

7% NET return assured for 2 years
Purpose built student accommodation in Salford Quays
Prices starting at £88,143



Student Property

Select Portfolio Investment Overview

Discovery Quay
Salford Quays,
Greater Manchester



www.select-portfolio.co.uk

Introduction.

Renowned as one of the UK's 'key growth areas', Salford has been transformed over the past decade. Growing from a small industrial city to one of increased economic viability, Salford has evolved into a modern global city in conjunction with its sister city, Manchester.

Massive investment has been poured into Salford, which has generated £1bn for the national economy. This is an exciting time for the city - which is flying the flag for the Northern Powerhouse project.

Quality student accommodation is set to become a lucrative prospect as the University of Salford take the opportunity to invest further into the MediaCity campus. Of the 14,000 full time students that currently study at the university, only 3,002 student bedrooms are provided. From this, we can assume 79% of students are without University provided student accommodation. The massive shortfall is plain to see.

Discovery Quay is perfectly placed to take advantage of this undersupply, providing much needed accommodation for those studying at the main Salford and MediaCity campuses.

Now available from Select Portfolio, please speak to us today on +44(0)1202 765011 to discuss current availability and your requirements in more detail.



Purchase Highlights.

Discovery Quay will be the first purpose-built student accommodation in Salford Quays, offering quality accommodation and facilities to the demanding modern student in the Salford Quays area.

With a need driven by significant under-supply, the site is located at the heart of the ever-developing Salford Quays, within walking distance to all major points of interest that the area has to offer.

Talk to us today about reserving your desired unit.

- ✓ 299 high spec self contained student studio apartments
- ✓ Generously sized 22 - 37m²
- ✓ 7% NET return assured for 2 years (less ground rent)
- ✓ Just a short 8 minute walk to the University of Salford MediaCity Campus
- ✓ Student centred facilities including onsite gym, cinema & hangout zones
- ✓ Opposite a Metrolink station with access into Manchester & surrounding area
- ✓ Excellent capital growth potential
- ✓ Profitable & well-performing asset class
- ✓ Prices starting at £88,143
- ✓ Reserve today for £5,000



UK Student Accommodation: A Booming Market.

The UK student accommodation market continues to grow faster than any other asset class currently and has done since 2011 according to the Knight Frank Student Property Index. The number of students both local and international continues to grow with a predicted growth rate of 15-20% over the next five years according to the Global Growth and Prosperity report in 2013. Despite the pressures from the levy of tuition fees as well as the recent recession, the industry has continued to grow.

Replacing HMO's (Houses in Multiple Occupancy) with PBSA's (purpose built student accommodation) has been a major movement from the conservative government, resulting in student accommodation becoming the top- performing property investment in the UK. Highlighted by the likes of Knight Frank, Savills and CBRE, over £6 billion has been spent on UK student property in the past years and globally the industry is now worth £200 billion with £2 billion of this coming from the UK alone.

A distinct undersupply.

A major driving force behind the recent growth in the student property market of late has been the distinct lack of supply of purpose built PBSA's. Some university centres have virtually no private PBSA buildings and so the entire reliance is on university halls which are often old, of lower standard and offer no decent facilities. What's more given the UK government's recent pledge to introduce a "No cap on the number of overseas students who come and study at our universities" as well as the expected 5% increase in 2015 students intake, demand continues to outstrip supply across all major cities and a correction in the market looks unlikely anytime soon.



UK Student Accommodation: A Booming Market.



HMO Restriction.

Prior to the arrival of purpose built student accommodation, students have typically either stayed in Halls of Residences or alternatively HMO's. Numerous City Councils have limited or completely prevented the number of HMO licenses awarded to landlords undertaking house conversions to house students. This is positive news for families, who have regularly been forced out of city centre housing because landlords were able to receive more rental income from students. It's also a positive development for all stakeholders, including students, who will be moved from dilapidated houses into purpose built properties. PBSA provides a host of benefits, including better facilities, a more socially conducive environment but most importantly for investors more demand for PBSA type properties means increased returns and more capital appreciation.

Record intake of students.

Record numbers of British 18-year-olds, including rising numbers of women and students from deprived areas, are on their way to university, with more selective universities taking in greater numbers of undergraduates. Nearly all universities in England have bounced back from the slump in student admissions after £9,000 tuition fees were introduced in 2012, figures show.

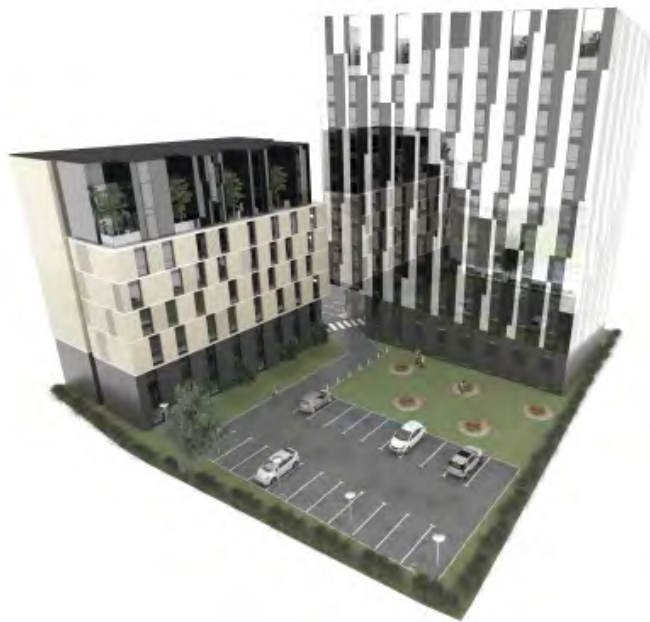
A total of 532,300 people entered UK higher education in 2015, an underlying increase of 3.1% on 2014 and the highest number ever recorded in UCAS' End of Cycle Report, December 2015. In total 718,500 people applied through UCAS and universities made a record 1.9 million offers to students and applicants.

With the abolition of number controls soon to be implemented these figures look set to rise and with the shortage of suitable properties to house students this will place even further constraints on the undersupply - meaning better returns for investors.



The Opportunity: Discovery Quay.

- 299 self-contained, high specification studio apartments
- 22 - 37m²
- 250 year lease
- Fully furnished
- 7% NET return assured for 2 years



Discovery Quay will be the first of its kind to offer quality accommodation and facilities bespoke to today's modern student in the Salford Quays area. Visually striking, the development will feature two, separate student blocks to make up Discovery Quay. Its unique façade will set it apart from its immediate surroundings whilst fitting in amongst the cutting edge buildings of nearby MediaCity.

The site is located in the heart of the ever-developing Salford Quays, within walking distance to all the major points of interest the area has to offer, including a growing University of Salford campus situated at Media City, The Lowry Theatre and the BBC. To the rear of the site is a tram station which provides access to Manchester City Centre.

Beyond its visually striking exterior, Discovery Quay is home to 299 studios, each offering high-quality accommodation. The self-contained apartments are specifically designed for those looking for a blend of privacy and space. With fully furnished, larger than average rooms and the privacy of having their own kitchen and en-suite, there are a range of studio types to meet the demands of a busy student lifestyle.

The Location: Salford.

A city of investment.

Renowned as one of the countries 'key growth areas' in the UK, Salford has significantly transformed over the past decade. Growing from a small industrial city to one of increased economic vitality, Salford has evolved into a modern global city in conjunction with its sister city Manchester.

Massive investment has been poured into Salford with over £650 million being devoted to residential, commercial, infrastructure, retail, education and public spaces. This has generated £1 billion for the national economy. This is an exciting time for the city which is flying the flag for the Northern Powerhouse project.

The peak of this transformation has been the £550 million development of the UK's first media focused development, MediaCityUK; the largest of its kind in Europe. Home to media giants BBC and ITV, as well as Salford University's Media campus and 50 other businesses, the area is a haven for all things media and digital.



The Location: Salford.



City Factfile.

- Population of over 230,000.
- Large student population with three major universities within easy reach; The University of Salford, The University of Manchester and Manchester Metropolitan University with a combined total of over 85,000 students.
- More than 8,700 businesses are based here, employing over 140,000 people, including Bupa, Barclays and the British Red Cross.
- Home to MediaCityUK, a waterfront destination from which media giants BBC and ITV operate.
- World famous sport is within easy reach with Old Trafford Football ground and Lancashire Cricket club just a 5 minute drive away.
- Boasts Britain's largest inland waterway, with Salford Quays a tourist and business destination.
- The Lowry Theatre offers world-class arts and performances.

Investment Factfile.

- £550 million MediaCityUK development in Salford Quays
- £26 million Salford City Stadium
- £730 million Chinese investment into Middlewood Locks providing 2,000 residential apartments
- Future development to build Port Salford, creating over 3,000 jobs
- The completion of Greengate Square, which is set to be the catalyst for £400 million in private sector investment

(Source: Salford.gov)

The Location: Salford Quays.

Millions of pounds have been spent on major residential and commercial projects with more planned for its continued development.

Transformed from its maritime roots, Salford Quays has become a waterfront destination where people want to live, study, work and socialise. Shops, bars, restaurants, cultural attractions and excellent transport links all contribute to its appeal for young professionals and students.



The Northern Powerhouse.

The Northern Powerhouse is a government scheme to redress the North-South economic imbalance, and to attract investment into the north; particularly the 'core cities' of Manchester, Salford, Liverpool, Leeds and Sheffield. While London is perceived to be driven by financial services, northern economies boast strong manufacturing, science, technology and service sectors.

With the Chinese Premier pledging over £1.2 billion on investment into the north, the core cities of Salford and Manchester are becoming even more appealing to buyers around the world.

- **Introduction of the HS2** – the high speed rail network will create a faster connection between London and the north, maximising travel efficiency throughout the UK.
- **10,000 new homes** – A £3 billion deal has been secured for housing projects in Greater Manchester (Gov.uk)

Property Demand & Capital Growth.

Demand for property in the Quays has increased dramatically since the arrival of the BBC and their 3,000 employees in 2011. In 2014 property prices increased by 12%, rising faster than any other town in Britain that year (source: Zoopla). With a further £20 million expansion of MediaCityUK underway to make more room for business (mediacityuk.co.uk), demand for housing is only going to grow as more people flock to the area for work and education.

Property prices increased 12%

Investors are now beginning to turn their heads away from London and to the 'Northern Powerhouse' cities that are achieving strong capital growth and maximised rental returns. As one of the top hotspots for buyers, Salford's capital growth is only expected to increase due to the popularity and future expansion of MediaCity and the growth of Greater Manchester as a region.

28% Capital Growth by 2019

As Greater Manchester and Salford continues its transformation into a strong economic centre, capital growth is almost certain. Research by JLL predicts a 28% capital growth in Manchester by 2019. With more companies following the BBC and ITV to Salford, as well as the transformation of Manchester Airport, the outlook is an extremely positive one for buy to let investors in the Salford and Greater Manchester area.



Salford: Connectivity.

Salford has excellent transport links, with rail, tram, bus and roads connecting it to all parts of Greater Manchester. With a £1.5 billion expansion of the Metrolink tram station already underway, connectivity will become even more accessible.

The HS2 high-speed rail line will open up the North West to the rest of the UK reducing journey times between Manchester & London.



Metrolink

The Metrolink is a fantastic way to travel to and from Salford Quays, providing a main connection point to the city centre, Manchester Airport and the iconic Old Trafford football stadium. Anchorage metro station is just opposite the development and takes just 15 minutes to get to Manchester Piccadilly.

City Centre - 11 minutes | Old Trafford - 11 minutes | Manchester Piccadilly - 15 minutes



Bus

The CityConnect number 50 service runs every 10-15 minutes from Salford Quays to Manchester city centre via the University of Salford main Peel Park campus. Students can also travel for free between the MediaCityUK and the main University campus.



Train

The MediaCityUK tram service provides easy access to national rail stations at Manchester Piccadilly, Manchester Victoria and Deansgate stations, connecting Salford to the rest of the UK.

London Euston - 2 hours | Liverpool - 47 minutes | Edinburgh - 3hrs 22 minutes



Air

Manchester International Airport is the largest airport outside of London and is just a 20 minute drive South of Salford Quays. The airport links 20 million passengers per year to over 200 destinations, including Hong Kong, China, Dubai and New York.

With twice-daily services to the UAE and a new direct service to Hong Kong the city is seeing an increase in overseas investment and international visitors.

Why Salford Quays Student Accommodation?

Quality student accommodation is set to become a lucrative prospect as the University of Salford take the opportunity to invest further into the MediaCity campus, potentially developing new media courses and moving existing courses from the main city campus to MediaCity. Currently the campus acts as their principle gateway facilitating the intersections that connect the city to the world. According to the universities 2014-2018 strategy they aim to invest further into Salford Quays in order to expand this 'core network'.

The fight for student places is resulting in universities investing in higher quality facilities. Hence The University of Salford investing £55 million in new academic spaces and £81 million on new accommodation. They are in the market to attract more students.

However, of the 14,000 full time students that currently study at the university, they are only able to provide 3,002 bedrooms. From this we can assume that 79% of students are without university provided accommodation, leaving them to source alternative private accommodation elsewhere. The massive shortfall in the area is easy to see.

With currently no purpose built student accommodation in Salford Quays, Discovery Quay will be perfectly placed to take advantage of this under supply, providing much needed quality accommodation for those studying at both the main Salford and the MediaCity campus.

3,002
university bed spaces



14,000
full time students

only
21%
of students have bed spaces



The Universities.



The University of Salford, Manchester

The University of Salford was the first academic establishment to open at MediaCityUK with brand new digital learning, teaching and research space – where over 1,500 students are taught. Programmes include journalism, animation and TV documentary making, alongside technology-based courses.

- 19,000 part time and full time students
- 1,500 students studying at MediaCityUK campus
- £55 million spent on new academic spaces to attract more students
- Provide just 3,002 student rooms

Manchester Metropolitan University

Manchester Metropolitan University is one of the most popular universities in the UK, with a diverse range of courses ranging from Accounting and Finance to Film and Media. There is a large Media department with links to MediaCity. As part of their studies, students partake in work placements, of which a popular destination is the BBC in MediaCity.

- Over 37,000 students
- Offer over 1,000 courses
- Second largest Business School in the UK

The University of Manchester

The University of Manchester is a member of the prestigious Russell Group; an elite group of the top 24 universities in the UK. Its history and prestige is what draws thousands of students from all around the world.

- Over 37,000 students
- 9,480 students are from overseas
- Ranked the 7th best university in Europe (2014, Shanghai Jiao Tong World Ranking).

Location Map.



Distances:

Anchorage Metrolink Station:
2 minute walk

University of Salford,
MediaCity Campus:
8 minute walk

MediaCity UK:
6 minute walk

The Lowry Outlet:
12 minute walk

The Lowry Theatre:
11 minute walk

Local Supermarket (Tesco):
3 minute walk

Old Trafford Football Ground:
7 minute drive

Manchester City Centre:
11 minute train ride

Apartment Specifications.

The 299 self-contained studios within Discovery Quay have been designed for discerning students looking for a blend of privacy and space. There are a selection of larger than average rooms and studio types to meet the demands of the modern student.

Each self-contained studio includes:

- High quality, durable furnishings including integrated study desk and chair, wardrobe units, double bed, shelving, dining table & chairs
- Contemporary kitchen featuring high-gloss units and fully integrated appliances including microwave, electric hob and fridge-freezer
- Wall hung flat screen TV with Freeview
- En-suite shower room with modern fixtures and fittings
- Free high-speed broadband
- Secure door entrance



Facilities.



Offering a vibrant communal space is an important feature of the student experience. By providing cutting edge facilities and services within a safe and secure environment, students will have the space to study, socialise and relax.

Study rooms with access to computers and Wi-Fi will offer a collaborative space for students to work together or individually, whilst the communal areas will be a place for students to unwind and relax with access to a games area, gym and cinema.

Facilities over the two blocks include:

- Lobby with 24-hour reception
- Lounge area
- Study area
- Fully equipped gymnasium
- Games area
- Cinema
- Laundry room
- Bicycle storage

Pricing Schedule.



Unit Type	Apartment Size (m ²)	Terrace	Price Range
Studio	22	No	£88,143 - £103,503
Accessible Studio	31	No	£93,629 - £99,114
Studio+	28	No	£93,629 - £107,343
Penthouse Studio	37	Yes	£132,029

With a variety of properties available, ask your Select Portfolio sales advisor for details on current availability, pricing and selecting the right studio for you.

The Purchase Process.



We believe that by taking our time to listen to your needs, establishing a full client profile for you, we can then confidently confirm whether this is the right opportunity for you.

It is also assuring to note that should this not completely suit your needs, we will not push you into making a decision that you are not comfortable with.

A purchase has to be 100% right for you, or we will not proceed.

We will assist you throughout the purchase process. You have three payment structures to choose from.

Option A: 50%/30%/20%

Pay reservation fee (£5,000), upon exchange pay 50% (less reservation fee) a stage payment of 30% (due 90 days after exchange) and a final payment of 20% upon completion.

This option includes a 3% Coupon (interest p.a.) on deposited monies (not including reservation fees paid) from exchange to Practical Completion. This will be balanced and deducted on your completion statement.

Option B: 80%/20%

Pay reservation fee (£5,000), upon exchange pay 80% (less the reservation fee) and a final payment of 20% upon completion.

This option includes a 5% Coupon (interest p.a.) on deposited monies (not including reservation fees paid) from exchange to Practical Completion. This will be balanced and deducted on your completion statement.

Option C: 30%/30%/30%/10% LIMITED OFFER

Pay reservation fee (£5,000), upon exchange pay 30% (less reservation fee), a 1st stage payment of 30% (due 6 months after exchange), a further stage payment of 30% (due 6 months after the 1st) and final payment of 10% due on completion.



Is this a new build or refurbished development?

This is a new-build student development.

How much are the studios?

Studios start from £88,143.

What is the reservation fee?

It is £5,000 to reserve your preferred unit. This is deductible from the total price on exchange of contracts.

Who will manage my property once developed?

Hollinberry Estates Ltd will be responsible for the maintenance and repair of the building's communal parts and collect the ground rent and service charges on behalf of the leaseholder.

Who will let the apartment?

You have two options on how you decide to let your apartment.

Option 1: Self-manage

Option 2: Appoint a letting agent

What income will I receive?

If you appoint a lettings agent, they will be responsible for paying you the rental income.

How long is the lease and what is the ground rent?

The lease is for 250 years and the ground rent is £550 per annum.

What is the service charge and what does it include?

A service charge is a payment made from the leaseholder to the landlord for all the services they provide. This will include management fees, maintenance, repairs, utilities, insurance and other usual costs. The estimated service charge is £90 per month. This cost will be reviewed annually. Depending on your letting agent and arrangements with them, this may be included or paid on your behalf as part of your rental return, if any. These charges do not include any letting agent fees.

When will contracts be issued?

Once the developer has received the reservation agreement and fee they will instruct solicitors. The contract will be sent to the buyer's solicitors once the money laundering and ID checks have been undertaken and the solicitor's client care letter has been signed and returned. The solicitor appointed by you, the buyer, will handle the legal process for you. They will ensure that all the necessary legal searches have been done.

When will the contracts exchange?

All units are subject to planning and contracts will reflect this. Anticipated exchange is expected on or before 16th June 2016. All exchange monies must be deposited in your solicitors account 2 weeks before exchange.

When will the building be complete?

We anticipate that the building works will start in November 2016 and will be complete from August 2018.

What happens if there is a delay?

In the rare event that the development is delayed your 3% p.a. (5% on the 80/20 scheme) coupon (interest p.a.) will continue until completion.

What is the long stop date? What does this mean?

The long stop date is the longest period the sales contract is able to run for. In the rare event that the long stop date has been breached then the buyer may rescind their contracts or wait for the development to complete whilst earning a coupon. The long stop date for this development is 12 months after the anticipated completion date.

How and when will I receive my income?

On completion of your apartment you will have the option to appoint a letting agent of your choice. They will manage the letting of your apartment. Please refer to their documentation for more details.

Can I live in the studio myself?

You can only live in your unit if you are a student registered to the local university.

Is the studio transferable?

Yes at any time.

When can I sell my studio?

You can sell your unit at any time, after completion.

How do I sell my studio?

Many estate agents can provide this service.

Who can buy my studio?

Anybody over the age of 18 can buy an apartment. Buyers younger than 18 years are able to buy subject to a trust agreement.

When I sell my unit do I have to pay capital gains tax?

There is usually no Capital Gains Tax to pay for overseas investors when they sell their student unit. Standard UK Tax treatment will apply to UK investors.



To find out more about this opportunity please do not hesitate to contact one of our friendly and professional team members. We'd love to discuss our developments with you today.

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