

2022/23



Seniors Housing Annual Review

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MARKET UPDATE

INVESTMENT RISING, BUT ECONOMIC CHALLENGES PERSIST

Set for another record year of investment, the UK Seniors Housing market continues to draw the attention of both domestic and overseas investors.

The volume of investment and capital targeting the UK Seniors Housing market continues to grow. In the first nine months of 2022, more than £2 billion was committed to the sector, already surpassing the full year figure for 2021. Based on the pipeline of deals and projects currently under offer or on the market, we expect 2022 annual volumes could reach a record £3 billion.

Capital has come from a wide variety of sources including UK pension funds, private equity and private capital. There

has also been an increase in the amount of North American money entering the market.

Rising investment volumes come despite rising geopolitical and economic uncertainty which include supply chain issues, a global energy crisis, high levels of inflation, and increases in build and operational costs, as well as the war in Ukraine. At the time of writing, the economic outlook remains uncertain. It has become more challenging to borrow at similar loan to value and loan

to cost levels, affecting funding for new developments. As investors adapt to these conditions, it may weigh on timescales for investment earmarked for Q4.

However, investors are looking beyond the short-term. The case for investing in Seniors Housing remains, not least the fact that the UK has a significant and growing undersupply of age-appropriate housing for seniors.

Strong demand fundamentals are matched by the weight of money entering the residential sector. Illustrating this,

39,000

Seniors Housing units in pipeline, up from 31,000 last year

some 25% of all institutional investment in UK property so far this year was in residential, up from around 10% in 2012, and only behind offices and industrial.

Our latest residential investment survey, which represents the views of 54 institutional investors that manage £76 billion in residential assets across the UK (including student and BTR) showed that while only 31% of respondents are

currently active in the Seniors Housing sector, 67% expect to be active in five years' time, the largest projected increase of any sector in the survey. The Seniors market in particular is benefiting from a diversification of investment strategies.

Retirement Housing optimises the development return. Integrated Retirement Communities (IRCs) provide investors with a development return and long term cashflows underpinned by a Deferred Management Fee (DMF) on exit for-sale model and inflation linked tenancies on the rental model.

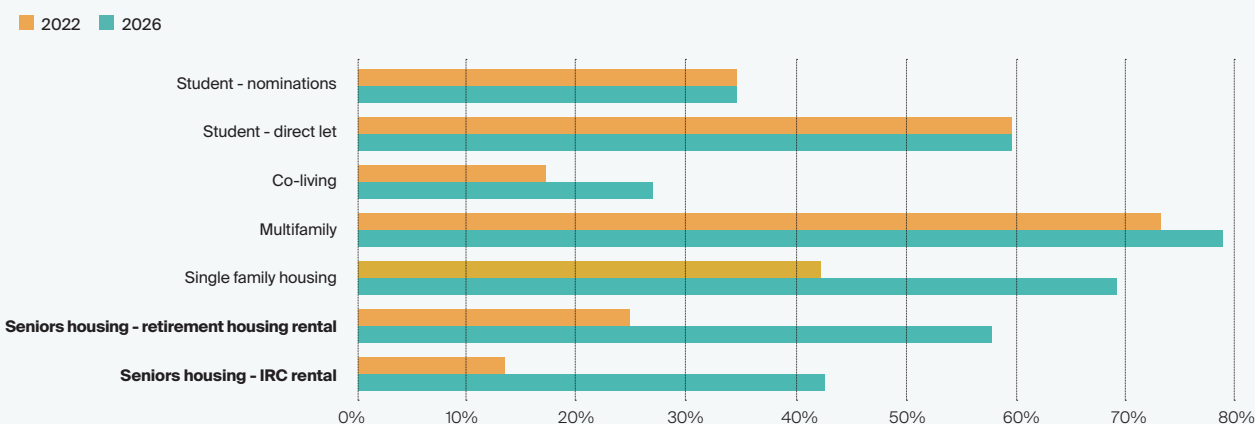
We expect to see yield compression for investors in the medium term driven

by increased investment, the expansion of the sector, as well as maturing operational businesses. Investors who can deliver on strong development pipelines are likely to benefit from first mover advantage in the race to scale and optimised operating performance.

Access to accurate data to assist with investment decisions and to benchmark operating performance will be crucial to supporting the forecasted growth of the sector. In this report we share the findings of our fourth – and largest – Seniors Housing Operator Survey, based on information shared with us by leading operators along with analysis of more than 36,000 Seniors Housing unit sales.

Greater diversification planned across residential investment sectors

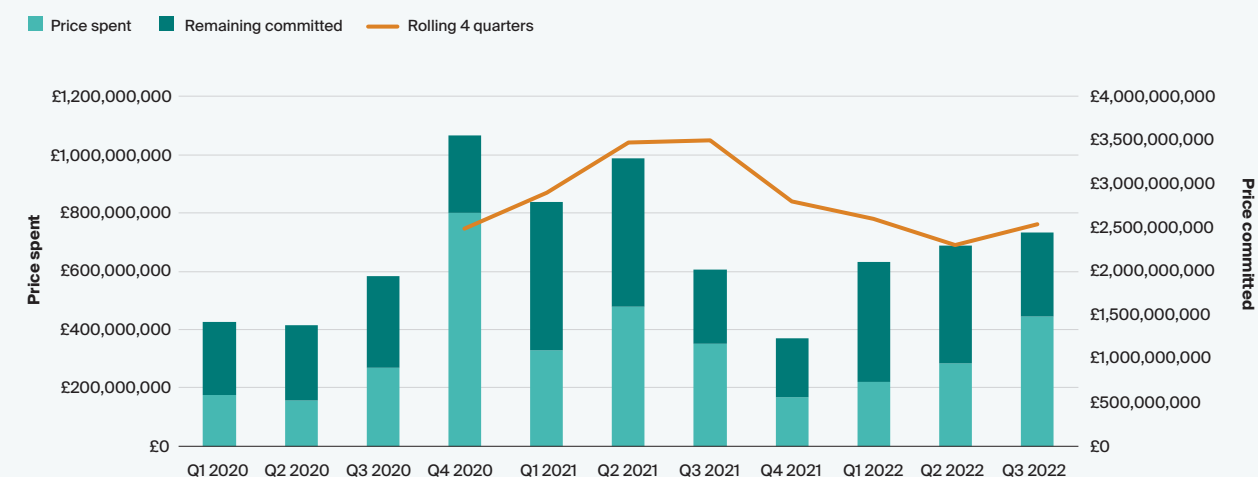
In which sectors are you active currently and which do you anticipate being active in within five years?*



Source: Knight Frank Research
NB. BTR encompasses co-living, multifamily and single family housing
*Knight Frank Residential Investment Survey

Total invested in senior Housing – YTD 2022*

Total capital committed (excluding already spent)

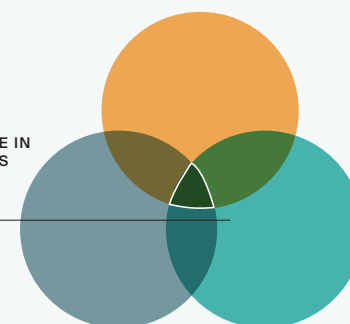


Source: Knight Frank, RCA * Q1-Q3 2022

Cross sector investment*

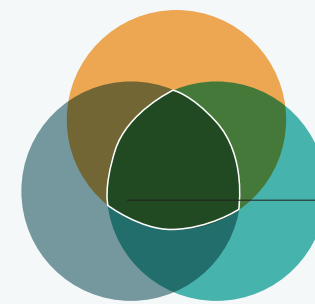
17%

% OF RESPONDENTS ACTIVE IN STUDENT, BTR AND SENIORS HOUSING SECTORS NOW



42%

% OF RESPONDENTS WHO EXPECT TO BE ACTIVE ACROSS ALL THREE SECTORS BY 2026



Source: Knight Frank Research.
*Knight Frank Residential Investment Survey

DEMAND AND SUPPLY PRESSURE

There remains a compelling investment case for assets that benefit from changing ways of living and long-term shifts in demography.

The majority of stock in the UK seniors housing market is affordable housing built pre-1980, accounting for almost 50% of total supply. The private market comprises 190,000 units largely constructed 1980’s onwards. In recent years the rate of delivery of the private market has been accelerating due to increasing investment from institutions seeking long-term stable cashflows. The IRC pipeline has recently overtaken the Retirement Housing pipeline for the first time.

Build costs have risen by 16% over the last 12 months, according to data from the Build Cost Information Service, putting pressure on new delivery. Land prices have also risen steeply. Knight Frank’s latest Land Index shows that the price of English greenfield sites has increased by almost 14% over the last 12 months, principally driven by a shortage of supply.

Despite this, the development pipeline continues to grow. There are over 39,000 seniors housing units planned, up from 31,000 last year. The current inflationary environment may impact how quickly some of these sites are delivered. However, over the medium term, we forecast a trend of accelerated year-on-year delivery.

◆◆
That the UK has an ageing population is not new, but the official figures reinforce the need for more dedicated housing for seniors in nearly every location.
◆◆

On the demand side, the baby boomer generation has reached retirement age. Data from the 2021 Census confirmed that nearly one in five people in England and Wales is now aged 65 or older, the highest proportion ever recorded.

In total, there were 11.1 million individuals aged 65+, up 20% from 9.2 million in 2011. The number of people aged 75+ increased by 18% over the same period. That the UK has an ageing population is not new, but the official figures reinforce the need for more dedicated housing for seniors in nearly every location. Over 95% of local authorities saw an increase in their share of population aged 65+ over the last 10 years.

Our forecasting, based on the new Census figures, indicate these increases

are only going to accelerate. We anticipate a 17% increase in the 65+ population between 2021 and 2031, equating to an additional 1.9 million people. The number of people aged 75+ is expected to grow by 23%. In real terms – and considering our expectation that the total number of specialist seniors housing units in the UK will grow by 8%, or around 63,000 units over the next five years – this would mean there would be 119 seniors housing units per 1,000 individuals aged 75 by 2026. This is down from 124 currently and from 137 back in 2012, underscoring the potential for significant growth in the sector to provide enough age-appropriate housing for the demographic shift taking place.

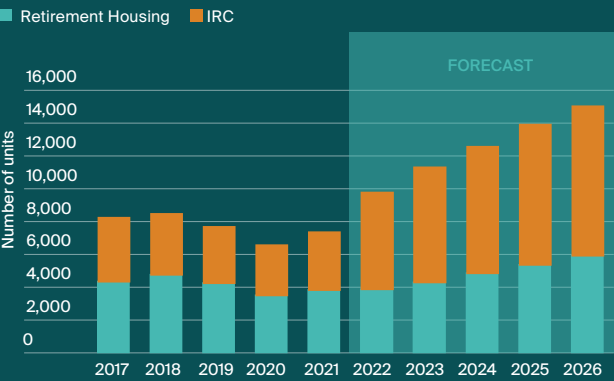
Advances in healthcare and medicine mean seniors are now living healthier lives for longer than previous generations. In later life it is therefore not surprising they have a demand for high quality, new, purpose-built housing within a community with on-site services and access to care on offer. The UK housing stock is heavily weighted to family housing and we need to build more age appropriate housing which offers seniors good quality alternatives. This, in turn, will release family housing back into the wider market.

Another sign that baby boomers are different to the previous generation lies in the increasing numbers of rental households 65+. According to the English Housing Survey, there has been a 39% increase in the number of privately renting households in England where the household lead was aged over 65, while data from Knight Frank’s London lettings business shows 7.1% of tenancies agreed so far in 2022 have been to tenants aged 70 or above, up from a five-year average of 3.5%.

UK Seniors Housing supply forecasts			
End 2021-2026			
	RETIREMENT HOUSING	IRC	TOTAL SENIORS HOUSING MARKET
2021	672,176	84,353	756,529
2026 (f)	696,766	123,053	819,819
Forecast new units	24,590	38,700	63,290
Forecast growth (%)	4%	46%	8%

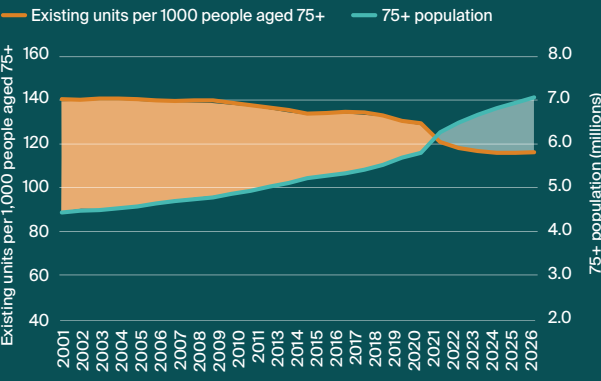
Source: Knight Frank, EAC, planning portals

Annual delivery of Seniors Housing units in the UK



Source: Knight Frank, EAC, planning portals

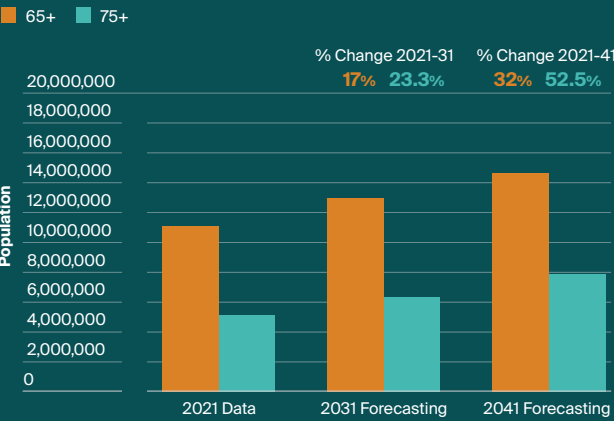
Existing Seniors Housing units per 1,000 people aged 75+



Source: Knight Frank, ONS, EAC

Further seniors population growth expected

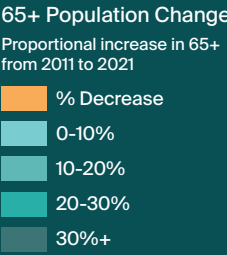
Knight Frank forecasts using 2021 Census data for England and Wales



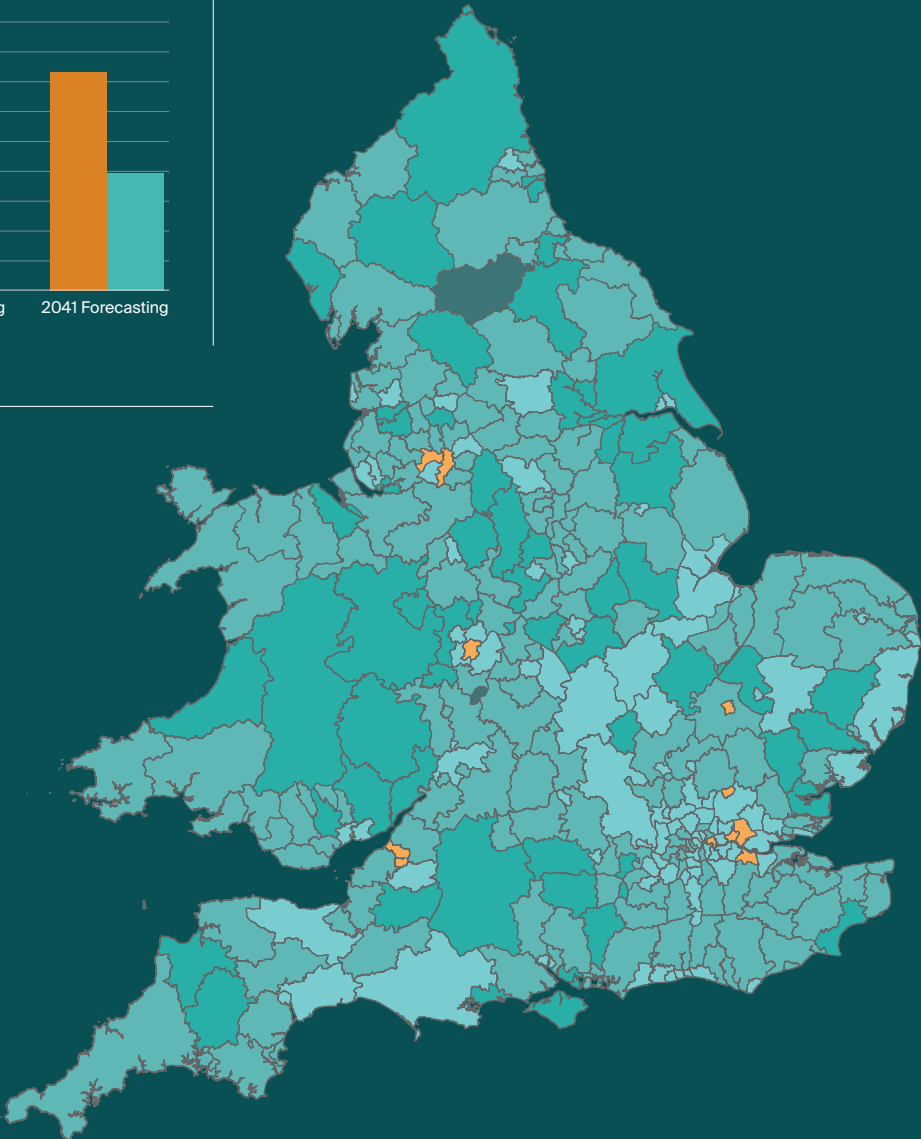
Source: Knight Frank, ONS

Change in share of population aged 65+

% change between 2011 and 2021 by local authority



Source: ONS



TRANSACTIONS AND PRICING

Sales volumes bounced back strongly after an initial Covid-related dip and prices for new and resale stock have continued to rise on the back of supply and demand pressures.

Sales volumes for seniors housing units have broadly followed the same pattern as the wider housing market over the last few years. Having initially fallen while the housing market was temporarily shut because of Covid, demand and activity bounced back quickly, confirming the resilience of the sector.

As with the wider housing market, spikes in activity were seen in March, June, and September 2021, coinciding with key changes and end dates of the UK's stamp duty holiday, first announced in July 2021. Such a pattern suggests there is a strong appetite for more seniors to downsize (particularly when incentivised), but many feel constrained by the up-front cost of moving.

Nonetheless, sales volumes have risen noticeably over the last five-years. Analysis of these sales shows a steady increase in the average price paid and a widening of the range in prices achieved, with a growing

number of transactions of IRC stock at the upper end of the market.

Sales momentum is expected to pick-up further as the market continues to expand and there is a greater understanding of the product by consumers.

Price performance

Our Seniors Housing House Price Index (HPI), which draws on analysis of more than 36,000 seniors housing transactions which have taken place since 1995, shows that over the last five years average prices for all types of seniors housing (Retirement Housing and IRC stock) have risen by more than 14%.

Breaking this down shows stronger performance has been recorded in the IRC sector over this time. For the first time we have been able to split this in order to look at price performance of IRC units with and without DMFs, with the DMF model seeing

the strongest long-term price growth of 22% over the last five years.

Performance across models has largely been in line with average house price growth for England over the last five years, though it should be noted that this is largely due to the exceptionally strong performance of the residential property market over the last 24 months.

The seniors cohort is the wealthiest in the UK in terms of property assets, with an estimated £1.5 trillion of equity. As a result, older, wealthier downsizers tend to be less constrained by mortgage debt. We expect this will lead to a period of price outperformance relative to the mainstream housing market in the medium term, given rising mortgage costs.

Encouragingly for long-term owners of stock, our data points to the average resale price of both IRC and Retirement Housing schemes also increasing.

KNIGHT FRANK SALES DATABASE

Our pricing analysis is based on a sample of over 1,000 schemes across the country developed since 1995, split between Retirement Housing and IRCs. The schemes comprise more than 10,000 individual units, which we tracked from original sales through to today, including re-sales. This provided us with data for more than 36,000 seniors housing unit sales, making our sales database one of the largest and most comprehensive in the sector to date. This analysis includes schemes from all the major private seniors housing operators, which combined have delivered almost 65% of private units in schemes of 20+ units.

36k+
Seniors Housing sales

24k
Retirement Housing unit sales

6k
IRC unit sales

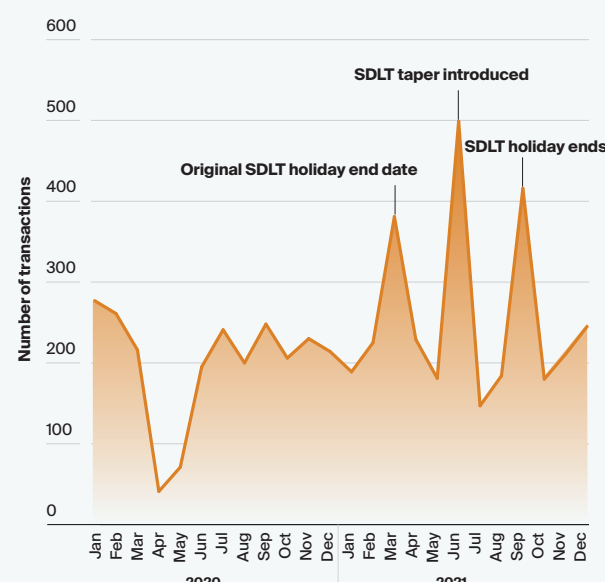
6k
IRC with DMF unit sales

£11bn
GDV of sales in database since 1995

Source: Knight Frank, Land Registry

Sales momentum is expected to pick-up further as the market continues to expand and there is a greater understanding of the product by consumers.

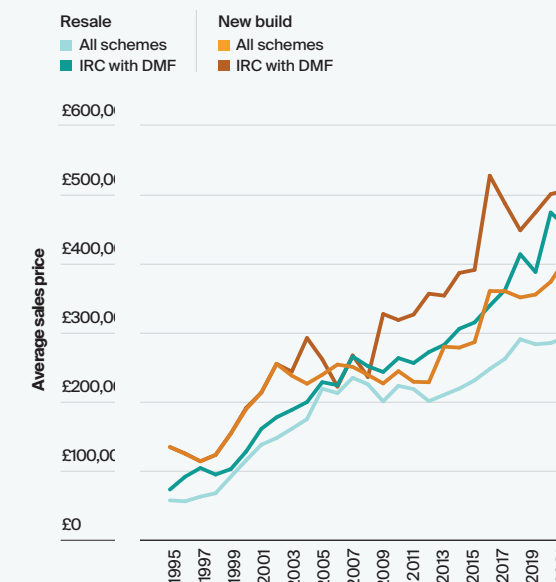
Seniors Housing sales volumes



Source: Knight Frank

Resales retaining value

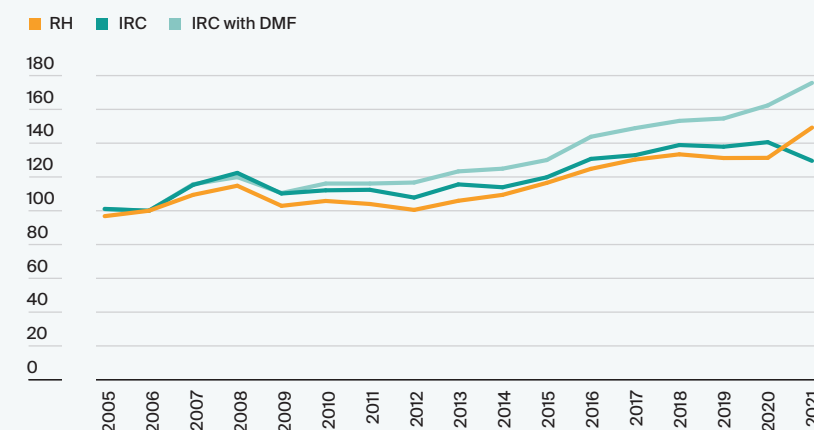
Average price



Source: Knight Frank

Seniors Housing property price performance

Index 2006 = 100



Source: Knight Frank, Land Registry

METHODOLOGY

The house price index uses hedonic regression based on price and controlling for characteristics such as region, property type and size. The dataset has a bias due to the nature of a sample, with this being heavily weighted towards the South East and South West and to flats. We have allowed for this weighting within our calculations.

PRICE CHANGE

14%
(3%)

RETIREMENT HOUSING

17%
(3.5%)

IRC'S

22%
(4.5%)

UK HPI (ENGLAND AND WALES)

Top percentage figure shows 5 year growth (2017-2021)

(Figures in brackets show CAGR 2017-2021)

PRICING IN NUMBERS

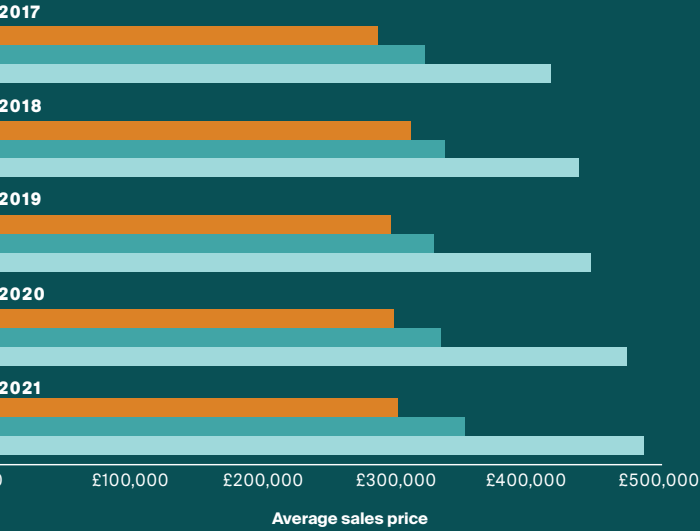
PRICING AND TRANSACTIONS

Last 5 years (2017-2021)

	RETIREMENT HOUSING	IRC	IRC WITH DMF
NUMBER OF SALES	14,000	3,563	2,095
GDV OF SALES	£4.2bn	£1.1bn	£1bn
AVERAGE PRICE PAID	£300,000	£335,000	£450,000
% GROWTH	14%	17%	22%
% CAGR	3%	3.5%	4.5%

AVERAGE PRICE PAID

RETIREMENT HOUSING IRC IRC WITH DMF



AVERAGE 5 YEARS

RH
£300K

IRC
£335K

IRC WITH DMF
£450K

AVERAGE PRICE PAID BY SCHEME AGE

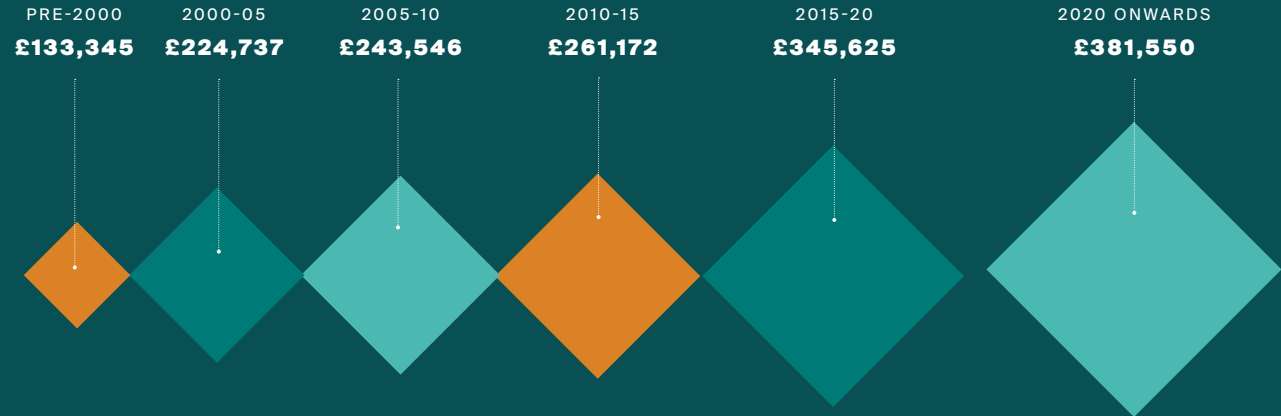
Last 5 years (2017-2021)

BUILT PRE-2017 BUILT POST-2017



AVERAGE NEW BUILD SALES VALUES (5 YEAR BANDS)

All Seniors Housing transactions



AVERAGE PRICE PAID BY REGION

2017-2021



£PSF BY REGION - 2017-2021

RETIREMENT HOUSING IRC IRC WITH DMF



MARKET DIVERGENCE

As the sector matures, we expect to see the emergence of a more tiered market. Current trends include a move to higher specification and larger schemes, higher price point locations (including suburban destinations), higher ESG credentials and re-investment and flexibility in design.

From an operations perspective, there is a focus on a brand recognition, staff training, marketing and sales processes and operational efficiencies. Investors are increasingly happy to take on more operating cost risk through lower service/management charges, as well as higher DMFs and an increasing rate of DMFs rising at the start of tenancies.

The net impact of this will be the emergence of a tiered investment market.

Different models already exist, with investors in retirement housing focussed on maximising development returns and IRCs on the profitability and sustainability of long term cashflows.

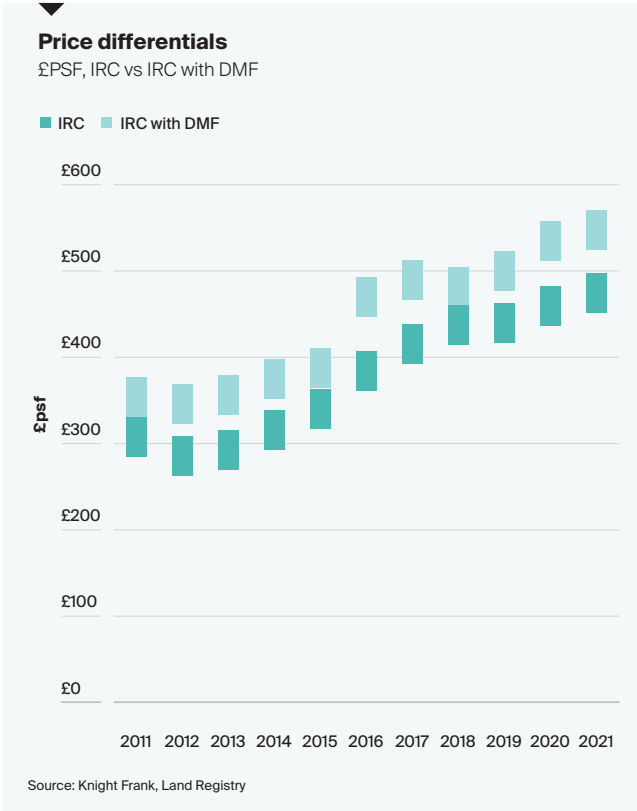
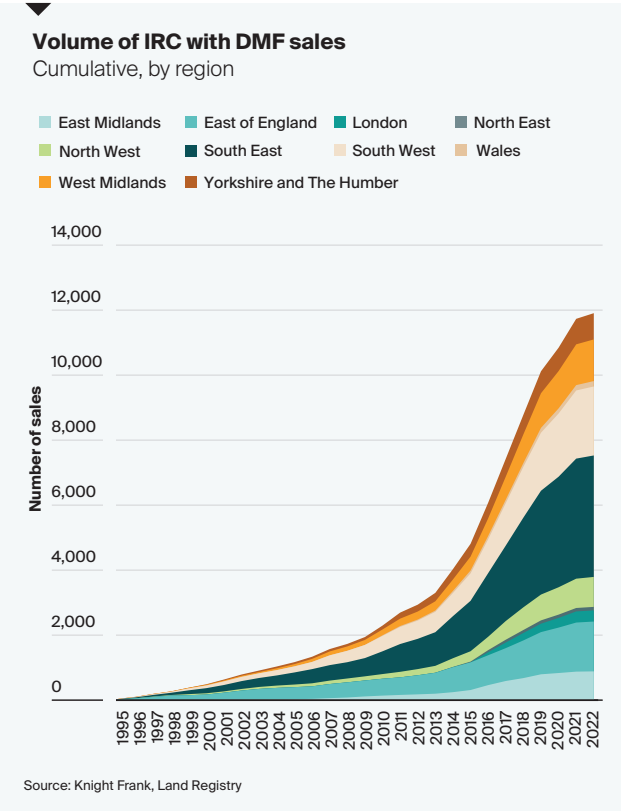
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The success of operating platforms in driving sales and occupancy will be key to achieving sustainable long-term returns.
◆◆

As more schemes open, performance will vary depending on the success of operators to meet the myriad of new

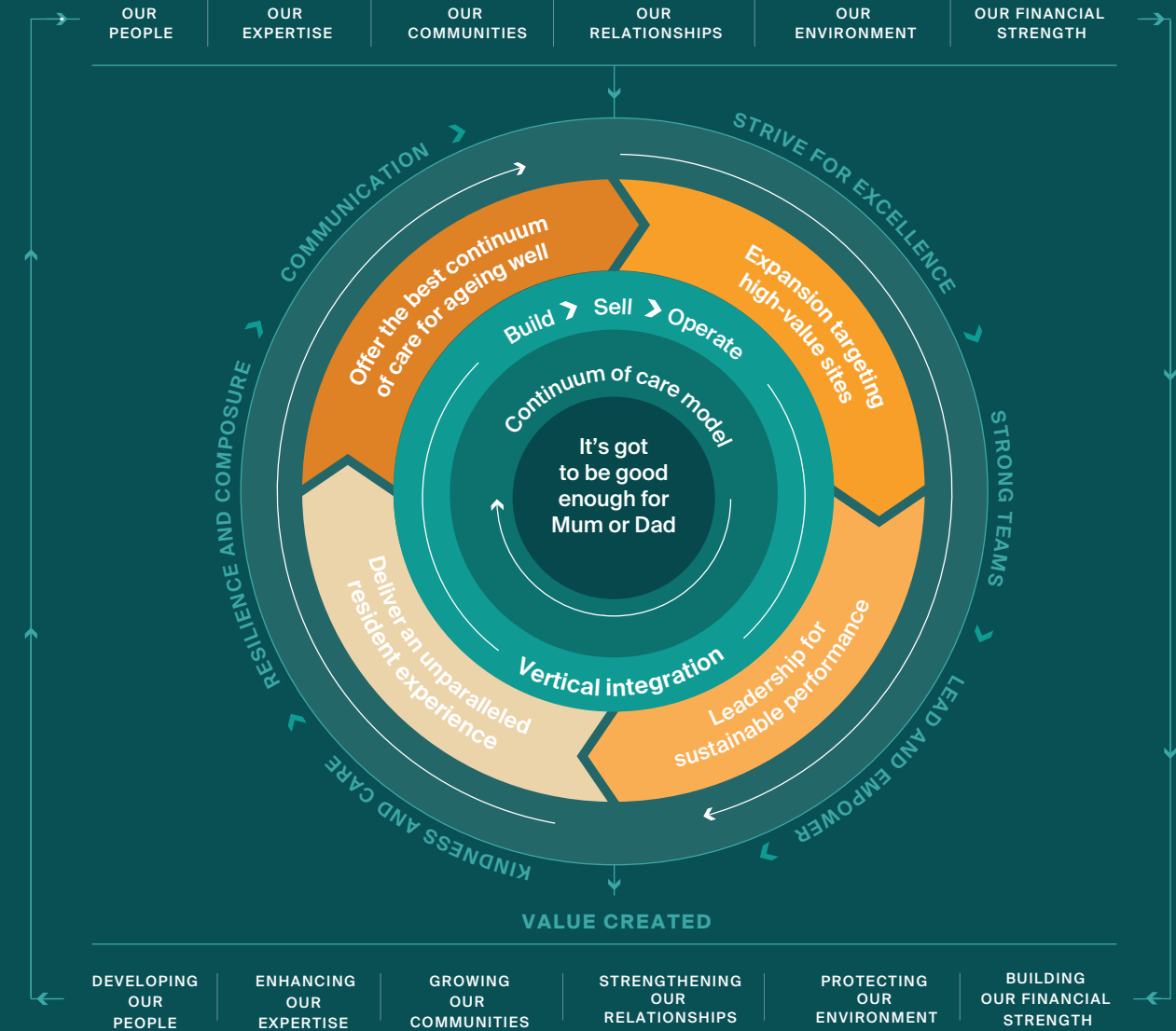
trends and challenges, with a lot to get right to optimise cashflows.

Our research shows that a tiering of the market can also be seen in pricing. In 2021, units in IRCs which include a DMF commanded the highest prices in the sector, at £485,000. That is 39% higher than standard IRC stock, and 60% higher than the average price for a Retirement Housing unit, largely reflecting the higher value areas where IRC's with DMF are located.

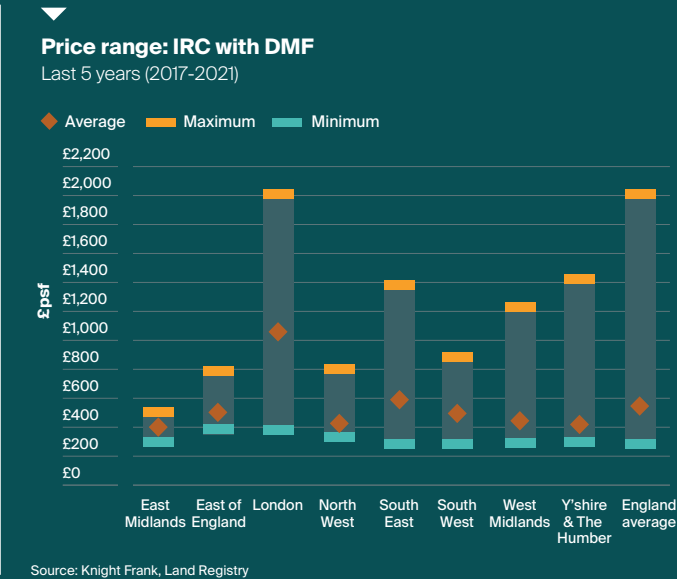
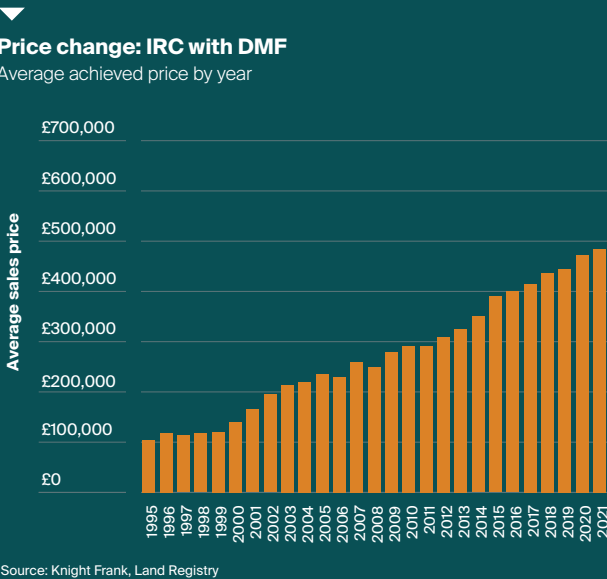
The analysis also suggests that seniors are able to free up significant capital when moving into seniors housing, with the average price of an IRC unit 30% below the average value of a house owned by seniors.



Value Creation: Ryman's Healthcare



Source: Ryman's Healthcare Annual Report 2022



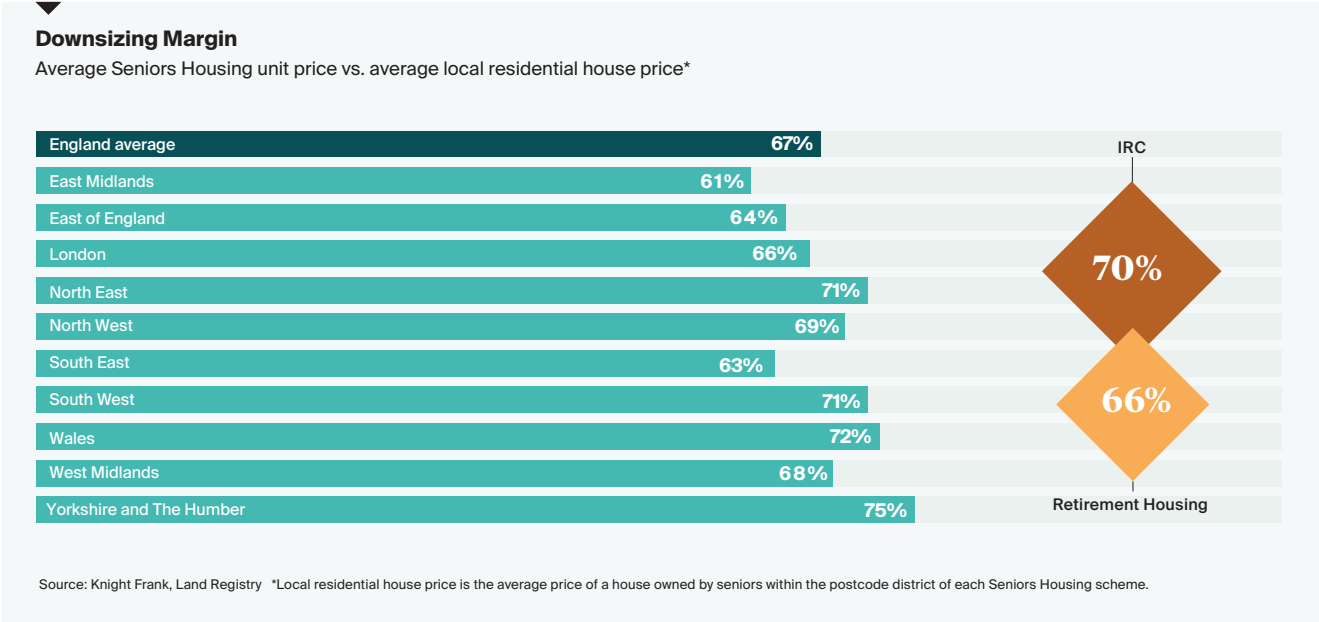
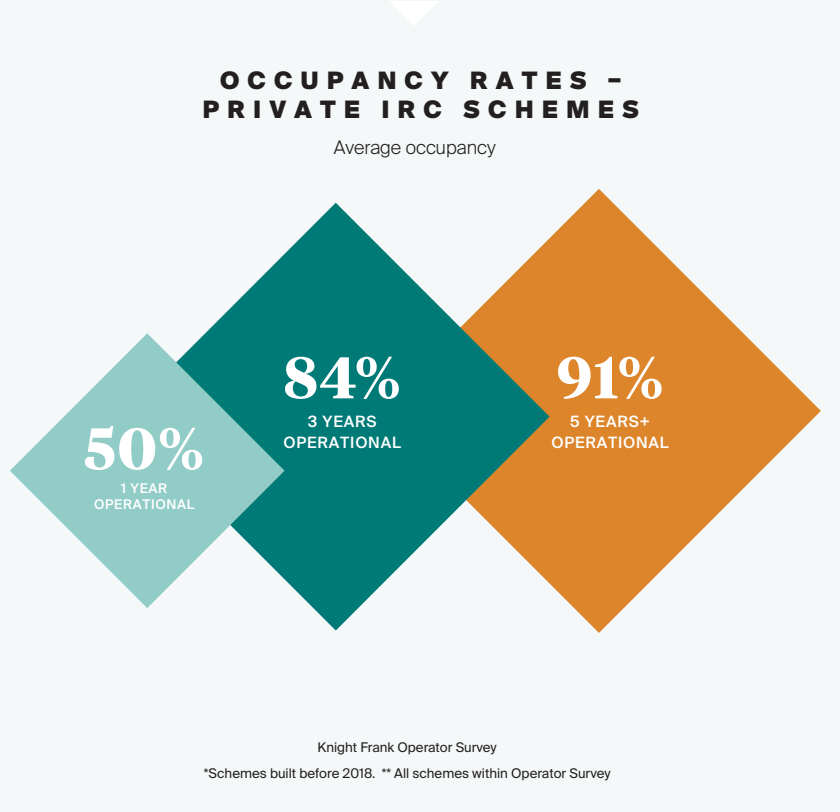
SALES RATES AND MARKETING

The data from this year’s survey confirms that the Seniors Housing market has successfully weathered the storm of the last few years.

Speed of resales and running voids also points to the resilience of the sector.

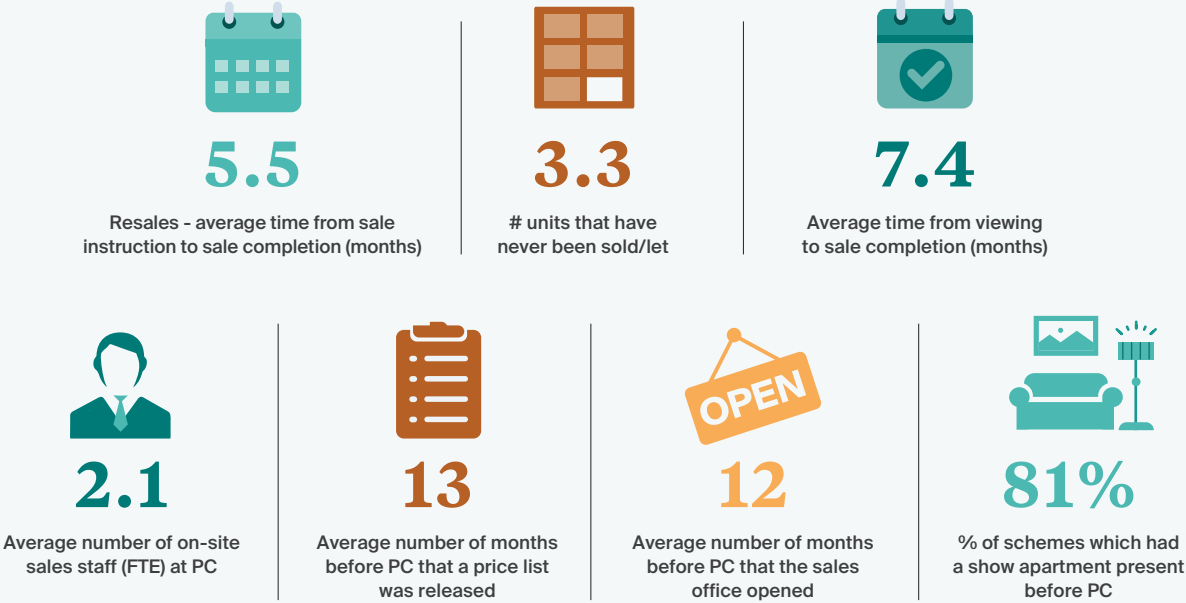
Understanding tenant profiles is crucial to helping the sector plan for the future, as well as for the sales and marketing process. According to the results of the Review, the average age of residents in IRC schemes across the UK is 82 years old.

More than half of residents moved from within 10 miles of a scheme, highlighting the fact that Seniors Housing is a local product designed and built for local people. While this can vary by operator and motivations of a resident, it highlights the need for local authorities, developers and communities to adequately plan for housing across age brackets.



PRIVATE IRC - SALES AND MARKETING

SALES AND MARKETING PROCESS SNAPSHOT



Source: Knight Frank Operator Survey *Mature villages **PC - Practical Completion

SALES RATES - NEW BUILD VILLAGES

Average % of units exchanged off-plan* in schemes built since 2018



Knight Frank Operator Survey *Off-plan indicates exchanges which took place before practical completion. PC - practical completion

DIVERSIFICATION OF TENURE

A number of seniors BTR schemes have opened in last 12 months, in addition to an increased provision of mixed tenure offerings (including shared ownership and rental units alongside for-sale units in the same scheme) to meet tenant demand.

Tenure options in IRC's are widening

We have been fortunate enough to have sight of rental data for a number of key private IRC operators. This includes rental units both in BTR schemes and mixed tenure schemes.

IN THE LAST 12 MONTHS...

68%
of private IRC schemes offer private rental as tenure option

74%
of units available for rent are let

100%
Asking to achieved pricing ratio

0%
bad debt reported by operators

Rental is a growing part of the seniors housing market. In total, 68% of private IRC schemes offer private rental as a tenure option, either in standalone build to rent schemes, or pepper-popped within for-sale schemes. This was up from 67% in 2021. From an investor perspective, mixed tenure schemes widen the accessible market and help accelerate absorption rates, whilst also reducing voids.

From a resident perspective, the growth of rental provides more flexibility and more

choice for seniors, sitting as a proposition between residential and residential care homes, but with the amenity and on-site service provision that is provided within a seniors housing community, as well as the option to 'dial up' care and services as required in later life.

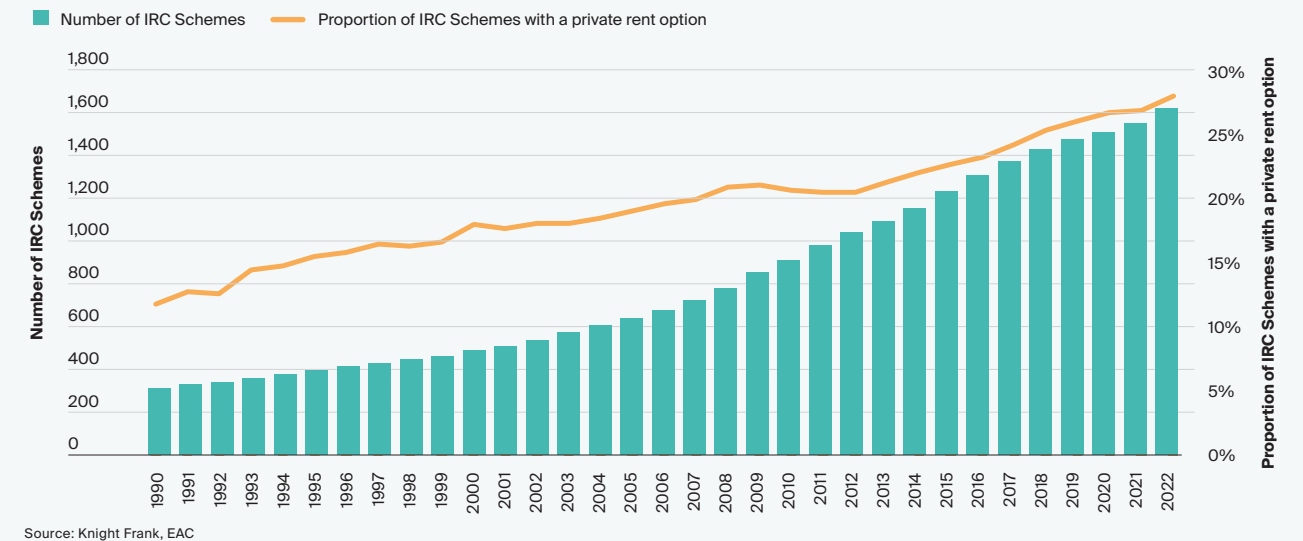
In the more mature US market, seniors rental housing is well established, accounting for 90% of total stock and often located within 'continuing care retirement communities' that allow residents to easily

Average monthly asking rent

	RETIREMENT HOUSING		IRC	
	1 BED	2 BED	1 BED	2 BED
London	£1,525-£6,195	£2,311-£11,674	£3,100 - £3,250	£4,460
North West	£1,415-£1,500	£1,890-£3,587		
South East	£1,450-£3,137	£2,025-£3,162	£2,205-£3,950	£2,550-£5,470
South West	£1,585-£1,945	£2,077-£3,637	£1,230-£2,375	£2,140-£3,180
West Midlands	£1,070-£1,830	£1,460-£2,870	£1,315-£2,170	£2,305-£3,160
Yorkshire and the Humber	£1,240-£1,390	£1,495-£1,880	£1,925	£2,585-£2,655
East of England	£1,470-£2,050	£1,660-£6,722	£2,320-£3,190	£3,095-£4,360
North East	£995-£2,005	£1,330-£2,045		
East Midlands	£1,400-£1,925	£1,530-£2,085	£1,830-£1,940	£2,870
AVERAGE ASKING RENT	£1,725	£2,670	£2,400	£3,300

Source: Portals, operator websites
Note: data correct as at September 2022

A growing number of rental units are offered in IRC schemes



move into more specialised accommodation as their needs change over time.

Our rental data confirms that while seniors rental schemes are able to achieve significantly higher rents than local residential lettings, and are at a discount to private pay care home fees. While care services and meals will typically be included in care home fees, the seniors housing rental model allows residents to increase service levels when required, while retaining independence. This flexibility gives a one move solution to tenants and assists absorption.

Demand for rental is coming from a slightly older tenant (with an average age on entry of 82 versus 79 in the private for sale IRC market).

We forecast the number of private rental units to increase by 114% in next five years, from more than 5,000 currently to more than 10,500 by 2025. We project investment into rental will accelerate as investors from across residential bring their learnings from PBSA and PRS. Even accounting for such rapid growth, senior housing rental stock will only account for just 1.3% of the total number of specialist senior housing options.

As the number of seniors BTR schemes grow, so too does the availability of data on aspects such as tenant profiles, how tenants are funding their stay, acceptable rental levels, design and Opex.

We also expect to see more shared ownership being offered across the sector.

Tenure options in Affordable IRC schemes

67%
SOCIAL/
AFFORDABLE
RENT UNITS

23%
SHARED
OWNERSHIP
UNITS

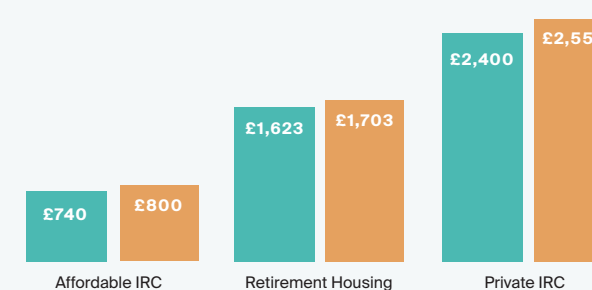
10%
PRIVATE SALE
(LLH) UNITS

Source: Knight Frank, operator websites

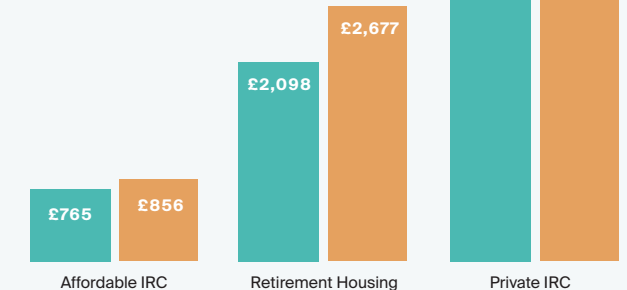
Seniors Housing achieved rental pricing (pcm)

2021 2022

1 BED



2 BED

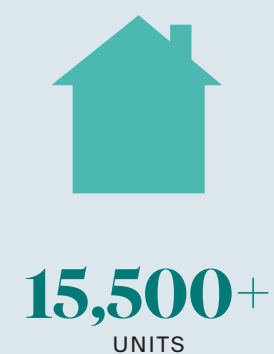


Source: Knight Frank operator survey, Portals

THE SURVEY IN NUMBERS

We have been fortunate enough to work with a number of leading operators in the IRC sector across both private and affordable markets. This analysis gives us a unique and detailed insight into operations, performance and resident profile.

Our largest survey to date



*Private IRC operators who have delivered 3 or more schemes since 2000

RESIDENTS AND OCCUPANCY

NUMBER OF RESIDENTS IN SCHEME



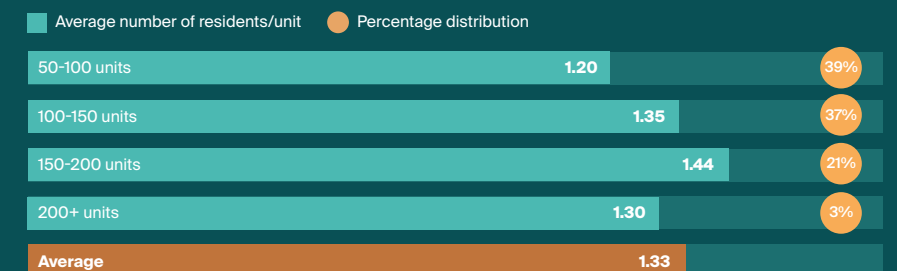
NUMBER OF RESIDENTS IN SCHEME BY SCHEME SIZE

Average number of residents

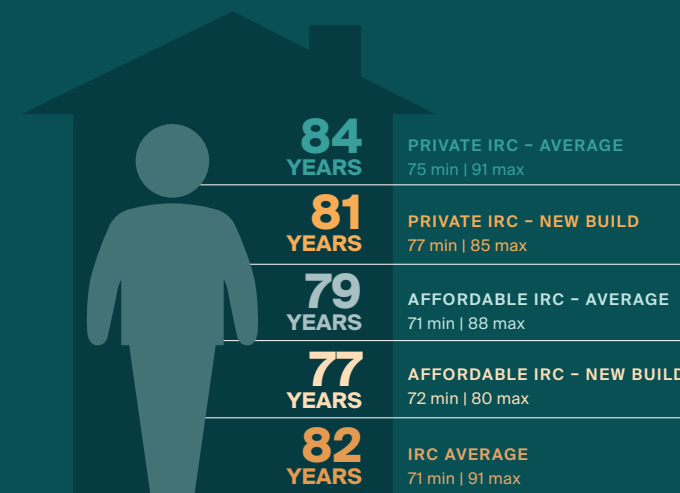


AVERAGE NUMBER OF RESIDENTS PER UNIT

(based only on schemes over 50% capacity)



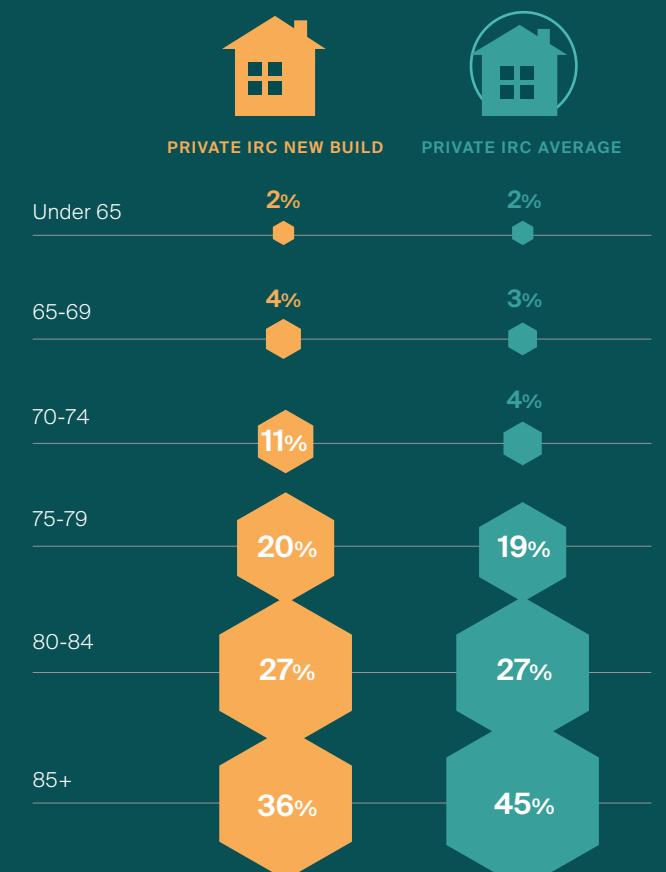
AVERAGE RESIDENT AGE



AVERAGE ENTRY AGE



AVERAGE RESIDENT AGE DISTRIBUTION - PRIVATE IRC'S

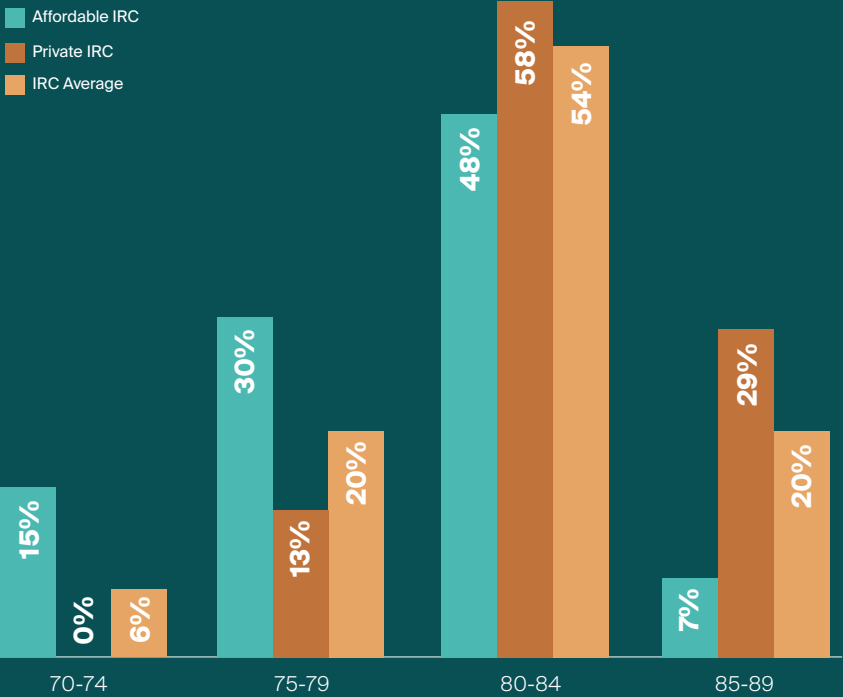


Source for all charts: Knight Frank Operator Survey

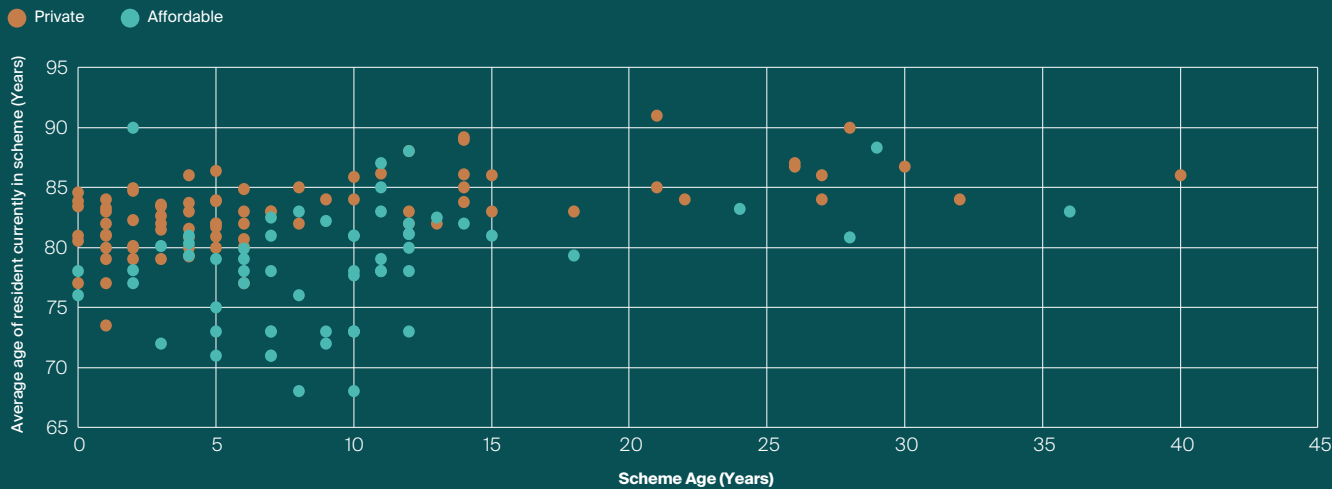
PRIVATE IRC AGES BY TENURE



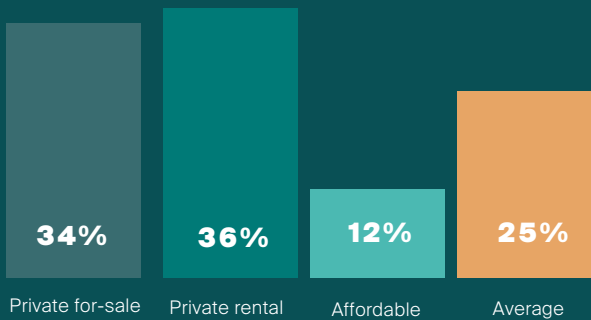
AVERAGE AGE OF ENTRY



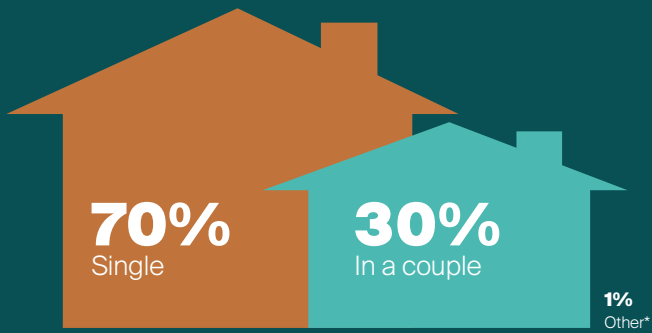
AVERAGE RESIDENT AGE VS SCHEME AGE



% OF SCHEME OCCUPIED BY COUPLES (IRC)



% OF NEW RESIDENTS BY HOUSEHOLD COMPOSITION



Source for all charts: Knight Frank Operator Survey

AVERAGE LENGTH OF STAY (YEARS)



*Analysis includes villages that are have been operating for 3+ years

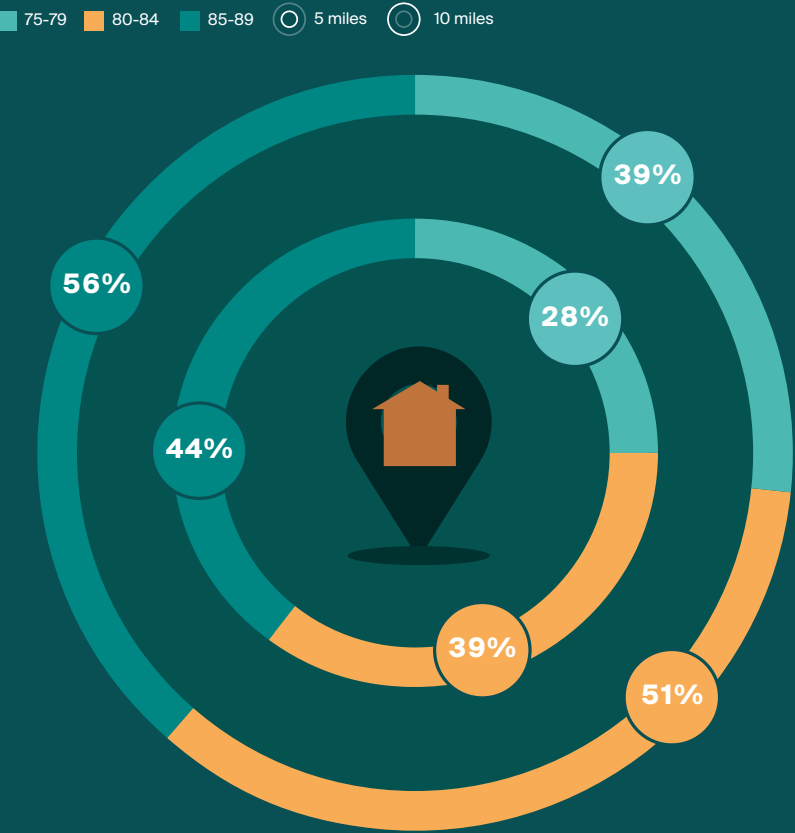
DISTANCE TRAVELLED TO PRIVATE IRC SCHEMES



% OF RESIDENTS MOVED WITHIN 10 MILES



% OF RESIDENTS WITHIN 5 AND 10 MILES OF SCHEME (per scheme - each scheme has one average entry age bracket)



98.5%

% OF PRIVATE IRC RESIDENTS WHO WERE OWNER OCCUPIERS BEFORE MOVING

81.0%

% OF RESIDENTS WHO SOLD THEIR HOME BEFORE MOVING IN

Source for all charts: Knight Frank Operator Survey

OPERATIONAL PERFORMANCE

Seniors housing is operational real estate with experienced teams managing a range of income streams across both DMF, rental and mixed tenure platforms.

Income

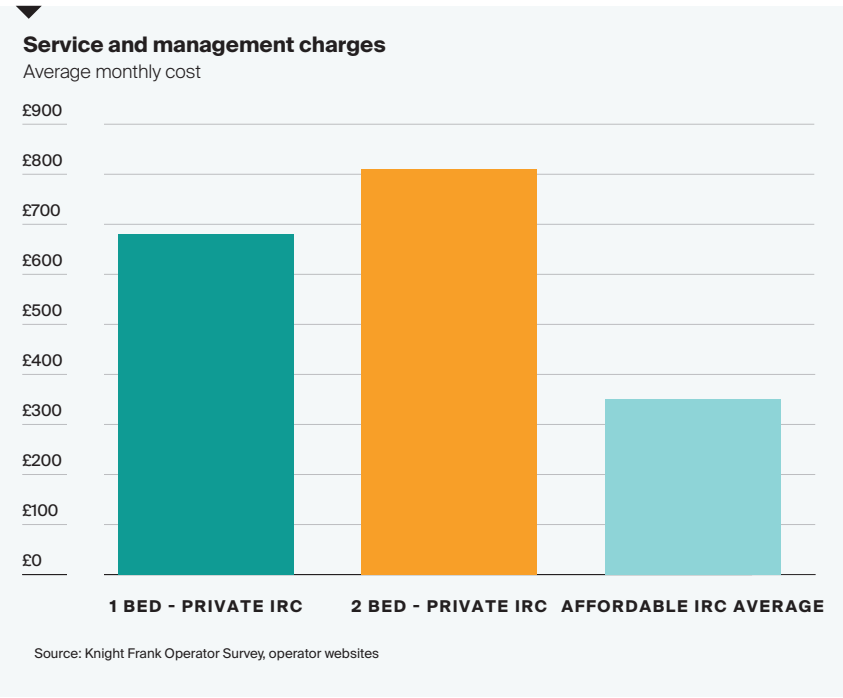
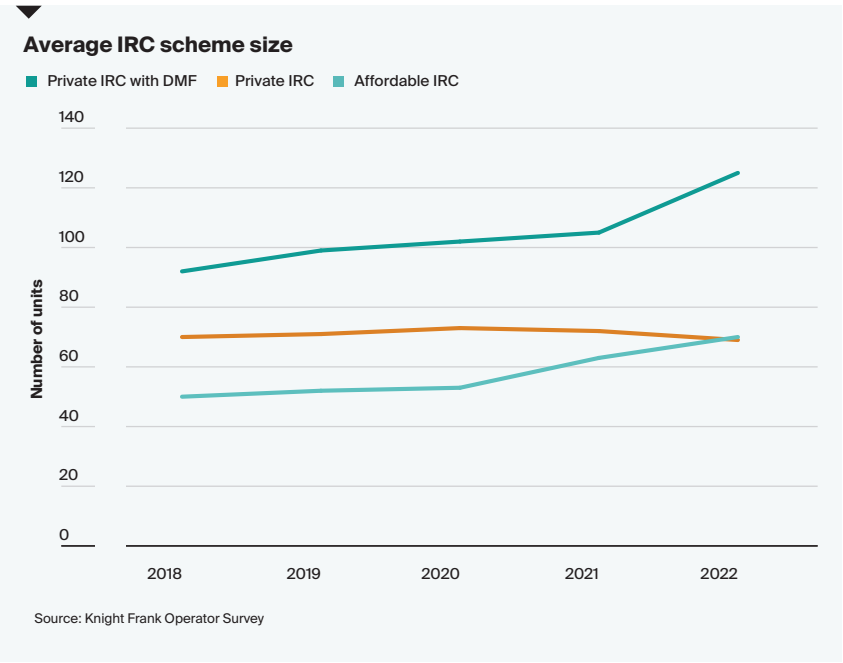
Income from IRC schemes comes from a diverse number of sources, and income streams vary across different operators, propositions and age of schemes.

In line with last year, service or management charges account for between 57% and 64% of the total, depending on whether schemes had third party or operator-led care, though such charges can vary significantly at each scheme depending on the level of amenity and service offered.

Deferred Management Fees (DMF) make up the second largest income stream of between a fifth and a quarter of total gross revenue. Note that this analysis combines both mature and newer built schemes, so this metric will vary substantially.

The remainder is made up from food and beverage (F&B) facilities –

Deferred Management Fees (DMF) make up the second largest income stream of between a fifth and a quarter of total gross revenue.



including restaurants and cafés – care and wellness, ground rents and estate agency.

Compared to last year’s survey, income from ground rents makes up a smaller proportion of the total. Even though retirement communities had an extension until 2023, data shows majority of operators are not charging ground rents for new developments.

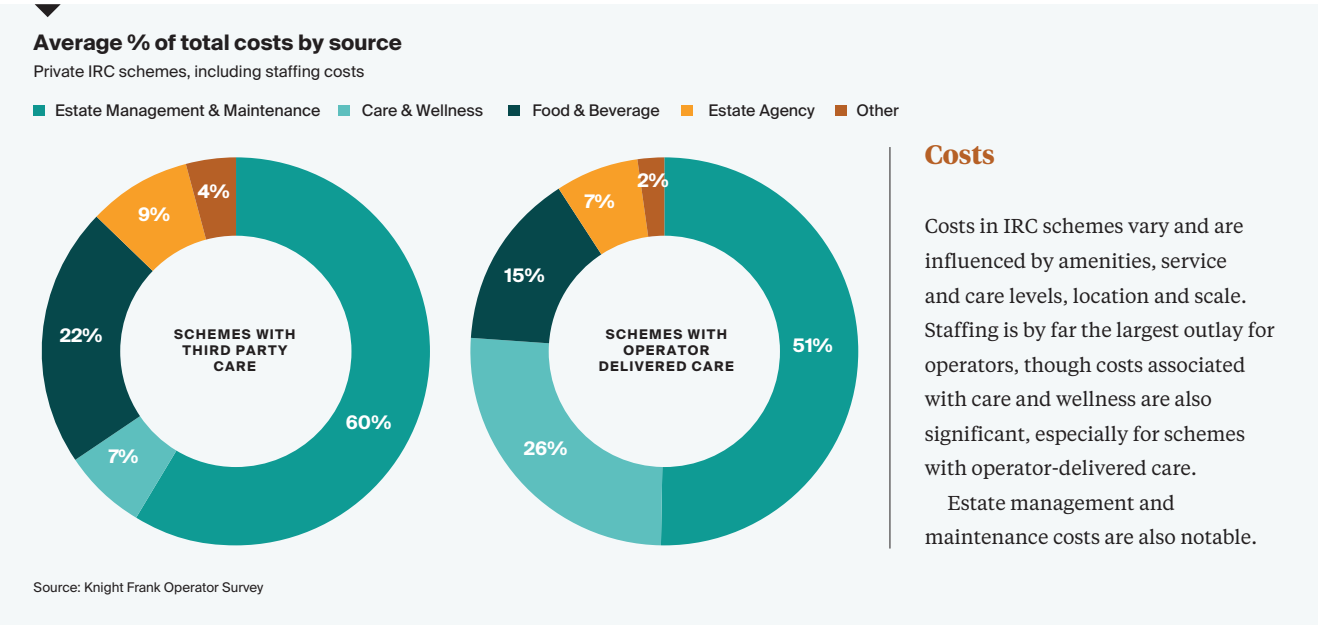
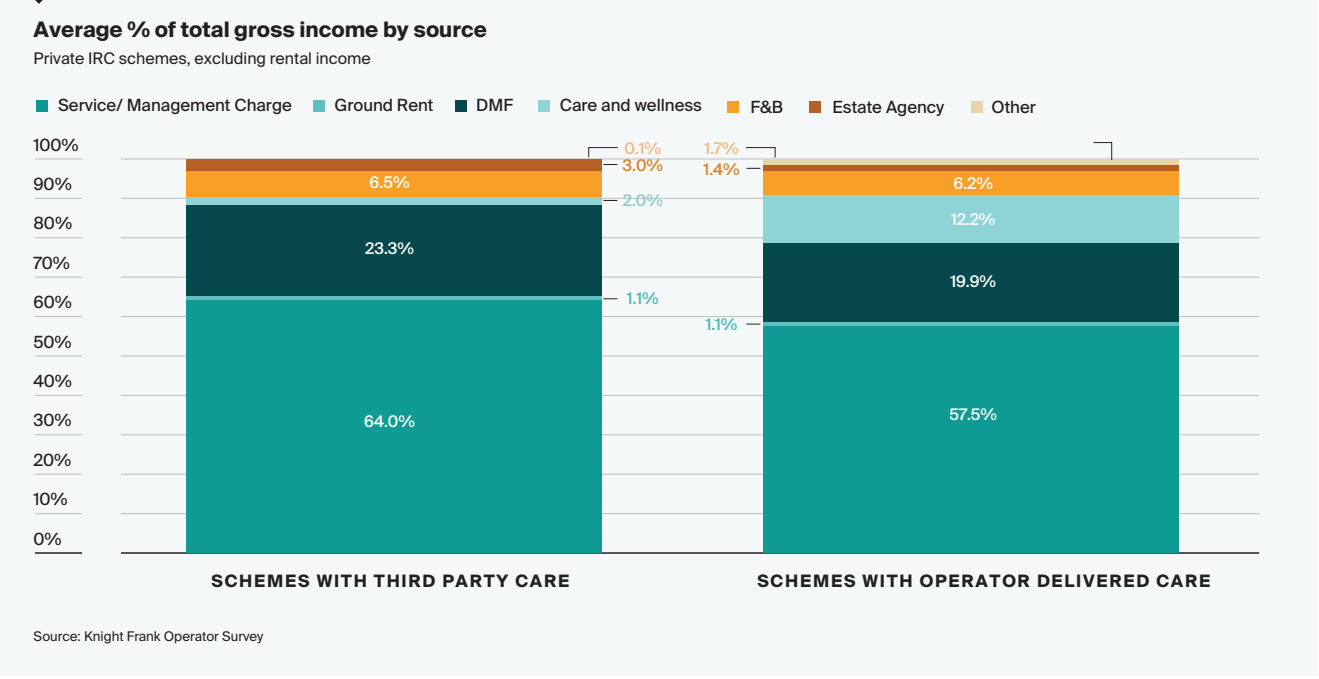
Staffing

As a proportion of income, staff costs represent 33% of revenue across the schemes surveyed, rising to 44% in schemes with care provided by the operator.

There is approximately one full-time staff member to every five units within a

private IRC scheme, though there are more staff per unit in schemes with operator delivered care.

Within private schemes, most staff are employed in areas such as F&B, estate management and maintenance. Conversely, in affordable schemes, the focus for staffing is within care and wellness.

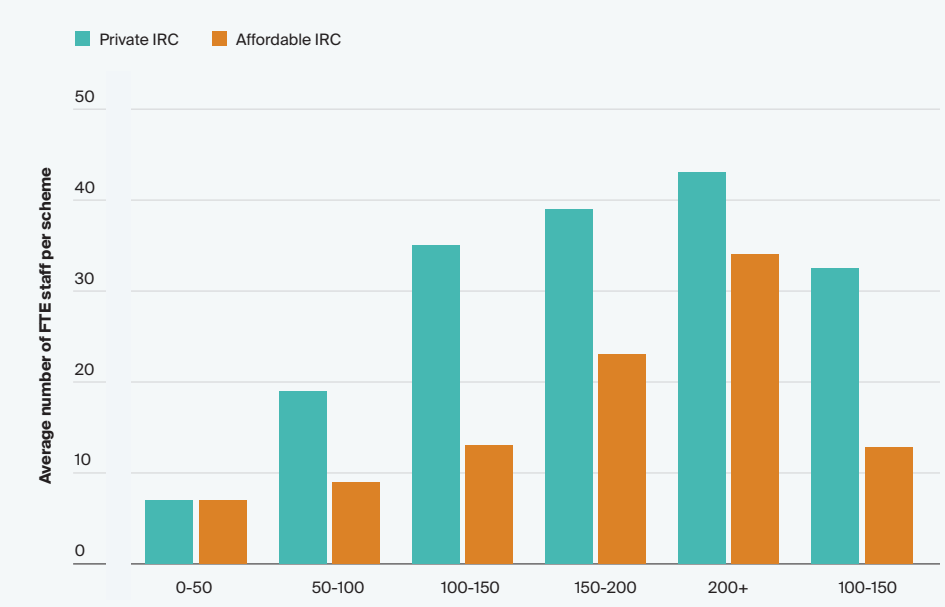


Costs

Costs in IRC schemes vary and are influenced by amenities, service and care levels, location and scale. Staffing is by far the largest outlay for operators, though costs associated with care and wellness are also significant, especially for schemes with operator-delivered care.

Estate management and maintenance costs are also notable.

FTE staffing by scheme size
Private and affordable IRC schemes



AVERAGE FTE
STAFFING PER
SCHEME



32.5

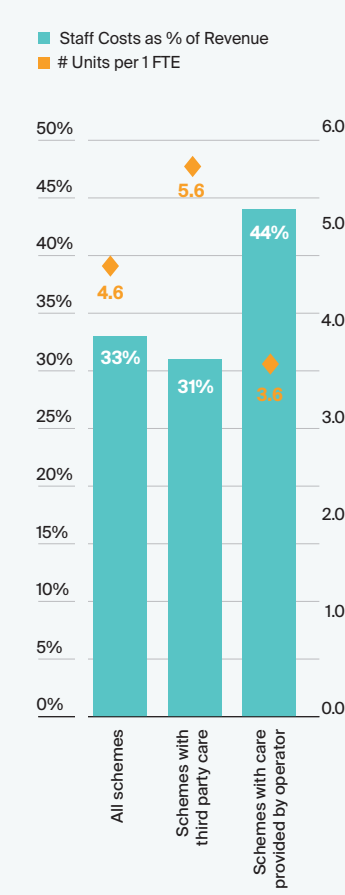
PRIVATE IRC



12.8

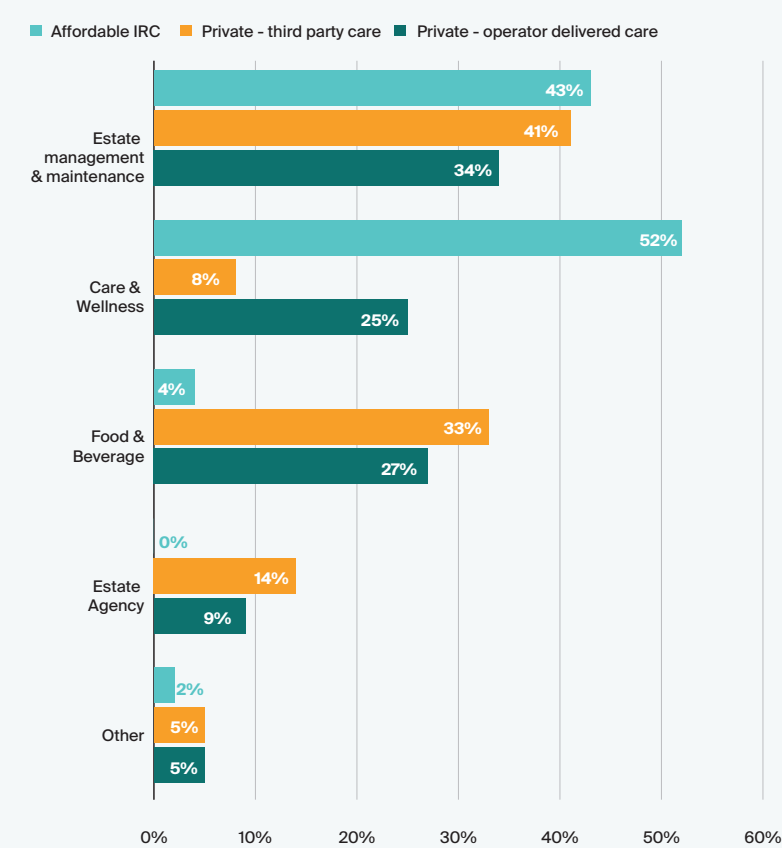
AFFORDABLE IRC

FTE staffing (# units per 1 FTE, staff costs as % of revenue)
Private schemes



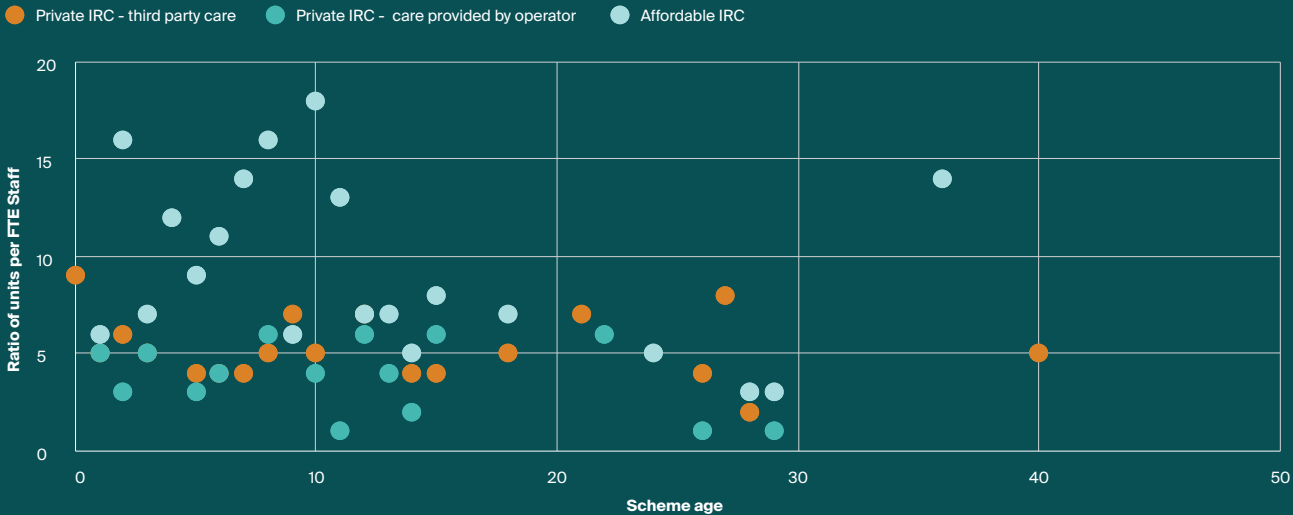
FTE staffing distribution (%)

% of FTE staff by area, private and affordable IRC schemes

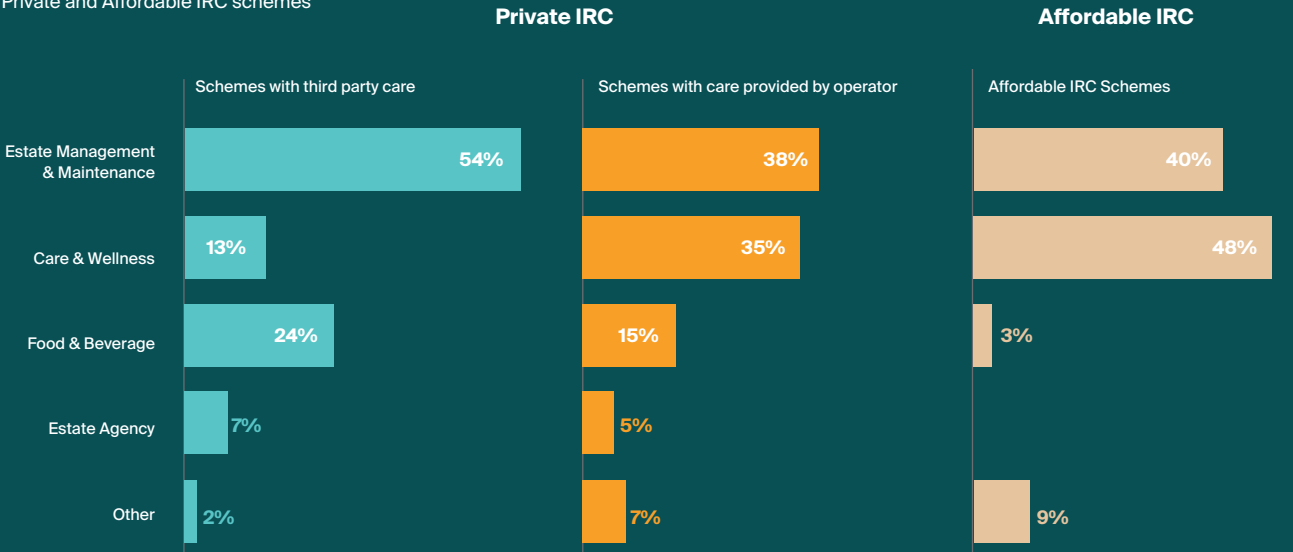


Note: Estate Agency costs not provided for Affordable IRC schemes.

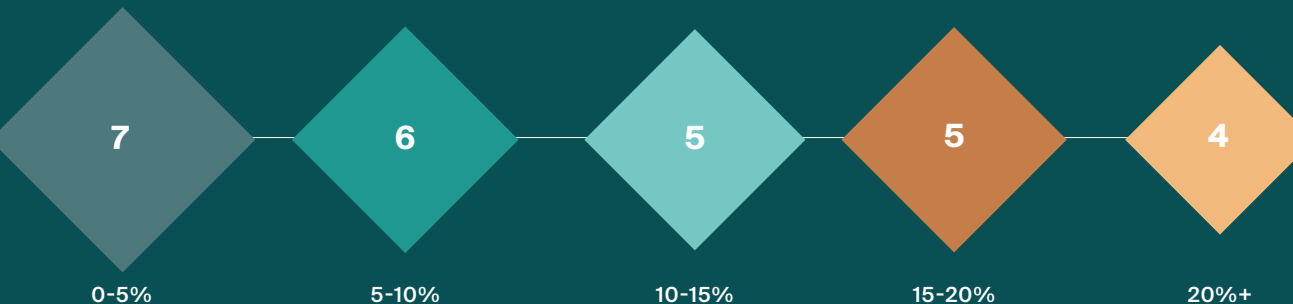
FTE staffing by scheme age - ratio of units per FTE staff
Private and affordable IRC schemes



Average % of staffing costs by source
Private and Affordable IRC schemes



FTE staffing by DMF level
Number of units per 1 FTE



DEFERRED MANAGEMENT FEES

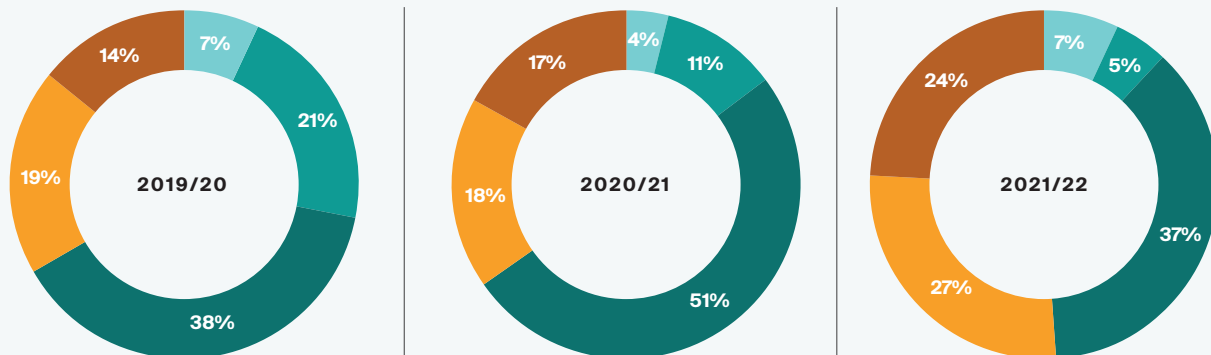
In Private IRC schemes

90% of the schemes from the operators surveyed collect a DMF/event fee. Of those operators which do collect, 62% offer just one option (down from 69% last year), while 38% offer two or more options.

Maximum DMF fees at schemes Year on year comparison

DMF Ranges: % shown on chart are the proportion of schemes with each DMF range

0-5% 5-10% 10-15% 15-20%+ 20%+

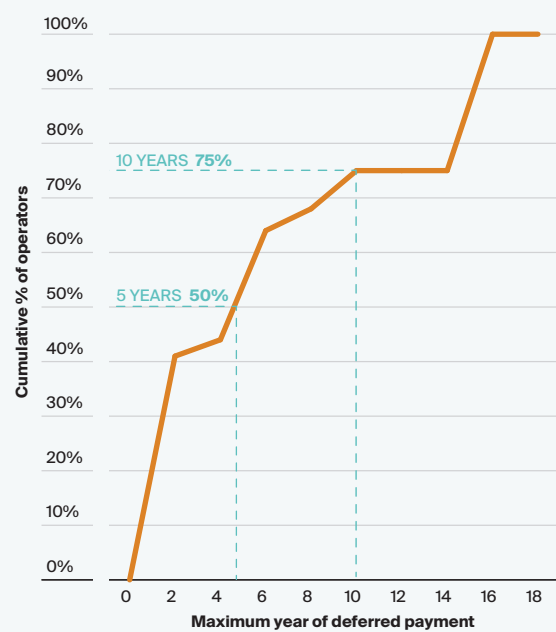


Deferred Management Fees (DMF), or event fees, are typically paid when the long leasehold is re-sold and are used to help offset upfront costs and align the interests of the operator and the resident.

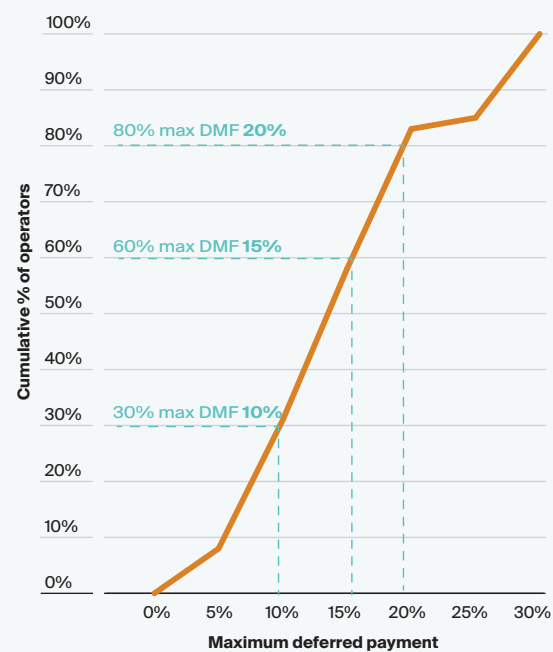
DMF structures vary between operators, but our survey suggests that maximum caps are getting larger.

Source: Knight Frank Operator Survey

Maximum year of deferred payment by operator



Maximum deferred payment (%) by operator



Sources of all charts: Knight Frank Operator Survey

CARE AND WELLNESS SNAPSHOT



46%

of Private IRC schemes and 75% of Affordable IRC schemes deliver care themselves



10%

of residents in Private IRC and 51% of residents in Affordable IRC required domiciliary care when they moved in



27%

of residents in Private IRC and 39% of residents in Affordable IRC currently require domiciliary care



1.8

average number of overnight FTE staff in Affordable IRCs able to deliver care



15%

of Private IRC schemes and 7% of Affordable IRC schemes provide care in the local community



30%

of Private IRC schemes give public access to gym/wellness facilities (%)



72%

of Private IRC schemes had at least 1 FTE wellness staff member



15

different activities offered in Private IRC with an average of 18 classes run per week

13,000

Hours of domiciliary care in Private IRCs delivered per annum per scheme*

*Confirmed by survey respondents

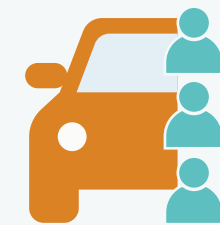
25,000

Hours of domiciliary care in Affordable IRC delivered per annum per scheme*

ESG STRATEGIES IN PRIVATE IRC SCHEMES

% of schemes surveyed

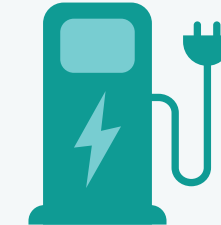
Is there a car sharing scheme?



6%

SAID YES

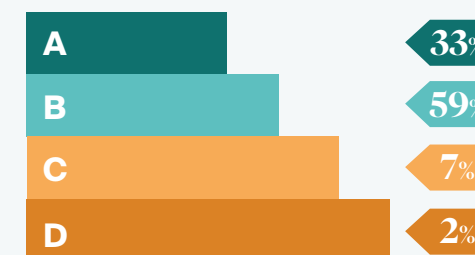
Does the scheme have electric vehicle charging points?



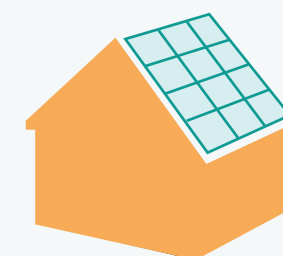
66%

SAID YES

What is the schemes average EPC score?



Are there any other ESG policies/initiatives present or planned at the scheme? E.g. solar panelling



40%

SAID YES. ANSWERS INCLUDED SOLAR PANELS, PV PANELS, AIR SOURCE

Source: Knight Frank Operator Survey

Knight Frank Seniors Housing

The Knight Frank Seniors Housing team offer expertise in every aspect of seniors housing investment, specialising in the disposal, acquisition and valuation of integrated retirement communities and retirement housing. Aimed at seniors housing developers, funders and operators.

We are proud of our depth of knowledge gathered from our active role in many of the key transactions and valuation mandates in the market and take a highly collaborative approach drawing on the depth of global resources in Knight Frank. We have four separate service lines covering all aspects of Seniors Housing in the UK:

Funding
Land
Valuations & Consultancy
New Homes

Special thanks to the operators who contributed to this report.

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