Institutional investor and BTR roundtable

Roundtable brief. Paper 08, Institutional investment and Build to Rent.

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Crosstide leads the spine, not the pipe.

Why this roundtable

How institutional investors and BTR operators run portfolios on a governed record.

Institutional investment in UK housing has grown through Build to Rent, single family rental and specialist REIT structures. Portfolio management, ESG reporting and lender covenants all depend on data across many properties.

Purpose

- Confirm that the join, provenance and confidence layer is the right unit of value for institutional investment and build to rent.
- Test three propositions in the room and produce a Chatham House joint statement.

Audience

BTR operators. Real estate asset managers. Debt and equity institutional investors. ESG reporting leads. GRESB analysts.

Three propositions to test

1. Institutional portfolios run more efficiently on a governed operating asset spine.
2. GRESB, TCFD and Consumer Duty reporting all benefit from continuously governed data.
3. Debt covenants can move from quarterly to continuous on shared record.

Agenda. 3 hours

00 to 15. Welcome, Chatham House framing and introductions

15 to 45. Sector context. Institutional investment and Build to Rent and the three propositions on the table

45 to 75. Proposition one. The join is the unit of value, not the data

75 to 105. Proposition two. Confidence and provenance as contracted operating fields

105 to 135. Proposition three. Snowflake native collaboration as the operating layer

135 to 165. Cross cutting themes, disagreement mapping and joint statement drafting

165 to 180. Close, timelines, named leads and follow up commitments

Logistics

- **Format.** Three hours, closed room, Chatham House.
- **Capacity.** Twelve seats. Rapporteur and chair do not count against capacity.
- **Chair.** Kevin Telford, Crosstide. Neutral convener, holds the frame and keeps to time.
- **Register.** Register interest via the paper page for Institutional investment and Build to Rent on propertyspine.dev slash insights.

Expected output

A one page Chatham House joint statement, signed off within seven days. A private read out to sponsoring organisations. Where the room agrees, a public update on propertyspine.dev. Where the material warrants it, a follow up briefing paper co authored with named participants.

Guardrails

- No pricing, exclusivity or bilateral commercial conversation in the room.
- No attribution outside Chatham House rule without explicit consent.
- Regulator and policy observers welcome, never named without consent.
- Crosstide is the neutral convener. The spine is provider neutral.

Prove the join. Prove the decision. Then scale the intelligence.