

SilverPine: "LPs are more open to new market entrants than they have ever been"



Maurice Kelly and Fernando Rivero de Aguilar

Brookfield's €1.2bn sale of its [Livensa student business](#) made headlines last year as a record-breaking transaction. But for those tracking the market, the long list of blue-chip bidders demonstrated the weight of capital looking to deploy into Iberia at scale.

Savills Investment Management and Twin Peaks Capital veterans Maurice Kelly and Fernando Rivero de Aguilar are looking to capitalise on the moment. The partners have launched a new business targeting living assets across Spain and Portugal: SilverPine Property (SPP) Investors. Through two strands of structure – a REIT and co-investments with a large capital management group – the new firm has plans to invest €900m in the market in the coming

years.

The investments will span purpose-built student housing (PBSA), build-to-rent (BTR), build-to-sell (BTS), hotels and flex living. Kelly and Rivero de Aguilar are currently hiring a team, alongside the appointment of an advisory panel with senior members from the UK, US, Asia and Spain.

Kelly tells *Green Street News*: "There's a necessity across Europe for living platforms. From my perspective, two things have happened. There's a perceived issue of being a generalist for those looking for specialised investments. And some operating partners haven't met the returns that LPs were promised."

"The result is that LPs are more open to new market entrants than they have ever been before in recent years. The LPs are more hands-on as well. They don't want to sit back and watch."

Green Street News caught up with the founders on their investment plans, a growing tide of Asian capital and the year of Spanish mega deals.

Twin-track approach

SPP Investors is in discussions with a large capital management group to co-invest in a programmatic strategy. The company is working with a big four consultancy firm on the formation of an SCR, a Spanish regulatory vehicle that will be used to funnel institutional grade capital.

The firm is being approached by capital partners from Asia and the US and is looking to form a vehicle which can channel that into the Spanish market based on investor preferences. The SCR will target separate account mandates with co-investment capacity. Through

the arm, the partners are examining residential, affordable and PBSA opportunities on a turnkey basis.

Rivero de Aguilar said: "Every opportunity that we're looking at in the separate account side of the business goes beyond €50m. So, what do we foresee for this arm? If we are conservative, I think we will be investing €300m to €400m in two years."

"We are independent and living-focused. Our international board members and co-investment capacity also allows us to be aligned with institutional investors"

fernando Rivero de Aguilar

Having previously focused on the UK and especially London, the interest from Asian equity in Spain is rising. Given the core, cash-driven and extremely risk-averse nature of the capital, investors are primarily interested in the PBSA and BTR asset classes.

The BTR market has slowed since 2024. However a potential decrease in finance costs could make the numbers more workable. Privatisation plays are not part of SPP Investors' current strategy but it could create more necessity for rental units in the market.

The business will build infrastructure for developing and buying standing assets based on capital partners requirements.

The supply-demand characteristics of Madrid make it the primary investment destination, particularly for international capital. However, opportunities are also present in Lisbon and other cities in Spain like Alicante, Málaga and Valencia.



CGI of Twin Peaks Nuva project in Madrid

On the other arm of the business, the firm is setting up a Spanish residential REIT, an institutional, long-term and core to core-plus vehicle with a pure focus on living. The firm is in exclusivity on a building in Madrid with a total investment volume of €35m and it expects to complete the first acquisitions.

On a very conservative business plan, the firm expects to have at least 3,000 units in the REIT over a five-year period, with an AuM of €500m. The long-term vehicle is expected to grow beyond that.

"SPP Investors offers a unique formula which is very attractive to institutional managers," says Rivero de Aguilar. That is formed of four elements. We are independent and living-focused. Our international board members and co-investment capacity also allows us to be aligned with institutional investors."

A new Iberian landscape

Kelly and Rivero de Aguilar met nearly 10 years ago at JLL in Madrid as international interest grew for value-add and non-performing loan transactions in Spain. In the years since, Iberia has grown into a top destination for global capital.

After leading the office capital markets team in JLL, Kelly worked at Cerberus for two years, where he managed over 100,000 units. He joined Savills IM in 2021 as head of transactions for Spain and Portugal. Most notably, the firm took a [majority stake](#) in Greystar's Méndez Álvaro Residential, valuing the property at €150m – at the time the largest build-to-rent development in Spain.

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maurice kelly

The manager was backed by Asian equity for the transaction, demonstrating growing interest from that set for the market. Kelly also assisted on a sale from previous employer Cerberus, which sold two Lisbon palaces to Arab Bank Switzerland (ABS). The middle eastern firm's debut in the market is set to be converted into a five-star luxury hotel and branded residential properties.

Following his tenure at JLL, Rivero de Aguilar moved to Cushman London where he covered a variety of asset classes and large European transactions. In 2020, he returned to Spain to work as head of investment for Twin Peaks Capital, a family office repositioning itself as an local operating partner with developer's capabilities.

Starting with just 30 properties in a buy-and-hold strategy, he built a team to partner with different funds to develop residential and flex living in Madrid and its suburbs. The firm now has 1,600 apartments on its balance sheet managing over €300m gross development value and several joint ventures.



Savills IM recapitalised Méndez Álvaro Residential in 2024

Following the Livensa disposal, large owners of Spanish real estate are pressing on with their disposal plans. Brookfield Asset Management is holding [exclusive negotiations](#) to acquire Blackstone's Spanish residential real estate business Fidere for around €1bn.

Meanwhile, Greystar is preparing the sale of its [€550m Spanish residential joint venture](#) with Vía Célere and Cerberus is gearing up to sell its [collection](#) for €750m to €900m. With many long-term holders exiting, the market looks to be entering a new phase of maturity.

"It seems to be the year of the big portfolios," says Kelly. "What I'm curious about is how the ownership of institutional residential property in Spain will be restructured after these disposals. There's going to be some very interesting opportunities."