dakota marketplace

FUNDRAISER INTELLIGENCE · 2026

MARKET INTELLIGENCE REPORT

UK Family Office Market: Summary, Takeaways & Playbook

What every fundraiser needs to know about Britain's USD 5.5 billion — and growing — family office market

Dakota Marketplace | July 2026

UK Family Office Market — Summary, Key Takeaways & Fundraiser Playbook

Market intelligence and a tactical playbook for fundraisers targeting UK family offices

Market Summary

The UK family office market reached a value of USD 5.17 billion in 2024 and is projected to grow at a CAGR of 6.70% through 2034, reaching approximately USD 9.89 billion. The most recent figures update that slightly: the market was valued at USD 5.52 billion in 2025 and is expected to reach USD 10.56 billion by 2035.

Family offices — private entities established by affluent families to manage wealth, investments, philanthropy, and legacy planning — have become increasingly prominent in the UK's financial landscape. With London being a leading global financial hub, the UK has emerged as a major centre for both single-family offices (SFOs) and multi-family offices (MFOs).

The presence of more than 1,000 family offices — including both SFOs and MFOs — indicates the maturity and depth of this market. London, in particular, serves as a global headquarters for numerous multi-family offices due to its access to top-tier financial institutions, legal advisors, and investment professionals.

Market Structure

TYPES OF FAMILY OFFICES

- Single Family Office (SFO)
- Multi-Family Office (MFO)
- Virtual Family Office

ASSET CLASSES INVESTED IN

- Alternative Investments (PE, VC, hedge funds, impact)
- Equities
- Bonds
- Commodities
- Cash / Cash Equivalents

Regional Concentration: England (dominant), Wales, Scotland, Northern Ireland

Key Market Players: Bank Julius Baer & Co., Wren Investment Office, Conrad Family Office, Macfarlanes LLP, Benefact Group, Quilter Financial Planning Solutions, Mercer LLC, Savills PLC, Spielmann Capital, Amram Capital (UK), among others.

Key Growth Drivers

1. **Rising HNWI/UHNWI Population** — The UK remains one of the top destinations for global wealth, supported by its stable legal framework, sophisticated financial infrastructure, and strong investor protection mechanisms.
2. **Succession Planning Complexity** — The increasing complexity of wealth preservation and succession planning is compelling families to seek professional assistance. Family offices offer tailored solutions for managing intergenerational wealth transfers, estate planning, tax structuring, and philanthropy.
3. **Globalization of Portfolios** — The ongoing globalization of investment opportunities is prompting families to seek expert guidance in managing cross-border assets. UK family offices are well-positioned to facilitate global investment diversification due to their access to international markets, tax advisors, and legal expertise.

4. **ESG & Impact Investing** — The growing focus on sustainability and impact investing has provided new avenues for family offices. Many UK family offices are now actively investing in renewable energy, healthcare innovation, technology startups, and education.
5. **Digital Transformation** — Family offices are increasingly adopting digital technologies — including AI, data analytics, and cybersecurity tools — to improve operations, enhance reporting, and manage global portfolios more efficiently.

Challenges Facing the Market

- **Talent Wars:** As demand for experienced wealth managers and investment advisors increases, family offices often struggle to attract professionals with both technical expertise and an understanding of family dynamics.
- **Regulatory Complexity:** Frequent updates to tax laws, international reporting requirements, and anti-money laundering regulations can create operational burdens, especially for smaller or newly established offices.
- **Cybersecurity:** The market faces growing challenges related to cybersecurity and data protection, which are critical issues in the financial services sector.

Key Takeaways

1. Single-family offices dominate in terms of asset concentration, as many ultra-high-net-worth families prefer dedicated entities for personalized control and confidentiality. However, multi-family offices are gaining traction among emerging wealthy families who seek professional management without bearing the full cost of establishing an independent office.
2. The next decade is a wealth transfer supercycle. Intergenerational wealth transfer is estimated to reach trillions of dollars globally in the coming decade, presenting significant potential for expansion.
3. Alternatives are the growth frontier. Traditionally focused on public equities and real estate, UK family offices are now increasingly allocating capital to alternative asset classes, including private equity, venture capital, impact investing, and hedge funds.
4. Institutionalization is accelerating. Family offices are adopting corporate governance frameworks and integrating advanced risk management tools, mirroring institutional investment models — a shift that enhances transparency, accountability, and efficiency.
5. Next-gen influence is reshaping mandates. The transition of wealth to younger generations will influence the direction of investments, with greater emphasis on sustainability, innovation, and global diversification.

Advice for Fundraisers Targeting UK Family Offices

1. Lead with Alternatives Expertise. The biggest shift in UK family office allocations is away from public markets and into private equity, venture capital, and impact. If your fund is in any of these categories, you're fishing in the right pond. Frame your pitch around portfolio diversification and uncorrelated returns — that's the language they're using internally.

2. ESG is Table Stakes, Not a Differentiator. Younger-generation principals are driving ESG mandates hard. Don't treat sustainability as a checkbox — be prepared to show measurable impact metrics alongside financial returns. Funds that can demonstrate both outperform in consideration sets.

3. Target MFOs for Scale Efficiency. Single-family offices are harder to access and move slowly. Multi-family offices are becoming a higher-leverage channel — one relationship can unlock multiple family mandates. Prioritize MFO relationships for faster pipeline velocity.

4. Speak the Succession Language. Wealth transfer complexity is one of the two top drivers of new family office formation in the UK. If your fund can position around long-duration capital, estate-friendly structures, or co-investment access that supports legacy building, you immediately differentiate from commodity fund pitches.

5. Be Institutionally Credible. As UK family offices professionalize and adopt institutional governance frameworks, they increasingly expect institutional-grade IR. That means data rooms, quarterly letters, clear risk disclosures, and responsive reporting. Amateur IR is disqualifying now.

6. London is the Access Point, But Think Globally. London serves as a global headquarters for numerous multi-family offices — but the families themselves are often internationally mobile. Your outreach strategy should account for UK-based offices managing global family wealth, which means your investor relations materials should speak to cross-border tax efficiency and global portfolio construction.

7. Leverage Dakota for UK Family Office Coverage. This is where Dakota Marketplace has a direct edge. The report confirms the UK family office universe is 1,000+ entities deep and growing — but most fundraisers lack complete, current data on who's allocating to what and when. With Dakota's daily-updated, globally-scoped LP database covering family offices across all jurisdictions (unlike Fintrx and Preqin, which exclude or underweight UK/European family offices), fundraisers can identify the right contacts before competitors even know they're in market.

BOTTOM LINE FOR FUNDRAISERS

The UK family office market is in a sustained growth phase driven by wealth creation, generational transition, and a decisive shift into alternatives. **The window to build these relationships is now** — but it requires institutional discipline, ESG fluency, and precise data on who actually makes allocation decisions.