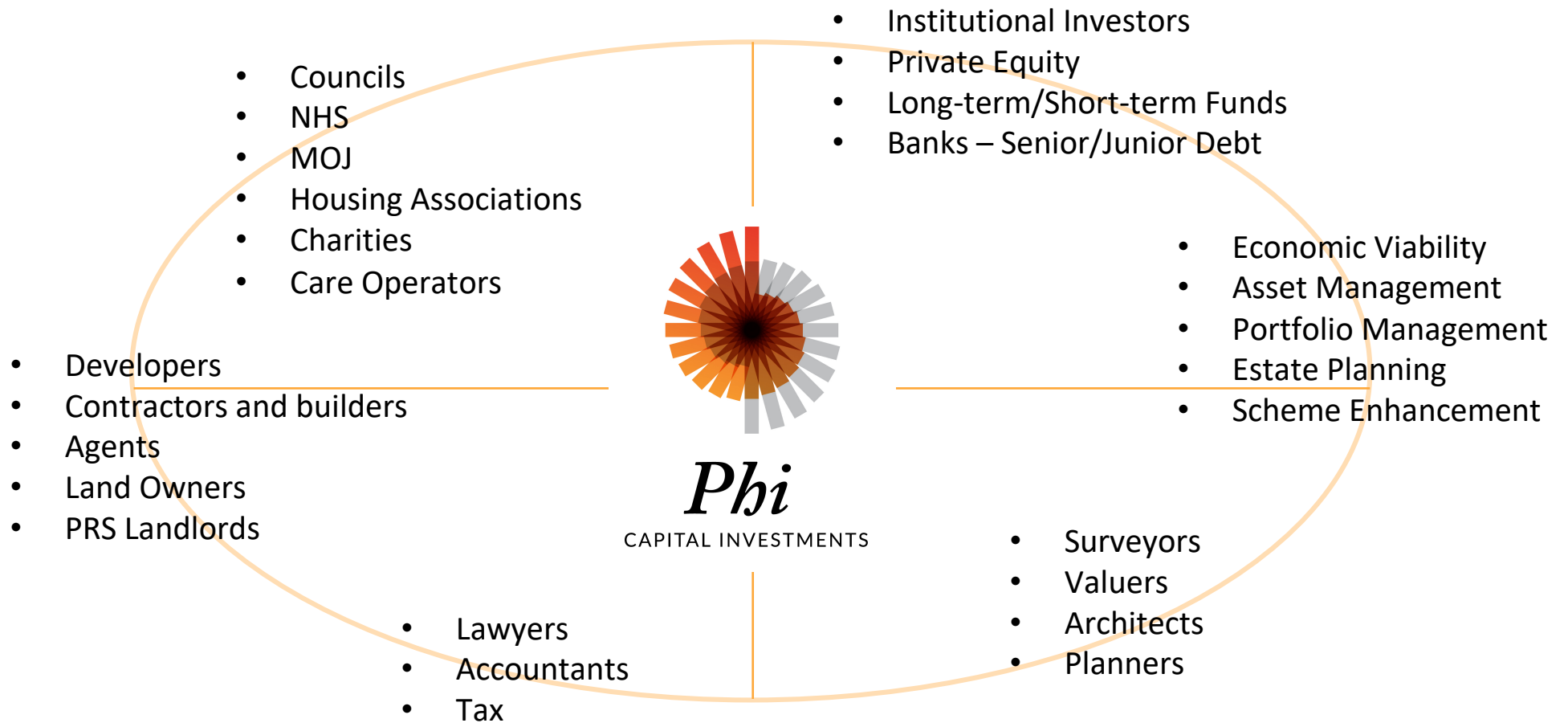




Working in partnership to deliver more truly affordable housing





towers & hamlins



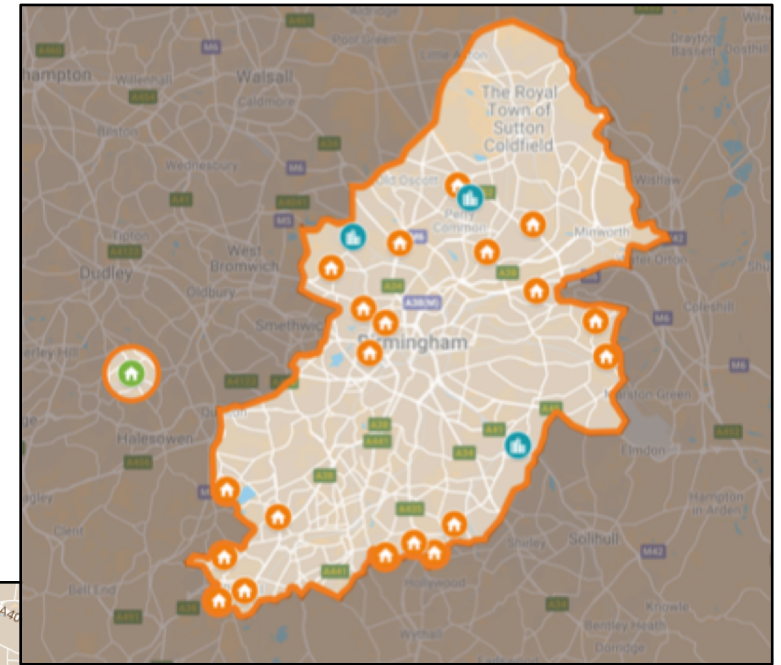
What do we actually do?

- We qualify your immediate (next 3 months+) **housing needs**
- We **agree terms** (Strategic Partnership)
- We qualify economic viability at **discounted market rent (often sub-LHA)**
- We **identify funders** that have the requisite cost of capital to deliver those homes
- We **identify** homes for your approval and sign off
- We **buy** the homes
- We **renovate** the homes
- We **hand-over** the homes ready for occupation

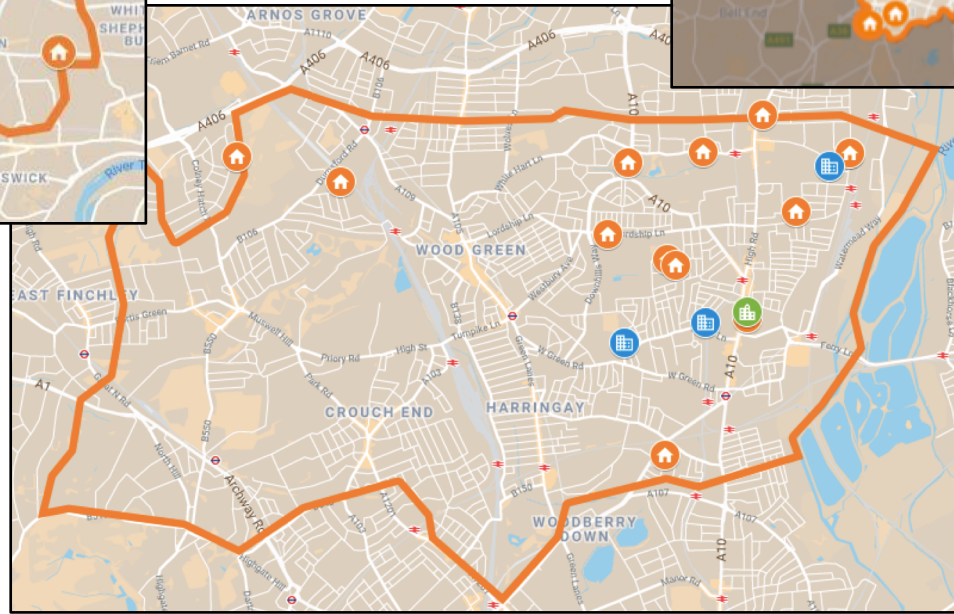
Authority specific property searches



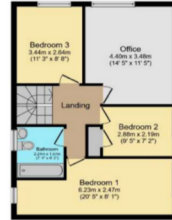
Ealing



Birmingham



Haringey


ADDRESS

Regency Walk, Croydon

CR0 7UW

PROJECT NO.

CRO023

PROPERTY DESCRIPTION

Four bedrooms, bathroom, kitchen, lounge, garden, parking and garage

LHA RENT

Unit Type	LHA	90% LHA Lease Rent	No. of Units	Annual Rent
Shared	£84.93	£76.44		
1 bed	£182.73	£164.46		
2 bed	£230.10	£207.09		
3 bed	£279.14	£251.23		
4 bed	£365.35	£328.82	1	£17,098
				£17,098

WORK REQUIRED

Minor

EPC RATING

TBC

TENURE

Freehold

LEASE REMAINING

N/A

TENANCY STATUS

Vacant Possession

ESTIMATED AVAILABILITY

01 June 2019

PLANNING COMMENTS

None

COUNTY / UNITARY COUNCIL

LB Croydon

LOCAL AUTHORITY (HB)

LB Croydon

HOUSING MANAGER

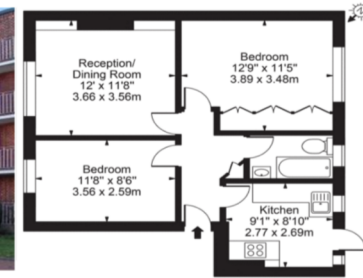
A Croydon Borough Council approved housing management company

LOCATION

Name	Distance
Croydon	3.8 miles
St George's University of London	8.7 miles
Croydon University Hospital	4.6 miles
Eden Park	1.2 miles

NOTES

None


ADDRESS

Rosemont Road, Acton

W3 9HT

PROJECT NO.

E037

PROPERTY DESCRIPTION

Two double bedroom flat, separate kitchen, lounge, bathroom, private residential parking and communal gardens.

LHA RENT

Unit Type	LHA	90% LHA Lease Rent	No. of Units	Annual Rent
Shared	£113.86	£102.47		
1 bed	£250.48	£225.43		
2 bed	£311.40	£280.26	1	£14,574
3 bed	£376.04	£338.44		
4 bed	£442.42	£398.18		
				£14,574

WORK REQUIRED

Minor

TOTAL FLOOR AREA (M²)

52.2

EPC RATING

TBC

TENURE

Freehold / Leasehold

LEASE REMAINING

N/A

TENANCY STATUS

Vacant Possession

ESTIMATED AVAILABILITY

Saturday, 1 June 2019

PLANNING COMMENTS

None

COUNTY / UNITARY COUNCIL

London Borough of Ealing

LOCAL AUTHORITY (HB)

London Borough of Ealing

HOUSING MANAGER

An Ealing Borough Council approved housing management council

LOCATION

Name	Distance
Ealing	1.6 miles
Arden University	1.6 miles
Central Middlesex Hospital	1.7 miles
Acon Central	0.6 miles

NOTES

None



Birmingham



Maidstone



Homes England to provide £15m grant in private equity-backed development

NEWS 01 Feb 2019 BY SARAH WILLIAMS

Cheyne Capital buys £51.8m Croydon portfolio

NEWS 20/01/17 10:14 AM BY NICK JOHNSTONE

Bromley Council and Mears to acquire 400 homes in JV deal

NEWS 29/06/16 6:31 PM BY JOE DART

Homes England supports £40m lease deal involving council

NEWS 09/01/19 7:30 AM BY LUKE BARRATT

L&G invests £44m in homes for Croydon's homeless families

NEWS 16/04/19 12:30 PM BY TIM CLARK

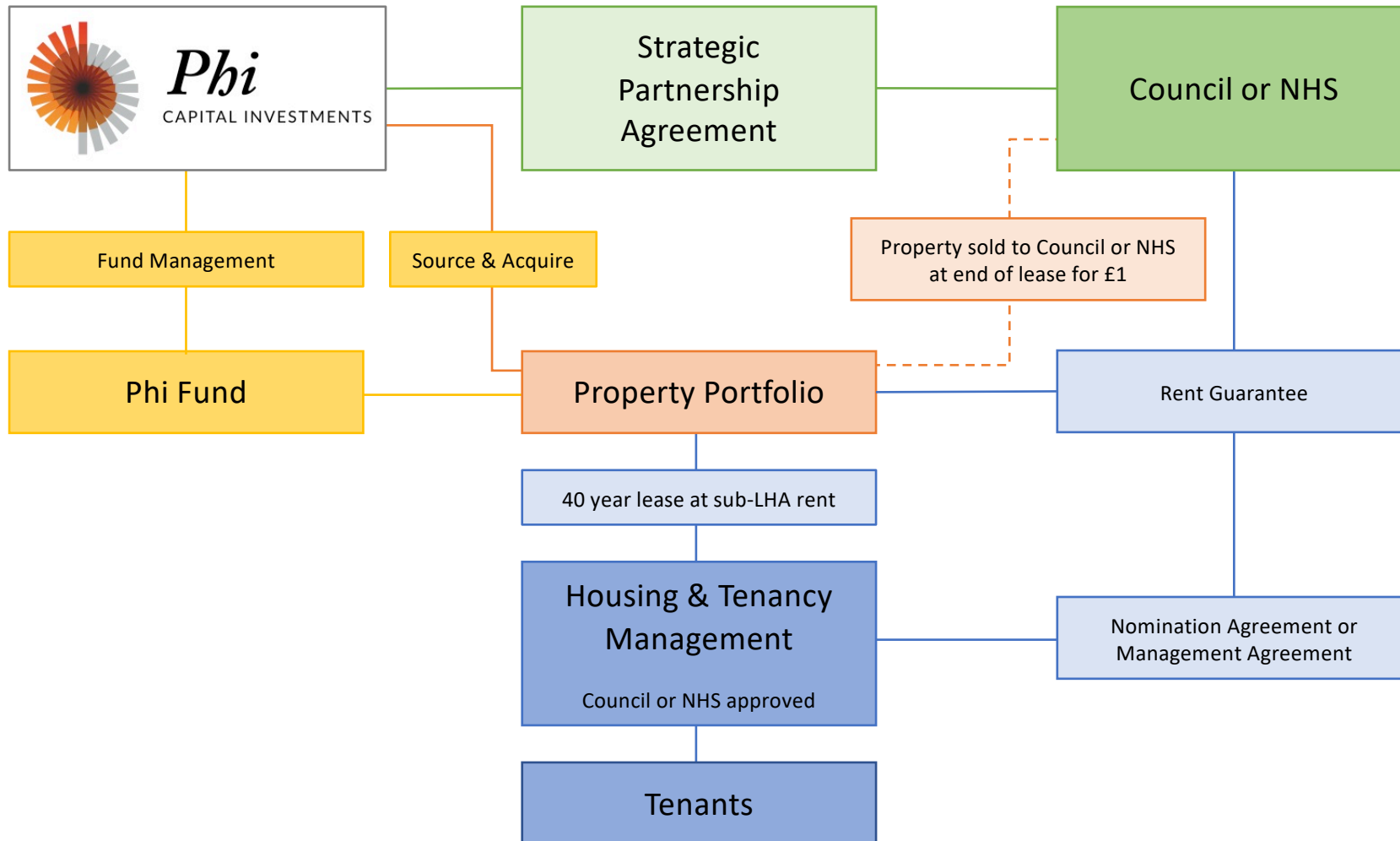
New lease-based fund brings 12 institutional investors to sector

NEWS 14 Jan 2019 BY SARAH WILLIAMS

Aviva agrees £13m deal for 129 homes

NEWS 04/06/13 12:40 PM BY CHLO STOTHART

Source: insidehousing.co.uk and socialhousing.co.uk



FAQs

- Where do you make your money?
- What is it going to cost us?
- Why wouldn't we just do this ourselves?
- Are you a REIT?
- Aren't inflation-linked leases bad?
- How can you make it work at sub-LHA rents and sell the property for £1 at the end?
- Isn't this just too good to be true?

In Summary...

- “Additionality” not a replacement...
 - ... housing stock, expertise, control, options, discharge of duties
- Housing protected against RTB (and replace stock lost to RTB)
- Reversion of housing to Council for £1 at the end of the term
- Flexibility over rental income; control over tenure, and rent setting
- More visibility and influence over new developments (especially PD schemes)
- Ability to target meeting bespoke needs, specific or general
- Full control over quality of housing management services
- Flexible solutions – from 1 unit of accommodation to 101 units of accommodation



Thank you

