



# Westminster Forum

Developing affordable housing and homes for affordable rent  
– planning, delivery and business engagement

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# What do I do?

- Residential property market
  - Mostly in the private sector
- Report and analyse property prices/rents
  - Influence on property of politics and economics
- Consultancy service for companies to improve their products, services and communication
  - Built the Self Build and Renovation Centre in Swindon
  - Created the Belvoir Lettings Index
  - Written property books for Which?
- Free 'how to' carry out a property project consumers
  - [www.propertychecklists.co.uk](http://www.propertychecklists.co.uk)



# Key questions

- Who is responsible for providing affordable homes?
  - Government?
  - Local authority?
  - Housing associations?
  - Private sector?
- Who can afford to provide affordable homes?
- What is an affordable home?



# Key question #1

- Who is responsible for providing affordable homes?
  - Government?
  - Local authority?
  - Housing associations?
  - Private sector?
- Private sector can help:-
  - Providing funding for long term investment
  - Are in areas where the numbers 'stack up'
  - Market specialists
    - Working closely with government, LAs and housing associations
    - Agree to work to a set of clearly defined standards
- Stop relying so much on private sector to deliver affordable homes



# Key question #2

- Who can afford to provide affordable homes?
  - Can the private sector really deliver?
  - In areas where housing affordability is good

Castledene letting agents:-

*“Some of our tenants are very vulnerable and may have some social issues, and we're proud to go above and beyond what the average landlord or letting agent does, to help these challenging tenants, some of whom have very limited housing options”*

- In other areas, neither the PRS nor developers can deliver
  - They can't afford to

# Example of individual BTL investment



Designs on  
**PROPERTY**  
Property Information Portal

## 1 bedroom ground floor flat for sale

**£299,950**

Trinity Road, Wood Green, N22



- Average rental income: £1,000 a month
- LTV 50%
- Mortgage costs: £ 350 a month (3% IR; £125 5% IR)
- Eg annual net income: £2,000
- This property still nets £500 at 5% IR

# Example of individual BTL investment



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**PROPERTY**  
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## 1 bedroom flat for sale

Calverton Road, Arnold

Sold STC  
**£60,000**



- Average rental income: £400 a month
- LTV of 50%
- Mortgage costs: £ 75 a month (3% IR; £125 5% IR)
- Eg annual net income: £1,400



# House prices

- Wood Green x4 increase

[5 Imperial Road, London, Greater London N22 8DE](#)

£352,000	Flat, Leasehold	19 May 2015	1 bedroom
£320,000	Flat, Leasehold	02 Apr 2015	
£222,500	Flat, Leasehold	16 Jun 2011	
£188,000	Flat, Leasehold	16 Dec 2009	
£165,000	Flat, Leasehold	30 Jan 2004	
£105,000	Flat, Leasehold	15 Jun 2001	
£127,000	Flat, Leasehold	01 Sep 2000	
£92,000	Flat, Leasehold	27 Aug 1999	



- Arnold x1.6 (3% per year, same rate as inflation)

[36b Calverton Road, Arnold, Nottingham, Nottinghamshire NG5 8FN](#)

£56,500 Flat, Leasehold 23 Jul 2002 2 bedrooms



[36c Calverton Road, Arnold, Nottingham, Nottinghamshire NG5 8FN](#)

£70,000 Flat, Leasehold 25 Apr 2014 2 bedrooms  
£73,000 Semi-Detached, Leasehold 10 Feb 2006  
£41,950 Semi-Detached, Leasehold 26 Apr 2001



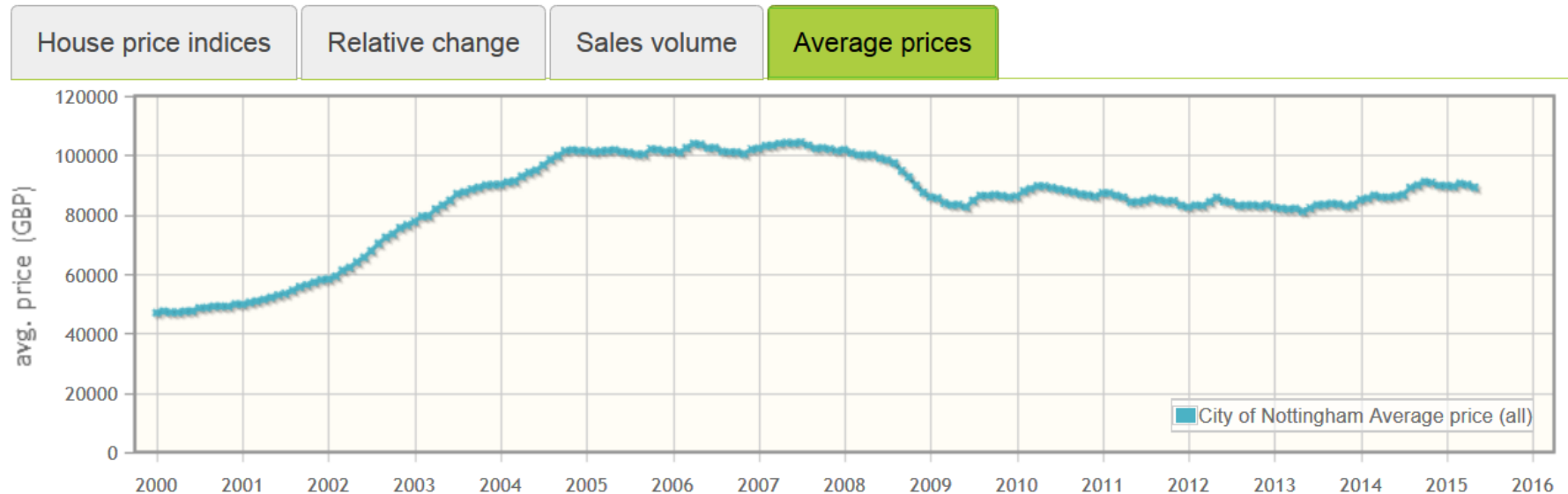




# Land Registry prices: Nottingham

- Property prices are the same level as 2004
  - £89,300 in May 2015
  - £89,300 in Oct 2003

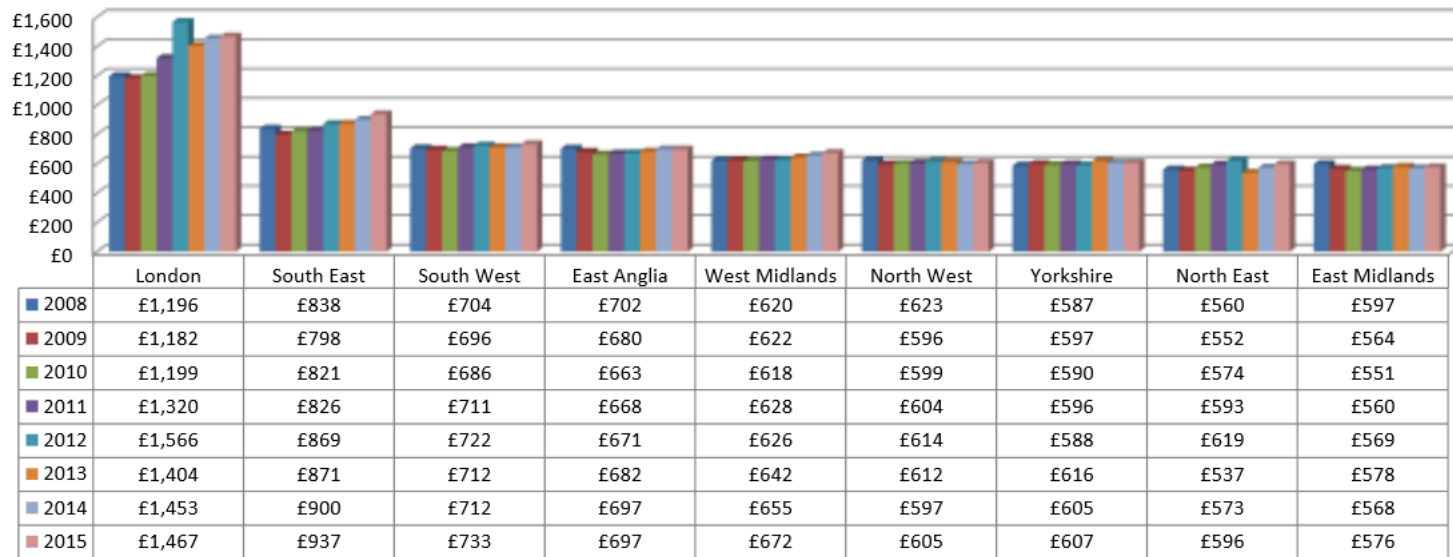
## Index data for City of Nottingham





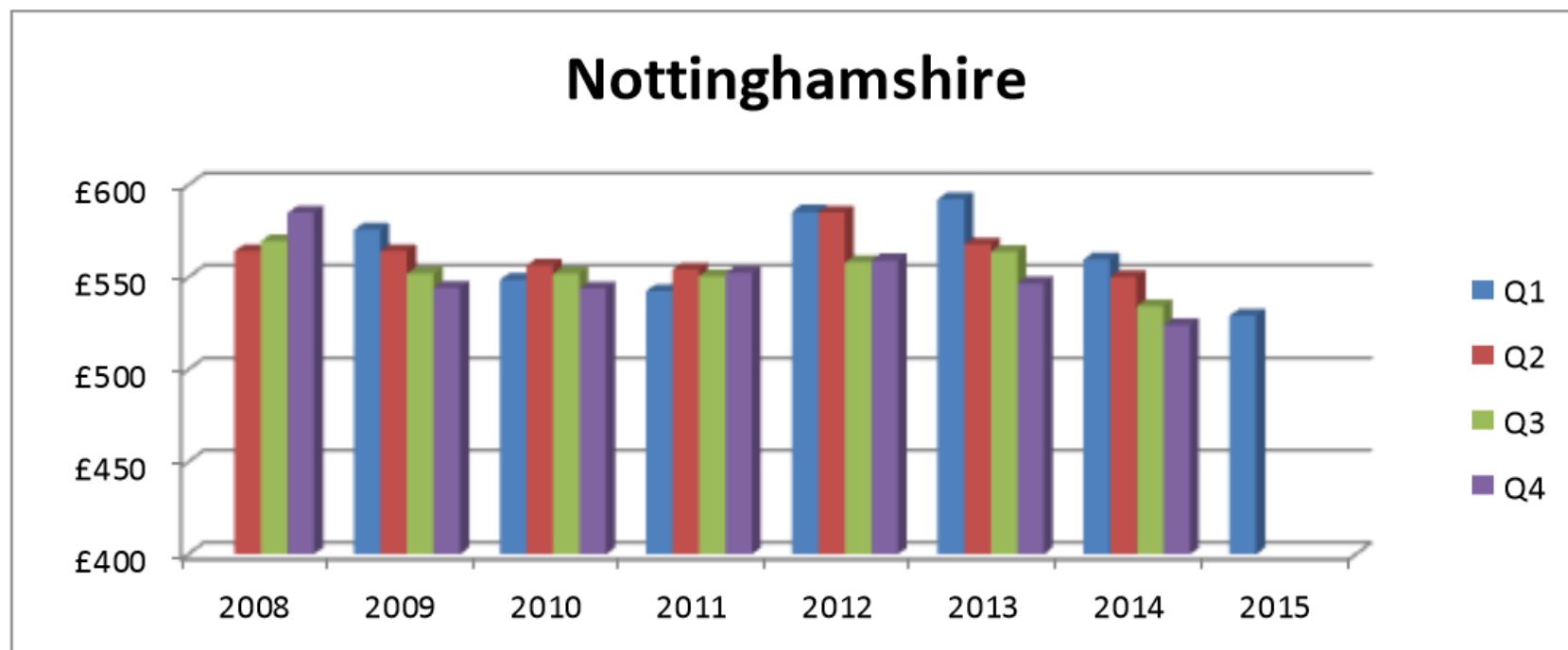
# Belvoir lettings index

## ENGLAND Average Rent By Region



- ONS stats: average annual inflation: 2%
- Existing tenants very low inflation
- Market rents have improved since wages increased

# Rents in Nottingham





Why don't we recognise there  
are areas which are affordable?



# Key Question #3

- What is an affordable home?

Year	21 and over	18 to 20	Under 18	Apprentice*
2014 (current rate)	£6.50	£5.13	£3.79	£2.73

**£7.85**

UK rate

**£9.15**

London rate

How is the new National Living Wage set?

The April 2016 figure has been set at £7.20 an hour.

**2020: £9.00?**

To solve the affordable homes crisis



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We need to acknowledge and recognise areas  
which are affordable and why

We need a determined, joint effort,  
to irradiate housing problems in one  
area/region