



Homes  
England

# Homes England – Building Better, Building Faster

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# Land Disposal: Policy Objectives

**Pace** – speeding up all stages of the marketing, contracting and development process

**MMC** – advocating the use of innovative building technology that will improve productivity and quality

**Design** – requiring developers to use the Building for Life 12 toolkit as a way of embedding good design into schemes

**Working with More Developers** – widening the range of developers who are active in building out Homes England sites

**Widening Tenure Choice** – providing the right mix of tenures to suit local needs

**Value for money** – generating the best land values we can, when weighed against our policy objectives

# Pace: Pre-Development Time Savings

- A key source of time loss on residential projects is pre-development – i.e. the planning process, the site marketing process and the sale contracting
- Homes England has sought to overhaul each process to accelerate timescales
  - **Planning:** more commercial view being taken on the negotiation of S106s to account for phasing; discharging of conditions whilst sales process underway
  - **Marketing & Disposal:** New streamlined tender processes designed to simplify land sales and reduce timescales
  - **Contracting:** Consultation launched with major developers to identify key causes of contracting delays; Homes England's Agreement for Lease and Building Leases re-drafted to share risks more evenly

# Pace: Land Disposals

- Homes England seeking to encourage pace on developments by:
  - **Mixing up tenures:** Introducing requirements for above policy affordable housing and / or PRS. Increasing rental homes reduces absorption rates – and means homes can be developed and occupied quicker
  - **Placing contractual obligations on developers:** Homes England's Building Leases require the developer to start on site and complete the development by a specified timescale. The timescale set is an ambitious pace agreed by negotiations with all bidding developers
  - **Using overage to incentivise pace:** As an incentive to build quicker than the specified minimum pace set out in the contract, the developer is given a bigger share of overage the quicker they build

# MMC: Overview

- Homes England is keen to champion all forms of MMC to help address the growing skills deficit and to improve quality
- Homes England accepting of any MMC which **1)** reduces the level of labour input needed to build a home (Vs traditional) **2)** increases the pace of build **3)** does not undermine quality
- Four broad categories of MMC:

	Productivity	Pace	Cost
Volumetric	Highest	Highest	Highest
Hybrid			
Panellised			
Sub Assemblies & Components	Lowest	Lowest	Lowest

# MMC: Land Disposals

- As part of its land sale tenders, Homes England sets a minimum standard of MMC that developers must achieve (with failure to do so resulting in disqualification)
- Extra marks are awarded to developers who go beyond the minimum set threshold
- The selected developer will be contracted through the Building Lease to deliver the scope of MMC technologies set out in their winning tender
- The developer's performance in delivering their MMC specification is monitored by a Compliance Inspector throughout the duration of the project

# Design: Overview

- Government has previously been very prescriptive with design requirements (i.e. space standards, design codes, etc...)
- Homes England key to become strong advocates for design – and will adopt Building for Life 12 as the toolkit by which it will assess good design

## Building for Life 12 Principles

1. Connections	7. Well defined streets / spaces
2. Facilities & services	8. Easily navigable
3. Public transport	9. Streets for all
4. Meeting local housing need	10. Car parking
5. Character	11. Public & private spaces
6. Working with the site context	12. Storage & amenity space

# Design: Land Disposals

## 1. Show how set backs are used to create a strong building line

