
Sustainable Leasehold and Long Term Asset Management

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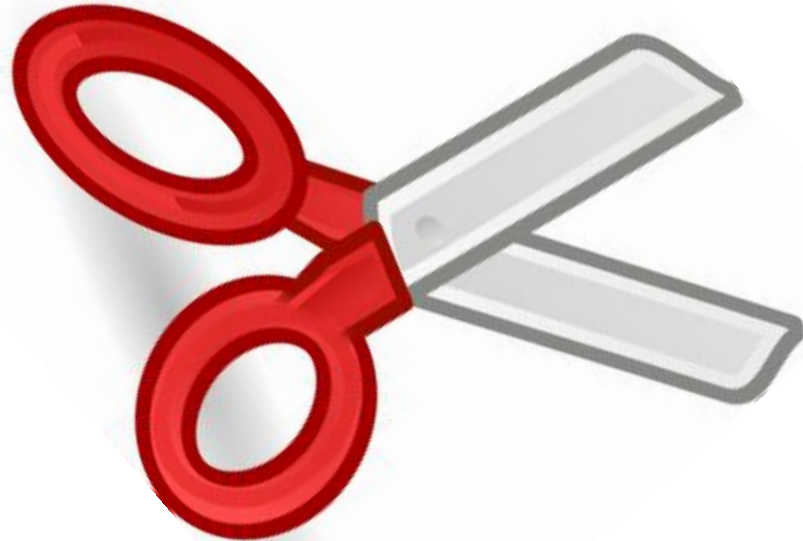
What does the housing world look like today?

- 🏠 Overcrowding
- 🏠 Cuts to Local Authorities
- 🏠 Energy Costs
- 🏠 Employment

Why did we look at the areas we did?

Cuts to Local Authorities

Pressure for new homes to be built - now 250,000 homeless



Issues for Residents - Overcrowding



Issues for Residents – Running Costs

SAP Rating	39-54	55-68	69-80	81-91
Annual Energy Bill	£1,214	£926	£685	£380

Potential energy bills for 85m², two bedroom end terrace Victorian house (British Property Federation Guide, 2013)

Issues for Residents – Help for Employment



What do...



Projects we didn't take on...

🏠 Intensification

🏠 Energy Use

🏠 Employment

🏠 Reducing the need for resident contact

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- 🏠 2014/2015 net surplus **£890 million**
- 🏠 2015/2016 net surplus grew by 64% to **£1.4 billion**
- 🏠 Average net surplus in 2015/2016 was **£94 million**

Increased Supply

- 🏠 90,000 homes by 2021 in London
- 🏠 55,000 home ownership
- 🏠 35,000 affordable rent
- 🏠 Grant at 10%

Cannot rely just on new build to perform

What does the guide do?

🏠 Tell

🏠 Advise

🏠 Promote

🏠 Share (experiences)

Top 10 Tips for Successful Leasehold Management

- 🏠 Draw up a **strategy** for sustainable leasehold management
- 🏠 Develop an **understanding** of leasehold
- 🏠 Understand **definition** of terms
- 🏠 Hone your **communications** strategy
- 🏠 **Engagement** is key

Top 10 Tips for Successful Leasehold Management

- 🏠 Consider carefully how works are **procured**
- 🏠 Define building **contracts** clearly
- 🏠 Keep the work to **programme**
- 🏠 Draw up a plan for **billing** for the work
- 🏠 Put a **recovery** strategy in place

What is it telling you

- 🏠 Step back and think
- 🏠 Prove your decisions to yourself or vice versa

