

# Delivering the Homes we Need: Accelerating Supply and Getting Councils Building

Cllr Keith House

Leader, Eastleigh BC  
Homes England Board 2012-2020



# Context

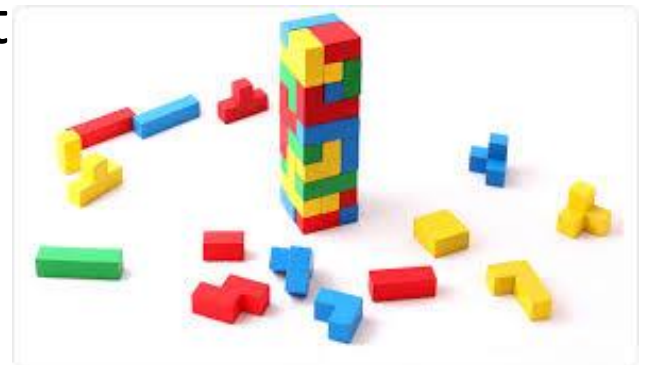
- Under supply of housing for nearly 40 years
- Accepted need now at 300,000+ allowing for catch up
- Current supply typically 150,000 – but rising
- Government target to achieve 300,000/year
- Govt White Paper “Fixing the Housing Market”
- Requires on average everywhere, doubling housing delivery



# What can councils do?

## **It's not just about issuing planning permissions**

- Understand what is needed to speed development
- Talk to developers and agents
- Re-examine underused land
- Use any HRA capacity: there is no cap now
- Setting up a housing company
  - Directly invest for market sale and rent
- Forward-fund infrastructure
- Buy and develop land
- Talk to Homes England



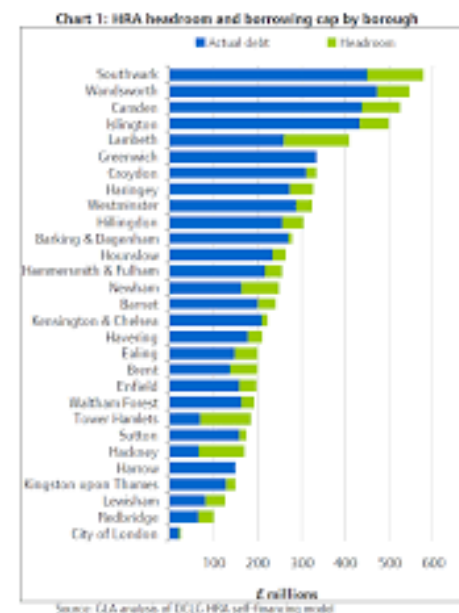
# Finance Matters

## Myth - “*There’s a shortage of money*”

- Borrowing powers – HRA and PWLB
- Unlock the private sector
- Use Joint Ventures



  
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# Doing What?

- New Market Rental Stock
  - Improves quality of sector
  - Income to Council
  - Speed up delivery
  - Family-friendly lifetime tenancies
- Rent to Buy
- New Market Sale & Affordable Rent
- Advancing Infrastructure with JVs
- Lending to Developers
- Buying land in partnership to increase supply
- Unblocking stalled sites

# Current Projects

- 2016-2020 - Completed 200 homes at **Woodside Avenue** (1/3 social rent, 2/3 market rent) and **Hatch Farm** (1/3, 1/3, 1/3) – council owned land, with RSLs
- 2018-21 - Working with Taylor Wimpey for 146 homes at the **Bursledon Windhover Sale** site with early release of access moved from Hamble Lane and new Country Park – with EBC homes for market-rent and accelerated delivery
- 2017-22 - **Stoneham Park** working with Highwood and an RSL with forward purchase of stock (approx 200 units) and lending to deliver new school as part of 1100 homes scheme
- 2018-22 - Joint venture with Galliford Try at **Pemblers Hill Farm** – securing full S106 and council profit
- 2018-22 - Eastleigh **Town Centre regeneration sites** and **Romsey Road** market rent flats
- 2020-24 - **Sunday's Hill** working with Foreman Homes on council owned land for 100 homes and new by-pass
- 2021 – additional town centre sites including 28 apartments at the **Old Post Office**
- 2017-2030 - Major acquisition of land **west of Horton Heath** with outline planning permission for 1600 homes and revised target of 2500 – all self-delivered by the Council

And continued intervention to unblock stalled sites – **our job is to deliver new homes, not just permissions.**





# An Active Council? – One Example

- 1/3 – 1/3 – 1/3 – Sale / Market Rent / Affordable
- Market rent
  - Improve quality of sector
  - Tenure diversity
  - Insatiable forward demand
  - Income to council
  - Increase supply as avoids absorption issues
- Market sale
  - Direct commissioning as part of business case
  - Cash-flow assistance for viability
  - Market sale





# Leadership Matters

- Political and managerial leadership
- Own the problem
- Identify solutions
- Deliver them

The Elphicke-House Report

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From statutory provider to  
Housing Delivery Enabler:

Review into the local authority role  
in housing supply



The Lyons  
Housing Review



# Questions / Discussion

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