



The MoliorLondon Guide to Affordable Housing Development in London 2010

Published in September 2009

Whether you own a development site, provide professional advice to developers or are (re)negotiating a planning permission – progressing a residential scheme in London is tougher than ever.

Land values are not rising which means making the wrong decisions – whether you are in the private sector or public sector – is less forgiving than it has been for almost a generation.

Against this backdrop the *Guide to Affordable Housing Development in London 2010* is published in September 2009.

The main themes in this year's guide are:

1. Securing public funding – how much is left and what does it take to secure it?
2. Optimising viability – what works when renegotiating S106 agreements?
3. Housing Association acquisition desires/budgets – who wants what where?
4. Plus a practical explanation of how the sector works and is changing.

This is the **definitive guide** to affordable housing development in London. The last edition was **read by almost every major firm** in London's residential development industry.



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AUTHORS

The guide is written by experts – ensuring extraordinary expertise and insight.

Each expert produces one of the guide's 59 sections. The experts are:

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54. Swan Housing Group - **Steve Flowers**
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57. The Hyde Group - **Barrington Wilks**
58. Three Dragons - **Andrew Golland**
59. Trowers & Hamlins - **Christopher Proudley**

As you see the list includes a significant level of collaboration:

- Every single one of **London's 30 most active housing associations** is involved
- As are senior representatives from **central, regional and local government**
- Plus two-dozen specialist **planning consultants, lawyers and development consultants**

We are all in this downturn together. The authors' goal is to help you **make the most of the opportunities** in this very difficult market.



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THE MAIN THEMES

- Demystifying Affordable Housing Development
 - Common **terminology** and what it means
 - **Maximising the value** of social rented affordable housing
 - Changing **practicalities** of scheme design and implementation
 - Finding mutual value when **negotiating with RSLs**
 - The different **intermediate tenures** - their values and what is in favour
- Negotiating Optimal Affordable Housing and s106 Agreements
 - A no-nonsense explanation of **viability assessment**
 - Significant recent viability **decisions and their implications**
 - Viability strategies developers and boroughs have found **mutually acceptable**
 - Claw back and other **mitigating strategies**
 - **Reconciling** competing s106 financial and affordable housing demands
- Public Funding to Kickstart Schemes
 - A thorough review of **available Homes and Communities Agency funding**
 - **Case studies** on projects that have secured HCA funding
 - An explanation of **how to engage** with the HCA
 - Practical observations on **what distinguishes a scheme/developer**
 - An assessment of **future HCA funding availability**
- Expert Guide to London's Top 30 Developer-RSLs
 - Development pipeline and **appetite for new sites** by RSL by location
 - **Key staff contact details** for development teams at the top 30 developer-RSLs
 - Deals sought and **preferred deal structure** for each RSL
 - **Available funding** and required lot sizes for each RSL
 - RSL **expectations and strategies** for the next few years

TO PLACE AN ORDER

The guide costs £495 and we expect to sell out prior to publication. To reserve your copy please:

- Use the attached form
- Call Tim Craine on 020 8877 0022 or 07951 742 576
- or email tim@moliordlondon.com



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Affordable housing provision is a fact of life for organisations progressing residential schemes in London. In this report 59 leading practitioners provide an expert guide to viability assessment, public sector funding and London's developer-RSLs.

The report is published in September 2009. To order a copy please post or fax this form, or email tim@moliorlondon.com. If you have any questions please call Tim Craine on 07951 742 576.

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