



Homes
England

Making homes happen

Homes England: Land Hub Accompanying Guide

March 2019



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Introduction

We unlock land. We want to work with the full spectrum of housebuilders to deliver, at pace, high quality homes that local areas need.

Our role is to ensure more people in England have access to well-designed homes in the places they want to live. To make this happen we work with partners to identify what housing is required and get more homes built where they are needed most. We work to speed up the delivery of homes, tackle market failure where it happens and help to shape a more resilient and more diverse housing market.

We control a significant amount of public sector land we have a responsibility to make best use of this and support the government ambition to release surplus public sector land for housing. For the housing sector to sustainably deliver 300,000 homes a year on average, a long-term pipeline of developable land is needed.

This document is for anyone who is interested in possibly buying land from Homes England and accompanies our interactive map – Land Hub – which provides visibility of our pipeline of sites we are intending to sell over a 12-18 rolling month period.

The Land Hub replaces what was previously known as the Land Development and Disposal Plan.

Our land and property portfolio

Our existing assets are diverse and we are adding more sites to our portfolio through the Land Assembly Fund.

We are a significant public sector landowner with a varied and complex land and property portfolio of almost 8500 hectares that is spread across a wide geography over England (excluding London), and comprises of:

- former Commission for the New Towns land;

- coalfield sites;
- assets inherited from the former Regional Development Agencies (RDAs);
- sites acquired from other public landowners including from the Ministry of Defence, Ministry of Justice and the Department of Health and Social Care

The majority of our portfolio is suitable for housing though we also have historic landholdings that are more suitable for non-residential purposes.

Some of the sites in our portfolio require very little intervention prior to disposal and this land is released into the market as quickly as possible. Other sites, however, require upfront investment to make them more attractive development opportunities and to speed their development; this may include dealing with physical constraints, putting in infrastructure, and securing planning certainty.

We are also adding to our portfolio through our £1.03bn Land Assembly Fund. We are acquiring sites that without our intervention would not be available for housebuilding. For example, we acquired the Burgess Hill Northern Arc. This site had been stalled for more than ten years due to the complexities of the different land ownership and the need to deliver significant upfront strategic infrastructure works to provide a link road through the site in advance of homes being built.

Our Approach

As the government's housing accelerator, we are committed to making sure that we do not hold land longer than necessary and being transparent with the market regarding upcoming opportunities.

Our Principles

We have a diverse land and property portfolio with significant differences in site characteristics such as size, development potential and strategic importance to a local area.

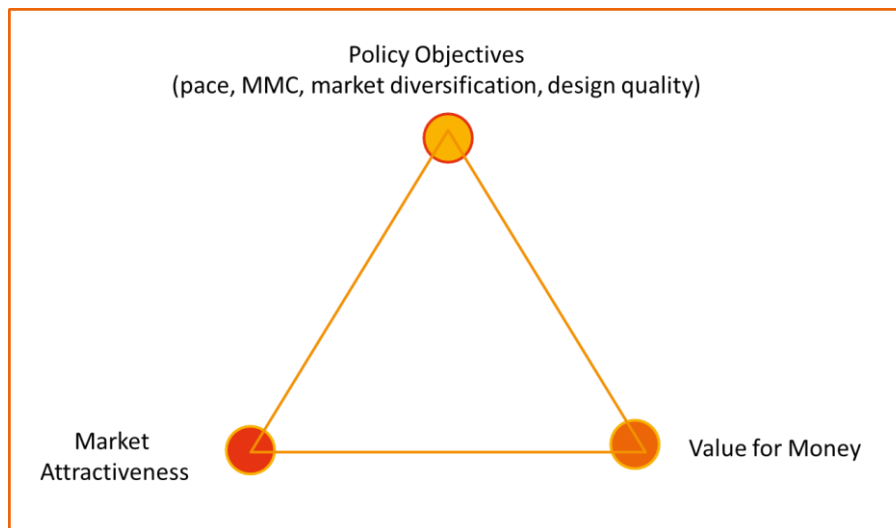
So each development and disposal opportunity that is brought forward is unique.

As part of its commitment to ensuring a consistent approach to disposing of our land, we adopt the below principles:

- Ensuring that every disposal has clear objectives from the outset
- Consistency in the way site specific disposal strategies are prepared

- Undertaking early and meaningful market engagement
- Establishing the appropriate level of investment prior to disposal
- Providing clarity around the key commercial terms of the deal
- Consistency in the application of 'overage' provisions
- Transparency around our disposal pipeline

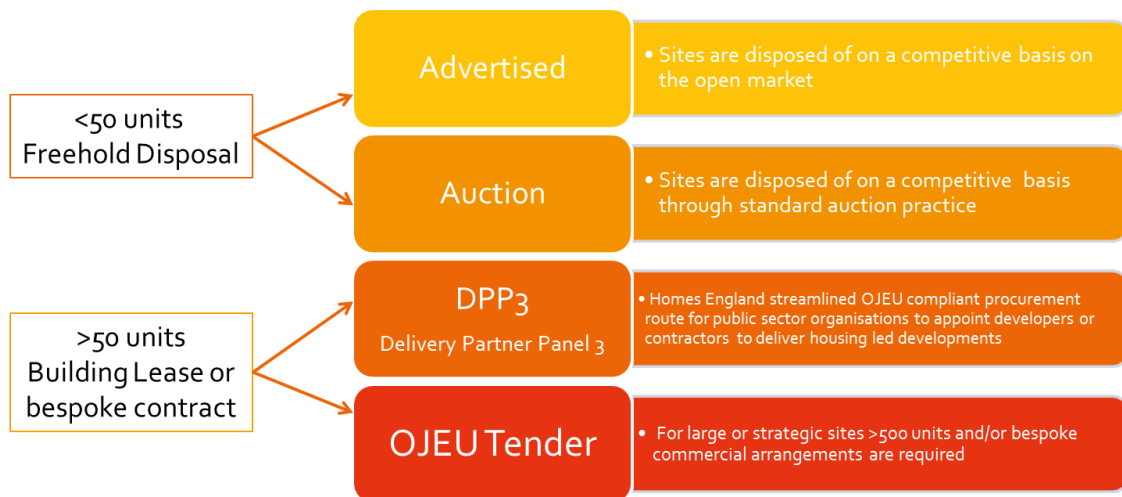
Through our land disposals, not only do we make surplus public land available for housing, we also realise our policy objectives and aim to balance these with ensuring that we deliver value for money and whilst ensuring that sites are considered commercially attractive to all types of developers and housebuilders.



The nature of our work means that we work collaboratively with local partners (Local Authorities, Combined Authorities, Local Enterprise Partnerships and other public sector land owners to ensure that our disposals, where appropriate, align with their local plans and ambitions.

Buying Land from Homes England

The schematic below shows the main ways we dispose of land: advertised, auctioned, through our Delivery Partner Panel (DPP3) or via OJEU.



The disposal route is determined primarily by the potential number of homes that can be built on that site. For sites where that number is less than fifty, we typically dispose of sites on a freehold basis presenting opportunities for SMEs and Registered Providers (RPs). For sites with potential for a larger number of homes, we dispose of these competitively, to members on the DPP3 using our standard building lease or bespoke terms for our very large sites. Even within these larger sites there may be opportunities for DPP3 Panel Members to collaborate with others such as SMEs and RPs. Our standard building lease sets out a legal obligation for a certain proportion of homes to be delivered by SMEs and/or RPs.

We are also guided by value for money considerations and our approach is governed by central government policy, practice and procurement legislation.

Delivery Partner Panel 3 (DPP3)

The DPP3 framework offers public sector organisations a streamlined procurement route to appoint a developer or contractor to deliver housing led developments. The framework contract has 70 national and regional housing developers and contractors and the scope covers all activities necessary to construct housing and associated infrastructure, ranging from development and disposal of sites for residential use, to marketing and sales of homes. Sites designated as 'DPP' are only available to Framework members.

Further information on DPP3 can be found at <https://www.gov.uk/guidance/delivery-partner-panel-3>

The Land Hub

The Land Hub is an interactive map that sets out the sites that we are intending to bring forward to the market. Site details are subject to on-going review to take into account:

- Discussions with local partners
- Discussions with the market
- Due diligence
- Options analysis, which brings a sharper focus to place-making

Therefore, it is possible that there may be substitutions or alterations to individual opportunities and we aim to make regular updates to the Land Hub.

We want to be transparent and provide early visibility of potential disposals to interested parties to inform longer term planning.

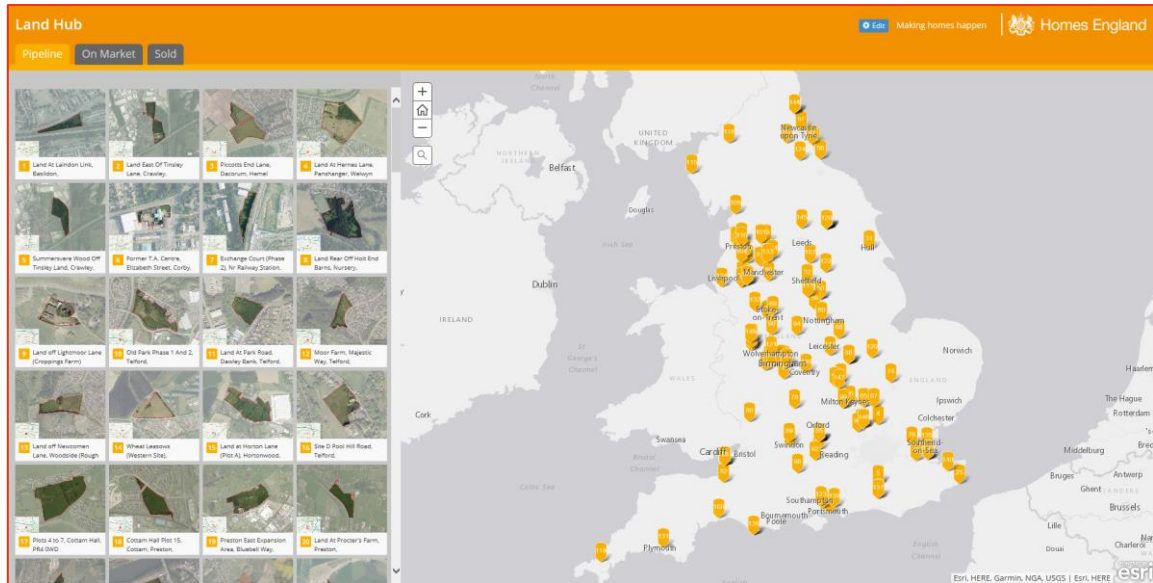
Alongside sites with housing or commercial development potential or investment opportunities, our portfolio also includes residuary liabilities such as public open space, structural landscaping, woodland and infrastructure such as roads or watercourses. Some of these landholdings have very limited potential use, e.g. grass verges; but others, for example sites intended for use as open space following reclamation, may be subject to a range of potential options around end use including for sustainable energy generation.

We are continuing to transfer many of these sites, including hard infrastructure such as roads and footpaths, small residual holdings in a number of the former new towns, and open space, including in the former coalfield communities, to local authorities, Trusts and other statutory bodies. Due to the nature of these sites, they have not been included in the list of sites on the Land Hub.

Using the Land Hub

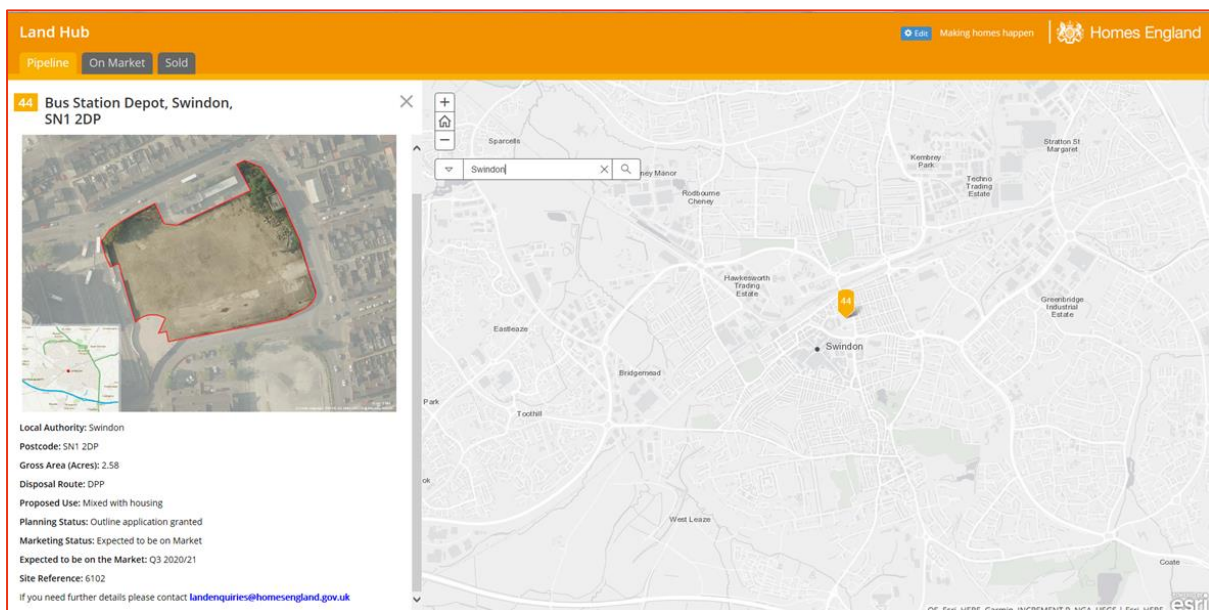
The Land Hub is available via the Homes England government website. Once the open the user is presented with details of the sites on three tabs:

- Pipeline: lists the sites that are expected to come onto the market within the next 18 months
- On Market: lists those sites that are currently being actively marketed or are in the commercial negotiations process
- Sold: lists those sites that are either contracted or sold subject to contract



Selecting each tab brings up the list of relevant sites. A specific site can be selected either from the left hand panel or via the map by clicking on the numbered locator.

There is also a search facility which orientates the map to that location and users can then see whether there are any Homes England sites in the vicinity. In the example below, typed a site has been located near the town of Swindon.



For each site listed on the Land Hub there is a red-line boundary of the site plus other useful information such as its size and planning status.

Land Hub

Pipeline On Market Sold

1 Land At Laindon Link, Basildon, SS15 5AB < >



Local Authority: Basildon
Postcode: SS15 5AB
Gross Area (Acres): 2.45
Disposal Route: Advertised
Proposed Use: Residential
Planning Status: None
Marketing Status: Expected to be on Market
Expected to be on the Market: Q4 2019/20
Site Reference: 740
If you need further details please contact landenquiries@homesengland.gov.uk

Please contact us at landenquiries@homesengland.gov.uk if you are interested in or have a query regarding a site. Including the site reference number in subject heading will help us respond to your emails more promptly.

Glossary

Terms used in this document and the Land Hub are explained below:

Category/Term	Definition
Disposal Route	How Homes England intends to market the site
Advertised	Marketed by property agents and made publically available in the trade press
Auction	Advertised for auction (as above)
DPP3	Tendered through the Homes England Delivery Partner Panel 3 usually for larger sites
OJEU	Through issue of an Official Journal of the European Union (OJEU) notice for very large sites
Planning Status	A site's status in the Planning system
Proposed allocation in Local Plan	Within a draft Local Plan : An allocation is a proposal for land for housing, industry or other uses within a Local Plan that identifies a specific area of land to be developed within the time period of the plan.
Allocated in Local Plan	An allocation is a proposal for land for housing, industry or other uses within a Local Plan that identifies a specific area of land to be developed within the time period of the plan.
Outline application submitted	Submission of a general application for planning permission to establish that a development is acceptable in principle, subject to subsequent approval of reserved matters.
Outline application granted	Grant of a general application for planning permission to establish that a development is acceptable in principle, subject to subsequent approval of reserved matters.
Detailed application submitted	Submission of a planning application seeking full permission for a development proposal, with no matters reserved for later planning approval.

Detailed application granted	Granting of a planning application seeking full permission for a development proposal, with no matters reserved for later planning approval.
None	Where there are no specific proposals or allocations within a development plan.
Proposed Use*	Homes England's view on a site's future potential use
Residential	Land proposed use for housing/dwellings
Mixed with housing	Land proposed for mixed use development which may include commercial, leisure or retail uses in addition to its primary use of residential.
Industry and business	Land proposed for industrial and business (commercial) use
Other	Land proposed for uses such as transport, recreation, leisure facilities, utilities, agriculture and miscellaneous land parcels

*Proposed land uses draw upon definitions used in the [National Land Use Database: Land Use and Land Cover Classification 2006](#)

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