



Department for
Communities and
Local Government

Housing

Statistical Release

15 November 2012

Social Housing Sales, England, 2011-12



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- There were an estimated 9,670 total social housing sales in England in 2011-12 (see Table 1). This is an increase of 15% on 2010-11 but continues the low level of sales seen since 2008-09. The increase was entirely due to an increase in Private Registered Provider sales; Local Authority sales were virtually unchanged.
- There were an estimated 3,720 Right to Buy sales in England in 2011-12 (38% of all sales), a 1% increase from 2010-11 (see Table 2). Most (70%) Right to Buy sales were of Local Authority properties.
- The average market value of a Local Authority property purchased through Right to Buy in 2011-12 was £100,040 (see Table 4). Average capital receipts were £73,350 and the average discount was £26,690 per property.
- Registered Provider sales in 2011-12 included 140 properties sold through the Right to Acquire scheme (compared to 200 in 2010-11) and 40 through Social HomeBuy (compared to 110 in 2010-11) (see Tables 6 and 7).
- A further 3,320 sales (34% of total sales) were disposals of Registered Provider properties to the private sector (Figure 2). Other shared equity and outright sales of existing stock accounted for the remaining sales.

housing

Introduction

This Statistical Release presents official statistics on the number of sales of existing social housing stock in England for 2011-12.

Social housing sales include sales under Right to Buy, Preserved Right to Buy, Right to Acquire, Social HomeBuy, other outright or shared equity sales to tenants, and sales of existing stock to the private sector. The figures exclude sales through low cost home ownership schemes where these do not relate to existing social stock, i.e. sales of newly built homes for shared ownership or acquisitions of private sector homes for affordable home ownership. Intra-tenure transfers between social housing providers are also excluded.

Figures are collected from Local Authority returns to the Department for Communities and Local Government (DCLG) and Registered Provider returns to the Homes and Community Agency (HCA). These returns are supplemented by data from the CORE system managed by DCLG.

Total social housing sales in England

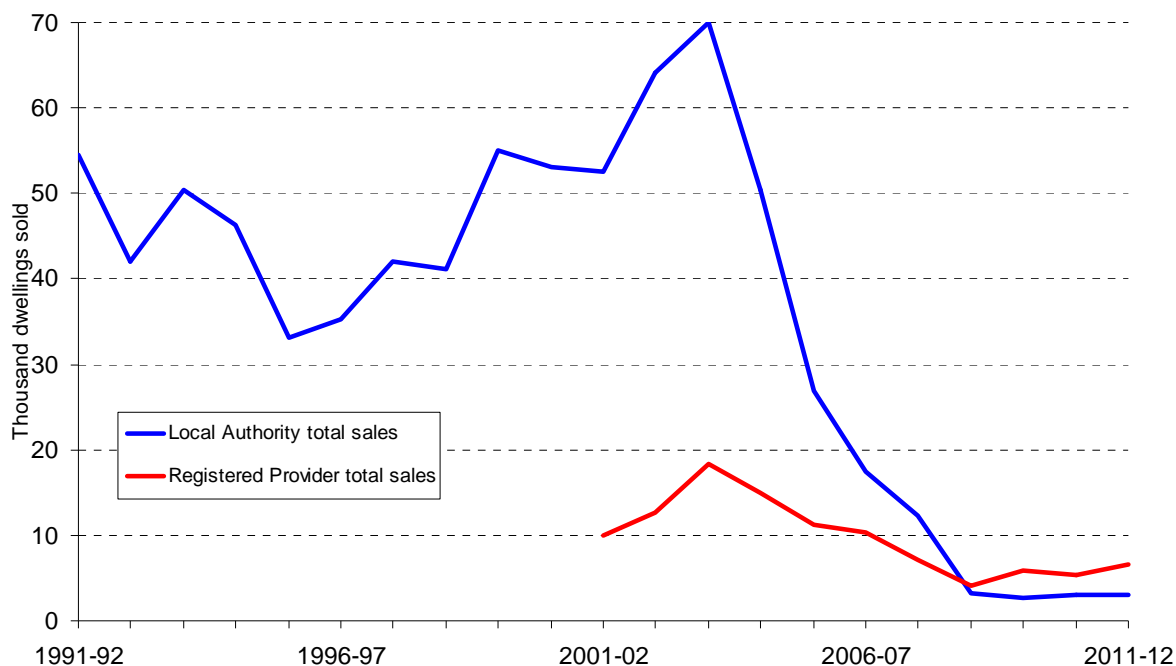
Table 1: Total social housing sales in England

Year	Local Authority social housing sales		Registered Provider social housing sales ¹		Total social housing sales	
	Number	% change	Number	% change	Number	% change
2001-02	52,460	-1%	9,890	39%	62,350	4%
2002-03	64,150	22%	12,570	27%	76,720	23%
2003-04	69,990	9%	18,340	46%	88,330	15%
2004-05	50,370	-28%	14,900	-19%	65,270	-26%
2005-06	26,940	-47%	11,260	-24%	38,200	-41%
2006-07	17,390	-35%	10,260	-9%	27,650	-28%
2007-08	12,250	-30%	7,110	-31%	19,360	-30%
2008-09	3,150	-74%	4,160	-41%	7,310	-62%
2009-10	2,730	-13%	5,870	41%	8,600	18%
2010-11	3,090	13%	5,320	-9%	8,410	-2%
2011-12	3,080	0%	6,580	24%	9,670	15%

A total of 9,670 social homes were sold by Local Authorities and Registered Providers (RPs) in England in 2011-12. This was a 15% increase over the previous year and is around a ninth of the peak in sales of 88,330 in 2003-04. The relatively low level of sales in recent years reflects a number of factors including the general low levels of activity in the housing market following the 2007 credit crunch, and the value of discounts available under some schemes compared with house prices.

Until 2008/9 local authority sales accounted for the majority of social housing sales. In 2011/12, sales of Local Authority properties accounted for 32% of all social housing sales. Chart 1 shows the annual trend in total social housing sales since 1991-92. The decrease in local authority stock sales after 2003-04 primarily reflects the lower number of applications for purchase under the Right to Buy scheme.

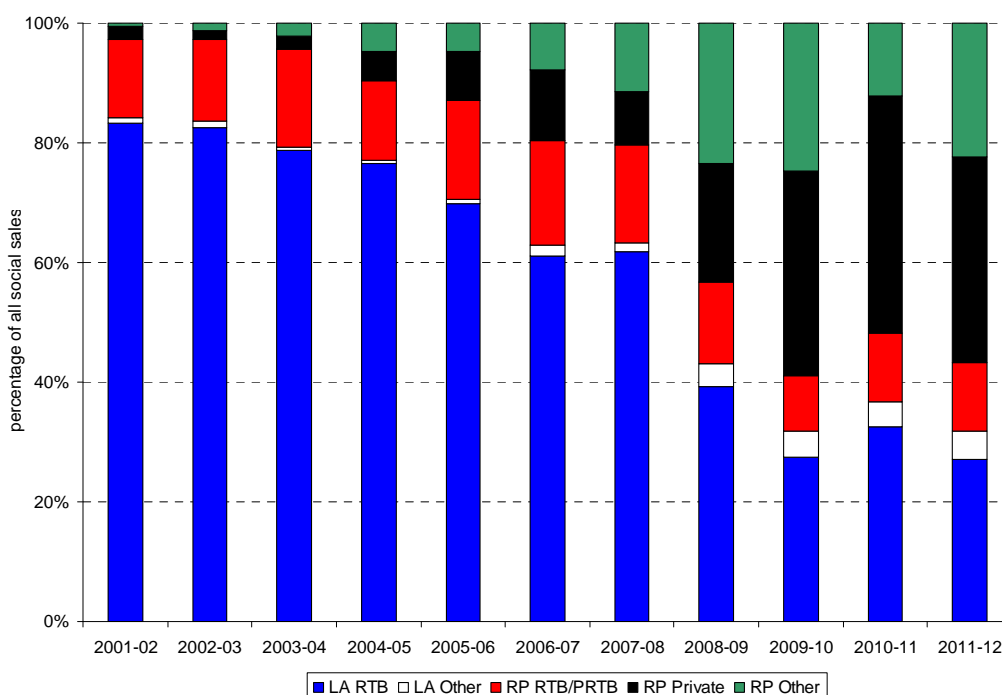
Figure 1: Total social housing sales¹ in England



1. Figures on total Registered Provider's social housing sales are not available prior to 2001-02.

Figure 2 shows the breakdown of the main components of social housing sales since 2001-02. Whilst Right to Buy (RTB) no longer accounts for the majority of social housing sales, this is still the largest individual component of social housing sales in 2011-12, accounting for 38% of all sales. Most disposals of Registered Provider (RP) properties were to the private sector (3,320 sales), representing the next largest component of social housing sales (34%).

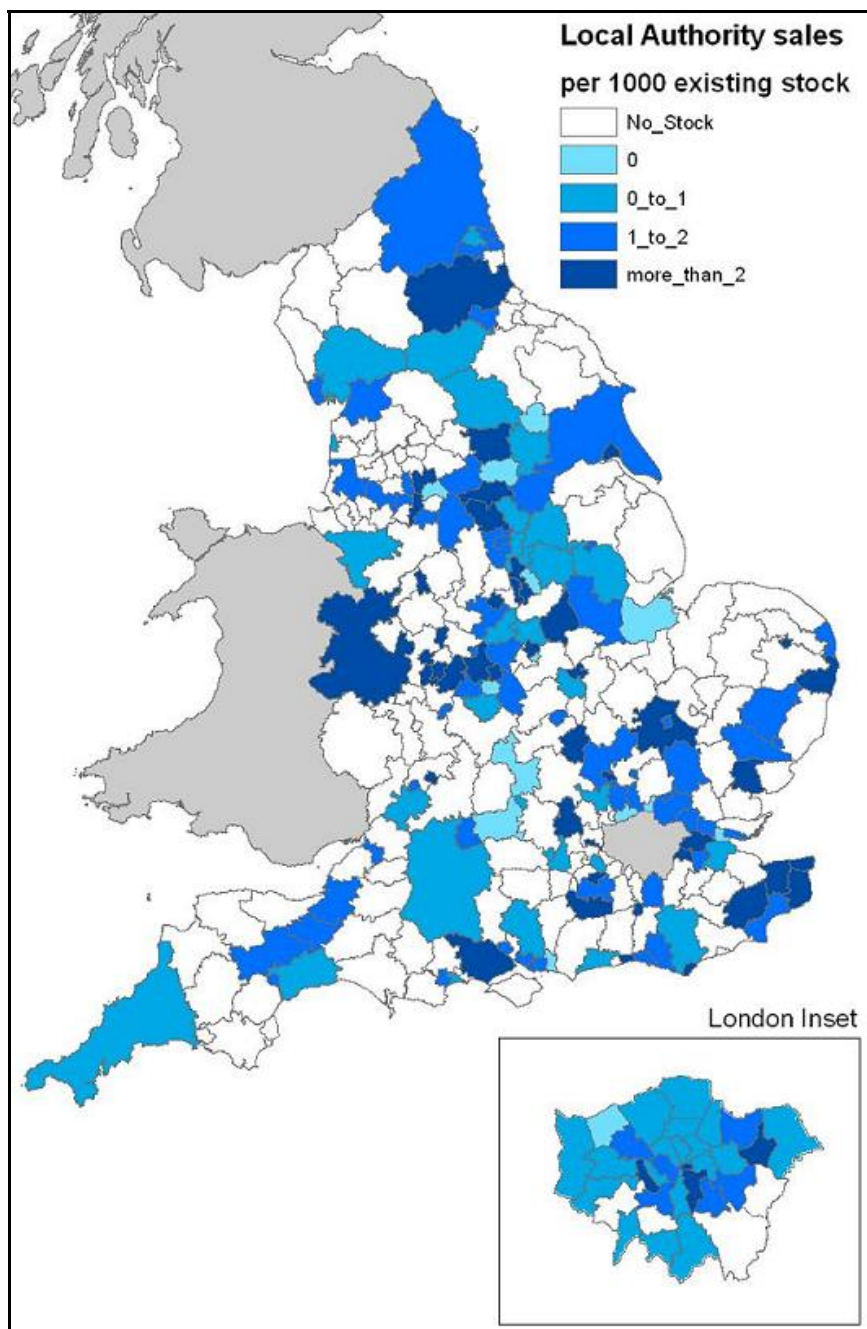
Figure 2: Components of social housing sales in England



Geographical distribution of Local Authority sales

The map below shows the rate of all sales of local authority stock in 2011/12. The rate of sales, i.e. comparing the number of sales to the existing local authority stock, is a better comparison than the simple number of sales. Local authorities who do not own any stock are shown as blank (white) in the map. Generally the rate of sales is low, at an average of around 2 properties per 1000 stock.

Figure 3: Sales of local authority stock by local authority district, England 2011/12



Further data on local authority sales can be found in Live Table 648. Registered Provider sales cannot be presented at local authority level as data are not available to this geographical breakdown.

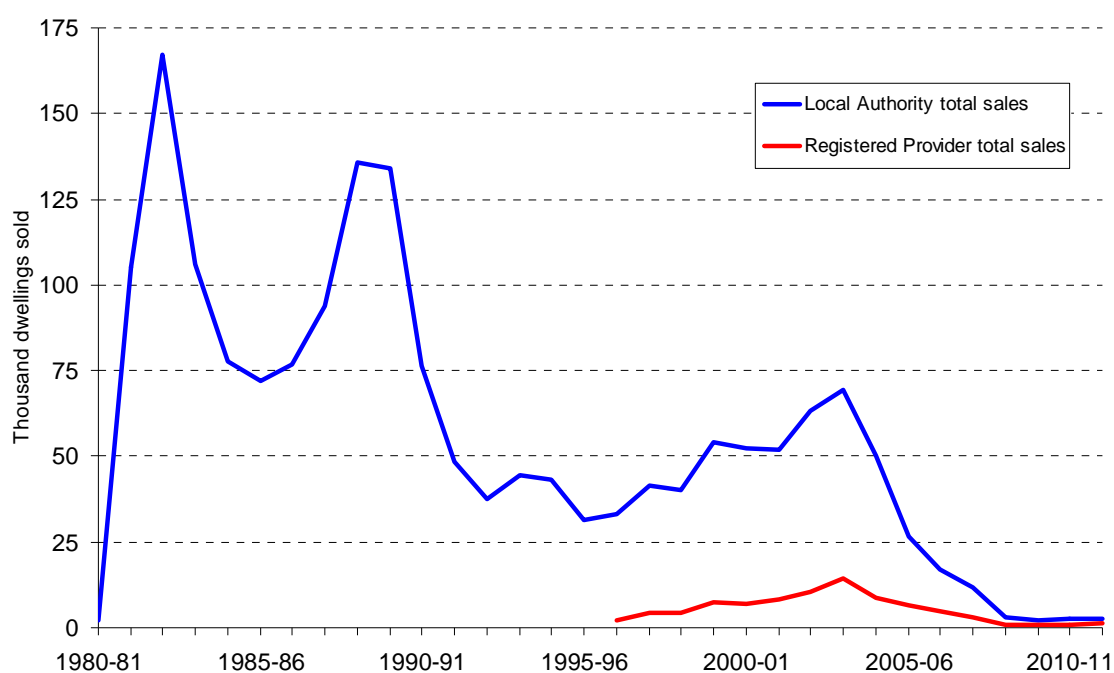
Total Right to Buy sales in England

Table 2: Right to Buy sales in England

Year	Local Authority RTB sales		Registered Provider RTB and Preserved RTB sales		Total RTB and Preserved RTB Sales	
	Number	% change	Number	% change	Number	% change
2001-02	51,970	-1%	8,220	16%	60,190	1%
2002-03	63,390	22%	10,470	27%	73,870	23%
2003-04	69,580	10%	14,530	39%	84,100	14%
2004-05	49,980	-28%	8,670	-40%	58,650	-30%
2005-06	26,650	-47%	6,360	-27%	33,010	-44%
2006-07	16,900	-37%	4,840	-24%	21,730	-34%
2007-08	11,960	-29%	3,150	-35%	15,110	-30%
2008-09	2,880	-76%	1,000	-68%	3,870	-74%
2009-10	2,370	-18%	800	-19%	3,170	-18%
2010-11	2,730	15%	960	19%	3,690	16%
2011-12	2,610	-4%	1,110	16%	3,720	1%

A total of 3,720 homes were sold through the Right to Buy (RTB) scheme in England in 2011-12. This was 1% higher than in 2010-11 and whilst this contrasts with consecutive annual falls in RTB sales from 2003-04 until 2009-10, the overall level of sales is still small in the context of historic levels. The majority (70%) of RTB sales in 2011-12 were Local Authority properties. Chart 3 shows total RTB sales since the start of the scheme in 1980. The trends in the data primarily reflect interest at the start of the scheme and then historic changes to the discount levels offered and general activity in the housing market.

Figure 4: Right to Buy sales in England

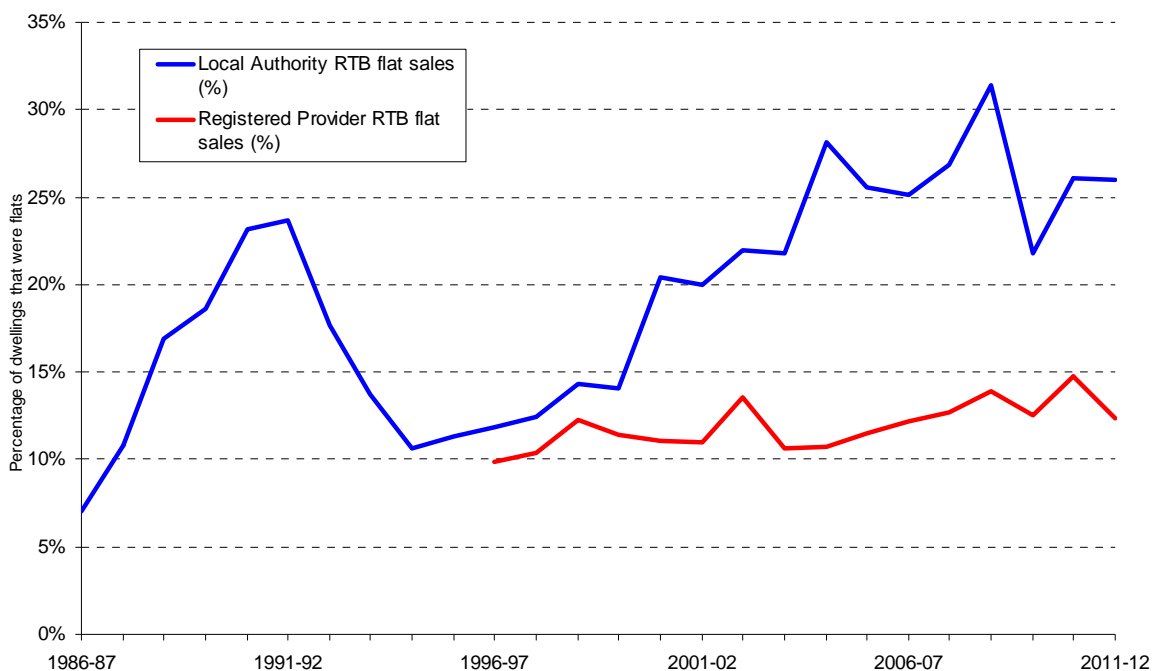


As Table 3 (below) shows in 2011-12, 26% of Local Authority homes and 12% of Registered Provider homes sold through the RTB scheme were flats. As chart 4 (below) shows these shares were a decrease for registered providers and virtually unchanged for local authorities. The upward trend in the share of flat sales from 1999-00, reflecting the higher discount rates available on flats, appears to have stabilised.

Table 3: Flats as a percentage of Right to Buy sales in England

Year	Local Authority RTB flat sales (%)	Registered Provider RTB flat sales (%)
2001-02	20%	11%
2002-03	22%	14%
2003-04	22%	11%
2004-05	28%	11%
2005-06	26%	12%
2006-07	25%	12%
2007-08	27%	13%
2008-09	31%	14%
2009-10	22%	13%
2010-11	26%	15%
2011-12	26%	12%

Figure 5: Flats as percentage of Right to Buy sales in England



Local Authority Right to Buy sales in England

Table 4: Local Authority Right to Buy sales: financial data¹

Year	Number of applications ²	Number of Sales	Sales as % of applications	Capital Receipts		Discount			Market Value	
				Total Value (£m)	Average per property (£)	Total Value (£m)	Average per property (£)	% of market value	Total Value (£m)	Average per property (£)
2001-02	108,440	51,970	48%	1,566	30,140	1,215	23,380	44%	2,781	53,520
2002-03	186,410	63,390	34%	2,210	34,860	1,508	23,790	41%	3,718	58,660
2003-04	109,060	69,580	64%	2,936	42,200	1,714	24,640	37%	4,651	66,840
2004-05	89,930	49,980	56%	2,575	51,520	1,282	25,650	33%	3,857	77,180
2005-06	64,700	26,650	41%	1,545	57,950	680	25,530	31%	2,225	83,480
2006-07	62,060	16,900	27%	1,145	67,800	422	24,970	27%	1,567	92,770
2007-08	35,280	11,960	34%	934	78,130	303	25,340	24%	1,237	103,470
2008-09	11,010	2,880	26%	221	76,850	73	25,400	25%	294	102,250
2009-10	10,860	2,370	22%	178	75,200	63	26,580	26%	241	101,780
2010-11	9,930	2,730	28%	212	77,470	72	26,510	25%	284	103,970
2011-12	9,000	2,610	29%	192	73,350	70	26,690	27%	261	100,040

1. All financial data are shown in nominal prices and do not take account of inflationary changes.

2. A small number of applications are not successful at the initial stage; successful applications represent around 90% of all applications. Tenants who meet the RTB qualifying criteria are entitled to purchase their homes if they can secure finance to do so. This column previously showed successful applications. However, only total applications are available after 2008-09.

There were 9,000 Right to Buy (RTB) applications for Local Authority stock in 2011-12, which was 9% lower than in 2010-11. Although there is a time lag between making an application and completing a sale, 2,610 sales equates to 29% of RTB applications. Whilst this percentage is slightly higher than the previous three years it is still low compared to the historic conversion rate where between 34% and 64% of all applications led to a sale. The lower conversion rate of applications into sales in recent years may reflect general constraints on mortgage lending following the credit crunch.

The average market value of Local Authority properties purchased through the RTB scheme in 2011-12 was £100,040 (a 4% decrease compared to 2010-11). Discounts averaged £26,690, a 1% increase on 2010-11. On average, discounts in 2011-12 equated to 27% of the market value. This is similar to levels seen in the past few years but below levels seen prior to 2006-07. Capital receipts averaged £73,350 (5% lower than in 2010-11), whilst total capital receipts decreased by 10% to £192 million. Note the financial data shown in Table 3 do not take account of inflationary changes.

Registered Provider Right to Buy sales in England

There were 1,110 Registered Provider (RP) sales through Right to Buy (RTB), mainly Preserved Right to Buy, in 2011-12. The estimated average market value of RP properties purchased was £90,380, a decrease of 5% on 2010-11. Discounts on sales averaged £28,410 (an increase of 1% to last year) which was 31% of the average market value. Capital receipts averaged £61,140 in 2011-12 (6% lower than in 2010-11).

Table 5: Registered Provider Right to Buy sales: financial data¹

	Number of Sales	Average Capital Receipts per property (£)	Average Discount per property (£)	Average discount (%)	Average Market Value per property (£)
2001-02	8,220	26,690	23,600	46%	50,780
2002-03	10,470	32,500	26,300	44%	59,370
2003-04	14,530	33,200	25,420	43%	58,640
2004-05	8,670	37,600	26,590	41%	64,210
2005-06	6,360	45,010	27,150	38%	72,160
2006-07	4,840	53,460	28,390	35%	81,960
2007-08	3,150	62,630	27,120	30%	89,750
2008-09	1,000	72,230	26,940	27%	99,170
2009-10	800	62,720	28,010	31%	91,530
2010-11	960	64,860	28,130	30%	95,330
2011-12	1,110	61,140	28,410	31%	90,380

1. All financial data are shown in nominal prices and do not take account of inflationary changes.

Right to Acquire sales in England

Table 6: Right to Acquire sales

	Number	% Change
2001-02	40	111%
2002-03	110	192%
2003-04	240	113%
2004-05	410	74%
2005-06	470	15%
2006-07	570	21%
2007-08	540	-5%
2008-09	180	-66%
2009-10	90	-53%
2010-11	200	134%
2011-12	140	-29%

In 2011-12 140 Registered Provider homes were sold through the RTA scheme in England, compared to 200 the previous year. Since its introduction in 1997-98 3,020 homes have been sold through the RTA scheme.

Social HomeBuy sales in England

The Social HomeBuy scheme was introduced in 2006-07, since when 530 homes have been sold - the majority being Registered Provider properties. In 2011-12 a total of 40 Social HomeBuy homes were sold compared to 110 in the previous year.

Table 7: Social HomeBuy sales

	Local Authority Social HomeBuy sales	Registered Provider HomeBuy sales	Total Social HomeBuy sales	
			Number	% Change
2006-07	0	50	50	..
2007-08	0	160	160	240%
2008-09	10	90	100	-38%
2009-10	10	70	80	-23%
2010-11	10	100	110	42%
2011-12	10	30	40	-63%

Accompanying tables

Accompanying tables are available to download alongside this release at

<https://www.gov.uk/government/statistical-data-sets/live-tables-on-social-housing-sales>

Table 648: Local Authority stock sold through Right to Buy and other council house sales by district.

Chart 671: Local Authority and Registered Provider stock sold through the Right to Buy scheme.

Chart 676: All sales of Local Authority stock (including transfers to Registered Providers).

Table 677: Registered Provider stock sold through the Right to Acquire scheme.

Table 678: Total social housing sales.

Chart 679: Total social housing sales.

Chart 680: All sales of Registered Provider stock.

Chart 681: Percent of Right to Buy sales that were flats.

Table 682: Financial data on Registered Provider homes sold through Right to Buy.

Table 683: All Social HomeBuy sales.

Table 684: Social housing: Demolitions of Registered Provider and Local Authority stock

Notes to the tables

The following conventions have been used in the tables:

- . Not available
- .. Not applicable
- Nil or less than half the final digit shown
- ^R Revised from previous release

Totals may not equal the sum of component parts due to rounding to the nearest 10.

Demolitions and Transfers

Changes in the amount of social housing stock can also arise due to demolitions. Whilst outside the scope of this release, in response to user feedback, a new Live Table that brings together demolitions of local authority and registered provider stock has been published (Live Table 684).

Changes to stock can also arise due to the transfer of stock from local authorities to registered providers (through Large Scale Voluntary Transfers, LSVTs) and between registered providers. Information on local authority LSVTs is reported by the Homes and Communities Agency at www.homesandcommunities.co.uk/ourwork/existing-stock##lsvt and is included in our Live Tables 648 and 674. Transfers between registered providers are published by the Homes and Communities Agency in their supporting tables for the Statistical Data Return (www.homesandcommunities.co.uk/news/statistical-data-return)

Data scope and sources

The social housing sales in England presented in this release cover sales of local authority and private registered provider existing stock. This includes sales under the Right to Buy, Preserved Right to Buy, Right to Acquire, Social HomeBuy, other outright or shared equity sales to tenants, and sales of existing stock to the private sector. Shared equity sales to tenants are recorded at the point of initial sale. The figures exclude sales through low cost home ownership schemes where these do not relate to existing social stock, i.e. sales of newly built homes for shared ownership or acquisitions of private sector homes for affordable home ownership. Intra-tenure transfers between social housing providers are also excluded.

Sales of local authority stock are collected from the Local Authority Housing Statistics returns supplied by Local Authorities to the Department for Communities and Local Government (DCLG). This gives information at district level for all Local Authority council house sales as well as housing capital expenditure. From 2010-11 the frequency of this return was reduced from quarterly to annual.

Registered Provider social housing sales figures are from the Statistical Data Return (SDR) supplied to the Homes and Communities Agency (HCA) by Registered Providers and the Continuous Recording (CORE) run by the Department for Communities and Local Government (DCLG). Registered Provider Right to Acquire sales are from the Homes and Communities Agency (HCA) Investment Management System (IMS), a system for administering grant. Social HomeBuy figures are from a combination of P1B returns (for Local Authority Social HomeBuy sales) and IMS (for Registered Provider Social HomeBuy sales).

All data are rounded to the nearest 10 units with the exception of the aggregate financial data where the totals are shown in millions.

Data quality

Local Authority returns (Local Authority Housing Statistics form)

Some Local Authorities do not own any stock and so cannot make any social housing sales. As at 1 April 2011 there were 175 authorities with at least 100 units of stock, of which 157 made a complete return, although many of the omissions were minor. This meant the total dwelling sales figure collected from each local authority has been used.

Registered Provider returns

All social landlords that are registered with the Homes and Communities Agency complete a Statistical Data Return (SDR) which includes data on all their sales. The SDR sales data is not reported by geographical area and does not have information on property type, therefore proportions from the Continuous Recording (CORE) returns are used to produce these statistics. CORE returns are only required from Registered Providers (RPs) with at least 250 units or bedspaces. This method assumes that the property type distribution of any sales not reported on CORE, such as those by small RPs, is the same as those for larger RPs.

The SDR does not ask RPs to provide financial information on their sales of stock. However, CORE returns do include financial data on social housing sales. As CORE does not provide complete coverage of all sales, and there are no estimates made for the sales not covered by CORE, the financial information from CORE are shown as simple average values.

The Homes and Communities Agency (HCA) Investment Management System (IMS) contains information provided by RPs that have applied to receive grant and this shows the number of Right to Acquire and RP Social HomeBuy figures. These are also reported through the SDR but the IMS figures are used here because they are based on grant funded completions.

As set out in the Written Ministerial Statement on 18 September 2012, the Department no longer publishes statistics at a regional level. This follows the abolition of regional government by the Coalition who do not believe that regions provide a coherent or meaningful framework for assessing public policy. Instead, our published statistics present, where relevant, other sub-national geographies which are more aligned with public policy. The Written Ministerial Statement can be found here: www.gov.uk/government/news/local-statistics-written-ministerial-statement.

Related statistics

Quarterly Right to Buy Sales

The DCLG now publishes quarterly statistics on local authority Right to Buy sales. These are available from the LOGASNet data collection from local authorities. The first ever release, covering data for 2011-12 Q1 and Q2 was published at the same time as this release. They can be found alongside this release at the following link:

www.gov.uk/government/organisations/department-for-communities-and-local-government/series/social-housing-sales-including-right-to-buy-and-transfers

Affordable housing supply

The DCLG publishes statistics showing the total additional supply of affordable housing each year. This release includes additional social rented stock and the provision of low cost home ownership at the point of build completion or acquisition of the property. The Homes and Communities Agency's IMS system is an important data source for the affordable housing statistics and is also the preferred source for Right to Acquire and Social HomeBuy sales used in the social housing sales statistics. They can be found at the following link:

www.gov.uk/government/organisations/department-for-communities-and-local-government/series/affordable-housing-supply

Low cost home ownership sales

The DCLG collects data from Private Registered Providers through the Continuous Recording (CORE) logs. A CORE log is completed for each sale of a registered provider home, including all low cost home ownership products and outright sales. CORE data are used in this release for financial data on RP sales. CORE data for 2011-12 can be found at the following link:

www.gov.uk/government/publications/social-housing-lettings-and-sales-in-england-2011-to-2012-continuous-recording

Private Registered Provider stock

The Homes and Communities Agency (HCA) publishes annual statistics collected through its Statistical Data Return (SDR) on stock size, location, type, provider characteristics and rents relating to Registered Providers (RPs) in England. Data from the RSR is the main source of RP data used in the social housing sales statistics.

www.homesandcommunities.co.uk/news/statistical-data-return

Dwelling stock estimates

DCLG also publishes statistics showing the total dwelling stock in England each year and estimates of stock by local authority district and tenure. They can be found at the following link:

www.gov.uk/government/statistical-data-sets/live-tables-on-dwelling-stock-including-vacants

Estimates in other UK countries

Statistics relating to sales of social housing stock in the other UK countries are published by the devolved administrations. In all countries, data are collected from returns made by the stock owning authority (local authority, housing association or equivalent). The scope of these statistics is therefore similar across the UK, but there are some differences in the treatment of shared ownership dwellings.

Data for **Wales** can be found at

<http://wales.gov.uk/topics/statistics/headlines/housing2012/120612/?lang=en>

Social housing sales in Wales are covered by the same legislation as England. The statistics published by the Welsh Government cover sales of stock owned by local authority and registered

social landlords under Right to Buy, Preserved Right to Buy, Right to Acquire, and voluntary and other sales. The voluntary and other sales category includes sales under the range of low cost home ownership schemes that operate in Wales. From January-March 2010 onwards, shared ownership sales are counted only when they are completed and the landlord no longer owns a share. Prior to this they only counted these sales when the initial share was sold.

The scope of social housing sales statistics in Wales is therefore slightly wider than that reported here for England which does not include shared ownership sales for non-social tenants.

Scotland's publications on social housing sales can be found at

www.scotland.gov.uk/Topics/Statistics/Browse/Housing-Regeneration/HSfS/Sales

Social housing sales in Scotland are governed by different legislation to England and Wales, but the principles are similar. The tables presented cover sales of public authority stock including local authorities, new towns and Scottish Homes. Some tables include some housing associations sales where these have tenants with a preserved Right to Buy (by dint of stock transfers from LAs). Sales included are those under Right to Buy, Rent to Mortgage (prior to 2003), and other public authority sales which include sales to other individuals as well as block sales and transfers. Sales to other individuals involve the sale of council house property on the open market to non-sitting tenants. Other housing association sales included are initial shared ownership sales and other sales of dwellings. Including shared ownership sales at the point of the sale of the initial share is different to the approaches taken in Wales.

In **Northern Ireland**, social tenants have the right to a statutory house sale, which is similar to a "Right to Buy". Data for Northern Ireland can be found at

www.dsdni.gov.uk/index/stats_and_research/stats-publications/stats-housing-publications/housing_stats.htm

The statistics cover sales by the Northern Ireland Housing Executive (Northern Ireland's strategic housing authority) to sitting tenants, sales by Housing Associations to sitting tenants and other sales. Separate tables also show full equity sales under the Co-ownership schemes (the equivalent of the HomeBuy schemes in Great Britain).

Revisions policy

This policy has been developed in accordance with the UK Statistics Authority Code of Practice for Official statistics and the DCLG Revisions Policy.

Revisions to previous years data are generally incorporated in the next release. However if a substantial error was identified as a result of the data collected, compilation, imputation or dissemination process, then the statistical release, live tables and other accompanying releases would be updated with a correction notice as soon as is practical. Figures are not published in these statistics with a provisional status and the component data are reported as final annual figures. Revised figures are labelled "R".

Background notes

1. Figures on social housing sales only include the number of sales where these sales result in existing stock leaving the social sector. These include sales under Right to Buy (RTB), Preserved Right to Buy (PRTB), Right to Acquire (RTA), Social HomeBuy (SHB), Voluntary Purchase Grant (VPG), other outright or shared equity sales to tenants and disposals of existing stock to the private sector.
2. Sales of other kinds, such as shared ownership sales of newly built social stock or of private sector stock, stock transfers to Registered Providers, either from Local Authorities or other RPs, and demolitions are **not included** in the total social housing sales figures.
3. The Right to Buy scheme (RTB) was introduced by the 1980 Housing Act with effect from October 1980. RTB is available to:
 - a. secure tenants of Local Authorities and RPs
 - b. RP assured tenants who have been transferred with their homes as part of a stock transfer from a Local Authority to a RP – these tenants have a Preserved RTB. Qualifying tenants may purchase the home they rent from their social landlord at a discount.
4. The Right to Acquire (RTA) scheme was introduced by the Housing Act 1996 with effect from 1 April 1997. The scheme enables eligible housing association tenants living in qualifying properties to buy their rented home at a discount. RTA only applies to properties built or acquired by housing associations, both charitable and non charitable, with public funds from 1 April 1997 onwards. Properties transferred from a Local Authority to a housing association after 1 April 1997 are also eligible. Some properties are exempt from RTA including sheltered housing and homes located in small rural settlements.
5. Social HomeBuy (SHB) is a voluntary scheme which was introduced in April 2006. It enables tenants of participating Local Authorities and housing associations to buy a share of between 25% and 100% in their rented home. SHB helps in particular housing association tenants who do not have the Right to Buy or Right to Acquire, and social tenants who cannot afford outright purchase. Tenants receive a discount on the initial share purchased and on any additional shares they buy. This is equivalent to the Right to Acquire discount (between £9,000 and £16,000 - depending upon the Local Authority area in which the property is located) pro-rata to the share purchased.
6. Voluntary Purchase Grant (VPG) was a voluntary scheme which enabled tenants of participating housing associations to buy their rented home outright at a discount. The scheme helped tenants who did not have the Right to Buy or Right to Acquire. VPG was replaced by Social HomeBuy in April 2006.
7. The figures do not include sales and transfers between LAs and Registered Providers. The 23,970 Large Scale Voluntary Transfers (LSVTs) of Local Authority stock to RPs and 13,890 sales and transfers between RPs in 2011-12 are not included in the figures.

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8. These statistics relate to England only. Please see the *Related Statistics* section for links to the devolved administrations.

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November 2012

ISBN: 978-1-4098-3697-1