

# Affordable housing opportunities for private housebuilders

Paul O'Driscoll, Business Development Director  
Wates Living Space



Above all, it's about people



## This session

- Private sector affordable housing provision
- Opportunities in the sector
- a new model for house building?



## Wates Living Space

- Part of the family owned Wates group
- One of the UK's leading affordable housing contractors
- Build or refurbish around 20,000 homes each year

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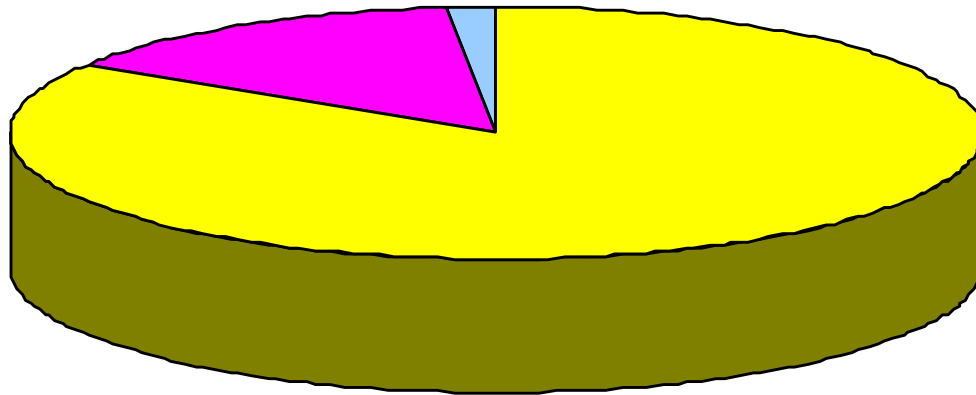


## Affordable housing provided by:

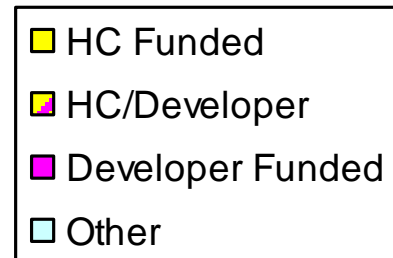
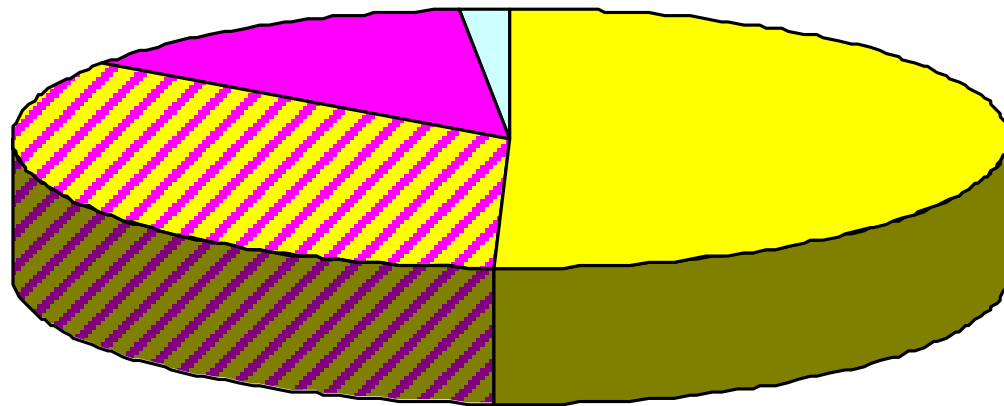
- RSLs
- Private developers
- Local Authorities

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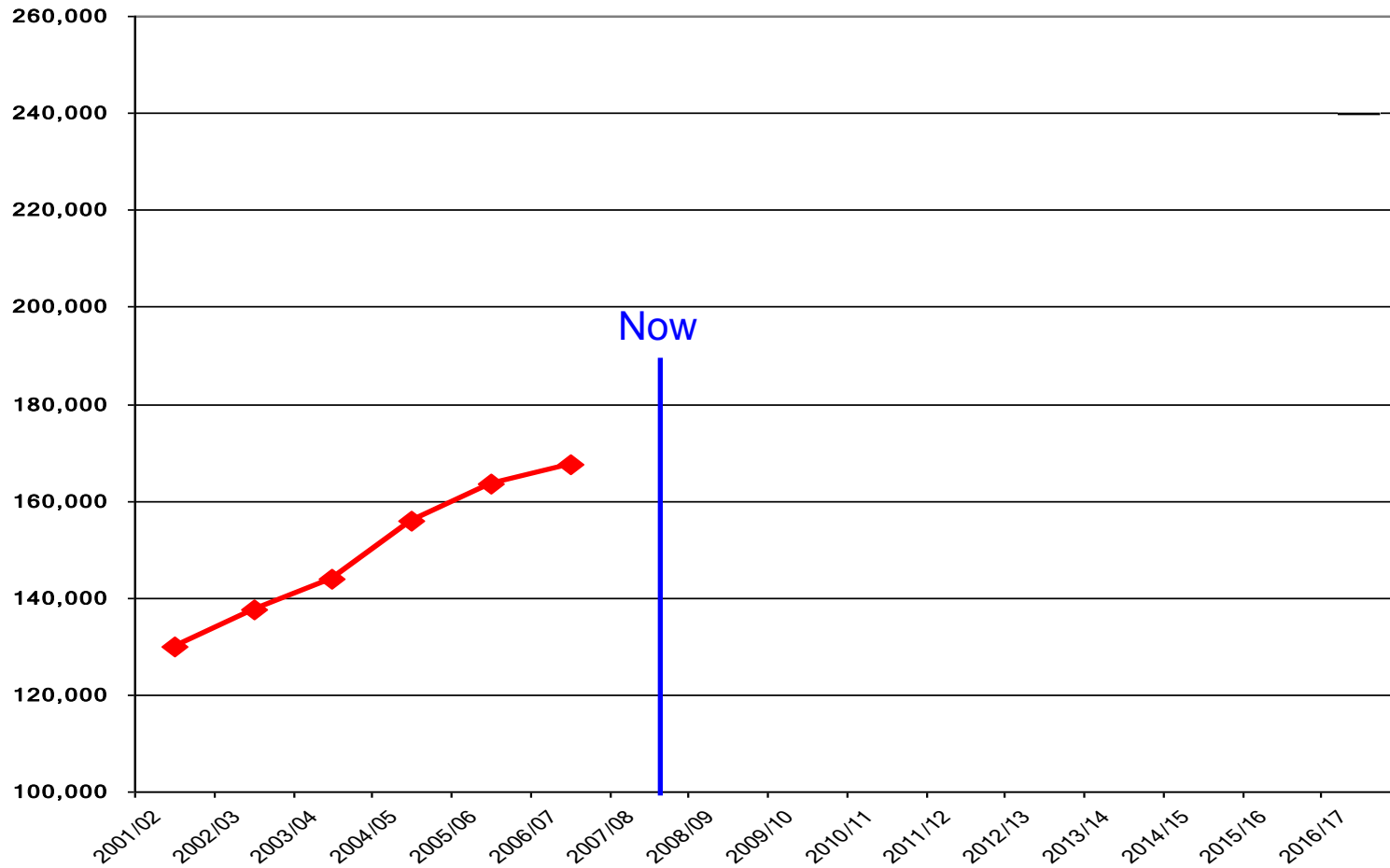
# Breakdown



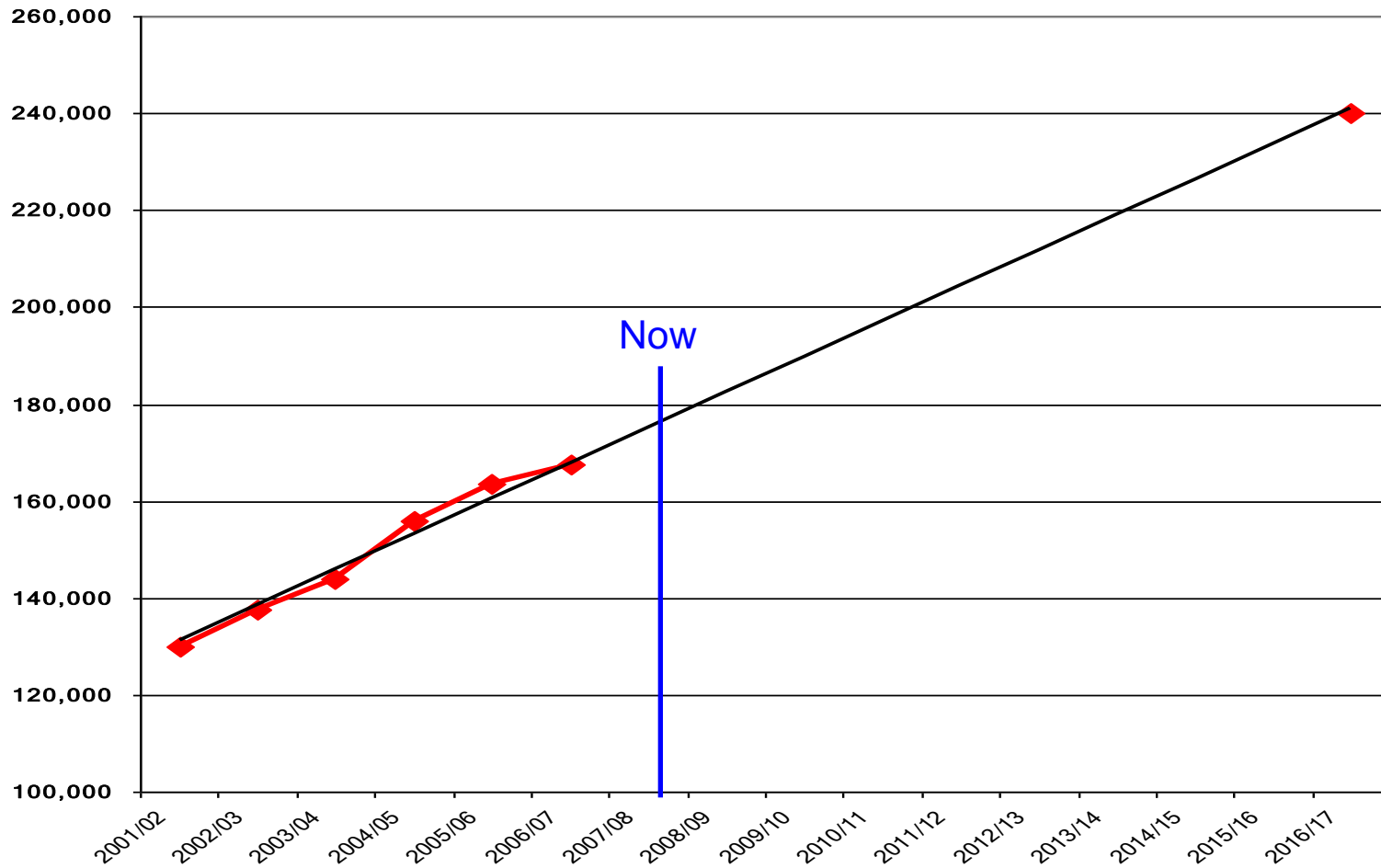
# Breakdown



# There was a plan...



# 240,000 homes per year...



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# But now...



## Housebuilder may axe 1,000 jobs

## Public housing work hits six year low

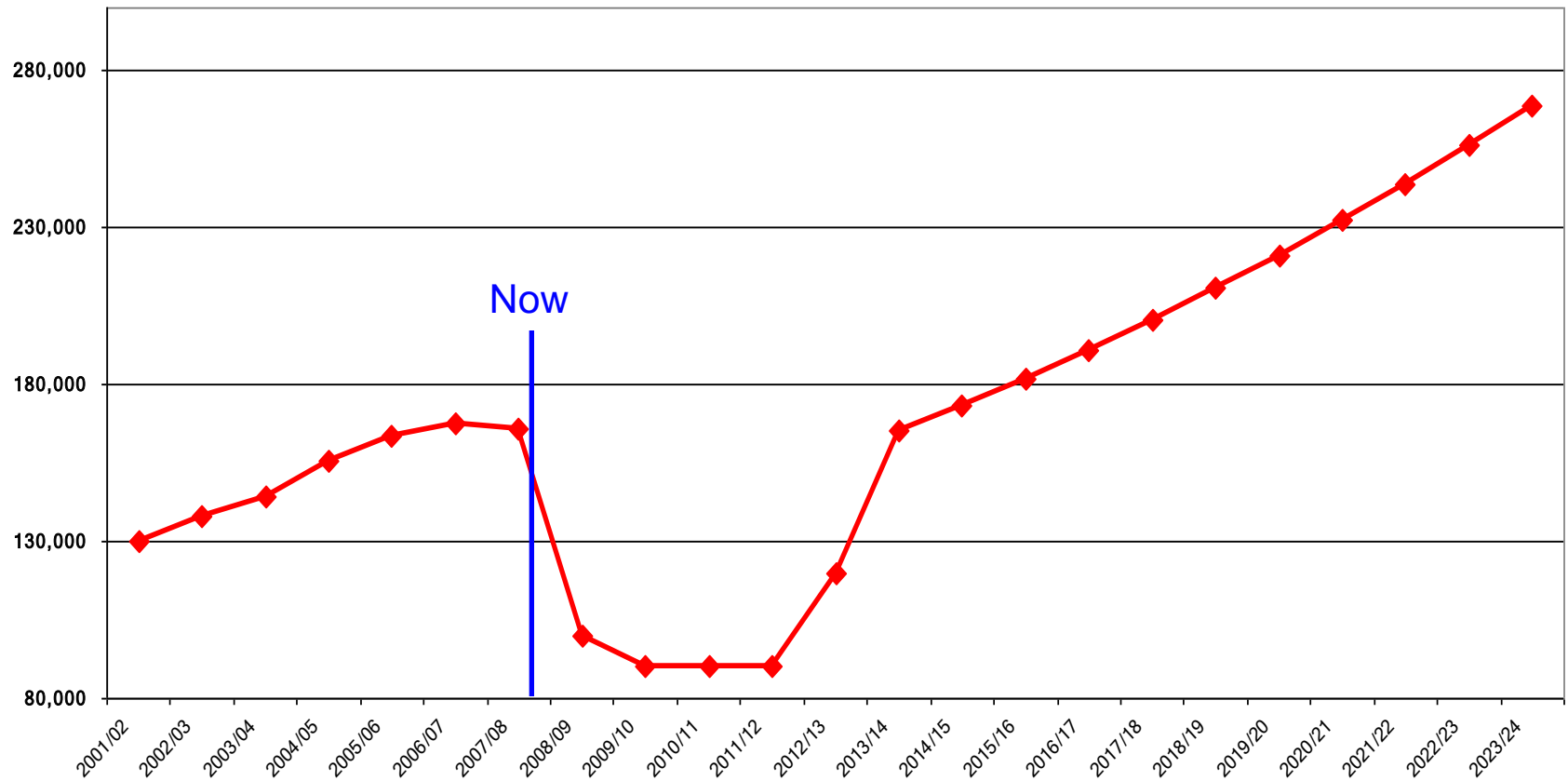
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Construction crisis: Taylor Wimpey takes £1.5bn hit as property values slashed

## Job losses **'Worse to come' as landlords shed jobs**

# The future?



# Opportunities in the current market?

- Grant available to housebuilders, LAs and ALMOs
- Formation of HCA
- LHCs
- Other product types
  - Supported housing
  - Student accommodation



# Do we have the right model?

- Variations in housing demand
- A planning system that is probably not fit for purpose
- Under increasing cost pressure
- Lacking a major professional private rented sector
- Influenced by best consideration regulations
- Doesn't consistently apply a team approach

# Opportunity to revisit traditional model?

- Partnerships with Public Sector
- Partnerships with Private Sector



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## Opportunity for a collaborative approach?

- Volume procurement to drive down cost
- Risk sharing
- Working with energy suppliers for new energy solutions
- Multiple tenure and use
- Meaningful community development

# Our approach

- Specialists in affordable housing projects
- Always in partnership
- Provide a full range of capabilities
- Long-term relationships
- Focus on CR issues

# In summary...

- There are opportunities
- They may require a different approach
- A new model could emerge
- It would have benefits beyond the delivery of housing





**Thank you**



**Above all, it's about people**