



A MORTGAGE LENDERS PERSPECTIVE

DOUGLAS COCHRANE
HEAD OF HOUSING DEVELOPMENT

HOUSING MARKET INTELLIGENCE – THURSDAY 5TH OCTOBER 2017

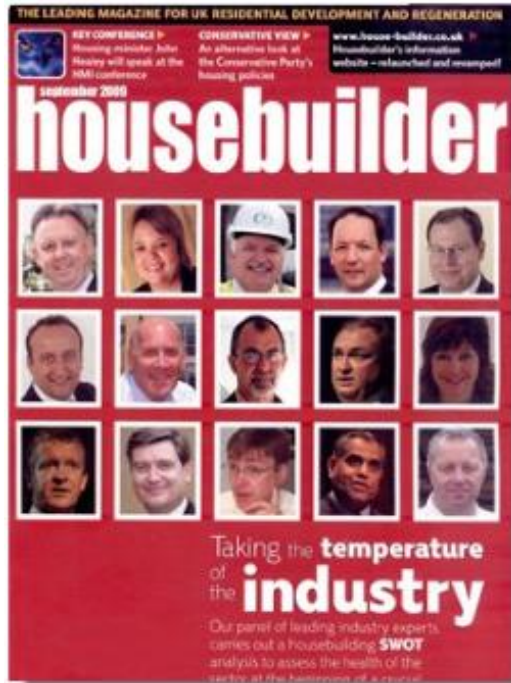


Topics:

- What does the current picture look like
- Mortgage availability
- What are the '*Challenges in Housebuilding*' for lenders:
 - Quality
 - MMC

How far have we come?

2009



Weaknesses:



- No.1 – Downvaluations (24%)
- No.2 – Tight Mortgage Market (22%)

2017



Strengths:

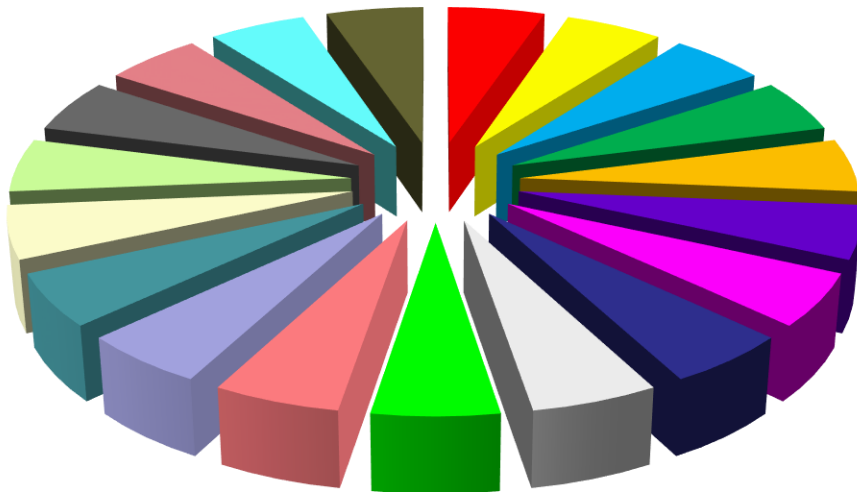


- ✓ No.4 – Low Mortgage Rates (16%)

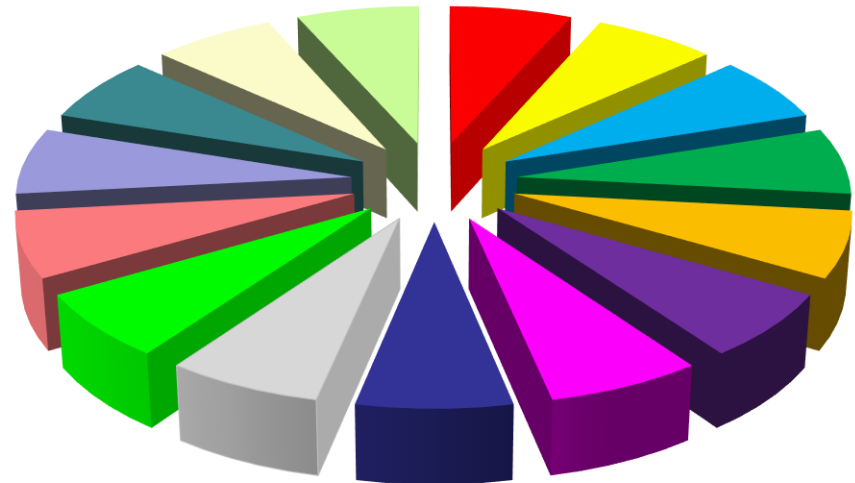
The 'Wheel of Fortune'???



19 Lenders



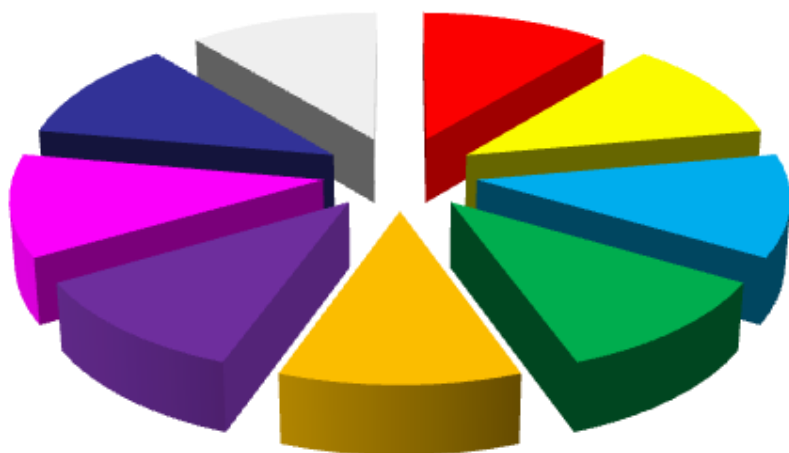
15 HtB Lenders



“Reliance on Government Initiatives” 2017 SWOT – Weakness No.2 (18%)



10% Deposit – 9 Lenders



5% Deposit – 2 Lenders



Source: L&G New Build Panel Lenders

Quality – Skills / Labour / Materials



All Party Parliamentary Group for Excellence in the Built Environment



appg

HOUSE OF COMMONS
LONDON SW1A 0AA

More homes, fewer complaints

Report from the Commission of Inquiry into the
quality and workmanship of new housing in England

July 2016


UK FINANCE

UK Finance Disclosure of Incentives Form Version 2.1
(use from 12 March 2012)

This form must be completed by the seller(s) of any property that is to be occupied or purchased for the first time, or for the first time in its current form, i.e. a new build, renovated or converted property. The completed form must be supplied to the solicitor/conveyancer acting on behalf of the lender providing the mortgage finance for the property. The form must be supplied to the valuer acting on behalf of the lender upon request.

This form is designed to ensure full disclosure of the financial aspects of the sale. It is not meant to be used to provide a valuation.

1. BUYER DETAILS
Name(s) of buyer(s)

2. NEW PROPERTY DETAILS
Plot Number Dwelling type
(house, flat, maisonette etc.)
Development Name and Address
Property Postal Address Postcode
(if allocated) (if allocated)

3. ASSISTED PURCHASE DETAILS
Please provide full details of any assisted purchase scheme utilised in this transaction
(e.g. shared equity, shared ownership, loan from seller or other indemnity/guarantee scheme)

IF SHARED EQUITY:
Total of any 'equity loan(s)' held by seller, provided by % (percent)
government or by other third party
(usually in the legal form of a second charge)

Name of party or parties retaining/providing an equity loan
Name of scheme


IF SHARED OWNERSHIP
Ownership share purchased by the buyer % (percent)
Ownership share retained by seller or purchased by third party % (percent)

Name of party or parties retaining/purchasing an ownership share

LOAN FROM SELLER
Provide details of the loan including any interest and repayment terms, whether secured or unsecured

IF OTHER SCHEME
(e.g. first/last or 50/50 scheme)
Name of scheme

Please provide details of any resale restrictions included in the title

 WPI ECONOMICS


HOME BUILDERS FEDERATION

Consumer protection in the new homes market

A WPI Economics Report for the Home Builders Federation
August 2017

Matthew Oakley, Director
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 WPI ECONOMICS

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“Boosting productivity and innovation by encouraging modern methods of construction..”

(Fixing our broken housing market – DCLG February 2017)

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Charles II (1666)

“..that no man whatsoever shall presume to erect any house or building, great or small, but of brick or stone; and if any man shall do the contrary, the next magistrate shall forthwith cause it to be pulled down,..”



- **Housing Defects act 1984 (etc)**



✓ **Timber Frame:**
9% - v – 81%

“Supporting custom-build homes..”

(Fixing our broken housing market – DCLG February 2017)

Source: NHBC

Thank You:

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