RESIDENTIAL

JLL

THE EXPERTISE THAT COUNTS

STOCK RATIONALISATION

A comprehensive process for rationalisation including stock disposals, acquisitions and swaps. With our extensive market knowledge, we can help you increase operational efficiencies; improve residential services; and free up capital which can be used to re-invest into core growth areas. Our goal is to deliver expert consultancy advice to ensure the optimal rationalisation strategy is realised and the process is effectively managed throughout.

OUR SERVICES

Stock Rationalisation is at the heart of the HCA's drive for "active asset management". We can help to grow, refine and rationalise stock holdings in your area of operation.

Our service includes:

- Strategy definition, strategic advice and asset management consultancy.
- Valuation advice and report; we value 500,000 homes a year, worth over £20 billion.
- Specialist building surveying advice on stock condition, liabilities and opportunities.
- Option appraisal testing and definition of stock for sale.
- Market analysis and testing, including innovative sale solutions.
- Data consolidation and cleansing; and setting up a property marketing website.
- Competitive tender management, including bid analysis and negotiations with bidders.
- Delivery of an effective Due Diligence process, including co-operation with lawyers.
- Consultations with local authorities and the HCA; and applications for S.172 consent.
- Full management of transfer process to exchange and completion of contracts.

OUR EXPERIENCE

JLL has extensive experience in dealing with nationwide stock sales, acquisitions and swaps. We have advised on transactions of over 4,500 Affordable Housing properties, totalling circa £235 million, with successful outcomes for both vendor and purchaser.

Recent projects have included:

- Disposal of a Private Retirement portfolio of 380 homes for an RP in London.
- Disposal of 100 homes in London for a national RP.
- Disposal of 5 tranches of stock for a national RP totalling 232 homes.
- Acquisition of mixed tenure stock totalling 214 homes.

NETWORK STADIUM HA

JLL worked with Network Stadium Housing Association, to market and sell a portfolio of 382 private retirement and sheltered housing properties. Marketing of the portfolio was complex, with the portfolio comprising 10 separate schemes located in London and the Southern Counties. The portfolio was successfully sold at a significant premium over existing use value helping our client to release capital to reinvest in their core business.

MINISTRY OF JUSTICE

JLL is working as Sales Agent for this government department on a series of disposals of stock held in West London. Our instructions have involved developing a full marketing campaign, with a secure on-line data room, and inviting offers from a select group of bidders. Offers were invited from both private sector investors/developers and Registered Providers. The price achieved was well in excess of the base valuation achieving an excellent result for our client.

NATIONAL REGISTERED PROVIDER

JLL advised a major national Registered Provider on its acquisition of circa 200 units located in its core area of operation. Our services included a full range of acquisition advice. This included determining value, building consultancy advice, recommending a bid price and analysing ways of unlocking value within the portfolio. Advised by JLL, the Registered Provider submitted a competitive bid and was successful in acquiring the stock.

CONTACT US

JLL's Affordable Housing team is widely recognised as a market leader in providing specialist consultancy advice to a wide range of clients. The team has been established for over 20 years and is now 30 people strong, including senior staff who have first-hand experience working in Registered Providers. Our team operates nationwide and has a thorough understanding of social housing; its provision and financing; and asset management.

jll.co.uk/residential

STOCK RATIONALISATION

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