

we can find the land

we can conduct a survey

we can handle the conveyancing



we can carry out the EPC

we can arrange the mortgage

...and much more

Affordable housing expertise

Affordable housing expertise

The award-winning Connells Group is a leading provider of land and property services to the affordable housing sector. From its extensive national estate agency network to its EPC provision and in-house valuation expertise, Connells Group provides an all encompassing service to Housing Associations at every step in the process of high quality housing provision.

Connells Group working with 19 of the Top 20 Housing Associations

Our Group includes:

- 470 estate agency branches across the country
- A national team of dedicated land and new homes experts
- Specialist survey and valuation services
- 450 mortgage consultants trained in shared ownership
- Fuel poverty action packs including Energy Performance Certificates
- Leading asset management business
- A national lettings agency network
- The Group's national and regional auction service
- Home conveyancing provision and advice

Estate agency



The Connells Group includes one of the UK's largest and most successful estate agency networks, comprising of well-known brands such as Barnard Marcus, Connells, Fox & Sons and William H Brown, to name a few. We have a national team of new homes specialists with proficiency in shared ownership and outright sales for Housing Associations. This combination of award-winning national estate agency and dedicated affordable housing expertise means the Connells Group sells hundreds of homes on behalf of Housing Associations each year.

Affordable housing partners can access a number of specialist sales and marketing services via Connells Group estate agency branches including:

- 'Red Book' valuations
- Contact with the local housing list prior to marketing
- Approaching key workers and ensuring prospective buyers have been approved by the local HomeBuy agent
- Experienced site sales representatives
- Heavily discounted press advertising and exposure on a number of property portals including Rightmove and Zoopla as well as our own websites www.sequencehome.co.uk and www.connells.co.uk
- Distributing brochures and marketing material direct to suitable buyers via our national applicant database
- Regular reports on the local housing market to assist in maximising sales rates and revenues
- Financial qualification of prospective buyers prior to reservation via our new homes mortgage service



Did you know...

Connells Group can also help Housing Associations with the disposal of vacant stock. This includes commercial units, residential housing and flats, properties in need of complete refurbishment and properties with subsidence issues. On average, it takes us about two weeks to take these transactions from instruction to sale agreed.

Land

At Connells Group, our national team of dedicated land and planning experts are on hand to help Housing Associations find and secure development opportunities, as well as making strategic disposals from existing portfolios.

The Group's extensive range of land services for affordable housing providers goes beyond sourcing traditional development sites. We can provide:

- Support to Housing Associations on detailed Section 106 planning agreements for larger sites
- Commissioning of design and build packages
- The sale of existing properties and sites to raise funds as well as advice on rationalising portfolios into more manageable geographical areas

Land valuations

Connells Group's in-house valuation specialists offer a formal valuation service to assist affordable housing providers with site acquisition. Whether you are purchasing completed or part-completed units, or require valuations on shared ownership properties, our experienced land experts can provide:

- land valuations
- open market valuations on completed and part-completed units
- open market rental values
- January 1999 open market values

Surveys and valuations

Connells Survey & Valuation is a leading provider of valuation services with an extensive national network of RICS chartered surveyors. We deliver a comprehensive range of surveying services to the affordable housing sector. The company is Quality Assured and holds ISO 9001-2008 quality accreditation. Latest technology platforms are at the forefront of our business enabling us to deliver optimum service to a broad range of clients.

We offer a full range of residential valuation types to Housing Associations including specialist residential valuation work, land planning and acquisition and affordable housing surveys.

Services include:

- Valuation reports ● Homebuyer surveys ● Building survey reports ● Shared ownership marketing appraisals
- January 1999 open market values ● Stock valuations ● Housing stock condition surveys ● External appraisals
- Automated capital and rental value modelling

Mortgages

The Connells Group has an award-winning mortgage business employing 450 qualified mortgage consultants. Connells is registered with the Financial Services Authority (FSA) and our mortgage consultants provide specialist advice for all needs, including first time buyers, home movers, right to buy, shared ownership, shared equity and remortgaging nationwide.

Our services offer a number of benefits:

- A panel of mortgage lenders and insurance providers including high street lenders in the shared equity and shared ownership sectors
- Electronic point of sale system which is fully integrated with lenders and insurance providers providing an efficient and robust compliance model and ensuring a consistently high application to completion rate at 85%
- A 'one fee' valuation proposition so customers can change lenders during the application process
- Access to dedicated teams of underwriters via our panel lenders, enabling us to progress urgent cases through to completion
- Exclusive products via our panel lenders giving us competitor advantage and ensuring customers have access to a wider range of products
- An award-winning service - the Connells Group won Best Financial Services at the Estate Agency of the Year Awards in 2009 and 2010



Home conveyancing

The ability to have more control over the purchase conveyancing transaction is a powerful tool, especially with shared ownership leases. Connells Group home conveyancing service is designed to help Housing Associations reach an early exchange of contracts and allow them to offer buyers added value such as 'no purchase, no fee*' and our 'search pledge*' so they won't have to pay more if a purchase falls through.

Connells Group home conveyancing proposition for affordable housing offers a number of benefits:

- Legal issues resolved: purchasers solicitors can agree the standard contract and legal title with your solicitors in advance so issues are resolved prior to homes being released
- Early commitment: search fees are collected at the point of reservation providing a financial commitment from the buyer at the outset
- Focused support: work is dealt with by a dedicated property lawyer who is experienced at handling purchases on shared ownership properties
- Convenience: open seven days a week and late nights
- Added value: 'no purchase no fee' and 'search pledge' mean your buyer won't have to pay twice on fees and searches if a purchase falls through*
- We can also offer a bespoke conveyancing proposition for your purchasers

* Terms and conditions apply

Energy efficiency and sustainability

Vibrant Energy Matters (VEM), part of the Connells Group, is the UK's leading energy assessment provider to the public sector. VEM is the only national provider with a fully employed work force of accredited energy assessors and property consultants, ensuring the best service to Housing Associations and their tenants.

VEM provides a suite of services to meet the challenge of improving energy efficiency on affordable housing stock, be it existing homes, new builds, refurbishment projects or commercial buildings.

The Connells Group's expertise in energy efficiency, via VEM, has helped our Housing Association partners comply with standards and regulations relating to quality, health and safety and the environment; we are at the forefront of providing bespoke energy and sustainability services to our clients.

Services include:

- Evaluating proposed or current stock with a range of in-depth audit and assessment tools (EPCs, DECs, Air Con Inspections, SAP assessments and New Build tests for compliance with Building Regulations)
- Delivering best practice energy efficiency guidance and training to educate owners and occupiers
- Effecting recommendations generated from property analysis to achieve tangible energy efficiencies and associated financial and social benefits, for example optimising insulation, heating systems and renewable technologies
- Participation in and awareness of Green Deal and other impending policy direction

Lettings

The Connells Group has an extensive national network of lettings branches including well-known high street names like Allen & Harris, Connells, and William H Brown. We have many years of experience in handling the private letting of residential properties across England, Scotland and Wales and let thousands of properties each year.

We can utilise our knowledge of national trends and local pricing for registered providers of affordable housing with the facts and figures that we have via our database of transactions.

We can also assist the board and executive staff of registered providers with detailed analysis of affordable rents, as defined as 80% of market rents, which we are very used to providing to our corporate landlord clients.

Asset management

Connells Asset Management has specialised in the outsourced management of property since 1991 and has a wealth of experience in the affordable housing sector.

Our team of experienced property consultants can manage property disposal on your behalf starting with appraisal through to agent selection, marketing, maintenance and completion.

We can work as a fully outsourced asset manager or we can provide a service to complement and supplement your in-house operation.

Affordable housing partners, when using Connells Group asset management services, will benefit from:

- Easy access to management information via our secure web portal
- Access to a service that is scalable and flexible depending on your needs
- Comprehensive property management service, including market appraisal, agent selection, maintenance, Insurance and security
- Use of the Connells Group's award-winning national estate agency network
- Integrated home conveyancing services
- Proven track record and best practice guidance on processes
- Close management of approved contractor panel for maintenance and repairs
- Centralised billing and automatic case management system

Property auctions



The Connells Group's auctioneers have years of experience acting on behalf of Housing Associations, Local Authorities and other public bodies so have in-depth understanding of compliance with fiduciary duties.

For property disposals, Connells Group auctions can offer affordable housing partners maximum marketing exposure via its national network of auction centres, including names like Barnard Marcus, William H Brown, Bagshaws Residential and Fox & Sons, and its network of estate agency branches across the UK. Indeed, Sequence auctions, part of the Connells Group, is the UK's largest residential auction business and offers competitive fees to affordable housing partners.

Our monthly auctions supported by highly trained auction teams, high impact marketing, technology, rigorous compliance and audit procedures and the support of the wider Connells Group business functions mean that our auction service can achieve the best price for Housing Associations on their property disposals.

Contact us

Why not find out for yourself why 19 of the Top 20 Housing Associations work with us. For further details, please contact:

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