



Homes
England

The Housing and Regeneration Agency

Homes England: Land Hub

Accompanying Guide



OFFICIAL

Contents

Introduction.....	3
Our land and property portfolio	3
Buying land from Homes England.....	5
The Land Hub.....	6
Glossary	10

Introduction

We unlock land. We want to work with the full spectrum of housebuilders to deliver, at pace, high quality homes that local areas need.

Our role is to ensure more people in England have access to well-designed homes in the places they want to live. To make this happen, we work with partners to identify what housing is required and get more homes built where they are needed most. We work to speed up the delivery of homes, tackle market failure where it happens and help to shape a more resilient and more diverse housing market.

We control a significant amount of public sector land and have a responsibility to make best use of this land in support of the government ambition to release surplus public sector land for housing. For the housing sector to sustainably deliver 300,000 homes a year on average, a long-term pipeline of developable land is needed.

This document is for anyone who is interested in possibly buying land from Homes England and accompanies our interactive map – Land Hub – which provides visibility of our pipeline of sites we are intending to bring to market within a 6-month period.

The Land Hub replaces what we were previously known as, namely, the Land Development and Disposal Plan.

Our land and property portfolio

Our existing assets are diverse, and we are adding more sites to our portfolio through the Land Assembly Fund.

We are a significant public sector landowner with a varied and complex land and property portfolio of almost 9,100 hectares that is spread across a wide geography over England (excluding London), and comprises of:

- former Commission for New Towns land
- coalfield sites
- assets inherited from the former Regional Development Agencies (RDAs)
- sites acquired from other public landowners including from the Ministry of Defence, Ministry of Justice and the Department of Health and Social Care

Much of our portfolio is suitable for housing although we also have historic landholdings that are more suitable for non-residential purposes.

Some of the sites in our portfolio require very little intervention prior to disposal and this land is released into the market as quickly as possible. Other sites, however, require upfront investment to make them more attractive development opportunities and to speed up their development; this may include dealing with physical constraints, putting in infrastructure, and securing planning certainty.

We are also adding to our portfolio through our £1.03bn Land Assembly Fund. We are acquiring sites that without our intervention would not be available for housebuilding. For example, we acquired the Burgess Hill Northern Arc. This site had been stalled for more than ten years due to the complexities of the different land ownership and the need to deliver significant upfront strategic infrastructure works to provide a link road through the site in advance of homes being built.

Our Approach

As the government's housing accelerator, we are committed to making sure that we do not hold land longer than necessary and being transparent with the market regarding upcoming opportunities.

Our Principles

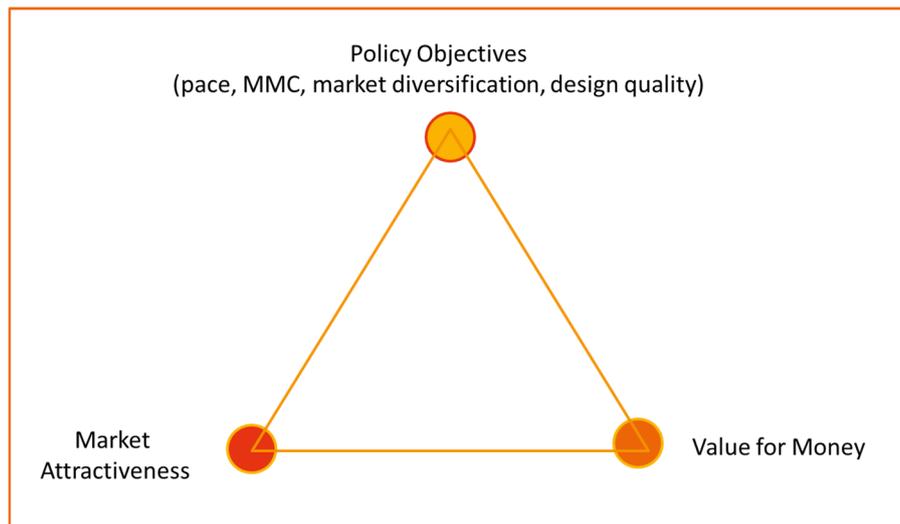
We have a diverse land and property portfolio with significant differences in site characteristics such as size, development potential and strategic importance to a local area.

Each development and disposal opportunity that is brought forward is unique.

As part of its commitment to ensuring a consistent approach to disposing of our land, we adopt the below principles:

- Ensuring that every disposal has clear objectives from the outset
- Consistency in the way site specific disposal strategies is prepared
- Undertaking early and meaningful market engagement
- Establishing the appropriate level of investment prior to disposal
- Providing clarity around the key commercial terms of the deal
- Consistency in the application of 'overage' provisions
- Transparency around our disposal pipeline

Through our land disposals, not only do we make surplus public land available for housing, we also realise our policy objectives and aim to balance these with ensuring that we deliver value for money and whilst ensuring that sites are considered commercially attractive to all types of developers and housebuilders.



The nature of our work means that we work collaboratively with local partners (Local Authorities, Combined Authorities, Local Enterprise Partnerships, and other public sector landowners) to ensure that our disposals, where appropriate, align with their local plans and ambitions.

Buying Land from Homes England

The main way we dispose of land is through our procurement process, the Delivery Partner Dynamic Purchasing System (DPS)

The disposal route is determined primarily by the potential number of homes that can be built on that site. We are also guided by value for money considerations. For sites where that number is less than seventy, we typically dispose of these sites via three routes, presenting a range of opportunities for small and medium-sized enterprises (SMEs) and registered providers (RPs).

Under 70 homes are sold on a competitive basis through:

- DPS (using our Building Lease or Building Lease 'lite' which is a simpler version tailored for smaller sites)
- open market (conditional or unconditional freehold sale)
- standard auction practice

Over 70 homes building lease or bespoke contract:

For sites with the potential for a larger number of homes, we sell these competitively to members on the DPS using our standard building lease or bespoke terms for very large sites.

Even with these larger sites, there may be opportunities for DPS members to collaborate with others such as SMEs and RPs.

Larger sites are sold through:

- DPS – our streamlined compliant procurement route for public sector organisations to appoint developers or contractors to deliver housing-led developments
- tender – for very large or strategic sites. Bespoke commercial or contractual arrangements may be used.

Further information on our DPS can be found on our website [Apply to join the Delivery Partner Dynamic Purchasing System](#) and [Delivery Partner Dynamic Purchasing System Supporting Information](#).

The Land Hub

The Land Hub is an interactive map that sets out the sites that we are intending to bring forward to the market. Site details are subject to on-going review to consider:

- Discussions with local partners
- Discussions with the market
- Due diligence
- Options analysis, which brings a sharper focus to place-making

Therefore, it is possible that there may be substitutions or alterations to individual opportunities, and we aim to make regular updates to the Land Hub.

We want to be transparent and provide early visibility of potential disposals to interested parties to inform longer term planning.

Alongside sites with housing or commercial development potential or investment opportunities, our portfolio also includes residuary liabilities such as public open space, structural landscaping, woodland, and infrastructure such as roads or watercourses. Some of these landholdings have very limited potential use, e.g. grass verges; but other sites, for example, may have an intended use such as open space.

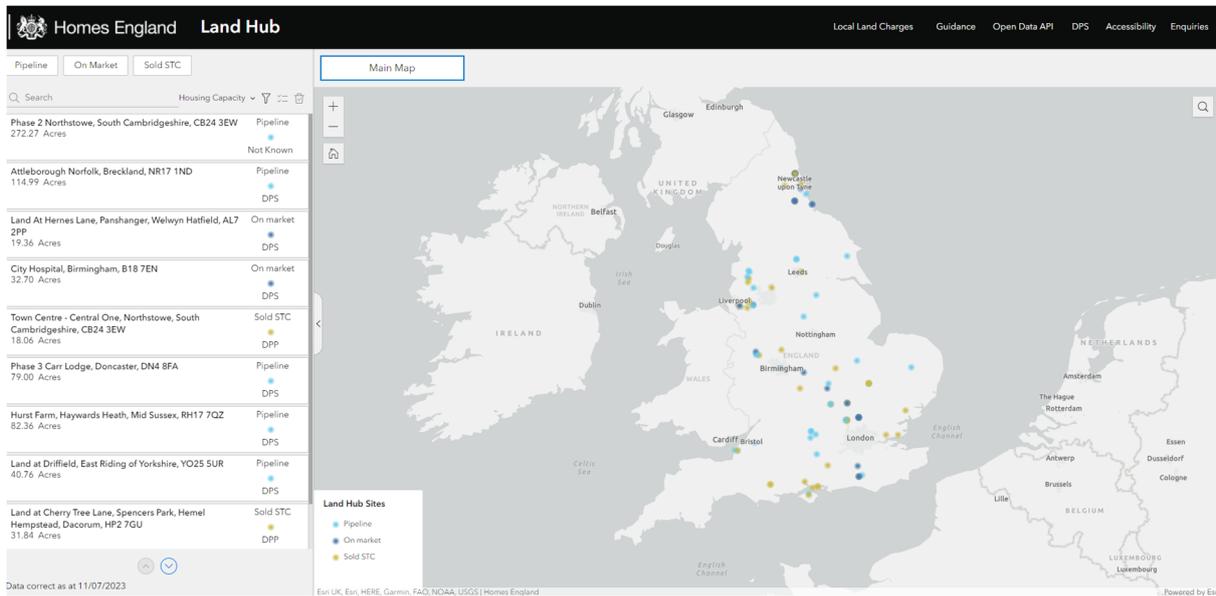
We are continuing to transfer many of these sites, including hard infrastructure such as roads and footpaths, small residual holdings in several of the former new towns, and open space, including in the former coalfield communities, to local authorities, Trusts, and other statutory bodies. Due to the nature of these sites, they have not been included in the list of sites on the Land Hub.

Using the Land Hub

The Land Hub is available via the Homes England government website. Once open, the user is presented with details of the sites on five tabs:

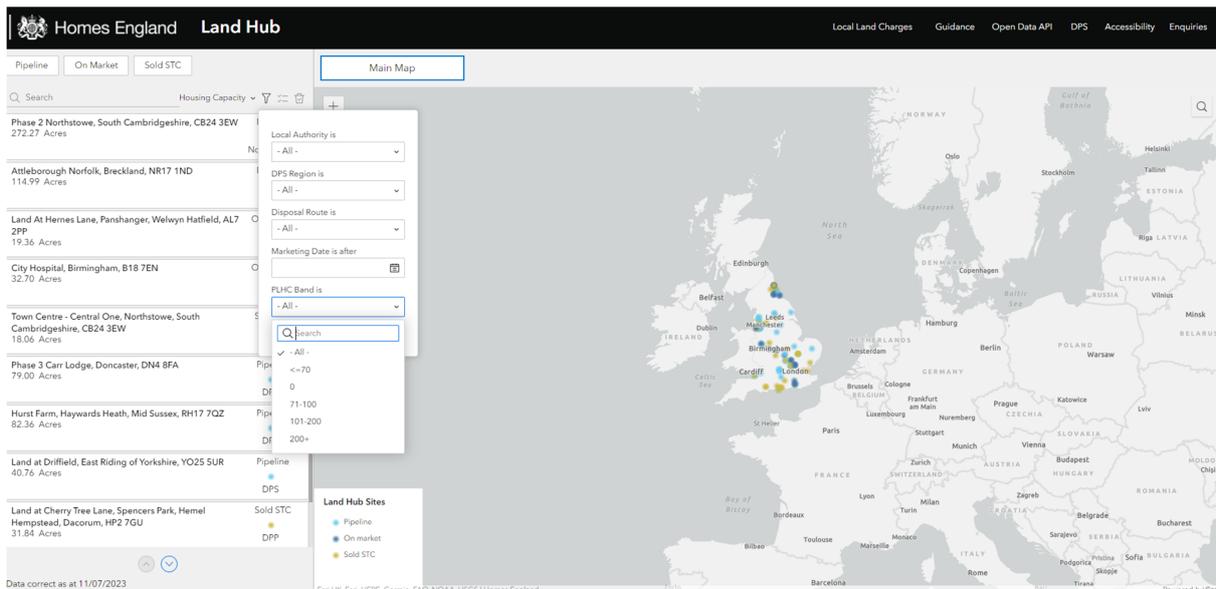
- **Pipeline:** lists the sites that are expected to come onto the market within the next 6 months

- **On Market:** lists those sites that are currently being actively marketed
- **Sold Subject to Contract:** lists those sites that have concluded marketing and where we have received an offer which has been approved internally



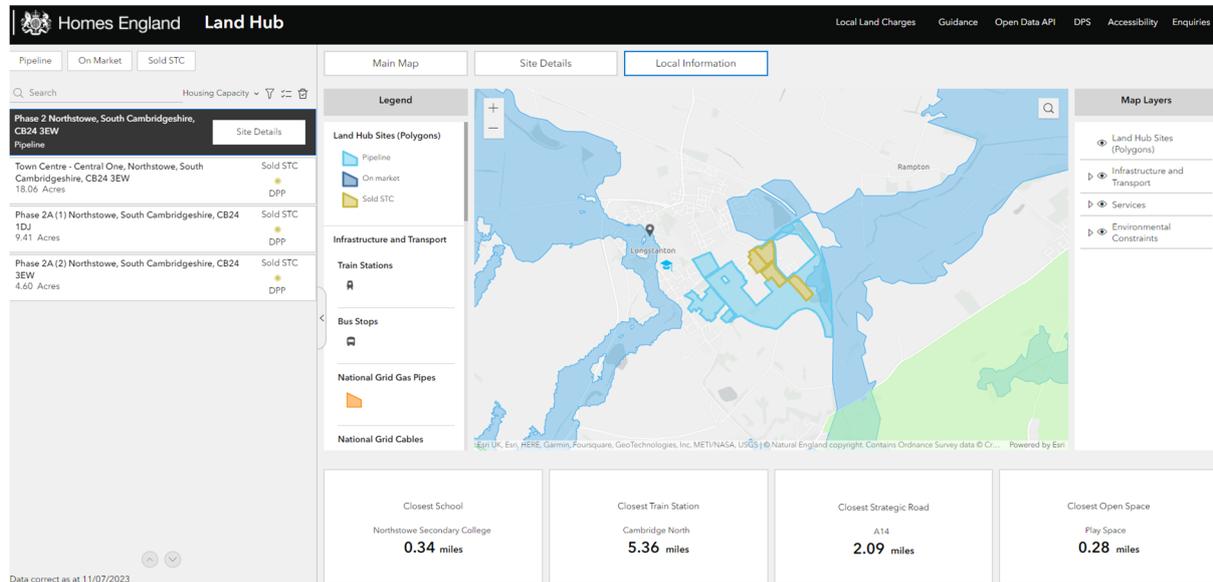
Selecting each tab brings up the list of relevant sites. A specific site can be selected either from the left-hand panel or via the map by clicking on the coloured locator.

There is also a search and filter facility which orientates the map to that location and users can then see whether there are any Homes England sites in the vicinity.



For each site listed on the Land Hub there is a red-line boundary of the site plus other useful information such as its size, planning status and drone footage.

A new feature of the Land Hub is the local infrastructure map (*displayed in the image below*) which allows the user to view all appropriate facilities in the area such as schools, GP's, retail units and road networks, as well as provide the distance to the nearest service.

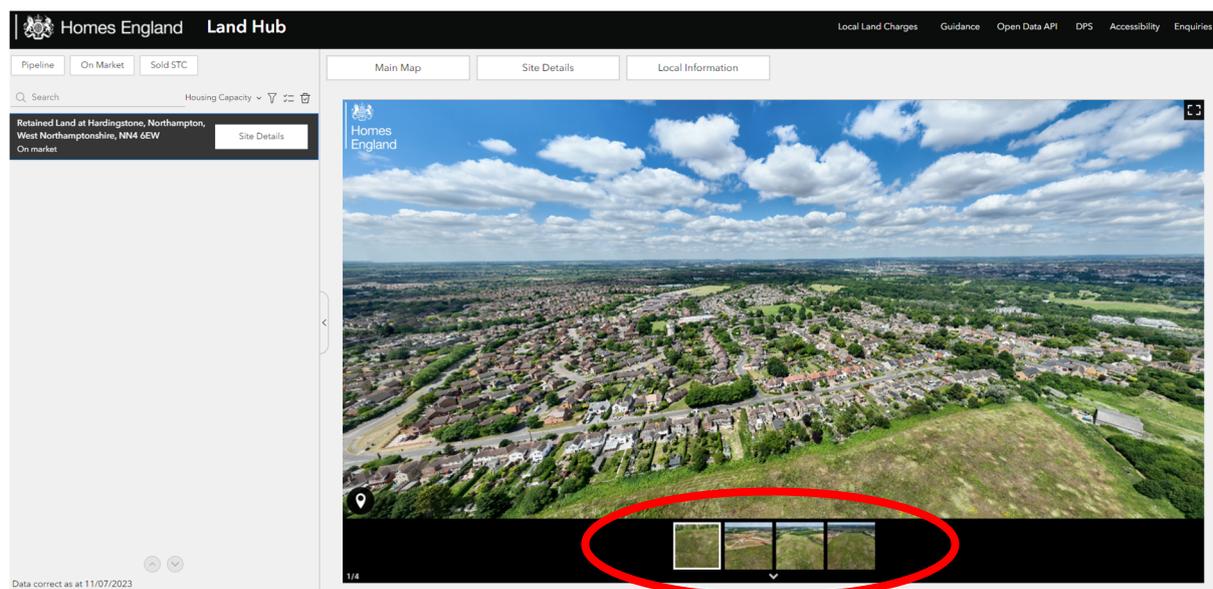


Interactive 360 Site Imagery

A new addition to the Land Hub platform is the ability to view the site in much greater detail than before with the introduction of interactive 360° site imagery.

Note that Homes England are still in the process of collecting this imagery and this site detail will be available across all sites in due course.

The imagery is now embedded into the page of information for each site rather than hosted in an external link and will be displayed as below:



- The interactive imagery can be navigated by using your mousepad to view every angle of the site by holding a left click and dragging the image.
- Furthermore, you can use the image reel at the bottom of the window (*circled in the image above*) to select a different position within the boundary from which to view the site – please note this option may only be available on those larger sites.

Please contact us at landenquiries@homesengland.gov.uk if you are interested in or have a query regarding a site. Including the site reference number in subject heading will help us respond to your emails more promptly.

Glossary

Terms used in this document and the Land Hub are explained below:

Category/Term	Definition
Disposal Route	How Homes England intends to market the site
Advertised	Marketed by property agents and made publicly available in the trade press
Auction	Advertised for auction (as above)
DPS	Tendered through the Homes England Dynamic Purchasing System
Planning Status	A site's status in the Planning system
Proposed allocation in Local Plan	Within a draft Local Plan: An allocation is a proposal for land for housing, industry or other uses within a Local Plan that identifies a specific area of land to be developed within the period of the plan.
Allocated in Local Plan	An allocation is a proposal for land for housing, industry or other uses within a Local Plan that identifies a specific area of land to be developed within the period of the plan.
Outline application submitted	Submission of a general application for planning permission to establish that a development is acceptable in principle, subject to subsequent approval of reserved matters.
Outline application granted	Grant of a general application for planning permission to establish that a development is acceptable in principle, subject to subsequent approval of reserved matters.
Detailed application submitted	Submission of a planning application seeking full permission for a development proposal, with no matters reserved for later planning approval.
Detailed application granted	Granting of a planning application seeking full permission for a development proposal, with no matters reserved for later planning approval.
None	Where there are no specific proposals or allocations within a development plan.

Proposed Use*	Homes England's view on a site's future potential use
Residential	Land proposed use for housing/dwellings
Mixed with housing	Land proposed for mixed use development which may include commercial, leisure or retail uses in addition to its primary use of residential.
Industry and business	Land proposed for industrial and business (commercial) use
Other	Land proposed for uses such as transport, recreation, leisure facilities, utilities, agriculture, and miscellaneous land parcels

*Proposed land uses draw upon definitions used in the [National Land Use Database: Land Use and Land Cover Classification 2006](#)

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