

Stock Rationalisation



FFT is recognised within the social housing sector as one of the leading specialist providers of Stock Rationalisation consultancy services.

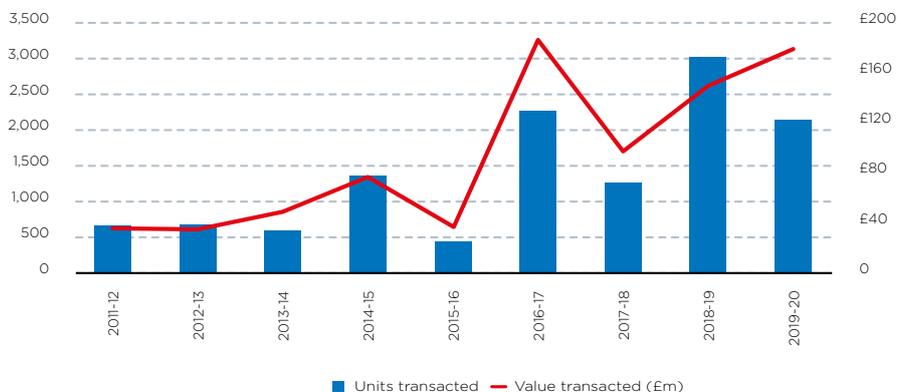
Our Experience

We can demonstrate an impressive track record of successfully delivering acquisitions, disposals and swaps of tenanted social housing stock having evaluated, prepared for market and provided bidding advice on £1.48bn worth of stock comprising more than 25,000 properties since 2011.

In total 77 transactions have been successfully managed through to exchange and completion. Over the last financial year 2019/2020 we have supported **7 clients exchange and complete on 11 transactions incorporating over 2100 homes for a value of over £178m.**

Our dedicated team is retained by a range of housing providers and residential landlords across the UK, and continues to deliver some of the largest and most innovative stock rationalisation projects ever undertaken.

FFT Stock Rationalisation Transactions



2019/2020 Highlights

11

TRANSACTIONS

7

ORGANISATIONS

MORE THAN

2,100

HOMES TRANSACTED

OVER
£178M

TRANSACTION VALUE

Our Services

Disposal

We provide a complete 'cradle-to-grave' stock rationalisation disposal service, from strategic portfolio options appraisals, market intelligence and strategy, pre-marketing due diligence including stock condition validation surveys, valuation advice, agency, marketing and tendering services. We can lead projects, with full project management incorporating the implementation of stock rationalisation toolkits, frameworks and process through to contract completion and handover, or work as part of a client-led project team. We routinely collaborate with sector leading legal advisors and other agency and valuation practices to deliver our clients' strategic objectives.

Acquisitions and Swaps

We also provide bid advice and acquisition services for portfolios marketed by others and have achieved an excellent success rate for our clients who have retained us. These services include bid strategy advice, market intelligence, stock condition validation services, valuation advice and if required full project management services.

Advisory

We provide strategic stock rationalisation advice including developing the basis for selecting stock for rationalisation; disposals options advice; business case development; and identification of potential swap partners from our extensive knowledge of market participants. In addition, we carry out Strategic Growth Opportunities Reviews and help our clients develop bespoke Stock Acquisition Toolkits and Asset Appraisal Models.



Southern Housing Group

Since 2012 we have worked on 24 transactions with SHG on the acquisition and disposal of nearly 3,000 homes for a combined value of over £195m assisting the Organisation in consolidating their footprint.

Hyde

Since 2014 we have worked with Hyde on the acquisition, swap and disposal of nearly 4,500 homes for a combined value of over £325m. As a result Hyde reduced their geography by c.40% and increased their average stock by around 60%.

Karbon Homes

We acted for Karbon Homes on the acquisition of 1,309 homes, one of the largest single portfolio transactions to date, including bid support, commercial negotiation and project management through to integration.



Faithorn Farrell Timms

An award-winning surveying and property consultancy, providing professional services to the housing, education, blue light, leisure and private sectors.

Faithorn Farrell Timms is an award-winning Chartered Surveyors' practice, offering a range of multi-disciplinary property consultancy and professional services.

We are passionate about providing innovative and agile solutions to our clients strategic, managerial and operational challenges. Our consultancy teams operate at the forefront of contemporary disciplines such as Strategic Asset Management, Procurement, Health & Safety and Fire Engineering, as well as the traditional disciplines of Building Surveying, Quantity Surveying, Project Management and Architecture.

With an enviable reputation for quality and client satisfaction to maintain, we hold multiple professional memberships, are regulated by RICS and accredited to a suite of quality and environmental management systems. We are committed to social value, and invest in our people and the communities in which we work.



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