

Stock Rationalisation

ikon is a professional housing and regeneration consultancy focussing on delivering value for our clients across private, public and housing association sectors. We are able to offer both strategic expertise backed up with professional delivery capability across the work that we do.

Stock rationalisation overview

ikon is assisting a range of housing associations to rationalise the management of their assets. This strategic approach to asset management can bring a range of benefits; for the housing association, the residents, and also in terms of a broader contribution towards place making agendas.

In the current market many housing associations are focussing on operational efficiency; this may include a range of asset related measures including disposal of homes in 'outlying' areas in order to focus on delivering an effective management service across a more consolidated stock base. The disposal of stock in outlying areas can achieve benefits in a number of ways:

- The seller can achieve a payment for the stock which in-turn can be used to re-invest into core growth areas
- Operational efficiencies can be generated in terms of management costs
- Residents may benefit from a series of service enhancements generated from more locally based management

With a Homes and Communities Agency (HCA) led focus on place-making, many housing associations are taking the opportunity to consolidate their stock holdings whilst at the same time responding to market conditions where operational efficiencies and service improvements can be challenging and often competing agendas.

How ikon can add value

ikon has assisted several housing associations dispose of housing stock in non-core areas. Our approach ensures a range of positive outcomes are delivered, these include:

- Identifying areas of stock which may be suitable for disposal
- Identifying from our knowledge of the market, those who can offer suitable levels of service and ability to conclude a suitable deal
- Identifying opportunities for swapping stock
- Achieving best consideration for a sale
- Assuring high standards of service for residents under new ownership arrangements
- Providing sound knowledge of the processes involved including resident consultation, securing necessary consents, valuation and grant recovery procedures

Opportunities for growth

Our work in the area of stock rationalisation has indicated that, in uncertain times for public funding, asset rationalisation presents opportunities for those seeking to increase their stock holdings in key locations. Benefits include:

- More rapid growth realised through purchasing existing and tenanted homes
- Price certainty not reliant on cross subsidy or uncertain levels of National Affordable Housing Programme (NAHP) funding
- The opportunity to achieve economies of scale through strategically increasing stock holdings in fewer locations, for example, in terms of management and repair expenditure
- The opportunity to provide a great management service for residents transferring

Why ikon?

- Expertise and knowledge: our teams are experts in project management and delivery and have extensive knowledge of HCA requirements
- People oriented: creating a project environment which motivates everyone involved
- Forming relationships: consulting all those involved, through formal and informal channels
- Flexibility: clear reporting lines and an emphasis on communication enable us to work with our clients quickly and effectively
- Problem solving: we pride ourselves on finding innovative solutions that get the deal done
- Advice tailored to your needs: ikon's clear focus on clients' objectives means we can tailor our reports to suit the needs of all project stakeholders



Our experience

ikon's experience is founded upon a strong strategic capability led by two former strategic directors of a major housing association. Our approach is backed up by a professional project management capability to deliver outcomes for clients on time and on budget. We are members of the HCA's Housing Consultancy Panel and work with clients across the country.

Our Approach

Our approach is to work with your team to deliver a successful outcome. We deliver a local service, and from our experience, will ensure that key risks are highlighted and mitigated. We believe good communication is key to the success of a project, therefore you will receive regular and appropriate update on progress. Our approach is supported by excellent IT systems.

References

We will be happy to provide references relating to our stock rationalisation approach. For this or details of our wider service offers please visit our web site www.ikonconsultancy.com or contact us directly.

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