

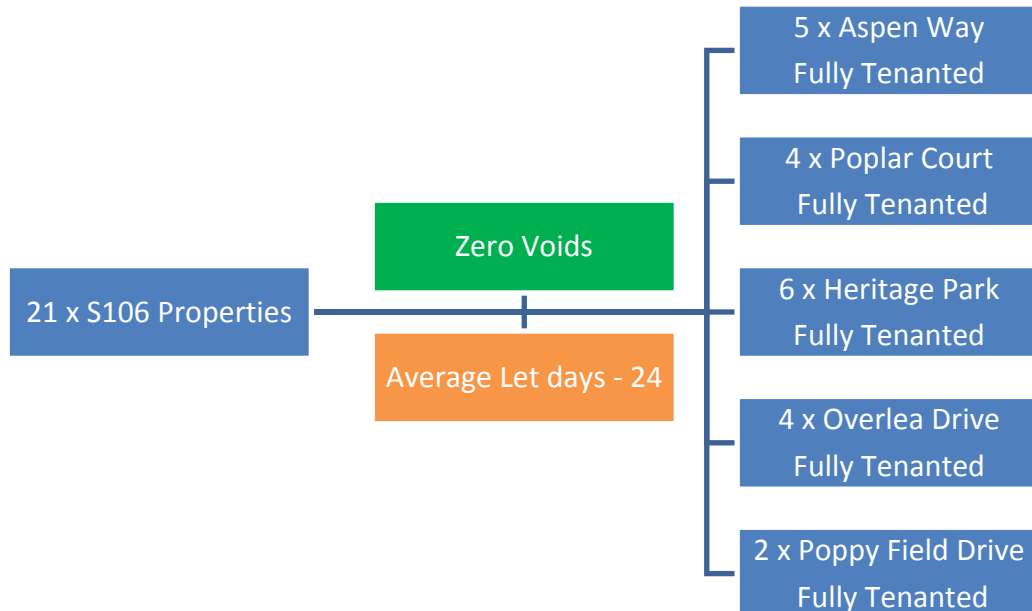


Operational Update

February 2016

S106 Units

Average let days are at 24 days. We took possession of the 2 x 3 bed properties on the Redrow site at Poppy Field Road in December, a little later than anticipated, both properties are tenanted. The remaining 2 properties on Overlea Drive transferred to us in February with tenants moving in the same weekend.



Comparison of average let days to the previous year has reduced by 21 days.



New Developments

We already have potential tenants for the Saltney developments and the second phase of Poppy Field Road, Northop Hall. We are just awaiting an update on when the properties may become available to enable us to undertake the necessary checks with the tenants. We also have interest for 2 of the properties on the Abermorddu development.

ANWYL St Marys Drive, Northop Hall

- 3 x 2 bed properties - expected in Summer 2016

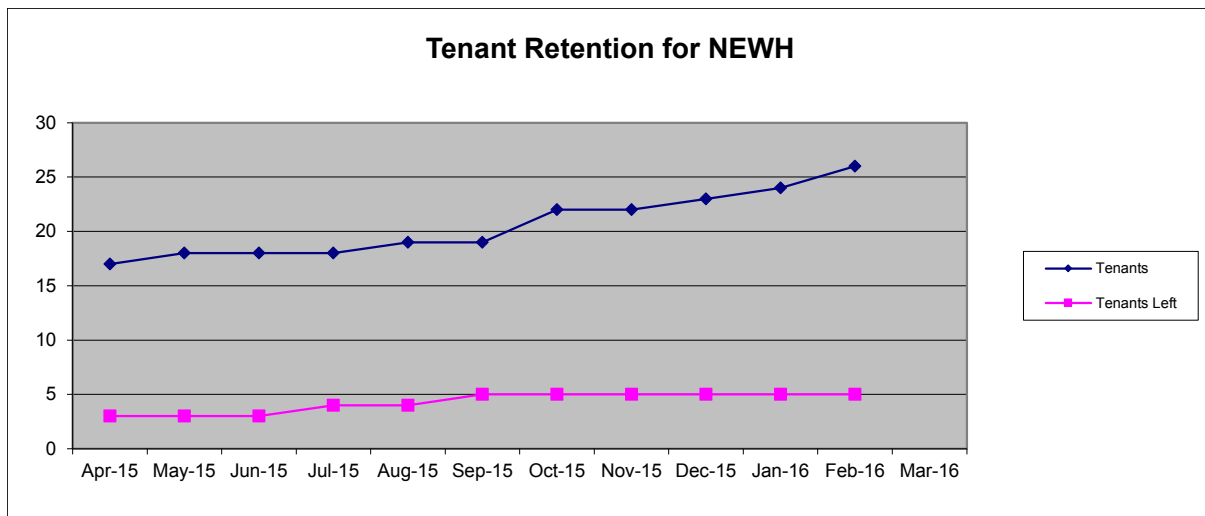
EDWARDS HOMES High Street, Saltney

- 4 x 2 bed properties - expected Winter 2016

ANWYL Cymau Lane, Abermorddu

- 3 x 2 bed properties - expected in 2016

NEW Homes Tenant Retention rates are very positive.



Reasons for tenants leaving

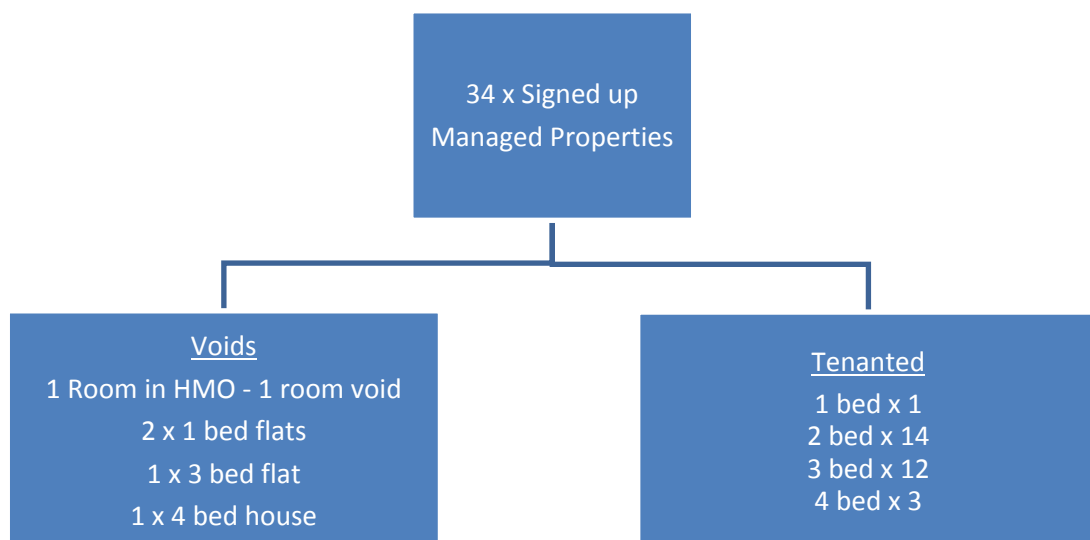
Relationship breakdown – 1

Purchasing own Property – 3

Moving on – 1

Managed Properties – Signed up

We are utilising free social media advertising, mainly Facebook, which has generated a high demand from prospective tenants. New properties are starting to filter through from the Houses into Homes scheme and general Flintshire County Council enquiries.



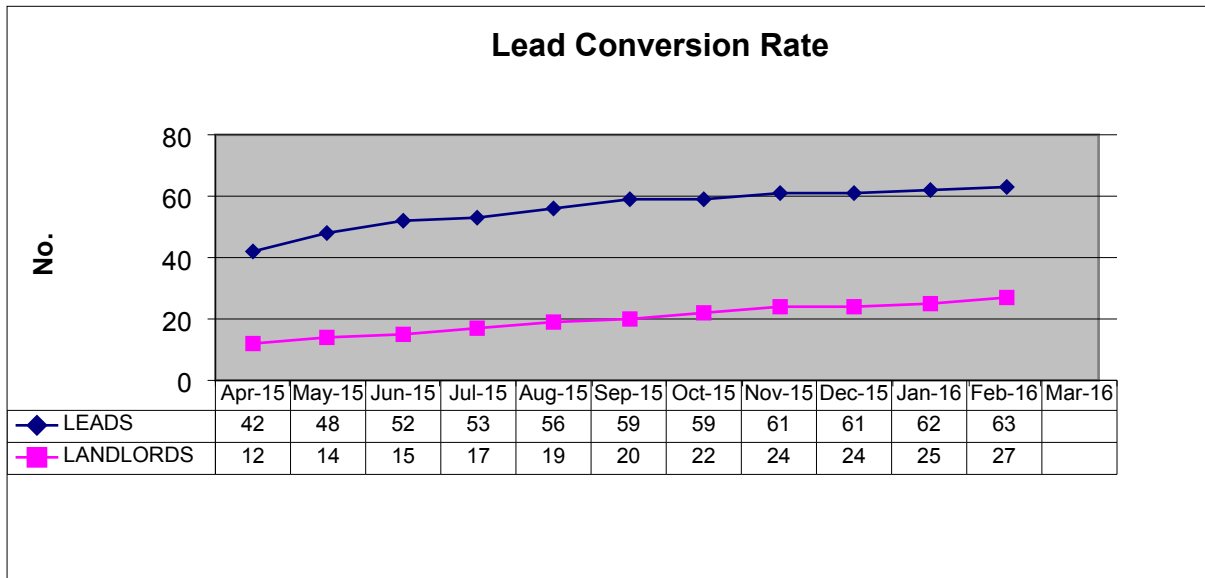
Average let days for 2015/16 are at 27.5 days. This is an increase from previous months due to delays from landlords supplying the correct paperwork for the Houses into Homes scheme, potential tenants backing out on the sign up day for personal reasons.

2014/15 Average Let Days
15.2 days

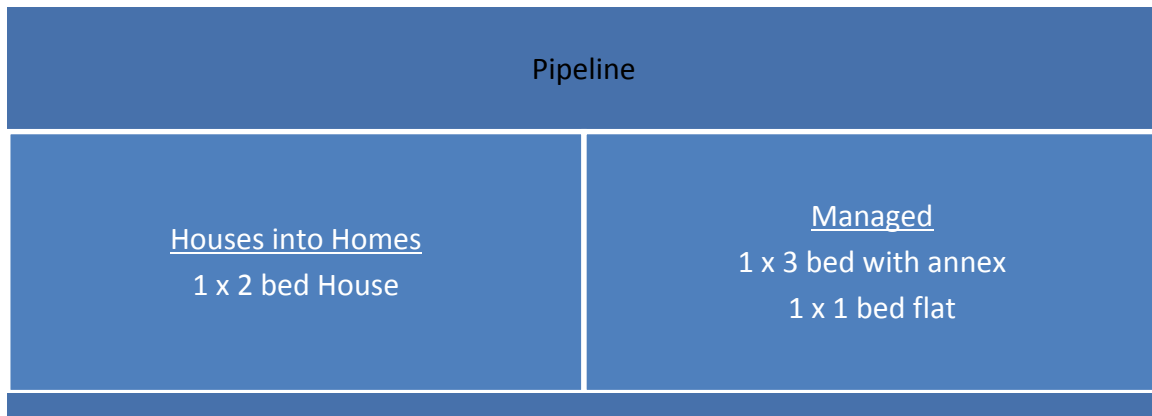


2015/16 Average Let Days
27.5 days

Leads converted in to landlords business ...



Managed Properties – Pipeline



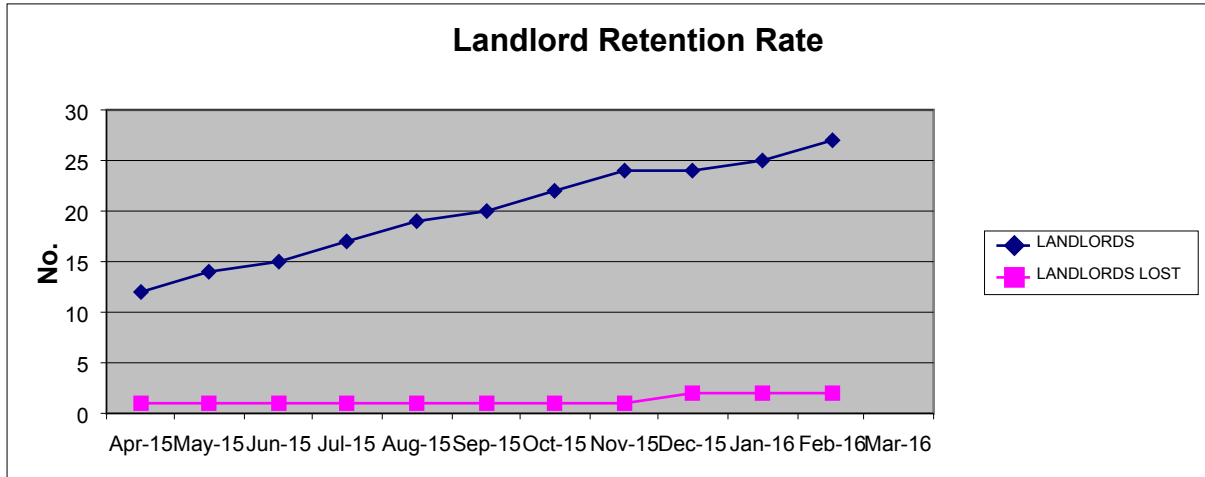
Houses into Homes

Houses into Homes units are situated above the shops in Deeside and will be a mix of 1 and 2 bed flats. We have experienced some delays with these being handed over to NEWHs due to the schedule of building works being carried out.

Managed Units

New landlords are coming to NEWHs through word of mouth recommendations.

Landlord Retention rates are very positive ...



Over 55's Choice

The Over 55's choice is generating interest from those individuals who wish to downsize and access the councils designated older persons properties. We have 1 person assigned to the scheme.

We have met a number of home owners who have made enquiries for this service. They are currently reviewing the terms and we await further instructions.

STAFF TIME

The current split of time spent in each area of the business is as follows ...

