

Our Disposals Strategy (2025–2030)

An easy read guide from emh



1. What this strategy is about

This document explains how emh will sell or dispose of homes and other properties over the next five years.

It links to other emh strategies, like Asset Management and Development.

Selling some properties helps emh:

- **Keep existing homes in good condition**
- **Build new homes**
- **Provide services customers need.**

It means our resources are used well, delivering safe, sustainable, and attractive homes that meet the needs of our communities today and in the future.



2. What “assets” means

In this strategy, “assets” includes:

- Empty homes (voids)
- Empty shops or offices
- Empty garages
- Land.

No property used by Care and Support will be sold without approval from the Head of Service or Executive Director.



3. Rules we must follow

Emh must follow rules from:

- Regulator of Social Housing
- Homes England.

This includes:

- Telling the regulator every three months about any properties we have sold
- Telling the regulator within 3 weeks if we sell a property which is occupied (someone is living there) when it is sold and the buyer is not a Registered Provider. This means the resident will have a new landlord.
- We must also tell the regulator within three weeks if any sale includes emh’s last social housing home. This would mean emh no longer owns any social housing at all.





We must also:

- **Keep accurate records of all properties and any grant funding linked to them**
- **Ask Homes England for permission if transferring grant-funded homes to another Registered Provider**
- **Report disposals every quarter when required.**



Any grant money from sold homes will be put into the Recycled Capital Grant Fund (RCGF) so it can be reused for housing.



4. How we decide which homes to sell

In 2023, emh used the ASAP (Asset Performance) model to review all properties.

It looks at things like:

- **Location and type of property**
- **Repairs history**
- **Financial performance**
- **Customer views**
- **Market rents**
- **Social issues and feedback from staff.**



Every home or scheme is graded:

- **Class A** – good homes to keep long-term
- **Class B** – could be kept but need monitoring
- **Class C** – homes to review closely, which may be sold.



This information helps emh decide which properties should be disposed of.



5. Involving customers

- We want customers to help shape services.
- Customer feedback is part of our decision-making.
- emh will use its existing customer involvement framework (“What Matters”) when making decisions about disposals.



6. How disposals help us build new homes

Selling homes that cost a lot to repair or no longer meet local needs creates money that can be used to:

- **Build new, good-quality, energy-efficient homes**
- **Improve neighbourhoods**
- **Replace older homes with modern ones**
- **Support long-term financial stability.**



This means emh can keep providing the right homes for the future.



7. How we sell properties

Each property will be looked at individually.

We may sell using:

- Auction
- Estate agents (private treaty sales)
- **Independent valuations will be used to set fair prices.**
- **Sales will be tracked and reviewed to make sure they perform well.**



8. Funding and finance



Selling properties helps emh:

- **Bring in cash**
- **Save money on repairs to uneconomic homes**
- **Reinvest in better-quality homes**



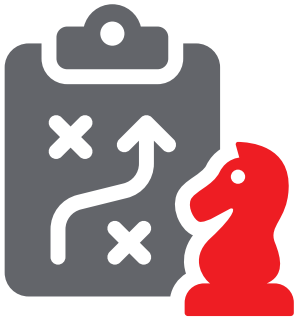
Board approval has been given to sell:

- **40 properties in 2025/26**
- **Gradually increasing to 100 properties per year by 2030**



This is expected to raise around £15 million.

emh must also meet its key financial measure, Interest Cover, which must stay above 105%.



9. Summary

This strategy helps emh manage homes in a smart and sustainable way.

It supports reinvestment in existing homes and building new ones.

Selling some homes will help improve services, neighbourhoods, and the quality of housing for customers.

A process map explaining how disposals work is shown here.

Overview of asset disposal process

