

Tees Valley Tenancy Strategy

Effective from November 2012

Draft

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Section 1: Introduction

National Housing Policy

The Government's national housing strategy "Laying the Foundations: A Housing Strategy for England"¹ details its intended direction of travel for housing and sets out the shape of housing provision that the Government wants to see, which involves the primacy of home ownership; social housing as welfare; and an increasing role for private rented sector. This national strategy also reinforces the Government's view that local authorities need to have a greater influence in setting local housing priorities. It introduces a range of new measures to reinvigorate the housing market and recognises that a number of factors, including the economic downturn and the welfare reforms will increase pressures on social housing.

This national strategy provides the basis for a raft of reforms included in the Localism Act². These include:

- The introduction of Affordable Rent tenancies (80% of market rents) as part of changes to the way new social housing development is funded;
- The introduction of fixed-term (flexible) tenancies leading to more social mobility;
- Changes to the statutory guidance on allocations introducing the opportunity to increase flexibility in the ways housing waiting lists are used;
- The self-financing of the Housing Revenue Account allowing stock retaining councils to take full control of decisions on income and expenditure;
- Reforms to homelessness legislation; and
- The introduction of the national homeswap scheme.

The Localism Act

The Localism Act (the Act) gained Royal Assent in November 2011 and makes significant changes to the law relating to the management and allocation of social housing. In essence, the Act implements the Government's recent policy reform of social housing (as outlined above) and has provided stock holding local authorities (LA) and registered housing providers (RPs) with the option of providing a new 'fixed-term' (flexible) tenancy instead of a tenancy for life.

¹ CLG (2011) *Laying the Foundations: A Housing Strategy for England*

² Some of which were first introduced during the governments' Comprehensive Spending Review in October 2010

The Act also introduced a requirement for all local authorities to publish a **tenancy strategy**. The main purpose of a tenancy strategy is to set out high level objectives about how tenancies will be used and managed across a defined area. Stock holding LAs and RPs operating in the area should give 'due regard' to these broad objectives when formulating their own tenancy policies.

A **tenancy policy** is the overarching document which all stock holding LAs and RPs should have in place, following changes to the Regulatory Framework governing RPs. It is this document that provides detail on specific procedures.

In order to be effective, a tenancy strategy has to be consistent with the objectives detailed within local housing strategies (these are the documents that set out our priorities for managing the local housing market). The tenancy strategy must also take account of local homelessness strategies and the allocations policies. In the Tees Valley, the allocations policy is managed through the Compass Choice Based Lettings (CBL) scheme. This is a partnership of all five Tees Valley local authorities, plus the majority of the RPs who have property in the area.

The development of a cross boundary Tenancy Strategy

How we reached this decision

A number of factors have influenced our decision to come together to agree a single tenancy strategy for our sub-region. They include:

- a. The strong and well established joint working structures that exist between the five Tees Valley LAs. This has resulted in a number of successful partnerships and collaborations including for example, a number of housing market renewal related initiatives and a shared allocations policy (as referenced above).
- b. Consideration of the range of RPs working across our boundaries. As detailed in the Appendix A: Technical Appendix, 35 accommodation providers have a 'stock holding' in the Tees Valley (accounting for nearly 58,000 units of accommodation) and the majority of these providers work across the Tees Valley. A single tenancy strategy for the Tees Valley is therefore a more logical and practical approach.
- c. Feedback from early consultation with our RP partners. To inform the development of this strategy the five Tees Valley LAs undertook initial consultation with all partner RPs in the summer of 2011. As part of this consultation, we specifically sought their views on the benefits of a single Tees Valley tenancy strategy. There was consistent support for this approach.

The remit of our tenancy strategy

The Localism Act states that a tenancy strategy should:

- Set out when/why fixed-term (flexible) tenancies may be used and for what purpose, including:
 - The length of the tenancy;
 - The circumstances in which a tenancy will be renewed; and
 - The circumstances in which a tenancy terminated.

and

- The means by which the strategy will be reviewed.

In addition to the above, we have also taken the opportunity to detail our expectations in relation to:

- The need for appropriate and consistent housing advice and assistance on the ending of a fixed-term tenancy;
- Rent conversions from social to the new affordable rent model;
- Stock disposals; and
- Local lettings plans.

Section 2: Understanding Our Local Context

About the Tees Valley

The Tees Valley is located in the north east of England and comprises five local authorities: Darlington, Hartlepool, Middlesbrough, Redcar and Cleveland, and Stockton-on-Tees. The resident population of the area is 663,900³

Figure 1



Some key characteristics about our sub-region:

- The housing market extends into North Yorkshire and County Durham;
- The prosperity of Tees Valley was originally founded on steel, chemicals and engineering;
- In recent decades the economy has diversified through the growth in the service sector and manufacturing;
- There is good connectivity by road, rail and air via the A1(M), A19, East Coast mainline and Durham Tees Valley airport;
- Our overall population has been in decline due to net out migration; and
- Employment rates are below the regional and national averages.

³ Office for National Statistics Mid Year Population Estimates 2011

Appendix A provides key statistical information regarding the key housing issues in the Tees Valley. It highlights key trends relating to our population, housing market, housing need and demand, all of which has informed the thinking behind the development of our tenancy strategy. In summary Appendix A demonstrates:

- Our population is now increasing and like other areas is also aging;
- As a proportion of the total housing stock social housing is decreasing;
- Whilst the number of live applications registered on Compass (CBL system) has declined to just over 16,000 this still indicates that there are serious shortages of affordable housing;
- Under-occupation is a much more significant issue than over-crowding;
- Affordability is an issue across the Tees Valley area; and
- Empty properties are also a challenge with just under 5% of the total housing stock being empty, a figure that is higher than the rest of the region and greater than the average for England.

Whilst there are considerable differences in the local housing market across the sub-region, pressures on social/affordable housing remain a consistent factor. The reductions in traditional forms of funding that have enabled the development of new affordable housing will inevitably result in a long-term reduction in new housing development across the sub-region. Making the best use of the existing stock is a critical issue for the foreseeable future.

Section 3: Developing our Tenancy Strategy

The intention of this tenancy strategy is to set out how the five councils intend to work with our partner RPs, in order to make the best use of the opportunities that are now available in the context of the housing pressures that we face. We recognise that, during 2012/13, there will be very significant changes within social housing, the consequences of which are difficult to predict. Our tenancy strategy, therefore, needs to be flexible enough to provide the right range of tenancy options to meet the challenges ahead whilst also ensuring that we continue to maintain stable and sustainable communities.

In reaching our conclusions (as set out in Section 4) we have:

- a. Evaluated key information and evidence bases;
- b. Carried out a series of consultation exercises; and
- c. Reviewed the potential opportunities which fixed-term tenancies could bring.

a. Key information and evidence

Arc4 Limited was commissioned in August 2011 to carry out a comprehensive Strategic Housing Market Assessment (SHMA) for Tees Valley, focusing on the four unitary local authorities of Hartlepool, Middlesbrough, Redcar and Cleveland and Stockton-on-Tees (the TV4 area). Whilst Darlington, did not participate in this commission they have however recently engaged Arc4 Limited to update their previous SHMA (on this basis, some of the information made available from the Darlington SHMA is in a different format to the TV4 report).

The TV4 SHMA was published in May 2012. The Darlington study will be published in the near future. Both are consistent with Government guidance, provide a robust and defensible evidence base for future policy development and consider the dynamics of different tenures in the sub-region. This evidence has been essential in informing our views regarding appropriate tenancy options. With regard to the affordable (RP) sector, the following findings are particularly note worthy:

Table 1: SHMA headlines

TV4 area:	Darlington:
There are around 53,000 households who live in an affordable (social) rented property across the TV4 area, accounting for 22.6% of all occupied dwellings;	7,950 households live in affordable (social) rented property accounting for 17.6% of all occupied dwellings;
<p>30.5% of households living in affordable dwellings are single and under 60 years of age and</p> <p>A further 27.6% are older singles and couples, 17.4% lone parents, 11.6% couples with children, 7.9% couples (under 60 with no children) and 4.8% are other types of household;</p>	<p>Almost half (48.8%) of households are either singles over 60 (33.2%) or couples where at least one person is over 60 (16.6%) and</p> <p>A further 11.9% are lone parent families, 5.3% couples with children and 9.8% are other household types;</p>
26.4% of all people aged 16 or over living in affordable housing are in employment;	Only 19.3% of social tenants are working;
A further 24.7% are permanently sick/disabled, 23.2% are wholly retired from work, 12.7% are looking after the home/a full-time carer or volunteer, 11.9% are unemployed and 1.1% are in full-time education or training;	6.2% are unemployed and a further 23.9% are economically inactive;
Incomes are generally low, with 87% receiving an income of less than £300 gross each week and 64.5% receiving less than £200 gross each week;	Incomes are low, lower quartile earnings and in 2011 were £16,344 compared with £17,092 regionally;
Across the TV4 area, there are 18,320 existing households in need which represents 7.8% of all households.	Across Darlington Borough, there are 2,644 existing households in need represents 5.9% of all households.
<i>Reasons for housing need are summarised in Table 2 and Table3 overleaf:</i>	

Table 2: TV4 'Households in need'

Category	Factor	Total
Homeless households or with insecure tenure	Under notice, real threat of notice or lease coming to an end	2,264
	Too expensive, and in receipt of housing benefit or in arrears due to expense	2,714
Mismatch of housing need and dwellings	Overcrowded according to the 'bedroom standard' model	2,752
	Too difficult to maintain	4,197
	Couples, people with children and single adults over 25 sharing a kitchen, bathroom or WC with another household	1,669
	Household containing people with mobility impairment or other special needs living in unsuitable accommodation	4,817
Dwelling amenities and condition	Lacks a bathroom, kitchen or inside WC and household does not have resource to make fit	138
	Subject to major disrepair or unfitness and household does not have resource to make fit	1,323
Social needs	Harassment or threats of harassment from neighbours or others living in the vicinity which cannot be resolved except through a move	4,527
Total no. households in need		18,320
Total Households		235,487
% households in need		7.8%

Source: Tees Valley SHMA (2012)

Table 3: Darlington 'Households in need'

Type of housing need	No. households
Homeless households and those in temporary accommodation	234
Overcrowding and concealed households	214
Other groups (too expensive, difficult to maintain, household sharing facilities, living in unsuitable housing, lacking bathroom/kitchen/inside WC, major disrepair, harassment)	2,196
Total no. current housing need (gross)	2,644
Total households	44,624
% households in housing need	5.9%

Source: Darlington SHMA (2012)

Table 4 and 5 demonstrate how the proportion of households in housing need varies by tenure for the TV4 area and Darlington. As detailed, social renters and private renters are most likely to be in housing need. Social renters also account for over one-third of all households in housing need.

Table 4: TV Area

Tenure	No. H'holds in need	% H'holds in need	Total no. households
Owned (no mortgage)	2,508	4.0	62,601
Owned (with mortgage)	4,573	4.9	93,383
Rented Privately (furnished)	830	20.9	3,968
Rented Privately (unfurnished)	3,338	18.9	17,639
Tied accommodation	119	20.3	586
Rented RP	6,524	12.3	53,243
Shared Ownership, Discounted for Sale (intermediate)	429	10.5	4,069
Total	18,321	7.8	235,487

Source: Tees Valley SHMA (2012)

Table 5: Darlington

Tenure	No. H'holds in need	% H'holds in need	Total no. households
Owned (no mortgage)	643	4.1	15745
Owned (with mortgage)	926	5.0	18401
Rented from Council	393	7.1	5509
Rented from RP	125	7.5	1657
Rented Privately (furnished)	74	17.6	424
Rented Privately (unfurnished)	467	17.9	2609
Tied accommodation	15	9.0	169
Intermediate tenure	0	0.0	109
Total	2644	5.9	44624

Source: Darlington SHMA (2012)

In addition to the information detailed in this chapter, **Appendix A** provides further information on a range of issues including for example; housing need and supply, affordability and earnings and homelessness data. This broad range of information/evidence has been critical to the development of our strategy.

b. Consultation summary and how this has influenced the development of our strategy

In preparing this tenancy strategy, we have undertaken wide ranging and comprehensive consultation. This included an early consultation event with RPs in July 2011 and a further consultation exercise undertaken during November/December 2011. In this second consultation exercise we sought views on a tenancy strategy 'framework' which detailed our thinking at that time and specifically sought their views on the issues to be covered in this tenancy strategy.

The findings of these consultations have been used to help develop this strategy. A summary of the main findings is set out overleaf:

- A general view was that there is no strong evidence for a radical introduction of fixed-term tenancies. Rather that lifetime tenancies would continue to be the norm in the Tees Valley;
- Concerns were expressed that fixed-term tenancies will undermine sustainability and communities being able to establish themselves;
- Linked to the above a concern that any introduction of fixed-term tenancies may result in a loss of continuity for families for example children remaining at the same school;
- In areas where demand from properties is not high, that fixed-term tenancies may have a negative impact upon lettings and, consequently, upon financial viability;
- That, as such, fixed-term tenancies should be the exception rather than the norm;
- Broad agreement that, in the exceptional cases where fixed-term tenancies may be appropriate, a period of five years would generally be the appropriate term;
- A general view that, where a fixed-term tenancy has been allocated and reaches the end of its term, the option of **not** renewing it should be the exception and not the norm;
- Decisions not to renew fixed-term tenancies should **not** be influenced by issues such as the tenant's behaviour (existing housing management policies should be pursued in such cases); and
- In instances where a fixed-term tenancy is brought to an end, that suitable and alternative accommodation should be available to meet the tenant's needs.

A copy of the strategy whilst in a draft form was also widely consulted upon during the summer of 2012. On this occasion views were sought from both RP's and a range of other stakeholders/interest groups. Once again, the feedback received from this exercise influenced the development of this document. On this basis we are confident that this strategy has been developed having given due regard to the views expressed by a range of interested parties

(A copy of the collated consultation responses can be provided upon request).

c. A review of the potential opportunities that fixed-term tenancies may offer and for what purpose

As part of the process of developing this strategy, consideration has been given to the various forms of tenancy that are now available. Lifetime

tenancies and introductory/starter tenancies are widely used across the Tees Valley and, in our opinion, these types of tenancy help to provide stability within communities. The consultation exercise undertaken with RPs has confirmed that the use of fixed-term tenancies should not undermine the sustainability of our communities and neighbourhoods.

That said, we understand why the Government has introduced fixed-term tenancies to allow for more flexible arrangements for people entering social housing, to enable social landlords to manage their social homes more effectively and fairly and deliver better results for local communities. In some circumstances, a fixed-term tenancy *may* be appropriate and we understand that our RP partners will be considering in what instances this tenancy offer could be a 'viable' tool. For example:

- To address under and over-occupation. Clearly this is a significant issue for RPs who are currently working to negate (as/when possible) the impact of the housing benefit restrictions on bedroom size for working age households (to be implemented with effect from April 2013). This reform will, inevitably, add further pressure on social housing providers to ensure their properties are not under-occupied;
- To increase social mobility and potentially improve employment opportunities;
- To make best use of stock in areas where social housing is in short-supply;
- In circumstances where people's income has improved and they no longer need social housing;
- To change the view that social housing is a home for life towards being a resource for a particular time.

There may also be other specific and exceptional circumstances where housing providers may need to make use of fixed-term tenancies. These might include:

- Family Intervention Tenancies;
- For prospective adopters or foster carers;
- Adapted properties; and
- Where there are severe shortages of specific types of property.

Fixed-term tenancies are already in use in the Tees Valley. However at this point in time, they are almost entirely linked to various forms of specialist accommodation such as the BOHO live/work units in Middlesbrough.

Having taken all of these factors into consideration and balanced these against our current evidence base, we do not at the present time, consider that circumstances exist in the Tees Valley which make the use of fixed-term tenancies appropriate on a 'standard' basis.

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Section 4: Our Tenancy Strategy

a. The kinds of tenancies to grant

The clear preference of the Tees Valley local authorities is for our RPs to continue to offer **lifetime tenancies**. In addition, and where appropriate, we continue to support the use of starter/ probationary/ introductory tenancies.

That said we do understand that there will be occasions when fixed-term tenancies will be offered by RPs. Accepting that this may be necessary it is our expectation that fixed-term tenancies should be the **exception rather than the norm**.

- Should an RP decide to use a fixed-term tenancy, it will be anticipated that each Tees Valley local authority is notified in terms of why this decision has been made, the length of term and the number of properties to which this decision relates.

b. The circumstances in which the landlord will grant a tenancy of a particular kind

Unless a prospective tenant is moving into 'move-on', 'temporary' or 'supported' accommodation or unless one of the exceptions listed on the previous page applies we consider that generally **accommodation should be classed as permanent** and therefore a lifetime tenancy offered.

If a registered provider operates starter/probationary/or introductory tenancies we consider that on the successful conclusion of a 12 month period a lifetime tenancy should be offered.

Furthermore, our preference is that the allocation of a tenancy should **not** be informed by the needs of specific groups (for example; the elderly, those with families, the vulnerable etc). RPs should continue to offer the most secure form of tenure compatible with the purpose of the accommodation, the needs of the household, the sustainability of the community and the efficient use of their housing stock.

c. Where a tenancy is set for a term, the length of term

As stated previously, we understand that on occasions fixed-term tenancies may be offered by RPs. Should RPs decide to offer this form of tenancy, the

Tees Valley local authorities consider this should be set for a **minimum 5 year term**⁴.

Where RPs have initially decided to offer a starter/probationary/or introductory tenancy if it is to be followed by a fixed-term tenancy this again should be for a minimum 5 year term.

Should an RP decide, in **exceptional circumstances**, to offer a lesser term, then they are requested to notify their respective local authority and explain why this decision has been made. Exceptional circumstances may include, but are not limited to, properties allocated in regeneration areas; households with complex needs; accommodation originally developed for outright sale.

A minimum of six months before the end of a fixed-term tenancy the RP should contact the tenant to begin a review process prior to making a decision about renewing the tenancy or ending it.

d. The circumstances where the landlord will grant a further tenancy on the coming to end of the existing tenancy

We expect that, following a review of the tenancy, it will be **renewed** for a further period. This will, preferably, be for a lifetime tenancy but, if not, then for a minimum of 5 years.

It is an expectation of the Tees Valley local authorities that not renewing a tenancy should be the **exception and not the norm**.

Ending a fixed-term tenancy:

- Should an RP decide to end a fixed-term tenancy the Tees Valley local authorities expect that suitable alternative accommodation will be made available to the tenant. If this is not available within that RP's stock, then we would expect that they assist in facilitating the provision of alternative accommodation; and,
- The decision to either offer a further term or end the tenancy **should not** be influenced by a tenant's behaviour. Should a tenant breach their tenancy, then we would expect that each RP operates their existing housing management policies and pre-eviction protocols. Breaches of tenancy should be dealt with under the normal possession grounds so that a court can consider each case.

⁴ Following a revision to the Directions to the Social Housing Regulator issued by the Housing Minister on 28 July 2011, RPs will be required to offer fixed term tenancies for at least 5 years, except in exceptional circumstances. The exceptional circumstances where fixed term tenancies may be offered for less than 5 years, but no less than 2 years, must be set out in the landlord's tenancy policy.

Should an RP decide to end a tenancy, the Tees Valley local authorities expect:

- To be provided with adequate notice that this course of action has been taken. All RPs will be provided with an appropriate contact name (and contact details) for the local authority concerned; and
- Be notified of the date of any RP appeals panel hearing and have the option to either attend and/or make representation.

We would expect the appeals process to be included in the RP's tenancy policy.⁵

Mutual exchanges (between a lifetime tenant and fixed-term tenant):

- In all instances, the RP must adhere to Section 158 of the Localism Act.
- A lifetime tenant must retain their right to a lifetime tenancy (if their tenancy predates 1st April 2012). With regard to the exchanging fixed-term tenant, unless the property (they are exchanging into) has been designated for future use as a 'fixed-term tenancy' within an RPs tenancy policy, then we would prefer that a lifetime tenancy be offered.

In addition to covering the specific requirements of what a tenancy strategy must contain, we also consider it appropriate to detailed (as explained previously) our thoughts and expectations in relation to:

e. What we expect in terms of appropriate and consistent housing advice and assistance (on the ending of a tenancy)

RPs are asked to note that this is a **key issue** for the Tees Valley local authorities. As such, it is imperative that all RPs offer their tenants clear, consistent and timely advice.

To ensure that advice is consistent, the TV LAs have produced a protocol which we would expect all RPs give due regard (copy attached at Appendix B).

Each of the TV LAs would expect RPs with stock (or proposing new developments within their boroughs) **and** operating fixed-term tenancies to sign up to this Tees Valley wide protocol.

⁵ The Flexible Tenancies (Review Procedures) Regulations 2012

f. Rent conversions from social to the new affordable rent model

We understand that in order to secure Homes and Communities Agency (HCA) Affordable Homes funding (from the 2011-2015 Affordable Homes Programme), agreeing a rent conversion policy may have been necessary. On this basis, we accept the need for setting targets for converting a proportion of stock from social to affordable rents.

Social rents should, therefore, continue to be the norm for the vast majority of properties developed prior to the 2011-2015 Affordable Homes Programme.

As local authorities, we have a key role in understanding our local housing markets and, on this basis, we have a clear expectation that individual TV LAs will be informed on **future** rent conversion proposals before these plans are well advanced.

Once a decision has been agreed by the board of a RP, the respective TV LA would expect to be notified of the final decision (information to include details of: which stock; the percentage of stock to be converted; and the proposed level of rent being considered). This will enable us to take a broad view about what is happening at a local level.

g. Stock disposals

The TV LAs expect that any disposals are only undertaken in the context of local evidence and are consistent with a RP's asset management strategy.

We expect to be consulted on any proposals (again before they are well advanced), including future site use. Where possible, any income secured should be re-invested within the borough where the property was sold.

h. Local letting plans

In order to ensure balanced communities, we understand the need (where appropriate) for local lettings plans. We believe that these should only be operated on a limited basis, responding to specific issues within a local area that can be clearly evidenced.

As a matter of good practice we would ask to be informed and consulted by RPs as/when they propose to enter into such arrangements and once again before these plans are well advanced. This will enable the TV LAs to take a strategic overview of the local housing market and local housing needs.

Section 5: Monitoring and Review

Monitoring

Whilst we generally welcome the flexibilities made available to affordable housing providers via the Government's reform of social housing, at this present time and based on the information/evidence we have available, we do not consider that radical change is appropriate within our sub-region. However, this position may change over time and, therefore, to ensure that our strategy remains appropriate and fit for purpose, our intention is to monitor key drivers and information sources. These include:

- The number, type and location of properties being allocated on a fixed-term basis;
- The number, type and location of properties being allocated on an 'affordable rent';
- Emerging housing need and homelessness issues;
- Broader economic issues including: income levels; employment trends; and deprivation; and
- The potential consequences (both direct and indirect) of other legislation, such as the Welfare Reform Act.

Review

This strategy has been adopted from November 2012 (following member endorsement from each of five Tees Valley LAs). Our intention is to undertake an annual review, taking into account the monitoring activities detailed above. This information will support us in assessing the impact of the changes being introduced by our affordable housing partners and the key challenges that they and our local communities face.

Section 6: Glossary

Adapted properties	Properties which have received changes to the physical fabric of the home to make it suitable for the occupier. The most common adaptations include stair-lifts, grab rails, level access showers and ramps.
Affordable housing	Housing options available to residents who cannot afford to rent or buy a home in the private market. Includes social rented housing, affordable rented housing and intermediate housing solutions such as shared ownership. It also includes the Affordable Rent Model.
Affordable rent	Homes made available to tenants at up to a maximum of 80% of market rent and allocated in the same way as social housing is at present. RP will have the freedom to offer Affordable Rent properties on flexible tenancies tailored to the housing needs of individual households.
BOHO (live/work units)	Development of live/work units, located in Middlesbrough's BOHO Zone and offering flexible space to allow people to work from home and to set up business in the creative and digital sectors.
Choice Based Lettings (CBL) - 'Compass'	Scheme for the allocation of social housing designed to offer more choice and involvement for customers in selecting a new home. Social rented housing is advertised allowing customers to 'bid' (register an interest) for those homes.
Family intervention tenancies	Used in circumstances where the tenant is likely to be evicted on the grounds of anti-social behaviour and to support the provision of behaviour support services. They are created voluntarily on the part of the tenant.
Fixed-term (or flexible) Tenancy	A new power for RPs to offer a new 'flexible' tenancy with a minimum term of two years that ends the automatic 'home for life'.
Homes and Communities Agency (HCA)	The national housing and regeneration agency for England. A non-departmental public body, sponsored by the Department for Communities and Local Government (DCLG). It provides funding for affordable housing and is the social housing regulator.
Homelessness	The 1996 Housing Act states that a person is homeless if: there is no accommodation that they are entitled to occupy; or they have accommodation but it is not reasonable for them to continue to occupy this accommodation.
Housing Market Renewal (HMR)	An approach to tackle low demand in areas where the housing market has collapsed.
Housing needs	The requirements that individuals and households have for housing.
Local lettings plan	A local lettings plan is intended to support and sustain a diverse and balanced community. It may for example include some targets around letting properties to particular groups. For example; under-occupying some family homes to balance child density, a percentage of lets to transfer applicants, the need for a local connection etc.
Move on accommodation	For people moving from a supported environment, this accommodation is sometimes transitional accommodation to full independence.

Private landlord	A company or individual (e.g. not a local authority or registered provider) who owns and lets properties for an income.
Registered Provider (RP)	Also known as Housing Associations or Registered Social Landlords (RSLs). They are not for profit organisations that provide social housing and are regulated through Homes and Communities Agency (HCA).
Social housing	A general term for subsidised rented and intermediate tenure housing provided by RPs.
Strategic Housing Market Assessment (SHMA)	Practice guidance issued by Communities and Local Government, along with Planning Policy Statement 3, which sets out a framework that local authorities and regional bodies can follow to develop a good understanding of how housing markets operate.
Starter / Introductory/ Probationary Tenancy	A trial period (tenancy) lasting for 12 months.
Tenancy policy	A document a RP must have in place detailing their approach and use of fixed-term tenancies should they decide to implement.