First Homes

Initial Prospectus and questionnaire following issue of Prior Information

HCA001-DN531227-12055237 6 April 2021

<https://www.contractsfinder.service.gov.uk/Notice/dbed9f83-70d3-4b6e-8d7e-6f820cc10e16>

First Homes Market Engagement Questionnaire

1. The market testing exercise commences from 21 April 2021. This document outlines the proposed approach to procurement. At the discretion of Homes England and MHCLG, one or more information days may be held at which feedback may be provided on a face-to-face basis. This is anticipated to be via a “webinar” format.
2. This document includes a number of questions to stakeholders. The responses to this document should use the Annexed questionnaire which should be returned to Homes England by 6 May 2021 and e-mailed to: first.homes@homesengland.gov.uk
3. It is proposed that the one or more “webinar” days will be held either side of receipt of questionnaires to support this market testing. These will be conducted online as Microsoft “Teams” meetings. The proposed dates (which are subject to change at Homes England’s discretion) are:
	1. Thursday 29 April, 11.00 am;
	2. Wednesday 12 May, 11.00 am.
	3. Dial in in login details will be published on ProContract and will also be sent to all e-mails received in the first.homes@homesengland.gov.uk email box.

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| Respondent  | Details |
| Name |  |
| Company/organisation |  |
| Company/organisation activity |  |
| Email contact |  |
| Telephone contact |  |

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|  | The policy parameters for First Homes are already set and feedback is now sought from stakeholders specifically on the local eligibility criteria proposed in Section 2 of the prospectus document. Are these the right ones? [ ]  Yes [ ]  NoIf these are not appropriate requirements please specify what you would like to see included as requirements or criteria? Please briefly explain:

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|  | Feedback is sought from stakeholders on the requirements detailed in section 3 of the prospectus document. Are these the right requirements? [ ]  Yes [ ]  NoIf these are not appropriate requirements please specify what you would like to see included as requirements or criteria? Please briefly explain:

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|  | Considering your own current and planned site production, how many First Homes could be included in a bid for legal completion in 2021-22 and 2022-23? Please express this as a total number of homes and the percentage of production for each year. Please also include regional split of homes and the indicative market value selling price for each region – market value before the 30% discount is applied.

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| **Region** | **21-22** | **22-23** |
| **total** **number** | **% of** **production** | **MV avg** **before** **discount** | **total** **number** | **% of** **production** | **MV avg** **before** **discount** |
| **East** |  |  |  |  |  |  |
| **East** **Midlands** |  |  |  |  |  |  |
| **West** **Midlands** |  |  |  |  |  |  |
| **South East** |  |  |  |  |  |  |
| **South** **West** |  |  |  |  |  |  |
| **North** **West** |  |  |  |  |  |  |
| **North East** |  |  |  |  |  |  |
| **Yorks** **& Humber** |  |  |  |  |  |  |
| **TOTAL** |  |  |  |  |  |  |

\*The numbers provided by interested parties will be for information purposes only. |
|  | Feedback is sought from stakeholders on the approaches detailed within section 4 and the relative attractiveness of the three possible procurement options set out in paragraph 16 **Is there a strong, medium or weak preference for each approach?**

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| Option | Strong  | Med | Weak |
| Applying a regional “allocation” or distribution of grant funding according to affordability with proportionately more going to areas of lowest affordability. This may mean that specified regional “lot” areas are applied for bidding; | [ ]   | [ ]   | [ ]  |
| Taking a “market-led” national approach, driven by value for money and prospects for early delivery which is entirely “neutral” on geography and seeks to maximise the numbers of First Homes delivered in the early delivery programme; | [ ]  | [ ]  | [ ]  |
| Taking a combined approach such that once all bid proposals are evaluated there is a facility to “balance” delivery by further prioritising proposals in areas that have proportionately fewer First Homes.  | [ ]  | [ ]  | [ ]  |

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|  | Feedback is sought from stakeholders on the likely levels of “discount on the grant” that could be achieved based on the information contained within section 4? Is this possible?[ ]  Yes [ ]  NoPlease briefly explain your response:

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|  | Considering the information provided in section 5 Feedback is sought from stakeholders.Could the grant funding be managed on basis of agreed house types and characteristics rather than a plot-specific basis?Is this workable?☐ Yes ☐ NoPlease briefly explain your response including what would need to happen to make this work:

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|  | Considering the information provided in section 5 Feedback is sought from stakeholders.What are stakeholder views on the proposed approach to forecast and grant management with grant re-distributed to other builders if sales forecasts slip? Is this workable?☐ Yes ☐ NoPlease briefly explain your response including what would need to happen to make this work:

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|  | Considering the information provided in Annex A Feedback from stakeholders is sought on the right approach for the sales process.

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| Option | High  | Med | Low |
| Acceptability of this approach | ☐ | ☐ | ☐ |
| Practicality of this approach | ☐ | ☐ | ☐ |

Please briefly explain your response:

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