Report for:	Cabinet - 10 February 2026
Item number:	12
Title:	100 Woodside Avenue, N10- Sales strategy and updated total scheme costs
Report authorised by :	Taryn Eves, Corporate Director of Finance and Resources
Lead Officer:	Robbie Erbmann, Delivery Director, Housing Delivery, Finance and Resources
Ward(s) affected:	Muswell Hill
Report for Key/ Non Key Decision:	Key decision

1. Describe the issue under consideration

1.1 On 8 November 2022 Cabinet resolved to award a construction contract for the redevelopment of the Council owned site at 100 Woodside Avenue, N10 to build 41 homes. Of the homes being built, 32 are council homes and a further 9 are private homes to be sold on the open market.

1.2 The purpose of this report is to seek approval and delegated authority from Cabinet to agree the proposed sales strategy and to facilitate the disposal of nine open market for sale homes.

1.3 Cabinet is also asked to approve the revised budget for the scheme at 100 Woodside Avenue and note the updated financial position of the scheme.

2 Cabinet Member Introduction

The driving mission of this Council is to build a fairer and greener borough. London has a housing crisis – and we are seeing more and more local residents unable to afford rents, let alone afford to buy.

In order to do our part in addressing this situation, we, with financial support from both the Mayor of London and the government, are building at least 3,000 new council homes – at council rents. We are creating more genuinely affordable homes for local people.

Numbers are essential, but we’re focused as much on quality as quantity. We’re building homes that will last, with great insulation standards, great interior and exterior design standards and a strong mix of family and individual homes. Built to Passivhaus standards, these homes will be well-insulated, achieve excellent airtightness and be as energy-efficient as possible, because we want homes that aren't just affordable to rent but affordable to run.

100 Woodside Avenue, currently under construction and almost completed, will soon bring a further 32 new council homes in the west of our borough and will provide four fully wheelchair-accessible 2-bedroom flats, ten 1-bedroom flats, thirteen 2-bedroom flats, five 3-bedroom family homes. Alongside the Council homes, 9 homes will be sold on the open market to bring in vital revenue to cross subsidise these council homes.

The scheme is in progress and when completed, will create a new community in Muswell Hill with over 830 square meters of fresh green landscaping, the planting of 46 new trees, a new subway to Parkland Walk, and an improved stairway to Woodside Avenue from Muswell Hill Road. The three buildings are tenure-blind, with the same materials and design details so that homes for council rent and those for sale are indistinguishable. At the centre of the three buildings is a communal courtyard garden, private gardens, and balconies. The communal courtyard garden and play spaces have been designed to be used by all residents throughout the scheme. The scheme has been carefully designed to integrate with the neighbouring Parkland Walk and Highgate Wood.

All three buildings have been designed to Passivhaus design principles to achieve the highest levels of energy efficiency. Triple glazed windows, photovoltaic panels on the roofs and additional insulation are just some of the measures that have been integrated into the design of the scheme. The combination of the contextual setting and the implementation of Passivhaus principles has led to a unique scheme which addresses design quality and sustainability as one. The 32 council homes will achieve Passivhaus certification, and this could not be a more significant moment in which to be building new genuinely affordable homes that will reduce energy use and costs to a minimum, future proofing against surges in energy prices and reducing the likelihood of energy poverty.

3 Recommendations

3.1 Cabinet is recommended:

3.1.1 To approve the disposal of nine open market sale units on the terms and in accordance with the and Sales Strategy set out in paragraph 7 this report;

3.1.2 To grant delegate authority to the Delivery Director, and section151 Officer, Corporate Director of Finance and Resources to dispose of each of the nine sale properties as part of the development at 100 Woodside Avenue, shown in the Exempt Part of this report, for a total capital receipt set out in the Exempt Part, and to approve the final terms of the disposal, and to enter into the contract and any associated documentation in connection with the disposal

3.1.3 Delegate authority to the Delivery Director of Housing Delivery, and s.151 Officer, the Corporate Director of Finance and Resources to make minor amendments to the Sale Strategy at paragraph 7 of this report.

3.1.4 To approve the increased budget as set out in the Exempt Part of this report.

4 Reasons for decision

4.1 Haringey has an ambitious and successful council house building programme which since its launch in 2018 has already delivered 840 new complete council homes, with the vast majority of these homes welcoming new tenants and their families in the last 18 months. Separately, more than 1,500 homes are currently under construction. This important programme is making a valuable and central contribution to addressing the pressing need for genuinely affordable accommodation in Haringey and in reducing the overall costs of temporary accommodation. The scheme at 100 Woodside Avenue, where construction has been under way for more than a year, will deliver 32 new council homes in the west of the borough (Muswell Hill) as well as nine homes for market sale. The sale of these homes will cross subsidise the 32 council homes, bringing financial viability to the whole scheme.

4.2 The council has already received consent to dispose of the nine homes for market sale at its 8 November 2022 Cabinet Meeting (Minute 83). The Cabinet report of November 2022 approved the disposal of the leasehold interests in the nine market-sale units: seven flats on 125-year leases and two houses on 999-year leases. This report now seeks authority to dispose of the leasehold interest in the seven flats on a 999-year leases and the freehold interest in the two houses due to better marketability

4.3 The proposed disposal of 9 units 2x houses (freehold disposals) and 7 x leases (999-year term) are permitted under paragraph A.3.1 of The General Housing Consent 2013. These Consents relate to disposals of HRA properties under section 32 of the Housing Act 1985. It permits a local authority to, (subject to certain limitations that are not applicable to this transaction), dispose of land for a price equal to its market value.

4.4 Now that the homes are within 12 months of completion, the council needs to finalise an agreed sales strategy and sale mechanism, that will allow sales to the housing development programme to follow a similar approach.

4.5 The scheme is complex and has been challenging resulting in extensive costs to replace sensitive underground infrastructure that has involved lengthy negotiations with third party interests. This has lengthened the construction programme significantly by c22 months in total. Furthermore, a higher number of complex legal matters and challenges has resulted in higher than anticipated legal costs

5 Alternative options considered

5.1 An option not to sell homes on the private market and retain the nine homes for affordable housing purposes has been considered. However, this option was rejected because it would impact on the viability of the scheme. Any proceeds raised from the sale of the nine homes will be used to cross subsidise this scheme and other council home schemes within the housing delivery programme.

5.2 The additional funding for the scheme, has been important work to deliver the overall scheme. Not replacing complex and critical sewer underground infrastructure servicing the new homes would have risked the entire development from going ahead affecting the overall delivery and construction of the scheme. A build over agreement is a planning condition that is required to be met, without which the scheme could not have continued.

6 Background information

6.1 On 8 November 2022, Cabinet approved the appointment of a main works contractor to deliver 41 homes at the former care home site located on the corner of 100 Woodside Avenue and Muswell Hill Road (Minute 83). Works commenced on site in September 2022. Construction is currently progressing at pace with an anticipated completion date in the second half of 2026.

6.2 The same cabinet also agreed to approve the disposal of a total of nine open market sale units to be constructed and contained within the development . The 2022 Cabinet report approved the disposal of the leasehold interests in the nine market-sale units: seven flats to be sold on 125-year leases and two houses to be sold on 999-year leases. This report now seeks authority to dispose of the leasehold interest in the seven flats on a 999 year leases and the freehold interest in the two houses due to better marketability. The 2022 report also noted that the disposals will only be implemented in the event that (if required) the consent of Secretary of State for each of the disposals has first been obtained. This report seeks to confirm the Council's powers to dispose of the nine market sale units.

6.3 The homes are designed to be built to 90% improvement on building regulations, consumption of fuel and power. In addition, there will be 9 open market sale homes. These will include 2 three bedroom townhouses and 7 one, two and three bedroom flats. These homes will be sold on the open market. Following a formal competitive tender process, a sales and marketing agent has been appointed to lead on the marketing and sale of these homes.

6.4 A highly complex scheme in a number of areas, the construction of this scheme has been challenging due to the buildings' proximity to the highway, as well as the retaining walls and abnormal work in the ground required for building over the mains sewer and three water mains as well as various service diversions. There has been difficulty accessing the site as it is in close proximity to the neighbouring school and there are also issues with getting deliveries into this location.

6.5 As such, construction was significantly impacted and delayed by the requirement to replace and remediate existing third party underground infrastructure including the replacement of c30 metres of cast iron pipe and further run of lining to the existing sewer downstream. Lengthy complex negotiations with the third party to agree the design and works has impacted the overall programme by c22 months. Under the JCT contract terms and conditions, the contractor is also entitled to extension of time loss and expense costs.

7 Sales Strategy

7.1 Proposed sales approach to the nine market sale homes

Lease arrangements for 7 private sales flats

7.2 The Government issued a Whitepaper on the 3rd March 2025, which sets out the government's intention to overhaul the current Leasehold system. The Government has pledged to issue a draft **Leasehold and Commonhold Reform Bill in early 2026**, which will outline the Government's proposals in detail, and will provide more details to the changes in legislation to address key issues in the current legislation. It is therefore unlikely that this option will be available in readiness for completion of the Development. There is broad political consensus and support for the proposals contained in the Bill.

7.3 In addition, the council has undertaken a review of the impact of retaining leases of any kind on the homes would be in conflict with the new emerging legislations and impact on sales values and the ability for buyers to secure mortgages.

7.4 As a result and in anticipation of the above proposed legislative changes, it is proposed the Council dispose of its seven, 1, 2 and 3 bedroom flats built within Block B on a long lease basis of 999 years, with the council retaining the freehold interest of the building and common parts.

7.5 The benefits to the Council is it retains ownership of the land and the building structure, which can be valuable over time. Ground Rent Income on long leases often include ground rent payments, providing a steady income stream (though recent reforms in the UK have limited this). Service charges and management fees the freeholder can charge for maintenance and services, will generate additional income to manage the block and common parts. Long leases are more attractive to buyers and mortgage lenders, making it easier to sell the flats.

Freehold transfer for 2 houses

7.6 Block C contains two 3 storey, three bedroom houses with front and rear gardens.

7.7 The freehold transfer of these two houses is proposed, with the usual rights and reservations included in the transfers to protect the Council's retained land, both site specific and with access rights and service charges where relevant. This will also comply with the above legislation and the recommended sales advice.

7.8 There will be the usual rights and reservations included in transfers of houses combined with site-specific requirements such as access rights over the estate road, a service charge to maintain estate road, common parts and consideration of any easements to be granted to utility providers.

Estate Common Parts

7.9 It is proposed the council retain and manage all estate "Common Parts" with an estate service charge regime to be paid by all of the residents (Leaseholders, Freeholders and council tenants)

7.10 The council will retain control over the day-to-day decisions, priorities, or service standards, high standards of management will ensure that values remain positive on the development.

7.11 The council's inhouse teams will ensure the maintenance and management and compliance obligations are met on a day to day basis and overall for the development.

Sales strategy

7.12 The council does believe that it is important to offer local Haringey residents an opportunity to buy the sale properties first during the initial marketing period. There has already been significant local interest in these homes.

7.13 As a result, the council will operate a 'Local First' initiative that prioritises Haringey residents and key workers, offering them exclusive early access to information and viewing opportunities in the first 6 weeks after launching the properties on the market. Leveraging the local branch network in Haringey of our appointed agent to advertise and promote the scheme to Haringey residents first.

7.14 The next phase (after 6 weeks) should the properties not be sold, would focus on Greater London and a UK marketing push, if needed introducing the development to the rest of London and UK via property portals, the agents' website and targeted campaigns.

7.15 The disposals will be strategically managed through the Council's Disposal Board and individually managed through the recommendations set out in this report.

7.16 Under the Council's statutory powers contained in Section 32 of the Housing Act 1985, it may dispose of land held for housing purposes, but only with consent from the Secretary of State consent. Under the General Housing Consents 2013 ("the General Consents") the relevant provisions of A3.1.1 of the General Consents, a local authority may dispose of land for a consideration equal to its market value. This means so long as the homes are sold are market value we can rely on general consent A3.1.1

7.17 see Exempt Part

7.18 see Exempt Part

7.19 see Exempt Part

8. see Exempt Part

9. Contribution to the Corporate Delivery Plan 2022-2024 High level Strategic outcomes'?

9.1 The recommendations in this report will support the delivery of the Housing Priority in the new Borough Plan, which sets out in its first outcome that *"We will work together to deliver the new homes Haringey needs, especially new affordable homes".* Within this outcome, the Borough Plan sets the aim to *"Ensure that new developments provide affordable homes with the right mix of tenures to meet the wide range of needs across the borough, prioritising new social rented homes".*

9.2 In particular, the recommendations in this report are explicitly about delivering the aim *"to deliver 3,000 new council homes at council rents by 2031".* The proposals in this report contribute directly to the strategic outcomes on new housing supply that are at the core of the aims of the Council as expressed in the Borough Plan.

9.3 Furthermore, the mix of homes to be delivered on the Cranwood site (both private and affordable) will meet local housing need, as defined within the latest LB Haringey Housing Strategy'.

10 Carbon and Climate Change

10.1 The development has been designed to include key Passivhaus principles addressing design quality and sustainability together as one. This will mean the energy performance of the building will give more certainty on tenants' energy costs thus future proofing against future surges in energy prices.

10.2 All of the different design elements support the overall energy performance on the building. Projecting balconies act as shading devices to prevent overheating. Solar panels are provided across the scheme, the roof is specifically orientated this way in order to maximise photo voltaic efficiency.

10.3 The south facing façades maximise solar gains by providing large amounts of glazing whilst looking over an extremely visual amenity. The balconies also act as solar shading devices in the summer months to help with natural cooling. The small gallery access routes allow for significant cross ventilation and dual aspect homes across the scheme, a key consideration to help natural cooling in the summer months.

10.4 Overall, the development has been designed to include of a range of sustainability measures and achieve a 90% reduction in carbon emissions. Block A (Council rented homes) has the potential to achieve Passivhaus certification.

11 Statutory Officers comments (Director of Finance (procurement), Head of Legal and Governance, Equalities)

11.1 **Legal**

11.2 Recommendation 3.1.2 seeks approval to sell nine private homes at the Woodside development on the open market. The nine private homes comprise the freehold interests in the two houses and the leasehold interests of seven flats each held on 999-year leases. It is noted that the Cabinet report of the 8 November 2022 approved the disposal of the nine private homes, however, that approval was for the seven flats on 125- year leases and two houses on 999- year leases. This report now seeks authority to dispose of the leasehold interest in the seven flats on a 999-year leases and the freehold interest in the two houses to improve marketability.

11.3 Under section 32 of the Housing Act 1985, a local authority has the power to dispose of land held by them, but not without the consent of the Secretary of State. Under the General Housing Consents 2013 ("General Consents"), the relevant provisions of A3.1.1 of the General Consents, a local authority may dispose of land for a consideration equal to its market value.

11.4 The proposed disposal of the nine homes falls within the definition of a 'disposal' under the General Consents which includes a freehold conveyance and the grant of a lease of any duration. The definition of 'land' includes dwelling-houses.

11.5 The definition of 'market value' under the General Consents means the amount for which a property would realise on the date of the valuation on a disposal between a willing buyer and a willing seller in an arm's-length transaction after proper marketing where the parties had each acted knowledgeably, prudently, and without compulsion and where the market value is assessed not earlier than three months before the buyer applies or agrees to an offer in writing. A valuation report not older than three months is required before a price is agreed between the parties.

11.6 The proposed disposal of the nine private homes falls within the General Housing Consents 2013, as the units are to be sold at full market value and therefore meet the criteria for a disposal under Section 32 of the Housing Act 1985. The proposed disposals does not involve any element of undervalue or a purpose outside the scope of the General Consents. As such, specific Secretary of State consent is not required for this disposal.

11.7 Recommendation 3.1.2 seeks approval to dispose of the nine units in accordance with the Sales Strategy in paragraph 7 of the report. Paragraph 7.2 of the report refers to the Government's White Paper published on 3 March 2025, and the proposed Leasehold and Commonhold Reform Bill expected in early 2026. This proposed legislation signals significant future reforms to the leasehold system. Although these proposals do not have statutory effect, they indicate a clear policy direction towards strengthening leaseholder rights and expanding the use of commonhold.

11.8 For the purposes of this disposal, the reforms are not expected to affect the Council's ability to sell the two freehold houses or the seven long- leasehold flats. However, the Council should note that further legislative changes may alter the rights of long- leaseholders, including enfranchisement, service charge regulation, and management rights. Also, that purchasers of the 999- year flats may acquire enhanced statutory rights once the reforms are enacted, but these changes would apply generally and are not specific to this transaction.

11.9 There is no current legal restriction arising from the White Paper or draft Bill that would prevent or delay the proposed disposal. Overall, the forthcoming reforms have been considered, but they do not create any legal impediment to the Council proceeding with the sale of the nine units.

11.10 The disposals will be overseen by the Council's Disposal Board, which forms part of the Council's internal governance for managing property disposals.

There are no further legal comments.

Finance

11.11 Finance confirms that the proposed sales strategy will impact positively on the Housing Revenue Account (HRA).

Finance notes the recommendation to approve a revised budget and can confirm that it can be contained within the HRA.

Further finance comments are provided in the Exempt report attached.

Procurement

11.12 Strategic Procurement note the contents of this report and confirm there are no procurement related matters preventing Cabinet approving the recommendation stated in paragraph 3 above.

Equality

11.13 The Council has a Public Sector Equality Duty under the Equality Act (2010) to have due regard to the need to:

- Eliminate discrimination, harassment and victimisation and any other conduct prohibited under the Act.
- Advance equality of opportunity between people who share those protected characteristics and people who do not.
- Foster good relations between people who share those characteristics and people who do not.

11.14 The three parts of the duty applies to the following protected characteristics: age, disability, gender reassignment, pregnancy/maternity, race, religion/faith, sex and sexual orientation. Marriage and civil partnership status applies to the first part of the duty.

11.15 Although it is not enforced in legislation as a protected characteristic, Haringey Council treats socioeconomic status as a local protected characteristic.

11.16 The potential for disproportionate impacts on groups sharing protected characteristics has been considered. The homes will be made available to all eligible residents, including those with protected characteristics. In addition, the development includes 10% of fully wheelchair accessible and adaptable homes for residents who have disabilities. The Bespoke Housing Policy enables homes to be adapted for residents based on their individual needs.

12 Use of Appendices

Appendix 1 – Exempt Report

13 Background papers

None