

**Report for:** Cabinet - 10 March 2026  
**Item number:** 14  
**Title:** Approval to tender valuation and survey services relating to the acquisitions programme.

## **Report**

**authorised by:** Taryn Eves, Corporate Director of Finance and Resources.  
**Lead Officer:** Jonathan Kirby, Director of Capital Projects & Property.  
**Ward(s) affected:** All

## **Report for Key/**

**Non Key Decision:** Key Decision.

### **1. Describe the issue under consideration**

- 1.1 This report seeks approval to commence a tender for external property related professional services. This includes valuations, valuation advice, technical and structural surveys to support the Council's Acquisitions Programme.
- 1.2 The services will cover street properties within Haringey and outside the borough, and block acquisitions (e.g., acquisition of an entire freehold block, potentially including commercial units; or multiple units within a block including affordable and Section 106 units).

### **2 Cabinet Member Introduction**

- 2.1 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.
- 2.2 To help tackle the housing crisis, Haringey has built more than 1,000 new council homes since 2020 and has another 2,000 under construction. We are on course to complete 3,000 by 2031. With funding from the Mayor of London and the government, we are creating more social and affordable homes for local people.
- 2.3 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. We make sure homes are as well-insulated and energy efficient as possible because we want homes that aren't just affordable to rent but affordable to run.
- 2.4 We are also buying homes where we can and letting them out as council homes at council rents. When we buy, we make sure that the purchase price works out in the round and that quality meets a minimum standard.

- 2.5 We bring in independent advisors to assure us that purchase prices are reasonable and that taxpayers are getting good value for money, as well as to run structural and safety surveys on the properties we are acquiring.
- 2.6 We are steadily expanding the supply of genuinely affordable housing in our borough – month on month, year on year – to help more and more residents get a home at a fair rent.

### **3 Recommendations**

It is recommended that Cabinet:

- 3.1 Approves the commencement of a procurement in accordance with CSO2.01(b) to appoint a panel of external property professionals to deliver valuations, valuation advice, technical and structural surveys, for up to a 3-year term from Quarter 3 of 2026/27 to Quarter 3 of 2029/2030, with the option to extend by up to 24 months.
- 3.2 Delegates authority to the Cabinet Member for Housing, in consultation with the Corporate Director of Finance and Resources, to award the contract(s) to the most economically advantageous bidder(s) following a compliant process, provided the award(s) are within the approved budget envelope set out in the exempt report.
- 3.3 Authorises the Corporate Director of Finance and Resources to issue and execute any ancillary documents and implement the contract(s), including exercising options within the contract term.

### **4 Reasons for decision**

- 4.1 The current valuers' contract is expiring and does not cover the full range of services and geographies now required. The Acquisitions Programme is scaling to approximately 250 acquisitions per annum for the foreseeable future, requiring a comprehensive and flexible professional support model that can handle both routine street property acquisitions and complex block transactions (including mixed-use and S106 units).

### **5 Alternative options considered**

- 5.1 Do nothing: This option was discounted as it would create a critical gap in due diligence capacity and risk programme slippage and sub-optimal value.
- 5.2 Extend the current arrangement: This option was discounted as the valuers' current scope is too narrow for the expanding needs of the programme as it lacks flexibility for block acquisitions and out-of-borough coverage. Additionally, it does not provide sufficient capacity.
- 5.3 Deliver this work in-house only: This option was discounted as there is insufficient internal capacity and specialist expertise to meet the volumes and complexity of the acquisitions programme.

### **6 Background information**

- 6.1 On 18th November 2014, the Council's Cabinet approved key recommendations, this included a delegation to the Assistant Director, Property & Capital Projects after consultation with the Lead Member for Regeneration and Housing, to agree the details

of a Council acquisition programme subject to confirmation from the council's Chief Finance Officer that the scheme represents value for money.

- 6.2 In July 2018, Cabinet approved the establishment of the Haringey Community Benefit Society (registered on 26 November 2019), with its sole aim being to improve the housing available to Haringey's homeless households and gave delegated authority to the purchase up to 100 individual residential units to be leased to the CBS to the Director for Housing, Regeneration and Planning in conjunction with the Director of Finance.
- 6.3 Following the insourcing of Homes for Haringey on 1st June 2022, the Council now directly manages the overall acquisitions programme through the Business Development team. This team is responsible for conducting all negotiations with vendors and supporting Legal Services in the subsequent property acquisitions, funded through RTB receipts, S106 monies and other external grants. Carter Jonas currently provides the Council with a report on valuation and structural survey where applicable, ensuring that all acquisitions represent value for money.
- 6.4 Acquiring new homes for the Council is done through the Business Development Team. To ensure value for money and to continue to acquire new homes, it is essential for the Business Development team to procure the services of qualified property professionals to support the ongoing acquisitions programme by providing the right expertise at pace, enabling robust due diligence, value for money, and sound decision-making. The purchase of these properties will help address housing needs in Haringey and alleviate pressure on the Temporary Accommodation budget.

## **7 Scope of Services required**

- 7.1 Please refer to exempt report
- 7.2 Please refer to exempt report

## **8 Estimated Cost Envelope by Service**

- 8.1 Please refer to exempt report
- 8.2 Please refer to exempt report

## **9 Procurement Strategy**

- 9.1 The need to establish term professional services contract(s) to support the Council's acquisitions programme that has become critical due to the pace and scale at which the programme is expanding.
- 9.2 Implementing a multiple or single consolidated, long-term consultancy arrangements will reduce waste in the procurement process by removing the need to run separate procurements for each acquisition, ensuring faster mobilisation and improved consistency of technical advice. This approach will also alleviate unnecessary pressure on service areas and the Procurement team, enabling resources to be focused on high-value strategic activity rather than repetitive transactional processes
- 9.3 The Service will explore the use of the London Construction Programme Dynamic Purchasing System in accordance with CSO 8.02.

9.4 Procurement launch: March–May 2026; Evaluation & award: May–July 2026; Contract start: 01/09/2026.

## **10 Value for Money and Risk Considerations**

10.1 Please refer to exempt report

10.2 Please refer to exempt report

10.3 Please refer to exempt report

## **11 Contribution to the Corporate Delivery Plan 2024-2026 High level Strategic outcomes**

11.1 The acquisition programme forms part of the Council's broader Housing Delivery Programme and will play a role in achieving the outcomes under the CDP theme: 'Homes for the Future.' In particular, the targeted outcomes to achieve 'an increase in the number and variety of high-quality and sustainable homes in the borough.'

11.2 This will support housing growth.

## **12 Carbon and Climate Change**

12.1 All properties acquired through the Acquisitions programme will undergo void works in order to bring them up to an acceptable lettable standard. As well as reducing the running costs for the tenants moving into these homes, the improvements will contribute to the council's net zero ambitions by improving the energy efficiency and sustainability of its stock.

## **13 Statutory Officers comments**

### **Finance**

13.1 This report is for the procurement to appoint a panel of external property professionals to deliver valuations, valuation advice, technical and structural surveys for an initial 3 years with option to extend for a further 2 years.

13.2 Financial provisions for these services have been built into the budget based on the current cost of providing these services.

13.3 Please refer to exempt report

13.4 Please refer to exempt report

13.5 Please refer to exempt report

### **Procurement**

13.6 Strategic Procurement notes the contents of the report.

13.7 Establishing multiple or single consolidated, long-term consultancy arrangements represents a proactive and efficient approach that will significantly strengthen the Council's ability to deliver its acquisitions programme at pace. By reducing the frequency of individual procurements, the Council will achieve greater operational efficiency, faster access to specialist expertise, and improved consistency in professional advice.

**13.8** SP will work with the service to achieve this. The London Construction Programme Dynamic Purchasing System in accordance with CSO 8.02 will be explored as our first option to the market. Where it is not possible to use it, we will consult the Chief Procurement Officer to discuss alternative routes. As part of the Service's scoping exercise, Strategic Procurement recommends engaging with the market to test the Council's proposed delivery model and strategy. This will help the Council understand current market conditions and assess suppliers' interest and capacity to support the model routes

**13.9** Please refer to exempt report

**13.10** SP support the recommendation in paragraph 3 above in accordance with CSO 2.01(b)

### **Director of Legal & Governance**

The Director of Legal and Governance (Monitoring Officer) was consulted in the preparation of the report

**13.11** Pursuant to the provisions of the Council's Contract Standing Order (CSO) 2.01(b), Cabinet has authority to approve the commencement of a procurement exercise where the value of the contracts to be procured is £500,000 or more and as such the recommendation in paragraph 3.1 of the report is in line with the Council's CSO.

**13.12** Pursuant to the provisions of the Council's CSO 2.01(c), Cabinet has authority to approve awards of Contract valued at £500,000 or more.

**13.13** Further to paragraph 9.11 above, the recommendations in paragraphs 3.2 and 3.3 of the report to delegate authority to the Cabinet Member for Housing & Planning in consultation with the Corporate Director of Finance and Resources, to award the contract(s) to the most economically advantageous bidder(s) following a compliant process, provided the award(s) are within the approved budget envelope set out in the exempt report (if applicable) and also to authorise the Corporate Director of Finance and Resources to issue and execute any ancillary documents and implement the contract(s), including exercising options within the contract term is in line with the provisions of Part 4 Section F paragraph 1.3(a) of the Council's Constitution.

**13.14** The Director of Legal and Governance (Monitoring Officer) see no legal reasons preventing the approval of the recommendations in this report.

### **Equality**

**13.15** The Council has a Public Sector Equality Duty (PSED) 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 protected characteristics and people who do not.
- Foster good relations between people who share those characteristics and people who do not.

**13.16** The three parts of the duty apply to the following protected characteristics: age, disability, gender reassignment, pregnancy/maternity, race, religion/faith, sex, and sexual orientation.

**13.17** Marriage and civil partnership status applies to the first part of the duty. Although it is not enforced in legislation as a protected characteristic, Haringey Council treats socioeconomic status as a local protected characteristic.

**13.18** The report is seeking approval to procure property professionals to deliver valuations, valuation advice, and structural surveys to enable the council to acquire more homes.

**13.19** The decision to acquire more homes will particularly support families in need of two and three-bedroom homes, which includes people in severe housing need and people currently living in temporary accommodation.

**13.20** With regards to the contract appointment, as an organisation carrying out a public function on behalf of a public body, the contractor will be obliged to have due regard for the need to achieve the three aims of the Public Sector Equality Duty as stated above.

#### **14 Appendices:**

Appendix 1 – Exempt Appendix

#### **15 Background papers**

n/a