

# APPENDIX2 - Trafford State of the Market Report

## The housing market in Trafford

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Trafford MBC

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# 1. Introduction

- 1.1 As part of the evidence base to support the development of a 5-year housing strategy in Trafford MBC this report assesses the current position of the housing market. It focuses on a number of specific elements within the market which include:
- The strategic context for Trafford within Greater Manchester
  - The current housing offer
  - The sales market
  - The market rented sector
  - The affordable housing market
  - Affordability
  - Demographics and socio-economic indicators
  - Older people and vulnerable residents
  - Delivery performance and future housing targets
  - Challenges and opportunities
- 1.2 The report provides a focused review with detailed data, charts and maps in appendices as well as a comprehensive accompanying document that analyses the market rented sector in Trafford.

## 2. The strategic context for Trafford MBC

- 2.1 The strategic agenda for the Greater Manchester combined Authority has been well documented elsewhere and is not repeated here. The significant issues around growth and the implications for Trafford are included as well as a number of targets being considered within the draft Greater Manchester Strategy:
- 2.2 The GMSF (through the findings of the GM SHMA and evidence base) calculates that around 227,000 additional homes will need to be delivered across Greater Manchester over the period 2015-2035 to accommodate the growing population. This is roughly equivalent to assimilating another city the size of Manchester. These new homes will provide a broad mix in terms of type, size, tenure, location and affordability so as to meet the needs of all households.
- 2.3 The emphasis will be to direct new development towards locations that support urban regeneration, minimise environmental impacts, reduce the need to travel, and are, or can be made, most accessible by public transport, cycling and walking. Development will be managed to ensure it makes a positive contribution to the quality of places and the wellbeing of people by (where possible) securing the reuse of brownfield land, protecting open spaces within the urban area, and delivering genuinely sustainable neighbourhoods with supporting facilities and services.
- 2.4 To deliver the scale of growth required across Greater Manchester, land will however need to be released from the green belt. These sites have been selected to maximise sustainability, with an emphasis on releasing a relatively small number of large sites rather than the widespread incremental development of smaller sites. Adopting this development approach allows for the creation of new neighbourhoods, prevents piecemeal development and provides the critical mass to ensure that new development is supported by adequate infrastructure.
- 2.5 New development will be distributed to ensure that all parts of Greater Manchester secure high levels of investment and a balanced pattern of growth. There will continue to be a very strong focus on the core of the conurbation (Manchester City Centre), and The Quays along with the eight main town centres of Altrincham, Ashton-under-Lyne, Bolton, Bury, Oldham, Rochdale, Stockport and Wigan. These locations will be complemented by activity across Greater Manchester, but with major areas of growth in the Northern Gateway, Western Gateway and Eastern Gateway further complemented by an Airport Gateway, all of which will set out to deliver high levels of new employment floor space and housing supported by major improvements in transport infrastructure.
- 2.6 The Greater Manchester Strategy (draft) has developed a range of targets that impact specifically on the Borough. These include:
- Increase the number of net additional dwellings built from 6,190 in 2015/16 to 11,300 in 2020.
  - Eradicate rough sleeping by 2020, from an estimated 189 rough sleepers in 2016.
  - A commitment that no household should have to spend more than 30% of their household income on housing costs unless they choose to spend more.

## Trafford

- 2.7 The strategic agenda for Trafford has been well documented elsewhere and is not repeated here. A number of the more relevant policy documents are briefly reviewed:
- 2.8 The distribution of development suggests that the total level of new housing development to be accommodated within Trafford up to 2035 will be 23,100 dwellings. The three strategic housing allocations identified and proposed within the draft GMSF Plan will contribute around 15,550 of these dwellings suggesting that just over 7,500 additional dwellings will also need to come forward.
- 2.9 The adopted Trafford Local Plan: Core Strategy (2012) provides the strategic planning framework regarding the use of land in Trafford. It establishes a balance between growth, regeneration and environmental protection and improvement to ensure that Trafford becomes a place where people want to live, learn, work and relax, in the period up to 2026.
- 2.10 The distribution of development suggests that the total level of new housing development to be accommodated within Trafford up to 2035 will be 23,100 dwellings. The three strategic housing allocations identified and proposed within the draft GMSF Plan will contribute around 15,550 of these dwellings suggesting that just over 7,500 additional dwellings will also need to come forward. The detail of sites is in Appendix A.
- 2.11 The vast majority of the housing delivery will be focused on brownfield land, connecting to existing urban centres. However, more land is needed and the release of Green Belt land will be required. Currently 38% of Trafford is in the Green Belt and a small proportion of this will be removed from the Green Belt for development, this will leave 33% of the Borough still in the Green Belt.
- 2.12 The delivery of housing growth in Trafford falls within the remit of the Council's Strategic Growth Service which brings together the key strategic functions of economic growth, housing, strategic planning, town centres, and sustainability. This ensures that these functions and key strategies are closely aligned to deliver economic and housing growth, bring forward key development opportunities, maximise investment into Trafford and improve skills and opportunities for residents. The Strategic Growth Team works with Registered Providers of social housing, private sector developers, the Homes and Communities Agency and the Council's Planning and Development team to facilitate the development of sustainable housing growth in Trafford, including the provision of affordable and supported housing which meets the needs of residents. This includes support in site searches, engagement with stakeholders and identifying funding streams and mechanisms.

## Statutory Housing Functions

- 2.13 Whilst the Council no longer manages any housing stock it retains a statutory responsibility for homelessness and housing allocations. This service is currently provided along with housing advice via a contract with Salix Homes through the Housing Options Service Trafford (HOST).
- 2.14 Trafford Council's homelessness service has been rated among the best in the country, according to a recent peer review as part of the Government's new 'Gold Standard' Challenge for local authority housing options services. Trafford's homelessness service scored 75 per cent, one of the country's highest scores, and can now apply to the National Practitioners Support Service to be recognised with a Silver award. Through the 'Gold Standard' initiative, councils are able to learn from each other and Trafford can share good practice to help others deliver the best possible homelessness service. This approach will help to save money as costly emergency support can be avoided, with customers receiving the best possible, tailored support to meet their individual needs

### 3. The current housing offer

- 3.1 The detailed overview of the current housing offer in Trafford is outlined in Appendix B.
- 3.2 The strategic agenda for Trafford MBC is to create a residential offer that retains existing residents and attracts economically active households. Balancing the housing offer in terms of type, size, tenure and price/affordability and in neighbourhoods that are sustainable in terms of popularity, crime, environment and access to services is essential. The interdependence of the economic and housing strategies is critical.
- 3.3 The market needs to offer choice for all residents regardless of income and ensure that as households move through their lifecycle appropriate housing is available.
- 3.4 There are over 97,300 units of housing accommodation in Trafford, home to around 234,000 residents, giving Trafford an average household size of around 2.4. Trafford has one of the strongest housing markets within Greater Manchester underpinned by higher than average levels of home ownership (69.3% compare to 60.1% across Greater Manchester) and significantly higher than average house prices especially in the settlements located in the southern part of the Borough. Both elements of the property market have recovered from the 2007/8 economic downturn and median property values in 2016 were at £236,000 and £165,000 for lower quartile property values.
- 3.5 Typically, and comparatively, this means Trafford is home to a higher proportion of larger properties (3+ bedrooms) and a lower comparative level of affordable housing. This combination of high house prices, preponderance of larger units and relatively low levels of affordable housing, means that affordability is and will remain one of the most significant challenges for the Borough. A separate section on affordability is included in Section 7.
- 3.6 59% of all housing stock is detached and semi-detached reflecting the relatively high number of larger dwellings within and across the Borough. This leaves low levels of terraced stock and flats. The level of semi-detached housing is significantly higher than the dwelling profile for both GM and England (+7% and +14% respectively). Whilst there are positive aspects associated with this dwelling profile, potentially this may cause issues in terms of suitability and availability of choice for smaller accommodation for both emerging households and older households seeking to right-size and the relative lack of availability of smaller dwellings is reflected by the lower comparative proportion of terraced and flatted dwellings.
- 3.7 Analysis of dwelling stock at ward level shows the wards of Bowdon, Hale Barns, St. Marys and Village all contain higher than average levels of detached properties. Conversely the wards of Clifford and Gorse Hill have comparatively little detached housing stock but considerably much higher proportions of terraced and flatted dwellings. The dwelling profiles for these particular wards are also influenced by their proximity to the regional (city) centre.
- 3.8 Unsurprisingly and given the stock profile within Trafford, around 68% of all housing within the Borough has 3 or more bedrooms. Compared to 43.4% and 41.2% for GM

and England respectively, Trafford's housing stock profile shows a higher proportion of larger 3+ bedroom properties and much lower level of smaller 1 and 2-bed dwellings than GM and England respectively.

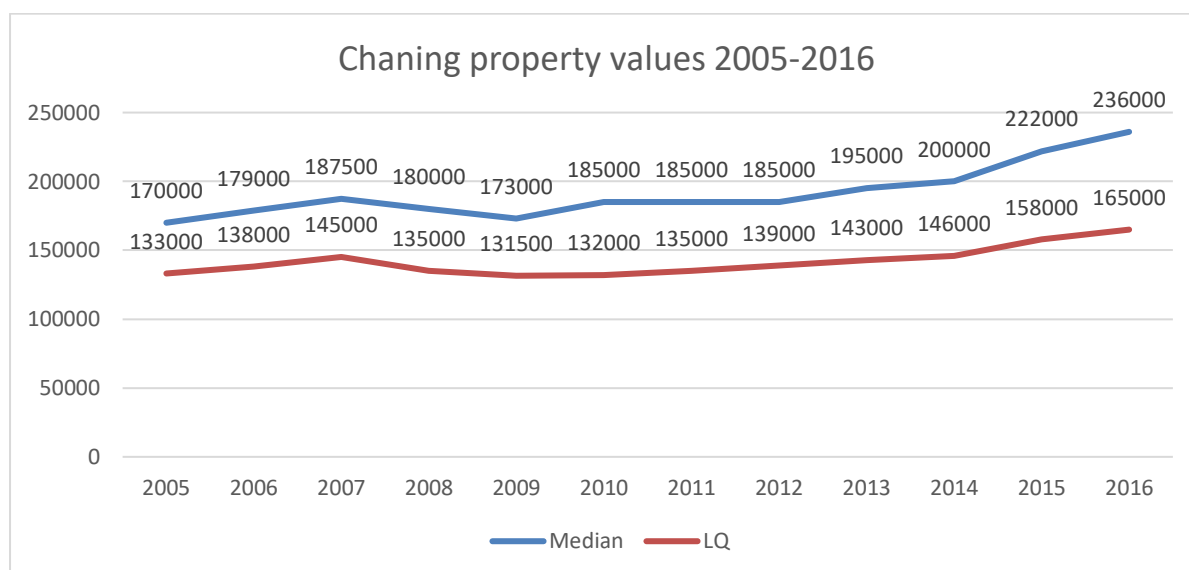
- 3.9 Ward analysis of housing stock shows that the wards of Hale Barns, Hale Central and Bowdon contain a much higher than average (40%+) number of 4 and 5-bedroom properties. Many wards contain a high level of 3-beds (principally semi-detached) including Davyhulme East & West and Timperley where over 60% of the stock is of this type. Smaller 1 and 2-bed properties are again more prevalent in wards such as Priory, Clifford, Stretford and Longford.
- 3.10 Whilst owner occupation is high, the level of properties owned outright (without a mortgage) is also high (46.3%), this is likely to be linked to an older population who have paid off their mortgage. Given that owner occupation is so high, other tenures tend to be lower; renting accounts for 30.1% and of this only 13.7% is private rent, the remaining social rent. These are both well below national levels of 18.2% and 18.5% for private rent and social rent respectively. These levels mask geographical differences. Levels of owner occupation are particularly high within the wards of Timperley (91.1%), Hale Barns (83.3%), Flixton (81.2%) and Davyhulme West (81.9%). Conversely around one in three dwellings in the wards of Bucklow-St-Martins, Clifford and St Mary's are affordable / social housing, more than 3 times the borough average.



## 4. The sales market

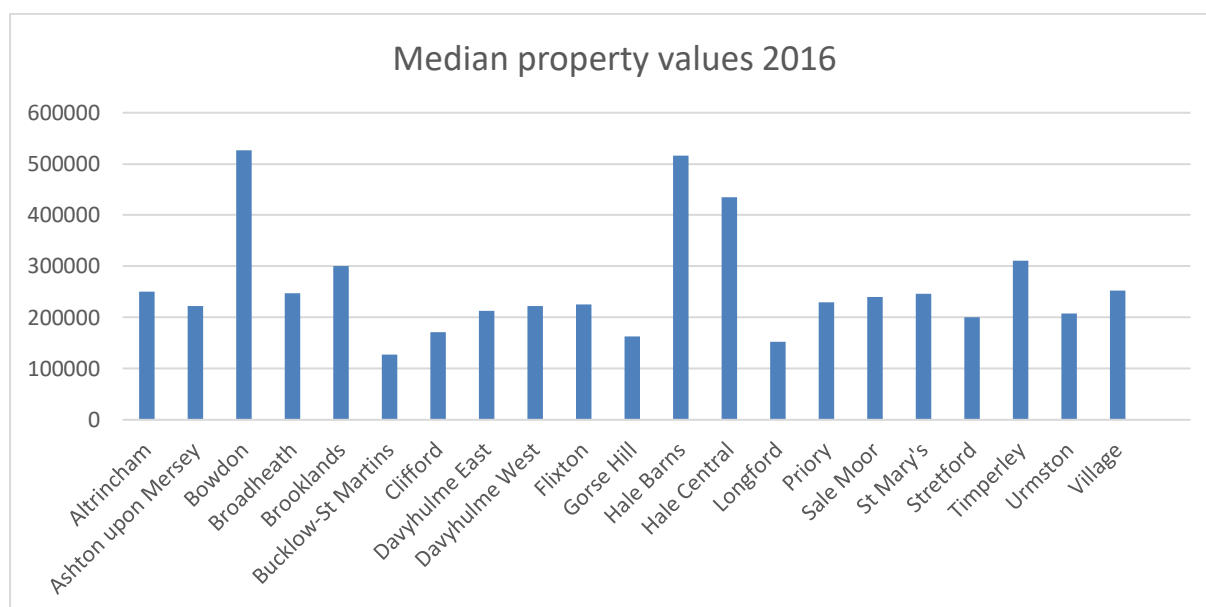
- 4.1 Additional charts and maps are included in Appendix C.
- 4.2 Chart 4.1 shows the changing values in property values from 2005 to 2016. It illustrates both median and lower quartile values. Both elements of the property market have recovered from the 2007/8 economic downturn and in 2016 median property values were at £236,000 and £165,000 for lower quartile property values. Property values remain on an upward trajectory with median property values pushing higher value increases than lower quartile property. In the past 12 months, median values have risen by 6.3% whilst lower quartile property values by 4.4%. This is likely to be driven by the demand for larger property (potentially from second stage movers) and higher income households.

**Chart 4.1** Changing property values 2005-2016



Source: Land registry

- 4.3 These figures mask significant geographical differences in property values. Chart 4.2 shows the differences within the market; median property values are shown by ward. Reflecting the underlying stock by type and tenure, property values are highest in the wards of Bowdon, Hale Barns, Hale Central and Timperley. There are significant differences in values across Trafford. The highest median values are in the south of the Borough focused in Bowden, and Hale Barns where property values in 2016 were at £526,500 and £515,250 respectively and the lowest in the north of the Borough in Bucklow-St-Martins at £127,750.

**Chart 4.2 Median property values 2016**

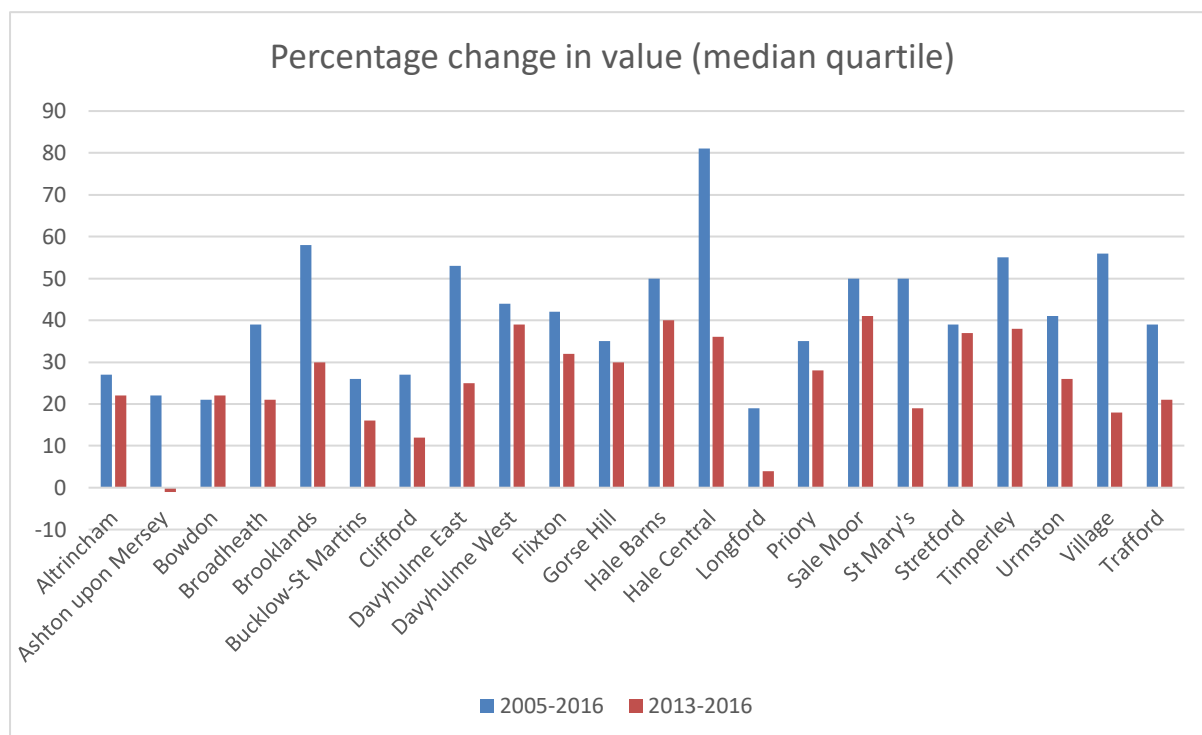
Source: Land Registry

- 4.4 There are similar trends for lower quartile property values. There are only 6 wards where property values are at or below £150,000 and all within the north of the Borough. This puts a first-time buyer market out of reach for many households trying to access the property ladder and limits the choice of locations to consider. There are no lower quartile property values below £100k. It places significant pressure on the local authority to ensure that low cost home ownership options are available and is also likely to require improved products that reduce property purchase values beyond Help to Buy.
- 4.5 However, there are potentially further considerations. In a number of the lowest value markets there is a more limited property offer, focusing more on terraced property and smaller size properties with fewer larger detached properties. As well as many areas offering a more limited choice of property, evidence confirms that different property types recover from recession at different rates. Larger family properties in more affluent locations are not generally reliant on first time buyers for transactions and therefore 'ride out' any recession relatively smoothly and areas with higher values correspond with the areas that people with the highest skills levels and occupations generally want to live. As different property types recover from the recession at different rates (generally semi and detached larger properties recover more quickly and terraced properties and flats more slowly) there will be a risk that there will be pockets of markets where house prices and sales stagnate or even decline but on the other hand there will be issues of affordability in areas of high demand. Without intervention, the inequality between local markets will continue to be a risk.
- 4.6 Since 2005, prices in Trafford have increased by almost 40% and by 21% within the past 3 years. This is a strong market but masks the significant difference between locations. With the exception of Bowden, in the south, all locations have been

growing at slower rates in the past 3 years than has been seen over the longer term from 2005 but there are still large growth levels of property values across Trafford.

- 4.7 A number of lower value wards are performing particularly well such as Gorse Hill, Stretford and Sale Moor.

**Chart 4.3 Percentage change in value (median quartile)**

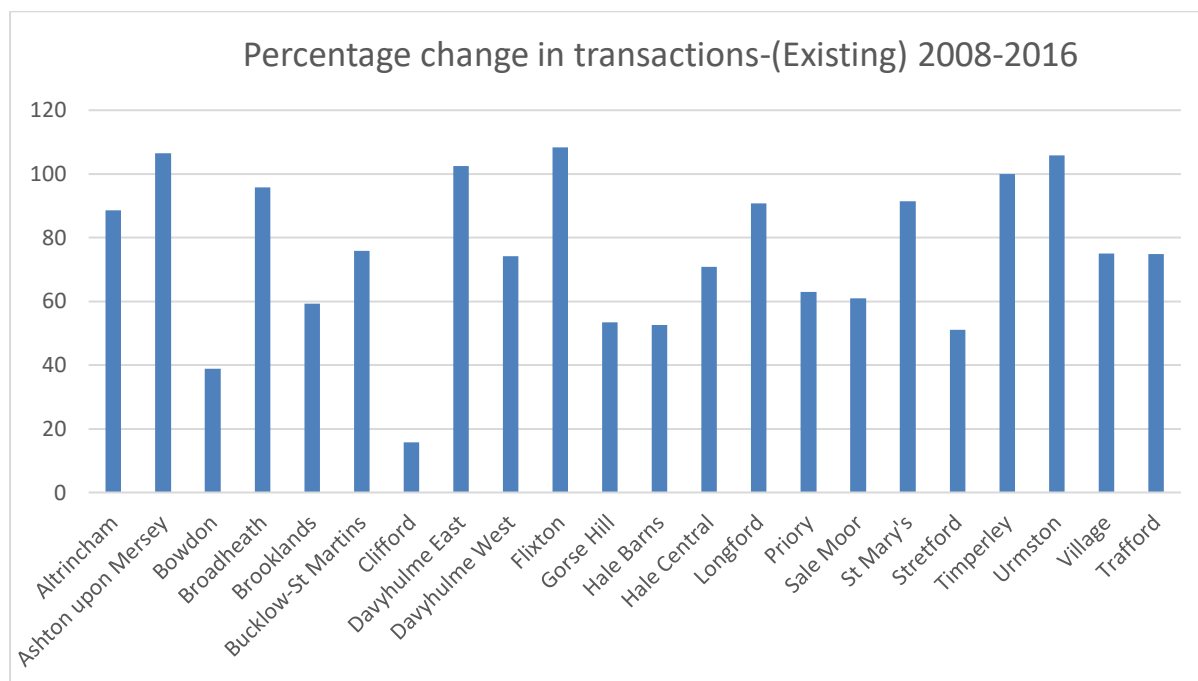


Source: Land registry

- 4.8 Price increases in lower value properties are less strong than for median property values. Lower quartile properties have increased by 24% since 2005 and 15% since 2013 and more recently growth has been strongest compared to long term property value change in lower value markets such as Longford, Sale Moor, Gorse Hill and Clifford. Demand here is likely to be strong, recognising the opportunity that these locations can offer to first time buyers, trying to access the housing markets and as regeneration of Old Trafford continues and key development sites are delivered in Stretford Town centre, Trafford Wharfside, Pomona and Trafford Waters, this trend is likely to continue.
- 4.9 The Trafford market has not yet recovered in terms of the number of transactions in the market since the height of the market in 2006. Transactions in 2006 stood at 4,632 per year and this compares to 3,618 in 2016; a reduction of 21.8%. However, the current market has shown consistent increases in the number of transactions since 2008 across Trafford.
- 4.10 Again, this masks the localised position. Chart 4.4 shows the percentage change in transactions in each ward since 2008 when the number of transactions was at its lowest at 2,069. All markets have increased confirming the strength of the market in

Trafford and a number have returned to pre-recession levels. There is very little correlation between locations, some are very high value, others lower value. Clifford in the North has only increased by 15.8%, this market has also experienced lower growth in values in the past 3 years. It is a rent dominated market with almost 60% of properties in that tenure and almost 40% in affordable provision. However, agents confirm that this market is ‘on the up’.

**Chart 4.4 Percentage change in transaction Existing 2005-2016**



Source: Land registry

### New build sales

- 4.11 New build transactions have significantly fallen since 2005, primarily because of lower new delivery rates. In 2005, 637 new build transactions were completed compared to 203 in 2016, a fall of 68.1%.
- 4.12 Whilst existing property values have recovered from pre-recession values, it is difficult to confirm whether this is the case for new build. Over the past 3 years, new build values range from £72,357 in Sale Moor compared to £592,000 in Bowden.
- 4.13 New build levels are low; with delivery at such low levels for Trafford, and planning in favour of development, Trafford MBC is unlikely to be in a strong negotiation position with developers around delivery types and location.

## 5. The market rented sector

- 5.1 A detailed review of the market rented sector accompanies this report.
- 5.2 The private rented sector accounts for over 12,989 (13.7%) households in Trafford. Although appreciably below the national average (18.2%), Trafford's private rented sector reflects regional and national trends that have seen considerable growth. It was the only sector to increase its share of the market between censuses where the sector increased by 28.3%; this compares to increases of 62.6% and 51.3% in GM and England respectively. Trafford however, came from a higher base level in 2001. It had the third highest market rented sector in GM at 10.7%, after Salford and Manchester.
- 5.3 Trafford's is a very geographically focused market; 10 of the Borough's wards account for 48% of its stock and the overall figures mask some larger sectors within specific wards. In Priory in Sale, the market rented sector accounts for 28% of all stock and the distribution of stock is focused in the lowest and highest value areas; as well as providing an offer to economically active, higher income households, market renting also acts as an extension of the social rented sector, supporting those on lower incomes.
- 5.4 Where levels are above the Greater Manchester average of 17.4% there are some similarities: These locations tend to:
- Have amongst the highest proportions of single person households
  - Have amongst the highest proportions of 1-bed and 2-bed properties
  - Have amongst the highest proportion of apartments
  - Be situated close to major transport routes (M6; M60; M56; metro-link) into Manchester, the sub-region, and beyond.
- 5.5 7,684 properties were recorded by Zoopla as having come onto Trafford's private rented market during 2014-2016. Activity involving properties coming onto the private rented market 2014-2016 is largely focused on Priory, Altrincham, Hale Central and Clifford; these wards have the largest market rented sectors in Trafford
- 5.6 Between 2014 and 2016 the average turnover of market rented properties was 20%; generally low (it is usual to see around 30%) and this was a reduction of almost 50% over the 3-year period 2014-2016. This potentially may be because:
- An area is becoming more popular and settled
  - A general undersupply of properties as households do not move (confirmed by agents)
  - The market rented sector being used as a longer-term tenure option
  - Properties are being let informally as some landlords mindful of agents' fees (which can reach £450 per letting) are managing their own properties (confirmed by agents).
- 5.7 Between 2014 - 2016 just over half of the properties coming onto the market were houses & bungalows (51%); the remaining 49% were apartments. Wards with market

- rented sectors that were larger than the Trafford average generally had higher proportions of flats come onto the market rented sector.
- 5.8 More than 6 in 10 properties coming onto the market had 2 bedrooms or less. At ward level, the performance is more stark. In 16 of the Borough's 21 wards, at least 50% of the properties coming onto the market have 2 bedrooms or fewer. In 9 of these wards less than a third of properties coming onto the market have more than 2 bedrooms.
- 5.9 Across Trafford on average, there were 4 households with at least one dependent child for each family-friendly property (3 beds or more) coming onto the market. There were no wards in the Borough where there were more family friendly properties coming available than there were households with dependent children.
- 5.10 The Monthly Mean Rent (MMR) for properties let in Trafford in 2016 was £750pcm, an increase of 3.6% on the corresponding figure for 2014 (£724pcm). The largest increase in MMR (18.5%) was recorded in Village bordered by Timperley to the west and Hale Barns to the south. Of the 10 wards with higher MMR than the Borough average (£750pcm), 7 were located to the south of the borough and the remaining 3 were to the north west of the Borough along its border with Salford. A third of the Borough's wards recorded double-digit increase in mean rent over the 3 years 2014-2016 and four wards - Bowdon (-24.2%), Hale Barns (-5.6%) Longford (-1.9%) and St Marys (-6.4%) – saw reductions in the MMR. Trafford has the highest rents in Greater Manchester. Agents confirm rents have increased approximately 13% over the past 12 months or so.
- 5.11 Trafford's MMR for an apartment was £650pcm. The corresponding figure for a house was £849pcm which is 30% more expensive. The most expensive place to rent an apartment in Trafford was Hale Barns where the MMR (£962) is £87pcm more expensive than Hale Central (£875) which was the second most expensive place to rent an apartment in Trafford. The least expensive place in Trafford to rent an apartment was Flixton where, at £494pcm, the MMR for an apartment is almost half the figure in Hale Barns and Flixton this was the only ward to have a MMR for apartment that is below £500.
- 5.12 MMR changes across Trafford 2014-2016 by property size (bedrooms) are summarised below:
- Increase for 1-bed of 5%
  - Increase for 2-beds of 1.3%
  - Increase for 3-beds of 6.3%
  - decrease for 4+ beds of -3.8%
- 5.13 Of properties coming to the market in 2016 only 8.2% were within LHA caps. A further 7.9% of properties were within 10% of the Borough's LHA cap. With barely 16% of properties coming onto the market being let within LHA levels, Trafford is largely unavailable to households requiring assistance with meeting their housing costs.

- 5.14 Properties let quickly; it took 6.5 weeks to let a property in Trafford including the notice period which is assumed to be 4 weeks. If the notice is excluded then properties were letting quickly especially in areas like Sale Moor where the average time to let was 1 week. Around three quarters of the Borough's wards let properties within 4 weeks of coming onto the market.
- 5.15 Across the Borough the time to let apartments and houses each reduced by 2 weeks over the past 3 years. Fourteen of the Borough's wards saw reductions varying from 6 weeks in Brooklands to 0.5 weeks in Ashton on Mersey. Sale Moor recorded the biggest reduction (11 weeks) in time to let a house in Trafford, down from 15 weeks in 2014 to 4 weeks in 2016. Only 3 of the Borough's wards recorded an increase in the time to let a house 2014-2016 – these were Timperley (0.5%), Village (1%) and Clifford (1%).
- 5.16 Whilst rental yields, based on 2016 median values and rents were 3.8%, yields of 6.5% and more are being generated by the cluster of wards towards the centre and the north of the Borough e.g. Broadheath, Stretford, Clifford and St Marys. In arc<sup>4</sup>'s experience where levels of 4% are recorded based on median values, much larger yields will be achievable within those location for 'the right' property.

### Agents' feedback

- 5.17 A full agent review is included as Appendix D.
- 5.18 The rental market in Trafford is strong. In areas like Davyhulme, Urmston and Flixton agents believe a significant amount of market renting is undertaken by word of mouth or through classifieds; as 25% of landlords are managing their own lettings without using a letting agent. This in part is used to explain the drop in properties coming onto the market.
- 5.19 Many of the households who are renting have sold their homes and are unable to find another home on the open market or they have never owned their own home and don't really expect to do so. They are usually mid – late 20's and early 30's, in full time employment and move as employment opportunities arise.
- 5.20 Some renters are renting to have an address so their children can get into local schools. Other renters especially towards the south of the Borough are looking to buy a home and renting before committing to a location.
- 5.21 There are shortages of properties and property types across Trafford. Towards the North West, finding a good quality smaller flat can be very challenging. They will rent for £500-£800pcm. 2-bed apartments are also much sought after and because of the scarcity of 2-bed apartments, there is always a list of people wanting to rent.
- 5.22 Anywhere close to a Metrolink stop is desirable especially amongst working professionals. However, with the shortage of properties on the market, renters in Trafford have to rent whatever is available in a location they can afford.
- 5.23 Increasingly, landlords are refusing to let properties to households on benefits because they *"just don't need to as there are enough people wanting accommodation"*.

- 5.24 Agents feel that rents are still increasing across Trafford. This is especially true in areas like Altrincham, Timperley and Hale, Stretford and Sale. Some landlords taking advantage of the market are increasing their rents annually. This is justifiable in some cases especially with tenants choosing to stay longer in their tenancies.
- 5.25 Rent arrears don't tend to be a problem. Some tenants fall behind with their rent but arrears are cleared relatively quickly as no one wants to lose their home – especially with replacement ones being so hard to find in Trafford.
- 5.26 Some lettings agents are more sympathetic to affordability pressures being experienced by some of Trafford's residents. They desperately want to see more family size accommodation built that can be afforded by the less affluent Trafford residents.
- 5.27 There isn't much of a student market in Trafford – house prices are too high and rents are too expensive. Where students do rent, letting agents will rent them a whole house / apartment on a normal contract rather than as a house-share.



## 6. The affordable housing market

- 6.1 Detailed charts are included as Appendix E.
- 6.2 The Census 2011 confirms that there are 14,485 units of accommodation in the affordable rented sector. It accounts for 17% of the stock in Trafford.
- 6.3 Elsewhere stock is much lower in terms of numbers but still plays a significant role in tenure given the lower overall housing numbers. For example, in Sale Moor, social housing accounts for 30.4% of the ward but only represents 5.6% of all social housing stock.
- 6.4 The largest numbers of stock are in Clifford and Bucklow-St-Martins with 1,834 (11.8% of affordable stock) and 1,773 (11.4% of affordable stock) respectively. In these wards affordable housing also accounts for around 40% of all tenures and plays a significant role in the performance of the housing market.
- 6.5 Whilst all wards contain affordable stock, it is unevenly distributed across Trafford. In Timperley, Hale central and Hale Barnes, Bowden, Aston-on-Mersey and Priory there are very low levels of affordable housing provision. The sector plays a very small role in these location, generally less than 10%. Affordable housing will always be a minority tenure in the locations given the very high levels of owner occupation but also in the challenges in competing for land to develop affordable housing. However, in areas where values are high, delivery through the planning system should offer potential.
- 6.6 Overall, 45% of social rented dwellings are flats/maisonettes and 55% are houses/bungalows. Houses/bungalows are mainly semi-detached (26.7%) or terraced (25.3%) with few detached (3%).
- 6.7 The proportion of houses/bungalows exceeds 70% in 4 wards (Davyhulme East, Davyhulme West, Sale Moor and Timperley).
- 6.8 The proportion of flats exceeds 70% in 3 wards (Ashton upon Mersey, Hale Central and Priory wards).
- 6.9 In terms of performance, the average number of days property stood vacant for over the past 3 years has been increasing and in 2015/16 stood at 45.6 days. This was up from 31.5 days in 2014/15 and 32 days in 2013/14. In England, property let in 19.6 days in 2015/16 and reduced from 21.3 days in 2013/14. (Source: CLG CORE LA Summaries).
- 6.10 Property is clearly popular. Property is offered 1.6 times before it is let. However, this is much higher than the English average of 0.5 times. (Source: CLG CORE LA Summaries).

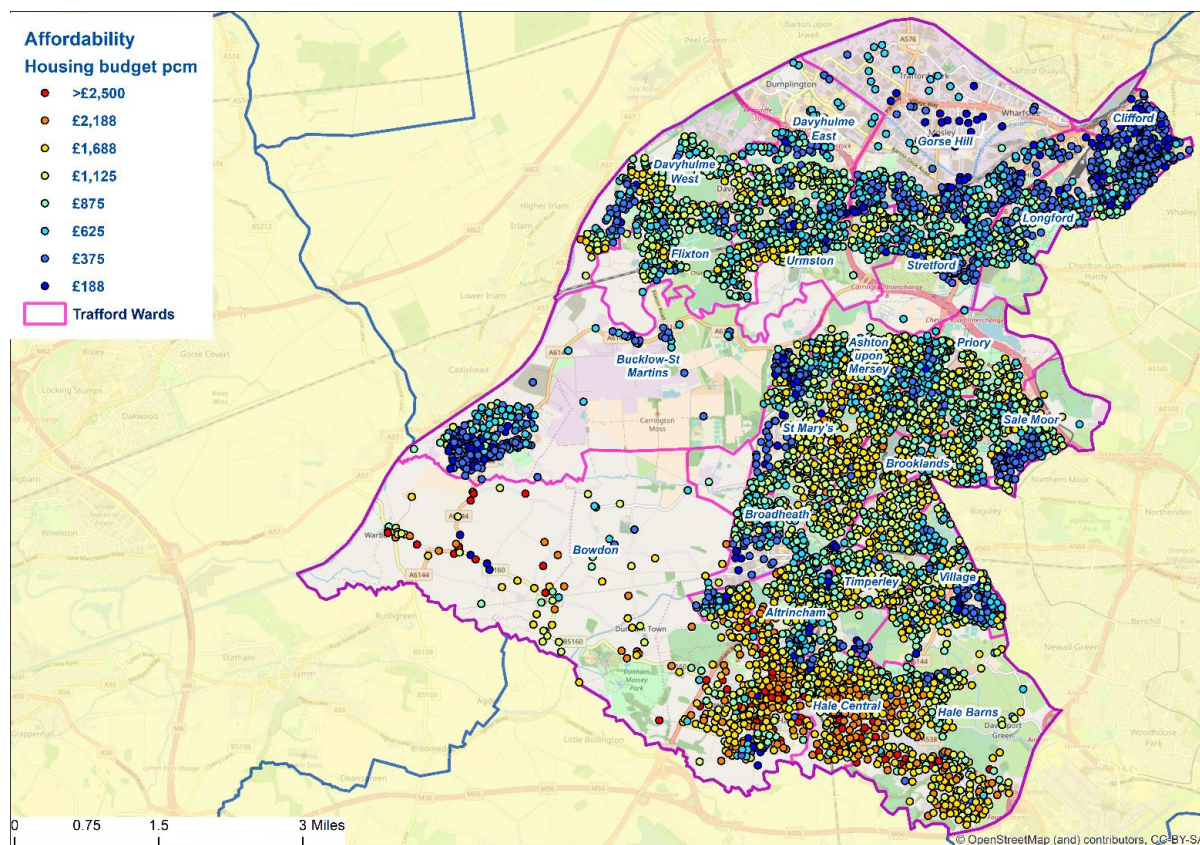
## 7. Affordability

- 7.1 In 2016 median property values were at £236,000 and £165,000 for lower quartile property values. Property values remain on an upward trajectory with median property values pushing higher value increases than lower quartile property. This poses particular challenges for low paid workers and first-time buyers. Given the economic strength of the Borough and its attractiveness to both individuals and families, the gap between average property prices and average income is predicted to widen further over the next few years.
- 7.2 The Trafford State of the Nation Report published in February 2017 confirmed that there is an affordability ratio in Trafford (income to property price) of 8.35, vastly exceeding the average ratio of 3-4 times the median salary. This section of the report considers affordability at smaller geographies.
- 7.3 Affordability has been considered using Cameo income data where incomes at smaller geographies can be considered. Data is reported at Lower Super Output area. These areas contain a minimum of 400 households and a maximum of 1200.
- 7.4 There are a number of caveats to consider:
- CAMEO does not categorise all households in any area
  - Income levels in any locations are provided as a band and we have assumed midpoints of ranges. These are probably overstating the level, people's income will be lower than this.
  - Data has been considered by Lower Super Output Area (LSOA), where an LSOA has high and a low income results the average could be misleading
- 7.5 Data is mapped and ward boundaries overlaid across the LSOAs. Detailed mapping is included as Appendix F.
- 7.6 Map 7.1 illustrates the housing budget that households have access to if they spend no more than 30% of their income on housing costs. The Borough is divided into three distinct sections. The north where there are generally very low levels of monthly budget to spend on housing costs. Clifford stands out as having very low levels of income, confirming its role as a destination for those accessing social housing and low value market rented stock; residents are likely to be relying on benefits to fund housing costs. Although the overall income to spend on housing increases as locations move toward the west of the Borough, there remains significant concentrations of locations where income is less than £875pcm.
- 7.7 Diversifying these neighbourhoods will require inward moving residents. Here, the interdependence of the economic and housing strategies is critical. A key outcome of both strategies must be to raise income levels to afford better homes and services. Achieving this involves assisting existing residents in accessing better paid employment, encouraging young professionals/managers and families to remain in the area and attracting more residents to move into the area – particularly higher paid professional and managerial workers.
- 7.8 Toward the centre of the Borough around Sale and Timperley, there are very low concentrations of households with income levels to spend on housing below

£500pcm. Here the focus is around £875pcm to £1688pcm and enables access to wider choice of housing and tenures. This equates to income levels of around £35-45pa although higher incomes are recorded up to £62k.

7.9 Toward the South, income budgets to afford housing are much higher, particularly in Hale and Bowden; incomes are in excess of £87k and likely to be higher; incomes in Altrincham mirror those in Sale.

**Map 7.1 The monthly budget available to spend on housing costs at 30% of income**

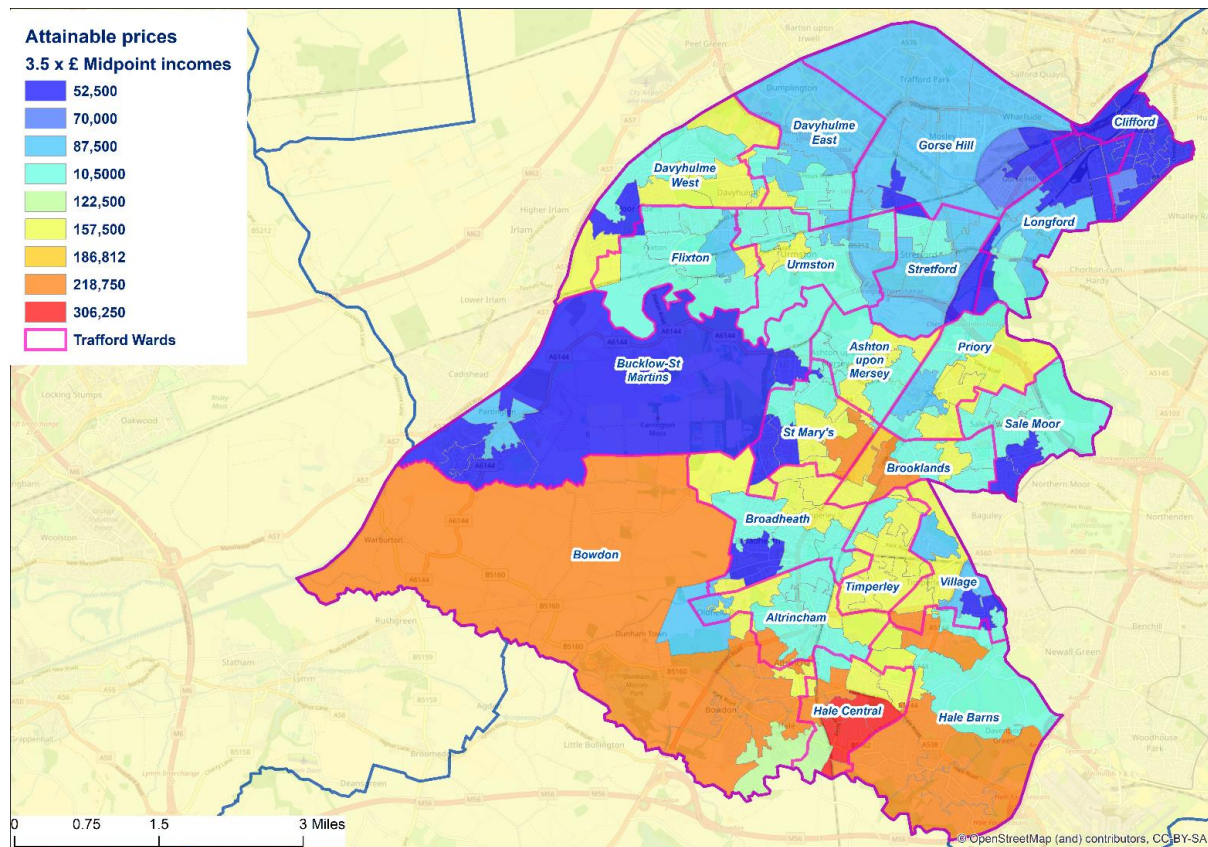


Source: Cameo

7.10 Analysis has been considered initially for the sales market. Access to the sales market is based on 3.5 x income (and assumes no deposit so access would be for slightly higher properties). The analysis has considered the percentage of income that would need to be spent to afford a median income property in each LSOA across Trafford. This data is mapped in Map 7.2.

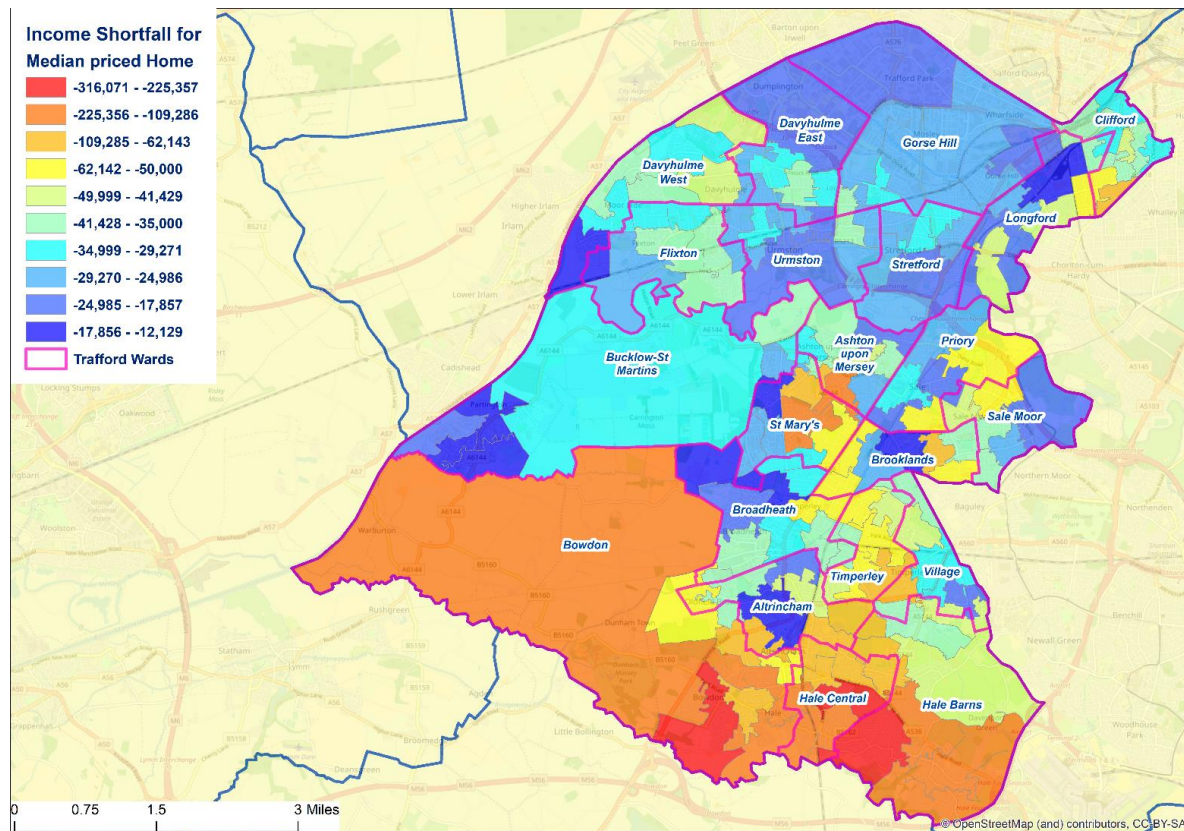


**Map 7.2 The percentage of income that would need to be spent to afford a median income property in each LSOA across Trafford**



- 7.11 Map 7.3 illustrates what 3.5 times local income would have to increase to, to attain the local median price. The figures are very high. In locations of high levels of owner occupation such as Timperley and Davyhulme West the shortfall is between £112-227k and £87-162k respectively.
- 7.12 The same data is used to consider the purchase of a 3-bed house in these areas in Appendix F.
- 7.13 Map 7.3 illustrates the shortfall in income to afford to buy a median property based on 3.5 income. On average, Trafford households need £25,000 more income to buy the median priced home in their LSOA. At 30% of income this would be roughly the equivalent of having three more full time employed local average incomes per household.

**Map 7.3 The shortfall in income in each LSOA to afford to buy a median property (based on 3.5 x income)**

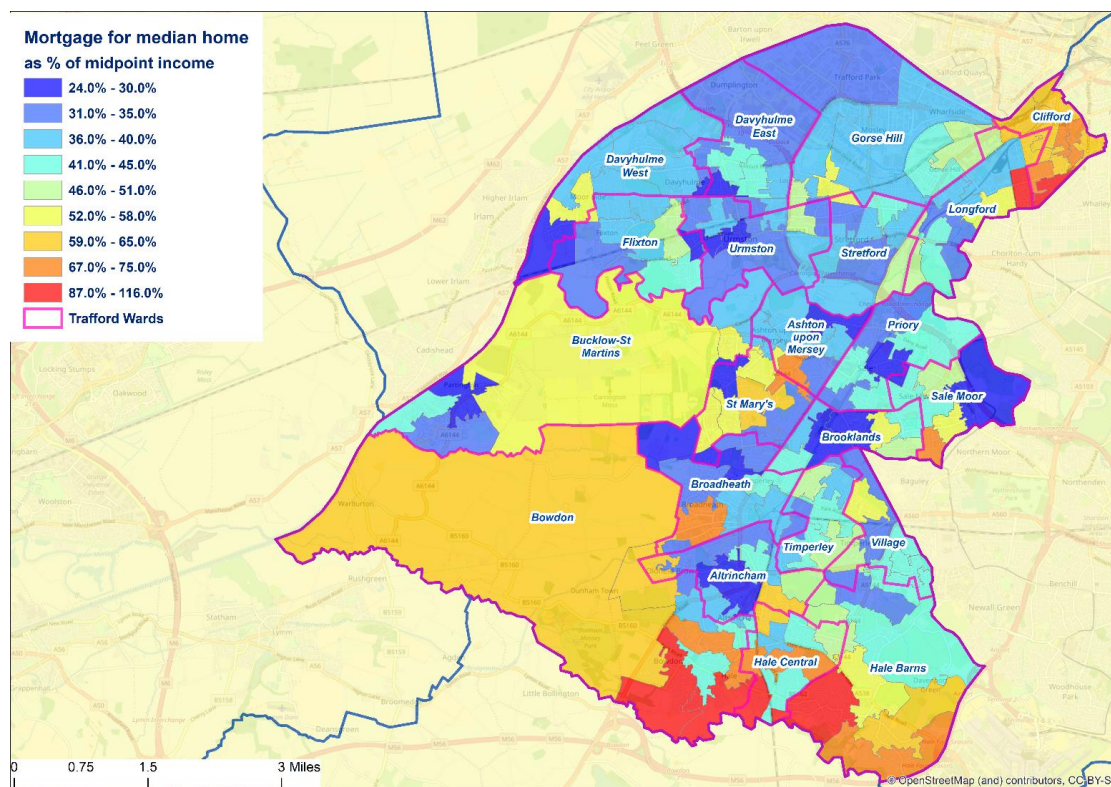


Source: Cameo

7.14 Map 7.4 illustrates mortgage for a median priced property as a percentage of mis point income across all LSOAs. Only 10 of the 139 LSOAs are at or below the 30% threshold for mortgage prices. 19 (14%) require more than twice (60%) the income target. 2 are more than 100% of household median income (might be outliers).



Map 7.4 Mortgage for a median home as a percentage of midpoint income



7.15 Affordability is now considered within the rental market. Map 7.5 considers the percentage of household income that would be required to be spent on rent to afford the median rent level for houses within locations and Map 7.6 for flats/apartments.

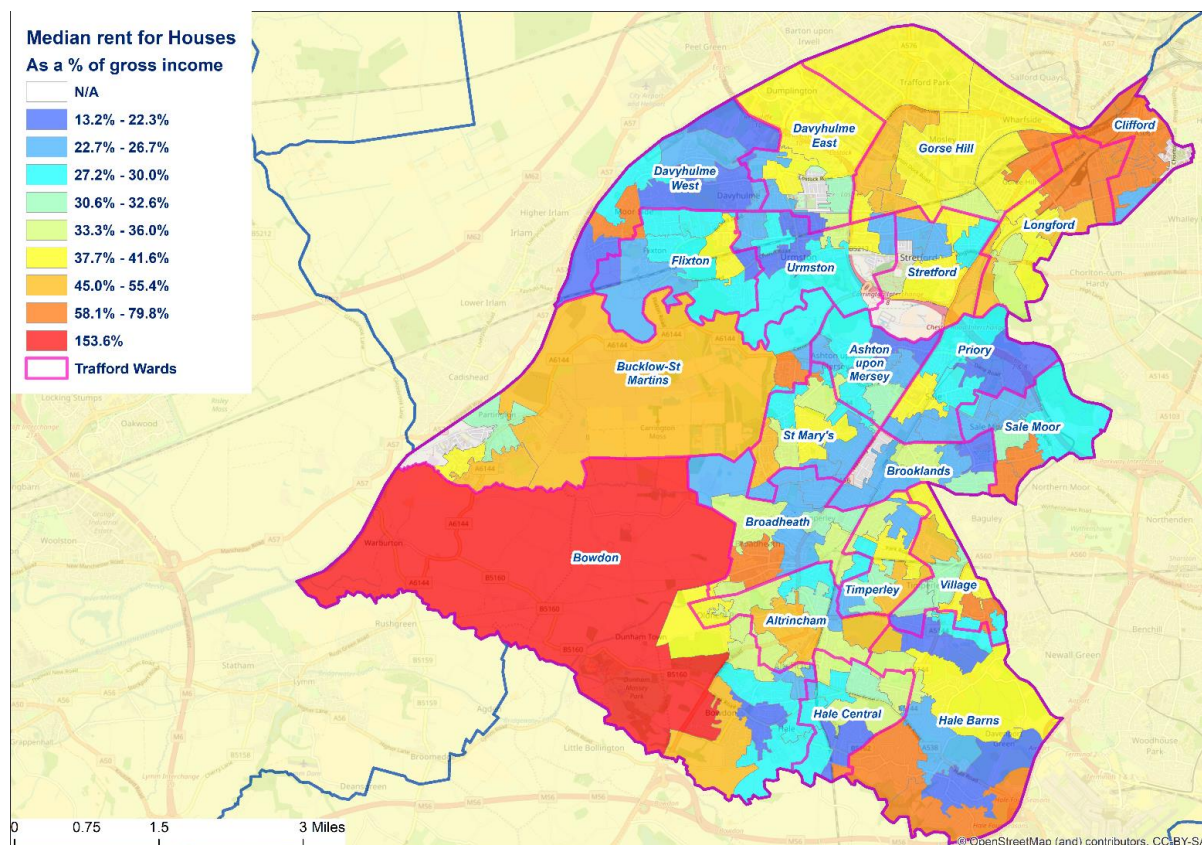
7.16 The maps illustrate the pressure on the market. Affordability of the rented market is not solely attributable to property values, although this plays a role. Large parts of Hale Central fall within the 30% definition. Clearly, the demand for rental properties is impacting on rent levels even in lower value areas where incomes are much lower. Income levels in lower value area such as Clifford and Gorse Hill will be in part lower because many households depend on benefits bringing down overall levels but clearly there are pressures in these markets and the benefits trap is significant.

7.17 Where houses are available for rent, 62 (47%) of LSOAs are below the 30% target.

7.18 Whilst many specific locations are affordable, this demonstrates the focus of the market and how it changes between locations. Those wards with the largest market rented sector are Altrincham, Priority, Hale Central, Clifford and Gorse Hill. Significant elements of Altrincham are outside of the 30% definition. In Priority which has the highest levels of market rent accommodation, the locations toward the east of the ward are affordable within a 30% figure, however significant elements bordering Ashton on Mersey are up to 36%.

7.19 Affordability will be challenging for families using the market rented sector as a tenure of choice and for those trying to save a deposit. In part the affordability challenges will be an under supply of larger houses coming onto the market.

**Map 7.5 The percentage of income to be spent on rent to afford a median value house**

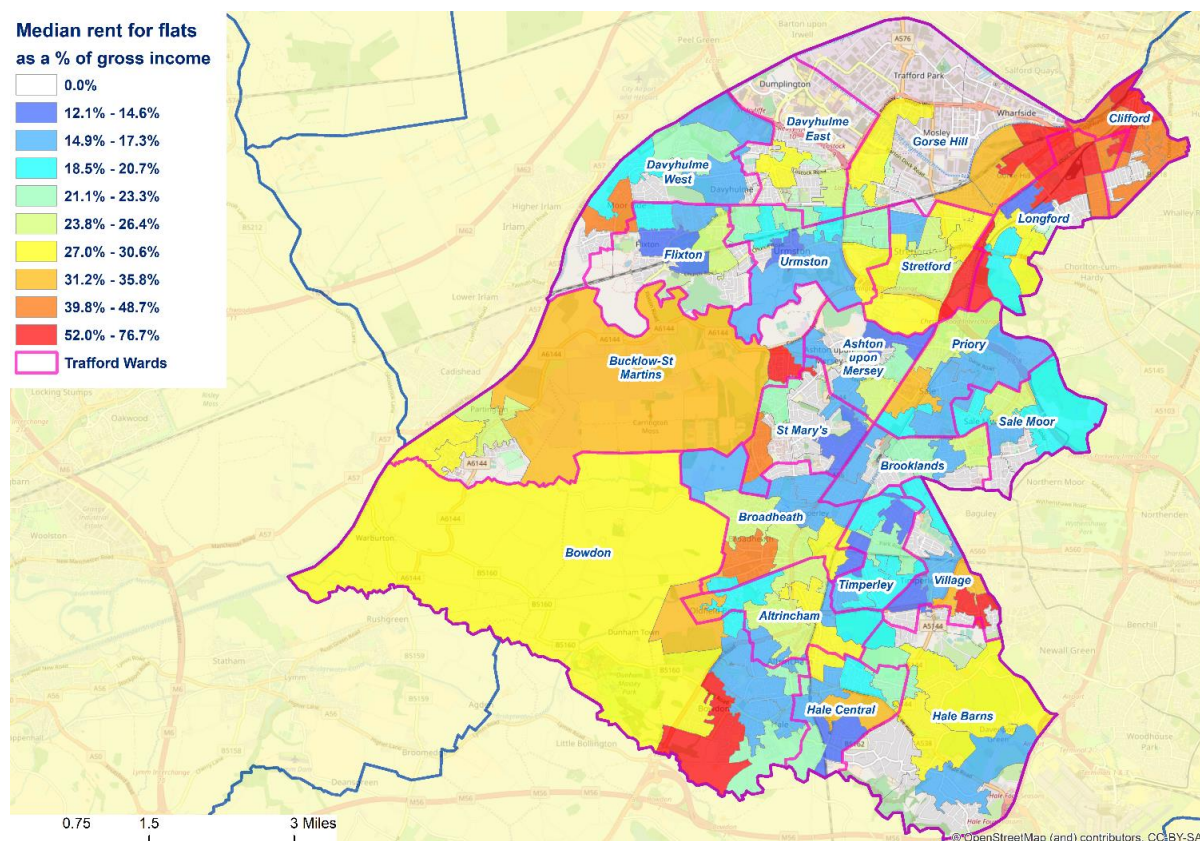


Source: Cameo

7.20 For flats, affordability is improved across the Borough. Toward the north of the Borough, the majority of locations fall within the 30% definition. Priory still retains some challenges and Bucklow-St-Martins has limited affordability but this has a very small market rented sector, focusing much more on social rent. Toward the south there are pockets of challenge around this definition in Hale Barns, Central, Village and Broadheath.



**Map 7.6 The percentage of income to be spent on rent to afford a median value flat**



Source: Cameo



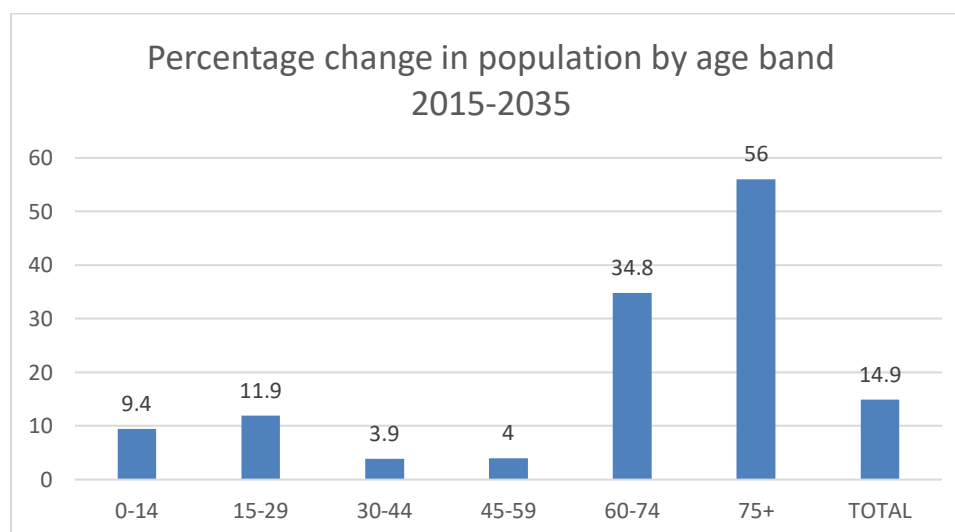
## 8. Demographics and socio-economic indicators

- 8.1 Detailed data is included as Appendix G
- 8.2 In 2015 there were 234,100 people living in Trafford. The current age profile in Trafford is primarily distributed between older working age households and older people. 42.1% of the population is aged between 30-59 and 21.6%, 60+ with 37% of over 60-year olds being over 75.
- 8.3 Analysis of age distribution by ward shows that the wards of Clifford and Gorse Hill contain the highest proportion of younger 16 – 29 years households. This is perhaps reflective of the proximity to the City Centre and Salford Quays as centres of employment and / or learning, and the relative number and availability of smaller apartments suitable for private renting and emerging households.
- 8.4 Conversely the wards of Hale Barns and Bowdon are home to the highest proportion of older residents (45 years and up). Again, this reflects the underlying house types (larger properties) and relative inaccessibility of properties in these locations to younger households due to cost.

### Future population

- 8.5 The projected population change in Trafford from 2015-2035 saw a growth of 34,800 or 20,072 households (14.9%). Chart 8.1 illustrates the population change by age band. Overall growth in population will be very much focused on older age groups and by 2035 there will be 73,600 people over the age of 60, this compares with 51,600 in 2015. There will be an additional 10,700 people over the age of 75.

**Chart 8.1** Percentage change in population by age band 2015-2035

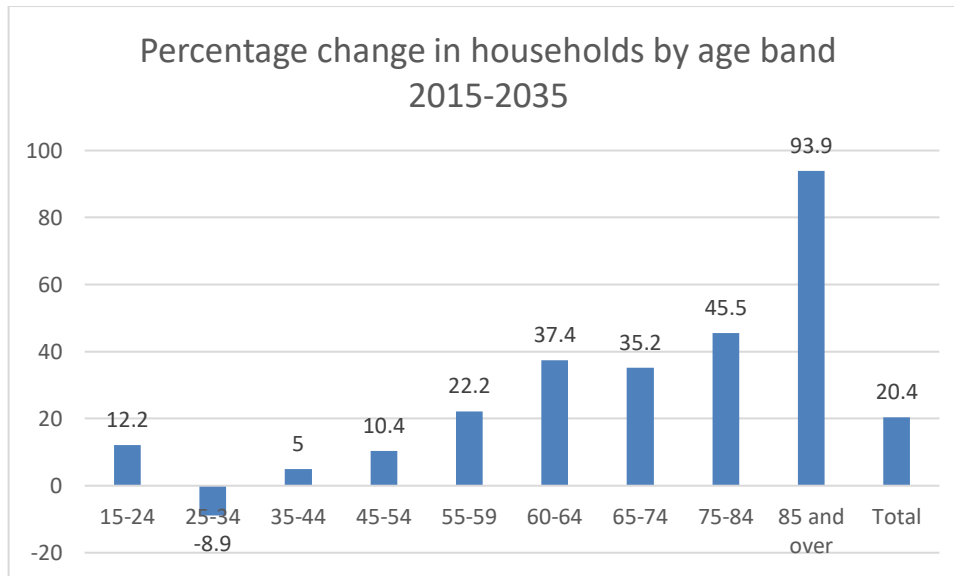


Source: 2014-based Subnational population projections

NOTE: published figures elsewhere may differ slightly due to rounding errors

8.6 In terms of households, the projected increase is 20.4% or 20,072. The growth in households by age clearly confirms the ageing of the population in Trafford.

**Chart 8.2** Percentage change in households by age band 2015-2035



Source: 2014-based CLG household projections

8.7 The employment profile by wards shows the highest level of employment in the wards of Priory and Hale Central, with conversely the lowest in Clifford and Bucklow-St-Martins.

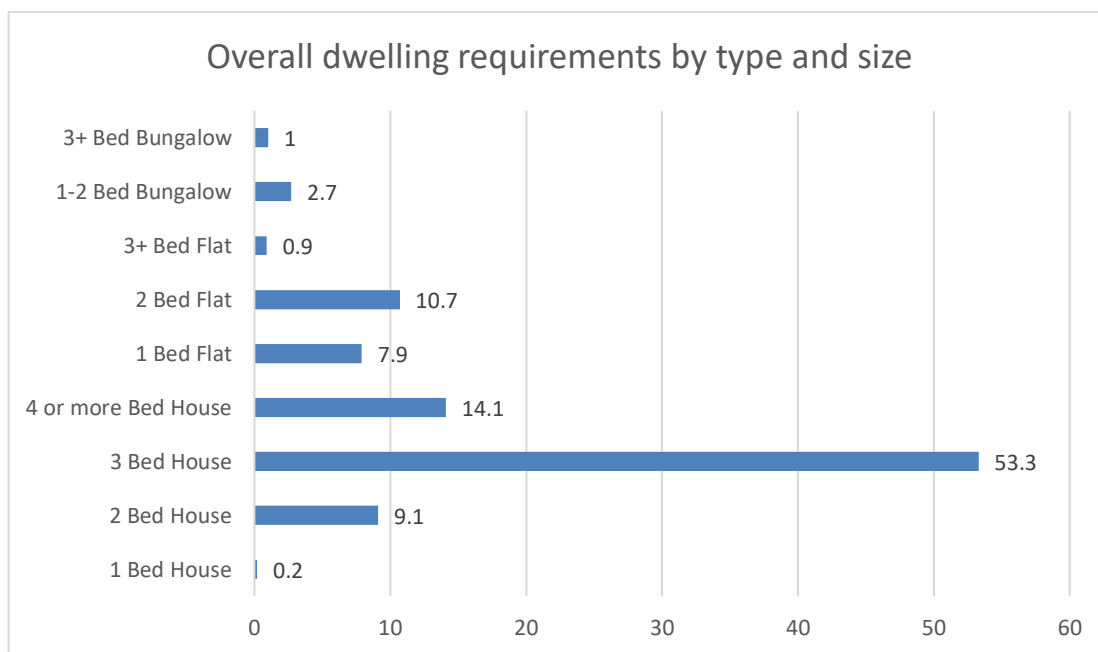
## 9. Future Housing Requirements

- 9.1 Detailed information is in Appendix H. In order to determine the potential range of new dwelling stock appropriate for Trafford Borough, analysis has considered:
- The current stock profile of the Borough by type and size;
  - The profile of households by age of Household Reference Person (HRP) and how this is expected to change over the period 2015 to 2035;
  - The range of dwelling types and sizes occupied by households by HRP age band;
  - Future requirements for dwelling types and sizes based on the anticipated change in household profile and the need for affordable housing.
- 9.2 There is a range of secondary data available including the English Housing Survey and the 2011 Census which can provide data relating to dwelling type and size. That said, the link between HRP age and dwelling type/size is more difficult to ascertain from these sources. However, data from other arc<sup>4</sup> studies can be used to determine this link. Data from five recent household surveys has been assembled to explore the relationships between dwelling type/size and household type/age. Given that this results in a combined sample of 12,200 household interviews weighted to reflect a total of 419,500 households, this is a reasonable dataset from which relationships can be established<sup>1</sup>.
- 9.3 Chart 9.1 summarises the overall profile of dwellings based on the likely profile of households by HRP and household type in Trafford Borough. On the basis of this analysis, it would be suggested that over half of new dwellings over the period 2015-35 (53.3%) should be houses with 3 bedrooms, 22% houses with 4 or more bedrooms, 19.5% flats and 3.7% bungalows.

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<sup>1</sup> Household surveys from 2015 Wrexham/Flintshire Local Housing Market Assessment, Bolton 2015 Housing Needs Assessment, Stockport 2015 Housing Needs Assessment, North Tyneside 2014 Strategic Housing Market Assessment

**Chart 9.1 Overall dwelling requirements by type and size**



### Link to Objectively Assessed Housing Need

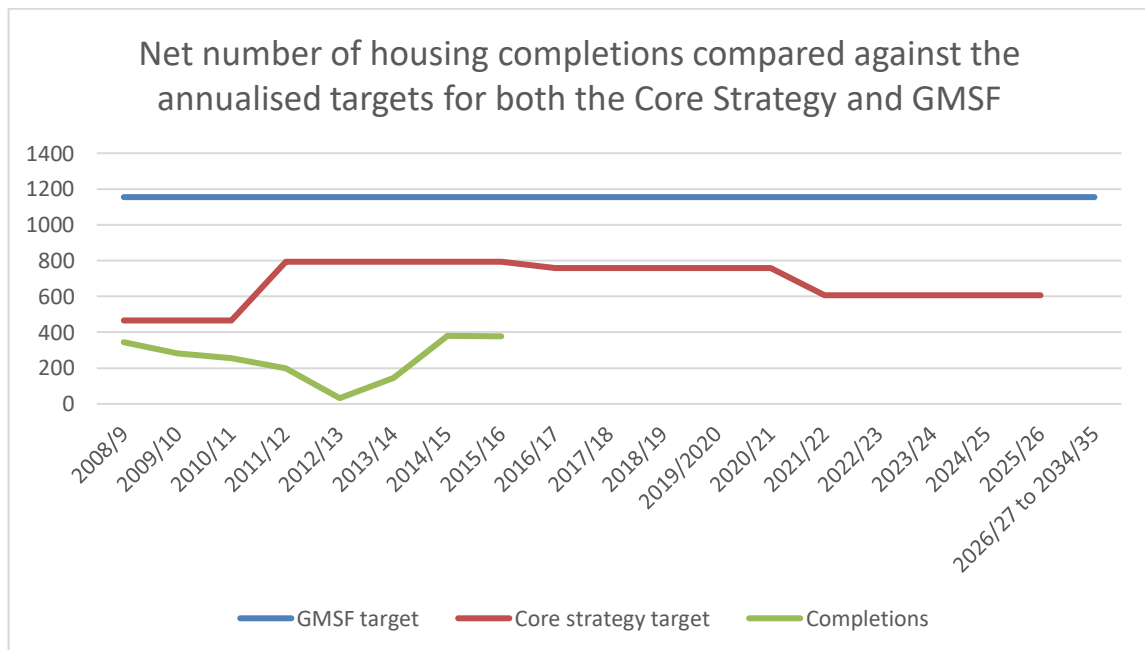
- 9.4 The evidence relating to dwelling type and mix can be further analysed based on the Objectively Assessed Housing Need figure over the Plan Period (1,155 dwellings each year based on the GMSF) and also considers the mix between market and affordable dwellings assuming a 30% average affordable housing target (which recognises there is a range of between 25% and 40% across the Borough).
- 9.5 On the basis of a 70% market/30% affordable split, the annual OAN figure of 1,155 is broken down between market dwellings and affordable dwellings as shown in Table 9.1.

Dwelling type	Annual OAN/ Housing Requirement	Tenure		Total
		Market	Affordable	
	1155	70% overall	30% overall	
1 Bed House	3	3	0	3
2 Bed House	106	54	51	106
3 Bed House	615	577	38	615
4 or more Bed House	162	150	12	162
1 Bed Flat	92	-63	154	92
2 Bed Flat	123	87	36	123
3+ Bed Flat	10	10	0	10
1-2 Bed Bungalow	31	-7	39	31
3+ Bed Bungalow	12	-4	15	12
<b>Total</b>	<b>1155</b>	<b>809</b>	<b>347</b>	<b>1155</b>

## 10. Housing delivery

- 10.1 Given the growing population and pressures of affordability, the Housing Requirement established through the GMSF appropriate housing development is a vital element in ensuring that Trafford continues to meet the needs and aspirations of residents and remains competitive. The delivery of new housing of a range of types and tenures will be critical in addressing the housing supply and affordability challenges in Trafford.
- 10.2 Since 2011/12 a total of 1,134 net residential units have been delivered. The net residential completion figures take into account significant demolition works of older, poor quality housing stock, particularly in the Old Trafford area. These demolition works have been undertaken to provide sites for new higher quality residential development in future years; some of which are starting to be delivered on the ground.
- 10.3 The graph below shows the actual net number of housing completions compared against the annualised targets for both the Core Strategy and GMSF. Whilst it is accepted that in order to meet the GMSF target a greater proportion of housing delivery will be programmed towards the later years of the GMSF period, this none-the-less highlights the significant step change required in order to both meet the accrued backlog and massive increase in the level of housing delivery required.

**Chart 10.1 Net number of housing completions compared against the annualised targets for both the Core Strategy and GMSF**

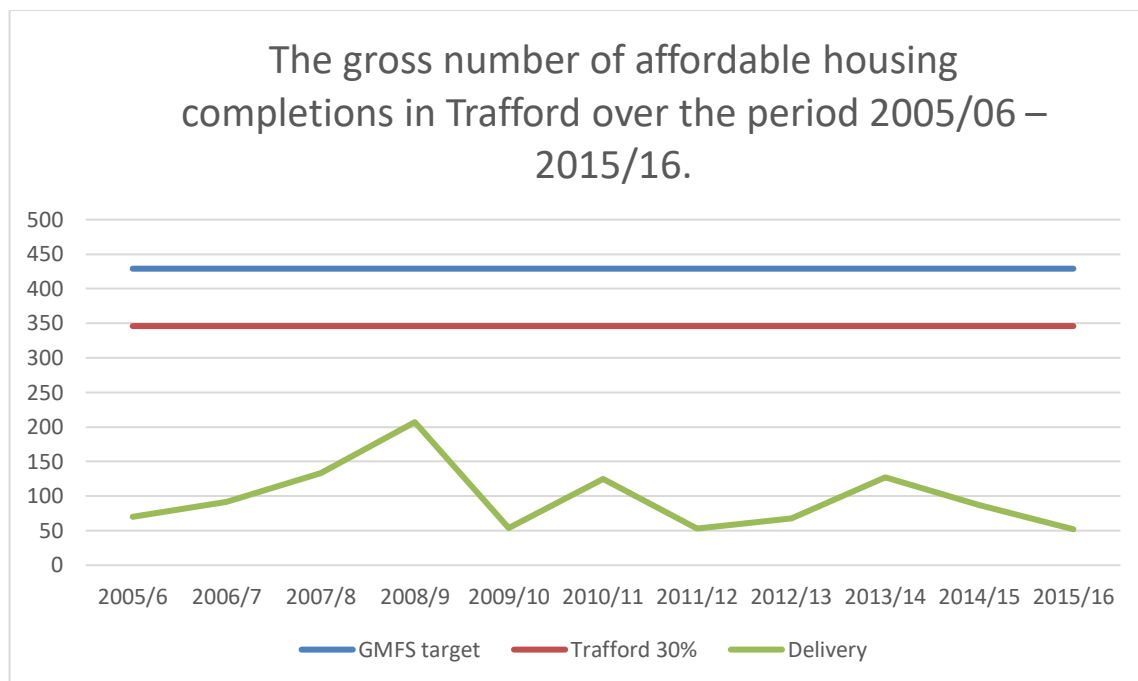


Source: Trafford MBC Annual Monitoring Report

- 10.4 Chart 10.2 illustrates the recent delivery of affordable housing. The GMSF target of 429 pa is shown along with the percentage that would be delivered if Trafford were

to achieve 30% overall. This is set against recent delivery. The GM target of 429 represents 37.1% of the Housing Requirement established by the GMSF of 1,155.

**Chart 10.2** The gross number of affordable housing completions in Trafford over the period



Source: Trafford MBC Annual Monitoring Report

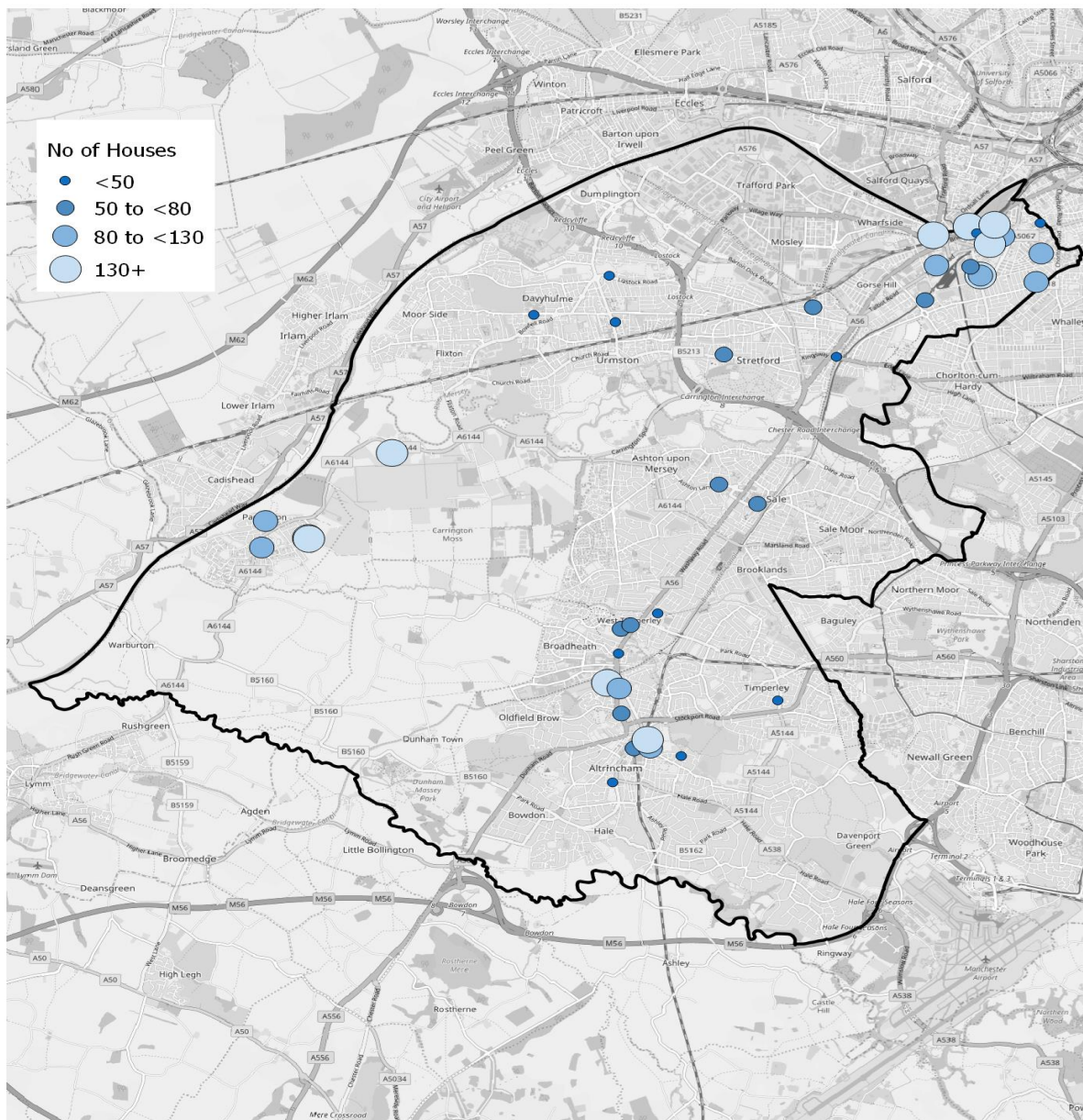
- 10.5 The Greater Manchester SHMA (2016) recognised that the contribution made through the planning system to the direct delivery of affordable housing has been relatively small. This reflects the overall combination of relatively low values across GM and the preponderance of brownfield delivery, with the additional development costs that can often bring. Like most areas, the proportion of affordable housing delivered through the planning system further declined following the economic recession in 2008, and has been relatively slow to recover post 2008 reflecting the viability issues faced by developers in a more challenging market environment.
- 10.6 Trafford however is one of the most affluent and least deprived areas within GM typically experiencing both high land and house prices. Whilst in part the relatively low levels of affordable housing delivery (net) can be explained by a programme of demolitions associated with poor quality stock in specific neighbourhoods, the low overall housing delivery rate has in reality provided limited opportunity to secure the required level of affordable housing to meet local needs.
- 10.7 The GM SHMA (2016) found that around 429 affordable housing units are required per annum in order to address the housing needs of the Borough. The affordable housing completion figures are clearly somewhat short of the levels indicated within the SHMA and again suggest that there needs to be a significant step change in the level of affordable housing delivered in the Borough.

## The current development pipeline

- 10.8 The current planning pipeline consists of 5,917 units across 41 sites (August 2017). 2,677 (45.2%) have permission. 203 of these units are through Registered Providers (126 with permission). The sites are mapped below and their approximate unit delivery identified. The detail is in Appendix I.



Map 10.1 Current planning pipeline



10.9 In addition, a sample of new build properties currently being advertised was reviewed (Appendix I). Of the sample of new build schemes currently available, the vast majority of units are apartments focussed towards the wards closest in proximity to the regional centre (Manchester City Centre). There appear to have been some further but still limited development opportunities within the Altrincham area (a mix of both apartment schemes and houses) however, there are currently no new build developments offering large (4+ bedroom) family houses, and of the houses available most are offered within small developments typically townhouses.

- 10.10 Development therefore appears to have been severely restricted by land use constraints including the Green Belt, along with some continuing and residual concerns over viability for some inner urban brownfield developments along with delays in the planning framework / strategy for the Borough / GM.

## 11. Challenges, opportunities and implications for the Housing Strategy

- 11.1 Trafford has a strong and resilient housing market.
- 11.2 The housing market is focused toward home ownership, which dominates a number of markets, this together with property at higher values with high proportions of semi-detached and detached properties underpinned Trafford's performance in riding out the downturn far more effectively than many other housing markets in Greater Manchester. Larger family properties in more affluent locations are not generally reliant on first time buyers for transactions and therefore ride out any recession relatively smoothly.
- 11.3 The evidence of this can be seen by values which have recovered well from 2007/8 and have shown consistent increases since. Whilst transactions in the market have not yet returned to the levels they were at pre-recession, they too have shown consistent increases over the past 8 years. Trafford's market future would likely ride out further challenges in global markets and the economy fairly well.
- 11.4 The current performance in the market is strong, not only in the sales market where agents describe the market as busy, brisk, quick and buoyant, but also the rental market where rents are increasing and the time to let property is reducing. However, strong performance creates a number of consequences that present many challenges within the market.
- 11.5 The increasing values in both the sales and rental markets impact significantly on affordability. On average Trafford households need £25k more income to buy the median priced home in their LSOA and only 10 of the 39 LSOAs are at or below the 30% threshold for mortgage prices.
- 11.6 Affordability is not simply fuelled by the popularity of Trafford's markets but also by a lack of supply. There has been a lack of delivery of housing numbers against the core strategy adopted in 2012 and the GMSF provides a more challenging target which highlights the significant step change required in order to meet both the accrued backlog and massive increase in the level of housing delivery required.
- 11.7 Identifying and bringing sites forward which are attractive for development is a problematic issue for the Borough; bringing forward privately owned allocated sites and those with planning consent for further development is also a significant challenge for the authority. A particular challenge in Trafford is that there are significant areas of land within the Borough in a single ownership which have been allocated for residential development but are not yet on site; on the positive side developers remain confident and there are a number of large strategic sites planned as well as 5,917 units in the planning system.
- 11.8 A lack of supply is not only being felt in the new build market. The existing market plays its role too. Ensuring that the existing market provides choice of property in terms of tenure, size, property type and values as households move through their life cycles is essential and Trafford faces significant problems in freeing up larger homes currently being under occupied by older (potentially wealthier) households which are

- in high demand from growing families. The evidence also points toward the availability of rented homes reducing.
- 11.9 A further consequence of the under delivery of new homes is the under delivery of new affordable housing. As with most areas, the proportion of affordable housing delivered through the planning system declined following the economic recession of 2008 and has been relatively slow to recover post 2008. Whilst this can in part explain the low delivery levels, along with demolitions associated with poor quality stock, the reality is that the low overall housing delivery rate has provided limited opportunity to secure the required level of affordable housing to meet local needs.
- 11.10 The revised target of 429 affordable units pa in the GMSF will continue to be a challenge to the Council and is likely to further fuel demand for market rented stock as an alternative tenure option.
- 11.11 Access to the current social stock in Trafford would also appear to be reducing availability of affordable housing. The stock is unevenly spread across the Borough, 45% of the stock are flats/maisonettes and dominated by smaller 1 and 2-bedroom properties not consistent with the needs of the family market. Property stands empty on average for 45.6 days when a tenant moves out; performance is worsening and is over double the time social property stands empty in England.
- 11.12 Whilst this report has consistently reported a buoyant housing market in Trafford, this very much masks geographical differences within markets, which on a strategic level presents a North/South divide in Trafford but the outcomes for local housing markets are far more complex. There are pockets of deprivation where there is a significant reliance on benefits, disproportionate levels of low income households and housing markets disproportionately focused on low value rented markets. Diversifying and rebalancing these neighbourhoods is a challenge. Building a new housing offer is not such a simple solution and raising local income levels essential. In many of these locations local people are being priced out as demand for property in Trafford grows.
- 11.13 Dealing with the current challenges requires unique approaches, new ways of working and an appetite for innovation and risk.
- 11.14 The Borough will not stand still. The projected population will see a growth of 20,072 households to 2034; this growth will further age the population in Trafford; an additional 10,700 people (8,494 household) will be over the age of 75. The need and demand for more suitable accommodation will continue and the costs of caring for people in older age will increase; partnerships between service providers and more effective ways of cutting an ever-reducing funding pot will be required on an unprecedented scale.
- 11.15 This comes at a time of significant and worsening financial pressure for the Council and many of its key partners; any solutions will need to deliver the answers to the challenge presented but also create future income streams for the Borough.
- 11.16 The Council is preparing its housing strategy over the next 5 years. It is working within the local context of Trafford but is a member of the Greater Manchester Combined Authority and any solutions must take account of and contribute to the

wider targets and objectives of this partnership. The strategy is also impacted by National policy which from experience can offer both opportunities and challenges.

- 11.17 Creating the right solutions and priorities may form the basis of a 5 year strategy but will establish the Council's position, approach and attitude to its housing market over a much longer period.
- 11.18 The proposed ideas and solutions that should underpin the housing strategy are detailed below:

### Creating a Housing Investment Fund

- 11.19 The proposed solutions and ideas outlined below will all require investment from the Council. The single most important requirement is creating a Housing Investment Fund to enable the Council to have increased flexibility to deliver its wider housing agenda. The Housing Investment Fund could be used to fund affordable housing, investment into the housing market, buying up empty properties, delivering regeneration priorities, funding access to homeownership products and providing loans to developers.
- 11.20 The Housing Investment Fund would be used as investment funding and financial returns would be required. The potential sources of funding include:
- All future New Homes Bonus
  - Funding from Commuted Sums. The Council should introduce a commuted sum payment on sites where it is more appropriate (and desirable) to deliver affordable housing off site and to reinvest in key priorities. This is likely to mean that in some areas there will be no on site affordable housing provision and this may potentially be a better option for the Council offering increased funding flexibility.
  - Funding from developer charges below threshold. The Council could introduce a below threshold developer charge for smaller housing sites, particularly higher value housing
  - Prudential borrowing as agreed by the Council.
  - The sale of land or assets (buildings) owned by the Council.

### Delivering more homes

- 11.21 The Council need to ensure that their delivery is maximised and increasing delivery to the target levels identified will require unique approaches. The strategic question is whether the Council can do more to bring forward housing supply and ensure that the right type of housing is delivered.
- 11.22 Housing delivery has undergone a fundamental shift since 2007 and there are many new models of funding and delivery that are being implemented elsewhere. It is likely that the Council will need to look at these models if it is to be successful in delivering the planned housing and affordable housing numbers with the right housing mix. Elsewhere, Local Planning Authorities are working closely with funders, developers and others to create new funding sources and delivery models.



Imaginative solutions are needed to bring more money into the system - and to reduce costs - and the Council will have to be prepared to think radically but have already approved a significant Housing Investment Fund, to form effective partnerships and to maximise the efficiency of funding and development.

11.23 The Council will need to seek out new ways of delivering new housing supply, which are likely to include:

- Council led approaches whether directly or through a wholly owned subsidiary or joint venture vehicles which enable the Council to take risk and profit from development. Developing a development company that can deliver new development without the need for a developer (usually 20%) profit can have a significant impact on delivery and in particular on the type of development that can be developed. Examples from Wakefield MBC and WDH (stock transfer association) have worked in partnership to establish Bridgehomes Yorkshire. Bridgehomes is a private LLP, completely brand blind from the council or association and acts as a developer in Wakefield.
- Taking the opportunity as the public-sector contracts and as town centre retail uses decline to re-vision the use of land and assets to create new housing opportunities. This would include detailed examination of public sector and social landlord held assets and land to explore radical options for creating new sites
- Accessing less familiar forms of funding where Governments/banks no longer provide it, such as New Homes Bonus, prudential borrowing and the Government's Home Building Fund and Infrastructure fund.
- Offering a developer fund to support smaller developers to deliver in Trafford. Development finance can be made available to fund new developments to come forward with repayment profiles linked into sales. The cost of the credit can be linked to the overall developer profit achieved. This can be particularly attractive to smaller developers.
- Maximising self-build opportunities

11.24 Where the council directly delivers homes, share risk or front fund developers, it will be in a more positive position to be able to negotiate the most appropriate housing mix in local neighbourhoods.

### Retaining and enabling younger economically active households.

11.25 Affordability will continue to be a significant issue. Excluded middle households are those households that many authorities want to retain and attract; they bring skills and prosperity to an area and support economic growth. This is a new and significant priority group who want homeownership and market/sub market long term rented properties. This group can sustain home ownership but require support to access it.

11.26 If the Council wants to retain and attract this target group, it will need to ensure that a housing offer is delivered for them and this will mean potentially providing or negotiating products on new development sites that enable access into homeownership and/or longer-term rental products. As a priority, the Council should

focus on Government funded products but may need to provide additional financial support to fund a number of local products. The Council should promote Starter Home Initiative and Help to Buy products through planning but should also consider:

- A cash deposit loan placed as a second charge against the property; or a low interest loan repayable over a 5-7 year time frame. This could be used to 'top up' Government products or add additional products.
- Promoting the Government's Rent to Purchase model or developing their own.
- Consider the potential opportunity from the Local Authority Mortgage Scheme would offer. (LAMS)
- An equity loan available for up to 20-30% of the cost of purchasing a property on the open market, requiring a deposit of 5% from the purchaser, would assist purchasers to buy on the open market; there is no such product available (Help to Buy products focus on new build). The existing market offers an increased choice for purchasers and can often offer better value for money than new build. In the current economic climate many purchasers will take on existing properties at lower values, reflecting the investment required in them, to get onto the housing ladder and over time undertake improvements. It is proposed that this product is made available to first time buyers and second stage movers, looking to upsize to their next home and families grow.
- Products delivered through land. For example, where the Council does own land, its value can translate into products. Land provided for free or at significantly reduced values can be translated into equity products offered by developers and repaid over time to the Council, generating future income and return.

### Delivering more affordable housing

11.27 It is apparent that demand for affordable housing remains strong. However, the affordability challenges in Trafford's market does not necessarily require traditional affordable housing product to be delivered in perpetuity. The housing market is not as simple as outright sale or affordable housing. The challenges facing the excluded middle households are very real and this creates a debate about the extent that housing delivery, for those that require support, should focus on affordable housing for those in need versus the increasing focus on the 'excluded middle market'. This group are excluded from social rented homes because of their incomes but equally excluded from homeownership given the complexities around lending criteria and affordability.

11.28 It is proposed that the affordable housing that is negotiated on site is redefined to include a wider definition that includes affordable housing for rent delivered in perpetuity but extends to enable negotiations to deliver alternative products within the requirements. Whilst this will require additional evidence and updated planning documents the proposed products include:

- Traditional affordable rented products for
- Shared ownership with lower buy in level e.g. 25%



- Affordable rented housing units on a time limited basis; say 10 years and then reverting the properties to a higher rental market/sale.
  - A sub market rent product, higher than affordable rent but lower than market rent levels
- 11.29 Generally, delivery of affordable housing through the planning system has become more difficult. Affordable housing delivery is currently based on viability and whilst this is appropriate, the Council may need to take a more innovative approach to ensure that affordable housing is delivered in the future. This should consider:
- Allowing affordable housing contributions to be made in the form of funding for households to buy properties in the existing housing market or elsewhere out of the Borough. Land is in short supply; the Council may need to support its population to enabling them to buy elsewhere. The Council would invest in other housing markets but receive return in the longer term.
  - Developing land packaged sites that link good quality sites with more challenging sites to bring new schemes forward.
  - Identifying the potential to create new delivery models such as the Community Land Trust model or co-operative and self-build options.

### Creating a high quality and larger PRS sector

- 11.30 The two main features emerging from the evidence is that interviews with agents are:
- The affordability in the sector is worsening
  - The general undersupply of homes to buy and rent.
- 11.31 The data confirms this is likely to continue. Affordability is likely to worsen, especially as the potential ban on tenant charges is introduced, is refocused on landlords who in turn increase rents. The changes in tax relief is also like to have an impact on the buy to let market where outstanding mortgages are in place; whether more units will be sold, is yet to be seen and if this is the case, more may move into a buyers market; the potential was confirmed by agents.
- 11.32 However, there is clearly a growing demand for family rental accommodation, activity is growing as are rent levels and demand for a range of property types offering longer term rental opportunities may be a product that the Council should consider planning for within its strategy.
- 11.33 It is recommended that a longer term PRS product is negotiated on future development sites as part of mainstream delivery. This should focus on the delivery of longer term family homes.

## Supporting an ageing population

- 11.34 There are major implications of an ageing population that the Council needs to consider and plan for. Given the challenges in the market the council should research the likely take up of:
- A new build product designed to enable older households to downsize; this may need to include a financial incentive for doing so and support to move. This may offer both rented and sale options
  - A product that enables older people the opportunity to access an ethical equity release product on their existing home. The equity released could be used to invest in a long-term care package or to pay for ongoing maintenance and repairs. This would form the basis of an equity loan which would be recouped on sale.
  - The potential to support the development of innovative solutions, such as Homeshare. Where older people are under-occupying homes, the Council should offer a 'vetting' and management service for older people prepared to offer a room for rent to young people, particularly those affected by the increased age of the single room rate. This has a number of benefits; it offers additional good quality accommodation to the Council without significant capital investment and enables older people to access additional income, security and support whilst remaining in their homes.
  - The Council may wish to consider proposing that in future new developments a percentage requirement to provide housing suitable for older people is included. This would need to be defined but would enable long term independent living. Older people could downsize into a new build home. This is an option currently in place in West Lancashire Borough Council where 20% of new development needs to be provided for older people.

## Bringing empty properties back into use and investment in the market

- 11.35 Empty homes are not a significant problem in Trafford compared to other GM authorities. However, the Council may wish to consider looking at the financial viability of a lease and repair model to invest in empty homes, bring them back into use and provide them at a below market rent for a minimum period of time. The owner would retain a smaller amount of rent whilst the initial capital costs and management fees would be paid through the remainder. It is likely that this could be self-financing, particularly if it is recyclable. The Council may be able to introduce a purchase and repair model, depending on the plans of owners, and generate further funding to reinvest in empty homes as properties are improved and sold. There are many such models available to consider. The Council may also identify other options for bringing homes back into use such as zero interest short term loans and potentially homesteading schemes which are proving very successful elsewhere.
- 11.36 The Council could link empty homes and First Time Buyers. To deliver this product the Council could promote a loan option (funded through the Housing Investment Fund) that owners of empty properties can access. The model is based on supporting

'existing' owners of empty homes to sell their properties to 'new owners' who are prepared to access a loan from the Council to fund the improvement works. The loan would be placed as a second charge on the property but there would be no repayments or interest on it. The owner would undertake improvements on the property and move in. The model is based on an increasing value in the property after the improvements are undertaken. The owner would have up to 5 years to repay the loan which could be repaid on an interest free basis. The assumption is that an owner would be able to re-mortgage the property after 3-5 years and could repay the loan.

### Developing options for homeless and vulnerable households

- 11.37 The Council should utilise its housing Investment Fund to purchase larger homes for de-conversion into smaller units which could be offered for vulnerable, homeless households on a temporary basis. The management of these properties would be by Registered Providers.
- 11.38 The properties could be reconverted in the future to family homes and sold on the open market. There are examples of where similar projects exist, particularly to support single households under 35. The income generated has enabled these schemes to be self-financing and in the Trafford market the growth in property values should support this product.

## Appendix A: Trafford Housing Land Supply - GMSF strategic allocations

### The Western Gateway

- A.1 The Western Gateway includes some of Greater Manchester's most significant existing economic areas, such as Trafford Park and Trafford City, and lies just to the west of the main concentration of economic opportunities in the City Centre and The Quays. The existing transport infrastructure, including the main Manchester-Liverpool rail line, the M62, M60 and M602 motorways, and the Manchester Ship Canal, coupled with the existing Salford Quays Metrolink line and the proposed Trafford Park line, make this a very attractive location for further growth.
- A.2 The scale of development across the area will make a considerable contribution to Greater Manchester's economic and residential growth, with a small collection of sites delivering substantial numbers of new jobs and homes, some of which will go well beyond the Plan Period and will therefore continue to support growth in Greater Manchester. This growth will require a coordinated approach to infrastructure investment across the area and beyond, helping to ensure that development is delivered in a way that provides wider network benefits and supports the sustainable movement of people and goods.
- A.3 Within Trafford the strategic sites forming part of the Western Gateway include:

#### *WG1 New Carrington (Trafford)*

- A.4 This allocation includes the former Shell Carrington industrial estate and extends east to the Sale West boundary and south of Partington to Sinderland Lane.
- A.5 The site will deliver up to 750,000m<sup>2</sup> of employment floorspace and **11,500 new homes**, together with supporting infrastructure. This allocation will enable significant regeneration to take place in three of Trafford's most deprived communities of Carrington, Partington and Sale West. It will complement committed schemes within the existing settlement of Partington, including the new centre and the planned new residential development abutting the Manchester Ship Canal.
- A.6 The proposal is characterised by a green wedge of Green Belt land, stretching through the site. This provides an attractive green setting for the communities of Carrington, Partington and Sale West and maintains the separation of these settlements whilst protecting important habitats.

#### *WG4 land at Flixton Station (Trafford)*

- A.7 The area is located to the west of Urmston Town Centre and is bounded by Flixton Road to the north, Penny Bridge Lane to the east and the Manchester to Liverpool railway to the south. The area incorporates Flixton Station, William Wroe Golf

Course, Flixton Park playing fields and the Grade II Listed Flixton House and associated buildings.

- A.8 In seeking to maximise the site's location adjacent to Flixton Station around **750 new homes** will be constructed, the scheme will be characterised by a high level of green infrastructure.

## The Airport Gateway

- A.9 The location of the airport together with excellent road and rail links provide it with a very large catchment. Further investment in transport infrastructure, including the provision of a new HS2 station, will help to make the Airport Gateway one of the best-connected locations in the country. This accessibility will not only be vital to increasing the proportion of passengers and staff who access the airport by public transport, but will also support wider business opportunities and help to maximise the ability of local residents to share in the benefits of growth. The airport is a major employer in its own right, but there is scope for additional office, logistics, hotel and high quality residential development around the airport to further strengthen its role in the Greater Manchester economy.
- A.10 Within Trafford the strategic housing site forming part of the Airport Gateway is:

### *AG3 Timperley Wedge, Davenport Green (Trafford)*

- A.11 Timperley Wedge is within the Airport City Gateway, it stretches west from Davenport Green adjacent to the M56, the Airport towards Altrincham. It is bounded by Timperley, Newall Green and University Hospital South Manchester to the north, Timperley Brook and Brooks Drive to the south and south west and Clay Lane, Whitecarr Lane and Roaring Gate Lane to the west and north west. As set out in the Airport Gateway policy, it will maximise the benefits of the Airport and will be dependent of the delivery of key transport infrastructure, including the extension to the Airport Metrolink line and HS2.
- A.12 **3,300 new homes** and 50,000m<sup>2</sup> of new office floorspace will be constructed, together with supporting transport and social infrastructure. The scheme will be characterised by a high level of green infrastructure along Timperley Brook maintaining the separation of settlements and recognising the high biodiversity and recreation value of this corridor.

## Trafford Housing Land Supply – existing allocations / permissions

- A.13 The list of development sites below provides details on some of the other significant housing sites anticipated to come forward.

### *Partington Canalside*

- A.14 Planning consent has been granted to Peel Holdings for the development of 550 residential units including a mix of family type housing at the Partington Canalside site.

### *Trafford Waters*

- A.15 The Trafford Waters site is situated alongside the Manchester Ship Canal close to the Trafford Centre and Trafford Quays Leisure Village was given planning approval in October 2016. The development includes 3,000 new homes, c1msqft of commercial space, a 300 room hotel, a 150 bed care home, and a new primary school. The site will have close links to the new Metrolink stop at the Trafford Centre.

### *Trafford Wharfside*

- A.16 The Trafford Wharfside location provides scope for the creation of a major mixed use area of regional and international significance linked to the existing major destinations of MediaCity:UK and Manchester United Football Club. Potential for the delivery of c900 residential units in this area has been identified as part of the Trafford Core Strategy.
- A.17 The Council have commissioned a Trafford Wharfside Development Framework and Delivery Strategy in order to guide future development in the area and to enable the Council to facilitate the delivery of identified opportunity sites.

### *Pomona/Cornbrook*

- A.18 The Pomona/Cornbrook Hub sites, now known as Manchester Waters, are situated alongside the Manchester Ship Canal, adjacent to the boundary with Manchester.
- A.19 It is envisaged that c3,000 residential units, c20,000 sqm of new office floorspace, a new hotel and a mix of supporting uses, including retail, commercial leisure and community facilities will ultimately be delivered at this location.
- A.20 The first phase of residential development at Pomona comprising 160 residential units in two apartment blocks has started on site in August 2016 and is due for completion by September 2017.

### *Old Trafford*

- A.21 The Old Trafford Masterplan (OTMP) was adopted by the Council and Trafford Housing Trust (THT) in 2009. The objective of the OTMP is to create a vibrant, sustainable community, with quality housing, excellent environment, and good connections to employment opportunities together with improved retail and community facilities.

- A.22 To date 435 apartments have been refurbished, 382 non decent homes standard apartments demolished, 443 properties improved to decent homes standard, 240 new homes have completed and a further 142 new homes have started on site.
- A.23 The Limelight development providing an 81 apartment extra care scheme, alongside a health centre, community facility (incorporating a library, advice centre, multi-use hall, enterprise space, nursery, hairdressers and café) and a replacement church started on site in March 2015. It is due for completion late 2017.
- A.24 The Tamworth Phase 1 scheme delivering 26 affordable housing is complete along with an affordable housing scheme at Lucy Street.

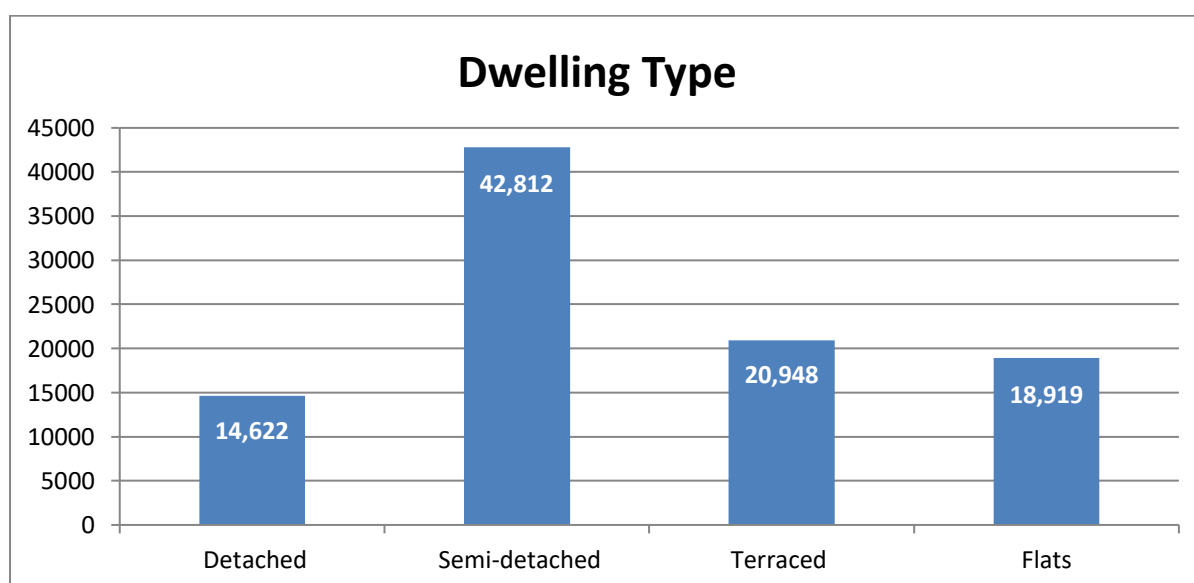


## Appendix B: The current housing offer

### Dwelling Profile

- B.1 Trafford has one of the strongest housing markets within Greater Manchester underpinned by higher than average levels of home ownership and significantly higher than average house prices especially in the settlements located in the southern part of the Borough.
- B.2 Typically, and comparatively, this means Trafford is home to a higher proportion of larger properties (3+ bedrooms) and a lower comparative level of affordable housing. This combination of high house prices, preponderance of larger units and relatively low levels of affordable housing, means that affordability is, and will remain, one of the most significant challenges for the Borough.

Chart B1 Dwelling Profile (Trafford)



Source: Census

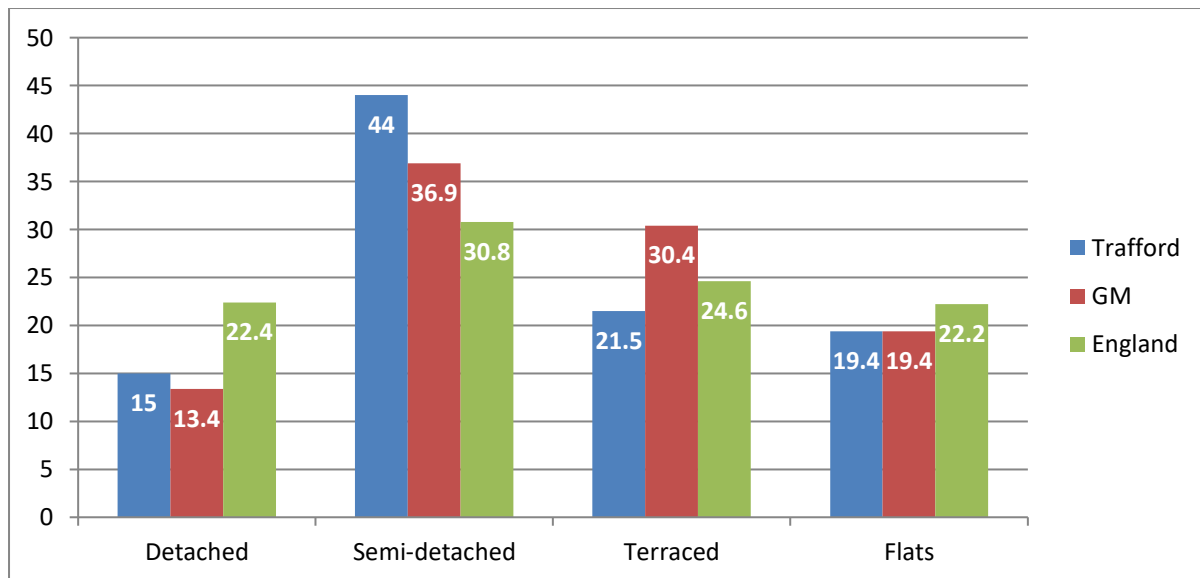
- B.3 There are over 97,300 units of housing accommodation in Trafford, home to around 234,000 residents giving Trafford an average household size of around 2.4. About 60% of all housing stock is detached and semi-detached reflecting the relative high number of larger dwellings within and across the Borough.

### Dwelling Profile (percentage comparison)

- B.4 Comparatively Trafford contains a higher level of both detached and semi-detached housing than Greater Manchester. The level of semi-detached housing is however significantly higher than the dwelling profile for both GM and England (+7% and +14% respectively). Whilst there are positive aspects associated with this dwelling profile, potentially this may cause issues in terms of suitability and availability of

choice for smaller accommodation for both emerging households and older households seeking to right-size.

**Chart B2 Dwelling Profile - Comparison**



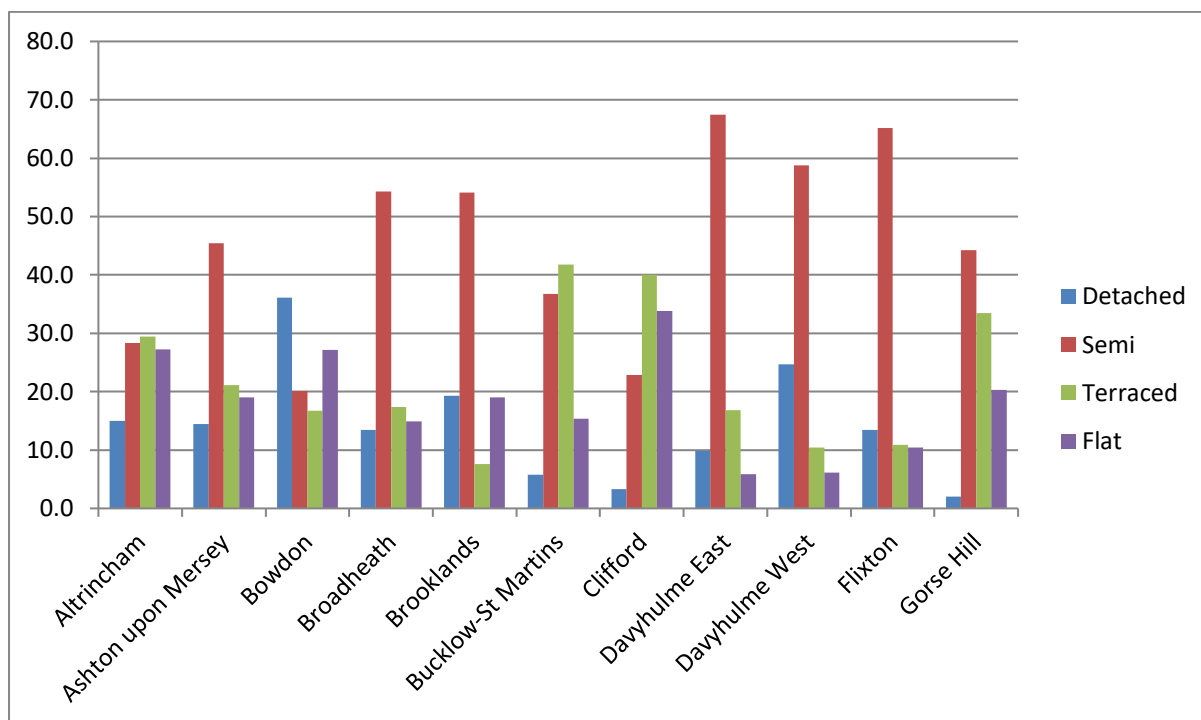
Source: Census 2011

B.5 The relative lack of availability of smaller dwellings is reflected by the lower comparative proportion of terraced and flatted dwellings.

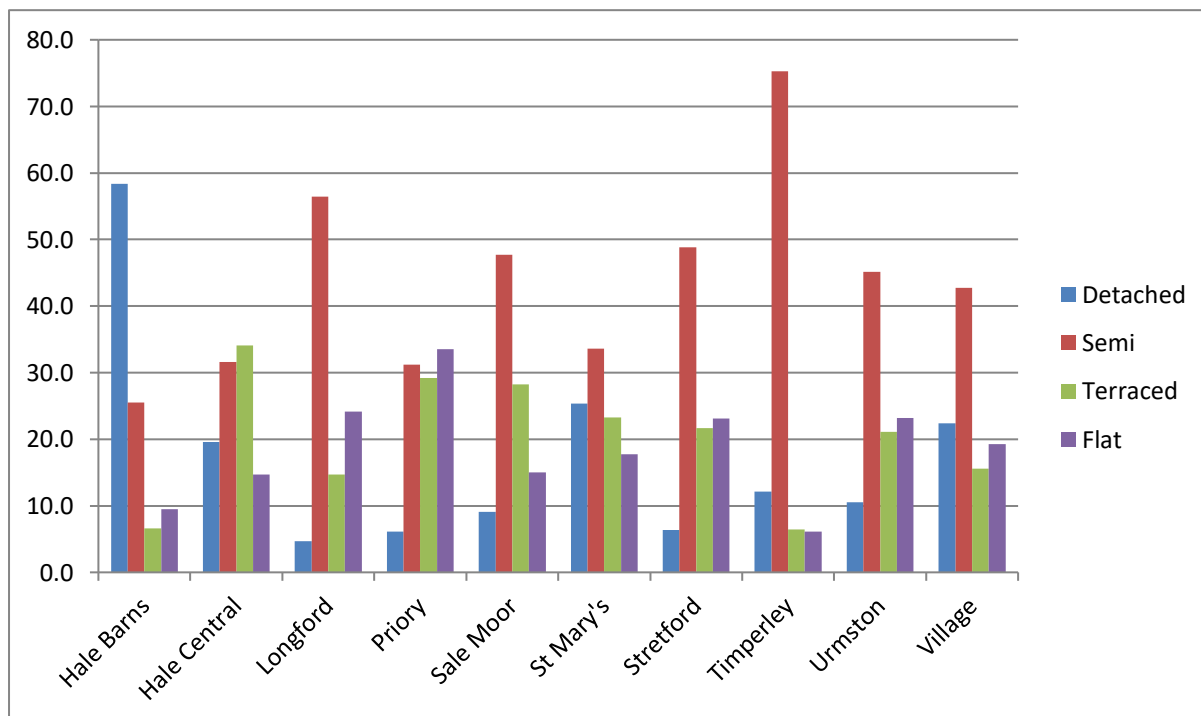
**Dwelling Profile (by ward - Trafford)**

B.6 Analysis of dwelling stock at ward level shows the wards of Bowdon, Hale Barns, St. Marys and Village all contain higher than average levels of detached properties.

**Chart B3 Dwelling profile by ward**



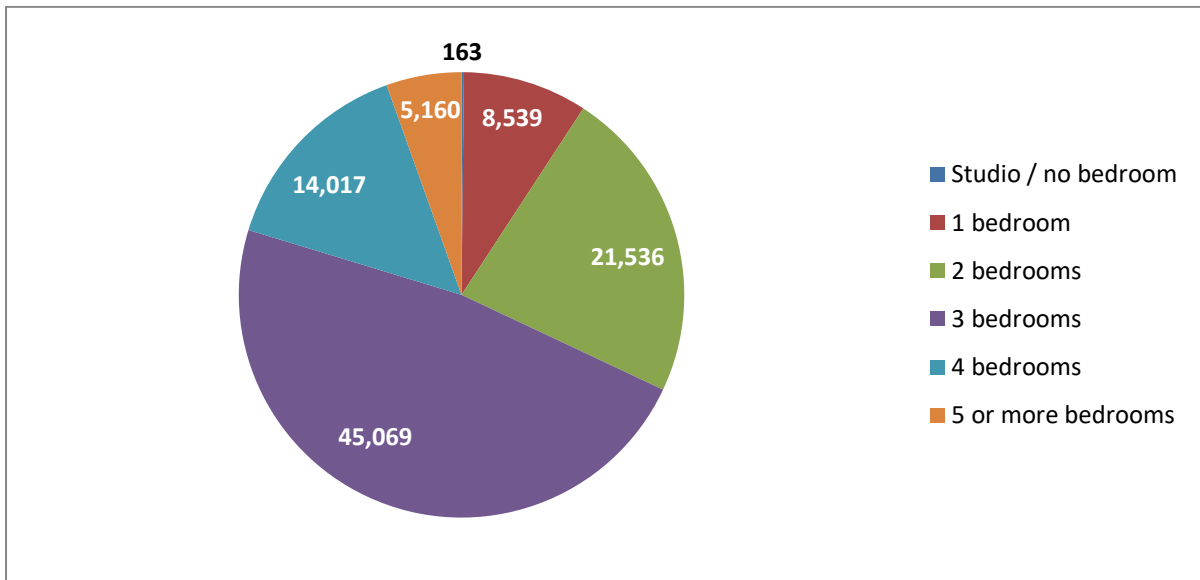
Source: Census 2011



Source: Census 2011

B.7 Conversely the wards of Clifford and Gorse Hill have comparatively little detached housing stock but considerably much higher proportions of terraced and flatted dwellings. The dwelling profiles for these particular wards are also influenced by their proximity to the regional (city) centre.

**Chart B4 Dwelling size (Trafford)**



Source: Census 2011

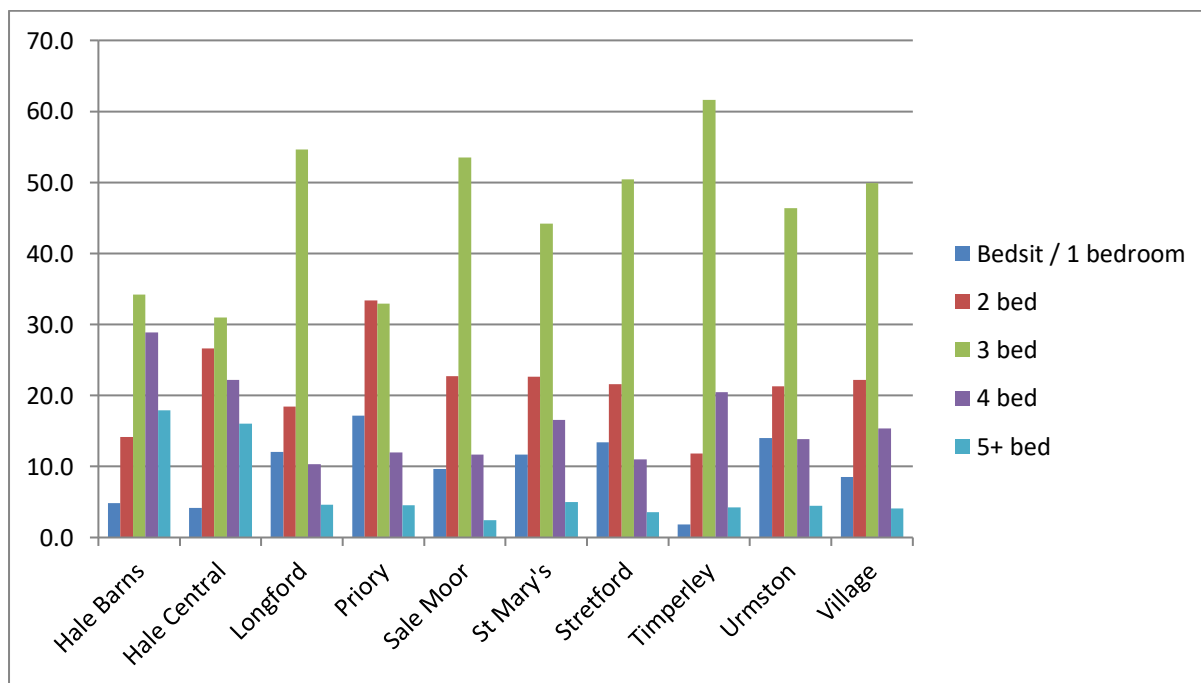
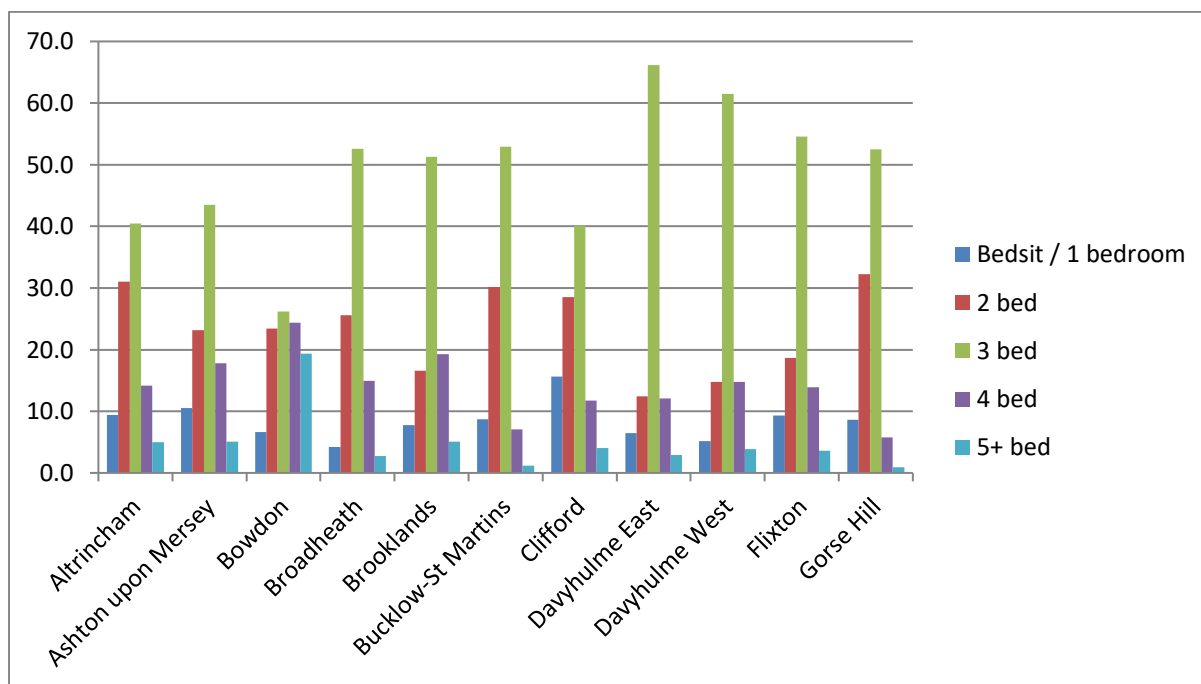
B.8 Unsurprisingly and given the stock profile within Trafford, around 68% of all housing within the Borough has 3 or more bedrooms.

**Chart B5 Dwelling size (Percentage Comparison)**



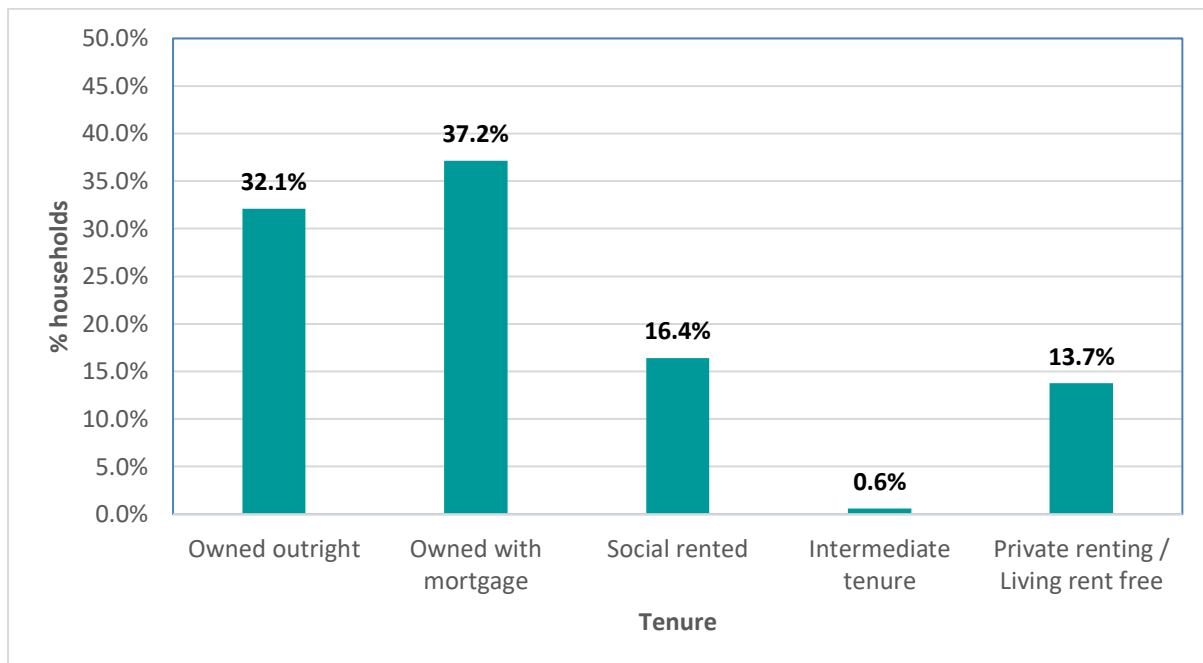
B.9 Again, when compared against figures for GM and England, Trafford’s housing stock profile shows a higher proportion of larger 3+ bedroom properties and much lower level of smaller 1 and 2-bed dwellings.

**Chart B6 Dwelling Size (by ward - Trafford)**



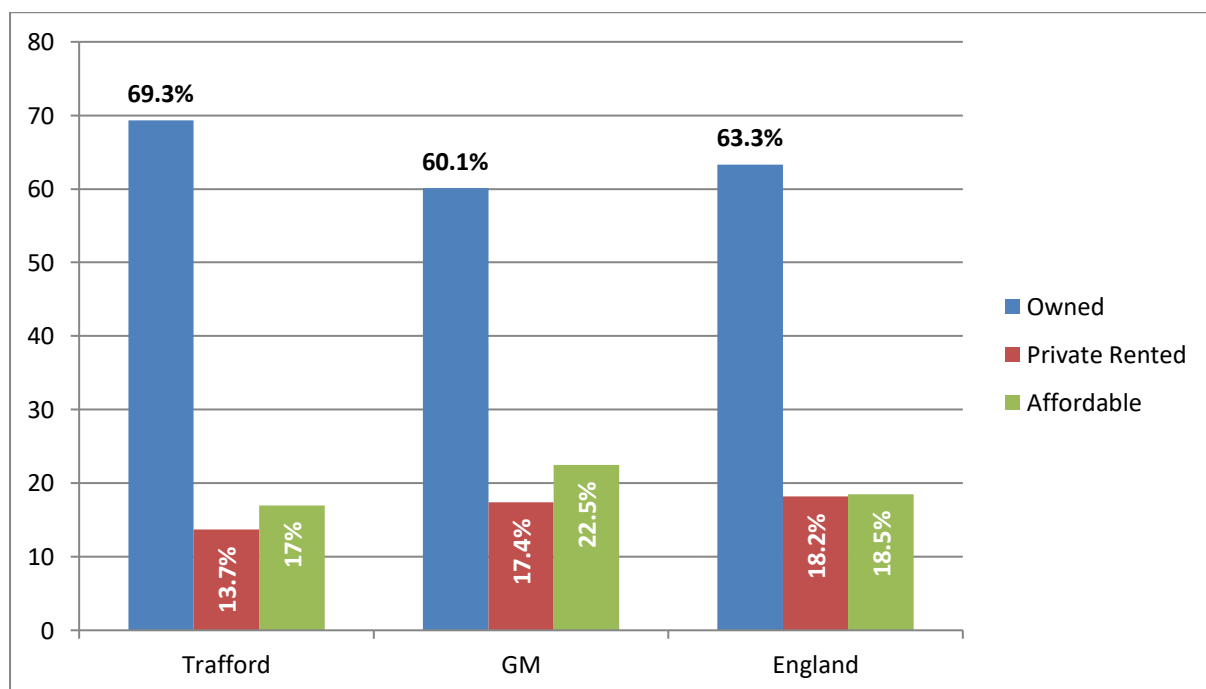
B.10 Ward analysis of housing stock shows that the wards of Hale Barns, Hale Central and Bowdon contain a much higher than average (40%+) number of 4 and 5-bedroom properties. Many wards contain a high level of 3-beds (principally semi-detached) including Davyhulme East & West and Timperley where over 60% of the stock is of this type. Smaller 1 and 2-bed properties are again more prevalent in wards such as Priority, Clifford, Stretford and Longford.

**Chart B7 Tenure Profile (Trafford)**

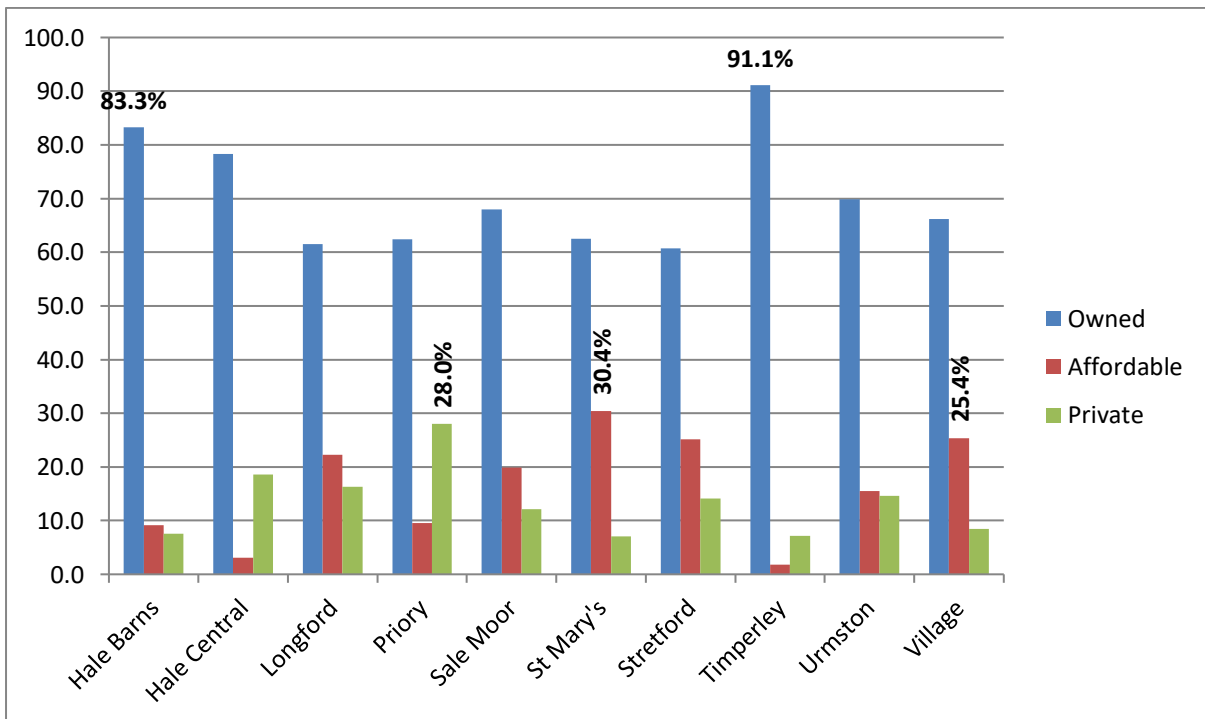
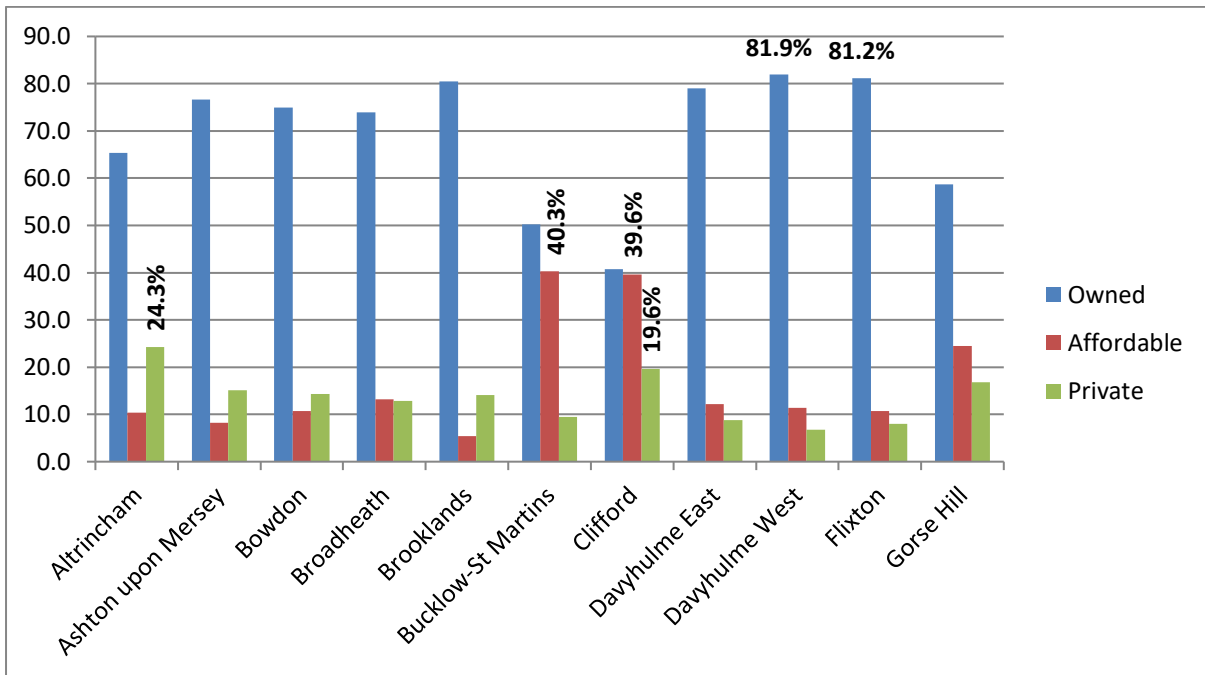


B.11 At the 2011 Census Trafford recorded that over 2/3rds of all dwellings are owner occupied (69.3%) and a further 14% privately rented. This is comparatively higher than is evident for the rest of GM and England.

**Chart B8 Tenure Profile (Percentage Comparison)**



**Chart B9 Tenure profile (by ward - Trafford)**

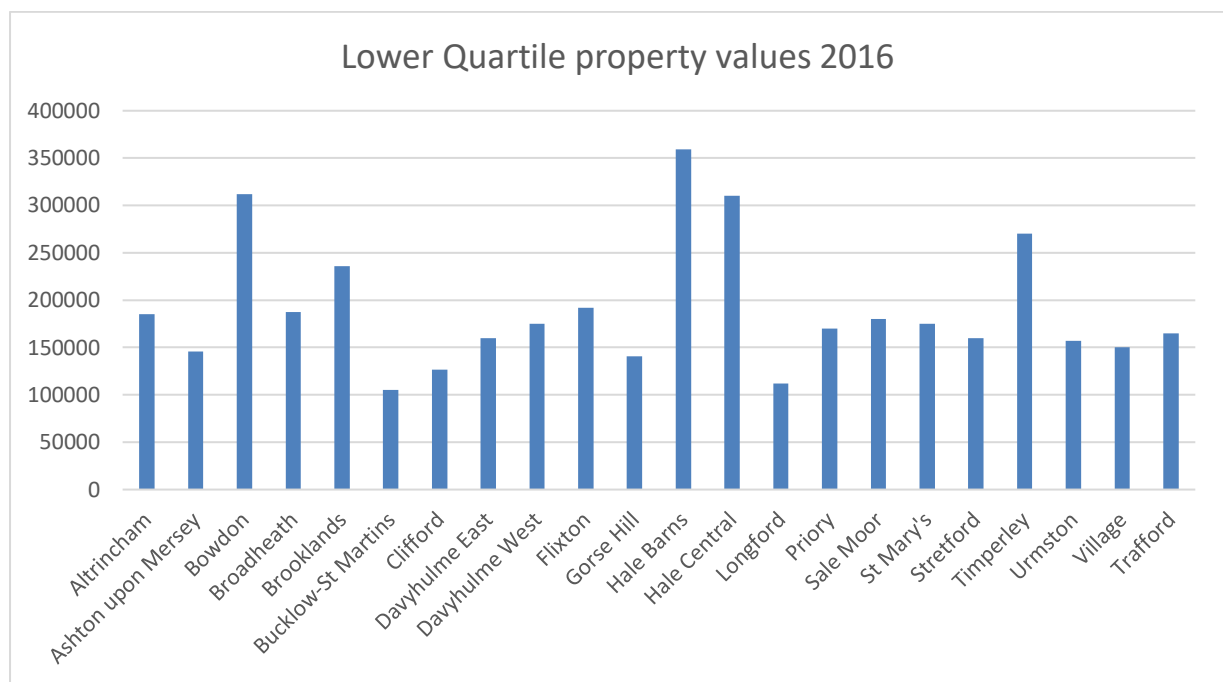


B.12 Levels of owner occupation are particularly high within the wards of Timperley, Hale Barns, Flixton and Davyhulme West. Conversely around one in three dwellings in the wards of Bucklow-St-Martins, Clifford and St Mary’s are affordable / social housing, more than 3 times the Borough average.





**Chart C1 Lower Quartile property values 2016**



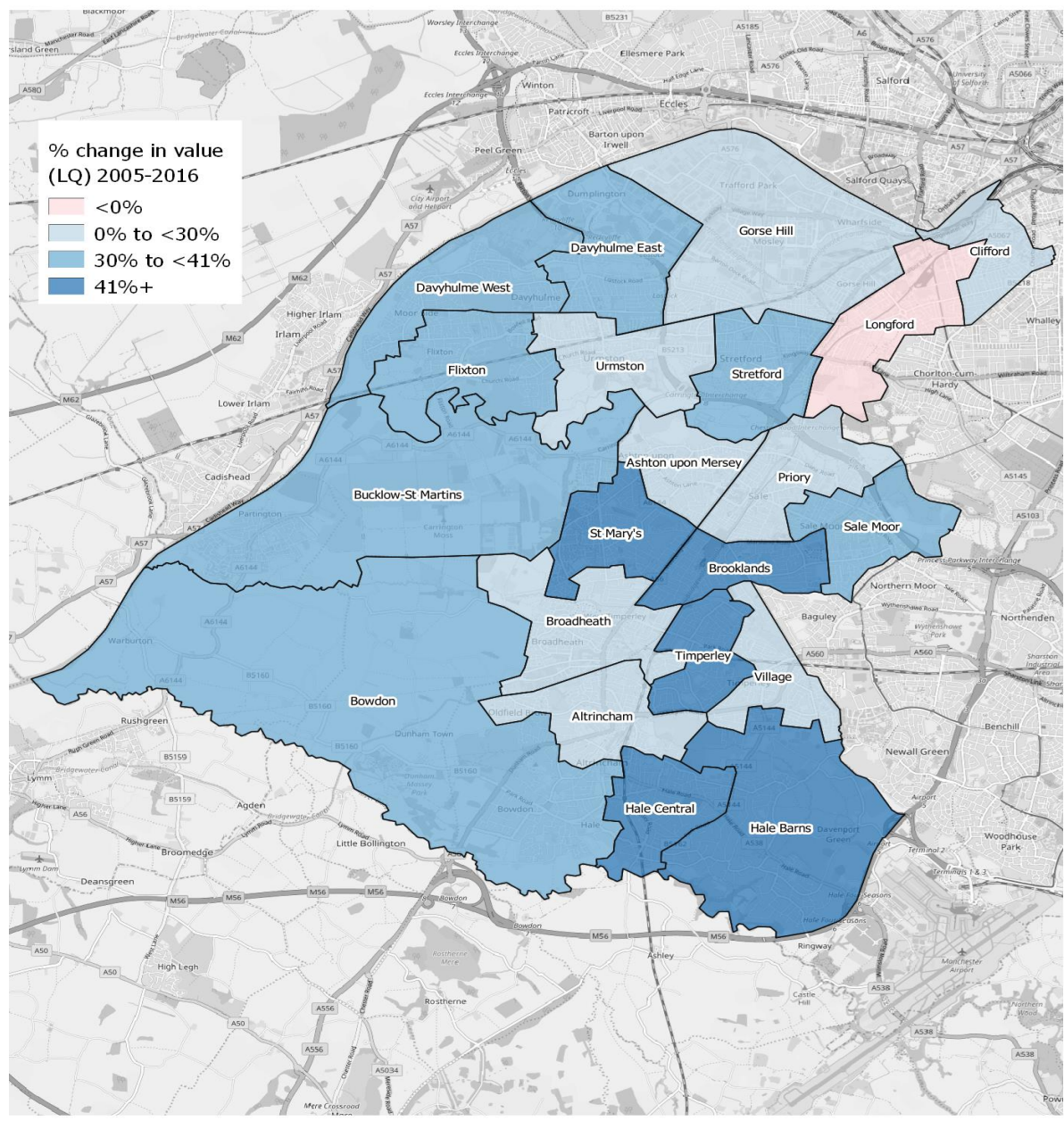
Source: Land registry







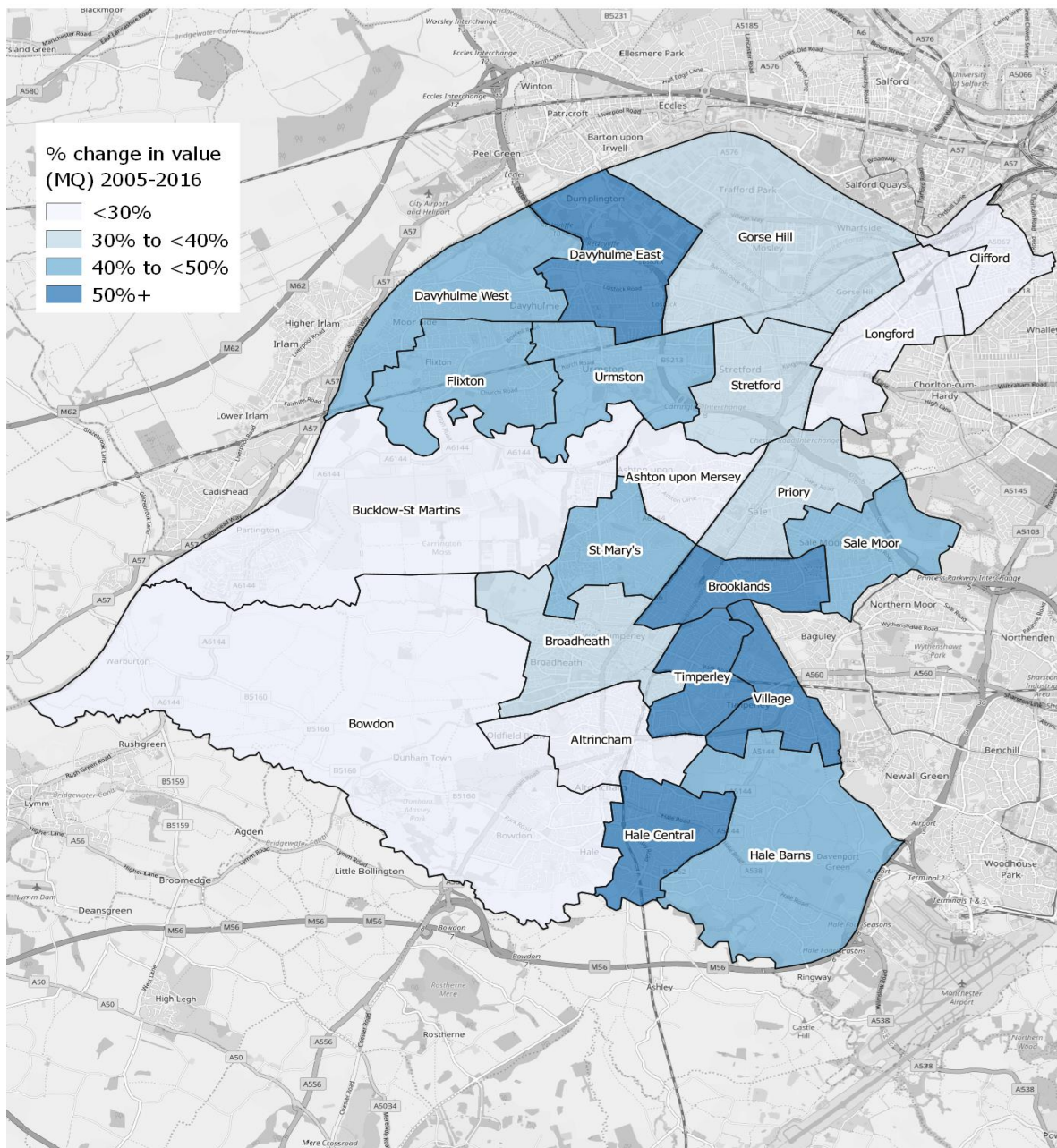
**Map C4 Percentage change in value 2005-2016 (LQ)**





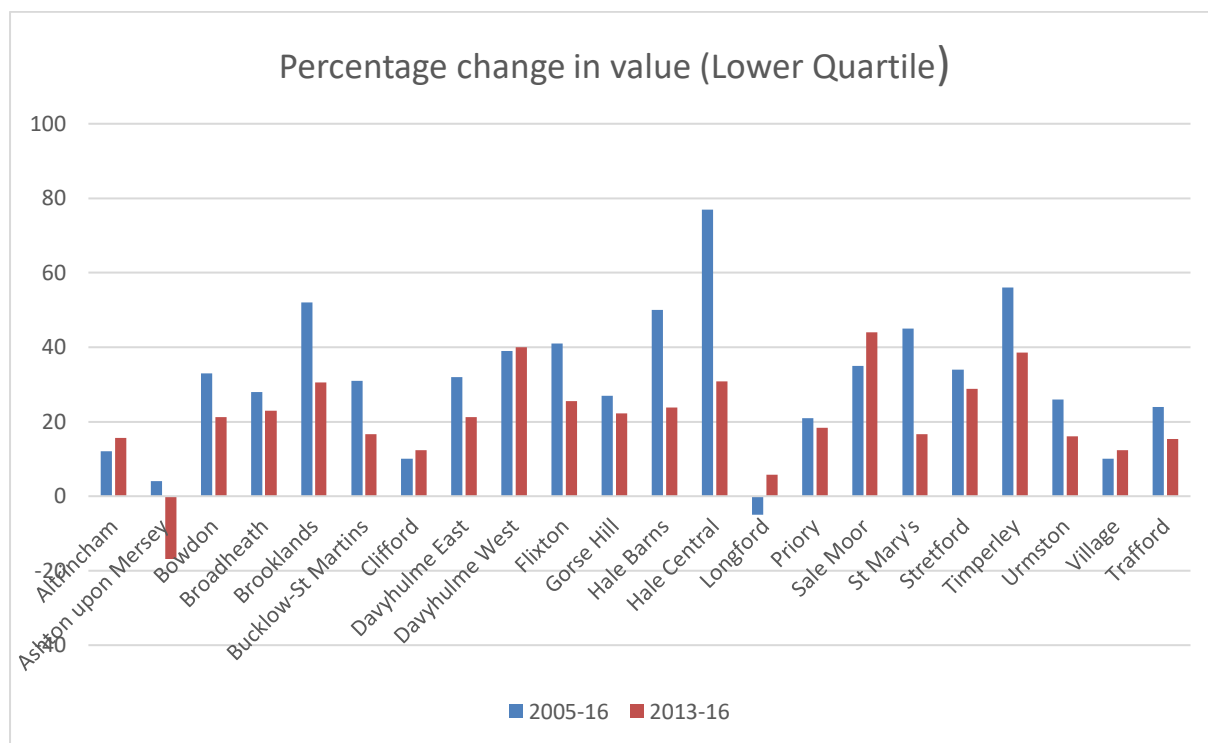


Map C6 Percentage change in value (MQ) 2005-2016



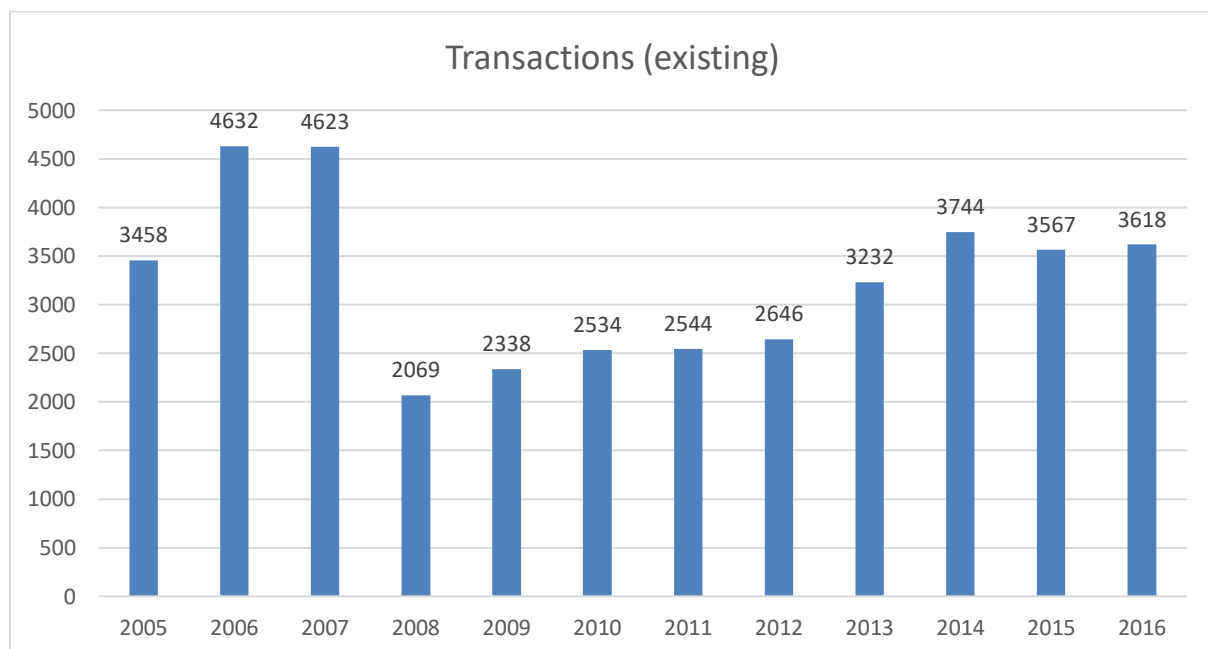


**Chart C2 Percentage change in value (Lower Quartile)**



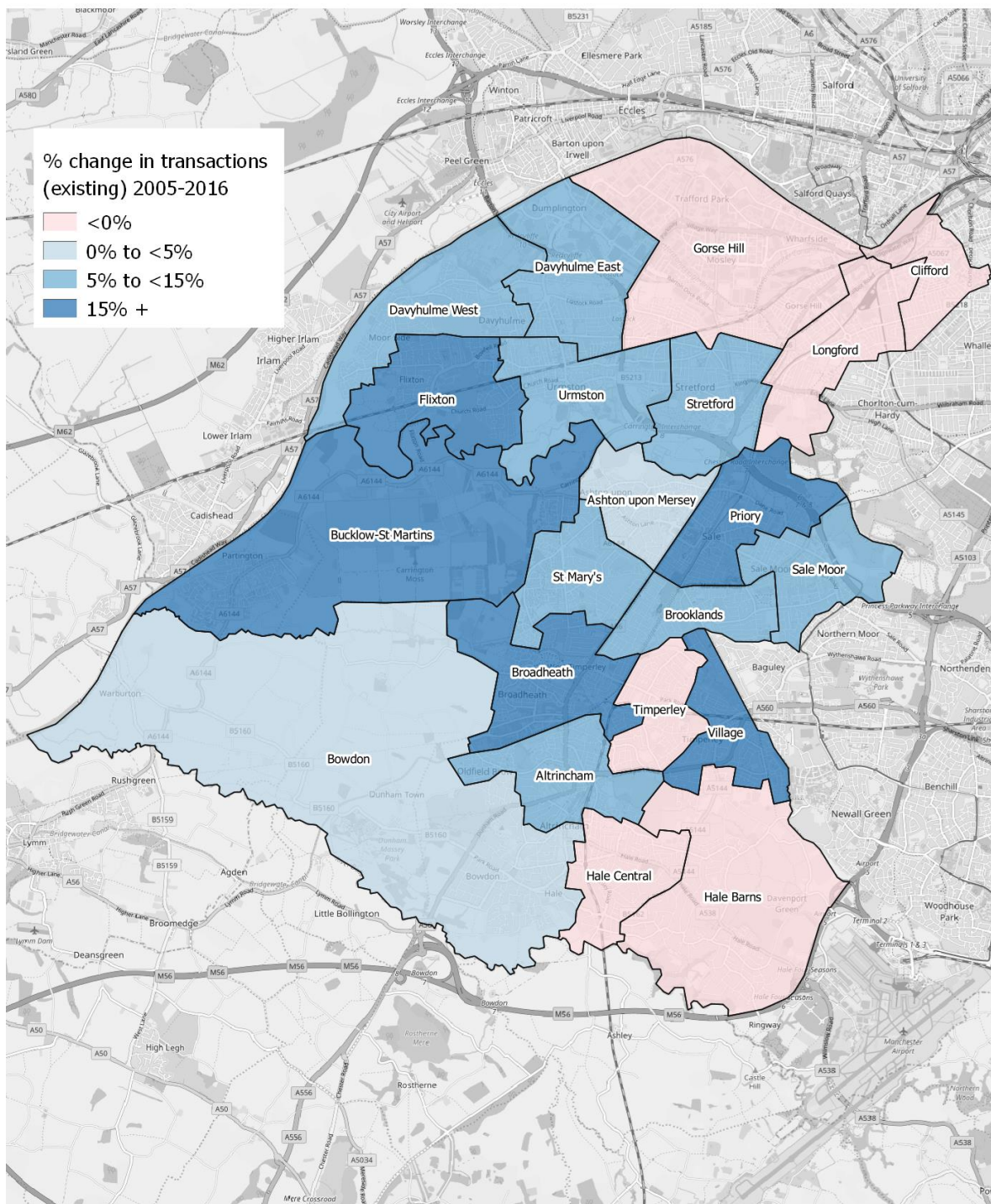
Source: Land registry

**Chart C3 Transactions (existing property)**

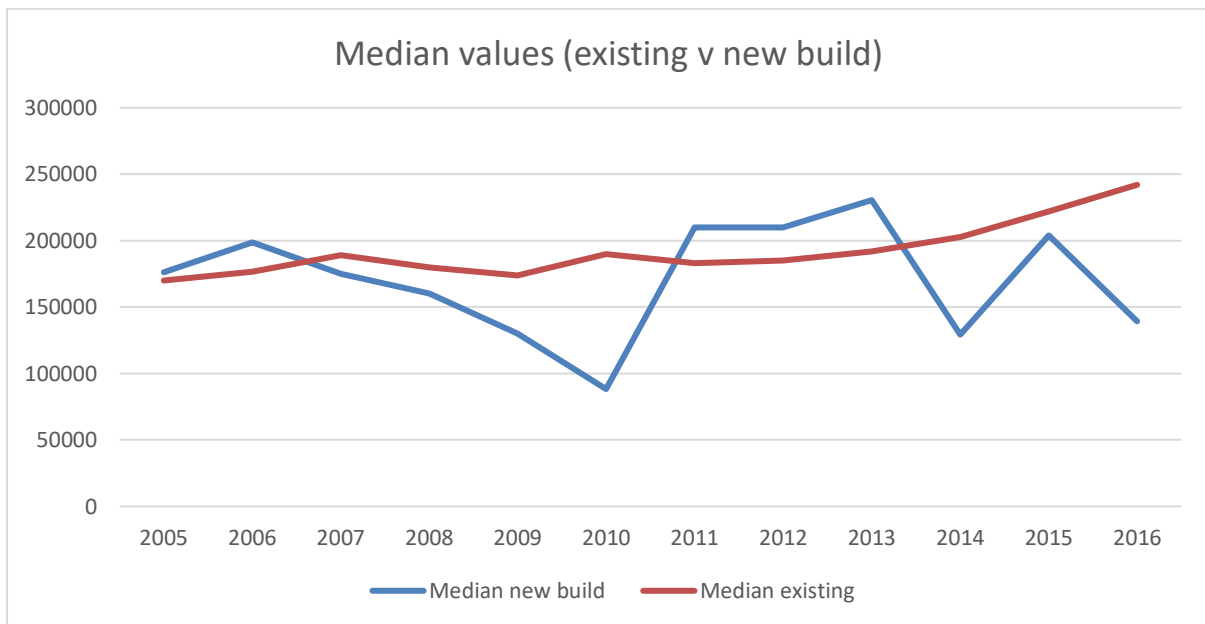


Source: Land registry

**Map C4 Percentage change in transactions (existing) 2005-2016**

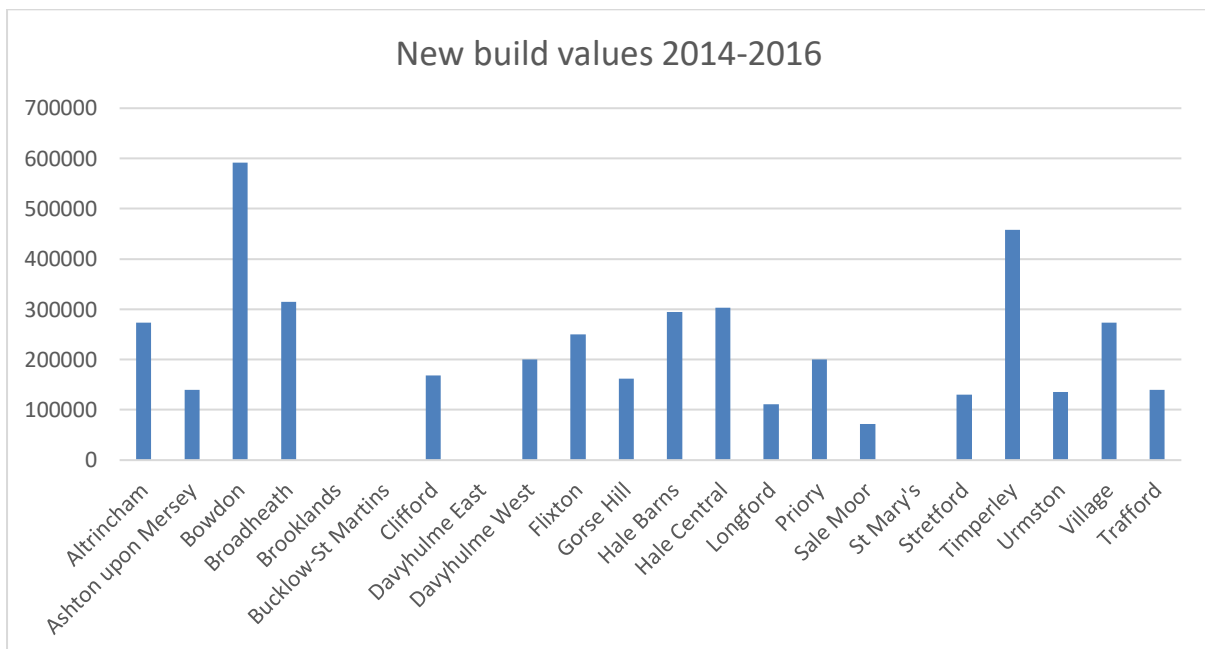


**Chart C4** Median values (existing v new build)



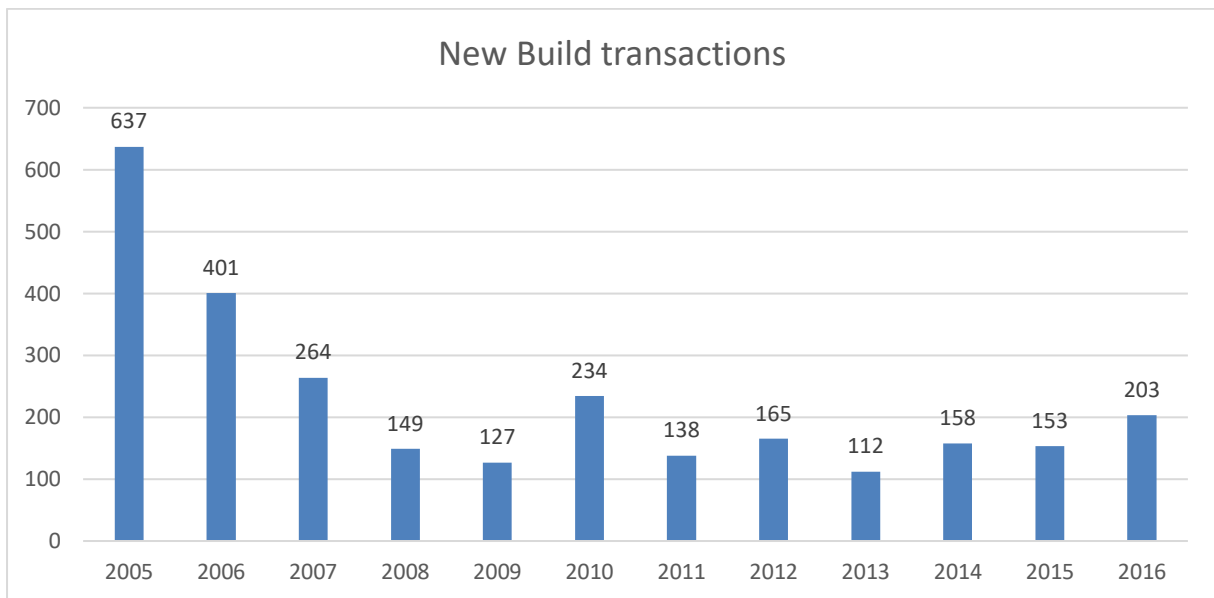
Source: Land registry

**Chart C5** New build values 2014-2016



Source: Land registry

**Chart C6**      **New build transactions**



Source: Land registry

## Appendix D: Letting agent review and market competition

### Introduction

D.1 This review is based on face to face interviews with sales and lettings agents based in or serving the various housing markets across Trafford. The purpose of the agent's review was to collect qualitative corroborative evidence for information collected through secondary data channels e.g. Zoopla data, Census and Land Registry information etc. Topics covered included:

- Recent market trends and activity
- Market drivers
- Customer preferences for property offering and locations
- Market rates and affordability
- Length of time properties stay on the market
- Gaps in supply
- Future activity levels

D.2 Agents interviewed as part of this process include:

- Martin & Co, Chorlton (covering Clifford, Longford, Gorse Hill)
- Leaders, Altrincham
- Jameson & Co, Altrincham
- Bridgfords, Stretford
- Harrisons, Urmston
- Watersons, Sale

### Recent market trends and activity

D.3 All sales and lettings agents interviewed agreed that housing markets in Trafford are busy. Market prices have increased over the past 12 months 7%-18%. There is more buying activity but properties coming onto the sales and letting markets have noticeably decreased.

D.4 The current market in Trafford is such that even properties in poor quality are selling quickly and achieving their valuation within days of coming onto the market. Activity increases along tram and bus routes. Prices and rents have reacted. As one agent put it *"the council doesn't need to spend millions on regeneration they just put need to build a tram stop"*.

D.5 Other agents are more mindful of the impact the surge in the cost of accommodation has on long-time residents in some of these areas who may no

longer be able to remain in the community where they have lived all their lives. *"It breaks my heart but I'm here to sell houses"*.

## Market drivers

- D.6 Trafford is an affluent borough both by regional and national standards. A survey by London-based consultancy WealthInsight (2017) found Hale to be the 7<sup>th</sup> most affluent village in the UK.
- D.7 Trafford has retained its grammar schools which are mainly grant maintained. Parents are prepared to pay premium rates for property in the area to get their children into good schools. For some parents, it makes financial sense to buy as it is less expensive than paying school fees.
- D.8 The Borough has a thriving business sector. Some of these companies take corporate lets especially along transport routes in Sale and Altrincham. Aside from corporate lets, these businesses also bring in temporary specialist workers from other cities or abroad who rent accommodation locally pending completion of their projects.
- D.9 Manchester United Football Club and Lancashire County Cricket Club are major sporting venues in the Borough. Players buy/rent property in the Borough whilst engaged with the clubs. The Trafford Centre, Altrincham and Sale are shopping districts that rival Manchester City Centre for the attention of shoppers. Agents cite all these as reasons for the continued interest in property in Trafford.
- D.10 Trafford's location also makes it ideal for commuting to other parts of the UK, Europe and the world. The M56, M60 and M6 motorways are all relatively close by. The Metrolink connects the Borough to other towns and cities in the region and the Borough borders Manchester, Salford and Stockport.
- D.11 For agents, these should be 'boom' times for selling and renting properties in Trafford. The only downside is the lack of properties to sell and let. Recent years have seen a significant slowdown in properties coming on to the sales and lettings market.

## Sales market

- D.12 Words used to describe the sales market in Trafford are *"busy"*, *"brisk"*, *"quick"*, *"buoyant"*. However, agents are concerned about the lack of supply of properties and the impact on homebuyers and the market. Across Trafford, agents believe the price of property has moved to another level. One agent called it a *"crazy market"* and by way of example recounted the tale of an ex-council property they sold the previous day. The property was originally purchased for £150k in 2014. It was placed on the market the week beginning 1 August 2017 for £335k. Within 3 days, thirty enquiries had been made and 15 viewings arranged. Two days later a sale was agreed at the asking price. The following day, a cash buyer paid £390k for the property. This is not uncommon.
- D.13 Areas like Clifford, Davyhulme and Stretford traditionally had more apartments than elsewhere in Trafford. The links to the Metrolink have created a supply of property



conversions into apartments as well as new build property. Prices in Old Trafford and Clifford have risen 15% in the last 12 months. Price rises vary across the Borough; agents suggest that prices have risen as much as £50k within 6 months in the southern housing markets.

- D.14 There is a lot of investor interest in Trafford and investors are undeterred by the high prices being demanded. Unfortunately, these investors compete directly with first time buyers for apartments and smaller houses. As a consequence, many first-time buyers have had to look elsewhere to find accommodation. Some agents feel more needs to be done to prevent local residents being priced out the market.
- D.15 As well as investors buying properties, some landlords who bought properties as investments have been *drip-feeding* their portfolios to the market to take advantage of favourable house prices. Agents also tell of tenants getting mortgages and making offers to their landlords to purchase the properties they are renting – some landlords are accepting these offers as there are persistent concerns about Brexit, the future of the housing market and future government plans.

### Customer preferences for property offering and locations

- D.16 To an extent Trafford's current housing markets are determined by the property offering and the lack of availability.
- D.17 More than 80% of Trafford's dwellings are houses and bungalows. In areas like Altrincham, Bowdon, Hale and Timperley to the south of the Borough the preference is for large, detached properties which can sell for as much £6 million. The market for this type of property is specialist, but their value drives up prices in the area.
- D.18 Period terraced properties are also popular in areas like Hale and Altrincham. To the north of the Borough, semi-detached properties in Central Davyhulme (£200k-£300k for a 3-bed) near the waterworks and detached / semi-detached properties in Urmston (£230k-£350k) are popular with buyers as they have more space and character. The larger properties are bought by families and smaller properties are bought by first time buyers and investors.
- D.19 Sale is another area that has traditionally been popular. It is closely situated to the orbital motorway around Greater Manchester and has 4 Metrolink stops in the area (the Sale Water Park stop being the most recent). Agents believe house prices have increased by 10% over the past year because, *"everybody wants to move to Sale"*. Most of the properties coming onto the market are 2-bed houses (£200k-£275k) and 3-bed houses (£300k). Brooklands, Sale and Ashton-on-Mersey are popular areas with buyers. In Sale, there is a noticeable lack of young families entering the sales market place – agents believe this is because they are unable to afford house prices and are choosing to rent in the hope they can save deposits for a mortgage.
- D.20 Clifford is traditionally offices and industrial; not really an area where people want to live but the market in Clifford has picked up in the last 18 months or so. Agents believe this is partly due to the ripple effect from Manchester, Didsbury and Chorlton, as well as being close to the Metrolink station in Old Trafford. Homebuyers mindful of cheaper property prices in the area, have been buying up pretty much



anything that comes available. Over the past 12 months house prices in Clifford have increased by 15%-20%. The same is true for areas like Longford and to a lesser extent, Stretford. A 3-bed semi-detached house in Clifford costs £230k – £300k.

- D.21 Generally, across Trafford there is a demand for 3-bed family type accommodation near a good school and good transport links. There is also a need for 2-bed accommodation for younger couples and single people.
- D.22 There are significant numbers of retirees towards the southern housing belt of the Borough and the north-western edge e.g. Davyhulme. Some older residents have made enquiries of estate agents about trading down which is perhaps an area the Council may wish to pursue.

### Market rates and affordability

- D.23 For most estate agents interviewed, affordability was not a serious concern. Most of their buyers turn up with deposits and able to purchase their home. Some agents are advising customers that if they are in a chain they are likely to be unsuccessful in their attempts to buy a house in the current market as too many other buyers are ready with cash deposits, even then, a buyer can be 'gazumped'.
- D.24 Currently, mortgages are relatively cheap and easy to access for most customers looking to buy. A first-time buyer probably needs to find £40k to use as a deposit. This is beyond the means of many first-time buyers. Whilst most agents interviewed were sympathetic to those unable to afford to purchase a home in Trafford, they nevertheless see it as part of the business of buying a house on the current market in Trafford. As one agent put it *"we can't all afford to live where we would like to"*. For the agents at least, the issue is less about affordability and more about the lack of supply.

### Elderly accommodation

- D.25 In certain areas of Trafford e.g. Davyhulme, Timperley, Sale there are significant older populations who are sitting on larger family type properties. These often remain under-occupied until the older relative dies and gifts the property to a grandchild, niece, etc. Although some older residents do downsize, the majority choose not to do so. There may be some potential for the local authority to work with these older households to see if / how these larger family homes can be freed up. Most agents only deal with the sale of the properties once they have been gifted to younger relatives.

### Rental Market

- D.26 The rental market in Trafford is strong. More households accept that they may never be able to afford to buy.
- D.27 In areas like e.g. Clifford, the average house price is £200k so even a 10% deposit is £20k. More people are renting in the hope of saving the deposit for a mortgage –

rents are almost as expensive as mortgage payments so saving is difficult. In some circumstances, the advice of agents is for these customers to move to more affordable parts of Greater Manchester.

- D.28 In areas like Davyhulme, Urmston and Flixton agents believe a significant amount of market renting is done privately. Landlords wary of fees being asked for by lettings agents are managing their own portfolios. Agents believe that as many as 25% of landlords are managing their own lettings without using a letting agent in Altrincham and Hale. This in part is used to explain the reduction in properties coming onto the market.
- D.29 Another reason for the lack of properties coming onto the market is that more households, especially those renting with dependent children, are choosing to stay longer in their properties for various reasons including:
- Parents not wanting to constantly uproot their children to move to a new home so they are settling in private renting;
  - With fewer properties coming onto the market – renters are staying put when they find a good property;
  - Most landlords tend to put their rents up when a new tenant moves in – some renters have ‘wised’ up to this and are staying longer in their homes to offset rent increases.

### Who is renting

- B.13 There isn’t a typical profile for the average renter in Trafford. Many of the households who are renting have sold their homes and are unable to find another home on the open market or they have never owned their own home and don’t really expect to do so. They are usually mid-late 20’s and early 30’s, in full time employment and able to move as employment opportunities arise.
- D.30 Some renters are renting to obtain an address so their children can get into local schools. Other renters especially towards the south of the Borough are looking to buy a home and are renting before committing to a location.
- D.31 Rentals tend to be on 12 month contracts but more frequently these are being allowed to run into periodic agreements rather than being renewed on the end of the period.

### Preferences

- D.32 In some areas of Trafford, especially towards the north west, 1-bed flats are in short supply and rent for £500-£800pcm. 2-bed apartments are also sought after and because of the scarcity of 2-bed apartments, there is always a list of people wanting to rent a 2/3-bed apartments and houses as long as they are reasonably priced.
- D.33 In terms of location, anywhere close to a Metrolink stop is desirable especially amongst working professionals. However, with the shortage of properties on the market, renters in Trafford have to be able to move as employment opportunities

arise; location is less a matter of choice than it is availability. However, in areas like Village, Timperley and Hale Barns, renters are choosier about where they live.

- D.34 Increasingly landlords in areas like Altrincham, Timperley, Davyhulme, etc. are managing their own properties to avoid fees being charged by lettings agents which can be anything up to £600 per letting.
- D.35 Increasingly, landlords are refusing to let properties to households on benefits because they *“just don’t need to as there are enough people wanting accommodation”*.

## Rents

- D.36 Rents have increased approximately 13% over the past 12 months or so. Examples of monthly rents being charged in various locations across the Borough are set out in Table D1 below.

Area	2 bed Flat	3 bed House	4+ bed House
Altrincham, Timperley,	£750-£950	£1,000	£1,300 - £2,500
Clifford, Longford, Stretford	£500-£800	£650-£850	£900 upwards
Davyhulme, Urmston, Flixton	£650-£750	£700-£1,200	£850 upwards
Sale, Brooklands	£600-£850	£650-£1,400	£1,200-£1,800
Bucklow, Ashton-on-Mersey	£600-£850	£750-£1,200	£1,000 upwards
Bowdon, Hale	£850-£1,200	£950-£1,800	£2,000+

Source: Agent feedback

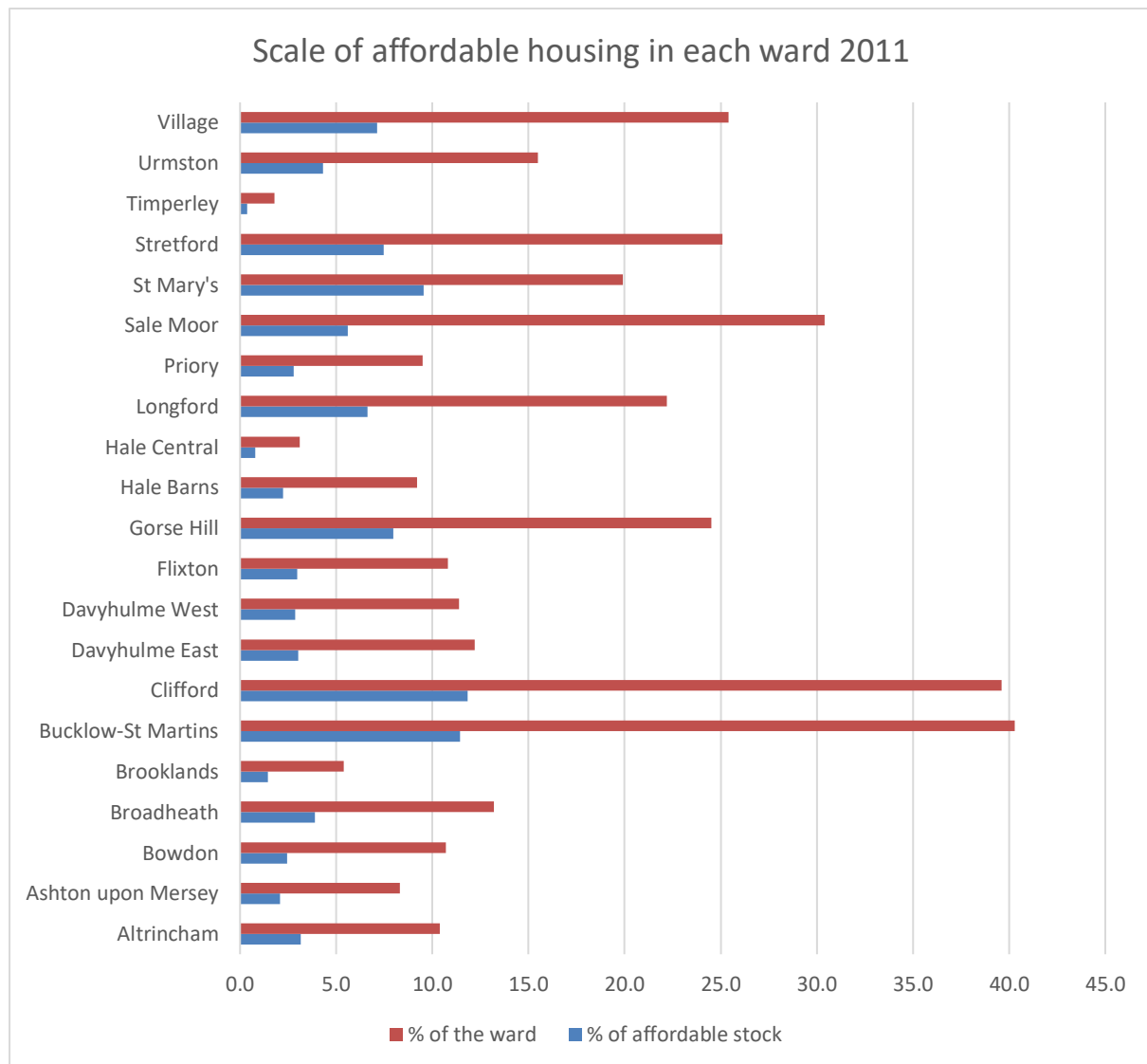
- D.37 Agents feel that rents are still increasing across Trafford. This is especially true in areas like Altrincham, Timperley and Hale, Stretford and Sale.
- D.38 Some landlords are taking advantage of the market and increasing their rents annually. Rent arrears don’t tend to be a problem. Some tenants fall behind with their rent but arrears are cleared relatively quickly as no one wants to lose their home – especially with replacement ones being so hard to find in Trafford.
- D.39 Some lettings agents are more sympathetic to affordability pressures being experienced by some of Trafford’s residents. They desperately want to see more family size accommodation built that can be afforded by the less affluent Trafford residents. Some e.g. Jameson in Altrincham, are especially keen to see shared ownership products developed and marketed at local households who are currently unable to afford housing in the Borough. The view of the owner of the agency is that Trafford is beginning to feel like parts of London where only the wealthy need to apply for accommodation.

## Student Market

- B.14 There isn't much of a student market in Trafford – house prices are too high and rents are too expensive. Where students do rent, letting agents will rent them a whole house / apartment on a normal contract rather than as a house-share.

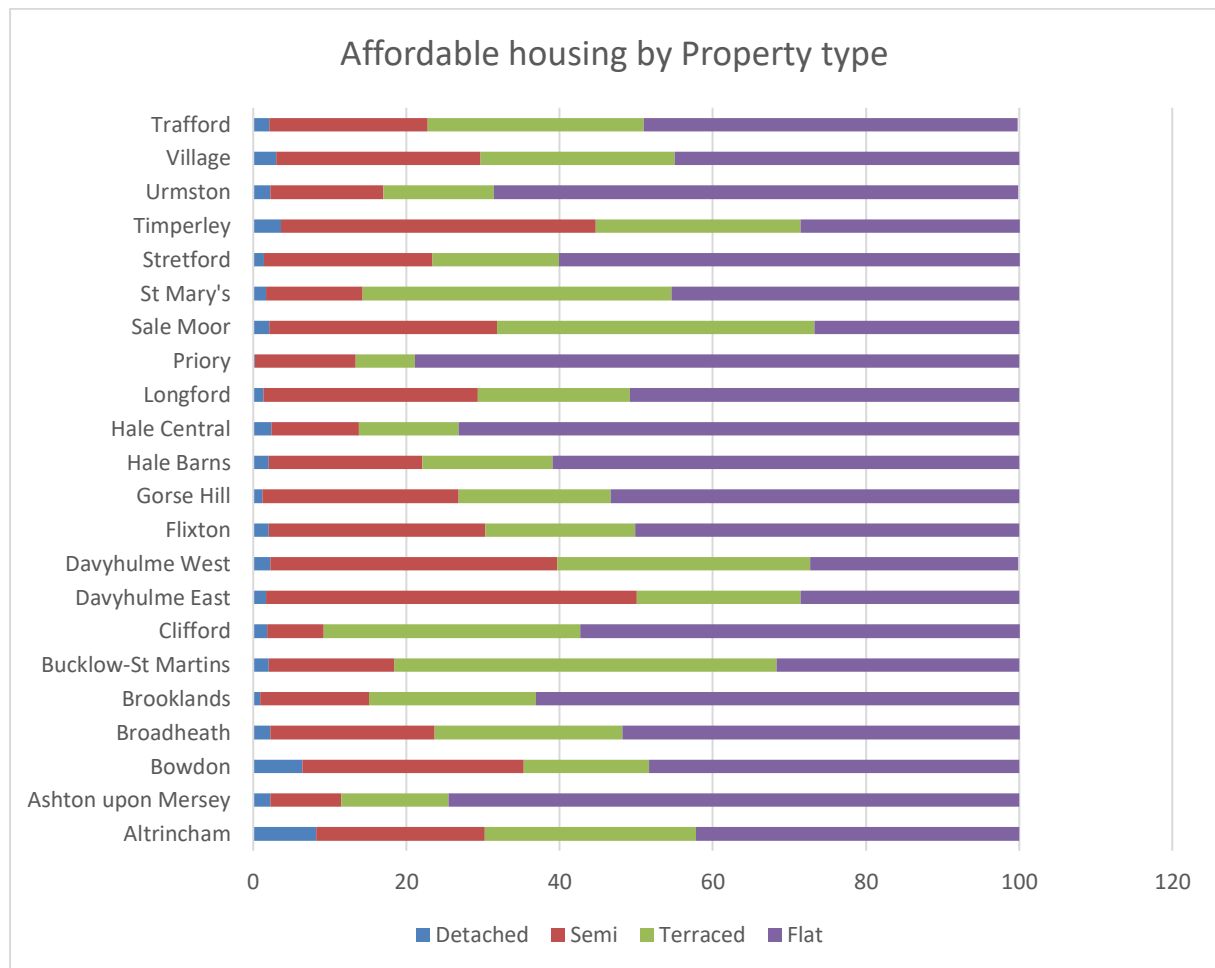
## Appendix E: Affordable housing

**Chart E1 Affordable housing by ward 2011**



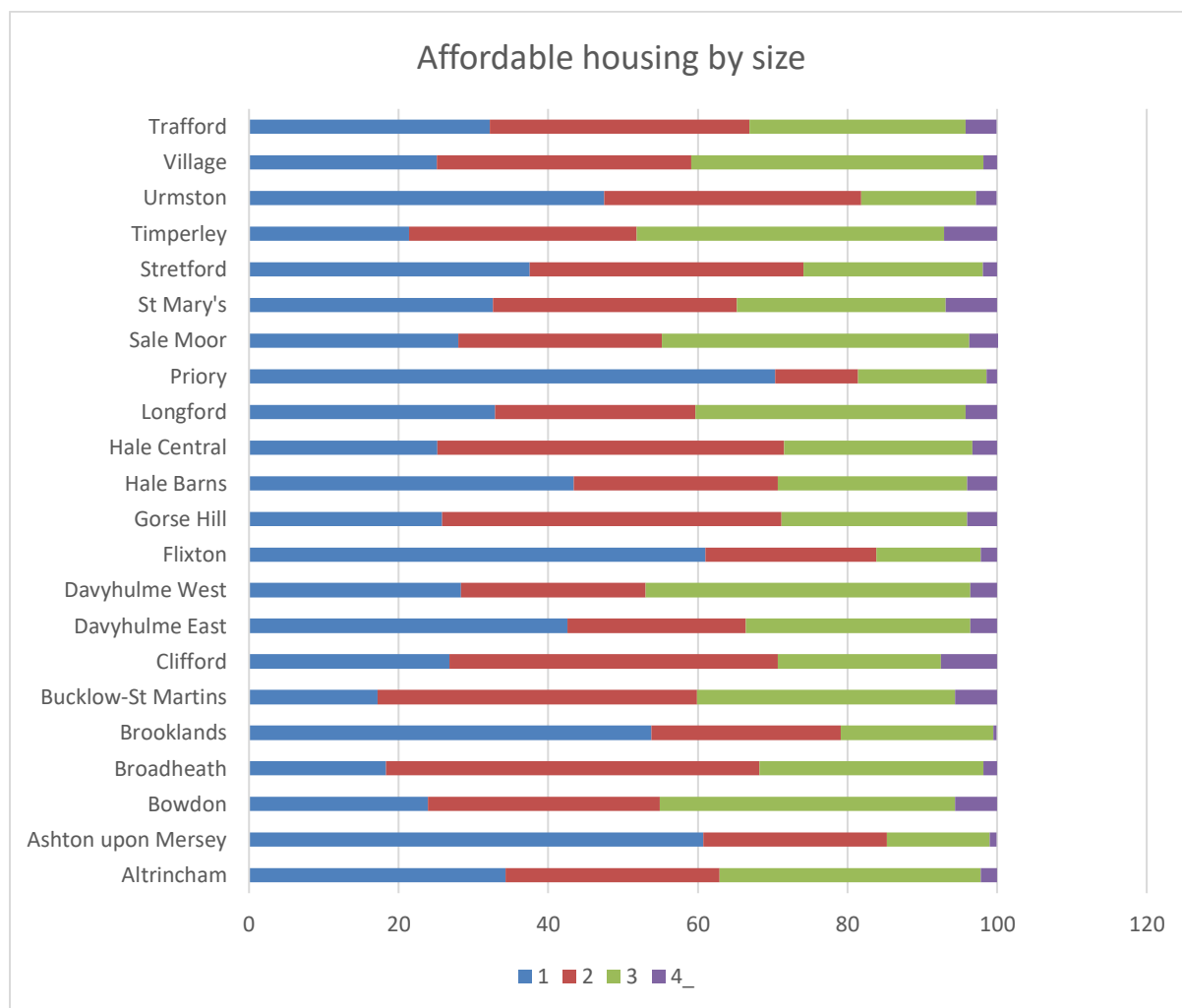
Source: Census

**Chart E2 Affordable housing by property type 2011**



Source: Census-the categories used are from the 2011 census, which does not differentiate between houses and bungalows

**Chart E3 Affordable housing by property size 2011**

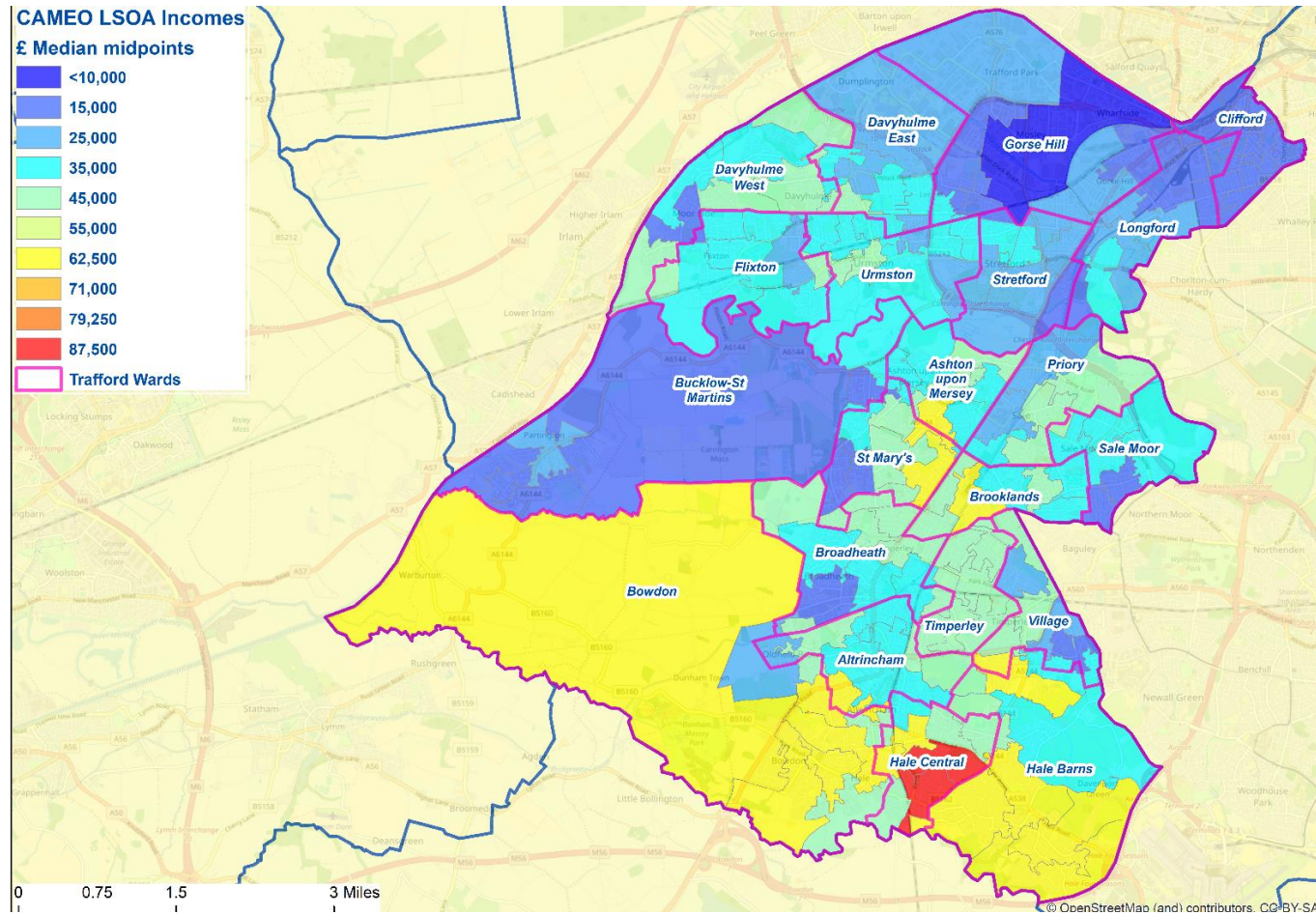


Source: Census

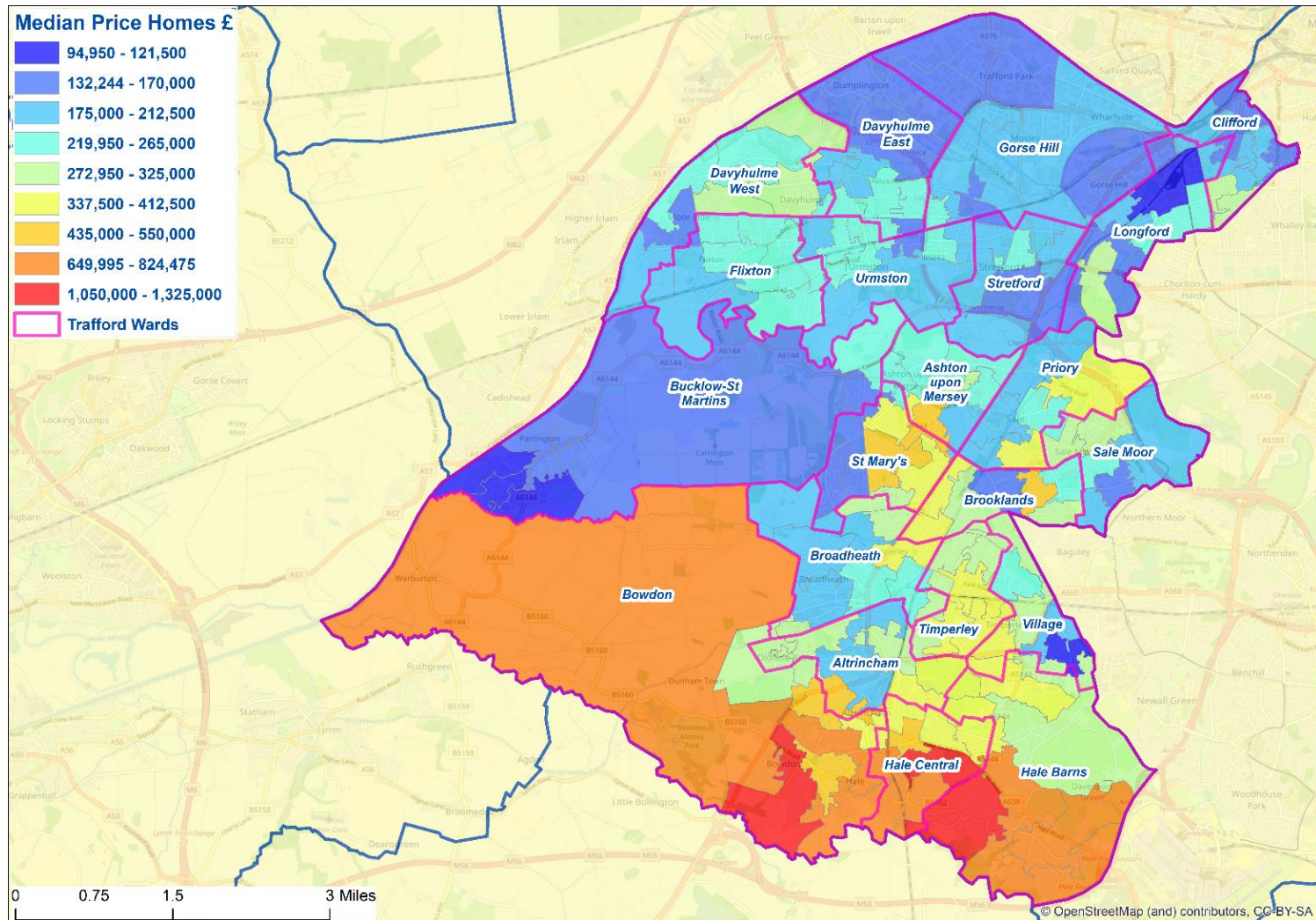


# Appendix F: Affordability (additional maps)

Map F1 Median LSOA Incomes

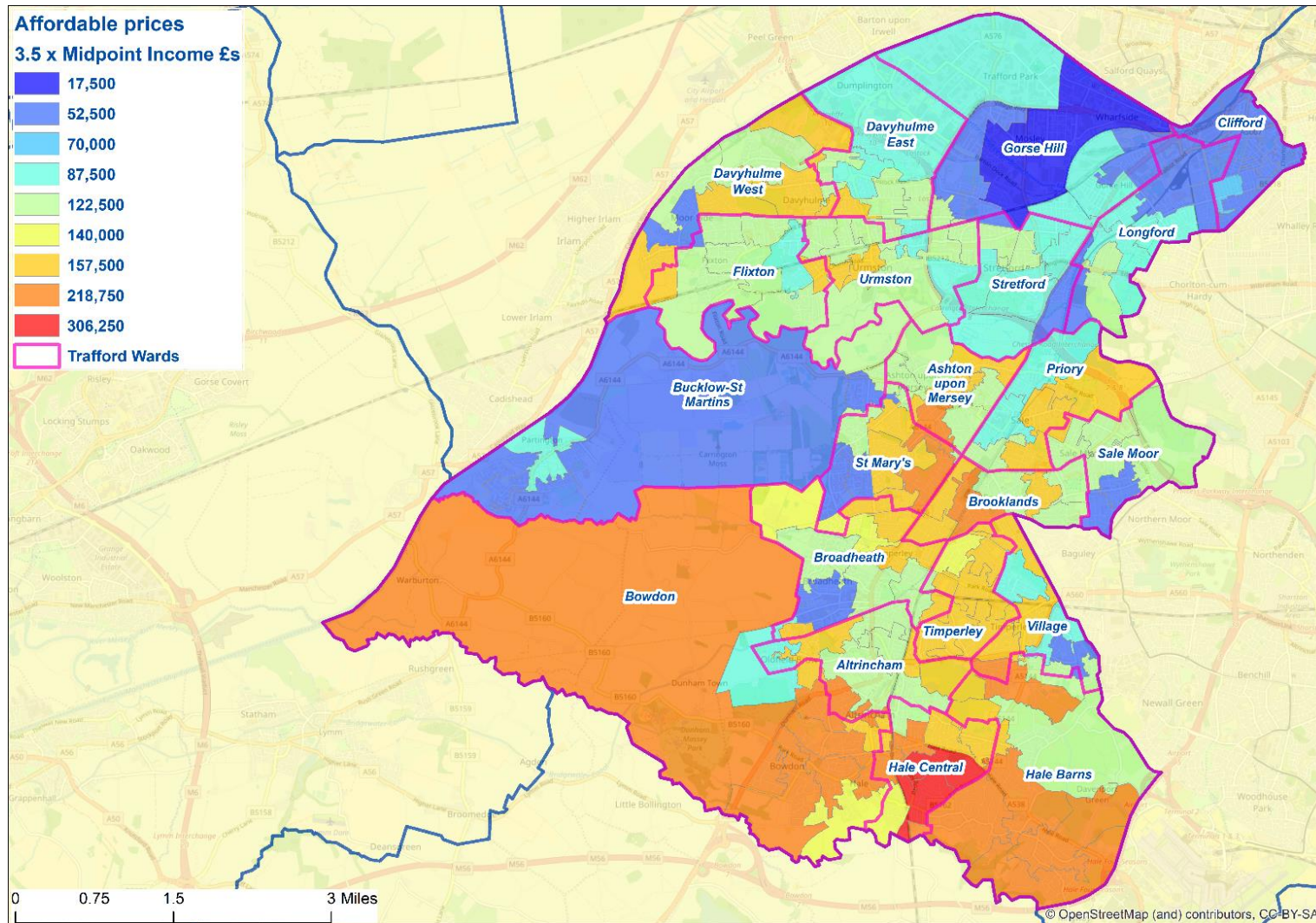


Map F2 Median house prices

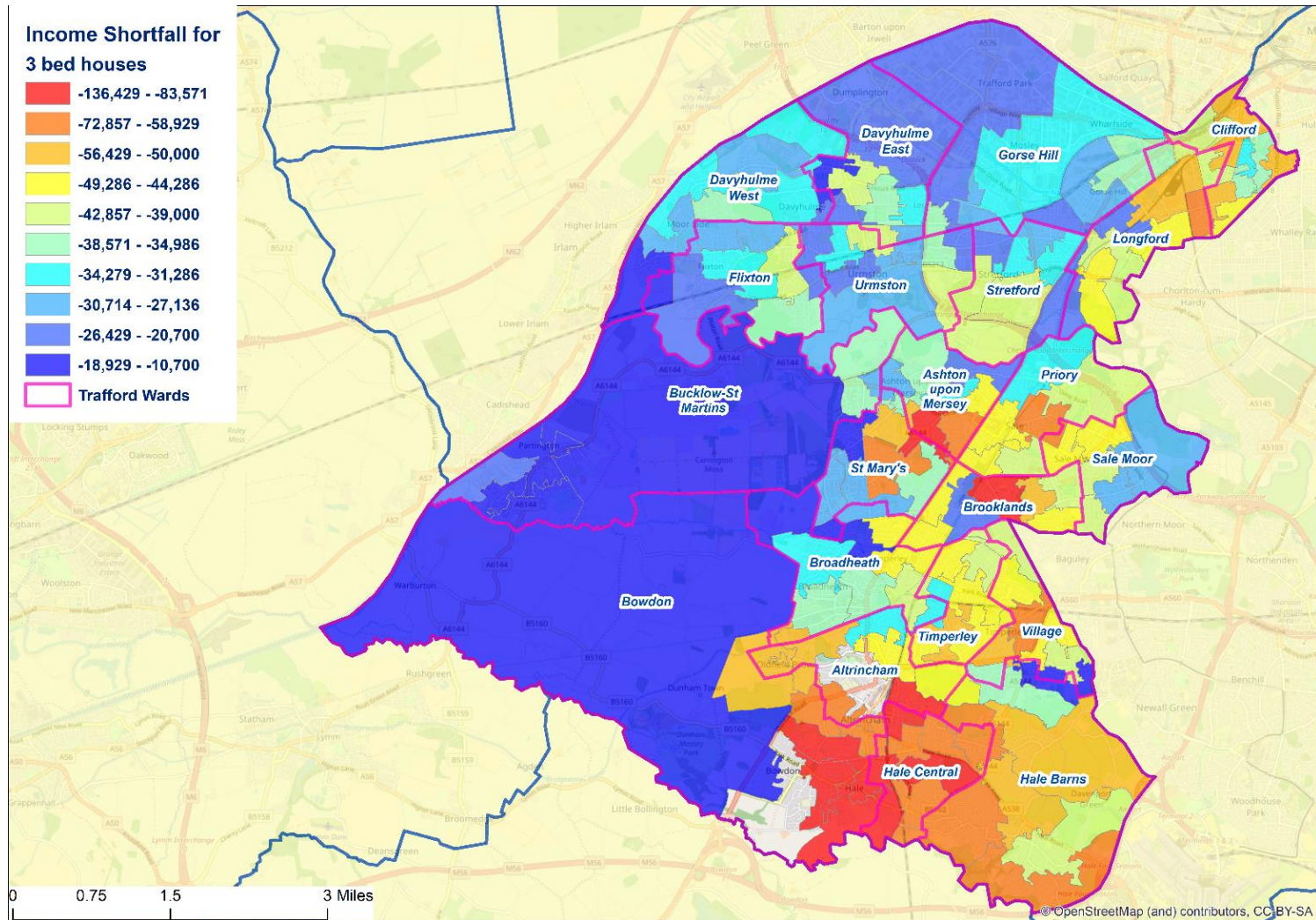




Map F3 Affordable prices

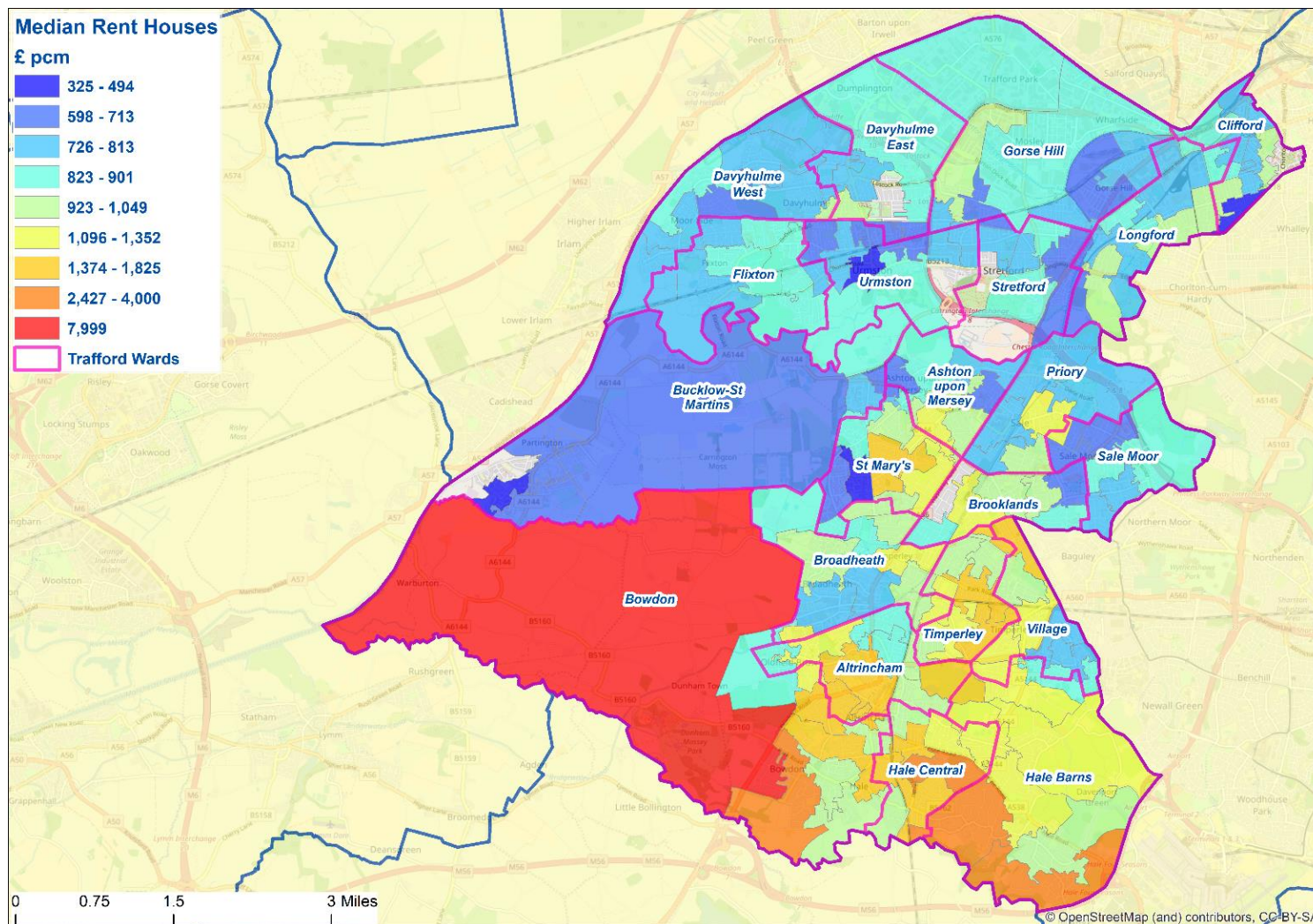


Map F4 Income shortfall for 3-bed houses

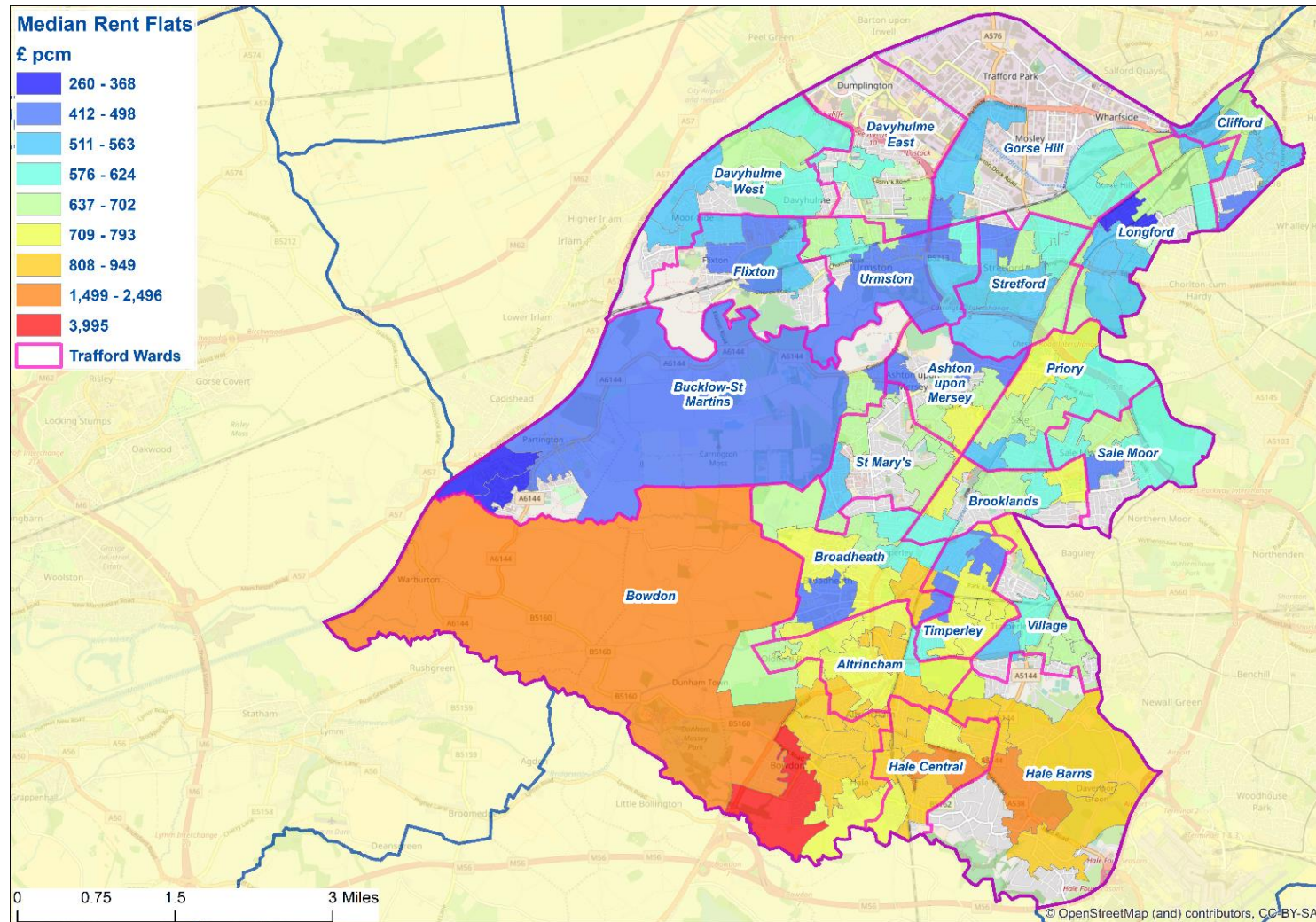




Map F5 Median rent (houses)



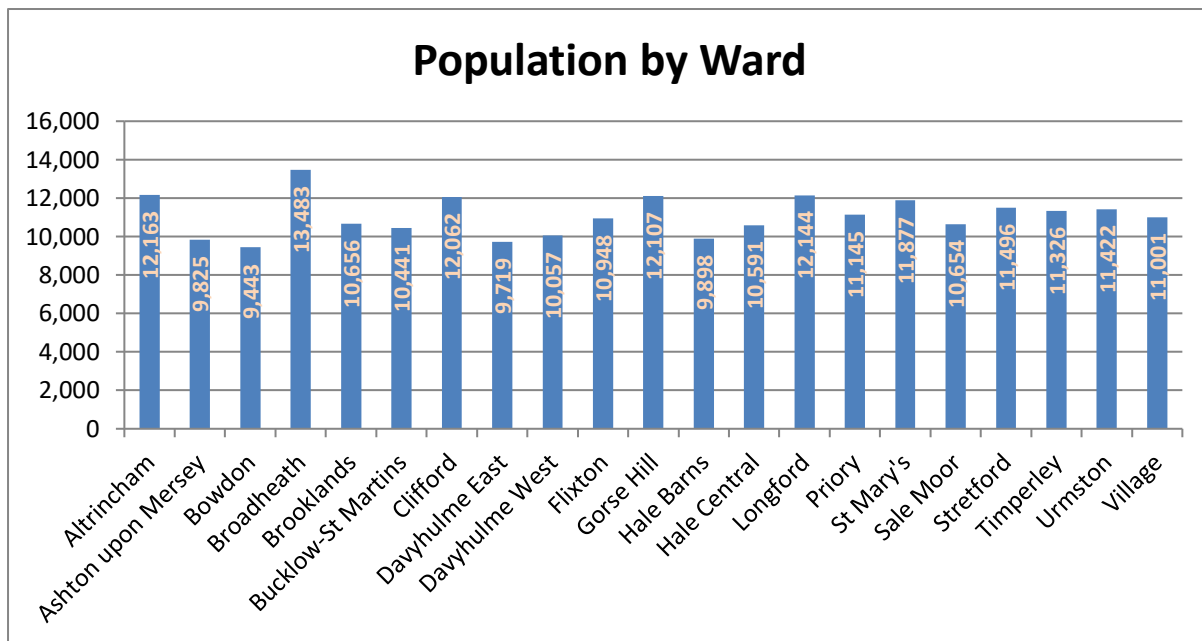
Map F6 Median rent (flats)



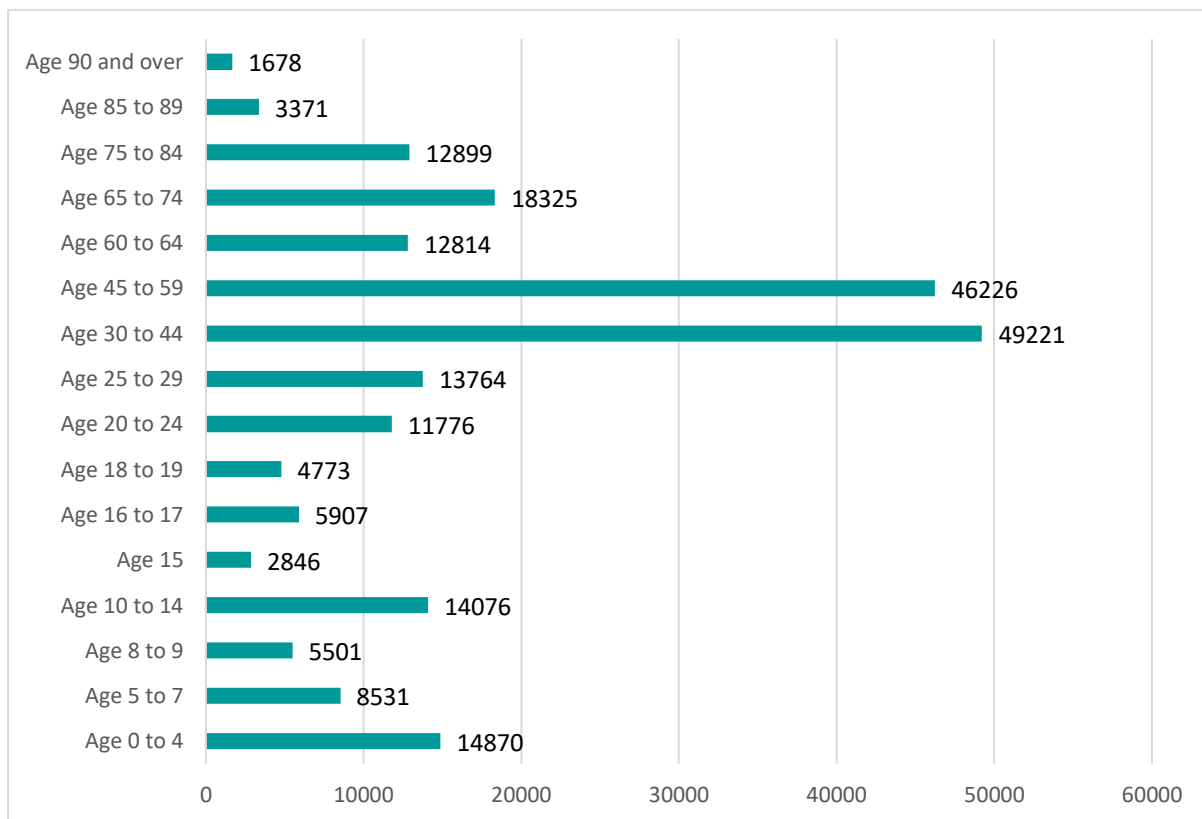


## Appendix G: Demographics and socio economic data

**Chart G1** Population Profile (Trafford)

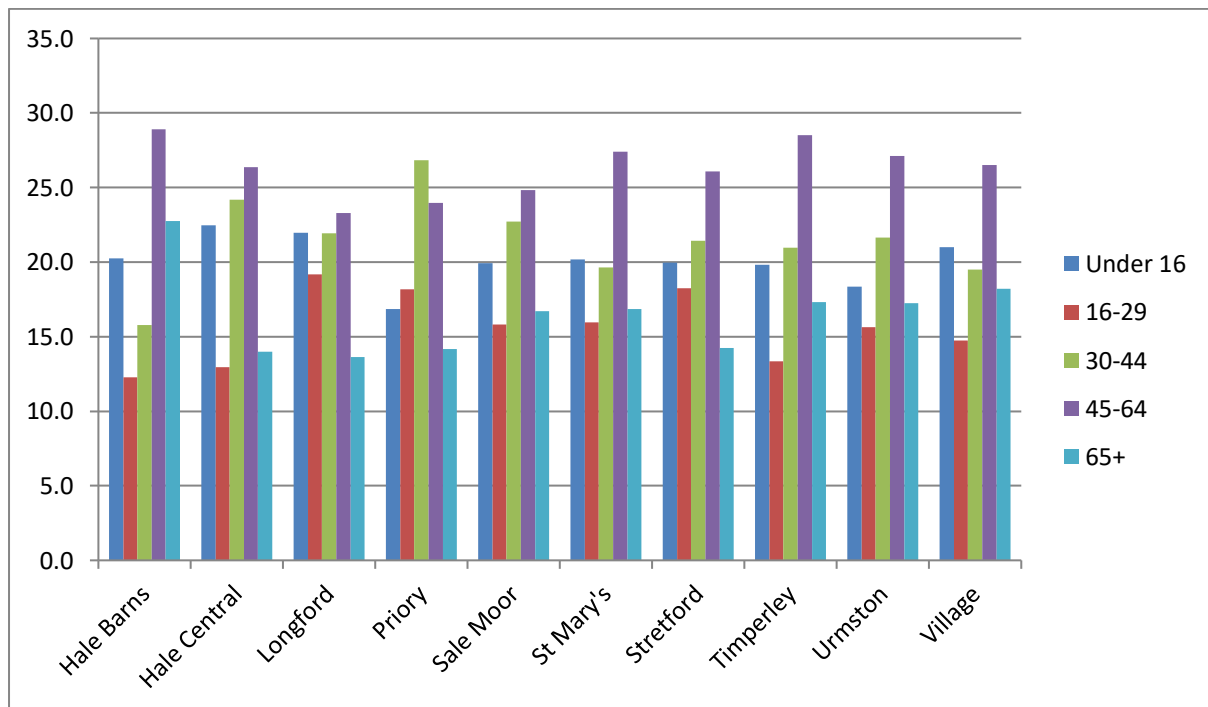
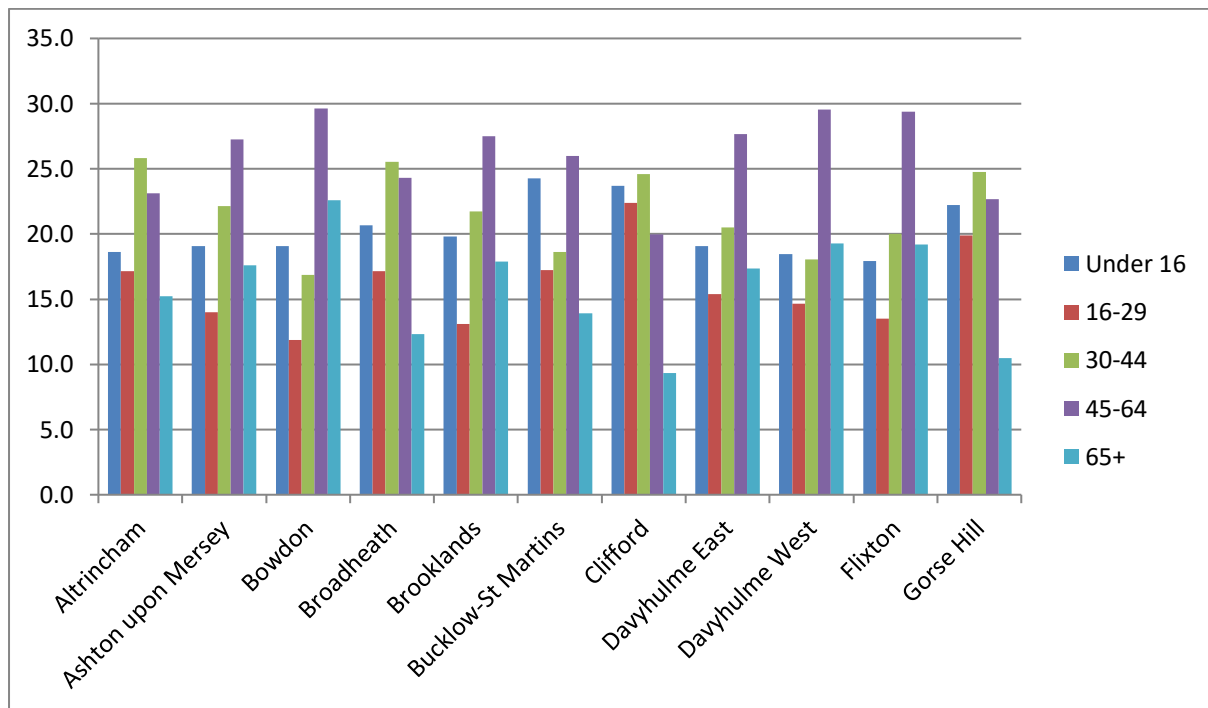


**Chart G2** Age profile (Trafford)





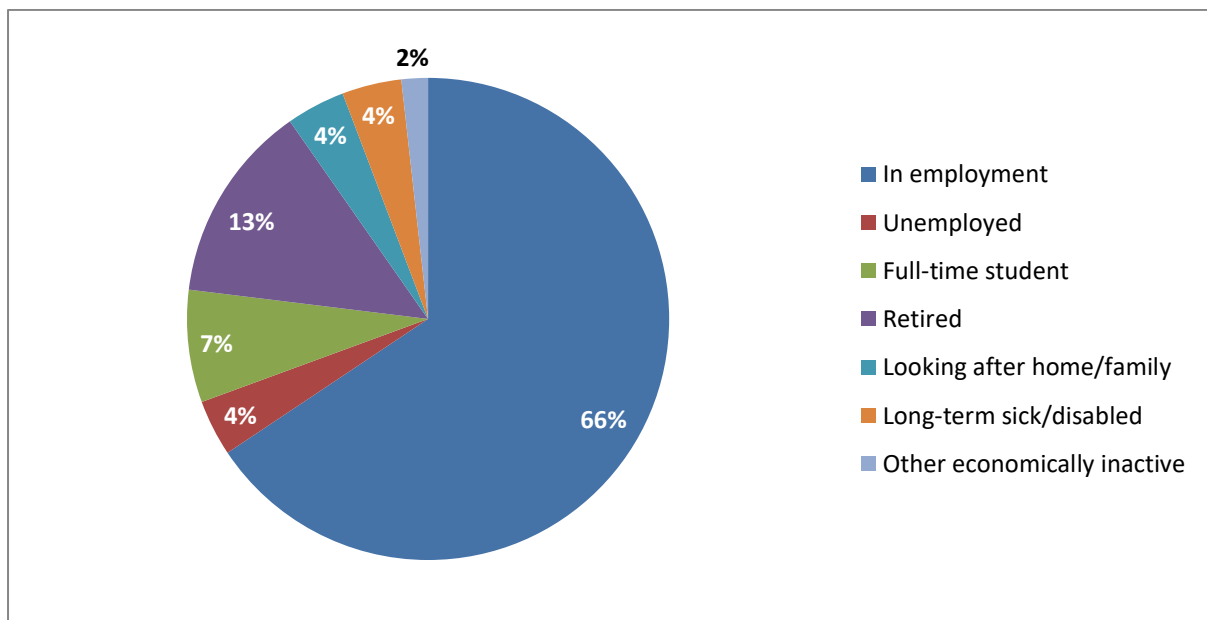
**Chart G3 Age Profile by ward**



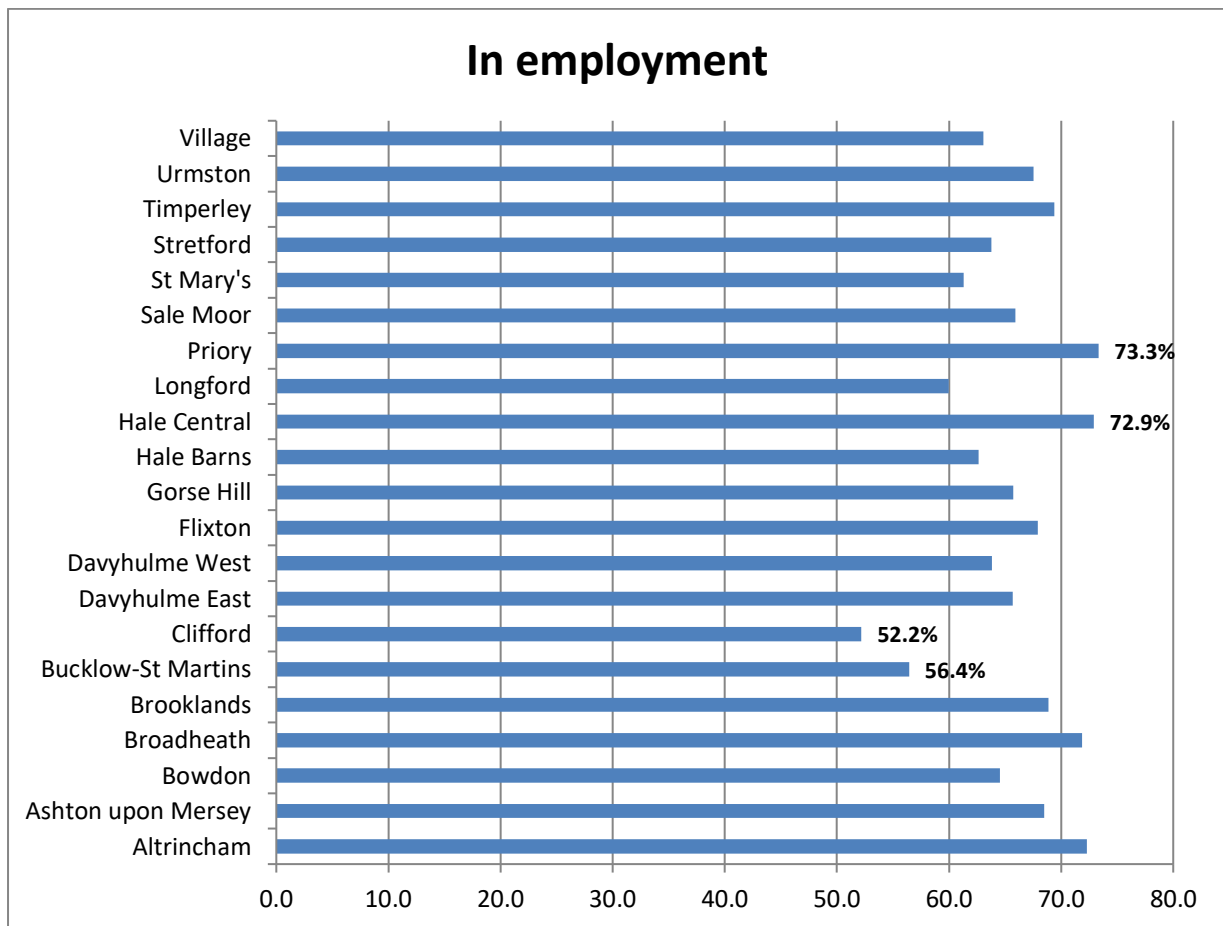
Source: KS102EW - Age structure (NOMIS 10 August 2017)

Table G1 Change in number of households by HRP 2015-31				
Age Group of HRP	Number of households		Change 2015-35	% Change 2015-35
	2015	2035		
15-24	2,470	2,771	301	12.2
25-34	12,737	11,608	-1129	-8.9
35-44	18,908	19,846	938	5.0
45-54	21,161	23,353	2192	10.4
55-59	8,763	10,708	1945	22.2
60-64	7,351	10,102	2751	37.4
65-74	12,993	17,573	4580	35.2
75-84	9,730	14,155	4425	45.5
85 and over	4,334	8,403	4069	93.9
<b>Total</b>	<b>98,447</b>	<b>118,519</b>	<b>20072</b>	<b>20.4</b>
<b>65+</b>	<b>27,057</b>	<b>40,131</b>	<b>13074</b>	<b>48.3</b>

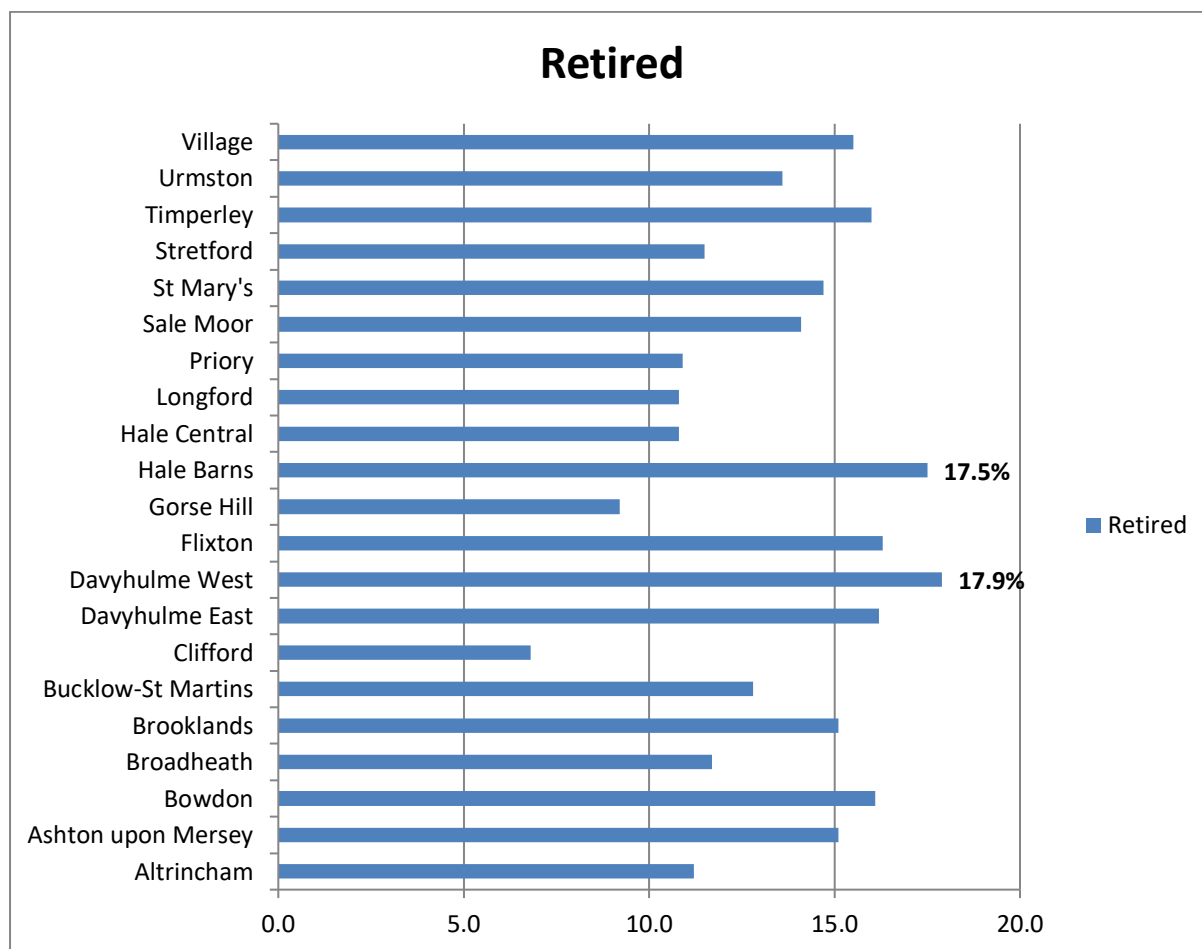
Chart G4 Employment Profile (Trafford)



**Chart G5 Employment Profile by ward**



**Chart G6 Percentage of retired residents (by ward)**



## Appendix H: Housing requirements

### Introduction

H.1 In order to determine the potential range of new dwelling stock appropriate for Trafford Borough, analysis has considered:

- The current stock profile of the Borough by type and size;
- The profile of households by age of Household Reference Person (HRP) and how this is expected to change over the period 2015 to 2035;
- The range of dwelling types and sizes occupied by households by HRP age band;
- Future requirements for dwelling types and sizes based on the anticipated change in household profile and the need for affordable housing.

### Current stock profile of Trafford Borough by type and size

H.2 Latest data from the Valuation Office Agency (2016) on dwelling type and size is presented in Table H1. This data relates to all dwellings and not just occupied households and therefore may vary from other published sources of data such as the 2011 Census data.

H.3 Overall 76.7% of dwellings are houses (with 53.5% of all dwellings 3-bedroom houses and 14.1%, 4 or more bedroom houses), 19.5% are flats and 3.8% are bungalows.

Dwelling type	No.	%
1 Bed House	220	0.2
2 Bed House	8,870	9.1
3 Bed House	51,650	53.3
4 or more Bed House	13,640	14.1
1 Bed Flat	7,700	7.9
2 Bed Flat	10,360	10.7
3+ Bed Flat	870	0.9
1-2 Bed Bungalow	2,640	2.7
3+ Bed Bungalow	1,000	1.0
<b>Total</b>	<b>96,950</b>	<b>100.0</b>
Missing data/other	990	
Grand Total	97,940	

Source: Valuation Office Agency 2016

## Profile of households by age group 2015-2035

H.4 Using 2014-based household projections, Table H2 identifies the total number of households by age of the Household Reference Person (or Head of Household) in 2015 and 2035. Over this period, there is expected to be an overall increase of 20,072 households (20.4%). Growth is expected across most age groups, particularly across the 55+ age groups. The overall number of Households with a HRP aged 65 and over is expected to increase markedly over this period (48.3%). Households with a HRP aged 25-34 are expected to decline.

Age Group of HRP	Number of households			
	2016	2021	Change 2016-21	% Change 2016-21
15-24	2,470	2,771	301	12.2
25-34	12,737	11,608	-1129	-8.9
35-44	18,908	19,846	938	5.0
45-54	21,161	23,353	2192	10.4
55-59	8,763	10,708	1945	22.2
60-64	7,351	10,102	2751	37.4
65-74	12,993	17,573	4580	35.2
75-84	9,730	14,155	4425	45.5
85 and over	4,334	8,403	4069	93.9
<b>Total</b>	<b>98,447</b>	<b>118,519</b>	<b>20072</b>	<b>20.4</b>

## Range of dwelling types and sizes occupied by households by age and type

H.5 There is a range of secondary data available including the English Housing Survey and the 2011 Census which can provide data relating to dwelling type and size. That said, the link between HRP age and dwelling type/size is more difficult to ascertain from these sources. However, data from other arc<sup>4</sup> studies can be used to determine this link. Data from five recent household surveys has been assembled to explore the relationships between dwelling type/size and household type/age. Given that this results in a combined sample of 12,200 household interviews weighted to reflect a total of 419,500 households, this is a reasonable dataset from which relationships



can be established<sup>2</sup>. The profile of dwelling type and size by HRP derived from the household survey datasets is presented in Table H3.

- H.6 A further adjustment to the data was necessary to take account of underlying variations between the stock profile in Trafford Borough compared with the five districts. Trafford Borough has proportionately more 3-bedroom houses compared with the 5-district data.

Dwelling type	Household Reference Person (HRP) Age Group						Total
	15-24	25-34	35-44	45-59	60-84	85+	
1 Bed House	0.0	0.7	0.2	0.5	0.6	0.0	0.5
2 Bed House	29.8	28.7	18.8	17.4	14.1	13.3	17.6
3 Bed House	22.1	42.7	44.3	40.5	37.2	30.4	39.5
4 or more Bed House	3.1	8.0	23.1	22.6	15.9	7.0	18.0
1 Bed Flat	10.4	6.7	4.9	6.3	7.1	11.9	6.7
2 Bed Flat	34.2	10.1	5.6	6.2	6.2	8.7	6.9
3+ Bed Flat	0.0	1.0	0.8	0.7	0.7	0.5	0.7
1-2 Bed Bungalow	0.4	1.5	1.2	3.5	11.6	21.7	6.5
3+ Bed Bungalow	0.0	0.6	1.0	2.3	6.5	6.7	3.6
<b>Total</b>	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Base							416,352

Source: Household surveys from 2015 Wrexham/Flintshire Local Housing Market Assessment, Bolton 2015 Housing Needs Assessment, Stockport 2015 Housing Needs Assessment, North Tyneside 2014 Strategic Housing Market Assessment

## Future dwelling requirements based on the anticipated change in household profile

- H.7 Table H4 summarises the overall profile of dwellings based on the likely profile of households by HRP and household type in Trafford Borough. It uses the 2015 to 2035 data from 2014-based DCLG household projections as a base and the proportion of households by HRP age is derived from the combined household survey data. The same proportions are applied to the 2035 household data to establish the range of additional dwellings that are likely to be required to support the changing demography of Trafford Borough. In addition, the analysis takes account of the underlying profile of existing dwelling stock in Trafford Borough to derive a proposed dwelling stock profile based on these data.

<sup>2</sup> Household surveys from 2015 Wrexham/Flintshire Local Housing Market Assessment, Bolton 2015 Housing Needs Assessment, Stockport 2015 Housing Needs Assessment, North Tyneside 2014 Strategic Housing Market Assessment

Dwelling type and size	2016	2021	Change	Adjustment to reflect local stock profile	Final proposed dwelling requirements	% of new dwelling stock
1 Bed House	464	549	86	0.531	46	0.2
2 Bed House	17992	20855	2864	0.641	1836	9.1
3 Bed House	38974	46262	7288	1.467	10693	53.3
4 or more Bed House	17316	20541	3225	0.876	2824	14.1
1 Bed Flat	6587	8170	1583	1.007	1594	7.9
2 Bed Flat	7291	8672	1381	1.553	2145	10.7
3+ Bed Flat	713	837	124	1.456	180	0.9
1-2 Bed Bungalow	5900	8287	2387	0.229	547	2.7
3+ Bed Bungalow	3207	4341	1134	0.183	207	1.0
<b>Total</b>	<b>98447</b>	<b>118519</b>	<b>20072</b>		<b>20072</b>	<b>100.0</b>

H.8 On the basis of this analysis, it would be suggested that over half of new dwellings over the period 2015-35 (53.3%) should be houses with 3 bedrooms, 22% houses with 4 or more bedrooms, 19.5% flats and 3.7% bungalows.

### Link to objectively assessed housing need

- H.9 The evidence relating to dwelling type and mix can be further analysed based on the Objectively Assessed Housing Need figure over the Plan Period (1,254 dwellings each year) and also consider the mix between market and affordable dwellings assuming a 30% average affordable housing target (which recognises there is a range of between 25% and 40% across the Borough).
- H.10 Data on affordable housing need can be sourced from the Housing Register. For 2015/16 there were 6,140 households on the list, broken down as shown in Table H5.

<b>Table H5 Need for affordable housing according to Housing Register data</b>		
<b>No. bedrooms required</b>	<b>Number</b>	<b>%</b>
1	3,421	55.9
2	1,824	29.7
3	675	11.0
3+	220	3.6
<b>TOTAL</b>	<b>6,140</b>	<b>100.0</b>

Source: Local Authority Housing Statistics 2015/16

H.11 There is no further breakdown by type of dwelling from the LAHS, assumptions have been made on dwelling stock breakdown for newbuild affordable stock (Table H6).

<b>Table H6 Suggested breakdown of newbuild affordable dwellings by dwelling type</b>				
<b>Dwelling type</b>	<b>No. Bedrooms and split by % dwelling type</b>			
	<b>1</b>	<b>2</b>	<b>3</b>	<b>3+</b>
House	0	50	100	100
Flat	80	35		
Bungalow	20	15		
<b>Total</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

H.12 On the basis of a 70% market/30% affordable split, the annual OAN figure of 1,254 is broken down between market dwellings and affordable dwellings as shown in Table H7.

H.13 The starting point is the overall dwelling stock breakdown derived in Table H6. However, the analysis factors in affordable need and this can sometimes show a higher number of dwellings of a particular type (e.g. 1 bed flat) relative to overall need. This table should be seen as a general guide to the range of dwellings that are appropriate for delivery but there will be some variations in the absolute numbers of dwellings built each year and by dwelling type and size.

<b>Table H7 OAN split by tenure</b>				
<b>Dwelling type</b>	<b>Annual OAN/ Housing Requirement</b>	<b>Tenure</b>		<b>Total</b>
	<b>1155</b>	<b>Market 70% overall</b>	<b>Affordable 30% overall</b>	
1 Bed House	3	3	0	3
2 Bed House	106	54	51	106
3 Bed House	615	577	38	615
4 or more Bed House	162	150	12	162
1 Bed Flat	92	-63	154	92
2 Bed Flat	123	87	36	123
3+ Bed Flat	10	10	0	10
1-2 Bed Bungalow	31	-7	39	31
3+ Bed Bungalow	12	-4	15	12
<b>Total</b>	<b>1155</b>	<b>809</b>	<b>347</b>	<b>1155</b>

## Concluding comments

- H.14 The purpose of this analysis has been to consider the likely dwelling type and size requirements of households in Trafford linked to the anticipated increase in 20,072 households over the period 2015 to 2035. In the absence of locally sourced data, data from household surveys from other studies has been used. Analysis considered the profile of dwelling stock occupied by households by HRP. This data was applied to future household numbers using 2014-based DCLG household projection data and the underlying dwelling profile on Trafford was taken into account in analysis. This helps to indicate the likely change in dwelling requirement by type and size over the period 2015 to 2035.
- H.15 Analysis has then considered the annual OAN and affordable housing policy to establish an overall dwelling mix by dwelling type and size for market and affordable housing.
- H.16 The analysis concludes that the following dwelling types are particularly required across Trafford: 3-bedroom market houses; 4+ bedroom market houses; 1 and 2-bedroom flats - particularly across the affordable sector; and 2-bedroom houses across both market and affordable sectors; in addition to ongoing development of other property types and sizes as illustrated in Table H7.

## Appendix I: Housing delivery

I.1 The number of housing completions within Trafford for the period 2005/6 to 2015/16 are shown in the table below:

<b>Table I1 Housing Completions 2005/6 – 2015/16 (Trafford)</b>						
	<b>2005/06</b>	<b>2006/07</b>	<b>2007/08</b>	<b>2008/09</b>	<b>2009/10</b>	<b>2010/2011</b>
Net	698	537	366	344	283	256
Gross	722	593	459	427	355	317
	<b>2011/12</b>	<b>2012/13</b>	<b>2013/14</b>	<b>2014/15</b>	<b>2015/16</b>	
Net	200	32	145	380	377	
Gross	256	232	247	410		

Source: Trafford MBC Annual Monitoring Reports

## Development Pipeline

I.2 The table below shows the planning permissions (including undetermined applications) within Trafford MBC from 2012 to date for all residential developments (C3) of 40 units or more.

Address	Postcode	Planning Ref	Status	No. Units	Applicant
Royal Works Edge Lane Manchester	M32 8HH	91948/FUL/17	Application	47	CERT Property
Land At Oakfield Road/Moss Lane Altrincham	WA15 8ER	90432/RES/17	Permission	91	Exige Developments Limited
Land At Heath Farm Lane Manchester	M31 4EF	90968/EIASCO/17	Scoping	600	Private Individuals
Land Bound By Bridgewater Way Manchester	M16 9SF	90991/FUL/17	Application	363	Private Individuals
Trafford Plaza Seymour Grove Manchester	M16 0LD	90711/FUL/17	Application	174	
8 Trafford Wharf Road Manchester	M17 1AB	90738/FUL/17	Application	354	Cole Waterhouse (TW) Limited
Simpson Ready Foods Stretford Road Manchester	M41 9WH	90481/FUL/17	Application	62	MCI Developments
Altair Altair Oakfield Road Altrincham	WA15 8EW	90432/RES/17	Outline	91	
Nelson House Park Road Timperley	WA14 5BP	90154/PRO/16	Application	55	Private Individuals
Roberts House 80 Manchester Road Altrincham	WA14 4PL	89648/PRO/16	Permission	91	Mandale Group
West Point 501 Chester Road Stretford	M16 9HU	90340/PRO/17	Application	326	Beech Holdings
Site On Corner Of Manchester Road Altrincham	WA14 5LU	90138/FUL/16	Application	42	Southway Housing Trust
9 Lucy Street Manchester	M15 4BX	89414/FUL/16	Application	42	THT Developments Limited



Address	Postcode	Planning Ref	Status	No. Units	Applicant
City Park Business Village Metropolitan House Brindley Road Stretford	M16 9HQ	90017/PRO/16	Permission	52	M&M Asset Management
Land Adjacent To Nags Head Hotel Lostock Road	M41 0SU	89045/FUL/16	Permission	45	Trafford Housing Trust
Trafford Plaza Seymour Grove Manchester	M16 0LD	88991/PRO/16	Permission	90	Intro Developments
Clarendon House Stamford New Road Altrincham	WA14 1BY	88883/FUL/16	Permission	60	Lunar Stockton Sarl
86 Talbot Road Manchester	M16 0PG	88792/FUL/16	Permission	90	Ropetune Limited
Carrington Village On Land Off Manchester Road	M31 4DD	16/68245/ART16	Permission	903	Himor Group Limited
M K M House Warwick Road Manchester	M16 0XX	88279/FUL/16	Permission	89	PHD1 Construction
Altair Altair Oakfield Road Altrincham	WA15 8EW	86755/RES/15	Permission	150	Trafford MBC
Six Acre House Town Square Sale	M33 7WZ	86375/PRO/15	PD Rights	80	MCR Property Group Limited
Petrol Station & Adjacent Land 499 Chester Road	M16 9HF	85435/FUL/15	Permission	106	Kempton Homes Limited
Lynnfield House Church Street Altrincham	WA14 4DZ	87308/PRO/15	Permission	80	Patrick Properties
Alexandra House Ashley Road Altrincham	WA14 2LZ	86989/FUL/15	Permission	41	Real Estate Developments
Bayer House Manchester Road Altrincham	WA14 5PG	86460/FUL/15	Permission	62	THT Developments Limited
The Manchester Ship Canal Partington	M31 4EF	86160/OUT/15	Outline	550	Peel Holdings Ltd
Development Site Pomona Strand Manchester	M16 0TT	85822/FUL/15	Permission	164	Rowlinson Construction Limited

Address	Postcode	Planning Ref	Status	No. Units	Applicant
Former Creamline Dairies 181 Moorside Road	M41 5SJ	85087/FUL/15	Permission	56	Gladman Care Homes Ltd
Former Trafford Metal Finishers Warwick Road	M16 0JR	84790/FUL/15	Application	60	Adactus Housing Group Plc
Fairbairn House 23 Ashton Lane Sale	M33 6WP	84623/PAJ/15	Permission	80	Factory Estates Limited
Trafford College Moss Road Manchester	M32 0AZ	83716/RM/2014	Application	62	Countryside Properties Limited
Grove House Skerton Road Manchester	M16 0WJ	83205/PAC/2014	Permission	72	SAP Developments limited
Old Trafford Community Centre Shrewsbury Street Manchester	M16 9AX	83156/FULL/2014	Permission	81	Trafford Housing Trust
Former St John The Baptist Church & Presbytery Thorley Lane Altrincham	WA15 7AZ	82704/FULL/2014	Permission	44	Churchill Retirement Living Limited
L & M Norman Road Altrincham	WA14 4ES	82014/FULL/2013	Permission	168	Morris Homes (North) Limited
46-48 Crofts Bank Road Manchester	M41 0UH	81258/FULL/2013	Application	51	YourLife Management Services Ltd
Land Off Stamford Brook Road Altrincham	WA14 5PQ	79797/RM/2013	Permission	66	Redrow Homes (North West) Limited
Land Adjoining Manchester Ship Canal	M31 4EY	78681/RM/2012	Permission	92	BDW Trading Limited
Land Off Hall Lane Manchester	M31 4PY	78680/FULL/2012	Application	131	BDW Trading Limited
Woodfield House Woodfield Road Altrincham	WA14 4ZA	76727/FULL/2011	Permission	54	Bloor Homes Limited

Source: EGi (August 2017)

## Current New Build

- I.3 The following list provides a snapshot view of residential development within Trafford currently being marketed. Whilst not exhaustive this list provides an overview or insight as to the current market activity, house prices, property types and locations for current new housing.

Development Name:	X1 Manchester Waters
Address:	Pomona Island M15 4WD
Developer:	X1 Developments
Details:	X1 Manchester Waters is part of a wider regeneration project of the Pomona Islands dockland. Manchester Waters will deliver waterfront apartments along with an array of amenities including a gymnasium, cinema room and private parking. A scheme total of 755 studio, 1, 2 and 3-bed apartments starting at £109,995
Web-link:	<a href="https://julietwist.co.uk/properties-to-buy-manchester/studio-apartment-x1-manchester-waters-phase-1-manchester/">https://julietwist.co.uk/properties-to-buy-manchester/studio-apartment-x1-manchester-waters-phase-1-manchester/</a>

Development Name:	Sky Gardens
Address:	210 Chester Road
Developer:	DeTrafford
Details:	The Sky Gardens offers 166 homes, comprising penthouses, triplexes, duplexes and loft apartments - with private gardens and terraces for many of the 1,2 and 3-bedroom apartments. Outdoor amenities includes a tenth floor communal roof garden whilst ground floor facilities include a residents' lounge, café, restaurant and bar.
Web-link:	<a href="http://www.detrafford.com/the-sky-gardens/">http://www.detrafford.com/the-sky-gardens/</a>

Development Name:	City Gardens
Address:	
Developer:	DeTrafford
Details:	City Gardens offers 27 one bedroom and 51 x 2-bedroom apartments. Rear elevation apartments on the second to eighth floors also enjoy access to individual balconies, with Eight triplexes on the top three floors of the eleven storey building, each with a private terrace.
Web-link:	<a href="http://www.detrafford.com/the-city-gardens-2">http://www.detrafford.com/the-city-gardens-2</a>

Development Name:	Roof Gardens
Address:	1 Ellesmere Street
Developer:	DeTrafford
Details:	Roof Gardens offers 49 Townhouses and 22 Apartments with individual roof gardens, contemporary living spaces and your own front door.
Web-link:	<a href="http://www.detrafford.com/the-roof-gardens/">http://www.detrafford.com/the-roof-gardens/</a>

Development Name:	Railway Road
Address:	Railway Road, Stretford M32 0RX
Developer:	Mantra Homes
Details:	Offers 5 x 3 storey townhouses starting from £220,000
Web-link:	<a href="http://www.mantrahomes.co.uk/railwayroadmanchester/">http://www.mantrahomes.co.uk/railwayroadmanchester/</a>

Development Name:	Woodfield Apartments, Altrincham
Development Name:	Woodfield Road, Altrincham WA14 4YN
Development Name:	Maple Court, Sale M33 7JN
Developer:	Laurus Homes
Details:	3 separate developments offering a mix of 1 & 2-bed apartments and 3-bed townhouses.
Web-link:	<a href="https://www.laurushomes.co.uk/sales">https://www.laurushomes.co.uk/sales</a>

Development Name:	Bridgewater House
Address:	Park Road , Timperley, Altrincham , WA14 5BZ
Developer:	Blue Oak Estates
Details:	Offers no.55 one and two bedroom apartments
Web-link:	<a href="https://www.blueoakestates.co.uk/developments/current-developments/bridgewater-house">https://www.blueoakestates.co.uk/developments/current-developments/bridgewater-house</a>