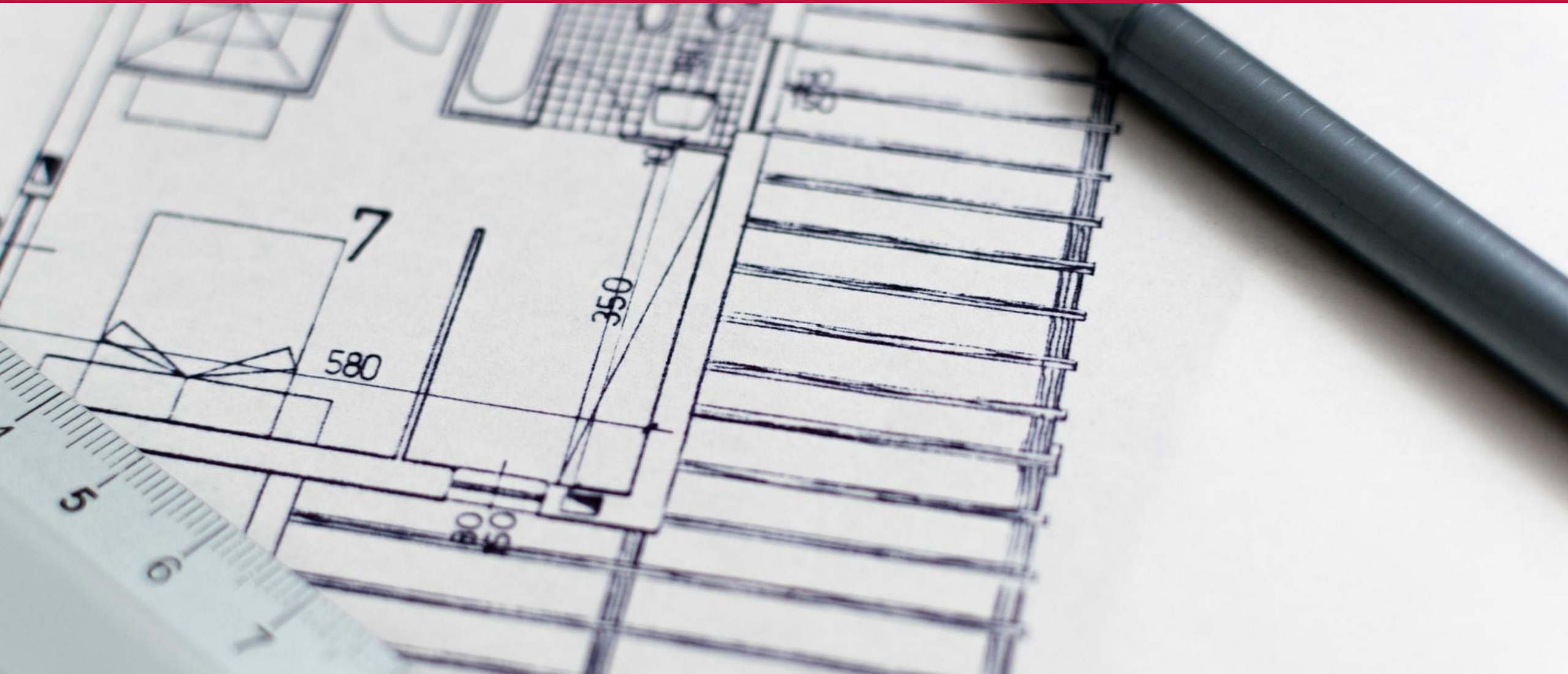


# Last Time Movers

May 2024

Winckworth  
Sherwood



# Current tenure options...

---

Outright Purchase (limited or no exit fees). Standard leasehold purchase as per e.g. McCarthy & Stone, Churchill etc. Service charges paid during ownership and minimal exit fees chargeable.

Outright Purchase (deferred service charge and/or exit fees). Very much the NZ/Aus model with service charges wrapped up into substantial exit fees possibly with additional exit costs. Becoming increasingly popular here.

OPSO - self explanatory but becoming more popular. No rent on 25% when own 75%. Max 75%.

Rental Option. Rental one option of tenures alongside outright purchase, OPSO etc in same building.

Rental Only. Probably biggest growth area. Entire building is owned for rental by institutional investor such M&G, Octopus etc similar to BTR, student housing etc. Examples are Birchgrove, LifeStory.

Part Buy/Part Rent e.g. McCarthy & Stone – OPSO without qualification criteria

Shared Equity?

# OPSO AND PART RENT PART BUY

---

Grant funded/not grant funded

OPSO – standard SO eligibility criteria

No model lease for SOAHP 2016/2021

New AHP model x 4

Covers – initial and any subsequent leaseholder must be over 55 (unless to a deceased leaseholder's resident spouse /civil partner), only approved occupier permitted, 1% staircasing, Initial Repair Period, maximum percentage 75%, usual shared ownership provisions/fundamental clauses, warden services/persons centred services

No amendments to fundamental clauses without HCA/GLA consent





# OPSO AND PART RENT PART BUY

---

Part Rent Part Buy

Funding

Flexibility but nb mortgage lenders?

What does flexibility enable you to do in order to improve options?

- Setting rent levels/rent reviews
- Service charge breaks
- Rent free
- What do people want?

# LUHCC Shared Ownership Report

---

Published March 2024

Only 1,238 homes delivered as at March 2022

Rent liabilities inequitable - should be sliding scale.

Service charges being passed on to families after death – same with any lease pending sale – funding options?

Low level of understanding of OPSO.

Recommendations – mandatory to highlight legacy costs (KIDs?), changes to ensure no rent on top 75% regardless of share?

Taskforce report on Older People's Housing – “options for the provision of greater choice, quality and security of housing for older people”.

Aim to unblock challenges

SOLICITORS AND PARLIAMENTARY AGENTS  
Arbor  
255 Blackfriars Road, London, SE1 9AX  
DX 156810 London Bridge 6  
020 7593 5000  
020 7593 5099  
[www.wslaw.co.uk](http://www.wslaw.co.uk)

**Winckworth**  
Sherwood

# THANK YOU

---

**Ruth Barnes**

Partner

*[rbarnes@wslaw.co.uk](mailto:rbarnes@wslaw.co.uk)*

020 7593 5040