The Low Cost Home Ownership (LCHO) Market in the Cambridge sub-region, summer 2007

1.0 Introduction

This paper has been prepared at the request of the Cambridge Sub-region Housing Board to highlight issues relating to the operation of the intermediate housing market. It is primarily concerned with access to low cost home ownership (LCHO) rather than rent and concentrates on what are now termed 'HomeBuy' products. Basically these fall into two groups: (i) new build shared ownership or shared equity and (ii) open market (mainly existing) properties. It excludes analysis of 'right-to-buy' and similar schemes.

The paper firstly provides some key statistics on households who have purchased homes in the sub-region under the HomeBuy scheme operated by the sub-region's agents, bpha. This is derived from a database operated by St Andrews University, termed CORE. The second section analyses information about applicants, derived from the bpha register for the sub-region. The final section draws the two strands together and draws some conclusions on the operation of the LCHO market and arising issues. An appendix provides detailed tables and charts.

2.0 Purchasers – the implications of changes to the HomeBuy scheme

It is important to note that there was a major change to the open market HomeBuy scheme in April 2006. Before that, the scheme provided an initial interest-free loan of up to £50,000 towards the cost of eligible properties. The scheme was very popular. The Cambridge sub-region was initially allocated around 44 'units' for 2005/06. These were taken up so quickly that in total a further 2 tranches of units were requested from the Housing Corporation and allocated, giving 132 in total.

In April 2006 the scheme changed significantly. New applicants have to buy a 75% or higher share of the purchase price of a home with the Housing Corporation providing an initially interest-free loan on the remaining 25%. However, purchasers can only borrow from one of four approved lenders who provide mortgages at relatively uncompetitive rates. As a consequence demand has dropped significantly and not even the full 'tranche' of the initial 44 unit allocation was taken up in the sub-region in the full year 2006/07. In July 2007 a further HomeBuy product was announced by central government. This provides an even smaller interest-free loan of just 17.5% of the purchase price but has no strings attached to the agency providing the main mortgage.

This means that since April 2006 there has been a much higher reliance on new build low cost home ownership schemes to meet demand. And although more new build shared ownership dwellings were built in 2006/7 as compared with 2005/06, the total number of households acquiring LCHO properties actually fell.

The sections which follow compare the sales of LCHO property for 2005/06 and 2006/07 and also provide comparative data relating to the register of approved applicants in June 2007.

3.0 Low Cost Home Ownership Sales

Table 1: LCHO sales, Cambridge sub-region, 2005/06 and 2006/07

LCHO product	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region	% CSR share
2005/06									
NB Shared ownership	9	19	3	17	20	22	10	100	45.0%
Open market HomeBuy	21	17	2	12	36	9	25	122	55.0%
Total 05/06	*30*	*36*	*5*	*29*	*56*	*31*	*35*	*222*	*100.0%*
% 05/06 sales	*13.5%*	*16.2%*	*2.3%*	*13.1%*	*25.2%*	*14.0%*	*15.8%*	*100.0%*	
2006/07									
NB Shared ownership	26	23	21	24	49	26	11	180	85.7%
Open market HomeBuy	3	6	3	8	4	0	6	30	14.3%
Total 06/07	*29*	*29*	*24*	*32*	*53*	*26*	*17*	*210*	*100.0%*
% 06/07 sales	*13.8%*	*13.8%*	*11.4%*	*15.2%*	*25.2%*	*12.4%*	*8.1%*	*100.0%*	

Figures 1 and 2 show the district-level breakdown by product type. The very steep drop-off in purchases under the open market HomeBuy scheme has occurred throughout the sub-region. In 2005/06 they accounted for 55% of LCHO sales, (122 dwellings); in 2006/07 the share had fallen to just 14% - and the 30 dwellings purchased included a few sales under the 'old', far less restrictive, regulations.

South Cambridgeshire accounted for around 25% of low cost home ownership sales in both years, significantly more than any other district. It is very noticeable that although Cambridge City accounts for the majority of applicants – as measured by their former address – it accounts for under 14% of purchased dwellings.

Fig. 1: Low cost home ownership sales 2005/06 by product type, Districts, Cambridge sub-region (source CORE)

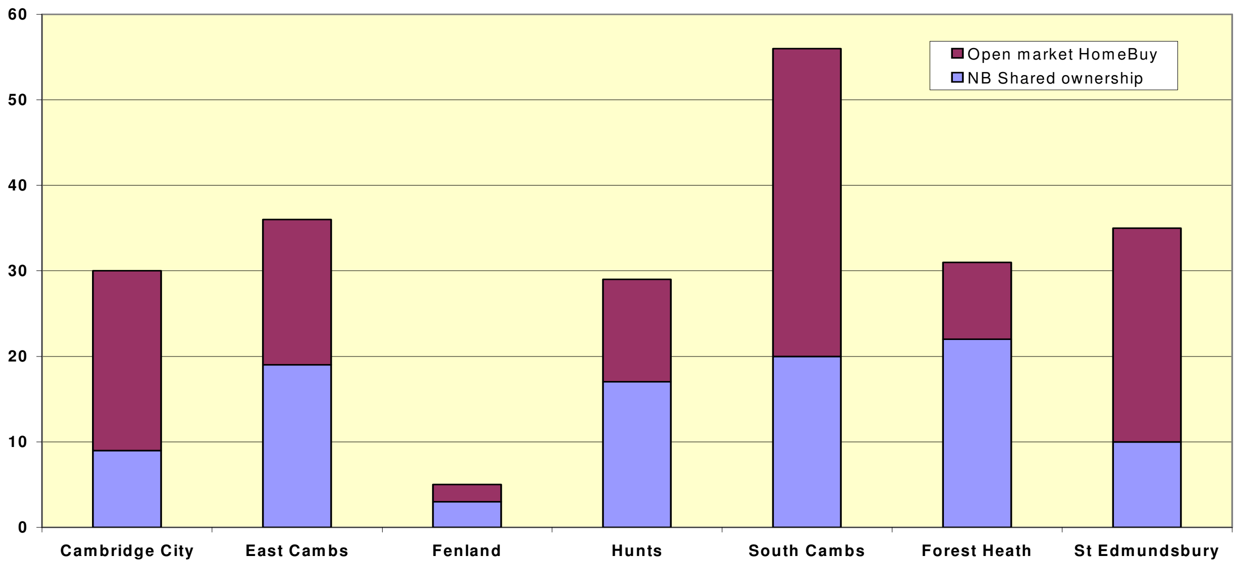
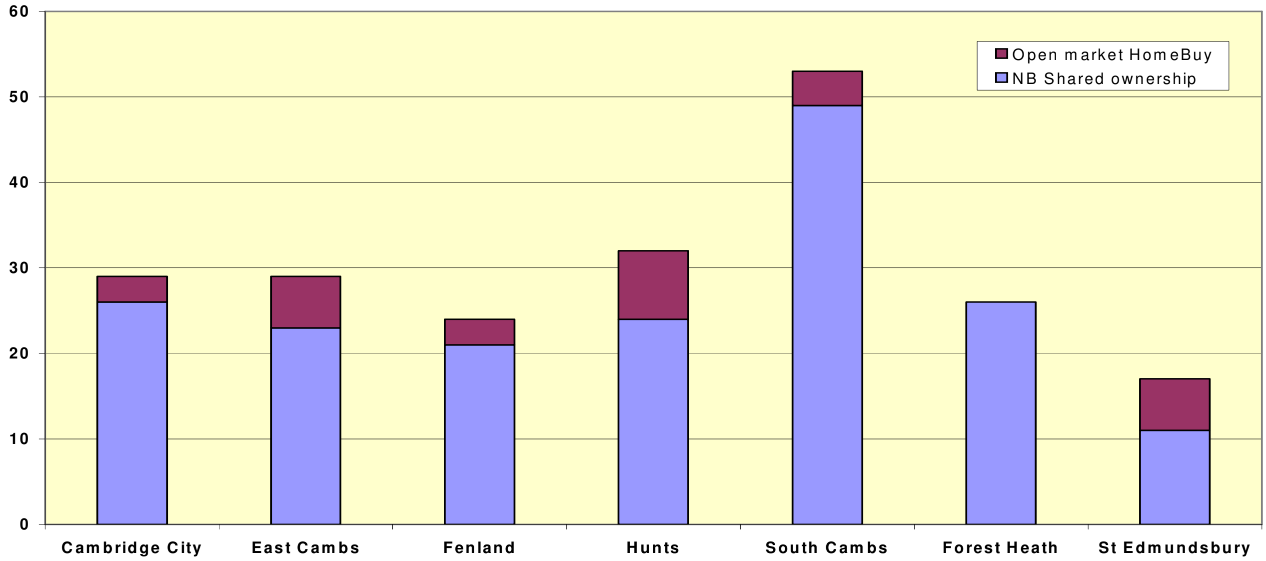


Fig. 2: Low cost home ownership sales by product type, 2006/07, Districts, Cambridge sub-region (source CORE)



4.0 Financial Information

This section uses the most up-to-date information on sales (i.e. for 2006/07). It is useful to compare the sales price of properties with information on the incomes of purchasers, their mortgages, deposits (where applicable), percentage equity purchased, and rent and other monthly charges due. Table 2 looks at shared ownership properties alone, comparing the average values. It provides a breakdown by the size of property sold (number of bedrooms) in each district.

The Table shows that the purchase price of new homes was much higher in Cambridge City than elsewhere, with the mean purchase price exceeding £200,000. South Cambridgeshire recorded the second highest average price at £161,500. Average prices were cheapest in Fenland, at £117,000. Figure 3 compares the mean price paid.

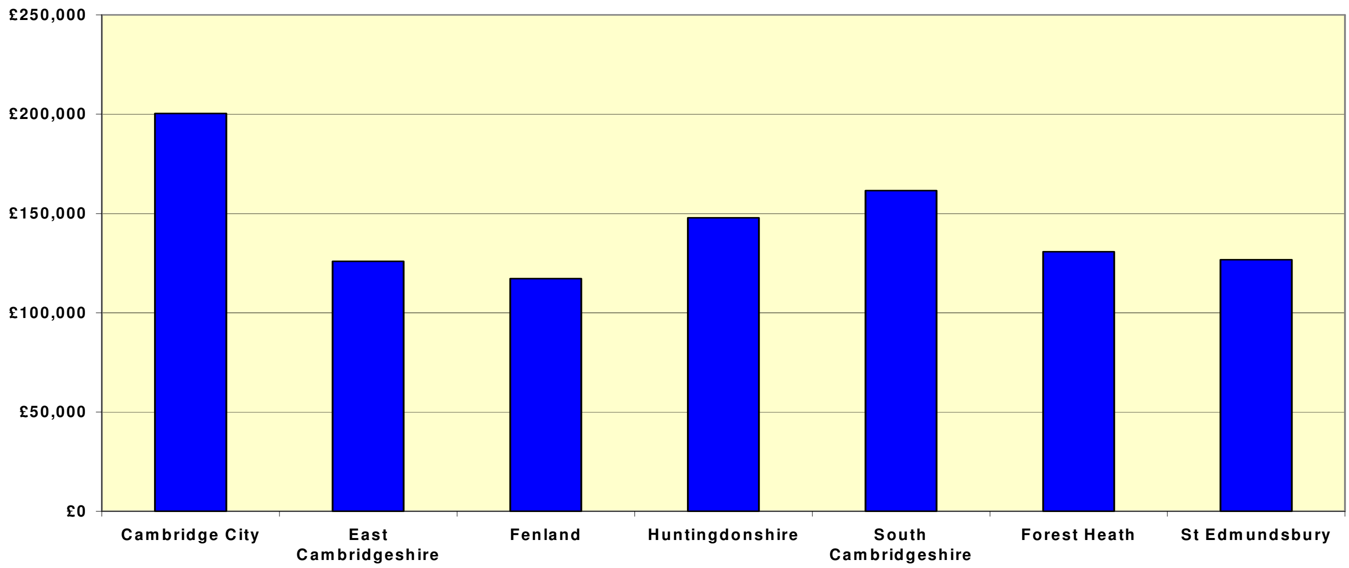
Perhaps not surprisingly the average gross household income of purchasers was highest in Cambridge City, at over £28,300, just ahead of South Cambridgeshire on £27,500. In Fenland average incomes were considerably lower at £19,800. The data on deposits only includes households who paid a deposit. This shows there is a wide variation on the average capital sum provided, from nothing to over £14,000. In almost all cases a 50% equity share was purchased.

Table 2: Shared Ownership Purchasers, Cambridge sub-region, 2006/07 – Financial Information

Analysis of Shared Ownership Purchasers 2006/07 Cambridge Housing sub-region								
			Average	Average	Average	Average	Average	Average
District	Numbers sold	Property - bedrooms	Purchase price	Gross household income	Deposit	% equity bought	Monthly rent (those paying)	all monthly charges, inc. rent
Cambridge City	**26**	**all**	**£200,300**	**£28,340**	**£8,370**	**49%**	**£175**	**£227**
Shared ownership	*9*	*1*	*£202,780*	*£27,720*	*£14,630*	*46%*	*£184*	*£215*
	15	*2*	*£200,500*	*£28,930*	*£8,070*	*49%*	*£173*	*£243*
	2	*3*	*£187,500*	*£26,650*	*£3,030*	*58%*	*£164*	*£164*
East Cambridgeshire	**23**	**all**	**£125,900**	**£25,970**	**£5,800**	**52%**	**£162**	**£196**
Shared ownership	*9*	*1*	*£106,100*	*£23,140*	*£5,690*	*52%*	*£155*	*£202*
	11	*2*	*£133,360*	*£26,820*	*£6,950*	*51%*	*£138*	*£163*
	3	*3*	*£157,670*	*£31,360*	*£2,250*	*42%*	*£267*	*£298*
Fenland	**21**	**all**	**£117,140**	**£19,800**	**£8,920**	**50%**	**£129**	**£152**
Shared ownership	9	*2*	*£112,900*	*£17,950*	*£12,070*	*50%*	*£127*	*£150*
	12	*3*	*£120,330*	*£21,180*	*£6,560*	*50%*	*£131*	*£154*
Huntingdonshire	**24**	**all**	**£147,800**	**£25,480**	**£5,960**	**50%**	**£136**	**£153**
Shared ownership	*2*	*1*	*£103,750*	*£18,400*	*£1,380*	*50%*	*£100*	*£108*
	17	*2*	*£148,940*	*£25,520*	*£6,320*	*52%*	*£137*	*£158*
	5	*3*	*£161,600*	*£28,170*	*£6,600*	*45%*	*£146*	*£153*
South Cambridgeshire	**49**	**all**	**£161,500**	**£27,460**	**£8,530**	**50%**	**£177**	**£210**
Shared ownership	*3*	*1*	*£111,300*	*£20,570*	*£330*	*50%*	*£97*	*£167*
	29	*2*	*£159,050*	*£28,240*	*£6,710*	*50%*	*£176*	*£222*
	17	*3*	*£174,530*	*£27,350*	*£13,100*	*49%*	*£193*	*£198*
Forest Heath	**28**	**all**	**£130,700**	**£23,300**	**£5,300**	**51%**	**£175**	**£209**
Shared ownership	*18*	*2*	*£113,000*	*£22,740*	*£2,930*	*51%*	*£158*	*£200*
	6	*3*	*£170,000*	*£22,260*	*£14,170*	*52%*	*£199*	*£219*
	2	*4*	*£172,000*	*£31,360*	*£0*	*50%*	*£246*	*£265*
St Edmundsbury	**11**	**all**	**£126,730**	**£24,900**	**£1,590**	**48%**	**£154**	**£185**
Shared ownership	*1*	*1*	*£88,000*	*£35,000*	*£0*	*50%*	*£143*	*£196*
	8	*2*	*£123,250*	*£24,010*	*£1,840*	*48%*	*£137*	*£171*
	2	*3*	*£160,000*	*£23,400*	*£1,380*	*50%*	*£229*	*£237*

Source: CORE

Fig. 3: Average Purchase Price of Shared Ownership Properties, 2006/07, Cambridge Housing Sub-region (source CORE)



Information on rent and other charges helps to provide a full picture of likely outgoings. The highest mean monthly charges were recorded for purchasers of 3 bedroom homes in East Cambridgeshire, at just under £300 a month, but this reflects a lower than average equity share purchased, (42%). The monthly rent charge in this case is 3.5% of the unsold equity. In most districts the rental charge is a lower 2.5% of unsold equity.

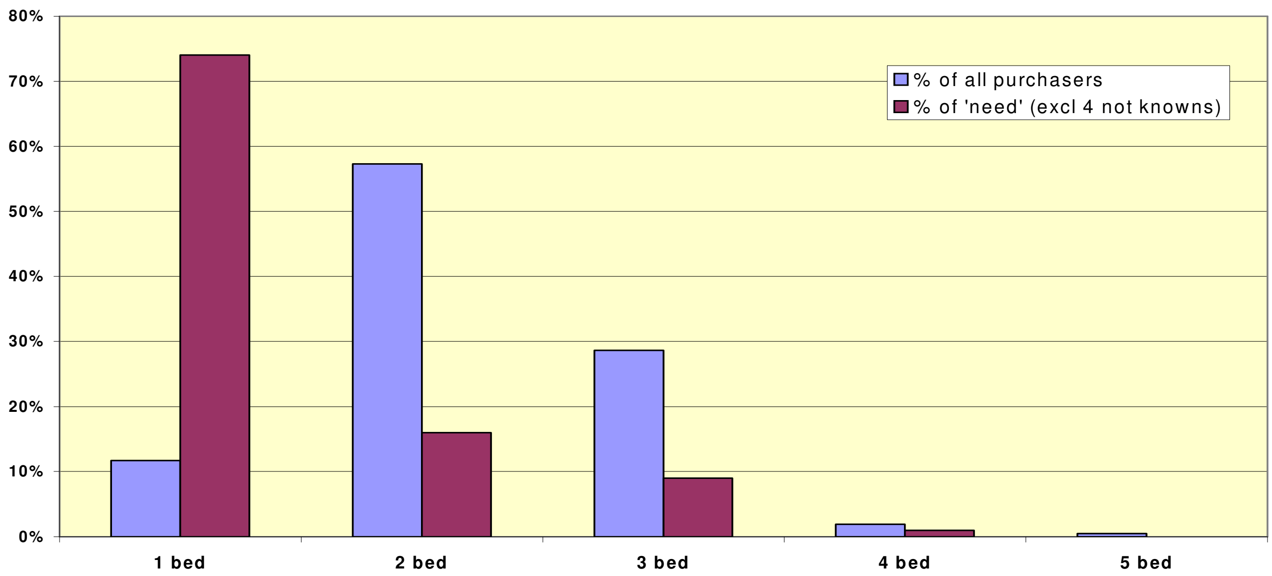
It is interesting to note that there are a significant number of purchasers who have low incomes but have high savings for a deposit. In some cases the deposit has been used to purchase a full 50% share, with a relatively low rent paid on the remaining equity. It appears that some former owner-occupiers have acquired such deposits after a relationship break-up.

5.0 Purchases by Bedrooms

Other information on purchasers is available, including keyworker status, family type/size, previous tenure and previous district of residence. Much of this is covered in Appendix A. Of particular interest is the relationship between family type and the numbers of bedrooms in homes purchased. This provides key information on preferences for properties which can inform land use planning 'affordable housing' policies and development briefs.

Figure 4 shows a comparison of the actual LCHO dwellings purchased in 2006/07 by number of bedrooms as compared with a very strict interpretation of 'need' based on family size/structure. This means, for example, that couples as well as singles would be deemed to 'need' only one bedroom and a family with one child would 'need' just two bedrooms. The LCHO arrangements allow households to buy properties with a spare bedroom and this is what most households do.

Fig 4: Comparison of housing 'need' and LCHO actual purchases by number of bedrooms, Cambridge housing sub-region, 2006/07 (source CORE)



6.0 Applicants for LCHO

Information on applicants for low cost home ownership is drawn from the HomeBuy agent's 'approved' register. This excludes some people buying 'resold' shared ownership dwellings. It should be noted that the register is restricted to people who have completed a specific application form sent to them by bpha; it does not automatically include anyone who previously registered an interest with a local authority. They must have completed a new form.

At the time of writing the register is increasing significantly each month following local and national publicity. As at the end of June 2007 the register for the Cambridge sub-region covered over 1,110 households and almost all currently live in the sub-region.

Table 3 provides some headline figures at a district level of the 1,099 residents on the register. It shows that just over 300 applicants live in Cambridge City – around 28% of all, with a further 26% resident in South Cambridgeshire. Just 4% of applicants live in Fenland and 5% live in Forest Heath. However, in recent months the numbers of applicants living in Fenland, particularly, have increased, although from a very low base. This may be linked to publicity for a scheme of new homes marketed in 2006/07 in March.

Table 3: LCHO Applicants by Current District of Residence, Keyworkers & Mean Gross Household Income, June 2007, (source bpha)

Factor	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region
Total applicants	**302**	**133**	**42**	**155**	**287**	**51**	**129**	**1099**
% of all	***27.5%***	***12.1%***	***3.8%***	***14.1%***	***26.1%***	***4.6%***	***11.7%***	***100.0%***
keyworkers as % all	*46.4%*	*28.6%*	*33.3%*	*31.0%*	*33.4%*	*21.6%*	*32.6%*	*35.4%*
Mean household income	£24,720	£24,170	£19,700	£24,010	£24,820	£25,140	£24,140	£24,300

In the sub-region as a whole 35% of applicants have key worker status – that is, their jobs qualify them for assistance under the 'Keyworker Living' programme. There is remarkable consistency across the sub-region of the incomes of applicants of between £24,000 to £25,000. The exception is Fenland, where the mean is considerably lower at just under £20,000. The incomes of applicants are generally lower than those of purchasers, (see Appendix C).

Table 4 looks at a further financial factor which has a major impact on what applicants can afford – savings. It shows what proportion of applicants living in each district have savings and the mean savings that those households have.

Table 4: LCHO Applicants with Savings, by District of Residence, Cambridge sub-region, June 2007 (source bpha)

Savings of applicants	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region
% of applicants with savings	56.3%	55.6%	38.1%	44.5%	56.8%	49.0%	59.7%	54.1%
Mean savings	£10,900	£10,120	£6,270	£6,380	£9,090	£5,700	£5,500	£8,660

Table 5 provides an indicator of the numbers of applicants with different levels of savings.

Table 5: Savings Recorded by all LCHO Applicants, Cambridge sub-region, June 2007 (bpha)

Puchasers with savings	Numbers	% of all
Nil or not recorded	518	46.3%
£100- £4,999	326	29.2%
£5,000-£9,999	107	9.6%
£10,000-£19,999	93	8.3%
£20,000 - £29,999	34	3.0%
£30,000 +	40	3.6%
Total	**1,118**	**100.0%**

Over 50% of applicants in most districts have recorded savings. However the share is a much lower 38% in Fenland and is only 45% in Huntingdonshire. Almost 60% of applicants living in St Edmundsbury district have recorded savings.

Of those applicants with savings, the mean figure in the sub-region as a whole is just under £8,700. It is over £9,000 in Cambridge City, East Cambridgeshire and South Cambridgeshire. It is below £7,000 in all other districts. However, there is a very wide span, ranging from a few hundred to many thousands.

Table 5 shows that 15% of applicants in the sub-region have recorded savings of £10,000 or more, with 40 recording savings of over £30,000. Although these shares are not high they should be considered alongside the total LCHO programme in 2006/07, which covered only 210 dwellings in total.

7.0 Comparing Applicants & Purchasers

The following pointers emerge from a comparison of LCHO purchasers and applicants in the Cambridge sub-region, (see Appendix C):

- The age profiles of applicants and purchasers are very similar, with 44% of applicants and 49% of purchasers being aged under 30. A further 35% of both applicants and purchasers are aged 30 to 39.

There are slightly more 'older' applicants than purchasers, (19% as compared with 14% aged 40 to 59). There are virtually no applicants or purchasers aged over 60.
- The tenure profiles are also similar; the vast majority of both applicants and purchasers are either renting privately (43% & 46% respectively)) or living with family or friends, both groups recording 34%. Just 9% of applicants and 7% of purchasers are previous RSL or local authority tenants – one of the prime targets for LCHO products.
- The household type profiles are also broadly similar, although there are some differences. Single people constitute 40% of applicants and 42% of purchasers. Couples without children account for a further 23% of applicants and a higher 31% of purchasers. However, there is evidence that families and lone parents with dependent children make up higher shares of applicants than of purchasers. Families account for 22% of applicants and a lower 17% of purchasers. Lone parents account for 12% of applicants as compared with 7% of purchasers. This may reflect the higher incomes of couples where both are likely to be working full-time.
- The incomes of purchasers are generally higher than the incomes of applicants. This is true across the range – so lower quartile incomes of purchasers exceed the lower quartile household incomes of applicants.
- More applicants live in Cambridge City, as a proportion of the total, than buy there. Although this will be affected by the numbers of new build homes provided, it also reflects the very much higher property prices in Cambridge. The analysis of purchasers in East Cambridgeshire and South Cambridgeshire shows that many previously lived in Cambridge City.

8.0 Issues emerging

HomeBuy product range

1) The 'Open Market' HomeBuy product introduced in April 2006 has not been very attractive to applicants for LCHO living in the Cambridge sub-region. Faced with requiring the income and capital to buy an initial 75% share of a property, the numbers of households taking up this option have not even fulfilled the modest quota approved by the Housing Corporation. With a 'lower quartile' open market house price of around £180,000 in the Cambridge and South Cambridgeshire area this requires an income of around £33,750 to buy a 75% share, (with a mortgage 4 times gross household income). Table C.4 shows that this is above the upper quartile income of both applicants and purchasers in these districts. Even in Fenland, where the lower quartile house price is a much lower £112,000, this scheme requires a mortgage /deposit of £84,000, or an annual income of £21,000. This exceeds the mean household income of applicants living in Fenland, currently £19,700.
2) The new HomeBuy product offering a 17.5% interest-free loan is unlikely to be very attractive in the sub-region. This will require a purchaser to support a deposit/mortgage of £157,500 on a property priced at the lower quartile level of £180,000 in the immediate Cambridge area. In Fenland a lower quartile property costing £112,000 requires a deposit/mortgage to cover £93,500, or a gross household income exceeding £23,300. It is most likely to be of interest to the few applicants with large savings.
3) Consequently most LCHO growth in future in the sub-region will rest on new build shared ownership unless a far more generous 'open market' HomeBuy product is introduced. In Cambridge City, where the average price of shared ownership new build housing has already exceeded £200,000, many applicants may seek to buy a share of 40% or less.
4) There is a large potential market for households to buy equity shares of under 50%.

Size of property (number of bedrooms)

5) There is a clear demand from purchasers to buy a home with a 'spare' bedroom. There is very little demand for one-bedroom accommodation, even amongst single people. However, affordability issues mean that some single people will only be able to afford a one-bedroom property. This is particularly true of Cambridge, where there is a high demand from single people.
6) As most applicants are young there is the likelihood that a proportion of couples will have children and consequently would have to move if unable to purchase a two bedroom property or a home capable of easy extension. This can be very difficult due to the shortage of shared ownership properties on the market.

Who is or wants to be housed

7) The profile of purchasers as compared with applicants indicates that rather more couples without children are housed relative to families and lone parents with dependent children. This is likely to reflect the higher incomes of this household type where there are likely to be two full-time earners.
8) The majority of purchasers and applicants have previously either rented in the private sector or lived with family or friends. Indeed, shared ownership appears to be particularly attractive to newly forming and 'concealed' households, who form around one-third of the total.

9) Around 9% of purchasers are former owner occupiers who may have a large deposit from the part proceeds of a sale.
10) Relatively few applicants or purchasers are from the social rented sector, under 10%. It is likely that other low cost housing options are more popular for many of these groups, such as right-to-buy.
11) Information on purchasers indicates that a minimum of 42% were on a local authority housing needs register, suggesting that the HomeBuy programme is meeting this target, at least in part.
12) Key workers are another target for LCHO schemes. 35% of applicants are in key worker occupations and 30% of purchasers in 2006/07 were covered by the Keyworker Living scheme or similar. However, demand varies significantly across the sub-region.
13) As indicated above, most applicants and purchasers are relatively young, with the biggest single group those aged 20 to 29. Around 50% of purchasers are under 30.Virtually no applicants are aged over 60. There appears to be no specific demand for ‘older persons’ shared ownership dwellings, such as bungalows or sheltered housing.
14) The profiles of applicants and purchasers both show clearly that LCHO is a prime tenure for newly forming households. However, there is a small, but not insignificant market for people who may have capital, but low incomes, after a relationship break up.

Identifying the potential market & products

15) In recent months the register of applicants for LCHO has increased significantly, rising from around 600 in December 2006 to around 1,100 in June 2007. Further publicity of the options, alongside ever rising house prices, indicates that the number of households registering will grow. In the work carried out for the sub-region’s Housing Market Assessment, the ‘intermediate market’ is considered appropriate for households who can afford privately-rented property but not owner-occupation, generally around 30% of all households.
16) An over-looked issue in relation to future demand is the role of savings and deposits in helping people move into shared ownership. Analysis of both purchasers and applicants indicates that there is a relatively small percentage of applicants who have access to significant savings (£30,000 or more). They can buy an equity share outright even on a low income, paying rent, which may attract housing benefit, on the unsold share. A number of lone parents are in this category and may be suitable for specific marketing.
17) LCHO products at present do not allow purchasers to take in lodgers. This seems perverse, as such additional income can make such a property affordable for some applicants on lower personal incomes.
18) The purchase price of LCHO homes in Cambridge City is higher than elsewhere in the sub-region, although the incomes of applicants living here are not particularly high. The consequence is that many purchasers move out into neighbouring districts.
19) LCHO is meeting a proven demand and demand is growing. However, there are significant numbers of applicants who have neither the income nor savings to buy into this market unless more properties become available at equity shares of 30% to 40%. In this case it would be critical to keep the additional rent payment down to a maximum of 2.5% on the unsold equity. Although this is the ‘norm’ for rents charged on new build shared ownership, there are some landlords charging at least 3.5%.

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3rd August 2007

APPENDIX A : Applicants

Table A.1: Age of Head of Household by Current District of Residence, June 2007 (source bpha)

Age of household head (years)	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region	% of all
<20	0	3	1	1	1	1	1	8	0.7%
20-29	113	58	23	73	123	19	69	478	43.5%
30-39	122	41	9	50	101	19	43	385	35.0%
40-49	50	23	6	22	42	9	13	165	15.0%
50-59	12	6	2	6	16	3	3	48	4.4%
>60	3	2	1	2	3	0	0	11	1.0%
Not known	2	0	0	1	1	0	0	4	0.4%
Total	**302**	**133**	**42**	**155**	**287**	**51**	**129**	**1,099**	100.0%
% of all	27.5%	12.1%	3.8%	14.1%	26.1%	4.6%	11.7%	100.0%	

Table A.2: Household Type of Applicants by Current District of Residence, June 2007 (source bpha)

Household Type	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region	% of all
Single	150	48	19	55	104	15	53	444	40.4%
Couple	57	30	7	36	69	15	33	247	22.5%
Family 1 child*	34	16	5	20	27	8	13	123	11.2%
Family 2 children	18	15	2	10	30	4	6	85	7.7%
Family 3 children	4	5	0	4	6	1	2	22	2.0%
Family 4 children	2	0	2	1	0	0	2	7	0.6%
Family 6 children	0	0	0	0	1	0	0	1	0.1%
Lone parent 1 child *	17	7	1	12	23	6	13	79	7.2%
Lone parent 2 children	11	6	3	12	11	2	2	47	4.3%
Lone parent 3 children	2	0	1	0	5	0	0	8	0.7%
Adult sharers (3 or more)	3	4	2	4	4	0	2	19	1.7%
Not known	4	2	0	1	7	0	3	17	1.5%
Total	**302**	**133**	**42**	**155**	**287**	**51**	**129**	**1,099**	**100.0%**

* Includes couples and lone parents who are pregnant.

Table A.3: Tenure of Applicants by Current District of Residence, June 2007, (source bpha)

Current tenure	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region	% of all
Home owner	5	17	5	15	20	3	10	75	6.8%
RSL/council tenant	40	12	0	5	30	4	7	98	8.9%
Living with family/friends	67	46	17	51	130	17	51	379	34.5%
Renting from employer	17	3	0	6	10	1	3	40	3.6%
Renting privately	161	49	20	77	88	25	53	473	43.0%
Other	10	4	0	1	8	1	3	27	2.5%
Not known	2	2	0	0	1	0	2	7	0.6%
Total	**302**	**133**	**42**	**155**	**287**	**51**	**129**	**1,099**	**100.0%**

'Other' includes living in temporary housing.

Table A.4: Gross Household Incomes of Applicants, by current district of residence, 2007, (bpha)

Gross Household Income	Cambridge	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	CSR
Lower quartile applicant	£18,250	£18,250	£15,000	£17,000	£18,500	£19,000	£16,500	£17,750
Median applicant	£23,000	£24,000	£20,000	£23,000	£22,250	£24,600	£22,100	£22,600
Upper quartile applicant	£30,500	£30,500	£23,700	£30,710	£31,000	£33,500	£30,600	£30,500
Mean/average applicant	£24,720	£24,170	£19,700	£24,010	£24,820	£25,140	£24,140	£24,300

APPENDIX B - 2006/07 Characteristics of Purchasers, Cambridge sub-region

Table B.1: Age of Head of Household by District of Purchase, 2006/2007 (source: CORE)

Age of household head (years)	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region	% of all
<20	0	0	0	0	1	0	0	1	0.5%
20-29	12	15	11	17	25	12	10	102	48.6%
30-39	14	8	5	11	23	7	6	74	35.2%
40-49	1	2	8	2	4	5	1	23	11.0%
50-59	2	2	0	2	0	1	0	7	3.3%
>60	0	1	0	0	0	1	0	2	1.0%
Not known	0	1	0	0	0	0	0	1	0.5%
Total	**29**	**29**	**24**	**32**	**53**	**26**	**17**	**210**	**100.0%**
% of all	*13.8%*	*13.8%*	*11.4%*	*15.2%*	*25.2%*	*12.4%*	*8.1%*	*100.0%*	

Table B.2: Household Type by Purchasers by District of Purchase, 2006/07 (source CORE)

Household Type	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region	% of all
Single	17	15	9	15	18	9	5	88	41.9%
Couple	9	8	3	7	21	11	7	66	31.4%
Family 1 child*	1	3	7	5	8	1	3	28	13.3%
Family 2 children	0	1	0	0	2	2	2	7	3.3%
Family 3 children	0	0	0	1	0	0	0	1	0.5%
Lone parent 1 child *	0	0	0	2	2	2	0	6	2.9%
Lone parent 2 children	1	0	2	1	2	1	0	7	3.3%
Lone parent 3 children	0	0	1	0	0	0	0	1	0.5%
Adult sharers (3 or more)	1	1	2	1	0	0	0	5	2.4%
Not known	0	1	0	0	0	0	0	1	0.5%
Total	**29**	**29**	**24**	**32**	**53**	**26**	**17**	**210**	**100.0%**

Table B.3: Previous Tenure of Purchasers by District of Purchase, 2006/07 (source CORE)

Previous Tenure	Cambridge	East Cambs	Fenland	Forest Heath	Hunts	South Cambs	St Edmundsbury	CSR Total	% of all
Not known	0	0	0	0	1	0	0	1	0.5%
LA tenant	0	1	0	0	0	1	0	2	1.0%
HA tenant	1	2	0	1	4	5	0	13	6.2%
Private tenant	16	15	13	12	11	22	8	97	46.2%
Tied home with job	0	0	0	0	1	3	0	4	1.9%
Owner occupier	1	3	4	5	2	4	0	19	9.0%
Living family/friends	10	8	7	8	13	17	9	72	34.3%
Other	1	0	0	0	0	1	0	2	1.0%
Total	**29**	**29**	**24**	**26**	**32**	**53**	**17**	**210**	**100.0%**
% of all	*13.8%*	*13.8%*	*11.4%*	*12.4%*	*15.2%*	*25.2%*	*8.1%*	*100.0%*	

Table B.4: Gross Household Income of Purchasers, 2006/07 (source CORE)

Gross Household Income	Cambridge	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	CSR
Lower quartile purchaser	£24,300	£21,500	£18,000	£22,000	£21,560	£16,000	£22,300	£21,000
Median purchaser	£29,000	£26,700	£20,840	£25,730	£28,000	£24,000	£25,400	£26,000
Upper quartile purchaser	£34,900	£31,000	£29,680	£30,500	£32,680	£29,680	£30,450	£31,500
Mean/average purchaser	£29,640	£26,430	£20,550	£27,550	£28,200	£23,290	£27,500	£26,520

Table B.5: Purchasers who are Key workers & on Housing Needs Registers, 2006/07, Cambridge sub-region

Factor	Cambridge City	East Cambs	Fenland	Hunts	South Cambs	Forest Heath	St Edmundsbury	Cambridge sub-region
Key workers as % of all	45%	38%	9%	28%	42%	0%	29%	**30%**
On a needs register % min	31%	34%	30%	50%	36%	69%	53%	**42%**

Table B.6: Purchasers with Savings, Cambridge Sub-region, 2006/07

Puchasers with savings	Numbers	% of all
Nil	110	52.4%
£100- £4,999	55	26.2%
£5,000-£9,999	13	6.2%
£10,000-£19,999	7	3.3%
£20,000 - £29,999	10	4.8%
£30,000 +	15	7.1%
Total	**210**	**100.0%**

APPENDIX C: Comparison of Applicants (June 2007) and Purchasers (2006/07), Cambridge sub-region, % of all

Table C.1: Ages of head of Household

Age of household head (years)	2006/07 purchasers %	June 2007 applicants %
<20	0.5%	0.7%
20-29	48.6%	43.5%
30-39	35.2%	35.0%
40-49	11.0%	15.0%
50-59	3.3%	4.4%
>60	1.0%	1.0%
Not known	0.5%	0.4%
Total	**100.0%**	**100.0%**

Fig. C.1: Ages of Heads of Household, LCHO Applicants & Purchasers, 2007, Cambridge sub-region, years

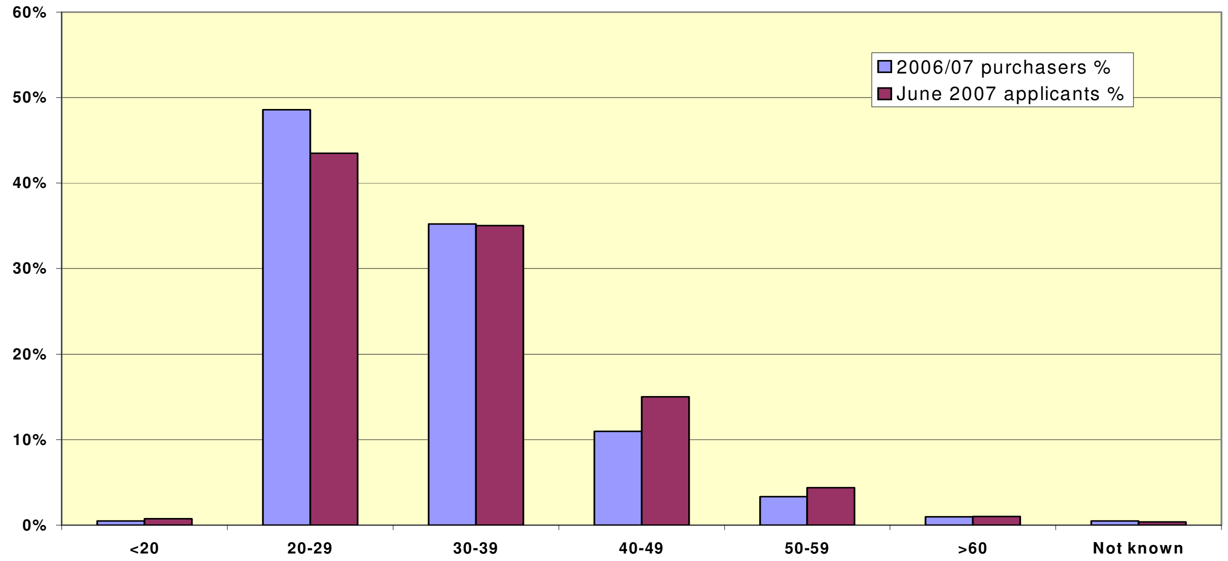


Table C.2: Household Type, LCHO Applicants & Purchasers, 2007, Cambridge sub-region

Household Type	2006/07 purchasers %	June 2007 applicants %
Single	41.9%	40.4%
Couple	31.4%	22.5%
Family 1 child	13.3%	11.2%
Family 2 children	3.3%	7.7%
Family 3 children	0.5%	2.0%
Family 4 children	0.0%	0.6%
Family 6 children	0.0%	0.1%
Lone parent 1 child	2.9%	7.2%
Lone parent 2 children	3.3%	4.3%
Lone parent 3 children	0.5%	0.7%
Adult sharers (3 or more)	2.4%	1.7%
Not known	0.5%	1.5%
Total	**100.0%**	**100.0%**

Fig. C.2: Household Types of LCHO Applicants & Purchasers, Cambridge sub-region, 2007, % of all

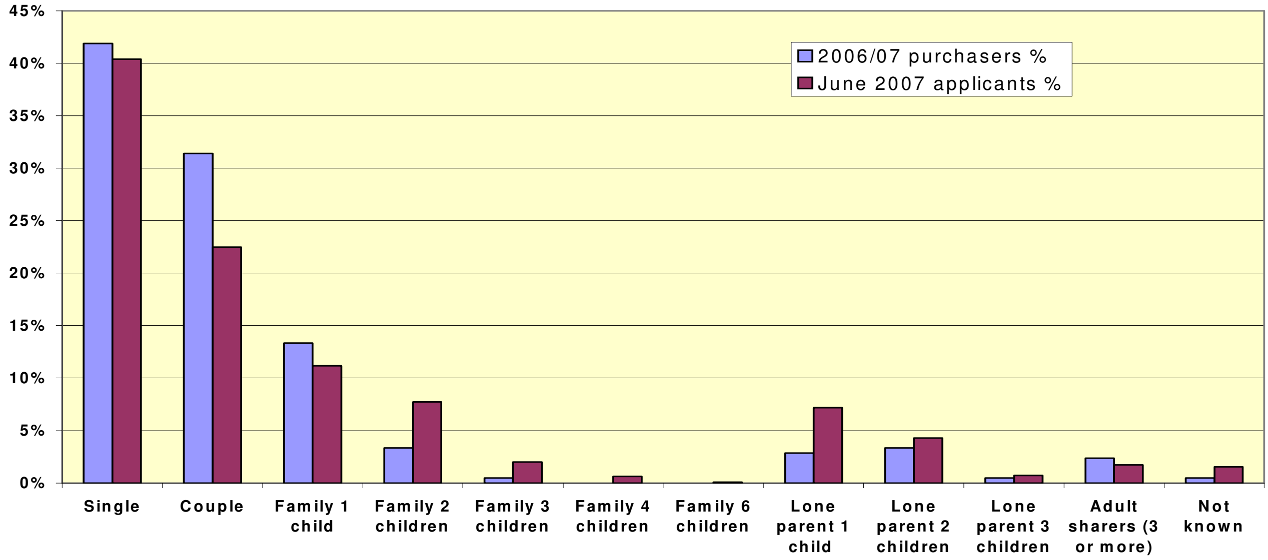


Table C.3: Previous Tenure, LCHO Applicants & Purchasers, Cambridge sub-region, 2007-08-03

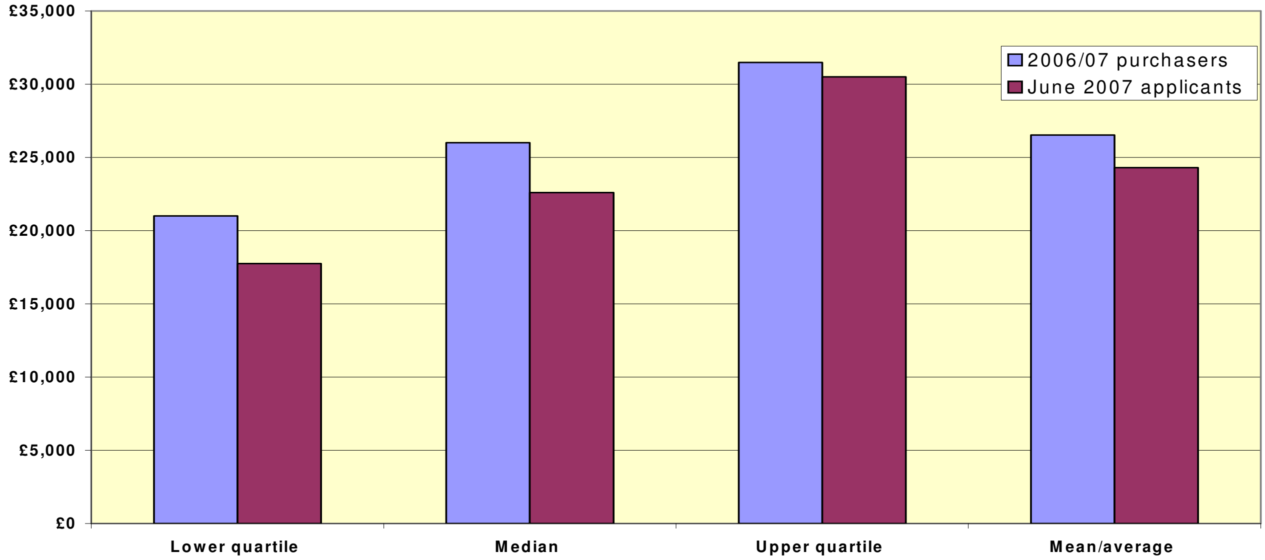
Previous Tenure	2006/07 purchasers %	June 2007 applicants %
Not known	0.5%	0.6%
LA tenant	1.0%	1.6%
HA tenant	6.2%	7.3%
Private tenant	46.2%	43.0%
Tied home with job	1.9%	3.6%
Owner occupier	9.0%	6.8%
Living family/friends	34.3%	34.5%
Other	1.0%	2.5%
Total	**100.0%**	**100.0%**

Fig. C.3: Previous Tenure of LCHO Applicants & Purchasers, Cambridge sub-region, 2007, % of all

Table C.4: Gross Household Incomes of LCHO Applicants & Purhasers

Gross Household Income	2006/07 purchasers	June 2007 applicants
Lower quartile	£21,000	£17,750
Median	£26,000	£22,600
Upper quartile	£31,500	£30,500
Mean/average	£26,520	£24,300

Fig. C.4: Gross Household Incomes of LCHO Applicants & Purchasers Compared, 2007 - LQ, Median, UQ & Mean



Key workers