



# Call for Expressions of Interest for Targeted Leasing Initiative





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#### 1. BACKGROUND AND EXPRESSIONS OF INTEREST

As a necessary measure to accelerate provision of social homes, the Department of Housing, Local Government and Heritage is undertaking a repeat expression of interest for the targeted leasing initiative.

The Targeted Leasing Initiative seeks to achieve the following policy objectives:

- Facilitate and expedite additional permanent social housing.
- Provide additional one-bed homes for the Housing First Programme<sup>1</sup>;
- Provide Housing for Disabled People
- Provide additional supply targeted at areas of greatest need; and
- Prioritise State support for homes aligned with the needs of the social housing waiting list.

# 1.1 Overview of proposed initiative.<sup>2</sup>

The objective of this call for expressions of interest is to explore the possibility of delivering additional homes for social housing through a limited leasing intervention that will strive to deliver better value for money for the State than existing standard leasing.

<sup>&</sup>lt;sup>1</sup> Housing First is a housing-led approach that enables people with a history of rough sleeping or long-term use of emergency accommodation, to obtain permanent secure accommodation, with the provision of intensive supports to help them to maintain their tenancies.

<sup>&</sup>lt;sup>2</sup> The proposed initiative is separate and additional to the leasing scheme being phased out under Housing for All. The Long-term Leasing scheme remains unchanged and is still be phased out over the lifetime of Housing for All to the end of 2025.





The Department of Housing, Local Government and Heritage (DHLGH) in conjunction with The Housing Agency is inviting submissions from proposers for the delivery of homes, targeted at areas of greatest need.

Proposals for lot 1 should be for new build multi-unit properties only. If a proposal is not commenced at the time of submission, it must have full planning permission.

Proposals for lot 2 should be for existing one-bed properties which are vacant at the time of submission.

Proposals for lot 3 should be for new or existing properties suitable for housing disabled people. This can include people from the following categories of disability – physical disability, intellectual disability, mental health disability and sensory disability. If the construction of a property has not commenced at the time of submission, it must have full planning permission.

The proposed properties <u>should not be subject</u> of a proposal or approval for State funding under any other scheme with a local authority, Approved Housing Body and/or Land Development Agency (LDA) either before or after application for the TLI, (see Part 3 of Declaration at Appendix 2).

The expression of interest will remain open until such time as 1,000 homes have been subscribed under the Targeted Leasing Initiative.





# 1.2 Lots available

All lots will be on the basis of the standard long-term leasing templates which are accompanying this document:

- Lot 1 Standard leasing with a maximum term of 25 years and a minimum discount of 17.5% on the agreed open market rent. Proposals should be for a minimum of 10 apartments and a maximum of 150 apartments in any one proposal. Properties must be within one local authority area but properties in more than one location within the particular local authority area will be considered.
- Lot 2 Standard leasing with a maximum term of 25 years and a minimum discount of 17.5% on the agreed open market rent. Properties should be existing one-bed, vacant at the time of submission. Proposals should be for a minimum of 5 properties, with no more than 2 properties in any one development. It is permissible to combine properties from more than one local authority area.
- Lot 3 Standard leasing with a maximum term of 25 years and a minimum discount of 17.5% on the agreed open market rent. Properties should be existing apartments or houses, vacant at the time of submission or new build apartments or houses. These properties should be appropriately designed and specified for disabled people, in line with the principles of universal design. Proposals should be for a minimum of 5 properties. It is permissible to combine properties from more than one local authority area.

Properties proposed for the initiative must meet all statutory requirements and the Housing (Standards for Rented Houses) Regulations 2019 (S.I. 174/2017) and must have planning permission in place (if building has not yet commenced).





#### 2. STAKEHOLDERS IN THE INITIATIVE

# 2.1 Department of Housing, Local Government and Heritage

The initiative is governed by the DHLGH. The DHLGH provides funding to local authorities to lease properties to accommodate social housing tenants on a long-term basis.

# 2.2 The Housing Agency

The Housing Agency manages and administers the initiative on behalf of DHLGH. The Housing Agency will be the national coordinator for the initiative. The Housing Agency oversees the administration of the leasing arrangements including the drafting of the Agreement for Lease ("AFL") and Lease ("Lease") and will manage the liaison between the local authority and the proposer including managing the due diligence on each proposal up until the signing of the AFL between a local authority and a proposer. The Housing Agency will have a specific role within the AFL if a dispute arises regarding certifying completion of properties. In addition, The Housing Agency will have an ongoing role over the term of the lease as a resource for local authorities and will provide guidance on good practice in lease administration and related matters.

The Housing Agency will conduct an independent valuation for suitable proposals as per the assessment criteria which will be used in the determination of the market rent (see Section 4.1)

# 2.3 Local Authorities

The local authority is acting in its capacity as a housing authority. As such, the relevant local authority is responsible for determining the suitability of the proposed properties. Any proposed lease arrangement under the initiative will be between the local authority and the proposer. The local authority will pay a rent to the proposer, which





will be set at a percentage of the market rent. The local authority will be the landlord to the household and will collect a differential (income based) rent from the household.

# 2.4 The Proposer

The proposer will submit details of properties it proposes for the initiative as per the submission requirements set out in this EOI (a "**Submission**"). For lot 1, these should be properties that the proposer intends to construct, are in the process of construction or have been constructed but not yet occupied. For lot 2, these should be existing one-bed properties which are vacant at the time of submission. For lot 3, these should be existing or new build properties which are vacant at the time of submission. If the properties are selected for the initiative, the proposer then enters into an AFL and Lease for the properties with the relevant local authority. Under the terms of the lease for each property, the proposer will be responsible for all structural repairs and maintenance of the exterior of the property including the roof for the duration of the lease.

# 2.5 Advisors

#### 2.5.1 Philip Lee

Philip Lee is legal advisor in respect of the initiative.

#### 3. SUMISSION AND ASSESSMENT

# 3.1 Proposal

**Lot 1:** Proposers are invited to indicate their capacity to lease on a long-term basis multiunit apartments. Proposals should be for a minimum of 10 apartments and a maximum of 150 apartments in any one proposal. Each proposal should contain properties within one local authority area.





<u>Lot 2:</u> Proposers are invited to indicate their capacity to lease on a long-term basis, existing one-bed properties, vacant at the time of submission. Proposals should be for a minimum of 5 properties, with no more than 2 properties in any one development. It is permissible to combine properties from more than one local authority area.

<u>Lot 3:</u> Proposers are invited to indicate their capacity to lease on a long-term basis, existing houses, or apartments, vacant at the time of submission or new build houses or apartments. These properties should be appropriately designed and specified for disabled people, in line with the principles of universal design. Proposals should be for a minimum of 5 properties. It is permissible to combine properties from more than one local authority area.

#### 3.2 Criteria

Each proposal will be considered under the pass/fail criteria as set out in Section 7.3.1 / 7.4.1. Proposals that are successful under the pass/fail criteria will be further assessed and marked using the ranking criteria. Proposals will be awarded marks according to the marking system set out in Section 7.3.2 / 7.4.2

# 3.3 Ranking

Proposals will be ranked in order based on the marks received. In the event that the number of proposals submitted results in the number of properties proposed exceeding the required number of units, then The Housing Agency will engage with proposers in order of how they are ranked.





#### 4. RENT ARRANGEMENTS AND KEY LEGAL DOCUMENTS

# 4.1 Proposed Rent

- 4.1.1 Proposers will be required to include submitted rents for each of the properties they propose leasing under these arrangements, as further described in the submission requirements outlined in section 6 of this EOI. The submitted rent will be the open market rent for the relevant property in the proposal.
- 4.1.2 The submitted rent will be a defined euro amount per month per property type as at the submission date (see Section 5 of this document).
- 4.1.3 For the purposes of this Expression Of Interest; Open Market Rent means the estimated amount, supported by a valuation as at the submission date, for which the property should be leased between a willing lessor and willing lessee on appropriate lease terms in an arm's length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion.
- 4.1.4 Open Market Rent must be evidenced by a valuation prepared by a qualified valuer (being a full member of the Institute of Professional Auctioneers and Valuers or of the Society of Chartered Surveyors Ireland or of such body of professional valuers or surveyors as shall for the time being have undertaken in Ireland the functions in the activity of property valuation currently performed by said institute or society). Each valuation must refer to three (3) recent comparable property transactions in the locality of the proposed submission to evidence the Open Market Rent for the property.





- 4.1.5 The Housing Agency will conduct a separate valuation through a valuation panel established by the SCSI or IPAV (as appropriate) which will be used in the determination of the market rent. The lesser of the two rents between that submitted by the proposer (the submitted rent) and the valuation carried out by the Housing Agency for any submitted property will be the proposed rent.
- 4.1.6 Once the proposed rents have been accepted and agreed, this rent with the discount applied will be inserted in the AFL/lease, with indexation operating from the Submission Date using the Harmonised Index of Consumer Prices ("HICP").

# 4.2 AFL and Lease

- 4.2.1 A short high-level summary is provided below in relation to the AFL and lease templates.
- (i) Agreement for Lease

The AFL is a standard form template document, which will include:

- the conditions and timescales for the delivery of the proposed properties.
- the rent (agreed rent) that will be inserted into the form of lease appended to the AFL.

Amendments to the form of AFL by proposers will not be accepted.

(ii) Lease

The lease is a standard form template document to be entered into between the local authority and the proposer.

Amendments to the form of lease by proposers will not be accepted.





The main features of the standard form lease are as follows:

- Rent (proposed rent) will be indexed using HICP from the initial date (the original date the rents are agreed);
- local authority will make regular monthly rent payments to the proposer in accordance with the agreed lease;
- The term of the lease could be for up to 25 years;
- Rent review will be based on the HICP and reviews will be at 36month intervals.

# 4.3 Outline of the structure of the Lease

- 4.3.1 Subject to meeting the provisions of an Agreement for Lease and the lease, the local authority will make rental payments to the proposer for the provision of a property.
- 4.3.2 The local authority will sub-let the property to a tenant. Tenants will be nominated by the relevant local authority in accordance with their scheme of letting priorities. Tenants will enter into a tenancy agreement with the relevant local authority, acting as the landlord. As between the proposer and the local authority, the local authority will have responsibility for managing the tenancy under the terms of the tenancy agreement. The local authority may appoint a nominee to manage the tenant on its behalf, including, without limitation, an Approved Housing Body.
- 4.3.3 As per the terms of the Lease, the proposer will remain responsible for any structural defaults with the property. It may engage a third-party provider to carry out such obligations, however, the proposer will remain wholly responsible for its obligations under the lease and for any acts or omissions of any service provider it may engage.





- 4.3.4 The local authority, or an agent on its behalf, will be entitled to inspect the properties prior to the term of a lease commencing and periodically thereafter.
- 4.3.5 The local authority will be responsible for the upkeep and maintenance of the interior of the property for the duration of the agreement.

## 5. OVERVIEW OF THE EOI PROCESS

# 5.1 Submission Process

I. Interested parties review the Expression of Interest and check eligibility to participate.



ii. Submit any clarification queries to The Housing Agency at <a href="mailto:leasing@housingagency.ie">leasing@housingagency.ie</a>.



iii. Complete and submit the Expression Of Interest Form together with the signed declarations via email <a href="mailto:leasing@housingagency.ie">leasing@housingagency.ie</a>.





# 5.2 Administration of Process

The Housing Agency will coordinate and administer the review and assessment of the submissions for participation in the initiative as set out in Section 3 above.

#### 6. SUBMISSION REQUIREMENTS

# 6.1 Submission Requirements

Interested parties must submit:

- (i) a completed and signed Submission Checklist (appropriate to the submission) contained in **Appendix 1**;
- (ii) a signed Declaration contained in **Appendix 2**; and
- (iii) a completed Expression Of Interest Form, contained in **Appendix 3.**

The purpose of the inclusion of all of the above submission requirements is to allow the Housing Agency and the relevant local authority to assess the submissions as expeditiously as possible. **Consequently, any submission that does not comply with the above submission requirements will be returned to the proposer**, subject to the rectification process outlined below.

#### 6.2 All Submissions

The following should be reviewed carefully as all submissions must include the information as outlined. Proposers should note that the requirements differ depending on the application type, i.e., new build, or existing (recently built not yet occupied) property or vacant properties.





#### 6.2.1 Submission Checklist

The Submission Checklist contained in Appendix 1 of this document must be completed and signed. The checklist must be included with the submission. As outlined at paragraph 6.1 above, submissions that do not include the checklist completed and signed will be rejected as incomplete and returned to the proposer. If any one of the requirements listed in the checklist has been omitted from the submission, the proposer will be given the opportunity to rectify the omission within five (5) working days of receipt of written notification of the omission.

#### 6.2.2 Declaration

The declaration contained in Appendix 2 must be signed and returned as part of the submission. All three parts of the Declaration must be completed and signed as appropriate. Submissions that do not include the Declaration completed and signed will be rejected as incomplete and returned to the proposer.

#### 6.2.3 **EOI Form**

The EOI Form contained in Appendix 3 of this document must be completed in full and be signed by the appropriate representative on behalf of the proposer.

#### 6.2.4 Identify a Proposal

(i) Lot 1 - A proposal will be considered as a group of apartments, not less than 10 and no more than 150 apartments in a single development or on multiple sites/locations within the same local authority area in one proposal. A proposer is permitted to submit multiple proposals.

Multi-unit proposals from the same development will be assessed as a single proposal. A proposal can include properties delivered in a single/multi location on a phased basis. Delivery of phased development will be marked as a mean of the overall delivery over the proposed delivery period.

Proposals should be in respect of properties located within a single local authority area. Subject to the minimum of 10 properties per proposal,





properties within a single development/site should be submitted together. It is permissible to combine properties from more than one development/site in one local authority area in one proposal if one or more of the combined development/sites contains less than 10 properties.

Lot 2 – Properties should be existing one-bed properties, vacant at the time of submission. Subject to the minimum of 5 properties per proposal and a maximum of 2 properties in any one development. It is permissible to combine properties from more than one local authority area.

Lot 3 – Properties should be existing apartments or houses, vacant at the time of submission or new build apartments or houses. These properties should be appropriately designed and specified for disabled people, in line with the principles of universal design. Subject to the minimum of 5 properties per proposal. It is permissible to combine properties from more than one local authority area.

- (ii) Properties included in a proposal will be required to meet all relevant and applicable statutory requirements under the Planning and Development Acts 2000-2021, Building Control Acts 1990-2014 and any subordinate legislation made under these Acts.
- (iii) Properties provided must meet the requirements of the Housing (Standards for Rented Houses) Regulations 2019 (S.I. 137/2019) or any update to such requirements applicable at the time of submission.
- (iv) The properties submitted in a proposal should not include a proposers Part V obligation.





#### 6.2.5 Legal Information

- (i) A proposer shall be one of the following.
  - (a) a corporate entity established pursuant to the Companies Act, 2014, as amended, or, alternatively, a collective investment scheme authorised or approved by the Central Bank of Ireland, in accordance with the AIFM Regulations, as may be amended from time to time; or
  - (b) a corporate or regulated entity properly established within a member state of the European Union pursuant to the laws of that member state; or
  - (c) a corporate or regulated entity properly established within England, Wales, Scotland, or Northern Ireland pursuant to the laws of England, Wales, Scotland or Northern Ireland or the United Kingdom; or
  - (d) A private individual that can demonstrate tax compliance

Depending on the particulars of the case, the Housing Agency/local authority reserves the right to seek any guarantees it deems appropriate including but not limited to a parent company guarantee.

- (ii) Proposers must provide up-to-date information set out below, or its nearest equivalent, about the entity that will become party to the AFL and lease. To the extent that a proposer has not incorporated a company for the purposes of the initiative by the submission date, proposers are required to provide current proposals regarding the information set out below:
  - 1. Name:
  - Details of corporate structure, including constitutional documents, if available, equity ownership (including names and addresses of shareholders), any guarantors.
  - 3. Evidence of tax compliance (if appropriate).





# 6.2.6 Specific Requirements

# (i) Lot 1 - New Build (Either not commenced or under construction)

Proposers must provide details of proposed properties, including but not limited to:

- (a) Site Location Map(s) at a scale of not less than 1:1000 in built up areas and 1:2500 in all other areas, along with any relevant grid reference number(s) and Eircode where possible.
- (b) Ownership of the site(s). If the proposer is the current owner of the site, a copy folio should be furnished or, alternatively, a solicitor's letter outlining the details of the ownership.
- (c) Planning permission, including planning permission reference no., if applicable.
- (d) Number and type of proposed properties identified for the initiative to be constructed on the site(s) and location within the overall initiative(s).
- (e) Layout and map of the development, including floor plans and elevations at the requisite planning scale (i.e., 1:200).
- (f) Proposed rents (see Section 4.1) itemised by property type and supported by rent valuation report prepared by a qualified valuer, (being a full member of the Institute of Professional Auctioneers and Valuers or of the Society of Chartered Surveyors Ireland or of such body of professional valuers or surveyors as shall for the time being have undertaken in Ireland the functions in the activity of property valuation currently performed by said institute or society). Open Market Rent is to be evidenced by referencing to three (3) comparable properties in the relevant area.
- (g) Target construction / delivery programme.





#### (ii) Lot 1 - New Build (Complete)

Proposers must provide details, including but not limited to:

- (a) Site Location Map(s) at a scale of not less than 1:1000 in built up areas and 1:2500 in all other areas, along with any relevant grid reference number(s) and Eircode if possible.
- (b) Evidence of ownership (folio details) including details of any charges against the properties.
- (c) Number and type of proposed properties identified for the initiative.
- (d) Layout and map of the proposed properties including floor plans and elevations at a legible scale (e.g., 1:500 for the site layout plans and 1:200 for floor plans, where possible).
- (e) Proposed rents (see Section 4.1) itemised by property type and supported by rent valuation report prepared by a qualified valuer, (being a full member of the Institute of Professional Auctioneers and Valuers or of the Society of Chartered Surveyors Ireland or of such body of professional valuers or surveyors as shall for the time being have undertaken in Ireland the functions in the activity of property valuation currently performed by said institute or society). Open Market Rent is to be evidenced by referencing to three (3) comparable properties in the relevant area.
- (f) Target availability date for tenanting.
- (g) Properties must be vacant, and this must be declared as part of the declaration in Appendix 2.

#### (iii) Lot 2 – Existing one-bed properties

Proposers must provide details, including but not limited to:

- (a) Evidence of ownership (folio details) including details of any charges against the properties.
- (b) Number and type of proposed properties identified for the initiative.
- (c) Proposed rents (see Section 4.1) itemised by property type and supported by rent valuation report prepared by a qualified valuer, (being a full member of the Institute of Professional Auctioneers and Valuers or of the Society of Chartered Surveyors Ireland or of such body of professional valuers or surveyors as shall for the time being have undertaken in Ireland the functions in the activity of property valuation currently performed by said institute or society). Open Market





Rent is to be evidenced by referencing to three (3) comparable properties in the relevant area.

- (d) Target availability date for tenanting.
- (e) Properties must be vacant on the date of submission, and this must be declared as part of the declaration in Appendix 2.

# (iv) Lot 3 – Existing / New Build Properties designed and specified for disabled people

Proposers must provide details, including but not limited to:

- (a) Evidence of ownership (folio details) including details of any charges against the properties.
- (b) Number and type of proposed properties identified for the initiative.
- (c) Proposed rents (see Section 4.1) itemised by property type and supported by rent valuation report prepared by a qualified valuer, (being a full member of the Institute of Professional Auctioneers and Valuers or of the Society of Chartered Surveyors Ireland or of such body of professional valuers or surveyors as shall for the time being have undertaken in Ireland the functions in the activity of property valuation currently performed by said institute or society). Open Market Rent is to be evidenced by referencing to three (3) comparable properties in the relevant area.
- (d) Target availability date for tenanting.
- (e) Properties must be vacant on the date of submission, and this must be declared as part of the declaration in Appendix 2.
- (f) A narrative description of how the properties are suitable to meet the needs of disabled people, supported by map, floor plans and certificates of compliance where possible.
- (g) Properties for wheelchair users must demonstrate they have been designed to universal design standards so that properties are wheelchair liveable.
- (h) Properties may be subject to a site inspection by local authorities.





#### 7. MINIMUM REQUIREMENTS AND ASSESSMENT CRITERIA

# 7.1 Minimum Requirements

Proposers are required to meet the minimum eligibility requirements contained in Appendix 2 (the "**Minimum Requirements**") in order to be considered for participation in the initiative. Proposers are required to self-declare that they meet the minimum requirements.

#### 7.2 Assessment Criteria

- 7.2.1 Only those proposers that have furnished all the requisite documentation in compliance with section 6 and who meet the minimum requirements referred to above will have their submission evaluated.
- 7.2.2 The Housing Agency will evaluate the submissions based on two classes of criteria: Pass/Fail criteria and Ranking criteria.
  - (i) **Pass/Fail Criteria** (criteria 1 and 2) must be passed if a submission is to be considered further. Submissions that meet criteria 1 and 2 will be deemed acceptable ("**Suitable Proposals**").
  - (ii) Ranking Criteria are intended to award submissions with more desirable characteristics higher marks than less desirable ones. Depending on the level of response to this Expression Of Interest, the timing that proposed properties becoming available for lease and the availability of funding, all suitable proposals may be able to proceed to due diligence stage. Ranking of suitable proposals based on the scores received following assessment will only be used where the number of properties proposed is above the required number of units.





# 7.3 Lot 1 - Standard Leasing - Multiunit Apartments

#### 7.3.1 Pass/Fail Criteria

#### **Criterion 1 - Suitability for Social Housing**

Social housing need varies across the country, but it is generally strongest in urban areas. The nature of this demand varies across local authorities although in the majority of local authorities most households on housing waiting lists require one or two bed accommodation. For a Submission to be acceptable it must propose delivery of properties in areas with social housing demand. The Housing Agency will liaise with the relevant local authority to determine if a submission is located in an area with social housing need and meets the requirements of the Government's policies in relation to providing high quality housing and developing sustainable communities.

Submissions with a proposal of properties in urban locations will generally be well matched to need, however there are some specific locations in urban areas that already have high concentrations of social housing and Submissions proposing properties for the initiative in these locations may not be sustainable. Submissions are required to contain proposals that meet the requirement of achieving sustainable communities; issues such as accessibility, security, safety, privacy, community interaction, availability of appropriate services and the provision of adequate space are factors that need to be considered by proposers and will be assessed by a local authority. A local authority will also consider the appropriateness of the proposed dwellings and the development in which they are located relative to the housing need in the area. Issues such as the size of the proposed dwellings, the extent of storage areas within dwellings and shared storage facilities and other facilities within the development will be considered.

The Housing Agency will liaise with the relevant local authorities to determine if a proposal meets this objective and ultimately it will be a matter for each local authority to determine if a submission passes or fails this.





# Criterion 2 - Appropriateness of the Scale and Mixed Tenure of the Proposal

Submissions with proposals having a high proportion of properties for social housing use may make it difficult to achieve a sustainable tenure mix within an area. For example, a submission containing a proposal with a high proportion of social housing properties may be sustainable if it is located in a large urban area and surrounded by mainly privately owned/rented housing. On the other hand, a submission containing a proposal with a high proportion of social housing properties located in a smaller town may not achieve this. The Housing Agency will liaise with the relevant local authorities to determine if a proposal passes or fails this criterion. A proposer will be given the opportunity to reduce the number of properties in its submission within a fixed period of time if the local authority determines it is too high and does not reflect an appropriate mix of tenure. If the number is not reduced to a sustainable level the proposal will not be considered further.





# 7.3.2 Ranking Criteria

# Criterion 3 - Property Types - 35 Marks

Marks will be awarded for submissions with a mix of property types as set out in the table below. Properties with three, four or more bedrooms will be assessed together.

Property type mix	Marks
1, 2 and 3+ bedroom properties with at least 30% one-beds, and at least 20% of each of the remaining types. With 10% of all properties designed to Universal Design Standards	35 marks
1, 2 and 3+ bedroom properties with at least 20% of each type, with 10% of all properties designed to Universal Design Standards	25 Marks
Proposals with only 2 types of property (e.g., 1 and 2 bed, 1 and 3 bed), with a minimum of 30% one-beds, some properties designed to Universal Design Standards	15 marks
1, 2 and 3+ bedroom properties with at least 10% of each type, some properties designed to Universal Design Standards	10 Marks





# Criterion 4 - Location of Properties - 25 Marks

Marks will be awarded to submissions that are located within areas of the highest need. The table below shows the ranking of where the greatest need is nationwide.

Region	Las	Marks
Dublin	DCC, DLR, SDCC, FCC	25
Regional Urban	Cork City, Galway City, Limerick CCC	20
Rural	All other local authorities	15

# Criterion 5 - Availability - 40 Marks

Marks will be awarded for submissions with projected property delivery timescales as set out in the table below. Delivery of phased development will be marked as a mean of the overall delivery over the proposed delivery period.

First properties available for lease	Marks
2023	40 marks
2024	25 marks
2025	5 marks





# 7.3.5 Summary of Assessment Criteria

# Pass/Fail Criteria

Criterion	Measure	Score	Summary
1) Suitability for Social housing	Are proposed properties located in an area of social housing demand as per the table under Criterion 4 above? Are proposed properties located in an area which has an over concentration of social housing already? Does the proposal appropriately acknowledge requirements in relation to accessibility, security, safety, privacy, community interaction, availability of appropriate services and the provision of adequate space?	Pass /Fail	A pass/fail criterion. If properties are not located in an area with social housing need or if they are located in an area with an overconcentration of existing social housing, or if they do not adequately address sustainability community requirements, they will not be considered further.





2) Sustainable communities	Does the number of properties proposed achieve a balanced community?	Pass /Fail	A submission containing a proposal considered to have too many properties will be eliminated from further consideration. However, before elimination the proposer will be given the opportunity (within a fixed period of time) to revise their submission on the basis of a reduced number of properties to allow further consideration.
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# **Ranking Criteria**

Criterion	Measure	Score (Max)	Summary
3) Property types	Marks will be awarded for submissions with a mix of property types as set out in the table on Page 17.	35 marks	Proposals with a mix of property types, [but with at least 30% one-beds] as per the table on page 19/20, will be awarded more marks.
4) Location of properties	Are properties located within areas of the highest need?	25 Marks	Proposals with properties located in areas of higher need will be awarded more marks than submissions for areas with lower demand.





5) Availability	When will the	40 Marks	Proposals which will
	proposed properties be available to occupy?		deliver properties sooner will score more highly.

# 7.4 Lot 2 - Standard Leasing - One-Bed Properties

#### 7.4.1 Pass/Fail Criteria

## **Criterion 1 - Suitability for Social Housing**

Social housing need varies across the country, but it is generally strongest in urban areas. The nature of this demand varies across local authorities although in most local authorities the majority of households on housing waiting lists require one or two bed accommodation. For a submission to be acceptable it must propose delivery of properties in areas with social housing demand. The Housing Agency will liaise with the relevant local authority to determine if a submission is located in an area with social housing need and meets the requirements of the Government's policies in relation to providing high quality housing and developing sustainable communities.

Submissions with a proposal of properties in urban locations will generally be well matched to need, however there are some specific locations in urban areas that already have high concentrations of social housing and submissions proposing properties for the initiative in these locations may not be sustainable. Submissions are required to contain proposals that meet the requirement of achieving sustainable communities; issues such as accessibility, security, safety, privacy, community interaction, availability of appropriate services and the provision of adequate space are factors that need to be considered by proposers and will be assessed by a local authority. A local authority will also consider the appropriateness of the proposed dwellings and the development in which they are located relative to the housing need in the area. Issues such as the size of the proposed dwellings, the extent of storage areas within dwellings and shared storage facilities and other facilities within the development will be considered.





The Housing Agency will liaise with the relevant local authorities to determine if a proposal meets this objective and ultimately it will be a matter for each local authority to determine if a submission passes or fails this.

# Criterion 2 - Appropriateness of the Mixed Tenure of the Proposal

Submissions with proposals having multiple properties in any given area may make it difficult to achieve a sustainable tenure mix within an area. For example, a submission containing a proposal with multiple properties in close proximity to each other may be sustainable if it is located in a large urban area and surrounded by mainly privately owned/ rented housing. On the other hand, a submission containing a proposal with multiple properties in close proximity to each other in a smaller tpown may not achieve this. The Housing Agency will liaise with the relevant local authorities to determine if a proposal passes or fails this criterion. A proposer will be given the opportunity to reduce the number of properties in its submission within a fixed period of time if the local authority determines it is too high and does not reflect an appropriate mix of tenure. If the number is not reduced to a sustainable level the proposal will not be considered further.





# 7.4.2 Ranking Criteria

# Criterion 3 - Location of Properties - 40 Marks

Marks will be awarded to submissions that are located within areas of the highest need. The table below shows the ranking of where the greatest need is nationwide.

Region	Las	Marks
Dublin	DCC, DLR, SDCC, FCC	40
Regional Urban	Cork City, Galway City, Limerick CCC	30
Rural	All other Local Authorities	20

# Criterion 4 - Availability - 60 Marks

Marks will be awarded for submissions with projected property delivery timescales as set out in the table below.

First properties available for lease	Marks
2023	60 marks
2024	30 marks
2025	10 marks





# 7.4.3 Summary of Assessment Criteria

# Pass/Fail Criteria

Criterion	Measure	Score	Summary
1) Suitability for Social housing	Are proposed properties located in an area of social housing demand as per the table under Criterion 4 above? Are proposed properties located in an area which has an over concentration of social housing already? Does the proposal appropriately acknowledge requirements in relation to accessibility, security, safety, privacy, community interaction, availability of appropriate services and the provision of adequate space?	Pass /Fail	A pass/fail criterion. If properties are not located in an area with social housing need, or if they are located in an area with an overconcentration of existing social housing, or if they do not adequately address sustainability community requirements, they will not be considered further.
2) Sustainable communities	Does the number of properties proposed achieve a balanced community?	Pass /Fail	A Submission containing a proposal considered to have too many properties will be eliminated from further consideration. However, before elimination the proposer will be given the opportunity (within a fixed period of time) to revise their submission on the basis of a reduced number of properties to allow further consideration.





# **Ranking Criteria**

Criterion	Measure	Score (Max)	Summary
3) Location of properties	Are properties located within areas of the highest need?	40 Marks	Proposals with properties located in areas of higher need will be awarded more marks than submissions for areas with lower demand.
4) Availability	When will the proposed properties be available to occupy?	60 Marks	Proposals which will deliver properties sooner will score more highly.





# 7.5 Lot 3 - Standard Leasing-Properties for Disabled People

#### 7.4.1 Pass/Fail Criteria

#### Criterion 1 - Suitability for Social Housing

Social housing need varies across the country, but it is generally strongest in urban areas. The nature of this demand varies across local authorities although in most local authorities the majority of households on housing waiting lists require one or two bed accommodation. For a submission to be acceptable it must propose delivery of properties in areas with social housing demand. The Housing Agency will liaise with the relevant local authority to determine if a submission is located in an area with social housing need and meets the requirements of the Government's policies in relation to providing high quality housing and developing sustainable communities.

Submissions with a proposal of properties in urban locations will generally be well matched to need, however there are some specific locations in urban areas that already have high concentrations of social housing and submissions proposing properties for the initiative in these locations may not be sustainable. Submissions are required to contain proposals that meet the requirement of achieving sustainable communities; issues such as accessibility, security, safety, privacy, community interaction, availability of appropriate services and the provision of adequate space are factors that need to be considered by proposers and will be assessed by a local authority. A local authority will also consider the appropriateness of the proposed dwellings and the development in which they are located relative to the housing need in the area. Issues such as the size of the proposed dwellings, the extent of storage areas within dwellings and shared storage facilities and other facilities within the development will be considered.

The Housing Agency will liaise with the relevant local authorities to determine if a proposal meets this objective and ultimately it will be a matter for each local authority to determine if a submission passes or fails this.





# Criterion 2 - Appropriateness of the Mixed Tenure of the Proposal

Submissions with proposals having multiple properties in any given area may make it difficult to achieve a sustainable tenure mix within an area. For example, a submission containing a proposal with multiple properties in close proximity to each other may be sustainable if it is located in a large urban area and surrounded by mainly privately owned/ rented housing. On the other hand, a submission containing a proposal with multiple properties in close proximity to each other in a smaller town may not achieve this. The Housing Agency will liaise with the relevant local authorities to determine if a proposal passes or fails this criterion. A proposer will be given the opportunity to reduce the number of properties in its submission within a fixed period of time if the local authority determines it is too high and does not reflect an appropriate mix of tenure. If the number is not reduced to a sustainable level the proposal will not be considered further.





# 7.4.2 Ranking Criteria

# Criterion 3 - Appropriateness of Properties - 50 Marks

Submissions should illustrate how the properties are suitable for disabled people. Disabled people include people with a physical, intellectual, mental health or sensory disability. For properties being provided to disabled people who are wheelchair users, submissions should demonstrate that the property is wheelchair livable and in line with universal design standards.

# **Criterion 4 - Location of Properties - 25 Marks**

Marks will be awarded to submissions that are located within areas of the highest need. The table below shows the ranking of where the greatest need is nationwide.

Region	Las	Marks
Dublin	DCC, DLR, SDCC, FCC	25
Regional Urban	Cork City, Galway City, Limerick CCC	15
Rural	All other Local Authorities	5





# Criterion 5 - Availability - 25 Marks

Marks will be awarded for submissions with projected property delivery timescales as set out in the table below.

First properties available for lease	Marks
2023	25 marks
2024	20 marks
2025	5 marks





# 7.4.3 Summary of Assessment Criteria

## Pass/Fail Criteria

Criterion	Measure	Score	Summary
1) Suitability for Social housing	Are proposed properties located in an area of social housing demand as per the table under Criterion 4 above? Are proposed properties located in an area which has an over concentration of social housing already? Does the proposal appropriately acknowledge requirements in relation to accessibility, security, safety, privacy, community interaction, availability of appropriate services and the provision of adequate space?	Pass /Fail	A pass/fail criterion. If properties are not located in an area with social housing need or if they are located in an area with an overconcentration of existing social housing or if they do not adequately address sustainability community requirements, they will not be considered further.





2) Sustainable communities	Does the number of properties proposed achieve a balanced community?	Pass /Fail	A Submission containing a proposal considered to have too many properties will be eliminated from further consideration. However, before elimination the proposer will be given the opportunity (within a fixed period of time) to revise their submission on the basis of a reduced number of properties to allow further consideration.
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## **Ranking Criteria**

Criterion	Measure	Score (Max)	Summary
3) Appropriateness of Properties for Disabled People	Has the submission provided required proof that the property is suitable for disabled people?  Has the submission provided a satisfactory narrative description of how the properties identified in the submission are suitable to meet the housing needs of disabled people?	50 Marks	A submission containing proposals for wheelchair livable properties where the proposer does not adequately address if the properties are wheelchair livable and in line with universal design standards, will not be considered further.  For submissions relating to properties for disabled people who are not wheelchair users, where the proposer does not adequately explain how the properties meet the housing needs of disabled people, will not be considered further.





4) Location of properties	Are properties located within areas of the highest need?	25 Marks	Proposals with properties located in areas of higher need will be awarded more marks than submissions for areas with lower demand.
5) Availability	When will the proposed properties be available to occupy?	25 Marks	Proposals which will deliver properties sooner will score more highly than those delivering later

#### 8. OTHER

# 8.1 Deadline for Receipt of expressions of interest

This expression of interest will cease as soon as 1,000 homes have been subscribed under the Targeted Leasing Initiative.

## 8.2 Queries

Queries seeking clarification on any aspect of the initiative may be submitted via email to <a href="leasing@housingagency.ie">leasing@housingagency.ie</a>. Responses to all clarifications will be posted on the Housing Agency website. Where a proposer believes a query and/or response relates to a confidential aspect of its submission, the proposer must mark such query confidential. In these circumstances the Housing Agency will determine in its absolute discretion the appropriate course of action.





## 8.3 Complete Submission

- 8.3.1 Incomplete submissions may be rejected.
- 8.3.2 If, in the opinion of the Housing Agency, any submission deviates to a substantial degree from the requirements detailed in this Expression Of Interest the submission may be rejected.
- 8.3.3 Each proposer will be deemed to have satisfied itself prior to making its submission as to the completeness and sufficiency of its submission in compliance with the requirements of this Expression Of Interest.

# 8.4 Clarification of Submission

To assist in the examination and comparison of submissions the Housing Agency may request further information at any time and in relation to any element of this Expression Of Interest. Proposers are to note that clarifications may be raised by any party and responses to all clarifications will be posted on the Housing Agency website.

## 8.5 Right to Amend or Terminate the Process

- 8.6.1 The Housing Agency may at its absolute discretion:
  - (a) change the basis of or the procedures (including the timetable) relating to this Expression Of Interest;
  - (b) reject any or all of the submissions;
  - (c) request additional information from any proposer; and/or
  - (d) abandon the process.

## 8.6 Proposer Costs

Proposers shall bear all costs associated with the preparation, submission, and clarification of their submission. The Housing Agency will not be responsible and/or liable for any costs, expenses or losses which may be incurred by a proposer in the preparation, submission, or clarification of its submission, regardless of the conduct or outcome of the process.

# 8.7 No Liability

Proposers may not rely on anything contained in this document as a representation of fact or promise regarding the future, nor as constituting the basis of a contract or lease that may be concluded, in relation to the initiative.





No contractual relationship, implied or otherwise, or any other legal obligation will arise between a proposer and the Housing Agency or the Minister.

## 8.8 Sharing of Information

The Housing Agency reserves the right to share information submitted by proposers in response to this Expression of Interest with other State entities and bodies involved in the delivery of housing. These bodies include but are not limited to local authorities, The Department of Housing, Local Government and Heritage, the Housing Delivery Coordination Office, and The Land Development Agency.

## 8.9 Confidential Information

If a proposer considers that any of the information supplied in its submission should not be disclosed because it is confidential, the proposer should, when providing the information, identify that information as "confidential". The Housing Agency shall not disclose confidential information, save as required by law.

## 8.10 Freedom of Information Requirements

The Housing Agency and the DHLGH are subject to the Freedom of Information Act 2014 (the "**FOI Act**").

Where proposers consider any information, they provide to be "commercially sensitive" or "confidential", they shall mark the information as such. If requested by the Housing Agency, proposers must provide the Housing Agency with the reasons why they consider such information to be commercially sensitive or confidential. Failure to do so may result in such information being released in response to a request pursuant to the FOI Act. The Housing Agency will use reasonable endeavors to consult with proposers about sensitive information before making decisions on any request received under the FOI Act. In the event that the Housing Agency decides to release particular information relating to a proposer, the proposer will have the option to appeal the Housing Agency's decision to the Information Commissioner (as referred to in the FOI Act).

If there is a conflict between any agreement between or requirement of the parties and the statutory requirements of the FOI Act, the FOI Act will prevail.





### 8.11 Canvassing

If any proposer (or a person associated with a proposer), in connection with this Expression Of Interest, either:

- (a) canvasses or offers any inducement, fee or reward to any employee, servant or agent of the Housing Agency or its professional advisors; or
- (b) does anything which would constitute a breach of the Prevention of Corruption Acts 1889 to 2010 or the Registration of Lobbying Act 2015; or
- (c) approaches any employee, servant or agent of the Housing Agency or the DHLGH or its professional advisors, including for the purposes of soliciting information about this Expression Of Interest;

that proposer may be eliminated from the process, without prejudice to any other civil remedies available to the Housing Agency and without prejudice to any criminal liability which such conduct may attract.

# 8.12 Conflicts of Interest

Any actual or potential conflicts of interest arising, whether professional or commercial must be fully disclosed in writing to the Housing Agency as part of the process and on an on-going basis throughout the process, as soon as any actual or potential conflict becomes apparent.

In the event of an actual or potential conflict of interest arising, the Housing Agency will, in its absolute discretion, decide on the appropriate course of action, which may involve the exclusion of the relevant proposers from the process. If the Housing Agency determines that no such conflict of interest arises or that the conflict of interest is immaterial, then the Housing Agency may decide to take no action.





#### **APPENDIX 1 SUBMISSION CHECKLIST**

Please note that you should complete the appropriate checklist depending on whether a response to the Expressions Of Interest or a Pre-Planning Enquiry is intended.

### **Expressions Of Interest Submission**

### The following documentation is required:

No	Item	Included Y/N
1.	Signed Declaration (Appendix 2)	
2.	EOI Form completed and signed (Appendix 3)	
3.	Site Location Map	
4.	Proof of ownership	
5.	Planning Permission (If not already built)	
6.	Layout and maps of development/proposed properties	
7.	Rent Valuation with comparables (see 4.1.5)	
9.	Construction/Delivery Programme	
10.	If delivery is through an existing (i.e., recently built and not yet occupied) property, confirmation that the properties are vacant.	
11.	Evidence of Tax compliance	

#### **Declaration:**

I/we have reviewed the requirements as set out in the Expressions Of Interest and confirm that all required documentation is included in our/ my submission.





Signed on behalf of	





#### APPENDIX 2 MINIMUM REQUIREMENTS AND DECLARATION

# Minimum Requirements Part 1

A proposer must meet all of the minimum requirements for its submission to be eligible for evaluation.

- Declaration of Eligibility
   To be considered for selection a proposer must comply with the eligibility requirements set out below:
- 1.1. A proposer who has been the subject of a conviction by final judgment for one or more of the reasons listed below shall be excluded from further consideration:
  - (a) Participation in or membership of a criminal organisation; or
  - (b) Corruption; or
  - (c) Fraud; or
  - (d) Money laundering; or
  - (e) Terrorist financing.
- 1.2. A proposer shall be excluded from further consideration who is subject to bankruptcy or insolvency procedure or process, as follows:
  - (a) the proposer is bankrupt or the subject of a bankruptcy petition; or
  - (b) the proposer, being a body corporate, is being wound up or the subject of proceedings for compulsory winding up; or
  - (c) the proposer's affairs are being administered by a court; or
  - (d) the proposer is the subject of proceedings in which it is sought to have the proposer's affairs so administered; or
  - (e) the proposer has entered into an arrangement with creditors; or
  - (f) the proposer has suspended business activities; or
  - (g) the proposer is, in the opinion of the Housing Agency, in any situation analogous to any of those mentioned in subparagraphs (a) to (f) under a law of the State, another member state of the European Union or a third country relating to bankruptcy or insolvency of a kind specified in subparagraphs (a) to (f).





- 1.3. A proposer may be excluded from further consideration:
  - (a) who has been found guilty of professional misconduct by a competent authority that is authorised by law to hear and determine allegations of professional misconduct against persons that include the proposer; or
  - (b) who has committed grave professional misconduct provable by means that the Housing Agency can demonstrate; or
  - (c) who has not fulfilled an obligation to pay a social security contribution as required by a law of the country or territory:
    - (i) where the proposer ordinarily resides, or carries on business; or
    - (ii) in Ireland; or
  - (d) who has not fulfilled an obligation to pay a tax or levy imposed by or under a law of the country or territory:
    - (i) where the proposer ordinarily resides, or carries on business; or
    - (ii) in Ireland; or
  - (e) who has provided a statement or information to the Housing Agency knowing it to be false or misleading or has failed to provide to the Housing Agency a statement or information that is reasonably required by the Housing Agency.
- 1.4. Each proposer must provide details in its Declaration of Eligibility where any of the paragraphs in section 1.3 applies to it.



Declaration



# Part 2 **Declaration of Eligibility**

The following declaration must be completed and signed by the authorised representative of the proposer and submitted along with the submission.

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# Part 3 General Declaration

Declaration	
I	_[Name]
of	[Proposer's name]
hereby declare that any proposal / develor initiative is not subject to any other State for funding been applied for in respect of this properties contained within this properties out in the EOI document.	unding, nor has any other State proposal / development and
For and on behalf of the proposer:	
Signed:	
Print name:	
Capacity:	
Witnessed by [PRINT NAME] practicing s	solicitor.
Witness Signature:	
Date:	





## **APPENDIX 3**

## **EXPRESSION OF INTEREST FORM**

Section 1: Proposer Details	
Proposer Name:	
Contact Name:	
Address:	
Direct Telephone No:	
Contact Email Address:	
Tax Clearance Certificate Number and Expiry Date:	
Section 2: Proposer Profile	





1. Proposer type:					
Tick box					
Investment bank		Sovereign wealth fund		Bank	
Private equity fund		Limited company		REIT	
Pension fund		DAC		Special Purpose Vehicle	
Insurance company		QIF		Individual	
Partnership		Other – specify below			
Section 3: Propo	ser	Profile			
2. Corporate Str	ucti	ure:			
Please provide de	tails	of corporate			
structure, including Certificate of					
Incorporation, constitutional documents,					
if available, equity ownership (including					
names and addresses of shareholders),					
any guarantors. (Any additional					
information should be referenced here and attached to the Submission).					
3. Proposer team members:					
(If the proposer is	s wc	orking in conjunction			
with other parties please detail the names					
of those parties):					
4. Financial advisors:					
(If applicable specify the name of your financial and/or corporate advisors)					





5. Committed funding is a condition precedent for entry into an Agreement for Lease with a local authority. Proposers are required to provide a brief summary of their funding strategy to source committed funding to meet their Agreement for Lease and lease obligations, to include, without limitation, delivery of properties and delivery of services under the lease	
6. Brief proposer profile  This should include details of proposer's current activities:  Please highlight what in your view is relevant activity	





	se select either Lot 1, Lot 2 or Lot 3 by king the appropriate box.	
Lot 1	: Standard leasing with a maximum term of 25 years and a minimum discount of 17.5% on the agreed open market rent. Proposals should be for a minimum of 10 apartments and a maximum of 150 apartments in any one proposal. Each proposal should contain properties within one local authority area (more than one location within the particular local authority area will be considered).	
Lot 2	: Standard leasing with a maximum term of 25 years and a minimum discount of 17.5% on the agreed open market rent. Properties should be existing one-beds, vacant at the time of submission. Proposals should be for a minimum of 5 properties, with no more than 2 properties in any one development. It is permissible to combine properties from more than one local authority area.	
Lot 3:	Standard leasing with a maximum term of 25 years and a minimum discount of 17.5% on the agreed open market rent. Properties should be appropriately designed and specified for disabled people, in line with the principles of universal design. Subject to the minimum of 5 properties per proposal. It is permissible to combine properties from more than one local authority area.	





Section 5: Detailed Proposals for Initi
7. Proposal Overview
Please give an overview of your proposal. This should include, but not limited to the number, type, size, and location of properties, how it is felt that the proposal provides for a sustainable community, tenure mix in the area/development.  You should pay attention to the detail
listed in Sections 6 and 7 of the
Please include additional list if required.
9.Programme Delivery Please give details of the timeframe for
the delivery of the properties clearly setting out dates when properties will be available for tenanting and the timing of works (if any) required to deliver the properties.





# 10. Number and Type of Properties Lot 1

#### Please state:

- Number of apartments in the development;
- Number of apartments included in this proposal;
- Type of properties (number of each type should be stated)
  - 1-bedroom apartments
  - 2-bedroom apartments
  - 3+bedroom apartments

#### Lot 2

#### Please state:

- Number of properties included in this proposal.
- Number of developments included in this proposal.

#### Lot 3

#### Please state:

- Number of properties included in this proposal.
- Number of developments included in this proposal.
- Type of properties (number of each type should be stated)





# 11. Distribution of Properties

Please provide details of where within each development the properties will be located, highlighting the tenure mix in areas where the properties are located.





## 12. Open Market Rent

# 25 Year Lease with a minimum discount of 17.5 % on Market Rent (See Section 4.1 of the EOI)

a) Please state the monthly Open Market Rent, itemised per property type in **Appendix 4** below.

As per Section 4 of the EOI, the open Market Rent is to be evidenced by a rent valuation report prepared by a qualified valuer, (being a member of IPAV or of the Society of Chartered Surveyors Ireland or of such body of professional valuers or surveyors as shall for the time being have undertaken in Ireland the functions in the activity of property valuation currently performed by said institute or society) to evidence the Open Market Value per property type by referencing to three (3) recent comparable properties in the relevant area for each property type.





Section 6: Other information	
If you wish to include any other information with your Submission, please do so as an appendix to this form.	

	form.		
	Proposer name BLOCK CAPITALS	1	
_	Proposer signature		
-			58   Page





Position held			
	_		
DATE			





# **APPENDIX 4 Open Market Rent**

Unit Number	Address	Property Type	Open Market Rent





	_	

Please tab as appropriate to extend the above table if required.