

# Case Study

## Selling a surplus site for £750,000, enabling social housing

### COBURG COURT DORSET

#### Background

##### Site:

0.92 Ha site with 12 housing units GIA 632m2.  
Formerly occupied by hospital staff

##### Customers:

- Dorset Clinical Commissioning Group (CCG)
- Dorset Council
- East Boro Housing Trust

##### NHSPS representatives:

- Nicola Booth, Senior Transactions Manager

#### The Challenge

Dorset CCG announced the site surplus to requirements in June 2018, and NHSPS was tasked with providing the best value for the site, with a quick turnaround to save on site running costs.

#### Customer Feedback

*"This is an excellent example of The NHS, Dorset Council and a Local Specialist Housing Association working together to make this project happen. East Boro is extremely grateful to our colleague organisations for supporting our vision for the future of Coburg Court and now look forward to providing both supported and family accommodation at the scheme."*

Kevin Hodder, Chief Executive of East Boro Housing Trust

#### The Solution

NHSPS teams carried out legal work to create a clean Title on the property by surrendering a finance lease. We decided to keep the existing use classification as C3 residential as this would deliver the most value to future occupiers.

We then placed the site on The Electronic Property Information Mapping Service (e-PIMS™), which is the central database of Central Government Civil Estate properties and land, giving public sector organisations an opportunity to register interest in the site before opening it up to the wider market. From here, Dorset Council and East Boro Housing Trust started negotiations.

This site will now be converted into specialist accommodation to provide housing and care support to vulnerable adults in the local community as well as two family homes. This project was funded by the NHS England Transforming Care Programme, to support moving patients from hospital beds to more suitable residential settings.

#### The Result

Selling the surplus site generated £750,000, which can now be reinvested into the NHS estate.

It also meant the NHS will save the running costs of £65,000 per annum.

The new premises will enable residents to leave hospital settings and enjoy their home environment with care support, as well as **freeing up hospital bed space** for those who need it most, and **saving the NHS in-patient care costs (£500,000pa versus £200,000pa).**

The project has been nominated for "The Most Outstanding Contribution to Health Delivery Outcomes in the UK in 2018" award by the UK Over 50s Housing Awards.