



ANNEX A - SPECIFICATION

Ref. CPD4121135

1 Introduction
1.1 MHCLG requires the fortnightly delivery of housing market indicators covering England, the English regions and local authorities.
2 Background
2.1 MHCLG has a responsibility to deliver the homes the country needs. Due to the current economic downturn and coronavirus pandemic, the housing market is facing a number of unique challenges.
2.2 In order to meet these challenges, MHCLG is seeking new timely and granular data on the housing market, covering both the sales and lettings markets. This data will be used to monitor the health of the housing market and inform policymaking. A full list of the indicators required can be found in Section 5.
3 Scope
3.1 Fortnightly deliveries of housing market indicators covering the previous fortnight of transactions.
4 Deliverables/Outputs and Performance Measures
<i>Timing of data deliveries</i>
This will be a five-month contract resulting in fortnightly deliveries, starting on Monday 16 November 2020 and ending at the end of March 2021. MHCLG reserves the right to extend the contract for up to a further 3 months until the end of June 2021.
The supplier must be ready to start supplying the data from Monday 16 November 2020.
In addition to the fortnightly indexes, the supplier must initially supply at least three months of historical data from the same indexes to allow MHCLG analysts to calibrate the indexes.
<i>Data required</i>
A) Geographical areas
<ul style="list-style-type: none">• at individual local authority level (housing authorities) for England• for the nine English regions ((London, North East, etc)• national totals for England



B) Indicators required

i) Geographical information:

- *Name of local authority/region/country*
- *ONS code of local authority/region/county (e.g. Adur = E07000223)*

ii) Figures relating to the latest available fortnight:

- *Number of new listings – for sale*
- *Number of new listings – for rent*
- *Sale demand index [such as number of unique queries received?, expressed as an index?]*
- *Rent demand index [such as number of unique queries received?, expressed as an index?]*
- *Number of sales agreed*
- *Number of lets agreed*
- *Average sales price (mix-adjusted for local area) (£)*
- *Average rental price (£ per month)*
- *Average time taken to sell (days)*
- *Average time taken to rent (days)*
- *Numbers of sales falling through ('Fall-throughs') [sales only]*
- *% of listings that have been reduced in price*

ii) Year-on-year percentage changes:

Compared with the corresponding fortnight a year earlier:

- *Number of new listings – for sale*
- *Number of new listings – for rent*
- *Sale demand index*
- *Rent demand index*
- *Number of sales agreed*
- *Number of lets agreed*
- *Average sales price*
- *Average rental price*
- *Average time taken to sell*
- *Average time taken to rent*
- *Numbers of sales falling through*
- *Proportion of listings reduced in price*



Data quality

Suppliers must have a representative and unbiased sample of the housing market conditions across the country, providing sufficient detail at a local level but also a representative national picture.

Suppliers must have a sufficient sample size in every specified geography to provide significant results.

Asking prices must either be mix adjusted (weighted by the prevalence of dwelling types by geography to avoid fluctuations based on listing characteristics).

5 Approach

5.1 The data must be supplied in Microsoft Excel format by email to callum.shannon@communities.gov.uk on the Monday morning of a delivery week - and no later than 12.00 midday.

6 Key Dates

- 6.1 The service will commence on Monday 16 November 2020.
- 6.2 Data will be provided on a fortnightly basis thereafter.
- 6.3 The final delivery of data is expected to be on Monday 29 March 2021.
- 6.4 MHCLG reserves the right to extend the contract period for up to a further three months to provide data until Monday 28 June 2021.

7 Contract Management Arrangements

- 7.1 The supplier must identify a contact manager in their organisation who will be the primary focal point for MHCLG for the duration of the contract. This does not need to be the same person who sends the fortnightly data but should be somebody with a good knowledge of the data who can answer questions.
- 7.2 Following the first delivery of data MHCLG will send feedback on the format and content of the data to the supplier. If there are any issues MHCLG will discuss these with the supplier.
- 7.3 Reviews/catch ups will be held with the Supplier following every four deliveries of data to ensure any issues are swiftly dealt with.
- 7.4 The supplier will invoice MHCLG on a monthly basis, in arrears.
- 7.5 MHCLG will make payments to the supplier, in arrears, following receipt and acceptance of the data deliveries due in the preceding month.