

## WONDERFULHOMES

creating wonderful places to live

### Acocks Green, Birmingham

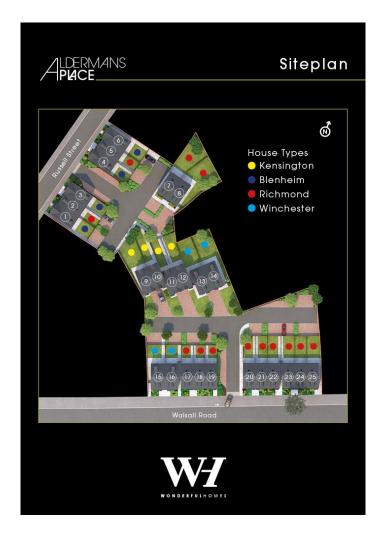
5 x 4 bed town houses Former Public House car park





# Willenhall, Walsall

25 x 3 & 4 bed houses Former Comet Store and Car Park







# Willenhall, Walsall 25 x 3 & 4 bed houses









38 new homes for affordable rent Former locally listed Public House & Grounds





















### Coddon Club, Telford

37 new homes for Affordable Rent Former Sports & Social Club







### Challenges that hold SMEs back

#### **General:**

- Suitable land at viable prices
- Appraisal Confidence
  - Planning time to process and uncertainty
  - Funding
  - Price Inflation labour and materials
  - Skilled Labour Shortage
  - Confidence in the market
- Staff & Employment Risk
- Due Diligence Cost Risk
- Overhead Costs

## Challenges that hold SMEs back

#### **Working with Local Authorities & Housing Associations:**

- Time taken to make decisions & commit
- Complex tenders
  - Lack of resource to process
  - Opportunity cost
- SME's have a different business model to PLCs
  - Can't afford to loss lead
  - Can't afford to work on risky low margins
  - Don't make up margin through litigation
  - Higher cost of money and less of it
  - Funding reliant on minimum GM of 20%

But it can work very well