



Julian Thompson FRICS ACIH

Qualifications Fellow Royal Institution of Chartered Surveyors | Associate Chartered Institute of Housing

Position Managing Director | Head of Affordable housing | Jolliffe and Flint

Location London

KEY EXPERIENCE

- Chartered Valuation Surveyor and Affordable Housing Consultant with over 25 years experience in affordable housing. Responsible for all aspects of affordable housing work for Jolliffe and Flint, advising both public and private sectors - local authorities, housing associations and developers.
- Regular contributor to professional journals and a conference speaker.
- Specialising in development appraisals, Section 106 planning obligations, scheme implementation and housing needs and in regular touch with leading housing associations, developers, local authorities and Homes and Communities Agency.
- Combines a broad range of skills, knowledge and experience designed to meet the needs of clients in a rapidly evolving and complex market sector.
- Maximising the returns in respect of affordable housing provision. Negotiations with housing associations.
- Negotiating Section 106 planning obligations to obtain appropriate affordable housing percentage and maximise capital benefit to client.
- Financial appraisals and valuations. Valuation of development sites and housing schemes for housing associations. Feasibility and viability assessments of affordable housing.
- Development appraisals and housing strategies. Stock option appraisals.
- Regeneration strategy and appraisals for housing associations, local authorities and developers.
- Advising a significant number of developers regarding the provision of affordable housing particularly though Section 106 planning obligations including the selection of housing associations and negotiations to achieve a suitable partnership to deliver the affordable housing as part of the planning obligations.

CAREER

1973 - 1995	Partner Jolliffe & Flint
1995 - 2004	Director Head of Housing GL Hearn
2004 - 2007	Partner Head of Affordable Housing Donaldsons
2007 - 2008	Partner National Head of Affordable Housing King Sturge
2008 -	Managing Director Head of Housing Jolliffe and Flint



PUBLICATIONS

2007	The Future of Affordable Housing on Planning Gain Sites
2007 onwards	Contributor to "Inside Housing"
2004 onwards	Regular contributor; conference planner/speaker; Henry Stewart Conferences
2009	It's Time We Learnt to Share

DETAILS OF RECENT RELEVANT PROJECTS EXPERIENCE

Elephant & Castle	Planning Inquiry Proof of Evidence on affordable housing relating to 100% shared ownership on residential development.		
Bermondsey	Negotiations with local authority relating to shared ownership as off site affordable housing contribution.		
Elephant & Castle	Appraisals to achieve all shared ownership on regeneration site.		
Peckham	Negotiations to achieve 100% shared ownership.		
Bermondsey	Negotiations to achieve 100% shared ownership affordable housing as part of urban regeneration.		
London Bridge	Justification of increased proportion of shared ownership on regeneration site.		
Wimbledon	Economic viability modelling relating to reduced affordable housing provision as part of major town centre regeneration.		
Wandsworth/Lambeth Housing Stock Valuation for Housing Revenue Account.			
Rural Housing	Promotion and delivery of large new rural affordable housing schemes including negotiations with the Housing Corporation, Council and RSL, Rural Needs Survey and Section 106 planning obligation		
	Cherwell	South Lakeland	Sedgemoor
	Waverley	Mendip	New Forest
New Settlements	Affordable housing consultancy regarding major new settlements and urban expansions including:		
	Aylesbury;	Biggleswade	Poole
	Bedford;	Horley;	St Neots
	Bicester	Luton	Uckfield
	<ul style="list-style-type: none"> • Section 106 negotiations, • Affordable housing provision, • RSL partner selection, • Housing Corporation/Homes and Communities Agency liaison and viability appraisals. Social housing grant advice. • Housing Needs Survey assessments 		



- Negotiations with housing associations on price and delivery of affordable housing.
- Affordable housing economic viability including Greater London Authority Affordable Housing Development Appraisal Toolkit and Homes and Communities Agency Economic Appraisal Tool.

East Sussex: Valuation and financial appraisal of major housing stock being acquired by Registered Social Landlord from another Housing Association.

Current/Recent Clients

A2 Dominion Group	Eric Wright Group	Moat Housing Group
Acorn Homes	Gallagher Estates	Orbit Group
Acorn Property Group	Gallions Housing	Nestlé
Affinity Sutton	Galliard Homes	Network Housing Group
Applethwaite	Genesis Housing Group	Northstar 2000
Arrowcroft	George Wimpey	Paradigm Housing Group
Aster Group	Guinness Trust	Raglan Housing
Banner Homes	Henry Developments	Real Estate Evolution
Belgrave Land	Igloo Regeneration	Roseberry Homes
Bolsover District Council	ING Developments	Q Developments
Bromford Housing Group	Inland	Sarsen Housing Association
Buxton Homes	ISIS Waterside Regeneration	Stephen Howard Homes
Byrne Estates	JJ Gallagher	Southern Housing Group
Cadenza Group	Kier	Telereal
Cantor Developments	Land Regeneration Partnerships	Test Valley Housing
Capital and Provident	LancsVille Construction	Thames Valley Housing
Catalyst Housing Group	Lincoln City Council	Trademark Homes
Cathedral Group	London & Quadrant	TransLloyd
Citrus Healthcare	Magna Housing	UA Developments
Circle Anglia	Maple Grove Developments	Virginia Water Development
City & Docklands Property	Martin Grant Homes	Vered Developments
Creswell	Martin Properties	Walker Residential
Criterion Capital	Meadway Homes	Wates Group
Dandara	Metropolitan and Suburban	Wates Developments
Deco Design & Build	Metropolitan HT	West Wiltshire Council
Derwent Living	Midland & City Developments	Weymouth & Portland BC
Ensign Group	MinC Investments	Woodford Land