

STAFF NEWS

Matthew Drysdale has qualified as a RICS member.

Jessamy Venables has joined us to work on both the agency and consultancy teams.

UPCOMING EVENTS

Sponsorship of the Leadership award at the **3rd Sector Care Awards**, organised by CMM and held on 3rd December at the London Marriott Hotel Grosvenor Square.

Joint sponsors of the **10th Annual Caring Times Christmas Lunch** being held on 11th December at the prestigious Dorchester Hotel on Park Lane.

Only 13.8 per cent of UK care homes have wetrooms

Hot off the press is our most recent research, which details the ensuite wetroom provision for care homes in the UK. The research was conducted over a six-month period and is based on more than 6,000 telephone interviews.

In the UK, the overall provision of wetrooms in care homes is approximately 14 per cent of total registered capacity, although, this varies enormously from town to town, county to county and country to country when analysed in detail.

Scotland has the highest provision of wetrooms overall with 19 per cent. This is compared with Wales, which has the lowest provision at 5 per cent, Northern Ireland with 10 per cent and England with 14 per cent.

The number of ensuite bedrooms also varies from country to country, with Scotland again delivering the highest proportion at 75 per cent, considerably higher than the national average of 62 per cent. Northern Ireland has the lowest ensuite provision at 34 per cent, Wales has 44 per cent and England delivers a 63 per cent provision.

This research should provide operators with some useful guidance as to where opportunities for improvement exist.

The research can be broken down into individual settlements, and the local disparities are particularly noticeable at this level. Only 13 post towns in the UK have a 100 per cent wetroom provision, with some 612 postal towns having no wetroom provision whatsoever.

Ben Hartley, Director at Carterwood said, "According to the research, it appears that new builds increasingly contain, or are set to contain, wetroom facilities. In the last three years, over 95 per cent of proposed elderly care homes for which we undertook feasibility studies have incorporated wetrooms in their design and we anticipate that this trend will continue.

"The levels of wetroom provision are probably lower than most of us expected, but they conclusively reinforce the opportunity for developers and operators to develop this important feature in future care homes."

Further summaries will be issued over the coming months to provide you with a flavour of other aspects of the research such as care sectors, wealth profiles, type of care home and fees.

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Carterwood wins “UK Property Consultancy Firm of the Year”

Carterwood is delighted to have won the “UK Property Consultancy Firm of the Year” award from the premier global M&A magazine, ACQ. Since 2008, the ACQ Global Awards have been celebrating achievement, innovation and brilliance and this is the first time that Carterwood have been nominated.

ACQ operates a legitimately independent nomination process and importantly, award winners are chosen by their readership.

On receiving the award, Amanda Nurse, Director at Carterwood commented: “We are delighted to have won such a prestigious award. To have been chosen by readers of the magazine rather than a panel is testimony that Carterwood is becoming a significant player in the long term healthcare sector and the adult social care sector”.

Successful acquisition for Care Management Group

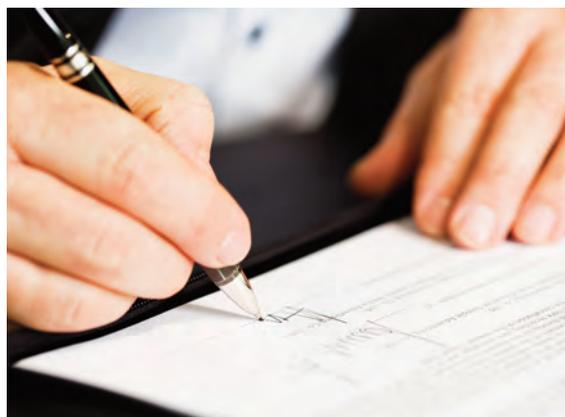
Carterwood has successfully acquired a domiciliary care provider based in Surrey on behalf of Care Management Group.

Starr Care, a provider of home care and support services since 2000, was owned and founded by Nigel Sibley and has a team of 35 care and support workers.

Gary Fitton, Financial Director at CMG commented on the acquisition, “As part of our expansion and acquisition strategy Starr Care fits very well with our future growth plans. We were delighted with the approach Carterwood took to fulfil our brief and the short timescales involved”.

Carterwood’s Tom Hartley, who was responsible for the acquisition, commented, “The bespoke nature of our business meant that we were able to tailor our approach to potential vendors and achieve a relatively quick transaction, which CMG were delighted with”.

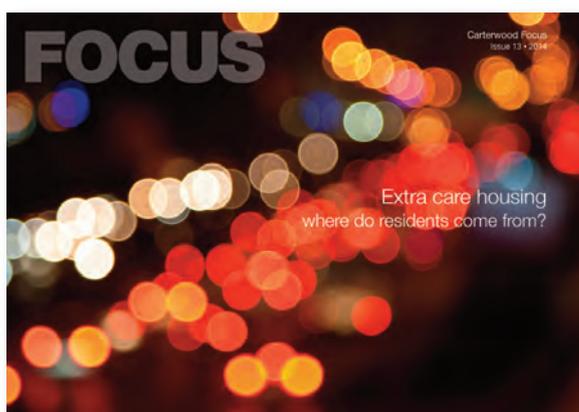
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Will the private extra care market take off in 2014?

A few months ago Ben Hartley wrote an interesting article for Housing LIN on this question, which was the subject of a Housing LIN Viewpoint No 61. He looked at the prospects for the 'independent' sector rising to the housing and care challenge and making its mark this year. People are living longer lives - but how can they have a good quality of life, well into old age? One part of the answer to that question centres on the provision of housing and care choices that are appropriate to the wishes and needs of those people as they get older.

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Research reveals strong local demand for housing-with-care schemes

We have recently published new research in conjunction with ARCO (Associated Retirement Community Operators) and its members to determine patterns of those moving, retiring and downsizing into extra care housing.

The research involved information from over 3,800 residents on the distances between the postcodes of their last homes and the postcodes of the housing-with-care schemes where they currently reside. Responses were calculated and then cross-referenced to the data with a number of different variables, including the location of next of kin, tenure type and age profile.

The influence of local geography is a strong determining factor for people moving into an extra care scheme, and Carterwood's research reveals the key factors affecting how geography impacts on supply and demand. Residents moved to schemes within their local area, where available. The average moving distance was just over 3 miles – very similar to the care home market. There were some differences between tenure, with local authority funded extra care schemes having lower moving distances (at under 2 miles), which can be attributed to local authorities often having nomination rights.

The research also showed that moving distances were equally low (at around 5 miles) in the leasehold market. There were some variations, with residents in 'middle market' schemes moving an average of 3.4 miles, while those in high-end schemes moved much further on average, at just under 20 miles.

Needs assessments help gain planning permissions

A number of clients have achieved planning permissions recently after Carterwood were asked to provide needs assessments in support of the applications.

Cornwall Care has been granted planning permission by Cornwall Council for a 72-bedroom care home with a 75-unit extra care scheme in Wadebridge.

Runnymede Borough Council has granted full planning approval for the demolition of existing buildings at Parklands in Chertsey and redevelopment into a 70-bedroom care home with 50 extra care apartments. We were asked by Frontier Estates, the landowners, to prepare a needs assessment in support of the planning application.

Reigate and Banstead Borough Council has granted full planning approval to Signature Senior Lifestyle for the development of an 87-bedroom care home in Reigate, which will include a 24-bedroom dementia community. The care home will provide specialist care within a dedicated environment, specifically designed to care for older people living with dementia.

Ben Hartley, director at Carterwood, commented "Our needs assessments for these clients demonstrated that there was a significant shortfall in market standard bedspaces. A recent study predicts that the overall number of those with dementia will rise from 850,000 now to more than two million by 2051, because of the ageing population; and achieving these planning approvals ensures that provision can be provided for these well needed facilities."



Planned development of a 70-bedroom care home with 50 extra care apartments in Chertsey



Signature Senior Lifestyle's development of an 87-bedroom care home in Reigate

Carterwood aids Ocean Community Services with their acquisition strategy



Specialist healthcare agents Carterwood have successfully completed an acquisition on behalf of residential services provider, Ocean Community Services.

Carterwood were asked to investigate and identify suitable acquisition opportunities for Ocean Community Services, who were looking to extend their service provision in England and were seeking opportunities to complement their existing home in Bristol.

Carterwood conducted a property search based on knowledge of the local market in the South West, and undertook a detailed desktop search of existing and former care homes in Bristol and identified a number of opportunities.

Tom Harrison, Associate at Carterwood, commented on the acquisition at Ludlow Street, "Our understanding of OCS's existing services and requirements enabled us to focus our search and source a suitable care home that matched their requirements".

Supporting a local charity, the Children's Hospice South West

A strong desire to support an industry event and a local charity, the Children's Hospice South West, resulted in three agents from Carterwood being pitched against a researcher from the same company in the second annual "Colliers International Bristol Professionals TRYathlon."

The triathlon, held on 10th July at Tockington Manor School, attracted over 140 competitors and consisted of a 400 m swim, a 16 km cycle and a 5 km run. Michael Lelliott, Carterwood researcher, completed the event in 1 hour 17 minutes and 20 seconds. The three agents formed a relay team, with Matthew Drysdale, Tom Hartley and Amanda Nurse completing the swim, cycle and run respectively in 1 hour 20 minutes and 29 seconds.

The weather was kind and sun cream was the order of the day. Enthusiasm was high for a fun event that combined a difficult challenge and a very worthwhile cause. During the event the competitive edge was increased as participants passed each other on the challenge route, allowing them to greet and encourage each other to greater efforts.

Needless to say Matthew, Tom and Amanda are already planning their strategies for 2015, with the focus of a target time of under 1 hour 10 minutes - no doubt aiming to beat Michael next time out!



For more information about Carterwood or to find out how we can help you please telephone 08458 690777

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