



## VALUE FOR MONEY 2025

PREPARED BY

Horton Housing Association (HHA)

## Value for Money

We want to make sure that the services and accommodation we provide deliver value for money.

We measure ourselves against benchmarks set by the Social Housing Regulator and internal benchmarks that we set ourselves.

These indicators allow us to measure our performance compared to other housing associations. It also helps us see how we have improved year by year.

The two benchmarks we measure ourselves against are:

- Smaller Providers Benchmarking (SPBM) – this compares us to other housing associations which manage fewer than 1,000 homes.
- Sector – this compares us to all housing associations.

Median is a way of measuring the average.

Measure	What this means or measures	Our 2025 results	Our 2024 results	Our 2023 results	2024 SPBM Median	2024 Sector Median	Comments
Operating margin (overall)	This shows our profit before interest costs on any loans and any exceptional items are taken into account.  A higher percentage shows greater profitability.	10.3%	11.4%	13.7%	15.52%	19.3%	We show healthy operating margins for overall and social housing lettings.
Operating margin (social housing lettings)		10.3%	11.4%	13.7%	18.52%	21.1%	It is difficult to compare years as this is affected by the varying amounts of capital grant (funding) we receive in any one year.
EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortisation) interest cover	This is a measure of how much cash we generate after we have paid out all our direct costs. This is available to pay the interest on our loans and to invest in our properties.	479.0%	693.5%	833.6%	200%	123%	We show an extremely strong EBITDA measure.
Units developed	The number of units we have developed.	27	21	40	0	n/a	We have continued to develop new properties.
Units developed as a % of owned	This measures the number of new social housing units we have acquired or developed in the year as a % of the units at the start of the year.  A higher % means more new units.	3.7%	3.3%	6.5%	0	1.45%	We have continued to develop new properties to a much greater extent than other small providers, and compared to sector benchmarks.

Measure	What this means or measures	Our 2025 results	Our 2024 results	Our 2023 results	2024 SPBM Median	2024 Sector Median	Comments
Gearing	<p>This measures how much of our funding comes from borrowed money (debt to a bank).</p> <p>A higher percentage means more funding is from money that we have borrowed.</p>	20.1%	24.9%	30.3%	17.3%	46.8%	<p>We show healthy operating margins for overall and social housing lettings.</p> <p>It is difficult to compare years as this is affected by the varying amounts of capital grant (funding) we receive in any one year.</p>
Reinvested	<p>This measures the amount we invested in new and existing social housing properties as a % of the total value of our social housing stock owned.</p> <p>A higher percentage means greater reinvestment.</p>	11.9%	5.7%	13.2%	2.7%	8.2%	This reflects that Horton continues to reinvest in its new and existing properties, although it has reduced more recently.
Customer Satisfaction	This measures the customer satisfaction with services provided. This information is taken from our annual client survey.	95%	95%	97%	83.2%	69.4%	This is measured annually and shows the high quality of service provided.

Measure	What this means or measures	Our 2025 results	Our 2024 results	Our 2023 results	2024 SPBM Median	2024 Sector Median	Comments
Return on Capital Employed	This measures the efficiency of our investment by comparing how much we have left once we have removed our operational costs to how much we have invested. A higher percentage means more efficient investment.	5.5%	6.4%	8.2%	2.53%	2.8%	This has varied in line with the operating surplus but is dramatically affected by the amount of grant received in any one year.
Social housing cost per unit	This measures the cost of delivering the social housing services we provide divided by the number of houses we own or manage.  It takes into account all our costs of managing, maintaining and improving properties, as well as the support we provide to our tenants and others in the community.	£24,840	£26,811	£25,509	£6,447	£5,046	Our overall results are fairly consistent but significantly more than any sector or small provider benchmarks. This is due to Horton providing both supported housing and floating support services. All these costs are included, although not all support is provided to our tenants.

Measure	What this means or measures	Our 2025 results	Our 2024 results	Our 2023 results	2024 SPBM Median	2024 Sector Median	Comments
Overheads as a % of turnover	This measures the amount of our income spent on overheads, rather than the direct cost of the services and houses provided.	17.4%	16.8%	18.8%	18.99%	16.07%	Our figures have increased in the last few years due to additional investment in ICT and Health and Safety. However, they have now stabilised and we still spend around the same as other housing associations.