

This is a published notice on the Find a Tender service: <https://www.find-tender.service.gov.uk/Notice/033176-2025>

Planning

## **North Lanarkshire Council - New Build Housing Pathfinder (2025 / 26)**

North Lanarkshire Council

F01: Prior information notice

Prior information only

Notice identifier: 2025/S 000-033176

Procurement identifier (OCID): ocids-h6vhtk-054ed1

Published 18 June 2025, 10:27am

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

North Lanarkshire Council

Civic Centre, Windmillhill Street

Motherwell

ML1 1AB

#### **Email**

[newhousingsites@northlan.gov.uk](mailto:newhousingsites@northlan.gov.uk)

#### **Country**

United Kingdom

#### **NUTS code**

UKM84 - North Lanarkshire

## **Internet address(es)**

Main address

<http://www.northlanarkshire.gov.uk>

Buyer's address

[https://www.publiccontractsscotland.gov.uk/search/Search\\_AuthProfile.aspx?ID=AA00010](https://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA00010)

## **I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

## **I.3) Communication**

Additional information can be obtained from the above-mentioned address

## **I.4) Type of the contracting authority**

Regional or local authority

## **I.5) Main activity**

Housing and community amenities

---

## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

North Lanarkshire Council - New Build Housing Pathfinder (2025 / 26)

#### **II.1.2) Main CPV code**

- 70121000 - Building sale or purchase services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

North Lanarkshire Council (the Council) are undertaking an innovative development pathfinder' approach for the purchase of newly built affordable homes for social housing in North Lanarkshire

#### **II.1.6) Information about lots**

This contract is divided into lots: No

### **II.2) Description**

#### **II.2.2) Additional CPV code(s)**

- 70121000 - Building sale or purchase services
- 70123100 - Sale of residential real estate
- 70111000 - Development of residential real estate
- 45211000 - Construction work for multi-dwelling buildings and individual houses
- 45211100 - Construction work for houses
- 45211300 - Houses construction work

### **II.2.3) Place of performance**

NUTS codes

- UKM84 - North Lanarkshire

### **II.2.4) Description of the procurement**

North Lanarkshire Council (the Council) are seeking to continue their innovative 'development pathfinder' approach for the purchase of newly built new affordable homes for social / affordable housing in North Lanarkshire.

The scale of the ambitious new build programme presents a number of delivery challenges, not least in procuring enough homes that meet the required standard and which can be delivered in a cost-effective and timely way. Therefore it is proposed to expand the use of 'off the shelf' acquisitions of completed homes from private developers.

The 'development pathfinder' approach whereby the Council proactively engages with developers about bringing forward private sector housing sites, on which the Council may be able to purchase properties. This approach may bring forward additional affordable homes and reduce both costs and risks associated with the Councils new build programme. It may also be attractive to developers as it could de-risk their investments (by providing a guaranteed buyer for at least some of the homes on a site) and secure their supply chains. It may also enable the development of alternative tenures, including mid-market rent and shared equity. The approach could therefore help stimulate private sector delivery, attracting new jobs and residents into North Lanarkshire

The Council already acquires completed homes from developers on private sector sites as part of developers' affordable housing policy obligations in the Cumbernauld housing market area and in Ravenscraig, Motherwell. At time of publication of this Prior Information Notice, over 300 homes have been purchased through AHP and Pathfinder turnkey approaches with agreements in place for a further 102 homes to be purchased in future.

Under the development pathfinder approach, the Council would not undertake a formal procurement procedure by issuing tender documentation specifying its requirements for a particular site etc. Instead, the Council would engage directly with the market, providing outline guidance on its ambitions on the location, site mix etc. for acquisition of units in particular geographical areas.

The Council would, in asking developers to come forward with proposed sites, be under no obligation to purchase homes. The Council would, on a case by case basis, have to satisfy itself that it is acting within its powers, reflecting on its obligations under procurement legislation. Any proposals received would be evaluated to ensure value for money can be demonstrated. This approach would by necessity result in less control being exercised by the

Council in respect of the design of homes that may be built and the pace of development, relative to those projects where the Council acts as employer in a traditional works contract. Any agreements made with developers will be subject to a 'longstop' set out in missives, enabling the Council to break the agreement should the development not be delivered within the required timescales.

To ensure that the Council can effectively engage with interested parties and efficiently consider and respond to any enquiries and proposals made, the Council will employ this approach across North Lanarkshire where there is higher demand and / or a significant re-provisioning programme.

Further information regarding engagement is stated within section VI.3) Additional information of this notice.

## **II.3) Estimated date of publication of contract notice**

31 March 2026

---

## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: Yes

---

## Section VI. Complementary information

### VI.3) Additional information

The process for engagement with the market for this development pathfinder approach is as follows:

- This advert prepared and placed on the Public Contract Scotland stating that the Council are looking for set numbers of certain sizes of homes within designated Council housing areas.
- Interested parties who feel that they meet the parameters outlined should submit their proposals to [newhousingsites@northlan.gov.uk](mailto:newhousingsites@northlan.gov.uk)
- All proposals submitted will be assessed by the Council to determine if the proposals meet the Council's requirements in terms of cost, quality and type of housing
- Following assessment of proposals and any further negotiations, the developer and the Councils Estates team would agree a price that is value for money for the Council. The Council are seeking to secure a bulk purchase discount that would be negotiated in a site by site basis.
- Missives would be agreed between the developer and the Council.
- Payment method would be agreed between the developer and the Council with methods such as turnkey purchases or payment at agreed stages being considered on a site by site basis.

#### Proposal Requirements and Assessment

Proposals received will be evaluated to determine if they meet the Council's requirements over a number of factors including (but not limited to) cost, quality, locality and type of housing.

All proposals received by the Council will be assessed in an equal, fair and transparent manner to ensure sites proposed meet the demands of the Council.

Proposals must be:

- for sites designated as suitable for housing in the current or emerging Local Development Plan <https://www.northlanarkshire.gov.uk/planning-and-building/development-plans>
- of the right type and in the right location to meet housing needs of the Council;

-for homes which meet the required accessibility and sustainability standards for new social homes (Housing for Varying Needs and Silver Aspects 1 and 2 or their industry standard equivalents);

#### Other Requirements

-Company must own or have an option on the site.

- There is now a legal requirement for automatic fire suppression systems in all new social housing dwellings. The revised standards and supporting guidance apply to all building warrants submitted on or after 1 March 2021

- It is a requirement for non gas central heating sources to be utilised for new affordable homes if the Building Warrant was submitted after 1 December 2023

-Site must already be allocated to housing use.

-If wheelchair provision is possible then this would be welcomed

Interested parties should be aware that this Prior Information Notice is being issued by the Council for the purposes of communicating its requirements with the wider supply market. The Councils requirement is not subject to the Public Contracts (Scotland) Regulations 2015 by virtue of Regulation 11.1(a).

The Council reserves the right to clarify and seek additional information in regards to any proposals received.

The Council is under no obligation acknowledge receipt, clarify, accept, provide feedback or respond to any proposal that may be received.

The deadline for submitting proposals is 31st March 2026.

NOTE: To register your interest in this notice and obtain any additional information please visit the Public Contracts Scotland Web Site at [https://www.publiccontractsscotland.gov.uk/Search/Search\\_Switch.aspx?ID=802018](https://www.publiccontractsscotland.gov.uk/Search/Search_Switch.aspx?ID=802018).

(SC Ref:802018)