



Department for Levelling Up,
Housing & Communities

CORE Sales questions for 2022/23

The 2022/23 CORE sales collection will open on **1 April 2022**.

Ahead of this, we have published the new 2022/23 sales:

- questions
- bulk upload template
- bulk upload specification

You should use these for any new purchases completing on or after 1 April 2022.

We have not yet provided an updated paper sales log because we're designing a new version to make it simpler and more straightforward to use. We'll make this available before the 2022/23 collection opens.

What changes can you expect?

You may have heard that we are making improvements to CORE, to make it easier and quicker for data providers to submit valid CORE data first time.

We've done lots of research and testing with users to make sure the questions and response options are:

- clear
- easy to understand
- accessible (for example, for people who have dyslexia or use screen readers)
- presented in a logical, themed way (including the paper sales log)

This document shows the new questions for 2022/23 alongside the 2021/22 questions so you can see the differences.

You can find this document and the bulk upload template and specification on the [Guides and Manuals](#) page of the CORE website.

Set up your sales log

Complete for all sales

22/23	21/22
<p>What is the sale completion date?</p> <p>For example, 12 11 2020</p> <p>Day/Month/Year</p>	<p>Date of completion of sale</p>
<p>What is the purchaser code?</p> <p>[enter code]</p>	<p>Purchaser code</p>
<p>Was this purchase made through an ownership scheme?</p> <p>1 Yes - a shared ownership scheme 2 Yes - a discounted ownership scheme 3 No - this is an outright or other sale</p>	<p>New question. Response determines which of these sections are completed later:</p> <ul style="list-style-type: none"> - shared ownership - discounted ownership - outright sale
<p>If shared ownership, what is the type of shared ownership sale? (A shared ownership sale is when the purchaser buys up to 75% of the property value and pays rent to the Private Registered Provider (PRP) on the remaining portion.)</p> <p>2 Shared Ownership 24 Older Persons Shared Ownership 18 Social Homebuy (shared ownership purchase) 16 Home Ownership for people with Long Term Disabilities (HOLD) 28 Rent to Buy – Shared Ownership 30 Shared Ownership – 2021 model lease 31 Right to Shared Ownership</p>	<p>16. Type of sale – shared ownership</p> <p>2 Shared Ownership 24 Older Persons Shared Ownership 18 Social Homebuy (shared ownership purchase) 16 Home Ownership for people with Long Term Disabilities (HOLD) 28 Rent to Buy – Shared Ownership 30 Shared Ownership – 2021 model lease 29 Right to Shared Ownership</p>
<p>If discounted ownership, what is the type of discounted ownership sale?</p> <p>8 Right to Acquire (RTA) 14 Preserved Right to Buy (PRTB) 27 Voluntary Right to Buy (VRTB) 9 Right to Buy (RTB) 29 Rent to Buy – Full ownership 21 Social HomeBuy for outright purchase</p>	<p>30. Type of sale – full ownership</p> <p>Same response options</p>

22 Any other equity loan scheme	
If outright sale, what is the type of outright sale? 10 Outright 12 Other sale If 'other', what type of sale is it? [free text]	38. Type of sale Same response options
Is the buyer a company? 1 Yes 2 No	New question. Outright sales only.
Will the buyers live in the property? 1 Yes 2 No	New question. Outright sales only.
Is this a joint purchase? 1 Yes 2 No	New question.
Are there more than 2 joint buyers of this property? 1 Yes 2 No 3 Don't know	Question 0: Are there more than 2 joint buyers of this property?
Was the buyer interviewed for any of the answers you will provide on this log? (You should still try to answer all questions even if the buyer wasn't interviewed in person) 1 No 2 Yes	Question 0: Purchaser(s) not interviewed

Property information

Complete for all sales

22/23	21/22
How many bedrooms does the property have? (For bedsits, enter 1)	11. Number of bedrooms

[enter number]	
<p>What type of unit is the property?</p> <p>1 Flat or maisonette 2 Bedsit 3 House 4 Bungalow 9 Other</p>	<p>12. Property type</p> <p>Same response options</p>
<p>Which type of building is the property?</p> <p>1 Purpose-built 2 Converted from previous residential or non-residential property</p>	<p>13. Building type</p> <p>Same response options</p>
<p>What is the property's postcode? [Enter postcode]</p>	<p>14. Full postcode</p>
<p>What is the local authority of the property? [Enter local authority]</p>	<p>14. Name of local authority</p>
<p>Is the property built or adapted to wheelchair-user standards?</p> <p>1 Yes 2 No 3 Don't know</p>	<p>15. Is the property built / adapted for wheelchair standards?</p>

Household characteristics

Complete for all sales

22/23	21/22
<p>For all buyers and people living in the property, what is the person's age? [Enter age] R No</p>	<p>1. HOUSEHOLD CHARACTERISTICS - Age</p>
<p>For all buyers and people living in the property, which of these best describes the person's gender identity?</p> <p>F Female M Male X Non-binary R Buyer prefers not to say</p>	<p>1. HOUSEHOLD CHARACTERISTICS - Gender</p>

<p>What is buyer 1's ethnic group?</p> <p style="text-align: center;"><u>White</u></p> <p>1 English, Scottish, Welsh, Northern Irish, British</p> <p>2 Irish</p> <p>18 Gypsy, Irish traveller</p> <p>3 Other White</p> <p style="text-align: center;"><u>Mixed or Multiple ethnic groups</u></p> <p>4 White & Black Caribbean</p> <p>5 White & Black African</p> <p>6 White & Asian</p> <p>7 Other Mixed</p> <p style="text-align: center;"><u>Asian or Asian British</u></p> <p>8 Indian</p> <p>9 Pakistani</p> <p>10 Bangladeshi</p> <p>15 Chinese</p> <p>11 Other Asian</p> <p style="text-align: center;"><u>Black, African, Caribbean or Black British</u></p> <p>12 Caribbean</p> <p>13 African</p> <p>14 Other Black</p> <p style="text-align: center;"><u>Other ethnic group</u></p> <p>19 Arab</p> <p>16 Other</p> <p>17 <u>Buyer prefers not to say</u></p>	<p>1. HOUSEHOLD CHARACTERISTICS - Ethnicity.</p> <p>Same response options</p>
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22/23	21/22
<p>What is buyer 1's nationality?</p> <p>18 United Kingdom</p> <p>17 Republic of Ireland</p> <p>19 European Economic Area (EEA) country, excluding Ireland</p> <p>12 Any other country</p> <p>13 Buyer prefers not to say</p>	<p>1. HOUSEHOLD CHARACTERISTICS - Nationality.</p> <p>1 UK national resident in UK</p> <p>2 UK national returning from residence overseas</p> <p>17 Irish</p> <p>14 Bulgarian</p> <p>16 Croatian</p> <p>3 Czech</p> <p>4 Estonian</p> <p>5 Hungarian</p> <p>6 Latvian</p> <p>7 Lithuanian</p> <p>8 Polish</p> <p>15 Romanian</p>

	<p>9 Slovakian 10 Slovenian 11 From another European Economic Area (EEA) country 12 From any other country 13 Buyer prefers not to say</p>
<p>For all buyers and people living in the property, which of these best describes the person's working situation?</p> <p>1 Full-time - 30 hours or more a week 2 Part-time - Less than 30 hours a week 3 In government training into work, such as New Deal 4 Jobseeker 5 Retired 6 Not seeking work 7 Full-time student 8 Unable to work because of long-term sickness or disability 9 Child under 16 0 Other 10 Buyer prefers not to say</p>	<p>1. HOUSEHOLD CHARACTERISTICS – Economic status.</p> <p>1 Full time work (30 hrs or more per week) 2 Part-time work (less than 30 hrs per week) 3 Government training 4 Job seeker 5 Retired 6 Not seeking work 7 Full-time student 8 Unable to work because of long term sickness or disability 9 Child under 16 0 Other adult</p>
<p>Will buyer 1 live in the property?</p> <p>1 Yes 2 No</p>	<p>New question.</p>
<p>What is buyer 2's relationship to buyer 1?</p> <p>P Partner C Child X Other R Buyer prefers not to say</p>	<p>1. HOUSEHOLD CHARACTERISTICS Relationship to person 1</p>
<p>Will buyer 2 live in the property?</p> <p>1 Yes 2 No</p>	<p>New question.</p>
<p>Besides the buyers, how many people live in the property? [Enter number]</p>	<p>New question.</p>
<p>For all other people living in the household, what is the [person's] relationship to buyer 1?</p> <p>P Partner C Child X Other R Buyer prefers not to say</p>	<p>1. HOUSEHOLD CHARACTERISTICS Relationship to person 1</p>

Household situation

Complete for all sales

22/23	21/22
What was buyer 1's previous tenure? 1 Local authority tenant 2 Private registered provider (PRP) or housing association tenant 3 Private tenant 5 Owner occupier 4 Tied home or renting with job 6 Living with family or friends 7 Temporary accommodation 9 Other	6. Previous tenure of purchaser 1 Same response options
What is the postcode of buyer 1's last settled home? [Enter postcode]	7. Previous location of Purchaser 1.
What is the local authority of buyer 1's last settled home? [Enter local authority]	7. Previous location of Purchaser 1.
What organisations were the buyers registered with? Select all that apply Their private registered provider (PRP) - housing association Other private registered provider (PRP) - housing association Local authority Help to Buy agent None of these organisations	8. Which relevant organisation(s) were the purchaser(s) registered with? Tick ALL that apply. Same response options

Household needs

Complete for all sales

22/23	21/22
Have any of the buyers ever served as a regular in the UK armed forces? (A regular is somebody who has served in the Royal Navy, the Royal Marines, the Royal Air Force or army full time and does not include reserve forces.)	5a. Has the purchaser (or one of the purchasers) ever served in the UK Armed Forces as a regular and...?

<p>1 Yes</p> <p>7 No</p> <p>3 Buyer prefers not to say</p> <p>8 Don't know</p>	<p>4 Is still serving</p> <p>5 Left up to and including 2 years ago</p> <p>6 Left more than 2 years ago</p> <p>7 Never served</p> <p>3 Refused</p>
<p>Is the buyer still serving in the UK armed forces?</p> <p>4 Yes</p> <p>5 No, they left up to and including 2 years ago</p> <p>6 No, they left more than 2 years ago</p>	<p>See above – same question (5a.) split into two parts.</p>
<p>Are any of the buyers a spouse or civil partner of a UK armed forces regular who died in service within the last 2 years?</p> <p>4 Yes</p> <p>5 No</p> <p>6 Buyer prefers not to say</p> <p>7 Don't know</p>	<p>5b. Is the purchaser (or one of the purchasers) the spouse or civil partner of a regular member of the UK Armed Forces who has died in service up to and including 2 years ago?</p> <p>4 Yes</p> <p>5 No</p> <p>6 Refused</p>
<p>Does anyone in the household consider themselves to have a disability? (This includes any long-term health condition that has an impact on the person's day-to-day life.)</p> <p>1 Yes</p> <p>2 No</p> <p>3 Don't know</p>	<p>9. Does any household member consider him / herself to have a disability?</p>
<p>Does anyone in the household use a wheelchair?</p> <p>1 Yes</p> <p>2 No</p> <p>3 Don't know</p>	<p>10. Does any member of the household use a wheelchair?</p>

Income, benefits and savings

Complete for all sales

22/23	21/22
<p>(You should include any income from:</p> <ul style="list-style-type: none">- employment- pensions- investments- Universal Credit <p>Don't include:</p> <ul style="list-style-type: none">- National Insurance (NI) contributions and tax- housing benefit- child benefit- council tax support) <p>Do you know buyer 1's annual income?</p> <p>1 Yes 2 No</p> <p>Enter buyer 1's gross annual income [Enter £ value]</p>	<p>2. GROSS annual income (include income from investments and benefits or Universal Credit, but exclude housing benefit and council tax support - to the nearest pound)</p>
<p>Was buyer 1's income used for a mortgage application?</p> <p>1 Yes 2 No</p>	<p>Same question as above – now split into 2 parts</p>
<p>Do you know buyer 2's annual income?</p> <p>1 Yes 2 No</p> <p>Enter buyer 2's gross annual income [Enter £ value]</p>	<p>Same question as above – buyer 2 version</p>
<p>Was buyer 2's income used for a mortgage application?</p> <p>1 Yes 2 No</p>	<p>Same question as above – buyer 2 version</p>
<p>Were the buyers receiving any of these housing-related benefits immediately before buying this property?</p> <p>2 Housing benefit 3 Universal Credit housing element 1 Neither housing benefit or Universal Credit housing element 4 Don't know</p>	<p>2a. Was the purchaser(s) in receipt of the following immediately prior to purchase?</p> <p>2 Housing Benefit (and not Universal Credit) 3 Universal Credit 1 Not in receipt of Housing Benefit or Universal Credit 4 Don't know</p>

<p>Do you know how much the buyers had in savings before they paid any deposit for the property?</p> <p>1 Yes 2 No</p> <p>Enter their total savings to the nearest £10 [Enter £ value]</p>	<p>3. Total savings of purchaser(s) before any deposit is paid</p>
<p>Have any of the buyers previously owned a property?</p> <p>1 Yes 2 No 3 Don't know</p>	<p>4. Have any of the purchasers previously owned a property?</p> <p>1. Yes 2. No 3. Don't know</p>

Shared ownership sales

Complete only one of the following sections

- Shared ownership
- Discounted ownership
- Outright sale

22/23	21/22
<p>How long have the buyers been living in the property before the purchase? (You should round this up to the nearest year. If the buyers haven't been living in the property, enter '0'.)</p> <p>[Enter number of years]</p>	<p>16a. How long has the purchaser(s) been living in the property prior to purchase? (in years)</p>
<p>Is this a staircasing transaction?</p> <p>1 Yes 2 No 3 Don't know</p>	<p>17a. Is this a staircasing transaction</p> <p>Same response options</p>
<p>What percentage of the property has been bought in this staircasing transaction? [Enter % value]</p>	<p>New question. Shared ownership only.</p>
<p>What percentage of the property does the buyer now own in total? [Enter % value]</p>	<p>New question. Shared ownership only.</p>

<p>Is this a resale?</p> <p>1 Yes 2 No</p>	<p>17. Is this a resale?</p> <p>Same response options</p>
<p>What is the practical completion or handover date?</p> <p>[Day / Month / Year] e.g. 02 04 2022</p> <p>What is the exchange of contracts date?</p> <p>[Day / Month / Year] e.g. 02 04 2022</p>	<p>18. Key Dates</p> <p>Same response options – different wording.</p>
<p>Was the household rehoused under a local authority nominations agreement? (A local authority ‘nominations agreement’ is a written agreement between a local authority and private registered provider (PRP) that some or all of its sales vacancies are offered to local authorities for rehousing.)</p> <p>1 Yes 2 No 3 Don’t know</p>	<p>19. Was the household rehoused under an LA Nominations Agreement?</p> <p>Same response options</p>
<p>How many bedrooms did the buyer’s previous property have? (For bedsits, enter 1)</p> <p>[Enter number]</p> <p>What was type of the buyer’s previous property?</p> <p>1 Flat or maisonette 2 Bedsit 3 House 4 Bungalow 9 Other</p> <p>What was the rent type of the buyer’s previous property?</p> <p>1 Social Rent 2 Affordable Rent 3 London Affordable Rent 9 Other 10 Don’t know</p>	<p>20. Number of bedrooms</p> <p>21. Property type</p> <p>Same response options</p> <p>New question. Shared ownership only. Previous tenure PRP (HA) or LA tenant only.</p>

<p>What was the full purchase price? [Enter £ value]</p> <p>What was the initial percentage equity stake purchased? [Enter % value]</p>	<p>22. Full Purchase Price (market value before any discount)</p> <p>23. Initial % equity stake purchased</p>
<p>Was a mortgage used for the purchase of this property? 1 Yes 2 No</p>	<p>New question. Shared ownership only.</p>
<p>What is the mortgage amount? [Enter amount]</p> <p>What is the name of the mortgage lender? [Enter name]</p> <p>What is the length of the mortgage? [Enter number of years]</p> <p>Does this include any extra borrowing? 1 Yes 2 No 3 Don't know</p>	<p>24. Amount of mortgage</p> <p>24a. Name of mortgage lender</p> <p>24b. Length of mortgage (in years)</p> <p>25. Does this include any extra borrowing? Same response options</p>
<p>How much was the cash deposit paid on the property? [Enter amount]</p> <p>How much cash discount was given through Social HomeBuy? [Enter amount]</p>	<p>26. Cash deposit paid on property (full cash amount paid by purchaser)</p> <p>27. Cash amount of discount given £ for Social HomeBuy</p>
<p>What is the basic monthly rent? [Enter amount]</p> <p>How much are the monthly charges, excluding rent [Enter amount]</p>	<p>28. Basic monthly rent</p> <p>29. Monthly charges (include service charges, management charges, exclude rent)</p>

Discounted ownership scheme

Complete only one of the following sections

- Shared ownership
- Discounted ownership
- Outright sale

This was called 'full ownership' in 2021/22.

22/23	21/22
<p>How long have the buyers been living in the property before the purchase? (You should round this up to the nearest year. If the buyers haven't been living in the property, enter '0'.)</p> <p>[Enter number of years]</p>	<p>30a. How long has the purchaser(s) been living in the property prior to purchase? (in years)</p>
<p>What was the full purchase price? [Enter amount]</p> <p>What was the amount of any loan, grant, discount or subsidy given? (For all schemes except Right to Buy (RTB), Preserved Right to Buy (PRTB), Voluntary Right to Buy (VRTB) and Rent to Buy.</p> <p>[Enter amount]</p> <p>What was the percentage discount? (For Right to Buy (RTB), Preserved Right to Buy (PRTB) and Voluntary Right to Buy (VRTB). If discount capped, enter capped %.</p> <p>[Enter % value]</p>	<p>31. Full purchase price (market value before any discount)</p> <p>32. Loan / grant / discount / subsidy given (all schemes except RTB, PRTB, VRTB and Rent to Buy)</p> <p>33. Enter % discount given (RTB, PRTB & VRTB) (if discount capped, enter capped %)</p>
<p>Was a mortgage used for the purchase of this property? 1 Yes 2 No</p>	<p>New question. Discounted ownership only.</p>
<p>What is the mortgage amount? [Enter amount]</p> <p>What is the name of the mortgage lender? [Enter name]</p> <p>What is the length of the mortgage?</p>	<p>34. Amount of mortgage</p> <p>34a. Name of mortgage lender</p> <p>34b. Length of mortgage (in years).</p>

<p>[Enter number of years]</p> <p>Does this include any extra borrowing?</p> <p>1 Yes</p> <p>2 No</p> <p>3 Don't know</p>	<p>35. Does this include any extra borrowing?</p> <p>Same response options</p>
<p>How much was the cash deposit paid on the property?</p> <p>[Enter amount]</p>	<p>26. Cash deposit paid on property (full cash amount paid by purchaser)</p>
<p>What are the total monthly leasehold charges for the property? (For example, service and management charges.)</p> <p>[Enter amount]</p>	<p>37. Monthly charges (where applicable i.e. leasehold, include service and management charges)</p>

Outright sale

Complete only one of the following sections

- Shared ownership
- Discounted ownership
- Outright sale

22/23	21/22
<p>What is the full purchase price?</p> <p>[Enter amount]</p>	<p>40. Full purchase price</p>
<p>Was a mortgage used for the purchase of this property?</p> <p>1 Yes</p> <p>2 No</p>	<p>New question.</p> <p>Outright sale only.</p>
<p>What is the mortgage amount?</p> <p>[Enter amount]</p> <p>What is the name of the mortgage lender?</p> <p>[Enter name]</p> <p>What is the length of the mortgage?</p> <p>[Enter number of years]</p> <p>Does this include any extra borrowing?</p> <p>1 Yes</p> <p>2 No</p> <p>3 Don't know</p>	<p>41. Amount of mortgage</p> <p>41a. Name of mortgage lender</p> <p>41b. Length of mortgage (in years)</p> <p>42. Does this include any extra borrowing?</p> <p>Same response options</p>

<p>How much was the cash deposit paid on the property? [Enter amount]</p>	<p>43. Cash deposit paid on property (Full cash amount paid £ C by purchaser)</p>
<p>What are the total monthly leasehold charges for the property? (For example, service and management charges.) [Enter amount]</p>	<p>44. Monthly charges (where applicable i.e. leasehold, include service and management charges)</p>