

# Right to Buy sales in Kent 2023/24

This data is collected and published by the Department for Levelling Up, Housing, and Communities (DLUHC) through the Local Authority Housing Statistics (LAHS) returns. The latest data was released in February 2025.

**NOTE:** within this bulletin the term 'Kent' refers to the Kent County Council (KCC) area which excludes Medway

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**This bulletin presents annual Right to Buy statistics for local authorities in Kent during the financial year 2023/24.**

## Summary

- During the financial year 2023/24 there were 58 Right to Buy sales in Kent. This is 81 fewer than the previous year.
- There are seven local authorities within Kent that have their own social dwelling stock. These are Ashford, Canterbury, Dartford, Dover, Folkestone & Hythe, Gravesham and Thanet.
- The rate of Right to Buy sales in Kent (1.8 per 1,000 dwellings) was lower than seen nationally (4.5).
- Canterbury had the highest rate of Right to Buy sales in Kent (3.2).
- The average price paid per Right to Buy dwelling in Kent was £141,000.
- The average price paid per dwelling was highest in Dartford (£176,000).
- The lowest average price paid per dwelling was in Thanet (£63,000).

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## Introduction

This bulletin presents annual Official Statistics on the number of sales of dwellings under the Right to Buy scheme, as well as providing statistics on receipts resulting from those sales. It also covers the starts on site and acquisitions which are part of the one-for-one additions policy introduced in April 2012 where local authorities have three years from the date of the sale of each additional home to provide an additional affordable property.

These statistics relate only to sales by local authorities under the Right to Buy scheme and exclude sales by Private Registered Providers (PRPs) under preserved Right to Buy. Sales by PRPs are recorded in Social Housing Sales. Figures are collected from local authority returns to the Department for Levelling Up, Housing, and Communities (DLUHC).

## The Right to Buy scheme

The Right to Buy scheme was introduced in 1980 and gives qualifying social tenants the opportunity to buy their rented home at a discount. The scheme is open to tenants of local authorities and non-charitable PRPs, and to those assured tenants of PRPs who have transferred their homes from a local authority as part of a stock transfer. In order to qualify for the Right to Buy scheme, a social tenant must have accrued at least three years public sector tenancy. This does not need to be continuous, nor does it need to have been accrued whilst living in the tenant's current property.

In April 2012, the Department for Communities and Local Government changed the maximum cash discount available for Right to Buy sales to a new higher level of £75,000 across England. In March 2013, in recognition of the increasing property prices in London, the Government further increased the maximum discount available for tenants living in London boroughs to £100,000. In July 2014, the Ministry for Housing, Communities and Local Government changed the maximum cash discount available for the Right to Buy in order for it to increase annually in line with the Consumer Price Index (CPI) rate of inflation. Following the Autumn 2024 budget the government announced changes to the Right to Buy scheme reducing the discounts to pre-2012 levels and no longer increasing in line with CPI. The changes came into effect from 21 November 2024, and any applications received on or after that date are subject to the reduced discount level.

This bulletin looks at right to buy transactions during the 2023/24 financial year. At that time the maximum discount for someone applying to buy their home was whichever was lower: 70% of the value of the property; £102,400 if the property was outside London; and £136,400 if the property was in London.

## Right to Buy sales

During 2023/24 there were 58 Right to Buy sales in Kent. This was 81 fewer than the previous year and the lowest number of sales seen over the last 10 years.

Five local authorities within Kent do not have their own social dwelling stock, these are Maidstone, Sevenoaks, Swale, Tonbridge & Malling, and Tunbridge Wells.

Of those districts that do have their own social dwelling stock Canterbury had the highest number of sales in Kent during 2023/24 with 16, whilst Thanet had the lowest number of sales with 1.

Tables 1a and 1b show the number of annual Right to Buy sales over the last 10 years.

**Table 1a: Annual Right to Buy sales 2014/15 to 2018/19**

Area	2014/15	2015/16	2016/17	2017/18	2018/19
England	12,232	12,220	13,433	12,750	10,926
South East	986	1,003	1,070	879	707
Kent	197	195	209	167	151
Medway	15	9	19	12	11
Ashford	34	31	46	23	32
Canterbury	33	29	25	27	34
Dartford	34	22	29	17	16
Dover	23	43	37	36	27
Folkestone & Hythe	19	20	21	21	16
Gravesham	38	32	29	23	21
Thanet	16	18	22	20	5

Source: DLUHC Table LT691 – DLUHC

Presented by: Kent Analytics, Kent County Council

**Table 1b: Annual Right to Buy sales 2019/20 to 2023/24**

Area	2019/20	2020/21	2021/22	2022/23	2023/24
England	10,568	6,918	10,969	11,184	7,065
South East	781	454	795	725	356
Kent	152	90	159	139	58
Medway	17	4	12	10	3
Ashford	26	16	25	18	10
Canterbury	20	17	27	27	16
Dartford	20	15	26	12	11
Dover	21	14	17	22	4
Folkestone & Hythe	13	6	14	10	6
Gravesham	31	16	32	38	10
Thanet	21	6	18	12	1

Source: DLUHC Table LT691 – DLUHC

Presented by: Kent Analytics, Kent County Council

Within the local authorities that do have social dwelling stock, the numbers vary considerably, so the fairest way to compare different areas is to use the Right to Buy rates. These are calculated as numbers of sales per 1,000 existing local authority dwelling stock.

In 2023/24 all Kent local authorities had a lower Right to Buy rate than the national average of 4.5.

Overall, the Kent Right to Buy rate was 1.8. Canterbury had the highest rate of Right to Buy sales during 2023/24 (3.2 per 1,000 dwellings). Thanet had the lowest rate of Right to Buy sales with 0.3.

Annual Right to Buy rates are shown in tables 2a and 2b.

**Table 2a: Annual Right to Buy rates (per 1,000 dwellings) 2014/15 to 2018/19**

Area	2014/15	2015/16	2016/17	2017/18	2018/19
England	7.3	7.4	8.3	8.0	6.9
South East	5.8	5.9	6.3	5.2	4.2
Kent	6.3	6.3	6.8	5.4	4.9
Medway	5.0	3.0	6.3	3.9	3.6
Ashford	6.8	6.1	9.1	4.7	6.4
Canterbury	6.4	5.6	4.9	5.3	6.6
Dartford	7.9	5.2	6.9	4.0	3.8
Dover	5.2	9.8	8.5	8.3	6.3
Folkestone & Hythe	5.6	5.9	6.2	6.2	4.7
Gravesham	6.6	5.6	5.1	4.1	3.7
Thanet	5.3	5.9	7.3	6.6	1.6

Source: Calculation DLUHC Table LT116 / LT691

Presented by: Kent Analytics, Kent County Council

**Table 2b: Annual Right to Buy rates (per 1,000 dwellings) 2019/20 to 2023/24**

Area	2019/20	2020/21	2021/22	2022/23	2023/24
England	6.7	4.4	6.9	7.1	4.5
South East	4.6	2.6	4.6	4.2	2.1
Kent	4.9	2.9	5.0	4.4	1.8
Medway	5.6	1.3	4.0	3.3	1.0
Ashford	5.2	3.2	4.9	3.5	1.9
Canterbury	3.9	3.3	5.3	5.3	3.2
Dartford	4.7	3.5	6.1	2.8	2.6
Dover	4.9	2.9	3.6	4.6	0.8
Folkestone & Hythe	3.8	1.8	4.1	2.9	1.8
Gravesham	5.4	2.8	5.7	6.7	1.8
Thanet	6.9	2.0	5.8	3.9	0.3

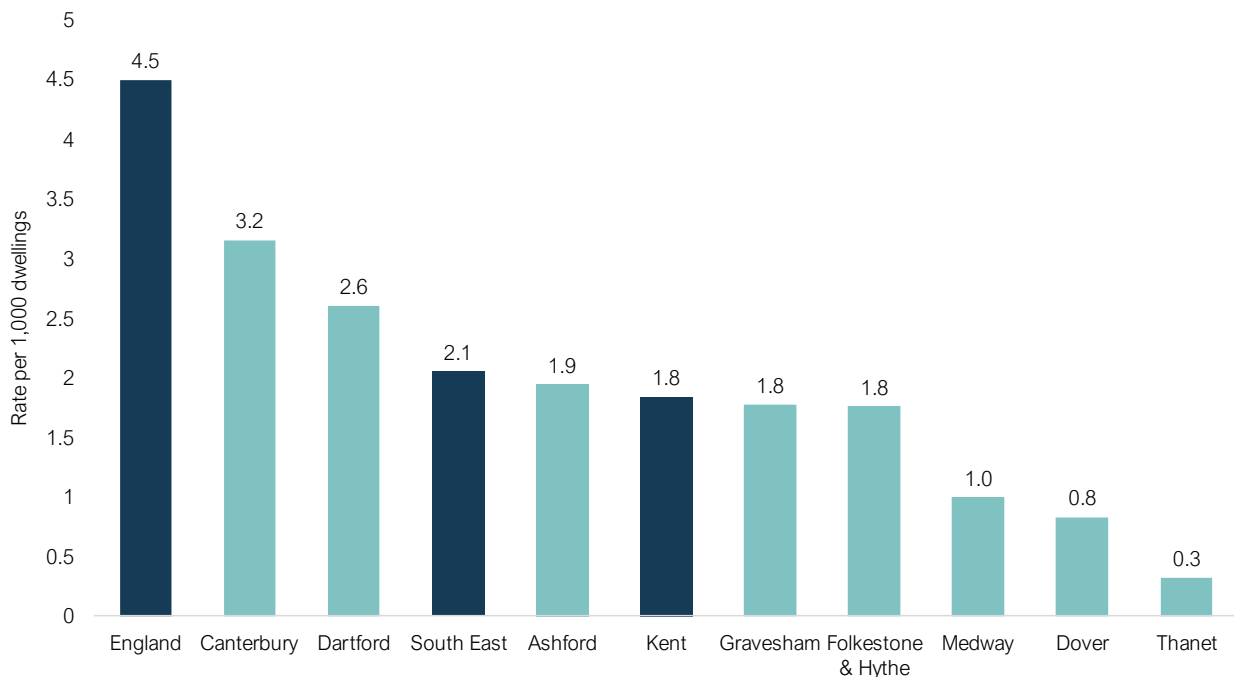
Source: Calculation DLUHC Table LT116 / LT691

Presented by: Kent Analytics, Kent County Council

Chart 1 overleaf shows the Right to Buy rates per 1,000 dwellings in England, the South East and Kent & Medway local authorities in 2023/24 ranked from highest to lowest.

## Chart 1: Right to Buy rates (per 1,000 dwellings) 2023/24

Kent & Medway local authority right to buy rates (per 1,000 dwellings)  
2023/24



Source: DLUHC: Table LT116/LT691  
Presented by: Kent Analytics, Kent County Council

## Right to Buy receipts

Right to Buy receipts have fallen by 46% in England over the last year, while Kent saw receipts fall by 58%. All of the seven Kent local authorities that own dwelling stock saw a fall in Right to Buy receipts.

During 2023/24 Kent local authorities received approximately £8,176,000 in Right to Buy sales, down from £19,584,000 the previous year. Dartford received the highest amount with £1,759,000. Thanet received the smallest amount with £63,000.

Tables 3a and 3b show Right to Buy receipts from 2014/15 to 2023/24.

**Table 3a: Right to Buy receipts (£ thousands) 2014/15 to 2018/19**

Area	2014/15	2015/16	2016/17	2017/18	2018/19
England	932,216	986,153	1,143,276	1,059,347	918,592
South East	89,697	101,885	123,469	109,112	92,791
Kent	16,059	16,538	20,246	17,867	17,664
Medway	1,144	767	1,697	1,296	1,220
Ashford	2,932	2,997	4,581	2,818	3,788
Canterbury	2,682	2,777	3,024	3,159	4,123
Dartford	3,083	2,070	3,170	2,502	2,306
Dover	1,590	3,175	2,607	2,885	2,440
Folkestone & Hythe	1,324	1,365	1,816	1,897	1,660
Gravesham	3,419	2,984	3,424	3,004	3,002
Thanet	1,028	1,169	1,622	1,602	346

Source: DLUHC Table LT692a

Presented by: Kent Analytics, Kent County Council

**Table 3b: Right to Buy receipts (£ thousands) 2019/20 to 2023/24**

Area	2019/20	2020/21	2021/22	2022/23	2023/24
England	895,267	641,832	1,081,371	1,135,582	617,782
South East	99,748	64,927	119,586	109,596	52,749
Kent	19,049	11,691	22,980	19,584	8,176
Medway	1,835	386	1,631	1,063	555
Ashford	3,059	2,058	3,236	3,077	1,650
Canterbury	2,608	2,117	3,064	3,905	1,701
Dartford	3,060	2,386	4,195	2,217	1,759
Dover	2,397	1,336	4,233	2,406	728
Folkestone & Hythe	1,386	646	1,571	1,098	577
Gravesham	4,465	2,556	4,749	5,390	1,699
Thanet	2,072	592	1,932	1,490	63

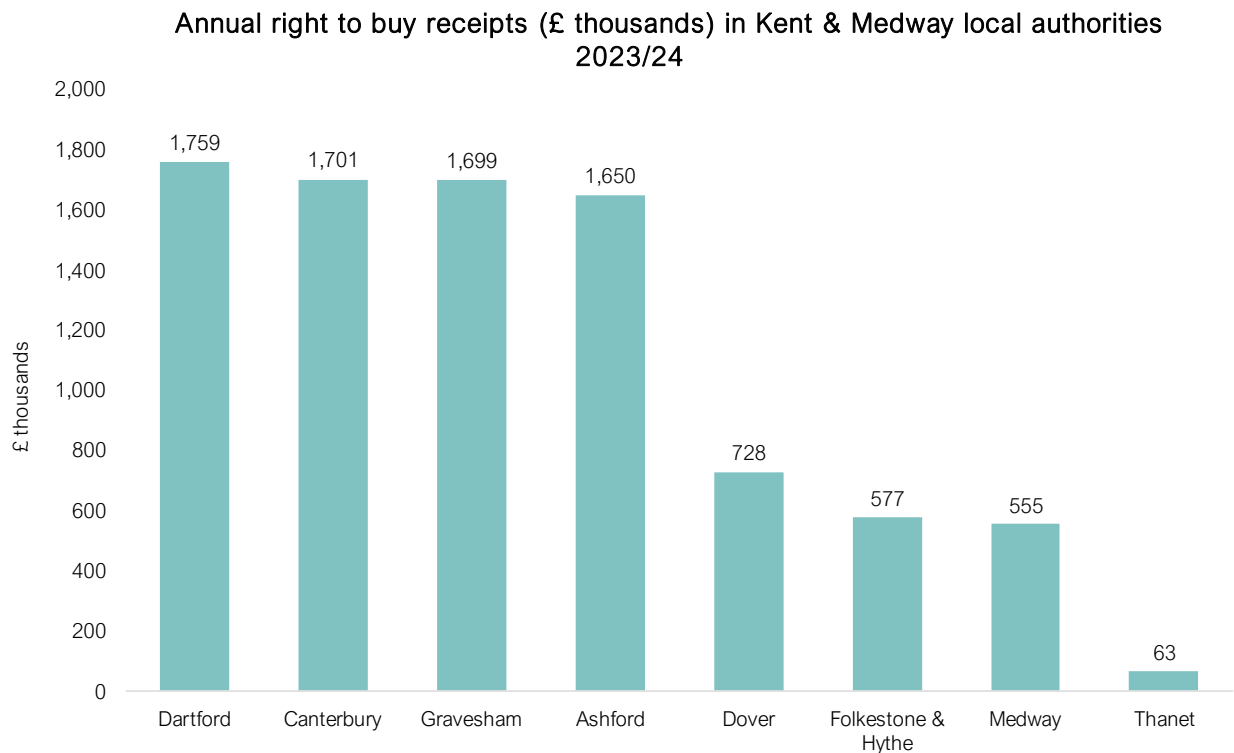
Source: DLUHC Table LT692a

Presented by: Kent Analytics, Kent County Council

Chart 2 overleaf shows Right to Buy receipts in Kent & Medway local authorities in 2023/24 ranked from highest to lowest.



## Chart 2: Right to Buy receipts (£ thousands)



Source: DLUHC: Table LT692  
Presented by: Kent Analytics, Kent County Council

## Average price paid

Tables 4a and 4b overleaf show the average price paid per social dwelling sale between 2014/15 and 2023/24.

The average price paid for a dwelling under the Right to Buy scheme in Kent during 2023/24 was £141,000, the same as the previous year. This was higher than the national average of £98,000 but lower than the regional average of £157,000.

All Kent authorities saw the average price paid for a dwelling fall except for Dover which saw it increase from £113,000 in 2022/23 to £162,000 in 2023/24.

Dartford had the highest average price paid with £176,000, although this was lower than the previous year. Thanet had the lowest average price paid with £63,000, half the average price paid the previous year.

**Table 4a: Average price paid per dwelling (£ thousands) 2014/15 to 2018/19**

Area	2014/15	2015/16	2016/17	2017/18	2018/19
England	76	80	85	84	84
South East	90	100	115	124	129
Kent	82	85	97	107	117
Medway	76	85	89	108	111
Ashford	86	97	100	123	118
Canterbury	81	96	121	117	118
Dartford	91	94	109	147	144
Dover	69	68	70	80	90
Folkestone & Hythe	70	68	86	90	104
Thanet	64	65	74	80	69

Source: DLUHC Table LT692b

Presented by: Kent Analytics, Kent County Council

**Table 4b: Average price paid per dwelling (£ thousands) 2019/20 to 2023/24**

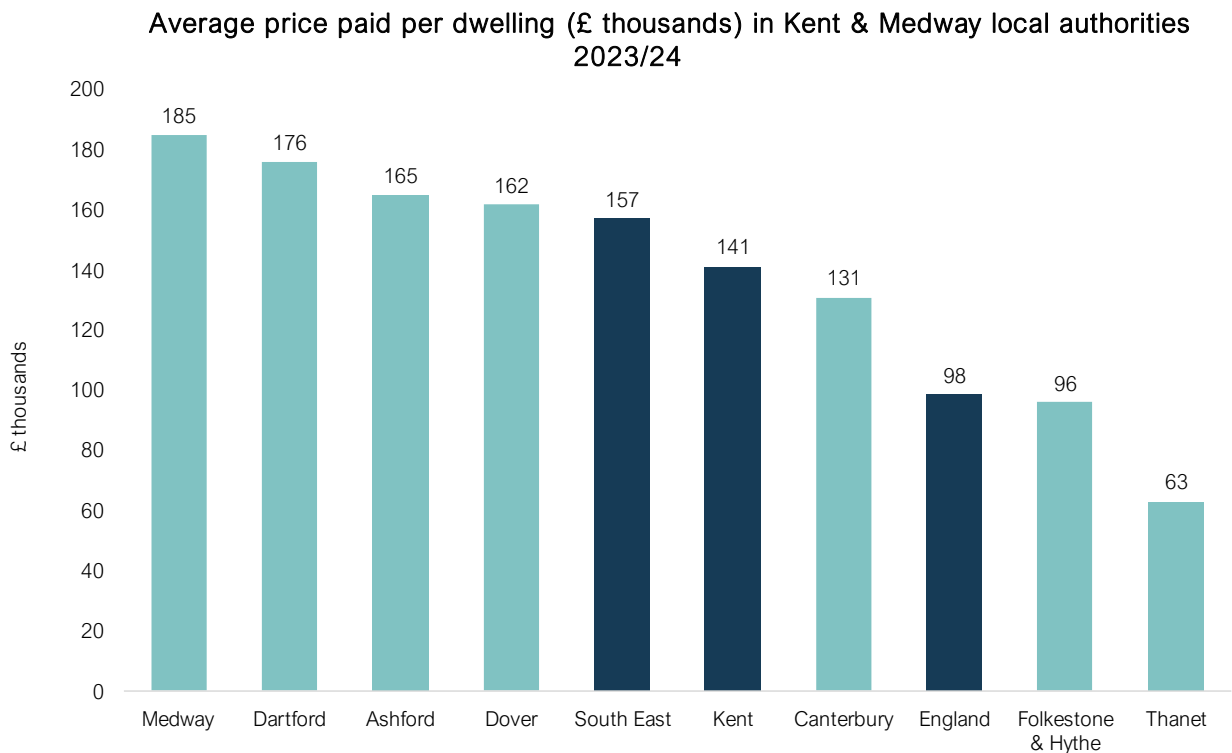
Area	2019/20	2020/21	2021/22	2022/23	2023/24
England	85	94	99	103	98
South East	126	143	147	151	157
Kent	125	130	145	141	141
Medway	108	97	136	106	185
Ashford	118	129	129	171	165
Canterbury	130	125	118	145	131
Dartford	153	159	161	185	176
Dover	104	103	121	113	162
Folkestone & Hythe	99	108	112	110	96
Thanet	99	74	107	124	63

Source: DLUHC Table LT692b

Presented by: Kent Analytics, Kent County Council

Chart 3 shows the average price paid per dwelling in England, the South East and Kent & Medway local authorities in 2023/24 ranked from highest to lowest.

### Chart 3: Average price paid per dwelling (£ thousands)



Source: DLUHC: Table LT692b  
Presented by: Kent Analytics, Kent County Council

### Starts on site and acquisitions

The Right to Buy scheme is currently undergoing reform following the government's Autumn 2024 budget. The data presented here looking at starts and acquisitions represents the scheme prior to any policy changes.

Following historical changes to the scheme, increasing the maximum discounts available to public sector tenants, an estimate of the expected sales without these increases to the discount cap was calculated using projections from Her Majesty's Treasury's (HMT) self-financing model. Any Right to Buy sales above these projections were considered 'additional' and were subject to the one-for-one additions policy, which is a commitment to provide an affordable dwelling for each additional Right to Buy dwelling sold.

Under the Right to Buy one-for-one additions policy, local authorities had three years from the date of the sale of each additional home to provide an additional affordable property. If a local authority did not provide an additional affordable property, a proportion of the receipt was transferred to Homes England (HE) or the Greater London authority (GLA), who used these recycled Right to Buy receipts to deliver starts and acquisitions.

Figures for 2023/24, show that starts on site and acquisitions nationally fell since 2022/23, while Kent saw an increase. Gravesham had the highest number of starts on site and acquisitions with 49, followed by Dover with 33. Canterbury, Dartford and Thanet saw no starts on site and acquisitions in 2023/24.

Tables 5a and 5b show the starts and on site acquisitions from 2014/15 to 2023/24.

**Table 5a: Starts on site and acquisitions 2014/15 to 2018/19**

Area	2014/15	2015/16	2016/17	2017/18	2018/19
England	3,604	2,513	4,718	5,303	5,351
South East	301	487	714	1,110	762
Kent	43	122	35	216	240
Medway	13	44	0	8	6
Ashford	22	23	4	35	30
Canterbury	2	12	15	20	63
Dartford	0	29	0	52	8
Dover	2	18	0	19	59
Folkestone & Hythe	5	9	10	40	29
Gravesham	12	14	6	43	43
Thanet	0	17	0	7	8

Source: DLUHC Table LT693a

Presented by: Kent Analytics, Kent County Council

**Table 5b: Starts on site and acquisitions 2019/20 to 2023/24**

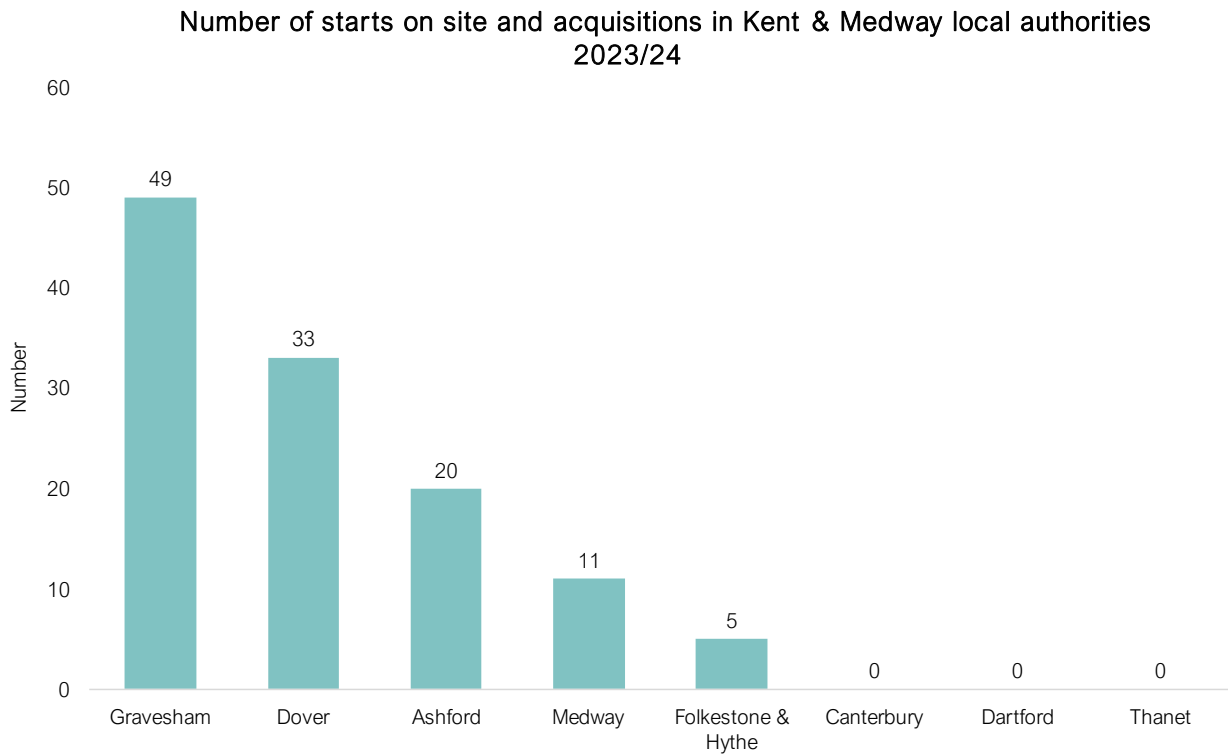
Area	2019/20	2020/21	2021/22	2022/23	2023/24
England	6,104	6,189	5,116	3,618	3,046
South East	990	844	1,069	272	337
Kent	176	294	154	46	107
Medway	0	18	28	2	11
Ashford	46	94	87	5	20
Canterbury	20	0	0	5	0
Dartford	0	36	4	2	0
Dover	15	36	40	15	33
Folkestone & Hythe	43	19	7	19	5
Gravesham	44	95	16	0	49
Thanet	8	14	0	0	0

Source: DLUHC Table LT693a

Presented by: Kent Analytics, Kent County Council

Chart 4 shows the starts and on site acquisitions in Kent & Medway local authorities in 2023/24.

#### Chart 4: Starts on site and acquisitions



Source: DLUHC: Table LT693a  
Presented by: Kent Analytics, Kent County Council

## Related documents

Further information can be found on the [Kent Analytics Housing statistics web pages](#) about housing in Kent.