

Right to Buy sales in Kent 2024/25

This data is collected and published by the Ministry of Housing, Communities & Local Government (MHCLG) through the Local Authority Housing Statistics (LAHS) returns.

The latest data was released in February 2026.

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

Further Information

Kent Analytics
Kent County Council
Invicta House
Maidstone
Kent
ME14 1XQ

Email:
research@kent.gov.uk

Phone: 03000 41 74 44

[Kent Facts & Figures](#)

This bulletin presents annual Right to Buy statistics for local authorities in Kent during the financial year 2024/25.

Summary

- During the financial year 2024/25 there were 88 Right to Buy sales in Kent. This is 30 more 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 (2.8 per 1,000 dwellings) was lower than seen nationally (4.8).
- Ashford had the highest rate of Right to Buy sales in Kent (4.3).
- The average price paid per Right to Buy dwelling in Kent was £145,000.
- The average price paid per dwelling was highest in Dartford (£209,000).
- The lowest average price paid per dwelling was in Dover (£129,000).

Contents

Introduction	1
The Right to Buy scheme	1
Right to Buy sales	2
Right to Buy receipts	5
Average price paid	7
Starts on site and acquisitions	9
Related documents	12

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 Ministry of Housing, Communities & Local Government (MHCLG).

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 2024/25 financial year. If an application to buy a property was made before 21st November 2024, 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. For applications made after 21st November 2024 the maximum discount was

whichever was lower: 70% of the value of the property, or the maximum discount for the region. Some regions have exceptions to the maximum discount amount for their region. The following table shows the maximum discount by English region, including exceptions.

Table: Maximum discount and exceptions in English Regions

Region	Maximum discount	Exceptions
North East	£22,000	Not applicable
North West	£26,000	Not applicable
Yorkshire and the Humber	£24,000	Not applicable
East Midlands	£24,000	Not applicable
West Midlands	£26,000	Not applicable
Eastern	£34,000	£16,000 in the district of Watford
		£16,000 in the areas of Reading Borough and West Berkshire, Hart District, Oxford and Vale of the White Horse District, the boroughs of Tonbridge and Malling, Epsom and Ewell, and Reigate and Banstead
South East	£38,000	
South West	£30,000	Not applicable
		£38,000 in the boroughs of Barking and Dagenham and Havering
London	£16,000	

Right to Buy sales

During 2024/25 there were 88 Right to Buy sales in Kent. This was 30 more than the previous year.

Seven local authorities within Kent have their own social dwelling stock, these are Ashford, Canterbury, Dartford, Dover, Folkestone & Hythe, Gravesham and Thanet.

Of those districts that have their own social dwelling stock, both Ashford and Gravesham had the highest number of sales in Kent during 2024/25 with 22, 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 2015/16 to 2019/20

Area	2015/16	2016/17	2017/18	2018/19	2019/20
England	12,220	13,433	12,750	10,926	10,568
South East	1,003	1,070	879	707	781
Kent	195	209	167	151	152
Medway	9	19	12	11	17
Ashford	31	46	23	32	26
Canterbury	29	25	27	34	20
Dartford	22	29	17	16	20
Dover	43	37	36	27	21
Folkestone & Hythe	20	21	21	16	13
Gravesham	32	29	23	21	31
Thanet	18	22	20	5	21

Source: MHCLG Table LT691

Presented by: Kent Analytics, Kent County Council

Table 1b: Annual Right to Buy sales 2020/21 to 2024/25

Area	2020/21	2021/22	2022/23	2023/24	2024/25
England	6,918	10,969	11,223	7,069	7,580
South East	454	795	725	356	479
Kent	90	159	139	58	88
Medway	4	12	10	3	9
Ashford	16	25	18	10	22
Canterbury	17	27	27	16	8
Dartford	15	26	12	11	14
Dover	14	17	22	4	14
Folkestone & Hythe	6	14	10	6	7
Gravesham	16	32	38	10	22
Thanet	6	18	12	1	1

Source: MHCLG Table LT691

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 2024/25 all Kent local authorities had a lower Right to Buy rate than the national average of 4.8.

Overall, the Kent Right to Buy rate was 2.8. Ashford had the highest rate of Right to Buy sales during 2024/25 (4.3 per 1,000 dwellings). Thanet had the lowest rate of Right to Buy sales with 0.3.

Annual Right to Buy rates over the last 10 years are shown in tables 2a and 2b.

Table 2a: Annual Right to Buy rates (per 1,000 dwellings) 2015/16 to 2019/20

Area	2015/16	2016/17	2017/18	2018/19	2019/20
England	7.4	8.3	8.0	6.9	6.7
South East	5.9	6.3	5.2	4.2	4.6
Kent	6.3	6.8	5.4	4.9	4.9
Medway	3.0	6.3	3.9	3.6	5.6
Ashford	6.1	9.1	4.7	6.4	5.2
Canterbury	5.6	4.9	5.3	6.6	3.9
Dartford	5.2	6.9	4.0	3.8	4.7
Dover	9.8	8.5	8.3	6.3	4.9
Folkestone & Hythe	5.9	6.2	6.2	4.7	3.8
Gravesham	5.6	5.1	4.1	3.7	5.4
Thanet	5.9	7.3	6.6	1.6	6.9

Source: Calculation MHCLG Table LT116 / LT691

Presented by: Kent Analytics, Kent County Council

Table 2b: Annual Right to Buy rates (per 1,000 dwellings) 2020/21 to 2024/25

Area	2020/21	2021/22	2022/23	2023/24	2024/25
England	4.4	6.9	7.1	4.5	4.8
South East	2.6	4.6	4.2	2.1	2.7
Kent	2.9	5.0	4.4	1.8	2.8
Medway	1.3	4.0	3.3	1.0	3.0
Ashford	3.2	4.9	3.5	1.9	4.3
Canterbury	3.3	5.3	5.3	3.2	1.6
Dartford	3.5	6.1	2.8	2.6	3.3
Dover	2.9	3.6	4.6	0.8	2.9
Folkestone & Hythe	1.8	4.1	2.9	1.8	2.1
Gravesham	2.8	5.7	6.7	1.8	3.9
Thanet	2.0	5.8	3.9	0.3	0.3

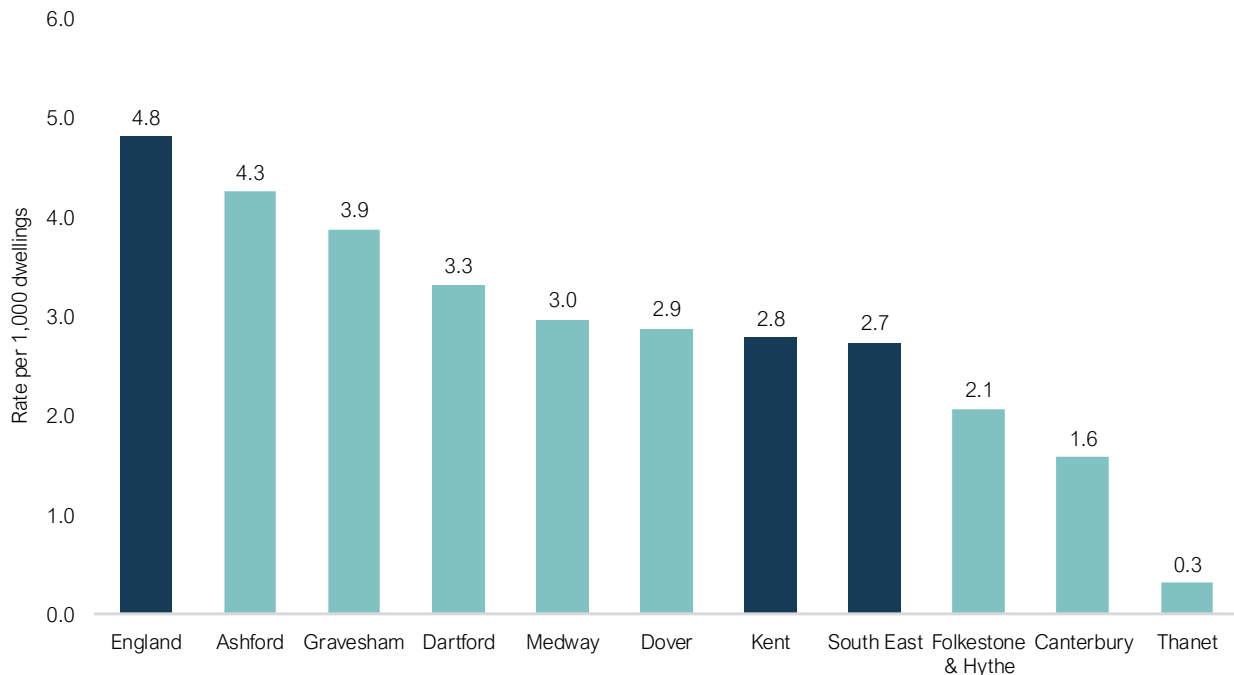
Source: Calculation MHCLG Table LT116 / LT691

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 2024/25 ranked from highest to lowest.

Chart 1: Right to Buy rates (per 1,000 dwellings) 2024/25

Kent & Medway local authority right to buy rates (per 1,000 dwellings)
2024/25



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

Right to Buy receipts

Right to Buy receipts have increased by 15.6% in England over the last year, while Kent saw receipts increase by 55.7%. All the seven Kent local authorities that own dwelling stock saw an increase in Right to Buy receipts except Canterbury which saw a fall of 24.6%.

During 2024/25 Kent local authorities received approximately £12,731,000 in Right to Buy sales, up from £8,176,000 the previous year. Ashford received the highest amount with £3,672,000. Thanet received the smallest amount with £189,000.

Tables 3a and 3b show Right to Buy receipts from 2015/16 to 2024/25.

Table 3a: Right to Buy receipts (£ thousands) 2015/16 to 2019/20

Area	2015/16	2016/17	2017/18	2018/19	2019/20
England	986,153	1,143,276	1,059,347	918,760	897,861
South East	101,885	123,469	109,112	92,791	99,748
Kent	16,538	20,246	17,867	17,664	19,049
Medway	767	1,697	1,296	1,220	1,835
Ashford	2,997	4,581	2,818	3,788	3,059
Canterbury	2,777	3,024	3,159	4,123	2,608
Dartford	2,070	3,170	2,502	2,306	3,060
Dover	3,175	2,607	2,885	2,440	2,397
Folkestone & Hythe	1,365	1,816	1,897	1,660	1,386
Gravesham	2,984	3,424	3,004	3,002	4,465
Thanet	1,169	1,622	1,602	346	2,072

Source: MHCLG Table LT692a

Presented by: Kent Analytics, Kent County Council

Table 3b: Right to Buy receipts (£ thousands) 2020/21 to 2024/25

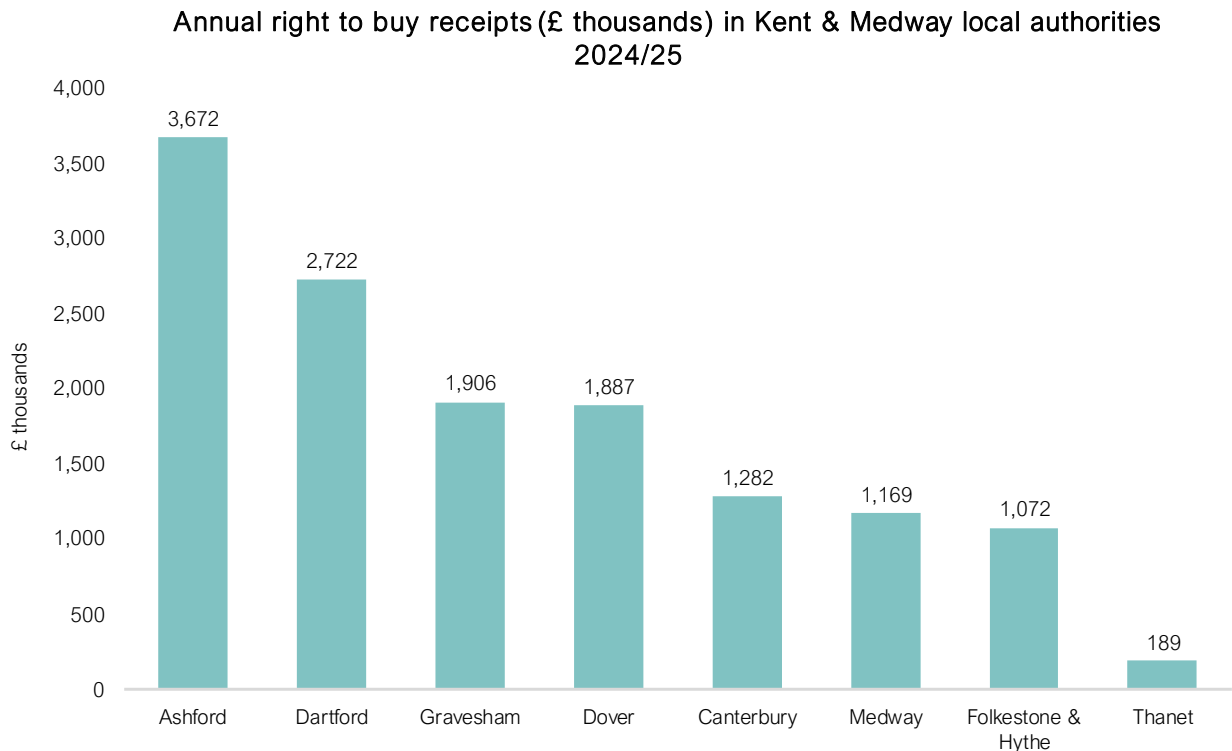
Area	2020/21	2021/22	2022/23	2023/24	2024/25
England	641,912	1,081,801	1,151,963	690,283	797,951
South East	64,927	119,586	109,596	56,878	76,321
Kent	11,691	22,980	19,584	8,176	12,731
Medway	386	1,631	1,063	555	1,169
Ashford	2,058	3,236	3,077	1,650	3,672
Canterbury	2,117	3,064	3,905	1,701	1,282
Dartford	2,386	4,195	2,217	1,759	2,722
Dover	1,336	4,233	2,406	728	1,887
Folkestone & Hythe	646	1,571	1,098	577	1,072
Gravesham	2,556	4,749	5,390	1,699	1,906
Thanet	592	1,932	1,490	63	189

Source: MHCLG Table LT692a

Presented by: Kent Analytics, Kent County Council

Chart 2 overleaf shows Right to Buy receipts in Kent & Medway local authorities in 2024/25 ranked from highest to lowest.

Chart 2: Right to Buy receipts (£ thousands) 2024/25



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

Average price paid

The average price paid for a dwelling under the Right to Buy scheme in Kent during 2024/25 was £145,000, up slightly from the previous year (£141,000). This was higher than the national average of £106,000 but lower than the regional average of £163,000.

All Kent authorities except Dover saw the average price paid for a dwelling increase and all had average price paid above the national average. Dover saw the average price paid fall from £162,000 to £129,000 in the last year, but was still above the national average. Medway saw the average price fall from £210,000 in 2023/24 to £130,000 in 2024/25.

Within Kent, Dartford had the highest average price paid with £209,000. Dover had the lowest average price paid with £129,000.

Tables 4a and 4b overleaf show the average price paid per social dwelling sale between 2015/16 and 2024/25.

Table 4a: Average price paid per dwelling (£ thousands) 2015/16 to 2019/20

Area	2015/16	2016/17	2017/18	2018/19	2019/20
England	80	85	84	84	85
South East	100	115	124	129	126
Kent	85	97	107	117	125
Medway	85	89	108	111	108
Ashford	97	100	123	118	118
Canterbury	96	121	117	118	130
Dartford	94	109	147	144	153
Dover	68	70	80	90	104
Folkestone & Hythe	68	86	90	104	99
Gravesham	93	118	131	143	144
Thanet	65	74	80	69	99

Source: MHCLG Table LT692b

Presented by: Kent Analytics, Kent County Council

Table 4b: Average price paid per dwelling (£ thousands) 2020/21 to 2024/25

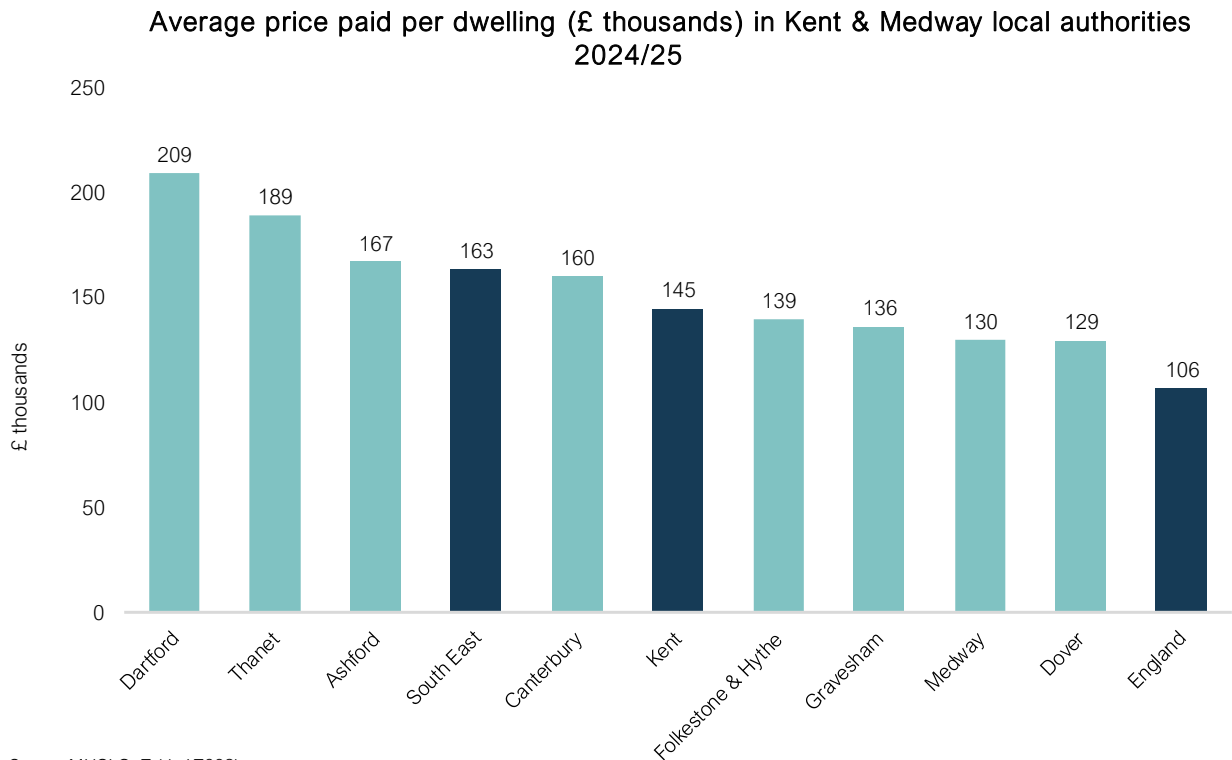
Area	2020/21	2021/22	2022/23	2023/24	2024/25
England	94	99	104	98	106
South East	143	147	151	162	163
Kent	130	145	141	141	145
Medway	97	136	106	210	130
Ashford	129	129	171	165	167
Canterbury	125	118	145	131	160
Dartford	159	161	185	176	209
Dover	103	121	113	162	129
Folkestone & Hythe	108	112	110	96	139
Gravesham	160	148	138	170	136
Thanet	74	107	124	63	189

Source: MHCLG 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 2024/25 ranked from highest to lowest.

Chart 3: Average price paid per dwelling (£ thousands) 2024/25



Starts on site and acquisitions

The Right to Buy scheme was subject to reform following the government's Autumn 2024 budget.

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 His 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.

An acquisition cap was put in place which restricted the proportion of right-to-buy replacements which could be delivered as acquisitions in 2022/23 and 2023/24. The

government then announced that for 2024/25 and 2025/26 there would be no cap on acquisitions. On 02 July 2025 it was confirmed that the suspension of the cap would be extended indefinitely¹.

Figures for 2024/25, show that starts on site and acquisitions in England increased over the previous year by 4.4%, while Kent saw an increase of 51.4%. Canterbury had the highest number of starts on site and acquisitions in 2024/25 with 67, followed by Ashford with 40. Gravesham and Dover both saw fewer starts on site and acquisitions than the previous year while Dartford saw no starts on site and acquisitions for the second year in a row.

Tables 5a and 5b show the starts on site and acquisitions from 2015/16 to 2024/25.

Table 5a: Starts on site and acquisitions 2015/16 to 2019/20

Area	2015/16	2016/17	2017/18	2018/19	2019/20
England	2,513	4,718	5,223	5,308	6,106
South East	487	714	1,110	762	990
Kent	122	35	216	240	176
Medway	44	0	8	6	0
Ashford	23	4	35	30	46
Canterbury	12	15	20	63	20
Dartford	29	0	52	8	0
Dover	18	0	19	59	15
Folkestone & Hythe	9	10	40	29	43
Gravesham	14	6	43	43	44
Thanet	17	0	7	8	8

Source: MHCLG Table LT693a

Presented by: Kent Analytics, Kent County Council

¹ [Retained Right to Buy receipts and their use for replacement supply: guidance - GOV.UK](https://www.gov.uk/guidance/retained-right-to-buy-receipts-and-their-use-for-replacement-supply-guidance)

Table 5b: Starts on site and acquisitions 2020/21 to 2024/25

Area	2020/21	2021/22	2022/23	2023/24	2024/25
England	6,218	5,086	3,529	3,443	3,593
South East	873	1,069	272	338	576
Kent	294	154	46	107	162
Medway	18	28	2	11	31
Ashford	94	87	5	20	40
Canterbury	0	0	5	0	67
Dartford	36	4	2	0	0
Dover	36	40	15	33	5
Folkestone & Hythe	19	7	19	5	9
Gravesham	95	16	0	49	11
Thanet	14	0	0	0	30

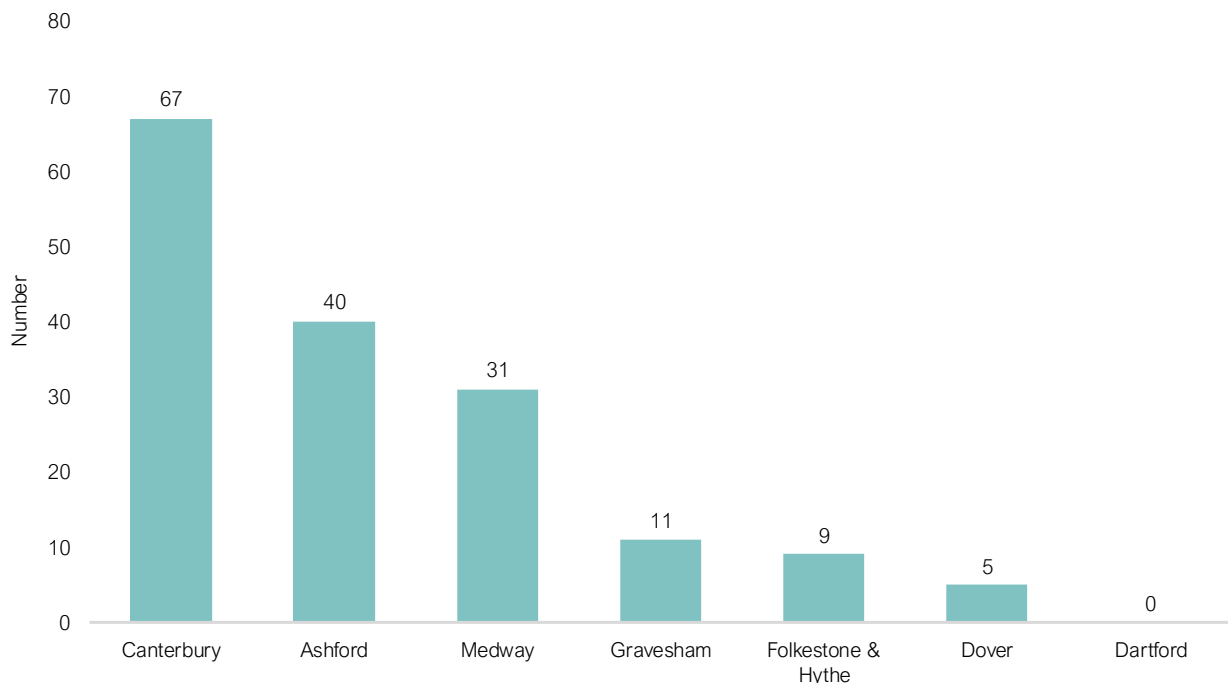
Source: MHCLG Table LT693a

Presented by: Kent Analytics, Kent County Council

Chart 4 shows the starts on site and acquisitions in Kent & Medway local authorities in 2024/25.

Chart 4: Starts on site and acquisitions 2024/25

Number of starts on site and acquisitions in Kent & Medway local authorities
2024/25



Source: MHCLG: Table LT693a

Presented by: Kent Analytics, Kent County Council

Related documents

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