

THE 16TH ANNUAL



ENTRY GUIDE

DEADLINE FOR ENTRIES:
WEDNESDAY 22ND MARCH 2023

www.scottishhomeawards.com



Supporting It's Good 2 Give

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The Scottish Home Awards 2023

The Scottish Home Awards is an independent awards programme run for the benefit of the housebuilding industry. The awards, decided by a large independent panel of experts, help housebuilders and housing associations reward their hard working teams in their work to sell, rent or promote their properties and businesses more effectively.

Sponsored by Ross & Liddell, the 2023 programme welcomes entries from teams delivering housing developments large and small created for private sale or for social rent. The judging panel will consider the best of work from public and private organisations to marketing teams and external supply companies.

We wish you the best of luck!

Key Dates

Wednesday 22nd March 2023

Deadline for Entries

April 2023

Finalists Announced

Thursday 22nd June 2023

Awards Dinner at the DoubleTree by Hilton Hotel, Glasgow Central

Our Charity Partner

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It's Good 2 Give

The Ripple Retreat, an award-winning residential retreat for young cancer patients and their families, was officially opened on 12th May 2017. The three-bedroomed luxury waterside home is based on the southern banks of Loch Venacher near Callander. The house is gifted to approximately 40 families a year for short breaks of up to 6 nights each. The house is sleek, modern with all the comforts of home including toys, books, games and activities. It also hosts one day events for families and is available to young cancer patients throughout Scotland. The charity has a long history of supporting families through their cancer ordeal and was set up by Lynne and Ian McNicoll.

www.itsgood2give.co.uk

Scottish Charity No: 041416



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Housebuilder of the Year

(More than 100 units)

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Sponsored by **openreach**
Connecting you to your network

This award will be presented to a company in recognition of a sustained and high-quality effort to create new housing in Scotland on a large scale.

Judges will be looking for evidence of a clearly focused business which knows its customer and has consistently delivered high quality product which serves its market.

Entrants should prepare an entry which highlights business activity during the last year.

Eligibility:

For all housebuilders completing more than 100 units per year.

Entry Content:

Describe the business and the type of housing you have created in the last 12 months

- What have been your business highlights in the last 12 months
- Describe your approach to implementing low carbon principles to the running of your business including in the design, raw materials and construction of your developments
- Who makes up the team and what are their key responsibilities
- Please outline your financial results in the last 12 months
- Describe your sales and marketing strategy
- Describe how do you look after your employees
- Describe how you look after your customers

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Housebuilder of the Year

(Less than 100 units)

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Sponsored by  hyperoptic

This award will be presented to a company in recognition of a sustained and high-quality effort to create new housing in Scotland.

Judges will be looking for evidence of a clearly focused business which knows its customer and has consistently delivered high quality product which serves its market.

Entrants should prepare an entry which highlights business activity during the last year.

Eligibility:

For all housebuilders completing less than 100 units per year.

Entry Content:

- Describe the business and the type of housing you have created in the last 12 months.
- Describe your approach to implementing low carbon principles to the running of your business including in the design, raw materials and construction of your developments
- What have been your business highlights in the last 12 months?
- Who makes up the team and what are their key responsibilities?
- Describe your sales and marketing strategy.
- How do you look after your employees?
- How do you look after your customers?
- Please outline your financial results from the last 12 months

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Housing Association of the Year

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This award will recognise the work of an association in its efforts to deliver high quality housing and supported housing alongside supporting communities with a range of tenant services.

Eligibility:

Open to all housing associations in Scotland.

Entry Content:

- Describe the main focus of the business in the last 12 months.
- What have been your business highlights in the last 12 months?
- What are you doing to provide care for tenants and the community?
- Describe your approach to property care.
- Describe your approach to implementing low carbon principles to the running of your business including in the design, raw materials and construction of your developments and managed properties
- Give an overview of your financial results from the last 12 months.

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Excellence in Sustainability

NEW FOR 2023

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This award will recognise achievements in creating accessible and inclusive housing in Scotland.

Eligibility:

For architects, housing developers, local authorities and housing associations who are creating sustainably conscious housing that responds to the needs of the environment.

Entry Content:

- Describe your approach to implementing low carbon principles to the design, raw materials used and construction of your development sites or managed properties.
- Describe how the use of water, energy and water efficiency is designed into your development sites or managed properties.
- Describe how your approach to design, raw materials and construction techniques supports a circular economy.
- Describe how your business promotes sustainable and environmentally efficient principles in your own premises and in the way your team operates.

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Community Contribution Award

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This award will recognise the efforts of a private builder or housing association to deliver or assist in a significant contribution to a local community, charity or community service.

Eligibility:

- Open to private housebuilders, housing associations and local authorities.

Entry Content:

- Describe the activity and explain how this was carried out.
- Describe how the outcomes positively impacted the community.
- Describe how you worked with partners and stakeholders to achieve results.

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Residential Letting Team of the Year

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This category will recognise the hard work and dedication of letting teams who are providing a service to landlords and tenants in the residential market. The judges will be looking for evidence of market share, industry knowledge, sales success, innovation and customer service.

Eligibility:

For residential letting teams working in Scotland.

Entry Content:

- Describe the key activity of the team in the last 12 months.
- Describe your business strategy for your local market.
- Describe how have you reacted to challenges and opportunities in your local area.
- Describe your approach to working with landlords and tenants to ensure a successful relationship.
- Please outline your financial results from the last 12 months.

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Excellence in Customer Service

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This category considers entries which showcase the best activity in customer services for private builders or tenant services for housing associations. Your entry should illustrate how engaging the customer can improve business and ultimately lead to further business success.

Eligibility:

Open to private house builders or housing associations

Criteria:

- Provide an executive summary of the customer service strategy undertaken by the organisation
- Describe the customer engagement practices undertaken by the organisation
- Describe the employee engagement practices undertaken by the organisation
- Provide evidence of outcomes of customer services, including testimonials and case studies

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Affordable Housing Development of the Year (Social Rent)

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This award will recognise a development offered for social housing. It will have created a new community where affordability and desirability must come together. The development will offer a range of property styles and may or may not be part of a multi-use development.

Eligibility:

Open to housing associations, councils and government bodies. The development must offer the majority of its product for social rent.

Entry Content:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials, and budget)
- What are the energy efficiency credentials relating to the development?
- How do you ensure tenant and community care?

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Affordable Housing Development of the Year (Private Sale)

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Private builders may enter this award which will be presented to a new development offering affordable housing for sale. It will have created a new community where affordability and desirability must come together.

Eligibility:

For a new development offering a range of property styles and may or may not be part of a multi-use development. The award is open to private builders offering developments offered for private sale, shared equity, help to buy or other incentive schemes for purchase.

Criteria:

- Provide an executive summary of the development including background information, number of units, development concept, location and landscape & outlook
- Provide an overview of the design of the development including features and specification
- Provide information of the energy efficiency credentials in relation to the development
- Provide an overview of sales and marketing activity in relation to the development
- Provide an outline of any customer services provided in relation to the development
- In 150 words or less, why should this development be named Affordable Housing Development of the Year (private sale)?

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Age Exclusive Development of the Year

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This award will be presented to a development which has been created for an age specific buyer and offered on an age exclusive basis. The development will be designed to encourage independent living but may also offer assisted living options. Developments for sale or rental with both be considered.

Eligibility:

Open to house builders, developers, local authorities, architects or housing associations.

Criteria:

- Provide an executive summary of the development including background information, development concept, location and landscape & outlook
- Provide an overview of the design of the development including features and specification
- Detail the provision of shared social space and any other additional services
- Detail the rental or buying options available including any relocation services
- Provide information of the energy efficiency credentials in relation to the development
- In 150 words or less, why should this development be named Age Exclusive Development of the Year?

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Apartment Development of the Year (Private Sale)

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TILES · BATHROOMS · KITCHENS · HARDWOOD

This award will be presented to a private builder who has created a development of apartments in Scotland. Judges will be looking to showcase a carefully designed development which successfully blends a range of apartment styles and offers buyers a new community which makes the most of local services available.

Eligibility:

Open to private housebuilders. The development may be of any size and may offer a range of apartment styles within one development.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the use of materials and overall finish.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Describe any additional services you provide to your customers.

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House of the Year

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This award will be presented to a house marketed at or below £500,000 which is part of a new development. Location, value for money, quality and design will be taken into account by the judges.

Eligibility:

Open to private housebuilders. The house type may be detached, semi-detached or a town house and be marketed at or below £500,000.

Entry Content:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Who are your target customers for the development and why?
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Outline any pricing incentives included for the customer.

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Housing Regeneration Project of the Year

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SCOTLAND

This award will recognise a regeneration project which has transformed neglected, derelict or deprived urban or rural sites through the delivery of a residential development. Entrants should demonstrate a successful project which has environmentally improved the area while generating positive economic and social impact.

Eligibility:

For housing regeneration projects in Scotland. This category is open to city centre, town centre, urban, rural, brownfield, edge and out of town regeneration projects.

Entry Content:

- Describe the project including background information, development concept, location and landscape.
- Who else did you work with on the delivery of the project?
- Describe the project specification, including design and materials used.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- Describe the environmental, economic and social improvements delivered by the project.

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Innovation in Design

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This award will recognise achievements in innovative design delivered in the creation of a new build housing development in Scotland.

Eligibility:

For architects and developers creating innovative new housing in Scotland.

Entry Content:

- Describe the development including background information, development concept, location and landscape.
- Describe your approach to implementing low carbon principles to the design, raw materials used and construction on the site.
- Describe the innovation at the heart of the development
- Describe the use of materials and specification for the development.

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Housing Development of the Year (Large Private Sale)

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This category is open to private builders creating new housing communities in Scotland. Judges will be looking to showcase a carefully designed development which successfully blends a range of house styles and offers buyers a carefully designed community which makes the most of local services available.

Eligibility:

For private housebuilders with developments of more than 50 units which may offer a range of housing styles available for private sale.

Entry Content

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the use of materials and finish.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Describe any additional services you provide to your customers.

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Housing Development of the Year (Small Private Sale)

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This category is open to private builders creating new communities in Scotland. Judges will be looking to showcase a carefully designed development which successfully blends a range of house styles and offers buyers a carefully designed community which makes the most of local services available.

Eligibility:

For private housebuilders with a development of 50 units or less which may offer a range of housing styles available for private sale.

Entry Content:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the use of materials and finish.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Describe any additional services you provide to your customers.

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Renovation of the Year

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This category will recognise the renovation of derelict or old buildings with creative activity to breathe new life into existing building stock. Judges will be looking for information on the history of the site, design influences as well as interior specifications.

Eligibility:

Open to residential or non-residential properties converted into multiple properties. For example, churches, hospitals, schools, castles, barracks and barns.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?
- Describe the sales and marketing activity carried out in relation to the development.
- Provide a breakdown of the overall budget allocated to the project.

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Show Home of the Year

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This award will be presented to a show home which has been carefully designed to illustrate a new property at its ultimate best, while also effectively illustrating the range of properties available.

Eligibility:

Open to private housebuilders. The property entered must be complete and open to the public at the time of entering

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the concept and influences used within the interior design of the show home.
- Describe the fixtures and fitting used within the show home.
- What challenges were overcome throughout the planning and construction process? (this could include environmental, transport, logistics, materials and budget)
- Provide a detailed breakdown of the budget allocated to the project and how this was distributed.
- Describe the sales and marketing activity carried out in relation to the show home.
- State the expected selling price of the Show Home.

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Starter Home of the Year

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For new homes marketed firmly at the first time buyer market. Judges will be looking for supporting information which gives an outline on design, layout, value for money and interior finish. The property must be available for sale up to the value of £180,000.

Eligibility:

For private housebuilders offering first time buyer property for sale. Please enter one house style and not the entire development.

Criteria:

- Describe the development including background information, development concept, location and landscape.
- Describe the design of the development, including features and specifications.
- Describe the sales and marketing activity carried out in relation to the development.
- Detail the pricing plan and any incentives included.
- What challenges were overcome throughout the planning and construction process? (This could include environmental, transport, logistics, materials and budget)
- What are the energy efficiency credentials relating to the development?

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How to Enter

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Please visit: www.scottishhomeawards.com

- To enter the competition, all entrants must register as a user by creating an account on the “Enter Now” area of website.
- All entries are submitted through the website and will not be accepted in any other form.
- You are invited to submit as many entries as you wish.
- Please note that a separate submission is required for each entry.
- Please use appendices for relevant supporting material and evidence such as marketing materials, floor plans, location plans, specifications, and pricing.
- All entries must include company logo in high resolution JPEG, PNG and EPS formats.
- A maximum of 4 high resolution images should be included with your entry, where appropriate.
- Images should be named appropriately with clear indication of which one is the “Main Image” for each entry to be used in the programme’s marketing activity.
- All accompanying images and appendices must be provided using a file sharing platform such as Dropbox or WeTransfer. Please enter the link in the relevant section of the entry form.
- To create a Dropbox Account, please follow the instructions [here](#).
- Upon submitting your entry, you will receive an automated email response to confirm your submission. If you do not receive this within 24 hours of submission, please contact us on info@kdmedia.co.uk.
- Closing date for entries is 12 noon on Wednesday 22nd March 2023. No late submissions will be accepted.

Terms and Conditions 2023

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- Developments completed in 2022 or developments nearing completion in March 2023 are eligible for entry.
- If a development is not yet completed, please state clearly in the entry what stage the development is at.
- Please contact the awards team if you require further advice on project eligibility prior to entry.
- The Scottish Home Awards registration fee is £140 per company to enter.
- Judges may choose to carry out site visits at their own discretion.
- The judges reserve the right to move entries into other categories, to remove categories or create new awards.
- The judges' decisions are final and no correspondence will be entered into.
- By entering the Scottish Home Awards you give permission for the images included in your submission to be used at the awards ceremony and in the awards marketing materials.
- The information contained in each entry is kept strictly private and confidential unless approval from the entering company is received.
- All entries must include a summary statement that can be used by the Scottish Home Awards for PR purposes to promote the entry, as indicated in the entry form.
- All queries should be directed to KDMedia on **0131 337 6232** or by email to **sophie@kdmedia.co.uk**

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ROSS &
LIDDELL

Ross & Liddell

Ross and Liddell are delighted to be the headline sponsor of the Scottish Home Awards 2023.

Ross and Liddell are one Scotland's largest property management companies, employing 100 staff, through offices in Glasgow, Edinburgh and Dundee. In addition to traditional Factoring services, covering all sizes of housing and flatted developments, the business provides a comprehensive range of residential letting and commercial management and surveying services.

Managing Director Andrew Cunningham will again join the judging panel for the 2023 Awards, to offer his knowledge and experience.

For more information on the services provided by Ross & Liddell, please go to www.ross-liddell.com or call **0131 346 8989**.

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AC Land Regeneration

AC Land Regeneration, a division of Advance Construction, specialises in the remediation and promotion of distressed brownfield sites.

Operating Scotland wide, our experienced team work in partnership with landowners and housebuilders alike to release strategic land opportunities and create new communities. With the support of our parent company, and our in house team's expertise, we are able to unlock challenging sites. We provide a range of construction services which allows us to offer a bespoke opportunity to our clients.



Citylets

Citylets is Scotland's certified leading portal for property to rent with up to 4 million annual site visitors and advertising over 50,000 properties per year. Established in 1999, we are the original Scottish lettings portal. Citylets is widely acknowledged as a UK portal pioneer credited with the introduction of many features and services that are now UK industry standard.

Information Services is a core function and our market reports, now in their 16th year, are regarded as the most authoritative and reliable barometer of the Scottish rental market. Research tool, Optilet Pro, informs local councils, property advisory businesses and property developers with investment grade detail on the Scottish PRS. Based in the West End of Edinburgh, the company is fully independent and managed by the original founding team, providing clients with experience which is second to none.

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Bank of Scotland

Supporting Scottish businesses and the UK economy continues to be central to what we do. Helping build communities, supporting with day-to-day business needs and assisting in protecting you from the growing threat of financial fraud are just some of the ways we're supporting you.

At Bank of Scotland, with a dedicated UK Real Estate team, we support a wide range of businesses from SMEs to Listed clients and utilise extensive resources and expertise from across the wider Lloyds Banking Group to help deliver financing for our clients. Supporting the Real Estate sector continues to be a cornerstone of Bank of Scotland's commitment to Helping Scotland Prosper.

Accelerating the transition to a more sustainable, low-carbon economy that is resilient to climate change impacts is ever more important. In 2021, Lloyds Banking Group committed to over £15bn of Green Funding over a 3-year period and through our discounted green lending propositions we have delivered £4bn within the first 6 months; alongside our commitment to provide £10bn of Green mortgages by 2024 and the £12.4bn of support already facilitated to the Social Housing Sector. Most recently, a number of Bank of Scotland Development clients are leading the way with us on the Net-Zero journey, through the recently launched Next Generation Project discounted initiative

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BTO Solicitors

BTO Solicitors LLP is delighted to be sponsoring the Housing Development of the Year (Small) category.

For many years, BTO has been one of the most active legal practices in Scotland for established housebuilders, landowners and developers. We are experienced in dealing with projects from site assembly, through to acquisition, negotiation of option agreements, preparation for disposal, to final disposal. Projects vary from straightforward to the complex joint venture or consortium and large-scale site assembly for major multi developer projects.

We have offices in Glasgow, Edinburgh and Helensburgh and cover the whole of Scotland, including the provision of a range of comprehensive letting agent and property management services throughout the Helensburgh and Lomond area for private and corporate Landlords.

Our use of sophisticated technology (particularly case management) allows our clients' requirements, and their timetables, to be met routinely for all sites, large or small.

Clients also have access to our experienced Construction & Engineering team which advises on both contentious and non-contentious matters and which, in conjunction with our band 1 ranked Health & Safety team, offers a 'one stop shop' construction and Health & Safety offering to meet the demand for 'real time' assistance on site issues arising from the Construction (Design and Management) Regulations 2015.

For more information on the services provided by BTO – a full service law firm advising businesses, individual and families through the generations - please visit www.bto.co.uk or call **0141 221 8012**.

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Hyperoptic

Since 2011, we've been setting the new standard in connectivity. Broadband had stopped short of peoples' homes and expectations. So we stepped up and took to the streets, taking our full-fibre all the way. Working tirelessly to take the con out of connectivity. We give people hyperfast speeds, not sneaky price hikes. Rock-solid reliability delivered by our rock star engineers.



Raising Standards. Protecting Homeowners

NHBC

NHBC is the UK's leading provider of warranty and insurance for the new homes industry. We work with our registered house builders to improve the construction standards of the new homes they build for the benefit of the industry and homeowners. With no shareholders, NHBC is able to invest in its purpose of raising standards and activities to improve the quality of UK house-building. As an expert authority on the housing industry, active in research and development, we work with government and stakeholders to help shape housing policy. NHBC is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

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Connecting you to your network

Open Reach

Connecting you to the world.

We run the UK's digital network. We're the people who connect homes, mobile phone masts, schools, shops, banks, hospitals, libraries, broadcasters, governments and businesses – large and small – to the world.

It's our mission to build the best possible network with the highest quality of service, and make sure that everyone in the UK can be connected.

PORCELANOSA
TILES · BATHROOMS · KITCHENS · HARDWOOD

Porcelanosa Scotland

PORCELANOSA has a fascinating heritage, starting in the early 70's as a ceramic's manufacturer and distributor in Vila-real (Spain), to today where they are known worldwide for their broad range of design and quality led products for the home. Many of which have been designed by architects and designers and are extraordinarily iconic.

With more than 45 years' experience, PORCELANOSA Group is a global leader in innovation, trend setting its cutting-edge designs and is now present in 150 countries worldwide; an achievement that is attributable to its unique business model.

Production diversification has played a key role in the growth of a business group that started off with the production of a single product: ceramic tiles. Today, the Group's eight companies offer a vast product range that includes lifestyle, kitchen and bathroom furniture as well as advanced building solutions for contemporary architecture.

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The logo for Pixel, featuring the word "pixel" in a bold, lowercase, sans-serif font. The letter "i" has a small red square above it.

Pixel

Pixel is an award-winning PropTech company founded in 1996 by Cat and Steve Smith. The business shot to world-wide acclaim back in 2008 when its virtual house-viewing software won the Daily Mail Property and CNBC Worldwide awards for Best Residential Property Website.

The innovative and forward-looking company has grown from a two-person family business into an employer of 40 staff and more than £1.6bn worth of properties have been showcased through its cutting-edge platform, the HomeSelector.

The HomeSelector has been used on hundreds of developments to allow potential buyers to browse newbuild projects online. Buyers can walk virtually through each property with and without furnishings, walk around the streets of the development, see birds-eye perspectives of plots and floorplans, compare and shortlist multiple properties, and click to reserve a house without having to leave their kitchen table.

Pixel's digital OptionsSelector allows homebuyers to see their new kitchen and try out different options to see how their selection of tiles, cabinets and worktops and splashbacks would work together. They can track all of their upgrades throughout the house on a room-by-room basis, again, all from home.

Combined, these platforms eliminate the need for physical marketing materials and the potential buyer's car journeys to and from site, reducing both costs and carbon emissions. Data gathered through Pixel's platforms give developers a unique depth of insight into evolving buyer behaviour

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Scottish Water

Scottish Water is committed to net zero emissions by 2040. To do so, we are transforming the way we operate and invest, to reduce the amount of energy we consume to deliver our water and wastewater services.

We are innovating and growing capabilities to change our operational practices. Changing our behaviours and thinking to reduce the impact our necessary work has on the climate. We can't do this alone, we are influencing others to join us on this mission - our partners, supply chain and our customers.

In our support of the Scottish Home Awards we encourage developers, housing associations, local authorities, architects to celebrate and adopt sustainable practices in the provision of homes for people in Scotland, now and in the future.

Water is a precious natural resource, if we all save a little the impact will be huge. By embracing low carbon construction, building energy and water efficient homes and encouraging employees and customers to be water and energy smart, we can all make a difference to our planet.



Scottish Home Awards



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Water**
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