A cost-effective route to EPC C

Air tightness testing and a better-evidenced EPC

Landlord Investment Show
Manchester · October 2026

The landlord’s starting point

Could your D rated property already be a C?

A desktop appraisal identifies suitable properties.
EPC + Pulse testing checks the outcome on site.

For suitable properties, measurement and evidence can reduce unnecessary upgrade spending.

How many homes are below C?

Homes in England	Below C (D–G)	Specifically D
All homes	11.21 million 43.8%	8.89 million 34.7%
Private rentals	2.41 million 49.1%	1.83 million 37.3%

Around three quarters of private rentals below C are at D.

The EPC rules and the 2030 target

Current position	Announced government policy
Minimum EPC E for relevant private rentals, unless exempt.	C under the new metrics from 1 October 2030 for all relevant tenancies.
England and Wales	Investment cap £10,000, with a lower cap for homes below £100,000.
Property-specific advice matters	Maximum penalty planned: £30,000 per property, per breach.

Future standards, cost caps and penalties require implementing legislation.

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The potential 10-year benefit

C before 1 October 2029

The published transition policy recognises a qualifying EPC until it expires or is replaced.

Example: a new qualifying EPC in October 2026 could provide a route through to October 2036.

Subject to final rules. Certificate validity and rental compliance are different questions.

HEM and the next generation of EPCs

Latest published target: second half of 2027

New EPCs will show fabric performance, heating system, smart readiness and energy cost.

Future rental compliance centres on fabric performance plus heating system or smart readiness.

The new ratings differ from today’s cost-based C. Final methodology and launch details matter.

EPC's & RdSAP Methodology

The assessor records construction, dimensions, insulation and installed systems.

The calculation combines recorded information with prescribed defaults.

The EPC estimates performance under standard conditions, rather than predicting a particular tenant’s bill.

RdSAP 10 specification, BRE, 9 June 2025.

The assumptions that evidence can refine

Area	Typical basis for the calculation
Building fabric	Age band and construction inform default thermal performance.
Air leakage	An algorithm uses building and ventilation characteristics unless an acceptable measured test result is available.
Heating and windows	Recorded product details, with defaults where specific data is unavailable.
Occupancy and fuel costs	Standardised conditions support comparisons between homes.

A stronger evidence file can make the assessment more representative of the property.

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Why checked scores can beat the defaults

In our appraisals, we often find improvements that an older EPC does not fully reflect.

Without recorded dry lining, an older solid wall gets no allowance for a lining airspace: effectively, plaster straight onto brick.

Homes change over time. Evidenced dry lining and draught proofing, plus measured air leakage, can improve the calculation.

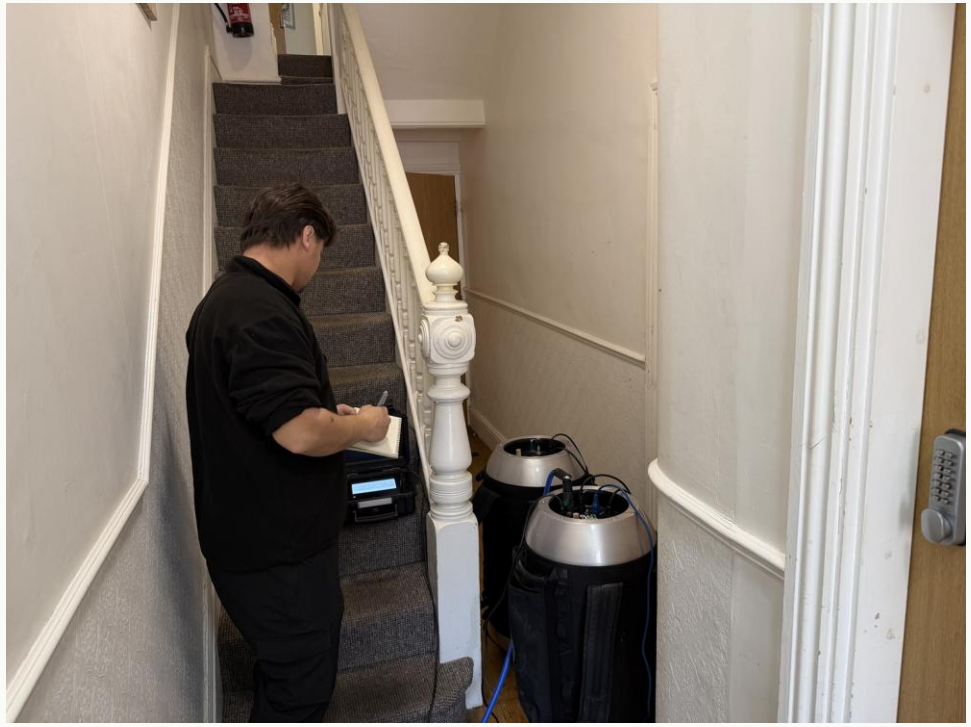
The assessor must see, document or measure the improvement. Results vary by property.

The Pulse air tightness test

A device inside the property releases a controlled pulse of air.

The equipment measures the response at low pressure.

The assessor uses the accepted result in the EPC calculation.



Pulse air tightness testing on site

Testing records existing performance. Results and EPC improvement vary by property.

What the published guidance allows

“air pressure test results can now be included where documentary evidence is available.”

Elmhurst Energy · RdSAP 10 recap · May 2025

“If pressure test result is available (at 50Pa or 4Pa)”

BRE · RdSAP 10 specification · Table 5

The test needs the appropriate certificate or report and supporting evidence.

Dry lining in older properties

“Dry lining alone does not confirm the presence of insulation.”

Evidenced dry lining adds an allowance for the lining airspace, reducing modelled wall heat loss.

Commercial buildings converted to homes

Original building	RdSAP treatment after checking the assessment route
Originally heated	Keep the original construction date. Evidence supports upgraded elements.
Originally unheated	Use the evidenced conversion date. Building Control sign-off or suitable planning records can support it.

Evidence of completed improvements

“any documents verifying that work has been carried out”

Certificates, warranties, guarantees and relevant records must match the property and completed work.

Intent plus Building Control oversight can support the specified upgrade. Intent or oversight plus visible work supports the minimum selectable upgrade when detail is unproved.

Verdant’s desktop appraisal

You send the property address, current EPC and supporting information.

We review the score, construction, recorded assumptions and possible evidence gaps.

We assess whether EPC + APT is likely to achieve C and explain the next step.

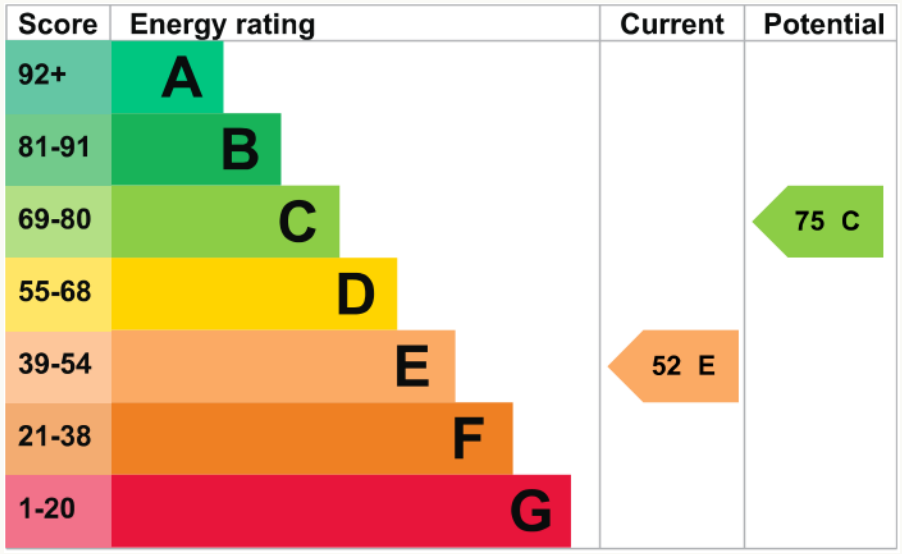
The survey and test confirm the inputs and final rating. Desktop appraisal is an initial assessment.

Case study: previous EPC

Southey Street, Bootle, Merseyside

E52

Potential C75 · certificate issued 11 August 2016



Property	Mid-terrace house
Walls	Solid brick; uninsulated (assumed)
Roof	Pitched; no insulation (assumed)
Floors	Suspended + solid; uninsulated (assumed)
Windows	Fully double glazed
Heating	Mains gas boiler and radiators
Controls	TRVs and bypass
Lighting	No low-energy lighting
Air tightness	No test result shown

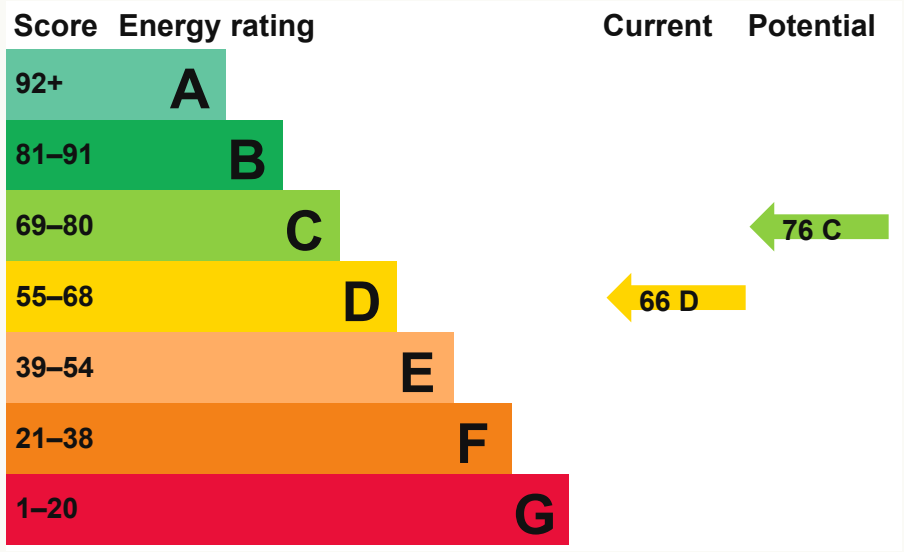
Previous certificate.

Case study: without APT

Southey Street, Bootle, Merseyside

D66

Potential C76 · overview report, 2 September 2026



Property	Mid-terrace house
Walls	Solid brick; uninsulated (assumed)
Roof	Pitched; 300 mm loft insulation
Floors	Suspended + solid; uninsulated (assumed)
Windows	Multiple glazing throughout
Heating	Mains gas boiler and radiators
Controls	Time and temperature zone control
Lighting	Good lighting efficiency
Air tightness	Not tested

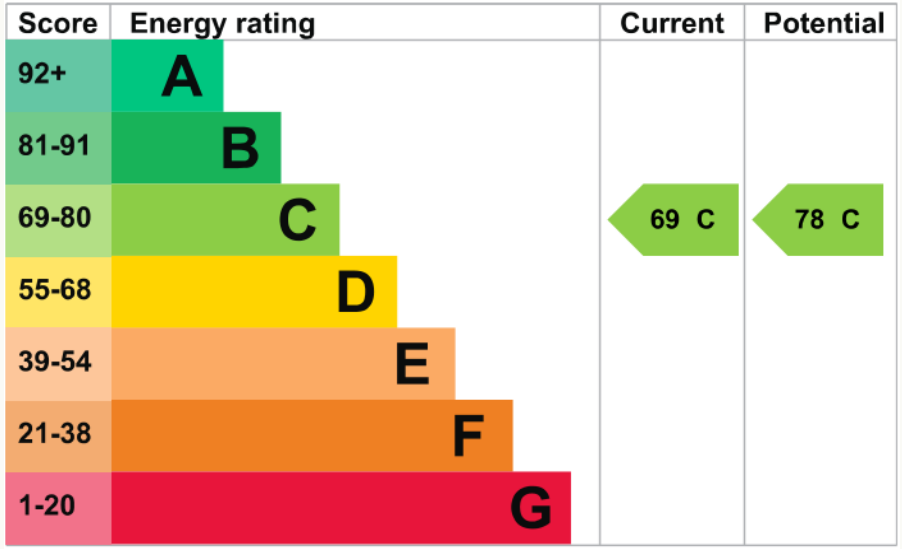
Overview report, not a lodged EPC. D66 is 3 points below C. Diagram recreated from report scores.

Case study: with APT

Southey Street, Bootle, Merseyside

C69

Potential C78 · certificate issued 30 August 2026



Property	Mid-terrace house
Walls	Solid brick; uninsulated (assumed)
Roof	Pitched; 300 mm loft insulation
Floors	Suspended + solid; uninsulated (assumed)
Windows	Multiple glazing throughout
Heating	Mains gas boiler and radiators
Controls	Time and temperature zone control
Lighting	Good lighting efficiency
Air tightness	AP4 = 1.09 m³/(h·m²), as tested

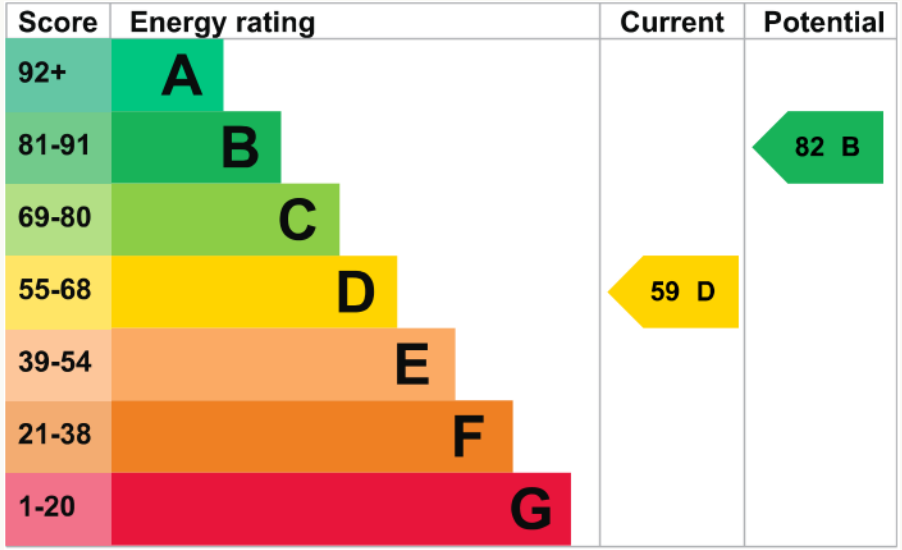
Without APT: D66. With APT: C69. The lodged EPC is valid until 29 August 2036.

Case study: previous EPC

Napier Road, Wirral

D59

Potential B82 · issued 20 September 2016



Property	Mid-terrace house
Walls	Solid brick; uninsulated (assumed)
Roof	Pitched: none assumed; flat: limited assumed
Floors	Suspended + solid; uninsulated (assumed)
Windows	Fully double glazed
Heating	Mains gas boiler and radiators
Controls	Programmer; no room thermostat
Lighting	Low-energy bulbs in 71% of fixed outlets
Air tightness	No test result shown

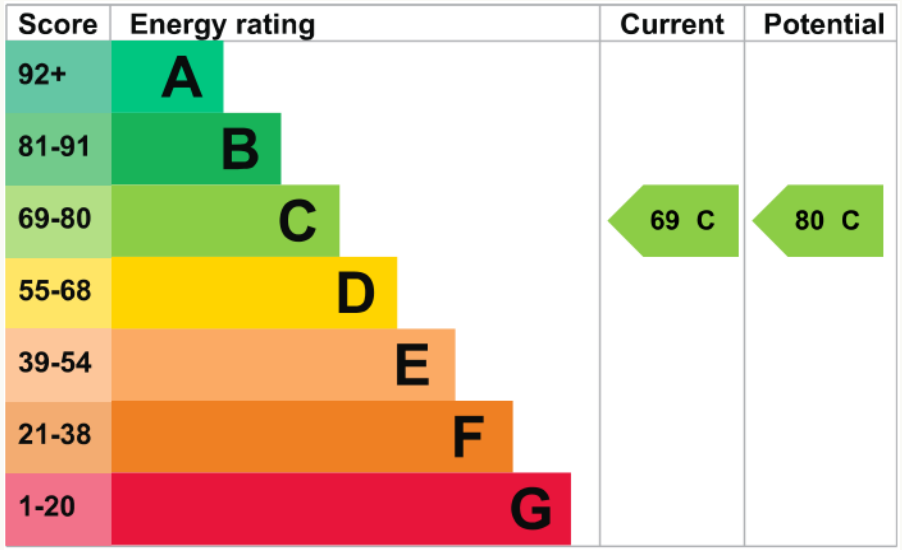
Previous certificate.

Case study: with APT

Napier Road, Wirral

C69

Potential C80



Property	Mid-terrace house
Walls	Solid brick; uninsulated (assumed)
Roof	Pitched: 300 mm insulation; flat: insulated
Floors	Suspended + solid; uninsulated (assumed)
Windows	Fully double glazed
Heating	Mains gas boiler and radiators
Controls	Programmer, room thermostat and TRVs
Lighting	Good lighting efficiency
Air tightness	AP4 = 2.12 m³/(h·m²), as tested

D59 to C69 overall. Recommendations: IWI +3, boiler +3, solar PV +5. Potential C80. EPC valid until 30 September 2036.

No C, no fee

If our appraisal indicates EPC + APT should achieve C, but our service does not achieve that outcome, we will not charge for our services on that property.

The offer applies to properties accepted following our appraisal.

Indicative improvement costs

Napier EPC recommendations alongside broader cost estimates

Improvement measure	Indicative cost	EPC point gain
Napier EPC: internal wall insulation	£7,500–£11,000	+3
Napier EPC: condensing boiler	£2,200–£3,500	+3
Napier EPC: solar photovoltaic panels	£8,000–£10,000	+5
Wall insulation	£6,500–£14,000	—
Room-in-roof insulation	From £7,000	—
Replacement double glazing	£4,950–£9,750	—
Solid floor insulation (EPC example)	£4,000–£6,000	—
Draught proofing (EPC example)	£80–£120	—

Napier figures: supplied EPC. General estimates: Verdant. Other EPC examples: GOV.UK. Obtain current quotes.

Financial incentives and savings

Opportunity	Verified example or decision
Licensing discount	Various councils offer financial incentives. Wirral Scheme 5, for example: £150 off for EPC C or above.
Better mortgage rates	Some lenders offer preferential pricing for EPC A–C homes. Ask your broker about eligible products.
Improvement funding	Energy-efficiency borrowing and Warm Homes: Local Grant may support eligible cases.
Avoided upgrade costs	Compare the accepted service price with the actual works otherwise needed.

Eligibility and current terms apply. Local discounts vary by scheme and location.

What our clients say

“Verdant have worked on a number of my properties, ensuring that they’re in the most liveable, energy-efficient condition for my tenants. The team explains everything clearly, helping me to understand what specific upgrades each property needs and how I can achieve warmer homes with lower bills. Ultimately, this means tenants stay in the property longer because they’re happier, while landlords can minimise void periods and maximise cash flow. It’s win-win all-round, and that’s thanks to the meticulous service Verdant provides.”

Graham Cashin

Director at GMC Property Management, Birkenhead, The Wirral

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Questions and answers

Could EPC + APT work for your property?

Your portfolio could be a lot closer to a C than you think. Speak to our team today to book your free desktop appraisal.

No C, no fee!

www.weareverdant.co.uk