



## **AGENDA**

### **FOR STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE MEETING TO BE HELD ON**

**12 FEBRUARY 2019 AT CONCLUSION OF THE AUDIT COMMITTEE OF  
COUNCIL**

**IN COMMITTEE ROOMS, 12 JAMES STREET, SALISBURY**

#### **MEMBERS**

Mayor G Aldridge (ex officio)  
Cr M Blackmore  
Cr L Braun  
Cr K Grenfell  
Cr D Proleta  
Cr S Reardon  
Cr G Reynolds  
Cr Natasha Henningsen (Chairman)

#### **REQUIRED STAFF**

Chief Executive Officer, Mr J Harry  
General Manager City Development, Mr T Sutcliffe  
Manager Strategic Development Projects, Ms C Milton

#### **APOLOGIES**

#### **LEAVE OF ABSENCE**

#### **PRESENTATION OF MINUTES**

Presentation of the Minutes of the Strategic Property Development Sub Committee Meeting held on 09 July 2018.

Presentation of the Minutes of the Confidential Strategic Property Development Sub Committee Meeting held on 09 July 2018.

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## OTHER BUSINESS

## CLOSE



**MINUTES OF STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE  
MEETING HELD IN COMMITTEE ROOMS, 12 JAMES STREET, SALISBURY ON**

**9 JULY 2018**

**MEMBERS PRESENT**

Cr S White (Chairman)  
Mayor G Aldridge (ex officio)  
Cr G Caruso  
Cr E Gill  
Cr D Bryant (*proxy for Cr S Reardon*)  
Cr G Reynolds (Deputy Chairman)  
Cr J Woodman  
Cr R Zahra

**OBSERVERS**

Cr L Caruso

**STAFF**

Chief Executive Officer, Mr J Harry  
General Manager City Development, Mr T Sutcliffe  
Manager Strategic Development Projects, Ms C Milton

The meeting commenced at 7:34 pm.

The Chairman welcomed the members, staff and the gallery to the meeting.

**APOLOGIES**

Apologies were received from Cr D Proleta and Cr S Reardon.

**LEAVE OF ABSENCE**

Nil

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**PRESENTATION OF MINUTES**

Moved Cr R Zahra  
Seconded Cr G Reynolds

The Minutes of the Strategic Property Development Sub Committee Meeting held on 13 March 2018, be taken and read as confirmed.

**CARRIED**

Moved Cr R Zahra  
Seconded Cr J Woodman

The Minutes of the Confidential Strategic Property Development Sub Committee Meeting held on 13 March 2018, be taken and read as confirmed.

**CARRIED**

**REPORTS**

**SPDSC1 Future Reports for the Strategic Property Development Sub Committee**

Moved Cr G Reynolds  
Seconded Cr G Caruso

1. The information be received.

**CARRIED**  
UNANIMOUSLY

**SPDSC2 Tranche 2 - Boardwalk at Greentree Project Update**

Moved Mayor G Aldridge  
Seconded Cr J Woodman

1. That the report be received and the update on the project delivery status for Boardwalk at Greentree, Walpole Road Stage 3, be noted.

**CARRIED**  
UNANIMOUSLY

**SPDSC3 Strategic Property Projects Tranche 2 and Salisbury Oval Update**

Moved Cr G Caruso  
Seconded Mayor G Aldridge

1. That the report be received, and the status of the Hoyle Green, Lake Windemere and Salisbury Oval projects and revised timelines be noted and endorsed.

**CARRIED**

**OTHER BUSINESS**

Nil

**CONFIDENTIAL ITEMS**

**SPDSC4 Strategic Land Review - Bi-Annual Update Report & Program Timing**

Moved Cr J Woodman

Seconded Cr E Gill

1. Pursuant to Section 90(2) and (3)(b)(i) and (b)(ii) of the Local Government Act 1999, the principle that the meeting should be conducted in a place open to the public has been outweighed in relation to this matter because:

- it relates to information the disclosure of which could reasonably be expected to confer a commercial advantage on a person with whom the council is conducting, or proposing to conduct, business, or to prejudice the commercial position of the council; and

- information the disclosure of which would, on balance, be contrary to the public interest.

2. In weighing up the factors related to disclosure,

- disclosure of this matter to the public would demonstrate accountability and transparency of the Council's operations

- non-disclosure of this item and discussion at this time would protect Council's commercial position as public disclosure may provide third parties with a commercial advantage.

On that basis the public's interest is best served by not disclosing the **Strategic Land Review - Bi-Annual Update Report & Program Timing** item and discussion at this point in time.

3. Pursuant to Section 90(2) of the Local Government Act 1999 it is recommended the Council orders that all members of the public, except staff of the City of Salisbury on duty in attendance, be excluded from attendance at the meeting for this Agenda Item.

**CARRIED**

The meeting moved into confidence at 8:00 pm.

The meeting moved out of confidence and closed at 8:04 pm.

CHAIRMAN.....

DATE.....



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<b>ITEM</b>	SPDSC1
	<b>STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE</b>
<b>DATE</b>	12 February 2019
<b>HEADING</b>	Future Reports for the Strategic Property Development Sub Committee
<b>AUTHOR</b>	Joy Rowett, Governance Coordinator, CEO and Governance
<b>CITY PLAN LINKS</b>	4.3 Have robust processes that support consistent service delivery and informed decision making.
<b>SUMMARY</b>	This item details reports to be presented to the Strategic Property Development Sub Committee as a result of a previous Council resolution. If reports have been deferred to a subsequent month, this will be indicated, along with a reason for the deferral.

#### **RECOMMENDATION**

1. The information be received.

#### **ATTACHMENTS**

There are no attachments to this report.

#### **1. BACKGROUND**

- 1.1 Historically, a list of resolutions requiring a future report to Council has been presented to each standing committee for noting.
- 1.2 The reports to standing committees also capture reports that are required to be presented to sub committees that fall within the responsibility of that standing committee.
- 1.3 The administration will now separate these and present a report indicating items that, as a result of a Council resolution, will be presented to each sub committee.

#### **2. CONSULTATION / COMMUNICATION**

- 2.1 Internal
  - 2.1.1 Report authors and General Managers.
- 2.2 External
  - 2.2.1 Nil.

**3. REPORT**

3.1 The following table outlines the reports to be presented to the Strategic Property Development Sub Committee as a result of a Council resolution:

<b>Meeting Item</b>	<b>- Heading and Resolution</b>	<b>Officer</b>
26/06/2017 2.9.1 <b>Due:</b> <b>Deferred to:</b> <b>Reason:</b>	<b>Fairbanks Drive Reserve Update Report</b> Council has previously resolved this resolution to be confidential. March 2019 June 2019 Requirement to develop an overall masterplan and community engagement strategy.	Chantal Milton
25/09/2017 2.9.1- SPDSC4 <b>Due:</b>	<b>Shoalhaven Strategic Development Project Update</b> Council has previously resolved this resolution to be confidential. June 2020	Chantal Milton
25/09/2017 2.9.1- SPDSC5 <b>Due:</b>	<b>Hoyle Green Tranche 2 – Status Update Report</b> Council has previously resolved this resolution to be confidential. March 2019	Chantal Milton
25/09/2017 2.9.1- SPDSC6 <b>Due:</b>	<b>Lake Windemere Residential Update Report</b> Council has previously resolved this resolution to be confidential. June 2019	Chantal Milton
23/07/2018 2.9.1- SPDSC4 <b>Due:</b>	<b>Strategic Land Review – Bi-Annual Update Report &amp; Program Timing</b> Council has previously resolved this resolution to be confidential. April 2019	Chantal Milton
17/12/2018 2.5.2- SPDSC4 <b>Due:</b>	<b>Petition Opposing the Sale of Land at Neales Green and Portions of Salisbury Oval</b> 2. Council note that staff propose to report back to Council addressing the petition in March 2019 via the Strategic Property Development Sub-Committee. March 2019	Chantal Milton
29/01/2019 1.3.1 <b>Due:</b>	<b>Salisbury Oval – Property Dedication Investigations and Project Background Report</b> 3. Administration consider future use options for Neales Green as part of the overall consideration of the REOI process and report to Council via the Strategic Property Development Sub-Committee in March 2019. 4. That the timing for consideration of the residential urban development proposals at Salisbury Oval as set out in Section 6 of this report (Item 1.3.1, Policy and Planning, 21/01/2019) be noted. March 2019	Chantal Milton



**4. CONCLUSION / PROPOSAL**

- 4.1 Future reports for the Strategic Property Development Sub Committee have been reviewed and are presented for noting.

**CO-ORDINATION**

Officer: EXECUTIVE GROUP  
Date: 05.0219



<b>ITEM</b>	SPDSC2		
	<b>STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE</b>		
<b>DATE</b>	12 February 2019		
<b>PREV REFS</b>			
<b>PREV REFS</b>	Council	GB5	26/11/2018
	Council	GB4	17/12/2018
	Works and Services Committee	2.0.3	10/12/2018
<b>HEADING</b>	Appointment of Deputy Chairperson - Strategic Property Development Sub Committee		
<b>AUTHOR</b>	Joy Rowett, Governance Coordinator, CEO and Governance		
<b>CITY PLAN LINKS</b>	4.4 To ensure informed and transparent decision-making that is accountable and legally compliant		
<b>SUMMARY</b>	This report provides information with respect to the appointment and role of Deputy Chairperson. In accordance with resolution of Council and the terms of reference of the Strategic Property Development Sub Committee, an appointment is required to be made.		

## RECOMMENDATION

1. Cr \_\_\_\_\_ be appointed as Deputy Chair of the Strategic Property Development Sub Committee for a term of \_\_\_\_\_.

## ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Strategic Property Development Sub Committee Terms of Reference

### 1. BACKGROUND

1.1 At the November 2018 Council meeting it was resolved (Resolution Number 0018/2018):

1. *That Cr N Henningsen be appointed Chairperson for a period of two years.*
2. *That the Deputy Chair be appointed by the sub Committee at its first meeting.*
3. *That the membership of the Strategic Property [Development Sub] Committee be determined at the Works and Services Committee.*

## 2. REPORT

- 2.1 The membership of the Strategic Property Development Sub Committee was considered by the Works and Services Committee and endorsed by Council at its December 2018 meeting (Resolution 0047/2018) as follows:
1. *The Membership of the Strategic Property Development Sub Committee comprise:*
    - *Cr N. Henningsen (Chairperson as resolved by Council 26/11/18)*
    - *Cr Reynolds*
    - *Cr Proleta*
    - *Cr Braun*
    - *Cr Grenfell*
    - *Cr S Reardon*
    - *Cr M Blackmore*
  2. *The Mayor be appointed as an ex-officio member of the Strategic Property Development Sub Committee.*
  3. *The Terms of Reference be amended to reflect the updated membership of seven (7).*
- 2.2 The Terms of Reference for the Sub Committee have been updated and are attached to this report for reference.
- 2.3 The Terms of Reference for the Strategic Property Development Sub Committee also provides for the appointment of the Deputy Chairperson at the first meeting of the Sub Committee.
- 2.4 The Deputy Chairperson acts in the role of Chairperson in their absence.

## 3. CONCLUSION / PROPOSAL

- 3.1 In accordance with Council's resolution (Resolution Number 0018/2018, Item No 6.5, Council 26 November 2018) and the Terms of Reference for the Strategic Property Development Sub Committee, the Sub Committee is now asked to consider the position of Deputy Chairperson and determine who should fulfil this role and for the length of their term.

## CO-ORDINATION

Officer: EXECUTIVE GROUP  
Date: 05.02.19



## Strategic Property Development Sub Committee

### - Terms of Reference -

**Endorsed by Council:** 26 November 2018 (0016/2018)  
Clause 4 amended 17 December  
2018 (0047/2018)

**Review Date:** November 2022

#### **1. Purpose**

- 1.1 To examine and make decisions on strategic property development projects:
  - To consider property development proposals in terms of their overall commercial and community benefit.
  - To assess and consider Council's risk exposure related to the projects.
- 1.2 The Sub-Committee will adopt a risk management focus in its considerations, delivery and recommendations to Council. The advice to Council will reflect both the risk and opportunities of the issue to enable Council to act as an informed and responsible decision maker representing the interests of the community.

#### **2. Status and Term of the Sub-Committee**

- 2.1 The Sub-Committee is formed under Section 41 of the *Local Government Act 1999* as an advisory sub-committee to the Works and Services Committee for the purpose of providing advice to Council in regard to the areas listed above.
- 2.2 This Sub-Committee will exist for the term of Council.

#### **3. Meeting Details**

- 3.1 The Sub-Committee meets every three months or as required on the second Monday of the month.
- 3.2 In the event that Monday is a public holiday, the meeting will convene on the Tuesday of the same week.
- 3.3 Meetings of the Sub-Committee will be held in the Committee Rooms, 12 James Street, Salisbury.
- 3.4 In accordance with Section 87 of the *Local Government Act*, a minimum of three clear days notice of an ordinary meeting will be provided to members of the Sub-Committee.



## Strategic Property Development Sub Committee

### - Terms of Reference -

**Endorsed by Council:** 26 November 2018 (0016/2018)  
Clause 4 amended 17 December  
2018 (0047/2018)

**Review Date:** November 2022

- 3.5 Public notice of meetings will be given through publication of the annual meeting schedule on the City of Salisbury website. A copy of the Notice of Meeting and Committee Agenda will also be displayed on a monthly basis at 12 James Street, Salisbury.
- 3.6 Members of the public are able to attend all meetings of the Sub Committee, unless prohibited by resolution of the Committee under the confidentiality provisions of Section 90 of the *Local Government Act*.

#### **4. Membership**

- 4.1 The membership of the Strategic Property Development Sub Committee comprise seven (7) Elected Members as nominated by Council.
- 4.2 The Mayor is, ex officio, a member of this Sub-Committee.
- 4.3 The alternate Ward Councillor is appointed as a deputy member to the Strategic Property Development Sub Committee and in the absence of the appointed member will act as a full member of the Sub Committee.
- 4.3 All members must attend meetings and where unable to do so, must provide an apology prior to the meeting. Where possible advice of an apology should be provided direct to the alternate Ward Councillor to facilitate their attendance in place of the appointed member. Ward Councillors are invited to attend for projects in their ward but are not voting members.
- 4.4 Members of the Sub-Committee must comply with the conduct and conflict of interest provisions of the *Local Government Act*. In particular, Sections 62 (general duties), 63 (code of conduct) and 73-74 (conflict of interest, members to disclose interests) must be adhered to.



## Strategic Property Development Sub Committee

### - Terms of Reference -

**Endorsed by Council:** 26 November 2018 (0016/2018)  
Clause 4 amended 17 December  
2018 (0047/2018)

**Review Date:** November 2022

#### **5. Chairperson and Deputy Chairperson**

- 5.1 The appointment of a Chairperson will be made by the Council for a term determined by the Council.
- 5.2 The Deputy Chairperson will be appointed at the first meeting of the Committee for a term determined by the Sub-Committee.

#### **6. Voting Rights**

- 6.1 All members have equal voting rights. A question arising for a decision will be decided by a majority of votes cast by all members present.
- 6.2 Each member must vote on a question arising for a decision.
- 6.3 The Chairperson has a deliberative vote, but does not, in the event of an equality of votes have a casting vote.
- 6.4 In the event of an equality of votes, the matter must be referred to the parent committee for decision.

#### **7. Meeting Procedures, Minutes and Documents**

- 7.1 All meetings of the Sub-Committee will be held in accordance with the *Local Government Act 1999* (and relevant Regulations), the City of Salisbury Code of Practice for Meeting Procedures and the City of Salisbury Code of Practice for Access to Meetings and Documents.
- 7.2 Minutes will be kept of the proceedings at each Sub-Committee meeting. Members of Council will be provided with a copy of all minutes of the proceedings of this Sub-Committee within five days after a meeting.
- 7.3 Members of the public have access to all documents relating to the Sub Committee unless prohibited by resolution of the Committee under the confidentiality provisions of Section 91 of the *Local Government Act*.



## **Strategic Property Development Sub Committee**

### **- Terms of Reference -**

**Endorsed by Council:** 26 November 2018 (0016/2018)  
Clause 4 amended 17 December  
2018 (0047/2018)

**Review Date:** November 2022

#### **8. Quorum**

- 8.1 A quorum shall be determined by dividing the total number of members of the committee by two (ignoring any fractions) and adding one. For a committee comprising 7 members, the quorum is 4 (that is,  $7 \div 2 = 3.5$  (ignoring any fractions) = 3 + 1).
- 8.2 When the Mayor (as an ex officio member) is in attendance at a Strategic Property Development Sub Committee meeting, the quorum requirement becomes 5 (that is  $8 \div 2 = 4$  (ignoring any fractions) = 4 + 1).

#### **9. Reporting Requirements**

- 9.1 This Sub-Committee reports to the Works and Services Committee.
- 9.2 The Sub-Committee shall make whatever recommendations to the parent committee it deems appropriate on any area within its Terms of Reference where in its view action or improvement is needed.
- 9.3 Recommendations made by the Sub-Committee will be referred to the next meeting of the parent committee, through presentation of minutes, for recommendation to Council for final resolution.



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<b>ITEM</b>	SPDSC3
	<b>STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE</b>
<b>DATE</b>	12 February 2019
<b>HEADING</b>	Presentation on the Strategic Property Development Program
<b>AUTHOR</b>	Chantal Milton, Manager Strategic Development Projects, City Development
<b>CITY PLAN LINKS</b>	4.1 Strengthen partnerships that enable us to better address our community's priorities. 3.4 Be a proud, accessible and welcoming community. 4.4 Embed long term thinking, planning and innovation across the organisation.
<b>SUMMARY</b>	This presentation is provided as a summary of the Strategic Property Development program of works, provided as a summary to inform the new Sub-Committee of the program achievements, objectives and status of current projects.
<b>RECOMMENDATION</b>	
	1. The presentation be received.
<b>ATTACHMENTS</b>	
	This document should be read in conjunction with the following attachments:
	1. Presentation on Strategic Property Development Projects
<b>CO-ORDINATION</b>	
Officer:	A/GMCID
Date:	31.01.19



**City of Salisbury**  
City Development

**SPDSC– 12 February 2019**  
**Strategic Property Program Overview**

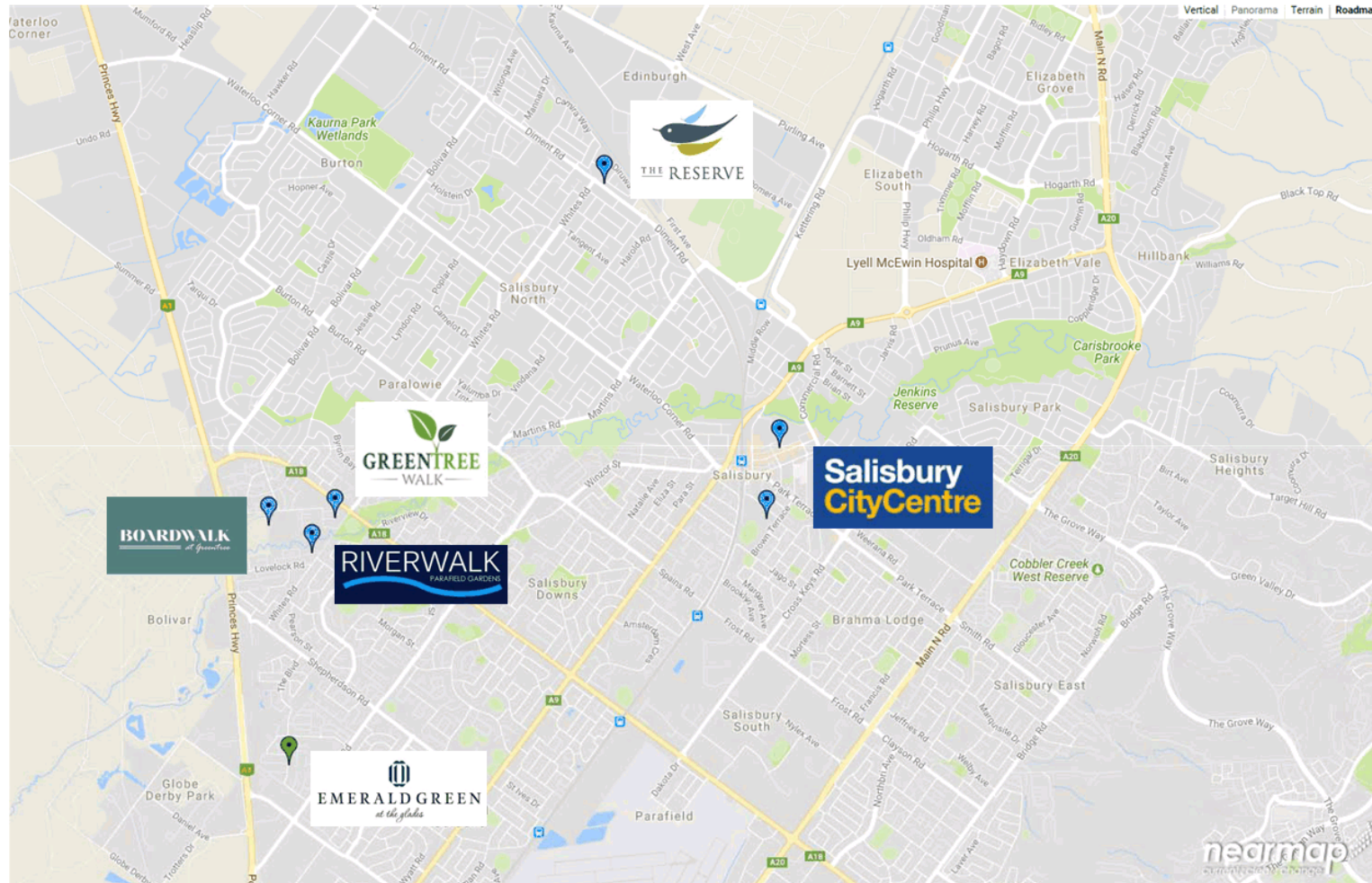
Presented by:  
Chantal Milton  
Manager Strategic Development Projects

## What are the principles informing the strategic development projects?




- Council has committed to the delivery of development projects located on land deemed surplus to Council requirements
- Realise development profit returning commercial outcome to reduce debt and improve capacity to fund strategic projects
- Include a range of living options, including affordable housing to provide housing choice for all ages, backgrounds and budgets.
- Deliver best practice design with a high attention to detail to set a standard for infill residential development in Salisbury
- Integrate the projects with the existing community through road network and open space upgrades, as required.
- Support the local construction industry creating local jobs for local people.

# Strategic Development Projects




# The Projects Delivered




Greentree Walk

68 Allotments




Riverwalk

21 Allotments



The Reserve

75 Allotments and an Apartment Site



Emerald Green

78 Allotments and a Community Title Medium Density Site



Boardwalk at Greentree

122 Allotments including 30 Affordable Homes (Jewel Living)













# Projects Results

**366**

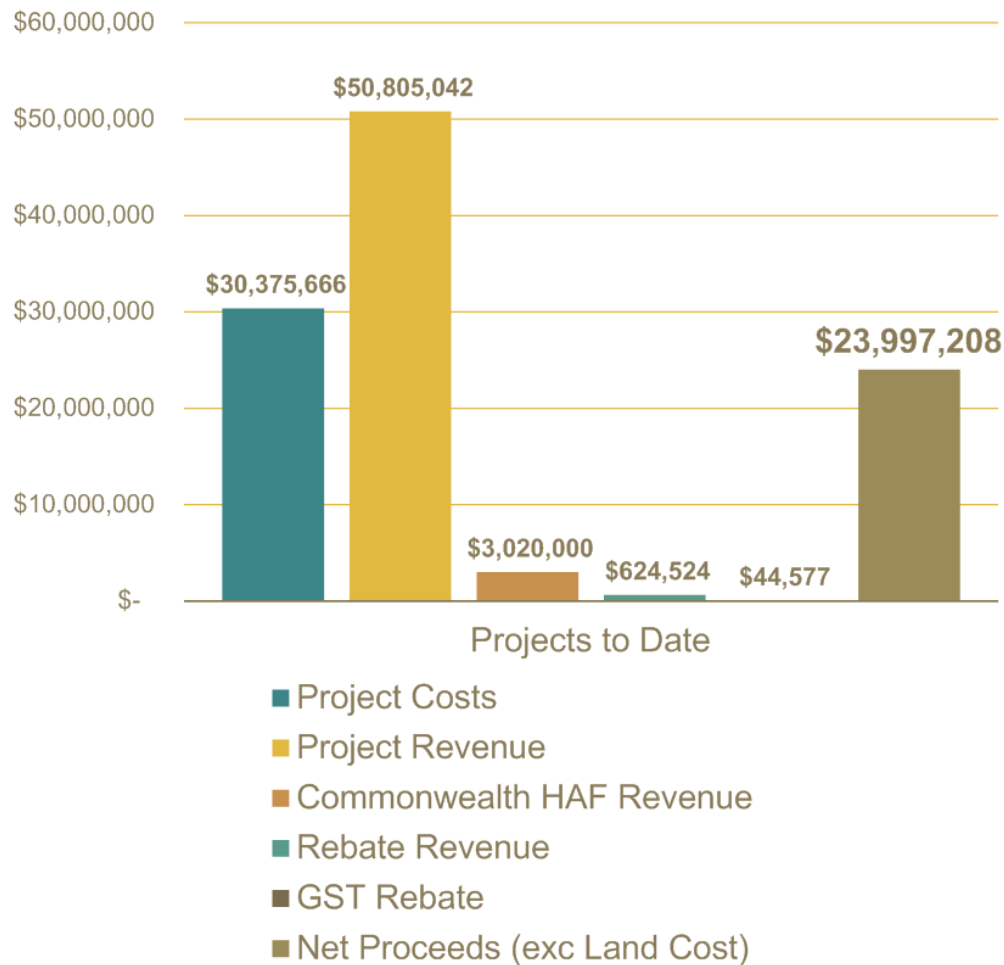
Total lots

**332**

Settled as 30/01/2019

**27+7**

Yet to sell plus contracted




# What comes next

Business Cases under preparation




Lake Windemere

20-30 Allotments



Hoyle Green


18-20 Allotments



Salisbury Oval

75-151 Allotment Potential

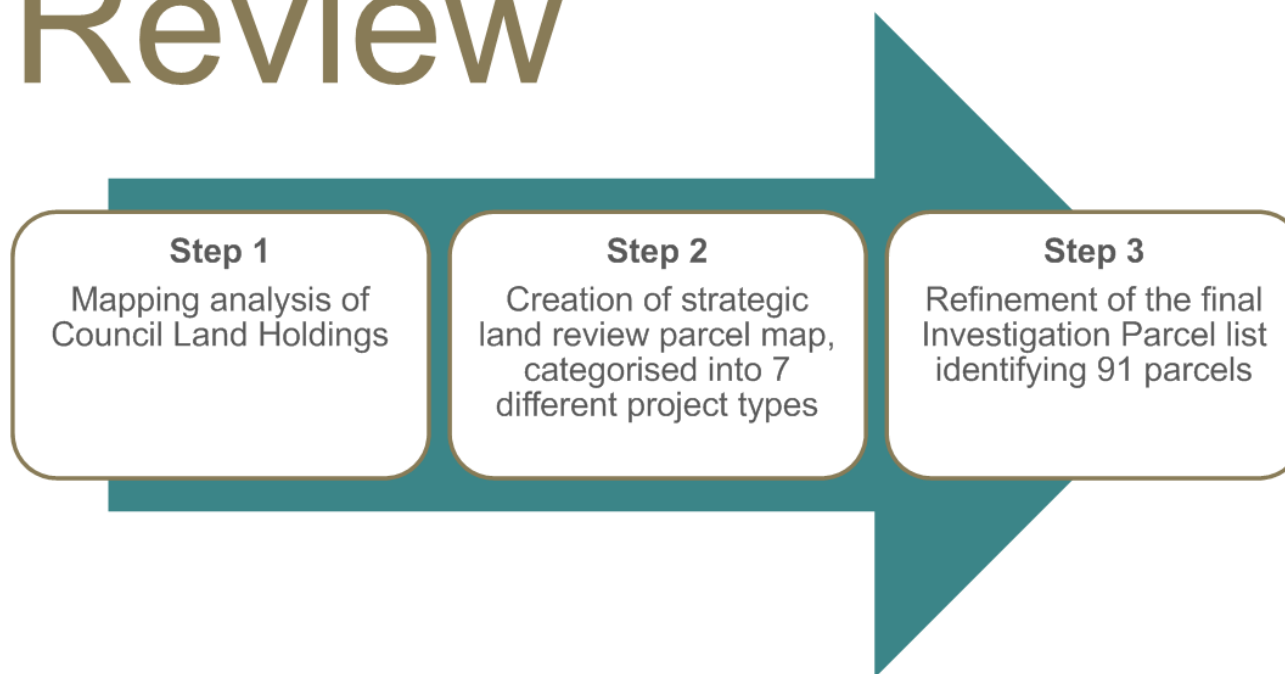
Feasibilities /Masterplan



Fairbanks Reserve

44-66 Allotment Potential

# Strategic Land Review





**Park Front Site**

- A small housing opportunity that suits small lot built form such as a town house located within an existing reserve. The project would improve surveillance over existing linear and nodal open space pockets without impacting on the usability and function of the reserve. The sites could be Community Title or Torrens Title and may be serviced off existing roads or require construction of a laneway or small road to gain access.



**Small Land Division**

• Typically a development of between 1 and 10 conventional sized Torrens Title allotments that can be serviced off an existing road network not integrated with an existing reserve parcel.



**Small Development Project**

• Projects that require construction of a new road to service the proposed allotments and would typically be of a scale between 10 and 25 lots sold with a marketing brand as part of the Salisbury Living suite of projects. An example of this scale of project is Riverwalk, Whites Road, Parafield Gardens (completed in Tranche 1).



**Neighbourhood Development Project**

• Larger scale of project typically over 25 lots which would require the creation of multiple new roads, new open space reserves and a marketing brand as part of the Salisbury Living suite of projects. An example of this scale of project would include Boardwalk at Greentree, Emerald Green, The Reserve and Greentree Walk.



**Major Recreation & Residential Project**

• This category of project involves multiple components including major open space upgrades to meet active/passive recreation needs of the existing community and other possible infrastructure upgrades while also providing an opportunity for the associated delivery of an integrated residential development. This form of project is typically guided by an upfront masterplan where appropriate levels of open space should be allocated based on future population needs. Examples of this form of project are Salisbury Oval/ St Jays and the Lake Windemere Project.

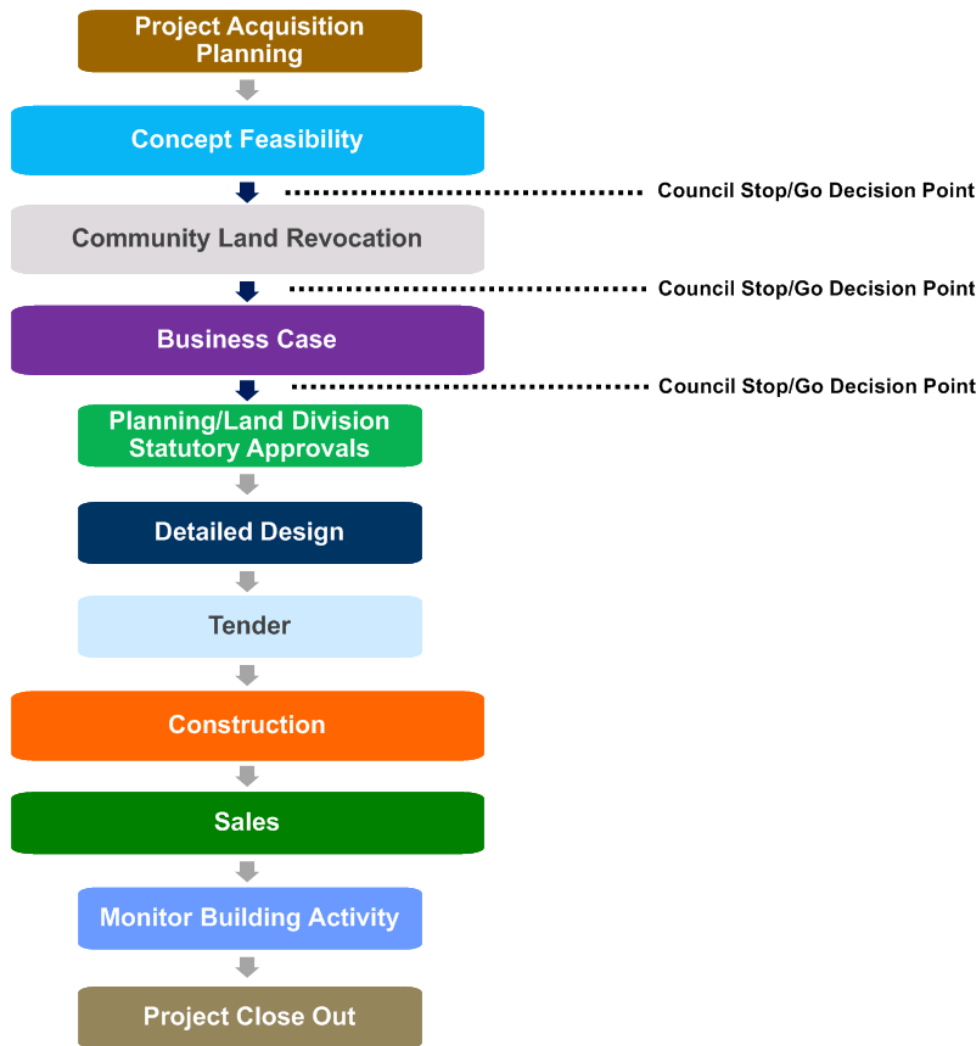
Category Type ID	Category Type	Number of Parcels with Development Opportunities
<b>Residential</b>		
A	Park Front Site	42
B	Small Land Division	15
C	Small Development Project	18
D	Neighbourhood Development Project	2
E	Major Recreation & Residential Project	5
<b>Sub-Total</b>		<b>82</b>
<b>Non-Residential</b>		
F	Non-Residential Project	6
G	Major Activity Centre Locations	3
<b>Sub-Total</b>		<b>9</b>
<b>Total</b>		<b>91</b>



# Risk Management



# Project Delivery Phases







<b>ITEM</b>	SPDSC4
	<b>STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE</b>
<b>DATE</b>	12 February 2019
<b>HEADING</b>	Tranche 1 Update Report – Completion of Aboriginal Discovery Landscape Works at Emerald Green
<b>AUTHOR</b>	Chantal Milton, Manager Strategic Development Projects, City Development
<b>CITY PLAN LINKS</b>	1.4 Have well planned urban growth that stimulates investment and facilitates greater housing and employment choice. 3.2 Have interesting places where people want to be. 3.4 Be a proud, accessible and welcoming community.
<b>SUMMARY</b>	<p>The final allotment that made up the Tranche 1 program settled on 21 December 2017. This represented a major milestone for Council with full completion of the sales and settlements in the four residential development projects delivering a total of 244 residential allotments, along with the upgrade of Walpole Road. The close out reports for three of the projects was presented for Council information (SPDSC2, Strategic Property Development Sub-Committee, 13/03/2018).</p> <p>At the point of the close-out reports being completed on the balance of the Tranche 1 projects, Ryans Road – Emerald Green was not able to be closed out as landscaping works relating to the indigenous remains discovery site was outstanding. Landscaping works have subsequently being completed with Practical Completion in late December 2018.</p> <p>This report provides an update on the completion of the landscape works and confirms timing for the presentation of the detailed close-out report to confirm final project returns to be presented to Strategic Property Development Sub-Committee to complete the Tranche 1 property program.</p>
<b>RECOMMENDATION</b>	<ol style="list-style-type: none"> <li>1. That \$2000 be transferred from 19739 Ryans Road – Emerald Green to 388122 Aboriginal Development Project Fund to enable the RAP Working Group to identify an appropriate recognition signage or other acknowledgement for the indigenous burial site, and that this be reflected in the second quarter budget review.</li> <li>2. That the close-out report for 19739 Ryans Road – Emerald Green will be presented to Strategic Property Development Sub-Committee in June 2019.</li> </ol>

## ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Emerald Green Project Summary Plan
2. Emerald Green Indigenous Reserve Concept Plan

### 1. BACKGROUND

- 1.1 The Ryans Road, Parafield Gardens ‘Emerald Green’ residential development project is being undertaken within the framework of a cost-sharing agreement with a private developer undertaking a similar residential development on the adjacent site. Under the cost sharing agreement there are elements of the development for which each party bears full responsibility, and elements for which costs are apportioned on a 31% (Council)/69% (Private Developer) basis. A summary plan of the Emerald Green project is provided as Attachment 1.
- 1.2 In mid-July 2014, in the course of excavation of a trench for installation of a sewer pipe main within a future Council reserve, human remains were identified in the trench face, and work was stopped immediately upon identification. Protocols relating to discovery of remains were followed and Police notified. It was confirmed within a relatively short time that the remains were ancestral Aboriginal remains. This then invoked the provisions of the Aboriginal Heritage Act.
- 1.3 As reported to Council in October & December 2014, representatives of Kaurna Nation Cultural Heritage Association (KNCHA) were engaged, along with archaeologists Australian Cultural Heritage Management (ACHM), to retrieve the disturbed remains for documentation under the Act and facilitate re-burial. Through the detailed investigations including the sifting of the soil stockpile from the trench excavation, 24 remains were identified. It is clear that the excavation disturbed a significant Aboriginal burial site.
- 1.4 This in turn resulted in a significant increase in the scope of work involved in the recovery and re-burial. It should be noted that the component of work that resulted in the discovery of remains – excavation of a trench for a sewer main – was entirely a Council responsibility. Works were completed to rebury the disturbed remains within the adjacent undeveloped Council owned reserve. The reburial and associated Kaurna Sorry Camp was held between the 15 and 22 December 2014. Follow-up works to return the sifted spoil piles to cap the reburial area was completed in early January 2015. The on-site works to define the boundary of the original discovery site were completed on 16-17 February 2015.
- 1.5 Following detailed negotiations with the Reconciliation Action Plan Working Group and representatives of the KNCHA the landscape design and construction works for the indigenous reserve were completed in December 2018, under the project cost share agreement.

### 1. CONSULTATION / COMMUNICATION

- 1.1 External
  - 1.1.1 Regular updates on landscape design and timing of works were provided through Council’s Reconciliation Action Plan Working Group on the

aboriginal discovery landscape works project within the allocated project budget.

## 2. REPORT – ABORIGINAL DISCOVERY LANDSCAPE WORKS

- 2.1 Due to the timing to negotiate an agreed landscape design solution for the indigenous remains discovery at Emerald Green, final reserve landscaping associated within the indigenous reserve was delayed behind the completion of the balance of works on the project. All other construction works and sales are complete on the project.
- 2.2 The indigenous reserve landscaping constituting the final works on the Emerald Green project were completed in December 2018. Final landscape concepts prior to construction were reviewed by Council's Reconciliation Action Plan Working Group and KNCHA representatives. Landscape delivery was part funded by the developer of the adjacent residential development project to a set agreed budget.



- 2.3 The reserve landscape works were designed with recognition and respect of the significance of the original burial sites with densely planted earth mounds with soil coverage to protect the burial mound and reburial location. Further to this landscape solution the reserve has also provided a large open irrigated lawn area, completion of footpath connections to the balance of the project reserve areas as shown in the concept provided as Attachment 2. The construction site fencing was removed after establishment of the turf areas in late January 2019 and the reserve is now open for public access and use.
- 2.4 To date in negotiations with Council's Reconciliation Action Plan Working Group, a final decision on signage or other solution to recognise/acknowledge this significant burial site remains unresolved. In recognition of the significance of the discovery, it is recommended that \$2000 from the Emerald Green project contingency that was not required to complete the landscape works be transferred to the Aboriginal Development Project Fund to enable further negotiation and installation of recognition signage or other solution post the balance of the projects close-out to be monitored via the Reconciliation Action Plan Working Group meetings.

### 3. PROJECT CLOSE-OUT

- 3.1 Each of the Tranche 1 projects have had detailed project close-out reports that are produced in two parts with the following breakdown of information. Completion of the project close-out will enable the close-out of the project budgets and reporting of any final adjustments in the 19/20 Financial Year.
- 3.1.1 Part 1 - A project summary completion report that is available for public distribution, that includes project achievements, background, timeline, high level financial returns, partnerships and grants, achievements against project objectives, community market feedback, encumbrance and design guideline review, project collateral, media and imagery and general project lessons learnt.
- 3.1.2 Part 2 - Sales and financial report presented confidentially to protect Council's intellectual property and market intelligence. This report will include a range of benchmark figures for expenditure and sales that will be used to forecast future project feasibilities.
- 3.2 As part of the project close-out the issue of the GST Margin Scheme will need to be determined and closed-out. While preliminary advice at the start of this project suggested the concessional rate does not apply, Council's Finance Division has worked with tax consultants on other projects to identify funds to be returned to Council from submission to the Australian Tax Department in relation to the standard GST margin scheme. The standard margin scheme application was completed over the Tranche 2 project, Boardwalk at Greentree project in mid-2017, and resulted in a return against the project in the order of \$44k.
- 3.3 Based on the process and evidence required to be collated to secure the above result at Boardwalk at Greentree, it is understood that in order to proceed with a claim under the standard "GST Margin Scheme", Council would be required to prove the development site was 'unimproved' as of 1 July 2000. Further investigation will be undertaken on the Emerald Green, Ryans Road project as part of the close-out and a decision reported as part of the future report on application of the standard GST Margin Scheme and any potential revenue returns that may be secured as part of the final project close-out reporting.

### 4. CONCLUSION / PROPOSAL

- 4.1 This report provides an update on the completion of landscape works at the Aboriginal discovery site at Ryans Road – Emerald Green for information and recommends the transfer of \$2000 for future signage/recognition to be overseen by Council representatives and the Reconciliation Action Plan Working Group.
- 4.2 As per the balance of the Tranche 1 projects (SPDSC2, Strategic Property Development Sub-Committee, 13/03/18) a detailed project completion report to assess the relative success of the project against the original objectives and feasibility assumptions and identify lessons learnt that can inform the feasibility and delivery model for future strategic development projects delivered by the City of Salisbury will now be completed for Ryans Road – Emerald Green. It is forecast that this process will be resolved and presented for endorsement by June 2019 to enable the close-out of the project budgets and reporting of any final adjustments in the 19/20 Financial Year.

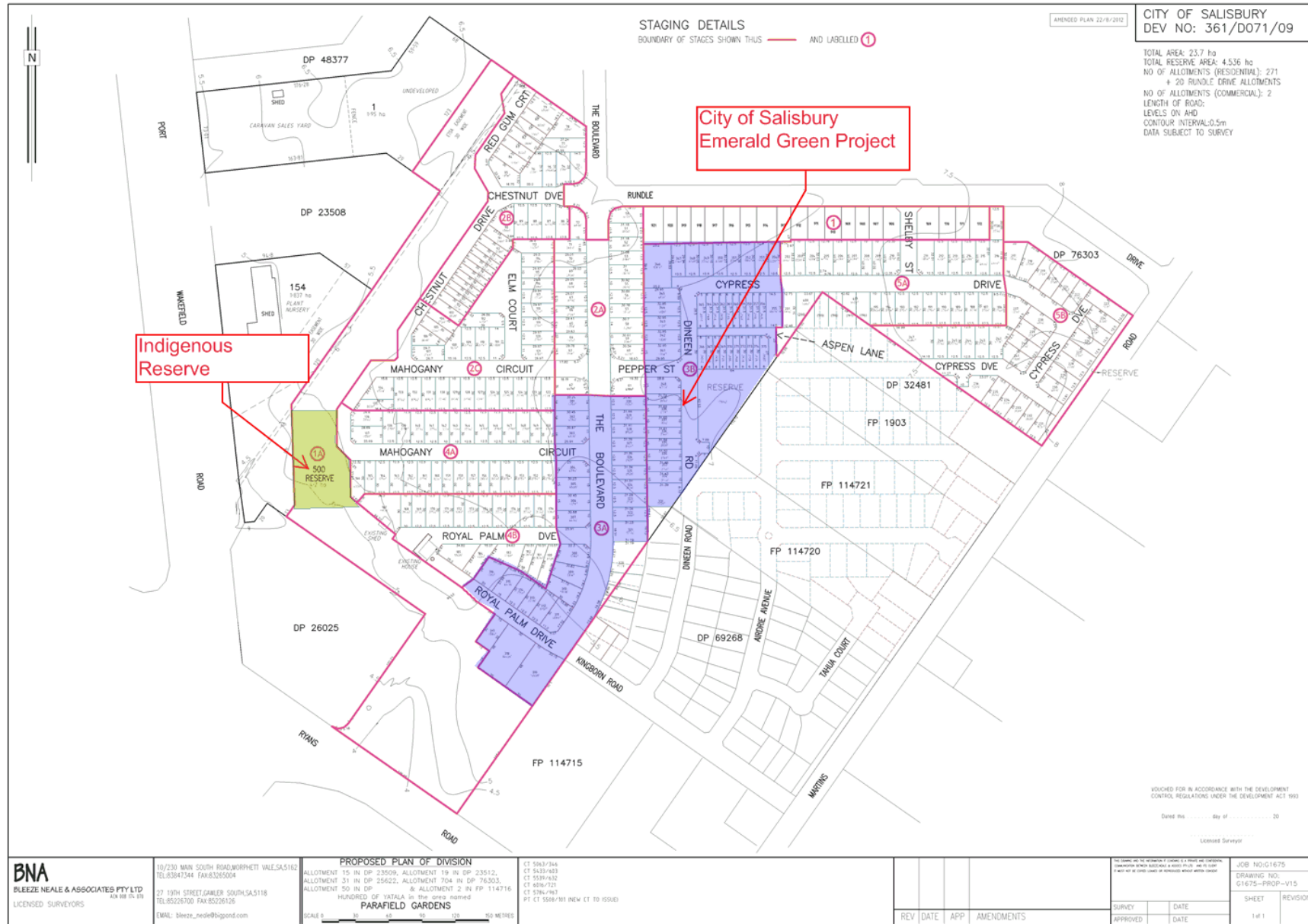


**CO-ORDINATION**

Officer: EXECUTIVE GROUP

Date: 05.02.19









**Emerald Green North Reserve**  
Cultural Site Layout



<b>ITEM</b>	SPDSC5
	<b>STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE</b>
<b>DATE</b>	12 February 2019
<b>HEADING</b>	Tranche 2 - Boardwalk at Greentree Project Update Report
<b>AUTHOR</b>	Chantal Milton, Manager Strategic Development Projects, City Development
<b>CITY PLAN LINKS</b>	1.4 Have well planned urban growth that stimulates investment and facilitates greater housing and employment choice. 3.2 Have interesting places where people want to be. 3.4 Be a proud, accessible and welcoming community.
<b>SUMMARY</b>	This report summarises the current status of the first Tranche 2 Strategic Development Projects to reach construction delivery and completion of sales at Boardwalk at Greentree (Walpole Road Stage 3).

#### RECOMMENDATION

1. That the report be received and the update on the project delivery status for Boardwalk at Greentree, Walpole Road Stage 3, be noted.

#### ATTACHMENTS

This document should be read in conjunction with the following attachments:

1. Jewel Living National Affordable Housing Award Submission - Redacted Commercial in Confidence Information

#### 1. BACKGROUND

- 1.1 Council is undertaking a number of residential subdivision opportunities identified as Tranche 2, scheduled to follow on from the Tranche 1 program currently in the stage of final project completion. This report provides an update on the first of these projects to reach construction delivery and sales, Boardwalk at Greentree (Walpole Road Stage 3)
- 1.2 The current status of Boardwalk at Greentree is:

Project Name	Scope of Project	Project Status
<b>Walpole Rd Stage 3, Paralowie (Boardwalk at Greentree)</b>	Project civil construction complete and landscape construction substantially advanced, sales commenced and first project settlements occurred in late August 2016.	Stage 4 – Project Sales

## 2. REPORT

- 2.1 Since the last update report in July 2018, progress has continued at Boardwalk at Greentree with 78% of the project sold. The project's first resident moved into their new home in early March 2017.
- 2.2 The status of revenue and costs for the whole of life project for Boardwalk at Greentree is summarised in the attached table.

<b>Boardwalk at Greentree Project Summary</b>	<b>Council Endorsed Budget BR1 17/18(1)</b>	<b>Current Forecast July 2018</b>	<b>Percentage Change from Endorsed Budget</b>
Project Cost	\$9,627,357	\$9,627,357	0.0%
Sales Revenue	\$15,083,136	\$15,083,136	0.0%
Commonwealth HAF Grant Revenue	\$710,000	\$710,000	0.0%
Rebates Revenue	\$270,020	\$270,020	0.0%
GST Saving (Margin Scheme Revenue)	\$44,577	\$44,577	0.0%
<b>Net Proceeds on Cost (excl. Land Cost &amp; MOSS Payback)</b>	<b>\$6,480,377</b>	<b>\$6,480,377</b>	0.0%

(1) *Council Endorsed Budget – includes land sales revenue, project costs to produce assets - some of which Council will retain ownership of (footpaths, drainage) - plus sales/marketing and holding costs, and costs associated with the provision of the HAF Grant to purchasers.*

(2) *In respect to endorsed gross project revenue, this is a total project revenue not representing revenue for any one financial year.*

- 2.3 Jewel Living is a 30 dwelling Torrens Titled small lot affordable home development made up of five individual designs that had a starting house and land price of \$229,990. All Jewel Living product is sold and settled and works are complete on site closing out the development partnership between the City of Salisbury and Rivergum Homes.
- 2.4 On Friday 19 October 2018, the City of Salisbury along with builder partner Rivergum Homes took out the South Australia Urban Development Institute Award for Best Affordable Housing project for Jewel Living at Boardwalk at Greentree. The judges commented that the affordable housing integrates successfully with the surrounding community, generating pride from owners, neighbours and the surrounding community. Following the State win the Jewel Living project proceeds to the Urban Development Institute Australia National Awards to be held on the Gold Coast in March 2019. National judging occurred on site on 31 January 2019. A redacted copy of the national award submission is provided as Attachment 1, with commercial in confidence information removed to support inclusion in a public agenda.
- 2.5 Since the State Award a number of delegations have visited the Jewel Living Project from across Australia including senior representatives of the NSW Department of Planning including Deputy Director Brendan Nelson, Landcom which is the NSW development agency (equivalent to Renewal SA), Tasmanian Department of Housing and government political representatives.



### 3. COSTS

#### 3.1 Civil Construction

3.1.1 Civil construction is complete with Practical Completion received on 21 September 2016, with the project having received the final completion certificates with the close out of the defects following the 12 month defect liability period. A reconciliation of the contingency budgets for the civil contract work will be completed as part of the project close-out. Savings are expected to be returned to Council as part of a future budget review, as the civil construction contingency was not fully expended.

#### 3.2 Landscape Construction

3.2.1 The landscape contractor commenced in April 2016 with the landscaping crews following behind the civil program through a coordinated program of works in separable portions. The majority of landscape works reached Practical Completion on 6 October 2016. Following a 12 month defect liability and maintenance period the entry playground, streetscape and picnic ground landscape reached Final Completion on 21 December 2017.

3.2.2 The main boardwalk platform and approach ramps were installed in April 2017, prior to the winter rains. Due to weather delays the Boardwalk platform and railing was finished in August 2017 with the Boardwalk currently under 12 month maintenance. A boardwalk seat was installed in January 2018 once the water level in the wetlands dropped over summer for installation.

3.2.3 The final separable portion for landscape works was the completion of streetscape works around the Jewel Living Affordable Housing project. Due to the intensive construction activity in this section of the site, the landscape installation was deferred to minimise damage until after all 30 homes were constructed. Landscape works were undertaken in September 2018 and is currently under maintenance. Footpath rectification works that are the responsibility of the builder will be undertaken by the end of February 2019.

### 4. SALES/MARKETING

4.1 Sales at Boardwalk at Greentree have continued to be solid, but as expected sales have slowed in comparison to the project launch with the completion of sales of the conventional larger allotments, and the project transitioning to a focus on built form product such as Jewel Living, Town Cottages and Parkfront Townhomes. In total 95 allotments have been contracted on the project as of 30 January 2019.

4.2 Strategic Development Projects staff are working closely with a builder partner to bring the Park Front Townhomes to market with a developer agreement signed with Normus Urban Projects in late 2018. The product had a soft launch to market pre-Christmas to build an enquiry database with the formal release of stage 1 containing five of the ten products released in early 2019. At the time of reporting 50% of stage 1 of the Parkside Collection has been contracted.

4.3 The main project marketing campaign continues to have a stronger digital focus than that used on the Tranche 1 projects. The campaign focused around

authenticity using local contractors and buyers to sell the project which has resonated well with the buyer profile. Over the last two months the volume of marketing content has been reduced to preserve the remaining marketing funds for use to promote the final built form product in 2019. Marketing spend to promote this product will be shared with the associated builder at a 50/50 contribution between the two parties. The marketing will include built form pages on the Boardwalk Website, Realestate.com feature listings and updated billboard signage to Port Wakefield Road

- 4.4 A community/marketing initiative was launched at Boardwalk in July 2018, to encourage new residents to take responsibility for the establishment of front gardens and maintenance of the verge spaces to retain the overall project quality once the landscape contractor maintenance converts to the standard Council maintenance regime. This form of initiative was identified as an administrative recommendation in the Strategic Development Projects Program Review noted by Council (PRSC1, Program Review Sub Committee, 14/08/2017).
- 4.5 The Boardwalk encumbrance requires every home owner to complete their front landscaping within six months of occupation and encourages residents to look after verges and street trees. This initiative has been titled “Be Proud of your Patch” and the Boardwalk cartoon duck Lowie, used for the children’s nature trail booklet, leads the promotion of this initiative with small prizes offered under a number of categories including “best of boardwalk” and Mayor’s encouragement awards. The winners were promoted as part of the summer edition of Salisbury Aware. This sort of community pride initiative directly contributes to the overall quality of the Boardwalk development, will encourage increased lot values on those lots yet to be sold and will encourage new buyer interest in future projects.



*Figure 1 - Article Salisbury Aware Summer 2018/19*

## 5. CONCLUSION

- 5.1 Pricing of remaining land at Boardwalk at Greentree will continue to be monitored and adjusted for any new land placed to market, and contract cancellations to secure further revenue uplift, subject to market conditions.
- 5.2 The nature of Strategic Development Projects means that projects extend over multiple financial years including both expenditure and income with forecasting updated regularly to respond to actual project costs and market conditions.

## CO-ORDINATION

Officer: EXECUTIVE GROUP  
Date: 05.02.19





UDIA SUBMISSION  
NATIONAL AWARDS FOR EXCELLENCE 2019

JEWEL LIVING - BOARDWALK AT GREENTREE

"AFFORDABLE DEVELOPMENT"

Joint Submission by City of Salisbury and Rivergum Homes





Jewel Living - Stage 1 and 2 dwellings occupied June 2017

### Entry Details

Category Name: Affordable Development  
Name of Project: Jewel Living - Boardwalk at Greentree  
Project Address: Corner Melvina Drive & Walpole Road, Paralowie, SA 5108  
Project Developer: Rivergum Homes (Built Form)  
City of Salisbury (Land Development)  
Company completing entry: Joint entry (City of Salisbury and Rivergum Homes)

### Project Owner / Developer

Name: City of Salisbury  
Contract Name: Chantal Milton  
Job Title: Manager Strategic Development Projects  
Address: C/- 12 James Street, Salisbury, SA 5108  
Email: cmilton@salisbury.sa.gov.au  
Telephone: (08) 8406 8318  
Mobile:  
Website: www.salisbury.sa.gov.au  
Project Website - www.boardwalkatgreentree.com.au





## Key Project Information

Construction Commencement Date:	Jewel Living Stage 1 - November 2016
Completion Date of Project:	November 2018
Practical Completion Received:	Yes
Overall Density:	Net Density per hectare 117 dwellings
Site Area:	30 Jewel Living Homes - 2557m <sup>2</sup> (excluding road area)
Number of Storeys:	2 Storey
Title:	Torrens Title

### Jewel Living - Range of Dwelling Sizes

Dwelling Type	No. by Type	Number of Bedrooms	Dwelling Area	Lot Area
The Opal	12	2 bedrooms	112.61 m <sup>2</sup>	65m <sup>2</sup>
The Jade	2	2 bedrooms	117.96 m <sup>2</sup>	79m <sup>2</sup>
The Sapphire	8	2 bedrooms + Flex Room	130.93 m <sup>2</sup>	89m <sup>2</sup>
The Ruby	4	2 bedrooms + Flex Room	141.16 m <sup>2</sup>	100m <sup>2</sup>
The Emerald	4	2 bedrooms + Flex Room	129.84 m <sup>2</sup>	128m <sup>2</sup>

### Facilities for Residents

The Boardwalk at Greentree residential neighbourhood directly abuts the Little Para River which provides high quality existing natural landscape. To build on this natural character, the Boardwalk project delivered landscaped streetscapes, new open space reserves, a new boardwalk into existing wetlands, new playground, new shelters, improved stormwater detention and new footpath and trail networks that are enjoyed by both the new and existing communities.

### Previous Awards

Urban Development Institute of South Australia - Awards for Excellence 2018 Affordable Housing Development



Jewel Living - Stage 4 dwellings occupied November 2018



## Financial Performance

Completion within budget (cost): Yes  
 Completion within budget (time): Yes  
 Square metre construction costs:

### Product Range and Selling Price

Dwelling Type	Number of Bedrooms	H & L Prices	% below SA Affordability Criteria (\$304,000 as of 20/10/2015)
The Opal	2 bedrooms	\$229,990	-24%
The Jade	2 bedrooms	\$240,990	-21%
The Sapphire	2 bedrooms + Flex Room	\$259,990	-14%
The Ruby	2 bedrooms + Flex Room	\$279,990	-8%
The Emerald	2 bedrooms + Flex Room	\$289,990	-5%



Jewel Living - Staging Plan



## Executive Summary



Boardwalk at Greentree (Boardwalk) is a 122 allotment, masterplanned community situated on a remediated mushroom farm on the banks of the Little Para River, 25km north of the Adelaide CBD. The project incorporates a wide range of housing types including conventional allotments, park front town homes, town cottages and the Jewel Living affordable housing.

Boardwalk was required to meet the South Australian Government's Affordable Housing criteria with 15% (18 dwelling outcomes) to be delivered under a H&L price of \$304,000 as of 20/10/2015. Over 50% of the standard Boardwalk lot mix met this price point. The affordability challenge in the City of Salisbury(CoS) is that 57% (28,300 households) would be unable to afford a mortgage at the State Government affordable pricepoint. Jewel Living was designed to deliver H&L price points well under the Paralowie suburb median house price of \$295,000, opening up new home affordability to a wider proportion of the community.

Jewel Living is a 30 dwelling Torrens Titled small lot housing development made up of five individual designs, located at the heart of Boardwalk. Jewel Living has an average allotment size of 85m<sup>2</sup> and delivers a net density of 117 dwellings per hectare. The project demonstrates that through a developer/builder partnership and a focus on close attention to detail, this form of affordable housing can sit comfortably within a traditional low density suburban location.

The first Jewel Living contract was signed in June 2016. All homes are sold and the final home handover and landscape streetscaping was completed in November 2018. Jewel Living has a starting H&L turn key price point of \$229,990, 24% below the SA Affordable Housing Criteria in place at the time. Jewel has been popular with first home buyers due to its location and aspirational level of architectural design and finishes. Affordable Housing can bring with it a negative stigma however purchasers of traditional allotments immediately adjacent to Jewel are instead thrilled with the outcomes and believe Jewel has improved the value of their own homes.

The City of Salisbury and Rivergum Homes are proud of what has been delivered at Jewel Living, with buyer feedback praising the quality of the homes, the seamless customer service achieved through all stages of the buyer experience and positive comments on how the project integrates with the broader Boardwalk neighbourhood.

## Edited Summary

Jewel Living is a 30 dwelling Torrens Titled affordable home development made up of five individual designs with a starting H&L price point of \$229,990. Located at the heart of Boardwalk at Greentree, a new 122 lot residential development 25km from the Adelaide CBD. Jewel Living exemplifies a refined solution to delivery of affordable housing that meets the needs of the local market and seamlessly integrates with the surrounding lower density suburb, generating pride from owners, neighbours and the existing community.



Jewel Living - Internal Renders (choice of two colour schemes available to purchasers)



## Judging Criteria

### Urban Form

The 30 lot Jewel Living affordable housing project was incorporated into Boardwalk through a partnership between the developer and builder in place from initial subdivision design. This allowed a fully integrated design between the built form architecture and subdivision which delivered a central laneway, designed for one way traffic movement, two central feature tree pits and an entry landscape reserve.

This high density product sits comfortably within a suburban location supported by the extent and quality of the Boardwalk neighbourhood reserves and open space combined with the efficiency of the surrounding road network providing the required street based visitor carparking.

Architectural design and built form quality underpin the Jewel Living product. Each of the five home types have a unique character delivered in a repeating structure for cost effective construction efficiency.

Affordable housing should never be considered cheap housing. The quality and design of the product for purchasers and surrounding neighbours is central to success and supports the ability to roll this product density out across low density suburbs in a way that achieves broader community acceptance.

### Community Creation & Integration

For years the development industry has successfully delivered new communities through a mix of marketing and community engagement on large greenfield estates. The challenge moving forward is to adjust this approach to smaller infill developments with smaller budgets and shorter delivery timelines within established suburbs.

Creating a unified community was a key objective for the Boardwalk marketing strategy which was grounded in local content and messaging with construction workers and buyers contributing to short videos developed to promote the project.

A range of community events were held including opportunities to stand on purchased allotments prior to construction completion, meet your neighbour events, delivery of a children's exploratory trail with duck footprints and storybook and gardening competitions.

### Environmental & Engineering Considerations

A challenge in the delivery of any small lot housing with minimal setbacks is the integration with servicing and bench lot levels to create a seamless coordinated outcome. Rivergum Homes and CoS worked together in a true partnership with both builder and developer involved in authority service design, planning approvals, civil construction, sales and marketing, dwelling construction and final landscape and streetscape delivery timing. Alignment of driveways and service connections to ensure tree pits within the laneway and external streetscape could be installed was one example of the coordination to ensure a quality urban form could be produced within narrow 4.8m wide housing frontages with driveways.

### Heritage Considerations

Boardwalk respected and celebrated the adjacent landscape environment in its subdivision design and improved the amenity through passive surveillance, improved connectivity and new plantings.

The Jewel Living products architectural design sought to echo this landscape through the use of natural materials of stone and timber, a natural colour palette and a mix of roof lines to create interest and shadow lines; seamlessly embedding the project in the surrounding landscape.



Eve, a proud first home buyer checking out the view from her home mid-construction. Click on the following link to hear direct from Eve about why she bought a Jewel Living Home - [YouTube Link](#)



## Judging Criteria (cont)

### Innovation & Unique Features

Small lot housing on Torrens Titled allotments is not new, but is more typically linked with Town Centres and transport regeneration projects. The Jewel Living project demonstrates how this form of product also has a role to play in suburban locations with the density supported by access to quality open space.

Delivery of this product in a suburban location was a challenge in respect to market understanding and bank valuations, however the outcome provides housing diversity and sits as pride of place within the neighbourhood, removing the stigma sometimes associated with affordable housing.

### Marketing and Financial Structure/ Performance/Acceptance

The Jewel Living product was delivered via a Development Deed between CoS and Rivergum Homes with joint responsibility for marketing and mutually agreed delivery targets including civil construction timelines, house and land price points and marketing schedules. A purchaser signed with CoS for the land and signed a build contract with Rivergum Homes with the sales process managed through a jointly appointed sales and marketing agent Connekt Urban Projects. The project delivered both social affordability outcomes but also commercially acceptable returns for both CoS as the land developer and Rivergum as the builder.



Sales Brochure. Each of the five product types were displayed in individual brochures. The brochure included easy to read floorplans, 3D renders, specifications and inclusions, making it easy for the buyer to compare the product offering.

The marketing strategy developed for Boardwalk and Jewel sought to achieve four complementary outcomes:

- capitalise on the existing natural landscape surrounding the project;
- build a sense of excitement as project construction progressed;
- build pride in the existing community to become local advocates for the project to family and friends;
- re-position the suburb of Paralowie as an enviable neighbourhood that would achieve a new benchmark price per square metre for the suburb.

### Problem Solving, Consultation, Negotiation, Issues Resolution

Rivergum Homes and the CoS worked together to fully integrate civil, landscape and dwelling designs, jointly reviewed case studies to improve the detail and have delivered a final finished product that has exceeded the expectations of the purchasers, the surrounding neighbours and broader community.

Jewel demonstrates that medium density infill affordable housing can sit comfortably in normal suburban streets in suburban locations supported by existing open space networks.



Our goal was to create an aspirational brand that would match the product. The tag line 'jewel in the crown' was incorporated to appeal to the first home buyer market by demonstrating the value offering and high quality of inclusions. The brand colours are inspired by the gum trees surrounding the site and complement the Boardwalk estate branding. The marketing agency proposed the name 'Jewel Living', with the idea that the five different products could have related names, The Emerald, The Ruby, The Jade, The Sapphire, The Opal.



## Judging Criteria (cont)

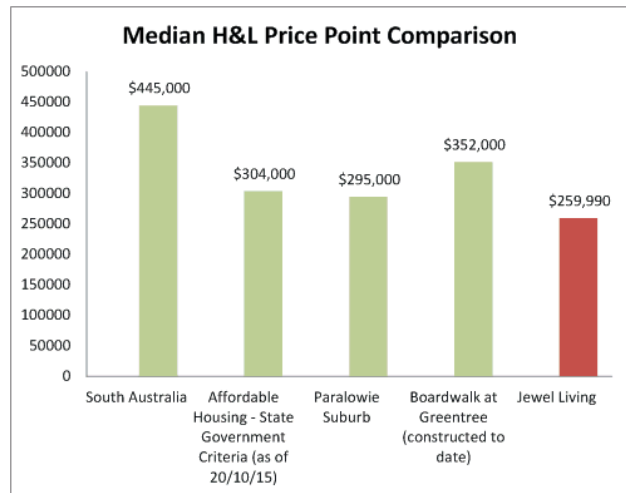
### Affordability

Boardwalk was required to meet the South Australian Government's Affordable Housing criteria with 15% of the project (18 dwelling outcomes) delivered under a House & Land price of \$304,000. Over 50% of the standard Boardwalk lot mix met this price point. The greater challenge for CoS is that 57% (28,300 households) would be unable to afford a mortgage at the State Government affordable housing pricepoint.

The Jewel Living product was designed to provide an opportunity for home ownership to a wider market with five products delivered ranging in price points between \$229,990 and \$289,990 turn key house and land, setting a new benchmark for affordable high quality designed homes within the northern Adelaide residential market.

While an affordable product, it was critical that the homes presented a standard of finish that was aspirational to the target market which included first home buyers. The homes were designed to deliver premium features including stone bench tops, stainless steel appliances, reverse cycle air-conditioning, floating floors, landscaping, high ceilings, auto-lift garage door and NBN connectivity.

Ownership affordability relating to heating and cooling was also considered within the built form. The architectural designs provide shading to windows from overhangs and the directly abutting side walls minimise heat gain/loss and provide thermal mass while still achieving a separate Torrens Title construction solution.



Boardwalk at Greentree - Entry Park and feature tree house playground start and finish point on the 1km looped trail that surrounds the Boardwalk neighbourhood, this quality of open space directly supports medium density housing and the wellbeing of residents and the broader community



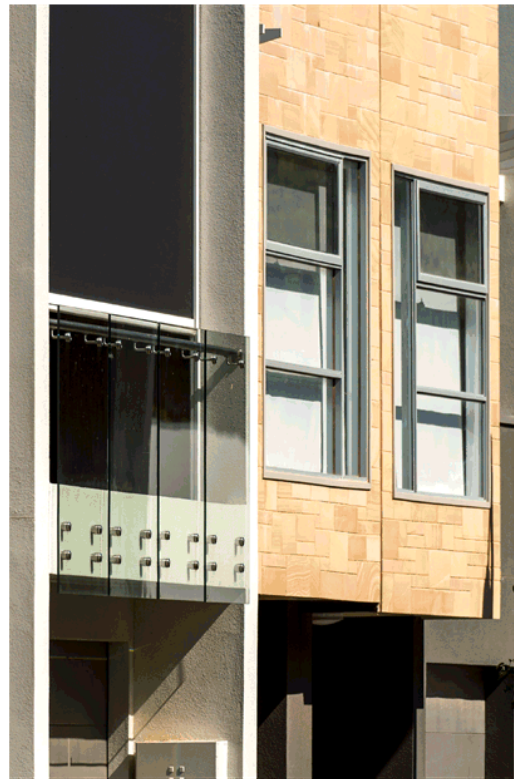
## Boardwalk Masterplan & Lot Mix



Lot Type Description	Total Lot Numbers	Average Lot Size (m2)	Average Lot Price per m2
Traditional > 500m2	10	525	
Courtyard - 14.0m frontage	8	414	
Premium Villa	13	373	
Villa	26	304	
Town Cottage	13	246	
<b>Jewel Living Small Lot</b>	<b>30</b>	<b>85</b>	
Parkfront Town Homes	17	171	
Patio Homes - Small Lot	5	142	
<b>Total</b>	<b>122</b>	<b>252</b>	



Item SPDSC5 - Attachment 1 - Jewel Living National Affordable Housing Award Submission - Redacted Commercial in Confidence Information



## Contact List



### JOINT APPLICANT

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Function:	Built Form Developer & Project Manager	Office Tel:	(08) 8354 7839
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### CONSULTANT/SUPPLIER #2

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Jewel Living under construction, visible from the project entry park.







<b>ITEM</b>	SPDSC6
	<b>STRATEGIC PROPERTY DEVELOPMENT SUB COMMITTEE</b>
<b>DATE</b>	12 February 2019
<b>HEADING</b>	Low Cost Affordable Housing Research
<b>AUTHOR</b>	Hiroe Terao, Strategic Planning, Policy & Development Planner, City Development
<b>CITY PLAN LINKS</b>	1.4 Have well planned urban growth that stimulates investment and facilitates greater housing and employment choice. 4.3 Have robust processes that support consistent service delivery and informed decision making.
<b>SUMMARY</b>	<p>Through the Strategic Development Division, Council has contributed to the delivery of affordable housing outcomes through a range of models on Council's Strategic Property projects. In March 2018, Council resolved to commission a research paper to consider how Council could expand our influence through provision of increased volumes and/or alternative models of low cost housing for the Salisbury community.</p> <p>Holmes Dyer were engaged to undertake demographic research to validate what affordable / low cost housing affordability thresholds are for the Salisbury community and undertake case studies and research into a range of potential affordable housing solutions that could be considered. The report also identifies potential partnerships with builders / community housing providers that could be considered to increase provision of low cost housing as part of future Council Strategic Property projects.</p> <p>This summary report outlines the methodology and key findings and recommendations from the completed Low Cost Affordable Housing Research Paper provided as Attachment 1 for noting. It is recommended that the administration further consider the consultant recommendations and develop a detailed implementation plan, linked to Council's Strategic Agenda with specific targets and actions for endorsement by Council as part of the Strategic Land Review update to be reported to Council in April 2019.</p> <p>Ahead of the completion of the implementation plan it is recommended that an existing Tranche 2 project, Lake Windemere which is due to commence an expression of interest process in early 2019 be expanded to explore the range of partnership opportunities identified in the Low Cost Housing Report as part of the market approach with the project seeking to deliver both commercial returns and social affordable housing outcomes as part of the refined Business Case to be presented by mid-2019.</p>

**RECOMMENDATION**

1. That the report be received, and the Low Cost Affordable Housing Research Paper as provided in Attachment 1 (Item SPDSC6, Strategic Property Development Sub Committee, 12/02/2019) be noted.
2. That an Affordable Housing Implementation Plan be developed as part of the two- year minor update of the Strategic Land Review for Council consideration in April 2019.
3. That the Tranche 2 Lake Windemere project expression of interest process (Confidential Item: SPDSC6 – Lake Windemere Residential Update Report, Resolution No. 2077/2017) due to commence in early 2019 be expanded to include approaches to key stakeholders identified in the Low Cost Housing Research Report with the outcomes reported to Council by mid-2019.

**ATTACHMENTS**

This document should be read in conjunction with the following attachments:

1. Attachment 1 - Low Cost Affordable Housing Research Paper
2. Lake Windemere - Endorsed Masterplan 2012

**1. BACKGROUND**

- 1.1 The Strategic Development Project Division's role in the development of Council land for residential development provides Council a mechanism for direct action to bring forward high quality housing outcomes, demonstrate the commerciality of previously untested medium density housing outcomes within the Salisbury market, deliver affordable housing, stimulate economic activity directly and indirectly by promoting increased private development interest in the City.
- 1.2 In March 2018, Council resolved to consider further action that could be undertaken to provide low cost housing for the Salisbury community as part of the Strategic Development Projects. The Council's resolution was:
 

*“that a scoping report be presented to the Strategic Property Development Sub-Committee on options for provision and management of low cost housing as a component of future Council strategic property development projects” (Item: SPDSC-OB1 Low Cost Housing – Role of Council, Resolution No. 2381/2018).*
- 1.3 This Council resolution should be read with the following affordable housing context:
  - 1.3.1 The State Government mandates that 15% of housing on new projects meet an affordable housing threshold of \$332,000 for house and land and \$149,000 for land only at the time the Low Cost Housing Report was prepared. The administration notes, that the State Government affordable price point was increased to \$354,000 for house and land and \$159,300 for land only, in 23 November 2018 with reference to the General Affordability Indicator.
  - 1.3.2 This affordable housing threshold does not correlate to affordability for the Salisbury community, with this threshold higher than the median house price within the City of Salisbury which is \$317,730 and \$239,644 for units in 2017. Given the socio-economic profile of the City of

Salisbury, it was considered likely, subject to further research, that there is a significant component of Salisbury community who cannot afford home ownership even under the State Government's affordable housing program.

1.3.3 Through the Strategic Development Projects Division, a number of low cost and affordable housing solutions have been delivered below the State Government Affordable Housing threshold, including the following:

- 15 shared equity model affordable housing outcomes were delivered including 11 homes at Brahma Green, Brahma Lodge where eligibility criteria were set to prospective purchasers and Greentree Walk (also known as Walpole Road Stage 1), Paralowie.
- Affordable Housing – Development of Surplus Council Owned Land Policy was reviewed and updated by Council (Item 3.6.5 Resources and Governance Committee, 16/04/2018, Resolution No. 2466/2018) which sets out the Council commitment for the delivery of affordable housing as part of the delivery of projects on surplus Council land, guiding the Division's approach to affordable housing on our development projects. This policy effectively matches the State Government Affordable Housing price points.
- Council was successful in securing Housing Affordability Grant Funding from the Commonwealth Government for a total of \$3,020,000. This commonwealth funding is being returned in full as grants to purchasers in the Council land development projects to assist in affordability and entry into the housing market with the grants ranging in value from \$10,000 to \$12,000.
- Three Habitat for Humanity homes have been constructed at Greentree Walk and The Reserve (also known as Diment Road), Salisbury North delivered via the Habitat for Humanity Sweat Equity Model. Council received full market value for the land but provided flexible settlement terms to support the delivery of this housing, with construction commencing under license to occupy arrangements.
- Development of affordable housing products through partnership with building companies e.g. low cost apartments at The Reserve – Diment Road where Council sold a community title development site.
- A development partnership and associated development agreement between City of Salisbury and building companies to deliver custom designed integrated small lot housing products; Jewel Living at Boardwalk at Greentree, Paralowie which had a starting house and land price of \$229,900 and awarded the Urban Development Institute (SA) – Affordable Development Award in 2018, which will be competing at the national awards in March 2019.
- Delivery of a range of affordable housing packages and land advertised to eligible buyers through the Renewal SA Affordable Housing Program and via Homestart Finance.
- Other community housing providers have been active on Council's development projects including Community Housing Limited, who

delivered a number of townhouses at Emerald Green (also known as Ryans Reserve), Parafield Gardens.

- 1.4 The purpose of the Holmes Dyer Low Cost Housing Research Paper was to better understand any potential gap between what the Salisbury community can afford and affordable housing solutions currently mandated by State Government and being delivered by Strategic Development Projects including the investigation into a range of case studies to inform future direction and scope of Council's role in affordable housing delivery.

## 2. CITY PLAN CRITICAL ACTION

- 2.1 The low cost housing research projects relates to the following City Plan critical actions:
- 2.1.1 Have well planned urban growth that stimulates investment and facilitates greater housing and employment choice.
- 2.1.2 Better use of our data and the research of others to support evidence-based decision-making and policy.

## 3. CONSULTATION / COMMUNICATION

- 3.1 Internal
- 3.1.1 The development of the Low Cost Housing Research Report has included discussion and input from the Community Development Department.
- 3.2 External
- 3.2.1 As part of the research investigation, Holmes Dyer have contacted a number of operators in the fields of affordable, low cost, and special needs housing to complement the case study investigations.

## 4. REPORT

### 4.1 Research Methodology

The methodology adopted for the Low Cost Housing Research Paper by the consultant was based on the following structure of investigations:

- 4.1.1 Demographic and housing profile of Salisbury community using ABS Census, periodical publications such as building approvals and dwelling commencements and RP Data for sales values and activity levels
- Key demographic parameters (e.g. age, income, household size, etc);
  - Housing parameters (e.g. housing type/size/numbers/price points, etc);
  - Analysis of demographic / housing / financial characteristics;
  - Size of low cost housing markets (both purchase and rental); and
  - Levels / areas of housing stress (mortgage and rental) and mortgage / rental affordability.
- 4.1.2 Investigations into proven low cost housing models:
- Consultation with key agencies (e.g. government, non-government);
  - Case study research findings summary (e.g. international / national / local examples including the U.S. small cabin housing – Tiny Homes Detroit

built by Cass Community Social Services example raised by the Elected Members);

- Delivery, ownership, funding and management models;
- Product types, construction methods and delivery costs;
- Other notable characteristics (e.g. location, scale, legal / planning circumstances); and
- Challenges and opportunities.

4.1.3 Identification of a prioritised list of recommendations:

- Target market segments;
- Locational opportunities for increasing the supply of affordable housing;
- Preferred housing typologies and building methods;
- Project delivery and management preferences;
- Access to finance;
- Ownership structures;
- Partnership opportunities;
- Other roles the City of Salisbury might play in the delivery of affordable housing; and
- Mitigation of risk.

Demand Assessment

4.2 The principle demand for affordable housing products delivered to date on Council's projects come from immediate catchment (City of Salisbury) and neighboring Councils of Port Adelaide Enfield, Tea Tree Gully and Playford. The product delivered to date has appealed to

- Price sensitive first home buyers aged 18-34;
- Product sensitive second home buyers aged 35-44;
- Location sensitive down-sizers aged 55-64; and
- Culturally diverse communities including new arrivals to the City.

4.3 In comparison to other adjacent Local Government Areas, the City of Salisbury has unique demographics and areas of disadvantage that include

- Families (young, mature and one parent);
- Lone person households; and
- Higher proportion of one parent families;
- Higher proportion of households renting, private (with assistance) and social housing;
- Lower rates of employment, skills and qualifications and income; and
- Higher proportion of new migrants

4.4 The above means there are demands for affordable housing choice (e.g. smaller lot / dwellings, more efficiently maintained, dwellings with lifecycle affordability relating to sustainability inclusions and upfront affordable prices) for home ownership and affordable rentals.

Supply Assessment

- 4.5 Supply assessment indicates that:
- 4.5.1 The median sales price listing for houses currently on the market in Salisbury is \$339,000 and \$250,000 for units;
  - 4.5.2 The majority (68.5%) of houses currently listed for sale are 3 bedroom dwellings, followed by 4 bedroom dwellings (22%); and
  - 4.5.3 The median rental value for houses currently on the market is \$325 per week and \$300 for units.
- 4.6 Given the price sensitivity of the majority of the market, and the growing proportion of smaller household sizes, two bedroom dwellings are significantly underrepresented in Salisbury's housing stock. Activity centres and areas adjacent significant open space present the most economically and socially beneficial locational opportunities for the diverse demand characteristics of the market.

City of Salisbury - Affordability Assessment

- 4.7 Approximately 23,900 (48%) of households across the City earning a median weekly income between \$150 - \$1,250 are unlikely to be able to afford a typical 3 bedroom house / single garage product within a new land development project.
- 4.8 Just under 4,400 (8.8%) of household across the City earning a median weekly income between \$1,250 - \$1,499 are likely to have a purchasing capacity limited to small lot living.
- 4.9 Approximately 9,600 (19.5%) of households across the City earning a median weekly income between \$150 - \$649 are likely to have a purchasing capacity limited to achieving a mews dwelling (Fonzi Flat) or unit development that is not currently available within the new land developments under delivery in Salisbury.

Low Cost Housing Models

- 4.10 There are innumerable project examples from around Australia and the world that provide information and experience in respect of the level of attractiveness and success of different low cost and affordable housing delivery models. Further detailed investigation and evaluation is warranted as a knowledge platform for Salisbury land development projects.
- 4.11 Key opportunities for Council might be found in the following delivery methods:
- 4.11.1 Partnership / joint venture with for-profit housing providers to deliver affordable market housing that broadens housing choice for key demographic groups such as singles, couples and empty nesters;
  - 4.11.2 Partnership / joint ventures / shared equity with not-for-profit housing providers to deliver low cost rental housing to low income and ageing groups;
  - 4.11.3 Consideration based on broader Council strategic objectives to deliver subsidies or other direct involvement options to support special needs groups to provide for special housing needs; and
- 4.12 Opportunities are available for the delivery of a wider range of housing types, depending upon circumstances. These might include the following:
- 4.12.1 Small lot housing for first home buyers and downsizers;

- 4.12.2 Large dwellings that are designed to support multi-generational and extended families and key migrant groups under one roof;
  - 4.12.3 Tiny housing, mews housing and major housing for low income singles and couples;
  - 4.12.4 Secure apartments for special needs groups such as women's shelters; and
  - 4.12.5 Co-housing for supported living, for example for individuals with mild to moderate disabilities.
- 4.13 Some significant factors identified in the research include the following:
- 4.13.1 The importance of long term operation costs of housing for low income groups. The sustainability and efficiency of dwelling design is of fundamental importance in ensuring that recurrent expenditure on energy, water and maintenance is manageable;
  - 4.13.2 The significant and growing role of providers in the delivery and operation of social housing;
  - 4.13.3 The importance of location, especially low income groups requiring support services and networks; and
  - 4.13.4 Delivery of diverse housing product types and affordability levels within a single development to create cohesive communities and not isolate high needs community members.

#### Consultant Recommendations

- 4.14 The Low Cost Housing Research Paper provides the consultants recommendations for further consideration by Council within the Executive Summary refer page xiv and xv provided in Attachment 1. In summary the consultant recommendations are broken into a range of activity segments that include;
- Opportunities on the Salisbury land development projects
  - Delivery Mechanisms to increase affordable housing on the land development projects.
  - Gaps in current product offerings and future opportunities with built form partners.
  - Other initiatives including planning control mechanisms and government advocacy
  - Recommended additional research and investigations
  - Mitigation of risks
- 4.15 It is recommended that the administration further consider the consultant recommendations and develop a detailed implementation plan, linked to Council's Strategic agenda with specific targets and actions for endorsement by Council as part of the 2-year minor Strategic Land Review update due to be reported to Council in April 2019.

**5. TRANCHE 2 - LAKE WINDEMERE EXPRESSION OF INTEREST**

- 5.1 As part of Council's identified next tranche of residential projects is a 25-30 lot project at Lake Windemere in Salisbury North. Council has previously delivered an integrated flood mitigation lake upgrade and recreation upgrade and the demolition of a former community centre site with completion of the associated, community land revocation and development of a project masterplan that has been endorsed by Council. Refer Attachment 2 (SPDSC1, Strategic Property Development Sub Committee, 13/05/2014).
- 5.2 The original masterplan endorsed for Lake Windemere presented conventional family sized allotments that reflected our understanding of the market at the time, which has evolved considerably through the learnings from the Tranche 1 projects in the intervening period. The original masterplan is not considered to capitalise on the quality of the Lake Windemere site and lake outlook and need for improved passive surveillance. Further the success of a residential development project is directly linked to the alignment of product to the residential target market, aligning a projects lot mix and marketing to the target demographic and buying capacity is a core risk mitigation approach for all land developments.
- 5.3 Connekt Urban Projects, who act as sales agents on Council' current trading projects, independently reviewed the Lake Windemere original proposal and identified a mis-alignment between the endorsed masterplans traditional lot mix and the current market conditions and affordability thresholds. They also raised concerns about the projects competitive edge competing against surrounding private sector developments that would impact revenue potential and net profit achieved by Council in addition to the overall built form quality of the project.
- 5.4 The situation at Lake Windemere is that the set position of the road and resultant housing lot depths within the boundary of the revoked area do not enable an either/or design option. Instead a higher degree of clarity and confidence in the housing product is required to manage delivery risk and set the subdivision layout with built form delivery models confirmed before commencement of civil construction.
- 5.5 This specific challenge has not been encountered before on a Council Strategic Land Development Project. Council has previously endorsed undertaking a builder Expression of Interest (EOI), considerate of Council's probity requirements seeking to identify housing project that can meet Council's commercial and design objectives for the site in line with a better alignment to the market and affordability thresholds (Confidential Item: SPDSC6-Lake Windemere Residential Update Report, Resolution No. 2077/2017).
- 5.6 Acting on this previous Council recommendation, the Lake Windemere EOI is currently being prepared for release. Given the findings and potential alignment with the Low Cost Housing Research Paper and the stakeholders identified within the document, it is recommended that the scope of this EOI be expanded to explore the range of partnership /model opportunities identified in the Low Cost Housing Report as part of the market approach. The EOI will inform a refined Business Case to be presented on the project by mid-2019. Further community engagement for any adjustments to the original endorsed masterplan may be required subject to the outcome of the builder EOI process prior to the project proceeding to full delivery.



**6. CONCLUSION / PROPOSAL**

- 6.1 The Low Cost Affordable Housing Research Paper identifies the housing market demand, supply and affordability thresholds for the Salisbury community in attaining home ownership as well as securing rental accommodations which will help inform Council understanding of the real housing affordability issues facing our community, based on evidence-based data and rigorous analysis.
- 6.2 The research paper also identifies a wide spectrum of low cost affordable housing product types, delivery models, roles and opportunities that the City of Salisbury could choose to explore should Council decide to expand our involvement in the provision of low cost affordable housing as a component of future Council strategic property development projects in the context of the wider principles that inform the Strategic Development Projects.
- 6.3 From this research paper and recommended actions, Council will be in an improved position to better determine a strategic direction Council wish to follow and identify high level opportunities for Council to provide practical solutions that could contribute to increasing the affordable housing supply.
- 6.4 It is proposed that a Low Cost Affordable Research Implementation Plan be developed for future Council endorsement. The administration will evolve the consultant's recommendations into a detailed implementation plan with strategic alignment and timeframes for the consideration of Council in line with the Strategic Land Review Update for Council consideration in April 2019. The report findings are pertinent to the update of the Strategic Land Review and Council's residential project pipeline. The Implementation Plan will capture all the key prioritised actions arising from the research paper to ensure any further investigations are prioritised and their progress monitored, to help inform future Council decisions on where the organisation wishes to sit on this spectrum of affordable housing as it relates to Council's strategic agenda.
- 6.5 Given the findings and potential alignment with the Low Cost Housing Research Paper and the stakeholders identified within the document, it is recommended that the scope of the Lake Windemere EOI be expanded to explore the range of partnership opportunities identified in the Low Cost Housing Report as part of the market approach. The EOI will inform a refined Business Case to be presented on the project by mid-2019 (as per the Council resolution (Confidential Item: SPDSC6-Lake Windemere Residential Update Report, Resolution No. 2077/2017)).

**CO-ORDINATION**

Officer: EXECUTIVE GROUP  
Date: 05.02.2019



# Low Cost Affordable Housing Research Paper

Prepared for - City of Salisbury



Date:  
October 2018

**HOLMES DYER**

**Proprietary Information Statement**

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The prediction of allotments sales and construction activity, population growth and affordable housing forecasts is a function of a range of assumptions based upon available data and trends at a given point in time. While every care has been taken to provide a fair and reasonable prediction, the reader must recognise that constantly changing circumstances outside of the control of the consultant could lead to numbers that differ from these predictions.

Document Control

Revision	Description	Author	Date
v1	Draft	S.Holmes	18.09.2018
v2	Final	S.Holmes	10.10.2018

## Executive Summary

### Background and Purpose

The Strategic Development Projects Division at the City of Salisbury is responsible for identifying best value opportunities for the development of surplus Council land in support of growth through urban renewal.

The City of Salisbury has transitioned from a fringe growth area of Adelaide; experiencing extended population growth and economic development through major land release and greenfield housing developments. Into the future, population growth will predominantly be achieved through housing renewal and urban infill development as the City of Salisbury establishes as one of Adelaide's middle ring suburbs through to 2030.

This transition from greenfields to infill growth presents a challenge for Council to:

- Maintain local jobs within the construction sector;
- Ensure a reasonable level of design quality is achieved in the increasing density of housing;
- Maintain community acceptance and overall amenity of existing suburbs; and
- Align housing size and type with the changing community demographics.

By taking a strategic approach to the development of surplus Council land, the City of Salisbury is provided with a mechanism to influence high quality housing outcomes, demonstrate the commerciality of diverse housing products within the Salisbury market, and stimulate economic activity and private development interest in the City.

Council estimates the first five strategic development projects to result in 926 people living within 386 new quality housing options including family sized homes, affordable housing, medium density, small lot housing and apartments.

Council also estimates revenue from land sales in excess of \$50.8 million (gross) from a total capital expenditure of just over \$30 million. These funds are not only a major contributor to the organisation's long-term financial sustainability, but have created landscaped streetscapes, new open space reserves, playgrounds and shelters, improved stormwater detention and flood mitigation, upgraded road networks and improved footpath and trail networks that benefit both the existing and newly established communities.

The strategic development of surplus Council land is governed by broader community objectives and best practice examples of urban development aligned to the following principles:

- Returning a commercial outcome to Council, reducing debt and freeing up capacity to fund community priorities;
- Producing a range of living options, including affordable housing that provides access to home ownership or home rental for the Salisbury community of all ages, backgrounds and budgets;
- Delivering best practice design with a high attention to

detail that supports greater appeal for medium density and infill land developments in Salisbury;

- Integrating projects with the existing community through provision of improved connection, road network improvements, open space upgrades that benefit both the new and existing community;
- Facilitating a pipeline of development projects that support the local construction industry, creating local jobs for local people; and
- Partnering with agencies and organisations to deliver social outcomes in relation to affordable housing.

Council has now resolved to consider further opportunities to provide low cost housing for the Salisbury community, including innovative and relevant housing types and financial models.

The State Government sets the affordable housing price points for greater Adelaide. These were Gazetted December 2017<sup>1</sup> as:

- \$332,000 for house and land; and
- \$149,000 for land only.

At \$339,000 the current median house listing price for the City of Salisbury is equivalent to the Gazetted affordable housing price point for greater Adelaide.

This suggests the potential for a gap between some parts of the Salisbury community and access to home ownership, even under the State Government's Affordable Housing Program.

Subsequently the Strategic Development Projects Division is seeking a Low Cost Affordable Housing Research Paper to identify case studies and additional options for provision and management of low cost housing as a component of future Council strategic property development projects.

The report assesses:

- Demand characteristics to identify the likely market catchment and purchaser preferences;
- Supply characteristics based on a real time assessment of relevant housing products currently available on the market and an assessment of most recent sales trends;
- Affordability criteria to determine areas of greatest needs and overall capacity for the market catchment to pay;
- Case studies of existing relevant national and international projects; and
- A range of delivery models that could most appropriately apply to the City of Salisbury and the future Salisbury Living Projects.

<sup>1</sup>Please note that this report is based upon available data and trends at a given point in time. These figures have since been updated as Gazetted, effective from the 23 November 2018 as \$354,000 for house and land and \$159,300 for land only.

### Demand Assessment

There is a far reaching market for Salisbury Living products of both owner occupiers and investors, but future projects will draw the greatest benefit from the immediate catchment (City of Salisbury) and neighbouring Councils of Port Adelaide Enfield, Tea Tree Gully and Playford.

Sales data further supports that the Salisbury Living products will appeal to:

- Price sensitive first home buyers aged 18 - 34;
- Product sensitive second home buyers aged 35 - 44;
- Location sensitive down-sizers aged 55 - 64; and
- Culturally diverse communities including new arrivals to the City.

Migration statistics for the two catchments indicate that between 2011 and 2016:

- There has been a mobile market of 25 - 34 year olds moving within the region; and
- The City of Salisbury has achieved a net gain of 18 - 24 year olds between the four Councils, and this demographic presents as an opportune first home buyer segment of the market.

Playford, in particular, offers greater choice of more affordable house and land products, and therefore promotes a more competitive sales environment that price sensitive purchasers may benefit from. The demand assessment highlights:

- Salisbury and Playford are characterised by young and mature families with children. This provides an indication that the market contains current and emerging first home buyers that may be price sensitive and seeking affordable housing choice;
- Tea Tree Gully has a greater proportion of older workers and pre-retirees as well as empty nesters and retirees, likely to be preparing for major life style changes including investing in Salisbury Living products for retirement, and/or preparing for changing household composition, such as downsizing;
- This older age profile may be attracted to newly developed small lot and affordable housing within the City of Salisbury; remaining close to family and friends, with ease of access to services, both of which are likely to support ageing in place, but may be sensitive to ongoing cost of living, so efficient dwelling design and features could play a part in purchaser decision making;
- Although the Cities of Salisbury and Playford are characterised by a young family demographic, both Councils have a high proportion of single parent families, this suggests a mix of family accommodation as well as providing housing choice for couples, centred around 2 - 3 bedrooms would suit the market preference;
- The City of Port Adelaide Enfield has a higher proportion of lone person households, this could compromise elderly residents (85 and over) or individuals accessing the market

at an early age (25-34). For both age profiles a smaller dwelling offering (eg. 2 bedrooms) is likely to present a favorable option;

- Tea Tree Gully has a high proportion of couples without children, based on the City's age profile this is likely to be mature couples and empty nesters;
- Between 2011 and 2016 Salisbury has seen a 14% increase in medium or high density housing. This is approximately 1,240 dwellings over five years which suggests, there is an increased supply and demand for higher density living within Salisbury;
- There is a potential undersupply of two bedroom homes across a catchment containing diverse household compositions such as couples with no children, one parent families, and lone person households;
- Higher unemployment, a reduction in full time employment and an increase in part time employment within Salisbury is likely to contribute to an increased preference for smaller, more efficiently maintained, and more affordable dwellings;
- An ageing population in Tea Tree Gully, which exhibits higher income levels and a higher proportion of homes owned outright, could have a greater interest and capacity to pay for quality smaller lot housing; and
- With the exception of Tea Tree Gully the region exhibits a set of key related demographic factors when compared with Greater Adelaide, such as:
  - » Higher proportion of one parent families;
  - » Higher proportion of households renting, including significantly higher proportion of households renting social housing;
  - » Lower rates of employment; and
  - » Lower equivalised income.

This combines to suggest there is likely to remain a high proportion of households across both markets dependent on affordable rental. A partnership approach with the Not For Profit sector could support low income households access affordable rental within Salisbury Living projects, or provide a pathway into affordable home ownership. This will require a targeted approach to social outcomes within a commercial program of residential development;

- Apartment living could be positioned as a quality option for migrants within activity centres;
- Migrants are likely to be seeking modern housing close to networks;
- Migrant communities could preference small housing for large households; and
- Attracting diverse investors creates the potential to diversify dwelling options for recent arrivals.

### Supply Assessment

The supply assessment indicates that:

- The median sales price listing for houses currently on the market is \$339,000;
- The majority (68.5%) of houses currently listed for sale in the City of Salisbury are 3 bedroom dwellings, followed by 4 bedroom dwellings (22%). Given the price sensitivity of the majority of the market, and the growing proportion of smaller household sizes, 2 bedroom dwellings present as likely alternative product to the existing offer;
- Of the higher median listing prices for houses on the market, more recently master planned communities such as Mawson Lakes and Walkley Heights achieve a higher median listing price for dwellings with less bedrooms, and on significantly less land size than more traditional suburbs;
- Changing features of newly built housing products over time reveal a general shift in the market to accommodate family households on smaller allotments. Small allotments and housing product do not necessarily equate to a cheaper product and can achieve a good sales outcome in locations with ease of access to other quality homes, services, education, employment and transport;
- The median rental value for houses currently available is \$325 per week;
- When considering a build price to achieve an affordable rent, it can be noted that:
  - » 50% of houses currently listed as available for rent are offering 3 bedrooms;
  - » 100% of houses currently listed as available for rent offer 1 bathroom; and
  - » Building footprints are generally smaller than houses currently on the market for sale.
- The median sales price for units currently on the market is \$250,000;
- Units within Salisbury and Mawson Lakes are more commonly contained within multi-storey blocks, in both cases price points for separate units are much greater;
- The potential gap in 2 bedroom houses is currently being met by two bedroom group dwellings;
- The median rental value for units available to rent is \$300, this is approximately 8% less than the median rental value of houses;
- Of units for rent within the City of Salisbury, just under 70% are located within Mawson Lakes (51.5%) and Salisbury (18%);
- Tea Tree Gully, Salisbury, Port Adelaide Enfield and Playford are catering for vacant allotment sizes between 251m<sup>2</sup> to 450m<sup>2</sup>. Port Adelaide Enfield is achieving greater sales of smaller vacant allotments due to comparatively strong land value, whereas lower land value may be influencing a higher proportion of larger allotment sales in Playford;
- For vacant allotments:
  - » Port Adelaide Enfield achieves a consistently high price point across all allotment sizes;
  - » Tea Tree Gully achieves a higher land sales value than the City of Salisbury for allotments up to 650m<sup>2</sup>;
  - » Salisbury achieves a better sales outcome than Tea Tree Gully for vacant land 651m<sup>2</sup> or greater; and
  - » Land is consistently cheaper in the City of Playford compared to the City of Salisbury.
- Most house sales across the City of Salisbury and broader catchment were transacted on allotments of 551m<sup>2</sup>-800m<sup>2</sup>. The City of Port Adelaide Enfield performs better in number of sales for allotments below 450m<sup>2</sup>;
- The City of Port Adelaide Enfield and the City of Salisbury perform equally on sale value of houses on allotments between 151m<sup>2</sup> and 250m<sup>2</sup>;
- The immediate and broader markets place a higher value on houses on allotments between 351m<sup>2</sup> and 550m<sup>2</sup>;
- These price points for units currently on the market present a highly competitive alternative to smaller lot Salisbury Living products, and are presented to market at a value that is difficult for the delivery of new dwellings to match;
- The high vacancy rate for units currently available to rent could impact demand for comparable new build rental options;
- Activity centres present the most economically and socially beneficial locational opportunities for the diverse demand characteristics of the market and the value for money perceptions of supply; and
- There is potential for Council to facilitate public private partnerships within activity centres to realise greater economic and social activation of commercial and community precincts. This could see the creation of policies that allow the most productive use of existing commercial and community footprints, and supports contemporary uplift development.

### Affordability

If the City of Salisbury is looking to facilitate greater access to affordable housing by low income households it will need to consider:

- Salisbury North has a young age profile and features a higher proportion of one parent families;
- Brahma Lodge, Salisbury Park and Salisbury Plain have an aging profile with a higher proportion of population aged over 50 years, and a higher proportion of lone person households; and
- Unmet demand for public housing is most intensely evident in:
  - » Parafield Gardens;
  - » Paralowie;
  - » Pooraka;
  - » Salisbury; and
  - » Salisbury North.

Of the suburbs showing a higher proportion of population receiving private rental assistance:

- Paralowie has a comparatively younger age profile and features a higher proportion of families with children and one parent families;
- Para Hills West and Pooraka have an older age profile featuring a higher proportion of population over 60 years of age and a higher proportion of lone person households; and
- Parafield Gardens has an even distribution of ages and household composition but generally features families with children and one parent families, similar to the City of Salisbury.

Therefore Salisbury North and Paralowie households could be seeking access to public housing suitable for families, while Brahma Lodge, Salisbury Park and Salisbury Plain, and Para Hills West and Pooraka could be seeking smaller dwelling types with ease of access to services and facilities.

To meet the accommodation needs of low income households and service consumers of community housing providers, products within Salisbury Living projects will need to best balance products that provide for

- Social rent;
- Affordable rent; and
- Affordable housing.

Activity centres provide for more beneficial social and service environments for tenants requiring access to social rental. Project locations with access to services is an important consideration for future site selection.

Social housing in any single project should not be concentrated. Projects should look to diversify tenancy and offer a greater social mix.

Opportunities exist to enhance the scale of developments possible for sites located adjacent community housing properties.

One-bedroom accommodation is unsuitable for tenants requiring access to social rental.

By engaging community housing providers, developers and service providers early Salisbury Living projects could attract innovative housing solutions from the market that the market is willing to deliver.

There is potential to use proceeds from commercial projects to fund the unlocking of land, otherwise unpalatable for commercial development, for the delivery of partnership projects with a greater emphasis on social outcomes, cognisant of the need to diversify tenants and stock.

An affordability assessment of new mortgages across the city of Salisbury identified:

- Approximately 23,900 (48%) of households across the City of Salisbury earning a median weekly income between \$150 - \$1,250 are unlikely to be able to afford a typical new build house and land product within Salisbury Living projects;
- Just under 4,400 (8.8%) of households across the City of Salisbury earning a median weekly income between \$1,250-\$1,499 are likely to have a purchasing capacity limited to small lot living;
- Small lot housing represents an affordable family housing product. Based on a limited affordability assessment this product is potentially out of reach for almost 50% of households across the City of Salisbury;
- Approximately 9,600 (19.5%) of households across the City of Salisbury earning a median weekly income between \$150 - \$649 are likely to have a purchasing capacity limited to achieving a mews dwelling under a low cost market delivery scenario;
- The estimated delivery cost of an apartment, small lot home and detached single dwelling under a low cost scenario closely reflect the lowest sales values of similar products being delivered by Salisbury Living projects. This suggests that without the intervention of some form of subsidy or support, thousands of households are likely to find it difficult to achieve new home ownership of low cost products within Salisbury Living projects;
- Based on house sales values across the primary and secondary catchments, it is likely that the City of Playford is attracting residents and purchasers away from the City of Salisbury, particularly for allotments under 350m<sup>2</sup>. Given the likely preference for older members of the community to remain within close proximity to established networks, this is likely to represent a younger and more mobile market;
- Lower sales values exhibited across the City of Playford more closely reflect the cost of delivering products under a low cost scenario and suggests that sales within the



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City of Playford is bridging the gap between purchaser affordability and product price;

- Although low levels of affordability exist across the City of Salisbury there is also equity through outright or partial home ownership. Products that encourage a change of dwelling can still be priced for premium sales outcome, but most likely for products that offer efficient (lower cost) living;
- The City has just over 7,000 lone person households with access to equity in existing properties that may preference newer and smaller dwellings within close proximity to existing networks;
- Just over 2,000 couple family without children households are currently renting and could represent a portion of the market seeking first home buying opportunities;
- Just over 5,000 couple families with no children that own their associated dwelling outright are likely to represent empty nesters seeking more suitable dwelling options;
- Overall the mix of family and tenure types across the City of Salisbury suggests there is sufficient demand to drive competitive sales of limited stock for the various products that cater for differing family sizes and budgets;
- Predominant market segments are likely to include:
  - » Older members of the community that are no longer working (retired) and have access to equity to underpin a new house purchase which made up 4% of purchasers of previous Salisbury Living products;
  - » Job seekers renting accommodation from various landlord types suggesting that this proportion of households will require support in order to transition into home ownership or to access affordable rental;
  - » Family households with ongoing income earning capacity and access to equity that support a higher sales price;
- » A large portion of households in the 'second home' buying stage that made up 15% of purchasers of previous Salisbury Living project; and
- » A high proportion of younger couples seeking first home buying opportunities, which made up 74% of purchasers of previous Salisbury Living projects.
- The equity available within the market catchment may provide a basis for premium product and pricing in addition to affordable housing options within Salisbury Living projects, depending on factors such as design and location, with opportunities including:
  - » Empty nest households from Tea Tree Gully seeking a quality smaller lot with ease of access to services and facilities;
  - » Young families (Playford and Salisbury) and Mature families (Tea Tree Gully) seeking a new family home within close proximity to education, retail and employment; and
  - » First home buyers from Playford and Salisbury seeking quality smaller dwellings within close proximity to transport and services.
- Based on rental values and affordability there is capacity to transition from high rental to low mortgage repayments in some suburbs (such as Ingle Farm); and
- In order to achieve 5% return on investment through rent it is highly likely Salisbury Living projects will be dependant on partnership approaches and subsidy models that reduce the level of investment required to achieve suitable rental housing products.



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### Low Cost Housing Models

There are innumerable project examples from around Australia and the world that provide information and experience in respect of the level of attractiveness and success of different low cost and affordable housing delivery models. Further detailed investigation and evaluation is warranted as a knowledge platform for Salisbury Living projects.

Key opportunities for Council might be found in the following delivery methods:

- Partnership/joint venture with for-profit housing providers to deliver affordable market housing that broadens housing choice for key demographic groups such as singles couples and empty nesters;
- Partnership/joint venture/shared equity with not-for-profit housing providers to deliver low cost rental housing to low cost rental housing to low income and aging groups;
- Delivery of discounted land to special needs groups to provide for special housing needs; and
- Packaging up a range of grants, subsidies, low cost loan access etc to enhance project delivery.
- Opportunities are available for the delivery of a wide range of housing types, depending upon circumstances. These might include the following:
  - » Small lot housing for first home buyers and downsizers;
  - » Larger family dwellings for extended families and key migrant groups;
  - » Tiny housing, mews housing and manor housing for low income singles and couples;
  - » Secure apartments for special needs groups such as women's shelters;
  - » Co-housing for supported living, for example for individuals with mild to moderate disabilities; and
  - » Manufactured home parks for moderate income (or asset based) active retirees.
- Some significant factors identified in the research include the following:
  - » The importance of long term operational costs of housing for low income groups. The sustainability and efficiency of dwelling design is of fundamental importance in ensuring that recurrent expenditure on energy, water and maintenance is manageable;
  - » The significant and growing role of providers in the delivery and operation of social housing;
  - » The importance of location, especially for low income groups requiring support services and networks; and
  - » Delivery of diverse housing product types and affordability levels within a single development, for example, providing for combination of:
    - market purchase;
    - market rental;
    - affordable purchase;
    - affordable rental; and
    - social rental.
- The opportunity to identify development sites with particular attractiveness to specific housing providers and demographic groupings, for example:
  - » land holdings that may complement and expand existing social housing redevelopment opportunities;
  - » demonstration project sites; and
  - » under-utilised Council, State or institutional land.



# HOLMES DYER



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**Target Market Segments**

**Maintain Share of First Home Buyers**

Between 2011 and 2016 the City of Salisbury increased its proportion of population aged 18 – 24 years. This segment of the first home buying market presents as a potential competitive edge/opportunity for future Salisbury Living products compared with alternate offers across the broader market.

There is a mobile market of persons aged 25 – 34 moving within the region that Salisbury Living products can continue to target as first and second home ownership opportunities.

**Increase Share of Downsizing Market**

There is an available market of lone households and couples without children that have access to equity that could be targeted for higher quality small lot living within close proximity to services and transport, and with efficient design to support low ongoing cost of living.

**Increase the Investment Market**

Based on an assessment of rent as a return on investment in construction, the City of Salisbury could identify key land holdings for a partnership approach to cheaper builds that generate affordable rental stock for a portion of the community that is unlikely to reach an income threshold that will allow for home ownership.

Diversifying investors and distributing the investment products has the potential to increase choice to meet tenants needs, and better integrate a more diverse demography within any single project.

**Maintain Share of Second Home Buyers**

There is an available market of families with equity and income that could be drawn to appropriate products within locations close to education and employment. This group will have the highest capacity to pay and is therefore likely to be more sensitive to product size and quality.

**Overseas Migrants**

There is a growing population of overseas migrants to the City of Salisbury. Land value, ease of access to employment, services and transport, and a general observation newly arrived overseas migrants will locate into established community networks, suggests the trend of overseas migration will continue to increase. Accommodation needs will vary in size and attributes, price points, and tenure requirements.



## Locational Opportunities for Increasing the Supply of Affordable Housing

Based on the demand, supply and affordability assessment there is potential for the City of Salisbury to enhance the value perceptions and broader appeal of product types delivered through Salisbury Living projects with a direct locational relationship to activity centres.

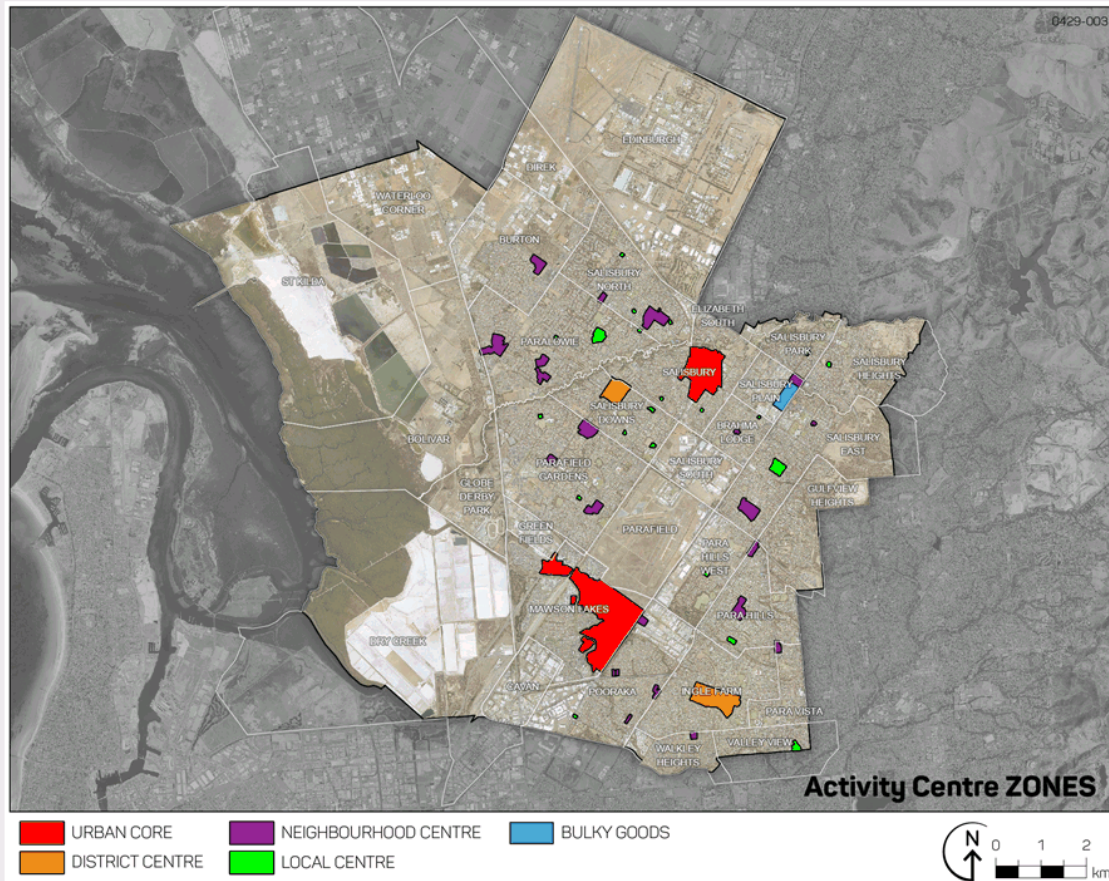
On this basis a needs and opportunities assessment of land supply in around key centres should be undertaken with a particular focus on:

- Salisbury Urban Core;
- Para Hills West Local Centre and Paddocks with potential for housing provider partnership;
- Ingle Farm District Centre and surrounds;
- Salisbury Downs District Centre and broader suburb with potential partnership with housing provider;
- Paralowie Neighbourhood Centres;
- Pooraka with potential partnership with housing provider; and
- Salisbury North with potential partnership with housing provider.

Spatial reference to the activity centres listed above is provided in the following figure.

More broadly, we have also identified particular locational opportunities for different product types. These are summarised in the following section.

### Activity Centres



### Preferred Housing Typologies and Building Methods

Our view is that there will be circumstances where most housing typologies could be appropriate.

We believe that opportunities exist for apartment building construction to serve particular market segments, notably:

- Student housing if there is an uplift in international student numbers;
- Aged care;
- Special needs groups; and
- Groups requiring security of movement in or out of the building (eg dementia patients, domestic violence victims, aged care, disability groups, etc).

These are circumstances where the additional construction cost is offset by the particular needs of the user group.

We would expect that this form of housing would be delivered by external groups either in partnership with Council or after purchase of land from Council.

Traditional housing forms, both one and two storey, will always have a strong market appeal, particularly for private purchasers and families. Council can continue to deliver allotments for private construction of individual dwellings.

The opportunity for small lot housing delivery is expected to grow and Council could deliver this product in partnership with for profit or not-for-profit groups.

There is an opportunity to explore the market appeal of tiny homes, mews and manor homes through their small-scale introduction into suitably located residential projects conducted by Council.

Creation of sites for co-housing products is most appropriate where commitments are made by special needs groups to take up these opportunities. It could be that one or two sites of about 600-800m<sup>2</sup> each could be made available in suitably located development precincts.

Opportunities could be created for manufactured home parks, but these sites are large and might be more readily delivered on suitably zoned and located private land.

We would suggest leaving the risk of pioneering lower cost materials to external entities, albeit that Council tenders for sites could encourage experimentation (at the builder's risk).



*Product types and opportunities*

Product Type	Characteristics	Demographic Segment	Cost to Deliver (per m <sup>2</sup> )	Locational Preferences
Apartments	Multi-Storey Typically 2 bedroom 55-85m <sup>2</sup> /apartment (1-2 bedroom) plus circulation	Students Singles Couples Empty Nesters Aging Special Needs	Highest	Mawson Lakes (Salisbury, Ingle Farm, and Dry Creek in longer term)
Double Storey Housing	Two storey Typically 3-4 bedrooms 120-200m <sup>2</sup>	Families	Low-Moderate	Mawson Lakes, Salisbury Heights, Walkley Heights, Gulfview Heights (Pooraka, Valley View, Para Hills, Ingle Farm, Para Vista, Greenfields, Parafield Gardens in the future)
	Small Lot Housing Typically 80-120m <sup>2</sup> for 2-3 bedrooms	Singles Couples	Moderate	
Single Storey Housing	One Storey Typically 3-4 bedrooms 120-200m <sup>2</sup>	Families	Low	Throughout Salisbury LGA
	Smaller dwellings possible	Singles Couples Aging Special Needs	Low	
Mews Housing	Typically 1-2 storey 35-55m <sup>2</sup> 1 bedroom/bedsit	Students Singles	Moderate	Laneways
Tiny Housing	Typically 1 storey (may have a mezzanine) 25-55m <sup>2</sup> 1 bedroom/bedsit	Students Singles Couples Special Needs Aging	Moderate	Salisbury, Brahma Lodge, Salisbury North, Salisbury Plains
Manor Housing	2 storey, 3/4 apartments 2-3 bedroom 80-120m <sup>2</sup> /apartment	Singles Couples Small Families	Moderate-High	Throughout Salisbury LGA
Manufactured and Prefabricated Housing	Typically 1 storey 2-3 bedroom 80-120m <sup>2</sup> (Multi-storey apartment construction possible)	Singles Couples Aging	Low	Waterloo Corner, St Kilda
Traditional Allotments	Typically, lots of 300– 600m <sup>2</sup>	Families	Very Low	Throughout Salisbury LGA, especially Parafield Gardens, Paralowie, Gulfview Heights
Small Lots	Typically, lots of 55-130m <sup>2</sup>	Couples Singles	Very Low	Throughout Salisbury LGA, especially Pooraka, Ingle Farm, Para Hills West, Para Vista, Valley View

**Project Delivery and Management Preferences**

The following table summarises the main opportunities for Council involvement in the delivery of affordable or low-cost housing. As a summary, it does not consider every permutation available to Council. Rather, it highlights what might be the typical approach to the delivery mechanism, likely partners, and the role of Council for the stated housing delivery models. In particular, Council’s decision to become involved may hinge upon the specific arrangements of a particular deal which are impossible to contemplate in this report, hence, our comments under the heading ‘Council Involvement’ should only be considered as a guide to the suitability of a delivery model for Council involvement.

*Role of Council in Delivery of Affordable/Low Cost Housing*

Delivery Model	Delivery Mechanism	Partner Type	Role of Council
Not for Profit Partnership	Develop housing for tenant rental at below market rent	Tier 1 Community Housing Provider	Provision of land
For Profit Partnership	Develop house and land packages for sale at affordable prices	Medium density builders	Provision of land
Joint Venture	Develop housing for sale or rent	Community Housing Providers or medium density builders	Provision of Land. Input into project delivery decision making. Possible provision of capital.
Council as Developer	Develop land and/or housing for sale	No partner. May engage entities that deliver products or services on behalf of Council.	Responsible for all aspects of the proposal
Shared Equity	Partial ownership of properties to offset cost of purchase.	None required but can be delivered in partnership with others	Provision of finance
Housing Co-operative	Develop housing for a particular group for sale or rental where elements of the project are shared	Particular housing co-ops or special needs groups	Provision of land
Co-Housing	Develop a share dwelling for a special needs group, often with carer facilities within a single dwelling	Special needs groups	Provision of land
Subsidised Housing	Provision of grants, subsidies, tax exemptions, etc. to reduce the cost of home ownership or rental	Community housing providers or directly via State and Federal Government	Provision of land
Subsidised Funding	Provision of access to cheap finance for purchasers	State Government (eg Homestart)	Provision of land
Subsidised Rental	Provision of below market rentals by not for profits or Government	Not for profit groups or State Government	Provision of land
Rent to Own	Provision of rental housing that converts to ownership over time	Not for profit groups	Provision of land
Build to Rent	Provision of rental housing	Not for profit groups and for profit groups	Provision of land
Sweat Equity	Substitution of labour for capital	Co-operative housing groups and not for profit groups	Provision of land
Reduced Land and Construction Costs	Lower cost product through material selection, reduced floor areas and allotment sizes	Could apply to any partner group	Provision of land or house and land
Tiny Housing	Very low cost through reduced housing size	Not for profit and special needs	Provision of land or house and land
Manufactured Home Park	Lower cost product through building typology and licensing or lease of home sites	Manufactured Home Park operator	Provision of land



Land Transfer	Council Involvement <sup>5</sup>	Risk Profile	Return Profile	Other Comments
Discounted sale or long-term lease or Council maintains ownership interest in the project through its injection of land equity	Yes	Low	Very Low	Long term rental return could be delivered through land equity
Direct sale, deferred settlement or upon settlement of finished product	Yes	Low	Moderate to High	Good relationship between risk and reward
Upon settlement of finished product	Possible	High	High	Use SPV to isolate risk
Upon settlement of finished product	Yes	Very High	Very High	Highest risk and reward
Partial transfer upon settlement	No	Moderate	Low	Likely to be in association with the delivery of a new affordable housing product by Council.
Discounted sale	Possible	Low	Very Low	Best where housing co-op is operated through a long-term housing group
Discounted sale	Possible	Low	Very Low	Good opportunity to target special needs in Salisbury area
Sale discounted via grants, subsidies, tax exemptions, etc.	Indirect	Low	Very Low	Better utilized as an 'add on' benefit to other delivery models
Sale at market rates	Indirect	Low	Very Low	Better utilized as an 'add on' benefit to other delivery models
Discounted sale of land	No	Low	Low	Provide land for others to deliver subsidised rentals
Discounted sale of land	No	Low	Low	Provide land for others to deliver subsidised rentals
Sale of land to developer or end investors	No	Low	Moderate	Leave to others
Discounted sale of land	No	Low	Low	Often in association with other delivery models
Market sale of land	Yes	High	High	Likely to be in partnership
Discounted sale of land	Possible	High	Moderate	Likely to be in partnership with special needs group
Discounted sale of land	Possible	Low	Low	Specialised area requiring a licensed operator

### Recommendations

Our recommendations arising from these investigations are summarised in the succeeding sections under the following headings:

- Structure of Salisbury Living Projects;
- Delivery Mechanisms;
- Preferred Product Typology;
- Special Opportunities;
- Other Initiatives;
- Additional Research and Investigations; and
- Mitigation of Risks.

### Structuring of Salisbury Living Projects

- 1 Salisbury Living Projects operate on the basis of “for-profit” projects where the objective is to optimise the financial return to the Council. These projects may include affordable housing outcomes and demonstration of new housing forms but are structured on the expectation of generating a commercial profit.
- 2 Identify separate projects or specific sites within Salisbury Living Projects for the targeting of low cost housing and special needs outcomes. These projects should not have the burden of achieving a commercial profit and may involve land subsidies or free land to achieve particular targeted outcomes.
- 3 For profit projects should form the major component of Salisbury Living Projects, providing the capital for investments in smaller low-cost housing initiatives.
- 4 Salisbury Living Projects should seek partners to deliver elements of projects (at the partners risk) where greater expertise, skills, resources, management capability, tenant access, or financial support can be provided by that partner.
- 5 Use of Special Purpose Vehicles to ring-fence project operations and funding.

### Delivery Mechanisms

- 1 For-profit projects involving the following:
  - » Creation of allotments for sales; and
  - » Creation of house and land packages, where the housing component is delivered by a reputable builder in partnership, or joint venture with, Council or where Council, acting as developer, contracts for the delivery of specific building outcomes.
- 2 Not-for-profit projects involving the following:
  - » Provision of sites to not-for-profit groups and special needs groups at agreed discounts, in return for the delivery of a predetermined product for a predetermined user group at a predetermined sales or rental discount.
- 3 Demonstration projects that highlight the delivery of a new housing and delivered as for-profit or not-for-profit projects on the basis of an evaluation of the new product’s risk profile at project outset.
- 4 Attraction of grants, subsidies, tax benefits, finance savings, purchaser support mechanisms, etc, as add ons to projects rather than the basis of those projects and concentration of those benefits to deliver bigger cost reductions across fewer houses rather than small savings to larger numbers of dwellings.
- 5 Provision of long term equity in projects, especially rental projects, through not-for-profit partnerships/joint ventures, by using Council’s equity in land.

## Product Typology

- 1 Land (allotments) delivered for sale to the open market;
- 2 Small lot two storey house and land packages for sale to the open market;
- 3 Single storey detached dwellings as co-housing options delivered by special needs partners;
- 4 Tiny homes, mews, and manor homes delivered by Council as demonstration projects;
- 5 Apartments, tiny homes, mews, and manor homes as part of a partnership where the for-profit or not-for-profit partner takes the risk on delivery;
- 6 Land (larger allotments or superlots) delivered for sale to the open market for the delivery of predetermined affordable housing outcomes; and
- 7 Land (larger allotments or superlots) delivered to special needs/not-for-profit groups at discounted value in return for the delivery of predetermined low cost/low income housing.

## Special Outcomes

- 1 Delivery of sites for manufactured home development

## Other Initiatives

- 1 Review planning control mechanisms to facilitate desired housing outcomes, densities, heights, car parking requirements;
- 2 Consider the role of architects in the delivery of improved design outcomes and environmental performance;
- 3 Approach State Government regarding the expansion of Tier 1 not-for-profit housing provider partnerships on State owned social housing across a wider geographic area (that includes Salisbury); and
- 4 Consider whether long term leasehold is a plausible land delivery mechanism for not-for-profit housing providers.

## Additional Research and Investigations

- 1 Investigate tiny housing, mews housing, and manor housing design opportunities, land division design requirements, costings, potential partners, and suitable locations for development;
- 2 Review opportunities for small lot housing design improvements to reduce delivery costs, including multiple use of spaces and reduced car parking needs;
- 3 Identify preferred special needs groups and investigate the potential of donating or significantly discounting land for co-housing, low cost housing and apartments for special needs groups in the Salisbury area;
- 4 As per point 3 above, but more generally, investigate the interest of larger not-for-profit groups (eg Tier 1) investing in Salisbury and the circumstances under which they would be attracted;
- 5 Investigate the genuine need (or otherwise) for car parking to serve low cost/low income housing in a range of location circumstances;
- 6 More detailed investigation of specific migrant group requirements for housing in Salisbury;
- 7 Identify locational preferences of low cost housing providers and match to Salisbury's land availability and strategic directions for key development precincts; and
- 8 Investigate opportunities to access and/or encourage private land holdings in key locations to deliver low cost housing.
- 9 Identify lazy land/building assets that can be developed for housing purposes.
- 10 Identify surplus community land in immediate proximity to social housing that could be used to trigger partnerships with CHP's for redevelopment.

## Mitigation of Risks

- 1 Focus on project types that Council has a proven track record in delivering;
- 2 Utilise partners to deliver products and process outside of Council's core strengths and defray performance risk to those entities;
- 3 Identify and separately account for projects which have a non-commercial objective, whether they are demonstration projects, not-for-profit or special needs projects;
- 4 Protect and enhance key skill sets within Council; and
- 5 Continue to research better products and processes to deliver targeted outcomes.
- 6 Seek expert advice, particularly in structuring, financing, ownership, and funding of low cost housing projects.

# HOLMES DYER

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LOW COST HOUSING RESEARCH REPORT |

## Background and Purpose

The Strategic Development Projects Division at the City of Salisbury is responsible for identifying best value opportunities for the development of surplus Council land in support of growth through urban renewal.

The City of Salisbury has transitioned from a fringe growth area of Adelaide; experiencing extended population growth and economic development through major land release and greenfield housing developments. Into the future, population growth will predominantly be achieved through housing renewal and urban infill development as the City of Salisbury establishes as one of Adelaide's middle ring suburbs through to 2030.

This transition from greenfields to infill growth presents a challenge for Council to:

- Maintain local jobs within the construction sector;
- Ensure a reasonable level of design quality is achieved in the increasing density of housing;
- Maintain community acceptance and overall amenity of existing suburbs; and
- Align housing size and type with the changing community demographics.

By taking a strategic approach to the development of surplus Council land, the City of Salisbury is provided with a mechanism to influence high quality housing outcomes, demonstrate the commerciality of diverse housing products within the Salisbury market, and stimulate economic activity and private development interest in the City.

Council estimates the first five strategic development projects to result in 926 people living within 386 new quality housing options including family sized homes, affordable housing, medium density, small lot housing and apartments.

Council also estimates revenue from land sales in excess of \$50.8 million (gross) from a total capital expenditure of just over \$30 million. These funds are not only a major contributor to the organisation's long-term financial sustainability, but have created landscaped streetscapes, new open space reserves, playgrounds and shelters, improved stormwater detention and flood mitigation, upgraded road networks and improved footpath and trail networks that benefit both the existing and newly established communities.

The strategic development of surplus Council land is governed by broader community objectives and best practice examples of urban development aligned to the following principles:

- Returning a commercial outcome to Council, reducing debt and freeing up capacity to fund community priorities;
- Producing a range of living options, including affordable housing that provides access to home ownership or home rental for the Salisbury community of all ages, backgrounds and budgets;
- Delivering best practice design with a high attention to detail that supports greater appeal for medium density and infill land developments in Salisbury;

- Integrating projects with the existing community through provision of improved connection, road network improvements, open space upgrades that benefit both the new and existing community;
- Facilitating a pipeline of development projects that support the local construction industry, creating local jobs for local people; and
- Partnering with agencies and organisations to deliver social outcomes in relation to affordable housing.

Council has now resolved to consider further opportunities to provide low cost housing for the Salisbury community, including innovative and relevant housing types and financial models.

The State Government sets the affordable housing price points for greater Adelaide. These were Gazetted December 2017<sup>1</sup> as:

- \$332,000 for house and land; and
- \$149,000 for land only.

At \$339,000 the current median house listing price for the City of Salisbury is equivalent to the Gazetted affordable housing price point for greater Adelaide.

This suggests the potential for a gap between some parts of the Salisbury community and access to home ownership, even under the State Government's Affordable Housing Program.

Subsequently the Strategic Development Projects Division is seeking a Low Cost Affordable Housing Research Paper to identify case studies and additional options for provision and management of low cost housing as a component of future Council strategic development projects.

The report assesses:

- Demand characteristics to identify the likely market catchment and purchaser preferences;
- Supply characteristics based on a real time assessment of relevant housing products currently available on the market and an assessment of most recent sales trends;
- Affordability criteria to determine areas of greatest needs and overall capacity for the market catchment to pay;
- Case studies of existing relevant national and international projects; and
- A range of delivery models that could most appropriately apply to the City of Salisbury and the future Salisbury Living Projects.

<sup>1</sup>Please note that this report is based upon available data and trends at a given point in time. These figures have since been updated as Gazetted, effective from the 23 November 2018 as \$354,000 for house and land and \$159,300 for land only.

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LOW COST HOUSING RESEARCH REPORT |

## Profile of Existing Purchasers

### Purchaser Origin

Using a snapshot of three key Salisbury Living projects it is possible to profile existing market appeal for low cost affordable housing products within the City of Salisbury.

An assessment of housing product purchasers at Greentree Walk, Riverwalk, and The Reserve indicates that:

- 47% of purchasers are from within the City of Salisbury;
- Just under 58% of purchasers from the City of Salisbury moved from within the immediate suburb in which each project was based:
  - » Paralowie (Greentree Walk);
  - » Parafield Gardens (Riverwalk); and
  - » Salisbury North (The Reserve).
- The greatest proportion of purchasers outside of the City of Salisbury relocated from:
  - » Port Adelaide Enfield (16.3%);
  - » Tea Tree Gully (9.0%); and
  - » Playford (6.6%).

### Purchaser Survey

Council commissioned a survey of purchasers to further understand the characteristics of the market attracted to Salisbury Living projects. The survey summarises:

#### Age Profile

- Over half (57%) of purchasers identified as being between 18-34 years of age;
- One quarter (25%) of purchasers identified as being between 35-44 years of age;
- 11% of purchasers identified as being between 45-54 years of age; and
- 6% of purchasers identified as being between 55 - 64 years of age.

#### Buying Stage

- Purchasers were predominantly identified as first home buyers (74%);
- 15% of purchases were seeking a second home; and
- 4% identified as purchasing to downsize.

#### Household Type

- 29% identified as a young couple with no kids;
- 35% identified as a sole parent or couple with pre-school aged, primary school aged or teenaged children; and
- 23% identified as being a lone person household.

#### Motivation for Purchasing

- Price/Affordability (33%);
- Close to family and friends (14%);
- New estate (12%);
- Block size (11%); and
- Close to work (7%).

#### Cultural Background

The majority of purchasers were from:

- Australia (67%);
- India (13%); and
- Overseas 12% identified to include Fiji (3%), Philippines (3%), Afghanistan, (2%) New Zealand (2%) and the UK (2%).

This data offers some suggestion that there is a potential market for Salisbury Living products that includes:

- Price sensitive first home buyers aged 18 - 34;
- Product sensitive second home buyers aged 35 - 44;
- Location sensitive down-sizers aged 55 - 64; and
- Culturally diverse communities including new arrivals to the City.

Figure 1 Location of purchasers for Salisbury Living Project: Greentree Walk

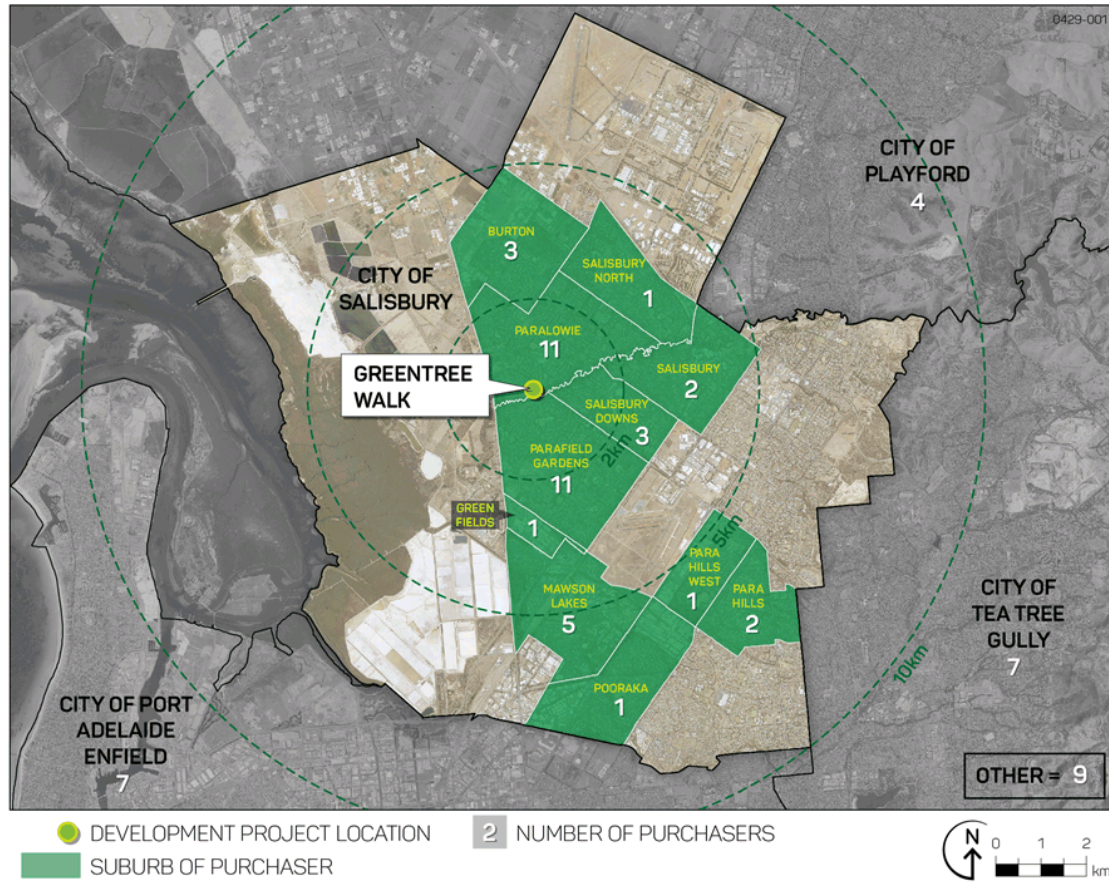




Figure 2 Location of purchasers for Salisbury Living Project: Riverwalk

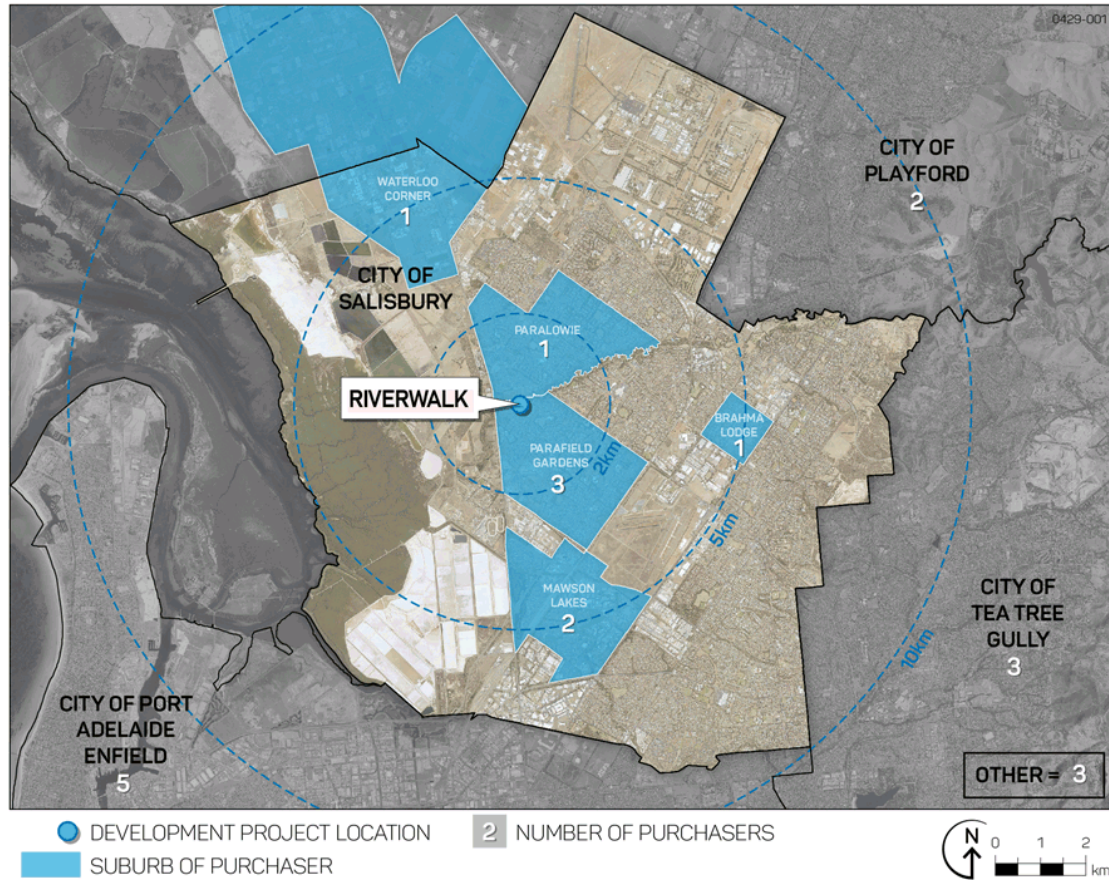
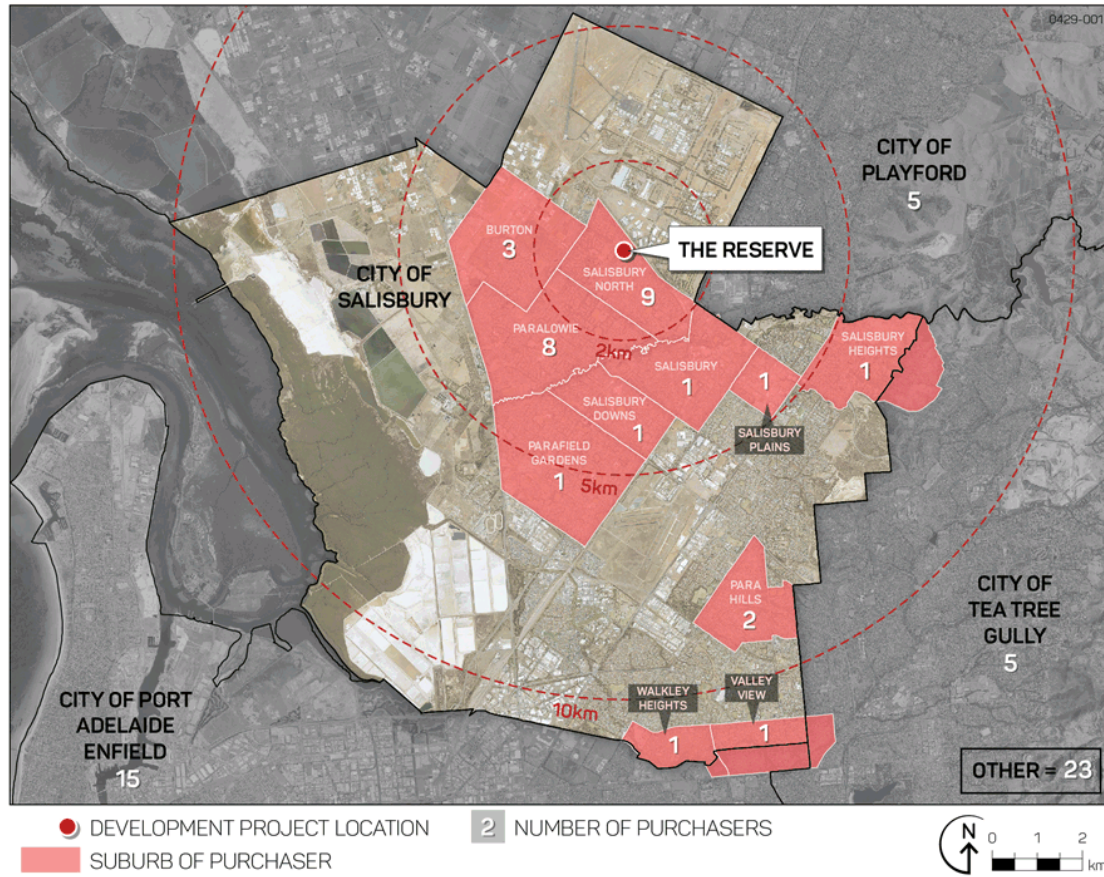


Figure 3 Location of purchasers for Salisbury Living Project: The Reserve.



## Migration Profile

### Inward Migration

In addition to the available data on existing purchasers, an assessment of inward migration can provide an indication of existing market appeal for the City of Salisbury, the locations from which potential purchasers may relocate from, and therefore what the likely existing market catchment is for Salisbury Living projects.

Between 2011 and 2016, approximately 20,900 persons migrated into the City of Salisbury. Table 1 provides the top three Local Government Areas (LGAs) from which Salisbury gained the most persons through inward migration.

**Table 1 Inward Migration to Salisbury, 2016**

Port Adelaide Enfield	Tea Tree Gully	Playford	Total
4,110	3,201	3,056	10,367

The top 3 LGA's from which Salisbury gained the highest number of persons between 2011 and 2016 correlates closely with purchasers of Salisbury Living products that relocated from outside of the City of Salisbury. This suggests that market appeal for the City of Salisbury and for the Salisbury Living products exists within The Cities of Port Adelaide Enfield, Tea Tree Gully and Playford.

### Outward Migration

In addition to the available data on inward migration, an assessment of outward migration can provide an indication of existing locations to which Salisbury residents are drawn, and therefore the existing and potential competition for purchasers of Salisbury Living products.

Between 2011 and 2016, approximately 24,000 persons migrated out of the City of Salisbury. Table 2 summarises the top 3 LGAs to which Salisbury has lost the highest number of persons.

**Table 2 Outward Migration from Salisbury, 2016**

Port Adelaide Enfield	Tea Tree Gully	Playford	Total
2,675	3,630	5,212	11,517

Table 2 identifies that the top 3 LGAs to which Salisbury loses the highest number of residents correlates with the LGAs from which Salisbury gains the highest number of persons.

The City of Salisbury gains the highest number of persons from the City of Port Adelaide Enfield, and loses the highest number of persons to the City of Playford.

This suggests that, while there is market appeal for Salisbury Living products for potential purchasers located within the neighbouring LGAs, there is also a degree of competition for potential purchasers from these LGAs.

Playford, in particular, offers greater choice of more affordable house and land products, and therefore promotes a more competitive sales environment that price sensitive purchasers may benefit from. Table 3 identifies the age of persons moving into and out of the City of Salisbury.

**Table 3 Inward and Outward Migration by Age, 2016**

Age	Inward	Outward	Total
5 to 11 years	2,316	3,076	-760
12 to 17 years	1,389	1,665	-276
18 to 24 years	3,079	2,781	298
25 to 34 years	5,955	6,523	-568
35 to 44 years	3,581	4,313	-732
45 to 55 years	2,134	2,584	-450
55 to 64 years	1,290	1,568	-278
Over 65 years	1,254	1,424	-170
<b>Total</b>	<b>20,998</b>	<b>23,934</b>	<b>-2,936</b>

Table 3 shows that the highest number of persons leaving (6,523), and the highest number of persons arriving (5,955) both relate to the 25 - 34 age bracket.

Outward migration summaries for the Cities of Port Adelaide Enfield (7,075), Tea Tree Gully (4,404) and Playford (3,349) also show the highest number of persons leaving each City is within the 25 - 34 age bracket. Correlating the top 3 LGAs for inward and outward migration with the highest age bracket for inward and outward migration, suggests the presence of a mobile market of new household formation regularly relocating across the LGAs within the region.

Between 2011 and 2016 Salisbury achieved a nett gain in persons aged 18 - 24 years. This age bracket is reflected in the predominant age grouping of persons purchasing Salisbury Living products, and may present a competitive advantage or market distinction for the City of Salisbury.

### Two Market Catchments

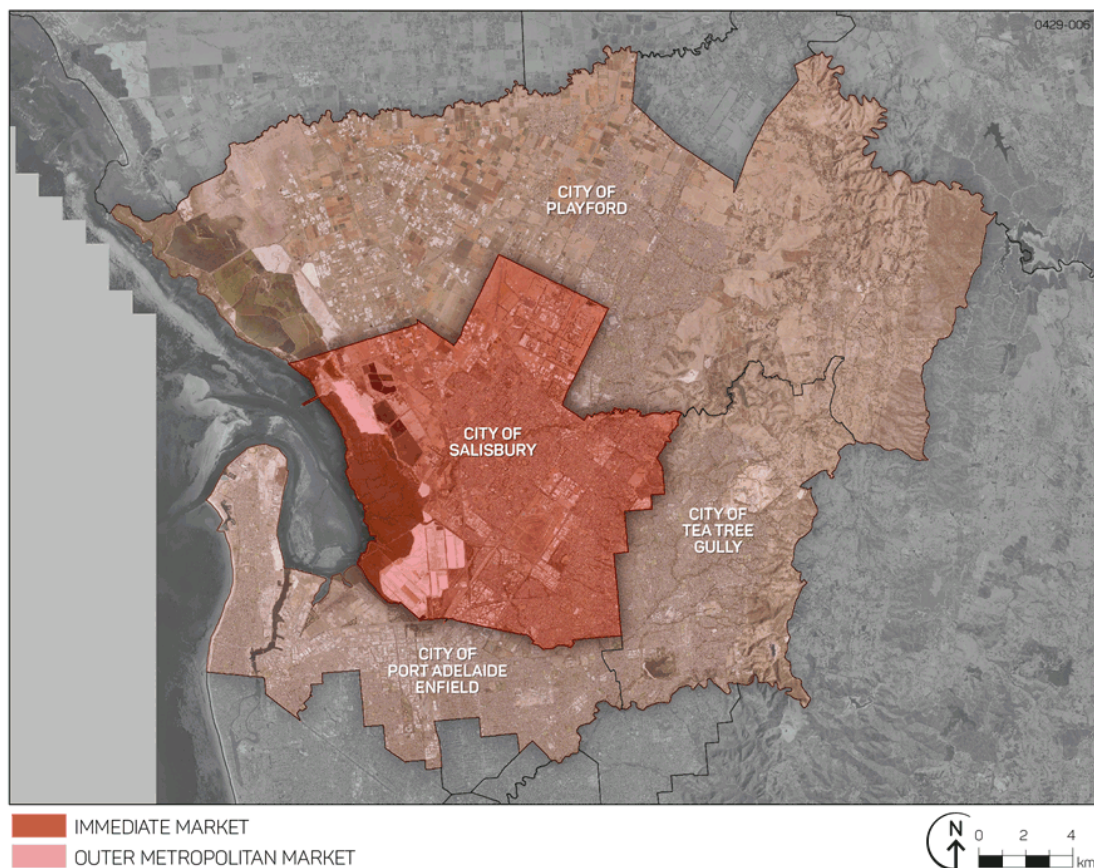
Based on the results from Salisbury Living purchaser surveys, and a high level assessment of migration statistics for the City of Salisbury, two distinct market catchments have been defined for this research paper.

Market catchments have been defined to represent the likely market reach for land and housing products offered through the Salisbury Living projects:

- 7 Immediate Market
  - » City of Salisbury.
- 8 Broader Market
  - » City of Port Adelaide Enfield;
  - » City of Tea Tree Gully; and
  - » City of Playford.

The following section will highlight demographics likely to shape product preferences across the two catchments.

Figure 4 Immediate and Broader Market



### Service Age Groups

Service age groups provide an indication of demand for products and services based on proportion of population at different stages of life.

*Table 4 Service age groups for the immediate market compared with Greater Adelaide*

Age (Years)	Salisbury (%)	Greater Adelaide (%)
Babies and pre-schoolers (0 to 4)	6.9	5.9
Primary schoolers (5 to 11)	9.2	8.2
Secondary schoolers (12 to 17)	7.2	6.9
Tertiary education, and independence (18 to 24)	9.9	9.5
Young workforce (25 to 34)	15.3	13.8
Parents and homebuilders (35 to 49)	19.8	19.7
Older workers and pre-retirees (50 to 59)	12.4	13.1
Empty nesters and retirees (60 to 69)	9.8	11.1
Seniors (70 to 84)	7.9	9.3
Elderly aged (85 and over)	1.6	2.6

*Table 5 Service age groups for the broader market compared with greater Adelaide, 2016*

Age (Years)	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
Babies and pre-schoolers (0 to 4)	8.5	5.7	6.3	6.8	5.9
Primary schoolers (5 to 11)	10.6	8.3	7.6	8.8	8.2
Secondary schoolers (12 to 17)	7.8	7.3	6.1	7.1	6.9
Tertiary education, and independence (18 to 24)	10.5	8.4	9.1	9.3	9.5
Young workforce (25 to 34)	15.3	12.2	16.6	14.7	13.8
Parents and homebuilders (35 to 49)	18.2	20.2	20.8	19.7	19.7
Older workers and pre-retirees (50 to 59)	12.3	13.5	12.7	12.8	13.1
Empty nesters and retirees (60 to 69)	8.4	12.2	10.1	10.2	11.1
Seniors (70 to 84)	7.0	10.0	8.2	8.4	9.3
Elderly aged (85 and over)	1.5	2.1	2.6	2.1	2.6

# HOLMES DYER

## Young Home Buying Market

Playford is characterised by young families with children. There are more children in all service age groups, ranging from babies to secondary schoolers for Playford (26.9%) compared with Greater Adelaide (21%). There is a higher proportion of people aged 25 to 34 years and associated with a young workforce in Playford (15.3%) and Port Adelaide Enfield (16.6%) compared with Greater Adelaide (13.8%).

On average the proportion of the population generally considered to be parents and home builders is similar to Greater Adelaide, noting that Tea Tree Gully and Port Adelaide Enfield perform well in this age bracket.

This provides an indication that the market contains current and emerging first home buyers within the Cities of Playford and Port Adelaide Enfield, and second home buyers in Port Adelaide Enfield and Tea Tree Gully.

## Downsizing Market

Tea Tree Gully has an age profile consistent with an established and ageing population not dissimilar to that of Greater Adelaide.

There is a greater proportion of the population aged 50 to 84 years, and notably in the service age groups associated with older workers and pre-retirees as well as empty nesters and retirees.

This segment of the population is likely to be preparing for major life style changes. This may include investing for retirement, and/or preparing for changing household composition, such as downsizing.

This market may be attracted to newly developed small lot and affordable housing within the City of Salisbury; remaining close to family and friends, with ease of access to services, both of which are likely to support ageing in place.

This market may be sensitive to ongoing cost of living, so efficient dwelling design and features could play a part in purchaser decision making.



### Household Composition

The proportion of family, lone person, and group households within the catchments provides an indication of likely demand for different housing products.

*Table 6 Household composition for the immediate market, compared to Greater Adelaide, 2016*

Households	Salisbury (%)	Greater Adelaide (%)
Couple family with children	30.9	28.7
Couple family with no children	22.9	24.8
One parent family	14.1	11.1
Other family	1.3	1.2
Total family household	69.1	65.7
Lone person households	23.6	26.2
Group households	3.3	3.8

### More Couples With Children

The immediate catchment is characterised by family households, including a higher proportion of couple families with children (30.9%) compared to greater Adelaide (28.7%).

Salisbury also has a greater proportion of one parent families (14.1%) compared with Greater Adelaide (11.1%). This segment of the population may be attracted to more affordable and/or smaller housing products that meet the needs of a family while providing ease of maintenance. This also suggests a potential a mix of family accommodation as well as providing housing choice for couples, centred around 1 - 3 bedrooms would suit the immediate market preference.

*Table 7 Household Composition for the broader market, compared to Greater Adelaide, 2016*

Households	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
Couple family with children	27.4	32.6	26.4	28.8	28.7
Couple family with no children	20.5	28.9	21.8	23.7	24.8
One parent family	17.1	11.1	12.1	13.4	11.1
Other family	1.2	0.8	1.5	1.2	1.2
Total family household	66.2	73.3	61.9	67.2	65.7
Lone person households	24.5	22.0	29.1	25.2	26.2
Group households	3.4	2.0	4.6	3.3	3.8

### Couples With and Without Children and Sole Parents

The broader catchment is predominantly characterised by couple families with children (28.8%) followed by couple families with no children (23.7%). Notably, the broader catchment has a greater proportion of one parent families (13.4%) compared with Greater Adelaide (11.1%). This is largely contributed to by Playford (17.1%). Average household sizes vary across the catchment from 2.39 in Port Adelaide Enfield to 2.61 in Playford. This suggests the presence of a diverse family market that could be seeking access to a range of dwelling types catering for different family size and income. This again suggests 1-3 bedroom affordable dwellings could meet a latent market demand.

### More Lone Person Households

The City of Port Adelaide Enfield has a higher proportion of lone person households. Based on the age profile this could compromise elderly residents (85 and over) or individuals accessing the market at an early age (25-34). For both age profiles a smaller dwelling offering (eg. 2 bedrooms) is likely to present a favorable option for the Broader Market Catchment, not withstanding a market preference for 3 bedroom dwellings for the flexibility it provides.

### Dwelling Type

When considered in conjunction with age, household sizes and household composition, dwelling types provide further insight into the correlation between available housing products and household stages.

Table 8 Dwelling types for the immediate market, compared to Greater Adelaide, 2016

Households	Salisbury (%)	Greater Adelaide (%)
Separate house	82.0	73.1
Medium density	15.8	23.9
High density	1.6	2.3
Caravans, cabin, houseboat	0.3	0.2
Other	0.2	0.2
Not stated	0.2	0.3

### More Traditional Family Homes

Salisbury is characterised by a greater proportion of separate houses (82.0%) above that for Greater Adelaide (73.1%). This is generally consistent with the family demographic that is evident across the City. Although the immediate catchment has proportionately more separate housing than greater Adelaide, and less medium and high density housing, since 2011 Salisbury has seen a 14% increase in medium or high density housing. This is approximately 1,240 dwellings over the five year period between 2011 and 2016, and suggests, although a strong market and likely preference for traditional family homes exists, there is an increased supply and demand for higher density living within Salisbury.

Table 9 Dwelling types for the broader market, compared to Greater Adelaide, 2016

Households	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
Separate house	79.2	89.6	67.6	78.8	73.1
Medium density	20.0	10.2	30.6	20.3	23.9
High density	0.2	0.0	1.1	0.4	2.3
Caravans, cabin, houseboat	0.3	0.0	0.2	0.2	0.2
Other	0.0	0.0	0.2	0.1	0.2
Not stated	0.2	0.2	0.4	0.3	0.3

### Latent Demand for Diverse Dwelling Types

Table 9 shows that Tea Tree Gully has a relatively homogeneous housing stock (89.6% separate houses) which, depending on the level of urban renewal in that LGA, may drive demand for alternative housing products across the broader catchment as the population continues to age.

Alternatively the City of Port Adelaide Enfield has a far higher proportion of medium density housing (30.6%) compared with greater Adelaide (23.9%), likely to be the result of land release projects, including affordable housing, across the City. The City of Port Adelaide Enfield experienced a 24% increase in medium density dwellings between 2011 and 2016, an increase of 3,130 dwellings over the five year period. This suggests there is an increased supply and demand for higher density living across the broader market.



### Bedrooms Per Dwelling

Bedrooms per dwelling offers insight into how housing needs are being met by the available stock.

Table 10 Number of bedrooms per dwelling for the immediate market, 2016, ABS Census 2016

Number of Bedrooms	Salisbury (%)	Greater Adelaide (%)
One	2.2	3.6
Two	11.9	20.0
Three	61.5	53.7
Four	19.0	20.2
Five or more	3.0	3.8

Table 11 Number of bedrooms per dwelling for the outer metropolitan catchment, 2016, ABS Census 2016

Number of Bedrooms	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
One	2.4	1.2	4.1	2.5	3.6
Two	8.4	10.5	22.8	13.9	20.0
Three	57.9	56.3	52.5	55.5	53.7
Four	20.3	24.2	12.7	19.1	20.2
Five or more	3.5	4.1	2.1	3.2	3.8

### Latent Demand for One and Two Bedroom Homes

Except for the City of Port Adelaide Enfield, which has experienced an increase in medium density dwelling development, the two catchments are characterised by separate houses of three or more bedrooms. This is typical of the traditional family home and generally consistent with average household size across the catchments.

Household composition across the catchments suggests a greater diversity of households including couples with no children, one parent families, and lone person households that may exercise a preference for an alternative housing product.

The predominance of larger homes, and a potential undersupply of smaller (one to two bedroom) homes across the catchments, notwithstanding preference for larger houses, may suggest a mismatch between the housing stock and population (including a growing market for first home buyers, young families and an ageing population). Table 12 provides a summary of change in bedrooms per dwelling for the broader catchment between 2011 and 2016.

Table 12 Change in number of bedrooms per dwelling for the outer metropolitan catchment, 2016

Number of Bedrooms	Playford	Tea Tree Gully	Port Adelaide Enfield	Total
One	-15	+12	+11	+8
Two	+341	-8	-266	+67
Three	+1,239	-180	+1,277	+2,336
Four	+875	+416	+747	+2,038
Five or more	+163	+198	+202	+563

### Household Tenure

Housing tenure offers insight into home ownership and renting status of the immediate and outer metropolitan catchment, it provides an indication of available equity, and potential mortgage stress. This section looks at the tenure profile for each of the market catchments.

Table 13 Tenure type for the immediate catchment, 2016

Tenure Type	Salisbury (%)	Greater Adelaide (%)
Fully owned	25.4	29.6
Mortgage	39.5	35.1
Renting Total	28.1	28.0
Renting - Social Housing	6.9	6.2
Renting - Private	20.7	21.4
Renting - Not Stated	0.4	0.4

The immediate catchment has a lower proportion of population in fully owned homes (25.4%) when compared with Greater Adelaide (29.6%) and a higher proportion of homes under mortgage (39.5% compared to 35.1%). Salisbury has a similar rental profile to that of Greater Adelaide.

Table 14 Tenure type for the broader catchment, 2016

Tenure Type	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
Fully owned	18.9	33.1	24.9	25.7	29.6
Mortgage	36.4	42.4	32.4	37.1	35.1
Renting Total	36.3	18.1	35.4	29.9	28.0
Renting - Social Housing	10.1	3.6	11.8	8.5	6.2
Renting - Private	25.7	14.3	23.2	21.1	21.4
Renting - Not Stated	0.4	0.2	0.5	0.4	0.4

### Home Ownership

Tea Tree Gully has a greater proportion of population in full home ownership (33.1%) compared with Greater Adelaide (29.6%). This is consistent with an older age profile and a higher proportion of mature families.

In contrast, levels of full home ownership in Playford (18.9%) are significantly below Greater Adelaide (29.6%).

The City of Playford and the City of Tea Tree Gully have a greater proportion of households purchasing their homes (36.4% and 42.4% respectively) compared with Greater Adelaide (35.1%). This is an indication that this population is seeking opportunities for home ownership. In the context of Playford, a younger age profile, lower household incomes and a higher proportion of people in rental accommodation combine to suggest this segment of the market will be price sensitive. Potential purchasers from Tea Tree Gully could be more product or location sensitive.

### First Home Buyers

The proportion of the population in rental accommodation is variable across the outer metropolitan catchment with significantly lower rental levels in Tea Tree Gully (18.5%) compared with Greater Adelaide (28%). In contrast, the Cities of Playford (36.3%) and Port Adelaide Enfield (35.4%) have significantly higher rental levels. This is consistent with the age profiles across the catchment including a younger age profile in Playford and Port Adelaide Enfield and could indicate a market for first home buyers. However, when considered in the context of a greater proportion of lower income households in Playford and Port Adelaide Enfield, it is likely that the market will be price sensitive and seeking affordable home ownership opportunities.

### Access to Housing

There is a greater proportion of population renting social housing in Playford (10.1%) and Port Adelaide Enfield (11.8%) compared with Greater Adelaide (6.2%). This suggests a broader market likely to be seeking assisted access to low cost affordable housing within close proximity to existing social networks and services.

## Employment

Employment profile can provide insight into current participation in what form of employment, how this has changed between 2011 and 2016 and therefore the likely influence employment will have on housing affordability.

*Table 15 Employment status for the immediate catchment, compared with Greater Adelaide, 2016*

Employment Status	Salisbury (%)	Greater Adelaide (%)
Employed	89.9	92.3
Employed full-time	54.4	54.0
Employed part-time	33.8	36.9
Unemployed (Unemployment rate)	10.1	7.7
Looking for full-time work	6.3	4.4
Looking for part-time work	3.8	3.3

### Higher Unemployment and Increasing Part Time Employment

As at 2016 the City of Salisbury (89.9%) had a lower rate of employment compared with Greater Adelaide (92.3%), and a higher rate of unemployment (10.1%) compared to Greater Adelaide (7.7%). Since the 2011 Census the proportion of population in full time employment within the City of Salisbury dropped by just over 1,380 persons. Despite having a lower rate of part time employment (33.8%) than Greater Adelaide (36.9%), the proportion of population in part time employment increased by just under 2,140 between 2011 and 2016.

There was also a shift in employment by industry over this period. Manufacturing, the highest industry sector for employment within the City of Salisbury at 2011, reduced by approximately 26% or just under 2,400 persons, making it the third highest industry by employment at 2016. Retail dropped slightly during this period, but remained the second highest industry by employment for the City. At the same time, employment in health care and social assistance grew by approximately 19% (just over 1,300 jobs) to become the highest industry by employment for the City. The contribution of the service industry to overall employment within Salisbury is likely to have influenced to the growth in part time employment. An increasing base of part time employment has the potential to increase the proportion of low income households seeking affordable housing options.

*Table 16 Employment status for the broader catchment, compared with Greater Adelaide, 2016*

Employment Status	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
Employed	87.3	93.5	90.7	90.5	92.3
Employed full-time	51.7	56.0	54.4	54.0	54.0
Employed part-time	33.7	36.4	34.6	34.9	36.9
Unemployed (Unemployment rate)	12.7	6.5	9.3	9.5	7.7
Looking for full-time work	8.4	3.6	5.8	5.9	4.4
Looking for part-time work	4.4	2.9	3.6	3.6	3.3

### Lower Employment and Higher Unemployment

When compared to Greater Adelaide the outer metropolitan market catchment exhibits a lower rate of employment (90.5%) compared with Greater Adelaide (92.3%) and a higher rate of unemployment (9.5% compared with 7.7%). This is contributed to mainly by Playford (87.3% employed and 12.7% unemployed) and Port Adelaide Enfield (90.7% employed and 9.3% unemployed).

### Household Income

When considered in conjunction with service age groups, household income can provide further insight into the financial status of the market catchments. For this report equivalised income has been used as an indicator of low, medium and high income households. Equivalised Household Income puts all households on an equal footing independent of household size and composition to enable a true comparison between areas and over time. It is an indicator of the income resource available to a household of standard size and is the best measure of the changing economic fortunes of households living in the Australia. Low income is defined as falling within the lowest group, high income within the highest group and middle income within the third highest.

Table 17 Equivalised household income for the immediate catchment, compared with Greater Adelaide, 2016

Equivalised Household Income	Salisbury (%)	Greater Adelaide (%)
Lowest group	28.2	23.6
Medium lowest	27.7	24.3
Medium highest	26.7	25.4
Highest group	17.4	26.8

### More Low Income Households

The immediate market has a higher proportion of low income households (28.2%) when compared with Greater Adelaide (23.6%) and a significantly lower proportion of high income households (17.4% compared to 26.8% for Greater Adelaide). This is consistent with a greater proportion of one parent families, and the younger age profile of the City of Salisbury when compared to Greater Adelaide. Affordable housing products and rental opportunities are likely to be attractive to lower income households and those in the rental market. Salisbury also has a higher proportion of middle income households which may reflect the high proportion of family households and couple family with children households within homes under mortgage.

Table 18 Equivalised household income for the broader catchment, compared with Greater Adelaide, 2016

Equivalised Household Income	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Catchment Average (%)	Greater Adelaide (%)
Lowest group	33.0	19.4	28.4	26.9	23.6
Medium lowest	28.3	25.1	24.7	26.1	24.3
Medium highest	24.5	28.5	24.0	25.7	25.4
Highest group	14.1	26.9	22.8	21.3	26.8

### More Middle Income Households

Tea Tree Gully has a higher proportion of middle (28.5%) and high (26.9%) income households compared to Greater Adelaide (25.4% and 26.8%) This is consistent with a more mature age profile and generally associated with a greater proportion of population employed in full time work. It may also reflect double 'middle' income households and/or people with established careers. Tea Tree Gully also has a significantly lower proportion of low income households (19.4%) compared to Greater Adelaide (23.6%). This does suggest that while housing needs may change to meet the needs of an ageing population in Tea Tree Gully, higher income levels and a higher proportion of homes owned outright indicate a greater capacity to pay for suitable smaller lot housing.

### More Lower Income Households

Playford has a high proportion of low income households, 61.3% of households are represented by the lowest or medium equivalised income quartile, compared to greater Adelaide (47.9%). Port Adelaide Enfield has a higher proportion of low income households (28.4%) compared with greater Adelaide (23.6%). This is consistent with a greater proportion of one parent families in Playford and Port Adelaide Enfield, and a greater proportion of lone person households in Port Adelaide Enfield. Affordable housing products and rental options are likely to be attractive to lower income households and those in the rental market.

### Cultural Diversity and Diverse Housing Needs

The number of recent overseas arrivals in an area is often determined by housing affordability, employment opportunities and pre-existing communities located in the area. Of the City of Salisbury's estimated 42,900 residents born overseas, over 38% arrived in Australia between 2006 - 2016, compared with 36.7% for Greater Adelaide. Inward migration is a key contributor to population growth and presents a good opportunity for the City of Salisbury to attract and foster a diverse, integrated and sustainable community.

Understanding the origin of predominant migrant groups can assist the City of Salisbury plan and deliver meaningful and relevant housing options for recent arrivals that have chosen to live in the Council area as skilled migrants or arrived as refugees.

*Table 19 Top 5 overseas countries of birth by number of residents and proportion of population born overseas*

Birthplace	Number	%	Greater Adelaide (%)
United Kingdom	9,340	6.8	7.4
India	3,613	2.6	2.0
Vietnam	3,540	2.6	1.1
Afghanistan	2,248	1.6	0.5
Philippines	2,182	1.6	0.8

Table 19 shows the top 5 overseas countries of birth for City of Salisbury residents by number and proportion of population born overseas. The table shows:

- The highest proportion of residents born overseas were born in the United Kingdom (9,340);
- When compared with Greater Adelaide the City of Salisbury has a higher proportion of residents born in:
  - » India (2.6% compared with 2.0%);
  - » Vietnam (2.6% compared with 2.0%);
  - » Afghanistan (1.6% compared with 0.5%); and
  - » Philippines (1.6% compared with 0.8%).

Although the table reflects the place of birth for Salisbury residents, it does not necessarily reflect recent increases in the arrival of population born overseas and, in the case of the United Kingdom, may reflect an older population that could be in decline as a proportion of overseas born population, rather than an emerging one.

*Table 20 Highest increase in overseas population by country of origin 2011 - 2016*

Birthplace	Population Change Between 2011 and 2016
India	+2,083
Afghanistan	+1,331
Burma (Myanmar)	+564
Philippines	+561
Bhutan	+511

Table 20 shows that between 2011 and 2016 the greatest increase in overseas recent arrivals has been from countries forming a part of broader Asia. Of the countries from which the greatest increase in population has occurred India, Afghanistan and Philippines were identified as making up 18% of purchasers for previous Salisbury Living projects.

Over the same period recent arrivals from the United Kingdom declined by approximately 1,450 persons.

This trend reflects an increasing cultural diversity with the City of Salisbury, the potential for population growth through inward migration and a growing market for new housing products. Understanding the complex needs of refugee arrivals and housing preferences of overseas migrant populations can contribute to the delivery of commercial and social objectives of future Salisbury Living projects.

### Understanding Multi-Cultural Housing Needs

Research was undertaken regarding the potential housing needs of recent arrivals to the City of Salisbury, including meetings with:

- Australian Migrant Resource Centre Australia;
- Multicultural Communities Council; and
- Anglicare.

Some of the key messages from these discussions highlighted:

- Recent arrivals can be characterised as skilled migrants (which can be couples) or by refugees (typically large families with some instances of single parent families);
- Of the larger families, the majority are likely to be seeking dwellings that provide up to 4 bedroom homes to cater for families of up to five children;
- The number of bedrooms in a dwelling does not necessarily correlate with total dwelling size expectations. Recent arrival families could be seeking four small bedrooms rather than two large bedrooms; the primary purpose being the separation of gender among the children;
- In addition to typically large families, recent arrival communities will often live in group households. Group households are by choice and a desire to pool resources. As a result of pooling resources recent arrival communities are able to achieve the savings/income required to enter home ownership at an accelerated rate - even on Centrelink payments;
- It is likely that recent arrivals recorded in the 2011 ABS Census could now be seeking home ownership. Also, that recent arrivals recorded in the 2016 ABS Census could now be seeking affordable rental options;
- Continuation of financial support programs such as Home Start are viewed as critical to facilitating transition into home ownership;
- Location is important. For the first year of settlement recent arrivals may have limited access to vehicle or license to drive. Access to schools, shops, transport and services for health and employment is viewed as essential to the success of accommodating new arrivals into established communities;
- Apartment living may, which can be viewed as an affordable accommodation option, may not suit the large family demographic, but could be preferable for couples and therefore skilled migrants with greater capacity to pay;
- Currently first year accommodation for refugee communities is former social housing stock managed by Community Housing Providers. This can often place vulnerable or traumatised persons within areas of existing disadvantage and complex social issues.
- Existing housing stock is often clustered which is viewed as undesirable for integration and acceptance; preferably a smaller collection of dwellings across a greater number of areas would benefit all stakeholders of accommodation for recent arrivals. Activity centres play an important role in facilitating integration and access to a range of services.
- The community around the accommodation plays an important role in shaping the future adults that arrived as refugees. A mixed demographic such as couples, families and down sizers is viewed as a more complimentary environment for refugees;
- Private open space needs are considered minimal with the primary requirement to provide play opportunities for very young children and accommodate service area needs;

Conversations identified key opportunities for better partnering between Council and community housing providers that included:

- Diversifying investors to encourage greater choice; and
- Delivering products for investors under \$300K to enable affordable rental for first year settlement.

With regard to housing outcomes:

- Location - access to services and diverse households and land uses;
- Distribution - smaller collections of housing across projects that have connection to activity centres;
- Design and materials - look at the design and materials of housing products to support affordable, modern, family homes.

### Implications For Salisbury Living Projects

There is a far reaching market for Salisbury Living products of both owner occupiers and investors, but future projects will draw the greatest benefit from the immediate catchment (City of Salisbury) and neighbouring Councils of Port Adelaide Enfield, Tea Tree Gully and Playford.

Sales data further supports that the Salisbury Living products will appeal to:

- Price sensitive first home buyers aged 18 - 34;
- Product sensitive second home buyers aged 35 - 44;
- Location sensitive down-sizers aged 55 - 64; and
- Culturally diverse communities including new arrivals to the City.

Migration statistics for the two catchments indicate that between 2011 and 2016:

- There has been a mobile market of 25 - 34 year olds moving within the region; and
- The City of Salisbury has achieved a net gain of 18 - 24 year olds between the four Councils, and this demographic presents as an opportune first home buyer segment of the market.

Playford, in particular, offers greater choice of more affordable house and land products, and therefore promotes a more competitive sales environment that price sensitive purchasers may benefit from.

The demand assessment highlights:

- Salisbury and Playford are characterised by young and mature families with children. This provides an indication that the market contains current and emerging first home buyers that may be price sensitive and seeking affordable housing choice;
- Tea Tree Gully has a greater proportion of older workers and pre-retirees as well as empty nesters and retirees, likely to be preparing for major life style changes including investing in Salisbury Living products for retirement, and/or preparing for changing household composition, such as downsizing;
- This older age profile may be attracted to newly developed small lot and affordable housing within the City of Salisbury; remaining close to family and friends, with ease of access to services, both of which are likely to support ageing in place, but may be sensitive to ongoing cost of living, so efficient dwelling design and features could play a part in purchaser decision making;
- Although the Cities of Salisbury and Playford are characterised by a young family demographic, both Councils have a high proportion of single parent families, this suggests a mix of family accommodation as well as providing housing choice for couples, centred around 2 - 3 bedrooms would suit the market preference;

- The City of Port Adelaide Enfield has a higher proportion of lone person households, this could compromise elderly residents (85 and over) or individuals accessing the market at an early age (25-34). For both age profiles a smaller dwelling offering (eg. 2 bedrooms) is likely to present a favorable option;
- Tea Tree Gully has a high proportion of couples without children, based on the City's age profile this is likely to be mature couples and empty nesters;
- Between 2011 and 2016 Salisbury has seen a 14% increase in medium or high density housing. This is approximately 1,240 dwellings over five years which suggests, there is an increased supply and demand for higher density living within Salisbury;
- There is a potential undersupply of two bedroom homes across a catchment containing diverse household compositions such as couples with no children, one parent families, and lone person households;
- Higher unemployment, a reduction in full time employment and an increase in part time employment within Salisbury is likely to contribute to an increased preference for smaller, more efficiently maintained, and more affordable dwellings;
- An ageing population in Tea Tree Gully, which exhibits higher income levels and a higher proportion of homes owned outright, could have a greater interest and capacity to pay for quality smaller lot housing; and
- With the exception of Tea Tree Gully the region exhibits a set of key related demographic factors when compared with Greater Adelaide, such as:
  - » Higher proportion of one parent families;
  - » Higher proportion of households renting, including significantly higher proportion of households renting social housing;
  - » Lower rates of employment; and
  - » Lower equivalised income.

This combines to suggest there is likely to remain a high proportion of households across both markets dependent on affordable rental. A partnership approach with the Not For Profit sector could support low income households access affordable rental within Salisbury Living projects, or provide a pathway into affordable home ownership. This will require a targeted approach to social outcomes within a commercial program of residential development;

- Apartment living could be positioned as a quality option for migrants within activity centres;
- Migrants are likely to be seeking modern housing close to networks;
- Migrant communities could preference small housing for large households; and
- Attracting diverse investors creates the potential to diversify dwelling options for recent arrivals.

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LOW COST HOUSING RESEARCH REPORT |



### Supply Assessment

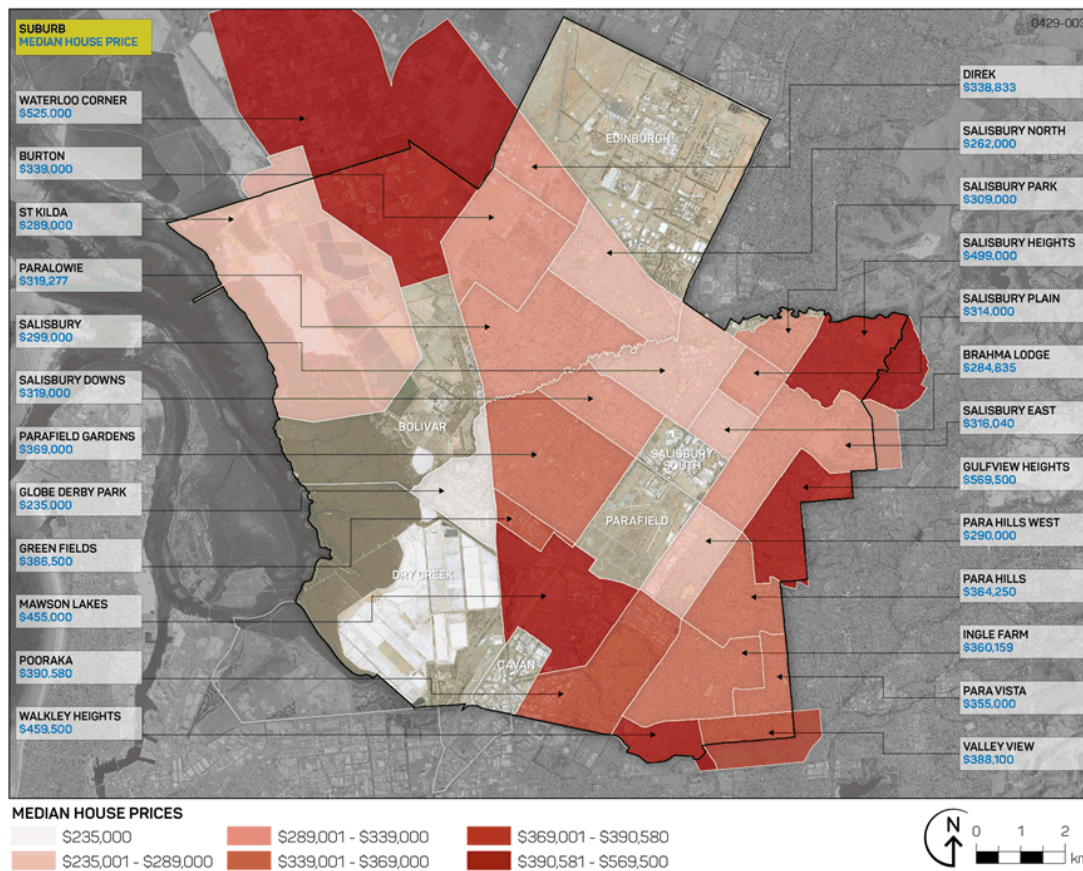
The following section looks at housing supply across the City based on homes and units currently on the market for purchase or rent, and a review of transaction types for house, unit and land sales across the outer metropolitan market (RP Data). This can be used to inform the types of products that could be delivered through Salisbury Living projects to meet market preferences, compete for sales, or address a gap in supply.

### Dwelling Stock Across Salisbury

#### Houses for Sale

There are approximately 45,080 separate houses across the City of Salisbury, with 420 (less than 1.0%) on the market. The median sales price for houses currently on the market is \$339,000. The following figure summarises the median sales prices by location for houses currently on the market.

Figure 5 Median House Sales Price By Location



The figure above shows the median sales price for houses currently on the market across the City of Salisbury. Approximately 371 houses are currently on the market for a sale price less than or equal to the State Government's affordable house price point (\$332,000). Suburbs with multiple listings showing median sales prices under \$300,000 are identified as:

- Salisbury North (\$262,000)
- Bradma Lodge (\$284,835)
- Para Hills West (\$290,000);
- St Kilda (\$289,000); and
- Salisbury (\$299,000).

The following table provides a summary of median house values by number of bedrooms.

*Table 21 House Sales Price by Number of Bedrooms for the immediate market\**

# of Bedrooms	# of Houses on the Market	Median Sales Price (\$)
2	12	275,000
3	288	329,000
4	94	420,000
5	12	566,500
6	6	517,500

Of note is the limited number of 2 bedroom houses currently on the market. This is a potential gap in supply for a market demand comprising young first home buyers, older residents down sizing, and single parent families. The following table provides a summary of suburbs with multiple listings that show a median sales price over \$450,000. It also shows the median land size, and median number of bedrooms.

*Table 22 Land size and bedrooms by suburb showing median sales price above \$450,000*

Suburb	Median Listing Price (\$)	Media Land Size (m <sup>2</sup> )	Median Beds (#)
Mawson Lakes	455,000	279	3
Walkley Heights	459,000	452	3
Gulfview Heights	569,000	932	4
Salisbury Heights	499,000	879	4

Table 22 indicates that more recently master planned communities such as Mawson Lakes and Walkley Heights achieve a median listing price above \$450,000 for dwellings with less bedrooms, and on significantly less land size than Gulfview Heights and Salisbury Heights. It is also a likely indicator of purchaser preference when seeking a dwelling at a higher price point within these suburbs, and the potential for master planned developments to attract a better sales outcome.

The table overleaf summarises the changing attributes of dwellings sold within master planned communities over time, case studying key projects from the immediate and broader markets for Salisbury Living projects:

- Golden Grove (1993 – 2000);
- Mawson Lakes (2000 - 2011); and
- Lightsview (2011 - 2017).

\*Some attributes were not available from RP Data records. The total number is less than the total number of houses currently on the market

Table 23 Changing features of housing products over time – Golden Grove, Mawson Lakes and Lightsview, RP Data 2017

Year	Median Land Size (m <sup>2</sup> )	Median House Size (m <sup>2</sup> )	Median Sale Price (\$)	Average # of Bed	Average # of Bath	Average # of Car
<b>Golden Grove (Tea Tree Gully)</b>						
1993	573	176	124,000	4.3	1.8	1.9
1994	523	165	138,000	4.3	1.8	1.8
1995	680	170	125,000	4.4	1.8	1.8
1996	622	162	119,000	4.1	1.8	2.2
1997	595	166	126,000	4.0	1.8	1.9
1998	606	185	125,000	4.5	1.7	1.7
1999	529	165	136,000	3.8	1.8	1.6
2000	485	179	170,000	4.3	1.9	1.7
<b>Mawson Lakes (Salisbury)</b>						
2000	539	278	108,500	3.8	2.2	2.0
2001	448	262	89,000	4.0	2.1	1.8
2002	420	199	105,000	3.7	2.0	2.1
2003	395	223	99,000	3.6	2.0	2.0
2004	375	238	165,000	3.5	1.9	1.9
2005	344	182	210,307	3.5	1.8	1.7
2006	322	187	306,500	3.4	1.9	1.8
2007	322	193	315,000	3.5	1.9	1.8
2008	322	200	430,000	3.4	2.0	1.8
2009	300	178	377,500	3.3	1.8	1.7
2010	300	177	405,000	3.2	1.9	1.7
2011	296	180	395,000	3.3	1.9	1.7
<b>Lightsview (Port Adelaide Enfield)</b>						
2011	315	167	267,000	3.1	1.8	1.9
2012	206	209	396,000	3.1	1.7	1.9
2013	165	185	235,000	2.9	1.8	1.6
2014	171	199	299,000	3.0	1.9	1.6
2015	165	179	355,000	3.1	2.1	1.6
2016	151	174	378,000	3.1	1.7	1.6
2017	165	170	440,000	3.1	2	1.7

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Table 23 shows that:

- Median land size has progressively decreased from over 500m<sup>2</sup> between 1993 and 2000 (Golden Grove and Mawson Lakes), to 151m<sup>2</sup> and 165m<sup>2</sup> by 2016 and 2017 (Lightsview);
- The median house size has remained relatively constant; for instance median house size at Golden Grove in 1993 was 176m<sup>2</sup> compared with median house size of 170m<sup>2</sup> at Lightsview in 2017; and
- Housing attributes have changed over-time with fewer bedrooms and car parking spaces.

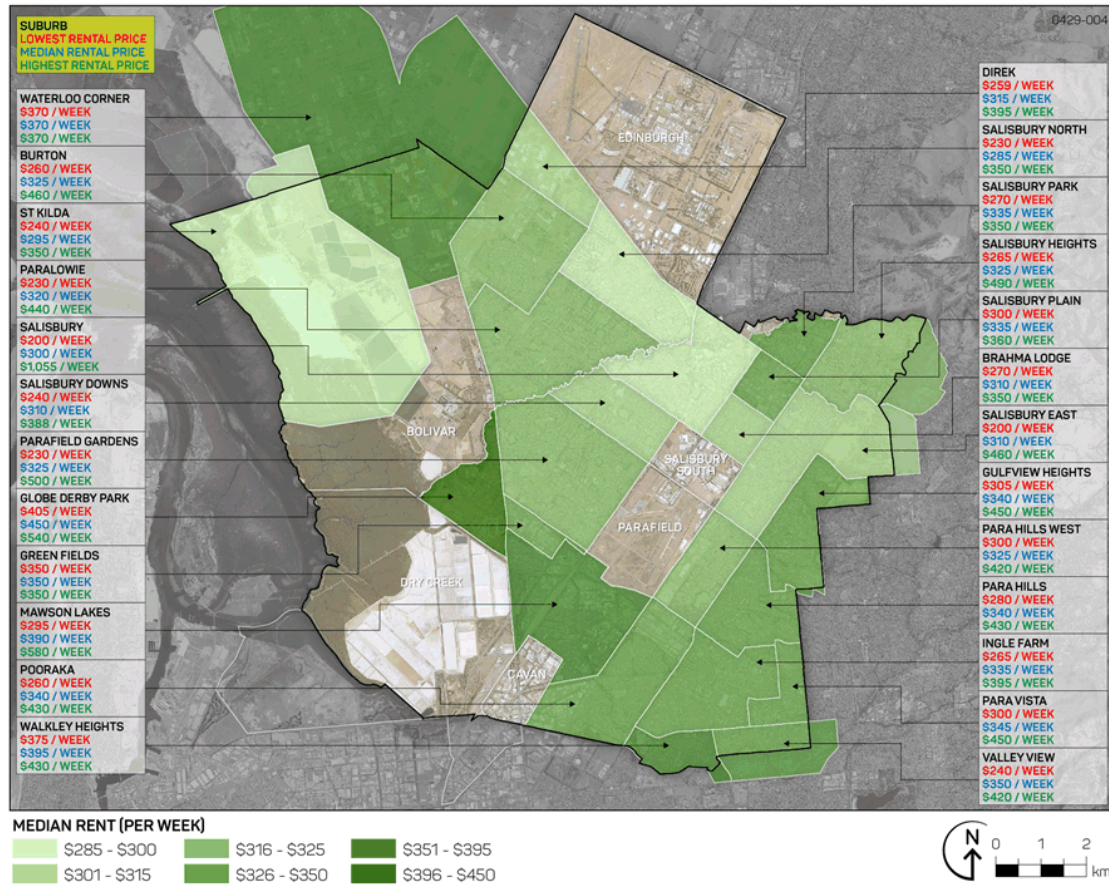
This is consistent with a general shift in the market to accommodate family households on smaller allotments. As is evident from the data, small allotments and housing product do not necessarily equate to a cheaper product and can achieve a good sales outcome in locations with ease of access to other quality homes, services, education, employment and transport.



### Houses for Rent

Of the 45,080 houses across the City of Salisbury approximately 2.4% or just over 1,000 are available for rent (ie. currently on the market). The median rental value for houses currently available is \$325 per week. The following figure summarises rental value by location for houses currently on the market.

Figure 6 House Rental Value By Location



The figure above shows the lowest, median and highest rental values for houses currently on the rental market across the City of Salisbury. Approximately 385 (35%) houses are currently on the market for a rental value less than or equal to the \$310 a week. Suburbs with multiple listings showing median rental values equal to or under \$310 per week are identified as:

- Salisbury North (\$285/w);
- St Kilda (\$295/w);
- Salisbury (\$300/w);
- Salisbury Downs (\$310/w); and
- Brahma Lodge (\$310/w).

The following table provides a summary of the attributes for the lowest rental values currently on the market by suburb.

*Table 24 Attributes for lowest rental value houses currently on the market by suburb.*

Suburb	Bed	Bath	Car	Land Size (m <sup>2</sup> )	Building Area (m <sup>2</sup> )	Rental Value (\$/week)
Brahma Lodge	3	1	1	824	103	270
Burton	3	1	1	570	N/A	260
Direk	4	2	2	375	N/A	259
Ingle Farm	3	1	2	717	105	265
Para Hills	3	1	2	849	136	280
Parafield Gardens	3	1	0	957	97	230
Paralowie	2	1	1	195	76	230
Pooraka	2	1	1	86	78	260
Salisbury	2	1	1	741	N/A	200
Salisbury Downs	2	1	2	210	96	240
Salisbury East	2	1	1	83	66	200
Salisbury Heights	3	1	1	4550	116	265
Salisbury North	2	1	2	446	87	230
Salisbury Park	3	1	4	652	N/A	270
St Kilda	2	1	1	259	81	240

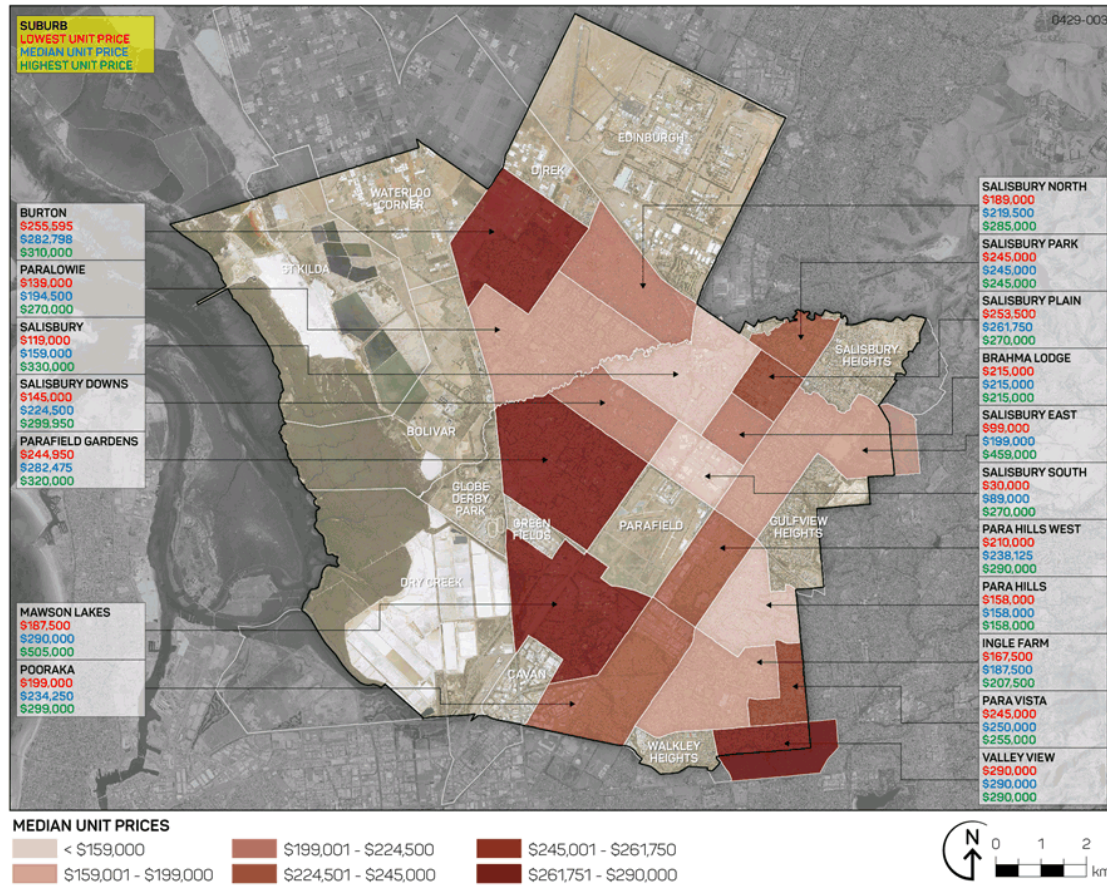
Sixteen suburbs contain dwellings with a rental value of \$280 per week or less currently on the market. As with the house sales prices, these products, prices and suburbs have the potential to form direct competition to the Salisbury Living investment products. It also offers insight into the likely rental values that will need to be achieved in order to provide more accessible home rental options for low income families and individuals. Table 24 shows:

- 50% of houses for rent are offering 3 bedrooms;
- As distinct from houses for sale almost all low value rental houses have 1 bathroom; and
- Building footprints are generally smaller than houses currently on the market for sale.

Units for Sale

There are approximately 5,475 units across the City of Salisbury, with 166 (3%) on the market. The median sales price for units currently on the market is \$250,000. The following figure summarises sales prices by location for units currently on the market

Figure 7 Unit Sales Price By Location



The figure above provides an overview of lowest, median and highest price points for units across the City of Salisbury. Unit prices across the City present a more affordable option for outright purchase as demonstrated by a City-wide median price point for units that is 35% less than the City-wide median price point for houses.

A number of suburbs present a median price point below \$200,000 (Ingle Farm, Salisbury Downs and Paralowie) and a lowest price point below \$150,000 (Salisbury, Paralowie and Salisbury Downs).

These price points present a highly competitive alternative to smaller lot Salisbury Living products, and are presented to market at a value that is difficult for the delivery of new dwellings to match.

It should be noted that units within Salisbury and Mawson Lakes are more commonly contained within multi-storey blocks, in both cases price points for separate units are much greater (\$240,000 for a detached dwelling in Salisbury and \$299,000 for a town house in Mawson Lakes). The median floor space for units currently on the market is 78m<sup>2</sup>.

The following table will look at the attributes of units attracting a low price point.

Table 25 Attributes of lowest price point units currently on the market.

Suburb	Bed	Bath	Car	Building Area (m <sup>2</sup> )	Description	Listed Price (\$)
Salisbury	3	1	1	68	Single storey group	119,000
Salisbury	2	1	1	67	Multi-storey block	124,950
Salisbury	2	1	1	60	Single storey group	130,000
Salisbury	2	1	1	69	Single storey group	130,000
Salisbury	3	1	1	69	Single storey group	134,500
Salisbury East	2	1	1	49	Multi-storey block	135,000
Salisbury	2	1	1	68	Double-storey group	135,000
Salisbury	2	1	1	60	Double-storey group	137,000
Salisbury	2	1	1	69	Single storey group	139,000
Salisbury	2	1	1	69	Double-storey group	139,000
Paralowie	2	1	1	74	Single storey group	139,000
Salisbury	2	1	1	72	Single storey group	139,950
Salisbury Downs	1	1	1	39	Single storey group	145,000
Salisbury	2	1	1	63	Single storey group	149,000
Salisbury East	2	1	1	66	Multi-storey block	149,950
Paralowie	2	1	1	62	Single storey group	150,000

Table 25 shows that of the lowest price point units:

- 85% are two bedroom units;
- 100% have one bathroom;
- 100% have one car park;
- The average building area is 66m<sup>2</sup>; and
- The median listing price is \$135,000.

This gives a good indication of the typical low price point product available within the City of Salisbury, and suggests the potential gap in 2 bedroom houses is currently being met by two bedroom group dwellings. As summarised in Table 26.

Table 26 Unit Sales Price by Number of Bedrooms\*

Bedrooms	Number on the Market	Lowest Price (\$)	Median Sales Price (\$)	Highest Price (\$)
1	5	145,000	207,500	289,000
2	103	124,950	237,500	459,000
3	36	119,000	284,500	505,000
4	1	-	\$280,000	-

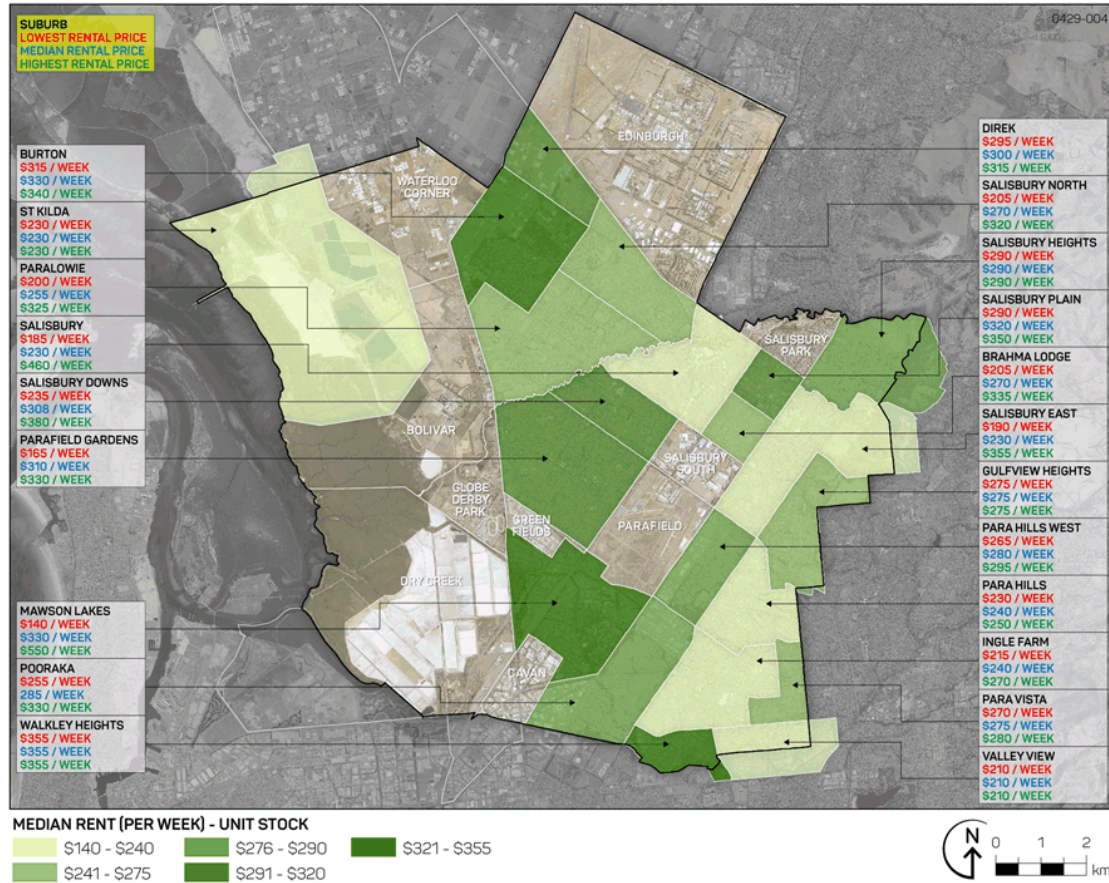
\*Some attributes were missing from RP Data records. The total number is less than the total number of houses currently on the market



Units for Rent

Of the 5,475 units across the City of Salisbury 474 (8.65%) are currently available for rent. This represents a high vacancy rate that could reduce demand for comparable new build rental options. The median rental value for units available to rent is \$300, this is approximately 8% less than the median rental value of houses. Of units for rent within the City of Salisbury, just under 70% are located within Mawson Lakes (51.5%) and Salisbury (18%). The following figure summarises rental value by location for units currently on the market.

Figure 8 Unit Sales Price By Location



The figure above shows the lowest, median and highest rental values for units currently on the rental market across the City of Salisbury. Approximately 9% of units on the market for rent are equal to or less than \$210 per week. Suburbs with multiple listings showing lowest rental values equal to or under \$210 per week are identified as:

- Mawson Lakes (\$140);
- Parafield Gardens (\$165);
- Salisbury (\$185);
- Paralowie (\$200); and
- Salisbury North (\$205).

The following table provides an overview of low, median and high unit rental value by number of bedrooms.

*Table 27 Rental Value by Number of Bedrooms*

Bedrooms	Number on the Market	Lowest Rental Value (\$)	Median Rental Value (\$)	Highest Rental Value (\$)
1	32	165	230	280
2	285	185	285	550
3	152	140	340	510
4	3	375	380	425

Table 27 shows a high proportion of units currently available for rent as having either two or three bedrooms. Although there is a relatively linear relationship between rental value and number of bedrooms, it is evident that 2 bedroom units perform better at the lowest rental value and at the highest rental value. Value can be influenced by location and attributes. The following table provides an overview of the location of low, median and high rental values by bedroom number.

*Table 28 Location of rental values by number of bedrooms*

Bedrooms	Lowest Rental Value	Median Rental Value	Highest Rental Value
1	Parafield Gardens	Ingle Farm/Salisbury	Mawson Lakes
2	Salisbury	Mawson Lakes/Pooraka	Mawson Lakes
3	Mawson Lakes	Mawson Lakes	Mawson Lakes
4	Salisbury Downs	Salisbury Downs	Mawson Lakes

In all bedroom numbers Mawson Lakes attracts the highest rental value across the City of Salisbury, which is likely to be a reflection of the diversity of modern unit products within close proximity to transport, services and employment. Mawson Lakes makes up 48% of 2 bedroom units, and 31% of 3 bedroom units currently available for rent.

### Broader Market Catchment Supply Comparison

This section provides a high level review of sales transaction data for vacant land and housing obtained from RP data for the period 1 January 2017 to 31 December 2017.

Table 29 summarises the proportion of residential property transaction types that occurred in the market catchments.

Table 29 Sales Transactions by Property Type for the Immediate and Outer Metropolitan Market

Property Type	Port Adelaide Enfield		Playford		Salisbury		Tea Tree Gully	
	#	%	#	%	#	%	#	%
Developed Lot	1570	72.3	1424	65.0	1906	76.4	1416	82.1
Vacant Lot	180	8.3	740	33.8	334	13.4	185	10.7
Unit/Flat/Apartment	481	19.4	27	1.2	256	10.3	124	7.2
TOTAL	2231		2191		2372		1725	

For the Cities of Tea Tree Gully, Port Adelaide Enfield and Salisbury sales have predominantly involved houses/developed lots (82.1%, 72.3% and 76.4% of transactions respectively) and units (7.2%, 19.4% and 10.3% of transactions respectively). The City of Playford recorded a higher proportion of vacant land sales (33.8%) which is reflective of the continued release of greenfield land and rezoned land in the City's north.

### Vacant Land Sales

Table 30 provides an overview of vacant land sales by allotment size. When considered in conjunction with likely demand and supply characteristics across the market catchments, it is possible to identify allotment sizes that are likely to perform well for Salisbury Living projects.

Table 30 Vacant land sales by allotment size

Allotment Size (m <sup>2</sup> )	Port Adelaide Enfield		Playford		Salisbury		Tea Tree Gully	
	#	%	#	%	#	%	#	%
<151	11	6.1	20	2.7	8	2.4	1	0.5
151 - 250	31	17.2	49	6.6	23	6.9	12	6.5
251 - 350	67	37.2	165	22.3	103	30.8	72	38.9
351 - 450	37	20.6	235	31.8	122	36.5	54	29.2
451 - 550	5	2.8	67	9.1	19	5.7	23	12.4
551 - 650	2	1.1	118	15.9	20	6.0	2	1.1
651 - 800	16	8.9	49	6.6	12	3.6	7	3.8
801 - 1000	10	5.6	9	1.2	4	1.2	4	2.2
1001 - 2000	1	0.6	22	3.0	14	4.2	7	3.8
2001 - 4000	0	0	6	0.8	9	2.7	3	1.6
TOTAL	180		740		334		185	

There is evidence that the outer metropolitan catchment is catering for allotment sizes between 251m<sup>2</sup> to 450m<sup>2</sup>. This is particularly evident in Tea Tree Gully (68.1%) and Salisbury (67.3%) and to a lesser extent Port Adelaide Enfield (57.8%) and Playford (54.1%). Tea Tree Gully and Salisbury are likely to be catering for infill development (on smaller allotments). Port Adelaide Enfield is achieving higher density land division approximately 23% of allotments are less than 250m<sup>2</sup>. Approximately 25% of allotments in Playford are 451m<sup>2</sup> to 650m<sup>2</sup>. The influence of zoning may restrict allotment sizes in some locations.

**Vacant Land Values**

Table 31 Median sale price of vacant lots by allotment size 2017

Allotment Size (m <sup>2</sup> )	Port Adelaide Enfield (\$)	Playford (\$)	Salisbury (\$)	Tea Tree Gully (\$)
<151	155,000	83,500	65,415	170,000
151 - 250	185,000	101,900	135,000	191,280
251 - 350	220,000	115,000	165,000	201,250
351 - 450	250,000	139,000	187,250	217,000
451 - 550	270,000	160,000	230,000	238,000
551 - 650	330,000	187,500	235,975	317,500
651 - 800	375,000	199,500	317,500	285,000
801 - 1000	420,000	200,000	365,000	342,500
1001 - 2000	650,000	191,225	369,500	305,000
2001 - 4000	-	660,000	540,000	329,000

Based on sales values of vacant land across the two catchments it is possible to identify:

- Port Adelaide Enfield achieves a consistently high price point across all land size groupings reflecting the comparative land value and the potential for products within this Council to compete for:
  - » Double income couple families with children seeking a housing upgrade;
  - » Down sizing couple families with no children, and lone person households, with access to equity seeking ease of access to services; and
  - » Young couple families with no children seeking a first home with ease of access to place of employment and social and recreation services and facilities.
- Tea Tree Gully achieves a higher land sales value than the City of Salisbury for allotments up to 650m<sup>2</sup>. Salisbury achieves a better sales outcome for vacant land 651m<sup>2</sup> or greater. This is likely to be influenced by:
  - » Supply - the typical products more readily available across the two Councils;
  - » The comparative volume of sales of vacant land over 651m<sup>2</sup> between the two Councils; and
  - » Distinct market preferences for allotment sizes between the two Councils.
- Land is consistently cheaper in the City of Playford compared to the City of Salisbury. This is primarily influenced by supply, accessibility and locational preferences; and
- The consistently cheaper land sales values within the City of Playford provide direct competition to Salisbury Living products and are likely to attract first home buyers away from the City of Salisbury.

## House Sales

Table 32 provides an overview of house sales by allotment size. When considered in conjunction with vacant land sales, it is possible to identify allotment sizes that are likely to perform well for Salisbury Living projects.

Table 32 House sales by allotment size the market catchments 2017

Allotment Size (m <sup>2</sup> )	Port Adelaide Enfield		Playford		Salisbury		Tea Tree Gully	
	#	%	#	%	#	%	#	%
<151	29	1.8	2	0.1	26	1.4	2	0.1
151 - 250	65	4.1	31	2.2	36	1.9	7	0.5
251 - 350	219	13.9	143	10.0	233	12.2	110	7.8
351 - 450	313	19.9	201	14.1	232	12.2	140	9.9
451 - 550	173	11.0	176	12.4	163	8.6	78	5.5
551 - 650	163	10.4	285	20.0	558	29.3	276	19.5
651 - 800	439	28.0	328	23.0	495	26.0	571	40.3
801 - 1000	145	9.2	178	12.5	106	5.6	143	10.1
1001 - 2000	24	1.5	65	4.6	45	2.4	81	5.7
2001 - 4000	0	0.0	15	1.1	12	0.6	8	0.6
TOTAL	1570		1424		1906		1416	

### Predominance of Houses on Larger Allotments

Most house sales across the catchments were transacted on allotments of 551m<sup>2</sup>-800m<sup>2</sup>.

The City of Port Adelaide Enfield performs better in number of sales for allotments below 450m<sup>2</sup>. This can be seen as a reflection of a growing appetite for smaller lots, but is likely to correlate with location and land value and therefore perceived value for money from allotments with ease of access to employment, transport, education, entertainment and recreation.

This is likely to be a factor that influences value for money perceptions of smaller products in Salisbury Living projects and suggests the potential to a greater economic return through the development of sites within or near existing activity centres. This in turn presents greater social benefits through allocation of higher density affordable partnership proposals that offer community connection for higher needs households and individuals.

### House Sale Values

Table 33 below summarises median sales prices for allotments of different sizes in the catchment LGAs.

Table 33 Median sale price of houses by allotment size for market catchments, RP Data 2017

Allotment Size (m <sup>2</sup> )	Port Adelaide Enfield (\$)	Playford (\$)	Salisbury (\$)	Tea Tree Gully (\$)
<151	413,000	219,450	362,800	387,450
151 - 250	445,000	228,000	440,000	335,000
251 - 350	420,000	250,000	352,000	368,500
351 - 450	447,500	260,250	360,000	418,750
451 - 550	482,000	280,000	336,000	420,000
551 - 650	470,000	255,000	307,250	390,500
651 - 800	456,000	215,000	320,000	400,500
801 - 1000	492,500	220,500	327,000	455,000
1001 - 2000	507,000	400,000	450,000	540,000
2001 - 4000	-	630,000	589,500	852,500

When correlating sales volume with sales value for allotment sizes across the two catchments, it appears the City of Port Adelaide Enfield and the City of Salisbury perform equally on allotments between 151m<sup>2</sup> and 250m<sup>2</sup>. Noting in both cases a price spike occurs, suggesting a market preference for higher quality housing on smaller well located lots which could result in a conscious trade-off in lot size for desired dwelling type. While there is a generally linear relationship between size and sales price, there is also some suggestion that sales prices plateau and that beyond a threshold point sale prices can decline (noting low sales numbers can skew the results), as follows:

- Port Adelaide Enfield: 451m<sup>2</sup> - 550m<sup>2</sup>;
- Playford: 451m<sup>2</sup> - 550m<sup>2</sup>;
- Salisbury 351m<sup>2</sup> - 450m<sup>2</sup>; and
- Tea Tree Gully 351m<sup>2</sup> - 450m<sup>2</sup>.

This suggests the immediate and broader markets place a higher value on allotments between 351m<sup>2</sup> and 550m<sup>2</sup>.

### Implications For Salisbury Living Projects

The supply assessment indicates that:

- The median sales price listing for houses currently on the market is \$339,000;
  - The majority (68.5%) of houses currently listed for sale in the City of Salisbury are 3 bedroom dwellings, followed by 4 bedroom dwellings (22%). Given the price sensitivity of the majority of the market, and the growing proportion of smaller household sizes, 2 bedroom dwellings present as likely alternative product to the existing offer;
  - Of the higher median listing prices for houses on the market, more recently master planned communities such as Mawson Lakes and Walkley Heights achieve a higher median listing price for dwellings with less bedrooms, and on significantly less land size than more traditional suburbs;
  - Changing features of newly built housing products over time reveal a general shift in the market to accommodate family households on smaller allotments. Small allotments and housing product do not necessarily equate to a cheaper product and can achieve a good sales outcome in locations with ease of access to other quality homes, services, education, employment and transport;
  - The median rental value for houses currently available is \$325 per week;
  - When considering a build price to achieve an affordable rent, it can be noted that:
    - » 50% of houses currently listed as available for rent are offering 3 bedrooms;
    - » 100% of houses currently listed as available for rent offer 1 bathroom; and
    - » Building footprints are generally smaller than houses currently on the market for sale.
  - The median sales price for units currently on the market is \$250,000;
  - Units within Salisbury and Mawson Lakes are more commonly contained within multi-storey blocks, in both cases price points for separate units are much greater;
  - The potential gap in 2 bedroom houses is currently being met by two bedroom group dwellings;
  - The median rental value for units available to rent is \$300, this is approximately 8% less than the median rental value of houses;
  - Of units for rent within the City of Salisbury, just under 70% are located within Mawson Lakes (51.5%) and Salisbury (18%);
  - Tea Tree Gully, Salisbury, Port Adelaide Enfield and Playford are catering for vacant allotment sizes between 251m<sup>2</sup> to 450m<sup>2</sup>. Port Adelaide Enfield is achieving greater sales of smaller vacant allotments due to comparatively strong land value, whereas lower land value may be influencing a higher proportion of larger allotment sales in Playford;
- For vacant allotments:
    - » Port Adelaide Enfield achieves a consistently high price point across all allotment sizes;
    - » Tea Tree Gully achieves a higher land sales value than the City of Salisbury for allotments up to 650m<sup>2</sup>;
    - » Salisbury achieves a better sales outcome than Tea Tree Gully for vacant land 651m<sup>2</sup> or greater; and
    - » Land is consistently cheaper in the City of Playford compared to the City of Salisbury.
  - Most house sales across the City of Salisbury and broader catchment were transacted on allotments of 551m<sup>2</sup>-800m<sup>2</sup>. The City of Port Adelaide Enfield performs better in number of sales for allotments below 450m<sup>2</sup>;
  - The City of Port Adelaide Enfield and the City of Salisbury perform equally on sale value of houses on allotments between 151m<sup>2</sup> and 250m<sup>2</sup>;
  - The immediate and broader markets place a higher value on houses on allotments between 351m<sup>2</sup> and 550m<sup>2</sup>;
  - These price points for units currently on the market present a highly competitive alternative to smaller lot Salisbury Living products, and are presented to market at a value that is difficult for the delivery of new dwellings to match;
  - The high vacancy rate for units currently available to rent could impact demand for comparable new build rental options;
  - Activity centres present the most economically and socially beneficial locational opportunities for the diverse demand characteristics of the market and the value for money perceptions of supply; and
  - There is potential for Council to facilitate public private partnerships within activity centres to realise greater economic and social activation of commercial and community precincts. This could see the creation of policies that allow the most productive use of existing commercial and community footprints, and supports contemporary uplift development.

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LOW COST HOUSING RESEARCH REPORT |



## Affordability

This section will assess key aspects and conditions that are likely to contribute to areas of greater need for access to affordable housing and rental options across the City of Salisbury.

### Areas of Greatest Comparable Disadvantage

Comparable disadvantage can be assessed using key indicators relating to participation in the work force, education attainment, occupation, and the need for assistance with core activities. When compared with Greater Adelaide, the City of Salisbury generally exhibits a higher proportion of population experiencing greater comparable disadvantage across employment, income, education and occupation. This can be assessed at a suburb level to identify areas within the City of Salisbury exhibiting a consistently higher proportion of population experiencing greater comparable disadvantage across a key set of socio economic indicators. The following tables summarise income, employment, qualifications and occupations across selected suburbs.

*Table 34 Low equivalised household income by suburb compared with the City of Salisbury*

Suburbs	Equivalised Household Income (%)	
	Lowest Group	Medium Lowest
Salisbury LGA	28.2	27.7
Brahma Lodge- Salisbury Park - Salisbury Plain	34.3	30.2
Ingle Farm	29.3	30.2
Para Hills West - Parafield - Salisbury South	32.5	30.1
Parafield Gardens - Green Fields	30.0	30.0
Pooraka	30.4	29.4
Salisbury	38.2	30.7
Salisbury Downs	35.0	28.1
Salisbury East	28.8	30.0
Salisbury North - Edinburgh	37.4	29.7

*Table 35 Employment and unemployment by suburb compared with the City of Salisbury*

Suburbs	Employment (%)	
	Employed	Unemployed
Salisbury LGA	89.9	10.1
Brahma Lodge- Salisbury Park - Salisbury Plain	88.2	11.8
Ingle Farm	90.0	10.0
Para Hills West - Parafield - Salisbury South	89.6	10.4
Parafield Gardens - Green Fields	89.5	10.5
Pooraka	89.3	10.7
Salisbury	84.8	15.2
Salisbury Downs	88.0	12.0
Salisbury East	89.4	10.6
Salisbury North - Edinburgh	86.2	13.8

Table 36 Selected qualifications by selected suburb compared with the City of Salisbury

Suburbs	Qualification (%)	
	No Qualifications	Vocational
Salisbury LGA	51.2	21.8
Brahma Lodge- Salisbury Park - Salisbury Plain	54.5	23.1
Ingle Farm	49.5	23.3
Para Hills West - Parafield - Salisbury South	32.5	22.7
Parafield Gardens - Green Fields	54.5	19.7
Pooraka	30.4	19.6
Paralowie	56.6	22.7
Salisbury	55.7	19.2
Salisbury Downs	55.8	21.7
Salisbury East	52.0	24.4
Salisbury North - Edinburgh	57.6	21.9

Table 37 Occupation by selected suburb compared with the City of Salisbury

Suburbs	Occupation (%)	
	Labourer	Trade worker
Salisbury LGA	14.8	14.9
Brahma Lodge- Salisbury Park - Salisbury Plain	18.6	16.0
Ingle Farm	14.3	16.6
Para Hills West - Parafield - Salisbury South	14.6	17.7
Parafield Gardens - Green Fields	17.7	14.5
Pooraka	14.1	15.7
Paralowie	17.3	14.9
Salisbury	20.4	15.2
Salisbury Downs	18.4	12.8
Salisbury East	15.3	17.5
Salisbury North - Edinburgh	19.0	15.5

When considering the indicators of household income, employment status, qualifications and occupations, the areas identified as consistently experiencing the greatest comparable disadvantage include:

- Salisbury;
- Salisbury North;
- Salisbury Downs; and
- Brahma Lodge, Salisbury Park, Salisbury Plain.

This suggests a high proportion of the population from these communities is likely to experience a greater degree of difficulty accessing affordable homes or rental opportunities, and with managing ongoing cost of living expenses. These suburbs will be looked at in more detail to understand what the communities are comprised of and what implications this might have for Salisbury Living Projects.

**Suburbs Experiencing the Greatest Comparable Disadvantage to Home Ownership**

By understanding the make up of communities experiencing the greatest comparable disadvantage it is possible to identify housing products required to meet the needs of households.

*Table 38 Service age groups for disadvantaged suburbs*

Age (Years)	City of Salisbury (%)	Salisbury (%)	Salisbury North (%)	Salisbury Downs (%)	Brahma Lodge, Salisbury Plains, Salisbury Park (%)
Babies and pre-schoolers (0 to 4)	6.9	6.7	7.6	6.9	5.8
Primary schoolers (5 to 11)	9.2	8.0	9.4	9.2	8.0
Secondary schoolers (12 to 17)	7.2	6.2	7.3	7.0	7.1
Tertiary education, and independence (18 to 24)	9.9	9.5	11.2	9.8	9.0
Young workforce (25 to 34)	15.3	15.4	16.2	14.9	13.4
Parents and homebuilders (35 to 49)	19.8	18.2	18.3	18.3	18.0
Older workers and pre-retirees (50 to 59)	12.4	11.6	11.5	13.0	12.7
Empty nesters and retirees (60 to 69)	9.8	10.4	9.8	11.5	11.0
Seniors (70 to 84)	7.9	10.8	7.4	8.1	11.7
Elderly aged (85 and over)	1.6	3.2	1.3	1.3	3.3

Salisbury North has a higher proportion of young families made up of a higher proportion of children aged 0-17 (24.3%) compared to the City of Salisbury (23.3%), noting the City of Salisbury has a greater proportion of young families than greater Adelaide.

Salisbury, Salisbury Downs and Brahma Lodge, Salisbury Plains and Salisbury Park have an aging profile. This includes:

- A greater proportion of older workers and pre retirees for Salisbury Downs (13.0%) and Brahma Lodge, Salisbury Park and Salisbury Plain (12.7%) compared with the City of Salisbury (12.4%);
- A greater proportion of empty nesters and retirees for Salisbury (10.4), Salisbury Downs (11.5%) and Brahma Lodge, Salisbury Park and Salisbury Plain (11.0%) compared with the City of Salisbury (9.8%);
- A greater proportion of seniors in Salisbury (10.8%), Salisbury Downs (8.1%) and Brahma Lodge, Salisbury Park and Salisbury Plain (11.7%) compared with the City of Salisbury (7.9%).

Table 38 highlights the potential for households experiencing greater comparable disadvantage to be:

- Younger families within Salisbury North; and
- Older households and therefore couple families without children (empty nesters) or lone person households in Salisbury, Salisbury Downs and Brahma Lodge, Salisbury Park and Salisbury Plain.

This is reflected in average household sizes for each suburb compared with the City of Salisbury (Table 39).

*Table 39 Average Household Sizes Compared with the City of Salisbury, 2016*

	City of Salisbury	Salisbury	Salisbury North	Salisbury Downs	Brahma Lodge, Salisbury Plains, Salisbury Park
Average Household Size	2.6	2.3	2.5	2.6	2.4

Table 39 identifies that the older age profile of Salisbury and Brahma Lodge, Salisbury Park and Salisbury Plain is likely to contain a high proportion of couples without children and lone person households as reflected in the low average household size (2.36 persons and 2.42 respectively) compared with the City of Salisbury (2.61). Salisbury Downs is potentially made up of more mature families, exhibiting a similar household size and the City of Salisbury.

Despite having a higher proportion of families than the City of Salisbury, Salisbury North has a smaller average household size, which could reflect a higher proportion of one parent families. Table 40 provides a summary of each suburb's household composition.

Table 40 Household Composition Compared with the City of Salisbury, 2016

Households	City of Salisbury	Salisbury	Salisbury North	Salisbury Downs	Brahma Lodge, Salisbury Plains, Salisbury Park
Couple family with children	30.9%	23.2%	25.0%	29.1%	23.7%
Couple family with no children	22.9%	17.9%	19.6%	21.2%	22.7%
One parent family	14.1%	14.8%	18.9%	15.9%	15.8%
Other family	1.3%	1.3%	1.6%	0.8%	1.2%
Total family household	69.1%	57.2%	65.1%	67.0%	63.4%
Lone person households	23.6%	33.8%	27.2%	26.4%	30.1%
Group households	3.3%	3.8%	2.8%	2.9%	2.7%

As indicated by the average household size for each suburb, Table 40 identifies:

- Salisbury Downs has an equivalent proportion of couple families with children (29.1%) compared with the City of Salisbury (30.9%);
- Salisbury North has a higher proportion of one parent families (18.9%) compared with the City of Salisbury (14.1%);
- All suburbs record a higher proportion of lone person households compared with the City of Salisbury; and
- The suburb of Salisbury has a higher proportion of group households (3.8%) compared with the City of Salisbury (3.3%).

The following table summarises the years of arrivals for overseas migrants into each suburb, the figure for each suburb relates to the proportion of total migration into an area that occurred between 2011 and 2016, as a reflection of new arrival populations to a locality.

Table 41 Proportion of new overseas arrivals Occurring between 2011-2016

	City of Salisbury (%)	Salisbury (%)	Salisbury North (%)	Salisbury Downs (%)	Brahma Lodge, Salisbury Plains, Salisbury Park (%)
Overseas Arrivals between 2011 - 2016	19.7	34.4	21.3	19.4	19.5

Table 41 highlights the higher proportion of overseas arrivals occurring within the suburbs of Salisbury (34.4%) and Salisbury North (21.3%) between 2011 and 2016. In both cases the UK is the highest source of overseas arrivals with just over 1,000 arrivals between 2011 and 2016.

### Renting Social Housing and Private Rental Assistance

The following tables provide an overview of social housing rentals by selected suburb, private rentals by selected suburb and private rental recipients by selected suburb.

*Table 42 Proportion of population renting social housing by suburb compared with the City of Salisbury*

Suburbs	Renting - Social Housing (%)
Salisbury LGA	6.9
Brahma Lodge- Salisbury Park - Salisbury Plain -	10
Ingle Farm	7.3
Para Hills West - Parafield - Salisbury South	15.8
Parafield Gardens - Green Fields	10.2
Pooraka	8.4
Salisbury	6
Salisbury Downs	14.7
Salisbury East	4.5
Salisbury North - Edinburgh	14.9

*Table 43 Proportion of population renting private housing by suburb compared with the City of Salisbury*

Suburbs	Renting - Private Rental (%)
Salisbury LGA	20.7
Brahma Lodge- Salisbury Park - Salisbury Plain -	19.1
Ingle Farm	16.2
Para Hills West - Parafield - Salisbury South	17.0
Parafield Gardens - Green Fields	15.4
Pooraka	18.3
Salisbury	35.0
Salisbury Downs	19.5
Salisbury East	18.7
Salisbury North - Edinburgh	22.0
Mawson Lakes	38.5

Table 42 shows that suburbs with a higher proportion of population renting social housing closely correlates with the suburbs identified as experiencing greater comparable disadvantage, with the inclusion of Para Hills West, and the exclusion of Salisbury. This table is likely to be a reflection of social housing supply across the City, as opposed to demand.

Table 43 shows a significant proportion of population within Salisbury (35%) and Mawson Lakes (38.5%) are currently renting private housing stock. This is also a reflection of supply rather than demand.

Demand is better reflected by the locations exhibiting higher numbers of persons receiving private rental assistance, and the number of persons waiting for access to social housing. Table 44 identifies six suburbs of the City of Salisbury where over 200 persons are receiving private rental assistance.

Table 44 Suburbs with the highest number of persons receiving private rental assistance.

Suburbs	Receiving Private Rental Assistance	Proportion of Households (%)
Parafield Gardens	305	1.7
Paralowie	283	1.7
Pooraka	808	11.3
Salisbury	509	6.3
Salisbury North	374	3.7

Table 44 identifies the highest number of private rental assistance recipients and the proportion of population at a suburb level. Pooraka and Salisbury record the highest number and proportion of recipients, as seen previously the suburb of Salisbury has an older age profile with a higher proportion of lone person households. It is also likely that Pooraka will share similar characteristics.

The suburbs in Table 44 will be looked at in more detail, focussing on Parafield Gardens, Paralowie and Pooraka, to understand what the communities are comprised of and what implications this might have for Salisbury Living projects. Para Hills West will also be assessed as it records a high proportion of households currently renting social housing.

### Suburbs Experiencing the Greatest Comparable Disadvantage to Accessing Private Rentals

By understanding the make up of communities experiencing the greatest comparable disadvantage it is possible to identify housing products required to meet the needs of households.

Table 45 Service Age Groups for Suburbs Recording High Social Rental or Private Rental Assistance

Age (Years)	City of Salisbury (%)	Parafield Gardens (%)	Paralowie (%)	Pooraka (%)	Para Hills West (%)
Babies and pre-schoolers (0 to 4)	6.9	7.5	7.5	6.2	6.2
Primary schoolers (5 to 11)	9.2	9.7	10.8	8.0	8.6
Secondary schoolers (12 to 17)	7.2	7.2	8.8	7.0	6.6
Tertiary education, and independence (18 to 24)	9.9	9.7	10.7	8.7	9.1
Young workforce (25 to 34)	15.3	15.2	15.5	15.7	16.1
Parents and homebuilders (35 to 49)	19.8	19.4	20.9	19.1	18.3
Older workers and pre-retirees (50 to 59)	12.4	13.2	13.6	12.7	12.6
Empty nesters and retirees (60 to 69)	9.8	9.6	8.2	11.0	11.8
Seniors (70 to 84)	7.9	7.4	3.9	9.8	8.5
Elderly aged (85 and over)	1.6	1.1	0.2	1.8	2.3

Table 45 shows that Paralowie has a comparatively younger age profile to that of the City of Salisbury including:

- A higher proportion of children aged between 0 - 17 years (27.1%) compared with the City of Salisbury (23.3%);
- A higher proportion of young adults (47.1%) compared with the City of Salisbury (45%); and
- Fewer seniors and elderly aged (4.1%) compared with the City of Salisbury (9.5%).

Para Hills West and Pooraka have an older age profile, each exhibiting a higher proportion of population over 60 years of age (22.6%) compared with the City of Salisbury (19.3%). There is potential for these suburbs to have a higher proportion of lone person households and a lower average household size, and therefore, a potential mismatch between social and private rental stock supply and affordable rental demand. Parafield Gardens has an age profile closely aligned with the City of Salisbury. Table 46 summarises the average household size across these suburbs.

Table 46 Average Household Sizes Compared with the City of Salisbury, 2016

	City of Salisbury	Parafield Gardens	Paralowie	Pooraka	Para Hills West
Average Household Size	2.6	2.8	2.9	2.5	2.3

The older age profile of Pooraka and Para Hills West has the potential to contribute to the lower average household sizes recorded in these suburbs (2.5 and 2.3 respectively) compared with the City of Salisbury. The young age profile of Paralowie is likely to contribute to the higher average household size of 2.9 compared with the City of Salisbury. It is likely that Paralowie contains a higher proportion of couple families with children.

Table 47 provides a summary of each suburb's household composition.

*Table 47 Household Composition Compared with the City of Salisbury, 2016*

Households	City of Salisbury (%)	Parafield Gardens (%)	Paralowie (%)	Pooraka (%)	Para Hills West (%)
Couple family with children	30.9	37.1	37.2	28.3	25.2
Couple family with no children	22.9	20.8	21.0	23.4	27.4
One parent family	14.1	15.0	17.3	12.1	15.1
Other family	1.3	1.2	0.9	1.9	0.3
Total family household	69.1	74.1	76.4	65.6	61.2
Lone person households	23.6	20.0	17.5	27.4	33.3
Group households	3.3	2.7	2.6	2.9	2.7

As indicated by the average household size for each suburb, Table 47 identifies:

- Pooraka and Para Hills West have a higher proportion of lone person households (27.4% and 33.3% respectively) compared with the City of Salisbury (23.6%);
- Para Hills West has a higher proportion of couple families without children (27.4%) compared with the City of Salisbury (22.9%) which is likely to consist of a high proportion of low income 'empty nesters' as is consistent with the service age groups for this suburb;
- When compared with the City of Salisbury, Paralowie and Parafield Gardens have:
  - » A significantly lower proportion of lone person households (17.5% and 20.0% compared with 23.6%); and
  - » A significantly higher proportion of couple and single parent households with children; and
  - » Fewer couples without children.

Figure 9 shows the location of public housing types across the City of Salisbury. This provides an overview of the relationship between the accommodation needs of disadvantaged households (demand) and the public housing dwelling types available (supply).

Figure 9 Public housing typology across the City of Salisbury.

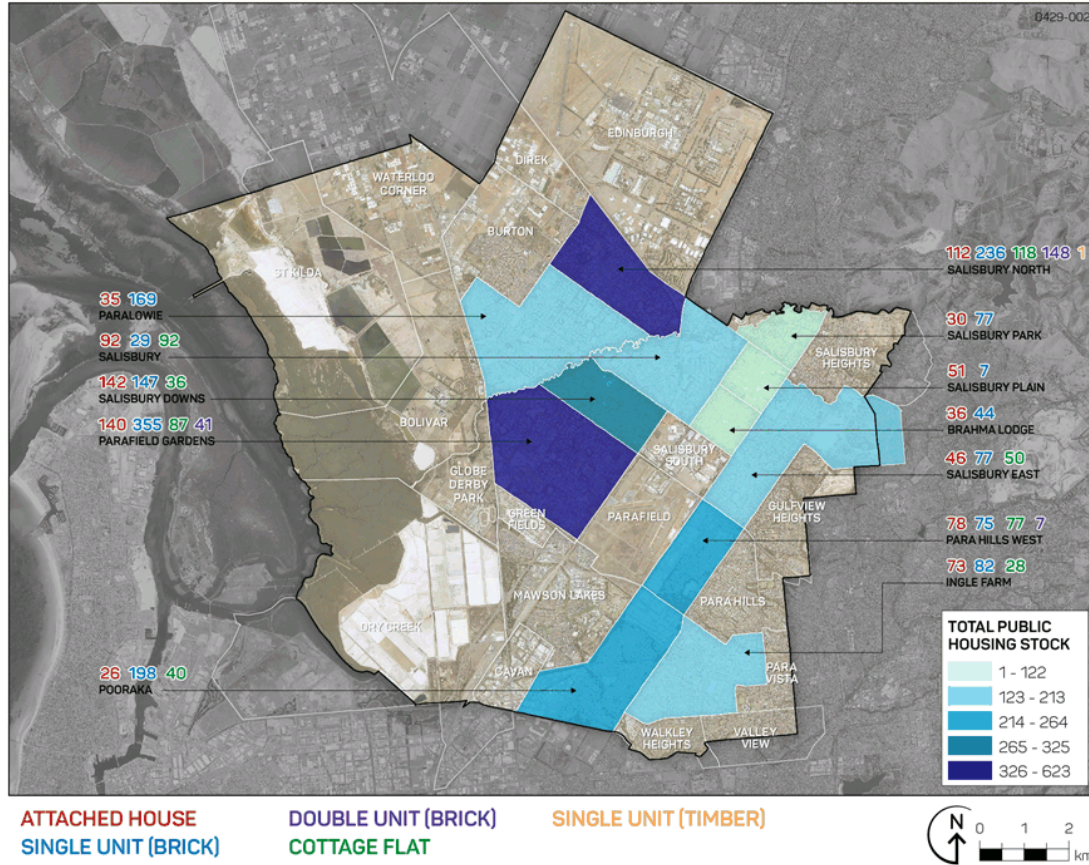


Figure 9 indicates that the majority of Housing SA dwelling types are lower density (attached house, single or double unit) suggesting the a high proportion of housing is allocated to family households.

Only Salisbury has a higher proportion of cottage flats (two and three storey flat groups), which is reflective of the higher density/mixed use environment of the City centre and therefore is likely to cater for a higher proportion of lone household tenants requiring close access to a range of services.

The following figures overleaf provide an indication of available public housing as an indicator of unmet need from a quantity perspective.



Figure 10 Public Housing Vacancies across the City of Salisbury

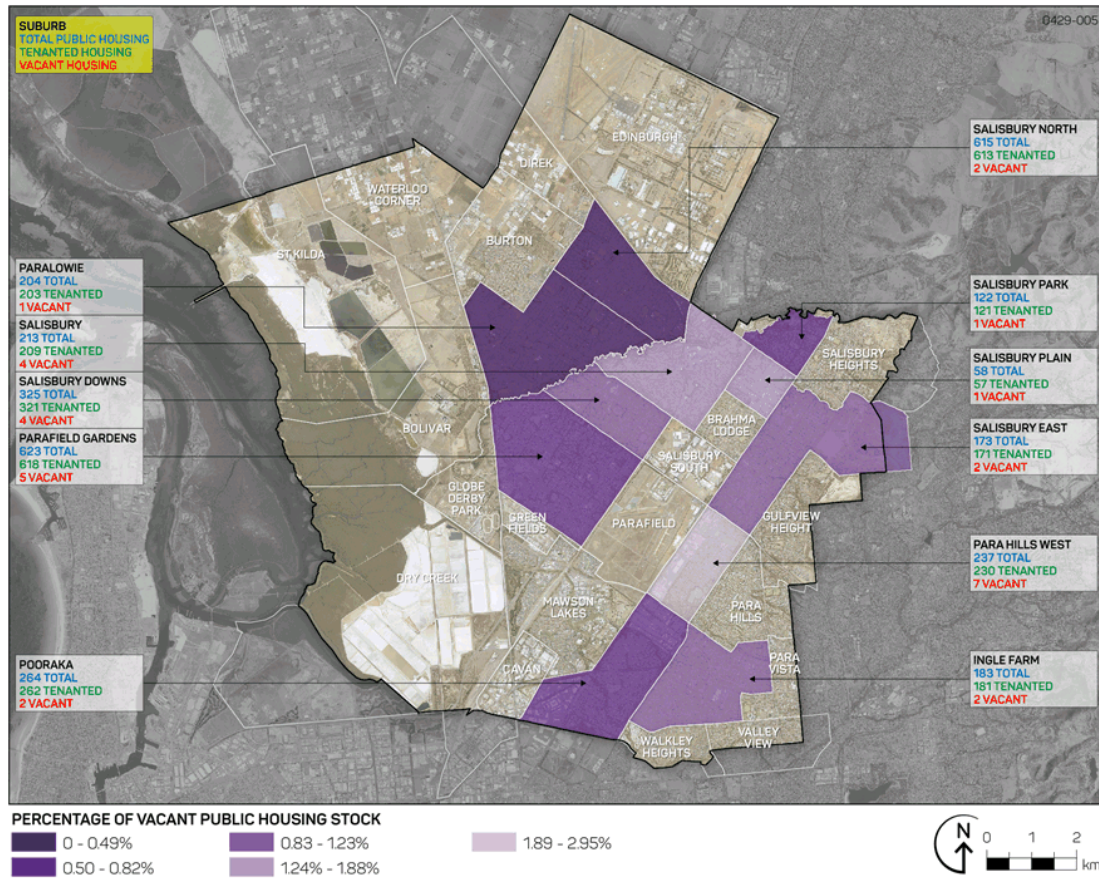
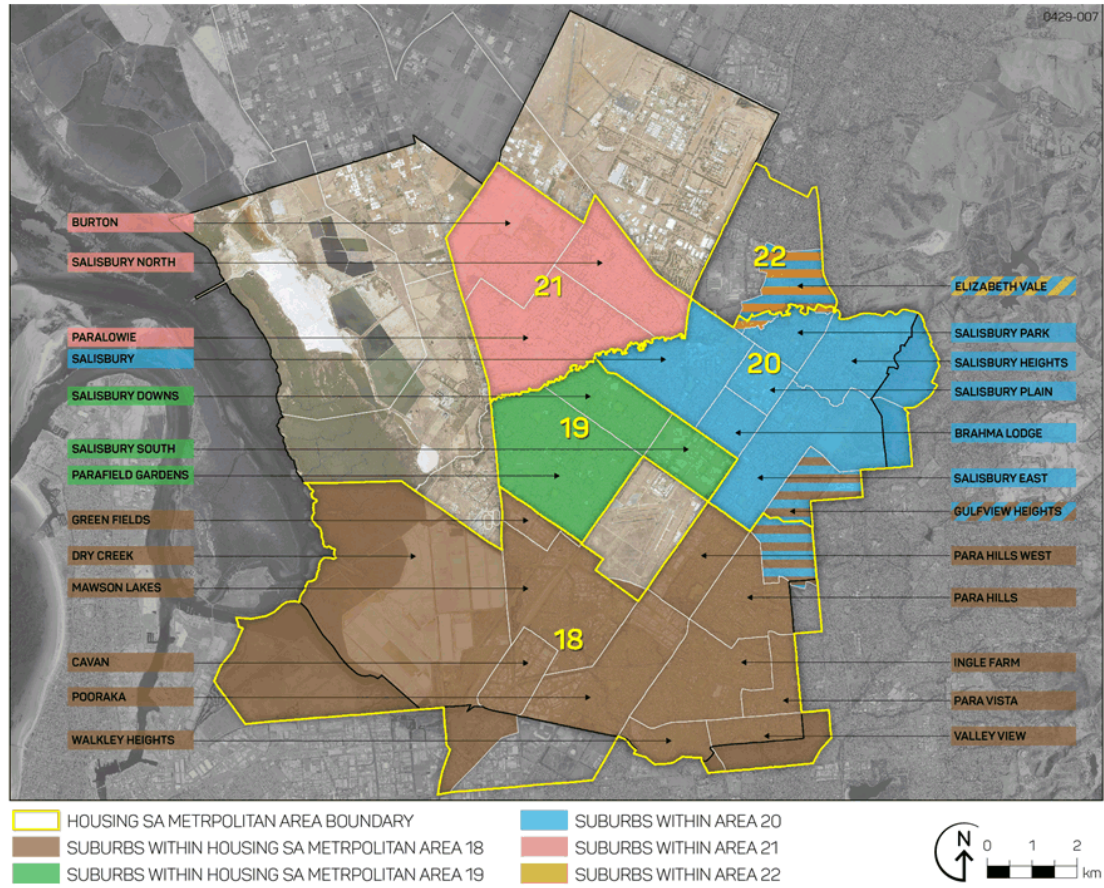


Figure 10 shows that, despite a potential match between housing needs and housing type, there is a limited number of vacant public housing properties to accommodate the likely demand. According to available Housing SA data on waiting lists for social housing across metropolitan Adelaide (2014), Salisbury Central was identified as having a waiting list of just over 3,050 persons. Salisbury Central is identified as Area 20, and contains Salisbury, and Brahma Lodge (see Figure 11).

Figure 11 Housing SA Areas



## Understanding the Context and Potential of Community Housing

Through meetings and discussions with community housing providers it has been possible to understand the context of accommodation requirements for complex tenants, low-income households, and the homeless. It was also possible to obtain an understanding of what opportunities exist for partnering on housing solutions with the not for profit sector and the type of housing products needed.

Service delivery models, including partnership options, are detailed in section 6 of this report.

Four types of accommodation needs are presented as typically existing on the housing continuum:

- 1 Crisis;
- 2 Support;
- 3 Rental; and
- 4 Home ownership

This need can be reflected in products that provide for

- Social rent;
- Affordable rent; and
- Affordable housing.

In general, social rent and affordable rent can be defined as:

- Affordable rent is regarded as 75% - 80% of market value;
- Social rent is regarded as 25% - 30% of household income.

Feasibility is a significant challenge for providers seeking to deliver products that achieve affordable rental outcomes for tenants. For example, based on applying a social rent affordability criterion of 30% of household income, community housing providers will need to provide housing for tenants on Centrelink payments. While this rental value is indicatively low (estimated at an average of \$186 per week), support mechanisms (often in the form of rental subsidy or cost of living support) can underpin the delivery of higher value housing

It is believed that the City of Salisbury could look for opportunities to be part of the solution and consider partnership delivery models of affordable housing currently occurring within local governments at other parts of Australia.

Evidently, there are number of studies which indicate an array of benefits through the management transfers to registered community housing providers such as:

- Increased supply of affordable and social housing;
- Increased tenant satisfaction;
- Increased quality of maintenance and housing;
- Increased community development; and
- Increased connection via support services enabling a holistic and positive experience.

Community housing organisations and providers have already been partnering up with major projects locally and nationally

which have seen communities renewed fostering better services and opportunities for residents making community housing providers a valuable sector and partner.

The cost of participating in processes with the public sector is a barrier to community housing providers effectively partnering with Councils.

This includes procurement processes, which are viewed as necessary for transparency and probity, that generate front end costs for community housing providers with limited budgets otherwise dedicated to asset and tenant management.

An opportunity exists for strategic procurement or panel based arrangements to facilitate more efficient processes and enable investment of limited capital into the outcome rather than the tendering process.

For example, Council could:

- Identify surplus land for development;
- Master plan sites and allocate land required for social housing; and
- Seek an innovative solution/proposal from the market (Community housing providers and developers) to competitively deliver meaningful accommodation.

The strategy employed by community housing providers that have acquired concentrated stock is generally develop and sell some stock which can blend ownership and tenancy, while retaining some existing housing for ongoing management.

It is believed, in certain circumstances, that this process of social housing stock management could be better undertaken in conjunction with Council. For example, community land identified as surplus to requirement by Council, where it is located within or adjacent to clusters of social housing, could trigger a partnership development, without the need for tendering, that could generate a greater scale of development quality and social outcome.

In addition, there is also potential for Council to unlock land that could accommodate a significant scale of development, that is otherwise unfeasible for commercial development, due to (for example) lack of service infrastructure, or higher than allowable levels of contamination. Financial support through the National Housing Finance and Investment Corporation (NHFC) could potentially drive and increase the provision of both affordable and social housing by community housing providers.

Where land such as this exists it could be dedicated to more holistic community impact outcomes through a partnership approach to land development with the not for profit sector, underpinned by income generated by Council's more commercial Salisbury Living projects.

With regard to housing, consultation identified that one-bedroom accommodation compounds the issues experienced by high needs tenants and the homeless. Higher needs tenants are benefited by a more social environment, therefore accommodation should be designed and located to consider the ongoing social and health benefits to tenants.

Service providers observe that tenants of one-bedroom social rental accommodation will prefer homelessness and the familiarity of networks formed on the street to the otherwise available one bedroom housing options. When considered in the context of low cost affordable housing, options such as co-housing may present as more appealing to tenants facing housing stress or homelessness as well as presenting more beneficial health and wellbeing outcomes.

It is believed by community housing providers that land development to increase affordable housing supply primarily focussed on 'providing a roof over someone's head' is unlikely to generate lasting outcomes for tenants, or facilitate any change to the Salisbury community's housing circumstances.

### Implications For Salisbury Living Projects

If the City of Salisbury is looking to facilitate greater access to affordable housing by low income households it will need to consider:

- Salisbury North has a young age profile and features a higher proportion of one parent families;
- Brahma Lodge, Salisbury Park and Salisbury Plain have an aging profile with a higher proportion of population aged over 50 years, and a higher proportion of lone person households; and
- Unmet demand for public housing is most intensely evident in:
  - » Parafield Gardens;
  - » Paralowie;
  - » Pooraka;
  - » Salisbury; and
  - » Salisbury North.

Of the suburbs showing a higher proportion of population receiving private rental assistance:

- Paralowie has a comparatively younger age profile and features a higher proportion of families with children and one parent families;
- Para Hills West and Pooraka have an older age profile featuring a higher proportion of population over 60 years of age and a higher proportion of lone person households; and
- Parafield Gardens has an even distribution of ages and household composition but generally features families with children and one parent families, similar to the City of Salisbury.

Therefore Salisbury North and Paralowie households could be seeking access to public housing suitable for families, while Brahma Lodge, Salisbury Park and Salisbury Plain, and Para Hills West and Pooraka could be seeking smaller dwelling types with ease of access to services and facilities.

To meet the accommodation needs of low income households and service consumers of community housing providers, products within Salisbury Living projects will need to best

balance products that provide for

- Social rent;
- Affordable rent;
- Affordable housing.

Activity centres provide for more beneficial social and service environments for tenants requiring access to social rental. Project locations with access to services is an important consideration for future site selection.

Social housing in any single project should not be concentrated. Projects should look to diversify tenancy and offer a greater social mix.

Opportunities exist to enhance the scale of developments possible for sites located adjacent community housing properties.

One-bedroom accommodation is unsuitable for tenants requiring access to social rental; co-housing could present as a more appealing and beneficial housing model.

By engaging community housing providers, developers and service providers early Salisbury Living projects could attract innovative housing solutions from the market that the market is willing to deliver.

There is potential to use proceeds from commercial projects to fund the unlocking of land, otherwise unpalatable for commercial development, for the delivery of partnership projects with a greater emphasis on social outcomes, cognisant of the need to diversify tenants and stock.

### Current Mortgage Summary

Mortgage repayments are directly related to house prices in Greater Adelaide, length of occupancy and the level of home equity. When viewed in the context of household income, mortgage repayments may also indicate the level of housing stress being experienced by households. In mortgage belt areas, it is expected that households will be paying a higher proportion of their income on housing repayments compared with older established areas. Areas attracting first home buyers are also likely to have larger mortgages than areas attracting households with existing home equity.

Broadly speaking, mortgage stress can be experienced where mortgage repayments equate to 30% or more of the total household income. Tables 46 through 48 below provide an indication of mortgage repayment as a proportion of income for the outer metropolitan market catchment.

*Table 48 Median mortgage repayment (\$ monthly) for Salisbury, 2016, ABS Census 2016*

	Salisbury	Greater Adelaide
Median Mortgage	1,357	1,517

*Table 49 Median total household income (\$/weekly) for Salisbury, 2016, ABS Census 2016*

	Salisbury	Greater Adelaide
Median Income	1,141	1,265

*Table 50 Indicative proportion of household income spent on mortgage (%) for Salisbury, 2016, ABS Census 2016*

	Salisbury	Greater Adelaide
Income spent on mortgage	27.4	27.7

In general, the tables above suggest that the City of Salisbury is within a tolerable level of mortgage repayments with outlying stress levels likely to be experienced in suburbs with higher levels of comparable disadvantage. Tables 49 to 51 below summarise mortgage repayments as a proportion of income for the broader catchment.

*Table 51 Median mortgage repayment (\$ monthly) for the broader catchment, 2016, ABS Census 2016*

Playford	Tea Tree Gully	Port Adelaide Enfield	Catchment Average	Greater Adelaide
1,300	1,517	1,625	1,481	1,517

*Table 52 Median total household income (\$/weekly) for the broader catchment, 2016, ABS Census 2016*

Playford	Tea Tree Gully	Port Adelaide Enfield	Catchment Average	Greater Adelaide
1,015	1,383	1,141	1,180	1,265

*Table 53 Indicative proportion of household income spent on mortgage (%) for the broader catchment, 2016, ABS Census 2016*

Playford	Tea Tree Gully	Port Adelaide Enfield	Catchment Average	Greater Adelaide
29.6	25.3	32.9	29.27	27.7

### Mortgage Sensitivity

The previous tables indicate almost 30% of median household income in Playford is being spent on median mortgage repayments. This is consistent with the relatively young age profile and typically lower household incomes for Playford. The Playford housing market is also likely to comprise a significant proportion of first home buyers with limited equity and therefore entering the market with a greater level of debt.

Port Adelaide Enfield indicates almost 33% of median household income is spent on median mortgage repayments. This is likely to reflect new mortgages of higher income households, and therefore not necessarily an indicator of stress.

In contrast, Tea Tree Gully is an established suburb with a larger proportion of homes under full ownership, an ageing population, and more moderate household incomes. These factors combine such that housing stress at 25.3% is below the catchment average (29.27%) and Metropolitan average (27.7%).

Tables 54 summarises the proportion of households in selected suburbs of the City of Salisbury that have median mortgage repayments and median rental payments greater than 30% of household income.

*Table 54 Proportion of households experiencing median mortgage repayments greater than 30% of household income*

Suburb	Median Monthly Mortgage Payments (\$)	Households with Mortgage payments greater than or equal to 30% of household income
Salisbury (LGA)	1,357	9.4
Brahma Lodge	1,192	10.6
Ingle Farm	1,335	9.4
Para Hills West	1,300	7.3
Parafield Gardens	1,387	10.5
Paralowie	1,491	6.6
Pooraka	1,300	8.7
Salisbury	1,213	6.7
Salisbury Downs	1,300	8.9
Salisbury East	1,300	8.3
Salisbury North	1,200	9.1
Salisbury Park	1,300	9.3
Salisbury Plain	1,387	9.1

When compared with the City of Salisbury, Brahma Lodge (10.6%) and Parafield Gardens (10.5%) exhibit a higher proportion of population experiencing mortgage repayments greater than 30% of household income. These suburbs are also characterised by lower income households, higher unemployment or unskilled employment, and a lower proportion of population with qualifications.

**New Mortgage Affordability**

This section estimates the capacity of each catchment population to pay for new mortgages based on an assessment of household income and the corresponding level of mortgage sensitivity (that is, 30% of total weekly household income spent on mortgage repayments). When correlated with demographic data, it is possible to start to identify price points for housing products relevant to a market’s likely housing stage and preferences. The following tables estimate the likely mortgage tolerance of households across the catchments, assuming a loan is required for 90% of the full property value.

**Salisbury Living Scenario**

The following affordability assessment is framed by the existing product types and typical price points currently being delivered by Salisbury Living projects. The price points reflect a for profit scenario that is currently being achieved through Salisbury's program of strategic development projects.

The price points for typical products can be summarised in the following table. Note that the inclusion of the integrated development apartments only occurs at the Reserve. Although not typical, it reflects the City of Salisbury’s current allocation of more affordable dwelling options within the mix of typical products. Also note, the inclusion of the Jewel Living small lot product delivered at the Boardwalk.

Lowest sales values are provided to indicate the lowest point at which a purchaser could enter the market, however the median sales values better reflect the price point for new home ownership within Salisbury Living projects.

*Table 55 Median price point and average lot size for typical Salisbury Living products*

Dwelling Type	Average Lot Size (m <sup>2</sup> )	Median Sales Value (\$)	Lowest Sales Value (\$)
Traditional	>500	420,700	314,500
Courtyard	400 - 500	374,675	282,000
Premium Villa	350 - 400	372,047	253,229
Villa	300 - 250	323,883	226,193
Town Villa	200 - 250	284,993	217,500
Terrace	<200	329,481	253,025
Integrated Development Apartment	>100	218,000	218,000
Jewel Living Small Lot	<100	259,990	229,990

*Table 56 Mortgage tolerance based on proportion of total households (%) and (no.), City of Salisbury, 2016*

Weekly Household Income (\$)	Loan Value (\$)	Deposit (10%) (\$)	Home Affordability (\$)	Salisbury	
				%	#
150 - 299	28,675	2,868	31,543	2.6	1,272
300 - 399	57,090	5,709	62,799	3.4	1,672
400 - 499	75,264	7,526	82,790	8.0	3,967
500 - 649	93,438	9,344	102,782	5.5	2,738
650 - 799	124,892	12,489	137,381	9.5	4,709
800 - 999	153,450	15,345	168,795	8.8	4,388
1,000 - 1,249	191,528	19,153	210,681	10.3	5,145
1,250 - 1,499	239,396	23,940	263,336	8.8	4,385
1,500 - 1,749	277,174	27,717	304,891	6.7	3,318
1,750 - 1,999	323,901	32,390	356,291	6.0	2,966
2,000 - 2,499	366,249	36,625	402,874	9.4	4,687
2,500 - 2,999	455,774	45,577	501,351	4.9	2,430
3,000 - 3,499	549,569	54,957	604,526	2.3	1,143
3,500 - 3,999	633,895	63,390	697,285	1.4	702
4,000 or more	727,590	72,759	800,349	1.6	805

Table 56 highlights that across the City of Salisbury there is potentially 23,900 households (48%) earning between \$150 - \$1,249 a week that are unlikely to be able to afford a typical new build house and land product within Salisbury Living projects, inclusive of the integrated development apartments at a standard price point of \$218,000 across all 16 apartments. This is also likely to represent the proportion of households requiring support to access housing in Salisbury Living projects through innovative approaches to low cost affordable housing delivery models.

It also shows that 4,385 (8.8%) of households earning an income between \$1,250-\$1,499 have the potential to afford, although limited to, a typical purchase price for small lot dwellings (Jewel Living) provided at the Reserve. This product is likely to represent an affordable family housing product, which suggests this product is potentially out of reach for almost 50% of households across the City of Salisbury.

#### Low Cost Scenario

In addition to the general affordability of Salisbury Living products, there is potential to consider a low cost scenario. This is framed by minimum costs to deliver an affordable housing typology. The following table summarises market delivery costs for alternative housing forms that make up low cost affordable housing options for Salisbury Living projects. The table includes allowances for broad hectare land costs and allowances for profit, the intent of these figures (shown in greater detail in section 5) is to provide an affordability assessment focussed purely on access to low cost affordable housing.

Table 57 Estimated market delivery costs for affordable housing products

Dwelling Type	Typical Floor Area (m <sup>2</sup> )	Estimated Delivery Cost (\$)
Tiny Home	35	120,000
Mews Dwelling	55	135,000
Apartment	75	235,000
Small Lot Home	80	225,000
Detached Single Storey Dwelling	120	265,000

When considered against the mortgage tolerance of the City of Salisbury (Table 56), Table 57 shows:

- Just over 9,600 households (19.5%) earning a median weekly income between \$150 - \$649 are unlikely to be able to afford a tiny home under a low cost market delivery scenario. This is also likely to present the proportion of households on the initial stages of the housing continuum; seeking access to social housing rentals, access to affordable rental, and with support, access to a tiny housing option.
- Just over 4,700 households earning a median weekly income between \$650 - \$799 have the potential to afford, although limited to, a tiny home or a mews dwelling.
- The estimated delivery cost of an apartment, small lot home and detached single dwelling closely reflect the lowest sales values of similar products being delivered by Salisbury Living projects (Table 53). It does suggest without the intervention of some form of subsidy or support, thousands of households are likely to find it difficult to achieve new home ownership of low cost products within Salisbury Living projects.

#### Broader Market Scenario

In addition to looking at the affordability of Salisbury Living products, and the potential affordability of low cost products, it is possible to consider the price points on offer across the primary and secondary market to determine what gaps or comparisons exist. The following table uses selected median sales values for houses sold across the Cities of Port Adelaide Enfield, Playford, Salisbury and Tea Tree Gully for 2017. The selected sales values bare some reflection to the allotment sizes of typical products sold within Salisbury Living projects and therefore offer some scope for direct comparison.



Table 58 Median sale price of houses by selected allotment size for market catchments, RP Data 2017

Allotment Size (m <sup>2</sup> )	Port Adelaide Enfield (\$)	Playford (\$)	Salisbury (\$)	Tea Tree Gully (\$)
<151	413,000	219,450	362,800	387,450
151 - 250	445,000	228,000	440,000	335,000
251 - 350	420,000	250,000	352,000	368,500
351 - 450	447,500	260,250	360,000	418,750
451 - 550	482,000	280,000	336,000	420,000
551 - 650	470,000	255,000	307,250	390,500

Based on the median sales prices across the primary and secondary catchments there is potential that lower income households across the City of Salisbury may have difficulty affording the purchase price of houses on the open market.

Earlier in this report the 'demand assessment' identified a likely market gap/preference for small homes to cater for first home buyers, single parent families and downsizers across the catchment. Table 58 identifies that the City of Salisbury presents a comparably high sales value for allotments under 350m<sup>2</sup> that may otherwise serve this part of the market. Of the Salisbury Living products Villa, Town Villa, Terrace Lots and Small lots are all typically less than 350m<sup>2</sup>.

In contrast the City of Playford exhibits consistently lower sales prices for all allotment sizes. It is likely that purchasers seeking affordable housing could be attracted away from the City of Salisbury to comparable products within the City of Playford; effectively housing products within City of Playford land release projects are most closely filling the gap between purchaser affordability and product price. The price points presented by the City of Playford form direct competition to the City of Salisbury and are therefore likely to influence the sales performance of comparable products.

#### Household factors influencing affordability

The assessment of household affordability under different scenarios is based on the potential purchasing power of households based on median weekly income. The following table cross tabulates household composition and tenure to identify purchaser stage of life and potential access to equity. For example, a household identified as having a low income and requiring support to access housing could be a retired couple within a fully owned home and therefore have the total equity of the existing dwelling to apply to a purchasing decision.

Table 59 Household Composition by Tenure Type

Family Household Composition	Tenure Type		
	Owned outright	Owned with a mortgage	Rented
Couple family with no children	5038	3979	2092
Couple family with children	2572	9495	3078
One parent family	1043	2384	3325
Other family	148	190	284
Lone person household	3812	3230	4182
Group household	190	464	924
Total	13115	20321	14217

Table 55 provides an indication that:

- Just over 9,000 couple family with no children households, and just over 12,000 couple family with children households are currently either occupying homes owned outright, or under mortgage. This suggests a high proportion of couple family households are likely to have access to equity and income to underpin a purchase of a detached single storey dwelling to meet their needs.
- Just under 2,100 couple family with no children households are currently renting. There is potential for a high proportion of these households to be seeking first home buying opportunities that suit a small household size.
- Just over 6,400 couple with children and one parent households are renting. These households potentially have a low income earning capacity and would require support in order to access housing. There is potential for this market segment to remain on the rental cycle due to affordability of establishing a mortgage and therefore remain a component of the Salisbury Living rental market.

- Of the one parent family households just over 1,000 own the house outright and just over 2,300 own the house under mortgage. This suggests the potential for one parent families to use available equity to underpin a transition to a more suitable, potentially lower maintenance, family dwelling.
- Lone person households occupying a dwelling owned outright (3,812) and own a home under mortgage (3,230) are likely to be aging, and have access to equity to underpin a move to a more suitable dwelling in a more convenient location.
- Lone person households renting (4,182) could be experiencing rental stress and be seeking an affordable rental option and potentially a more suitable housing type and location, including access to a housing tenure scheme. This proportion of households could benefit from investment in low cost builds within Salisbury Living projects that allow for affordable renting options to tenants with low income and high needs.

The ability for a household to transition from renting to home ownership is largely dependent on the household's participation in economic activity. Table 56 provides an overview of employment status and tenure as a means of indicating current and likely earning capacity and the availability of equity for households across the City of Salisbury.

Table 60 Employment status and tenure for households across the City of Salisbury 2016

Tenure/Landlord Type (a)	Employed			Unemployed	
	Full Time	Part Time	Seeking Full Time	Seeking Part Time	Not in work force
Owned outright	5,278	3,771	642	333	15,066
Owned with a mortgage	20,131	10,295	1,416	1,086	10,804
Being purchased under a shared equity scheme	29	17	14	5	97
Rented - Real Estate Agent	4,301	2,529	778	420	4,073
Rented - State or Territory housing authority	495	485	264	115	3,493
Rented - Person not in the same household	1,992	1,317	427	243	2,316
Rented - Housing co-operative, community or church group	70	82	41	29	553
Rented - other landlord type	331	193	79	56	598
Rented - landlord type not stated	51	43	14	10	165
Being occupied under a life tenure scheme	16	15	3	3	475
Other tenure type	59	33	14	3	234
Tenure type not stated	393	247	112	39	924
Tenure type not applicable (b)	184	30	0	5	1,206

Table 56 indicates that:

- Just over 15,000 households are not currently in the work force and own the dwelling outright. This is likely to represent older members of the community that are no longer working (retired) and have access to equity to underpin a new house purchase. This would represent a large portion of the available market seeking downsizing purchases, which made up 4% of purchaser buying of the existing Salisbury Living projects. This potentially represents a greater market for future projects catering for smaller lot sizes where location offers access to transport and services.
- Just over 13,600 households are seeking employment or not in the workforce and renting accommodation from various landlord types. This proportion of households will require support in order to transition into home ownership or to access affordable rental;
- Just over 14,200 households are seeking employment or not in the workforce and currently either own their house outright or occupy a house under mortgage. This proportion of population is likely to be older and have diminished income earning capacity into the future, but has access to equity. This proportion of population could therefore benefit from utilising available equity to support a transition into affordable housing

- Just over 9,000 households (9,049) are employed in full time and part time work and occupy a dwelling owned outright. It is likely that this proportion of households will have continuous income earning capacity and access to equity that support a higher sales price;
- Approximately 30,400 households are employed full time or part time and currently in a house under mortgage. This is a large portion of households and is likely to reflect the 'second home' buying stage that made up 15% of purchasers of previous Salisbury Living project.
- Just over 6,800 households are currently employed and in private rental. This segment is likely to contain a high proportion of younger couples seeking first home buying opportunities, which made up 74% of purchasers of previous Salisbury Living projects.

**The Impact of Equity**

Based on the above assessment of different market sizes, Salisbury Living projects potentially achieve the largest number of purchases from the smaller part of the overall available market, with particular regard to older households in fully owned homes, family households under mortgage. The following table will look at income against tenure to determine likely price points for each part of the market, inclusive of equity.

As identified, there is both a high need for affordable housing for a proportion of population experiencing comparable disadvantage, and an opportunity for existing home owners to bring equity to a potentially higher purchase price within a Salisbury Living project.

The following summarises the median sales price for properties within the market catchments in 2017.

*Table 61 Median sales price for properties within the market catchments in 2017*

Salisbury (\$)	Tea Tree Gully (\$)	Playford (\$)	Port Adelaide Enfield (\$)
356,000	409,625	252,500	456,000

The extent of available equity is determined by the remaining liability. Housing tenure can provide further insight into the proportion of population for each LGA that may have access to the full sales value of existing properties as equity towards home ownership in a Salisbury Living Project. The following table summarises the proportion of housing tenure types across the market catchment.

*Table 62 Proportion of housing tenure types across the market catchment*

Tenure Type	Salisbury (%)	Playford (%)	Tea Tree Gully (%)	Port Adelaide Enfield (%)	Average (%)
Fully owned	25.4	18.9	33.1	24.9	25.6
Mortgage	39.5	36.4	42.4	32.4	37.7
Renting	28.1	36.3	18.1	35.4	29.5

Based on the information:

- Assuming 100% equity is available, on average 25.6% of households across the catchment have the potential to access equity of between \$252,000 and \$456,000;
- Assuming 50% equity is available, almost 40% of households from across the catchment could potentially access between \$126,000 and \$228,000 through the sale of an existing property under mortgage; and
- Almost 30% of households across the catchment could be looking for a first home buying opportunity with access to a 10% deposit through savings or available grants.

The equity available within the market catchment may provide a basis for premium product and pricing in addition to affordable housing options within Salisbury Living projects, depending on factors such as design and location, with opportunities including:

- Empty nest households from Tea Tree Gully seeking a quality smaller lot with ease of access to services and facilities;
- Young families (Playford and Salisbury) and Mature families (Tea Tree Gully) seeking a new family home within close proximity to education, retail and employment; and
- First home buyers from Playford and Salisbury seeking quality smaller dwellings within close proximity to transport and services.

Table 63 Median Weekly Household Income and Tenure for Households Across the City of Salisbury 2016

Median Weekly Household Income (\$)	Owned	Mortgage	Rented
150 - 299	363	245	569
300 - 399	495	187	903
400 - 499	1740	512	1401
500 - 649	809	580	1204
650 - 799	1947	1055	1486
800 - 999	1305	1552	1345
1,000 - 1,249	1299	2105	1591
1,250 - 1,499	969	2127	1185
1,500 - 1,749	634	1817	797
1,750 - 1,999	537	1732	619
2,000 - 2,499	739	3023	837
2,500 - 2,999	398	1666	339
3,000 - 3,499	218	782	124
3,500 - 3,999	142	438	107
4,000 or more	60	208	32

Table 63 provides a more direct relationship between a households wealth and its tenure. This provides an indication of the proportion of households with low income, households capable of supported access to housing, or independent purchase of dwellings.

### Median Rent

As with mortgage stress, rental stress can be experienced where rental payments equate to 30% or more of the total household income. Where mortgage stress is often regarded as 30% of household income spent on mortgage repayments, rental stress is less on the basis households under rental tenure can often be lower income households, and therefore experience a greater financial impact from accommodation and living costs. Tables 64 through 67 below provide an indication of rental payment as a proportion of income for the immediate market catchment.

Table 64 Median rent repayment (\$ weekly) for Salisbury, 2016, ABS Census 2016

	Salisbury	Greater Adelaide
Median Weekly Rent (\$ weekly)	257	285

Table 65 Median total household income (\$ weekly) for Salisbury, 2016, ABS Census 2016

	Salisbury	Greater Adelaide
Median Income (\$ weekly)	1,141	1,265

Table 66 Indicative proportion of household income spent on rent (%) for Salisbury, 2016, ABS Census 2016

	Salisbury	Greater Adelaide
Income spent on Rent (%)	22.5	22.5

In general, the tables above suggest that the City of Salisbury is within a tolerable level of rental repayments and equivalent to that of Greater Adelaide. Rental stress levels likely to be experienced in suburbs with higher levels of comparable disadvantage. The following table provides a summary of rental stress likely to be experienced by suburb within the City of Salisbury.

Table 67 Proportion of Households Experiencing Median Rental Payments Greater than 30% of Median Household Income

Suburb	Median Weekly Rental Payments (\$)	Households with rent payments greater than or equal to 25% of household income (%)
Salisbury (LGA)	275	11.3
Brahma Lodge	268	13.2
Ingle Farm	280	9.4
Para Hills West	250	12.6
Parafield Gardens	260	9.3
Paralowie	280	10
Pooraka	275	11.9
Salisbury	230	20.3
Salisbury Downs	250	14.4
Salisbury East	265	10.7
Salisbury North	240	15.5
Salisbury Park	250	9.8
Salisbury Plain	251	10.2

The highest weekly rental value is recorded at Ingle Farm and Paralowie. At \$280 per week, the median rental value for this suburb is comparable to the lowest median mortgage repayments experienced in Brahma Lodge. With under 10% of households spending 30% on weekly rental payments in these suburbs, it suggests there is some capacity for the market to transition from high rental to low mortgage repayments in some suburbs.

Across the City of Salisbury there appears to be a greater proportion of rental stress across a greater proportion of suburbs compared to mortgage stress. This could be a reflection of lower owner occupancy rates within selected suburbs compared to the City of Salisbury as a whole. It is likely to be a reflection of lower household incomes, lower rates of full time employment, and higher rates of participation in labour based employment.

### Rental Affordability

This section estimates the capacity of each catchment population to access private rental properties based on an assessment of household income and the corresponding level of rental sensitivity (that is, 30% of total weekly household income spent on rental repayments). When correlated with demographic data, it is possible to start to identify affordable rental price points.

In addition, affordable rental price points can be used to calculate the potential return on investment in rental stock. If 5% return on investment is used as a basis for calculating total initial outlay, it is possible to identify maximum build/purchase prices for investors that could yield more affordable rental values to local tenants.

The following table estimates the likely capacity for households within the City of Salisbury to pay rent, and the subsequent maximum build cost based on a 5% annual return on investment.

Table 68 *Affordable rent as a return on investment*

Weekly Household Income (\$)	Rent Per Week (\$)	Rent Per Annum (\$)	Investment (\$)	Salisbury	
				%	#
150 - 299	45 - 90	2,340 - 4,664	46,800 - 93,288	2.5	1,261
300 - 399	90 - 120	4,680 - 6,224	93,600 - 124,488	3.3	1,658
400 - 499	120 - 150	6,240 - 7,784	124,800 - 155,688	8.0	3,951
500 - 649	150 - 195	7,800 - 10,124	156,000 - 202,488	5.5	2,723
650 - 799	195 - 240	10,140 - 12,464	202,800 - 249,288	9.5	4,690
800 - 999	240 - 300	12,480 - 15,584	249,600 - 311,688	8.8	4,357
1,000 - 1,249	300 - 375	15,600 - 19,484	312,000 - 389,688	10.3	5,117

According to RP Data the lowest priced current rental listing is \$140 per week (Mawson Lakes), followed by \$165 per week (Parafield Gardens) and \$185 per week (Salisbury). This suggests that just over 2,900 households (5.8%) cannot currently afford to access private rental properties across the City of Salisbury without some form of support or subsidy.

There is potential to accommodate a greater proportion of households into private rental properties through the attraction of private investment in new housing stock. Based on Table 68:

- Rental stock that is accessible to the lowest household income will be limited to an initial outlay of \$46,800 - \$93,288;
- Investment of between \$93,600 - \$124,488 could result in affordable rental options for households earning a weekly median income of between \$300 - \$399; and
- Investment of between \$124,800 - \$155,688 could result in affordable rental options for households earning a weekly median income of between \$400-\$499.

### Implications For Salisbury Living Projects

- Approximately 23,900 (48%) of households across the City of Salisbury earning a median weekly income between \$150 - \$1,250 are unlikely to be able to afford a typical new build house and land product within Salisbury Living projects;
- Just under 4,400 (8.8%) of households across the City of Salisbury earning a median weekly income between \$1,250-\$1,499 are likely to have a purchasing capacity limited to small lot living;
- Small lot housing represents an affordable family housing product. Based on a limited affordability assessment this product is potentially out of reach for almost 50% of households across the City of Salisbury;
- Approximately 9,600 (19.5%) of households across the City of Salisbury earning a median weekly income between \$150 - \$649 are likely to have a purchasing capacity limited to achieving a mews dwelling under a low cost market delivery scenario;
- The estimated delivery cost of an apartment, small lot home and detached single dwelling under a low cost scenario closely reflect the lowest sales values of similar products being delivered by Salisbury Living projects. This suggests that without the intervention of some form of subsidy or support, thousands of households are likely to find it difficult to achieve new home ownership of low cost products within Salisbury Living projects;
- Based on house sales values across the primary and secondary catchments, it is likely that the City of Playford is attracting residents and purchasers away from the City of Salisbury, particularly for allotments under 350m<sup>2</sup>. Given the likely preference for older members of the community to remain within close proximity to established networks, this is likely to represent a younger and more mobile market;
- Lower sales values exhibited across the City of Playford more closely reflect the cost of delivering products under a low cost scenario and suggests that sales within the City of Playford is bridging the gap between purchaser affordability and product price;
- Although low levels of affordability exist across the City of Salisbury there is also equity through outright or partial home ownership. Products that encourage a change of dwelling can still be priced for premium sales outcome, but most likely for products that offer efficient (lower cost) living;
- The City has just over 7,000 lone person households with access to equity in existing properties that may preference newer and smaller dwellings within close proximity to existing networks;
- Just over 2,000 couple family without children households are currently renting and could represent a portion of the market seeking first home buying opportunities;
- Just over 5,000 couple families with no children that own their associated dwelling outright are likely to represent empty nesters seeking more suitable dwelling options;
- Overall the mix of family and tenure types across the City of Salisbury suggests there is sufficient demand to drive competitive sales of limited stock for the various products that cater for differing family sizes and budgets;
- Predominant market segments are likely to include:
  - » Older members of the community that are no longer working (retired) and have access to equity to underpin a new house purchase which made up 4% of purchasers of previous Salisbury Living products;
  - » Job seekers renting accommodation from various landlord types suggesting that this proportion of households will require support in order to transition into home ownership or to access affordable rental;
  - » Family households with ongoing income earning capacity and access to equity that support a higher sales price;
  - » A large portion of households in the 'second home' buying stage that made up 15% of purchasers of previous Salisbury Living project; and
  - » A high proportion of younger couples seeking first home buying opportunities, which made up 74% of purchasers of previous Salisbury Living projects.
- The equity available within the market catchment may provide a basis for premium product and pricing in addition to affordable housing options within Salisbury Living projects, depending on factors such as design and location, with opportunities including:
  - » Empty nest households from Tea Tree Gully seeking a quality smaller lot with ease of access to services and facilities;
  - » Young families (Playford and Salisbury) and Mature families (Tea Tree Gully) seeking a new family home within close proximity to education, retail and employment; and
  - » First home buyers from Playford and Salisbury seeking quality smaller dwellings within close proximity to transport and services.
- Based on rental values and affordability, there is capacity to transition from high rental to low mortgage repayments in some suburbs (such as Ingle Farm); and
- In order to achieve 5% return on investment through rent, it is highly likely Salisbury Living projects will be dependant on partnership approaches and subsidy models that reduce the level of investment required to achieve suitable rental housing products.

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LOW COST HOUSING RESEARCH REPORT |



### Research and Undertakings

This section of the report summarises the research investigations conducted into a range of affordable and low cost housing projects drawn from around the world. The investigations focus upon the following:

- Delivery, ownership, funding, and management models;
- Product types, construction methods, and delivery costs;
- Other factors influencing delivery; and
- Challenges and opportunities including risk and risk mitigation.

Table 69 Research Findings Summary

#	Project	Project Type	Delivery Model	Funding
<b>Greendragon Crescent Adaptable Housing</b>				
01	Developer: Horizon Housing Company	Supported accommodation for social rented housing	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Subsidised Rental</li> <li>• Co-housing model</li> </ul>	Federally funded through the Nation Building Scheme and Economic Stimulus: Social Housing Initiative
	Location: 4 Greendragon Crescent, Upper Coomera, QLD			
<b>Seachange Village at Arudel</b>				
02	Developer: Pradella Property Ventures	Manufactured Home Parks for full ownership	<ul style="list-style-type: none"> <li>• For profit</li> <li>• Manufactured Home Parks</li> <li>• Subsidised Housing</li> <li>• Subsidised Rental</li> </ul>	Developers utilised Manufactured Home (Residential Parks) Act as the best model of land tenure.
	Location: 299 Napper Road, Arundel, Gold Coast QLD			
<b>The Bonnyrigg Living Communities Project</b>				
03	Developer: Becton Property Group / Bonnyrigg Partnerships / UrbanGrowth NSW and Land and Housing Corporation NSW (LANC)/ Landcom	Urban Renewal / 18 staged master plan Mix of: <ul style="list-style-type: none"> <li>• Social rented housing,</li> <li>• Affordable rented housing</li> <li>• Intermediate housing</li> </ul>	<ul style="list-style-type: none"> <li>• Shared equity</li> <li>• Joint venture</li> <li>• Subsidised Housing</li> <li>• Subsidised Funding</li> <li>• Subsidised Rental</li> </ul>	Sale of for market housing (and land) to generate funds for social housing.
	Location: Western Sydney suburb of Bonnyrigg (generally bounded by Cabramatta Road, Bonnyrigg Avenue, Edensor Road and Elizabeth Drive). NSW			
<b>Bethanie Peel Community Housing Submission</b>				
04	Developer: Bethanie Group Inc on behalf of Bethanie Housing Ltd and the Department of Housing	Apartment style living. Residential Aged Care Facility.	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Subsidised Housing</li> </ul>	Funding out of the State and Federal Government Housing Stimulus Package. Apartments must comply with the State and Federal Housing Stimulus Package guidelines.
	Location: 18 Maclaggan Turn, Coodanup WA 6210			

**Research Findings Summary**

The following table summarises the research investigations conducted in respect of 36 affordable/low cost housing projects delivered under a wide array of ownership and management structures, differing tenure arrangements and for the benefit of a range of household types. The examples include local, interstate, and overseas examples, with their applicability to, and opportunities for, the City of Salisbury identified for further consideration.

The project examples seek to cover off on as many types of delivery methods and product types as possible. In some cases, there is more than one project with similar features. It should also be recognised that some information is not readily obtainable for some project examples, most often being the issue of construction cost. In these instances, a lack of information is simply recorded as 'not applicable' (n/a).

The full research investigations are contained in a separate report volume appended to this report.

Target Demographic	Product Type	Key Events/Attributes
Housing for people with disability	Detached dwelling <ul style="list-style-type: none"> <li>• 4 studio units</li> </ul>	<ul style="list-style-type: none"> <li>• New approach to housing</li> <li>• Adapts to user needs</li> <li>• Indistinguishable from surrounding properties</li> <li>• Adaptable criteria such as modular design</li> <li>• Environmentally features</li> <li>• Communal facilities</li> <li>• Group housing that balances independence and care</li> </ul>
Senior Living – Over 50s	Manufactured Detached dwellings	<ul style="list-style-type: none"> <li>• Adapts to user needs</li> <li>• Integrates ESD, passive design and WSUD</li> <li>• In proximity to services, transport and shopping</li> <li>• Residents can maintain independence</li> <li>• Communal facilities</li> <li>• Adaptable design/not permanent</li> <li>• Addresses housing need</li> </ul>
Housing types suitable for all stages of life. <ul style="list-style-type: none"> <li>• Multi-cultural backgrounds</li> </ul>	Detached dwellings <ul style="list-style-type: none"> <li>• 2-Bedroom</li> <li>• 3-bedroom</li> <li>• 4-bedroom</li> <li>• 5-bedroom</li> <li>• Townhouses</li> <li>• 3-Bedroom</li> </ul> Apartments <ul style="list-style-type: none"> <li>• 2-Bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Adapts to user needs</li> <li>• Optimising the orientation of each of the dwelling for solar amenity and shading.</li> <li>• WSUD</li> <li>• Bi-retention system</li> <li>• Decreased crime rates</li> </ul>
Senior Living	Apartments (194 in total) <ul style="list-style-type: none"> <li>• 72 x1-bedroom of 57.7sqm</li> <li>• 24 x2-bedroom of 74.8sqm</li> </ul>	<ul style="list-style-type: none"> <li>• Energy efficiency was achieved through maximising the benefit of solar orientation on the site and through the fittings used in construction.</li> <li>• WSUD</li> <li>• Low cost maintenance materials</li> </ul>

#	Project	Project Type	Delivery Model	Funding
<b>Vespa Apartments</b>				
05	Developer: Forme Projex	Sustainable and affordable living for Intermediate housing	<ul style="list-style-type: none"> <li>For profit – developer</li> <li>Subsidised housing</li> </ul>	Private funding.
	Location: 28 Storr Street, Adelaide SA 5000			
<b>Lochiel Park Green Village</b>				
06	Developer: The Department for Communities & Social Inclusion Housing SA – Major Projects (now Renewal SA), Land Management Corporation	Showcasing an example of a 'Green Village' sustainable model for affordable living	<ul style="list-style-type: none"> <li>Shared equity</li> <li>Joint venture</li> </ul>	<ul style="list-style-type: none"> <li>Construction funded through the Nation Building Economic Stimulus Program (NBESP)</li> <li>Social housing component (three dwellings) funded from Housing SA's annual capital program.</li> </ul>
	Location: 6 Treloar Court, Campbelltown SA			
<b>UrbanGrowth NSW Thornton</b>				
07	Developer: UrbanGrowth	Master-planned community (1000+ homes) demonstrating various housing typology that can adapt to changing housing needs and formations for affordable living.	<ul style="list-style-type: none"> <li>Shared equity</li> <li>Joint venture</li> </ul>	Government funding and market return on investment.
	Location: Immediately adjacent to Penrith Station and Penrith CBD, NSW			
<b>Bayswater - Women Housing Limited (WHL)</b>				
08	Developer: Women's Housing Pty Ltd	Affordable housing for women and children escaping domestic violence.	<ul style="list-style-type: none"> <li>Not-for-profit</li> <li>Subsidised Housing</li> </ul>	<ul style="list-style-type: none"> <li>Part of the National Economic Stimulus</li> <li>Partially funded by the Federal Government</li> </ul>
	Location: 656 Mountain Highway, Bayswater, VIC			
<b>Nicheliving West Armadale</b>				
09	Developer: Nicheliving	House and land packages for sale at affordable prices	<ul style="list-style-type: none"> <li>For profit</li> <li>Subsidised Funding</li> <li>Reduced land and Construction Costs</li> </ul>	National Rental Affordability Scheme - Nicheliving was able to enhance rental affordability, enabling six tenants to rent their homes at 20% below market rental value.
	Location: Lot 301 Donald Court, Armadale WA 6112			

Target Demographic	Product Type	Key Events/Attributes
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Students</li> </ul>	Apartments (7 in total) <ul style="list-style-type: none"> <li>• 1-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Innovative solution to make use of available space</li> <li>• Integrates an abundance of natural daylight and ventilation to minimise energy costs</li> <li>• Open plan creates a well-planned lifestyle</li> <li>• Proximity to services, transport and shopping</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Senior living</li> <li>• Students</li> </ul>	Apartments (23 in total)	<ul style="list-style-type: none"> <li>• Energy efficiency was achieved through maximising the benefit of solar orientation and passive design principles</li> </ul>
<ul style="list-style-type: none"> <li>• Housing types suitable for all stages of life</li> </ul>	(1000+ homes) Various typology including: <ul style="list-style-type: none"> <li>• Traditional</li> <li>• Manor Homes</li> <li>• Mews</li> <li>• Apartments</li> </ul>	<ul style="list-style-type: none"> <li>• Provides a genuine ability to age in place, with housing types suitable for all stages of life.</li> <li>• High quality dwellings</li> <li>• Indistinguishable from surrounding properties</li> </ul>
<ul style="list-style-type: none"> <li>• Women with low-medium income</li> <li>• Women with children</li> </ul>	Apartments (27 in total)	<ul style="list-style-type: none"> <li>• Optimal security within the estate through orientation and passive surveillance</li> <li>• Orientation of structure minimises heating and cooling</li> <li>• Both demand and acceptance are very high</li> <li>• Acts as a model for other medium density housing projects.</li> </ul>
<ul style="list-style-type: none"> <li>• First home-owners</li> <li>• Low-medium income</li> <li>• Families</li> <li>• Investments</li> </ul>	Single storey dwellings (17 in total) <ul style="list-style-type: none"> <li>• 4x2-bedroom</li> <li>• 3x3-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Eliminates high maintenance features</li> <li>• Ongoing affordability accrue from being in proximity to services, transport and shopping.</li> <li>• Optimal security within the estate through orientation and passive surveillance</li> <li>• Long-term cost saving benefits to buyers i.e. all internal fixtures and fittings have a 3 or 4-star water efficient</li> <li>• Nicheliving being the builder and developer fast-tracked the development and construction process</li> </ul>

#	Project	Project Type	Delivery Model	Funding
<b>Living Space</b>				
10	Developer: Government of Western Australia – Department of Housing	Mixed-tenure model designed for affordable living, sustainable living options in a modern, vibrant and engaged community – showcasing 5 Department’s affordable housing programs in one development.	<ul style="list-style-type: none"> <li>• State Government as developer</li> <li>• Subsidized housing</li> </ul>	Funded through the Commonwealth’s Nation Building Economic Stimulus Plan with the Department of Housing (Department) funding the land component and a portion of the construction costs. Living Space showcases 5 Departments’ affordable housing programs in one development: <ul style="list-style-type: none"> <li>• Shared-home ownership</li> <li>• Private home ownership (for people on low-moderate incomes)</li> <li>• Affordable rental schemes</li> <li>• Social rental schemes</li> <li>• Commercial rental</li> </ul>
	Location: 20 Signal Terrace, Cockburn Central WA 6164			
<b>Lifestyle Hastings - Mornington Peninsula</b>				
11	Developer: Lifestyle Communities	Master-planned community	<ul style="list-style-type: none"> <li>• For profit</li> <li>• Subsidized Housing</li> <li>• Reduced land and Construction Costs</li> </ul>	<ul style="list-style-type: none"> <li>• Land Lease Community/ Model</li> <li>• Residents purchase their own dwelling. Lifestyle Communities funds central facility and site development and, derive a return from a combination of a margin on dwellings sales and a recurrent income from site rentals.</li> </ul>
	Location: 240 High Street, Hastings, VIC 3915			
<b>Camperdown Common Ground Building</b>				
12	Developer: Grocon Pty Ltd, Mission Australia and Housing New South Wales	Multi-residential apartments	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Joint Venture</li> <li>• Subsidized Housing</li> <li>• Subsidised Funding</li> </ul>	<ul style="list-style-type: none"> <li>• Ownership was vested to Mission Australia Housing.</li> <li>• Funding was received through the NSW Department of Family and Community Services, NSW Department of Health as well as Commonwealth Department of Families, Housing NSW, Community Services &amp; Indigenous Affairs.</li> </ul>
	Location: 31 Pyrmont Bridge Road, Camperdown NSW	Integrated mixed income housing development, social mix will include people at risk or affected by homelessness, key workers & students		
<b>Bowen Court</b>				
13	Developer: Brisbane Housing Company (BHC)	Multi-residential apartments	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Subsidized Housing</li> <li>• Subsidised Funding</li> </ul>	Blue Care handed BHC full ownership of 26 of the 51 units, with BHC managing all the units in the complex via the National Rental Affordable Scheme (NRAS).
	Location: 405 Bowen Terrace, New Farm, QLD 4005			

Target Demographic	Product Type	Key Events/Attributes
<p>Housing types suitable for all stages of life:</p> <ul style="list-style-type: none"> <li>• First home-owners</li> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Social Housing</li> <li>• Students</li> </ul>	<p>Apartments (136 in total)</p>	<ul style="list-style-type: none"> <li>• Integrated &amp; socially inclusive</li> <li>• Environmentally and economically sustainable housing project</li> <li>• Appealed to a range of buyers and tenants and self-sustaining through a combination of private sales and various forms of rental income.</li> <li>• Affordability lies within the sales acceptance and maximising site density</li> <li>• Indistinguishable from surrounding properties</li> </ul>
<p>Senior Living – Over 50s</p>	<p>Single storey dwellings</p> <ul style="list-style-type: none"> <li>• 2-bedroom</li> <li>• 3-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Low entry cost is attractive to purchaser</li> <li>• Security through shared recreation and community facilities</li> <li>• Particularly attractive to single women, providing security and community</li> <li>• Transportable dwellings</li> </ul>
<p>providing long term social and affordable rental housing to homeless people and people on low and moderate-income households</p>	<p>Apartments (104 in total)</p> <ul style="list-style-type: none"> <li>• 88 x self-contained studios</li> <li>• 12 x 1-bedroom</li> <li>• 4 x 2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• External is indistinguishable from surrounding properties</li> <li>• Large support services are delivered on-site</li> <li>• Climate responsive layout integrates solar passive design principles to ensure natural light and cross ventilation to each apartment</li> </ul>
<p>Senior Living – Aged 55+</p>	<p>Apartments (51 in total)</p> <ul style="list-style-type: none"> <li>• 48 x1-bedroom</li> <li>• 3 x2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Fully tenanted with participants from the National Rental Affordability Scheme aged 55+ on low incomes who would not be able to access affordable housing.</li> <li>• Enables independence + sense of community</li> <li>• Design team had extensive healthcare experience</li> <li>• Adaptable to all users and high in security</li> <li>• Communal areas enable social interaction</li> </ul>

#	Project	Project Type	Delivery Model	Funding
<b>Caggara House</b>				
14	Developer: Brisbane Housing Company (BHC) and Arkhefield	Multi-residential apartments	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Joint Venture</li> <li>• Subsidized Housing</li> <li>• Subsidised Funding</li> </ul>	BHC incorporated a 'develop and hold' National Rental Affordable Scheme (NRAS) allocation for each of the 57 apartments enabling BHC to achieve a viable return on the development from rental and NRAS income.
	Location: 9-13 Bothwell St, Mt Gravatt 4122 QLD	Targeted specifically for seniors who are under-occupying public house dwellings		
<b>Ergo</b>				
15	Developer: Adelaide City Council	Affordable Housing: Multi-staged (3 stages) master planned re- development	<ul style="list-style-type: none"> <li>• Council as developer</li> <li>• Subsidized Housing</li> <li>• Subsidised Funding</li> </ul>	<ul style="list-style-type: none"> <li>• Integrated various affordable housing grants and incentives including Housing Affordability (HAF), National Rental Affordability Scheme (NRAS) and Shared Appreciation Loan (SAL)</li> <li>• The Adelaide City Council supported a further reduction in the sales price for affordable apartments through a shared equity scheme managed by HomeStart to ensure 53 apartments were sold at or below the State Government's affordable housing threshold of \$331,000.</li> </ul>
	Location: 23-33 Frew Street Adelaide 5000 SA			
<b>Inspire at Noarlunga</b>				
16	Developer: Housing SA (now Renewal SA)	Medium-density Residential Development:	<ul style="list-style-type: none"> <li>• State Government as developer</li> <li>• Subsidized Housing</li> <li>• Subsidised Funding</li> </ul>	<ul style="list-style-type: none"> <li>• Construction of stage 1 was delivered by the Department for Communities and Social Inclusion (DCSI) at \$5.5million and fully reimbursed through the subsequent sales program.</li> <li>• Stage 2 land division was funded by DCSI and reimbursed through land sales coordinated by development partner, Normus Home.</li> <li>• Stage 3 was funded by the Commonwealth Government's Nation Building Economic Stimulus Plan and NRAS tenures.</li> </ul>
	Location: Goldsmith Drive, Noarlunga Centre, SA	Multi-staged (3 stages) master -planned residential development with a mix of occupancies (public and social housing tenure)		

Target Demographic	Product Type	Key Events/Attributes
<ul style="list-style-type: none"> <li>Senior Living</li> <li>Public housing tenants</li> </ul>	Apartments (57 in total) <ul style="list-style-type: none"> <li>57 x1-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>Provides new and more sustainable homes for seniors in under-occupied public housing.</li> <li>Unique opportunity for older public housing tenants to voluntarily downsize into an affordable housing complex that is better suited to their needs.</li> </ul>
Housing types suitable for all stages of life: <ul style="list-style-type: none"> <li>First home-owners</li> <li>Low-medium income</li> <li>Young couples</li> <li>Smaller or emerging families</li> <li>Social Housing</li> <li>Students</li> </ul>	Apartments (179 in total) <ul style="list-style-type: none"> <li>1-bedroom</li> <li>2-bedroom</li> <li>3-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>Adelaide City Council partnered within industry bringing together expertise in development management, sales and marketing, finance and governance to the project.</li> <li>In proximity to services, transport and shopping reduces the need for car ownership</li> </ul>
Housing types suitable for all stages of life: <ul style="list-style-type: none"> <li>First home-owners</li> <li>Low-medium income</li> <li>Young couples</li> <li>Smaller or emerging families</li> <li>Social Housing</li> <li>Students</li> <li>Public housing tenants</li> </ul>	111 dwellings in total <ul style="list-style-type: none"> <li>Single storey dwellings</li> <li>Two-storey dwellings</li> <li>'Mansion house' apartments</li> <li>Townhouses</li> <li>Laneway loft apartments</li> </ul>	<ul style="list-style-type: none"> <li>The innovative 'Homezone' promotes slower vehicle movement and increases community interaction.</li> <li>Various apartment/housing designs provide individuality and prestige to otherwise very affordable residential apartments.</li> <li>Optimising the orientation of each of the dwelling for solar amenity and shading.</li> </ul>



#	Project	Project Type	Delivery Model	Funding
<b>St Clair Unity Terraces</b>				
17	Developer: AV Jennings	Affordable Development: • Terrace style medium density living for people on low to medium incomes.	• For profit • Subsidized Housing	Supported by: • the Commonwealth Housing Affordability Fund (HAF) • National Rental Affordability Scheme (NRAS) funds, along with the State Government's NRAS contribution.
	Location: Lot 525, Brocas Avenue, St Clair, SA			
<b>Common Ground – Port Augusta</b>				
18	Developer: Housing SA (now Renewal SA)	Medium Density Affordable Social Housing through 'A Place to Call Home' Strategy	State Government as developer	The capital of \$5.6m consists of \$2.8m from the South Australian Government and \$2.8m from the Commonwealth Government. The capital contribution for land is from the South Australian Housing Trust.
	Location: 50 Augusta Terrace, Port Augusta, SA			
<b>205 Gipps</b>				
19	Developer: Common Equity Housing Limited (CEHL)	Multi-residential apartments: • Co-operative Housing model: mixed tenure arrangement of social/private housing units	• Not-for-profit • Joint Venture • Subsidized Housing • Subsidised Funding	Jointly funded by Common Equity Housing Limited, the Victorian Department of Human Services and the Federal Government (NRAS). • 25 are retained by CEHL and are co-operatively managed • 6 disability adapted housing with an on-site 24/7 support worker were purchased by Summer Foundation and Transport Accident Commission (TAC) • 28 privately owned
	Location: 205 Gipps St Abbotsford VIC 3067			
<b>Driver Affordable Housing Project</b>				
20	Developer: Venture Housing Company Limited	Affordable Housing: • Sustainable community - Grouped living model centred around a community garden	• Not-for-profit • Joint Venture • Subsidized Housing • Subsidised Funding	• Venture has secured the 20 dwellings under the Commonwealth Government's National Rental Affordability Scheme which is available to individuals and households of low to moderate incomes • Venture's fundamental aim is to ensure that households do not pay more than 35% of gross income. This would represent approximately 55%-73% of prevailing market rental levels, with discounted rentals ranging from \$267-\$356 per week.
	Location: 59 Driver Avenue, Driver 0830 NT			

Target Demographic	Product Type	Key Events/Attributes
<ul style="list-style-type: none"> <li>• First home-buyers</li> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> </ul>	<p>14 dwellings in total</p> <ul style="list-style-type: none"> <li>• 12x2 storey – 2-bedroom Terrace</li> <li>• 2x2-bedroom, over garage ‘Loft’ Apartments</li> </ul>	<ul style="list-style-type: none"> <li>• St Clair Unity Terraces provide accommodation for tenants who would otherwise not be able to afford to live at St Clair.</li> <li>• Climate responsive layout integrates solar passive design principles to ensure natural light and cross ventilation</li> <li>• Use of colour to differentiate the individual dwellings from one another to some degree.</li> <li>• In proximity to services, transport and shopping</li> <li>• Self-contained dwellings without the need for communal facilities</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Smaller or emerging families</li> <li>• Social Housing</li> <li>• Public housing tenants</li> </ul>	<p>Pre-constructed Apartments (20 in total)</p> <ul style="list-style-type: none"> <li>• 1-Bedroom</li> </ul>	
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Smaller or emerging families</li> <li>• Social Housing</li> </ul>	<p>Apartments (59 in total)</p> <ul style="list-style-type: none"> <li>• 16x1-bedroom</li> <li>• 43x2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• A model for providing social housing in mixed tenure development</li> <li>• Disability support worker to be located on-site 24/7</li> </ul>
<ul style="list-style-type: none"> <li>• Smaller or emerging families</li> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Shared tenancies</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>20 Detached elevated and single storey dwellings</p> <ul style="list-style-type: none"> <li>• 2-Bedroom housing</li> </ul>	<ul style="list-style-type: none"> <li>• Communal garden for social interaction</li> <li>• Indistinguishable from surrounding properties</li> <li>• Accepted by the community</li> <li>• Financial partnerships enabled high quality-built form and architectural merit</li> </ul>

#	Project	Project Type	Delivery Model	Funding
<b>Bower Townhouse Development at Bells Reach</b>				
21	Developer: Stockland	Affordable Housing: • Freehold small lot housing	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Subsidized Housing</li> <li>• Subsidised Funding</li> </ul>	<ul style="list-style-type: none"> <li>• The Bower Homes qualified for the State Government's First Home Owner Grant, saving eligible buyers an extra \$10,000.</li> <li>• \$204,940 entry price made new home ownership a reality for those on annual household incomes of less than \$60,000.</li> <li>• Preference was given to owner-occupiers, and those who wanted to upgrade from caravan parks.</li> </ul>
	Location: Caloundra West QLD			
<b>Town Life Living @ Playford Alive</b>				
22	Developer: Renewal SA & Rivergum Homes	Affordable Housing • Small lot Housing	<ul style="list-style-type: none"> <li>• Joint Venture</li> <li>• Subsidized Housing</li> </ul>	<ul style="list-style-type: none"> <li>• Renewal SA funded all civil construction, infrastructure works and public realm landscaping</li> <li>• Purchasers sign a land contract with Renewal SA and a build contract with Rivergum Homes, with the purchasers 3rd party financiers funding the dwelling construction component.</li> </ul>
	Location: 36 Freeman Avenue, Munno Para, SA			
<b>Gen Y Demonstration Housing</b>				
23	Developer: Government of Western Australia land and development agency - Landcorp	Affordable Housing:  Multi-residential infill housing – micro-apartment building	<ul style="list-style-type: none"> <li>• Joint Venture</li> <li>• Housing Co-operative</li> <li>• Reduced land and Construction Costs</li> </ul>	N/A
	Location: Mouquet Vista, White Gum Valley, WA			
<b>The Commons</b>				
24	Developer: Small Giants	Sustainable multi-residential apartment building	<ul style="list-style-type: none"> <li>• For profit</li> <li>• Housing Co-operative</li> <li>• Reduced land and Construction Costs</li> </ul>	N/A
	Location: 7 Florence Street, Brunswick VIC 3056			

Target Demographic	Product Type	Key Events/Attributes
<ul style="list-style-type: none"> <li>• Smaller or emerging families</li> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Shared tenancies</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Terrace Homes (11 in total)</p> <ul style="list-style-type: none"> <li>• 2- bedroom double-storey</li> <li>• 3-bedroom double-storey</li> </ul>	<ul style="list-style-type: none"> <li>• Homes are visibly different, flexible living spaces and each has its own form</li> <li>• Optimal security within the estate through orientation and passive surveillance</li> <li>• Reduced costs through low maintenance and smaller housing sizes</li> <li>• In proximity to services, transport and shopping</li> <li>• Innovative approach to row housing on freehold title instead of community title.</li> </ul>
<ul style="list-style-type: none"> <li>• Singles</li> <li>• Young couples</li> <li>• Empty nesters/ downsizers</li> </ul>	<ul style="list-style-type: none"> <li>• Single storey dwellings</li> <li>• Double storey dwellings</li> </ul> <p>(65 in total in Stage 1)</p>	<ul style="list-style-type: none"> <li>• Smaller foot print reduces operating and maintenance costs</li> </ul>
<ul style="list-style-type: none"> <li>• Singles</li> <li>• Couples</li> <li>• First home-buyers</li> </ul>	<p>Apartments (3 in total)</p> <ul style="list-style-type: none"> <li>• 1-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Housing option suited the younger generation of homebuyers</li> <li>• Three adaptable self-contained apartments are arranged around a shared central courtyard and massed together to look more like a typical suburban home.</li> <li>• Climate responsive layout integrates solar passive design principles to ensure natural light and cross ventilation to each apartment</li> </ul>
<ul style="list-style-type: none"> <li>• First home-buyers</li> <li>• Medium-high income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Apartments (24 in total)</p> <ul style="list-style-type: none"> <li>• 1-bedroom</li> <li>• 2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Functional and social success of the project hinges on the use of communal spaces (including a rooftop garden, water collection, hydronic heating, PV array and laundry)</li> <li>• Concept of sustainability and architectural quality is what draws buyers and sells.</li> <li>• Understanding that part of purchasing a house is also about living costs in the long term</li> </ul>

#	Project	Project Type	Delivery Model	Funding
<b>Nightingale 1</b>				
25	Developer: Nightingale Housing	Multi-residential apartments	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Housing Co-operative</li> <li>• Reduced land and Construction Costs</li> </ul>	<ul style="list-style-type: none"> <li>• No funding</li> <li>• The Nightingale financial model uses a system of small ethical investors who take a maximum of 15 per cent. This financing model frees up the architects to focus on sustainable and good quality design, rather than what might make the highest short term financial return</li> </ul>
	Location: 1/6 Florence St, Brunswick VIC 3056	Affordable Housing using the Nightingale Housing Model		
<b>Affordable Eco-Housing</b>				
26	Developer: Adelaide City Council and State Government	Affordable Housing: Sustainable Multi-residential apartments	<ul style="list-style-type: none"> <li>• Council as developer</li> <li>• Subsidized Housing</li> <li>• Subsidized Funding</li> <li>• Reduced land and Construction Costs</li> </ul>	Various public-private partnership arrangements Six of the units sold promptly on the open market, with the remainder rented through the National Rental Affordability Scheme.
	Location: Whitmore Square, Adelaide, SA			
<b>Christie Walk</b>				
27	Developer: Urban Ecology Australia	Community driven-demonstration Eco-Village	<ul style="list-style-type: none"> <li>• Sweat equity</li> <li>• Housing Co-operative</li> <li>• Reduced land and Construction Costs</li> </ul>	Cooperative project that capitalised on a niche market and received no financial contribution from government.
	Location: 105 Sturt St, Adelaide SA 5000			
<b>Regent Park</b>				
28	Developer: Wellington City Council (WCC)	Social Housing Development	<ul style="list-style-type: none"> <li>• Council as developer</li> <li>• Subsidized Housing</li> <li>• Subsidized Funding</li> </ul>	Council Housing – All tenants must have low income and assets to be eligible for a Council City Housing property
	Location: Newtown, Wellington NZ			
<b>Tiny Houses</b>				
29	Developer: Cass Community Social Services (CCSS)	Housing for the low-income such as the homeless, senior citizens, college students and Cass staff members	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Rent to own</li> <li>• Reduced land and Construction Costs</li> </ul>	Facilitates a rent-to-own model, where tenants graduate from a rental lease to a land contract, with full ownership rights after seven years.
	Location: 1564 Elmhurst St, Detroit, MI 48206, USA			

Target Demographic	Product Type	Key Events/Attributes
<ul style="list-style-type: none"> <li>• First home-buyers</li> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Apartments (20 in total)</p> <ul style="list-style-type: none"> <li>• 1-bedroom</li> <li>• 2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic savings in construction costs (no air conditioning, no basement car park, single bathrooms and communal laundry)</li> <li>• Follows basic passive environmental design principles (double glazing, designing to admit or exclude sunlight according to season) apartments could be cheaper to buy and to run, more sustainable, with a high level of spatial and design quality</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Apartments (26 in total)</p> <ul style="list-style-type: none"> <li>• 2 x1-bedroom</li> <li>• 24 x2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Climate responsive layout integrates solar passive design principles to ensure natural light and cross ventilation to each apartment</li> <li>• Establishes a clear model for providing social housing in mixed tenure development into the future.</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<ul style="list-style-type: none"> <li>• 3-storey block of 6 apartments</li> <li>• 4 three storey town houses</li> <li>• 4 detached cottages</li> <li>• 5-storey apartment block</li> </ul>	<ul style="list-style-type: none"> <li>• Cooperative development model created a community, not just a series of buildings through shared spaces, such as the roof garden to promote interaction and community cohesion attracting interest and potential buyers.</li> <li>• Communal garden improves security, a social resource and produces food on-site.</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<ul style="list-style-type: none"> <li>• (18) Apartments 2-bedroom</li> <li>• (4) Terraced housing 4-bedroom</li> <li>• (5) Single storey dwellings 3-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Arranged around a central common space.</li> <li>• Encourages community development.</li> </ul>
<p>Houses targets low-income households</p>	<p>Tiny Houses (25 in total)</p> <ul style="list-style-type: none"> <li>• 250-400 square feet (23-37m<sup>2</sup>)</li> <li>• (30 x 100 feet)</li> <li>• lot size 280m<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Transforms homeless into homeowners;</li> <li>• Achieves density to an area that has vacant lots and abandoned houses; and</li> <li>• Creates inexpensive, environmentally friendly housing in the community.</li> <li>• In proximity to services, transport and shopping</li> </ul>

#	Project	Project Type	Delivery Model	Funding
<b>Rieselfeld</b>				
30	Developer: City of Freiburg	<ul style="list-style-type: none"> <li>Displays innovative ideas in low-energy housing and in car-free/parking-free living</li> <li>Environmental exemplar: self-styled as a 'sustainable model district'</li> </ul>	<ul style="list-style-type: none"> <li>Subsidized Housing</li> <li>Subsidized Funding</li> </ul>	The participation and community work process had the following budgetary support: <ul style="list-style-type: none"> <li>Government of Freiburg: U.S.\$200,000</li> <li>German Environment Foundation (Deutsche Bundesstiftung Umwelt, DBU): U.S.\$200,000 (1996-2002)</li> <li>European Union LIFE Programme: U.S.\$700,000 (1997-1999)</li> <li>Donations from partners: U.S.\$10,000 a year</li> </ul>
	Location: Rieselfeld, Freiburg, Germany			
<b>JBJ Soul Homes</b>				
31	Developer: Project HOME	Permanent Supportive Housing	<ul style="list-style-type: none"> <li>Not-for-profit</li> <li>Subsidized Housing</li> <li>Subsidized Rental</li> </ul>	Funded through Low Income Housing Tax Credits, public donations and private equity: <ul style="list-style-type: none"> <li>Private funding from the JBJ Soul Foundation, Leigh and John Middleton, and Elizabeth Moran.</li> <li>Public funding from US Department of Housing and Urban Development (HUD) and the City of Philadelphia.</li> </ul>
	Location: 1415 Fairmount Avenue, Philadelphia, USA 19130			
<b>Paseo Verde Apartments</b>				
32	Developer: Asociación Puertorriqueños en Marcha for Everyone (APM) and Jonathan Rose Companies	Mixed-Use development	<ul style="list-style-type: none"> <li>Not-for-profit</li> <li>Joint Venture</li> <li>Subsidized Housing</li> <li>Subsidized Rental</li> </ul>	N/A
	Location: 1950 N 9th St, Philadelphia, PA 19122, USA			
<b>Five88</b>				
33	Developer: Related Companies of California, LLC and Chinatown Community Development Corporation	Affordable Housing: Permanent Rental & Family Housing 588 Mission Bay Boulevard North is a mixed-use, transit-oriented, affordable housing development	<ul style="list-style-type: none"> <li>Not-for-profit</li> <li>Joint Venture</li> <li>Subsidized Housing</li> <li>Subsidized Rental</li> </ul>	N/A
	Location: 588 Mission Bay Boulevard North, Mission Bay South 7 West, San Francisco, USA			

Target Demographic	Product Type	Key Events/Attributes
<p>Housing types suitable for all stages of life:</p> <ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Medium – high income</li> </ul>	<p>Apartments (Approx. 4,200 in total)</p> <ul style="list-style-type: none"> <li>• 3-5 storey buildings (high-density)</li> </ul>	<ul style="list-style-type: none"> <li>• The design and the social infrastructure was the result of widespread early public consultation</li> <li>• Rieselfeld have high proportions of residents who are less likely to be car owners. Priority for the social use of street space has created a child-friendly environment, which draws families.</li> <li>• 30% of Rieselfeld’s homes are for social housing with a combination of privately financed and subsidised housing construction</li> </ul>
<ul style="list-style-type: none"> <li>• Permanent Supportive Housing</li> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Apartments (55 in total)</p> <ul style="list-style-type: none"> <li>• 47 x Studios apartments</li> <li>• 8 x1-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Showcases a highly integrated model of permanent supportive housing and affordable housing apartments</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Apartments (120 in total)</p> <ul style="list-style-type: none"> <li>• 1-bedroom</li> <li>• 2-bedroom</li> <li>• 3-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>• Creates a housing mix that supports economic diversity</li> <li>• Maximises development near a key transit location</li> <li>• Incorporates energy-efficient and green building technology</li> <li>• Connects an ethnically diverse, low-income neighbourhood to the adjacent train station and to Temple University.</li> </ul>
<ul style="list-style-type: none"> <li>• Low-medium income</li> <li>• Young couples</li> <li>• Smaller or emerging families</li> <li>• Empty nesters/ downsizers</li> </ul>	<p>Apartments</p> <ul style="list-style-type: none"> <li>• 1 bedroom – 551 square feet</li> <li>• 2-bedroom – 803-856 square feet</li> </ul>	<ul style="list-style-type: none"> <li>• Five 88 is another step towards reaching Mayor Lee’s goal to provide 10,000 affordable homes in the City by 2020, and the apartments are in close proximity to recreational facilities, public transportation, and hospitals.</li> </ul>



#	Project	Project Type	Delivery Model	Funding
<b>Vic Roads Launch Housing</b>				
34	Developer: VicRoads, Launch Housing, Department of Health & Human Services and Schores Projects	Housing for homeless and low income	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Joint Venture</li> <li>• Manufactured Home</li> <li>• Reduced land and Construction Costs</li> </ul>	Funded by a \$4 million donation from businessmen and brothers Brad and Geoff Harris
	Location: Ballarat Road, Footscray and Maidstone, VIC			
<b>Coburg Townhouses</b>				
35	Developer: Women's Property Initiatives (WPI)	Affordable housing for women with low incomes in Coburg	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Subsidized Housing</li> <li>• Subsidized Funding</li> <li>• Reduced land and Construction Costs</li> </ul>	<ul style="list-style-type: none"> <li>• WPI secured the surplus land from Moreland City Council with philanthropic funding.</li> <li>• \$1.6 million Labor Government contribution towards the construction of Women's Property Initiatives (WPI) units.</li> </ul>
	Location: 29 Reynard St, Coburg VIC			
<b>Harts Landing</b>				
36	Developer: PAYCE (profit) and Evolve Housing	Housing Co-operative/ Affordable Housing/ integrated housing development	<ul style="list-style-type: none"> <li>• Not-for-profit</li> <li>• Joint Venture</li> <li>• Subsidized Housing</li> <li>• Subsidized Funding</li> </ul>	<ul style="list-style-type: none"> <li>• Evolve housing purchased the site from the Government for about 30% below the market value.</li> <li>• Special Purpose Vehicle (SPV) established between Evolve and Payce to define risk and reward.</li> </ul>
	Location: 1-39 Lord Sheffield Circuit, Penrith NSW			

Target Demographic	Product Type	Key Events/Attributes
<ul style="list-style-type: none"> <li>Singles</li> <li>Homeless</li> <li>Low-medium income women</li> </ul>	Manufactured Tiny Houses (57 in total) <ul style="list-style-type: none"> <li>Studio sized units - detached housing</li> </ul>	<ul style="list-style-type: none"> <li>Architecturally designed for singles or couples</li> <li>Can be installed on-site in one day after being fabricated in a factory environment.</li> <li>The modular unit is constructed in way that a truck could relocate it.</li> <li>Creates inexpensive, environmentally friendly housing in the community.</li> </ul>
<ul style="list-style-type: none"> <li>Low-medium income women and women with children</li> </ul>	Townhouses (7 in total) <ul style="list-style-type: none"> <li>5x 1-bedroom</li> <li>2x 2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>Sustainably designed to reduce energy and water consumption</li> <li>In proximity to services, transport and shopping</li> <li>Change the future for women facing homelessness by providing permanent and affordable homes and access to support networks and ongoing advocacy.</li> </ul>
Housing types suitable for all stages of life: <ul style="list-style-type: none"> <li>Low-medium income</li> <li>Medium – high income</li> </ul>	Apartments (268 in total) <ul style="list-style-type: none"> <li>1-bedroom</li> <li>2-bedroom</li> </ul>	<ul style="list-style-type: none"> <li>Showcases an example of how a community housing provider and property development company with the support of the government can partner to grow the supply of appropriate and affordable housing.</li> <li>In proximity to services, transport and shopping</li> <li>124 apartments being affordable, 10 being social housing dwellings and 134 private market dwellings.</li> </ul>

**Consultation Activities**

The consultants have contacted a number of operators in the fields of affordable, low cost, and special needs housing to complement the secondary research and consultant knowledge and experience in these fields.

Key individuals and groups contacted include the following:

- Maria Palumbo (Junction Housing)
- Warren Harris (Pradella/Blue Care)
- Andrea Galloway (Evolve Housing)
- Andrew Goelst (Catholic Care)
- Gary Storkey (Formerly Homestart, Formerly Community Housing Ltd, now Chair, Housing SA)
- Gayle Dunnet, Joe Capozza, Ben Moore, and Michelle Gegotwher (Anglicare)
- Egenia Tsoukis (Australian Migrant Resource Centre)
- Megan Hill (Multi Cultural Communities Council SA)
- Edith Mayer (Development Manager, Housing SA)
- Ben Sarre (Habitat for Humanity)
- Vere Longmore (Launch Housing)

In addition, we attended the Affordable Housing Development Summit in Melbourne on 29-30 August 2018, which provided further relevant information from a wide range of speakers.

We have not sought to identify the individual groups with the specific comments they have made in order to protect the confidentiality of some of the information provided by these groups. That said, those comments have been evaluated and are embedded, where appropriate, in the wider commentary of this report.

Some of the key comments made include the following:

- Likely to be Community Housing Providers (CHP) interest in the southern suburbs of Salisbury, including the take-over of Housing SA stock;
- Special Purpose Vehicles (SPV's) provide for the differing roles of different players. For example, Council puts in its land as a basis for a share of the equity in a project. Useful mechanism where the return will be via long-term rental;
- Shared equity of 30% (or more) can provide a material difference to the range of potential housing market participants;
- Super funds are increasingly aware of their responsibility to invest in the social infrastructure of Australia and are willing to accept lower yields (say 4%) which makes them a potential player in larger affordable housing delivery projects (especially via a CHP that provides the head lease over, say, 2000 dwellings);
- CHP's are seeking discounted land (via State/Council/Churches/philanthropy/etc), combined with grants, GST and other exemptions, and Commonwealth Rental Assistance to create a viable operation in affordable housing rental;
- CHP's typically rent at 74.9% of market rate to achieve funding support;
- CHP's often seek to sell up to 20% of the housing stock to generate capital to cover project delivery costs. Typically, the uplift in density delivers the extra housing stock to maintain rental housing stocks;



- State housing transfers to CHP’s usually include a financial contribution by the State to bridge the operational cost gap;
- National Housing Finance and Investment Corporation (NHFIC) established to provide cheap funds for CHP’s;
- Partnerships between CHP’s and developers delivering significant affordable housing are likely targets for NHFIC lending;
- Reduce lending in near term by traditional banks – capacity to borrow diminished by 40% by recent bank lending criteria tightening;
- Is NHFIC weighing into structural reform required to address why housing is so expensive:
  - » Land supply
  - » Zoning restrictions
  - » Contribution
- Barriers to affordable housing:
  - » Land;
  - » Regulation;
  - » Taxes and charges;
  - » Cost of construction; and
  - » Household income
- The biggest barriers to affordable housing:
  - » Lack of long term vision;
  - » Stable, whole of system policy framework;
  - » Imagination; and
  - » Finance.
- Solutions:
  - » Private capital to support long term supply of affordable housing;
  - » Government support to attract cost-effective private capital and reduce direct call on taxpayer funds;
  - » Tax incentives, grants, guarantees, regulatory framework, good delivery system;
  - » Governments support revenue streams via welfare payments to tenants/other payment programs;
  - » Unlock supply;
  - » Create the right incentives for private investment;
  - » Improve outcomes for those most in need;
  - » Look at a land lease model (to NFP’s) to address concern re: loss of public land;
  - » Shuffle land with State Government to get good outcomes – consolidate, create usable parcels;
  - » Shift to CHP’s who then gets access to Commonwealth Rental assistance;
  - » 75,000 houses per annum required Australia wide for low income household for next 10 years;
  - » Many renters prefer paying 100% of a social housing cost over paying 75% of a market rental because of the long-term security of tenure provided by social housing’
  - » Savings per annum in energy costs can be significant, therefore design these outcomes at the beginning;
  - » Local Government role:
    - Local housing strategies to protect existing low-cost housing stock;
    - Land use policies to support affordable housing;
    - Land suitable for affordable housing;
    - Local Government as an equity partner in developments with community housing; and
    - Rate concessions to affordable housing.
    - Lazy land should be targeted. Many property rich entities have land assets that are not being suitably utilised;
    - More small houses in affordable locations required to meet low cost rental market and changing demographic;
    - Preference for two-bedroom, two-bathroom product for private rental; and
    - Preference for two-bedrooms over single-bedroom products for all, but acknowledging the role of smaller units, especially for the elderly.



**Research Findings Summary - Key Opportunities for Council**

The research findings identified the following key opportunities that Council should consider when delivering affordable/low cost housing:

- The co-housing model can be applicable to aged care and student accommodation which provides an innovative response to housing for those with disabilities and who need affordable accommodation. This is a model that Council could encourage through the provision of an individual site to a special needs provider at a discounted price.
- Council should consider capturing/directing various funding initiatives, policies and schemes at local, State and Commonwealth level towards community housing providers in Salisbury. Alignment of funds and support can improve the performance of Council projects.
- Affordability can be achieved through various approaches (as demonstrated in Greendragon Crescent Adaptable Housing)
  - » Each studio is affordable to rent - tenants pay 25% of their income plus rent assistance;
  - » Affordable for the operators - able to receive four sets of rent from one house; and
  - » Affordable to construct - building four accommodation units for the price of a large house.
- Council should consider providing a niche market for people aged over 50s via a manufactured home park where purchasers are able to reduce cost of living without a compromise on the quality of the home, improve their social life, health and wellbeing through an integrated community.
- High demand for residential properties within a high-quality master-planned estate may potentially result in higher rentals/house prices within the immediate locality of the estate.
- The Bonnyrigg Living Communities Project showcases a strong culturally diverse community. The City of Salisbury has a high number of international migrants. The potential to add well-maintained temples may add diversity, bring more people in and provide a way to profile market the city. This may provide a positive approach to all the varying cultures and nationalities.
- Developing a diverse range of housing choices and producing the right mix that meets the needs of residents is crucial. The City of Salisbury should recognise the likely demographics of potential house purchasers. This would maintain and ensure sales and sales budget contribute to the delivery of a vibrant cultural community.
- Council should explore highly innovative, 'green' living and sustainable design to support affordable housing, including, the use of a small allotment.
- A key strategy and aim for the City of Salisbury should be to deliver diverse yet cohesive housing products that can adapt to changing housing needs and formations. The opportunity exists to replicate and/or adapt the mews housing and manor housing formats for use in the City of Salisbury.
- The City of Salisbury should collaborate with various aged care facility providers and the government to achieve a diverse and sustainable community.
- Key considerations the City of Salisbury should take into consideration to ensure ongoing affordability lies within:
  - » High quality design to create sustainable, liveable, resilient communities;
  - » Adaptable and flexible in layout to accommodate changing circumstances or occupiers in the future;
  - » Reduction of ongoing maintenance;



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- » Sales acceptance;
  - » Maximising site density and exploring a smaller footprint;
  - » Proximity to transport, jobs and services,
  - » Sustainability design features to reduce energy cost such as ensuring internal facilities and fittings are energy efficient, development orientated and designed to maximise sunlight, natural light and natural ventilation; and
  - » Ensuring a smooth and simple process for buyers.
- Living Space incorporates several affordable housing programs and opportunities in one development including:
    - » Shared home ownership schemes;
    - » Private home ownership;
    - » Affordable rental schemes;
    - » Social rental schemes; and
    - » Commercial rental.
- The integration of social and affordable housing options appealed to a range of buyers, a range of tenants and can be self-sustaining through a combination of private sales and various forms of rental income. This is a funding mechanism that the City of Salisbury should examine.
- Manufactured and Prefabricated Housing potentially delivers a lower cost of construction and avoids having to purchase a site providing a competitive price point for residential purchasers. The strict design guidelines and quality outcome is more cost competitive than most 'for profit' delivery formats. This approach involves long-term management obligation which suggests that Council might take a passive role (e.g. supply of land) to facilitate this form of development. This would involve approaches to quality credentialled, experienced operators of similar facilities.
  - Developments should be of high quality and sit in the surrounding community in a manner that is indistinguishable from the wider housing market.
  - Council should recognise opportunities to minimise car parking provisions for selected tenant groups.
  - Opportunities could be investigated for the repurposing of surplus Council and State land.
  - The utilisation of market housing to fund social housing in one project development is a financial imperative. The integration of disability units eliminates any sense of institutionalisation. The use of for market funds to contribute to the social housing outcome is a worthy of consideration by the City of Salisbury. De-institutionalisation is a worthy pursuit.
  - Developments should consider safety. The City of Salisbury should utilise well-designed new development to address safety issues.
- Council could undertake a design competition (show innovation design through demonstration projects) to generate ideas and interest.
  - Council should investigate design inclusions to reduce living costs as the concept of sustainability and architectural quality draws buyers and sells products.
  - Tiny Houses represent the next step on from small lot housing. While the Australian interpretation is likely to be different to that of the tiny house in Detroit, the notion of a tiny dwelling footprint has merit and could provide a quantum reduction in housing costs. Council could investigate the design and potential to deliver a small footprint, single storey dwelling without dedicated car parking. A second format could be a smaller contemporary version of the '6 pack apartment'. These small cluster housing will need to be close to transport and services.
  - Positive outcomes have been established through partnerships. Council should consider more partnerships to increase and improve supply of diverse affordable housing.
  - Schored Projects' Coburg Townhouses sets a new benchmark for community housing for women. The site was donated by Moreland Council and Council could consider donating sites in special circumstances.



### Delivery, Ownership, Funding and Management Models

The research undertaken has identified a number of delivery, ownership, funding and management models. These are outlined in the following paragraphs, including observations regarding their applicability as mechanisms for Council involvement in the delivery of low cost housing.

#### Not for Profit

This category is potentially broad in that not for profit entities can partake in a range of delivery methods that are discussed under a range of headings within this section of the report.

However, within this discussion, not for profit refers to the delivery of affordable and low cost housing by organisations that do not generate profits for shareholders or for Government and as a consequence of avoiding the payment of dividends, together with their tax free status, notionally have additional funds (or lower costs) available to facilitate the delivery of more affordable housing products to, often, a selected element of the market. This lower cost regime advantage is then enhanced by accessing State and Federal grants, accessing discounted land, taking over poorly managed housing stock, sometimes with significant cash incentives etc.

Not for profit groups are typically long-term holders of property, either via ownership or long-term lease and, in turn, provide a sense of long term security for tenants through their charitable/benevolent charter or directly through the nature of their tenancy agreement arrangements.

While Council could conceivably qualify as a not for profit group in its own right, the more likely opportunity is for Council to partner with not-for-profit groups whose whole reason for being is to provide low cost housing to selected groups. Council could provide land for sale at a discounted price to such providers in return for achievement of a range of agreed outcomes. More likely, and potentially acceptable to those non-for-profit groups, is the offer of a low-cost long-term lease over surplus land which the not for profit group would then develop and manage for the benefit of a selected tenant group.

Ideally, these projects would have a scale which warranted the required investment of time, management and funds and delivered economies of scale in both initial delivery and outgoing operations.

#### Partnership

Partnership models can also be very broad, both in the range of partnering opportunities and in the structuring of the partnership itself. Logically, partnering is likely to be of greatest benefit where entities with complementary skill sets and capabilities come together. Partnering may be with "for profit" and/or "not for profit" groups and it appears that Council already has some experience in partnering with both broad types of housing providers.

Council's advantages are in its land resource, its ability to hold land without holding charges, its large balance sheet and its at least theoretical ability to fund significant cash outflows early in a project at a low (or no) borrowing cost. It also has

the ability to attract grants and other incentives which are typically not available to the private 'for profit' sector.

On the other hand, Councils are not typically nimble in responding to the need for timely, market driven decision making and are sometimes prone to pursuing political outcomes rather than pragmatic outcomes and typically do not have the intimate knowledge of particular sectors of the housing market that entities who do nothing but deliver and manage housing in those particular markets should have.

That said, the City of Salisbury is probably better equipped than most Councils to operate in these areas.

Councils are not typically expert in the long-term management of housing and residential tenants, albeit they do manage land and building assets and community groups etc.

In the private sector, medium scaled land and housing builders without access to a reasonable land bank are likely to be attracted to Council partnerships. In the not-for-profit sector, Council's land supply is also likely to be an attraction, but for many it needs to be a moderate to heavily discounted land supply to be of any interest or attraction. Land for long term lease, could also be attractive to large and small not-for-profit groups and special needs groups. Council could take a shared equity position in projects through its provision of land.

Private builders and developers will typically bring commercial pragmatism, market knowledge and product delivery to a partnership. Large not-for-profit groups will also bring targeted market understanding, commercial acumen, delivery and long-term management skills, whilst special needs groups, housing co-operatives and similar groups can deliver niche housing products, often at a smaller scale and manage them through sweat equity.

The not-for-profit sector typically has access to grants, funding schemes, rental assistance and/or tax exemption status that can improve the performance of projects that are not commercial in their intent.

There are different partnering choices that will fit specific development, delivery or management models.

The de-risking of a project by Council bringing land to the partnership and holding that land during the design and approval phase at little or no cost to the project, has a real value to a partner which can be ascribed a monetary value in the partnership arrangement or can be used to deliver more affordable housing outcomes (or an on-going ownership by Council in a development scheme).

#### Joint Venture

A joint venture is a subset of the partnering model where the involved entities agree to take a shared responsibility (not necessarily an even share) for the risk, management and delivery of a project in return for a proportional share of the project returns (or losses) which reflects their proportional inputs (which could be land, building, labour or intellect).

While this may be a difficult model to make work between entities that are driven by different imperatives, it does raise the spectre of Council potentially seeking an upside from

# HOLMES DYER

“for profit” partners who make super profits from their involvement in Council projects. Typically, a joint venture will ascribe a value to the de-risking of the project as one of Councils contributions to the financial performance of the project. This would then be reflected in the Council’s proportional share of the return generated by the project.

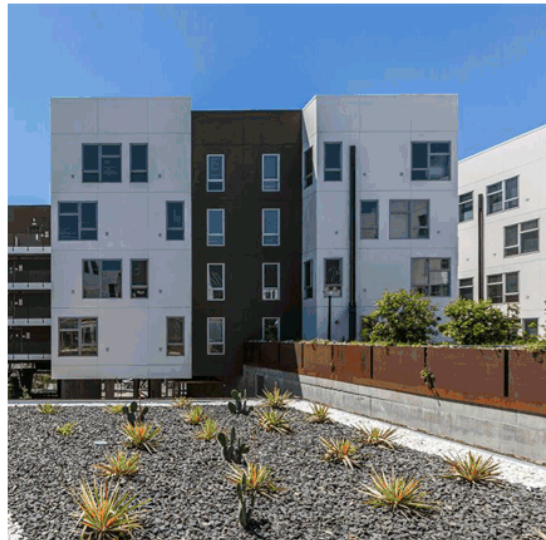
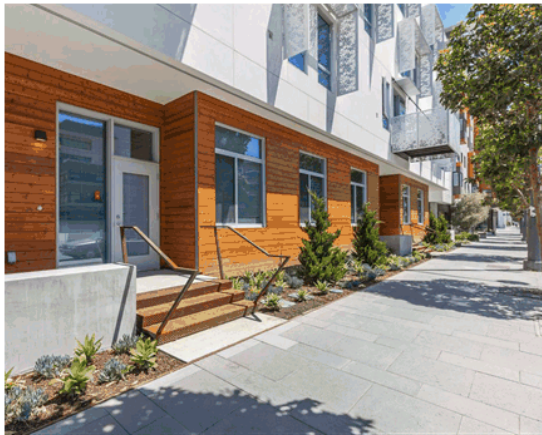
### Special Purpose Vehicle

A special purpose vehicle (SPV) might be utilised as part of a joint venture between parties so as to, firstly, define the operational characteristics of the parties (for example, council might create a wholly owned subsidiary that operates in a carefully defined manner which is distinct from the operational procedures for Council as a whole), secondly, defines the risk and reward requirements of each party, thirdly, provides an “arm’s length” entity through which Council can operate as a genuine joint venture partner and, fourthly, provides a suitable vehicle to maintain long term ownership of rental properties, hold ground leases, or maintain shared equity in housing purchased by third parties.

### Shared Equity

Shared equity models involve Council (or a financial institution) maintaining a partial ownership of the house and land product, thereby reducing the cost of ownership for a purchaser, with Council (or the financial institution) receiving a proportional share of the proceeds from the eventual sale of the property, including a proportional share in any uplift in the value of the property over the time it holds as shared equity. The process can be repeated with subsequent purchasers or Council can ‘cash out’ at the time of the first resale.

The model is particularly helpful in first home buyers being able to enter the housing market and thereby access possible value uplift in their property which would not occur in a rental situation. However, the model is perceived by some as being messy or complicated and many purchasers would ideally stretch themselves financially to avoid entering into such an agreement. Its value, therefore, might be greatest where the equity retained by Council is substantial (eg 30% or more) which then targets a market that is otherwise far removed from home ownership.





### Housing Co-Operative

Housing cooperatives are typically formalised entities where a like-minded grouping of households build a community of housing in a manner that is more efficient than building individually. The members of the cooperative may have a range of skill sets that help to offset delivery costs, may access low cost or donated land (particular if the housing cooperative is serving a special needs group), or may benefit from a more cost-effective use of land through the sharing of certain facilities (especially garden areas, laundry, and car parking).

Housing co-operatives are often very successful at the time of initiation but the passion for, and commitment to the co-operative often waivers as properties change hands over time and the new residents are not "invested" in the performance of the co-operative in the same way the original residents were.

Council's involvement with this sector would logically focus upon assistance to special needs groups through access to subsidized land.

### Rent to Own

This model provides the opportunity for households to enter the housing market as renters and progressively build up equity in the dwelling through those rental payments, eventually owning a portion or all of the property. This model includes partial ownership/partial rental at the outset, with a view to ultimately achieving total ownership at the end of a period of rental. The model typically relies upon subsidies from the primary provider and upon a sharing in uplift in property value over time. This is a model better delivered by not-for-profit groups.

### Subsidised Housing

A range of housing subsidies are potentially available to reduce the cost of entry for home ownership or to reduce recurrent rental costs to tenants. These subsidies include

grants from Federal, State or local Government towards capital expenditure (e.g. HAF) discounted land values to reduce purchase or rental costs, schemes that provide a financial underpinning to private sector investment in rental housing (e.g. NRAS), Commonwealth rental assistance, access to low cost housing loans (e.g. Homestart) removal of property transaction or holding costs such as stamp duty or land tax and policy decisions by State Governments pertaining to the ownership, management, transfer and/or subsidisation of social housing stocks through not-for-profit providers and/or stock leveraging programs that require the delivery of additional affordable housing stock in return for access to existing housing and/or surplus land stocks.

This is not meant to be an exhaustive summary of the grants and subsidiaries potentially available to Council or its potential delivery partners, but merely highlights the type of opportunities that could be available for consideration and application.

What is clear is that these subsidies need to be substantial in order to be meaningful and that in terms of delivering low cost housing options, it is typically more useful to concentrate larger subsidies on fewer properties and have a meaningful impact upon the viability of affordable housing delivery for those targeted properties rather than spreading a small discount across multiple properties. (That said, there is definitely a role for finance subsidiaries and rental subsidiaries that help expand the overall pool of purchasers or investors in the market.)

From a Council perspective, the significant discounting of selected land holdings for targeted outcomes is likely to be of greater benefit than delivering a "for market" product marginally under the prevailing market value. It is better to deliver market prices (and not distort the market in the process) and then choose to apply the proceeds to the achievement of genuine affordability in selected locations or on specific sites.



Reduced Housing Construction and Land Costs

This opportunity is relatively well developed in South Australia, with small lot housing providing for reductions in housing purchase costs through the cost reductions achieved in delivering smaller housing footprints on smaller land parcels. Overseas, the tiny housing movement is based on the same principle, notably that it costs less to deliver a small house than it does to deliver a large house.

It should be recognised that it is not a constant relationship between land size and house size and cost of delivery. Both land and housing development involves a number of basic components and contributions that do not vary (or vary only marginally) between the delivery of a small or large house and land package. Nevertheless, this is one of the more significant impacts on housing affordability available to the market and warrants continued support and further evolutions, particularly in development of design efficiencies, multiple use of spaces, reduced car parking needs etc.

Use of cost effective materials and cost-effective construction techniques provide a further opportunity for cost management. The use of light weight building materials, such as hebel, which are quick and easy to use, the use of factory produced modules (especially kitchens and bathrooms), the utilisation of modular housing and manufactured or kit homes all deliver cost savings that can translate into lower purchase or rental costs.



More competition among builders in this market, increase in the scale of the market and greater standardisation could also drive down costs. Reduction of some of the fixed costs could also be considered for affordable/low cost housing. For example, at a Council level, open space contributions could be waived for low cost housing. At a State level, a shift to open space contributions based upon on area of land (e.g. per hectare) rather than per allotment could further encourage small lot housing and increase its competitiveness.

Some housing construction forms are more expensive than others. Detached dwellings on individual allotments with no zero lot lines and involving standard high-volume project home designs without variation, slope or non-standard founding conditions represent the most cost competitive forms for housing development (on a per square metre basis). Any variation from that base build is likely to cost more per square metre. Two storey construction is more expensive than single storey construction and multi-storey construction is more expensive again. Confined sites may introduce cost inefficiencies (unless the builder is also controlling adjacent sites). Complex building forms and non-standard design responses typically cost more. Hence, apartments are typically more expensive than detached dwellings to deliver. Where land costs are high, apartment costs can be justified, however, in lower cost environments, apartments need to be much smaller than an equivalent detached dwelling to be able to compete financially.

Council's delivery of detached housing lots and house and land packages in previous projects probably represents the most cost effective means of delivering affordable housing to the market. However, it should be recognised that some circumstances may dictate the delivery of alternative housing forms, even if they cost more on a per square metre basis.



### Tiny Homes

Tiny homes are a subset of the reduced housing cost model and can be delivered by the for-profit or not-for-profit sectors.

Given the well-developed small lot housing product development already occurring in Adelaide, the tiny housing product is likely to represent the next step in reduction of dwelling size to single bedroom dwellings or bedsits of, say, 25m<sup>2</sup> - 55m<sup>2</sup>, with no car parking. To date, the market has shunned one-bedroom product on the basis that provision of a second bedroom only marginally increases the cost of the dwelling but greatly increases its versatility. (One bedroom homes are typically unattractive to the investor market.) The need is to provide a quantum step down in cost to make this product worthwhile. Removal of car parking requirements would assist in binging the unit cost down substantially.

Many tiny home designs rely upon a sleeping platform accessed via a ladder. This design feature saves space but has limitations in the type of persons willing to occupy such a dwelling.

### Manufactured Home Parks

Manufactured home parks refer to a delivery mechanism that reduces the cost of land through the leasing or licencing of a housing site within an estate and the provision of a theoretically transportable dwelling on that site. The occupant purchases the home and can theoretically relocate it if they ever choose to move and leases the site upon which it is situated. The cost of home ownership is diminished by not having to purchase the site, this converting to a weekly rental (which often includes access to shared community and recreation facilities) and through the nature of construction of the dwelling itself.

Homes are typically not moved and are sold in situ to the next resident coming into the estate. While standards vary, the quality operators offer a housing product that is, in a practical sense, a permanent residence with little perceptible variation to a traditional home.

Manufactured home parks typically comprise more than 100 dwellings in order to justify the capital expense and operational costs of central shared community facilities. They are therefore usually 5 hectares or more in area.

The expertise required (and licence to operate) a Manufactured Home Park suggests that Council's involvement is likely to be limited to the provision of a suitably affordable site as a means of attracting this type of operator.



### Co-Housing

Co-housing refers to the colocation of a number of individual occupants within a single structure, often involving special needs groups and possibly providing accommodation for a live-in carer. The dwelling structure might contain a number of bedroom/bathroom pods where residents have privacy and then a shared kitchen/dining/living/laundry space is provided for use by all residents. This form of housing can be very cost efficient on a per resident basis.

Opportunities for Council involvement in this form of housing are likely to be through making available sites for special needs groups.

### Subsidised Funding

Subsidized funding is a broad category that might include the provision of a discounted site by Council or subsidies to investors through programs such as the now discontinued NRAS scheme but is specifically intended to include access to discounted finance (ie lower interest rate or waiving of deposit requirements) for persons/households who meet specific income criteria. Homestart is a provider of this type of package in South Australia.

These lenders are typically established by State Governments to help fund households into home ownership and tend to support households just on the margin of home ownership.

This is unlikely to be an area of direct Council involvement, albeit that many new home purchasers in Council projects may seek funding from Homestart and that Council might actively engage Homestart as a financier of choice for purchasers.

### Subsidised Rental

Subsidization of rentals is an area that State Governments provide through their social housing programs and are increasingly provided by not-for-profit groups who are either managing State assets on a long-term basis or are managing their own housing portfolio. Not-for-profit groups are typically subsidized via transfer of housing stock at no cost, cash payments by Government or access to free or cheap land, the cumulative effect of which is to be able to provide housing to its tenants at below market rental levels.

Direct rental subsidies are unlikely to be an area of Council involvement, albeit that Council may partner with a provider of subsidized rental housing.



### Build to Rent

Build to rent is essentially an asset class rather than an affordable housing delivery model. Indeed, as build to rent is typically a “for-profit” activity, it is the usual intention of the investor or investor group to maximise their profit by charging a full market rental.

Build to rent has attracted greater attention in Australia in the last 12 months because it is being promoted as an opportunity for involvement by major fund managers and for the delivery of large numbers of dwellings which are notionally ‘affordable’ by virtue of their rental at capitalization rates that are lower than mortgage rates.

Other countries (notably the US) have attractive tax concessions for investors that underpin affordable rental housing delivery. Those concessions are not currently available in Australia and accordingly, the ability to create a large scale residential rental asset class for major fund managers is uncertain. The expanding role of Super Funds and pressure that they invest in the social infrastructure of Australia could see this market sector expand. The CHP market is a large scale build to rent model.

It is noteworthy that Australia does have an active small-scale residential investor market, where individuals, private super funds and corporate entities hold, typically, a small number of rental properties and seek capital growth to offset the limited rental return on investment.

This market might typically purchase around 30% of the product generated in a housing estate similar to those developed by Salisbury Council. (The proportion will vary depending upon a range of factors.) This market sector provides an important housing choice which is significant for households that cannot afford a mortgage or cannot (or do not choose to) raise funds for a deposit to facilitate access to a mortgage.

### Sweat Equity

Sweat equity is a terminology used to describe the input of labour, skills and intellect into the delivery of housing by either/or both the beneficiaries of that housing and by volunteers, and thereby reducing the cost of delivery of that housing. Housing Co-operatives and smaller special needs groups often employ sweat equity. Council is unlikely to be a provider of sweat equity but may partner with housing groups who rely on sweat equity.

### Product Types, Construction Methods and Delivery Costs

The form of development can have a significant bearing on the cost of delivery of housing. As previously identified, the square metre construction cost of a basic project home is vastly different to the cost of complex multi-level apartment buildings, with the gap in values bridged by the typically smaller per unit size of floorspace and land take on a single apartment relative to a detached dwelling.

To provide more definition to these variations, we provide the following summary of costs for a range of dwelling types which have been taken directly from Rawlinsons Cost Handbook 2017.

*Table 70 Summary of costs for a range of dwelling types (Rawlinsons Cost Handbook 2017)*

Dwelling Type	Description	Cost per m <sup>2</sup> (+ GST)
Project Home	Basic standard brick veneer 120m <sup>2</sup> - 140m <sup>2</sup>	\$820 - \$885
	Medium standard brick veneer 120m <sup>2</sup> - 140m <sup>2</sup>	\$955 - \$1025
Individually Designed Homes	Medium standard brick veneer 150m <sup>2</sup> - 350m <sup>2</sup>	\$1130 - \$1215
Townhouse	Medium standard two storey	\$1440 - \$1555
Apartment	Basic standard three storey	\$1510 - \$1625
	Medium standard three storey	\$1670 - \$1800

Balconies are an additional cost typically borne by apartments. Rawlinsons Cost Handbook 2017 suggest a cost of around \$5500 - \$9150 for a 10m<sup>2</sup> balcony. Townhouses and individual dwellings have the ability to provide open space for a lower cost at ground level. Apartments also require internal circulation space which typically adds 15% to the net area of the apartments themselves.

The cost of car parking is also a significant factor in overall development costs, with Rawlinsons providing the following cost estimates for 2017.

*Table 71 Cost estimates for car parking 2017 (Rawlinsons Cost Handbook 2017)*

Car Park	Cost per m <sup>2</sup> (+ GST)	Cost per space (+ GST)
Open Lot	\$105 - \$115 <sup>1</sup>	\$2915 - \$3130
Carport	\$275 - \$295	\$4950 - \$5310 <sup>2</sup>
Brick Garage	\$640 - \$690	\$11520 - \$12420 <sup>2</sup>
Undercroft	\$615 - \$665	\$16910 - \$18290 <sup>2</sup>

Note: Open lot and undercroft car parking include manoeuvring space (27.5m<sup>2</sup>), whereas a carport and brick garage only include the area of the car park itself (18m<sup>2</sup>).

Reduction in car parking for occupants who do not have a vehicle can reduce the overall delivery cost of low cost housing very significantly (up to 15%).

Examples of minimum build costs for different housing options are contained in Table 72. Note that these figures exclude any allowance for profit, internal administration costs, design, approval and statutory costs, holding costs, and funding costs. They assume uncomplicated site conditions and minimum site dimensions. They allow for the delivery of a site but not a value for the land itself. They therefore represent the minimum estimated cost that Council could deliver the nominated housing product to the market. (We emphasise that we are not cost consultants and these figures should be verified by others.)

Table 73 provides market build costs for the same housing options, and include allowances for broad hectare land costs and increased allowances for profit and risk. (These figures should be verified by cost consultants.)

<sup>1</sup> Conversion from a cost per space

<sup>2</sup> Conversion from a cost per m<sup>2</sup>

Table 72 Estimated minimum costs to deliver alternative housing forms

Key Delivery Metric	Cost Estimate
Mews dwelling/tiny home <sup>3</sup> 1 bed 55m <sup>2</sup> x \$1500/m <sup>2</sup> + GST (over main garage, no car park, site area 10m <sup>2</sup> )	82,500
Site works	2,000
Site connection/creation (part of Strata)	15,000
Risk/contingency (10%)	9,950
Total ex GST	109,450
Total inc GST	120,395
Allowance	Say \$120K
Small lot home <sup>3</sup> 2 bed 80m <sup>2</sup> x \$1400/m <sup>2</sup> + GST (one garage, two storey, site area 67m <sup>2</sup> )	112,000
Garage and balcony	20,000
Site works	6,000
Site connection/creation (Torrens title)	25,000
Risk/contingency (10%)	16,300
Total ex GST	179,300
Total inc GST	197,230
Allowance	Say \$200K
Detached single storey dwelling <sup>3</sup> 3 bed 120m <sup>2</sup> x \$900/m <sup>2</sup> + GST (one storey, one carport, site area 270m <sup>2</sup> )	108,000
Site works (including carport)	20,000
Site connection/creation (Torrens title)	45,000
Risk/contingency (10%)	17,300
Total ex GST	190,300
Total inc GST	209,330
Allowance	Say \$210K
Tiny home <sup>3</sup> Bedsit 35m <sup>2</sup> x \$1600/m <sup>2</sup> + GST (one storey, no car park, site area 90m <sup>2</sup> )	56,000
Site works	10,000
Site connection/creation (part of Strata)	15,000
Risk/contingency (10%)	8,100
Total ex GST	89,100
Total inc GST	98,010
Allowance	Say \$100K
Apartment <sup>3</sup> 2 bed 75m <sup>2</sup> x \$1600/m <sup>2</sup> + GST (three storey building, one car park, site area 60m <sup>2</sup> )	120,000
Circulation/common space (15%)	18,000
Open lot car parking and balcony	10,000
Site connection/creation (part of Strata or no separate titling)	10,000
Site works	6,000
Risk/contingency (10%)	16,400
Total ex GST	180,400
Total inc GST	198,400
Allowance	Say \$200K

<sup>3</sup> Not to DDA standards

Table 73 Estimated market costs to deliver alternative housing forms

Key Delivery Metric	Cost Estimate
Mews dwelling/tiny home <sup>3</sup> 1 bed 55m <sup>2</sup> x \$1500/m <sup>2</sup> + GST (over main garage, no car park, site area 10m <sup>2</sup> )	82,500
Land/site works	3,200
Site connection/creation (part of Strata)	15,000
Profit/risk/contingency (20%)	20,150
Total ex GST	120,800
Total inc GST	132,900
Allowance	Say \$135K
Small lot home <sup>3</sup> 2 bed 80m <sup>2</sup> x \$1400/m <sup>2</sup> + GST (one garage, two storey, site area 67m <sup>2</sup> )	112,000
Garage and balcony	20,000
Land/site works	14,000
Site connection/creation (Torrens title)	25,000
Profit/risk/contingency (20%)	34,200
Total ex GST	205,200
Total inc GST	225,700
Allowance	Say \$225K
Detached single storey dwelling <sup>3</sup> 3 bed 120m <sup>2</sup> x \$900/m <sup>2</sup> + GST (one storey, one carport, site area 270m <sup>2</sup> )	108,000
Land/site works (including carport)	47,000
Site connection/creation (Torrens title)	45,000
Profit/risk/contingency (20%)	40,000
Total ex GST	240,000
Total inc GST	264,000
Allowance	Say \$265K
Tiny home <sup>3</sup> Bedsit 35m <sup>2</sup> x \$1600/m <sup>2</sup> + GST (one storey, no car park, site area 90m <sup>2</sup> )	56,000
Land/site works	21,000
Site connection/creation (part of Strata)	15,000
Profit/risk/contingency (20%)	18,400
Total ex GST	110,400
Total inc GST	121,400
Allowance	Say \$120K
Apartment <sup>3</sup> 2 bed 75m <sup>2</sup> x \$1600/m <sup>2</sup> + GST (three storey building, one car park, site area 60m <sup>2</sup> )	120,000
Circulation/common space (15%)	18,000
Open lot car parking and balcony	10,000
Site connection/creation (part of Strata or no separate titling)	10,000
Land/site works	12,000
Profit/risk/contingency (25%)	42,500
Total ex GST	212,500
Total inc GST	233,700
Allowance	Say \$235K

<sup>3</sup> Not to DDA standards

The following more specific comments are made regarding the applicability of various housing forms of low cost housing.

### Apartments

Apartments are typically the highest delivery cost per square metre and are generally found in high value locations where the extra building cost can be offset by the reduction in land take per apartment. They are also typically located in close proximity to services and facilities to take advantage of shops, transport and recreation facility access. Few locations in Salisbury can be expected to support this form of development. The town centre at Mawson Lakes, which provides a higher value location as well as a combination of services, employment, education, transport and public realm quality, delivers low rise apartment complexes. Most importantly, the high overseas student demographic in this location supports a housing format that specifically avoids any obligation to maintain private open space, which is generally not needed by predominantly single students who have no time and little inclination towards gardens. Increases in overseas student intakes by South Australian Universities could increase pressure for more density in this location.

Over time, the Salisbury City Centre can also expect to provide this form of housing, however, a considerable increase in land values, quality of environment and scarcity of affordable, accessible alternatives is required to underpin this shift. Heavily discounted land might attract special needs groups to build low rise apartments in the shorter term.

Ingle Farm District Centre and surrounds has long term potential but requires better transport links, greatly improved public realm, and creation of a more intensive, active urban form.

A new town centre on the Salt Pans at Dry Creek could potentially attract apartment living on a high-quality lakeside esplanade.

### Double Storey Housing

Two storey detached dwellings are a major growth typology around the country. The general reduction in the size of allotments has necessitated an increase in the proportion of two storey housing to achieve desired floorspaces. This has been translated into the more affordable small lot housing market, which is predominantly a two storey market and now includes three storey options.

The cost of two storey housing is typically more expensive than single storey housing but less than apartment building costs. Many suburbs can now afford two storey housing, particularly where planning controls are sufficiently flexible to facilitate allotments small enough to match the cost increase in building with the cost reduction in land.

Two storey housing is likely to be increasingly prevalent in the higher value suburbs of Salisbury, including Mawson Lakes, Salisbury Heights, Walkley Heights, and Gulfview Heights. Infill development in Pooraka, Valley View, Para Hills, Ingle Farm, Para Vista, Greenfields, and Parafield Gardens can expect to be increasingly of two storeys, as well as higher

quality locations such as along the Little Para River. Salisbury City Centre environs can also expect two storey development.

### Single Storey Housing

One storey dwellings are the least expensive to construct, are most prevalent in Salisbury and are likely to remain so in many locations. Improved design and improved efficiency of building form, materials technology, and changing demographics should facilitate smaller and more affordable housing options into the future.

While the proportion of single storey housing is likely to decline, it will continue to be constructed throughout the City of Salisbury.

### Mews Housing

Mews housing is a rare form of development in Salisbury, and in South Australia generally. It represents a good opportunity to provide a small footprint dwelling (either one bedroom or a bedsit) over a rear laneway garage or otherwise within a laneway. It can be a second dwelling on a single lot or sit





on its own title. Planning controls need to be supportive of this product and engineering standards for laneways needs to be fit for purpose, while laneway design and quality needs to recognise the existence of residences.

Laneways need to be introduced into the project at the outset and designs must cater for this form of development. The second dwelling on an allotment provides a market for purchasers seeking a rental income from their property.

The success and ease of delivery of small lot housing has reduced the need for this form of housing and, hence, design, cost, and delivery efficiencies may be difficult to find in the Salisbury market.

### Tiny Housing

Tiny houses are the next step on from small lot housing and represents an opportunity to deliver a one bedroom or bedsit dwelling. Essentially, it is a further refinement of the small lot housing and mews housing already built in Australia. The distinction from the US examples is that in Australia they are typically located in semi-abandoned inner suburbs of former industrial cities where land values are low and, as a consequence, the sites upon which the tiny houses site, are relatively large. Our higher land values mean that for this form of housing to be efficient, either the land needs to be subsidised or the lots need to be small.

The price per square metre to deliver these dwellings will be quite high because they still require kitchens, laundries, and bathrooms (laundry within the kitchen or bathroom). Their low cost is only by virtue of the small footprint and no provision for vehicle garaging.

Logically, this form of housing would be within walking distance of services and facilities, and transport to meet the requirements of the likely tenant profile. Salisbury, Brahma Lodge, Salisbury North, and Salisbury Plains might represent appropriate target locations.

### Manor Homes

Manor homes are a form of small apartment building that look like a large detached dwelling (hence the terminology "manor home") that typically have two ground floor and two first floor apartments with separate entrances to each dwelling and are either on a corner or have a secondary laneway access to facilitate discrete vehicle parking. They have evolved to overcome restrictive minimum lot sizes in other States. They will be comparable in cost with two storey dwellings but with a premium for extra entries and stairs.

They represent an attractive alternative to the '6 pack' flats of the 1960's and 1970's and would logically occur in central locations but could fit into any suburban environment.

### Manufactured and Prefabricated Housing

Manufactured housing can take on a range of forms from whole dwellings that are theoretically "transportable", to modular housing potentially manufactured overseas and shipped in component parts, to specific housing products such as bathrooms or kitchens. While construction costs are

generally lower than traditional housing cost savings are often consumed by transport costs and importation costs.

The savings value is likely to be realised only through volume of housing. We would recommend it is left to experienced operators in this field. Opportunities for this housing form is likely to be in lower cost environments with access to large areas of land. Waterloo Corner and St Kilda might represent location opportunities, subject to zoning.

### Timber Construction Apartments

The Building Code now permits multi-storey timber constructed buildings which provides a potentially more cost-effective option for apartment development. The US has been building in this form for decades and it can provide for a serious construction cost reduction (possibly up to a third reduction over concrete or steel frame in the US). There are only a few builders in Adelaide who have any experience in multi-storey timber construction and, hence, the risk is the lack of skills and lack of competition in this delivery format.

Multi-storey development opportunities are probably limited to the Mawson Lakes Town Centre environs in the short to medium term and Salisbury City Centre in the longer term.

## Other Notable Characteristics

### Tenure

Freehold (Torrens) title is generally preferred by private purchasers or investors over Community or Strata title because it avoids the need for shared decision-making, sinking funds and collective financing of repairs and maintenance. This is less critical for groups (such as not for profit and special needs groups) who are holding and managing property for the long term and, therefore, have existing mechanisms in place to deal with repairs and maintenance, tenant disputes, etc.

Freehold/Torrens titles typically cost more to deliver due to individual service connection costs, longer service runs and road frontages and, hence, Community titles typically provide a distinct financial saving.

Sites held in a single ownership (ie not divided into individual titles at all), avoid a range of land division costs, the target cost being the open space contribution which is now \$7,253 per allotment. This is a very significant cost in the delivery of a low-cost dwelling.

### Location

Many of the low-cost housing products will benefit from a location close to services, facilities, and transport, not because of the nature of the housing, but because of the dependency profile of the typical occupants of that housing. This suggests that key centres, particularly Salisbury City Centre, will be attractive for this type of housing.

Affordable housing, such as for-profit small lot housing sold to the open markets, could be located anywhere within the Council area, given that residents are likely to have access to private transport.

### Scale

Most products can be delivered at small scale and, in doing so, avoid the concentration of specific housing groups in a single location.

The Tier 1 community housing providers may be seeking greater scale to justify the cost of housing delivery as well as the management investment in a particular location which is outside their regular sphere of influence.

### Special Legal/Planning Circumstances

All of the projects and product typologies represent a response to a range of circumstances, including the planning context of the individual project. The City of Salisbury should ensure that the ability to deliver low cost housing is not stymied by planning policies which require unrealistic provision of site area, setbacks, private open space, height limits, and, in particularly, car parking requirements.

## Mitigation of Risks

### Staffing

The success of Salisbury Living Projects is substantially attributable to a combination of some unique skill sets within the staff at the City of Salisbury and an attitude/risk profile among senior executive and the elected member body that is rare amongst Councils. The loss of either of those elements is a risk to the continued success of Salisbury Living.

### Delivery Mechanisms

Delivery mechanisms requiring Council involvement in the ongoing financing of the end purchaser/tenant are considered to be complicated, requiring long term commitment to projects or persons and which may be outside of the ongoing expertise of Council.

These delivery mechanisms include shared equity, rent to own, funding subsidies, and rental subsidies. In our opinion, projects involving these elements should be undertaken with partners who will take the risk on these elements.

Providing discounted land for partners to deliver predetermined low-cost housing outcomes is probably the lowest risk of Council involvement in this sector.



### Implications For Salisbury Living Projects

There are innumerable project examples from around Australia and the world that provide information and experience in respect of the level of attractiveness and success of different low cost and affordable housing delivery models. Further detailed investigation and evaluation is warranted as a knowledge platform for Salisbury Living projects.

Key opportunities for Council might be found in the following delivery methods:

- Partnership/joint venture with for-profit housing providers to deliver affordable market housing that broadens housing choice for key demographic groups such as singles couples and empty nesters;
- Partnership/joint venture/shared equity with not-for-profit housing providers to deliver low cost rental housing to low cost rental housing to low income and aging groups;
- Delivery of discounted land to special needs groups to provide for special housing needs; and
- Packaging up a range of grants, subsidies, low cost loan access etc to enhance project delivery.
- Opportunities are available for the delivery of a wide range of housing types, depending upon circumstances. These might include the following:
  - » Small lot housing for first home buyers and downsizers;
  - » Larger family dwellings for extended families and key migrant groups;
  - » Tiny housing, mews housing and manor housing for low income singles and couples;
  - » Secure apartments for special needs groups such as women's shelters;
  - » Co-housing for supported living, for example for individuals with mild to moderate disabilities; and
  - » Manufactured home parks for moderate income (or asset based) active retirees.
- Some significant factors identified in the research include the following:
  - » The importance of long term operational costs of housing for low income groups. The sustainability and efficiency of dwelling design is of fundamental importance in ensuring that recurrent expenditure on energy, water and maintenance is manageable;
  - » The significant and growing role of providers in the delivery and operation of social housing;
  - » The importance of location, especially for low income groups requiring support services and networks; and
  - » Delivery of diverse housing product types and affordability levels within a single development, for example, providing for combination of:
    - affordable purchase;
    - affordable rental; and
    - social rental.
- The opportunity to identify development sites with particular attractiveness to specific housing providers and demographic groupings, for example:
  - » land holdings that may complement and expand existing social housing redevelopment opportunities;
  - » demonstration project sites; and
  - » under-utilised Council, State or institutional land.

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**Chapter 06\_ Recommendations**



LOW COST HOUSING RESEARCH REPORT |

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## Target Market Segments

### Maintain Share of First Home Buyers

Between 2011 and 2016 the City of Salisbury increased its proportion of population aged 18 – 24 years. This segment of the first home buying market presents as a potential competitive edge/opportunity for future Salisbury Living products compared with alternate offers across the broader market.

There is a mobile market of persons aged 25 – 34 moving within the region that Salisbury Living products can continue to target as first and second home ownership opportunities.

### Increase Share of Downsizing Market

There is an available market of lone households and couples without children that have access to equity that could be targeted for higher quality small lot living within close proximity to services and transport, and with efficient design to support low ongoing cost of living.

### Increase the Investment Market

Based on an assessment of rent as a return on investment in construction, the City of Salisbury could identify key land holdings for a partnership approach to cheaper builds that generate affordable rental stock for a portion of the community that is unlikely to reach an income threshold that will allow for home ownership.

Diversifying investors and distributing the investment products has the potential to increase choice to meet tenants needs, and better integrate a more diverse demography within any single project.

### Maintain Share of Second Home Buyers

There is an available market of families with equity and income that could be drawn to appropriate products within locations close to education and employment. This group will have the highest capacity to pay and is therefore likely to be more sensitive to product size and quality.

### Overseas Migrants

There is a growing population of overseas migrants to the City of Salisbury. Land value, ease of access to employment, services and transport, and a general observation newly arrived overseas migrants will locate into established community networks, suggests the trend of overseas migration will continue to increase. Accommodation needs will vary in size and attributes, price points, and tenure requirements.



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### Preferred Housing Typologies and Building Methods

Our view is that there will be circumstances where most housing typologies could be appropriate.

We believe that opportunities exist for apartment building construction to serve particular market segments, notably:

- Student housing if there is an uplift in international student numbers;
- Aged care;
- Special needs groups; and
- Groups requiring security of movement in or out of the building (eg dementia patients, domestic violence victims, aged care, disability groups, etc).

These are circumstances where the additional construction cost is offset by the particular needs of the user group.

We would expect that this form of housing would be delivered by external groups either in partnership with Council or after purchase of land from Council.

Traditional housing forms, both one and two storey, will always have a strong market appeal, particularly for private purchasers and families. Council can continue to deliver allotments for private construction of individual dwellings.

The opportunity for small lot housing delivery is expected to grow and Council could deliver this product in partnership with for profit or not-for-profit groups.

There is an opportunity to explore the market appeal of tiny homes, mews and manor homes through their small-scale introduction into suitably located residential projects conducted by Council.

Creation of sites for co-housing products is most appropriate where commitments are made by special needs groups to take up these opportunities. It could be that one or two sites of about 600-800m<sup>2</sup> each could be made available in suitably located development precincts.

Opportunities could be created for manufactured home parks, but these sites are large and might be more readily delivered on suitably zoned and located private land.

We would suggest leaving the risk of pioneering lower cost materials to external entities, albeit that Council tenders for sites could encourage experimentation (at the builder's risk).

Table 74 Product types and opportunities

Product Type	Characteristics	Demographic Segment	Cost to Deliver (per m <sup>2</sup> )	Locational Preferences
Apartments	Multi-Storey Typically 2 bedroom 55-85m <sup>2</sup> /apartment (1-2 bedroom) plus circulation	Students Singles Couples Empty Nesters Aging Special Needs	Highest	Mawson Lakes (Salisbury, Ingle Farm, and Dry Creek in longer term)
Double Storey Housing	Two storey Typically 3-4 bedrooms 120-200m <sup>2</sup>	Families	Low-Moderate	Mawson Lakes, Salisbury Heights, Walkley Heights, Gulfview Heights (Pooraka, Valley View, Para Hills, Ingle Farm, Para Vista, Greenfields, Parafield Gardens in the future)
	Small Lot Housing Typically 80-120m <sup>2</sup> for 2-3 bedrooms	Singles Couples	Moderate	
Single Storey Housing	One Storey Typically 3-4 bedrooms 120-200m <sup>2</sup>	Families	Low	Throughout Salisbury LGA
	Smaller dwellings possible	Singles Couples Aging Special Needs	Low	
Mews Housing	Typically 1-2 storey 35-55m <sup>2</sup> 1 bedroom/bedsit	Students Singles	Moderate	Laneways
Tiny Housing	Typically 1 storey (may have a mezzanine) 25-55m <sup>2</sup> 1 bedroom/bedsit	Students Singles Couples Special Needs Aging	Moderate	Salisbury, Brahma Lodge, Salisbury North, Salisbury Plains
Manor Housing	2 storey, 3/4 apartments 2-3 bedroom 80-120m <sup>2</sup> /apartment	Singles Couples Small Families	Moderate-High	Throughout Salisbury LGA
Manufactured and Prefabricated Housing	Typically 1 storey 2-3 bedroom 80-120m <sup>2</sup> (Multi-storey apartment construction possible)	Singles Couples Aging	Low	Waterloo Corner, St Kilda
Traditional Allotments	Typically, lots of 300– 600m <sup>2</sup>	Families	Very Low	Throughout Salisbury LGA, especially Parafield Gardens, Paralowie, Gulfview Heights
Small Lots	Typically, lots of 55-130m <sup>2</sup>	Couples Singles	Very Low	Throughout Salisbury LGA, especially Pooraka, Ingle Farm, Para Hills West, Para Vista, Valley View



### Project Delivery and Management Preferences

The following table summarises the main opportunities for Council involvement in the delivery of affordable or low-cost housing. As a summary, it does not consider every permutation available to Council. Rather, it highlights what might be the typical approach to the delivery mechanism, likely partners, and the role of Council for the stated housing delivery models. In particular, Council's decision to become involved may hinge upon the specific arrangements of a particular deal which are impossible to contemplate in this report, hence, our comments under the heading 'Council Involvement' should only be considered as a guide to the suitability of a delivery model for Council involvement.

Table 75 Role of Council in Delivery of Affordable/Low Cost Housing

Delivery Model	Delivery Mechanism	Partner Type	Role of Council
Not for Profit Partnership	Develop housing for tenant rental at below market rent	Tier 1 Community Housing Provider	Provision of land
For Profit Partnership	Develop house and land packages for sale at affordable prices	Medium density builders	Provision of land
Joint Venture	Develop housing for sale or rent	Community Housing Providers or medium density builders	Provision of Land. Input into project delivery decision making. Possible provision of capital.
Council as Developer	Develop land and/or housing for sale	No partner. May engage entities that deliver products or services on behalf of Council.	Responsible for all aspects of the proposal
Shared Equity	Partial ownership of properties to offset cost of purchase.	None required but can be delivered in partnership with others	Provision of finance
Housing Co-operative	Develop housing for a particular group for sale or rental where elements of the project are shared	Particular housing co-ops or special needs groups	Provision of land
Co-Housing	Develop a share dwelling for a special needs group, often with carer facilities within a single dwelling	Special needs groups	Provision of land
Subsidised Housing	Provision of grants, subsidies, tax exemptions, etc. to reduce the cost of home ownership or rental	Community housing providers or directly via State and Federal Government	Provision of land
Subsidised Funding	Provision of access to cheap finance for purchasers	State Government (eg Homestart)	Provision of land
Subsidised Rental	Provision of below market rentals by not for profits or Government	Not for profit groups or State Government	Provision of land
Rent to Own	Provision of rental housing that converts to ownership over time	Not for profit groups	Provision of land
Build to Rent	Provision of rental housing	Not for profit groups and for profit groups	Provision of land
Sweat Equity	Substitution of labour for capital	Co-operative housing groups and not for profit groups	Provision of land
Reduced Land and Construction Costs	Lower cost product through material selection, reduced floor areas and allotment sizes	Could apply to any partner group	Provision of land or house and land
Tiny Housing	Very low cost through reduced housing size	Not for profit and special needs	Provision of land or house and land
Manufactured Home Park	Lower cost product through building typology and licensing or lease of home sites	Manufactured Home Park operator	Provision of land

Land Transfer	Council Involvement <sup>5</sup>	Risk Profile	Return Profile	Other Comments
Discounted sale or long-term lease or Council maintains ownership interest in the project through its injection of land equity	Yes	Low	Very Low	Long term rental return could be delivered through land equity
Direct sale, deferred settlement or upon settlement of finished product	Yes	Low	Moderate to High	Good relationship between risk and reward
Upon settlement of finished product	Possible	High	High	Use SPV to isolate risk
Upon settlement of finished product	Yes	Very High	Very High	Highest risk and reward
Partial transfer upon settlement	No	Moderate	Low	Likely to be in association with the delivery of a new affordable housing product by Council.
Discounted sale	Possible	Low	Very Low	Best where housing co-op is operated through a long-term housing group
Discounted sale	Possible	Low	Very Low	Good opportunity to target special needs in Salisbury area
Sale discounted via grants, subsidies, tax exemptions, etc.	Indirect	Low	Very Low	Better utilized as an 'add on' benefit to other delivery models
Sale at market rates	Indirect	Low	Very Low	Better utilized as an 'add on' benefit to other delivery models
Discounted sale of land	No	Low	Low	Provide land for others to deliver subsidised rentals
Discounted sale of land	No	Low	Low	Provide land for others to deliver subsidised rentals
Sale of land to developer or end investors	No	Low	Moderate	Leave to others
Discounted sale of land	No	Low	Low	Often in association with other delivery models
Market sale of land	Yes	High	High	Likely to be in partnership
Discounted sale of land	Possible	High	Moderate	Likely to be in partnership with special needs group
Discounted sale of land	Possible	Low	Low	Specialised area requiring a licensed operator

## Recommendations

Our recommendations arising from these investigations are summarised in the succeeding sections under the following headings:

- Structure of Salisbury Living Projects;
- Delivery Mechanisms;
- Preferred Product Typology;
- Special Opportunities;
- Other Initiatives;
- Additional Research and Investigations; and
- Mitigation of Risks.

## Structuring of Salisbury Living Projects

- 1 Salisbury Living Projects operate on the basis of “for-profit” projects where the objective is to optimise the financial return to the Council. These projects may include affordable housing outcomes and demonstration of new housing forms but are structured on the expectation of generating a commercial profit.
- 2 Identify separate projects or specific sites within Salisbury Living Projects for the targeting of low cost housing and special needs outcomes. These projects should not have the burden of achieving a commercial profit and may involve land subsidies or free land to achieve particular targeted outcomes.
- 3 For profit projects should form the major component of Salisbury Living Projects, providing the capital for investments in smaller low-cost housing initiatives.
- 4 Salisbury Living Projects should seek partners to deliver elements of projects (at the partners risk) where greater expertise, skills, resources, management capability, tenant access, or financial support can be provided by that partner.
- 5 Use of Special Purpose Vehicles to ring-fence project operations and funding.

## Delivery Mechanisms

- 1 For-profit projects involving the following:
  - » Creation of allotments for sales; and
  - » Creation of house and land packages, where the housing component is delivered by a reputable builder in partnership, or joint venture with, Council or where Council, acting as developer, contracts for the delivery of specific building outcomes.
- 2 Not-for-profit projects involving the following:
  - » Provision of sites to not-for-profit groups and special needs groups at agreed discounts, in return for the delivery of a predetermined product for a predetermined user group at a predetermined sales or rental discount.
- 3 Demonstration projects that highlight the delivery of a new housing and delivered as for-profit or not-for-profit projects on the basis of an evaluation of the new product’s risk profile at project outset.
- 4 Attraction of grants, subsidies, tax benefits, finance savings, purchaser support mechanisms, etc, as add ons to projects rather than the basis of those projects and concentration of those benefits to deliver bigger cost reductions across fewer houses rather than small savings to larger numbers of dwellings.
- 5 Provision of long term equity in projects, especially rental projects, through not-for-profit partnerships/joint ventures, by using Council’s equity in land.

## Product Typology

- 1 Land (allotments) delivered for sale to the open market;
- 2 Small lot two storey house and land packages for sale to the open market;
- 3 Single storey detached dwellings as co-housing options delivered by special needs partners;
- 4 Tiny homes, mews, and manor homes delivered by Council as demonstration projects;
- 5 Apartments, tiny homes, mews, and manor homes as part of a partnership where the for-profit or not-for-profit partner takes the risk on delivery;
- 6 Land (larger allotments or superlots) delivered for sale to the open market for the delivery of predetermined affordable housing outcomes; and
- 7 Land (larger allotments or superlots) delivered to special needs/not-for-profit groups at discounted value in return for the delivery of predetermined low cost/low income housing.

## Special Outcomes

- 1 Delivery of sites for manufactured home development

## Other Initiatives

- 1 Review planning control mechanisms to facilitate desired housing outcomes, densities, heights, car parking requirements;
- 2 Consider the role of architects in the delivery of improved design outcomes and environmental performance;
- 3 Approach State Government regarding the expansion of Tier 1 not-for-profit housing provider partnerships on State owned social housing across a wider geographic area (that includes Salisbury); and
- 4 Consider whether long term leasehold is a plausible land delivery mechanism for not-for-profit housing providers.

## Additional Research and Investigations

- 1 Investigate tiny housing, mews housing, and manor housing design opportunities, land division design requirements, costings, potential partners, and suitable locations for development;
- 2 Review opportunities for small lot housing design improvements to reduce delivery costs, including multiple use of spaces and reduced car parking needs;
- 3 Identify preferred special needs groups and investigate the potential of donating or significantly discounting land for co-housing, low cost housing and apartments for special needs groups in the Salisbury area;
- 4 As per point 3 above, but more generally, investigate the interest of larger not-for-profit groups (eg Tier 1) investing in Salisbury and the circumstances under which they would be attracted;
- 5 Investigate the genuine need (or otherwise) for car parking to serve low cost/low income housing in a range of location circumstances;
- 6 More detailed investigation of specific migrant group requirements for housing in Salisbury;
- 7 Identify locational preferences of low cost housing providers and match to Salisbury's land availability and strategic directions for key development precincts; and
- 8 Investigate opportunities to access and/or encourage private land holdings in key locations to deliver low cost housing.
- 9 Identify lazy land/building assets that can be developed for housing purposes.
- 10 Identify surplus community land in immediate proximity to social housing that could be used to trigger partnerships with CHP's for redevelopment.

## Mitigation of Risks

- 1 Focus on project types that Council has a proven track record in delivering;
- 2 Utilise partners to deliver products and process outside of Council's core strengths and defray performance risk to those entities;
- 3 Identify and separately account for projects which have a non-commercial objective, whether they are demonstration projects, not-for-profit or special needs projects;
- 4 Protect and enhance key skill sets within Council; and
- 5 Continue to research better products and processes to deliver targeted outcomes.
- 6 Seek expert advice, particularly in structuring, financing, ownership, and funding of low cost housing projects.

## Appendix

Affordable and Low Cost Housing Projects  
Research Investigation



LOW COST HOUSING RESEARCH REPORT |

## 01 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	<b>Greendragon Crescent Adaptable Housing</b>
1.2 Location	4 Greendragon Crescent, Upper Coomera QLD
1.3 Developer/Owner	Horizon Housing Company (not-for-profit)
1.4 Project Type	Co-housing model with universal access – housing for the disabled
1.5 Maturity of Project	2010
2. Project Description	Response
2.1 Size of Site	783 square meters (196m <sup>2</sup> /unit)
2.2 Number of Dwellings	One (4 units)
2.3 Type of Dwellings	4 studio units/suites and Carer's office within one dwelling
2.4 Size of Dwellings	36m <sup>2</sup> gross per unit (including 4m <sup>2</sup> terrace) plus share of common facilities
2.5 Mix of Dwelling Types	Studios
2.6 Number and Location of Car Parks	Double Garage + 2 in driveway
2.7 Other land uses included	Nil
2.8 Other features of development	All doorways, hallways, tap fittings, shower designs and circulation spaces allow full and easy access for wheelchairs and people with limited mobility
2.9 Density	51 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Horizon Housing Company to retain ownership
3.2 Funding arrangements	Federally funded through the Nation Building Scheme and Economic Stimulus: Social Housing Initiative, it provided each suite accommodation at only \$160,848, much less than the target of \$300,000 per dwelling set under the scheme.
3.3 Delivery mechanism	Property is leased to Family Services Group Australia by Horizon at 75% of the market rent for a four-bedroom home, and leased to individual tenants at 25% of their income plus rent assistance.
3.4 Disposal mechanism	N/A
4. Construction	Response
4.1 Nature of construction	<ul style="list-style-type: none"> <li>• Four-suite co-housing model</li> <li>• Designed to appear externally as a typical home – building comprises four suites, each with their own ensuite and kitchenette, a lounge dining and kitchen area, outdoor patio, carer's office and bathroom.</li> <li>• Affordable supported accommodation in a communal environment, integrating residents with disabilities into the community.</li> </ul>
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	Adaptable Design – wheelchair access to all rooms

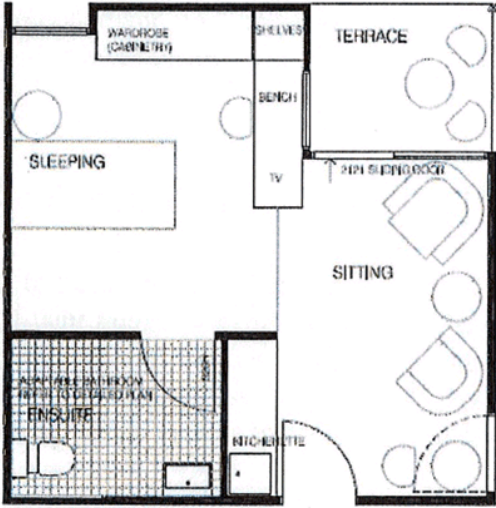

<b>4.4 Energy efficiency</b>	6-star NaHERS rating
<b>4.5 Environmental efficiency</b>	<ul style="list-style-type: none"> <li>• Energy efficient lighting in all areas</li> <li>• Heat pump hot water</li> <li>• Orientating the property to provide sufficient shading to the living areas in summer</li> <li>• Ceiling fans are installed for cooling instead of air conditioning</li> </ul>
<b>4.6 Water efficiency</b>	<ul style="list-style-type: none"> <li>• Incorporates dual reticulated water supply, with 'purple pipe' recycled water being supplied to the area by the Gold Coast City Council, as well as standard reticulated water and a rainwater tank, plumbed internally</li> <li>• Includes water efficient features</li> </ul>

<b>5. Construction Costs</b>	<b>Response</b>										
<b>5.1 Overall expenditure</b>	<table border="1"> <tr> <td>Construction Cost</td> <td>\$356,755</td> </tr> <tr> <td>Land acquisition</td> <td>\$251,455.97</td> </tr> <tr> <td>Consultants</td> <td>\$22,937.50</td> </tr> <tr> <td>Other: (Holding Costs, etc.)</td> <td>\$12,243.61</td> </tr> <tr> <td>Total Expenditure</td> <td>\$643,392.08</td> </tr> </table>	Construction Cost	\$356,755	Land acquisition	\$251,455.97	Consultants	\$22,937.50	Other: (Holding Costs, etc.)	\$12,243.61	Total Expenditure	\$643,392.08
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Land acquisition	\$251,455.97										
Consultants	\$22,937.50										
Other: (Holding Costs, etc.)	\$12,243.61										
Total Expenditure	\$643,392.08										
<b>5.2 Per unit</b>	\$160,848										
<b>5.3 Per m<sup>2</sup></b>	Approx. \$1800 m <sup>2</sup>										

<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	N/A
<b>6.2 Rental level</b>	See 3.3
<b>6.3 Market discounts</b>	25% below market rental

<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	'Coomera Residential' within the Coomera Local Area Plan
<b>7.2 Legal</b>	N/A

<b>8. Project History</b>	<b>Response</b>
<b>8.1 Notable events</b>	The property achieved time savings by utilising the 'special accommodation' definition under the Gold Coast City Town Plan, which exempts the property from requiring development approval. The land settled in June 2010, and the project was completed in December.
<b>8.2 Challenges and Issues</b>	<ul style="list-style-type: none"> <li>• Limited availability of land</li> <li>• Time frame and tight budget had to be met in order to secure funding from the government. Combining four units within one building enabled the delivery of the project.</li> <li>• Seeking appropriate accommodation to suit the needs for client and tenants</li> </ul>

9. Documentation	Response
<p data-bbox="316 539 400 562">9.1 Plans</p>	 <p data-bbox="767 790 1238 846">A typical studio; each module is 6x6m for easy replication.</p>
<p data-bbox="316 1021 459 1043">9.2 Photographs</p>	
10. Advantages/Disadvantages	Response
<p data-bbox="316 1447 451 1469">10.1 Advantages</p>	<ul data-bbox="738 1279 1254 1637" style="list-style-type: none"> <li>• Specially designed accommodation – met the needs for the clients</li> <li>• The smaller, communal feel of each dwelling, and its residential design, means that accommodation and support can be delivered within the community, rather than separated from it in institutional settings</li> <li>• Indistinguishable from surrounding properties</li> <li>• The development provided an innovative response to housing need for those with disabilities and who need affordable accommodation.</li> <li>• Targets community needs while providing privacy for individual tenants</li> <li>• Affordable for not just tenants but for developers</li> <li>• Modular design, adaptable criteria and environmentally site features</li> </ul>
<p data-bbox="316 1655 472 1677">10.2 Disadvantages</p>	<ul data-bbox="738 1644 1225 1688" style="list-style-type: none"> <li>• Requires ongoing management by an appropriate entity</li> <li>• Need to manage 4 personalities in shared space</li> </ul>
<p data-bbox="316 1702 488 1724">10.3 Lessons Learned</p>	<p data-bbox="738 1691 1270 1736">Project provides relief for those with a disability, in safe, affordable and community integrated accommodation.</p>



<b>10.4 Consequences for surrounding community</b>	Indistinguishable from surrounding community	
<b>11. Applicability to Salisbury</b>	<b>Response</b>	
<b>11.1 Opportunities</b>	<ul style="list-style-type: none"> <li>Co-housing model can be applicable to aged care and student accommodation which provides an innovative response to housing for those with disabilities and who need affordable accommodation</li> <li>The design of one large home but provides four studios</li> </ul>	A model that Council could encourage through the provision of an individual site to a special needs provider at a discounted price.
	<ul style="list-style-type: none"> <li>Funded by a grant from the Federal and Queensland Governments through the Nation Building and Economic Stimulus</li> </ul>	CoS should look into various funding initiatives such as this.
	<ul style="list-style-type: none"> <li>Affordability achieved:                             <ul style="list-style-type: none"> <li>» Each studio is affordable to rent for the tenants, who pay 25% of their income plus rent assistance</li> <li>» Affordable for the operators, who receive four sets of rent from one house</li> <li>» Affordable to construct, building four accommodation units for the price of a large house.</li> </ul> </li> </ul>	This could be an affordable housing approach the CoS could look into.
	<ul style="list-style-type: none"> <li>Development could probably be achieved on a marginally smaller lot</li> </ul>	Investigate potential to locate on traditional 18mx30m and 20mx30m lots

## 02 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Seachange Village at Arudel
1.2 Location	299 Napper Road, Arundel, Gold Coast QLD
1.3 Developer/Owner	Pradella Property Ventures
1.4 Project Type	Affordable Living – Manufactured Homes - Master-planned lifestyle resort for over 50s retirement living
1.5 Maturity of Project	2007-2011
2. Project Description	Response
2.1 Size of Site	20.05 ha
2.2 Number of Dwellings	425
2.3 Type of Dwellings	Mix of attached and medium density detached dwellings
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	Mix of attached and medium density detached dwellings
2.6 Number and Location of Car Parks	Typically, 1-2 spaces per dwelling plus visitor car park at the entry
2.7 Other land uses included	Associated community facilities <ul style="list-style-type: none"> <li>• Developers at Seachange Village chose the Manufactured Home (Residential Parks) Act as the best model of land tenure.</li> <li>• Site was located within an established residential suburb with a shopping centre, retail, commercial and health care facilities directly across the road.</li> <li>• Developer has also dedicated the parcel of land that fronts Seachange Village and the Driftwood Creek.</li> <li>• Facilitated an urbanist approach that promotes rear lane access with homes facing on to a park street.</li> </ul>
2.8 Other features of development	
2.9 Density	Approx. 21.2 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Owned and operated by Pradella Property Ventures
3.2 Funding arrangements	No stamp duty on purchase, deferred management fees or exit fees on sale of the home allowing the developer with the opportunity of delivering housing products seniors want to live in. The Manufactured Homes (Residential Parks) Act in Queensland provides home owners with a perpetual right to occupy the land for the payment of a site fee that can only increase on an annual basis subject to certain conditions. There is no sinking fund, administration fund or other such body corporate fees. The site fee includes the general Council rates from the local authority which providing a home owner with a fixed income, a fixed cost of living within their own home.
3.3 Delivery mechanism	
3.4 Disposal mechanism	Seachange Village to retain ownership of the land

4. Construction	Response
4.1 Nature of construction	Over 50's Active Lifestyle Resort comprising 425 attached and medium density detached dwellings and community facilities
4.2 Use of cost saving mechanisms	NIL
4.3 Special/unique issues	NIL
4.4 Energy efficiency	7-star energy rating which translates to cost savings on water and electricity charges
4.5 Environmental efficiency	Natural ventilation through windows and doorways, shading with wider eaves and awnings, increased insulation in all external walls and roofs, treated glazing, light coloured roofs and walls, ceiling fans in living areas and bedrooms
4.6 Water efficiency	<ul style="list-style-type: none"> <li>• 3,000 litre rainwater tank linked to the washing and machines and toilets.</li> <li>• Environmentally Sustainable Design (ESD), has included extensive bio-retention systems throughout the community which captures and filters all rain water runoff from the road and roads prior to its retention in a purposed built two million litre water tank, which is then used to irrigate the landscape gardens.</li> <li>• Water Sensitive Urban Design (WSUD) - The co-ordinated planning of gardens throughout the Seachange Village also limits the extent of water demanding lawns in favour of shared community streetscapes.</li> <li>• All homes within Seachange Village are designed with water saving measures as standards, reducing average water bills by almost 60% per household in a further effort to be water sensitive.</li> </ul>

5. Construction Costs	Response
5.1 Overall expenditure	NIL
5.2 Per unit	NIL
5.3 Per m <sup>2</sup>	NIL

6. Sales/Rental Levels	Response																																	
6.1 Sales price	<p>The table below demonstrates an example of why this development provides an affordable living option for seniors looking to maintain an active lifestyle:</p> <table border="1"> <thead> <tr> <th></th> <th>Seachange per week</th> <th>Conventional home per week</th> </tr> </thead> <tbody> <tr> <td><b>Site Fee</b></td> <td>Single \$155, Couple \$172</td> <td>Nil</td> </tr> <tr> <td><b>Council rates</b></td> <td>Nil</td> <td>\$55.00 p.w</td> </tr> <tr> <td><b>Body Corporate Fees</b></td> <td>Nil</td> <td>\$100.00 p.w</td> </tr> <tr> <td><b>Sinking Fund Fees</b></td> <td>Nil</td> <td>\$50.00 p.w</td> </tr> <tr> <td><b>Pool Maintenance</b></td> <td>Nil</td> <td>\$30.00 p.w</td> </tr> <tr> <td><b>Lawn and Garden Maintenance</b></td> <td>Nil</td> <td>\$30.00 p.w</td> </tr> <tr> <td><b>Bowling Club Fees</b></td> <td>Nil</td> <td>\$10.00 p.w</td> </tr> <tr> <td><b>Gym Membership</b></td> <td>Nil</td> <td>\$20.00 p.w</td> </tr> <tr> <td><b>Tennis Membership</b></td> <td>Nil</td> <td>\$15.00 p.w</td> </tr> <tr> <td><b>Movie tickets</b></td> <td>Nil</td> <td>\$10.00 p.w</td> </tr> </tbody> </table>		Seachange per week	Conventional home per week	<b>Site Fee</b>	Single \$155, Couple \$172	Nil	<b>Council rates</b>	Nil	\$55.00 p.w	<b>Body Corporate Fees</b>	Nil	\$100.00 p.w	<b>Sinking Fund Fees</b>	Nil	\$50.00 p.w	<b>Pool Maintenance</b>	Nil	\$30.00 p.w	<b>Lawn and Garden Maintenance</b>	Nil	\$30.00 p.w	<b>Bowling Club Fees</b>	Nil	\$10.00 p.w	<b>Gym Membership</b>	Nil	\$20.00 p.w	<b>Tennis Membership</b>	Nil	\$15.00 p.w	<b>Movie tickets</b>	Nil	\$10.00 p.w
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<p><b>6.2 Rental level</b></p> <p><b>6.3 Market discounts</b></p>	<p>N/A</p> <ul style="list-style-type: none"> <li>Homes offer a relatively affordable residential (for the Gold Coast), with prices ranging from \$359,000 to \$599,900 offering a selection of product that would suit purchasers in a number of different demographics.</li> <li>A weekly site fee of \$155 for singles and \$172 for couples covers all the maintenance of the facilities and grounds including the use of the Country Club, security, lawn and grounds maintenance and the provision of services.</li> </ul>
<p><b>7. Planning/Legal Framework</b> <span style="float: right;"><b>Response</b></span></p>	
<p><b>7.1 Planning</b></p>	<p>Category 8(d) Residential 8, being land used for a multi-unit residential property</p>
<p><b>7.2 Legal</b></p>	<p>NIL</p>
<p><b>8. Project History</b> <span style="float: right;"><b>Response</b></span></p>	
<p><b>8.1 Notable events</b></p>	<p>Australian first in over 50's resorts, Seachange Village expanded to further enhance its position as Queensland most prestigious precinct for retirement living.</p>
<p><b>8.2 Challenges and Issues</b></p>	<p>NIL</p>
<p><b>9. Documentation</b> <span style="float: right;"><b>Response</b></span></p>	
<p><b>9.1 Plans</b></p>	
<p><b>9.2 Photographs</b></p>	 <p><small>Image from: <a href="http://www.seachangefestyleresorts.com.au/locations/arundel/">http://www.seachangefestyleresorts.com.au/locations/arundel/</a></small></p>

10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>Seachange village extends its reach to the Tavern, shopping and medical centres located across the road, with many businesses within this precinct offering services and discounts to the home owners within Seachange Village.</li> <li>Home owners maintain the independence of owning their own home with the use of resort style facilities without the issues associated with body corporate or other gated communities.</li> <li>Designed to be relocatable and appear much like a typical home</li> <li>Homeowners are able to choose a home delivered under the Manufactured Home (Residential Parks)</li> <li>Developed on an existing infill site therefore no consultation or issues regarding soil contamination were required</li> </ul>	
10.2 Disadvantages	<ul style="list-style-type: none"> <li>To purchase and live at Seachange all residents must be over the age of 50, you must be the owner of the home (no rentals) and children are not permitted to live in your home or a temporary basis.</li> </ul>	
10.3 Lessons Learned	NIL	
10.4 Consequences for surrounding community	Social implications/impacts caused due to a 'gated community'	

11. Applicability to Salisbury	Response	
11.1 Opportunities	Seachange has developed a niche market where purchasers are able to reduce cost of living without a compromise on the quality of the home, and increase their social life, health and wellbeing through integration into a lifestyle community.	A model which could be used for people aged over 50s
	The Manufactured Homes (Residential Parks) Act in Queensland provides home owners with a perpetual right to occupy the land for the payment of a site fee that can only increase on an annual basis subject to certain conditions.	Another funding mechanism that could be applied and explored by CoS through involvement of a "park" operator
	Seachange Village is a high-quality built master-planned community.	High demand for residential properties within the estate may potentially result in higher rentals/house prices within the immediate locality estate.

03 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	<b>Newleaf - The Bonnyrigg living Communities Project</b>
1.2 Location	Existing 81-hectare public housing estate within the western Sydney suburb of Bonnyrigg (generally bounded by Cabramatta Road, Bonnyrigg Avenue, Edensor Road and Elizabeth Drive).  <small>Image from: <a href="https://www.landcom.com.au/places/newleaf-at-bonnyrigg/">https://www.landcom.com.au/places/newleaf-at-bonnyrigg/</a></small>
1.3 Developer/Owner	Becton Property Group / Bonnyrigg Partnerships / UrbanGrowth NSW and Land and Housing Corporation NSW (LANC)/ Landcom
1.4 Project Type	Regeneration and re-development of existing public housing estate to create new social and private homes
1.5 Maturity of Project	Overall PPP timescale – 2007 – 2037 – 30-year concession period
2. Project Description	Response
2.1 Size of Site	81 ha including 12 ha of open space
2.2 Number of Dwellings	2,500 dwellings
2.3 Type of Dwellings	Mix of detached, semi-detached, townhouses and apartments
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	See 2.3
2.6 Number and Location of Car Parks	N/A
2.7 Other land uses included	A community centre, 12 ha of open space (including international and junior sized soccer fields and associated amenities building and community gardens/site nursery)
2.8 Other features of development	Feng Shui – More than 50% of purchasers are from Asian background. Consequently, many dwellings have needed to incorporate Feng Shui principles to ensure the design of the buildings meets the standards required by the significant proportion of Asian purchasers – alignment of doors, windows and rooms to create positive energy and eliminate the leakage of luck.
2.9 Density	Approx. 30.9 dw/ha
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Newleaf Bonnyrigg is the first mixed private/social housing Public Private Partnership (PPP) in Australia.

	Hastings Funds Management	50% Equity Partner and Partnership management
	Becton Property Group	Planning, Development and Construction (50% Equity Partner)
	Spotless Group	Facilities Management (community housing)
	St George Community Housing	Tenant Management
	Newleaf Communities	Place making and community renewal (50:50 owned Becton Spotless)
<b>3.2 Funding arrangements</b>	The project relies on the continued delivery of off the plan sales at a rate of 10 sales per month for 12 years to maintain the contractual program that is locked into the financial performance of the PP and return equity to investors.	
<b>3.3 Delivery mechanism</b>	NIL	
<b>3.4 Disposal mechanism</b>	NIL	

4. Construction	Response
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	N/A
4.4 Energy efficiency	Optimising the orientation of each of the dwelling for solar amenity and shading.
4.5 Environmental efficiency	See 4.5
4.6 Water efficiency	Water sensitive urban design <ul style="list-style-type: none"> <li>One of the projects major environmental and engineering highlights is the WSUD elements that make up the major park upgrades and storm water detention</li> </ul> Bio-retention system <ul style="list-style-type: none"> <li>Raingardens and creek lines have been constructed as bio-retention facilities to treat water quality</li> </ul>

5. Construction Costs	Response
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A

6. Sales/Rental Levels	Response	
6.1 Sales price	2 Bedroom Apartments:	From \$312,000
	2 Bedroom Terrace:	From \$375,000
	3 Bedroom Terrace:	From \$430,000
	4 Bedroom Detached:	From \$470,000
	5 Bedroom Detached:	From \$550,000
6.2 Rental level	N/A	
6.3 Market discounts	N/A	

7. Planning/Legal Framework	Response
7.1 Planning	N/A
7.2 Legal	N/A





9.2 Photographs



10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>• Mix of social and private housing</li> <li>• Bonnyrigg has seen outstanding change: decreased crime rates, an improved quality of life for many residents and a greater sense of pride in the neighbourhood and local environment. In 2013, 83% of Bonnyrigg tenants were satisfied with Bonnyrigg as a place to live.</li> <li>• Increase place-based training and employment for people on Newstart and Youth Allowance;</li> <li>• Develop flexible part-time work for people under Welfare to work requirements;</li> <li>• Provide support services for frail and disabled residents;</li> <li>• Increase opportunities for school-based traineeships and work placements;</li> <li>• Complete job training with job-ready green skills;</li> </ul>

	<ul style="list-style-type: none"> <li>Reduce crime, improve amenity and reduce environmental footprint of a community with one of the lowest (Socio-Economic Index for area) SEIFA scores in NSW.</li> </ul>
<b>10.2 Disadvantages</b>	N/A
<b>10.3 Lessons Learned</b>	See 8.2
<b>10.4 Consequences for surrounding community</b>	N/A

11. Applicability to Salisbury	Response	
<b>11.1 Opportunities</b>	<ul style="list-style-type: none"> <li>Bonnyrigg has a strong community and culturally diverse. Half the population is non- English speaking with the majority being of Asian background – Vietnamese, Cambodian, Laos and Chinese being the predominate cultural groups. All are represented locally by highly ornate and well-maintained temples that serve as a primary architectural focus and provides a real sense of diversity to the town.</li> </ul>	CoS has a high number of international migrants. The potential to add well-maintained temples may add diversity, bring more people in and a way to profile market the city. This may provide a positive approach to all the varying cultures and nationalities.
	<ul style="list-style-type: none"> <li>Working with the Local Area to address the criminal activity and where necessary work with all parts of the community to discourage criminal activity.</li> </ul>	
	<ul style="list-style-type: none"> <li>Adapting to customer needs (including those of the public tenants as their needs change) to ensure that the sales will continue to lead the delivery of long term successful urban regeneration and maintain its sales budget throughout the global financial crisis.</li> </ul>	Developing a diverse range of housing choice that meets the needs of customers is crucial. CoS should recognise, specifically, the likely demographics to purchase houses.

## 04 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Bethanie Peel Community Housing
1.2 Location	18 Maclaggan Turn, Coodanup WA 6210
1.3 Developer/Owner	The Bethanie Group Inc on behalf of Bethanie Housing Ltd and the Department of Housing
1.4 Project Type	Affordable Living - Residential Aged Care Facility.
1.5 Maturity of Project	2009-2011
2. Project Description	Response
2.1 Size of Site	1.7764 ha
2.2 Number of Dwellings	194 apartments in total - 96 apartments constructed in two, two storey blocks and a further 98 apartments along with the existing Residential Aged Care Facility.
2.3 Type of Dwellings	Apartments
2.4 Size of Dwellings	24 two-bedroom apartments of 74.8sqm and 72 one-bedroom apartments of 57.7sqm
2.5 Mix of Dwelling Types	Two-bedroom apartments and one-bedroom apartments
2.6 Number and Location of Car Parks	NIL
2.7 Other land uses included	NIL
2.8 Other features of development	<p>Community facilities include:</p> <ul style="list-style-type: none"> <li>• 2 level open entry lobby</li> <li>• Lift/and open stair access to upper level from lobby</li> <li>• Activities lounge including a bar/tea prep area</li> <li>• Large laundry facility for the residents use for laundering large articles</li> <li>• Male and female toilets wheel chair accessible</li> <li>• Cleaning room and office/meeting room</li> <li>• Multi-auditoria social and recreational Community facilities 'hub' sited on the central axis between the accommodation buildings and includes an outdoor covered BBQ area</li> <li>• Designated vegetable garden</li> <li>• Communal walkways with seating areas and opportunities for social interaction</li> </ul>
2.9 Density	Approx. 52.9 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	The Bethanie Group on behalf of Bethanie Housing Ltd
3.2 Funding arrangements	Funding out of the State and Federal Government Housing Stimulus Package
3.3 Delivery mechanism	Apartments must comply with the State and Federal Housing Stimulus Package guidelines
3.4 Disposal mechanism	N/A

4. Construction	Response
4.1 Nature of construction	96 apartments constructed in two, two storey blocks and a further 98 apartments along with the existing Residential Aged Care Facility and associated community facilities.
4.2 Use of cost saving mechanisms	<ul style="list-style-type: none"> <li>Downpipes are PVC to eliminate corrosion; gutters and fascia are colourbond to eliminate painting and reduce corrosion, external facades are mainly face brickwork and render is sealed. All external steelwork is hot dipped galvanised.</li> </ul>
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Clever usage of paints/colours finishes and design features to assist with wayfinding and identification</li> </ul>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>Minimum 6-star rating with most apartments having 8-9 star rating.</li> <li>Energy efficiency was achieved through maximising the benefit of solar orientation on the site and through the fittings used in construction.</li> <li>All apartments contain double insulation, all appliance and hot water systems are natural gas and all kitchens and bathrooms are fitted with water wise rated fixtures</li> <li>Buildings have been orientated to ensure the maximum number of apartments receive a strong northern aspect to increase exposure to natural light.</li> </ul>
4.5 Environmental efficiency	See 4.4
4.6 Water efficiency	<ul style="list-style-type: none"> <li>Water wise practices include storm water drainage system which is completely contained on site and discharged back into the natural water table to reduce the load on the local drainage network. This minimises the environmental impact on the adjoining reserve and bush land.</li> <li>The bore water on site at both the surface and artesian levels is highly saline and cannot be used of irrigation purposes, therefore the landscaping design is focused on water wise gardens that are activity based, such as bocce court, vegetable patches, herb gardens, fruit trees and plantings of local native species to encourage use and interaction in landscaped areas by the residents.</li> <li>Water thirsty and high maintenance landscaping such as large areas turf have been avoided.</li> <li>Water Sensitive Urban Design (WSUD) has been integrated within the building fit out with all plumbing fixtures being low-flow water wise units and appliances having maximum water wise ratings. It is intended that each apartment does not need to have its own washing machine, with the smaller European type laundry encouraging the use of the on-site 'laundromat', which is a user pays token system that encourages more efficient use of washing machines and less waste water production</li> </ul>

5. Construction Costs	Response
5.1 Overall expenditure	N/A
5.2 Per unit	\$197,500
5.3 Per m <sup>2</sup>	N/A

6. Sales/Rental Levels	Response
6.1 Sales price	N/A
6.2 Rental level	25% of tenant income
6.3 Market discounts	The State and Federal Government Housing Stimulus Package guidelines required apartments to be delivered for less than \$300,000 per apartment. The average cost for these apartments will be \$197,500 per apartment.



9.2 Photographs




Images from: <https://www.bethanie.com.au/housing/housing-locations/bethanie-pee/>

10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>• Provides social interaction through community facilities. Walking, pathways and sitting areas, as well as the external amenities are all designed to provide places and reasons for people to get out and meet others, promoting exercise and social interaction.</li> <li>• Project was developed to ensure long-term environmental sustainability and to minimise the ongoing costs associated with energy and water use – especially given the apartments are to be used as low-income rentals for seniors.</li> <li>• This form of accommodation is an alternative to Low Care Residential Aged Care accommodation by bringing together the best aspects of purpose designed seniors accommodation specifically to provide high quality new ‘homes’ for the aged and frail in our community with little or no means – and therefore the greatest needs.</li> </ul>	
10.2 Disadvantages	NIL	
10.3 Lessons Learned	NIL	
10.4 Consequences for surrounding community	NIL	
11. Applicability to Salisbury	Response	
11.1 Opportunities	<p>The apartments have been constructed utilising funding derived from the State and Federal Government Housing Stimulus Package. Tenants are drawn from a waiting list jointly managed by the Department of Housing and Community Housing providers. The rent the tenants pay is limited to 25% of their income. Capital cost of these units has been met by the State and Federal Government and it is expected that the rental contributions plus the applicable Commonwealth Rent Assistance will deliver an ongoing surplus.</p>	<p>Council should support State and Federal funding contributions towards community housing providers in Salisbury.</p>

## 05 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Vespa Apartments
1.2 Location	28 Storr Street, Adelaide, 5000
1.3 Developer/Owner	Forme Projex
1.4 Project Type	Sustainable and affordable living for intermediate housing
1.5 Maturity of Project	November 2010 – July 2011
2. Project Description	Response
2.1 Size of Site	151m <sup>2</sup> , 5.3m frontage, 28.04m depth
2.2 Number of Dwellings	7 – one-bedroom apartments
2.3 Type of Dwellings	One-bedroom apartments
2.4 Size of Dwellings	55m <sup>2</sup>
2.5 Mix of Dwelling Types	NIL
2.6 Number and Location of Car Parks	No provision for cars
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>Secure parking for motor bikes/bicycles and associated storage</li> <li>13m in height</li> </ul>
2.9 Density	464 dw/ha
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Forme Projex
3.2 Funding arrangements	N/A
3.3 Delivery mechanism	N/A
3.4 Disposal mechanism	N/A
4. Construction	Response
4.1 Nature of construction	7 – one-bedroom apartments over 4 levels
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<p>The narrow site is orientated east/west and so solar access was an issue resulting in a design solution that provided each apartment with a deep generous loggia enabling the living and bedroom to open directly to this outdoor covered area whilst avoiding direct exposure to the sun.</p>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>Each apartment has an abundance of natural daylight and ventilation substantially minimising energy costs and the open plan design creates a highly usage and well-planned lifestyle</li> <li>The energy initiatives are further enhanced by the use of instantaneous natural gas hot water with a ring main. Floors,</li> </ul>

	walls and plumbing are all acoustically insulated to provide a high level of sound proofing essential to apartment living. <ul style="list-style-type: none"> <li>The ground floor bike parking is naturally ventilated, materials and finishes are selected for their long-term performance. The body corporate, maintenance and cleaning costs are reduced in this highly efficient and economic design to the long-term benefit of the residents.</li> </ul>
4.5 Environmental efficiency	See 4.4
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	Sales price varied from \$295,000 off the plan to \$342,000 on completion
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	Gouger Policy Area 25, Mixed Use Zone
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	N/A
8.2 Challenges and Issues	N/A
<b>9. Documentation</b>	<b>Response</b>
9.1 Plans	
9.2 Photographs	 <p><small>Image from: <a href="https://www.realestate.com.au/sold/property-apartment-sa-adelaide-106871525">https://www.realestate.com.au/sold/property-apartment-sa-adelaide-106871525</a></small></p>



10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>Innovative, affordable and sustainable living located a few minutes away from transport, shopping, the Adelaide Central Market and the CBD</li> </ul>	
10.2 Disadvantages	NIL	
10.3 Lessons Learned	NIL	
10.4 Consequences for surrounding community	NIL	


  

11. Applicability to Salisbury	Response	
11.1 Opportunities	Seven one-bedroom apartments each 55 square meters in area with no provision for cars designed over four levels with central stair and secure parking for motor bikes/bicycles.	This innovative and sustainable design is an affordable housing model that the CoS should explore. In particular the use of a small allotment.

## 06 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Lochiel Park Green Village
1.2 Location	6 Treloar Court, Campbelltown SA
1.3 Developer/Owner	Department for Communities & Social Inclusion Housing SA – Major Projects (now Renewal SA), Land Management Corporation
1.4 Project Type	Showcasing an example of a 'Green Village' sustainable model for affordable living
1.5 Maturity of Project	2009-2011
2. Project Description	Response
2.1 Size of Site	2712m <sup>2</sup>
2.2 Number of Dwellings	23 apartments
2.3 Type of Dwellings	Apartments
2.4 Size of Dwellings	Apartment units range from 69-76m <sup>2</sup>
2.5 Mix of Dwelling Types	N/A
2.6 Number and Location of Car Parks	N/A
2.7 Other land uses included	This development is part of an overall development for Lochiel Park which has 100 homes to 4.25ha of residential land with 10.7 ha of open space
2.8 Other features of development	N/A
2.9 Density	Approx 84.8 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	All 23 apartments are Community Titled
3.2 Funding arrangements	Nation Building Economic Stimulus Program (NBESP) funding used to fund the construction of twenty dwellings with the social housing component of three dwelling funded from Housing SA's annual capital program.
3.3 Delivery mechanism	Stage 1 – 23 dwellings constructed by Housing SA and Nation Building Stimulus Program with Cox Construction as the builder. Stage 2 consists of 2 land allotments.
3.4 Disposal mechanism	Sale to qualified purchasers (18 units)
4. Construction	Response
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	The development seeks to minimise the ecological foot print, maximise energy efficiency through building design of passive elements such as solar access and optimising natural lighting and ventilation and the application of sustainable technologies such as rainwater harvesting and electricity generation through photovoltaic installations.
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Example of a 'Green Village' model which incorporates Ecologically Sustainable Development (ESD) technologies and serving as a model for other urban developments</li> </ul>

	<ul style="list-style-type: none"> <li>Development incorporates an urban forest making a significant contribution to biodiversity enhancement, community recreation opportunities and offsetting the reduced greenhouse gas emissions from the residential green village.</li> <li>All houses in Lochiel Park are fitted with photovoltaic cells, and in addition to normal utilities, are serviced by a non-potable water system (including on-site wetlands, pollutant traps and aquifer storage and recovery systems and gas-boosted solar hot water systems).</li> <li>The development's sustainability targets aim to reduce residential mains water demand by 78%, greenhouse gas emissions by 74% and energy use by 66%, compared to 2004 averages.</li> </ul>
<b>4.4 Energy efficiency</b>	All homes achieve a minimum of 7.5 star, NatHERS index energy rating
<b>4.5 Environmental efficiency</b>	<ul style="list-style-type: none"> <li>Ecovision systems are built into the dwelling to allow individual monitoring of energy, including heating and cooling and waste management.</li> <li>Apartments have individual ventilation towers providing cross ventilation, reducing the need for air conditioning.</li> </ul>
<b>4.6 Water efficiency</b>	See 4.3
<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	N/A
<b>5.2 Per unit</b>	N/A
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	c \$230,000 per unit
<b>6.2 Rental level</b>	N/A
<b>6.3 Market discounts</b>	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	N/A
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	<b>Response</b>
<b>8.1 Notable events</b>	<ul style="list-style-type: none"> <li>Recognised as a nation-leading green village in the Urban Development Institute of Australia's 2012 Awards</li> <li>Lochiel Park was a perfect example of the State Government's vision for sustainable living and best practice in environmental sustainability.</li> <li>Only development (at the time) in South Australia to meet the six criteria necessary for accreditation as an 'EnviroDevelopment' with the Urban Development Institute of Australia. The six criteria includes, water, energy, materials, ecosystem, waste and community.</li> </ul>
<b>8.2 Challenges and Issues</b>	Issues arose during the construction phase due to the high level of community consultation and engagement in maximising the development's green credentials, and in creating shared spaces such as community gardens to build connectivity among diverse tenants

9. Documentation	Response	
9.1 Plans	N/A	
9.2 Photographs	 <p><small>Image from: <a href="http://www.greenwayarchitects.com.au/lochiel-park-affordable-housing/">http://www.greenwayarchitects.com.au/lochiel-park-affordable-housing/</a></small></p>	
10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>Financially attractive to buyers and social housing customers who are environmentally aware.</li> <li>Appeals to people to wish to save money while conserving natural resources and reduce carbon footprint.</li> </ul>	
10.2 Disadvantages	N/A	
10.3 Lessons Learned	N/A	
10.4 Consequences for surrounding community	N/A	
11. Applicability to Salisbury	Response	
11.1 Opportunities	Lochiel Park demonstrate contemporary living and can still reduce carbon footprint, while creating a sense of place with real connections to nature for a whole community	
	The sales of affordable housing outcomes in the development is a solid indicator that innovative and leading-edge design in new housing practice is being met positively and this benchmark development is already an example of a 'green future' for housing in the public and private sector	CoS should review developments that are highly innovative, sustainable and integrates 'green' living for affordable housing.

**07 Low Cost Housing Projects Summary**

1. Project Identification	Response									
<b>1.1 Name</b>	<b>UrbanGrowth NSW Thornton</b>									
<b>1.2 Location</b>	Immediately adjacent to Penrith Train Station and Penrith CBD									
<b>1.3 Developer/Owner</b>	UrbanGrowth NSW									
<b>1.4 Project Type</b>	Master planned community (1000+ homes) demonstrating various housing typology that can adapt to changing housing needs and formations for affordable living									
<b>1.5 Maturity of Project</b>	2009-2020									
2. Project Description	Response									
<b>2.1 Size of Site</b>	40 ha									
<b>2.2 Number of Dwellings</b>	Approx. 1000 dwellings									
<b>2.3 Type of Dwellings</b>	<ul style="list-style-type: none"> <li>• Garden Homes</li> <li>• Patio Homes</li> <li>• Courtyard Homes</li> <li>• Terrace Homes</li> <li>• Loft &amp; Garden Apartments</li> <li>• Manor Homes</li> <li>• High rise apartments</li> </ul>									
	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="padding: 2px;">Garden Homes</td> <td style="padding: 2px;">170m<sup>2</sup> – 260m<sup>2</sup></td> </tr> <tr> <td style="padding: 2px;">Patio Homes</td> <td style="padding: 2px;">120m<sup>2</sup> – 170m<sup>2</sup></td> </tr> <tr> <td style="padding: 2px;">Courtyard Homes</td> <td style="padding: 2px;">160m<sup>2</sup> – 235m<sup>2</sup></td> </tr> <tr> <td style="padding: 2px;">Terrace Homes</td> <td style="padding: 2px;">93m<sup>2</sup> – 164m<sup>2</sup></td> </tr> <tr> <td style="padding: 2px;">Loft &amp; Garden Apartments</td> <td style="padding: 2px;">50m<sup>2</sup> – 90m<sup>2</sup></td> </tr> </table>	Garden Homes	170m <sup>2</sup> – 260m <sup>2</sup>	Patio Homes	120m <sup>2</sup> – 170m <sup>2</sup>	Courtyard Homes	160m <sup>2</sup> – 235m <sup>2</sup>	Terrace Homes	93m <sup>2</sup> – 164m <sup>2</sup>	Loft & Garden Apartments
Garden Homes	170m <sup>2</sup> – 260m <sup>2</sup>									
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Terrace Homes	93m <sup>2</sup> – 164m <sup>2</sup>									
Loft & Garden Apartments	50m <sup>2</sup> – 90m <sup>2</sup>									
<b>2.4 Size of Dwellings</b>										
<b>2.5 Mix of Dwelling Types</b>	See 2.3									
<b>2.6 Number and Location of Car Parks</b>	N/A									
<b>2.7 Other land uses included</b>	<ul style="list-style-type: none"> <li>• 15,000m<sup>2</sup> of commercial and retail floor space</li> <li>• 7ha of new high-quality space</li> <li>• Development that capitalises on a prime site directly adjacent to Penrith Station, State plaza creates a new 'arrival' point on the northern side of the station, providing a high-quality interface with the railways.</li> <li>• The village centre is located immediately adjacent to the station, where high density forms and higher intensity land uses will be clustered, adjacent to transport infrastructure.</li> <li>• Housing density will taper away from the railway station, providing a transition to more compact, medium density housing forms and detached housing at the periphery. This will enable a sensitive transition to existing residential areas.</li> </ul>									
<b>2.8 Other features of development</b>	<ul style="list-style-type: none"> <li>• Concept plan presents highly connected and walkable public domain, with a permeable network of streets.</li> <li>• Built form reinforce key open spaces with high quality housing. Terrace housing are typically located opposite new open spaces to capitalise on the higher amenity and to provide a strong urban response to the open space. Higher density apartment buildings will be clustered in the village centre around the railway station.</li> <li>• The solution at Thornton was to adopt a construction approach that makes each dwelling in the attached group structurally independent, meaning that any individual dwelling can be completed in isolation for others.</li> </ul>									

2.9 Density	c 25 dw/ha (gross)
<b>3. Ownership/Funding/Delivery Mechanism</b>	
<b>3.1 Ownership structure</b>	UrbanGrowth NSW
<b>3.2 Funding arrangements</b>	N/A
<b>3.3 Delivery mechanism</b>	Thornton was delivered as part 21st Century Living Program. UrbanGrowth NSW is encouraging the supply of this type of housing and are looking at developing new and adapted housing types for lots within the 150m <sup>2</sup> to 350m <sup>2</sup> range.
<b>3.4 Disposal mechanism</b>	Sales to market
<b>4. Construction</b>	
<b>4.1 Nature of construction</b>	N/A
<b>4.2 Use of cost saving mechanisms</b>	N/A
<b>4.3 Special/unique issues</b>	N/A
<b>4.4 Energy efficiency</b>	N/A
<b>4.5 Environmental efficiency</b>	N/A
<b>4.6 Water efficiency</b>	N/A
<b>5. Construction Costs</b>	
<b>5.1 Overall expenditure</b>	<ul style="list-style-type: none"> <li>• \$13M was spent on civil works</li> <li>• \$3M was spent to create the new village green</li> <li>• \$1M was spent on the sales office (future community pavilion), and</li> <li>• A further \$6M was invested in constructing 21 demonstration houses to showcase the 21<sup>st</sup> Century living program and give purchasers the opportunity to physically experience these housing types.</li> </ul>
<b>5.2 Per unit</b>	N/A
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	
<b>6.1 Sales price</b>	N/A
<b>6.2 Rental level</b>	N/A
<b>6.3 Market discounts</b>	N/A
<b>7. Planning/Legal Framework</b>	
<b>7.1 Planning</b>	Undertaken through the former 'Part 3A' process in NSW
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	
<b>8.1 Notable events</b>	<ul style="list-style-type: none"> <li>• Original sales target was 120 dwelling per annum, within the first 9 months, 150 dwellings were sold and Thornton is currently achieving a monthly sales rate for the project that equates to over 200 dwellings per annum.</li> </ul>

	<ul style="list-style-type: none"> <li>Affordable housing products were recognised as a critical need in the Penrith region and essential to achieve our vision for a diverse and sustainable community. Housing on offer caters for the full spectrum of households and provides a genuine ability to age in place, with housing types suitable for all stages of life. Developer are working with an aged care provider to deliver seniors living accommodation on site.</li> <li>Dwellings have been sold in a price range of \$230,000-\$380,000. Dwellings are high quality and completely integrated with other housing types in the project, eliminating any perception of affordable housing being segregated or 'lower quality'.</li> <li>The concept plan was strongly supported by both UrbanGrowth NSW and Penrith City council, and this joint support has provided the impetus to overcome the many challenges that often stifle innovation.</li> </ul>
<b>8.2 Challenges and Issues</b>	<ul style="list-style-type: none"> <li>Thornton is a 'brownfield' site and presented a range of engineering and environmental challenges. The site is extremely flat and subject to regional flooding issues from the Nepean River presenting engineering challenges in managing flooding risks and designing new drainage systems. The management of storm water flows turned into an opportunity with the creation of a central canal and a new wetland. The new canal will become a major regional feature in Penrith.</li> <li>Small lot compact housing required a precise focus on the design and location of new infrastructure as the nature of housing significantly restricts the space available to locate essential infrastructure. Detailed understanding and close coordination between infrastructure design and housing delivery was required.</li> <li>Marketing was a challenge to create differentiated and a desirable brand for an untested product that goes against the grain of traditional housing development in Penrith</li> </ul>

9. Documentation	Response
9.1 Plans	N/A
9.2 Photographs	N/A

10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>The building industry has embraced these new housing products and has been able to further innovate and achieve cost efficiencies to achieve typical commercial returns on these housing forms.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A


11. Applicability to Salisbury	Response	
11.1 Opportunities	A fundamental driver to the built form is the need to deliver diverse yet cohesive housing products that can adapt to changing housing needs and formations	This is a key strategy and aim for the CoS to deliver and implement.
	Affordable housing types suitable for all stages of life has been primarily achieved by simply offering a range of diverse and compact housing types that can be delivered at affordable prices.	The opportunity exists to replicate and/or adapt the mews housing and manor housing formats used at Thornton.
	The innovation evident at Thornton could not have been achieved without significant consultation and engagement with Penrith City Council and the Department of Planning and Infrastructure.	CoS should rigorously collaborate with various aged care facilities and the government to achieve a diverse and sustainable community.



## 08 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Bayswater - Women Housing Limited (WHL)
1.2 Location	656 Mountain Highway, Bayswater, VIC
1.3 Developer/Owner	Women's Housing Pty Ltd
1.4 Project Type	Affordable housing for women and children
1.5 Maturity of Project	2012
2. Project Description	Response
2.1 Size of Site	N/A
2.2 Number of Dwellings	27 apartments
2.3 Type of Dwellings	10 x 1 bed apartments and 17 x 2 bed apartments
2.4 Size of Dwellings	10 x 1 bed 51 sqm
	17 x 2 bed 75 sqm
2.5 Mix of Dwelling Types	N/A
2.6 Number and Location of Car Parks	0.7 undercover
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>Incorporates environmental sustainable design (ESD) principles, robust and low maintenance finishes</li> <li>Location of development is within proximity to shops(500m), transport (front door – bus, and 800m - train), education (200m), community services(500m), recreational services(1km), health services(100m) and employment (1.5km).</li> </ul>
2.9 Density	N/A
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Women's Housing Pty Ltd to retain ownership
3.2 Funding arrangements	Part of the National Economic Stimulus, partially funded by the Federal Government
3.3 Delivery mechanism	To be eligible for Women's Housing Ltd rooming house program or affordable housing applicants will need to meet the following criteria: <ul style="list-style-type: none"> <li>You must not own or part own a property</li> <li>You must have Australian citizenship or permanent residency status</li> <li>You should be able to live independently and meet tenancy responsibilities</li> <li>Have less than \$30,000 in assets</li> </ul>
	3.4 Disposal mechanism
4. Construction	Response
4.1 Nature of construction	<ul style="list-style-type: none"> <li>Each apartment has an open plan living and kitchen area with a European laundry and all have a terrace or balcony.</li> </ul>

	<ul style="list-style-type: none"> <li>Storage within the apartments is complemented by external storage units.</li> </ul>
<b>4.2 Use of cost saving mechanisms</b>	N/A
<b>4.3 Special/unique issues</b>	Security was an important aspect in the design and therefore the entry to the building and car park are monitored in a discrete manner and access to both is by swipe card.
<b>4.4 Energy efficiency</b>	Six-star energy rating
<b>4.5 Environmental efficiency</b>	Orientation of structure minimises heating and cooling
<b>4.6 Water efficiency</b>	<ul style="list-style-type: none"> <li>The building is fitted with tapware and water fittings designed to minimise water use.</li> <li>All rainwater is collected and used for landscaping and cleaning in the basement.</li> </ul>
<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	\$7.3 million
<b>5.2 Per unit</b>	\$270,670 per apartment
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	N/A
<b>6.2 Rental level</b>	No tenants pay more than 75% of the market rent (Tenants are sourced from the Office of Housing waitlist - 20 of the 27 apartments or 75% house those on the highest priority list)
<b>6.3 Market discounts</b>	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	Business 5 Zone in the City of Knox
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	<b>Response</b>
<b>8.1 Notable events</b>	<ul style="list-style-type: none"> <li>25 apartments were planned however by working with the builder and architect, 27 apartments were able to fit on the site</li> <li>The development has already been valued at \$8,950,000 a 20% increase over the development costs.</li> <li>The development has been a positive life changing experience for the tenants.</li> <li>Directors of the Buildcorp commercial stated, 'We will have these women in their new homes for Christmas'. It was a commitment from which they did not waver and ensured that all lost time (due to weather) was made up. They understood that this was more than a building job; it was about providing homes and improving the lives of people in need.</li> </ul>
<b>8.2 Challenges and Issues</b>	<ul style="list-style-type: none"> <li>Purchase of the property from the vendor was challenging and their expectations of value were out of step with the market. Once negotiations were complete, the project proceeded efficiently and collaboratively.</li> </ul>

9. Documentation	Response	
9.1 Plans		
9.2 Photographs	 <p style="font-size: small; margin-top: 5px;">Image from: <a href="http://www.buildcorpcommercial.com.au/blog/project/womens-housing-bayswater/">http://www.buildcorpcommercial.com.au/blog/project/womens-housing-bayswater/</a></p>	
10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>• Development demonstrated affordable housing and acts as a model for other medium density housing projects.</li> <li>• The demand and acceptance are very high.</li> <li>• Residents of the Bayswater community has fully accepted this development.                             <ul style="list-style-type: none"> <li>» Bayswater Primary School has offered the use of their outdoor play equipment after school hours to resident’s children and offered to run various playgroups at the school.</li> <li>» The Uniting Church has offered the use of their food bank, assistance and/or referral for financial hardship, children’s music classes and other special interest groups.</li> </ul> </li> </ul>	
10.2 Disadvantages	NIL	
10.3 Lessons Learned	NIL	
10.4 Consequences for surrounding community	NIL	
11. Applicability to Salisbury	Response	
11.1 Opportunities	A positive development that has demonstrated a commitment to affordable housing and acts as a model for other medium density housing projects, in and around town centres.	A form of housing the CoS should investigate further.

## 09 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Nicheliving West Armadale
1.2 Location	Lot 301 Donald Court, Armadale WA 6112
1.3 Developer/Owner	Gold Development Alliance Pty Ltd
1.4 Project Type	House and land packages for sale at affordable prices
1.5 Maturity of Project	2009-2010
2. Project Description	Response
2.1 Size of Site	0.5548 ha
2.2 Number of Dwellings	17
2.3 Type of Dwellings	Single storey
2.4 Size of Dwellings	257m <sup>2</sup> – 271m <sup>2</sup>
2.5 Mix of Dwelling Types	4-bedrooms with double garages or 3-bedrooms with double garage
2.6 Number and Location of Car Parks	All homes contain a double garage + 2 in driveway
2.7 Other land uses included	NIL
2.8 Other features of development	<ul style="list-style-type: none"> <li>Each house was specifically designed for the block.</li> <li>The contour, orientation, seasonal changes and energy efficiency of each property were highly considered by the architect and designers.</li> </ul>
2.9 Density	30.6 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Niche Living to retain ownership
3.2 Funding arrangements	Through the National Rental Affordability Scheme, Nicheliving was able to enhance rental affordability, enabling six tenants to rent their homes at 20% below market rental value
3.3 Delivery mechanism	N/A
3.4 Disposal mechanism	NIL
4. Construction	Response
4.1 Nature of construction	<ul style="list-style-type: none"> <li>Single storey houses were constructed with a three or four-bedroom, two-bathroom configuration including a double lock up garage and storeroom.</li> </ul> <p>Dwellings materials comprises of:</p> <ul style="list-style-type: none"> <li>Double brick with internal plaster and paint while external walls were either face brick or rendered to give a clean and modern appearance.</li> <li>Colorbond roofing with a pitch of 26 degrees.</li> <li>Sand finish rendered and cream face brick walls.</li> <li>Limestone feature walls with permeable infill panels and Colorbond side fences.</li> </ul>

<p><b>4.2 Use of cost saving mechanisms</b></p>	<ul style="list-style-type: none"> <li>Affordability has been addressed by eliminating high maintenance features and providing sustainable dwellings with waterwise gardens and high energy efficient ratings.</li> <li>Ongoing affordability benefits also accrue from the site's location just 150m from bus stop, with schools nearby and local shopping centres, recreational facilities and other amenities within walking distance.</li> <li>Development was designed to provide optimal security within the estate through orientation and passive surveillance rather than costly security devices.</li> </ul>
<p><b>4.3 Special/unique issues</b></p>	<p>NIL</p>
<p><b>4.4 Energy efficiency</b></p>	<p>All houses have a star rating over 5 stars and many houses have up to 6 or 7.5-star ratings. Environmental design features include:</p> <ul style="list-style-type: none"> <li>3 or 4 Star rated water efficient fittings and fixtures;</li> <li>Energy efficient hot water systems;</li> <li>Roof and wall insulation;</li> <li>Dual flush toilets;</li> <li>Appropriate size, type, orientation and shading of windows;</li> <li>Controlling of draughts to reduce loss of conditioned air;</li> <li>Locating hot water outlets close to hot water systems to minimise heat and energy loss; and</li> <li>The use of waterwise plants and gardens</li> </ul>
<p><b>4.5 Environmental efficiency</b></p>	<p>See 4.4</p>
<p><b>4.6 Water efficiency</b></p>	<p>See 4.4</p>
<p><b>5. Construction Costs</b> <span style="float: right;"><b>Response</b></span></p>	
<p><b>5.1 Overall expenditure</b></p>	<p>N/A</p>
<p><b>5.2 Per unit</b></p>	<p>N/A</p>
<p><b>5.3 Per m<sup>2</sup></b></p>	<p>N/A</p>
<p><b>6. Sales/Rental Levels</b> <span style="float: right;"><b>Response</b></span></p>	
<p><b>6.1 Sales price</b></p>	<ul style="list-style-type: none"> <li>\$299,000 for a four-bedroom, two-bathroom complete product for families. No hidden fees or additional site costs and prices included furnishings.</li> <li>\$279,000 for a three-bedroom, two-bathroom complete product for families.</li> </ul>
<p><b>6.2 Rental level</b></p>	<p>N/A</p>
<p><b>6.3 Market discounts</b></p>	<ul style="list-style-type: none"> <li>First homeowners were required to pay no stamp duty.</li> <li>Added value was also provided to buyers when we negotiated for customers to receive discounted rates when the property was settled through Vicki Philipoff Settlements.</li> <li>Rental guarantee was provided on an investment property when rented throughout Property Management division and discounted tax depreciation schedules on investment.</li> <li>Nicheliving obtained allocations through the National Rental Affordability Scheme (NRAS) which provides investors with government incentives of up to \$100,000 over 1 years. Nicheliving's previous experience with NRAS ensured that take up for the development was high due to the outstanding 6% return on investment.</li> </ul>
<p><b>7. Planning/Legal Framework</b> <span style="float: right;"><b>Response</b></span></p>	
<p><b>7.1 Planning</b></p>	<p>N/A</p>
<p><b>7.2 Legal</b></p>	<p>N/A</p>

8. Project History	Response
8.1 Notable events	N/A
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>A few objectives were received during consultation by neighbours and were resolved during the rezoning process</li> <li>Others that were not supportive were not considered reasonable objections from a planning aspect.</li> </ul>
9. Documentation	Response
9.1 Plans	 <p>TYPE 3 AREA: 120sqm GARAGE FLOOR: 10sqm GARAGE: 20sqm TOTAL: 150sqm</p> <p>THE NICHE - WEST ARMADALE DONALD COURT / CRONIN PLACE WEST ARMADALE</p> <p>ZUIDVELD MARCHANT HUR ARCHITECTURE PLANNING INTERIORS</p>
9.2 Photographs	 <p>Image from: <a href="https://www.realestate.com.au/sold/property-house-wa-armadale-106910508">https://www.realestate.com.au/sold/property-house-wa-armadale-106910508</a></p>
10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Nicheliving offers house and land packages where the purchaser deals with both the developer and the builder providing a one stop service. This fast and simple process played an important role in achieving cost efficiencies (e.g. the \$279,000 price point included no hidden fees, first homebuyer did not have to pay any stamp duty and negotiated a flat rate for settlement).</li> <li>The location ensured ongoing affordability as the development is in close proximity to public transport and amenities such as the local shopping centre and recreational centres.</li> <li>Reducing ongoing maintenance were vital to affordability.</li> <li>Commitment to sustainable housing has a long-term cost saving benefits to buyers i.e. all internal fixtures and fittings have a 3 or 4-star water efficient.</li> </ul>
10.2 Disadvantages	NIL

10.3 Lessons Learned	NIL	
10.4 Consequences for surrounding community	NIL	
11. Applicability to Salisbury	Response	
11.1 Opportunities	Ongoing affordability lies within: <ul style="list-style-type: none"> <li>• High quality design,</li> <li>• Reduction of ongoing maintenance,</li> <li>• Within proximity to transport and services, ensure internal facilities and fittings are energy efficient</li> <li>• Ensuring a smooth and simple process for buyers</li> </ul>	Key points the CoS should take into consideration to ensure ongoing affordability, not just initial delivery of the housing product.

### 10 Low Cost Housing Projects Summary

1. Project Identification	Response	
1.1 Name	Living Space	
1.2 Location	20 Signal Terrace, Cockburn Central WA 6164	
1.3 Developer/Owner	Government of Western Australia – Department of Housing	
1.4 Project Type	Integrated mixed income housing development – showcasing 5 Department’s affordable housing programs in one development	
1.5 Maturity of Project	2010-2012	
2. Project Description	Response	
2.1 Size of Site	Residential	7,668m <sup>2</sup> apartments + 1,788m <sup>2</sup> balconies
	Retail and Commercial	516 m <sup>2</sup>
	Community	Central Courtyard
	Public Open Space	3,768m <sup>2</sup>
	Regional Open Space/Conservation Areas	5 gum trees & reed planters
	Total Site Area	6,710m <sup>2</sup>
2.2 Number of Dwellings	136-unit development	
2.3 Type of Dwellings	Apartments	
2.4 Size of Dwellings	Smallest apartment designed at 35m <sup>2</sup> plus balcony/courtyard	
2.5 Mix of Dwelling Types	67 one-bedroom, 56 two-bedroom and 7 three-bedroom residential apartments – as well as six commercial units	
2.6 Number and Location of Car Parks	N/A	
2.7 Other land uses included	See 2.1	
2.8 Other features of development	<ul style="list-style-type: none"> <li>• Apartments are spread across five buildings ranging from three to five storeys high.</li> <li>• The original development was split apart and the circular layout, opened the way for the creation of cross-ventilation pathways, solar access and protection from the wind.</li> <li>• The central urban court promotes pedestrian movement and visual interaction through the site, flanked by private residential garden courts.</li> <li>• The ground floor commercial space was designed as flexible space to accommodate a range of uses that will be determined to a large degree by the market and community demands.</li> </ul>	
2.9 Density	137 dw/ha (net)	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Department of Housing	
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>• The \$41 million development was largely funded through the Commonwealth’s Nation Building Economic Stimulus Plan with the Department of Housing (Department) funding the land component and a portion of the construction costs.</li> <li>• Living Space showcases 5 Departments’ affordable housing programs in one development:               <ol style="list-style-type: none"> <li>1. Shared-home ownership</li> </ol> </li> </ul>	



<b>3.3 Delivery mechanism</b>	<ol style="list-style-type: none"> <li>2. Private home ownership (for people on low-moderate incomes)</li> <li>3. Affordable rental schemes</li> <li>4. Social rental schemes</li> <li>5. Commercial rental</li> </ol> <ul style="list-style-type: none"> <li>• The Department released 52 units in this development for private sale, with 20 of these units for shared equity in which eligible applicants could purchase 70% of the property through the Departments Keystart loan with the remaining 30% retained by the Department.</li> <li>• A further 9 units were sold under the Departments affordable sales program.</li> <li>• The remaining 23 sale units were released with one-year leases in place to keyworkers in the resources sector, preferably working within a 10km radius.</li> </ul>
<b>3.4 Disposal mechanism</b>	NIL

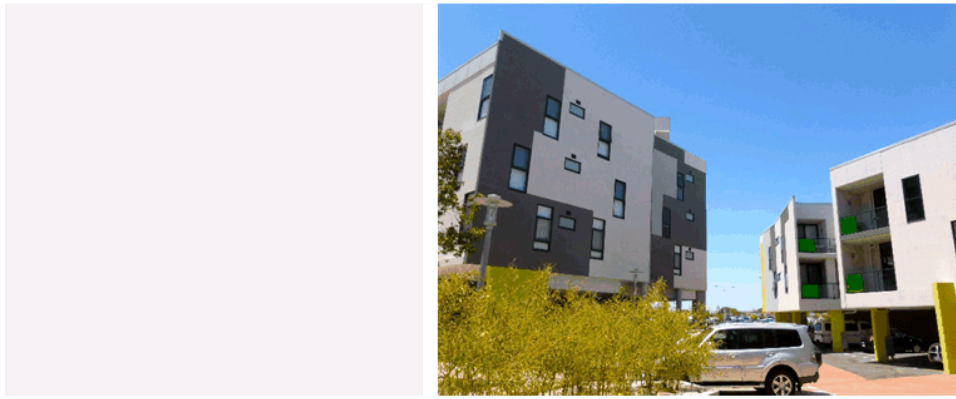
4. Construction	Response
<b>4.1 Nature of construction</b>	N/A
<b>4.2 Use of cost saving mechanisms</b>	<ul style="list-style-type: none"> <li>• Significant material savings were made from re-using concrete products that could be crushed up and used in commercial concrete production. This method also reduced the amount of construction waste sent to landfill.</li> <li>• Orientation, insulation, glazing, along with energy-efficient lighting, water efficient fittings and heating arrangements and other features, all contribute towards low energy costs.</li> </ul>
<b>4.3 Special/unique issues</b>	N/A
<b>4.4 Energy efficiency</b>	<ul style="list-style-type: none"> <li>• Each apartment has achieved energy ratings ranging from 6 to 10 stars based on the Nationwide House Energy Rating Scheme (NatHERS) and is believed to be the first of its kind in Western Australia on this scale, making the development one of the largest energy-efficient buildings in the State.</li> <li>• Orientation, glazing, ventilation, low-voltage energy-efficient lighting, rainwater storage tanks and drainage cells in the basement were all employed in creating an environmentally and economically sustainable urban housing project.</li> <li>• The innovative planting of 30m gum trees in the basement not only provide an interesting focal point and natural shading in the central courtyard, they also attract sunlight and ventilation into the basement.</li> <li>• Rainwater from roof water storage tanks at Building 1 is also used to irrigate the courtyard gardens and gum trees.</li> </ul>
<b>4.5 Environmental efficiency</b>	See 4.4
<b>4.6 Water efficiency</b>	See 4.4

5. Construction Costs	Response
<b>5.1 Overall expenditure</b>	\$41 million project
<b>5.2 Per unit</b>	c \$300,000
<b>5.3 Per m<sup>2</sup></b>	N/A

6. Sales/Rental Levels	Response
<b>6.1 Sales price</b>	N/A
<b>6.2 Rental level</b>	N/A

<b>6.3 Market discounts</b>	<ul style="list-style-type: none"> <li>Of the 130 apartments, 29 were available through the Department’s Opening Doors Affordable Sales Program (up to \$50,000 and \$70,000 for singles or less than \$90,000 for couples/families). The Department co-owns up to 30% of the property and the purchaser pays for the remainder. 20 units were offered under the shared home ownership scheme and the other 9 apartments were targeted at modest income households. One bed apartments were priced from under \$300,000 with 2 bed apartments ranging from early to late \$300,000 and 3 beds in the mid \$400,000. All sold in a short space of time from release.</li> <li>23 units were released to the market with one-year corporate residential leases. Sales prices ranged from mid \$300,000 for a 1 bed apartment to late \$400,000 plus for a 3-bed apartment.</li> <li>The development was chosen to trail the Department’s new Affordable Rental Program offering local tenants the opportunity to rent at 80% of the market rental value. The scheme attracted a wide range of key workers, with almost 70% employed in retail or service related roles.</li> </ul>
<b>7. Planning/Legal Framework</b>	
<b>7.1 Planning</b>	Response
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	
<b>8.1 Notable events</b>	Response
8.1 Notable events	<ul style="list-style-type: none"> <li>The total project, from inception to strata clearances, was completed in less than 30 months, resulting in a national construction delivery of close to seven units per months.</li> <li>A single solar-powered hot water system services the entire development, includes a fully integrated public city yard designed for social interaction, and a waste management system that operates from the basement, allowing the council trucks to enter and empty the residential and commercial bins.</li> <li>Living Space is the first multi-storey residential development in Western Australis to be connected to the National broadband Network (NBN), providing access to high speed internet, pay TV, and phone services.</li> </ul>
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>The complexity and number of design layouts for the apartments resulted in complexities within the building processes and the strata plans. Consultation and forward planning were required to ensure apartments were built and fitted out to the same high-quality standards.</li> <li>As the project was largely funded through the Social Housing Initiative, a number of energy efficiency targets had to be met including minimum of six-star energy ratings, solar heating and water efficient systems and fittings.</li> <li>Safety and social concerns were raised by the Department however the feature of having trees in the public courtyard outweighed all the safety concerns.</li> </ul>

9. Documentation	Response
<p>9.1 Plans</p>	 <p>Approximate Areas  Residence: 84.5m<sup>2</sup>  Balcony: 5.2m<sup>2</sup>  Total Area: 89.7m<sup>2</sup></p> <p>All measurements are estimates. All dimensions are in metres. Plans are for demonstration only. <a href="http://www.colliersrealty.com.au">www.colliersrealty.com.au</a></p> <p><b>33/2 Points Way, Cockburn Central</b></p>
<p>9.2 Photographs</p>	






10. Advantages/Disadvantages	Response
10.1 Advantages	There are between 40 and 50 different design configurations. <i>Living Space</i> boasts 100% of its residential units being designed to universal design standards, and 70% designed to adaptable housing standards, providing an unparalleled level of accessibility and ‘aging in place’ to its owner and tenants.
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities	Living Space incorporates a number of affordable housing opportunities, appealed to a range of buyers, but also to a range of tenants and self-sustaining through a combination of private sales and various forms of rental income.	This is a funding mechanism the CoS should implement and examine.
	Affordability lies within the sales acceptance and maximising site density	

### 11 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Lifestyle Hastings - Mornington Peninsula
1.2 Location	240 High Street, Hastings, VIC 3915
1.3 Developer/Owner	Lifestyle Communities (for profit)
1.4 Project Type	Master planned community (Affordable Development Senior Living – Over 50s)
1.5 Maturity of Project	2012-2015
2. Project Description	Response
2.1 Size of Site	6ha
2.2 Number of Dwellings	142
2.3 Type of Dwellings	Detached houses
2.4 Size of Dwellings	60-120m <sup>2</sup> +, single garage on lots of 200-220 m <sup>2</sup>
2.5 Mix of Dwelling Types	2-bedroom and 3-bedroom
2.6 Number and Location of Car Parks	Single garage + 1 in driveway
2.7 Other land uses included	0.75 ha of open space conservation zone, workshop and community fishing boat
2.8 Other features of development	<ul style="list-style-type: none"> <li>Clubhouse with bowling green, indoor swimming pool, cinema, gymnasium, pool room, library business centre and communal lounge area</li> <li>Gated entry and consists of 142 homes which vary in size from 60 square metres to 120 square metres</li> </ul>
2.9 Density	23.6 dw/ha
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Lifestyle Communities owns the land and central facilities
3.2 Funding arrangements	Residents purchase their own dwelling. Lifestyle Communities funds central facility and site development and, derive a return from a combination of a margin on dwellings sales and a recurrent income from site rentals.
3.3 Delivery mechanism	<p>Land Lease Community/Model</p> <ul style="list-style-type: none"> <li>Lifestyle Communities offers a 90-year secure lease that provides a long term right and interest in the land. As the value of the land increases so does the value of the lease hence, at the time of sale of a dwelling, the homeowner will benefit from any increase in the value of the land as well as in the escalated sale price of the dwelling.</li> <li>The cost to lease the land is paid via the weekly site fee. The weekly site fee also includes access to and maintenance of the resort-style facilities such as the Clubhouse, indoor pool and spa, gym, bowling green and more, as well as the onsite Community Managers who staff reception and oversee operation.</li> <li>Residents are not required to pay stamp duty fees, council rates and exit fees.</li> <li>Residents own their own home, keeping 100% of any capital gains.</li> </ul>

	<ul style="list-style-type: none"> <li>As the land is leased there is a more affordable upfront price entry point</li> <li>The new home is part of a residential estate, and is therefore willable asset</li> </ul>
<b>3.4 Disposal mechanism</b>	Sales of dwelling, lease of site
<b>4. Construction</b>	<b>Response</b>
<b>4.1 Nature of construction</b>	Timber-framed, notionally transportable dwellings
<b>4.2 Use of cost saving mechanisms</b>	Lower cost dwelling construction and avoidance of purchase of home site
<b>4.3 Special/unique issues</b>	<ul style="list-style-type: none"> <li>Integrates 5 different façade styles and colour schemes to ensure variation in the streetscape with no two identical products located adjacent to each other.</li> <li>Streetscapes are planned so the homes are set forward and back from a common line to create variation and interest to avoid the common appearance seen in typical retirement villages.</li> <li>12 different home designs meet the diverse needs of customers as well as their stage in life.</li> </ul>
<b>4.4 Energy efficiency</b>	N/A
<b>4.5 Environmental efficiency</b>	N/A
<b>4.6 Water efficiency</b>	N/A
<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	N/A
<b>5.2 Per unit</b>	N/A
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	Homes in Lifestyle Hastings sold for between \$240,000 to \$360,000 with the average price being \$300,000.
<b>6.2 Rental level</b>	<ul style="list-style-type: none"> <li>The housing in the community was and still is priced at 80% of the median house price of the surrounding suburbs and the rental that is charged equates to around 20% of the pension after Commonwealth Rental Assistance</li> </ul>
<b>6.3 Market discounts</b>	<ul style="list-style-type: none"> <li>No council rates payable</li> <li>Homeowners have access to discounted electricity</li> <li>While a median house price in Hastings of \$370,000 Lifestyle Hastings homes equated to 80% of the median house price and allowed many buyers to free up some equity in the downsizing process.</li> <li>The rents are also struck so that after rental assistance, the net rent is 20% of the pension which makes it very sustainable and affordable.</li> </ul>
<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	Zoning needs to allow 'Residential Parks' or similar.
<b>7.2 Legal</b>	Contracts/obligations between lease and lessor required.

8. Project History	Response
8.1 Notable events	<ul style="list-style-type: none"> <li>Houses sold for an average of \$300,000 to ensure the project was on budget. The development sold out 12 months in advance.</li> <li>The project won the Affordable Development award – UDIA Victoria in 2016</li> </ul>
8.2 Challenges and Issues	N/A
9. Documentation	Response
9.1 Plans	N/A
9.2 Photographs	
	
	



10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>• Low entry cost is attractive to purchasers</li> <li>• Provides secure community environment for residents with access to shared recreation and community facilities</li> <li>• Particularly attractive to single women, providing security and community</li> </ul>
10.2 Disadvantages	<ul style="list-style-type: none"> <li>• Generally targeted to over 50s</li> <li>• Potential purchasers will prefer site ownership over leasehold.</li> </ul>
10.3 Lessons Learned	Attractive to single women
10.4 Consequences for surrounding community	Facilities aging within the local community

11. Applicability to Salisbury	Response
11.1 Opportunities	<p>The lower cost of construction and avoidance of having to purchase a site providing a competitive price point for residential purchasers. The strict design guidelines and quality maintenance of landscaping deliver a good quality outcome which is more cost competitive than most 'for profit' delivery formats.</p> <p>This approach involves long-term management obligation which suggests that Council might take a passive role (e.g. supply of land) to facilitate this form of development. This would involve approaches to quality credentialed, experienced operators of similar facilities.</p>



**12 Low Cost Housing Projects Summary**

1. Project Identification	Response						
<b>1.1 Name</b>	<b>Camperdown Common Ground Building</b>						
<b>1.2 Location</b>	31 Pyrmont Bridge Road, Camperdown						
<b>1.3 Developer/Owner</b>	Grocon Pty Ltd / Mission Australia / Housing New South Wales						
<b>1.4 Project Type</b>	Integrated mixed income housing development, social mix will include people at risk or affected by homelessness, key workers & students						
<b>1.5 Maturity of Project</b>	2010 - 2015						
2. Project Description	Response						
<b>2.1 Size of Site</b>	Subdivided site area 1,825 m <sup>2</sup> (overall site area 7,500 m <sup>2</sup> )						
<b>2.2 Number of Dwellings</b>	104						
<b>2.3 Type of Dwellings</b>	<ul style="list-style-type: none"> <li>Self-contained studios</li> <li>One-bedroom apartments</li> <li>Two-bedroom apartments</li> </ul>						
<b>2.4 Size of Dwellings</b>	<table border="1"> <tr> <td>Self-contained studios</td> <td>30.5m<sup>2</sup></td> </tr> <tr> <td>One-bedroom apartments</td> <td>50m<sup>2</sup></td> </tr> <tr> <td>Two-bedroom apartments</td> <td>70m<sup>2</sup></td> </tr> </table>	Self-contained studios	30.5m <sup>2</sup>	One-bedroom apartments	50m <sup>2</sup>	Two-bedroom apartments	70m <sup>2</sup>
Self-contained studios	30.5m <sup>2</sup>						
One-bedroom apartments	50m <sup>2</sup>						
Two-bedroom apartments	70m <sup>2</sup>						
<b>2.5 Mix of Dwelling Types</b>	88 x self-contained studios; 12 x one-bedroom and 4 x two-bedroom apartments						
<b>2.6 Number and Location of Car Parks</b>	7 car spaces including 1 accessible space						
<b>2.7 Other land uses included</b>	<ul style="list-style-type: none"> <li>Therapeutic and support rooms</li> <li>Activity room</li> <li>Residents area</li> <li>Multi-purpose room</li> <li>Social enterprise</li> <li>Communal areas on each floor</li> </ul>						
<b>2.8 Other features of development</b>	<ul style="list-style-type: none"> <li>Common ground model</li> <li>6 storeys (plus basement)</li> <li>Maximum height of 20.3m</li> <li>4 scooter/motorcycle spaces</li> <li>50 bicycle racks</li> <li>2 passenger lifts + feature circulation stair (2 fire egress stair)</li> <li>a 24-hour, 7 days a week concierge service in the secure access lobby.</li> </ul>						
<b>2.9 Density</b>	570 dw/ha (net)						
3. Ownership/Funding/Delivery Mechanism	Response						
<b>3.1 Ownership structure</b>	<ul style="list-style-type: none"> <li>Ownership of the Common Ground property was vested to Mission Australia Housing (MA Housing) in 2015.</li> <li>MA Housing is the contract holder and is responsible for the property and tenancy management and for contracting out the concierge, cleaning, social enterprise, and support functions.</li> </ul>						
<b>3.2 Funding arrangements</b>	Funding was received through the NSW Department of Family and Community Services, NSW Department of Health as well as Commonwealth Department of Families, Housing NSW, Community Services & Indigenous Affairs.						
<b>3.3 Delivery mechanism</b>	<ul style="list-style-type: none"> <li>Grocon built the project at cost and returned a saving of \$1.4 million to Housing NSW</li> </ul>						

	<ul style="list-style-type: none"> <li>The CCG project has 104 units: of these 52 are provided for vulnerable people who have experienced chronic homelessness (hereafter referred to as formerly homeless), 10 are for priority social housing tenants and 42 are for affordable housing tenants in a secure, socially integrated housing complex</li> </ul>
3.4 Disposal mechanism	N/A
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	Construction materials include laminated glass, white cement for precast concrete cladding, colorbond roofing and fibre cement wall cladding.
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Built on an L shaped site between two existing developments.</li> <li>Atrium space through the heart captures natural light, allowing passive natural ventilation to all apartments and visual connectivity through the building.</li> <li>All apartments have adaptable bathrooms.</li> </ul>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>5-star Green Star Design rating</li> <li>Sustainability features allow the building to achieve 35% lower GHG emissions than a typical comparable residential building and achieve an average NaTHERS rating of 7.9/10 stars.</li> </ul>
4.5 Environmental efficiency	<p>Sustainability features include:</p> <ul style="list-style-type: none"> <li>Roof mounted solar hot water system for pre-boosting the building hot water;</li> <li>A fire test capture and re-use system;</li> <li>Water efficient fixtures;</li> <li>Each unit contains a sub metering for water and power;</li> <li>The building incorporates high performance façade and glazing to reduce energy consumption.</li> </ul>
4.6 Water efficiency	See 4.5
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	\$29 million
5.2 Per unit	Approx. \$279,000
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	The building was designed in manner sensitive to neighbouring residential areas and required the City of Sydney to amend the local Environment Plan (LEP) and the Development Control Plan (DCP).
7.2 Legal	N/A

8. Project History	Response
<p><b>8.1 Notable events</b></p>	<ul style="list-style-type: none"> <li>• Design and documentation facilitated the use of latest technology such as REVIT for the 3D documentation and Navisworks. This helped in costing plans and can be used post-construction for facility management.</li> <li>• One of the largest residential developments in Australia that has 100% of its units with barrier free access to aid accessibility.</li> </ul>
<p><b>8.2 Challenges and Issues</b></p>	<p>Two key issues continue to arise among stakeholders:</p> <ul style="list-style-type: none"> <li>• Tenancy mix and sustainability of support; and</li> <li>• The avoidance of institutionalisation.</li> </ul>
9. Documentation	Response
<p><b>9.1 Plans</b></p>	 <p>COMMON GROUND, SYDNEY HASSELL</p>
<p><b>9.2 Photographs</b></p>	 <p>COMMON GROUND, SYDNEY HASSELL</p>
	 <p>Images and plans from: <a href="http://www.aucklanddesignmanual.co.nz/project-type/buildings-and-sites/housing/apartments/case-studies/camperdown_common_ground_sydney">http://www.aucklanddesignmanual.co.nz/project-type/buildings-and-sites/housing/apartments/case-studies/camperdown_common_ground_sydney</a></p>

10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>The external building itself is seen as a contemporary and comfortable living environment and not recognised as social housing</li> <li>Large support services are delivered on-site: Case management support is provided to tenants by Camperdown Support Services (CSS), operated by the Inner-City Coalition (ICC), which is a partnership between five organisations: Mission Australia (lead agency), the Haymarket Foundation, Wesley Mission, St Vincent de Paul and the Salvation Army.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	Not obviously housing for socially disadvantaged.

11. Applicability to Salisbury	Response	
11.1 Opportunities	The building establishes a social mix, integrating previously homeless people along with others on low incomes.	Multiple care groups provide the social support necessary for this tenant mix.
	Provides high quality permanent housing indistinguishable to social housing.	Development sits in surrounding community and indistinguishable from market housing.
	Building provides minimal car parking.	Council should recognise opportunities to minimise car parking provision for selected tenant groups.
	Small size of units	Opportunity to explore smaller footprints.

### 13 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	<b>Bowen Court</b>
1.2 Location	405 Bowen Terrace, New Farm, QLD 4005
1.3 Developer/Owner	Brisbane Housing Company (BHC) (not-for-profit)
1.4 Project Type	Affordable Housing for senior living: Modern rental apartments for those aged 55+ on low incomes
1.5 Maturity of Project	2014-2014
2. Project Description	Response
2.1 Size of Site	2440 m <sup>2</sup>
2.2 Number of Dwellings/Units	51
2.3 Type of Dwellings	Apartments
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	48 x 1-bedroom apartments and 3 x 2-bedroom apartments
2.6 Number and Location of Car Parks	N/A
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• Community room</li> <li>• Garden</li> <li>• BBQ facilities</li> <li>• Onsite office for the BHC employed manager and caretaker</li> </ul>
2.9 Density	209 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Blue Care and Brisbane Housing Company (BHC) – a leading not-for-profit affordable housing provider.
3.2 Funding arrangements	Blue care handed BHC full ownership of 26 of the 51 units, with BHC managing all the units in the complex via the National Rental Affordable Scheme (NRAS).
3.3 Delivery mechanism	Bowen Court is fully tenanted with participants from the National Rental Affordability Scheme aged 55+ on low incomes who would not be able to access affordable housing.
3.4 Disposal mechanism	N/A
4. Construction	Response
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	<p>Sustainable cost-effective features include:</p> <ul style="list-style-type: none"> <li>• Rainwater capture and re-use for landscape irrigation</li> <li>• Instantaneous hot water with no storage and only heated when necessary</li> <li>• LED lightning throughout</li> <li>• Provision of security doors and re-positioning of entry doors to allow for privacy with front door left open</li> <li>• Windows and natural ventilation opportunities maximized</li> </ul>

	<ul style="list-style-type: none"> <li>Insulation improved and enhanced where possible</li> <li>Low Volatile organic compound (VOC) paints used throughout, ensuring a fresher air quality within units.</li> <li>Recycles rubber flooring used in external walkways where required</li> <li>Existing roof replaced with a lighter roof colours to limit heat absorption and increase reflectivity, thus lowering energy consumption</li> <li>Planting adjacent to exterior walls and climbing vines have been utilized to help absorb heat during the day</li> </ul>
<b>4.3 Special/unique issues</b>	The development was a refurbishment of an existing 1960s built form therefore heritage must be considered to ensure the property was modernised within context.
<b>4.4 Energy efficiency</b>	See 4.2
<b>4.5 Environmental efficiency</b>	See 4.2
<b>4.6 Water efficiency</b>	See 4.2
<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	<ul style="list-style-type: none"> <li>Property was refurbished to retain 51 units at a cost of \$11 million.</li> <li>\$100,000 per unit was saved in comparison to a new build and the renovated building will last at least 30 years for two thirds of the cost.</li> </ul>
<b>5.2 Per unit</b>	Approx. \$215,700
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	N/A
<b>6.2 Rental level</b>	Costs of rent are affordable in comparison to market rate in New Farm: <ul style="list-style-type: none"> <li>1-bedroom unit: \$185 - \$245 (market rate \$350)</li> <li>2-bedroom unit: \$345 (market rate \$455)</li> </ul>
<b>6.3 Market discounts</b>	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	N/A
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	<b>Response</b>
<b>8.1 Notable events</b>	Priority was given to those who had lived in the local area but could no longer afford to do so.
<b>8.2 Challenges and Issues</b>	Units prior to redevelopment were no longer fit for purpose as spaces were cramped, some areas received full sun at times and residents raised concerns about security within their units and beyond in the local area. BHC achieved these concerns by: <ul style="list-style-type: none"> <li>Ensuring window opening contain security screens and sun-shading;</li> <li>Bathroom fixtures were DDA compliant;</li> <li>Finishes were commercial grade, robust and low-maintenance to ensure longevity; and</li> <li>Allowing full flow through natural ventilation and reduces the need for air conditioning.</li> </ul>



10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities		



### 14 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Caggara House
1.2 Location	9-13 Bothwell St, Mt Gravatt 4122 QLD
1.3 Developer/Owner	Brisbane Housing Company (BHC) and Arkhefield
1.4 Project Type	Affordable Housing: Purpose-built apartments targeted specifically for seniors who are under-occupying public house dwellings
1.5 Maturity of Project	2015
2. Project Description	Response
2.1 Size of Site	N/A
2.2 Number of Dwellings	57
2.3 Type of Dwellings	Apartments
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	1-bedroom apartments
2.6 Number and Location of Car Parks	N/A
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• 5-storey apartment block</li> <li>• Communal areas including landscaped gardens, common BBQ and shared laundry</li> </ul>
2.9 Density	N/A
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Brisbane Housing Company (BHC)
3.2 Funding arrangements	BHC incorporated a 'develop and hold' National Rental Affordable Scheme (NRAS) allocation for each of the 57 apartments enabling BHC to achieve a viable return on the development from rental and NRAS income.
3.3 Delivery mechanism	The return on the development is reinvested into the ongoing maintenance of the building and necessary modifications to specific dwellings as tenants age in place.
3.4 Disposal mechanism	N/A
4. Construction	Response
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>• Built on land gifted by the State Government</li> <li>• Designed to encourage high level of interaction and social cohesion</li> </ul>
4.4 Energy efficiency	N/A
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A

5. Construction Costs	Response
5.1 Overall expenditure	\$15 million
5.2 Per unit	Approx. \$263,200
5.3 Per m <sup>2</sup>	N/A

6. Sales/Rental Levels	Response
6.1 Sales price	N/A
6.2 Rental level	<ul style="list-style-type: none"> <li>Rent is calculated in line with the Department's Community Housing Rent Policy which is 25% of income plus Commonwealth Rent Assistance. This affordable rent model will apply for as long as the dwelling is held by BHC, which will be for a minimum of 40 years.</li> <li>The rent model has been specifically designed to ensure that all residents pay the same, if not less, than in their previous public housing dwelling</li> </ul>
6.3 Market discounts	N/A

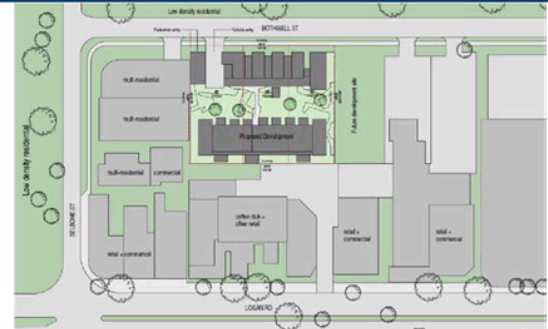
  

7. Planning/Legal Framework	Response
7.1 Planning	N/A
7.2 Legal	N/A

8. Project History	Response
8.1 Notable events	<ul style="list-style-type: none"> <li>Queensland's first purpose-built project dedicated to providing new and more sustainable homes for seniors in under-occupied public housing.</li> <li>Public housing tenants living within a 10km radius of Caggara are given first preference to transition to the development.</li> <li>The open day held by BHC received huge community support and positive media coverage.</li> </ul>
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>Growth and success of the project was based on a long-term projection model as BHC and the State Government were aware of the challenges stemming from transitioning senior tenants. Many of the senior public housing tenant were nervous about leaving the homes that their children has grown up in and other were unable to make the transition due to age and health.</li> </ul>

9. Documentation	Response
9.1 Plans	

9.2 Photographs



Images from: <https://grindley.com.au/project/brisbane-housing-caggara-house>

10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>• Within close proximity to a range of desirable services, enabling the elderly to remain active participants within their</li> </ul>

	<p>local community. This also has positive impacts for local businesses by bringing in an increase of customers and clients.</p> <ul style="list-style-type: none"> <li>The re-allocation of the 57 three-bedroom public housing dwellings has realised significant market value as well as the ability to reduce the social housing waitlist for the Queensland Government, whilst the Caggara House residents have moved into an environment which is better suited for their current and future needs.</li> <li>Provided a communal neighbourly feel so tenants are able to socialise but can still maintain their independent living.</li> </ul>
<b>10.2 Disadvantages</b>	N/A
<b>10.3 Lessons Learned</b>	<ul style="list-style-type: none"> <li>Consultations began with potential tenants approximately two years before the project was complete. This allowed tenants time to consider the move and whether it would be well suited to them.</li> <li>Future research should explore experiences of older public housing tenants as a unique demographic in greater depth.</li> </ul>
<b>10.4 Consequences for surrounding community</b>	N/A

11. Applicability to Salisbury	Response	
<b>11.1 Opportunities</b>	An innovative project that can be seen as a crucial and effective model that assists in addressing the shortage of affordable housing supply in Queensland. Unique opportunity for older public housing tenants to voluntarily downsize into an affordable housing complex that is better suited to their needs.	
	Land was gifted by the State Government.	Opportunities for the repurposing of surplus State land could be investigated.

### 15 Low Cost Housing Projects Summary

1. Project Identification	Response	
1.1 Name	Ergo	
1.2 Location	23-33 Frew Street Adelaide 5000 SA	
1.3 Developer/Owner	Adelaide City Council	
1.4 Project Type	Affordable Housing: Multi-staged (3-staged) master planned re-development	
1.5 Maturity of Project	2009 - 2015	
2. Project Description	Response	
2.1 Size of Site	6,400 m <sup>2</sup>	
2.2 Number of Dwellings	179	
2.3 Type of Dwellings	Apartments	
2.4 Size of Dwellings	1-bedroom	Approx. 50m <sup>2</sup>
	2-bedroom	Approx. 82m <sup>2</sup>
2.5 Mix of Dwelling Types	1-bedroom apartments, 2-bedroom apartments and 3-bedroom apartments	
2.6 Number and Location of Car Parks	101 basement car parking spaces	
2.7 Other land uses included	N/A	
2.8 Other features of development	Private Open Space has been delivered in the form of balconies, which have a minimum area of between 3.6m <sup>2</sup> and 10 m <sup>2</sup> .	
2.9 Density	279.7 dw/ha (net)	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Adelaide City Council	
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>Integrated various affordable housing grants and incentives including Housing Affordability (HAF), National Rental Affordability Scheme (NRAS) and Shared Appreciation Loan (SAL)</li> <li>The Adelaide City Council supported a further reduction in the sales price for affordable apartments through a shared equity scheme managed by HomeStart. This commitment ensured that 53 apartments were sold at or below the State Government's affordable housing threshold of \$331,000.</li> </ul>	
	<ul style="list-style-type: none"> <li>20 apartments are allocated under the National Rental Affordability Scheme (NRAS) from the State and Commonwealth governments for affordable rental. This requires Council to rent the properties at 20% below market rent and in return received a minimum financial incentive of \$10,917 (indexed annually) per property per year for ten years. In this case, Council is essentially a landlord, renting properties to key workers.</li> <li>\$2.78million of Housing Affordability Fund (HAF) funding from the Commonwealth Government to be provided a rebate to 52 apartment sale prices. (\$53,000 per apartment)</li> <li>Stage 1 was delivered as Community Strata Plan of Division and is not directly connected to the Community Corporations of Stages 2 and 3.</li> </ul>	
3.3 Delivery mechanism		
3.4 Disposal mechanism	N/A	

4. Construction	Response
4.1 Nature of construction	Multi materials types including, render, face brick, timber and stone
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Urban design framework (supported by guiding principles) developed by Council successfully set the overall land use, design, transport and movement aspirations for the development.</li> <li>Separating the apartments into 3 buildings was the technique used to reduce the intensity of the development on a long and narrow site.</li> </ul>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>The Ergo apartments achieved an average thermal rating of 7.5 stars with investment going towards the most efficient glazing and insulation which provides good thermal comfort, thus minimizing the use of power.</li> <li>The glazing was also selected to take into consideration the sites location amongst a mix of land uses this ensuring minimal noise intrusion into the apartments.</li> </ul>
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
5. Construction Costs	Response
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
6. Sales/Rental Levels	Response
6.1 Sales price	\$210,000 - \$325,000
6.2 Rental level	NRAS support to Council
6.3 Market discounts	HAF rebates
7. Planning/Legal Framework	Response
7.1 Planning	N/A
7.2 Legal	N/A
8. Project History	Response
8.1 Notable events	N/A
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>Council's 'skin in the game' was essentially the development risk of the affordable component (Stage1) and the commitment to shared appreciation which sees Council holding an equity stake in each affordable housing apartment sale, providing an opportunity to eligible purchasers to enter the housing market.</li> <li>Council retains a mortgage interest over each apartment and is repaid the initial capital plus a proportion of the property's appreciation upon sale by the owner in the future.</li> </ul>

9. Documentation	Response
9.1 Plans	
9.1 Plans	
9.2 Photographs	 <p>Image from: <a href="http://www.hindmarsh.com.au/projects/ergo">http://www.hindmarsh.com.au/projects/ergo</a></p>

10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>Reducing energy consumed for travel and consequently reducing greenhouse emissions. With work, services, shopping and leisure opportunities concentrated in the city centre, travel demand and the need for car ownership are greatly reduced.</li> </ul>	
10.2 Disadvantages	N/A	
10.3 Lessons Learned	N/A	
10.4 Consequences for surrounding community	N/A	



11. Applicability to Salisbury	Response	
11.1 Opportunities	Adelaide City Council partnered with industry bringing together expertise in development management, sales and marketing, finance and governance to the project.	
	Alignment of various grants funds and schemes provided a meaningful discount to facilitate home rental and ownership for those who would not otherwise afford this location.	Alignment of funds and support can improve the performance of CoS projects.

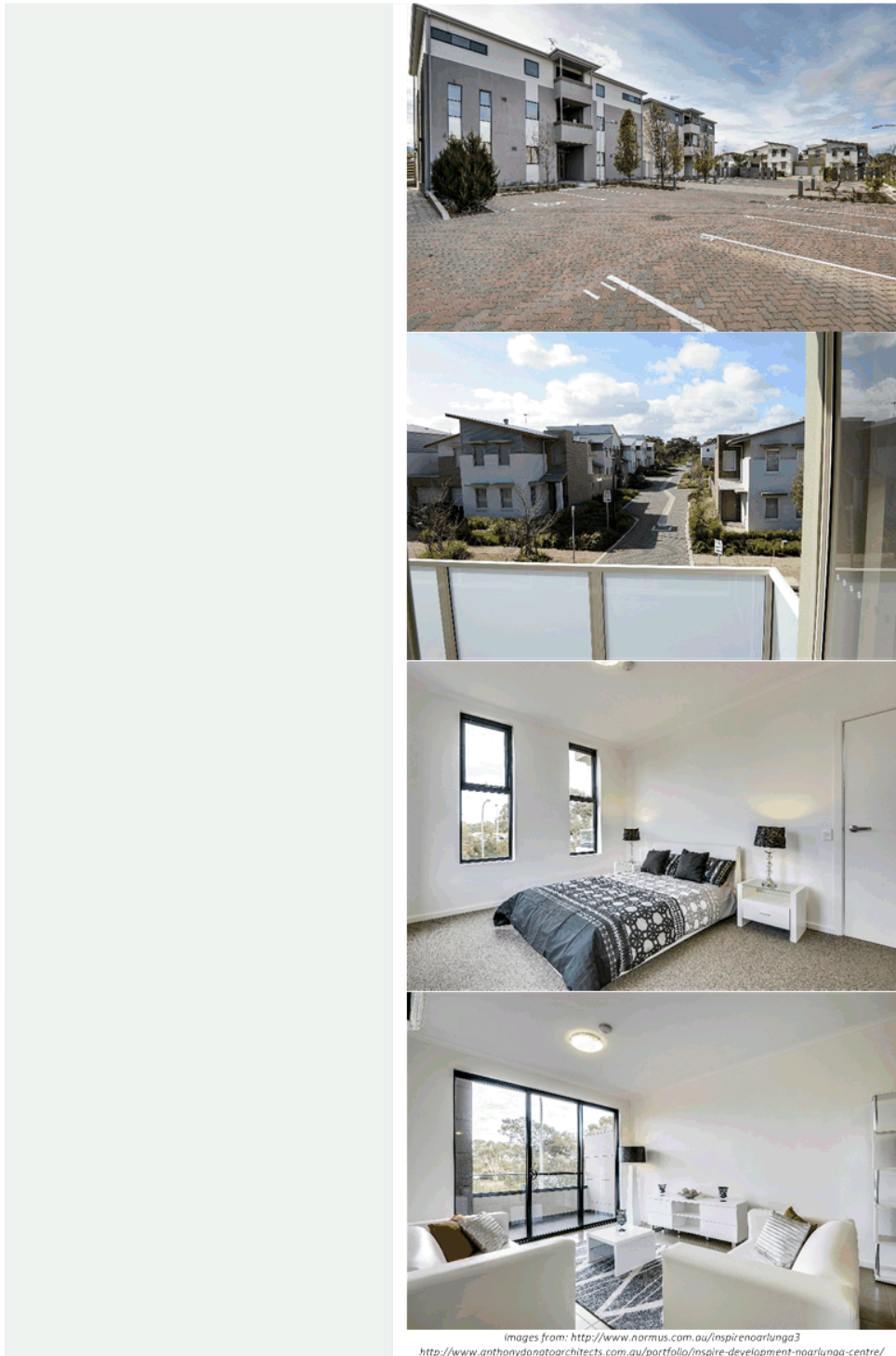


### 16 Low Cost Housing Projects Summary

1. Project Identification	Response
<b>1.1 Name</b>	<b>Inspire at Noarlunga</b>
<b>1.2 Location</b>	Goldsmith Drive, Noarlunga Centre
<b>1.3 Developer/Owner</b>	Housing SA (now Renewal SA)
<b>1.4 Project Type</b>	Medium-density Residential Development: Multi-staged (3-staged) master-planned residential development with a mix of occupancies (public and social housing tenure)
<b>1.5 Maturity of Project</b>	2006-2013
2. Project Description	Response
<b>2.1 Size of Site</b>	N/A
<b>2.2 Number of Dwellings</b>	111
<b>2.3 Type of Dwellings</b>	Single and two-storey dwellings, 'Mansion house' apartments, townhouses and laneway loft apartments
<b>2.4 Size of Dwellings</b>	N/A
<b>2.5 Mix of Dwelling Types</b>	N/A
<b>2.6 Number and Location of Car Parks</b>	N/A
<b>2.7 Other land uses included</b>	N/A
<b>2.8 Other features of development</b>	<ul style="list-style-type: none"> <li>Laneway lofts utilises the airspace above the garage of an adjacent rear loaded townhouse to create a compact home with a very small land contribution.</li> <li>Mansion houses contain six apartments around a central ground entrance providing the appearance of a large prestigious house.</li> <li>The 'Homezone' is a key innovation within Stage 1 and 2 of the Inspire project which promotes slower vehicle movement and increases community interaction.</li> <li>Various apartment/housing designs provide individuality and prestige to otherwise very affordable residential apartments.</li> </ul>
<b>2.9 Density</b>	100 dw/ha (net) in stage 3
3. Ownership/Funding/Delivery Mechanism	Response
<b>3.1 Ownership structure</b>	Housing SA (now Renewal SA)
<b>3.2 Funding arrangements</b>	Construction of stage 1 was delivered by the Department for Communities and Social Inclusion (DSCI) at \$5.5million and fully reimbursed through the subsequent sales program. Stage 2 land division was funded by DCSI and reimbursed through land sales coordinated by development partner, Normus Homes. The dwellings in Stage 3 are built from the Commonwealth Government's Nation Building Economic Stimulus Plan funding to increase the availability of affordable ownership and rental apartments for private ownership, public housing and NRAS tenures.
<b>3.3 Delivery mechanism</b>	<ul style="list-style-type: none"> <li>Utilises the 'salt and pepper' approach, in a method accepted as best practice in blended communities.</li> <li>15% of the housing options have been retained by Housing SA for public housing tenants and many more of the houses</li> </ul>

	were sold via the Affordable Homes scheme to a mix of first home buyers, downsizers and smaller households.
3.4 Disposal mechanism	N/A
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	Housing plans developed for Inpsire's higher density environment are designed accordingly to size and orientation of allotments for maximum sunlighting of internal living spaces. This ensures that maximum natural heating and cooling through solar and wind energy can be attainable for the highest number of days within summer or winter, reducing energy costs for residents.
4.4 Energy efficiency	6.5 star rating, development wide
4.5 Environmental efficiency	See 4.3
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	Innovative design is indicated through: <ul style="list-style-type: none"> <li>the presentation of an alternative social sustainable model; and</li> <li>effective mix of housing opportunities for the range of household's sizes, types and wealth profiles in today's market.</li> </ul>
8.2 Challenges and Issues	High density apartment buildings can carry a degree of stigma within the community. The 'Mansion House' design challenges traditional preconceptions and will encourage more acceptance of affordable, higher density apartment living.

9. Documentation	Response
<p>9.1 Plans</p>	 <p>The image is a development map titled "inspire at Inoarlunga centre" and "Stage 1 Development Map". It features a legend for "The Willunga house design" and an aerial-style rendering of a residential development with various house designs and street names like "CARTER AVENUE" and "CARTER AVENUE".</p>
<p>9.2 Photographs</p>	 <p>This section contains three photographs of modern residential buildings. The top photo shows a multi-story building at dusk with illuminated windows. The middle photo shows a similar building from a different angle, also at dusk. The bottom photo shows a row of townhouses with garages during the day.</p>



Images from: <http://www.normus.com.au/inspire-naarlunga3>  
<http://www.anthonynatoarchitects.com.au/portfolio/inspire-development-naarlunga-centre/>

10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>The developments vision of a healthy neighbourhood, with a diversity of housing type and occupancy, is reflected through</li> </ul>

	<p>the variety of occupants ranging from public and social housing tenures, National Rental Affordability Scheme investors and tenants, affordable home owners and general market buyers who make up the majority of occupants.</p> <ul style="list-style-type: none"> <li>• Development allows access to public amenities and transport preventing the concentration of low income earners in disadvantaged locations</li> <li>• The project provides pedestrian linkages to the Noarlunga Regional Centre (600m), the Noarlunga Train Station (900m) and health facilities close by and delivers multiple housing options.</li> <li>• A 10km speed limit ensures the development's streetscape remain safe and connected.</li> </ul>
<b>10.2 Disadvantages</b>	
<b>10.3 Lessons Learned</b>	
<b>10.4 Consequences for surrounding community</b>	
<b>11. Applicability to Salisbury</b>	
	<b>Response</b>
<b>11.1 Opportunities</b>	<p>The project incorporates a number of housing typologies and road designs that are worthy of repetitions and further development, namely laneway lofts/mews dwellings, mansion houses/manor homes and 'homezones', slow speed, intimately designed roadways.</p> <p>CoS should investigate opportunities for mews, manor and homezones.</p>

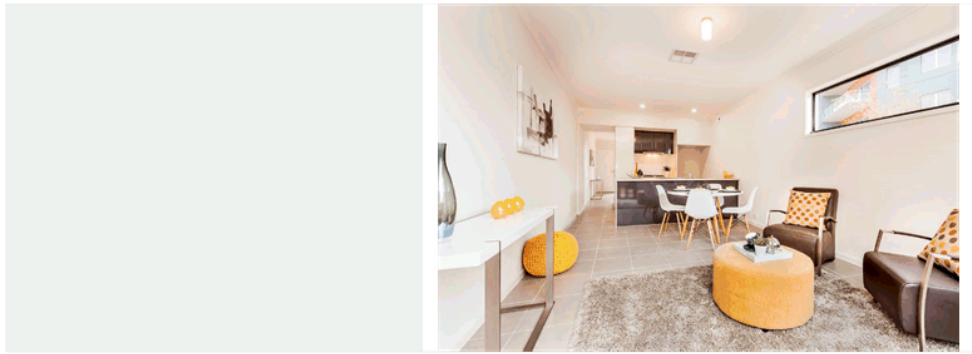
## 17 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	St Clair Unity Terraces
1.2 Location	Lot 525, Brocas Avenue, St Clair
1.3 Developer/Owner	AV Jennings
1.4 Project Type	Affordable Development: Terrace style medium density living for people on low to medium incomes.
1.5 Maturity of Project	2013 - 2014
2. Project Description	Response
2.1 Size of Site	1,392 m <sup>2</sup>
2.2 Number of Dwellings	14
2.3 Type of Dwellings	Terraces House and Loft Apartment
2.4 Size of Dwellings	<ul style="list-style-type: none"> <li>• Terrace House – approx. lot size 107m<sup>2</sup> (3.75m wide with 93m<sup>2</sup> of floor area and 19m<sup>2</sup> of garage area)</li> <li>• Loft Apartment – lot size at ground level 33m<sup>2</sup> (90m<sup>2</sup> of floor area, 21m<sup>2</sup> of garage area and 12m<sup>2</sup> of balcony)</li> </ul>
2.5 Mix of Dwelling Types	<ul style="list-style-type: none"> <li>• 12x2 storey – 2-bedroom Terrace</li> <li>• 2x2 bedroom, over garage 'Loft' Apartments</li> </ul>
2.6 Number and Location of Car Parks	14 Garage spaces
2.7 Other land uses included	Direct access onto the landscaped Railway Station Plaza and adjacent St Clair Village Centre.
2.8 Other features of development	All 14 dwellings are on one community title and include: <ul style="list-style-type: none"> <li>• Quality reserve cycle ducted air-condition</li> <li>• Quality appliances, sanitaryware and tapware</li> <li>• Quality floor coverings</li> <li>• Full bathroom with bath</li> <li>• Built-in robes</li> <li>• High speed NBN internet connection</li> <li>• Purple Pipe recycled water system</li> <li>• Landscaped and paved front and rear yards</li> <li>• Gas instantaneous hot water</li> <li>• Remote control garages and carports</li> </ul>
2.9 Density	100.5 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	AV Jennings; Community Sector Banking; CWLTH HAF; NRAS
3.2 Funding arrangements	The developments were supported by the Commonwealth Housing Affordability Fund (HAF) and National Rental Affordability Scheme (NRAS) funds, along with the State Government's NRAS contribution.
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>• The sale of the St Clair Unity Terraces was negotiated directly between St Clair JV and Unity Housing Company</li> <li>• Unity Housing Company, purchased the land and entered into a development contract with St Clair JV to have AV Jennings design and build the project.</li> <li>• The end purchase price of the project reflected government subsidies brought to the project by both parties resulting in a financial package that allowed the St Clair Unity Terraces to</li> </ul>

3.4 Disposal mechanism	provide accommodation for tenants who would otherwise not be able to afford to live at St Clair. N/A
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	The construction was to full 'turn key' configuration which included floor coverings, light fittings and all external landscaping etc.
4.2 Use of cost saving mechanisms	
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Achieves BCA requirements for energy efficiency, recognising the challenges associated with a small dwelling on an east/west orientation, whilst gaining the benefits of sunlight penetration into the private courtyards.</li> <li>Colour has been used as highlights and to differentiate the individual dwellings from one another to some degree.</li> </ul>
4.4 Energy efficiency	All dwellings achieve 6.0-star rating <ul style="list-style-type: none"> <li>High quality air-conditioning systems, gas instantaneous hot water and the use of compact fluorescent lighting to ensure running costs and energy use are minimized.</li> </ul>
4.5 Environmental efficiency	See 4.3 and 4.4
4.6 Water efficiency	Designed as one of Adelaide's first urban 'water-wise' residential communities with 6ha of waterways running through the centre of St Clair capturing and cleaning stormwater from within St Clair and from the broader Torrens Road catchment. The system incorporates ASR to manage the recycling of the water to the St Clair residents via a purple pipe reticulation system operated by the City Charles Sturt.
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	\$4.8million
5.2 Per unit	Approx. \$342,900
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	<ul style="list-style-type: none"> <li>Terraces - \$345,000 - \$355,000 (Valuation)</li> <li>Loft Apartments - \$270,000 (Valuation)</li> </ul>
6.2 Rental level	N/A
6.3 Market discounts	Through the discounts available through HAF, the resultant cost to the legible buyer was well below the affordable housing benchmark.
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>One of Adelaide's transit orientated development (TOD) based around the new St Clair Railway Station and the Torrens Road arterial traffic corridor.</li> <li>Dwellings are compact, establishing new benchmarks in Terrace style widths whilst still providing a floor plan suitable for contemporary affordable living.</li> </ul>
8.2 Challenges and Issues	N/A

9. Documentation	Response
<p>9.1 Plans</p>	 <p>St Clair Unity Terraces</p>    
<p>9.2 Photographs</p>	





10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Quality accommodation close to public transport and amenities such as shopping centres, schools and health services.</li> <li>Self-contained dwellings without the need for communal facilities</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities	Activation of laneway with loft homes. Direct frontage onto reserve. Compact housing form delivers good density outcome Laneway housing relies solely on its balcony for private open space.	Laneway activation and direct reserve frontage are design features to be considered by CoS.

## 18 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Common Ground – Port Augusta
1.2 Location	50 Augusta Terrace, Port Augusta
1.3 Developer/Owner	Housing SA (now Renewal SA)
1.4 Project Type	Medium Density Affordable Social Housing through 'A Place to Call Home' Strategy
1.5 Maturity of Project	2011-2013
2. Project Description	Response
2.1 Size of Site	3,381m <sup>2</sup>
2.2 Number of Dwellings	20
2.3 Type of Dwellings	Units
2.4 Size of Dwellings	50m <sup>2</sup>
2.5 Mix of Dwelling Types	20 x 1-Bedroom units
2.6 Number and Location of Car Parks	13 car park spaces (as indicated on site plan)
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• Group site on a Torrens Title</li> <li>• A 140m<sup>2</sup> common facility is included</li> <li>• Central facility designed to work as a multi-use centre integrating an office for the Common Ground Port Augusta service; a teaching facility for life skills; interview room for new tenants; an area for tenants to socialise and a security control point</li> </ul>
2.9 Density	59.1 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Housing SA (now Renewal SA)
3.2 Funding arrangements	The capital of \$5.6m consists of \$2.8m from the South Australian Government and \$2.8m from the Commonwealth Government. The capital contribution for land is from the South Australian Housing Trust. (These funding sources contributed to a wider initiative than just the Augusta Terrace property).
3.3 Delivery mechanism	N/A
3.4 Disposal mechanism	Common Ground manages the facility on a rental basis.
4. Construction	Response
4.1 Nature of construction	Pre-constructed medium density housing development
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>• Housing units are orientated within the site boundaries to deliver winter sun and provide shade during the summer months.</li> <li>• Engaged with local artists to deliver aboriginal themed works to the entrance.</li> </ul>

<b>4.4 Energy efficiency</b>	<ul style="list-style-type: none"> <li>Internal open plan living promotes and encourage independent living and life skills.</li> <li>Vinyl flooring for ease of movement throughout.</li> </ul>
<b>4.5 Environmental efficiency</b>	<p>All buildings comply with a 6-star energy rating.</p> <p>Environmental efficiency include:</p> <ul style="list-style-type: none"> <li>Green wall to the common facility to provide additional protection from the sun during summer;</li> <li>Window shading;</li> <li>Solar hot water;</li> <li>Thermal insulation;</li> <li>Rainwater tanks;</li> <li>Appropriate flora for the region; and</li> <li>Fully adaptable for disability use.</li> </ul>
<b>4.6 Water efficiency</b>	<ul style="list-style-type: none"> <li>Designed and orientated to maximise winter sun and provides shading during the summer. Each unit has a 1,000 litre rainwater tank that gravity feeds through to the toilet.</li> <li>All units and the common facility use solar hot water with electric boost.</li> <li>Careful consideration was applied to the orientation of windows, with roof canopies extended and winter summer sub positions modelled to deliver maximum benefits during the design process.</li> </ul>

5. Construction Costs	Response
5.1 Overall expenditure	\$3.5 million
5.2 Per unit	\$175,000
5.3 Per m <sup>2</sup>	N/A

6. Sales/Rental Levels	Response
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A

7. Planning/Legal Framework	Response
7.1 Planning	The development being over a certain value required cabinet and public works approval which was granted, following this the development was non-complying and went to public notification through Council and gained development consent following a public meeting.
7.2 Legal	N/A

8. Project History	Response
8.1 Notable events	Tenants have all provided positive feedback that the development either meets or exceeds their expectations.
8.2 Challenges and Issues	See 7.1



9. Documentation	Response
9.1 Plans	 <p>ROOF PLAN - SITE 1:200</p> <p>ABBREVIATIONS</p>
Photographs	

10. Advantages/Disadvantages	Response	
10.1 Advantages	Pre-construction units have delivered a high quality yet affordable outcome which meets or exceeds expectations in this medium density housing development	
10.2 Disadvantages		
10.3 Lessons Learned		
10.4 Consequences for surrounding community		
11. Applicability to Salisbury	Response	
11.1 Opportunities		

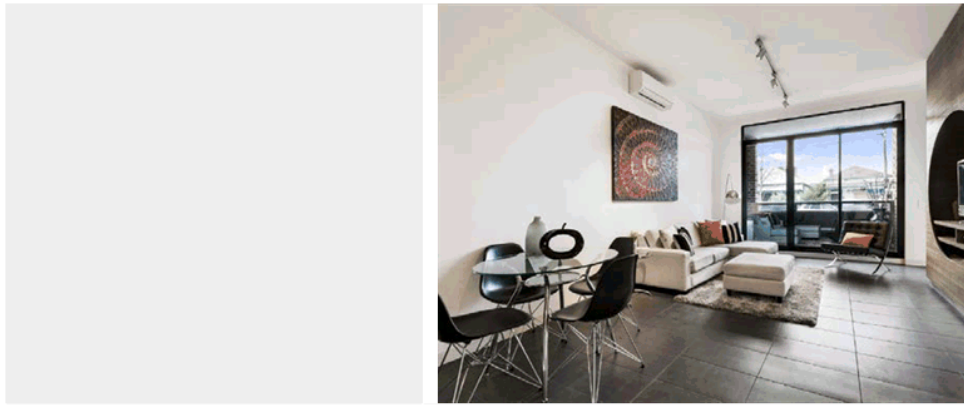
## 19 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	205 Gipps
1.2 Location	205 Gipps St Abbotsford VIC 3067
1.3 Developer/Owner	Common Equity Housing Limited (CEHL) not-for-profit Housing Association
1.4 Project Type	Affordable Housing: Co-operative Housing model: mixed tenure arrangement of social/private housing units
1.5 Maturity of Project	2008-2013
2. Project Description	Response
2.1 Size of Site	2,380m <sup>2</sup>
2.2 Number of Dwellings	59
2.3 Type of Dwellings	Apartments
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	43x2-bedroom and 16x1-bedroom
2.6 Number and Location of Car Parks	60 car parking spaces in basement
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• 33 on-site bicycle spaces</li> <li>• Landscaped public courtyard</li> <li>• A storage cage per unit</li> <li>• Development spread over 3 buildings</li> <li>• Basement retains the heritage faced of the building and is tired back from the frontage as building height increases.</li> <li>• Open space is achieved via balconies and a shared internal courtyard.</li> </ul>
2.9 Density	247.9 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Common Equity Housing Limited (CEHL) to retain ownership (Project Partners: Becon Construction, Summer Foundation, TAC)
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>• Jointly funded by Common Equity Housing Limited, the Victorian Department of Human Services and the Federal Government (NRAS).</li> <li>• Net profits from the sale of the private units will be channelled into CEHL capital exposure on the project.</li> </ul>
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>• Private ownership underpinned the financial viability of the project, and the overall delivery has been a resounding success and establishes a clear model for providing social housing in mixed tenure developments into the future</li> </ul> <p>Of the 59 units</p> <ul style="list-style-type: none"> <li>• 25 are retained by CEHL and are co-operatively managed</li> <li>• 6 disability adapted housing with an on-site 24/7 support worker were purchased by Summer Foundation and Transport Accident Commission (TAC)</li> <li>• 28 privately owned</li> <li>• Community Housing Provider manages tenancies within development to ensure long term affordability</li> </ul>

3.4 Disposal mechanism	Sale of private dwellings
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	Brick Façade Levels 2 and 3 has been articulated with brickwork in variations of a 'Flemish Bond' brick pattern
4.2 Use of cost saving mechanisms	
4.3 Special/unique issues	Rather than being one large apartment, the Architect has divided three interlocking buildings of varying scale. <ul style="list-style-type: none"> <li>• Building 1 – 5-storey element sited on the corner of Gipps and Nicholson Streets</li> <li>• Building 2 – 3-storey element sited on the corner of Gipps and Little Charles Street</li> <li>• Building 3 – a row of 5, 2-storey townhouse located along Little Charles Street</li> </ul> Key aspect of this development and what sets it apart from other similarly scaled development in the area is the retention of the heritage façade along most of the Gipps and Nicholson Street frontages.
4.4 Energy efficiency	Average 6-star energy rating
4.5 Environmental efficiency	See 4.4 and 4.6
4.6 Water efficiency	<ul style="list-style-type: none"> <li>• Rainwater collected on site is reused for irrigation of the central courtyard.</li> <li>• Water sub metering is provided to allow water to be audited and leaks or inefficient use detected. Water sub meters are provided for irrigation and amenities in common areas.</li> <li>• All appliances have been selected to be within 1-star of the highest available WELS star rating.</li> </ul>
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	\$30million
5.2 Per unit	\$508,500
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	<ul style="list-style-type: none"> <li>• Rents are linked to income to ensure that no resident pays more than 25% of their pension/income on rent.</li> <li>• Rent have been set based on a maximum of not more than 75% of the market rent for one and two-bedroom apartments in the area.</li> </ul>
6.3 Market discounts	The social/private composition of the development has encouraged community integration and enabled CEHL to deliver the affordable housing units on a cash neutral basis (i.e. net profits from the sale of the private units have been channeled into CEHL's capital exposure on the project).
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A

8. Project History	Response
<p data-bbox="316 277 480 300">8.1 Notable events</p> <p data-bbox="316 398 528 421">8.2 Challenges and Issues</p>	<p data-bbox="730 241 1254 336">CEHL worked with the Transport Accident Commission (TAC) and Summer Foundation to provide appropriate, high-quality housing for people with disabilities while at the same time integrating seamlessly into an otherwise conventional apartment complex.</p> <p data-bbox="730 340 1254 479">Many issues encountered on site can be attributed to the requirement for a Statement of Environmental Audit arising from the site's previous use as a factory/warehouse. While matters relating to the contamination of soil were relatively minor there was significant delay in resolving groundwater contamination issues.</p>
9. Documentation	Response
<p data-bbox="316 560 400 582">9.1 Plans</p> <p data-bbox="316 981 459 1003">9.2 Photographs</p>	<p data-bbox="730 560 770 582">N/A</p>  







10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Establishes a clear model for providing social housing in mixed tenure development into the future.</li> <li>The social / private composition has facilitated community integrate and enabled CEHL to deliver the affordable housing apartments on a cash neutral basis.</li> <li>Internal green space has enabled considerable residential amenity to adjacent apartments with opportunities for views, access to sunlight and natural ventilation.</li> <li>The six disability units among 59 in total eliminate any sense of an institutional model yet offer effective economies of scale for a disability support worker to be located on-site 24/7.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities	The utilization of market housing to help fund the social housing within the one project was a financial imperative. The integration of the disability units eliminates any sense of institutionalization.	The use of for market funds to contribute to the social housing outcome is a worthy of consideration by CoS. De-institutionalization is a worthy pursuit.

## 20 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Driver Affordable Housing Project
1.2 Location	59 Driver Avenue, Driver 0830 NT
1.3 Developer/Owner	Venture Housing Company Limited (non-government not-for profit)
1.4 Project Type	Affordable Housing: Sustainable community - Grouped living model centered around a community garden
1.5 Maturity of Project	2014-2015
2. Project Description	Response
2.1 Size of Site	N/A
2.2 Number of Dwellings	20
2.3 Type of Dwellings	Detached elevated and single storey dwellings
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	2-Bedroom housing
2.6 Number and Location of Car Parks	1 per dwelling plus 4 visitor spaces
2.7 Other land uses included	N/A
2.8 Other features of development	Shared Community Garden
2.9 Density	N/A
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Venture Housing Company Limited
3.2 Funding arrangements	20 dwellings were under the Commonwealth Government's National Rental Affordability Scheme.
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>Specifically structured to meet both the Commonwealth Government's NRAS Regulations and NT Government's Affordable Housing Policy directions, broadly those on household incomes of \$47,000-\$65,000 per annum.</li> <li>Venture's fundamental aim is to ensure that households do not pay more than 35% of gross income. This would represent approximately 55%-73% of prevailing market rental levels, with discounted rentals ranging from \$267-\$356 per week.</li> </ul>
3.4 Disposal mechanism	Rental
4. Construction	Response
4.1 Nature of construction	Material selections included a reflection of traditional Darwin lightweight materials including iron cladding, hardwood timbers complemented with a concrete tilt up base for cyclonic resistance.
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Solar hot -water systems on all dwellings</li> </ul>

	<ul style="list-style-type: none"> <li>The community produce garden aims to provide an opportunity for tenants to watch, learn, try and participate in food generation</li> </ul>
<b>4.4 Energy efficiency</b>	7.4 NaTHERS rating
<b>4.5 Environmental efficiency</b>	<ul style="list-style-type: none"> <li>All dwellings are fully air-conditioned,</li> <li>The buildings maximise natural airflow to reduce energy costs through managed living conditions at various stages of the tropical season.</li> <li>Each dwelling feature a high level of natural light, quality aspect (either to the central community garden, open space park or streetscape frontage) and security.</li> </ul>
<b>4.6 Water efficiency</b>	N/A
<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	\$6.9 million
<b>5.2 Per unit</b>	\$345,000
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	N/A
<b>6.2 Rental level</b>	55-73% of market rental
<b>6.3 Market discounts</b>	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	N/A
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	<b>Response</b>
<b>8.1 Notable events</b>	<ul style="list-style-type: none"> <li>Driver is one of the first, post-Cyclone Tracey suburbs built extensively as a mixed public housing and private market area in the early to mid1980s. The site is now transformed into 20 elevated and single storey affordable houses for rental by individuals, couples and smaller families on low to moderate incomes.</li> <li>The project was completed on 23 June 2015 and handed over on 03 July 2015. Following commissioning and tenancy installs (blinds, curtains, safety features), the property had been actively marketed to the public during the latter part of July 2015 and August 2015. It is currently 100% tenanted.</li> </ul>
<b>8.2 Challenges and Issues</b>	





9. Documentation	Response
<p>9.1 Plans</p>	
<p>9.2 Photographs</p>	 <p><small>Image from: <a href="http://udiant.com.au/owards">http://udiant.com.au/owards</a></small></p>
10. Advantages/Disadvantages	Response
<p>10.1 Advantages</p>	<ul style="list-style-type: none"> <li>• The Driver development distinguishes itself a truly Affordable Housing but brought about by financial partnerships which enable the same quality and quantum of built form and architectural merit – regardless of means.</li> <li>• The design solution was a community-based group development providing dwelling typologies for smaller or emerging families, young couples, shared tenancies and even adaptable housing for senior members of the NT community. Venture embraced the elevated housing form for twelve of the dwellings with single storey housing comprising the balance.</li> <li>• Development was accepted by local police, nearby School and its immediate and extended neighbours.</li> </ul>
<p>10.2 Disadvantages</p>	
<p>10.3 Lessons Learned</p>	
<p>10.4 Consequences for surrounding community</p>	

11. Applicability to Salisbury	Response	
11.1 Opportunities	Open fencing and surveillance of adjacent parks and neighbourhood centre have been utilized to address local safety concerns.	CoS could utilize well-designed new development to address safety issues.

## 21 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	<b>Bower Townhouse Development at Bells Reach</b>
1.2 Location	Caloundra West in Queensland
1.3 Developer/Owner	Stockland
1.4 Project Type	Affordable Housing - Freehold small lot housing
1.5 Maturity of Project	2012
2. Project Description	Response
2.1 Size of Site	N/A
2.2 Number of Dwellings	11
2.3 Type of Dwellings	Terrace Homes
2.4 Size of Dwellings	Site areas vary between 75m <sup>2</sup> and 110m <sup>2</sup> .
2.5 Mix of Dwelling Types	2 or 3-bedroom double-storey terrace home
2.6 Number and Location of Car Parks	2 x 'small car' garage (one vehicle parked behind the other) in each dwelling
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>Homes are visibly different, and each has its own form.</li> <li>All services are located external to the site allowing a larger development footprint and the deep planting of shade trees within front and rear courtyard areas.</li> <li>Each has a secure front gate with an intercom system.</li> </ul>
2.9 Density	c 100dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Stockland
3.2 Funding arrangements	The Bower Homes qualified for the State Government's First Home Owner Grant, saving eligible buyers an extra \$10,000. <ul style="list-style-type: none"> <li>The \$204,940 entry price made proposed of new home ownership a reality for those on annual household incomes of less than \$60,000.</li> </ul>
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>Preference was given to owner-occupiers, and those who wanted to upgrade from caravan parks.</li> <li>The freehold ownership structure saves owners costs in body corporate fees.</li> </ul>
3.4 Disposal mechanism	Sale to market
4. Construction	Response
4.1 Nature of construction	<ul style="list-style-type: none"> <li>Building materials include low VOC paints and off-white rooves to minimize heat. The Modwood decking provides the attractiveness of timber without ongoing maintenance.</li> <li>Reduced costs of maintenance due to smaller lot and housing sizes</li> </ul>
4.2 Use of cost saving mechanisms	<ul style="list-style-type: none"> <li>Reduced costs of operation - less heating, less cooling</li> <li>Reduced car dependency as a bus stop is within 200m of the project</li> </ul>

<b>4.3 Special/unique issues</b>	<ul style="list-style-type: none"> <li>All homes are within 800m of convenience shopping, a prep to Year 12 school and a childcare centre.</li> </ul>
<b>4.4 Energy efficiency</b>	<p>Innovative approach to row housing is on freehold title instead of community title.</p> <ul style="list-style-type: none"> <li>10 of the 11 homes face north-east.</li> <li>All feature exceptional cross-ventilation as well as front and rear courtyards and decks.</li> <li>Flexible living spaces suit changing household types over the long term.</li> <li>Energy and water efficiency is provided by in-ground water tanks plumbed in to toilets and washing machines, solar panels, internal light wells for natural light, higher than standard ceilings, water efficient taps, oversized eaves, new technology off-peak air conditioning and courtyards for undercover clothes drying.</li> </ul>
<b>4.5 Environmental efficiency</b>	See 4.4
<b>4.6 Water efficiency</b>	See 4.4
<b>5. Construction Costs</b>	
<b>5.1 Overall expenditure</b>	N/A
<b>5.2 Per unit</b>	N/A
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	
<b>6.1 Sales price</b>	\$205,000 for a 2-bedroom and up to around \$275,000 for the larger 3-bedroom design.
<b>6.2 Rental level</b>	N/A
<b>6.3 Market discounts</b>	The Bower Homes qualified for the State Government's First Home Owner Grant, saving eligible buyers an extra \$10,000.
<b>7. Planning/Legal Framework</b>	
<b>7.1 Planning</b>	N/A
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	
<b>8.1 Notable events</b>	<ul style="list-style-type: none"> <li>The Sunshine Coast Council has been supportive, as most council organisations such as Brisbane do not allow such small freehold parcels.</li> <li>Bells Reach and Bellvista residents survey found almost 7 in 10 residents reported being 'very satisfied' and more than 10% had family or friends considering moving to Bellvista or Bells Reach</li> </ul>
<b>8.2 Challenges and Issues</b>	<ul style="list-style-type: none"> <li>The innovative small lot sizes meant services such as sewerage located in the front yard on a standard lot had to be relocated under the street to maximise useable space on the smaller lot. As a solution to the problem of including the stormwater management requirements onto these small lots, bio-pods were located within the lots' verge areas. This solved the problem of space and added visual appeal to the lots while retaining natural eco-systems within the community.</li> </ul>

9. Documentation	Response
9.1 Plans	
9.2 Photographs	
	
	 <p data-bbox="839 1693 1169 1709"><small>Images from: <a href="https://www.hmarchitecture.com.au/library-1/">https://www.hmarchitecture.com.au/library-1/</a></small></p>



10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>Positioned in proximity to beaches, schools, shopping and near Stockland's proposed Caloundra South master planned development</li> <li>The largely single storey community and its immediate success prompted the release of very similar products prompting further contribution to housing choice and diversity in the Caloundra region</li> <li>The location directly opposite a large village park has effectively provided a large outdoor living space for residents, activate the park and facilitate passive surveillance</li> <li>The architectural merit of Bower– designed by John Mainwaring – was a substantial contributor to the project's success. It was purpose designed for the location to make a strong statement amid a generally single storey-built environment.</li> <li>The flexibility of the homes has appealed to a wide range of buyer types. The garages can be used or either car parking or as recreation or utility space, such as a home gym. Laundry areas and folding clothes lines in car space add further space efficiencies</li> <li>Higher than standard ceilings and the use of voids create a generous sense of space that is rare in similar sized homes.</li> </ul>	
10.2 Disadvantages	N/A	
10.3 Lessons Learned	N/A	
10.4 Consequences for surrounding community	N/A	

11. Applicability to Salisbury	Response	
11.1 Opportunities	Cost of market housing can be kept low with small lot sizes and compact dwelling.	CoS to continue to evolve its small lot housing product.

**22 Low Cost Housing Projects Summary**

1. Project Identification		Response
1.1 Name	Town Life Living @ Playford Alive	
1.2 Location	36 Freeman Avenue, Munno Para, SA	
1.3 Developer/Owner	Renewal SA & Rivergum Homes	
1.4 Project Type	Affordable Housing	
1.5 Maturity of Project	2014 - 2016	
2. Project Description		Response
2.1 Size of Site	5,650m <sup>2</sup> (Stage 1)	
2.2 Number of Dwellings	65 (Stage 1)	
2.3 Type of Dwellings	7 designs all of which are detached dwellings: <ul style="list-style-type: none"> <li>• Austin (two storey dwelling)</li> <li>• Bayswater (one storey dwelling)</li> <li>• Glebe (one storey dwelling)</li> <li>• Malmo (two storey dwelling)</li> <li>• Soho (two storey dwelling)</li> <li>• Tribeca (two storey dwelling)</li> <li>• Ultimo (two storey dwelling)</li> </ul>	
2.4 Size of Dwellings	Austin	125 m <sup>2</sup>
	Bayswater	85 m <sup>2</sup>
	Glebe	97 m <sup>2</sup>
	Malmo	112 m <sup>2</sup>
	Soho	108 m <sup>2</sup>
	Tribeca	112 m <sup>2</sup>
	Ultimo	99 m <sup>2</sup>
2.5 Mix of Dwelling Types	Austin	2-Bedroom, 1.5 Bath
	Bayswater	1-Bedroom, 1 Bath
	Glebe	1-Bedroom, 1 Bath
	Malmo	2-Bedroom, 1.5 Bath
	Soho	2-Bedroom, 2 Bath
	Tribeca	2-Bedroom, 1.5 Bath
	Ultimo	2-Bedroom, 1 Bath
2.6 Number and Location of Car Parks	Austin	1 car space
	Bayswater	1 car space
	Glebe	1 car space
	Malmo	1 car space
	Soho	1 car space
	Tribeca	1 car space
	Ultimo	1 car space
2.7 Other land uses included	NIL	
2.8 Other features of development	<ul style="list-style-type: none"> <li>• Torrens-titled allotments with a house-and-land package</li> <li>• Turnkey packages</li> <li>• Parklets for community use including BBQ facilities</li> <li>• 'Streets for People' streetscapes for walkability</li> </ul>	
2.9 Density	115 dw/ha (net)	
3. Ownership/Funding/Delivery Mechanism		Response
3.1 Ownership structure	Renewal SA	

<b>3.2 Funding arrangements</b>	<ul style="list-style-type: none"> <li>Renewal SA funded all civil construction, infrastructure works and public realm landscaping</li> <li>Purchasers sign a land contract with Renewal SA and a build contract with Rivergum Homes, with the purchasers 3<sup>rd</sup> party financiers funding the dwelling construction component.</li> </ul>
<b>3.3 Delivery mechanism</b>	<ul style="list-style-type: none"> <li>The marketing expenditure was evenly split between Renewal SA and Rivergum Homes. A set amount per dwelling was determined prior to developing the marketing concept. All marketing materials have been produced by Renewal SA's consultants. Price escalation is agreed and shared between Rivergum Homes and Renewal SA.</li> </ul>
<b>3.4 Disposal mechanism</b>	Sale of house and land packages

<b>4. Construction</b>	<b>Response</b>
<b>4.1 Nature of construction</b>	Timber framed, lightweight panelling
<b>4.2 Use of cost saving mechanisms</b>	As the design of the dwellings incorporate such a small footprint, the dwellings do not contain any landscaping that requires high levels of maintenance or watering.
<b>4.3 Special/unique issues</b>	<ul style="list-style-type: none"> <li>The mix of roof styles, eye catching façade treatment and external colours were designed to give the dwellings streetscape prominence.</li> <li>The 2700mm ceilings provide the development with a striking appearance that can be seen upon entry to the development.</li> <li>Each dwelling includes stainless steel appliances such as a dishwasher, range hood, oven and gas cooktop</li> <li>2700mm ceilings to all dwellings apart from the Soho which has 2400mm ceilings downstairs and 2700mm ceilings upstairs</li> </ul>
<b>4.4 Energy efficiency</b>	Dwellings achieve an average of 5-star sustainability house assessment
<b>4.5 Environmental efficiency</b>	See 4.4 and 4.6
<b>4.6 Water efficiency</b>	<ul style="list-style-type: none"> <li>All appliances have a minimum 3-star energy rating and minimum 4-star water rating</li> <li>All allotments have access to the recycled water 'purple pipe' system</li> <li>All landscaping will be low-water consumption</li> </ul>

<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	\$11.2 million
<b>5.2 Per unit</b>	\$172,400 (average)
<b>5.3 Per m<sup>2</sup></b>	N/A

<b>6. Sales/Rental Levels</b>	<b>Response</b>	
<b>6.1 Sales price</b>	Austin	\$209,000
	Bayswater	\$159,000
	Glebe	\$156,000
	Malmo	\$215,000
	Soho	\$189,000
	Tribeca	\$200,500
	Ultimo	\$215,000
<b>6.2 Rental level</b>	N/A	
<b>6.3 Market discounts</b>	N/A	

7. Planning/Legal Framework	Response
7.1 Planning	N/A
7.2 Legal	N/A
8. Project History	Response
<p data-bbox="320 678 480 698"><b>8.1 Notable events</b></p>	<ul style="list-style-type: none"> <li data-bbox="738 405 1265 544">• Renewal SA recognised a gap in the market for high quality, small lot housing, to suit the needs of smaller households. The Town Life Living project represents Renewal SA's determination to broaden the range of affordable new housing options for single person and small households, based on Torrens-titled allotments.</li> <li data-bbox="738 544 1265 640">• Early engagement with the City of Playford was crucial to the project's success to ensure that zoning rules compatible with apartment development could be applied for small lot housing.</li> <li data-bbox="738 640 1265 808">• The product and price have proven to be successful with acceptance being extremely positive. A target of 20 sales for the first 12 months was exceeded by 145% with sales reaching 49 by 31 July 2015. This has since increased to 63, with only 2 of the initial 65 house and land packages available (as at November 2015). All are now sold and Stage 2 has been constructed.</li> <li data-bbox="738 808 1265 981">• Town Life Living is aimed at a number of key buyer groups: <ul style="list-style-type: none"> <li data-bbox="810 835 1230 855">» Singles: young adults living at home with parents</li> <li data-bbox="810 855 1222 875">» Renters: singles and couples who currently rent</li> <li data-bbox="810 875 1241 981">» Empty nesters / downsizer: singles and couples whose children have moved out of home and who are looking for an inexpensive, low maintenance living option</li> </ul> </li> </ul>
<p data-bbox="320 1066 528 1086"><b>8.2 Challenges and Issues</b></p>	<ul style="list-style-type: none"> <li data-bbox="738 987 1265 1084">• The size of the land and the dwellings made this particularly challenging, however, this was achieved with close consultation and planning between the builder, developer, civil engineers and landscape architects.</li> <li data-bbox="738 1084 1265 1169">• The products are typically unique in their design and price point in the northern Adelaide market. This was achieved by an innovative approach in designing and constructing the dwellings to achieve maximum efficiencies.</li> </ul>

9. Documentation	Response
<p>9.1 Plans</p>	
<p>9.2 Photographs</p>	



10. Advantages/Disadvantages	Response	
<p><b>10.1 Advantages</b></p>	<ul style="list-style-type: none"> <li>The marketing program for the Town Life Living project focusses on the exposure of the location and lifestyle this product offers.</li> <li>Designed to have an edgy, contemporary urban feel and utilised other benefits of the project including its proximity to transport links, the new Playford Alive Town Park, wetlands and walking and bike trails.</li> <li>'Streets for People' streetscape design principles ensure traffic is slowed while enhancing street landscaping is also a good selling point.</li> <li>The local parklets provide additional open space with integrated BBQ facilities.</li> </ul>	
<p><b>10.2 Disadvantages</b></p>	<p>Two storey designs are typically less appealing to aging demographic.</p>	
<p><b>10.3 Lessons Learned</b></p>	<p>Very successful product in the market.</p>	
<p><b>10.4 Consequences for surrounding community</b></p>	<p>Easy transition to traditional housing.</p>	
11. Applicability to Salisbury	Response	
<p><b>11.1 Opportunities</b></p>	<p>The housing and allotment pricing has proven to be very competitive due to the small dwelling footprint and small allotment size.</p>	<p>Council has already delivered this type of product at Jewel Living.</p>

	Opportunity to trial a single storey product that may be more affordable and with wider appeal for empty nesters.	Council to investigate compact single storey designs.

## 23 Low Cost Housing Projects Summary

1. Project Identification	Response				
1.1 Name	Gen Y Demonstration Housing				
1.2 Location	Mouquet Vista, White Gum Valley, WA				
1.3 Developer/Owner	Government of Western Australia land and development agency - Landcorp				
1.4 Project Type	Affordable Housing: Multi-residential infill housing – micro-apartment building				
1.5 Maturity of Project	2013-2014				
2. Project Description	Response				
2.1 Size of Site	250m <sup>2</sup>				
2.2 Number of Dwellings	3				
2.3 Type of Dwellings	Apartment				
2.4 Size of Dwellings	<table border="1"> <tr> <td>Floor area</td> <td>50m<sup>2</sup></td> </tr> <tr> <td>External area or balcony</td> <td>33m<sup>2</sup></td> </tr> </table>	Floor area	50m <sup>2</sup>	External area or balcony	33m <sup>2</sup>
Floor area	50m <sup>2</sup>				
External area or balcony	33m <sup>2</sup>				
2.5 Mix of Dwelling Types	3x1-bedroom apartment				
2.6 Number and Location of Car Parks	2 Garage Spaces + 2 in driveway				
2.7 Other land uses included	N/A				
2.8 Other features of development	<p>The development comfortably accommodates up to six adults. The three apartments include:</p> <ul style="list-style-type: none"> <li>• Private kitchen and laundry facilities</li> <li>• Shared gardens and outdoor living areas to maximise spatial efficiency</li> </ul>				
2.9 Density	120 dw/ha				
3. Ownership/Funding/Delivery Mechanism	Response				
3.1 Ownership structure	Landcorp				
3.2 Funding arrangements	N/A				
3.3 Delivery mechanism	Strata titled with individual tenancies				
3.4 Disposal mechanism	Sale of apartments				
4. Construction	Response				
4.1 Nature of construction	<ul style="list-style-type: none"> <li>• Light framed timber framing to all walls with a suspended floor;</li> <li>• Pre-finished refrigerant roof panels;</li> <li>• Colorbond steel;</li> <li>• Lightweight insulated fibre cement cladding; and</li> <li>• 'Green' low carbon concrete.</li> </ul>				
4.2 Use of cost saving mechanisms	<p>Landscape design incorporates recycled materials and waterwise planting with shared recycled brick planters for herbs and edible plants.</p>				
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>• The project achieved gold medal status (60-90 per cent saving) using the eTool Lifecycle Assessment Tool.</li> <li>• The design embraced the Government's Liveable Homes initiative in the Gen Y Demonstration Housing Project to</li> </ul>				



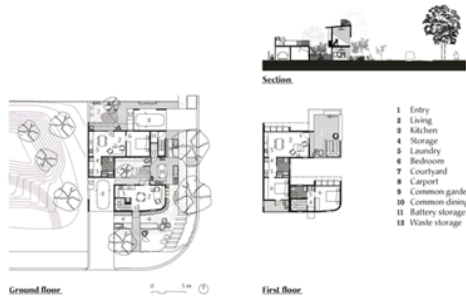

<b>4.4 Energy efficiency</b>	<p>ensure it can be easily adapted for those living with a disability, and for the changing needs of residents as they age.</p> <ul style="list-style-type: none"> <li>• Climate responsive layout integrates solar passive design principles to ensure natural light and cross ventilation to each apartment.</li> <li>• Utilises sustainable materials such as ‘green’ concrete using low carbon furnace slag provides thermal mass.</li> <li>• The larger than normal wall studs permit excellent thermal insulation and an air gap.</li> <li>• Apartments include a 9kW Photo Voltaic system with battery storage, a 10,000L underground rainwater harvesting tank and performance monitoring for all key services.</li> </ul>
<b>4.5 Environmental efficiency</b>	See 4.4
<b>4.6 Water efficiency</b>	See 4.4

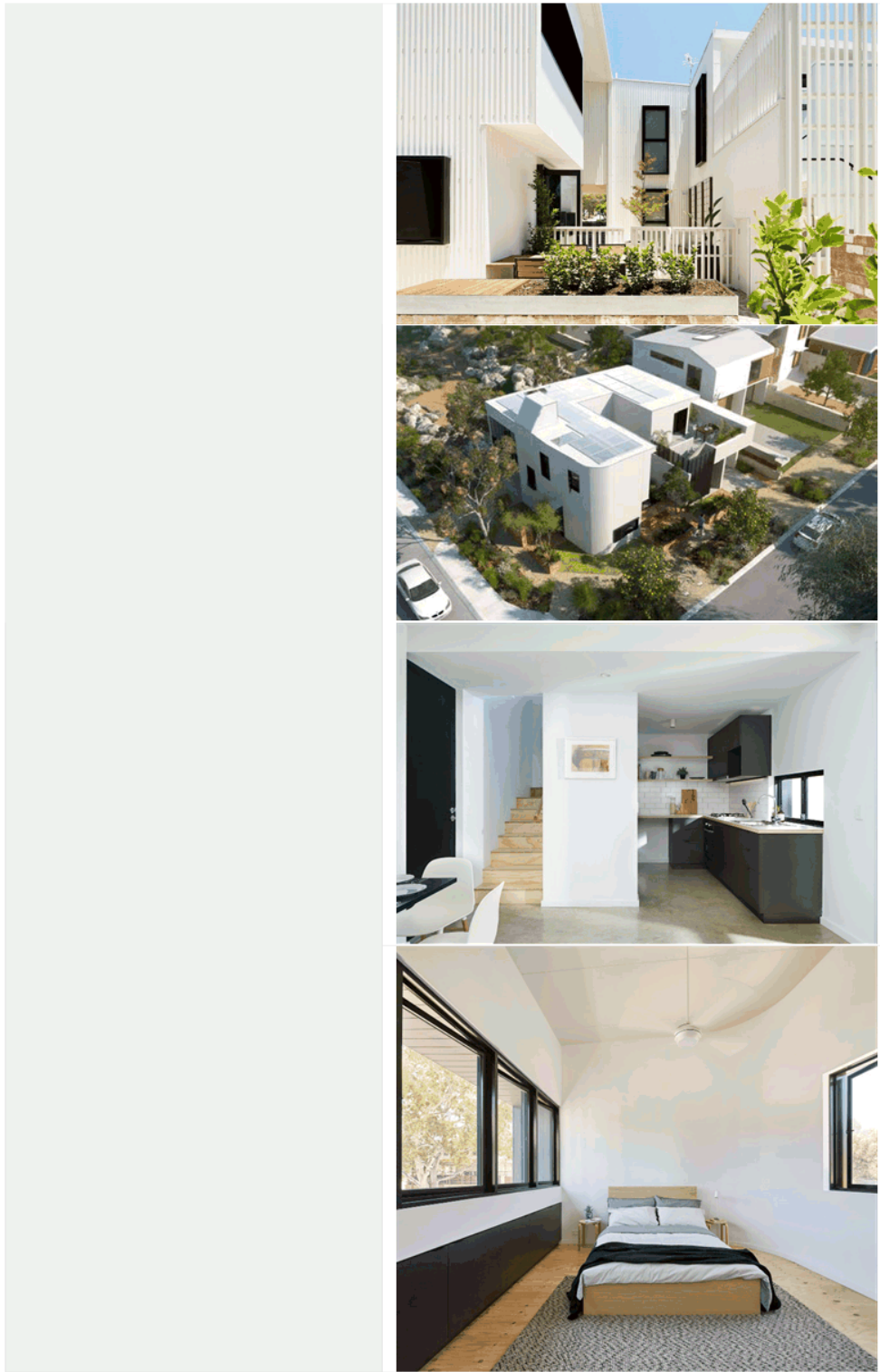
5. Construction Costs	Response
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A

6. Sales/Rental Levels	Response	
6.1 Sales price	Home 01	\$375,000
	Home 02	N/A
	Home 03	\$370,000
6.2 Rental level	N/A	
6.3 Market discounts	N/A	

7. Planning/Legal Framework	Response
7.1 Planning	N/A
7.2 Legal	N/A

8. Project History	Response
8.1 Notable events	The project was the result of a 2013 design competition inviting young West Australian architects to submit design concepts for a unique and sustainable residential dwelling which encapsulated the Gen Y lifestyle. The challenge attracted 21 entries with the winning design, by Fremantle-based architect David Barr, built on Lot 7 at WGV.
8.2 Challenges and Issues	N/A

9. Documentation	Response
<p>9.1 Plans</p>	 <p>Section.</p> <p>Ground floor.</p> <p>First floor.</p> <ul style="list-style-type: none"> <li>1 Entry</li> <li>2 Living</li> <li>3 Kitchen</li> <li>4 Storage</li> <li>5 Laundry</li> <li>6 Bedroom</li> <li>7 Courtyard</li> <li>8 Carport</li> <li>9 Common garden</li> <li>10 Common dining</li> <li>11 Bulky storage</li> <li>12 Waste storage</li> </ul>
<p>9.2 Photographs</p>	





10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>A design strategy of 'small and raw' units that are well located and well-priced, the project attempts to reconceptualise what is achievable when community, sustainability and cost are prioritised equally.</li> <li>The Gen Y Demonstration Housing Project revolutionises the way developers use small lots to create housing options which are suited for a younger generation of homebuyers.</li> <li>The three self-contained apartments are arranged around a shared central courtyard and massed together to look more like a typical suburban home.</li> <li>There's also the opportunity to change and expand the apartment as needs change. For example, if the residents find they don't use their carport (and assuming the planning authorities allow it) there's a potential to turn that space into and studio or additional bedroom.</li> </ul>
10.2 Disadvantages	Construction costs are higher for a unique design solution.
10.3 Lessons Learned	Very neighbourhood friendly way to introduce apartments into a traditional neighbourhood.
10.4 Consequences for surrounding community	N/A



11. Applicability to Salisbury	Response
11.1 Opportunities	<p>Housing model that provides an excellent demonstration of a housing solution that bridges the gap between the single house and large apartment block, providing stealth density in medium density areas that integrates well with the streetscape.</p> <p>Opportunity for Council to explore an affordable 1-bedroom product at high density.</p> <p>Undertaking a design competition using young architects/designers to investigate a concept design for a flexible, cost effective and sustainable dwelling.</p> <p>Council could undertake a design competition (show innovation design through Demonstration projects) to generate ideas and interest.</p> <p>The key aim of the project was to encourage more sustainable and affordable living opportunities for first homebuyers.</p>

### 24 Low Cost Housing Projects Summary

1. Project Identification	Response	
1.1 Name	The Commons	
1.2 Location	7 Florence Street, Brunswick VIC 3056	
1.3 Developer/Owner	Small Giants	
1.4 Project Type	Sustainable Multi-residential apartment building (24 units)	
1.5 Maturity of Project	2014	
2. Project Description	Response	
2.1 Size of Site	755m <sup>2</sup>	
2.2 Number of Dwellings	24	
2.3 Type of Dwellings	Apartments	
2.4 Size of Dwellings	Floor area	52 m <sup>2</sup>
	External area or balcony	10 m <sup>2</sup>
2.5 Mix of Dwelling Types	1-bedroom and 2-bedroom apartments	
2.6 Number and Location of Car Parks	NIL	
2.7 Other land uses included	Communal area – 625m <sup>2</sup>	
2.8 Other features of development	<ul style="list-style-type: none"> <li>• 5 storeys with a roof terrace</li> <li>• Racks for seventy-two bikes and an adjacent car share space, as well as immediate proximity to a train station and bike path.</li> </ul>	
2.9 Density	317.9 dw/ha (net)	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Designed by Breathe Architecture, The Commons was intended to be the firm's first architect-funded project. However, due to the poor economic environment of 2007, the project was ultimately taken on by ethical developer Small Giants.	
3.2 Funding arrangements	N/A	
3.3 Delivery mechanism	N/A	
3.4 Disposal mechanism	N/A	
4. Construction	Response	
4.1 Nature of construction	<ul style="list-style-type: none"> <li>• Recycled timber floors;</li> <li>• Exposed thermal mass in the form of concrete structure and ceilings;</li> <li>• Locally manufactured raw brass tap ware and door hard ware, copper sinks;</li> <li>• Double glazed timber doors;</li> <li>• Double glazed thermally broken windows, and mild steel light fittings; and</li> <li>• Bricks from existing site recycled in new lobby construction</li> </ul>	
4.2 Use of cost saving mechanisms	<ul style="list-style-type: none"> <li>• No cars, air-conditioning, second bathrooms, individual laundries and washing machines, plasterboard ceilings, chrome, tiles, toxic finishes or imported timbers</li> </ul>	

4.3 Special/unique issues	<ul style="list-style-type: none"> <li>• Parking for 72 bikes and car share</li> <li>• Shared washing facilities in a timber-clad pod on the roof</li> <li>• Natural light and fresh air are delivered to every lift lobby via a lush internal garden void.</li> <li>• The rooftop includes landscape with native plantings, raised vegie and herb gardens</li> </ul>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>• Average 7.5 star energy rating,</li> <li>• Natural light and ventilation to all bedrooms, cross ventilation to all apartments</li> <li>• Shared 5kW PV array, solar hot water system and hydronic heating boiler</li> <li>• Solar panels on the roof, hydronic heating, double-glazed windows with thermal breaks, ultra-efficient lighting and electrics, and of course good passive design.</li> </ul>
4.5 Environmental efficiency	See 4.2-4.4
4.6 Water efficiency	See 4.2-4.4
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	<ul style="list-style-type: none"> <li>• Sold before auction \$755,000</li> <li>• The reserve was \$701,000</li> <li>• All sold off-plan</li> </ul>
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>• The Commons served as a prototype to the Nightingale model such as material reductionism and social impacts of shared facilities. The Commons' unique approach has gained widespread attention, sweeping national awards and creating the foundation for the Nightingale model and Nightingale Housing.</li> <li>• Parking spots for Nightingale 1 were priced at \$35,000 each. When given a choice, all 20 of those lined up to buy an apartment said they didn't need one. En-suites came in at \$12,000, and would mean sacrificing seven square metres from the living room. No one wanted that, either. When it was explained it would keep prices down, everyone said yes to shared laundry facilities, too.</li> </ul>
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>• The Commons was a success in design terms. As the development won the Victorian and national architecture awards in 2014, and is universally admired as a case study in sustainable housing. However, it was a failure in financial terms: the global financial crisis meant that the consortium of architects couldn't borrow the money for construction, so they had to find an "ethical developer" at the last moment,</li> </ul>

and thus relinquished the control that they had set out to achieve in the first place.

9. Documentation	Response
9.1 Plans	
9.2 Photographs	

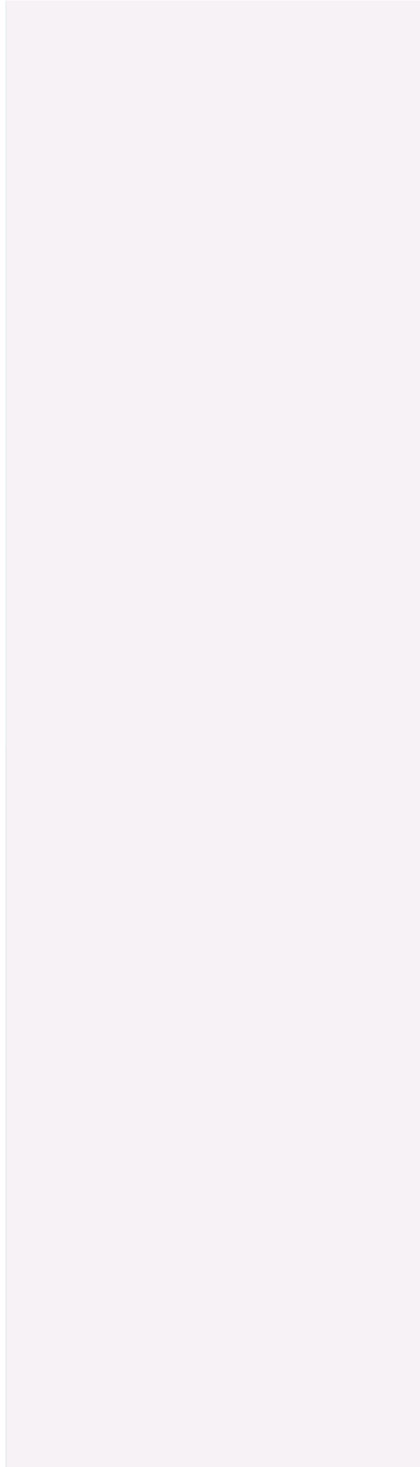


Image from: <http://www.breathe.com.au/the-commons-1/>






10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Functional and social success of the project hinges on the use of communal spaces (including a rooftop garden, water collection, hydronic heating, PV array and laundry) to engender a compassionate and supportive community and encourage behavioural changes in lifestyle habits</li> <li>The Commons makes a clear statement that sustainability is about much more than just ratings – it is also about affordability, liveability, longevity and a great sense of community.</li> </ul>
10.2 Disadvantages	Young buyers not having the opportunity to purchase a unit allowing empty nesters to buy majority of the units.
10.3 Lessons Learned	
10.4 Consequences for surrounding community	

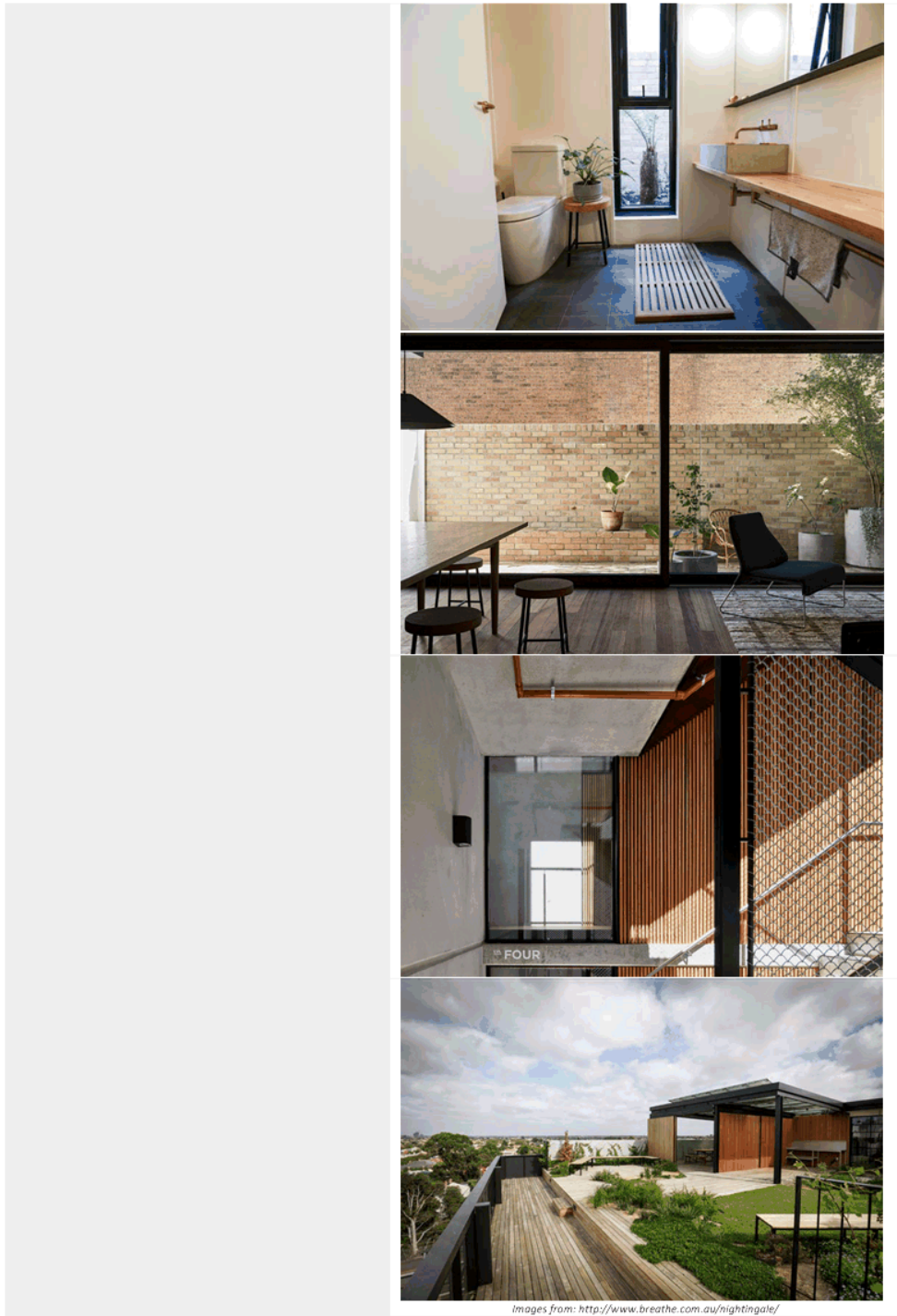
11. Applicability to Salisbury	Response	
11.1 Opportunities	Although the project is not 'affordable' the concept of sustainability and architectural quality is what draws buyers and sells.	CoS to investigate design inclusions to reduce living costs.
	Understanding that part of purchasing a house is also about living costs in the long term	

## 25 Low Cost Housing Projects Summary

1. Project Identification	Response	
1.1 Name	Nightingale 1	
1.2 Location	1/6 Florence St, Brunswick VIC 3056	
1.3 Developer/Owner	Nightingale Housing (not-for-profit organization) - With Nightingale apartment projects, there is no developer. There is a group of ethical investors who have all agreed to a maximum profit of 15 per cent.	
1.4 Project Type	Affordable Housing using the Nightingale Housing Model	
1.5 Maturity of Project	2014	
2. Project Description	Response	
2.1 Size of Site	N/A	
2.2 Number of Dwellings	20	
2.3 Type of Dwellings	Apartments	
2.4 Size of Dwellings	1-bedroom apartments	53 m <sup>2</sup> – 56 m <sup>2</sup>
	2-bedroom apartments	80 m <sup>2</sup> - 81 m <sup>2</sup>
2.5 Mix of Dwelling Types	1-bedroom and 2-bedroom apartments	
2.6 Number and Location of Car Parks	3 car park spaces	
2.7 Other land uses included	N/A	
2.8 Other features of development	<ul style="list-style-type: none"> <li>Communal laundry on the roof and includes lawn, communal garden, decked areas (with sandpits under circular covers) and a roofed BBQ and eating area.</li> <li>Entry at Nightingale 1 is open to the public during the day and offers access to toilets to encourage social sustainability and engagement with the local community.</li> <li>Each apartment has its own balcony.</li> </ul>	
2.9 Density	N/A	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Nightingale Housing	
3.2 Funding arrangements	Six Degrees Architects, Austin Maynard Architects, Architecture Architecture, Clare Cousins Architects, MRTN Architects and Wolveridge Architects along with the Robin Boyd Foundation joined together to help fund the first Nightingale project and began their mission to change the benchmark of Australia's urban housing model.	
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>The financial model provides high quality and affordable apartment housing to owner-occupiers.</li> <li>Nightingale uses a system of small ethical investors who take a maximum of 15 % and therefore allows the architects to focus on sustainable and good quality design, rather than the highest short term financial return.</li> <li>The model is deliberative — future occupants of the apartments are confirmed before the design of the apartments is finalised.</li> </ul>	
3.4 Disposal mechanism	The ongoing affordability of a Nightingale apartment is protected through the Nightingale covenant which is attached to the title and	

	runs for 20 years. This ensures that this affordability is passed on to the next purchaser.
<b>4. Construction</b>	<b>Response</b>
<b>4.1 Nature of construction</b>	Interior construction includes: recycled timber floors, concrete ceilings, exposed finishes, form-ply joinery and concrete benchtops.
<b>4.2 Use of cost saving mechanisms</b>	Long term savings are achieved through environmental measures such as avoiding air conditioning and using an embedded energy network which significantly lowers energy costs. In addition, access to car shares and public transport negates the need for a dedicated car and car space.
<b>4.3 Special/unique issues</b>	
<b>4.4 Energy efficiency</b>	18 Kw – Solae array 100% fossil-fuel free
<b>4.5 Environmental efficiency</b>	8.2 Stars NaTHERS rating
<b>4.6 Water efficiency</b>	Rainwater harvesting used for irrigation and common-area toilets
<b>5. Construction Costs</b>	<b>Response</b>
<b>5.1 Overall expenditure</b>	Approx. \$5million
<b>5.2 Per unit</b>	N/A
<b>5.3 Per m<sup>2</sup></b>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
<b>6.1 Sales price</b>	Nightingale 1.0 (Balloted 2016)
	One-bedroom apartments \$415k – \$455k
	Two-bedroom apartments \$630k – \$665k
	At the completion of Nightingale 1 an average of \$5,450 was refunded to each resident as a proportion of the un-spent construction contingency
<b>6.2 Rental level</b>	N/A
<b>6.3 Market discounts</b>	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
<b>7.1 Planning</b>	N/A
<b>7.2 Legal</b>	N/A
<b>8. Project History</b>	<b>Response</b>
<b>8.1 Notable events</b>	<ul style="list-style-type: none"> <li>Nightingale Housing won the prestigious Victorian Premier’s Sustainability Award.</li> <li>There are currently 11 other Nightingale projects currently under development in Brunswick, Melbourne; Fairfield, Melbourne; Brunswick East, Melbourne, and Fremantle, Perth.</li> <li>All Nightingale apartments have future occupants selected prior to construction commencing. Majority are pre-sold completely without real estate agents. The waiting list for apartments delivered under the Nightingale model is over 800 strong — demand is far outstripping supply.</li> </ul>

<p><b>8.2 Challenges and Issues</b></p>	<ul style="list-style-type: none"> <li>• The provision of zero car parking was not approved. After one objection to the Victorian Civil and Administrative Tribunal (VCAT), the architects had to include three car spaces which replaced 27 bicycle parking spots in order to receive the approval.</li> <li>• Access to land is a challenge - in order for the Nightingale model to work, sites must be:             <ul style="list-style-type: none"> <li>» An inner suburb infill site that is located within a 5-10 minute walking distance to facilities, services and public transport.</li> <li>» A site with a minimum size of 500m<sup>2</sup> with a market value that will cost \$85,000 or less per apartment for the land component.</li> <li>» Located in an urban renewal area that can accommodate medium density housing.</li> </ul> </li> </ul>
<p><b>9. Documentation</b></p>	<p><b>Response</b></p>
<p><b>9.1 Plans</b></p>	
<p><b>9.2 Photographs</b></p>	
	



Images from: <http://www.breathe.com.au/nightingale/>


10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Part of the Planning Permit, the Green Travel Plan ensures occupants use sustainable modes of transport instead of private car ownership. This includes a \$500 (per bedroom)</li> </ul>

	<p>payment towards a choice of sustainable transport such as GoGet share cars, myki cards, Uber accounts or bike servicing/repairs. For example, if a tenant owns a two-bedroom apartment in Nightingale 1, and chooses MYKI as the preferred green travel method the tenant must pay \$1000 to the Owners Corporation and the Owners Corporation would provide two \$500 Myki cards. This payment is paid yearly, and must be used for sustainable transport measures, as agreed by the Owners Corporation.</p> <ul style="list-style-type: none"> <li>• It is believed that true affordable housing in Australia is only available through state owned public housing or subsidized housing through a Community Housing Provider. One of the key pillars of Nightingale Housing is financial sustainability. Nightingale Housing aims to reduce the cost of housing through the following mechanisms: <ul style="list-style-type: none"> <li>» Nightingale aims to take out the middleman. Nightingale projects do not employ real estate agents, marketing consultants and do not pay to build display suites. These costs were stripped out of Nightingale 1 and saved the project over \$400,000. This reduced the average price of each apartment by over \$20,000 each.</li> <li>» Partnerships: Fisher &amp; Paykel, Bluescope Steel &amp; Brickworks have all sponsored Nightingale because they believe in our mission. The savings on these products are passed directly through to the residents.</li> <li>» Reduced operational costs: Nightingale Housing has established an embedded energy network system that buys bulk GreenPower from Momentum Energy and passes on that bulk purchase price per Kilowatt Hour directly to the residents. This network also shares the benefit of the solar hot water with each of the residents.</li> </ul> </li> <li>• Under the Nightingale model, any savings from not having second bathrooms, air conditioning, display suites and real estate agents are taken off the selling price of the apartments. This enables the housing to be substantially more affordable than a typical apartment.</li> </ul>
<b>10.2 Disadvantages</b>	N/A
<b>10.3 Lessons Learned</b>	N/A
<b>10.4 Consequences for surrounding community</b>	N/A

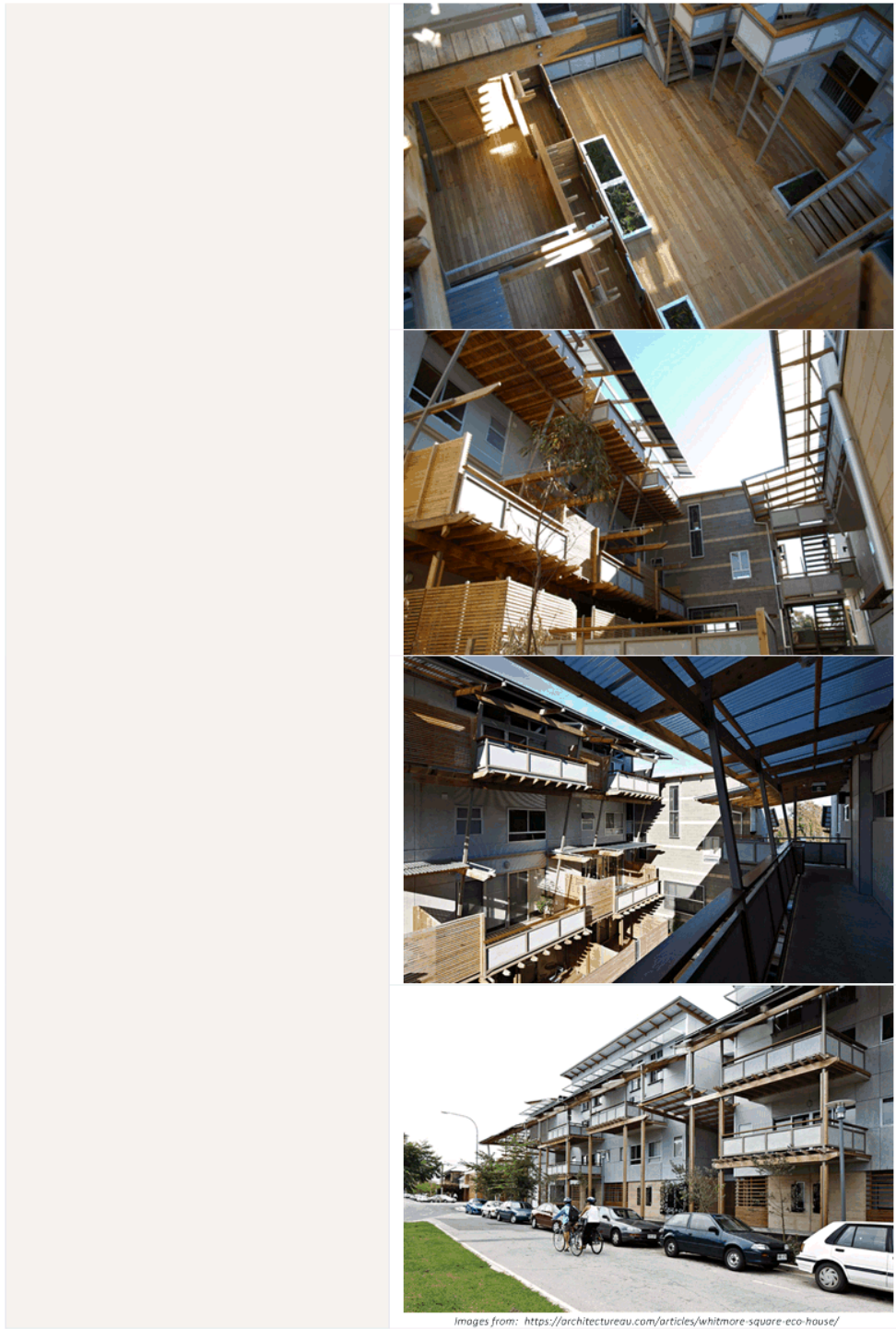
11. Applicability to Salisbury	Response	
<b>11.1 Opportunities</b>	Covenant on the title used to require successors in title to maintain the affordability.	CoS can similarly encumber titles to maintain below market pricing to future purchasers.
	No car parking provision.	

## 26 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Affordable Eco-Housing
1.2 Location	Whitmore Square, Adelaide, SA
1.3 Developer/Owner	Adelaide City Council and the State Government
1.4 Project Type	Affordable Housing: Sustainable Multi-residential apartments
1.5 Maturity of Project	2011
2. Project Description	Response
2.1 Size of Site	N/A
2.2 Number of Dwellings	26
2.3 Type of Dwellings	Units
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	2x1-bedroom unit and 24x2-bedroom unit
2.6 Number and Location of Car Parks	Basement Car parking
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• 4.5 storey building</li> <li>• Basement ancillary spaces</li> <li>• A corner café</li> <li>• Community garden</li> </ul>
2.9 Density	N/A
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Joint venture between the Adelaide City Council and the State Government
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>• Various public-private partnership arrangements</li> <li>• Six of the units sold promptly on the open market, with the remainder to be rented through the National Rental Affordability Scheme.</li> </ul>
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>• Development was part of the “user-wins green initiatives” and integrated a commendable final build rate of around \$3000 per square metre</li> <li>• The Eco-Housing project has delivered commercial returns competitive with privately funded developments, several of which sit alongside in a telling demonstration of the blandness of mainstream real estate solutions.</li> </ul>
3.4 Disposal mechanism	N/A
4. Construction	Response
4.1 Nature of construction	<ul style="list-style-type: none"> <li>• Utilised “luxurious” materials such as rammed earth and cypress pine were deployed where they contribute to public spaces</li> <li>• Everyday materials of concrete block and compressed fibre cement have been detailed conscientiously with respect to weathering</li> </ul>

4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Solar panels double as eaves,</li> <li>operable sunshades give dynamic character to the facade.</li> </ul>
4.4 Energy efficiency	Solar access to every unit
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	Awards won: <ul style="list-style-type: none"> <li>AIA (SA) Multi-Residential Award Commendation, 2011</li> <li>AIA (SA) Sustainability Award commendation, 2011</li> </ul>
8.2 Challenges and Issues	N/A
<b>9. Documentation</b>	<b>Response</b>
9.1 Plans	N/A
9.2 Photographs	





Images from: <https://architectureau.com/articles/whitmore-square-eco-house/>

10. Advantages/Disadvantages	Response
10.1 Advantages	N/A

10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities		

### 27 Low Cost Housing Projects Summary

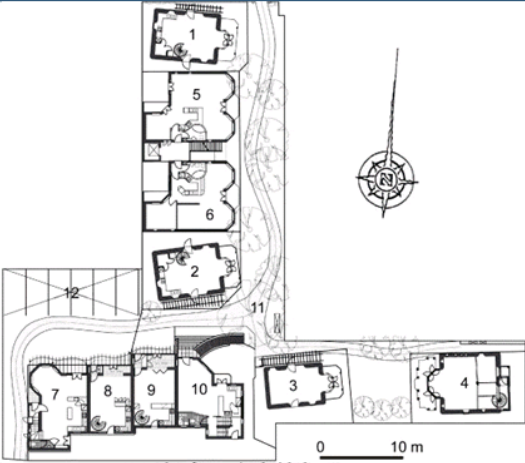

1. Project Identification	Response
1.1 Name	Christie Walk
1.2 Location	105 Sturt St, Adelaide SA 5000
1.3 Developer/Owner	Urban Ecology Australia
1.4 Project Type	Affordable Housing: Community driven- demonstration Eco-Village using the Co-housing model <i>A concept gaining popularity in Germany and the United States, co-housing provides an opportunity for individuals to pool resources to develop medium-density housing, rather than purchasing 'off-the-shelf' housing products. Bypassing a traditional developer allows the groups to build their needs into design, create a sense of community and, for some projects, achieve capital cost savings.</i>
1.5 Maturity of Project	1999-2006
2. Project Description	Response
2.1 Size of Site	2000m <sup>2</sup>
2.2 Number of Dwellings	27
2.3 Type of Dwellings	Apartments, Town Houses and detached cottages
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	<ul style="list-style-type: none"> <li>• 3-storey block of 6 apartments</li> <li>• 4 three storey town houses</li> <li>• 4 detached cottages</li> <li>• 5-storey apartment block</li> </ul>
2.6 Number and Location of Car Parks	The site itself is a car-free zone, fostering walking and cycling within the site and beyond.
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• Communal garden</li> <li>• Roof garden</li> <li>• Laundry</li> <li>• Kitchen</li> <li>• Meeting room</li> <li>• Library</li> <li>• Toilets</li> <li>• Also hosts an educational facility, the Centre for Urban Ecology</li> </ul>
2.9 Density	135 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Urban Ecology Australia
3.2 Funding arrangements	Cooperative project that capitalised on a niche market and received no financial contribution from government. <ul style="list-style-type: none"> <li>• The cooperative development model meant that the individuals were all financially invested in the project from the early stages. The deposit for the purchase of the land was funded by an individual in the cooperative, the remainder was debt financed.</li> </ul>
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>• The project did not receive any public funding and was not driven by profit motivations</li> </ul>

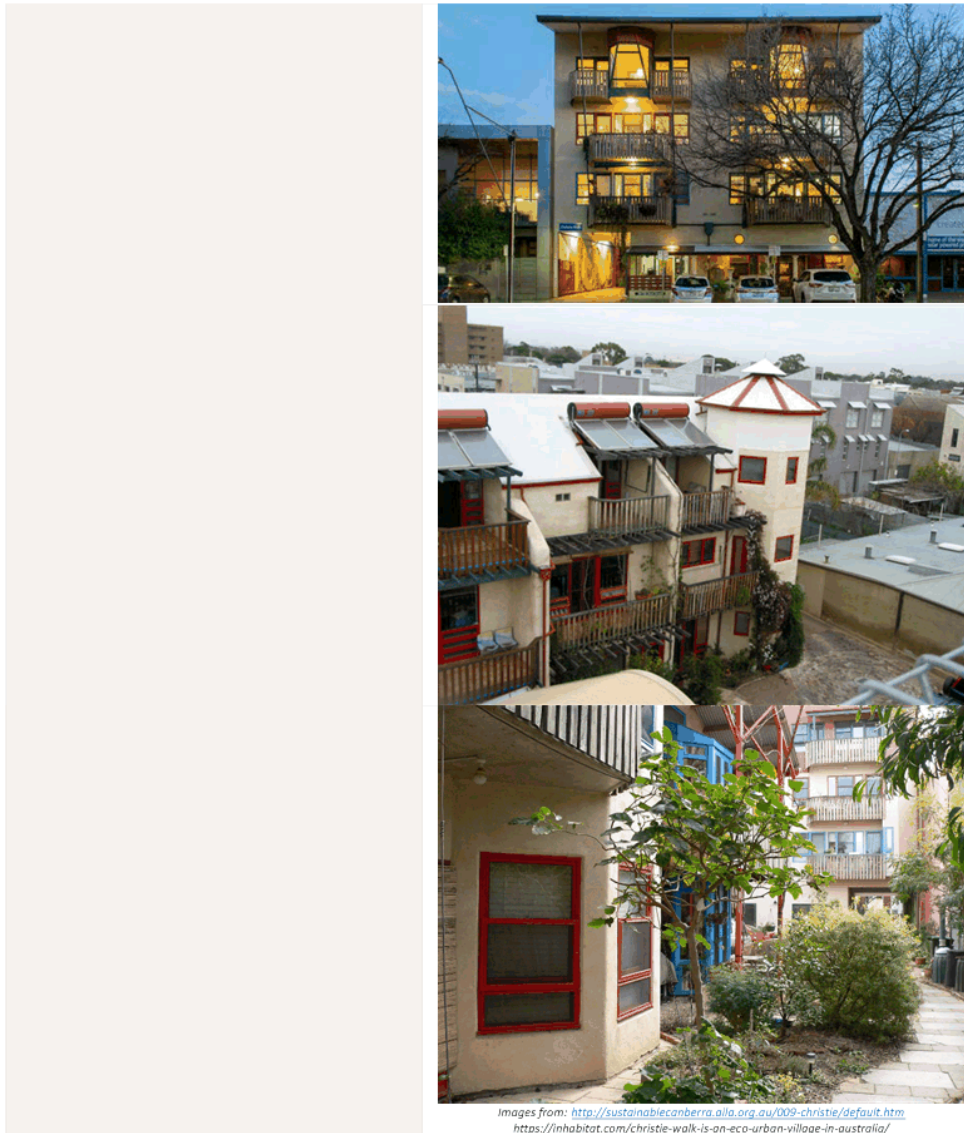
	<ul style="list-style-type: none"> <li>Construction was financed by a combination of private capital and an additional loan to the cooperative.</li> <li>A number of entities were created or engaged to manage the development process:             <ul style="list-style-type: none"> <li>» Wirranendi: The private not-for-profit housing cooperative, consisting of resident and non-resident members, was the primary group delivering the development. The group owns the land during construction, with individual properties then sold on a community title.</li> <li>» Ecopolis Architects: A for-profit architectural firm, established by Paul Downton prior to the project being conceived.</li> </ul> </li> <li>Ecocity Developments Pty Ltd: A not-for-profit ethical builder, set up to construct the project (using various subcontractors).</li> </ul>
3.4 Disposal mechanism	N/A

4. Construction	Response
4.1 Nature of construction	Construction, particularly in paving and landscaping, utilised recovered materials from demolished structures on-site.
4.2 Use of cost saving mechanisms	See 4.4
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>The dwellings have a planned lifetime of 100 years</li> <li>The roof garden acts as insulation for apartments on the top floor</li> <li>The layer of soil and plants forms a barrier against the heat and provides another gardening area and meeting place.</li> </ul>
4.4 Energy efficiency	<p>Key components include:</p> <ul style="list-style-type: none"> <li>All buildings were designed using passive solar design principles.</li> <li>A number of dwellings utilised innovative construction techniques and materials, such as straw-bale construction and aerated concrete.</li> <li>No active heating and/or cooling systems were installed, with building</li> <li>Energy costs are up to 50% less than a 'business-as-usual' dwelling</li> <li>Solar hot water systems service all buildings.</li> <li>There is a communally owned 5 kW solar photovoltaic (PV) system.</li> </ul>
4.5 Environmental efficiency	See 4.4
4.6 Water efficiency	Stormwater from roofs and paved surfaces is collected in two 20,000L underground tanks. This is reused in toilet flushing and landscape irrigation.

5. Construction Costs	Response
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A

6. Sales/Rental Levels	Response
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A

7. Planning/Legal Framework	Response
7.1 Planning	N/A
7.2 Legal	N/A
8. Project History	Response
8.1 Notable events	<p>The successful delivery of Christie Walk relied heavily on the commitment and passion of the group involved, the support of external organisations and volunteers, and an innovative governance and development model.</p>
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>Challenging issues were encountered throughout all phases such as the timing of title creation.</li> <li>The cooperative accepted it was 'learning by doing' and persevered regardless of various setbacks. It is unlikely that a commercial developer would have persevered in the same way without compromising the project's sustainability values, and this highlights the importance of the genuine commitment of the cooperative to the project's key principles</li> </ul>
9. Documentation	Response
9.1 Plans	
9.2 Photographs	



10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>The cooperative development model was founded on a desire to create a community, not just a series of buildings. This was achieved through the creation of shared spaces, including a pioneering roof garden, that promote interaction and community cohesion.</li> <li>The sense of community is important, if not more important, than the sustainability of the development in attracting interest and potential buyers.</li> <li>The small communal garden improves security, a social resource and produces food on-site.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities	The use of shared spaces to create a sense of community	CoS to consider this design opportunity.
	In appropriate walkable locations, no car parking or car access can be accessible.	CoS to consider.

## 28 Low Cost Housing Projects Summary

1. Project Identification	Response	
1.1 Name	Regent Park	
1.2 Location	Newtown, Wellington	
1.3 Developer/Owner	Wellington City Council (WCC)	
1.4 Project Type	Social Housing Development	
1.5 Maturity of Project	2012	
2. Project Description	Response	
2.1 Size of Site	6447m <sup>2</sup>	
2.2 Number of Dwellings	27	
2.3 Type of Dwellings	Apartments, terraced housing, detached housing	
2.4 Size of Dwellings	N/A	
2.5 Mix of Dwelling Types	Apartments	18x2-bedroom
	Terraced housing,	4x4-bedroom
	Detached housing,	5x3-bedroom
2.6 Number and Location of Car Parks	30 car parking spaces	
2.7 Other land uses included		
2.8 Other features of development	<ul style="list-style-type: none"> <li>The four-bedroom houses and the three-bedroom townhouses have a small private front yard, front door and integrated carport to provide an individual address to the central space.</li> <li>Each of the three apartment buildings has a central communal access into the building.</li> <li>The three-bedroom townhouses are attached with the one storey carport structure separating and breaking down the two storey dwellings.</li> </ul>	
2.9 Density	41.9 dw/ha (net)	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Wellington City Council	
3.2 Funding arrangements	Council Housing – All tenants must have low income and assets to be eligible for a Council City Housing property	
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>Rent is subsidised by 30%, tenants pay 70% of the 'market rate'.</li> <li>If rent is more than 35% of the tenants total income, tenants may be entitled to the Council's affordable rent subsidy.</li> </ul>	
	N/A	
3.4 Disposal mechanism	N/A	
4. Construction	Response	
4.1 Nature of construction	N/A	
4.2 Use of cost saving mechanisms	N/A	
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>The use of small amounts of colour adds another layer to the diversity of architectural elements.</li> </ul>	



	<ul style="list-style-type: none"> <li>The architects worked within specific multi-housing guidelines laid out by WCC to ensure the development delivers good amenity, incorporates a north facing open area, good sunlight and views, whilst maintaining privacy for the tenants and public access.</li> </ul>
4.4 Energy efficiency	N/A
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>This complex was to be the only new build among the first nine projects to be completed as part of WCC's housing upgrade programme. The government is giving \$220 million to the project and the Council will invest additional money from its rental income.</li> <li>The Housing Upgrade project's goal is in part to provide better housing. Installing insulation and double glazing and improving ventilation and heating will allow tenants to enjoy, safer, warmer, drier homes.</li> <li>Wellington City Council's new Regent Park housing development in Newtown – designed by local architects Designgroup Stapleton Elliot – won the 2012 Resene Total Colour Residential Exterior Award and the Resene Total Colour Maestro Nightingale Award in August.</li> </ul>
8.2 Challenges and Issues	N/A

9. Documentation	Response
<p>9.1 Plans</p>	 <p>The response section contains three architectural drawings. At the top is a site plan for the 'WCC Housing Upgrade Project' located in 'Regent Park'. The site plan shows a cluster of buildings, green spaces, and parking areas, with a legend on the right side. Below the site plan are two floor plans. The first is a 'FOUR-BEDROOMED TOWNHOUSE PLAN' showing a layout with four bedrooms, a living area, kitchen, dining area, and a bathroom. The second is a 'TWO-BEDROOMED APARTMENTS PLAN' showing a layout with two bedrooms, a living area, kitchen, dining area, and a balcony.</p>

9.2 Photographs







10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Shops and public transport are within 400 meters of the site.</li> <li>Other community facilities such as a park including, children's playground, crèches and schools are all in close proximity within the neighbourhood.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

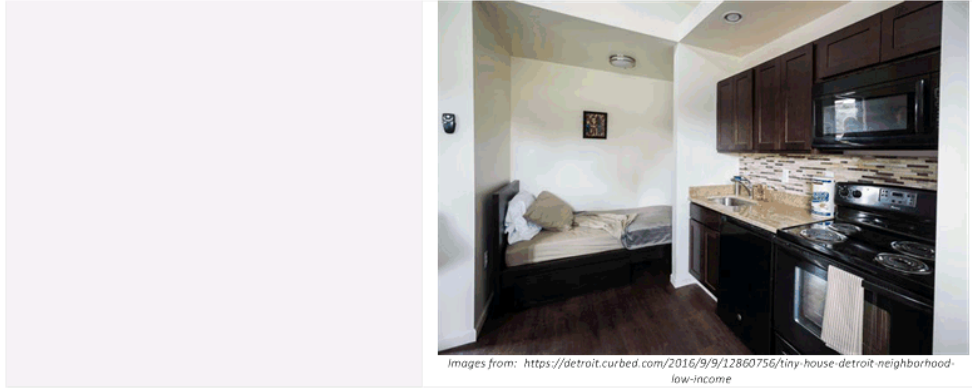
11. Applicability to Salisbury	Response
11.1 Opportunities	<p>Good use of a land locked site, creating an open central park to open up the site.</p>

**29 Low Cost Housing Projects Summary**

1. Project Identification	Response
1.1 Name	Tiny Houses
1.2 Location	1564 Elmhurst St, Detroit, MI 48206, USA
1.3 Developer/Owner	Cass Community Social Services (CCSS)
1.4 Project Type	Housing for the low-income such as the homeless, senior citizens, college students and Cass staff members
1.5 Maturity of Project	2016 - ongoing
2. Project Description	Response
2.1 Size of Site	c6800m <sup>2</sup>
2.2 Number of Dwellings	25
2.3 Type of Dwellings	Tiny House
2.4 Size of Dwellings	250-400 square feet (23-37m <sup>2</sup> ) on lots c.30 x 100 feet (9x30m)
2.5 Mix of Dwelling Types	25 detached dwellings, either 1-bedroom or bedsit
2.6 Number and Location of Car Parks	No formal car parking on-site
2.7 Other land uses included	N/A
2.8 Other features of development	N/A
2.9 Density	c37dw/ha
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Cass Community Social Services (CCSS)
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>Utilises a rent-to-own model, where tenants graduate from a rental lease to a land contract, with full ownership rights after seven years. Tenants can continue living in it and accrue equity, sell it or give it to a family member.</li> <li>The Ford Foundation has contributed US\$400,000 to this project.</li> </ul>
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>Interested residents will have to meet certain U.S. Housing and Urban Development income development guidelines which includes an interview and references, person's financial stability, housing history and criminal history along with a criminal background check.</li> <li>The selection process ensures people understand the responsibilities of the program and the reality of living in a small space.</li> <li>With the exception of gas and electricity bills, "There is no mortgage, there is no other payment, it's meant to make sure once they get the home, they are able to keep it"</li> </ul>
3.4 Disposal mechanism	Rent to own
4. Construction	Response
4.1 Nature of construction	Timber frame
4.2 Use of cost saving mechanisms	Very small size

4.3 Special/unique issues	N/A
4.4 Energy efficiency	N/A
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	<ul style="list-style-type: none"> <li>A 300-square-foot home will cost about US\$48,000 to build, a figure that could decrease as the organization achieves economies of scale.</li> <li>Approx. overall cost: US\$1.2mil for 25 houses</li> </ul>
5.2 Per unit	US\$48,000 (cAUD\$64,000)
5.3 Per m <sup>2</sup>	cUS \$1600/m <sup>2</sup> including fit out (cA\$2100/m <sup>2</sup> )
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	<ul style="list-style-type: none"> <li>While the homes are affordable, residents must meet income qualifications. A 300-square-foot home will cost US\$300 in rent each month, plus heating, which is estimated at US\$32 per month in the winter.</li> <li>Rent will be based on square footage.</li> </ul>
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	Detroit has no restrictions on building tiny homes, which has been an issue in other parts of the country with minimum building size requirement.
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>Tiny houses are gaining in popularity nationwide.</li> <li>A project to repopulate the neighbourhood</li> <li>A program whereby homeless people are able to gain full home ownership</li> </ul>
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>Unsure of what the homes will be worth in the future, as there are no comparable properties in the area.</li> <li>The city now has more renters than homeowners. City officials are working to study and understand the rental market and now have evidence that, though affordable options exist, a significant affordable housing gap remains, especially for residents in the lowest income brackets.</li> </ul>

9. Documentation	Response
9.1 Plans	
9.2 Photographs	



10. Advantages/Disadvantages	Response
10.1 Advantages	Development addresses: <ul style="list-style-type: none"> <li>• The transformation of the homeless into homeowners;</li> <li>• Achieves density in an area that has vacant lots and abandoned houses; and</li> <li>• Creates inexpensive, environmentally friendly housing in the community.</li> <li>• Within walking distances to services and other services available at CCSS, including educational, recreational, nutritional, medical, mental health programs, and social activities.</li> </ul>
10.2 Disadvantages	The houses are relatively inefficient land users, reflecting the very low value of land in this part of Detroit.
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

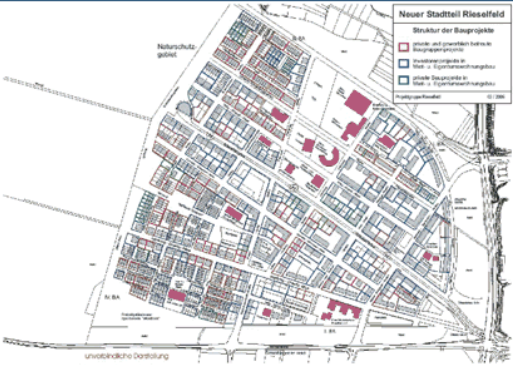

11. Applicability to Salisbury	Response						
11.1 Opportunities	<table border="0"> <tr> <td style="vertical-align: top;">                     Tiny Houses represent the next step on from small lot housing. While the Australian interpretation is likely to be different to that of the tiny house in Detroit, the notion of dwelling footprint has merit and could provide a quantum reduction in housing costs.                 </td> <td style="vertical-align: top;">                     Salisbury could investigate the design and potential to deliver a small footprint, single storey dwelling without dedicated car parking. A second format could be a smaller contemporary version of the '6 pack'.                 </td> </tr> <tr> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> </tr> </table>	Tiny Houses represent the next step on from small lot housing. While the Australian interpretation is likely to be different to that of the tiny house in Detroit, the notion of dwelling footprint has merit and could provide a quantum reduction in housing costs.	Salisbury could investigate the design and potential to deliver a small footprint, single storey dwelling without dedicated car parking. A second format could be a smaller contemporary version of the '6 pack'.				
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### 30 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Rieselfeld
1.2 Location	Rieselfeld, Freiburg, Germany
1.3 Developer/Owner	Development was driven by the City of Freiburg
1.4 Project Type	<ul style="list-style-type: none"> <li>Displays innovative ideas in low-energy housing and in car-free/parking-free living</li> <li>Environmental exemplar: self-styled as a 'sustainable model district'</li> </ul>
1.5 Maturity of Project	1994-2010
2. Project Description	Response
2.1 Size of Site	320 ha – 70ha used for new residential
2.2 Number of Dwellings	Approx. 4,200
2.3 Type of Dwellings	High-density 3-5 storey buildings
2.4 Size of Dwellings	N/A
2.5 Mix of Dwelling Types	N/A
2.6 Number and Location of Car Parks	Underground parking The ratio is 290 cars per 1,000 inhabitants
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>Buildings are restricted to 12.5m in height for micro climatic reasons but this also promotes sociability and enables mothers to monitor children playing outside.</li> <li>Central tramlines in grass</li> <li>Various social infrastructure included: secondary school and its gymnasium; primary school, kindergarten, three children's day care centres, a sports-kindergarten, two outdoor kindergartens, private sports club; district meeting centre for youth projects, media centre for children and teenagers, church etc.</li> </ul>
2.9 Density	60 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	<ul style="list-style-type: none"> <li>The City of Freiburg owns the parcel of land.</li> <li>Previously, it was an open field that served as the city's wastewater leach area for more than 100 years.</li> </ul>
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>The budget for cleaning and decontamination of the area and creating some of the facilities (including the primary school, the community centre, and some nurseries) came from the Redevelopment Fund of the Federal State of Baden-Württemberg (U.S.\$5,000,000) and loans granted to the City authorities.</li> <li>The participation and community work process had the following budgetary support:                             <ul style="list-style-type: none"> <li>» Government of Freiburg: U.S.\$200,000</li> <li>» German Environment Foundation (Deutsche Bundesstiftung Umwelt, DBU): U.S.\$200,000 (1996-2002)</li> </ul> </li> </ul>

	<ul style="list-style-type: none"> <li>» European Union LIFE Programme: U.S.\$700,000 (1997-1999)</li> <li>» Donations from partners: U.S.\$10,000 a year</li> </ul>
3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>• About 30% of Rieselfeld's homes are for social housing</li> <li>• Combination of privately financed and subsidised housing construction.</li> </ul>
3.4 Disposal mechanism	N/A
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	See 4.3 and 4.4
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>• All houses have been built as low-energy buildings.</li> <li>• High importance was given to green spaces, play areas and open spaces, as well as cycle paths and pedestrianized streets</li> </ul>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>• Use of low-energy buildings (energy consumption &lt; 65 kWh/m<sup>2</sup>/year) (2000 low energy homes, some energy generating homes)</li> <li>• Photovoltaics and solar thermal systems harness the energy from the sun in many homes.</li> <li>• District heating from combined heat and power plants, a systematic water supply plan and consideration of climatic aspects</li> </ul>
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	<ul style="list-style-type: none"> <li>• The total investment in Rieselfeld is in the order of €500 million for a total of 4,200 dwellings.</li> <li>• Land value works out at €430/m<sup>2</sup></li> <li>• Building costs are €3,300/m<sup>2</sup> on average but only €2–2,400 for cooperatives.</li> <li>• Car usage is kept down by having to pay £10-14,000 for a car space.</li> </ul>
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	The process was framed by modest regulations within the masterplan, such as general layout, height of buildings, low energy standards, the traffic concept, rainwater filtration and the greening of facades and roofs.
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	N/A

8.2 Challenges and Issues	N/A
9. Documentation	Response
9.1 Plans	 <p>FIGURE 2 Map of Rieselfeld district (1971).</p>
9.2 Photographs	




10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>The design and the social infrastructure was the result of widespread public consultation and participation at an early stage which created the conditions for success.</li> <li>Rieselfeld have high proportions of residents who are less likely to be car owners. The use of car-reduction measures to create traffic-free areas and priority for the social use of street space has created a child-friendly environment, which provides an obvious draw for families.</li> <li>Priority to public transport and foot- and bicycle traffic</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	<p>There are two particular factors which may have influenced both population structure and social relations within Rieselfeld:</p> <ul style="list-style-type: none"> <li>The first is the group self-build housing model, favouring younger families able to access private finance and – as an inherently sociable approach to housing production – provides an important means for wider community bonding.</li> <li>The second is residential design and, in particular, a concept that has sought to minimise vehicular intrusion through the creation of traffic-free streets, where social functions are prioritised over automobiles, and the turning over of would-be car parking areas to green and recreational spaces.</li> </ul> <p>This 'package' of design qualities presents an optimal environment for families, in terms of objective safety, and an environment conducive to the development of strong social relations.</p>
10.4 Consequences for surrounding community	N/A
11. Applicability to Salisbury	Response
11.1 Opportunities	<p>Creation of a hierarchy of street where some streets are shareways and some are for pedestrians and cyclists only.</p>

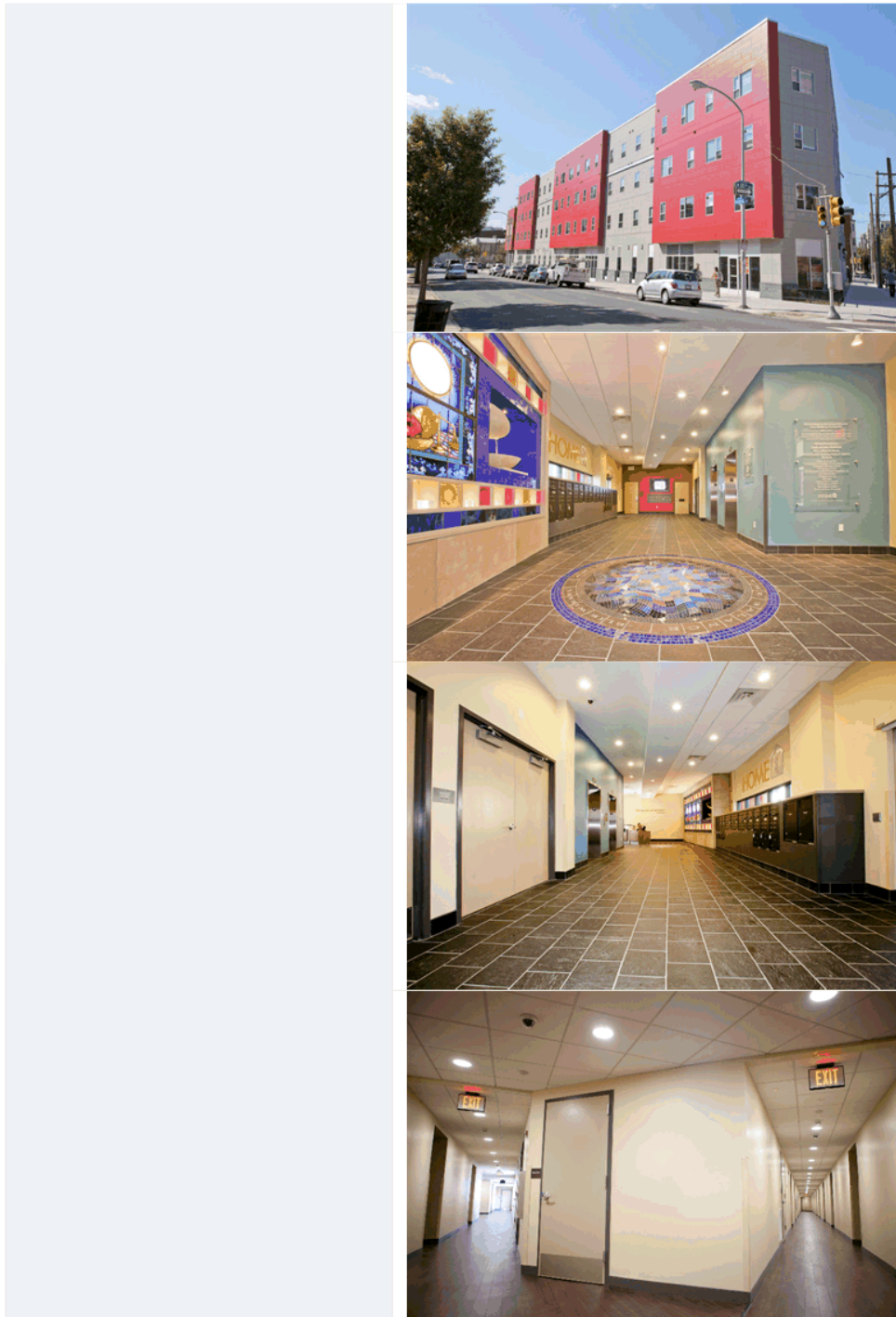
### 31 Low Cost Housing Projects Summary

1. Project Identification	Response										
1.1 Name	JBJ Soul Homes										
1.2 Location	1415 Fairmount Avenue, Philadelphia, PA 19130										
1.3 Developer/Owner	Project HOME (non-profit public charity)										
1.4 Project Type	Permanent Supportive Housing										
1.5 Maturity of Project	2014										
2. Project Description	Response										
2.1 Size of Site	75,000 square feet (Approx. 6970m <sup>2</sup> )										
2.2 Number of Dwellings	55										
2.3 Type of Dwellings	Apartments										
2.4 Size of Dwellings	N/A										
2.5 Mix of Dwelling Types	7 efficiency apartments, 8x 1-bedroom and 40 full-furnished efficacy apartments										
2.6 Number and Location of Car Parks	N/A										
2.7 Other land uses included	N/A										
2.8 Other features of development	<p>4 storey mixed-use development</p> <ul style="list-style-type: none"> <li>• Retail on first floor</li> <li>• Residence and offices on the three floors above</li> </ul> <p>Amenities include:</p> <ul style="list-style-type: none"> <li>• On-site laundry</li> <li>• Community room with terrace</li> <li>• Library and computer lab</li> <li>• Fitness room</li> <li>• Serenity room</li> <li>• Individual storage units</li> </ul>										
2.9 Density	78.9 dw/ha (net)										
3. Ownership/Funding/Delivery Mechanism	Response										
3.1 Ownership structure	Project HOME										
3.2 Funding arrangements	<p>The building was Primarily funded through Low Income Housing Tax Credits, public donations and private equity:</p> <ul style="list-style-type: none"> <li>• The lead private funding came from the JBJ Soul Foundation, Leigh and John Middleton, and Elizabeth Moran.</li> <li>• The lead public funding came from US Department of Housing and Urban Development (HUD) and the City of Philadelphia.</li> <li>• People for People, Inc. will manage the retail space and Project HOME is managing the residences.</li> </ul> <p>Funding sources:</p> <table border="1"> <tbody> <tr> <td>Low -Income Housing Tax Credits</td> <td>US\$11,062,103</td> </tr> <tr> <td>JBJ Soul Foundation</td> <td>US \$1,661,059</td> </tr> <tr> <td>People for People Inc.</td> <td>US \$1,489,299</td> </tr> <tr> <td>Elizabeth Moran</td> <td>US \$1,008,722</td> </tr> <tr> <td>Weinberg Foundation</td> <td>US \$400,000</td> </tr> </tbody> </table>	Low -Income Housing Tax Credits	US\$11,062,103	JBJ Soul Foundation	US \$1,661,059	People for People Inc.	US \$1,489,299	Elizabeth Moran	US \$1,008,722	Weinberg Foundation	US \$400,000
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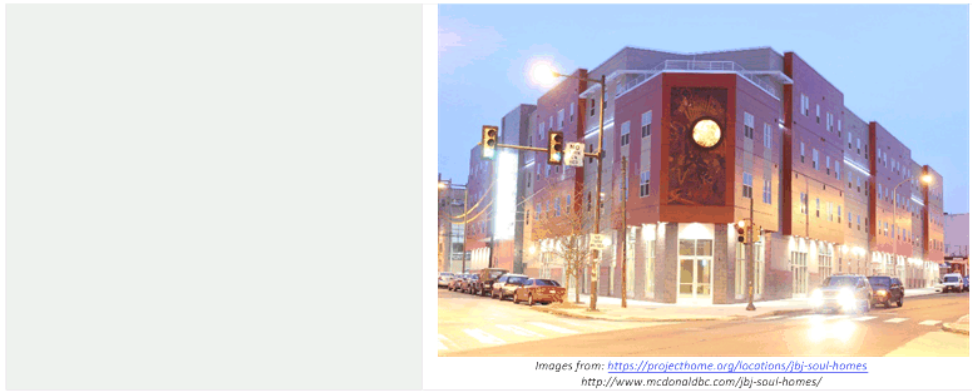
	Supportive Housing Program	US \$381,000
	Affordable Housing Program	US \$250,000
	Deferred Developer Fee	US \$187,021
	TD Bank	US \$100,000
	PGW	US \$61,260
	Shelia and John Connors	US \$25,000
	The Honickman Family	US \$25,000
	Bryan Weingarten	US \$25,000
	PECO	US \$5,103
<b>3.3 Delivery mechanism</b>	<p>Permanent Supportive Housing (25 of the fully-furnished efficiency apartments (10 units designated for chronically homeless))</p> <p>Affordable Housing (30 units: seven efficiency apartments, eight one-bedroom apartments, 15 fully-furnished efficiency apartments (eight designated for young adults))</p>	<p>Individuals experiencing homelessness who have an approved CSS referral application will be considered for these vacancies.</p> <ul style="list-style-type: none"> <li>• Documented current homelessness</li> <li>• Documented current disability of serious mental illness</li> <li>• Must be over age 18</li> <li>• Demonstrated the ability to live independently, including monitoring medications; managing finances; cooking and cleaning; managing transportation; and other independent living skills</li> <li>• Committed to recovery:</li> <li>• Willingness to live a clean and sober lifestyle</li> <li>• Submission to random drug tests</li> <li>• Engagement with appropriate supports (TCM services, OP/IOP programs, NA/AA, Peer Services)</li> <li>• Income Restrictions Apply</li> <li>• Some Age Restrictions Apply</li> </ul>
<b>3.4 Disposal mechanism</b>		
<b>4. Construction</b>	<b>Response</b>	
<b>4.1 Nature of construction</b>	N/A	
<b>4.2 Use of cost saving mechanisms</b>	N/A	
<b>4.3 Special/unique issues</b>	N/A	
<b>4.4 Energy efficiency</b>	<ul style="list-style-type: none"> <li>• Achieved 3 green activities outcomes of energy efficient design, water use reduction, sustainable site selection and development, responsible materials selection and waste management, enhanced indoor environmental quality, and energy performance disclosure.</li> <li>• The building is certified LEED® Silver by the United States Green Building Council (USGBC), and has earned the US Environmental Protection Agency's Energy Star® designation for multifamily high rise buildings.</li> </ul>	
<b>4.5 Environmental efficiency</b>	<p>Sustainable features include:</p> <ul style="list-style-type: none"> <li>• Low flow plumbing fixtures,</li> <li>• Energy Star®-certified gas furnaces and split system air conditioning, and double-paned, argon-filled windows, resulting in an approximate 45% reduction in overall water usage, water heating costs, and gas usage for heating.</li> </ul>	

4.6 Water efficiency	
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	US \$11,672,190
5.2 Per unit	US \$212,222
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	Permanent Supportive Housing: <ul style="list-style-type: none"> <li>• 30 percent of income and utilises PECO utilities</li> </ul> Affordable Housing Apartments: <ul style="list-style-type: none"> <li>• Rent varies based on unit type.</li> </ul>
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>• This project received the inaugural William G. 'Bill' Rouse Award for Excellence' from the Philadelphia Chapter of the Urban Land Institute,</li> <li>• Was a featured project on a Green Building Tour during the USGBC's annual GreenBuild Conference.</li> </ul>
8.2 Challenges and Issues	N/A
<b>9. Documentation</b>	<b>Response</b>
9.1 Plans	N/A
9.2 Photographs	

Item SPDSC6 - Attachment 1 - Attachment 1 - Low Cost Affordable Housing Research Paper









10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Tenants have access to all Project HOME services including basic medical care and fitness classes through its Health Initiative Program, employment training through its Employment Services Department, education access through its Honickman Learning Center and computer use through its Comcast Technology Labs.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

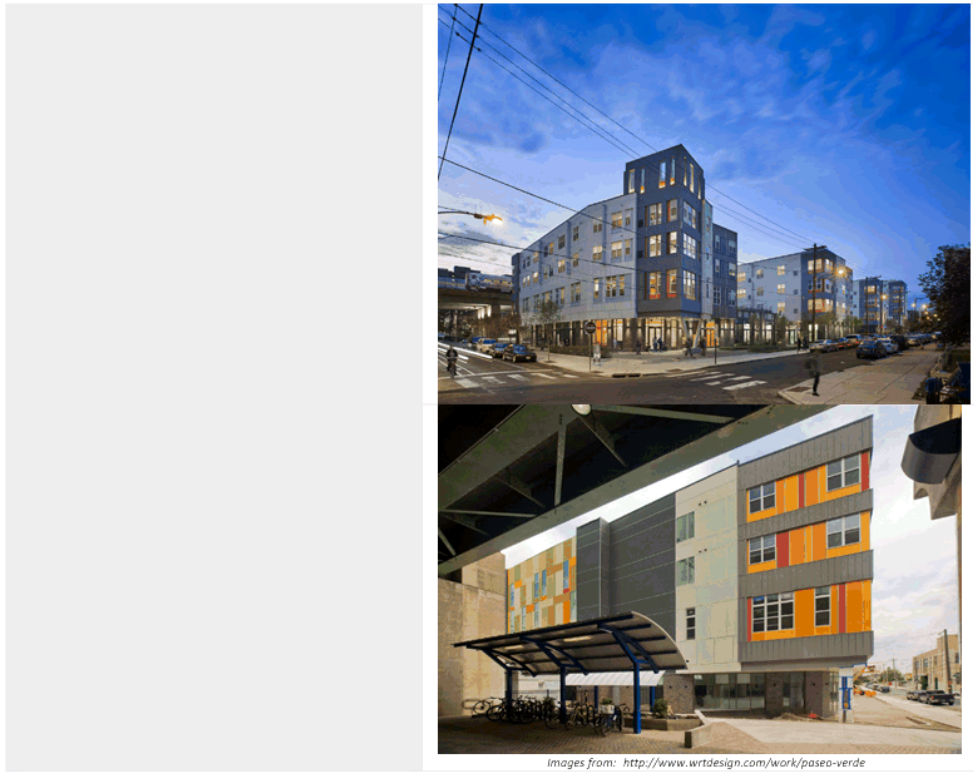
11. Applicability to Salisbury	Response	
11.1 Opportunities	Housing specifically for the homeless. Incorporate the offices of the operator and facilities for the tenants.	

**32 Low Cost Housing Projects Summary**

1. Project Identification	Response	
1.1 Name	Paseo Verde Apartments	
1.2 Location	1950 N 9th St, Philadelphia, PA 19122, USA	
1.3 Developer/Owner	Joint development of Asociación Puertorriqueños en Marcha for Everyone (APM) and Jonathan Rose Companies	
1.4 Project Type	Mixed-Use development	
1.5 Maturity of Project	2009 -2013	
2. Project Description	Response	
2.1 Size of Site	219,933 square feet (20,433m <sup>2</sup> )	
2.2 Number of Dwellings	120	
2.3 Type of Dwellings	Apartments	
2.4 Size of Dwellings	Transit Village	
	1 Bedroom	712 sq ft (66m <sup>2</sup> )
	2 Bedrooms	897 sq ft (83m <sup>2</sup> )
	3 Bedrooms	1248 sq ft (116m <sup>2</sup> )
	Paseo Verde South	
1 Bedroom	714 sq ft (66m <sup>2</sup> )	
2 Bedrooms	988 sq ft (92m <sup>2</sup> )	
2.5 Mix of Dwelling Types	One, two and three-bedroom Apartments	
2.6 Number and Location of Car Parks	48 basement car parks	
2.7 Other land uses included	N/A	
2.8 Other features of development	<ul style="list-style-type: none"> <li>The units for low-income residents are built to the same standard and with the same materials and features (granite countertops, stainless steel appliances) as the market-rate units</li> <li>30,574 square feet of commercial space;</li> <li>a 994-square-foot community room; and</li> <li>24,623 square feet of indoor parking.</li> </ul>	
2.9 Density	58.73 dw/ha (net)	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Asociación Puertorriqueños en Marcha	
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>The City provided a total of US \$5,550,000, with US \$4,000,000 in HOME funds, US \$1,500,000 through the Housing Trust Fund, and US \$50,000 from the Department of Commerce.</li> <li>Other funders include: Hudson Housing Capital, US \$10,937,922 through Low Income Housing Tax Credits; State of Pennsylvania, US \$5,500,000 through Redevelopment Assistance Capital Program funds and US \$500,000 from DCED; Energy Works, US \$3,000,000; Federal Home Loan Bank of San Francisco, US \$520,423 and US \$2,046,100 in grants. Senator Casey obtained a federal appropriation of US \$487,000.</li> </ul>	
	3.3 Delivery mechanism	<ul style="list-style-type: none"> <li>Paseo Verde was financed as two separate parts: Transit Village, the subsidized rental portion (53 units), and Paseo Verde South, the market-rate housing and commercial portion (67 units).</li> </ul>

3.4 Disposal mechanism	Sales and rental
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	<ul style="list-style-type: none"> <li>Steel and concrete structure</li> <li>Materials were chosen that will reduce environmentally triggered health conditions, such as asthma.</li> </ul>
4.2 Use of cost saving mechanisms	<ul style="list-style-type: none"> <li>One green feature that saved on costs was a transportation program that emphasizes choices rather than costly parking garages.</li> <li>Paseo Verde supplies only 0.4 parking spaces per apartment, offers more bike storage spaces than parking spots within its ground-floor garage, hosts an on-site car-sharing vehicle, and provides information for residents about the area's plentiful transit options.</li> </ul>
4.3 Special/unique issues	<ul style="list-style-type: none"> <li>Rooftop garden terraces</li> <li>Solar panels atop the Transit Village, a feature that reduces the building's operating costs.</li> </ul>
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>Energy-saving measures within each unit include:</li> <li>Gas instant-on water heaters, which heat water as it is used instead of continuously throughout the day;</li> <li>High-performance Energy Star appliances; and</li> <li>Separately metered energy—unusual in a multifamily building—that allows residents to track (and reduce) their energy use.</li> </ul>
4.5 Environmental efficiency	<p>Environmentally sensitive features include:</p> <ul style="list-style-type: none"> <li>Green and blue roofs;</li> <li>Permeable paving;</li> <li>Water gardens;</li> <li>Solar panels; and</li> <li>The use of recyclable and renewable materials.</li> </ul> <p>Green infrastructure incorporated within the development includes:</p> <ul style="list-style-type: none"> <li>Rain gardens;</li> <li>Wide sidewalks with permeable paving;</li> <li>Green-roof courtyards that permit private decks for some apartments;</li> <li>The design supports the city of Philadelphia's nationally recognized rainwater management strategy, which processes stormwater through green infrastructure rather than through pipes, and helps tie the site into a neighborhood known for its tree-lined streets.</li> </ul>
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	US \$47,273,506.
5.2 Per unit	US \$393,946
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	<p>Transit Village</p> <ul style="list-style-type: none"> <li>1-bedroom – US \$218 - US\$804</li> <li>2-bedrooms - US \$263 - US \$972</li> <li>3-bedrooms - US \$302 - US \$1,198</li> </ul> <p>Paseo Verde South</p> <ul style="list-style-type: none"> <li>1-bedroom - US \$1,225</li> <li>2-bedroom - US \$1,400</li> </ul>

6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	<ul style="list-style-type: none"> <li>The city planning commission embraced APM's proposal to rezone the site from industrial to CMX-3 mixed-use, a somewhat denser classification than many of the surrounding blocks. At the time, the city was writing a new zoning ordinance (ultimately adopted in 2012) and was open to trying out new ideas—particularly a dense, transit-oriented development in a low-income community.</li> <li>The new zoning code was a perfect match for Paseo Verde: it awards density bonuses for both affordable housing and high-performance green buildings, and it reduces the required parking ratio from 1.0–1.5 parking spaces per apartment to 0.3 parking spaces per apartment.</li> </ul>
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<p>Paseo Verde achieved three Leadership in Energy and Environmental Design (LEED) Platinum certifications—LEED for Neighborhood Development across the entire site and LEED for Homes for both its mid-rise and townhouse buildings—partly thanks to its location adjacent to a commuter rail station and near neighborhood services built by the community development corporation.</p>
8.2 Challenges and Issues	N/A
<b>9. Documentation</b>	<b>Response</b>
9.1 Plans	
9.2 Photographs	



10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>• Creates a housing mix that supports economic diversity</li> <li>• Maximize development near a key transit location</li> <li>• Create open space and greenways with stormwater management systems</li> <li>• Create a pedestrian-friendly link to the Temple University neighborhood</li> <li>• Incorporate energy-efficient and green building technology</li> <li>• Paseo Verde is a keystone development that connects an ethnically diverse, low-income neighborhood to the adjacent train station and to Temple University.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	Paseo Verde demonstrates what can be accomplished when private and public sectors work together with community input and guidance
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response	
11.1 Opportunities	Mixed use, mixed social/market housing.	
	Low car parking ratio – next to a train station.	

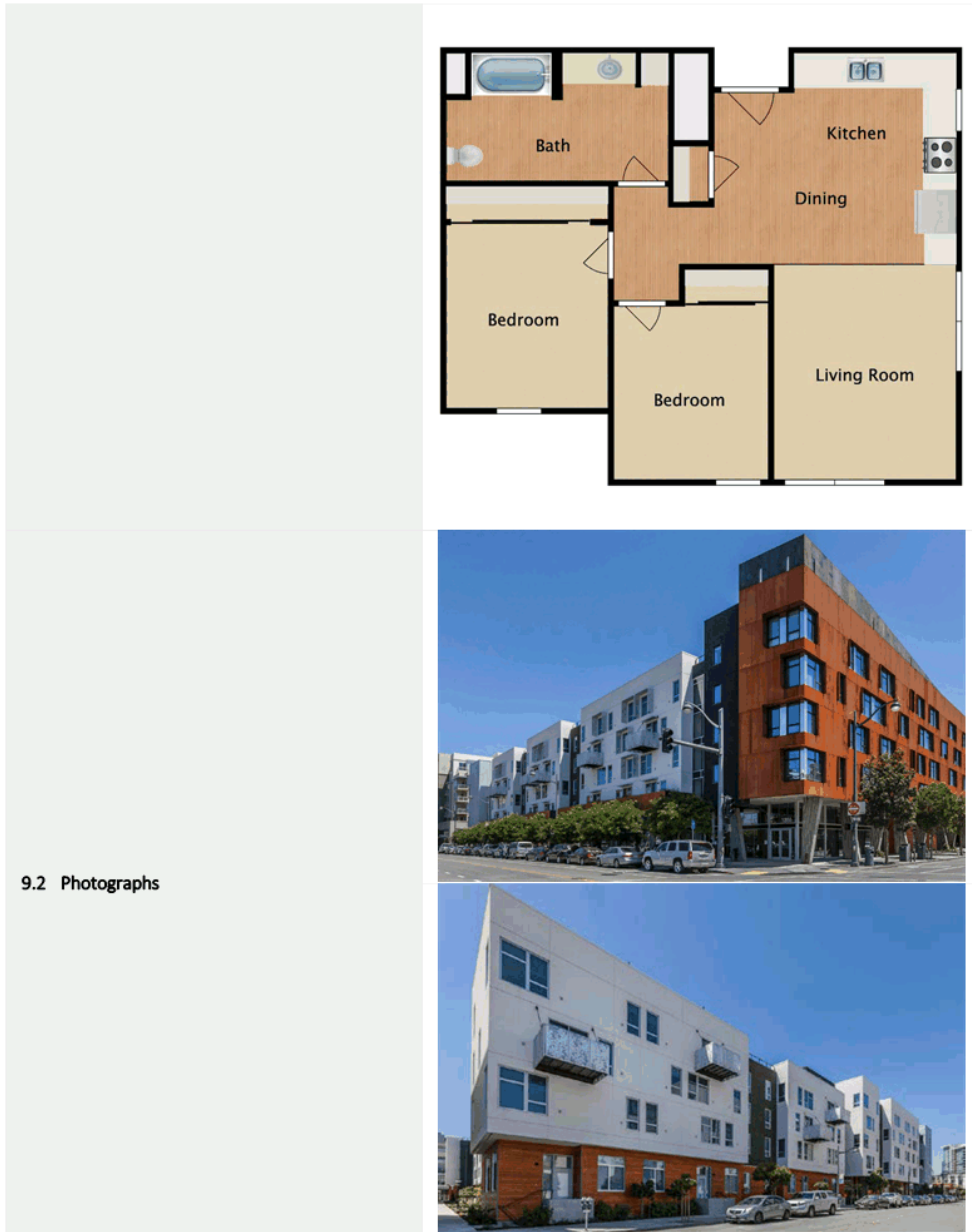
**33 Low Cost Housing Projects Summary**

1. Project Identification	Response
<b>1.1 Name</b>	<b>Five88</b>
<b>1.2 Location</b>	588 Mission Bay Boulevard North, Mission Bay South 7 West, San Francisco
<b>1.3 Developer/Owner</b>	Related Companies of California, LLC and Chinatown Community Development Corporation
<b>1.4 Project Type</b>	Affordable Housing: Permanent Rental & Family Housing 588 Mission Bay Boulevard North is a mixed-use, transit-oriented, affordable housing development
<b>1.5 Maturity of Project</b>	2015-2017
2. Project Description	Response
<b>2.1 Size of Site</b>	230,000 square foot (21,368m <sup>2</sup> )
<b>2.2 Number of Dwellings</b>	200
<b>2.3 Type of Dwellings</b>	Apartments
<b>2.4 Size of Dwellings</b>	1 bedroom – 551 square feet (51m <sup>2</sup> ) 2-bedroom – 803-856 square feet (75-80m <sup>2</sup> )
<b>2.5 Mix of Dwelling Types</b>	70x1-Bedroom and 128x2-Bedroom and 2xmanagers unit
<b>2.6 Number and Location of Car Parks</b>	53
<b>2.7 Other land uses included</b>	N/A
<b>2.8 Other features of development</b>	Five 88 has various on-site amenities that include a community/ multi-purpose room with a fitness center, 252 secured bicycle parking spaces, laundry facilities, and a resident lounge.
<b>2.9 Density</b>	93.6 dw/ha (net)
3. Ownership/Funding/Delivery Mechanism	Response
<b>3.1 Ownership structure</b>	Mission Bay Block 7 Housing Partners, LP
<b>3.2 Funding arrangements</b>	The development received the majority of its funding through a collaborative partnership between Related California and Chinatown Community Development Center. The Office of Community Investment and Infrastructure (OCII) provided \$16,975,000 of funding. <i>OCII is a state-authorized local entity serving as the successor to the former San Francisco Redevelopment Agency. All 400 redevelopment agencies in California were dissolved in February 2012 by order of the California Supreme Court in a decision issued in December 2011. OCII is unique among successor agencies to former redevelopment agencies in that it has long-term major development projects approved by the State and requiring the exercise of broad redevelopment authority, including tax increment financing, affordable housing production, and project-specific design and land use approvals.</i>
<b>3.3 Delivery mechanism</b>	The 198 small family units are composed of 70 one-bedroom, and 128 two-bedroom apartments, and are affordable to households earning between 50% and 60% of Tax Credit Allocation Committee (“TCAC”) Area Median Income (“AMI”) (or \$61,500 for a 4-person household at 50% TCAC AMI and \$73,800 for a 4-person household at 60% TCAC AMI). Occupancy preferences includes:

	<ol style="list-style-type: none"> <li>1. COP holders</li> <li>2. Public Higher Education Institution Worker, Public Healthcare Institution Worker and Adult Disabled Household Member (unit cap of 50%)</li> <li>3. San Francisco Residents or Workers</li> <li>4. Members of the General Public</li> </ol>
3.4 Disposal mechanism	N/A
<b>4. Construction</b>	<b>Response</b>
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	Various other features of the structure include a large communal courtyard in the center of the development, solar hot-water panels, and drought-tolerant landscaping.
4.4 Energy efficiency	N/A
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	US \$85,144,915
5.2 Per unit	US \$425,725
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	<ul style="list-style-type: none"> <li>• 1-bedroom rents are expected to range from US \$1,090 to US \$1,320.</li> <li>• 2-bedroom rents will range from US \$1,299 to US \$1,576.</li> <li>• Rents and income limits are subject to change at any time based on Area Median Income changes as published by HUD.</li> </ul>
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>• Of the 17 (Certificate of Preference) COP holders who applied at Five88, 11 were not approved for various reasons: 3 were over income, 3 were under income, and 3 did not meet the credit standards with over \$2,000 in collections, one of whom was recently housed in an Inclusionary rental unit that had more relaxed credit standards. One COP holder changed their mind about living in Mission Bay and another opted to be put on the waiting list in order to fix their credit so they will be ready when a unit becomes available. One of the 6 households that were housed at Five88 successfully appealed their failed credit status and was able to make use of their Section 8 housing voucher.</li> </ul>







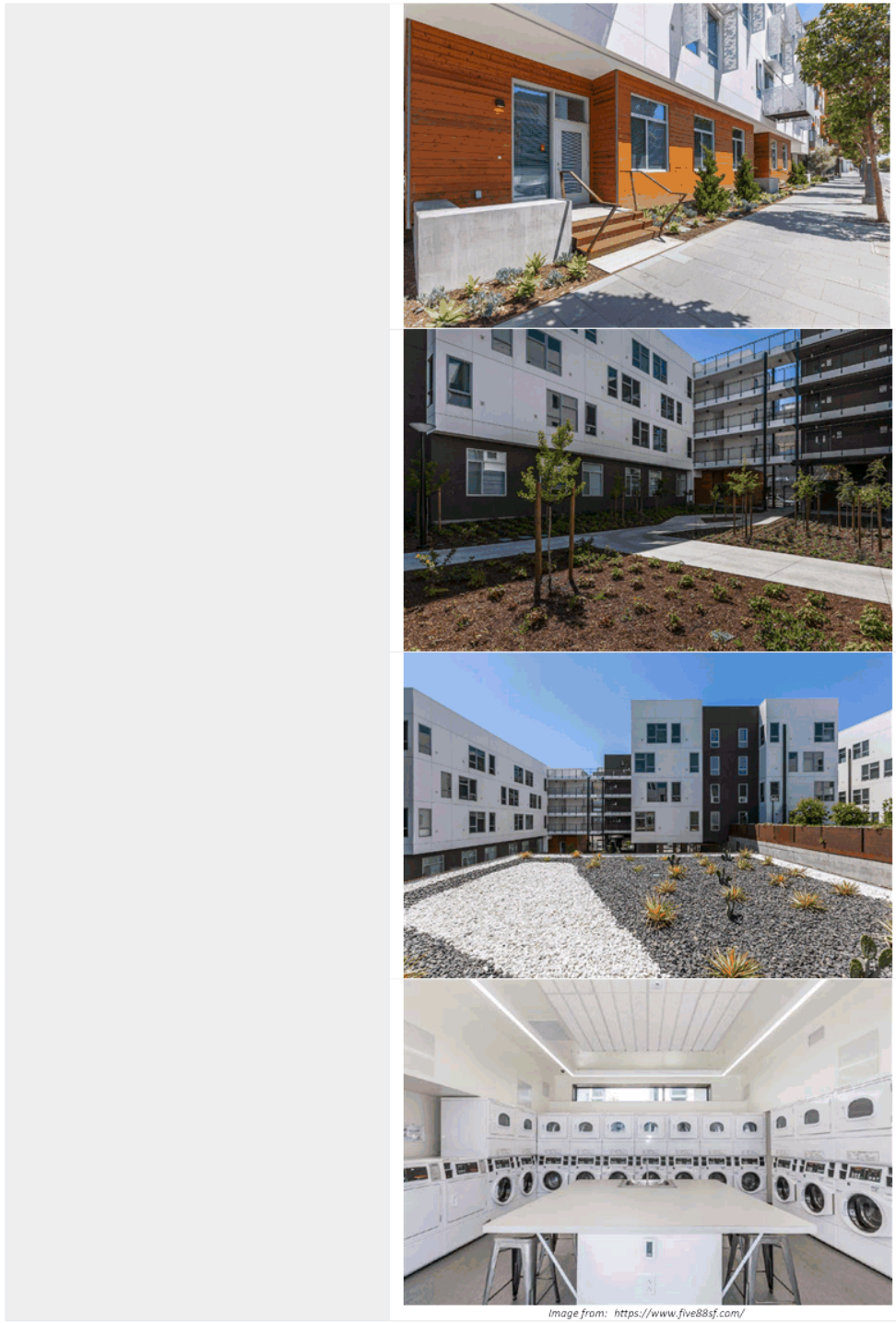


Image from: <https://www.five88sf.com/>

10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>Five 88 is another step towards reaching Mayor Lee’s goal to provide 10,000 affordable homes in the City by 2020, and the</li> </ul>



	apartments are in close proximity to recreational facilities, public transportation, and hospitals. <ul style="list-style-type: none"> <li>• Five 88 is a Transit Oriented Development within walking distance to major transportation services including the SMFTA 55, T Light Rail Line, and the Mission Bay Shuttle. Walk to local shopping, restaurants, AT&amp;T park, Mission Bay Library and pick up some fresh produce at the UCSF Farmers Market.</li> </ul>
<b>10.2 Disadvantages</b>	N/A
<b>10.3 Lessons Learned</b>	N/A
<b>10.4 Consequences for surrounding community</b>	N/A

11. Applicability to Salisbury	Response	
<b>11.1 Opportunities</b>		

## 34 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Vic Roads Launch Housing
1.2 Location	Ballarat Road, Footscray and Maidstone
1.3 Developer/Owner	Collaborative partnership between VicRoads, Launch Housing, Department of Health & Human Services and Schores Projects
1.4 Project Type	Housing for homeless and low income
1.5 Maturity of Project	2017-ongoing
2. Project Description	Response
2.1 Size of Site	N/A
2.2 Number of Dwellings	57 (across the 2 sites)
2.3 Type of Dwellings	Studio sized units - detached housing
2.4 Size of Dwellings	20m <sup>2</sup>
2.5 Mix of Dwelling Types	N/A
2.6 Number and Location of Car Parks	6
2.7 Other land uses included	N/A
2.8 Other features of development	Each unit comprises an open-plan ground floor with a kitchenette, bathroom and mezzanine storage space that sits above the bathroom and cantilevers out on one side.
2.9 Density	N/A
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	VicRoads
3.2 Funding arrangements	The \$5 million project would be mostly funded by a \$4 million donation from businessmen and brothers Brad and Geoff Harris.
3.3 Delivery mechanism	N/A
3.4 Disposal mechanism	This project is an interesting case study because it leases VicRoads land. It is financially viable because the land is being leased at a "peppercorn rate" — a nominal fee to meet legal requirements. VicRoads is willing to do this because the units are transportable. This means they can be moved to a new site when the land is eventually required for road expansion. The relocation of units are still in discussion.
4. Construction	Response
4.1 Nature of construction	Core material is a high-pressure laminate
4.2 Use of cost saving mechanisms	<ul style="list-style-type: none"> <li>The units, designed for singles or couples, will be built in a factory before being transported to the sites.</li> <li>Prefabrication and modular design</li> </ul>
4.3 Special/unique issues	The units are transportable and come to the site fully assembled. They are then fixed to footings and connected to services. At the end of the lease, they are detached from the footings, disconnected from services and removed in one day. The design has a strong focus on environmental sustainability:

	<ul style="list-style-type: none"> <li>Eaves with large north-facing windows depending on the orientation of the unit. cross-ventilation</li> <li>Very high insulation ratings and</li> <li>Double-glazed windows</li> </ul>
4.4 Energy efficiency	6-star green rating
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	Approx. \$5 million
5.2 Per unit	c. \$88,000
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	\$163 a fortnight or \$82 a week
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	The studio-sized units will be built on nine vacant VicRoads-owned properties on Ballarat Road in Footscray and Maidstone, in Melbourne's inner west, and will be leased to Launch Housing for five years.
8.2 Challenges and Issues	<ul style="list-style-type: none"> <li>Housing projects designed to be affordable for very low-income individuals or households are not financially viable without significant subsidy. To scale up this solution would require government funding, another tranche of philanthropic donation, or a hybrid commercial and not-for-profit structure.</li> <li>Not having a head contractor throughout the process slowed down the process significantly</li> <li>This project has undergone a fraught planning process. Maribyrnong City councillors unanimously supported the plan. But many members of the local community opposed the project, which the planning minister eventually "called in" for assessment.</li> <li>Opponents of the project argued that the housing was of poor quality and would lead to the stigmatisation of residents.</li> </ul>

9. Documentation	Response
<p data-bbox="316 443 403 465">9.1 Plans</p>	
<p data-bbox="316 1075 459 1097">9.2 Photographs</p>	



Images from: <http://schoredprojects.com.au/VicRoads-Launch-Housing>

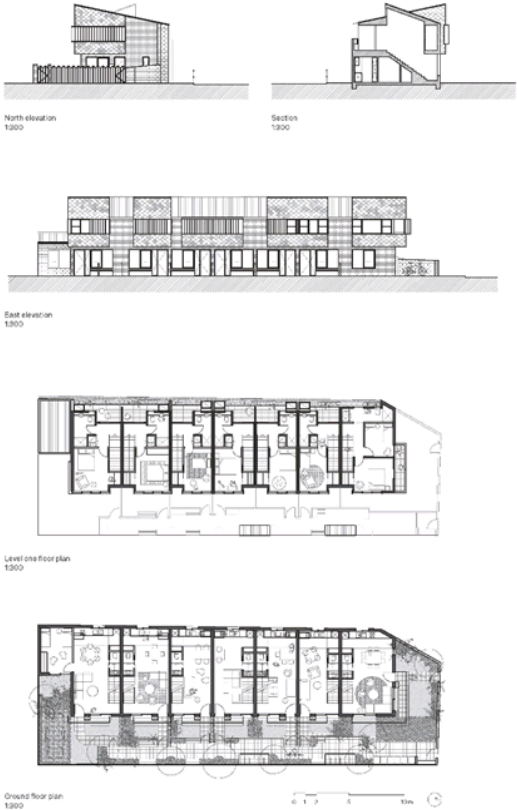

10. Advantages/Disadvantages	Response	
10.1 Advantages	<ul style="list-style-type: none"> <li>The units are architecturally designed for singles or couples and can be installed on site in one day after being fabricated in a factory environment. When the land is required for road widening the units will be moved to an alternative site with ease. The modular unit is constructed in way that a truck could relocate it.</li> </ul>	
10.2 Disadvantages	Neighbour perceptions of devaluing the area.	
10.3 Lessons Learned	N/A	
10.4 Consequences for surrounding community	N/A	
11. Applicability to Salisbury	Response	
11.1 Opportunities	Use of transportable buildings on sites that may be required for more intensive development in the future.	Opportunity on CoS sites near Salisbury Town Centre.

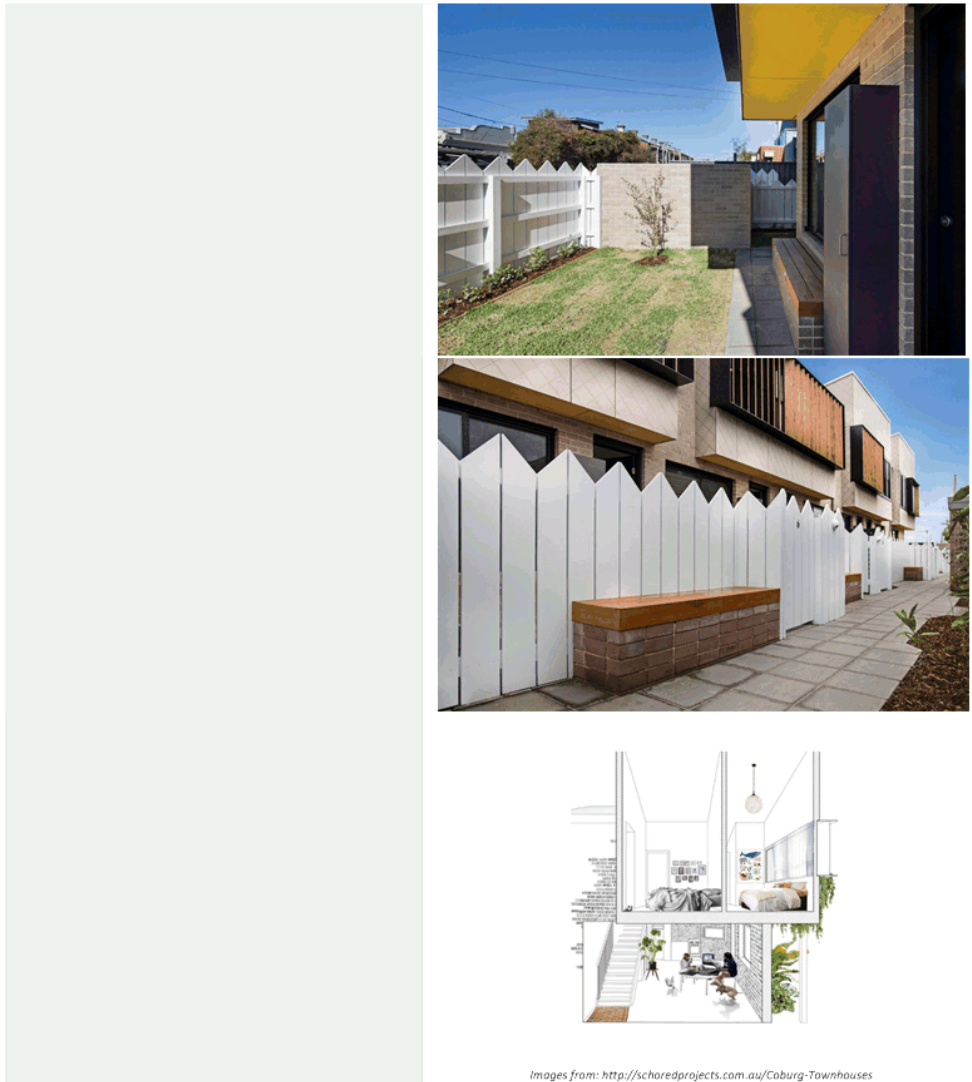
## 35 Low Cost Housing Projects Summary

1. Project Identification	Response
1.1 Name	Coburg Townhouses
1.2 Location	29 Reynard St, Coburg Victoria
1.3 Developer/Owner	Women's Property Initiatives (WPI) (not-for-profit organization)
1.4 Project Type	Affordable housing for women with low incomes in Coburg
1.5 Maturity of Project	2016
2. Project Description	Response
2.1 Size of Site	c. 451m <sup>2</sup>
2.2 Number of Dwellings	7
2.3 Type of Dwellings	Townhouses
2.4 Size of Dwellings	64-80m <sup>2</sup>
2.5 Mix of Dwelling Types	5x 1-bedroom units 2x 2-bedroom units
2.6 Number and Location of Car Parks	NIL
2.7 Other land uses included	N/A
2.8 Other features of development	<ul style="list-style-type: none"> <li>• High-quality kitchen and bathroom fittings</li> <li>• Neat timber details</li> <li>• Pendant light for dining</li> <li>• Cathedral ceiling in the bedroom</li> </ul>
2.9 Density	155 dw/ha
3. Ownership/Funding/Delivery Mechanism	Response
3.1 Ownership structure	Women's Property Initiatives (WPI) (not-for-profit organization)
3.2 Funding arrangements	<ul style="list-style-type: none"> <li>• WPI secured the surplus land from Moreland City Council with philanthropic funding.</li> <li>• \$1.6 million Labor Government contribution towards the construction of Women's Property Initiatives (WPI) units.</li> </ul>
3.3 Delivery mechanism	Initial entry eligibility for Community Housing is determined by: <ul style="list-style-type: none"> <li>• Income eligibility requirements for employed women: <ul style="list-style-type: none"> <li>» \$33,836 - \$49,431 per annum (single household)</li> <li>» \$52,044 - \$75,659 per year (a woman headed household and a dependent)</li> </ul> </li> <li>• Asset limits – total assets not exceed \$30,000 (\$60,000 households that require disability modifications)</li> </ul>
3.4 Disposal mechanism	N/A
4. Construction	Response
4.1 Nature of construction	N/A
4.2 Use of cost saving mechanisms	N/A
4.3 Special/unique issues	The buildings have been sustainably designed with features that reduce energy and water consumption and keep bills down.



4.4 Energy efficiency	N/A
4.5 Environmental efficiency	N/A
4.6 Water efficiency	N/A
<b>5. Construction Costs</b>	<b>Response</b>
5.1 Overall expenditure	N/A
5.2 Per unit	N/A
5.3 Per m <sup>2</sup>	N/A
<b>6. Sales/Rental Levels</b>	<b>Response</b>
6.1 Sales price	N/A
6.2 Rental level	N/A
6.3 Market discounts	N/A
<b>7. Planning/Legal Framework</b>	<b>Response</b>
7.1 Planning	N/A
7.2 Legal	N/A
<b>8. Project History</b>	<b>Response</b>
8.1 Notable events	<ul style="list-style-type: none"> <li>Planners were able to think outside the constraints of restrictive building codes to approve seven double- storey townhouses.</li> <li>Schores Projects worked closely with Hutchinson Builders and alongside contractors and consultants – many of whom offered their services pro bono or for reduced fees – to ensure the delivery of this important project.</li> </ul>
8.2 Challenges and Issues	N/A

9. Documentation	Response
<p data-bbox="316 683 402 707">9.1 Plans</p>	<p data-bbox="754 241 826 255">Coburg Townhouses</p>  <p data-bbox="754 1124 778 1142">34</p> <p data-bbox="914 1131 992 1142">Architecture Australia</p>
<p data-bbox="316 1317 459 1341">9.2 Photographs</p>	



Images from: <http://schoredprojects.com.au/Caburg-Townhouses>

10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>• Close to public transport, schools, shops, health providers and other community services.</li> <li>• Medium-density development provides long-term accommodation both for older single women and for single mothers with children.</li> <li>• Change the future for women facing homelessness by providing permanent and affordable homes as well as access to support networks and ongoing advocacy.</li> </ul>
10.2 Disadvantages	
10.3 Lessons Learned	
10.4 Consequences for surrounding community	

11. Applicability to Salisbury	Response	
11.1 Opportunities	Schores Projects' Coburg Townhouses sets a new benchmark for community housing for women.	
	Site was donated by Moreland Council.	Council should consider donating sites in special circumstances.

## 36 Low Cost Housing Projects Summary

1. Project Identification	Response	
1.1 Name	Harts Landing	
1.2 Location	1-39 Lord Sheffield Circuit, Penrith NSW	
1.3 Developer/Owner	PAYCE (profit) and Evolve Housing (not-for-profit)	
1.4 Project Type	Housing Co-operative/Affordable Housing/integrated housing development	
1.5 Maturity of Project	2016-2018	
2. Project Description	Response	
2.1 Size of Site	0.637ha	
2.2 Number of Dwellings	268	
2.3 Type of Dwellings	Apartments	
2.4 Size of Dwellings	1-bedroom	58-62m <sup>2</sup>
	2-bedroom	79-94m <sup>2</sup>
2.5 Mix of Dwelling Types	Apartments	
2.6 Number and Location of Car Parks	Two levels of car parking with 270 spaces	
2.7 Other land uses included	N/A	
2.8 Other features of development	<ul style="list-style-type: none"> <li>Rising 9-storeys</li> <li>Private recreational facilities including landscaped gardens and BBQ areas</li> </ul>	
2.9 Density	420.7 dw/ha	
3. Ownership/Funding/Delivery Mechanism	Response	
3.1 Ownership structure	Owned by Evolve Housing	
3.2 Funding arrangements	Evolve housing purchased the site from the Government for about 30% below the market value.	
3.3 Delivery mechanism	124 apartments being affordable, 10 being social housing dwellings and 134 private market dwellings	
3.4 Disposal mechanism	N/A	
4. Construction	Response	
4.1 Nature of construction	Cost effective materials including precast panels and lightweight steel framing	
4.2 Use of cost saving mechanisms	N/A	
4.3 Special/unique issues	N/A	
4.4 Energy efficiency	<ul style="list-style-type: none"> <li>NatHERs star rating 6.8</li> <li>Solar energy panels on the roof were installed for the common area energy usage and an embedded energy network was installed to reduce energy costs.</li> </ul>	
4.5 Environmental efficiency	N/A	
4.6 Water efficiency	N/A	

5. Construction Costs		Response	
5.1 Overall expenditure		N/A	
5.2 Per unit		N/A	
5.3 Per m <sup>2</sup>		N/A	

6. Sales/Rental Levels		Response	
6.1 Sales price	35x1-bedroom	\$430,000 - \$464,000	
	99x2-bedroom	\$525,000 - \$627,000	
		Evolve Housing will retain the 134 Affordable Housing	
6.2 Rental level		N/A	
6.3 Market discounts		N/A	



  

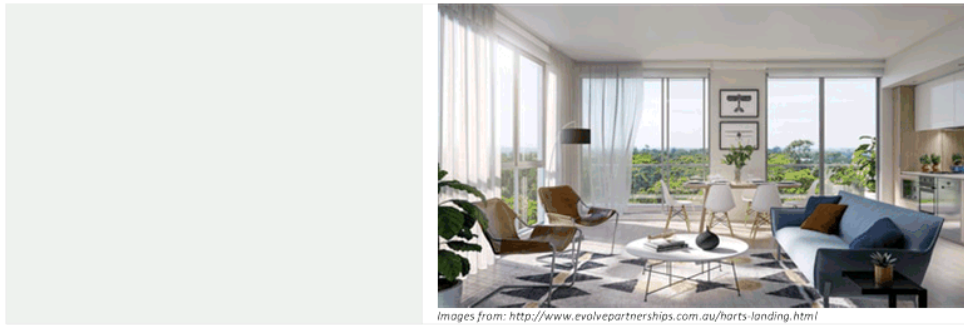
7. Planning/Legal Framework		Response	
7.1 Planning		N/A	
7.2 Legal		N/A	

8. Project History		Response	
8.1 Notable events		N/A	
8.2 Challenges and Issues		<ul style="list-style-type: none"> <li>Issues regarding the drainage layout of the laundry tub arose during the design process. A simple fix of relocating the connection of the drainage pipe to prevent the risk of backflow resolved the issue.</li> <li>The crane was scheduled to be dismantled earlier in the process to save on project costs.</li> </ul>	

9. Documentation		Response	
9.1 Plans		N/A	
			
9.2 Photographs			



10. Advantages/Disadvantages	Response
10.1 Advantages	<ul style="list-style-type: none"> <li>In close proximity to services: located 5 mins from Penrith Train Station, buses, shopping centre, education and employment facilities.</li> <li>The development showcases an example of how a community housing provider and property development company with the support of the government can partner to grow the supply of appropriate and affordable housing.</li> </ul>
10.2 Disadvantages	N/A
10.3 Lessons Learned	N/A
10.4 Consequences for surrounding community	N/A

11. Applicability to Salisbury	Response								
11.1 Opportunities	<table border="1"> <tr> <td>Positive outcome by providing diverse and Affordable Housing with other organisations</td> <td>CoS should consider more partnerships to increase and improve the supply of diverse Affordable Housing</td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> </table>	Positive outcome by providing diverse and Affordable Housing with other organisations	CoS should consider more partnerships to increase and improve the supply of diverse Affordable Housing						
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**WHAT'S PROPOSED?**

**Quality New Housing**

- A** Build new park front town housing. New housing will provide increased surveillance of the park.
- Existing Salisbury North Community Centre to be removed

**Lake**

- B** Increase the holding capacity and aesthetics of the lake by modifying lake edges.
- C** Remove weeds from lake and replant with indigenous species
- Build two new timber deck viewing platforms
- Increase planting of reeds and sedges to improve water quality and biodiversity
- Reinforce the lake banks with rocks to improve safety and reduce erosion
- Retain existing stormwater outlets

**Access and Visibility**

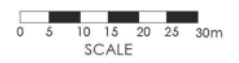
- Improve visibility and safety by removing the top 1-2 metres of existing mounds. This still enables larger trees on lower slopes of mound to be retained
- Improve access and circulation by sealing existing paths and creating new sealed path links
- Potential for lighting along main pathway and entrance points
- Improve signage at main entry points
- Build a new road to access new housing. This will also increase public access and improve surveillance of reserve
- Build a new private road to access new community title housing adjacent school.
- Opportunity to include new indented visitor carparking

**Recreation Facilities**

- Remove the existing playspace and create a new playspace close to the school
- Potential new bench seating

**Vegetation**

- Retain most of the existing trees
- Remove some existing trees
- Plant new trees
- Retain irrigated grass around lake
- Create dryland grass area
- Create new attractive low-level native planting areas



**OPTION 5**  
LANDSCAPE MASTERPLAN

**LAKE WINDEMERE RESERVE**

CLIENT : CITY OF SALISBURY | DRAWING NO: OS274\_CP012 | DATE: 6/12/11 | DRAWN BY: AD | APVD BY: DS