

**NAHC**

National Affordable Housing Consortium

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Brisbane QLD 4101**P** +61 7 3169 2500**F** +61 7 3169 2508Level 32, MLC Centre
19 Martin Place
Sydney NSW 2000**RE: New Properties sought for innovative Affordable Housing program rollout in Victoria.**

The National Affordable Housing Consortium ("NAHC") and BuyAssist Australia are taking direct action to help more Australians achieve home ownership.

We are doing this through a shared equity home ownership program approved by the Victorian Government, rolling out across Melbourne from May 2017.

NAHC is also a national leader in the provision of affordable rental properties owned by private investors and has developed a new program, RentAssist, to attract and support investors to purchase properties for management by NAHC under a dedicated affordable rental program.

We are seeking expressions of interest from Developers who have newly completed properties or properties to be completed by August 2018, which may be suitable for shared equity or affordable rental investment. In addition, we are interested in your future pipeline of suitable product that can deliver on mutual development objectives.

Program 1. VIC100 Shared Equity

You may be aware that the Victorian Government is investing in a market ready shared equity scheme through NAHC/BuyAssist Australia to deliver up to 100 new housing outcomes to eligible Victorian individuals, couples and families by end of August 2018. For your reference, a copy of the Government's press release announcing the program is attached.

This program will involve NAHC, through its subsidiary, BuyAssist Australia, matching eligible buyers with approved new properties. The eligible buyers will be provided deposit support (up to 25%) and will be approved for the balance of the purchase price through a panel lender who fully understands the program. Approved participants will be fully qualified to complete the property purchase.

We are seeking a range of properties including apartments, townhouses and free-standing dwellings to be included in the program. To achieve our target outcomes properties submitted must either be newly completed or will be ready for occupation prior to 31 August 2018. Our key criteria is:

1. **Price**, we will be targeting properties with a market value of up to \$550,000;
2. **Location**, we are targeting properties within the greater Melbourne metropolitan boundary;
3. **Diversity**, we will be targeting a range of property types across locations; and
4. **Sustainability**, properties with higher levels of environmental features that support wider affordable living outcomes are prioritised.

Further details on the BuyAssist Australia program is available at <http://www.buyassistaustralia.com.au/>

Program 2. RentAssist

NAHC is developing a program to provide new affordable rental housing to eligible participants. This program will include a rental guarantee and we believe will be attractive to property investors. NAHC has a database of over 3,500 current affordable housing investors with a number interested in new investment opportunities.

We are seeking a range of properties including apartments, townhouses and free-standing dwellings. Under this program we will source qualified investors to complete the property purchase with NAHC managing all aspects of the properties ongoing rental.

This program is targeting 100 new purchases over the next 12 months and properties up to a maximum of \$500,000 will be considered.

Program 3. Pipeline Deals & Strategic Relationships

NAHC/BuyAssist Australia are inviting developers and builders to consider becoming strategic partners in our longer-term ownership and rental programs

We anticipate new affordable housing policies will provide opportunities for the market to access Government land, which is associated with affordable housing requirements. With negotiations taking place through the planning process, this is an opportunity to take this stock to the market.

NAHC and BuyAssist Australia offer a full package service for affordable home ownership and affordable rental investor stock that can ensure these obligations are met .

We invite industry to assess your current pipeline of projects and identify those you would like to discuss further, on the basis of a long-term strategic partnership and pipeline.

If you are interested in further information on how you may participate in our programs please follow the prompts to **Register as a Developer/Investor** at <http://www.buyassistaustralia.com.au/register/>

Choose your required program and print the EOI form/s.

- Program 1. VIC100 Shared Equity
- Program 2. RentAssist
- Program 3. Pipeline Deals & Strategic Relationships

Complete the EOI form/s and email to calltomarket@nahc.org.au

All registrations will be treated in the strictest confidence. Once received we will review and get in contact with you

Disclaimer:

Commercial fees and charges apply to the service being provided by NAHC and to BuyAssist sales. Arrangements will be finalized during the short-listing process.

NAHC and BuyAssist Australia make no guarantee that any property(ies) you submit for consideration for the NAHC/BuyAssist Australia Shared Equity Program will be accepted into the Program. NAHC/BuyAssist Australia are not liable for any representations made by you in relation to the Program.