



## Orana Outlook Forum

Presented by Justin Cantelo  
CEO, Housing Plus



# About Housing Plus

- Registered not-for-profit company and charity
- Tier 1 Community Housing Provider
- Services offered include:
  - Development Services
  - Community Housing Services
  - Community Services



# What We Do



**Development Services**



**The Orchards**



**Homelessness Services**



**Post-Release Support**



**Community Housing Services**



**Domestic and Family Violence Services**



**Employment Pathways**



**Men's Behaviour Change Program**



# Snapshot

**85**

**New homes developed  
on average per year**

**\$40m**

**Value of new homes  
developed on  
average per year**

**100**

**New homes  
proposed in 2024**

**\$50m**

**Value of proposed  
new homes  
developed in 2024**

**1,411**

**Properties under  
management**

**160**

**Employees**

**40**

**Years of delivering  
services to the  
Central West**

**10**

**Offices across NSW**

**8**

**Community services  
programs delivered  
across NSW**

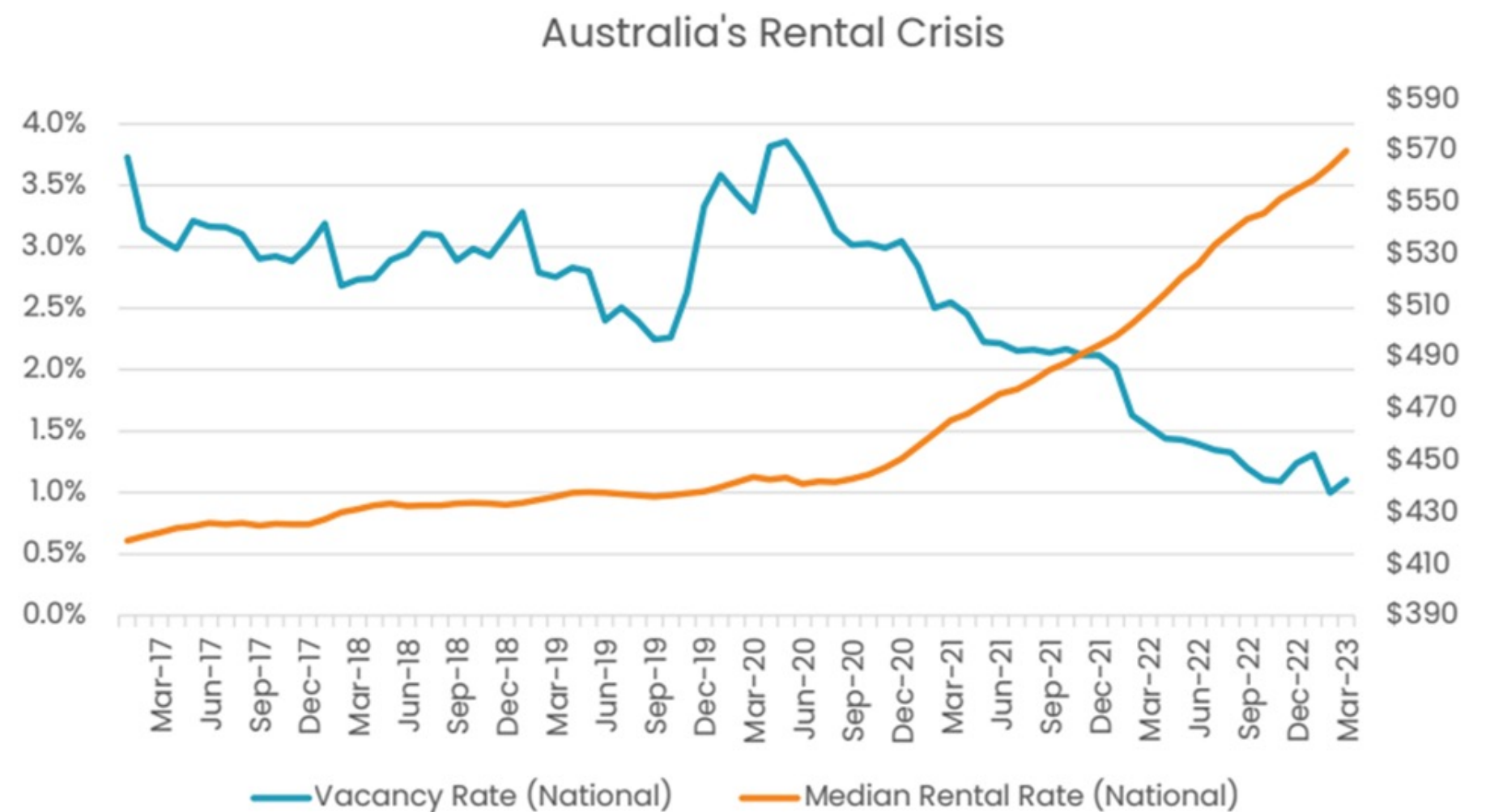
A photograph of a single-story brick house with a covered front porch. The house has a grey metal roof and a central dark door. The porch is supported by white columns. There are several windows on either side of the door, some with yellow curtains. A white picket fence runs across the foreground, with a brick mailbox on the left. The sky is a mix of blue and orange, suggesting dusk or dawn. The text "Housing In Our Region" is overlaid in the center in white.

# Housing In Our Region

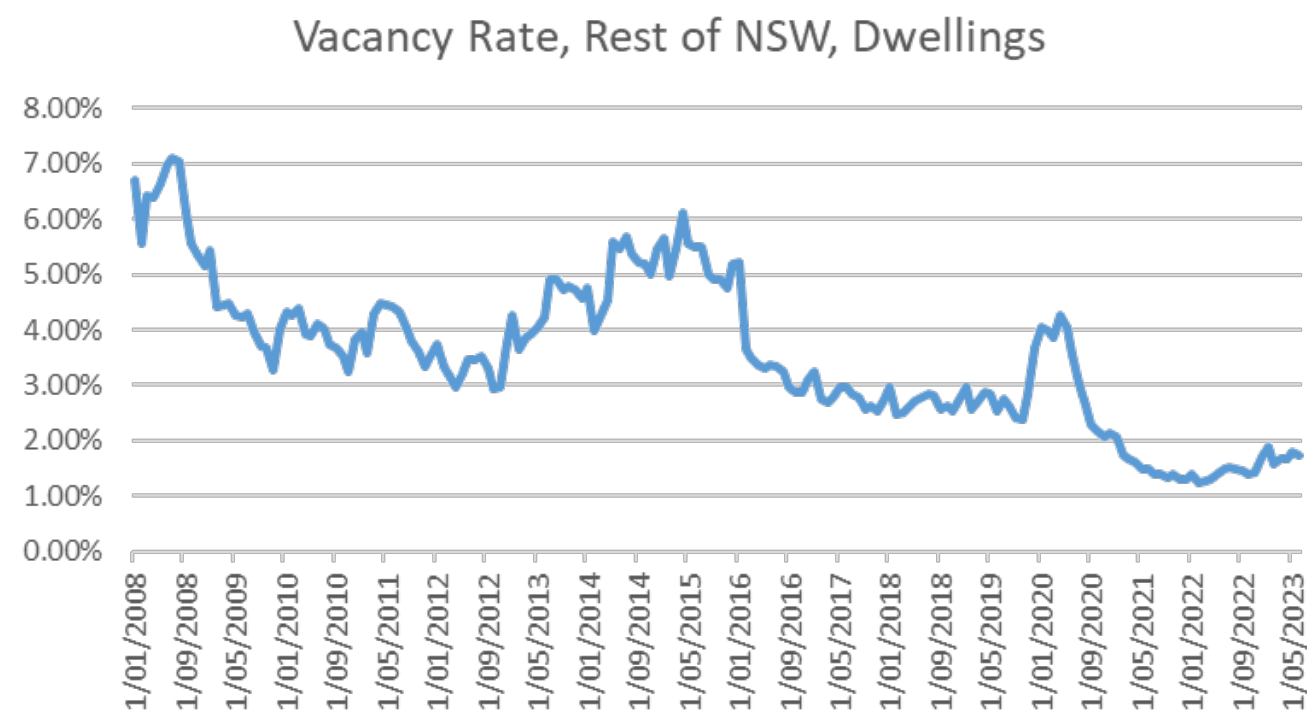
# Affordable Housing Outlook

Regional NSW & the Orana region is heading towards a serious housing crisis:

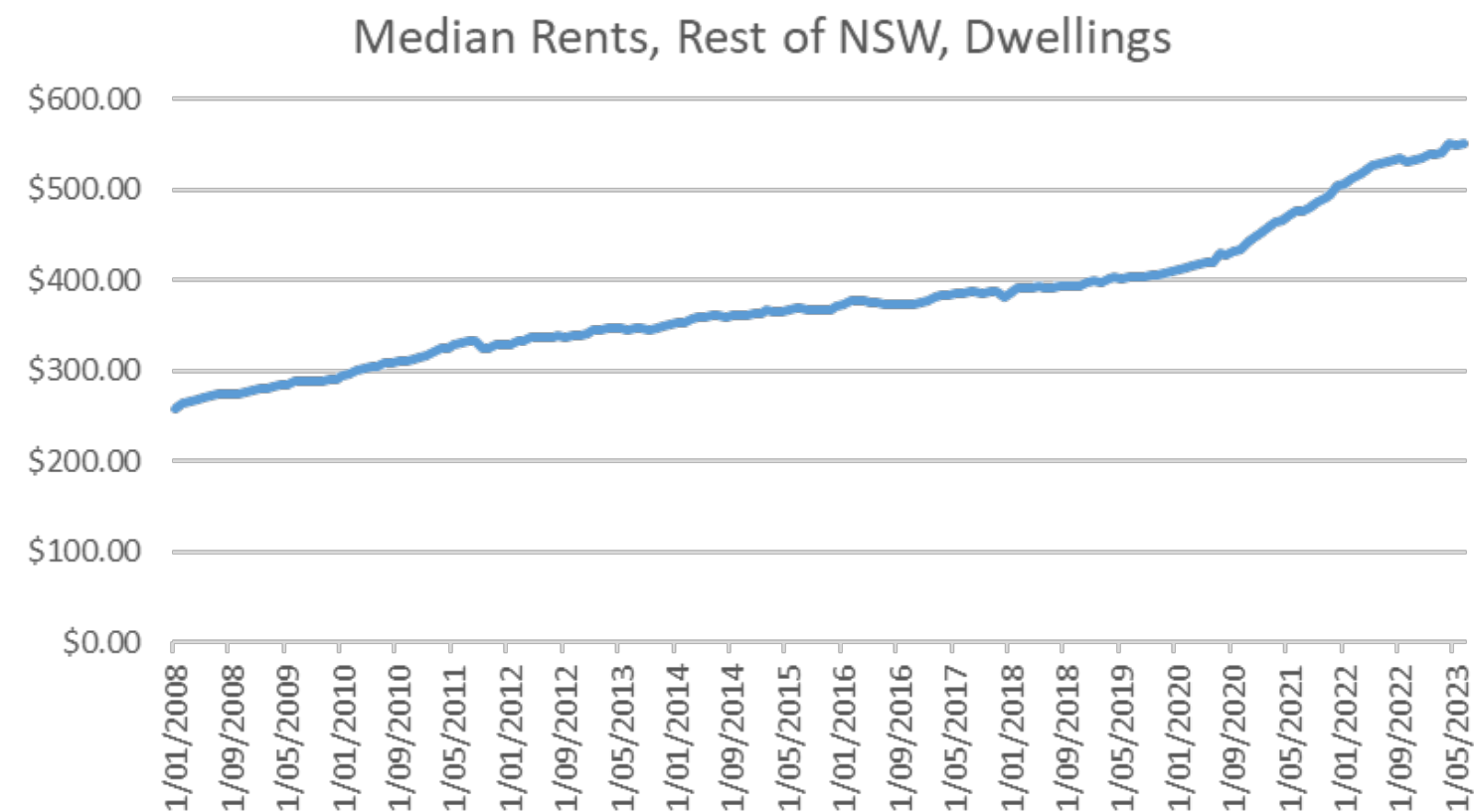
- Impact of Infrastructure Projects on rental market.
- Decrease of rental housing supply with rise of short-term accommodation (Airbnb etc).
- Decreasing DA numbers for residential development.



# NSW Regional Rents

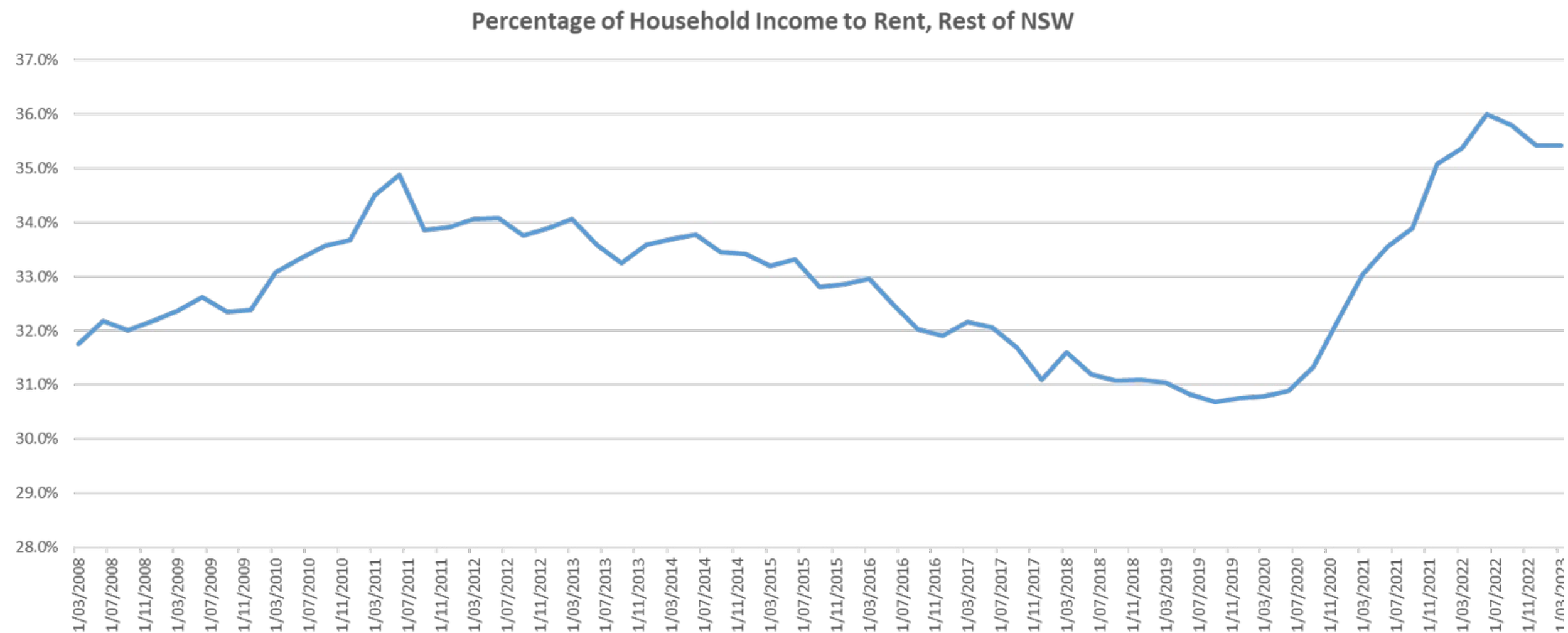


The vacancy rate as of 30 June 2023 was 1.73%. That is significantly lower than the 5-6% vacancy rate back in 2014-2015.



Median rents in regional NSW were \$551 per week as of 30 June 2023. This jumped significantly after 2020; the median rent was \$421 in regional NSW as of 30 June 2020.

# NSW Regional Rents



The percentage of household income required to rent a home in regional NSW has jumped significantly since the onset of COVID. It took 30.8% of household income to rent a home as of 30 June 2019, which jumped to 35.4% as of 31 March 2023.

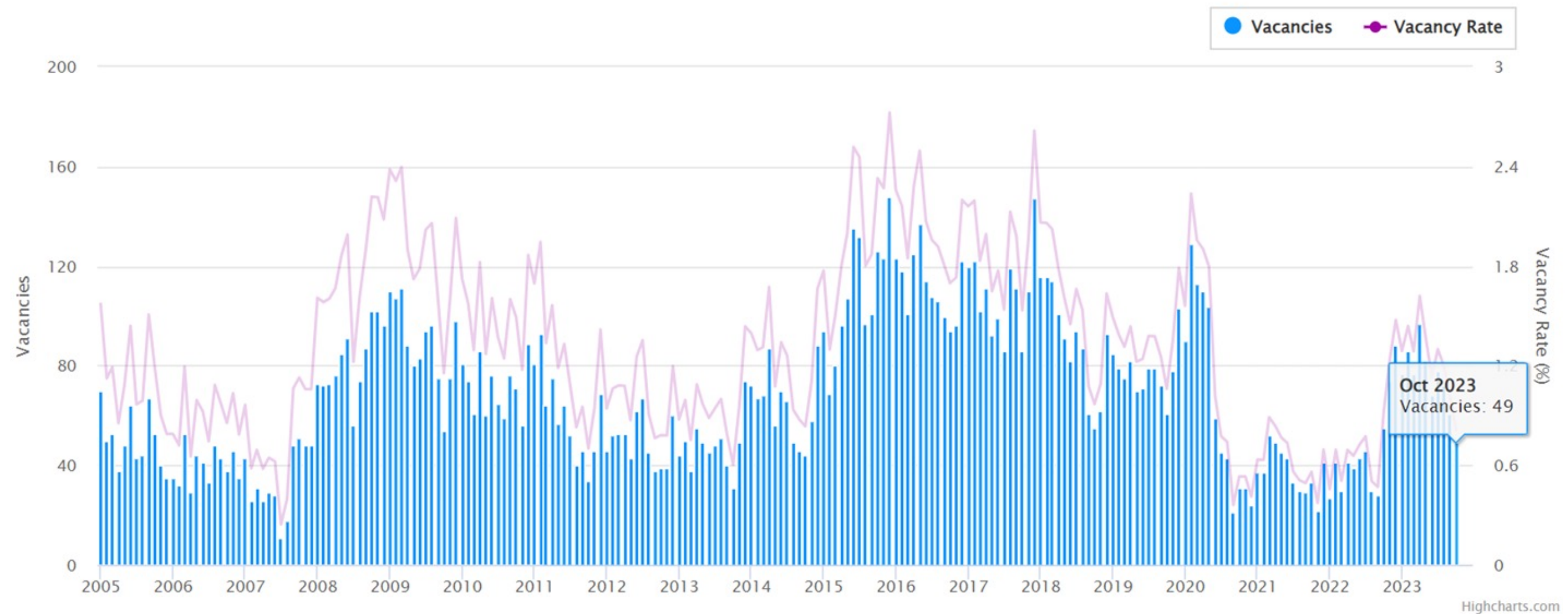
Source: PowerHousing



# Dubbo Rents

Residential Vacancy Rates

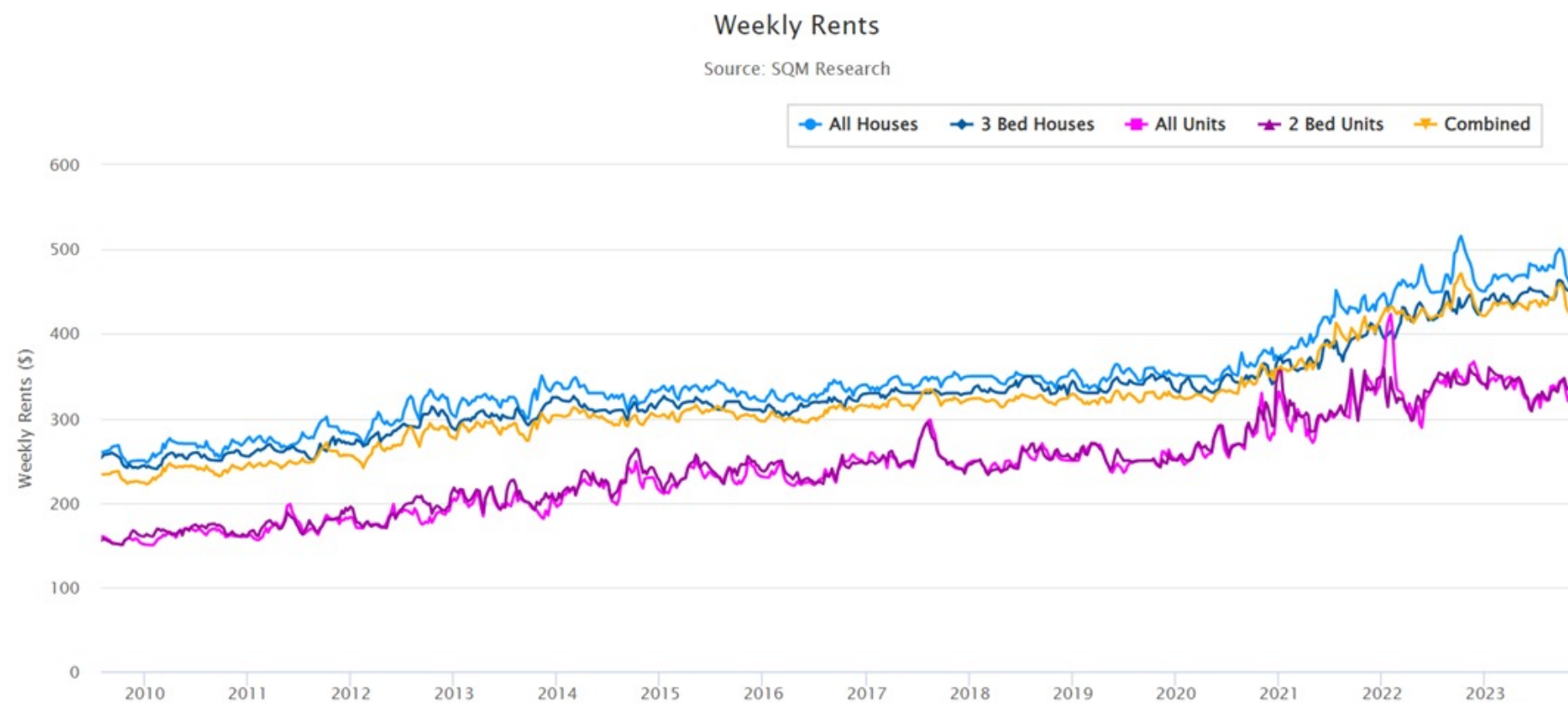
Source: SQM Research



Dubbo's current rental vacancy rate is 0.8%

Source: SQM Research

# Dubbo Median Rents



SQM Research Weekly Rents Index									
Week ending		Change on prev week (\$)	Rolling month % change	Rolling quarter % change	12 month % change	3 year % (pa) change	7 year % (pa) change	10 year % (pa) change	
12 Nov 2023	(\$)								
Postcode 2830	All Houses	470.19	12.81 ▲	-3.8% ▼	-1.0% ▼	-3.0% ▼	7.3% ▲	5.1% ▲	3.0% ▲
	3 br Houses	450.37	-0.37 ▼	-1.2% ▼	1.2% ▲	0.9% ▲	7.2% ▲	4.9% ▲	3.8% ▲
	All Units	338.88	11.12 ▲	-1.0% ▼	5.5% ▲	-6.7% ▼	3.7% ▲	4.2% ▲	6.4% ▲
	2 br Units	337.35	2.65 ▲	-3.0% ▼	4.5% ▲	-6.0% ▼	4.2% ▲	4.6% ▲	5.2% ▲
	Combined	435.65	12.37 ▲	-3.3% ▼	0.3% ▲	-3.7% ▼	6.5% ▲	4.9% ▲	3.6% ▲

Share of Income spent on Rent is 29% (SGS Economics & Planning 2023); classified as moderately unaffordable.

# Challenges

- Increased investment in the Orana region places increased pressure on an already strained housing market.
- Decreasing DA numbers for residential development, impacted by high building costs & higher interest rates.
- Increasing Short Term Rental markets in some larger towns/cities - Mudgee has 438 listings on Airbnb and Dubbo has 146 listings.
- Housing supply to the market for owner occupiers or renters; decreasing affordability.
- Under occupancy.

# Key Worker Housing & Economic Growth

- Key worker housing critical for a city's economic growth.
- No single definition for 'Key Worker' – usually refers to employees in services that are essential to city's functioning on low to moderate incomes.
- All key worker jobs require physical presence and usually close proximity to work.
- Teachers, nurses, community support and emergency workers, retail, delivery personnel, and cleaners.
- England and USA – Assisted home ownership programs, inclusionary zoning/co-contributions scheme, and rental support funding.





# Opportunities & Supply Solutions

# Home Buyers

Barriers to entry for first home buyers entering the market:

- Significant increase in property values since Covid.
- Higher interest rates.
- Higher cost of construction.
- Limited land availability in some areas.
- Competing against investors benefitting from tax advantages.

Previous first home buyers grant experiments often prompted value growth in 'entry level' markets, such that market values increased.

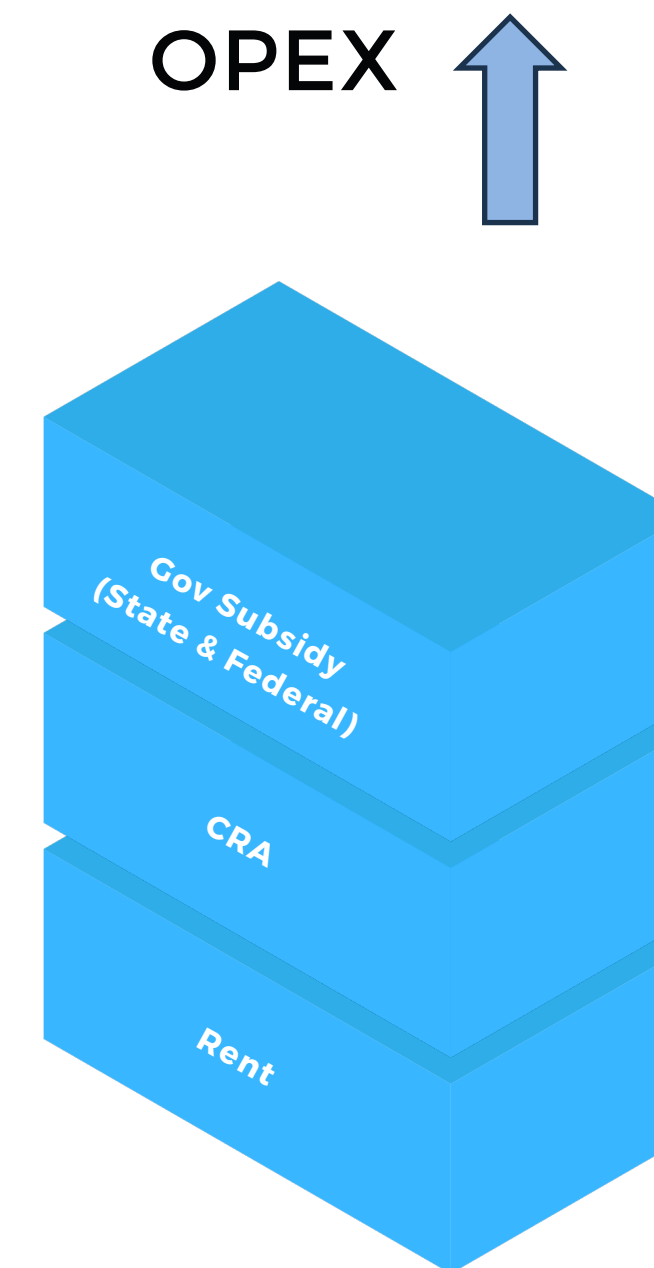
Shared equity and assisted home ownership programs.



# Subsidy Stacks

Examples:

- NRAS - National Rental Affordability Scheme
- SAHF - Social & Affordable Housing Fund
- HAFF - Housing Australia Future Fund



# Build To Rent

Large scale, purpose built, range of apartment types and sizes, single ownership, professionally managed.

- Tax incentives
- Institutional investments
- Shared facilities and communal spaces
- Close to services
- Density bonuses
- Smaller unit sizes





# Conclusion



Thank You

[Justin@housingplus.com.au](mailto:Justin@housingplus.com.au)