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# National Call for Properties

DNA Partnership (DNA) and The Affordable Housing Consortium (AHC) delivers on a platform for developers to access the Commonwealth Governments **National Rental Affordability Scheme (NRAS)**.

## The opportunity for developers is to participate in the NRAS scheme by having your development NRAS approved

We require immediately 3000 dwellings\* nationally that can be completed for occupancy by June 30th 2010

*\*Dwellings can be house & land, townhouses or units. Projects can be Greenfield, redevelopment or infill sites.*

**The Closing Date for Round 2 Applications is 27th March. If you are interested in this opportunity please contact us immediately.**

## Further Potential Sales of your stock

By accessing NRAS you can then **market your stock to financial institutions**, including superannuation funds under the DNA model. The opportunity enhances and drives your current sales activities in delivering your project to the market.

The National Rental Affordability Scheme (NRAS) is an Australian Government initiative to deliver 50,000 new affordable rental dwellings by June 2012. NRAS provides an AUD 8,000.- Tax-Free Incentive per dwelling per year and the Incentive is indexed to the rental component of CPI.

Eligible tenants, who are mainstream Australian households on incomes up to AUD 82,000.- per year, will enjoy a discount on the market rent.

### The Tax-Free Incentive has three policy goals:

- (1) Increase the supply of new rental housing. Industry data shows an annual shortfall in new supply of between 30 - 40,000 dwellings a year]
- (2) Improve affordability for the eligible target groups. 1.5 million Australians are eligible for assistance under this package and the Prime Minister has announced that a further 50,000 incentives will be offered post 2012 if 'demand remains strong'.
- (3) To create a new class of Institutional Investment in residential rental accommodation. The DNA model has been designed explicitly to meet this policy goal.

**Opportunities for developers:  
Building a further sales pipeline to institutions  
Improved project marketability  
A new class of institutional investment**

To participate in the scheme you must register to have your development NRAS approved. The value of the NRAS approval over a portion of your development stock is demonstrated by an increased marketability. This is because an NRAS approved property delivered through the Consortium means:

- An increased yield achieved on the investment property due to the AUD 8,000.- tax-Free Incentive per dwelling per year
- A stable ten year Head lease on the property linked to a 'Secured Income Stream' to give predictable returns
- The property remains directly linked to the market by way of annual rental reviews and capital gains
- The tenants are the typical mainstream Australians of our communities. This policy has been designed to allow a more affordable rental arrangement for mainstream Australians than what they are paying in the open market.
- The NRAS allocations are typically allocated on a "salt and pepper" basis throughout the estate, the intention is to ensure an integrated community not a clustered community thus achieving strong social and community outcomes. In fill sites may allow for a much higher allocation.

## DNA in conjunction with The Affordable Housing Consortium will assist you through this process by:

- Determining the developments opportunity to be NRAS approved which includes both social and financial criteria to be demonstrated.
- Meeting the government application process for formal submission. By using our services you have the advantage of accessing a specialist NRAS Consortium that will deliver a high quality submission on your behalf.
- Assisting in the marketing and further distribution of your development stock through both open markets and **access institutional investors in this sector thus achieving better sales for your NRAS approved estate or development.**

DNA is open to all developers large and small to assist in your project. With 3000 applications to be **submitted prior to 27th March** we suggest you contact us immediately to gain priority for your enquiry and application.

Contact us directly on [NRAS@qahc.asn.au](mailto:NRAS@qahc.asn.au) or by way of completing the expression of interest form attached to this document.



*Please fill out the attached MS WORD document and  
email it to [NRAS@gahc.asn.au](mailto:NRAS@gahc.asn.au)*