



**A residential
development opportunity
5kms from the CBD**





About Kāinga Ora

On 1st of October 2019 Kāinga Ora – Homes and Communities was established to bring together the people, capabilities and resources of Housing New Zealand, HLC and KiwiBuild. The goal is to achieve a more cohesive, joined-up approach to support the Government’s priorities for housing and urban development in New Zealand.

Kāinga Ora has two key roles:

- being a world-class public housing landlord
- partnering with the development community, Māori, local and central government, and others on urban development projects of all sizes.

Kāinga Ora’s Urban Development Team is focussed on delivering quality urban development that results in well-planned, more affordable residential neighbourhoods, as well as the transport connections, open spaces, amenities and jobs that communities need to thrive.

Kāinga Ora unlocks under-utilised areas within the urban growth boundary to accelerate the availability of build-ready land, and adheres to a masterplan to facilitate better housing outcomes. This includes the provision of public housing and more affordable homes for people at all life stages to support their home ownership aspirations.

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Welcome to Northcote Development

The Northcote Development is a large scale urban development project providing around 1,500 homes over the next five years. As well as much-needed homes, Northcote residents will see improved infrastructure and new amenity, including a network of new and upgraded parks connected by a new greenway called 'Te Ara Awataha'. The project is integrated with Panuku Development Auckland's redevelopment of the Northcote town centre.

Around 470 new state houses will be built – an additional 170 state houses over and above replacement of existing state homes. Around 1,030 new homes will be delivered to the market, a good proportion of which will be priced in more affordable price ranges.

Northcote Development is expected to take around a total of seven years.

The local community has been waiting for this development for some time and is now seeing it come to life.

Highlights include a significant upgrade of the town centre and a new greenway called 'Te Ara Awataha' along the route of the Awataha Stream.

Te Ara Awataha will link Lake Road to the town centre, giving residents a pedestrian and cycle-friendly path through the neighbourhood.

The Northcote Development is being managed by Kāinga Ora, bringing expertise gained from developing Hobsonville Point to the project.

 **Northcote Development**



The Offer

Stage 5 comprising three superlots

Kāinga Ora is pleased to offer for sale, three superlots within the Northcote Development area. Covering a total of 13,435m², prospective purchasers may respond on one or more of these superlots. These three superlots form part of Stage 5 of the development.

Stage 5 Summary

- 3 market superlots
- Total area of 13,435m²
- Supporting a yield of approx. 230 homes
- 50% of homes to be KiwiBuild/affordable housing
- All new homes to achieve Homestar 6 rating
- Homes to comply with the Kāinga Ora Design Guidelines which can be viewed at www.kaingaora.govt.nz/publications/design-guidelines/
- Sites are zoned THAB Terrace Housing and Apartment Building
- Handover of sites from late 2021

This part of the project site is considered to be some of the most valuable land in the Northcote Development.

Due to the proximity of the soon to be redeveloped Northcote town centre, Kāinga Ora is seeking design outcomes which fully utilise the 6 storey height limit available to these superlots.

Interested parties will be required to complete a response form and provide associated evidence to support their response. Kāinga Ora welcomes responses from all interested parties including mana whenua and mataawaka entities.

Kāinga Ora will welcome prospective buyers who:

- can demonstrate relevant and recent experience in building high rise apartments
- can demonstrate affordable innovation (such as built to rent, shared equity)
- can deliver a mix of bedroom types and price points
- have the ability to meet the programme
- are able to confirm their proposed resourcing and management team
- can prove good stakeholder engagement practices, particularly working within an existing community

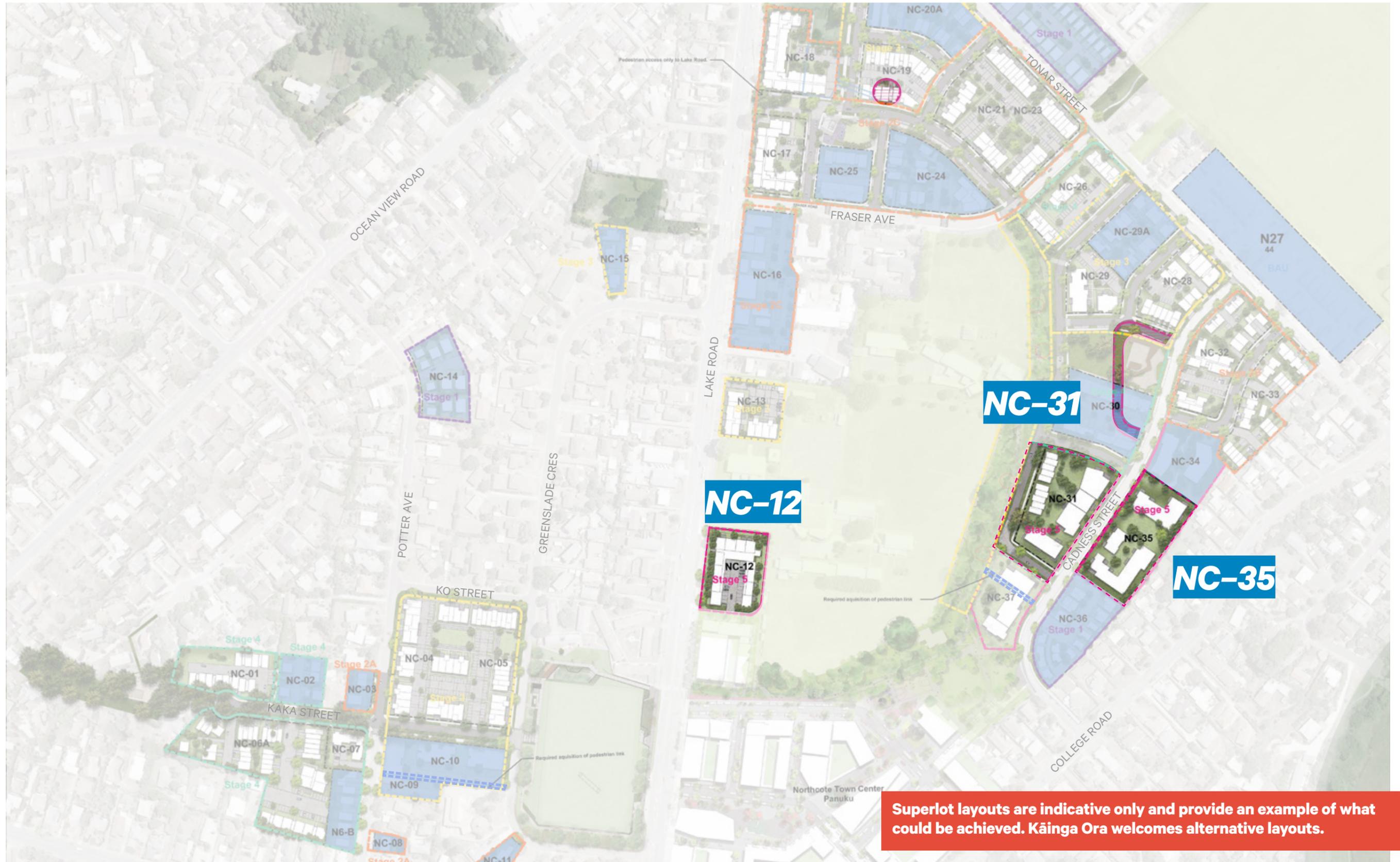
The Response Form outlines the minimum requirements of a submission, which includes:

- company profile and resourcing
- portfolio / evidence of successful delivery of similar projects
- land purchase price
- bulk and location / concept plans
- detailed yield and typology schedules
- programme
- commercial terms

Superlot No.	Superlot Area (m ²)*	Proposed Yield Range	Proposed Typology	Zoning	Expected Superlot Handover Date	Expected House Complete Date
NC-12	3,406	75 - 85	Apartments	THAB	Nov / Dec 2022	April / May 2024
NC-31	4,852	85 - 95	Apartments	THAB	Nov / Dec 2022	April / May 2024
NC-35	5,177	70 - 80	Apartments	THAB	Nov / Dec 2021	April / May 2023
TOTAL	13,435	230 - 250				

* Land areas are approximate and subject to title

Site Plan



The Market

The Auckland region, including the North Shore, continues to face a shortage of housing, a result of the growing requirement for housing outpacing the rate of new house construction.

Demand pressures resulting from demographic changes, particularly population growth, are inevitable in the Auckland market and forecasts point to this continuing into the foreseeable future.

In more recent times, the COVID-19 pandemic and resulting lockdowns have had their own unique impact on the market. New listings have recovered slowly and have only returned to normal seasonal levels, with no “catch up” for those listings that were lost during lockdown. This slow recovery in listings, at the same time as demand has been recovering, has meant the market has been quite “tight”, with relatively few houses available for the number of interested buyers.

There has been increased interest amongst first home buyers and the relaxation of the RBNZ’s loan-to-value restrictions has contributed to housing demand. The wage subsidy and mortgage deferment scheme have also provided a boost. All of these factors have provided support to the housing market, spurring the pent-up demand dynamic seen out of lockdown.

The lift in demand has brought back into focus the continuing shortage of residential property and the requirement for increase residential construction.

Drivers of Market and Value Growth

- Population Growth
- Housing Shortage
- Low Interest Rates

Population

Auckland is New Zealand’s largest city and the region is experiencing extraordinary growth. While the COVID-19 pandemic has closed the border to general immigration, returning kiwi expats have continued to add to Auckland’s natural population growth and internal migration. Statistics New Zealand forecast for Auckland shows the population is set to reach 2.5 million in the next 20 years.

Market information supplied by



LICENSED UNDER THE REAL ESTATE ACT 2008

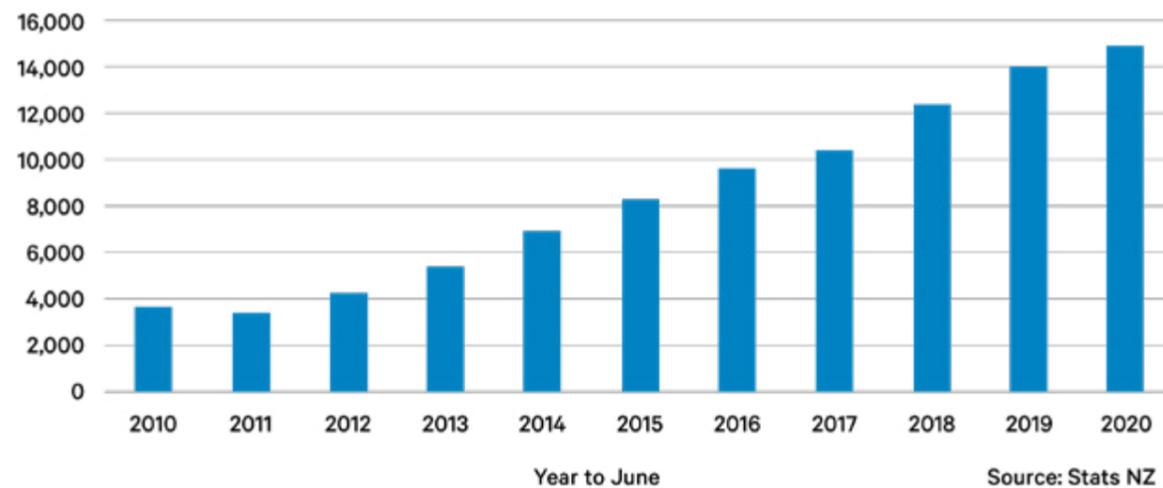
Housing Shortage

Auckland Council's 30 year forecast for housing demand from 2016 onwards showed a need for an additional 400,000 plus dwellings.

The introduction of the Auckland Unitary Plan (The Plan) has facilitated the intensification of housing in certain precincts across the city, particularly around areas of activity and close to transport options. The Plan envisages 60% of new development occurring within the current Rural Urban Boundary, with the remainder being new greenfield land released in stages to meet the forecast.

Building consent numbers across the Auckland region have been steadily improving with an average increase of 18% since 2012 and are now sitting around 14,000 annually. While this is an improvement, it is still below the estimated circa 18,000 annual new builds required to catch up on the shortfall and meet the expected additional growth in demand for Auckland homes.

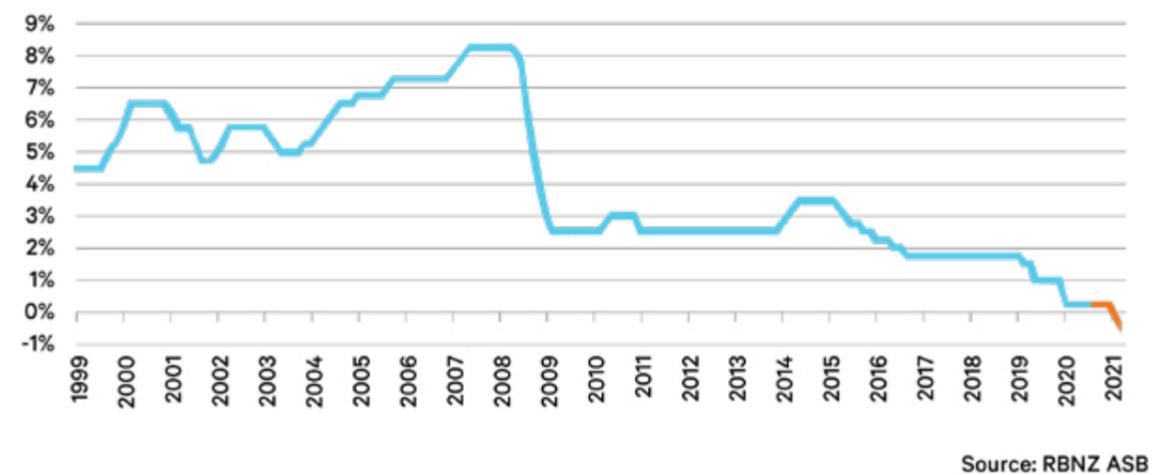
Auckland Regional Residential Building Consents



Interest Rates

The current low interest rate environment has further assisted in the strong activity in the housing market. The Official Cash Rate (OCR) currently sits at 0.25% with indications from the Reserve Bank that it is unlikely to change until at least mid-2021. Some economic commentators are suggesting there is potential for the OCR to track into the negative territory next year resulting in even lower interest rates. Such a scenario supports the market sentiment that historically low interest rates are likely to be in place for some time to come.

Official Cash Rate







Location

Northcote is situated on the northern shores of Waitematā Harbour, 5km northwest of Auckland city centre. The suburb includes the peninsula of Northcote Point and the northern approaches to the Auckland Harbour Bridge.

Northcote is surrounded by the suburbs of Birkenhead, Hillcrest and Takapuna to the west and north, and the waters of Shoal Bay, an arm of the Waitematā, to the south and east. State Highway 1 stretches along the waterfront of Shoal Bay, heading north from the bridge towards Albany.

The Development Area

The Northcote Development area is comprised of approximately 23 hectares of land and encompasses the Northcote town centre, Onepoto Primary and Northcote Intermediate schools.

The precinct is within a 10-minute drive of Takapuna with its popular beach, shopping village and upmarket bars and restaurants. Both Takapuna and the Wairau Valley are important and growing employment hubs for Northcote residents.

Masterplan

The delivery of the masterplan is staged over a seven-year period. Construction of Stage 1, which focused on replacing state homes, was completed in 2017. The final stage is expected to be completed in 2024.

Work is underway in Stages 2, 3 and 4. Construction of homes is progressing, with the first homes in Stage 2 complete. Stage 5, of which the superlots that comprise this offer form a part, is again focused on replacing and augmenting the state housing stock and also providing affordable and sub-median priced homes to the market.

Masterplan Concept

The masterplan for the development is structured around a number of placemaking concepts that, together with the urban design and development principles, have informed the masterplan's proposed key interventions.

The principal organising and placemaking proposal of the masterplan is the Te Ara Awataha greenway; a linear open space containing a revitalised Awataha stream, following its route as it traverses Northcote on its way to the Waitematā Harbour. The Te Ara Awataha greenway links Greenslade Reserve, the Northcote town centre and the two schools. At its intersection with Fraser Avenue the Te Ara Awataha greenway splits into two parts – one continues on to rejoin Lake Road and the other follows the path of the stream to the boundary of Hato Petera Kura.

The masterplan contains a number of improved and new parks and open spaces, most of which are connected to the Te Ara Awataha greenway. These spaces will have a strong community focus and are intended to act, in part, as a space where existing and new Northcote residents can come together. In some instances the green spaces will remain constant (albeit improved) in a changing built environment, helping to anchor the neighbourhood and reduce the impact of the changes brought about by the development project.

As part of delivering a safe, walkable neighbourhood, the masterplan proposes improvements to physical connectivity into and within Northcote. The proposals include new and improved roads and community streets and laneways, as well as new and improved pedestrian and cycle connections. The masterplan proposes a significant number of new streets within Northcote. The new streets provide additional street frontage, thereby allowing the development of a greater number of homes, at a greater density than would be possible otherwise. Existing streets will be improved through enhanced street planting and wider footpaths where possible.

Northcote Intermediate and Onepoto Primary Schools are located at the geographic centre of the neighbourhood, and their success is fundamental to the success of the development project. Not only will successful schools be of significant benefit to the existing community, they will help attract new homeowners to Northcote. The masterplan seeks to ensure that both the Intermediate and Primary are the schools of choice for the community of Northcote. Amenity in most growing neighbourhoods includes a range of quality accessible early childhood facilities. Establishing whether space is available on one of the school sites for an additional early childhood education facility would be the next step in the feasibility work for a centre.

Density on amenity is a key organising concept within the masterplan, delivering apartments along high quality public transport routes, on green open spaces (including the Te Ara Awataha greenway) and adjoining the town centre.

New homes in Northcote will predominantly be attached house typologies, including traditional multi-level and three-storey walk-up apartment buildings. To meet identified and forecast local housing needs the masterplan prioritises family homes on the lots to be retained by Kāinga Ora with smaller homes in an apartment typology. For those lots with housing for sale on the open market, the emphasis is on two and three-bedroom terraced homes and apartments to meet identified and forecast market demand.

On the western side of Lake Road, open market housing is for the most part clustered in a single area around the intersection of Kaka Street and Potter Avenue. On the eastern side of Lake Road the open market housing is more evenly distributed throughout the neighbourhood.

LEGEND

- Existing HNZC Development
- Proposed HNZC Superlots
- Stage 1
- Stage 2
- Stage 3
- Stage 4 (Initial)
- Future Stages

Disclaimer:
Masterplan indicative only and subject to final approval.



Māori Housing Opportunities

The Kāinga Ora mandate spans a number of projects across Aotearoa including a significant area of Tāmaki Makaurau, Auckland. Our development precincts are located within the tribal areas of various mana whenua groups throughout the motu (country) and we are committed to working with Māori to support Māori urban development aspirations and Māori housing outcomes.

Kāinga Ora is also committed to upholding the principles of the Treaty of Waitangi (Te Tiriti o Waitangi), in particular the principles of Partnership, Active Protection and Redress. We have ensured that there is no land within this offering to which rights of refusal apply. In relation to the principle of Partnership we aim to have meaningful and early engagement with Māori entities about the development of this land and we invite Māori to participate in this urban development.

Mana Whenua

Definition: Mana whenua means the indigenous people (Māori) who have historic and territorial rights over land and water. It refers to iwi and hapu (Māori tribal groups) who have these rights in a defined geographical area of interest.

Mataawaka

Definition: Mataawaka means the indigenous people (Māori) who live in an area and are not within a mana whenua group.

Kāinga Ora is working with Māori o te motu, in developing an engagement approach across our development precincts to help facilitate for Māori, the implementation of environmental, social, cultural and economic outcomes. Kāinga Ora acknowledges the authentic role of mana whenua and has formalised individual relationships with mana whenua entities. Commercial development and other opportunities will be explored through these avenues.

Our special focus on Māori aspirations in relation to urban development also includes working with iwi asset holding companies and iwi subsidiaries to offer Māori opportunities to participate in urban development.

We recognise that our development precincts comprise a number of mataawaka groups and entities. It is important for Respondents to understand our commitment to working with our Treaty partners, mana whenua and mataawaka respectively and, where appropriate, commit to supporting the implementation of effective Māori housing outcomes which reflect this approach.

Opportunities for Māori

Kāinga Ora is committed to working with mana whenua and mataawaka entities to address Māori housing needs. We seek your support in defining effective pathways for the delivery of housing developments to achieve successful Māori housing outcomes. We, therefore, welcome the private sector (including Māori entities) to partner with us to achieve these outcomes.

Cultural innovation is key and entities that accurately capture wahi kainga, multi-generational living, mātauranga Māori, kaupapa Māori and tikanga Māori design principles are encouraged to respond.

For more information on Māori Housing Opportunities please contact amos.kamo@kaingaora.govt.nz

About the Neighbourhood

Northcote has a strong community spirit, aided by the many families that have lived in the area for a long time. The ethnic makeup of the suburb of Northcote differs from the Northcote Development area.

Within Northcote 66% of residents identify themselves as of European heritage, 24% Asian and Māori and Pasifika residents make up 7% of the population each. In the development area, 41% of residents identify themselves as of Pasifika, followed by European (27%), Asian (21%) and Māori (17%)*.

Who lives in the development area?

The neighbourhood is a diverse, complex community with a number of key differences to the wider Northcote area and to Auckland generally.

The people living in the immediate Northcote development area are youthful, predominantly Pasifika and Māori. While there is turnover in rental properties, there are also a number of families well settled in the local area (40% of people in the immediate neighbourhood have lived in their home for five years or more, and of these, a number have lived in Northcote for at least 30 years). It is not uncommon for local teachers to know three generations of the same family.

*2018 Census data.





Cricket at Greenslade Reserve.

Amenity

With Takapuna and the CBD so easily accessible, the Northcote Development offers a city-fringe lifestyle which also puts residents close to some of Auckland's best parks and beaches. The area has established parks, sporting and recreational facilities and is just 3.5kms to Takapuna Beach. The website www.aucklandcouncil.govt.nz/parks-recreation lists over 90 parks and reserves in Northcote and its neighbouring suburb, Birkenhead. Northcote borders some of Auckland's largest areas of native bush.

Northcote has good transport links, with further improvements planned for buses. SkyPath will offer residents a walking or cycling connection across the harbour bridge.

The suburb is home to six schools – Northcote Primary, Onepoto Primary, St Mary's School, Northcote Intermediate, Northcote College – and a major tertiary education provider. Onepoto School, located within the Northcote Development, is the subject of a \$19.5m rebuild which is underway.

AUT's North Campus is located on Akoranga Drive, Northcote, and is shared by the University's Faculty of Health and Environmental Sciences (including the Sport and Recreation division) and School of Education.

North Shore Hospital, in neighbouring Takapuna, is a nine-minute drive.

Northcote's community facilities include a library, community centre, early learning centre and contemporary art gallery.

The Northcote Development will redevelop part of Northcote into a more vibrant, urban neighbourhood. Old state housing will be replaced by a variety of new, high-quality apartments and

houses, all within a short walk of Northcote town centre. Streets and parks will be upgraded and the community will enjoy a key piece of new amenity in Te Ara Awataha, the greenway. The town centre upgrade being led by Panuku Development Auckland will transform the experience of shopping and dining locally.



Akoranga busway station.



Town centre upgrade.



Greenslade Reserve wetland view.



Greenslade Reserve southern terraces view.



Te Ara Awataha

Over the next five years many of Northcote's reserves will be linked by a new greenway, creating a network of public spaces in a green 'corridor' designed to make it easy, pleasant and safe for people to move around the neighbourhood.

Te Ara Awataha, is a significant greenway connecting the community to local destinations, including the schools, town centre, public transport stops and recreation spaces, and access to the wider city cycle network. Northcote's new greenway follows the path of the former Awataha Stream to the sea and will also provide for the movement and cleaning of stormwater.

The Northcote community has embraced the idea of a safe walking and cycling connection since 2004. The long-discussed idea of connecting Northcote's open spaces will start becoming a reality.

Te Ara Awataha will be created in stages through a partnership between Kāinga Ora, Panuku Development Auckland and mana whenua. Each part of the greenway is being shaped with the schools, community groups and others who care for the asset; and will include path and planting enhancements, playful artistic and educational elements; and ways to hold, move and treat stormwater. As the project evolves, the community will be kept informed about progress and opportunities to be involved in its creation.

Town Centre Upgrade

Over the next decade Northcote's town centre will be completely renewed in a large scale project being managed by Panuku Development Auckland. New shops, eateries, gathering spaces, laneways, offices and apartments are all part of the masterplan.

Panuku has released a benchmark masterplan for the new town centre and says work will begin in the next few years and take 7-10 years. The town centre will be redeveloped in stages so that it can continue to provide for the community throughout this period. The development of the Te Ara Awataha greenway will also create a green and pleasant way to get from the neighbouring streets to the town centre on foot or by bike.

The Town Centre Benchmark Masterplan

The Northcote Town Centre Benchmark Masterplan is underpinned by urban design and Te Aranga design principles, delivering a lively and welcoming Northcote with community, culture and business at the heart. It promotes a comprehensive, staged development with new buildings that are fit for their 21st Century business purposes. It aims to build on the best of the key characteristics of the Centre that the community value – pedestrian areas, the elm tree on Pearn Crescent, the alignments of key streets, a public realm with flexibility to adapt to accommodate large community events and festivals and most importantly its human scale and activity.

The new Northcote will have a greater mix of housing types delivering over 2,000 new homes, with up to 750 of these within the Town Centre in apartment blocks up to eight stories tall. It will have a new multi-purpose community facility, which will include a library, connected to a new town square.

There will be a network of pedestrian priority streets and lanes, framed by high quality buildings, with a vibrant mix of uses including community, retail, commercial and residential. This street network will provide excellent connection to the local community and its recreation spaces, including Greenslade Reserve, Cadness Reserve and Te Ara Awataha – the new greenway.

You can view the Town Centre Benchmark Masterplan at northcotedevelopment.co.nz/about-us/town-centre-plans/



Affordable Homes

Across the Northcote Development, Kāinga Ora is seeing innovative design and construction methods that will deliver affordable housing. Affordable options should achieve Kāinga Ora's objectives of delivering pathways to home ownership and security of tenure, as well as creating a balanced community.

In Stage 5, which the superlots that are the subject of this offer form part of, it is expected that a minimum of 50% of homes will be delivered as affordable. If more than one superlot is being purchased then this percentage could be spread across those superlots in different configurations.

Within that 50%, there is an expectation that there will be a mix of 1 and 2 bedrooms, built and sold at or below the KiwiBuild pricepoints of:

- 1 bedroom = \$500,000
- 2 bedroom = \$600,000

Kāinga Ora also encourages the delivery of modestly sized homes offered to the market as long-term rentals with secure tenure, shared equity, rent to buy, etc. If, for example, a single superlot is being purchased, Kāinga Ora is open to it being delivered, either in part or in full, as long-term rental properties.



Marketing support

Kāinga Ora's urban development team provides extensive communications and marketing support to builder and developer partners working within the Northcote Development neighbourhoods. We have been communicating with Northcote residents for over four years. Our developer/builder partners are invited to contribute to a marketing fund.

Through experience gained at Hobsonville Point, we've found that pooling our resources creates more impact and everyone benefits. Builder partners have not experienced downturns in the market to the same degree at Hobsonville Point as elsewhere over the last eight years of house sales.

Place-based Marketing

Kāinga Ora focuses marketing efforts on place first and product second. The scale of the development gives us considerable impact across all forms of media, including editorial and advertising in traditional print and broadcast media as well as through online channels. The Northcote Development has its own website, Facebook page and magazine, *Everyday Northcote*, as well as ongoing press and online advertising support.

Information Centre

The Information Centre in the Northcote town centre car park provides a place for people to come to learn more about the development and how it is changing the neighbourhood, the types of homes that will be available for sale and how to buy them. The centre hosts regular information days which are well attended.

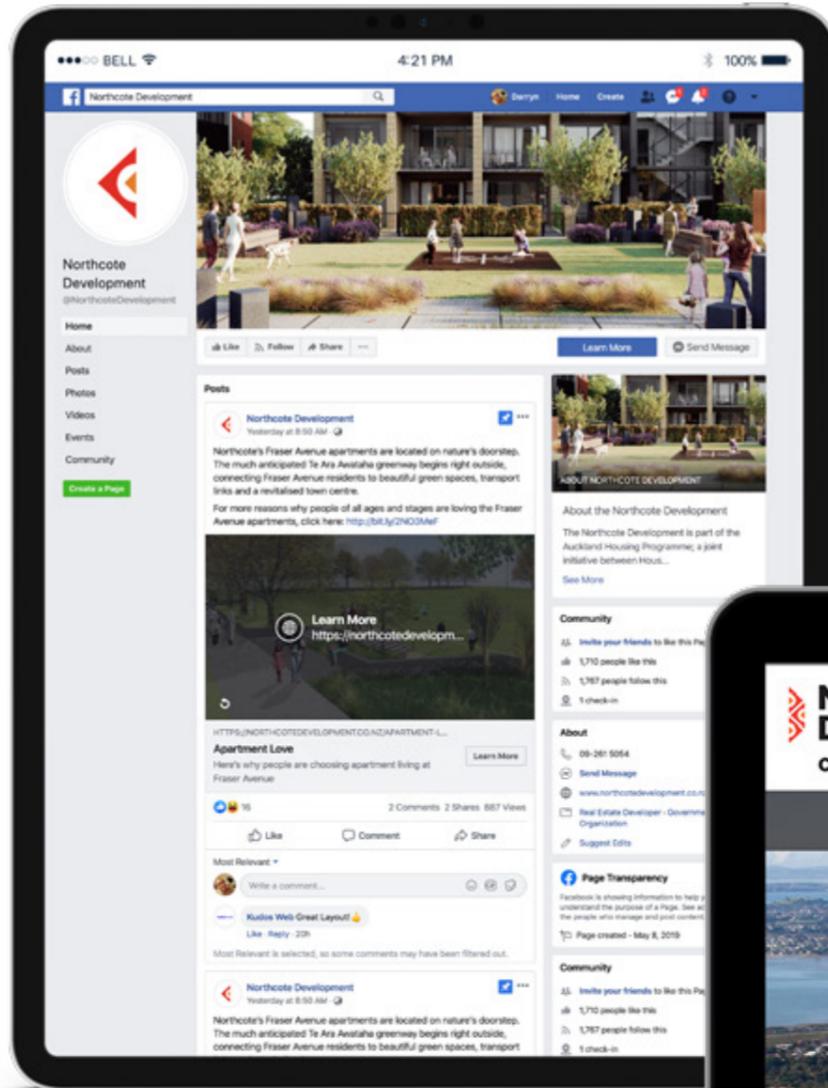
Product Marketing

Kāinga Ora promotes homes for sale via press ads in NZ Herald Homes, editorial/advertorial content in the wider print and broadcast, and through social channels such as Facebook. We run regular digital campaigns online with a targeted call to action, e.g. a visit to the developer's display suite. Kāinga Ora has a dedicated real estate listings section on the OneRoof platform, called Our New Auckland.

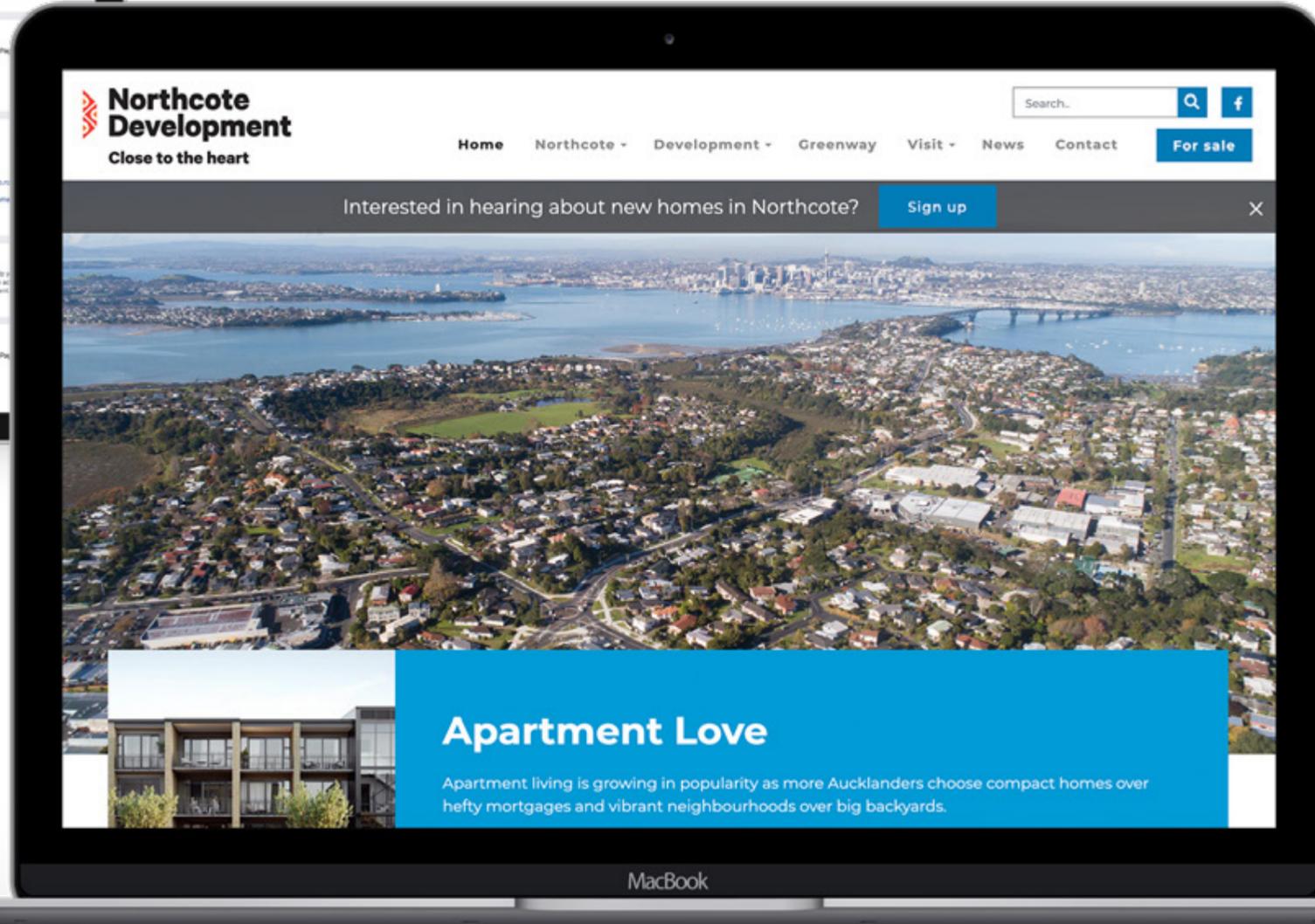
**Closer than
you thought you
could afford**

**Northcote
Development**
Close to the heart





Northcote Development Facebook page



Northcote Development website

Retail and editorial Press ads which ran in NZ Herald Homes for Fraser Avenue in the Northcote Development.

1. Your client might not have given much thought to preparing their home for the marketing photos or making it ready for the subsequent potential purchasers to view.

As an agent, do you say something to the client and risk losing the instruction because you sound 'unenthusiastic' about the property, or do you just get on with it and try and make the best out of a bad job knowing that the result might not be as good as it could be.

2. The other dilemma you'll face as an agent is that you're selling someone else's property. To make a great job of the marketing will cost a lot of money - in some cases where professional photos are taken it would be easy to spend \$350 to \$500 or more + vat. If glossy brochures are used too, that could be another \$1,500.

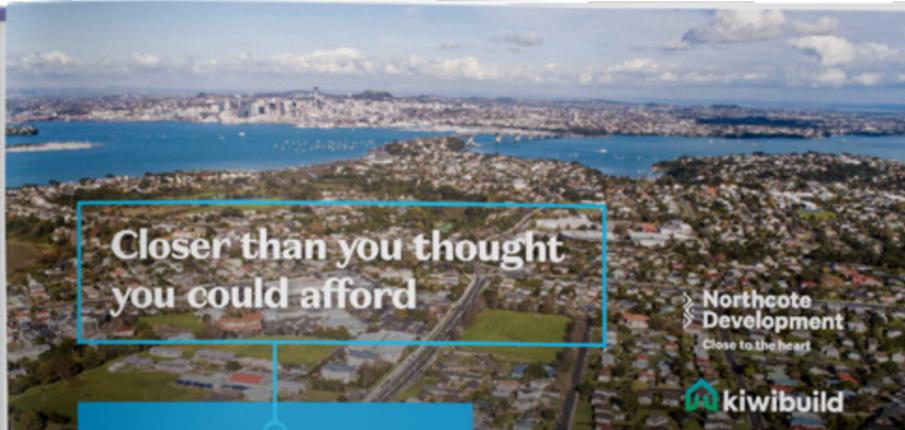
Given that your share of the selling price is relatively small compared to that of your client, do you spend that money yourself or ask the client to pay - especially keeping in mind that your client could change their mind about moving at any time? Or to lesser effect do you take the photos yourself and hope they're good enough, and print the details on your colour laser printer?

It's a curious thing that the vast majority of people will comb their hair, and shave for a portrait photo (the men will do this too), but they will give scant regard to presenting their homes attractively for their property photos. For a quality portrait most would use a professional photographer, but for their house (perhaps their most valuable asset) they'd use an estate agent who isn't a trained photographer. Most people will heavily criticise a badly-taken portrait of them but will meekly accept a bad property photo even though it's paucity in quality could have a massive negative impact on their selling price!

www.hello-photo.co.uk

HELLO PHOTO

Maybe if you have been trying to sell your property without much success this article will help you to understand one of the reasons that you have not met with the success you had hoped for. Or if you are about to sell a property, hopefully you will give some thought not only to the presentation of your home for marketing purposes, but to some of the marketing skills that you might look for in the estate agent you choose to act for you.



Northcote Development
Close to the heart

kiwibuild

Northcote Development is now selling new, high quality apartments just 15 minutes from the city centre.

Studio apartments from \$370,000
1-bedroom from \$470,000
2-bedroom from \$580,000
3-bedroom from \$650,000

Visit the on-site display suite at 38 Fraser Avenue, Northcote. Open from 8 August and by appointment.
fraseravenue.co.nz

The first of the homes to be released off the plan in the Northcote Development are part of the new 'Fraser Avenue' neighbourhood being developed by NZ Living. Fraser Avenue is made up of 107 quality apartments in three storey buildings around a village green. The homes are being sold on the open market and to eligible KiwiBuild buyers.

Northcote is not only close to the city; it will provide a welcoming community of new homes and easy access to some of the best parks, beaches and all the attractions the North Shore has to offer. The Northern busway makes getting to the city quick and hassle free. Homeowners will also enjoy being close to the Northcote Town Centre via a new Greenway, to make it easy and pleasant for people to move around the neighbourhood.

NZ Living is committed to building solid, durable, long lasting buildings that require minimal maintenance. Fraser Avenue provides spacious apartments in a great location at a fabulous price.



38 Fraser Avenue
B104 1-bedroom, 57m² - \$475,000

38 Fraser Avenue
A204 2-bedroom, 75m² - \$600,000

38 Fraser Avenue
C106 3-bedroom, 105m² - \$825,000

Visit the Information Centre
Find out more about the homes for sale and the great changes coming to Northcote as part of the development at the Northcote Development information centre in the Northcote town centre car park. Open Wednesday to Saturday, 9am - 4pm.
northcotedevelopment.co.nz

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Colliers INTERNATIONAL
LUMBER ROAD 2020

Kāinga Ora
Homes and Communities

Northcote Development
Close to the heart



Northcote Sales Information Day

New market and KiwiBuild homes are coming to Northcote

In the market for a new home in an awesome location? Head to our Sales Information Day to find out about market and KiwiBuild homes

- View plans and prices
- Meet the builders
- See the vision for the development
- Chat to the experts about how to buy

When:
10am-2pm,
Saturday 1 August

Where:
Northcote Development
Info Cube,
Northcote Town Centre
car park

To RSVP and for more information visit our Facebook page
[/northcotedevelopment](https://www.facebook.com/northcotedevelopment)

www.northcotedevelopment.co.nz



COMMERCIAL REAL ESTATE

Sales success

Four projects were launched to the market in Northcote Development between August 2019 and September 2020. All have been successful – details of their sales success follow.



The Northcote projects taken to market include three by NZ Living at Fraser Avenue, Lake Road and Awataha Drive. Universal Homes also launched a project at Harbour lane:

- 174 total number of dwellings brought to market.
- Total sales to date are 160 homes
- The properties are a mix of market and KiwiBuild homes.
- Typologies include studio, one, two, and three-bedroom terraces and apartments.
- KiwiBuild homes total 110 of the properties brought to market - 109 have been sold to date.

Case Study:

Highlights of a sales launch at Fraser Avenue Display Suite

- 101 appointments over four days
- 44 conditional contracts over four days
- 57 unconditional contracts, 9 conditional contracts; total of 66 sales (within eight weeks of launch)

How to respond

Respondents are asked to prepare their submission as per the requirements of the Response Form, available for download with the due diligence documents at:

<https://northcote-im.co.nz/northcote-stage-5-im>

The selection criteria and weighting will be as per the table below.

There is a large amount of information available online to inform your submission and we invite you to study that which is relevant to the superlot/s you are interested in. We look forward to receiving your submission, and we encourage you to be thorough in your response.

The closing date for submission of proposals is:

4PM on Thursday 3 December 2020

Selection Process

- A shortlist will be selected in **late December 2020** and prospective purchaser/s will be notified of the outcome at this time
- The final purchaser/s selection is expected to be made in **early February 2021**

Contact

Questions in relation to the IM and response must be made directly to procurement-UDD@kaingaora.govt.nz

Submission

Respondents are to email their proposals on or before the closing date to procurement-UDD@kaingaora.govt.nz

40%	Land price offer and commercial terms.
20%	Track Record of delivering quality projects with similar typologies and ability to deliver at pace; willingness to work in or experience working in partnerships and in complex developments with multiple stakeholders.
20%	Proposed Development design, quality and innovation. Response to the Northcote Masterplan and design guidelines.
20%	Design principles of and ability to deliver the Kiwibuild and/or affordable homes component, and how these homes fit within the development.
Homestar 6.	Confirm that dwellings will meet a minimum of 6 Homestar design and build certification

GENERAL POLICIES DISCLAIMER

1. **Publication:** Neither the whole nor any part of this report or any reference to it may be included in any published document, circular or statement without prior written approval of Kāinga Ora in its sole discretion.
2. **Information:** Information has generally been obtained from a search of records and examination of documents, or by enquiry. Where information has been supplied to us by another party, this information is believed to be reliable, but we accept no responsibility if this should prove not to be so.
3. It is intended that this document provide general information in summary form. The contents do not constitute advice and should not be relied upon as such. Specialist advice should be sought in all matters. All information must be checked and verified by any person receiving or acting upon these particulars and no warranty is given or representations made in respect of such information as to the correctness or sufficiency of such information.
4. This document does not form part of any contract in respect of the sale of the subject property.
5. **Title Boundaries:** We have made no survey of the property and assume no responsibility in connection with such matters. It is assumed that all improvements are within the title boundaries.
6. No undertaking is made that the property complies with the legislative requirements including the Building Act 2004, Health and Safety at Work Act 2015, Resource Management Act 1991 and related regulations.
7. All plans and maps are indicative only.

The material contained in this document has been prepared in good faith by the vendor, solely for the information of potential purchasers to assist them in deciding whether they are interested in the potential development land at Northcote. The information does not form part of any offer or contract and is intended as a guide only. You should not rely on any material contained in the document but should make independent investigations to satisfy yourselves as to the accuracy of any material. The vendor does not make any representations or warranties as to the accuracy of the material and does not assume any liability for negligence or otherwise in connection with any material contained in this document. The vendor reserves the right, in its sole discretion, to postpone or cancel the proposed sale of the land described and to modify or add any terms and conditions to the proposed contract or other material associated with the proposed sale, which may be made available to a potential purchaser.

CONDITIONS

Kāinga Ora reserves the right to:

1. Reject all or any IM response and not award and not accept the highest-priced, or any, response;
2. Call and/or re-advertise for IM responses or revisit any prior IM process;
3. Waive any irregularities or informalities in the process;
4. Amend the closing date, the acceptance date, or any other date in the IM document;
5. Amend this IM and any associated documents by the issuance of a written Notice to Respondents Tenders (NTRT) notice;
6. Seek clarification of any IM response;
7. Suspend or cancel (in whole or in part) this process;
8. Consider or reject any alternative response;
9. Deal separately with any of the divisible elements of any response, unless the relevant response specifically states that those elements must be taken collectively;
10. Enter into discussions and/or negotiations with any submitter at any time, and upon any terms and conditions, before or after acceptance of any response;
11. Conduct a financial check on any respondent submitting a response;
12. Meet with any respondent before and/or after the IM process closes and prior to the award of any contract.

Kāinga Ora will not be bound to give any reasons for decisions made as a result of this IM or as an outcome of the IM evaluations.