



AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION

APAA Workshop

Urbanisation in Greenfield Development

Opportunities & Challenges

Tuesday 30th July 2024, (6:00pm - 8:30pm)

Bells Hotel, Level 2 /157 Moray Street, South Melbourne VIC 3205 (Main Hall)

Event Sponsors

HATCH

 **OpenLot**

 **auto
cycle**

 **supa.**

Annual Sponsors

Guests of Honour



Mike Day

Partner at Hatch | Urban Solutions



James Mant

Founder at **Street Co**
Ex-Director at Department of Transport & Planning



Nicki Hay

Co-CEO at **Core-Projects**

Australasia Property Advisory Association

Established 2018



We are a not-for-profit organization.
We are a community for local and
international property professionals
and leaders to connect, share and
grow together.



Masterclass



Exclusive Dinner



Professional Seminar



Michael Sukkar
澳大利亚联邦住房部长
Minister of Housing

Ray Wang
博能地产助理总经理
Assistant General Manager
of BNG Group



EOY Celebration



Charity Supporting





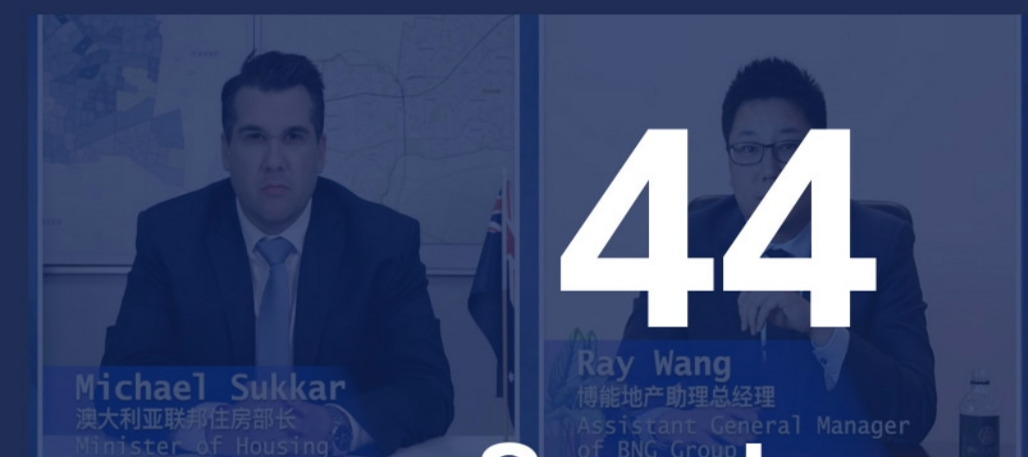
Masterclass



Exclusive
Dinner



Professional
Seminar



Michael Sukkar
澳大利亚联邦住房部长
Minister of Housing

44

Speakers

Ray Wang
博能地产助理总经理
Assistant General Manager
of BNC Group



46

Events

484

Companies



882

In Community



EOY Celebration



Charity Supporting



Our Team

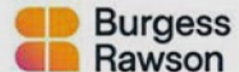
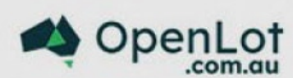
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SUPPORTING PATERNER



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Our Panellist

James Mant

MPIA Founder and Director StreetCo

Greenfield Urbanisation

APAA Professional Seminar:
Urbanisation in Greenfield Development - Opportunities & Challenges



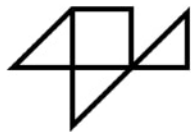
StreetCo

Planning, Place Making
and Design

APAA- Urbanisation and Greenfield Development

James Mant MPIA
Founder and Director
StreetCo

July 2024



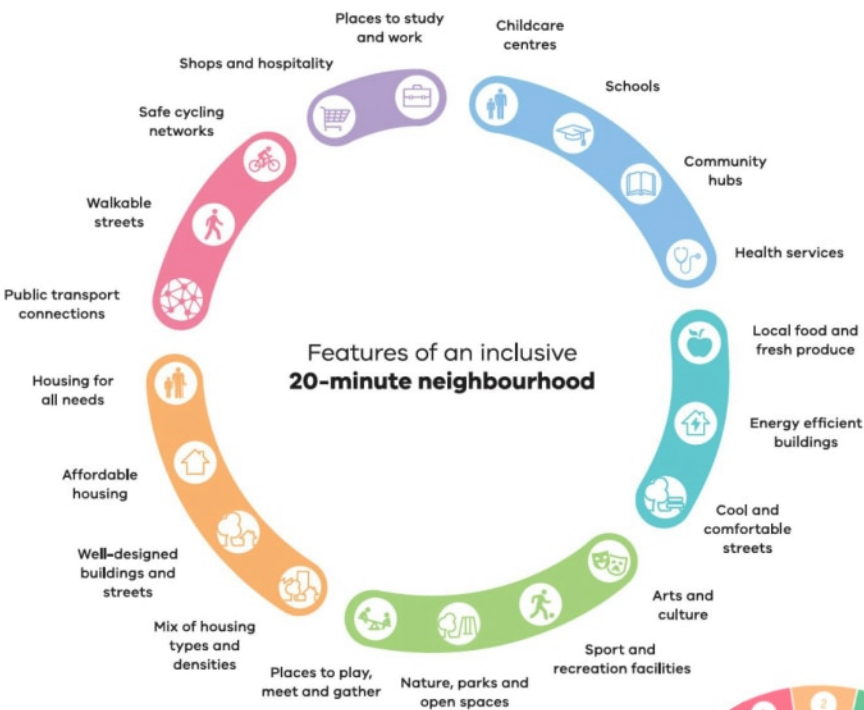
AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION

Planning, Place Making and Design



20-minute neighbourhoods

The 20-minute neighbourhood is all about 'living locally' — giving people the ability to access most of their daily needs within a 20-minute return walk from their home. With access to safe cycling and local public transport options.



Hallmark 1 - Safe, accessible and well-connected
Safe, accessible and well connected for pedestrians and cyclists to optimise active transport



Hallmark 2 - Thriving local economies
Facilitate thriving local economies



Hallmark 3 - Services and destinations
Provide services and destinations that support local living



Hallmark 4 - Climate resilient
Support climate resilient communities



Hallmark 5 - High quality public realm
High quality public realm and open spaces



Hallmark 6 - Viable densities
Deliver housing/ population at densities that make local services and transport viable





The Good News

All stakeholders want to see better built form outcomes

Government now understands cost of sprawl

Maximising use of land will be increasingly important

Housing Statement signals strong government intent

There is an urgent imperative for new homes

Facilitation a key part of Government approach

Priority Activity Centre's

Housing targets



The Solutions

Fast track good design that incentivises policy

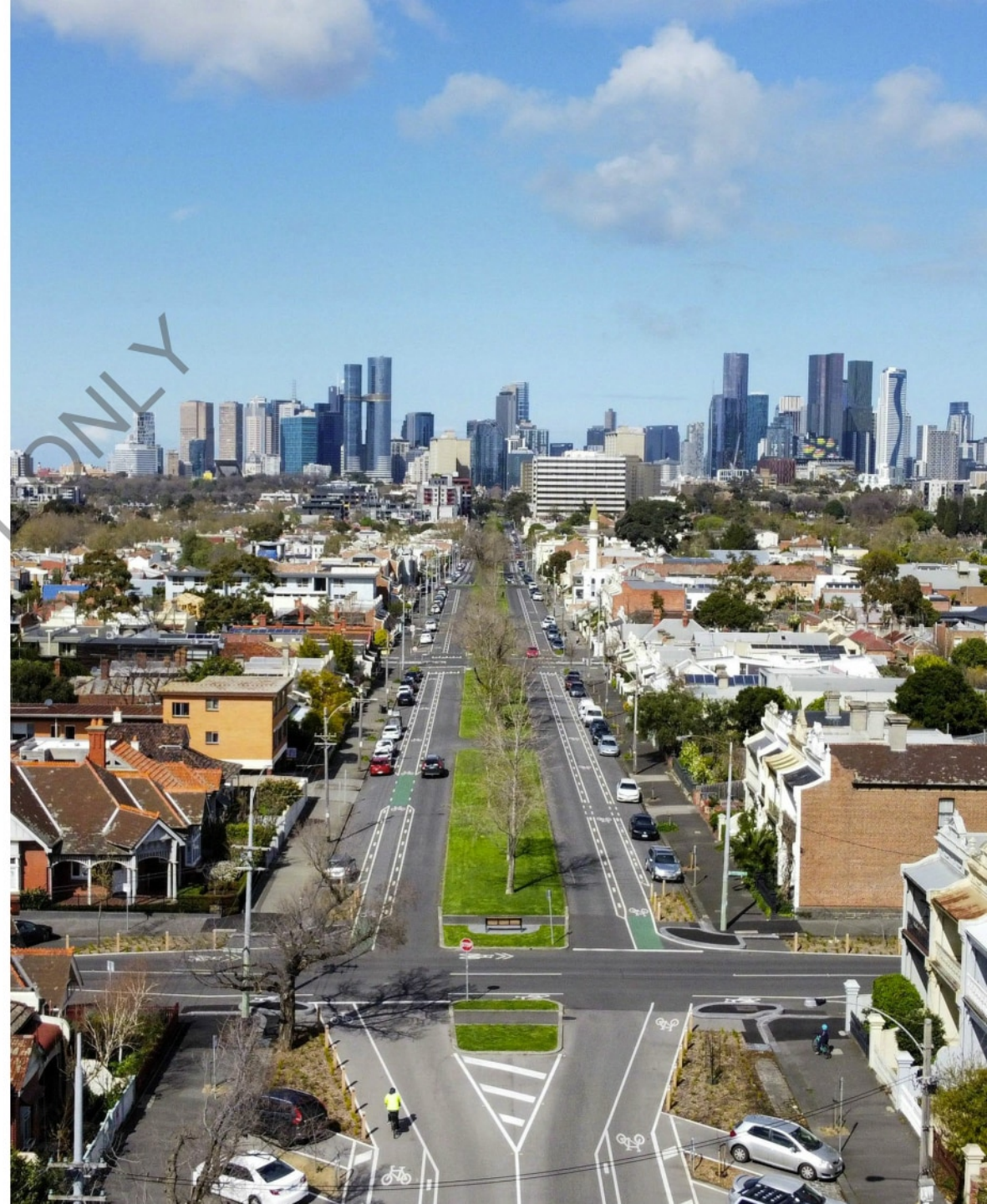
Use 20MN as a convening policy

Demonstrate success (getting it built)

Show how you can help Government deliver

Deliver on targets, plan for Victoria

Climate Change Strategy – Justifies 20MN approach



The Pathways

Development Facilitation

- Permit pathway
- Amendment pathway
- Amendment and permit pathway
- Ministerial Advisory Committee

Ministerial Intervention

- Ministerial amendments

Future Homes template

APAA GUEST



Facilitate residential development with high quality urban design, architecture and landscape architecture.

Victoria Planning Provisions
Clause 53.23

Example

511-537 Sydney Road, Coburg

Permit: approved by Minister for Planning

Process: Fast track – Development Facilitation program

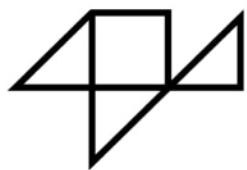
Delivers: 326 build to rent (1,2,3 bed) apartments, 60% affordable, 7.5 star NatHERS

Enabled through facilitation:

- Increased to permitted storeys from 8 to 16 storeys
- Reduced car parking from 434 to 156 car spaces

APPROVED





**AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION**

James Mant MPIA
Planning Institute of Australia Committee Member
Planning Institute of Australia Managing Editor Planning News

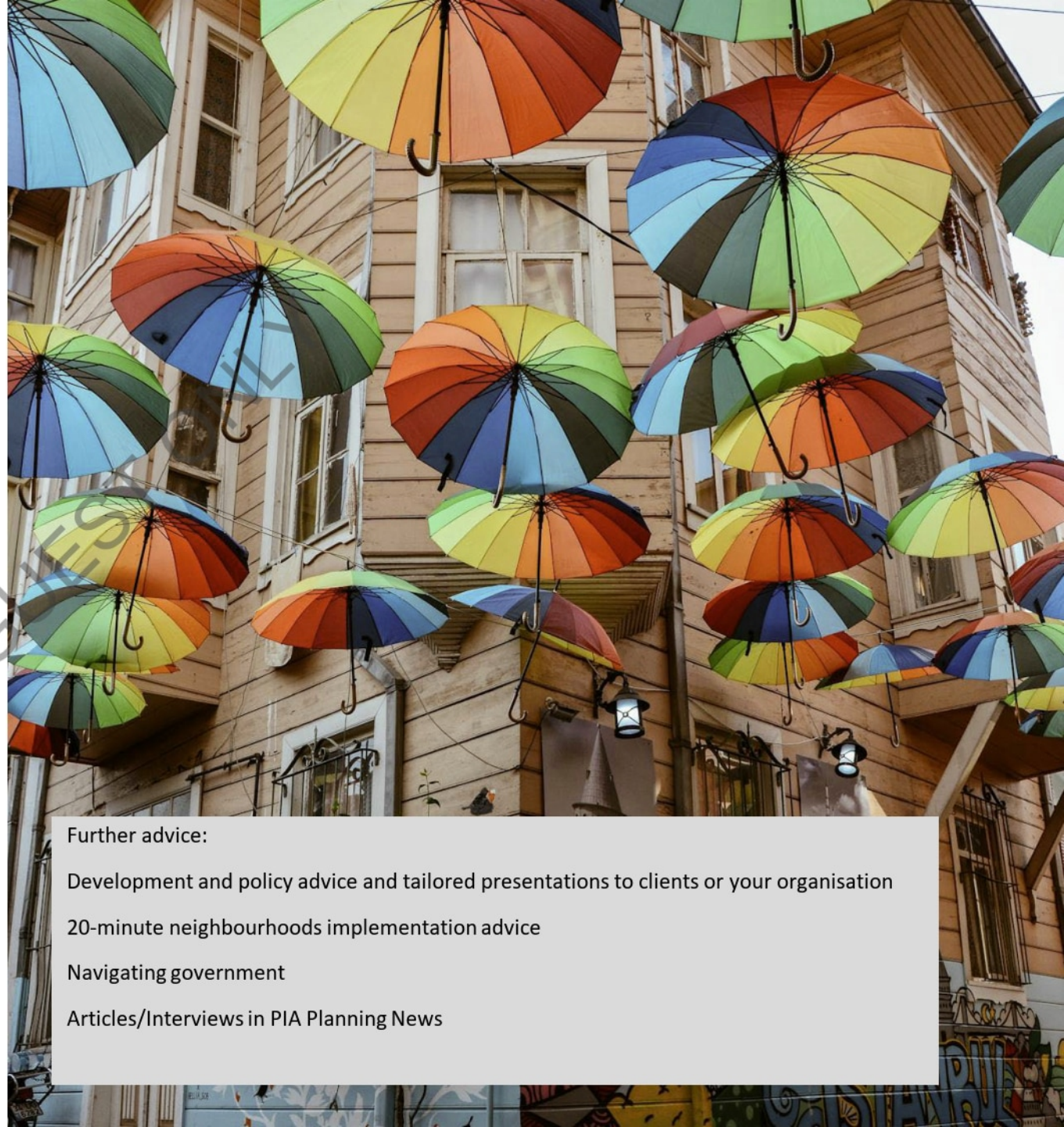


Planning Institute of Australia

James Mant MPIA
www.streetco.com.au
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Tel: 0434905671

StreetCo

Planning, Place Making and Design



Further advice:

Development and policy advice and tailored presentations to clients or your organisation

20-minute neighbourhoods implementation advice

Navigating government

Articles/Interviews in PIA Planning News



Our Panellist

Nicki Hay

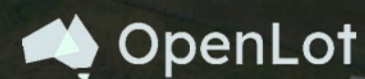
Co-CEO at Core

Growth corridor market review and outlook

APAA Professional Seminar:
Urbanisation in Greenfield Development - Opportunities & Challenges



Event Partner



HATCH | Urban Solutions

Annual Sponsor



APAA
Urbanisation in
Greenfields

Nicki Hay
Co-CEO,
CORE

30 July
2024



THE SALES RACE



SO WHY AM I HERE TODAY?





Nicki Hay, Co-CEO



Land Advisory & Acquisitions

We build relationships between landowners and developers. In doing so, we help landowners unlock the full value of their land, and we help developers add value to greenfield and infill sites.



Project Sales & Marketing

We've been the driving force behind the successful sale of communities across Victoria, due to our strategic focus on research and data and the invaluable experience of our senior team.



Sales, Property Management, Wealth Creation

Our newest service builds on the years of experience we bring to communities. When it comes to selling or leasing properties, our non-typical agents are ready to help.



Core Land Team

Maximising value and delivering results

40,000

CORE PROJECTS

Lots in pipeline
across 60 communities



+ \$2B

CORE LAND

Total transaction value
in past 2 years



Expert advisory

Due diligence support & retail assessment

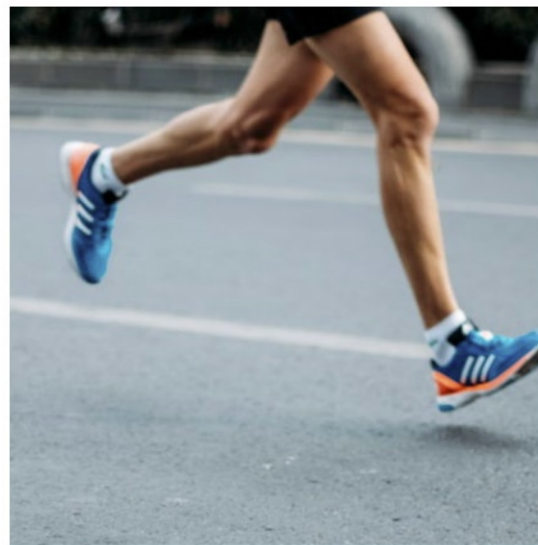




ACQUISITION,
PLANNING, STRATEGY



MARKETING, SALES &
SETTLEMENT



DATA, EXPERIENCE
AND RELATIONSHIPS

APAA
Urbanisation in
Greenfields

FROM THE LAND TEAM

APAA GUEST ONLY

TRANSACTION INSIGHTS



395 Epping Rd, Wollert

17 Offers

Davis & Kennings Rs, Tarneit

21 Offers

Good variety in the types of groups submitting offers

RECENTLY SOLD

APAA GUEST ONLY

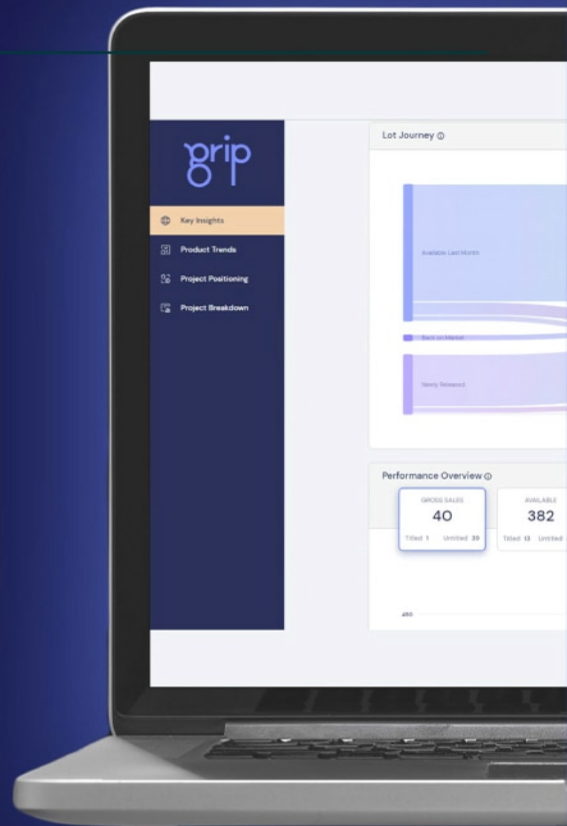


APAA
Urbanisation in
Greenfields

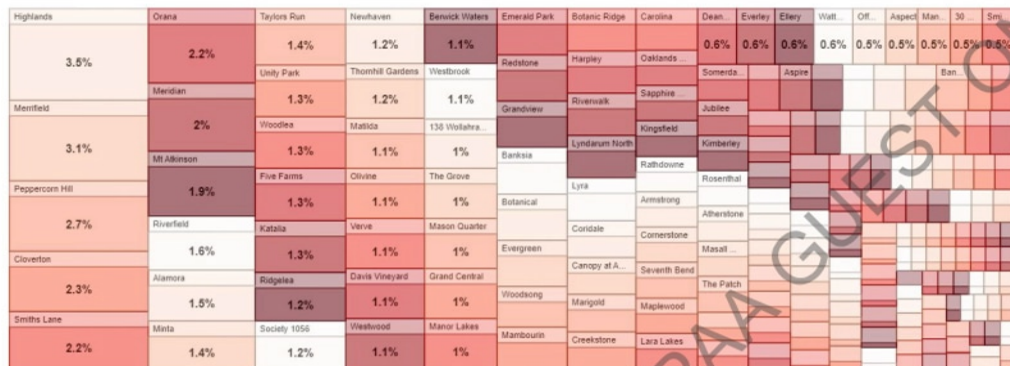
A high-angle, top-down photograph of a cyclist in a yellow and white jersey riding a road bike on a paved path. The path is marked with large, curved lines in blue, orange, and grey. The cyclist is positioned in the center of the frame, leaning forward in a racing posture. A long, dark shadow of the cyclist and the bike is cast onto the path to the left. The background shows a continuation of the path and a green area on the right. The word 'COMMUNITIES' is overlaid in large, teal, sans-serif capital letters at the bottom left. A faint, diagonal watermark reading 'TEST ONLY' is visible across the center of the image.

COMMUNITIES

01. RESEARCH: GRIP INSIGHTS



DATA DONE DIFFERENTLY



12.5 X 28

Most commonly
sold lot type

10.5 X 21

Lowest Average Time on Market

32%

Available Lots
are Titled

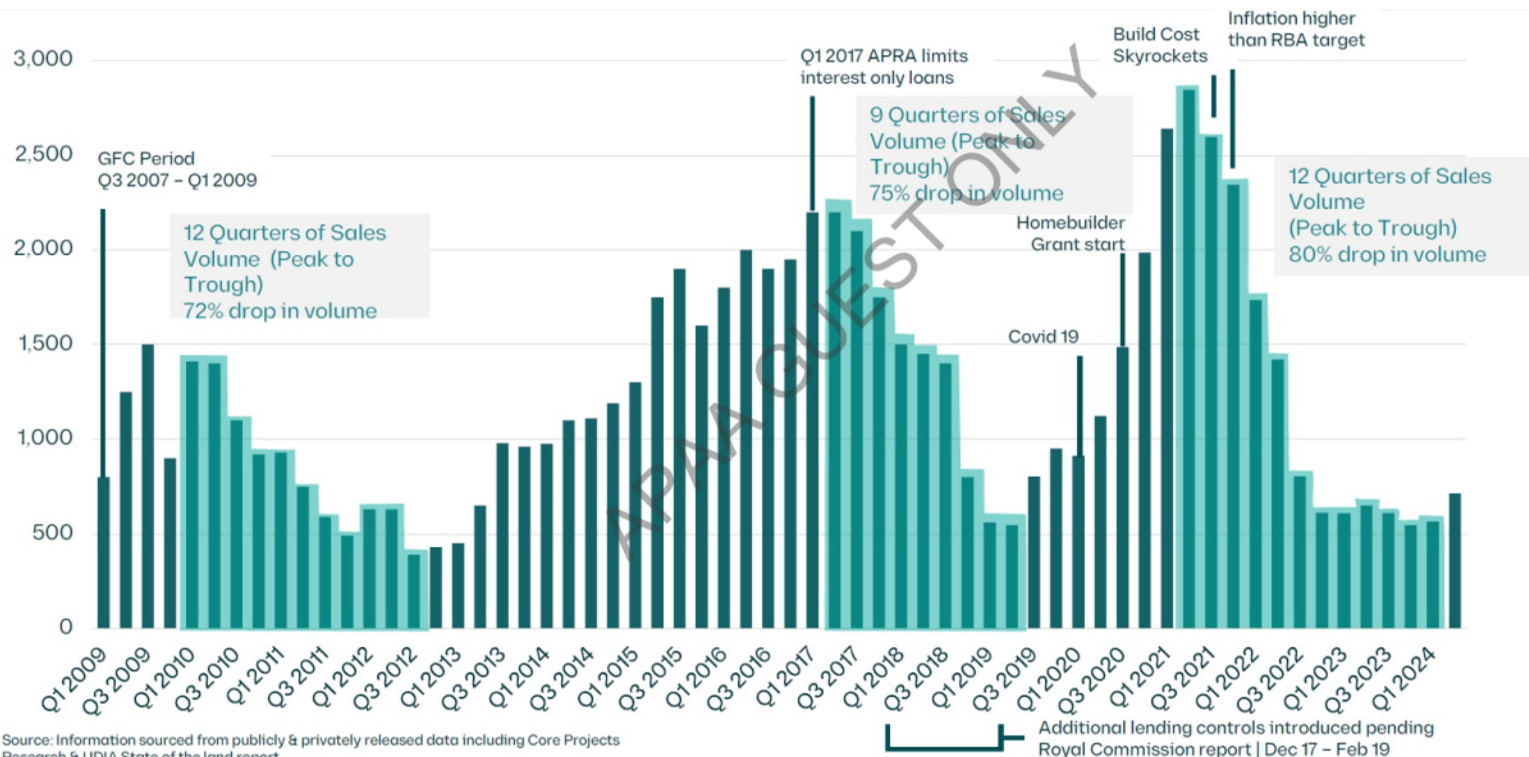
The news you've probably already heard:

554 GROSS SALES IN JUNE
MEDIAN PRICE \$394,000
LOTS AVAILABLE 5.832

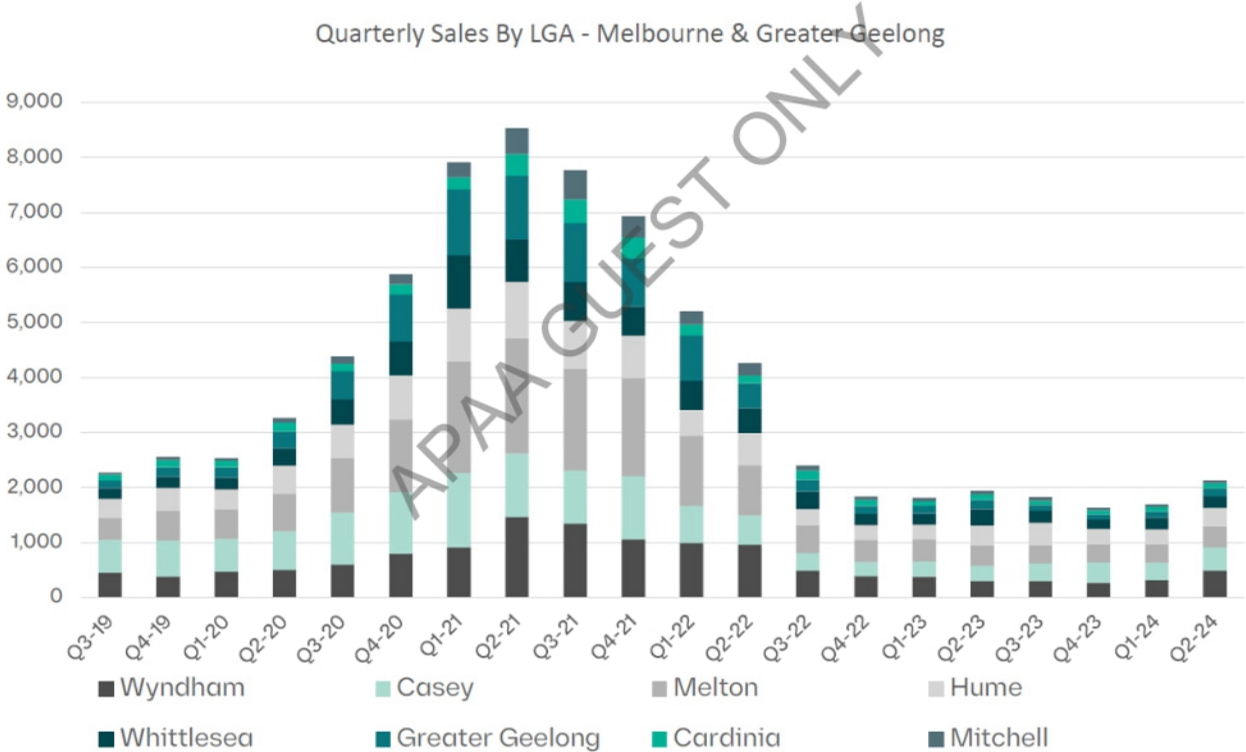
Resale lots available on REA
at June month end

Data based on lots with 100 sales or more

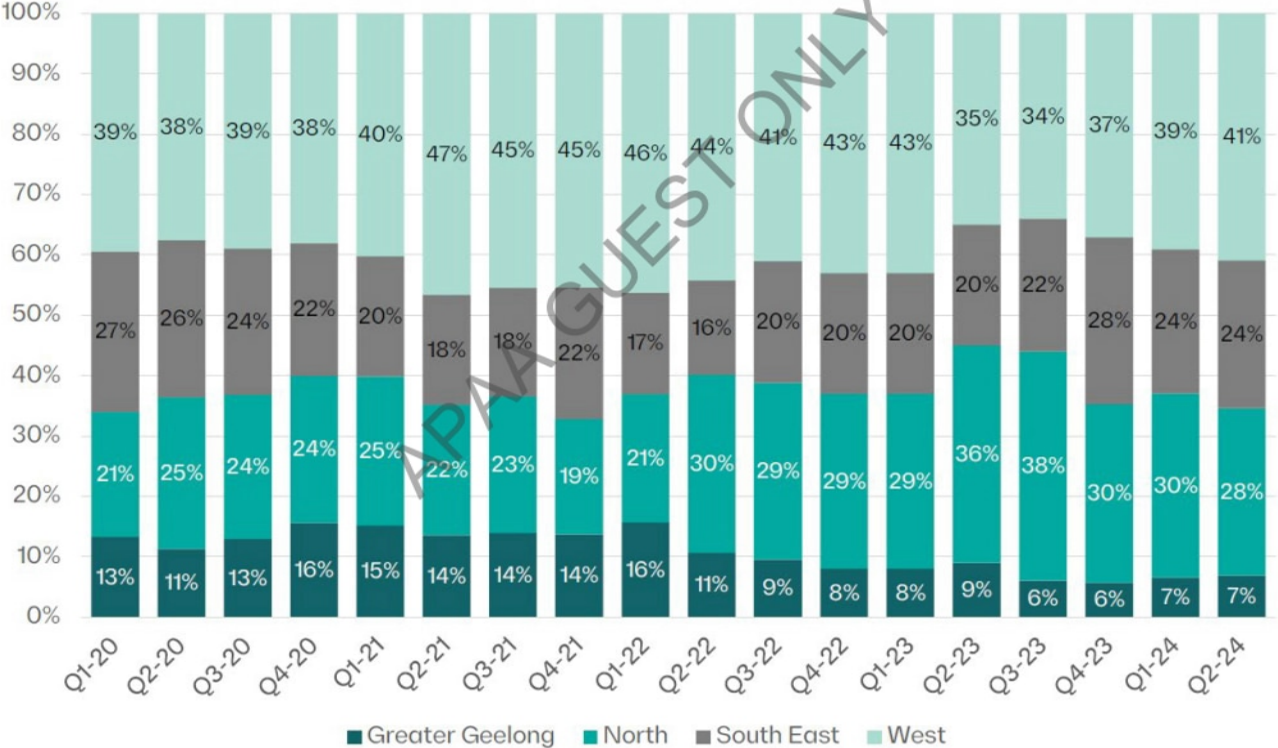
MARKET SALES VOLUME PEAK TO TROUGH



OVERALL SALES VOLUME – MELBOURNE & GEELONG



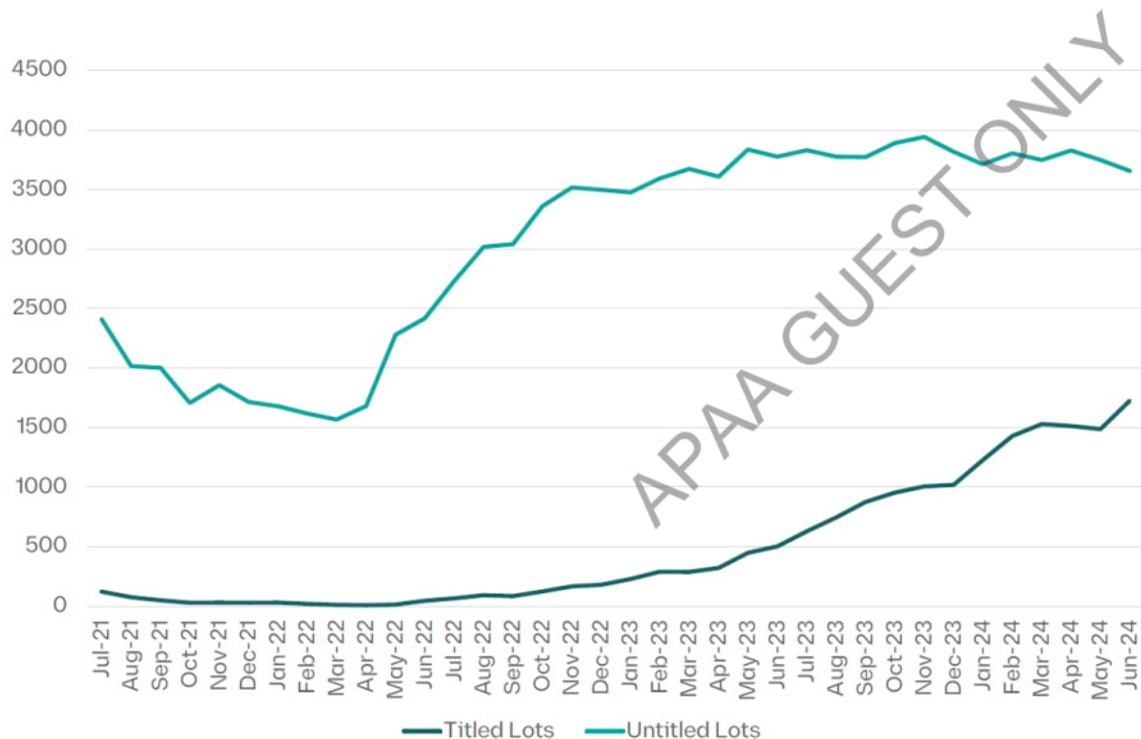
SALES OVER TIME - REGIONAL BREAKDOWN



BY REGION

REGION	GROSS SALES		AVERAGE MONTHLY SALES PER ESTATE – JUNE 2024	LOTS AVAILABLE	
	TOTAL – FY 2024	CHANGE - FROM PREVIOUS FY		TOTAL LOTS AVAILABLE – END OF JUNE 2024	CHANGE - FROM END OF JUNE 2023
Melbourne & Geelong	7,311	-708 (-9%)	4.1	5,382	+1,106 (+26%)
West	2,771	-482 (-15%)	3.9	2,252	+536(+31%)
North	2,291	-170 (-7%)	4.2	1,189	+325(+38%)
South East	1,791	+178 (+11%)	5.7	1,138	+232 (+26%)
Geelong	458	-234 (-34%)	2.2	803	+13 (+2%)

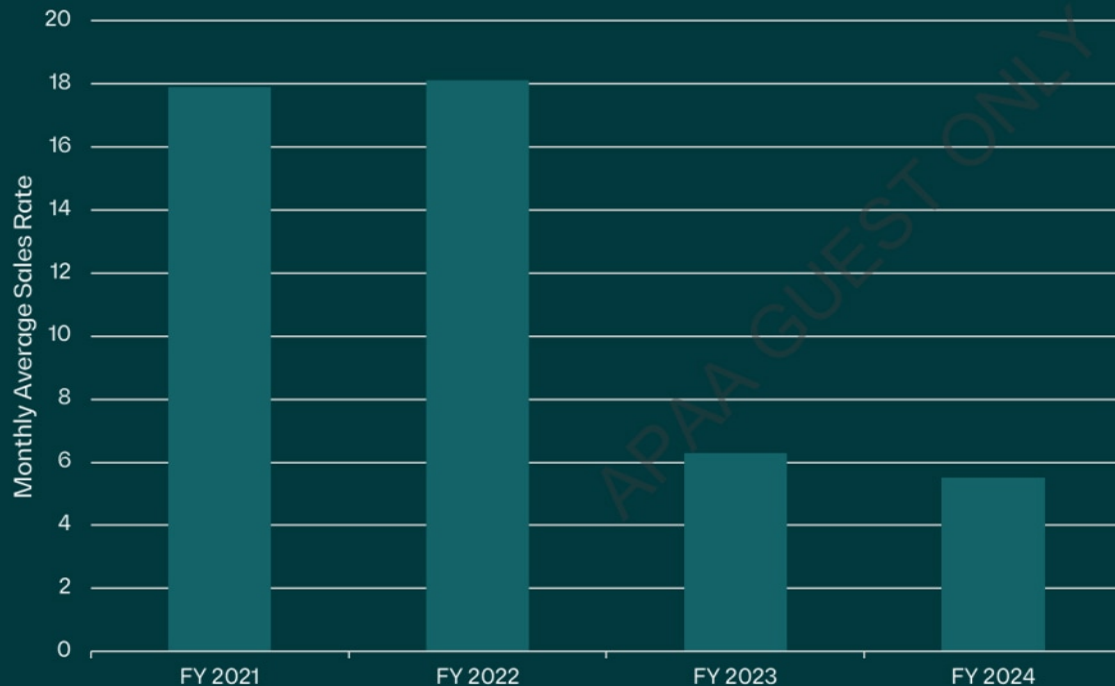
LOTS AVAILABLE UNTITLED AND TITLED



As at the end of June 2024 there are 5,382 lots available of which 1,726 are titled . After falling slightly over the March 2024 – May 2024 period the number of titled lot available spiked again in June with more stages titling across the market.

At present titled lots account for 32% of total lots available across Melbourne and Geelong.

SALES RATES - MASTERPLAN



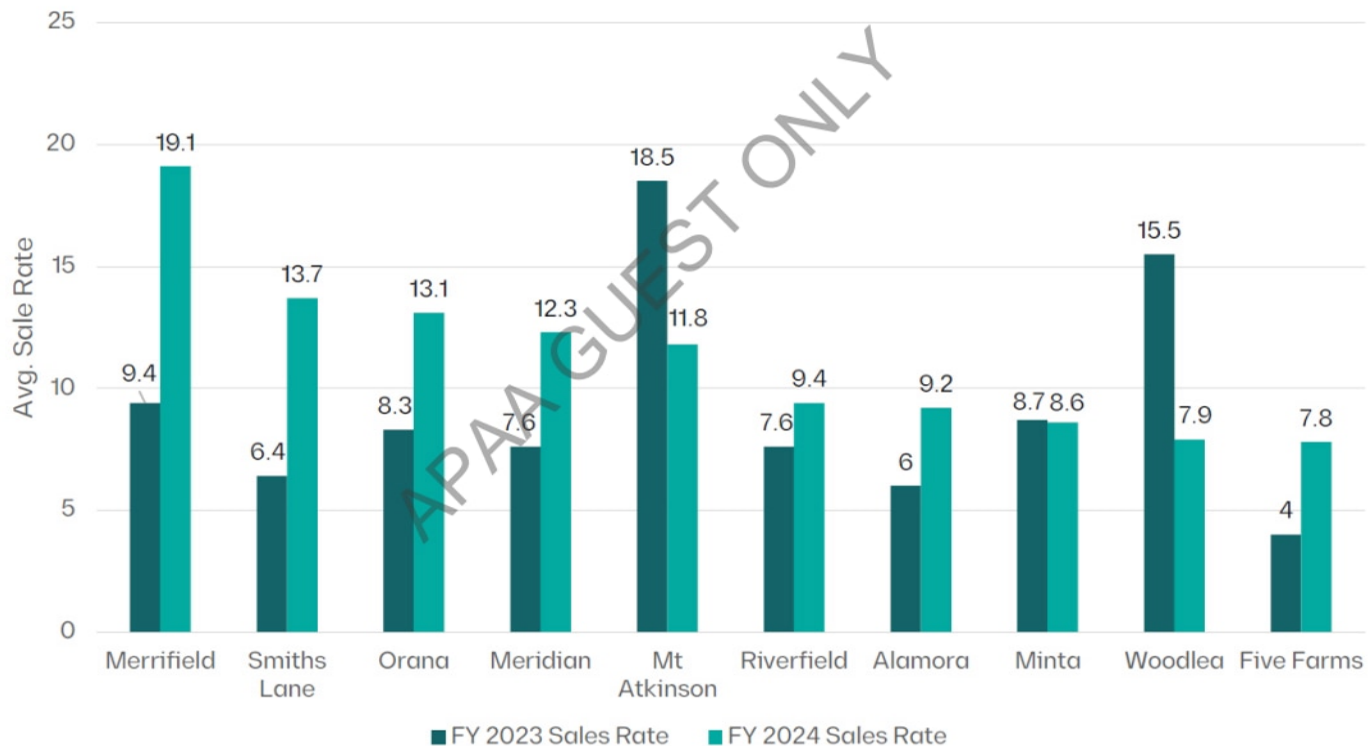
This table shows the average monthly sales rate for projects in Melbourne and Geelong which have a **total size greater than 1000 lots**.

During the market peak in FY 2021 and FY 2022 large estates were averaging approximately 18 sales per month.

Sales rates fell by almost two-thirds over FY 2023 and remained subdued across FY 2024 with large projects averaging just 5.5 sales per month across the year.

TOP PERFORMING PROJECTS

FY 2023 - FY 2024



COMMON FACTORS OF SUCCESS

WHAT IS GETTING CUSTOMERS ACROSS THE LINE



STOCK DIVERSITY

Affordable, variation in title
timeframes



PRICE

Ability to meet the market



SCALE

Masterplans with plenty of amenity



INVESTMENT OPPORTUNITY

Needs to offer value as both a
home and an investment
property



DELIVERED AMENITY

Parks, streetscape,
shopping



WELLNESS

Quality of parks, cycling tracks, dog
parks

CASE STUDY

Developer : Balcon

South East Corridor : Clyde North

4000+ Homes, 11,000+ Residents

FY24 Monthly Av Sales Rate : 13p/m

ORANA







APAA
Urbanisation in
Greenfields

GAME CHANGERS





Planning
Urban Design
Landscape
Engineering
Creative
Community Engagement
Local & State Government
Community Groups

COLLABORATION



CASE STUDY

Developer : Crystal Group

North Corridor : Wallan

5,5000+ Homes, 15,000+ Residents

ST HILLAIRE



Discover some of the key facts that highlight why St Hilaire is such a special undertaking

**5500
HOMES**

The largest gasless master-planned community in Victoria.



1st



GEOTHERMAL
district master-planned community in Australia

20min

**WALKABLE
NEIGHBOURHOOD**



524

HA OF LAND

3x the size of Melbourne CBD!



7min

**TO WALLAN
TRAIN STATION**

**Excellent
Connectivity**

To Hume Highway,
Airport & Train Station



CASE STUDY

Developer : Newland / Lovely Banks

North Corridor : West

15,000+ Homes, 40,000+ Residents

LOVELY BANKS





Artist Impression of Vision Concepts subject to detailed design and approval by relevant authorities.

The Clever & Creative Corridor

How the Monocline, Town Centre, and neighbourhoods are linked is of huge importance.

Tree lined avenues on the plateau will act as braided green links, connecting the Monocline to each neighbourhood. A loop of uninterrupted pathways will encourage walking and cycling above all else.

An extensive public transport network will service the corridor. Our vision is to employ the latest technology with Trackless Trams eventually providing a sustainable and forward-thinking public transport solution.

THE FINISH LINE



THANK YOU!

Let's Chat!

Nicki Hay
Co CEO
nhay@coreprojects.com.au



Our Panellist

Mike Day

Partner at HATCH | Urban Solutions

Suburban Transformation

Creating Cohesive Communities

Building a Better Connected, More Liveable Australia

APAA Professional Seminar:

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HATCH | Urban Solutions



Timeless Town Founding

Suburban Transformation | Creating Cohesive Communities
Building a Better Connected, More Liveable Australia



AUSTRALASIA
PROPERTY ADVISORY
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Local Teams, Global Impact

Hatch's Urban Solutions team inspires positive change in global cities with robust quantitative evidence, deep technical expertise, and ambitious strategic vision.

Networked across continents, our team of economists, planners, urban and landscape designers, transport experts and related professionals, helps public and private sector clients navigate accelerating change within their cities.

Toronto, New York, San Francisco

London, Manchester

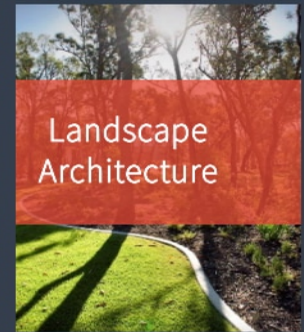
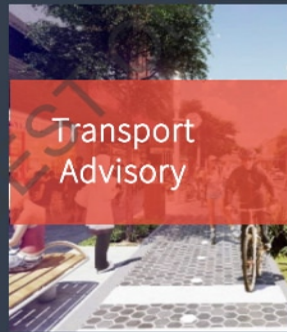
Jakarta

Durban, Johannesburg

Sydney, Melbourne, Brisbane,
Perth, Canberra



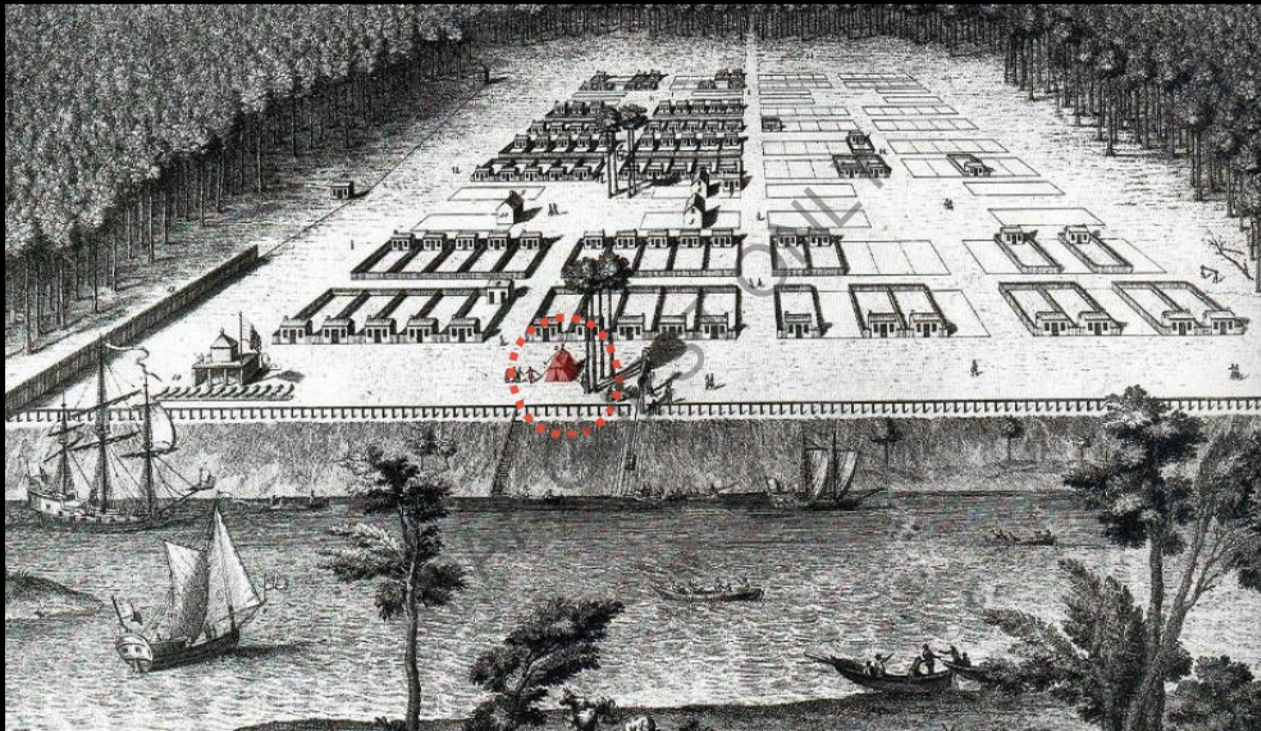
Hatch | Urban Solutions



James Oglethorpe Town Founder

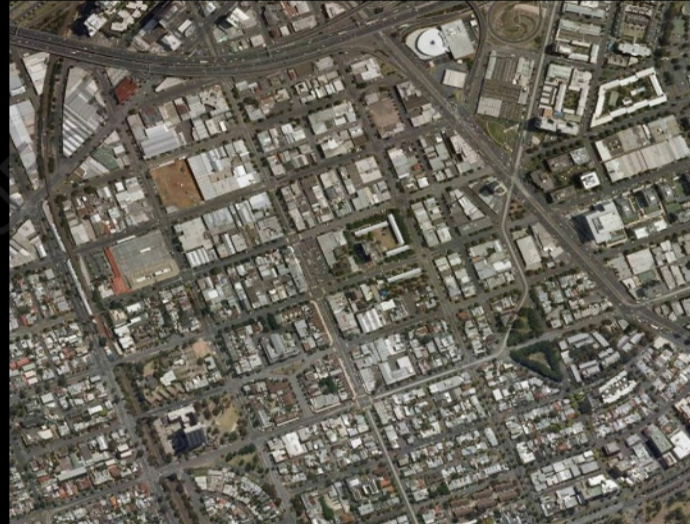


James Oglethorpe Town Founder + Vision Keeper



Savannah 1734- one year after the settlement was founded.





Inner Melbourne neighbourhoods.... Timeless design principles.....instructive for Melbourne GreenfieldsPeter Newman...‘Eco enclaves vs mad max suburbs of Melbourne’....

Transit based, compact mixed use walkable neighbourhoods....

Ellenbrook, Western Australia



FIABCI

*"The World's best
master-planned
community"*

ELLENBROOK
NEW TOWN

2015 World Prix d'Excellence Award
International Real Estate Federation (FIABCI)

The neighbourhood unit

“
The
need for
walkable urban
places...”
”



WALKING



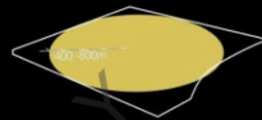
CYCLING



PUBLIC
TRANSPORT



DRIVING



WALKABLE
DISTANCE
FROM A
DISCERNIBLE
CENTRE



CONNECTED
NETWORK
OF STREETS



HIERARCHY
OF OPEN
SPACES



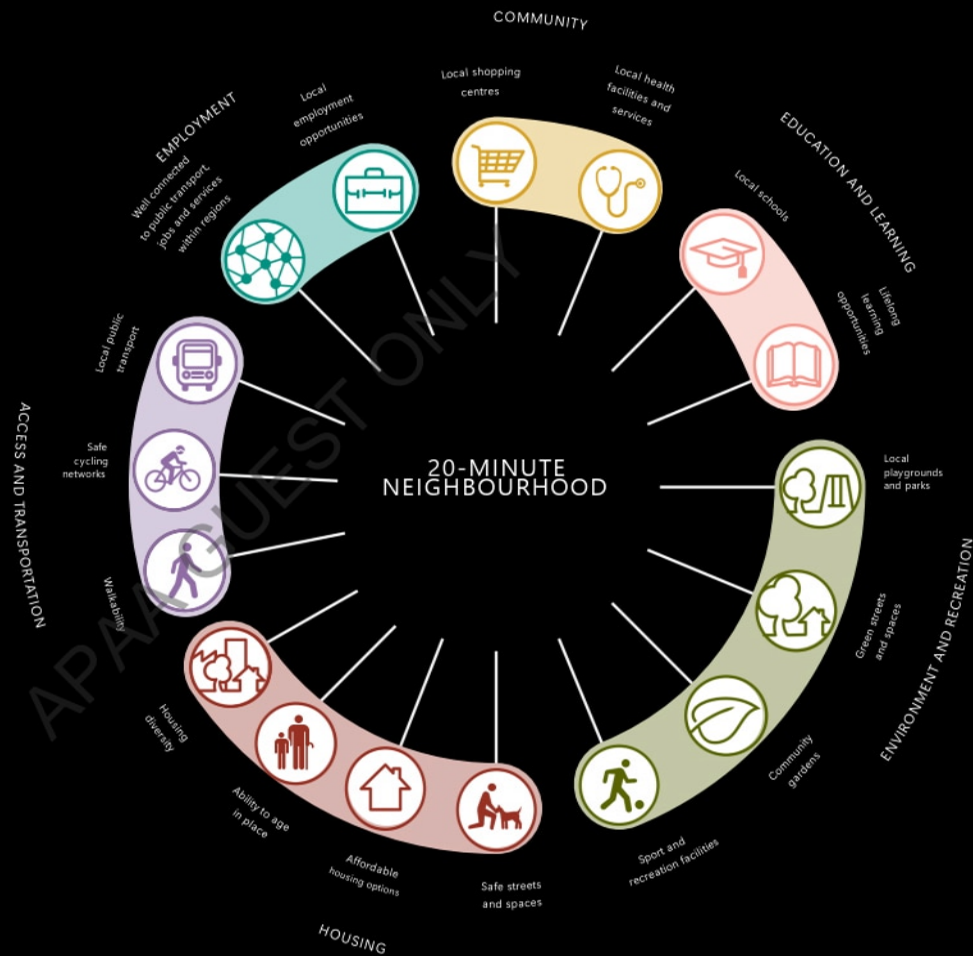
LOGICAL
MIX OF
HOUSES

20MIN NEIGHBOURHOODS

The 20-minute
neighbourhood are all
about 'living locally'.

Giving people the ability
to meet most of their daily
needs within a 10-minute
walk from their home and
back again.

Creating a more liveable Melbourne,
20-Minute Neighbourhoods, DeLPW

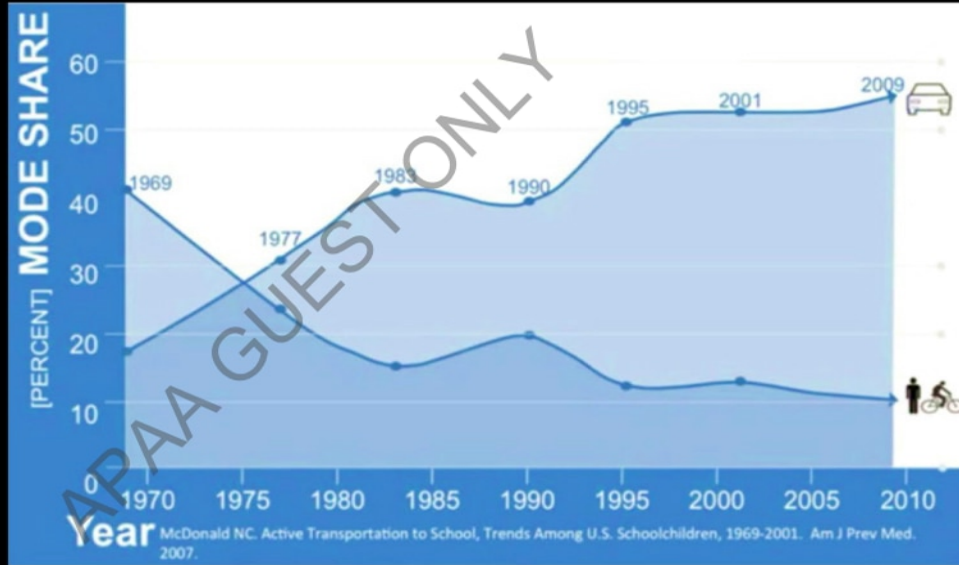


The health value of Walkability



25%
of Australian
children are
OVERWEIGHT

Source: ABS



Trends in Walking to School

1991
145m²

2011
243m²

Home sizes
Have doubled
In the last 20
Years...





REVIEW



By Riccardo Di Giannantonio

During the worst days of Covid, when supply chains broke down for automobile production, the cost of used cars skyrocketed in response to the limited supply. Over time, car manufacturing began to rebound and prices moderated.

But when it comes to housing, there is a perpetual supply shortage that inflates costs and prevents peak pricing policies that regularly forced developers to build housing where people want them. Or, at least, that's the case. The construction of multifamily housing and require homes to be built on very large lots, artificially boosting the price of shelter—the single biggest expense for most Americans. These policies serve the narrow interests of wealthy incumbent homeowners, and they make life more difficult for young middle-class families starting out and low-income families who must choose between paying rent and buying food or medicine.

People often think that the free market is what gives communities their dramatically different housing costs and demographic makeup, but that's only part of the story. In a market economy, communities with strong public schools and safe streets will, of course, command higher property values. Homes in those areas could be made much more affordable, however, if local zoning made it possible to build more units on the available land.

Strict residential zoning laws have a deeply sinister origin. In the early 20th century, many cities enacted racial zoning policies that forbade Black people from buying in white neighborhoods. Today the primary target of such plans is poor and working-class people of all races. Wealthy white

Only Zoning Reform Can Solve America's Housing Crisis

By making it impossible to build enough homes in places where people want to live, local governments hurt the economy and democracy.

communities sometimes exclude poor white households, and wealthy Jewish communities sometimes exclude poor Black families. Since passage of the 1968 Fair Housing Act, racial segregation in housing has declined by 30% but income segregation has doubled, in part because of persistent class discrimination through zoning.

Though some multi-report areas populated by conservatives to be the most exclusionary, it is in areas where highly educated liberals live that segregation is the worst. In terms of economic mobility, exclusionary zoning policy. Researchers writing in the *Journal of Experimental Social Psychology* in 2018 found that highly educated Americans have comparatively tolerant racial attitudes but hold "negative attitudes toward the less educated." Americans with different levels of education all have biases, they wrote, but "the targets of prejudice are different."

Exclusionary housing practices are baked into the architecture of educational inequality in America. Because 75% of American children attend neighborhood public schools, where you live typically determines the quality of schooling. Most people

are also concerned about improving education nationally focus attention on what school boards and state education officials do, but it's best to focus on what the local and state officials running housing policy are up to.

For 60 years, researchers have found that the economic segregation of students, which is driven by housing policy, shapes educational opportunity even more powerfully than spending per pupil. In Montgomery County, Md., for example, county officials pursued two strategies for raising the achievement of low-income students. In a program that started in 2000, the school board spent an extra \$2,000 per pupil in high-poverty schools. In another program begun decades earlier, the county paid to send low-income students to private schools. The results were similar: Students in the private schools had higher test scores than those in the public schools. The results were similar: Students in the private schools had higher test scores than those in the public schools.

Zoning-induced housing costs also prevent workers from moving places where they can make the highest wages, which is typically in coastal cities. Research shows that this barrier to mobility damages American economic productivity to say nothing of the aspirations of individuals.

Since 1968, racial segregation in housing has fallen by 30% while income segregation has doubled.

Individuals and families. When people move to higher-wage regions, exclusionary zoning often forces them to live in the far reaches of metropolitan areas. The result is a large increase in the number of people who are forced to live in the far reaches of metropolitan areas. The result is a large increase in the number of people who are forced to live in the far reaches of metropolitan areas.

A residential neighborhood in Pasadena, Calif., 2010. To ease a housing shortage, the state has made it easier to build accessory dwelling units in backyards.

very often, by race, ethnicity and political party—exclusionary zoning is also bad for American democracy. When people of different backgrounds don't come to know one another as neighbors and school classmates, it is far easier to demonize those with whom they disagree. The good news is that this is a problem with a solution. Though there has long been a real-estate consensus that exclusionary zoning is harmful, there was until recently an equally potent political consensus that little changed beyond zoning. This conventional wisdom began to change in 2018, when state legislatures began to pass laws to eliminate zoning laws that exclude middle-class families.

Since then, similar zoning changes have passed in Oregon, California, Arkansas, Utah, Montana and Vermont, and in cities such as Chicago, D.C., and Portland, Oregon. Reformers aren't calling for high-rise apartment buildings in the middle of quiet residential neighborhoods. They typically aim to legalize "middle-class" housing, such as duplexes, triplexes and "accessory dwelling units" (ADUs), a primary task. Once California passed its law, it took it a year to build ADUs. In Los Angeles, an example of a city that has taken action, in 2022, the city issued 2,500 ADU permits, compared with just 1,207 in 2017 for single-family homes.

Politicians try to separate to slow skyrocketing housing prices, and anger over class discrimination cuts across racial and party lines. In California and Oregon, zoning reform would not have passed without Republican support. Scott Wiener, a Democratic state senator in California, observed that "groups that don't normally work together." Significant reform and local representation from (wealthier) districts who "wanted to keep certain people out of their community." As a matter of race politics, Democrats who represent constituencies that feel locked down upon because of their race and Republicans who represent groups that feel locked down upon because of their low education levels remember those in exclusive suburbs.

At the national level, Congress would enact what I've called an Economic Fair Housing Act. The law would give planners who want to use zoning to create exclusionary zoning laws the chance to sue municipalities for income discrimination. In federal court, the same way that people of color can currently sue for race discrimination by local governments.

Exclusionary zoning laws threaten opportunity for people trying to pursue the American dream and forbid homeowners from doing what they want with their own property. These laws, and the walls they erect, need to come tumbling down.

This essay is adapted from Richard D. Kahlenberg's new book, "Excluded: How Zoning, ADUs, and Class Bias Build the Middle Class." It will be published by PublicAffairs on July 11.

REVIEW



By Ricardo D. Salazar

During the worst days of Covid, when supply chains broke down for automobile production, the cost of used cars skyrocketed in response to the limited supply. Over time, car manufacturing began to rebound and prices moderated.

But when it comes to housing, there is a perpetual supply-demand imbalance that inflates costs. And given the weak zoning policies that effectively forced developers to live in single-family homes where people don't want, the distance existing between the construction of multifamily housing and the desire to live in places where people want to live is very large. It's artificially housing the price of shelter—the single biggest expense for most Americans. These policies serve the narrow interests of wealthy incumbent homeowners, and they make life more difficult for young middle-class families starting out and low-income families who must choose between getting rent and buying food or medicine.

People often think that the housing market is what gives communities their dramatically different housing costs and demographic makeup, but that's only part of the story. In a market economy, communities with strong public schools and safe streets will, of course, command higher property values. Homes in these areas could be made much more affordable, however, if localities made it possible to build more units on the available land.

Strict residential zoning laws have a deeply discriminatory origin. In the 1930s, many cities enacted racial zoning policies that forbade Black people from buying in white neighborhoods. Today the primary target of such laws is poor and working-class people of all races. Wealthy white

Only Zoning Reform Can Solve America's Housing Crisis

By making it impossible to build enough homes in places where people want to live, local governments hurt the economy and democracy.

communities sometimes exclude poor white households, and wealthy Black communities sometimes exclude poor Black families. Since passage of the 1968 Fair Housing Act, racial segregation in housing has fallen by 30% but income segregation has doubled, in part because of pervasive class discrimination through zoning.

Though some might expect areas populated by conservatives to be the most exclusionary, it is areas where highly educated liberals live that engage in the worst forms of economically exclusionary zoning policy. Researchers writing in the *Journal of Experimental Social Psychology* in 2018 found that highly educated Americans have comparatively inferior racial attitudes but hold "negative attitudes toward the less educated." Americans with different levels of education all have biases, they wrote, but "the targets of prejudice are different."

Exclusionary housing practices are a linchpin in the architecture of educational inequality in America. Because 75% of American children attend neighborhood public schools, where you live typically determines the quality of schooling. Most people

who are concerned about improving education naturally focus attention on what school boards and state education officials do, but it's at least as important to focus on what the local and state officials running housing policy are up to.

For 60 years, researchers have found that the economic segregation of students, which is driven by housing policy, shapes educational opportunity more powerfully than spending per pupil. In Montgomery County, Md., for example, county officials pursued two strategies for raising the achievement of low-income students. In a program that started in 2000, the school board spent an extra \$2,000 per pupil in high-poverty schools. In another program began decades earlier, the county would sue to end "discriminatory zoning" laws that requires builders to sit aside a portion of new developments for low-income families, or vice versa, as Heather Schwartz of RAND found in a 2010 study, the housing authority's plan cut the math achievement gap between low-income and middle-class students in half, while the school board's program had much less impact.

Zoning is a powerful tool that also prevents wealthy "elite" people from places where they can make the highest wages, which is typically in regional cities. Research shows that the danger to mobility damages *human capital* productivity, to say nothing of the aspirations of individuals.

Since 1968, racial segregation in housing has fallen by 30% while income segregation has doubled.

Individuals and families. When people move to higher-wage regions, exclusionary zoning laws often force them to live in the far reaches of metropolitan areas. This means longer commutes, which are associated with higher mortgage and divorce rates, and more reliance on the car, which is bad for the environment. By separating Americans by income and education—and therefore,

A residential neighborhood in Pasadena, Calif., 2010. To ease a housing shortage, the state has made it easier to build accessory dwelling units in backyards.

very often, by race, ethnicity and political party—exclusionary zoning is also bad for American democracy. When people of different backgrounds don't come to know one another as neighbors and school classmates, it is far easier to demonize those with whom they disagree.

The good news is that this is a problem with a solution. Though there has long been a research consensus that exclusionary zoning is harmful, there was until recently an equally potent political consensus that little that could be done about it.

This conventional wisdom began to change in 2018, when Minneapolis became the first major city to eliminate zoning laws that exclude multifamily housing.

Since then, similar zoning changes have prevailed in Oregon, California, Arkansas, Utah, Montana and Vermont, and in cities such as Charlotte, N.C., and Portland, Oregon. Reformers aren't calling for high-rise apartment buildings in the middle of quiet residential neighborhoods. They typically aim to legalize "missing middle" housing, such as duplexes, triplexes and "accessory dwelling units" (ADUs), or granny flats. Once California required cities to make it easier to build ADUs, Los Angeles saw an explosion of backyard and garage units. In 2022, the city issued 7,160 ADU permits, compared with just 1,287 permits for single-family homes.

Politicians are desperate to slow skyrocketing housing prices, and anger over class discrimination cuts across racial and party lines. In California and Oregon, zoning reform would not have passed without Republican support. Scott Wiener, a Democratic state senator in California, has observed that "groups that don't normally work together" championed reform and beat representatives from wealthier districts who "wanted to keep certain people out of their community." As a matter of raw political power, Democrats who represent constituencies that feel locked down upon because of their race and Republicans who represent groups that feel locked down upon because of their low education and income status are in exclusive suburbs.

At the national level, Congress should enact what I've called an Economic Fair Housing Act. The law would give plaintiffs who are hurt by unjustified exclusionary zoning laws the chance to sue municipalities for income discrimination. Federal court, the same way that people of color can currently sue for race discrimination by local governments.

Exclusionary zoning laws thwart opportunities for people trying to pursue the American dream and forbid landowners from doing what they want with their own property. These laws, and the walls they erect, need to come tumbling down.

This column is adapted from Richard D. Kahlenberg's new book, "Exclusionary Zoning: How It Works, Why It Matters, and How to Fix It," published by PublicAffairs on July 11.

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CoreLogic | Archistar | BLACK FORT

Granny flats

Where are the greatest opportunities for development?

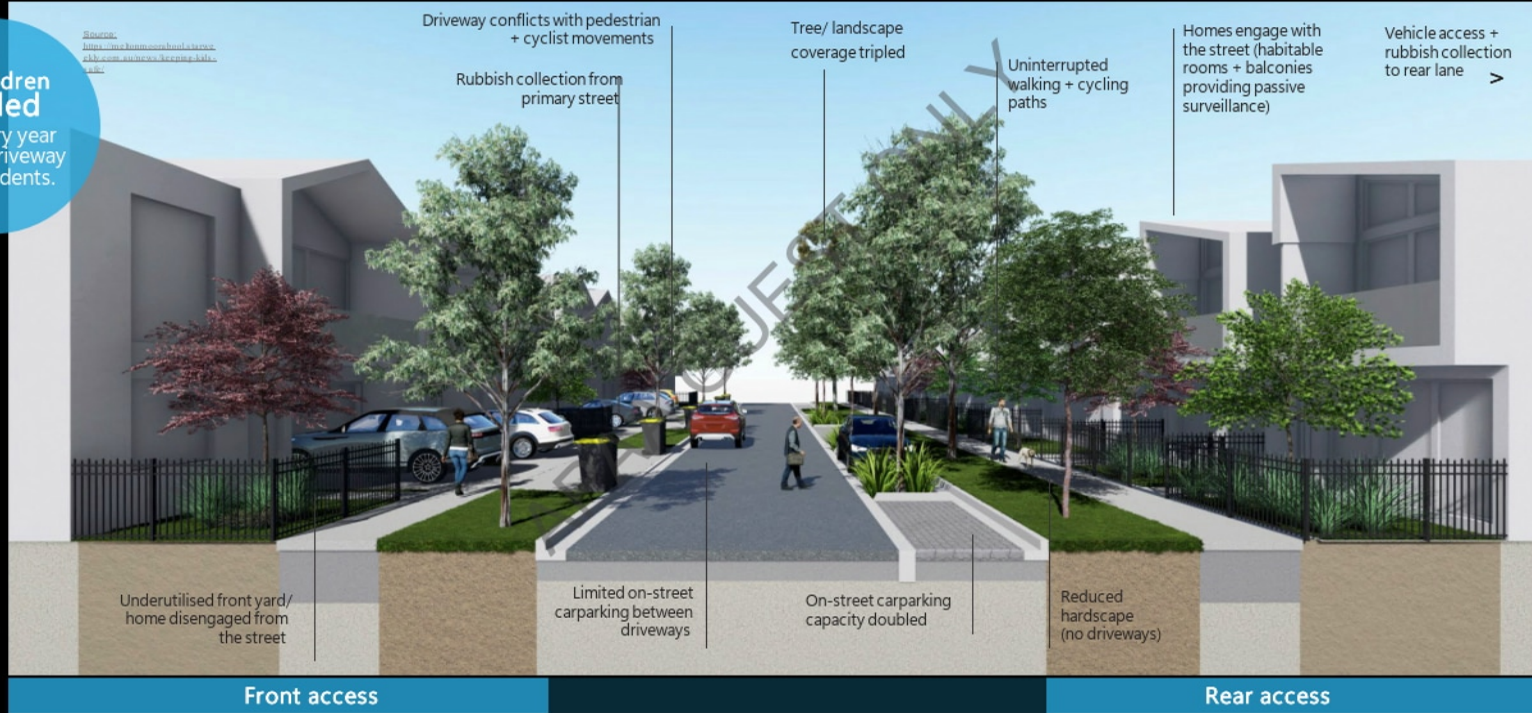
October 2023



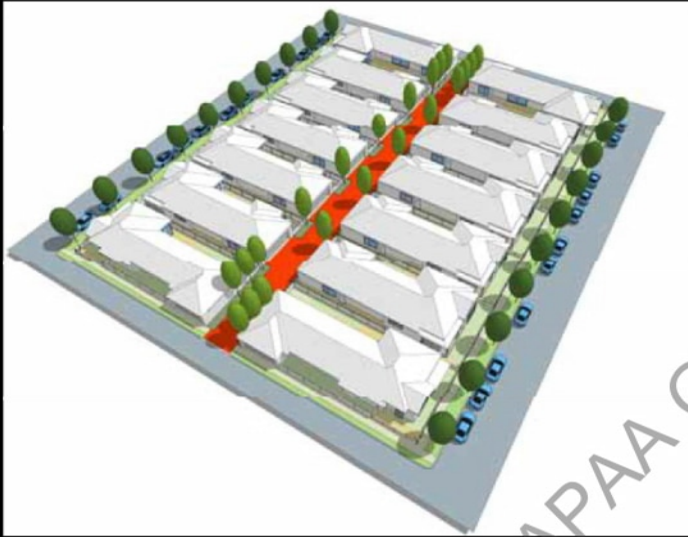


Attributes of Rear Accessed IMBYs: Street Frontages

7 children
killed
every year
in driveway
accidents.



Successful compact housing
Use rear loaded garages and **laneways** to increase efficiency

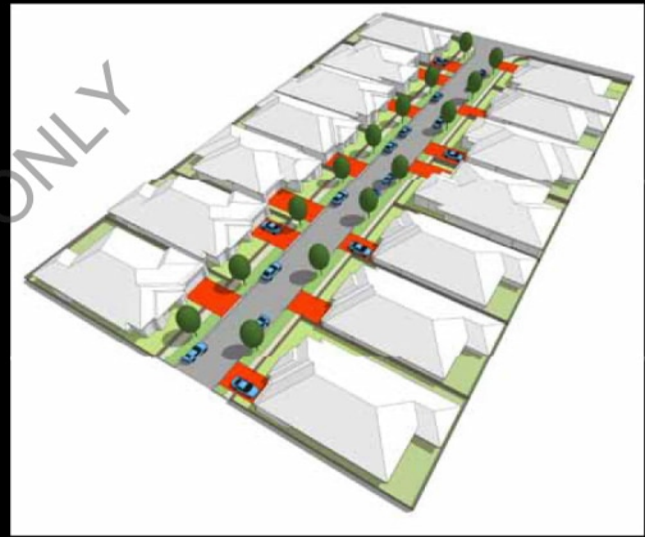


Landscaped laneway for
14 x 320m² compact lots

480m²

On street parking
spaces available

28



14 Driveways @ an average of
42m² per dwelling

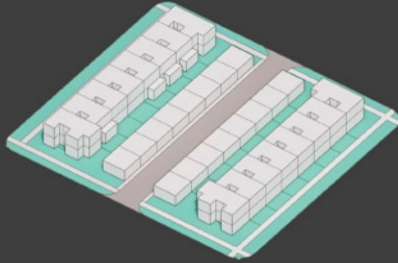
588m²

On street parking
spaces available

14

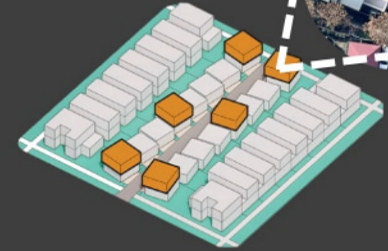
A proposed design solution: Rear lane access to IMBY

Contemporary
Melbourne
Greenfields:
An Under utilised
Opportunity



Potential Future
Melbourne
Greenfields

'Urbanising
the
burbs'



IMBY design excellence: Courtyard house



Dwelling above the garage

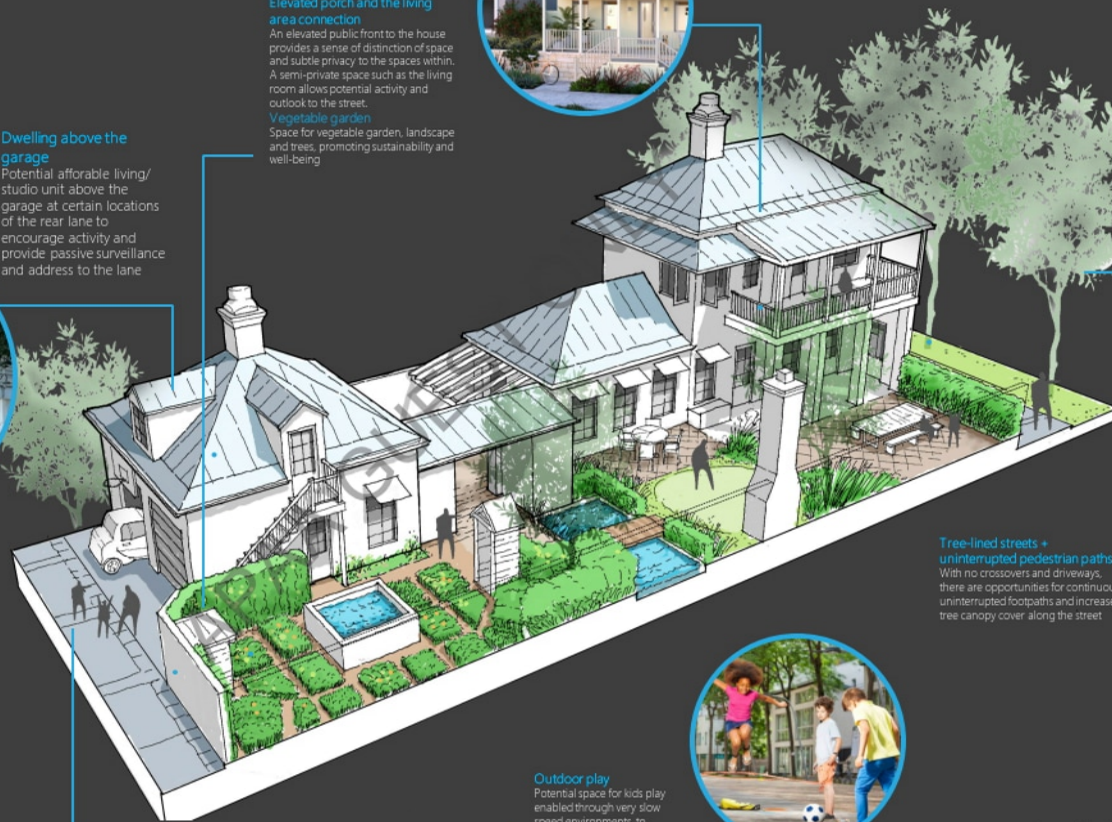
Potential affordable living/studio unit above the garage at certain locations of the rear lane to encourage activity and provide passive surveillance and address to the lane

Elevated porch and the living area connection

An elevated public front to the house provides a sense of distinction of space and subtle privacy to the spaces within. A semi-private space such as the living room allows potential activity and outlook to the street.

Vegetable garden

Space for vegetable garden, landscape and trees, promoting sustainability and well-being



Tree-lined streets + uninterrupted pedestrian paths

With no crossovers and driveways, there are opportunities for continuous, uninterrupted footpaths and increased tree canopy cover along the street



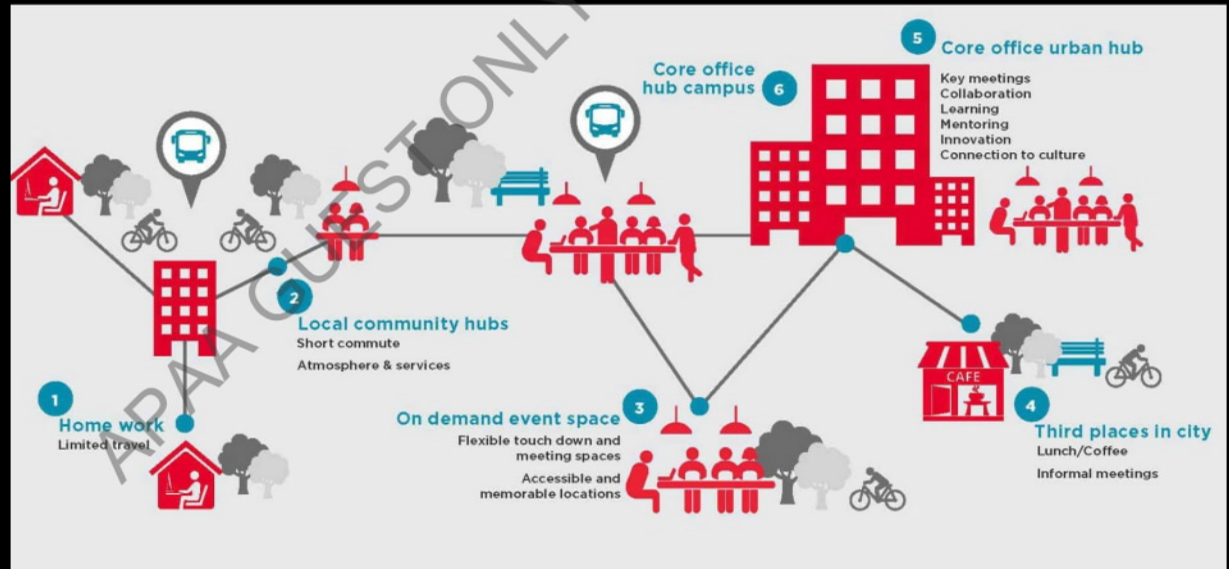
Outdoor play

Potential space for kids play enabled through very slow speed environments, to encourage ties within the neighbourhood



Courtyard Live-Work House
An adaptation of SMART Dwelling 1 by Steve Mouzon

The future of cities Working



Workplace Ecosystems



Transport Affordability Index

Q3
2022

QUARTER 3, 2022
Released November 2022



NRMA

RACV

RACQ

RAA

RAC

RACI

WANT

Total transport costs

Per year

Per household

VIEW COSTS PER WEEK (PAGE 6)



Capital cities

Capital average





In the March quarter, the typical Australian capital city household's annualised cost of transport increased by \$1,509 to \$23,213.

The largest component in this price rise came from higher car loan payments.

These rose by \$1,424 a year on average in the capitals.

Brisbane had the greatest increase in transport costs—equivalent to \$1,788 per year.

1	2	3	4
 Sydney \$26,562 ↑ + \$951 since Q4 2021	 Melbourne \$26,142 ↑ + \$1,771 since Q4 2021	 Brisbane \$26,027 ↑ + \$1,788 since Q4 2021	 Canberra \$22,200 ↑ + \$1,610 since Q4 2021
5	6	7	8
 Perth \$21,641 ↑ + \$1,631 since Q4 2021	 Adelaide \$21,459 ↑ + \$1,256 since Q4 2021	 Darwin \$21,360 ↑ + \$1,641 since Q4 2021	 Hobart \$20,311 ↑ + \$1,421 since Q4 2021

Average taxes



Fuel excise

\$1,255

↑ + \$45 since Q4 2021

+



Registration, CTP and licensing

\$1,605

↓ - \$1 since Q4 2021



Household total

= \$2,860

↑ + \$44 since Q4 2021



AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION

HATCH | Urban Solutions

The future of cities Moving

Deloitte
Insights



Technology, Media, and Telecommunications Predictions 2020



Cycling's technological transformation

Making bicycling faster, easier, and safer

DIVERSITY, CHECK YOUR smartest sources:
More and more cyclists are taking to the
roads, and they're not going away anytime
soon. We predict that two of billions of additional
bicycle trips per year will take place in 2020 over
2019 levels. This increase in bicycling will double
the number of regular bicycle users in many major

cities around the world where cycling to work is still
uncommon. In the United States and Canada, for
instance, only about 1 percent of the workforce
commutes by bike today. In total, we predict a 1
percentage point rise in the proportion of people
who bike to work during the three years from 2019
to 2022.

The future of cities

Moving



The rise of bike share + ebike share



E-bikes may be the greenest form of transportation in human history. Why aren't cities taking advantage.

Los Angeles Times



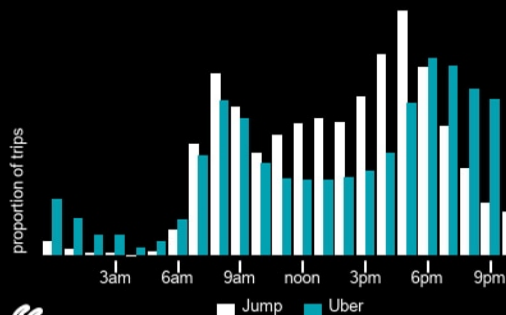
The Surprising Health Benefits of an Electric Bike

The New York Times



These bikes are simply, well... electrifying

CBS NEWS



Uber's e-bikes are cannibalizing rides from Uber's cars



Users were more likely to choose bikes during hours of congestion



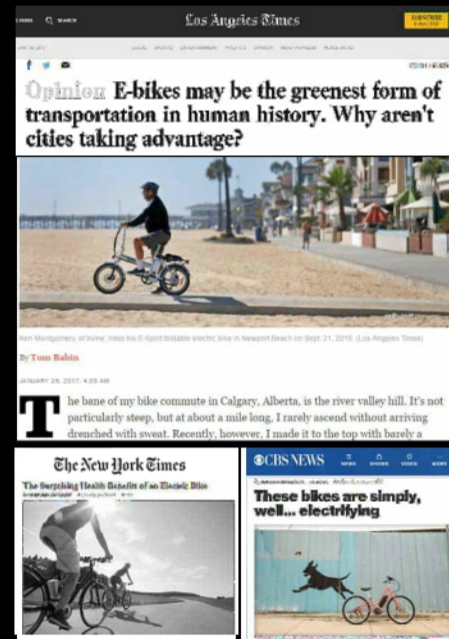
700%

increase in global bike share in the last 5 years



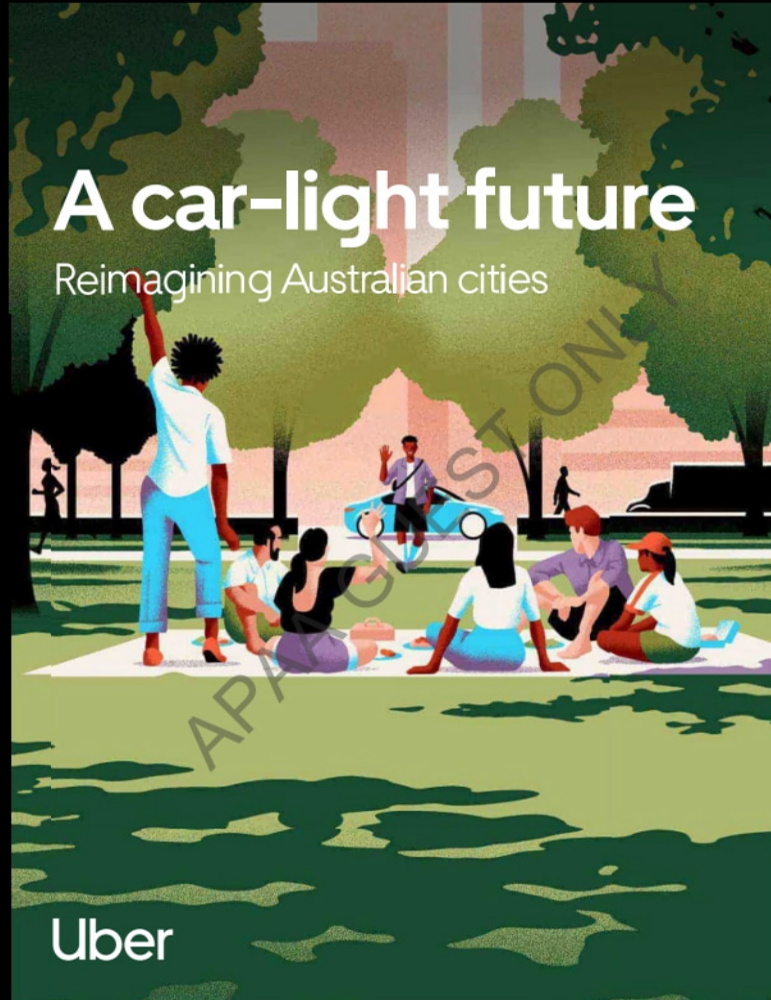
40%

of share bike uses regularly cycle to transit hubs



A car-light future

Reimagining Australian cities



Uber



Sustainable
Built Environment
National Research Centre

Delivering Integrated Transit,
Land Development and Finance
A Guide and Manual with Application to

TRACKLESS TRAMS



By Peter Newman, Mike Mouritz, Sebastian Davies-Slate, Evan Jones,
Karlson Hargroves, Rohit Sharma and David Adams



FUTURE IS TRACKLESS

Plan to break transport deadlock with trams on wheels gathers speed

KIERAN ROONEY

AN unconventional solution to build a "trackless" tram route out to Rowville is a step closer to reality, with the four local councils covered by the project backing the plan.

Local residents have been campaigning for decades to

build a rail line out to the area and tackle crippling congestion. But governments have been unable to agree on funding a proposal.

To break the deadlock, Monash University and Vicinity Centra have now forwarded a proposal for a hi-tech

rapid transit system running along "dedicated" lanes between Caulfield Station and Rowville. It would cost \$1.4 billion and be delivered at least two years

before more expensive light and heavy rail options. They have previously been described as "trackless trams"

but run on wheels rather than on tracks. Each vehicle is built wider, heavier and across multiple carriages to resemble a conventional tram.

The project is firming up as the likely choice for funding between state and federal governments after receiving

popular support from local councils and major employment providers in the area. Stonnington, Glen Eira, Monash and Knox Councils have called on the state government to move to creating a business case, with discussions now well advanced.

Monash University chief operating officer Peter Marshall said the project was needed to reduce traffic around the booming employment hubs.

"This simple, cost-effective transport solution will help streamline the commute for thousands of people each day along the busy road corridor between Caulfield and Rowville," he said.

"It will also increase access to the Suburban Rail Loop through its connections to the Monash station."

"Monash University has welcomed previous commitments from the federal and state governments to deliver transport solutions for the southeast economic corridor, and we again urge the govern-

ments to prioritise funding for this significant project."

The proposal has also been designed to better fit in with the state government's Suburban Rail Loop project and will connect to one of the new stations set to be built.

The Demographic Group executive director Bernard Salt said Melbourne was crying out for more "agile" and "articulated" public transport and the link out to Rowville was an ideal first step.

"There is a need to fill the gaps between the big fixed plays like the Suburban Rail Loop and Metro Tunnel," he said.

"Mr Salt said there would be legs of a focus on the CBD in the future."

He said new ideas were needed to help people live and work around hubs across the suburbs.

"Melbourne (transport) looked like a tired guy," he said. "Post-Covid we will see more of the 20-minute city concept."

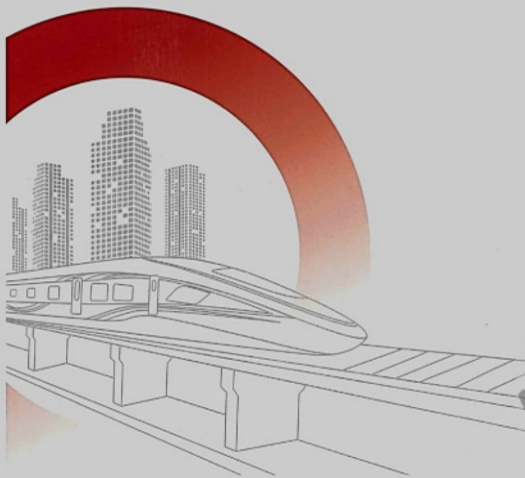
kieran.rooney@news.com.au

OVERVIEW OF PROPOSED STATIONS





Digital-rail Rapid Transit (DRT)



Digital-rail Rapid Transit (DRT)

Digital-rail Rapid Transit (DRT) is developed by adopting new electromagnetic digital track guiding technology and rubber wheels to realize the trackless and lower noise operation; DRT also adopts supercapacitor or hydrogen fuel cells for on-board energy storage, so no catenary is required above the line, so as to minimize the investment and impacts on environment.

DRT has been commercially operated in some projects such as Shanghai Lingang T1 and Shanghai Lingang T2. The vehicles are available in 2/3/4 car formations. The maximum passenger capacity of the 3-car formation vehicles can reach 302 people.

Formation	2 car, 3 car, 4 car
Vehicle length	23.5m, 35.5m, 47.5m
Vehicle width	2.3m
Door opening height	1.85m
Axis load	25t
Maximum operation speed	80km/h
Minimum curve	100m
Maximum gradient	10‰
On-board energy storage	100kWh super capacitor or hydrogen energy
DC-DC converter Average starting acceleration (0-100km/h)	>1.0m/s ²
DC-DC converter Average cruising acceleration	>0.7m/s ²
Average service brake deceleration	>1.2m/s ²
Maximum emergency braking deceleration	>1.2m/s ²
Average impact limit of car body structure	<1.4 m/s ²



Reliable guidance. DRT can achieve automatic driving control based on magnetic signal guidance, equipped with a variety of active obstacle detection and driving assistance function, the DRT vehicle can achieve automatic driving control.

Strong road adaptability

The minimum curve is 100m, the maximum axle load is not more than 25t under AHS condition, the maximum running gauge is less than 3.5m, and the existing road can be directly used.

High safety performance and high redundancy

The DRT follows railway transit standards, such as the fire performance are accordance with EN 45545, the strength of the car body structure meets EN 12663 P-V, all the main systems of the vehicle are designed with redundancy to ensure the safety.

Environmentally friendly and long endurance range

DRT adopts green on-board energy such as supercapacitor and hydrogen. When using supercapacitor for on-board energy storage, DRT can run more than 30km under AHS load, when using hydrogen energy DRT can reach more than 150 km under AHS load.

High level of riding comfort

The vehicle is equipped with rubber tires and large-diameter air springs, with good stability. It adopts large open doors and low floor design, the floor in station area is flat, and the wheels can pass without obstacles, which is convenient for passengers get on and get off the train.

Low investment cost

DRT does not require physical track or catenary along the line, the main structure is basically maintenance-free for 30 years, and there are low maintenance items and maintenance requirements for subsystems, also low requirements for depot site and equipment.



Northern Corridor Future Growth



The northern region
is expected to deliver
between

340 - 355,000

new dwellings by
2051

... approximately

30%

of Melbourne's target
total new dwellings

SOURCE: PLAN MELBOURNE 2017-2050



Between 2015-2051 the
northern region has a
projected employment
growth of

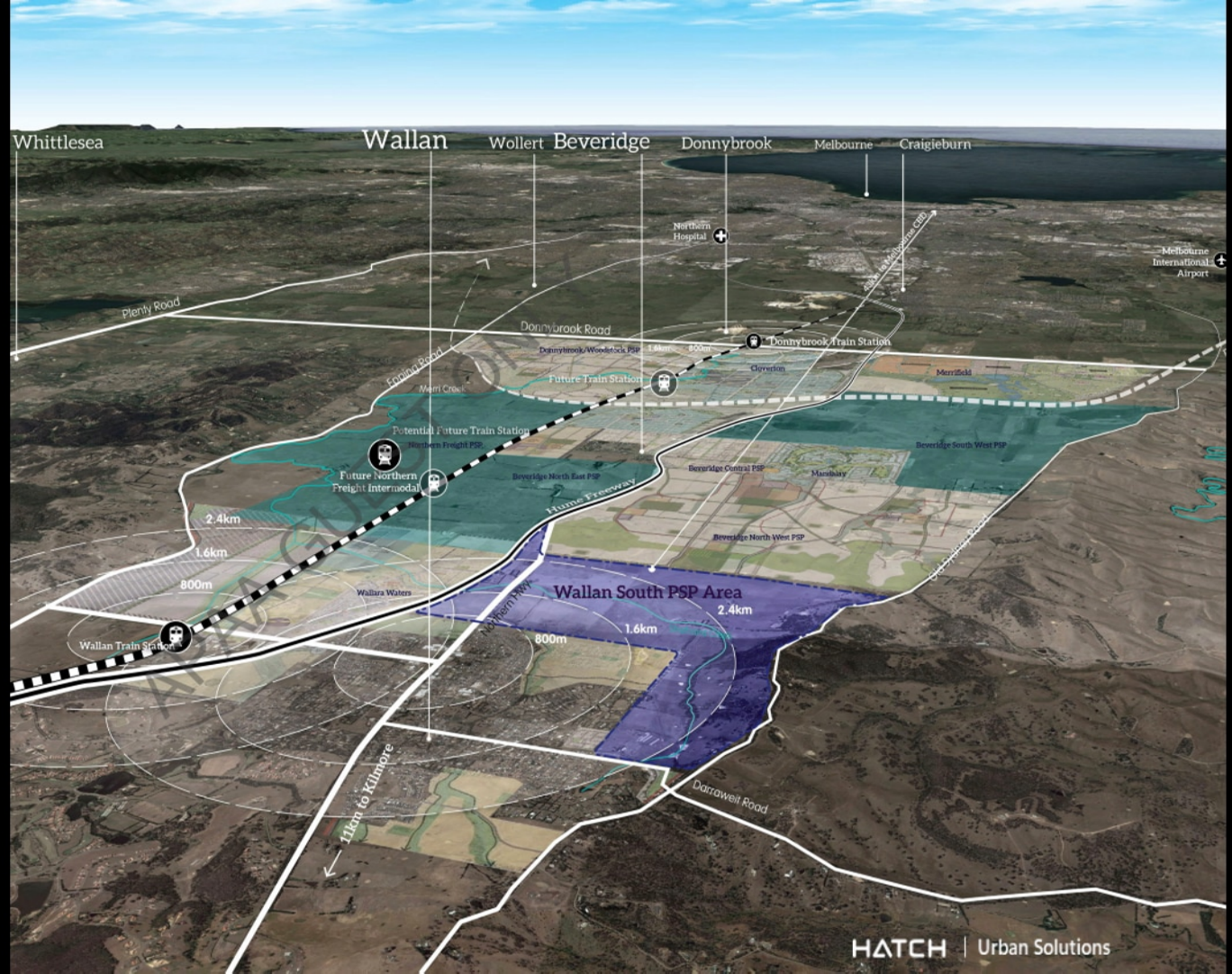
1.5%



... anticipated to
contribute

+111K Jobs

SOURCE: PLAN MELBOURNE 2017-2050



CASE STUDY

St Hilaire Vision



CASE STUDY

New Epping

- Riverlee
- Melbourne
- 2020 - 2050
- \$2 million AUD
- Tract | Verve | CHC Architects | MGS Architects
- 20 hectare mixed-use | Health hub | Affordable housing
- Quarry | Landfill | Transit solutions



New Epping

MASTERPLAN

Urban Precinct

A destination with urban character, blending workspaces with apartments, delivering an inner city feeling.

Health, Wellness & Knowledge Precinct

A 7ha health precinct directly connected to the public Northern Hospital and anchored by Ramsay's Northern Private Hospital.

Civic Heart

Featuring local retail, an 'Eat Street' and a public plaza, this will be the civic heart for community, shopping and dining.

Edgars Creek Reserve

11ha of regenerated natural environment and creek corridor that will be framed by bike paths, walking trails and pockets of discovery.

Living Precinct

A place that will be home to safe leafy streets, distinctive neighbourhoods and diverse housing options.

Downtown Precinct

A campus style village that will weave together commercial space, recreation, soho living and emerging industry.



CASE STUDY

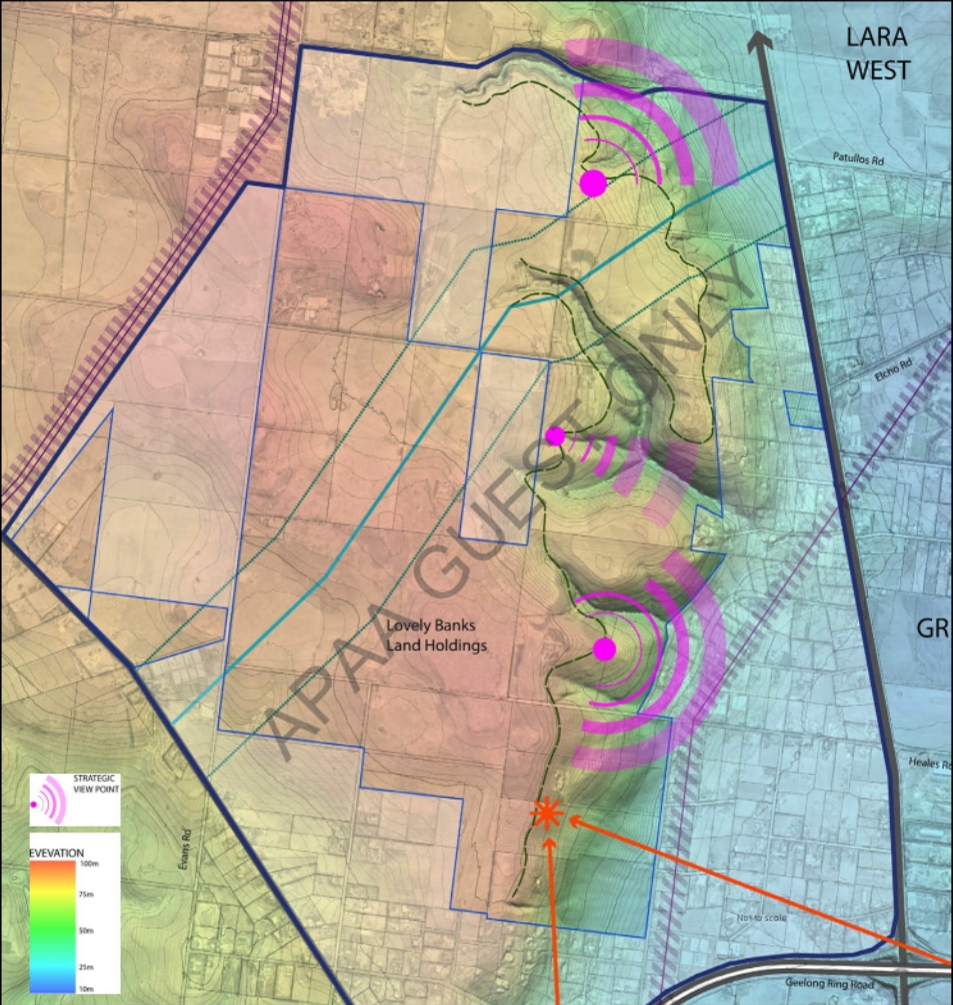
Lovely Banks



QUEST ONLY



Lovely Banks



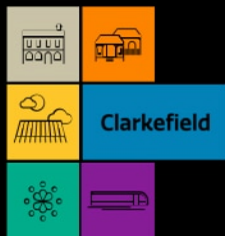
Lovely Banks



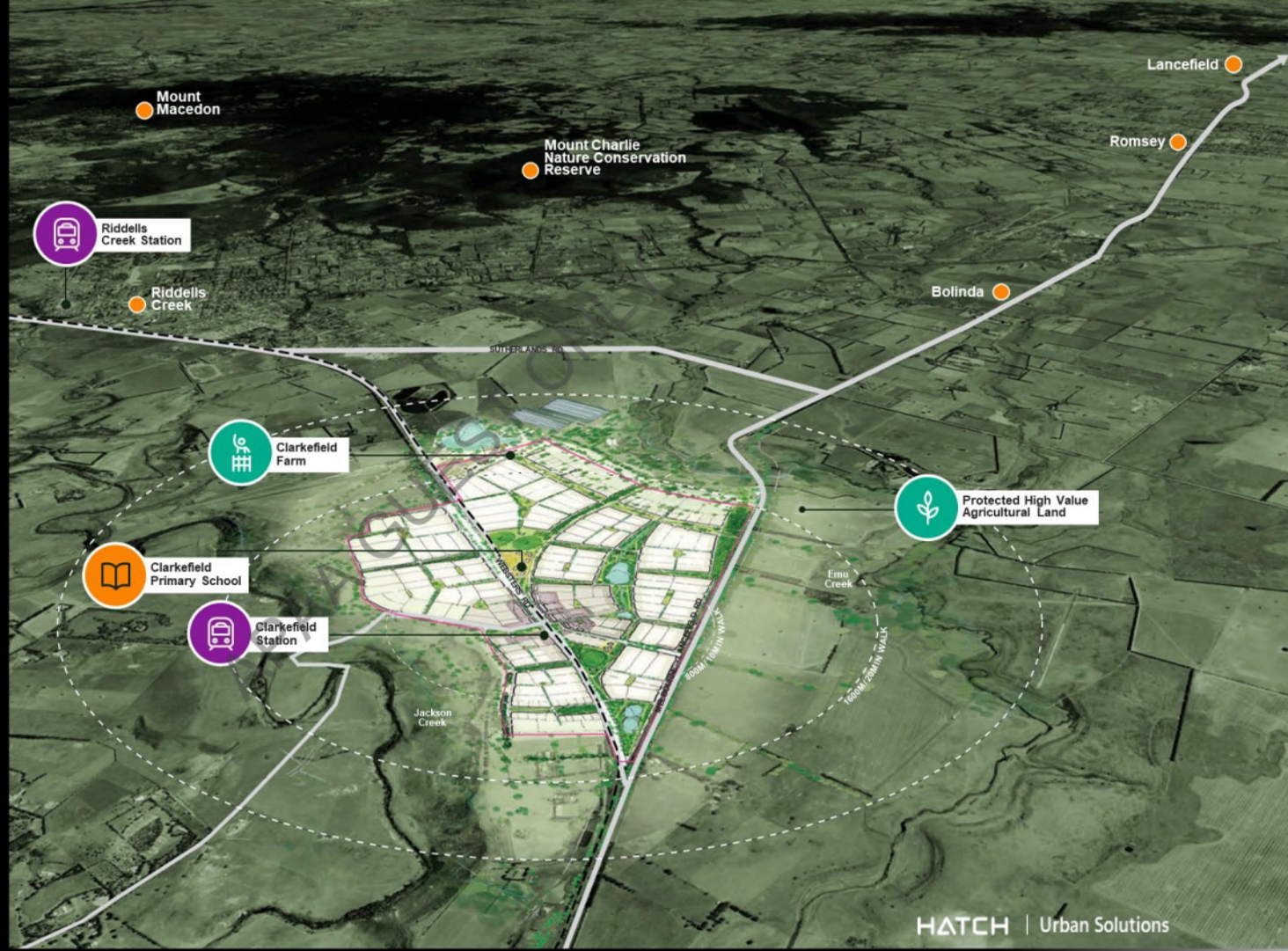
CASE STUDY

Clarkfield

The Opportunity



APD



CASE STUDY

Clarkfield Master Plan



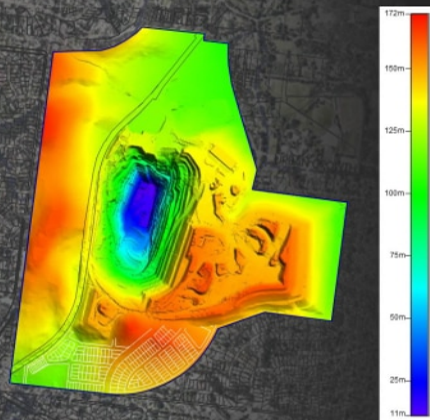
APD



CASE STUDY

Lilydale Quarry

Local context



CASE STUDY

Lilydale Quarry

Master Plan





Thank you.

Mike Day, Partner at HATCH | Urban Solutions
mike.day@hatch.com



Mike's LinkedIn



LinkedIn
HATCH | Urban
Solutions



AUSTRALASIA
PROPERTY ADVISORY
ASSOCIATION

Annual
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OpenLot

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Join APAA Upcoming Masterclass

Transitioning from Property Development to Renewable Projects



Masterclass Facilitator



Max Lam

Director at AutoCycle International |
Chairman of APAA

Guests of Honour



James Dunstan

CSO at SUPA



George Hatzimihalis

CEO at
ISS Consulting Group



Edwin Burwood

CEO & Engineering
Director at Energy and
Carbon Solutions



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and
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