

WAIKŌWHAI DEVELOPMENT OPPORTUNITY

BUILDER AND DEVELOPER PARTNERS



**Roskill
Development**
Waikōwhai

ABOUT KĀINGA ORA

Kāinga Ora – Homes and Communities was established to bring together the people, capabilities and resources of KiwiBuild, Housing New Zealand and HLC. 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.

The Kāinga Ora Urban Development and Delivery Team is helping to provide more homes, at a faster pace, to growth areas by managing urban development projects on under-utilised Government-owned land, to deliver well-planned neighbourhoods and enable thriving communities.



CONTENTS

- 1**.....Welcome to Roskill Development
- 2**.....Location
- 3**.....Neighbourhoods
- 4**.....The Offer: Waikōwhai
- 5**.....Waikōwhai Site Plan
- 6**.....Land Sales Flow Chart
- 7**.....Waikōwhai development update
- 8**.....The Vision
- 9**.....Key Outcomes
- 10**.....Why Waikōwhai
- 11**.....Partnering & working with Maori
- 12**.....Affordable Homes
- 13**.....Marketing support for
builder/developer partners
- 15**.....How to respond



WELCOME TO ROSKILL DEVELOPMENT

The Roskill Development is a large scale urban development project providing more than 11,000 homes over the next 15+ years.

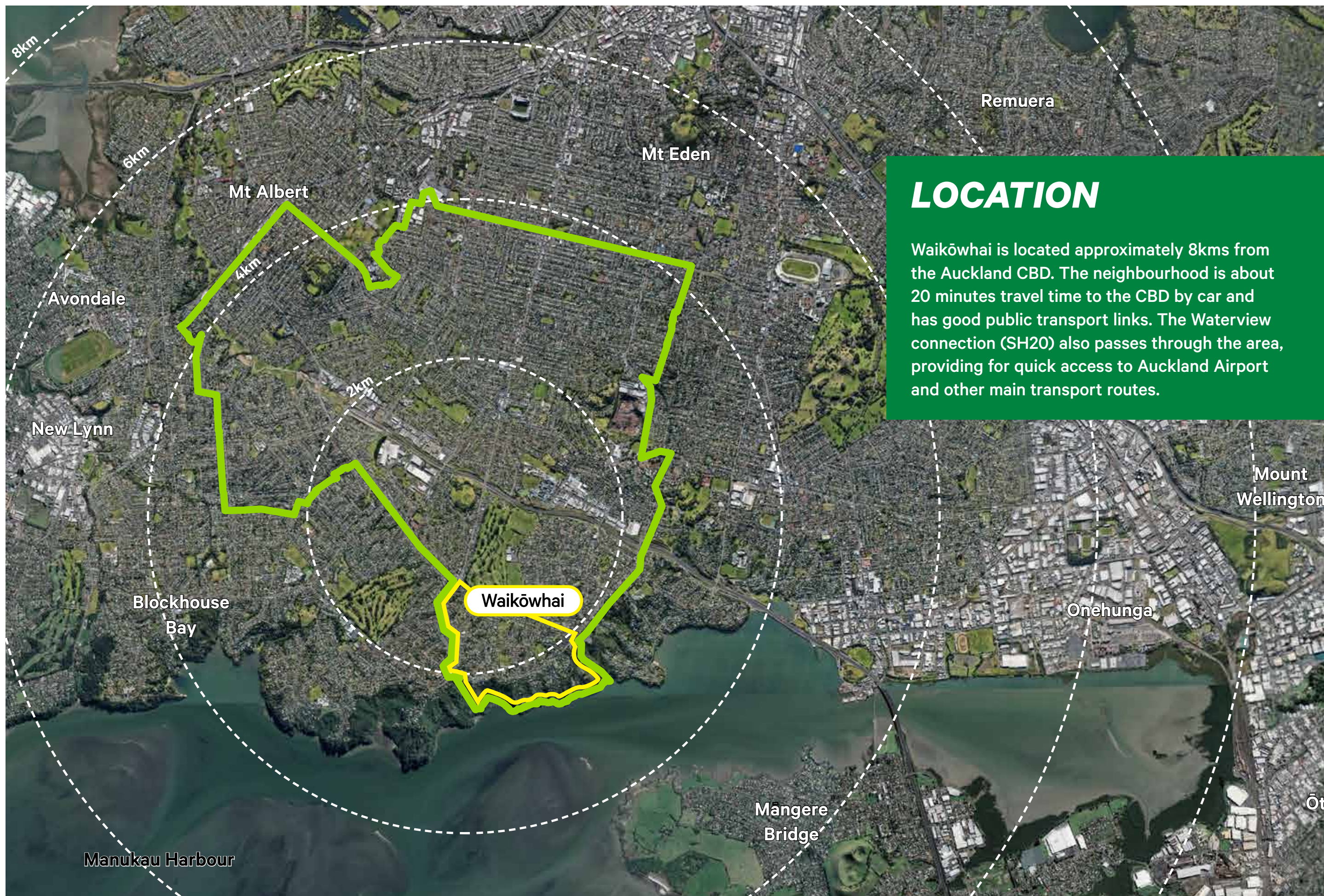
The development is aimed at delivering more affordable market homes, warm, dry state homes and improved infrastructure and amenity. It is led by Kāinga Ora's Urban Development team, bringing expertise gained from developing Hobsonville Point.

The development will deliver warm, dry, healthy homes to 16 neighbourhoods and better infrastructure and amenity to be shared by the community.

The Roskill Development isn't just about building new homes, it's also about making the most of our neighbourhoods. Kāinga Ora is taking a holistic approach to creating an inclusive urban environment. We're working with partners like Auckland Council, Auckland Transport, the Ministry of Education and mana whenua to renovate the things that improve wellbeing – parks, schools, public spaces, green space, walking paths and underground infrastructure.

We are excited to work with our partners to provide greater housing options and improved amenities that will make Auckland an even better place to live.



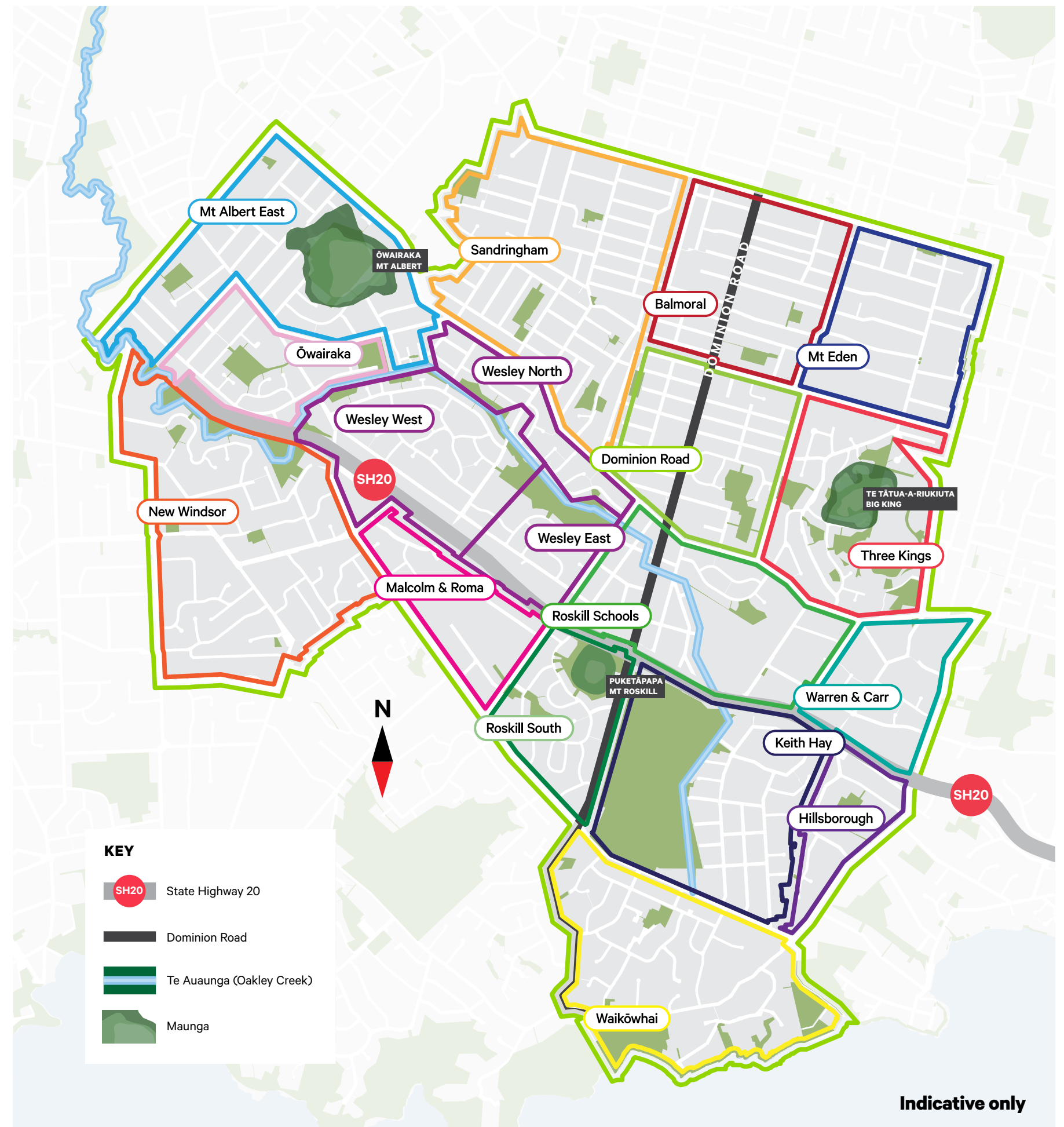


NEIGHBOURHOODS

Waikōwhai is part of the Roskill Precinct, a 16 neighborhood masterplanned urban regeneration project. The precinct is 165 hectares in area and is currently home to approximately 71,000 people. The concentration of state housing within the neighbourhoods will decrease and the overall density will increase as the state/affordable/market housing mix is delivered.

The neighbourhood development projects range in scale from Balmoral, which will see around 100 new homes delivered, to Wesley West which will see over 3,000.

Work is currently underway in Roskill South, Ōwairaka, Waikōwhai and Wesley neighbourhoods. The remaining 12 neighbourhoods are planned future developments.



THE OFFER

WAIKŌWHAI STAGE 1 & 2









Kāinga Ora is pleased to present an opportunity for development partners to purchase and develop Stage 1 and 2 superlots in the Waikōwhai Development. Respondents are invited to submit a development proposal for one or more of the superlots described in the offer.

Stage 1 & 2 Summary

- » 12 superlots zoned MHU (Mixed Housing Urban)
- » Total area of 39,737m² approximately
- » Supporting a yield of approximately 202 homes
- » 50% of dwellings are to be KiwiBuild/affordable
- » KiwiBuild typology criteria of at least 50% two and three bed typologies
- » All new homes are to achieve a 6 Homestar rating as a minimum
- » Homes to comply with the Kāinga Ora Design Guidelines which can be viewed at www.Kaingaora.govt.nz/publications/design-guidelines/
- » Land Purchase Price of over \$800 per m²
- » Handover of sites WK-006 to WK-012 and WK-030 ready for immediate handover the remainder in 2024
- » Note: houses in Stage 2 being built is dependent on infrastructure being delivered by Watercare in early 2025.

Superlot	Superlot Area (m ²)	Target Yield	Proposed Typology	Zoning	Handover Date
WK-006	3,554m ²	17	Duplex / terraces	Mixed Housing Urban	Immediate
*WK-007B	2,350m ²	15	Duplex / terraces	Mixed Housing Urban	Immediate
*WK-007D	1,053m ²	7	Duplex / terraces	Mixed Housing Urban	Immediate
WK-011	4,922m ²	29	Duplex / terraces	Mixed Housing Urban	Immediate
WK-012	1,607m ²	8	Duplex / terraces	Mixed Housing Urban	Immediate
WK-020	1,706m ²	7	Duplex / terraces	Mixed Housing Urban	May 2024
WK-021A	1,786m ²	9	Duplex / terraces	Mixed Housing Urban	May 2024
WK-021B	12,644m ²	59	Duplex / terraces	Mixed Housing Urban	May 2024
WK-027B	2,330m ²	14	Duplex / terraces	Mixed Housing Urban	May 2024
WK-027D	3,662m ²	20	Duplex / terraces	Mixed Housing Urban	May 2024
WK-029	3,236m ²	14	Duplex / terraces	Mixed Housing Urban	May 2024
WK-030	887m ²	3	Duplex / terraces	Mixed Housing Urban	Immediate

* 7B & 7D to be sold together

Legend.	
	Neighbourhood Boundary (Indicative)
	Stage 1A
	Stage 1B
	Stage 2
	Stage 2 - Amenity Upgrades
	Stage 1B - Utility Upgrades
	Proposed Market Superlots
	Existing Private Homes in a Cross Lease Property with Kāinga Ora

LAND SALES FLOW CHART

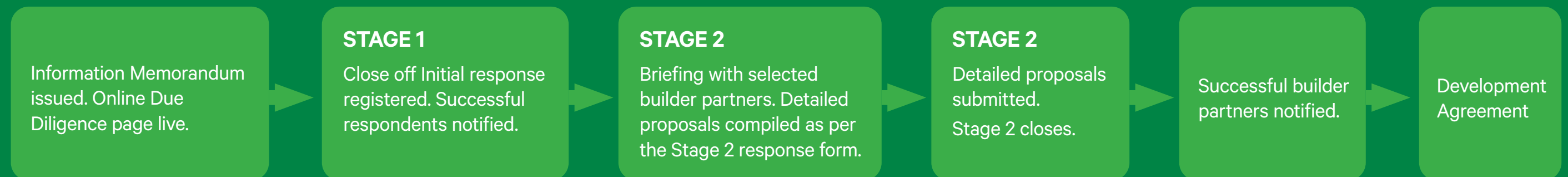
BUILDER PARTNERS

Stage 1 response form completed and submitted.

Notification of acceptance into stage 2.
Briefing meeting with Development and Urban Design team.

Detailed proposals submitted as per the Stage 2 response form, including draft Term Sheet.

PROCESS



TIMINGS



DEVELOPMENT UPDATE

The Kāinga Ora Waikōwhai Neighbourhood development is an area of 21 hectares (ha), consisting of 317 existing state housing properties. The masterplan splits land development activity over 6 stages. Stage 1 land remediation works is now complete. Stage 2 is currently in design with land development commencing in 2023.

Tenant/customer rehousing for stage 2 is currently underway.

The masterplan for Waikōwhai sets the overall scale and location of the neighbourhood, proposed zoning, and the stages and order in which land development activities will be implemented. Engagement with, and involvement of, key community stakeholders and partners including iwi have informed its development.

There are many infrastructure upgrades in the neighbourhood, including stormwater improvements in Molley Green Reserve and Albrecht Basin (as new stormwater reserves Kāinga Ora are creating).



THE VISION

More homes, great neighbourhoods

Kāinga Ora is delivering new warm, healthy homes to the city's residents – more state housing for those in need; more homes for first home buyers; and a greater supply of homes on the market.

Developments are underway in Northcote, Roskill South, Ōwairaka, Oranga, Mangere and Waikōwhai. Kāinga Ora is also working alongside Tāmaki Regeneration Company to deliver more homes to Point England, Panmure and Glen Innes in Auckland's east; and to establish a new large scale suburban redevelopment project in Porirua, near Wellington.

Redevelopment is not, however, just about numbers of homes. The projects will create improved infrastructure, more connected neighbourhoods and better amenities; and they will lead to innovation in the home construction market by creating a significant pipeline of work for our builder/developer partners.

• *Kāinga Ora's vision for the developments is to increase the supply and choice of new, high-quality housing, and to support and strengthen the communities as they grow.*



KEY OUTCOMES

Kāinga Ora is taking a holistic approach to masterplanning the Roskill Development to ensure the neighbourhoods have a strong sense of place, are well connected and provide a wide range of homes for a diverse community.

A choice of appropriate and affordable housing.

High quality, compact neighbourhoods offer the community a choice of healthy, attractive housing.

Provision of sustainable infrastructure.

Mt Roskill is founded on resilient infrastructure that is fit for purpose and sustainable.

Well connected transport choices.

Mt Roskill's neighbourhoods encourage walking and cycling and are well serviced by public transport.

Quality, resilient community infrastructure.

Mt Roskill offers community, health and education services, opportunities to interact with others, and improve their wellbeing and sense of belonging.

Restoration of the native environment.

The natural environment of Mt Roskill, including the maunga, wai and wetlands, are enhanced and enjoyed by the community.

A strengthened sense of belonging and identity.

Mana whenua and kaitiaki have a strong presence, reignited ahi kā relationships with reconnected cultural landscapes and are able to shape new kāinga in ways which are meaningful both in terms of their ancestral connections and modern lived realities – kia ora ai te Iwi so the people will thrive. With this as a base, the diverse range of cultures in the area are celebrated.

An enhanced and celebrated heritage.

Mt Roskill's natural, cultural and built heritage is celebrated.

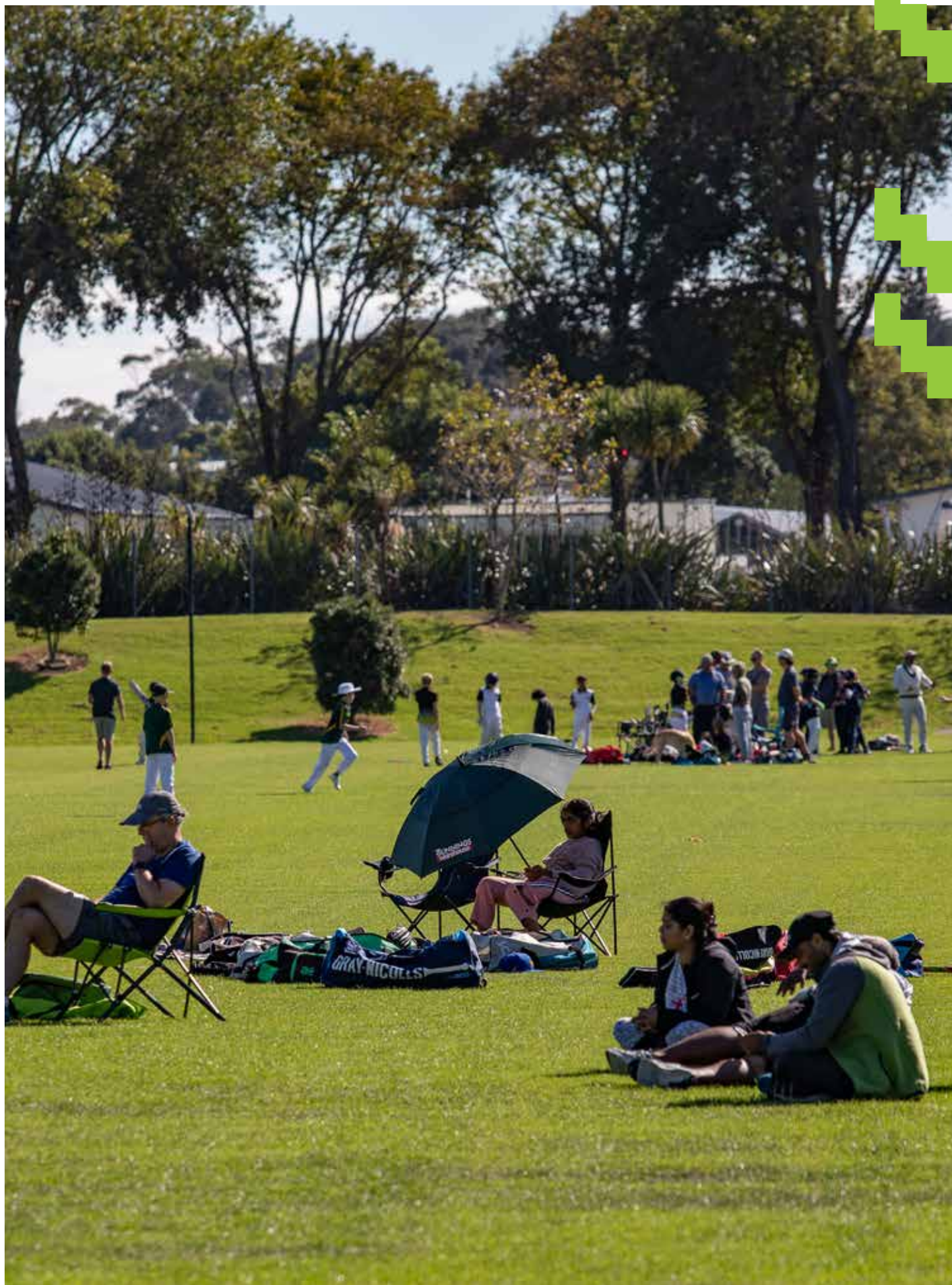
Enabled employment opportunities.

The residents of Mt Roskill are well connected to local and regional employment opportunities, supported by a network of successful schools.

Vital and viable centres.

Mt Roskill has a network of diverse, distinct and well connected centres which provide social and employment hubs for the surrounding community.





WHY WAIKŌWHAI?

Waikōwhai is a little known treasure. Less than 30 minutes from the CBD, this harbour suburb is a place where you can escape the city, but be in Mt Eden within 15 minutes.

Home to the largest block of native forest in Auckland City, Waikōwhai is a haven blessed with tranquil bushwalks, hidden bays and virtually untouched beaches. With four schools, two kindergartens, local shops and parks all within a close walk, it's also made for families.

Over the next 10 years, as part of the Roskill Development, Waikōwhai will change to incorporate new streetscapes and cycle lanes, upgraded shops and parks, and 1,200 new high quality homes built to 6 Homestar standards. These changes will provide a greater choice of homes in a more sustainable, affordable and beautiful neighbourhood.



PARTNERING AND WORKING WITH MĀORI

Kāinga Ora's mandate spans a number of projects across Aotearoa. Our development precincts are located within the tribal areas of various mana whenua groups throughout the motu. 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 Te Tiriti o Waitangi, including the protection of taonga Māori. We will have meaningful and early engagement with Māori 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.

Kāinga Ora's 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 housing outcomes which reflect this approach.

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

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 Māori entities and their partners to partner with us to achieve these outcomes.

For more information on Māori Housing Opportunities please contact bari.mio@kaingaora.govt.nz.

AFFORDABLE HOMES

Across Waikōwhai Development, Kāinga Ora is overseeing innovative design and construction methods that will deliver affordable housing. Affordable housing options should achieve Kāinga Ora's objectives and deliver pathways to homeownership and security of tenure, as well as creating a balanced community.

In Stages 1 and 2 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 one, two and three bedrooms, sold at or below the KiwiBuild pricepoints of:

- » One bedroom = \$550,000
- » Two bedrooms = \$760,000
- » Three bedrooms = \$860,000

Kāinga Ora also encourages the delivery of homes offered to the market as Build to Rent (BTR) with secure tenure, shared equity and rent to buy. Units can be considered as affordable homes, subject to the Kāinga Ora BTR policy. For example if a single superlot is being purchased, the lot could be delivered in part or full as BTR. If you are interested in delivering BTR or other affordable products, please get in touch with Kāinga Ora to discuss.



MARKETING SUPPORT FOR BUILDER/DEVELOPER PARTNERS

Kāinga Ora's urban development team will provide extensive communications and marketing support to builder and developer partners working within the Roskill Development neighbourhoods. We have been communicating with residents in Roskill South for three years and Ōwairaka for over two years. Once our developer/builder partners have product to sell, they 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.

Place-based Marketing

Kāinga Ora focuses marketing efforts on place first and product second. The scale of our developments Auckland-wide 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 Roskill Development has its own website, Facebook page and bi-annual magazine called Roskulture which is delivered to 20,000 households, as well as ongoing press and online advertising support.

The Roskill Development's brand promise to homebuyers is to live centrally where you can get around Auckland and access a great lifestyle with ease. Public transport, parks, beaches, Te Auaunga (Oakley Creek) walkway and a thriving food scene are all within easy reach of these neighbourhoods.

Product Marketing

Kāinga Ora promotes homes for sale via press ads in NZ Herald Homes and editorial/advertorial content in the wider print and broadcast media and through social media 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.



The bi-annual Roskulture Magazine builds on pride in Mt Roskill and informs about the development.



Roskill Development website



Roskill Development Facebook page

A conceptual press ad for NZ Herald Homes showing homes for sale in the Roskill Development.



Roskill South



Information Centres

Two information centres are operating in the Roskill Development already, with more to come as the development moves in to other neighbourhoods.

The information centre at 142 May Road serves the wider Roskill community and the smaller information cube, recently relocated to 80 Hendon Avenue serves the Ōwairaka community.

The Roskill Development Information Centres provide a place for people to come and find out how to buy in the Roskill Development.



Ōwairaka



HOW TO RESPOND

Respondents are invited to submit Registrations of Interest (Stage 1) for one or more of the superlots described in the offer. It is intended that a shortlist of respondents will be selected to enter into Stage 2 and asked to provide a detailed proposal.

To complete a Registration of Interest, respondents are asked to complete the Stage 1 response form.

There is a large amount of information, including the Stage 1 Response Form, available online to inform your submission. We look forward to receiving your submission, and we encourage you to be thorough in your response.

Due Diligence room online:

roskill-im.co.nz/waikowhai-im

Selection Process

This IM is issued on **11 April 2023**.

Closing date for registrations of interest is **28 April 2023**.

A shortlist will be selected by **19 May 2023**.

Prospective purchaser/s will be invited to proceed with detailed proposals (stage 2) by **5 June 2023**.

The final purchaser selection is expected to be made by **28 July 2023**.

Contact

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

Submission

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

The selection criteria and weighting (stage 2) will be the following:

40%	Price and Commercial
15%	Ability to deliver affordable homes (Kiwibuild and/or Build to Rent)*
15%	Willingness to work with Mana Whenua and demonstrate how proposed development recognises the importance of Te Tiriti o Waitangi and its principles
15%	Proposed development demonstrates quality design and innovation
15%	Track record of delivering quality projects with similar typologies in the proposal
Pass/Fail	6 Homestar

*where applicable

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 2005, 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 Waikōwhai. 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.