

BANKSIA VILLAGE

BELLFIELD

232 BANKSIA STREET, BELLFIELD
96 ORIEL ROAD, BELLFIELD
98 AND 98A ORIEL ROAD, BELLFIELD
100 ORIEL ROAD, BELLFIELD

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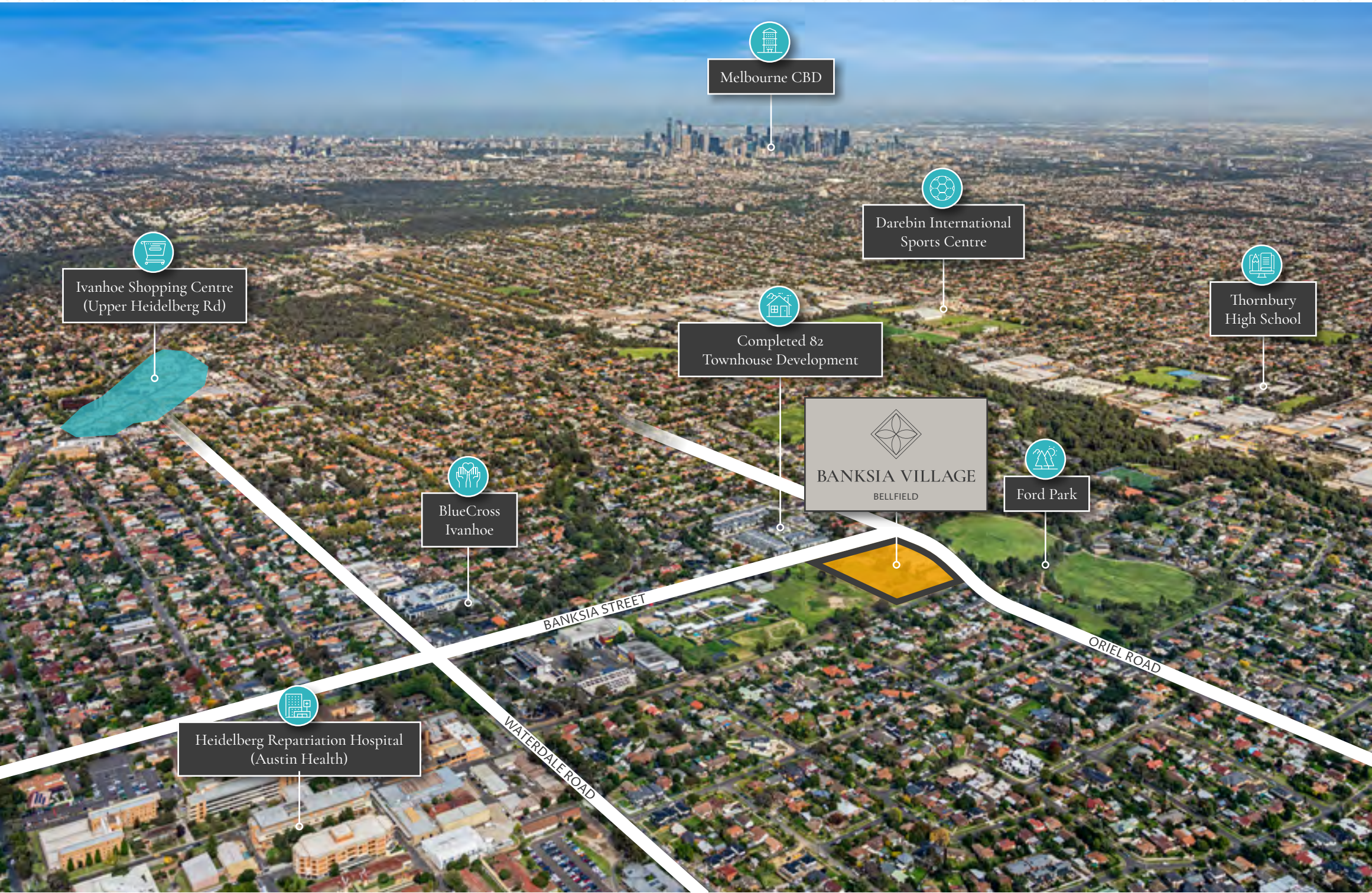
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THE OFFERING

Colliers International on behalf of Banyule City Council is excited to invite Expressions of Interest (EOI) to purchase the *Banksia Village* site, a generational 2.21^{*} hectare opportunity to deliver an exemplar residential village in the revitalising suburb of Bellfield.

Experienced developers (or consortia) are encouraged to express their interest for the purchase of four contiguous parcels (the entire site) although submissions for purchase of individual or multiple parcels are also welcome.



EXECUTIVE SUMMARY

PROPERTY ADDRESS

232 Banksia Street, Bellfield
96 Oriel Road, Bellfield
98 and 98A Oriel Road, Bellfield
100 Oriel Road, Bellfield

PROPERTY LOCATION

BELLFIELD IS AN EMERGING URBAN
RENEWAL SUBURB

Banksia Village represents the consolidation of 4 adjoining properties at the corner of Banksia Street and Oriel Road, Bellfield.

Bellfield is a small suburb in the southern part of Banyule that has remained “hidden in plain sight” alongside its better-known neighbouring suburb of Ivanhoe.

LAND AREA

A LARGE AND FLEXIBLE DEVELOPMENT SITE

Island site with three existing road frontages with a fourth to be constructed at no cost to the Purchaser.

Banksia Village is offered for sale in its entirety although submissions for the purchase of individual or multiple parcels are also welcome.

Total Site: 22,128 square metres (2.21 hectares*)
Parcel 1: 232 Banksia Street, Bellfield: 12,500 sq.m*
Parcel 2: 96 Oriel Road, Bellfield: 4,453 sq.m*
Parcel 3: 98 and 98A Oriel Road, Bellfield: 3,149 sq.m*
Parcel 4: 100 Oriel Road, Bellfield: 2,026 sq.m*

* Subject to survey
¹ Subject to Ministerial approval of panel recommendations for Amendment C153
² Vendor reserves its right to determine and alter any indicated timing as deemed necessary

DEVELOPMENT POTENTIAL

SIGNIFICANT OPPORTUNITY FOR MEDIUM
DENSITY HOUSING

A wide range of medium density residential development outcomes can be supported at *Banksia Village* subject to satisfying criteria of the *Bellfield Urban Design Guidelines*.

The *Indicative Bellfield Master Plan* identifies the potential to deliver circa 300 dwellings across a mix of 2 -3 level townhouses and 4 -5 storey apartment buildings.

Proposed development schemes as part of EOI submissions do not need to replicate this concept although satisfaction of the *Bellfield Urban Design Guidelines* will be one of the EOI selection criteria.

EOI respondents are encouraged to offer development solutions and outcomes that exceed Council’s minimum social, environmental or economic requirements under the planning framework.

PLANNING

A FLEXIBLE AND CERTAIN FRAMEWORK

Residential Growth Zone (RGZ)¹.

Development Plan Overlay (DPO8) incorporating the *Bellfield Urban Design Guidelines* ¹.

Potential for limited third-party appeal rights for a compliant development scheme (subject to defined circumstances, refer to p.20 for more detail).

No mandatory site-specific Social Housing obligations.

SALE METHOD

A CLEAR TWO-STAGE PROCESS

Stage 1 – *Expression of Interest (EOI)* – *Bellfield Residential Development Project* closing Tuesday 9 June 2020 (5:00 pm).

Stage 2 – *Request for Proposal (RFP)* from shortlisted EOI respondents commencing around September 2020².

The successful RFP respondent will enter an exclusive due diligence and negotiation period with Banyule commencing around December 2020 with a contract to purchase the site expected to be finalised between February and April 2021².

TERMS OF SALE

Contract to be issued during RFP stage. Vendor will consider EOIs requesting flexible settlement terms and conditions and staged payments subject to negotiation.

EOI INDUSTRY BRIEFING

An Industry Briefing will occur on Tuesday 12 May 2020 (1:30 PM - 3:00 PM AEST) for all interested parties to better appreciate the *Banksia Village* opportunity and understand the EOI process.

EOI TIMING AND LODGEMENT

To receive a full version of the *Bellfield Residential Development Project* EOI document, including Returnable Schedules, please register (at no cost) your details via Banyule’s procurement portal: www.eprocure.com.au/banyule

Lodgement of EOI responses is to occur by **5:00 pm (AEST) on 9 June 2020** and must be submitted via www.eprocure.com.au/banyule before the closing time.

Please contact eProcure on 1800 377 628 if you experience any difficulties logging on or downloading any documents from this site.



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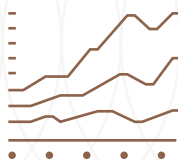
BANKSIA VILLAGE

A MOMENTOUS RESIDENTIAL DEVELOPMENT OPPORTUNITY



EXCEPTIONAL SITE ATTRIBUTES

- Momentous infill development opportunity of 2.21 Ha.
- *Banksia Village* offers planning flexibility and certainty with a council led Urban Regeneration programme.
- Island site with three existing road frontages with forth road frontage (forming the eastern boundary) to be delivered by Council.
- Overlooking Ford Park.



AN EXCITING GROWTH STORY

- Melbourne has consistently been recognised as one of the fastest growing, most dynamic and liveable cities across the world's advanced economies over the last decade. The city's population is still expected to grow significantly from 5 million towards 8.5 million residents by 2050³.
- Established suburbs, especially those experiencing gentrification and urban regeneration such as Bellfield, will accommodate a growing share of the city's future housing requirements. New dwellings will increasingly be medium density across the limited supply of strategic development sites.
- Banyule's population is projected to increase by over 13,000 new residents between 2020 and 2036 which will require an annual average of 550 new (net) dwellings⁴.
- The vision for *Banksia Village* to become an exemplary urban regeneration project is supported by the already-proven local market demand and acceptance of medium and higher density projects.



A MOMENTOUS & SCARCE DEVELOPMENT OPPORTUNITY

- Banyule has a limited supply of vacant and appropriately zoned land to accommodate new projects of a meaningful scale, especially in the suburbs south of Bell Street including Ivanhoe, Ivanhoe East and Eaglemont where house prices are highest and restrictive planning controls protect highly-valued neighbourhood character.
- Bellfield adjoins these suburbs in the southern part of Banyule and is in the early stages of urban renewal. This will be reinforced by the redevelopment of *Banksia Village* which is a scarce 2.2 hectare masterplanned site that benefits from the established amenities of the adjoining and highly sought-after suburb of Ivanhoe.
- *Banksia Village* presents a scarce opportunity for the prospective Buyer to collaborate with a committed Vendor to align interests through flexible settlement terms, and potentially staged payments, via a transparent and well-governed two-stage sale process.



DEFINED PLANNING PATHWAY

- *Banksia Village* offers planning flexibility and certainty with the potential to deliver circa 300 dwellings.
- *Banksia Village* is currently subject to Amendment C153 which is imminently expected to rezone the land to *Residential Growth Zone (RGZ)*, introduce a *Development Plan Overlay* and associated *Bellfield Urban Design Guidelines*. Extensive community consultation already undertaken may potentially limit third-party appeal rights for a compliant development scheme (subject to defined circumstances, refer to p.20 for more detail).
- Proven medium density location with strong development precedent in the immediate vicinity.
- The *Indicative Bellfield Master Plan* identifies a potential mix of 2 -3 level townhouses and 4 -5 storey apartment buildings.

³ Victoria in Future 2019

⁴ Banyule City Council, ID Consultants

LOCATION OVERVIEW

AN EMERGING URBAN RENEWAL LOCATION

Banksia Village is in the infill suburb of Bellfield which is “hidden in plain sight” despite being only 9 km* from Melbourne’s CBD and bounded by Ivanhoe, Heidelberg West and Preston.

Bellfield’s emergence is being driven by gentrification of its population who are increasingly attracted to the suburb’s proximity to major professional employment nodes and education opportunities but priced out of adjoining housing markets in Ivanhoe (median house price of \$1.54 mil in 2019) and Heidelberg (\$1.10 mil)⁵.

Bellfield’s gentrification is evidenced by changes in socio-economic indicators to reflect a faster growth in younger and higher income residents being attracted to Bellfield. These factors will increasingly have positive effects on local housing prices:

- +37% increase in median personal incomes between 2011 and 2016 (compared to +14% for Greater Melbourne)
- +6% point increase in residents employed in Professional and Manager occupations between 2011 and 2006 (compared to +2% points for Greater Melbourne)

GROWING EMPLOYMENT OPPORTUNITIES IN A PRIORITY INNOVATION CLUSTER

Banksia Village is within the *La Trobe National Employment and Innovation Cluster* (NEIC) which is of only seven such Clusters across Melbourne.

This NEIC offers access to over 27,000 jobs centred around key institutions including La Trobe University, Austin Hospital - Heidelberg Medical Precinct and Northland that will drive strong growth of new economy jobs across the medical, research, education, office, retail and community sectors.

⁵ APM PriceFinder



ESTABLISHED HOUSING MARKET

Bellfield is a relatively small housing submarket with turnover averaging only 28 annual sales since 2010. The most recent (reliable) median house price of \$894,000 in 2017 (41 sales) does however represent significant outperformance with annual growth of 17% p.a. since 2013. By comparison, Ivanhoe’s annual price grew by 11%.

Bellfield’s prices reflect the age and condition of its predominantly post-war housing stock on large land parcels. These properties are being increasingly sought after as townhouse redevelopment sites as well as by local families priced-out of the more expensive adjoining suburbs to undertake major capital improvements.

Bellfield’s prices remain at a substantial discount to surrounding suburbs. Ivanhoe prices show a 72% premium with Eaglemont at a 120% premium despite separation of only 2 km*. Over time however this price gap has been diminishing to reflect greater recognition of Bellfield’s inherent locational benefits and attributes especially by aspirational younger and higher-income households than traditional residents.

Bellfield is yet to accommodate a new, integrated and masterplanned medium density project to the scale of the *Banksia Village* opportunity although the *Arve* project (82 dwellings), directly opposite on Banksia Street, demonstrates strong local market acceptance and underlying demand for innovative housing solutions in this transforming housing market.

BANKSIA VILLAGE

Median House Prices (2019, \$'000)

Source: APM PriceFinder
* 2017 price given fewer than 20 sales in 2018 and 2019



Banksia Village is directly opposite the 9.7 ha. Ford Park and Regional Children's Playground which connects with the extensive Darebin Creek parklands that stretches from Alphington to Bundoora.



TRANSPORT

Banksia Village is located adjacent to the Principal Public Transport Network (PPTN) which offers more frequent and higher quality connections to the CBD and other important local and metropolitan nodes.

- Routes via Oriel Road:
 - Route 250 (CBD – Latrobe University via Ivanhoe and Northcote)
 - Route 350 (CBD – Latrobe University via Eastern Freeway)
 - Route 549 (Northland – Ivanhoe)
- Routes via Bell Street:
 - Smartbus Route 903 (Altona – Mordialloc via Essendon Airport, Preston, Doncaster, Box Hill, Chadstone)
 - Route 513 (Glenroy – Eltham via Heidelberg)

There are 3 rail stations (Ivanhoe, Heidelberg and Eaglemont) within 2 km of the site and each are connected by the PPTN Oriel Road bus routes.



RETAIL

- Banksia Street retail village (directly opposite *Banksia Village*)
- Bell Street Mall (800m*)
- Ivanhoe Major Activity Centre (1.5 km*)
- Northland Shopping Centre and Major Activity Centre (2 km*)
- Heidelberg Major Activity Centre (2 km*)

All major retail and commercial centres are directly connected to *Banksia Village* via Oriel Road PPTN bus routes and within easy driving distance.



RECREATION AND OPEN SPACE

- Ford Park and Regional Childrens Playground
- Darebin Creek Parklands
- Ivanhoe Aquatic Centre
- Yarra Valley Hockey Club



EDUCATION - SECONDARY SCHOOLS

- Thornbury High School
(Designated Neighbourhood School, 1.2 km*)
- Ivanhoe Girls Grammar (1.3 km*)
- Ivanhoe Grammar (1.8 km*)
- Alphington Grammar (2.7 km*)



EDUCATION

- Waratah Special Development School (200 m*)
- Melbourne Polytechnic (Heidelberg) (1 km*)
- Latrobe University (Bundoora) (4 km*)
- RMIT University (Bundoora) (8 km*)



HEIDELBERG HEALTH & MEDICAL PRECINCT

- Austin Hospital (1.7 km*)
- Olivia Newton-John Cancer and Wellness Centre
- Mercy Hospital for Women
- Warringal Private Hospital
- Heidelberg Repatriation Hospital



COMMUNITY

- Banksia Village will adjoin a new and extensive Community Hub precinct currently planned by Banyule City Council to open in 2021
- New Ivanhoe Library and Cultural Hub to be delivered in 2020



PROPERTY OVERVIEW

AN OUTSTANDING DEVELOPMENT OPPORTUNITY

Banksia Village is a rare opportunity to purchase a large and consolidated *Residential Growth Zone*⁶ site that will become a masterplanned residential village on the edge of the highly-desired suburb of Ivanhoe.

Banksia Village is identified by Banyule as a Strategic Redevelopment Site and is envisaged to become an exemplary urban renewal project that offers integrated and sustainable living opportunities within a high-quality public realm setting and diverse architectural forms.

An indicative concept⁷ illustrating the potential of this site, highlights the opportunity to deliver 200 - 300 dwellings in a form that is consistent with guidelines referenced in the relevant *Development Plan Overlay*⁸. This indicative master plan incorporates two sub-precincts offering 2 -3 level townhouses and 4 -5 storey apartment buildings respectively.

Proposed development schemes as part of EOI submissions do not need to replicate the *Indicative Bellfield Masterplan* concept although satisfaction of the *Bellfield Urban Design Guidelines* will be one of the EOI selection criteria.

⁶ Subject to conclusion of current Amendment C153

⁷ MGS Architects (2020) Indicative Bellfield Master Plan

⁸ MGS Architects (2020) Bellfield Urban Design Guidelines

Source: MGS Architects





A LARGE AND FLEXIBLE DEVELOPMENT SITE

Banksia Village is an island site bounded by Banksia Street to the south, Oriel Road to the west and Perkins Avenue to the north. The eastern boundary will be defined a new road to be built and funded by Banyule.

The new road will interface with new facilities being delivered in 2021 including a multi-purpose community hub, community garden and a social housing development. These new facilities are to be delivered by Banyule on land (Parcel B) which is outside the scope of the *Banksia Village* EOI.

Total Site: 22,128 square metres (2.21 hectares*)

- 1** Parcel 1: 232 Banksia Street, Bellfield: 12,500 sq.m* (Volume 114828 Folio 801)
- 2** Parcel 2: 96 Oriel Street, Bellfield: 4,453 sq.m* (part of land in Volume 9066 Folio 395)
- 3** Parcel 3: 98 and 98A Oriel Street, Bellfield: 3,149 sq.m* (part of land in Volume 11899 Folio 720 | 721)
- 4** Parcel 4: 100 Oriel Street, Bellfield: 2,026 sq.m* (part of land in Volume 9066 Folio 395)
- A** Proposed new north - south road *
- B** Bellfield Community Precinct (outside scope of EOI) **

* Subject to survey
 ** Indicative alignment (boundary to be confirmed)

IMPROVEMENTS AND TENURE

Banksia Village is to be offered as a clear and vacant site.

The Purchaser may however negotiate to retain the remaining structures, currently used as the Bellfield Community Hall and Bellfield Maternal and Child Health, for temporary use.

FURTHER INFORMATION

Please refer to the relevant section of the *Bellfield Residential Development Project* EOI document for further information and clarification about any of the above matters.



PLANNING AND DEVELOPMENT OPPORTUNITY OVERVIEW

A MORE FLEXIBLE AND CERTAIN PLANNING OUTCOME

As the owner of the *Banksia Village* site, Banyule has already undertaken extensive public consultation to support the current planning Scheme Amendment (C153) to ensure certainty and flexibility for the future developer of this designated strategic redevelopment site.

Expected imminent approval of C153 will considerably de-risk the opportunity to deliver a major redevelopment by ensuring a simplified planning application and approval process with Council committed to collaborating with the Purchaser.

Banksia Village is expected to be entirely rezoned to Residential Growth Zone with a *Development Plan Overlay* (DPO8) that incorporates the *Bellfield Urban Design Guidelines* as a reference document.

These Guidelines establish clear objectives for the range of preferred built-form and development outcomes across *Banksia Village*.

APPROVAL PROCESS FOR DEVELOPMENT

Future development on the site will be subject to a development plan and planning permit approval.

Upon a Development Plan being approved there is no statutory requirement to undertake public notification of the proposed Development Plan provided that the land is not owned by Council. The Responsible Authority will ultimately decide whether to advertise the Development Plan application at the time it is lodged.

If an offer to purchase the site is subject to any form of planning permit approval, or if the land is still owned by Council at the time of the planning permit application being lodged, there will be a requirement to formally notify adjacent and adjoining owners about the permit application.

OPPORTUNITY FOR SECTION 173 AGREEMENT FOR OUTPERFORMING DEVELOPMENT PLANS

EOI respondents are encouraged to offer development solutions and outcomes that exceed Council’s minimum social, environmental or economic requirements under the planning framework.

In such instances, where outperformance is recognised and valued by Council, the parties may enter into a Section 173 Agreement, or similar, to secure delivery of the proposed outcome(s).

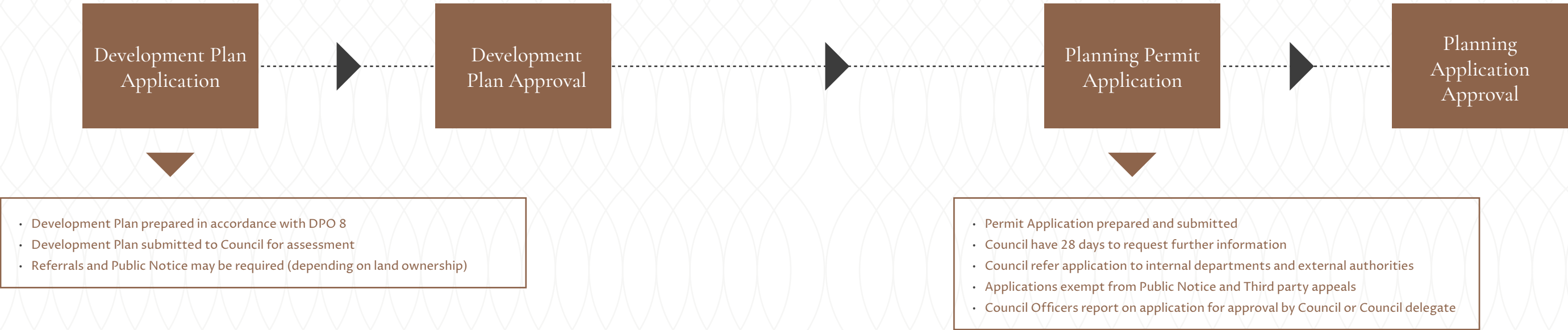
Council reserves the right during the EOI, RFP process or during the planning process to require a Proponent to enter into a Section 173 Agreement or other agreement. This is not intended to include matters that are not normally considered as part of the normal development of the site in accordance with the Banyule Planning Scheme.

AN ALIGNED AND COMMITTED RESPONSIBLE AUTHORITY

Banyule City Council is the Responsible Authority as well as vendor which creates a unique opportunity for the purchaser to deliver an outstanding project aligned with Council’s vision.

FURTHER INFORMATION

Please refer to the relevant section of the *Bellfield Residential Development Project* EOI document for further information and clarification about any of the preceding matters.



EOI OVERVIEW

SALE METHOD: A CLEAR TWO-STAGE PROCESS

The procurement process to purchase *Banksia Village* will involve:

Stage 1 – *Expression of Interest (EOI)* – *Bellfield Residential Development Project* closing Tuesday 9 June 2020 (5:00 PM AEST).

All EOI submissions will be considered and assessed to create a shortlist of respondents to be invited to participate in Stage 2.

Stage 2 – Request for Proposal (RFP) from shortlisted EOI respondents commencing around September 2020⁹.

The successful RFP respondent will be invited to enter an exclusive due diligence and negotiation period with Banyule commencing around December 2020 with a contract to purchase the site expected to be finalised between February and April 2021⁹.

EOI INDUSTRY BRIEFING

All interested parties are invited to attend an Industry Briefing that will provide relevant information about the site and the opportunity it presents.

The Industry Briefing will occur on Tuesday 12 May 2020 between 1:30 PM and 3:00 PM (AEST) and be conducted as an event via the Microsoft Teams platform (accessible via a web browser or the Microsoft Teams application).

You must register your interest via Council’s Procurement Portal (www.eprocure.com.au/banyule) for this event prior to 5:00 PM (AEST) on 11 May 2020 to receive the appropriate link to join this Briefing.

⁹ Vendor reserves its right to determine and alter any indicated timing as deemed necessary

The Briefing will involve various speakers to cover issues including:

- summary of background to Council’s involvement in the Bellfield project
- update and summary of Amendment C153 and proposed planning controls
- local property market dynamics
- outline of overall sale process

The Briefing will also provide a forum for prospective participants to ask questions or to seek clarification about *Banksia Village* or any other relevant matters to the EOI process.

If a respondent is unable to join the Briefing at the allocated time, a video of the Briefing will be made available on the Council’s Procurement Portal following the Briefing.

A SIMPLIFIED EOI RESPONSE

To receive a full version of the EOI and Returnable Schedules, please register (for free) your details via Council’s procurement portal (www.eprocure.com.au/banyule).

Please contact eProcure on 1800 377 628 if you experience any difficulties logging on or downloading any documents from this site.

The mandatory requirements of this EOI are limited to the following items:

- proposed indicative purchase price and terms for either an individual property OR a combination of Properties OR the overall combined *Banksia Village* site
- statement of experience, capacity, approach and demonstrated leadership in undertaking major residential developments
- description of proposed development and identification of how it will align with Banyule’s vision for an exemplary built form outcome
- outline of how the proposed development will promote environmental, social and economic sustainability

EOI EVALUATION CRITERIA

Council will select a shortlist from the respondents to the EOI following an assessment against the following Evaluation Criteria ((not listed in any order of importance):

- Financial return to Council and proposed terms of the Contract
- Previous experience and market leadership in residential development
- Approach and capacity to deliver the development
- Extent to which the proposed development will contribute to and support high quality built form outcomes
- Environmental, social and economic sustainability

EOI GOVERNANCE

Colliers International has been engaged to facilitate the Stage 1 EOI process which is governed by the following principles to be monitored by Council’s appointed Probity Officer:

- Fairness and impartiality
- Openness and competitiveness
- Transparency of process
- Security and confidentiality
- Identification and Resolution of any Conflicts of Interest

EOI COMMUNICATION PROTOCOLS

All enquiries relating to this EOI process must be directed to Council via www.eprocure.com.au/banyule.

Answers to all questions, that are not inclusive of commercial-in-confidence information, will be provided to all registered parties via Council’s portal.

EOI TIMING AND LODGEMENT

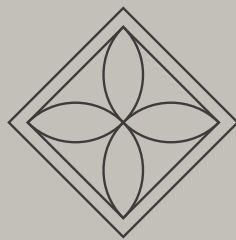
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FURTHER INFORMATION

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