27 March 2026

Annie Leung, Team Leader
Department of Planning, Housing and Infrastructure
4 Parramatta Square,
Parramatta, NSW, 2150

Dear Annie,

Crows Nest Metro Over Station Development Site A – Detailed SSDA ref. 75660711 – Analysis of Built to Rent product

This letter accompanies the updated Round 2 Response to Submissions Report and seeks to demonstrate the Crows Nest Metro Over Station Development (OSD) Site A project has been designed and programmed to respond to the Built to Rent (BtR) market expectations and, deliver a desired, diverse rental apartment product suitable for the site's locality.

Gyde has undertaken an in-depth literature review both domestically and internationally to gather evidence of the characteristics of BtR products operating in the market and being designed to come to market. A list of the documents reviewed as part of the literature review is attached in Appendix 10.1. Unlike the United States and United Kingdom, the BtR product is an emerging dwelling product in Australia, with a handful of developments approved and operating in Melbourne and Sydney. Regardless of geographical location and the delivery organisation, the review identified consistent themes and expectations when it comes to BtR units:

- Tenants are 'younger' being typically under the age of 45 years. They are working professionals and therefore spend *majority* of the working week at their job, outside the apartment. By virtue of their age, they are more mobile and sociable. This means they generally spend more time outside the apartment, when compared with other age brackets.
- Tenants are attracted to the multifaceted nature of the communal facilities delivered in BtR developments such as gyms, communal dining areas, work from home breakout spaces and diverse quiet spaces.
- The intention in delivering BtR units is to enable a longer tenure for tenants. In the short term this is seen to be 1- 3 years, medium term 4- 6 years and longer term 7+ years. The key outcome is a BtR product affords tenants the opportunity to call a unit their genuine home and have the security of multiple years in the one rental property.
- A BtR development is managed by a single management body. This is seen as a positive characteristic of a BtR development as it provides a level of continuity and consistency compared to other non-BtR rental properties. As a result of this, there is less risk of being vacated due a landlord selling or landlord ending a less to occupy the unit themselves.
- BtR products focus on the delivery of studios and one-bedroom apartments responding to the demographic of typical tenants and seeks to diversify the rental housing stock coming to the market which is lacking in apartments with a smaller number of bedrooms.

  The predominance of studios and one-bedrooms in BtR developments is seen in the approved BtR mix in Sydney developments, which according to the Major Projects Tracker, represents, on average, 52.66% of the total units in a subject development. It is worth observing that the provision of 3-bedrooms tends to be low / minimal. See Appendix 10.2.
- There is a strong uptake in BtR units in comparable operational developments - LIV Indigo (Sydney Olympic Park, Sydney), Home Southbank (Melbourne), The Briscoe (Melbourne) and LIV Munro

(Melbourne). Like the Crows Nest OSD Site A , these products include high-quality on-site amenities including but not limited to concierge, co-working spaces, gyms, and communal lounge areas/multi-purpose spaces.

The Crows Nest Metro OSD Site A project has responded to these BtR specific market expectations and, importantly, also seeks to address the locality specific demographics, market demand from specific services and undersupply, as well as affordability:

- Essentials workers are anticipated to be a large portion of the development's future tenants given the site's direct adjacency to the Royal North Shore Hospital catchment. The design has catered for the needs of these professionals who may work shift work and need to live close to their jobs.
- The data is clear in that the majority of those living in the North Sydney Local Government Area (LGA) are renters (54.2%) compared to the State's average of 32.6%. Therefore, there is elevated demand for rental stock in the locality as being proposed under the BtR model.

  Source: Planning Review: Unit Typologies, Franklin Street, August 2025
- In the North Sydney LGA, the most common type of housing is apartments and flats. Out of the 39,000 dwellings, 70% or 30,075 dwellings are apartments / flats.

  Source: Demographic and Housing Demand Study, Gyde Consulting, June 2023
- 43% of households in Crows Nest are either single or in a share-house group however housing stock of studios and one-bedrooms is only 32% of total housing stock. Furthermore, 37% of stock is two or more bedrooms. This is fundamental misalignment of available stock against the demographic profile of the locality.

  Source: Planning Review: Unit Typologies, Franklin Street, August 2025
- Consistent with the above, the current demographic profile of younger residences living in a couple or lone person households is projected to increase out to 2036. Between 2021 and 2036 lone person and couple only households are projected to increase by 4,160. The growth in both couple-only and loan-person households is causing the average household size in North Sydney to decline from 2 to in 2016 to 1.98 by 2036.

  To support the growth of the projected population, around 5,587 new homes are needed between 2022 and 2036. However, the demand for new homes is not uniform over that time and responds to changes to migration patterns. The need for new homes is at its peak between 2024 and 2028, as more young people move into the LGA.

  Source: Demographic and Housing Demand Study, Gyde Consulting, June 2023
- There is a clear undersupply of studio apartments. According to the 2021 Census date, out of the circa 2,345 occupied dwellings in Crows Nest, only 76 were studios representing 3.2% of the housing stock, similar to that in the North Sydney LGA where studios represent 3% of the dwellings.

  Source: Planning Review: Unit Typologies, Franklin Street, August 2025

  The report from Franklin Street (Appendix 12) observed a historical undersupply of smaller apartments in the Build to Sell Model which presents an opportunity for the BtR model to address.
- The proposed BtR development seeks to deliver a rental product for young professionals and essential workers in a highly accessible, and well serviced area which is appropriate given:
  - The LGA's housing market is characterised by 54% renters;
  - 41% of those living in the LGA are aged between 20- 39 years old; and
  - 61% are already living in apartments.

- The product proposed to be delivered in the project will complement the family-used units being delivered elsewhere across the LGA by providing the following dwelling mix:

Unit	**Tower 1**	**Tower 2**	**Tower 3**	**Total**	**%**
Studio	140	80	0	220	41%
1 bed	96	136	0	232	43%
2 bed	20	20	24	64	12%
3 bed	2	2	16	20	4%
Totals	258	238	40	536	100%

  Tower 3 is the affordable housing building which will be affordable housing provided in perpetuity.

- Key workers are under significant rental stress with lone persons paying up to 58% of their total net salary on rent to live in a studio apartment near the hospital and couples paying up to 41 percent of their combined net income on rent.

  Source: Demographic and Housing Demand Study, Gyde Consulting, June 2023

  The size of the BtR units in Towers 1 and 2 reflect the need for more affordable dwellings outside of those dedicated in Tower 3.

- With the younger demographic being more mobile and social, the project is dedicating a diverse mix of communal areas across the lower levels of the towers in the form communal lounge rooms and multi-purpose spaces, 1,380sqm of indoor communal amenity area at Level 24 of both Towers 1 and 2 where the opportunity for city and district views and solar access is at its maximum and, dedicated rooftop communal areas for the residents in Tower 2 and at level 11 of Tower 3, being the dedicated affordable housing building. Residents will also have complimentary access to the commercial gym (see attached Appendix 11).

The Crows Nest OSD Site A project therefore delivers a product which focuses on the provision of studio and one-bedroom apartments to address an identified need and undersupply in the current market, contribute to the diversified housing stock in the LGA which is predominantly renters, provides apartments which meet the ADG internal area design criteria albeit sits just on the criteria to maximise communal amenity provision and improve affordability of the BtR apartments for the anticipated key workers and young professional tenants regardless of whether the unit is specifically dedicated to be affordable.

We acknowledge the emerging nature of the BtR product in Australia. We trust this letter demonstrates that the design and programming of the Crows Nest OSD Site A project has been informed by market and locality expectations and the granular details of the BtR product namely, apartments size, high-quality and diverse communal facilities. The predominant delivery of studio and one-bedroom apartments is consistent with the characteristics of established and operational BtR developments and, responds to a clear gap in the market in Crows Nest / North Sydney LGA.

Yours sincerely

Susan E Francis
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GYDE

Appendix 10.1 – Literature Review Documents

The following documents and articles formed part of the literature review:

- BTR in Australia: Product feasibility and potential affordable housing contribution, Landcom, July 2019
- The Evolution of BTR, Unlock the opportunity in Australia, Colliers, 2021
- BTR vs Traditional Multifamily: Underwriting Spread Report, Loan Analytics USA, January 2021, Updated March 2026
- BTR Listening Report, ACT Government, May 2022
- What exactly is BTR?, Blue Wealth Property, August 2022
- Build to Rent? Build to Stay, Ratio, October 2022
- A new form of housing supply for Australia: BTR housing, Reliance Restricted, April 2023
- Demographic and Housing Demand Study, Gyde Consulting, June 2023
- Key themes of BTR: Developing a Conceptual Framework for Achieving Successful Developments through a Systematic Literature Review, MDPI, July 2023
- Increase Government Support for BTR: Should We Expect Affordable Housing?, Samuel Swanzy-Impraim, Xin Janet Ge and Vince Mangioni, August 2023
- What is ‘Build to rent?’, AHURI, August 2023
- Residential sector – impacts on the home ownership market and other sectors such as retirement living, K&L Gates, September 2023
- BTR Houses: Overview - The Future of Build to Rent Houses Summary Report, Savills United Kingdom, 2024
- New industry research shows ‘Gen Z’ and public sector workers turning to BTR for longer leases and free amenities in a challenging rental market, BPF United Kingdom, May 2024
- Crows Nest BTR Market Research, Urbis, September 2024
- Build-to-rent bill paves the way for the construction of 80,000 homes, Ministers Treasury Portfolio, November 2024
- Build to Rent will produce more homes for tenants, but not for those most in need, UNSW Sydney, November 2024
- Why BTR Apartments in Australia Are Ideal for Renters, Daltx
- Life for rent: Evolving residential infrastructure in London and the rise of BTR, Boyana Buyuklieva, Ivana Bevilacqua, Adam Dennett, Jonathan Reades and Phil Hubbard, 2025
- BTR residents: cost-conscious and willing to move, New Home Trends Institute by John Burns Research and Consulting US, January 2025
- Planning Review: Unit Typologies, Franklin Street, August 2025
- BTR in NSW: Why the Housing Model is Changing, Alan Weiss, December 2025
- Amenity preferences and design evaluation in Australian BTR compact apartments: A VR/EEG study, Rafaella Carvalho , Fan Zhang, Tingting Liu, Rongrong Yu, Eric Chen and Erwin Oh, 2026
- Stakeholder perspectives on BTR housing development in Australia: an industry-based qualitative analysis of challenges and opportunities, Rafaella Carvalho, Tingting Liu, Fan Zhang, Rongrong Yu, Eric Chen and Erwin Oh, February 2026

Appendix 10.2 – Approved BTR Developments – Apt Mix

Orange represents total percentage of studios and one-bedroom.

As set out earlier in this letter, 40.7% of apartments in the Site A project are studios and 42.97% are one-bedroom units.

Address	SSD No.	Status	Project Description	Apt mix
39-43 Hassall Street, Parramatta	SSD-34919690	Determined – 30/04/2024	Construction & operation of a 34-storey mixed use building comprising: ▪ 210 BTR units ▪ 3-storey retail & commercial podium ▪ excavation for 3 levels of basement car parking for 84 car spaces ▪ rooftop terrace & communal open spaces.	Studios – 83 (39.5%) 1-bedroom – 31 (14.7%) 54.7% 2-bedroom – 94 (44.8%) 3-bedroom – 2 (1%) Total = 210
39 Delhi Road, North Ryde	SSD-55844212	Determined – 10/07/2025	Site preparation & construction of a new BTR development consisting: ▪ 510 units ▪ ground floor commercial tenancies across 3 buildings with shared podium ranging between 8-20 storeys ▪ car parking, pedestrian link and activation of New Link Road.	Studios – 48 (9.4%) 1-bedroom – 217 (42.5%) 51.9% 2-bedroom – 219 (43%) 3-bedroom – 26 (5%) Total = 510

Address	SSD No.	Status	Project Description	Apt mix
1 Farmhouse Road, Westmead	SSD-65614712	Determined – 09/02/2025	Construction and operation of a 15-storey BTR development including: ▪ retail uses on ground floor ▪ residential uses on all upper levels ▪ two basement levels of car parking, landscaping and public domain works.	Studios – 66 (27%) 1-bedroom – 97 (40%) 67% 2-bedroom – 68 (28%) 3-bedroom – 13 (5%) Total = 244
524-542 Pacific Highway, St Leonards	SSD-35631707	Determined – 11/12/2024	The proposal is for a mixed-use BTR development, comprising: ▪ 282 dwellings (including 10 key worker housing units) ▪ 84 rooms for serviced apartment accommodation ▪ ground level retail.	Studios – 48 (17%) 1-bedroom – 102 (36%) 53% 2-bedroom – 121 (43%) 3-bedroom – 11 (4%) Total = 282
763-769 Pacific Highway, Chatswood	SSD-59805958	Determined – 17/07/2025	Construction of a 27-storey BTR shop-top housing development comprising: ▪ 198 BTR units.	Studios – 76 (38%) 1-bedroom – 24 (12%) 50% 2-bedroom – 92 (46%) 3-bedroom – 6 (4%) Total = 198
160-186 Parramatta Rd and 79-95 Pyrmont	SSD-82714716	Determined – 23/12/2025	Construction of a BTR development comprising: ▪ one basement level with 53 parking spaces ▪ 866 sqm of commercial and retail GFA	This information is not available. +3 bedroom – 8 (3.6%)

Address	SSD No.	Status	Project Description	Apt mix
Bridge Rd, Annandale			▪ 220 BTR units for essential workers.	Total = 220
146 Arthur St, North Sydney	SSD-61000021	Determined – 09/10/2025	Construction of a 46 storey BTR building consisting: ▪ 390 units ▪ ground floor retail.	Studios – N/A 1-bedroom – 178 (45.5%) 45.5% 2-bedroom – 198 (51%) 3-bedroom – 14 (3.5%) Total = 390
12 Hassall St, Parramatta	SSD-35609161	Determined – 02/03/2023	Construction of a 61-storey mixed use building including: ▪ a residential tower (level 5 to 59) providing 391 BTR apartments.	Studios – 65 (16.6%) 1-bedroom – 148 (37.9%) 54.5% 2-bedroom – 158 (40.4%) 3-bedroom – 20 (5.1%) Total = 391
Multiple lots bound by Victoria Rd, Sydenham Rd, Farr St and Mitchell St, Marrickville (CONCEPT SSDA)	SSD-76927247	Determined – 17/02/2026	Construction of a rental housing precinct development with 7 buildings ranging from 8 to 13 stories including: ▪ a basement car park, plant and storage areas ▪ 484 BTR apartments ▪ 15 affordable apartments ▪ 589 co-living dwellings ▪ 2,394m² commercial floor space.	Studios – 64 (13%) 1-bedroom – 140 (29%) 42% 2-bedroom – 244 (50%) 3-bedroom – 36 (8%) Total = 484
33 Argyle Street, Parramatta (CONCEPT SSDA)	SSD-66711218	Determined – 23/06/2025	Concept application of a 62-storey mixed-used development consisting: ▪ BTR ▪ commercial office and retail uses.	Studios / 1-bedroom – 170 (51%) 2-bedroom – 148 (44.6%) 3-bedroom – 14 (4.2%) Total = 332

Address	SSD No.	Status	Project Description	Apt mix
46-52 Nicholson Street & 59-67 Christie Street, St Leonards (CONCEPT SSDA)	SSD-56527976	Determined – 20/02/2025	Concept application of a 31-storey mixed-used development consisting: ▪ BTR ▪ commercial office and retail uses. *Note – detailed SSDA under assessment (at RtS stage)*	Studios – 93 (34%) 1-bedroom – 63 (23%) 57% 2-bedroom – 46 (17%) 3-bedroom – 69 (26%) Total = 271