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| Homes Victoria |
| Purchase Program: Regional In Progress and Ready to Build Projects |
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Frequently Asked Questions

What is the purpose of this program?

The Purchase Program – In Progress Developments and Ready to Build Projects is seeking well considered value for money Proposals.

The Department of Families Fairness and Housing (DFFH) is seeking to purchase dwellings, land and dwellings and development land in Regional Victoria to provide a mix of social and affordable homes which are available for occupation by no later than end of 2023.

Who can participate?

Any sized developer, land owner, registered builders, as well as developers and product marketers who can transact on behalf of a developer or property owner.

What are the requirements for participating in this RFP?

Key requirements for participating in this RFP are:

* Our Primary Objective is for land and dwelling proposals (new product) including:
  + House and land packages
  + Units
  + Townhouses
  + Apartments
* Our Secondary Objective relates to Developable Land with the following characteristics:
  + Land that is zoned for residential uses;
  + Land that has immediate availability of services; and
  + Land with a preferred dwelling yield of 3 up to approximately 25 dwellings
* Land and dwelling packages delivered by end 2023 – proposals delivered earlier than this timeline are encouraged;
* Vacant land (ready to be reveloped), proposed dwellings or titled or yet to be titled lots need to be well located in relation to public transport; retail; services and other amenities;
* Projects are within designated regional centres;
* Projects will need to demonstrate a discount to market value due to wholesale nature of the proposed purchase;
* The proponent experience and capability to deliver the project within the agreed timelines; and
* The proposed transaction structure preference is for a 10% deposit and balance on settlement of dwellings or alternatively, a separate sale of land and build contract with provision for progress payments. All build contracts will be in the form of AS Standard 4300 Design and Construct.

What are you required to submit?

Applications are to be completed using the returnable schedules available via [tenders.vic.gov.au](https://www.tenders.vic.gov.au/).

Returnable Schedules specify the required information and include:

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| 1 | Proposal Form (requires a signature agreeing to procurement conditions and other matters) | Schedule 1 |
| 2 | Executive Summary on the proposal including property and development particulars, schedule of dwellings, offer price, planning and building approvals | Schedule 2 |
| 3 | Delivery Capability and Capacity (background about your organisation and the project experience in delivering similar projects) | Schedule 3 |
| 4 | Funding Structure (details on the financials of the project and third-party funding arrangements) | Schedule 4 |
| 5 | Policies (Social Procurement Framework) | Schedule 5 |

What does the RFP process look like?

The RFP will be advertised for a 4-week period. Once you have lodged your forms, the proposals will be assessed and the Preferred Respondents will be notified. DFFH will then provide conditional offers to purchase, followed by a formal due diligence process.

The assessment process will be delivered over an 8-week time frame, post the release and submission period, inclusive of VGV approval and offer negotiation, which is set out as follows:

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| **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **13** | **14** |
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| RFP Release | Submission Period | | | Assessment Period | | | Obtain VGV valuation | | | | Recommend for Approval | | |
| Identification of Preferred Respondents | | | Continue due diligence | | | | Contract negotiation and Execution | | |
| Industry Briefing | Consultation to confirm purchase stock | | | Negotiate Best and Final Offer | | | | |  | |
| Make a Conditional Offer subject to VGV approval | | | Obtain VGLM Approval | | | | |

How to submit your proposal?

Please familiarise yourself with the Buying for Victoria website (as below) and ensure you have registered appropriately to enable upload.

Please submit your responses before the Closing Time allowing sufficient time to upload, and, if necessary, reload your response.

**It is recommended to start the tender response upload two hours prior to the Closing Time.**

| Item |  |
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| **Invitation Title:** | Purchase Program: Regional In Progress and Ready to Build Developments |
| **Reference number:** | PP-BHB-SAPPM |
| **Place of lodgement:** | [https://www.tenders.vic.gov.au](https://www.tenders.vic.gov.au/)(Buying for Victoria) |

What is the closing date of the RFP?

The closing date and time for the submission of Proposals is 2.00pm (AEST) on 7 October 2021.

For further clarifications?

All enquiries regarding this RFP can be directed to [*tenderenquiries@homes.vic.gov.au*](mailto:tenderenquiries@homes.vic.gov.au?subject=Regional%20RFP%20enquiry).