



Schofields Specialist Disability Accommodation and Supported Independent Living Briefing

Executive Summary:

The property at 58 Westminster St, Schofields, NSW, offers a compelling investment opportunity in Specialist Disability Accommodation (SDA) and Supported Independent Living (SIL) services, especially given Western Sydney's expanding demand and favorable trends. SDA participant data from 2019 to 2024 show a constant increase trend, with a significant cumulative growth of roughly 70.8%, indicating rising need for disability accommodations. Schofields, being part of the Blacktown area, has a clear need for SDA, with 30 participants actively requesting such accommodations.

The financial study of various SDA configurations at 58 Westminster St shows that High Physical Support designs have the largest yearly income potential, with \$63,935 per participant and \$191,805 per property. The improved liveability design demonstrates a balance of returns with demands, with an average yearly income of \$54,621.00 per member and \$163,863.00 per property. These results suggest a large revenue potential, particularly when compared to the lesser income from Improved Liveability designs.

The regional SDA data for Blacktown which includes the Schofields region identifies possibilities and risks in various design categories. While the Fully Accessible categories are underrepresented, indicating unmet demand, the High Physical Support and Robust categories are experiencing rapid expansion, with significant numbers of both enrolled and unfinished residences. The growing number of strong Physical Support residences suggests continued strong demand but also increased competition.

The number of SIL participants in Western Sydney approximately doubled between 2019 and 2024, indicating a huge growth in demand. Schofields is served by 46 providers, with 64 more within a 5km radius, showing a well-established support network for SIL services. The participant growth data indicates typical mid-year and end-of-year peaks, providing strategic opportunities for participation onboarding and service expansion.

Overall, 58 Westminster St, Schofields, NSW, is well-positioned for investment in SDA and SIL, with strong demand trends and high revenue potential, particularly in the High Physical Support, Robust design categories, and Improved liveability design.



SDA Demand Trend Analysis

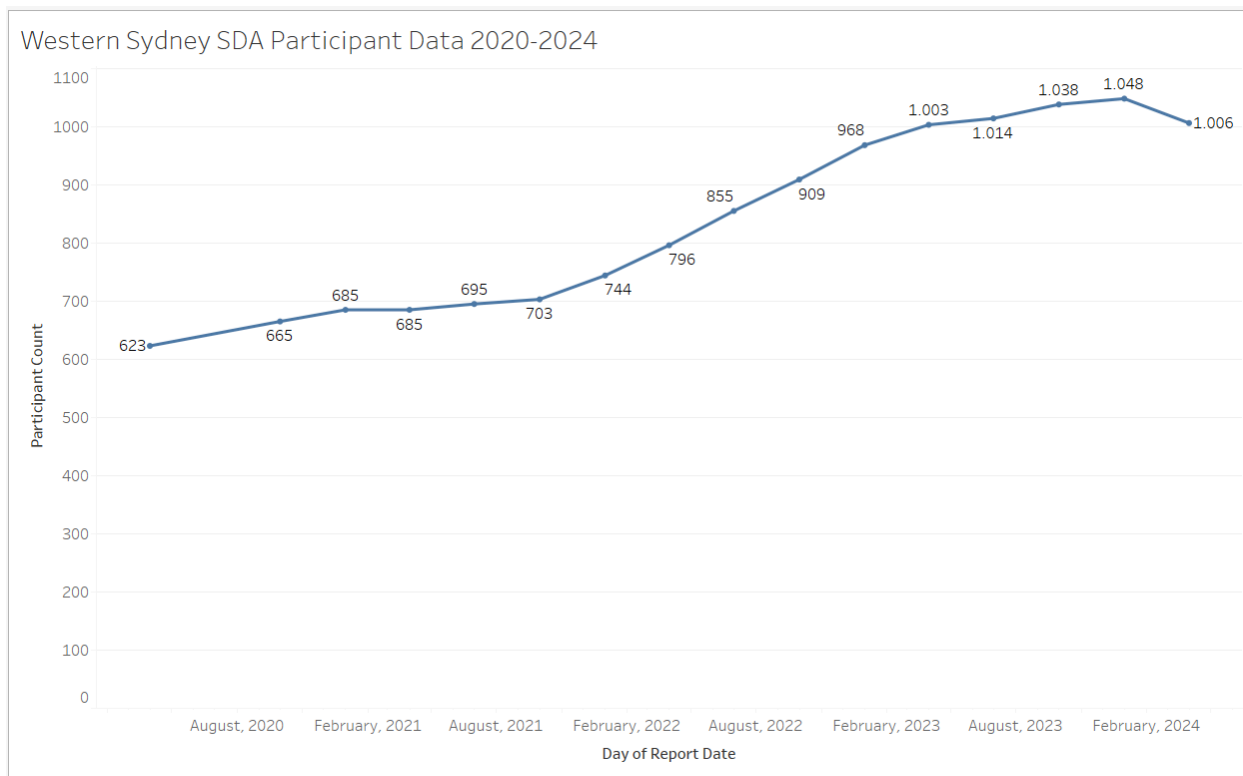


Figure 1 : Western Sydney SDA Participant Data 2020-2024



SDA Participant Data YoY Growth

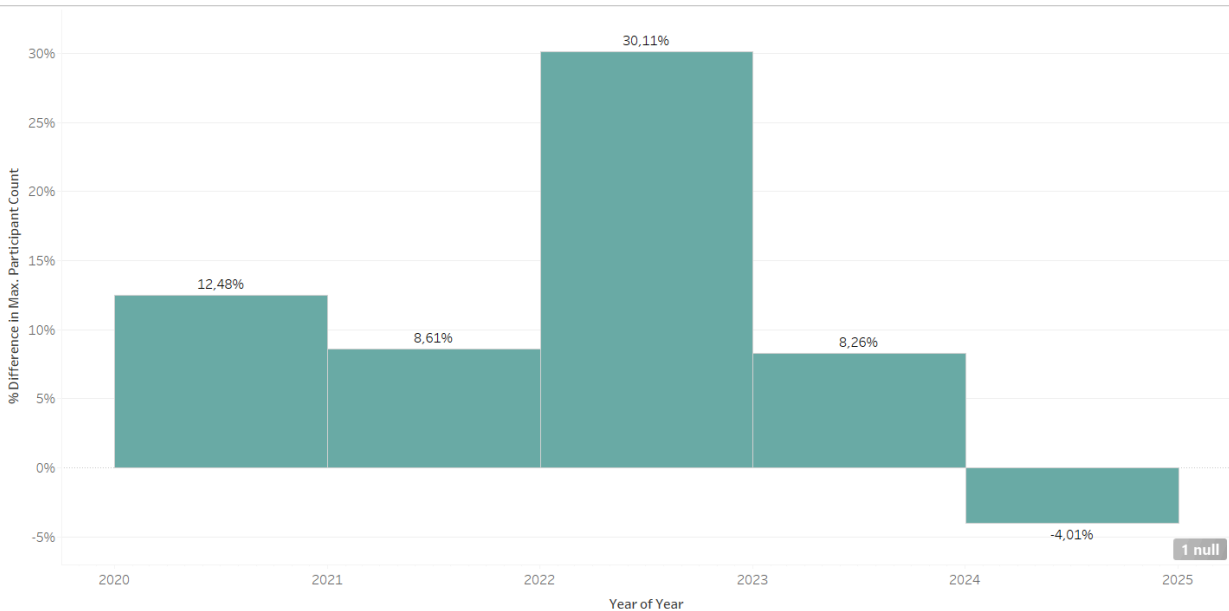


Figure 2 : Year of Year growth Western Sydney SDA Participant 2020-2024

General Trend Analysis:

- There is a clear upward trend in the number of participants from March 2019 to March 2024.
- The participant count increased from 589 in March 2019 to 1006 in March 2024.

Year-over-Year Growth:

- The participant count shows significant year-over-year growth. For instance:
 - From March 2019 (589 participants) to March 2020 (623 participants), an increase of 34 participants (5.77% increase).
 - From March 2020 (623 participants) to March 2021 (685 participants), an increase of 62 participants (9.95% increase).
 - From March 2021 (685 participants) to March 2022 (796 participants), an increase of 111 participants (16.2% increase).
 - From March 2022 (796 participants) to March 2023 (1003 participants), an increase of 207 participants (26% increase).
 - From December 2023 (1048 participants) to March 2024 (1006 participants), a small decrease of 42 participants (4.01% decrease).

Quarterly Variations:



- There are noticeable quarterly variations in participant counts. For instance, the increase from December 2022 (968 participants) to March 2023 (1003 participants) is substantial.
- Some quarters show higher growth rates than others, indicating periods of accelerated participant onboarding.

Seasonal Patterns:

- While there is a general upward trend, some specific quarters exhibit stronger growth. The increase from December 2020 (685 participants) to March 2021 (685 participants) was stagnant, but subsequent quarters show growth.
- This could suggest seasonal influences or specific events impacting participant counts during certain periods.

Recent Stability:

- The most recent data points (from December 2023 to March 2024) show relatively stable participant counts with only a slight decrease. This might indicate that the participant base is reaching a plateau or that the growth rate is stabilizing after a period of rapid increase.

Cumulative Growth:

- The cumulative growth from March 2019 to March 2024 is substantial, with the participant count increasing by 417 participants over this period, representing a cumulative growth rate of approximately 70.8%.

SDA Demand Data for Schofields



SA3 Area	Participants with SDA funding, SDA in use	Participants with SDA funding, SDA not in use	Participants with SDA funding	Additional Participants eligible for SDA	Total participants with SDA funding or an SDA need
Blacktown, NSW	140	30	170	5	175
Blacktown - North, NSW	117	39	156	6	162

Table 2 : SDA Demand for Blacktown

Schofield SDA demand is included in the Blacktown area. Currently, with the data, there are 30 participant demanding an SDA in Blacktown.

SA4 Region	Improved Liveability	High Physical Support	Robust	Fully Accessible	Multi-Design Category	Total
NSW - Sydney - Blacktown	10	44	1	13	0	130

Table 3 : Number of Enrolled SDA Dwellings In Blacktown and Design Category as of 31 March 2024 (excluding in-kind arrangements)

Distribution of Enrolled SDA Dwellings:



- **Dominance of Basic Design Category:** Basic SDA dwellings constitute the majority with 62 out of 130 enrolled dwellings (47.7%). This indicates a high prevalence of basic accommodations in the existing market.
- **High Physical Support:** With 44 dwellings (33.8%), this category is the second most common, reflecting significant demand for more intensive support accommodations.
- **Low Representation of Robust Design:** Only 1 dwelling (0.8%) is categorized as Robust, suggesting either lower demand or an underdeveloped segment.
- **Moderate Presence of Fully Accessible Dwellings:** 13 dwellings (10%) indicate a notable but limited presence.
- **Minimal Multi-Design Category Dwellings:** There are no enrolled Multi-Design Category dwellings, highlighting a potential gap in the market.

Region	Improved Liveability	High Physical Support	Robust	Fully Accessible	Multi-Design Category	Total
NSW - Sydney - Blacktown	10	49	19	1	1	80

Table 4: Number of Unfinished (Unenrolled) New Build SDA Dwellings by Design Category as of 31 March 2024

Insight of Unfinished SDA Dwellings:

- **High Physical Support Leads New Builds:** The majority of unfinished SDA dwellings are in the High Physical Support category, with 49 out of 80 (61.3%). This suggests a strong future focus on meeting high support needs.
- **Increased Robust Design Development:** There are 19 unfinished Robust dwellings (23.8%), indicating an anticipated growth in this segment.
- **Stable Improved Liveability Category:** Both enrolled and unfinished dwellings have 10 each, showing consistent demand.
- **Emerging Multi-Design Category:** With 1 new Multi-Design dwelling, there is a small but emerging interest in versatile accommodations.

Location	Building Type	Design	OOA	Fire	Annual Income	Annual
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		Category		Sprinkler	per Participant	Income per Year
58 Westminster St Schofields NSW	3 Resident House	Improved Liveability	no	no	\$ 54,621.00	\$ 163,863.00
58 Westminster St Schofields NSW	3 Resident House	Fully Accessible	no	no	\$ 55,843.00	\$ 167,529.00
58 Westminster St Schofields NSW	3 Resident House	Robust	no	no	\$ 59,471.00	\$ 178,413.00
58 Westminster St Schofields NSW	3 Resident House	Robust with Breakout Room	no	no	\$ 63,186.00	\$ 189,558.00
58 Westminster St Schofields NSW	3 Resident House	High Physical Support	no	no	\$ 63,935.00	\$ 191,805.00

Table 5: SDA Price calculator for 3 Resident House with no onsite-overnight assistance (OOA) and no Fire Sprinkler

SDA Price Analysis

Annual Income Comparison:

- The property with High Physical Support design category yields the highest annual income per participant (\$63,935.00) and per property (\$191,805.00).
- The Robust with Breakout Room design category is the second highest, with an annual income per participant of \$63,186.00 and per property of \$189,558.00.
- Improved Liveability yields the lowest annual income per participant (\$54,621.00) and per property (\$163,863.00).

Income Increase by Design Category:

- Fully Accessible design offers slightly more income than Improved Liveability, providing an additional \$1,222.00 per participant annually, translating to \$3,666.00 more per property annually.
- The Robust design category increases income significantly compared to Fully Accessible, offering an additional \$3,628.00 per participant annually and \$10,884.00 more per property annually.
- Upgrading from Robust to Robust with Breakout Room adds an extra \$3,715.00 per participant annually, resulting in \$11,145.00 more per property annually.



- The highest upgrade from Robust with Breakout Room to High Physical Support results in an additional \$749.00 per participant annually and \$2,247.00 more per property annually.

Return on Investment (ROI):

- Investing in design upgrades from Improved Liveability to High Physical Support shows substantial increases in annual income.
- The incremental investment required for each design upgrade can be justified by the corresponding increase in annual income per property

Strategic Recommendations for SDA Property Development in Schofields

1. Focus on Underrepresented Categories:

- Fully Accessible and Basic: These categories have the lowest number of enrolled dwellings (Fully Accessible: 1, Basic: 0). Developing properties in these categories could meet an unmet demand and reduce competition.
- Multi-Design Category: With only 1 enrolled dwelling, there is an opportunity to offer more flexible accommodation options.

2. High Physical Support and Improved Liveability:

- High Physical Support: Although there are already a significant number of dwellings (49 enrolled, 44 unfinished), the continued high demand suggests this remains a lucrative category. The drawback of this property would be the high competition around the market which leads to a greater risk for an investor.
- Improved Liveability: With 10 enrolled and 10 unfinished dwellings, this category shows moderate demand. It offers a balance between investment and potential returns. The drawback would be that improved liveability yields the least annual income compared to the other design.



SIL Participation Data 2020-2024

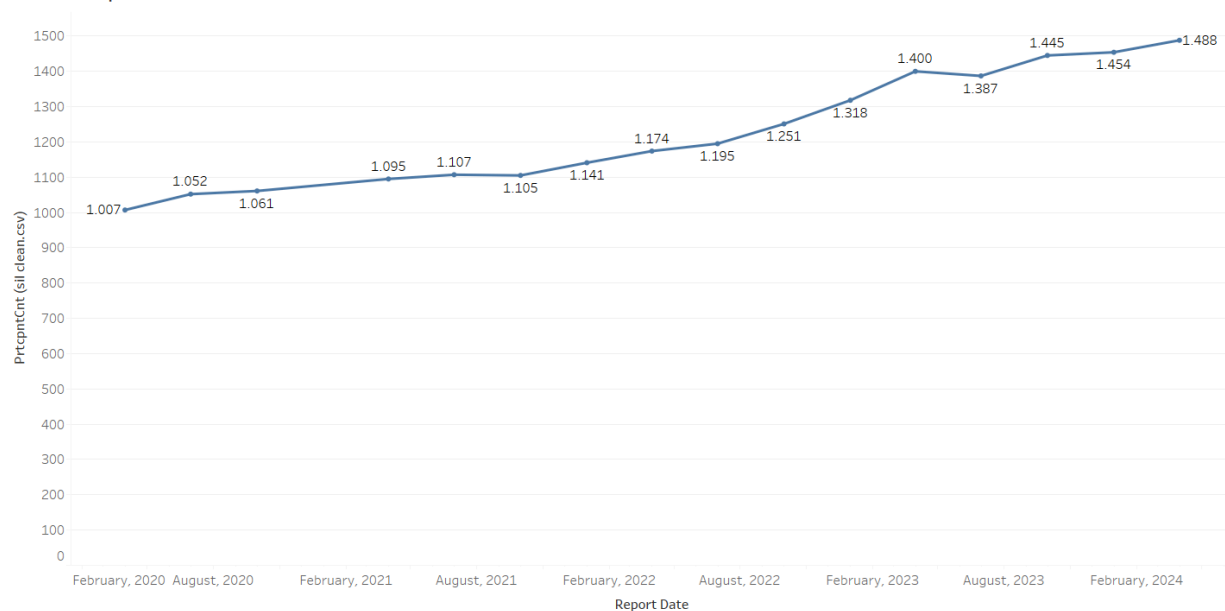


Figure 3 : Western Sydney SIL Participant Data 2020-2024

SIL YOY Growth

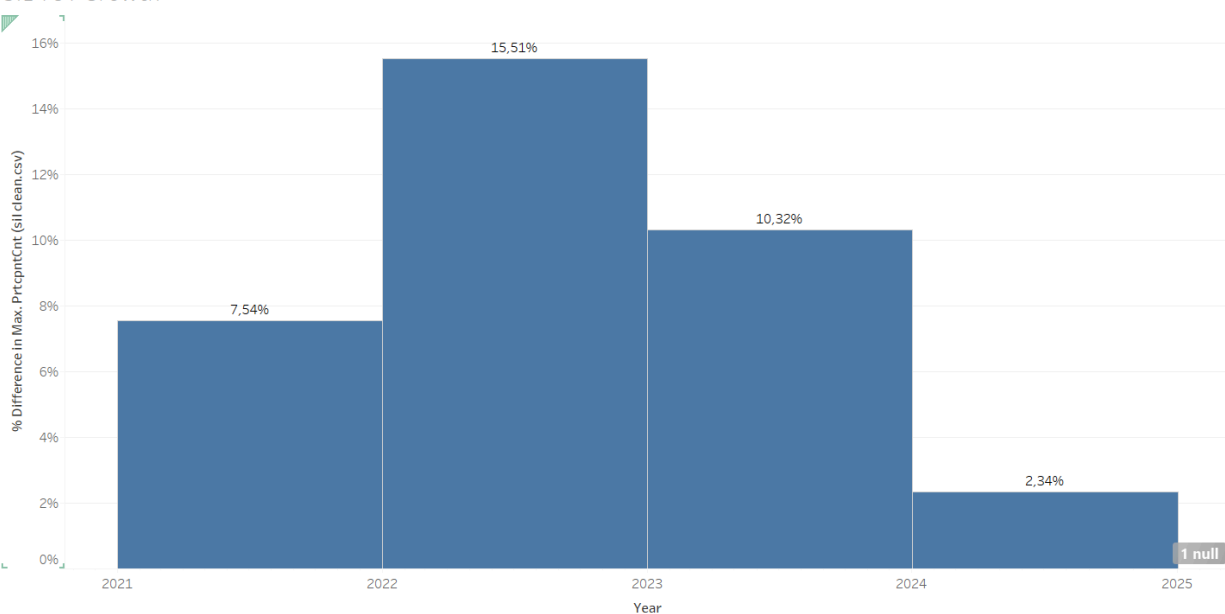


Figure 4 : Year of Year growth Western Sydney SIL Participant 2020-2024

Trend Analysis



Overall Growth:

- There is a clear upward trend in the number of participants from March 2019 (881 participants) to March 2024 (1488 participants).
- The participant count has increased by 607 participants over this five-year period, which represents a significant increase in demand for SIL services.

Year-over-Year Growth:

- **2019 to 2020:**

From March 2019 (881 participants) to March 2020 (1007 participants), there is an increase of 126 participants (14.3% increase).

- **2020 to 2021:**

From March 2020 (1007 participants) to March 2021 (1095 participants), there is an increase of 88 participants (8.7% increase).

- **2021 to 2022:**

From March 2021 (1095 participants) to March 2022 (1174 participants), there is an increase of 79 participants (7.2% increase).

- **2022 to 2023:**

From March 2022 (1174 participants) to March 2023 (1400 participants), there is an increase of 226 participants (19.2% increase).

- **2023 to 2024:**

From December 2023 (1454 participants) to March 2024 (1488 participants), there is an increase of 34 participants (2.3% increase).

Quarterly Changes:

- **Recent Year (2023-2024):**

From December 2023 (1454 participants) to March 2024 (1488 participants), there is an increase of 34 participants (2.3% increase).



- **Previous Year (2022-2023):**

From December 2022 (1318 participants) to March 2023 (1400 participants), there is an increase of 82 participants (6.2% increase).

Quarterly changes often show increases, but the rate of increase varies, suggesting fluctuating demand or external factors influencing participant enrollment.

Seasonal Patterns:

- **End of Year Peaks:**

The participant counts tend to be higher in December compared to the earlier months of the year, indicating a possible trend where more participants join towards the end of the year.

- **Mid-Year Growth:**

There are consistent increases from June to September quarters, suggesting mid-year growth periods

SIL PROVIDER in SCHOFIELDS

Schofields, NSW 2762, is currently served by 46 providers with local offices, as well as 64 providers within a 5-kilometer radius. These providers are registered to provide assistance with daily life tasks in group or shared living arrangements and are currently operational. The presence of 110 active providers close to Schofields indicates a strong support network for Supported Independent Living (SIL) services. This extensive provider base shows that the region is well-prepared to address the different demands of those who require daily living help. The large number of active providers also suggests a competitive market, which might benefit participants owing to the range of offered services and the possibility of individualized care alternatives.

For the list of SIL providers, please refer to appendix 3.

Appendix



Appendix 1 : SDA Participant Data 2019-2024 Western Sydney, NSW

Report Date	State	Service District	Participation Count
31 March 2024	NSW	Western Sydney	1006
31 December 2023	NSW	Western Sydney	1048
30 September 2023	NSW	Western Sydney	1038
30 June 2023	NSW	Western Sydney	1014
31 March 2023	NSW	Western Sydney	1003
31 December 2022	NSW	Western Sydney	968
30 September 2022	NSW	Western Sydney	909
30 June 2022	NSW	Western Sydney	855
31 March 2022	NSW	Western Sydney	796
31 December 2021	NSW	Western Sydney	744
30 September 2021	NSW	Western Sydney	703
30 June 2021	NSW	Western Sydney	695
31 March 2021	NSW	Western Sydney	685
31 December 2020	NSW	Western Sydney	685
30 September 2020	NSW	Western Sydney	665
31 March 2020	NSW	Western Sydney	623
31 December 2019	NSW	Western Sydney	609
30 September 2019	NSW	Western Sydney	587
30 June 2019	NSW	Western Sydney	600
31 March 2019	NSW	Western Sydney	589

Appendix 2: SIL Participant Data 2019-2024 Western Sydney, NSW



Report Date	State	Service District	Participant Count
31-Mar-24	NSW	Western Sydney	1488
31-Dec-23	NSW	Western Sydney	1454
30-Sep-23	NSW	Western Sydney	1445
30-Jun-23	NSW	Western Sydney	1387
31-Mar-23	NSW	Western Sydney	1400
31-Dec-22	NSW	Western Sydney	1318
30-Sep-22	NSW	Western Sydney	1251
30-Jun-22	NSW	Western Sydney	1195
31-Mar-22	NSW	Western Sydney	1174
31-Dec-21	NSW	Western Sydney	1141
30-Sep-21	NSW	Western Sydney	1105
30-Jun-21	NSW	Western Sydney	1107
31-Mar-21	NSW	Western Sydney	1095
30-Sep-20	NSW	Western Sydney	1061
30-Jun-20	NSW	Western Sydney	1052
31-Mar-20	NSW	Western Sydney	1007
31-Dec-19	NSW	Western Sydney	993
30-Sep-19	NSW	Western Sydney	939
30-Jun-19	NSW	Western Sydney	915
31-Mar-19	NSW	Western Sydney	881

Appendix 3 : SIL Provider in Schofields area

https://drive.google.com/file/d/1DXhV5OCU2TEhzNwAcS3U71_5TLVHAK9F/view?usp=sharing