



Policy

Housing Tasmania Sales Policy

Policy Intent

Housing Tasmania manages the public housing rental portfolio within an asset management framework of best practice according to the housing needs of tenants and the Tasmanian Government.

Sale of properties supports renewal of the general portfolio and growth in affordable home ownership by:

- 1 Selling suitable homes to lower to middle income earning tenants which assists public housing tenants transition into home ownership, when appropriate
- 2 Supplying homes for sale into the private real estate market which increases the supply of affordable homes available for purchase
- 3 Maximising the performance of the public housing rental portfolio by
 - Leveraging high value stock and stock used for other than public housing purposes
 - Disposing of low performing stock, which is defined with reference to demand, age and condition.
- 4 Ensuring that when properties are sold Housing Tasmania secures value for money in accord with government policy relating to asset sales.

Application

To provide direction and advice to Housing Tasmania's staff, tenants and the community.

Treasury Instruction No 1301 informs operational policy for disposal of real assets.

This policy has been developed in the context of the current economic, political and social conditions affecting Tasmania and specifically the public housing portfolio, in the context of the National Housing agenda and best practice within social housing authorities.

Properties likely to be approved for sale

- 1 The Director of Housing may deem any property available for sale.
- 2 Homes where estimated repair and maintenance work to bring the property to minimum standard exceeds \$25 000 may be made available for sale depending on the outcome of a business case review undertaken by Manager Contracts Unit and with recommendation to



the Manager Housing Operations

- 3 While there is no obligation for Housing Tasmania to sell a property to a sitting tenant, a property will generally be approved for sale if:
 - It is affordable to tenants
 - It has a separate title
 - It is not required for future redevelopment
 - It does not form part of a wider community development project and
 - Its sale is consistent with the strategic direction of the current Strategic Asset Management Plan (SAMP).
- 4 The current SAMP supports the sale of houses (generally 3 bed homes) in public housing estate areas where the Director of Housing maintains a high level of ownership, such as Bridgewater, Gagebrook, Shorewell, Ravenswood and Clarence Plains. (see attachment)

Properties not likely to be approved for sale

- 1 Usually, properties which are not fully owned by the Director of Housing are excluded from sale.
- 2 Properties without separate title are excluded from sale. This property type may include individual cottages, villas, townhouses, or elderly persons units.
- 3 Individual properties that may provide opportunity for increased development on the site are generally excluded from sale..
- 4 Strata titled units in Strata Plans where the Director of Housing has full ownership of all the strata titled units are excluded from sale, unless the whole site is sold.
- 5 Houses on sites that are suitable for higher density housing or already designated as future development sites, are not available for sale.
- 6 Houses where public housing residential density is less than fifteen per cent are usually not available for sale. An exception may be made where the tenant wishing to purchase the home is a long term tenant, of more than fifteen years. Attachment I provides data on density by suburb.
- 7 Houses with disability access are generally excluded from sale.

Legal and Policy Framework

This Policy adheres to the Homes Act 1935, the Housing Tasmania Strategic Asset Management Plan 2009-2013 and replaces the Revised Sales Policy 2008 approved by the Minister in that year.

Exemptions

None



Responsibilities/ Delegations

Decisions on the sale of Housing Tasmania's properties are the responsibility of the Director of Housing. The Director of Housing delegates responsibility for dwelling sales to the Manager Compliance and Support (Housing Tasmania).

Disclaimer

This is a statewide policy and must not be re-interpreted so that subordinate policies exist. Should discrete operational differences exist, these should be expressed in the form of an operating procedure or protocol that must be approved at the same level as this policy.

Audit and Compliance

Failure to comply with this policy, without providing a good reason for doing so, may lead to disciplinary action.

Compliance with this policy is monitored by the Manager Housing Operations, through the delegated Area Managers.

Procedures and Forms

Glossary

Policy Title and Version	Housing Tasmania Sales Policy version 1.0
Effective Date	1 February 2012
Review Date	1 October 2013
Document Number	P2011/0895-001
Replaces Document Number	N/A
Custodian	Housing Tasmania, Asset Planning and Policy
Approved by	Manager Housing Strategy



Housing Tasmania Sales Policy Attachment I

Public Housing Density by Suburb February 2012

(based on Australian Bureau of Statistics 2006 Census of Population and Housing, B31 Dwelling Structure table)

Alanvale/Mayfield	31.1%	Claremont	9.2%
Austins Ferry	3.3%	Clarendon Vale	49.5%
Beaconsfield	6.0%	Colebrook	1.5%
Beauty Point	0.4%	Conara	5.3%
Bellerive	6.8%	Cooee	1.7%
Berriedale	2.3%	Cressy	0.8%
Bicheno	2.4%	Currie	3.5%
Blackmans Bay	2.0%	Cygnets	6.8%
Bothwell	1.3%	Deloraine	6.3%
Branxholm	2.2%	Devonport	12.0%
Breadalbane	1.1%	East Devonport	22.5%
Bridgewater	40.0%	East Launceston/Elphin	3.0%
Bridport	0.5%	Evandale	1.6%
Brighton	0.3%	Exeter	2.8%
Burnie	5.1%	Fingal	8.7%
Campania	0.7%	Gagebrook	57.3%
Campbell Town	4.7%	Geeveston	3.0%
Carrick	0.6%	Geilston Bay	5.4%
Chigwell	32.2%	George Town	15.2%



Glenorchy	13.2%	Moonah	2.9%
Goodwood	33.3%	Mornington	13.3%
Granton	0.2%	Mount Nelson	3.9%
Hadspen	1.9%	Mount Stuart	0.1%
Hobart	13.9%	Mowbray	8.6%
Howrah	2.1%	New Norfolk	11.4%
Huntingfield	4.5%	New Town	11.7%
Huonville	4.6%	Newnham	6.3%
Inveresk/Invermay	14.4%	Newstead	0.4%
Kempton	8.8%	North Hobart	12.2%
Kings Meadows	6.7%	Norwood	1.1%
Kingston	7.9%	Oatlands	3.1%
Lady Barron	3.5%	Old Beach	0.4%
Latrobe	7.6%	Orford	0.8%
Launceston	8.9%	Ouse	8.5%
Legana	0.3%	Parattah	2.3%
Lenah Valley	2.7%	Park Grove	0.1%
Lilydale	0.9%	Penguin	5.4%
Lindisfarne	1.4%	Perth	2.5%
Longford	6.8%	Port Sorell	0.1%
Longley	0.9%	Prospect	1.2%
Lutana	7.0%	Prospect Vale	6.2%
Margate	0.8%	Punchbowl	13.6%
Miandetta	0.2%	Queenstown	1.8%
Midway Point	2.4%	Railton	2.9%
Montagu Bay	11.5%	Ravenswood	34.4%
Montrose	1.3%	Richmond	0.9%



Ridgley	0.7%	St Marys	8.6%
Ringarooma	1.4%	Stanley	6.1%
Risdon Vale	14.5%	Strahan	2.6%
Riverside	3.3%	Sulphur Creek	0.6%
Rocherlea	63.5%	Summerhill	7.0%
Rokeby	22.8%	Swansea	1.3%
Rose Bay	3.4%	Taroona	1.6%
Rosebery	0.5%	Tranmere	0.8%
Rosetta	7.6%	Trevallyn	0.9%
Rosny	2.6%	Triabunna	4.2%
Sandy Bay	0.6%	Ulverstone	8.0%
Scottsdale	6.3%	Warrane	28.5%
Shearwater	0.6%	Waverley	24.2%
Sheffield	4.0%	West Hobart	1.2%
Shorewell Park	45.8%	West Launceston	3.3%
Smithton	6.6%	West Moonah	14.2%
Snug	0.3%	West Ulverstone	12.1%
Somerset	7.2%	Westbury	3.0%
Sorell	10.8%	Whitemark	5.6%
South Hobart	4.7%	Winnaleah	3.9%
South Launceston	0.9%	Wynyard	10.9%
Spreyton	3.4%	Youngtown	2.7%
St Helens	5.2%	Zeehan	1.9%
St Leonards	2.4%		