



NDIS SDA

NATIONAL DISABILITY INSURANCE SCHEME
SPECIALIST DISABILITY ACCOMMODATION

Darren Laudenbach



- 30 Years as a Financial Planner
- Licensed Real Estate Agent
- 100's of Property Education Workshops
- Trained the Experts
- Owner of property, shares and a few businesses
- Published Author



The information in this presentation does not constitute financial advice. You should seek financial advice from an industry professional in relation to your personal situation

PROPERTY CASH FLOW



What is ?

- National Disability Insurance Scheme
- Total funding for the NDIS will reach \$166.6 billion over 4 years. (Oct 22/23 Budget)
- NDIS is an Australian Federal Government initiative that started in 2013, with the support of all the major political parties.
- The NDIS SDA funding is to encourage property investors and institutions to build more disabled-centric homes.
- There are around 4.3 million Australians who have a disability.
- NDIS will provide funding to an estimated 500,000 Australians who have permanent and significant disabilities.

What is SDA

- Specialist Disability Accommodation (SDA)
- Specialist Disability Housing is designed specifically for those with high level care needs to assist with the transition out of nursing homes, rehab facilities, hospitals and ageing parents homes.
- SDA dwellings have accessible features to help residents live more independently and allow other supports to be delivered better or more safely.
- Eligible SDA Participants must have an extreme functional impairment or very high support needs and meet the specialist disability accommodation needs requirement and the NDIS funding criteria.



How SDA Works with Participants



IDENTIFYING NEED
FOR NEW HOUSING



HOUSING PLAN
DEVELOPED



ASSESSED BY
NDIA



SEARCH FOR NEW
HOUSING



PARTICIPANTS PAYS
SDA PROVIDER
COMPONENT



NDIA MAKES PAYMENT
TO SDA PROVIDER



TENANCY AGREEMENT
WITH SDA PROVIDER



NEW HOME
CHOSEN



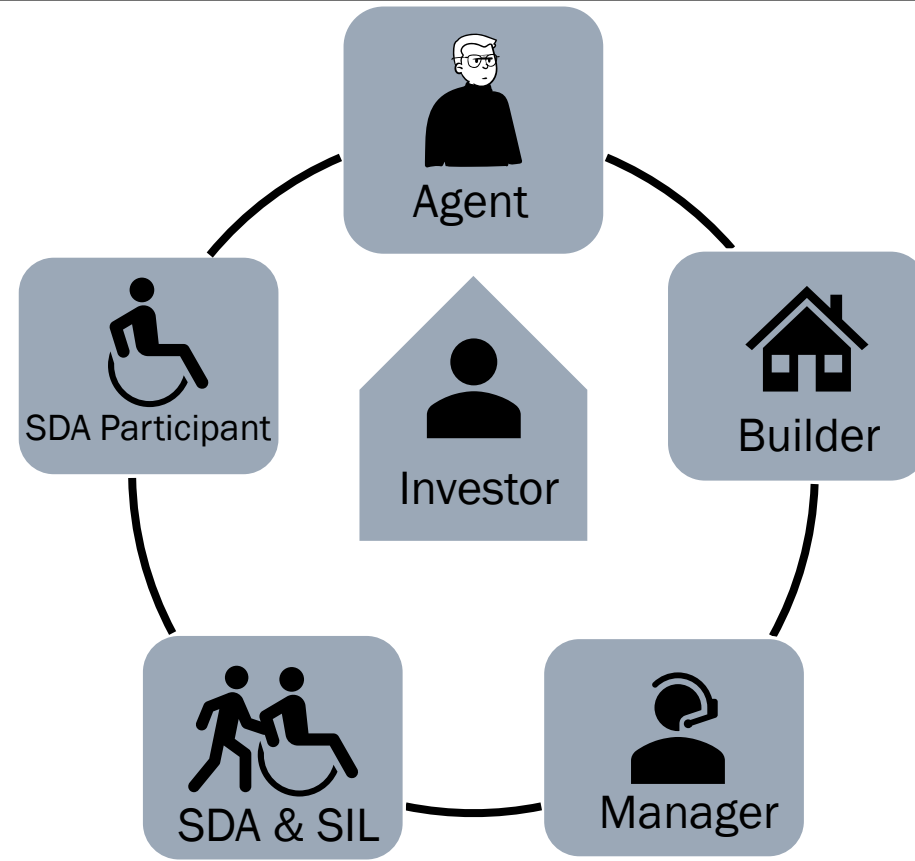
What is SDA Housing?

SDA helps to stimulate the private investor market to produce high quality, contemporary, accessible, well-designed housing for participants with SDA funding in their plan.

- The SDA Provider collects the SDA Funding and Participants Reasonable Rent Contributions
- The Landlord receives the rental less...
 - Placement & Documentation fees
 - SDA Management fees



Key Parties



What do SDA Providers Do?

An SDA provider is the landlord of an SDA enrolled dwelling and is responsible for:

- Receiving rent from SDA residents
- Arranging maintenance and repairs of SDA enrolled dwellings
- Upholding residential rights of SDA residents through compliance with the RTA



What do SIL Providers Do?

SIL providers are responsible to provide:

- Assistance with daily life tasks in a group or shared living environment
- Nurture participants' personal development and
- Connect them to the community
- Manage the roster of care
- Have a complex understanding of billing and payroll, service delivery and quality assurance.



NDIS Pre-Qualifying Criteria

- 1 FINANCE PRE-APPROVAL**
- 2 PURCHASING BUDGET**
- 3 FUNDS FOR DEPOSIT**
- 4 COMPLIANCE FEE**
- 5 CASH FLOW ANALYSIS**
- 6 CHOSEN LEGAL REPRESENTATIVE**
- 7 CHOSEN FLOOR PLAN**
- 8 LAND TITLE TIME FRAME**
- 9 CONTRACT REQUIREMENTS**
- 10 SATISFIED ALL QUERIES**



Finance Requirements

How many lenders have a NDIS product?

- There are numerous specific NDIS specialist Loan products

Commercial Valuations

- Your valuation must be done via a commercial valuation rather than a residential valuation.



Finance Requirements

Interest Rates

- Specialised NDIS product rates during construction and once complete

Fee loading during Construction based on LVR's

- Loan to Value Ratio's (LVR's) for NDIS product range from 70%-90%



Lender Cash Flow Evidence

Rental Appraisals for Purchaser/Lender/Valuer

- Prepared by an SDA Provider
- States the compliance and classification of the SDA home design
- States the number and classifications of participant bedrooms the home provides.
- Provides the anticipated allowance for the classification of the participants in the home.
- **NOTE:** Rental Appraisals are for the **maximum amount** of income that can be achieved (not including participant loadings)
- Head Leases can be organised for the Investor if required for lending purposes.



SDA Price (Rental) Calculations

Specialist Disability Accommodation SDA Price Calculator 2023-24 - New Builds LAST UPDATED: 11/07/2023

This SDA Price Calculator is provided for information only. The Commonwealth and the National Disability Insurance Agency accept no liability to any person for any loss, damage, cost or expense suffered as a result of any use of or reliance on any of the information. The information in this document may change, is not advice, and should not be relied upon for any action or failure to act. The Commonwealth and the Agency accept no responsibility for the accuracy or completeness of the material contained in this SDA Price Calculator.

SDA ANNUAL INCOME

Was the Dwelling first enrolled as a New Build on or after 1 July 2023? Select one

Building Type Select one

Design Category Select one

With or without On-site Overnight Assistance (OOA) Select one

With or without Fire Sprinklers Select one

Were Input Tax Credits claimed for the GST paid on purchase cost of the dwelling? Select one

Annual Benchmark Price Calculated value

Location Select one

Location Factor Calculated value

Location Adjusted Annual Price Calculated value

Number of residents at full occupancy Calculated value

EXPECTED TOTAL ANNUAL INCOME (AT FULL OCCUPANCY)	ANNUAL SDA Amount	ANNUAL MRRC	ANNUAL Income (per participant)	ANNUAL Income (per room)	ANNUAL Income (per dwelling)
SDA Single (one SDA participant in a room)	\$79,722	\$10,912	\$90,634	\$90,634	\$181,268
SDA Share (one SDA Participant shares a room with a non-SDA participant)*	\$76,449	\$7,068	\$83,517	\$83,517	
*Rent for the non-SDA participant:					
Enter the amount of rent paid by the non-SDA participant (not regulated).					<input type="text" value="\$0.00"/>

Income | Annual Base Prices | Location Factors | MRRC | Version | +

Pricing is determined by the NDIA and the pricing spreadsheet is available at www.ndis.gov.au

Rental income includes...

- SDA Payment
- Reasonable Rental Contribution



Property Lease

Type of lease

- Residential tenancy lease
- Length of lease - Often 5x5x5 year options
- Government Commitment – 20 years
- Rent is paid monthly
- What if the tenant leaves during their lease term?
 - The NDIS income is continued to be paid for 90 days
 - Your SDA Provider aims to place another tenant in the home
 - No further placement or documentation fees for sourcing the new tenant are required to be paid.



Costs & Fees

PROPERTY COSTS

Land Vendor Holding Deposit	\$1,000
Upfront NDIS Access Living Fee	\$6,600
Commercial Valuation	\$2,500 - \$3,000
Land Deposit	5% of the Land Contract Price
Build Deposit	5% of the Build Contract Price
Furniture Pack (70% Homes)	\$6,500 - \$10,000

SDA PROVIDER FEES

Initial Documentation Fees	\$5,000 - \$9,000 per participant
Initial Placement Fees	
SDA Management Fees	Approx. 12%-15%
Landlords Insurance	Approx. \$2,000

NDIS Income may take up to 3 months to be received


NDIS All fees are approximates only and may vary between SDA providers or Insurance suppliers and type of tenants / home.



SDA Demand

SDA Demand is determined by...

1. NDIS data – see NDIS website (example below)
2. Local SIL & Service Providers

List of SDA Demand 

Ballarat, Victoria

Total Participants with SDA need: 272

Participants with identified SDA needs by status:

- In SDA dwelling: 178
- In SDA dwelling, seeking alternative: 80
- Not currently in SDA, seeking dwelling: 14

Participants seeking SDA by required SDA Design Category:

- Not Defined: 14
- Improved Liveability: 41
- High Physical: 17
- Robust: 8
- Fully Accessible: 14



Case Study

PRACTICAL COMPLETION	15/09/2023
ESTATE	JUNCTION VILLAGE
ADDRESS	211 Cacao Court, Junction Village, VIC 3977
FLOOR PLAN	ROSE (Hybrid)
TENANTED	\$155,144 (2 x FA)
APPROXIMATE PROVIDER FEES YEAR 1	\$40,871.60
APPROXIMATE PROVIDER FEES SUBSEQUENT YEARS	\$23,271.60
PACKAGE PRICE	\$946,800
NET RETURN FIRST YEAR	\$114,273.40
NET RETURN FIRST YEAR %	12.06%
NET RETURN SUBSEQUENT YEARS	\$131,872.40
NET RETURN SUBSEQUENT YEARS %	13.92%





5 Jevons St, Mambourin

Whilst every attempt has been made to ensure the accuracy of the floor plan contained here, measurements of doors, windows, rooms and any other items are approximate and no responsibility is taken for any error, omission, or mis-statement. This plan is for illustrative purposes only and should be used as such by any prospective purchaser. The services, systems and appliances shown have not been tested and no guarantee as to their operability or efficiency can be given.



What is the Purchase Process

1. Meet with Property Cash Flow adviser to determine suitability
2. Where required, arrange pre-approval for finance
3. Select a suitable property via Property Cash Flow
4. Pay holding deposit – normally \$1,000
5. Pay SDA Fee – approx. \$6,600
6. Land & Build Contracts are issued for review by conveyancer
7. Sign contracts and pay deposits – normally 5% of total land & build



Contact

Darren Laudenbach

NDIS SDA Expert

0419 692 974

darren@laudenbach.me

www.propertycashflow.com.au

