

# Concurrent 17: Head leasing programs

Rebecca Pinkstone

Session Sponsor  
**bridge**   
**housing** linking people  
to a better future





bridge  
housing

National Housing Conference  
Rebecca Pinkstone, CEO

# SNAPSHOT OF BRIDGE HOUSING



**\$61.1M**

Operating revenue



**\$293M**

Net Asset Value



**5,600+**

Residents



**81%**

Tenant  
satisfaction



**91**

Staff in  
2 offices



**21**

LGAs

**3,579**

Properties



# Operating context.



**645**  
properties



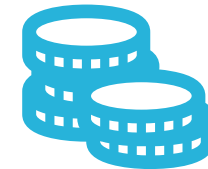
**409 agents and 98**  
direct owners



**43% increase**  
90 day 'no grounds'  
terminations



**56% properties rent**  
increased  
(27% in 2022)



**28% of new properties**  
rents are over median (4%  
in 2022)

# Pros

- ↑ Speed
- ↑ Flexibility
- ↑ Salt & pepper
- ↑ Individual response

# Cons

- ↓ Administration
- ↓ Discrimination
- ↓ Instability
- ↓ CHP as competitor?
- ↓ Value for money

# Opportunities for change.



**Impact & Institutional Investment**  
\$65M social impact deal  
90+ new units held for 10+ years

**Acquisition Program**  
185 social housing units via  
headlease funds, debt &  
grant funding