



Memorandum

To: Vineway Ltd

Cc: c/o Madeleine Wright

From: Adam Thompson

Date: 12 June 2025

Re: Delmore Local Centre Demand Assessment

This memo provides an assessment of local centre demand to determine the optimal size for the Delmore residential development.

The local centres within four comparable large masterplanned developments have been evaluated to provide a benchmark for the GFA (Gross Floor Area) and land demand for a local centre in Delmore. These include the Long Bay, Millwater, Hobsonville Point and Stonefields centres.

Figure 1 provides a summary table of centre GFA, land area and the population within each development. The main points to note are:

- Centres in comparable developments support between 0.4m² and 2.7m² of centre GFA per capita.
- Millwater and Stonefields are considered to be the most relevant benchmarks for Delmore, as these centres primarily service the needs of the immediate population, rather than a wider area.
- This indicates that a local centre in Delmore could support between 0.4m² and 0.9m² of centre GFA per capita. This is consistent with (or slightly above) Auckland's regional average of 0.5m² per capita of convenience retail floorspace.

Figure 1:
Large Masterplanned Development Centre Summary

| Masterplanned Development | Hobsonville Point | Millwater | Long Bay | Stonefields |
|------------------------------|-------------------|--------------|--------------|--------------|
| Retail GFA | 7,200 | 3,800 | 6,700 | 2,800 |
| Office GFA | 600 | - | 800 | - |
| Other GFA | 200 | - | 900 | 700 |
| Total GFA | 8,000 | 3,800 | 8,400 | 3,500 |
| Centre Land Area (ha) | 2.8 | 1.2 | 3.9 | 2.6 |
| Census 2023 Population | 12,200 | 9,300 | 3,140 | 3,950 |
| Centre GFA per Capita | 0.7 | 0.4 | 2.7 | 0.9 |

Source: Statistics NZ, Corelogic, Auckland Council, Development Websites



Assessment of Delmore & Ara Hills Local Centre Market Demand

Figure 2 provides an estimate of the Delmore and Ara Hills local centre demand and compares this to the planned local centre capacity in Ara Hills. The main points to note are:

- The Ara Hills local centre has an estimated land area of approximately 19,410m² (refer Figure 3).
- The Ara Hills local centre would yield an estimated GFA of circa 6,790m² based on a 35% net site coverage.
- The combined future population of Ara Hills and Delmore is estimated at 6,030 residents, based on an average household size of 3.1 persons per household.
- Based on this population, the planned Ara Hills local centre would supply approximately 1.1m² GFA per capita. This is above the typical ratio of 0.4m² - 0.9m².

Figure 2:
Delmore & Ara Hills Local Centre Demand Analysis

| | |
|--|------------|
| Ara Hills Centre Land Area (m ²) | 19,410 |
| GFA Yield Estimate (m ²)* | 6,790 |
| Future Population (Ara Hill + Delmore)** | 6,030 |
| GFA Yield / Capita (m²) | 1.1 |

*Estimated based on a 35% site coverage.

*Ara Hills (2,150) + Delmore (3,880) future residents.

Source: Statistics NZ, CoreLogic, UE

In addition to the main Ara Hills centre, the Delmore masterplan does include provision for a small centre in Stage 2, including 1-2 shops, perhaps a cafe/restaurant and/or dairy, and is adjacent to a children's playground or park area. This would potentially function as a destination.

Figure 3:
Ara Hills Masterplan



Source: AV Jennings

Conclusion & Recommendation

The planned Ara Hills local centre will enable 6,790m² of GFA. A centre of this size would typically support around 11,300 residents. By comparison, the total Ara Hills and Delmore population, on completion, is estimated to be 6,030. The planned Ara Hills centre is therefore slightly larger than required, to support the Ara Hills and Delmore population, and would likely support a wider area over time. The size of this centre is at the upper-end of the range for a local centre, and is larger in size than the centre in Millwater. It is optimally located at the entrance to the Ara Hills and Delmore developments.

The proposed small centre, of 1-2 shops, in Stage 2 of the Delmore masterplan, is considered to have market potential, to an extent as a destination, and would provide economic benefits.

Adam Thompson