

From: [REDACTED]
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Subject: Submission - Consultation: Accommodation pricing review
Date: Wednesday, 15 October 2025 9:23:01 PM
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Good evening,

[REDACTED]

We help over 1,000 new clients each year enter a nursing home, so see the significant strain the system is under.

The problem we have at the moment is that once a facility falls below 40% concessional ratio, they don't bother trying to get back up. Instead they stop taking concessional residents until they get close to their "regional ratio" – eg. 16% for Brisbane North. We have some facilities saying that they don't forecast being able to take a concessional resident for 2-3 years!

The bigger issue we have is that facilities are not building homes. If more homes were built, then there would be more places for concessionals to go. In the past 12 months in QLD we have seen significant consolidation/aggregation of the larger operators, and very little new builds;

- Vacenti sold to Estia
- Rockpool sold to Regis
- Even smaller operators – Forest Lake Lodge – sold to Opal.

I agree that aggregation will improve client outcomes – eg. Forest Lake Lodge were heavily criticised for their care governance during COVID – so getting them into a large sized group like Opal is a good thing.

However, the only groups capable of building new homes are allocating their capital to acquisition.

I feel a rule needs to be put in place – eg. For every 2 x beds you buy, you must build 1 x incremental bed ... that will force them to start being a bit more balanced with how they spend their capital in terms of new builds vs aggregation.

More than happy to help where-ever I can Details below.

Regards,



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