



10 LION ST, RANDWICK  
NSW 2031

GEOGRAPHIC ANALYSIS REPORT

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This report analyses **10 Lion St, Randwick NSW 2031**. BusiHealth rates this site as **not recommended** for clinic siting. This means the fundamentals are stacked against a new clinic at this site and other addresses are likely to offer a materially better risk-adjusted outcome.

## SUPPLY

**Severely oversupplied**

BusiHealth score -0.76

## DEMAND

**Below-average demand**

Demand score -0.27

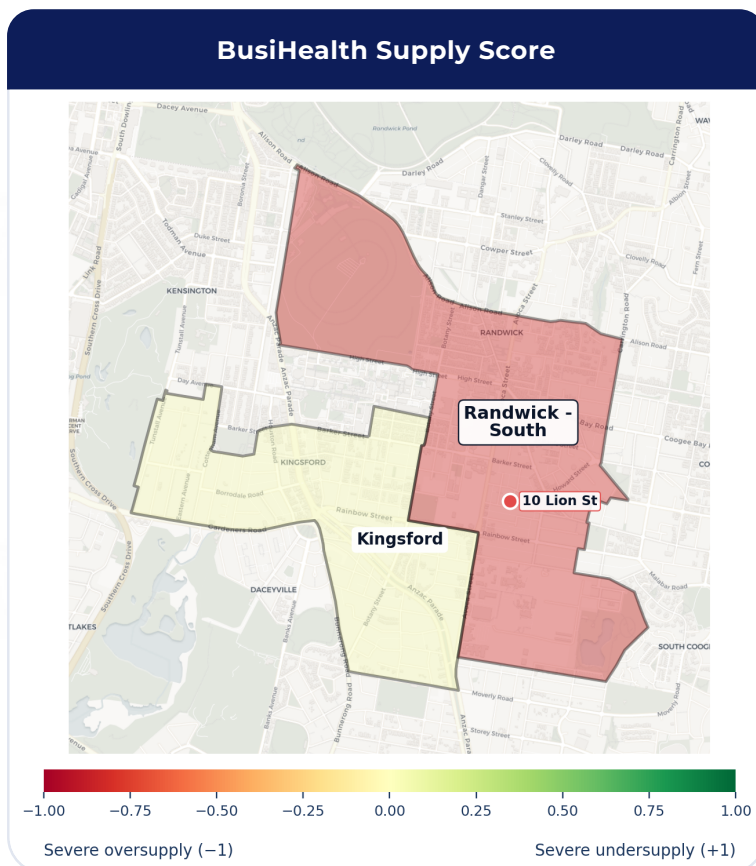
Every catchment in Greater Sydney is benchmarked on the same scale, from **-1** to **+1**. A higher **supply** score means there are fewer dentists serving the area than the demographics suggest the area needs, which is a stronger opportunity for a new clinic. A higher **demand** score means the underlying drivers of patient visits (patient population, household income, family composition, and population growth) are stronger than the Sydney average. A score near **0** on either scale means the catchment looks much like the rest of Greater Sydney.

The site at 10 Lion St, 'Randwick - South' presents significant challenges for establishing a new dental practice, given its **severely oversupplied** supply rating and **below-average demand** rating. This indicates that there are currently more dental practitioners than the local demographics support, suggesting a saturated market. The broader drive-time catchment around 'Randwick - South' has been factored into this supply assessment, indicating that competition is likely to remain high.

Demand factors reveal 5,708 dwellings, with only 14.9% being standalone houses, which limits the stability of the patient base. The median weekly income is \$2,450, indicating a strong capacity to pay for dental services, yet only 33% of families have dependent children, which may hinder routine dental visits. Given these dynamics, potential operators should consider acquiring an existing practice rather than pursuing a greenfield build, while lenders should closely monitor lease terms and market conditions before proceeding.



Map below shows the SA2 that contains the subject address (red dot). **Darker green** means stronger undersupply (opportunity); **darker red** means oversupply on the BusiHealth supply scale.



**BUSIHEALTH SUPPLY SCORE**

# -0.76

**Severely oversupplied**

Scale: **-1** oversupplied · **0** typical · **+1** undersupplied

The supply score for 'Randwick - South' is **-0.76**, categorising the area as severely oversupplied. This rating indicates that the local market is already well-served by existing dental practices, leaving little room for new entrants. Prospective operators should avoid establishing a new practice in this location, as the current saturation suggests limited growth potential.



## Service Gaps

The local dental services in 'Randwick - South' do not widely represent emergency and gum surgery services. This gap indicates potential areas for a practice to differentiate itself, should it choose to enter the market.

### 5-MINUTE RADIUS

Within a 5-minute drive, there are 37 local providers, averaging 2.31 practitioners each. This mix of multi-practitioner clinics and solo practitioners offers a moderate level of coverage, but the density suggests strong competition in the immediate area.

### 10-MINUTE RADIUS

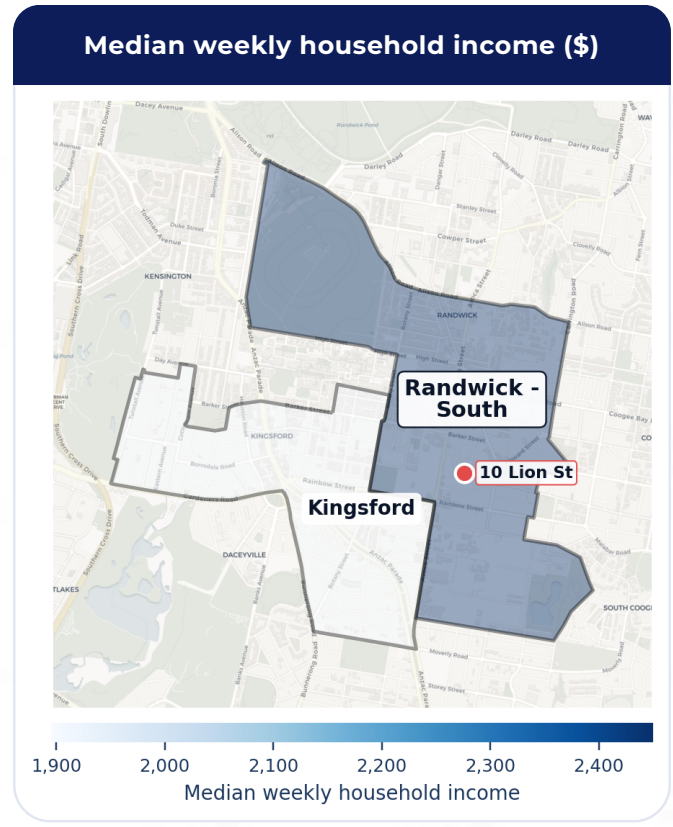
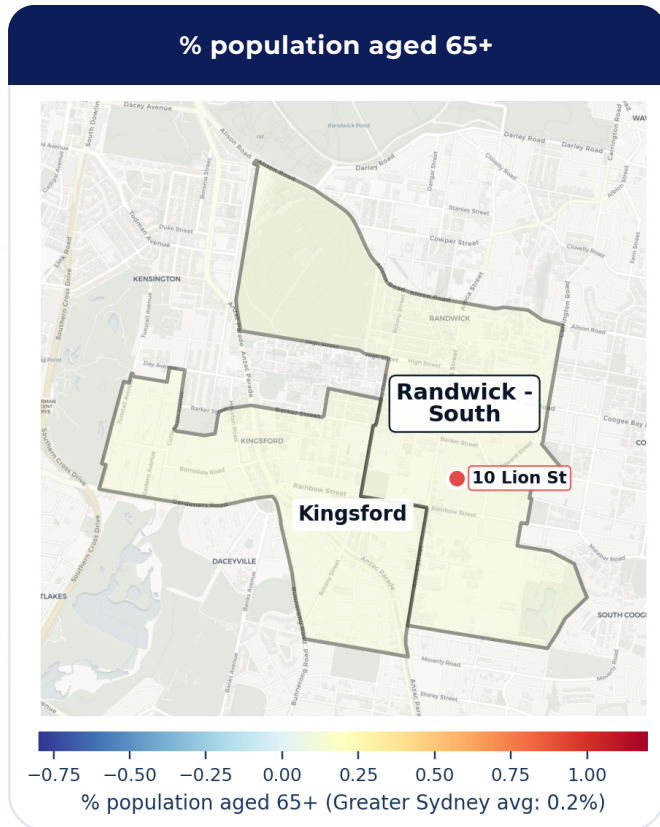
In a 10-minute drive, there are 62 local providers, averaging 2.15 practitioners each. This level of competition indicates a saturated market, making it challenging for new practices to establish a foothold.

**Key Details:** The analysis above identifies opportunities within the local competitive landscape. Service availability and practitioner capacity in the surrounding drive-time area are material factors in assessing whether new capacity can operate profitably and sustainably.



# DEMAND: AGE & INCOME

Population age structure is the single strongest predictor of healthcare demand. Household income shapes the level of discretionary health spend the catchment can support.



## 0.1% aged 65+

Greater Sydney avg: 0.2% · Australian median: 17.4%

The population aged 65 and over in 'Randwick - South' is only 0.1%, significantly lower than the Australian national median of 17.4%. This younger demographic suggests that dental visits may be driven more by family patterns than by chronic care needs.

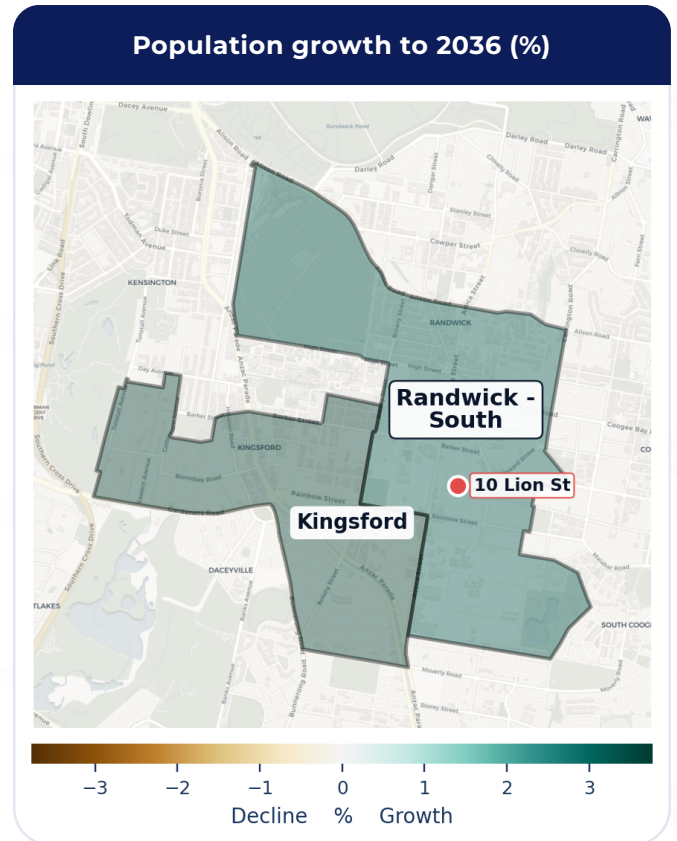
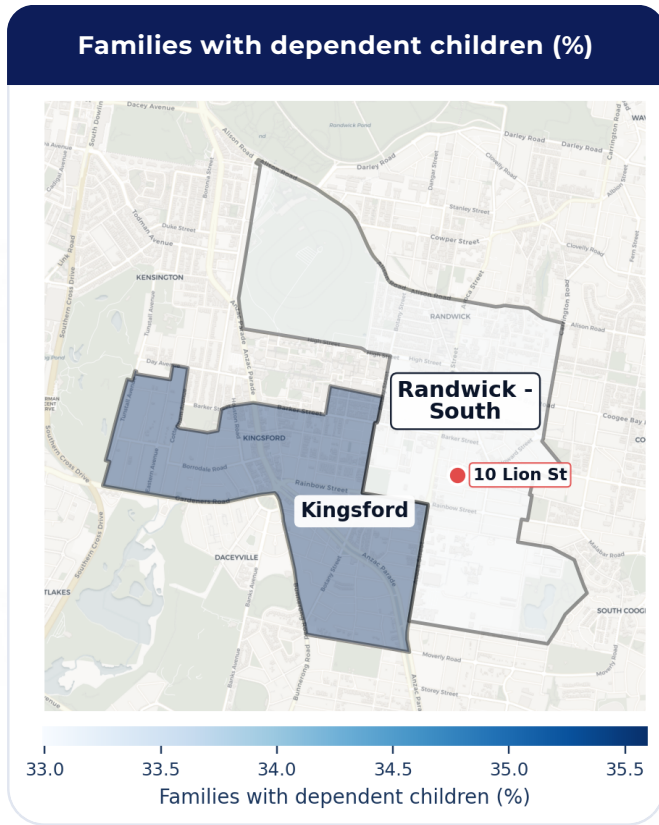
## \$2,450/week

Greater Sydney avg: \$2,176/week

The median weekly income in 'Randwick - South' is \$2,450, which is above the Greater Sydney average of \$2,176. This higher income level indicates a willingness to pay for cosmetic, orthodontic, and elective dental procedures.

An older population draws more chronic-care, preventative and specialist visits per capita. Higher income trends toward **premium service tiers** such as preventative care, imaging and specialist referrals.

Family composition and population trajectory determine the shape of demand: the patient base today and how that base evolves over a 10-year hold.



## 33.0% families w/ children

Greater Sydney avg: 37.9%

Approximately 33% of households in 'Randwick - South' have dependent children, which drives demand for routine dental care. This family composition suggests a potential for steady patient visits, although the overall demand rating remains below average.

## 13,545 → 13,995 (+3.3%)

Today → 2036 · Sydney avg today: 15,211

The population in 'Randwick - South' is projected to grow from 13,545 today to 13,995 by 2036, reflecting a modest growth rate of 3.3%. This limited growth suggests that any new practice may face challenges in expanding its patient base over a 10-year hold.



Family households with dependent children sustain routine **preventative-care engagement**, while a growing population compounds clinic throughput over a 10-year hold.

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This report is a **quick-look** snapshot of the supply and demand fundamentals at a single address. It is intended to help you screen sites efficiently before committing time to deeper review. From here you can:

1. **Run further searches.** Generate reports for other addresses you are weighing up and compare the supply and demand ratings side by side.
2. **Request a thorough review.** If an address looks promising and you want a full commercial assessment, get in touch with the BusiHealth team. We can extend this snapshot into a property landscape review, competitor analysis, and a feasibility model tailored to your operating plan.

**FOR A THOROUGH REVIEW CONTACT**

## **The BusiHealth Team**

ben@busihealth.com

busihealth.com



**BusiHealth** is a data-led, demand-driven business that partners with healthcare operators to deliver optimal financial outcomes. We provide business and property solutions across the whole business life cycle, from concept to opening day, partnering with you at every step.

Our team blends healthcare industry expertise with experienced commercial operators across data and strategic geographic site mapping, financial feasibility and business case modelling, site design and fit-out, and everything in between.

Our competitive advantage is connecting all the dots, from the operational and financial elements to leasing, planning, and development, to deliver a customer-centric offering for our clients. We pride ourselves on transparent, fact-based business cases that take the guess-work out of strategic growth decisions. Our services include:

- **Develop business cases for your practice**
- **Establish financial viability**
- **Undertake specific needs analysis**
- **Competition analysis**
- **Demographic analysis**
- **Site identification**
- **Site acquisition strategy**
- **Site vision**
- **Facility design**
- **Budget & fixed-price construction**
- **Planning and permit management**
- **Project management**
- **Leasing advocacy**
- **Complementary business partnership**
- **Sublease**

## The BusiHealth Workforce Index

Our proprietary measure of supply pressure in a catchment. We compare local practitioner capacity against the underlying demand drivers in the area and benchmark the result against every Greater Sydney catchment on a standardised scale.

## The BusiHealth Demand Review

Our read of each catchment across the factors most strongly correlated with healthcare demand: dwelling mix, household income, family composition, and population trajectory. Every factor is benchmarked against the Greater Sydney distribution and combined into a single demand rating on the same scale as supply.

## SA2 Catchments

Statistical Areas Level 2 (SA2s) are an Australian Bureau of Statistics geography designed to represent communities that interact together socially and economically. They sit in the middle of the Australian Statistical Geography Standard (ASGS), built up from smaller SA1s and grouped into larger SA3s, and typically carry a population of 3,000 to 25,000 (around 10,000 on average). SA2s are the smallest geography at which the ABS publishes most non-Census data, which makes them the natural unit for catchment-level demographic and supply analysis. Every figure in this report is computed at the SA2 level using the ABS 2021 SA2 boundaries (GDA2020).

Sources: ABS Census 2021, ABS SA2 boundaries (GDA2020), BusiHealth Clinic Database, NSW Government population projections.

