

DMF Model Comparison

Scenario 1: Aura villages

Operator earns 33% DMF on sale price.

Purchase price:	\$600,000
Stamp duty	\$0
Capital gains over 10 years @ 4.2% p.a. growth*	\$304,339
Total sale price after 10 years	\$904,339

Village operator earns:

Year 1: **7%**, Year 2: **7%**, Year 3: **7%**, Year 4: **7%**, Year 5: **5%**

33% of sale price (i.e. 33% x \$904,339)	\$298,432
Total earned by operator	\$298,432

Scenario 2: Other villages

Operator earns 35% DMF on purchase price PLUS 100% capital gains.

Purchase price:	\$600,000
Stamp duty	\$0
Capital gains over 10 years @ 4.2% p.a. growth*	\$304,339
Total sale price after 10 years	\$904,339

Village operator earns:

Year 1: **10%**, Year 2: **12%**, Year 3: **13%**

35% of \$600,000	\$210,000
PLUS 100% capital gains	\$304,339
Total earned by operator	\$514,339

OUTGOING RESIDENT RETURN:

67% of sale price
(i.e. 67% x \$904,339)
 \$605,907 |

Total return to the resident **\$605,907**

OUTGOING RESIDENT RETURN:

65% of purchase price
(i.e. 65% x \$600,000)
 \$390,000 |

Total return to the resident **\$390,000**

Other costs to consider: Aura villages

Yearly membership fee	N/A
Sales & marketing fees	\$0
Reinstatement/refurbishment	\$0
Legal fees	\$0
General services charges after 90 days (following vacant possession)	\$0

Other costs to consider: Other villages

Yearly membership fee	\$?
Sales & marketing fees	\$?
Reinstatement/refurbishment	\$?
Legal fees	\$?
General services charges after 90 days (following vacant possession)	\$?

*NB: Brisbane real estate growth averages 4.2% per annum - previous 7 year growth as per CoreLogic, August 2019.