

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



Financial Information

Buying an apartment in a retirement community is a little different than buying a typical residential property. At Aura, we believe in being clear, transparent and fair in our approach so we wanted to take a moment to provide detail about what your investment would look like at The Atrium Lutwyche.

When you are reviewing retirement living options, there are five key financial factors to consider:

1. Deposit – When securing your apartment at The Atrium Lutwyche, your only commitment is a \$5,000 fully-refundable deposit. This amount remains in a solicitor's trust account.

When you settle on your apartment, your deposit will be applied to the purchase price or refunded if you don't proceed with settlement.

At The Atrium Lutwyche, your apartment purchase can be subject to the sale of your existing home.
2. Purchase price/Lease premium – This is the price of the apartment that you are purchasing. The Atrium Lutwyche offers options from \$435,000 - \$1,500,000*.
3. General Services Charge (GSC) – Similar to Body Corporate fees, the GSC covers the cost associated with the lifestyle you enjoy at our village including maintenance of facilities, common areas and apartments, building insurance, common electricity, Council and water rates. Unlike Body Corporate fees no special levies can be raised.

Under the Retirement Villages legislation, Operators are not allowed to profit from the GSC.

You are still required to pay for your own water usage, electricity, phone and internet, and the contents insurance for your own apartment.

The GSC varies on the size of the apartment at The Atrium Lutwyche and ranges between \$125 - \$200 per week.*
4. Deferred Management Fee (DMF) – This fee is paid when you exit the village and helps to cover the cost of shared facilities, replacement of all capital items in the village, sales and marketing costs and reinstatement or refurbishment of your apartment when you leave.

Upon your departure, Aura also pays both your legal fees[#] and our own legal fees.
5. At The Atrium Lutwyche, we have a maximum 33% DMF accrued over 5 years.

Most importantly, at The Atrium Lutwyche, the DMF is calculated on the **sale price** of your apartment rather than the purchase price, meaning you benefit from the majority of capital gain your apartment accrues over time.

*Prices correct as at January 2020 #Up to \$1,100 as at 1st January 2020.