

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 Avenue Maroochydore.

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

1. Deposit – When securing your apartment at The Avenue Maroochydore, 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 Avenue Maroochydore, 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 Avenue Maroochydore offers options from \$460,000 - \$1,350,000*.

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 Avenue Maroochydore and ranges between \$120 - \$260 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 Avenue Maroochydore, we have a maximum 33% DMF accrued over 5 years.

Most importantly, at The Avenue Maroochydore, 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.

Scenario 1: Aura villages

Operator earns 33% DMF on sale price

Purchase price:	\$600,000
Stamp duty	\$0
Capital gains over 10 years @ 4.4% p.a. growth*	\$324,825
Total sale price after 10 years	\$924,825

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 \$924,825)	\$305,192
Total earned by operator	\$305,192

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 @ 4.4% p.a. growth*	\$324,825
Total sale price after 10 years	\$924,825

Village operator earns:

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

35% of \$600,000 PLUS 100% capital gains	\$210,000 \$324,825
Total earned by operator	\$534,825

OUTGOING RESIDENT RETURN:

67% of sale price
(i.e. 67% x \$924,825)

Total return to the resident \$619,633

OUTGOING RESIDENT RETURN:

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

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: Sunshine Coast real estate growth averages 4.4% per annum - previous 7 year growth as per CoreLogic, August 2019