



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 @ 2.9% p.a. growth*	\$200,039
Total sale price after 10 years	\$800,039

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 \$800,039)	\$264,013
Total earned by operator	\$264,013

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 @ 2.9% p.a. growth*	\$200,039
Total sale price after 10 years	\$800,039

Village operator earns:

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

35% of \$600,000 PLUS 100% capital gains	\$210,000 \$200,039
Total earned by operator	\$410,039

OUTGOING RESIDENT RETURN:

67% of sale price (i.e. 67% x \$800,039)	\$536,026
Total return to the resident	\$536,026

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: Toowoomba real estate growth averages 2.9% per annum - previous 7 year growth as per CoreLogic, August 2019.