

# How our new model works

When you choose Lifestyle Communities®, you're not just buying a home – you're unlocking a vibrant, low-maintenance lifestyle with built-in benefits and long-term value.

At Lifestyle Communities®, you buy your home outright and lease the land it sits on as part of our land lease model.

This guide explains **what you get, what you pay**, and the flexible ways you can choose to pay your **Management Fee** – helping you feel informed and confident from day one.

## What you pay

## What's included

### 01

#### Home price

The upfront cost to buy your home.



#### Your home

Your thoughtfully designed, low-maintenance home – owned outright, while you lease the land it sits on. Your home price also includes your share of the community infrastructure.



#### Lower entry price

Homes are typically 80–90% of the local median home price. Plus, because you lease the land, there's no stamp duty when you buy.

### 02

#### Site Fee

A fortnightly fee to lease the land your home sits on and access shared amenities. The Site Fee is also referred to as Rent in your Residential Site Agreement. Rent Assistance may be available if you receive the Age Pension or another eligible government payment.



#### 90-year land lease

Enjoy secure tenure over the land your home sits on, protected under the Residential Tenancies Act.



#### Resort-style living

Access beautifully maintained shared spaces and amenities – including a Clubhouse, pool, gym, cinema and more.



#### Supportive lifestyle team

Lifestyle Managers live onsite and are available during business hours to keep your community running smoothly and host activities that keep you connected.



#### Low-maintenance lifestyle

A professional landscaping team maintains your front garden and all shared spaces.

### 03

#### Management Fee

A one-off fee that you choose when to pay – upfront or when you sell.



#### Community at its best

The Management Fees are part of the return we make, which in turn contributes to how we reinvest across the communities – helping to keep them well-presented and vibrant for years to come.



#### Financial flexibility

Choose when you pay your Management Fee – upfront or later – to suit your situation. Paying later allows you to free up cash now, while paying upfront means it's all taken care of from day one.

This new model applies to all homes purchased and contracts signed from 23 January 2026.

**Lifestyle**  
Communities®

## Choose when you pay your Management Fee

You have the freedom to choose when you pay your Management Fee based on what works best for you. In both options, your Management Fee is based on the purchase price of your home so you keep any capital growth when you sell.

	OPTION 1	OPTION 2
	<b>Pay upfront</b> <b>No more to pay*</b> Pay 10% of your home's purchase price when you settle and move in.	<b>Pay later</b> <b>Free up cash now</b> Pay up to 20% of your home's purchase price when you sell your home and leave the community.
<b>How it works</b>	Pay your Management Fee when you move in and know it's all taken care of – with no more to pay at exit*.	Pay less upfront by deferring the Management Fee until you sell – freeing up cash to enjoy life now
<b>Home price</b>	\$600,000	\$600,000
<b>Management Fee</b>	\$60,000 (10%)	Up to \$120,000 (4% per year, capped at 20%)
<b>When it's paid</b>	Before or at settlement	When you sell and leave the community
<b>Total payment when moving in</b>	\$660,000 (home + Management Fee)	\$600,000 (home only)
<b>Total payment when moving out</b>	\$0*	Up to \$120,000* (Management Fee)
<b>Total cost</b>	<b>\$660,000*</b>	<b>\$720,000* (maximum)</b>

\*Selling or other cost may apply, including a \$1,000 handling fee and sales/marketing fees if you appoint us to sell your home. There are no mandatory refurbishment fees when you sell your home.

**Please note:**

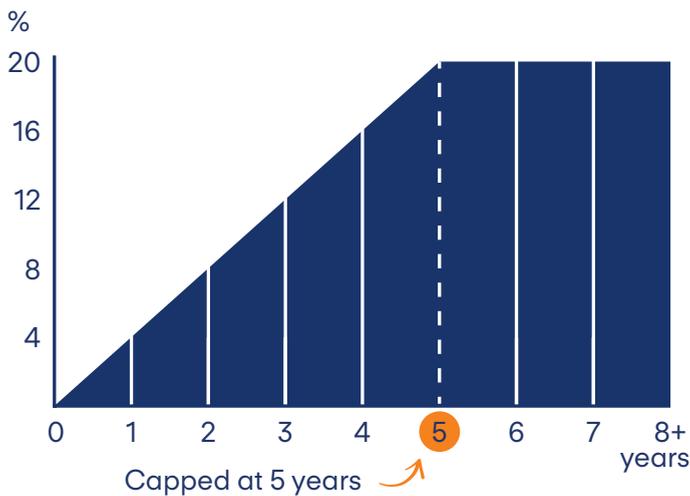
Your ongoing Site Fee is not shown in the above comparison table. Refer to the Site Fee flyer for current fees and details on the Rent Assistance Rebate (if you're eligible).



## How the Pay Later Management Fee is calculated

If you choose to pay your Management Fee when you sell, you'll pay 4% of your home's purchase price per year, capped at a maximum of 20% after five years.

If you leave partway through a year, you'll only pay a proportional (pro-rata) amount of that year's 4%. No matter how long you stay, you'll never pay more than 20%. This gives you clarity from day one and allows you to keep any capital growth on your home.



This example is based on a home purchase price of \$600,000.

Your time spent living in the community	%	\$
1 year	4%	\$24,000
2 years	8%	\$48,000
2.5 years	10%	\$60,000
4 years	16%	\$96,000
5 years + (capped)	20%	\$120,000

### Our 12-month Satisfaction Guarantee

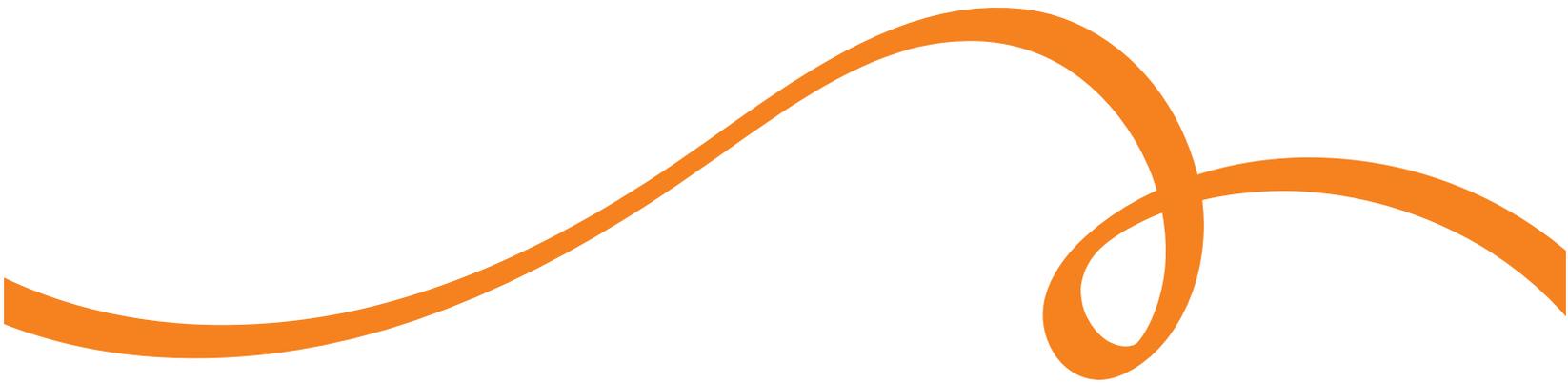


If you decide to leave Lifestyle Communities within the first year, you can sell your home and we'll waive the Management Fee – giving you peace of mind.

This Guarantee is available regardless of whether you pay your Management Fee upfront or when you sell. Terms and conditions apply, refer to your Residential Site Agreement.

This is a summary of the Lifestyle Communities land lease model and is not a substitute for the terms of the Home Purchase Agreement and Residential Site Agreement. We encourage potential homeowners to seek legal and/or financial advice as part of their decision making process.





 1300 50 55 60

 lifestyle communities

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