





## **FAIRWAY VILLAGES - WE CHOSE THE NAME** CAREFULLY AND IT MEANS WHAT IT SAYS

At Fairway Villages we set out to design and develop villages for Over-55's that would give residents an enjoyable, secure, worry free lifestyle.

## Choice and Security

- ✓ The security of owning your own home with the title in your name.
- The security of being free from the shackles of Lifetime Leases, Deferred Management Payments and
- ✓ The choice to enjoy the extensive community facilities on offer. ✓ The choice to have the grandchildren stay for the weekend.
- ✓ The security to lock and leave as you please.
- ✓ The security of a community of friends and neighbours. ✓ The choice to keep companionship of pets.

✓ The choice to socialise with community activities. Or simply enjoy quiet times with a few friends. Fairway Villages provides security for your future with a master-planned community built to a newer and higher standard than ever before, for you to enjoy the lifestyle of your choice.

Peter Burke Fairway Villages



# THE GREEN - A FAIRWAY VILLAGE WHERE RESIDENTS HAVE CHOICE, SAFETY, SECURITY, AND OWNERSHIP

The Green sets the new benchmark for Over-55's Lifestyle Living providing a real alternative to the almost universal Lease for Life model that has attracted so much controversy.

Residents at The Green:

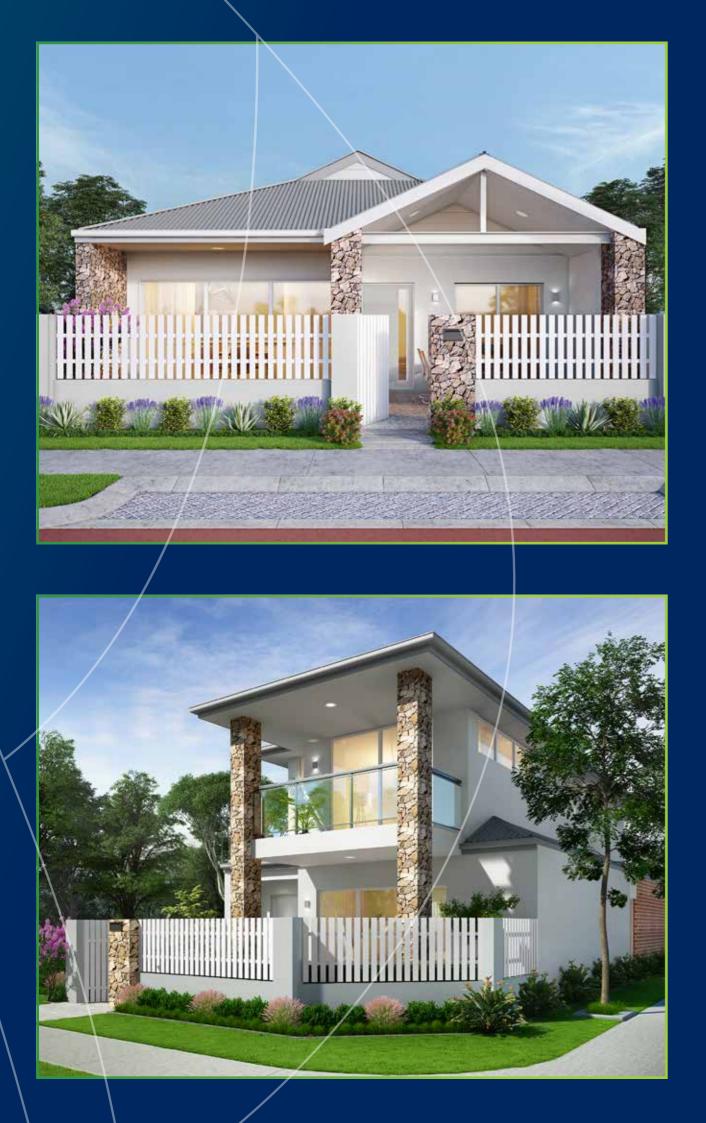
- ✓ Own their homes with the titles in their own name.
- ✓ Can make their own arrangements about selling when they want and through whom they
  choose.
- ✓ Keep all the proceeds there are no Deferred Management Fees, no Sinking Fund contributions, no Termination Fees or any of the myriad of other charges that so often come with other villages.

Residents at The Green will have all the advantages that come from home ownership - creating wealth and increasing choices.









# THE GREEN - A FAIRWAY VILLAGE WHERE CAREFUL PLANNING EMPHASISES QUALITY IN A LOVELY LOCATION

The Green is the latest master-planned community designed and developed by the team at Fairway Villages. It reflects the principles of choice, safety and security through ownership in the model pioneered at College Park in Darch.

It's hard to imagine a more attractive location than alongside the Lakelands Country Club with views across the Golf Course and an adjacent conservation parkland that will be retained, protected and enhanced as part of the development of The Green.

A green belt will seamlessly connect The Green to the Country Club with pedestrian boulevards and pocket parks with playground equipment.

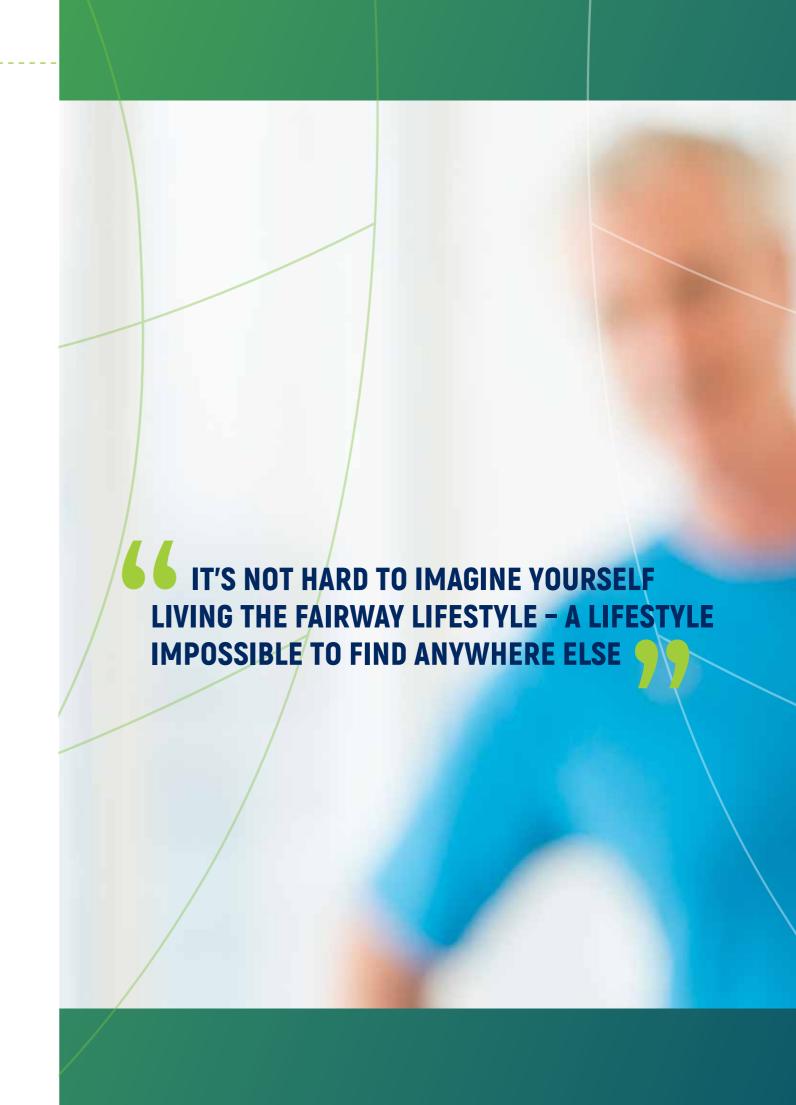
The Green will have 208 home sites and 82 apartments with stunning community facilities. There'll be the choice of 40 different home styles ranging from 2 bedroom apartments with 1 bathroom through to 3 bedroom 2 bathroom homes and the choice from a big selection of carefully chosen internal and external colour schemes. Every home will have the highest quality finishes and appliances as well as an environmentally friendly hot water system.

# THE GREEN - A FAIRWAY VILLAGE WHERE COMMUNITY FACILITIES WILL BE OWNED BY THE COMMUNITY

At The Green, the standard of the extensive community facilities will be unmatched and – best of all – they will be owned by the residents, like all Fairway Villages.

Residents at The Green will enjoy:

- ✓ Two Community Centres:
  - The first community centre will be the central focus of the village and include social, entertainment, dining, relaxation, arts & crafts, library, hairdressing, nursing services and administrative facilities for The Green. Adjacent to the large verandahs are bowling greens with landscaped surrounds.
  - The second community centre will be at the northern end of the village linking it to the
    existing Lakelands Country Club. There will be a 24-metre lap pool as part of this centre
    with a Gymnasium (including a Yoga/Pilates Room) and picnic areas in the surrounding
    developed parkland.
- ✓ A shuttle bus will run residents to and from local shops and the full-time nurse and reception station will cater for personal needs.
- ✓ The generous provision for caravans there will be a dedicated area open to residents.
- ✓ Ample visitor parking throughout the village.
- ✓ A Men's Shed.
- ✓ And last, but not least, there will even be a community vegetable garden!







## **KEY** 1. Lakeside Joondalup School 2. Edith Cowan University **Bus Stop** 3. Central Park Park 4. Wanneroo Central 5. Westfield Whitfords Restaurant 6. Madeley Primary School Woolworths or IGA 7. Hocking Medical Centre 8. Lakelands Country Club **Lakelands Country Club** 9. Swan Valley Chemist, Dentist or **Medical Centre** 10. Caversham Wildlife Park Forrest Reserve **– – –** 10km **Shopping Centre** 2 ake Gnangara Ocean Reef Rd

# THE GREEN - A FAIRWAY VILLAGE COMBINING A STUNNING LOCATION WITH CONVENIENCE

The beauty of its environmentally sensitive setting makes it easy to forget just how close The Green is to everything - shops, hospitals, transport, restaurants, schools and parks.

Shopping is easy at Wanneroo Central, Wyatt Grove, Broadview Landsdale and the Kingsway City Shopping Centre all within a 5km radius; and it's not far to the larger shops at Whitfords or Joondalup with its major hospital.

Medical Centres, Craigie Leisure Centre, HBF Arena and the Kingsway Sporting Complex are not far away.

Only a twelve minute drive away is the breathtaking Swan Valley with its award-winning wineries, boutique breweries and fine cuisine at many of the restaurants, cellars and cafes. Or simply walk the nature trails and breathe in the peaceful atmosphere at the regional parks, state forests and national parks within close proximity.

It's hard to imagine living anywhere else!



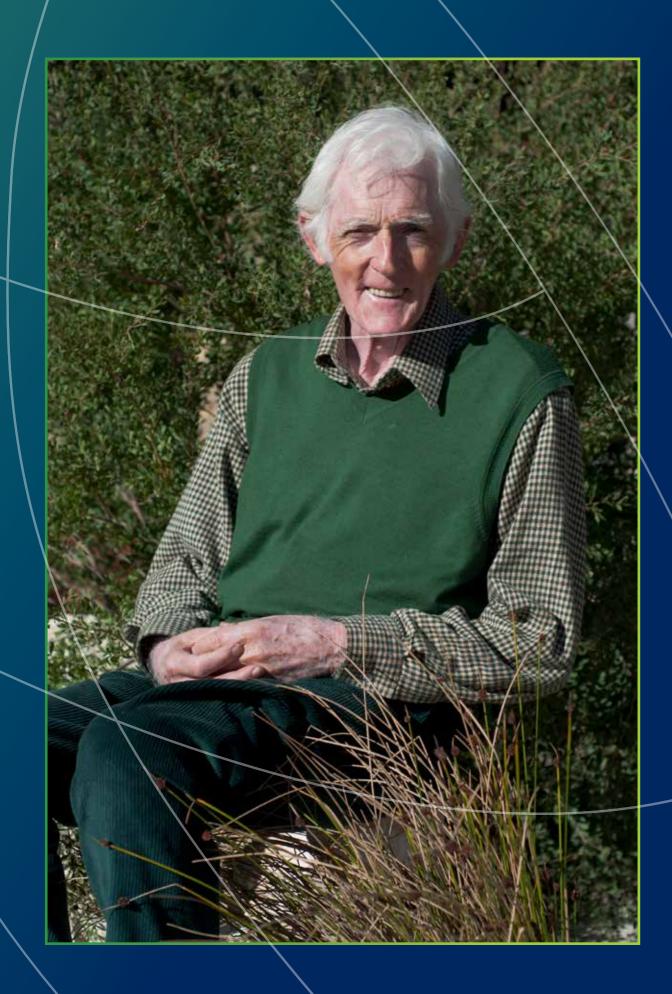
## BUILDING ON THE SUCCESS OF THE COLLEGE PARK MODEL

College Park in Darch is the Over-55's Lifestyle Village that mapped a new, direction to providing a real alternative to the almost universal Lease for Life model that dominates retirement living.

Residents at College Park own their homes with the titles in their own name. Lease for Life is out the window and home owners can make their own arrangements about selling when they want and through whom they choose. They keep all the proceeds when they decide to sell and there are no Deferred Management Fees, Sinking Fund contributions, Termination Fees — or any of the myriad of other charges that so often come with the Lease for Life system.







### MR SMITH SAYS...

The octogenarian founder and developer of College Park – Ted Smith – says he's delighted to see Fairway Villages established on the "Ownership Principle".

College Park reflected his view that it was time to shake up the Lifestyle and Retirement Village Industry by bringing it into line with what people actually want.

"That the ability to keep their assets and money intact by owning their own home (often their biggest asset) and not living in it under a Lease for Life arrangement", Mr Smith said.

Mr Smith said, "As we grow older it is important to know we are not a burden on our family and at The Green – as at College Park – people are able to downsize much earlier knowing that they will own their home and that any appreciation in its value will be theirs, and their family's, to keep."

"It will not be shared with anyone under a Lease for Life arrangement."

"The popularity of the Fairway Villages model had been demonstrated at College Park where the village had sold out quickly and subsequent second sales had shown strong capital growth, all of which went to the homeowner."







## "FAIRWAY VILLAGES ARE SETTING NEW STANDARDS," SAYS BOB MAUMILL

Let's not kid ourselves, some operators in the retirement village business have attracted overdue media scrutiny and criticism.

And rightly so.

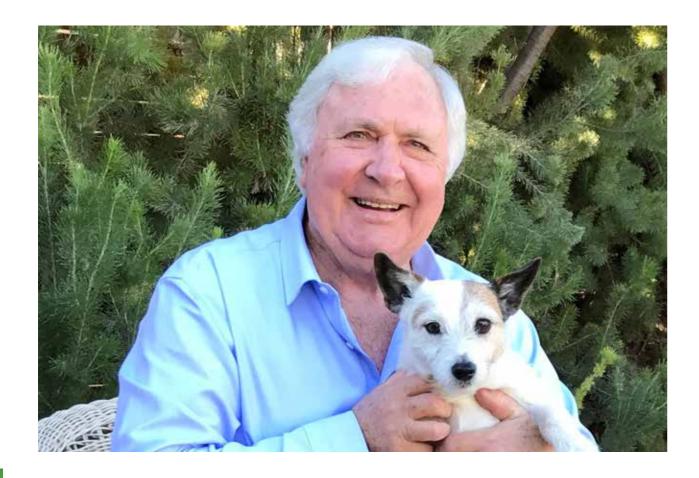
The stories carried a message: Be careful who you deal with, and know what you are getting into.

Before I agreed to join the team at Fairway Villages I needed to know if the company had a track record in delivering what they promised.

### THE COLLEGE PARK MODEL

With that in mind I walked through College Park. What I saw was impressive, people were enjoying a lifestyle free of the restrictions and encumbrances of some other retirement villages.

But I wasn't convinced. So, I prepared a checklist of the things I would want if I opted for a retirement village lifestyle.







## Bob's Checklist

Moving to a secure community in beautiful surroundings with first class facilities sounds good, but it And it should not mean leaving behind your pets.

So that was my first question. "Are pets allowed?" Answer: "YES"

Next question "Can grandchildren visit "Answer: "YES"

So far so good, "What about those people who like to travel, is there room for their caravan?" Answer: "There's generous provision for caravans – there will be a dedicated area open to residents"

That all sounded great, but do residents of Fairways Villages get a title deed in their name? Answer OK, someone buys in, and for reasons unforeseen they have to sell, can they set their price and choose

If a resident sells do they have to pay opt out fees? Answer "NO"

Can a resident leave their home to their family or a friend? Answer "YES"

So, residents make all the decisions about buying and selling their home in a Fairway Village? Answer: I was running out of questions, so I asked to see the site where the next Fairway Village will be built. On the course

If you are a golfer or simply like socialising in a pleasant club atmosphere you will love this. The village will be built on land within the magnificent precincts of the Lakelands Country Club and Golf Course. "Do Fairways Village residents get access to the Country Club and Golf Course?" Answer: "Better than

that, purchasers will receive one free senior and one free junior five-year membership" At that point, I had exhausted my list of questions. I'm sure there are lots more that prospective buyers will have, and, as always, when making a major investment I recommend people do their own research

But from what I have seen and learned, The Green which is the Fairway Village at the Lakelands Country Club is setting a new standard in retirement villages, giving you security and choice to live your life your way.

BOB Maumill

Bob Maumill Fairway Villages

## CASE STUDY: EMMA AND HER LEASE FOR LIFE

EMMA, an active 65-year-old, purchased a new home at Gildarrup Lifestyle Village for Over-55's. Emma leased (bought) her home from the Developer for \$500,000. Emma signed a Lease for Life Contract with the Developer to pay a weekly Management Fee of \$85 - \$135 and moved into the existing home where she enjoyed 15 years of companionship and security living in the village.

When Emma turned 80, she decided to move into an aged-care facility.

The Developer arranged to sell Emma's home which she was informed had increased in value and accepted an offer for \$900,000. After selling fees, Emma received \$880,000.

Under the terms of the Lease for Life Contract, Emma paid a large percentage of the sales proceeds in Deferred Management Fees plus Sinking Funds, Termination Fees and other costs. Emma was left with \$630,000 having paid \$250,000 back to the village, which is only 26% more than the \$500,000 purchase price after 15 years.







## **CASE STUDY:**

### **CATHERINE AT THE GREEN - A FAIRWAY VILLAGE**

CATHERINE, an active 65-year-old, purchased a new home at The Green – A Fairway Village for Over-55's. Catherine bought her home from the Developer for \$500,000 and the title to the property was transferred into her name. Catherine paid a weekly Management Fee of \$85 - \$135 and moved into her brand new home where she enjoyed 15 years of companionship and security living in the village.

When Catherine turned 80, she decided to move into an aged-care facility.

Catherine and her family had the freedom to choose the sales agent and made all the arrangements to sell her home. Catherine's home had increased in value and it sold for \$900,000. After agent's fees, Catherine received \$880,000.

Because Catherine lived in a Fairway Village, she owned her own home and there were no Deferred Management Fees, Sinking Funds, Termination Fees or other costs to pay. She and her family kept the entire \$880,000. This is 76% more than the \$500,000 purchase price after 15 years.

	EMMA	CATHERINE
BOUGHT	\$500,000	\$500,000
SOLD	\$900,000	\$900,000
PROFIT	\$630,000	\$880,000
COMPARISON	+\$130K	+\$380K
ADVANTAGE	-	+\$250K

### WINNER!







## "LAKELANDS COUNTRY CLUB HAS A BRIGHT FUTURE" SAYS CLUB PRESIDENT

Lakelands Country Club's long fight for approval to establish an Over-55's Lifestyle Village ended when its plans were approved.

Now Lakelands can move forward confident of its financial strength and bolstered by the ability to implement the long-term development strategy first decided upon when the not-for-profit club was established 32 years ago.

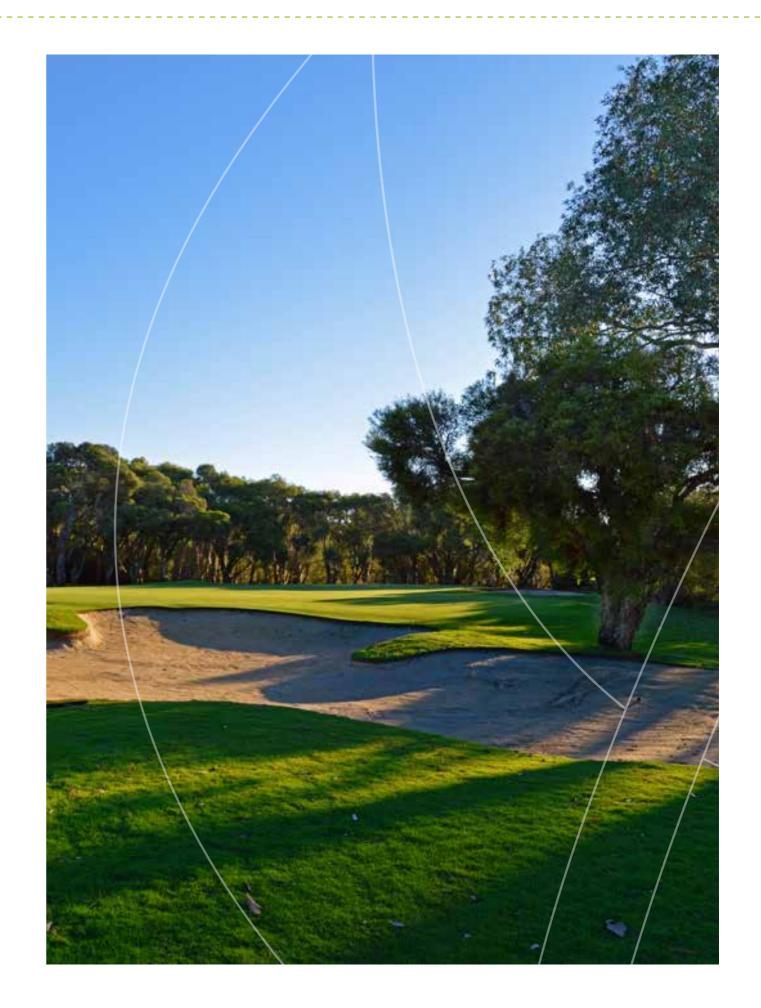
The club's development strategy will see:

- ✓ The repayment of existing debt, allowing present debt reduction payments to be re-directed to other uses; and
- ✓ Funding for an exciting capital works programme that will include:
  - An early start to the renovation, refurbishment and improvements to the Golf Course as well as the expedited completion of current improvement programmes and the provision of all-weather practice facilities.
  - A new state of the art Clubhouse that will include a licensed bar, upgraded facilities with a new lounge, and a function centre with a commercial kitchen and offices.
  - Allow the creation of a Future Fund.

Already, more than 250 expressions of interest have been received from people wanting to buy in The Green.

John Alchin - President Lakelands Country Club





## FOSTERING JUNIOR GOLFERS AT THE GREEN - A FAIRWAY VILLAGE

Junior Golfers will be big beneficiaries of the free memberships when you buy at The Green.

The Lakelands Country Club has plans for a Junior Golfing Academy, which will underpin the Club's future in an increasingly competitive world.

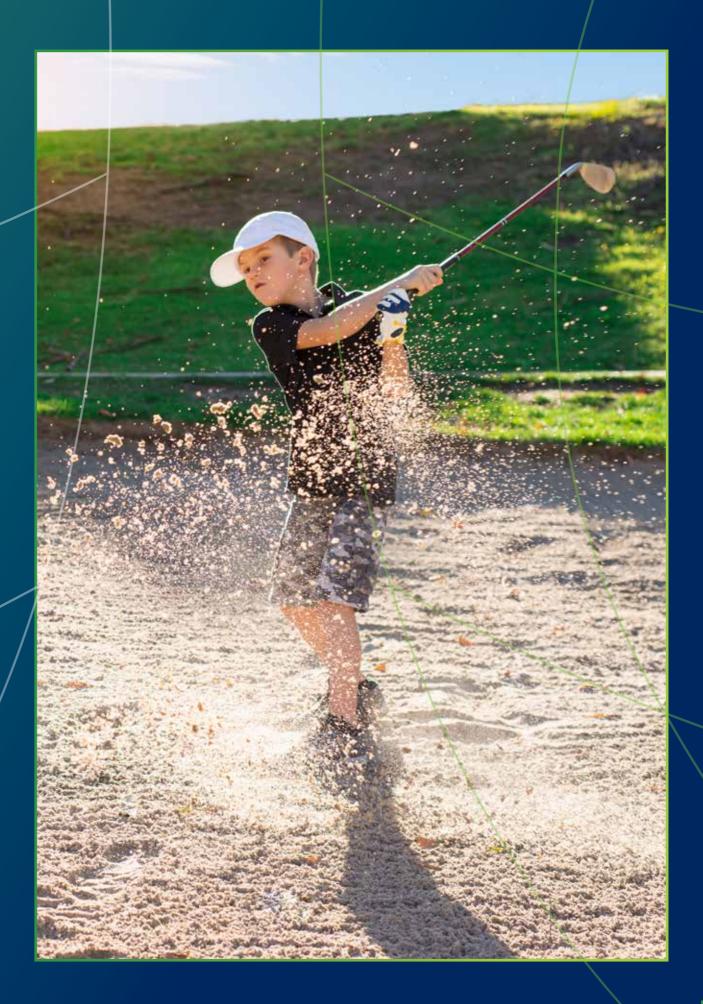
The President of the Lakelands Country Club, John Alchin, says "Children will always be welcome at The Green and, combined with the free junior memberships and the specialist coaching programmes that will be put in place, the club is confident of producing top flight players capable of competing at state, national and even international level".

"The club is delighted that junior players will be welcome at The Green and believed that growing the junior golfing ranks will mean stronger family bonds."

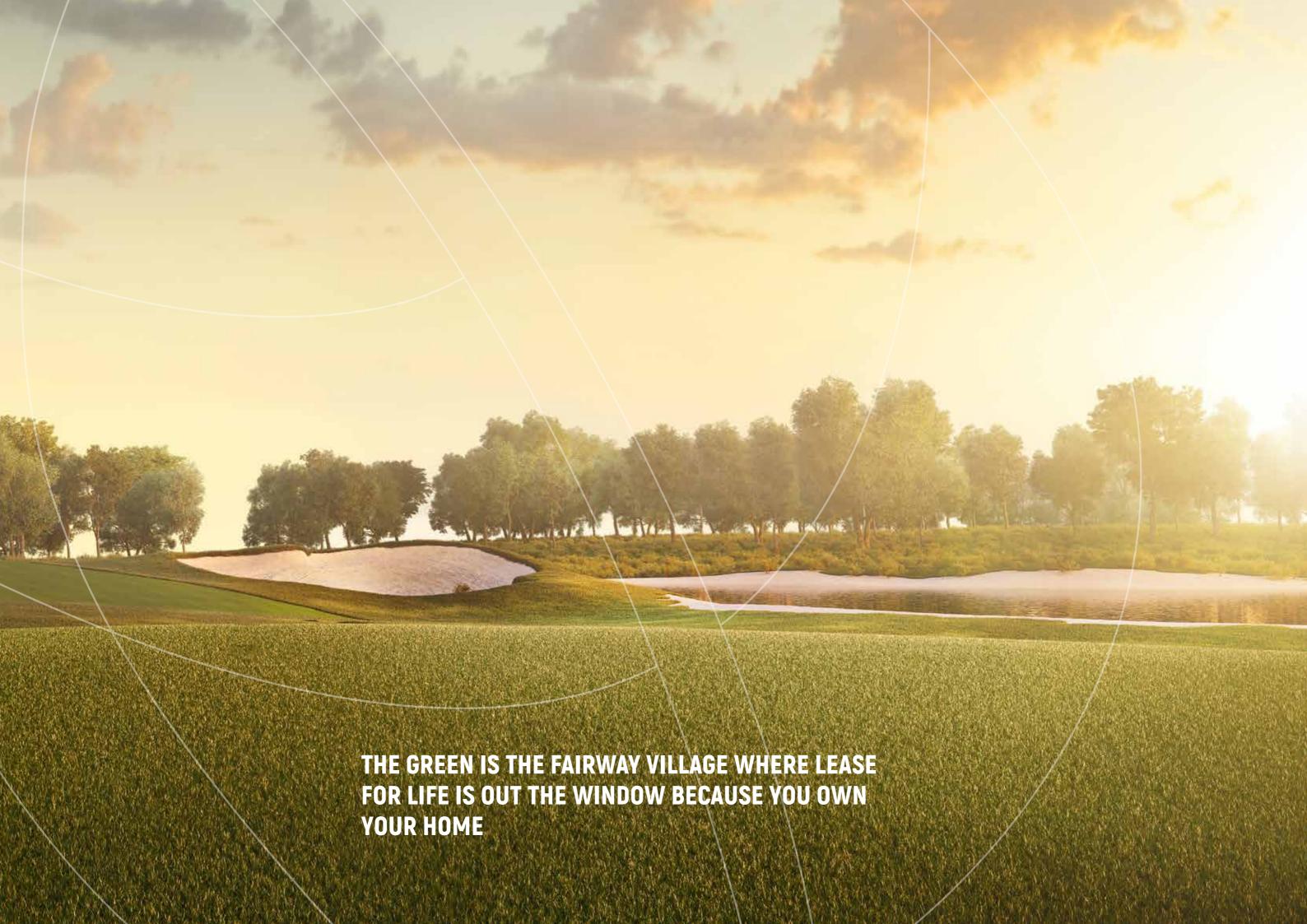
"All the facilities of the country club will be available within walking distance."

"And – with the stunning facilities that are part of The Green – the pleasant, convenient lifestyle will be very hard to find anywhere else." Mr Alchin said.









### **BGC CONSTRUCTION**

Fairway Villages is proud to announce BGC Construction as its chosen construction partner at The Green.

BGC Construction is an arm of BGC (Australia) Pty Ltd and is responsible for all the group residential and commercial construction. BGC is a nationally recognised company and rightly proud of its achievements. BGC Construction prides itself on meeting (and exceeding) its clients' requirements; meeting projected delivery timeframes on budget and ensuring it is a valuable construction partner. BGC Construction is proud of delivering a quality project that is environmentally sound and sustainable. Its staff are fully trained but open and accountable ensuring a dispute free environment. The company's safety record is second-to-none and its industry relationships are among the strongest in the country.

BGC Construction is backed by the BGC (Australia) Pty Ltd Group. The group turnover is in excess of \$3 billion per annum and the company has a workforce of more than 3,500 employees.

The vertical integration of the group has ensured that the construction divisions operate with a continuity of supply and BGC Construction has the distinct advantage of being able to call on resources at any time from its other divisions. This means that instead of employing untested personnel, BGC Construction is able to provide skilled management internally; confident in their proven track records. And that's a huge advantage to the operation adding strength to the relationship between BGC Construction and its clients.

BGC Construction is a significant builder of Retirement villages and has completed over 30 such projects in the last 15 years.

















## LD TOTAL

LD TOTAL is the award-winning landscaper at The Green.

The landscaping and parklands at The Green will be an elegant and professional solution to Community living.

LD TOTAL believes landscaping is not just a feature of each home – it's a living, breathing extension of the property. LD TOTAL has more than 20 years experience designing and constructing architectural landscaping in Western Australia including some of the larger subdivisions in the Perth metropolitan area.

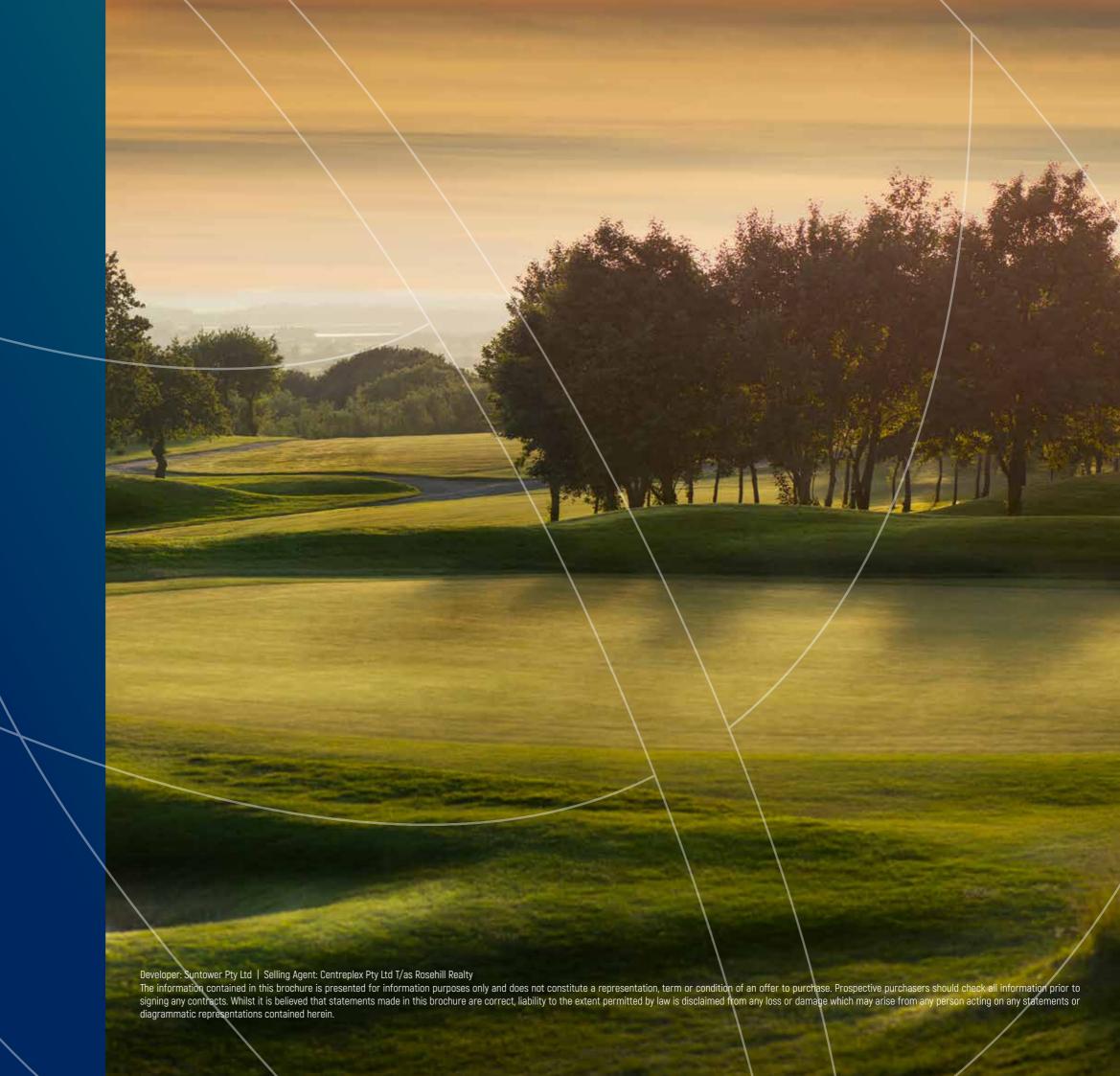
LD TOTAL is the best choice for a complete and considered approach to providing beautiful grounds surrounding every home, the community centres and the apartments at The Green.

LD TOTAL is a vertically integrated company – everyone from the visionary architects, the project manager overseeing the construction and the maintenance teams are part of the LD TOTAL brand. The integrated services of LD TOTAL guarantee an outstanding result.











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