

2015 PwC/Property Council Retirement Census

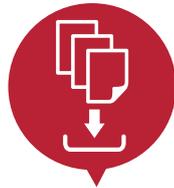
About the Census: The PwC/Property Council Retirement Census is the most comprehensive aggregated data source about retirement villages in Australia, covering the physical characteristics of villages, ownership details, business attributes and demographic data.

Research Methodology: Data was collected between Q1-Q2 2015 from Property Council retirement living operator members and other contributors and analysed by PwC.

PwC and the Property Council sincerely thank all data contributors for their participation, and **CoreLogic** for providing median house price data.



Data contributors receive a detailed report based on the Census data.



See below to register your interest to participate in the 2016 Census.

Data from this Census shows that retirement villages are a vital part of the social fabric of communities in an ageing Australia.

Mary Wood, Executive Director Retirement Living, Property Council of Australia.

PwC is pleased to once again be working with the Property Council in presenting the results from this year's Retirement Census and we are proud to be supporting this dynamic and growing industry.

Tony Massaro, Director, PwC

2 Bedroom independent living unit (ILU) – National average



\$375,000



\$385,000

Data snapshot

Over 50,000 Number of retirement units in this census

23 Average age of village (years)

71% Of units are 2 bedrooms

315 Average days from vacant possession to settlement

6% The most common percentage for deferred payments

81 Average age of current resident

67% Of residents are females

7 Average length of stay of residents currently in the village (years)

Important notes:

When comparing previous Census numbers to this year, it is important to note that the number and diversity of participants has changed.

The term "Deferred Payments" is a more accurate expression for what is sometimes called a "Deferred Management Fee". This change in terminology has been requested by industry representatives and is reflected in this publication.

Occupancy by state

Australia	91%
NSW & ACT	90%
VIC & TAS	90%
QLD	89%
WA	94%
SA	94%



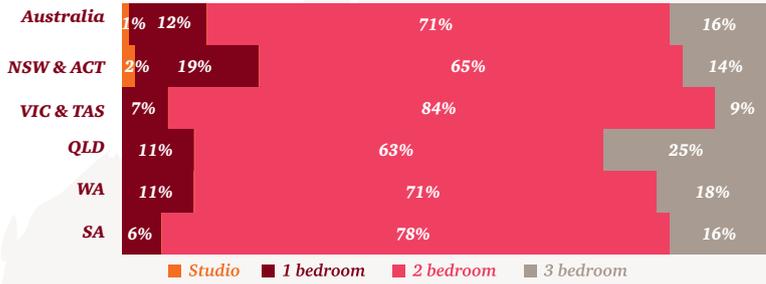
Visit retirementliving.org.au/census to register your interest to participate in the 2016 Census.





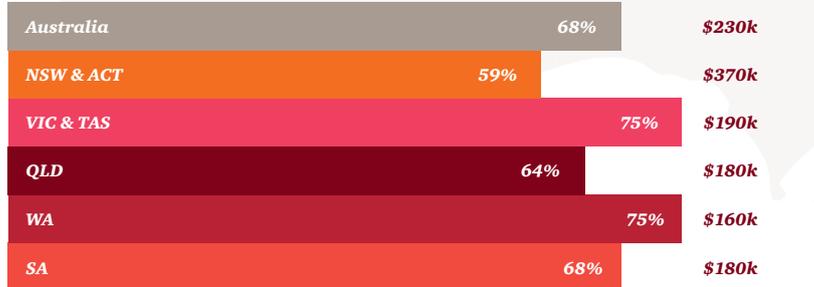
Village snapshot

Number of bedrooms per ILU



Average 2 bedroom ILU price compared to median house price in the same postcode¹

Avg. 2 Bedroom ILU as a % of postcode median house

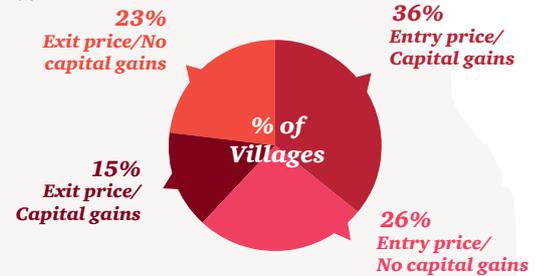


¹ Postcode median data provided by CoreLogic. Data as at Dec. 2014

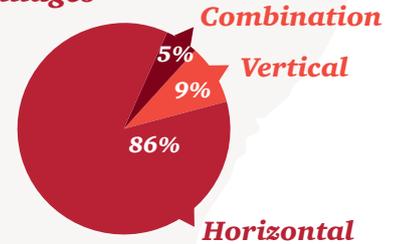
Weighted average monthly service fee – single resident*

\$434
Australia
2015

Deferred payment structure offered to new residents[^]

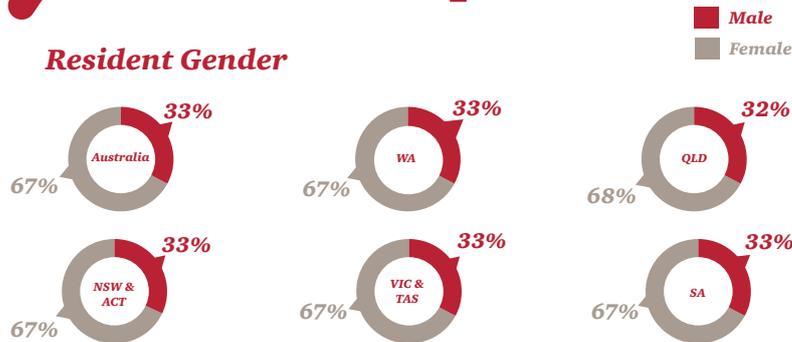


Breakdown of Horizontal and Vertical Villages[†]

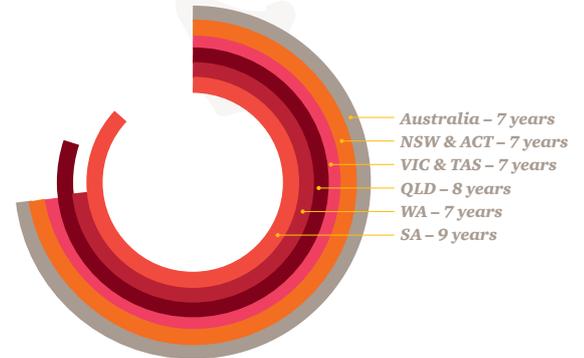


Resident snapshot

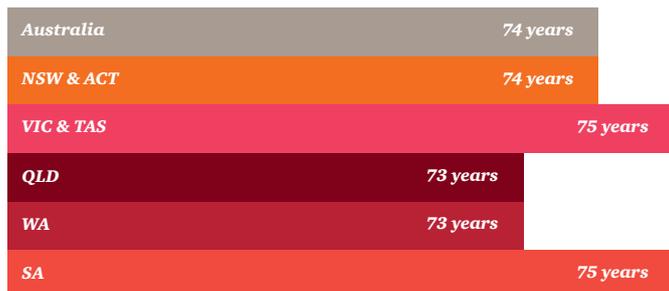
Resident Gender



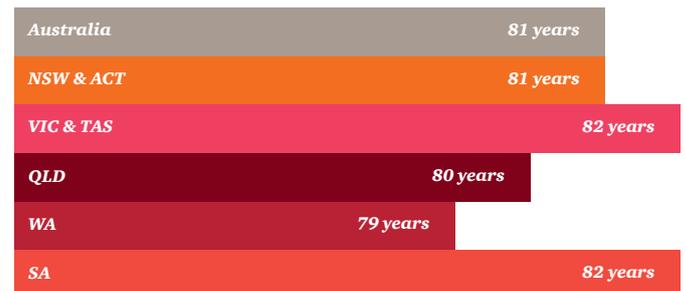
Average length of stay of residents currently in the village (years)



Average age of new residents entering a village



Average age of residents currently in the village



Access more retirement living research by the Property Council by visiting retirementliving.org.au/research

*Monthly service fees are charged on a cost recovery (not for profit) basis

[^]Entry/Exit price refers to whether the deferred payment percentage is applied to the Entry price (purchase price) or Exit price (sale price).

Capital Gains/No Capital Gains refers to whether the village operator is entitled to a share of any capital gains realised during a resident's tenure at a village.

[†] Vertical Village defined as at least 75% of units are located in buildings more than 2 storeys tall. Horizontal Village defined as at least 75% of units are single or double storey units. Combination defined as a village without a dominant type.

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Each member firm is a separate legal entity. Please see www.pwc.com/structure for further details