

Downsize to a bigger life

# The *Definitive* *Guide to* Downsizing



All the information you need to  
kickstart your **downsizing journey**



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# Downsizing is just another chapter in your life



Let's get  
started

## **Section 1**

# **An introduction to downsizing**

# What *downsizing* is all about

**To downsize or not to downsize?** That is the question! In fact, it's a question that many face as they start to think about what to do as their nest empties or they enter the early stages of retirement.



Downsizing involves moving to a smaller property, helping you to free up equity, save money and eliminate the stress that comes with maintaining a larger home and garden. From our experience, it helps homeowners unlock the joys of low-maintenance living, with less cleaning, cheaper bills, and some extra money in your pocket.

Many baby boomers have their equity tied up in the family home. In fact, according to the Australian Centre for Social Innovation, while around 40 per cent of baby boomers own their own home, a third are still paying it off. Downsizing is a way of freeing up that money. It allows you to ensure you have enough to live on comfortably, giving you security for the years ahead.

According to BMT Quantity Surveying, baby boomers are rapidly choosing to downsize. And with the Federal Government keen to free up housing stock held by baby boomers, incentives will allow older generations to deposit \$300,000 from the sale of a main residence into a superannuation fund. Not only will this relieve burdens for baby boomers, it will also offer younger buyers a way into a market that's recently been held up by a housing shortage.



Ultimately, downsizing doesn't have to mean moving to a retirement village. It's about finding a home that suits your retirement lifestyle.

There are multiple ways Australians are choosing to downsize – from simply reducing their property footprint with urban apartments, townhouses and units, to discovering more comfortable, convenient lifestyles at land lease communities and retirement villages.

From our knowledge and experience, the downsizing process looks different for everyone. Depending on the personal circumstances and life stage of the downsizer, making the move to a smaller home is just one step in a journey of many. It's not uncommon for downsizers to move around, as they discover new lifestyle opportunities and locations that respond to their unique needs or wildest dreams.

Ultimately, downsizing doesn't have to mean moving to a retirement village. It's about finding a home that suits your retirement lifestyle. A home that's right for the stage of life you're in right now. A home that provides truly independent living, surrounded by like-minded people who are at a similar stage of their lives.



*\* Ready, set,  
downsize!*

# 6 Signs that you're ready to downsize

**The 'right' time to downsize** looks different for everyone. If you're considering downsizing before or during retirement, but are questioning your readiness or wondering if there's a 'perfect' time, here are some tell-tale signs that it's time to start your downsizing journey:

## 1

### **YOU WANT FINANCIAL FREEDOM**

Larger, older homes generally come with bigger bills because they require more energy to heat and cool. Plus, if your home's appliances are old or outdated, it's likely they're not very energy efficient and are potentially costing you more.

Living in a smaller, newer and more efficient home comes with a huge range of financial benefits, including lower utilities and maintenance bills. As we like to say, lower bills, bigger thrills!

## 2

### **YOU CAN'T KEEP UP WITH YOUR HOME AND GARDEN MAINTENANCE**

The harsh reality of ageing is that you're not as nimble and agile as you used to be. As a result, mowing the lawns, fixing or replacing broken appliances and patching up signs of your home's age all become increasingly difficult tasks – and they often cost money, too!

If you're feeling overwhelmed with the amount of maintenance or

**V**

repair your home requires, this could be a good indicator that it's time to downsize to a smaller, low-maintenance home. Doing so could help you save time, money, and a whole lot of stress.

And downsizing doesn't mean you have to give up on your love of gardening; it just provides an opportunity for you to live in a more manageable and lower-maintenance home.

### **3 YOU WANT TO TRAVEL MORE**

Ready to start ticking things off the bucket list, but don't have the money to do it? Or perhaps the idea of returning from a holiday, only to spend hours taming your garden, makes a holiday seem less enjoyable? Or maybe you're worried about the safety of your home while you're away?

If you've got the travel itch but simply can't scratch it, it might be time to consider downsizing. Here's why:

- You'll free up money from your existing home and reduce your living costs, which can help to fund new adventures
- If you choose to downsize to a land lease community, you'll enjoy increased home safety and security, so you'll have peace of mind while you're away
- If you choose to downsize to a land lease community, you won't have to tame your unruly garden upon your return home, as many communities take care of your front garden for you.



If you travel often, you may be experiencing more burdens than benefits from living in your current home. Not only do you have council rates, utility bills, upkeep and the ongoing costs for maintaining your garden and home, you may also worry about the security of your home while you're away, or if your neighbours have a revolving door of renters. Downsizing provides an opportunity to consider purpose-built, low maintenance and lock-and-leave approaches to your home, so you have peace of mind while off exploring the world.

### **4 YOUR HOME FEELS TOO BIG FOR YOUR NEEDS**

When the kids were living at home, there may have been a time when your house didn't feel big enough. But now that they've all left the nest, it's likely that you're only using a handful of rooms, and there's a lot of space going to waste. If you're feeling like your current home is too big (and costly) for your needs, it could be time to start looking at some smaller, newer and low-maintenance homes.

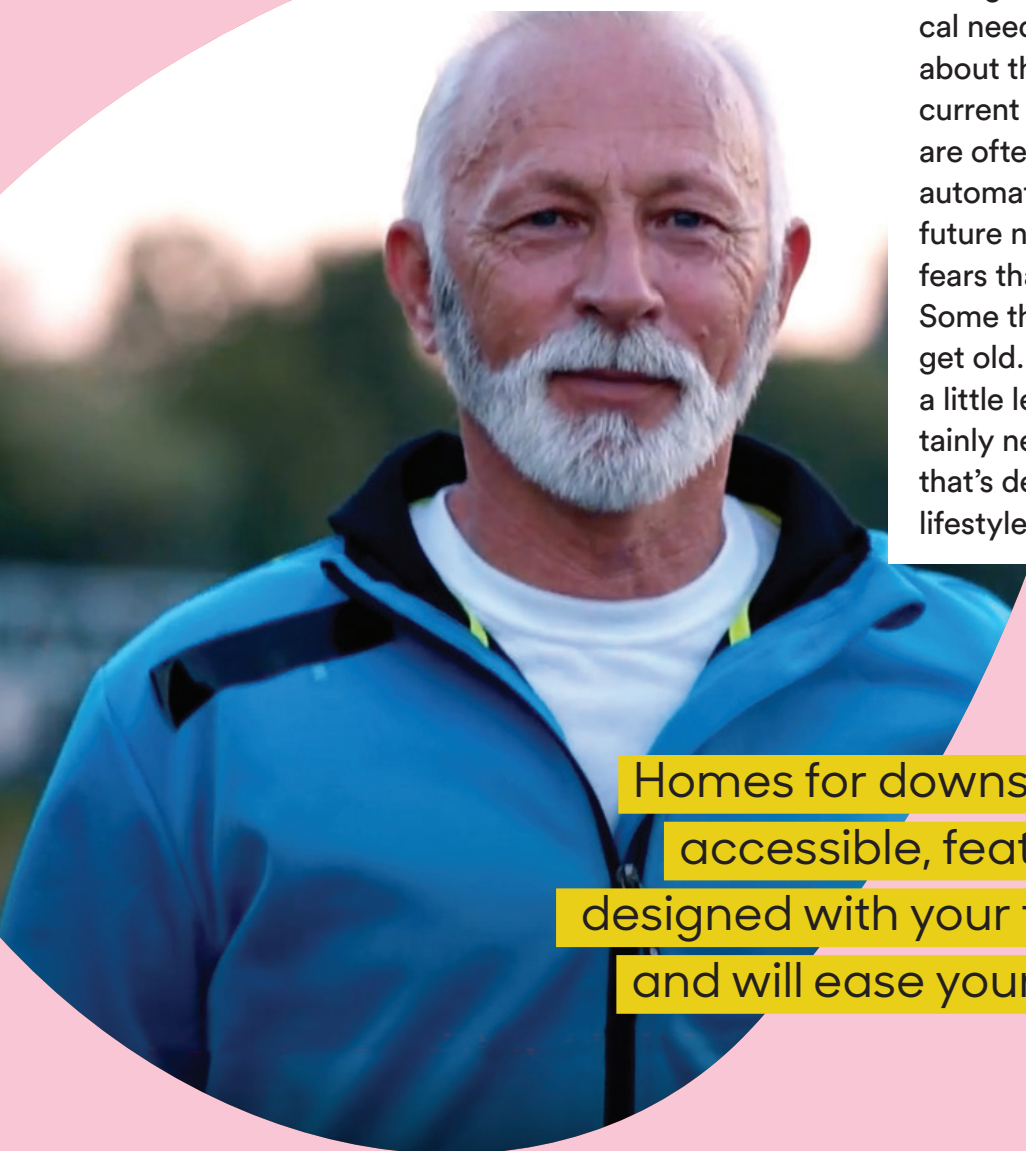


## 5 YOU WANT TO MOVE IN WHILE IT'S STILL YOUR CHOICE

It's not uncommon for recent downsizers to wish that they had made the move sooner. Realising the emotional, physical, and financial benefits of downsizing, they're also aware that they're still young enough to enjoy life and afford all the new freedoms and opportunities downsizing has to offer.

## 6 YOU WANT TO MAINTAIN YOUR INDEPENDENCE

While your home may have been suitable until now, how appropriate is your residence for your long-term future? With stairs to climb or bathroom fixtures and fittings not suited to your future physical needs, it's natural to have concerns about the reality of ageing in your current home. Homes for downsizers are often more accessible, feature automation, are designed with your future needs in mind and will ease your fears that you can't age in your home. Some things (and some people!) never get old...but our bodies certainly get a little less agile. Something that certainly never gets old is living in a home that's designed for your needs and your lifestyle.



Homes for downsizers are often more accessible, feature automation, are designed with your future needs in mind and will ease your fears that you can't age in your home.

# The *pros and cons* of downsizing your home

**Deciding to downsize your home isn't always easy.** Moving means saying goodbye to the home you potentially raised your children in, the lounge you celebrated birthdays, anniversaries and graduations in (and let's not forget all the National Lampoon's films you watched there!), and the kitchen that's witnessed so many birthday cakes and family dinners.

The emotional ties to your current home can run deep, but the past shouldn't keep you from the future. Downsizing offers a whole new world of memories to make and opportunities to take!

Dusting off the storage boxes that contain a lifetime of possessions and memories can make the idea of downsizing seem overwhelm-

ing, but once the old photos have been sorted through, and boxes of clothes have been laughed at, you can dive into life with extra time and extra money.

Let's chat about the pros and cons of downsizing, so you can decide if it's the right next step for you.



*\* Every rose  
has its thorn*

# 3 *Disadvantages* of downsizing

## 1 FINDING THE EMOTIONAL ENERGY TO GO THROUGH ALL YOUR STUFF

We all accumulate things that are important to us over the years. One of the biggest issues people face when downsizing is coming face-to-face with the things they've hidden away in storage over the years. You may have to say goodbye to furniture you love or items associated with fond memories that may not make sense in your new home. You may find that your cupboards are still bursting when you move in, and that it may take some time to adjust to not having the amount of storage you're used to. This could be your sign to reassess how badly you need that box of cassette tapes you're holding onto 'just in case'!

## 2 READJUSTING TO A NEW HOME

Better get stretching because you're about to have to get flexible! Going from a family home to a downsizer home is a big adjustment. Muscle memory might mean you keep trying to turn off light switches that aren't there, or find yourself reaching for drawers that no longer exist. If you have a partner, you'll also be adjusting to their adjustment. You will have fewer places to store things, fewer places in the home to spend time in, and you will need to adjust to the change in lifestyle required when downsizing.

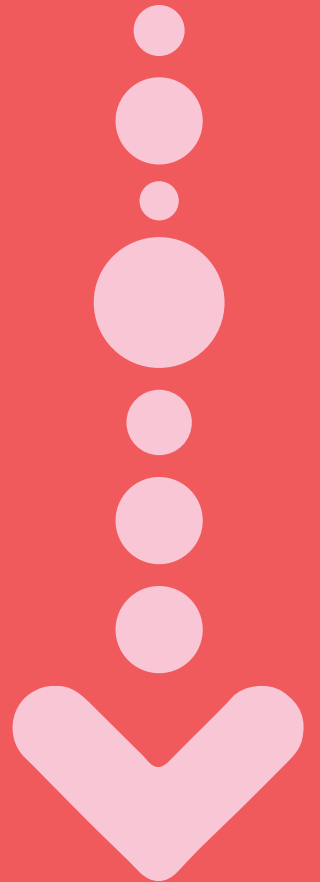
## 3 FINDING THE TIME

You're a busy person! You have things to do, people to see, places to go, drinks to down; finding the time and energy to downsize can be hard. You might feel like you can't be bothered with the whole process, that it's just going to be too much effort, or that you can't dedicate yourself to the process as much as you need to. Getting started will be the hard part, enjoying the results will be the easy part! Setting time aside now to figure out the future means you get to reap the benefits sooner. You'll be poolside in no time.



\*Tell me more,  
tell me more!

# *Big upsides* of downsizing



If you're ready to reap a bunch of benefits and unlock a richer, safer and more exciting lifestyle, downsizing can help you do just that. Some of the bonuses that come with downsizing include:

# 1

### FREE UP EQUITY

Equity, equity, equity – it's not quite as catchy as 'money, money, money', but it certainly is just as important when weighing up your downsizing options. As you consider which retirement lifestyle is right for you, we're sure you've both thought and spoken a lot about equity. Many pre-retirees and soon-to-be retirees depend on their home equity to fund their plans for retirement – whatever they may be (hopefully lots of holidays!).

Downsizing can help you free up a considerable amount of equity that's sitting in your current home. It's a fairly simple equation. Sell the bigger house, purchase a smaller home, boom: money left over for your retirement and lifestyle. The proceeds from your existing home can then be used to pay cash for your new home, pay off debts, supplement your retirement income, boost your super, or more excitingly, make your dream holiday a reality. This means you can stop dreaming and start living!

Lifestyle Communities offer some very affordable downsizing options, with homes typically priced at 75-80% of median house prices, meaning our homeowners free up over \$200,000\* on average.

\*Figure accurate as of March 2022

# 2

### MORE MONEY IN YOUR BACK POCKET

Downsizing can also save you a lot of money. You'll have less space to heat, fewer lights to turn on, and fewer appliances to run. You may also find your cupboards need to be stocked less, and you'll be spending less on maintenance supplies like cleaning products, as you'll be using and thus replacing them less. Who knew a bottle of Windex could last so long! And some downsizing options such as land lease communities also eliminate council rates and reduce home insurance costs, meaning you get to keep more money in your pocket.

# 3

### MOVE TO THE LOCATION OF YOUR DREAMS

Have you always dreamt of living by the sea or close to the countryside? Well, you can turn your dream into a reality when you downsize!

Many people's family homes were chosen due to location to schools, work, or housing affordability, often in the suburbs. This is your chance to relocate somewhere that suits your new laidback lifestyle. Downsizing provides the opportunity to leave behind the hustle and bustle of city life to escape to the great outdoors.



## What is downsizing?

Whether you're after a vineyard lifestyle, a coastal adventure, or calm, country living, the world is your oyster. And with a range of downsizing solutions to be found right around Victoria, you can take your pick from the most relaxed or adventurous locations.

### 4 **REDUCE HOME MAINTENANCE**

Downsizing into a low-maintenance home means less time fixing and cleaning up, and more time doing the things you love! No more weekends weeding, afternoons mopping, or dragging the vacuum up the stairs. A downsized home means cleaning is a breeze, and you can use your weekends for the things you want to do, which no longer has to involve cleaning multiple bathrooms, unless you're into that. Choosing an apartment as your downsizing option will eliminate hefty duties. Alternatively, homes within downsizing communities, like Lifestyle Communities, come with an onsite team that carries out any repair, gardening and security-related work. Goodbye home maintenance, hello holiday lifestyle!

Plus, downsizing also encourages you to declutter, reassess the things you need and take with you only the things that bring you joy. With less time spent on cleaning and maintaining your home, you'll be surprised by how much more time you'll have to do the things you love.



### 5 **SAVE YOUR ENERGY AND YOUR ENERGY SPEND**

Environmentally friendly homes have long been thought of as mud-brick houses, off-the-grid dwellings for those seeking the hippy life, or thoughtfully considered abodes for the wealthy – a luxury that can only be created with the assistance of an architect and deep pockets. While desirable, they're often (and understandably) placed in the 'too hard' basket for buyers and homeowners. But for those seeking a reduction in their carbon footprint, the process doesn't need to be that complicated. Simple lifestyle changes can have a significant impact on emission reduction – none more so than downsizing your home.

And downsizing doesn't mean you are sacrificing comfort. In reducing the size of your home, you can save money, make more time for the things you truly love, and reduce your environmental footprint in the process.



## What is downsizing?

It's about living somewhere that is suitable for your needs, without the hassle that comes with maintaining gardens and empty rooms. It also allows one to pass the original family home onto the next generation of buyers, where they can love and raise their families just as the owners before them did.

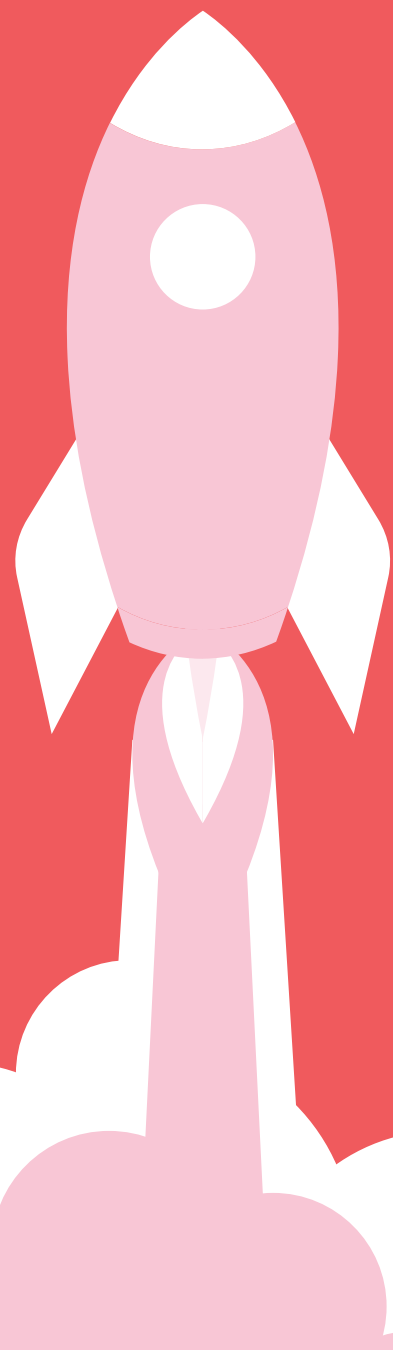
A typical family home in the suburbs of Australia with two residents has a carbon output of approximately 8.1 tonnes annually. Compare that to a smaller home appropriately sized for the lifestyle of two residents and you'll see a reduction of 4.55 tonnes annually in emissions. That's the equivalent of driving around Australia for 12 months, or enough to fill a hot air balloon! It's incredible to think that having an appropriately sized home for the number of people who live in it can make such a difference to a home's overall carbon footprint.



### MAKE A FRESH START

Whether it's because of a significant life change – like the loss of your partner, a divorce or the feeling of an empty nest – or merely a desire to reinvent yourself for the next phase of your life, downsizing provides an opportunity to break from the past, make a fresh start and enjoy a better future in a new home.

...downsizing provides an opportunity to break from the past, make a fresh start and enjoy a better future in a new home.



# Your downsizing options

## **Downsizing isn't a one-size-fits-all process.**

Everyone has their own journey and it's important to evaluate your options in order to determine the right fit for you.

### **Downsizing community**

A “downsizing community” also known as a lifestyle village or land lease community, is a place where independent people aged 50 plus can live in a secure and vibrant residential environment. In addition to providing housing, downsizing communities typically offer homeowners private access to a range of resort-style amenities that support an active and connected way of life. Downsizing communities welcome homeowners who are still working (full-time, part-time or casually), as well as those who are retired.

In these communities, you buy and own your home and have a secure lease on the land on which your home sits. Unlike retirement villages, you don't need to be retired to live in these communities and they typically attract younger, more active homeowners. They don't contain the support services needed by people of advanced age.

**Here are some questions to ask and consider before downsizing to one of these communities:**

- Is there a weekly site fee?  
If so, what does it cover?
- How does buying a home in the community work?
- Can you access government concessions like rental assistance?
- Are there any costs payable when living in the community?
- What facilities accompany home ownership?
- Are there any exit fees payable if you decide to move out of the community?
- Are pets allowed?
- What measures are in place to protect your security of tenure?
- What legislative protection is available?
- What homes are available and what is included in these homes?
- Are there any rules in the community?





### Smaller house or apartment

If your children have moved out or your relationship status has changed, you may be currently living in a home with a lot of unused space. Moving to a home that's the right size for your current needs, such as a unit or apartment, could be a great option. You can buy off the plan or purchase an existing unit or apartment within your current neighbourhood.

#### Here are some questions to ask and consider before downsizing to a unit or apartment:

- What are the prices of smaller homes in my target area/s?
- How much money will I have left over after I sell my old home and buy new? Don't forget to account for the cost of real estate agents selling fees, stamp duty, conveyancing costs and other associated moving charges.
- What will the annual running costs and outgoings be? Consider utilities, annual council rates and insurance.

- Is the home energy efficient? Energy efficiency affects utility costs like heating and cooling, so pay attention to the appliances that are in the home, the heating and cooling methods and the home's orientation.

- What is the 'real' condition of the home? Clever styling and a lick of paint can hide faults and shortcomings in a home. Unless you're an expert, it's a good idea to engage a qualified building inspector to do a thorough inspection of the house, so there are no nasty surprises down the track.

- How much maintenance will be required? How old is the home?

- Will any of the appliances and utilities in the home need updating?

- How much gardening is required?

- Do the materials on the home's exterior need regular attention?

- Are the homes in my price range in locations where I will enjoy living? Get a feel for the vibe of the neighbourhood by taking a walk around at different times of the day.

- Take note of neighbouring homes – are they well presented? Are they owner occupied or rental properties?

- Does the area feel safe?
- Is the home future-proof? How long will the home be suitable for my needs? Here you can look at things like if the home is single- or double-storey and whether it has home automation, accessibility measures or stairs to navigate. Is the home located near shops, entertainment, public transport and other important services?
- Am I eligible for any government downsizing incentives? Downsizers in different states are entitled to different incentives through stamp-duty rebates or concessions, so always check on what's available to you.
- What kind of ownership structure applies to the property?
- Is there an owner's corporation, and what are the annual owners' corporation fees?
- Are there any fees or charges you may be required to pay after you move in?
- Are there strata fees or payments to sinking funds? Do you have to pay any extra fees to use on-site amenities and services?

- Are there any restrictions on what you can and cannot do to your home if you want to make some alterations or improvements?
- Who are your neighbours? Are they owner-occupiers, renters or short stay accommodation like Airbnb?
- Can you see yourself fitting in?
- Can you balance social interaction with neighbours against your desired levels of privacy?
- Are there any rules or codes of conduct that apply to living in the location? These often apply to things like car parking, hanging out washing out and pet ownership.
- Will the residence appreciate in value over time? Review what price other units and apartments have sold for in recent times.

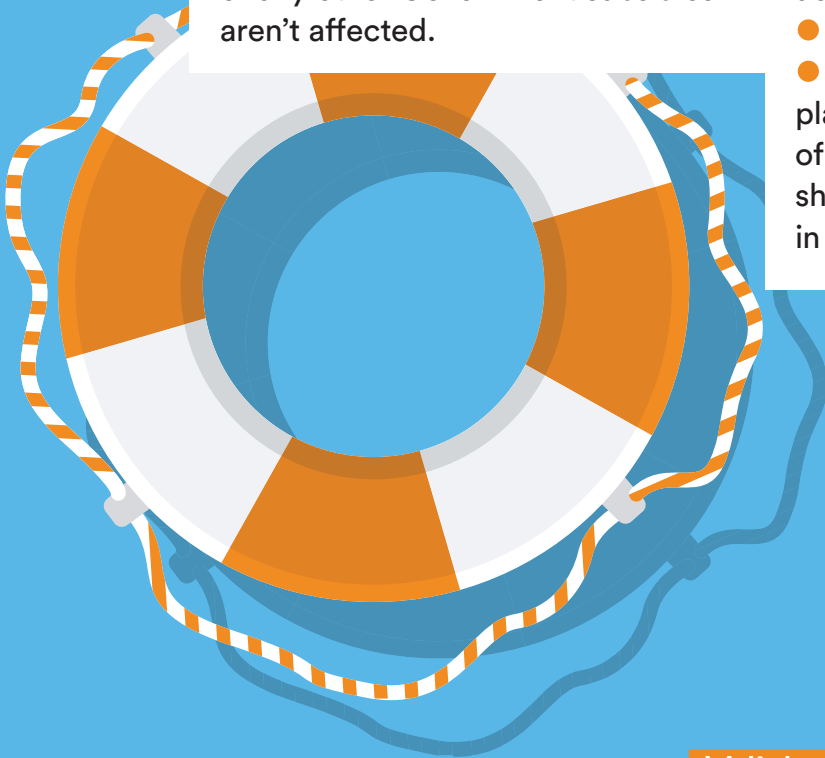


### Retirement living

If you're seeking a slower pace, a retirement village may be an option. With support close at hand, locations usually convenient to shops and medical centres, and often with options for independent living or assisted living, retirement villages can offer a safe and easy way to transition into your next stage of life. If you're looking to transition to a retirement village, we recommend seeking financial advice, to make sure your pension or any other Government subsidies aren't affected.

**Here are some questions to ask and consider before moving into a retirement village:**

- What are the ongoing costs?
- Do I have to pay stamp duty?
- How is the Deferred Managed Fee (DMF) calculated?
- What are the rules about pets?
- What are the rules about people visiting?
- Can I access government subsidies or concessions?
- What facilities will I have access to?
- Are there any exit fees payable?
- What support services are in place? Does it offer the continuum of care that I may need in the short-term, i.e., in-home care and in time, aged care?



With support close at hand, locations usually convenient to shops and medical centres, and often with options for independent living or assisted living, retirement villages can offer a safe and easy way to transition into your next stage of life.

# 5 *deciding* factors for your downsized home

\* Your new home must-haves

**What home and lifestyle features are important to you?** When deciding where to downsize to, and what type of home is right for you, there's a range of things to take into consideration. To help you determine what's most important, we've broken down some of the biggest deciding factors.

## 1

### LOCATION

The location of your home can have a big impact on your lifestyle and state of mind. What

are you looking for in a location?

#### → **Something that's close to public transport**

If you don't drive or want to enjoy effortless connectivity, finding a home close to public transport could be a great option.

→ **Something that's close to local amenities** Having shopping centres, cafes, restaurants, GPs, pharmacies, hospitals and other key facilities close to home helps to create a lifestyle of ease and enjoyment.

→ **Something that's close to family and friends** If you have a well-established family and friendship network, you may want to stay close by.

#### → **Something that's close to the country or the coast**

Whether you're retired, semi-retired or hoping to retire soon, this could be the perfect opportunity to move to a location you've always desired. Whether it's a quaint country town or a coastal escape, let your heart lead you to the location that calls to it!





## 2 ACCESSIBILITY

The harsh reality is that as we age our agility naturally declines (hello arthritis!). This means that everyday activities like climbing stairs or reaching into high cupboards become harder – and often result in involuntary grunts and groans! For this reason, you may feel called to choose a home that's single storey, with a floorplan specifically designed for easy accessibility.

## 3 FLOORPLAN

Different lifestyles require different home layouts and floorplans. What features are you looking for in your downsized home?

### → The right number of bedrooms

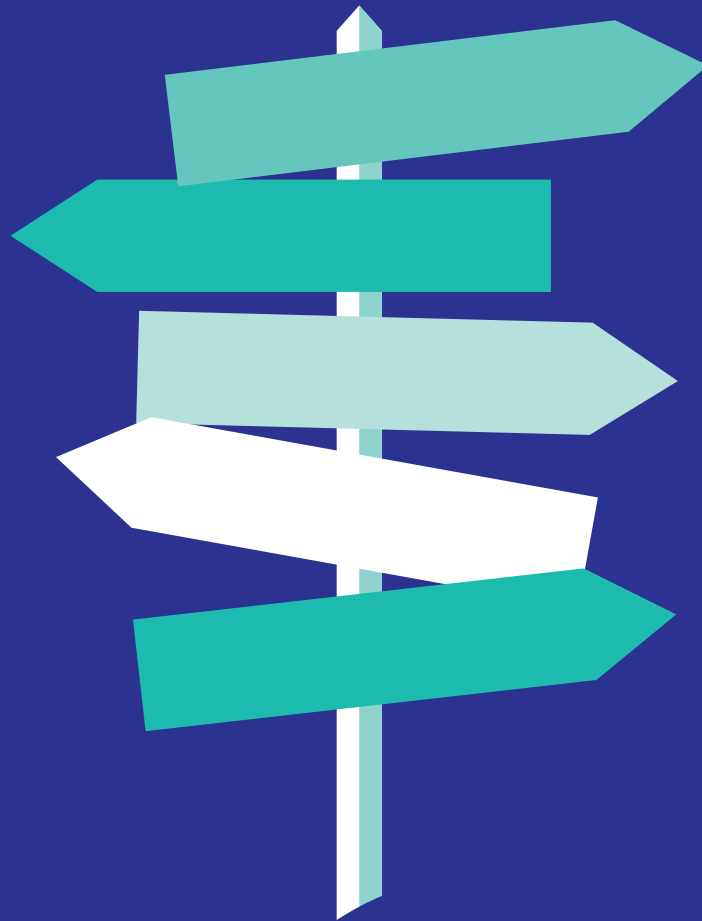
If you've got children, grandchildren and friends who often spend the night, you may be looking for a home that has two or more bedrooms. If you're searching for something that's the perfect size for just you, or you and your significant other, a one-bedroom home could be just right. You may even be looking for a home with a versatile room that could function as a study, hobby room or additional bedroom when required.

→ **A private garden** There's something special about having your own private garden – it can really act as a personal oasis. If you enjoy gardening, or simply enjoy spending time in your own outdoor space, a home with its own garden could be essential.

→ **Plenty of storage** Whether you're someone who has a hard time culling your belongings, or you're someone who likes to keep their belongings out of sight, a home with plenty of storage space could be highly desirable.

→ **An enclosed and secure garage** Parking on the street can leave you feeling nervous about the safety of your car. And sometimes a driveway or carport doesn't cut it – especially if you have tools, bicycles or other items that you'd like to keep locked up safely. If these points resonate with you, then a home with a secure garage is definitely the way to go!





**The location of your home can have a big impact on your lifestyle and state of mind.**  
***What are you looking for in a location?***

Of course, downsizing communities enable you to choose and control your level of involvement in shared activities, so they're suitable no matter where you sit on the introvert/extrovert spectrum!

A photograph of two men standing on a boat. The man on the left is wearing an orange jacket and a blue cap, and the man on the right is wearing a blue jacket and a blue cap. They are both holding fishing rods and a large fish. The boat has 'FORMOSA 520' and 'Lifestylin' V' written on it. The background shows a blue sky and some greenery.

## 4 SHARED SOCIAL SPACES AND EXPERIENCES

If your ideal downsized lifestyle involves being socially connected, making the most of on-site amenities and getting involved in shared activities and experiences, then community living could be the best option for you. Of course, downsizing communities enable you to choose and control your level of involvement in shared activities, so they're suitable no matter where you sit on the introvert/extrovert spectrum!

## 5 PET FRIENDLY

Furry friends are every bit family as the non-furry kind! If you've got a furry or feathered friend, finding a home that's pet friendly is essential.

## 6 THE PRIVACY OF A STAND-ALONE HOME

Privacy is golden! If sharing walls, ceilings or floors and living in close proximity to your neighbours isn't your style, finding a stand-alone home would be most ideal. This will help you to feel an enhanced sense of privacy and autonomy.



# Tips to *finding* the *right* home...

**There's no place like home!** So, what home is right for you? Here are some top tips to find your perfect match.

# 1

## WRITE A BRIEF OF WHAT YOU NEED

Using the features from page (...) as inspiration, write a checklist of all the important factors that make a home right for you. Consider factors including:

- **Location**
- **Floorplan and layout**
- **Number of bedrooms**
- **Garden**
- **Privacy and proximity to neighbours**
- **Pets.**

# 2

## NARROW DOWN THE REALISTIC OPTIONS

Based on your checklist, what type of home seems to be the most appropriate and ticks most (if not all) the boxes?

# 3

## CREATE A SHORTLIST

Do some research to find the right home types in your desired location and create a shortlist of your favourites. Organise to visit the homes or communities in person to get a feel for the neighbourhood, homeowners and overall vibe.



What is downsizing?

Where  
entertainment,  
elegance and  
effortless living  
combine.

# Downsize without compromise to the *Taylor*

If your downsized home needs to tick all the boxes and have undeniable wow-factor, we think you'll love the Taylor.

Coming home to the Taylor will be the favourite part of your day – and your guests will love it too! The considered design of the Taylor places the hub of the home at the rear and the sleeping spaces towards the front, making it an entertainer's dream.

The stylish master suite enjoys street-facing views and is complemented by a generous walk-in robe and luxurious ensuite. Across the hall you'll find a central bathroom, bordered by two large guest bedrooms for ultimate convenience.

The pièce de résistance of the Taylor is found in the open plan living, dining and kitchen space, which opens seamlessly onto the large undercover alfresco through a glass sliding door. To make entertaining all the more enjoyable, the modern kitchen features a walk-in pantry and servery window to the alfresco, making indoor-outdoor dining completely effortless. Bon appétit!

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# Downsize your home (and upsize your life) in the **Ellery**...you know you want to!

If you're already quite certain that a land lease community or retirement village is the right move for you, but you're waiting to be wowed, we've got just the home.

Arrive home and be instantly greeted by the warm and welcoming open plan living, dining and kitchen space. Opening onto the alfresco to one side and the back garden to the other, you'll be able to enjoy the home's indoor and outdoor spaces simultaneously. And with a stunning streetscape from the front window, it's safe to say this zone will always be beautifully and naturally lit.

Cooking up a storm will be more exciting than ever, with stainless steel appliances, waterfall edged to the stone-top bench, and a large walk-in pantry. It'll have you feeling like a real whisk take and trouble baker!

At the back of the home, the stylish master bedroom provides a royal touch, showcasing an immense walk-in robe and stylish ensuite with a double vanity.

With two extra immaculate bedrooms starring built-in robes, your friend and family will be eager to stay the night!

**Life's better  
with a little bit  
of Ellery.**





Let's go a  
bit deeper,  
shall we?

## **Section 2**

**Everything  
you need to  
know about  
*downsizing*  
communities.**

# What's the *difference between* a downsizing community and a retirement village?

As you follow the yellow brick road towards downsizing and retirement, it's important to understand the differences between senior living communities.

While both land lease communities and retirement villages offer on-site amenities, low-maintenance accommodation and a sense of safety and security, there are some key differences.

Here's how land lease communities and retirement villages are different...

## HOMEOWNERS

Land lease communities typically attract younger, active, independent, like-minded semi-retired and working downsizers who are seeking a space that's truly their own, striking the perfect connection between connection and privacy, independence and activity.

The homeowners that call these communities home are also typically at the beginning of their downsizing journey, looking to free up equity and unlock possibilities.

Because land lease communities are different to retirement villages, you don't need to be retired to make your move! While many homeowners within these communities are retired, there are still a number of individuals who work full-time, part-time, casually or are self-employed.



Retirement villages generally cater for an older age group who are further down the pathway to needing more support. The average age of people moving into a retirement village is 78 years old, while the average age of the homeowners moving to Lifestyle Communities is 67 years.

### AMENITIES AND ACTIVITIES

Both lifestyle communities and retirement villages offer a range of on-site facilities to make staying active and social easy. You'll often find indoor swimming pools, bowling greens, gymnasiums and libraries at a range of senior living communities (but we like to think ours are a cut above the rest!).

All Lifestyle Communities feature an impressive range of world-class amenities that make active living oh so effortless and make you feel like you're on holiday every day. Some of the facilities you'll find at our communities include:

- Communal electric cars
  - Doggy park
  - Indoor pool and spa
  - Gymnasium
  - Wellness centre
  - Sauna
  - Cinema
  - Tennis court
  - Pickleball court
  - Bocce or croquet lawn
  - Workshop
  - Bowling green
  - Craft and art studio
  - Function spaces
  - Dog wash
- Business centre
  - Micro-Brewery
  - Communal Boat
  - Communal Electric bikes

### MODELS

Perhaps the biggest difference between land lease communities and retirement villages is the model under which they operate.

Land lease communities operate under a land lease model, whereby homeowners own their home while leasing the land.

Under a retirement village model, residents often only have a license right to occupy a home, not own it.

### FEES

Both retirement villages and land lease communities generally charge a Deferred Management Fee (or exit fee), which is payable when you exit the property.

When you move into a retirement village, this fee can add up to around 30% of your house's original sale price.





**All Lifestyle Communities  
feature an impressive  
range of *world-class*  
*amenities* that make  
active living oh so  
effortless **and make**  
***you feel like you're on***  
***holiday every day.*****

At Lifestyle Communities, our Deferred Management Fee (DMF) increases by 4% each year up to 5 years, when it's capped at 20%. We don't 'front-end load' the agreements to get a higher DMF after shorter periods.

Also pay close attention to the weekly or monthly fees associated with living in a retirement village or land lease community. These will be different for each community.

For pensioners, our weekly site fee works out to be less than 25% of the Age Pension.

### LEGISLATION

The legislation for land lease communities and retirement villages varies depending on the state or territory they're located in.

Here's a brief outline of the main differences you'll find in these legislations:

#### **Retirement villages:**

- You may pay stamp duty when you buy into a retirement village home, depending on the title, leasehold or licence.
- You may keep some or all of any capital gain minus any deferred management fees.

#### **Land lease communities:**

- In a land lease community, you own the home and pay a weekly or monthly rental on the site the building sits on. For this reason, you are not required to pay stamp duty.

- Because you're essentially renting the land, you may be eligible for government rental assistance; you can't apply for rental assistance in a retirement village.

- Both your home and land will likely increase in value over the years. As a result, if you choose to sell your home, you'll benefit from any increases in value of the property and the land. Recent resales have seen Lifestyle Communities' homeowners gain up to \$2,800 per day in value.

If you're looking to downsize to a friendly and vibrant community of like-minded people, with access to a range of incredible amenities, then we think living at a downsizing community, like Lifestyle Communities, could be perfect for you!

And don't just take our word for it – our homeowner surveys show that 95% of our homeowners are prepared to recommend Lifestyle Communities to friends and family. Also, 52% of all our new home sales are as a result of a referral by satisfied existing homeowners.

An important point to remember is that no two communities are the same, so we recommend researching and visiting your local communities before deciding which one's the perfect spot for you.



# All about Lifestyle Communities' 90-year lease

**Ka-ching!**

**Lifestyle Communities homeowners' 90-year lease serves as a second asset.**

It provides a long-term right and interest in the land, and as the value of the land increases, so does the value of the lease. This means, should our homeowners at some point choose to sell their home, they'll benefit from any increases in value the land lease has acquired, which is provided as a return on the sale price.

**Ka-ching!**

# 10 reasons why the 90-year land lease is an asset for our homeowners:

- 1** When homeowners buy a house at Lifestyle Communities, they have two assets: the value of the house – they own the home; and the value of the land – the 90-year lease provides them the right to use the land.
- 2** The house – just like their current house, they can add to its value by making improvements to it.
- 3** The land – the value of the lease increases as the value of the land increases. Our communities are located in property growth areas.
- 4** The 90-year lease is renewed when they come to sell their home – they sell it with a new 90-year lease. This strengthens the value of the lease to the buyer and seller.
- 5** Since Lifestyle Communities own the land and lease it to homeowners, we ensure we maintain the community. This means homeowners always live with like-minded neighbours (with no loud partying!).
- 6** All front gardens and communal areas are maintained by us and kept looking their best. This protects the value of our homeowners' investment.
- 7** The existing streetscapes are protected and managed by us, which means: No surprises about what will be built next door and no run-down properties next door affecting the value of homes.
- 8** No stamp duty and no council rates to pay.
- 9** Homeowners still receive Federal Government Rent Assistance, if eligible, so they can enjoy greater financial freedom.
- 10** All these benefits are passed on when homeowners decide to sell their home with a new 90-year lease.

# *Debunking common misconceptions* about downsizing communities

The journey to downsizing looks different for **everyone**, but many people share common misconceptions about downsizing communities and the people who call them home.

To make sure you're fully armed with all the facts as you plan your future, we're debunking five common fallacies about downsizing communities:

## **THE HOMES WITHIN DOWNSIZING COMMUNITIES DON'T MATCH MY BUDGET, NEEDS OR PREFERENCES**

The houses within downsizing communities have often been perceived as small, plain, unremarkable places to call home. But there are industry-leading communities (like us!) who have redefined – and continue to refine – reasonably priced,

luxury community living for over 50s. These communities feature modern, spacious homes with quality appliances, energy-efficient solutions and the perfect balance of indoor and outdoor spaces.

Lifestyle Communities offers affordable residences for those looking for a modern, fully-equipped home, without the sacrifice on location or amenities.





Plus, our homes come in all shapes and sizes to suit the needs and preferences of our homeowners. One visit to our displays and we're confident you'll be calling one of our communities 'home sweet home' in no time!

### I'LL HAVE TO COMPROMISE ON PRIVACY

The fear of sacrificing privacy for connection is a concern for many people considering downsizing to a land lease community – and understandably so. The idea of compromised privacy isn't an appealing thought!

While it's true that downsizing communities are vibrant places to live with a range of activities and interactions on offer, we can't stress enough that maintaining a sense of privacy for our homeowners is a key focus of Lifestyle Communities.

That's why none of our homes share walls with their neighbours. Each home within a Lifestyle Community stands alone, with its own private outdoor space – providing the ultimate opportunity for relaxation and tranquillity.

But for the times when our homeowners want to get social and active, the incredible on-site amenities are just a short stroll away. Talk about the best of both worlds!

### I'LL LOSE MY SENSE OF INDEPENDENCE AND AUTONOMY

Many retirees and pre-retirees can identify the need to move to lower-maintenance home, but don't want to lose their sense of independence. They also don't require age-related supports, and so aren't yet ready to call a retirement village home. This is where downsizing communities become the perfect solution. They're filled with fun-loving and active homeowners who are seeking low-maintenance lifestyles without compromise.

### DOWNSIZING TO A LAND LEASE COMMUNITY IS A COMPLICATED AND STRESSFUL PROCESS

The road to downsizing isn't always smooth. It can be winding, bumpy and uphill! But you can rest assured that the destination is worth it.



## What is downsizing?

Making any new life decision comes with its difficulties, and downsizing is no different. But there are many supports available to help you through your journey step by step – especially when you choose to downsize to a Lifestyle Communities home.

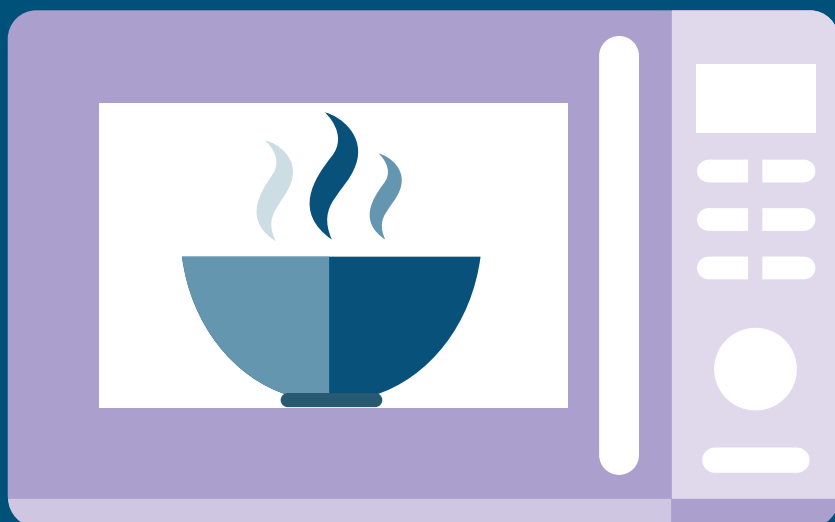
From connecting your electricity and water to tuning your television, we're here to help make your moving experience as effortless as possible. In fact, we can have everything up and running by the time you move in. We can also show you how to use all the new appliances in your home. And once you've moved in, we can clear away your moving boxes. We work hard to make sure your downsizing process is as easy and seamless as possible.

We can also show you  
how to use all the new  
appliances in your home.

## I WANT THE FREEDOM OF MY OWN PROPERTY AND LAND, AND I'M WORRIED I'LL LOSE THIS FREEDOM IN A DOWNSIZING COMMUNITY

When you purchase a home in a downsizing community, you can customise your home to suit your individual preferences. Whether that's painting the walls, adding ceiling fans, adding an outdoor deck or something else. Plus, you'll benefit from any increases in value the land lease has acquired – which means greater returns if you choose to sell up and move.

At Lifestyle Communities, we understand it's the little personal touches that turn a house into a home. That's why we offer a range of opportunities for homeowners to customise their home – to make it truly their own. Living in a Lifestyle Communities home is all about choices, exactly as it should be.



# 5 ways you'll live bigger at a *downsizing* *community*



It's less of a question about what you'll pay when you downsize to a land lease community, and more about what you'll gain!

We're a little biased, but downsizing to a land lease community home not only means you can spend less time worrying about cleaning, gardening and maintenance, but also means lower insurance premiums (thank you, gated community!), no council rates, no water rates, and no stamp duty.

Plus, if you choose to downsize to a Lifestyle Communities home, you can also say goodbye to walking around the house turning off every light and grumbling about the electricity bill, because with sustainable features and energy-efficient appliances in all our homes, your bills will be as low as they can go.



Here are 5 benefits you'll embrace when you call a downsizing community home:

### 1 **FEEL SAFE AND SECURE**

Making the move to a secure, gated community means you can lock up and leave with peace of mind. Many neighbourhoods no longer have that sense of community that made us feel connected and safe in the past, but luckily downsizing communities provide all the benefits of living in a secure environment.

Lifestyle Communities feature gated entries, live-in managers and community-minded homeowners who will keep an eye on things when you're away. This is especially reassuring if you've caught the travel bug and enjoy jet-setting or road-tripping throughout the year.

Studies have shown that gated communities have 33% fewer burglaries and that the presence of security cameras can reduce crime by at least 50%. The peace of mind that comes from living in a gated community is priceless.

### 2 **HOMES AND GARDENS WITH FEWER TO-DOS AND MORE TA-DAS**

Downsizing in general means less cleaning and maintenance, but at a Lifestyle Community, it goes one step further – with our Gardening team maintaining front lawns (goodbye weeding!) and our Community Managers taking care of all the additional facilities. You won't even have to think about it, while getting the benefits of living in a perfectly maintained space.

### 3 **WORLD-CLASS AMENITIES AT YOUR FINGERTIPS**

When you downsize to a land lease community, you can forget paying for your weekly gym membership, cinema tickets, bowls membership and so much more, because you will have best-in-class, award-winning facilities right on your doorstep.

Every Lifestyle Community features a whole range of world-class amenities maintained by our Community Managers. Take a dip in the pool or spa, watch a classic at the cinema, or get active in communal sporting areas; there's something for everyone, with none of the upkeep required from you. Heaven!

### 4 **GOOD NEIGHBOURS, GOOD FRIENDS**

Downsizing communities are friendly, peaceful and people-focused places to call home. As a result, the sense of community is palpable – and you never feel lonely. Moving to a land lease community means you can erase the fear of accidentally moving next door to a university share house, because you'll be living next to people in the same stage of life as you, with similar values and goals for their future. You'll enjoy the very best bits of neighbourhood living, along with like-minded people.

We find that one of the biggest reasons people make the decision to downsize to a Lifestyle Community is the supportive and well-connected community they become a part of.

If you love the idea of belonging to a community that values safety, security, connectedness and fun, then downsizing could be the perfect move for you.



### 5 **LIVE YOUR LIFE, YOUR WAY**

Downsizing to a land lease community can also be a step in the right direction for shifting your focus back to your own sense of self. It gives you the ability to figure out what you really want to do in the later years of your life.

Land lease communities feature low-maintenance homes and incredible amenities, and so it makes sense to move in while you're young enough to enjoy all the benefits. You don't have to wait until you're retired to move into a downsizing community – you can remain working full- or part-time while making the most of the world-class amenities on your doorstep. In other words, you can have your cake and eat it too!

# Love your life *before and during* retirement

Whether you're working nine to five or part-time, or living your best life in retirement, downsizing could be the perfect move.

Pre-retirement is that golden period when retirement is on the horizon, but you're not quite ready for it. You could still be working full-time, or you may begin transitioning to part-time work in preparation to retire, but if you've started considering retiring, then welcome to your pre-retirement era.

Downsizing isn't just for full retirement, many people are taking a partial step towards retirement and moving while they're still in the workforce. Selling your home while you're still working means you can take advantage of the downsizer contribution options to top up your super, along with minimizing your bills and maximizing your free time. It also means that when you do fully retire, you don't have to stress about moving, because you'll already be settled and living it up.

Many people move to a Lifestyle Community in pre-retirement to start enjoying the resort lifestyle and incredible amenities as soon as they can. We get it, coming home from a hard day's work to have a quick game of bocce, a soak in the spa, and then popping out for a delicious dinner at one of the local restaurants on your doorstep sounds like heaven.

A homeowner at Lifestyle Berwick Waters recently said:

"Many of our neighbours have said that we moved in at the right time – when we were young and fit enough to make use of the many facilities on offer. One couple said they wished they'd moved in years ago, because now, they're not as able to use the facilities as much as they did originally."





**"Many of our neighbours have said that we moved in at the right time – *when we were young and fit enough to make use of the many facilities on offer.*"**

# *Why working over-50s* love their downsized life at Lifestyle Communities

**Straight from the happy homeowner's mouth!** One of our happy homeowners recently got in touch with our Director, James Kelly, to communicate the benefits for working people living at a Lifestyle Community. Here's what she had to say:

**1**

When you come home from work, you don't have to jump in the car again to head for the gym – it's just a short walk down the road.

**2**


There's more time to socialise on the weekends with family and friends, as you don't spend the weekend doing lots of housework, gardening or cleaning the pool!



**3** You have more money (from selling your home) to spend on holidays. And while you're still working, you get paid for holidays too! Since moving to Lifestyle Berwick Waters, we've been overseas three times. Each time I used long service leave, which meant I was paid and still had annual leave left over!

**4** You receive great advice from the older homeowners at Lifestyle on retirement, superannuation and relationships.

**5** It makes planning for retirement easier, as you know what retirement is going to look like. It's filled with friends, activities, functions and events!



Since moving to Lifestyle Berwick Waters, we've been overseas three times. Each time I used long service leave, which meant I was paid and still had annual leave left over!



**We've thought  
of it all...  
so you don't  
have to!**

## **Section 3**

**All the  
information  
and resources  
you'll need to  
kickstart your  
downsizing  
journey.**

# How to declutter before you downsize

**Moving into a smaller home that's designed for your lifestyle and needs can feel freeing. Even the decluttering can be freeing, with the right approach.**

## PRE-DECLUTTER

We advise that you start the decluttering process at least 3 months ahead to avoid a last-minute rush.

### **Start by considering your new home:**

- How many rooms will you have?
- What furniture will fit into them?
- Does it have storage space?

### **Then see what you already have:**

- Make an inventory of your belongings
- What furniture fits the space available?
- Where will your 'essentials' go?

### **And think of your future:**

- What hobbies/activities/work will continue?
- What activities will no longer be part of your lifestyle?

## THE DECLUTTER

Once you know these basics, you can assess your belongings one room at a time! (That's why you start 3 months ahead)! Using boxes will keep everything neat.

### **Box 1: Get in the (recycling) Bin**

Chuck broken appliances and other damaged items. Be stern with old papers. Generally, keep personal tax records for 5 years. Take a shredder to the rest and to old bills. Expired medication and foodstuffs can go, too. Do you really need that bread maker that broke in 2002? Or those collapsed chairs and ancient magazines? Hire a skip and purge the lot!



It'll feel good to, as the song says,  
let it gooooooooooooo.

At Lifestyle Communities, we're all for the environment and ensuring waste is recycled or disposed of correctly. Click [here](#) for an A-Z guide to recycling and waste disposal.

#### **Box 2: Out It Goes**

In good nick but you just don't use it? Box it up for the op-shop/garage sale/eBay/Gumtree/donation. Some of those things are more work than others, so decide how much effort you want to go to and organise things as soon as you can. It'll feel good to, as the song says, *let it gooooooooooooo*.

#### **Box 3: Keep**

Keep things you use regularly or that have strong sentimental value. If you still have more things than will fit your new home, revisit the box. Maybe other family members would treasure heirlooms for which you no longer have the room.

#### **BOX 4: STORE**

Store the rarely used items like seasonal clothing or festive decorations. Decide whether as-needed hiring is better.

#### **DIGITAL DECLUTTER**

Some items you can keep in a different format!

- Documents and photos can be scanned. Get a digital photo frame for your favourites!
- Save CDs as digital files or subscribe to a music streaming service.
- Sign up for a video streaming services to get rid of all but your rarest DVDs.

Plan your declutter, give yourself time, and soon you'll have a new, downsized home full of things that only bring joy!

# *Unpacking* the Downsizer Contribution Scheme

**Since July 2018 the Downsizer Contribution Scheme has provided over 65s with** opportunities to contribute up to \$300k (or \$600k for couples) from the sale of their home straight into their superannuation fund.

This one-time offer allows retirees to capitalise on a potentially lucrative tax benefit and boost their savings to enjoy the retirement that they've worked so hard to earn.

**Here are some quick facts about the Downsizer Contribution Scheme:**

- The downsizer contribution can still be made even if you have a total super balance greater than \$1.6 million.
- You can only access the downsizer scheme once. This means you can only make downsizing contributions for the



## What is downsizing?

sale or disposal of one home, including the sale of a part interest in a home. You can't access the downsizer scheme again where there is a subsequent sale or disposal.

- Downsizer contributions are not tax deductible and will be taken into account for determining eligibility for the age pension.
- If you sell your home, are eligible and choose to make a downsizer contribution, there is no requirement for you to purchase another home.

**You will be eligible to make a downsizer contribution to super if you can answer yes to all of the following:**

- you are 65 years old or older at
  - the time you make a downsizer contribution (there is no maximum age limit)
- the amount you are contributing is from the proceeds of selling your home where the contract of sale exchanged on or after 1 July 2018
- your home was owned by you or your spouse for 10 years or more prior to the sale – the ownership period is generally calculated from the date of settlement of purchase to the date of settlement of sale

- your home is in Australia and is not a caravan, houseboat or other mobile home
- the proceeds (capital gain or loss) from the sale of the home are either exempt or partially exempt from capital gains tax (CGT) under the main residence exemption, or would be entitled to such an exemption if the home was a CGT rather than a pre-CGT (acquired before 20 September 1985) asset
- you have provided your super fund with the Downsizer contribution into super form either before or at the time of making your downsizer contribution
- you make your downsizer contribution within 90 days of receiving the proceeds of sale, which is usually at the date of settlement
- you have not previously made a downsizer contribution to your super from the sale of another home.





# The process of *buying a new home* at Lifestyle Communities

When buying a home at Lifestyle Communities, we like to ensure that you feel supported, empowered and fully in control of your decision. Regardless of whether you're after a new or existing home, we'll work closely with you through each step of the buying process, so you feel confident and informed at all times.



# 1

## COME AND SAY 'HEY'!

Come and visit one of our beautiful communities to have a look, meet our friendly consultants, enjoy a cuppa and help us understand exactly what you're looking for. Get ready to explore and adore!

# 2

## SECURE YOUR SWEET SPOT

Whether you're looking for ultimate street appeal, a place that's particularly peaceful, or a location that's walking distance to the Clubhouse, there's a spot to complement your preference. This stage of the buying process involves choosing the perfect home design and your preferred location within the community. You'll pay a fully refundable \$500 holding deposit, which reserves your lot for the next 6 weeks.

# 3

## TIME TO MAKE IT OFFICIAL

It's time to pay a \$500 confirmation deposit to secure your lot and make your downsizing journey official! Don't stress – your Lifestyle

Consultant will be there to answer all your questions and provide plenty of helpful information. Your total deposit amount of \$1,000 is now non-refundable.

# 4

## ADD YOUR PERSONAL TOUCHES

Now for the fun part! It's time to customise your home to perfection by selecting your preferred finishes, interior colours and extras. You'll meet with your Project Team Member and Lifestyle Consultant to talk through your house plans and customisation options in detail. At this stage, you'll pay another \$500, taking your total deposit amount to \$1,500. After this customisation meeting, we'll draw up and organise your final house plans.

### **5 SIGN ALONG THE DOTTED LINE**

At this stage, we sit down and explain your agreement in plain English and answer any questions you may have. When you're confident, happy and you've decided to sign the agreement, it's time to pay a further \$3,500, bringing your total deposit amount to \$5,000. There are no further financial commitments until your settlement date.

### **6 PREPARE YOUR EXISTING HOUSE FOR SALE**

When we order your new home, we'll advise you of your fixed settlement date. From decluttering tips to finding a real estate agent, and presenting your existing house for sale, we'll help you do it all. We also give you generous settlement terms of up to 6 months after your new home is completed to ensure you have plenty of time to get all your ducks in a row.

### **7 THE FINAL COUNTDOWN!**

By this stage, your new home will be built and almost ready for you to move in (how exciting!). Before you do, your Community Manager and Project Team Member will walk you through and demonstrate how everything works. This is your

opportunity inspect your home and ensure everything is to your satisfaction. We then help you prepare for settlement and anything else you may need before move-in day – like finding a local removalist!

### **8 WELCOME HOME**

Settlement day is here! We'll take you through the final legal process of taking ownership and paying the balance of your new home at Lifestyle Communities. On the day, we'll do our best to make the move as smooth as possible, including taking away your moving boxes. We'll even have tea, coffee and biscuits ready for you when you arrive. Time to step into your new home and start living your lifestyle of a lifetime!

### **9 THREE MONTHS IN**

By now, you'll know your way around the Clubhouse and gym and will have had plenty of opportunities to immerse yourself in all the social and wellness activities on offer. At this stage, any minor defects you may have noticed whilst living in your home can be rectified.

Time to step into your new home and start living your lifestyle of a lifetime!

What is downsizing?



# The story of Lifestyle Communities

For almost 20 years, Lifestyle Communities has lived and breathed the wants and needs of the downsizer homeowner, consistently refining our approach, communities, and homes to not only meet downsizers' needs – but exceed them!

We're champions for facilitating a bigger, more enhanced life for our homeowners. We build communities because our homeowners have worked hard for what they have and they deserve affordable, beautifully designed and low-maintenance homes in concert with best-in-class amenities. We nurture the homeowners within our communities because they seek a space that's truly their own, that strikes the perfect balance between connection and privacy, independence and activity. As

a result, we've replicated all the hallmarks of a quintessential Australian neighbourhood across each and every community.

But most of all, we champion bigger, more enhanced lives for our homeowners because we know that reducing their property footprint takes a giant leap of faith. This is why we believe it's a privilege to walk alongside them as they elevate the next phase of their lives.



Downsize to a bigger life  
Downsize to a bigger life  
Downsize to a bigger life

**At Lifestyle  
Communities,  
we readily  
acknowledge  
that we're not  
for everyone.**

***But for everyone  
who wants  
to downsize  
without  
compromise...***

...we're ready  
when *you* are.

Downsize to a bigger life

*Lifestyle*

COMMUNITIES