



THE GREEN
A **FAIRWAY** VILLAGE

**THE GREEN - A FAIRWAY VILLAGE IS THE EXCITING NEW
BENCHMARK IN OVER-55'S LIFESTYLE LIVING**

FREQUENTLY ASKED QUESTIONS





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Q:
01

I really like the Fairway Villages concept but my big worry is – will I have the security of tenure I enjoy now, living in my own home?

At a Fairway Village you OWN your home and the title will be in your name only. It is your own home. You will also have unlimited use of all common property, parks and amenities, which is included in your Contract of Sale. This is a strong selling point for your home if you decide to leave the village at any time in the future.

Q:
02

Every retirement village we've looked at comes with "strings attached" like Sinking Funds or a rule that part of any sale profit or Deferred Management Fund goes back to the Developer or the Village. How does Fairway Villages measure up on that score?

Fairway Villages are different. There is no "Lease for Life" – and that means there are no Deferred Management Fees, Sinking Funds or Profit / Capital Sharing with anyone if or when you sell your home. Every cent of the sale proceeds is yours (less standard Real Estate Agent's fees) - your home is an investment that benefits you or your family – and no one else.

Q:
03

Can we sell our home?

You own your home and you can sell it at any time. You make arrangements in the same way you would when selling any home or property you own. You engage an agent, advertise your property, identify a buyer, accept an offer and bank your proceeds. However, we believe that those who buy into Fairway Villages will be there for many years!

Q:
04

Who is the Developer?

Fairway Villages is the Developer working with the Lakelands Country Club to develop The Green. The founding vision is that ownership is fairer and your investment should not be shared with anyone else.

Q:
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Can you explain the HOUSE and LAND package?

When you buy in The Green, the purchase is completed in two stages.

1. The land is purchased first and the title passes directly to you from the Developer on settlement. The Stamp Duty you pay is reduced by more than 50% because the duty applies to the land only.
2. You pay for your home when it is built and ready to move into.

Q:
06

Like most people, we are on a budget so I want full, clear details of the price and arrangements for the deposit and financing, and any extras we'll be up for?

To be absolutely clear about this most important question:

- ✓ A FIXED PRICE is available for Stage 1. This means that regardless of the market moving, or building prices increasing, the price you pay is guaranteed and fixed in your contract.
- ✓ \$1,000 is payable when you enter into a contract to purchase.
- ✓ Then, a deposit of 10% of the LAND price is payable when your finance is approved. Your deposit is paid into the Agent's Secure Licensed Trust Account awaiting settlement of the land. Settlement on the land occurs 3 weeks after your title is issued. The land title is now in your name and building commences.
- ✓ There are no hidden charges or costs.

Q:
07

Can you assist with our Finance?

Yes absolutely. We have independent licensed Brokers who can assist with financial appraisals and assist you in raising a loan for your purchase if required. We also have a direct relationship with banks who can help with home to home loans for qualified applicants.

Q:
08

Can you assist in selling our home?

Yes absolutely. We will have a dedicated BUYERS LIAISON OFFICER (BLO) who will work with all purchasers to assist with finance, homes sales and moving. Our BLO is from a licensed Real Estate Agency and can appraise and market your home whenever you are ready – whether that happens before the land settles or during the building of your home. All clients will receive special rates when they sell their homes through our chosen Agent.

Q:
09

Is the builder reputable?

The builder is BGC Construction – a leading and long-established Perth construction company with a sound, national reputation for excellence as a boutique builder. The BGC Group is Perth's largest builder and completes more than 2,000 homes and apartments a year with more than 400 under construction at any one time. All homes will be fully insured before building begins and for the duration of the build, for your peace of mind. Please see the official brochure for more information about the builder.

Q:
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What is the timeframe for building The Green?

Civil works are scheduled to start in late 2017 and it is anticipated that titles for the land will issue in the second quarter of 2018.

The construction of each home is expected to take 6 months, and we anticipate that the homes in Stage 1 will be completed before Christmas 2018.

The construction of the apartments in Stage 1 is expected to take 12 months and we anticipate they will be ready to move into in the first quarter of 2019.

We expect The Green to be completed in full by mid-2020 – less than 3 years from commencement.



Can I change the design of my home?

The Green offers over 40 professionally designed homes and optional frontages to match, with 8 different colour schemes across the range.

We've assembled 5 different colour boards to showcase the internal schemes you can choose from, right down to the tiles and paint colours. These internal schemes are available for the apartments too.

Each home (including ground floor apartments) comes with 4 optional landscaping packages to suit your desired garden theme.

Should you have specific requirements, please contact one of our Sales Consultants.



Most Lifestyle Villages build the Community Centres at the end – when will the Community Centres at The Green be built?

Construction of the Central Community Centre will start at the same time as the start of construction of the first home in Stage 1. The Northern Community Centre will be completed at the same time as the homes in Stage 2 (per the Contract of Sale), which means you can enjoy the amenities as soon as you move in.



What facilities will the Community Centres have?

The Community Centres will include (among other amenities):

- ✓ Swimming pool
- ✓ Bowling green
- ✓ Sauna
- ✓ Gymnasium
- ✓ Commercial kitchen
- ✓ Dining room
- ✓ Lounge and coffee facilities
- ✓ Alfresco and BBQ facilities
- ✓ Nurses and Doctors station
- ✓ Library/Computer room
- ✓ Games room
- ✓ Arts and crafts room
- ✓ Hairdressing facilities
- ✓ Conference and meeting rooms
- ✓ Fully equipped men's shed
- ✓ Vegetable gardens
- ✓ Mini Country Club
- ✓ X-Box golf simulator
- ✓ Parks and playground with gym equipment.

At The Green you will enjoy all the facilities you need for a vibrant and active lifestyle.

Q:
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What are the rules about age?

There are safeguards to make sure The Green is an Over-55's lifestyle village. A full explanation is provided in the contract.

Q:
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Are pets allowed?

Yes. Domestic pets are allowed, but they must be kept under control and not be a public nuisance. The Contract of Sale outlines the conditions of pet ownership.

Q:
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Is there parking for trailers and caravans?

Yes. We have ample caravan, trailer and boat parking on a first come, first served basis. Full details are available in the contract.

Q:
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Once we move into The Green, how is it managed? Do we have a say in things?

The Green is managed by a licensed Real Estate Strata Manager which has appointed a separate Management Company (MC) working with the Lakelands Country Club.

Owners will constitute a Body Corporate (BC) of 7 members (after or during Stage 1 construction) elected from and by the owners and residents. The MC will administer the common areas and common facilities in the interests of owners and residents working with the BC and strictly in line with the contract budget. The MC will also contract & employ the services and personnel required to operate the village. Naturally, all Local, State and Commonwealth Government Laws apply as they do everywhere else and the Strata Manager is responsible for all compliance issues and accounts in line with the agreed budget in your Contract of Sale.

Q:
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Who keeps an eye on costs?

The Developer has adopted a budget for Strata costs which is set for the first 5 years – during which time the facilities will be built and employees put in place by the MC as per your Contract of Sale.

Fees will NOT increase during the first 5 years from the date of registration of the Strata Plan.

The Fees will be split on a pro rata basis between residents in Stages 1 & 2.

Q:
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What about the weekly fees?

Weekly strata fees are paid by all residents. The weekly fee is the only fee paid by residents and it is fixed for the first 5 years.

These fees are very competitive with other villages and what they cover is clearly set out in the contracts. They are estimated to be \$95 - \$139 per week depending on the price of the property, as well as the lot size and the home size, and whether it is an apartment or freestanding home on its own lot - full details are in your Contract of Sale.

Q:
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Like a lot of people, we are concerned about our security – particularly at night and when we are away. How will this be addressed at The Green?

Security will always be better at a lifestyle village like The Green because of the number of residents, the nature of the community and the private location of the Lakelands Country Club. All homes and community centres will have modern alarms installed as standard. At the conclusion of the builds for Stage 2 the residents can opt for security gates (subject to City of Wanneroo approval), and the Developer will provide the initial infrastructure for these future works. The Lakelands Country Club also has a live-in manager.

Q:
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What level of service will be provided?

Services will be outlined in your Contract of Sale and implemented by the MC.

These include:

- ✓ Full Time Nurse
- ✓ Doctors visiting weekly on appointment
- ✓ Full Time Receptionist /Administrator
- ✓ The MC will issue a Contract for Maintenance and Landscaping to the Lakelands Country Club for the first 5 years – the Country Club has qualified professional grounds people providing cost effective service. The Lakelands Country Club's team is qualified to handle all common property and maintenance, as well as driving the shuttle bus.
- ✓ Silver Chain services, including their emergency role in mobilising ambulance services, will be available.
- ✓ A shuttle bus to nearby shopping and medical facilities.

These and many other services are provided, please refer to your budget and Contract of Sale.

Q:
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Whose pays for the insurance?

The Strata Manager will insure all of the common property, including the Community Centres, Public Liability, Workers Compensation and all other general insurances. Home Owners will be responsible for insuring your home building, contents and personal belongings. Apartment owners will be responsible for insuring your home contents and personal belongings with the Strata Manager insuring the apartment building.

Q:
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In terms of location, what does The Green have that is so special?

The Green benefits from its unique setting, being adjacent to the Lakelands Country Club. The design of the estate has taken full advantage

of this with many homes having a view of the Golf Course with rear lane access allowing for uninterrupted views from living areas and courtyards. Wide landscaped walking paths throughout the Village provide views and a connection to the course, making the most of this wonderful location.

Homeowners will be able to enjoy the Country Club's Social and Sporting facilities. Along with the new Community Centres, there are plans to refurbish and upgrade the Lakelands Country Club. New facilities and services for the benefit of members and the local community will make the Lakelands Country Club offerings truly outstanding.

Please refer to the brochure and specifically the location page showing all amenities within a 5km radius of The Green.

Q:
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What is the tenure for the Management Company?

The Management Company (MC) will be appointed for a period of 10 years with an option for a further 10 years and this contract will be issued by the Strata Manager. The option will be in favour of the Strata Manager in case the MC is not performing satisfactorily and the 10 year term is to ensure there is consistency in delivering the full suite of services outlined in the Contract of Sale are provided to the Village without exception.

Q:
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What does the free golf membership entitle residents to?

Every purchaser will receive 1 fully paid 7 day Country Club membership for 5 years and a fully paid Social membership for every other resident of the home, while they are living in the Village. The fully paid membership will provide all the benefits of a current Golf Club Member, except for voting rights. The purchaser will have the right to convert the full membership to a voting rights membership by the payment of the nomination fee – currently a one off fee of \$1,600. This enables you to vote at Annual General Meetings but is not necessary or compulsory and can be done at any time during the 5 years. The Social membership allows unlimited use of the Lakelands Country Club social facilities, just not the golf playing facilities – please refer to the separate membership pack on signing.

Q:
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How does the Free Junior Membership Work?

Every resident will receive 1 fully paid Junior membership valid for 5 years. This will entitle a young person aged 8 - 17 to have access to the Junior Academy at the Golf Club and coaching from some of the best coaches in Western Australia. These memberships will be perfect presents, allowing Grandparents to golf with their families.

Q:
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Can I rent out my home?

While we are sure you will not want to leave The Green for an extended period, should you choose to do so, you can lease your home to a qualifying tenant. Your tenants will not have golfing rights but will have normal access to the facilities and a social membership at the Lakelands Country Club.

Q:
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Is there a reserve fund to take care of future maintenance and refurbishment of the Community Centres and Common Property?

Yes. Included in your weekly fee is an amount that is set aside by the Strata Manager in an interest bearing trust account to ensure that by the end of year 5 there will be a substantial, growing fund specifically for refurbishment. When the village is at full occupancy it is expected the fund will total more than \$650,000 after 5 years.

Q:
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Who do we ask, if we have any questions that are not answered here?

Please feel free to talk directly to any of the Sales and Project Team Members - numbers are available from the sales office and on the website www.fairwayvillages.com.au or simply leave a question on the website.

Q:
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Are there other Fairway Villages located in other areas of Perth?

There are a number of other Fairway Villages planned in the next 3 years and these will be explained on our website as they come to market. Please log onto www.fairwayvillages.com.au

Q:
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And finally – why The Green?

The Green will enjoy a harmonious community feeling and atmosphere benefiting from its wonderful outlook and relationship with the golf course. It will fit seamlessly into its setting, have innovative home designs with inspiring streetscapes and boulevards with exceptional community facilities in a landscaped setting.



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