

Say hello to *Freedom*

FREE
downsizing
worksheets

**Five top tips for
planning for
your future**

**Decluttering
guide**


Ingenia Lifestyle



**Display
Villages**
NOW OPEN

Downsizing is not about saying goodbye... **It's about saying hello!**

You'll love being part of a warm, welcoming and active
Ingenia Lifestyle community.

Resort-style facilities. Active social calendar.
Friendly neighbours. Pet friendly community.

ingenialifestyle.com.au

1800 135 010


Ingenia Lifestyle
OVER 55s COMMUNITIES

Say hello to more **Happy Days**

2020 has redefined how we live, prompting many people to reconsider what's really important. While we all have different dreams and aspirations, there are a few values we all have in common – that's the importance of community, finances and lifestyle.

Moving on from a large home presents a range of new opportunities; it's a chance to create the lifestyle you've always dreamed of by freeing up both your capital and your time.

Naturally, some people feel daunted by the prospect of downsizing. However, for most people who make the change, their only regret is they did not do it sooner.

Over the years, Ingenia Lifestyle have helped thousands of singles and couples downsize and simplify their lives, so we want to share our expertise in the field to help like minded people navigate their way through the downsizing journey.

This magazine is packed with tips, tools and articles designed to help you understand the decision making process and guide you on putting plans in place to reimagine your future.

.....
Find out more at
ingenialifestyle.com.au

*Sit back with
a cuppa and
let this magazine
guide you on how
you can say hello
to your future...*



Moving to a smaller home is the first step to a relaxed, streamlined lifestyle. For many homeowners, it's the first chapter to a
new life





Downsizers defined

Downsizers can include anyone over 55 years of age, still choosing to work or retired, an empty-nester couple whose children have now moved out, or someone that is now living alone.

The key motivations for moving from the family home are linked to securing more appropriate accommodation, either in terms of size, lifestyle or location.

It is surprising how reducing the size of the home also cuts down on daily chores and maintenance, freeing up time for leisure activities and spending time with family.

There are a number of reasons people decide to downsize:

- Live in a home with less maintenance
- Unlock equity and free up funds
- Lifestyle changes
- Health reasons
- Move closer to family

Homeowners are starting to realise that bigger is not always better.

For many homeowners, downsizing is the first chapter to a new life.

Happy Days

Plan ahead for **success**

If you're unsure of where you sit on your downsizing journey, you're not alone. Australia is experiencing a surge of people considering their future and they're all trying to make the decision that best suits them.

Plan

For many homeowners, moving to a new home can be the start of a new chapter but the process can take some time and consideration. Many people can take anywhere from a few months to a year to navigate through the process – plan to enjoy the time making decisions about your future lifestyle.

Key considerations when planning your downsizing journey include:

- Your ideal lifestyle, community and facilities
- Your location options – where do you want to live?
- Decluttering and tidying up your prized possessions, and
- Preparing your house for sale

Consider

Before you begin your downsizing journey, there are some critical questions to ask yourself that will help you work out what's the most important things in life to you.

- What's on my bucket list?
- What options can I consider?
- Where do I want to move to?
- What do I want my life to be like?
- How do I make this happen?

Assess

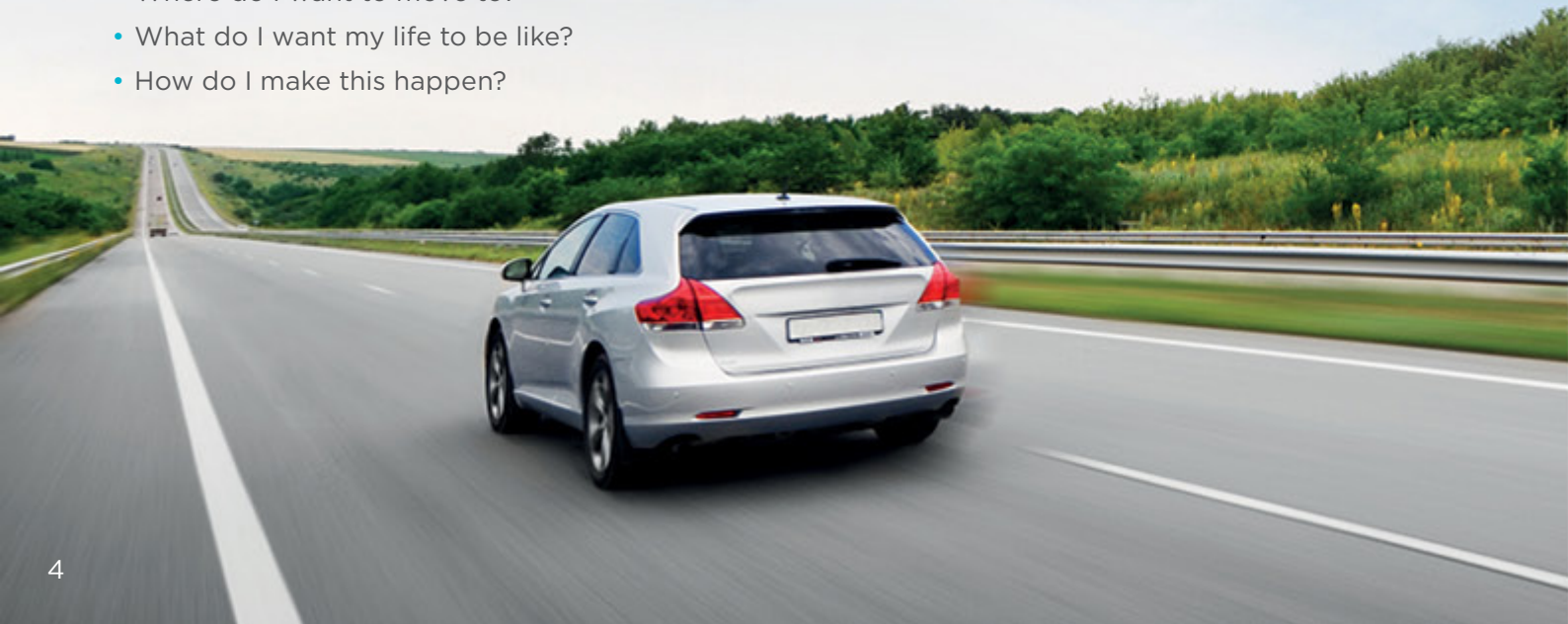
There are many considerations when navigating through the downsizing journey, but the main issue on the minds of most is the financial aspect of the process.

Compare the costs of your preferred options versus staying in place, understanding how much your house is worth and knowing whether your downsizing choice will impact your Age Pension and other income streams.

Explore

Exploring your downsizing options – visiting display homes, speaking to sales consultants and attending community events – can help you understand what you really need.

By assessing all the options, you will be more confident when making the final choice about your new lifestyle.



Five top tips for planning for your future

We asked the expert, Rachel Lane, co-author of *Downsizing Made Simple* with Noel Whittaker, for her insights and advice she gives to anyone thinking about unlocking equity in their home and making the move to an over 55s community.

1. Find a community that suits you

A big part of your enjoyment in a new community will be time spent with other residents – to quote a great Australian movie, “it’s the vibe”. Do your research on the accommodation, facilities and the legal and financial arrangements, but be sure to look beyond these.

2. Understand your contract

Your legal ownership has wide reaching implications. It’s important to know your rights and how the agreement will impact your pension, eligibility of rent assistance and other financial matters. Retirement Villages are governed by the Retirement Villages Act in the relevant state or territory while lifestyle communities can be governed by the Residential Land Lease Communities Act, the Manufactured Homes (Residential Parks) Act or the Residential Tenancies Act.

3. Do your sums

The costs of moving in and out of an over 55s community vary widely. It can help to break the costs into three categories: the ingoing, the ongoing and the outgoing. In some communities there are different payment options to consider and one may suit you better than another. The type of community you live in or the amount you pay for your home will determine whether you are a homeowner or not for pension purposes, as well as your eligibility for rent assistance.

4. Have a budget

Make sure your budget incorporates the costs associated with living in the community such as the general service charge or site fees together with your personal expenses such as utilities, food and entertainment. If you are going to receive extra services such as meals, domestic help or care make sure you include these on top of the other charges and then add occasional expenses such as holidays and Christmas so you know you can afford it.

5. Seek advice

Crunching all of the numbers can be complicated, a financial adviser who specialises in this area can help you get it right.

.....

Need help planning your future? Go to page 12 of this guide and start working through the downsizing worksheets.

Downsizing isn't about saying goodbye, it's about saying hello!

Moving on from the family home is an opportunity to say hello to a new chapter in life but planning your journey is as important as the destination. When planning your future, it's important to look at the available options first.

Living with family or in a granny flat

The few who are fortunate to live with family or in a small flat on family property may decide this is the best option due to the cost savings and ease of living.

However, those looking for a more relaxed lifestyle may decide this option not as desirable.

Renting a house

Private rental delivers flexible options however, renting can have a number of negatives to consider such as short lease agreements, high turnover and security of tenure which can leave over 55s renters with a feeling of uncertainty.

Apartment living

Apartment living may be a good option with locations in inner city districts, close to amenities and walking distance to entertainment and restaurant precincts.

Ensure allowances are made for the high body corporate fees.

House and land package

Brand new house and land packages are a popular choice with their modern, open plan homes in brand new suburbs with master planned amenities and facilities.

New housing estates are generally geared for medium to large sized blocks of land and floor plans, defeating the downsizing objective.

Retirement villages

On the surface, people find it difficult to compare the affordability of different villages with their complex or different legal and financial arrangements. While no two retirement villages are ever exactly the same, there are major differences and it can be confusing to navigate. Retirement villages operate under the Retirement Villages Act and you have a lease or 'licence to occupy'.

Over 55s lifestyle communities/ land lease communities

Australia's over 55s lifestyle communities, or land lease communities, are emerging as a strong sector with a number of operators setting new benchmarks for affordable senior living.

High quality, modern homes are set within a master planned community, using extensive landscaping and resort-style facilities in a secure, gated complex. The popularity of the model is its simplicity (the resident pays for the house and owns it, and they rent the land), ensuring a much more affordable entry price point and eliminating the need for residents to pay stamp duty or entry and exit fees.

.....
**Learn more about your
community living options at
ingenialifestyle.com.au**





New year tidy up

**We ask Gemma Quinn,
Master KonMari™ Consultant
a few questions on the
new year tidy up.**

As the old year comes to a close, the new year becomes the perfect time to reorganise and revitalise your life and be happy. If you're thinking about moving house but have a few roadblocks in the way, such as decluttering and tidying up the spare room or the garage... now's the time to look into having a new year tidy up.

Is it possible for a couple to let go of 40 years of stuff?

Yes, absolutely. It shouldn't be about 'letting go'. It's about choosing what you love and finding other ways your items could be of value to someone else. Sentimental items are hard, put them to one side and tidy them last.

What's one of the biggest changes people need to make?

You can't live an ideal life if you're living in the past. Helping people to understand if they can stop buying, it saves them a lot of money. Money that can be used going on a holiday or boost superannuation investments.

What advice do you have for their journey?

People know life is hard, short and things can change. Embrace the now and the joy, don't let the past, any obligations or the 'what if' hold you back or stop you from living your best life.

Would you say there's an increase in adults not wanting junk?

People have gone from post war frugality, to accumulating things through a family life and now, there is a mass of cheaply made products. So now people don't know what to do with the items they've accumulated, as they don't have the same value they once did.

Is it okay to give away gifts?

The purpose of gifts is to be given. Once that's happened it's okay for them to be let go and for someone else to enjoy them.

What about sentimental items?

Sentimental items are tidied last, so by the time you go to tidy them, you have changed and you see them from a different perspective. You're able to clearly see what does/doesn't 'Spark Joy'.

And what about purchasing an item/barely worn it/guilt over throwing it away?

This can be hard for people to deal with, as it can identify emotions of guilt or regret, however if you acknowledge these emotions, it's far easier to let them go.

If you don't let them go, and they're in your wardrobe, subconsciously you will be experiencing those emotions each time you see them.

Gemma Quin is Australia's first KonMari™ Consultant and an Evaluator for KonMari™ Media, Inc.

.....

Download our decluttering guide at ingenialifestyle.com.au/decluttering-guide





Discover the difference in lifestyle living

Smart downsizers have saved thousands of dollars on the purchase of their brand-new home by embracing land lease living. Here are six things you need to know about land lease ownership:

1 **The land lease ownership model does not charge exit fees**

Ingenia Lifestyle do not charge exit fees and does not take a share in any capital gains.

2 **Own a brand new home at around half the average price!**

With the land lease ownership model you have full ownership of your home while leasing the land. Leasing the land makes the upfront purchase price of your new home much more affordable.

3 **You'll pay no more council rates and get access to resort-style facilities you've always dreamed of**

The weekly land lease fee (also referred to as the weekly site fees) covers the site rent of the land, council rates, community staff and maintenance of the community's resort-style facilities.

4 **You can say "No!" to stamp duty**

Stamp duty is only owed to the government when your home purchase includes land. By leasing the land, there is zero stamp duty to pay when you purchase a home in a lifestyle community like Ingenia Lifestyle.

5 **It's not just a brand-new home, it's a new lifestyle**

Residents enjoy full access to the community resort-style clubhouse and facilities – the hub of community social life.

6 **Do the things you've always dreamed of by downsizing and freeing up cash**

Turn the equity in your home into usable cash to do the things you've dreamed of.

.....
For more information on land lease living go to ingenialifestyle.com.au

Land lease **communities** verses retirement villages

It's apples and oranges when comparing retirement villages to land lease living.

Downsizing can be an exciting time, but it pays to do your research and crunch the numbers.

Author and seniors finance expert, Rachel Lane, said you don't want to be left behind when it comes to your senior living choices.

"Comparing the different financial arrangements between retirement villages and lifestyle communities is like comparing apples and oranges.

"While it may seem that there are too many different financial arrangements to compare, the differences between retirement villages and lifestyle communities are important."

"I find it easiest to break down the numbers into ingoing, ongoing and outgoing. If traditional retirement villages were apples and lifestyle communities were oranges, let us compare," Rachel explains.

Ingoing:

APPLES: Retirement villages operate under the Retirement Villages Act with a lease or 'license to occupy' as the ingoing price.

ORANGES: In a lifestyle community you buy your own home and lease the land.

Ongoing:

APPLES: Service charge: For pensioners in a retirement village to be eligible for rent assistance they need to purchase below a certain threshold (currently \$214,500).

ORANGES: Because of the unique land lease ownership structure in lifestyle communities, most pensioners qualify for rent assistance on their site fees reducing their ongoing costs.

Outgoing:

The greatest confusion between retirement villages and lifestyle communities comes from the exit fees, also called deferred management fees (DMF), and who gets the capital gain.

APPLES: In a retirement village exit fees are standard. The exit fee is likely to be a percentage of either your purchase price or re-sale price, anything from 10% to 30% is common, with a sharing, or no, capital gain and refurbishment fees to consider.

ORANGES: Lifestyle communities do not charge exit fees. You own your own home and it is a viable asset, so the home owner keeps 100% of any capital gains made on the property if or when they decide to sell their home with no refurbishment fees.

A fresh approach to over 55s lifestyle living

Australia's innovative concept in lifestyle living is setting new benchmarks in affordable housing for downsizers by offering a higher quality solution that's exceeding expectations.

This newest housing trend is gaining a strong foothold in seniors living as it breaks down the walls of confusing contracts, complex financial arrangements and questions over legalities, and replaces uncertainty with a more simple and transparent ownership model.



Where do you sit on the **downsizing** roadmap?

If you're unsure of what's next, don't worry you're not alone. Australia is experiencing a tidal wave of people considering their future and they're all trying to make the right decision that best suits them.

The next four activities will help you assess where you're sitting on the road map so you can confidently take the next steps towards a more financially secure future and a brand new lifestyle.



Worksheet #1: PLAN

1

Planning for your future may seem like a daunting chore that eats up time in research and decision making, however, we've compiled advice from the best seniors lifestyle and finance experts so you can better prepare yourself for the future.



2

Worksheet #2: CONSIDER

Ask yourself some critical questions to determine what the best fit for your new lifestyle might be.

Worksheet #3: ASSESS

Calculate what you might need to enjoy a new lifestyle. If you could unlock the equity in your family home, how much would you have in your hand to open up the door to a brand-new lifestyle?

3

4

Worksheet #4: EXPLORE

Gather all the facts with our Downsizing Shopping List. When you start to look at all the options and understand the key differences between them you'll then be able to confidently make some informed decisions and take control of your future.

Worksheet #1

PLAN

The first step in the downsizing process is to plan, prepare and research. Noel Whittaker and Rachel Lane help us with some key considerations and discussion points you should work through to make your move as streamlined as possible.

The downsizing timeline

For many homeowners, downsizing from the family home can be the start of a new chapter but the process can take some time and consideration.

You should allow anywhere from a few months to a year to work through the downsizing process.

Twelve months before: consider what you would like from your future.

Have a conversation about downsizing with your partner, friends, or anyone else you trust. Use the conversation to discuss why you would like to downsize

- Decide on a location or two that you'd like to live in. Once you know your favourites it will help narrow down the search list of places to live
- Consider the range of lifestyles to choose from:
 - Sea change or tree change?
 - Stay in the area you know?
 - Live closer to amenities or families?
- If it's still not clear on where you want to live, create a list of pros and cons and score them to see which option wins.



Nine months before: prepare

- Pull out all the unwanted items in your wardrobes, cupboards and garage to give away to charity or sell online or in a garage sale. One of the benefits to downsizing your home is the ability to reduce excessive furniture, electronics, appliances, trinkets and items that may not be used anymore or do not serve a purpose
- Action, finish and file away your important paperwork (Wills, POAs, etc) - make copies and send to your solicitor or someone you trust
- Review your finances and do the numbers on what you can afford to spend on a new home
- Put your best foot forward and commence those last DIY jobs around the house to prepare it for sale ensuring it's well-presented for the type of buyer for such a home
- Neaten up your landscaping and tidy the garden.



Six months before: research

- Start to interview real estate agents and plan your sale strategy. If you're expecting a 90 or 120 day settlement, now is the time to commit to this
- Start making enquiries into where you want to live. Take tours of their display homes, review the floor plans, enquire about prices and what's currently available or coming up
- Attend open homes, visit communities and start a conversation with your local sales manager to work out what's the best solution
- In some instances you can place a small deposit to secure your new home while you finalise the sale of your existing one
- Once you have paid a deposit, are comfortable with your decision, and have a pending house sale, the next step is to sign a contract on your new home. The sales manager should step you through this process.

Four weeks before: finalise your plans

- Book removalists and commence conversations with utilities providers to arrange connections for electricity, gas and water
- Pay a final settlement balance on your new home
- Start packing up, taking your downsized essentials with you... or this is the time to now go shopping for new furnishing and homewares
- Collect your keys, move in and relax... enjoy your brand new home and downsized lifestyle.



Worksheet #2

CONSIDER

Working out what's important to you, your partner and family is one of the biggest considerations when planning on downsizing. Use these key questions to prompt you to consider what you really want from your future.

QUESTION 1: What's on my bucket list?

What do you want from your future?

- Less house and yard maintenance
- A cash injection
- To spend more time travelling or with family
- To create the opportunity for a fulfilling social life?

ANSWER:

.....

.....

.....

QUESTION 2: What downsizing options can I consider?

- Apartment
- Granny flat
- Over 55s community
- Retirement village

ANSWER:

.....

.....

.....

QUESTION 3: Where do I want to downsize to?

The region I currently live in and know and love? Do I want to be in a metro location?
Or would I love to make my next move to a tree or sea change location?

ANSWER:
.....
.....
.....
.....

QUESTION 4: What do I want my life to be like?

It's your life, live it your way. Do you want access to regular social activities, health and wellbeing programs, a sense of belonging, travel groups, care concierge if you need it in the future? Would you like more time, more control, more freedom and absolute independence?

ANSWER:
.....
.....
.....
.....
.....

QUESTION 5: How do I make this happen?

Who can help me? Who can I trust? What do I need to know? Who will listen to me and understand what my priorities are?

ANSWER:
.....
.....
.....
.....

Worksheet #3

ASSESS

Use these worksheets to sort through the opportunities and costs of your new lifestyle.

What equity can I tap into?

One of the solutions to releasing hundreds and thousands of dollars from your home is to downsize into a lifestyle community. But do you know how much your house is worth?

In the below example example, Jack and Jill ended up with \$220,000 in the bank after downsizing.

Costs to downsize	Jack and Jill	Your turn...
House value	\$650,000	
Cash in bank	\$120,000	
Minus selling costs (Legals, marketing, property maintenance and presentation, moving)	- \$20,000	
Minus outstanding mortgage	- \$20,000	
Using remaining equity, purchase a new home with Ingenia Lifestyle	- \$450,000	
New caravan purchase	- \$60,000	
What am I left with?	\$220,000	\$

Can I afford a new lifestyle?

Many people tell us their main queries are around comparing the costs of moving into a lifestyle community versus staying in place.

If you were to downsize, could you afford it and how much money would you have leftover?

General living costs/month	Ingenia Lifestyle example	Jack and Jill example	Your current expenses
Council rates	Nil*	\$220.00	
Stamp duty on the new home	Nil*	N.A.	
Site fees and lease of land minus Rent Assistance equals total monthly site fees	\$740/month - \$285** = \$455	N.A.	
House and contents insurance	\$60.00	\$110.00	
Utilities	\$60.00	\$110.00	
Home and garden maintenance	\$30.00	\$110.00	
Meals	\$450.00	\$450.00	
Entertainment and travel	\$100.00	\$320.00	
No DMF or exit fees	✓	N.A.	
Secure gated community	✓	x	
Community manager	✓	x	
Onsite community facilities, free activities and bus trips	✓	x	
Living with like-minded people	✓	x	
Ingenia Be Active social events	✓	x	
Monthly costs to downsize	\$1,155.00	\$1,380.00	\$

* You don't pay stamp duty or council rates when moving into a lifestyle community under a land lease model.

**Rent Assistance amount quoted is an estimation only. You can claim Rent Assistance, where eligible. Speak to Centrelink to determine the rate of Rent Assistance for your personal circumstances.

Worksheet #4

EXPLORE

Use this shopping list to understand more about what you want, discover what you really need and assess all the options so you can be more confident when making the final choice about your new lifestyle.

Let's go window shopping!

Start to look around, narrow down your shopping list of options and go and take the community on a test drive. We recommend you ask the following questions to gather all the facts:

QUESTION: What's the community vibe?

Attend the open days, pop in for a tour of the community and RSVP to the event invitations. Talk to the sales manager, the village manager, the staff and residents to find out more about it.

ANSWER:

.....

.....

.....

QUESTION: What's the home product like?

Inspect the display homes, find out the prices and floor plan designs, ask about the builder, the quality of materials, fixtures and fittings, the colour schemes, find out what's included for the price, or what's not if it's a fully styled display home.

ANSWER:

.....

.....

.....

QUESTION: What do other people say?

Go to the website, look at their social media channels and see what people are commentating about. Watch and read the resident testimonials to find out what the lifestyle is really like from the residents who live there.

ANSWER:
.....
.....

QUESTION: What does the community offer for you?

Does the community include a care and wellbeing program for residents or for when you might need it in the future? Are there any free social programs that provide valuable, fun networking opportunities?

ANSWER:
.....
.....

QUESTION: What extra services are available?

Is there a community bus to help with access to the local community? How much maintenance is carried out by the community’s grounds staff? Is there caravan and boat storage in the community?

ANSWER:
.....
.....

QUESTION: Can you lock up and leave to travel?

Is there security and community management if you want to lock up and leave?

ANSWER:
.....
.....

Now it's time to look at **your options**

	Option 1	Option 2	Option 3
Community Name			
Location			
What's the home ownership model (lifestyle community, retirement village, renting, other)			
Is there an exit fee to pay and how much is it?			
What do the home designs price range from and to?			
Are there any current sales promotions or discounts?			
What are the weekly site fees?			
Is there a care and wellbeing program or social activities?			
Initial thoughts and feelings on the community vibe			
What are the extra services on offer? Pet friendly? Bus? Community Manager?			

Do more of what you love with Ingenia Lifestyle's exclusive **resident benefits**

Ingenia's resident benefits provides opportunities for residents to travel well with discounted accommodation at Ingenia Holidays parks; connect with their new community through planned events and activities; and access care and health professional support when the need arises.

Ingenia Connect for more wellness

Your access to health, care and support services

Through our care concierge team, we identify your support needs every step of the way, or for just when you need it. We connect you to health professionals and give you the peace of mind to plan ahead while living independently.

Refer A Friend for more purpose

Your neighbourhood referral program

Many of our new residents within our lifestyle communities have been referred by their friends and both are rewarded! Even if you're not ready to purchase yet, tell a friend about Ingenia Lifestyle and if they do, you'll both receive a financial reward.

Be Active for more happiness

Your connection to free social events

The Be Active program will fill up your events diary with new social connections to enhance your everyday lifestyle. There's free events, social engagements and fitness workshops all run by Ingenia's community management to create stronger, healthier and more social communities.

Ingenia Gold Card for more freedom

Your opportunity for more travel and freedom

Lock up and leave to travel and gain exclusive access a 25% discount off your accommodation at our sister portfolio, Ingenia Holidays tourism and holiday parks.



**Visit ingeniaholidays.com.au
to see holiday park locations**



Say hello to **more time** with friends, fun and laughter

Do as much or as little as you choose...



7.30am

Start your day with a workout in our air-conditioned fitness centre – with all the best equipment for your health and wellbeing.



9.00am

After a workout, there's nothing like a refreshing dip in the pool or relaxing poolside with a good book.



1.00pm

Take a short drive or hop on board the community bus for some retail therapy at the local shopping precincts.



2.30pm

Catch up with friends at your private bowling green for a casual, fun and sociable game or two of lawn bowls



10.30am

Time to head out to the neighbours for a freshly brewed coffee and perhaps a slice of something delicious.



11.30am

Why not spend some time in the community garden and harvest some fresh produce for lunch.



5.00pm

Take a stroll through the community with your best friend.



6.30pm

Happy hour with fellow residents, enjoying a BBQ at the clubhouse or on the back deck of your new home.



Find a place where **you** truly belong

Ingenia Lifestyle has a growing list of lifestyle communities throughout Australia's eastern states in the most desirable locations...

Queensland

1. Hervey Bay URANGAN
2. Freshwater* BURPENGARY EAST
3. Chambers Pines CHAMBERS FLAT
4. Bethania

New South Wales

5. Plantations* WOOLGOOLGA
6. South West Rocks
7. Hunter Valley
8. Latitude One* ANNA BAY
9. Bevington Shores HALEKULANI
10. Lake Munmorah
11. Sunnyside Shores HALEKULANI
12. The Grange MORISSET
13. Ettalong Beach
14. Stoney Creek MARSDEN PARK
15. Lake Conjola

Victoria

16. Parkside LUCAS BALLARAT
17. Lara

.....
p 1800 135 010
ingenialifestyle.com.au

*Star Collection Communities