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# HEALTH, AGED CARE & RETIREMENT TRANSACTIONS

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SERVICES & CAPABILITY

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# WHY APPOINT KNIGHT FRANK?

**K**night Frank's National Health Aged Care & Retirement specialists ensure the best approach is applied so the best outcomes are achieved for the benefit of our valued clients. Our detailed local knowledge combined with our national network experience ensures our team will provide clients with the best transactions, valuation and consultancy results. Our team is further supported by the Knight Frank global network, ensuring no matter where, how big or small your business and property needs are, we can deliver the best result.

Our Transactions Team has been busy with recent sales of Aged Care Facilities, Retirement Villages, Hospitals and Development Sites totalling in excess of \$200 million plus a range of additional well advanced negotiations.

Our strong track record is driven from our excellent industry relationships, the quality of our service, our industry knowledge and our extensive national database of owners, operators, consultants and service providers which is unmatched by our competitors.

# WHAT OUR TRANSACTION TEAM OFFERS

- ▼ Understanding and specialised knowledge derived from our industry experience and our constant contact with senior members of the Aged Care, Retirement, Hospital and Medical sectors.
- ▼ Proven track record in Transactions, Valuations and Consultancy for large and institutional portfolios through to small family based businesses.
- ▼ National and local marketing programmes specifically tailored for your needs and requirements.
- ▼ This may mean discrete direct contact with prospective buyers or a campaign incorporating targeted advertising.
- ▼ The benefits of our extensive databases of national and international buyers and sellers.
- ▼ A strong Asia Pacific presence.
- ▼ A suite of research and analytical services tailored to the health, aged care and retirement sector.
- ▼ Knowledge of the differences in obligations and requirements in various state based legislation. For example, compulsory capital replacement fund contributions and cooling off periods for prospective residential agreements.
- ▼ Knowledge of directives raised by State Revenue Offices impacting on the calculation of stamp duty.
- ▼ As national RVA and LASA members we are aware of the latest GST taxation rulings and developments and issues to do with the Aged Care Act and each State Retirement Village Act.
- ▼ We have closely followed the Living Longer Living Better Legislation and we constantly monitor developments regarding the care of older Australians.

# TRANSACTIONS TEAM

# VALUATIONS & CONSULTANCY TEAM

## PRIMARY CONTACTS

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# EXPERIENCE

## RETIREMENT VILLAGES



**Facility Name** Newling Gardens Retirement Village

**Address** 173 Taylor Street, Armidale, NSW

**Comment** 80 approved ILUs of which 23 are built. SOLD



**Facility Name** Jeta Gardens Retirement Village and Aged Care

**Address** 27 Clarendon Avenue, Bethania, Qld

**Comment** 55 ILUs and ILAs to be expanded to 200 and 108 Aged Care Beds. SOLD



**Facility Name** Fiddlers Green Retirement Village

**Address** 57 Gloucester Avenue, Berwick, Victoria

**Comment** 197 ILUs, 32 serviced apartments. SOLD



**Facility Name** Aspen LV Plus Ballina

**Address** North Creek Road, Ballina, NSW

**Comment** Approval for 335 ILUs, 35 new ILUs built. SOLD



**Facility Name** St James Retirement Village

**Address** 260 Fulham Road, Heatley, Townsville, Qld

**Comment** 133 residences. SOLD



**Facility Name** Pioneer Valley Private Hospital

**Address** 57 Norris Road, North Mackay, Qld

**Comment** Unlicensed 39 beds private hospital. SOLD



**Facility Name** Villa La Salle Retirement Village and Aged Care

**Address** 32 Bauer Street, Southport, Gold Coast, Qld

**Comment** 106 ILUs and 51 Aged Care places. Site area 1.41 hectares. SOLD



**Facility Name** Keperra Sanctuary Retirement Village

**Address** 998 Samford Road, Keperra, Queensland

**Comment** 238 ILUs, 16 'Summit Apartments', 49 bed Aged Care Facility. SOLD



**Facility Name** Abervale Retirement Village

**Address** 86 Church Street, Grovedale, Victoria

**Comment** 221 ILUs, 25 serviced apartments. SOLD



**Facility Name** The Vines Retirement Village

**Address** San Mateo Drive, Mildura

**Comment** 119 ILUs modern fully complete Retirement Village. SOLD



**Facility Name** Sequana Retirement Village

**Address** 2 Cater Street, Upper Coomera Qld

**Comment** Approved for 89 residences. 53 built. SOLD



**Facility Name** Lismore Private Hospital, NSW

**Address** 45 McKenzie Street, Lismore, NSW

**Comment** 66 beds rehabilitation hospital. Potential aged care use. SOLD

## RETIREMENT VILLAGES

## PRIVATE HOSPITALS

# EXPERIENCE

## RESIDENTIAL AGED CARE FACILITIES



**Facility Name** Mount Coolum Aged Care Service

**Address** 15 Suncoast Beach Road, Mount Coolum, Sunshine Coast, Qld

**Comment** 120 Beds Aged Care Facility  
SOLD 2010  
RESOLD 2015



**Facility Name** The Pines Aged Care Resort

**Address** 261 Preston Road, Wynnum West, Qld

**Comment** 40 Beds Aged Care Facility plus approvals for 54 beds.  
SOLD



**Facility Name** Peninsula Aged Care Service

**Address** George Street, Kippa-Ring, Qld

**Comment** 80 Beds Aged Care Facility.  
SOLD



**Facility Name** Redcliffe Aged Care Service

**Address** 39 Baringa Street, Clontarf Qld

**Comment** 63 Beds Aged Care Facility.  
SOLD



**Facility Name** Lodges on George

**Address** George Street, Kippa-Ring, Qld

**Comment** 93 Beds Aged Care Facility.  
SOLD



**Facility Name** Kedron Nursing Home

**Address** Kitchener Road, Kedron, QLD

**Comment** 41 Beds Aged Care Facility.  
SOLD



**Facility Name** Rothwell Care

**Address** 2 Springdale Street, Rothwell, Qld

**Comment** 60 Beds Aged Care Facility. Excludes adjoining land.  
SOLD



**Facility Name** Amarina Windsor Aged Care

**Address** 25 Palmer Street, Windsor, Qls

**Comment** 61 Beds Aged Care Facility (modern) and 2 houses.  
SOLD



**Facility Name** Domain Auckland Place Aged Care

**Address** 18 Wicks Street, Gladstone, Qld

**Comment** 120 Beds Aged Care Facility. New facility.  
SOLD



**Facility Name** Birdwood Place

**Address** Birwood Road, Holland Park West, Qld

**Comment** 72 Beds Aged Care Facility.  
SOLD



**Facility Name** Amarina Coolum Beach Aged Care Facility

**Address** 17 Magenta Drive, Coolum Beach, Qld

**Comment** 76 Beds Aged Care Facility.  
SOLD



**Facility Name** Jeta Gardens Retirement Village and Aged Care

**Address** 27 Clarendon Avenue, Bethania, Qld

**Comment** 55 ILUs and ILAs to be expanded to 200 and 108 Aged Care Beds.  
SOLD

# EXPERIENCE

## AGED CARE & RETIREMENT SITES

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**Facility Name** Aged Care Site

**Address** 208 Torrens Road, Caboolture South Qld

**Comment** 12,000 sqm site. Aged Care Site. SOLD



**Facility Name** Aged Care Site

**Address** 84-86 Caloundra Road, Caloundra, Qld

**Comment** 6,346sqm site with approval for 135 bed aged care facility, and provisional allocation of 135 residential places. SOLD



**Facility Name** Retirement/ Manufactured Home Park Site

**Address** 70 Amy Street, Morayfield Qld

**Comment** 10.48 hectares Approved for 119 ILU Retirement Village. FOR SALE



**Facility Name** Aged Care Site

**Address** 64-72 Warners Bay Road, Warners Bay, NSW

**Comment** 1.4645 ha site with approval for 120 bed aged care facility and 12 ILUs. SOLD



**Facility Name** Retirement Village Site

**Address** 176 Torrens Road, South Caboolture Qld

**Comment** 8.667 hectares approved for 150 ILU's. SOLD



**Facility Name** Aged Care Development Site

**Address** Amity Avenue Maroochydore Qld

**Comment** 1.0 hectare in Sunshine Cove. SOLD



**Facility Name** Aged Care Site

**Address** Eagleby Road, Eagleby Qld

**Comment** 12,000 sqm site. Aged Care Site. FOR SALE



**Facility Name** Aged Care Site

**Address** 149 Albany Creek Road, Aspley Qld

**Comment** 9,400 sqm site. Aged Care Site. SOLD



**Facility Name** Aged Care Site

**Address** Part Living Choice Glenhaven Retirement Village NSW

**Comment** Approved for 100 bed Aged Care Facility. SOLD



**Facility Name** Medical Place, Urraween

**Address** Nissen Street, Pialba, Hervey Bay Qld

**Comment** 1.07 hectares approved for 145 RACF with bed licences. SOLD



**Facility Name** Retirement/Aged Care Development Site

**Address** 8 Spinnaker Drive, Sandstone Point Qld

**Comment** Retirement Living Site. SOLD



**Facility Name** Aged Care Site

**Address** Twin Waters

**Comment** 9,400 sqm site. Aged Care Site. SOLD

# KNIGHT FRANK TEAM PROFILES



**RUSSELL ALLISON, FAPI**  
Senior Director  
Head of Health, Aged Care and Retirement, Transactions

## QUALIFICATIONS

- ▼ Licensed Real Estate Agent, Qld, NSW and Vic
- ▼ Qualified Valuer (Non-practicing)
- ▼ Fellow Australian Property Institute
- ▼ Bachelor Economics, Monash University
- ▼ Diploma Agricultural Science, Dookie College
- ▼ Diploma Valuations and Real Estate Management, RMIT
- ▼ Certificate Management, Melbourne Business School, Melbourne University

## MAJOR CLIENTS & CUSTOMERS

- ▼ Presbyterian Church/PresCare
- ▼ AMP
- ▼ Australand
- ▼ Westpac
- ▼ Lend Lease
- ▼ Suncorp
- ▼ Catholic Church
- ▼ RSL Care
- ▼ Arcare/ Knowles Group
- ▼ De La Salle Brothers
- ▼ ANZ Bank
- ▼ Living Gems
- ▼ Opal
- ▼ Anglican Church
- ▼ Commonwealth Bank
- ▼ Gandel Group
- ▼ Regis
- ▼ Ingenia Communities
- ▼ Peninsula Care Group
- ▼ Living Choice
- ▼ Gladstone Council
- ▼ Carinity/Qld Baptist
- ▼ Estia Health
- ▼ Bupa

## CAREER HISTORY

Russell Allison specialises in Health, Aged Care and Retirement with 30 years property experience. His health transactions include the sales of 14 Residential Aged Care Facilities, 11 Retirement Villages, 2 private hospitals and 11 development sites.

Russell commenced with Knight Frank in Melbourne and was appointed Director Retail Sales, Leasing and Management. He took Knight Frank to number one in Retail Services and was appointed Managing Director Victoria in 1990 and later General Manager Asia based in Hong Kong, responsible for the marketing of Australian, US and UK property in Asia.

Russell's Receivership work includes: Approved Retirement Village site at Morayfield (Grant Thornton); 51 Retirement Units and land at Strathpine (Bentley's); Lismore Private Hospital (McGrathNicol); Pioneer Valley Private Hospital, Mackay (McGrathNicol); 17 ha development Site at Rosewood (Deloitte); 69 ha at Thagoona (Deloitte); 70 ha residential land at Karalee (Deloitte) and 124 ha at Walloon (McGrathNicol).



**JASON STAINES**  
Senior Property Analyst  
Health, Aged Care and Retirement

## QUALIFICATIONS

- ▼ Registered Valuer (QLD)
- ▼ Bachelor of Commerce (Finance) - The University of Qld
- ▼ Bachelor of Business Management (Real Estate & Development) - Honours Class 1 - The University of Qld

## CAREER HISTORY

The sole focus for Jason Staines at Knight Frank is to provide the highest professional service in the marketing and transacting of all Health, Aged Care & Retirement properties nationwide. Jason has extensive research and analytical skills which he has developed over the last 10 years working in the property industry.

Jason provides strategic research solutions including:

- ▼ Local and national sector reports across health, aged care, retirement, residential and manufactured housing markets
- ▼ Demographic investigation and analysis
- ▼ Supply and demand analysis
- ▼ Sales analysis and historic sales review
- ▼ Risk & SWOT analysis
- ▼ Forecasting of key variables
- ▼ Discounted cash flows
- ▼ Feasibility studies
- ▼ Competitor profiling
- ▼ Project specific strategic analysis
- ▼ Property due diligence
- ▼ Technical papers
- ▼ Regression analysis
- ▼ Primary and secondary data
- ▼ Strategic client advice
- ▼ Client and industry presentations

Jason holds a Bachelor of Business Management (Honours) and Bachelor of Commerce from the University of Queensland. Jason has been a Registered Valuer (QLD) since 2011.

As an integral part of the National Health, Aged Care & Retirement specialist team for Knight Frank, Jason works alongside Russell Allison. Jason is not providing valuation advice in his capacity as an analyst at Knight Frank.







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