

# HEALTH, AGED CARE & RETIREMENT TRANSACTIONS



**SERVICES & CAPABILITY** 



## WHY APPOINT KNIGHT FRANK?

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 RETIREMENT VILLAGES PRIVATE HOSPITALS



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 51Aged Care places. Site area

SOLD

1.41 hectares.

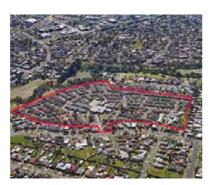


Facility Name Keperra Sanctuary
Retirement Village

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 Retirment Village SOLD a lifting

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

nospital. Potentia care use. SOLD



## EXPERIENCE

#### RESIDENTIAL AGED CARE FACILITIES

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Mount Coolum Aged Facility Name 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

39 Baringa Street, Address Clontarf Qld

63 Beds Aged Care Comment

Facility. SOLD



Facility Name Lodges on George

Address George Street, Kippa-Ring, Qld

93 Beds Aged Care Comment

> Facility. SOLD



Facility Name Kedron Nursing Home

Address Kitchener Road, Kedron, QLD

41 Beds Aged Care Comment

Facility.

SOLD



Facility Name Rothwell Care

Address 2 Springdale Street, Rothwell, Qld

60 Beds Aged Care Comment

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

27 Clarendon Avenue, Address 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

12,000 sqm site. Comment

Aged Care Site. SOLD



Facility Name Aged Care Site

Address 84-86 Caloundra Road, Caloundra, Qld

6,346sqm site with Comment approval for 135 bed aged care facility, and

provisional allocation of 135 residential places. SOLD



Facility Name

Comment

Retirement/ Manufactured Home Park Site

Address 70 Amy Street,

Morayfield Qld

10.48 hectares Approved for 119 ILU Retirement Village.

FOR SALE



Facility Name Aged Care Site

Address 64-72 Warners Bay Road, Warners Bay,

SOLD

Comment

1.4645 ha site with approval for 120 bed aged care facility and 12 ILUs



Facility Name Retirement Village Site

Address 176 Torrens Road, South

Caboolture Qld

Comment 8.667 hectares approved for 150 ILU's. SOLD

Comment

SOLD



Facility Name Aged Care Site

Eagleby Road, Eaglyby Address

Comment 12,000 sqm site.

Aged Care Site. FÖR SALE



Facility Name Aged Care Site

149 Albany Creek Road, Address

Aspley Qld

9,400 sqm site. Comment

Aged Care Site. SOLD



Facility Name Aged Care Site

Part Living Choice Address

> Glenhaven Retirement Village NSW

Approved for 100 bed Comment

Aged Care Facility

SOLD



Facility Name Medical Place, Urraween

Nissen Street, Pialba, Address

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.

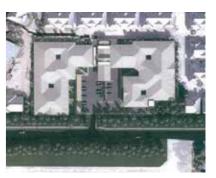
SOLD



Facility Name Aged Care Development

Address Amity Avenue Maroochydore Qld

1.0 hectare in Sunshine Cove.



Facility Name Aged Care Site

Twin Waters Address

9,400 sqm site. Comment

Aged Care Site. SÖLD



### 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

Melbourne University

Real Estate Management, RMIT

Certificate Management,
Melbourne Business School,

#### 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 cites.

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:

- 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
- Local and national sector reports across health, aged
   Feasibility studies
  - care, retirement, residential and manufactured housing \ \ 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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