
HEALTH, AGED CARE & RETIREMENT



SERVICES & CAPABILITY

WHY APPOINT KNIGHT FRANK?

Knight 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 sales, 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 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.

KNIGHT FRANK WHO IS IN THE TEAM?

KNIGHT FRANK SPECIALIST TRANSACTION CONTACTS



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EXPERIENCE

CO-LOCATED AGED CARE & RETIREMENT



Facility Name Aged Care Development Site

Address 71 Stanley Street, Strathpine

Comment 58 ILUs with approval for a total of 92 ILU's on 3.7 hectares. 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, 108 Aged Care Places. SOLD



Facility Name Regency Park Retirement Village

Address 5 Regency Drive, Warwick, Qld

Comment 91 ILUs and approval for another 109. 1.35ha site for an Aged Care Facility. 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 Newling Gardens Retirement Village

Address 173 Taylor Street, Armidale, NSW

Comment 80 approved ILUs of which 23 are built. SOLD

RETIREMENT VILLAGES



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 Fidlers Green Retirement Village

Address 57 Gloucester Avenue, Berwick, Victoria

Comment 197 ILUs, 32 serviced apartments. SOLD



Facility Name Sequana Retirement Village

Address 2 Cater Street, Upper Coomera Qld

Comment Approved for 89 residences. 53 built. SOLD



Facility Name The Vines Retirement Village

Address San Mateo Drive, Mildura

Comment 119 ILUs modern fully complete Retirement Village. SOLD

EXPERIENCE

RESIDENTIAL AGED CARE FACILITIES



Facility Name Mount Coolum Aged Care Service

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

Comment 120 Places 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 Places Aged Care Facility.
SOLD



Facility Name Lodges on George

Address George Street, Kippa-Ring, Qld

Comment 93 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, Qld

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 bed aged care facility.
SOLD

PRIVATE HOSPITALS



Facility Name Pioneer Valley Private Hospital

Address 57 Norris Road, North Mackay, Qld

Comment Unlicensed 39 beds private hospital.
SOLD



Facility Name Lismore Private Hospital, NSW

Address 45 McKenzie Street, Lismore, NSW

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

EXPERIENCE

AGED CARE & RETIREMENT SITES

AGED CARE & RETIREMENT SITES



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/ Residential/ Manufactured Home Park Site

Address 70 Amy Street, Morayfield

Comment 10.48 hectares Approved for 119 ILU Retirement Village.



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 Regency Park Aged Care Site Warwick

Address Dragon Street, Warwick

Comment 90 aged care beds on 1.35 hectares



Facility Name Aged Care Development Site

Address Amity Avenue Maroochydore

Comment 1.0 hectares in Sunshine Cove.



Facility Name Aged Care or Townhouse development

Address 149 Albany Creek Road, Aspley

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



Facility Name Aged Care Site

Address Part Living Choice Glenhaven Retirement Village

Comment Approved for 100 bed Aged Care Facility SOLD



Facility Name Medical Place, Urraween

Address Nissen Street, Pialba, Hervey Bay

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

Comment Retirement Living Site. SOLD



Facility Name Retirement Village Site

Address 176 Torrens Road, South Caboolture

Comment 8.667 hectares approved for 150 ILU's. SOLD

KNIGHT FRANK TEAM PROFILES



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

QUALIFICATIONS

- ▼ Licensed Real Estate Agent, Qld, NSW and Vic
- ▼ Qualified Valuer
- ▼ 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

- ▼ Presbyterian Church/PresCare
- ▼ AMP
- ▼ Australand
- ▼ Westpac
- ▼ Lend Lease
- ▼ Suncorp
- ▼ Catholic Church
- ▼ RSL Care
- ▼ Arcare/ Knowles Group
- ▼ De La Salle Brothers
- ▼ ANZ Bank
- ▼ Domain Principal
- ▼ Anglican Church
- ▼ Commonwealth Bank
- ▼ Gandel Group
- ▼ Regis
- ▼ RSL Life Care
- ▼ Peninsula Care Group
- ▼ IBIS Care
- ▼ Gladstone Council
- ▼ Carinity/Qld Baptist

CAREER HISTORY

Russell Allison now specialises in Health, Aged Care and Retirement with 30 years property experience. His health transactions include the sales of 14 Residential Aged Care Facilities, 8 Retirement Villages and 2 private hospitals.

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
Health, Aged Care and Retirement
Senior Property Analyst

QUALIFICATIONS

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

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 is a Registered Valuer with ten years' experience in the property industry. Commencing his career in 2006 as a property analyst, Jason soon became a Registered Valuer. Jason has experience in the valuation of commercial, residential, aged care and development properties for both market and statutory purposes. Jason has valued properties owned by a wide range of entities including; Mirvac, GPT, Aveo, Sunland, Walker, the Uniting Church of Australia and the Queensland Government for market, asset and statutory purposes.

Jason offers a suite of research and analytical skills tailored to Knight Frank's Health, Aged Care and Retirement clients. Jason has developed first class research and analytical skills throughout his education and career experience. In 2014, Jason completed a Property Economics Research Degree at The University of Queensland. The research has been recognized internationally, with publication in an International Property Journal and presentation at the 2015 European Real Estate Society's Annual Conference.

As an integral part of the National Health, Aged Care & Retirement specialist team for Knight Frank, Jason works alongside Russell Allison.

TESTIMONIALS



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 Email info@gladstonerc.qld.gov.au
 Website www.gladstone.qld.gov.au

Please address all correspondence to The Chief Executive Officer

Reference CFD:cd

9 August 2013

TO WHOM IT MAY CONCERN


Russ Allison of Knight Frank was engaged by Gladstone Regional Council in 2010 to assist in marketing the opportunities for retirement village and residential aged care development in Gladstone Region and to specifically market some Council properties to potential buyers.

Council's relationship with Russ has been particularly important to us as he has been able to access the retirement village/aged care industry for us and navigate a path for us that we would have been unable to do alone. In particular, we have been impressed by Russ' performance in the following areas:

- Knowledge and experience in the retirement village/aged care industry, particularly his many successes in marketing properties in the sector.
- Knowledge and appreciation of the regulatory and government environment in which the retirement village/aged care sector finds itself.
- Assembly of marketing collateral used to brief prospects.
- Extensive network of contacts in the industry, both client and advisory.
- Ability to break complex negotiations into manageable parcels for both client and prospect benefit.
- Ongoing client updates and regular interaction and engagement with both client and prospects.
- A willingness to meet on client terms - regionally, or in Brisbane.
- The resources of Knight Frank that can accessed to respond to specific client needs (eg. valuation services).

Russ' many years of experience have positioned him as a valuable resource to any party looking to market opportunities in the retirement/village/aged care sector. His work in Gladstone demonstrates that his field extends well beyond the South East corner and that he understands the unique challenges faced by clients in different circumstances.

I would have no hesitation in recommending Russ Allison of Knight Frank for work in his area of expertise.

Yours faithfully

 Cale Dendle
 DIRECTOR CORPORATE & COMMUNITY SERVICES



THE PINES

24 May 2012

TO WHOM IT MAY CONCERN

Dear Sir or Madam

Re: Russell Allison

This testimonial is written for Russell Allison, Health Aged Care & Retirement agent with Knight Frank Australia Pty Ltd.

Russell was engaged by me in October 2010 to sell our aged care facility known at the time as "The Pines Aged Care Resort" situated at 260 Preston Road, Wynnum West. The Pines Aged Care Resort was a 40 bed low care hostel with a Development Application for a further 54 beds.

The Pines Aged Care Resort had been on the market for over two years with interest from only a few buyers. After the second of two contracts collapsed it was decided to go with another agent. Russell was the obvious choice.

Russell had made contact earlier in 2010 and impressed me with his enthusiasm and professionalism. On signing an exclusivity agreement with Knights Frank, Russell quickly put together a professional Information Memorandum and sent it off to his contacts. Russell already had an idea of potential buyers and quickly had an inspection organised within two weeks of the agreement being signed. What impressed me was that Russell kept me up-to-date at all times providing a list of who had been contacted and their comments.

Closure date for offers was 9 December and we were fortunate to have three offers to choose from. An Exclusivity Deed was signed prior to Christmas with settlement taking place in May 2011. Russell had managed to attract new prospective purchasers and the process of due diligence was conducted smoothly and professionally.

I have no hesitation in recommending Russell Allison as an agent in the health aged care and retirement field.

Yours faithfully

 Julie Marsden
 Director
 Quality Aged Care Pty Ltd/
 Marsden Management Services Pty Ltd

The Pines Aged Care Resort
 Previously operated by Quality Aged Care Pty Ltd (ACN 080 086 522) And
 Marsden Management Services Pty Limited (ACN 010 454 038)
 Telephone 0407 930 757
 Email: themarsdens@westnet.com.au

TESTIMONIALS



Focus Financial Group

31 May 2012

TO WHOM IT MAY CONCERN

I am a director of a company that owned 5 aged care centres on the Sunshine Coast and Redcliffe Peninsula.

Over a 3 year period I worked closely with Russ Allison from Knight Frank in the marketing and successful sale of the facilities.

On behalf of other clients I have worked with a number of agents looking to sell aged care facilities and also businesses associated with other industries and Russ's enthusiasm and professionalism in what a was a difficult market was outstanding.

His approach included the following:

- Sourcing leads from his database.
- Putting together a marketing program and advertising the facilities.
- Initial meetings with prospects in order to qualify them.
- Travel to Singapore, Melbourne and Sydney to meet prospects.
- Regular updates by email of responses to marketing campaign.
- Assisting purchases with the content for the offer document.
- Introduction of buyers to financiers.
- Continuous liaison with buyers to bring about timely settlements.
- Continuous phone, email and meetings with me.

His industry knowledge has been gained over many years and I have no hesitation in recommending him to prospective clients.

Yours faithfully



Neville Walker
Director

Liability Limited by a Scheme Approved Under Professional Standards Legislation

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District of Australia, New Zealand & Papua New Guinea

24 May 2012

Testimonial

Russ Allison took on the job as our agent to sell our aged care facility and retirement village on the Gold Coast. We were selling the land and business of a 52 bed care facility and 106 independent living units. We engaged Russ in mid 2010.

In a nutshell, Russ was tireless in his efforts. The project was problematic in several respects and required ongoing and determined effort on the agent's part. From Day One, Russ was highly active and all through the process he chased and followed up dozens of leads – I think he contacted some 50 potential purchasers. He always kept us informed and always delivered what he promised.

In the end, he suggested he follow up with two parties with whom we had initial discussions before engaging Russ. He managed to reignite the enthusiasm of one of the parties and then we embarked on a long and complex negotiation. The result was a sale on terms with which we were satisfied and completion some 18 months after we engaged Russ' services.

We would commend Russ Allison to anyone who expects exceptional service and expertise from an agent operating in the retirement and aged care industry. He was thorough, open, honest and direct in all his dealings with us and, as said above, he was tireless in his efforts to find a buyer. A true professional and a pleasure to work with the man.



Peter Cartwright
Director of Finance
Trustees of the De La Salle Brothers

"Let your light shine before others that they may see your good works and give glory to your Father in heaven" Mt 5:14

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