



# CENTRAL COAST, NSW SITE TOUR

28 MARCH 2025



Since 2013 with the acquisition of The Grange (the Group's first land lease community), Ingenia has built a significant presence along the Central Coast and Hunter Region. The region is attractive to retirees and holiday makers alike and since the initial investment the Group has continued to build a diverse portfolio in the region.

Ingenia's first greenfield development, Latitude One, was acquired in December 2018 and completed in 2022, and the Group currently has four greenfield developments underway, further expanding Ingenia's presence in the region.

**In addition, the Group's portfolio in the region includes:**

- Five operational land lease communities
- Five holiday and mixed-use parks.



Ingenia Lifestyle Archer's Run



Ingenia Lifestyle Natura



## Welcome to Ingenia Holidays Soldiers Point

122 Soldiers Point Road, Soldiers Point NSW



### PROPERTY DETAILS

Acquired	October 2015
Purchase Price	\$10.5 million
Title	Freehold
Book Value (31 Dec)	\$42.5 million
Accommodation Mix	22 permanent homes, 49 cabins and 52 sites
Site Area	2.8 Hectares

### LOCATION

Ingenia Holidays Soldiers Point is located in a prime tourism location approximately 2.5 hours from Sydney within the Hunter Region and is in close proximity to a number of Ingenia's existing Lifestyle communities and Holidays Parks, providing operational synergies. The park is adjacent to the Soldiers Point Bowling Club and across from Rick Stein's Bannisters, providing dining and entertainment options.

Facilities	Indoor bowling alley, barbecue facilities, children's playground, jumping cushion, tennis, gymnasium, indoor and outdoor pools and bike track
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**Key Markets** The park caters primarily to families traveling from intrastate.

Guests seeking a more cost-effective holiday utilise the park's caravan and camp sites which have a very loyal base of families and groups. The facilities cater to young families with weekends generally booked all year round.

While demand over the colder months is reduced, the Park experiences increased market share during the period, due to the all weather amenities in the community, including the heated flooring in the amenities block and the indoor heated pool and wet play area.

### OVERVIEW

The 2.8 hectare holiday park includes a range of tourism accommodation and has been remixed to maximise returns and improve offer since acquisition.

The park provides a range of accommodation options from caravan sites to two storey cabins.

Local tourism attractions include high quality beaches, camel rides, sandboarding, whale watching, dolphin cruises, deep sea fishing, quad bike rides on Stockton Beach and the pristine waters of Port Stephens. Due to the close proximity to Newcastle and Sydney, demand in the region is strong through summer, spring and autumn.

#### AWARDS

The park received the NSW Holiday Park Innovation Award in 2023.



## ASSET STRATEGY

Since acquiring the Park in October 2015 a range of strategies have been employed to enhance the performance and value of the Park which have included:

- Addition of cabins on vacant sites and conversion of manager’s residence and underutilised playground to cabin stock
- Conversion of low yielding annuals and motorhome sites to higher yielding cabins, premium ensuite sites and ‘forever green’ tent sites
- Upgrading roads and facilities (including the addition of a jumping pillow, bowling alley and BBQ area)
- Improving the accommodation offer, including the addition of 3 bedroom cabins, Airstreams and Treehouse Duplexes and refurbishment of older cabin stock.

In addition, utilising a marketing and yield strategy maximised revenue.

As a result, key metrics including revenue, net operating income and margin have improved significantly.



### SOLDIERS POINT ON ACQUISITION

Total sites - 114

**21**  
PERMANENTS

**15**  
ANNUALS

**33**  
CABINS

**45**  
SITES

Annual Occupancy ranges from 45-76% for a caravan site to 60-85% for cabins and villas.

Rates range from \$55 per night for a tent or caravan site in off-peak periods to \$1,069 per night for a 3 bed luxury duplex in peak season. A sample of key accommodation types and relevant performance indicators is below.

	Phoenix Cabin	Airstream	Ensuite Caravan Site	Powered Tent Site
Occupancy	70%	62%	72%	45%
PevPOR	\$431	\$271	\$133	\$109

## ACCOMMODATION

Since acquisition, Ingenia has improved returns through extending marketing reach and enhancing the tourism offer.

The park now offers a range of accommodation types catering to a range of customers, including families and family groups.







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AUG24

## Welcome to Ingenia Lifestyle Latitude One

4495 Nelson Bay Road, Anna Bay NSW 2316



### PROPERTY DETAILS

<b>Acquired</b>	December 2016 (original site) August 2017 (Lot 25)
<b>Purchase Price</b>	\$7m (original site) \$1.25 (land - Lot 25)
<b>Book Value (31 Dec 2024)</b>	\$43.8m (original site)* \$25.1m (land - Lot 25)
<b>Site Area</b>	42 Hectares (total)
<b>Ave. Rent</b>	\$224 per week
<b>Title</b>	Freehold

<b>No. Homes</b>	270 (current) 453 (on completion)
<b>Facilities</b>	Arts and craft rooms, cinema/media room, heated indoor pool, barbecue facilities, community clubhouse, lawn bowls, spa, billiards/pool table, gymnasium, salon, community bus, pet friendly

\* Represents 100% of carrying value. A profit share arrangement is in place with a third party. This arrangement does not extend to Lot 25.

### LOCATION

Ingenia Lifestyle Latitude One, Ingenia's first greenfield development, is located in close proximity to Ingenia's One Mile Beach, Soldiers Point and Middle Rock holiday parks, the Natura and Ingenia Lifestyle Element developments.

During the development of Latitude One Ingenia acquired an adjacent land parcel (Lot 25) which now has approval for 183 new homes and community facilities.

### OVERVIEW

Ingenia acquired the site, with development approval in place for a masterplanned community comprising 229 lifestyle homes and community facilities, in December 2016. Ingenia subsequently obtained approval to increase the development to 270 homes.

Following approval to build the homes on site, Ingenia commenced works in mid-2017, with the development fully complete in 2022.

Surrounded by natural beauty, Latitude One is located in Anna Bay, NSW and offers a sea change for over 55s looking to downsize. The community is in close proximity to Ingenia Lifestyle Natura, Bobs Farm which is currently under development.





## AWARDS

The community has received multiple awards, including:

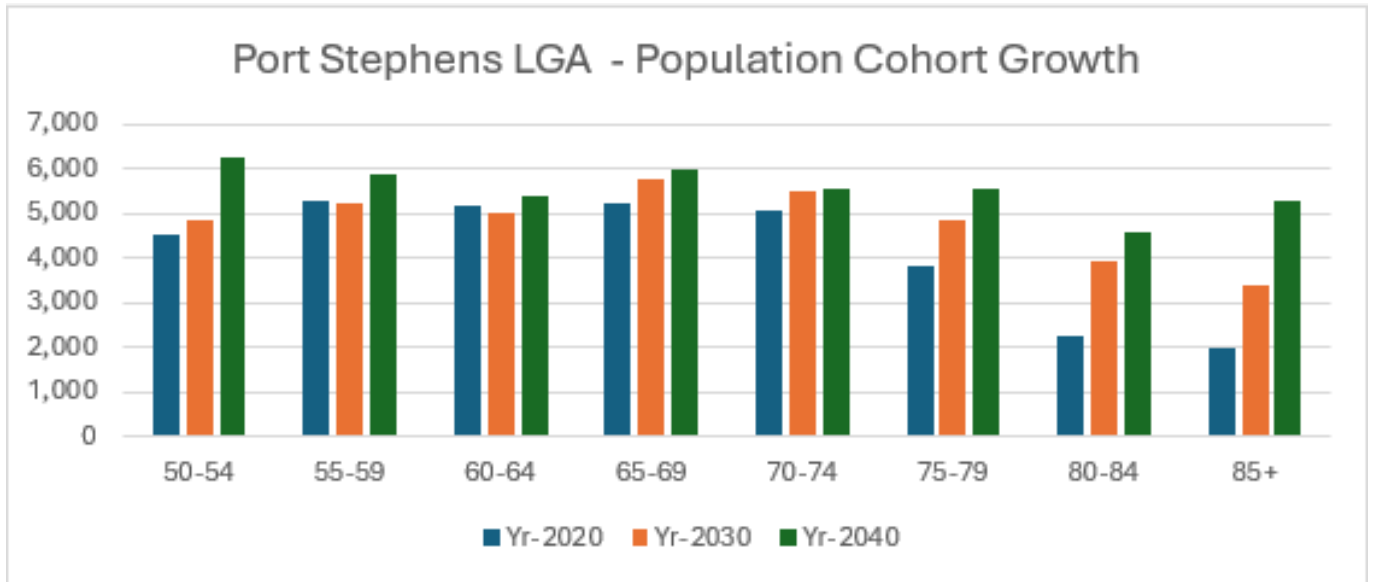
- 2023 CCIA NSW Awards of Excellence - NSW Land Lease Community Engagement Award
- 2023 CCIA NSW Awards of Excellence - Young Leader Award
- 2023 CCIA Finalist NSW Employee of the Year - Land Lease Communities - Dionne Charters
- 2022 CCIA NSW Awards of Excellence - Joint winner of NSW Land Lease Community of the Year
- 2022 National Retirement Living Awards - Finalist Best Retirement Living Development
- 2024 National Retirement Living Awards Nominations:
  - One Fell Swoop Award for Luxury Retirement Living Development
  - One Fell Swoop Award for Land Lease Community Development





## DEMOGRAPHICS

There is a growing ageing population in the area, and the population aged 50 and over is forecast to grow significantly to 2040.



Source: ABS - Local Government Areas (ASGS 2020) Projections for year ending 30 June.

## MEDIAN HOUSE PRICE

The table below summarises the median house price within the Port Stephens Local Government Area (LGA) and Anna Bay.

The area demonstrated strong price growth from 2020 to 2022 before demonstrating relatively stable pricing over the last two years. Since 2015, median home prices in the Port Stephens LGA have increased more than 90% with Anna Bay home prices more than doubling in the same period.

	Port Stephens Council (LGA)		Anna Bay (2016)	
	median	growth	median	growth
<b>2015</b>	\$445,000	0.00%	\$455,000	0.00%
<b>2016</b>	\$490,000	10.10%	\$470,000	3.30%
<b>2017</b>	\$527,000	7.60%	\$530,500	12.90%
<b>2018</b>	\$570,000	8.20%	\$604,500	13.90%
<b>2019</b>	\$572,000	0.40%	\$565,000	-6.50%
<b>2020</b>	\$620,000	8.40%	\$633,000	12.00%
<b>2021</b>	\$705,000	13.70%	\$785,000	24.00%
<b>2022</b>	\$835,000	18.40%	\$975,000	24.20%
<b>2023</b>	\$850,000	1.80%	\$907,000	-7.00%
<b>2024</b>	\$860,000	1.20%	\$936,000	3.20%

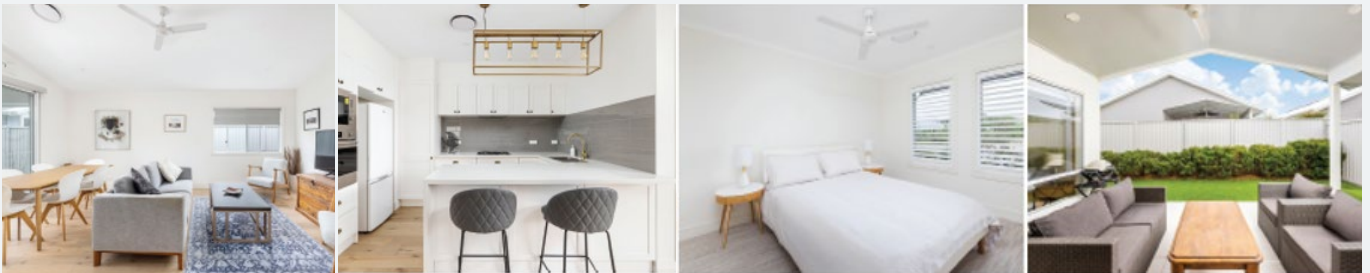
Source: Pricerfinder. Year to December Median House price.

## RESALES

A number of resales have occurred since the community was developed with residents achieving capital gains on the sale of their homes.

## HOME 112

Site 112 was sold in July 2024, achieving a price of \$744,000. The home was originally acquired in June 2018 with a purchase price of \$399,000.



### INGENIA LIFESTYLE LATITUDE ONE 5 SKIPPER COURT

#### Well Presented Two Bedroom plus Study

This two-bedroom home with separate study area is complete with hybrid timber flooring and ducted air-conditioning throughout, so the temperature is perfect all year round.

Entertain or relax in the covered alfresco area which flows seamlessly from the living space and is complete with tiles flooring, high ceiling fan and overlooks a low maintenance garden.

The functional L-shaped kitchen offers stone benchtops with brass fixtures complementing the stunning feature pendant lighting, breakfast bar, double door fridge cavity, quality appliances including electric oven and cooktop, built-in microwave and dishwasher.

The home boasts two spacious carpeted bedrooms with built-in robes, air conditioning and ceiling fan.

#### Features:

- Two bedrooms with ceiling fan, air-conditioning and built-in robes
- Master bedroom with ensuite
- Study
- Second bathroom, accessible to guest bedroom
- Modern kitchen with stone benchtops and brass fittings
- Open plan living area with high ceilings
- Timber plantation shutters to front bedrooms and study
- Ducted air-conditioning and ceiling fans throughout
- Single remote-controlled garage
- Enclosed outdoor alfresco area
- Close to community facilities
- Pet friendly community, fully fenced yard

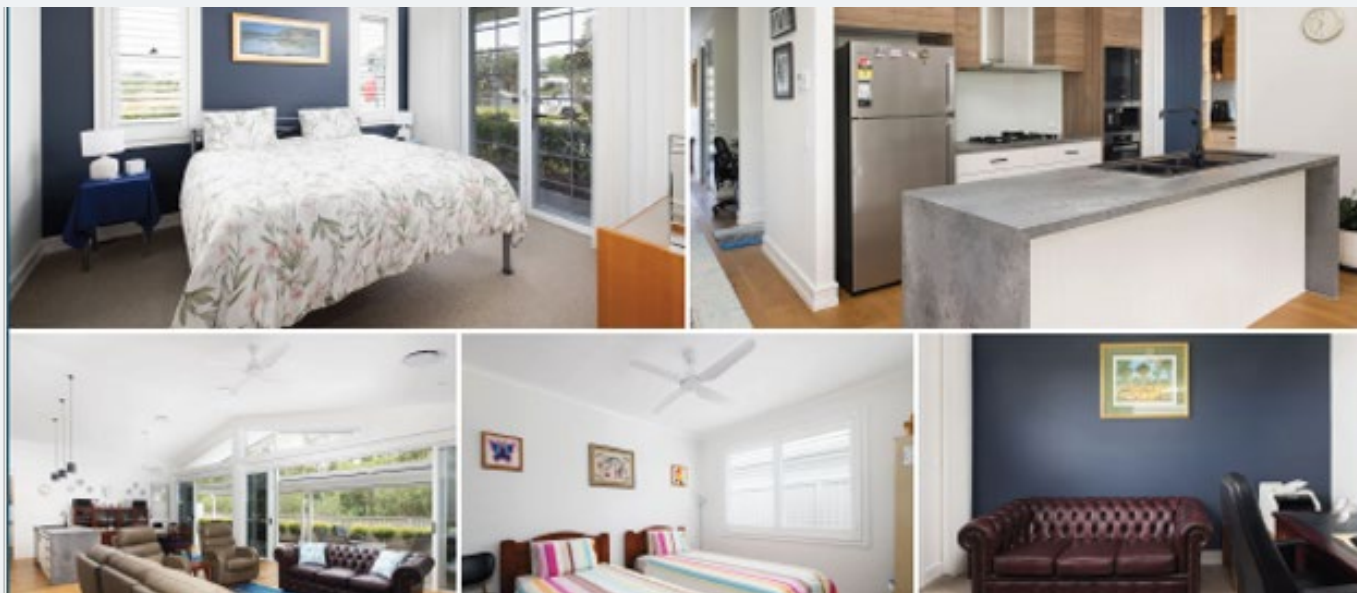


To view this stunning home, contact sales today on **0436 609 583**  
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## HOME 61

Site 61 was sold in November 2024, achieving a price of \$1.5 million. The home was acquired in March 2021 with a purchase price of \$904,310.



### INGENIA LIFESTYLE LATITUDE ONE 24 REGATTA CLOSE

#### Luxury Living at its Finest!

Enjoy high-end features including ducted air-conditioning, gas heating, timber hardwood flooring, and stunning transom windows allowing in an abundance of natural light.

Step into the modern kitchen, where dreams come true with concealed scullery kitchen and fully integrated appliances.

The spacious tiled alfresco area entices you outdoors from the main living area offer seamless access to the 10 metre alfresco space and picturesque bushland views beyond, ensuring this home is simply perfect for entertaining.

The master bedroom is a luxurious sanctuary with a modern twin vanity ensuite, walk-in robe, and French doors opening to serene lake views.

Discover the perfect blend of luxury and comfort in this stunning property!

#### Features:

- Three carpeted bedrooms, with ceiling fans
- Master Bedroom with ensuite, WIR, and French doors to lake views
- Open plan living with ducted air-conditioning, gas heater, timber flooring
- Luxury kitchen with stone waterfall benchtop, concealed scullery and open pantry
- Electric oven and gas cooktop, Westinghouse fridge included
- Dishwasher and integrated Miele appliances
- Spacious tiled alfresco with timber flooring extension, retractable roofing, privacy screening and BBQ included
- Study nook with stone countertop and built in filing cabinet
- Second bedroom with BIR, third with French doors
- Internal laundry and storage
- Double remote garage
- Solar panels installed

3  2  2 

To view this stunning home, contact sales today on **0436 609 583**  
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## EXPANSION (LOT 25)

During the course of the development, Ingenia acquired an adjacent plot of land (Lot 25) in August 2017 for \$1.25 million. The 12-hectare land parcel received approval for the creation of 183 homes, in excess of the original 171 homes planned, with changes to the masterplan and refinement of house product resulting in a modification of the development approval and an uplift in the yield. The expansion will include home designs which are complementary to the existing community.

The expansion of the site will provide additional complementary facilities to accommodate a larger resident base and combined with the existing community, create a community of 453 homes.

Civil works commenced in November 2024 and the project is anticipated to be launched towards the end of 2025.





# Welcome to Ingenia Lifestyle Natura

16 Trotters Road, Bobs Farm, NSW



## PROPERTY DETAILS

Acquired	October 2021 (JV)
Purchase Price	\$6 million
Book Value (Dec 2024)	\$27 million
No. Homes	111 on completion
Site Area	8.1 Hectares
Home Prices	\$670k to >\$1m
Current Rent	\$225 per week
Title	Freehold

<b>Facilities (Opened December 2024)</b>	Clubhouse facilities include a include bowling green, sauna, gym, spa, pool, wellness club, cinema/music room, games area, library, salon/consult rooms, craft rooms and an alfresco dining area, boardwalk
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## LOCATION

Ingenia Lifestyle Natura is located in Port Stephens, in close proximity to Ingenia’s One Mile Beach, Soldiers Point and Middle Rock holiday parks, Ingenia Lifestyle Latitude One and Ingenia Lifestyle Element.

## OVERVIEW

A boutique lifestyle community of 111 homes, situated at Bobs Farm, this project is the second Joint Venture community to commence home settlements, with the community delivering first settlements in 2023.

This project also contributes to the preservation and expansion of the koala corridor through community collaboration and continued support to key organisations and is a unique pet free community.



# Masterplan



## Legend

<b>B</b> Banksia	<b>CU</b> Custom Design	<b>LP</b> Lillypilly	<b>TT</b> Tea Tree	<span style="display:inline-block; width:15px; height:15px; background-color:#90EE90; border:1px solid black;"></span> Future Releases
<b>BB</b> Bottlebrush	<b>F</b> Fuschia	<b>L</b> Lomandra	<b>V</b> Violet	<span style="display:inline-block; width:15px; height:15px; background-color:#A9A9A9; border:1px solid black;"></span> Current Releases
<b>C</b> Coolabah	<b>G</b> Grevillea	<b>R</b> Rosemary	<b>W</b> Waratah	

## CONSTRUCTION PROGRAM

All civil works across the site are now complete with the clubhouse facilities opened to residents three months ahead of schedule, in December 2024.

QMR Constructions is constructing the homes, with an average build time of 21 weeks. Construction of homes is completed in stages, with the final homes to be delivered in FY26.

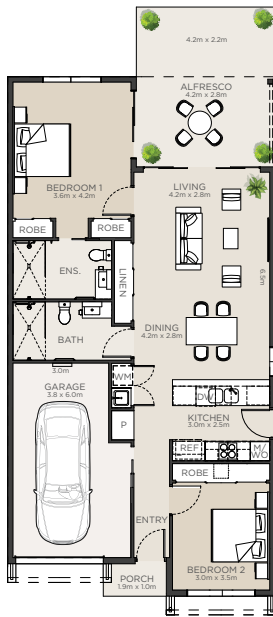


## HOMES

Homes are generally, 2 bed, 2 bath and 2 garage designs. There are 11 individual home designs with four facade choices available.

Ingenia Lifestyle

### Grevillea



-  2 Bedroom
-  2 Bathroom
-  1 Car

**House features:**

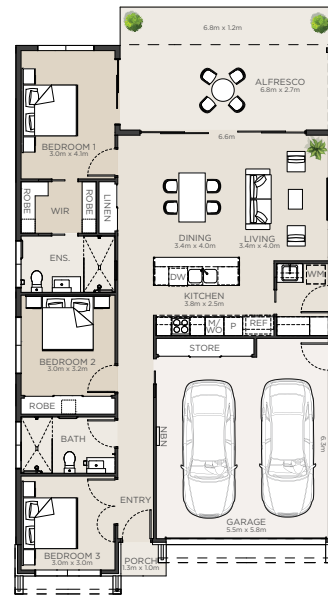
- Open plan living and dining
- Secure lock-up garage
- Euro laundry
- Indoor-external flow




**Internal Living Area:** 93.64m<sup>2</sup>  
**Alfresco | Porch:** 22.83m<sup>2</sup>  
**Garage:** 22.37m<sup>2</sup>  
**Total:** 138.84m<sup>2</sup>

Disclaimer: The information is provided solely as general information and the final product may differ from what is displayed. The fixtures, fittings and finishes displayed may include non-standard inclusions which may become unavailable and are subject to change.

Ingenia Lifestyle

### Fuschia



-  3 Bedroom
-  2 Bathroom
-  2 Car

**House features:**

- Secure garage with storage
- Combined laundry/butler's pantry
- Generous alfresco
- Double garage

**Internal Living Area:** 109.75m<sup>2</sup>  
**Alfresco | Porch:** 28.08m<sup>2</sup>  
**Garage:** 37.62m<sup>2</sup>  
**Total:** 175.45m<sup>2</sup>

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## Welcome to **Ingenia Lifestyle Archer's Run**

27 Wyee Road, Morisset, NSW



### PROPERTY DETAILS

Acquired	October 2020 (JV)
Purchase Price	\$42 million
Book Value (31 Dec 2024)	\$73 million
No. Homes	606 on completion
Site Area	38.7 Hectares
Home Prices	\$635k - >\$1m
Current Rent	\$233 per week
Title	Freehold

### DEVELOPMENT OVERVIEW

The site was secured via options with exercise subject to obtaining satisfactory development approval.

The original 427 site community across 24.8 hectares was subsequently expanded with the addition of an adjacent lot, bringing the total yield to 606 homes.

Lake Macquarie's recently established Trinity Point development is nearby and boasts a marina, new hotel, apartments and restaurants.

### OVERVIEW

This large-scale community will include a range of community facilities and precincts.

Construction commenced in April 2023, with first settlements in November 2024.



## CONSTRUCTION PROGRAM

Currently stage 1 and 2 works are complete (61 lots) with Robson Civil now undertaking stage 3-4 works which are due to complete mid 2025.

MJH is constructing the homes, with an average build time of 21 weeks. A total of 55 homes are expected to be complete by the end of June 2025 (including display homes and two homes to be used as a temporary clubhouse). Work has also commenced on the north Clubhouse which is anticipated to be complete mid 2026.



Refer to legend below

### Resort-style amenities

#### 1. VITALIA WELLNESS CLUBHOUSE

- Heated indoor pool
- Beauty and massage room
- Spa, steam, sauna and salt room
- Spa, steam, sauna and salt room
- Hot and cold plunge pool
- Pilates, gym and space for yoga

#### 2. THE HIVE SOCIAL CLUBHOUSE

- Lounge, café and kitchen
- Outdoor pool and
- Private dining room and residents' bar
- Craft and breakout space
- Cinema, library and games room

#### 3. SENSATE SPORTS AND LEISURE HUB

- Bowling green and pickleball
- Games lounge and bar
- Outdoor entertaining area

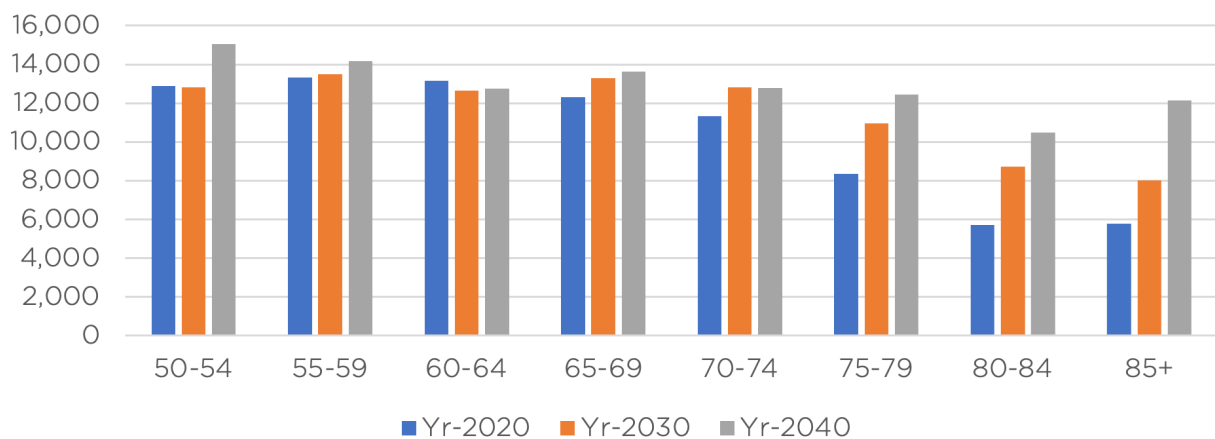
#### 4. TEMPORARY CLUBHOUSE

- Exclusive private space for founding residents.

## DEMOGRAPHICS

There is a growing ageing population in the area, and the population aged 50 and over is forecast to grow significantly to 2040.

### Lake Macquarie LGA - Population Cohort Growth



Source: ABS - Local Government Areas (ASGS 2020) Projections for year ending 30 June.

## MEDIAN HOUSE PRICE

The table below summarises the median house price within Lake Macquarie Local Government Area (LGA) and Morisset.

The area demonstrated strong price growth from 2020 to 2022 before demonstrating relatively stable pricing over the last two years. Since 2015, median home prices in the Lake Macquarie LGA have increased by 90% with Morisset home prices increasing by 80% in the same period.


	Lake Macquarie City Council (LGA)		Morisset (2264)	
	median	growth	median	growth
<b>2015</b>	\$470,000	0.0%	\$440,000	0.0%
<b>2016</b>	\$510,000	8.5%	\$441,000	0.2%
<b>2017</b>	\$560,000	9.8%	\$512,500	16.2%
<b>2018</b>	\$580,000	3.6%	\$537,500	4.9%
<b>2019</b>	\$580,000	0.0%	\$530,000	-1.4%
<b>2020</b>	\$615,000	6.0%	\$497,500	-6.1%
<b>2021</b>	\$745,000	21.1%	\$595,000	19.6%
<b>2022</b>	\$850,000	14.1%	\$775,000	30.3%
<b>2023</b>	\$845,000	-0.6%	\$753,500	-2.8%
<b>2024</b>	\$890,000	5.3%	\$792,500	5.2%

Source: Pricerfinder. Year to December Median House price.




## HOMES

Homes are generally 2 bed, 2 bath and 2 garage designs. Stages 1 and 2 comprise 7 home designs with two facade choices. Stages 3 and 4 will also include 7 designs and 2 facades, but will reflect refinements to design and specifications. The development will also include 2-storey homes, which have proven popular at Ingenia Lifestyle Element.

### Aurora



External Facade

 3   
  2   
  1

<b>Total Area</b>	167.11m <sup>2</sup>
Internal	109.19m <sup>2</sup>
External	33.65m <sup>2</sup>
Garage	24.29m <sup>2</sup>

**Key Features:**

- Open plan living and dining
- Master with walk in robe & ensuite
- Third bedroom or MPR
- Separate laundry with external access
- Spacious alfresco entertainment area
- Secure lock-up single garage
- Spacious front entry patio


Floorplan AR 211

Ingenia Lifestyle | ARCHER'S RUN




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### Flux



External Facade

 2   
  2   
  1

<b>Total Area</b>	140.37m <sup>2</sup>
Internal	93.60m <sup>2</sup>
External	23.07m <sup>2</sup>
Garage	23.7m <sup>2</sup>

**Key Features:**

- Open plan living and dining
- Master with ensuite
- Separate laundry with external access
- Two generously sized bedrooms
- Corner alfresco entertainment area
- Secure lock-up single garage

Floorplan AR 210 Duotex

Ingenia Lifestyle | ARCHER'S RUN

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