

SITE ACQUISITION QUESTIONNAIRE



SunLife Site Attributes

Brand standard is a critical component for a SunLife estate. Adhering to a brand standard creates trust from buyers in the marketplace.

Location - location to all services such as transport, medical, shopping and other amenities are critical to the SunLife branding equation. Hence for site analysis the location and distance and size of these amenities is important aspect to be fully documented.

Prospective size – a SunLife estate is sold on community – hence there needs to be a reasonable size of community but not excessive – ideally no less than 60 dwellings up to 120 dwellings. The importance of the minimum of 60 is the opportunity to include into the sale price of the dwellings an amount to cover off resort type facilities. For instance, if allocate \$30,000 per dwelling to resort type facilities (which will then of course increase sale price of the dwellings), for a 60 dwelling SunLife this is \$1.8 million. The provision of excellent facilities such as clubhouse, arts and crafts, men's shed, meeting room, indoor heated pool, prospectively a small theatre, tennis court, and other amenities is critical community componentry.

Grade – for a vertical village grade is obviously not so important however for a horizontal – single level homes – if residents have to walk up steep hills to get to various spots in the estate this can be a real problem. As always, seek views and breezes – and ideally a flat and level site.

Other seniors facilities – vital to analyse all other seniors facilities in the town in which the SunLife estate is to be located so as to determine price factors and demand factors, as well as opportunity to provide a seniors estate not now provided.

City – town demographics – the analysis of a prospective SunLife estate will take into account aspects such as size of city/town, population demographics, why a SunLife estate is particularly pertinent and relevant to that city town, and why it has a good opportunity for sales.

Approvals - many regional towns particularly are seeking amenities such as a SunLife estate to free up housing in the town. Being freehold lots within a CMS, there is particularly some opportunity with council's to expedite approvals. Important that all zoning and approvals are fully documented as this timing will impact substantially on 'time to sale' and time to project commencement and time to project completion.

Sales Price Analysis - a comprehensive sales price comparative analysis of other sales in the prospective SunLife estate area will need to be undertaken to assess demand factors as well as project financial feasibility factors. Generally, a premium is able to be obtained for a SunLife product due to the focus on community and lifestyle with excellent community facilities rather than simply price of a dwelling. This differential needs to be carefully ascertained.

Builders and construction cost - important in the analysis of a prospective SunLife estate development is availability of builders and construction costs for the estate in working out a SunLife financial feasibility.

Agent /Referrer:	
Date:	
Location:	
Vendor:	
Company / Entity:	
Agent /Referrer:	
Phone:	
E-mail:	

Development Site Details:

Site Address	
Site size	
How long on the market	
Vendors expectation as to price	
Project Type Apartments, townhouses, commercial etc. Provide details: Product Mix – 10 x 2 beds etc.	
Site specifics – what are the key attributes of the site that will make it work as a SunLife project – refer SunLife Acquisitions Fact Sheet	

Zoning status	
Development Approval Status	
Permits/Operational Works Approval Status	

Proximity to CBD, regional centre etc:	
Access to key services, transport, schools, shops, hospital, airport, other key services	
Expected Sales Prices for the proposed product	
Current Sales demand and key sales drivers: COMPETITIVE PRODUCT AND SUPPLY If current sales in place how have they been sourced/achieved	
Possible terms to secure the site: a) Subject to approvals b) Subject to sales c) Timeframe	
Statutory and Headwork's costs for the council for the area	
Is a detailed feasibility available on any proposed development to date	
Current debt & equity in place	
Is a valuation available	
Comments	