

*A beautiful village  
to call home.*



**MAYFAIR**  
VILLAGE



*You'll find  
a warm  
welcome here.*

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# Welcome to Mayfair Village

An established community  
with beautiful mature grounds

Welcome to Mayfair. From the moment you drive up the sweeping driveway, you can sense you've arrived somewhere special. Mature trees and pretty winding pathways set the scene, and there's always a friendly neighbour to chat with. It's like entering your own private suburb, where everyone enjoys their active, independent lifestyle and easy access to everything the North Shore has to offer.

At Mayfair, your time is truly your own. There's so much to do, and it's easy to get involved in village life. Try out some new hobbies, join a team, or enjoy a bit of friendly rivalry on the billiards table. If you love spending time with friends and family, why not invite them to join you for a fabulous weekend brunch in the café. Or make full use of your well-appointed modern kitchen to entertain at home. Your guests may never want to leave!

Mayfair is owned and managed by Arena Living. We aim to provide world-class retirement living in New Zealand, which is why we put our residents at the heart of everything we do. Your well-being and security are our highest priorities. We have a manager onsite during the day and 24-hour emergency response for your peace of mind.

*"It's really like a little suburb, it's just got a very pleasant feeling."*

**Ruth Astley**  
Mayfair Village resident



*"I've learned what a community means - everyone cares for everyone else."*

**Karen Meldrum**  
Mayfair Village resident



# The life you've imagined

## Your life, your way

There's always something happening at Mayfair. Take your pick of our wonderful range of hobbies, activities and events to create the lifestyle that suits you.

Our Community Centre is the heart of our village. Catch up with a friend at the bar or enjoy a long leisurely dinner in the restaurant. Take advantage of our large heated swimming pool and spa complex, get in touch with your creative side in our crafts and hobby room, or meet your match at the snooker table.

When you're feeling active, you'll appreciate our competition-grade bowling green, croquet lawn, and gymnasium. Or perhaps the dance floor will be more your style!

For quieter days, head to the library, watch a movie, meet some friends from the bridge club, tinker with tools in the workshop, or enjoy a bit of 'me' time at the hairdressing salon.

Everything has been designed to ensure you can enjoy the retirement lifestyle you've imagined. You can be as social as you like, when you like. And with our staff looking after all of those exterior maintenance jobs, you're free to spend more time on the things you really enjoy both inside and outside the village.



*"It's a different way of life, a more colourful, happier existence."*

**Alix Wiren**  
Mayfair Village resident

These are examples of Arena Living facilities

# Your home

Enjoy the freedom of your own home without all the maintenance

If you love entertaining family and friends, our one, two or three-bedroom villas are ideal, with spacious open plan living that flows seamlessly out to your own private garden and BBQ area. There's room to host the whole family for Sunday lunches – and plenty of bench space for those little helpers in the kitchen!

All our homes are built with easy living in mind, from the spacious kitchens and bathrooms to the generous inbuilt storage and off-street parking.

Your family and friends will love coming to visit you here. And when it's your turn to visit them or head off on that world trip, it's reassuring to know you can travel for as long as you like, with the peace of mind that we'll keep an eye on your home while you're away.



*"We've come here and no longer have the hassle of worrying about major maintenance."*

**Doug Astley**  
Mayfair Village resident

# In your neighbourhood

## Make the most of our ideal location

With an established garden setting in the heart of the North Shore, Mayfair puts you in the perfect position to really enjoy your retirement.

The shops and cafés of Browns Bay are just 3km in one direction, and Westfield Albany is 3km in the other. You're also a short drive from the beautiful beach at Long Bay, with its perfect picnic spots and picture-postcard views.

The local sports clubs are a short 5-minute drive away. Meet a friend for a game of tennis at Browns Bay Racquets Club or bowls at Browns Bay Bowling Club.

Mayfair has a comfortable minibus to chauffeur residents on regular shopping trips and village outings. Or if you prefer to use your own car, we're just a few minutes from the motorway. There's also a bus stop near the front gates and a Park and Ride 600m away.



3km to Westfield Albany in one direction.



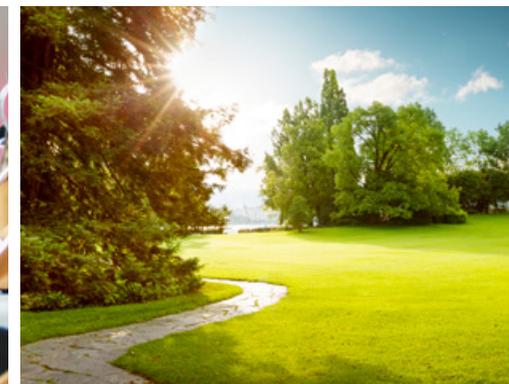
3km to the shops and cafés of Browns Bay in the other direction.



Short drive to the beautiful beach at Long Bay.



Easy access to the motorway.



# Costs and fees

## How does it work financially?

Because buying a license for a home in one of our retirement communities is an important decision, we want you to understand fully both the costs and benefits involved, right from the outset.

All costs and our formal obligations are clearly set out in your Occupation Right Agreement. We recommend you discuss your options with us face-to-face so you will feel confident that you are making the right decision. While you may wish to discuss your options with close family members, you must also seek independent legal advice.

There are three key financial terms that will apply when you buy at Mayfair Village:

- > The Entry Payment you pay for your Right to Occupy the home
- > The fixed Weekly Fee
- > The Deferred Management Fee

## Entry into Occupation Right Agreement

You will enter into an Occupation Right Agreement (ORA) for your home, at the market value, at the time of purchase. The ORA gives you the right to occupy the home for your lifetime (health and other terms permitting), or until you choose to leave. Occupation rights will be secured by the statutory supervisor's first-ranking mortgage over the village land.

## Weekly fee

We have a fixed weekly fee which covers rates, building insurance, gardening, exterior maintenance, a 24/7 onsite emergency response service, staff and use of all the village communal facilities and amenities. Your weekly fee will be fixed for the entire period of your occupancy, giving you certainty over your future outgoings.

## Deferred Management Fee

When your home is sold, we retain a Deferred Management Fee (DMF) of 30% of the original purchase price. There are no additional fees for you to pay on exit, unless you have caused damage beyond fair wear and tear. The DMF is accrued over three years. If you leave within this time, your DMF will be reduced accordingly. This contributes to the capital costs of the village and facilities and the costs of operating the Arena Living business. The DMF also covers marketing costs and refurbishment of your home, ready for the incoming resident.

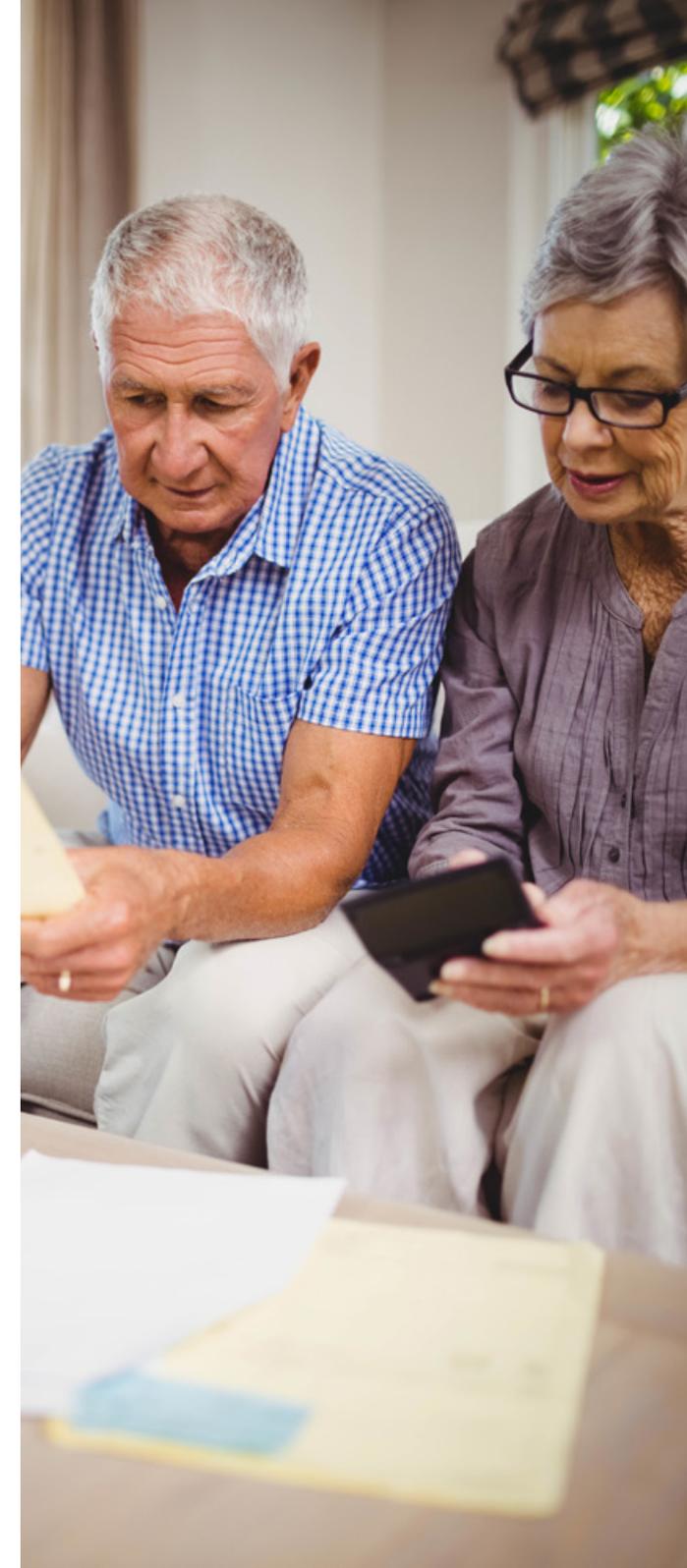
## Additional services

Any services you use, such as meals in the restaurant, maintenance services within your home or housekeeping in your home, are charged in addition. The way we operate our villages enables us to offer additional services on a flexible basis, and only when you wish or need to have them.

## Leaving the village

We have our own internal specialist sales and marketing team. We are in the best position to handle the sale of your license of home due to our experience and in-depth understanding of the benefits and facilities of the village. Under the terms of the Occupation Right Agreement, we will market your home in order to sell the license, at no extra cost to you. To make the sales process successful, we continually promote the villages and maintain a list of prospective purchasers.

We encourage you to take the time to review these core financial terms and we recommend you consult your solicitor and family members so you can make the decision that is most appropriate for you.



# Resident Guarantees

## 1. Fixed weekly fee

We know it's important to have certainty over your living costs. Our weekly fee is guaranteed for the entire period of your Occupation Right Agreement, so you'll never have to worry about rising costs.

## 2. Fees stop immediately

When your agreement terminates and your home has been vacated and handed back to us, your weekly fee payment will stop immediately. The Retirement Villages Code of Practice only requires your weekly fee to reduce by 50% after six months.

## 3. No capital loss

We will absorb any capital loss on relicensing your home, so you have absolute certainty over how much you will receive when you leave.

## 4. No hidden costs

There are no hidden costs when you leave the village - you will not be charged any cleaning fees, selling fees or marketing costs when we relicense your home and you will not be liable for costs to refurbish your home (unless you have caused damage beyond reasonable fair wear and tear). The only cost is your Deferred Management Fee (DMF).

## 5. Peace of mind

Our buying process affords you peace of mind knowing you are protected throughout the process. If you change your mind before signing the agreement, you may cancel your reservation and we will refund your deposit, in full, along with any net interest earned. The purchase is always conditional upon your solicitor approving the agreement and all associated documentation. We can even make the purchase of your agreement conditional upon you selling your existing home. Once you sign the agreement with your solicitor, there is a 'cooling off period', where you have another 15 working days to change your mind for any reason. Should you cancel within that period, your deposit will be fully refunded along with any net interest it has earned.



*"The only on-going cost is the monthly fee and for me it's a no brainer. I know where I stand, there are no surprises."*

**Karen Meldrum**  
Mayfair Village resident



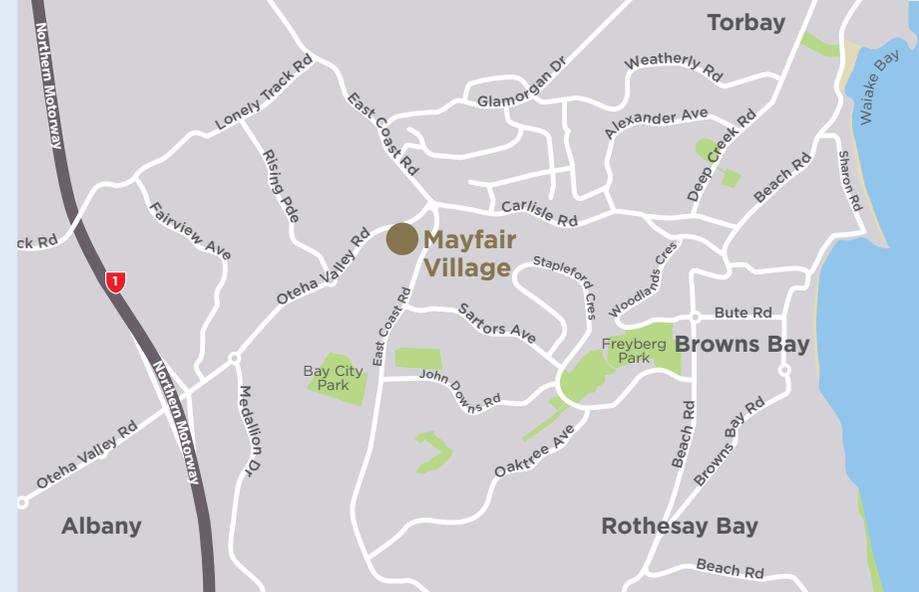


Arena Living owns and manages quality lifestyle retirement villages in New Zealand, with five in Auckland and one in Mt Maunganui.

Our established villages are all spacious and well-known in their local communities.

We take pride in helping our residents do the things they want to do during their retirement, while we take care of the rest.

Across the villages we have 1,000 units, which are home to 1,500 residents. Arena Living is owned by Blackstone, one of the leading asset management firms in the world, established in 1985.



14 Oteha Valley Road, Northcross, Auckland

## Come and see us

The best way to find out more is to come and see for yourself. We love welcoming new neighbours, so drop by any time and take a stroll around our beautifully landscaped village. We look forward to meeting you!

Please contact our sales team on **0800 774 635** to make a time that suits, or email: [info@arenaliving.nz](mailto:info@arenaliving.nz)

Visit us at [www.arenaliving.nz](http://www.arenaliving.nz)



*"As new people arrive, we're able to welcome them."*

**Alix Wiren**  
Mayfair Village resident

