

Welcome to The Falls Estate



THE FALLS ESTATE
A BEGROUP LIFESTYLE VILLAGE







Hello

Welcome to the Falls Estate. Some say life only begins at 65, with more opportunities for fun and activities without the pressure of work intruding.

Now's the time to make a living choice to match your lifestyle at The Falls Estate, where it is not just about retirement, but an appetite for living.

The Falls Estate is a secure, neighbourhood style village filled with people of a similar age who soon become good friends. It is the kind of place where there is always a class to take, an adventure to be had or a simple cup of tea to chat over. Here, it is all about taking control of your retirement and enjoying yourself along the way.

We appreciate the diversity of our residents and understand that everyone is different, with individual wants, needs, and expectations. We welcome this, and we promise you that you will have a voice, you will be heard, and you will be welcomed into our family with open arms.

Inside this booklet you will find more information about our services, what sets the Falls Estate apart and the kind of lifestyle you can expect to have should you choose us as your future home and community. If you have any questions about the Falls Estate, please feel free to contact me on **09 437 5844**.

I look forward to speaking with you soon.

Warm regards,



Marie

Marie Annandale
Village Manager



WHAT OUR RESIDENTS SAY

"The decision I made to live at the Falls Estate was the sanest of my life.

Gone were the worries of home security, loneliness, and health. Now fun, laughter and never-ending trips, crafts, shows, meals, and resident kindnesses abound at every turn.

There are also surprising financial benefits reaped from computers, power and now rates, of which the former two cannot be matched by any company outside this village.

I have only touched the surface of delight and tremendous generosity shown to all by family orientated residents. This village is second to none, but then I have lived here for nine years and a little biased.

Come see for yourself."

- Charmaine Beeston

"There's so much to do, new friends to make and new things to explore; crafts you've never tried before, games you've never had time to play and many, many other things.

Also, if you want time alone, there is that too. And when you want to 'escape' somewhere, you can go knowing your home is safe."

- John and Jeanette Porter



IS A LIFESTYLE VILLAGE RIGHT FOR YOU?

Are you aged 65 or over and...?

- Keen on active living?
- Want a residence with x-factor and a great vibe?
- Worried about your personal safety?
- Want to retain or enhance your independence?
- Sometimes feel lonely?
- Fed up with the hassles of maintaining your home?
- Want to have time to have fun and enjoy yourself?
- Ready to spoil yourself?
- Want to make great new friends?
- Want to enjoy the fabulous facilities the village offers with family and friends?

If you answered yes to any of these questions, then the Falls Estate Lifestyle Village may be the place for you.

Within moments of arriving at Falls Estate, you will realise that our village is purpose built for enjoying life now and in the future.

Our commitment is to provide you with a perfect balance between:

- Independence
- Security
- Great company and new friends
- Privacy
- Relaxation

The Falls Estate offers a lifestyle where you can be as active or as private as you wish, without the worries of home maintenance or for your personal safety. Relax and enjoy your life to the fullest at a pace you set yourself.



ABOUT THE ESTATE

Set next to the beautiful Whangarei Falls on 14 acres of land, the Falls Estate gives you a sense of rural living while only being seven minutes from the city centre.

We are in a superb location, with shopping centres, golf clubs, bowling clubs, parks, and churches only a short distance from the village. If you are travelling to Whangarei or Kamo, there is a bus stop right outside the village gates, which operates six days a week.

The estate also features:

- Community Centre / Lounge
- Craft Room
- Social Events
- Library
- Pool
- Gym
- Bar
- Village Shop
- Restaurant
- Tool Shed
- Indoor Bowls
- Community Vegetable Garden
- Hair Salon
- Petanque

We have a wonderful village community at the Falls Estate, with a sense of fun and friendship that all our residents enjoy.

VILLAGE CARE

All our homes are equipped with a 24-hour/7-day emergency call system. Help can be with you immediately by phone in the first instance, and then as necessary by emergency services staff by simply pressing the call monitor in your home or your neck pendant or wrist device.

Our village manager and other staff are also available five days a week during office hours.

We welcome caregivers and other support people into the village to assist residents as needed. Generally, arrangements are made either on a user pays basis or through your GP who will contact Northland DHB for an assessment. We are happy to help with this process if needed.

A RANGE OF QUALITY HOUSING OPTIONS

We offer a range of living options to fit your preferred lifestyle for people aged 65 and over. These include:

- Two or three-bedroom houses
- Two-bedroom units
- Single, two-bedroom, or three-bedroom apartments

Independent homes and home units:

The design and architecture of our homes is based on extensive research of other villages but enhanced and adapted to the specific needs of our residents.

Our homes are built with modern construction materials including brick, aluminium joinery, and tile roofing.



Apartment living:

We offer apartment living in two buildings:

Our **Boundary Apartment** building is an attractive two-storey block consisting of sixteen, two-bedroom apartments and four, three-bedroom apartments; each apartment comes with an ensuite. Secure basement parking and a storage area is available to all residents, at no additional cost, with elevator and stair access to the ground and first floors.

Our **Palms Apartment** building is also a two-storey block consisting of ten, two-bedroom apartments and two, one-bedroom apartments, with an external car park space included in the price.

Separate garaging may be available from time to time at an additional cost.





OUR OWNERSHIP AND MANAGEMENT STRUCTURE

Our team at The Falls Estate is handpicked to support and encourage our residents.

We will work closely with you continually introducing new ideas and benefits to enhance the value of living on the estate.

Our team facilitates the organisation and co-ordination of functions and meetings alongside our Residents Committee. Shopping excursions, social and sporting events, pleasure trips to the movies, theatres and much more are arranged to provide an almost endless smorgasbord of entertainment and activity.

When it comes to your home, we work to safeguard your privacy and independence in a secure environment.

Meet our village team:

Introducing:

Marie Annandale	Village Manager
Mary Williams	Receptionist
Bob Salmon	Maintenance & Refurbishment Manager
Claire Jones	Head Gardener
Brett Hayek	Grounds person
Shane Rapana	Grounds person
Maree Beddows	Cleaner
Shona Gardner	Cleaner

The Falls Estate Lifestyle Village is operated by BeGroup Investments, which is an experienced retirement village operator.



Retirement Villages Association

We are also a fully accredited member of the New Zealand Retirement Village Association. The association's strict code of practice requires all member villages to have a sound financial base and legal structure, which protects the interests of our residents.

ABOUT THE BEGROUP INVESTMENTS

The Company

BeGroup Investments
PO Box 137103
Parnell, Auckland 1151

Statutory Supervisor

Covenant Trustee Services
Level 6
191 Queen Street, Auckland 1010

Auditors

Ernst Young
2 Takutai Square
Britomart
PO Box 2146
Auckland 1140

Solicitors

Thomson Wilson
Vaughan Syers
PO Box 1042
Whangarei

Chief Executive Officer



Guy Eady
Level 2
8A Cleveland Rd
Parnell, Auckland 1151

Chief Financial Officer



Angela Kneeshaw
Level 2
8A Cleveland Rd
Parnell, Auckland 1151

Chief Property Officer



Brett Meyer
Level
8A Cleveland Rd
Parnell, Auckland 1151





BUYING YOUR HOME – COSTS AND FEES

The Falls Estate is a resident funded village. This means your entry payment (the price of your home) and your weekly maintenance fee secures your home and the right to use all the facilities and services we provide in the village.

Your payment is protected by an act of parliament called the Retirement Villages Act.

When you purchase a home in a retirement village, your interests will be protected by an independent trustee. This is a requirement of the law, and the trustee is there to ensure that we, the operator, comply with all requirements of the act.

If you are interested in becoming a resident at The Falls Estate, you will be given:

- The village Disclosure Statement.
- Sample of The Falls Estate Occupation Right Agreement.
- The village Code of Residents Rights.
- The Retirement Villages Code of Practice 2008 Variations included *April 2017*.

When buying a home in a retirement village there are three main costs or fees to consider:

- Your entry payment (the price you pay for your home).
- Your deferred management fee (DMF).
- Your weekly costs.



YOUR ENTRY PAYMENT, DEFERRED MANAGEMENT FEE (DMF) AND EXIT PAYMENT

Prices (entry payments) for our homes currently start from \$470,000.

Our Deferred Management Fee is a maximum of 30% of your entry payment amortised over three years.

Example of an exit payment at Falls Estate

Years lived in home	Entry Payment (The price you pay for your home: EXAMPLE ONLY)	Deferred Management Fee	% of entry payment	Exit Payment
2 years	\$500,000.00	\$100,000.00	20%	\$385,000.00
3 years	\$500,000.00	\$150,000.00	30%	\$335,000.00
5 years	\$500,000.00	\$150,000.00	30%	\$335,000.00

The information above is provided on the *assumptions* that:

- The resident's entry payment is set out as above.
- The DMF is calculated in accordance with the occupation right agreement and there has been no damage (as detailed in paragraph 14 of the disclosure statement).
- Administration fee equal to \$3,000.00 plus GST (if any), as detailed in section 7 of the disclosure statement.



WEEKLY SERVICE FEES

The BeGroup Investments LP has a firm commitment to keeping the weekly running cost of the village to an absolute minimum. A monthly service fee is charged and will only be increased when rising costs mean an increase is unavoidable.

Your weekly service fee includes:

- Council rates.
- Water supply.
- Security alarm monitoring and security patrols.
- 24/7 Emergency call assistance monitoring.
- Village centre operational and maintenance costs.
- Street lighting.
- Exterior home maintenance.
- Home and exterior window cleaning.
- Insurance of all homes and buildings. (excludes contents and vehicle insurance).
- Garden and maintenance of common areas.
- Lawn mowing.
- Fire alarm and smoke detector monitoring.
- Pool and spa maintenance.
- Retirement village compliance, audit, and accounting costs.

Full disclosures of the accounts are presented to each of the residents annually.

Please talk to us for our current fees.

FREQUENTLY ASKED QUESTIONS

Q Are there any special requirements to become a resident?

A At the time of entry, you need to be over 65 years of age and be able to cope with the day-to-day running of your home. Your GP needs to sign a medical competency form. You will also need to be Covid vaccinated and a non-smoker.

Q Can I buy now, or do you have a waiting list?

A Our homes and apartments are highly sought after, so yes, we do have a waiting list. If you plan on moving in a year or two, now is a good time to visit the estate to learn more about its concept, lifestyle, and express your interest by joining the waiting list.

Q Can I maintain my own garden?

A Yes. We encourage our residents to grow their own gardens if they choose with the advice of our ground staff. If later in life you cannot maintain your garden anymore, let the office know. We also have a community garden that we encourage all our residents to help maintain if they wish.

Q Are visitors allowed?

A Yes, and they can stay for up to 90 days. This is your home, so your friends and family are always welcome. As a courtesy, we ask that you consult with our village manager.

Q Are pets permitted?

A At the discretion of management, pets may be permitted.

Q What "say" will I have as a resident in the operation of The Falls Estate?

A We have an active and engaged Residents Committee, which comprises representatives from the residents, and which advises/liases with the Directors and the management of the Estate. It is a great way for residents to get involved in the running of the village.

Q What happens if I have an accident or get sick?

A Your ongoing care is important to us. Assistance is available by simply pushing your emergency button - help will be with you 24 hours a day. This can be an enormous relief to you and your family.

Q Do I need insurance to join Falls Estate?

A We encourage you to insure the contents of your home and vehicle.



RESIDENTS OF THE FALLS ESTATE:

"We love it here. The friendliness and welcoming staff and residents helped the transition from our previous home go very smoothly.

The helpful manner of the staff make it seem like nothing is too much trouble.

We have taken advantage of the superb café and entertainment lounge quite a few times since we have been here, and the heated pool and gym are the icing on the cake.

The location of The Falls Estate is stunning. I can hear the falls outside from my deck and love walking my dog all over the A.H. Reed Memorial Park, just minutes away. This was a major factor for us when choosing the right lifestyle village.

All in all, the best decision we could make."

- John and Rosalie Ross



NEXT STEPS

Our residents think young.

They enjoy life and grasp each day with fun and laughter while participating in many of the village activities. They create wonderful friendships and because they are happy, they are also healthy.

Before you decide, take your time and:

- Think ahead to what you might need in the future.
- Make a list of the things that are most important to you for the lifestyle you would like to live.
- Talk to the current residents at Falls Estate.
- Read the information and documents for the village.
- Get in touch with us to find out the total costs - on entry, ongoing, moving within the village and when you leave.
- Get independent legal advice from your lawyer.
- Involve your family or friends in your decision.

When you are making the choice to enter a lifestyle village, it is important to consider:

- The entry fee (price you pay for your home).
- The occupation right agreement terms and conditions
- The community facilities available.
- The Village environment
- All the activities available for social interaction and stimulation.

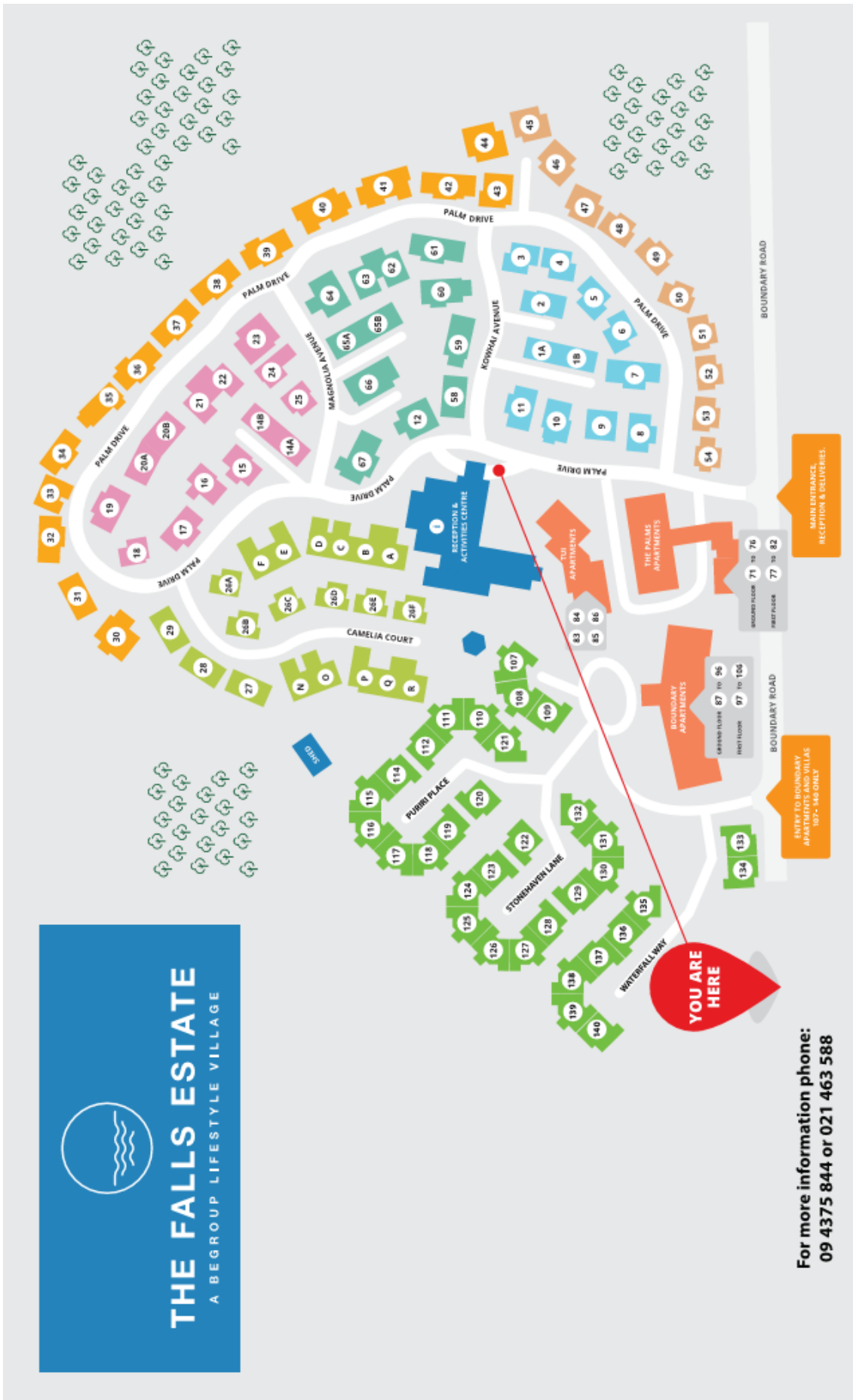
If you have any questions or would like more information about the Falls Estate, please contact Marie Annandale via phone 09 437 5844 or email marie.annandale@thebgroup.co.nz

We look forward to hearing from you.



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For more information phone:
09 4375 844 or 021 463 588