Appendix G – Retirement Demand Research Analysis

2050 OHAUPO ROAD
TE AWAMUTU

Lifestyle Village, Retirement Village & Residential Care Sectors

ECONOMIC REPORT

Client: Te Awamutu Developments Ltd

Author: WEBSTER Research

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ULTIMATE
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CONTENTS

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1.0 EXECUTIVE SUMMARY

Project Overview

The proposed integrated retirement village, residential care facility, and lifestyle village development at 2050 Ohaupo Road, Te Awamutu, addresses demand driven by the Waikato Region's rapidly aging population. Supported by robust demographic growth, favourable locational attributes, and strategic market positioning, the development aligns with long-term demand for senior living and care infrastructure.

Key Demand Drivers

- Aging Population:
  - Primary Catchment Area (PCA): The 70+ population is projected to grow by 79% (5,010 to 8,990 residents) from 2023 to 2048, while the 85+ cohort will surge by 208% (725 to 2,235).
  - Secondary Catchment Area (SCA): The 70+ demographic will nearly double (10,490 to 20,805), with the 85+ group rising by 182% (1,760 to 4,970).
  - Waikato Region: By 2048, 113,550 residents will be aged 70+, requiring 11,981 retirement village units and 6,592 residential care beds/suites. The region has 4,915 retirement village units and 3,672 care beds/suites.
- Supply-Demand Imbalance – 2025 vs. 2048
  - Retirement Villages: PCA faces a net latent demand of 286 units by 2048, exceeding current supply and pipeline by 2032/33. The SCA requires 554 additional units, with demand outpacing supply by 2040/41.
  - Residential Care: PCA needs 542 new care beds/suites by 2048, while the SCA requires 1,189. Nationally, the North Island faces a 49,615-bed shortfall.

Market Opportunities & Positioning

- Gaps Identified:
  - Limited integrated care models in the PCA, with only one facility offering a complete continuum of care.
  - Underdeveloped transitional living options for aging-in-place.
  - Scarcity of premium, wellness-focused villages targeting active retirees.
- Price Points:
  - Mid-tier villas ($700,000 – $900,000) and compact units ($595,000 – $675,000) align with local affordability (75th percentile residential valuation: $834,600 in the PCA).
  - Competitive Deferred Management Fee (DMF) structures (e.g., 20% over the first 5 years) could differentiate offerings.

Strategic Recommendations

- Premium Integrated Care Village: Combine luxury independent living with hospital/dementia care, emphasising wellness amenities (onsite GP, fitness studios).
- Affordable Full-Care Model: Partner with health boards to replicate trust-operated facilities like Cambridge Resthaven.
- Hybrid Transitional Complex: Enable seamless transitions from independent living to high-care suites within a single footprint.

Economic Benefits

- Construction Phase: Generate 180 – 220 FTE jobs, with $25 – $30 million in wages and $12 – $15 million in local procurement.
- Operational Phase: Sustain 50 – 70 FTE roles in healthcare, hospitality, and maintenance.
- Housing Market: Increase liquidity by freeing up 300 – 400 family homes via retiree downsizing.

Conclusion

The proposed development at 2050 Ohaupo Road represents a strategically targeted response to structural shortfalls in both retirement living and aged care infrastructure, while leveraging Te Awamutu's favourable demographic trends. By aligning evidence-based demand projections with a continuum-of-care model and competitive pricing strategy, the project provides a scalable and sustainable solution to meet the evolving needs of the senior population in the Waikato Region.

2.0 INTRODUCTION

2.1 Objective/Aim

This report provides a location-specific analysis of net latent demand, competition, and price points within the senior living accommodation and residential care sectors. The primary aim is to support informed decision-making for potential developments by comprehensively assessing the local market environment and offering actionable pricing and product positioning insights. The analysis covers key factors including existing supply levels, the development pipeline, catchment area definition, sales origin patterns, current and projected demand, and the socioeconomic and wealth profile of the area. The report also explores opportunities for optimising price points and enhancing occupancy rates.

Key objectives include:

- Assessing current supply levels and the identified development pipeline in detail
- Defining the potential catchment area and estimated sales origin patterns
- Evaluating both current and future demand
- Profiling the local population's socioeconomic and wealth characteristics
- Identify market gaps
- Provide strategic recommendations on product and pricing positioning

The report aims to inform effective planning and investment strategies within New Zealand's senior living and residential care sectors by integrating these elements.

2.2 Methodology

Location Analysis & Net Latent Demand Forecasting: This report provides comprehensive information and data on the senior living and residential care sectors and potential development sites in their respective geographic contexts. This section provides intricate insights into various facets, including accessibility to amenities beyond the facility premises, existing supply levels, forthcoming development prospects, net latent demand projections (provided by care level), and thorough demographic and socioeconomic profiling.

This report section component offers a meticulous depiction of the existing supply dynamics within the area, coupled with future demand indicators, as predicted by WEBSTER's net latent demand forecast models from June 2025 to 2048. It encompasses crucial population metrics such as base figures and forecasts by age cohorts, study or catchment area delineations, sales origin insights, demographic factors affecting the demand for senior living and residential care, prevailing and anticipated penetration rates, local residential market metrics, and an overarching evaluation of the desirability of the location. Additionally, this section duly identifies pertinent risks and opportunities in the context of the analysis.

Competition Analysis & Price Point Assessment: This section comprehensively overviews the prominent lifestyle villages, retirement villages, and residential care facilities within the designated interest areas. Each facility is featured across two pages, presenting essential particulars such as ownership details, physical address, official website, inaugural operational year, minimum entry age, existing unit inventory, forthcoming development initiatives, particulars concerning care facilities, factors influencing location demand, density metrics, primary construction materials employed in buildings, rateable property valuation, and the available facilities.

Furthermore, this section delves into the price point indicators associated with various unit typologies within each facility (i.e. care suites), including bedroom distribution and pricing per square meter. It also includes up-to-date or recent vacancy statistics, Deferred Management Fee (DMF) structures, and weekly fees, among other pertinent details.

The comprehensive assessment of each facility culminates in an analysis of the local residential real estate market, incorporating data sourced from REINZ (Real Estate Institute of New Zealand) pertaining to median sales figures and liquidity indicators and CoreLogic valuations, median and 75th percentile.

This section concludes with summary tables and graphs to facilitate a clear understanding and provide critical affordability and price point indicators, including per sqm pricing metrics by unit typology.

2.3 Data Sources

Residential Market

- *CoreLogic* – Residential market valuations data – March 2025
  - Median and 75th percentile valuations for a range of typologies
  - Geographical Area: Statistical area two (SA2)
- *REINZ* – Residential Sales data
  - Range of sales data, including median sales price, days to sell and changes over time
  - Geographical Area: NZ Fire Service Suburbs

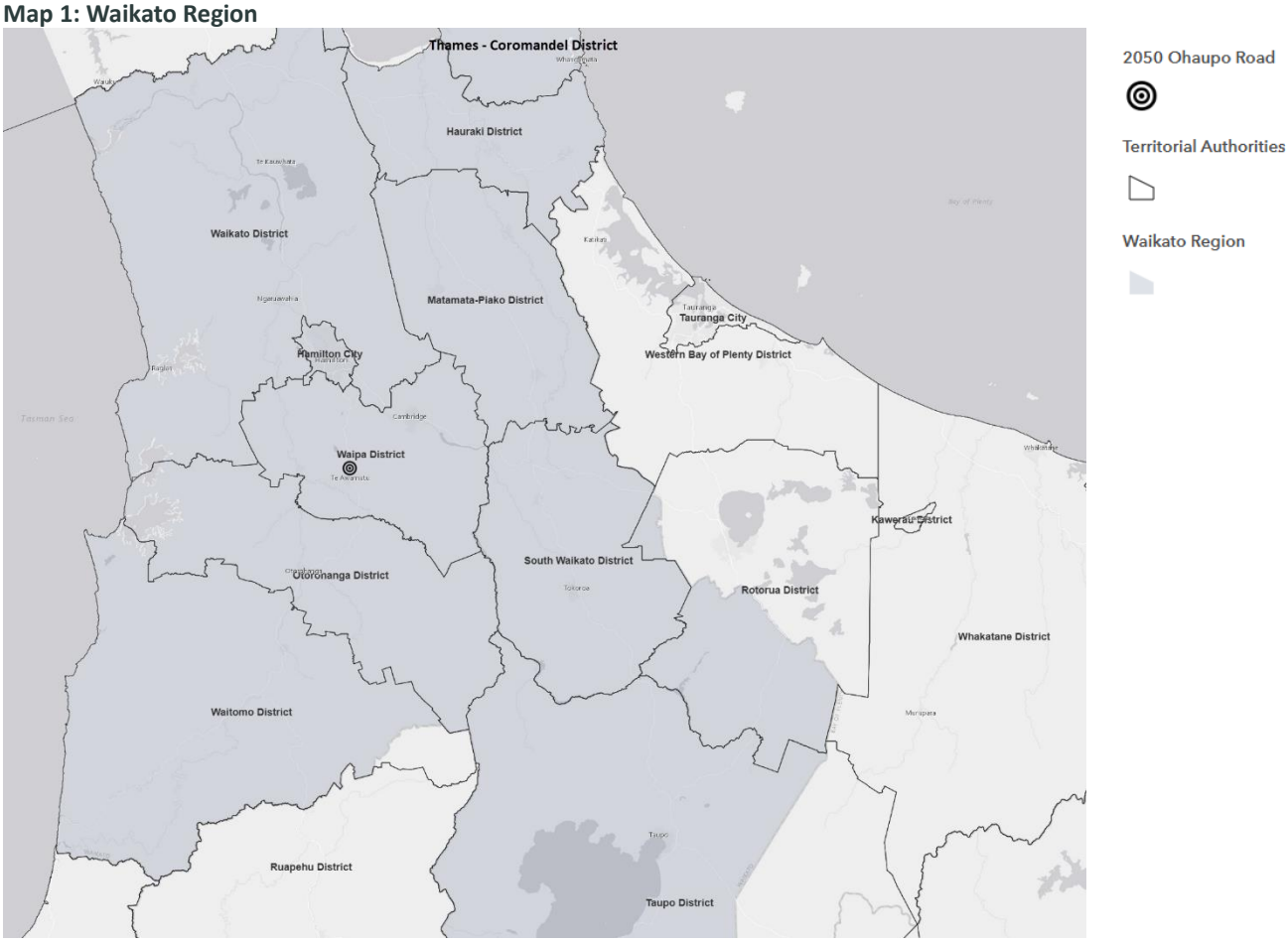
Wealth & Demographic Profiling & Population Forecasts

- *Statistics New Zealand* – Demographic and income profiling, population data (including forecasts by age group and ethnicity) and retirement village new unit building consent data
  - Geographical Area: Statistical area two (SA2)
- *Otago University* – Deprivation Index
  - Geographical Area: Statistical areas one and two

Retirement Village & Residential Care Facility Supply, Development Pipeline & Price Point Data

- *WEBSTER Research* – NZ Retirement Village Database (NZRVD) and the NZ Residential Care Facility Database (NZRCFD)
  - Point data – each database record has mapping coordinates, which are used to map the data in our Esri ArcGIS online platform
- Pacifecon: Development pipeline data
- New Zealand Companies Office (NZCO): Retirement Village Disclosure Statements
- Listed Retirement Villages: Investor presentations and reports
- Information sources include Eldernet, Village Guide, Trade Me, Oneroof, RVA and individual retirement village websites.
- Mystery shoppers

Map 1: Waikato Region



Source: WEBSTER

The Waikato Region comprises the following territorial authorities: Hamilton City Council, Waikato District Council, Waipā District Council, Matamata-Piako District Council, South Waikato District Council, Ōtorohanga District Council, Waitomo District Council, Thames-Coromandel District Council, and Hauraki District Council. Parts of the Taupō District Council and Rotorua Lakes District Council also fall within the boundaries of the Waikato Region.

3.0 LOCATION ANALYSIS

3.1 Te Awamumu – An Overview

Te Awamutu, known as the "Rose Town of New Zealand," is a thriving rural community in the heart of the Waikato Region. The town blends agricultural prosperity with a rich cultural heritage and serves as a service hub for the surrounding farming districts. Te Awamutu offers residents a relaxed lifestyle, modern amenities, and easy access to natural beauty.

Key Features
- Rose Gardens: The town's renowned Rose Gardens, located on Gorst Avenue, feature over 2,000 rose bushes and more than 50 varieties, reinforcing Te Awamutu's reputation as the Rose Capital of New Zealand.
- Historical Character: Te Awamutu Museum houses significant taonga (treasures) from local Māori
- Entertainment: The Regent Theatre blends mainstream and arthouse films in a heritage setting.
- Recreation: War Memorial Park and Centennial Park provide duck ponds, playgrounds, skate areas, and bike tracks.
- Natural Attractions: The town is close to Lake Ngaroto wetlands, Lake Serpentine (Rotopiko), and Sanctuary Mountain Maungatautari, offering walking tracks and birdwatching opportunities.

Location and Accessibility
- Strategic Position: Te Awamutu is approximately 30 km south of Hamilton on State Highway 3, making it a convenient base for travel throughout the Waikato.
- Compact Layout: The town's centre is easily navigable, with most amenities within a short distance.
- Accessibility: Well-maintained footpaths and paved accessways make the town suitable for wheelchairs and mobility aids.
- Regional Hub: Te Awamutu is the administrative seat of the Waipa District.

Lifestyle and Affordability
- Housing: As of early 2025, the average house value in Te Awamutu is around $713,600, with a median sale price of $689,500. The median weekly rent is $600.
- Affordability: Housing remains more affordable than in larger urban centres, attracting families, retirees, and professionals seeking a balanced lifestyle.
- Variety: The town features a mix of established homes and new developments, catering to diverse housing needs.

Community and Culture
- Community Spirit: Te Awamutu's identity as the "Rose Capital" is reflected in local business names and community events, fostering a strong sense of pride.
- Māori Heritage: The area has deep Māori roots, with significant historical sites such as the former pā at Ōtāwhao.
- Events and Attractions: Local markets, seasonal attractions like Alphra Lavender, and cultural experiences such as Te Ara Wai Journeys connect residents and visitors with the area's rich history.
- Population: With a population of approximately 14,000, Te Awamutu is the fifth-largest urban area in the Waikato Region.

Transport
- Public Transport: The 24 Te Awamutu bus service connects the town with Hamilton daily, with additional services to Kihikihi and local school routes.
- Taxis: Two local taxi companies operate in the area.
- Active Transport: The town's flat terrain and compact size make walking and cycling popular choices.
- Road Access: State Highway 3 provides easy car access to Hamilton and other Waikato destinations.

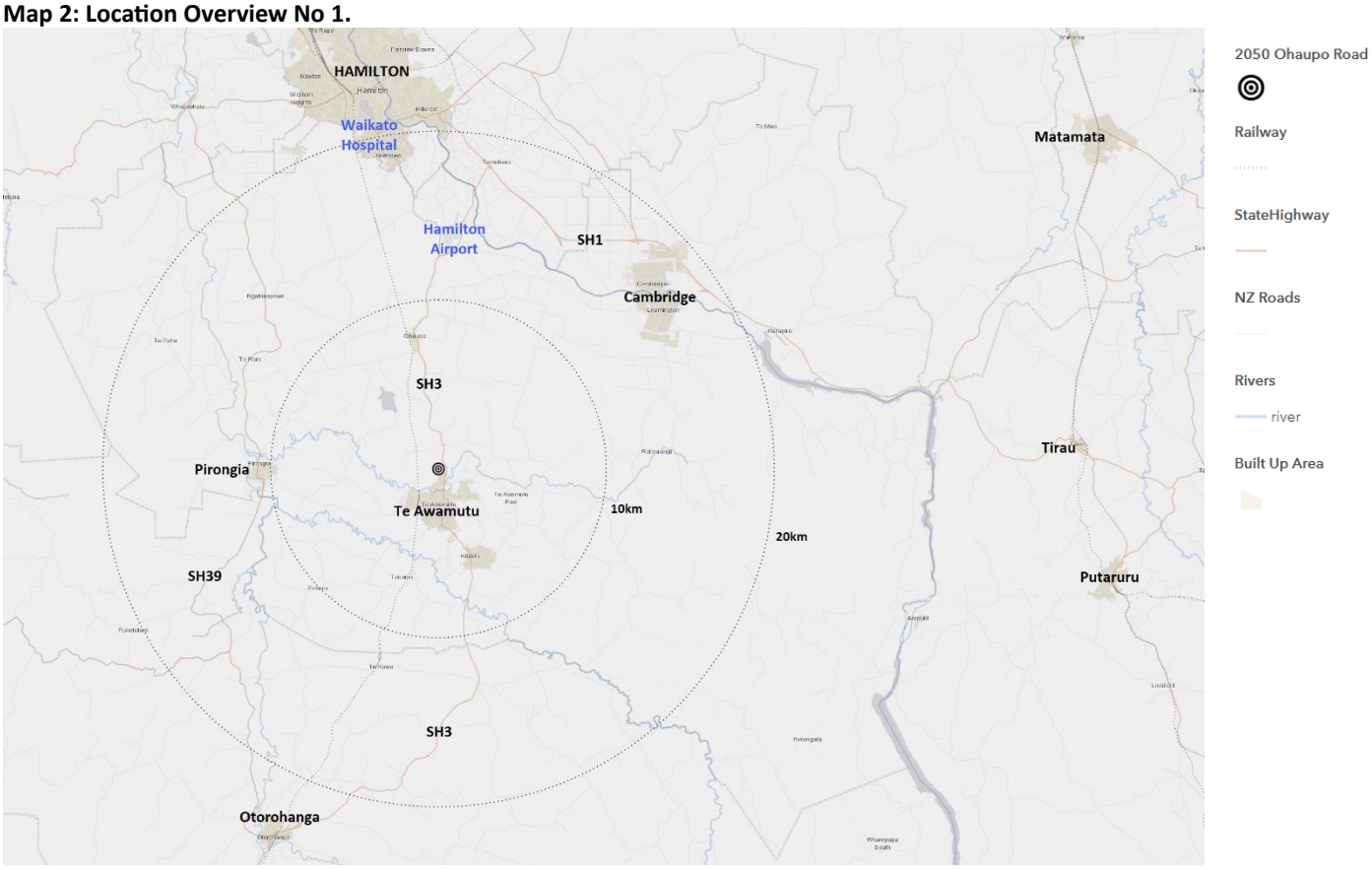
Healthcare Facilities
- Medical Services: Mahoe Med Centre offers comprehensive general practice and urgent care, supported by a skilled team and modern facilities.
- Specialist Care: Local services include dental, optometry, physiotherapy, and chiropractic care.
- Hospital Access: Residents have convenient access to advanced and specialist medical services at Waikato Hospital in Hamilton, located approximately 24 kilometres away—a 26-minute drive.

Te Awamutu combines rural charm with modern convenience, making it an appealing choice for those seeking a welcoming community, affordable living, and access to both urban and natural amenities. Its rich history, strong community spirit, and strategic location continue to attract new residents and visitors to this distinctive Waikato town, as evidenced by the following population estimates.

The population of the Te Awamutu urban area increased from an estimated 15,650 in 2001 to 22,400 in 2024—an uplift of 6,750 residents or 43%. Over the same period, the number of residents aged 65 and over rose from 2,350 to 4,500, representing an increase of 2,150 people or 91%.

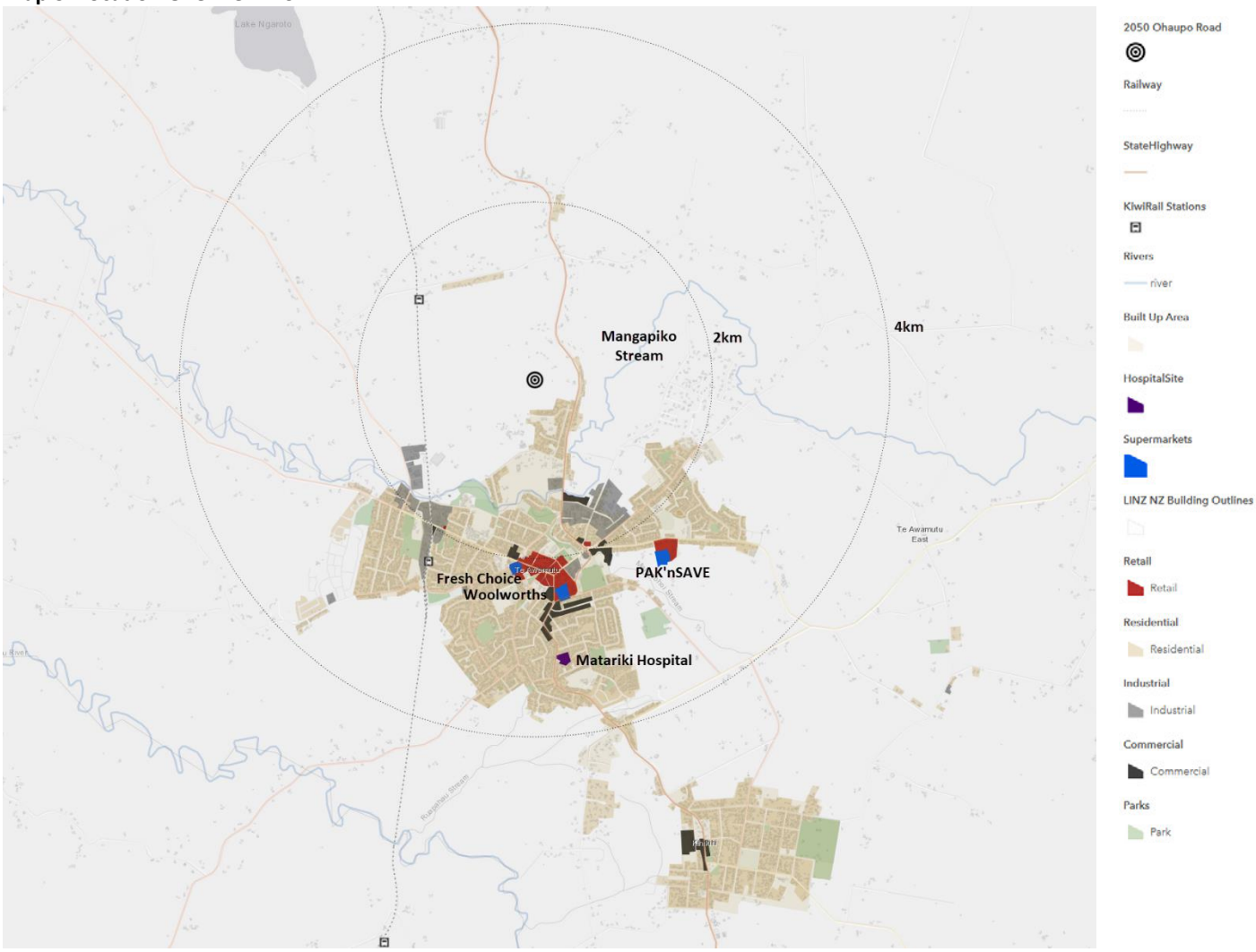
Source: SNZ - Subnational population estimates (functional urban areas), by age and sex, at 30 June 1996-2024 (2023 boundaries)

Map 2: Location Overview No 1.



Source: WEBSTER

Map 3: Location Overview No.2



Source: WEBSTER

3.2 Locational Advantages & Disadvantages for Operators & Residents – Te Awamutu

This section assesses the locational advantages and disadvantages of Te Awamutu in terms of the establishment of retirement accommodation options such as lifestyle villages, retirement villages, and residential care facilities. The analysis considers demographic trends, healthcare access, amenities, transport infrastructure, environmental conditions, land availability, and local government support. The purpose is to determine the extent to which Te Awamutu presents a suitable and strategic setting for this form of accommodation.

Locational Advantages

- Ageing Population and Demographic Demand:
  - Te Awamutu exhibits a favourable demographic profile for aged care and retirement accommodation.
  - As of 2024, approximately 20.1% of residents were 65 years or older—substantially above the national result of 16.5%.
  - The township is experiencing population growth, particularly within older age cohorts, which supports current and projected demand for aged care and retirement accommodation.
- Proximity to Healthcare Infrastructure: Te Awamutu benefits from proximity to tertiary-level medical services, with Waikato Hospital located approximately 30 kilometres to the north in Hamilton. This facility provides comprehensive hospital and specialist care and is accessible via State Highway 3. Within the town, primary health services—including general practice clinics and urgent care—are readily available, and the presence of existing aged care operators reflects the area's capacity to support elderly residents.
- Local Amenities and Quality of Life: The township offers a range of essential amenities suited to older residents, including supermarkets, pharmacies, retail outlets, public parks, and civic and recreational facilities. Te Awamutu is recognised for its landscaped public spaces and cultural identity. The relatively flat topography and compact urban form enhance walkability and ease of movement for senior residents.
- Transport Connectivity and Accessibility: Te Awamutu is well connected to the wider region via State Highway 3. A regional bus service operates daily between Te Awamutu and Hamilton. The town's road infrastructure and proximity to intercity coach services further contribute to locational accessibility.
- Favourable Climatic and Environmental Setting: The Waikato Region is characterised by a temperate climate with moderate rainfall and relatively mild seasonal variation. Te Awamutu's environmental setting includes open green spaces and proximity to rural vistas, contributing to a calm and health-supportive environment.
- Centrality to Family Support Networks: The town's central position within the Waikato Region enables family members based in Hamilton and other nearby towns to make regular and convenient visits; this supports resident well-being by maintaining strong intergenerational connectivity.
- Land Availability and Development Economics: Te Awamutu offers comparatively affordable and readily available greenfield land compared to urban centres such as Tauranga.
- Supportive Planning Environment: The Waipā District Council has actively supported retirement village development in response to an aging population. Council leadership has highlighted the importance of retirement accommodation in local growth strategies, indicating a favourable regulatory and political environment.

Locational Disadvantages

- Absence of a Full-Service Hospital within the Town: While Waikato Hospital is relatively accessible, the absence of a full-service hospital within Te Awamutu may present challenges for residents requiring frequent or emergency specialist care.
- Limited Public Transport Coverage: Although a regional bus service connects Te Awamutu to Hamilton, public transport coverage within the town is limited. This may reduce mobility for residents who no longer drive.
- Modest Scale of Local Amenities: As a smaller service town, Te Awamutu does not offer the same scale or variety of retail or entertainment options as larger urban centres; this is offset by proximity to Hamilton but may still influence market segmentation.
- Climatic Constraints: Although temperate overall, Te Awamutu experiences high annual rainfall and damp winter conditions, which may be less appealing to residents with sensitivity to humidity or limited mobility.
- Distance from Major Metropolitan Centres: Te Awamutu is over two hours by road from Auckland and is not directly served by rail or air transport links. This may represent a logistical barrier for residents with family in other areas of New Zealand.
- Infrastructure Capacity and Growth Pressures: Te Awamutu is forecast to experience considerable growth, which may place pressure on infrastructure systems. Developers may need to invest in on-site infrastructure to ensure timely delivery of essential services.

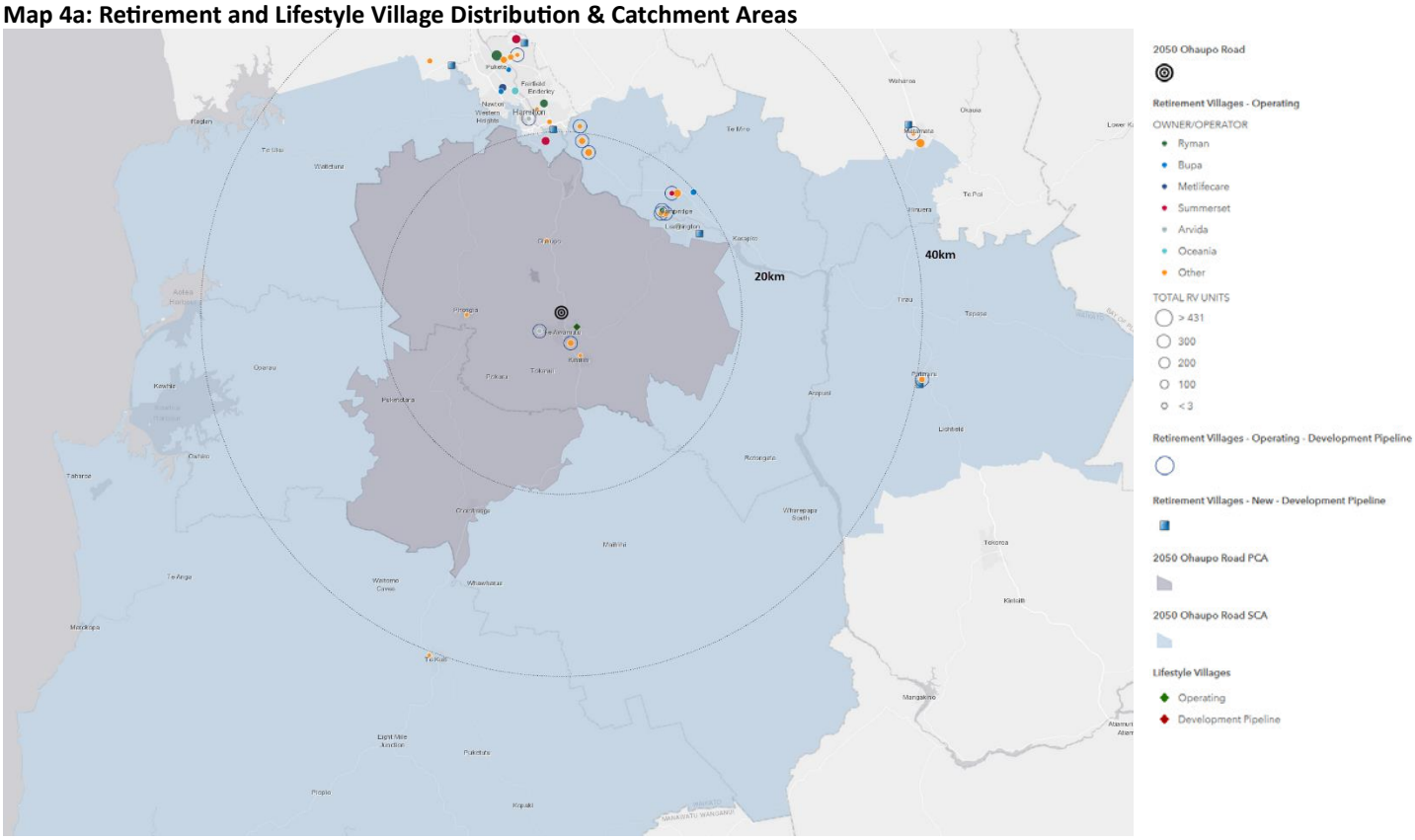
Summary

On balance, Te Awamutu presents a compelling locational proposition for a lifestyle village, retirement village or residential care development. The township benefits from favourable demographic trends, land availability, amenity access, and proximity to regional healthcare and family networks. It also enjoys a supportive planning framework and strategic importance within the Waipā District. Challenges associated with infrastructure, climatic conditions and limited on-site hospital services are considered manageable through appropriate investment and planning mechanisms.

3.3 Retirement Villages & Residential Care Facilities - Distribution & Catchment Areas Maps

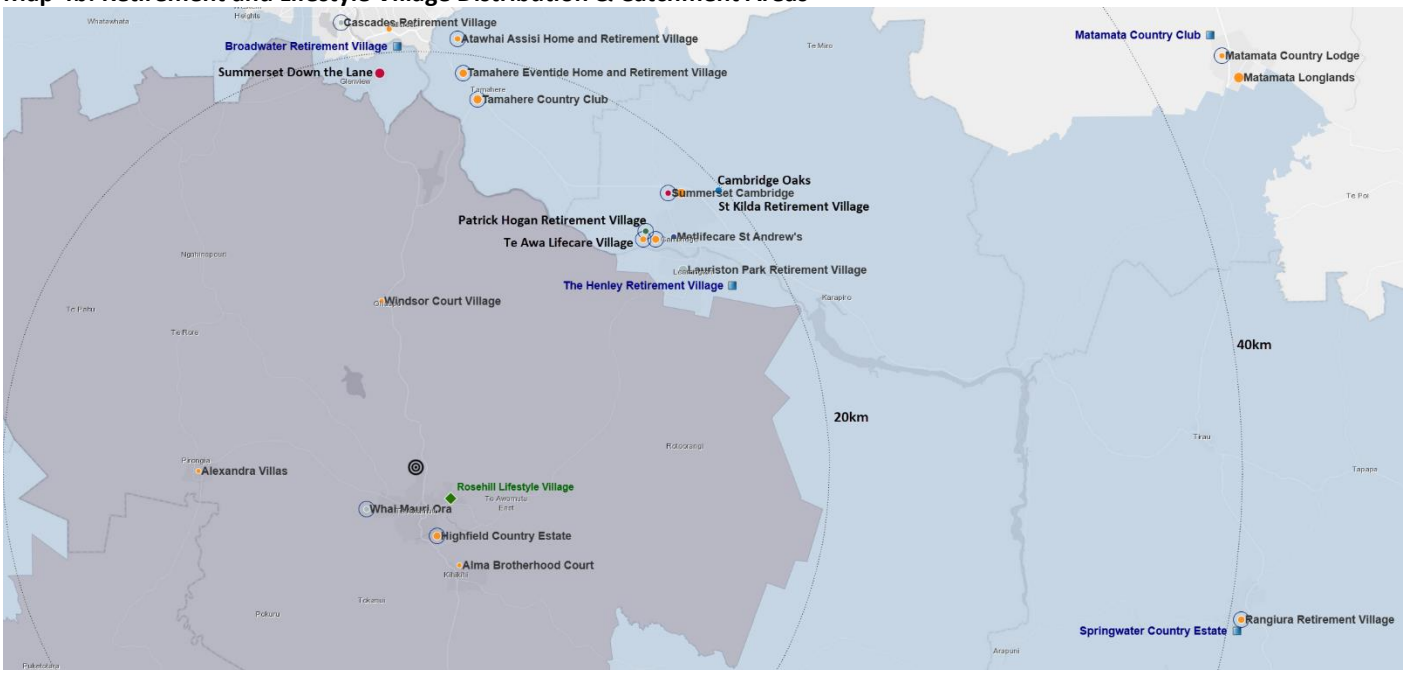
Maps 4a and 4b present the primary and secondary catchment areas applied in this research, the current retirement and lifestyle village distribution, and the development pipeline identified by WEBSTER within these sectors. Maps 5a and 5b do the same for the residential care facility sector.

Map 4a: Retirement and Lifestyle Village Distribution & Catchment Areas



Source: WEBSTER

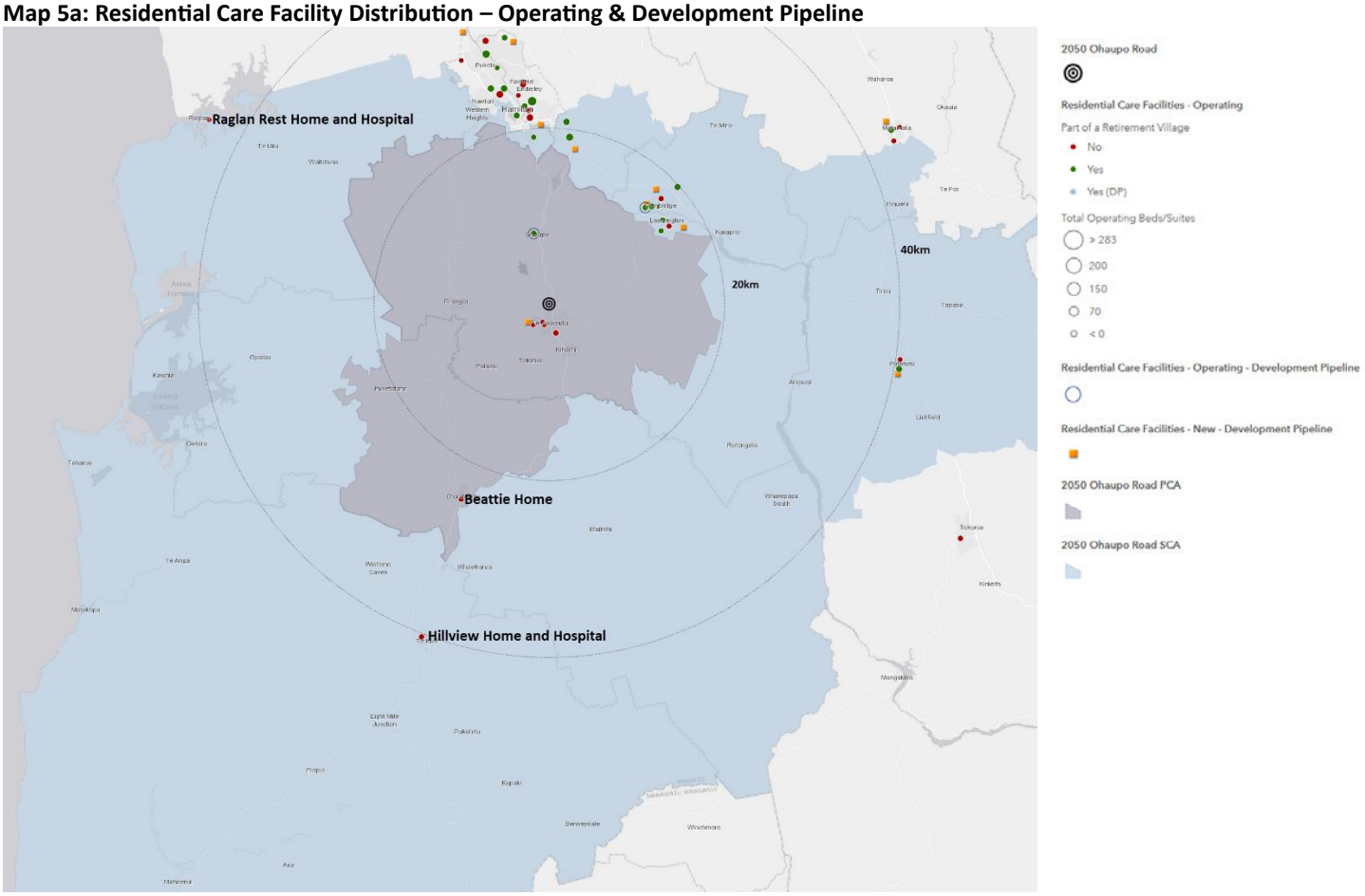
Map 4b: Retirement and Lifestyle Village Distribution & Catchment Areas



Source: WEBSTER

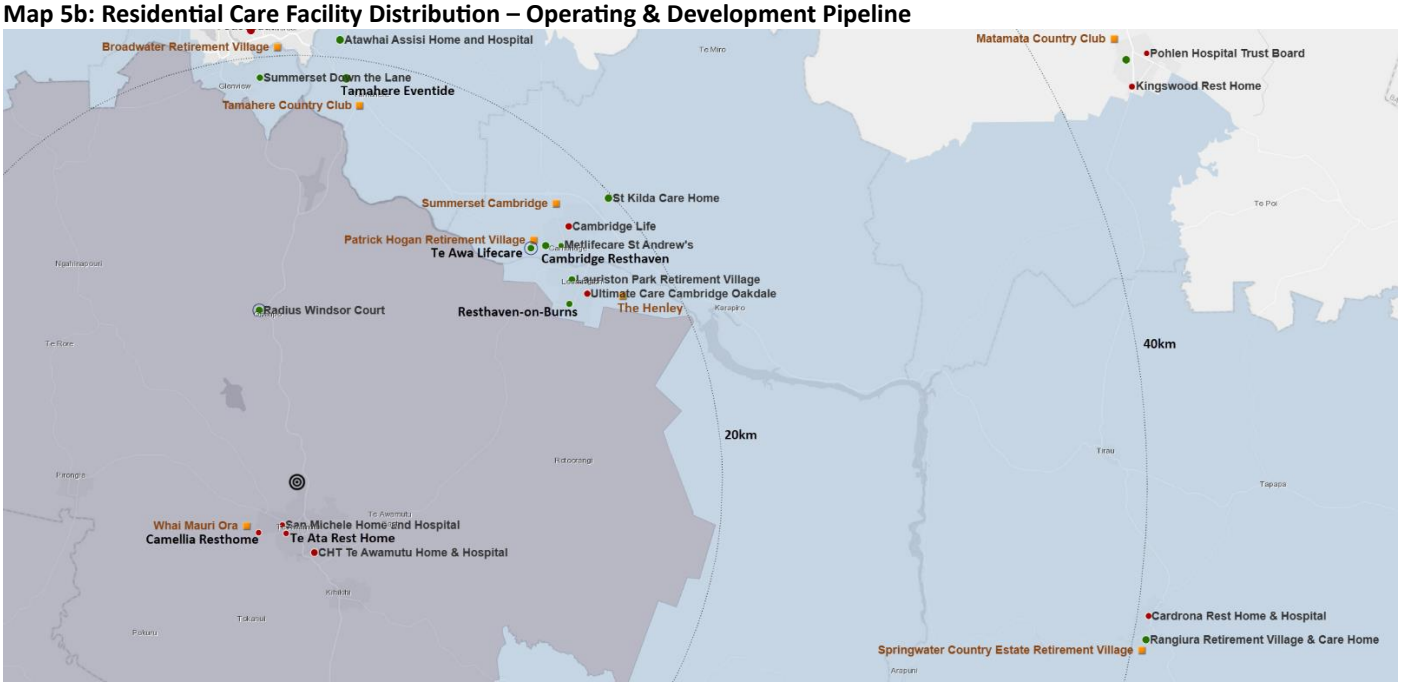
Rosehill Lifestyle Village, located at 182 Gleneagles Drive in Te Awamutu, is the sole lifestyle village identified in the area. It comprises approximately 50 single-level, standalone villas within a fully gated and secure community. Each villa is held under a freehold title and includes a garage. Residency is restricted to those aged 50 and over (with one partner permitted to be aged 45+). The village offers a range of amenities, including a community centre, bowling green, petanque court, and a programme of social activities. Lawns and communal gardens are professionally maintained, with costs covered by a modest monthly fee. On-site management provides additional support and oversight for residents.

Map 5a: Residential Care Facility Distribution – Operating & Development Pipeline



Source: WEBSTER

Map 5b: Residential Care Facility Distribution – Operating & Development Pipeline



Source: WEBSTER

3.4 Sales Origin Percentages

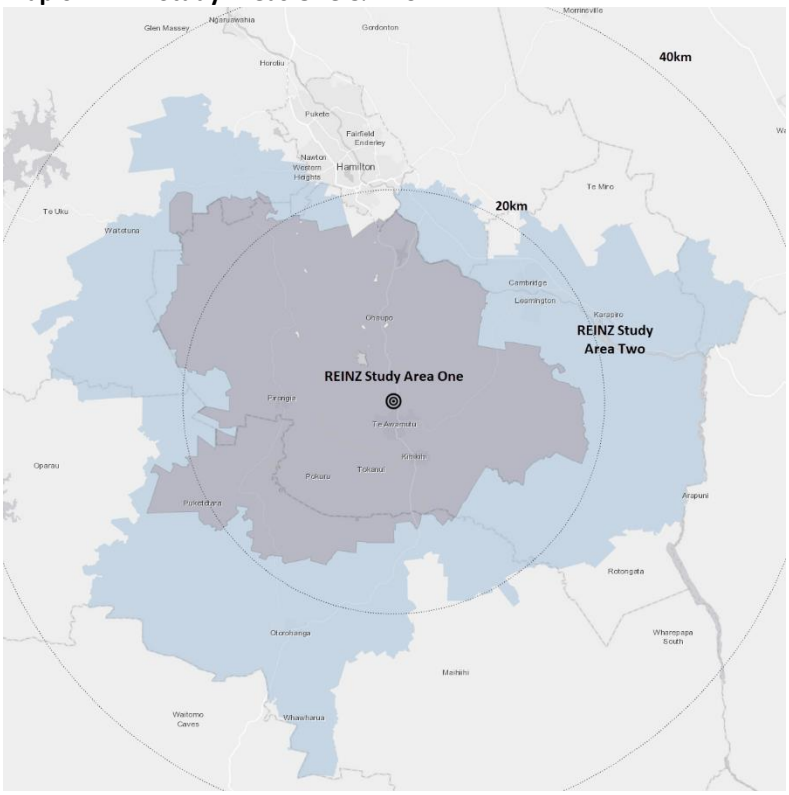
- Lifestyle and Retirement Village Units: Around 30% of sales are expected to originate from residents from the primary and 25% from the secondary catchment areas. Approximately 30% of sales are anticipated from the rest of the Waikato Region, while 15% are projected to come from outside the region. These sales origin percentages will, in part, be impacted by the effectiveness of marketing efforts and the appeal of the overall development compared to current competitors and those in the future.
- Residential Care Facility: Around 80% of residents are expected to come from the PCA and SCA. Approximately 15% are anticipated from the rest of the Waikato Region, while 5% are projected to come from outside the region.

4.0 RESIDENTIAL MARKET - SALES DATA - EQUITY GAINS & LIQUIDITY INDICATORS

4.1 REINZ Residential Market Sales Data

The following map illustrates the REINZ study areas one and two. The subsequent graphs track the fluctuations in median sales prices within the residential market from the year-end of March 2015 to the year-end of March 2025.

Map 6: REINZ Study Areas One & Two



Source: WEBSTER

In the REINZ study area one residences experienced a shift in median sales price, going from $314,000 during the year-end March 2015 to $695,000 during the year-end March 2025, reflecting a growth of 121%*.

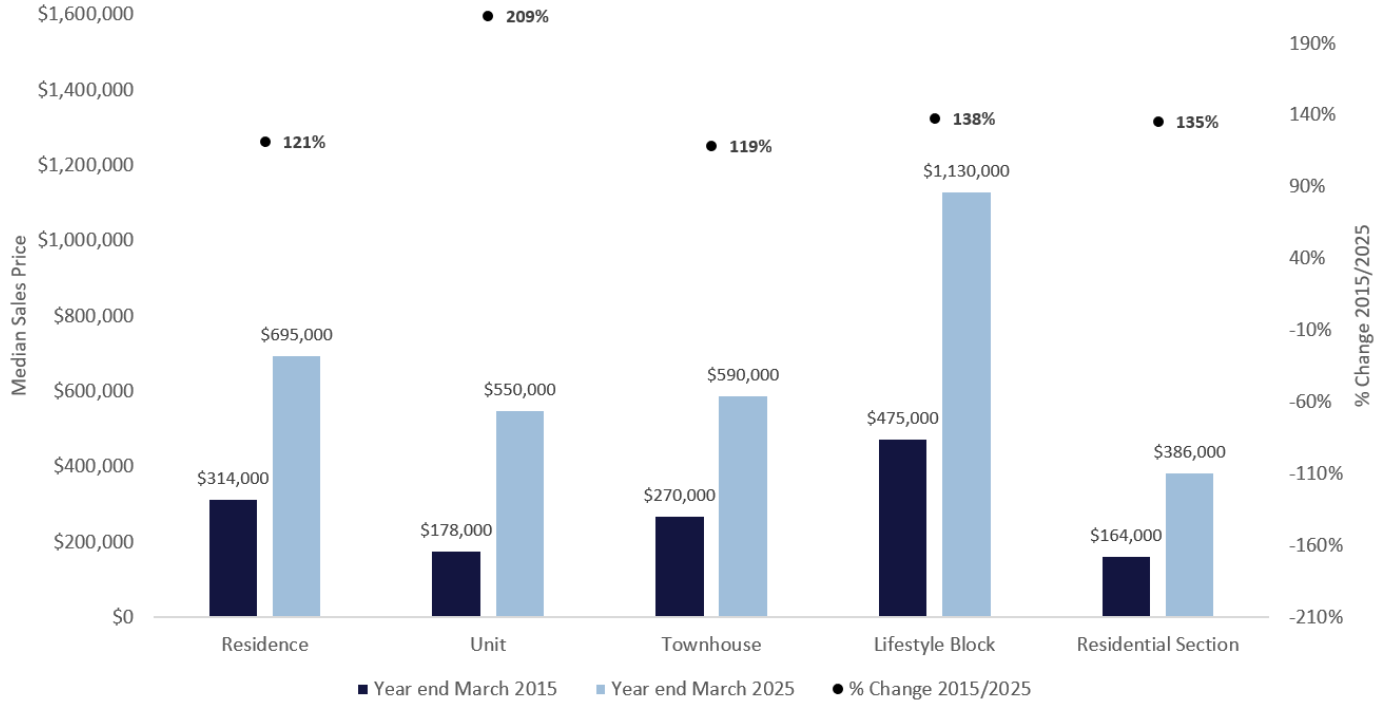
Townhouses increased from a median sales price of $270,000 to $590,000, a growth of 119%. At the same time, lifestyle blocks increased from a median sales price of $475,000 to $1,130,000, a growth of 138%.

In the REINZ study area two residences experienced a shift in median sales price, going from $446,000 during the year-end March 2015 to $803,000 during the year-end March 2025, reflecting a growth of 80%*.

Townhouses increased from a median sales price of $440,000 to $710,000, a growth of 61%. At the same time, lifestyle blocks increased from a median sales price of $525,000 to $969,000, a growth of 85%.

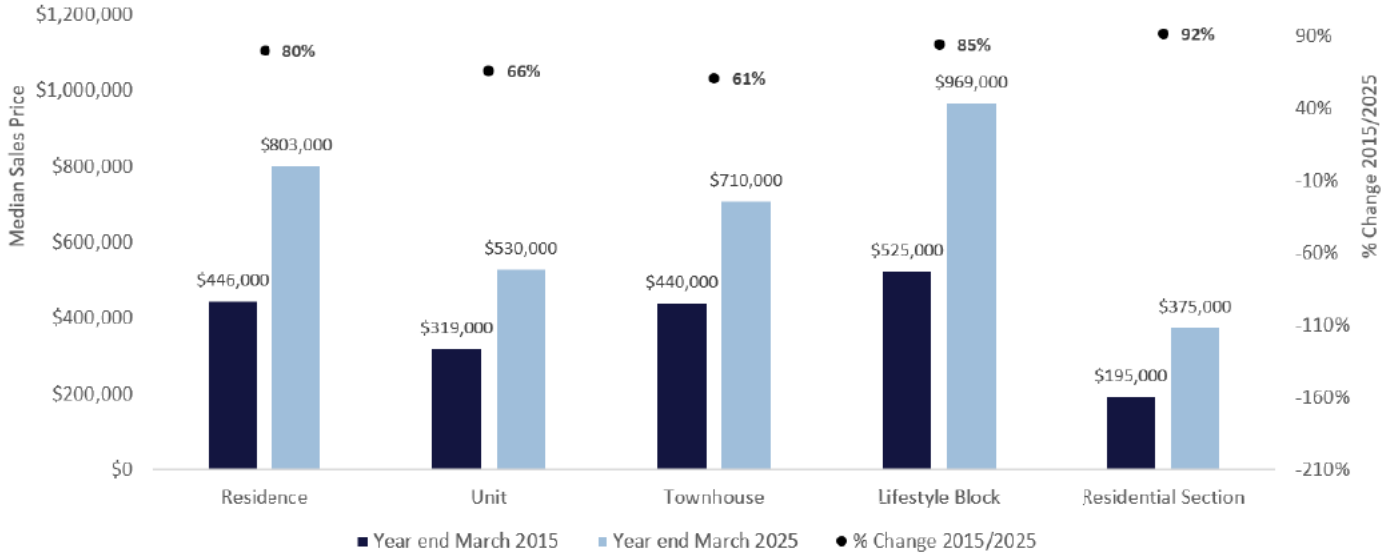
*In New Zealand, the median sales price of a residence increased from $446,000 at the year-end of March 2015 to $803,000 at the year-end of March 2025, reflecting an 80% growth. Excluding Auckland, the median sales price of a residence in New Zealand rose from $352,000 at the year-end of March 2015 to $715,000 at the year-end of March 2025, marking a 103% increase.

Graph 1: REINZ Study Area One – Residential Market Capital Appreciation



Source: WEBSTER; based on data sourced from REINZ

Graph 2: REINZ Study Area Two – Residential Market Capital Appreciation



Source: WEBSTER; based on data sourced from REINZ

Over the past decade, REINZ study area one has experienced notably stronger capital appreciation than study area two and both the national average (including and excluding Auckland), with median prices rising at a higher rate. This robust property value growth suggests that study area one has benefited from localised factors such as increased demand, improved infrastructure, or greater affordability relative to neighbouring towns, which have contributed to its outperformance over the period.

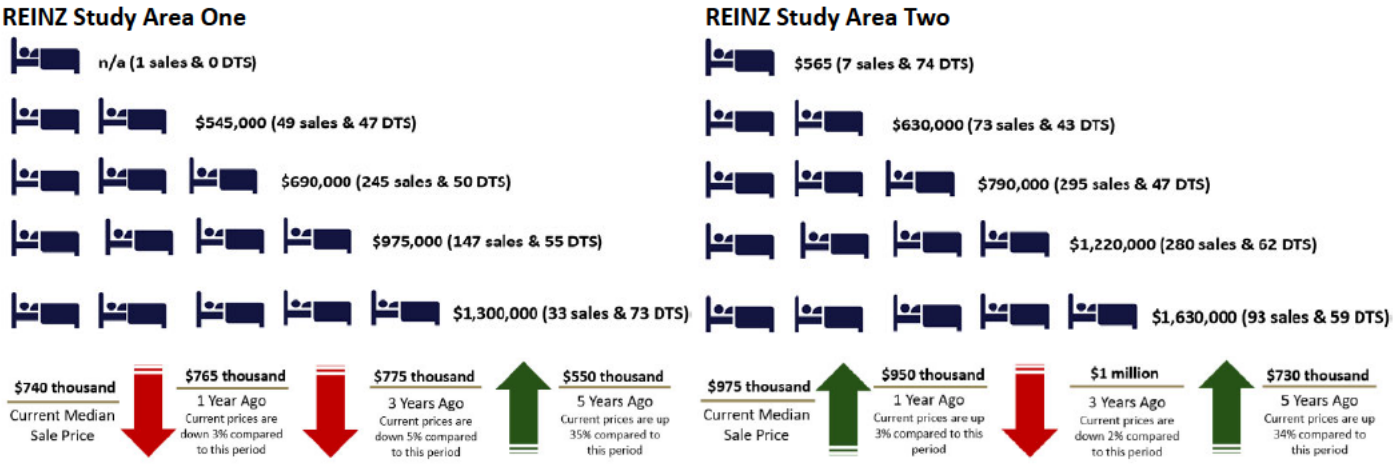
Table 1: Liquidity Indicator – Median Days to Sell

	Median Days to Sell Year-end March 2025			
Unit Type	REINZ Study Area One	REINZ Study Area Two	Waikato Region	New Zealand
Residence	50	44	44	44
Townhouses	54	51	51	51
Units	39	43	43	43
Lifestyle Blocks	80	83	83	83
Residential Section	133	98	98	98

Source: WEBSTER: based on data sourced from REINZ

Table one presents the median number of days required to sell each residential market typology during the year-ending March 2025. The data shows that residence properties within the REINZ study area one had a median selling time of 50 days, compared to 44 days in REINZ study area two, 44 days in the Waikato Region and 44 days nationally.

Infographic 1: Median Sale Price by Bedroom Distribution & Year-on-Year Median* – Year ending March 2025



Source: WEBSTER; based on data from REINZ * Includes the following residential categories: residence, unit, apartment, townhouse, and lifestyle blocks.
DTS = Days to Sell

In the REINZ study area one, the median sales price for a three-bedroom dwelling (including residences, units, apartments, townhouses, and lifestyle blocks) was $690,000 for the year ending March 2025. Over this period, 245 three-bedroom dwellings were sold, and they took an average of 50 days to sell (DTS). Whilst the median sales price in the REINZ study area one has declined over the past three years, it has increased by 35% over the past five years.

4.2 CoreLogic's Valuation Data

Table 2: Dwelling Valuation Indicators – March 2025 - CoreLogic AVM Model

	Residential Dwellings			Flats/Units/Apartments			Lifestyle Blocks		
	Median	75th Percentile	No. Properties Observed	Median	75th Percentile	No. Properties Observed	Median	75th Percentile	No. Properties Observed
Primary Catchment Area	$716,596	$834,644	7,967	$511,986	$559,168	288	$1,205,641	$1,474,477	3,607
Secondary Catchment Area	$794,472	$918,643	20,199	$586,172	$665,858	881	$1,381,732	$1,696,281	7,808
Total Catchment Area	**$772,400**	**$894,900**	**28,166**	**$567,900**	**$639,600**	**1,169**	**$1,326,100**	**$1,626,200**	**11,415**
Waipa District	**$865,600**	**$1,020,400**	**14,078**	**$574,000**	**$634,300**	**647**	**$1,326,700**	**$1,667,800**	**4,279**
Waikato Region	**$811,300**	**$954,300**	**135,139**	**$591,000**	**$686,700**	**11,677**	**$1,243,700**	**$1,529,400**	**27,484**

Source: WEBSTER, based on CoreLogic data

- CoreLogic's March 2025 valuation data for the PCA indicates a median residential dwelling valuation of $716,600 and a 75th percentile valuation of $834,600 across 7,967 observed properties.
- The valuation data for the SCA indicates a median residential dwelling valuation of $794,500 and a 75th percentile valuation of $918,600 across 20,199 observed properties.
- The valuation data for the total catchment area indicates a median residential dwelling valuation of $772,400 and a 75th percentile valuation of $894,900 across 28,166 observed properties.

5.0 WEALTH INDICATORS & DEMOGRAPHIC PROFILES

5.1 Economic Wealth Indicator Statistics

The following table presents a range of economic and social indicators for the Waikato Region compared to national averages in New Zealand. It includes GDP per capita, household income, mortgage affordability, deprivation levels, median income for individuals aged 65+, business and employment growth, and percentage changes over specified time periods. The data shows regional economic performance, housing affordability, and demographic-specific income trends.

Table 3: Economic Wealth Indicator Statistics – Waikato Region vs. Nationally

	Waikato Region	New Zealand
GDP/Capita – year ending March 2023	$67,028	$75,311
Percentage change 2022/2023	6.6%	7.4%
Median Annual Household Income 2024	$110,500	$122,500
Change 2023/2024	1.8%	6.0%
Mortgage Affordability Index – September 2024 quarter	0.60	0.67
Change in Mortgage Affordability Index 2023/2024 Sept. quarters	16.4%	18.9%
Deprivation Index 2023	6.0	5.6
Median Income of People Aged 65+ years 2024	$26,000	$25,600
Change from 2023 to 2024	4.8%	3.6%
Growth in Business Units 2019/2024 – Count Change	6,942	63,261
% Change from 2019 to 2024	12.0%	10.8%
Growth in Employee Counts 2019/2024 – Count Change	21,300	212,600
% Change from 2019 to 2024	10.6%	9.3%

Source: WEBSTER; Stats. NZ & MBIE *http://webrear.mbie.govt.nz*

GDP and Income

- GDP per Capita (March 2023 and Percentage Change 2022/2023)
  - The Waikato Region's GDP per capita was $67,000, 12% lower than the national average of $75,300.
  - The region's GDP per capita grew by 6.6% over the year, slower than the national rate of 7.4%.
- Median Annual Household Income (2024 and Percentage Change 2023/2024)
  - Waikato's median annual household income was $110,500, which is lower than the national median of $122,500.
  - Income growth in Waikato was modest at 1.8%, lagging behind the national increase of 6.0%.

Housing and Affordability

- Mortgage Affordability Index (September 2024 Quarter and Percentage Change 2023/2024)
  - Waikato had a mortgage affordability index of 0.60, indicating more affordable housing compared to the national index of 0.67.
  - Affordability improved by 16.4% in Waikato, but this was less than the national improvement of 18.9%.
- Deprivation Index (2023)
  - Waikato recorded a deprivation index of 6.0, slightly higher than the national average of 5.6, suggesting marginally higher relative deprivation.

Income for People Aged 65+ Years

- The median income for individuals aged 65+ in Waikato was $26,000, just above the national average of $25,600.
- This age group saw income growth of 4.8% in the Waikato Region, outpacing the national increase of 3.6%.

Business and Employment Growth (2019–2024)

- Over the past five years, the number of business units in the Waikato Region grew by 12.0%, higher than the national growth rate of 10.8%.
- Employee counts in Waikato increased by 10.6%, also above the national growth of 9.3%.

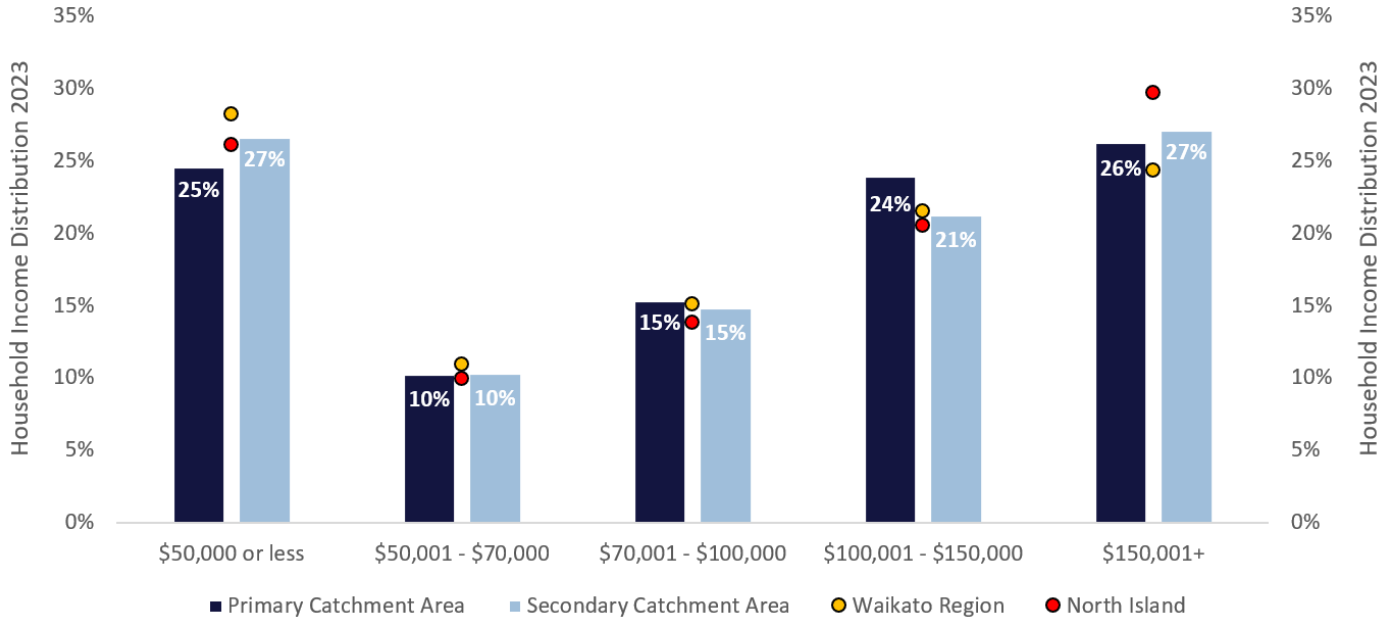
Key Takeaways:

- Waikato's GDP per capita and household incomes are below national averages, with slower income growth.
- Housing is more affordable in Waikato than nationally, though improvements in affordability lag the national pace.
- The region has slightly higher deprivation than the national average.
- Median income for those aged 65+ is marginally higher and growing faster than nationally.
- Business and employment growth in Waikato have outpaced national averages over the past five years, indicating relative economic dynamism.

5.2 Household & Personal Income Statistics

This section examines household and personal income distributions within the primary and secondary catchment areas, the Waikato Region, and broader benchmarks such as the North Island and New Zealand. It provides insights into the proportion of higher-income households and the income levels of residents aged 70 and over, highlighting regional disparities in affluence and demographic-specific income trends. The analysis draws on data from 2023, emphasising variations in economic well-being across these geographical areas.

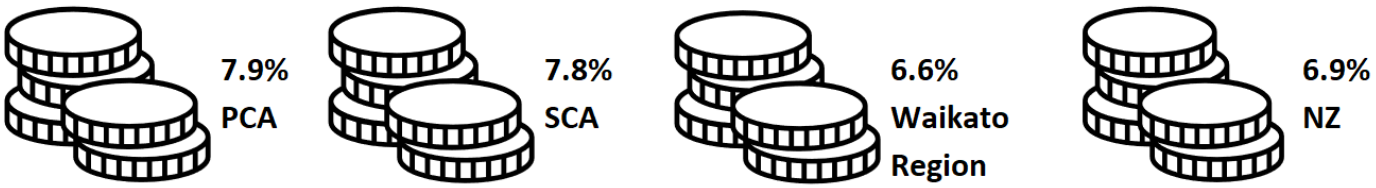
Graph 3: Total Household Income Distribution - 2023



Source: WEBSTER; Stats. NZ, Ministry of Health

- Percentage of Households Earning $100,000+ per Annum in 2023: The PCA had 50% of its households earning more than $100,000 per annum, compared to 48% in the SCA, 46% in the Waikato Region and 50% in the North Island as a whole.
- The household income distribution data shows that both the PCA and SCA have slightly higher-income households than the broader Waikato Region, but trail slightly behind the North Island average at the highest income levels.

Infographic 2: Personal Income - Percentage of 70+ yrs. Residents Earning $70,000 plus per annum



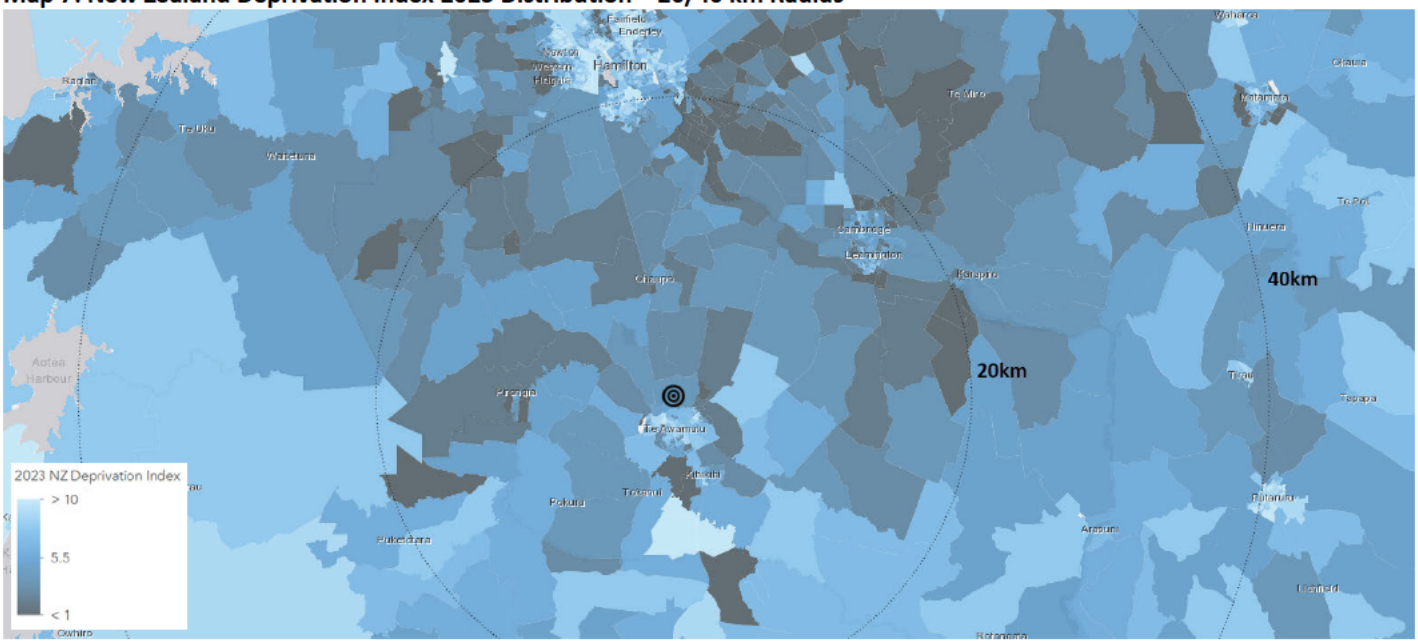
Source: WEBSTER; Statistics New Zealand

Based on income data from the 2023 Census, 7.9% of residents aged 70 and over in the PCA earned $70,000 or more annually, this is very similar to the 7.8% recorded for the SCA. The result is 6.6% in the Waikato Region, and 6.9% nationally.

5.3 Deprivation Scores/Wealth Indicators

The New Zealand Deprivation Index (NZDep) assesses socioeconomic deprivation across geographical areas. It assigns decile scores from 1 to 10, where 1 indicates the least deprived areas and 10 signifies the most deprived. According to this index, the PCA recorded a deprivation score of 5.0, which is slightly lower than the SCA's score of 5.4. In comparison, the Waipa District scored 4.3, Hamilton City 6.4, the Waikato Region 6.0, and the national average was 5.6.

Map 7: New Zealand Deprivation Index 2023 Distribution – 20/40 km Radius



Source: WEBSTER; Ministry of Health; Eagle: Otago University

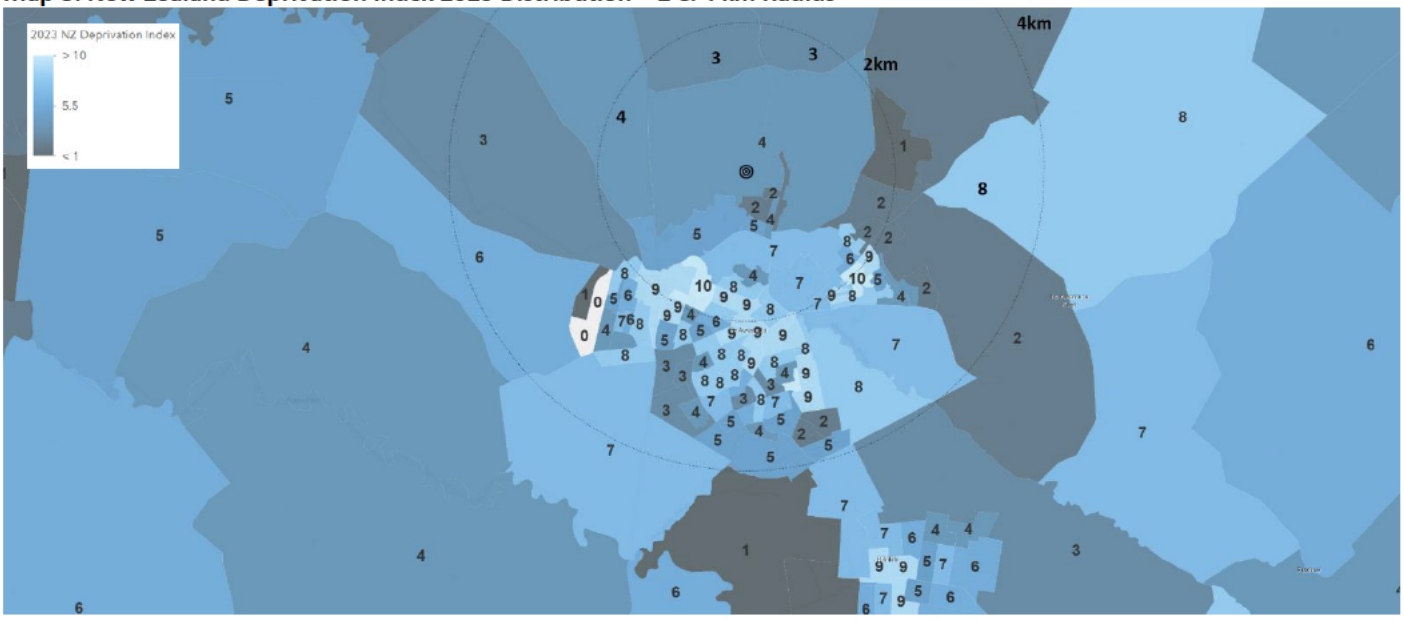
Table 4: Total Ethnicity - Deprivation Index 2023 by Age (Deprivation Index 1-3 – least deprivated)

	Deprivation Index 1-3							
	Total Ethnicity				European Only			
	Total Popn.	65+	70+	85+	Total Popn.	65+	70+	85+
Waipa District	24,624	5,079	3,675	543	22,254	4,869	3,561	534
Hamilton City	35,637	5,829	4,173	666	23,145	4,845	3,642	621
Waikato Region	113,406	21,273	14,847	2,049	90,354	19,338	13,773	1,944

Source: WEBSTER; Stats. NZ

The data shows an estimated 24,624 people lived in the least deprived areas of Waipā District (NZ Deprivation Index 1–3) in 2023. Within this group, 5,079 residents were aged 65 or older, 3,675 were aged 70 or older, and 543 were aged 85 or older. These age groups are the most likely to have the financial means to purchase an ORA for retirement village units or care suites.

Map 8: New Zealand Deprivation Index 2023 Distribution – 2 & 4 km Radius



Source: WEBSTER, based on data from the Ministry of Health and Eagle Technologies

5.4 Demographic Profile Indicators

The 2023 census data reveals several key trends about the older population (65+, 70+, and 85+) in both the primary and secondary catchment areas, as well as in the wider Waikato Region and the North Island.

- The proportion of residents aged 65 and over is slightly higher in the PCA (18.1%) than in the SCA (17.4%), the Waikato Region (17.3%), and the North Island overall (15.9%). This pattern is consistent for the 70+ and 85+ age groups, with the PCA having marginally higher shares of the older population groups than the other geographical areas.
  - The data suggests the PCA and SCA have a relatively older demographic profile compared to the North Island average, which may reflect local factors such as lifestyle appeal or established retirement infrastructure.
- Ethnic composition among older residents is notably less diverse than the general population. Europeans make up a significantly larger share of the 65+, 70+, and especially 85+ age groups (rising to over 97% in the 85+ cohort in both catchments). At the same time, Māori, Pacific Peoples, and Asian representation declines sharply with age. For example, Māori and Pacific Peoples comprise just 2–3% of those aged 85+ in the PCA and SCA, compared to over 20% in the total population. This reflects both historical population trends and differences in life expectancy among ethnic groups.
- Older residents are also more likely to own their homes, with home ownership rates climbing from around 60% in the general population to over 80% among those aged 65+ and 70+, and remaining high (around 78–79%) even for those aged 85+. However, personal income over $70,000 drops significantly with age, falling from over a quarter of the general population to just 1–13% among the oldest cohorts, highlighting the transition to retirement incomes.
- Other indicators, such as widowhood and living alone, become more pronounced with age. Around 20% of those aged 65+ are widowed, and about 22% live alone, reflecting the social and support needs that increase with age.

In summary, the PCA and SCA have a higher proportion of older residents compared to regional and national averages, with the older population being predominantly European, more likely to own their homes, and increasingly affected by lower incomes, widowhood, and single-person households as age increases. These trends have direct implications for planning retirement living and care services in the area.

The table below presents the demographic profile of each catchment area based on the 2023 census data, providing figures for the total population and individuals aged 65 and older. The tables in the following table provide the results for the residents aged 70+ years and 85+ years.

Table 5: Demographic Profile Indicators – 65+ years

	Primary Catchment Area		Secondary Catchment Area		Waikato Region		North Island Island	
Population Counts	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**
Population Count March 2023	37,467	6,777 (18.1%)	95,478	16,605 (17.4%)	498,756	86,118 (17.3%)	3,676,323	583,128 (15.9%)
Ethnicity – Estimated - 2023	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**
European	71.9%	88.2%	66.1%	86.1%	61.4%	84.2%	54.1%	76.6%
Asian	4.7%	1.2%	8.4%	2.6%	10.4%	3.9%	16.8%	9.6%
Māori & Pacific Peoples	21.7%	10.1%	23.5%	11.0%	26.0%	11.3%	26.5%	12.6%
Other	1.7%	0.5%	2.0%	0.4%	2.2%	0.7%	2.6%	1.1%
Other - 2023	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**	**Total**	**65+ yrs.**
Home Ownership - Indicator	59.7%	80.6%	56.8%	80.4%	53.2%	79.1%	50.3%	76.1%
Personal Income $70,000+	27.2%	12.7%	26.3%	12.4%	24.2%	10.8%	26.4%	11.3%
Widowed Residents (65+ yrs.)	5.4%	19.2%	5.4%	20.1%	5.2%	19.4%	4.9%	19.8%
One Person Households	20.6%		21.7%		22.4%		21.6%	
Unoccupied Dwellings	6.3%		10.6%		15.9%		10.4%	

Source: WEBSTER; Stats. NZ

Table 6: Demographic Profile Indicators – 70+ years

	Primary Catchment Area		Secondary Catchment Area		Waikato Region		North Island	
Population Counts	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**
Population Count March 2023	37,467	4,713 (12.6%)	95,478	11,616 (12.2%)	498,756	59,724 (12.0%)	3,676,323	404,763 (11.0%)
Ethnicity – Estimated - 2023	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**
European	71.9%	91.4%	66.1%	89.5%	61.4%	87.6%	54.1%	80.6%
Asian	4.7%	0.8%	8.4%	1.9%	10.4%	3.1%	16.8%	8.3%
Māori & Pacific Peoples	21.7%	7.9%	23.5%	8.6%	26.0%	9.0%	26.5%	10.5%
Other	1.7%	0.0%	2.0%	0.0%	2.2%	0.3%	2.6%	0.6%
Other - 2023	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**	**Total**	**70+ yrs.**
Home Ownership - Indicator	59.7%	82.0%	56.8%	80.7%	53.2%	80.3%	50.3%	77.1%
Personal Income $70,000+	27.2%	7.9%	26.3%	7.8%	24.2%	6.6%	26.4%	6.9%
Widowed Residents (65+ yrs.)	5.4%	19.2%	5.4%	20.1%	5.2%	19.4%	4.9%	19.8%
One Person Households	20.6%		21.7%		22.4%		21.6%	
Unoccupied Dwellings	6.3%		10.6%		15.9%		10.4%	

Source: WEBSTER; Stats. NZ

Table 7: Demographic Profile Indicators – 85+ years

	Primary Catchment Area		Secondary Catchment Area		Waikato Region		North Island	
Population Counts	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**
Population Count March 2023	37,467	777 (2.1%)	95,478	1,845 (1.9%)	498,756	8,817 (1.8%)	3,676,323	63,891 (1.7%)
Ethnicity – Estimated - 2023	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**
European	71.9%	97.2%	66.1%	97.5%	61.4%	97.3%	54.1%	92.0%
Asian	4.7%	0.0%	8.4%	0.5%	10.4%	0.8%	16.8%	5.2%
Māori & Pacific Peoples	21.7%	2.8%	23.5%	2.0%	26.0%	1.6%	26.5%	2.7%
Other	1.7%	0.0%	2.0%	0.0%	2.2%	0.3%	2.6%	0.1%
Other - 2023	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**	**Total**	**85+ yrs.**
Home Ownership - Indicator	59.7%	78.6%	56.8%	79.1%	53.2%	77.5%	50.3%	75.4%
Personal Income $70,000+	27.2%	1.2%	26.3%	0.7%	24.2%	0.9%	26.4%	1.6%

Source: WEBSTER; Stats. NZ

The demographic profiles of older residents in the PCA and SCA reveal several distinct differences compared to the wider Waikato Region and the North Island.

- The demographic data from the 2023 census shows that the PCA and SCA have a slightly older population compared to the Waikato Region and the North Island. For example, 18.1% of the PCA's population and 17.4% of the SCA's are 65 or older, compared with 17.3% in Waikato and 15.9% in the North Island. This pattern also holds for the older age brackets, with 12.6% of the PCA and 12.2% of the SCA aged 70+, compared to 12.0% in Waikato and 11.0% in the North Island. The proportion of those aged 85+ is also highest in the PCA (2.1%), followed by the SCA (1.9%), Waikato (1.8%), and the North Island (1.7%).
- Ethnic composition among older residents in the PCA and SCA is less diverse than in the broader regions. Europeans make up 88.2% of the 65+ population in the PCA and 86.1% in the SCA, compared with 84.2% in Waikato and 76.6% in the North Island. The proportion of Asian residents aged 65+ is lower in the PCA (1.2%) and SCA (2.6%) than in Waikato (3.9%) and especially the North Island (9.6%). Māori and Pacific Peoples account for 10.1% of the 65+ population in the PCA and 11.0% in the SCA, which is similar to Waikato (11.3%) but lower than the North Island (12.6%).
- Home ownership rates among older residents are highest in the PCA (80.6%) and SCA (80.4%), slightly above Waikato (79.1%) and notably higher than the North Island average (76.1%).
- The share of older residents with personal incomes above $70,000 is also marginally higher in the PCA (12.7%) and SCA (12.4%) compared to Waikato (10.8%), and is similar to the North Island (11.3%).
- The proportion of widowed residents aged 65+ is consistent across all areas, ranging from 19.2% in the PCA to 20.1% in the SCA, with Waikato and the North Island close behind.

In summary, the PCA and SCA have a slightly older, less ethnically diverse, and more home-owning older population than the Waikato Region and the North Island. These areas also have a marginally higher proportion of higher-income older residents, while the prevalence of widowhood is similar across all areas. This demographic profile suggests that older residents in the PCA and SCA are somewhat more affluent and less diverse than their counterparts in the wider region and the North Island as a whole.

6.0 STATISTICS NEW ZEALAND POPULATION PROJECTIONS

6.1 Population Projections 2023 - 2048

The following graphs and tables present Statistics New Zealand's population forecasts for the primary and secondary catchment areas across various age groups from 2023 to 2048. These projections highlight the expected market size and growth within each age cohort over the forecast period. The population forecasts used in the WEBSTER models are derived from these projections.

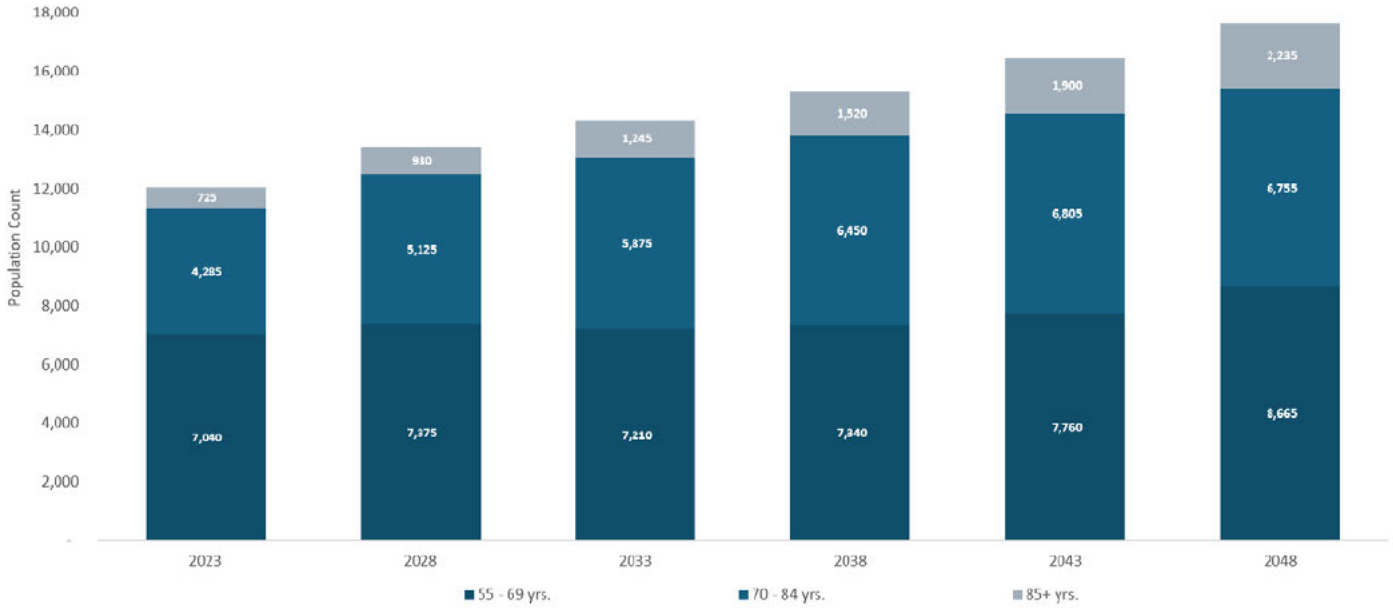
Table 8: Primary Catchment Area – Population Forecasts by Age Group 2023/2048

Age Group	2023	2028	2033	2038	2043	2048	Count Change	% Change
Total Population	39,230	40,990	42,440	43,650	44,620	45,530	**6,300**	**16%**
55+ years – Lifestyle villages	12,050	13,430	14,330	15,310	16,465	17,655	**5,605**	**47%**
70+ years – Retirement villages	5,010	6,055	7,120	7,970	8,705	8,990	**3,980**	**79%**
85+ years – Residential care	725	930	1,245	1,520	1,900	2,235	**1,510**	**208%**
55+ yrs. % total popn.	30.7%	32.8%	33.8%	35.1%	36.9%	38.8%		
70+ yrs. % total popn.	12.8%	14.8%	16.8%	18.3%	19.5%	19.7%		
85+ yrs. % total popn.	1.8%	2.3%	2.9%	3.5%	4.3%	4.9%		

Source: WEBSTER, based on medium scenario population forecasts from SNZ

- The population aged 55 and over in the PCA is forecasted by SNZ to increase from 12,050 in June 2023 to 17,655 by 2048, marking a rise of 5,605 residents and a 47% growth rate (compared to 16% for the total population).
- The population aged 70 and over in the PCA is forecasted to increase from 5,010 in June 2023 to 8,705 by 2048, marking a rise of 3,980 residents and a 79% growth rate.
- Those aged 85+ years are forecast to increase from a count of 725 in 2023 to 2,235 in 2048, an increase of 1,510 residents and a growth of 208%.
- The percentage of the population aged 55+ years is forecast to increase from 30.7% in 2023 to 38.8% in 2048, while those aged 70+ years as a percentage of the total population are forecast to increase from 12.8% in 2023 to 19.7% in 2048. Those aged 85+ as a percentage of the total population is forecast to increase from 1.8% in 2023 to 4.9% in 2048.

Graph 4: Primary Catchment Area - Age Profile Forecasts Indicators –2023/2048



Source: WEBSTER, based on medium scenario population forecasts from Stats. NZ

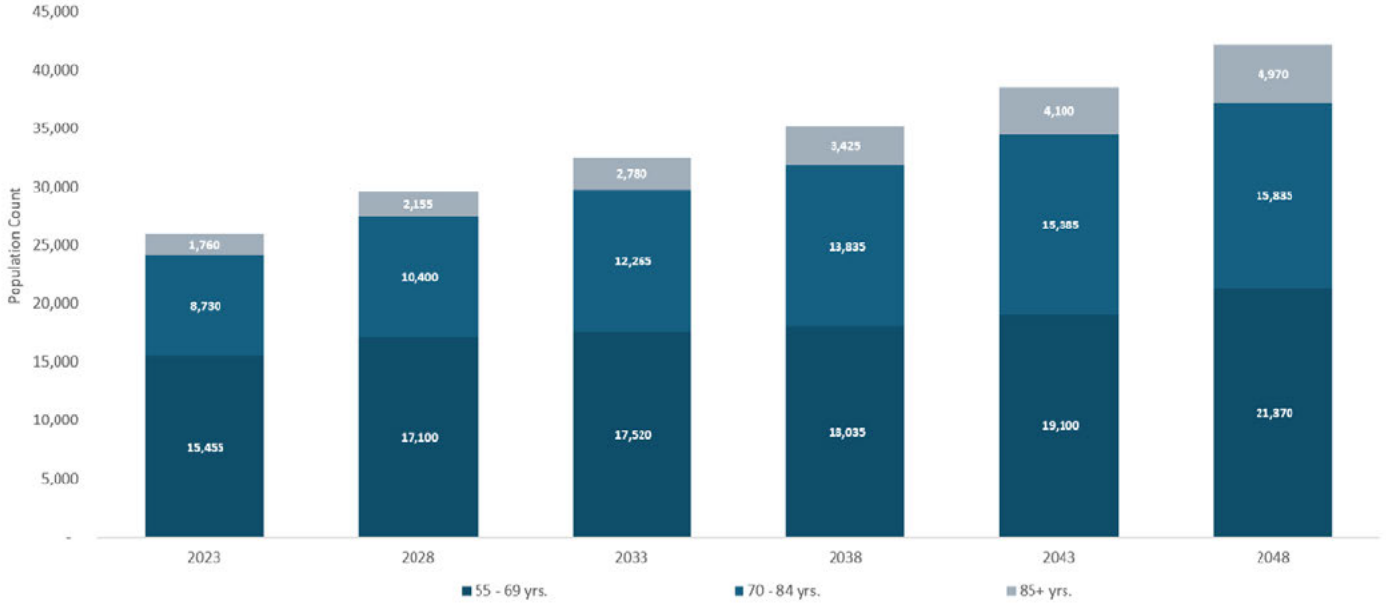
Table 9: Secondary Catchment Area – Population Forecasts by Age Group 2023/2048

Age Group	2023	2028	2033	2038	2043	2048	Count Change	% Change
Total Population	89,910	96,610	102,710	108,560	114,130	119,480	**29,570**	**33%**
55+ years – Lifestyle villages	25,945	29,655	32,565	35,295	38,585	42,175	**16,230**	**63%**
70+ years – Retirement villages	10,490	12,555	15,045	17,260	19,485	20,805	**10,315**	**98%**
85+ years – Residential care	1,760	2,155	2,780	3,425	4,100	4,970	**3,210**	**182%**
55+ yrs. % total popn.	28.9%	30.7%	31.7%	32.5%	33.8%	35.3%		
70+ yrs. % total popn.	11.7%	13.0%	14.6%	15.9%	17.1%	17.4%		
85+ yrs. % total popn.	2.0%	2.2%	2.7%	3.2%	3.6%	4.2%		

Source: WEBSTER, based on medium scenario population forecasts from SNZ

- The SCA population aged 55 and over is forecasted by SNZ to increase from 25,945 in June 2023 to 42,175 by 2048, marking a rise of 16,230 residents and a 63% growth rate (compared to 33% for the total population).
- The SCA population aged 70 and over is forecasted to increase from 10,490 in June 2023 to 20,805 by 2048, marking a rise of 10,315 residents and a 98% growth rate.
- Those aged 85+ years are forecast to increase from a count of 1,760 in 2023 to 4,970 in 2048, an increase of 3,210 residents and a growth of 182%.
- The percentage of the population aged 55+ years is forecast to increase from 28.9% in 2023 to 35.3% in 2048, while those aged 70+ years as a percentage of the total population are forecast to increase from 11.7% in 2023 to 17.4% in 2048. Those aged 85+ as a percentage of the total population is forecast to increase from 2.0% in 2023 to 4.2% in 2048.

Graph 5: Secondary Catchment Area - Age Profile Forecasts Indicators –2023/2048



Source: WEBSTER, based on medium scenario population forecasts from Stats. NZ

Key Growth and Aging Trends

- Substantial Growth in Older Age Cohorts: Both the PCA and SCA are projected to experience significant increases in their older populations, far outpacing overall population growth.
- Rising Share of Older Residents: In the PCA, the proportion of residents aged 55+ will rise from 30.7% to 38.8%; those aged 70+ from 12.8% to 19.7%; and those aged 85+ from 1.8% to 4.9%. In the SCA, the proportion of residents aged 55+ will rise from 28.9% to 35.3%; those aged 70+ from 11.7% to 17.4%; and those aged 85+ from 2.0% to 4.2%.

Implications

- Accelerating Demand for Retirement and Aged Care Services: The projected demographic shifts underscore the growing importance of planning for an aging population. There will be increased demand for lifestyle villages, retirement villages, and residential care, particularly as the "oldest old" (85+) cohort expands rapidly.
- Strategic Planning Required: These trends highlight the need for proactive strategies to support healthy aging and to ensure sufficient capacity and appropriate services for the rapidly growing elderly population in both catchment areas.

6.2 Ethnic-Based Population Projections

The following tables provide the median scenario of the projections of the SNZ subnational ethnic population for the Waipa District Territorial Authority (TA) and the Waikato Region. This section has been included as the ethnic profile of the area can impact the penetration rates applied within the net latent demand (NLD) model.

Table 10: 65+ yrs. Ethnic Population Projections – Waipa District & the Waikato Region

	European		Asian		Māori		Pacific Peoples		Total Population	
Year as of June	Total	65+ years	Total	65+ years	Total	70+ years	Total	65+ years	Total	65+ years
Waipa District (Territorial Authority)										
2023	53,800	10,900	2,940	220	9,940	830	1,490	130	**60,900**	**11,800**
2043	63,200	17,000	4,810	730	14,450	1,900	2,560	270	**68,900**	**17,900**
Count Change*	9,400	6,100	1,870	510	4,510	1,070	1,070	140	**8,000**	**6,100**
% Change	17%	56%	64%	232%	45%	129%	72%	108%	**13%**	**52%**
Waikato Region										
2023	384,100	78,000	58,600	4,300	129,600	9,600	27,900	1,600	**519,900**	**90,500**
2043	447,000	114,600	104,500	12,000	180,800	20,900	45,600	4,300	**619,100**	**139,800**
Count Change*	62,900	36,600	45,900	7,700	51,200	11,300	17,700	2,700	99,200	49,300
% Change	16%	47%	78%	179%	40%	118%	63%	169%	19%	54%

Source: WEBSTER, Statistics NZ * Note: can add to more than 100% as people can identify with more than one ethnic group

Note: Percentage changes reflect the compounding effects of aging cohorts and ethnic population growth. The "Total Population" figures exceed the sum of ethnic groups due to Statistics NZ's multiple-identity counting methodology.

The data highlights significant shifts in the ethnic composition of residents aged 65 and over in both the Waipa District and Waikato Region between 2023 and 2043, marked by rapid growth among non-European groups and continued overall population aging.

Waipa District (Residents 65+ years)

- European: Remains the largest group, increasing by 6,100 (+56%) to 17,000
- Asian: Grows more than threefold (+232%), from 220 to 730-the fastest proportional rise
- Māori: Up by 1,070 (+129%) to 1,900
- Pacific Peoples: More than doubles (+108%) from 130 to 270
- Total 65+ population: Increases by 6,100 (+52%) from 11,800 to 17,900

Waikato Region (Residents 65+ years)

- European: Adds 36,600 (+47%) to reach 114,600
- Asian: Nearly triples (+179%), from 4,300 to 12,000
- Māori: Grows by 11,300 (+118%) to 20,900
- Pacific Peoples: Up by 2,700 (+169%) to 4,300
- Total 65+ population: Expands by 49,300 (+54%) from 90,500 to 139,800

Key Observations

- European share remains high, but diversity is increasing: Europeans will continue to make up the vast majority of Waipa's 65+ population, with their share remaining around 95% from 2023 to 2043. However, non-European groups, especially Asian and Māori populations, are growing much faster, indicating a gradual increase in ethnic diversity among older residents.
- Elderly growth outpaces total population: The 65+ cohort is expanding much more rapidly than the overall population, reinforcing both the region's aging trend and the growing importance of older age groups in shaping future demographic and service needs.

7.0 RETIREMENT VILLAGES

7.1 Retirement Villages – Supply

The table presented below lists retirement villages located in each catchment area. The villages are arranged chronologically from the oldest to the newest based on their establishment year. The table includes details such as the village's address, the number of independent and assisted living units, and whether a residential care facility is available.

Table 11: Retirement Villages – Operating

Name	Address	Parent Company	Est. Year Opened	IL Units	AL Units	Total Units	Care Facility (beds/suites)
Primary Catchment Area							
Alma Brotherhood Court	28 Herbert Street, Kihikihi	Kihikihi Presbyterian	1987	10	0	**10**	*No*
Windsor Court	20 Sandes Street, Ohaupo	Radius Care	1987	22	0	**22**	*Yes (76)*
Alexandra Villas	Cnr Ross and Crozier St, Piorongia	Pirongia Community	1995	12	0	**12**	*No*
Highfield Country Estate	397 Swarbrick Drive, Te Awamutu	Highfield Country Estate	2012	130	0	**130**	*No*
Whai Mauri Ora	319 Manaia Road, Te Awamutu	Arvida	2023	52	0	**52**	*No (40 DP)*
Total Primary Catchment Area				**226**	**0**	**226**	**76 + 40 DP**
Secondary Catchment Area							
Cambridge Resthaven	6 Vogel Street, Cambridge	Cambridge Resthaven	1972	83	45	**128**	*Yes (120)*
Metlifecare St Andrew's	41 Bryce Street, Cambridge	Metlifecare	1975	52	0	**52**	*Yes (24)*
Rangiura Retirement Village	17 Matai Cresent, Putaruru	Rangiura Trust Board	1992	106	0	**106**	*Yes (74)*
St. Andrew's Court	1 John Mandeno Drive, Te Kuiti	St Andrews Housing Trust	1995	9	0	**9**	*No*
Tamahere Eventide	61 Bollard Road, Hamilton	Tamahere Eventide	1998	145	0	**145**	*Yes (110)*
Lauriston Park Retirement	91 Coleridge Street, Cambridge	Arvida	2008	198	0	**198**	*Yes (63)*
Summerset Down the Lane	206 Dixon Road, Hamilton	Summerset	2011	183	50	**233**	*Yes (49)*
St Kilda Retirement Village	91 Alan Livingston Drive, Cambridge	Bupa	2014	99	19	**118**	*Yes (80)*
Cambridge Oaks	14 Terry Came Drive, Cambridge	Freedom Lifestyle	2017	204	0	**204**	*No*
Te Awa Lifecare Village	1866 Cambridge Road, Cambridge	Hurst Lifecare & Te Awa	2018	62	19	**81**	*Yes (59)*
Tamahere Country Club	46 Tamahere Drive, Hamilton	Sanderson Group Ltd	2020	183	0	**183**	*No (80 DP)*
Atawhai Assisi	158 Matangi Road, Hamilton	Tamahere Eventide	2022	62	0	**62**	*Yes (86)*
Summerset Cambridge	1 Mary Ann Drive, Cambridge	Summerset	2023	65	0	**65**	*No (56 DP)*
Patrick Hogan Retirement	1881 Cambridge Road, Cambridge	Ryman	2023	64	0	**64**	*No (68 DP)*
Total Secondary Catchment				**1,515**	**133**	**1,648**	**665 + 204 DP**

Source: WEBSTER Note: WEBSTER classifies a retirement village as one that is registered with the New Zealand Companies Office Retirement Village Register
IL = independent living – i.e., villas, townhouses, cottages, and apartments AL = assisted living – i.e., serviced apartments
DP = Development Pipeline

- The PCA contains five retirement villages, collectively providing 226 units, all designed for independent living. One currently has a continuum of care with 76 care beds, one has a care facility in the development pipeline, and the remaining three villages do not provide a continuum of care.
- The SCA includes fourteen operational retirement villages comprising 1,515 independent living units and 133 assisted living units (serviced apartments), totalling 1,648 units. Of these villages, nine offer a full continuum of care, two do not, and three have a residential care facility planned in their development pipeline.

7.1.1 Supply of Retirement Village Units vs. Care Beds/Suites

An assessment of care bed and suite provision relative to the number of retirement village units provides insight into the service delivery model across different geographies:

- The PCA contains approximately 226 care beds, equating to 1.22 care beds per retirement village unit.
- The SCA includes around 896 care beds and suites, equating to 0.54 beds/suites per retirement village unit.
- For context, the Waikato Region records a ratio of 0.75, compared to 0.79 across the North Island and 0.87 nationwide.
- Key Takeaways:
  - The PCA has a high ratio of care beds per retirement village unit at 1.32, substantially higher than the results for the SCA, Waikato Region, North Island and nationwide; this suggests the PCA's model is unusually care-intensive
  - The SCA's ratio (0.54) is considerably lower than the Waikato Region, North Island and nationally, indicating a model more focused on independent living with less integrated care or possibly a lag in care bed investment relative to retirement village unit development.
  - The Waikato figure (0.75) is below both the North Island (0.79) and national (0.87) results, suggesting a relative undersupply of care beds and suites compared to the supply of retirement village units.
  - The PCA's unusually high care bed-to-unit ratio suggests its portfolio is weighted toward care provision, which is increasingly out of step with sector trends and market demand. To align with industry benchmarks and better balance risk and opportunity, the PCA may benefit from developing more retirement village units, thereby lowering its care bed/unit ratio and positioning itself for future demand growth in independent living.

7.1.2 Retirement Village Units Typology Distribution

The following table presents the distribution of retirement village units by typology across several geographic areas. The data highlight notable differences in unit type prevalence depending on location. For the total catchment area, villas represent the majority at 80% of all units, followed by units or cottages at 8%, serviced apartments at 6%, townhouses at 4%, and independent apartments at 3%. However, the distribution varies significantly at broader geographic levels. For example, across New Zealand, villas account for 48% of units, independent apartments 25%, serviced apartments 14%, townhouses 8%, and units or cottages 4%.

Table 12: Total Retirement Villages: Units Typology Distribution

	Retirement Village Unit Typology Distribution – All Retirement Villages					
	Villas	Independent Apartments	Serviced Apartments	Townhouses	Units or Cottages	TOTAL
Primary Catchment Area	194 (86%)	0 (0%)	0 (0%)	0 (0%)	32 (14%)	**226**
Secondary Catchment Area	1,296 (79%)	48 (3%)	114 (7%)	79 (5%)	111 (7%)	**1,648**
Total Catchment Area	**1,490 (80%)**	**48 (3%)**	**114 (6%)**	**79 (4%)**	**143 (8%)**	**1,874**
Waikato Region	3,083 (63%)	649 (13%)	408 (8%)	337 (7%)	438 (9%)	**4,915**
North Island	16,855 (47%)	10,216 (29%)	4,830 (14%)	2,018 (6%)	1,666 (5%)	**35,585**
New Zealand	**22,056 (48%)**	**11,567 (25%)**	**6,437 (14%)**	**3,470 (8%)**	**1,961 (4%)**	**45,491**

Source: WEBSTER

Villas: 86% of units are villas in the PCA compared to 47% in the North Island

- The PCA has more available land and lower land values than major urban centres, making it feasible to build lower-density villa-style accommodation rather than higher-density apartments or serviced units.
- The PCA caters to a demographic that prefers the independence and space offered by villas, while larger cities have more diverse populations, including those seeking higher levels of care or more compact living arrangements, leading to a broader mix of unit types.

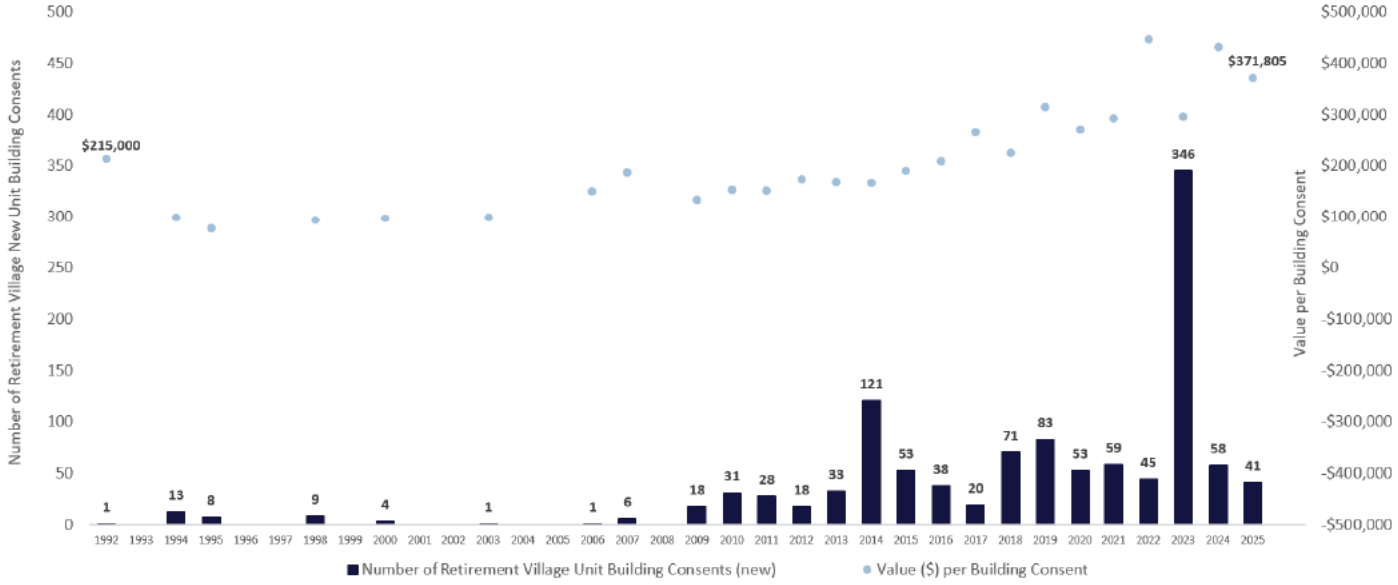
7.2 Retirement Villages – Building Consents Data

7.2.1 Waipa District – Territorial Authority

Building consent data for new retirement village units in the Waipa District started to increase in 2009; there was a sharp increase in 2023 when consents peaked at 346 units (Summerset Cambridge and Ryman's Patrick Hogan Retirement Village). However, the subsequent years saw a notable decline, with the average number of consents dropping back to an average of 50 units per annum in the years ending March 2024 and 2025. If we exclude the results for the year ending March 2023, the average number of consents since 2015 was 52.

In terms of value per consent, the highest average consent value per unit was recorded in the year to March 2022 at $447,000. By the year end March 2025, this figure had decreased to $371,800.

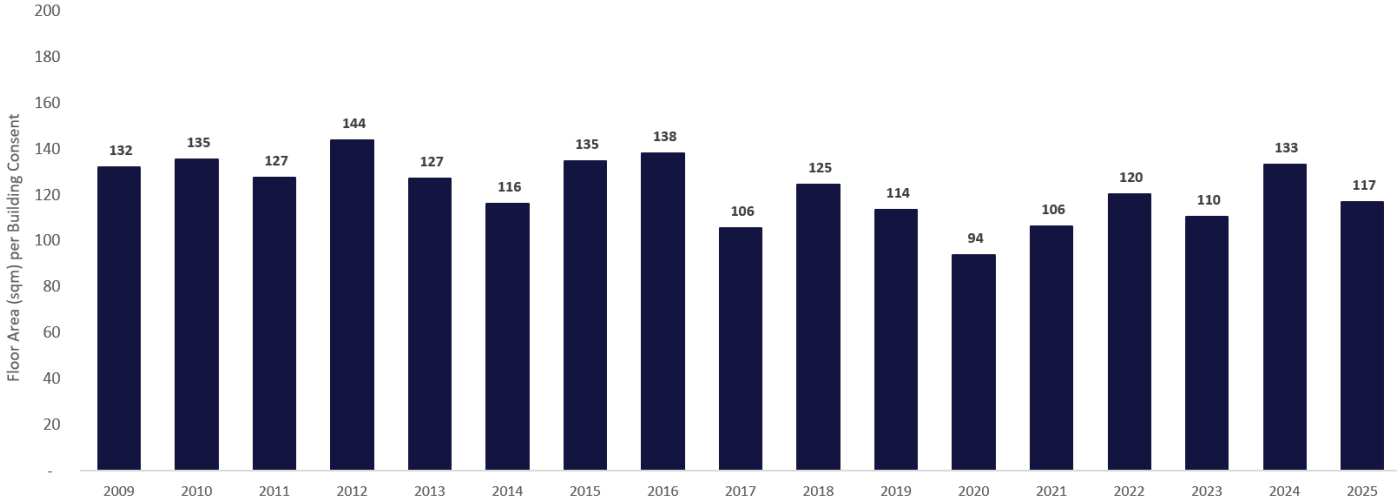
Graph 6: Retirement Village Building Consents – New Units – Waipa District – Year end March 2025



Source: WEBSTER; based on data sourced from Stats. NZ

The floor area per building consent for new retirement village units has remained relatively stable since 2009, averaging 122 sqm per consent. The result recorded for the year ended March 2025 was 117 sqm.

Graph 7: Average Floor Area per Retirement Village New Unit Building Consent (sqm) – Waipa District

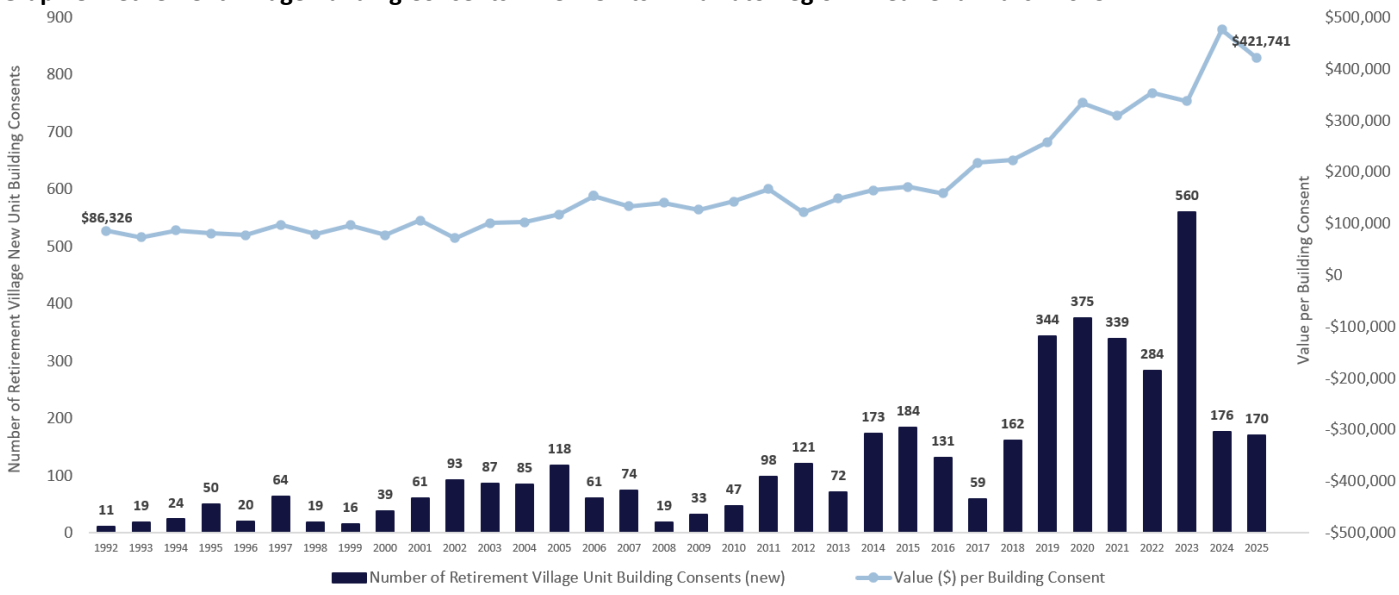


Source: WEBSTER; based on data sourced from Stats NZ

7.2.2 Waikato Region

Building consent data for new retirement village units in the Waikato Region demonstrates considerable volatility over the past 33 years, particularly over the past eight years. After averaging 336 units per year between 2019 and 2022, consents surged to a peak of 560 units in 2023. However, this was followed by a decline in 2024 and 2025, with consents falling back to an average of 173 per annum. The highest value per unit was recorded in 2024 at $476,300; however, this has declined over the year to March 2025 to $421,700.

Graph 8: Retirement Village Building Consents – New Units – Waikato Region – Year end March 2025



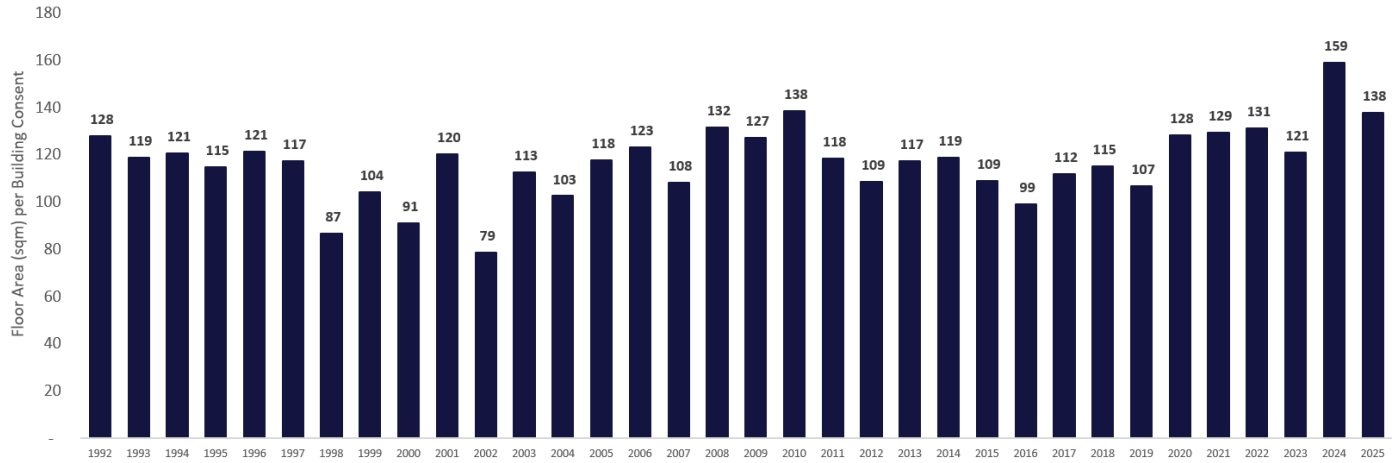
Source: WEBSTER; based on data sourced from Stats. NZ

The following graph shows the average floor area per building consent in the Waikato Region since 1992. Over the past five years, the average floor area has been 136 sqm, peaking at 159 sqm in the year ending March 2024.

A dwelling of 136 sqm typically represents a villa, stand-alone or duplex, with two bedrooms plus a study or flexible third room. It generally includes a double internal-access garage or a spacious single garage, an open-plan kitchen, dining and living areas, and a covered patio or courtyard.

The layout usually features one main bathroom, an ensuite bathroom, a separate laundry, and often a walk-in wardrobe and additional storage. A villa of 136 sqm is well above the market average, suggesting it targets higher-end or mid-to-premium market segments.

Graph 9: Average Floor Area per Retirement Village New Unit Building Consent (sqm) – Waikato Region

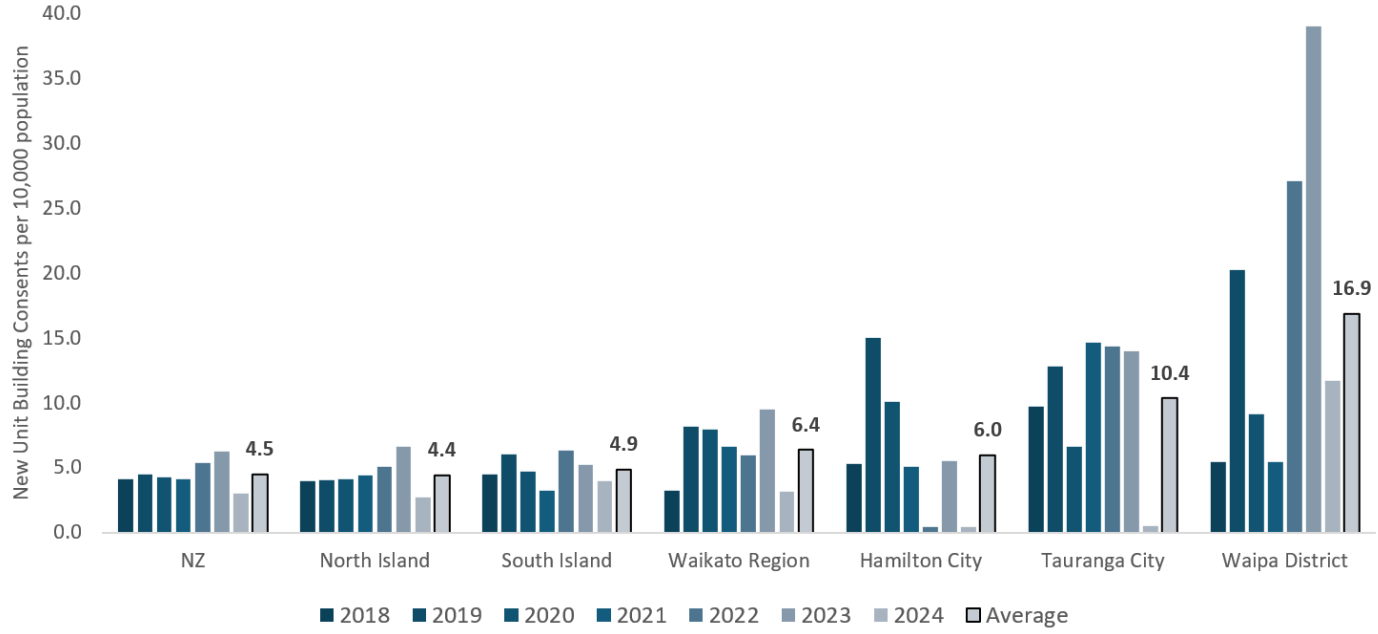


Source: WEBSTER; based on data sourced from Stats NZ

7.2.3 Retirement Village New Unit Buildings Consents Capita

The following graph shows how many new retirement village units have received building consent each year, adjusted for population size (per 10,000 people), from June 2018 to 2024. This standardisation allows for a fair comparison between areas of different population sizes.

Graph 10: Retirement Village New Unit Buildings Consents per 10,000 population 2018 to 2024 (Year to June)



Source: WEBSTER; based on data sourced from Stats NZ

- The graph illustrates the volume of building consents approved for new retirement village units across various geographic areas over the past seven years.
- The national average was 4.5 units per 10,000 people, with the North Island averaging 4.4 and the South Island 4.9. The Waikato Region recorded 6.4, while Hamilton City TA averaged 6.0. Tauranga City TA was even more active at 10.4, but Waipa District TA led significantly with an average of 16.9.
- These figures suggest that Waipa District has been a strong focus for retirement village development, reflecting its appeal to developers as a prime location for this type of accommodation.
- On a building consent per 10,000 capita basis, Waipa District stands out for its retirement village development, outperforming Tauranga City TA, Hamilton City TA, the broader Waikato Region, and New Zealand overall.

7.3 Retirement Village Facilities

The following table provides an overview of the facilities offered by five retirement villages and residential care facilities in Te Awamutu and Cambridge. The table highlights the diversity in facility offerings across these villages, ranging from recreational amenities to practical services.

Table 13: Facility Mix Indicators

Village Name	Whai Mauri Ora*	Highfield Country Estate	Lauriston Park Retirement Village	Patrick Hogan Retirement Village**	Summerset Cambridge ***
Owner/Operator	**Arvida**	**Highfield Country**	**Arvida**	**Ryman**	**Summerset**
Location	**Te Awamutu**	**Te Awamutu**	**Cambridge**	**Cambridge**	**Cambridge**
Art & Craft/Hobbies Room	✓	✓	✓	✓	
Bowling Green	✓	✓		✓	✓
Bar	✓		✓	✓	✓
BBQ Facilities	✓	✓	✓		✓
Billiards Table	✓	✓		✓	
Café				✓	✓
Chapel/Reflection Room				✓	✓
Communal Kitchen	✓	✓	✓		
Community Centre/Club House	✓	✓	✓	✓	✓
Computer/Internet access					
Croquet Lawn			✓		
Dance Floor		✓			
Dining Facilities		✓	✓	✓	✓
Electric Vehicle Charging Stations				✓	
Glass House					
Guest Suite					
Gym	✓*	✓	✓	✓	✓
Hair/Beauty Salon		✓	✓	✓	✓
Health Clinic	✓*				
Indoor bowls		✓			✓
Laundry (SA residents)				✓	
Library	✓	✓	✓	✓	✓
Loan Car					
Lounge/TV room	✓	✓	✓	✓	✓
Meeting room		✓		✓	
Motorhome Parking etc.			✓		
Pétanque Court	✓	✓	✓	✓	✓
Piano			✓		✓
Pool Table	✓	✓	✓	✓	✓
Putting Green			✓		
Restaurant					
Scooter Bay					
Shop				✓	✓
Snooker table(s)					
Spa Pool	✓*	✓	✓	✓	✓
Swimming Pool	✓*	✓	✓	✓	✓
Table Tennis		✓			
Tennis Court					
Theatre/Cinema		✓	✓	✓	✓
Vegetable Garden/Glasshouse					
Wellness Clinic/Health Spa					
Workshop/Hobby Shed		✓	✓	✓	✓

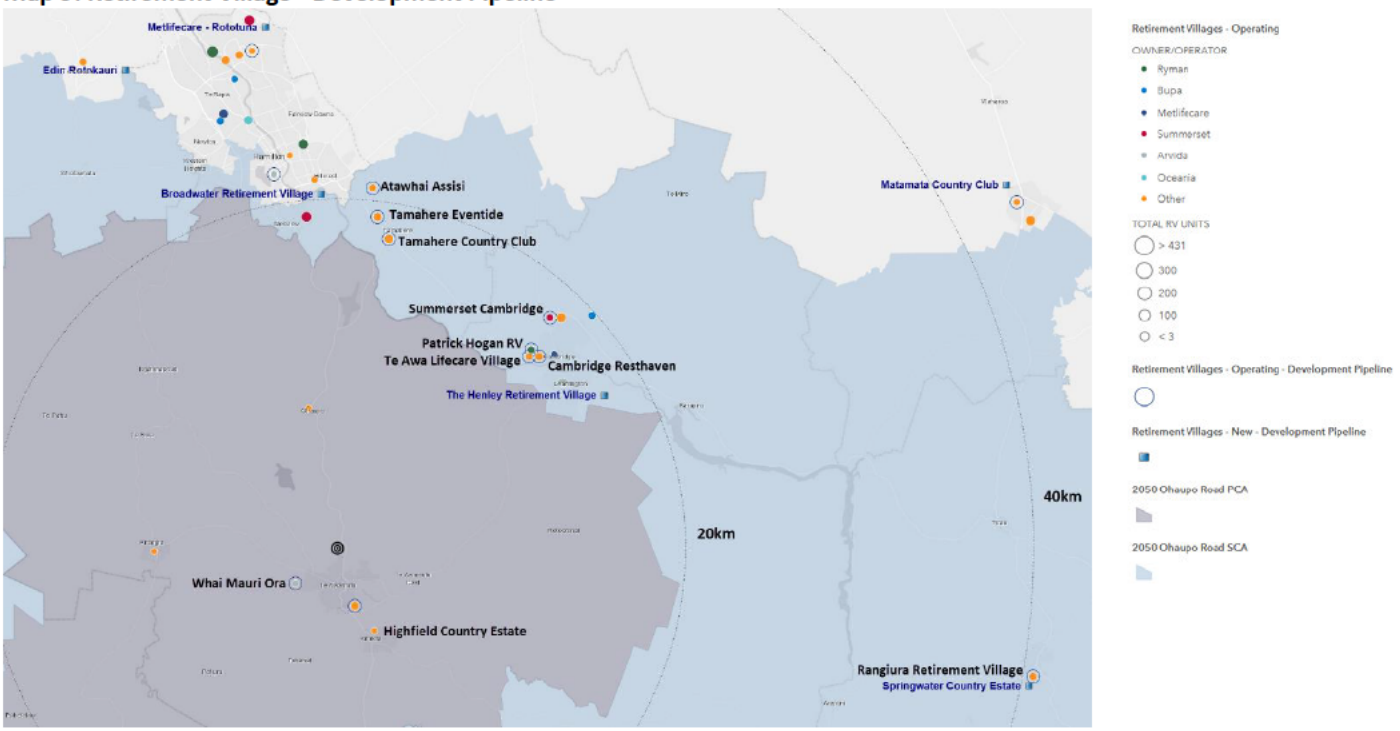
Source: WEBSTER * Only if Arvida decides to build a Living Well Centre ** plus a games room, roof garden *** plus pickle ball, outdoor pizza oven

* The latest Disclosure Statement for Whai Mauri Ora indicates that Arvida has not yet committed to developing a Living Well Centre within the village. This lack of certainty around providing such key communal facilities will likely affect unit price points, constrain weekly fee levels, and potentially extend both initial sales and resale timeframes. Prospective residents increasingly expect high-quality shared amenities, and any perceived shortfall or uncertainty in this area can impact the village's marketability and value proposition.

7.4 Retirement Villages - Development Pipeline Details

The following section details the development pipeline within the retirement village sector (this does not include the care facility development pipeline) located within the primary and secondary catchment areas.

Map 9: Retirement Village - Development Pipeline



Source: WEBSTER

Table 14: Retirement Village - Development Pipeline

Name	Owner	Stage	Villas	Independent Apartments	Serviced Apartments	Townhouses/ Cottages/Units	TOTAL
Primary Catchment Area							
Operating Retirement Villages							
Whai Mauri Ora	Arvida	Commenced	124	0	0	0	**124**
Highfield Country Estate	Highfield Country Estate	Commenced	39	0	0	0	**39**
TOTAL			**163**	**0**	**0**	**0**	**163**
Secondary Catchment Area							
Operating Retirement Villages							
Rangiura Retirement Village	Rangiura Trust Board	Early planning	0	0	20*	0	**20***
Cambridge Resthaven	Cambridge Resthaven Trust	In planning	0	0	21	0	**21**
Atawhai Assisi	Tamahere Eventide Home	In planning	0	9	0	25	**34**
Patrick Hogan Retirement Village	Ryman	Commenced	0	0	60	119	**179**
Summerset Cambridge	Summerset	Commenced	195	0	60	0	**255**
Tamahere Country Club	Sanderson Group Ltd	Commenced	67	0	0	0	**67**
Tamahere Eventide	Tamahere Eventide Home	Commenced	12	0	0	0	**12**
Te Awa Lifecare Village	Hurst Lifecare & Te Awa	Commenced	89	0	0	0	**89**
New Retirement Villages							
The Henley	Oceania	Early planning	130	20	0	0	**150**
Edin Rotokauri	Rotokauri North Holdings	Early planning	150	0	0	0	**150**
Broadwater Retirement Village	Questral Corporation	In planning	235	0	42	0	**277**
Springwater Country Estate	Springwater Country Estates	Commenced	210	0	0	0	**210**
TOTAL			**1,088**	**29**	**203**	**144**	**1,464**

Source: WEBSTER * Number or typology of units unknown - estimate applied.

Disclaimer: WEBSTER endeavours to provide a comprehensive account of the current development pipeline; however, it is acknowledged that additional projects that have not yet been identified or recorded within our databases may exist. Despite rigorous efforts to maintain accuracy and completeness, capturing all land transactions or development intentions may not be possible.

- We estimate that the development pipeline in the PCA will be delivered in the short term of around 1 – 4 years.
- In the SCA, most new supply (58%) is in the "commenced" category, indicating a strong near-term delivery pipeline. However, a significant portion (42%) is in planning or early planning, meaning these units will be delivered over a longer timeframe, likely 3+ years out, and are subject to change as projects progress through development stages.
- The SCA has a staggered delivery timeline: a large volume of units in the near term and a substantial future pipeline in the planning phases, supporting ongoing supply growth over the medium to long term.

Whai Mauri Ora

- Owner: Arivda
- Address: 319 Manaia Road, Te Awamutu
- Stage: Commenced
- Estimated Cost: $140,000,000
- Site: 13 ha
- Details: In August 2024 (latest Disclosure Statement), the village is in the early to mid-stages of development. Construction of the village commenced in August 2022, with the first villas completed in 2023. At the time of reporting, 32 villas had been built, some occupied, while others remained vacant (an estimated 52 will be completed by May 2025). The remainder of the development includes plans to construct an additional 144 villas, bringing the total to 176 upon completion. A permanent clubhouse is intended to be delivered in the coming years, following further villa development. There are also indicative plans to develop up to 40 care suites, although this remains subject to demand, consenting processes, and broader economic conditions. Additionally, Arvida has signalled the potential for a Living Well Centre to be built at a later stage, which may include a gymnasium, swimming pool, spa pool, and health clinic. However, this has not yet been confirmed.

Highfield Country Estate

- Owner: Highfield Country Estate Partnership (Fladgate Family)
- Address: 397 Swarbrick Drive, Te Awamutu
- Stage: Commenced – shortly
- Details: 39 additional villas

Rangiura Retirement Village

- Owner: Rangiura Trust Board
- Address: 17 Matai Cresent, Putaruru
- Stage: Early planning
- Details: The operator is considering further development, including additional facilities and 20 serviced apartments. They have purchased land adjacent to the village for this expansion.

Cambridge Resthaven

- Owner: Cambridge Resthaven Trust Board
- Address: 6 Vogel Street, Cambridge
- Stage: In planning
- Units: 21 additional serviced apartments

Atawhai Assisi Home and Retirement Village

- Owner: Tamahere Eventide Home Trust
- Address: 158 Matangi Road, Tamahere, Hamilton
- Stage: In planning – stage 3 (will commence once the units from stage 2 have sold)
- Estimated Cost: $13,200,000
- Units: 9 apartments and 25 cottages – 34 total
- Details: Two-bedroom cottages will range from 117-154 sqm, while the three-bedroom cottages will be from 132-134 sqm.

Patrick Hogan Retirement Village

- Owner: Ryman
- Address: 23 Hugo Shaw Drive, Cambridge
- Stage: Commenced
- Retirement Village Units: 60 serviced apartments and 119 townhouses – 179 total
- Residential Care Facility Units: 68 care beds (17 rest home, 17 hospital and 34 dementia-level care)
- Details: Construction commenced in October 2022, and the first residents moved in 2023; an estimated 64 townhouses are complete, with a further 119 townhouses and 60 serviced apartments in the pipeline. The multi-story building containing the residential care facility, the serviced apartments and a range of facilities is scheduled for completion in 2027.

Summerset Cambridge

- Owner: Summerset
- Address: 1 Mary Ann Drive, Cambridge
- Stage: Commenced
- Retirement Village Units: 60 serviced apartments and 195 villas and cottages – 255 total
- Residential Care Facility Units: 21 care beds offering rest home-level care, 15 care suites offering rest home and hospital-level care and 20 care suites offering dementia-level care – 56 total
- Details: Construction commenced in 2022, and the village is being developed in five stages. It is expected to be fully completed by late 2027. An estimated 65 villas have been completed, with a further 195 villas, cottages, and 60 serviced apartments in the pipeline. The care facility is under construction.

Tamahere Country Club
- Owner: Sanderson Group
- Address: 46 Tamahere Drive, Tamahere
- Stage: Commenced (completion expected by the end of 2026)
- Retirement Village Units: 67 villas to be completed – will bring the total to 250
- Residential Care Facility Units: 80 care suites; 60 offering rest home and hospital-level care and 20 offering dementia-level care.
- Details: The care facility will be run by a related company, "Tamahere Aged Care Ltd", with completion expected in December 2025.

Tamahere Eventide Home & Retirement Village
- Owner: Tamahere Eventide Home
- Address: 61 Bollard Road, Tamahere
- Stage: Commenced
- Details: 12 villas

Te Awa Lifecare Village
- Owner: Hurst Lifecare and Te Awa Lifecare
- Address: 1866 Cambridge Road, Cambridge
- Stage: Commenced
- Retirement Village Units: 89 villas
- Residential Care Facility Units: 41 care suites offering rest home and hospital-level care

New Retirement Villages

The Henley
- Owner: Oceania
- Address: 151 Maungatautari Road, Cambridge
- Stage: Early planning
- Retirement Village Units: 20 serviced apartments and 130 villas – 150 total
- Residential Care Facility Units: 20 care suites offering rest home and hospital-level care

Edin Rotokauri (Site for Sale)
- Owner: Rotokauri North Holdings
- Address: Te Kowhai Road & Exelby Road, Rotokauri, Hamilton
- Stage: Early planning
- Retirement Village Units: 150 villas
- Details: Part of stage 2 of the new subdivision to be called Edin Rotokauri. It is on hold while the site is marketed for sale.

Broadwater Retirement Village
- Owner: Questral Corporation
- Address: 37-55 Weston Lea Drive, Peacocke, Hamilton
- Stage: In planning – civil works have commenced
- Estimated Cost: $132,800,000
- Site: 19 ha
- Retirement Village Units: 210 villas
- Residential Care Facility Units: 61 care suites offering rest home and hospital-level care, 20 offering dementia-level care – 81 care sites total.
- Details: Continue on hold for stages 1-3

Springwater Country Estate (Site for Sale)
- Owner: Springwater Country Estates
- Address: Kennedy Drive, Putaruru
- Stage: Commenced
- Estimated Cost: $349,100,000
- Site: 17.28 ha
- Retirement Village Units: 210 villas – over five stages (option for further units, up to 500 total on adjacent land)
- Residential Care Facility Units: 40 care suites offering rest home and hospital-level care
- Details: Villas will range in size from 95-185 sqm. RC granted March 2023 for 210 retirement village units. Total work is expected to take 7-8 years. The site is currently being marketed for sale. https://www.barfoot.co.nz/property/commercial/south-waikato-district/putaruru/development-site/4059661

7.5 Retirement Village Units – Net Latent Demand (NLD) Forecast Model

7.5.1 Penetration Rates (PR)

The penetration rate is a key metric that provides insight into the market saturation and potential demand for retirement village units and residential care facilities. The ratio is expressed as a percentage and is calculated as follows:

$$\text{Retirement Village Penetration Rate} = \frac{\text{Estimated Number of People Living in Retirement Village Units}}{\text{Population in the Specified Age Group}}$$

$$\text{Residential Care Penetration Rate} = \frac{\text{Estimated Number of People Living in Residential Care Facilities}}{\text{Population in the Specified Age Group}}$$

WEBSTER uses a 70+ Retirement Village Penetration Rate and an 85+ Residential Care Facility Penetration Rate:

$$\text{70+ Penetration Rate} = \frac{\text{Estimated Number of People Living in Retirement Villages}}{\text{Population aged 70+ years}}$$

$$\text{85+ Penetration Rate} = \frac{\text{Estimated Number of People Living in Residential Care Facilities}}{\text{Population aged 85+ years}}$$

- Importantly, the PR does not represent the proportion of people aged 70+ or 85+ living in retirement villages or residential care, since the numerator includes residents of all ages (some may be younger than 70 or 85). Instead, it is a comparative ratio that uses the 70+ or 85+ population as a consistent reference group because this age cohort is statistically the most likely to require institutional care or choose to live in retirement villages.
- Significance:
  - Market Indicator: A higher penetration rate suggests stronger demand for and acceptance of the retirement village or residential care concept among older residents.
  - Growth Potential: Areas with lower penetration rates may represent opportunities for expansion in each sector.
  - Trend Analysis: Changes in penetration rates over time can indicate shifting preferences or market dynamics in aged accommodation options.
  - Planning Tool: The penetration rate helps operators and investors gauge potential demand and make informed decisions about development and expansion.
- It's important to note that while the penetration rate is a valuable metric, it should be considered alongside other factors, such as demographics, cultural preferences, and economic conditions, when assessing the aged accommodation sectors.

7.5.2 Retirement Village Units – Net Latent Demand Forecast Model - Summary Results

Table 15: Retirement Village Unit – Net Latent Demand Forecast Model

	Primary Catchment Area	Secondary Catchment Area	Waikato Region	North Island
Population - 70+ years				
Population - June 2025	5,428	11,316	67,770	480,582
Population - June 2048	8,990	20,805	113,550	822,220
Population Growth – 2025/2048	*3,562*	*9,489*	*45,780*	*341,638*
Supply and Development Pipeline – April 2025				
Current Supply	226	1,648	4,915	35,574
Development Pipeline*	163	1,464	3,252	18,668
Estimated Retirement Village Unit Demand				
Estimated Retirement Village Unit Demand in 2048	675	3,666	11,981	87,427
Growth in RV Units Demand 2025/2048	449	2,018	7,066	51,853
Net Latent Demand 2025/2048**	**286**	**554**	**3,814**	**33,185**

Source: WEBSTER Note: Estimate numbers used in the model for villages with no specifications are 150 for new villages and 30 for expansions.
*WEBSTER acknowledges the possibility of additional development pipeline that has yet to be identified and documented in our databases. While we strive to document all development pipeline comprehensively, it is not always feasible to be fully aware of every land transaction and development plan.
**The model has disseminated all identified developmental pipeline to the market. It is acknowledged that not all of the identified development pipeline will culminate in market realisation; however, there also exists the prospect of an unidentified development pipeline or pipeline that manifests in the short term.

Table 16: Retirement Village - Demand Forecast Model - Variables

Assumptions	Primary Catchment Area	Secondary Catchment Area	Waikato Region	North Island
Sales Origin Percentage*	30%	25%	30%	15%**
Unit Example – 340	102	85	102	51**
Unit Occupancy Percentage	95%	95%	95%	95%
Residents per Unit	1.28	1.28	1.27	1.26
Penetration Rate - 2025	5.1%	17.7%	8.8%	8.9%
Penetration Rates Applied 2025 -2048	5.5% - 9.0%	18.5% - 21.0%	9.0% - 12.5%	9.0% - 12.5%

Source: WEBSTER
* Estimated % of potential units purchased by residents originating from these areas
** Demand originating from outside the Waikato Region.

7.5.2.1 Primary Catchment Area - Retirement Village Units: Demand Indicators (2025/2048)

- The number of residents aged 70+ is projected to increase from 5,428 in 2025 to 8,990 in 2048, representing an increase of 3,562.
- The current supply of retirement village units stands at 226. WEBSTER has identified 163 units in the development pipeline as of April 2025.
- The forecast model indicates that by 2048, 675 retirement village units could be in demand by primary catchment area residents if the 70+ penetration rate increases gradually over the forecast period up to 9.0% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated at 286 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 12% in 2025 to 92% by 2032 and 105% by 2033; this suggests that the demand for retirement village units from residents living within the primary catchment area will surpass the combined current supply and pipeline in 2032/2033.

The following table outlines a forecast model for retirement village unit demand among residents in the primary catchment area from 2025 to 2048. This model highlights the projected growth in demand for retirement village units within this area over time. Including unit replacement and vacancy rate adjustments in the model accounts for the need to maintain and update existing stock, ensuring a more realistic demand forecast.

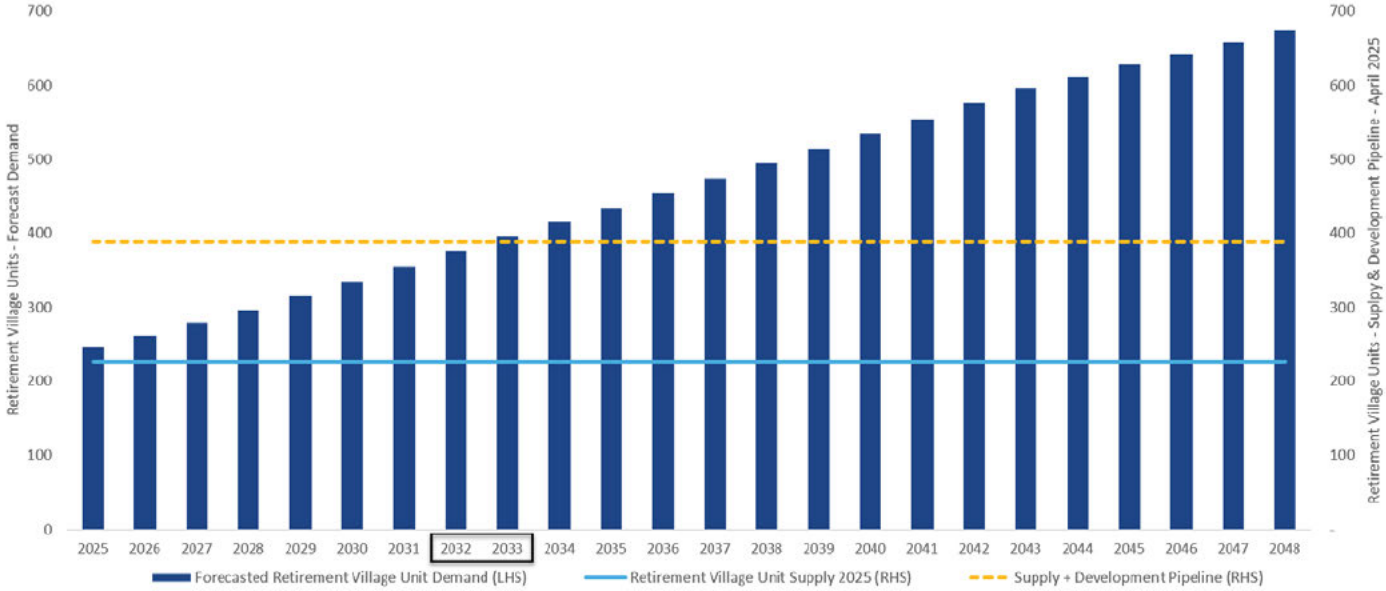
Table 17: Primary Catchment Area - Retirement Village Unit - Latent Demand Forecast Model

	Primary Catchment Areas								
Year – as of June	Popn. 70+ years*	70+ Yrs. Penetration Rate	Base RV Unit Demand	5% 2025 Unit Replacement	5% Vacancy Rate Adjust.	Total RV Unit Demand	New RV Unit Demand per Annum	Cumulative New Demand	Cumulative New Demand as a % of Pipeline
2025	5,428	5.5%	233	0	12	245	19	19	12%
2026	5,637	5.7%	249	1	12	262	17	36	22%
2027	5,846	5.8%	265	1	13	280	17	54	33%
2028	6,055	6.0%	282	2	14	298	18	72	44%
2029	6,268	6.1%	299	2	15	316	19	90	55%
2030	6,481	6.3%	317	3	16	336	19	110	67%
2031	6,694	6.4%	335	3	17	355	20	129	79%
2032	6,907	6.6%	354	4	18	376	20	150	92%
2033	7,120	6.7%	374	4	19	397	21	171	105%
2034	7,290	6.9%	391	5	20	416	19	190	116%
2035	7,460	7.0%	409	5	20	435	19	209	128%
2036	7,630	7.2%	428	6	21	455	20	229	140%
2037	7,800	7.3%	446	6	22	475	20	249	153%
2038	7,970	7.5%	466	7	23	496	21	270	165%
2039	8,117	7.6%	484	7	24	515	20	289	177%
2040	8,264	7.8%	502	8	25	535	20	309	190%
2041	8,411	7.9%	521	8	26	555	20	329	202%
2042	8,558	8.1%	541	8	27	576	21	350	215%
2043	8,705	8.2%	560	9	28	597	21	371	228%
2044	8,762	8.4%	574	9	29	613	15	387	237%
2045	8,819	8.5%	589	10	29	628	15	402	247%
2046	8,876	8.7%	603	10	30	643	16	417	256%
2047	8,933	8.8%	617	11	31	659	16	433	266%
2048	8,990	9.0%	632	11	32	675	16	449	275%
							Dev. Pipeline	**163**	
							NLD**	**286**	

Source: WEBSTER * Stats. NZ Median Scenario Population Forecasts ** Net Latent Demand

The graph below illustrates the projected demand for retirement village units from residents within the primary catchment area between 2025 and 2048. It also indicates that, if all units currently in the development pipeline were to rely exclusively on demand from this area, complete absorption would likely occur around 2032 or 2033. Beyond this point, it is estimated that residents of the primary catchment area would absorb an additional 278 retirement village units.

Graph 11: Primary Catchment Area - Retirement Village Unit Demand Timeline Indicator



Source: WEBSTER

7.5.2.2 Secondary Catchment Area - Retirement Village Units: Demand Indicators (2025/2048)

The following table outlines a forecast model for retirement village unit demand among residents in the secondary catchment area from 2025 to 2048. This model highlights the projected growth in demand for retirement village units within this area over time, including unit replacement and vacancy rate adjustments.

Table 18: Secondary Catchment Area - Retirement Village Unit - Latent Demand Forecast Model

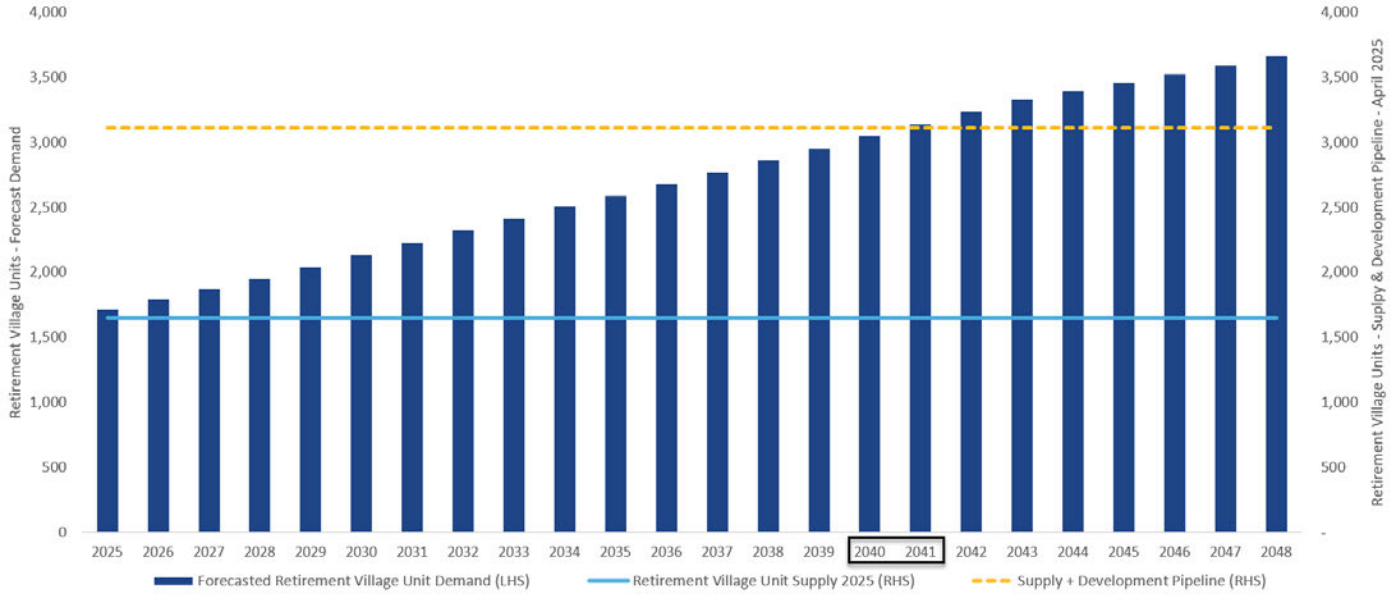
	Secondary Catchment Areas								
Year – as of June	Popn. 70+ years*	70+ Yrs. Penetration Rate	Base RV Unit Demand	5% 2025 Unit Replacement	5% Vacancy Rate Adjust.	Total RV Unit Demand	New RV Unit Demand per Annum	Cumulative New Demand	Cumulative New Demand as a % of Pipeline
2025	11,316	18.5%	1,636	3	82	1,721	73	73	5%
2026	11,729	18.6%	1,705	7	85	1,797	77	149	10%
2027	12,142	18.7%	1,776	10	89	1,875	77	227	15%
2028	12,555	18.8%	1,847	14	92	1,953	78	305	21%
2029	13,053	18.9%	1,931	17	97	2,045	92	397	27%
2030	13,551	19.0%	2,016	21	101	2,137	93	489	33%
2031	14,049	19.2%	2,102	24	105	2,231	94	583	40%
2032	14,547	19.3%	2,189	27	109	2,326	95	678	46%
2033	15,045	19.4%	2,277	31	114	2,421	96	773	53%
2034	15,488	19.5%	2,357	34	118	2,509	88	861	59%
2035	15,931	19.6%	2,438	38	122	2,597	88	949	65%
2036	16,374	19.7%	2,520	41	126	2,687	89	1,039	71%
2037	16,817	19.8%	2,602	45	130	2,777	90	1,129	77%
2038	17,260	19.9%	2,685	48	134	2,867	91	1,219	83%
2039	17,705	20.0%	2,769	52	138	2,959	92	1,311	90%
2040	18,150	20.1%	2,854	55	143	3,052	93	1,404	96%
2041	18,595	20.2%	2,940	58	147	3,146	93	1,498	102%
2042	19,040	20.3%	3,027	62	151	3,240	94	1,592	109%
2043	19,485	20.5%	3,114	65	156	3,335	95	1,687	115%
2044	19,749	20.6%	3,173	69	159	3,400	65	1,752	120%
2045	20,013	20.7%	3,232	72	162	3,466	66	1,818	124%
2046	20,277	20.8%	3,292	76	165	3,532	66	1,884	129%
2047	20,541	20.9%	3,353	79	168	3,599	67	1,951	133%
2048	20,805	21.0%	3,413	82	171	3,666	67	2,018	138%
							Dev. Pipeline	**1,464**	
							NLD**	**554**	

Source: WEBSTER * Stats. NZ Median Scenario Population Forecasts ** Net Latent Demand

- The number of residents aged 70+ is projected to increase from 11,316 in 2025 to 20,805 in 2048, representing an increase of 9,489.
- The current supply of retirement village units stands at 1,648. WEBSTER has identified 1,464 units in the development pipeline as of April 2025.
- The forecast model indicates that by 2048, 3,666 retirement village units could be in demand by secondary catchment area residents if the 70+ penetration rate increases gradually over the forecast period up to 21.0% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated at 554 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 5% in 2025 to 96% by 2040 and 102% by 2041; this suggests that the demand for retirement village units from residents living within the secondary catchment area will surpass the combined current supply and pipeline in 2040/2041.

The graph below illustrates the projected demand for retirement village units from residents within the secondary catchment area between 2025 and 2048. It also indicates that, if all units currently in the development pipeline were to rely exclusively on demand from this area, complete absorption would likely occur around 2040 or 2041. Beyond 2041, it is estimated that residents of the secondary catchment area would absorb an additional 521 retirement village units.

Graph 12: Secondary Catchment Area - Retirement Village Unit Demand Timeline Indicator



Source: WEBSTER

7.5.2.3 Waikato Region - Retirement Village Units: Demand Indicators (2025/2048)

The following table outlines a forecast model for retirement village unit demand among residents in the Waikato Region from 2025 to 2048. This model highlights the projected growth in demand for retirement village units within this area over time, including unit replacement and vacancy rate adjustments.

Table 19: Waikato Region - Retirement Village Unit - Latent Demand Forecast Model

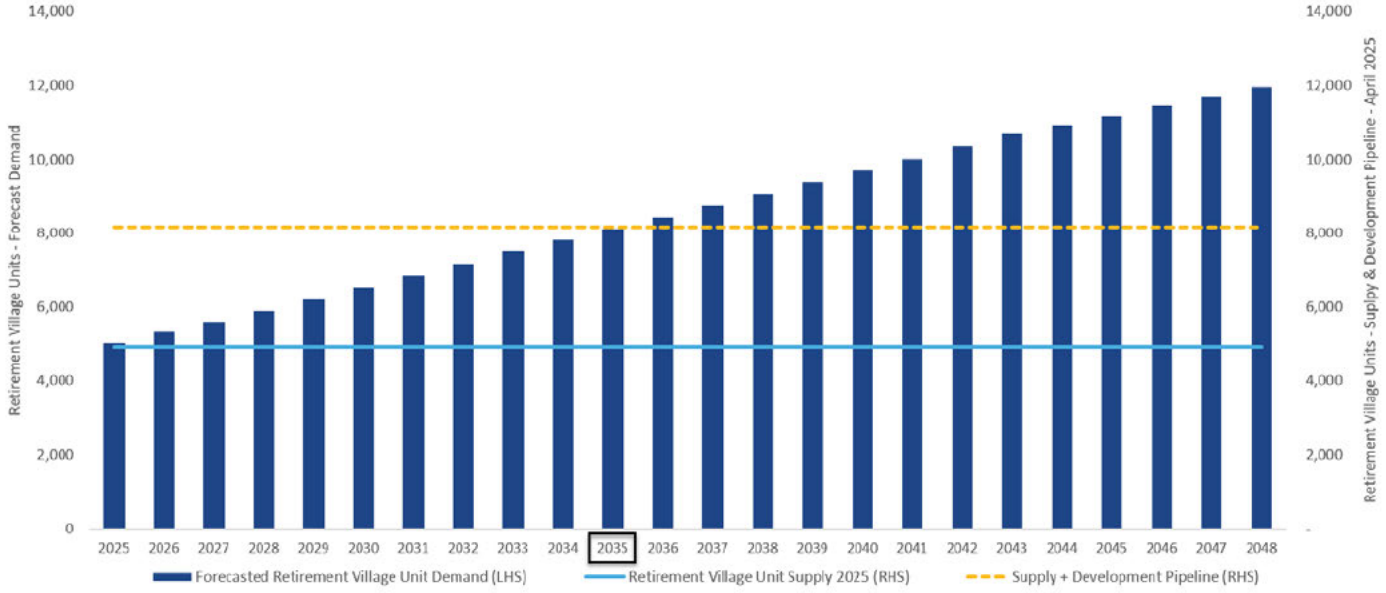
	Waikato Region								
Year – as of June	Popn. 70+ years*	70+ Yrs. Penetration Rate	Base RV Unit Demand	5% 2025 Unit Replacement	5% Vacancy Rate Adjust.	Total RV Unit Demand	New RV Unit Demand per Annum	Cumulative New Demand	Cumulative New Demand as a % of Pipeline
2025	67,770	9.0%	4,803	10	240	5,053	138	138	4%
2026	70,200	9.2%	5,059	20	253	5,332	279	417	13%
2027	72,630	9.3%	5,321	31	266	5,618	285	703	22%
2028	75,060	9.5%	5,589	41	279	5,909	292	994	31%
2029	77,666	9.6%	5,876	51	294	6,221	312	1,306	40%
2030	80,272	9.8%	6,169	61	308	6,539	318	1,624	50%
2031	82,878	9.9%	6,469	72	323	6,864	325	1,949	60%
2032	85,484	10.1%	6,775	82	339	7,196	331	2,281	70%
2033	88,090	10.2%	7,087	92	354	7,534	338	2,619	81%
2034	90,164	10.4%	7,362	102	368	7,832	299	2,917	90%
2035	92,238	10.5%	7,642	113	382	8,136	304	3,221	99%
2036	94,312	10.7%	7,927	123	396	8,446	309	3,531	109%
2037	96,386	10.8%	8,216	133	411	8,760	315	3,845	118%
2038	98,460	11.0%	8,511	143	426	9,080	320	4,165	128%
2039	100,412	11.1%	8,800	154	440	9,394	314	4,479	138%
2040	102,364	11.3%	9,094	164	455	9,712	319	4,797	148%
2041	104,316	11.4%	9,392	174	470	10,036	324	5,121	157%
2042	106,268	11.6%	9,695	184	485	10,365	328	5,450	168%
2043	108,220	11.7%	10,003	195	500	10,698	333	5,783	178%
2044	109,286	11.9%	10,233	205	512	10,949	251	6,034	186%
2045	110,352	12.0%	10,465	215	523	11,203	254	6,288	193%
2046	111,418	12.2%	10,699	225	535	11,460	257	6,545	201%
2047	112,484	12.3%	10,936	236	547	11,719	259	6,804	209%
2048	113,550	12.5%	11,176	246	559	11,981	262	7,066	217%
							Dev. Pipeline	**3,252**	
							NLD**	**3,814**	

Source: WEBSTER * Stats. NZ Median Scenario Population Forecasts ** Net Latent Demand

- The number of residents aged 70+ is projected to increase from 67,770 in 2025 to 113,550 in 2048, representing an increase of 45,780.
- The current supply of retirement village units stands at 4,915. WEBSTER has identified 3,252 units in the development pipeline as of April 2025.
- The forecast model indicates that by 2048, 11,981 retirement village units could be in demand by Waikato Region residents if the 70+ penetration rate increases gradually over the forecast period up to 12.5% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated at 3,814 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 4% in 2025 to 99% by 2035; this suggests that the demand for retirement village units from residents living within the Waikato Region will surpass the combined current supply and pipeline in 2035.

The graph below illustrates the projected demand for retirement village units from residents within the Waikato Region area between 2025 and 2048. It also indicates that, if all units currently in the development pipeline were to rely exclusively on demand from this area, complete absorption would likely occur around 2035. Beyond 2035, it is estimated that residents of the region could absorb an additional 3,844 retirement village units.

Graph 13: Waikato Region - Retirement Village Unit Demand Timeline Indicator



Source: WEBSTER

7.5.2.4 North Island - Retirement Village Units: Demand Indicators (2025/2048)

The following table outlines a forecast model for retirement village unit demand among residents in the North Island from 2025 to 2048. This model highlights the projected growth in demand for retirement village units within this area over time, including unit replacement and vacancy rate adjustments.

Table 20: North Island - Retirement Village Unit - Latent Demand Forecast Model

	North Island								
Year	Popn. 70+ years*	70+ Yrs. Penetration Rate	Base RV Unit Demand	5% 2025 Unit Replacement	5% Vacancy Rate Adjust.	Total RV Unit Demand	New RV Unit Demand per Annum	Cumulative New Demand	Cumulative New Demand as a % of Pipeline
2025	480,582	9.0%	34,327	74	1,716	36,118	544	544	3%
2026	497,448	9.2%	36,133	148	1,807	38,088	1,970	2,514	13%
2027	514,314	9.3%	37,979	222	1,899	40,100	2,013	4,526	24%
2028	531,180	9.5%	39,866	296	1,993	42,156	2,055	6,582	35%
2029	550,964	9.6%	42,016	371	2,101	44,488	2,332	8,914	48%
2030	570,748	9.8%	44,214	445	2,211	46,870	2,382	11,296	61%
2031	590,532	9.9%	46,460	519	2,323	49,302	2,432	13,728	74%
2032	610,316	10.1%	48,754	593	2,438	51,784	2,482	16,210	87%
2033	630,100	10.2%	51,095	667	2,555	54,317	2,533	18,743	100%
2034	646,802	10.4%	53,231	741	2,662	56,633	2,316	21,059	113%
2035	663,504	10.5%	55,406	815	2,770	58,992	2,359	23,418	125%
2036	680,206	10.7%	57,623	889	2,881	61,393	2,401	25,819	138%
2037	696,908	10.8%	59,879	963	2,994	63,837	2,444	28,263	151%
2038	713,610	11.0%	62,176	1,038	3,109	66,323	2,486	30,749	165%
2039	728,320	11.1%	64,337	1,112	3,217	68,666	2,343	33,092	177%
2040	743,030	11.3%	66,534	1,186	3,327	71,047	2,381	35,473	190%
2041	757,740	11.4%	68,767	1,260	3,438	73,465	2,418	37,891	203%
2042	772,450	11.6%	71,034	1,334	3,552	75,920	2,455	40,346	216%
2043	787,160	11.7%	73,338	1,408	3,667	78,413	2,493	42,839	229%
2044	794,172	11.9%	74,950	1,482	3,748	80,180	1,767	44,606	239%
2045	801,184	12.0%	76,580	1,556	3,829	81,965	1,785	46,391	249%
2046	808,196	12.2%	78,226	1,630	3,911	83,768	1,803	48,194	258%
2047	815,208	12.3%	79,889	1,705	3,994	85,588	1,821	50,014	268%
2048	822,220	12.5%	81,569	1,779	4,078	87,427	1,838	51,853	278%
							Dev. Pipeline	**18,668**	
							NLD**	**33,185**	

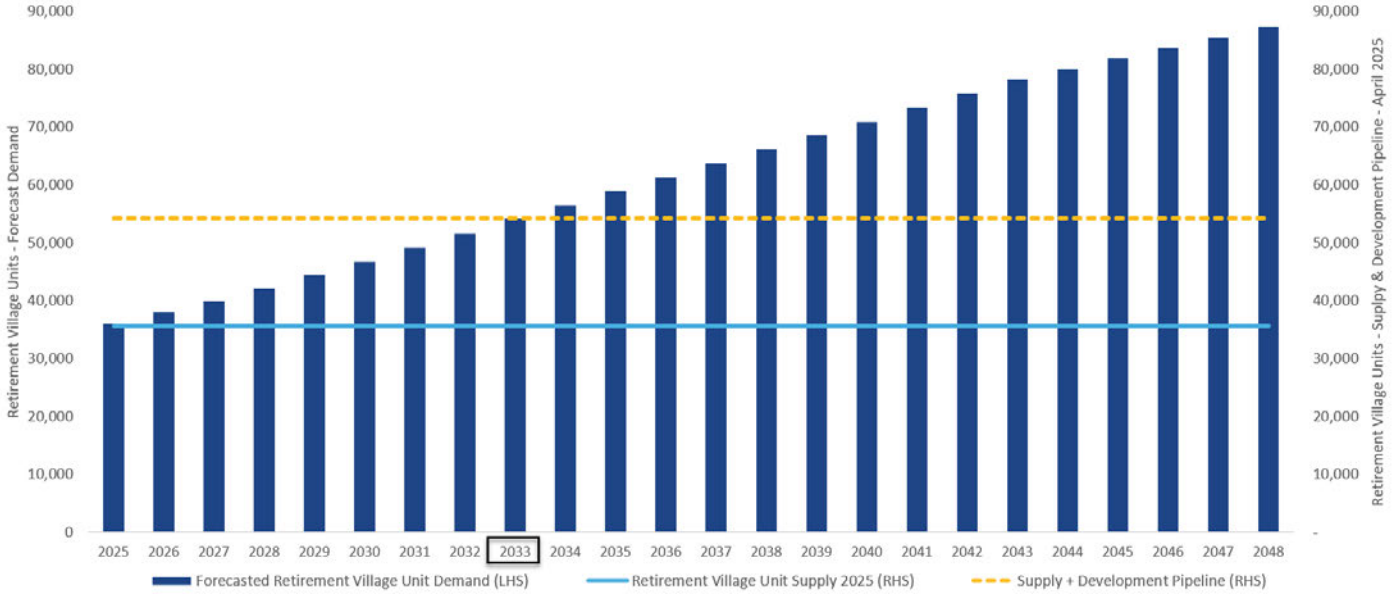
Source: WEBSTER * Stats. NZ Median Scenario Population Forecasts ** Net Latent Demand

- The number of residents aged 70+ is projected to increase from 480,582 in 2025 to 822,220 in 2048, representing an increase of 341,638.
- The current supply of retirement village units stands at 35,574. WEBSTER has identified 18,668 units in the development pipeline as of April 2025.

- The forecast model indicates that by 2048, 87,427 retirement village units could be in demand by North Island residents if the 70+ penetration rate increases gradually over the forecast period up to 12.5% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated at 33,185 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 3% in 2025 to 100% by 2033; this suggests that the demand for retirement village units from residents living within the North Island will surpass the combined current supply and pipeline in 2033.

The graph below illustrates the projected demand for retirement village units from residents within the North Island between 2025 and 2048. It also indicates that, if all units currently in the development pipeline were to rely exclusively on demand from this area, complete absorption would likely occur around 20433. Beyond 2033, it is estimated that residents of the North Island would absorb an additional 33,110 retirement village units.

Graph 14: North Island - Retirement Village Unit Demand Timeline Indicator



Source: WEBSTER

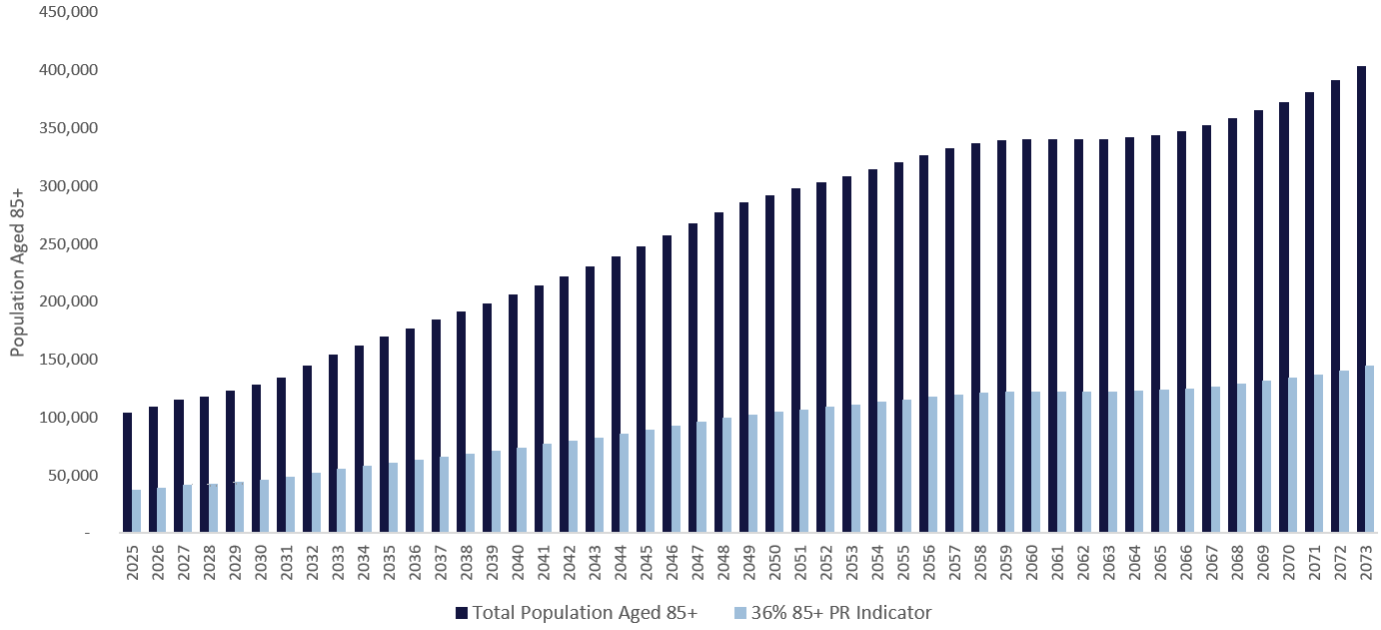
8.0 RESIDENTIAL CARE FACILITIES

8.1 New Zealand's Aging Population & Residential Care Demand – An Overview

Population Aged 85+ Years

New Zealand faces a rapidly aging population like many developed nations. Between 2025 and 2073, the number of people aged 85 and over is projected to rise from 103,800 to 403,600 — an increase of 299,800 people, or a growth rate of 289%. This demographic shift is expected to drive a significant increase in demand for residential care beds and suites. In addition, demand for higher-dependency services, such as hospital-level and dementia care, is also anticipated to grow. The graph below presents the median-scenario population forecasts for New Zealanders aged 85 and over, alongside a residential care facility penetration rate of 36%. Over the next 30 years, demand for residential care beds and suites is projected to rise sharply, from approximately 37,400 in 2025 to 115,400 in 2055, representing a 209% increase.

Graph 15: New Zealand's Ageing Population



Source: WEBSTER; based on data sourced from Stats. NZ

Shifting Trends in Residential Care Demand

Over the past two decades, the increasing demand for care services has largely been met through the expanded use of home support services. However, this approach is becoming unsustainable. New Zealand is experiencing rising levels of care dependency, as evidenced by the shift from rest home-level care beds to hospital-level and dementia care over the last ten years[1].

Dementia-Level Care Demand Growth

According to the University of Auckland's "Dementia Economic Impact Report 2020" for Alzheimer's NZ, around 70,000 people in New Zealand live with dementia. This number is projected to rise sharply, reaching nearly 170,000 by 2050. The increase is primarily driven by population growth and longer life expectancy. By 2050, it is estimated that 2.7% of the total population—and more than 10.8% of those aged 65 and over—will be living with dementia. Source: https://alzheimersotago.org.nz/wp-content/uploads/2023/06/dementia-economic-impact-report-2020.pdf

Care Suites

A care suite is a modern accommodation option within a residential care facility for older people who require rest home, hospital, or dementia-level care. These suites are sold under an ORA or RAD, which allows residents to "purchase" the right to occupy the suite by paying an upfront capital amount. This model differs from traditional residential care rooms, where daily charges pay for accommodation. Care suites typically include features such as spacious interiors, ensuite bathrooms, kitchenettes, and lounge areas, offering a more private and comfortable living environment compared to standard or premium rooms.

[1] While there has been a steady increase in the utilisation of hospital and dementia beds/suites, this has been offset by a decline in rest home utilisation.

The care suite model effectively blends the economics of residential care facilities and retirement villages, offering operators diversified revenue streams through government-funded (or privately funded) daily care fees[2], Deferred Management Fees (DMF), and potential capital gains. The DMF, typically set at 30% and accrued over the first two years, provides a steady income source for providers. By selling an Occupation Right Agreement (ORA) or Refundable Accommodation Deposit (RAD) on a care suite, operators essentially capitalise on an alternative daily Premium Care Accommodation (PCA) charge, enabling capital to be recycled into future developments or operational needs.

This model also offers flexibility, as smaller care suites can be sold under either PACs or ORAs to accelerate facility occupancy rates. Additionally, private funding for care can eliminate the need for a District Health Board (DHB) assessment, streamlining access for residents and further enhancing the appeal of the care suite model.

Residential Care Beds

Government Funding: all care beds (standard, PAC and care suites) received a daily government-funded payment dependent upon the level of care required (rest home, hospital, dementia) and the assets of the resident (i.e., means-tested).

Residential Care Suites

- Combination of government-funded daily care fees, DMF and capital gains with ORA contract
- Most operators do not charge a weekly village fee or PAC for care suites (i.e., DMF and capital gains in lieu of daily PAC)
- DMF of circa 20 - 30% of entry price accrued over circa two to three years with is netted off against proceeds returned to the resident at the end of the contract
- Capital gains are retained by the operator

Why the Industry Developed the Care Suite Product

The introduction of care suites reflects changing market demands and strategic priorities within the residential care sector:

- Consumer Preferences: Older adults increasingly seek more privacy, independence, and comfort in residential care settings.
- Financial Model: The ORA structure provides operators with upfront capital contributions, improving cash flow and return on investment compared to traditional room charges; this has been identified as a priority by operators in the sector.
- Market Growth: The proportion of care beds offered through ORAs has steadily increased over the years, reflecting their popularity among providers and residents.

In summary, care suites represent a shift toward more personalised and financially sustainable residential care solutions in New Zealand. They cater to the growing demand for higher standards of living while addressing industry challenges such as funding models and operational efficiencies.

Summary

- The residential care sector in New Zealand is grappling with several significant challenges, including rapidly increasing demand, workforce shortages, financial pressures, and the need to adapt to ongoing regulatory changes, all while striving to deliver high-quality care for an aging population.
- A significant issue compounding these challenges is the aging infrastructure across the sector. Many existing residential care facilities are outdated and no longer meet the requirements of modern healthcare delivery or the expectations of today's residents, who increasingly seek higher-quality, private accommodation and environments that support more complex medical needs. Upgrading or replacing these aging facilities represents a significant capital challenge for providers.
- Despite these pressures, there are also significant opportunities within the sector. These include addressing the projected shortfall in care beds and suites, leveraging technology to enhance and streamline service delivery, and developing strategies to improve workforce efficiency and make aged-care careers more attractive. Given the sector's chronic underfunding, there is scope to explore alternative funding models—such as ORAs—as well as new contracting arrangements and diversified revenue streams to ensure financial sustainability and incentivise large-scale investment.

In summary, while the residential care sector faces substantial and growing challenges—particularly in terms of outdated infrastructure, workforce constraints, and rising demand—it also offers substantial potential for innovation, integration, and expansion. Providers who can adapt and access the necessary resources will be well-positioned to meet the evolving needs of New Zealand's aging population.

[2] Care fees are set by the District Health Board rather than an individual site, so all Care Centres within a region will charge the same amount for a standard room. Rest home care is, give or take, around $1,300 per week – depending on the DHB. Hospital and dementia care costs more than rest home care; however, the MoH 'tops up' these amounts, so the maximum fee a resident will pay for a standard room at any level of care is this rest home fee of approximately $1,300.

8.2 Residential Care Facilities - Forecast Demand Indicators

The remainder of this section of the report evaluates current (baseline) demand and projects future demand for residential care beds and suites across the primary and secondary catchment areas, the Waikato Region, and the North Island. Table 25 presents a demand forecast based on SNZ population projections for people aged 85 and over. The model assumes an estimated penetration rate for care services within the growing 85+ population (2025–2048) and includes a 5% replacement factor to account for the need to renew aging bed stock over the forecast period.
Demand for residential care is influenced by several key variables, including:

- Growth and aging of the population
- Changes in independent life expectancy
- Availability of alternative health services (e.g. home support)
- Preferences for informal care (e.g. family or friends)
- Economic factors such as funding models, government policy, relative service costs, and the income and assets of older people

While the full impact of each variable is complex and challenging to predict, WEBSTER's projections are not intended to model every potential influence. Instead, the purpose is to provide a directional view of future demand and its likely scale to support strategic planning and investment decisions.

The forecasts are based on median population projections, an adjusted care penetration rate, and a 5% assumption for aged facility replacement, creating a simplified yet robust framework for anticipating future care bed and suite requirements. The analysis begins with an inventory of the current supply.

6.2.1 Residential Care Facilities - Supply

The following table lists the currently operating facilities and the estimated bed typology mix within each facility.

Table 21: Residential Care Facility – Supply Details – Ordered by Estimated Aged

Name	Owner	Resthome	Hospital	Dementia	Care Suites	Other*	TOTAL	Est. Building Age	Part of RV
Primary Catchment Area									
San Michele Home	Wimbledon Care Ltd	14	15	0	0	0	**29**	1935	No
Beattie Home	Beatie Community Trust Inc.	30	0	21	0	0	**51**	1940	No
Radius Windsor Court	Radius Care	8	48	20	0	0	**76**	1987	Yes
Camellia Resthome	Benhaven Care Ltd	30	0	0	0	0	**30**	1990	No
Te Ata Rest Home	Andrew Russ	29	0	0	0	0	**29**	2002	Yes
CHT Te Awamutu	CHT Healthcare Trust	10	30	20	0	0	**60**	2017	No
Primary Catchment Area		**121**	**93**	**61**	**0**	**0**	**275**		
Secondary Catchment Area									
Cambridge Life	Sound Care Group	27	30	0	0	0	**57**		No
Raglan Rest Home and	Maree Burley	27	9	0	0	0	**36**	1950	No
Cardrona Rest Home	Doreen & Trevor Beer	24	14	0	0	0	**38**	1955	No
Tamahere Eventide	Methodist Church NZ	43	24	43	0	0	**110**	1966	Yes
Cambridge Resthaven	Cambridge Resthaven	28	22	10	12	0	**72**	1972	Yes
Metlifecare St Andrew's	Metlifecare	2	7	0	15	0	**24**	1975	Yes
Atawhai Assisi Home and	Tamahere Eventide	39	47	0	0	0	**86**	1976	Yes
Rangiura Retirement Village	Rangiura Trust Board	35	23	16	0	0	**74**	1980	Yes
Resthaven-on-Burns	Cambridge Resthaven	17	15	16	0	0	**48**	1980	Yes
Ultimate Care Cambridge	Ultimate Care Group	16	15	16	0	0	**47**	1999	No
Te Awa Lifecare	Hurst Lifecare	0	0	0	59	0	**59**	2010	Yes
Hillview Home and Hospital	The Hillview Trust Inc.	40	13	0	0	0	**53**	2011	No
St Kilda Care Home	Bupa	0	0	0	80	0	**80**	2014	Yes
Summerset Down the Lane	Summerset	24	25	0	0	0	**49**	2018	Yes
Lauriston Park RV	Arvida	0	0	0	63	0	**63**	2023	Yes
Secondary Catchment Area		**322**	**244**	**101**	**229**	**0**	**896**		

Source: WEBSTER * includes "other" beds such as psychogeriatric and care for young disabled adults

- The PCA has an estimated 275 care beds in six facilities. No care suites are currently offered in the PCA; however, a high percentage of the care beds offer dementia-level care at 20%. Also of note is that only two of the six facilities are co-located with a retirement village.
- The SCA has an estimated 896 care beds and suites in 15 facilities, 10 of which are co-located with a retirement village. While the SCA has 229 care suites, 26% of the current supply, no care suites offer dementia-level care, and 43% of the current dementia care beds are located at Tamahere Eventide, an older facility run by the Methodist Church.

8.2.2 Residential Care Facilities - Development Pipeline

The table below provides an overview of the residential care facility development pipeline identified by WEBSTER in the primary and secondary catchment areas. WEBSTER has identified a residential care development pipeline totalling 60 care beds and suites in the PCA; however, the timing and certainty of delivery for both projects remain unclear. Within the SCA, Te Awa Lifecare has proposed the addition of 41 care suites designed to provide rest home and hospital-level care. In addition, six new care facilities are planned, comprising 345 beds and suites. This brings the SCA's total residential care development pipeline to 386 beds and suites.

Table 22: Residential Care Facility – Development Pipeline

Name	Owner	Stage	Care Beds			Care Suites		Other	Total
			Rest Home	Hospital	Dementia	Rest Home & Hospital	Dementia		
Primary Catchment Area									
Windsor Court	Radius Care	Early planning	0	20	0	0	0	0	**20**
Whai Mauri Ora	Arvida	Early planning	0	0	0	40	0	0	**40**
Total			**0**	**20**	**0**	**40**	**0**	**0**	**60**
Secondary Catchment Area									
Springwater Country Estate	D.P.S Developments	Early planning	0	0	0	40	0	0	**40**
The Henley Retirement	Oceania	Early planning	0	0	0	20	0	0	**20**
Broadwater Retirement	Qestral Corporation	In planning	0	0	0	61	20	0	**81**
Patrick Hogan Retirement	Ryman	In planning	17	17	34	0	0	0	**68**
Te Awa Lifecare	Hurst Lifecare	In planning	0	0	0	41	0	0	**41**
Summerset Cambridge	Summerset	Commenced	21	0	0	15	20	0	**56**
Tamahere Country Club	Sanderson Group	Commenced	0	0	0	60	20	0	**80**
Total			**38**	**17**	**34**	**237**	**60**	**0**	**386**

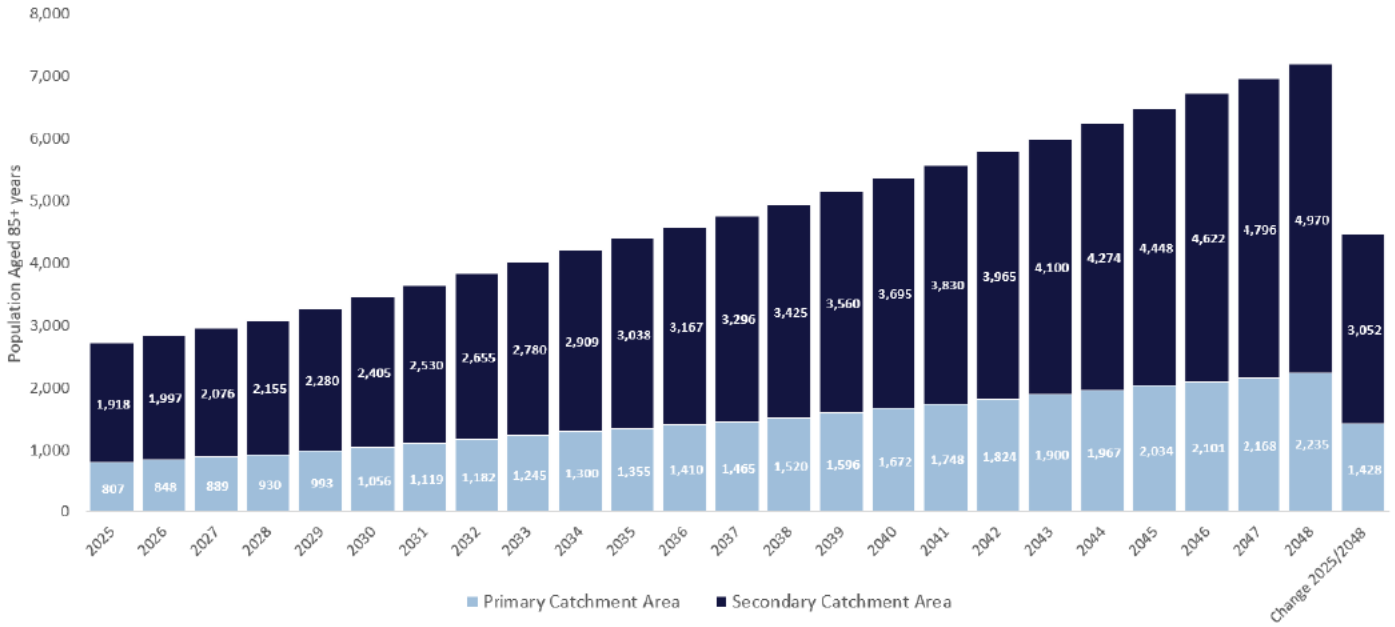
Source: WEBSTER Disclaimer: WEBSTER endeavours to provide a comprehensive account of the current development pipeline; however, it is acknowledged that additional projects that have not yet been identified or recorded within our databases may exist. Despite rigorous efforts to maintain accuracy and completeness, capturing all land transactions or development intentions may not be possible.

For further information on this residential care section development pipeline, refer to section 7.4.

8.2.3 Population Forecasts – 85+ years Cohort

The graph below illustrates medium scenario projections from Statistics New Zealand for residents aged 85 and older within the primary and secondary catchment areas between 2025 and 2048. The results indicate a growth of 1,428 residents in the PCA and 3,052 in the SCA over this period. In the primary and secondary catchment areas in 2025, there are an estimated 2,725 residents aged 85+ years, which is forecast to increase to 7,205 in 2048, a growth of 4,480 residents and 164%, a compound annual growth rate (CAGR) of 4.36%.

Graph 16: Population Forecasts – 85+ years Cohort – Primary & Secondary Catchment Areas



Source: WEBSTER; SNZ – medium scenario forecasts

8.2.4 Residential Care Facility – Occupancy Indicators

The following table provides the occupancy data recorded in the Ministry of Health (MoH) audits of the residential care facilities in the primary and secondary catchment areas. The overall result is an occupancy rate of 85% in the PCA and 87% in the SCA.

The data also shows no clear correlation between a facility's estimated opening year and the number of beds and suites, with the occupancy rate recorded for this facility at the audit date.

Table 23: Ministry of Health (MoH) Audit Occupancy Data

Premises Name	Est. Year First Opened	MoH Audit Date	MoH Bed/Suite Count	No. of Occupied Beds/Suites at Audit	% Occupied Indicator
Primary Catchment Area					
San Michele Home	1935	Nov-23	29	24	83%
Beattie Home	1940	Apr-24	57	55	96%
Radius Windsor Court	1987	Mar-23	76	63	83%
Camellia Resthome	1990	Apr-23	70	45	64%
Te Ata Rest Home	2002	Mar-24	29	27	83%
CHT Te Awamutu Home & Hospital	2017	Jan-25	60	58	97%
Total			**321**	**272**	**85%**
Secondary Catchment Area					
Cambridge Life		May-24	57	35	61%
Raglan Rest Home & Hospital	1950	n/a			
Cardrona Rest Home	1955	May-24	37	33	89%
Tamahere Eventide	1966	Oct-22	107	104	97%
Cambridge Resthaven (Vogel Street)	1972	May-24	57	35	61%
Metlifecare St Andrew's	1975	Jan-25	24	24	100%
Atawhai Assisi Home & Hospital	1976	Jan-25	86	83	97%
Rangiura Retirement Village & Care Home	1980	Feb-25	76	73	96%
Resthaven-on-Burns	1980	Jan-25	48	43	90%
Ultimate Care Cambridge Oakdale	1999	Feb-25	47	43	91%
Te Awa Lifecare	2010	Jan-24	78*	56	72%
Hillview Home & Hospital	2011	Nov-24	54	53	98%
St Kilda Care Home	2014	Jan-24	80	77	96%
Summerset Down the Lane	2018	Aug-22	66**	52	79%
Total			**817**	**711**	**87%**

Source: WEBSTER; MoH * includes 19 serviced cottages ** includes 17 serviced apartments

The following table provides a range of data points from the Te Whatu Ora ARC Quarterly Reporting Survey – September 2023, as referenced in the Aged Residential Care Sector Profile 2024 report published by the Aged Care Association (ACA). This survey collects detailed information on bed counts, resident occupancy, and facility characteristics across New Zealand's aged residential care sector.

Table 24: Te Whatu Ora ARC Quarterly Reporting Survey – September 2023 - Residential Care Bed Occupancy Rates*

District Health Board (DHB)	Rest Home	Hospital	Dual RH & H	Dementia	Psychogeriatric	Other	Overall
Waikato DHB	**94%**	**91%**	**90%**	**88%**	**94%**	**73%**	**91%**
Northland DHB	94%	96%	91%	95%	60%	100%	**93%**
Lakes DHB	94%	98%	74%	95%	95%	n/a	**85%**
Bay of Plenty DHB	90%	94%	93%	94%	97%	n/a	**93%**
Hawke's Bay DHB	95%	82%	88%	86%	91%	71%	**89%**
National	**91%**	**92%**	**88%**	**89%**	**88%**	**68%**	**90%**

*Source: WEBSTER; https://nzaca.org.nz/wp-content/uploads/2024/02/ARC-sector-profile-2024.pdf * This data excludes care suites sold via ORA or RAD*

Waikato DHB's residential care bed occupancy rates are generally at or above national averages across most service types, particularly for rest home, dual service, psychogeriatric, and "other" beds. The only areas where Waikato is slightly below the national average are hospital and dementia beds, but the differences are minor. Overall, Waikato's occupancy rates indicate a strong demand for aged residential care compared to the national picture.

8.2.5 Residential Care Beds & Suites - Forecast Demand

The table below presents a population-based demand forecast for care beds and suites across selected geographical areas. It draws on Statistics New Zealand's medium population projections for residents aged 85 and over and applies a 36% penetration rate to the forecast population growth from 2025 to 2048 (we acknowledge that this fixed rate assumes care preferences/needs remain unchanged, though real-world adoption may shift due to health trends, home-care alternatives, or policy changes). In addition, a 10% bed replacement factor is applied to account for the need to renew ageing stock within the current supply.

Table 25: Residential Care Facility - Care Bed & Suite Demand Forecasts 2025/2048

Demand Drivers/Model Variables/Outcomes	Primary Catchment Area	Secondary Catchment Area	Waikato Region	North Island
Population Counts – 85+ years				
June 2025 Estimate	807	1,918	10,158	77,358
June 2048 Forecast	2,235	4,970	27,450	207,370
Change 2025/2048	*1,428*	*3,052*	*17,292*	*130,012*
Current Supply & Penetration Rates				
Est. Number of Care Beds & Suites*	275	896	3,672	28,107
85+ Penetration Rate	34.1%	46.7%	36.1%	36.3%
Residential Care Facility Age Profile				
Est. No. of Beds/Suites in Facilities Est. pre-1980	80	423	1,175	7,959
Est. % of Beds/Suites in Facilities Est. pre-1980	29.1%	47.2%	32.0%	28.3%
Current Supply Level Indicator - 85+ PR 36%				
Count (number added or removed to create an 85+ PR of 36%)	+16	-206	-15	-258
% of Total Supply	+5.8%	-23.0%	-0.4%	-0.9%
Demand Growth 2025 - 2048				
Penetration rates applied to population growth 2025/2048	36%	36%	36%	36%
Demand generated by population growth 2025/2048	514	1,099	6,225	46,804
Replacement of aged care beds/suites – 10% April 2025 supply	28	90	367	2,811
Total Additional Care Beds/Suites 2025/2048	**542**	**1,189**	**6,592**	**49,615**
Average Additional Care Beds/Suites 2025/2048 per Annum	**24**	**52**	**287**	**2,157**
Development Pipeline (DP) Indicators – April 2025	**60**	**386**	**1,105**	**5,556**
No. of Average Demand Yrs. Meet by the Current DP	**2.5**	**7.5**	**3.9**	**2.6**

Source: WEBSTER: SNZ Population Forecasts – Medium Scenario * Includes care suites, rest home care, medical, dementia, geriatric, physical, psychogeriatric, hospital (aged care)

8.2.6 Residential Care Facility Age Profile

- The data reveals that a significant portion of the secondary catchment areas' residential care infrastructure is ageing, with an estimated 46.7% of all care beds and suites located in facilities first established before 1980. The percentage for the primary catchment area is 29.1%, which is more in line with the results for the Wikato Region (32.0%) and nationally (28.3%).
- The high share of beds in older facilities has several implications for the sector. Operationally, these facilities may face increasing costs and compliance pressures as they age, and they may struggle to provide the standard of care and amenities that today's residents and their families expect. From an investment perspective, there is a clear need for capital to be directed towards refurbishing or replacing these older assets, particularly in areas like the secondary catchment area, where the issue is most acute. At the same time, this presents a strategic opportunity for operators and investors to modernise the sector, improve care quality, and better position themselves to meet the rapidly growing demand for residential care in the coming decades.
- This reinforces the need for accelerated investment in both new care bed capacity and the renewal of aging facilities, particularly in the SCA, where reliance on pre-1980 infrastructure is highest. The sector is thus presented with a strategic opportunity: to modernise aged stock, improve care environments, and position itself for a major demographic-driven expansion in demand through 2048.

8.2.7 Current Supply Level Indicator - 85+ PR 36%

- The "Current Supply Level Indicator - 85+ PR 36%" section measures how the current supply of care beds and suites compares to the number required to achieve a 36% penetration rate among the 85+ population in each geographical area (i.e. supply sufficent care beds and suites to accommodate 36% of the area's population aged 85+ years).
- In the primary catchment area, the indicator shows a figure of +16 beds; this means that to reach a 36% penetration rate, an additional 16 beds would need to be added to the current supply. In other words, the PCA is currently under-supplied by 16 beds, representing 5.8% of its existing supply.
- Conversely, the secondary catchment area displays a figure of -206 beds (23.0% of the current supply). Here, the negative value indicates that there are 206 more beds than required to achieve a 36% penetration rate for the area's residents. This indicates that the SCA is either over-supplied or functions as a provider of residential care beds and suites for individuals from outside the area. The 87% occupancy data in the previous section supports the latter explanation.

8.2.8 Demand Growth 2025 – 2048: Residential Care Facilities – Care Bed & Suite Demand Forecasts

- The demand model forecasts a substantial increase in the need for residential care beds and suites across the primary and secondary catchment areas, the Waikato region, and the North Island between 2025 and 2048. This projection is driven primarily by demographic trends, particularly the rapid growth of the 85+ age group. For example, the North Island's population aged 85 and over is expected to surge by 130,012, rising from 77,358 in 2025 to 207,370 in 2048. The Waikato Region will see its 85+ population increase by 17,292, while the primary and secondary catchment areas will grow by 1,428 and 3,052, respectively, over the same period.
- To estimate future demand, the model applies a constant 36% penetration rate to this population growth, reflecting the proportion of older adults likely to require residential care. As a result, population growth alone is projected to generate demand for an additional 46,804 care beds and suites in the North Island, 6,225 in Waikato, 1,099 in the secondary catchment, and 514 in the primary catchment. In addition to new demand from population growth, the model also accounts for the need to replace ageing infrastructure, assuming that 10% of the April 2025 supply will need to be replaced by 2048. This replacement requirement adds 2,811 beds or suites in the North Island, 367 in Waikato, 90 in the secondary catchment, and 28 in the primary catchment.
- When these two drivers- population growth and facility replacement combined- the total number of additional care beds and suites required by 2048 rises to 49,615 in the North Island, 6,592 in Waikato, 1,189 in the secondary catchment, and 542 in the primary catchment. On an annual basis, this equates to an average of 2,157 new beds or suites per year in the North Island, 287 in Waikato, 52 in the secondary catchment, and 24 in the primary catchment.
- However, the currently identified development pipeline as of April 2025 falls well short of meeting this projected demand. The North Island has 5,556 beds or suites in the pipeline, Waikato has 1,105, the secondary catchment has 386, and the primary catchment has just 60; this means that, at current rates, the pipeline would only cover 2.6 years of average new demand in the North Island, 3.9 years in Waikato, 7.5 years in the secondary catchment, and 2.5 years in the primary catchment.
- These projections highlight the significant challenge facing the residential care sector; rapid population ageing and replacing outdated facilities will require sustained and substantial investment. The current development pipeline is insufficient to meet long-term demand, underscoring the urgency for strategic planning, accelerated approvals, and innovative approaches to care facility development in the years ahead. Without a significant increase in sector investment and capacity, there is a high risk of a significant shortfall in residential care provision for New Zealand's growing elderly population.

8.2.9 Secondary Catchment Area: Residential Care Sector

The secondary catchment area currently exhibits an oversupply of residential care beds and suites when benchmarked against a 36% penetration rate for the 85+ population. Specifically, the model indicates that there are 206 more beds than required to meet this target, representing an excess of 23% over the estimated demand for the area. Despite this, occupancy statistics from recent Ministry of Health audits do not reflect a corresponding surplus: the SCA maintains a robust average occupancy rate of 87%, which is well above the level typically associated with oversupplied markets. This apparent disconnect suggests that the SCA's care facilities serve a broader population than just residents within the catchment boundaries, likely drawing from the remainder of the Waikato Region and perhaps even further afield.

Moreover, the SCA's development pipeline is robust, with 386 beds or suites in active planning or construction as of April 2025. This pipeline is sufficient to meet an average of 7.5 years of forecasted demand growth from residents in the area, a much higher coverage than seen in other areas of New Zealand. The combination of substantial current supply, high occupancy indicators, and a strong pipeline reinforces the SCA's role as a key provider of residential care for its residents and the wider region. This dynamic highlights the importance of considering cross-boundary demand flows and regional service patterns when planning future investment and capacity in the sector.

Given the significant cross-boundary demand generated by the concentration of residential care facilities in the secondary catchment area, our analysis focuses on the total demand from residents across the Waikato Region. The clustering of retirement villages in the secondary catchment will act as a draw for older residents for the Waikato Region and beyond, resulting in service utilisation extending well beyond local catchment boundaries. This regional perspective better reflects the true demand dynamics and the secondary catchment's function as a hub for residential care provision in the wider area.

8.2.10 Timing of Residential Care Bed & Suite Demand 2025 - 2048

The graphs in the following section illustrate the projected timing and scale of demand for residential care beds and suites from 2025 to 2048, based on the WEBSTER residential care forecast model. This model applies a 36% penetration rate to the 85+ population forecasts (medium scenario, SNZ 2025–2048) and an additional 10% replacement variable to account for ageing stock. The graphs compare projected demand against current supply levels, including and excluding beds and suites in facilities opened before 1980, and the additional capacity identified in the development pipeline (WEBSTER NZRCFD). Serviced apartments certified for rest home-level care have been excluded from the current supply estimate.

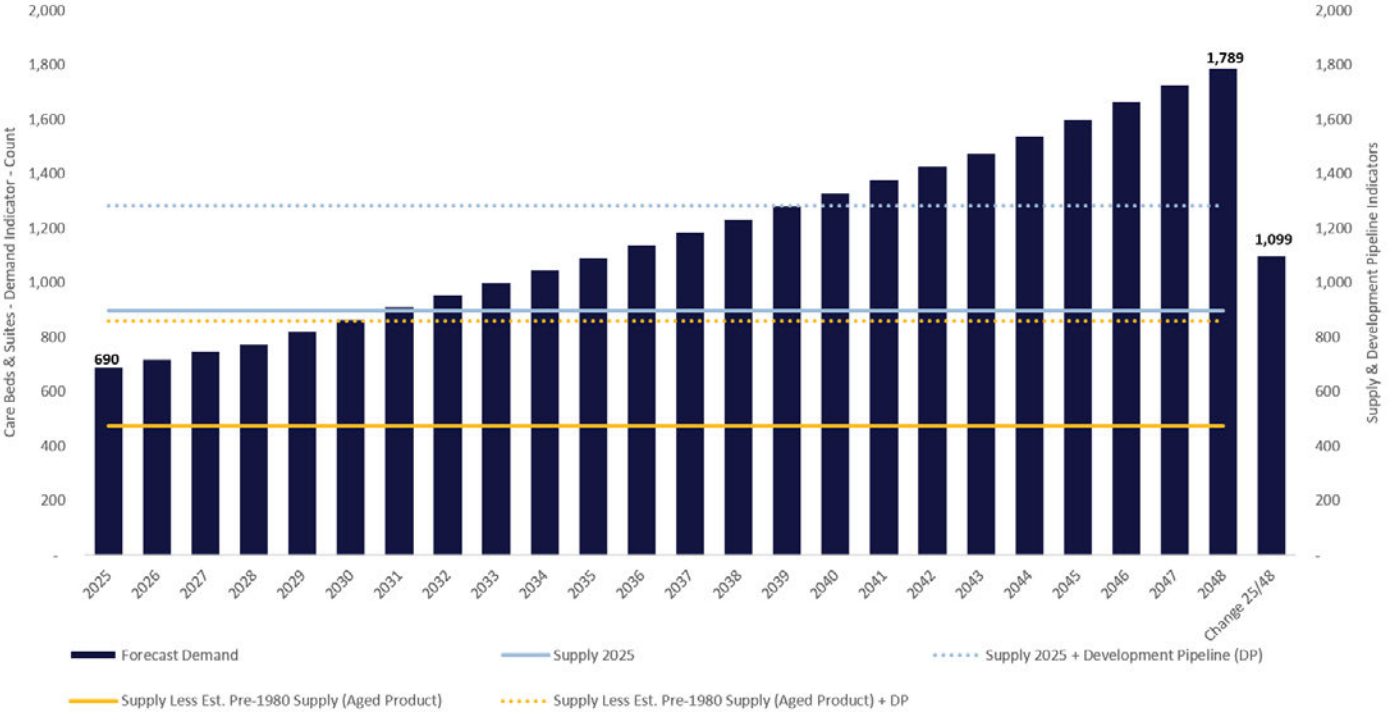
Primary Catchment Area: The graph for PCA highlights a substantial and widening gap between projected demand and the existing supply of residential care beds and suites over the next two decades. This shortfall becomes even more pronounced when older facilities (opened pre-1980) are excluded from the analysis. The current development pipeline—comprising 60 care beds and suites, all still in the early planning stages with uncertain delivery—would only address a small portion of near-term demand. Overall, an estimated 514 additional care beds and suites will be required to meet the needs of PCA residents between 2025 and 2048.

Graph 17: Primary Catchment Area - Residential Care Beds & Care Suites - Demand Timing Indicator

Source: WEBSTER; based on data sourced from Stats. NZ – Medium Scenario Population Forecasts

Secondary Catchment Area: The graph for the SCA underscores the area's reliance on demand from outside its boundaries to support its residential care facilities. It also reflects the high concentration of existing aged care infrastructure and the scale of the development pipeline within the area. It also illustrates that to meet the projected needs of SCA residents alone, approximately 1,099 additional care beds and suites will be required between 2025 and 2048.

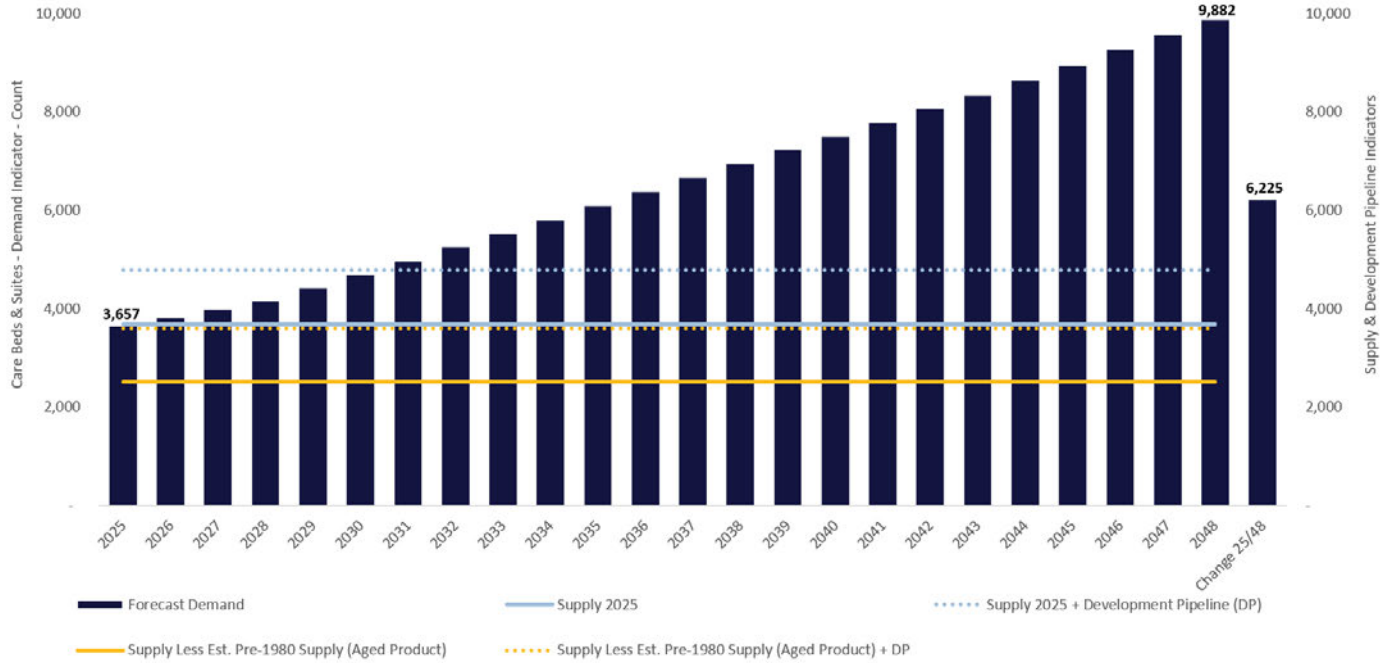
Graph 18: Secondary Catchment Area - Residential Care Beds & Care Suites - Demand Timing Indicator



Source: WEBSTER; based on data sourced from Stats. NZ – Medium Scenario Population Forecasts

Waikato Region: The graph for the Waikato Region highlights a substantial and widening gap between projected demand and the existing supply of residential care beds and suites over the next two decades. This shortfall becomes even more pronounced when older facilities (opened pre-1980) are excluded from the analysis. The current development pipeline, comprising 1,105 care beds and suites, would address the demand forecasts to circa 2030; however, an additional 5,183 care beds and suites will be needed after this time. Overall, an estimated 6,225 additional care beds and suites will be required to meet the needs of Waikato Region residents between 2025 and 2048.

Graph 19: Waikato Region - Residential Care Beds & Care Suites - Demand Timing Indicator



Source: WEBSTER; based on data sourced from Stats. NZ – Medium Scenario Population Forecasts

8.3 Key Considerations for the Forecast Methodology

- Penetration Rate Assumption: The forecast penetration rates may not account for:
  - Potential changes in care preferences or advancements in home-based care technologies.
  - Increased community-based services or home care might reduce the need for residential care beds and suites.
  - Potential policy changes could impact demand, such as shifts in government funding for aged care.
- Population Forecast Reliability: The projections rely on Statistics NZ's medium scenario population forecasts; there is the potential for demographic shifts or unexpected events that could alter these projections.
- Regional Variations: Local factors may influence demand, and the 85+ penetration rate might not capture these geographical nuances.
- Replacement Rate: It is worth considering whether the 10% replacement rate might change over the forecast period due to evolving building standards or care requirements.
- Economic Factors: Affordability could influence demand; for example, if most new residential care facilities brought to market involve care suites sold via an ORA, this will impact demand, as this product will not be an option for many NZ residents aged.
- As with any long-term forecast, it's crucial to regularly review and update the projections as new data becomes available and market conditions evolve.

9.0 COMPETITION & PRICE POINT INDICATORS

9.1 Introduction

The following section summarises the data in Appendix B, which presents a detailed analysis of three retirement village and residential care facilities in Te Awamutu, eight in Cambridge, four in Hamilton and a further three from the Waikato Region. There are also six further retirement villages in other New Zealand regions.

The details provided for each retirement village and residential care facility cover various variables, including the owner/operator, address, website, the year the village opened to residents, unit typologies within the retirement village, and the number of units under each typology. Information also includes the care facilities available, minimum age of entry, location demand drivers, land and building areas, construction materials, and rateable value. Additional details encompass on-site facilities, price point indicators by unit typology and bedroom count, current or recently available units, ORA pricing, square meterage, and price per square metre. This section is followed by an analysis of the local residential market, utilising two data sources: CoreLogic valuations as of March 2025 for all properties observed within each SA2 area and REINZ sales data for the year ending March 2025 for each local suburb.

The information in this section is sourced from individual retirement village websites and platforms such as Eldernet, Village Guide, RVA, NZCO, and Oneroof. In addition, data is collected through mystery shopper inquiries made directly to the sales teams at each retirement village.

The following is a list of the retirement villages and residential care facilities analysed and summarised in Appendix B.

	Name	Location	Owner/Operator
B 1.0	**Te Awamutu**		
B 1.1	Whai Mauri Ora	Te Awamutu	Arvida
B 1.2	Highfield Country Estate	Te Awamutu	Highfield Country Estate
B 1.3	Windsor Court Village	Ohaupo	Radius Care
B 2.0	**Cambridge**		
B 2.1	Cambridge Oaks Village	Cambridge	Freedom Lifestyle Villages
B 2.2	Cambridge Resthaven	Cambridge	Cambridge Resthaven Trusts Board
B 2.3	Lauriston Park Retirement Village	Cambridge	Arvida
B 2.4	Metlifecare St Andrew's	Cambridge	Metlifecare
B 2.5	St Kilda Retirement Village	Cambridge	Bupa
B 2.6	Te Awa Lifecare Village	Cambridge	Hurst Lifecare & Te Awa Lifecare Village
B 2.7	Patrick Hogan Retirement Village	Cambridge	Ryman
B 2.8	Summerset Cambridge	Cambridge	Summerset
B 3.0	**Hamilton**		
B 3.1	Tamahere Country Club	Tamahere/Hamilton	Sanderson Group
B 3.2	Tamahere Eventide	Tamahere/Hamilton	Tamahere Eventide Home Trust
B 3.3	Atawhai Assisi Home & Retirement Village	Tamahere/Hamilton	Tamahere Eventide Home Trust
B 3.4	Summerset Down the Lane	Hamilton	Summerset
B 4.0	**Waikato Region**		
B 4.1	Matamata Longlands	Matamata	Freedom Lifestyle Villages
B 4.2	Lockerbie Village	Morrinsville	Lockerbie Estate Ltd
B 4.3	Longridge Country Estate	Paeroa	Longridge General Partner Ltd
B 5.0	**Other Regions**		
B 5.1	Rotorua Lakes Lifestyle Village	Rotorua	Freedom Lifestyle Villages
B 5.2	Papamoa Sands	Papamoa	Freedom Lifestyle Villages
B 5.3	Omokoroa Country Estate	Omokoroa	Sanderson Group
B 5.4	Warkworth Oaks	Warkworth	Real Living Group
B 5.5	Oakridge Villas	Kerikeri	Metlifecare
B 5.6	Te Puna Waiora	Kerikeri	Arvida

9.2 Factors Influencing Retirement Village Units & Care Suite Pricing – New Zealand

- Location and Market Factors
  - Geographic Location: Regional differences in living costs and property values across New Zealand significantly impact pricing. Villages in high-demand, high-cost areas typically command higher prices.
  - Market Demand: The level of demand for retirement village units in a specific area can drive prices up, especially in popular retirement destinations.
  - Village Occupancy Rates: High occupancy rates in a village or area may lead to higher pricing due to limited availability.

- Village Characteristics:
  - Village Type: Retirement villages range from modest accommodations to luxurious resort-style communities. The level of amenities and services offered influences prices.
  - Age and Condition: Newer villages or those that have undergone recent renovations may have higher price points.
    - Pricing strategies, such as loss-leader prices, are designed to attract prospective residents or sell down the early stages of a new development.
  - Care Facilities: The availability and quality of on-site care facilities, including dementia-level care, can influence pricing, especially for care suites.
- Unit Specifics: Unit type, size, and location are crucial in pricing. Features such as garaging, parking, and storage options can further affect the price points.
- Services and Fees
  - Range of Services: The scope of services, such as meals, housekeeping, and healthcare, affects pricing. Villages with more extensive service offerings generally have higher price points.
  - Deferred Management Fee (DMF): The DMF, often between 25% and 30%, and the period over which it accrues are critical factors in pricing.
  - Weekly Fees: Although not included in the initial purchase price, the structure and amount of ongoing weekly fees significantly impact the overall cost for residents. Key considerations include whether these fees are fixed or variable and when they cease to apply.
- Operator and Legal Considerations:
  - Operator Reputation: Well-established operators with strong reputations may command higher prices due to perceived quality and reliability.
  - Legal Structure: The specific legal arrangement (e.g., license to occupy, unit title) can influence pricing and long-term financial implications.
  - Capital Gains Policy: Some villages allow residents to share capital gains (or losses), which can affect pricing and the overall value proposition.
- Additional Cost Factors:
  - Refurbishment Costs: Policies surrounding unit refurbishment upon a resident's exit can significantly influence the overall costs for residents.
  - Other Costs: Additional expenses, such as legal fees and the party responsible for covering them, along with promotional offers like six months of free weekly fees, also play a role in pricing and consumer decision-making.

9.3 Market Positioning & Gap Analysis

This section assesses the current market positioning of retirement villages and residential care facilities within the PCA and SCA. It evaluates each facility's placement across two key dimensions: the continuum of care provided (from independent living to dementia care) and affordability. The purpose is to identify unmet demand, competitive clustering, and strategic development opportunities relevant to future projects such as the proposed 2050 Ohaupo Road development.

9.3.1 Current Market Overview

The PCA and SCA collectively offer a broad spectrum of retirement living and care options. However, supply is unevenly distributed across the care and affordability spectrum.

Continuum of Care
- PCA: Primarily composed of independent living-only villages (e.g., Highfield Country Estate, Whai Mauri Ora[3]), with Windsor Court as the only facility currently providing a full continuum of care, including residential services.
- SCA: Features a more diverse range of facilities, with several villages (e.g., Cambridge Resthaven, Tamahere Eventide) offering integrated care models spanning independent living (IL), assisted living (AL), and specialist services such as dementia care. Newer developments like Te Awa Lifecare focus on high-care environments, including hospital-level support.

Affordability
- PCA: Most villages target the affordable to mid-range price segment. However, the absence of integrated care services at many of these facilities limits their appeal to aging residents seeking long-term continuity.
- SCA: Shows a broader spread, with options ranging from low-cost trust-operated models (e.g., Cambridge Resthaven) to high-end and luxury offerings such as Tamahere Country Club.

Operator Influence
- Local charitable trusts and nonprofits typically drive affordability (e.g., Resthaven Trust).
- Branded national operators (e.g., Arvida, Summerset, Ryman) are clustered in the mid to upper market, offering more comprehensive amenities and often care-integrated product types.

[3] Whai Mauri Ora is in the early planning stages for a 40-suite residential care facility; however, the commitment to proceed and the timing of development remain uncertain at this stage.

Table 26: Market Positioning & Gap Analysis

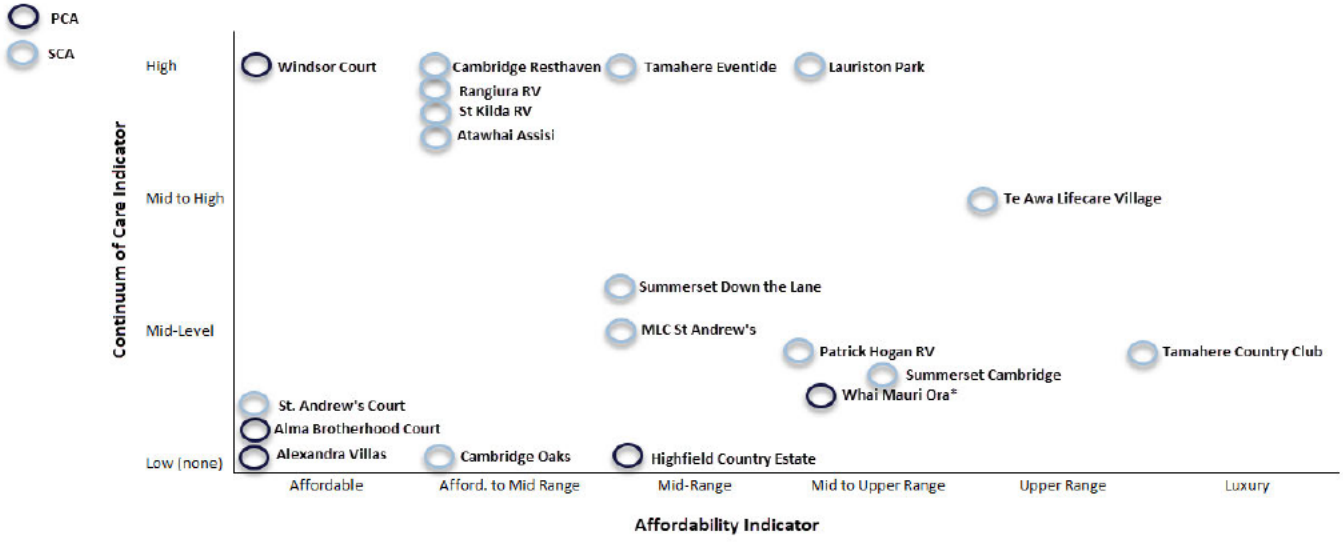
Retirement Village	Continuum of Care Range	Affordability Range	Notes
Primary Catchment Area			
Whai Mauri Ora	Low to Mid*	Mid to Upper	New, IL only, care planned (40 DP), Arivda is mid-market with premium options
Highfield Country Estate	Low (none)	Mid	Large, private, IL only, no care
Windsor Court	High	Affordable	IL + full care
Alma Brotherhood Court	Low	Affordable	Small, IL only, no care
Alexandra Villas	Low	Affordable	Small, IL only, no care
Secondary Catchment Area			
Cambridge Resthaven	High	Affordable/Mid	IL, AL, large care facility at all levels of care, trust-run
Metlifecare St Andrew's	Mid	Mid	IL + small care facility (24 beds), established operator, mid-market
Rangiura Retirement Village	High	Affordable/Mid	IL + moderate care facility
St. Andrew's Court	Low	Affordable	Small, IL only, no care
Tamahere Eventide	High	Mid	IL + large care facility
Lauriston Park Retirement Village	High	Mid/Upper	Large, IL + care facility, Arvida mid/upper
Summerset Down the Lane	Mid	Mid	IL, AL, care facility; Summerset offers full continuum, mid/upper
St Kilda Retirement Village	High	Affordable/Mid	IL, AL, large care facility; Bupa, newer
Cambridge Oaks	Low (none)	Affordable to Mid	Large, IL only, no care; Freedom model, affordable
Te Awa Lifecare Village	Mid to High	Upper	IL, AL, large care facility; new, high care ratio
Tamahere Country Club	Low to Mid	Luxury	Large, IL only, care beds planned (80 DP); premium-style new village
Atawhai Assisi	High	Affordable/Mid	IL + large care facility; new, high care ratio
Summerset Cambridge	Low to Mid	Mid/Upper	New, IL only, care beds planned (56 DP); Summerset mid/upper
Patrick Hogan Retirement Village	Low to Mid	Mid/Upper	New, IL only, care beds planned (68 DP); Ryman mid

Source: WEBSTER * The development of a residential care facility is yet to be confirmed.
Note: Development plans for a residential care facility were treated as "low to mid" on the continuum of care axis, as these facilities are not yet operational and, in some cases, not confirmed to be delivered.
IL = Independent Living, AL = Assisted Living

Graph 20 plots villages across a matrix of care provision (vertical axis) and affordability (horizontal axis). Key patterns include:

- PCA: Facilities are clustered in the lower-left quadrant (affordable and low-care), with Windsor Court as the lone exception offering high care at affordable pricing.
- SCA: Offers a more balanced distribution, with notable entries into both the premium care (Te Awa Lifecare) and luxury independent living (Tamahere Country Club) segments.

Graph 20: Market Positioning & Gap Analysis – Primary and Secondary Catchment Areas



Source: WEBSTER * The development of a residential care facility is yet to be confirmed.
Note: Development plans for a residential care facility were treated as "low to mid" on the continuum of care axis, as these facilities are not yet operational and, in some cases, not confirmed to be delivered.

9.3.2 Market Gaps Identified

Based on the current landscape, several market gaps are evident:

- Affordable, High-Quality Independent Living
  - Gap: Sub-$600,000 units are available, but often dated or poorly rated (e.g., Windsor Court).
  - Opportunity: Deliver compact, modern homes (80 – 100 sqm) with competitive DMF structures (<25%) and low weekly fees.
- Premium Integrated Care Facilities
  - Gap: Limited options combining high-spec independent living with on-site rest home/hospital/dementia care. Existing models (e.g., Te Awa Lifecare, Tamahere Country Club) are either new or planned.
  - Opportunity: Develop a high-end village offering seamless aging-in-place, targeting wealthier retirees seeking assurance of care continuity.
- Specialised Dementia Care
  - Gap: Concentrated in legacy facilities with older infrastructure (e.g., Tamahere Eventide).
  - Opportunity: Create modern, purpose-built dementia care environments with sensory gardens, secure outdoor spaces, and specialised staff training.
- Transitional Living Models
  - Gap: Few facilities offer a clear step-down journey from IL to AL and eventually to care. Most care-integrated villages are large and SCA-based.
  - Opportunity: Introduce flexible complexes that allow for internal relocation as needs change, which is particularly important for aging-in-place strategies.
- Active Lifestyle Communities (Premium/Younger Retirees)
  - Gap: Limited options targeting the 55–65 age bracket, especially those seeking a 'lifestyle-first' retirement model with wellness amenities.
  - Opportunity: Consider introducing wellness-focused environments (e.g., onsite gyms, coworking hubs, nature access).
- Financial Model Flexibility
  - Gap: Most villages follow standard DMF models (25 – 30% over 3–4 years), with little innovation.
  - Opportunity: Differentiate through hybrid offerings—e.g., reduced DMF plus partial capital gain sharing or longer accrual periods.

9.3.3 Strategic Development Opportunities

To capitalise on identified gaps and the locational strengths of the primary catchment area, the following development strategies are proposed for consideration and further research:

- Premium Integrated Care Village: A high-end retirement village offering luxury independent living units alongside hospital and dementia care suites. Emphasise wellness amenities and health-first living (e.g., onsite GP, physiotherapy).
- Affordable Full-Care Village: Replicate the Resthaven Trust model in the primary catchment area to offer a full continuum of care at entry-level pricing, potentially in partnership with health boards.
- Dementia-Focused Facility: Develop a purpose-built dementia care facility with secure environments and specialised care philosophies.
- Hybrid Transitional Complex: Integrate independent living, assisted living, and care facilities in one village footprint, supported by adaptable unit designs for "future-proofed" retirement.

Table 27: Possible Market Positioning

Aspect	Possible Positioning
Price Point	Mid-tier priced villas $700,000 – $900,000 with $595,000 – $675,000 (1-bed apartments/units/cottages); $6,500 – $7,500/sqm
Facilities	Premium facilities to undercut Ryman, Summerset and Arvida
Timing	Facilities and care facilities introduced in stages 1 and 2
Unit Mix	65% 2-bed villas (100 – 130 sqm), 20% 3-bed villas (150 – 180 sqm), 15% 1-bed apartments/units/cottages (70 – 90 sqm)
Residential Care Facility	Introduced in stage 1 or 2, and provides all levels of care. Example: stage one; 20 bed/suite rest home & hospital-level care, stage 2: 10 beds/suites with dementia-level care. With the potential to expand subject to demand.
Unique Selling Proposition	"Health-first living" – On-site GP clinic, physio, wellness centre, fitness studio, and optional telehealth integration. Strength of the continuum of care.
DMF Structure	20% cap over 5 years (4% p.a.); 10% capital gain sharing to operator; no DMF for first 12 months if exit occurs within year one
Sales Velocity Strategy	Entry prices around 10% below Cambridge median; early incentives include 12-month deferred weekly fees on off-plan sales; sales agent partnerships in Hamilton/Cambridge
Risk Mitigation	Offer superior value relative to competing villages. Introduce targeted promotions such as a 12-month deferral of weekly fees for off-plan purchasers, and reduced weekly fees during early stages until core amenities are fully operational. Ensure pricing and fee structures align with the services and facilities available at each development phase. Select a village name that resonates with the aspirations and identity of the target resident demographic.

Source: WEBSTER

Summary Implications for 2050 Ohaupo Road: The primary catchment area is underserved in both high-care and high-spec options, suggesting strong latent demand for a care-integrated village with either premium or budget-oriented positioning. The site's location could support either a mid-market health-first village (filling the affordable care gap) or a boutique premium village targeting active and affluent retirees seeking full-service lifestyle options.

9.4 Vacancy & Time to Sell Data

The following table summarises the vacancy and time-to-sell data in the latest disclosure statements lodged by each retirement village with the New Zealand Companies Office.

Table 28: Vacancy & Time to Sell Data

	Parent Company	No. of Retirement Village Units	Disclosure Statement Date	Vacancy %	Time to Sell Data (over the 12 months prior)
Te Awamutu					
Whai Mauri Ora	Arvida	124	October 2024	n/a	n/a
Highfield Country Estate	Highfield Country Estate	130	September 2023	0%	44 days (7 resales)
Windsor Court Village	Radius Care	22	September 2024	4.5%	232 days (2 resales)
Cambridge					
Cambridge Oaks Village	Freedom Lifestyle	204	November 2024	1.5%	101 days (15 resales)
Cambridge Resthaven	Cambridge Resthaven	128	May 2022	0.8%	56 days
Lauriston Park RV	Arvida	198	October 2024	n/a	n/a
Metlifecare St Andrew's	Metlifecare	53	June 2024	11.5%	0 days (6 resales)
St Kilda Retirement Village	Bupa	118	July 2024	1.7%	147 days (10 resales)
Te Awa Lifecare Village	Hurst Lifecare	78	December 2024	0.0%	183 days (4 villa resales)
Patrick Hogan RV	Ryman	64	October 2024	10.9%	0 days (36 sales)
Summerset Cambridge	Summerset	65	June 2024	n/a	n/a
Hamilton					
Tamahere Country Club	Sanderson Group	67	July 2024	0.0%	122 days (1 villa resale)
Tamahere Eventide	Tamahere*	145	November 2022	n/a	n/a
Atawhai Assisi Home & RV	Tamahere*	62	July 2022	n/a	n/a
Summerset Down the Lane	Summerset	233	June 2024	n/a	n/a
Waikato Region					
Matamata Longlands	Freedom Lifestyle	242	September 2024	1.7%	66 days (9 resales)
Lockerbie Village	Lockerbie Estate	69	October 2024	15.9%	336 days (3 villa resales)
Longridge Country Estate	Longridge General	83	April 2025	7.9%	365 days (4 resales)
Other Regions					
Rotorua Lakes	Freedom Lifestyle	105	September 2024	12.4%	80 days (39 sales)
Papamoa Sands	Freedom Lifestyle	179	September 2024	0.0%	3 days (9 resales)**
Omokoroa Country Estate	Sanderson Group	146	September 2024	4.8%	286 days***
Warkworth Oaks	Real Living Group	62	August 2022	n/a	n/a
Oakridge Villas	Metlifecare	137	August 2024	5.5%	287 days (1 resale)
Te Puna Waiora	Arvida	90	September 2024	n/a	n/a

Source: WEBSTER; based on data sourced from the New Zealand Companies Office * Tamahere Eventide Home Trust ** sold before residents moved out *** Time to settle after keys returned ranged from 111 to 554 days, averaging 286 days; however, time to settle after refurbishment ranged from 0 to 379 days, averaging 130 days.

- Vacancy Rates: Most retirement villages reported low vacancy rates, typically between 0% and 6%. Notable exceptions include Metlifecare St Andrew's (11.5%), Patrick Hogan RV (10.9%), Lockerbie Village (15.9%), Rotorua Lakes (12.4%) and Longridge Country Estate (7.9%)
- Time to Sell: The time to sell a unit varies widely: Fastest: Papamoa Sands (3 days), Patrick Hogan Retirement Village and Metlifecare St Andrew's (0 days, indicating immediate resale or pre-sale).
  - Typical: Many villages report 40–150 days, which aligns with a moderate market pace.
  - Slowest: Lockerbie Village (336 days), Longridge Country Estate (365 days), Oakridge Villas (287 days), Omokoroa Country Estate (286 days).
  - Villages with higher vacancy rates generally have longer times to sell, suggesting weaker demand or market friction in those locations.
- Data Gaps: Several villages, including some operated by major brands (Arvida, Summerset), have "n/a" for both vacancy and time-to-sell data; this limits the ability to draw conclusions about those specific sites.

9.5 Summerset Cambridge – Promotion Package

Promotion: $30,000 cashback, $2,000 towards legal fees, a moving package and no weekly fees for 12 months—six months to sell a previous home, $40,000 whiteware cashback, garage carpet plus an additional $20,000 if settled by 30th June 2025. Promotion Package – Terms & Conditions: https://app.box.com/s/hf0gnmibeu7c3xugyyek7pb8wrd341bl. The following text summarises an analysis of the potential reasoning behind this extensive promotional package.

The Retirement Village Market Landscape

- Property Market Challenges in Cambridge and Waikato: The current property market conditions in Cambridge and the broader Waikato region create specific challenges for retirement village operators:
  - Sluggish Regional Property Market: The Waikato region experienced a 0.3% decline in property values in early 2025, creating a challenging environment for prospective residents trying to sell their existing homes.
  - Cambridge's Premium Position: With an average house value of $1,066,700, Cambridge is the most expensive suburb in Waipa District. This premium positioning necessitates attractive incentives to justify the investment for prospective residents.
  - Shifting Asking Prices: While Cambridge's median sale price increased slightly by 0.7% to $1,020,000, the median asking price declined by 4.3% to $1,100,000, suggesting sellers have to adjust expectations downward.

- Summerset's Strategic Imperatives: Several factors within Summerset's business strategy appear to be driving their promotional approach:
  - New Development Momentum: Summerset Cambridge is still in development, with the residential care centre scheduled to open in late 2025. The village will eventually offer nearly 260 homes, including villas, cottages, and serviced apartments. Creating early sales momentum is crucial for new developments to validate the investment and fund ongoing construction.
  - Quarterly Sales Targets: Summerset's Q1 2025 metrics show they achieved 290 sales nationwide (132 new sales and 158 resales), which was 14% higher than the same period in 2024. The company appears focused on maintaining this momentum through targeted promotions with specific settlement deadlines.
  - Regional Diversification Strategy: Summerset has highlighted that 50% of their sales are now coming from outside Auckland, Wellington, and Christchurch. This suggests a deliberate strategy to expand their regional presence, with Cambridge being an essential part of that approach.

- The Economic Context: The promotional strategy must also be understood within the broader economic environment:
  - Construction Cost Pressures: The retirement village sector has faced an "inflationary economic environment" impacting construction costs. These increased costs need to be balanced with competitive pricing.
  - Consumer Financial Pressures: With the general economic climate creating financial pressure on retirees, the substantial cashback offers ($30,000 standard, with an additional $20,000 for early settlement) directly address affordability concerns.
  - Competitive Luxury Market: The retirement village sector is trending toward premium developments with a wide range of high-end amenities. Summerset Cambridge positions itself in this space.

- Addressing Specific Barriers to Entry: The promotional package specifically addresses common barriers preventing potential residents from making the move:
  - Property Sale Uncertainty: The "six months to sell your previous home" offer directly addresses the anxiety many retirees feel about selling their existing property in an uncertain market.
  - Moving Costs: The comprehensive moving package removes the logistical and financial barriers associated with relocating.
  - Ongoing Fee Concerns: The "no weekly fees for 12 months" addresses concerns about ongoing costs, giving residents time to adjust to their new financial situation.
  - Settlement Timeline Pressure: The additional $20,000 incentive for settlements by June 30, 2025, creates urgency but also helps Summerset meet its quarterly financial targets.

Summerset Cambridge's comprehensive incentive package represents a strategic response to current market conditions and company objectives. While the retirement village sector continues to experience strong long-term demand, short-term market conditions and competitive pressures necessitate these attractive offers to maintain sales momentum. The time-limited nature of these incentives suggests that Summerset is particularly focused on achieving strong Q2 2025 results while establishing its presence in the premium Cambridge market. For potential residents, these incentives present a significant opportunity to enter a premium retirement village at a reduced effective cost, potentially offsetting current property market challenges they may face when selling their existing homes.

9.6 Price Point Summary Tables & Analysis

9.6.1 Serviced Apartments

The following table summarises the data collected for studio and one-bedroom serviced apartments located at Cambridge Resthaven, St Kilda Retirement Village, and Summerset Down the Lane. Additional serviced apartments are currently under development at Patrick Hogan Retirement Village and Summerset Cambridge. Cambridge Resthaven also offers two-bedroom serviced apartments ranging from 73 to 99 sqm, priced between $575,000 and $930,000. St Kilda Retirement Village offers two-bedroom serviced apartments ranging from 66 to 72 sqm, priced between $585,000 and $625,000.

Table 29: Price Points – Serviced Apartments – Studio & One-Bedroom

Name	Owner	Est. Year First Opened	75th Percentile Local Residential Valuation		Serviced Apartments – Studio & One-Bedroom		
			Residence	% Price	Size (sqm)	Price Range	$/sqm Indicator
Cambridge							
Cambridge Resthaven	Cambridge*	1972	$1,102,900	27% - 54%	35 – 62	$295,000 - $595,000	$8,429 - $9,643
St Kilda RV	Bupa	2014	$1,288,900	31% - 38%	44 – 57	$405,000 - $495,000	$8,684 - $9,205
Hamilton							
Summerset Down the Lane	Summerset	2011	$832,000	41%	48 – 54	$340,000+	$7,083+

Source: WEBSTER * Cambridge Resthaven Trust Board

9.6.2 Independent Apartments

There is limited availability of true apartments in the area. While Freedom Lifestyle Villages market some dwellings as "apartments," they are more accurately described as units. The only two-bedroom apartments currently available are located at Metlifecare St Andrew's in Cambridge, priced between $550,000 and $699,000. This equates to approximately $4,955 to $6,297 per square metre, representing 50% to 63% of the local 75th percentile residential property valuation.

Table 30: Price Points - Apartments – Studio & One-Bedroom

Name	Owner	Est. Yr. First Opened	75th Percentile Local Residential Valuation		Apartments – Studio & One-Bedroom		
			Residence	% Price	Size (sqm)	Price Range	$/sqm Indicator
Cambridge							
Cambridge Oaks	Freedom	2017	$1,137,200	36%+	44	$415,000+	$9,432+
Hamilton							
Tamahere Eventide	Trust	1998	$1,035,200	29% – 41%	42 – 49	$300,000 - $420,000	$7,143 - $9,070
Waikato Region							
Matamata Longlands	Freedom	2019	$855,000	46% - 47%	44	$395,000 - $399,000	$8,977 - $9,068
Other							
Rotorua Lakes	Freedom	20232	$683,900	52% – 57%	44	$355,000 - $389,000	$8,068 - $8,841
Warkworth Oaks	Real Living	2018	$1,165,500	53% - 56%	60 - 65	$615,000 - $655,000	$10,077 - $10,250

Source: WEBSTER

Table 31: Price Points - Apartments – Two & Two+ Bedrooms

Name	Owner	Est. Year First Opened	75th Percentile Local Residential Valuation		Apartments – Two & Two+ Bedrooms		
			Residence	% Price	Size (sqm)	Price Range	$/sqm Indicator
Cambridge							
Metlifecare St Andrew's	Metlifecare	2017*	$1,105,600	50% - 63%	111	$550,000 - $699,000	$4,955 - $6,297
Other							
Warkworth Oaks	Real Living	2018	$1,165,500	69% - 85%	79 - 102	$800,000 - $995,000	$9,755 - $10,127

Source: WEBSTER ** apartments were constructed in 2017, the village first opened in 1975*

9.6.3 Townhouses & Villas

The following tables summarise the data gathered for one-, two- and three-bedroom townhouses and villas.

Table 32: Price Points – Townhouses & Villas – One-Bedroom

Name	Owner	Est. Yr. First Opened	75th Percentile Local Residential Valuation		Townhouses & Villas - One-Bedroom		
			Residence	% Price	Size (sqm)	Price Range	$/sqm Indicator
Te Awamutu							
Whai Mauri Ora	Arvida	2023	$810,200	92%	95	$745,000+	$7,842+
Windsor Court	Radius Care	1987	$1,140,200	39% - 41%	60	$440,000 - $470,000	$7,333 - $7,833
Cambridge							
Cambridge Oaks	Freedom	2017	$1,137,200	55%	87	$630,000+	$7,241+
Lauriston Park RV	Arvida	2008	$1,038,100	56% - 63%	66*	$585,000 - $650,000	$8,864 - $9,848
Metlifecare St Andrew's	Metlifecare	1975	$1,105,600	45% - 54%	65 – 95*	$499,000 - $599,000	$6,305 - $7,677
St Kilda Retirement Village	Bupa	2014	$1,288,900	47% - 48%	83 - 85	$605,000 - $620,000	$7,289 - $7,294
Hamilton							
Summerset Down the Lane	Summerset	2011	$832,000	61%	69	$510,000+	$7,391+
Waikato Region							
Matamata Longlands	Freedom	2019	$855,000	64% - 67%	87	$550,000 - $569,000	$6,322 - $6,540
Other							
Rotorua Lakes	Freedom	2023	$683,900	74%	86	$509,000+	$5,919
Papamoa Sands	Freedom	2013	$1,058,600	53%	88	$560,000+	$6,363

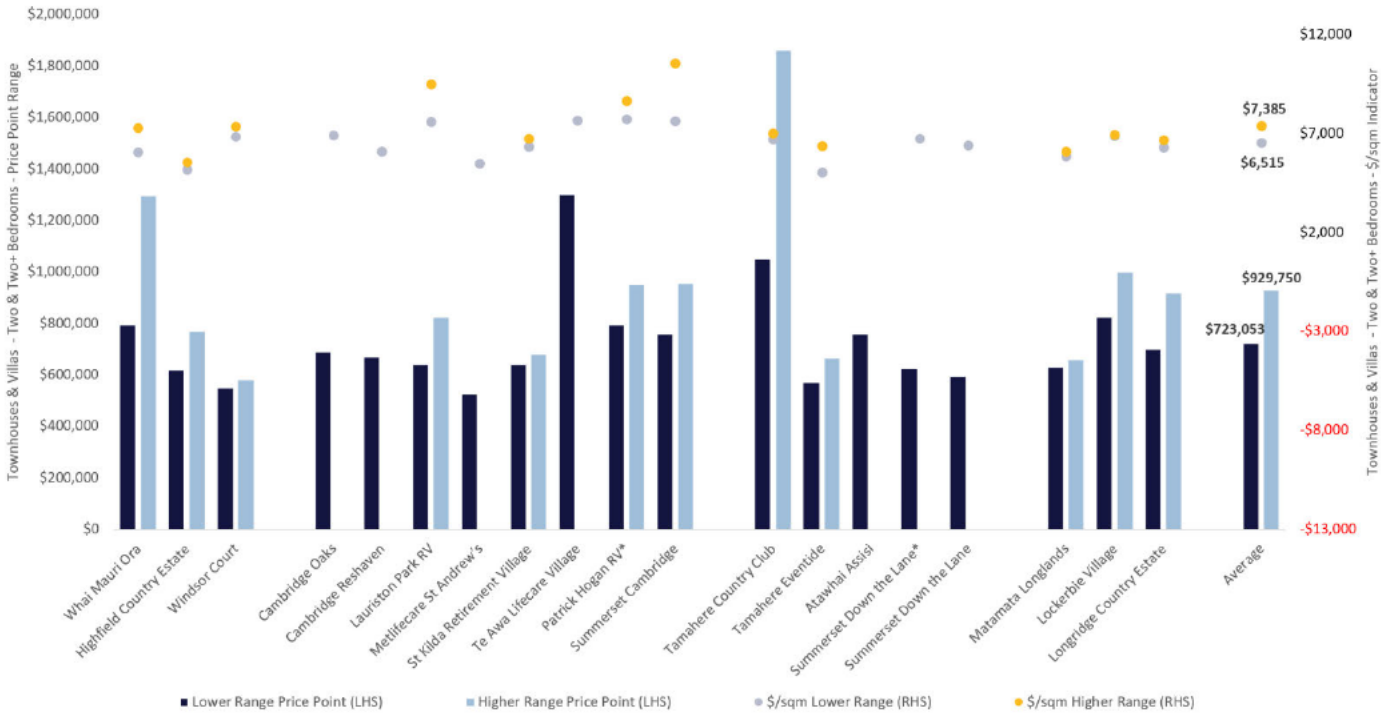
Source: WEBSTER ** Townhouses*

Table 33: Price Points – Townhouses & Villas – Two & Two+ Bedrooms

Name	Owner	Est. Year First Opened	75th Percentile Local Residential Valuation		Townhouses & Villas – Two & Two+ Bedrooms		
			Residence	% Price	Size (sqm)	Price Range	$/sqm Indicator
Te Awamutu							
Whai Mauri Ora	Arvida	2023	$810,200	98% - 160%	127 - 197	$795,000 - $1,295,000	$6,066 - $7,283
Highfield Country Estate	Partnership	2012	$831,300	75% - 93%	112 - 149	$620,000 – $770,000	$5,168 - $5,536
Windsor Court	Radius Care	1987	$1,140,200	48% - 51%	75 - 85	$550,000 - $580,000	$6,824 - $7,333
Cambridge							
Cambridge Oaks	Freedom	2017	$1,137,200	61%	100	$689,000+	$6,890+
Cambridge Reshaven	Trust	1972	$1,102,900	61%	110	$670,000+	$6,091+
Lauriston Park RV	Arvida	2008	$1,038,100	62% - 79%	80 – 100+	$640,000 – $825,000	$7,600 - $9,500
Metlifecare St Andrew's	Metlifecare	1975	$1,105,600	47%	96	$525,000	$5,469
St Kilda Retirement Village	Bupa	2014	$1,288,900	50% - 53%	101	$640,000 - $680,000	$6,337 - $6,733
Te Awa Lifecare Village	Trust	2018	$1,167,500	111%	170	$1,300,000	$7,647
Patrick Hogan RV	Ryman	2023	$1,167,500	68% - 81%	103 – 110*	$795,000 - $950,000	$7,718 - $8,636
Summerset Cambridge	Summerset	2023	$1,137,200	67% - 84%	72 - 111	$760,000 - $955,000	$7,619 - $10,556
Hamilton							
Tamahere Country Club	Sanderson	2020	$1,035,200	101% - 180%	150 - 270	$1,050,000 - $1,860,000	$6,683 - $7,000
Tamahere Eventide	Trust	1998	$1,035,200	55% - 64%	104 - 119	$570,000 - $665,000	$5,042 - $6,346
Atawhai Assisi	Trust	2022	$1,035,200	73%	n/a	$760,000+	n/a
Summerset Down the Lane	Summerset	2011	$832,000	75%	93 – 125*	$625,000+	$6,720+
Summerset Down the Lane	Summerset	2011	$832,000	72%	93 - 125	$595,000+	$6,398
Waikato Region							
Matamata Longlands	Freedom	2019	$855,000	74% - 77%	108	$630,000 - $659,000	$5,833 - $6,102
Lockerbie Village	Lockerbie Est.	2022	$872,300	95% - 115%	120 – 144	$825,000 - $999,000	$6,875 - $6,938
Longridge Country Estate	Longridge	2021	$784,000	89% - 117%	111 – 144	$699,000 - $919,000	$6,297 - $6,658
Other							
Rotorua Lakes	Freedom	2023	$683,900	94%	108	$644,000+	$5,963+
Papamoa Sands	Freedom	2013	$1,058,600	64% - 70%	112	$675,000 - $739,000	$6,027 - $6,598
Omokoroa Country Estate	Omokoroa	1988	$1,258,300	63% - 111%	110 – 200	$795,000 - $1,400,000	$5,734 - $7,227

Source: WEBSTER ** Townhouses*

Graph 21: Villas & Townhouses – Two-Bedrooms - Price Ranges & $/sqm Results



Source: WEBSTER ** Townhouses*

Table 34: Price Points - Villas – Three-Bedrooms

Name	Owner	Est. Year First Opened	75th Percentile Local Residential Valuation		Villas - Three-Bedrooms		
			Residence	% Price	Size (sqm)	Price Range	$/sqm Indicator
Te Awamutu							
Whai Mauri Ora	Arvida	2023	$810,200	191%	233	$1,545,000	$6,631
Highfield Country Estate	Partnership	2012	$831,300	115%	189	$955,000	$5,053
Cambridge							
Cambridge Oaks	Freedom	2017	$1,137,200	69% - 79%	112 – 138	$789,000 - $899,000	$6,515 - $7,045
Cambridge Reshaven	Trust	1972	$1,102,900	65%+	133	$720,000+	$5,414+
Lauriston Park RV	Arvida	2008	$1,038,100	79% - 92%	180 - 205	$825,000 - $950,000	$4,583 - $4,634
Metlifecare St Andrew's	Metlifecare	1975	$1,105,600	66%	n/a	$725,000	n/a
St Kilda Retirement Village	Bupa	2014	$1,288,900	54%	107	$695,000	$6,495
Te Awa Lifecare Village	Trust	2018	$1,167,500	120% - 146%	195 - 250	$1,400,000 - $1,700,000	$6,800 - $7,180
Patrick Hogan RV	Ryman	2023	$1,167,500	89% - 107%	126 – 130*	$1,035,000 - $1,250,000	$8,214 - $9,615**
Summerset Cambridge	Summerset	2023	$1,137,200	85% - 92%	121 - 122	$970,000 - $1,050,000	$8,017 - $8,607
Hamilton							
Tamahere Country Club	Sanderson	2020	$1,035,200	140% - 241%	220 – 330	$1,450,000 - $2,500,000	$6,591 - $7,865
Tamahere Eventide	Trust	1998	$1,035,200	70% - 80%	131 - 140	$725,000 - $830,000	$5,534 - $5,956
Summerset Down the Lane	Summerset	2011	$832,000	90%+	129 - 135	$750,000+	$5,814+
Waikato Region							
Matamata Longlands	Freedom	2019	$855,000	84% - 94%	123 & 140	$720,000 - $799,950	$5,714 - $5,854
Lockerbie Village	Lockerbie Est.	2022	$872,300	123% - 132%	166 - 170	$1,075,000 - $1,150,000	$6,471 - $6,962
Longridge Country Estate	Longridge	2021	$784,000	127% - 147%	161 & 180	$999,000 - $1,149,000	$6,205 - $6,383
Other							
Rotorua Lakes	Freedom	2023	$683,900	99% - 112%	115 - 123	$679,000 - $769,000+	$5,904 - $6,252+
Omokoroa Country Estate	Omokoroa	1988	$1,258,300	95% - 105%	169 - 209	$1,195,000 - $1,325,000	$5,718 - $6,760

Source: WEBSTER ** Townhouses* ** These prices are based on a 30% DMF; prices for a 25% DMF are approximately 5% higher.

9.6.4 Lifestyle Village – Rosehill Lifestyle Village

Rosehill Lifestyle Village, situated at 182 Gleneagles Drive in Te Awamutu, is a purpose-built residential development catering to independent adults aged 50 and over. The village comprises approximately 50 villas and is characterised by a strong community orientation and well-maintained shared amenities.

A key distinguishing feature of Rosehill is its freehold title ownership structure, with residents acquiring full legal ownership of their villas instead of entering into a licence to occupy arrangement. This ownership structure confers several economic advantages: residents retain the right to realise any capital gains (or bear any capital losses) on their property and have the flexibility to sell their homes on the open market. This model contrasts with licence to occupy arrangements, where residents do not hold legal title and typically forgo capital appreciation in exchange for residency rights and access to communal facilities.

Rosehill offers amenities and community features designed to enhance residents' quality of life. The village includes a community hall equipped with a pool table, a large-screen television, a library, and recreational facilities such as a bowling green and a petanque court. An on-site manager oversees day-to-day operations and coordinates services such as lawn mowing, ensuring the ongoing maintenance of communal areas. Residents also benefit from organised community activities, including fitness classes, which foster social engagement and wellbeing. The village's location provides additional convenience, being within walking distance of the Te Awamutu Mega Centre, supermarkets, medical services, and other retail outlets.

The typical villas at Rosehill are well-appointed and designed for comfort and convenience. Most units, constructed between 2010 and 2016, offer approximately 147 sqm of floor area and feature three bedrooms with one or two bathrooms. Each villa includes a double garage with internal access, a modern open-plan kitchen and dining area, and a heat pump for efficient climate control. High insulation and double glazing standards contribute to energy efficiency and year-round comfort. Private patios and low-maintenance gardens further enhance the appeal of these homes.

Property Prices and Market Trends

Recent Sales (2024)
- Unit 21: Sold for $772,500 (February 2024)
- Unit 25: Sold for $745,000 (March 2024)
- Unit 30: Sold for $775,000 (March 2024; sold within 7 days of listing)

Historical Price Growth: Rosehill Lifestyle Village villas have seen substantial capital appreciation over the past decade:
- Unit 21:
  - 2007: $105,000
  - 2016: $420,000
  - 2024: $772,500
- Unit 25:
  - 2007: $105,000
  - 2012: $120,000
  - 2024: $745,000
- Unit 30:
  - 2007: $105,000
  - 2010: $120,000
  - 2012: $385,000
  - 2024: $775,000
- Unit 36:
  - 2007: $210,000
  - 2016: $403,000

Rental Market
- Unit 30: Rented for $490/week (May 2021)
- Unit 43: Rented for $350/week (June 2014)

Monthly community fees: Apply for maintenance of common areas, amenities, and services
Rates: Typical annual rates are around $2,800–$2,900 per unit.

Summary: Rosehill Lifestyle Village offers a secure, community-focused environment for independent adults aged 50+. The freehold ownership model is a key advantage, allowing residents to build equity and benefit from capital appreciation. Recent sales indicate strong demand and stable values, with most villas selling in the $750,000 – $800,000 range as of early 2024. The village's amenities, location, and ownership structure make it an appealing option for those seeking independent living with the benefits of a supportive community.

10.0 ECONOMIC BENEFITS

10.1 Addressing Critical Market Demand in an Aging Population

The proposed development at 2050 Ohaupo Road responds to a shortage of retirement living options in Te Awamutu and the wider Waipa District. As highlighted in this report, the population of residents aged 70+ in the primary catchment area is projected to increase from 5,428 in 2025 to 8,990 by 2048, representing an increase of 3,562 residents or a 65.6% growth rate. This demographic shift significantly outpaces the total population growth rate of 16% forecast for the same period.

Te Awamutu's current retirement village supply is just 226 units, with only 163 units identified in the development pipeline. WEBSTER's Net Latent Demand (NLD) Forecast Model indicates that by 2048, demand for retirement village units from primary catchment area residents will reach 675 units, creating a substantial net latent demand of 286 units even after accounting for existing and currently identified pipeline developments.

More urgently, the model projects that demand from the primary catchment area will exceed the combined current supply and development pipeline by 2032/2033, highlighting the need for additional retirement accommodation options. The Retirement Village Association has identified that the shortfall of appropriate retirement housing and care capacity is already at a "crisis point" with demand outstripping supply[4].

The proposed development, which includes around 340 retirement village units (180 villas and 160 apartments) and 160 fee-simple senior living dwellings, is strategically positioned to address this significant market gap. This scale of development represents a meaningful intervention in the local retirement housing market and would help alleviate the projected supply shortfall in the long term.

10.2 Substantial Direct Economic Impact During Construction

The Harlow Te Awamutu development is projected to generate significant direct economic benefits during its construction phase, driven by its scale, staged delivery, and alignment with regional housing and infrastructure priorities. The following impacts are anticipated:

10.2.1 Employment Generation and Wage Contributions

The construction of 500 dwellings and associated infrastructure will create substantial employment opportunities.

- Job Creation
  - Planning/Design Phase: Full-time employment for around 30 professionals (planners, engineers, architects) over six months, generating around $1 million in wages.
  - Land Development Phase: Full-time roles for around 90 workers (earthworks, civil engineers, labourers) over 18 months, contributing around $10 million in wages.
  - Dwelling Construction Phase: Full-time employment for around 420 workers (builders, electricians, landscapers) over three years, with around $80 million in wages.
  - Total: around 540 full-time equivalent (FTE) jobs and $91 million in wages over the construction period.
- Indirect Employment: Additional roles in logistics, material supply, and retail sectors supporting construction activities.

10.2.2 Local Business & Supply Chain Stimulus

- Procurement: Local contractors and suppliers will benefit from around $24 million in annual spending on materials (e.g., timber, concrete), equipment rentals, and services during peak construction.
- Infrastructure Partnerships: Collaboration with Waikato-based firms for roading, water, and wastewater upgrades will retain spending within the sub-region.

10.2.3 Addressing Housing Shortfalls

- Market Competition: The project introduces 340 retirement-specific units (villas, apartments) and 160 fee-simple senior homes, addressing a shortfall identified by the Retirement Village Association. This influx will:
  - Reduce price inflation pressures in Te Awamutu's senior housing market.
  - Free up existing housing stock for younger families, improving overall market fluidity.
- Infrastructure Leverage: Developer-funded water, wastewater, and stormwater systems ($10 million investment) reduce upfront council costs while unlocking long-term growth capacity.

10.2.4 Regional Economic Multipliers

- Construction Spending: Every $1 million invested in construction generates around $2.1[5] million in regional GDP through supply chain activity and household spending.
- Skill Development: Apprenticeships and upskilling programs for local tradespeople will enhance workforce capabilities for future projects.

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[4] https://environment.govt.nz/assets/what-government-is-doing/Fast-Track-Unlisted/Harlow-Te-Awamutu/150.01-response-ANON-URZ4-5FS1-M_Redacted.pdf

[5] If materials or labour are sourced outside the Waikato Region, the multiplier decreases.

10.2.5 Limitations & Risks

- Infrastructure Delays: NZTA opposition to the SH3 access design could postpone Stage 1 earthworks, deferring wage injections and contractor engagement.
- Policy Dependencies: Approval of Plan Change 29 and Future Proof Strategy amendments is critical to commence construction. Delays risk escalating costs and reducing feasibility.
- Market Sensitivity: Economic benefits assume stable demand for senior housing. A downturn in retiree migration or competing developments could slow absorption rates.
- Funding Uncertainty: Reliance on private investment and bank lending introduces exposure to interest rate fluctuations.

10.2.6 Section Conclusion

The Harlow Te Awamutu project will deliver an estimated $91 million in direct wages and sustain over 500 jobs during construction, positioning it as a catalyst for short-term economic growth in the Waipā District. The project aligns with national priorities under the NPS-UD and NPS-HPL by addressing acute housing shortages and leveraging developer-funded infrastructure. However, timely resolution of transport access conflicts and policy approvals is essential to realise these benefits.

10.3 Enduring Operational Economic Benefits

10.3.1 Long-Term Employment Creation

The operational phase of the retirement village will create sustainable long-term employment opportunities across various skill levels. Based on industry staffing ratios and the proposed scale of the development, the project is expected to generate:

- 70 - 90 permanent full-time equivalent positions once fully operational
- Employment across diverse roles, including healthcare, administrative, hospitality, maintenance, grounds keeping, and management positions
- Career development opportunities in one of New Zealand's fastest-growing sectors

This employment creation is particularly valuable in Te Awamutu, where the development would become a significant local employer. The retirement village sector currently shows strong demand for workers across New Zealand, with multiple job listings for care, administrative, and operational roles[6]. The development would create much-needed local employment options, reducing commuting requirements for local residents and supporting community well-being.

10.3.2 Local Supply Chain Benefits

The ongoing operation of the proposed development will generate substantial economic activity through local supply chains. Research on retirement villages and residential care facilities indicates that annual operational expenditure typically includes:

- Regular procurement of goods and services from local businesses
- Ongoing maintenance and refurbishment contracts
- Utilities and service provision
- Food and catering supplies
- Healthcare equipment and services

These operational expenditures create sustainable economic flows that benefit the wider Te Awamutu business community and provide ongoing stimulus to the local economy beyond the initial construction phase.

10.4 Enhanced Housing Market Dynamics

10.4.1 Housing Market Liquidity & Affordability

The introduction of 500 purpose-built senior living units to the Te Awamutu market would have positive flow-on effects for the broader housing market:

- Enabling older residents to downsize from larger family homes, freeing up existing housing stock for younger families
- Improving housing market liquidity through increased transaction activity
- Potentially moderating house price growth through increased overall housing supply
- Creating "housing chains" where each retirement village move can trigger multiple subsequent property transactions

This report estimates that retirement village residents in Te Awamutu predominantly originate from the local area, with approximately 30% from the PCA, 25% from the SCA, and 30% from the remainder of the Waikato Region. This indicates that the development would primarily serve local residents, creating a cascade effect in the local housing market as their existing homes become available to other buyers.

[6] https://www.seek.co.nz/retirement-village-jobs

10.4.2 Increasing Housing Choice & Diversity

The proposed development would significantly enhance the diversity of housing options available to older residents in Te Awamutu. The current supply of retirement village units is limited, with only 226 units available in the primary catchment area. Additionally, existing options are concentrated in specific market segments, with gaps identified in the premium integrated care and affordable full-care segments.

By introducing both traditional retirement village units and fee-simple senior living dwellings, the development provides:

- Greater choice in housing typology and price points
- Options for both purchase and rental accommodation
- Housing solutions that can adapt to changing care needs over time
- Accommodation designed specifically for the preferences and requirements of older residents

10.5 Community Infrastructure & Service Enhancement

10.5.1 Investment in Community Infrastructure

The proposed development includes significant community facilities and infrastructure that would benefit both residents and the wider Te Awamutu community:

- Healthcare facilities that could potentially serve the broader community
- Recreational amenities, including potential swimming pools, bowling greens, and fitness facilities
- Community spaces for events and activities
- Landscaped outdoor areas and gardens
- Supporting local retailers and service providers

These investments represent a substantial addition to Te Awamutu's community infrastructure, enhancing the town's appeal and livability for residents of all ages.

10.5.2 Healthcare System Benefits

The development's managed care facilities would deliver significant healthcare system benefits:

- Reducing pressure on public healthcare services through preventative and on-site care
- Providing a continuum of care options from independent living through to higher-level care
- Enabling aging in place, reducing transitions between different care settings
- Potentially attracting additional healthcare professionals to the area

Given Te Awamutu's aging demographic profile, with 18.1% of the population aged 65+ (compared to the North Island average of 15.9%), these healthcare benefits would address existing and growing needs in the community.

10.6 Council Revenue & Infrastructure Efficiency

10.6.1 Enhanced Council Revenue Base

The development would generate significant revenue for Waipa District Council through:

- Development contributions during the construction phase
- Ongoing rates revenue from a high-value development
- Reduced per-capita infrastructure costs through efficient land use
- User charges for council services

This increased revenue stream would support the Council's ability to fund services and infrastructure for the wider community, delivering benefits beyond the immediate development.

10.6.2 Efficient Infrastructure Utilisation

Retirement villages and senior living developments typically demonstrate efficient infrastructure utilisation compared to standard residential developments:

- Lower peak-hour traffic generation, reducing the roading infrastructure requirements
- More efficient water and wastewater usage patterns
- Reduced demand on certain council services (e.g., schools)
- Planned, comprehensive development rather than incremental growth

These efficiency benefits align with Waipa District Council's growth management objectives, which note that "It's a delicate balancing act to put the infrastructure where it's needed while still maintaining the special character people value"[7]. The proposed development represents an efficient use of infrastructure in a location already identified for growth.

[7] https://www.waipadc.govt.nz/our-council/news?item=id%3A2exom9jwt1cxby3xfvck

10.7 Economic Benefits of the Development Model

10.7.1 Innovative Mixed Tenure Approach

The proposal's inclusion of both traditional retirement village units (under the Retirement Villages Act) and fee-simple senior living dwellings introduces an innovative approach that delivers additional economic benefits:

- Greater diversity of price points, increasing accessibility across income levels
- Different ownership structures catering to varied financial circumstances
- Potential rental options for seniors who prefer not to tie up capital
- Potential for staged equity release through various financial models

This innovative approach directly addresses concerns noted in this report regarding limited financial model flexibility in the current retirement village market. There is currently a gap in hybrid offerings and financial model flexibility.

10.7.2 Strategic Alignment with Regional Growth Patterns

Te Awamutu has been identified as an area forecast to grow at a rapid rate over the next 20 years[8]. The proposed development strategically aligns with this growth projection while specifically addressing the needs of the fastest-growing demographic segment – older residents.

This alignment delivers economic efficiencies by:

- Concentrating development in a designated growth area
- Maximising return on planned infrastructure investments
- Supporting the Council's strategic growth management objectives
- Creating a critical mass of residents to support local businesses and services

10.8 Comparison with Existing Facilities & Market Demand

This report identifies clear market gaps in the Te Awamutu retirement accommodation sector, particularly noting:

- Limited options combining high-quality independent living with on-site care facilities
- Few facilities offering a clear transition pathway from independent living to assisted living to care
- Shortage of premium integrated care facilities
- Limited affordable, high-quality independent living options

The proposed development directly addresses these identified gaps through its comprehensive design incorporating:

- A full continuum of care from independent living through to managed care
- Modern, purpose-built facilities designed to current expectations
- A range of unit types and price points across different market segments
- Supporting amenities that promote active, engaged lifestyles

Addressing these specific market gaps would significantly enhance Te Awamutu's retirement living sector and position the town to meet the needs of its growing older population.

10.9 Summary of Economic Benefits

The proposed development at 2050 Ohaupo Road represents a significant economic opportunity for Te Awamutu and the wider Waipa District. It would deliver substantial economic benefits through:

- Addressing accommodation-related market demand in an aging population
- Generating significant employment during both the construction and operational phases
- Enhancing housing market dynamics and increasing housing choice
- Investing in community infrastructure and healthcare services
- Contributing to council revenue and infrastructure efficiency
- Introducing innovative housing models that address identified market gaps

These economic benefits align with the area's market demand and strategic growth objectives, positioning the development as a valuable contributor to Te Awamutu's economic future.

11.0 SUMMARY

11.1 Introduction (Section 2.0)

Te Awamutu Developments Ltd is pursuing a major senior living and residential care initiative at 2050 Ohaupo Road, Te Awamutu. This proposal encompasses a comprehensive master-planned development comprising a retirement village, a residential care facility, and an additional precinct of age-targeted fee-simple dwellings (lifestyle village). This economic report aims to support strategic planning and investment decisions by assessing the viability and benefits of the proposed development within the context of Te Awamutu's evolving demographic and economic landscape.

This assessment provides an analysis of the lifestyle village, retirement village, and residential care sectors in Te Awamutu and its surrounding areas. It examines current and forecasted demand, evaluates existing supply and the development pipeline, and explores strategic opportunities in pricing, product mix, and market positioning. The report is underpinned by net latent demand (NLD) forecasting, population and ethnicity-based projections, and location-specific affordability and competition assessments.

Key areas of focus include the alignment of proposed unit typologies with demographic trends, the balance of care and independent living models in the market, and the relative affordability of the current supply compared with local residential property valuations. The analysis draws from core data sources such as Statistics New Zealand, REINZ, CoreLogic, WEBSTER's proprietary village and care databases, and publicly available planning documents.

11.2 Location Overview (Sections 3.1 & 3.2)

Te Awamutu presents a strategically advantageous location for lifestyle villages, retirement villages, and residential care facilities, offering a compelling balance of affordability, accessibility, and regional connectivity. Situated in the heart of the Waikato Region, the township combines rural charm with urban convenience, making it an increasingly attractive destination for older residents seeking a relaxed yet well-serviced living environment.

Te Awamutu's flat terrain, compact urban form, and moderate climate enhance mobility and liveability for senior residents. The town enjoys strong regional links via State Highway 3 and is located just 30 kilometres south of Hamilton, providing convenient access to Waikato Hospital and other advanced medical services. Within the town itself, residents benefit from modern primary healthcare, recreational parks, and a broad mix of retail and civic amenities. A well-established identity as the "Rose Capital of New Zealand" also reinforces Te Awamutu's appeal through strong community pride and cultural character.

From a development standpoint, Te Awamutu offers ample greenfield land at a lower cost than major centres, supporting cost-effective delivery of high-quality accommodation. The Waipā District Council actively supports retirement-focused development in response to ageing population trends, with planning and regulatory settings conducive to long-term investment.

However, certain limitations must be acknowledged. The absence of a full-service hospital within the town may affect some care models, and local public transport coverage is limited, potentially impacting non-driving residents. The town's modest scale also constrains retail variety and entertainment options. Nevertheless, these factors are largely offset by proximity to Hamilton, favourable development economics, and the strength of local social infrastructure. Overall, Te Awamutu offers a well-rounded environment for senior living, supported by demographic momentum and a pro-growth civic framework.

11.3 Catchment Areas & Sales Origin Percentages (Sections 3.3 & 3.4)

Primary and Secondary Catchment Areas

- Refer to Maps 4a and 4b, which define the Primary and Secondary Catchment Areas (PCA & SCA) applied in this assessment. These maps illustrate the current distribution of lifestyle and retirement villages and the development pipeline identified in the WEBSTER NZRVD (NZ Retirement Village Database).
- Maps 5a and 5b show the current operating residential care facilities and the planned pipeline developments in the PCA and SCA, as recorded in the WEBSTER NZRCFD (NZ Residential Care Facility Database).

Sales Origin Percentages

- Retirement Village and Lifestyle Units: An estimated 30% of unit sales are projected to originate within the PCA, with an additional 25% from the SCA. A further 30% of demand is expected from the wider Waikato Region, and 15% from outside the region. These proportions may vary depending on the quality of the product offering, marketing strategies, and the competitiveness of the development relative to existing and future alternatives.
- Residential Care Facility: Approximately 80% of care facility residents are expected to be drawn from within the PCA and SCA. Around 15% are expected to come from the broader Waikato Region, and a small share—approximately 5%—from outside the region. This localised demand profile aligns with established patterns of aged care uptake, which tend to favour proximity to existing support networks.

11.4 **Local Residential Market** (Section 4.0)

- Te Awamutu's residential property market has experienced strong capital appreciation over the past decade. In the REINZ Study Area One, the median sales price for residences increased from $314,000 in the year ending March 2015 to $695,000 in the year ending March 2025, representing a growth of 121%.
- This growth outperformed both national and regional benchmarks. Over the same period, New Zealand's median residential sales price (excluding Auckland) increased by 103%, from $352,000 to $715,000, while the national median (including Auckland) rose by 80%, from $446,000 to $803,000.
- CoreLogic's March 2025 valuation data shows that residential dwellings in the PCA had a median value of $716,600 and a 75th percentile value of $834,600, across nearly 8,000 observed properties. In the SCA, the median was higher at $794,500, with a 75th percentile valuation of $918,600, indicating relatively strong residential values across the wider catchment.
- Liquidity indicators suggest a moderately active market. Median days to sell for residence properties were 50 days in the PCA, slightly slower than the Waikato Region and the national average of 44 days, but still within a healthy range.

11.5 **Wealth Indicators & Demographic Profiles** (Section 5.0)

- Te Awamutu and the broader Waikato Region display a mix of economic vitality and affordability pressures that influence the retirement and residential care sectors. GDP per capita in the Waikato Region stood at $67,000 in the year ending March 2023—12% below the national average of $75,300—while median household income was $110,500, also below the national median of $122,500. Despite this, housing affordability is comparatively favourable, with a lower mortgage affordability index (0.60) than the national average (0.67), reflecting relatively lower housing costs.
- Among residents aged 65+, the median personal income in the Waikato Region was $26,000 in 2024, slightly above the national median of $25,600. Income growth among this group also outpaced the national average. In the PCA, 12.7% of residents aged 70+ earned $70,000 or more annually, above both the Waikato and national results, indicating the presence of a reasonably affluent older population that may be able to access premium retirement options.
- Homeownership among older residents is high: 81% of those aged 65+ in the PCA and 80% in the SCA own their homes, exceeding the national average of 76%. This supports the likelihood of equity-funded entry into retirement village accommodation via ORAs.
- The demographic profile of the aging population is predominantly European, particularly among the oldest cohorts. In the PCA, over 97% of residents aged 85+ identify as European, with Māori, Pacific, and Asian groups making up a very small proportion. However, regional projections indicate that ethnic diversity will increase significantly over the next two decades, particularly among Asian and Māori groups, signalling future demand for culturally responsive services and facilities.
- Social indicators point to increasing vulnerability among older residents. In the PCA, 19.2% of people aged 65+ are widowed and 21.7% live alone, figures that are consistent with national averages and reflect heightened social isolation risks in older age. These findings emphasise the value of community-oriented retirement developments that foster engagement and support resident wellbeing.
- According to the 2023 New Zealand Deprivation Index, the PCA recorded a score of 5.0, slightly lower than the SCA at 5.4 but higher than the Waipā District average of 4.3. This suggests moderate levels of socioeconomic deprivation compared to regional and national benchmarks. In more detailed geographic analysis, only around 20% of older residents in the PCA live in the least deprived areas (NZDep 1–3), reinforcing the need for a diversity of price points to support accessibility across income levels.

While Te Awamutu's older population exhibits high homeownership rates and relatively stable income levels, there is variability in wealth and living conditions. Operators must balance affordability with aspirational product offerings to effectively serve a broad cross-section of the senior market.

11.6 **Population Projections** (Section 6.0)

- The aging population in Te Awamutu's primary and secondary catchment areas is projected to grow significantly between 2023 and 2048, with strong implications for demand across the lifestyle, retirement, and residential care sectors.
- Primary Catchment Area: The population aged 70+ is expected to increase by 79%, from 5,010 in 2023 to 8,990 by 2048. The "oldest old" cohort (85+) is forecast to grow substantially, rising by 208% from 725 to 2,235. By 2048, residents aged 85+ will make up 25% of the PCA's 70+ population, compared to just 14.5% in 2023.
- Secondary Catchment Area: The population aged 70+ is projected to increase by 98%, from 10,490 in 2023 to 20,805 by 2048. The 85+ cohort is expected to rise by 182%, from 1,760 to 4,970. By 2048, those aged 85+ will comprise 24% of the SCA's 70+ population, up from 17% in 2023.
- These projections reflect a significant aging trend in both catchment areas. By 2048, the proportion of the total population aged 70+ will grow from 13% to 20% in the PCA and from 12% to 17% in the SCA. The population aged 85+ will also become a much larger share of the community, reinforcing the need for expanded aged care and age-appropriate housing options.
- The projected demographic shifts underscore the urgency of planning for a diverse and scalable accommodation offering that meets the evolving needs of both independent retirees and those requiring higher levels of care.

11.7 **Retirement Villages – Supply & Development Pipeline** (Sections 7.1 to 7.4)

- Retirement Village Supply (Table 11): The PCA contains five retirement villages offering 226 independent living units. Only one facility offers a continuum of care (Windsor Court), while another (Whai Mauri Ora) has a 40-bed care facility planned. The remaining villages operate without integrated care services. The SCA has 14 operational villages providing 1,648 units, comprising both independent living and serviced apartments. Nine villages currently offer a continuum of care, and three have care facilities in their development pipeline.
- Retirement Village Unit Typology Distribution (Table 12): Villas dominate the unit mix within the PCA and SCA, accounting for 80% of all retirement village units across the total catchment. Serviced apartments comprise 6%, while independent apartments, townhouses, and cottages represent the remaining balance. Compared to national averages—where villas account for 48% and independent apartments 25%—the local market prefers lower-density, standalone housing, consistent with regional expectations and land availability.
- Building Consent Data – New Retirement Village Units (Section 7.2): In the Waipā District, building consents for new retirement village units peaked in 2023 at 346 units, driven by large-scale developments such as Summerset Cambridge and Patrick Hogan Retirement Village. However, this was followed by a sharp decline, with only around 50 new consents per year recorded in 2024 and 2025. Excluding 2023, the average annual volume of consents since 2015 has been just 52 units. Average floor areas have remained stable at around 117–122 sqm, reinforcing a consistent villa-style design format.
- Retirement Village Facilities (Section 7.3): Facility offerings vary widely across villages in the PCA and SCA. Larger villages operated by national providers such as Arvida, Summerset, and Ryman include purpose-built clubhouses, cafes, wellness centres, and extensive communal amenities. In contrast, smaller village models tend to focus on low-maintenance housing with fewer shared services, often operated by charitable trusts or local organisations.
- Retirement Village Development Pipeline (Section 7.4): The identified development pipeline in the PCA is limited to 124 units at Whai Mauri Ora and 39 units at Highfield Country Estate, totalling 163. The SCA, by contrast, has 12 developments underway or in the pipeline, with a total of 1,464 units.
- Key Observation: The PCA has a notably high ratio of care beds to retirement village units (1.22), significantly above national and regional averages, which suggests a potential undersupply of independent living units in the area (section 7.1.1).

11.8 **Retirement Village Units Net Latent Demand Forecasts - 2025/2048** (Section 7.5)

Section 7.5.1 outlines the methodology used to estimate future demand for retirement village units, including a detailed explanation of the penetration rate (PR) metric. Section 7.5.2 summarises the results of the WEBSTER retirement village unit demand model, with supporting tables and graphs detailing projected demand, existing supply, and net latent demand across geographic areas.

Primary Catchment Area – Table 17 and Graph 11

- The number of residents aged 70+ is projected to increase from 5,428 in 2025 to 8,990 in 2048, an increase of 3,562.
- The current supply of units stands at 226, and 163 units have been identified as being in the development pipeline.
- The forecast model indicates that by 2048, 675 retirement village units could be in demand by PCA residents if the 70+ penetration rate increases gradually over the forecast period up to 9.0% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated to be 286 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 12% in 2025 to 92% by 2032 and 105% by 2033; this suggests that the demand for retirement village units from residents living within the PCA will surpass the combined current supply and pipeline in 2032/2033.

Secondary Catchment Area – Table 18 and Graph 12

- The number of residents aged 70+ is projected to increase from 11,316 in 2025 to 20,805 in 2048, an increase of 9,489.
- The current supply of units stands at 1,648, and 1,464 units have been identified as being in the development pipeline.
- The forecast model indicates that by 2048, 3,666 retirement village units could be in demand by SCA residents if the 70+ penetration rate increases gradually over the forecast period up to 21.0% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated at 554 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 5% in 2025 to 96% by 2040 and 102% by 2041; this suggests that the demand for retirement village units from residents living within the SCA will surpass the combined current supply and pipeline in 2040/2041.

Waikato Region (Table 19 and Graph 13)

- The number of residents aged 70+ is projected to increase from 67,770 in 2025 to 113,550 in 2048, an increase of 45,780.
- The current supply of units stands at 4,915, and 3,252 units have been identified as being in the development pipeline.
- The forecast model indicates that by 2048, 11,981 retirement village units could be in demand by Waikato Region residents if the 70+ penetration rate increases gradually over the forecast period up to 12.5% in 2048.
- After accounting for the existing supply and the identified development pipeline, the net latent demand is estimated at 3,814 retirement village units by 2048.
- The cumulative new demand as a percentage of the identified development pipeline will rise from 4% in 2025 to 99% by 2035; this suggests that the demand for retirement village units from residents living within the Waikato Region will surpass the combined current supply and pipeline in 2035.

11.9 Residential Care Facilities (Section 8.0)

- New Zealand's aging population is placing growing pressure on the country's residential care infrastructure. While much of the increased care demand over the past two decades has been absorbed through expanded home support and aging-in-place strategies, this model is becoming increasingly unsustainable, particularly as the 85+ age cohort enters a period of accelerated growth. Nationally, the number of residents aged 85 and over is projected to rise from 103,800 in 2025 to 403,600 by 2073, a 289% increase. As a result, demand is expected to shift further toward higher-dependency services such as hospital-level and dementia care.
- This trend has already manifested in the composition of care services over the past decade, with a gradual transition from low-dependency rest home beds to hospital and dementia-level care beds and suites. In response, the integration of care services into retirement village environments—particularly via the care suite model—has emerged as a flexible and financially resilient solution for operators, while providing residents with continuity of care in familiar surroundings.
- Section 6.2.1, Table 21, outlines the current supply of residential care beds and suites across the PCA and SCA. As of April 2025, the PCA contains an estimated 275 care beds and suites, while the SCA contains 896, reflecting a significant regional care footprint. However, many of these facilities are aging, with 80 beds in the PCA and 423 beds in the SCA estimated to be in facilities established before 1980.
- Table 22 details the development pipeline within the residential care section. WEBSTER has identified a residential care development pipeline totalling 60 care beds and suites in the PCA; however, the timing and certainty of delivery for both projects remain unclear. Within the SCA, Te Awa Lifecare has proposed the addition of 41 care suites designed to provide rest home and hospital-level care. In addition, six new care facilities are planned, comprising 345 beds and suites. This brings the SCA's total residential care development pipeline to 386 beds and suites.
- Occupancy Rate Indicators: Table 23 provides the occupancy data recorded in the Ministry of Health (MoH) audits of the residential care facilities in the catchment areas. The overall result is an occupancy rate of 85% in the PCA and 87% in the SCA. Table 24 provides a range of data points from the Te Whatu Ora ARC Quarterly Reporting Survey – September 2023. Overall, the Waikato District Health Board had an occupancy rate of 91%, while the national rate was 90%.
- With limited additions to supply and a growing 85+ population, the Te Awamutu area is expected to face mounting demand for residential care facilities. Operators with integrated care offerings or scalable care suites will be best positioned to meet this challenge while also aligning with evolving market and funding structures.

Residential Care Beds & Suites - Forecast Demand (Sections 8.2.5 to 8.2.10)

The demand for residential care beds and suites across the PCA, SCA, Waikato Region, and North Island is projected to increase substantially between 2025 and 2048, driven by the significant growth of the 85+ population. Applying a 36% penetration rate and a 10% replacement factor for ageing stock, the model estimates that 49,615 additional care beds and suites will be needed across the North Island by 2048—including 6,592 in the Waikato Region, 1,189 in the SCA, and 542 in the PCA. The annualised demand equates to 2,157 beds per year in the North Island, far exceeding the capacity of the currently identified development pipeline, which would meet just 2.6 years of average annual demand at the national level (see table 25).

The sector also faces challenges related to ageing infrastructure. In the SCA, 47% of care beds are in facilities built before 1980, raising concerns about suitability, compliance, and cost efficiency. While the SCA appears oversupplied on paper, with 206 more beds than needed to meet the 36% benchmark, high occupancy rates (87%) suggest it functions as a regional hub, serving demand from outside its immediate boundaries. Conversely, the PCA is slightly undersupplied by 16 beds but has limited new capacity planned.

Overall, supply levels and the identified development pipelines fall short of what is required to meet forecast demand, particularly from 2030 onward. This shortfall underscores the urgent need for sustained investment in both new care capacity and the renewal of ageing facilities. Without a strategic and coordinated response, the sector risks a significant capacity deficit as the population ages.

11.10 Competition Analysis & Price Point Indicators (Section 9.0)

This section analyses the competitive landscape and price point indicators within the Waikato Region, specifically focusing on the Te Awamutu, Cambridge, and Hamilton submarkets. The analysis draws from WEBSTER's proprietary databases, supplemented by REINZ and CoreLogic data, operator disclosure statements, investor documents, and mystery shopper investigations.

- Key Findings on Pricing Influences
  - Locational factors, product typology, and operator-specific attributes drive unit pricing. Villages closer to urban centres, such as Cambridge and Hamilton, typically command higher prices than those in more peripheral areas like Te Awamutu. Unit-specific features significantly influence price points, including size, configuration, and attached garaging. Operator reputation, the legal tenure model (e.g. license to occupy or freehold), weekly fees, village facilities and the structure of deferred management fees (DMF) and capital gain sharing arrangements also shape perceived value, as does the level of continuum of care offered.

- Market Positioning & Gap Analysis
  - This analysis evaluates retirement living and care facilities in the PCA and SCA, focusing on the care continuum and affordability to identify strategic opportunities for developments like the proposed 2050 Ohaupo Road project. The PCA is dominated by independent living only villages, such as Highfield Country Estate, with Windsor Court as the sole facility offering a full continuum of care, including dementia support. In contrast, the SCA features greater diversity, with integrated care models and newer high-care developments like Te Awa Lifecare, emphasising hospital-level support.
  - Affordability in the PCA leans toward mid-range pricing, but the lack of integrated care limits appeal for aging residents. The SCA spans a broader spectrum, from low-cost trust-operated facilities to luxury offerings like Tamahere Country Club. Nonprofits drive affordability, while national operators like Arvida and Summerset focus on mid-to-upper markets with comprehensive amenities.
  - Affordable, high-quality independent living remains a critical gap, as sub-$600,000 units in the PCA (e.g., Windsor Court) are often outdated. Opportunities exist to deliver compact, modern homes (80–100 sqm) with competitive deferred management fees (DMF <25%). Premium Integrated Care Facilities are scarce, with few options combining high-spec independent living and on-site dementia/hospital care. Developing high-end villages targeting retirees seeking care continuity could address this.
  - Specialised dementia care is concentrated in older facilities like Tamahere Eventide, creating room for modern, purpose-built environments with sensory gardens and specialised staff training. Transitional living models are underdeveloped, as few facilities enable seamless transitions from independent living to dementia-level care. Flexible complexes supporting aging-in-place strategies could fill this void.
  - For younger retirees (55–65), lifestyle villages are limited, while wellness-focused villages with gyms, coworking hubs, and nature access present an opportunity. Finally, financial model flexibility is lacking, as most operators use standard DMF structures (30% over the first two to four years). Hybrid models, such as reduced DMF paired with capital gain sharing, could differentiate future projects.
- Strategic Development Opportunities
  - Proposed strategies to address gaps in the PCA include developing a premium integrated care village with luxury independent living and on-site hospital/dementia care, emphasising wellness amenities like an onsite GP and fitness studio. An affordable full-care village replicating the Resthaven Trust model for budget-conscious retirees. A purpose-built dementia-focused facility with secure, sensory-rich environments and a hybrid transitional complex integrating independent living, assisted living, and care within a single adaptable footprint.
  - Key recommendations for the 2050 Ohaupo Road project suggest mid-tier pricing ($595,000 – $900,000), a 65% focus on 2-bed villas, staged care facility rollout, and a "health-first living" unique selling point with innovative financial models (i.e. 20% DMF over the first 5 years + 10% capital gain sharing).
  - The site's location supports a mid-market care-integrated village addressing affordability gaps or a premium boutique development targeting affluent retirees, capitalising on underserved demand for high-spec, high-care options.

This analysis highlights the need for greater product diversification to meet evolving expectations and demographic realities within the Te Awamutu area, addressing the gaps in residential care, particularly dementia level care and mid-tier assisted living, while maintaining affordability for equity-rich but income-constrained retirees, will be critical to achieving sustainable market positioning and improving resident outcomes across the care continuum.

11.11 Market Risks & Mitigation Strategies

- Oversupply and Affordability Risks: While long-term demand for senior accommodation options in Te Awamutu's PCA and SCA is strong, there is a risk of short-term oversupply, particularly in the SCA, where the existing retirement village stock and pipeline of units are substantial. The care sector is also at risk of saturation, with the SCA already exceeding the benchmark penetration rate for care beds and suites, relying on demand from outside the area to maintain high occupancy rates. In contrast, the PCA is slightly undersupplied in care and retirement village units, suggesting a local opportunity, but only if future development is carefully timed and responsive to real-world demand.

- Affordability presents a more structural risk. Retirement villas priced at $750,000 – $800,000 are only viable for seniors with significant home equity, and care suites may be unaffordable for many unless they are already residents within a village or come from higher-income households. Although the area benefits from relatively strong homeownership rates among older adults, pricing pressure, fixed incomes, and the non-investment nature of ORAs may restrict uptake. Without accessible entry points, the development risks appealing only to a narrow market segment, limiting absorption rates in early phases.
- Other Market Risks: Beyond pricing and supply issues, additional risks include increased competition from other operators (especially from the Cambridge area), changing retiree preferences (e.g. delayed entry, preference for aging at home), staffing shortages, and potential regulatory changes affecting the retirement village and residential care sectors. Market downturns, interest rate fluctuations, and government policy shifts (e.g. reforms to DMF structures or increased home care funding) could also negatively impact project viability and occupancy levels.

- Mitigation Strategies: To reduce risk, the proposed development should consider adopting a staged delivery model to align supply with actual demand growth. A diversified product mix—including smaller, more affordable units alongside premium villas and care suites—will help broaden market appeal. Flexible pricing structures, promotional incentives, and strong community engagement will also support early uptake. Additionally, ensuring a full continuum of care, maintaining high operational standards, and differentiating through design and amenities will strengthen the project's positioning in a competitive market. Proactive monitoring of demographic trends, resale activity, and policy developments will be essential to adjust the delivery approach over time.
- The retirement living sector in Te Awamutu and the wider Waikato Region is experiencing strong underlying demand driven by an ageing population and increasing care needs. However, the market is also seeing heightened development activity, which raises short-term oversupply risks, especially in the Cambridge area, which needs to draw a significant proportion of its sales from outside its PCA. Additionally, slower turnover in the residential property market may delay retirement village purchases, as many potential residents depend on selling their homes to fund entry. The growing number of competing developments may dilute demand, making it harder for any single village to achieve sales and occupancy targets efficiently.

11.12 Economic Benefits of the Proposed Development (Section 10.0)

The proposed development at 2050 Ohaupo Road, Te Awamutu, is expected to deliver significant and wide-ranging economic and social benefits to the local community and the broader Waikato Region. The scale of development will inject substantial private investment into the district and generate long-term economic multipliers. The construction phase is projected to support hundreds of direct and indirect jobs across various sectors, including construction, engineering, materials supply, and professional services. This activity will stimulate local demand for trades and suppliers while providing a sustained employment pipeline over the multi-year delivery timeframe. Post-construction, the operational phase will create permanent jobs in care, village management, hospitality, maintenance, and support services, enhancing local employment diversity and stability.

From a public finance perspective, the development will contribute to increased property rates revenue for the Waipā District Council, along with positive flow-on effects through GST, income tax, and other fiscal channels. The project is expected to attract new residents to the district, particularly older adults relocating from other parts of the Waikato Region or the North Island, bringing additional spending power into the local economy. Retirees typically spend more of their disposable income on local services, including healthcare, hospitality, and retail, thereby boosting small business activity in the town centre and surrounding areas.

Socially, the development will help meet a regional need for high-quality retirement and care accommodation, including options that allow residents to age in place with dignity. It will contribute to housing diversity in Te Awamutu, free up existing housing stock as older residents downsize, and reduce pressure on overstretched public care infrastructure. The inclusion of care facilities and community amenities will also strengthen local resilience and improve well-being outcomes for one of New Zealand's fastest-growing demographic groups.

In summary, the proposed development will catalyse economic growth, workforce expansion, infrastructure investment, and community enrichment, delivering long-term benefits that align closely with regional and national policy goals for retirement living, aged care, and housing affordability.

11.13 Summary

Te Awamutu Developments Ltd proposes a senior living and residential care complex at 2050 Ohaupo Road to address rising demand driven by the region's aging population. The development includes a retirement village, residential care facility, and lifestyle village, strategically positioned in Te Awamutu, which offers affordability, proximity to Hamilton's amenities, and strong community infrastructure. The proposal identifies gaps in affordable, modern independent living and specialised dementia care, suggesting mid-tier pricing and diversified offerings to capture market opportunities. Identified risks include short-term oversupply in Cambridge and affordability constraints, which could be mitigated through phased development and flexible financial models. Economically, the project promises job creation, increased tax revenue, and enhanced local spending, while socially, it supports aging-in-place and reduces pressure on public care systems. By aligning with demographic trends and addressing service gaps, the development aims to balance community needs with sustainable growth, positioning Te Awamutu as a hub for senior living in the Waikato Region.

APPENDIX A: MODEL ASSUMPTIONS & DEMAND DRIVERS

Model Assumptions – Retirement Villages	Sales Origin	2025 PR	2048 PR	Residents/Unit
Primary Catchment Area	30%	5.1%	9.0%	1.28
Secondary Catchment Area	25%	17.7%	21.0%	1.28
Waikato Region (remainder)	30%	8.8%	12.5%	1.27
North Island (remainder)	15%	8.9%	12.5%	1.26

Model Assumptions – Care Facilities	Sales Origin	Current PR	2025/2048 PR's	Residents/Bed
Primary Catchment Area	50%	34.1%	36%	1
Secondary Catchment Area	30%	46.7%	36%	1
Waikato Region (remainder)	15%	36.1%	36%	1
North Island (remainder)	5%	36.3%	36%	1

Catchment Areas & Key Drivers: Catchment areas define where a facility's potential customers will likely come from. Typically, these areas are segmented into primary and secondary catchment areas.
Key drivers influencing catchment areas include:

- Population distribution and density: The demographic spread and concentration within the area.
- Retirement village unit distribution and density: The availability and clustering of existing retirement units.
- Topographical features: Natural elements such as hills, rivers, or other physical barriers.
- Demand drivers: Factors attracting potential residents, such as proximity to the coast, public transport, healthcare services, community hubs, recreational facilities, and population centres (e.g., friends and family networks).
- Statistical boundaries: Catchments are shaped by Stats NZ-defined statistical area boundaries.

These factors collectively help determine the appeal and viability of a specific location for a retirement village.

Sales Origin Estimates: The percentage of units located at a retirement village or care facility that are forecasted to be sold to residents living in different geographical areas, such as primary and secondary catchment areas.

Retirement Village Penetration Rates: The penetration rate is a key metric that provides insight into the market saturation and potential demand for retirement village units.

- The penetration rate represents the proportion of the eligible population that has chosen to live in retirement villages.
- It does not directly indicate the number of people in the specific age group living in retirement villages. Instead, it provides a benchmark for comparing retirement village uptake across different geographical areas or periods.
- Significance:
    - Market Indicator: A higher PR suggests stronger demand and acceptance of the retirement village concept among older residents.
    - Growth Potential: Areas with lower PRs may represent opportunities for expansion in the retirement village sector.
    - Trend Analysis: Changes in PRs over time can indicate shifting preferences or market dynamics in retirement accommodation options.
    - Planning Tool: The penetration rate helps operators and investors gauge potential demand and make informed decisions about development and expansion.
- It's important to note that while the penetration rate is a valuable metric, it should be considered alongside other factors, such as demographics, cultural preferences, and economic conditions, when assessing the retirement village market.

Impacts on the penetration rate (PR) include:

- Availability of suitable product
- Coastal and climate conditions
- Availability of alternative retiree housing options
- Affordability
- Local socio-economic conditions
- Cultural preferences

Driving an increase in penetration rates:

- Ageing population
- Changes in cultural traditions
- Greater acceptance of living in a village – increased perceived value and benefit of retirement village living
- The newer, more suitable product being developed
- Providing access to a continuum of care
- Demand for security, social aspects, and an easier way of life that a retirement village can provide

Net Latent Demand: Latent demand represents the unmet market demand for a product or service, which may arise from factors such as consumer unawareness, accessibility barriers, or the absence of the product in the market. In this report, *net latent demand* refers to latent demand adjusted for the current supply and development pipeline. Net latent demand analysis provides valuable insights for shaping strategy, guiding investment decisions, and evaluating market-entry opportunities. Identifying a high net latent demand for a product or service can highlight a significant market opportunity, offering potential for growth and competitive advantage.

Occupation Rights Agreement (ORA): An ORA is a standard legal contract in retirement villages. It grants the resident the right to occupy a unit in a retirement village for their lifetime (or until they decide or need to leave). The ORA outlines the terms and conditions under which a resident will live in the village.
Key elements and features of an Occupation Rights Agreement include:

- Entry Payment: The initial amount the resident pays to secure their unit in the retirement village. It is typically a significant sum and is sometimes similar in size to purchasing a property outright, though the resident doesn't gain ownership of the unit.
- Occupation Right: The ORA gives the resident the right to occupy their unit. This right lasts until the resident decides to leave, passes away, or needs to move to a higher care facility.
- Exit Charges or Deferred Management Fee: These fees are deducted from the initial entry payment when the resident leaves the village. The exact amount or percentage can vary based on how long the resident has lived in the village and the terms set out in the ORA.
- Maintenance Fees: Residents typically pay regular fees to cover the maintenance costs of the village, such as communal facilities and grounds.
- Termination: The ORA will specify the circumstances under which the agreement can be terminated and what financial arrangements will apply upon termination.
- Capital Gains and Losses: The ORA will determine who benefits from or bears the brunt of any capital gains or losses when the unit is eventually 'sold' or reoccupied by another resident. In some agreements, the village might take a percentage of any capital gain, or the resident might not share in capital gains at all.
- Care Provisions: The ORA may also outline the availability of care services in the village and the circumstances under which a resident might be required to leave their unit and move to a higher care facility.

Deferred Management Fee (DMF): A common financial arrangement in the retirement village industry. The DMF is a fee that residents of retirement villages pay when they leave the village. Instead of charging high ongoing monthly fees while a resident lives in the village, the operator defers a portion of the cost until the resident leaves, sells, or in the event of their passing. This fee is usually deducted from the resale value or exit payout of the resident's unit.
Here's a general overview of the Deferred Management Fee:

- Calculation: The DMF is typically calculated as a percentage of the original purchase price, the sale price, or the current market value of the unit, depending on the terms of the Occupation Rights Agreement or equivalent contractual agreement. The percentage can vary but often ranges from 20% to 40% and is accrued over the first two to five years.
- Purpose: The DMF helps retirement village operators cover the costs of providing and maintaining communal facilities, such as swimming pools, clubhouses, gardens, and more. It also helps keep the ongoing fees (like monthly maintenance fees) lower for residents.

Refundable Accommodation Deposit (RAD): In the residential care sector, a refundable accommodation deposit is a lump sum payment made by a resident (or their family) to a residential care facility when they first enter. This payment essentially secures the resident's place in the facility. It functions similarly to a deposit or bond.
Several important points about RADs:

- Refundable: The amount is usually refundable when the resident leaves the facility or passes away. However, some fees or amounts might be deducted based on the agreement made upon entry.
- Interest: While the resident is in the facility, the care provider may use the funds, but any interest earned typically belongs to the facility unless otherwise stipulated in the agreement.
- Regulations: In many countries, there are regulations in place governing how much can be charged, how the money can be used, and when it should be returned.
- Alternatives: Instead of paying an occupancy advance, residents may have the option to pay daily fees or periodic payments that are typically non-refundable.

Acronyms

- NLD = Net Latent Demand
- SA1 = Statistical Area One
- SA2 = Statistical Area Two
- PCA = Primary Catchment Area
- SCA = Secondary Catchment Area
- SNZ = Statistics New Zealand
- MoH = Ministry of Health
- PR = Penetration Rate
- DS = Disclosure Statement
- DP = Development Pipeline
- AVM = Automatic Valuation Model
- RC = Resource Consent
- REINZ = Real Estate Institute of NZ
- TA = Territorial Authorities
- LBA = Local Board Area
- ARC = Aged Residential Care
- DMF = Deferred Management Fee
- RAD = Refundable Accommodation Deposit
- ORA = Occupation Rights Agreement

Deprivation Index

The deprivation index is a measure used to assess the relative socioeconomic disadvantage of small geographical areas within a country. In New Zealand, it's known as the NZDep (New Zealand Index of Deprivation); this index typically combines multiple deprivation indicators, such as income, employment, education, housing, and access to services, into a single score. The resulting scores are usually ranked and divided into deciles, ***where 1 represents the least deprived areas, and 10 represents the most deprived areas***. The index is primarily used for resource allocation, research, and advocacy purposes, helping policymakers and researchers identify areas that may require more support or intervention. It's important to note that the deprivation index is a relative measure, comparing areas to each other rather than an absolute measure of deprivation.

What is Included:

- People aged 18-64 receiving a means-tested benefit
- People living in households with equivalised income below an income threshold
- People with no access to the Internet at home
- People aged 18-64 without any qualifications
- People aged <65 living in a single-parent family
- People not living in their own home
- People living in a household with an equivalised bedroom occupancy threshold
- People aged 18-64 unemployed
- People living in dwellings that are constantly damp and/or always have mould greater than A4 size

Data Sources	**Software**
WEBSTER Databases	Esri ArcGIS
REINZ	Maptitude
CoreLogic	SnagIt
Statistics New Zealand	Microsoft
Eagle Technologies	Eagle Technologies
Pacifecon	
LINZ	
Ministry of Health	

NOTES

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