

FOR EXTERNAL USE

## Kilgariff Estate Builder Facilitation Policy

### PURPOSE

To establish the Land Development Corporation's (LDC) position and practice for facilitation of builder-led promotional activities within the estate (such as display home and house and land package marketing arrangements).

### POLICY

This policy articulates LDC's position on the following builder promotional activities:

#### Display Homes

LDC welcomes arrangements with builders to establish and operate a display home within the estate. This arrangement can provide positive outcomes by showcasing a builder's work, as well as providing a good example of homes within the estate, to prospective land purchasers.

This arrangement will be facilitated by a Builder's Lease of a 12-month period, with the purchase price payment deferred to occur at lease expiry.

During this lease period, a builder will be required to:

- record dates and times of 'open' homes held
- record estimated visitor numbers and new build details which are generated from open home visits
- fund the build costs for the dwelling construction and landscaping works
- ensure the build complies with estate Design Guideline, and
- bear the cost of outgoings (rates, etc) (to be oncharged by LDC).

LDC may consider extending by a further period, if satisfied with how a display home arrangement is performing. To inform this decision, a builder must provide the records noted above, as well as the benefits a continued display home arrangement bring to the estate.

Conversely, if LDC considers that the display home performance or generation of a broader estate benefit is not satisfactory, the lease expiry may be brought forward to a shorter timeline.

A builder will be required, at the onset, to contractually commit to purchasing the lot and enter the builder's lease agreement.

## House and Land Packages

LDC welcomes builder interest in offering new house and land packages (H&L) for Stage 2 of Kilgariff Estate and beyond. Exclusive and non-exclusive lot allocation arrangements are outlined as follows:

### *Exclusive Allocations*

- **Initial Lot Allocations**

To facilitate this builder activity, LDC will offer licensed residential builders 'allocation' of a specific lot for a 3-month period. During this period the lot will be 'on hold' while the builder markets the H&L package. Selection of the lot is via agreement with the builder and LDC, with consideration to the number of lots in the type remaining, as well as market demand.

A purchase commitment is not required from the builder to 'hold' the lot during this period.

Where a builder is interested in promoting multiple H&L opportunities simultaneously, LDC will 'allocate' one lot of each lot type for the period, per builder. However, builders are welcome to have multiple 'allocations' across the lot types (eg. Lifestyle, Traditional or Multi-Dwelling).

LDC will consider extension requests on a case-by-case basis having regard to factors such as market demand, lot availability, enquiry levels, etc.

- **Replacement Lot Allocations**

If a lot sold under an exclusive allocation is sold to a purchaser during the period, a builder could select a replacement lot for a new 3-month period.

No fees will apply to initial or replacement lot allocations.

- **Additional Lot Allocations**

Subject to lot availability and market demand (on a case-by-case basis), LDC may consider 'allocating' additional lots to builders (eg. multiple simultaneously within each lot type), with payment of a non-refundable deposit of 5% of the purchase price. Where the lot is not sold during the 3-month period, the deposit will not be refunded. However, should a sale occur, the deposit will be returned to the builder upon the contract becoming unconditional.

### *Non-Exclusive Allocations*

Builders are welcome to market additional packages and lots non-exclusively and without any 'hold' arrangements.