

# Advancing the quality of Retirement Living data

Introducing the PwC / Property Council Retirement Database

**PwC and the Property Council of Australia are embarking on an exciting new project to develop the most comprehensive database about the Australian retirement industry that has ever been developed.**

## The database and analysis will

Provide data to help shape public policy, including regulation, taxation and aged pension asset test rules.



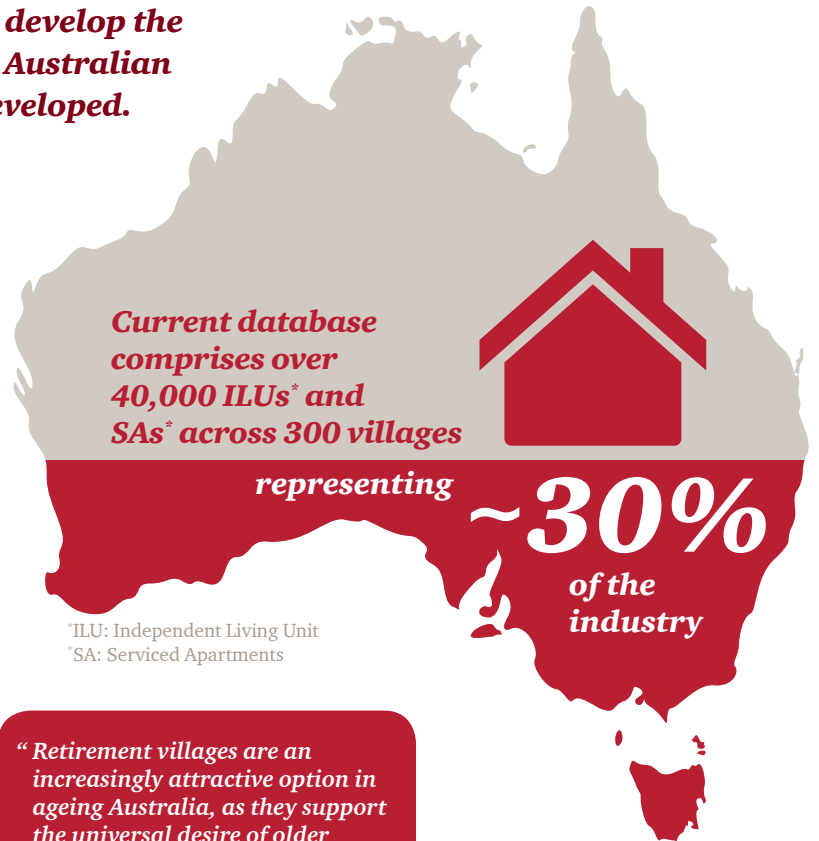
Increase understanding and transparency of the unique financial structures in the market.

Allow operators, both commercial and not for profit, to benchmark their performance across critical metrics.



Provide critical market intelligence for debt and equity investors.

Further establish retirement villages as a distinct asset class.



\*ILU: Independent Living Unit  
\*SA: Serviced Apartments

“Retirement villages are an increasingly attractive option in ageing Australia, as they support the universal desire of older Australians to stay independent and engaged in the community. This database will ultimately serve as the repository of all key industry trends, which policy makers and investors equally can rely on when making decisions that affect the future of the growing senior’s housing market around the country.”

Mary Wood, Executive Director,  
Property Council of Australia

“PwC is pleased to be working with the Property Council as their research and advisory partner. Our goal is to support the retirement industry and society as a whole by furthering the quality and accessibility of market relevant data that supports policy decisions, operational benchmarking and investment decisions.”

Tony Massaro, Director,  
PwC

## How to get involved



We need broader participation to ensure data is representative of our industry.



Get involved by submitting data for your village.



Let us know the kinds of data and research which is important to you.



Email [retirementliving@au.pwc.com](mailto:retirementliving@au.pwc.com) for further information on how to get involved.



# Data snapshot\*



**Affordability is an important issue for the industry** and by tracking and reporting on key metrics such as average prices and monthly fees, we will be better able to benchmark and track trends over time.

## Average 2 bed ILU price

WA	\$382,000
SA	\$308,000
VIC	\$395,000
QLD	\$323,000
NSW	\$411,000
Australia	\$375,000

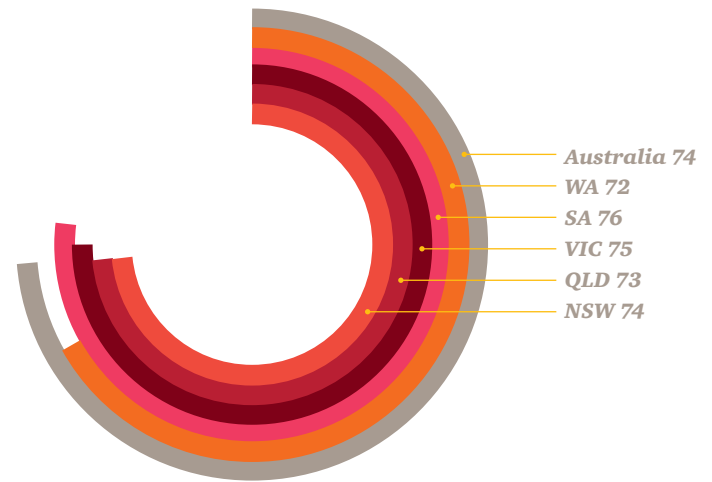
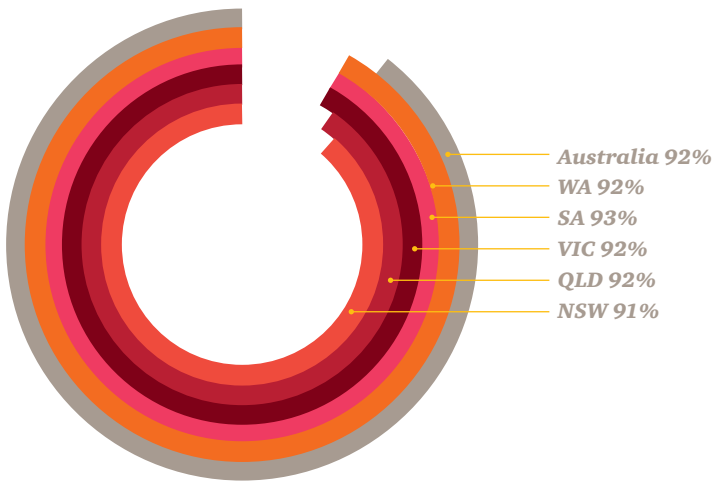
## Average monthly service fee by village\*\*

WA	\$344
SA	\$403
VIC	\$394
QLD	\$363
NSW	\$433
Australia	\$393

**Occupancy rates and entry ages are likewise important indicators to observe and tracking these trends over time will provide greater insights into the sector.**

## Average occupancy rate by village

## Average entry age of residents (years) by village



# 20



average age of village (years)

# 12%



villages with aged care facilities within close proximity

# 324



average days from vacant possession to settlement

**We are just at the beginning of the journey and require your help to enable further in-depth and relevant analysis. Contact [retirementliving@au.pwc.com](mailto:retirementliving@au.pwc.com) for further information.**



**Mary Wood**  
Executive Director  
Property Council  
(Retirement Living)



**Tony Massaro**  
Director  
PwC



**Jo-Ming Ong**  
Manager  
PwC

\*Data based on information submitted by village operators  
\*\* Monthly service fees are charged on a cost recovery (not for profit) basis.