

HOW TO PURCHASE LAND AT NEWPORT

Due to the high demand for land at Newport, Stockland has implemented a registration of interest process. The intent of this process is to avoid the need to "queue" up to meet with a sales professional.

This land release includes waterfront lots (ie Lots 3006 – 3010) and dry lots (ie Lots 3018-3023). Offers will be accepted on waterfront lots, whilst expressions of interest will be accepted for dry lots. Step 1 is the only step in the process which differs between waterfront lots and dry lots.

Step 1

SUBMIT AN OFFER (WATERFRONT LOTS) OR SUBMIT AN EXPRESSION OF INTEREST (DRY LOTS)

From 1pm on Sunday 6 November 2016

From 1pm on Sunday 6 November 2016, Stockland will be accepting offers on all waterfront lots. To submit an offer on a waterfront lot, you must complete Stockland's "Quay Waterfront Letter of Offer" and submit it to Stockland. Please be aware that all offers on the waterfront lots require you to nominate a purchase price for the relevant waterfront lot.

From 1pm on Sunday 6 November 2016, Stockland will be accepting expressions of interest on all dry lots. All expressions of interest on dry lots must be in writing and submitted to Stockland. Please be aware that the purchase price for each dry lot is fixed. Accordingly, there is no requirement as part of an expression of interest to nominate a purchase price for the relevant dry lot.

All "Quay Waterfront Letters of Offer" for waterfront lots, and all expressions of interest for dry lots, must be submitted to Stockland either:

- (a) in person at the Newport Sales and Information Centre at Griffith Road, Newport QLD 4020; or

- (b) by email sent to newport@stockland.com.au.

All "Quay Waterfront Letters of Offer" for waterfront lots, and all expressions of interest for dry lots, must be submitted to Stockland by 5pm on Wednesday 9 November 2016. Stockland will not accept any offers or expressions of interest after this.

To obtain a copy of Stockland's "Quay Waterfront Letter of Offer", or to obtain more information about the waterfront lots and/or dry lots (including copies of all Sales Plans, the Design Essentials, the Price List and a draft Contract for Sale), please visit the Newport Sales and Information Centre at Griffith Road, Newport QLD 4020. Alternatively, you can speak to a Newport Sales Professional by calling the Newport Sales and Information Centre on 1300 619 605.

Please be aware that all offers and expressions of interest submitted to Stockland are non-binding. Stockland reserves the right to accept or decline an offer or expression of interest at its absolute discretion.

Step 2

APPOINTMENTS

From 9am on Thursday 10 November 2016

From 9am on Thursday 10 November 2016, the Newport sales team will be contacting by phone each participant who submitted an offer or expression of interest which is favourable to Stockland. If your offer or expression of interest is successful, Stockland will contact you to arrange a suitable time for an appointment between you and a Newport Sales Professional.

At the appointment, you will have the opportunity to discuss matters such as your preferred builder and finance for purchase. At the conclusion of the appointment you may choose to:

- (i) proceed to purchase (see Step 3); or
- (ii) collect a copy of the Contract for Sale of Land for review and arrange a time to proceed to purchase (see Step 3) within two business days of your appointment. A hold form will be required to be completed.

If your purchase is subject to finance, you will be required to provide Stockland with a formal pre-approval letter. A pre-approval letter is provided by a lending institution once you have completed your formal application, and it has been successfully assessed. If you are not able to provide Stockland with a formal pre-approval letter at your appointment, you will be required to provide the formal pre-approval letter when you proceed to purchase (see Step 3).

It is advisable that you bring valid photo identification (such as your driver's licence or passport) and the details of your licensed conveyancer or solicitor to your appointment.

If you do not live locally and/or you are unable to attend an appointment at the Newport Sales and Information Centre, you can make arrangements for a Newport Sales Professional to call you to conduct the appointment over the phone.

If your offer or expression of interest is not successful you will be contacted by a Newport Sales Professional by email. You will continue to receive email notifications in regards to future land releases at Newport.

Step 3

PROCEED TO PURCHASE

From Thursday 10 November 2016

Once your home site selection has been confirmed with the Newport Sales Professional at your appointment, should you wish to proceed to purchase, you are required to:

- (i) duly sign the Disclosure Statement and Plan;
- (ii) duly sign the Form 8 Disclosure to Prospective Buyer;
- (iii) duly sign the Contract for Sale of Land; and
- (iv) pay a deposit of \$10,000.

The deposit must be paid by electronic funds transfer or credit card. Please note: Amex, cash and cheques are not accepted.

If you do not live locally and/or you are unable to attend a face to face contract signing appointment, the above documents will be posted to you or your appointed licensed conveyancer or solicitor within two business days of your appointment with the Sales Professional. You are required to sign and return the above documents within 14 days.

There will be no binding contract between Stockland and you in respect of land at Newport unless and until the Contract for Sale of Land has been signed by you and Stockland.

Before entering a contract for sale of land you should obtain independent legal and financial advice.