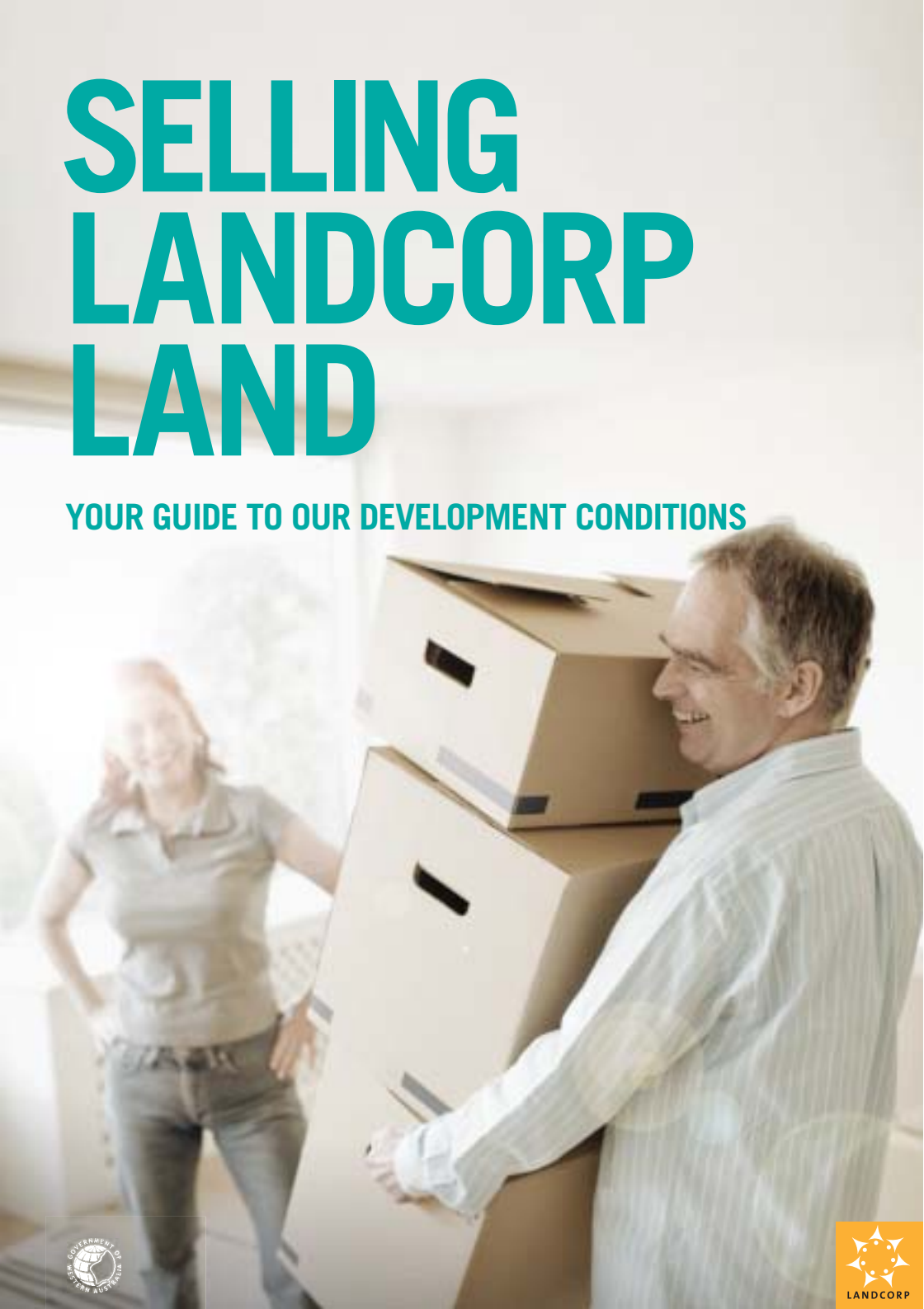


SELLING LANDCORP LAND

YOUR GUIDE TO OUR DEVELOPMENT CONDITIONS





INTRODUCING LANDCORP

When you sell a **block of land** for LandCorp, you're selling the **opportunity** for people to become part of a **community built on pride**, quality and sustainability.

As the Western Australian Government's specialist land and property development agency, LandCorp works closely with our community to implement major Government land and infrastructure projects. Whatever the project, our focus remains the same: to best meet our State's economic and social needs.

By providing quality residential land for development, we're proud to be a part of building communities that grow sustainably. Our commercial and industrial land releases are designed to build tomorrow's economic hubs and create jobs and business opportunities.

LandCorp's unique position enables us to make a positive difference to the lives of people across our State, the results of which are reflected in the awards many of our projects - large and small - have received.

OUR ROLE

We're so much more than the agency that sells surplus Government land.

At LandCorp, we're dedicated to securing social and economic prosperity for all West Australians. We achieve this by providing enough industrial land to meet our State's economic needs and to develop major regional infrastructure. We're also caretakers of townsite development throughout Western Australia and are involved in urban renewal projects as well as tourism developments.

HOW TO SELL LANDCORP LAND

Though our approach to land sales varies widely, our priority is always to choose the most fair and equitable method for the specific type of development and the prospective buyers. Where possible, our policy is to support local business by appointing local sales agents to handle the release of lots in all residential, commercial and industrial developments.

As our agent, the different ways you may be asked to sell LandCorp land are:

AUCTION: A traditional method, in which ownership goes to the highest bidder, subject to the reserve (lowest acceptable) price being reached.

BALLOT: A fixed price is set and buyers go into a public draw for lots. The drawer ensures all purchasers have an equal chance of securing land and are often designed to give preference to the local community.

EXPRESSIONS OF INTEREST: The EOI process enables interested buyers to register their interest on future developments or lot releases but does not constitute an offer to purchase, reserve or develop land or otherwise.

PRIVATE TREATY: A fixed price is set and sales operate on a "first in, first served" basis, giving local people and 'early birds' a better chance.

TENDER: Buyers offer a price they believe is fair. We then evaluate tenders on certain conditions and decide on a buyer. The desired price may or may not be disclosed beforehand.

OFFERS INVITED: Interested buyers are invited to make an offer on land. We can negotiate privately with interested buyers after closure of the offer period.

SALES DEVELOPMENT CONDITIONS

We generally attach development conditions to the purchase of land. As an agent representing LandCorp, it is vital that you communicate these development conditions to prospective buyers and make sure they understand what is expected of them.

The conditions we set protect the interests of our buyers and are centred around building strong, functioning Western Australian communities. They also mean that you can be confident you're selling land in a quality development that is destined to become a real and viable community in the foreseeable future.

- Stipulating a time frame for completion prevents land speculation by buyers who are only interested in land value appreciating.
- Only genuine buyers are purchasing land and developing it, resulting in the establishment of sound communities.
- The buyer's home gains value by being part of a quality residential development in a dynamic community.
- An assurance of quality building adds greater protection and value to a buyer's investment.

OUR DEVELOPMENT CONDITIONS

Our sales development conditions relate to practical issues such as building time frame, type of development and landscaping.

For example, many of our residential land sales require purchasers to build a home within a specified time. This condition ensures the timely development of a vibrant new estate that functions and grows as a community.

Design guidelines are often attached to our development conditions. They can include landscaping, fencing requirements and sustainability initiatives and can vary for each of our land releases.

EVERY PROJECT HAS ITS OWN CONDITIONS

Because no two land releases are the same, we evaluate each one separately and with equal care. Conditions can differ for land that is for residential, industrial, commercial or mixed use purposes, as well as within these categories. So, for example, conditions may vary from one commercial park to another, and the time frame to build can also be different for each development.

HOW THIS AFFECTS YOUR SALE OF LAND FROM LANDCORP

As an Agent working on behalf of LandCorp, it is important that you make prospective buyers aware of the existence of sales development conditions BEFORE you close a sale.

You must also communicate to buyers that these conditions will affect their potential ownership of the land:

- To avoid land speculation by buyers who are only interested in land value appreciating, the Contract of Sale provides that you are unable to on-sell your land without LandCorp's consent. A Caveat will be lodged over your land which prevents you from dealing on the land prior to the development being completed. The Caveat will be withdrawn when the buyer can provide evidence that the development has reached practical completion by way of a Certificate of Occupancy from the Local Government Authority or a letter from the contracted builder.
- If a buyer applies for a loan prior to settlement and the lot purchased is secured by a mortgage, the Mortgagee is required to enter into a "Mortgage's Deed of Covenant" with LandCorp prior to settlement.
- If a buyer applies for a loan after settlement, their lender is required to contact LandCorp to arrange for our Caveat to be lifted and relodged to allow the registration of their mortgage. The lender will also be required to enter into a "Mortgage's Deed of Covenant" with LandCorp. It is important that the sales agent reminds buyers that the LandCorp Contract of Sale stipulates that money secured by a mortgage over the land is to be used for the purchase and development of that land only until the development has reached practical completion.
- If the land is not developed within the agreed time frame LandCorp has the option to repurchase that lot at the original purchase price less costs.





WE MONITOR DEVELOPMENT CONDITIONS CAREFULLY

Through our system of regular communication and reminders we help buyers to comply with the build time development conditions. As a seller you are a vital part of this process.

ONE: AT FIRST ENQUIRY

When LandCorp announces the release of land for sale, build time development conditions will be noted in printed material which carries the sales agent's name and contact details. As the agent appointed to oversee the sale, it is important that you make interested buyers aware of any conditions.

Though the method of sale of land may differ, the development conditions will consistently be set out in all documents, such as a ballot pack. As the sales agent for LandCorp, you should always make build time and any other development conditions absolutely clear to prospective buyers before they make any financial or other commitments to purchase land.

TWO: AT SALES CONTRACT SIGNING

Full details of all development conditions will be set out in the contract, and as the sales agent, you are expected to point these out when asking the buyer to sign the agreement.

You must also draw to the buyer's attention the consequences of not meeting their development conditions at this time.

THREE: AT SETTLEMENT

From this point on, LandCorp will be in touch with buyers to remind them of time frames. All buyers receive a personalised letter after settlement confirming their development completion date.

OTHER IMPORTANT THINGS TO NOTE

- Because you're acting on behalf of LandCorp, we ask that you take buyers through all steps of the sales process to keep buyers informed of sales development conditions.
- It is also important that buyers are reminded to keep records of their development progress and ensure they keep LandCorp informed of this, as well as updating their contact details.
- Sales agents should also make buyers of LandCorp land very aware that they are unable to sell their land before development is completed without first obtaining LandCorp's consent. This serves to discourage speculation and support genuine land and property development.
- LandCorp's development conditions are quite separate from the conditions placed on contaminated sites by the WA Department of Environment and Conservation. If your buyer has a Memorial lodged against their title, direct them to www.dec.wa.gov.au/contaminatedsites or have them call the relevant department on 1300 762 982.





**We share your vision
for strong, sustainable
Western Australian
communities.**





WHERE TO GO FOR FURTHER INFORMATION

If you have any more questions or would like more information about development conditions, we'd be happy to help. Just contact LandCorp on (08) 9482 7499 and ask to speak to one of our Development Conditions Officers.

**WORKING
TOGETHER
TO GROW
SUSTAINABLE
COMMUNITIES.**

LANDCORP

Level 3 Wesfarmers House
40 The Esplanade Perth
Western Australia 6000

Locked Bag 5
Perth Business Centre
Western Australia 6849

T (08) 9482 7499
F (08) 9481 0861

www.landcorp.com.au



THE IMPORTANCE OF SUSTAINABILITY

A sustainable approach to our use of land will strongly shape the future of society. To meet the needs of both current and future generations, we need to consider all the effects of our actions: environmental protection, social advancement and economic prosperity.

As the State Government's land and property developer, LandCorp applies the principles and practices of sustainable development across Western Australia, learning more and improving results with each project. We're committed to minimising our ecological impact and enhancing the community's quality of life.



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