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NZX & ASX RELEASE

7 July 2026

2Q26 METRICS – SALES OF OCCUPATION RIGHTS

Summerset Group reported 448 sales for the quarter ending 30 June 2026, comprising 221 new sales and 227 resales. Total new sales were in line with Q2 2025 while resales increased 26%.

Summerset Chief Executive Scott Scoullar said the company was pleased with both the quarter's sales and its performance over the first six months of the year. "Our total first half (1 Jan – 30 Jun) sales were up 17% on the same period last year, with new sales up 12% and resales up 23%."

Summerset's four new village centre buildings, opened during the first half of the year, are already showing encouraging early demand. At Cambridge, 45% of the available serviced apartment, care and memory care stock is occupied or under contract; 43% at Whangārei, 30% at Waikanae, and at Cranbourne North in Victoria, 21% of the village centre building assisted living apartments are occupied or under contract.

"These buildings are central to the resident experience in our villages and provide the care, support and amenity our residents value. We're pleased with the level of interest and sales momentum across these villages' new buildings."

Mr Scoullar said sales momentum at Summerset St Johns in Auckland had also continued during the quarter. "St Johns remains one of our strongest-performing new sales villages, averaging 1.6 sales per week in Q2. The village is a significant investment for Summerset and we are pleased to see continued demand for this high-quality retirement living offering in Auckland.

"With the delivery of a number of village centre buildings our product mix has shifted towards a greater weighting of care and apartment sales.

"This is consistent with our development pipeline, and our guidance in February 2026, that our development margin this year would be in the long-term guidance range of 20-25% following the delivery of our four new village centres."

Resales also continued to perform through the quarter, with 227 resales in Q2 and 415 for the first half, Summerset expects resale margins to remain in line with 2025 levels.

Disciplined approach to economic outlook

Following the start of the Iran conflict, Summerset took prudent decisions to reduce its New Zealand build rate reflecting the change in economic conditions.

"Our New Zealand deliveries of new homes for FY26 will be between 600-650, a reduction in build rate of 50 homes. We remain on track to deliver the 100-150 homes forecast for Australia. This means our group deliveries will stay within the 700-800 homes forecast.

"We have flexibility in our build programme to react to external factors or demand and increase or decrease our build programme as required. Of the homes we're building in 2026, we've delivered 454 across the two countries so far this year.

"We continue to make good progress across our Australian sites, including Cranbourne North now open and operating, Chirnside Park due to open later this year, and Oakleigh South is advancing well through construction."

Summerset will release its half year 2026 financial results on Thursday 27 August.

ENDS

YTD26 SALES OF OCCUPATION RIGHTS

	1Q26	2Q26	YTD26
New sales	150	188	338
Care bed conversions	27	33	60
Total new sales	177	221	398
Resales	188	227	415
Total sales	365	448	813

FY25 SALES OF OCCUPATION RIGHTS

	1Q25	2Q25	3Q25	4Q25	FY25
New sales	119	196	194	171	680
Care bed conversions	13	26	50	36	125
Total new sales	132	222	244	207	805
Resales	158	180	176	241	755
Total sales	290	402	420	448	1,560

FY26 NEW SALES BY HOME TYPE

	1Q26	2Q26	YTD26
Villas	64	86	150
Apartments	25	18	43
Serviced Apartments	24	37	61
Memory care apartments	9	13	22
Care suites and beds	28	34	62
Total (excl. conversions)	150	188	338
Care bed conversions	27	33	60
Total new sales	177	221	398

FY25 NEW SALES BY HOME TYPE

	1Q25	2Q25	3Q25	4Q25	FY25
Villas	61	108	107	94	370
Apartments	8	16	16	22	62
Serviced Apartments	19	19	22	21	81

Memory care apartments	6	4	6	14	30
Care suites and beds	25	49	43	20	137
Total (excl. conversions)	119	196	194	171	680
Care bed conversions	13	26	50	36	125
Total new sales	132	222	244	207	805

FY26 RESALES SALES BY HOME TYPE

	1Q26	2Q26	YTD26
Villas	75	87	162
Apartments	13	20	33
Serviced Apartments	54	62	116
Memory care apartments	13	11	24
Care suites and beds	33	47	80
Total resales	188	227	415

FY25 RESALES SALES BY HOME TYPE

	1Q25	2Q25	3Q25	4Q25	FY25
Villas	75	82	79	86	322
Apartments	4	13	11	18	46
Serviced Apartments	51	59	42	81	233
Memory care apartments	10	6	16	18	50
Care suites and beds	18	20	28	38	104
Total resales	158	180	176	241	755

NOTES:

- Occupation right sales volumes represent the number of occupation rights settled in the period and differ from retirement unit deliveries which represents the number of new homes for which construction was completed in the period.
- The quarterly sales metrics provided may not necessarily reflect NZ IFRS financial performance for the corresponding period. In particular, key items in the income statement, such as the fair value movement of investment property, are dependent on several variables, of which one is occupation right sales. NZ IFRS financial performance is calculated for the periods ending 30 June and 31 December each year.

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ABOUT SUMMERSET

- Summerset is one of the leading operators and developers of retirement villages in New Zealand, with 40 villages completed or in development nationwide
- Summerset has four villages in development (Cranbourne North, Chirnside Park, Torquay and Oakleigh South) in Victoria, Australia



- Summerset also owns additional proposed sites in both New Zealand and Victoria, Australia
- Summerset provides a range of living options and care services to more than 9,500 residents

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