



Summerset Group Holdings Limited
Level 27 Majestic Centre, 100 Willis St, Wellington
PO Box 5187, Wellington 6140
Phone: 04 894 7320 | **Fax:** 04 894 7319
Website: www.summerset.co.nz

NZX & ASX RELEASE

12 October 2026

3Q26 METRICS – SALES OF OCCUPATION RIGHTS

Summerset Group reported 415 occupation right sales for the quarter ending 30 September 2026, comprising 175 new sales and 240 resales. For the year-to-date total sales are 1,228, up 10% on the first nine months of FY25, with resales up 27%.

Summerset Chief Executive Scott Scoullar said resales continued to perform well through the quarter, with 240 resales in Q3, up 36% on Q3 2025 and ahead of the 227 resales delivered in Q2 2026.

“Our resales performance was strong and we were pleased to see demand turning into sales across our established villages this quarter,” Mr Scoullar said.

“The Canterbury region was a standout this quarter with 63 sales in Q3 compared with 37 in Q2. Christchurch sales represented 15% of the quarter’s total sales, up from 8% in Q2.

“Our demand is supported by the strength of the Summerset brand. This year we were named New Zealand’s most trusted aged care and retirement village brand in the 2026 Reader’s Digest Trusted Brands Awards and also just recently won the retirement villages category in the 2027 Reader’s Digest Quality Service Awards. We were also recognised in the 2026 Seniors New Zealand NZ’s Best Awards, with three category wins, including Nationwide Group Winner, and three further finalist placings across our villages, staff and aged care services.

“Together these independent consumer awards reinforce trust and confidence in Summerset, our people and our villages, supporting consideration and demand among prospective residents.”

Sales Activity and new DMF

As the company signalled at its half year results, Summerset’s Q3 new sales were down on Q3 2025.

“The ongoing Middle East conflict created broader economic uncertainty, making a number of our prospective residents hesitate about selling their homes while they waited to see what impact it would have. This hesitancy flowed through into our Q3 sales.

“Encouragingly, sales activity appears to have improved since June, and we are continuing to see good enquiry and buyer interest in a number of our newer villages and development stages.

“Our operational improvement has continued past our mid-August announcement of the Deferred Management Fee (DMF) increase to 30%. Notably there has been no material change in contracting rates. The revised fee is in line with comparable offerings across the retirement village sector and does not appear to have materially affected prospective residents’ consideration of Summerset.”

New sales contracts signed in Q3 were up 20% on 1Q26 and 2Q26, and at a similar level with 3Q25. Resale contracts signed in Q3 were also up, increasing 5% on 1Q26 and 8% on 2Q26, and were significantly ahead of 3Q25. This provides some reassurance that, at this stage, the increase in the Deferred Management Fee does not appear to have had a negative impact on contracting activity.

Sales outlook for remainder of 2026

Looking ahead, Mr Scoullar said Summerset continued to see good demand and was entering Q4 with a solid pipeline of potential contracts, although settlement timing remained influenced by prospective residents' ability to sell their existing homes.

"We are continuing to manage our development programme with discipline and maintain our focus on sales. While the housing market is affecting the timing of some settlements, the level of buyer interest and our pipeline of contracts give us confidence in sales rates for the balance of the year."

ENDS

SALES OF OCCUPATION RIGHTS

	2025					2026				
New sales	1Q25	2Q25	3Q25	4Q25	FY25	1Q26	2Q26	3Q26	4Q26	YTD26
Villas	61	108	107	94	370	64	86	68		218
Apartments	8	16	16	22	62	25	18	8		51
Serviced Apartments	19	19	22	21	81	24	37	21		82
Memory care apartments	6	4	6	14	30	9	13	12		34
Care suites and beds	25	49	43	20	137	28	34	34		96
Total (excl. conversions)	119	196	194	171	680	150	188	143		481
Care bed conversions	13	26	50	36	125	27	33	32		92
Total new sales	132	222	244	207	805	177	221	175		573

Resales	1Q25	2Q25	3Q25	4Q25	FY25	1Q26	2Q26	3Q26	4Q26	YTD26
Villas	75	82	79	86	322	75	87	93		255
Apartments	4	13	11	18	46	13	20	8		41
Serviced Apartments	51	59	42	81	233	54	62	54		170
Memory care apartments	10	6	16	18	50	13	11	21		45
Care suites and beds	18	20	28	38	104	33	47	64		144
Total resales	158	180	176	241	755	188	227	240		655

Total sales	290	402	420	448	1,560	365	448	415		1,228
--------------------	------------	------------	------------	------------	--------------	------------	------------	------------	--	--------------

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.

For investor relations enquiries:

Margaret Warrington
Chief Financial Officer
investor.relations@summerset.co.nz

For media enquiries:

Louise McDonald
Senior Communications & Media Advisor
louise.mcdonald@summerset.co.nz
+64 21 246 3793



ABOUT SUMMERSET

- Summerset is one of the leading operators and developers of retirement villages in New Zealand, with 41 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