

Our Land Purchase Process Via Ballot

1. Join the Landcom customer database

Register your details with Landcom to receive updates about upcoming land releases at our developments. After completing the enquiry form on our website, you'll be added to our customer database and will be contacted with project updates and information on our upcoming land releases.

2. Receive land release information

Approximately eight to ten days prior to a land release, we'll email you information about the release, including:

- The date of the land release
- Available lots
- Pricing
- Lot sizes
- Location of the lots within the development

This is a good time to finalise your budget and note down your preferred lots.

If you have questions or would like guidance on the buying process or choosing a lot, you can contact a Landcom Sales Representative or visit the project's on-site Sales Centre.

3. Check your emails for the Ballot Open Day reminder

The Ballot Open Day reminder will usually be sent 4 or 5 days prior to the weekend of the land release.

On the morning of the Ballot Open Day, you'll receive a reminder email with a link to the Ballot Registration Form.

The link to the Ballot Registration Form is unique to you, so, please don't forward it on. The link will only become active when the ballot opens.

This email will confirm:

- The time the ballot opens; and
- The day and time the ballot will close.

Keep this email handy and be prepared, so you don't miss your chance to register your interest for your preferred lots.

4. Submit your registration on the Ballot Open Day

Once the ballot opens, you'll be able to access and submit the online Ballot Registration Form using the link in your reminder email. You can complete and submit your online Ballot Registration Form any time during the ballot open period for that sales release for a chance to secure a lot. The time you submit your Ballot Registration Form does not impact the outcome of the ballot.

When completing the ballot form please keep in mind:

- **The ballot will remain open for 24 hours**
- Only one registration per person will be allowed. If multiple registrations are submitted, unfortunately they will be disqualified from the ballot process.
- All fields in the ballot form must be completed for it to be valid.

After submitting your online Ballot Registration Form, you'll receive a confirmation email with a unique ballot code. This code is your entry number for the ballot draw and is valid only for the land release you have registered for.

Submitting an online Ballot Registration Form and receiving a ballot code is only the initial step and does not guarantee a lot or a sales appointment.

To ensure those looking to build a home to live in can purchase land at our developments, some sales releases may give preference to owner occupiers and first home buyers. This will be communicated prior to a release and eligibility for preference will be assessed by Landcom before a sale contract is issued.

5. Wait for the ballot result

Once the ballot registration period closes, a randomised, computer-generated list of all eligible entries will be created. Ballot codes will be ordered randomly, and this order will determine the allocation of sales appointments.

The ballot codes that are allocated a sales appointment will be published on the relevant project page of the Landcom website **2-3 days prior to the land release day/s**.

As there are limited lots available, Landcom may offer more sales appointments for each land release than lots available to help ensure all lots are reserve.

6. Confirm your appointment if your ballot code is successful

If your ballot code is drawn, you will receive an email confirming your sales appointment on the land release day/s. You must confirm your attendance by the requested time. Once you confirm that you can attend, your appointment is locked in!

If we don't receive your confirmation, you may lose the opportunity to purchase a lot in that release.

Being successful in the ballot and allocated a sales appointment does not guarantee a lot will be available, particularly where Landcom has offered more appointment times than available lots.

7. Select your land

During your in-person appointment, our sales team will help you choose a land lot from the available lots to suit your preferences and budget.

The contract exchange process

To streamline the process of securing your lot you will be able to sign and exchange your contract on the day of the land release if you are successful in the ballot and go on to secure a lot.

Please review the step-by-step guide below to ensure you're ready on the day!

Step 1 Reserve your lot	<ul style="list-style-type: none">• If you are successful in the ballot and select a preferred lot to purchase, you will sign your sale contract with a Landcom Representative on the day of the land release.• The details of your selected lot and the name/s, contact information and solicitor's details that you listed on your ballot registration form will be the exact information that goes on your sale contract.
Step 2 Sign your sales contract	<ul style="list-style-type: none">• Landcom will prepare your sales contract on the day of the land release based on the details in your ballot registration form that is completed in Step 1.• The contract will be sent to the email address on your ballot registration form, and you will be required to digitally sign the contract on the day of the land release.
Step 3 Pay your initial deposit	<ul style="list-style-type: none">• When you sign your sale contract, you will be required to pay an initial deposit of 0.25% of the price on the day of the land release e.g. on a \$600,000 lot, the required deposit will be \$1,500.• The initial deposit must be paid digitally by bank transfer to the trust account advised by Landcom on the day of the land release. You will need to ensure you have funds available to make this deposit and provide evidence of the transfer to a Landcom representative once done.

<p>Step 4 Exchange your contract</p>	<ul style="list-style-type: none"> Once you have signed the contract and paid your initial deposit of 0.25% of the price, a Landcom legal representative will counter sign the contract and complete the exchange of contracts digitally. This is when the signed contract will be dated. An automated email from InfoTrack will be issued to you, Landcom and your solicitor or conveyancer on the day of the land release, which Landcom legal will email to your solicitor or conveyancer confirming the exchange, after the land release.
<p>Step 5 Start the cooling off period</p>	<p>The cooling off period is 20 business days and begins immediately on the first business day after exchange of your contract.</p> <p>During this time you can:</p> <ul style="list-style-type: none"> Arrange finance Obtain legal advice. Note a copy of the sale contract for the release is available to purchasers prior to the commencement of the sales release. Purchasers are strongly encouraged to obtain independent legal advice as early as possible and are not required to wait until after exchange of contracts to do so. Carry out standard checks on the land
<p>Step 6 Pay the balance of your deposit</p>	<ul style="list-style-type: none"> Before the cooling-off period expires (20 business days after you exchange the contract), you must pay the balance of a 5% deposit which is a requirement of your contract. The balance of the 5% deposit is calculated by deducting the initial deposit of 0.25% of the purchase price that you have already paid, from the total 5% deposit e.g. on a \$600,000 lot, the initial deposit is \$1,500 and the balance of the deposit is \$28,500. Landcom will remind your solicitor of the due date for the balance of the deposit as the cooling-off period draws to a close. If the balance of the 5% deposit is not received by the end of the cooling-off period, Landcom has the right to cancel the contract and retain a portion of the monies paid by you
<p>Step 7 End of cooling off period</p>	<p>Once the cooling-off period expires and the full 5% deposit has been paid:</p> <ol style="list-style-type: none"> The contract becomes unconditional; and Your purchase proceeds toward settlement, which will be due 21 days after the plan is registered which is estimated to occur late May/early-June 2026.
<p>Important things to remember</p>	<ol style="list-style-type: none"> Once contracts are exchanged: <ul style="list-style-type: none"> the names on your contract cannot be changed; contract terms cannot be varied; and the settlement date cannot be extended. If you decide to cancel your purchase during the cooling-off period: <ul style="list-style-type: none"> 50% of your initial deposit of 0.25% will be retained by Landcom as a processing and administration fee. 50% of the 0.25% deposit will be refunded to you via bank transfer. If the balance of your 5% deposit is not received by Landcom before the expiry of your cooling off period, the contract may be cancelled and Landcom may retain a portion of the monies paid by you.

Things to do before the ballot open day

1. Decide on three (3) preferred lots

- You may be asked to list three preferred lots on your Ballot Registration Form so the Landcom sales team understand your preferences should you be successful in the ballot.
- As the order of the successful ballot codes will determine the order of the sales appointments, we do not guarantee that your preferred lot will still be available at the time of your appointment.

2. Choose a solicitor or conveyancer

- You will need your solicitor's or conveyancer's details ready before the Ballot Open Day, as this information is required for you to complete the Ballot Registration Form.

3. Decide on purchaser names

- Please ensure the names you enter on the ballot registration form are correct, as these will be the precise details under which you will be required to exchange contracts and settle the purchase of your lot if you are successful in the ballot, are allocated a sales appointment and go on to reserve a lot. Landcom is unable to agree to changes or additions to the names once your ballot registration form is submitted, so we encourage you to check the names carefully before submitting the form.
- All purchasers will be required to provide identification at the time of reservation to verify their identity.

Landcom Ballot Terms & Conditions

- One registration per person. Duplicate entries are ineligible for a sales appointment and will be removed from the ballot.
- The names on the Ballot Registration form will be the names that go on the contract for sale. Landcom will not agree to any changes or additions to these names.
- No registrations from companies or trusts will be accepted – individuals only.
- To reserve a lot, you must not have an unsettled land purchase in any Landcom project at the time of the release (including any existing reservation or exchanged contract that has not yet been settled). You will be deemed to have an unsettled land purchase if you have entered into another contract of sale with Landcom in any capacity, including (but not limited to):
 - In your individual name;
 - As a director, secretary or authorised representative of a company;
 - As a trustee or appointor of a trust;
 - As a partner in a partnership or joint venture; or
 - Through any other entity or structure you control or are associated with.
- You must not use different entities or structures that you control or are associated with to secure more than one lot with Landcom. If you do this, unfortunately, you will be ineligible for a sales appointment and will not be contacted, even if your ballot code is drawn.
- Any attempt to manipulate the ballot will result in disqualification and removal from the Landcom database.
- Landcom takes no responsibility for email or internet delivery issues or delays.
- If a lot is not reserved or a reservation is cancelled, Landcom may determine how that lot will be dealt with in its absolute discretion. Landcom may, at its discretion, either:
 - Offer the lot to the next eligible purchaser in the ballot order;
 - Re-release the lot as part of the same land release;
 - Re-release the lots as part of a future release; or
 - Otherwise deal with the lot as it sees fit. Landcom may choose to vary or change this process at its absolute discretion, if it determines it appropriate to do so.
- Eligibility for preference will be assessed by Landcom before sale contracts are issued and will only apply for selected releases. Landcom's decision on eligibility is final.

Disclaimer

- Landcom reasonably believes this document is correct at the date of publication but gives no warranty or representation as to its accuracy or completeness of any information in it or provided in connection with it. All persons should make their own independent enquiries as to the matters referred to in this document. To the extent permitted by law, Landcom (including its agents and employees) disclaims any liability whatsoever in connection with, reliance upon, or use of this document by any person.

Privacy at Landcom

- Landcom is collecting your personal information to communicate with you in respect to upcoming land sales releases and ballots for its land development projects. Your contact information may also be shared with any consultants or agents Landcom has engaged to assist with these sales releases and ballots. This may include contacting you by email, phone or SMS to discuss your readiness to purchase, let you know about important dates, make appointments and, if required, administer the reservation to purchase. You can opt out of receiving communications from Landcom at anytime by emailing privacy@landcom.nsw.gov.au
- For more information about how Landcom handles your personal information, please see our Privacy Management Plan at <https://www.landcom.com.au/privacy>.
- If you have any questions about the collection, use, disclosure or amendment of your personal information, including who to contact if you have a privacy enquiry or complaint, please contact Landcom's Right to Information Officer by email to privacy@landcom.nsw.gov.au