

14 April 2026

Immediate release to the ASX

**Q3-FY26 Trading Results, Strategic Priorities, & Pipeline Update**

Lifestyle Communities Limited (ASX: LIC) provides the following trading update for the quarter ended 31 March 2026.

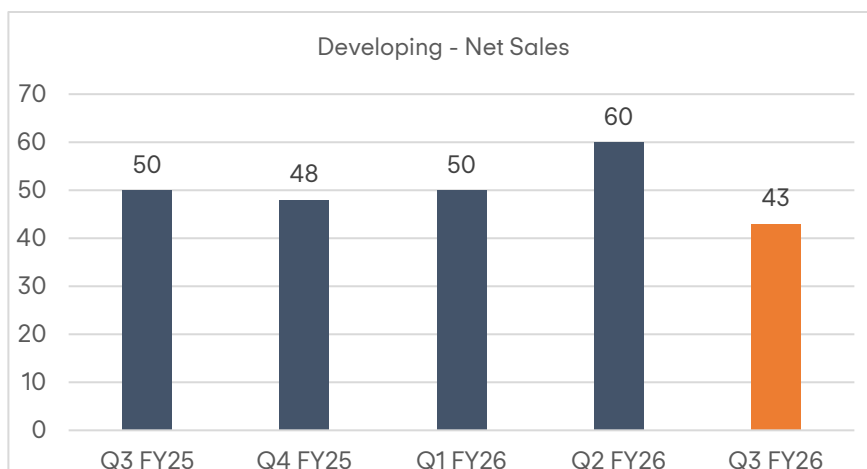
Following a stronger first half of FY26, new home sales momentum moderated in Q3 FY26 as broader economic uncertainty weighed on consumer confidence. While fundamental demand drivers for downsizer housing remain robust, prospective customers are navigating a more cautious market, leading to extended decision-making cycles as they consider and manage the sale of their existing homes.

Net sales from new homes were 43 for the quarter ending 31 March 2026. Despite the subdued consumer sentiment, the business has seen growth in net sales from new homes in the 9-months ended 31 March 2026, up 68% from the prior corresponding period (153 v 91). Appointment volumes in Q3-FY26 reflect consumer sentiment, however conversion rates are holding.

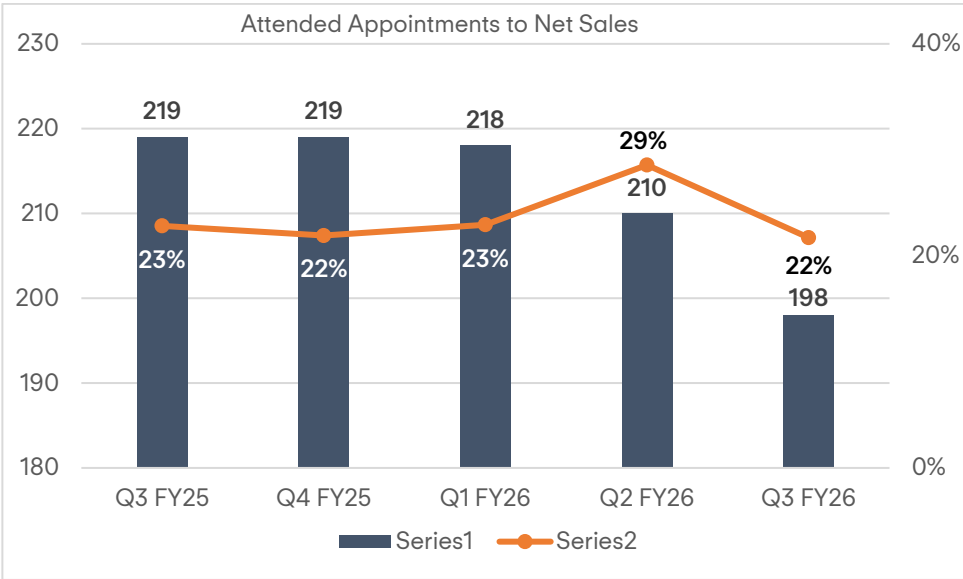
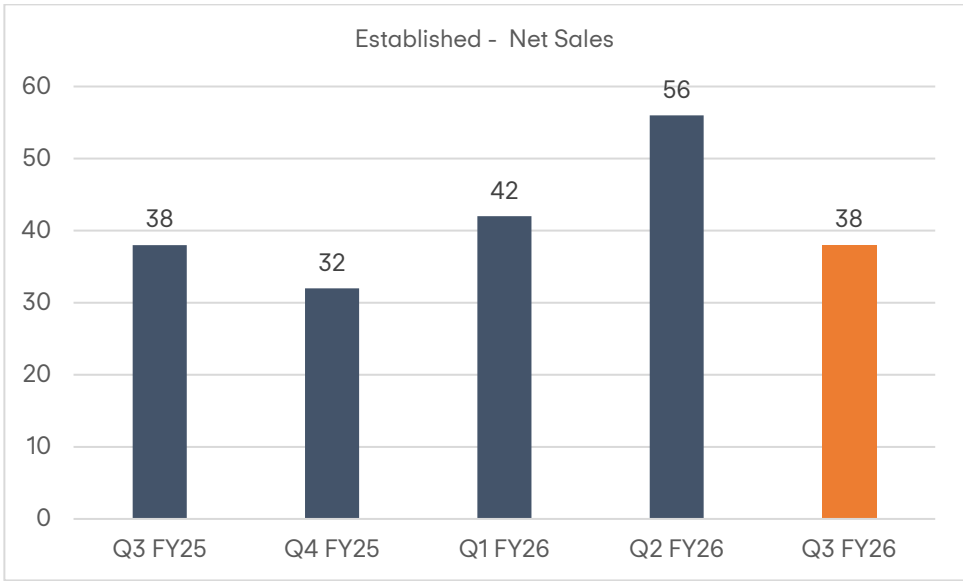
Net sales from established homes were 38 for the quarter ending 31 March 2026. Established home sales demonstrated growth in the 9-months ended 31 March 2026, up 58% from the prior corresponding period (136 v 86).

LIC continues to be market led in its development and sales approach and remains focused on positioning the business to benefit when Victorian property market conditions improve. Management maintains a strong focus on targeted price adjustments, reduction in built stock towards more optimal levels and disciplined ordering of new homes commensurate with sales rates. This has seen the number of unsold inventory homes reduce by 41.3% from June 2025 and contributed to the net debt reduction to \$296.4m (down from \$460.5m at June 2025). As previously highlighted, as a consequence of the lag between sales and settlements, lower prior period sales rates will temper future settlements.

**Trading Results**



For personal use only



**Update on Strategic Priorities**

- **Inventory** – Targeted selling in Q3-FY26 has resulted in a continued reduction in inventory balances and further de-leveraging of the balance sheet:
  - At the end of March, we are carrying 148 unsold completed homes. This is down from 257 reported at 30 June 2025 and represents a 42.4% reduction in the number of inventory homes completed and not sold.
  - At the end of March, there are 10 unsold homes currently under construction compared to the 12 that were under construction at 30 June 2025.

- For personal use only
- **Net Debt** – The net debt balance as at 31 March 2026 is \$296.4m, down from \$460.5m at 30 June 2025 and \$353.0m at 31 December 2025 – further reduced following ongoing inventory realisation.
  - **Management Fees** – During the period, the business introduced choice with regards to payment of the Management Fee, with customers now having the option to pay upfront or when they sell. In Q3-FY26, 13.6% of total net sales (developing and established) related to customers who elected to pay their management fee upfront.
  - **Homeowner Experience** – As part of our homeowner centred operating philosophy, we continue to work in closer partnership with our homeowners. Overall customer satisfaction continues to improve – increasing from 76.7 at March 2025 to 78.0 at September 2025 and 78.9 at March 2026.

### **Sales and Settlement Pipeline FY26**

The status of the sales and settlement pipeline as at 31 March 2026 is as follows:

- 190 new home settlements completed
- 203 contracts on hand

Of the 203 contracts on hand:

- 74 homes will be available for settlement in FY26. Of these:
  - 35 customers are booked to settle prior to 30 June 2026 and have an unconditional contract on their current homes
  - 39 customers are actively marketing their own homes for sale. Settlement with Lifestyle Communities will be subject to the timing of the sale of their existing home
- 129 homes will be available for settlement in FY27 and beyond.

Chief Executive Officer, Mr Henry Ruiz, said, "While economic uncertainty and cautious consumer behaviour are expected to persist in the near term, we remain confident in the long-term fundamentals of the Group's business model. While fundamental demand for downsizer housing remains robust, prospective customers are navigating a more cautious market, leading to extended decision-making cycles as they manage the sale of their existing homes."

Authorised for release by the Board.

For further information please contact:

#### **Investors**

Clare Lewis

Investor Relations

(03) 9682 2249

[investor.relations@lifestylecommunities.com.au](mailto:investor.relations@lifestylecommunities.com.au)

#### **Media**

Max Hewett

Patterson Advisory

0432 332 215

[mhewett@pattersonadvisory.com.au](mailto:mhewett@pattersonadvisory.com.au)

**About Lifestyle Communities®**

Based in Melbourne, Victoria, Lifestyle Communities® develops, owns and manages affordable independent living residential land lease communities. Lifestyle Communities® has twenty-nine residential land lease communities under contract, in planning, in development, or under management. Over 5,800 Victorians call Lifestyle Communities their home.

For personal use only