

## **The Financial Implications of Buying under the Guaranteed Repayment Lease**

Set out below are worked examples of the financial implications of buying the above property. Created on 07/08/2025.

**Note: These worked examples are for guidance only. Please discuss your individual circumstances and financial commitments with your solicitor, other legal or financial adviser.**

This illustration is not a forecast and, like any other investment, the value of properties in the village could go down as well as up.

### **EXAMPLE 1: INDEX-LINKED ANNUAL COSTS**

This first example deals with the annual costs of buying a retirement property. **It excludes:**

- The cost of any **mortgage** you may have, and;
- The **personal monthly bills** for which you would be liable, such as council tax, contents insurance, television licence, cable subscriptions and any other bills.

The costs shown are based upon the management fee and utilities fee for single or double occupancy of a 2 bedroom Apartment, address 3 Coppice House, Hathaway Lane, Great Boughton, Chester, Cheshire, CH3 5EY, purchased for **£389,950.00 Three Hundred and Eighty Nine Thousand Nine Hundred and Fifty Pounds**. These charges are subsidised by the landlord, The Wyldewoods Village Limited.

As a leasehold owner, you will be responsible for the following costs, which are applicable from: January 2025 to December 2025 and annually thereafter.

| <b>Costs (for both single and double occupancy)</b>                                                                                                                                                                                                       | <b>Monthly</b> | <b>Annual</b>    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|------------------|
| <b>Management Fee</b><br>Reviewed every year and increased in line with Consumer Price Index with Housing (CPIH) every April, using October indexation figure starting April 2026. Payable from completion until 2 months following the Notice to Vacate. | £520.00        | £6,240.00        |
| <b>Ground Rent</b><br>Not applicable                                                                                                                                                                                                                      | N/A            | N/A              |
| <b>Utilities Fee</b><br>Reviewed every year and increased in line with Consumer Price Index with Housing (CPIH) every April, using October indexation figure starting April 2026. Payable from completion until 2 months following the Notice to Vacate.  | £202.10        | £2,425.20        |
| <b>Total</b>                                                                                                                                                                                                                                              | <b>£722.10</b> | <b>£8,665.20</b> |

### **EXAMPLE 2: FIXED SALE COSTS**

All properties sold under a Guaranteed Repayment Lease are bought back by the landlord; owners cannot sell them on the open market. Scenarios A to C in the second table below set out the one-off fees payable to the landlord on returning the property at the end of your period of ownership. **The illustrations exclude:**

- Any outstanding **management fee, utility fee or other arrears** that you owe;
- Any **mortgage costs**, including the cost of paying off (sometimes referred to as redeeming) your mortgage;
- Any **tax** which you may have to pay, including stamp duty;
- Any **costs of moving**

Any **capital appreciation** (or depreciation) of the property is retained by the landlord, The Wyldewoods Village Limited. Irrespective on any increase or decrease in value, the landlord covers the other costs involved in selling the property, which include;

- Management fees, from 2 months after service of the Notice to Vacate
- Sales agency fees
- Legal fees
- Refurbishment costs

A Deferred Management Fee (called an 'Event Fee' in the lease) is payable on resale to the landlord, The Wyldewoods Village Limited. The Fee is calculated based on the length of ownership. The Deferred Management Fee provides a return on the original investment in the communal facilities and enables Thrive by Retirement Living to subsidise the Management Fee.

There is no requirement for you to instruct a solicitor or sales agent to sell the property as the repayment amount is guaranteed.

If you purchase the property for £389,950.00 and in the future surrender the property to the landlord, The Wyldewoods Village Limited, examples A to C show the Deferred Management Fee payable and the Guaranteed Repayment that will be returned once the landlord has resold the property.

The proportion of the sales price payable changes: 8% for a sale in the first year, 16% for a sale in the second year and 24% thereafter.

| Example A: If you vacate the property within the First Year | Calculation Method     | Cost               |
|-------------------------------------------------------------|------------------------|--------------------|
| Sale Price                                                  |                        | £389,950.00        |
| Deferred Management Fee paid on sale                        | 8.0% of the sale price | £31,196.00         |
| <b>GUARANTEED REPAYMENT AMOUNT (payable upon resale)</b>    |                        | <b>£358,754.00</b> |

| Example B: If you vacate the property within the Second Year | Calculation Method      | Cost               |
|--------------------------------------------------------------|-------------------------|--------------------|
| Sale Price                                                   |                         | £389,950.00        |
| Deferred Management Fee paid on sale                         | 16.0% of the sale price | £62,392.00         |
| <b>GUARANTEED REPAYMENT AMOUNT (payable upon resale)</b>     |                         | <b>£327,558.00</b> |

| Example C: If you vacate the property from the Third Year | Calculation Method      | Cost               |
|-----------------------------------------------------------|-------------------------|--------------------|
| Sale Price                                                |                         | £389,950.00        |
| Deferred Management Fee paid on sale                      | 24.0% of the sale price | £93,588.00         |
| <b>GUARANTEED REPAYMENT AMOUNT (payable upon resale)</b>  |                         | <b>£296,362.00</b> |

## **The Financial Implications of Buying under the Open Market Lease**

Set out below are worked examples of the financial implications of buying the above property. Created on 07/08/2025.

**Note: These worked examples are for guidance only. Please discuss your individual circumstances and financial commitments with your solicitor, other legal or financial adviser.**

This illustration is not a forecast and, like any other investment, the value of properties in the village could go down as well as up.

### **EXAMPLE 1: INDEX-LINKED ANNUAL COSTS**

This first example deals with the annual costs of buying a retirement property. **It excludes:**

- The cost of any **mortgage** you may have, and;
- The **personal monthly bills** for which you would be liable, such as council tax, contents insurance, television licence, cable subscriptions and any other bills.

The costs shown are based upon the Purchase Cost, Management Fee and Utilities Fee for single or double occupancy of a 2 bedroom Apartment, address 3 Coppice House, Hathaway Lane, Great Boughton, Chester, Cheshire, CH3 5EY, purchased for **£389,950.00 Three Hundred and Eighty Nine Thousand Nine Hundred and Fifty Pounds**.

As a leasehold owner, you will be responsible for the following costs, which are applicable from: January 2025 to December 2025 and annually thereafter.

| <b>Costs (for both single and double occupancy)</b>                                                                                                                                                                                   | <b>Monthly</b>   | <b>Annual</b>     |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|-------------------|
| <b>Management Fee</b><br>Reviewed every year and increased in line with Consumer Price Index with Housing (CPIH) every April, using October indexation figure starting April 2026.                                                    | £916.67          | £11,000.00        |
| <b>Ground Rent</b><br>Not applicable                                                                                                                                                                                                  | N/A              | N/A               |
| <b>Utilities Fee (including internet, water, sewage and electricity)</b><br>Reviewed every year and increased in line with Consumer Price Index with Housing (CPIH) every April, using October indexation figure starting April 2026. | £202.10          | £2,425.20         |
| <b>Total</b>                                                                                                                                                                                                                          | <b>£1,118.77</b> | <b>£13,425.20</b> |

### **EXAMPLE 2: A SALE (Otherwise known as assignment) of your property**

This second example deals with some of the one-off costs if you were to sell (otherwise known as to assign) your property. **It excludes:**

- Any outstanding **ground rent or service charge** that you owe;
- Any **mortgage costs**, including the cost of paying off (sometimes referred to as redeeming) your mortgage;
- The costs of any **solicitor**, conveyancer or legal advisor you appoint to deal with the sale/assignment;
- Any **estate agent fees**; (1.5% if using The Wyldewoods Village Limited re-sales service)
- Any **tax** which you may have to pay, including stamp duty;
- Any **costs of moving**
- The **cost of ensuring the property is in good decorative order prior to the resale**.

***A Deferred Management Fee (called an 'Event Fee' in the lease) is payable on re-sale to the landlord, The Wyldewoods Village Limited. The fee is calculated based on the length of ownership. The Deferred Management Fee provides a return on the original investment in developing the communal facilities. It does not contribute towards the cost of any services that are provided.***

If you purchase the property for **£389,950.00** and in the future sell/assign it for the sale prices below, examples A-G show the Deferred Management Fee payable if the property value has stayed the same, increase in value by 3.0%/year, or decreased in value by 3.0%/year.

**The proportion of the sales price payable changes: 10% for a sale in the first year and 15% thereafter.**

| Example A: If you sell the property After 2 years and the property has increased in value by 3.0% per annum. |                    |                   |             |                       |
|--------------------------------------------------------------------------------------------------------------|--------------------|-------------------|-------------|-----------------------|
| Sale Price                                                                                                   |                    |                   | £413,697.96 |                       |
| Deferred Management Fee paid on sale                                                                         | 15.0%              | of the sale price | £62,054.69  | Payable when you sell |
| Fee                                                                                                          | Calculation Method |                   | Cost        |                       |
| Example B: If you sell the property After 2 years and the property has decreased in value by 3.0% per annum. |                    |                   |             |                       |
| Sale Price                                                                                                   |                    |                   | £366,903.96 |                       |
| Deferred Management Fee paid on sale                                                                         | 15.0%              | of the sale price | £55,035.59  | Payable when you sell |
| Fee                                                                                                          | Calculation Method |                   | Cost        |                       |
| Example C: If you sell the property After 1 year and the property has increased in value by 3.0% per annum.  |                    |                   |             |                       |
| Sale Price                                                                                                   |                    |                   | £401,648.50 |                       |
| Deferred Management Fee paid on sale                                                                         | 15.0%              | of the sale price | £60,247.28  | Payable when you sell |
| Fee                                                                                                          | Calculation Method |                   | Cost        |                       |
| Example D: If you sell the property After 1 year and the property has decreased in value by 3.0% per annum.  |                    |                   |             |                       |
| Sale Price                                                                                                   |                    |                   | £378,251.50 |                       |
| Deferred Management Fee paid on sale                                                                         | 15.0%              | of the sale price | £56,737.73  | Payable when you sell |
| Fee                                                                                                          | Calculation Method |                   | Cost        |                       |
| Example E: If you sell the property within 1 year and the property has not changed in value.                 |                    |                   |             |                       |
| Sale Price                                                                                                   |                    |                   | £389,950.00 |                       |
| Deferred Management Fee paid on sale                                                                         | 10.0%              | of the sale price | £38,995.00  | Payable when you sell |
| Fee                                                                                                          | Calculation Method |                   | Cost        |                       |