

Buying at Roseland Parc
Financial information and costs

A guide to buying with confidence.

RETIREMENT
VILLAGES



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Welcome to Roseland Parc

This booklet provides you with the information you need about buying, living, and selling an apartment at Roseland Parc.

At Roseland Parc, you purchase your home on a 999-year leasehold. That means you own your own apartment for the long term, but we take full responsibility of looking after your village. If the roof leaks, we take care of it – everything is managed for you and there are no unexpected costs.

There is a management fee that covers the running of the village, which includes the village team and 24/7 support when and if you need it.

The fee is made up of two parts:

- A monthly payment, while you live here,
- A deferred payment, which is paid when you sell your apartment.

Option 1

Open Market Lease

Our traditional lease offers standard fees with resale returns dependent on the market:

- Standard monthly management fee £9,350 per annum £779.17 per month, increasing in line with inflation.
- Deferred management fee payable on resale based on your sale price of up to 20%.
- Resale estate agency charges payable at 1.5% as for any other property resale.
- Monthly management fee payable until the property is resold.
- You are responsible for preparing the property to market.

At RVG, we have listened to our customers over the last 40 years, and we now offer two types of leases, giving you choice to decide what is right for you:

- One where you pay a standard monthly fee and a lower deferred fee at the end.
- Another where you pay a reduced monthly fee and a higher deferred fee at the end.

Both give you the same 999-year lease, the same beautiful home and the same benefits. The only differences are how and when you choose to pay and whether you prefer certainty of a guaranteed amount when you sell your apartment, or the opportunity of open market value.

Option 2

Guaranteed Repayment Lease

Our new lease offers reduced annual fees with a guaranteed resale return:

- Reduced monthly management fee £8,250 per annum or £687.50 per month, increasing in line with inflation.
- Deferred management fee payable on resale based on your original purchase price up to 28%.
- No resale estate agency charges.
- Monthly management fees cease 2 months after notice of vacation received.
- We prepare and decorate the property to market at our cost.



Monthly Management Fee

Our annual management fee replaces both a service charge and ground rent. It covers all costs involved in providing services and running Roseland Parc. The fee is fixed, reviewed annually in line with CPIH, and collected monthly by direct debit.

Food, Beverage & Lifestyle

Restaurant & social calendar booking system – Cubigo
Membership to the wellbeing suite: hydro pool, gym, induction and weekly classes
On-site Hospitality Manager to facilitate groups and events
Residents-only multifunction room, library and lounge

Wellbeing & Safety

On-site Wellbeing Manager and wellbeing services
24/7 emergency on-site response
Tunstall alarms within apartments
Reception / wellbeing team available 7 days a week

Personal Services

One hour of housekeeping per week
Access to transport options, including village minibus

Village Operations & Support

Management office and all village staff
Central support services (legal, finance, HR, sales. I.T and property services)
Service contracts (lifts, alarms, health and safety)
Repairs and maintenance of buildings and communal areas
Grounds and garden upkeep
External window and gutter cleaning
Building and public liability insurance
Utilities for communal areas
Refuse collection
Sustainability commitments
Emergency maintenance support



Deferred Management Fee

A Deferred Management Fee (called an Event Fee in the lease) is payable to the landlord each time a property is resold. It forms part of your original purchase agreement and is not linked to the cost of any services.

The fee is calculated as a percentage of the property’s value and varies depending on how long you have owned the property. It allows us to continue investing in the village’s infrastructure, modernisation, and long-term maintenance. RVG does not make a return on the monthly management fee, the Deferred Management Fee is how we recover our investment.



Key facts snapshot

Property information

Operator: Retirement Villages Group Limited

Landlord: Roseland Parc Limited

Management company: Roseland Management Limited

Community: Roseland Parc
Tregony, Truro, Cornwall TR2 5PD

Property types: 25 apartments - 9 x 1 bedroom & 16 x 2 bedroom

Property status: Conversion

Occupancy: 1 or 2 persons

Subletting: Subletting or renting out the apartment is not permitted.

Tenure: Leasehold on a 999 year lease

Care arrangements: Domiciliary (personal) care is available from external partners.

At least one person aged 65 or over has to live in the apartment.

Buying your apartment

Cost of moving in

Purchase price	1 bedroom apartments from £250,000 to £480,000 2 bedroom apartments from £305,000 to £585,000 Please refer to the Roseland Parc Price List.
Reservation Fee	£1,000
Exchange Deposit	10% of the purchase price.
Other costs	Your legal costs and disbursements for acting on the purchase of the lease, Stamp Duty Land Tax and removal expenses.
Wellbeing assessment	No charge. (If GP report required, buyers would meet cost).

Living in your apartment

Ongoing charges payable to the operator

	Open Market	Guaranteed Repayment
Management fee	£9,350 per annum (£779.17 per month) for both single and double occupancy. Increases annually in line with the previous October CPIH figure from January 2027.	£8,250 per annum (£687.50 per month) for both single and double occupancy. Increases annually in line with the previous October CPIH figure from January 2027.
Ground rent	None.	
Emergency Response	Covered by the management fee.	
Parking	Free onsite parking is available, subject to availability, with priority given to residents.	

Care charges

Personal care	Available from £31 per hour.
Nursing care	Not provided but may be arranged through GPs and District Nurses.

Other ongoing charges not included

Council tax	See https://www.gov.uk/council-tax-bands .
TV licence	Payable direct to TV Licensing, see www.tvlicensing.co.uk
Telephone	Payable direct to your chosen supplier.
Digital TV	Payable direct to your chosen supplier.

Selling your apartment

Charges when leaving or selling

	Open Market	Guaranteed Repayment
Deferred Management Fee	• 5% if leaving within the first year • 10% if leaving within the second year • 15% if leaving within the third year • 20% thereafter	• 7% if leaving within the first year • 14% if leaving within the second year • 21% if leaving within the third year • 28% thereafter
Resale arrangements	The landlord has an option to buy the property back. Otherwise, properties are resold on the open market.	Properties cannot be resold on the open market.
Estate agency charges	The landlord has an exclusive right to market the property for a six-month period. The charge for vendors will be 1.5% of the sale price plus VAT. Vendors may engage their own agent at their own cost on a multi-agency basis if the property remains unsold after six months.	The landlord will resell the property. There will be no charge for vendors. Charges may apply if vendors wish to remain living in the property after giving notice and the property remains unsold.
Ongoing charges	The management fee remain payable until the property has been sold.	The management fee ceases after the two month notice period.
Redecoration costs	Vendors are responsible for redecorating and refurbishing properties prior to resale.	Reasonable wear and tear is covered. The landlord will normally redecorate and refurbish properties during the notice period. Vendors who choose to remain in a property until it is resold will be wholly responsible for these costs.

Insurance & major repairs

Arranged by the landlord	Buildings, Public Liability and Employers Liability insurance. Costs included in the monthly management fee.
Arranged by the residents	Home contents Insurance.
Major repair costs	Funded by the landlord. No additional liability will fall on residents.



Finance examples

The following examples illustrate the deferred management fees that may be payable under different scenarios.

1. Examples of the Deferred Management Fee payable on the sale of an Open Market lease

1.1 **Open Market** sale of a property purchased for **£385,000** assuming house prices **increase by 3%*** per year

Year of sale	Deferred Management Fee (%)	Resale Price	Fee payable	Net proceeds
Up to one year	5%	£396,500	£19,828	£376,722
1-2 years	10%	£408,446	£40,845	£367,602
2-3 years	15%	£420,700	£63,105	£357,595
3-4 years	20%	£433,321	£86,664	£346,657
9-10 years	20%	£517,408	£103,482	£413,926

1.2 **Open Market** sale of a property purchased for **£385,000** assuming house prices **decrease by 3%*** per year

Year of sale	Deferred Management Fee (%)	Resale Price	Fee payable	Net proceeds
Up to one year	5%	£373,450	£18,672	£354,778
1-2 years	10%	£362,246	£36,225	£326,022
2-3 years	15%	£351,379	£52,707	£298,672
3-4 years	20%	£340,838	£68,168	£272,670
9-10 years	20%	£283,908	£56,782	£227,127

1.3 **Open Market** sale of a property purchased for **£385,000** assuming house prices **do not change**

Year of sale	Deferred Management Fee (%)	Resale Price	Fee payable	Net proceeds
Up to one year	5%	£385,000	£19,250	£365,750
1-2 years	10%	£385,000	£38,500	£346,500
2-3 years	15%	£385,000	£57,750	£327,250
3-4 years	20%	£385,000	£77,000	£308,000
9-10 years	20%	£385,000	£77,000	£308,000

This rate of property price inflation is indicative only. Property prices may go up or down and vary from property to property. The fee payable excludes any outstanding management fee or utilities fee that you owe, mortgage costs, legal fees and removal costs. The Open market sales exclude estate agency fees and the cost to prepare the property to market. We can provide alternative worked examples for any sale price, period of occupation, or rate of change in house prices.

2. Examples of the Deferred Management Fee payable on the sale of a Guaranteed Repayment lease

2.1 Guaranteed repayment sale of a property purchased for **£385,000**

Year of sale	Deferred Management Fee (%)	Purchase Price	Fee payable	Guaranteed repayment amount
Up to one year	7%	£385,000	£26,950	£358,050
1-2 years	14%	£385,000	£53,900	£331,100
2-3 years	21%	£385,000	£80,850	£304,150
3-4 years	28%	£385,000	£107,800	£277,200

The Guaranteed repayment amount is not affected by the housing market as the fee is calculated on the price you paid on purchase. The deferred fee excludes any outstanding management fee or utilities fee that you owe, mortgage costs, legal fees and removal costs. We can provide worked examples for any purchase price.



FAQs

1. **Who runs the village?**

The General Manager and Village Management team oversee all on-site management at Roseland Parc.
2. **What social activities and facilities are available?**

Roseland Parc offers a full social programme and facilities including a restaurant/function room, bar, swimming pool, gym, hair salon, library with Internet connections, and a village shop. A minibus is also available for day trips and shopping, plus an on-site Doctors surgery. Dining, treatments, and some events/activities have additional charges.
3. **What emergency support is available?**

A first-aid trained team member is on duty 24/7 for emergency callouts.

All homes have Tunstall alarms linked to a receiving centre and the village team for 24/7 first-response assistance [e.g., falls, fire].
4. **What emergency maintenance support is available?**

On-site maintenance staff handle emergencies [e.g., power failure, leaks] during the day; a night responder is available after hours. The Home User Guide provides further instructions.
5. **Can visitors stay overnight?**

Yes. Guests may stay with you in your home for up to 60 days per calendar year, with a maximum of 28 consecutive days. Please inform the Village Management team of any overnight guests.

A Guest Suite is available from £45 per night for a maximum stay of seven nights unless approved by the General Manager. Guests are welcome to dine with you in the restaurant.
6. **Parking arrangements**

Free onsite parking is available, subject to availability, with priority given to residents. Visitors may use available spaces where capacity allows.
7. **Are pets allowed?**

Yes. Owners must register their pet and obtain permission from the General Manager. Pets must be well-behaved and are not allowed in communal areas [except assistance dogs].

8. **Who handles redecoration?**

External redecoration is undertaken by the Management Company and funded through the Management Fee. Owners are responsible for internal redecoration and must ensure their property is maintained in good repair.
9. **Can I make alterations?**

No structural alterations. Minor, non-structural changes require approval and a £90 fee [index-linked annually to CPIH].

Under the Deferred Management Lease, the property must be returned to its original condition [fair wear and tear excepted]. If required, the landlord may restore it at the owner's expense.
10. **Can I sub-let my apartment?**

No. Sub-letting is not allowed.
11. **Is there a selection process for prospective purchasers?**

We operate an equal opportunities policy. Our communities are designed to offer an enjoyable and supportive environment for older people living independently.

All purchasers meet with our wellbeing team for a pre-move assessment. This helps us understand individual needs and preferences and ensures a smooth, tailored experience when moving into the retirement village.
12. **What if I can't look after myself or my partner?**

The community supports independent living. If needs change, staff assist residents in arranging domiciliary care [privately or via social services]. Live-in carers are permitted.

If a resident requires permanent nursing/specialist care and declines to move, the lease allows the landlord to serve notice as a last resort. If one partner becomes less independent, the other may continue supporting them with external help.
13. **What is the Management Company's role?**

Roseland Management Limited manages the estate, buildings, and services.

The Residents' Charter [a legal document] outlines services, repair responsibilities, behaviour expectations and complaints procedures, and may be updated following resident consultation.

14. **Does the Management Company consult residents?**

Yes, there is a residents association, and the general manager may attend meetings by invitation
15. **Do I need to pay a reservation fee?**

Yes, a reservation fee of £1,000 is required to secure your chosen apartment. This will offset against the purchase price or is refundable in full.
16. **How much is the Management fee and how does it increase?**

Open Market Lease
The Management Fee is £9,350 per annum £779.16 per month [from 1 January 2026 to 31 December 2027.]

The Management Fee is calculated annually and collected monthly by Direct Debit whilst you live [or remain the owner of the lease] at Roseland Parc.

The Management Fee will increase annually on 1 January in line with CPIH, using the indexation figure from October of the prior year. If CPIH decreases, the current price will be maintained.

Guaranteed Repayment Lease
The subsidised Management Fee is £8,250 per annum £687.50 per month [from 1 January 2027 to 31 December 2027.
17. **How do I pay for utilities?**

You are responsible for arranging and paying for your own household utilities directly with your chosen providers. This includes electricity, water and Wi-Fi/broadband.
18. **What other costs am I responsible for?**

Residents pay for council tax, telephone, home contents insurance, TV licence, TV subscriptions, and any personal bills.
19. **Should I obtain legal advice?**

Yes. Independent legal advice is required before purchasing a property at Roseland Parc. Purchasers must have legal representation.
20. **What happens when my property is sold when I pass away or move out of the village?**

- Open Market Lease**

RVG will have exclusive rights to sell your property using our in-house dedicated sales team which provides a full marketing and agency service, at a fee of 1.5% plus VAT. If after a six month period, a sale has not been agreed, the vendor may request an external estate agent to assist on a multi-agency basis.

If you choose to sell your property, you must serve notice in writing to the Landlord. The Landlord has the first option to buy your property back. If the Landlord decides not to make an offer, the property will be released for sale on the open market. You will also be required to return your property to its original condition
- Guaranteed Repayment Lease**

All properties sold under a Guaranteed Repayment Lease must be resold by the landlord; residents cannot sell them on the open market.

Once the General Manager acknowledges receipt of the notice, a two-month notice period begins.. During this time, you must clear your belongings from the apartment. Any remaining items will be removed and disposed of to allow Retirement Villages to enter the property to redecorate, refurbish and market for sale. The Guaranteed Repayment amount, minus the Deferred Management Fee, and any arrears, will be released to you or your estate once the sale is complete.

There is no need to instruct or pay for a sales agent or solicitor, as the repayment amount is guaranteed. However, you may seek independent legal advice if you wish.
21. **When do I pay my Deferred Management Fee?**

The Deferred Management Fee becomes payable whenever the property is sold or there is a change of ownership. The fee is deducted directly from the sale price.

Final thoughts

We always encourage you to discuss your housing options with family and friends. It is also important to seek independent legal, financial and any other appropriate advice, support, and representation, before deciding to purchase a Retirement Villages apartment. When you're ready to buy, you'll need to appoint a solicitor to support you through the purchase process.

We are members of ARCO (the Associated Retirement Community Operators), which represents the Integrated Retirement Community sector in the UK. As ARCO 'Approved Operators', we aim to operate all our retirement communities according to the principles laid down in the ARCO Consumer Code.



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