

DOMUS
FINANCIAL SERVICES

Equity Release

DOMUS

FINANCIAL SERVICES

Trym Lodge 1 Henbury Road Westbury-on-Trym Bristol BS9 3HQ



Mike Haigh ACBSI
Managing Partner

Mike Haigh is the Managing Partner of Domus Financial Services and has been providing advice to families, individuals and companies since 1986. In that time he has held a number of high level appointments within insurance companies and financial planning firms.

Although highly qualified in all areas of financial advice, Mike is also a specialist in retirement planning and provides a high level of quality together with up to date advice in order that his clients can enjoy a secure retirement with peace of mind.

Mike is based in Bristol and is happy to meet with clients in their own home, at his office or discuss their requirements via the phone, email or Internet.

Mike is a fully graduated member of the Later Life Academy, demonstrating an ongoing commitment to knowledge and professional development in retirement and estate planning.

As a Graduated Member of the Later Life Academy we can assist you with:

- Retirement Lending & Equity Release
- Annuities & Investments
- Long Term Care Funding
- Benefits & Taxation
- Wills
- Trusts & Estate Planning



0117 959 6474

www.domusfinancial.co.uk

Info@domusfinancial.co.uk

Why use Domus Financial

- Free no obligation consultation

A chance to talk to us about your objectives and current circumstances so you can explore - free of charge - how Equity Release may be able to help you.

- Members of the Later Life Academy

Domus Financial Services, as well as meeting the relevant regulatory and qualification standards, are also a graduated member of the Later Life Academy and the National Skills Academy demonstrating our commitment to providing the highest quality of advice to those in retirement.

- Financial Advisers

We are able to give advice on **all** areas of retirement and wealth so you can be confident that all your financial options are explored fully, unlike Equity Release advisers who can normally only provide advice on Equity Release.

- Competitive Fee

Our fee for equity release advice is £400. This fee is the same as we charge for mortgage advice despite the additional complexities and work involved.

How much do we charge?

As advice will be required when applying to release equity from your home it is important to understand the costs involved. We set our fees at the outset so you know exactly how much our advice will cost. As part of the advice process we will explain in detail any associated costs that you may incur through Equity Release before you make any decision to proceed, for example any lender fees and costs.

Our fee for Equity Release advice is £400. However your initial consultation is free and you are only charged once it is identified that Equity Release may be a viable option and that you are happy to proceed. There are no extra hidden charges or surcharges to this fee.

How much equity can I release?

The maximum amount you can release from your home is based upon your age(s) and your property value. It will however also depend on current market conditions and the providers as well as your own individual circumstances.

The table below provides an estimation of the maximum that you may be able to release. This is only an estimation, if you would like an accurate quote, please contact us.

Age of youngest applicant	% of property value available to release
55	20%
60	25%
65	30%
70	35%
75	40%
80	45%
85	50%
90	55%

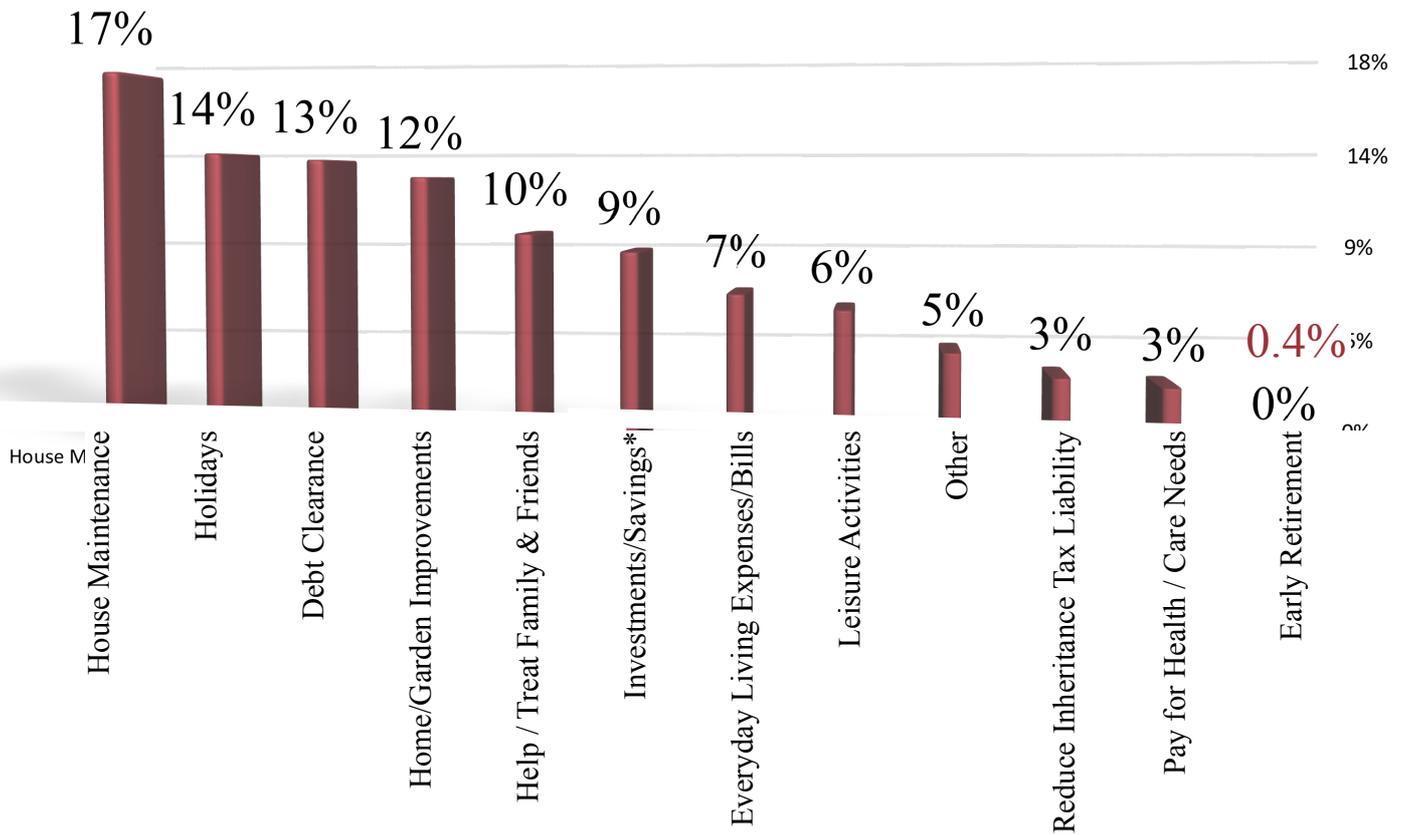
Example:

Andrew aged 62 and Kate age 60 want to release £40,000 from their property to help fund a conservatory extension (£30,000) and provide a small savings account for their new born grandson (£10,000). Their home is worth £220,000 and both have steady income. Kate is the youngest applicant at 60, so depending on their circumstances, market conditions and their health they could potentially release £55,000.



Why do others release equity?

The reasons for releasing equity are varied and many choose to use the money for more than one purpose.



*This is not a recommendation to invest.

Boost your retirement income

As you reach retirement you may find that you have an insufficient pension(s) to maintain the lifestyle you want for your retirement or retire as early as you would have liked. You may also find that most of your wealth is tied up in your property. By using Equity Release you can boost your retirement lump sum and pension and enjoy a happier, and maybe earlier retirement.

Pay off your remaining mortgage

If you want to retire but are worried that you will still have a mortgage to pay, Equity Release can be used to settle the outstanding mortgage thereby giving you greater monthly income and less worry.

Buy a holiday of a lifetime

If you have always dreamed of travelling the world or wanted to take the whole family on a once in a lifetime trip but you have insufficient savings, Equity Release can give you the necessary lump sum to help pay for these experiences.

Help your family

When your children or grandchildren go to University, get married or buy their first home you would like to be able to help them financially. Equity Release may allow you to give, or loan, them the appropriate funds. As a result of the credit crunch first time buyers are finding high percentage loans more and more difficult to come by. Equity Release can be used to gift a deposit thereby helping with the first step on the housing ladder.

Pay for private health treatment

You may require an operation and you could avoid a lengthy wait by going private. Equity Release would provide you with a lump sum which can be used to pay for private treatment.

Pay off your debts

When you retire you may still have credit cards or personal loans to pay off. Equity Release can provide you with a lump sum to enable you to clear these debts and provide you with a worry free retirement. Equity Release can also be suitable if you have a poor credit history, giving you a fresh start.

Enhance your property

All homes need to be maintained and this can be more difficult to finance in retirement. You may also want to improve or adapt your home with a new kitchen bathroom or conservatory. Equity Release can provide you with the funds to make these changes happen and improve your comfort at home.

Allow you to 'upsized' or buy a holiday home

You want to move house or into a bungalow but the type of property you want is more expensive than the home you own. Releasing equity (on the new property) can be arranged to allow you to move to the property of your choice.

Alternatively you can use Equity Release on your main home to purchase a second home – maybe in a holiday location abroad.

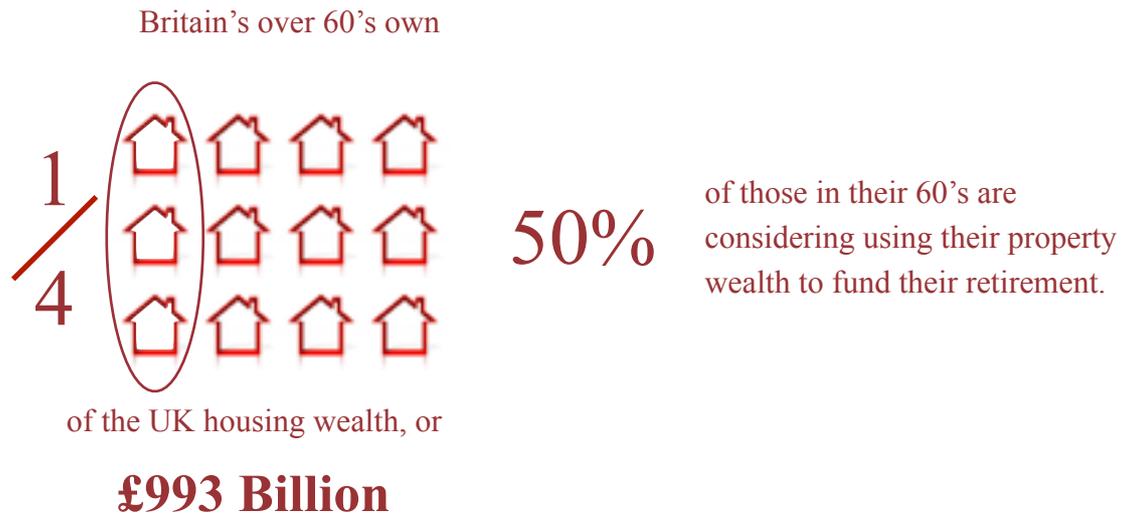
Help with Estate Planning

Equity released from your property could reduce the value of your Estate when you die (if you have spent or given the money away by then) and this may reduce Inheritance Tax.

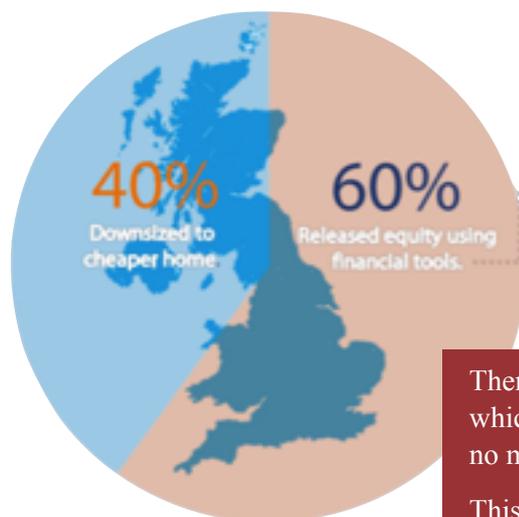
If you have children or grandchildren they will most likely have enjoyed your income so maybe it's your turn to enjoy some of their inheritance. Equity Release can give you a lump sum which can be enjoyed in any way you choose. After all it's your pension, and your retirement.

How many release equity?

Increased regulation, better advice, historically low interest rates and negative equity protection have all contributed to the rising popularity in Equity Release as a valuable and credible retirement funding tool.



In the last 12 months 190,000 UK homeowners accessed the wealth in their properties.



There are a variety of ways to do this including plans which ensure you retain full home ownership & have no monthly repayments to make.

This is a Lifetime Mortgage. To understand the features & risks ask for a Personalised Illustration.

What effect will house prices have on my loan?

House prices have historically always risen in value over the long term, however there is no guarantee that the value of your home will increase.

Should house prices fall then you are protected by the 'No Negative Equity Guarantee' but you may have less to leave to your estate. However if house prices rise then this will offset the effect of interest roll up on the loan or increase the amount available to pass on to your estate.

Case study example

Mr Saunders is aged 55 and his property is valued at £250,000. He has a small outstanding mortgage of £15,000 he would like to repay, he also wants to take an extended holiday and making some home improvements.

He releases £50,000 of equity on a lifetime mortgage at 6.09%, with the interest rolled up, meaning he does not have to make any monthly repayments. He starts off the plan with £200,000 of equity remaining to pass onto his estate.

Over the years, the table below shows how varying increases in his property value compares to the Equity Release loan which is building up over the same term.

Based on releasing £50,000 equity on a property worth £250,000.						
	1% increase in property value			2% increase in property value		
	Property Value	Loan	Equity	Property Value	Loan	Equity
Start of plan	£250,000	£50,000	£200,000	£250,000	£50,000	£200,000
5 Years	£262,753	£67,196	£195,557	£276,020	£67,196	£208,824
10 Years	£276,156	£90,306	£185,850	£304,749	£90,306	£214,443
15 Years	£290,242	£121,363	£168,879	£336,467	£121,363	£215,104
20 Years	£305,048	£163,102	£141,946	£371,487	£163,102	£208,385
25 Years	£320,608	£219,195	£101,413	£410,151	£219,195	£190,956
30 Years	£336,962	£294,580	£42,382	£452,840	£294,580	£158,260
	3% increase in property value			4.99% increase in property value		
	Property Value	Loan	Equity	Property Value	Loan	Equity
Start of plan	£250,000	£50,000	£200,000	£250,000	£50,000	£200,000
5 Years	£304,163	£67,196	£236,967	£318,918	£67,196	£251,722
10 Years	£370,061	£90,306	£279,756	£406,836	£90,306	£316,530
15 Years	£450,236	£121,363	£328,873	£518,990	£121,363	£397,627
20 Years	£547,781	£163,102	£384,679	£662,062	£163,102	£498,960
25 Years	£666,459	£219,195	£447,264	£844,575	£219,195	£625,380
30 Years	£810,849	£294,580	£516,269	£1,077,403	£294,580	£782,823

From 2016 - Quarter 4 house prices have increased on average of 4.99% per annum since 2011 - Quarter 4. Source: Nationwide - House Price Index Calculator.

I'm interested in Equity Release; what do I do next?

Whether or not to release equity from your home in retirement can be a challenging decision. It is therefore crucial that you have a clear understanding of all the benefits, drawbacks and possible alternatives that relate to your own unique circumstances and objectives.

Before a lender will allow you to release equity they will need you to prove that you have received independent financial advice. The reason for this is to protect you, ensure that you have been properly advised and given all the information you need to make an informed decision.

In order to better understand the benefits, drawbacks and alternative solutions available to you, we offer a free initial consultation, giving you the time to discuss in detail your circumstances, needs and objectives as well as ask any questions you may have and identify whether

Equity Release is a viable option for you. This can be done either over the phone, at our offices, or where possible at your own home.



To arrange your **free initial consultation** contact us today:

0117 959 6474

info@domusfinancial.co.uk

www.domusfinancial.co.uk

Tax and Estate planning are not regulated by the Financial Conduct Authority.

The value of pensions and investments and the income they produce can fall as well as rise. You may get back less than you invested.

Domus Financial Services is an appointed representative of Intrinsic Mortgage Planning Limited and of Intrinsic Financial Planning Limited who are authorised and regulated by the Financial Conduct Authority. Intrinsic Financial Planning Limited and Intrinsic Mortgage Planning Limited are entered on the FCA Register (<http://www.fca.org.uk/register>) under reference 440703 and 440718. Registered office: Trym Lodge, 1 Henbury Road, Westbury-on-Trym, Bristol, BS9 3HQ.

