



Jackson Ellis
Equity Release Advisor



YOUR GUIDE TO EQUITY RELEASE

Everything you need to know about releasing
money from your home.

www.jacksonellis.co.uk



In this guide we explain everything you need to know about releasing equity from your home. From how it works to if you're eligible, or how you can use the funds to what you need to consider before applying.

Whether you're looking to use the tax-free money to pay off a standard mortgage, do some home improvements or help family or friends, equity release allows you to free up cash that is tied-up in the value of your home.

We know that releasing equity from your home is a big decision, so our specialist advisers will get to know you and your goals, to deliver a personalised, whole of market recommendation – as well as letting you know of any alternative options you may have – so that you can make an informed choice.

WHAT IS EQUITY RELEASE?

Equity release is a way of accessing a proportion of tax-free money, tied-up in the value of your home, without having to move.

You might be eligible to release equity from your home, if you own your home outright, or have an outstanding mortgage, through a lifetime mortgage or a home reversion plan.

You can choose to make regular monthly repayments, or not, and the amount of borrowing outstanding, plus any interest accrued, would usually be repaid when the last remaining homeowner either passes away or enters long-term care.

AM I ELIGIBLE?

There are certain conditions you must meet before being able to take out equity release.

- ✓ **For a lifetime mortgage you (or both named parties on the deeds of the house), need to be aged 55 or over**
- ✓ **You must own the property**
- ✓ **Your property is worth over £70,000**
- ✓ **Your property must be in a reasonable condition, and there may be restrictions on the type of property accepted by certain lenders**

HOW MUCH CAN I RELEASE?

This will depend on your age and the value of your property. The older you get, the larger percentage of the value you can access. Some lenders also take into account your health and lifestyle to increase the amount you can release.

We talk through all these factors with you during your no-obligation fact find appointment, before advising you whether we think that equity release is your best option.

You can apply for a lifetime mortgage if you have an outstanding mortgage or secured loan on your property, depending on the amount left to pay. You will be required to pay off this outstanding debt at the same time as taking equity release.

WHY RELEASE EQUITY FROM YOUR HOME?

People release equity from their homes for many reasons. And with house prices having risen significantly over the past decade, for some people this will now be their biggest asset, more so than savings and income.

HOW YOU COULD USE THE TAX FREE MONEY



Repaying a standard mortgage.

You could pay off your existing mortgage and most plans allow optional monthly repayments, which could be handy if you're starting retirement. *



Home improvements.

You could make improvements or adapt your home to allow you to remain living in the house you love.



Retirement or day-to-day income.

Additional money from equity release could help boost your retirement income and help with the cost of day to day living.



New car or dream holiday.

Treat yourself to a new car or explore the places you've always dreamed of.



Helping the family.

Perhaps you may like to gift an early inheritance of a house deposit or fund education.

* If you don't make repayments the interest will roll up over time. This will increase the size of the debt and reduce the amount that will be left to your beneficiaries when you're gone.

KEY FEATURES OF EQUITY RELEASE



No Mandatory Monthly Repayments

Regular repayments during the term of the loan are an option rather than a requirement, so there are no formal affordability checks for most plans.



Partial Repayments

With most plans you can make voluntary, partial repayments to reduce the size of the loan on which interest is charged.



Inheritance Protection

You can choose to protect a percentage of your home's value to guarantee an inheritance for your loved ones.



Enhanced Plans

Depending on you or your partner's medical circumstances, you may be able to release more or obtain a better rate of interest to suit your individual needs.



No Negative Equity Guarantee

This comes with all the lifetime mortgages we offer and means that your estate will never have to pay back more than your home is worth when it's sold, providing it is sold for a reasonable price.



Switching Plans

If a new plan or interest rates were to become available in the future, we could assess whether switching your plan to a new deal would be advantageous. ***

** You only continue to own your own home with a lifetime mortgage. Equity release may involve a home reversion or a lifetime mortgage which is secured against your property. To understand the features and risks, ask for a personalised illustration.

*** Exit penalties may apply and the availability of other plans will depend on the lenders' criteria at that time, and the amount outstanding on your equity release plan including any interest that has accrued.

THE KEY BENEFITS OF EQUITY RELEASE

- ✓ It's tax free
- ✓ You can take it all in one go, or you can have a reserve for when you need it
- ✓ You will continue to own and live in your home **
- ✓ You can move home in the future, provided the property meets lender criteria.
- ✓ Interest rates are fixed, for life
- ✓ Monthly repayments are optional



TYPES OF EQUITY RELEASE PLANS

I'd like a lump sum of money

If you'd like to release a lump sum of cash from the value of your home, a **LIFETIME MORTGAGE** could be for you. There is no requirement to make monthly repayments, unless wanted, as the amount you release, plus any interest, can be repaid from the money made when the property is sold. This is usually when you die, move into long-term care or permanently leave the property.

I'd like flexible access to my money

If this is the case, a **DRAWDOWN MORTGAGE** may be your best option. It's similar to a standard lifetime mortgage, but you can access your money with more flexibility. Rather than just receiving a lump sum upfront, you can choose to release your cash over time, as and when you need it. Because you only pay interest on the cash that you have taken, these plans can often prove to be more cost-effective when compared to taking a lump sum.

I'd like to pay off some of the interest

An **INTEREST ONLY LIFETIME MORTGAGE** might be right for you. You make regular monthly payments to reduce the effect on the value of your estate. Some plans allow you to make monthly repayments that are equal to – or less than – the amount of interest charged. The balance is paid off from the value of your estate once you've died or moved into long-term care.

I'd like to sell some or all of my home for a cash lump sum

You may want to consider a **HOME REVERSION PLAN**. This will allow you to exchange the ownership of some or all of your property for a lump sum of cash, along with the right to stay in the property, free of charge, for as long as you live. This is also known as a 'lifetime lease'. Because you can continue living in your home, rent-free, for life, you generally receive an amount for your property that's lower than its market value.



GOOD TO KNOW



Many lifetime mortgage plans now allow you to make voluntary partial repayments to reduce the impact of equity release on your estate, without making any commitment to keep making payments or incurring a penalty.

Equity release may involve a home reversion or a lifetime mortgage, which is secured against your property and may reduce the value of your estate and impact funding long-term care. To understand the features and risks, ask for a personalised illustration. Equity release requires paying off any outstanding mortgage. Equity released, plus accrued interest to be repaid upon death, or moving into long-term care. Home Reversion plans available for over 60s only.

THINGS TO CONSIDER BEFORE APPLYING FOR EQUITY RELEASE

There are a number of things you'll need to consider before releasing equity. Of course, we'll discuss each of these with you before we make our recommendation to you.

Equity Release isn't suitable for everyone, in all circumstances, so it's important that you speak to a qualified equity release adviser before making a decision.

When releasing funds tied up in your home, an equity release plan may reduce the size of your estate. As a result it will reduce the amount that you would be able to pass on to any beneficiaries.

It's possible that the extra funds made available to you by equity release could affect your entitlement to any means-tested state benefits, which you may receive now or in the future.

It may be worth considering whether your reason for releasing equity is essential or whether there are other ways to secure the funds, such as from a family member or a grant.

The money released and any interest accrued is repayable on death or if moving into long term care.

Equity release requires paying off any outstanding loans or mortgages secured against your home, so you may be required to borrow more money in order to do so.

WE WILL ONLY RECOMMEND THAT YOU GO AHEAD WITH AN EQUITY RELEASE PLAN IF WE FIRMLY BELIEVE IT TO BE IN YOUR BEST INTEREST.



HOW YOU'RE PROTECTED

The equity release industry is highly regulated, and the products which are offered by lenders have to meet a certain criteria, put in place to protect the consumer.

All advisers must be fully qualified to be able to give you honest, clear advice. Our advisers are also passed through a training course to ensure they meet our specific advice standards, as well as receiving continual monitoring.

Jackson Ellis is a trading name of Equity Release Associates which are directly authorised by the Financial Conduct Authority (FCA) to give advice about equity release. This means we meet and adhere to regulations set out by the FCA to ensure that the consumer is protected.

We're also members of the Equity Release Council, who are a governing body established to ensure standards and safeguards are in place within the sector, to give both advisers and consumers' confidence in the products available to them.





NEXT STEPS

A step by step guide to releasing equity from your home



1. Find out if you qualify

If you're over the age of 55, own your own home and it's worth more than £70,000, then you might qualify for equity release. You'll need to speak to an adviser to ensure you meet any further requirements.



2. Speaking to a specialist adviser

You can either speak to one of our advisers over the phone, via a video call or have a face-to-face meeting. They'll go through your needs and objectives, such as why you want to release funds, as well as your personal situation including your health and expenditure.



3. Receive a free, personalised recommendation

Your adviser will send you a personalised recommendation which will include the advisers recommended plan, loan amount and it will show any cost and associated fees, to help you make an informed decision. They'll then arrange a follow up discussion with you to go through any questions you may have.



4. Complete an application form

Once you're happy with the decision to proceed you can begin the application process.



5. Property valuation

Your property will be valued by an independent surveyor



6. Offer issued

Once the lender has reviewed your application, you'll receive an offer confirmation which will be the amount you can borrow as well as any other terms and conditions.



7. Talk to a solicitor

You'll need to speak to a solicitor, to discuss the legal implications of taking out a lifetime mortgage. We can recommend a solicitor to you if you don't already have one.



8. Money released

You can enjoy the money to meet your needs.

We provide initial advice for free and without obligation. Only if your case completes would our advice fee of £1,695 be payable. Other lender and solicitor fees may apply.

FREQUENTLY ASKED QUESTIONS

Am I going to leave my family debt when I die?

All our lifetime mortgages fully meet the Equity Release Council's product standards and therefore feature a no negative equity guarantee. This means that your family or friends will never owe more than the property is worth when it is sold, provided it is sold for a reasonable price

Do I still own my home?

With a lifetime mortgage you continue to own 100% of your home and live in it. The loan is secured against your home, much like a conventional mortgage which, along with any accrued interest, will be paid back when you either pass away or enter long term care.

How much will it cost me?

We provide initial advice for free and without obligation. Only if your case completes would our advice fee of £1,695 be payable. Other lender and solicitor fees may apply.

What happens if interest rates change?

When you take out a lifetime mortgage, the interest rates can be fixed – for life. This means that even if interest rates increase, you'll still receive the same rate of interest agreed in your plan.

On the other hand, if interest rates go down, we can review your plan and see if there are any others on the market that might be more suitable or could save you money.

How long will it take to receive the money?

On average, from application to receiving your money, the process takes between 6-12 weeks. We will always try to be as efficient as we can, however sometimes there can be unforeseen issues along the way which can delay the application.

Can I move house?

Yes, you can. If this is something you're planning to do in the future, or want to have the option to do, speak to your adviser. It may be that if you're downsizing, you could have to repay a portion of the plan. You will also have to ensure that the new house meets the criteria and standard of the lender.

What if I change my mind?

There will never be any pressure on you to make a decision to release any equity from your home. We will never recommend equity release unless we think it's in your best interest to do so.

You are not contracted to pay or proceed with a plan, either before or after you have made an application, and should you want to, you can withdraw an application at any point, until the point that you receive your money. Only once your case completes and you receive your money will you be charged a fee.

Who should I contact to get a personalised recommendation?

You can call our head office on **01722 237072**, to speak to one of our customer service, who will book you a conversation or appointment with one of our specialist advisers.

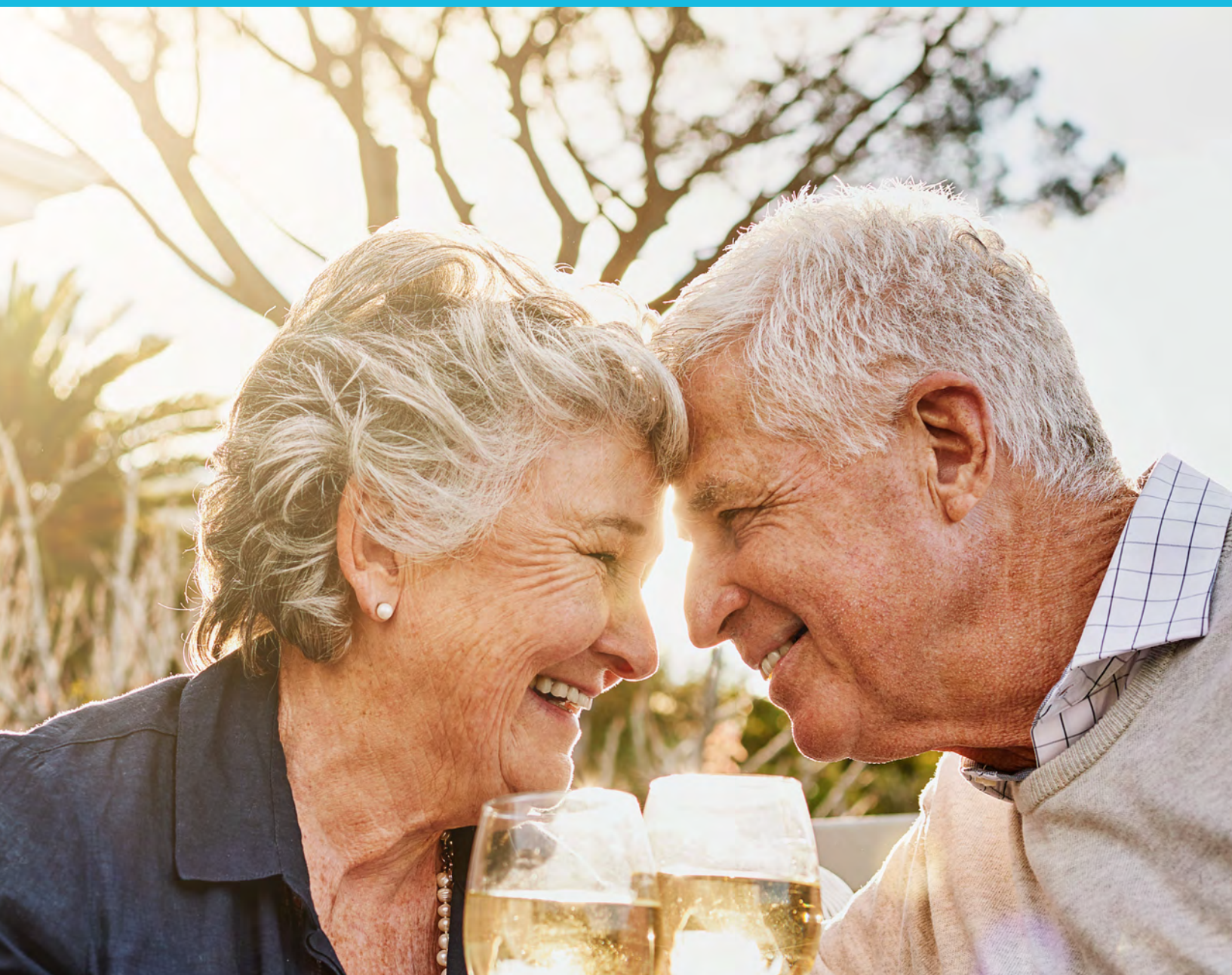
Or email je@jacksonellis.co.uk and we can call you back at a time convenient to you.

WHY CHOOSE JACKSON ELLIS?

The decision to release money from your home is a big one, and we understand that. With us, you can be sure we always do the best for you. Our advisers are a hand-picked collection of specialists in equity release, all committed to finding the very best solutions for their customers. In other words: all that matters to us is doing right by you.



Jackson Ellis
Equity Release Advisor



We've helped

100's of homeowners

unlock tax free money
from their property.

- ✓ We search the whole of the market, to ensure you're getting the best plan for you.
- ✓ We provide initial advice for free and without obligation. Only if your case completes would our advice fee of £1,695 be payable. Other lender and solicitor fees may apply.
- ✓ We're part of the Age Partnership Group, so you will benefit from expert knowledge and have access to exclusive plans.
- ✓ All our advisers are fully qualified experts in equity release.
- ✓ We're a small team, so we can deliver a personalised service, taking care of you from start to finish.
- ✓ With us, you'll always have honest, open and clear conversations. We take the time to get to know you and your circumstances and provide you with a recommendation that's unique to you.
- ✓ We can provide face-to-face appointments in your home or over the phone – whichever is most convenient for you.



Jackson Ellis

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Find out more about how Jackson Ellis can help you today.

BOOK YOUR FREE, NO-OBLIGATION APPOINTMENT
with one of our specialist advisers, who will search the
whole of the market to find the best plan for you.



Call us on

01722 237072



Email

je@jacksonellis.co.uk



You can find out how much you can release
by visiting our website

www.jacksonellis.co.uk

**Lines are open Monday – Thursday 9am - 8pm and Friday 9am - 5pm.
Appointments are available outside of these hours on request.**

Jackson Ellis is a trading name of Equity Release Associates Limited, which is authorised and regulated by the Financial Conduct Authority. FCA registered number 932793. Company registered in England and Wales number 12258392. 2200 Century Way, Thorpe Park, Leeds, LS15 8ZB.

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