

RETIREMENT



LUXURY
Cunard's Queen Mary 2 in Norway, main; a guest suite at Richmond Villages, right



the security of being able to lock up and leave without any worries whenever Joy takes to the high seas. One-bedroom apartments at Chantry Lodge in Andover, near her retirement village, start from £201,950.

Inspired Villages offers some of its home buyers discounts at Ponden Mill, The Vintage Port Company, Champneys Spa and local health and golf clubs, garden centres, restaurants and cafes.

"The list of partnered businesses is always growing, and it is designed to give Inspired Villages residents that little bit extra and to help their money go further," explains sales executive James Cobb. The discounts apply to those buying at four Renaissance Villages developments in Devon, West Sussex, Hampshire and Warwickshire.

The developer also has a special summer discount of £10,000 off new homes at its Renaissance Villages and Inspired Villages developments including Gifford Lea in Tattenhall, Cheshire, and Austin Heath in Warwick.

High-end developer Audley Villages offers prospective buyers a part-exchange house-buying service and 10 per cent discount off storage with Lovespace. But once they have the keys, owners receive an even more attractive reward: a discounted price list for Berry Bros & Rudd wines.

Joyce and Norrie Fleming, homeowners at McCarthy and Stone's Beacon Court development in the village of Anstruther on the coast of Fife in Scotland, were surprised to discover they qualified to stay in any of the 350 guest suites at the developer's schemes all over the country for just £25 a night.

"We've recently taken full advantage of this service to extend our week-long Mediterranean cruise by a further 10 days," says Joyce, 70, a retired nurse, who has been married to Norrie, 72, a

retired electrician, for 50 years. "It was a fabulous way to prolong our holiday. We stayed five nights in Poole and five nights in Kendal, and the staff were wonderful at each development, making us feel so welcome.

"It's much more cost-effective than staying in a hotel too. We're so taken with it that we're already planning trips to other locations, such as Morecambe."

The couple moved into their one-bedroom apartment in August last year and their four children are now all within a two-hour drive.

"It's also a wonderful way to visit the children, but now we can stay in hotels and don't have to put them out and stay with them," adds Joyce.

The couple have already booked four nights in Aberdeen and another four in North Berwick for their summer holiday. One and two-bedroom properties are available at Beacon Court priced from £136,000.

Another developer, Richmond Villages, also offers the chance to go on holiday - to another retirement village. For those that want a change of scenery, it offers holidays at each of its seven high-end schemes, where bespoke care packages are available and you can go half or full-board.

A "Richmond Retreats" three-night stay at its development in Aston-on-Trent costs from £165 a night for a single room, and includes use of the restaurant, spa and swimming pool.

Owners receive a 20 per cent discount if they want to holiday at another Richmond village, and a "friends and family" rate is also available. Perfect to take full advantage of those golden years.

Once they get the keys they get a discounted list at Berry Bros & Rudd wines

TRANQUIL LIVING
Life at Renaissance Villages, below and above



ALAMY; BEN CONNELL

Buy a new home and set sail on a cut-price adventure

Developers are enticing buyers with discounts on holidays and wine, discovers Jane Slade

Not only are retirement house builders offering incentives such as furniture and lower fees to entice retirees to buy homes. Now they are throwing in discounts on holidays and cruises for after the occupants move in.

Since she moved into her apartment at Russell Lodge in Hampshire three years ago, Joy Page has been making the most of her reward card from the developer, Churchill.

The 91-year-old cruise addict is about to set sail on her 32nd voyage. She has booked a nine-day holiday to Scandinavia and Hamburg on board

Cunard's Queen Mary 2 with her daughter Lorraine.

"My first cruise was in 1994 for my ruby wedding anniversary, and I've been again every year since, often twice a year," she says. Living in a Churchill retirement home qualifies her for a five per cent discount, and so far she has saved more than £350.

Churchill's reward card offers special deals with cruise operators such as P&O, Cunard and Princess, coach tour operator Grand UK Holidays, and holiday operator Sun Park Living, which caters for the active over-50s. You can also get discounts at shops such as the Edinburgh Woollen Mill, Cosyfeet footwear and eFlorist.

The Churchill apartments also offer

THIS MAY LOOK LIKE A BOUTIQUE HOTEL...



RETIREMENT LIVING OPERATOR OF THE YEAR

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