

June 2011

**DEMAND FOR HOLIDAY HOMES IN CORNWALL LIKELY TO GROW AS UK GEARS UP FOR  
A STAYCATION SUMMER**

***NEW FOR SUMMER 2011 - The Cornwall Hotel Spa & Estate Introduces New Post-Purchase  
Incentive Package for luxury Woodland Homes***



Since the New Year The Cornwall Hotel Spa & Estate has reported an uplift in enquiries and firm reservations for the purchase of their luxury Woodland Holiday Homes. The trend appears to be driven by the attractive and special offering The Cornwall Hotel Spa & Estate provides to buyers, capturing the very essence of what those wishing to purchase a holiday home in the ever popular county of Cornwall are looking for; **maximum return on investment, guaranteed, or a holiday retreat just to share with family and friends, quality accommodation and premium leisure facilities just a short stroll from their front door.** Woodland Homes at The Cornwall Hotel Spa & Estate provide all the facilities and services of a 4-star luxury hotel, tailored to enhance the holiday experience (housekeeping, award-winning spa & pool, restaurants & bar). Purchasing a holiday home in the Duchy of Cornwall also avoids the current cost issues of flight surcharges and the recent tide of global unrest, which has seen the UK *staycation* lead the way for holidays in 2011.

Set within 43 acres of spectacular Victorian parkland and woodland, each of the two and three bedroom Woodland Homes at The Cornwall Hotel Spa & Estate come fully furnished and equipped with premium mod-cons, providing a contemporary Cornish retreat for family holidays, romantic escapes and country breaks with friends. Homeowners become holidaymakers the moment they arrive; beds are made, towels, toiletries and a welcome pack are provided. Cars can remain parked as The Cornwall Hotel's 43 acres of delightful woodland walks, romantic walled garden, indulgent spa, decadent Arboretum Restaurant, infinity pool, tennis courts, lounge and bar are all found within the Estate and are available to Woodland Homeowners and their guests.

Close to some of Cornwall's most beautiful locations and popular activities, the Woodland Homes are ideally placed to visit the sandy Porthpean Beach, less than two miles away - for sailing, swimming and guided coastering, whilst the nearby South West Coast Path provides a stunning setting for romantic rambles and scenic strolls. If the weather is less than sunny, top eco-attraction The Eden Project, The Lost Gardens of Heligan, a must see for horticultural enthusiasts, the tall ships at Charlestown harbour, film set for many a Hollywood blockbuster, and the timeless fishing village of Mevagissey, are all less than 5 miles away. The Newquay Blue Reef Aquarium is another of the many nearby welcome options.

A Woodland Home at The Cornwall Hotel Spa & Estate is a holiday home purchasers can enjoy when they are there, with complete peace of mind when they're not. The hotel team take care of all aspects of the property, from **rental to maintenance, from window cleaning to insurance.** Offering two buying options, **Stay and Let** or **Buy to Stay**, owners can choose exactly how they would like to use their home, with an option to benefit from a **guaranteed return (net of all costs) of 6% per annum for the first two years.** Prices start from £285,000 (2 bedroom detached house) and

£340,000 (3 bedroom detached house). All prices are freehold and each property comes fully furnished and equipped. Prices include VAT, which can be recovered under the **Stay and Let** scheme.

### **Rental Options at The Cornwall Hotel Spa & Estate**

#### **STAY AND LET**

*The Stay and Let scheme offers homeowners the option to rent out their Woodland Home from just 4 up to 52 weeks of the year. To ensure there is a letting scheme that meets every buyer's requirement The Cornwall Hotel Spa & Estate offers three different options;*

- **Silver**  
If owners wish to manage some aspects of letting their property themselves the silver scheme is for them. Property remains available to let, from a minimum of four weeks up to a maximum of 52 weeks per year. For the remaining weeks, your Woodland Home is yours to enjoy and the flexibility of giving just three months notice to leave the silver scheme is also available.
- **Gold**  
Suitable for owners who would like a complete letting service, under the Gold Scheme everything is looked after for them. Property remains available to let for a minimum of 12 weeks. For the remaining weeks your Woodland Home is yours to enjoy. The scheme lasts for one year and can be renewed annually.
- **Platinum**  
If owners would like to earn a guaranteed minimum income, then the Platinum scheme is perfect. Property is available to let for at least 46 weeks each year. For the remaining six weeks your Woodland Home is yours to enjoy. Even with the guarantee, you can select 2 high season weeks, 2 mid season weeks and 2 low season weeks. **This option now offers a guaranteed minimum return, net of all costs, of 6% per annum for the first two years.**

#### **BUY TO STAY**

*The Buy to Stay option gives owners complete flexibility over whether or not they wish to rent out their Woodland Home; They decide **how often, when** and for **how long** they wish to stay in their Woodland Home.*

Buy to Stay owners can however still enjoy the benefits of The Cornwall Hotel Spa & Estate services and facilities. Stay & let Owners can opt out of renting at the end of their Stay & Let agreement if they wish, and Owners who initially choose Buy To Stay can opt into any of the rental schemes at any time, giving completely flexibility to all Owners, as their lifestyle and requirements may change.

In addition the following services can also be arranged:

- Fully stocked fridge in advance of your stay
- Arrange tickets for attractions within the surrounding area
- Linen changes
- Toiletry provisions
- Laundry services
- The Ultimate home-dining experience comprising a gourmet meal prepared by Head Chef Tom Bradbury delivered to your Woodland Home.

### **New Post-Purchase Incentive Package for Summer 2011**

In time for the holiday season, The Cornwall Hotel Spa & Estate has launched an exclusive post-purchase incentive package for buyers of a Woodland Home this summer. Available until end of September 2011 the package includes;

- A year's free entry to The Eden Project and the Lost Gardens of Heligan for 4 persons
- A free day's sailing or power boating for the family
- 20% discount off spa treatments at The Cornwall's Clearing Spa during the first year of ownership
- 20% off all food in both restaurants (The Arboretum Restaurant and Acorns Brasserie) during the first year of ownership
- A free family meal at The Arboretum Restaurant

**For more information about The Cornwall Hotel Spa & Estate Woodland Homes Sales contact:**

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