



# The Glenview AT PELICAN BAY

## WHAT HAPPENS WHEN IT'S TIME TO BUY OR SELL AT THE GLENVIEW?

When it comes to your residence at The Glenview, it's important to keep in mind: YOU OWN THAT RESIDENCE—just as you've owned other homes in the past. And, as a homeowner, you'll become a shareholder and equity-holding member of Florida's only equity ownership LifeCare Community. The Glenview is truly one of a kind.

So, what happens when one either buys an apartment or needs to sell at The Glenview?

- How does this work?
- What is the process?
- What resources are available to you as a homeowner at The Glenview?
- Will you owe anything to The Glenview in the end?

All good questions that will be answered for you here.



## NO ENTRY FEE AT THE GLENVIEW FOR BUYERS

When you first buy your residence at The Glenview, you pay cash for your residence and begin paying a monthly fee for resort-style services and amenities that include:

- Comfortable community living spaces for socializing
- Fitness centers
- Multiple dining venues
- Comprehensive services such as housekeeping, inside and outside maintenance, and scheduled transportation
- Programs, activities, social events, and educational presentations
- Live entertainment
- Access to Pelican Bay Beach, restaurants, and community center through the Pelican Bay Foundation

You will not find an entrance fee required by other senior living communities, however, when it comes time for you or your family to sell what is your home at The Glenview, an exit fee is charged, but this comes at a time when there's minimal monetary burden for you.



# A GREAT INVESTMENT IN A WONDERFUL, WORRY-FREE LIFESTYLE

Think of your homeownership at The Glenview as an investment. You've purchased an equity ownership model that can appreciate and typically does very well in the market. You have the benefit of staying in the real estate market and taking advantage of an appreciated market value—for you, your family, or your estate. It's just like buying any other property . . .

. . . but not really as there is so much MORE! As an equity owner at The Glenview LifeCare Community, you'll never have to worry about where you'll turn for healthcare. Two health service companies—Premier Place, a 5-star skilled nursing and rehab health center, and GlenCare Home Care Agency—operate right onsite at The Glenview. You'll have priority access as a homeowner. We also have a wellness clinic that was established to promote the health and wellness of residents.



## THE TIME HAS COME TO SELL

For whatever reason, you or your family have determined it's time to buy or sell your residence at The Glenview. Be assured you never have to worry about the sales process.



**The Glenview has its own realtor** who is paid by The Glenview and does not work on commission. You do not have to go searching for a buyer. The Glenview has its own waitlist of people looking to purchase here.



**Just come to The Glenview**, who will serve as your internal realtor. This is a stress-free and hassle-free-benefit.



**The Glenview knows the market and potential buyers.** They maintain an active waitlist membership.



**Buyers will pay in full for their apartment** at the closing time.



**However, you will just pay an exit fee if you're the seller.** One of two payment plans exist—whichever is higher in value will be paid to The Glenview at closing:

1. 15% of the selling price. **OR**
2. 50% of the appreciated value.

Learn more about the equity you could have in a residence at The Glenview at Pelican Bay, as well as the process for selling your home. Call 239-431-2587 to set up a personal appointment.



100 Glenview Place • Naples, Florida 34108 • 239-431-2587 • [GlenviewNaples.com](http://GlenviewNaples.com)



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