

BEST WESTERN PEACE VALLEY, GOA INDIA

(Exceptional Home, Unique Environment, Rental Income)

Frequently Asked Questions:

What is Best Western Peace Valley?

Best Western Peace Valley Goa is a luxury residential estate consisting of 65 freehold Goan Style detached Villas and 3 blocks of apartments in Portuguese flavor and elevation and set in approximately 23 acres of lush green landscaped grounds, valleys and hills. The estate comprises 9-hole golf course, which is set against a back drop of beautiful low lying hills.

There are 9 different villa designs to choose in double storey configurations, offering 3 bedroom villas of 134 m2 up to 4 bedroom villas in excess of 250 m2. The plots vary in size from 300 m2 to over 600 m2 and nearly all will have uninterrupted panoramic views. Built to a high specification and with excellent quality finishes to the Goan theme, the villas can have infinity pools, large verandas; air conditioned bedrooms, state-of-the-art communications and landscaped tropical gardens. A wide range of options and interior design packages are available. It also has amenities like Gymnasium, Ayurveda and Yoga center.

Where is Peace Valley Situated?

Peace valley is situated in the South of Goa close to Quepem in village Sirvoi. It is 15 kms from Margaon -the commercial capital of Goa It is approximately 40 minutes from The Dabolin airport in Vasco Goa, and one hour drive from the bustling capital of Panaji. The residential part of the development which will now be managed under the banner of Best Western International is located in the Quepem Municipality area of Goa.

How did Peace Valley get its name?

The development takes its name from the surrounding serene low lying mountains and valleys. It derives its name from the feeling of peace and tranquility that you experience when you move around the valley.

Peace valley is surrounded by Nature Reserve, an ecological park spanning thousands of acres-abundant with a wide variety of endemic, indigenous, medicinal and fruit trees as well and being home to deer, and rare bird species.

What is the total size of the Development?

The development is approximately 23 acres in total, including the golf course.

What does the peace valley buildings portray, and does this symbolize anything specific?

It portrays the Flowers which are widely encountered in Goa. In fact each building has been named after a flower or plant found in Goa.

Who will manage the common areas?

A management company has been formed. The management company will contract its own management team that will be responsible for the general well-being of the Estate related to common areas and infrastructure.

What will be the cost of common areas and maintenance infrastructure?

Each home owner will pay one time fee of Rs two lakhs towards cost of maintenance for the next 20 years.

Why was the site chosen?

The site is set on the hillside in a natural amphitheatre with spectacular views over the sliding valley The Peace Valley borders Nature Reserve, ensuring enhanced tranquility and peace for residents. The site is also in close proximity to the international airport (40Minutes), Margaon Railway Station (15 minutes), Seasonal Rivulets bordering the Peace Valley and the Capital City of Panaji (1 hour) It has easy access to the world- Renowned Beaches and Water-sport activities.(20 minutes)

Who are the builders?

The developers and builders are Sanatan Financers and Real Estates Pvt Ltd Company who have already developed the 1st phase of the whole project.

What is the role of Raailand Properties Pvt. Ltd?

They are the marketing consultants and sales facilitators. The company is authorized by builders as marketing and sales agency worldwide. They also provide complete customer care before and after the sales. We have associates in all major cities to assist the client in completing all formalities .The client has the liberty to reach our customer care phone +91 8888861994 or write to us at sales@raailand.com

What development is planned for the Properties immediately adjoining the Peace Valley property?

There is a golf course and on site horse riding and training club. There will not be any development surrounding the valley giving it a perfect place for peace and tranquility for present and future.

Have the required planning proposals for the development been approved by the necessary parties?

Yes – the required Land Conversion Permits and the development Certificates were obtained in 2002-03. The project is fully approved by the Municipality of Quepem, Goa. THE VILLAS AND APARTMENTS: DESIGN

What architectural style has been chosen for Peace Valley?

Goan Portuguese style villas based on the concept of open plan lifestyle living. There are 9 different variants in terms of the specifications that the home owners can choose from in order to customize their villa.

What is the size of the accommodation offering?

There are 9 different variants of villa-types that a buyer can choose from, all of which are free standing and vary between 135 sq meters and 250 square meters in size.

In addition there are 3 buildings housing 174 apartments -

What are the types and sizes of apartments?

The apartments vary from studio suites, one bedroom suites and two bedroom suites.

The sizes of studio suites vary from 600 sq feet to 700 sq feet.

The sizes of one bedroom suites vary from 815 sq ft to 900 sq feet.

The two bedrooms suites vary from 1050 sq ft 1150 sq ft.

Can I select the design and size I would like?

Yes – there is a range of different designs and sizes of villas to choose for different sites.

Are certain sites allocated for a specific house size and design?

Yes – in order to optimize the views and privacy of villas and to provide a variety in the sizes of properties, certain types of villas have been designed to suit the different plots.

How to choose and decide villas?

First you choose the size and location of the plots. Then you choose the type and sq feet you want to build. A quotation will be sent to you for the price.

What is the price range of villas?

A fully furnished air-conditioned villa will cost in the range of Rs 1.15 Cr to 1.95 Cr.

What will be the price range of apartments?

The price range of fully furnished air-conditioned apartments will be as below:

Studios Suites Rs 30 lakhs to Rs 35 lakhs

One Bed Room Suites Rs 41 lakhs to Rs 46 lakhs.

Two Bed Room Suites Rs 52 lakhs to Rs 58 lakhs

Can I select my own choice of Architect, Builder, Landscaper and garden?

Should an owner wish to replace their villa or make changes then the architectural and landscaping guidelines, which form part of the rules and regulations and theme of Peace Valley need to be followed. All construction within the estate (including by the developer) must conform to these guidelines in order to maintain the character and value of the estate. Should an owner wish to have their own architect design their villa, special arrangements can be made with the developer, which would involve the developer's architect approving the owner's plans and the developer's contractor constructing the villa at an agreed price.

How long will it take to build my villa?

It will take approximately twelve months to complete a villa.

Can I have a swimming pool in my villa?

Yes, swimming pool can be designed and built to the taste of the owner at additional cost.

Have any villas or apartments been constructed?

Yes, there are 35 villas already constructed. 15 villas are under construction. There are 15 plot-sites available.

Two blocks of apartments (A and B comprising 98 apartments) are ready. Block C comprising 60 apartments is under construction.

What fixtures, fittings and furnishings are included in the purchase price?

- 1) It varies according to the type of villa that is purchased. In general, all villas will have the following:
- 2) All rooms are all air conditioned with en suite bathrooms, which are fitted with high quality sanitary ware and frameless glass shower enclosures
- 3) Shutters will provide natural ventilation through the doors to the bedrooms
- 4) Large openings onto the verandas offer the home owner magnificent views and airflow.
- 5) Modern European style kitchens with granite work surfaces, including a built-in hob, oven and extractor hood
- 6) The living areas will be open plan with generous verandas that will allow for easy indoor/outdoor living

- 7) An external charcoal barbeque is supplied with optional gas barbeque facilities in common areas.
- 8) All villas and apartments are fully furnished with furniture as per the Goan style theme of the peace valley.

What standards of communication technology will be available? Will telephones, television, Internet technologies etc be installed on the property?

Centralized satellite and free-to-air television distribution. Fiber-to-the-premises (FTTP) optic network connected to each Villa and Apartments for high-speed multimedia services. A range of digital and communications services are available. The site is connected to high speed internet.

What Security protection will be installed?

The complex is surrounded by wall and entry is by permission only for the owners and the guests with prior approval. There will be a card reader access control system. An entry-phone system will also allow residents to verify the visitor's identity from within their own homes. There is also an optional Intruder Alarm and Fire Detection System, as well as an optional security surveillance monitoring system to allow owners to keep in touch from anywhere in the world.

What interior furnishing options are offered as add-on packages?

With expert team of Best Western International the interiors are designed as per the relevant theme. They have designed the main concepts for the interiors as an added value amenity for home owners: This service is very comprehensive as it allows the home owner to move into a fully furnished home, with plates in the cupboards to linen on the beds.

Are there facilities to moor boats?

There is no provision as such for mooring of boats. However, depending on the size and type of boat, smaller boats can also be kept at an owner's villa depending on the size of garage that the owner chooses.

Why should I invest in Goa India?

- 1) There is a strong drive from government of India to invest in India Tourism.
- 2) No exchange controls or restrictions on the flow of funds in and out of the country for FDI law recently passed.
- 3) A successful developing country with an advanced IT and telecommunications infrastructure
- 4) The possibility of using India as a gateway to Europe, Africa, Asia and the Middle East
- 5) Close business and cultural links with Europe and other countries.
- 6) A Peaceful and stable democracy that is more than 60 years old
- 7) Regular flights to all major international destinations
- 8) A first-world standard of health and education facilities

Which financial institutions have agreed to provide mortgage bonds over the Peace Valley Goa India Villas?

Most of the major banks represented in India offer to finance up to 70% of the home purchase price without recourse to collateral other than the underlying villas or apartments being purchased at Peace Valley, The ICICI Bank and LIC Housing Finance have approved the property purchased by individuals for mortgage loan.

I would like to choose a financial institution that is not currently accredited for Peace Valley, is this possible?

Yes, as long as that bank can provide a guarantee of payment acceptable to the developer. In addition since the Peace Valley has clear title and has all government's approvals, all banks can provide finance.

Will the property be registered under my name?

Yes the property will be registered under the name of the buyer once all dues have been paid. Since the property is ready, registration can be undertaken immediately.

I have signed my Reservation Contract and deposited my reservation funds in an escrow account. When will I be advised that I am to visit the site to choose the location of my home and the type of design I would like to have constructed?

When a home owner signs the Reservation Contract, they would have already agreed with the developer the plot and the villa they require, as well as the plans for that villa. The deposit is not refundable. The person can however go and have a look at the property. On site visits are undertaken on prior information.

What is the agreement of sale, payment schedule and legal issues that I need to be aware of?

The buyer is well-protected to ensure that they are guaranteed full delivery of the villa they have contracted to purchase. Before the signing of the Deed of Sale (DOS) between the seller, Sanatan Financers and Real Estates Pvt Ltd and the potential buyer, a Preliminary Reservation Contract (PRC) is entered into by both parties. The potential buyer can lodge a deposit with an independent escrow agent, equivalent to 5% of the purchase price on the DOS. This secures and reserves the selected villa or apartment until such time that a certificate is issued to the buyer by Sanatan Financers and Real Estates Pvt Ltd and the legal attorneys that they have searched the title of the property which is free from all encumbrances.

What is payment term for villas?

40% on signature of the deed of sale (includes release of the 5% escrow deposit) together with the 4% transfer tax and registration duty if the villa plot has to be registered in the name of the owner.

- 1) 20% on completion of the villa foundations
- 2) 20% when the roof is completed and the villa is closed in
- 3) 15% on completion of the villa in terms of the DOS

- 4) 5% when the villa is made available to the buyer (all construction related payments certified by independent legal professionals prior to payment)

Is occupation available prior to the registration of transfer?

No, Title to the land is transferred into the name of the buyer with the payment of the first 40% of the purchase price (plus taxes). At this point, construction on the villa begins.

What is the payment term for Apartments?

The apartments that are ready will have following payment schedule

- 1) Rupees Two lakhs reservation Fee (INR 2,00,000)
- 2) 40% - reservation fee as down payment at the signing of agreement within 15 days from the date of reservation.
- 3) 60% on registration of apartment within 60 days from reservation in addition Govt fee 4% , External Maintenance Fee of Rs 2 lakhs one time for 20 years and (legal charges Rs 15,000)

For under construction apartments

- 1) 40% Down payment
- 2) 25% every month.
- 3) 5% on possession.

How will the villas and Apartments be insured?

The developers are negotiating comprehensive insurance packages for the villas which home owners can take up. Since the property is being managed under the banner of Best Western International Hotel Chain all homes and apartments are insured as mandatory as part of the Government Policy. The insurance policy will cover household and building insurance cover. The developers can provide a list of accredited insurance providers if the owner requires.

When can I re-sell my property?

A home owner is able to sell his property on transfer; however the seller will need to pay Registration fees applicable.

Can I use the services of an estate agency / broker of my choice and do I have to pay any fee to the Management Company?

Yes.

Can I sell or transfer the property I am purchasing to another person before taking the first registration of a transfer?

Yes.

Please explain how taxation applies to properties?

Transfer Tax equivalent to 4% of the purchase price on the DOS is payable by the buyer indicated on the price list. We recommend that all buyers should seek professional tax planning advice relevant to their own respective tax domicile, prior to purchasing property in Goa India, in order to minimize liabilities to taxes and duties.

What are the rental options?

The management company will manage the apartments and villas under the flag and guidance of Best Western International and will rent the apartments to prospective visitors coming from the world over.

Has the agreement between the Developers and the Best Western International been signed?

Yes for 10 years and further renewable for 10 years each time.

What is the role of Best Western International?

Best Western International will

- 1) Ensure all standards of maintenance of external areas
- 2) Ensure all facilities are well maintained and used
- 3) Ensure inflow of clients booking through its website and marketing efforts targeting the markets worldwide through a unified system of booking.
- 4) Ensure star standards of the property for house keeping and maintaining the furniture and fittings etc.

What is the rental clause?

The client has an option to rent the property to the Developers on revenue sharing model. The model works on central revenue pooling system where by 40% of the net revenue after service tax and Best Western License Fees is distributed amongst the owners at pro rata basis.

Can I stay in Peace Valley?

Yes, the owner or his representatives can stay for 21 days in a year free of cost. The booking has to be made well in advance.

Why is Peace Valley such a good investment?

- 1) The Peace Valley gives you peace of mind that your holiday home is being managed by an international star hotel chain. A holiday home that gives returns on investment with no further management fee or worry of maintenance and miss-use.
- 2) The golf course and horse riding club house have already been completed and are fully operational (i.e. this extremely costly item, it is not a promise, it actually exists!)
- 3) The south western region of Goa is a fast growing tourist destination which will impact positively on the returns of hospitality investments (through the rental pool)
- 4) **Kakoda Industrial Estate:**
Kakoda Industrial Estate is located on the border of Quepem and Sanguem. It was

established in the year 1983 with an area of 10 hectares and 33 constructed sheds of various sizes. Forty one plots have been developed and the same have been allotted to 36 units. Major Units are Hydroflex Equipments Pvt. Ltd, Marpol Chemicals Pvt. Ltd, Amitech Pvt. Ltd.

- 5) **Prospects of Growth will be great when the Hotel Starts running operations under the Brand name of world's largest hotel chains Best Western.** It is likely to take off its first phase of 48 rooms in Oct 2011 and will run fully by next year. So it is good to invest at take off stage.

As an Estate Owner what other ongoing payments can I expect to pay, which are not covered by the homeowners levy?

The home owners levy covers the costs of maintaining common areas and infrastructure for next 20 years.

Stage of Completion

Block B is ready for possession.

Block A is ready interiors are on way.

Block D is ready interiors are on way

Block C – Structures are ready. Possession Sep 2011

Amenities – Completed - Spa and Massage Center Four Fountains, Horse Riding Club, Helipad, Restaurant and Welcome Center, Small Board Room, Landscape, Waterfalls, Swimming Pool, Internal Roads and Infrastructure. Garden, Walking Track, Bar on Pool, Tennis Court, Shopping Area, Business Center, Conference hall, Discotheque.

Under Construction- Entertainment Lounge of 2 lakhs Sq Ft, Second Swimming Pool, Snooker Room, Gymnasium, Children's Play Area, Water Sports, A few more restaurants & a Casino.

What are the Service Charges/levies?

Its is one time fee of Rupees 2 lakhs (INR 2, 00,000) which covers all costs for 20 years

- 1) General administration of common areas.
- 2) Maintenance of exterior of villas, including exterior painting, roofs, windows, patios and pools
- 3) Villa garden maintenance
- 4) Common area landscaping and maintenance
- 5) Common area pest control
- 6) Refuse collection
- 7) 24 hour perimeter and access security
- 8) Insurance of common areas and administration buildings and sporting facilities
- 9) Fibre-optic backbone and infrastructure to allow Internet access, cable TV and life and fire safety systems on a user-pays basis.
- 10) The fitness centre, including tennis , swimming pools
- 11) The Beach Club –user pay
- 12) Non-motorized beach water sports at the Beach Club –user pay
- 13) The Spa, Yoga and Ayurveda Centre on a user-pays basis
- 14) All common areas and grounds Optional services with additional charges include:
- 15) Motorized water sports user pay

- 16) Quad biking User Pay
- 17) Kid's Club
- 18) Restaurant dining User Pay
- 19) Housekeeping services covered by the management company in case you sign up agreement to rent.
- 20) In-residence dining User Pay
- 21) Personal grocery stocking User Pay
- 22) Laundry and dry-cleaning User Pay
- 23) Babysitting services User Pay

Please detail the broad principles of operation of the Rental Pool

The tourism industry in Goa is well established. Home rental in Goa is a relatively known industry and units of offer range from individual “bungalows” and apartments to exclusive villas attached and operated by 5-star hotels. The more exclusive the tourism offering, the better the revenue generation potential becomes for the promoters and for the country, which will in turn result in an increase in volume and quality of employment generation. It is therefore imperative that Peace Valley maintains and grows its 5-Star plus exclusive tourism offering, and this can only happen through professional management and effective regulation of the industry. This includes regulation to ensure the orderly marketing and management of rentals. To achieve this, Developers have signed up a franchise agreement with international brand of Best Western International.

The rental pool is being set up on a “for profit” basis by the developer, and control of the operation of the rental pool will be managed by the Developer as a Hotel Manager , who has contracted a commercial operator i.e. Best Western International , to operate the rental pool in the best interests of the owners. The remuneration of the operator will be linked to some fixed license fees and the revenue and profitability of the rental pool – a formula that has proved to be highly successful for the hotel industry. The objective is to create a vehicle that will be trusted, used and eventually managed by villa owners in their own interests.

Raailand Properties Pvt. Ltd does its utmost to ensure the information in this document is factual at the time of printing. However it is the responsibility of the buyer to satisfy themselves on all aspects of a purchase prior to any legal commitment. They accept no liability in the unlikely event that information provided in good faith transpires to be incorrect.

CALCULATION SHEET

SR NO	PARTICULARS	RATE	AMOUNT
1	1 bhk 900 Sq Ft	Rs. 5000/ Sq Ft	45,00,000
2	MAINTENANCE CHARGES FOR 20 YEARS (ONE TIME)		2,00,000
3	SAMP DUTY & REGISTRATION	4 % ON AGG VALUE	1,80,000
4	LEGAL CHARGES	15000	15,000
5	TOTAL		48,95,000