

**HORIZON HOMES**  
REAL ESTATE COMPANY

## The Horizon Villa's

Have you ever dreamed of owning a luxury villa in a tropical paradise but cannot justify the cost against the limited time that you could spend there?

Have you ever dreamed of owning a luxury villa in a tropical paradise but feel that the financial commitment is too great in today's uncertain economic climate?

Have you ever dreamed of owning a luxury villa in a tropical paradise but simply lack the funds to do so?

If so, Horizon Homes may have the ideal solution for you,

### Quarter Share Ownership



**BROADENING HORIZONS**

## Introduction

We at Horizon Homes have always prided ourselves as being sensitive to our customers needs; it is after all *you* who are the most important aspect of our business.

We are fully aware that in today's economic climate that some customers who wished to purchase a luxurious villa within a tropical setting may now not be in the position to do so; to this end Horizon Homes are proudly introducing Quarter Share Ownership on our 1<sup>st</sup> and 2<sup>nd</sup> phase of garden Horizon Villas.

The concept is extremely simple and transparent; instead of purchasing 100% of a villa then furnishing it yourself, you would only purchase 25% of a fully furnished and equipped villa and we at Horizon Homes will find a maximum of 3 other customers to purchase the remaining 75%.

Each Quarter Share Owner will have their **names registered on the title deed** at the Koh Samui land office for a 30 year lease period (30 years being the maximum residential lease allowed in Thailand).

Horizon Homes will sign contracts so that you can extend that lease period an additional 30 + 30 year lease periods at no extra cost to yourself aside from the lease renewal registration fees. (Horizon Homes will pay for the first 30 year lease registration fee).

## The Villa

As an introduction we will firstly utilise our Fuang Fah villa design for the Quarter Share Ownership launch. Depending upon the interest received we may also launch our 3 bedroom Gluaymai villa for the same program.

Please see below for the Fuang Fah villa details and images.

(Sqm's)

Living area: 114.12

Terrace: 32.03

Pool & Sala: 38.76

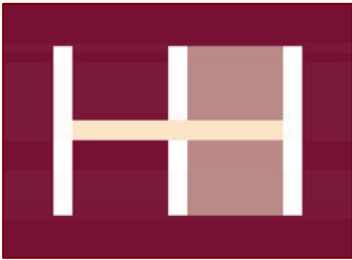
Parking: 19.76

Total: 204.67

Plot size: 400



(Please note: There may be slight variances in style and sizes on differing plots and villas)

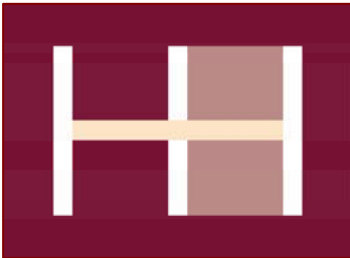


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**Photo Gallery**



**BROADENING HORIZONS**



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## Customer Benefits

Aside from the benefit of being able to enjoy ownership of a luxurious villa for a fraction of the cost, purchasing one of our Quarter Shares also makes sound financial sense, for example:

For 3,800,000 Thb you will be entitled to 12 weeks usage of your fully equipped villa every year for 30 years. (at the end of that period you can then renew your 30 year lease an additional 2 times for the cost of the lease registration fee as set by the Koh Samui Land Office).

Working on the initial 30 year lease term, your share of the villa will cost you 1,508 Thb per day for the duration of the 30 year lease. Considering that we today rent out each Fuang Fah villa for 8,000 Thb per day then you can see that daily rate that you will be paying is very reasonable. Now when you consider that you will be paying the same 1,508 Thb daily rate in the 30th year you can start to see just how cost effective the Quarter Share Ownership really is.

It may well be that you only wish to utilise the villa for 6 weeks out of the 12 allocated to you during the course of the year, well why not allow us to rent it out for you for the remaining 6 weeks so that you can earn additional income. By doing this you can earn 268,000 Thb per annum *after* the deduction of our 20% management fees.

Assuming that the annual rental increase is cancelled out by inflation then in today's money and after a 30 yr period the net rental income would become 8,064,000 Thb.

This will provide you with your initial investment back, 4,264,000 Thb return to your pocket as well as 180 weeks of rent free accommodation.

## Additional Costs

There will be additional fees to be paid to ensure that each villa stays in top condition, and your investment is protected. Obviously as a Quarter Share Owner you will only be billed for 25% of the below costs:

**Monthly maintenance fees** - 4,500 Thb per villa = 1,125 Thb per share  
(for the upkeep of communal areas, villa gardens, waste disposal etc)

**Monthly pool cleaning fees** - 4,000 Thb per villa = 1,000 Thb per share  
(includes chemicals and labour)

**Monthly UBC fees** - 1,500 Thb per villa = 375 Thb per share

**Monthly internet fee** - 1,500 Thb per villa = 375 Thb per share

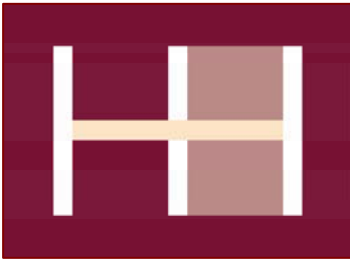
**Maintenance sinking fund** - 80,000 Thb per villa = 20,000 Thb per share  
(for any general repairs to the villas, this sum shall only need to be topped up as and when the fund falls below 50,000 Thb)

**Replacement of furnishings and equipment** - although all furnishings, audio visual equipment and other household items are provided with the initial purchase, over time things will need to be replaced. Horizon Homes will replace these items as and when needed and forward a copy of the bill to each Quarter Share Owner so they can pay 25% of the same.

**Utility bills** - These are to be paid by each individual owner for the usage during their time allocation.

**Annual villa & contents insurance** - To be arranged





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## Time Allocation

The below share rotation chart, demonstrates how each Quarter Share Owners time will be allocated. This will enable each Quarter Share Owner the opportunity to experience every month of the year over a four year period. Of course some owners may wish to break the months into weeks and exchange periods amongst themselves to suit their personal usage. Likewise spare weeks can be advertised for rental to third parties.

|      | J - F  | F - M  | M - A  | A - M  | M - J  | J - J  | J - A  | A - S  | S - O  | O - N  | N - D  | D - J  |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 2008 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2009 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2010 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2011 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2012 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2013 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2014 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2015 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2016 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2017 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2018 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2019 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2020 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2021 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2022 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2023 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2024 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2025 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2026 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2027 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2028 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2029 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2030 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2031 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2032 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2033 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |
| 2034 | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   |
| 2035 | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  |
| 2036 | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow |
| 2037 | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    | Cyan   | Green  | Yellow | Red    |

Each share period shall begin on the 10th of each month and finish on the 8th of the following month. This will enable a 2 day period for any additional light maintenance to be carried out on the property between bookings.

The exception to this will be on J - F, A - M, J - A & O - N when each period shall end on the 7th of each month which will allow for 3 day periods for maintenance.





## FAQ'S

### **Is this the same as timeshare?**

Absolutely not, timeshare only provides you with a membership that promises the usage of a property for a set amount of time. With Quarter Share Ownership you are actually legally registered on the properties title deed as one of a maximum of 4 owners for the duration of the lease term.

Quarter Share Ownership works in exactly the same way as if you and 3 friends decided to purchase any property between you.

### **Do I have to rush my decision to purchase?**

No, any significant financial purchase should be thoroughly considered prior to a decision being made.

### **Can I consult a lawyer prior to purchasing?**

For your own peace of mind we strongly recommend that you do, this works in exactly the same way as if you were purchasing a lease on 100% of any particular property.

We will forward a copy of the lease contract and relevant documentation to your lawyer for them to check prior to you signing anything, your lawyer should also carry out due diligence on our company, our development as well as the particular villa in question.

### **Why are you selling this as a leasehold and not a freehold?**

This is due to the ownership laws in Thailand with regards to non Thai's purchasing property here. If you were purchasing 100% of a property you could set up a Thai Ltd company as the Thai entity that owns the property whilst you would be the sole director who controls that company.

Running a Thai Ltd company does come with certain legal obligations which is fine if you are the sole owner but could become logistically more problematic if there are other parties involved, particularly if you do not know each other. For this reason alone we have decided to opt for the leasehold route.

### **What if I want to sell, gift or will my Quarter Share Ownership to another party?**

It is your share so you are entitled do with it as you please, our lease contract will clearly state what you are entitled to do if you sell, gift or will your share. You will be liable for the resulting lease registration fees to change the name on the Title Deed. (The lease registration fee is set by the Koh Samui Land Office)

### **How do I know that the maintenance fees will not sharply rise?**

Our contract will state that we can only raise the maintenance fees on an annual basis in line with that years inflation rise in Thailand.





**In the section regarding possible rental returns you mentioned a 20% management fee, what is that and do I have to pay it?**

10% of that fee would be only payable if we found you a customer to rent a portion of your allocated time. If you supply your own customer and/or guest then that fee would not be applicable.

The other 10% is for making the villa rental ready, airport pick up and drop off, twice weekly cleaning and arranging car hire etc. If you send a paying customer then this service is advisable but if you are sending along a friend or family member then this option is not so essential.

**How does it work if I wish you to rent out some of my allocated time?**

You simply let us know the dates that you would like us to rent your time out for and we will do the rest. Of course the more notice you give us the better chance we have of finding a customer for that period.

**What if I want to swap my allocated time with another of the villa owners?**

As long as the other party agrees then we would help to facilitate that.

**Can I get to know the other Quarter Share Owners?**

Yes, as long as they agree to there details being passed to you then we can put you in touch with each other. Just please let us know if you decide to swap your allocated time between yourselves so that we can keep up to date with whom is coming and when.

For more information on Quarter Share Ownership please send an e-mail to:

[info@horizonhomes-samui.com](mailto:info@horizonhomes-samui.com)

Or phone our office at:

+66 (0) 77 417 005

