

**ID5954 FASHIONABLE PREMIUM, LARGE 3-BEDROOM VILLA, WITH SEA VIEW AND NEAR THE SEA IN TRISARA PROJECT, ON LAYAN BEACH BEACH**



**Price 115 623 096 THB (3 393 537 USD)**

<b>Deal type</b>	Sale	<b>Price per sqm</b>	152 135 THB
<b>Property type</b>	Villa	<b>Land area, m<sup>2</sup></b>	1750
<b>Stage</b>	Completed	<b>Pool area, m<sup>2</sup></b>	18
<b>Completion date</b>	2019	<b>View</b>	Sea View
<b>To the beach, m</b>	50	<b>Furniture</b>	Furnished
<b>Bedrooms</b>	3	<b>Listed by</b>	Developer
<b>Bathrooms</b>	3	<b>Ownership</b>	Company
<b>Total area, m<sup>2</sup></b>	760	<b>Land ownership</b>	Company







Trisara offers villas for sale on the basis that the owner is buying into the resort experience, which offers both wonderful holidays in your own home within Phuket's most luxurious resort plus a return from rental income. Buyers become part of the Trisara family and enjoy the facilities and services available to the resort guests such as tennis, gym, spa and service at the beach / pool, library, 24 hour private dining (room service) plus around the clock security, engineering and management support.

The interiors and decks of the villas have been finished using similar materials and furniture to the hotel, yet the owners can choose to personalise / re-design most aspects of the interiors or even add a new room later if they wish, provided it keeps within certain guidelines.

At the resort, our villa owners and their immediate family members enjoy 50% discounts off our massage-based spa treatments and 20% discounts off all food and beverage menu items at Trisara. In addition to meals prepared in the villas by your dedicated villa cook and maid, Trisara's dining experiences are just a few steps away.

### **OWNERSHIP**

The villas are sold on a completely finished, turnkey basis. The buildings and M&E specifications are designed with the highest quality, similar to those used in our beautiful hotel pool villas.

All furniture, linen, kitchen appliances, electrical goods, glassware, TV's and BOSE stereos, fast Fibre Optic broadband WIFI and many other items are included in the sale prices.

The basis of the arrangement is quite simple.

Buyers who reach agreement on the sale terms sign a reservation form that reserves the villa.

Generally, a 10% deposit is required which stops us showing the villa to other potential buyers, while the owner conducts due diligence on the property.

Here are the steps.

1. The buyer normally uses an offshore company that enters into a long-term lease agreement with TD Co. Ltd, which is our land owning company. All buyers at Trisara have done this.

This first-class management of the villa gives owners a care-free investment and the dedicated Trivana management team includes our Villa Manager and a team that execute administration, staff management, maintenance, landscaping, pool cleaning and more in addition to essentially arranging anything the villa owners require to enhance their stays.

### **RENTAL**

Villa owners can choose to include their Villa into Trisara's accommodation inventory when they are not in residence. This will be formalised by the signing of a Villa Rental Agreement between the buyer and Trisara. 90% of the owners now do this.

Trisara's global reservations and marketing network captures rental guests and a simple revenue share between Trisara and the owner is the basis of the management fee.

Trisara is flexible with any restrictions each owner may have about the reservations process, which is 100% managed by Trisara on behalf of each owner.

There are no restrictions on when owners or guests can use their villa.

### **EXPENSES SYSTEM**

The monthly expenses are divided into 2 sections.

1. **Villa Direct expenses.** These include the cost of the staff, electricity and water consumed in the villa itself and any other costs the villa incurs for items such as cleaning supplies, laundry etc.

2. **Villa Center Costs.** These include the costs to maintain the common areas of the estate and the salaries etc. of the Villa Management and Engineering and Landscaping teams. These expenses are divided amongst villa owners based on a fair system that allocates costs based on the size of the land plot and pool etc

As an example, if a 2 bedroom villa were not occupied, these combined fixed and variable costs above amount to approx. baht 140,000 per month, or about USD\$50,000 per annum. These costs of course increase as occupancy of the villa increases, when the villa and guests consume more energy and supplies.

### **INCOME**

If the villa were available for Trisara to rent to guests for a reasonable amount of time between November and April, and given a few summer bookings as well.

It is our objective to work towards a situation where the income of the villa covers the annual expenses, including the costs of regular and annual maintenance, insurance and tax etc. Again, this is largely dependent on how much time the villa is made available for rental by the owners and of course how well the tourism business does in Thailand, amongst other factors.

2. The buyer enters into a Sale and Purchase agreement for the villa (buying the completed villa from the owner)

3. The buyer enters into a Management Agreement with Trivana, our villa Management Company, that looks after the staff and maintenance of all Residential villas.

Trisara, the most luxurious and private beachside resort in Phuket. In Sanskrit, Trisara means "The Garden in the Third Heaven". The project aims to offer privacy and professional service. It becomes the most exclusive resort and spa in Southeast Asia.

The project is located in a prime location in an own private bay area. Just 15 minutes from Phuket International Airport, the resort is hidden in the lush tropical jungle. The residents can enjoy proximity to nature. The project includes 39 villas with a private swimming pool and a beautiful sea view. This will be your perfect getaway for true privacy and relaxation.

The project also has 18 large residences ranging from 2-8 bedrooms, with a 20-meter long infinity-edge swimming pool, in-house chef, and staff services. For your best experience, the project paid attention by carefully designing every detail of decoration where it is elegant and functional, which serves every lifestyle.