



GENERAL INFORMATION ON THE VACATION RENTAL PROGRAM

Mazatlan has become one of the most sought after vacation destinations, both with national and foreigners. The rental market has exploded in recently years allowing condo investments to be very lucrative.

Given Mazatlan's growing popularity, and the occupancy rates we are using in our estimates we predict that this occupancy will rise over the next few years.

Mazatlan has been receiving more attention as the airport brings both charter and scheduled flights, as does the divided highway from Nogales, Arizona. Mazatlan has three (3) golf courses, and two (2) marinas, and as a growing destination it has a great deal to offer sun worshipers and nature enthusiasts alike. Golfing, sailing, hiking, fishing, surfing, kayaking, diving, shopping, amazing restaurants and much more are right at our doorstep.

These are just some of the reasons why we at Costa Bonita Resorts feel confident in offering you a solid investment with rental income in our properties.

The following is a summarized explanation of the rental program that we offer.

WHO WILL MANAGE AND RENT OUR PROPERTY?

CB Hacienda S.R.L. de C.V. (Costa Bonita Resort) will be the Managing .

MUST I PARTICIPATE IN THE RENTAL PROGRAM?

As a suite owner, you are completely at liberty to use your suite as a:

- (1) full-time residence;
- (2) a part-time residence;
- (3) strictly as a rental property
- (4) a combination of each

WHAT FACTORS INFLUENCE THE RENTAL PROGRAM INCOME?

The income potential of the suite depends on several factors:

- (1) Availability for rent
- (2) Percentage Occupancy during a particular season
- (3) The nightly rental rate depends on size, market rates and your furnishing.

We try to keep the suites we represent rented as often as possible. However, as our business is sometimes dictated by conditions beyond our control, we cannot make any guarantees regarding income or frequency of occupancy. Your help in publicizing the unit's availability to your friends will also help in rental occupancy.

A nicely furnished condominium, with maximum availability and minimum restrictions, increases the rental potential.

WHAT SERVICES ARE PROVIDED?

A full time staff of rental counselors and support personnel who manage every phase of the rental process, including reservations, check-ins, departures, billing, receipt and appropriate disbursement of rental monies.

- Advertising to attracts renters
- A professional housekeeping staff to service the condominiums when rented.
- Management services for a nominal fee, professional inspection of your condominium periodically and coordination of all repairs or maintenance to your condominium for a nominal fee of \$125.00 Dlls monthly. These services include assisting in payment of your bills related to de condo Example Maintenance fee, utilities and property taxes.

ARE THERE ANY OBLIGATIONS WE MUST SATISFY PRIOR TO SIGNING A RENTAL AGREEMENT?

Yes, you need to do the following:

- (1) Comply with the Minimum Furnishings, Linens, Kitchen equipment & Bath Inventory Package List
- (2) Advise us of your Personal Use Calendar
- (3) Provide us with an inventory of contents in your unit.

WHAT IS THE MINIMUM FURNISHINGS LIST?

Attached is a copy of the Minimum Furnishings List. These are the minimum requirements for your suite. You may add additional furniture, accessories and kitchen utensils, but not less. We have set these standards so that we can continue to insure the highest quality rental to our owners.

HOW DO I RECEIVE MONIES WHEN MY CONDOMINIUM IS RENTED AND WHAT IS YOUR COMMISSION?

- As the owner you will receive a monthly statement of the rental activity.
- All related expenses from cleaning, maintenance and bills that have been paid will be deducted before the disbursement
- A transfer or a check will be mailed to you on a quarterly basis, together with a status report.
- As the managing agents we will receive a 15% commission from your gross rental amount.

HOW DO I RESERVE MY CONDOMINIUM SUITE FOR PERSONAL USE?

Each year you will receive a personal use calendar, which you will be asked to return prior to contract renewal. You can block out the time you wish to use your suite and you may also call or write our office throughout the year and reserve additional time, provided the unit is available. We do require that you always check with us in advance of any intended personal use so we can make sure that there is no conflict with a renter's reservation. AN OWNER MUST ALWAYS GO THROUGH THE RENTAL OFFICE SYSTEM AND CHECK-IN.

Your suite must be cleaned after each personal use stay and there is a cleaning fee charged to you, the owner (An option to clean your own unit will not be available).

CAN WE RENT OUR SUITE ON OUR OWN OR LIST OUR PREMISES WITH OTHER BROKERS?

Yes, you may rent your suite on your own, you will received a 5% discount on your rental commission. You may not list with other brokers as CB Hacienda has exclusive rights has your agent operator.

WHO PAYS FOR THE UTILITIES DURING THE PERIOD A RENTER OCCUPIES OUR CONDOMINIUM?

The owner is responsible for the cost of the utilities. These costs will be deducted from your rental income and the amount will be provided in your monthly statement.

IS OUR UNIT INSPECTED DURING NON-OCCUPANCY?

Yes, it is inspected periodically.

WHAT IS THE SUITE MAXIMUM AND MINIMUM RENTAL RATE AT WHICH MY CONDOMINIUM CAN BE RENTED?

The administrator will use their professional judgment based on market rates, we also are open to hear what your expectations are.

WHAT ARE THE OPERATIONAL GUIDELINES FOR RENTING THE CONDOMINIUM?

For further detail, please review the operational guidelines or the Property management agreement.

MUST WE (I) BE A CURRENT MEMBER IN GOOD STANDINGS OF THE ASSOCIATION?

Yes. You must be current on all monthly dues or personal charges.

BENEFITS

Our renter manager has many years of experience in hotel rental magement from Marriott hotels and as Director of Ministry of Tourism in Ixtapan de la Sal.

You will enjoy making money to your investment while having the ability to enjoy your home and amenities.

Your monthly bills will be paid while you are away without worry.

We provide you liability insurance for your rental, for your peace of mine.

Your condo will be taken care of when you are not using it and will be clean and ready for your arrival.

**Welcome to “Costa Bonita Condominium & Beach Resort”
You’re Golden Place at the New Golden Zone**