

FOUR SEASONS PRIVATE VILLAS LOS CABOS AT COSTA PALMAS  
OWNERSHIP QUESTIONS  
AND ANSWERS



COSTA PALMAS™

EAST CAPE



# The Team Behind Four Seasons Residences

## WHO IS THE DEVELOPER OF FOUR SEASONS RESORT AND RESIDENCES LOS CABOS AT COSTA PALMAS?

With operations in California, Colorado, Hawaii and Mexico, Irongate is a full-service real estate development firm specializing in residential and resort communities located in world-class destinations. The company's expertise lies in identifying opportunities for high profile, luxury branded projects that combine timeless architecture and design with five-star service. Entrepreneurial in spirit, the vision of Irongate is to elevate the communities in which they develop creating one-of-a-kind opportunities and introducing luxury brands that attract visitors, residents and investors alike.

## WHO MANAGES FOUR SEASONS RESIDENCES LOS CABOS AT COSTA PALMAS?

Founded in 1960, Four Seasons has defined the future of luxury hospitality with extraordinary imagination, unwavering commitment to the highest standards of quality, and the most genuine and customized service. Currently operating 97 hotels, resorts and residences in major city centers and resort destinations in 41 countries, and with more than 50 projects in development, Four Seasons consistently ranks among the world's best hotels and most prestigious brands in reader polls, traveler reviews and industry awards.

## My Villa

### CAN I USE MY VILLA ANY WAY I LIKE?

You may use your villa for residential living and leisure purposes any way you like. Should you choose to rent your residence, you will be required to follow the rules established in the Bylaws. Use of the residence as a place of business is not allowed.

### WHAT AMENITIES AND SERVICES DO I GET WITH OWNERSHIP?

When in residence, you will have access to the services provided by Four Seasons staff onsite, as well as all Four Seasons Resort amenities, including but not limited to pools, spa, fitness and wellness center and restaurants. Certain facilities may include charges for use, such as spa, golf, restaurants and other a la carte incentives.

### WHAT ARE THE MONTHLY FEES ASSOCIATED WITH OWNERSHIP?

All owners at Four Seasons Residences will become members of the association of the project, which is referred to as the "Residence Association". The expenses of the Residence Association will be allocated to all members proportionately on a monthly basis and paid twice a year.

The monthly Residence Association fee for Four Seasons Private Villas is based on size of home and will range from US\$3,300 to US\$4,600 a month.



## WHAT IS INCLUDED IN THE RESIDENCE ASSOCIATION FEE?

The monthly Residence Association fees include costs associated with the management, maintenance, and operations of the residential common areas and for long-term reserves of the Association, as well as a contribution to the Costa Palmas master association for resort-wide services that includes costs associated with the management and maintenance of the master plan common areas, including but not limited to roads, security, and for long-term reserves of the Association.

The Residence Association budget includes, but are not limited to, the following:

- Maintenance, landscaping and lighting for roads and common areas within the Villa neighborhood
- Four Seasons security services
- Resort amenity maintenance and services accessible to Four Seasons Residences included but not limited to valet parking, front desk services, concierge services, residential services, resort pool maintenance, fitness center maintenance, etc.
- Administration and accounting for the association

The Costa Palmas Master Association allocation includes, but is not limited to, the following on a pro-rata basis:

- Costa Palmas resort security
- Maintenance, landscaping and lighting for main property entry roads
- A portion of the beach and marina concession payments
- Common area maintenance and utilities
- Property taxes for common areas
- Administration and accounting for the Master Association

Owners will be responsible to maintain all private areas to Four Seasons standards and shall be responsible for usage of electricity, water, yearly property taxes, annual bank trust fees, and insurance for the individual residences they own.

## HOW DO I MAKE ARRANGEMENTS TO MAINTAIN AND MANAGE MY VILLA PROPERTY?

Because many Private Villa owners throughout Four Seasons network have chosen to retain a Four Seasons team to manage their private property, Costa Palmas has established a similar arrangement. The optional Villa Maintenance Agreement (VMA) is an agreement between you and Four Seasons Resort for the maintenance of your villa. By choosing to enter into the VMA, you will ensure that your villa is maintained to Four Season standards so you have piece of mind while you are away. In the event you prefer to manage your own property, you will have the ability to do so with third-party vendors as long as they are pre-approved.

## AS AN OWNER, DO I GET DAILY MAID SERVICE OR OTHER SERVICES?

Owners will be able to customize their stay based on personal needs, by choosing from various A La Carte services for a fee, like daily housekeeping, fresh towel service, turn-down service, pre-arrival grocery shopping, etc.



### WHY MUST MY GUESTS AND I CHECK IN THROUGH THE FRONT DESK?

For the convenience and peace of mind of each unit owner, the resort manager monitors access through key control and owner/guest registration at the front desk. Each owner will be asked to approve, in advance, access to their unit by persons other than themselves or resort guests. In order to provide a high level of service, full-time residents should notify the front desk when they are in residence.

### CAN I HAVE A PET?

Yes. An owner may have up to two (2) dogs or cats inside his or her unit.

### WILL THERE BE A PARKING CHARGE FOR MY GUESTS WHEN I'M IN RESIDENCE?

Your guests are welcome to valet park their car when they come to visit you. Owners will have the privilege of requesting complimentary validation for their guest through the front desk.

### WILL THERE BE SPECIAL ASSESSMENTS?

It is anticipated that the budget and reserve funds should cover the operating and capital expenses for the Association. The Board of Directors would have the authority to increase the fees and/or reserve funds or levy special assessments if the regular assessment is insufficient to cover Association expenses or for capital improvements.

### WHAT ABOUT INSURANCE?

As an owner, you will be individually responsible for contents and liability insurance for your unit. The Residence Association will be responsible for securing coverage for fire, casualty and earthquake, public liability, and property damage insurance, director's and officer's liability insurance, and additional insurance and bonds for the residential common areas. The Costa Palmas Association will be responsible for securing coverage for fire, casualty and earthquake, public liability, and property damage insurance, director's and officer's liability insurance and additional insurance and bonds for the community common areas.

## Costa Palmas Infrastructure

### HOW WILL SECURITY BE HANDLED AT COSTA PALMAS?

Costa Palmas will be a gated resort community, with controlled access, perimeter fencing, ongoing patrols and infra-red cameras with 24-hour monitoring by both software and personnel.

Costa Palmas security staff will be fully vetted and trained by top security experts within the resort industry.

Four Seasons Resort and Residences benefit from an added layer of security, including additional personnel trained and managed by Four Seasons, cameras, surveillance technology and patrols. Four Seasons security team benefits from Four Seasons' experience in multiple resort destinations around the world, often located in remote areas.



## HOW WILL UTILITIES BE PROVIDED?

As a master planned development, Costa Palmas is responsible for delivering utilities to residences, some from public sources and some directly from Costa Palmas.

Utilities will be sourced, as follows:

- ELECTRICITY will be sourced from the public grid, CFE (Comisión Federal de Electricidad). Individual residences will be separately metered.
- WATER will be sourced on-site by Costa Palmas, through agreements with the local water authority. Because of the setting at the base of the Sierra de la Laguna mountain range, underground water in this area is expected to be plentiful. Water will be separately metered at each residence.
- PROPANE GAS, where used, will be brought on-site by truck and stored in tanks. Propane gas will be separately metered.
- SEWER services will be provided on-site by Costa Palmas.
- TRASH AND RECYCLABLE collection will be performed by Costa Palmas, which will then contract with a third party for off-site disposal.
- DATA SERVICES (a high-speed connection) will be provided directly to Costa Palmas by Telmex, the Mexican telephone company. Costa Palmas will then distribute throughout the resort via wired and wireless network.
- TELEVISION will be provided via both the Internet (Telmex) and via a system Costa Palmas is developing with Four Seasons to serve the Resort and Four Seasons Residences. The service will be augmented by on-demand services provided by the Resort, which will also be made available to Four Seasons Residences.

## WHAT IF I GET SICK OR INJURED AT COSTA PALMAS?

Four Seasons security team includes 24-hour trained Emergency Medical Technicians (EMTs) to treat injuries and emergencies. For less urgent matters, Four Seasons Resort will hold a private medical treatment room with on call bi-lingual doctors.

For more serious illness or injury, a dedicated Costa Palmas ambulance will transport guests and residents to a nearby private hospital in San Jose del Cabo which has an intensive care unit, surgical center, CT and MRI scanning, and blood bank.

Air evacuation and transport to US hospitals for life-threatening illness or injury is also available in Los Cabos.

THE ABOVE SUMMARY IS NOT INTENDED TO BE A THOROUGH AND EXHAUSTIVE EXPLANATION OF ALL THE TERMS AND PROVISIONS OF THE PROJECT DOCUMENTS. WHILE THE PURCHASER CAN USE THIS SUMMARY AS A GENERAL SUMMARY OF THE PROJECT, THE PURCHASER MUST REFER TO THE PROJECT DOCUMENTS TO DETERMINE HIS OR HER ACTUAL RIGHTS AND OBLIGATIONS. IF ANY CONFLICT OR DIFFERENCE EXISTS BETWEEN THIS SUMMARY AND THE PROJECT DOCUMENTS, THE PROJECT DOCUMENTS WILL CONTROL.

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