

KÄHLĪ Hillside Villas
Frequently Asked Questions

1. Q: Are there any management fees for the property?

A: Yes, there is a monthly management fee of 15,000 Thai Baht. This fee is waived during periods of time which the villa is participating within the rental pool program.

This includes:

- a. Gardening & Landscape Maintenance, on schedule and on request.
- b. Pool Maintenance, on schedule and on request.
- c. Garbage Collection, on schedule.
- d. On-Call Handyman for minor repairs, on request.
- e. Common area maintenance, on schedule.
- f. Water tank cleaning & maintenance, on schedule and on request.
- g. 24/7 Front Desk concierge services, Golf buggy services.

Internal cleaning services are available for 800 Thai Baht per day.

2. Q: Can I sell my villa or do I need to sell through the company I purchased from?

A: Yes, you are free to sell your villa in a private sale, however the new purchaser shall be subject to and assume the responsibility of all existing agreements.

3. Q: If I sell my villa, can I take the sale money out of Thailand easily?

A: This depends how it was purchased. If the payment was made from an international bank account directly into the bank account of the development company, then it can be returned to the same bank account internationally when sold. If the payment was made from a Thai bank account, it can only be returned to a Thai bank account, and the seller is responsible for repatriating those funds.

4. Q: Does KÄHLĪ Hillside Villas offering a financing program?

A: Yes, we have a finance program available. Please refer to the Payment Options document.

5. Q: What options do I have as a foreigner in terms of ownership?

A: There are two possible options:

a. Personal Ownership

Thailand laws permit foreigners to own the rights to a leased property directly. The purchaser can hold the land lease for their plot and building in their name even if they are not residing in Thailand, however any income from the property will be subjected to 15% withholding tax by the Thailand government on income earned by the property.

b. Company Ownership

Alternatively, a foreigner may own the rights to the building and land lease

through a registered Thai company. This option incurs 3% withholding tax from income earned on the property.

6. **Q: What is the payment schedule when purchasing a pool villa?**

A: Please refer to our Payment Plan options document for a detailed breakdown of the payment options and schedules.

Please note while we put our best effort to complete the villa on or before schedule, all timelines are dependent on which villa is chosen, weather conditions & seasonality, and other factors outside of our control. We will always keep the buyer up to date with monthly progress updates.

7. **Q: Is this a freehold or lease hold property?**

A: This is a lease hold property. However, we have the unique opportunity to offer an effective 90-year lease. In Thailand, 30 years is the maximum legal length of a lease contract. The villa, and first 30 years of lease, is included in the listed purchase price, and on the day of handover the lease begins for the first 30-year period. The buyer has the right to extend the lease from Year 31 onwards for the cost of the land lease only. This cost depends on the size of the plot, but ranges between 200,000 – 300,000 Thai Baht per year from Year 31 onwards.

8. **Q: How long will construction take on my villa?**

A: It is estimated to take approximately 15 months from the day of construction commencement, which started in June 2025. Construction of all villas will commence at the same time regardless of their status of sale, and upon completion any unsold villas will be managed by the KÄHLĪ rental program directly as inventory for the resort.

9. **Q: Can I rent out my villa myself, either directly or through platforms such as AirBNB?**

A: To maintain a high standard of service to our residents and guests, any rental must be through the KÄHLĪ rental program. However, you may have family or guests reside at your residence at any time.

10. **Q: If my property is in the rental pool, when do I receive my share of the income?**

A: This is up to you. We can process monthly, quarterly or annually – whichever is most convenient.

11. **Q: Can I customise my pool villa?**

A: Yes, you can! While we do not allow customisations of the aesthetics of the exterior as to maintain a consistent look of the project, we can work with you to customise your interiors including wall colours, flooring, built-in furniture and more. Depending on what is requested, and the scope of the customisation, there may be a fee incurred.

Q: If I put my villa into the rental pool, what happens if there is damage? And who looks after the cleaning?

A: As we have a 44-room resort on site, we will be operating the pool villas as if they were hotel rooms. This means KĀHLĪ is required to ensure the rooms are well looked after, and if any damage is incurred, KĀHLĪ is responsible for collecting the cost of this from the guest or covering it. The pool villas will be returned to the owners in the same condition they were given to KĀHLĪ.

As part of the rental pool management fee, KĀHLĪ is responsible for:

- a. Interior & exterior cleaning including linens
- b. General maintenance & repairs
- c. Gardening & common areas
- d. Managing end to end all bookings & guest needs