



**PLAYA LAIYA INVESTMENT PROPOSAL
PROMO TERMS & DISCOUNT**

Phase	4	4	4	4	4	4	4
Block #	2	2	2	2	2	2	2
Lot #	7	7	7	7	7	7	7
Area in sqm	389	389	389	389	389	389	389
Price per sqm	35,100	35,100	35,100	35,100	35,100	35,100	35,100
SELLING PRICE (VAT INCLUSIVE)	13,653,900.00	13,653,900.00	13,653,900.00	13,653,900.00	13,653,900.00	13,653,900.00	13,653,900.00
OUTRIGHT DISCOUNT	2,730,780.00	2,048,085.00	1,365,390.00	1,365,390.00	682,695.00	682,695.00	
NET SELLING PRICE	10,923,120.00	11,605,815.00	12,288,510.00	12,288,510.00	12,971,205.00	12,971,205.00	13,653,900.00
PAYMENT TERMS	CASH	DEFERRED: 24 MONTHS	DEFERRED: 36 MONTHS	BANK FINANCING: 24 MONTHS	BANK FINANCING: 36 MONTHS	INSTALLMENT: 24 MONTHS	INSTALLMENT: 36 MONTHS
	CASH PAYABLE WITHIN 30 DAYS	24 MONTHS STRAIGHT, NO INTEREST	5% SPOT DP, 95% IN 36 MONTHS, NO INTEREST	5% SPOT DP, 15% IN 24 MONTHS, 80% LUMP SUM / BANK FINANCING	5% SPOT DP, 15% IN 36 MONTHS, 80% LUMP SUM / BANK FINANCING	20% DP IN 24 MONTHS, 80% LUMP SUM / BANK FINANCING	20% DP IN 36 MONTHS, 80% LUMP SUM / BANK FINANCING
OUTRIGHT DISCOUNT IN %	20%	15%	10%	10%	5%	5%	0%
RESERVATION FEE	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00	100,000.00
1st	10,823,120.00	479,408.96	514,425.50	514,425.50	548,560.25	103,926.71	73,077.22
2nd		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
3rd		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
4th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
5th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
6th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
7th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
8th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
9th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
10th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
11th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
12th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
13th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
14th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
15th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
16th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
17th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
18th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
19th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
20th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
21st		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
22nd		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
23rd		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
24th		479,408.96	324,280.13	76,803.19	54,046.69	103,926.71	73,077.22
25th			324,280.13	76,803.19	54,046.69	10,376,964.00	73,077.22
26th			324,280.13	9,830,808.00	54,046.69		73,077.22
27th			324,280.13		54,046.69		73,077.22
28th			324,280.13		54,046.69		73,077.22
29th			324,280.13		54,046.69		73,077.22
30th			324,280.13		54,046.69		73,077.22
31st			324,280.13		54,046.69		73,077.22
32nd			324,280.13		54,046.69		73,077.22
33rd			324,280.13		54,046.69		73,077.22
34th			324,280.13		54,046.69		73,077.22
35th			324,280.13		54,046.69		73,077.22
36th			324,280.13		54,046.69		73,077.22
37th					54,046.69		10,923,120.00
38th					10,376,964.00		
TRANSFER FEES 4% OF NCP	436,924.80	464,232.60	491,540.40	491,540.40	518,848.20	518,848.20	546,156.00