



## ***Exclusive Fractional Ownership***



***Beach Front***





### ***Frequently asked questions about Ixchel Residences:***

**Q: What is Ixchel Residences?**

**A: Ixchel Residences** is the best world class combination between real estate and vacation home. It's the smartest way to own a luxury worry-free vacation home. The owners are able to enjoy their home in the month they have purchased or make arrangements to use it any other time of the year.

**Q: How did this concept become itself?**

**A:** After several studies, we identified the need of the clients for hassle-free vacation homes, but such a concept could only be achieved through 5 star hotel operation and services. The only problem then would be that a home like this would be really costly if you bought it year round.

As it has happened all over the world, people have always bought vacation homes in a different country than their own. A vacation home is really nice and convenient, but it can become a real burden if you are not able to use it enough time, having to take care of everything yourself (maintenance, cleaning, pay for utility bills).

Lots of clients have shared their concern with us about the waste of money it is to pay for a full time property when they can't really use it year round or enough to be worth it to pay for maintenance full year; after all if you don't, it will be run down soon enough. If you are this kind of person, full time ownership is not really a great idea for you after all.

Understanding the concern of our clients has lead us develop this wonderful concept, and now we are able to offer you a worry-free vacation home in co-ownership. You will co-own a luxury vacation home for only the months that you know you will use, deeded and titled with a Public Notary; with luxury services and at a spectacular location. Of course you will rent it out if you are not using it, and the operation company will take care of every detail for you.

In **Ixchel Residences**, you purchase 10<sup>th</sup> of a year or more in a luxury villa **for ever**.

The title you get when you are a co-owner is exactly the same you would get for a full time property, only you would be the owner of one 10th of the villa.

Once **Ixchel Residences** is sold out, every decision will be made by the co-owners and not the developer.



**Q: Who is the developer or Ixchel Residences?**

**A: Grupo I Maroma** is a Mexican company with more than 30 years of impeccable performance as residential developers and are proudly represented by the Tommasi family.

**Q: When do I get the title to my property?**

**A:** You will sign your title with a Mexican Public Notary within the next 60 days or less after the completion of the full payment of your villa. After this the Public Notary will register your title in the public records.

**Q: What are the closing costs to obtain my property title?**

**A:** It is approximately 6% of the purchase price. It includes all taxes at the three levels (federal, state and municipal), bank trust fees and notary of the public fees. It needs to be covered at the time you sign your deed.

**Q: How often can I use my property?**

**A:** You can use your 10th of ownership every year or 5 weeks, **forever**.

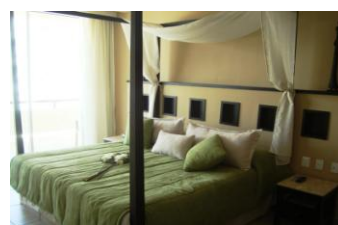
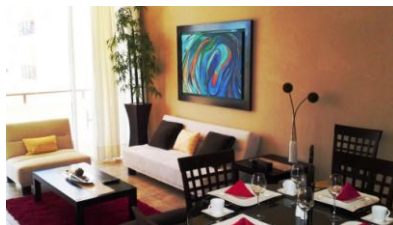
**Q: May I rent my villa?**

**A:** Yes you may. You may rent a part or all of the time that is yours. It is only necessary to let **Ixchel Residences** Operation Company know for how long you wish to rent out your property so they can include it in their rental inventory.

**Ixchel Residences** Operation Company has a whole structure to promote, book, collect fees and supervise every rental. All the renters are subject to the Use Rules & Regulations. At the check in they must leave an open voucher at the front desk, to cover any kind of damage occurred during their stay. These procedures are design to protect your best interest as an owner.

**Q: May I transfer, inherit or resale my villa?**

**A:** Yes you may. Like any other piece of property you can resale, inherit, transfer and even mortgage it.





**Q: May I use part of my 1/10th ownership or maybe all of it in a different month than the one I purchased?**

**A:** Yes you may, through the Internal or International Exchange you may exchange from one week up to all of your 1/10<sup>th</sup> ownership for another time of the year, as follows:

**Internal Exchange:** You will only need to book your stay directly with **Ixchel Residences** Operation Company for the time you need (you don't need to make a reservation for the 10th that is yours).

**International Exchange: Ixchel Residences IS NOT TIME SHARE.** Although, to be able to offer great flexibility to the owners, the developer has affiliated **Ixchel Residences** with the world's biggest vacation exchange company **RCI "Resorts Condominiums International"** in a Premium level: **"Gold-Crown Resort"**.

This is how owners get to trade in their 1/10<sup>th</sup> or part of it (weeks) in any of the exclusive condominium developments around the world. You may visit [www.rci.com/RCI](http://www.rci.com/RCI), where you will find the most prestigious Fractional and Full Ownership condominiums, luxury Condo-Hotels and yachts; for example: Disney, Hilton, Hyatt, and 5,000 more around the globe.



**Q: How do I know I will find my villa in my next visit just how it was when I bought it?**

**A: Ixchel Residences** has very strict rules. If any damage occurs in any of the villas, **Ixchel Residences** Management Company will locate the responsible parties and make the corresponding charges to replace what needs to be replaced.





**Q: What does the maintenance fee include?**

**A:** The maintenance fee includes the Management Company fee (meaning professional management and operations staff). Your maintenance fee also includes the maintenance to the equipment, furniture replacement every 5 years, maintenance to common areas, 24 hour security, insurances, daily maid hotel service and property taxes.

**Q: What's the current maintenance fee?**

**A:** The annual maintenance fee is 1,800.00 USD for a one bedroom villa and 2,500.00 USD for a two bedroom villa.

**Q: How often will I get a balance report of my property from the administration?**

**A:** **Ixchel Residences** administration will send a balance to all owners every 6 months. Additionally, an individual balance corresponding to their month will be sent to every owner the following month to their stay.

**Q: Who determines the expenses and makes the policies at Ixchel Residences?**

**A:** The home owners association will choose a board to do that. This board will be responsible to supervise the Management Company at the property, making sure the policies are respected and properly applied. The maintenance fees will increase or decrease according to **Ixchel Residences** Home Owners Association.

**Q: What kind of amenities am I entitled to as an owner at Ixchel Residences?**

**A:** Every owner is entitled to:

- Use of the gym
- Private pool
- Laundry facilities
- 24 hour front desk service
- 24 hour security
- Wireless internet without additional cost
- Beach chair area for owners
- Special price for massages
- Special rate for owner's invitees to use **Ixchel Beach Hotel's** facilities
- Preferential month rate to Playa Mujeres' golf course.
- Special price on snorkel tour to Isla Mujeres reefs.
- Special price on the entrance fee to the natural park "El Garrafon".
- Special price on the entrance fee to "Hacienda Mundaca", among others. . .

***For more information please contact our sales representatives located at villa 2110 or at the Ixchel Residences lobby ext. 6009***



**Q: Where is Ixchel Residences located?**

**A: Ixchel Residences** is located at Playa Norte in Isla Mujeres. It is a 20 minute boat ride west from Cancun Island (12.8 km). 30 minutes away from Cancun International Airport; with a spectacular ocean view.



**Q: How many villas are there in Ixchel Residences?**

**A: At Ixchel Residences** you will find only **14 exclusive and luxury villas**; each of which divided into 10 property titles. You can buy one, two or more 10ths in one or several villas if you wish.

**Q: How can I get from the Cancun International Airport to Isla Mujeres?**

**A: You have a special price** when you book your transportation directly with **Ixchel Residences** concierge. A private welcome and transportation from the airport to the lobby entrance of **Ixchel Residences** will be provided with just one phone call or email and your transportation will be waiting upon your arrival.

**Door To Door**  **Transfer**

**We are committed to service excellence and guarantee punctuality.**



Or if you rather, you may get to Puerto Juarez by taxi or van, and from there you have 3 options:

- **Ultramar fast boats at the Gran Puerto (recommended)**
- Magaña ferries; or
- The vehicle ferry at Punta Sam.

The fast boats leave every half hour and the estimated time for the boat ride is 15 to 20 minutes. The ticket offices are located at the pier entrances. The cost of the round trip ticket per person is 140 pesos\* \* Prices updated till October 1<sup>st</sup> 2011.

## Current photos of the beach at Ixchel Residences





**Q: What kind of activities and entertainment may I expect at Isla Mujeres?**

**A:** Isla Mujeres offers various activities all together in one wonderful vacation spot. There are various water sports like swimming with dolphins, snorkeling in the reefs and the beach, diving in the beautiful reefs just minutes from the island; kayaking, fishing, catamarans, swimming with whale sharks (in season), go to "Tortugranja" (turtle farm), scenic flights from the airstrip of Isla Mujeres, visit the Hacienda of the pirate Mundaca, downtown shopping, visit Contoy Island (natural reserve of the Caribbean birds) or Holbox Island. Of course you can always take a ferry to Cancun and see what's around, or simply relax with your favorite drink by the pool or on the white sands of Ixchel Residences.

**Wale shark**



**Mundaca Hacienda**



**Reff Snorkel**



**Underwater museum:**





**Q: I have a yacht, can I get to Isla Mujeres and have full services?**

**A:** Yes, you can. Isla Mujeres has a full-service marina with a capacity for 64 eighty-foot long vessels, and a special section for boats up to 175 feet. **Ixchel Residences** is located only 10 minutes from the Marina.



**Q: What kind of medical services will I find at Isla Mujeres?**

**A:** Isla Mujeres has Red Cross services, General Hospital and the Hospital of the Navy of Mexico as well as the services of private MD and physicians 24 hours a day. In this moment the Specialty Hospital is under construction next to the “Mundaca Hacienda”.

**Q: What kind of insurance is covered by my annual maintenance fee?**

**A:** Ixchel Residences has 3 types of insurance, one for damages:

- Caused by fire, hurricane, etc.. with coverage of \$ 4,000,000 .- USD.
- Liability with coverage of \$ 1,000,000 .- USD and
- An additional one for liability coverage for claims abroad.

All insurances premiums are included in the annual maintenance fee of **Ixchel Residences**

**Q: What credit cards are accepted?**

**A:** We accept VISA and MASTER CARD, traveler’s checks and cash. We do not accept AMERICAN EXPRESS, personal checks or Discovery cards.

**Q: What is the regular weather forecast and weather conditions in Isla Mujeres?**

**A:** It is a tropical climate with an average temperature of 80 degrees F.

The average minimum and maximum temperatures per season are as follows:

- |                    |         |           |
|--------------------|---------|-----------|
| • January – March  | 68-86°F | (20-30°C) |
| • April-June       | 71-89°F | (22-32°C) |
| • July-September   | 75-91°F | (24-33°C) |
| • October-December | 68-87°F | (20-31°C) |

Rain season runs June through November, but we enjoy 300 days of sunshine a year.



**Q: What are some of the most important projects of the developers?**

A: The Group I-Maroma represented by the Tommasi family was established in 1980 and is dedicated to real estate developments like residences, apartment buildings and offices, hotels and resorts in Mexico, some of which may be mentioned are:

<b>Condominio Residencial Ixchel</b>	<b>Isla Mujeres</b>	
<b>Ixchel Residences</b>	<b>Isla Mujeres</b>	<b>*Fractional Ownership</b>
<b>Hotel &amp; Suites Costa Real</b>	<b>Cancun</b>	<b>with 317 hotel keys</b>
<b>PORTO REAL Hotel</b>	<b>Playa del Carmen</b>	<b>with 194 hotel keys</b>
<b>Misión de los Ángeles Hotel</b>	<b>San Miguel de Allende</b>	<b>with 66 hotel keys</b>
<b>Misión de los Ángeles Hotel</b>	<b>Oaxaca</b>	<b>with 130 Suites.</b>
<b>Residencial Villa de los Frayles</b>	<b>San Miguel de Allende</b>	
<b>80 Residences</b>	<b>San Miguel de Allende</b>	
<b>100 Residences</b>	<b>Querétaro city</b>	
<b>20 private Residences</b>	<b>México city</b>	
<b>Shopping mall Plaza Turquesa</b>	<b>Cancun</b>	
<b>Apartment buildings, offices, among others</b>		

*\*First deeded fractional in all Cancun and Isla Mujeres area.*

**Q: What projects is developing Grupo I-Maroma?**

A: Porto Arena Residences, a tourism development in Isla Mujeres, High End Fractional Ownership oceanfront built in an area of 6,500 m2. All Ixchel Residences owners will have the opportunity to "first hand" to book as soon as we begin with the pre-sale of the units.

**Q: What's in Isla Mujeres shopping and restaurants?**

R: Isla Mujeres has the variety of over 50 dining options, many of them outdoors, whether within the fishing village of the island or the beautiful ocean view. Interspersed between these are pretty fine restaurants and coffee shops where you find all you are looking for. Downtown is located in a 4 by 6 streets area surrounded by a small peripheral, making it very pleasant to take a nice walk.

**Q: What kind of electrical outlets you have in Ixchel Residences, do we need adaptors for electricity?**

A: In Mexico you will find an electrical current of 110 Volts, 60 cycles AC. same as in the United States.

## Island Living



**Q: How can I rent a car?**

**A:** If you plan to explore around, our concierge will be glad to help you find the best option and the best prices.

**Q: Do Ixchel Residences offer babysitting services?**

**A:** Qualified babysitting services are available. Please contact the concierge 24 hours in advance for rates and reservations.

**Q: Do you offer all-inclusive packages?**

**A:** We do not offer all-inclusive packages. However you can enjoy our restaurant located by the pool with a wonderful ocean view, where you can find reasonable prices.

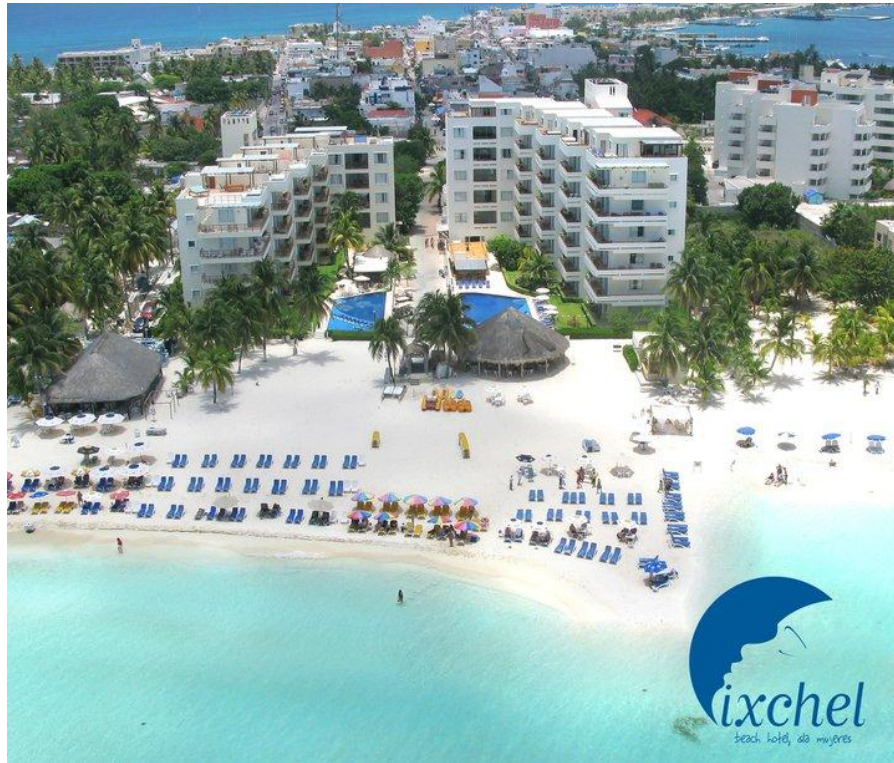
**Q: Do you have internet facilities?**

**A:** Yes, we offer high speed Wi-Fi connection all over **Ixchel Residences** at no extra charge. Additionally, inside your villa you will find a free High Speed Cat 5 internet so you can connect your laptop (suitable for Windows XP or Windows Vista operating systems).



## ONE OF THE BEST BEACHES IN THE CARIBBEAN





If you visit another property, we recommend that you ask if the property warrants as follows:

**Ixchel Residences**

<b>Is the building made of concrete reinforced with steel bars, special for hurricane zones?</b>	<b>YES</b>
<b>2 Weeks of deep maintenance every year?</b>	<b>YES</b>
<b>Access to records and annual maintenance reports?</b>	<b>YES</b>
<b>Travelling benefits like special prices on plane tickets, car rentals, etc. and lodging worldwide?</b>	<b>YES</b>
<b>Can you talk to current owners before buying your villa?</b>	<b>YES</b>
<b>The use of your villa in the same tenth of year forever?</b>	<b>YES</b>
<b>Returning to your villa the same year if desired?</b>	<b>YES</b>
<b>Always the same size of your villa?</b>	<b>YES</b>
<b>The same view from your villa always?</b>	<b>YES</b>
<b>A breakdown of the costs of maintenance fees?</b>	<b>YES</b>
<b>Daily maid service at no additional charge?</b>	<b>YES</b>
<b>An effective international exchange program?</b>	<b>YES</b>



**Ixchel Residences**

- An effective internal exchange program? YES**
- Access to an effective rental program? YES**
- Is the model villa a real representation of the villa that you bought? YES**

**As an owner, will you get . . .**

- Special treatment to your guests at Ixchel Beach Hotel in Isla Mujeres? YES**
- Discounts in the best restaurants in Isla Mujeres? YES**
- Sign of your deed with a Notary of the Public within 60 days after paying the full price of the villa? YES**
- Can you sign your documents in the comfort of your home? YES**



**The property. . .**

**Ixchel Residences**

- Has the best location in Isla Mujeres? YES**
- Has the largest and most beautiful beach of Isla Mujeres? YES**
- Has the one of the most beautiful beaches in the World? YES**
- Has 24 hours security? YES**
- Is sold in perpetuity? DEED AND TITLE? (no Stocks or shares) YES**

**Did you know .....**

**Who the developer of the project or resort is? YES**

- **If yes, is his career or resume and reputation at least close to the developers of Ixchel Residences?**



**Ixchel Residences** is being marketed by a specialized company in Fractional Ownership in Mexico: **"Lifestyle Marketing Group"**. We have over 20 years of tourism and real estate experience and our staff was the very first to start selling the concept of Fractional Ownership in the Mayan Riviera. We also have a 5 year experience in selling fractional ownership, we are familiar with Mexican law regarding this concept, and have an impeccable reputation. So, if you are looking around in another property that claims to be selling fractional, ask them if they have sold a deeded fractional product before.



[www.lsmg.com.mx](http://www.lsmg.com.mx)

**And finally....**

**Ixchel Residences**

**Can you get all of the above in writing?**

**YES**

**Does the company use pressure tactics to make you buy?**

**NO**

**VERY IMPORTANT: There is no law in Mexico that requires making a decision the same day of your visit.**

**Kind Regards,**

**Eduardo Muñoz  
Commercial Director**