**What is East Bel-Air Residences STRADELLA Tower?**

EAST BEL-AIR Residences, STRADELLA is offering owners a strong and solid investment opportunity.

Located in an urban private residential community, Stradella promises security, privacy, and accessibility. Its unique location takes travelers off the beaten path, but never far from Ortigas Business District and Marcos Hi-way leading to Quezon City and Antipolo. STRADELLA is managed and operated by Soto Grande, an in-house Management group of Sta. LuciaLand Incorporated in the hospitality industry. It is the first hotel of its class in Cainta.

Stradella is well-equipped with prime amenities that are strategically placed within the building for optimum design and comfort.

**What is a Condotel?**

A condotel is a condominium operated as a hotel. Condotels are the ***best form of real estate*** *right* now. Investing in one is not speculative, because it gives immediate cash flow, no waiting needed for the property to appreciate as it is income generating from the very beginning. Condotels are very low maintenance properties, someone else maintains it, manages it, rents it out, and reports on its cash flow.

**What are we offering?**

Here, we are offering to individuals and their families the opportunity to own a Condotel and earn from it at the same time.

**How does one earn from owning a condotel?**

Each condotel owner is entitled to a 30-night accommodation benefit every year. For the rest of the year, his unit will be leased back to the hotel operator through a 15-year Leaseback Agreement. He will be paid rent quarterly based on a pre-determined formula for the use of his unit as part of the hotel’s pool of rooms.

With a total of 82 units, each unit is configured to fill every home need and investment appetite. One may choose a cost-effective studio unit or combine two bedroom for maximum yield.

**Is the Leaseback Agreement compulsory?**

Yes.

**How much is the yearly revenue?**

A condotel’s yearly revenue is based on its size. A bigger unit will get a proportionately bigger share of the hotel’s revenue. The hotel’s yearly revenue will be appropriately shared by condotel owners after the following has been deducted:

30% hotel management fees

Hotel operating costs (approximately 50% of Revenues generated)

Other fees such as applicable government taxes and fees except for the real estate taxes prior to the sale

**Is the yearly revenue guaranteed?**

No. Only Securities related Companies are allowed by law to give out Guarantees. As a Real Estate Company, we can analyze, collate and process data to give us strong indicators of actual needs and demands of a particular location. Thus the yearly revenue from your Condotel is based on the hotel’s occupancy rate for any given year.

**Will I be issued a CCT?**

Yes.

**Who will manage and operate the hotel?**

*SOTOGRANDE Hotel*

Sotogrande is Sta. Lucia Land Incorporated’s in-house Operator on the hospitality industry. They are currently managing 4 Hotels in the Philippines. They have Hotels in Cebu, Davao, Quezon City and Cainta

**As the owner of the unit, do I need to pay the real estate taxes and maintenance fees?**

During the 15-year leaseback period, no. But after that, all taxes and fees will be for the account of the owner.

**With all the condotels being built left and right, is it still advisable to own one now?**

Yes. The formula for a *profitable condotel venture* include the following key components: LOCATION, HOTEL OPERATOR, and TRANSPARENT FINANCIAL REPORTING, all of which are present in and being offered by Stradella. Further, we are the ONLY Sotogrande operated Condotel to date in Cainta, thus giving us the clear edge in the Hotel business in the area.

**Am I allowed to buy multiple units?**

Yes.

**How much does a unit cost?**

At present, a condotel unit is priced at P68,000 per square meter. The smallest unit is at 24.50 square meters while the largest is at 53.40 square meters.

**What is the project’s construction time frame?**

The property is already on dry run and will be operational and in full swing within the year.

**Will the units be fully-furnished?**

Yes, but the cost of furnishings will be for the account of the owner. This is estimated at P450,000 for the Studio units, P750,000 for the 1BR unit and P950,000 for the 2BR unit

**Who is the developer of Stradella Condotel?**

Sta. Lucia Realty and Development Corporation (SLDRC)

**What is the Developer’s track record?**

Sta. Lucia has developed over 300 subdivisions all over the Philippines and has been Awarded several times as Developer of the year by the government. They have developed Communities, Golf courses and Condominium units for the past 40 years.