

STA. LUCIA LAND INC.

Jasmin Rubi-09298404455

introduces



SOTOGRADE

AT NEOPOLITAN



CONDOTELS/HOTELS ALREADY IN OPERATION

Jasmin Rubi-09298404455



**Sotogrande Hotel
CEBU**



**La Breza Hotel
Quezon City**



**La Mirada
CEBU**



UPCOMING CONDOTELS / HOTELS

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**Splendido Taal Tower 2
TAGAYTAY**



**Stradella at East
Bel-Air
CAINTA, RIZAL**



**Arterra Residences
CEBU**

STA. LUCIA LAND INC.

UPCOMING CONDOTELS / HOTELS



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SOTOGRADE DAVAO
within Davao Riverfront
Corporate City, Ma-a
Diversion Road, Davao City

*Find the modern convenience
and comfort at*



SOTOGGRANDE
at NEOPOLITAN

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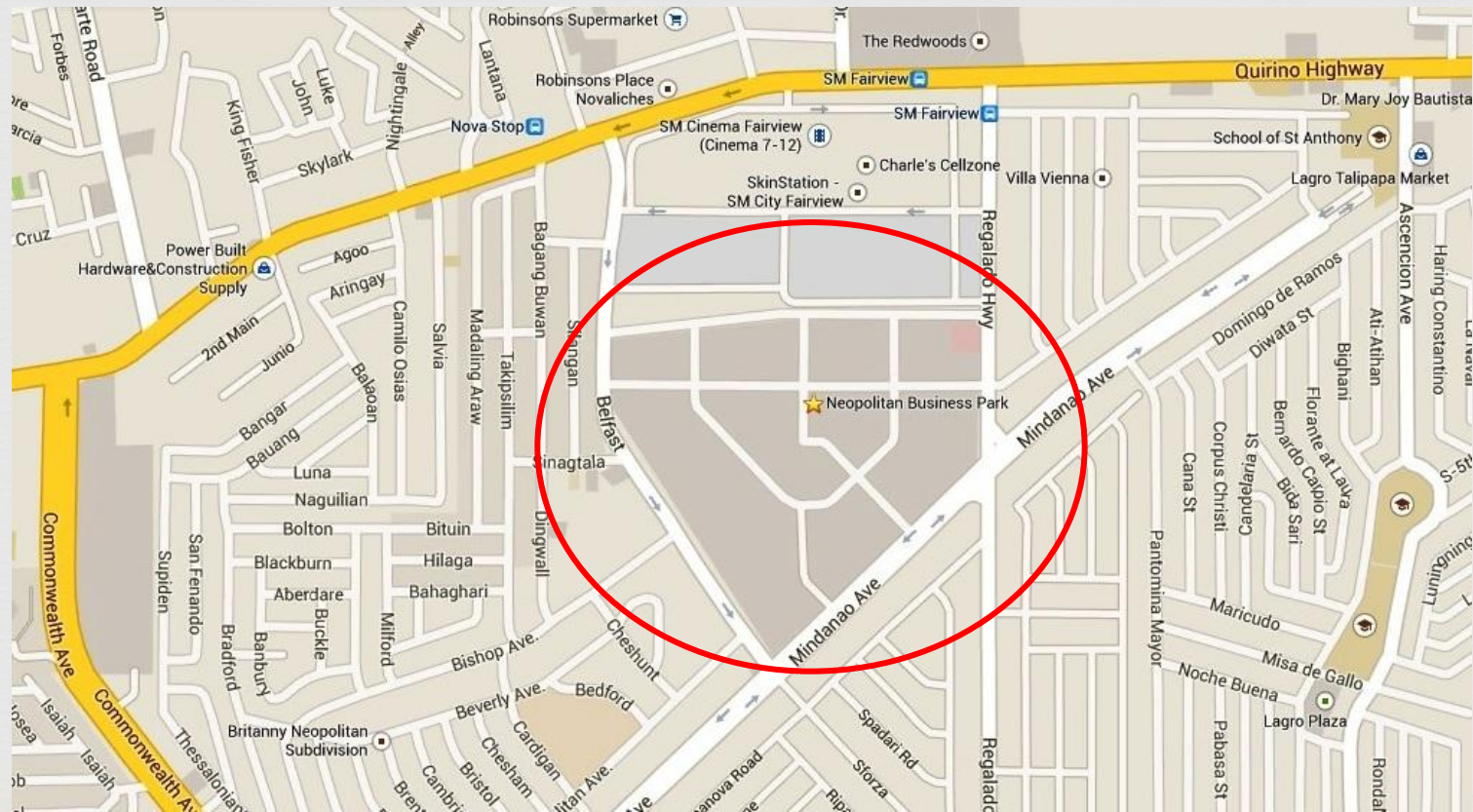
SOTOGRANDE
AT NEOPOLITAN

Jasmin Rubi-09298404455

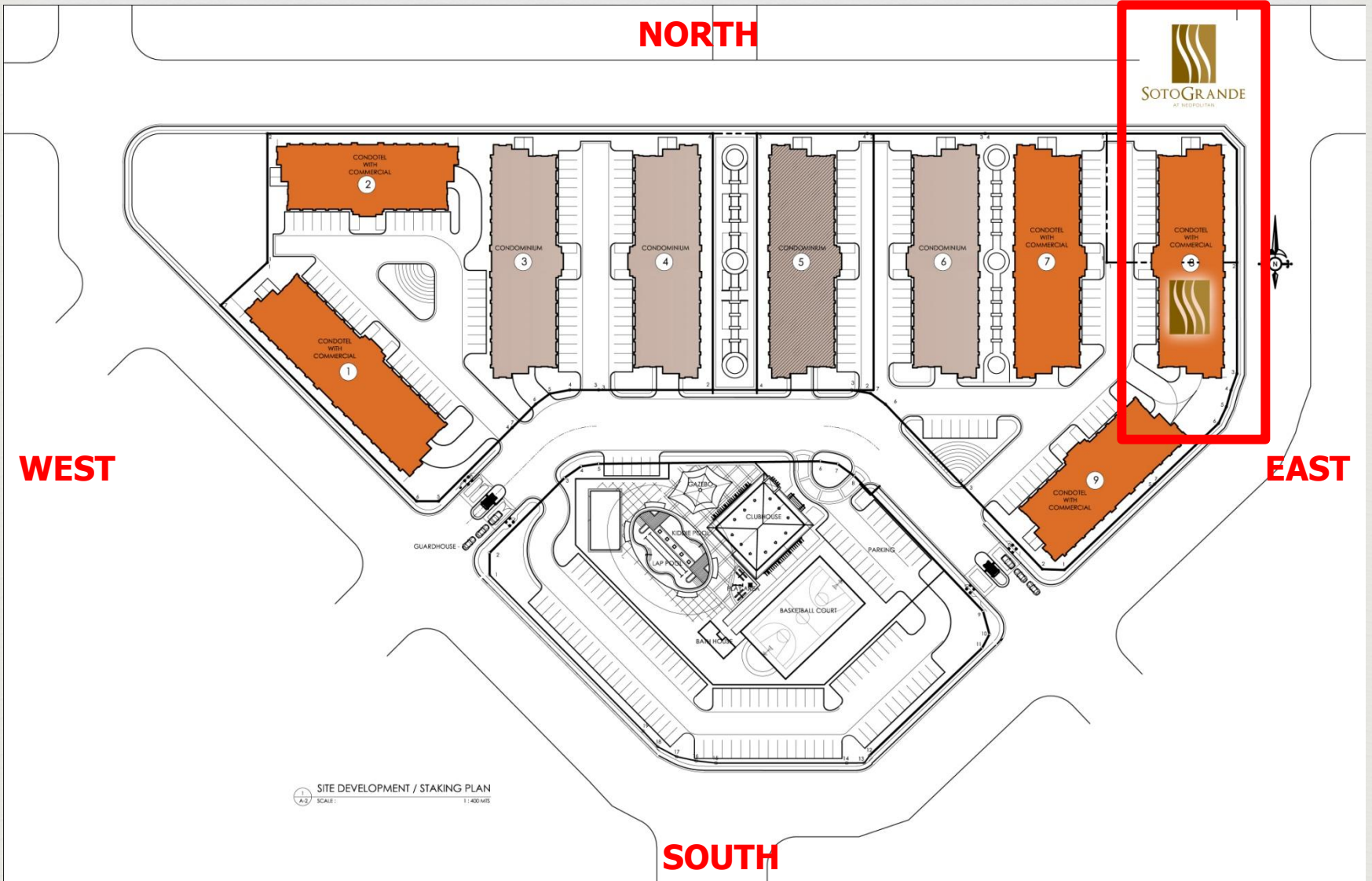


•SotoGrande is poised to rise within the Neopolitan Business Park, a master-planned complex by Sta. Lucia Land that is set to be the next super city in the metro.

•Located along Mindanao and Regalado Avenues in Fairview, Quezon City, the Neopolitan Business Park is conveniently at the center of promising developments in this side of the country's capital.



SITE DEVELOPMENT PLAN



NORTH



WEST

EAST

SOUTH

1
A.27
SITE DEVELOPMENT / STAKING PLAN
SCALE: 1:400 MMS

QUEZON CITY' S NEXT SUPER CITY

- Around Neopolitan Business Park, there are malls that offer shopping, dining and entertainment facilities for everyone to enjoy such as SM City Fairview, Robinson's Nova Market and Fairview Terraces.
- Located near are top universities and colleges like the Ateneo de Manila University, Miriam College, and University of the Philippines in Diliman. OB Montessori is just beside Neopolitan Business Park.
- The La Mesa Eco Park, a popular ecological and natural reserve for families, is just a stone's throw away.

QUEZON CITY' S NEXT SUPER CITY

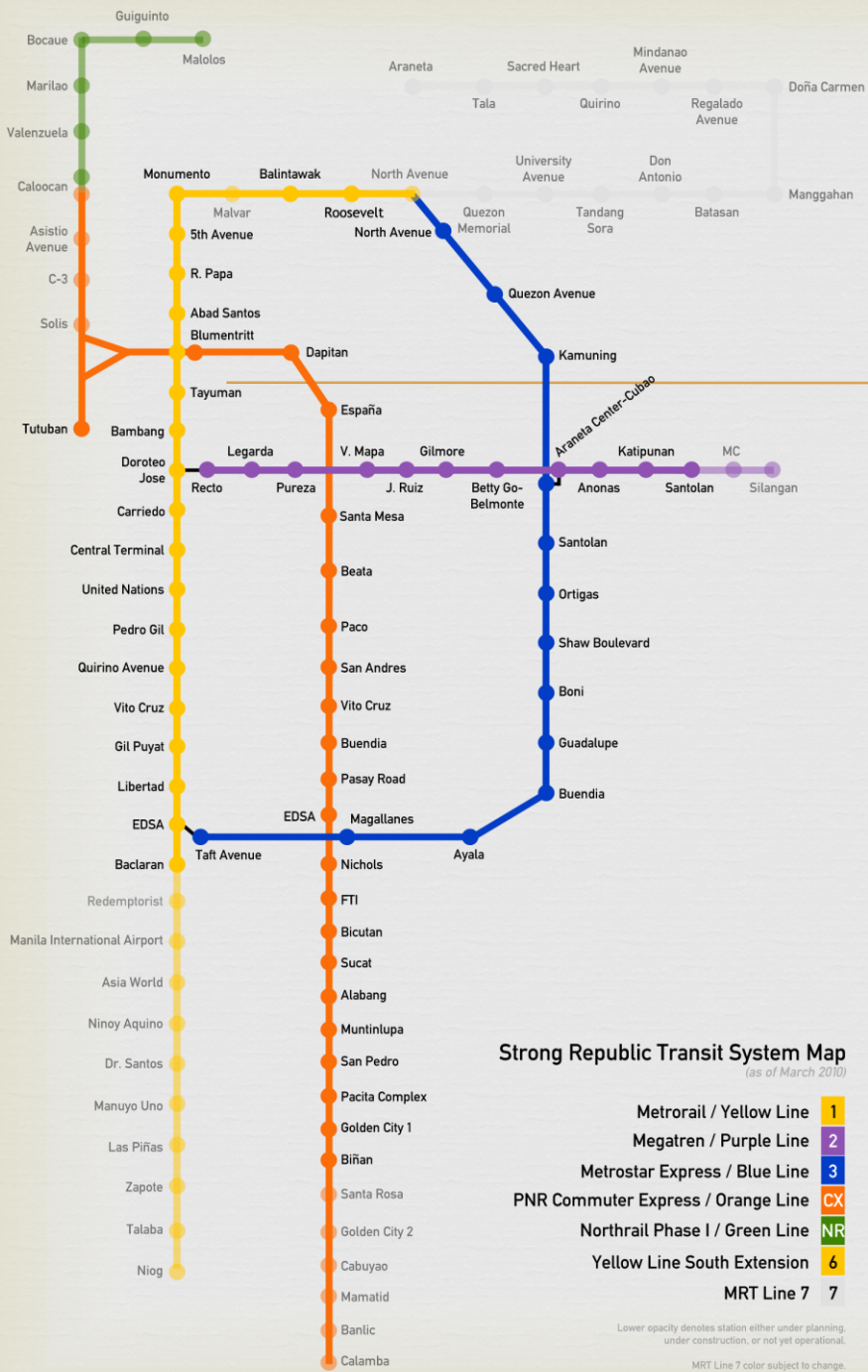
- Nearby UP-Ayala Land TechnoHub home to several multinational companies can be accessed via Commonwealth Avenue.
- The Commonwealth Hospital and Medical Center is located within the Neopolitan Business Park. Other medical centers such as The Philippine Heart Center, National Kidney Center, Lung Center of the Philippines, and major government offices are also within reach.
- Entertainment centers and dining places along the popular Timog Avenue and Quezon Avenue are also accessible via Commonwealth Avenue and the upcoming MRT-7.

- With its own development plans of becoming a hub for residential and office condominiums, townhouses, business process outsourcing offices, restaurants, state-of-the art hospital facility and other points of interest, Neopolitan Business Park is clearly set to be an exciting landmark for local and foreign investors alike.

- And to match this promising development comes the opening of the MRT-7 line that will pass very near the complex.



Strong Republic Transit System



Strong Republic Transit System Map

(as of March 2010)

- Metrostar Express / Blue Line **3**
- Megatren / Purple Line **2**
- PNR Commuter Express / Orange Line **CX**
- Northrail Phase I / Green Line **NR**
- Yellow Line South Extension **6**
- MRT Line 7 **7**

Lower opacity denotes station either under planning, under construction, or not yet operational.

MRT Line 7 color subject to change.



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SotoGrande at Neopolitan is an eight-storey, full hotel development with total 198 hotel units



**186 studio units (24.5 square meters)
complete with furnishings**



UNIT FLOOR PLAN
SCALE: 1 : 60 MTS

STUDIO - A	
UNIT	24.50
BAL.	3.50
TOTAL	28.00 Sqm.



TYPICAL LAY-OUT OF STUDIO UNITS



UNIT FLOOR PLAN
SCALE: 1 : 60 MTS

STUDIO - B	
UNIT	24.50
BAL.	-
TOTAL	24.50 Sqm.



UNIT FLOOR PLAN
SCALE: 1 : 60 MTS

STUDIO - C	
UNIT	32.00
BAL.	4.80
TOTAL	36.80 Sqm.

B

TYPICAL LAY-OUT OF STUDIO UNITS



UNIT FLOOR PLAN
SCALE: 1 : 60 MTS

STUDIO - D	
UNIT	32.00
BAL.	2.70
TOTAL	34.70 Sqm.

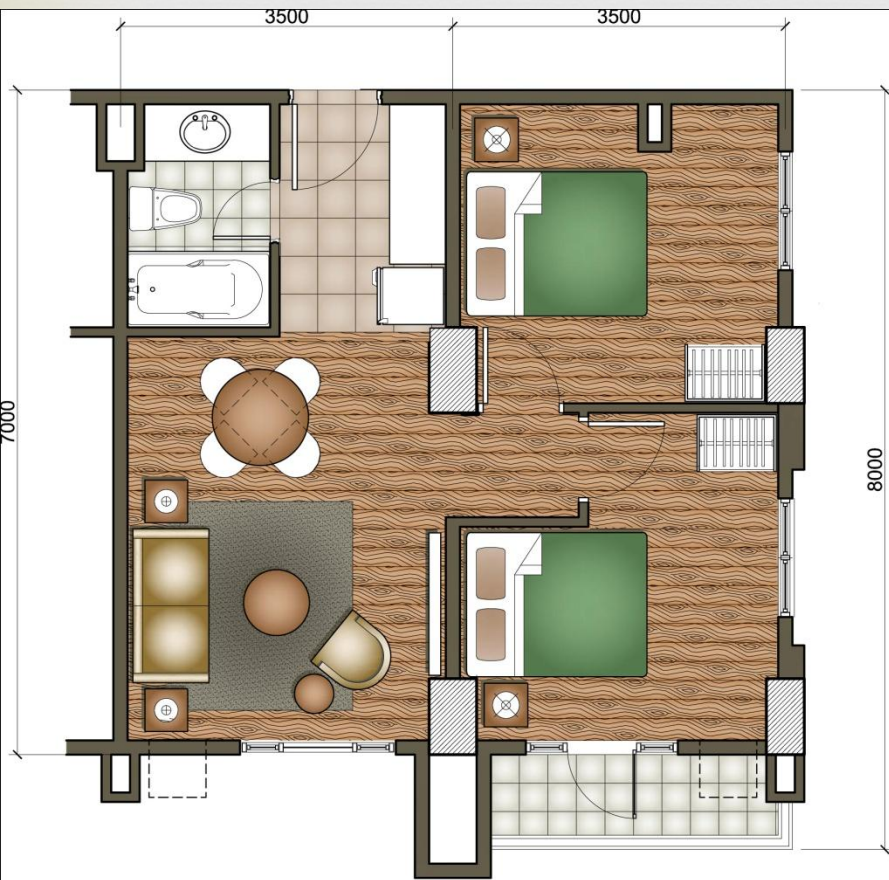


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**12 two-bedroom units
(52.5 square meters)
complete with furnishings**

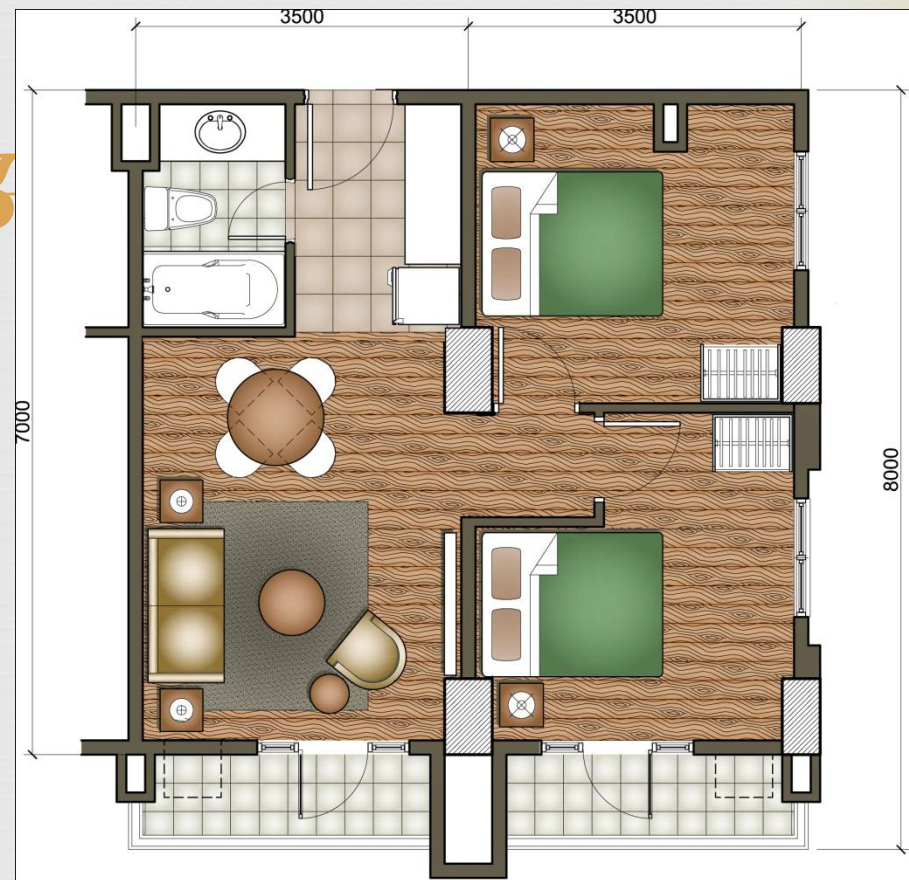


TYPICAL LAY-OUT OF 2BR UNITS



UNIT FLOOR PLAN
SCALE: 1 : 60 MTS

2-BR - A	
UNIT	49.00
BAL.	3.50
TOTAL	52.50 Sqm.



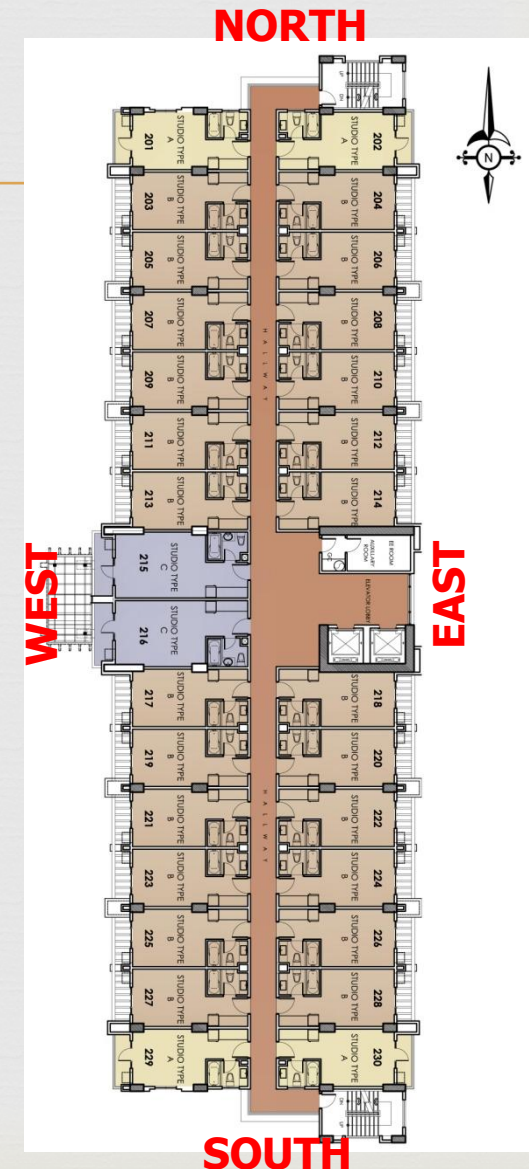
UNIT FLOOR PLAN
SCALE: 1 : 60 MTS

2-BR - B	
UNIT	49.00
BAL.	7.00
TOTAL	56.00 Sqm.

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HOTEL COMPOSITION & UNIT ORIENTATION

FLOOR	NO. OF UNITS	STUDIO	2BR
2 nd Floor Condotel	30	30	-
3 rd Floor Condotel	30	30	-
4 th Floor Condotel	30	30	-
5 th Floor Condotel	30	30	-
6 th Floor Condotel	26	22	4
7 th Floor Condotel	26	22	4
8 th Floor Condotel	26	22	4
TOTAL	198	186	12



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HOTEL AMENITIES



BALLROOM



GYM



FUNCTION ROOM

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SOTOGGRANDE' S CONDOTEL



WHO WILL OPERATE SOTOGGRANDE HOTEL?

- ❖ **SOTOGGRANDE will be operated by Sta. Lucia's Hotel Management Group, a wholly-owned subsidiary of Sta. Lucia Land, Inc.**
- ❖ **A company dedicated, established in 2008 and is currently operating 3 condominium hotel projects of Sta. Lucia : Sotogrande, La Mirada and La Breza.**

SOTOGRADE' S CONDOTEL



WHAT IS A CONDOTEL?

- ❖ A condominium project that is operated as a hotel with a registration desk, cleaning service and more.
- ❖ The units are individually owned.
- ❖ Unit owners shall place their unit in the hotels rental program where it is rented out like any other hotel room.

SOTOGGRANDE' S CONDOTEL



HOW LONG WILL THE UNIT BE PART OF THE HOTEL POOL?

❖ **The condotel unit will be a part of the hotel pool for 15 years.**

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SOTOGRANDE

SOTOGGRANDE' S CONDOTEL



WHAT BENEFITS DO I GET IF I INVEST IN CONDOTEL

- ❖ Quarterly dividends
- ❖ 30 room nights free every year – option to use 3 nights/year/other hotels of Sta. Lucia

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SOTOGRADE' S CONDOTEL



WILL UNIT OWNER STILL GET DIVIDENDS EVEN IF UNIT WAS NOT RENTED?

- ❖ Yes! A condominium hotel owner will still be entitled dividends in Net Room Revenue regardless of whether the unit was actually rented or not.
- ❖ Net Room revenue generated from all hotel units are issued to all hotel unit owners (pro-rated on a per sq.m. basis) after the end of each quarter.

SOTOGRADE' S CONDOTEL



WHEN CAN A UNIT OWNER START GETTING DIVIDENDS & 30 ROOM NIGHTS FREE?

- ❖ ONCE THE HOTEL / CONDOTEL IS OPERATIONAL PROVIDED THAT:
 - ✓ FULLY PAID WITH THE REQUIRED DOWN PAYMENT FOR THE HOTEL / CONDOTEL PROJECT
 - ✓ SLLI RECEIVED BANK GUARANTEE FROM THE BANK FOR THE BALANCE

- ✓ BUYER IS OF GOOD STANDING : MEANING THAT THE BUYER IS RELIGIOUSLY PAYING HIS/HER MONTHLY AMORTIZATION EVEN IF THE HOTEL/CONDOTEL IS NOT YET OPERATIONAL. (Postdated Checks [PDC's] are required to start being entitled to dividends)

SOTOGRADE' S CONDOTEL



WHAT ARE THE ADVANTAGES OF THE UNIT OWNER WITH STA. LUCIA AS HOTEL OPERATOR

- ❖ A “worry free” investment because the hotel operator manages the leasing of the hotel rooms, their maintenance, refurbishment and improvement as well as their operating expenses, real property taxes, association dues, common area charges, utilities, insurance and other related expenses
- ❖ An independent auditor, accredited with the Philippine Securities and Exchange Commission, will be hired to audit, examine or review the hotel operator’s annual operating statement.

SOTOGRADE' S CONDOTEL



WHAT ARE THE ADVANTAGES OF THE UNIT OWNER WITH STA. LUCIA AS HOTEL OPERATOR

- ❖ Very low property management fee of 30% only compared to others with 50% - 60%
- ❖ Experienced hotel property management group with 3 operational hotels to date –really after the income commitment to investors
- ❖ Property Management now have tie-ups with agoda.com, booking.com, expedia.com, orbitz.com, asiaroom.com, hotels.com, etc.

REVIEW OF STA. LUCIA CONDOTELES

La Mirada Hotel Cebu Philippines ...



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Hotels: 181,057 36,507 1,699 187



La Mirada Hotel ★★☆☆

Dapdap, Lapu-Lapu, Punta Engano, Cebu, Philippines 6015 ([Show on map](#))

Book now!

Sale ends soon!

[Save as a favorite](#)

Like

10 people like this. Be the first of your friends.



Pleasant

6.2

based on 12 reviews

Search for other hotels

Where would you like to go?

Cebu

Check-in:

Thu 11

Apr, 2013



Nights:

3

Check-out:

Sun 14 Apr 2013



Check Rates & Availability At This Hotel

agoda price guarantee ?

Check-in:

Thu 11

Apr, 2013



Nights: Check-out:

3

Sun 14 Apr 2013



Check rates!



My last viewed hotels

[Monaco Suites de Boracay Hotel](#)
★★★★★

[Ambassador in Paradise](#)
★★★★★
There are 4 users looking at this hotel right now!

[Discovery Shores Hotel](#)
★★★★★
There are 4 users looking at this hotel right now!

[Baguio Country Club](#)
★★★★★
There is 1 user looking at this hotel right now!

[Camp John Hay Manor Hotel](#)
★★★★★

[Golden Pine Hotel](#)
★★★★
There is 1 user looking at this hotel right now!

[clear history](#)

Earn rewards with us!



Lobby



Lobby



Studio



Studio



Suite Room



Suite Room



Suite Room



Swimming pool



Swimming pool

Earn rewards with us!

- Get **4-7% back** on every booking
- **Points added** automatically
- **Save money** on future bookings

New **DOUBLE** and **TRIPLE** points promotions!

[more information](#)



Customer Support

Click for help **24/7**

Suite Room



Swimming pool



Swimming pool



Swimming pool



Swimming pool



Cafe La Mirada



Cafe La Mirada

Cafe La Mirada

Gym

Hotel Features

✓ Available ● Not available

Facilities

- | | | |
|-----------------------|--------------------------------|----------------------|
| ✓ 24hr room service | ● airport transfer | ● babysitting |
| ● bar/pub | ● bicycle rental | ● business center |
| ● casino | ● coffee shop | ● concierge |
| ● disabled facilities | ✓ elevator | ● executive floor |
| ● family room | ● laundry service/dry cleaning | ● meeting facilities |

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585 hotels 59 hotels

Back to search results

Your search

- Cebu City
- 1 Night (Jul 8 - Jul 9)
- 2 adults

Change search



Show map

Print map

My viewed hotels

- Days Hotel Mactan Cebu** ★★★★★
Latest booking: 11 hours ago
There are 3 people looking at this hotel.
- Hotel Lleó** ★★★★★
Latest booking: 3 hours ago

Sotogrande Hotel and Resort ★★★★★

Dapdap, Mactan, 6015 Cebu City (Show map)

Book now

See all Book your hotel now!



Located in Lapu Lapu City, Sotogrande features spacious rooms with a private balcony. Offering free Wi-Fi and parking, it has a fitness centre and an outdoor pool overlooking the sea.

Sotogrande Hotel and Resort is a 10-minute drive from attractions like the Mactan Church and Mactan Shrine. The hotel is a 20-minute drive from Mactan International Airport.

Modern rooms at Sotogrande are equipped with air conditioning and cable TV. Private bathrooms come with shower facilities and a bathtub. A minibar and a tea/coffee maker are included.

Cafe Soto is the hotel's restaurant-cum-bar, serving international dishes and a selection of drinks. Room service is available.

Hotel Rooms: 77

Review Score 6.5

Score from 18 reviews

"Just one sentence : the best hotel that I have stayed in so far! I would greatly recommend this place to all my friends, colleagues & family if they will ..."

Jaelyn,
Singapore
October 28, 2011

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585 hotels 154 hotels

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Your search

- Manila
- 1 Night (Jul 8 - Jul 9)
- 2 adults

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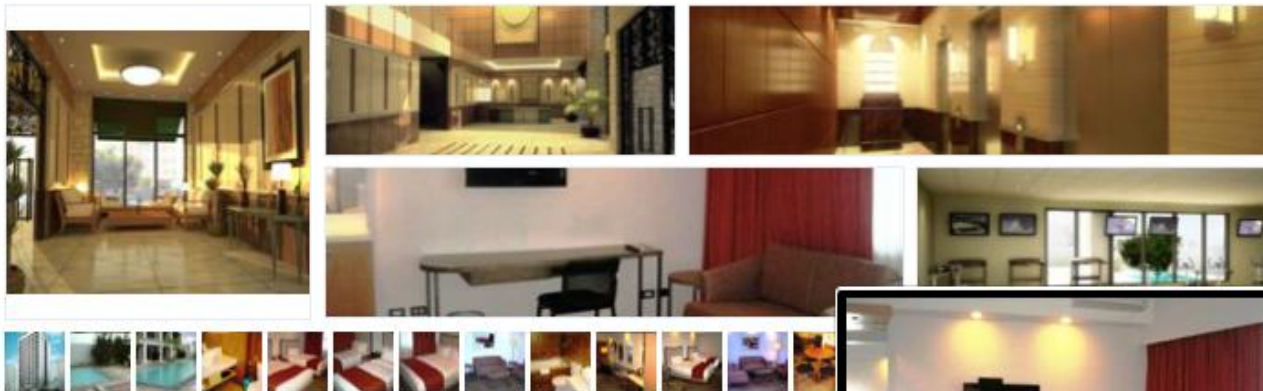
- [La Mirada](#) ★★★★
Latest booking: June 18
There is 1 person looking at this hotel.
- [Sotoarande Hotel and](#)

La Breza Hotel ★★★★

Mother Ignacia St., 7876 Manila ([Show map](#))

[Book now](#)

[See all reviews](#)



La Breza Tower is located in Quezon City, a 5-minute walk from ABS CBN Network. The hotel outdoor pool and fitness centre. Parking and Wi-Fi are available.

Soundproofed rooms are decorated in soothing light browns and greys. Each has a flat-screen cable channels. Tea and coffee-making facilities and a personal safe are provided.

The hotel has a 24-hour front desk and offers newspapers for guests' reading pleasure. Intern cuisine can be enjoyed in its restaurant. For guests' convenience, room service is available.

La Breza Tower is a 20-minute drive from Quezon Avenue MRT Station and Trinoma Mall.

Hotel Rooms: 64





smarter hotel booking

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 Hotels: 181,057 38,507 1,699 268



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Where would you like to go?

Manila

Check-in:

Thu ▾ Apr, 20: ▾

Nights:

3 ▾ Check-out: Sun 14 Apr 20

Search



La Breza Hotel ★★★★★

Mother Ignacia Avenue, Quezon City, Manila, Philippines [\(Show on map\)](#)

Book now!
Sale ends soon!

[Save as a favorite](#) [Like](#) 55 people like this. Be the first of your friends.



Hotel Area: Quezon City Number of rooms: 64

Check Rates & Availability At This Hotel

agoda price guarantee ✓

Check-in:

Thu ▾ Apr, 20: ▾

Nights: Check-out:

3 ▾ Sun 14 Apr 2013

Check rates!

Recent customer reviews

Filter by Traveler Type

- All reviews (196)
- Solo Traveler (30)
- Couple (68)
- Business Traveler (41)
- Family with young children (26)
- Family with older children (13)
- Other (18)

Fantastic

8.2

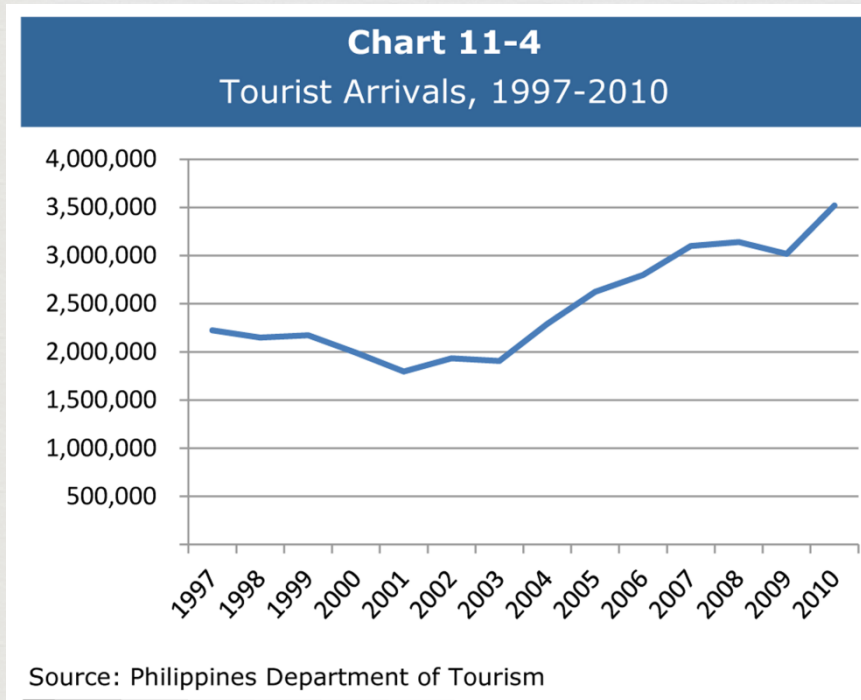
based on 196 reviews

Value for Money		8.5
Location		8.1
Staff Performance		8.8
Hotel		8.9
Condition/Cleanliness		
Room Comfort/Standard		8.2
Food/Dining		6.5

All reviews (196)

WHY IS STA. LUCIA INTO CONDOTEL?

The Philippine government is putting a lot of weight on tourism as the back bone of the country



2010	3.5M
2011	3.7M
2012	4.3M
2013	4.7M
2014	6.8M TARGET
2015	
2016	10M***

- ❖ **Tourism receipts is the 2nd income contributor to the economy of the Philippines after OFW remittances.**
- ❖ **22% increase in tourist arrival compared to 2011**
- ❖ **Korean is Cebu's top market, followed by Japan, then USA**
- ❖ **Fully-booked on Fridays, Saturdays & Sundays**
- ❖ **Koreans for golf, Chinese due to casinos & resorts in Batangas**

WHY INVEST IN A CONDOTEL

ADVANTAGES	DISADVANTAGES
1. Hassle-free ownership; no landlord issues; avoid maintenance headaches	1. Your pets are not always welcome
2. Generate rental revenue to offset some or maybe all your ownership expenses	2. Your unit may not be available on short notice, so reservations of your own unit may require as much as 60 days notice
3. A fantastic vacation home you can use whenever you want; “free” vacation anytime	3. Your unit is subject to the same dips in the market that affect all hotels in the competitive market set
4. A safe real estate investment in a day and age where other investments may seem more risky or less attractive	Jasmin Rubi-0929404455
5. Strong likelihood of appreciation	
6. Pride of ownership	

POSITIONING of SOTOGRADE at NEOPOLITAN



- ✓ Sotogrande at Neopolitan will be positioned as an **EVENTS PLACE**. As such, it will be a perfect venue for weddings, debuts, birthday parties, family reunions, Christmas parties, etc. Thus, hotel rooms can be packaged.
- ✓ A lot of OFW's vacationing from the Quezon City and nearby areas of Bulacan will opt to stay in a hotel near various commercial establishments with proximity to 24-hour availability of transportation plus the presence of a very convenient MRT system.

TARGET MARKET FOR THE HOTEL



- ❑ Quezon City was once the capital of the Philippines for 28 years
- ❑ The largest and most populous city in Metro Manila with 142 barangays
- ❑ Quezon City is home to various government agencies
- ❑ A big percentage of Quezon City is in District 2 (where the project is located)
- ❑ Target market are from Novaliches, North Caloocan and Bulacan

•There is NO HOTEL in the Fairview, Novaliches, North Caloocan and San Jose del Monte City, Bulacan areas.

•Sotogrande at Neopolitan will be the first of high standard.

SOME TOURIST DESTINATIONS NEAR SOTOGRANDE at NEOPOLITAN



- University of the Philippines
- La Mesa Eco Park and Watershed Nature Reserve – Boating, Fishing, salt water swimming, camping, biking
- Quezon Memorial Circle
- Ninoy Aquino Parks & Wildlife
- Tandang Sora Shrine
- General Geronimo Park in Novaliches proper
- Cry of Pugad Lawin Shrine
- Our Lady of Lourdes Grotto – San Jose del Monte City, Bulacan

Hotel Income Projections As of June 27, 2014	STA. LUCIA OCC. 1ST YEAR	PROJECTED OCCUPANCY	AVERAGE OF STA. LUCIA
	35%	50%	65%
TOTAL OCCUPIED ROOMS/MONTH			
STUDIO (Total Studio Units : 186)	1,953.00	2,790.00	3,627.00
2BR (Total 2BR Units : 12)	126.00	180.00	234.00
TOTAL ROOMS OCCUPIED/MONTH	2,079.00	2,970.00	3,861.00
GROSS HOTEL ROOM SALES			
STUDIO (computed at P2,200/night)	4,296,600.00	6,138,000.00	7,979,400.00
2BR (computed at P3,000/night)	378,000.00	540,000.00	702,000.00
GROSS SALES PER MONTH	4,674,600.00	6,678,000.00	8,681,400.00
LESS:			
OPERATING EXPENSES (P1,000/RM)	2,079,000.00	2,970,000.00	3,861,000.00
NET INCOME BEFORE MGMT FEE	2,595,600.00	3,708,000.00	4,820,400.00
30% MANAGEMENT FEE	778,680.00	1,112,400.00	1,446,120.00
NET INCOME AFTER MGMT FEE	1,816,920.00	2,595,600.00	3,374,280.00
TOTAL FLOOR AREA OF HOTEL ROOMS	5,558.00	5,558.00	5,558.00
PROJECTED INCOME/SQUARE MTR	326.90	467.00	607.10
AVERAGE UNIT SIZE OF UNIT	24.50	24.50	24.50
AVERAGE GROSS INCOME/UNIT/MO.	8,009.09	11,441.56	14,874.03
PESO VALUE OF ROOM NIGHTS/MO. (2,200x30/12 mos.)	5,500.00	5,500.00	5,500.00
PROJECTED GROSS REVENUE/MONTH	13,509.09	16,941.56	20,374.03
LESS:			
ASSOCIATION DUES (AVE. 24.5 SQM)	1,225.00	1,225.00	1,225.00
REAL PROPERTY TAX	1,833.33	1,833.33	1,833.33
PROJECTED NET INCOME/UNIT & FREE ROOM	10,450.76	13,883.23	17,315.70
PROJECTED NET CASH INCOME/UNIT	4,950.76	8,383.23	11,815.70
PROJECTED INCOME PER ANNUM:			
PROJECTED INCOME/YEAR WITH FREE ROOM NIGHTS	125,409.12	166,598.74	207,788.36
PROJECTED CASH INCOME/ANNUM	59,409.12	100,598.74	141,788.36
RETURN ON INVESTMENT	2,287,500.00	2,287,500.00	2,287,500.00
PROJECTED INCOME/YEAR WITH FREE ROOM NIGHTS	5%	7%	9%
PROJECTED CASH INCOME/ANNUM	3%	4%	6%

NOTE : CURRENT OCCUPANY RATE OF STA. LUCIA CONDOTEL IN Q.C. IS 50%

NEOPOLITAN **ACTUAL PHOTO OF THE POOL AREA & CLUBHOUSE**



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NEOPOLITAN **ACTUAL PHOTO OF THE POOL AREA & CLUBHOUSE**



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NEOPOLITAN **ACTUAL PHOTO OF THE CLUBHOUSE**



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NEOPOLITAN **ACTUAL PHOTO OF THE CLUBHOUSE**



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NEOPOLITAN **ACTUAL PHOTO OF THE POOL AREA & CLUBHOUSE**

Jasmin D. Rubi - 09298404455



TIMETABLE

The first tower in Neopolitan is purely residential units and is due for turnover in **December 2014**.

SotoGrande at Neopolitan, which is the second tower to rise in Neopolitan Business Park, will be a full hotel development. Construction will start in **March 2015** and turnover is in **December 2017**, with 6 months grace period.



STA. LUCIA LAND, INC.'s WEB BOOKING FACILITY through www.stalucialand.com.ph



STA. LUCIA
REALTY & DEVELOPMENT, INC.

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Project Inventory and Payment Schemes

Project: Phase / Tower: [Search](#) [View on Google Maps](#)

Available 228 Hold 0 Reserved 0 With Remittance 0 Sold 0

[Project Inventory](#) [Item Details](#) [Payment Schemes and Terms](#)



Floor / Block Items

2	ST01	ST02	ST03	ST04	ST05	ST06	ST07	ST08	ST09	ST10	ST11	ST12	ST13	ST14	ST15	ST16
	ST17	ST18	ST19	ST20	ST21	ST22	ST23	ST24	ST25	ST26	ST27	ST28	ST29	ST30		
3	ST01	ST02	ST03	ST04	ST05	ST06	ST07	ST08	ST09	ST10	ST11	ST12	ST13	ST14	ST15	ST16
	ST17	ST18	ST19	ST20	ST21	ST22	ST23	ST24	ST25	ST26	ST27	ST28	ST29	ST30		
4	ST01	ST02	ST03	ST04	ST05	ST06	ST07	ST08	ST09	ST10	ST11	ST12	ST13	ST14	ST15	ST16
	ST17	ST18	ST19	ST20	ST21	ST22	ST23	ST24	ST25	ST26	ST27	ST28	ST29	ST30		
5	ST01	ST02	ST03	ST04	ST05	ST06	ST07	ST08	ST09	ST10	ST11	ST12	ST13	ST14	ST15	ST16
	ST17	ST18	ST19	ST20	ST21	ST22	ST23	ST24	ST25	ST26	ST27	ST28	ST29	ST30		



Unit availability, price and payment terms can be seen over the web booking facility.

SALES ACCEPTANCE

- 1. Prior to final booking of a sale, ensure that the unit is available. Holding of a unit for a specific buyer is allowed up to 3 days only. To request for holding of a unit:**
 - a. Coordinate the following details with your upline:**
 - Floor/Level; Unit Number**
 - Buyer's LAST NAME, FIRST NAME, MIDDLE NAME**
 - b. Your upline shall then directly inform the Sales Admin. Department to hold the unit per details given.**

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SALES ACCEPTANCE

2. In booking a sale, the following initial documents should be submitted with the Sales Admin. Dept:

- Reservation Application, signed by the buyer/s**
- Buyer's Information Sheet, signed by the buyer/s**
- Computation Sheet, signed by the buyer/s**
- Reservation Fee***

***The Reservation Fee or Outright DP can be deposited by the buyers directly to:**

BANCO DE ORO

Account Name : STA. LUCIA LAND, INC.

Account Number : 2140-1715-23

For more details Please Call or Txt: Jasmin D. Rubi-09298404455

***The deposit slip should be scanned and emailed to sales@stalucialand.com.ph**

THANK YOU!

Jasmin Rubi- sta. lucia Land sales Director-09298404455..

