



## Property Price Breakdown (Estimated)

All numbers below are per co-ownership stake

Property Purchase Price		\$236,250
Closing Costs	~3%	\$7,088
Home Upgrades	~0-5%	\$6,250
Kocomo Service Fee	12.5%	\$29,531
Total Price / co-ownership stake		\$279,119

## What’s included in each line item?

### 1. Total Price / co-owner stake:

- Each property will have a maximum of 8 stakes in the home and thus 8 co-owners. This is to ensure that each co-owner receives at least 6 weeks in the home throughout the year.
- Co-owners can choose to purchase more than one stake and enjoy more time in their home.
- All costs and expenses are passed through to co-owners at a dollar-for-dollar cost and they are solely responsible for paying their proportionate share.

### 2. Closing Costs:

- includes legal fees, taxes, notary fees, bank fees, and property appraisal fees, amongst others.
- Closing costs are passed through to Kocomo owners on a dollar-for-dollar basis. Kocomo does not charge a mark-up on these costs.
- Closing costs may vary from property to property, but will typically be between 3 – 4% of the listing price.
- For active listings, we will indicate closing costs that have actually been incurred. For preview listings, we will provide an estimate of closing costs.
- Active listings have 2 or more co-owners invested.

### 3. Home Upgrades:

- Kocomo delivers a turnkey experience to its owners. We ensure that all properties are delivered according to world-class design standards.
- Upgrade costs vary depending on the state of the home at purchase. Certain properties may not require any upgrades, while others may require a more substantial upfront investment to bring the home up to Kocomo’s high standards.
- Home upgrade costs typically range from 0% to 5% of the full list price of the property, and are passed through to owners at cost. Upgrades include paintwork, finishes, furniture, artwork, and other elements of interior design.

### 4. Kocomo Service Fee:

The Kocomo Service Fee enables us to provide a seamless and delightful co-ownership experience, and covers a variety of value-added services. The Service Fee is 12.5% of the purchase price of the property.

- Home selection & negotiation: Kocomo seeks out dream properties in destination markets, leveraging close relationships with brokers to negotiate attractive pricing, which we pass through to our buyers. We never charge a mark-up on the price we pay to acquire a home.
- Buyer aggregation: We work hard to assemble a curated group of vetted co-owners. This includes sales and marketing to identify qualified co-owners, plus extensive vetting and background checks to ensure an owner group that fulfills our commitment to responsible ownership and community orientation.
- Legal & administration: We maintain and oversee the LLC co-ownership vehicle, offer transparent account statements, and provide the legal documents necessary to ensure a fair and high-quality co-ownership experience.



## Property Recurring Costs (Estimated)

All numbers below are per co-ownership stake

	Annual	Monthly
Estimated Operating Expenses*	\$9,450	\$788
Kocomo Platform Fee*	\$1,800	\$150
Total Property Recurring Costs	\$11,250	\$938

### Note:

The table above shows estimated annual and monthly property recurring costs for [Cabo Colorado](#). Because this is a preview listing, these numbers are estimates and may change once we've acquired the property. We acquire a property as soon as we have two co-owners committed. In general, we expect annual property operating expenses to total between 3% and 4% of the purchase price of the property.

### Estimated Operating Expenses:

One of the benefits of co-ownership is the ability to share property operating expenses among the owner group. Kocomo owners share expenses with their co-owners on a proportional basis, with all costs passed through at cost. Kocomo will never charge a mark-up. Expenses are paid by owners each month via direct debit. Property operating expenses include taxes, insurance, utilities, domestic staff, and preventive maintenance, amongst others.

### Kocomo Platform Fee:

Kocomo charges a management fee equal to \$150 USD per month per owner. This fee enables us to provide high-touch property administration and management services, ensuring a world-class experience for our owners. This fee is collected each month in addition to each owner's share of operating expenses.