



Fractional Property

All the Positives, less of the Negatives

- ✓ ALL THE BENEFITS OF FULL PROPERTY OWNERSHIP
- ✓ FULLY FURNISHED TO THE HIGHEST STANDARDS
- ✓ FULLY MANAGED AND MAINTANED
- ✓ NO MORTGAGE
- ✓ EASY TO BUY
- ✓ EASY TO SELL
- ✓ DEAL WITH A UK LEGAL TEAM
- ✓ RENTAL INCOMES IF REQUIRED
- ✓ 100% BENEFIT 25% COST
- ✓ SECURED ON TITLE

Why buy Fractional ?

- ★ NO COMPROMISE – ALLOWS CLIENTS TO BUY IN THE BEST LOCATIONS WITH THE BEST RENTAL YIELDS AND THE BEST CAPITAL APPRECIATION THIS ALSO MAKES FOR BETTER PERSONAL EXPERIENCE WHEN USED BY THE CLIENTS FOR OWN VACATIONS .
- ★ ASPIRATION – WE WOULD ALL LIKE TO OWN A HOLIDAY HOME ETC BUT ONLY HAVE A BUDGET FOR A STUDIO, CLIENTS CAN NOW HAVE WHAT THEY DREAM OF OWNING . MATCH CLIENTS DREAMS AND DESIRES TO THEIR BUDGETS
- ★ LESS HASSLE – FULLY FURNISHED AND FULLY MANAGED, YOU DON'T WANT TO GO ON HOLIDAY AND SPEND THE FIRST WEEK DOING THE CHORES .
- ★ INCOME – RENT THE WEEKS YOU DON'T USE AND CREATE AN INCOME THAT WOULD EXCEED LEAVING THE MONEY IN THE BANK
- ★ EASE OF ENTRY – FRACTIONAL OWNERSHIP GIVES BUYERS THE ABILITY TO GET ON THE INTERNATIONAL PROPERTY LADDER AT A MUCH LOWER COST . THE BUYER CAN STILL EXPERIENCE CAPITAL GROWTH AND ALL THE OTHER LIFESTYLE BENEFITS ASSOCIATED WITH WHOLE OWNERSHIP OF A PROPERTY OVERSEAS .

Enterprise Cyprus

- ★ LIFESTYLE BENEFIT NOT EXPENSIVE BURDEN – WHY WORRY ABOUT RENTING OUT A PROPERTY FOR 30 WEEKS A YEAR TO COVER A MORTGAGE, WITH FRACTIONAL YOUR RUNNING COSTS ARE SHARED, YOUR RISK IS SHARED AND YOU ONLY NEED TO RENT IF YOU REALLY WANT TO.
- ★ PURCHASE PRICE – NATURALLY , BY INVESTING IN A FRACTION OF A PROPERTY, THE PURCHASE PRICE AND TAXES ARE SPLIT BETWEEN THE OWNERS AND ARE DRAMATICALLY REDUCED . GIVING YOU LESS EXPOSURE TO OVERSEAS MARKETS
- ★ REDUCED RUNNING COSTS – MAINTENANCE FEES, MANAGEMENT FEES, TAXES AND OTHER FIXED COSTS ARE SHARED BY FRACTIONAL OWNERS . THIS SUBSTANTIALLY REDUCES THE FINANCIAL BURDEN OFTEN ASSOCIATED WITH OWNING A SECOND HOME .
- ★ INVESTMENT – DUE TO THE FACT THAT FRACTIONAL BUYERS OWN A SHARE OF THE "BRICKS AND MORTAR", THEY CAN BENEFIT FROM ANY INCREASE IN THE PROPERTY'S VALUE .
- ★ LESS COMMITMENT – FRACTIONAL OWNERSHIP GIVES YOU AN ABILITY TO EXPERIENCE A SECOND HOME AND LOCATION FULLY, HOWEVER, ONLY HAVING TO COMMIT TO A FRACTION OF THE PURCHASE AND RUNNING COSTS .



Why sell Fractional property ?

- ✓ FINANCIAL INCENTIVES FOR AGENTS ARE EXCEPTIONAL.
- ✓ FULL SUPPORT AND TRAINING FROM THE UK BASED AFFILIATES.
- ✓ A FULLY INCLUSIVE SERVICE. ALL PROPERTIES ARE FULLY FURNISHED AND FULLY MANAGED.
- ✓ PRICES ARE REDUCED BY 75% MAKING IT AFFORDABLE TO MORE CLIENTS.
- ✓ MORE CREDIBILITY SAVING CLIENT MONEY.
- ✓ NO MORTGAGES. YOU NO LONGER RELY ON THE BANKS ISSUING MORTGAGES.
- ✓ EASY EXIT STRATEGY. FRACTIONS CAN BE SOLD WITH EASE.
- ✓ FAMILY AND FRIENDS CAN SECURELY BUY TOGETHER IN AN EASY LEGAL STRUCTURE.
- ✓ YOU NO LONGER HAVE TO TURN CLIENTS AWAY WITH LOW BUDGETS.



Buying Cost	Whole Purchase	Fractional Purchase
Property Cost	€ 200,000	€ 240,000
Furniture Cost	€ 12,000	€ 12,000
Total Cost	€ 212,000	€ 252,000
Client Contribution	€ 63,600	€ 63,000
Loan Required	€ 148,400	Nil
Running Costs		
Finance @7% Int. Only	€ 10,388	Nil
Communal Charges	€ 1,920	€ 480
Utilities	€ 1,200	€ 300
Insurance	€ 400	€ 100
Taxes	€ 120	€ 30
Repairs	€ 2,000	€ 500
Company Maintenance & Admin	Nil	€ 525
Total Running Cost PA	€ 16,028	€ 1,935
Rental req to cover running costs @ €400 pwk	40 weeks	5 weeks

What do I do now ?

IF YOU ARE ALREADY MARKETING AND SELLING OVERSEAS PROPERTY IN A TRADITIONAL WHOLE MANOR, THEN CONTINUE AS YOU WERE, HOWEVER IF YOU WANT TO ENSURE YOU HAVE ALL THE TOOLS AT YOUR DISPOSAL TO SATISFY ANY CLIENTS NEEDS THEN CONSIDER FRACTIONAL ALSO . IT TAKES NOTHING AWAY FROM YOUR EXISTING BUSINESS, IT ONLY ADDS ANOTHER EXTREMELY USEFUL TOOL TO ENABLE YOU TO OVERCOME ALMOST ANY PROBLEM OR OBJECTION WITH YOUR EXISTING CLIENTS .

CALL US FOR MORE INFORMATION, FREE TRAINING AND SUPPORT AND POSSIBLY THE MOST INNOVATIVE SALES AND MARKETING TOOL YOU HAVE COME ACROSS IN OVERSEAS PROPERTY SALES .



One World, One Model

www.enterprisecyprus.com

UK Office
2-8 Games Rd, Herts, Barnet
EN4 9HN

info@enterprisecyprus.com

Tel 00 44 7836 378948