



LA MANGA CLUB  
sport & leisure

# LAS LOMAS VILLAGE



THE SMART WAY TO BUY A VACATION  
HOME WITH HOTEL SERVICE



# WHAT KIND OF PRODUCT ARE YOU BUYING?

A serviced apartment in one of the premier golf resorts in Spain, **La Manga Club**, complete with a range of amenities including three 18-hole golf courses, tennis facilities, outdoor and indoor pools, a wellness center, football facilities, restaurants, free internal transportation, and access to an outstanding (public) beach.

You can choose between a range of studios and 2 and 3 bedroom fully equipped and furnished apartments.

Depending on what purchase option you select, you can up to use your apartment between 10 – 30 days per year (high-season), or 30-90 days per year in low season. Additionally, you will also benefit from a regular annual income.

The apartments are fully serviced by **La Manga Club**, leaving owners free to relax in the knowledge that their investment is in good hands.

All you need to do is come and enjoy the beautiful climate and facilities on offer in **La Manga Club**.



# LAS LOMAS IS LOCATED IN LA MANGA CLUB

Las Lomas Village is located within **La Manga Club**.

La Manga Club is an exclusive holiday, sports and leisure resort located in a privileged setting bordered by natural parks and beautiful beaches, offering the opportunity for leisure and sport combined with wonderful weather all year round.

Covering an area of 1400 acres (560 Ha.), the resort offers exclusive accommodation, first-class professional sports facilities and fine dining, ideal for those seeking exceptional tranquility, security and privacy.

Since its opening in 1972, La Manga Club has attracted holidaymakers and sports teams to its outstanding facilities, all designed to the highest international standards.



## FACILITIES INCLUDE

### Three golf courses

Designed by Arnold Palmer and Dave Thomas.

### A 28-court Tennis Centre

With additional paddle tennis facilities.

### A 2,000m<sup>2</sup> Wellness Centre

Featuring a full-sized pool, spa facilities, and a professional sport performance centre.

### A five-star hotel

The Principe Felipe 5\* Hotel, one of the best hotels in the region of Murcia.

### Eight FIFA-standard football pitches

La Manga Club Football Centre is a prime training and competition venue for top international clubs.

### La Manga Club Academies

La Manga Club also has a wide range of sporting academies in a number of other sporting disciplines including: rugby, triathlon, cricket, and mountain biking.



# BENEFITS OF BUYING A SERVICED CONDO IN LAS LOMAS VILLAGE

## 1. GOLF

If there were one sport that distinguishes La Manga Club as one of the best sports resorts in the world, it would have to be golf.

- La Manga Club has won the accolade of the Best Hotel/Golf Resort in Spain, as voted for by the readers of Today's Golfer, for the fifth consecutive year! It has also been selected as the venue for top level tournaments such as the Spanish Open and Spanish PGA championships.
- The Royal Household of Spain granted the resort's golf club the title of "Real Golf La Manga Club".
- The quality of the West Course has recently been recognised with its inclusion in the rankings of the 100 Top golf courses in Europe.

The owners of property with Las Lomas Village benefit from special rates that allow privileged access to play on each of the three adjoining La Manga Club 18-hole golf courses. Each course has been specifically designed by leaders in the field of course design to challenge the golfer whilst providing maximum enjoyment in a fabulous setting:

- The North Course, designed by the renowned Robert Dean Putman.
- The South Course, designed by Putman and later remodeled by Arnold Palmer.
- The West Course, designed by Dave Thomas.

Alongside these three renowned courses golfers can also opt to hone their skills on the 18-hole pitch & putt course designed by Severino Ballesteros.

The new Golf Academy: La Manga Club Golf Training Centre, completes the offer with an innovative system of coaching and teaching from the team led by the well respected and renowned instructor Thomas Johansson.

A particular benefit enjoyed by Las Lomas property owners is the access to green fees at special reduced rates, a significant saving over the rates paid by regular players. Additionally, Las Lomas owners are eligible for a 50% reduction in fees under the annual payment scheme as well as the opportunity to claim a number of free rounds and further additional discounted green fees.

## 2. ACCESS TO LAS LOMAS VILLAGE FACILITIES

Owners of Las Lomas Village and their guests have access to Las Lomas Village facilities, including:

- The outdoor pools
- Multi-sport court
- Gym and inside pool
- Kids playing area
- 2 restaurants
  - The Village
  - Luigi

## 3. LA MANGA CLUB FACILITIES

You'll receive the La Manga Club Card, offering you, and your immediate family members:

### A. Special rates for:

- Golf
- Tennis

The quality of the facilities at La Manga Club's 28-court Tennis Centre makes it one of Spain's finest outdoor facilities. It has played host to prestigious events such as Davis Cup matches, the Fed Cup and ATP tournaments. Today it is an official partner of Tennis Europe (the European Tennis Federation) and an LTA overseas training base. Complementing the courts is a Tennis Academy, which offers tailored tennis coaching for players of all ages and levels.

### B. Exclusive discounts to enjoy:

- Spa treatments (Wellness Centre)
- Restaurants
- Accommodation
- Shops

The 2.000 sqm Wellness Centre includes an indoor pool, gym, spa, saunas, and steam rooms.

La Manga Club boasts more than 15 restaurants and bars offering diners a wide range of culinary experiences; from traditional Mediterranean cuisine to the more avant-garde and the latest trends in gastronomy. 37 Spike and Sports Bar is a firm favorite with golf enthusiasts. Situated next to the club house, it offers a broad selection of beers to be enjoyed whilst catching up on all the top televised sporting action. Those looking for more refined entertainment can enjoy the atmosphere and specially selected cocktails on offer in the Piano Bar. In contrast, those looking for a more energetic evening's entertainment have the option to head over to Mulligan's and join the party until the early hours.

## 4. FREE TRANSPORT THROUGHOUT THE RESORT

- Details of this service are available on request and can be viewed within the Las Lomas reception area.

## 5. SPECIAL SERVICES

- Express check-in.
- 8 additional housekeeping visits (excluding the arrival and departure cleanings) per apartment, to be used at the owners' discretion when booked 48 hours in advance .
- A welcome basket including a bottle of cava or wine.

## 6. FINANCING

- Financing available to international clients is usually in the range of 50-60% of the purchasing price. Further attractive finance options are available on request. Indicative finance examples can be found at page 17 of this document.

## 7. EXCHANGE PROGRAMME



Owners of a Las Lomas apartment will automatically become members of our Holiday Exchange Programme in partnership with RCI and its more than 4,000 associated resorts all over the world. As our gift to you, Las Lomas will pay the first two years of membership, after which you may choose to continue with the program or discontinue your membership, as you wish. You will be able to exchange up to 5 weeks of your Las Lomas points for holidays in other destinations. From mountains to Caribbean beaches to famous cities, the choice is yours, and there are many. You will also receive access to RCI's many additional benefits, from discounts on car hire and cruises to escorted tours. Contact our sales team to learn more.



# TWO PURCHASE OPTIONS

YOU CAN CHOOSE BETWEEN 2  
PURCHASE OPTIONS FOR YOUR APARTMENT

## OPTION 1

- You receive 90 points for your stay.
- You do not receive a guaranteed yield during your first 4 years of ownership.

## OPTION 2

- You receive 30 points for your stay.
- You receive a guaranteed gross yield during your first 4 years of ownership (5%, or 6%, depending on unit).

**Note:** The 5% or 6% gross yield is worked out before the service fee, and the real estate tax, both of which must be paid by the owner; thus net yield will be lower.

## HOW POINTS WORK

- During the 43 weeks per year that are not considered high season, each night costs one point.
- During the 9 weeks considered high season, each night costs three points. In 2019, those 9 weeks will be as follows:
  - Two weeks starting April 8th, ending April 21st
  - Six weeks starting July 20th, ending August 30th.
  - One week starting October 19th, ending October 27th.

## OPTION 1 VS OPTION 2

### IF YOU CHOOSE OPTION 1

- You can use your apartment for up to 30 days in high season, or 90 days in low season.
- Your income will be 30% of the total rental income generated annually until the end of the rental contract in 2035 (distributed according to the m<sup>2</sup> available in the rental pool).

### IF YOU CHOOSE OPTION 2

- You can use your apartment up to 10 days in high season, or 30 days in low season.
- You will have a gross guaranteed yield of 5% or 6% for your first 4 years of ownership.
- From year 5 onwards, your income will be 30% of the total rental income generated annually until the end of the rental contract in 2035 (distributed according to the m<sup>2</sup> available in the rental pool).

\* The Las Lomas Apartments' grounds, rentals, and services are carried out under a management contract with La Manga Club that extends until 2023. The Las Lomas Apartment owners can decide by majority decision to extend this contract until 2035.

## VALID FOR BOTH OPTION 1, AND OPTION 2

### STAY

- The apartment that you will be offered when you wish to stay in Las Lomas will be dependent on availability and accommodation will be allocated at the discretion of La Manga Club. Therefore the allocated apartment may differ from the one you have purchased and so may therefore have an alternative layout. We will always aim to accommodate you in a comparable or superior apartment.
- In addition to your standard days, subject to availability and regardless of whether you have already used your points for the period, you will be able to make free short notice (min two weeks notice applies) bookings for twin deluxe rooms for up to six nights per month.
- An additional benefit of Las Lomas ownership is the ability to make reservations in larger apartments in Las Lomas Village and take advantage of a 15% discount on the existing preferential rates. In this case, for the owner's convenience, the discounted amount will be deducted from the annual rental income, instead of having to pay for it upfront.

### INCOME

- At the end of the year, owners will receive the annual income generated by the rental of the apartment.

# COSTS

## 1. LA MANGA CLUB

La Manga Club is responsible for costs related to:

- Community fees.
- Apartment and furniture upkeep.
- Insurance and taxes that correspond to the complex.
- Utility bills (water and electricity)

## 2. OWNERS

Owners are responsible for:

- The mandatory Service Fee (an annual fee to allow owners access to Las Lomas facilities; the indoor and outdoor pools, the Las Lomas multi-sport court, the children’s area, tennis court, and the mini-golf). This service fee also contributes to additional services such as utilities, grounds maintenance, cleaning and waste management.
- Individual taxes, such as the IBI (annual Real Estate Tax).
- Optional costs/fees when using other La Manga Club facilities (golf, tennis, wellness, spa, football, restaurants, shops, hotel accommodation). Please note that Las Lomas owners qualify for a range of discounted or concessionary rates throughout La Manga Club.
- Apartment renovation costs.

## MANDATORY SERVICE FEE

### Service fees

Owners must pay an annual service fee. Payment of this fee guarantees the right to use the Las Lomas facilities.

Apartments €			Townhouses €	
STUDIO	2B Apt.	3B Apt.	2B Apt.	3B Apt.
487	1.106	1.593	1.225	1.724

## SPECIAL RATES FOR GOLF & TENNIS

Las Lomas owners are offered the possibility of subscribing to La Manga Club’s Membership schemes under very advantageous conditions.

Depending on the use of the APARTMENT, the \* discounts offered are the following:

- For uses of 30 points: 75% discount
- For uses of 60 points: 62.5% discount
- For uses of 90 points: 50% discount

\* Discounts applied to the official LA MANGA CLUB price for each type of Membership and depending on the number of bedrooms in the APARTMENT. See attached table with the official current price rates.

## LONG TERM MEMBERSHIP

### 5 YEARS MEMBERSHIP SCHEME

No. of bedrooms	Total amount payable €
Up to 2 bedrooms	6.000
3 bedrooms	7.500

### 10 YEARS MEMBERSHIP SCHEME

No. of bedrooms	Total amount payable €
Up to 2 bedrooms	9.000
3 bedrooms	10.500

The above amounts are in Euros and include IVA. Prices do not include Club Fees, which are payable every year in January.

## PRICE WITH DISCOUNT APPLIED

5 YEARS	30 points 75% discount €	60 points 62,5% discount €	90 points 50% discount €
Up to 2 bedrooms	1.500	2.250,00	3.000
3 bedrooms	1.875	2.812,50	3.750

10 YEARS	30 points 75% discount €	60 points 62,5% discount €	90 points 50% discount €
Up to 2 bedrooms	2.250	3.375,00	4.500
3 bedrooms	2.625	3.937,50	5.250

## CLUB FEES

Property type	2019 Club fees €	21% IVA €	Total club fees 2019 €
1 bedroom	616,78	129,52	746,30
2 bedrooms	1.025,22	215,30	1.240,52
3 bedrooms	1.427,40	299,75	1.727,15

The Membership contracted by owners will additionally have the following benefits:

A. 50% discount on official green fees and rental of tennis courts.

B. A reduced exclusive rate on the annual Club Fee, corresponding to the number of bedrooms in the APARTMENT, as defined in the following table:

Property type	2019 Club fees €	21% IVA €	Total club fees 2019 €
Studio apartment	134,91	28,33	163,24
2-bedroom apartment	286,16	60,09	346,25
3-bedroom apartment	421,07	88,42	509,49
2-bedroom townhouse	286,16	60,09	346,25

C. An additional number of green fees with a very reduced price, as defined in the following table, according to the use of the APARTMENT:

## GOLF RIGHTS FOR STUDIO AND 2 AND 3 BEDROOMS APARTMENTS - LOMAS

USE APARTMENT 1 MONTH (30 points) LS*		USE APARTMENT BETWEEN 1 AND 2 MONTHS (between 31 and 60 points) LS*		USE APARTMENT BETWEEN 1 AND 2 MONTHS (between 61 and 90 points) LS*	
No. Green Fees	Special rate	No. Green Fees	Special rate	No. Green Fees	Special rate
15 per year	28€ / Green Fee	23 per year	28€ / Green Fee	30 per year	28€ / Green Fee

\*LS (low season)

For any purchases made before December 31st, 2019, as a gift to you upon the purchase of a Las Lomas apartment, you will also receive 15 free Green Fees per year of membership, to be enjoyed by anyone in your household at any time available in the La Manga Club golf calendar. This offer is for a limited time only.







# FINANCING

Financing equating to 50-60% of the lenders valuation price is offered for international clients. Additional Project Financing equating to 20% of the purchase price is also available. Details of the range of attractive finance offers linked to the purchase of these properties are available on request.

## FINANCING EXAMPLES WITH A 25-YEAR MORTGAGE

Property type	Average price €	60% financing €	Monthly payment €	2% yearly payment € 25-year mortgage
Studio apartment	88.000	52.800	225,37	2.704
2-bedroom apartment	170.000	102.000	435,37	5.224
3-bedroom apartment	290.000	174.000	742,70	8.912
2-bedroom townhouse	180.000	108.000	460,98	5.532

## FINANCING EXAMPLES WITH A 20-YEAR MORTGAGE

Property type	Average price €	60% financing €	Monthly payment €	2% yearly payment € 20-year mortgage
Studio apartment	88.000	52.800	269,09	3.229
2-bedroom apartment	170.000	102.000	519,83	6.238
3-bedroom apartment	290.000	174.000	886,77	10.641
2-bedroom townhouse	180.000	108.000	550,41	6.605

\*The amounts included in this graphic are estimates, not in any way binding, and are shown here as examples

# COMPARISON BETWEEN FINANCING COST VS GUARANTEED YIELD

Note that the guaranteed yield during the first 4 years of ownership only applies to Purchase Option 2. Please take into account that in addition to applicable mortgage costs, owners will also need to budget for the payment of service charges and real estate tax.

This comparison is only valid for the first 4 years when purchasing option 2. From year 5, owners will revert to a standard yield rather than a guaranteed yield.

Property type	Average price €	2% yearly payment € 25-year mortgage	Guaranteed return income €	Guaranteed return income €
Studio apartment	88.000	2.704	5%	4.400
2-bedroom apartment	170.000	5.224	5%	8.500
3-bedroom apartment	290.000	8.912	5%	14.500
2-bedroom townhouse	180.000	5.532	6%	10.800

Property type	Average price €	2% yearly payment € 20-year mortgage	Guaranteed return income €	Guaranteed return income €
Studio apartment	88.000	3.229	5%	4.400
2-bedroom apartment	170.000	6.238	5%	8.500
3-bedroom apartment	290.000	10.641	5%	14.500
2-bedroom townhouse	180.000	6.605	6%	10.800

\*The amounts included in this graphic are estimates, not in any way binding, and are shown here as examples





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PLEASE CONTACT  
OUR SALES TEAM FOR  
MORE INFORMATION

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The official Real Estate Agency

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