

# Alpenparks Alpina Resort – Your investment in a premium property!



## I. Seefeld in Tirol, a quick overview

The Region Seefeld – internationally renowned as a two-time host of the Winter Olympic Games – has been redefining its reputation as a top holiday destination in the Alpine region over the past few years. Winning the bid to host the Nordic World Ski Championships in 2019 marked a significant milestone, sparking substantial growth and development. With extensive investments in infrastructure, the region has been transformed from a hidden gem into a true showcase destination for tourism and residential living.

But Seefeld is not just about winter. It is a year-round destination offering a balanced mix of summer and winter tourism while maintaining its charming village character, rivaling any international counterpart.

Become part of this Alpine lifestyle and invest your capital in a profitable premium property in the Region Seefeld. **Let your investment work for you** year-round, while you enjoy a well-deserved vacation in the heart of the Tyrolean mountains.

## II. Alpenparks Alpina Resort – who is my partner?

The **AlpenParks Alpina Resort** Seefeld is set to become a flagship project in the Alpine region, located in one of the finest areas of Seefeld, Tyrol. The collaboration between two strong partners ensures security and reliability, guaranteeing a worry-free investment in your holiday property.

**"AlpenParks"** is likely a well-known name to all owners and prospective buyers of holiday properties in Austria. The team led by Managing Director Stefan Rohrmoser has already developed and constructed 15 projects, successfully operating 9 of them. As the owner of the renowned accounting firm Prodingler, widely recognized as a specialist in the field of investment properties, Stefan Rohrmoser guarantees optimal support and seamless handling of all matters related to your investment. [www.alpenparks.com](http://www.alpenparks.com)

**"Marcati Hotels & more,"** a well-established name in the hospitality and gastronomy sector in Seefeld for over 40 years, will be your local partner for the management of your investment. Managing Director Mario Marcati operates several hotels and restaurants in Seefeld, alongside a successful real estate company. Together with his experienced team and AlpenParks, he will take on the management of the "AlpenParks Alpina Resort." For more information, visit [www.marcati.at](http://www.marcati.at).

Guiding you through the purchase process, including the sales contract and legal support, is **Dr. Harald Vill** from Innsbruck, a renowned specialist in investment properties in Tyrol. His firm is known for long-term, sustainable partnerships and expert advice.

### **III. What benefits do I gain as an owner of a unit in this project?**

With construction starting in summer 2018, the AlpenParks Alpina Resort will create an investment project in the prime location of Seefeld's Geigenbühel, perfectly tailored to the needs of investors in the tourism sector. This unique opportunity offers both the option to spend your holidays in Seefeld and to cater to pure capital investors.

Secure ownership, registered in the land register without any conditions, forms the foundation of this investment – and the structure built upon it is equally impressive. A total of 43 units for tourist rental will be developed, designed in the renowned Tyrolean K-Stil, celebrated far beyond regional borders for its quality and sustainability. Naturally, all units will be fully furnished and comprehensively equipped, with a focus on premium quality and exclusivity. [www.k-stil.at](http://www.k-stil.at)

The AlpenParks Alpina Resort offers the opportunity to own your own property in Tyrol while investing in a stable market for generations to come.

Worry-free property ownership is no longer just a dream – at the AlpenParks Alpina Resort, owners enjoy an all-inclusive package that leaves nothing to be desired. From the very first moment, step into your unit and savor your holiday to the fullest. The AlpenParks Alpina Resort Seefeld seamlessly blends the comforts of private apartments with the amenities of a hotel. Start your day with a healthy breakfast in the in-house breakfast room or enjoy fresh bread delivered to your door. After a delightful day exploring the unparalleled nature of the Olympiaregion, relax in your private sauna or the resort's wellness area.

**"The guest is king" – "The owner as a guest":** This is where everything comes full circle. As an owner of a unit in the AlpenParks Alpina Resort, you benefit from your investment from the very first moment and let it work for you. The top destination, the "Olympiaregion Seefeld," offers not only a secure investment but also a unique lifestyle, prestige, and high returns through tourist rentals.

**IV. Do I need to take care of my apartment/chalet myself?**

No, you will arrive at a perfectly prepared apartment, ready for you to enjoy your well-deserved holiday in Seefeld from the very first moment. All hotel services are available to you, and daily cleaning can be arranged upon request. The core principle of a worry-free investment in the Alps is the top priority and serves as the guiding thread throughout the AlpenParks Alpina Resort experience.

**V. Can I, as a non-Austrian, even purchase a holiday apartment in Austria?**

Absolutely. The AlpenParks Alpina Resort has been designated for tourist use. Through rental to a continuously changing guest base, this property represents a solid investment for you, and the purchase and ownership are entirely legal and hassle-free.

The operator manages all aspects of the rental process and ensures year-round that your investment works successfully for you.

**VI. The price list always refers to net prices. Do I also have to pay value-added tax (VAT)?**

No, as part of the purchase, your personal tax advisor will prepare everything for you to be able to claim the VAT ("opt for VAT"). This means that the net purchase price, as indicated in the price list, is what is relevant for you. The advantage of this is that liquidity is increased – the VAT does not need to be "paid out." All calculations (additional purchase costs, etc.) are, of course, based on the actual costs to be paid (the calculation of additional purchase costs is done based on the gross prices). By the way, this tax support/processing is already included in the indicated additional purchase costs – no additional fees will apply for this.

**VII. How does the yield calculation work? What return can I expect? Is the calculation fair? What happens if my apartment is booked less than the others?**

Over the years, AlpenParks has developed a very transparent, honest, and fair system for all owners, ensuring that everyone is treated equally. Both the cost and revenue sides are managed through a pool, which is calculated on a daily basis. Therefore, if, for any reason, your apartment is booked less than the others, you will still receive the return proportional to your total investment.

The projected return for this unique project in Seefeld is **approximately 3%** net on the total investment costs. It is important to us that the calculations are based on the caution of a prudent businessman and that the occupancy rate has been assumed in a pessimistic-realistic manner. Unlike many other projects, the additional purchase costs have been included in the total investment, ensuring an honest and transparent return calculation.

#### **VIII. I want to spend my holiday in Seefeld myself – what is the process?**

Of course, you can spend your well-deserved holiday in your chalet in Tyrol and enjoy the benefits of hotel services. There are two booking options: one is the "standard" booking, which should be made up to 6 months before arrival. The other is the special "Last-Minute-Call" (explained in point IX).

You will always be warmly welcomed by the reception team and will enjoy your home in the Tyrolean mountains from the very first moment.

For periods when you are personally staying in your property, no costs other than the VAT calculated via the yield calculation will be incurred. However, during this time, you will not participate in the revenue pool. Thus, fairness and transparency are ensured. To comply with Tyrolean zoning regulations and the tax office, a usage agreement will be established, stating that personal bookings are limited to 6 weeks per year, excluding the "Last-Minute-Call."

#### **IX. „Last-Minute-Call“ – what is that?**

The "Last-Minute-Call" refers to a short-term booking during a period when your apartment is not booked. The Last-Minute-Call is possible for stays within 14 days of booking, for a maximum duration of 7 days per stay. The main advantage of the Last-Minute-Call is that your personal stay does not fall out of the rental pool. To put it simply: "Earn money while on holiday."

#### **X. Are there ongoing costs? Do I need to make monthly payments for the operating and rental costs of my apartment?**

All ongoing costs are covered by the operator – as an owner, you can enjoy your investment without having to worry about any payments. Each quarter, you will receive a detailed statement outlining all costs associated with your unit(s). The resulting surplus, after accounting for the management fee of 20% of net income, will be paid out to the owners.

#### **XI. What additional costs should I expect besides the purchase price?**

The additional purchase costs amount to approximately 7.5% of the net purchase price. This amount covers all associated costs – from the property transfer tax, registration fees in the land register, and tax advisory services to contract preparation and escrow management. The sale is commission-free for investors.

**XII. Do I have to pay everything immediately upon signing? What is the timeline? Is the process secure?**

The transaction for the AlpenParks Alpina Resort is conducted in accordance with the BTVG (Building Contracts Act) – a law created in Austria to protect consumers/investors, and regarded as one of the best in Europe. Buyers are required to pay only for the construction progress that has already been completed – the acceptance of this progress is carried out by an independent, court-sworn expert. This ensures maximum security. The details are outlined in the standard contract according to the BTVG, which we are happy to provide.

The timeline foresees the start of construction in summer 2018 – the shell of the building should be completed by late autumn, and the building will be "sealed" before winter to allow interior work during the colder months. The entire project is expected to be completed by late autumn 2019.

**XIII. Can I finance part of the purchase price?**

Of course, it is possible to finance your investment with a (partial) loan. Both Austrian banks and your local bank are suitable for this purpose. If you finance through an Austrian financial institution, the apartment will serve as collateral. We are happy to assist you in finding a competent partner for your financing needs.

**XIV. A brief summary in bullet points:**

- Secure, land registry-registered property ownership
- Commission-free purchase for buyers!
- Approximately 3% projected return on total investment
- No ongoing costs for the investor
- The opportunity to spend your vacation in your chalet
- Worry-free ownership & professional management
- Transaction conducted according to the Building Contracts Act – 100% transparency and security
- On-demand tax and legal support well beyond contract signing