



LIVE YOUR DREAM

KO



At Kō you really can have
your cake and eat it too.

As a Kō-owner you can divest fractions of your property, releasing equity to invest elsewhere, while retaining partial ownership and access.

As a Kō-buyer you can invest in, and access, your dream holiday home at a fraction of the price. Often years earlier than imagined.

And, as a Kō-agent you can introduce your clients to the new way to own, access, and manage their dream holiday properties, and earn additional income, by taking advantage of Kō's simple commission structure.



Introducing Kō

Kō is a ground breaking fractionalised ownership platform designed to match owners of luxury assets with prospective buyers.

Kō-ownership results in a more effective balance of equity ownership to relative usage for each Kō-owner. And, provides Kō-owners with the opportunity to invest their divested equity in a second (or third) holiday home, or to exchange their share for time in another luxury property via our partnership with ThirdHome.

How you can earn more with Kō

Kō is a revolutionary new way to buy, sell, and own luxury holiday homes.

We've replaced the expensive, and often stressful, private holiday home ownership model with our fully managed Kō platform. A Kō-Home enjoys all of the benefits of private holiday home ownership with the added advantages of sharing ongoing maintenance costs, accessing a holiday home at a fraction of the usual cost and unlocking equity.

Your client, your commission – no questions asked!

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Partner confidently with Kō

Kō will provide you with the tools, information and service required to ensure both you, and your clients, are at ease throughout the entire process. We understand your hard-earned relationships are invaluable to you. It's our ambition to strengthen your relationships through continued collaboration and innovation. Bringing your customers a true alternative. The ability to co-own their dream.

YOUR SALE, YOUR COMMISSION, EVERY TIME

Get paid a competitive referral commission on the share price of any Kō-Home your client buys.

Selling Process

(in a nutshell)

- 01 We have an initial discussion regarding your property and your intentions with the property. Assuming we proceed, we sign a platform listing agreement, giving us the right to market your property and that you commit to selling the property into a co-ownership model on the terms we agree upon. This includes the listing price, the number of 1/8th shares ideally sold, and the minimum number of shares sold before we initially “trigger” the property to fractionalise. If necessary, we will do an initial Due Diligence of the property and potentially a site inspection.
- 02 The property is listed on our site, and we work with agent partners to find the appropriate buyers. At this point no legal changes have occurred, merely the sales and marketing efforts have commenced.
- 03 Once we have the minimum number of buyers required to fractionalise the property, it is transferred into a unit trust, and you as the owner are at the moment the 100% owner of that unit trust. Given we already have buyers committed and placed cash in trust, the respective units are immediately sold to the incoming buyers and you as the owner of the units receive those funds.
- 04 If there are still outstanding shares you still wish to sell (either then or further down the road) we will continue to sell them on your behalf. This could continue until you sell your entire stake in the property, if that ever occurs.

CAN THE OWNER CONTINUE TO SELL THEIR PROPERTY WITH A LOCAL AGENT AT THE SAME TIME AS HAVING THEIR PROPERTY ON THE KŌ PLATFORM? DOES KŌ REQUIRE AN EXCLUSIVE CONTRACT PERIOD?

Ideally, Kō has an exclusive period for sale, negotiated with the owner, but this is flexible.

WHAT INFORMATION AND MARKETING MATERIAL DO YOU NEED TO SELL A HOLIDAY HOME?

Ideally, we require access to quality photography and videography of the property to create the marketing material and market the property. If this material isn't readily available or unsuitable, our content team will coordinate necessary photography/videography and draft the marketing material to support the sales process.

AT WHAT POINT IN THE SALE PROCESS WILL THE UNIT TRUST ENTER INTO A CONTRACT OF SALE WITH THE CURRENT OWNER?

This is negotiated with the existing owner. Our standard is that 25% of the property (2/8) is sold and the funds are in escrow before fractionalising the property.

WHAT FRACTION OF UNITS IN THE UNIT TRUST NEED TO BE CONFIRMED BEFORE A CONTRACT IS FORMALLY “EXCHANGED” AND IT BECOMES AN UNCONDITIONAL CONTRACT OF SALE?

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FAQs

WHAT HAPPENS IN A SITUATION WHERE A FRACTIONAL OWNER BECOMES BANKRUPT?

Similar to any other asset or financial product, the unit of the property can be sold in a bankruptcy scenario. This is managed by Kō and the independent trustee and is explained in our unitholders agreement and trust deed.

IS THERE A MINIMUM OPERATING BUDGET IN PLACE FOR EACH PROPERTY? AND WHO DETERMINES THE AMOUNT OF MONEY THAT IS SET ASIDE FOR ONGOING MAINTENANCE AND REPAIRS?

As the Asset Manager, this is Kō's responsibility. This includes operating expenses as well as a reserve/sinking fund to cover capital expenditures.

The owners receive full visibility over the budget and expenses. It is Kō's value proposition to provide greater visibility on the operating costings than an individual normally has with their own primary residence, as each property is treated very similarly to a company with its own balance sheet and P&L.

IF A FRACTIONAL OWNER WISHES TO SELL THEIR SHARE IN THE PROPERTY, WHAT IS THE PROCESS AND HOW LONG DOES IT TYPICALLY TAKE TO SELL THEIR FRACTIONAL SHARES TO ANOTHER BUYER?

A Kō-owner can sell their share(s) at any time at whatever price they deem appropriate. They can decide to sell through their own methods or use Kō directly.

The seller of a share could expect the sales process to be faster than a traditional real estate transaction, as existing unit owners in the property have first right of refusal for the unit. In markets where the co-ownership model is more common, this has led to units often being purchased before they are ever "listed", since they are bought by these other owners.

ENTRY FEES: WHAT IS THE COST TO EACH INDIVIDUAL FRACTIONAL BUYER TO PURCHASE A PROPERTY ON THE KŌ PLATFORM?

Please **click here** to read our guide to understanding co-ownership costs here to learn about our cost structure.

ONGOING FEES: WHAT ARE THE ONGOING MANAGEMENT FEES CHARGED BY KŌ?

Following the above, Kō does not charge a premium on any of the ongoing operating costs. However, there is a flat platform fee of AUD\$150/month per owner (regardless of the size of ownership in the property) to manage bookings and finances.

WHAT REPORTS ARE PROVIDED TO POTENTIAL FRACTIONAL BUYERS BEFORE THEY MAKE A DECISION TO PURCHASE? IS A REPUTABLE PEST AND BUILDING REPORT SUPPLIED FROM AN INDEPENDENT AND LICENCED INSPECTOR?

A Property will go through a full Due Diligence before transferring, similar to any traditional real estate transaction.

WILL THE PROPERTY BE SOLD INCLUSIVE OF ALL FITTINGS AND FURNITURE? IS THIS A PREFERRED APPROACH?

"Turnkey" properties that are furnished and styled are preferred, as they accelerate and simplify the sales process.

If this is not the case, Kō can facilitate a designer quote that would draft a concept and costing which would be included in the sales price and executed after transfer.

📍 BALI, INDONESIA



Not many investments can bring you pure joy.
Bring your spark back.
Can create the most amazing memories.
And, can reunite family and friends from near and far.
Only Kō can do all that.

LIVE YOUR DREAM.

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For more information please [click here](#) to contact us on our website.

 [KO.HOMES](https://www.ko.homes)