

# KAHAL Payment Structure and Milestones

## Overview

Our payment plan ensures transparency, flexibility, and trust. Each installment is tied to clear milestones, giving buyers confidence in the development process while safeguarding their investment.

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## Payment Structure

### 1. Initial Deposit (50%)

- **Purpose:** Secures your unit and initiates development.
- **Timing:** Due upon signing the purchase agreement.
- **Amount:** 50% of the total purchase price.

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### 2. Milestone Payments (30%)

Tied to key construction phases (~every 6 months):

- **Milestone 1 (10%):** Foundation and footings completion.
- **Milestone 2 (10%):** Structural framework completion.
- **Milestone 3 (10%):** Mechanical, electrical, and plumbing (MEP) completion.

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### 3. Final Payment (20%)

- **Purpose:** Reserved for the quality assurance walkthrough and buyer satisfaction.
- **Timing:** Paid upon project completion and delivery of the unit.

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## Example Payment Timeline

Milestone	Timing	Payment Due
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Initial Deposit	Month 0	50%
Foundation and Footings	Month 6	10%
Structural Framework Completion	Month 12	10%
Mechanical, Electrical, & Plumbing Completion	Month 18	10%
Final Walkthrough	Month 24	20%

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## Why Buyers Love This Approach

1. **Accountability Built-In:** Payments align with progress, giving buyers confidence that funds reflect tangible results.
  2. **Flexibility:** Milestone payments spread out costs, easing financial planning.
  3. **Quality-First Commitment:** Retaining 20% until the final walkthrough ensures that the quality exceeds expectations.
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## Frequently Asked Questions

### Q1: What happens if a milestone is delayed?

Milestone payments are made only as progress is completed, ensuring accountability. Would you like details on our strategies to prevent delays?

### Q2: Can I pay more upfront for convenience?

Yes, some buyers prefer to pay in larger chunks or settle fully. We can accommodate based on your needs. Do you want us to tailor a payment plan for you?

### Q3: Is the final walkthrough payment refundable if I'm not satisfied?

Although your satisfaction is paramount, No it isn't. We will however ensure any issues are addressed before this payment is requested. Would you like to discuss how we handle quality assurance?

**Q4: Are there additional costs outside the payment schedule?**

All costs, including taxes, legal fees, and HOA dues, are disclosed upfront to prevent surprises.

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## **Key Communication Strategies**

1. **Email Updates:** Keep buyers informed about milestone progress and upcoming payments.
2. **Personal Check-Ins:** Foster trust with one-on-one calls or messages during milestone completions.
3. **Interactive Tools:** Provide a payment calculator on the website for tailored financial insights.

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