



GANEI HA'ELA
RAMAT BEIT SHEMESH



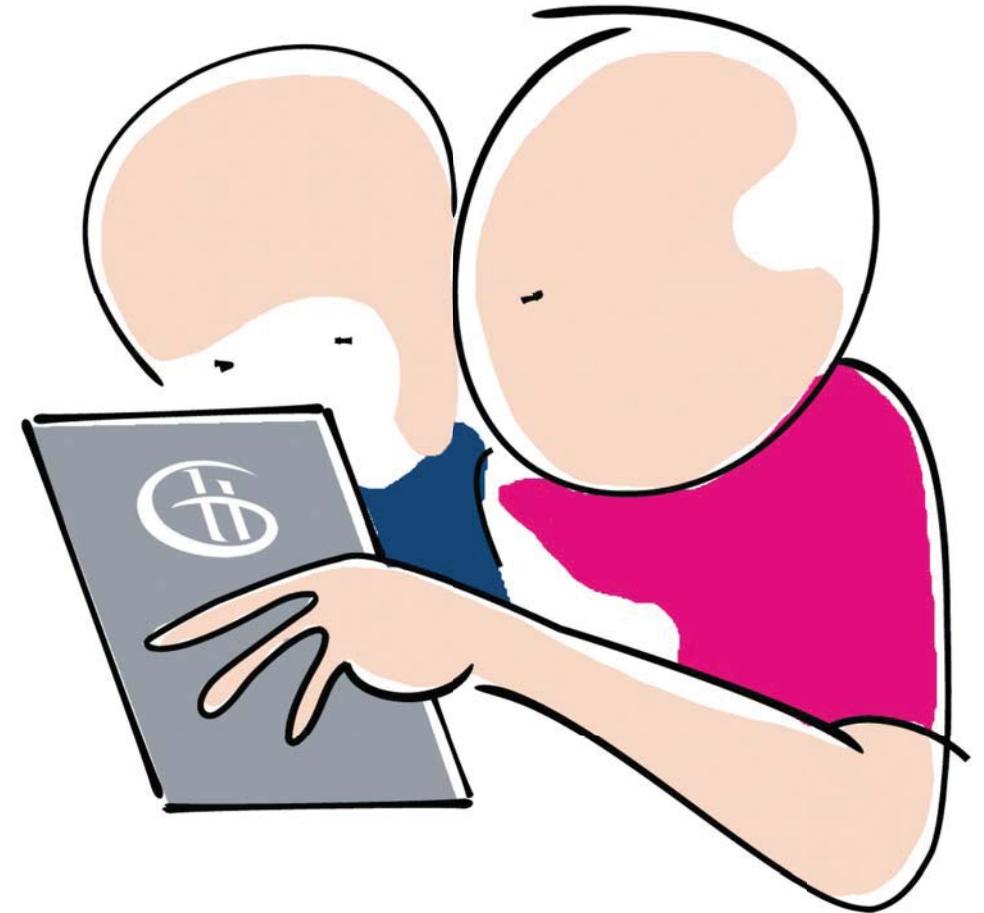
**GUIDE TO OWNERSHIP
AT GANEI HAELA**

STEP 1

Meet with a Representative

Centra is marketing the Ganei Ha'Ela project exclusively via Tivuch Shelly, Ltd. Led by Shelly Levine, Tivuch Shelly has extensive experience - helping over 2,000 families find their dream home in Eretz Yisrael - and they will use that experience to help you choose the home in Ganei Ha'Ela that best suits your family's needs and budget.

Tivuch Shelly will accompany you every step of the way, from selecting a home to working with you on the interior design and optional upgrades, and will remain by your side until (and after) you move into your new home.



STEP 2 Financing



At this stage you may want to meet with a mortgage broker to make sure that you can afford your desired home. Keep in mind that in Israel the maximum mortgage allowed is 75%, so you must have 25% of the cost of your home available in cash. (In some instances you can pay 20% first and then give the remaining 5% before you move into the house.)

You will also need funds to pay the following:

Beit Kneset contribution (NIS 18,000)*

Purchase tax** (NIS 0 - NIS 1,470,560 is 0%; from NIS 1,470,560 to NIS 1,744,270 is 3.5%; and everything above NIS 1,744,270 is 5%)

Brokerage, planning and guidance fee to Tivuch Shelly (2% +VAT)

Legal fees to Nativ's law firm, Pearl Cohen (1.5% +VAT)

Legal fees to your counsel for closing (about 0.5% +VAT).

We recommend **Aaron Morgan of Morgan Mortgage** who has assisted several buyers. He will provide quick and knowledgeable service at a discounted price to Ganei Ha'Ela buyers.

Aaron Morgan | aaron@morganmortgage.co.il | 052-568-8940

* The families purchasing in Ganei Ha'Ela will have a central Beit Kneset. Hence, a contribution of NIS 18,000 is mandatory for all buyers. This amount will be tax deductible except for the initial contribution of NIS 3,600, which is due upon signing the contract. The balance will be paid as construction progresses. For more information on the Beit Kneset, see the brochure of the Beit Kneset.

** Israeli citizens and individuals who already own a home in Israel may have to pay higher tax rates - discuss with your counsel. Percentages for purchase tax are based on the current tax law (as of January 1, 2014).

*** This is not required, but recommended. Keep in mind that all documents are in Hebrew.

STEP 3

Complete the Registration Form



Now that you have selected your home and made the necessary financial arrangements, you can reserve your desired home at the price you have been quoted by completing a simple registration form and paying a non-refundable deposit of NIS 25,000. This deposit will be deducted from your initial payment at the closing of the contract. You will have 30 days to close the contract from the date that you register.

STEP 4

Legal



During this stage, your counsel (if you have one retained) will work with Nativ's law firm, Pearl Cohen - one of the leading firms in Israel - to make sure that all of your concerns are addressed in the Contract and Mifrat Techni (technical specifications of your home).

Centra recommends Rena Hollander and Linda Wolicki. Both have represented Ganei Ha'Ela families and are therefore, very familiar with the contract and the lawyers at Pearl Cohen.

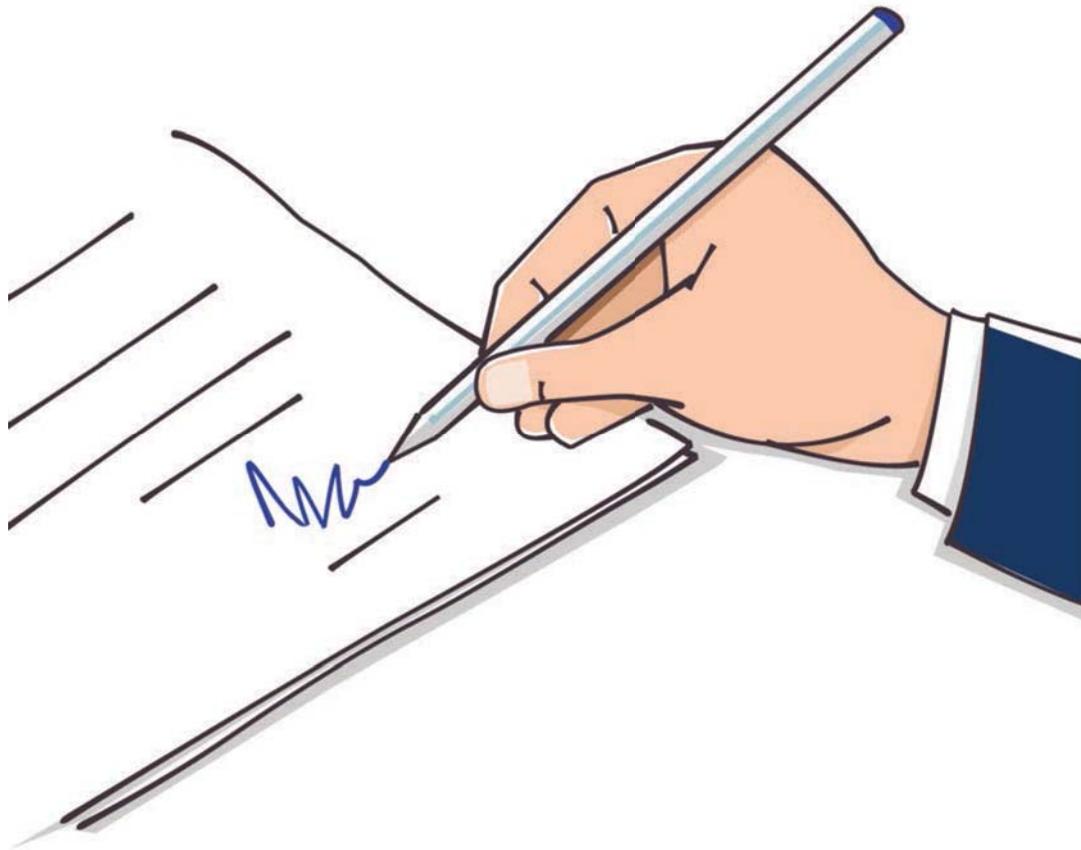
Linda Wolicki | lzrw@bezeqint.net | 02-995-2355 | USA (845) 445-0039

Rena Hollander | holrena@zahav.net.il | 02-991-9473

* Foreign buyers who are completing the transaction from abroad and desire the lawyer to act with a Power of Attorney to execute all documents will incur additional fees.

STEP 5

Contract of Sale



Once your counsel has gone over all of the legalities with you it is time to sign the contract. At the signing you will sign copies of the plans, technical specifications, sale agreement and appendices that will include the price of your home. You will need to make the initial payment, which is 25%* of the cost of your home, at the time of closing. You can see the entire payment schedule by visiting the Ganei Ha'Ela website. Additionally, you will also need to pay the brokerage fee to Tivuch Shelly, the initial Beit Kneset contribution of NIS 3,600*, and the legal fees for Nativ's law firm. You will have 50 days to pay the purchase tax**.

Congratulations on your new home!

**Initial contribution of NIS 3,600 is not tax deductible.

***consult with your counsel for exact payment method and dates for purchase tax.

STEP 6

Imagine



Now that you have signed the contract, the time has come to start thinking about how you will design and utilize your dream home. Here are a few things to consider:

How do you plan on using each room - what furniture will it contain? Do you want to make some rooms larger and others smaller or maybe even combine rooms?*

How many power outlets, network points, and light fixtures do you need in each room? Do you want extra light switches for night lights, for example? (Make sure power outlets will be accessible and not blocked by beds and furniture.)

What type of air conditioning do you want: individual units in each room, central air, or a combination of both? This is very important because you will need to plan for electrical wiring and drainage to accommodate your choice.

*Do you want “trissim” (exterior mounted blinds) on your bedroom windows and patio doors? Your home comes standard with “trissim” but you have the option to cancel them and receive credit.** Do you want to have a gas line outside for a barbecue grill?*

A great resource for home ideas and design is [houzz.com](https://www.houzz.com)

* See note on bottom of page 15 regarding changes.

** If you choose to remove the “trissim” and receive a credit, you must notify Nativ in writing by certified mail before December 10, 2014.

STEP 7

Plan Your Kitchen

At the heart of every home is a great kitchen. At Ganei Ha'Ela you have the choice of using the standard kitchen (you can pick the colors of the cabinets and stone countertops and choose the material for the sink -- stainless steel, acrylic or silicone-quartz) or you can completely customize the kitchen*. If you choose a custom kitchen there are two options:



Option 1

You can use the kitchen company designated by Nativ for the Standard kitchen included in your specification (this will be announced around January 2015)

Option 2

You can get a higher quality kitchen with Veneta Cucine and receive NIS 9,440 toward purchasing your desired cabinets and countertops. If you use the designated kitchen company or Veneta Cucine there is one major benefit - the kitchen will be installed and completed when you receive your new home

Option 2

You can take the NIS 9,440 and go to any kitchen company of your choosing. Keep in mind that if you are using your own kitchen company the kitchen cannot be installed until after you have received the keys to your home. However, the kitchen company can have access to the home once the walls are completed in order to make all final measurements (this must be scheduled with the contractor in advance).

It is critical that you design your kitchen before finalizing the plans for your home as you will need to specify locations for the plumbing (including water line for refrigerator), exhaust fan for rangehood (if desired), electrical outlets and lights.

Kitchen planning takes time and you may want to research different options and designs - a great place for ideas is houzz.com

* See note on bottom of page 15 regarding changes.

STEP 8 Design & Layout Appointment



Once you have an idea of how you want to use your new home, you are ready to spend some time (at no additional charge) with the technical designers and planners at Tivuch Shelly* who will help you customize the layout of your home**. Whether you choose to move walls, add a bathroom, enlarge rooms, or add lights and power outlets - Tivuch Shelly will advise you on the cost and feasibility of all of your desired changes and upgrades.

You can also work with the space planner or interior designer of your choice, at your own expense.

Important notice: Until the building permits are issued, there may be changes in the plans as required by the municipality or engineers.

*** This appointment should be made before November 2014.**

** See note on bottom of page 15 regarding changes.

STEP 9 Finalize Interior Changes



After working with your chosen technical designers and planners you will need to submit a final plan with all of the changes you have requested, including all changes required for the kitchen. Once this plan is submitted to the contractor it will need to be considered for approval. After approval by the contractor and engineers you will receive a plan and the details of any additional fees. This detailed plan for changes will have to be signed by you and the contractor. At this time you will also need to pay for the changes that you requested.*

***All changes must be submitted by December 2014 and not later than 60 days after building permit is received. See note on bottom of page 15 regarding changes. You will receive a notice with this date.**

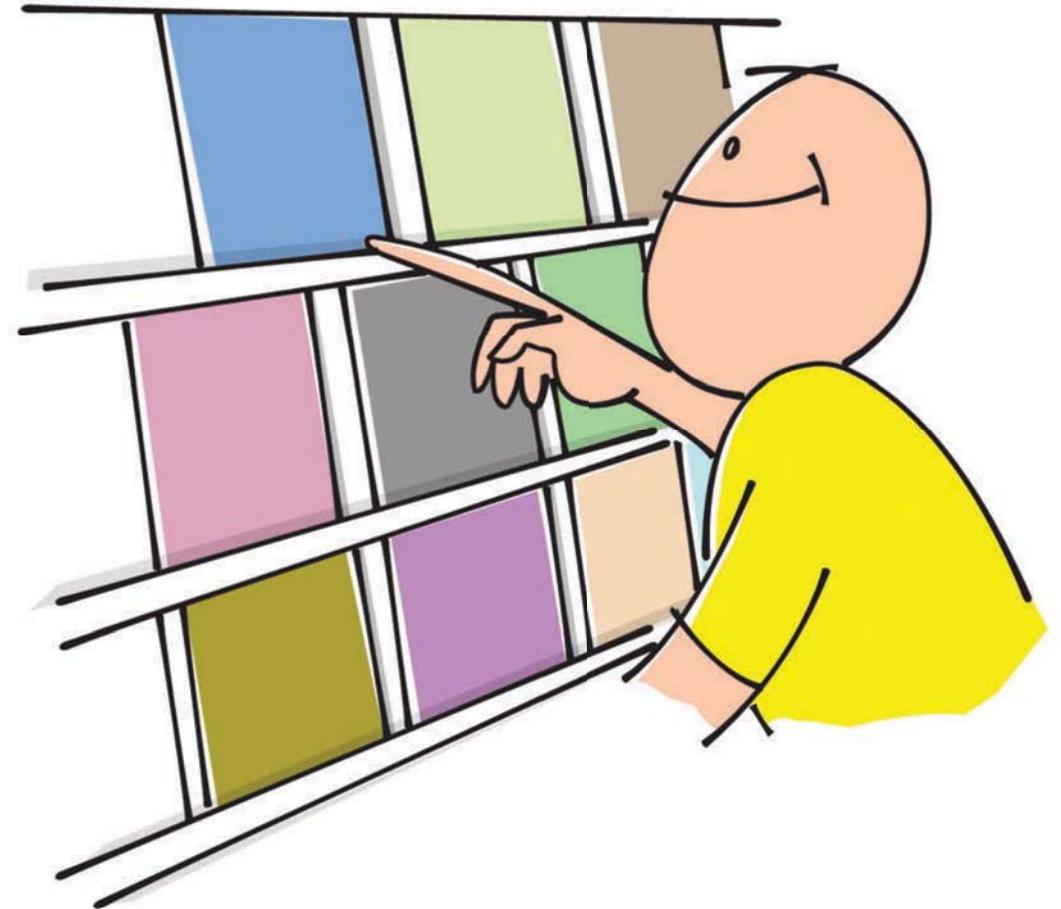
STEP 10

Selecting Finishes and Upgrades

When the exterior of your home is completed you will need to choose your finishing materials for the flooring, wall tiles, doors, and plumbing fixtures. You will meet once again with a representative of Tivuch Shelly to go over the standard options.* You can choose any of the standard options or upgrade to a higher standard and pay the additional fees.

*** This appointment will not take place until the exterior of the house is completed, which will be around May 2015. You will receive an official notice from Nativ inviting you to this meeting.**

NOTE: Any changes you want to make to the house must be approved by Nativ's engineers to suit the construction and structural characteristics of the home and be in compliance with the building permits. The actual contractor who will build the project (not Nativ) will make the requested changes in compliance with the contractor's regulations. Approved changes will usually be subject to additional costs, which you will be required to pay directly to the contractor. Additionally, some changes may delay the delivery date of your home.



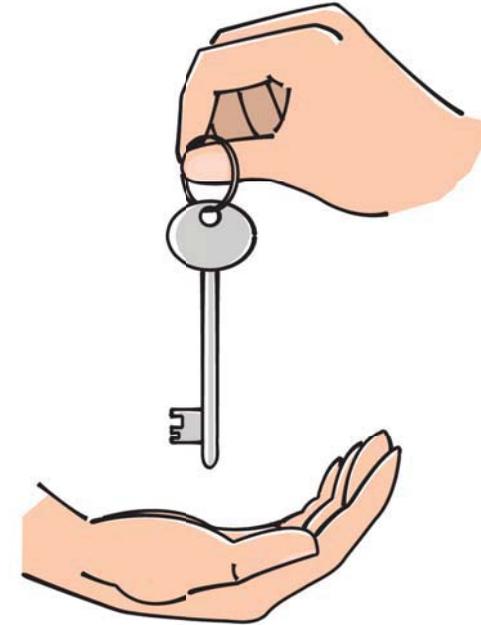
STEP 11 Pre Release Orientation

Once your house is ready, Nativ will schedule a time for you to walk through it. You will have an opportunity to inspect the your home and make sure everything works.

Reminder: Your house comes with a comprehensive warranty from Nativ in accordance with the law of selling new homes.



STEP 12 Keys & Release



After inspecting your new house you will sign some papers and receive the keys.

The house is now officially yours - **Mazal Tov!**

STEP 13

Connecting Utilities

Before you can move in to your new home you will need to contact the utility companies (water, gas* and electric) to activate your meters. There will be a small deposit for each utility company when you request the connection.

At this point you may also want telephone and internet services. There are various options available from the phone company, Bezeq, or the cable company, HOT. Both can provide internet and telephone connections.

*Depending on final configuration by the gas company, you may need gas canisters instead of a gas meter.



STEP 14

Heating and Air Conditioning



There are many options available to heat and cool your new home. At this point you should have already decided (in Step 6) what type of system you want for each room or floor. Depending on the type of system (central or individual units), the house will have been prepared with proper electrical outlets and plumbing to accommodate it.

It is very important that you plan this in advance so that when you submit your requests for changes in Step 8 it includes your system needs. While you can always add outlets and drainage after the changes, it will be more expensive when done at a later time.

Air conditioning installation can be coordinated for you by Centra (at an additional cost) so that you will have less to deal with. We will also work out deals with multiple vendors so you can take advantage of group buying discounts.

STEP 15 Landscaping



Your new house comes with a tiled patio but the remainder of your property will be topsoil without grass or plantings. You can choose (at your expense) to plant real grass with a sprinkler system, synthetic grass, or to install tiles. You may also want to add small trees and other landscaping features to enhance your home.

Landscaping can be coordinated for you by Centra (at an additional cost) so that you will have less to deal with. We will also work out deals with multiple vendors so you can take advantage of group buying discounts.

STEP 16 Clean Up Time



In Israel, when a home is transferred to the buyer, it is “broom clean,” but far from “move-in” condition. Before you can move-in you will need to do what is called “polish.” In the polish process professional cleaners will scrub the house from top to bottom - including the windows, doors, floors, walls, bathrooms, etc. - using a high pressure water cleaner to remove all construction residues. This typically takes an entire day and costs between NIS 1,800 - NIS 3,000 + VAT. This should be scheduled about 10 days before your move in day.

This polish service can be coordinated for you by Centra (at an additional cost) so that you will have less to deal with. We will also work out deals with multiple vendors so you can take advantage of group buying discounts.

STEP 17

Move in

The big day has arrived.

Welcome home!

Sleep well - we are here to help in case any problems arise.

