

SAMPLE: SINGLE FAMILY DETACHED PROJECT PROFILE



GRAND ELK - RIVERSIDE CABINS

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|--------------------------------------|---|---------------------------|
| Name: | Riverside Village Cabins | |
| Master Plan: | Grand Elk | |
| Address/Location: | Highway 40, near Granby | |
| Builder: | Big Valley Construction | |
| Developer: | Grand Elk Partners, LLC | |
| Number of For-Sale Units: | 55 SFD Production | |
| Open Date: | June 1, 2002 | |
| Total Sales / Sales per Month | 16 | 0.35 sales/mo. |
| Home Size: | 1,044 – 1,773 square feet | 1,391 square feet average |
| Home Base Price: | \$345,000 – 393,900 | \$368,000 average |
| Price per Square Foot: | \$212 – \$330 | Approx. \$253 average |
| Lot Premiums: | \$80,000 to back golf course. | |
| Home Owner Association Dues: | \$50/mo. | |
| HOA Inclusions: | Maintenance of common areas (considered SFD residence) | |
| Amenities: | 18-hole golf course (designed by Craig Stadler & Tripp Davis), marina access at Lake Granby, van service to Winter Park Resort, ski-in/ski-out Alpine club at base of Winter Park, clubhouse with exercise room, indoor/outdoor heated pool, hot therapy pools, children's aquatic park restaurant, bar, tennis courts, Marina & Beach Club with complimentary use of pontoon boats, horse path, hiking/biking trails, 2 annual ski passes for Winter Park or Silver Creek, ice skating | |
| Parking: | Open. Optional \$30,000 one-car detached garage. | |
| | <p>Project Comments:</p> <p>There are four floor plans offered at this production project. The interiors have up-scale upgrades, with use of granite and tile in the kitchen and baths. The exterior fits the location well with use of logs to give an up-scale cabin appearance. Three inventory homes are currently available, two of which became models when sales did not close. The project is close to the Fraser River and within walking distance of all schools K-12.</p> | |
| November 2006 | | |

SAMPLE: SINGLE FAMILY ATTACHED PROJECT PROFILE



CHATFIELD CORNERS – Tenderfoot Duplex Units

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| Name: | Tenderfoot | |
| Master Plan: | Chatfield corners | |
| Address/Location: | Valley Road and Chatfield Lane | |
| Builder: | Vail Valley Custom Builders | |
| Developer: | Chatfield Court, LLC | |
| Number of For-Sale Units: | 40 | |
| Open Date: | 10/10/2005 | |
| Total Sales / Sales per Month | 10 | 1.38 home sales/month |
| Size: | 1,600 Square Feet | 1,600 square feet average |
| Base Price: | \$347,500 - \$357,500 | \$355,000 |
| Price per Square Foot: | \$217 to 223.00 | \$208 average |
| Lot Premiums: | N/A | |
| Home Owner Association Due: | \$175 per Month | |
| HOA Inclusions: | Roadway landscaping, weed trimming, trails and paths | |
| Amenities: | Adjacent public golf. \$150 annual golf membership fee | |
| Parking: | Standard front-loaded garages and drive ways | |
| Buyer Profile: Local buyers wanting to move-up. Many young families with children. | Project Comments: Only one floor plan is offered. All units have the same floor plan. Attached single family duplexes that are 1,600 square feet with 3 bedrooms and 2 ½ baths. All are “move-in ready” with appliance, air conditioning, hard wood floors, and kitchen tile upgrades included in the base price. No basements due to water table by adjacent creek being high. Base price is \$357,500 but it was noted that one model was back on the market for \$347,500. | |
| Audited 11/15/06 | | |

SAMPLE: CUSTOM HOMES/LOTS PROJECT PROFILE



| LAKOTA CANYON RANCH SINGLE FAMILY HOMES | | |
|---|--|---------------------------|
| Master Plan | Lakota Canyon Ranch | |
| Address/Location | Castle Valley Boulevard & Clubhouse Drive in New Castle | |
| Developer(s) | Lakota Canyon Ranch Development, LLC | |
| Builder(s) | Multiple small local builders on 16 lots most purchased by one builder | |
| Product Types | SFD (Some Patti), Duplex | |
| Number of For-Sale Units | 194 custom lots | |
| Construction Status | Still under construction | |
| Open Date | 09/01/2002 | |
| Total Lot Sales / Sales per Month | 185 | 3.78 lot sales/mo. |
| Lot Size Range | 0.16 to 0.51 acres | 0.33 acre average |
| Lot Price Range | \$75,500 to \$275,000 | \$117,915 average |
| Total Home Sales / Sales per Month | 7 | 1.95 home sales/mo. |
| Home Size Range | 1,769 to 3,198 square feet | 2,124 square feet average |
| Home Base Price Range | \$365,000 to \$578,000 | \$481,000 average |
| Home Price per Square Foot | \$168 to \$242 | \$198 average |
| Dues (Club Membership + HOA) | \$50 to 75 per month | |
| Amenities | 3,000+sq.ft. Recreation Center with Olympic-sized swimming pool, lap pool, fitness room, park, tennis courts, trails, Clubhouse. These amenities are approved and expected to appear 2006. | |
| Buyer Profile | <p>The typical buyer is a primary resident and employed in the surrounding area (Battlement, Silt, Rifle, Glenwood Springs or south toward Aspen).</p> <p>Project Comments: Lakota Canyon Ranch is nestled around the James Engh designed 18-hole Lakota Canyon (public) Golf Course. Course fees for residents range from about \$45 during the off season to \$60 during the peak Summer season, being ½ of the non-resident rate. There is no time limitation on when a lot purchaser must build. The community has a mandatory Adirondack architectural style theme which generally consists of steeper roof pitches, open gabled roofs and front porches. Approximately 50 percent of the custom homes have basements.</p> | |
| Audited September 2006 | | |

SAMPLE: MULTI-FAMILY/MULTI-USE PROJECT PROFILE



WINTER PARK RESORT – FRASER CROSSING

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|---|--|-------------------------|
| Name: | Fraser Crossing Condominiums | |
| Master Plan: | Winter Park Resort | |
| Address/Location: | Base of Winter Park Ski Area. US Highway 40 | |
| Developer: | Intrawest | |
| Number of For-Sale Units: | 91 Condominiums | |
| Open Date: | March 25, 2006 | |
| Total Sales / Sales per Month | 65 | 13.0 Sales/mo. |
| Size: | 458 - 1077 square feet | 725 square feet average |
| Base Price: | \$250,000 - \$525,000 | \$430,000 average |
| Price per Square Foot: | \$330 - \$390 | \$345 average |
| Home Owner Association Dues: | N/A | |
| HOA Inclusions: | N/A | |
| Amenities: | Ski base area resort accommodations, shops, ski-in & ski-out. | |
| Parking: | Reserved underground parking (330 stalls) | |
| <p>Opening sales kicked off March 25, 2006. Prior to that, sales had reported receiving approximately 300 reservations or requests.</p> <p>August 2006</p> | <p>Project Comments:</p> <p>Intrawest purchased rights to develop the first base-area resort from the City and County of Denver. 206 total condominium units are planned, with 115 in the "Founders Pointe" section and 91 in the "Fraser Crossing" section. Both Founders Pointe and Fraser Crossing are identical in base pricing and floorplans. The difference will be that they are located in two adjacent and adjoining buildings of the complex and offer slightly different themes, which sales states is primarily color schemes. To kick off sales, a 2 percent discount on each unit was offered for the first week. The first buyers were allowed to pick ski lift and view locations. Reservation and contract deposits are \$5,000. This project was well accepted and has generated much sales interest in the entire area.</p> | |