

Purchase Price	\$6,250,000
Acquisition Costs	\$100,000
Loan Costs	\$0
Mortgage	\$0
Initial Investment	\$6,350,000

Cash on Cash	75.54%
Internal Rate of Return	36.92%
Net Present Value (10%)	15,575,669

Future Sale Price	\$0
Cost of Sale	\$0
Mortgage Balance	\$0
Sale Proceeds	\$0

Before Tax Internal Rate of Return

EOY	\$	Total
0	(\$6,350,000)	(\$6,350,000)
1	(\$1,092,009)	\$0 (\$1,092,009)
2	\$1,107,991	\$0 \$1,107,991
3	\$1,029,235	\$0 \$1,029,235
4	\$4,329,235	\$0 \$4,329,235
5	\$12,840,598	\$0 \$12,840,598
6	\$6,040,598	\$0 \$6,040,598
7	\$6,508,941	\$0 \$6,508,941
8	\$7,608,941	\$0 \$7,608,941
		IRR 36.92%

EOY	1	2	3	4	5	6	7	8	Total
INCOME									
Casita Sales	6,800,000	6,800,000	6,800,000	6,800,000	6,800,000	-	-	-	34,000,000
SFR Lot Sales	1,100,000	3,300,000	5,500,000	8,800,000	8,800,000	8,800,000	8,800,000	9,900,000	55,000,000
Other Income	-	-	-	-	-	-	-	-	-
Gross Operating Income	7,900,000	\$10,100,000	\$12,300,000	\$15,600,000	\$15,600,000	\$8,800,000	\$8,800,000	\$9,900,000	89,000,000
EXPENSES									
Total Expenses	8,992,009	8,992,009	11,270,765	11,270,765	2,759,402	2,759,402	2,291,059	2,291,059	50,626,470
	-	-	-	-	-	-	-	-	-
Subtotal	\$8,992,009	\$8,992,009	\$11,270,765	\$11,270,765	\$2,759,402	\$2,759,402	\$2,291,059	\$2,291,059	50,626,470
NET OPERATING INCOME	(1,092,009)	1,107,991	1,029,235	4,329,235	12,840,598	6,040,598	6,508,941	7,608,941	38,373,530
Annual Debt Service	-	-	-	-	-	-	-	-	-
Cash Flow Before Taxes	(1,092,009)	1,107,991	1,029,235	4,329,235	12,840,598	6,040,598	6,508,941	7,608,941	38,373,530

CROSSING TRAILS RESORT FINANCIAL SUMMARY

ASSUMPTIONS VARIABLES DISPLAY IN BLUE

Phase 1	80	RV-compatible casita units	40	Superior	\$190,000
			40	Average	\$170,000
				Cost per casita	\$75,000
	40	Single-family home lots	10	Superior	\$125,000
			20	Average	\$110,000
			10	Entry-level	\$95,000
		Office/manager unit			\$600,000
		Recreational amenities			\$1,250,000
		ODF&W contribution			\$150,000
		Trails and interpretive amenities			\$20,000
		Marketing costs as a percentage of gross sales			6%
		Cost of money (interest and/or bonding)			7%
		Number of months money is out			24
		Land acquisition cost			\$6,250,000
		Total money out or at risk			\$21,257,911
		Net position after Phase 1			(\$5,434,019)
Phase 2	80	RV-compatible casita units	40	Superior	\$190,000
			40	Average	\$170,000
				Cost per casita	\$75,000
	130	Single-family home lots	40	Superior	\$135,000
			50	Average	\$120,000
			40	Entry-level	\$105,000
		Complete golf course			\$0
		Complete golf course maintenance facility			\$0
		Construct the pool			\$200,000
		Expand trails and interpretive amenities			\$50,000
		Water features and irrigation			\$250,000
		Clubhouse and restaurant			\$1,500,000
		Additional unspecified improvements			\$500,000
		Marketing costs as a percentage of gross sales			6%
		Cost of money (interest and/or bonding)			7%
		Number of months money is out			24
		Land acquisition cost			\$0
		Total money out or at risk			\$24,539,955
		Net position after Phase 2			\$7,458,470
		Cumulative project net position			\$2,024,452
Phase 3	90	RV-compatible casita units	45	Superior	\$180,000
			45	Average	\$160,000
				Cost per casita	\$70,000
	0	4-plexes with each unit having 3 lockout keys			
	0	Keys (i.e., units rentable nightly)		Unit square footage	1,000
				Cost per square foot	\$140
				Market value per unit	\$159,000
	160	Single-family home lots	50	Superior	\$179,000
			60	Average	\$149,000
			50	Entry-level	\$129,000
		RECREATIONAL FACILITIES			\$1,000,000
		Expand trails and interpretive amenities			\$10,000
		Water features and irrigation			\$50,000
		Additional unspecified improvements			\$50,000
		Marketing costs as a percentage of gross sales			6%
		Cost of money (interest and/or bonding)			7%
		Number of months money is out			24
		Land acquisition cost			\$0
		Total money out or at risk			\$7,520,400
		Net position after Phase 3			\$12,871,196
		Cumulative project net position			\$14,895,648
Phase 4	0	RV-compatible casita units			
	0	4-plexes with each unit having 3 lockout keys			
	0	Keys (i.e., units rentable nightly)		Unit square footage	1,000
				Cost per square foot	\$140
				Market value per unit	\$149,000
	170	Single-family home lots	55	Superior	\$199,000
			60	Average	\$179,000
			55	Entry-level	\$149,000
		Expand trails and interpretive amenities			\$10,000
		Water features and irrigation			\$50,000
		Additional unspecified improvements			\$50,000
		Marketing costs as a percentage of gross sales			6%
		Cost of money (interest and/or bonding)			7%
		Number of months money is out			24
		Land acquisition cost			\$0
		Total money out or at risk			\$4,019,402
		Net position after Phase 4			\$25,297,882
		Cumulative project net position			\$40,193,530
*** 100					
		Casitas	250		
		SFR Lots	500		
		TownHome Keys	0		

CROSSING TRAILS RESORT

DEVELOPMENT ANALYSIS FOR PHASE 1

ITEMS IN BLUE ISSUE FROM INPUT SHEET

AMENITIES	UNITS	COST	EXTENDED PRICE	
SUPERIOR RV CASITAS	40	\$75,000	\$190,000	
AVERAGE RV CASITAS	40		\$170,000	
TOTAL RV CASITAS	80	\$6,000,000	\$14,400,000	
SUPERIOR SFR LOTS	10		\$125,000	
AVERAGE SFR LOTS	20		\$110,000	
ENTRY-LEVEL SFR LOTS (INTERIOR)	10		\$95,000	
TOTAL SFR LOTS	40		\$4,400,000	
OFFICE/MGR RESIDENCE	1	\$600,000		
RECREATION FACILITIES	1	\$1,250,000		
TRAILS, INTERPRETIVE AMENITIES		\$20,000		
MARKETING COSTS (AS %AGE OF GROSS SALES)		\$1,128,000	%AGE OF GROSS SALES	6.00%
TOTAL AMENITIES HARD COSTS & REVENUES		\$8,998,000	\$18,800,000	
HORIZONTAL IMPROVEMENTS	Engineer's estimates			
STREET SUBGRADE CONSTRUCTION		\$460,200		
CABLE UTILITY & GAS		\$427,000		
SANITARY SEWER (INTERIM)		\$752,188		
DOMESTIC WATER (ONSITE)		\$767,840		
DRAINAGE (EXCLUDING STORM PONDS)		\$26,700		
ONSITE BASE & PAVING		\$411,400		
WATER FEATURES & IRRIGATION		\$212,000		
DOMESTIC WATER (OFFSITE)		\$1,012,000		
ENGINEERING & PERMITS		\$701,333		
HORIZONTAL IMPROVEMENTS TOTAL		\$4,770,661		
TRANSPORTATION COSTS				
ODOT ON RECORDING OF P1 PLAT		\$289,250		
PARRISH/126 ON ISSUANCE OF 1ST BLDG PERMIT		\$300,000		
ODOT WITHIN 3 YEARS OF RECORDING P1 PLAT		\$0		
CROOK COUNTY ROADWAY IMPROVEMENTS		\$500,000		
TOTAL TRANSPORTATION COSTS		\$1,089,250		
ODF&W CONTRIBUTION		\$150,000		
TOTAL IMROVEMENTS COSTS		\$15,007,911		
ALL MONEY OUT OR AT RISK		\$21,257,911		
INTEREST (AND/OR BONDING) ON ALL MONEY OUT		\$2,976,108	INTEREST RATE TERM	7.00% 24
TOTAL P1 COSTS		\$17,984,019		
TOTAL P1 REVENUES		\$18,800,000		
P1 LAND COSTS		\$6,250,000		
NET POSITION AFTER P1		(\$5,434,019)		

CROSSING TRAILS RESORT

DEVELOPMENT ANALYSIS FOR PHASE 2

ITEMS IN BLUE ISSUE FROM INPUT SHEET

AMENITIES	UNITS	COST	EXTENDED PRICE
SUPERIOR RV-CASITAS	40	\$75,000	\$190,000
AVERAGE RV-CASITAS	40		\$170,000
TOTAL RV CASITAS	80	\$6,000,000	\$14,400,000
SUPERIOR SFR LOTS	40		\$135,000
AVERAGE SFR LOTS	50		\$120,000
ENTRY-LEVEL SFR LOTS (INTERIOR)	40		\$105,000
TOTAL SFR LOTS	130		\$15,600,000
OFFICE/MGR RESIDENCE	1	\$0	
RECREATIONAL FACILITIES	1	\$0	
BUILD THE POOL	1	\$200,000	
TRAILS, INTERPRETIVE AMENITIES	1	\$50,000	
MARKETING COSTS (AS %AGE OF GROSS SALES)		\$1,800,000	%AGE OF GROSS SALES 6.00%
TOTAL AMENITIES HARD COSTS & REVENUES		\$8,050,000	\$30,000,000
HORIZONTAL IMPROVEMENTS	Engineer's estimates		
STREET SUBGRADE CONSTRUCTION		\$458,670	
CABLE UTILITY & GAS		\$652,516	
SANITARY SEWER (INTERIM)		\$975,858	
DOMESTIC WATER (ONSITE)		\$1,242,650	
DRAINAGE (EXCLUDING STORM PONDS)		\$34,224	
ONSITE BASE & PAVING		\$585,693	
WATER FEATURES & IRRIGATION		\$250,000	
DOMESTIC WATER (OFFSITE)		\$0	
ENGINEERING & PERMITS		\$588,825	
HORIZONTAL IMPROVEMENTS TOTAL		\$4,788,436	
TRANSPORTATION COSTS			
ODOT ON RECORDING OF P1 PLAT		\$0	
PARRISH/126 ON ISSUANCE OF 1ST BLDG PERMIT		\$0	
ODOT WITHIN 3 YEARS OF RECORDING P1 PLAT		\$267,500	
CROOK COUNTY ROADWAY IMPROVEMENTS		\$0	
TOTAL TRANSPORTATION COSTS		\$267,500	
ADDITIONAL FACILITIES COSTS			
ELECTRICAL SUBSTATION		\$2,000,000	
MBR SEWER SYSTEM COMPLETE		\$2,000,000	
CLUBHOUSE/RESTAURANT/CONVENTION FACILITY		\$1,500,000	
OTHER UNSPECIFIED IMPROVEMENTS		\$500,000	
ADDITIONAL FACILITIES TOTAL		\$6,000,000	
TOTAL IMPROVEMENTS COSTS		\$19,105,936	
ALL MONEY OUT OR AT RISK		\$24,539,955	
INTEREST (AND/OR BONDING COSTS) ON ALL MONEY OUT		\$3,435,594	INTEREST RATE 7.00% TERM 24
TOTAL P2 COSTS		\$22,541,530	
TOTAL P2 REVENUES		\$30,000,000	
P2 LAND COSTS		\$0	
NET POSITION AFTER P2		\$7,458,470	
CUMULATIVE NET POSITION AFTER P2		\$2,024,452	

CROSSING TRAILS RESORT

DEVELOPMENT ANALYSIS FOR PHASE 3

ITEMS IN BLUE ISSUE FROM INPUT SHEET

AMENITIES	UNITS	COST	EXTENDED PRICE	
SUPERIOR RV-CASITAS	40	\$75,000	\$190,000	
AVERAGE RV-CASITAS	40		\$170,000	
TOTAL RV CASITAS	80	\$6,000,000	\$14,400,000	
STICK-BUILT 3-KEY LOCKOUT UNITS IN 4-PLEX CONFIG	0	\$0	\$159,000	4,000 SF
TOTAL STICK-BUILT LOCKOUT UNITS	0		\$0	\$140 /SF COST
SUPERIOR SFR LOTS	50		\$179,000	
AVERAGE SFR LOTS	60		\$149,000	
ENTRY-LEVEL SFR LOTS (INTERIOR)	50		\$129,000	
TOTAL SFR LOTS	160		\$24,340,000	
OFFICE/MGR RESIDENCE	1	\$0		
RECREATIONAL AMENITIES	1	\$0		
TRAILS, INTERPRETIVE AMENITIES	1	\$10,000		
MARKETING COSTS (AS %AGE OF GROSS SALES)		\$1,460,400	PERCENTAGE OF GROSS SALES	6.00%
TOTAL AMENITIES HARD COSTS & REVENUES		\$7,470,400	\$24,340,000	
HORIZONTAL IMPROVEMENTS		Engineer's estimates		
STREET SUBGRADE CONSTRUCTION		\$138,000		
CABLE UTILITY & GAS		\$388,400		
SANITARY SEWER (INTERIM)		\$585,103		
DOMESTIC WATER (ONSITE)		\$750,460		
DRAINAGE (EXCLUDING STORM PONDS)		\$27,600		
ONSITE BASE & PAVING		\$362,208		
WATER FEATURES & IRRIGATION		\$50,000		
DOMESTIC WATER (OFFSITE)		\$0		
ENGINEERING & PERMITS		\$643,777		
HORIZONTAL IMPROVEMENTS TOTAL		\$2,945,548		
TRANSPORTATION COSTS				
ODOT ON RECORDING OF P1 PLAT		\$0		
PARRISH/126 ON ISSUANCE OF 1ST PERMIT		\$0		
ODOT WITHIN 3 YEARS OF RECORDING P1 PLAT		\$0		
CROOK COUNTY ROADWAY IMPROVEMENTS		\$0		
TOTAL TRANSPORTATION COSTS		\$0		
ADDITIONAL FACILITIES COSTS				
RECREATIONAL FACILITIES		\$1,000,000		
ELECTRICAL SUBSTATION		\$0		
MBR SEWER SYSTEM COMPLETE		\$0		
CLUBHOUSE/RESTAURANT/CONVENTION FACILITY		\$0		
OTHER UNSPECIFIED IMPROVEMENTS		\$50,000		
ADDITIONAL FACILITIES TOTAL		\$50,000		
TOTAL IMPROVEMENTS COSTS		\$7,520,400		
ALL MONEY OUT OR AT RISK		\$7,520,400	INTEREST RATE	7.00%
INTEREST (AND/OR BONDING COSTS) ON ALL MONEY OUT		\$1,052,856	MONEY OUT FOR THIS MANY MONTHS	24
TOTAL P3 COSTS		\$11,468,804		
TOTAL P3 REVENUES		\$24,340,000		
P3 LAND COSTS		\$0		
NET POSITION AFTER P3		\$12,871,196		
CUMULATIVE NET POSITION AFTER P3		\$14,895,648		

CROSSING TRAILS RESORT

DEVELOPMENT ANALYSIS FOR PHASE 4

ITEMS IN BLUE ISSUE FROM INPUT SHEET

AMENITIES	UNITS	COST	EXTENDED PRICE	
STICK-BUILT 3-KEY LOCKOUT UNITS IN 4-PLEX CONFIG	0	\$0	\$149,000	4,000 SF
SUPERIOR SFR LOTS	55		\$199,000	\$140 /SF COST
AVERAGE SFR LOTS	60		\$179,000	
ENTRY-LEVEL SFR LOTS (INTERIOR)	55		\$149,000	
TOTAL SFR LOTS	170		\$29,880,000	
OFFICE/MGR RESIDENCE	1	\$0		
RECREATIONAL FACILITIES	1	\$0		
TRAILS, INTERPRETIVE AMENITIES	1	\$10,000		
MARKETING COSTS (AS %AGE OF GROSS SALES)		\$1,792,800	PERCENTAGE OF GROSS SALES	6.00%
TOTAL AMENITIES HARD COSTS & REVENUES		\$1,802,800	\$29,880,000	
HORIZONTAL IMPROVEMENTS	Engineer's estimates			
STREET SUBGRADE CONSTRUCTION		\$89,200		
CABLE UTILITY & GAS		\$233,450		
SANITARY SEWER (INTERIM)		\$428,358		
DOMESTIC WATER (ONSITE)		\$533,235		
DRAINAGE (EXCLUDING STORM PONDS)		\$27,600		
ONSITE BASE & PAVING		\$231,795		
WATER FEATURES & IRRIGATION		\$50,000		
DOMESTIC WATER (OFFSITE)		\$0		
ENGINEERING & PERMITS		\$572,964		
HORIZONTAL IMPROVEMENTS TOTAL		\$2,166,602		
TRANSPORTATION COSTS				
ODOT ON RECORDING OF P1 PLAT		\$0		
PARRISH/126 ON ISSUANCE OF 1ST PERMIT		\$0		
ODOT WITHIN 3 YEARS OF RECORDING P1 PLAT		\$0		
CROOK COUNTY ROADWAY IMPROVEMENTS		\$0		
TOTAL TRANSPORTATION COSTS		\$0		
ADDITIONAL FACILITIES COSTS				
ELECTRICAL SUBSTATION		\$0		
MBR SEWER SYSTEM COMPLETE		\$0		
CLUBHOUSE/RESTAURANT/CONVENTION FACILITY		\$0		
OTHER UNSPECIFIED IMPROVEMENTS		\$50,000		
ADDITIONAL FACILITIES TOTAL		\$50,000		
TOTAL IMPROVEMENTS COSTS		\$4,019,402		
ALL MONEY OUT OR AT RISK		\$4,019,402	INTEREST RATE	7.00%
INTEREST (AND/OR BONDING COSTS) ON ALL MONEY OUT		\$562,716	MONEY OUT FOR THIS MANY MONTHS	24
TOTAL P4 COSTS		\$4,582,118		
TOTAL P4 REVENUES		\$29,880,000		
P4 LAND COSTS		\$0		
NET POSITION AFTER P4		\$25,297,882		
CUMULATIVE NET POSITION AFTER P4		\$40,193,530		

<u>Sales</u>	1	2	3	4
Casitas	\$14,400,000	\$14,400,000	\$0	\$29,880,000
SFR Lots	<u>\$4,400,000</u>	<u>\$15,600,000</u>	<u>\$24,340,000</u>	<u>\$0</u>
	\$18,800,000	\$30,000,000	\$24,340,000	\$29,880,000

<u>Expenses</u>				
Land	\$6,250,000	\$0	\$0	\$0
Casitas	\$6,000,000	\$6,000,000	\$0	\$0
Amentities	\$1,870,000	\$250,000	\$10,000	\$10,000
Marketing	\$1,128,000	\$1,800,000	\$1,460,400	\$1,792,800
Horizontal Impr	\$4,770,661	\$4,788,436	\$2,945,548	\$2,166,602
Transportation	\$1,089,250	\$267,500	\$0	\$0
Other	\$150,000	\$6,000,000	\$50,000	\$50,000
Interest Expense	<u>\$2,976,108</u>	<u>\$3,435,594</u>	<u>\$1,052,856</u>	<u>\$562,716</u>
	\$24,234,019	\$22,541,530	\$5,518,804	\$4,582,118
Net Income	-\$5,434,019	\$7,458,470	\$18,821,196	\$25,297,882

Ave Casista Sales Price \$170,000
Ave SFR Lot Sales Price \$110,000

	Phase 1		Phase 2		Phase 3		Phase 4		
EOY	1	2	3	4	5	6	7	8	Total
Casitas	40	40	40	40	40	-	-	-	200
Casita Sales	\$6,800,000	\$6,800,000	\$6,800,000	\$6,800,000	\$6,800,000	\$0	\$0	\$0	\$34,000,000
SFR lot	10	30	50	80	80	80	80	90	500
SFR lot sales	\$1,100,000	\$3,300,000	\$5,500,000	\$8,800,000	\$8,800,000	\$8,800,000	\$8,800,000	\$9,900,000	\$55,000,000
Total Income	\$7,900,000	\$10,100,000	\$12,300,000	\$15,600,000	\$15,600,000	\$8,800,000	\$8,800,000	\$9,900,000	\$89,000,000
Total Expenses	\$12,117,009	\$12,117,009	\$11,270,765	\$11,270,765	\$2,759,402	\$2,759,402	\$2,291,059	\$2,291,059	\$56,876,470
									\$0
Net Income	(\$4,217,009)	(\$2,017,009)	\$1,029,235	\$4,329,235	\$12,840,598	\$6,040,598	\$6,508,941	\$7,608,941	\$32,123,530
Accum	(\$4,217,009)	(\$6,234,019)	(\$5,204,783)	(\$875,548)	\$11,965,050	\$18,005,648	\$24,514,589	\$32,123,530	\$64,247,059