

Market and IRR Study Update - Beef Island Dev. Tortola, British Virgin Islands

APPLIED DEVELOPMENT HOLDINGS LTD. MARCH 6, 2007



### PRICING AND ABSORPTION TRENDS



# VILLAS AND ESTATE LOTS EXPERIENCE PRICE INCREASES AS CONDO-HOTEL PRICES DECLINE

- The Caribbean resort residential market appears to be strong with prices of most product types experiencing substantial increases since the date of the previous study
  - ▶ Prices of Villa units increased by an average of 20% since 2005
  - ▶ Prices of Estate lots increased by an average of 30% since 2005
  - ▶ Condo-Hotel units have experienced slight price declines of 2% on average since 2005, likely in response to recent trends in the US condominium markets. Buyers have recently been more cautious and reluctant to purchase condominiums in the wake of the recent downturn in the U.S., and how these units will perform.
    - We should note, however, that branded product in proven, supply constrained destinations appear to be selling the best



# ABSORPTION RATES HAVE SLOWED DRAMATICALLY ACROSS PRODUCT TYPES

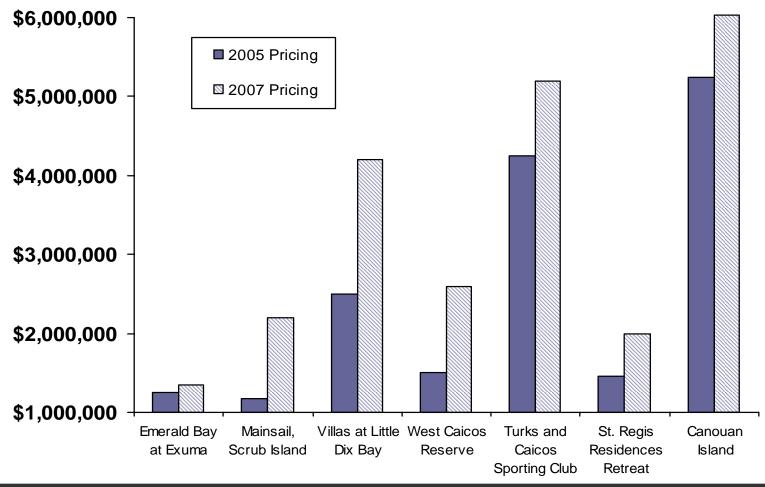
- Absorption paces have unilaterally decreased across all projects and product types. However, many of the projects initiated sales at the time of the previous report inflating the 2005 absorption figures due to initial project momentum. The 2007 sales pace figures likely represent a stabilized sales pace for the Caribbean resort residential market.
  - ▶ Villa sales paces across the Caribbean currently range between 0.2 and 1.2 units per month with the BVI selling at the top of that range
  - ▶ Estate lot sale paces range from 0.1 to 3.4 units sold per month
  - Condo-hotel sale paces range from 0.3 to 2.9 units sold per month



# VILLAS DEMONSTRATE STRONG PERFORMANCE WITH PRICES INCREASING ACROSS THE BOARD

#### **Absolute Price Levels of Villa Units in the Caribbean**

2005 v. 2007





# IN LIGHT OF SUBSTANTIAL PRICE APPRECIATION, VILLA ABSORPTION PACES HAVE DECLINED

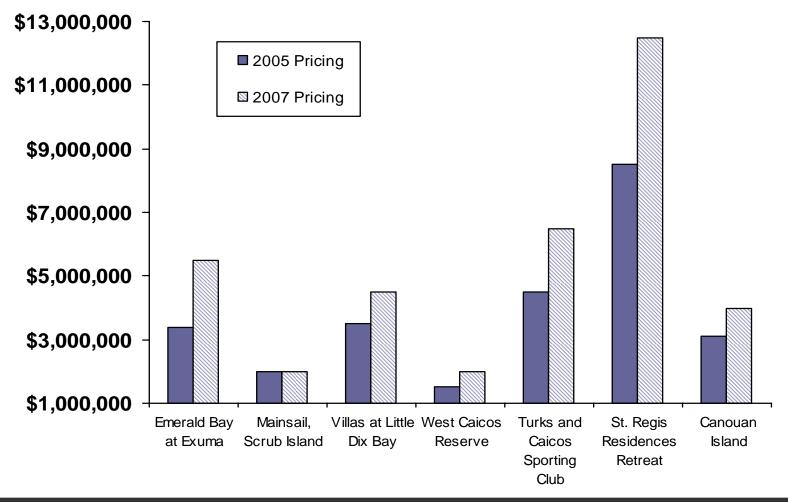
	Product Type	2005 Mo. Sales Pace	2007 Mo. Sales Pace	Size Range	2005 Price Range	2007 Price Range	% Price Change
Emerald Bay at Exuma	Villa	0.8	0.4	2,285 – 2,633	\$1,250,000 - \$2,300,000	\$1,350,000 - \$2,295,000	+3%
Mainsail, Scrub Island	Villa	5.0	1.2	1,260 – 3,600	\$785,000 – \$1,785,000	\$850,000 – \$2,200,000	+18%
Villas at Little Dix Bay	Villa	0.8	0.4	1,850 – 3.535	\$2,450,000 - \$2,500.000	\$2,450,000 - \$4,200,000	+34%
West Caicos Reserve	Villa	1.9	0.2	2,703 – 5,560	\$1,500,000 - \$1,800,000	\$2,600,000 - \$5,000,000	+130%
St. Regis Residences Retreat	Villa	.04	0.2	3,200	\$4,250,000 - \$4,500,000	\$5,200,000	+18%
Canouan Island	Villa	2.2	0.4	2,583 – 4,252	\$1,450,000 – \$3,200,000	\$2,000,000 - \$4,500,000	+39%
Viceroy Resorts & Residences	Villa	1.7	0.7	4,300 – 4,800	\$5,250,000 – \$6,350,000	\$6,039,000 – \$6,485,000	+9%



# ESTATE LOT PRICES HAVE ALSO EXPERIENCED STRONG ABSOLUTE PRICE INCREASES SINCE 2005

### **Absolute Price Levels of Estate Lots in the Caribbean**

2005 v. 2007





# HOWEVER, ESTATE LOTS SALES PACES HAVE ALSO DECLINED SUBSTANTIALLY

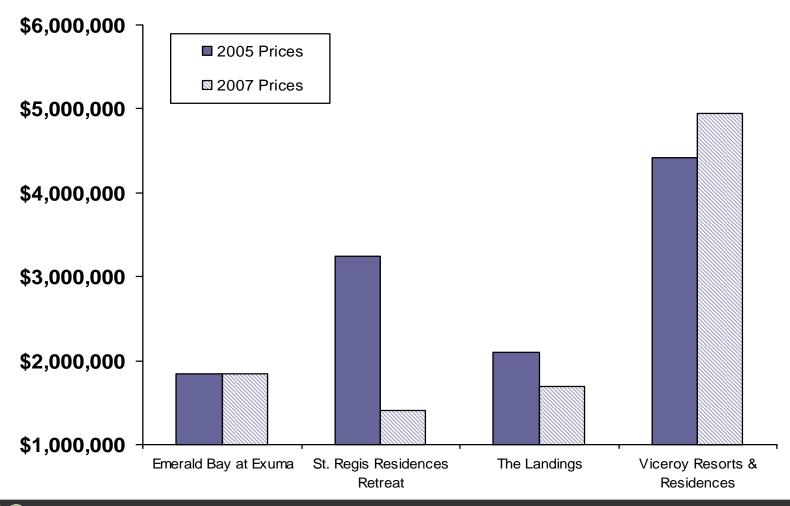
	Product Type	2005 Mo. Sales Pace	2007 Mo. Sales Pace	Size Range	2005 Price Range	2007 Price Range	% Price Change
Emerald Bay at Exuma	Estate Lots	1.9	0.8	¼ Acre – 1 Acre	\$995,000 - \$3,400,000	\$995,000 — \$5,500,000	+78%
Mainsail, Scrub Island	Estate Lots	1.3	0.4	1½ Acre – 5 Acre	\$999,999 — \$1,999,999	\$999,999 — \$1,999,999	0%
Villas at Little Dix Bay	Estate Lots	0.3	0.1	2.3 Acre – 4 Acre	\$2,000,000 - \$3,500,000	\$2,200,000 - \$4,500.000	+21%
West Caicos Reserve	Estate Lots	0.3	0.3	1¼ Acre – 2 Acre	\$600,000 – \$1,500,000	\$2,000,000 - \$11,000,000	+519%
Turks and Caicos Sporting Club	Estate Lots	4.0	3.4	½ Acre – 3 Acre	\$750,000 – \$4,500,000	\$575,000 – \$6,500,000	+34%
St. Regis Residences Retreat	Estate Lots	0.5	0.3	.1 Acre	\$8,500,000	\$7,300,000 – \$12,500,000	+16%
Canouan Island	Estate Lots	2.3	0.7	½ Acre – 7 Acre	\$2,000,000 - \$3,100,000	\$240,0000 - \$4,000,000	+25%

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### CONTRARY TO VILLAS AND ESTATE LOTS, CONDO-HOTEL PRICES HAVE STAGNATED OR DECLINED

### **Absolute Price Levels of Condo-Hotel Units in the Caribbean**

2005 v. 2007





# CONDO-HOTELS HAVE EXPERIECED REDUCED SALES PACES IN ADDITION TO PRICE STAGNATION

	Product Type	2005 Mo. Sales Pace	2007 Mo. Sales Pace	Size Range	2005 Price Range	2007 Price Range	% Price Change
Emerald Bay at Exuma	Condo- Hotel	0.1	0.3	1,680 – 2,590	\$1,850,000 – \$3,500,000	\$1,850,000 – \$3,500,000	0%
St. Regis Residences Retreat	Condo- Hotel	0.1	1.0	1,100 – 2,400	\$3,250,000 – \$3,250,000	\$1,400,000 – \$4,750,000	-5%
The Landings	Condo- Hotel	4.8	2.5	911 – 2,686	\$405,600 – \$2,100,000	\$595,000 – \$1,690,000	-1%
Viceroy Resorts & Residences	Condo- Hotel	9.1	2.9	510 – 3,600	NA – \$4,425,000	\$935,500 – \$4,945,000	+14%

9



# THE BRITISH VIRGIN ISLANDS HOSTS A STRONG HOSPITALITY MARKET

- The British Virgin Islands are experiencing an increase in tourist traffic resulting in increased hotel room night demand. Overnight hotel stays increased from 85,096 in 2004 to 94,447 overnight hotel stays in 2005. This upward trend is expected to continue through 2007
- This strong and growing hotel room night demand (65% of which comes from the United States) is contributing to a healthy hospitality market on the island
- Among 5-star hotel offerings, peak-season RAC rates in the British Virgin Islands range from \$675 for a garden view room to \$2,100 for a beachfront suite. This is in the context of RAC rates ranging from \$300 garden view to \$1,300 for a suite in the U.S. Virgin Islands.
- Occupancy rates remain strong throughout the British Virgin Islands at over 65%, supported by the recent surge in tourist activity



### VIRGIN ISLANDS HOTEL OVERVIEW

Мар					Year				1
		City	Hotel	# of	Built/	Room/View	Winter	Summer	Fall
Key	HOTEL NAME	ls land	Type	Keys	Renov.	Type	RAC Rate	RAC Rate	RAC Rate
1	The Buccaneer	St. Croix	Bungalow	138	1947	Average	\$518	\$386	\$363
		US Virgin Islands			2005	Mountain	\$310	\$265	\$265
						Ocean View	\$550	\$400	\$365
						Suite	\$580	\$420	\$400
						Ocean Front	\$630	\$457	\$420
2	Carambola Beach Resort	St. Croix	Bungalow	151	1960s	Average	\$430	\$289	\$289
		US Virgin Islands	Ü		2006	Garden View	\$219	NA	NA
		<u> </u>				Ocean Front	\$251	NA	NA
						Luxury Ocean Front	\$351	\$289	\$289
						Davis Bay Suite	\$900	NA	NA
3	Divi Cavina hay Bas art and Carl	St. Croix	D	200	1999	A.v	¢200	¢aaa	\$223
3	Divi Carina bay Resort and Casino		Bungalow	200		Average	\$300	\$223	
		US Virgin Islands			2006	Standard Premium King	\$250 \$339	\$189 \$258	\$189 \$258
						Superior Beachfront	\$339 \$282	\$236 \$198	\$236 \$198
						Deluxe Beachfront	\$329	\$248	\$248
						Deluxe Deachiloni	\$329	\$240	\$240
4	Little Dix Bay	Virgin Gorda	Boutique	100	1964	Average	\$1,894	\$1,055	\$1,219
		British Virgin Islands			2000	Garden View	\$675	\$395	\$473
						Premium Ocean Viev	\$895	\$525	\$575
						Tree House Cottage	\$975	\$625	\$650
						Ocean Cottage	\$1,000	\$675	\$713
						Beach Front Cottage	\$1,100	\$725	\$788
						Rosewood J r S uite	\$1,500	\$825	\$963
						One-Bed Suite	\$2,100	\$1,025	\$1,263
						Two-Bed Villa	\$3,800	\$2,100	\$2,450
						Three-Bed Villa	\$5,000	\$2,600	\$3,100
5	Marriott Frenchman's Reef &	St. Thomas	Branded	481	1973	Average	\$516	\$331	\$431
	Morning Star	US Virgin Islands	2.aaca		2006	Quality Room	\$345	\$221	\$290
		C5 Viigin is and			2000	Deluxe Room	\$497	\$318	\$414
						Garden View	\$520	\$333	\$436
						Beachfront View	\$701	\$450	\$585
6	The Ritz-Carlton, St. Thomas	St. Thomas	Branded	200	1991	Average	\$895	\$676	\$709
		US Virgin Islands			2006	Quality Room	\$759	\$359	\$409
						Deluxe Oceanview	\$869	\$469	\$519
						Suite	\$1,300	\$1,200	\$1,200
7	Wyndham Sugar Bay Resort & Spa	St. Thomas	Branded	294	1991	Average	\$451	\$381	\$371
	, ,	US Virgin Islands			2006	Superior	\$431	\$363	\$334
						Deluxe	\$441	\$378	\$378
						Luxury	\$480	\$402	\$402
						**Rates are all-inclusi			



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### VIRGIN ISLANDS HOTEL OVERVIEW (CONT.)

					Year				
Мар		City	Hotel	# of	Built/	Room/View	Winter	Summer	Fall
Key	HOTEL NAME	ls land	Type	Keys	Renov.	Type	RAC Rate	RAC Rate	RAC Rate
			•	•					
8	The Westin St. John Resort & Villas	St. John	Branded	349	1986	Average	\$744	\$539	\$539
		US Virgin Islands			1999	Garden View	\$634	\$429	\$429
						Ocean View	\$714	\$509	\$509
						Pool View	\$804	\$599	\$599
						Beachfront	\$914	\$709	\$709
						Westin Workout	\$654	\$449	\$449
9	Caneel Bay	St. John	Boutique	170	1956	Average	\$737	\$455	\$489
	,	US Virgin Islands			1999	Courtside	\$450	\$375	\$400
		0 1 11 11				Garden View	\$625	\$495	\$523
						Ocean View	\$775	\$495	\$545
						Beachfront	\$925	\$550	\$600
						Premium Oceanview	\$975	\$595	\$648
						Premium Beachfront	\$1,025	\$650	\$700
						Cottage 7	\$1,400	\$925	\$1,013
10	Chenay Bay Beach Resort	St. Croix	Boutique	50	1988	Average	\$442	\$321	\$321
		US Virgin Islands			2006	Gardenview	\$299	\$211	\$211
						Oceanview	\$316	\$240	\$240
						Oceanfront	\$357	\$271	\$271
						Luxury Oceanview	\$586	\$413	\$413
						Luxury Oceanfront	\$653	\$468	\$468
						Gardenview Cottage	\$363	\$283	\$283
						Oceanview Cottage	\$390	\$311	\$311
						Oceanfront Cottage	\$429	\$344	\$344
11	Colony Cove Beach Resort	St. Croix	Boutique	60	1984	Average	\$265	\$202	\$202
	,	US Virgin Islands	•		2002	1-2 Persons	\$235	\$175	\$1 <i>7</i> 5
		0 1 11 11				3 Persons	\$255	\$195	\$195
						4 Persons	\$275	\$235	\$235
						5 Persons	\$295	\$235	\$235
12	Peter Island Resort	Peter Island	Boutique	52	1970	Average	\$920	\$545	\$663
		British Virgin Island			2001	Ocean View	\$735	\$395	\$495
						Beach Front Suite	\$1,105	\$695	\$830
						3-Bed Villa	\$4,200	\$2,900	\$3,360
						4-Bed Villa	\$8,880	\$5,900	\$7,550
						6-Bed Villa	\$12,100	\$8,000	\$9,890
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# THE BEEF ISLAND DEV. SHOULD ACHIEVE TOP OF THE MARKET PRICES FOR GOLF AND MARINA FEES

- Marina slip fees in the Caribbean range from \$1.00 \$4.00 per foot per night with larger boats typically at the higher end of this range
- The highest-end resorts achieve the highest slip fees starting at \$2.25 per foot per night and up
- RCLCO expects the Beef Island Development to achieve slip fees between \$2.25 and \$3.75
- Golf fees and memberships in the Caribbean generally range from \$8,000 to \$30,000 for memberships with annual dues between \$2,000 and \$5,000
- Green and cart fees range from \$50 to \$75 in the off-season and \$150 to \$175 during the high-season
- However, the most exclusive ultra-luxury course offerings achieve prices above and beyond this with green fees as high as \$300 per round
- RCLCO expects the Beef Island Development to achieve green fees of \$200 and membership fees of \$50,000 with annual dues of \$5,000



13

### UPDATED FINANCIAL MODEL



### SECTION 0 RETURN TO EQUITY/DEVELOPER AND LAND OWNER BEEF ISLAND, BRITISH VIRGIN ISLANDS FEBRUARY 2007

			TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
TOTAL REVENUES TERMINAL VALUE REALIZAZTION TOTAL COSTS			\$1,777,327 \$36,721 \$1,242,662	\$0 \$0 \$9,854	\$47,438 \$0 \$232,049	\$143,620 \$0 \$100,165	\$391,798 \$0 \$156,576	\$201,688 \$0 \$130,518	\$210,691 \$0 \$129,629	\$205,072 \$0 \$115,082	\$169,717 \$36,721 \$116,454	\$147,036 \$0 \$83,251	\$96,762 \$0 \$66,989	\$80,917 \$0 \$56,782	\$59,191 \$0 \$25,100	\$23,398 \$0 \$20,212
NET CASH FLOW			\$571,387	(\$9,854)	(\$184,611)	\$43,455	\$235,222	\$71,170	\$81,062	\$89,989	\$89,984	\$63,785	\$29,773	\$24,136	\$34,091	\$3,186
Mortgage (Balloon) Maturity Date (June 2011) Beginning Balance Loan Draw Interest Repayment Ending Balance	4 -\$52,000 8.5%		(\$52,000) (\$19,890) \$71,890	\$0 (\$52,000) (\$4,420) \$4,420 (\$52,000)	(\$52,000) \$0 (\$4,420) \$4,420 (\$52,000)	(\$52,000) \$0 (\$4,420) \$4,420 (\$52,000)	(\$52,000) \$0 (\$4,420) \$4,420 (\$52,000)	(\$52,000) \$0 (\$2,210) \$54,210 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0
Construction Loan Beginning Balance Loan Draw Interest Repayment Ending Balance	65% 8.5% 80%		(\$126,403) (\$30,736) \$157,138	\$0 (\$6,405) (\$544) \$544 (\$6,405)	(\$6,405) (\$119,997) (\$10,744) \$10,744 (\$126,403)	(\$126,403) \$0 (\$10,744) \$34,764 (\$102,383)	(\$102,383) \$0 (\$8,703) \$111,086 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0	\$0 \$0 \$0 \$0 \$0
Quorum Revenue Reciept Quorum Equity Incl. Debt Service Quorum Net Cash Flow (Before Tax)			\$556,953 <b>\$468,761</b>	\$0 (\$8,414) <b>(\$8,414)</b>	\$0 (\$79,778) <b>(\$79,778)</b>	\$4,271 \$0 <b>\$4,271</b>	\$119,716 \$0 <b>\$119,716</b>	\$16,960 \$0 <b>\$16,960</b>	\$81,062 \$0 <b>\$81,062</b>	\$89,989 \$0 <b>\$89,989</b>	\$89,984 \$0 <b>\$89,984</b>	\$63,785 \$0 <b>\$63,785</b>	\$29,773 \$0 <b>\$29,773</b>	\$24,136 \$0 <b>\$24,136</b>	\$34,091 \$0 <b>\$34,091</b>	\$3,186 \$0 <b>\$3,186</b>
IRR		55%														
TOTAL PROJECT NPV	NPV @ NPV @ NPV @	0% 15% 20%		\$468,761 \$170,095 \$122,805												
InterIsle Revenue Receipt InterIsle Cash/Equity Contribution Share of Cash Contributions Above: InterIsle Net Cash Flow (Before Tax)	Quorum Intere 50% 50% \$21,000	<u>st</u>	\$278,476 (\$21,000) (\$23,096) \$234,381	\$0 (\$4,207) \$0 <b>(\$4,207)</b>	\$0 (\$16,793) (\$23,096) <b>(\$39,889)</b>	\$2,136 \$0 \$0 <b>\$2,136</b>	\$59,858 \$0 \$0 <b>\$59,858</b>	\$8,480 \$0 \$0 \$8,480	\$40,531 \$0 \$0 <b>\$40,531</b>	\$44,995 \$0 \$0 <b>\$44,995</b>	\$44,992 \$0 \$0 \$44,992	\$31,892 \$0 \$0 \$31,892	\$14,886 \$0 \$0 \$14,886	\$12,068 \$0 \$0 \$12,068	\$17,046 \$0 \$0 \$17,046	\$1,593 \$0 \$0 \$1,593
IRR		55%														
INTERISLE NPV	NPV @ NPV @ NPV @	0% 15% 20%		\$234,381 \$85,048 \$61,403												
Applied Revenue Receipt Applied Equity/Cash Contribuition Share of Cash Contribution Above: Applied Net Cash Flow (Before Tax)	Quorum Intere 50% 50% \$21,000	st	\$278,476 (\$21,000) (\$23,096) \$234,381	\$0 (\$4,207) \$0 <b>(\$4,207)</b>	\$0 (\$16,793) (\$23,096) (\$39,889)	\$2,136 \$0 \$0 <b>\$2,136</b>	\$59,858 \$0 \$0 <b>\$59,858</b>	\$8,480 \$0 \$0 \$8,480	\$40,531 \$0 \$0 <b>\$40,531</b>	\$44,995 \$0 \$0 <b>\$44,995</b>	\$44,992 \$0 \$0 \$44,992	\$31,892 \$0 \$0 \$31,892	\$14,886 \$0 \$0 \$14,886	\$12,068 \$0 \$0 \$12,068	\$17,046 \$0 \$0 \$17,046	\$1,593 \$0 \$0 \$1,593
IRR (w/out land dividend) APPLIED NPV	NPV @	55% 0% 15%	·		w/ land dividend \$264,381 \$115,048											
	NPV @	20%		\$85,048 \$61,403	\$115,048 \$91.403											

## SECTION 1 DEVELOPMENT PROGRAM FINANCIAL OVERVIEW BEEF ISLAND, BRITISH VIRGIN ISLANDS FEBRUARY 2007

		YEAR 2007	YEAR 2008	YEAR 2009	YEAR 2010	YEAR 2011	YEAR 2012	YEAR 2013	YEAR 2014	YEAR 2015	YEAR 2016	YEAR 2017	YEAR 2018	YEAR 2019
	TOTAL	0	1	2	3	4	5	6	7	8	9	10	11	12
Residential Sales														
Revenues	\$1,527,031	\$0	\$47.438	\$142,518	\$364,487	\$174,630	\$185,742	\$177,795	\$140,459	\$125,075	\$74,458	\$58,260	\$36,168	\$0
Costs	\$821,219	\$0	\$191,416	\$56.461	\$113.657	\$83,666	\$88.079	\$73.310	\$74.452	\$57.509	\$43,461	\$34.018	\$5,191	\$0
Net Cash Flow	\$705,811	\$0	(\$143,978)	\$86,058	\$250,831	\$90,963	\$97,663	\$104,485	\$66,008	\$67,566	\$30,997	\$24,242	\$30,977	\$0
Condo-Hotel Operations														
Revenues	\$168,803	\$0	\$0	\$0	\$13,668	\$15,326	\$16.353	\$17,020	\$17,215	\$17,417	\$17.624	\$17,838	\$18.058	\$18,284
Costs	\$157,365	\$0	\$0	\$0	\$12,742	\$14,287	\$15,245	\$15,867	\$16,049	\$16,237	\$16,430	\$16,629	\$16,834	\$17,045
Net Cash Flow (No Term. Value)	\$11,438	\$0	\$0	\$0	\$926	\$1,038	\$1,108	\$1,153	\$1,167	\$1,180	\$1,194	\$1,209	\$1,224	\$1,239
Marina Construction/Operations														
Revenues	\$26,043	\$0	\$0	\$1,102	\$2,356	\$3,598	\$4,913	\$6,303	\$7,772	\$0	\$0	\$0	\$0	\$0
Marina Term. Value	\$36,721	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$36,721	\$0	\$0	\$0	\$0	\$0
Costs	\$40,309	\$661	\$11,160	\$12,193	\$1,568	\$2,366	\$3,210	\$4,104	\$5,047	\$0	\$0	\$0	\$0	\$0
Net Cash Flow (w.Term. Value)	\$22,455	(\$661)	(\$11,160)	(\$11,091)	\$788	\$1,232	\$1,702	\$2,199	\$39,446	\$0	\$0	\$0	\$0	\$0
								(N	Marina Operations	Sale)				
Golf Course Construction/Operations and														
Revenues	\$55,450	\$0	\$0	\$0	\$11,287	\$8,135	\$3,683	\$3,954	\$4,270	\$4,544	\$4,679	\$4,820	\$4,965	\$5,114
Costs	\$49,466	\$1,426	\$10,168	\$10,467	\$2,238	\$2,445	\$2,481	\$2,595	\$2,708	\$2,815	\$2,898	\$2,985	\$3,075	\$3,166
Net Cash Flow (No Term. Value)	\$5,984	(\$1,426)	(\$10,168)	(\$10,467)	\$9,049	\$5,690	\$1,202	\$1,359	\$1,562	\$1,729	\$1,781	\$1,835	\$1,890	\$1,947
Master Development Costs														
Community Infrastructure -1	\$23,000	\$5,000	\$10,000	\$8,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Community Infrastructure -2	\$52,000	\$0	\$0	\$2,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$0	\$0	\$0	\$0	\$0
Residential Site Development -1	\$5,245	\$0	\$3,639	\$1,606	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Residential Site Development 2	\$57,000	\$0	\$0	\$6,000	\$8,000	\$10,000	\$8,000	\$7,000	\$6,000	\$5,000	\$4,000	\$3,000	\$0	\$0
Lot - Site Development -1	\$2,895	\$0	\$349	\$1,436	\$1,110	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Lot - Site Development -2	\$9,944	\$0	\$0	\$0	\$2,005	\$2,311	\$1,631	\$1,293	\$1,332	\$1,372	\$0	\$0	\$0	\$0
Beach Club	\$8,122	\$0	\$0	\$0	\$4,001	\$4,121	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Center & Startup Costs	\$7,000	\$2,000	\$4,000	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Ritx Carlton TSA - Golf/Club/Hotel Contingency (10%)	\$796 \$8,300	\$398 \$370	\$398 \$919	\$0 \$1.002	\$0 \$1,256	\$0 \$1,322	\$0 \$982	\$0 \$915	\$0 \$867	\$0 \$319	\$0 \$200	\$0 \$150	\$0 \$0	\$0 \$0
Master Development Fee Total	\$8,300 \$174,302	\$370 \$7.768	\$19.305	\$1,002 \$21.044	\$1,256	\$1,322 <b>\$27,754</b>	\$20.613	\$19,208	\$18,199	\$6.691	\$4.200	\$3,150	\$0 \$0	\$0 \$0
		, ,	,	. ,-							, ,		**	**
TOTAL REVENUES	\$1,777,327	\$0	\$47,438	\$143,620	\$391,798	\$201,688	\$210,691	\$205,072	\$169,717	\$147,036	\$96,762	\$80,917	\$59,191	\$23,398
TERMINAL VALUE REALIZAZTION	\$36,721	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$36,721	\$0	\$0	\$0	\$0	\$0
TOTAL COSTS	\$1,242,662	\$9,854	\$232,049	\$100,165	\$156,576	\$130,518	\$129,629	\$115,082	\$116,454	\$83,251	\$66,989	\$56,782	\$25,100	\$20,212
NET CASH FLOW	\$571,387	(\$9,854)	(\$184,611)	\$43,455	\$235,222	\$71,170	\$81,062	\$89,989	\$89,984	\$63,785	\$29,773	\$24,136	\$34,091	\$3,186
Cumulative Cash Flow		(\$9,854)	(\$194,466)	(\$151,011)	\$84,211	\$155,381	\$236,444	\$326,433	\$416,416	\$480,201	\$509,974	\$534,109	\$568,200	\$571,387

PEAK EQUITY	\$194,466
IRR	49.20%
PROFIT MULTIPLE	2.94
PROFIT MARGIN	31.50%

## SECTION 2 CASH FLOW ANALYSIS - RESIDENTIAL AND CONDO-HOTEL BEEF ISLAND, BRITISH VIRGIN ISLANDS FEBRUARY 2007

UNIT ABSORPTION (CLOSINGS) 1/1  Product Type   Max   Total   Units   Covered Residences   Size   Units   Covered Residences   Size   Units   Size   Units   Covered Residences   Size   Size   Units   U				TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
Product Flow   Mass   Total   Mass   Total   Mass	ASSUMPTIONS																
Product Type																	
Product Type	UNIT ABSORPTION (SALES) 1/			<b>T.</b>													
Cove Residences 5 The Billi Residences 1 The Billi Residence 1	Books of Town						40	20	27	27	45	40		•	•	•	•
The Buff Recisionness																	
Marine Residences   10																	
GoT Missipher S										-							
Gall Vilsa A 6 6 6 0 6 6 0 0 9 0 0 0 0 0 0 0 0 0 0 0								•	-	-	-			-			
Gof Villae B 9 18 0 0 9 9 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0										-							
Golf Vilse C 7																	
Gold Village   Commercial   15						-	•	•	0	•	-	-		-	•		
Lillic Cay 10 10 10 0 10 0 10 0 0 0 0 0 0 0 0 0 0								-	,	_	-						
Marria Village									-	-							
Bull Bay Above Commercial   6							-		-		-	-		-	-		
Bild Bay Cowhones   18																	
Bill Ray - 2 Story								-		-	-	-					
Conde-Paire   10						-	•		•	•		-		-	-	-	
Cond-Hole   32						-			-	-	-						
Fractional (Irl 2 Shares)   130																	
Mount Almia Estate Loss   7																	
Total Units, Fee-Owned																	
Total Units   So6   -	Mount Alma Estate Lots	7		40	0	0	7	7	7	7	7	5	0	0	0	0	0
Total Units   So6   -																	
Retail Lot housing					U											U	U
Housing					-									25	19	-	-
Product Type   Max   Units   Units   National Product Type   Max   Size   Units   National Product Type   Max   Max   Units   Units   National Product Type   Max   Units   National Product Type   Nati					•								-	-	- 40	-	
Product Type	Housing			411	•	38	50	78	49	50	44	31	21	25	19	-	-
Product Type	UNIT ABSORPTION (CLOSINGS) 1/																
Product Type		Max		Total													
Cove Residences 5 3,889 9 0 0 0 0 0 0 5 5 4 0 0 0 0 0 0 0 0 0 0 0	Product Type		Siza														
The Bluff Residences					0	0	0	0	0	5	4	0	0	0	0	0	0
Marina Residences									-								
Golf Residences 5 3,889 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0										-							
Golf Villas A 6 2,333 6 0 0 0 6 0 0 0 0 0 0 0 0 0 0 0 0 0									0	4	-	-					
Golf Villas B 9 2,333 18 0 0 0 0 9 9 9 0 0 0 0 0 0 0 0 0 0 0 0										0				-			
Golf Villas C 7 2,342 13 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0						-		-		-							
Golf Villas D 3 2,333 6 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0						-	-	-	-	-	-						
Little Cay 10 2,440 10 0 0 0 10 0 0 0 0 0 0 0 0 0 0 0 0								-		,				-			
Marina Village         15         1,200         50         0         0         0         0         15         15         15         5         0						-		-		-							
Bluff Bay Above Commercial 6 1,479 12 0 0 0 0 0 0 6 6 6 0 0 0 0 0 0 0 0 0 0						-		-									
Bluff Bay Townhomes 18 1,942 24 0 0 0 0 0 0 0 0 0 6 18 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0						-		-					-	-			
Bluff Bay - 2 Story 25 1,943 85 0 0 0 0 0 0 0 0 0 0 20 21 25 19 0 Quaker Ruins 10 2,068 32 0 0 0 0 0 0 3 10 10 9 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			, .			-		-	-	-	-	-	-	-			
Quaker Ruins       10       2,068       32       0       0       0       0       0       3       10       10       9       0						-	-	-	-	-	-		-				
Condo-Hotel 96 2,140 96 0 0 0 98 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0										-							
Fractional (1/12 Shares) 130 2,068 720 0 0 0 110 120 130 130 130 100 0 0 0 0 0 0 0 0 0 0 0						-				-							
Mount Alma Estate Lots 7 0 40 0 0 7 7 7 7 7 5 0 0 0 0 0 0 0 0 0 0 0																	
Total Units, Fee-Owned 1,166 0 0 33 232 171 180 180 168 133 25 25 19 0  Total Units 506 0 0 33 131 61 61 61 49 41 25 25 19  Retail Lot 95 27 17 15 12 11 5 4 4																	
Total Units 506 0 0 33 131 61 61 61 49 41 25 25 19 Retail Lot 95 27 17 15 12 11 5 4 4			-						171								
Retail Lot 95 27 17 15 12 11 5 4 4																	•
																	0
	Housing		1.997	411		_	6	114	46	49	50	44	37	21	25	19	-

SECTION 2
CASH FLOW ANALYSIS - RESIDENTIAL AND CONDO-HOTEL
BEEF ISLAND, BRITISH VIRGIN ISLANDS
FEBRUARY 2007

				TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
RESIDENTIAL REVENUES (in 000s)					·												
Unit Price in Year of Sale																	
	\$ Per SF	Unit Size	Unit Price	Total													
Cove Residences	\$ 1,500	3,889	\$5,833,500	\$91,106	\$5,834	\$6,009	\$6,189	\$6,374	\$6,566	\$6,763	\$6,966	\$7,174	\$7,390	\$7,611	\$7,840	\$8,075	\$8,317
The Bluff Residences	\$ 1,500	3,750	\$5,625,000	\$87,850	\$5,625	\$5,794	\$5,968	\$6,147	\$6,331	\$6,521	\$6,717	\$6,918	\$7,126	\$7,339	\$7,560	\$7,786	\$8,020
Marina Residences	\$ 1,313	3,821	\$5,016,973	\$78,354	\$5,017	\$5,167	\$5,323	\$5,482	\$5,647	\$5,816	\$5,991	\$6,170	\$6,355	\$6,546	\$6,742	\$6,945	\$7,153
Golf Residences	\$ 1,312	3,889	\$5,102,368	\$79,688	\$5,102	\$5,255	\$5,413	\$5,575	\$5,743	\$5,915	\$6,092	\$6,275	\$6,464	\$6,657	\$6,857	\$7,063	\$7,275
Golf Villas A	\$ 1,187	2,333	\$2,769,271	\$43,250	\$2,769	\$2,852	\$2,938	\$3,026	\$3,117	\$3,210	\$3,307	\$3,406	\$3,508	\$3,613	\$3,722	\$3,833	\$3,948
Golf Villas B	\$ 1,187	2,333	\$2,769,271	\$43,250	\$2,769	\$2,852	\$2,938	\$3,026	\$3,117	\$3,210	\$3,307	\$3,406	\$3,508	\$3,613	\$3,722	\$3,833	\$3,948
Golf Villas C	\$ 1,187	2,342	\$2,779,954	\$43,417	\$2,780	\$2,863	\$2,949	\$3,038	\$3,129	\$3,223	\$3,319	\$3,419	\$3,522	\$3,627	\$3,736	\$3,848	\$3,964
Golf Villas D	\$ 1,312	2,333	\$3,060,896	\$47,804	\$3,061	\$3,153	\$3,247	\$3,345	\$3,445	\$3,548	\$3,655	\$3,765	\$3,877	\$3,994	\$4,114	\$4,237	\$4,364
Little Cay	\$ 1,375	2,440	\$3,355,000	\$52,398	\$3,355	\$3,456	\$3,559	\$3,666	\$3,776	\$3,889	\$4,006	\$4,126	\$4,250	\$4,378	\$4,509	\$4,644	\$4,783
Marina Village	\$ 866	1,200	\$1,039,200	\$16,230	\$1,039	\$1,070	\$1,102	\$1,136	\$1,170	\$1,205	\$1,241	\$1,278	\$1,316	\$1,356	\$1,397	\$1,438	\$1,482
Bluff Bay Above Commercial	\$ 866	1,479	\$1,280,814	\$20,003	\$1,281	\$1,319	\$1,359	\$1,400	\$1,442	\$1,485	\$1,529	\$1,575	\$1,622	\$1,671	\$1,721	\$1,773	\$1,826
Bluff Bay Townhomes	\$ 971	1,942	\$1,885,682	\$29,450	\$1,886	\$1,942	\$2,001	\$2,061	\$2,122	\$2,186	\$2,252	\$2,319	\$2,389	\$2,460	\$2,534	\$2,610	\$2,689
Bluff Bay - 2 Story	\$ 972	1,943	\$1,888,596	\$29,496	\$1,889	\$1,945	\$2,004	\$2,064	\$2,126	\$2,189	\$2,255	\$2,323	\$2,392	\$2,464	\$2,538	\$2,614	\$2,693
Quaker Ruins	\$ 1,156	2,068	\$2,390,608	\$37,336	\$2,391	\$2,462	\$2,536	\$2,612	\$2,691	\$2,771	\$2,855	\$2,940	\$3,028	\$3,119	\$3,213	\$3,309	\$3,408
Condo-Hotel	\$ 1,225	2,140	\$2,621,500	\$40,942	\$2,622	\$2,700	\$2,781	\$2,865	\$2,951	\$3,039	\$3,130	\$3,224	\$3,321	\$3,420	\$3,523	\$3,629	\$3,738
Fractional (1/12 Shares)	\$ 1,884	2,068	\$324,676	\$5,071	\$325	\$334	\$344	\$355	\$365	\$376	\$388	\$399	\$411	\$424	\$436	\$449	\$463
Mount Alma Estate Lots			\$1,800,500	\$28,120	\$1,801	\$1,855	\$1,910	\$1,967	\$2,026	\$2,087	\$2,150	\$2,214	\$2,281	\$2,349	\$2,420	\$2,492	\$2,567
Pre-Sales Revenues																	
	\$ Per SF	Unit Size	Unit Price	Total	Deposit @ 25%												
Cove Residences	\$ 1,500	3,889	\$5,833,500	\$14,970	\$0	\$0	\$0	\$0	\$8,207	\$6,763	\$0	\$0	\$0	\$0	\$0	\$0	\$0
The Bluff Residences	\$ 1,500	3,750	\$5,625,000	\$14,044	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$6,918	\$7,126	\$0	\$0	\$0	\$0
Marina Residences	\$ 1,313	3,821	\$5,016,973	\$37,189	\$0	\$12,919	\$13,306	\$10,964	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Golf Residences	\$ 1,312	3,889	\$5,102,368	\$13,137	\$0	\$0	\$0	\$0	\$5,743	\$7,394	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Golf Villas A	\$ 1,187	2,333	\$2,769,271	\$4,279	\$0	\$4,279	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Golf Villas B	\$ 1,187	2,333	\$2,769,271	\$13,419	\$0	\$0	\$6,610	\$6,809	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Golf Villas C	\$ 1,187	2,342	\$2,779,954	\$10,032	\$0	\$0	\$0	\$4,557	\$5,476	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Golf Villas D	\$ 1,312	2,333	\$3,060,896	\$5,245	\$0	\$0	\$0	\$0	\$2,584	\$2,661	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Little Cay	\$ 1,375	2,440	\$3,355,000	\$8,639	\$0	\$8,639	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marina Village	\$ 866	1,200	\$1,039,200	\$14,713	\$0	\$0	\$0	\$4,258	\$4,386	\$4,518	\$1,551	\$0	\$0	\$0	\$0	\$0	\$0
Bluff Bay Above Commercial	\$ 866	1,479	\$1,280,814	\$4,262	\$0	\$0	\$0	\$2,099	\$2,162	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bluff Bay Townhomes	\$ 971	1,942	\$1,885,682	\$13,411	\$0	\$0	\$0	\$0	\$0	\$3,279	\$10,132	\$0	\$0	\$0	\$0	\$0	\$0
Bluff Bay - 2 Story	\$ 972	1,943	\$1,888,596	\$51,631	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,614	\$12,560	\$15,401	\$12,056	\$0	\$0
Quaker Ruins	\$ 1,156	2,068	\$2,390,608	\$22,698	\$0	\$0	\$0	\$0	\$2,018	\$6,928	\$7,136	\$6,615	\$0	\$0	\$0	\$0	\$0
Condo-Hotel	\$ 1,225	2,140	\$2,621,500	\$43,850	\$0	\$21,601	\$22,249	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fractional (1/12 Shares)	\$ 1,884	2,068	\$3,896,112	\$66,807	\$0	\$0	\$9,472	\$10,643	\$11,876	\$12,233	\$12,600	\$9,983	\$0	\$0	\$0	\$0	\$0
Mount Alma Estate Lots			\$1,800,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Revenues, Fee-Owned				\$338,326	\$0	\$47,438	\$51,638	\$39,331	\$42,452	\$43,776	\$31,419	\$35,130	\$19,686	\$15,401	\$12,056	\$0	\$0

SECTION 2
CASH FLOW ANALYSIS - RESIDENTIAL AND CONDO-HOTEL
BEEF ISLAND, BRITISH VIRGIN ISLANDS
FEBRUARY 2007

				TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAF 2019 12
				TOTAL	•	•		•	•	•	v	· ·	•	•	10		12
Closing Revenues	A.D. 05			<b>-</b>	01 : 6 750/												
	\$ Per SF	Unit Size	Unit Price	<u>Total</u>	Closing @ 75%				••	001001	***					••	
Cove Residences	\$ 1,500	3,889	\$5,833,500	\$44,909	\$0	\$0	\$0	\$0	\$0	\$24,621	\$20,288	\$0	\$0	\$0	\$0	\$0	
he Bluff Residences	\$ 1,500	3,750	\$5,625,000	\$42,131	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$20,754	\$21,377	\$0	\$0	
Marina Residences	\$ 1,313	3,821	\$5,016,973	\$111,568	\$0	\$0	\$38,756	\$39,919	\$32,893	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Golf Residences	\$ 1,312	3,889	\$5,102,368	\$39,410	\$0	\$0	\$0	\$0	\$0	\$17,228	\$22,181	\$0	\$0	\$0	\$0	\$0	
Golf Villas A	\$ 1,187	2,333	\$2,769,271	\$12,836	\$0	\$0	\$12,836	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Golf Villas B	\$ 1,187	2,333	\$2,769,271	\$40,257	\$0	\$0	\$0	\$19,831	\$20,426	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Golf Villas C	\$ 1,187	2,342	\$2,779,954	\$30,096	\$0	\$0	\$0	\$0	\$13,670	\$16,427	\$0	\$0	\$0	\$0	\$0	\$0	
Golf Villas D	\$ 1,312	2,333	\$3,060,896	\$15,735	\$0	\$0	\$0	\$0	\$0	\$7,751	\$7,984	\$0	\$0	\$0	\$0	\$0	
ittle Cay	\$ 1,375	2,440	\$3,355,000	\$25,917	\$0	\$0	\$25,917	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Marina Village	\$ 866	1,200	\$1,039,200	\$44,140	\$0	\$0	\$0	\$0	\$12,775	\$13,158	\$13,553	\$4,653	\$0	\$0	\$0	\$0	
Bluff Bay Above Commercial	\$ 866	1,479	\$1,280,814	\$12,785	\$0	\$0	\$0	\$0	\$6,298	\$6,487	\$0	\$0	\$0	\$0	\$0	\$0	
Bluff Bay Townhomes	\$ 971	1,942	\$1,885,682	\$40,234	\$0	\$0	\$0	\$0	\$0	\$0	\$9,837	\$30,397	\$0	\$0	\$0	\$0	
Bluff Bay - 2 Story	\$ 972	1,943	\$1,888,596	\$154,893	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$34,841	\$37,681	\$46,204	\$36,168	
Quaker Ruins	\$ 1,156	2,068	\$2,390,608	\$68,094	\$0	\$0	\$0	\$0	\$0	\$6,054	\$20,785	\$21,409	\$19,846	\$0	\$0	\$0	
Condo-Hotel	\$ 1,225	2,140	\$2,621,500	\$223,218	\$0	\$0	\$0	\$223,218	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
ractional	\$ 1,884	2,068	\$3,896,112	\$200,421	\$0	\$0	\$0	\$28,417	\$31,930	\$35,629	\$36,698	\$37,799	\$29,948	\$0	\$0	\$0	
Mount Alma Estate Lots			\$1,800,500	\$82,061	\$0	\$0	\$13,371	\$13,772	\$14,185	\$14,611	\$15,049	\$11,072	\$0	\$0	\$0	\$0	
Total Revenues, Fee-Owned				\$1,188,705	\$0	\$0	\$90,880	\$325,157	\$132,178	\$141,967	\$146,376	\$105,329	\$105,389	\$59,057	\$46,204	\$36,168	
Total Revenues	\$ Per SF	Unit Size	Unit Price	Total													
Cove Residences	\$ 1,125	3.889	\$4,375,125	\$59.879	\$0	\$0	\$0	\$0	\$8,207	\$31,384	\$20,288	\$0	\$0	\$0	\$0	\$0	
he Bluff Residences	\$ 833	3,750	\$3,123,750	\$56,174	\$0	\$0	\$0	\$0	\$0,207	\$0	\$0,288	\$6,918	\$27.880	\$21.377	\$0	\$0	
Marina Residences	\$ 591	3,821	\$2,258,211	\$148.757	\$0	\$12.919	\$52.062	\$50.883	\$32.893	\$0	\$0	\$0,510	\$0	\$0	\$0	\$0	
Solf Residences	\$ 525	3.889	\$2,256,211	\$52,546	\$0	\$12,919	\$52,062	\$50,063 \$0	\$5,743	\$24,622	\$22,181	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Bolf Villas A	\$ 1.187	2.333	\$2,769,271	\$17,114	\$0	\$4.279	\$12,836	\$0 \$0	\$5,745 \$0	\$24,622	\$22,101	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Golf Villas B	\$ 1,187	2,333	\$2,769,271	\$53.676	\$0	\$4,279	\$6,610	\$26.640	\$20.426	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Bolf Villas C	\$ 1,187	2,333	\$2,779,954	\$40,128	\$0	\$0 \$0	\$0,610	\$4,557	\$19,145	\$16,427	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Golf Villas D	\$ 1,107	2,342	\$3,060,896	\$20.980	\$0	\$0	\$0 \$0	\$4,557 \$0	\$2,584	\$10,427	\$7.984	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
ittle Cay	\$ 1,312	2,333	\$3,060,696	\$34,557	\$0	\$8,639	\$25,917	\$0 \$0	\$2,364	\$10,413	\$1,964	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Ittle Cay Marina Village	\$ 1,281	1,200	\$3,125,640	\$34,557 \$58.853	\$0 \$0	\$8,639 \$0	\$25,917	\$4.258	\$17.161	\$0 \$17.676	\$15.104	\$4.653	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
						\$0	\$0 \$0			. ,	, .	\$4,033 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Bluff Bay Above Commercial	\$ 866 \$ 971	1,479 1.942	\$1,280,814	\$17,047 \$53.645	\$0	\$0 \$0	\$0 \$0	\$2,099	\$8,460 \$0	\$6,487	\$0		\$0 \$0	\$0 \$0		\$0 \$0	
Bluff Bay Townhomes			\$1,885,682		\$0			\$0 \$0		\$3,279	\$19,969	\$30,397			\$0		
Bluff Bay - 2 Story	\$ 972	1,943	\$1,888,596	\$206,524	\$0	\$0 \$0	\$0 ©0	\$0 \$0	\$0	\$0	\$0	\$11,614	\$47,401	\$53,082	\$58,260	\$36,168	
Quaker Ruins	\$ 1,156	2,068	\$2,390,608	\$90,792	\$0	\$0	\$0	\$0	\$2,018	\$12,982	\$27,922	\$28,024	\$19,846	\$0	\$0	\$0	
Condo-Hotel	\$ 1,225	2,140	\$2,621,500	\$267,068	\$0	\$21,601	\$22,249	\$223,218	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Fractional (1/12 Shares)	\$ 1,800	2,068	\$3,722,400	\$267,229	\$0	\$0	\$9,472	\$39,060	\$43,807	\$47,862	\$49,297	\$47,782	\$29,948	\$0	\$0	\$0	
Mount Alma Estate Lots			\$1,800,500	\$82,061	\$0	\$0	\$13,371	\$13,772	\$14,185	\$14,611	\$15,049	\$11,072	\$0	\$0	\$0	\$0	

SECTION 2
CASH FLOW ANALYSIS - RESIDENTIAL AND CONDO-HOTEL
BEEF ISLAND, BRITISH VIRGIN ISLANDS
FEBRUARY 2007

				TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
COSTS (000s)				TOTAL	v	'	2	<u> </u>	4	<u> </u>	•	'	•	9	10	''	12
Residential Construction Costs			Per														
	Per SF	Unit Size	Unit/Key														
Cove Residences	\$285	3,889	\$1,108,365	\$11,377	\$0	\$0	\$0	\$0	\$6,237	\$5,140	\$0	\$0	\$0	\$0	\$0	\$0	\$0
The Bluff Residences	\$288	3,750	\$1,080,000	\$10,786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,313	\$5,472	\$0	\$0	\$0	\$0
Marina Residences	\$286 \$285	3,821	\$1,092,806	\$32,403	\$0	\$11,256	\$11,594	\$9,553	\$0	\$0	\$0 \$0	\$0 ©0	\$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0
Golf Residences		3,889	\$1,108,365	\$11,414	\$0	\$0	\$0 ©0	\$0	\$4,990	\$6,424		\$0 ©0	\$0				\$0
Golf Villas A Golf Villas B	\$363 \$363	2,333	\$846,879	\$5,234	\$0 \$0	\$5,234	\$0	\$0 \$8.329	\$0 \$0	\$0 \$0	\$0						
		2,333	\$846,879	\$16,415		\$0	\$8,086			\$0 \$0							\$0
Golf Villas C Golf Villas D	\$362 \$363	2,342 2.333	\$847,804 \$846,879	\$12,238 \$5,805	\$0 \$0	\$0 \$0	\$0 \$0	\$5,559 \$0	\$6,679 \$2,860	\$0 \$2.945	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
		2,333					\$0 \$0	\$0 \$0		\$2,945 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0
Little Cay	\$355		\$866,200	\$8,922	\$0	\$8,922			\$0							\$0 \$0	
Marina Village Bluff Bay Above Commercial	\$490 \$418	1,200 1,479	\$588,000 \$618,222	\$33,300 \$8,228	\$0 \$0	\$0 \$0	\$0 \$0	\$9,638 \$4,053	\$9,927 \$4,175	\$10,225 \$0	\$3,511 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
		1,479				\$0 \$0	\$0 \$0					\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0
Bluff Bay Townhomes	\$355 \$404	1,942	\$689,410 \$784.972	\$19,613 \$85.839	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$4,795 \$0	\$14,817 \$0		\$20,882	\$25.605	\$20.044	\$0 \$0	\$0
Bluff Bay - 2 Story Quaker Ruins	\$404 \$405	2.068	\$837,540	\$85,839 \$31.809	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$2.828	\$9,709	\$10,001	\$19,308 \$9,271	\$20,882	\$25,605	\$20,044	\$0 \$0	\$0
Condo-Hotel	\$405 \$536	2,068	\$837,540 \$1,147,040	\$31,809 \$113,419	\$0 \$0	\$113,419	\$0 \$0	\$0 \$0	\$2,828 \$0	\$9,709	\$10,001	\$9,271	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
FFE FFE	<b>\$536</b>				\$0 \$0	\$113,419				\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0
Fractional (1/12 Shares)	\$47	2,140 2,068	\$104,456 \$97,196	\$10,642 \$6,667	\$0 \$0	\$3,443 \$0	\$3,546 \$945	\$3,653 \$1,062	\$0 \$1,185	\$1,221	\$1,257	\$996	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
FFE FFE	<b>347</b>	2,068	\$8,617	\$7,092	\$0	\$0 \$0		\$1,002	\$1,165	\$1,221	\$1,338	\$1,060	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	
Mount Alma Estate Lots	\$0	2,068	\$8,617	\$7,092	\$0 \$0	\$0 \$0	\$1,006 \$0	\$1,130	\$1,261	\$1,299	\$1,338 \$0	\$1,060	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0	\$0 \$0
	• -		ΦU									• •		**	• • • • • • • • • • • • • • • • • • • •	•	
Total Vertical Construction Costs (Fee-	-Owned I	Land Only)		\$431,201	\$0	\$142,274	\$25,177	\$42,976	\$40,142	\$41,758	\$30,923	\$35,948	\$26,354	\$25,605	\$20,044	\$0	\$0
Hard Costs Without Contingency			12.1%	\$431,201	<b>\$0</b> \$0	\$142,274	\$25,177	\$42,976	\$40,142	\$41,758	\$30,923	\$35,948	\$26,354	\$25,605	\$20,044 \$2,425	\$0 ©0	\$0
Contingency Total Hard Costs With Contingency (Fe	o Holdin	ae)	12.1%	\$52,175 <b>\$483,376</b>	\$0 \$0	\$17,215 <b>\$159.489</b>	\$3,046 \$28.223	\$5,200 <b>\$48,176</b>	\$4,857 <b>\$44.999</b>	\$5,053 <b>\$46.811</b>	\$3,742 <b>\$34.665</b>	\$4,350 <b>\$40.298</b>	\$3,189 <b>\$29.543</b>	\$3,098 <b>\$28,703</b>	\$2,425 \$22.469	\$0 <b>\$0</b>	\$0 <b>\$0</b>
Total Hard Costs With Contingency (Fe	e Holuli	iys <i>)</i>		φ <del>4</del> 03,370	40	\$133,403	\$20,223	φ40,170	<b>944,333</b>	\$40,011	<b>\$34,003</b>	\$40,230	φ29,J43	\$20,703	<b>\$22,403</b>	40	φυ
SOFT COSTS																	
Builders' Risk Insurance		1.1%		\$4,579	\$0	\$1,511	\$267	\$456	\$426	\$443	\$328	\$382	\$280	\$272	\$213	\$0	\$0
JV Liability Insurance		0.6%		\$2,380	\$0	\$785	\$139	\$237	\$222	\$231	\$171	\$198	\$145	\$141	\$111	\$0	\$0
Permit Fees		1.1%		\$4,946	\$0	\$1,632	\$289	\$493	\$460	\$479	\$355	\$412	\$302	\$294	\$230	\$0	\$0
JV Operating Expenses		0.4%		\$1,828	\$0	\$603	\$107	\$182	\$170	\$177	\$131	\$152	\$112	\$109	\$85	\$0	\$0
Legal, Registration, Bonds		1.8%		\$7,775	\$0	\$2,565	\$454	\$775	\$724	\$753	\$558	\$648	\$475	\$462	\$361	\$0	\$0
Residential FF&E		0.8%		\$3,657	\$0	\$1,206	\$213	\$364	\$340	\$354	\$262	\$305	\$223	\$217	\$170	\$0	\$0
Professional Fees		4.1%		\$17,584	\$0	\$5,802	\$1,027	\$1,753	\$1,637	\$1,703	\$1,261	\$1,466	\$1,075	\$1,044	\$817	\$0	\$0
Direct Marketing & Sales - Residential		8.5%		\$100,108	\$0	\$4,032	\$10,172	\$26,491	\$9,914	\$10,478	\$9,643	\$6,936	\$8,086	\$6,329	\$4,952	\$3,074	\$0
Direct Marketing & Sales - Fractional		24.0%		\$64,135	\$0	\$0	\$2,273	\$9,375	\$10,514	\$11,487	\$11,831	\$11,468	\$7,188	\$0	\$0	\$0	\$0
Direct Marketing & Sales - Lots		5.0%		\$4,103	\$0	\$0	\$669	\$689	\$709	\$731	\$752	\$554	\$0	\$0	\$0	\$0	\$0
Brand/ M&S Fee - Residential		5.3%		\$62,420	\$0	\$2,514	\$6,343	\$16,518	\$6,182	\$6,533	\$6,013	\$4,325	\$5,042	\$3,946	\$3,088	\$1,917	\$0
Brand/ M&S Fee - Fractional		8.5%		\$22,714	\$0	\$0	\$805	\$3,320	\$3,724	\$4,068	\$4,190	\$4,061	\$2,546	\$0	\$0	\$0	\$0
On-Site Project Management		0.1% 4.0%		\$313	\$0	\$103	\$18	\$31	\$29	\$30	\$22	\$26	\$19	\$19	\$15	\$0	\$0
Developer Fee (All Cost excluding Land a Contingency on Soft Costs Other Than M		4.0% 5.0%		\$31,585 \$4,275	\$0 \$0	\$7,362 \$1,411	\$2,172 \$250	\$4,371 \$426	\$3,218 \$398	\$3,388 \$414	\$2,820 \$307	\$2,864 \$356	\$2,212 \$261	\$1,672 \$254	\$1,308 \$199	\$200 \$0	\$0
	rig.	5.0%								<u> </u>						•	\$0
TOTAL SOFT COSTS				\$332,403	\$0	\$29,527	\$25,198	\$65,481	\$38,667	\$41,269	\$38,644	\$34,154	\$27,966	\$14,758	\$11,549	\$5,191	\$0

SECTION 2
CASH FLOW ANALYSIS - RESIDENTIAL AND CONDO-HOTEL
BEEF ISLAND, BRITISH VIRGIN ISLANDS
FEBRUARY 2007

			TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
SPA DEVELOPMENT COSTS																
Hard Costs			\$4,400	\$0	\$2,000	\$2,400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Soft Costs			\$600	\$0	\$200	\$400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contingency	10.0%	of all costs	\$440	\$0	\$200	\$240	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL SPA DEVELOPMENT COSTS			\$5,440	\$0	\$2,400	\$3,040	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL COSTS			\$821,219	\$0	\$191,416	\$56,461	\$113,657	\$83,666	\$88,079	\$73,310	\$74,452	\$57,509	\$43,461	\$34,018	\$5,191	\$0
TOTAL REVENUE			\$1,527,031	\$0	\$47,438	\$142,518	\$364,487	\$174,630	\$185,742	\$177,795	\$140,459	\$125,075	\$74,458	\$58,260	\$36,168	\$0
HARD COSTS			\$488,816	\$0	\$161,889	\$31,263	\$48,176	\$44,999	\$46,811	\$34,665	\$40,298	\$29,543	\$28,703	\$22,469	\$0	\$0
SOFT COSTS			\$332,403	\$0	\$29,527	\$25,198	\$65,481	\$38,667	\$41,269	\$38,644	\$34,154	\$27,966	\$14,758	\$11,549	\$5,191	\$0
TOTAL COSTS			\$821,219	\$0	\$191,416	\$56,461	\$113,657	\$83,666	\$88,079	\$73,310	\$74,452	\$57,509	\$43,461	\$34,018	\$5,191	\$0
TOTAL NET REVENUE			\$705,811	\$0	(\$143,978)	\$86,058	\$250,831	\$90,963	\$97,663	\$104,485	\$66,008	\$67,566	\$30,997	\$24,242	\$30,977	\$0

IRR (Hotel/Condo & Residential) 89%
IRR (Residential Only) 89%

TOTAL FEE-OWNED NPV

NPV @ 20%
NPV @ 25%
NPV @ 30%
\$159,573

## SECTION 3 CASH FLOW ANALYSIS CONDO HOTEL - OPERATING BUDGET BEEF ISLAND, BRITISH VIRGIN ISLANDS

			TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
ASSUMPTIONS																
Annual Price Escalation Annual Cost Escalation		3% 3%														
JNIT ABSORPTION (CLOSINGS) 1/																
FEE-OWNED	Max		Total													
Product Type	Abs.		Units													
Cove Residences	1		9		0	0	1	1	1	1	1	1	1	1	1	0
The Bluff Residences	1		8		0	0	1	0	1	1	1	1	1	1	1	0
Marina Residences	3		28		0	0	1	1	3	3	3	3	5	4	5	0
Golf Residences	2		9		0	0	0	1	1	1	1	1	1	2	1	0
Golf Villas A	1		6		1	0	0	1	1	1	1	1	0	0	0	0
Golf Villas B	2		18		1	1	1	1	2	2	2	2	2	2	2	0
Golf Villas C	2		13		1	1	1	0	1	1	1	1	2	2	2	0
Golf Villas D	1		6		0	1	1	1	1	1	1	0	0	0	0	0
Little Cay	2		10		0	0	0	0	1	1	1	2	2	2	1	0
Marina Village	25		50		25	25	0	0	0	0	0	0	0	0	0	0
Bluff Bay Above Commercial	6		12		6	6	0	0	0	0	0	0	0	0	0	0
Bluff Bay Townhomes	24		24		0	0	0	3	3	3	3	3	3	2	2	2
Bluff Bay - 2 Story	85		85		0	0	0	9	9	9	9	9	10	10	10	10
Quaker Ruins	32		32		0	0	0	3	3	4	4	4	4	4	3	3
Condo-Hotel	24		0		Ö	ō	ō	Ö	ō	0	Ó	Ó	0	Ó	Ö	ō
Fractional (1/12 Shares)	130		720		0	ō	110	120	130	130	130	100	Ō	Ö	0	ō
Mount Alma Estate Lots	40		40		5	5	4	4	4	4	4	4	4	2	ō	Ö
Total Units, Fee-Owned			1,070		39	39	120	145	161	162	162	132	35	32	28	15
LEASEHOLD	Max		Total													
Product Type	Abs.		Units													
Cove Residences	1		0		0	0	0	0	0	0	0	0	0	0	0	0
The Bluff Residences	1		0		0	0	0	0	0	0	0	0	0	0	0	0
Marina Residences	3		0		0	0	0	0	0	0	0	0	0	0	0	0
Golf Residences	2		0		0	0	0	0	0	0	0	0	0	0	0	0
Golf Villas A	1		0		0	0	0	0	0	0	0	0	0	0	0	0
Golf Villas B	2		0		0	0	0	0	0	0	0	0	0	0	0	0
Golf Villas C	2		0		0	0	0	0	0	0	0	0	0	0	0	0
Golf Villas D	1		0		0	0	0	0	0	0	0	0	0	0	0	0
Little Cay	2		0		0	0	0	0	0	0	0	0	0	0	0	0
Marina Village	25		0		0	0	0	0	0	0	0	0	0	0	0	0
Bluff Bay Above Commercial	6		0		0	0	0	0	0	0	0	0	0	0	0	0
Bluff Bay Townhomes	24		0		0	0	0	0	0	0	0	0	0	0	0	0
Bluff Bay - 2 Story	85		0 0	)	0	0	0	0	0	0	0	0	0	0	0	0
Quaker Ruins	32		0		0	0	0	0	0	0	0	0	0	0	0	0
Condo-Hotel	24		96		24	24	24	24	0	0	0	0	0	0	0	0
Fractional	130		0		0	0	0	0	0	0	0	0	0	0	0	0
Mount Alma Estate Lots	40		0		Ō	Ō	Ō	Ō	Ō	0	Ö	Ō	Ō	Ō	ō	Ō
Total Units, Leasehold			96		24	24	24	24	0	0	0	0	0	0	0	0
TOTAL ABSORPTION, FEE AND I	I FASEHOLD		1,166		63	63	144	169	161	162	162	132	35	32	28	15
TOTAL ADSORPTION, FEE AND I	LLAGLIULD		1,100		03	03	144	103	101	102	102	132	33	32	20	13

RESIDENTIAL REVENUES (in 000s)

FEE-OWNED

#### **SECTION 3 CASH FLOW ANALYSIS CONDO HOTEL - OPERATING BUDGET BEEF ISLAND, BRITISH VIRGIN ISLANDS**

			YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR	YEAR
		TOTAL	2007 0	2008 1	2009 2	2010 3	2011 4	2012 5	2013 6	2014 7	2015 8	2016 9	2017 10	2018 11	2019 12
	Unit Price	Total													
Cove Residences	\$4,667,000	\$27,075		\$0	\$0	\$5,100	\$5,253	\$5,410	\$5,573	\$5,740	\$5,912	\$6,089	\$6,272	\$6,460	\$
The Bluff Residences	\$4,500,000	\$21,042		\$0	\$0	\$4,917	\$0	\$5,217	\$5,373	\$5,534	\$5,700	\$5,871	\$6,048	\$6,229	9
Marina Residences	\$4,013,000	\$52,040		\$0	\$0	\$4,385	\$4,517	\$13,957	\$14,375	\$14,806	\$15,251	\$26,180	\$21,573	\$27,775	\$
Golf Residences	\$4,083,000	\$19,226		\$0	\$0	\$0	\$4,595	\$4,733	\$4,875	\$5,022	\$5,172	\$5,327	\$10,974	\$5,652	\$
Golf Villas A	\$2,216,000	\$12,717		\$2,282	\$0	\$0	\$2,494	\$2,569	\$2,646	\$2,725	\$2,807	\$0	\$0	\$0	\$
Golf Villas B	\$2,216,000	\$25,430		\$2,282	\$2,351	\$2,421	\$2,494	\$5,138	\$5,292	\$5,451	\$5,614	\$5,783	\$5,956	\$6,135	\$
Golf Villas C	\$2,224,000	\$15,049		\$2,291	\$2,359	\$2,430	\$0	\$2,578	\$2,656	\$2,735	\$2,817	\$5,804	\$5,978	\$6,157	9
Golf Villas D	\$2,449,000	\$16,806		\$0	\$2,598	\$2.676	\$2,756	\$2,839	\$2,924	\$3,012	\$0	\$0	\$0	\$0	9
Little Cay	\$2,684,000	\$9,617		\$0	\$0	\$0	\$0	\$3,111	\$3,205	\$3,301	\$6,800	\$7,004	\$7,214	\$3,715	9
Marina Village	\$990,000	\$51,750		\$25,493	\$26.257	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Bluff Bay Above Commercial	\$1,220,000	\$15,305		\$7,540	\$7.766	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Bluff Bay Townhomes	\$1,796,000	\$25,371		\$0	\$0	\$0	\$6.064	\$6,246	\$6,434	\$6.627	\$6.825	\$7.030	\$4.827	\$4.972	\$5.12
Bluff Bay - 2 Story	\$1,798,000	\$76,196		\$0	\$0	\$0	\$18,213	\$18,759	\$19,322	\$19,902	\$20,499	\$23,460	\$24,164	\$24,889	\$25,63
Quaker Ruins	\$1,913,000	\$31,660		\$0	\$0	\$0	\$6,459	\$6,653	\$9,137	\$9,411	\$9,693	\$9,984	\$10,284	\$7,944	\$8,18
Condo-Hotel	\$2,675,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Fractional	\$259.000	\$186,759		\$0	\$0	\$31.132	\$34,981	\$39,033	\$40,204	\$41,410	\$32,809	\$0	\$0	\$0	\$
Mount Alma Estate Lots	\$1,385,000	\$46,619		\$7,133	\$7,347	\$6,054	\$6,235	\$6,422	\$6,615	\$6,814	\$7,018	\$7,228	\$3,723	\$0	\$
Total Revenues, Fee-Owned		\$632,663		\$47,021	\$48,678	\$59,115	\$94,062	\$122,666	\$128,630	\$132,489	\$126,919	\$109,761	\$107,012	\$99,928	\$38,93
LEASEHOLD															
	Unit Price	Total													
Cove Residences	\$4.667.000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
The Bluff Residences	\$4.500.000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Marina Residences	\$4,013,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Golf Residences	\$4.083.000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Golf Villas A	\$2,216,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	9
Golf Villas B	\$2,216,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Golf Villas C	\$2,224,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	9
Golf Villas D	\$2,449,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	9
Little Cay	\$2,684,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Marina Village	\$990,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	3
Bluff Bay Above Commercial	\$1,220,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Bluff Bay Townhomes	\$1,796,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Bluff Bay - 2 Story	\$1,798,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Quaker Ruins	\$1,913,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0 \$0	\$0	\$0	\$0	\$0	\$0	9
Condo-Hotel	\$2,675,000	\$276,647		\$66,126	\$68.110	\$70,153	\$72,258	\$0	\$0	\$0	\$0	\$0	\$0	\$0	9
CONDU-1 IOLEI	\$259,000	\$276,647		\$00,126	\$66,110	\$70,153	\$12,230	\$0 \$0	\$0	\$0 \$0	\$0	\$0	\$0 \$0	\$0 \$0	3
Eractional					<b>⊅</b> U	φU	φU	φU	φU	φU	φU	φU	<b>Φ</b> U		
Fractional Mount Alma Estate Lots	\$1,385,000	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$

#### ASSUMPTIONS

\$2,621,500 Condo Hotel Unit Average Price Annual Price Escalation 3% 3% Annual Cost Escalation

#### CONDO HOTEL RENTAL PROGRAM CASH FLOW

Product Type Keys in Rental Pool None

96 320 100% of units Total Days Available 88% of year Project Occupancy

(Assumes owner use 45 days) 71% 71% 71% 71% 71% 71% 71%

SECTION 3
CASH FLOW ANALYSIS
CONDO HOTEL - OPERATING BUDGET
BEEF ISLAND, BRITISH VIRGIN ISLANDS

			TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
Occupied Guest Nights																
	Keys in	Rental Pool														
Type 1		38	84,345	0	0	0	7,201	7,987	8,430	8,675	8,675	8,675	8,675	8,675	8,675	8,675
Type 2 Type 3		34 24	73,802 52,716	0	0	0	6,301 4,500	6,989 4,992	7,376 5,268	7,591 5,422	7,591 5,422	7,591 5,422	7,591 5,422	7,591 5,422	7,591 5,422	7,591 5,422
							, , , , ,									
TOTAL GUEST NIGHTS		96	210,862	0	0	0	18,002	19,968	21,074	21,688	21,688	21,688	21,688	21,688	21,688	21,68
Room Revenue by Type (000's)																
	Mix	R per Guest Night	2/													
Type 1	40%	\$500	\$23,829	\$0	\$0	\$0	\$3,934	\$4,495	\$4,886	\$5,179	\$5,335	\$5,495	\$5,660	\$5,829	\$6,004	\$6,18
Type 2	35%	\$600	\$21,508	\$0	\$0	\$0	\$3,780	\$4,193	\$4,426	\$4,555	\$4,555	\$4,555	\$4,555	\$4,555	\$4,555	\$4,55
Type 3	25%	\$700	\$17,924	\$0	\$0	\$0	\$3,150	\$3,494	\$3,688	\$3,795	\$3,795	\$3,795	\$3,795	\$3,795	\$3,795	\$3,79
Total/Wtd. Avg.		\$585	\$63,261	\$0	\$0	\$0	\$10,865	\$12,183	\$13,000	\$13,529	\$13,685	\$13,845	\$14,010	\$14,179	\$14,354	\$14,53
"Marketing" Program/Mgmt Fees		10%	\$13,418	\$0	\$0	\$0	\$1,086	\$1,218	\$1,300	\$1,353	\$1,368	\$1,384	\$1,401	\$1,418	\$1,435	\$1,45
% Residual Revenue After Marketin	ng/Mgmt	90%	\$120,766	\$0	\$0	\$0	\$9,778	\$10,964	\$11,700	\$12,176	\$12,316	\$12,460	\$12,609	\$12,762	\$12,919	\$13,08
% to Owners		35%	\$42,268	\$0	\$0	\$0	\$3,422	\$3,837	\$4,095	\$4,262	\$4,311	\$4,361	\$4,413	\$4,467	\$4,522	\$4,57
% of Sales Price (3-5% targe	et)		, ,	0.0%	0.0%	0.0%	1.4%	1.5%	1.6%	1.7%	1.7%	1.7%	1.8%	1.8%	1.8%	1.8
% of Sales Price (3-5% targe	et)				0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	200.0%	300.0%	400.0%	500.0
% to Developer		65%	\$78,498	\$0	\$0	\$0	\$6,356	\$7,127	\$7,605	\$7,915	\$8,006	\$8,099	\$8,196	\$8,295	\$8,397	\$8,50
+ Marketing Program)		10% of room revenue	\$13,418	\$0	\$0	\$0	\$1,086	\$1,218	\$1,300	\$1,353	\$1,368	\$1,384	\$1,401	\$1,418	\$1,435	\$1,45
otel Operator Room Income			\$91,916	\$0	\$0	\$0	\$7,443	\$8,345	\$8,905	\$9,268	\$9,374	\$9,484	\$9,597	\$9,713	\$9,833	\$9,95
Other Revenue by Types																
Telephone	1% c	of Room Revenue	\$1,342	\$0	\$0	\$0	\$109	\$122	\$130	\$135	\$137	\$138	\$140	\$142	\$144	\$14
Gift Shop	4% c	of Room Revenue	\$4,965	\$0	\$0	\$0	\$402	\$451	\$481	\$501	\$506	\$512	\$518	\$525	\$531	\$53
Food and Beverage	42% c	of Room Revenue	\$56,760	\$0	\$0	\$0	\$4,596	\$5,153	\$5,499	\$5,723	\$5,789	\$5,856	\$5,926	\$5,998	\$6,072	\$6,14
Spa	4% c	of Room Revenue	\$5,904	\$0	\$0	\$0	\$478	\$536	\$572	\$595	\$602	\$609	\$616	\$624	\$632	\$64
Recreation (incl. Resort Fee)		of Room Revenue	\$6,709	\$0	\$0	\$0	\$543	\$609	\$650	\$676	\$684	\$692	\$700	\$709	\$718	\$72
Condo Mgmt Fee		of Room Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
Other Income	1% c	of Room Revenue	\$1,208	\$0	\$0	\$0	\$98	\$110	\$117	\$122	\$123	\$125	\$126	\$128	\$129	\$13
otel Other Revenue			\$76,887	\$0	\$0	\$0	\$6,226	\$6,981	\$7,449	\$7,752	\$7,841	\$7,933	\$8,028	\$8,125	\$8,225	\$8,32
OTAL REVENUE FROM HOTEL OPE	RATIONS		\$168,803	\$0	\$0	\$0	\$13,668	\$15,326	\$16,353	\$17,020	\$17,215	\$17,417	\$17,624	\$17,838	\$18,058	\$18,284

SECTION 3
CASH FLOW ANALYSIS
CONDO HOTEL - OPERATING BUDGET
BEEF ISLAND, BRITISH VIRGIN ISLANDS

		TOTAL	YEAR 2007 0	YEAR 2008	YEAR 2009 2	YEAR 2010 3	YEAR 2011	YEAR 2012 5	YEAR 2013 6	YEAR 2014	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
O HOTEL OPERATIONS COSTS		TOTAL	•		-	<u> </u>		<u> </u>	•	· ·		<u> </u>			12
Expenses by Types (000's)															
Rooms	24% of Room Revenue	\$32,204	\$0	\$0	\$0	\$2.608	\$2,924	\$3,120	\$3,247	\$3,284	\$3,323	\$3,362	\$3,403	\$3,445	5
Telephone	70% of Telephone Revenue	\$939	\$0	\$0	\$0	\$76	\$85	\$91	\$95	\$96	\$97	\$98	\$99	\$100	
Gift Shop	75% of Gift Shop Revenue	\$3,724	\$0	\$0	\$0	\$302	\$338	\$361	\$375	\$380	\$384	\$389	\$393	\$398	
Food and Beverage	85% of Food & Beverage Re	\$48,246	\$0	\$0	\$0	\$3,907	\$4,380	\$4,674	\$4,864	\$4,920	\$4,978	\$5,037	\$5,098	\$5,161	
Spa	77% of Spa Revenue	\$4,546	\$0	\$0	\$0	\$368	\$413	\$440	\$458	\$464	\$469	\$475	\$480	\$486	
Recreation (incl. Resort Fee)	70% of Recreation Revenue	\$4,696	\$0	\$0	\$0	\$380	\$426	\$455	\$474	\$479	\$485	\$490	\$496	\$502	
Condo Mgmt Fee	0.0% of Condo Mgmt. Reven	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Other Income	15.0% of Other Income Reven	\$181	\$0	\$0	\$0	\$15	\$16	\$18	\$18	\$18	\$19	\$19	\$19	\$19	
Administrative	7.5% of Total Revenue	\$12,610	\$0	\$0	\$0	\$1,021	\$1,145	\$1,222	\$1,271	\$1,286	\$1,301	\$1,317	\$1,332	\$1,349	
Credit Card Commissions	1.7% of Total Revenue	\$2,870	\$0	\$0	\$0	\$232	\$261	\$278	\$289	\$293	\$296	\$300	\$303	\$307	
Utilities	4.8% of Total Revenue	\$8,119	\$0	\$0	\$0	\$657	\$737	\$787	\$819	\$828	\$838	\$848	\$858	\$869	
Repairs & Maintenance	6.2% of Total Revenue	\$10,466	\$0	\$0	\$0	\$847	\$950	\$1,014	\$1,055	\$1,067	\$1,080	\$1,093	\$1,106	\$1,120	
Sales & Marketing	5.2% of Total Revenue	\$8,778	\$0	\$0	\$0	\$711	\$797	\$850	\$885	\$895	\$906	\$916	\$928	\$939	
Groups Services Fee	1.5% of Total Revenue	\$2,532	\$0	\$0	\$0	\$205	\$230	\$245	\$255	\$258	\$261	\$264	\$268	\$271	
FF&E Escrow	3.2% of Total Revenue	\$5,402	\$0	\$0	\$0	\$437	\$490	\$523	\$545	\$551	\$557	\$564	\$571	\$578	
Base Management Fee	3.0% of Total Revenue	\$5,064	\$0	\$0	\$0	\$410	\$460	\$491	\$511	\$516	\$523	\$529	\$535	\$542	
Building & GL Insurance	2.1% of Total Revenue	\$5,064	\$0	\$0	\$0	\$410	\$460	\$491	\$511	\$516	\$523	\$529	\$535	\$542	
Permits & Licenses	0.1% of Total Revenue	\$169	\$0	\$0	\$0	\$14	\$15	\$16	\$17	\$17	\$17	\$18	\$18	\$18	
Equipment Rental	0.3% of Total Revenue	\$523	\$0	\$0	\$0	\$42	\$48	\$51	\$53	\$53	\$54	\$55	\$55	\$56	
Other Lease	0.7% of Total Revenue	\$1,232	\$0	\$0	\$0	\$100	\$112	\$119	\$124	\$126	\$127	\$129	\$130	\$132	
tel Expenses		\$157,365	\$0	\$0	\$0	\$12,742	\$14,287	\$15,245	\$15,867	\$16,049	\$16,237	\$16,430	\$16,629	\$16,834	,
T HOTEL OPERATOR PROFITS	·	\$11,438	\$0	\$0	\$0	\$926	\$1,038	\$1,108	\$1,153	\$1,167	\$1,180	\$1,194	\$1,209	\$1,224	

IRR N/A

TOTAL CONDO-HOTEL NPV			
	NPV @	20%	\$3,199
	NPV @	25%	\$2,488
	NPV @	30%	\$1,975

## SECTION 4 CASH FLOW ANALYSIS MARINA BEEF ISLAND, BRITISH VIRGIN ISLANDS

				YEAR 2007	YEAR 2008	YEAR 2009	YEAR 2010	YEAR 2011	YEAR 2012	YEAR 2013	YEAR 2014	YEAR 2015	YEAR 2016	YEAR 2017	YEAR 2018	YEAR 2019
			TOTAL	0	1	2	3	4	5	6	7	8	9	10	11	12
ASSUMPTIONS																
Number of Slips			200													
Slip Availabilty by Year			200	0	0	30	60	90	120	150	180	200	200	200	200	200
Occupancy Low Season (Ma Occupancy Middle Season (D Occupancy High Season (D Available Rental Days Low S Available Rental Days Middl Available Rental Days High	AugNov.) ecApril) Season e Season Season		30% 65% 100% 92 122 151			828	1,656	2,484	3,312	4.140	4,968	5,520	5,520	5,520	5,520	5,520
Occupied Low Season Slip Occupied Middle Season Sli				-	-	2,379	4,758	7,137	3,312 9,516	4,140 11,895	4,968 14,274	15,860	5,520 15,860	5,520 15,860	5,520 15,860	15,860
Occupied High Season Slip				-	=	4,530	9,060	13,590	18,120	22,650	27,180	30,200	30,200	30,200	30,200	30,200
Inner Basin Residential Inner Basin Commercial Mega Yacht Basin	% of Total 41.0% 20.5% 0.0% 16.0% 15.0% 0.0% 1.0% 5.0%	Slip Size 40-50 Ft 51-60 Ft 61-80+ Ft 40-50 Ft 51-60 Ft 61-80+ Ft 80-99 Ft 100-150 Ft 150+ Ft	Avg. Boat Size (Ft.) 45 55 70 45 55 70 80 125 200	ı	Daily Slip Rates/Ft High Season \$2.25 \$2.25 \$2.75 \$2.10 \$2.10 \$2.50 \$2.75 \$3.25 \$3.75		ntal Rates/Day High Season \$101 \$124 \$193 \$95 \$116 \$175 \$220 \$406 \$750		aily Slip Rates/Ft Middle Season \$1.80 \$1.80 \$2.20 \$1.68 \$1.68 \$2.00 \$2.20 \$2.60 \$3.00		ntal Rates/Day liddle Season \$81 \$99 \$154 \$76 \$92 \$140 \$176 \$325 \$600		aily Slip Rates/Ft Low Season \$1.35 \$1.35 \$1.65 \$1.26 \$1.26 \$1.50 \$1.65 \$1.25		ntal Rates/Day Low Season \$61 \$74 \$116 \$57 \$69 \$105 \$132 \$244 \$450	
Price Escalation Rate	1.570	130111	3%		ψ0.70		ψ/ 30		ψ3.00		φ000		Ψ2.20		ψ+30	
MARINA REVENUES (in 00	0's)		55													
High Season	•															
riigii Seasoii	% of Total	Slip Size														
Inner Basin Residential	41.0% 20.5% 0.0%	40-50 Ft 51-60 Ft 61-80+ Ft	\$13,059 \$7,981 \$0	\$0 \$0 \$0	\$0 \$0 \$0	\$200 \$122 \$0	\$411 \$251 \$0	\$635 \$388 \$0	\$872 \$533 \$0	\$1,123 \$686 \$0	\$1,388 \$848 \$0	\$1,588 \$971 \$0	\$1,636 \$1,000 \$0	\$1,685 \$1,030 \$0	\$1,735 \$1,061 \$0	\$1,787 \$1,092 \$0
Inner Basin Commercial	16.0% 15.0% 0.0%	40-50 Ft 51-60 Ft 61-80+ Ft	\$4,757 \$5,450 \$0	\$0 \$0 \$0	\$0 \$0 \$0	\$73 \$83 \$0	\$150 \$172 \$0	\$231 \$265 \$0	\$318 \$364 \$0	\$409 \$469 \$0	\$505 \$579 \$0	\$578 \$663 \$0	\$596 \$683 \$0	\$614 \$703 \$0	\$632 \$724 \$0	\$651 \$746 \$0
Mega Yacht Basin	1.0% 5.0% 1.5%	80-99 Ft 100-150 Ft 150+ Ft	\$692 \$6,390 \$3,539	\$0 \$0 \$0	\$0 \$0 \$0	\$11 \$98 \$54	\$22 \$201 \$111	\$34 \$311 \$172	\$46 \$427 \$236	\$59 \$549 \$304	\$74 \$679 \$376	\$84 \$777 \$430	\$87 \$800 \$443	\$89 \$824 \$457	\$92 \$849 \$470	\$95 \$875 \$484
Marina High Season Rever		130+11	\$41,868	\$0	\$0	\$640	\$1,318	\$2,036	\$2,796	\$3,599	\$4,449	\$5,092	\$5,244	\$5,402	\$5,564	\$5,731
Middle Season							12775									
	% of Total 41.0%	Slip Size 40-50 Ft 51-60 Ft	\$5,487 \$3,353	\$0 \$0	\$0 \$0	\$84 \$51	\$173 \$106	\$267 \$163	\$366 \$224	\$472 \$288	\$583 \$356	\$667 \$408	\$687 \$420	\$708 \$433	\$729 \$446	\$751 \$459
Inner Basin Residential	20.5%				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inner Basin Residential Inner Basin Commercial	20.5% 0.0% 16.0% 15.0%	61-80+ Ft 40-50 Ft 51-60 Ft	\$0 \$1,998 \$2,290	\$0 \$0 \$0	\$0 \$0	\$31 \$35	\$63 \$72	\$97 \$111	\$133 \$153	\$172 \$197	\$212 \$243	\$243 \$278	\$250 \$287	\$258 \$295	\$266 \$304	\$313
	0.0% 16.0%	61-80+ Ft 40-50 Ft	\$1,998	\$0	\$0											\$274 \$313 \$0 \$40 \$367 \$204

## SECTION 4 CASH FLOW ANALYSIS MARINA BEEF ISLAND, BRITISH VIRGIN ISLANDS

	TOTAL	2007 0	2008 1	2009 2	2010 3	YEAR 2011 4	2012 5	2013 6	YEAR 2014 7	2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
ow Season														
% of Total Slip Size														
nner Basin Residential 41.0% 40-50 Ft	\$1,432	\$0	\$0	\$22	\$45	\$70	\$96	\$123	\$152	\$174	\$179	\$185	\$190	\$196
20.5% 51-60 Ft	\$875	\$0	\$0	\$13	\$28	\$43	\$58	\$75	\$93	\$106	\$110	\$113	\$116	\$120
0.0% 61-80+ F	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
nner Basin Commercial 16.0% 40-50 Ft	\$522	\$0	\$0	\$8	\$16	\$25	\$35	\$45	\$55	\$63	\$65	\$67	\$69	\$7
15.0% 51-60 Ft	\$598	\$0	\$0	\$9	\$19	\$29	\$40	\$51	\$64	\$73	\$75	\$77	\$79	\$82
0.0% 61-80+ F	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
lega Yacht Basin 1.0% 80-99 Ft	\$76	\$0	\$0	\$1	\$2	\$4	\$5	\$7	\$8	\$9	\$10	\$10	\$10	\$10
5.0% 100-150 F	t \$701	\$0	\$0	\$11	\$22	\$34	\$47	\$60	\$74	\$85	\$88	\$90	\$93	\$90
1.5% 150+ Ft	\$388	\$0	\$0	\$6	\$12	\$19	\$26	\$33	\$41	\$47	\$49	\$50	\$52	\$5
arina Low Season Revenue	\$4,592	\$0	\$0	\$70	\$144	\$223	\$307	\$395	\$488	\$558	\$575	\$592	\$610	\$628
allons Sold 28,800 Year					28,800	29,700	30,600	31,500	32,400	33,400	34,400	35,400	36,500	37,600
uel Sales -Unleaded/Diesel \$2.75 Gallon	\$999	\$0	\$0	\$0	\$87	\$92	\$98	\$103	\$110	\$116	\$123	\$131	\$139	\$0
Jtilities/ # of Days Used		0	0	7,737	15,474	23,211	30,948	38,685	46,422	51,580	51,580	51,580	51,580	51,580
Itilities \$15.00 Day	\$8,060	\$0	\$0	\$123	\$254	\$392	\$538	\$693	\$856	\$980	\$1,010	\$1,040	\$1,071	\$1,103
other Revenue	\$9,058	\$0	\$0	\$123	\$340	\$484	\$636	\$796	\$966	\$1,096	\$1,133	\$1,171	\$1,210	\$1,103
otal Marina Revenue	\$73,108	\$0	\$0	\$1,102	\$2,356	\$3,598	\$4,913	\$6,303	\$7,772	\$8,885	\$9,156	\$9,434	\$9,721	\$9,870
	\$26,043													
MARINA COSTS (in 000's)														
PPERATING EXPENSES (in 000's)														
Fuel Sales Expenses 80% of revenues	\$799	\$0	\$0	\$0	\$69	\$74	\$78	\$83	\$88	\$93	\$99	\$105	\$111	\$0
Itility Expenses 80% of revenues	\$6.448	\$0 \$0	\$0 \$0	\$98	\$203	\$313	\$431	\$554	\$685	\$784	\$808	\$832	\$857	\$882
Operating Expense 55% of revenues		\$0 \$0	\$0	\$606	\$1.296	\$1.979	\$2,702	\$3,466	\$4.275	\$4.887	\$5.036	\$5.189	\$5.347	\$5,428
perating Expense 55% of revenues	\$40,210	ΨΟ	φυ	φ000	ψ1,230	ψ1,979	φ2,702	φ3,400	ψ4,273	ψ4,007	\$5,030	ψ3,109	ψ3,34 <i>1</i>	φ5,420
otal Marina Expenses	\$47,456	\$0	\$0	\$704	\$1,568	\$2,366	\$3,210	\$4,104	\$5,047	\$5,764	\$5,942	\$6,125	\$6,315	\$6,311
IARD COSTS														
Slip Construction	\$19,102	\$0	\$9,410	\$9,692	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
otal Construction Costs	\$19,102	\$0	\$9,410	\$9,692	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
lard Costs Without Contingency		\$0	\$9,410	\$9,692	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
ontingency 10.0%		\$0	\$941	\$969	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
otal Hard Costs With Contingency	\$21,013	\$0	\$10,351	\$10,662	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
OFT COSTS														
uilders Risk Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
/ Liability Insurance	\$90	\$90	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
/ Operating Expenses	\$69	\$69	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
roject Mgmt Ritz Carlton	\$100	\$30	\$30	\$40	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
ermitting	\$97	\$97	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
ofessional Fees	\$1,045	\$350	\$350	\$345	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
eveloper Fee (All Cost excluding Land and Financing)	4% \$897	\$25	\$429	\$442	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
otal Soft Costs	\$2,297	\$661	\$809	\$827	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1
	\$70,766	\$661	\$11,160	\$12,193	\$1,568	\$2,366	\$3,210	\$4,104	\$5,047	\$5,764	\$5,942	\$6,125	\$6,315	\$6,31

## SECTION 4 CASH FLOW ANALYSIS MARINA BEEF ISLAND, BRITISH VIRGIN ISLANDS

		TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
TOTAL REVENUE TOTAL COSTS		\$73,108 \$70,766	\$0 \$661	\$0 \$11,160	\$1,102 \$12,193	\$2,356 \$1,568	\$3,598 \$2,366	\$4,913 \$3,210	\$6,303 \$4,104	\$7,772 \$5,047	\$8,885 \$5,764	\$9,156 \$5,942	\$9,434 \$6,125	\$9,721 \$6,315	\$9,870 \$6,311
TOTAL NET REVENUE		\$2,343	(\$661)	(\$11,160)	(\$11,091)	\$788	\$1,232	\$1,702	\$2,199	\$2,725	\$3,121	\$3,214	\$3,309	\$3,407	\$3,559
TERMINAL VALUE REVENUE INCLUDING TERMINAL VALUE		## Cap Rate \$22,455	(\$661)	(\$11,160)	(\$11,091)	\$788	\$1,232	\$1,702	\$2,199 (A	\$36,721 \$39,446 Assuming Sale i	n 2013)				
IRR		14%													
TOTAL MARINA NPV NPV @ NPV @ NPV @	20% 25% 30%	(\$4,184) (\$6,373) (\$7,818)													

SECTION 5
CASH FLOW ANALYSIS
NON-EQUITY PRIVATE MEMBERSHIP GOLF CLUB WITH RESORT PLAY
BEEF ISLAND, BRITISH VIRGIN ISLANDS

		TOTAL	YEAR 2007 0	YEAR 2008	YEAR 2009	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
GOLF COURSE ASSUMPTIONS		IOTAL	U	1	2	3	4	5	ь	/	8	9	10	11	12
Number of Hotel Rooms Hotel Occupancy Rate	96					96 59%	96 65%	96 69%	96 71%	96 71%	96 71%	96 71%	96 71%	96 71%	96 71%
Hotel Occupied Rooms						56	62	66	68	68	68	68	68	68	68
Hotel Occupied Room Nights						20,533	22,776	24,037	24,738	24,738	24,738	24,738	24,738	24,738	24,738
Rounds per Hotel Room Night						0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.15	0.15
Estimated Hotel Rounds Demanded						3,100	3,400	3,600	3,700	3,700	3,700	3,700	3,700	3,700	3,700
Fractional Occupied Rooms	60					9	19	30	41	52	60	60	60	60	60
Fractional Occupancy Rate						59%	65%	69%	71%	71%	71%	71%	71%	71%	71%
Fractional Occupied Rounds per Fractional Room Night						1,925 0.25	4,508 0.25	7,512 0.25	10,565 0.25	13,400 0.25	15,461 0.25	15,461 0.25	15,461 0.25	15,461 0.25	15,461 0.25
Estimated Fractional Guest Rounds Demanded						500	1,100	1,900	2,600	3,300	3,900	3,900	3,900	3,900	3,900
Occupied Housing Units	350					116	155	206	256	306	344	377	350	350	350
Full Golf Member	30%	Participation Rate 200	Memerships M	lax		35	47	62	77	92	103	113	105	105	105
Member Rounds	25	rds/member/year				872	1,163	1,545	1,920	2,295	2,580	2,828	2,625	2,625	2,625
+ % of Guest Rounds						20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Guest Round Total Member Generated Rounds						200 1.100	200 1.400	300 1.800	400 2.300	500 2.800	500 3.100	600 3,400	500 3,100	500 3.100	500 3.100
Total Member Generated Rounds						1,100	1,400	1,800	2,300	2,800	3,100	3,400	3,100	3,100	3,100
Outside Recallable Memberships Sold						125	26	(13)	(15)	(15)	(11)	(10)	8	0	0
Total Potential Outside Memberships Cummulative Outside Members						165 125	154 151	138 138	123 123	108 108	97 97	87 87	95 95	95 95	95 95
Total Members						160	198	200	200	200	200	200	200	95 200	200
Member Rounds	40	rds/member/year				5,000	6,000	5,500	4.900	4,300	3,900	3.500	3.800	3.800	3,800
+ % of Guest Rounds		,				20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Guest Round						1,000	1,200	1,100	1,000	900	800	700	800	800	800
Total Member Generated Rounds						6,000	7,200	6,600	5,900	5,200	4,700	4,200	4,600	4,600	4,600
Total Rounds						10,700	13,100	13,900	14,500	15,000	15,400	15,200	15,300	15,300	15,300
Escalation Rate		3%													
REVENUE (000's)															
Annual New Members	200					160	87	1	0	0	0	0	0	0	0
Golf Initiation Fees	\$50,000	Non-Equity Golf Initial				\$55	\$56	\$58	\$60	\$61	\$63	\$65	\$67	\$69	\$71
GOLF INITIATION REVENUES		\$13,689	\$0	\$0	\$0	\$8,735	\$4,896	\$58	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Average Greens Fees (Including Cart)	\$200					\$219	\$225 5.900	\$232 6.900	\$239	\$246 8,400	\$253 8,900	\$261 8,900	\$269 8,900	\$277 8.900	\$285 8.900
Fee Paying Rounds GREEN FEES		\$19,853	\$0	\$0	\$0	4,800 <b>\$1,049</b>	\$1,328	\$1,600	7,700 <b>\$1,839</b>	\$,400 <b>\$2,066</b>	\$,900 <b>\$2,255</b>	\$,900 <b>\$2,322</b>	\$,900 <b>\$2,392</b>	\$,900 <b>\$2,464</b>	\$2,538
Dura Barina Marakana		·				400	400								
Dues Paying Members Annual Member Dues	\$5,000	per year				160 \$5,464	198 \$5.628	200 \$5.796	200 \$5,970	200 \$6,149	200 \$6.334	200 \$6.524	200 \$6,720	200 \$6.921	200 \$7.129
MEMBERSHIP DUES REVENUE	φυ,υυυ	\$12,294	\$0	\$0	\$0	\$873	\$1,111	\$1,159	\$1,194	\$1,230	\$1,267	\$1,305	\$1,344	\$1,384	\$1,426
		,	**	**	**	****	,	, .,	,	,=	,	,	,	,	. ,

SECTION 5
CASH FLOW ANALYSIS
NON-EQUITY PRIVATE MEMBERSHIP GOLF CLUB WITH RESORT PLAY
BEEF ISLAND, BRITISH VIRGIN ISLANDS

Food Sales Per Member/Year   \$1,500   per year   \$1,609   \$1,089   \$1,089   \$1,799   \$1,791   \$1,845   \$1,900   \$1,957   \$2,016   \$2,076   \$2,076   \$2,076   \$3,076   \$2,076   \$3,076			TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
Fixed Selline Per Member/Near  15.00 per year	Guest Rounds						4.800	5,900	6.900	7.700	8.400	8.900	8.900	8.900	8.900	8,900
From States Per Generation of S15 per round		\$1,500	per year													\$2,139 \$428
Property	Food Sales Per Guest/Round	\$15	per round													\$21
The District Performance of Performa																\$190
TWO SINGS SERVER MEMBER SAME SAME SAME SAME SAME SAME SAME SAME	OOD SALES REVENUES		\$5,176	\$0	\$0	\$0	\$341	\$433	\$468	\$496	\$524	\$549	\$565	\$582	\$600	\$618
The Shipp Sales Per Guest/Normal The Ship Sales Shi																\$1,711
100   100																\$342
RO SHOP REVENUE																\$2
EVENUE EXCLUDING MEMBERSHIPS \$41,762 \$0 \$0 \$0 \$0 \$2,552 \$3,239 \$3,625 \$3,954 \$4,270 \$4,544 \$4,679 \$4,820 \$4,965 \$5  OSTS (000°s)  OUF COURSE EXPENSES  oil Course Maintenance (including labor) \$80,025 \$0 \$0 \$0 \$0 \$700 \$721 \$743 \$765 \$788 \$811 \$838 \$861 \$887 oil and Gold Card Operations \$376, \$43,158 \$0 \$0 \$0 \$0 \$0 \$40 \$400 \$440 \$450 \$440 \$44			\$4,439													\$190 <b>\$532</b>
EVENUE EXCLUDING MEMBERSHIPS \$41,762 \$0 \$0 \$0 \$0 \$2,552 \$3,239 \$3,625 \$3,954 \$4,270 \$4,544 \$4,679 \$4,820 \$4,965 \$5  OSTS (000°s)  OUF COURSE EXPENSES  oil Course Maintenance (including labor) \$80,025 \$0 \$0 \$0 \$0 \$700 \$721 \$743 \$765 \$788 \$811 \$838 \$861 \$887 oil and Gold Card Operations \$376, \$43,158 \$0 \$0 \$0 \$0 \$0 \$40 \$400 \$440 \$450 \$440 \$44	OTAL REVENUE		\$55.450	\$0	¢n	\$0	\$11 287	\$8 135	\$3.683	\$3.954	\$4.270	\$4 544	\$4.679	\$4.820	\$4.965	\$5,114
### Course Maintenance (including labor)			, ,						,						, ,	
Colf Course Maintenance (including labor) \$8,025 \$0 \$0 \$0 \$0 \$700 \$721 \$743 \$765 \$788 \$811 \$836 \$861 \$887 old and Golf Car Operations \$4,815 \$0 \$0 \$0 \$0 \$0 \$420 \$433 \$446 \$449 \$477 \$487 \$502 \$517 \$322 \$100 \$400 \$400 \$400 \$400 \$400 \$400 \$400	EVENUE EXCLUDING MEMBERSHIPS		\$41,762	\$0	\$0	\$0	\$2,552	\$3,239	\$3,625	\$3,954	\$4,270	\$4,544	\$4,679	\$4,820	\$4,965	\$5,114
iol Course Maintenance (including labor)	COSTS (000's)															
Solid and Colf Carr Operations   Solid And Colf Carr Operation   Solid And Colf Carr Operations   Solid And Colf Carr Operation   Solid And Colf Carr Operations   Solid And Colf Carr Operation   Solid And Colf Carr Oper	GOLF COURSE EXPENSES															
Food & Bewrange Costs   30%   \$1,553   \$0   \$0   \$0   \$102   \$1300   \$140   \$149   \$157   \$165   \$170   \$175   \$180   \$380   \$180   \$88   \$88   \$80   \$50   \$0   \$0   \$101   \$217   \$234   \$248   \$248   \$262   \$2575   \$283   \$229   \$300   \$100   \$100   \$10	Solf Course Maintenance (including labor)		\$8,025	\$0	\$0	\$0	\$700	\$721	\$743	\$765	\$788	\$811	\$836	\$861	\$887	\$91
88 Expense (including payroll)         50%         \$2.588         \$0         \$0         \$0         \$171         \$2.17         \$2.24         \$2.48         \$2.62         \$2.75         \$2.83         \$2.91         \$300         \$10 <td>Solf and Golf Car Operations</td> <td></td> <td></td> <td></td> <td>\$0</td> <td>\$0</td> <td>\$420</td> <td></td> <td>\$446</td> <td>\$459</td> <td>\$473</td> <td>\$487</td> <td></td> <td></td> <td></td> <td>\$54</td>	Solf and Golf Car Operations				\$0	\$0	\$420		\$446	\$459	\$473	\$487				\$54
Embership Marketing																\$18
no Shop Coots 30% \$1.332 \$0 \$0 \$0 \$0 \$86 \$110 \$119 \$128 \$135 \$142 \$146 \$151 \$155 no 50 \$150 \$150 \$150 \$150 \$150 \$150 \$150 \$																\$30
Tro Shore Expense (Including payroll)																\$1
Separal Administrative (incl membership)																\$16
lanagement Fee		50%														\$26
Italities																\$32
Repairs   Maintenance   3.0%   \$1,253   \$0   \$0   \$0   \$77   \$97   \$109   \$119   \$128   \$136   \$140   \$145   \$149		4.5%														\$23
Second   S																\$6
ARD COSTS		3.0%														\$15
Clubhouse, Cart Storage and Maint Yard \$3,045 \$0 \$1,500 \$1,545 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	otal Golf Expenses		\$27,383	\$0	\$0	\$0	\$2,215	\$2,445	\$2,481	\$2,595	\$2,708	\$2,815	\$2,898	\$2,985	\$3,075	\$3,16
Source   Single   S	IARD COSTS															
State   Stat	Clubhouse, Cart Storage and Maint Yard		\$3,045	\$0	\$1,500	\$1,545					\$0					\$0
lard Costs Without Contingency   \$18,572   \$0   \$9,49   \$9,423   \$0   \$0   \$0   \$0   \$0   \$0   \$0   \$																\$0
Solid   Soli	otal Construction Costs		\$18,572	\$0	\$9,149	\$9,423	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$
September   Sept																\$1
Idea   State																\$ \$
Sicklaus Design Fee Six Insurance S1,167 S1,167 S0	• •		\$19,501	\$0	\$9,606	\$9,895	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1
Wildlers Risk Insurance         \$0																
V Liability Insurance \$59 \$59 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0																\$0
/ Operating Expenses																\$0
roject Management \$109 \$0 \$45 \$45 \$19 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0																\$0
rofessional Fees \$33 \$100 \$125 \$125 \$3 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0																\$0
ermitting         \$0																\$0
eveloper Fee (All Cost excluding Land and Financin; 4.00% \$849 \$55 \$391 \$403 \$1 \$0 \$0 \$0 \$0 \$0 \$0 \$0															\$0 \$0	\$0 \$0
		4.000/														\$0
		4.00%														\$(
OTAL COSTS \$49.466 \$1,426 \$10,168 \$10,467 \$2,238 \$2,445 \$2,481 \$2,595 \$2,708 \$2,815 \$2,898 \$2,985 \$3,075 \$3			. ,	. , .	• • • • • • • • • • • • • • • • • • • •	•••	, -	•	•	• •	•	**	• •	•	**	\$3,166

## SECTION 5 CASH FLOW ANALYSIS NON-EQUITY PRIVATE MEMBERSHIP GOLF CLUB WITH RESORT PLAY BEEF ISLAND, BRITISH VIRGIN ISLANDS

		TOTAL	YEAR 2007 0	YEAR 2008 1	YEAR 2009 2	YEAR 2010 3	YEAR 2011 4	YEAR 2012 5	YEAR 2013 6	YEAR 2014 7	YEAR 2015 8	YEAR 2016 9	YEAR 2017 10	YEAR 2018 11	YEAR 2019 12
TOTAL REVENUE TOTAL COSTS		\$55,450 \$49,466	\$0 \$1,426	\$0 \$10,168	\$0 \$10,467	\$11,287 \$2,238	\$8,135 \$2,445	\$3,683 \$2,481	\$3,954 \$2,595	\$4,270 \$2,708	\$4,544 \$2,815	\$4,679 \$2,898	\$4,820 \$2,985	\$4,965 \$3,075	\$5,114 \$3,166
TOTAL REVENUE		\$5,984	(\$1,426)	(\$10,168)	(\$10,467)	\$9,049	\$5,690	\$1,202	\$1,359	\$1,562	\$1,729	\$1,781	\$1,835	\$1,890	\$1,947
IRR	6%														

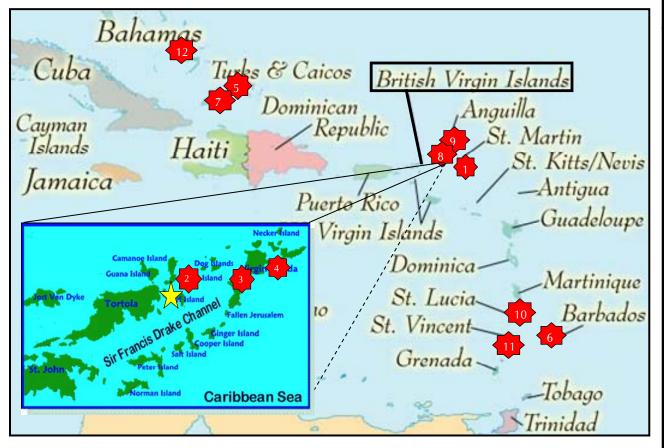
TOTAL GOLF NPV			
	NPV @	20%	(\$6,296)
	NPV @	25%	(\$7,195)
	NPV @	30%	(\$7,773)

### RESIDENTIAL CASE STUDIES



### MAP OF RELEVANT COMPETITIVE COMMUNITIES

15



Map Key	COMPETITIVE RESORT COMMUNITIES				
$\stackrel{\bigstar}{\sim}$	SUBJECT SITE				
1	Cupecoy Yacht Club & Villas				
2	Mainsail, Scrub Island Estates				
3	Oil Nut Bay Estates				
4	Villas at Little Dix Bay				
5	West Caicos Reserve				
6	Port St. Charles				
7	Turks & Caicos Sporting Club				
8	St. Regis Residences Retreat				
9	Viceroy Resorts and Residences				
10	The Landings				
11	Canouan Island				
12	Emerald Bay at Exuma				



04-10525.05

# EMERALD BAY AT EXUMA CASE STUDY GREAT EXUMA, BAHAMAS

#### Location:

Great Exuma, Bahamas

#### Type:

192 Rooms- Four Seasons Resort

18 Resort Residences

56 Grand Isle Villa Town homes

19 Marina Beach Estate Lots

45 Ocean Ridge Estate Lots

### Development Size:

470 Acres

#### **Project Start Date:**

Late 2002; Four Seasons Resort opened in 2004

#### **Brand Affiliation:**

Four Seasons Resorts

#### Type of Residential / Ownership: Freehold

**Buyer profile:** Mix of investors and owners/users. Buyers almost exclusively from North American market (US- East Coast & Canada), with growing European segment. Most buyers are using as 2<sup>nd</sup> home/vacation for a couple weeks or months per year.





16 04-10525.05

# EMERALD BAY AT EXUMA: CASE STUDY GREAT EXUMA, BAHAMAS

Amenities: Luxury spa, convention center, gated 24 hour security, on-site casino, fitness center, waterfront retail shopping, six Har-Tu tennis courts, private beach club, gourmet restaurants, Cabana spa and fitness club, mile long beach, full-service marina & amenities, private yacht club & clubhouse, non-motorized water sports

Beach Quality/Access: Mile-long, wide crescent shaped beach, outstanding quality, direct access from Four Seasons Resort, Resort Residences and Marina Beach Estates. Walking distance/short drive from Grand Isle Villas and Ocean Ridge Estates



Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range	\$/Size
Resort Residences	Ocean views/beachfront	18	16	0.33	1,680 – 2,590 SF	\$1,850,000 - \$3,500,000	\$1,101 – \$1,351 per SF
Grand Isle Villa Townhomes	High elevation, Ocean views	56	34	0.71	2,285 – 2,633 SF	\$925,000 - \$5,600,000	\$405 - \$2,127 per SF
Estate Lots	Golf & Ocean views/Marina	64	50	1.04	0.25 – 0.37 Acres	\$995,000 - \$5,750,000	\$3,980,000 - \$15,540,541 per Acre



17 04-10525.05

### EMERALD BAY AT EXUMA: CASE STUDY

### GREAT EXUMA, BAHAMAS

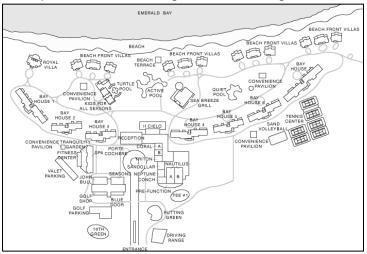
#### **FOUR SEASONS RESORT**

Year Built: 2004

Total Area: 20+ Acres # of Rooms: 198 Keys

#### Amenities:

- •Spa offering 17 indoor treatment rooms & 2 outdoor treatment cabanas
- •30,000 SF spa
- •1,900 SF fitness center with equipment, training & classes
- •2 gourmet restaurants: Il Cielo & Sea Breeze Grill
- •3 pools: Quiet, Active, & Children's
- •18-hole Championship golf course designed by Greg Norman
- •6 Har-Tru Tennis Courts
- •Water sports can be arranged via concierge service



#### Room Types:

- •138 Garden View/Ocean View/Beachfront
- •36 Junior Suites
- •6 Beachfront Suites
- •1 Royal Beachfront Villas
- •17 Private Residence Rentals



ROOM SIZE	WINTER	OFF-SEASON
Hotel		
Junior Suite	\$795-\$995	\$695-\$795
Beachfront Room	\$795-\$995	\$695-\$795
Partial Ocean View Room	\$450-\$700	\$325-\$425
Garden View Room	\$375-\$495	\$275-\$375
1-bdrm Beachfront Suite	\$1,950-\$2,450	\$1,450-\$1,950
Private Residences		
2-bdrm Beachfront	\$3,000-\$3,700	\$2,350-\$3,000
2-bdrm Bay House	\$2,020-\$2,595	\$1,400-\$2,020
1-bdrm Bay House	\$1,495-\$1,895	\$1,000



## EMERALD BAY AT EXUMA: CASE STUDY GREAT EXUMA, BAHAMAS

#### FOUR SEASONS RESORT RESIDENCE

Description: Oceanfront views, expansive outdoor areas, usage of Four Seasons Resort amenities, units are designed and maintained by the Four Seasons Resort

Total Units: 18 Price Range: \$1,650,000 to \$3,500,000 Units Sold: 16 Average Monthly Absorption: 0.33

		CONE	OMINIUM APART	MENT SALES			
APT #	# of BEDROOMS	# of BATHROOMS	FLOOR- LOCATION	APT SQ. FT	PRICE (\$US)	\$/SQ. FT (No Terrace)	SOLD
BAYHOUSE							
G	3	2	First - Corner	2,590	\$2,300,000	\$888	X
Н	2	3	First- Middle	1,680	\$1,950,000	\$1,161	Χ
1	2	3	First- Middle	1,680	NA	NA	X
J	3	2	First - Corner	2,590	NA	NA	X
K	3	2	Second - Corner	2,590	\$2,500,000	\$965	X
L	2	3	Second - Middle	1,680	\$1,850,000	\$1,101	X
М	2	3	Second - Middle	1,680	NA	NA	X
Ν	3	2	Second - Corner	2,590	NA	NA	X
Ο	3	2	Third - Corner	2,590	\$2,500,000	\$965	X
Р	2	3	Third - Middle	1,680	NA	NA	X
Q	2	3	Third - Middle	1,680	\$2,000,000	\$1,190	X
R	3	2	Third - Corner	2,590	\$2,500,000	\$965	Χ
BEACH VILLAS							
Α	3	3	First	2,200	NA	NA	Χ
В	3	3	First	2,500	3,500,000	\$1,400	
C	3	3	First	2,200	NA	NA	X
D	3	3	Second	2,200	NA	NA	X
E	3	3	Second	2,500	3,500,000	\$1,400	
F	3	3	Second	2,200	NA	NA	X





Bayhouse- 2 bdrms

19



Bayhouse- 3 bdrms & Beach Villas



## EMERALD BAY AT EXUMA: CASE STUDY GREAT EXUMA, BAHAMAS

#### **GRAND ISLE VILLAS**

Description: Located on highest elevation of Emerald Bay with panoramic view of island, gated community, pool pavilion with infinity pool, fitness center, tropical bar, and usage of Four Seasons Resort amenities

Total Units: 56 Units Sold: 34

Average Monthly Absorption: 0.7

Size Range: 2,285 to 2,633

Price Range: \$925,000 to \$5,600,000







				IOWNE	IOME SALES		
VILLA #	MODEL TYPE	# of BEDROOMS	BATHROOMS	FT	TERRACE SQ. FT	PRICE (\$US)	\$/SQ. FT
GRAND ISLE VIL	LAS						
42	Bahia Mar	2	2.5	2,285	294	\$2,295,000	\$1,004
31	Bahia Mar	2	2.5	2,285	294	\$1,595,000	\$698
30	Bahia Mar	2	2.5	2,285	294	\$1,495,000	\$654
19	Bahia Mar	2	2.5	2,285	294	\$1,495,000	\$654
18	Bahia Mar	2	2.5	2,285	294	\$1,595,000	\$698
7	Bahia Mar	2	2.5	2,285	294	\$1,350,000	\$591
6	Bahia Mar	2	2.5	2,285	294	\$1,350,000	\$591
15	Bahia Mar	2	2.5	2,285	294	\$1,350,000	\$591
14	Bahia Mar	2	2.5	2,285	294	\$1,350,000	\$591
32	Lucayan	2	2.5 or 3	2,484-2,633	421-534	\$1,795,000	\$723
29	Lucayan	2	2.5 or 4	2,484-2,634	421-535	\$1,750,000	\$705
1 <i>7</i>	Lucayan	2 or 3	2.5 or 3	2,484-2,633	421-534	\$1,750,000	\$705
20	Lucayan	2 or 3	2.5 or 3	2,484-2,633	421-534	\$1,750,000	\$705
PH 9	Penthouse	2 or 3	2.5 or 3	2,484-2,633	421-534	\$5,600,000	\$2,127
PH 102	Penthouse	2 or 3	2.5 or 4	2,484-2,633	421-534	\$2,500,000	\$1,006
PH 101	Penthouse	2 or 3	2.5 or 3	2,484-2,633	421-535	\$2,500,000	\$1,006
PH 112	Penthouse	2 or 3	2.5 or 3	2,484-2,633	421-534	\$2,500,000	\$1,006
PH 111	Penthouse	2 or 3	2.5 or 3	2,484-2,633	421-534	\$2,500,000	\$1,006
60	One Bedroom Flat	1	1	NA	NA	\$935,000	NA
59	One Bedroom Flat	1	1	NA	NA	\$925,000	NA
58	One Bedroom Flat	1	1	NA	NA	\$925,000	NA
57	One Bedroom Flat	1	1	NA	NA	\$935,000	NA



## EMERALD BAY AT EXUMA: CASE STUDY GREAT EXUMA, BAHAMAS

#### MARINA BEACH ESTATES

Description: Located across from Marina Village, includes private dock on harbor, private enclave with water views and beachfront

Total Units: 19 Units Sold: 13

Average Monthly Absorption: 0.2 Lot Size Range: 0.66 to 1.0 Acres

Price Range: \$2,175,000 to \$5,500,000



	RESIDENTIAL	LOT SALES	
LOT	LOT SIZE	PRICE	LOT
#	(ACRE)	(USD \$)	SOLD
MARINA BEACH I	ESTATES		
1	NA	NA	X
2	NA	\$2,300,000	
3	NA	\$2,300,000	
4	NA	NA	X
5	NA	\$2,175,000	
6	NA	NA	X
7	NA	\$3,000,000	
8	NA	\$5,500,000	
9	NA	\$5,500,000	
10	NA	NA	X
11	NA	NA	X
12	NA	NA	X
13	NA	NA	X
14	NA	NA	Χ
15	NA	NA	X
16	NA	NA	X
17	NA	NA	X
18	NA	NA	X
19	NA	NA	X

21



Walker's Cay



**Grand Cay** 

		AVAILABLE MOD			
MODEL NAME	# OF BEDROOMS	# OF Bathrooms	TOTAL AC SQ. FOOTAGE	GARAGE/ STORAGE	PORCH/ BALCONY SF
GRAND CAY	4	5	6,313	2 Car 1358 Sq. Ft	4,195
WALKER'S CAY	4	6.5	3,672	1 Car 400 Sq. Ft	710



### EMERALD BAY AT EXUMA: CASE STUDY GREAT EXUMA, BAHAMAS

**AVAILABLE MODEL TYPES** 

#### **OCEAN RIDGE ESTATES**

Description: Golf & Ocean Views, private gated neighborhood, encircled by waterfront fairways,

**Total Units: 45** Units Sold: 37

Average Monthly Absorption: 0.6 Lot Size Range: 0.25 to 0.37 Acres Price Range: \$995,000 to \$5,750,000



	8	TBD	\$1,295,000		
	9	TBD	\$5,750,000		
	10	TBD	NA	X	
	11	TBD	NA	X	
	12	TBD	NA	X	
	13	TBD	NA	X	
	14	TBD	NA	X	
	15	TBD	NA	X	
	16	TBD	NA	X	
	17	TBD	NA	X	
	18	TBD	NA	X	
	19	TBD	NA	X	
	20	TBD	NA	X	
F	21	TBD	NA	X	
Γ_	22	TBD	NA	X	
	23	TBD	NA	X	
	24	TBD	NA	X	
	25	TBD	NA	X	
	26	TBD	NA	X	
	27	TBD	NA	X	
	28	TBD	NA	X	
	29	TBD	\$995,000		
	30	TBD	NA	X	
	31	TBD	\$1,175,000		
	32 33	TBD TBD	NA NA	X X	
	33 34	TBD	NA NA	X	
	35	TBD	NA NA	X	
	36	TBD	NA NA	X	
	37	TBD	NA	X	
	38	TBD	NA	X	
	39	TBD	NA	X	
	40	TBD	\$995,000		
	41	TBD	\$995,000		
	42	TBD	NA	X	
	43 44	TBD	NA NA	X X	
	44 45	TBD TBD	NA NA	X X	
	43	IBD	INA	Λ	

LOT

OCEAN RIDGE ESTATES

LOT SIZE

(ACRE)

TBD

TBD

TBD TBD TBD

TBD

PRICE

(USD\$)

\$995,000

\$1,100,000

LOT

SOLD

Χ







	MODEL NAME	# OF BEDROOMS	# OF Bathrooms	TOTAL AC SQ. FOOTAGE	GARAGE/ STORAGE	PORCH/ BALCONY SF	20 21 22	TBD TBD	NA NA NA	X X X	
							23	TBD	NA	X	
	TREASURE CAY	4	3.5	2,502	1 Car	855	24	TBD	NA	X	
1					240 Sq. Ft		25	TBD	NA	X	
4				Guest Suite			26	TBD	NA	X	
45				490			27	TBD	NA	X	
				150			28	TBD	NA	X	
							29	TBD	\$995,000		
	CAPE ELUTHERA	1	4	3,190	1 Car	846	30	TBD	NA	X	
				,	400 Sq. Ft		31	TBD	\$1,175,000		
kc.					400 Sq. Ft		32	TBD	NA	X	
							33	TBD	NA	X	
				Guest Suite			34	TBD	NA	X	
61 4							35	TBD	NA	X	
				580 *			36	TBD	NA	X	
							37	TBD	NA	X	
							38	TBD	NA	X	
	HARBOR CAY	3	3	3,337	1 Car	1,787	39	TBD	NA	X	
٥					228 Sq. Ft *		40	TBD	\$995,000		
16				6 .6			41	TBD	\$995,000		
				Guest Suite			42	TBD	NA	X	
mi				254	Storage		43	TBD	NA	X	
					-		44	TBD	NA	X	
					144 Sq. Ft *		45	TBD	NA	X	



### MAINSAIL SCRUB ISLAND, BVI

Location:

Scrub Island, BVI

Type:

59 Condo-Hotel/Residential Units

54 Estate Lots

Development Size:

230 acres

**Project Start Date:** 

February 2005

**Brand Affiliation:** 

None

Type of Residential / Ownership: Hotel-Condominium & Single Family Estates- Freehold

Use Restriction: No restrictions on usage

Rental Structure/Split: Share of rental revenue based on overall performance, not individual units

**Buyer profile:** Primarily American buyers, most of whom have traveled to British Virgin Islands several times prior to purchase

Amenities: Full service marina, 3 beaches, spa, fitness center, nature trails, astronomy observatory, 2 swimming pools, dive shop, boat rentals, water sport, bars, grocery store, ferry boat to Tortola

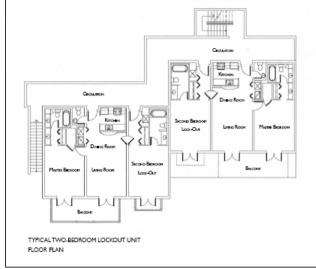




### MAINSAIL SCRUB ISLAND, BVI

Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range	\$/SF
Marina Suites 2 Bdrm/2.5 Bath	Marina Village	26	26	1.2	1,260 SF	\$850,000	\$675
Ocean View Villas 2 Bdrm/2 Bath	Ocean View	12	9	0.41	1,950 SF	\$2,200,000	\$1,128
Long View Residences 3 Bdrm/4 Bath	Bluff/ Ocean View	21	12	0.55	3,600 SF	\$2,000,000	\$556
Scrub Island Estate Lots	Beachfront	54	9	0.4	1.5 – 5 Acres	\$999,999 - \$1,999,999	\$590,913 (\$/Acre)









## VILLAS AT LITTLE DIX BAY VIRGIN GORDA, BVI

#### Location:

Virgin Gorda, BVI

#### Type:

Hotel/Resort – 122 Keys 10 Villa Lots, 6 Estate Lots

### Project Start Date:

Hotel/Resort – 1964 Villa/Lots- February 2005

#### **Brand Affiliation:**

Rosewood Resorts

#### **Development Size:**

500 Acres

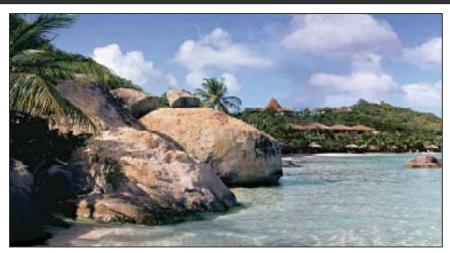
Type of Residential / Ownership: Hotel-Condominium & Single Family Estates- Freehold

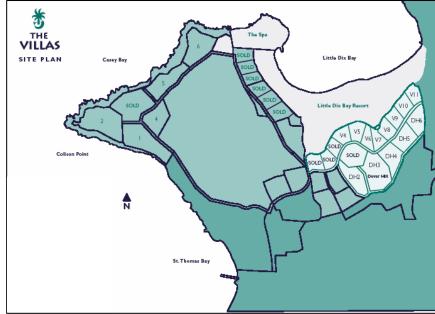
**Use Restrictions:** No restrictions, owner sets aside weeks if part of rental pool

**Rental Structure/Split:** Determine weeks of use, other weeks put into rental program

**Buyer profile:** Majority of clientele/buyers from the East Coast of United States

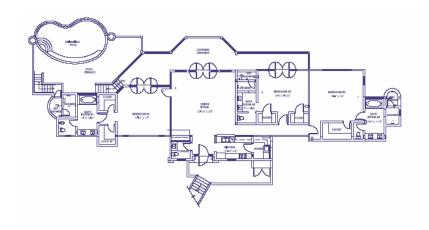
Amenities: Beach access, tennis facilities, exercise room, water sports equipment, restaurants & bars, spa facility, pool, conference room facilities, hiking/running trail







### VILLAS AT LITTLE DIX BAY VIRGIN GORDA, BVI









Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range (excluding terrace)	Sales Price Range	\$/SF
Villas 2-3 bdrm/2-3 bath Private pool	Ocean View	10	8	0.35	1,850 – 3,535 SF	\$2,450,000 – 4,200,000	\$1,188 - \$1,324
Colison & Casey Point Lots	Beachfront	6	3	0.14	2.31 – 4.08 Acres	\$2,200,000 - \$4,500,000	\$880,424( \$/Acre)



## WEST CAICOS RESERVE TURKS & CAICOS

Location:

**Turks & Caicos** 

Type:

60 Ritz Carlton Branded Villas 125 Suite Hotel 20 Estate Lots Cottages (TBD)

Marina Town homes (TBD)

**Development Size:** 

6,000 Acres

Project Start Date:

January 2005

**Brand Affiliation:** 

27

Ritz Carlton

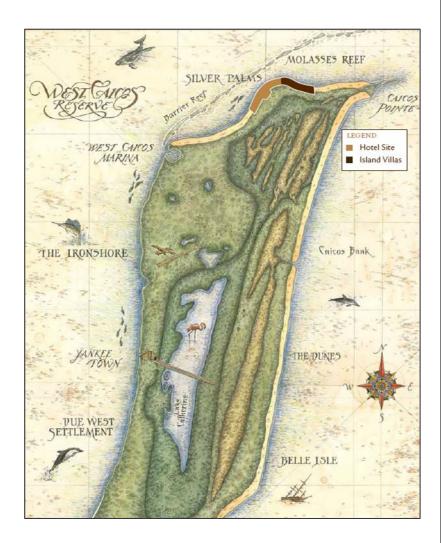
*Type of Residential / Ownership:* Hotel-Condominium & Single Family Estates- Freehold

Use Restriction: No restrictions on usage

Rental Structure/Split: Villas & cottages only, owners determine usage, when unused, put into rental pool, split not yet determined

**Buyer profile:** Mostly American buyers, some British and Italian buyers. Average age is 40-50 years old who use homes on part-time/vacation basis

Amenities: Full service marina, chip & putt course, waterfront village with boutiques, restaurants and bars, salt-water lap pool, spa, tennis courts, horseback riding, ½ mile beach, water sports, 90% of island will remain undeveloped, secluded plunge pools



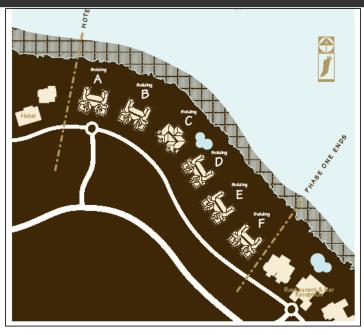


# WEST CAICOS RESERVE TURKS & CAICOS









Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range	\$/SF
Villas	Beachfront	35	22	0.9	2,703 – 5,560 SF	\$2,600,000- \$5,000,000	\$865 - \$962
Estate Home Lots	Beachfront	20	8	0.35	2 Acres	\$2,000,000 - \$11,000,000	\$1,000,000 - \$5,500,000 (\$/Acre)



# TURKS & CAICOS SPORTING CLUB AMBERGRIS CAY, TURKS & CAICOS

#### Location:

Ambergris Cay, Turks & Caicos

#### Type:

450 planned units 104 Lots released 52 cottages released

Amenities: Full service marina, luxury spa, welcome center, private runway, member's lodge, library, movie theater, billiards room, bowling alley, equestrian center, fitness center, squash courts, climbing wall, 3 restaurants, beach club, 5,700 foot paved landing strip, 30% of island undeveloped

**Development Size:** 

1,100 Acres

**Project Start Date:** 

October 2004

**Brand Affiliation:** 

Greenbrier Resort & Club

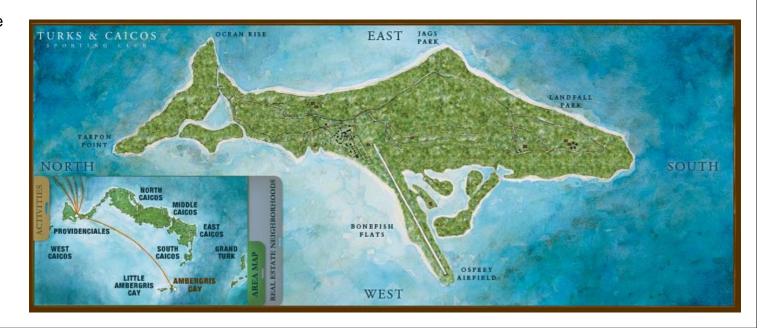
Type of Residential / Ownership: Single-Family

Residences - Freehold

Use Restriction: None

Rental Structure/Split: None

**Buyer profile:** Young families from the United States, Great Britain, and South America (Venezuela). Most buyers will use on part-time/vacation basis. Limited full-time users expected



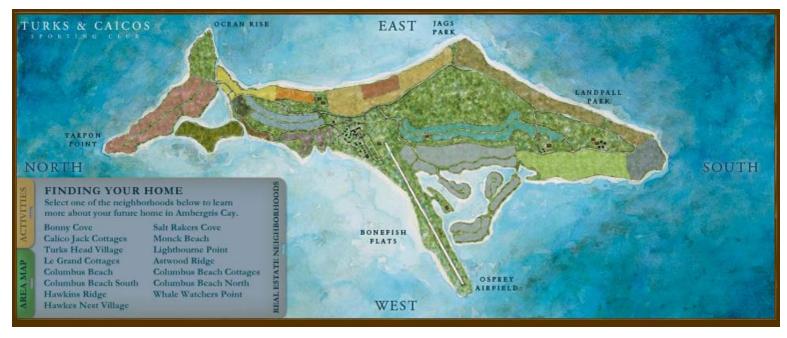


# TURKS & CAICOS SPORTING CLUB AMBERGRIS CAY, TURKS & CAICOS









Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range
Lots	Ocean view	104	91	6.5	0.33 – 3.0	\$575,000 - \$6,500,000
Cottages	Ocean view	52	52	3.4	.2550	\$525,000 - \$825,000



# ST. REGIS RESIDENCES RETREAT TEMENOS, ANGUILLA

Location:

Temenos, Anguilla

Type:

32- key Hotel

62 Ocean Front Reidences

10 Temenos Villas

18 Temenos Estates

**Development Size:** 

286 Acres

**Project Start Date:** 

2003

**Brand Affiliation:** 

Starwood Hotels & Resorts

31

Amenities: Greg Norman 18-hole Championship Golf Course (\$5,000 annual golf membership fee), luxury spa, tennis courts, fitness center, personal butler, swimming pools, meeting rooms, full use of resort amenities

Type of Residential / Ownership: Hotel-

Condominium – 125 yr Leasehold; Villas & Estates-Freehold

*Use Restriction:* Ocean Front – 8 weeks per year, or can pay 10% hotel tax for extended use

Rental Structure/Split: 60% Owner, 40% Hotel; Average week rental - \$30,000 to \$40,000

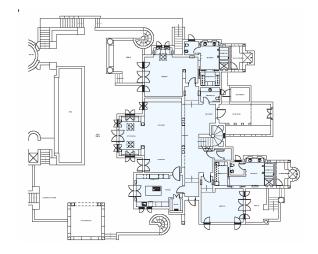
**Buyer profile:** Mostly American buyers (East Coast), with some European clientele. Expect to use for part-time/vacation, with most owners in rental pool





# ST. REGIS RESIDENCES RETREAT TEMENOS, ANGUILLA





Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range	\$/SF
Ocean Front Residences (1-3 bdrms/4 baths)	Beachfront/ Ocean view	62	40	0.83	1,100-2,400 SF	\$1,400,000- \$4,750,000	\$1,275- \$1,975
Temenos Villa (3-4 bdrm/4 bath)	Ocean & Golf views	10	8	0.17	3,200 SF	\$2,000,000 - \$11,000,000	\$1,625
Temenos Estates	Beachfront & Golf/Ocean views	18	14	0.29	4,850-5,033 SF	\$7,300,000- \$12,500,000	\$1,505- \$2,500



### THE PRESERVE AT BOTANY BAY ST. THOMAS, USVI

Location:

St. Thomas, USVI

Type:

40 Villas

52 Estate Lots (44 already

released)

Boutique hotel- TBD

**Development Size:** 

397 Acres

**Project Start Date:** 

July 2005

**Brand Affiliation:** 

None (currently negotiating with 5-star Hotel)

Type of Residential / Ownership: Villas & Estates-

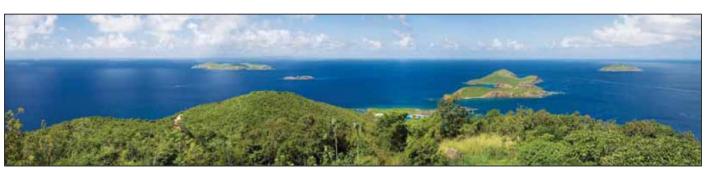
Freehold

Use Restriction: None

Rental Structure/Split: TBD

Buyer profile: Mostly American buyers (NY, CT, NJ)

**Amenities:** Beachfront Spa, Preserved ruins, Restaurants, Market Place, Concierge, Beach club







# THE PRESERVE AT BOTANY BAY ST. THOMAS, USVI





Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range
Villas	Beachfront & Ocean view	40	NA (10 Reserved)	NA	NA	NA
Estate Lots	Beachfront & Ocean view	52	30	1.7	2.35-9.75 Acres	\$950,000- \$2,450,000

34



## CANOUAN ISLAND THE GRENADINES

#### Location:

The Grenadines

#### Type:

Raffles Resort: 156 Suites
Tamarind Beach Hotel & Yacht
Club: 40 Rooms & Suites
Trump Estate Lot: 80
Trump Island Villas: 40

#### **Development Size:**

1,200 Acres

#### **Project Start Date:**

Raffles remodeled and reopened resort in mid-2004, Trump Island Villas began sales in January 2005

#### **Brand Affiliation:**

Raffles Hotels & Resorts

#### Type of Residential / Ownership: Single-Family

Residences - Freehold

Buyer profile: Mostly investors looking to own investment properties to include in rental program. Buyers are predominately from the United States, Canada, Great Britain, and Venezuela. Very few European buyers other than UK

Amenities: Affiliation with "The Moorings" marina, Trump International Golf Club, Jim Fazio 18-hole championship golf course, 2 beaches, Raffles Amrita luxury spa, golf pro-shop, fitness center, 4 tennis courts, flight concierge program, 4 restaurants & bars, casino on-site, 12,900 SF swimming pool, convention center/meeting rooms, Raffles private charter jet, 7 beaches







# CANOUAN ISLAND THE GRENADINES









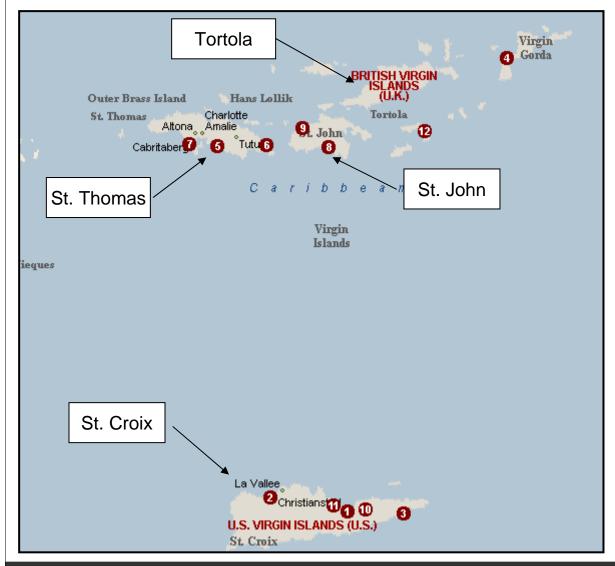
Unit Types	Unit Location	# of Units	Total # of Units Sold	Monthly Absorption	Size Range	Sales Price Range	\$/Size
Trump Golf & Beach Villas	Beach front & Golf front	40	10	0.43	2,583 – 4,252 SF	\$2,000,000 - \$4,500,000	\$774 - \$1,058 per SF
Trump Estate Lots		80	15	0.65	0.50 – 7.02 Acres	\$2,400,000 - \$4,000,000	\$949,476 - \$4,900,000 per Acre



## HOTEL CASE STUDIES



### MAP OF RELEVANT COMPARABLE HOTELS



Rel	Relevant Comparable Hotels				
1	The Buccaneer				
2	Carambola Beach Resort				
3	Divi Carina bay Resort and Casino				
4	Little Dix Bay				
5	Marriott Frenchman's Reef & Morning Star				
6	The Ritz-Carlton, St. Thomas				
7	Wyndham Sugar Bay Resort & Spa				
8	The Westin St. John Resort & Villas				
9	Caneel Bay				
10	Chenay Bay Beach Resort				
11	Colony Cove Beach Resort				
12	Peter Island Resort				



## THE BUCCANEER ST. CROIX, USVI

#### **GENERAL INFO**

Location:

St. Croix,

U.S. Virgin Islands

Type:

**Bungalow Hotel** 

### **FEATURES**

• NA

#### **MAP KEY:**

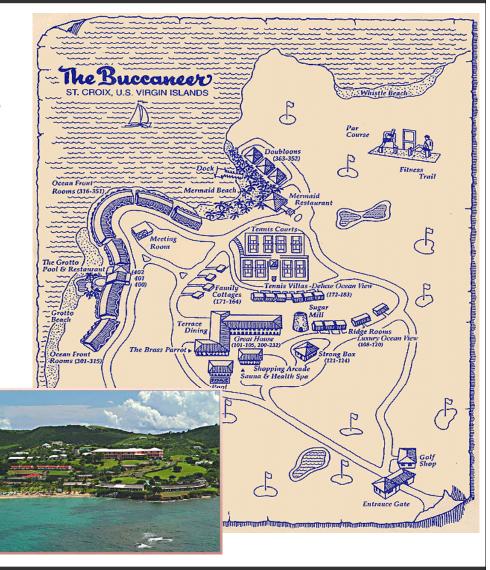
# of Keys: 138 Year Built: 1947

Year Renovated: 2005

#### **AMENITIES**

- Fitness Center
- Swimming Pool
- On-site Restaurant
- Child Care Available
- Massages

Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate
Mountain	\$310	\$265	\$265
Ocean View	\$550	\$400	\$365
Suite	\$580	\$420	\$400
Ocean Front	\$630	\$457	\$420
Average	\$518	\$386	\$363





# CARAMBOLA BEACH RESORT ST CROIX, USVI

#### **GENERAL INFO**

Location:

St. Croix,

U.S. Virgin Islands

Type:

**Bungalow Hotel** 

#### **AMENITIES**

- Fitness Room
- Two Restaurants
- Outdoor Pool
- Tennis Courts
- Whirlpool
- On-site Auto Rental
- Dive Shop
- Meeting Facilities
- Game Room
- Dry Cleaning Service
- Lounge
- Nearby Golf Course
- Ocean Side Private Beach

#### **MAP KEY:**

# of Keys: 151 (26 villas)

Year Built: 1960s

Year Renovated: 2006

#### **FEATURES**

- Air Conditioning
- In-room Safe
- Screened
   Porch/Veranda
- Outdoor Sitting Area

40



Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate
Garden	\$219	\$219	NA
Ocean Front Suite	\$230	\$272	NA
Luxury Ocean Front Suite	\$330	\$372	\$289
Davis Bay Suite	\$900	\$900	NA
Average	\$420	\$441	\$289



## DIVI CARINA BAY RESORT & CASINO ST CROIX, USVI

#### **GENERAL INFO**

Location:

St. Croix,

U.S. Virgin Islands

Type:

**Bungalow Hotel** 

#### **AMENITIES**

- Business Center
- Fitness Center
- Pool
- On-Site Restaurant
- Child Care Available
- Hot Tub/Whirlpool
- Outdoor Sundeck
- Bar/Lounge
- Beauty Salon
- Game Room
- Casino On-Site

#### **MAP KEY:**

# of Keys: 200

Year Built: 1999

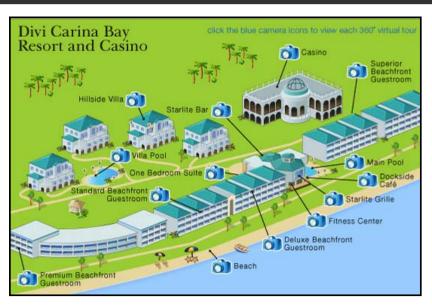
Year Renovated: 2006

#### **FEATURES**

- PrivateTerrace/Balcony
- Satellite TV & VCR
- Wireless Internet
- Free Local Calling



41



Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate
Standard	\$250	\$250	\$189
Premium King	\$339	\$339	\$258
Superior Beach Front	\$282	\$282	\$198
Deluxe Beach Front	\$329	\$329	\$248
Average	\$300	\$300	\$223



### LITTLE DIX BAY VIRGIN GORDA, BVI

#### **GENERAL INFO**

Location:

Virgin Gorda, British Virgin Islands

Type:

Boutique Hotel/Villa

#### MAP KEY:

# of Keys: 100 Year Built: 1964

Year Renovated: 2000

#### **FEATURES**

- Vaulted Ceilings
- Hand-Made Tile Floors
- Stone Decking
- Bose CD Player
- Mini-Barttle Bartel
- Fitness CenterTennis Courts

Airport Greeting

**AMENITIES** 

- Garden
- Hiking Trails
- Spa Service
- Child Care Available
- World-Class Spa
- Daily NY Times
   Facsimile





Room/View Type	Winter RAC Rate	Summer RAC Rate	Fall RAC Rate
Garden View	\$675	\$395	\$550
Premium Ocean View	\$895	\$525	\$625
Tree House Cottage	\$975	\$625	\$675
Ocean Cottage	\$1,000	\$675	\$750
Beach Front Cottage	\$1,100	\$725	\$850
Rosewood JR Suite	\$1,500	\$825	\$1,100
One-Bed Suite	\$2,100	\$1,025	\$1,500
Two-Bed Villa	\$3,800	\$2,100	\$2,800
Three-Bed Villa	\$5,000	\$2,600	\$3,600
Average	\$1,894	\$1,055	\$1,389



# CANEEL BAY ST JOHN, USVI

MAP KEY:

**# of Keys:** 170

Year Built: 1956

Year Renovated: 1999

### GENERAL INFO Location: St. John,

U.S. Virgin Islands

Type:

Boutique Hotel/Villa

### <u>AMENITIES</u>

Airport Greeting

 Welcome Bottle of Island Rum

Tennis Courts

Fitness Center

• 40' Pool

Garden

• NY Times Facsimile

Massage Service

### **FEATURES**

- Mini-Bar
- Bathrobes

Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate	Fall RAC Rate
Courtside	\$450	\$450	\$375	\$425
Garden View	\$625	\$625	\$495	\$550
Ocean View	\$775	\$775	\$495	\$595
Beachfront	\$925	\$925	\$550	\$650
Premium Ocean View	\$975	\$975	\$595	\$700
Premium Beachfront	\$1,025	\$1,025	\$650	\$750
Cottage 7	\$1,400	\$1,400	\$925	\$1,100
Average	\$865	\$694	\$455	\$523





### CHENAY BAY BEACH RESORT ST CROIX, USVI

**GENERAL INFO** 

MAP KEY: # of Keys: 50 Location:

St. Croix,

U.S. Virgin Islands

Type:

Boutique Hotel/Villa

Year Built: 1988

Year Renovated: 2006

#### **AMENITIES**

- 40' Pool
- Horseback Riding
- Basketball Courts
- Tennis Courts

#### **FEATURES**

- Air-Conditioning
- Ceiling Fans
- Kitchenette
- Digital Cable
- Rattan Furnishings

44

Local Artwork



Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate
Gardenview	\$299	\$211	\$211
Oceanview	\$316	\$240	\$240
Oceanfront	\$357	\$271	\$271
Luxury Oceanview	\$586	\$413	\$413
Luxury Oceanfront	\$653	\$468	\$468
Gardenview Cottage	\$363	\$283	\$283
Oceanview Cottage	\$390	\$311	\$311
Oceanfront Cottage	\$429	\$344	\$344
Average	\$442	\$321	\$321



### COLONY COVE BEACH RESORT ST CROIX, USVI

MAP KEY:

**GENERAL INFO** 

# of Keys: 60 Location:

St. Croix,

U.S. Virgin Islands

Type:

Boutique Hotel/Villa

Year Built: 1984

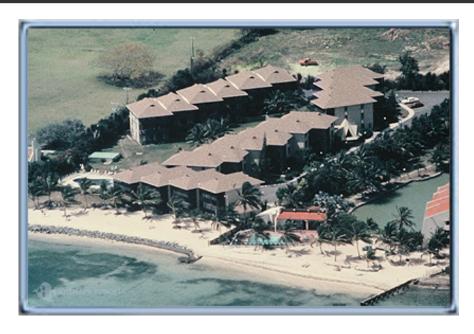
Year Renovated: 2002

#### **AMENITIES**

- Freshwater Pool
- 2 Lighted Tennis Courts
- Bar & Restaurant
- Daily Maid Service
- Water Sports Center
   DVD/VCR
- Game Room
- Tennis Courts
- Child Care Available
- Snorkeling

#### **FEATURES**

- Washer/Dryer in Unit
- Fully-Equipped Kitchen
- Over-Sized Terrace/Balcony
- Color Cable TV
- Air-Conditioning



Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate
1-2 Persons	\$235	\$235	\$175
3 Persons	\$255	\$255	\$195
4 Persons	\$275	\$275	\$235
5 Persons	\$295	\$295	\$235
Average	\$265	\$265	\$202



### MARRIOTT FRENCHMAN'S REEF & MORNING STAR ST THOMAS, USVI

**GENERAL INFO** 

# of Keys: 481 Location:

St. Thomas,

U.S. Virgin Islands

Type:

**Branded Hotel** 

Year Built: 1973

MAP KEY:

Year Renovated: 2006

#### **AMENITIES**

- Pool
- Meeting Space
- Tennis
- Spa

#### **FEATURES**

- High-Speed Wireless Internet
- On-Site Restaurant
   In-Room Coffee & Tea
  - In-Room Climate Control



Room/View Type	Winter RAC Rate	Summer RAC Rate	Fall RAC Rate
Quality Room	\$345	\$221	\$359
Deluxe Room	\$497	\$318	\$509
Garden View	\$520	\$333	\$539
Beachfront View	\$701	\$450	\$719
Average	\$516	\$331	\$532



## THE RITZ-CARLTON ST. THOMAS ST THOMAS, USVI

MAP KEY:

**GENERAL INFO** 

Location: # of Keys: 200

St. Thomas, U.S. Virgin Islands

Type:

**Branded Hotel** 

Year Built: 1991

Year Renovated: 2006

#### **AMENITIES**

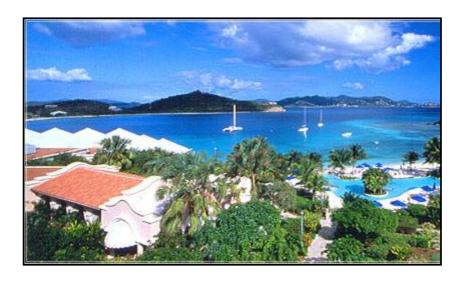
- Spa
- Salon
- Fitness Center
- Infinity-Edge Pool
- Traditional Pool
- Jacuzzi
- Aquatic Center
- Luxury Catamaran
- 4 Dining Facilities

#### **FEATURES**

PrivateBalcony/Terrace

• 32" HD LCD Flat Panel TV

- Nintendo 64 System
- Bath Butler and Bath Menu Service
- Child Care Available



Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate	Fall RAC Rate
Quality Room	\$759	\$759	\$359	\$459
Deluxe Ocean View	\$869	\$869	\$469	\$569
Suite	NA	\$1,300	\$1,200	\$1,200
Average	\$814	\$976	\$676	\$743



47

### WYNDHAM SUGAR BAY RESORT & SPA ST THOMAS, USVI

**GENERAL INFO** 

MAP KEY:

Location:

# of Keys: 294

St. Thomas,

Year Built: 1991 U.S. Virgin Islands

Type:

Year Renovated: 2006

**Branded Hotel** 

#### **AMENITIES**

- A/V Equipment
- Airport Shuttle
- Breakfast Buffet
- Child Care Available High-Speed Internet
- Hair Dresser
- Parking
- Shuttle to Local **Attractions**
- Journey's Spa (Full-Service Spa)
- Casino



- Air Conditioning
- Cable TV
- Clothes Press
- Balconies



Room/View Type	Winter RAC Rate	Summer RAC Rate	Fall RAC Rate
Superior	\$444	\$305	\$363
Deluxe	\$454	\$378	\$378
Luxury	\$494	\$402	\$402
Average	\$464	\$362	\$381



## THE WESTIN ST. JOHN RESORT & VILLAS ST JOHN, USVI

#### **GENERAL INFO**

Location:

St. John, U.S. Virgin Islands

Type:

**Branded Hotel** 

#### **AMENITIES**

- Spa
- Tennis Courts
- Private Beach
- Westin Kid's Club
- Dining Club
- Health Club
- Running Concierge
- BusinessCenter/Services

#### MAP KEY:

# of Keys: 349 Year Built: 1986

Year Renovated: 1999

#### **FEATURES**

- Breathe Westin
- Cable TV
- In-Room Movies
- Heavenly Shower/Baths
- Heavenly Beds/Cribs
- High-Speed Internet (for a fee)



Room/View Type	Winter RAC Rate	Summer RAC Rate	Fall RAC Rate
Garden View	\$639	\$429	\$429
Ocean View	\$719	\$509	\$509
Pool View	\$809	\$599	\$599
Beachfront	\$919	\$709	\$709
Westin Workout	\$659	\$449	\$449
Average	\$749	\$539	\$539





# PETER ISLAND RESORT PETER ISLAND, BVI

**GENERAL INFO** 

MAP KEY:

Location:

# of Keys: 52

Peter Island

Year Built: 1970

British Virgin Islands

Type:

Year Renovated: 2001

Boutique Hotel/Villa

#### **AMENITIES**

- Full-service Spa
- Marina
- Fine Dining
- Freshwater Pool
- Jacuzzi

- Fitness Center
- Hiking/Biking Trails
- Sailing
- Volleyball
- Tennis Courts





Room/View Type	Winter RAC Rate	Spring RAC Rate	Summer RAC Rate
Ocean View	\$735	\$395	\$495
Beach Front Suite	\$1,105	\$695	\$830
3-Bed Villa	\$4,200	\$2,900	\$3,360
4-Bed Villa	\$8,880	\$5,900	\$7,550
6-Bed Villa	\$12,100	\$8,000	\$9,890
Average*	\$920	\$545	\$663

\*NOTE: Average Prices do not include Villa Prices



### CRITICAL ASSUMPTIONS

The conclusions and recommendations presented in this report are based on our analysis of the information available to us from our own sources and from the client as of the date of this report. We assume that the information is correct, complete, and reliable.

Our conclusions and recommendations are based on certain assumptions about the future performance of the global, national, and/or local economy and real estate market, and on other factors similarly outside either our control or that of the client. We analyzed trends and the information available to us in drawing conclusions and making the appropriate recommendations. However, given the fluid and dynamic nature of the economy and real estate markets, it is critical to monitor the economy and markets continuously and to revisit the aforementioned conclusions and recommendations periodically to ensure that they stand the test of time.

We assume that, in the future, the economy and real estate markets will grow at a stable and moderate rate. However, history tells us that stable and moderate growth patterns are not sustainable over extended periods of time. Indeed, we find that the economy is cyclical and that the real estate markets are typically highly sensitive to business cycles. Our analysis does not necessarily take into account the potential impact of major economic "shocks" on the national and/or local economy and does not necessarily account for the potential benefits from a major "boom." Similarly, the analysis does not necessarily reflect the residual impact on the real estate market and the competitive environment of such a shock or boom. The future is always difficult to predict, particularly given changing consumer and market psychology. Therefore, we recommend the close monitoring of the economy and the marketplace. The project and investment economics should be "stress tested" to ensure that potential fluctuations in the economy and real estate market conditions will not cause failure.

In addition, we assume that economic, employment, and household growth will occur more or less in accordance with current expectations, along with other forecasts of trends and demographic and economic patterns. Along these lines, we are not taking into account any major shifts in the level of consumer confidence; in the cost of development and construction; in tax laws (i.e., property and income tax rates, deductibility of mortgage interest, and so forth); or in the availability and/or cost of capital and mortgage financing for real estate developers, owners, and buyers. Should any of the above change, this analysis should probably be updated, with the conclusions and recommendations summarized herein reviewed accordingly (and possibly revised).

We also assume that competitive projects will be developed as planned (active and future) and that a reasonable stream of supply offerings will satisfy real estate demand. Finally, we assume that major public works projects occur and are completed as planned.

51



### GENERAL LIMITING CONDITIONS

Reasonable efforts have been made to ensure that the data contained in this study reflect accurate and timely information and are believed to be reliable. This study is based on estimates, assumptions, and other information developed by RCLCO from its independent research effort, general knowledge of the industry, and consultations with the client and its representatives. No responsibility is assumed for inaccuracies in reporting by the client, its agent, and representatives or in any other data source used in preparing or presenting this study. This report is based on information that to our knowledge was current as of the date of this report, and RCLCO has not undertaken any update of its research effort since such date.

Our report may contain prospective financial information, estimates, or opinions that represent our view of reasonable expectations at a particular time, but such information, estimates, or opinions are not offered as predictions or assurances that a particular level of income or profit will be achieved, that particular events will occur, or that a particular price will be offered or accepted. Actual results achieved during the period covered by our prospective financial analysis may vary from those described in our report, and the variations may be material. Therefore, no warranty or representation is made by RCLCO that any of the projected values or results contained in this study will be achieved.

Possession of this study does not carry with it the right of publication thereof or to use the name of "Robert Charles Lesser & Co." or "RCLCO" in any manner without first obtaining the prior written consent of RCLCO. No abstracting, excerpting, or summarization of this study may be made without first obtaining the prior written consent of RCLCO. This report is not to be used in conjunction with any public or private offering of securities or other similar purpose where it may be relied upon to any degree by any person other than the client without first obtaining the prior written consent of RCLCO. This study may not be used for any purpose other than that for which it is prepared or for which prior written consent has first been obtained from RCLCO.

52

