



Club Real Estate “Demand Multiplier” Analysis

2/8/2024



Introduction

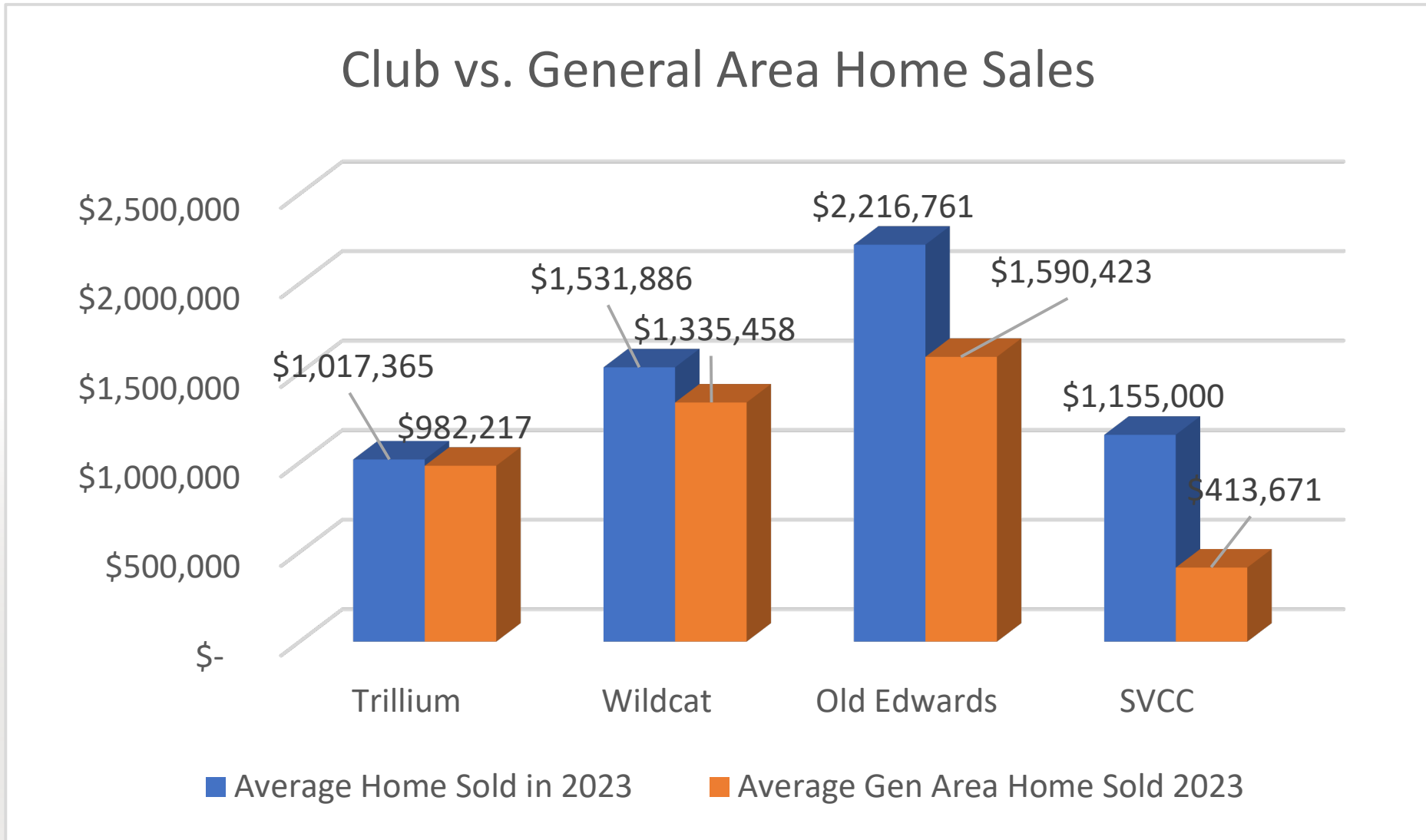
The Trillium team set out to quantify the effect a successful, and “vibrant” country club has on the real estate value’s within its community. This presentation summarizes our findings.

We took three nearby competitive clubs that have all had made significant capital upgrades over the past few years, and attempted to find the “Club Demand Multiplier” of each. We took Wildcat, Old Edwards, Sapphire Valley (CCSV), and Trillium as the clubs analyzed.

We set out to quantify and compare how much more a specific Club’s real estate sold for than what similar non-Club real estate sold for (Homes or Lots) in the nearby surrounding area. We used only actual hard sales data, not listing or “valuations” to get these numbers.

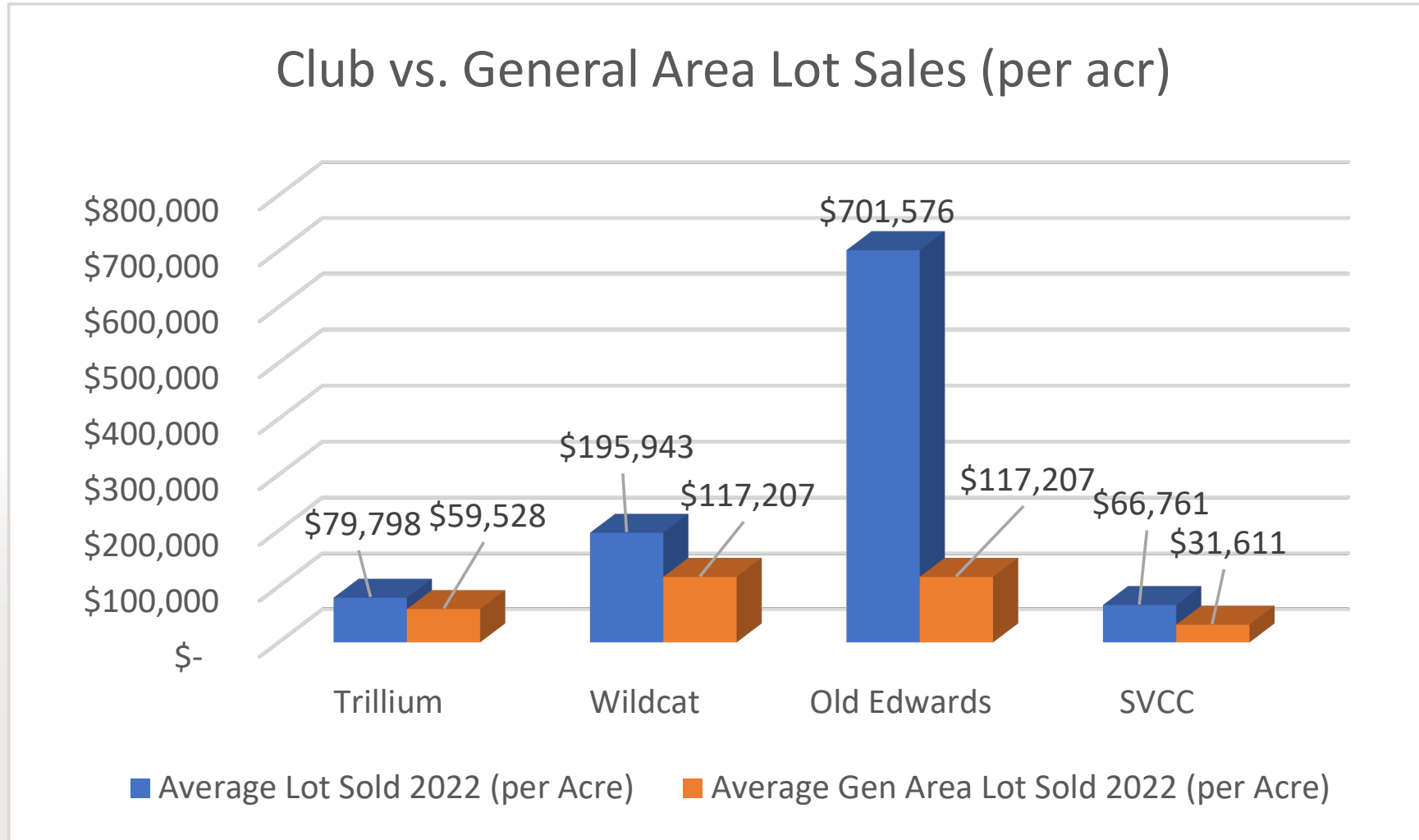


Club vs. General Area Similar Home Sales



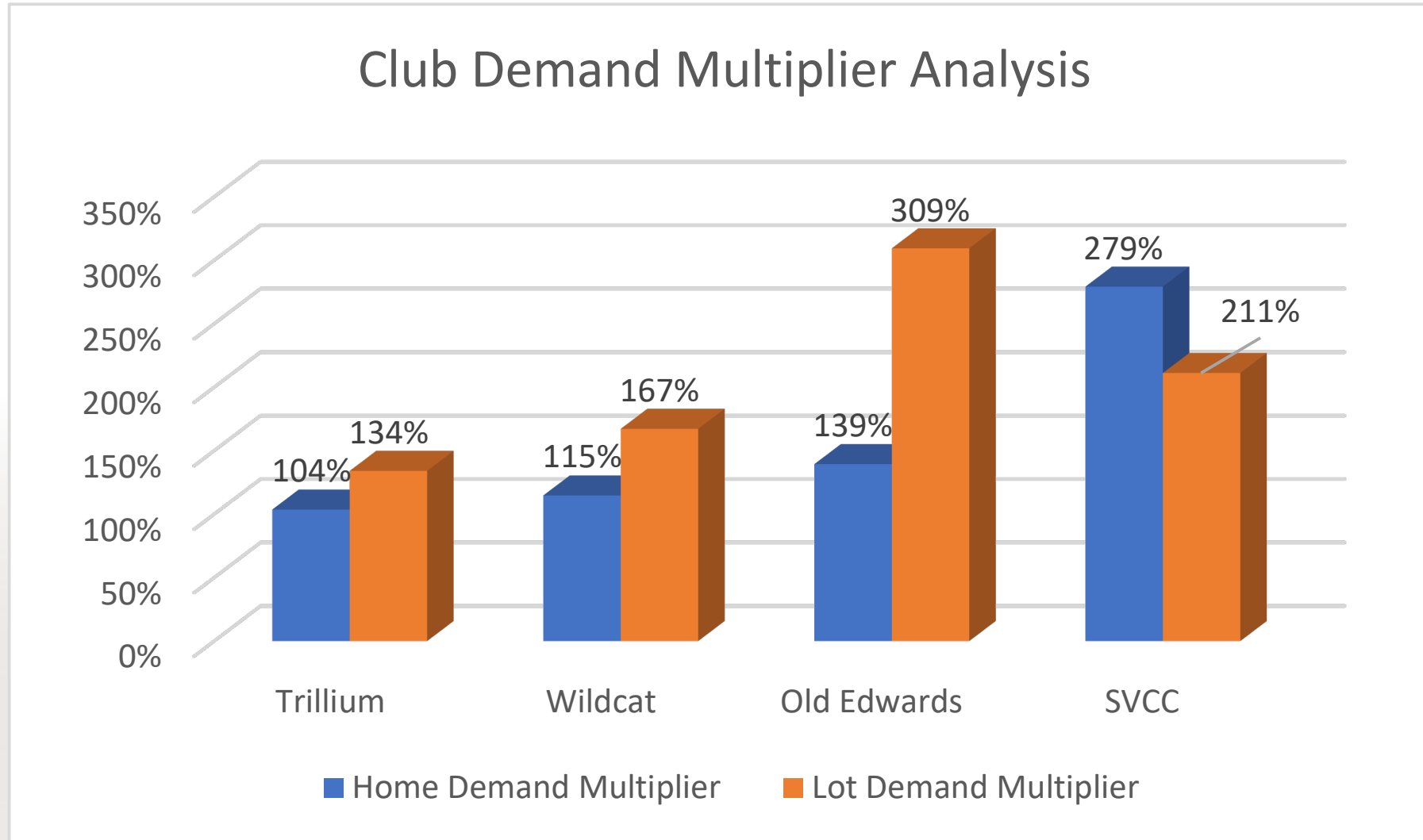


Club vs. General Area Similar Lot Sales*



*Note: not enough lots were sold in 2023 at our competing clubs so we had to use 2022 for the analysis

Club Demand Multiplier



Home Sales Summary



As you can see, across every Club, the Club home sales outperformed the nearby general area similar home sales, creating a “Demand Multiplier” on real estate within each Club.

As a quick comparison, OEI’s average home sale was \$626K more than the nearby area average general home sale. This “Demand Multiplier” of 139% is significant value that living within OEI provides, as opposed to a similar home nearby that is not within that Club.

Unfortunately for Trillium, **or fortunately if you are looking at the possibly opportunity or possible growth**, the average Trillium home only sold for \$35K more than the nearby average general home sale making Trillium’s “Demand Multiplier” only 104%. This means that homes in Trillium are a great value compared to similar homes in the surrounding nearby area.

Lot Sales Summary



As you can see, across every Club, the Club lot sales **significantly** outperformed the nearby general area similar lot sales. This lot “Demand Multiplier” was even more noteworthy than the home “Demand Multiplier.”

NOTE: OEI is an outlier here regarding lot sales per acre as their lots were by far **the smallest lots** on average of any Club on this list.

As a quick comparison, Wildcat’s average lot sale per acre was \$78K more than the nearby average general lot sale per acre. This “Demand Multiplier” of 167% is significant value add for lots within Wildcat.

The average Trillium lot** sold for \$20K more per acre than the nearby average lot sale making Trillium’s “Demand Multiplier” 134%.

**NOTE: “lake lots” were not included as if we include lake lots of nearby area it creates a negative demand multiplier.

Summary



Every Club analyzed has a “Demand Multiplier”, and if you compare these across Clubs, you get a sense of the demand for memberships and the accompanying real estate within these Clubs.

If you compare these “Demand Multipliers”, there is a direct correlation between real estate values at Clubs to general real estate in the surrounding areas.

Note: SVCC has the highest combined demand multiplier, and they also are a Club that is full, and in addition they have the longest Club waitlist of any of the Club’s analyzed. So it should be no surprise that they have the highest “Demand Multiplier”.

As we compare “Demand Multipliers” across Clubs, we quickly see that as a Trillium community and as homeowners, we need to try to close the gap in real estate “Demand Multiplier” with our competing Clubs. The only way to do this is to have a successful and popular Club, while having a well kept and thriving community!