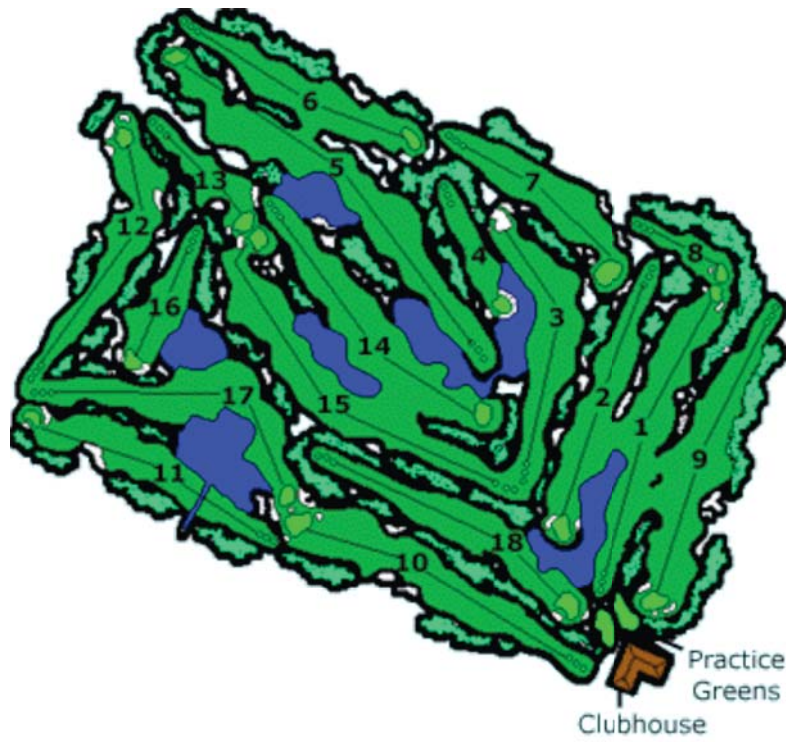


## **SAMPLE SALE ANALYSIS**

**SALE ANALYSIS**  
**OF**  
**THE PLAINS GOLF COURSE**





Course Name: The Plains Golf Course  
Location: 20 minutes from an urban area.  
Green Fees at Sale Date: \$44  
Site Size: 135 acres  
Slope (Back Tees): 118  
Length (Back Tees): 6,275 yards  
Year Built: 1980  
Clubhouse Size: 4,800 square feet.  
Depreciated Value of Bldgs: \$623,000  
Course Class/Type: 3/I  
# of Holes: 18  
Comments: The course is level and easy to walk and has several water hazards. Good quality, but dated, clubhouse.



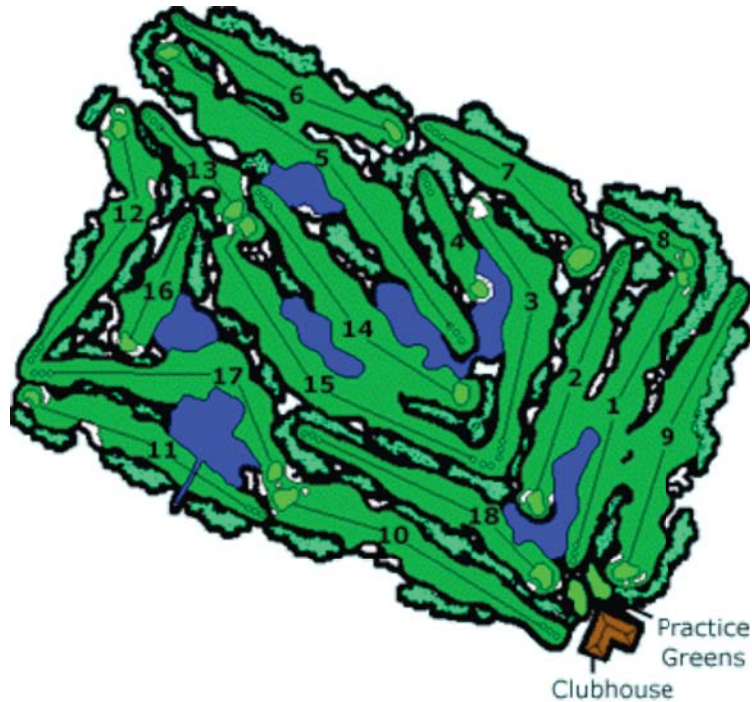
The Plains Clubhouse



The Plains Maintenance Building

### SALE ANALYSIS SUMMARY FORM

Course Name:	The Plains Golf Course
Assessment Number:	12345.6789
Course Class:	3
Course Type:	I



#### Sale Information:

Sale Date:	\$3,450,000
Sale Price:	February 15, 2008
Economic Cap Rate:	7.0%
Economic GIM:	4.4
Site Size	135 Acres
Slope Rating:	118
Course Length:	6,275 yards
Year Built:	1980
Clubhouse Size:	4,800 square feet
Green Fees:	\$44.00
Price Per Hole:	\$191,667

#### Comments:

Average quality Class 3 course that has suffered financially due to poor physical condition of the course. It is located approximately 20 minutes from town which affects its number of rounds. The course was listed on MLS for six months before selling. It has a good quality, but dated, clubhouse. The vendor did not actively pursue banquet business which the purchaser

plans to do.

**The Plains Golf Course - Actual Income & Expenses**

	2005	%	2006	%	2007	%	3 YEAR AVERAGE	STABILIZED
<b>Rounds of Golf</b>	19,780		22,941		22,794		21,838	
<b>Revenue</b>								
Green Fees	\$587,689	65%	\$589,966	64%	\$592,921	64%	\$590,192	\$590,000
Membership Fees	\$161,586	18%	\$155,211	17%	\$161,341	17%	\$159,379	\$160,000
Cart Rentals	\$116,233	13%	\$156,899	17%	\$170,244	18%	\$147,792	\$165,000
Food & Beverage Sales	\$280,825	31%	\$281,760	31%	\$305,489	33%	\$289,358	\$300,000
Pro Shop Sales	\$ 72,985	8%	\$ 44,159	5%	\$ 70,202	8%	\$ 62,449	\$ 65,000
Miscellaneous	\$ 3,522	0.4%	\$ 1,888	0.2%	\$ 2,654	0.3%	\$ 2,688	\$ 2,500
Cost of Sales - Food & Beverage	\$274,809		\$277,727		\$324,347		\$292,294	\$290,000
Cost of Sales - Pro Shop	\$ 49,621		\$ 29,591		\$ 48,918		\$ 42,710	\$ 42,000
<b>Total Revenue</b>	<b>\$898,410</b>		<b>\$922,565</b>		<b>\$929,586</b>		<b>\$916,854</b>	<b>\$950,500</b>
<b>EXPENSES</b>	<b>2005</b>	<b>%</b>	<b>2006</b>	<b>%</b>	<b>2007</b>	<b>%</b>	<b>3 YEAR AVERAGE</b>	<b>STABILIZED</b>
Marketing	\$ 28,745	3%	\$ 31,327	3%	\$ 42,093	5%	\$ 34,055	\$ 40,000
Amortization	\$ 0	0%	\$ 0	0%	\$ 0	0%	\$ 0	
Insurance	\$ 19,726	2%	\$ 21,457	2%	\$ 22,348	2%	\$ 21,177	\$ 22,000
Interest & Bank Charges	\$ 9,175	1%	\$ 10,847	1%	\$ 12,012	1%	\$ 10,678	\$ 11,000
Course Maintenance	\$230,087	26%	\$214,449	23%	\$260,568	28%	\$235,035	\$240,000
Property Taxes	\$ 28,444	3%	\$ 29,258	3%	\$ 31,547	3%	\$ 29,750	\$ 30,000
Utilities	\$ 59,544	7%	\$ 60,545	7%	\$ 61,426	7%	\$ 60,505	\$ 61,000
Administration & Wages	\$328,124	37%	\$345,247	37%	\$467,858	50%	\$380,410	\$375,000
<b>Total Expenses</b>	<b>\$703,845</b>		<b>\$713,130</b>		<b>\$897,852</b>		<b>\$771,609</b>	<b>\$779,000</b>
<b>Net Income</b>	<b>\$194,565</b>		<b>\$209,435</b>		<b>\$ 31,734</b>		<b>\$145,245</b>	<b>\$171,500</b>
<b>Expense Ratio</b>	78.3%		77.3%		96.6%		84.2%	82.0%

**GOLF COURSE INCOME AND EXPENSE (YEAR-BY-YEAR ANALYSIS)**

<b>Name of Course:</b>	The Plains Golf Course	<b>Course Class:</b>	3
<b>Roll No.:</b>	12345.6789	<b>Course Type:</b>	1
<b>Sale Date:</b>	February 15, 2008		
<b>Sale Price:</b>	\$3,450,000		
<b>Number of Holes:</b>	18		

	2005	2006	2007	3 YEAR AVERAGE	STABILIZED	ECONOMIC STABILIZED
Number of Rounds:	19,780	22,941	22,794	21,838		22,800
<b>Income Reported</b>						
Green Fees:	\$587,689	\$589,966	\$592,921	\$590,192		
Membership Fees:	\$161,586	\$155,211	\$161,341	\$159,379		
<b>Total Golf Income:</b>	<b>\$749,275</b>	<b>\$745,177</b>	<b>\$754,262</b>	<b>\$749,571</b>		<b>\$750,000</b>
<b>Average Green Fee:</b>	<b>\$ 37.88</b>	<b>\$ 32.48</b>	<b>\$ 33.09</b>	<b>\$ 34.32</b>		<b>\$ 34.32</b>
Miscellaneous Income	\$ 3,522	\$ 1,888	\$ 2,654	\$ 2,688		<b>\$ 2,500</b>
<b>Total Other:</b>	<b>\$ 3,522</b>	<b>\$ 1,888</b>	<b>\$ 2,654</b>	<b>\$ 2,688</b>		
Food & Beverage Gross Sales	\$280,825	\$281,760	\$305,489	\$289,358	\$300,000	<b>\$ 18,000</b>
Pro Shop Gross Sales	\$ 72,985	\$ 44,159	\$ 70,202	\$ 62,449	\$ 65,000	<b>\$ 3,250</b>
Golf Cart Rental:	\$116,233	\$156,899	\$170,244	\$147,792	\$165,000	<b>\$ 16,500</b>
<b>Total Income (Golf &amp; Other only)</b>	<b>\$752,797</b>	<b>\$747,065</b>	<b>\$756,916</b>	<b>\$752,259</b>		
<b>Total Income (Including gross % rents)</b>						<b>\$790,250</b>
<b>Economic Data</b>						
Expense Ratio						73%
Expenses						\$549,325
Net Income						\$240,925
Capitalization Rate						7.0%
GIM						4.4
Price Per Hole						\$191,667
<b>Comments:</b>	<p>Course was not performing well the past few years. It suffered from severe frost damage and the quality of the greens was poor throughout the past few golf seasons. Absentee owner was not hands-on and management was as good as it could have been - didn't advertise very much, didn't get the greens fixed earlier, etc. (information from purchaser - March 2/08)</p>					