

JOHN WAYNE WATERFRONT RESORT

SEQUIM, WASHINGTON

OFFERING MEMORANDUM



Property lines are approximate.

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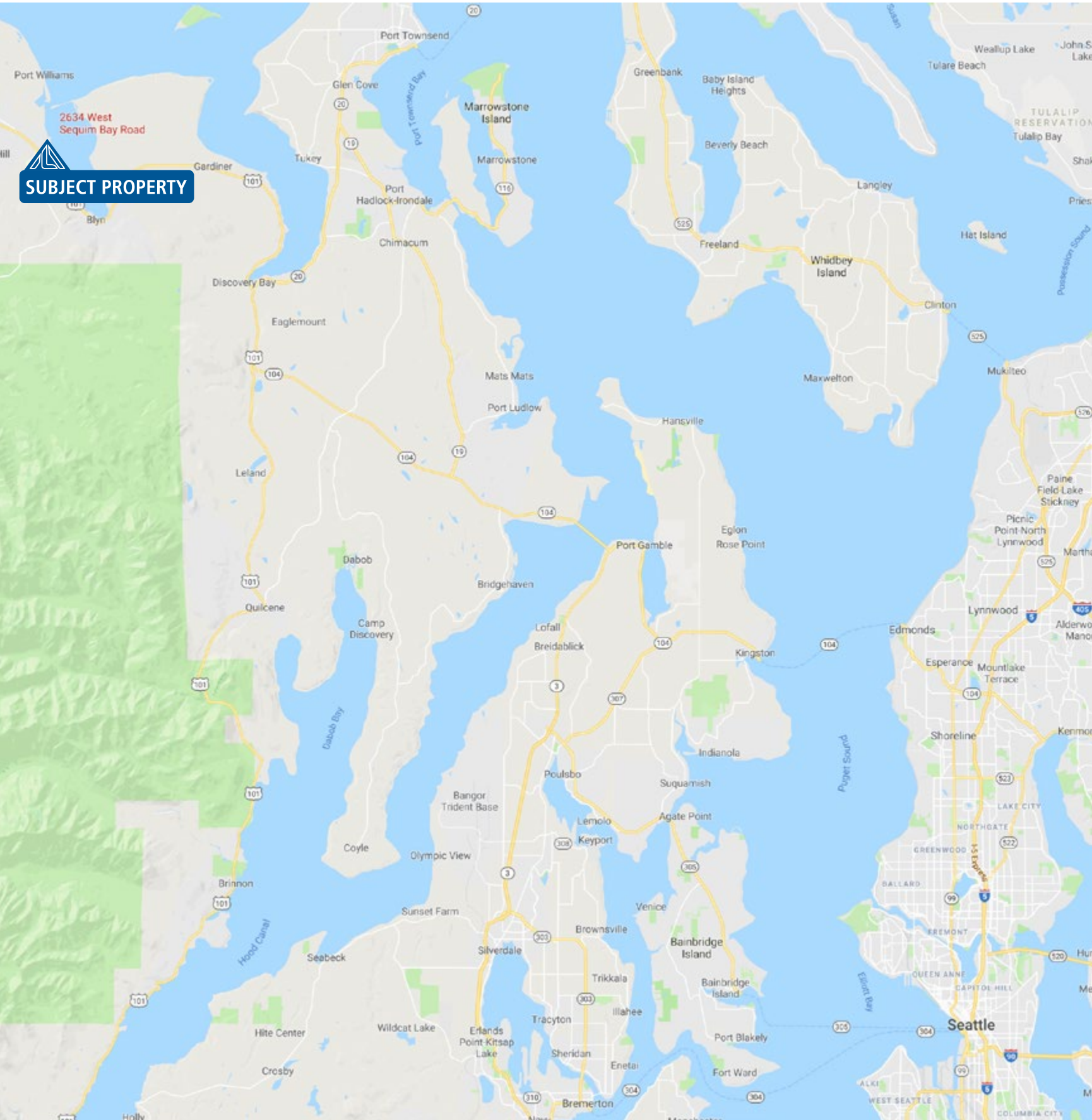


TABLE OF CONTENTS

Property Description	3
Offering Highlights	4
Community Design	5
Development Type Features	7
On-Site Amenities	8
Property Photos	9
Marine Travel Times	13
Regional Amenities	14
Drive Times	15
Location Details	16
Sales Contacts	19
Land Advisors Information	20

JOHN WAYNE WATERFRONT RESORT | PROPERTY DESCRIPTION

2634 West Sequim Bay Road | Sequim, WA 98382

Land Advisors Organization is pleased to offer the 144-acre John Wayne Waterfront Resort available for sale. The 144 acres are situated above Sequim Bay and offer tremendous views and access to the Sequim Bay Waterfront. The property is located within the Sequim city boundaries and is currently zoned for a Planned Resort Community. This zoning allows for flexible development designs for both residential and commercial uses. Conceptual site planning was completed to explore design options for featuring a traditional neighborhood design with single family homes, cottages, RV spaces, rental cabins, retail and waterfront access, trails, parks and open spaces. Connectivity with the Olympic Discovery Trail provides for easy bike and pedestrian connectivity to downtown Sequim. The property has an existing RV and cabin rental business on site that is in high demand due to the attractiveness of Sequim and the Olympic Peninsula.

Property Address:

2634 West Sequim Bay Road
Sequim, WA 98382

Price: \$9,750,000

Terms: Negotiable

Seller: John Wayne Enterprises LLC

Tax Parcels:

0330272490400000, 0330273100500000, 0330273400000000, 0330274200500000,
0330274203000000, 0330274203500000, 03302743001000000, 0330275200000000,
0330275200100000, 03302744200800000, 0330342100150000

Jurisdiction and Utilities:

County: Clallam

City: Sequim

Water & sewer: City of Sequim

Zoning: Planned resort community



JOHN WAYNE WATERFRONT RESORT | OFFERING HIGHLIGHTS

2634 West Sequim Bay Road | Sequim, WA 98382

Land Advisors Organization Washington is pleased to present John Wayne Waterfront Resort, 144 acres terraced on a gently sloping hill overlooking Sequim Bay. This property is well positioned for a view and water access residential resort development in the desirable Sequim market. Long term ownership in the Wayne family present a unique opportunity to execute the long term vision of the Wayne family, on behalf of John Wayne Enterprises, LLC.

The John Wayne Waterfront Resort is located within the Sequim city limit. Comprehensive planning is in place for a resort style development. The property also has access to public sewer and water systems.

"My family and I want to continue his dream of creating a unique living experience, with spectacular view lots surrounding a town center and marina. A small-community lifestyle that people can enjoy for years to come. A place where John Wayne chose, a man who could have lived anywhere, but chose this place."

Ethan Wayne



The Pacific Northwest—there's nothing else like it. Majestic peaks covered in evergreen forest, surrounded by the Pacific Ocean with rivers running back to the sea. Elk, bears, eagles, and salmon dwell in Sequim, Washington, where they get 300 days of sun a year. Just over a two hour drive from Seattle (via Bainbridge Ferry), Sequim is nestled between the deep waters of the Strait of Juan de Fuca and the majestic Olympic Mountains. This is where John Wayne came to relax. Where he enjoyed life with friends—boating, hiking, and fishing on 150 of the most beautiful acres in existence.

John Wayne Waterfront Resort consists of approximately 144 acres of land situated along the western shore of Sequim Bay adjoining the John Wayne Marina. A conceptual site plan has been prepared in response to this opportunity. The plan is based upon typical market demand from recent history and is designed to be flexible to respond to the changing markets. The City of Sequim's vision for this property is to create a planned resort community that includes a mix of year-round and seasonal residences, tourist's accommodations and the commercial uses to serve them.

CURRENT PLAN FULFILLS THIS VISION:

Typical Single Family Detached Lots (average 50 x 100)	270
Single Family Attached Lots (Average 24 x 100)	41
Commercial Building Lots	4
Civic Tracts	2
Recreational Vehicle Spaces	24
Rental Cabins	14
Multi-Family Apartments	Undetermined

With the new plan streets and street frontages are planned as walkable, community-oriented buildings. Garages are recessed, or placed on alleys. Houses are generally closer to the street, on narrower lots, with spaces that invite gathering near the street. The houses themselves are often smaller, cottage-style (although some can be quite large), but the ambience of the community is intimate and friendly. The building architecture supports this character. The neighborhood plan provides ample amenities for walking, shopping and recreation, as the market has shown it wants. The overall concept is for a complete community.



JOHN WAYNE SEQUIM PROPERTY
JOHN WAYNE ENTERPRISES - OCTOBER 10, 2015
CONCEPTUAL MASTER PLAN
QAMAR AND ASSOCIATES, ARCHITECTURE AND TOWN PLANNING CORP.
WITH STRUCTURA NATURALIS INC.
LAND ADVISORS ORGANIZATION,
OLYMPIC DEVELOPMENT



The plan takes maximum advantage of the assets of the site, including views, trails, natural ravine areas, trestle, wetlands, pond, and other valuable features. The marina area is also enhanced with retail and recreational amenities. The homes are clustered in buildable areas with pathways connecting them to the retail core near the marina. A recreation center with indoor/outdoor pool is at the mouth of the ravine (near the current RV park). A series of five “pocket parks” complements the main ravine natural and recreation area. A boardwalk system with observing platforms and interpretive information offers excellent bird watching and experience of the exceptional environment.

It is important to stress the unique assets of the site that provide important opportunities to make a high-quality, valuable project. The master plan has carefully considered these features and built upon and around them. They include the:

- marina
- wetland arch and land terraces above it
- forested ravine with stream
- road along the water's edge, with strong views of the bay
- railroad trestle and pathway
- irrigation pond (NW corner) and views it offers
- road on the east side through a tunnel of trees

This plan is intended to be a framework that can be adjusted in response to market conditions, while retaining the essence of the community concept. More detailed phase plans and lot size adjustments to meet market can be done as each phase is readied for plat recordation.

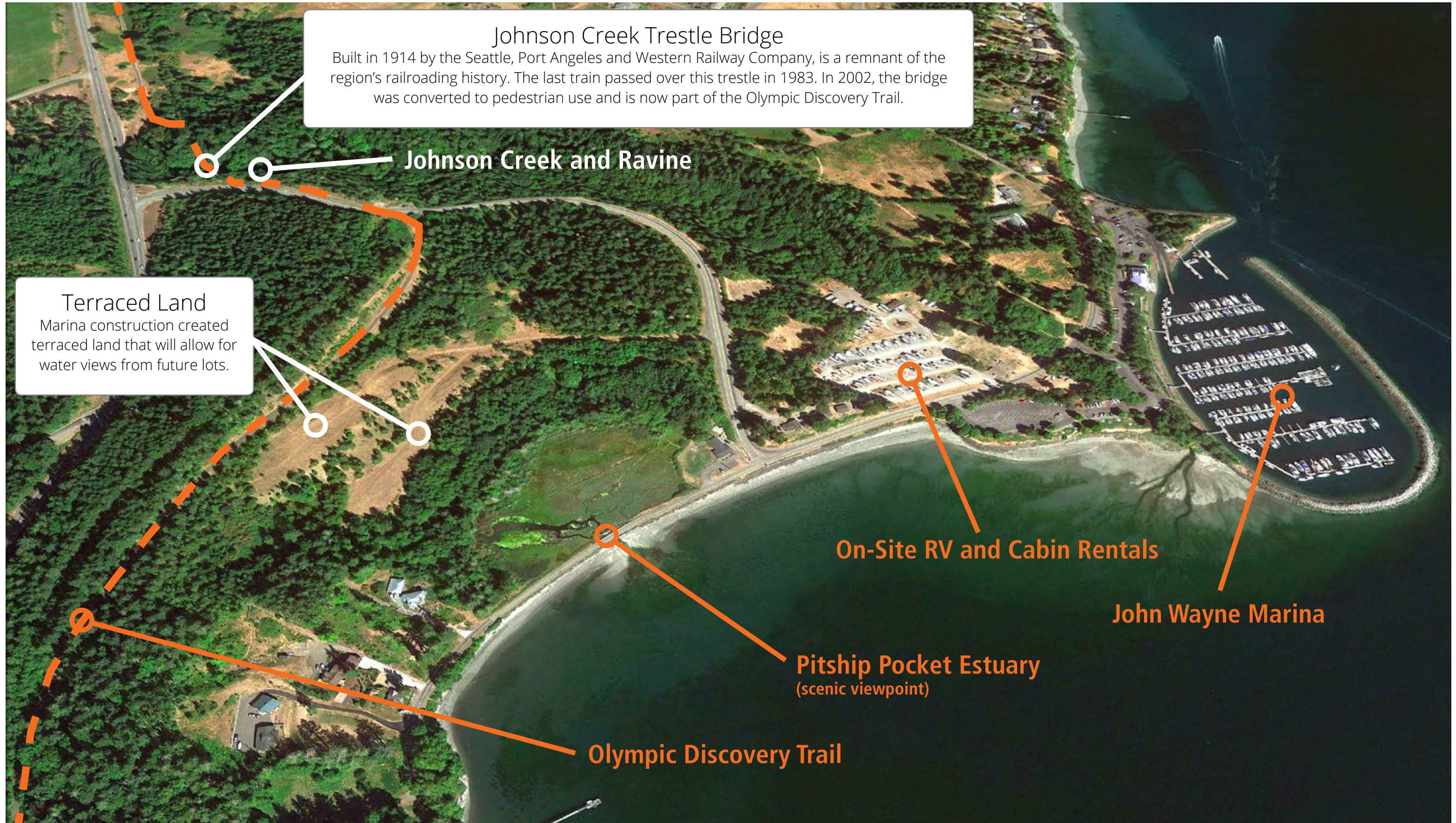


The streets and street frontages are planned as walkable, community-oriented buildings. Garages are recessed, or placed on alleys. Houses are generally closer to the street, on narrower lots, with spaces that invite gathering near the street. The houses themselves are often smaller, cottage-style (although some can be quite large) but the ambience of the community is intimate and friendly. The building architecture supports this character.

The neighborhood plan provides ample amenities for walking, shopping and recreation as the market has shown it wants. The overall concept is for a “complete community” with a consistent number of key ingredients:

- Active centers and natural edges
- A fine network of local streets and paths
- Daily necessities (e.g. a small grocery) within a short distance
- Parking lots tucked away behind “liner” buildings –not disrupting the walkable street
- Neighborhoods that feature ample parks, “pocket parks” and gathering places
- “Skinny streets” that accommodate cars, bikes and pedestrians (“complete streets”) but slow down traffic for pedestrian safety and appeal
- A range of home sizes and prices, offering a variety of choice to a range of buyers
- A range of home types, from single family detached to attached and (often) multi-family
- Often, innovative housing types such as live-works, “granny flats” and “tiny houses” (cabins)
- A “civic edge” that allows shared access to environmental amenities –not “back yards that hog the view” (this is a more profitable strategy as evidence has shown)





Johnson Creek Trestle Bridge
Built in 1914 by the Seattle, Port Angeles and Western Railway Company, is a remnant of the region's railroading history. The last train passed over this trestle in 1983. In 2002, the bridge was converted to pedestrian use and is now part of the Olympic Discovery Trail.

Johnson Creek and Ravine

Terraced Land
Marina construction created terraced land that will allow for water views from future lots.

On-Site RV and Cabin Rentals

John Wayne Marina

Pitship Pocket Estuary
(scenic viewpoint)

Olympic Discovery Trail



**JOHNSON CREEK TRESTLE
on the Olympic Discovery Trail**



JOHNSON CREEK TRESTLE
on the Olympic Discovery Trail

JOHN WAYNE WATERFRONT RESORT | PROPERTY PHOTOS

2634 West Sequim Bay Road | Sequim, WA 98382



Approximate Property Line

SEQUIM BAY



STRAIT of JUAN de FUCA

SEQUIM BAY

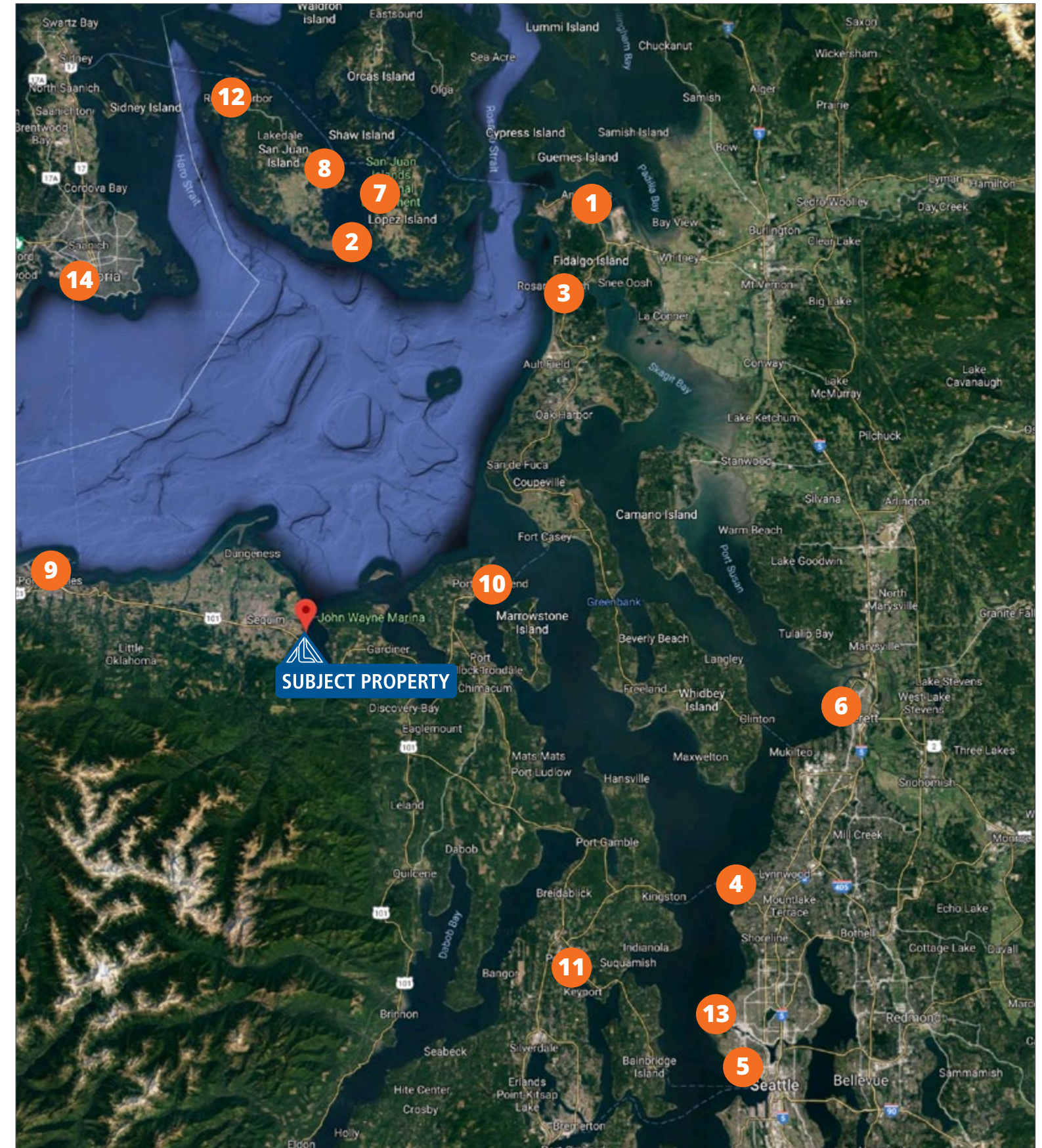
JOHN WAYNE MARINA
(NOT INCLUDED IN SALE)

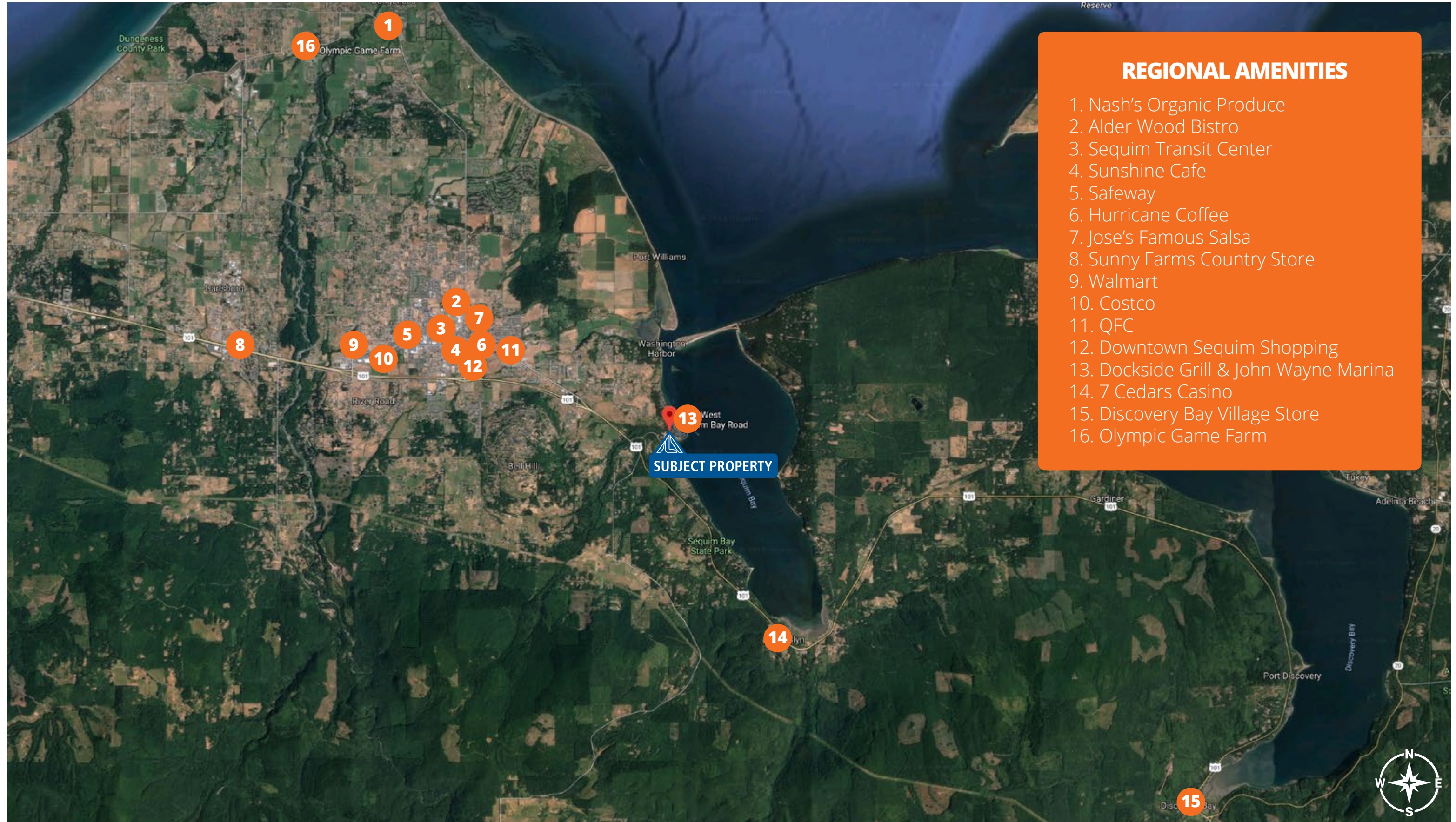
EXISTING RV PARK
(INCLUDED IN SALE)

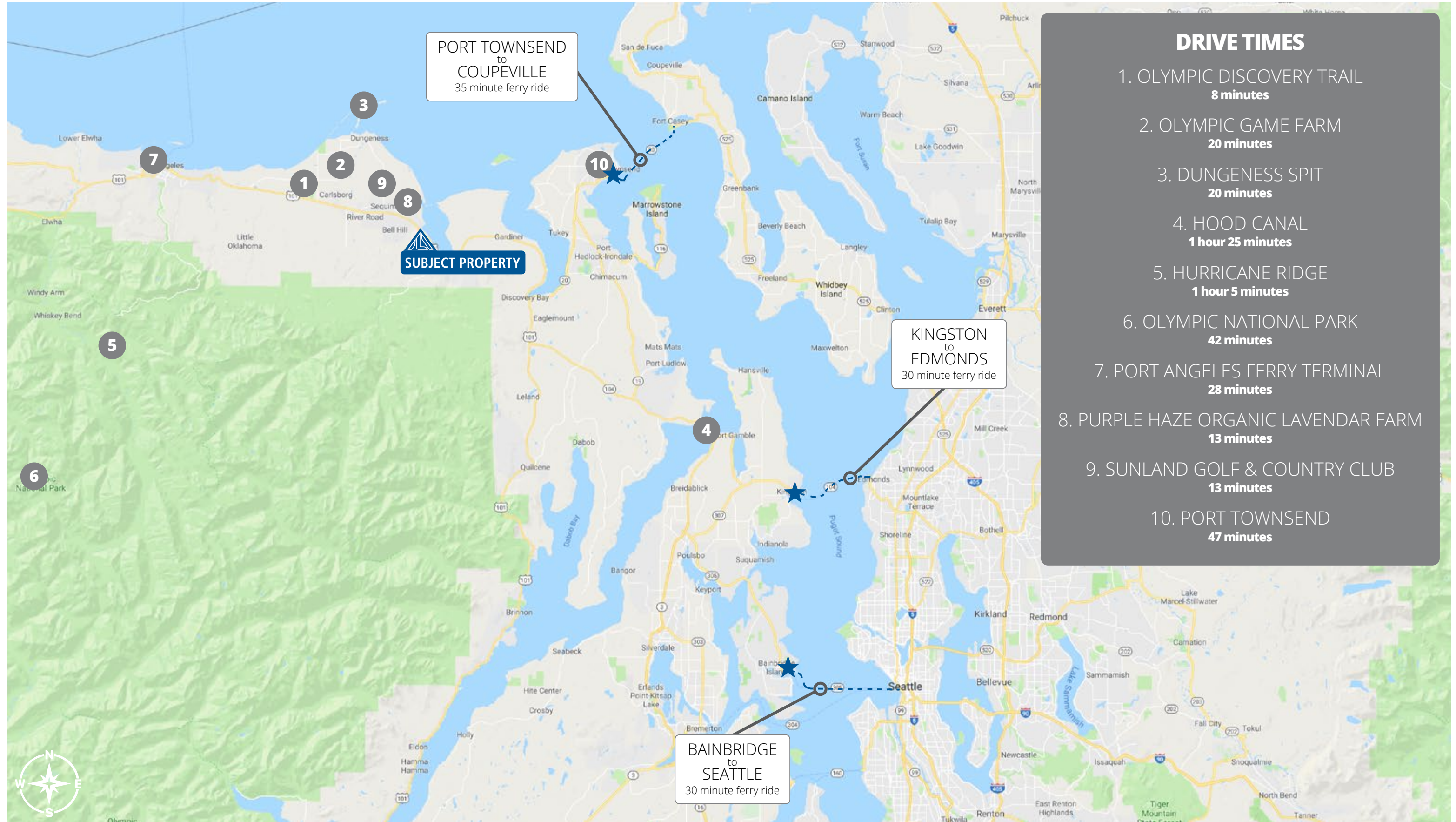
MARINE TRAVEL

Cruising distance and times in the Pacific Northwest from/to Sequim Bay, John Wayne Marina

FROM:	TO:	NAUTICAL MILES	HOURS: MINUTES
1.	Sequim Bay Anacortes, Fidalgo Island	38.0	5:26
2.	Sequim Bay Cattle Point	23.8	3:24
3.	Sequim Bay Deception Pass	27.9	3:59
4.	Sequim Bay Edmonds	39.3	5:39
5.	Sequim Bay Elliott Bay Marina	51.8	7:24
6.	Sequim Bay Everett	45.4	6:29
7.	Sequim Bay Fisherman Bay, Lopez Is.	29.8	4:15
8.	Sequim Bay Friday Harbor, San Juan Is.	31.4	4:29
9.	Sequim Bay Port Angeles	23.9	3:25
10.	Sequim Bay Port Townsend	17.3	2:28
11.	Sequim Bay Poulsbo, Liberty Bay	54.6	7:48
12.	Sequim Bay Roche Harbor	34.6	4:57
13.	Sequim Bay Shilshole Bay, Seattle	46.3	6:37
14.	Sequim Bay Victoria, Vancouver Island	28.7	4:06







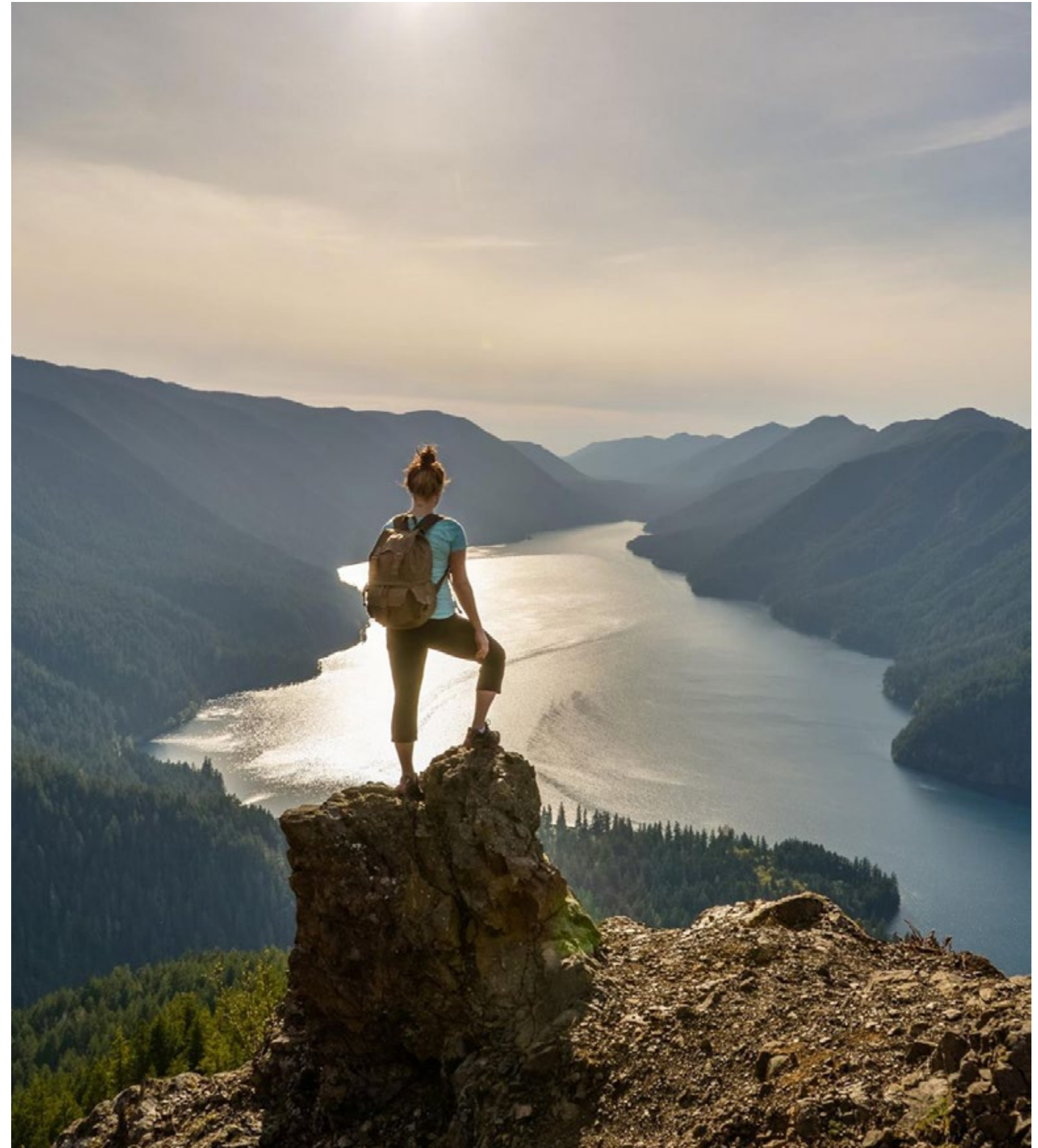
LOCATION

The city of Sequim lies on the north Olympic Peninsula of Washington State, a majestic and pristine land mass containing one of the few remaining temperate rain forests in North America. This small coastal community provides an entrance to the Olympic National Park and is considered to be, along with the Dungeness Valley, a gateway to the entire Olympic Peninsula and its many tourist attractions.

CHARACTERISTICS

The city of Sequim stands at an elevation of 183 feet in the shadow of the Olympic Mountains. Through Sequim Bay, it connects to the Strait of Juan de Fuca, home to the chain of San Juan Islands which includes the popular destinations of Orcas and Lopez Islands, as well as Friday Harbor. A drive of 30 minutes will bring you to the ferry departure for Victoria, B.C., while 40 minutes puts you at Hurricane Ridge on the northern end of Olympic National Park ([nps.gov/olym](https://www.nps.gov/olym)).

Sequim is reached via exits from Highway 101, an approximate two-hour drive from Seattle, Tacoma or the state capital of Olympia. Popular tourist towns within 30 miles include Port Angeles and Port Townsend.



INDUSTRY AND TOURISM

With a prime location on Sequim Bay, crabbing is an important part of the city's economy. Locals carry long-held traditions of trawling the waters for Dungeness crab, as well as numerous other species of fish. Sport-fishing opportunities bring serious anglers to Sequim and the Dungeness Bay during all seasons, making tourism an important contributor to the town's economy. Families enjoy grabbing a bucket and digging for clams or oysters on the shoreline or dropping small cages off the pier to pull in crab for dinner. Information about public clam and oyster beaches at Sequim Bay State Park can be obtained from the Washington Department of Fish and Wildlife (wdfw.wa.gov). The Dungeness National Wildlife Refuge, another major attraction, contains the world's largest natural sand spit, rich with marine life and tidal flats.

WEATHER

The rain and clouds of a Seattle winter can become a little oppressive and depressing. But thanks to a little something called the Olympic Rain Shadow, there's one spot in Washington that's almost guaranteed to be rain-free: Sequim! The Olympic Mountains act as a wall that protects the northeastern Olympic Peninsula and San Juan Islands from most of the rain that batters the rest of the Pacific Northwest.

The Olympic Rain Shadow is a small region northwest of the city of Seattle which experiences significantly dryer and brighter weather than surrounding locations. The rain shadow encompasses the towns of Sequim, Port Angeles, Port Townsend, Coupeville, and Victoria BC, as well as much of the San Juan Islands. The average annual rainfall in Sequim is 16 inches, making it one of the driest regions in the Pacific Northwest. Just how much sunnier is it in the Olympic mountain rain shadow than say, Seattle?

Winter (Nov-Jan) saw 5X as many mostly sunny days in the shadow vs. Seattle.
Winter saw only 1/4 as many dreary days in the shadow vs. Seattle.
Spring (Feb-May) saw the highest number of "rain shadow" days per month, at nearly 8!
Summer (Jul-Sep) saw rain shadow areas and Seattle with nearly equal mostly sunny days.



AGRICULTURE

When summer comes around, many Pacific Northwesterners put lavender-picking in Sequim on their calendar for July. Acres and acres of various lavender species populate the fields of more than 30 lavender farms, as well as the roadsides, downtown areas and gardens of private residences. "U-pick" fields abound and roadside stands offer fresh bunches of the aromatic herb. An annual lavender festival (lavenderfestival.com) brings thousands of visitors who collect lavender-themed foods, art, clothing, cosmetics and more. Sequim is also known for its abundance of organic fruits and varieties of berries, with the Sequim Open Air Market (sequimmarket.com) offering produce from the local farming community throughout the year. Nash Farms, located in Sequim, is also known throughout the region for its 600 acres of organic farms which produce the finest organic fruits, vegetables, grains, eggs and pork year 'round for local markets.



JOHN WAYNE WATERFRONT RESORT | SALES CONTACTS

2634 West Sequim Bay Road | Sequim, WA 98382

The property is being marketed by Land Advisors Organization - WA Division. Seller will respond to offers, at its sole discretion, as they are received. Please contact us to submit offers.

Email offers in PDF form to wfalkenborg@landadvisors.com or scameron@landadvisors.com.

Property tours are available through the listing brokers.
Please contact Wes or Scott to schedule an appointment.

Please do not hesitate to contact us should you need additional information on this opportunity.

Sincerely,



Wes Falkenborg
Co-Founding Principal | Broker
Land Advisors Organization
WA Division
425.761.6489
wfalkenborg@landadvisors.com



Scott Cameron
Co-Founder | Designated Broker
Land Advisors Organization
WA Division
425.445.0887
scameron@landadvisors.com

Located in Bellevue, the Washington Division of Land Advisors Organization covers residential and mixed-use land activity throughout Washington State. We serve a client base inclusive of land developers, homebuilders, investors, trusted advisors, mixed-use land sellers and developers, and private estate owners. Our team of experienced, trusted advisors/brokers provides our clients with specialized land-focused market knowledge, marketing, and transaction management.

Providing an expanded service offering that includes resort and hospitality experience, a capital advisory group, deep market insight and research, and cutting-edge technology, we measure our success by the satisfaction of those we do business with—one transaction at a time.



Scott Cameron

Co-Founding Principal
scameron@landadvisors.com
425.445.0887

As a Co-Founding Principal of Land Advisors Organization-Washington Division, Scott leverages his twenty five years of experience in the real estate industry as a trusted advisor and broker to a wide array of valued clients including publicly traded and private homebuilders, developers, investors, financial institutions, private parties and master planned community & resort developers.

Scott began his career with East West Partners where he served as a sales consultant and marketing director for master planned community sales. He then became a founding partner in The Lakemont Company, an East West Partners Company. Scott later co-founded Coldwell Banker Bain New Homes and was an executive with Bennett Homes before launching the Cameron Real Estate Group in 2003, which transitioned into the Cameron Land Group in partnership with Wes Falkenberg.

Scott is a licensed Washington real estate broker and earned his Bachelor Degree in Business Administration from the University of Notre Dame. Scott is a member of the Master Builders Association of King and Snohomish Counties and an active supporter of several community non-profits.



Wes Falkenberg

Co-Founding Principal
wfalkenberg@landadvisors.com
425.761.6489

Wes provides a full range of professional sales and marketing services to landowners, developers, homebuilders, lenders, and investors for new single family residential and multifamily land opportunities in Washington. Drawing on extensive market knowledge, research expertise and negotiating experience to successfully guide his clients through the transaction process.

Prior to joining Land Advisors Organization, Wes was a partner and co-founder of the Cameron Land Group, a regional land brokerage team. Wes is a member of the Urban Land Institute and is actively involved with the Master Builders Association of King and Snohomish Counties.

Wes earned his Bachelor Degree from Washington State University, where he was also a member of the baseball team and two-year captain. A longtime Washington resident, Wes now resides with his family in Issaquah, Washington.



Peter Strelinger

Land Consultant / Broker
pstrelinger@landadvisors.com
406.471.1337

Peter brings 40 years of expertise and experience managing master planned communities, building homes and developing over 50 properties in Wisconsin, Montana and Washington.

Peter has provided land use services to several world-class Pacific Northwest companies including; Weyerhaeuser, Saltchuk Resources, Foss Maritime, and Ilahie Investments in addition to numerous private land owners.

Much of the last 20 years has been focused on timberlands, a natural evolution of Peter's employment with Port Blakely Tree Farms, Plum Creek and as a consultant and project manager with Weyerhaeuser. The result is a unique knowledge and expertise of rural timberland real estate in the Pacific Northwest.

Peter enjoys fly fishing and boating and is a member Whidbey Camano Land Trust and the Skagit Land Trust.



Morgan Swanson

Broker
mswanson@landadvisors.com
253.307.2192

Morgan Swanson provides a range of professional sales and marketing services to landowners, developers, homebuilders, lenders and investors for new single family residential and multifamily land opportunities, with a primary focus in the urban redevelopment market.

Morgan graduated on the Dean's List from the University of Washington and completed the Foster School of Business Sales Program. While at the UW was a Varsity Soccer player and president of the Washington Student-Athlete Advisory Committee (WSAAC). Morgan draws upon sales experience and client relationships in her previous time working with Gallo Wine Company.



Mathis Jessen

Broker
mjessen@landadvisors.com
206.963.6896

Mathis joined Land Advisors Organization in 2016 as the teams Sales & Operations Coordinator. Mathis earned his real estate brokers license in 2017 and brings a fresh perspective to the business as a team player and positive problem solver.

A German native, Mathis earned his Bachelor Degree in Communications and Geography from the University of Washington. While studying at UW Mathis won national championship titles and served as co-captain in his senior year on the varsity rowing team. Following graduation he helped build a rowing club on the east coast before joining the coaching staff at Boston University where he leveraged his international background for talent recruiting to elevate the program to its best performance in school history.

Mathis and his wife reside in Ballard and enjoy the PNW outdoors, cooking and quality time with family in Germany and/or Seattle.



Lisa Nilsson

Team Coordinator
lnilsson@landadvisors.com
425.526.7555

Lisa brings an extensive background in sales negotiation and executive support to Land Advisors Organization from her 30 years of experience in the building industry, real estate, development and land entitlement with Toll Brothers, CamWest Development and Wallace & Wheeler Real Estate. As the Team Coordinator, Lisa brings extensive insight to field research, land sourcing and outreach programs and is adept at the finite details of land development.

Lisa's strength is being precise to ensure that all of the elements are considered while managing all of the details involved in the big picture. With a comprehensive and detail-oriented style, Lisa acts as both an advocate and a consultant to understand the needs and goals of all stakeholders. Lisa's forward-looking and transparent approach ensures that complications are anticipated and managed before they become problems.

Lisa and her husband have lived on the Eastside for 30 years and are both passionate about the outdoors and traveling. Lisa is a member of the Master Builders Association of King & Snohomish Counties, and along with Land Advisors Organization, is an active supporter of HomeAid Puget Sound and Augie's Quest.



LOCAL EXPERTISE WITH A NATIONWIDE NETWORK FOR ALL YOUR LAND NEEDS

Families, community developers & homebuilders depend on Land Advisors Organization to realize maximum value for developed and undeveloped land. Families trust us to find the current market value of long-held land and work as their advocate in a successful sale or development project. Experienced builders and businesspeople rely on us to evaluate properties and reliably determine the most advantageous land uses with modern forecasts.

Dedication

Many of our team members are former collegiate athletes and we look at working with clients as forming a team together—with dedication, energy and team support. In this ever-evolving market, knowledgeable and inexperienced clients alike appreciate our transparent communication style. We're professional straight-talkers who will help you navigate the process and always tell it like it is because we're on the same team with you.

A Land Specialty

We're not the average real estate broker; we're a full service firm. We've spent concentrated time and worked hard getting to know the land market, properties and key players in the Pacific Northwest, and we apply that information to get the most value possible for clients as buyers or sellers. Be forewarned: we may geek out sometimes. We can't help it because the financial modeling systems we use have rewarded our clients so consistently we won't merely go with "gut feelings" or tell you what you want to hear. Our valuations usually come within 5% of the actual sale price. For us, running the numbers and using realistic data in scenarios is a valuable piece of any land puzzle.

Satisfying Results

Clients see the greatest benefits when we advise early in a project, but even coming in later, our team will focus on closing the deal that meets the client's financial goals. We'll investigate, evaluate and most importantly listen so that our clients are satisfied at the transaction's end.

Land Advisors Organization Company Overview

Who We Are

The Land Advisors Organization is the nation's largest brokerage company focused exclusively on land. Founded in 1987, the company has long employed the philosophy of having deeply experienced land brokers as team members, acquiring the most comprehensive data, and utilizing cutting-edge technology to display and interpret this ever-changing collection of information.

Our experience in every market stage allows us to share a unique perspective in regards to identifying opportunities—in all kinds of economic conditions. And, with our collaborative network of national offices, we are able to broaden the array of opportunities available to our clients.

We are committed to maintaining the highest standards of performance for our clients and in developing and maintaining long-term relationships. This business model has been clearly embraced, as the top homebuilders, financial institutions and lenders, master planned community developers, and investors have chosen the Land Advisors Organization to help them achieve their land-related financial and strategic objectives.

We provide comprehensive, individualized service to each of our clients, designing a thorough marketing strategy and efficiently executing the detailed steps necessary for a successful transaction. This relationship-based business model ensures accurate, complete, and objective counsel for our clients.

Our Network

Measured and systematic growth has been the hallmark of our expansion. Recognizing markets poised for growth and identifying highly experienced professionals has allowed us to create a collaborative network of regional offices, continually broadening the opportunities available to our clients.

How We Are Different

Organizational Culture

While most brokerage houses are a disparate collection of generalist Agents who ultimately are competitors of one another, our offices are staffed with individuals who specialize in a specific geographic or functional areas and are economically-incented to collaborate with their colleagues. The result is the best possible team on each project with a unified focus on the goals of their clients.

Experience

Land is an unusual product, and requires unique skills to properly understand and manage complex and lengthy transactions. Rather than selling houses, leasing office space or listing buildings, our Agents are specialists in land brokerage, making them ideally qualified to fulfill our clients land-related needs.

Brand Identity

With over 25 years in land brokerage, a proven track record in executing complex transactions across the country, deep relationships with the top developers and homebuilders, and a visible and active presence in national real estate organizations such as ULI, ICSC, NAIOP and others, the Land Advisors Organization has become the most recognized and respected brand in land brokerage.

Network of Offices

Our experience has clearly shown us that our clients care about the quality of an opportunity, not simply where it is located. Whether a client is interested in opportunities on a national scale, or just within their local market, our nationwide network of collaborative offices can accommodate both. Further, many prospective clients are national in their scope, and prefer a partner to be regional or national in their operations as well.

Established Client Base

Land transactions are typically complex, with many 'moving parts.' Having an established buyer with a proven track record can be the difference in closing a transaction and wasting both time and opportunity. Further, a proven buyer at a minimum, can make a difficult transaction move much more smoothly. With our database of both land records and Preferred Buyers, we are able to quickly and efficiently market properties to the most stable and qualified candidates.

Our Services

Land Advisors Capital

Land Advisors Capital is a capital advisory firm launched in 2008, with offices in Phoenix, Arizona and Irvine, California, specializing in establishing strategic relationships between real estate investors, developers and capital providers throughout the Sun Belt region of the United States. Our executives, whose collective experience spans several real estate cycles, possess the expertise to assist in optimizing your capital structure in the residential, retail, office and industrial categories.



Land Advisors Resort Solutions

Land Advisors Resort Solutions is a division of Land Advisors Organization offering specialty brokerage services for resort, golf, hospitality and recreational community developers. Our client portfolio includes offerings that contain custom homesites, luxury residential, shared ownership, club assets, golf course and destination properties. As specialists in the

resort industry, the Land Advisors Resort Solutions team includes seasoned professionals who have been involved with some of the most successful resort and master-planned communities across North America. We leverage our experience with



offering innovative, urgency-based sales programs combined with a unique understanding of club operations and membership sales to deliver the industry's most highly-regarded resort brokerage services.

Integral Property Tax Services

In an effort to assist developers, builders and large landowners in minimizing their property tax burden, Integral Property Tax Service (IPTS) offers comprehensive property tax solutions with industry-leading consulting services and unrivaled technology that can be tailored to suit each of their client's specific needs. Through unparalleled expertise and proven methodologies in understanding the complexities of real and personal property tax management, IPTS has developed keen insight into the systematic problems landowners face that often result in excessive tax liabilities.



Specialized areas of expertise involve all real estate asset classes including office, industrial, retail, hospitality, residential land and raw land. IPTS also offers a range of services relating to personal property tax reduction such as: appeals services, pre-acquisition analysis, incentive, exemption, abatement analysis, implementation, and valuation analysis of intangibles, proposed construction and obsolescence. IPTS leverages the Land Advisors Organizations' proprietary mapping technology; robust infrastructure and deep market insight to assist landowners in having their properties' assessed valuations reflect current market conditions.

Nationwide Coverage

Land Advisors Organization currently has more than 55 agents operating in 22 offices throughout the country. The ability to leverage this kind of focused land advisors network simply does not exist in any other firm during the last few years. It has resulted in more than 20 interstate transactions where leveraging the power of our network has financially benefited our clients.

California

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8105 Irvine Center Drive, Ste. 1460
Irvine, CA 92618
949.852.8288

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Palm Desert, CA 92260
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Santa Barbara, CA
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Pasadena, CA 91101
626.376.9840

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Casa Grande, AZ 85122
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Nevada

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10497 Town & Country Way, Ste. 930
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Utah

Salt Lake City
6443 N. Business Park Loop Road, Ste.12
Park City, UT 84098
435.333.3311

Washington

Seattle
11400 SE 8th Street, Ste. 205
Bellevue, WA 98004
425.526.7557

Future Office Locations

Atlanta, GA
Raleigh/Durham, NC
Portland, OR

Transactional Experience

Below is a partial list of LAO's prestigious clientele:

Public Homebuilders

Beazer Homes USA, Inc.
Brookfield Homes Corp.
D.R. Horton, Inc.
Hovnanian Enterprises, Inc.

KB Home
Lennar
M.D.C. Holdings, Inc.
Meritage Homes Corp.

PulteGroup, Inc.
Standard Pacific Corp.
Taylor Morrison
The New Home Company

The Ryland Group, Inc.
Toll Brothers, Inc.
TriPointe Homes
William Lyon Homes

Private Homebuilders

Alexander Homes
American Premier Communities
Ashbrook Communities
Barratt American
Blackmon Homes
Brandywine Development
Cambridge Homes
Capital Pacific Holdings, Inc.
Centennial Homes
CV Communities
Delco Homes
DeNova Homes
Empire Homes
Family Development

Fieldstone Homes
Far West Industries
First Pacifica Development
Florsheim Homes
Frontier Homes
Griffin Communities
Griffin Industries
Heritage Pacific Homes
Homes by Towne
Howard Roberts Development
Inland Pacific Builders
Jeffrey Homes
John Laing Homes
La Paloma Homes

Lafferty Communities
Lakemont Communities
Matthews Homes
MBK Homes
McMillin Communities
McRoy-Wilbur Communities
New West Home
The Olson Company
Pacer Communities
Pacific Communities
Pacific Scene Homes
Pinnacle Communities
Rilington Communities
RSI Communities

Sea Country Homes
Shea Homes
Sheffield Homes
Transwest Housing
Trumark Companies
Urban Housing Communities
Van Daele Communities
Warmington Residential
Watt Communities
Williams Homes
Woodside Homes
Young Homes

Land Developers

Bluestone Communities
City Ventures
DMB Pacific Ventures
FivePoint Communities
Foremost Communities

Global Investment & Development
Harridge Development Group
Lewis Group of Companies
Newland Communities
Pacific Cascade Group

RainTree Investment Corp.
Richland
Rockne Construction
RWR Homes
Signature Development Group

SunCal Companies
Terra Verde Group
West Coast Housing Partners
Woodridge Capital

Financial Institutions

AEW Capital Management
AmTrust Bank
AW Properties
Bank First
Bank Midwest
Bank of America
Branch Banking & Trust (BB&T)
Broadreach Capital Partners
California Bank & Trust
Capstone Advisors
Cathay Bank
Central Pacific Bank
Cerberus Real Estate Capital
Citizens Business Bank
Colony Capital

Comerica Bank
East West Bank
Emigrant Realty Finance
Encore Housing Opportunity Fund
Farmers & Merchants Bank
FDIC
First Bank
Freehold Capital Management
GMAC Rescap
GTIS Partners
Guaranty Bank (BBVA Compass)
Housing Capital Company
Institutional Housing Partners
ING
iStar Financial

JP Morgan Chase
Kaufman Capital
KeyBank
Legacy Asset Management Co.
Morgan Stanley
Oaktree Capital Management
Oak Valley Community Bank
OneWest Bank
Palm Desert National Bank
PCCP
Preferred Bank
PremierWest Bank
QVT Mt. Auburn
Rabobank
Regions Bank

Rialto Capital Management
Santa Barbara Bank & Trust
Stearns Bank
Sterlings Savings Bank
Tricon
United Security Bank
U.S. Bank
Wachovia (Wells Fargo)
Wells Fargo
Westamerica Bank
Weyerhaeuser Real Estate Capital
Wheelock Street Capital