

Understanding the Value of Our Timeshare Relationship

Our community has an operations element that is not found in most planned communities: timeshare units owned and operated by an outside company. Here at Fairfield Glade we have 487 timeshare units operated by Wyndham. We are fortunate to have these units within the community for the following reasons:

- They create a steady stream of home buyers. 20% of new members either buying an existing home or building a new home were introduced to our community by staying in one of our timeshare units.
- They contribute significantly to our financial standing. We receive double dues for each timeshare unit. In addition, timeshare guests frequent our restaurants and golf courses to help build critical sales volume.
- They reduce our member dues. The revenues contributed to us by the timeshares, about \$670,000 each year, dramatically reduce our member dues. As well as managing the timeshare units, Wyndham also owns over 1,300 lots in Fairfield Glade which contribute another \$600,000 in annual revenues.

The timeshare units, and the revenue they generate for us, are a big factor in creating our community's extraordinary value proposition.