

32 Winds

Annual Vacation Home Expenses vs. 32 Winds Membership Comparative Analysis

The financials as presented depict the overwhelming cost savings of a 32 Winds membership that includes Villas, Casitas and Cabins in Sonoma, Los Cabos and Aspen/Snowmass as well as a private club memberships in all locations.

	Sonoma Wine Country	Los Cabos Oceanfront	Aspen/Snowmass Slope side	Total 3 Homes	32 Winds
PURCHASE PRICE	\$4,000,000	\$6,500,000	\$6,000,000 (1)	\$16,500,000	\$2,125,000 (2)
Furnishings & Decorations	\$400,000	\$385,000	\$450,000	\$1,235,000	Included
Boat Purchase/Ownership	N/A	\$750,000	N/A	\$750,000	Included
Membership	\$250,000	\$150,000	\$250,000	\$650,000	Included
TOTAL CAPITAL COSTS	\$4,650,000	\$7,785,000	\$6,700,000	\$19,135,000	\$2,125,000
Less Down Payment (3)	\$1,200,000	\$1,950,000	\$1,800,000	\$4,950,000	\$1,062,500
Costs to Be Financed	(\$3,450,000)	(\$5,835,000)	(\$4,900,000)	(\$14,185,000)	(\$1,062,500)
ANNUAL OPERATING COSTS					
Annual Payments - 20 year 7%	\$241,500	\$408,450	\$343,000	\$992,950	\$74,375
Taxes - 1.25% of Value	\$50,000	\$81,250	\$75,000	\$206,250	Included
Insurance - .5% of Value	\$12,500	\$15,000	\$18,500	\$46,000	Included
Annual Maintenance	\$18,000	\$20,000	\$22,000	\$60,000	Included
Home Owners Assoc. Dues	\$15,000	\$25,000	\$25,000	\$65,000	Included
Golf Dues	\$12,000	\$12,000	\$12,000	\$36,000	Included
Lodging Club Dues (4)	N/A	N/A	N/A	N/A	\$60,000
Annual Boat Maintenance - 17% of costs	N/A	\$125,000	N/A	\$125,000	Included
Rental Car (5)	\$4,000	\$4,000	\$4,000	\$12,000	Included
Domestic Services (6)	\$4,000	\$4,000	\$4,000	\$12,000	Included
TOTAL ANNUAL COSTS	\$357,000	\$694,700	\$503,500	\$1,555,200	\$134,375

- 1) There are currently no slope side homes available in Aspen/Snowmass for this purchase price. The \$6M purchase price is assumed for real estate within the towns of Aspen and Snowmass, not including ski-in, ski-out access.
- 2) Assumes average price with beginning cost of \$1.5M and ending price of \$2.75M.
- 3) Assumes a 30% down payment for a vacation home and 50% for a 32 Winds membership.
- 4) Annual Costs include boats, on-site and off-site transportation, full service Concierge
- 5) Assumes 40 days annual usage at \$100+/- per day.
- 6) Assumes 40 days \$100 per day.

