

Chatham Cape Cod Equity Options

<u>Month</u>	<u>Price/week</u>	<u>% of Equity in Property</u>
January	\$0	0%
February	\$0	0%
March	\$0	0%
April	\$0	0%
May	\$95,000	3.01%
June	\$140,000	4.44%
July	\$140,000	4.44%
August	\$140,000	4.44 %
September	\$95,000	3.01%
October	\$50,000	1.58%
November	\$0	0%
December	\$0	0%

Holidays

Thanksgiving Week	\$100,000	3.17%
Christmas Week	\$100,000	3.17%
New Year's Week	\$100,000	3.17%
Memorial Day	\$165,000	5.23%
July 4 th	\$175,000	5.55%
Labor Day	\$165,000	5.23%
Christmas By the Sea	\$50,000	1.58%

Investment Examples:

5 weeks per year: Memorial Day week, 2 weeks in June 2 weeks in August = \$725,000 contribution, 22.99% equity ownership

4 weeks per year: 1 week in May, 2 weeks in July, 1 week in August = \$515,000 contribution, 16.33% equity ownership

2 weeks per year: Labor Day week, 1 week in June = \$305,000 contribution, 9.67% equity ownership

Some things to clarify:

- Every week is assigned a dollar value and a % of equity ownership. If you buy the peak weeks, you will pay more but you will also have more equity in the home.

- When the home is sold in 8 years, you will first get your original capital contribution returned, plus your share of any appreciation based on your % of the equity in the home.
- If you rent your week, those rental proceeds are yours and are not pooled. The annual fees will continue to be shared among all partners based on how many LLC units they buy. We will not weight the annual fees by time of year.