



Rarity Bay Institutional Development And Operating Opportunity

INVEST IN THE FUTURE OF ACTIVE ADULT LIVING

PRESENTED BY:  **TGIF**

DEVELOPED BY:  **TIMBERTOP LAND CO.**

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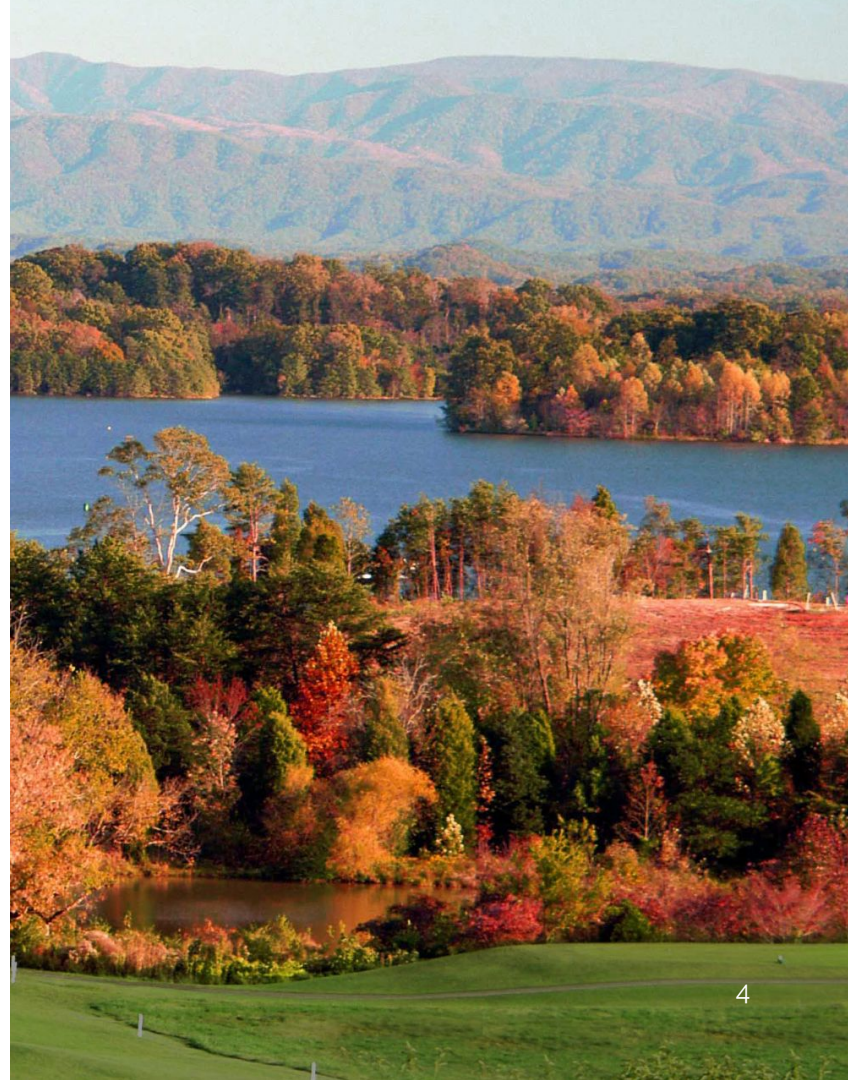
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Overview

- Entitled master-planned community in East Tennessee
- Distressed, bankruptcy-driven entry below replacement cost
- Phased development with multiple monetization paths
- Operating income supports downside protection
- Strong market fundamentals
- Seasoned management team with decades of real estate investing, developing and financial expertise



Rarity Bay Map



The Offering



Offering Type

- Regulation D, Rule 506(c) private placement
- Accredited Investors only (status verified)
- Continuous, best-efforts offering
- Suggested Min Investment \$100k

Investment Classes

- Series A1: 10% Annual Return
- Series A2: 9% Annual Return
- Series C: 8% Annual Return
- Series D: 7% Annual Return

Potential Returns

- Principal balance
- 20% IRR
- 80/20 Split

Use of Proceeds & Target Economics



Use of Proceeds

(approximate)

40% land acquisition

35% ground lease and development

17% immediate property & amenity enhancements

6% programmatic / corporate uses

2% transaction costs



Target Economics

(not guaranteed)

17% - 22% Target IRR

1.25x Target Equity Multiple

10% Preferred Return

7 Year Target Hold Period
(with optional extension)



Risk Profile

No public market for units

Speculative investment

Returns dependent on:

- Successful bankruptcy acquisition
- Phased development execution
- Revenue commencement
(19-30 months post deployment)

Why Now?

The foundation is solid, and the potential is even greater

Market Drivers

- Southeast in-migration tailwinds
- Limited entitled supply
- Forced-sale dynamics create pricing opportunity
- Ability to phase through market cycles

Community Drivers

- Single declarant – standard practice resort covenants, guidelines, & dues. No transfer fees
- New master plan approved by TRDA with resident support
- Improved amenities: new town center, boutique inn, spa, shops, and marina

Demographics for Rarity Bay

Knoxville MSA Population
+12.7% (2010-2013)

Current 10-Mile **55+ Population**
23,900 Residents (RAO)

Expected 10-Mile **55+ Population**
29.5% by 2028 (Esri)

Overnight Lakefront Vacation Stays
40,000 Annually

Nearby **Luxury Golf & Lakefront**
Home Prices
\$500-\$950K (resales)



- Golf & lakefront community in the Knoxville, TN MSA
- Directly along Tellico Lake in East Tennessee
- High-growth, tax friendly area attracting affluent 55+ buyers
- Gold & lakefront community, in the Knoxville, TN MSA
- Directly along Tellico lake in East Tennessee

Demographics for Rarity Bay

Retiree & Second-Home Demand

- 55+ population within 10-mile radius:
~24,000 residents
- Projected 55+ growth (10-mile radius):
~25–30% by 2028
- Second-home / seasonal ownership: Estimated **20–30% of lakefront housing stock** in comparable East Tennessee resort communities
- Buyer profile driven by Midwest and Southeast in-migration seeking:
 - Lower taxes
 - Lifestyle amenities (golf, lake access)
 - Lock-and-leave housing options

Affordability Advantage vs. Coastal Market

- Lakefront / golf resale pricing (local):
~\$500k–\$950k
- Comparable coastal resort markets:
 - Florida / Carolinas / West Coast:
\$1.2MM–\$2.5MM+
 - Relative discount: **~40–60%** versus coastal second-home alternative
- Tennessee Offers:
 - No state income tax
 - Lower insurance and operating costs
 - Reduced HOA and property tax burden relative to coastal markets

Demographics for Rarity Bay

Regional Growth – Knoxville / Nashville Corridor

- Knoxville MSA population growth (2010–2023):
~**+12–13%**
- Nashville MSA population growth (same period):
~**+20%+**
- Rarity Bay benefits from:
 - Proximity to Knoxville employment base and healthcare
 - Lifestyle spillover from Nashville and Atlanta buyers
 - Strong in-migration trends to East Tennessee relative to national averages

Independent Market Validation (In Progress)

- Third-party market, pricing, and absorption studies underway
- Scope includes:
 - Condo pricing validation
 - Lot absorption and builder demand
 - Competitive supply analysis
- Results to be incorporated into:
 - Updated underwriting
 - Sensitivity analyses
 - Investor diligence materials

Note: Final investment decisions are expected to rely on third-party validation in addition to sponsor analysis

Market Comparisons

Regional & Lifestyle-Focused Comps

- **Master-Planned Resort Communities**
 - ~1,000~3,000 Units
 - ~75~150 Lot Sales / Year
 - \$75K~\$1.0MM Inland Resort Pricing
- **Lifestyle-Oriented | 55+ | Second Home**
 - 20~30% Population
 - Lock-and-Leave | Villa | Condo Product Mix
 - More Stable Demand Cycle
- **Exclusion of Coastal Comps**
 - Coastal Comps Excluded from Underwriting
 - Higher Price Volatility
 - Different Buyer Motivations
 - Distinct Cost | Risk Profile

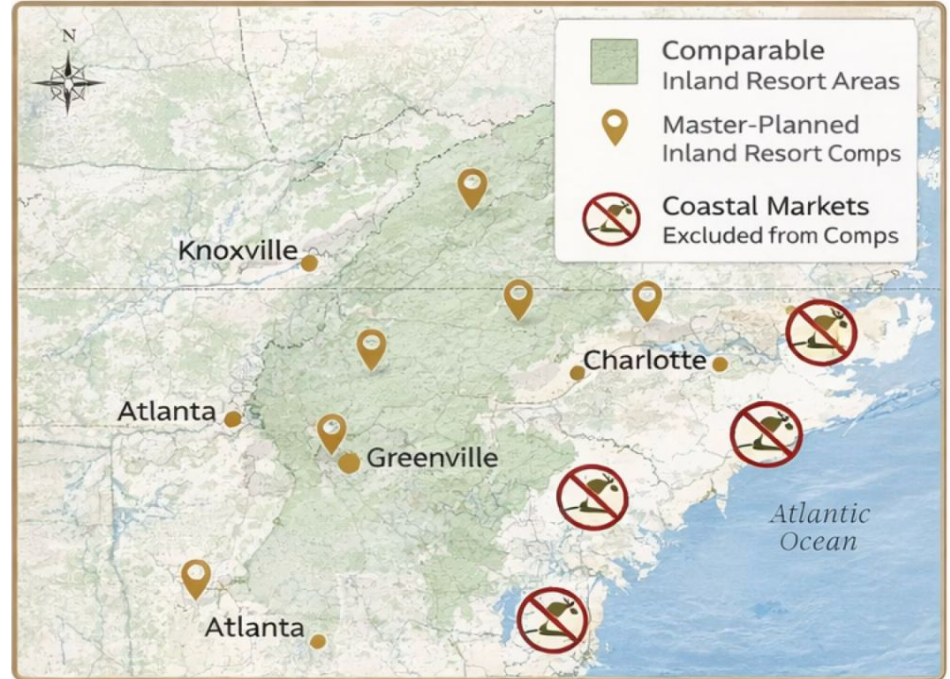
Sources: Esri, Costar, Regional MLS Data



Market Comparisons

- **Comparable master-planned** golf and lake resort communities in the southeast / Mid-Atlantic
- **Lifestyle segments** targeting 55+ / second-home buyers in less price-volatile, tax-friendly inland regions
- Coastal markets intentionally excluded from comps to avoid over-inflating underwriting

*Coastal Here includes Florida, Carolinas, a Vest Coast vacation-oriented, barrier islands and short-term rental markets.



Market Comparisons



Comparable performance is derived from regional master-planned and lifestyle-oriented communities; coastal resort markets are intentionally excluded to avoid over-inflating pricing or absorption assumptions.

Regional Master-Planned Resort Communities

- Primary comp set: Southeast and Mid-Atlantic master-planned resort communities with golf and/or lake access
- Typical scale: ~1,000–3,000 residential units over multi-phase buildouts
- Absorption range: ~75–150 units per year (stabilized phases)
- Lot pricing (improved): ~\$75k–\$200k per lot, depending on amenity access and infrastructure
- Finished home pricing: Generally \$450k–\$1.0MM in comparable inland resort markets

Lifestyle-Oriented Developments

(55+ / Second-Home Focused)

- Target buyer profile:
 - 55+ retirees and second-home buyers
 - Midwest and Southeast in-migration
- Sales velocity: Typically slower than suburban SFH but more stable through cycles
- Product mix: Villas, condos, lock-and-leave housing, limited custom homes
- Pricing supported by:
 - Amenity density (golf, marina, trails)
 - HOA-managed lifestyle vs. pure residential subdivisions

Market Comparisons

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Exclusion of Non-Analog Coastal Comps (Intentional)

- Coastal resort markets typically reflect:
 - 30–60% price premiums driven by scarcity, insurance dynamics, and short-term rental demand
 - Different buyer motivations (vacation / STR vs. lifestyle residency)
 - Higher volatility tied to insurance, climate, and regulatory risk
- Coastal pricing and absorption are not used to underwrite:
 - Condo pricing
 - Sales velocity
 - Exit assumptions

Underwriting is based exclusively on inland, lifestyle-oriented, master-planned resort communities with similar demand drivers, cost structures, and risk profiles.

Governance & Control



Execution capability and alignment are the primary drivers of outcomes.

Experienced Development & Capital Markets Leadership

- Multi-decade experience across large-scale, phased development, capital formation, and complex land control
- Proven execution through multiple market cycles, including cost inflation and shifting demand
- Direct sponsor oversight of development sequencing, capital deployment, and risk management

Third Party Operating Partners

- Specialized operators engaged for golf, marina, ground leases, and amenities
- Selected for regional expertise, cost discipline, and operating efficiency
- Sponsor retains strategic control, budget authority, and operator replacement rights

Sponsor Capital at Risk

- Sponsor and affiliates invest alongside LPs
- Returns subordinate to preferred equity
- Economics driven by execution and long-term value creation, not leverage or financial engineering

Potential Exits



Execution capability and alignment are the primary drivers of outcomes.

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Thank you for taking the time to
consider this opportunity.

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