



Marina Grand Resort

600 W. Water Street • New Buffalo, Michigan • marinagrandresort.com

**SECOND HOME OWNERSHIP.
THE EASY WAY TO OWN A PIECE OF THE LAKE.**



WHILE YOU RELAX, PLAY, AND GETAWAY...



RELAX

Relaxation is easy at Marina Grand. Owners are free to spend their time at play, as all services are included in one monthly assessment. We do the work for you so you can enjoy your second home.

PLAY

Marina Grand offers residents many ways to enjoy all that Harbor Country has to offer. Within the resort, residents enjoy waterfront dining, a coffee bar and market, a rooftop deck, indoor and outdoor pools, and fitness and game rooms. Boaters have premier access to their boat slips, and a stunning Lake Michigan beach, shops and restaurants are only minutes away on foot. Complimentary bicycle rentals, DVD library and high speed internet are all standard. Casino lovers enjoy shuttle service to Four Winds Casino hourly throughout the afternoon and evening.



GET AWAY

Marina Grand Resort is only an hour from Chicago by car or a short Amtrak ride from Union Station. The new New Buffalo Amtrack platform, scheduled to open in Summer 2009, is a 5-minute walk to the property. Travel time from Indianapolis is just two and a half hours, and South Bend residents can get away in just 45 minutes.



Bentwood Tavern

Joe

WE TAKE CARE OF EVERYTHING.

WE MANAGE



Own a condo at Marina Grand Resort and reap the financial benefits of our “ease of rental” program. Drop us your key upon departure and we do the rest. Rental income varies by unit type, however, overall historic trends paint a solid rental picture for homeowners. Our performance is driven by our attention to detail, service, product and premium location.

Property Annual Room Revenue

2007	\$1,457,000
2008	\$1,879,000 (+29%)



WE LEASE

Occupancy is the key to solid revenue opportunities for owners. At Marina Grand Resort, occupancy has grown steadily since opening in 2006. Most regional hotels expect a stabilized occupancy of 55% within four to seven years, so continued growth is expected.

Annual Average Occupancy Percent

2007	31.9%
2008	38.2%

WE PERFORM

Room rates increase as the product entrenches further in the marketplace and brand recognition grows. As demand for this unique product continues to surge, people realize that a full-service condo with waterfront views, outstanding service and amenities outperforms any standard hotel room in the area.

Average Room Rate/Night

2007	\$176.10
2008	\$176.95

Market stable rate for an entrenched product typically averages \$185 per night.



WE OPERATE

Operation costs cut into the bottom line, so we are aggressive at providing the most value to our owners.

Our assessments include all operating costs with no hidden charges. Real estate taxes and personal insurance are the only additional expenses to owners.

2009 Monthly Assessments

1BR	\$442.37
2BR	\$643.61
3BR	\$719.94

YOU EARN

The rewards of a professional operation are two-fold. While second home ownership in Harbor Country offers many rewards, Marina Grand Resort offers the unique opportunity to yield income when owners are away, year-round.

2008 Total Average Unit Revenue

1BR	\$30,000
2BR	\$48,000
3BR	\$57,000

Owners share this revenue with management 50/50. Revenue varies by unit.

ALL WIN

While home ownership in Harbor Country is not a “free ride”, condo-hotel ownership certainly makes it easier. This is an example of how a typical 2BR unit performed in 2008:

2008 2BR Performance

Income	\$48,243
Assessments	- 6,067
Taxes	- 9,000
Mgmt./Clean	- <u>24,121</u>
Cash Flow	\$ 9,055

Above example does not assume financing and does not factor in tax benefits of ownership. Consult a financial analyst or tax accountant for detailed information on your specific circumstance.

Data based on estimated property tax for 2008.

REVENUE

If you have further questions regarding the rental management program, contact Robert Kemper at 269.469.9900.



SALES

If you are interested in being a part of this unique Harbor Country opportunity, contact our Rubloff sales representatives Chuck Heaver and Teri Maki at **888.630.7770**.

Final Remaining Homes

Unit 122/123	\$299,000	2BR
Unit 146/147	\$399,000	2BR
Unit 148 (under contract)	\$199,000	1BR
Unit 320/321	\$469,000	3BR
Unit 326/327	\$499,000	3BR
Unit 348	\$299,000	2BR

YOU RELAX. WE WORK. EVERYBODY WINS.