

Current stats:

1. Just over 1,000 single family homes sold
2. Remaining single family:
 - a. 123 ready to go (infrastructure ready, lot for sale) in Carriage Trails
 - b. 250 yet to develop in Carriage Trails
 - c. D.R. Horton building has 20 lots in progress in WindBrooke
 - d. 50 yet to develop in WindBrooke
3. There are 40-50 apartment and/or retirement villas remaining
4. Sales pace = 120 single family per year
 - a. Closed 25 single family this year, on track for 10 in April (3 off the pace)

Future development:

1. There are 235 acres "under option" just North of CT Parkway – goes all the way to 40
 - a. Annex or not-to-Annex decision has not yet been made – it is still early in the process
 - b. Unit mix (single family, apartments, senior living, patio homes) and housing density will be similar to Carriage Trails
 - c. For ramp-up, assume continuous sales (as Carriage Trails winds down, this development will pick up)
 - d. Could be as many as 700 single family units in this development
2. Other potential acreage includes 150 acres surrounding the 235 acres under option (for a total of 385 acres).
3. There is a 10-15 year plan of over 1000 units @ 120/year
4. They are willing to discuss donating acreage for a local "in the community" school
 - a. About half of our student population comes from South of 40 today – with the new and future development, this percentage will increase significantly
 - b. Typically these community schools are elementary level. We asked about possibility of the local school being MS or HS and the answer was that anything was possible but that usually MS and HS require more acreage because there are more extracurricular activities involved such as sports.
 - c. OFCC acreage requirements for various grade groupings are:
 - i. Elementary acreage = 10 acres + 1 acre per 100 students
 - ii. MS acreage = 20 acres + 1 acre per 100 students

Four builders currently in Carriage Trails (who will likely continue into new development):

1. D.R. Horton
2. Fischer Homes
3. Inverness Homes
4. Ryan Homes