

From: "[REDACTED]"

To: "JE Jail" <[REDACTED]>

Subject: Fw: From Frank McKinney, RE: Yesterday's meeting at Acqua Liana

Date: Wed, 26 Aug 2009 13:52:22 +0000

Attachments: Acqua_Liana_estimated_owner_maintenance_costs.xls

Sent via BlackBerry by AT&T

From: "Frank McKinney"

Date: Wed, 26 Aug 2009 09:24:21 -0400

To: <[REDACTED]>; <[REDACTED]>

Subject: From Frank McKinney, RE: Yesterday's meeting at Acqua Liana

Good Morning Jeffrey,

It was nice to meet you yesterday while visiting Acqua Liana: [http://www.frank-\[REDACTED\].com](http://www.frank-[REDACTED].com) Acqua Liana is brand new and would make a perfect home for you.

I have two appraisals on Acqua Liana, a 76-page appraisal performed by Bank of America at the height of the economic crisis a few months ago. Another performed by David Aucamp, a well respected high-end appraiser. They were performed within 38 days of each other, independent of each other. They came in at \$25.5 million and \$26 million respectively. Paul has copies of these (I copied him with today's correspondence). He is free to share them with you, or I can forward to you.

I encourage you to visit Acqua Liana in the evening. It is simply stunning. You asked about exterior lighting. Seeing the estate at night would allow you to experience its true beauty.

What follows is information you asked be provided.

Maintenance costs for Acqua Liana

Summary: a range of \$10,683-\$13,983 per month. Attached is a detailed spreadsheet. This sheet does not include taxes (estimated to be 1.5-1.6% of assessed value) or hazard insurance.

Vacant lot I own at 700 S. Ocean (one lot south of Acqua Liana)

Summary: \$34.3 million (\$66,000 per front foot/\$141.37 per square foot), 5.57 acres, 520' direct ocean frontage, 480' on Intracoastal, 23'+ above sea level, recently reduced by \$8.6 million. More here: <http://www.frank->
[REDACTED]

As discussed, you could buy the 150' immediately south of Acqua Liana that I no longer own in the mid-\$8 million range. I sold the lot to the current owner for \$11 million 2 years ago.

Put it all together, you would have over 7.1 acres and 670' of direct ocean-to-Intracoastal property. Larger than anything else in Palm Beach County, and at a price that reflects the times we are in, a price you will likely never see again. If you added Acqua Liana, you would have 8.7 acres and 820' of direct ocean-to-Intracoastal property, something no one else could amalgamate.

The Manalapan Residence

Summary: 67,672 square feet, 14 bedrooms, 24 bathrooms, 18 car garage, 6,140 sq. ft. master bedroom suite, lavish Grand Rotunda room for entertaining, dual water walls, aquarium ceilings and walls, movie theatre, casino and club room with stunning aquarium wet bar, oceanfront gourmet family kitchen, catering kitchen, outdoor summer kitchen, his/her offices, 10 wet bars, 2 wine rooms (1 for red, 1 for white), gymnasium with beauty salon, 2 swimming pools (classical lap and grotto waterfall/waterslide), shark tank, 2 elevators, bowling alley, tennis court with pavilion, archery range, 1/4 mile jogging/go cart track, butterfly gardens, Italian and Floridian gardens, sculpture gardens, citrus orchard, guest house, staff house, back-up generator, full home automation... More here: <http://> [REDACTED]

The house is designed and fully permitted by the Department of Environmental Engineering (DEP). It has been approved by the Town of Manalapan Architectural Commission. Would need a Town of Manalapan building permit.

I have a brochure size set of floorplans that I could mail to you (need mailing address). We have a detailed scale model available to show you that is onsite.

You have bought plenty of high-end real estate in your life and are a very smart man. When it comes to making your next South Florida investment I ask, do you think you could have made a better deal a year ago, or will be able to make a better deal a year from now? While I don't carry your weight, with my near 25-years in the business, I think the answer is no. Now is the time.

I invite you to return just before dusk, where we could walk the land, you could see the scale model and you could see Acqua Liana after the sun sets. We'll serve drinks and food.

My direct number is [REDACTED].

Frank McKinney

[REDACTED]

Author of 3 new best-selling books:

[The Tap](#)

[Burst This! Frank McKinney's Bubble-Proof Real Estate Strategies](#)

[Dead Fred, Flying Lunchboxes, and the Good Luck Circle](#)

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