Introducing

SouthPointe at Lakes
Today’s Agenda

1. Presentation
   Brian T. Rutter, Chief Marketing Officer

2. Question & Answer Session
   Brian T. Rutter
   Justin Nolt, Operations Manager, CCS (construction firm)
   Laura Walker, Sales Counselor

3. Dessert Reception and Intent List Deposits
We’re on a Journey Together
A REMINDER: THE GREAT REASONS YOU’VE CHOSEN WILLOW VALLEY COMMUNITIES
Leading the Way

- Award-winning community, with 1,550+ residences
- Not for profit and independently operated
- Residents from 37 states
- Exemplary financial record: Fitch A-rated
Mind, Body & Spirit

Life Lived Forward
Nurturing the Mind, Body and Spirit

- Lecture Series
- Fitness and Aquatics Centers
- Robust Resident Life and Wellness program
- Specialized clubs to pursue your passions
Central Hubs for Amenities

Innovative places and spaces
Cultural Center
Relax & Renew
Intergenerational Activities
Vintage Arcade
Dine and Socialize
Share Passions with Friends
Lifecare

The best plan for a secure future
The Lifecare Difference

• Offers short- or long-term care in supportive living (Personal Care, Memory Care, or Skilled Nursing Care) if needed

• Monthly fees do not increase should you move from independent living to a higher level of care
Lancaster

Accolades Abound
Lancaster

• Recently named the #1 Place to Retire by *U.S. News & World Report*
AN OVERVIEW:
SouthPointe at Lakes
Packets as You Exit

- After this presentation, you’ll be handed a packet that contains the information you’ll be hearing about our new construction.
Willow Valley Communities
SouthPointe at Lakes
SouthPointe at Lakes

- Villas
- Apartments
- Future Memory Care Center
Villas: Two Phases

• Phase 1
  – 37
  – Construction begins fall of 2019
  – First move-ins in summer of 2020

• Phase 2
  – 51
  – Sales pace determines schedule
  – Best case is all villas complete by summer 2021
Villas

• Four spacious floor plans ranging from 1645 to 2010 square feet
  – Two of the floor plans: 2BR/2-1/2BA
  – Two of the floor plans: 2BR/2-1/2BA with study
• Each with own 2-car garage
• Stairway accessible storage above garage
• Configurations include singles (detached), duplex, and triplex
• No basements
Villas (Phase 1)
Residence Styles

SouthPointe Park (Villas)
SouthPointe at Lakes
SouthPointe Park: Hayes

Villa
2 Bedroom
2.5 Bath
2-car Garage
1,645 Square Feet

All dimensions are approximate and subject to construction tolerances. Floor plans are not to scale in relation to one another and represent the residences in their original configuration.
SouthPointe at Lakes
SouthPointe Park: Whitby

Villa
2 Bedroom
2.5 Bath
2-car Garage
1,675 Square Feet

All dimensions are approximate and subject to construction tolerances. Floor plans are not to scale in relation to one another and represent the residences in their original configuration.
SouthPointe at Lakes
SouthPointe Park: Marlow

Villa
2 Bedroom
2.5 Bath
Study
2-car Garage
2,005 Square Feet

All dimensions are approximate and subject to construction tolerances. Floor plans are not to scale in relation to one another and represent the residences in their original configuration.
SouthPointe at Lakes
SouthPointe Park: Rothwell

Villa
2 Bedroom
2.5 Bath
Study
2-car Garage
2,010 Square Feet

All dimensions are approximate and subject to construction tolerances. Floor plans are not to scale in relation to one another and represent the residences in their original configuration.
SouthPointe at Lakes
SouthPointe Park

Marlow
Hayes

Exterior rendering is conceptual and subject to modification.
Design Amenities

SouthPointe Park (Villas)
Designer Standards

- Open Floor Plans
- Tile in Laundry and Baths
- Hardwood and Carpet in Main Living Areas
- Stainless Steel Appliances
- Granite Countertops
- Gas Fireplace

- Large Walk-in Closets
- Double Vanities
- Laundry Center
- Powder Room
- Covered Porch/Patio
- 10’-7” Ceilings in Master Bedroom/Dining/Great Rooms
Preliminary Fee Ranges

SouthPointe Park (Villas)
Preliminary Entrance Fee Ranges

- $370,000 - $460,000
- Second Person Fee $26,000
- $10,000 Perimeter Lot Premium

Entrance Fees based on Capital Preservation Plan
Apartments

SouthPointe Village
SouthPointe at Lakes

- Villas
- Apartments
- Future Memory Care Center

SouthPointe Park

- Apartments
- SouthPointe Village
Apartments

• Construction will follow the villas (start is TBD based on sales pace of villas, then sales pace of apartments)

• Two floor plans anticipated:
  – One floor plan: 2BR/2BA
  – One floor plan: 2BR/2BA with study

• Priority interest list at this time; no deposits
What Happens Next?

SouthPointe at Lakes
Villas: Getting Your Priority Number

• Make your Intent List Deposit of $2,500 per person today or by February 15, 2019
• On February 18, Priority Numbers will be assigned based on initial Wait List Deposit date; Sales Counselors will advise those on the Intent List
• Villa selection is expected to begin in late March
Villas: Reserving Your Residence

• Once we reach the prescribed number of reservations, Intent List Depositors will be invited to reserve in the order of Priority Number

• Before reserving, Depositors will be given finalized pricing and other information
Apartments: Interest List

• Place yourself on the Apartment Interest List
• Inclusion on the Interest List for SouthPointe Apartments requires no additional deposit beyond the Wait List deposit already paid
• Willow Valley Communities will share more information as it becomes available
Where to Get Updates?

_SouthPointe at Lakes_
Special Website for Updated Info

www.SouthPointeWVC.org

(Download this presentation and more)
What Questions May We Answer?

Ask online at: http://www.southpointewvc.org/#FAQs
Q&A Panel

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