



SouthPointe at Lakes SouthPointe Village – Apartments

Entrance and Monthly Fees
Effective January 2, 2021

| Name | Description | Sq.Ft. | Capital (Zero) | Traditional (33%) | Estate (90%) | 2021 MSF |
|--------------------|-----------------------|--------|-------------------|----------------------|-----------------|-------------|
| Hatfield | 2 BR, 2½ Bath | 1,704 | \$395,600 | \$466,700 | \$688,800 | \$3,759 |
| Hatfield Variation | 2 BR, 2½ Bath | 1,737 | \$395,600 | \$466,700 | \$688,800 | \$3,759 |
| Kingsbury | 2 BR, 2½ Bath w/Study | 1,878 | \$438,600 | \$517,700 | \$763,800 | \$4,561 |
| Second Person Fee | | | \$26,000 | \$31,000 | \$45,000 | \$1,404 |

Top Floor Premium

| | |
|--------------------|----------|
| Hatfield | \$8,000 |
| Hatfield Variation | \$8,000 |
| Kingsbury | \$10,000 |

Monthly Service Fees (MSF) presented above apply to calendar year 2021 for SouthPointe Village apartment move-ins that occur at any time in 2021 for the balance of that year. Willow Valley Communities' Monthly Service Fees increase annually. 2022 Monthly Service Fees will be higher. The annual average increase over the last 10 years has been 3.5%.

Entrance Fees paid are reduced by 2% per month until the minimum refund amount is reached. Capital Preservation: Zero Refund; Traditional: 33% Refund; Estate Preservation: 90% Refund.

At Willow Valley Communities, your Monthly Service Fee includes Lifecare coverage, a contract that entitles you to short- or long-term personal care, skilled nursing care, or memory support, should you need it, without a change to your monthly fee because of the need for increased care. In addition to the peace of mind of Lifecare, your monthly fee at Willow Valley Communities also covers a long list of expenses that you may already be paying. Your residence, electricity, water, heating and cooling, trash removal, real estate taxes, and property insurance are all included in your monthly service fee.