

Equity. It's Your Advantage™

What you need to know about the Equity Advantage™.

Before you decide to move to a Continuing Care Retirement Community, you should explore and compare communities carefully, looking for the atmosphere, amenities, lifestyle and financial packages most likely to meet your long-term needs.

How would the Equity Advantage™ work with a hypothetical entry fee of \$300,000?

Let's assume that a new resident pays an entry fee of \$300,000. If that resident later passes away or moves away from Carolina Meadows, they or their estate would be responsible for a 5% remarketing fee (about the same as a real-estate commission) and refurbishing fee. After the refurbished home is occupied by a new resident paying the current entry fee, the refund goes to the former resident, or their estate, along with half of any net appreciation.

FEES	YEAR ONE*	YEAR FIVE	YEAR TEN
Entrance Fee**	\$300,000	\$331,000	\$366,000
Marketing Fee (AT 5%)	-15,000	-16,550	-18,300
Est. Cost to Refurbish	-27,000	-29,790	-32,940
Net Proceeds	258,000	284,660	314,760
Net Appreciation (NET PROCEEDS MINUS ORIGINAL ENTRY FEE)	0	0	14,760
Your Share of Net Appreciation (AT 50%)	0	0	7,380
Resident Refund	\$258,000	\$284,660	\$307,380
Refund Percentage	86%	95%	102%

*YEAR ONE ASSUMES RESIDENT MOVES OUT WITHIN THE SAME CALENDAR YEAR THEY MOVE IN.

**ASSUMES AN ANNUAL INCREASE IN ENTRANCE FEES OF 3%, WHICH MAY BE MORE OR LESS, PENDING MARKET CONDITIONS, AND IS NOT GUARANTEED TO INCREASE.



PERCENTAGE OF RESIDENTS WHO REPORTED CAROLINA MEADOWS' REPUTATION AS GOOD/EXCELLENT.