#### Disclosure Statement

The Overlook Life Care Community



May 2016

 This Disclosure Statement replaces any Disclosure Statements that may have been previously provided to you. Upon receipt of this Disclosure Statement, you should carefully review it and be in touch with the Marketing Department if you have any questions.

88 Masonic Home Road (Route 31)

Charlton, MA 01507

T 508.434.2318

F 888.965.0543

INTRODUCTION

 This Disclosure Presentation Book is given to you so that you may become aware of many of the important features of The Overlook Life Care Community located in Charlton, Massachusetts and to fulfill the requirements of Massachusetts General Laws, Chapter 93, Section 76. The Disclosure Statement is based on information available at the date above and is subject to change. In addition to providing basic information concerning The Overlook, this Disclosure Statement also contains a summary of certain of the agreements required to enter into in order to become a resident at The Overlook. In the event of any inconsistency between the summary in this Disclosure Statement and the actual agreement, the provisions of the actual agreement will govern. You may wish to review this Disclosure Statement with your financial advisor and legal counsel. This Disclosure Presentation is subject to change for events and circumstances occurring after the date printed on the cover page.

1. Name and Business Address of Provider

Overlook Communities, Inc.

DBA The Overlook Life Care Community

88 Masonic Home Road

Charlton, MA 01507

Overlook Communities, Inc., a corporate subsidy of Masonic Health System of Massachusetts, Inc., is a not-for-profit Massachusetts corporation incorporated under the provisions of General Laws, Chapter 180. This corporation owns and operates the continuing care community known as The Overlook Life Care Community (“The Overlook”).

1. Officers and Directors of The Overlook

A list of current officers and directors of The Overlook is contained in Attachment 1 attached hereto. Each person listed in Attachment 1, with the exception of the President/CEO, serves as a volunteer without compensation in the capacity shown in Attachment A. No individual has an ownership interest or an equitable or beneficial interest in Overlook Communities, Inc. or its assets. Directors’ actions and duties are governed by Massachusetts law and by the Overlook Communities’ Articles of Organization and By-laws.

1. Description of Business Experience of The Overlook

Overlook Communities, Inc. was incorporated on May 5, 2000 for the purpose of developing and operating a continuing care retirement community. The Board of Directors of The Overlook is composed of individuals who have experience in areas such as finance, business, social services, nursing home administration, hospital administration, and programs serving persons age 62 and over.

1. Statement of Affiliation and Tax-Exempt Status

Overlook Communities, Inc. is not affiliated with any other organization. The Internal Revenue Service has determined that the Corporation is exempt from federal income taxation as an organization described in Section 501(c)(3) of the Internal Revenue Code of 1986, as amended.

1. Description of Physical Facilities

The Overlook’s facility is located on approximately 83 acres of a 450 acre site at 88 Masonic Home Road, Charlton, Massachusetts. The facility is comprised of 205 resident apartments, 14 resident cottages, 42 suite enhanced living unit and 112 bed skilled nursing care facility licensed by the Commonwealth of Massachusetts. The Overlook’s facilities contain approximately 392,000 square feet of space.

1. Financial Statements

Certified financial statements of The Overlook are contained in Attachment B attached hereto. If The Overlook’s fiscal year ended more than 90 days prior to the date this Disclosure Statement is delivered to a prospective resident, then interim financial statements are contained in Attachment B attached hereto. The current entrance fees and monthly service fees are included in Attachment C. A five year history of entrance fees and monthly service fees is included in Attachment D attached hereto.

ATTACHMENT A

[Disclosure Statement]

Officers and Directors

Grand Master Harvey Waugh

Grand Treasurer Mason Russell

President/CEO Tameryn Campbell

Chairman Kenneth Blake

Vice Chairman Donald LaLiberte

Clerk/Secretary Ronald Jackson

Officer Robert Jolly

Officer Roy Leone

Officer Theodore Colledge

Officer William Holland

ATTACHMENT B

[Disclosure Statement]

## Financial Statements

Attached are certified financial statements of The Overlook, including (a) a balance sheet as of the end of the Overlook Communities, Inc.’s most recent fiscal year and (b) income statements for the Overlook Communities, Inc.’s three most recent fiscal years. Furthermore, if this Disclosure Statement is being delivered more than 90 days after the end of the Overlook Communities, Inc.’s fiscal year, also attached are (c) the Overlook Communities, Inc.’s interim financial statements (uncertified) as of a date not more than 90 days before such delivery.

ATTACHMENT C

[Disclosure Statement]

Current Entrance Fees and Monthly Service Fees

ATTACHMENT C

CURRENT Entrance Fees—Fee for service

|  |  |  |  |
| --- | --- | --- | --- |
| **One Bedroom** | **Sq Ft** | **0% Refund** | **90% Refund** |
| Alberta (2) | 506560 | $82,500$89,750 | $146,000$159,000 |
| Alpine (2) | 630 | $107,000 | $190,000 |
| Ash (1) | 634 | $103,500 | $183,000 |
| Aspen (31) | 643 | $109,000 | $193,000 |
| Balsam (3) | 749 | $120,000 | $213,000 |
| Basswood (12) | 1063 | $137,750 | $245,000 |
| Beech (9) | 821 | $128,750 | $229,000 |
| Birch (10) | 819 | $129,500 | $230,000 |
| Cedar (13) | 839 | $132,250 | $235,000 |
| Cherry (59) | 965 | $143,500 | $255,000 |
|  |  |  |  |
| **Two Bedrooms** | **Sq Ft** | **0% Refund** | **90% Refund** |
| Chestnut (6) | 1034 | $177,000 | $260,000 |
| Dogwood (15) | 1054 | $182,250 | $264,000 |
| Elm, Patio (2) | 1143 | $191,750 | $270,000 |
| Elm, Balcony (2) | 1188 | $198,500 | $280,000 |
| Hawthorne, Patio (6) | 1143 | $190,250 | $274,000 |
| Hawthorne, Balcony (16) | 1184 | $192,750 | $284,000 |
| Hickory, Den (9) | 1374 | $221,750 | $323,000 |
| Holly (3) | 1114 | $200,250 | $276,000 |
| Maple, Den (6) | 1401 | $238,000 | $340,000 |
|  |  |  |  |
| **Cottages** | **Sq Ft** | **0% Refund** | **90% Refund** |
| Oak (2) | 1,315 | $157,750 | $280,000 |
| Pine (2) | 1,315 | $166,500 | $295,000 |
| Spruce (1) | 1,315 | $182,750 | $325,000 |
| Sycamore (1) | 1,334 | $191,000 | $340,000 |
| Willow Duplex (2) | 1,595 | $177,250 | $315,000 |
| Willow (1) | 1,595 | $182,750 | $325,000 |
| Willow Basement (5) | 1,595 | $194,000 | $345,000 |

ATTACHMENT C

CURRENT Entrance Fees—life care

|  |  |  |  |
| --- | --- | --- | --- |
| **One Bedroom** | **Sq Ft** | **Single Residency** | **Double Residency** |
| **0% Refund** | **90% Refund** | **0% Refund** | **90% Refund** |
| Alberta | 506560 | $132,500$139,750 | $196,000$209,000 | $152,500$159,750 | $216,000$229,000 |
| Alpine | 630 | $157.000 | $240.000 | $177,000 | $260,000 |
| Ash | 634 | $153,500 | $233,000 | $173,500 | $253,000 |
| Aspen | 643 | $159,000 | $243,000 | $179,000 | $263,000 |
| Balsam | 749 | $170,000 | $263,000 | $190,000 | $283,000 |
| Basswood | 1063 | $187,750 | $295,000 | $207,750 | $315,000 |
| Beech | 821 | $178,750 | $279,000 | $198,750 | $299,000 |
| Birch | 819 | $179,500 | $280,000 | $199,500 | $300,000 |
| Cedar | 839 | $182,250 | $285,000 | $202,250 | $305,000 |
| Cherry | 965 | $193,500 | $305,000 | $213,500 | $325,000 |
|  |
| **Two Bedrooms** | **Sq Ft** | **Single Residency** | **Double Residency** |
| **0% Refund** | **90% Refund** | **0% Refund** | **90% Refund** |
| Chestnut | 1034 | $227,000 | $310,000 | $247,000 | $330,000 |
| Dogwood | 1054 | $232,250 | $314,000 | $252,250 | $334,000 |
| Elm, Patio | 1143 | $241,750 | $320,000 | $261,750 | $340,000 |
| Elm, Balcony | 1188 | $248,500 | $330,000 | $268,500 | $350,000 |
| Hawthorne, Patio | 1143 | $240,250 | $324,000 | $260,250 | $344,000 |
| Hawthorne, Balcony | 1184 | $242,750 | $334,000 | $262,750 | $354,000 |
| Hickory, Den | 1374 | $271,750 | $373,000 | $291,750 | $393,000 |
| Holly | 1114 | $250,250 | $326,000 | $270,250 | $346,000 |
| Maple, Den | 1401 | $288,000 | $390,000 | $308,000 | $410,000 |
|  |
| **Cottages** | **Sq Ft** | **Single Residency** | **Double Residency** |
| **0% Refund** | **90% Refund** | **0% Refund** | **90% Refund** |
| Oak | 1,315 | $207,750 | $330,000 | $227,750 | $350,000 |
| Pine | 1,315 | $216,500 | $345,000 | $236,500 | $365,000 |
| Spruce | 1,315 | $232,750 | $375,000 | $252,750 | $395,000 |
| Sycamore | 1,334 | $241,000 | $390,000 | $261,000 | $410,000 |
| Willow, Duplex | 1,595 | $227,250 | $365,000 | $247,250 | $385,000 |
| Willow | 1,595 | $232,750 | $375,000 | $252,750 | $395,000 |
| Willow, Basement | 1,595 | $244,000 | $395,000 | $264,000 | $415,000 |

ATTACHMENT C

CURRENT MONTHLY SERVICE FEES

|  |  |  |
| --- | --- | --- |
| **One Bedroom** | **Fee for Service** | **Life Care** |
| Alberta | $1,700-1,850 | $2,350-2,500 |
| Alpine | $2,250 | $2,900 |
| Ash | $2,140 | $2,850 |
| Aspen | $2,300 | $2,950 |
| Balsam | $2,600 | $3,250 |
| Basswood, Beech, Birch, Cedar | $2,700 | $3,350 |
| Cedar | $2,750 | $3,350 |
| Cherry | $2,800 | $3,450 |
|  |  |  |
| **Two Bedrooms** | **Fee for Service** | **Life Care** |
| Chestnut | $2,950 | $3,550 |
| Dogwood | $3,000 | $3,600 |
| Elm, Patio; Hawthorne, Patio | $3,100 | $3,750 |
| Elm, Balcony; Hawthorne, Balcony | $3,150 | $3,800 |
| Hickory | $3,700 | $4,100 |
| Holly | $3,050 | $3,700 |
| Maple | $3,800 | $4,250 |
|  |  |  |
| **Cottages** | **Fee for Service** | **Life Care** |
| Oak, Pine, Spruce | $3,700 | $4,250 |
| Sycamore | $3,800 | $4,350 |
| Willow | $4,100 | $4,550 |
|  |  |  |
| **Second person** | **Fee for Service** | **Life Care** |
| All Styles | $900 | $1,200 |

ATTACHMENT D

[Disclosure Statement]

Five Year History of Entrance Fees and Monthly Service Fees

ATTACHMENT D

Five Year History of Fee for Service Entrance FeeS—APARTMENTS

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **One Bedroom** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Ash | $172,600 | $179,500 | $183,100 | $183,000 | See next page |
| Aspen | $182,300 | $189,600 | $193,400 | $193,000 |
| Balsam | $200,600 | $208,600 | $212,800 | $213,000 |
| Basswood | $264,000 | $274,600 | $280,100 | $280,000 |
| Beech | $223,900 | $232,900 | $237,600 | $238,000 |
| Birch | $221,400 | $230,300 | $234,900 | $235,000 |
| Cedar | $226,100 | $235,100 | $239,800 | $240,000 |
| Cherry | $268,700 | $279,400 | $285,000 | $285,000 |
|  |  |  |  |  |  |
| **Two Bedrooms** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Chestnut | $298,000 | $309,900 | $316,100 | $316,000 | See next page |
| Dogwood | $305,200 | $317,400 | $323,700 | $324,000 |
| Elm, Patio | $335,600 | $349,000 | $356,000 | $356,000 |
| Elm, Balcony | $341,700 | $355,400 | $362,500 | $363,000 |
| Hawthorne, Patio | $328,300 | $341,400 | $348,200 | $348,000 |
| Hawthorne, Balcony | $335,600 | $349,000 | $356,000 | $356,000 |
| Hickory | $385,600 | $401,000 | $409,000 | $409,000 |
| Holly | $335,600 | $349,000 | $356,000 | $356,000 |
| Maple | $398,900 | $414,900 | $423,200 | $423,000 |
|  |  |  |  |  |  |
| **Annual Increase** | 3.8% | 3.8% | 2% | 0% | 0% |

ATTACHMENT D

Five Year History of Fee for Service Entrance FeeS—APARTMENTS

|  |
| --- |
| **2015** |
| **One Bedroom** | **0% Refund** | **90% Refund** |
| Alberta | $82,500$89,750 | $146,000$159,000 |
| Alpine | $107,000 | $190,000 |
| Ash | $103,500 | $183,000 |
| Aspen | $109,000 | $193,000 |
| Balsam | $120,000 | $213,000 |
| Basswood | $137,750 | $245,000 |
| Beech | $128,750 | $229,000 |
| Birch | $129,500 | $230,000 |
| Cedar | $132,250 | $235,000 |
| Cherry | $143,500 | $255,000 |
|  |  |  |
| **2015** |
| **Two Bedrooms** | **0% Refund** | **90% Refund** |
| Chestnut | $177,000 | $260,000 |
| Dogwood | $182,250 | $264,000 |
| Elm, Patio | $191,750 | $270,000 |
| Elm, Balcony | $198,500 | $280,000 |
| Hawthorne, Patio | $190,250 | $274,000 |
| Hawthorne, Balcony | $192,750 | $284,000 |
| Hickory | $221,750 | $323,000 |
| Holly | $200,250 | $276,000 |
| Maple | $238,000 | $340,000 |

ATTACHMENT D

Five Year History of Life Care Entrance FeeS—APARTMENTS

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **One Bedroom** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Ash | $172,600 | $179,500 | $183,100 | $183,000 | See next page |
| Aspen | $182,300 | $189,600 | $193,400 | $193,000 |
| Balsam | $200,600 | $208,600 | $212,800 | $213,000 |
| Basswood | $264,000 | $274,600 | $280,100 | $280,000 |
| Beech | $223,900 | $232,900 | $237,600 | $238,000 |
| Birch | $221,400 | $230,300 | $234,900 | $235,000 |
| Cedar | $226,100 | $235,100 | $239,800 | $240,000 |
| Cherry | $268,700 | $279,400 | $285,000 | $285,000 |
|  |  |  |  |  |  |
| **Two Bedrooms** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Chestnut | $298,000 | $309,900 | $316,100 | $316,000 | See next page |
| Dogwood | $305,200 | $317,400 | $323,700 | $324,000 |
| Elm, Patio | $335,600 | $349,000 | $356,000 | $356,000 |
| Elm, Balcony | $341,700 | $355,400 | $362,500 | $363,000 |
| Hawthorne, Patio | $328,300 | $341,400 | $348,200 | $348,000 |
| Hawthorne, Balcony | $335,600 | $349,000 | $356,000 | $356,000 |
| Hickory | $385,600 | $401,000 | $409,000 | $409,000 |
| Holly | $335,600 | $349,000 | $356,000 | $356,000 |
| Maple | $398,900 | $414,900 | $423,200 | $423,000 |
|  |  |  |  |  |  |
| **Life Care Prepayment** | $36,800 | $38,300 | $39,100 | $50,000 | Included |
|  |  |  |  |  |  |
| **Annual Increase** | 3.8% | 3.8% | 2% | 0% | 0% |

ATTACHMENT D

Five Year History of Life Care Entrance FeeS—APARTMENTS

|  |
| --- |
| **2015** |
| **One Bedroom** | **Single Residency** | **Double Residency** |
| **0% Refund** | **90% Refund** | **0% Refund** | **90% Refund** |
| Alberta | $132,500$139,750 | $196,000$209,000 | $152,500$159,750 | $216,000$229,000 |
| Alpine | $157,000 | $240,000 | $177,000 | $260,000 |
| Ash | $153,500 | $233,000 | $173,500 | $253,000 |
| Aspen | $159,000 | $243,000 | $179,000 | $263,000 |
| Balsam | $170,000 | $263,000 | $190,000 | $283,000 |
| Basswood | $187,750 | $295,000 | $207,750 | $315,000 |
| Beech | $178,750 | $279,000 | $198,750 | $299,000 |
| Birch | $179,500 | $280,000 | $199,500 | $300,000 |
| Cedar | $182,250 | $285,000 | $202,250 | $305,000 |
| Cherry | $193,500 | $305,000 | $213,500 | $325,000 |
|  |
| **2015** |
| **Two Bedrooms** | **Single Residency** | **Double Residency** |
| **0% Refund** | **90% Refund** | **0% Refund** | **90% Refund** |
| Chestnut | $227,000 | $310,000 | $247,000 | $330,000 |
| Dogwood | $232,250 | $314,000 | $252,250 | $334,000 |
| Elm, Patio | $241,750 | $320,000 | $261,750 | $340,000 |
| Elm, Balcony | $248,500 | $330,000 | $268,500 | $350,000 |
| Hawthorne, Patio | $240,250 | $324,000 | $260,250 | $344,000 |
| Hawthorne, Balcony | $242,750 | $334,000 | $262,750 | $354,000 |
| Hickory, Den | $271,750 | $373,000 | $291,750 | $393,000 |
| Holly | $250,250 | $326,000 | $270,250 | $346,000 |
| Maple, Den | $288,000 | $390,000 | $308,000 | $410,000 |

ATTACHMENT D

Five Year History of Fee for Service Entrance FeeS—COTTAGES

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Cottages** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Oak | $418,500 | $418,500 |  $252,000-$325,000 | $295,000 | See next page |
| Pine |  $424,000-$467,200 |  $424,000-$467,200 | $335,000 | $335,000 |
| Spruce | $487,400 | $487,400 | $395,000 | $395,000 |
| Sycamore | $501,700 | $501,700 | $395,000 | $395,000 |
| Willow Duplex  |  $520,000-$530,100 |  $520,000-$530,100 | $350,000 |  $325,000-$350,000 |
| Willow | $531,600 | $531,600 | $440,000 | $395,000 |
| Willow Basement |  $596,000-$626,600 |  $596,000-$626,600 |  $475,000-$495,000 |  $475,000-$495,000 |
|  |  |  |  |  |  |
| **Annual Increase** | 3.8% | 3.8% | 2% | 0% | 0% |

ATTACHMENT D

Five Year History of Fee for Service Entrance FeeS—Cottages

|  |
| --- |
| **2015** |
| **Cottages** | **0% Refund** | **90% Refund** |
| Oak | $157,750 | $280,000 |
| Pine | $166,500 | $295,000 |
| Spruce | $182,750 | $325,000 |
| Sycamore | $191,000 | $340,000 |
| Willow Duplex | $177,250 | $315,000 |
| Willow | $182,750 | $325,000 |
| Willow Basement | $194,000 | $345,000 |

ATTACHMENT D

Five Year History of Life care Entrance FeeS—COTTAGES

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Cottages** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Oak | $418,500 | $418,500 |  $252,000-$325,000 | $295,000 | See next page |
| Pine |  $424,000-$467,200 |  $424,000-$467,200 | $335,000 | $335,000 |
| Spruce | $487,400 | $487,400 | $395,000 | $395,000 |
| Sycamore | $501,700 | $501,700 | $395,000 | $395,000 |
| Willow Duplex  |  $520,000-$530,100 |  $520,000-$530,100 | $350,000 |  $325,000-$350,000 |
| Willow | $531,600 | $531,600 | $440,000 | $395,000 |
| Willow Basement |  $596,000-$626,600 |  $596,000-$626,600 |  $475,000-$495,000 |  $475,000-$495,000 |
|  |  |  |  |  |  |
| Life Care Prepayment | $36,800 | $38,300 | $39,100 | $50,000 | Included |
|  |  |  |  |  |  |
| **Annual Increase** | 3.8% | 3.8% | 2% | 0% | 0% |

ATTACHMENT D

Five Year History of Life care Entrance FeeS—COTTAGES

|  |
| --- |
| **2015** |
| **Cottages** | **Single Residency** | **Double Residency** |
| **0% Refund** | **90% Refund** | **0% Refund** | **90% Refund** |
| Oak | $207,750 | $330,000 | $227,750 | $350,000 |
| Pine | $216,500 | $345,000 | $236,500 | $365,000 |
| Spruce | $232,750 | $375,000 | $252,750 | $395,000 |
| Sycamore | $241,000 | $390,000 | $261,000 | $410,000 |
| Willow, Duplex | $227,250 | $365,000 | $247,250 | $385,000 |
| Willow | $232,750 | $375,000 | $252,750 | $395,000 |
| Willow, Basement | $244,000 | $395,000 | $264,000 | $415,000 |

Attachment D

Five Year History of Monthly FeeS—Fee For Service

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **One Bedroom** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Alberta |  |  |  |  | $1,700$1,850 |
| Alpine |  |  |  |  | $2,250 |
| Ash | $2,320 | $2,410 | $2,500 | $2,590 | $2,140 |
| Aspen | $2,320 | $2,410 | $2,500 | $2,590 | $2,300 |
| Balsam | $2,620 | $2,720 | $2,820 | $2,920 | $2,600 |
| Basswood, Beech, Birch | $2,620 | $2,720 | $2,820 | $2,920 | $2,700 |
| Cedar | $2,620 | $2,720 | $2,820 | $2,920 | $2,750 |
| Cherry | $2,780 | $2,870 | $2,980 | $3,080 | $2,800 |
|  |  |  |  |  |  |
| **Two Bedrooms** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Chestnut | $3,140 | $3,270 | $3,390 | $3,510 | $2,950 |
| Dogwood | $3,140 | $3,270 | $3,390 | $3,510 | $3,000 |
| Elm, Patio | $3,380 | $3,470 | $3,600 | $3,730 | $3,100 |
| Elm, Balcony | $3,380 | $3,470 | $3,600 | $3,730 | $3,150 |
| Hawthorne, Patio | $3,380 | $3,470 | $3,600 | $3,730 | $3,100 |
| Hawthorne, Balcony | $3,380 | $3,470 | $3,600 | $3,730 | $3,150 |
| Hickory | $3,780 | $3,930 | $4,080 | $4,220 | $3,700 |
| Holly | $3,380 | $3,470 | $3,600 | $3,730 | $3,050 |
| Hickory, Maple | $3,780 | $3,930 | $4,080 | $4,220 | $3,800 |
|  |  |  |  |  |  |
| **Cottages** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Oak, Pine, Spruce | $3,780 | $3,930 | $4,080 | $4,220 | $3,700 |
| Sycamore | $3,780 | $3,930 | $4,080 | $4,220 | $3,800 |
| Willow | $3,780 | $3,930 | $4,080 | $4,220 | $4,100 |
|  |  |  |  |  |  |
| **Second person** | **2011** | **2012** | **2013** | **2014** | **2015** |
| All Styles | $1,190 | $1,210 | $1,260 | $1,300 | $900 |
|  |  |  |  |  |  |
| **Annual Increase** | 3.2% | 3.9% | 3.8% | 3.5% | 0% |

ATTACHMENT D

Five Year History of Monthly FeeS—LIFE CARE

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **One Bedroom** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Alberta |  |  |  |  | $2,350$2,500 |
| Alpine |  |  |  |  | $2,900 |
| Ash | $2,490 | $2,590 | $2,690 | $2,780 | $2,850 |
| Aspen | $2,490 | $2,590 | $2,690 | $2,780 | $2,950 |
| Balsam | $2,790 | $2,900 | $3,010 | $3,120 | $3,250 |
| Basswood, Beech, Birch, Cedar | $2,790 | $2,900 | $3,010 | $3,120 | $3,350 |
| Cherry | $2,950 | $3,070 | $3,190 | $3,300 | $3,450 |
|  |  |  |  |  |  |
| **Two Bedrooms** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Chestnut | $3,310 | $3,440 | $3,570 | $3,690 | $3,550 |
| Dogwood | $3,310 | $3,440 | $3,570 | $3,690 | $3,600 |
| Elm, Patio | $3,550 | $3,690 | $3,830 | $3,960 | $3,750 |
| Elm, Balcony | $3,550 | $3,690 | $3,830 | $3,960 | $3,800 |
| Hawthorne, Patio | $3,550 | $3,690 | $3,830 | $3,960 | $3,750 |
| Hawthorne, Balcony | $3,550 | $3,690 | $3,830 | $3,960 | $3,800 |
| Hickory | $3,950 | $4,110 | $4,260 | $4,410 | $4,100 |
| Holly | $3,550 | $3,690 | $3,830 | $3,960 | $3,700 |
| Maple | $3,950 | $4,110 | $4,260 | $4,410 | $4,250 |
|  |  |  |  |  |  |
| **Cottages** | **2011** | **2012** | **2013** | **2014** | **2015** |
| Oak, Pine, Spruce | $3,950 | $4,110 | $4,260 | $4,410 | 4,250 |
| Sycamore | $3,950 | $4,110 | $4,260 | $4,410 | 4,350 |
| Willow | $3,950 | $4,110 | $4,260 | $4,410 | 4,550 |
|  |  |  |  |  |  |
| **Second person** | **2011** | **2012** | **2013** | **2014** | **2015** |
| All Styles | $1,350 | $1,400 | $1,450 | $1,500 | 1,200 |
|  |  |  |  |  |  |
| **Annual Increase** | 3.2% | 3.9% | 3.8% | 3.5% | 0% |