

**HEARTHSTONE BY THE LAKE  
COMMUNITY COMPARISON 2024  
Condominium based on Double Occupancy**

|  |  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
|--|--|-------------|----------------|-------------|---|-----------|-------|--------|--------------|----------|-------------------------|----------|-----------|----------|------------|----------|---|-----------------|--------------|--------------------|---|----------------------------|-----------|-----------------------------|----------|------|--|---|--|--------------|------------------|
| <p><u>Additional Features of Owned Condominium</u></p> <ul style="list-style-type: none"> <li>The comparison for the unit is based on unit approximately 1,000 square feet in size.</li> <li>Second bedroom, Den or Computer Room</li> <li>Full Separate kitchen</li> <li>5 full size appliances (dependent on size of suite, some are apartment size)</li> <li>In-suite laundry room</li> <li>Two bathrooms</li> <li>Balcony</li> </ul>   | <p><u>Features of Rental Retirement Residence</u></p> <ul style="list-style-type: none"> <li>Generally smaller suite sizes with no kitchens</li> <li>Suite size varies – may or may not have den</li> <li>Sometime a kitchenette</li> <li>2-3 Appliances half size appliances</li> <li>Sometimes in suite laundry space</li> <li>Rarely</li> <li>Rarely</li> </ul>   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| <p><u>Additional Site Features</u></p> <ul style="list-style-type: none"> <li>Premium upscale location overlooking parkland and Lake Ontario</li> <li>Parkland setting with easy access to extensive boardwalk trails</li> <li>Underground Parking</li> <li>Therapy Pool</li> <li>Private shuttle</li> <li>Option to visit dining room with a variety of meal selections</li> <li>Take out meals available from dining room</li> <li>No assigned seating in dining room unless you want to have assigned seating with friends</li> <li>More health staff per ratio of residents</li> <li>16 hour concierge/Security</li> <li>24 hour registered nursing staff</li> <li>Care provided in the privacy of your suite</li> <li>Endless amount of on-site services inclusive of palliative care</li> </ul>  | <p><u>Additional Site Features</u></p> <ul style="list-style-type: none"> <li>Locations range</li> <li>Locations range</li> <li>Outdoor or in some cases underground parking</li> <li>Not all buildings have therapy pools</li> <li>Varies by location</li> <li>Limited variety in menu choice and all meals served in the dining room.</li> <li>Usually assigned seating and times for meals</li> <li>Staff on Duty – Concierge shift ranges from 16-24 hours per day. (Concierge not required to be licensed security guards).</li> <li>24 hour staff on duty (not a registered nursing staff throughout night shift)</li> <li>Residents needing care often required to move to nursing floor or Long Term Care</li> </ul> |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| <p><u>Hearthstone by the Lake Living Expenses (2024)</u><br/>(Based BSP with unit purchase price of \$630,000Expenses are estimates only.)</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Club Fee(\$1,672.45 x 12)</td> <td style="text-align: right;">\$20,069.34</td> </tr> <tr> <td>Extra Occupant</td> <td style="text-align: right;">\$no charge</td> </tr> <tr> <td>Condo Fee (includes parking and locker)</td> <td style="text-align: right;">\$ 11,310</td> </tr> <tr> <td>Hydro</td> <td style="text-align: right;">\$ 930</td> </tr> <tr> <td>Property Tax</td> <td style="text-align: right;">\$ 2,690</td> </tr> <tr> <td>Additional Housekeeping</td> <td style="text-align: right;">\$ 1,670</td> </tr> <tr> <td>Groceries</td> <td style="text-align: right;">\$ 5,560</td> </tr> <tr> <td>Eating Out</td> <td style="text-align: right;">\$ 3,710</td> </tr> <tr> <td>Lost Investment Income<br/>(assume 2.5% of purchase price)</td> <td style="text-align: right;"><u>\$15,750</u></td> </tr> <tr> <td><b>TOTAL</b></td> <td style="text-align: right;"><b>\$61,638.30</b></td> </tr> </table> | Club Fee(\$1,672.45 x 12)  | \$20,069.34 | Extra Occupant | \$no charge | Condo Fee (includes parking and locker) | \$ 11,310 | Hydro | \$ 930 | Property Tax | \$ 2,690 | Additional Housekeeping | \$ 1,670 | Groceries | \$ 5,560 | Eating Out | \$ 3,710 | Lost Investment Income<br>(assume 2.5% of purchase price) | <u>\$15,750</u> | <b>TOTAL</b> | <b>\$61,638.30</b> | <p><u>Rental Retirement Residence</u><br/>Comparable Upscale Retirement Home</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 60%;">Rental \$8,000 per month =</td> <td style="text-align: right;">\$96,000*</td> </tr> <tr> <td>Plus extra occupant fee app</td> <td style="text-align: right;">\$ 8,000</td> </tr> <tr> <td colspan="2"><br/></td> </tr> <tr> <td colspan="2">*Based on All Inclusive Package: Lunch, Dinner, Weekly Housekeeping, Emergency Call System, Activities, Shuttle Bus Use</td> </tr> <tr> <td><b>TOTAL</b></td> <td style="text-align: right;"><b>\$104,000</b></td> </tr> </table> | Rental \$8,000 per month = | \$96,000* | Plus extra occupant fee app | \$ 8,000 | <br> |  | *Based on All Inclusive Package: Lunch, Dinner, Weekly Housekeeping, Emergency Call System, Activities, Shuttle Bus Use |  | <b>TOTAL</b> | <b>\$104,000</b> |
| Club Fee(\$1,672.45 x 12)  | \$20,069.34  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Extra Occupant   | \$no charge  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Condo Fee (includes parking and locker)  | \$ 11,310  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Hydro  | \$ 930   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Property Tax   | \$ 2,690   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Additional Housekeeping  | \$ 1,670   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Groceries  | \$ 5,560   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Eating Out   | \$ 3,710   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Lost Investment Income<br>(assume 2.5% of purchase price)  | <u>\$15,750</u>  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| <b>TOTAL</b>   | <b>\$61,638.30</b>   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Rental \$8,000 per month =   | \$96,000*  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| Plus extra occupant fee app  | \$ 8,000   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| <br>   |  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| *Based on All Inclusive Package: Lunch, Dinner, Weekly Housekeeping, Emergency Call System, Activities, Shuttle Bus Use  |  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| <b>TOTAL</b>   | <b>\$104,000</b>   |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |
| <p><b>\$42,361.70 Savings Over 1 Year<br/>in Favour of Hearthstone by the LakeCondo ownership vs. Rental Retirement Home</b></p>   |  |             |                |             |   |           |       |        |              |          |                         |          |           |          |            |          |   |                 |              |                    |   |                            |           |                             |          |      |  |   |  |              |                  |