WILLIAMSBURG LANDING’S
SPECIAL INCENTIVES

It’s time to become a part of Williamsburg Landing!
We are celebrating with special, discounted rates on our coveted
Landing Building Apartments.

For more information, contact:
Stephanie Bradley at (757) 253-9670 or John Gordon at (757) 565-6506

2023 LANDING BUILDING DISCOUNT RATES

<table>
<thead>
<tr>
<th>Clipper A Apartments</th>
<th>0% Refund Plan</th>
<th>50% Refund Plan</th>
<th>90% Refund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrance Fee</td>
<td>$217,161</td>
<td>$273,892</td>
<td>$384,028</td>
</tr>
<tr>
<td>2023 Incentive</td>
<td>-$35,000</td>
<td>-$35,000</td>
<td>-$35,000</td>
</tr>
<tr>
<td>Promotional Entrance Fee Total</td>
<td>$182,161</td>
<td>$238,892</td>
<td>$349,028</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Clipper B Apartments</th>
<th>0% Refund Plan</th>
<th>50% Refund Plan</th>
<th>90% Refund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrance Fee</td>
<td>$185,744</td>
<td>$234,268</td>
<td>$328,470</td>
</tr>
<tr>
<td>2023 Incentive</td>
<td>-$35,000</td>
<td>-$35,000</td>
<td>-$35,000</td>
</tr>
<tr>
<td>Promotional Entrance Fee Total</td>
<td>$150,744</td>
<td>$199,268</td>
<td>$293,470</td>
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</table>

<table>
<thead>
<tr>
<th>Clipper C Apartments</th>
<th>0% Refund Plan</th>
<th>50% Refund Plan</th>
<th>90% Refund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrance Fee</td>
<td>$168,056</td>
<td>$211,959</td>
<td>$297,190</td>
</tr>
<tr>
<td>2023 Incentive</td>
<td>-$35,000</td>
<td>-$35,000</td>
<td>-$35,000</td>
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<tr>
<td>Promotional Entrance Fee Total</td>
<td>$133,056</td>
<td>$176,959</td>
<td>$262,190</td>
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</table>

Limited Offer: Signed reservation letter by 03/31/2023. Applies to new residents only.
<table>
<thead>
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<th>50% Refund Plan</th>
<th>90% Refund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Entrance Fee</td>
<td>306,323</td>
<td>386,349</td>
<td>541,706</td>
</tr>
<tr>
<td>2023 Incentive</td>
<td>-$35,000</td>
<td>-$35,000</td>
<td>-$35,000</td>
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<tr>
<td>Promotional Entrance Fee Total</td>
<td>$271,323</td>
<td>$351,349</td>
<td>$506,706</td>
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**Spinnaker B Apartments**

<table>
<thead>
<tr>
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<th>0% Refund Plan</th>
<th>50% Refund Plan</th>
<th>90% Refund</th>
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</thead>
<tbody>
<tr>
<td>Entrance Fee</td>
<td>$272,022</td>
<td>$343,084</td>
<td>$481,044</td>
</tr>
<tr>
<td>2023 Incentive</td>
<td>-$35,000</td>
<td>-$35,000</td>
<td>-$35,000</td>
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<tr>
<td>Promotional Entrance Fee Total</td>
<td>$237,022</td>
<td>$308,084</td>
<td>$446,044</td>
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</table>

**Second Person Fee**

<table>
<thead>
<tr>
<th></th>
<th>0% Refund Plan</th>
<th>50% Refund Plan</th>
<th>90% Refund</th>
</tr>
</thead>
<tbody>
<tr>
<td>Second Person Fee</td>
<td>$17,206</td>
<td>$21,814</td>
<td>$28,725</td>
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</table>