



MARKETING REPORT/PRIVATE PATIENT REPORT
January 2020

NEW RESIDENTS – LAGUNA, FRANCISCO, OCTAVIA

- Application pending on 3325A Octavia Street

VACANCIES – INDEPENDENT LIVING

- **One Bedrooms:** *Under Construction:* 230C and 245M
Pending Combinations: 307P and 403P
- **Studios:** 227C, 243M, 405P, 407P, 409P and 420P
Under Construction: 213P, 240M (*cosmetic updates; carpet, paint, light fixtures*)
Pending Combinations: 205P and 206P

ASSISTED LIVING- NOT Available for Private-Pay

- 104P – *Undergoing minor renovations*
- 212P – *Undergoing minor renovations*

DECEASED RESIDENTS

- Richard Morris passed away on January 21

OCCUPANCY SUMMARY

| | Apartments/Beds (Residents) | Capacity |
|--|--|--|
| Independent Living Type A | 50 Apartments (55 Residents) | 72 Apartments |
| Independent Living Type C | 15 Apartments (15 Residents) | |
| Assisted Living <i>10 Type A/Life Care</i> <i>2 Type C/Continuing Care</i> <i>4 Private Pay</i> | 17 Apartments (17 Residents) | 19 Apartments <i>*204P temporary AL usage</i> |
| *Health Center – Monthly Average <i>9 Private Pay, 7 Medicare/HMO</i> <i>7 Long Term, 0 Short (Type A/Type C)</i> <i>(*Type A/Type C residents under Medicare or Short-Term stays are not counted twice)</i> | *23 | 32 |
| Total Census | **110 Residents | 122 |

INQUIRIES

- **16 Tours (IL and SNF)**
Apartment Type Interest from Tours: 10 = 2 bedrooms; 4 = 1 bedroom; 1 = Studio
- **38 Telephone Inquiries**
- **40 Online Inquires**

The number of tours will vary each month based on apartment type and availability.