



Weekly Marketing Occupancy and Inventory Report (Excluding SNF)  
Week ending: 2/18/2022

IL Apartments in Process												
Apt #	Bldg	Apt type	Resident Name(s)	Contract Type	EF Repay Type	Date Selected	Entrance Fee	Monthly Fee	Approvals		Contract Date	Move In Date
									Financial	Medical		
205	Perry	Two Bedroom	Elizabeth and Marty Nolan	C	0%	1/7/22	\$470,250	\$8,500	X	23-Feb		
245	Morgan	One Bedroom	Joan and John Campodonico	C	0%	1/7/22	\$355,000	\$6,500				
405	Perry	Studio	Susan Conn	C	0%	2/17/22	\$115,000	\$3,800				
							<b>\$940,250</b>	<b>\$18,800</b>				

Inquiries Calls and Website	Weekly Call Goals	Completed Calls (out)	Tours/Visits	Event Attendance
12	45	27	6	N/A

IL Available Apartments-Ready for Occupancy					
Apt #	Bldg	Apt type	Entrance Fee	Monthly Fee	
				M/C/P/O/F	S/SD/1BR/2BR
205	Perry	2BR	\$495,000	\$6,500	
245	Morgan	1BR	\$355,000	\$5,500	
307	Perry	2BR	\$495,000	\$6,500	
311	Perry	1 BR	\$357,000	\$5,500	
328	Morgan	1 BR	\$345,000	\$5,500	
405	Perry	Studio	\$90,000	\$3,800	
411	Perry	Studio	\$90,000	\$3,800	
420	Perry	Studio	\$90,000	\$3,800	
			<b>\$2,317,000</b>	<b>\$40,900</b>	

AL Available Apartments LIMITED AVAIL FOR PRIVATE PAY			
Apt #	Bldg	Apt type	
		M/C/P/O/F	S/SD/1BR/2BR/2BRD
107	Perry	Studio	
207	Perry	Studio	
224	Perry	Studio	

Actual Occupancy vs. Budgeted Occupancy	
<b>IL Occupancy</b>	
Total IL Apts* (+1 AL)	66
Occupied IL Apts	53
IL Apts In Process**	3
Vacant IL Apts***	13
% IL Occupancy	80.30%
Budgeted IL Occupancy	88.00%
<b>AL Occupancy</b>	
Total AL Apts**	18
Occupied AL Apts	15
Vacant AL Apts	3
% AL Occupancy	83.33%
Budgeted AL Occupancy	100.00%

Total # Apts by Type			
Apts	Total	Unoccupied	# Res
IL Studio*	32	8	23
IL Deluxe Studio	2	0	2
IL Jr 1BR	1	0	1
IL 1BR	15	3	15
IL 2BR	5	2	5
IL 2BR O & F	4	0	7
IL 1BR O & F	6	0	8
AL Studio**	17	3	14
AL 1 BR***	2	0	2
<b>TOTAL</b>	<b>84</b>	<b>16</b>	<b>77</b>

IL Apartments Not Available for Sale (unoccupied due to death, move, or other use)						
Apt #	Bldg	Apt type	Comments	Entrance Fee	Monthly Fee	
					M/C/P/O/F	S/SD/1BR/2BR
107	Perry	Studio	Assisted Living			
207	Perry	Studio	Assisted Living			
240	Morgan	Studio	Guest Apartment			
241	Morgan	Studio	(Death)			
243	Morgan	Studio	Parti's Office			
329	Morgan	Studio	PPE Storage			
407	Perry	Studio	COVID isolation room			
408	Perry	Studio	COVID isolation room			
409	Perry	Studio	COVID isolation room			
423	Perry	Studio	(Transition to AL)			

Campus Occupancy (IL & AL)	
Total Occupied Apts	68
Total Apartments*	84
Campuswide Occupancy	80.95%

Red = Renovations or cosmetic updates needed.

\*Guest Room 240 and Office 243 not included in occupancy/inventory

\*\*219 is an AL Apartment, however moved to IL inventory

\*\*\*One AL 1-bedroom apartment is occupied by an IL Resident, included in IL inventory