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Rental Tier A 215+ Units *Top 10% highlighted in gray.

Rental Tier A - 215 units+						
Name	Community Name	Move-Ins				
Britney Mitchell	RICHMOND PLACE SENIOR LIVING	54				
Alexandra Bolen	AMAVIDA AT LAKES PARK	53				
Ngaio Birkhead	CLARENDALE ARCADIA	52				
Tammette Holzer	HEARTHWOOD SENIOR LIVING	47				
Nicole Greco	DELANEY AT THE GREEN, THE	46				
Elizabeth Bartleman	CLARENDALE SIX CORNERS	45				
Patrick Gilbertson	HARBOUR VILLAGE	45				
Carol Morris	ROSE SENIOR LIVING AVON	45				
Loretta Marino	BELLINGHAM AT WEST CHESTER	41				
Julie Mitchell	CLARENDALE OF CHANDLER	41				
Linda Parker-Eaton	CLARENDALE SIX CORNERS	40				
Donna Rachlin	BELLINGHAM AT WEST CHESTER	39				
Jennifer Soha	CLARENDALE CLAYTON	39				
Jessica Mitchell	RICHMOND PLACE SENIOR LIVING	37				
Janet Aldridge	WINDSOR AT CELEBRATION	36				
Alexandra Caldwell	CLARENDALE OF ST. PETERS	35				
Jessica Tucker	CLARENDALE OF CHANDLER	34				
Melissa Pinzer	HARBOUR VILLAGE	34				
Julie Wilson	ROOSEVELT AT SALT CREEK, THE	34				
Lauren Pille	CLARENDALE ARCADIA	32				
Jennifer Fazio	DELANEY OF BRIDGEWATER, THE	32				
Lori Krueger	DANBERRY AT INVERNESS	29				
Stephen Gantt	DALLAS RETIREMENT VILLAGE	28				
Denise diLuca	DELANEY AT THE VALE, THE	28				
Beatriz Pedroza	CLARENDALE SIX CORNERS	26				
Lindsey Granberry	DANBERRY AT INVERNESS	26				
Barbara Covington	DELANEY OF BRIDGEWATER, THE	25				
Rachel Figueroa	ROSE SENIOR LIVING AVON	25				
Theresa Adams	WINDSOR AT CELEBRATION	23				
Bianca Tricoli	DELANEY AT THE GREEN, THE	22				
Dayna Alford	ASBURY VILLAGE	21				
Donna Salvati	DELANEY AT THE GREEN, THE	18				
Julie Miller	CLARENDALE OF ST. PETERS	16				
Hilary Hanley	ROOSEVELT AT SALT CREEK, THE	15				
Tawnya Turner	DALLAS RETIREMENT VILLAGE	14				
Cassandra Calwell	AMAVIDA AT LAKES PARK	13				
Carrie Carter	ASBURY VILLAGE	13				
Robin DeBrito	DELANEY OF BRIDGEWATER, THE	10				
Diane Robinson	DELANEY AT THE VALE, THE	9				
Savannah Enz	DALLAS RETIREMENT VILLAGE	8				



Rental Tier B 150 - 214 Units *Top 10% highlighted in gray.

Rental Tier B - 150 - 214 units

Name	Community Name	Move-Ins
Cheri Anderson	CLARENDALE AT INDIAN LAKE	41
Linda Marre	CLARENDALE OF ADDISON	41
Jill Bengle	ROSE SENIOR LIVING - CLINTON TOWNSHIP	41
Maureen Vande Logt	CLARENDALE OF ALGONQUIN	38
Jodi Vogan	DELANEY AT PARKWAY LAKES, THE	37
Christin Teters	VILLAGE AT THE WOODLANDS WATERWAY, THE	36
Melissa Hallbeck	BAYSHORE ON HILTON HEAD ISLAND, THE	33
Colleen Straka	CLARENDALE OF ALGONQUIN	33
Jennifer Slayton	DELANEY AT GEORGETOWN VILLAGE, THE	33
Jim King	ROSE SENIOR LIVING CARMEL	32
Dana Rantovich	ROSE SENIOR LIVING AT PROVIDENCE PARK	31
Kathy Schreiner	ROSE SENIOR LIVING BEACHWOOD	31
Sharon Barnhart	EMERSON AT ST. PETERS, THE	30
Michelle Rainer	DELANEY AT SOUTH SHORE, THE	29
Randi Green	DELANEY AT LAKE WACO, THE	28
Kathryn Dietrich	CLARENDALE OF MOKENA	27
Margaret Hays	DELANEY AT GEORGETOWN VILLAGE, THE	27
Alicia Price-Bowling	VILLAGE AT THE WOODLANDS WATERWAY, THE	25
Bridget Fogarty	CLARENDALE OF MOKENA	24
Heather Kmetz	DELANEY AT SOUTH SHORE, THE	24
Monique Trejo	OAKMONT GARDENS	24
Samantha Casey	ROSE SENIOR LIVING CARMEL	23
Mary Jane Voltin	DELANEY AT LAKE WACO, THE	19
Brandon Wright	ROSE SENIOR LIVING BEACHWOOD	19
Moira Yuhas	CLARENDALE ANN ARBOR	14
Beth McCally	HERITAGE POINTE	14
Kimberly Perna	BAYSHORE ON HILTON HEAD ISLAND, THE	13
Joan Desjarlais	CLARENDALE ANN ARBOR	12
Sahar Hussain	DELANEY AT PARKWAY LAKES, THE	11
Kelly Trevino	DELANEY AT GEORGETOWN VILLAGE, THE	10
Kaitlin McCaffrey	DELANEY AT SOUTH SHORE, THE	1



PINNACLE CLUB

Rental Tier C 150 & less Units *Top 10% highlighted in gray.

Name	Community Name	Move-Ins
Shannan Rhodes I	HERITAGE AT IRENE WOODS	61
Bryan Neal	AVALON OF COMMERCE TOWNSHIP, THE	56
Roxanne Reiter	AVALON OF LEWIS CENTER, THE	53
Cori Rusher	HERITAGE VILLAGE ASSISTED LIVING AND MEMORY CARE	51
Kristin Burns	HAVENWOOD OF BURNSVILLE	44
Nicole Drews	HAVENWOOD OF MINNETONKA	43
Nana Soto	FOULK LIVING	38
Nicole Cobean	AVALON OF BLOOMFIELD TOWNSHIP, THE	36
Kathy Azbell	BRIELLE AT SEAVIEW, THE	32
Casey Williams (GREEN COUNTRY VILLAGE	30
Amanda Mekara	NORTHPOINTE WOODS	30
Keisha Jacobs-Jackson	SHIPLEY LIVING	27
Tammy Latvis	VILLAGE AT WHITE RIVER JUNCTION, THE	27
Christine Pepper	HAVENWOOD OF RICHFIELD	26
Alice Campbell	BRIELLE AT SEAVIEW, THE	22
Nicole Stewart	MILLCROFT LIVING	22
Kendra Peterson	GABLE PINES	21
Ashley Steabner	HAVENWOOD OF BUFFALO	16
Shelley Beckman	GABLE PINES	11
Kathryn Chase	VILLAGE AT WHITE RIVER JUNCTION, THE	6
	MILLCROFT LIVING	5





Rental Tier C 150 & less Units - Occupancy

PINNACLE

*Top 10% highlighted in gray.

Occupancy - Rental Tier C - 150 and less				
HAVENWOOD OF BUFFALO	100.0%			
HAVENWOOD OF RICHFIELD	99.4%			
FOULK LIVING	96.4%			
HAVENWOOD OF BURNSVILLE	95.1%			
GABLE PINES	92.6%			
VILLAGE AT WHITE RIVER JUNCTION, THE	92.2%			
HERITAGE VILLAGE ASSISTED LIVING AND MEMORY CARE	91.1%			
GREEN COUNTRY VILLAGE	90.5%			
MILLCROFT LIVING	89.4%			
HAVENWOOD OF MINNETONKA	87.2%			
HERITAGE AT IRENE WOODS	85.8%			
SHIPLEY LIVING	84.3%			
AVALON OF LEWIS CENTER, THE	83.5%			
BRIELLE AT SEAVIEW, THE	82.7%			
NORTHPOINTE WOODS	81.0%			
AVALON OF COMMERCE TOWNSHIP, THE	78.3%			
AVALON OF NEW ALBANY, THE	65.7%			
PRESIDENTIAL PLACE	60.0%			
AVALON OF BLOOMFIELD TOWNSHIP, THE	59.1%			

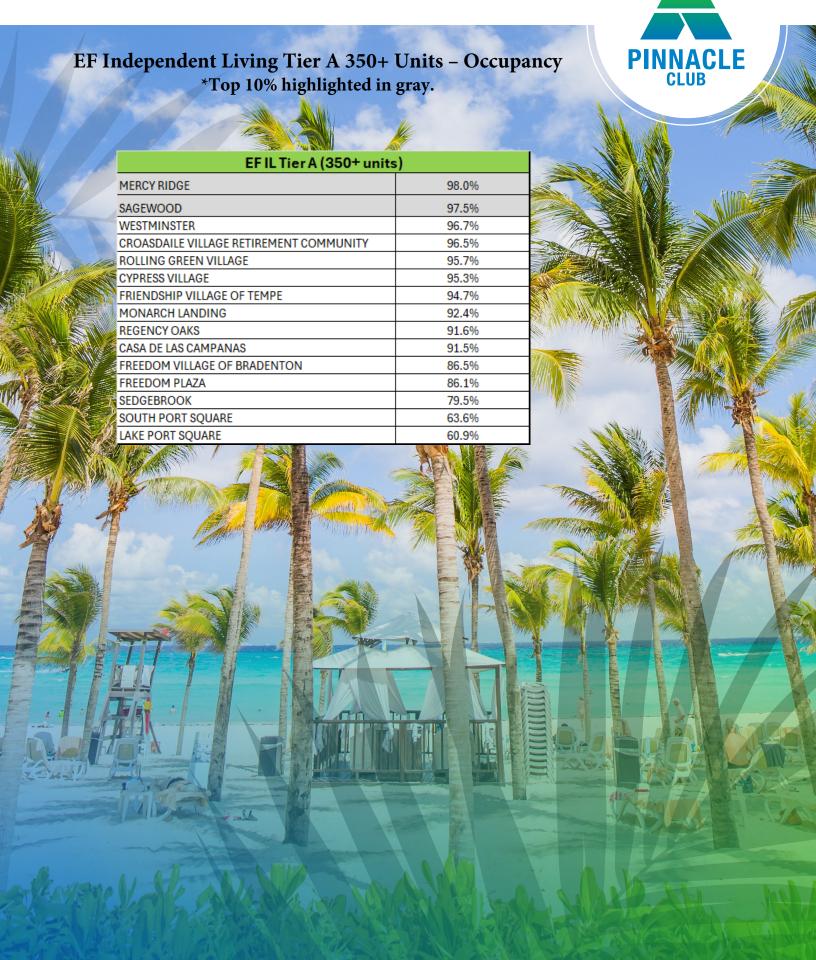


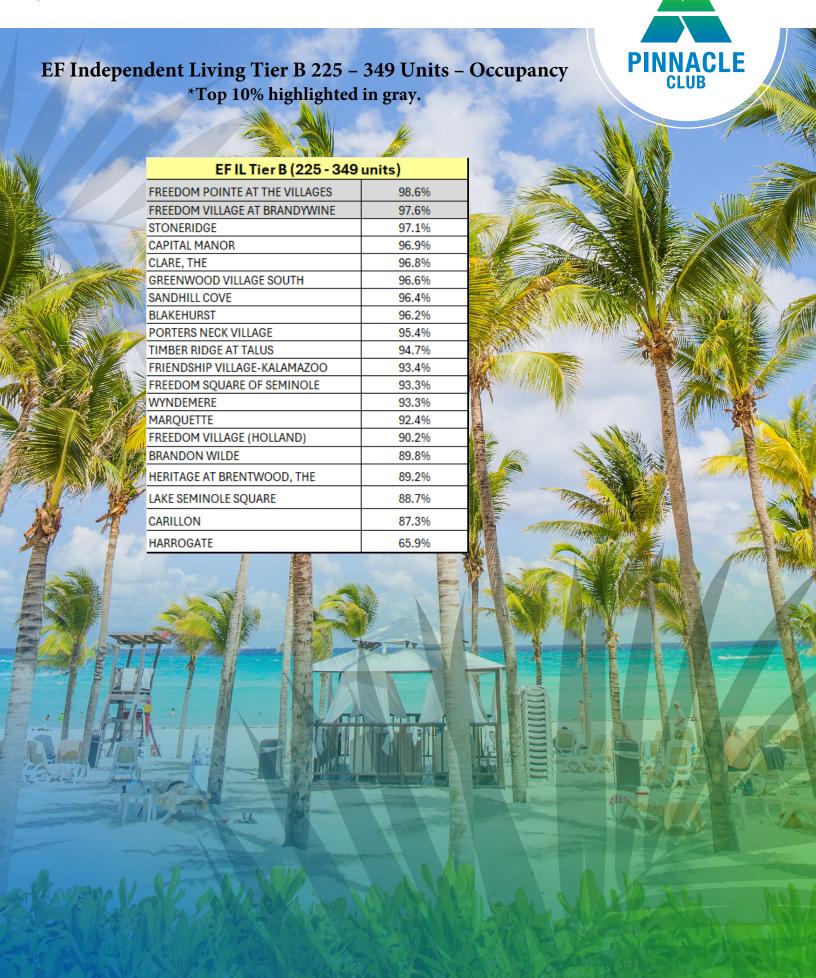


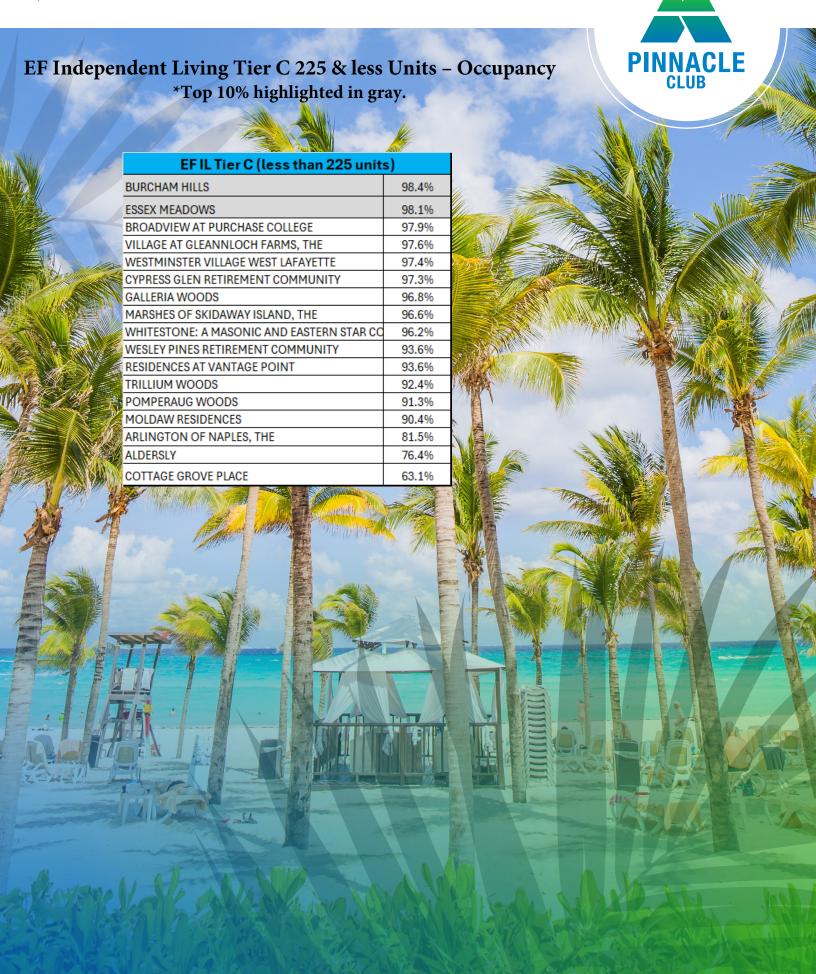
EF Independent Living Tier C 225 & less Units – Closings *Top 10% highlighted in gray.

EF IL Tier C (less than 225 units)					
Name	Community Name	Closings			
Lori Morrison	Village At Gleannloch Farms, The	28			
Gail Vedder	Trillium Woods	24			
Stacy Guthmann	Moldaw Residences	22			
Kathryn Travers	Residences At Vantage Point	20			
Debi Bryant	WhiteStone: A Masonic and Eastern Star Community	18			
Colleen Edwards	Marshes Of Skidaway Island, The	17			
Kristin Riley	Trillium Woods	17			
Linda Stanton	Trillium Woods	17			
Roberta Cleveland	Arlington of Naples, The	16			
Monica Hurd	WhiteStone: A Masonic and Eastern Star Community	13			
Amy Post	Broadview At Purchase College	11			
Elizabeth Jenkins	Cypress Glen Retirement Community	11			
Wanda Larivee	Essex Meadows	11			
Anne Smyth	Galleria Woods	11			
Tricia Moody	Westminster Village West Lafayette	11			
Jeny Martin	Cypress Glen Retirement Community	10			
Karen Hines	Essex Meadows	10			
Amanda Rosikiewicz	Pomperaug Woods	10			
Leigh Schultz	Pomperaug Woods	10			
Susan Bednar	Cottage Grove Place	9			
Samantha Armstrong	Galleria Woods	9			
Janelle Halblom	Cottage Grove Place	7			
Melissa Lynch	Westminster Village West Lafayette	7			
Patti Hutton	Residences At Vantage Point	6			
Stephanie Smith	Westminster Village West Lafayette	5			
Tina Witthoefft	Broadview At Purchase College	4			
Michelle Traill-Crosser	Burcham Hills	4			
Lee Speno	Marshes Of Skidaway Island, The	4			
Janel Beard	Pomperaug Woods	3			
Samantha Sumner	Burcham Hills	2			
Debra Lucius	Burcham Hills	1			
Kamry Carpenter	Cottage Grove Place	1			
Shonta Taylor	Residences At Vantage Point	1			
Kim Walters	Wesley Pines Retirement Community	1			





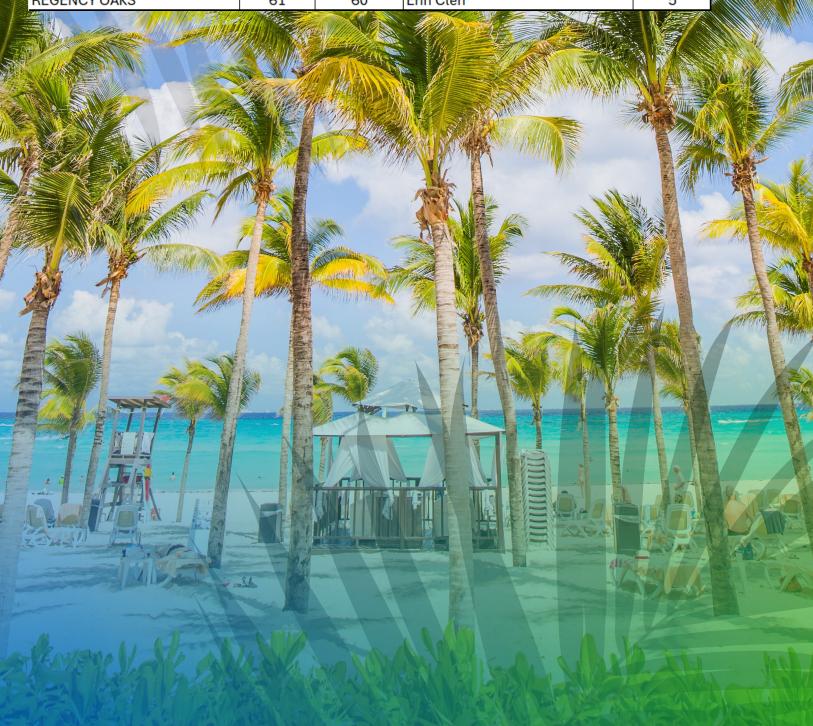






EF Independent Living Tier A 350+ Units – Sales Director *Top 10% highlighted in gray.

EF IL Tier A (350+ units)					
Community Name	Closings	Budget	Sales & Marketing Directors	Closings	
MERCY RIDGE	43	40	Patty Yingling	43	
WESTMINSTER	38	36	Jordan Bleeker	5	
REGENCY OAKS	61	60	Erin Clen	5	





EF Independent Living Tier B 225 – 349 Units – Sales Director *Top 10% highlighted in gray.

EFIL Tier B (225 - 349 units)					
Community Name	Closings	Budget	Sales & Marketing Directors	Closings	
TIMBER RIDGE AT TALUS	34	30	Jill White	11	
FREEDOM VILLAGE (HOLLAND)	44	36	Stephen Stickel	9	
PORTERS NECK VILLAGE	15	11	Lisa Polanski	7	





EF Independent Living Tier C 225 & less Units – Sales Director *Top 10% highlighted in gray.

EF IL Tier C (less than 225 units)					
Community Name	Closing ▼	Budge ▼	Sales & Marketing Directors 🔻	Closing:↓↓	
WHITESTONE: A MASONIC AND	31	24	Debi Bryant	18	
MARSHES OF SKIDAWAY ISLAND	21	20	Colleen Edwards	17	
POMPERAUG WOODS	23	18	Leigh Schultz	10	
ESSEX MEADOWS	21	19	Karen Hines	10	
RESIDENCES AT VANTAGE POIN	27	26	Patty Hutton	6	
BURCHAM HILLS	9	4	Melissa Myszak	0	
ALDERSLY	22	11	Michael Belluomini	0	



EF AL/MC Tier A 60+ Units - Closings *Top 10% highlighted in gray.

PINNACLE

EF AL-MC - Tier A (60+ units)				
Name	Community Name	Closings		
Deana Damigo	Freedom Square Of Seminole	58		
Samantha Sumner	Burcham Hills	36		
Shawn Snyder	Freedom Village Of Bradenton	34		
Niccole Trimboli	Freedom Pointe At The Villages	32		
Michelle Traill-Crosser	Burcham Hills	29		
Tricia Moody	Westminster Village West Lafayette	16		
Debra Lucius	Burcham Hills	10		
Paula Taylor	Wyndemere	10		
Emmy Brown	Friendship Village-Kalamazoo	7		
Kerri Hield	Freedom Village (Holland)	6		
Lisa Vantassel	Marquette	6		
Susan Buzin	Freedom Village At Brandywine	5		
Kelly Streck-Rider	Sagewood	4		
Cristina Cortina	Arlington of Naples, The	3		
Shaun Pedrick	Freedom Plaza	3		
Danielle Matson	Burcham Hills	2		
Lisa Story	Brandon Wilde	1		
John Rebeta	Sagewood	1		







EF HC Tier A 80+ Units – Occupancy *Top 10% highlighted in gray.

PINNACLE

EF HC - Tier A (80+ units)				
Community Name	Occupancy %			
MONARCH LANDING	95.3%			
WESTMINSTER	93.3%			
GREENWOOD VILLAGE SOUTH	92.8%			
SOUTH PORT SQUARE	92.6%			
SEDGEBROOK	92.5%			
FRIENDSHIP VILLAGE OF TEMPE	91.3%			
WHITESTONE: A MASONIC AND EASTERN STAR COMMUNITY	89.4%			
FREEDOM PLAZA	87.1%			
CYPRESS VILLAGE	86.4%			
BURCHAM HILLS	85.8%			
FREEDOM SQUARE OF SEMINOLE	85.7%			
MILLCROFT LIVING	82.5%			
CROASDAILE VILLAGE RETIREMENT COMMUNITY	82.1%			
LAKE PORT SQUARE	82.3%			
FREEDOM VILLAGE OF BRADENTON	82.1%			
DALLAS RETIREMENT VILLAGE	81.9%			
SHIPLEY LIVING	79.6%			
CARILLON	77.0%			
CASA DE LAS CAMPANAS	57.5%			

EF HC Tier A 80 & less Units - Occupancy *Top 10% highlighted in gray.

EF HC - Tier B (Less than 80 units)				
Community	Occupancy %			
FREEDOM POINTE AT THE VILLAGES	97.1%			
WESLEY PINES RETIREMENT COMMUNITY	96.9%			
HERITAGE AT BRENTWOOD, THE	96.1%			
BRANDON WILDE	96.0%			
SAGEWOOD	96.0%			
FREEDOM VILLAGE AT BRANDYWINE	95.6%			
MARQUETTE	95.4%			
WESTMINSTER VILLAGE WEST LAFAYETTE	95.4%			
FOULK LIVING	94.5%			
GLENVIEW AT PELICAN BAY, THE	93.8%			
TRILLIUM WOODS	92.9%			
CLARE, THE	92.4%			
GALLERIA WOODS	91.6%			
SANDHILL COVE	90.9%			
REGENCY OAKS	90.2%			
VILLAGE AT GLEANNLOCH FARMS, THE	89.0%			
ROLLING GREEN VILLAGE	88.9%			
HARROGATE	87.9%			
ARLINGTON OF NAPLES, THE	87.8%			
COTTAGE GROVE PLACE	87.7%			
CYPRESS OF HILTON HEAD, THE	87.7%			
STONERIDGE	86.9%			
WYNDEMERE	86.8%			
HEARTHWOOD SENIOR LIVING	85.2%			
ESSEX MEADOWS	84.7%			
FRIENDSHIP VILLAGE-KALAMAZOO	83.1%			
POMPERAUG WOODS	81.3%			
FORUM AT RANCHO SAN ANTONIO, THE	81.0%			
FREEDOM VILLAGE (HOLLAND)	67.1%			

