

Table of Contents

Rental Tier A 215+ Units Move – Ins
Rental Tier B 150 - 214 Units Move – Ins
Rental Tier C Less Than 150 Units Move – Ins

Rental Tier A 215+ Units Occupancy
Rental Tier B 150 - 214 Units Occupancy
Rental Tier C Less Than 150 Units Occupancy

Independent Living Tier A 350+ Units – Closings
Independent Living Tier B 225 – 349 Units – Closings
Independent Living Tier C Less Than 225 Units – Closings

Independent Living Tier A 350+ Units – Occupancy
Independent Living Tier B 225 – 349 Units – Occupancy
Independent Living Tier C Less Than 225 Units – Occupancy

Independent Living Tier A 350+ Units Sales Director
Independent Living Tier B 225 – 349 Units – Sales Director
Independent Living Tier C Less Than 225 Units – Sales Director

AL/MC Tier A 60+ Units – Move-Ins
AL/MC Tier B Less Than 60 Units – Move-Ins

AL/MC Tier A 60+ Units – Occupancy
AL/MC Tier B Less Than 60 Units – Occupancy

HC Tier A 80+ Units – Occupancy
HC Tier B Less Than 80 Units - Occupancy

Rental Tier A 215+ Units

Name	Community Name	Move-Ins
Alexandra Bolen	AMAVIDA AT LAKES PARK	9
Loretta Marino	BELLINGHAM AT WEST CHESTER	8
Jessica Tucker	CLARENDALE OF CHANDLER	8
Melissa Pinzer	HARBOUR VILLAGE	7
Tammette Holzer	HEARTHWOOD SENIOR LIVING	6
Britney Mitchell	RICHMOND PLACE SENIOR LIVING	6
Julie Miller	CLARENDALE OF ST. PETERS	5
Lisa Assenmacher	ROSE SENIOR LIVING - FARMINGTON HILLS	5
Janet Aldridge	WINDSOR AT CELEBRATION	5
Beth Cordi	AMAVIDA AT LAKES PARK	4
Lisa Schmidt	CLARENDALE CLAYTON	4
Alexandra Caldwell	CLARENDALE OF ST. PETERS	4
Nicole Greco	DELANEY AT THE GREEN, THE	4
Denise diLuca	DELANEY AT THE VALE, THE	4
Susan Cooke	DELANEY AT THE VALE, THE	4
Jennifer Fazio	DELANEY OF BRIDGEWATER, THE	4
Jessica Mitchell	RICHMOND PLACE SENIOR LIVING	4
Dayna Alford	ASBURY VILLAGE	3
Donna Rachlin	BELLINGHAM AT WEST CHESTER	3
Dara Ryan	BROADWAY CITYVIEW	3
Julie Mitchell	CLARENDALE OF CHANDLER	3
Elizabeth Bartleman	CLARENDALE SIX CORNERS	3
Bianca Tricoli	DELANEY AT THE GREEN, THE	3
William Hickey	ROOSEVELT AT SALT CREEK, THE	3
Carol Morris	ROSE SENIOR LIVING AVON	3
Ngaio Birkhead	CLARENDALE ARCADIA	2
Jennifer Soha	CLARENDALE CLAYTON	2
Matthew Enderle	CLARENDALE CLAYTON	2
Beatriz Pedroza	CLARENDALE SIX CORNERS	2
Linda Parker-Eaton	CLARENDALE SIX CORNERS	2
Barbara Covington	DELANEY OF BRIDGEWATER, THE	2
Theresa Adams	WINDSOR AT CELEBRATION	2
Christine Hoover	ASBURY VILLAGE	1
Tracey Tipton	BROADWAY CITYVIEW	1
Lauren Pille	CLARENDALE ARCADIA	1
Tracy Boden	CLARENDALE OF ST. PETERS	1
Lindsey Granberry	DANBERRY AT INVERNESS	1
Jackie Lemoine	DELANEY AT THE VALE, THE	1
Patrick Gilbertson	HARBOUR VILLAGE	1
Hilary Hanley	ROOSEVELT AT SALT CREEK, THE	1
Julie Wilson	ROOSEVELT AT SALT CREEK, THE	1
Dearrisonmis Harris	ROSE SENIOR LIVING - FARMINGTON HILLS	1
Rachel Figueroa	ROSE SENIOR LIVING AVON	1

Rental Tier B 150 - 214 Units

Name	Community Name	Move-Ins
Linda Marre	CLARENDALE OF ADDISON	8
Monique Trejo	OAKMONT GARDENS	8
Colleen Straka	CLARENDALE OF ALGONQUIN	6
Alicia Price-Bowling	VILLAGE AT THE WOODLANDS WATERWAY, THE	5
Cheri Anderson	CLARENDALE AT INDIAN LAKE	4
Priscilla Street	DELANEY AT PARKWAY LAKES, THE	4
Kathy Schreiner	ROSE SENIOR LIVING BEACHWOOD	4
Jennifer Slayton	DELANEY AT GEORGETOWN VILLAGE, THE	3
Sahar Hussain	DELANEY AT PARKWAY LAKES, THE	3
Moira Yuhas	CLARENDALE ANN ARBOR	2
Connie Dalton	CLARENDALE AT BELLEVUE PLACE	2
Maureen Vande Logt	CLARENDALE OF ALGONQUIN	2
Leslie Brown	CLARENDALE WEST END	2
Margaret Hays	DELANEY AT GEORGETOWN VILLAGE, THE	2
Randi Green	DELANEY AT LAKE WACO, THE	2
Heather Kmetz	DELANEY AT SOUTH SHORE, THE	2
Michelle Rainer	DELANEY AT SOUTH SHORE, THE	2
Erica Johnson	HAVENWOOD OF MAPLE GROVE	2
Lisa Turke	OAKMONT GARDENS	2
Jill Bengle	ROSE SENIOR LIVING - CLINTON TOWNSHIP	2
Dana Rantovich	ROSE SENIOR LIVING AT PROVIDENCE PARK	2
Christin Teters	VILLAGE AT THE WOODLANDS WATERWAY, THE	2
Joan Desjarlais	CLARENDALE ANN ARBOR	1
Kimberly Goelzhauser	CLARENDALE AT INDIAN LAKE	1
Bridget Fogarty	CLARENDALE OF MOKENA	1
Kathryn Dietrich	CLARENDALE OF MOKENA	1
Kelly Trevino	DELANEY AT GEORGETOWN VILLAGE, THE	1
Mary Jane Voltin	DELANEY AT LAKE WACO, THE	1
Jodi Vogan	DELANEY AT PARKWAY LAKES, THE	1
Sarah Leitman	EMERSON AT ST. PETERS, THE	1
Tracy Berger	ROSE SENIOR LIVING - CLINTON TOWNSHIP	1
Brandon Wright	ROSE SENIOR LIVING BEACHWOOD	1
Samantha Casey	ROSE SENIOR LIVING CARMEL	1

Rental Tier C Less Than 150 Units

Name	Community Name	Move-Ins
Ashley Steabner	HAVENWOOD OF BUFFALO	5
Amanda Mekara	NORTHPOINTE WOODS	5
Nicole Drews	HAVENWOOD OF MINNETONKA	4
Kathy Azbell	BRIELLE AT SEAVIEW, THE	3
Cori Rusher	HERITAGE VILLAGE ASSISTED LIVING AND MEMORY CARE	3
Bryan Neal	AVALON OF COMMERCE TOWNSHIP, THE	2
Casey Williams	GREEN COUNTRY VILLAGE	2
Kristin Burns	HAVENWOOD OF BURNSVILLE	2
Christine Pepper	HAVENWOOD OF RICHFIELD	2
Brandon Allen	HERITAGE VILLAGE ASSISTED LIVING AND MEMORY CARE	2
Nicole Cobean	AVALON OF BLOOMFIELD TOWNSHIP, THE	1
Leslie Joseph	AVALON OF NEW ALBANY, THE	1
Travis Anderson	GABLE PINES	1
Shannan Rhodes	HERITAGE AT IRENE WOODS	1

Rental Tier A 215+ Units Occupancy

Community Name	Occupancy Percentage
DANBERRY AT INVERNESS	99.0%
ROSE SENIOR LIVING AVON	98.0%
HARBOUR VILLAGE	95.9%
DELANEY AT THE GREEN, THE	95.7%
ASBURY VILLAGE	95.1%
CLARENDALE OF CHANDLER	93.6%
BROADWAY CITYVIEW	93.4%
RICHMOND PLACE SENIOR LIVING	92.1%
AMAVIDA AT LAKES PARK	90.2%
DELANEY OF BRIDGEWATER, THE	90.1%
WINDSOR AT CELEBRATION	89.5%
CLARENDALE OF ST. PETERS	89.3%
HEARTHWOOD SENIOR LIVING	84.4%
CLARENDALE ARCADIA	78.2%
BELLINGHAM AT WEST CHESTER	74.6%
ROOSEVELT AT SALT CREEK, THE	74.6%
CLARENDALE SIX CORNERS	74.1%
CLARENDALE CLAYTON	68.8%
ROSE SENIOR LIVING - FARMINGTON HILLS	58.8%
DELANEY AT THE VALE, THE	39.6%

Rental Tier B 150 - 214 Units Occupancy

Community Name	Occupancy Percentage
CLARENDALE ANN ARBOR	99.3%
HAVENWOOD OF MAPLE GROVE	98.1%
VILLAGE AT THE WOODLANDS WATERWAY, THE	97.4%
DELANEY AT SOUTH SHORE, THE	96.5%
CLARENDALE AT INDIAN LAKE	95.7%
BAYSHORE ON HILTON HEAD ISLAND, THE	95.3%
ROSE SENIOR LIVING CARMEL	94.8%
DELANEY AT GEORGETOWN VILLAGE, THE	94.4%
ROSE SENIOR LIVING - CLINTON TOWNSHIP	93.8%
CLARENDALE OF ALGONQUIN	92.6%
CLARENDALE OF MOKENA	92.5%
CLARENDALE OF ADDISON	92.5%
DELANEY AT LAKE WACO, THE	91.5%
OAKMONT GARDENS	89.5%
ROSE SENIOR LIVING BEACHWOOD	89.0%
ROSE SENIOR LIVING AT PROVIDENCE PARK	85.1%
EMERSON AT ST. PETERS, THE	84.8%
CLARENDALE AT BELLEVUE PLACE	83.3%
DELANEY AT PARKWAY LAKES, THE	77.5%
HERITAGE POINTE	58.4%
CLARENDALE WEST END	38.6%

Rental Tier C Less Than 150 Units Occupancy

Community Name	Occupancy Percentage
HAVENWOOD OF BUFFALO	100.0%
HAVENWOOD OF RICHFIELD	100.0%
HAVENWOOD OF BURNSVILLE	99.2%
AVALON OF LEWIS CENTER, THE	96.9%
HERITAGE VILLAGE ASSISTED LIVING AND MEMORY CARE	94.5%
AVALON OF COMMERCE TOWNSHIP, THE	91.5%
HERITAGE AT IRENE WOODS	91.4%
BRIELLE AT SEAVIEW, THE	90.0%
HAVENWOOD OF MINNETONKA	89.9%
GREEN COUNTRY VILLAGE	88.1%
GABLE PINES	86.8%
NORTHPOINTE WOODS	78.8%
AVALON OF NEW ALBANY, THE	62.1%
AVALON OF BLOOMFIELD TOWNSHIP, THE	57.9%

Independent Living Tier A 350+ Units - Closings

Name	Community Name	Closings
Patty Yingling	Mercy Ridge	3
Lexie Jones	Rolling Green Village	3
Bruce Call	Freedom Village Of Bradenton	2
Melisa Batac	Lake Port Square	2
Dorothy Jenkins	Rolling Green Village	2
Kimberly Rees	Westminster	2
Dayna Spina	Casa De Las Campanas	1
Julie Harp	Croasdaile Village Retirement Community	1
Charlie Farrell	Cypress Village	1
Cat Pinson	Freedom Plaza	1
JoAnne Yermak	Freedom Village Of Bradenton	1
Cynthia Glass	Lake Port Square	1
David Shopland	Rolling Green Village	1
Amy Kraabel	Sedgebrook	1
Dana Kaskov	South Port Square	1

Independent Living Tier B 225 - 349 Units - Closings

Name	Community Name	Closings
Jill Burton-Szklany	Sandhill Cove	3
Elizabeth O'Connor	Blakehurst	2
Scarlett Gordon	Brandon Wilde	2
Carol Scroggie	Freedom Pointe At The Villages	2
Mark Weaver	Heritage At Brentwood, The	2
Katherine Cartier	Lake Seminole Square	2
Maria Byron	Capital Manor	1
Cathy Milano	Clare, The	1
Lynn Lukas	Clare, The	1
Linda Sclafani	Freedom Square Of Seminole	1
Chelsea Sheehan	Freedom Village At Brandywine	1
Thomas Eller	Friendship Village-Kalamazoo	1
Karen Eickman	Greenwood Village South	1
Donald Scott	Heritage At Brentwood, The	1
Jennifer Naylor	Heritage At Brentwood, The	1
Deborah Empey	Lake Seminole Square	1
Matthew Fresh	Lake Seminole Square	1
Robert Aldridge	Lake Seminole Square	1
Lisa Polanski	Porters Neck Village	1
Rachelle Michelson	Stoneridge	1

Independent Living Tier C Less Than 225 Units - Closings

Name	Community Name	Closings
Elizabeth Jenkins	Cypress Glen Retirement Community	2
Amanda Rosikiewicz	Pomperaug Woods	2
Lori Morrison	Village At Gleannloch Farms, The	2
Monica Hurd	WhiteStone: A Masonic and Eastern Star Community	2
Janelle Halblom	Cottage Grove Place	1
Kamry Carpenter	Cottage Grove Place	1
Savannah Enz	Dallas Retirement Village	1
Karen Hines	Essex Meadows	1
Anne Smyth	Galleria Woods	1
Samantha Armstrong	Galleria Woods	1
Stacy Guthmann	Moldaw Residences	1
Debi Bryant	WhiteStone: A Masonic and Eastern Star Community	1

Independent Living Tier A 350+ Units - Occupancy

Community Name	Occupancy Percentage
CYPRESS VILLAGE	98.3%
SAGEWOOD	97.6%
REGENCY OAKS	96.3%
ROLLING GREEN VILLAGE	96.1%
WESTMINSTER	96.0%
CROASDAILE VILLAGE RETIREMENT COMMUNITY	96.0%
MERCY RIDGE	95.8%
FRIENDSHIP VILLAGE OF TEMPE	95.1%
CASA DE LAS CAMPANAS	94.2%
MONARCH LANDING	93.5%
FREEDOM VILLAGE OF BRADENTON	87.0%
FREEDOM PLAZA	86.4%
SEDGEBROOK	82.4%
SOUTH PORT SQUARE	68.3%
LAKE PORT SQUARE	64.0%

Independent Living Tier B 225 - 349 Units - Occupancy

Community Name	Occupancy Percentage
FREEDOM VILLAGE AT BRANDYWINE	99.8%
FREEDOM POINTE AT THE VILLAGES	98.9%
STONERIDGE	98.7%
CAPITAL MANOR	98.4%
FREEDOM SQUARE OF SEMINOLE	98.3%
GREENWOOD VILLAGE SOUTH	98.3%
CLARE, THE	98.2%
BLAKEHURST	97.8%
WYNDEMERE	97.2%
SANDHILL COVE	96.5%
FREEDOM VILLAGE (HOLLAND)	94.8%
TIMBER RIDGE AT TALUS	94.1%
PORTERS NECK VILLAGE	93.8%
HERITAGE AT BRENTWOOD, THE	92.8%
FRIENDSHIP VILLAGE-KALAMAZOO	92.2%
MARQUETTE	92.0%
BRANDON WILDE	91.4%
LAKE SEMINOLE SQUARE	89.6%
CARILLON	86.3%

Independent Living Tier C Less Than 225 Units - Occupancy

Community Name	Occupancy Percentage
BROADVIEW AT PURCHASE COLLEGE	99.6%
DALLAS RETIREMENT VILLAGE	99.3%
ESSEX MEADOWS	99.1%
GALLERIA WOODS	98.9%
CYPRESS GLEN RETIREMENT COMMUNITY	98.7%
WESTMINSTER VILLAGE WEST LAFAYETTE	97.5%
BURCHAM HILLS	97.6%
MARSHES OF SKIDAWAY ISLAND, THE	97.2%
WHITESTONE: A MASONIC AND EASTERN STAR COMMUNITY	96.9%
VILLAGE AT GLEANNLOCH FARMS, THE	96.4%
WESLEY PINES RETIREMENT COMMUNITY	96.3%
MOLDAW RESIDENCES	93.0%
RESIDENCES AT VANTAGE POINT	92.2%
POMPERAUG WOODS	89.3%
TRILLIUM WOODS	88.3%
ARLINGTON OF NAPLES, THE	83.6%
ALDERSLY	68.5%
COTTAGE GROVE PLACE	67.0%

Independent Living Tier A 350+ Units - Sales Director

Community Name	Closings	Budget	Sales & Marketing Directors	Closings
Rolling Green Village	6	2	Lexie Jones	3

Independent Living Tier B 225 - 349 Units - Sales Director

Community Name	Closings	Budget	Sales & Marketing Directors	Closings
Sandhill Cove	3	1	Jill Burton	3
Heritage At Brentwood, The	4	1	Mark Weaver	2
Blakehurst	2	1	Elizabeth O'Connor	2
Lake Seminole Square	5	2	Matthew Fresh	1
Clare, The	2	1	Lynne Lukas	1
Brandon Wilde	2	1	Sandy Shirk	0
Freedom Pointe At The Villages	2	1	Stephanie Parson	0
Freedom Village At Brandywine	1	0	Mary Main	0

Independent Living Tier C Less Than 225 Units - Sales Director

Community Name	Closing	Budget	Sales & Marketing Directors	Closing
Cypress Glen Retirement Community	3	1	Elizabeth Jenkins	3
Village At Gleannloch Farms, The	2	1	Lori Morrison	2
Galleria Woods	2	1	Anne Smyth	1
WhiteStone: A Masonic and Eastern Star Community	3	2	Debi Bryant	1
Cottage Grove Place	2	1	Susan Bednar	0
Pomperaug Woods	2	1	Leigh Schultz	0

AL/MC Tier A 60+ Units - Move -Ins

Name	Community Name	Move-Ins
Michelle Traill-Crosser	Burcham Hills	5
Christy Christine	Arlington of Naples, The	4
Samantha Sumner	Burcham Hills	4
Niccole Trimboli	Freedom Pointe At The Villages	4
Debra Lucius	Burcham Hills	3
Deana Damigo	Freedom Square Of Seminole	3
Shawn Snyder	Freedom Village Of Bradenton	3
Cristina Cortina	Arlington of Naples, The	2
Stephen Gantt	Dallas Retirement Village	2
Christina Bosley	South Port Square	2
Susan Buzin	Freedom Village At Brandywine	1
Kelly Streck-Rider	Sagewood	1
Tricia Moody	Westminster Village West Lafayette	1

AL/MC Tier B Less Than 60 Units - Move -Ins

Name	Community Name	Move-Ins
Beverly Cox	Mercy Ridge	3
Bhavini Patel	Sedgebrook	2
Amy Klem	Clare, The	1
Lynn Lukas	Clare, The	1
Karen Eickman	Greenwood Village South	1
Shonta Taylor	Residences At Vantage Point	1
Michele Davidson	Sandhill Cove	1
Laura Mcandrew	Sedgebrook	1

AL/MC Tier A 60+ Units - Occupancy

Community Name	Occupancy %
MARQUETTE	100.0%
BRANDON WILDE	98.4%
FREEDOM PLAZA	97.5%
FRIENDSHIP VILLAGE-KALAMAZOO	96.8%
SAGEWOOD	95.6%
CROASDAILE VILLAGE RETIREMENT COMMUNITY	95.4%
WESTMINSTER	94.6%
FORUM AT RANCHO SAN ANTONIO, THE	94.4%
DALLAS RETIREMENT VILLAGE	94.2%
FRIENDSHIP VILLAGE OF TEMPE	94.0%
WESTMINSTER VILLAGE WEST LAFAYETTE	93.8%
FREEDOM POINTE AT THE VILLAGES	93.5%
WYNDEMERE	93.1%
FREEDOM SQUARE OF SEMINOLE	92.5%
FREEDOM VILLAGE (HOLLAND)	90.8%
FREEDOM VILLAGE AT BRANDYWINE	90.1%
SOUTH PORT SQUARE	89.8%
CYPRESS VILLAGE	88.4%
ARLINGTON OF NAPLES, THE	85.4%
BURCHAM HILLS	84.8%
CASA DE LAS CAMPANAS	83.2%
FREEDOM VILLAGE OF BRADENTON	81.4%

AL/MC Tier B Less Than 60 Units - Occupancy

Community Name	Occupancy %
HERITAGE AT BRENTWOOD, THE	100.0%
MOLDAW RESIDENCES	100.0%
VILLAGE AT GLEANNLOCH FARMS, THE	100.0%
CLARE, THE	97.4%
MERCY RIDGE	96.8%
MONARCH LANDING	96.6%
ROLLING GREEN VILLAGE	95.2%
STONERIDGE	94.4%
GREENWOOD VILLAGE SOUTH	94.1%
MARSHES OF SKIDAWAY ISLAND, THE	92.5%
SEDGEBROOK	91.0%
WESLEY PINES RETIREMENT COMMUNITY	90.9%
SANDHILL COVE	90.8%
RESIDENCES AT VANTAGE POINT	89.5%
CARILLON	89.4%
POMPERAUG WOODS	89.3%
ALDERSLY	77.6%
COTTAGE GROVE PLACE	73.1%

HC Tier A 80+ Units - Occupancy

Community Name	Occupancy %
SEDGEBROOK	97.0%
MONARCH LANDING	96.0%
FRIENDSHIP VILLAGE OF TEMPE	94.8%
LAKE PORT SQUARE	94.3%
GREENWOOD VILLAGE SOUTH	94.0%
FREEDOM VILLAGE OF BRADENTON	93.2%
WESTMINSTER	91.5%
CYPRESS VILLAGE	86.7%
SOUTH PORT SQUARE	86.2%
FREEDOM PLAZA	86.0%
BURCHAM HILLS	85.2%
WHITESTONE: A MASONIC AND EASTERN STAR COMMUNITY	83.9%
FREEDOM SQUARE OF SEMINOLE	83.3%
CROASDAILE VILLAGE RETIREMENT COMMUNITY	79.2%
DALLAS RETIREMENT VILLAGE	78.0%
CARILLON	76.7%
CASA DE LAS CAMPANAS	67.0%

HC Tier B Less Than 80 Units - Occupancy

Community	Occupancy %
WESTMINSTER VILLAGE WEST LAFAYETTE	97.0%
FREEDOM POINTE AT THE VILLAGES	96.9%
FREEDOM VILLAGE AT BRANDYWINE	96.8%
BRANDON WILDE	96.1%
REGENCY OAKS	95.9%
GLENVIEW AT PELICAN BAY, THE	95.4%
SAGEWOOD	95.3%
HEARTHWOOD SENIOR LIVING	95.1%
WYNDEMERE	94.4%
TRILLIUM WOODS	94.0%
GALLERIA WOODS	93.3%
STONERIDGE	93.2%
CLARE, THE	93.1%
HERITAGE AT BRENTWOOD, THE	92.5%
WESLEY PINES RETIREMENT COMMUNITY	92.5%
MARQUETTE	92.4%
ROLLING GREEN VILLAGE	91.7%
COTTAGE GROVE PLACE	91.7%
VILLAGE AT GLEANNLOCH FARMS, THE	91.3%
FORUM AT RANCHO SAN ANTONIO, THE	91.1%
ARLINGTON OF NAPLES, THE	89.6%
CYPRESS OF HILTON HEAD, THE	87.1%
POMPERAUG WOODS	86.8%
SANDHILL COVE	86.8%
ESSEX MEADOWS	86.2%
FRIENDSHIP VILLAGE-KALAMAZOO	77.1%
FREEDOM VILLAGE (HOLLAND)	63.0%