

Conversion Formula Move Ins

Communities	Values	Rolling 12 Months - from Yardi & WelcomeHome												Grand Total	% Conversion Formula
		Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25		
Lakeview Senior Living	Total Move In's	5	3	2	4	6	4	2	2	1	2	3	0	34	17.65%
	<i>Conversion Formula</i>	0	0	0	0	2	1	0	1	0	1	1	0	6	
Oceanview Senior Living	Total Move In's	1	3	5	0	2	4	4	2	3	1	2	0	27	11.11%
	<i>Conversion Formula</i>	0	0	1	0	0	1	0	0	1	0	0	0	3	
The Oaks at Nipomo	Total Move In's	9	3	3	1	4	5	4	1	3	1	3	0	37	29.73%
	<i>Conversion Formula</i>	4	1	1	1	0	1	1	0	1	0	1	0	11	
The Oaks at Paso Robles	Total Move In's	5	4	1	5	3	8	4	1	1	4	2	0	38	10.53%
	<i>Conversion Formula</i>	1	0	0	3	0	0	0	0	0	0	0	0	4	
The Terraces	Total Move In's	3	5	4	7	3	5	6	4	3	10	2	0	52	11.54%
	<i>Conversion Formula</i>	0	0	1	1	1	1	0	0	1	1	0	0	6	
Westmont at San Miguel Ranch	Total Move In's	4	2	7	6	6	3	4	8	6	3	4	0	53	3.77%
	<i>Conversion Formula</i>	0	0	0	0	0	0	0	0	1	0	1	0	2	
Westmont of Brentwood	Total Move In's	7	3	6	3	4	5	5	6	4	3	8	0	54	12.96%
	<i>Conversion Formula</i>	0	0	0	0	0	1	3	0	0	0	3	0	7	
Westmont of Carmel Valley	Total Move In's	11	9	7	4	6	5	8	6	12	11	13	0	92	17.39%
	<i>Conversion Formula</i>	2	0	1	1	3	2	2	2	1	2	0	0	16	
Westmont of Chico	Total Move In's	7	4	5	5	2	7	4	2	3	3	2	0	44	4.55%
	<i>Conversion Formula</i>	1	0	0	0	0	0	0	0	0	1	0	0	2	
Westmont of Culver City	Total Move In's	0	0	0	0	1	8	23	11	10	13	6	0	72	18.06%
	<i>Conversion Formula</i>	0	0	0	0	0	2	2	1	2	2	4	0	13	
Westmont of Cypress	Total Move In's	3	4	3	6	2	3	2	8	2	4	5	0	42	11.90%
	<i>Conversion Formula</i>	0	1	0	0	0	2	0	0	0	0	2	0	5	
Westmont of Encinitas	Total Move In's	7	6	4	3	2	1	6	4	10	5	2	0	50	14.00%
	<i>Conversion Formula</i>	1	0	0	0	0	0	4	0	1	1	0	0	7	
Westmont of Escondido	Total Move In's	1	2	2	3	6	10	10	4	5	9	4	0	56	10.71%
	<i>Conversion Formula</i>	0	0	0	1	1	0	2	0	1	1	0	0	6	
Westmont of Fresno	Total Move In's	0	4	8	10	6	9	7	6	6	3	3	0	62	6.45%
	<i>Conversion Formula</i>	0	1	1	0	1	0	0	0	0	1	0	0	4	
Westmont of La Mesa	Total Move In's	3	2	3	6	2	2	6	5	2	7	1	0	39	10.26%
	<i>Conversion Formula</i>	0	0	0	1	0	0	0	1	0	2	0	0	4	
Westmont of Morgan Hill	Total Move In's	4	5	3	3	7	6	4	3	3	4	4	0	46	10.87%
	<i>Conversion Formula</i>	0	1	0	0	0	0	2	0	0	1	1	0	5	
Westmont of Pinole	Total Move In's	1	4	4	3	2	7	2	5	6	7	4	0	45	6.67%
	<i>Conversion Formula</i>	0	0	0	1	1	1	0	0	0	0	0	0	3	
Westmont of Riverside	Total Move In's	6	7	4	6	5	5	9	7	7	6	4	0	66	

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		Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25		
	Conversion Formula	0	0	0	0	0	0	1	0	1	0	0	0	2	3.03%
Westmont of San Jose	Total Move In's	1	4	5	3	5	9	5	4	7	7	8	0	58	13.79%
	Conversion Formula	0	2	0	1	1	0	0	1	1	1	1	0	8	
Westmont of Santa Barbara	Total Move In's	5	1	8	4	7	6	4	4	4	3	3	0	49	12.24%
	Conversion Formula	1	1	1	0	0	1	1	0	1	0	0	0	6	
Westmont Village Homes	Total Move In's	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
	Conversion Formula	0	0	0	0	0	0	0	0	0	0	0	0	0	
Grand Total	Total Move In's	83	75	84	82	81	112	119	93	98	106	83	0	1016	
	Conversion Formula	10	7	6	10	10	13	18	6	12	14	14	0	120	

Completed Tours

Communities	Rolling 12 Month - From WelcomeHome Data												Grand Total
	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	1/1/2025	
Lakeview Senior Living	3	11	6	18	12	14	11	21	3	4	3	1	107
Oceanview Senior Living	5	14	11	6	9	4	4	1	2	13	10		79
The Oaks at Nipomo	12	14	21	18	26	17	6	15	14	21	11		175
The Oaks at Paso Robles	16	19	15	9	20	22	16	12	13	14	13		169
The Terraces	11	20	35	40	40	38	31	40	35	30	23		343
Westmont at San Miguel Ranch	16	30	17	16	16	28	23	27	19	20	19		231
Westmont of Brentwood	21	29	24	17	29	41	37	29	32	19	29		307
Westmont of Carmel Valley	21	59	55	62	65	64	71	41	70	58	83		649
Westmont of Culver City	10	28	19	23	35	60	36	47	38	48	45		389
Westmont of Cypress	7	22	44	49	54	34	44	41	29	42	26	1	393
Westmont of Encinitas	11	23	21	25	11	19	23	27	24	15	14		213
Westmont of Escondido	13	13	22	19	27	18	22	22	29	15	27		227
Westmont of Fresno	19	36	28	39	27	43	36	27	26	21	25		327
Westmont of La Mesa	18	24	34	25	22	26	45	38	24	30	30	1	317
Westmont of Morgan Hill	10	30	23	24	22	21	19	12	18	10	16		205
Westmont of Pinole	13	10	6	16	15	17	26	9	19	13	12		156
Westmont of Riverside	15	23	26	36	34	35	35	19	25	18	21		287
Westmont of San Jose	13	35	46	60	57	77	65	36	38	37	30		494
Westmont of Santa Barbara	35	29	31	34	36	28	20	19	19	12	11	1	275
Westmont Village Homes	18	32	36	20	26	20	38	29	22	24	21		286
Grand Total	287	501	520	556	583	626	608	512	499	464	469	4	5629

End of Month Occupancy

Community Name	Rolling 12 Months - from Yardi Data												
	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Dec '24	Jan '25	Grand Total
Lakeview Senior Living	94.3%	92.9%	85.2%	84.8%	87.6%	84.8%	82.9%	83.3%	81.9%	82.4%	83.3%	82.4%	85.48%
Oceanview Senior Living	76.1%	78.9%	77.5%	76.1%	77.5%	81.7%	87.3%	87.3%	91.5%	87.3%	90.1%	88.7%	83.33%
The Oaks at Nipomo	93.8%	93.8%	91.8%	92.8%	93.3%	95.4%	95.9%	93.8%	93.3%	90.7%	90.7%	90.7%	93.00%
The Oaks at Paso Robles	87.6%	88.7%	86.6%	89.7%	87.6%	89.7%	92.8%	90.7%	91.8%	91.8%	89.7%	88.7%	89.62%
The Terraces	85.4%	87.5%	88.9%	88.9%	88.2%	86.8%	88.9%	88.9%	91.0%	97.9%	95.1%	94.4%	90.16%
Westmont at San Miguel Ranch	70.2%	67.4%	73.0%	78.1%	80.9%	82.0%	84.3%	84.8%	86.5%	87.6%	87.1%	86.5%	80.70%
Westmont of Brentwood	72.0%	69.3%	67.0%	65.5%	65.2%	66.3%	66.3%	68.9%	70.5%	69.7%	72.7%	70.5%	68.66%
Westmont of Carmel Valley	39.1%	41.4%	46.9%	48.4%	51.2%	53.5%	58.2%	61.3%	69.1%	74.6%	82.8%	82.8%	59.11%
Westmont of Chico	96.3%	98.8%	95.0%	95.0%	95.0%	95.0%	98.8%	98.8%	98.8%	100.0%	100.0%	100.0%	97.63%
Westmont of Culver City	0.0%	0.0%	0.0%	0.0%	0.7%	6.6%	23.0%	30.3%	36.1%	44.5%	47.1%	47.1%	19.62%
Westmont of Cypress	97.7%	98.1%	98.4%	98.4%	95.3%	93.8%	89.1%	91.5%	89.9%	89.9%	92.2%	92.2%	93.88%
Westmont of Encinitas	83.9%	81.7%	83.9%	82.8%	83.9%	83.9%	86.0%	88.2%	95.7%	97.8%	98.9%	97.8%	88.71%
Westmont of Escondido	78.8%	77.8%	76.7%	73.3%	73.3%	73.6%	75.7%	73.6%	75.0%	76.7%	75.3%	74.7%	75.38%
Westmont of Fresno	68.2%	65.7%	69.0%	73.6%	74.8%	78.1%	82.6%	81.8%	82.2%	82.2%	82.6%	82.6%	76.95%
Westmont of La Mesa	89.8%	90.1%	90.5%	92.7%	92.7%	90.1%	91.6%	91.2%	90.5%	94.9%	91.6%	90.1%	91.32%
Westmont of Morgan Hill	77.9%	79.7%	79.1%	75.6%	79.1%	81.4%	80.2%	79.1%	79.1%	82.0%	79.7%	79.1%	79.33%
Westmont of Pinole	83.3%	83.3%	84.0%	84.0%	86.1%	86.8%	85.4%	90.3%	91.7%	93.8%	96.6%	96.6%	88.49%
Westmont of Riverside	85.9%	85.6%	84.4%	83.4%	81.9%	80.4%	83.3%	83.8%	85.1%	84.8%	84.1%	84.1%	83.90%
Westmont of San Jose	77.1%	76.1%	74.6%	74.1%	73.1%	73.4%	71.9%	71.9%	73.4%	72.9%	74.6%	74.6%	73.98%
Westmont of Santa Barbara	78.4%	70.4%	78.4%	79.0%	81.5%	80.9%	81.5%	79.6%	79.6%	82.1%	80.9%	79.6%	79.33%
Westmont Village Homes	95.9%	94.7%	95.6%	94.1%	95.6%	95.6%	94.4%	95.6%	93.2%	94.1%	94.4%	94.4%	94.80%
Grand Total	77.7%	77.2%	77.5%	77.6%	78.3%	79.0%	81.0%	81.7%	83.1%	84.7%	85.2%	84.6%	80.64%