

Jill's House Memory Care

751 E. Tamarack Trail, Bloomington, IN



Marcus & Millichap

ONLINE AUCTION



STARTING BID : \$500,000
AUCTION DATES : APRIL 13-15, 2026
[CLICK TO VIEW AUCTION WEBSITE](#)

THE OFFERING PROCESS

An online auction event will be conducted on RealINSIGHT Marketplace in accordance with the Sale Event Terms and Conditions (<https://rimarketplace.com/sale-event-terms>). ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

DUE DILIGENCE

Due diligence materials are available to qualified prospective bidders via an electronic data room hosted by RealINSIGHT Marketplace. Prospective bidders will be required to electronically execute a confidentiality agreement prior to being allowed access to the materials. All due diligence must be conducted prior to signing the purchase and sale agreement. You may contact the sales advisors with any due diligence questions.

BUYER QUALIFICATION

Prospective bidders will be required to register with RealINSIGHT Marketplace to bid. Each bidder will be required to provide current contact information, submit proof of funds up to the full amount they plan to bid, and agree to the Auction Terms and Conditions. In order to participate in an auction, the Seller requires bidders to provide proof of their liquidity in an amount of at least their anticipated maximum bid for those assets they wish to bid on. Such liquidity must be in the form of cash, or cash equivalents, and must be available immediately without restriction.

Generally, recent bank statements, brokerage account statements, or bank letters are acceptable. A line of credit statement may be acceptable only if it is already closed and in place, has undrawn capacity, and may be funded immediately without bank approval. Loan pre-approval letters, term sheets, and the like, where the loan would be collateralized by the property up for auction and funded at escrow closing, are NOT acceptable. Capital call agreements, investor equity commitments, and the like, are evaluated on a case-by-case basis. The acceptance of any proof of funds documents are made at the sole and absolute discretion of RealINSIGHT Marketplace. For further information, please visit the Bidder Registration FAQ ([https:// rimarketplace.com/faq](https://rimarketplace.com/faq)).

AUCTION DATE

The Auction end date is set for **April 13-15, 2026**.

RESERVE AUCTION

This will be a reserve auction, and the Property will have a reserve price ("Reserve Price"). The starting bid is not the Reserve Price. The seller can accept or reject any bid. All bidders agree to execute the non-negotiable purchase and sale agreement, which will be posted to the electronic data room prior to bidding commencement, should they be awarded the deal. By submitting an Offer on a Property, Participant is deemed to have accepted any additional terms and conditions posted on the Property's details page on the Website ("Property Page") at the time the Offer was submitted, and such terms and conditions govern and control over these Terms to the extent of any conflict.

CLOSING

Following the auction, the winning bidder will be contacted by phone and email to go over specifics of the sale, including the execution of the purchase agreement and all documentation involved in the purchase. The winning bidder must be available by telephone within two hours of the sale. More information can be found on the RealINSIGHT Marketplace website.

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Jill's House



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Jill's House



INVESTMENT
OVERVIEW

PROPERTY SUMMARY

Marcus & Millichap is pleased to present Jill’s House in Bloomington, Indiana. Positioned just a half mile from its 200-unit Independent Living campus, the stand-alone memory care facility is a 100 percent private pay institution that underwent a complete renovation and expansion in 2016. Additionally, the property has a strong upside via additional lease revenue through the on-site intergenerational preschool.

Located in southern Indiana, Bloomington is a well-connected city with major highways like State Road 37 and Interstate 69 providing easy access to nearby metropolitan areas, including Indianapolis, which is about 50 miles to the north. A major development in Bloomington is the Switchyard Park, a 65-acre park that opened in 2019. This park transformed a former railyard into a destination signature park featuring green spaces, walking trails, a pavilion, and recreational facilities. Bloomington’s economy is significantly supported by Indiana University Bloomington, a major employer and academic institution located just two miles from the property. The university, which has a total enrollment of over 40,000 students, is renowned for its programs in business, law, and the arts, and plays a pivotal role in the local community and economy. Other major employers in Bloomington include Cook Group, Baxter Healthcare, and Monroe County Community School Corporation, contributing to a diverse and stable economic base. Additionally, the presence of the Indiana University Research and Technology Corporation fosters a strong environment for startups and tech companies. Bloomington also boasts high-quality healthcare facilities. Situated just 2.7 miles from the property, IU Health Bloomington Hospital is a modern medical facility that offers comprehensive medical services, including primary care, specialty care, and advanced surgical procedures.

INVESTMENT HIGHLIGHTS



Stand-Alone Memory Care



Complete Renovation and Expansion in 2016



100% Private Pay



0.5 Miles from 200-Unit Independent Living Campus



Additional Lease Revenue Through On-Site Intergenerational Preschool

PROPERTY OVERVIEW

ADDRESS	751 E. Tamarack Trail, Bloomington, IN
OPEN DATE	2009
TYPE OF CARE	Memory Care
TOTAL UNITS	35
TOTAL BEDS	40
# OF BUILDINGS	1
# OF STORIES	3
LOT AREA	2.63 AC

FINANCIAL OVERVIEW

METRIC	2022	2023	2024 YTD ANNUALIZED (NOV '24)	T3 (SEP-NOV '24)
TOTAL REVENUE	\$2,269,081	\$2,208,073	\$2,340,543	\$1,755,467
EBITDAR	\$362,363	\$369,140	\$70,565	\$15,535
MARGIN	16.0%	16.7%	3.01%	0.88%
OCCUPANCY	77%	74%	60%	56%

JILL’S HOUSE MEMORY CARE

STARTING BID
\$500,000



HISTORICAL FINANCIAL DATA

2022				2023			2024 YTD Annualized (Nov '24)			T-3 (Sep '24 - Nov '24)		
	<u>Operated Units/Beds</u>	<u>Average Occupancy</u>	<u>Resident Days</u>	<u>Operated Units/Beds</u>	<u>Average Occupancy</u>	<u>Resident Days</u>	<u>Operated Units/Beds</u>	<u>Average Occupancy</u>	<u>Resident Days</u>	<u>Operated Units/Beds</u>	<u>Average Occupancy</u>	<u>Resident Days</u>
Memory Care Beds	40	77%	11,201	40	74%	10,854	40	60%	8,845	40	56%	8,220
	Total Resident Days		11201	Total Resident Days		10854	Total Resident Days		8845	Total Resident Days		8220
Revenue By Source	Revenue	Rev PRD	% Rev	Revenue	Rev PRD	% Rev	Revenue	Rev PRD	% Rev	Revenue	Rev PRD	% Rev
Memory Care Private-pay	1,991,396	177.79	87.8%	1,918,982	176.80	86.9%	1,858,510	210.11	79.4%	1,364,026	165.94	77.7%
Other - IL/AL/MC Revenue	155,863	13.92	6.9%	192,896	17.77	8.7%	377,864	42.72	16.1%	308,746	37.56	17.6%
MC Revenue	\$2,147,259	\$191.70	94.6%	\$2,111,878	\$194.57	95.6%	\$2,236,374	\$252.83	95.5%	\$1,672,772	\$203.50	95.3%
Adult Day Care	94,277	0.00	4.2%	70,882	0.00	3.2%	72,356	0.00	3.1%	54,053	0.00	3.1%
Preschool. Rent	12,000	1.07	0.5%	12,000	1.11	0.5%	14,667	1.66	0.6%	12,000	1.46	0.7%
Salon Services	11,707	1.05	0.5%	12,094	1.11	0.5%	17,604	1.99	0.8%	16,642	2.02	0.9%
Other - Misc Revenue	3,839	0.34	0.2%	1,219	0.11	0.1%	-458	-0.05	0.0%	0	0.00	0.0%
Misc Revenue	\$121,823	\$10.88	5.4%	\$96,195	\$8.86	4.4%	\$104,169	\$11.78	4.5%	\$82,695	\$10.06	4.7%
Total Revenue	\$2,269,081	\$202.58	100.0%	\$2,208,073	\$203.43	100.0%	\$2,340,543	\$264.61	100.0%	\$1,755,467	\$213.56	100.0%
Departmental Expenses	Expense	Exp PRD	% Rev	Expense	Exp PRD	% Rev	Expense	Exp PRD	% Rev	Expense	Exp PRD	% Rev
General & Administration	92,407	8.25	4.1%	93,537	8.62	4.2%	391,878	44.30	16.7%	302,353	36.78	17.2%
Utilities	70,489	6.29	3.1%	64,294	5.92	2.9%	75,661	8.55	3.2%	51,329	6.24	2.9%
Maintenance & Repairs	72,989	6.52	3.2%	58,252	5.37	2.6%	70,679	7.99	3.0%	43,478	5.29	2.5%
Food & Equipment	100,081	8.94	4.4%	87,358	8.05	4.0%	99,230	11.22	4.2%	64,240	7.82	3.7%
Housekeeping & Laundry	11,130	0.99	0.5%	11,477	1.06	0.5%	19,618	2.22	0.8%	12,240	1.49	0.7%
Care Services	23,227	2.07	1.0%	11,496	1.06	0.5%	7,764	0.88	0.3%	6,754	0.82	0.4%
Resident Activities & Recrea	14,908	1.33	0.7%	14,684	1.35	0.7%	19,576	2.21	0.8%	15,843	1.93	0.9%
Payroll Taxes & Expenses	190,163	16.98	8.4%	181,559	16.73	8.2%	200,055	22.62	8.5%	149,570	18.20	8.5%
Property Taxes	84,000	7.50	3.7%	84,000	7.74	3.8%	102,667	11.61	4.4%	84,000	10.22	4.8%
Insurance	60,517	5.40	2.7%	33,358	3.07	1.5%	38,002	4.30	1.6%	32,895	4.00	1.9%
Salaries and Wages	1,037,553	92.63	45.7%	1,052,315	96.95	47.7%	1,091,222	123.37	46.6%	852,858	103.75	48.6%
Medical Director	800	0.00	0.0%	1,200	0.00	0.1%	1,600	0.00	0.1%	1,600	0.00	0.1%
Replacement Reserve	35,000	3.12	1.5%	35,000	3.22	1.6%	35,000	3.96	1.5%	35,000	4.26	2.0%
Management Fee (5.00%)	113,454	10.13	5.0%	110,404	10.17	5.0%	117,027	13.23	5.0%	87,773	10.68	5.0%
Total Departmental Expense	\$1,906,718	\$170.23	84.0%	\$1,838,934	\$169.42	83.3%	\$2,269,978	\$256.63	97.0%	\$1,739,933	\$211.67	99.1%
Excluded Expenses	Expense	Exp PRD	% Rev	Expense	Exp PRD	% Rev	Expense	Exp PRD	% Rev	Expense	Exp PRD	% Rev
Depreciation and Amortizat	169,719	15.15	7.5%	167,075	15.39	7.6%	209,616	23.70	9.0%	171,504	20.86	9.8%
Management Fee	44,811	4.00	2.0%	43,577	4.01	2.0%	41,902	4.74	1.8%	31,449	3.83	1.8%
Total Excluded Expenses	\$426,695	\$38.09	18.8%	\$438,888	\$40.44	19.9%	\$533,706	\$60.34	22.8%	\$431,025	\$52.44	24.6%
Normalized Net Operating I	\$362,363	\$32.35	16.0%	\$369,140	\$34.01	16.7%	\$70,565	\$7.98	3.0%	\$15,535	\$1.89	0.9%
Operating Margin	15.97%			16.72%			3.01%			0.88%		
Capitalization Rate	0.00%			0.00%			0.00%			0.00%		
EGIM	0.00			0.00			0.00			0.00		

Jill's House



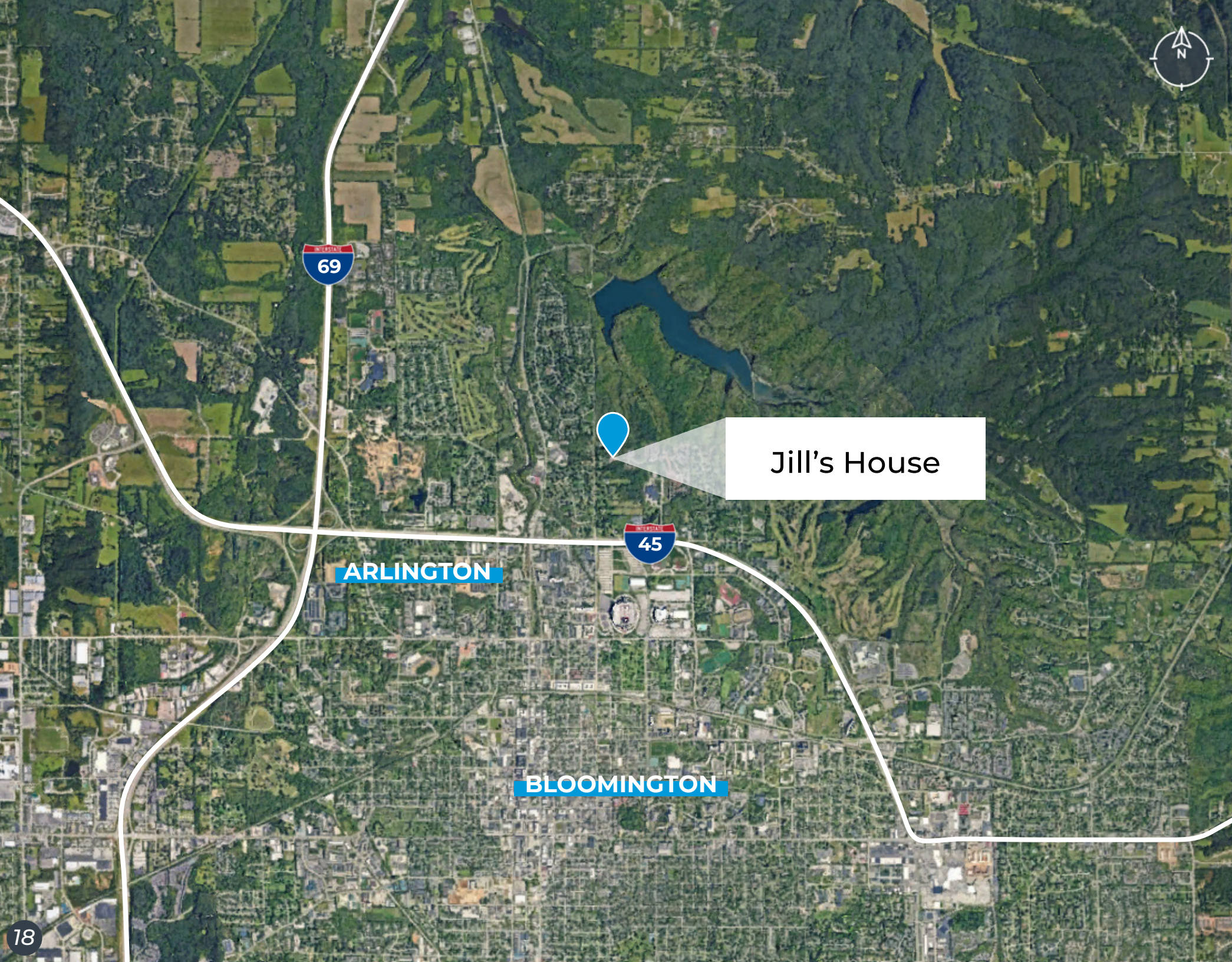
JILL'S HOUSE COMMUNITY



UNIT MIX

UNIT TYPE	# OF UNITS	# OF BED
MC Private	30	30
MC Semi-Private	5	10
Total	35	40





Jill's House

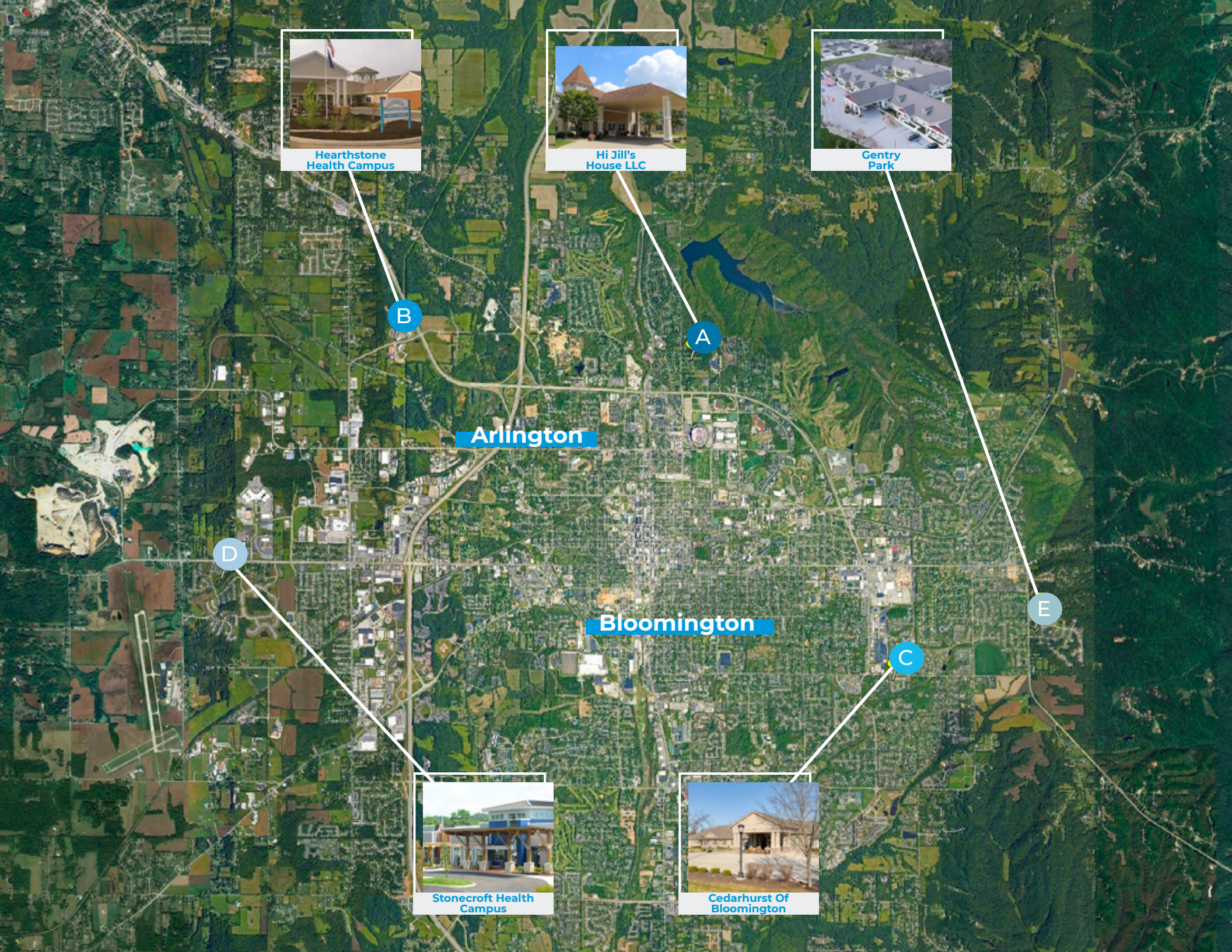


LOCATION
OVERVIEW

RENT COMPARABLES

Bloomington, IN

PROPERTY	ADDRESS	DISTANCE	TOTAL UNITS	YR OPENED	BASE RENT
A HI JILL'S HOUSE LLC	751 E Tamarack Trail, Bloomington IN, 47408	-	35	2009	-
B HEARTHSTONE HEALTH CAMPUS	3043 North Lintel Drive, Bloomington IN, 47404	2.58 miles	35	2014	Deluxe Private \$6,999 sqft 477 Private \$6,499 sqft 140
C CEDARHURST OF BLOOMINGTON	3203 Moores Pike Road, Bloomington IN, 47401	3.37 miles	66	2012	Deluxe Private \$7,500 sqft 276 Private \$7,200 sqft 276 Companion \$4,500 sqft 452
D STONECROFT HEALTH CAMPUS	363 South Fieldstone Blvd, Bloomington IN, 47403	4.7 miles	14	2015	Private \$6,459 sqft 140 Companion \$4,190 sqft 477
E GENTRY PARK	901 S Hastings Dr, Bloomington IN, 47401	3.82 miles	32	2016	Private \$5,680 sqft 300 Companion \$3,340 sqft 280



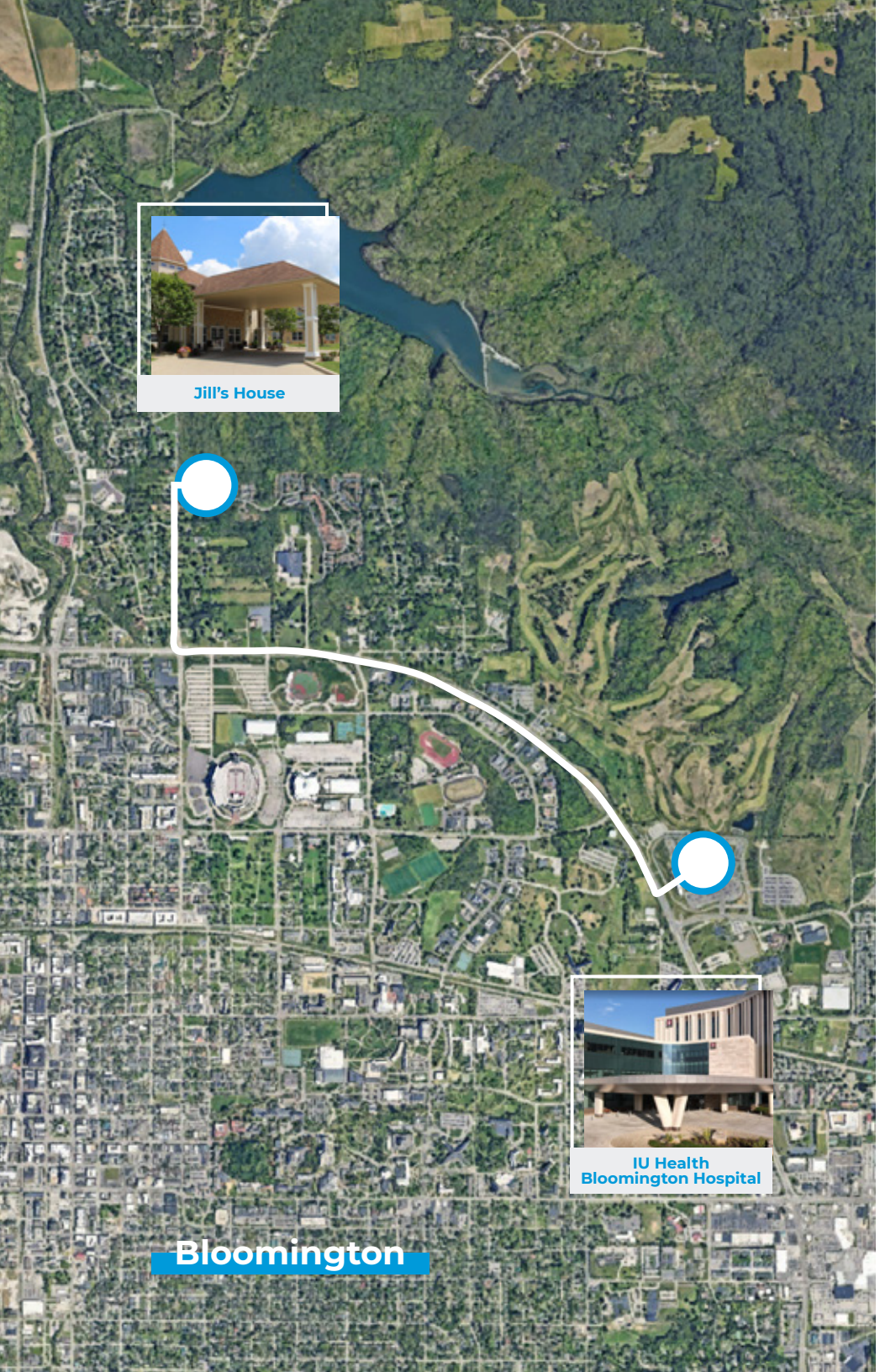


Bloomington, IN

MARKET OVERVIEW

Bloomington is strategically positioned in south-central Indiana and bisected by Interstate 69, providing easy access to major cities in the state. Spanning approximately 23 square miles, Bloomington offers a mix of urban and suburban atmospheres, with a blend of historical charm and modern amenities. The city is home to Indiana University, which attracts students from around the world and offers a variety of cultural and sporting events. The downtown area is known for its eclectic mix of restaurants, shops, and entertainment venues.

Bloomington's economy is diverse, with key industries including education, healthcare, technology, and manufacturing. Major employers in the area include Indiana University, Cook Medical, and IU Health Bloomington Hospital, which recently underwent a significant expansion. Within a one-hour drive from Bloomington, residents and visitors can access other significant urban areas such as Indianapolis, Columbus, and Martinsville, expanding the reach and connectivity of the region.



PROXIMITY TO LOCAL HOSPITAL

IU HEALTH BLOOMINGTON HOSPITAL

ADDRESS	2651 E Discovery Pkwy
CITY/STATE/ZIP	Bloomington, IN 47408
DISTANCE TO SUBJECT	2.7 miles



AMPLE RECREATIONAL ACTIVITIES

Proximity to natural attractions like Lake Monroe and Hoosier National Forest provides residents with several recreational opportunities and scenic beauty.



DIVERSE AND STABLE ECONOMY

Diverse economy supported by key industries including education, healthcare, technology, and manufacturing. Major employers like Indiana University, Cook Medical, and IU Health Bloomington Hospital.



EDUCATIONAL AND CULTURAL HUB

Home to Indiana University, which enrolls over 48,000 students, and a vibrant downtown scene that boasts an eclectic mix of restaurants, shops, and entertainment venues.

Bloomington

DEMOGRAPHICS

1 MILE RADIUS

TOTAL POP 75+ 2023	427
TOTAL POP 75+ 2028	480
75+ ANNUAL GROWTH RATE 2023-2028	2.37%
TOTAL POP 2023	5,187
TOTAL POP 2028	5,364
ANNUAL GROWTH RATE 2023-2028	0.67%



3 MILE RADIUS

TOTAL POP 75+ 2023	2,348
TOTAL POP 75+ 2028	2,900
75+ ANNUAL GROWTH RATE 2023-2028	4.31%
TOTAL POP 2023	54,109
TOTAL POP 2028	54,106
ANNUAL GROWTH RATE 2023-2028	0.00%

5 MILE RADIUS

TOTAL POP 75+ 2023	6,472
TOTAL POP 75+ 2028	7,807
75+ ANNUAL GROWTH RATE 2023-2028	3.82%
TOTAL POP 2023	104,002
TOTAL POP 2028	104,715
ANNUAL GROWTH RATE 2023-2028	0.14%

	1 MILE	3 MILES	5 MILES	MONROE COUNTY, IN	INDIANA	USA
AVERAGE HOUSEHOLD INCOME, 2023	\$69,341	\$68,506	\$86,968	\$94,028	\$94,981	\$113,185
PER CAPITA INCOME, 2023	\$32,872	\$27,786	\$37,406	\$40,071	\$37,705	\$43,829
MEDIAN HOME VALUE, 2023	\$292,317	\$289,856	\$292,837	\$293,383	\$234,442	\$355,577
BACHELOR DEGREE OR HIGHER, AGE 25+	623	7,097	16,506	22,041	921,405	52,810,336

Source: ESRI, 2023 (2020 Census)

MONROE COUNTY, IN

TOTAL POP 75+ 2023	9,474
TOTAL POP 75+ 2028	11,507
75+ ANNUAL GROWTH RATE 2023-2028	3.96%
TOTAL POP 2023	140,836
TOTAL POP 2028	140,785
ANNUAL GROWTH RATE 2023-2028	-0.01%

INDIANA

TOTAL POP 75+ 2023	513,745
TOTAL POP 75+ 2028	620,219
75+ ANNUAL GROWTH RATE 2023-2028	3.84%
TOTAL POP 2023	6,907,141
TOTAL POP 2028	6,989,187
ANNUAL GROWTH RATE 2023-2028	0.24%

USA

TOTAL POP 75+ 2023	26,156,440
TOTAL POP 75+ 2028	31,692,002
75+ ANNUAL GROWTH RATE 2023-2028	3.91%
TOTAL POP 2023	338,440,954
TOTAL POP 2028	344,873,411
ANNUAL GROWTH RATE 2023-2028	0.38%



\$86,968
2023 Average Household
Income in a 5-Mile Radius



\$292,837
2023 Median Home
Value in a 5-Mile Radius



\$6,472
75+ Total Population
in a 5-Mile Radius



3.82%
75+ Population Growth
from 2023 to 2028 in a
5-Mile Radius

HIGHLIGHTS

Jill's House Memory Care

