

We Really Want to Hear From You!



- Please Take a Few Minutes to Complete Today's Session Evaluation
- Accessible in the Conference App

Participate in Today's Poll Questions!



Via the Conference App, click on...

- Educational Program Icon
- Session Title
- Poll/Evaluation Icon

Assessing Your Infrastructure and Utilizing Market Data So You Can Grow Wisely

*Tuesday, September 26, 2017
Ballroom Level 4 – Chicago X*



Moderated By:

David Boitano
Senior Investment Officer
Ventas, Inc.



Speakers:

Heidi Brunet
Managing Director – Senior Housing
Berkadia

Chris Kasulka
President & CEO
Oakmont Management Group

Beth Mace
Chief Economist & Director of Outreach
NIC

Jeff Slichta
SVP - West Division
Sunrise Senior Living

Key Takeaways

- Hear growth-orientated operators discuss key organizational infrastructure requirements demanded by their expansion programs
- Gain the benefit of lessons learned and understand unforeseen challenges and opportunities
- Hear how NIC MAP® data can:
 - Benefit your needs in the areas of fundamental economic indicators, labor market wages, demographic metrics, and construction trends
 - Help you weigh the upsides and downsides of potential real estate investments

Poll Questions

Q#1: What Property Type Is Your Primary Area of Focus?

1. Assisted Living
2. Skilled Nursing
3. Both

Q#2: How Many Properties Do You Own or Manage?

1. >5
2. Up to 30
3. >30

Q#3: Are You Planning to Construct or Expand a Community in the Next 12 Months?

1. Yes
2. No
3. Not Sure

**Property Valuations for
Seniors Housing and
Skilled Nursing**

Beth Burnham Mace
Chief Economist & Director of Outreach



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Easily Investigated with NIC MAP[®] Data

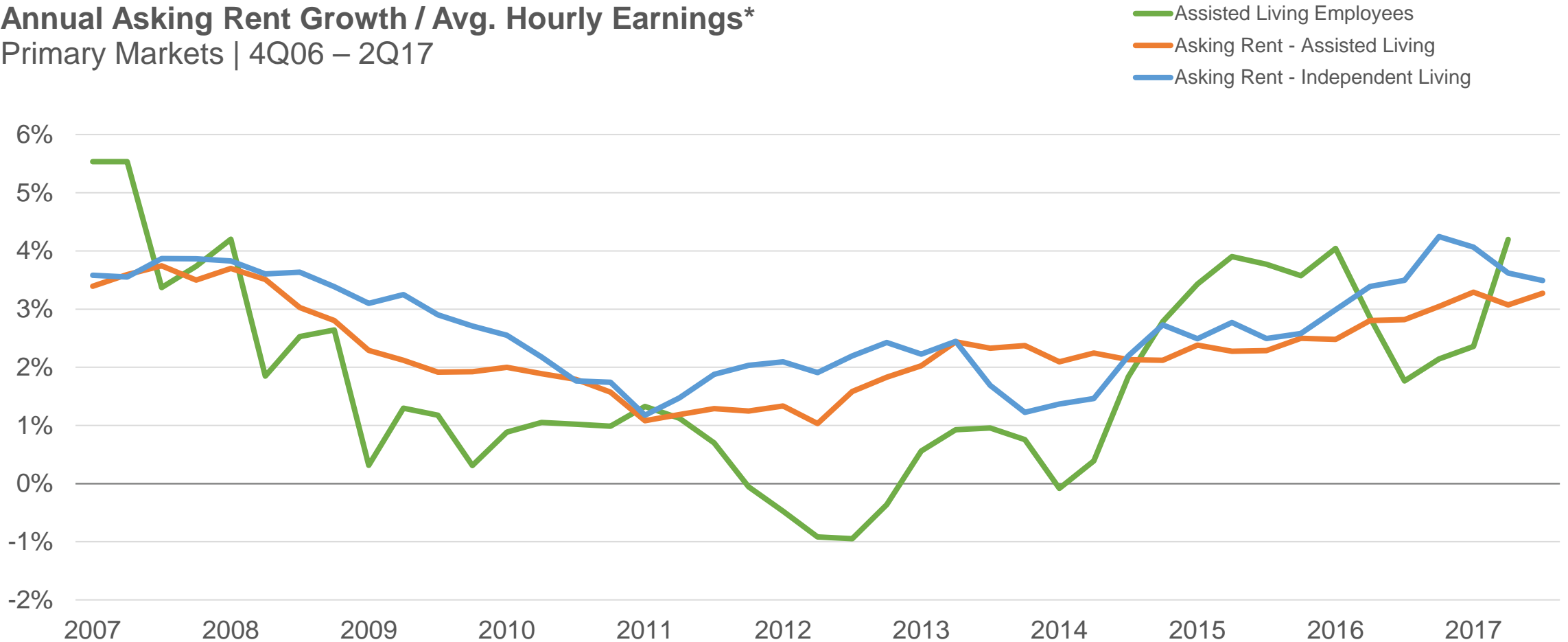
- Labor Cost and Availability
- New Supply and Competition
- Sizing Up and Comparing Markets

What Are the Biggest Challenges to Growth Today?

- **Labor Cost and Availability**
 - How can NIC data help?
 - NEW BLS Report

How Does Wage Growth Compare with Rent Growth?

Annual Asking Rent Growth / Avg. Hourly Earnings*
Primary Markets | 4Q06 – 2Q17



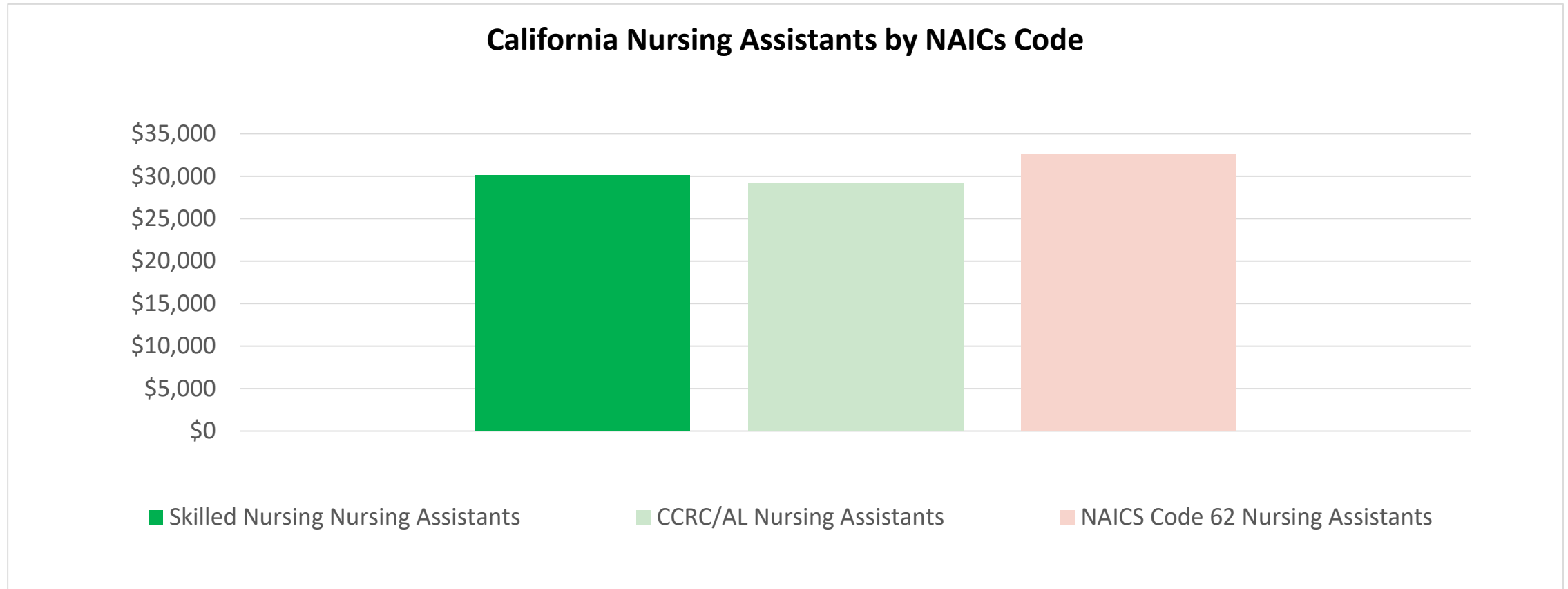
*Wage data as of 1Q17

Source: NIC MAP® Data Service, U.S. Bureau of Labor Statistics

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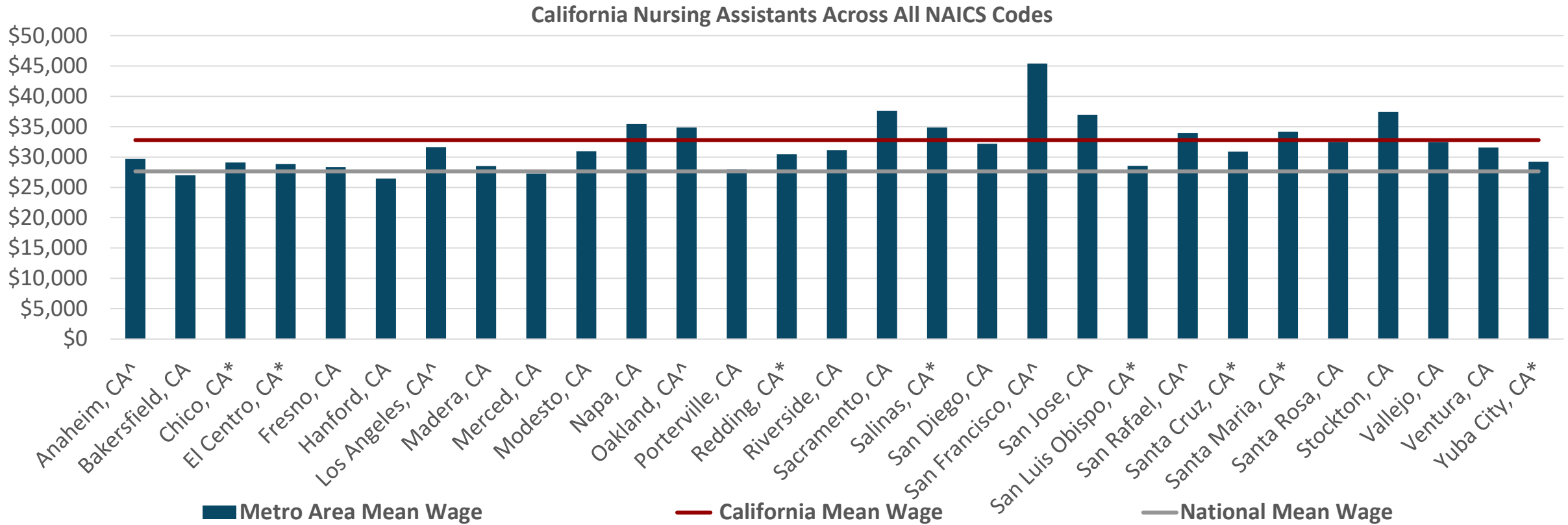
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What Are Relative Wage Rates for Nursing Assistants?



Source: NIC MAP® Data Service

Within California, Which Metro Has Highest Wage?



Source: NIC MAP® Data Service

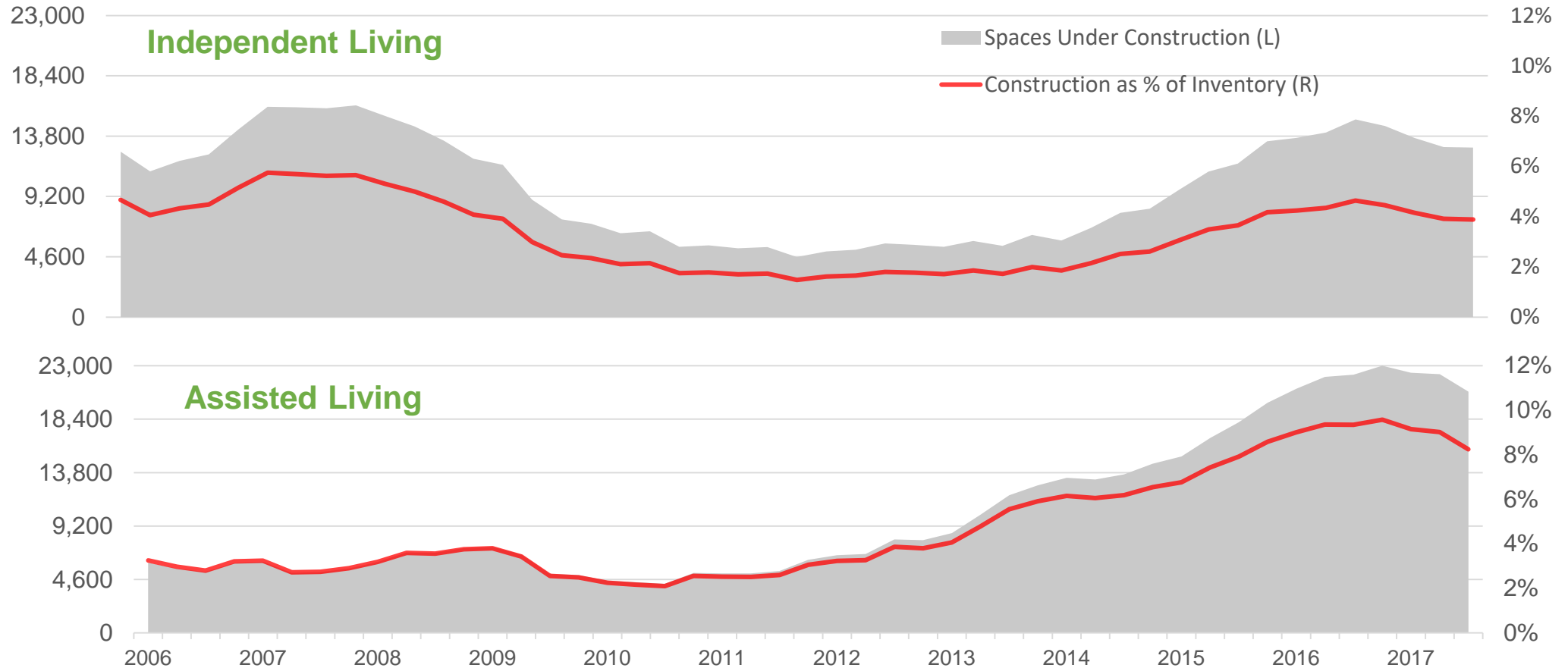
What are the Biggest Challenges to Growth Today?

- **New Supply and Competition**
 - How can NIC data help?
 - Construction Trends (starts, under construction metrics), ranking tools, NICMAP local

How Much Construction Is Occurring?

Spaces Under Construction and Construction as Percent of Inventory

Primary Markets | 1Q06 - 2Q17

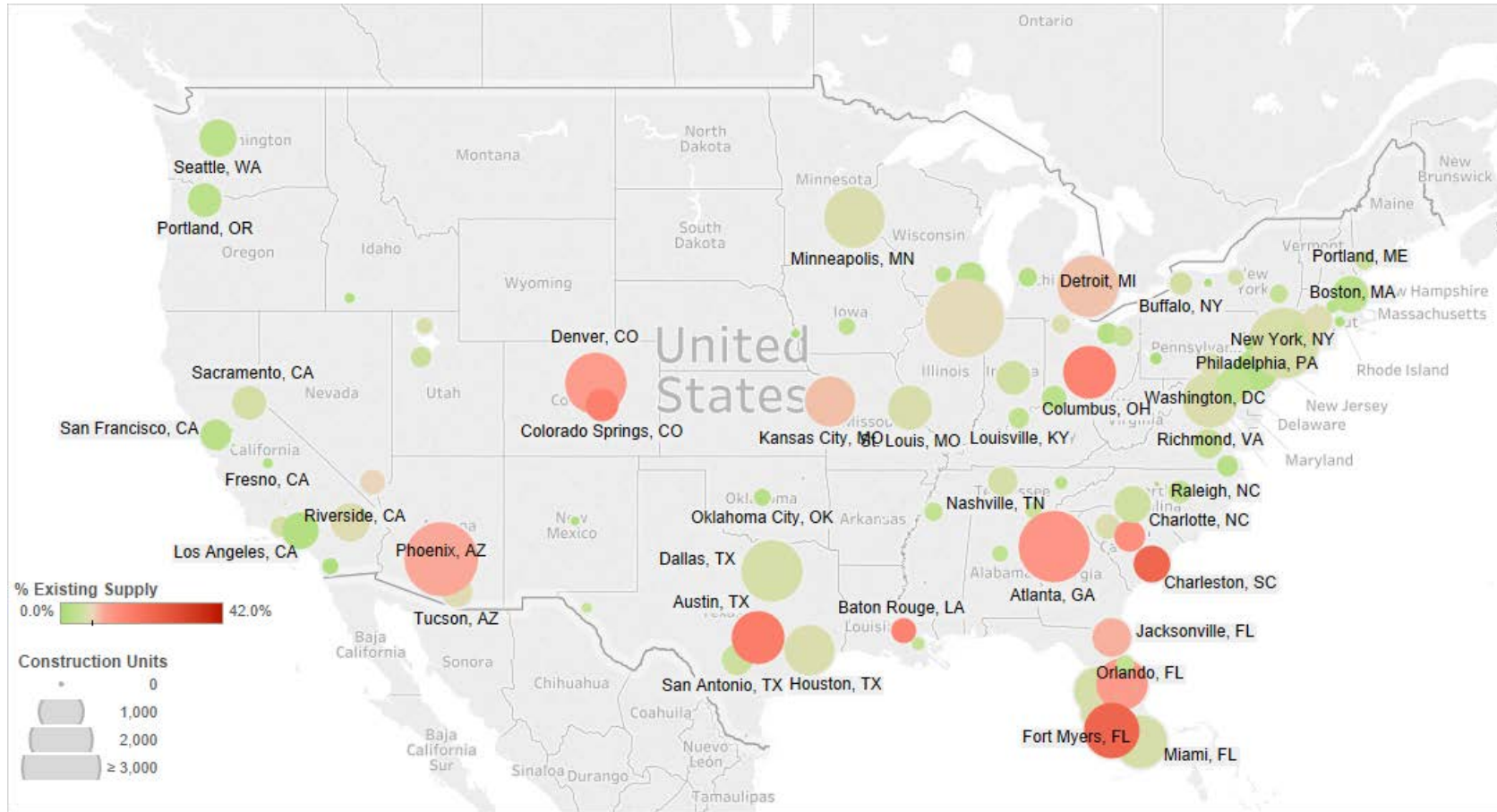


Source: NIC MAP® Data Service

Where Is Construction Occurring?

Seniors Housing Construction

Primary & Secondary Markets | As of 2Q17



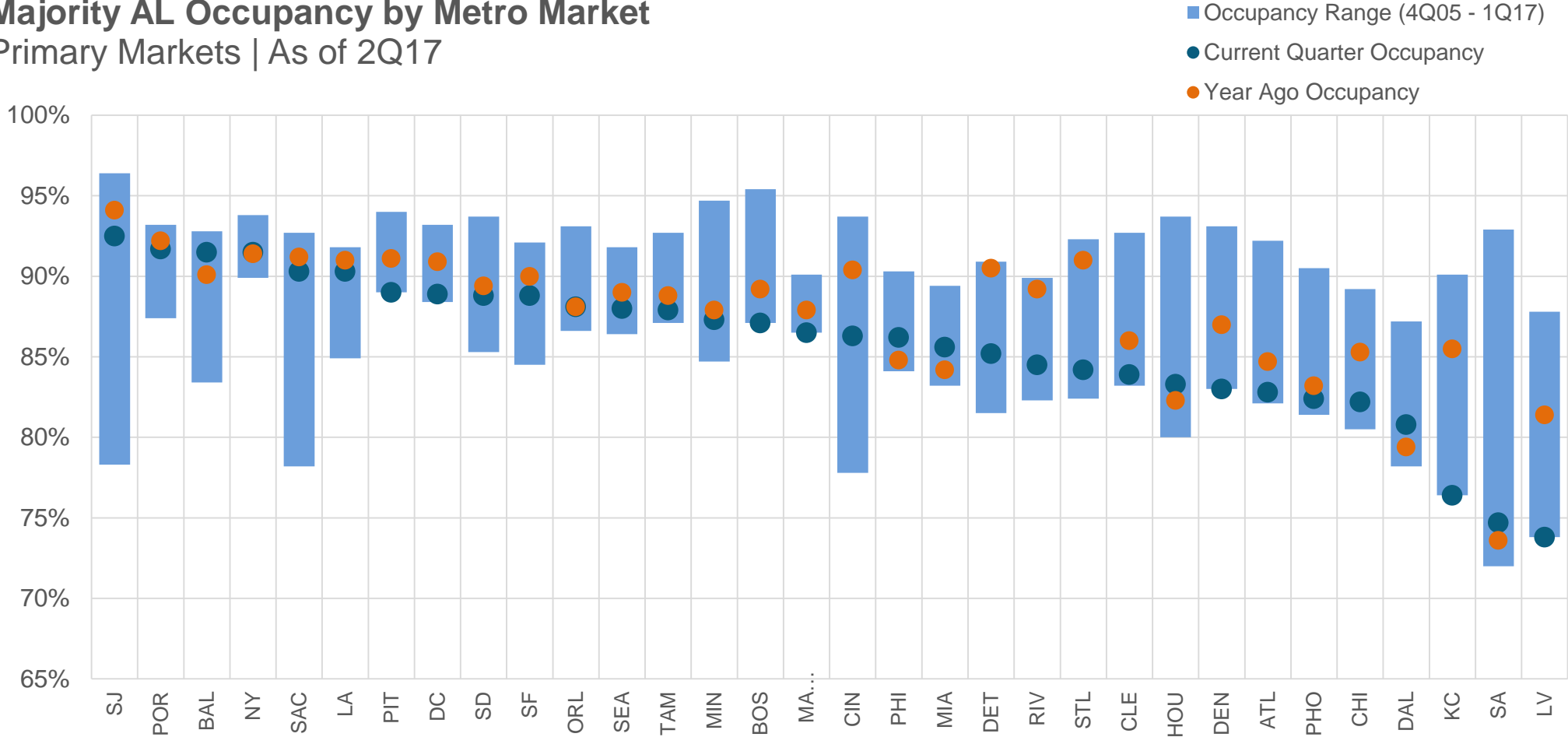
Source: NIC MAP® Data Service

What are the **Biggest Challenges to Growth Today?**

- **Sizing Up and Comparing Markets**
 - How can NIC data help?
 - Ranking tools

Market Comparisons

Majority AL Occupancy by Metro Market
Primary Markets | As of 2Q17



Source: NIC MAP® Data Service

Other NICMAP Tools

INTERACTIVE ANALYSIS

- Trends, Local Property Search

REPORTS

- Analyst
- BLS Employment and Wage Report
- Seniors Housing Actual Rates Report
- Skilled Nursing Data Report
- NICMAP Monitor
- Construction Monitor
- Inventory & Construction Report
- Metro Report

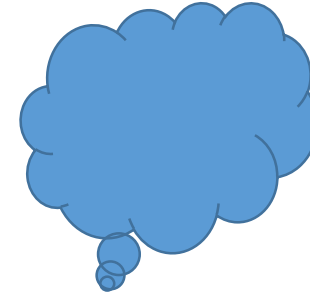
REPORTS (Cont'd)

- Property Sales Transactions Report
- NIC-RCA Sales Transactions Report
- Ranking Report
- CBSA Trends by Property Type
- County Trends by Property Type
- Property Inventory Report

Poll Question

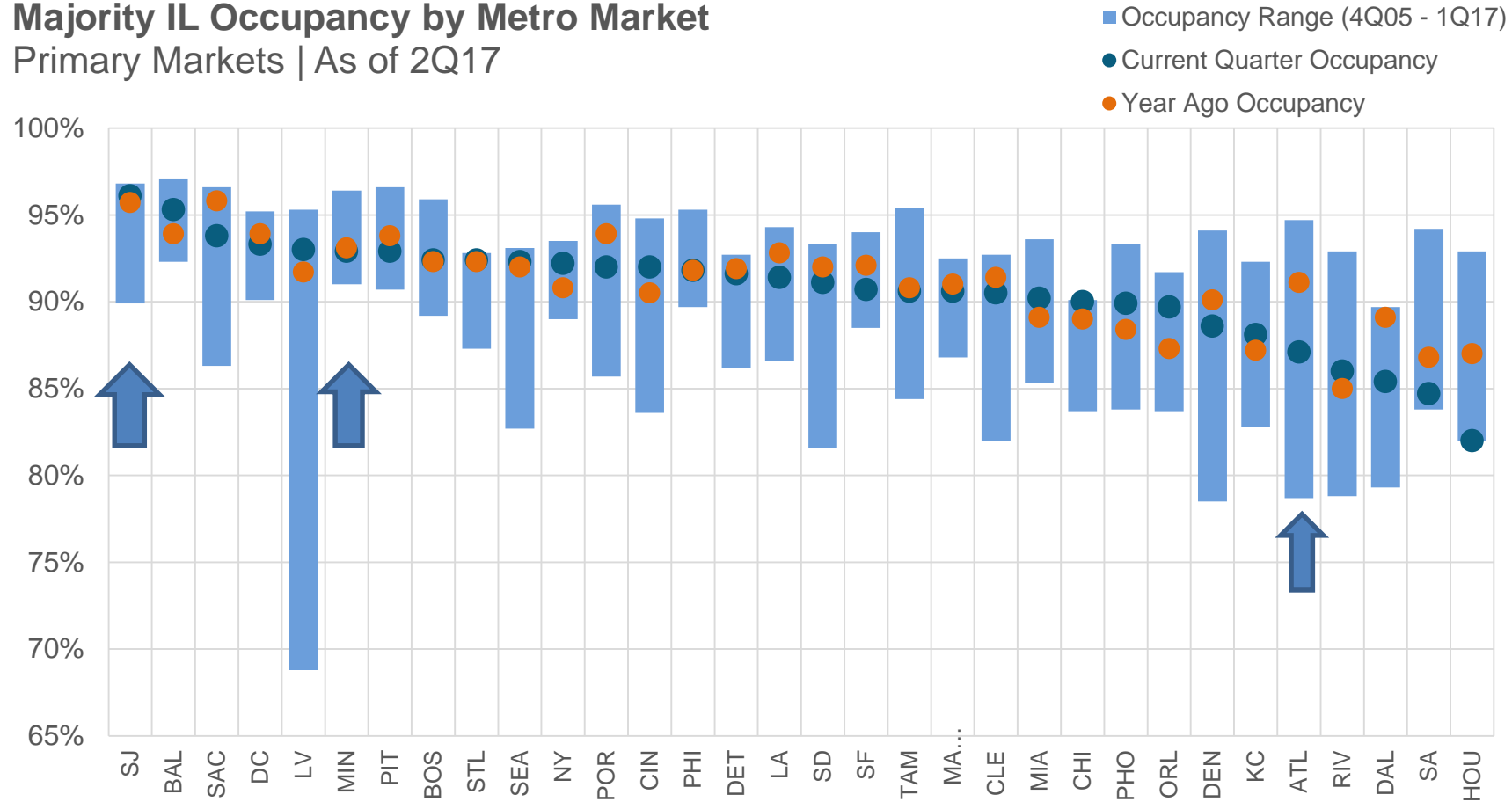
Which Market do You Prefer?

1. Atlanta
 2. San Jose
 3. Minneapolis
- How Can NIC Data Help?



Market Comparisons—Atlanta, Minn. and San Jose

Majority IL Occupancy by Metro Market
Primary Markets | As of 2Q17



Source: NIC MAP® Data Service

Atlanta, San Jose and Minneapolis: A Deep Dive

Select Markets - Seniors Housing 2Q2017

Metro	Properties	Units	Occupancy	Stabilized Occupancy	Stabilized Occupancy less Total Occupancy	Annual Absorption	Annual Inventory Growth	Construction vs. Inventory	AMR	Annual Rent Growth	Penetration
Primary Markets	4,513	584,759	88.8%	90.4%	1.6%	3.0%	3.9%	5.8%	\$3,822	3.4%	10.6%
Atlanta, GA	199	18,396	84.7%	88.4%	3.7%	5.8%	9.3%	13.3%	\$3,897	2.4%	12.8%
Minneapolis, MN	233	27,026	90.2%	93.0%	2.8%	5.8%	6.2%	6.6%	\$3,208	2.4%	21.3%
San Jose, CA	48	6,450	95.0%	95.0%	0.0%	2.0%	2.2%	0.0%	\$4,966	6.5%	10.3%

Source: NIC MAP® Data Service

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Panel Discussion & Audience Questions

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Investing in Seniors Housing and Care Properties