

Executive Survey Insights March 2023 (Wave 51): March 1 to March 31, 2023

- Report Graphs
 - Pace of Move-ins and Move-outs
 - Resident Acuity at Move-in
 - Biggest Challenges Facing my Organization
 - Lead Volumes
 - Average Tenure of New Hires
 - Expected Care Segment Changes Within Portfolio of Properties
 - Operating Margin Expectations
 - Abilities Impacted by the Rising Interest Rate Environment

NIC Executive Survey Insights Timeline

EXECUTIVE SURVEY
INSIGHTS
MARKET FUNDAMENTALS



Wave 1: 3/24 – 4/31 (2020)

Wave 2: 4/1 – 4/12

Wave 3: 4/13 – 4/19

Wave 4: 4/20 – 4/26

Wave 5: 4/27 – 5/3

Wave 6: 5/4 – 5/10

Wave 7: 5/11 – 5/24

Wave 8: 5/25 – 6/7

Wave 9: 6/22 – 7/5

Wave 10: 7/20 – 8/2

Wave 11: 8/17 – 8/30

Wave 12: 9/15 – 9/27

Wave 13: 9/28 – 10/11

Wave 14: 10/12 – 10/25

Wave 15: 10/26 – 11/8

Wave 16: 11/9 – 11/22

Wave 17: 11/30 – 12/13

Wave 18: 12/14 – 12/27

Wave 19: 12/28 – 1/10 (2021)

Wave 20: 1/11 – 1/24

Wave 21: 1/25 – 2/7

Wave 22: 2/8 – 2/21

Wave 23: 2/22 – 3/7

Wave 24: 3/8 – 3/21

Wave 25: 3/22 – 4/4

Wave 26: 4/5 – 4/18

Wave 27: 4/19 – 5/2

Wave 28: 5/3 – 5/16

Wave 29: 5/17 to 6/13

Wave 30: 6/14 to 7/11

Wave 31: 7/12 – 8/8

Wave 32: 8/9 – 9/6

Wave 33: 9/7 – 10/3

Wave 34: 10/4 – 11/7

Wave 35: 11/8 – 12/5

Wave 36: 12/6 – 1/9 (2022)

Wave 37: 1/10 – 2/6

Wave 38: 2/7 to 3/6

Wave 39: 3/7 to 4/3

Wave 40: 4/4 to 5/1

Wave 41: 5/2 to 5/27

Wave 42: 5/31 to 6/26

Wave 43: 6/27 to 7/24

Wave 44: 7/25 to 8/20

Wave 45: 8/21 to 9/18

Wave 46: 9/19 to 10/16

Wave 47: 10/17 to 11/13

Wave 48: 11/14 to 12/11

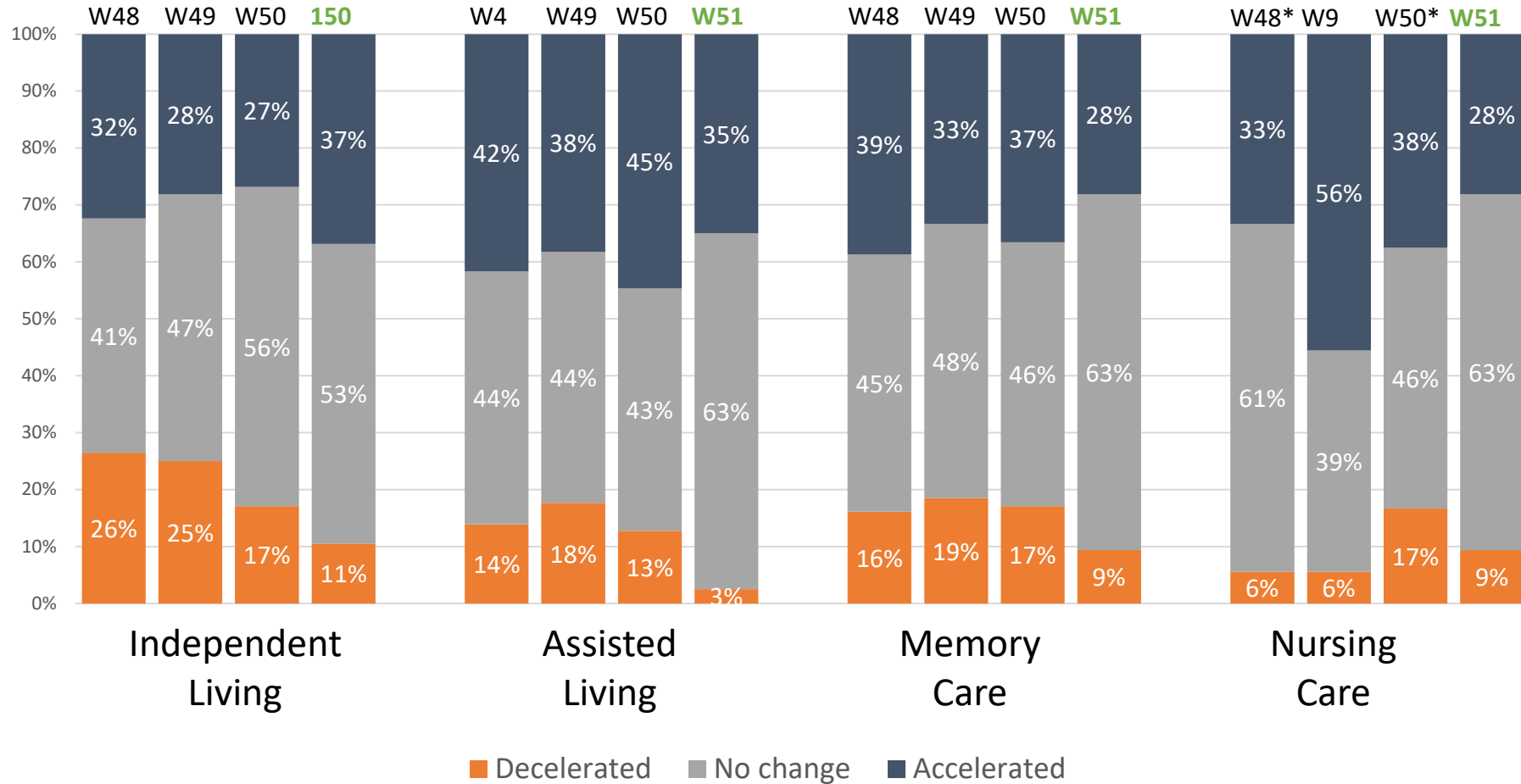
Wave 49: 12/12 to 1/15 (2023)

Wave 50: 2/1 to 2/28

Wave 51: 3/1 to 3/31

Pace of Move-Ins in Past 30 Days

ESI Waves 48-51



Wave 48 responses were collected from November 14 to December 11, 2022

Wave 49 responses were collected from December 12., 2022 to January 15, 2023

Wave 50 responses were collected from February 1 to February 28, 2023

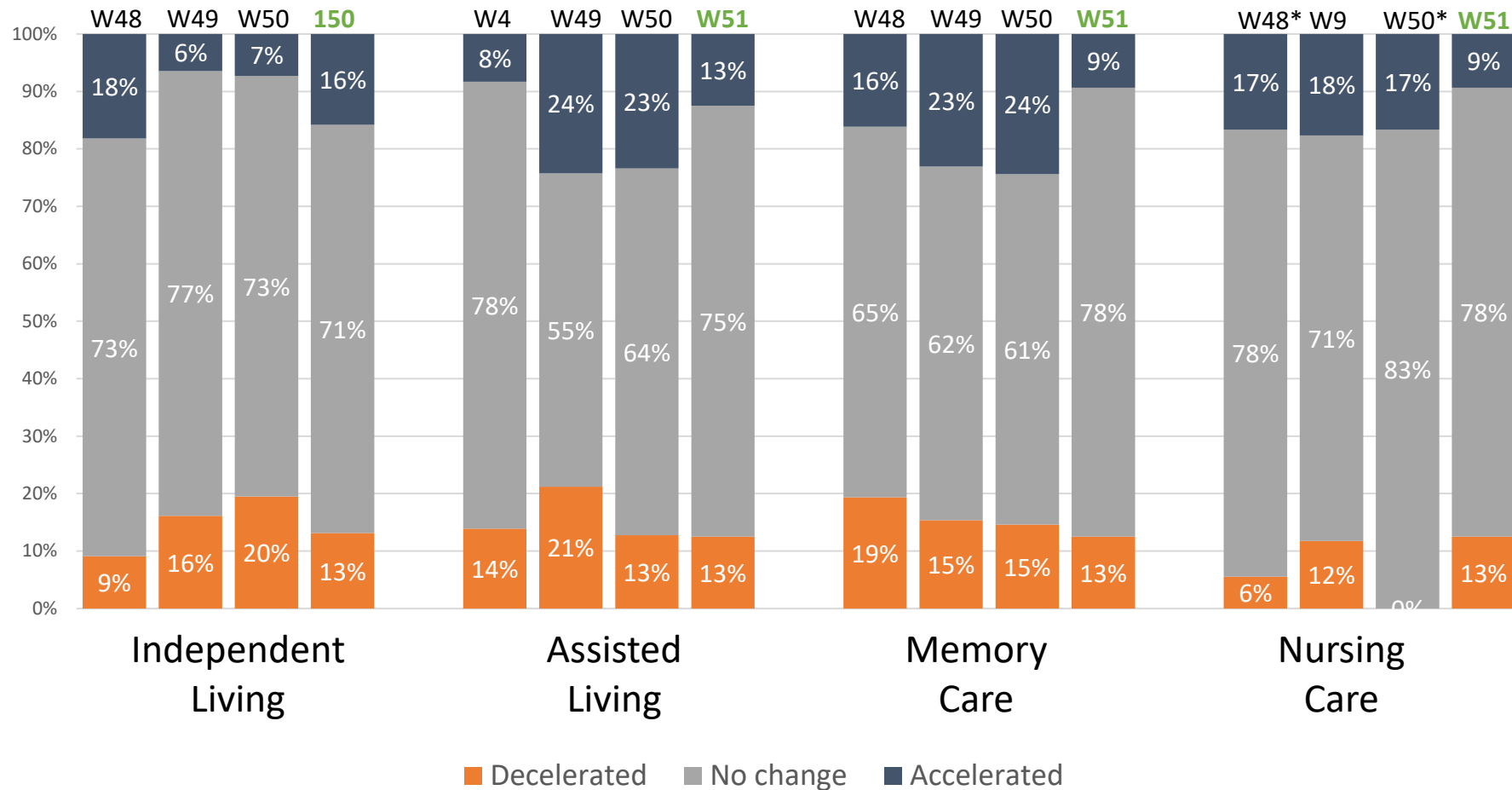
Wave 51 responses were collected from March 1 to March 31, 2023

Source: NIC Executive Survey Insights

*Sample size <25

Pace of Move-Outs in Past 30 Days

ESI Waves 48-51



Wave 48 responses were collected from November 14 to December 11, 2022

Wave 49 responses were collected from December 12., 2022 to January 15, 2023

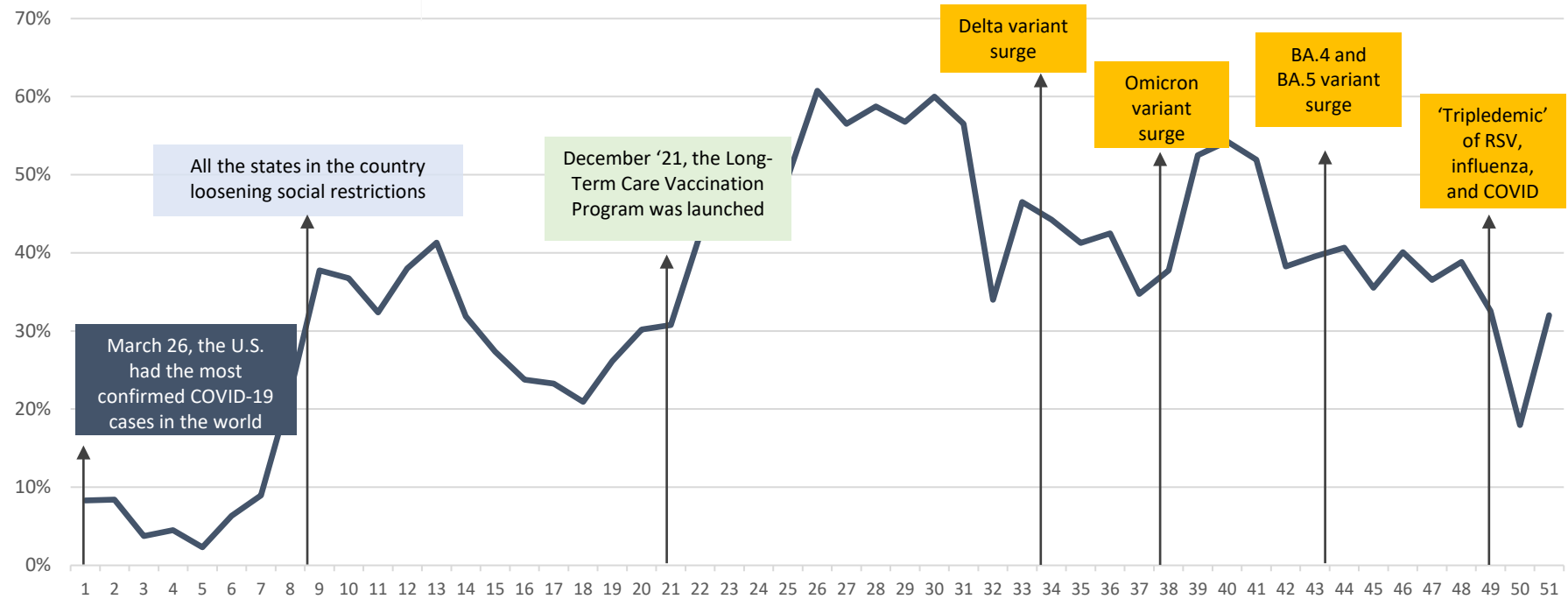
Wave 50 responses were collected from February 1 to February 28, 2023

Wave 51 responses were collected from March 1 to March 31, 2023

Source: NIC Executive Survey Insights

*Sample size <25

Organizations Reporting an Increase in the Pace of Move-Ins*



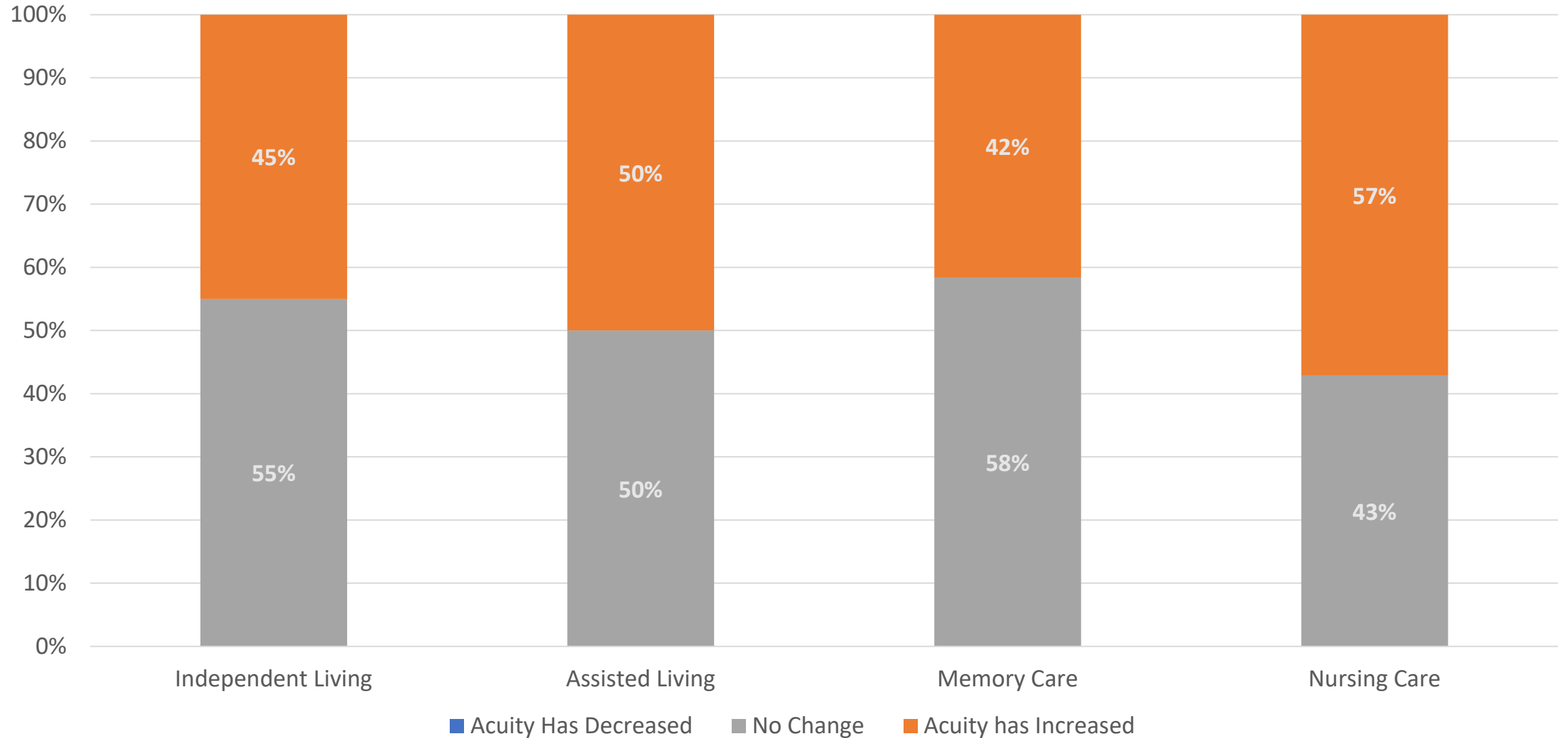
March 24, 2020

March 31, 2023

*Average of IL/AL/MC/NC

Source: NIC Executive Survey Insights

Resident Acuity at Move-In Compared to One Year Prior March 2023

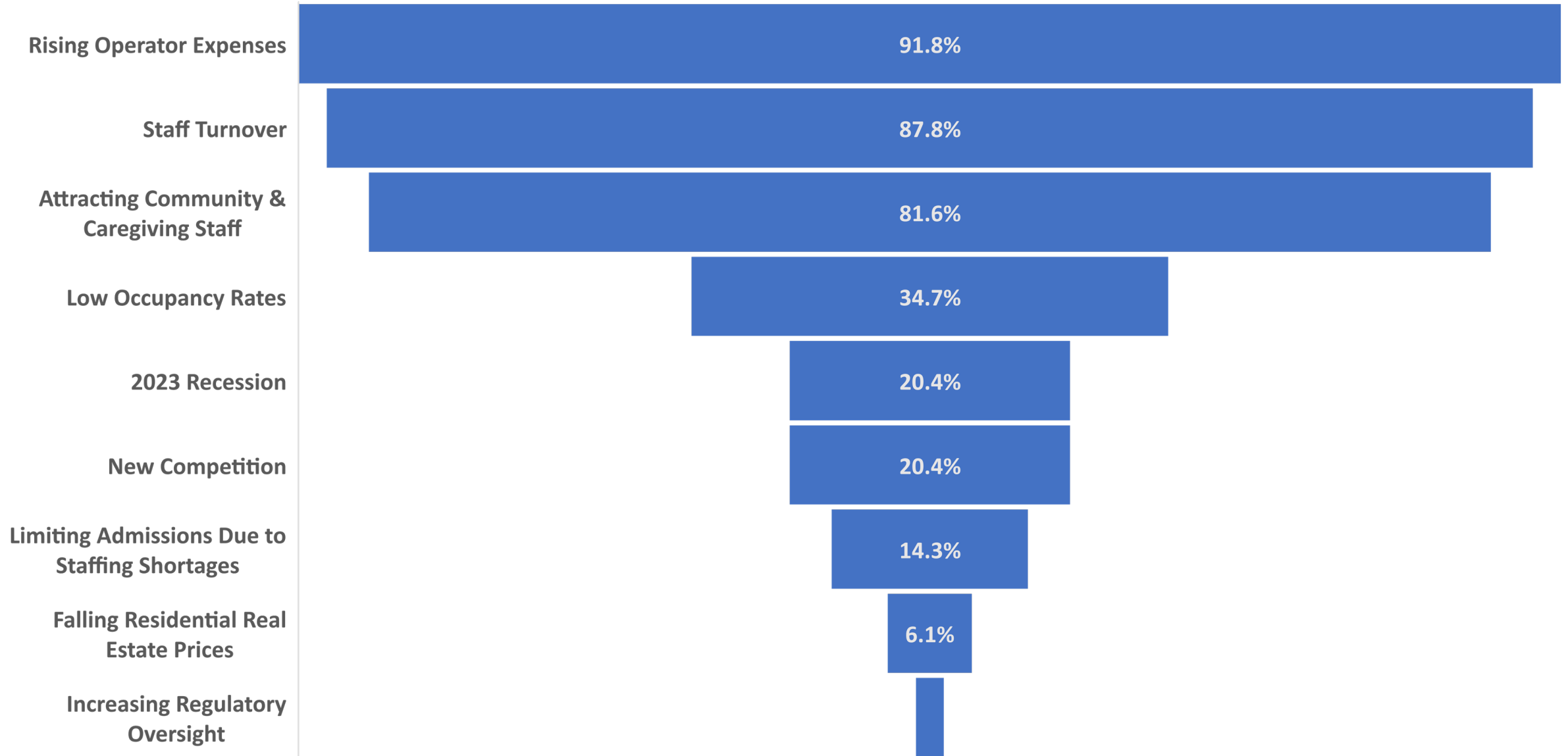


March 2023 ESI responses were collected from March 1 to March 31, 2023

Source: NIC Executive Survey Insights

The Biggest Challenges Currently Facing my Organization

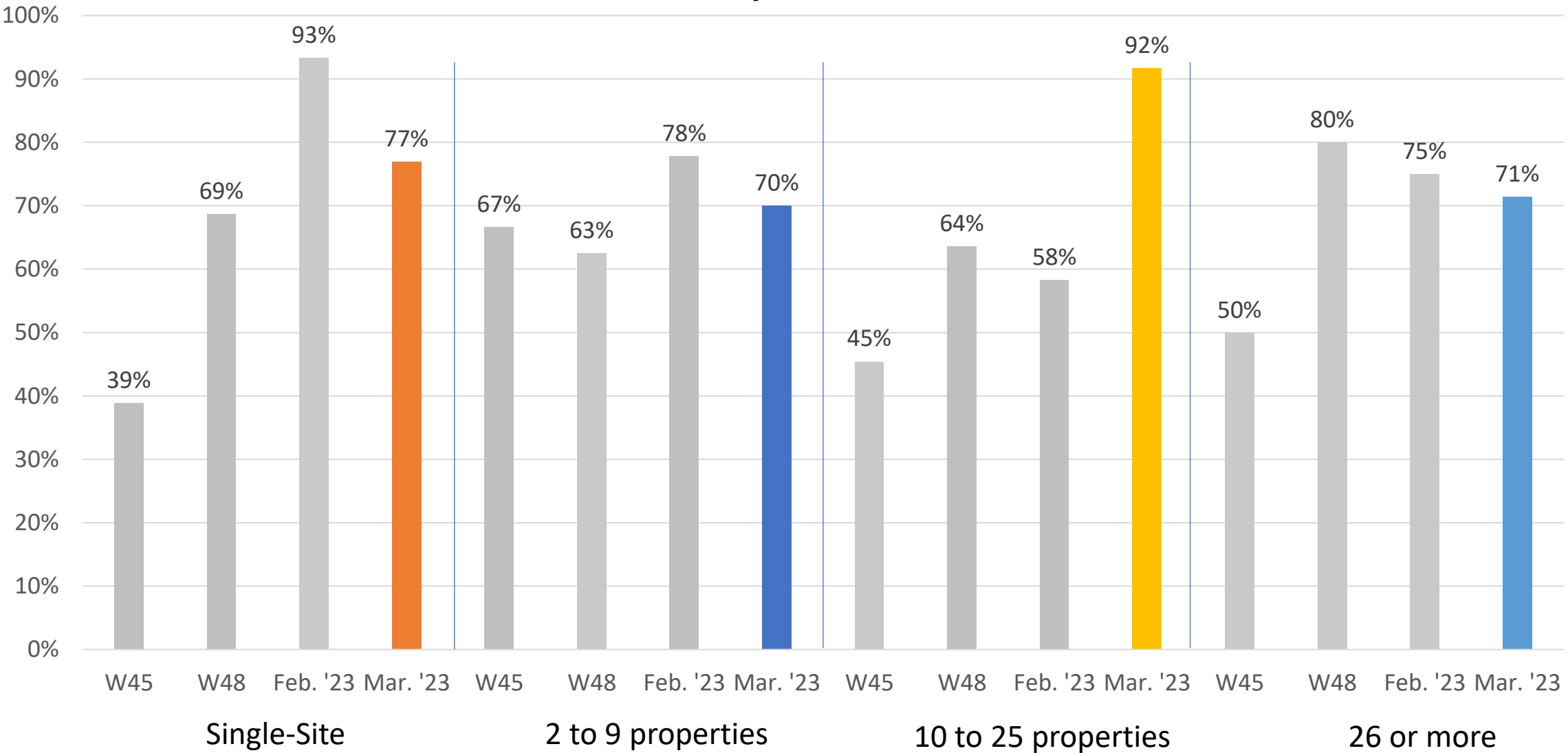
March 2023



March 2023 ESI responses were collected from March 1 to March 31, 2023

Source: NIC Executive Survey Insights

Organizations With Lead Volume Above Prior Year
By Chain Size



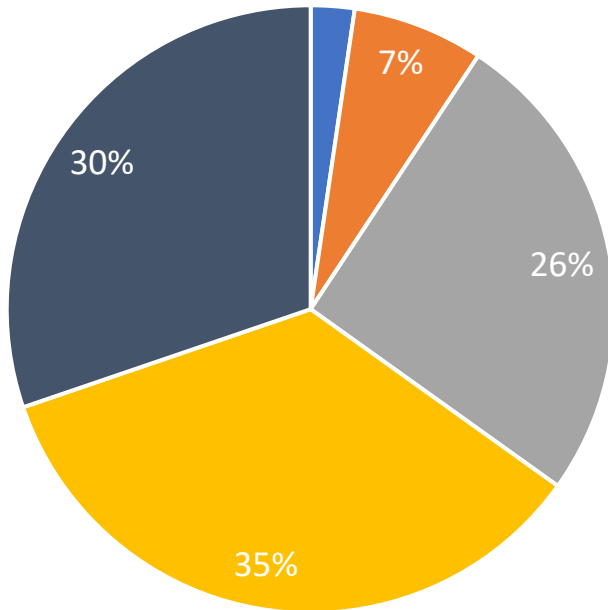
Wave 45 responses were collected from August 22 to September 18, 2022
Wave 48 responses were collected from November 14 to December 11, 2022
February 2023 responses were collected from February 1 to February 28, 2023
March 2023 responses were collected from March 1 to March 31, 2023

Share of Organizations by New Staff Retention Over Time

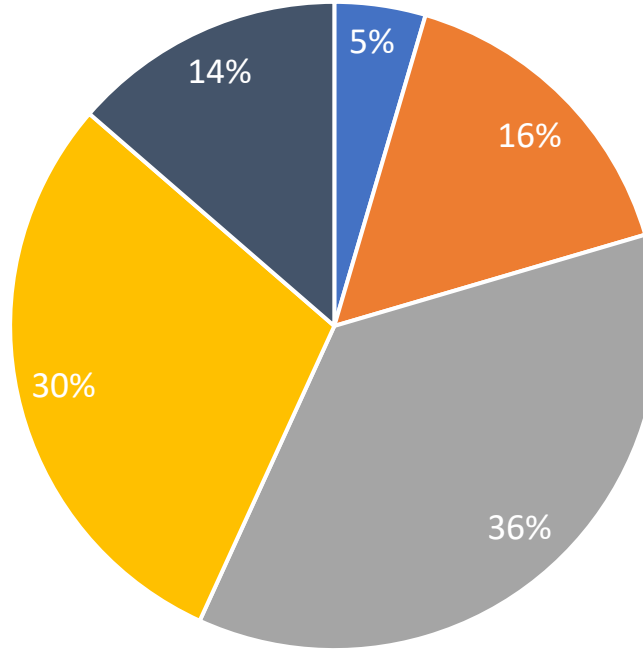
March 2023

0-20% 21-40% 41-60% 61-80% 81-100%

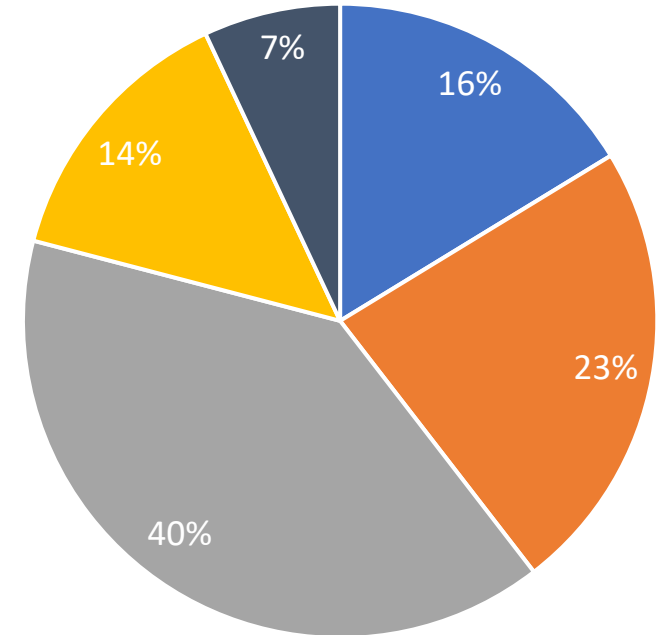
After One Month



After Three Months

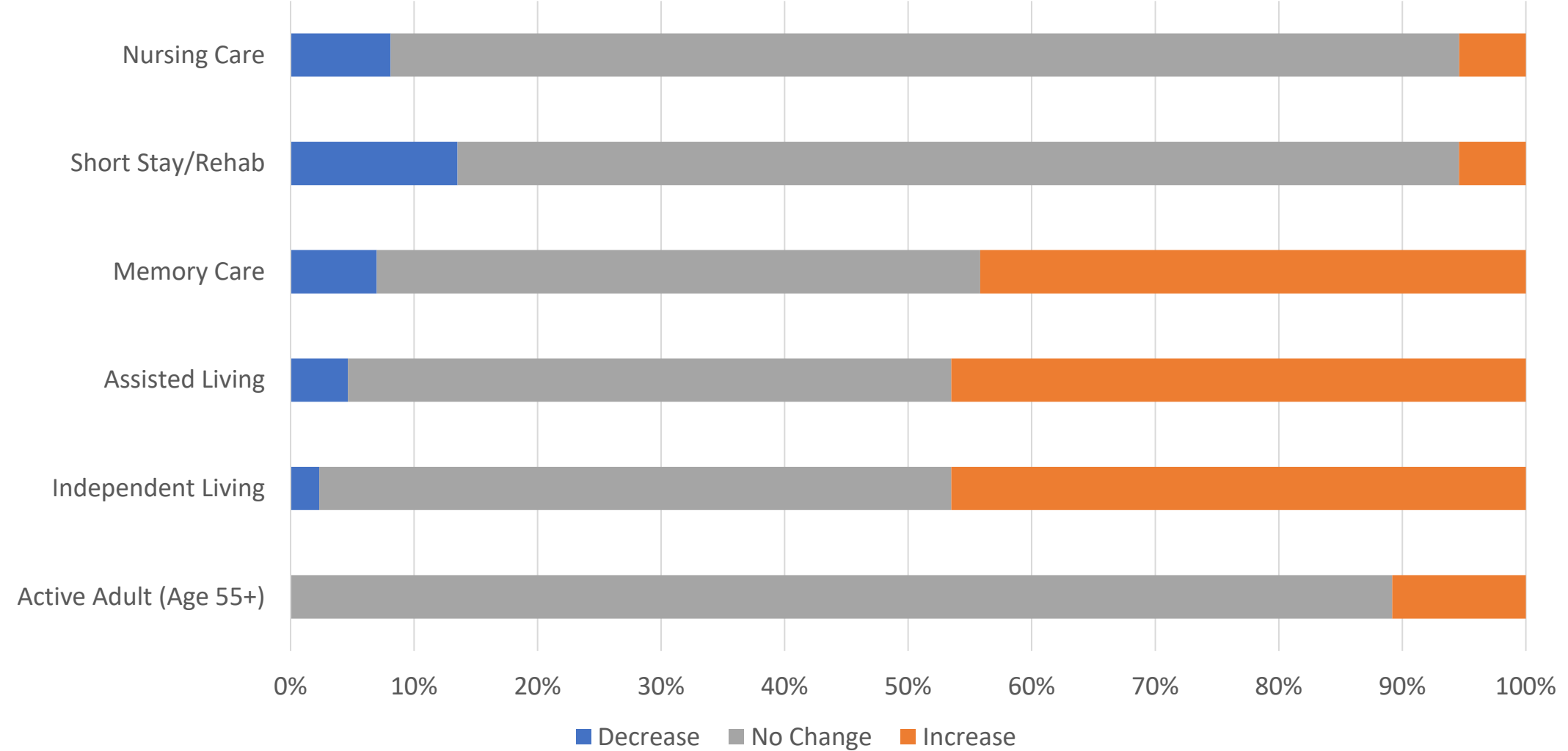


After 12 Months



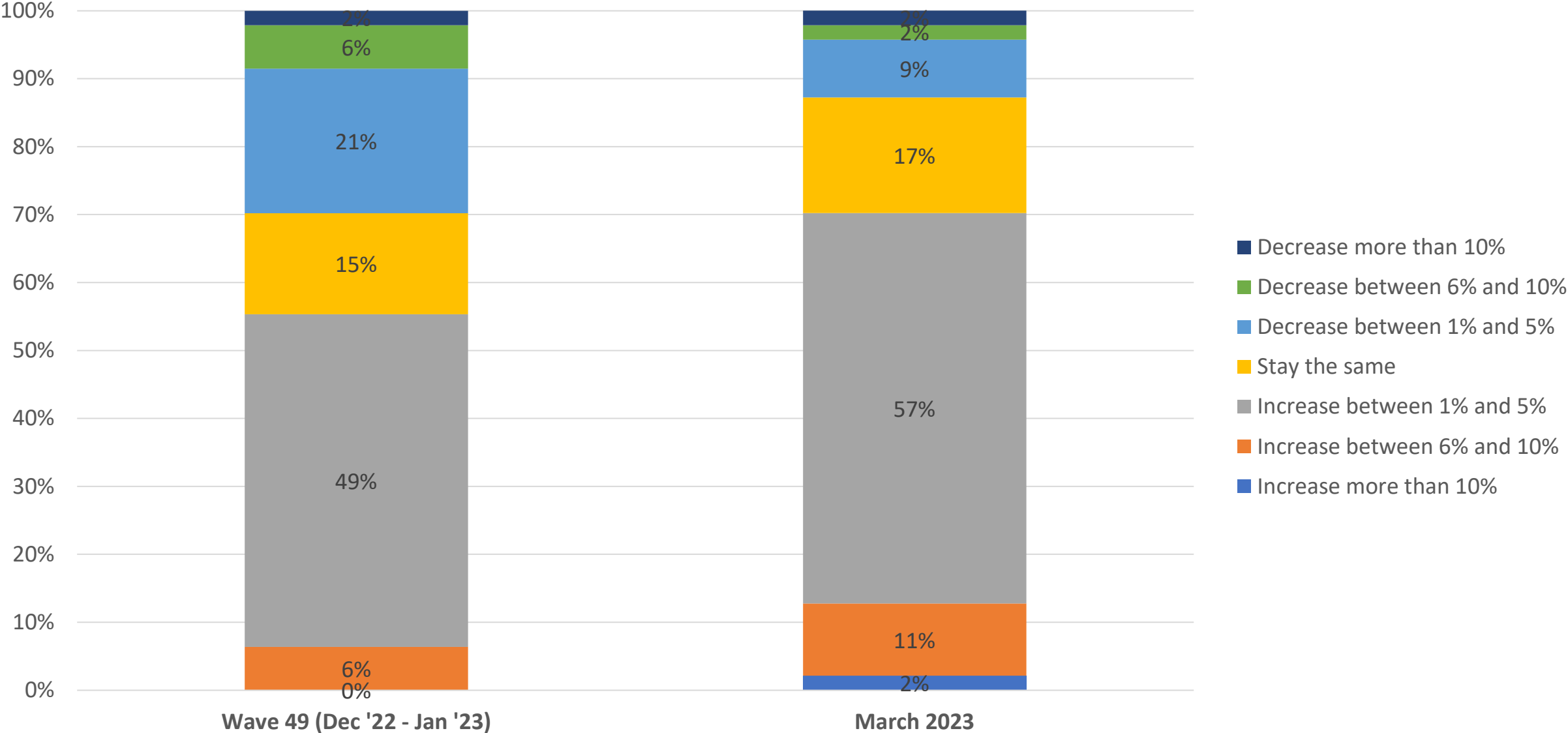
March 2023 ESI responses were collected from March 1 to March 31, 2023
Source: NIC Executive Survey Insights

Expected Care Segment Changes Within Portfolio of Properties Over the Next 12 Months



March 2023 ESI responses were collected from March 1 to March 31, 2023
Source: NIC Executive Survey Insights

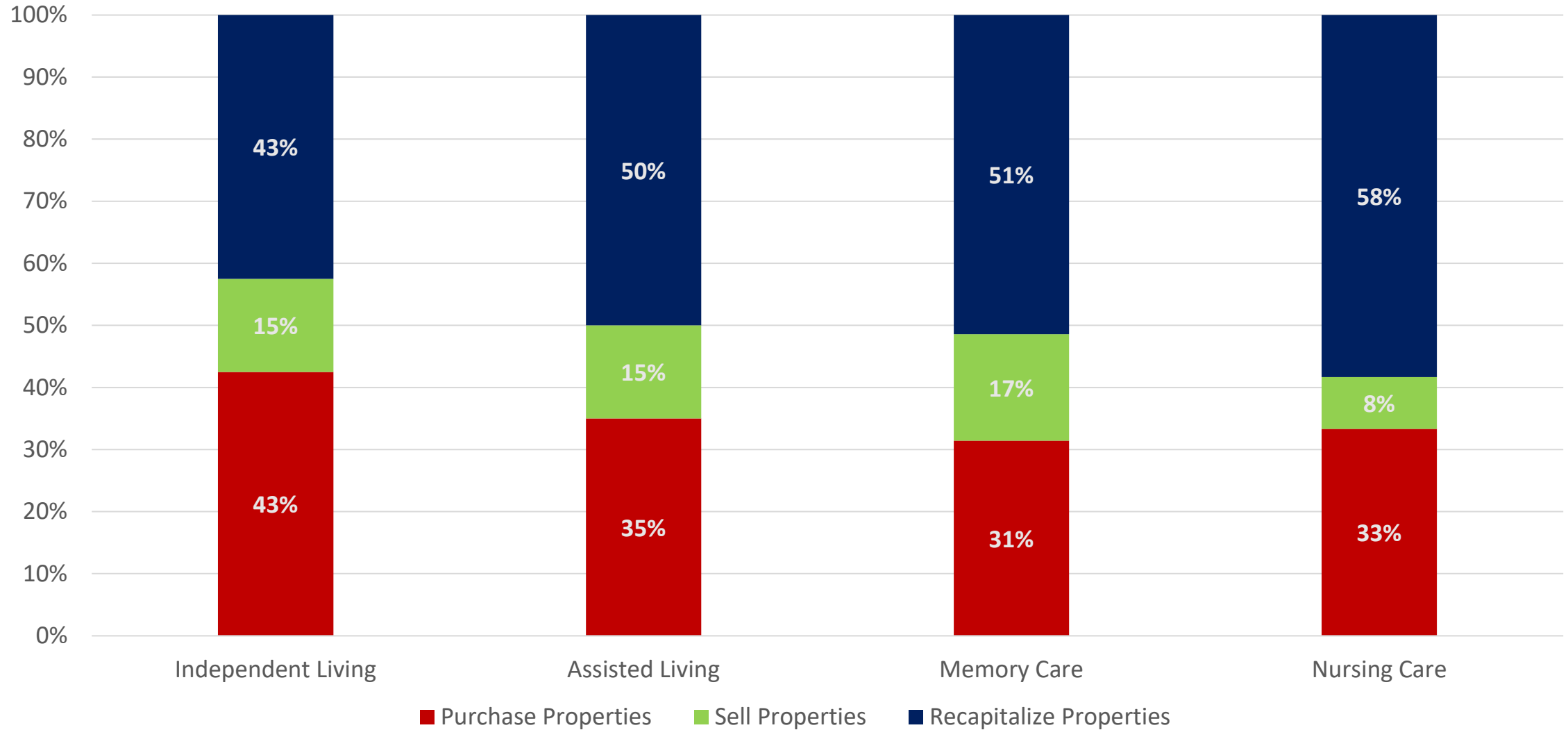
Operating Margin Expectations Over the Next Six Months



Wave 49 responses were collected from December 12., 2022 to January 15, 2023
March 2023 ESI responses were collected from March 1 to March 31, 2023
Source: NIC Executive Survey Insights

Abilities Impacted by the Rising Interest Rate Environment

March 2023



March 2023 ESI responses were collected from March 1 to March 31, 2023
Source: NIC Executive Survey Insights

Demographics – March 2023

49 responses received

Types of properties owned/operated

- 73% Seniors Housing (IL/AL/MC)
- 18% Nursing Care
- 37% CCRC

(multiple responses allowed, will not add to 100%)

PROFIT STATUS:

FP: 61%

NFP: 29%

Both: 10%

SIZE:

1 to 10: 54%

11 to 25: 19%

26+: 27%