



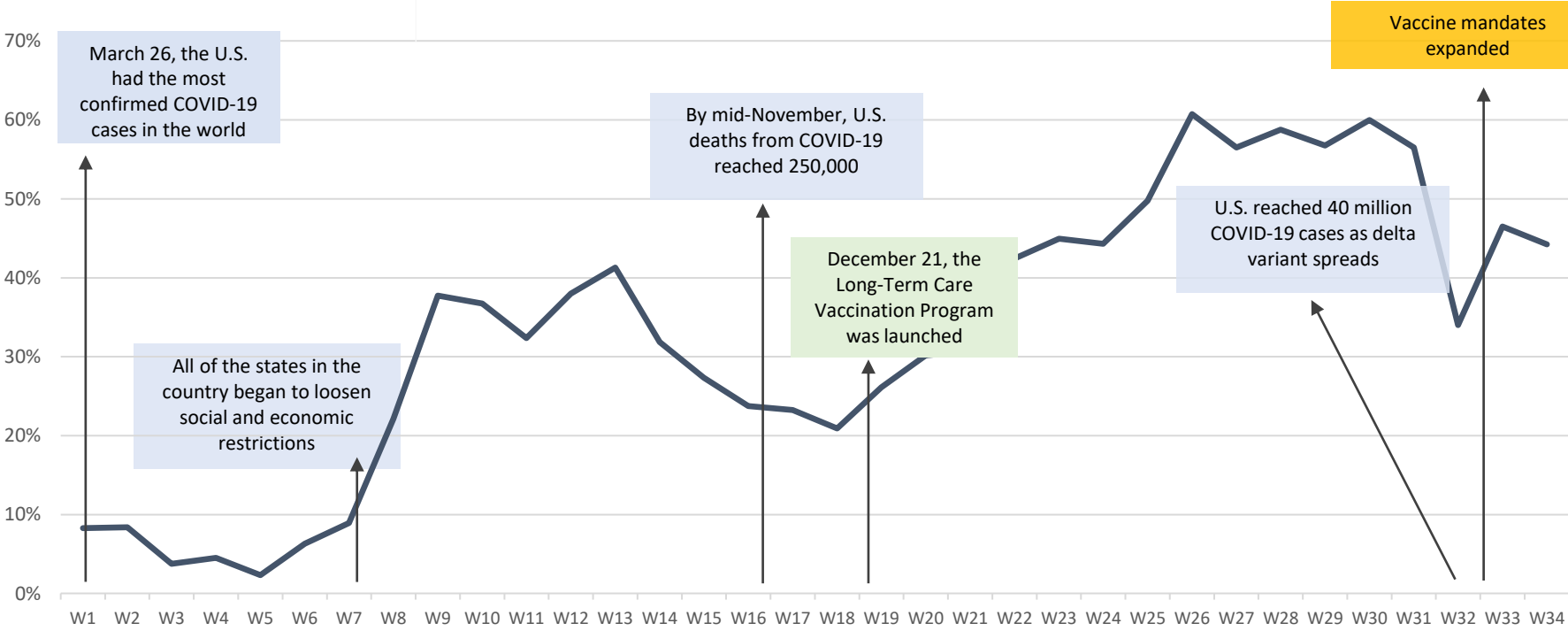
Executive Survey Insights

Wave 34

October 4 – November 7, 2021

- Report Graphs

Organizations reporting an increase in the pace of move-ins* since the beginning of the pandemic



March 24, 2020 -----> November 7, 2021

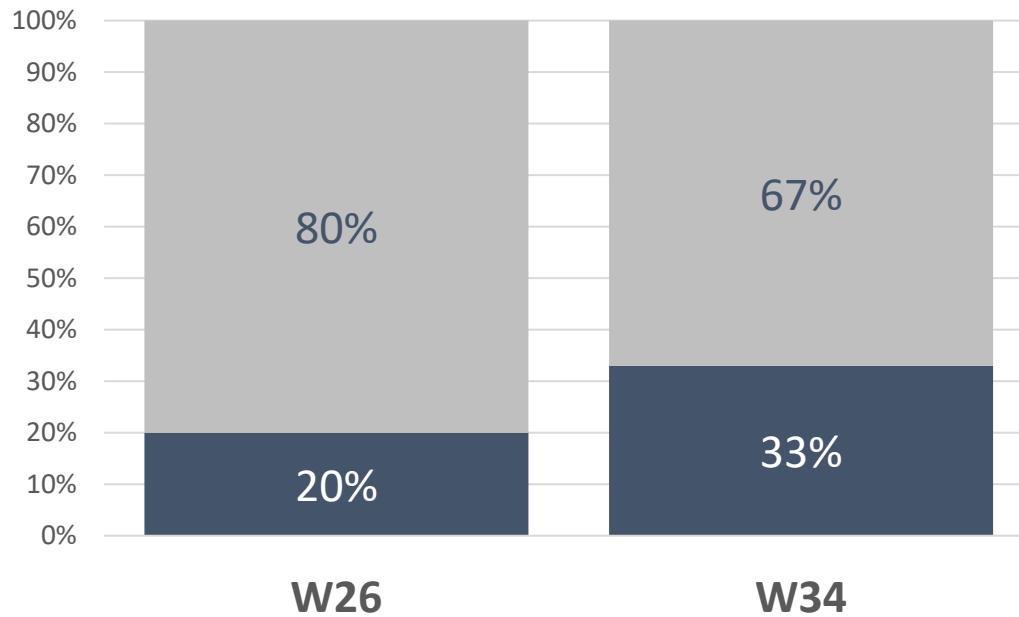
*Average of IL/AL/MC/NC

Note: Vaccine mandates expanded to employers with 100+ employees, federal workers and contractors, and workers in health care facilities that receive Medicare and Medicaid reimbursements, including hospitals and home health agencies

Source: NIC Executive Survey Insights

Organizations with lead volume at pre-pandemic levels

■ Yes ■ No

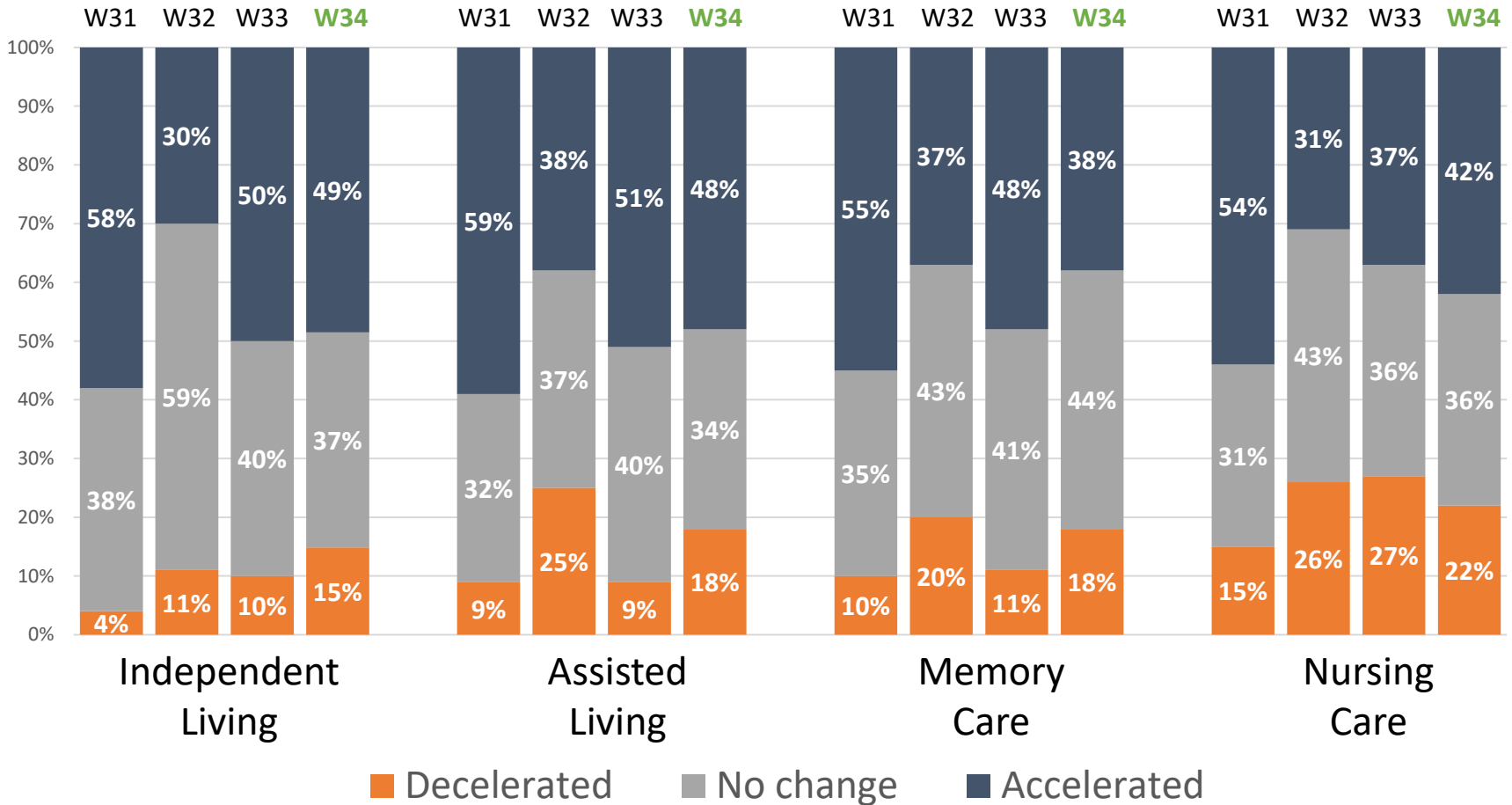


Wave 26 responses collected April 5 to April 18, 2021

Wave 34 responses collected October 4 to November 7, 2021

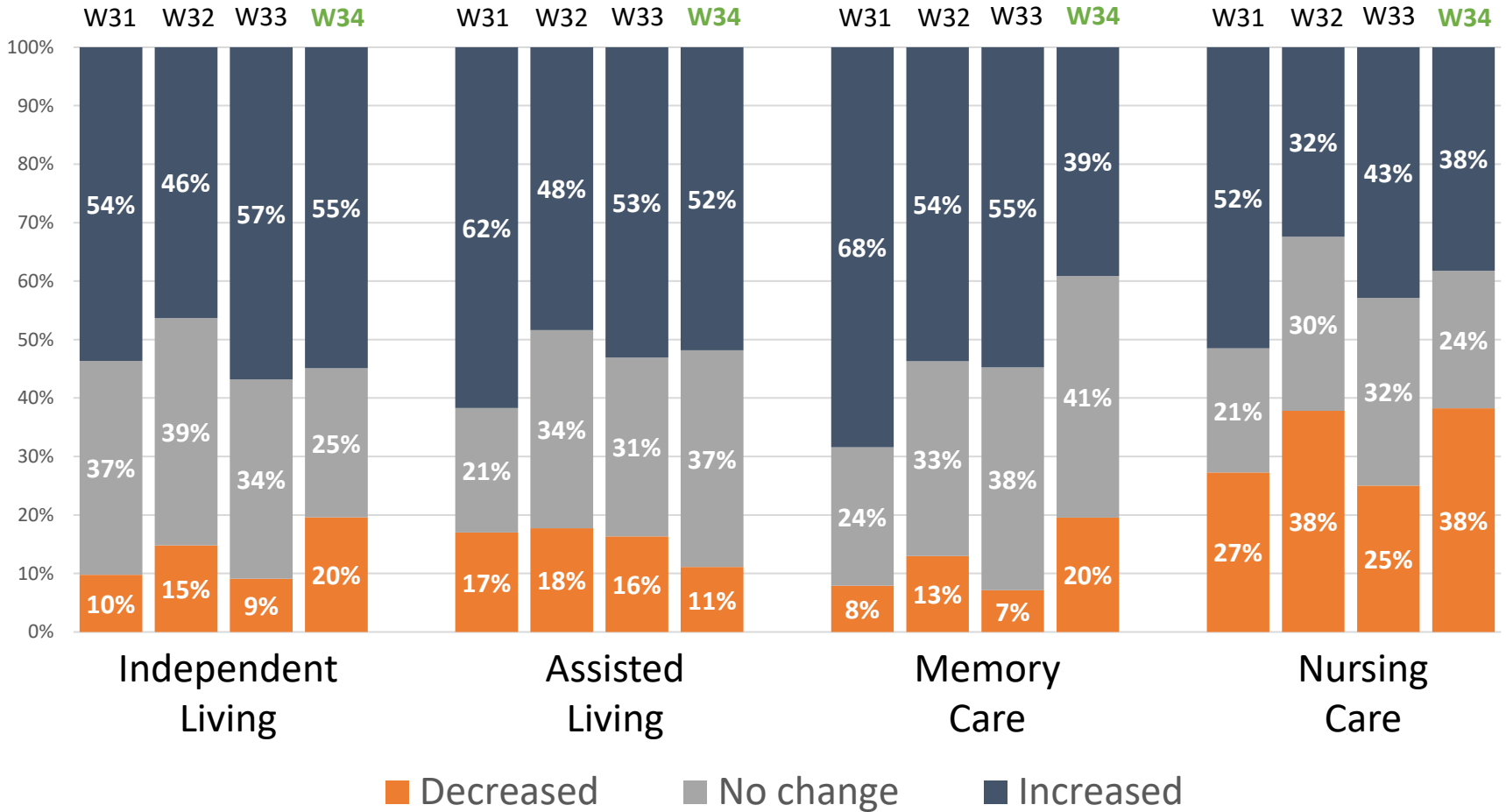
Source: NIC Executive Survey Insights

Pace of move-ins in past 30-days



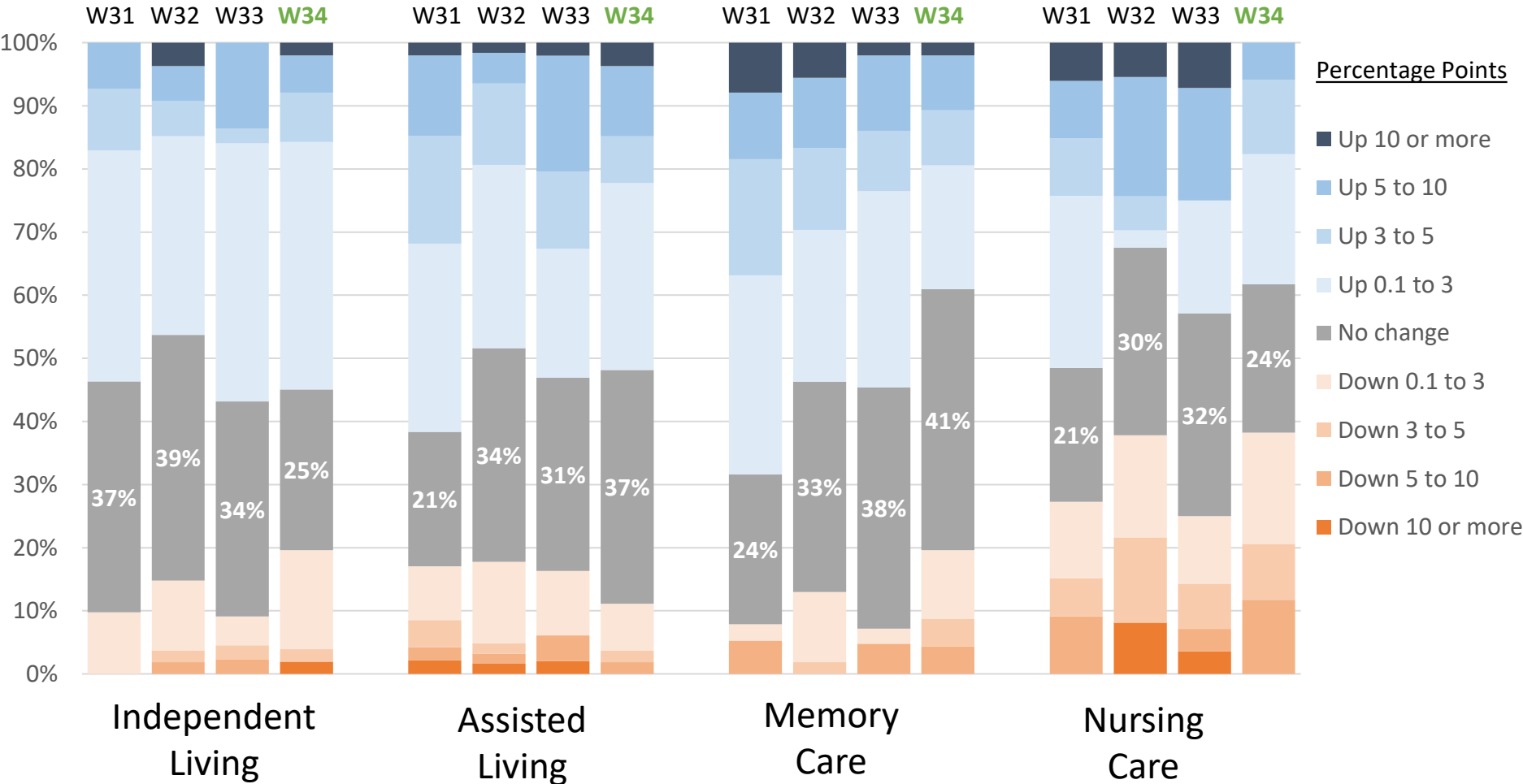
Wave 31 responses collected July 12 to August 8, 2021
 Wave 32 responses collected August 9 to September 6, 2021
 Wave 33 responses collected September 7 to October 3, 2021
 Wave 34 responses collected October 4 to November 7, 2021
 Source: NIC Executive Survey Insights

Change in occupancy by care segment: current vs. one month prior



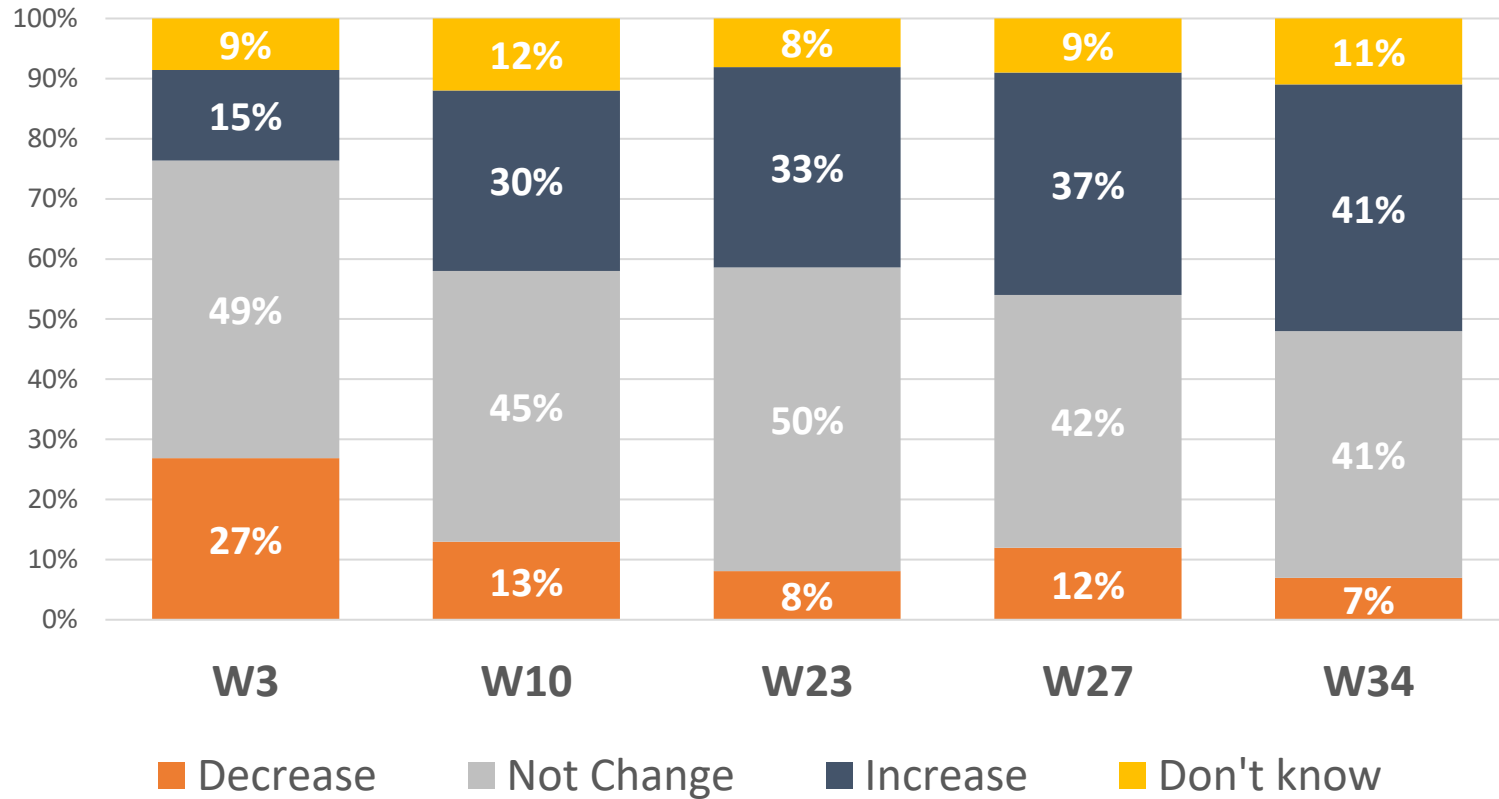
Wave 31 responses collected July 12 to August 8, 2021
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 Wave 33 responses collected September 7 to October 3, 2021
 Wave 34 responses collected October 4 to November 7, 2021
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Change in occupancy by care segment: current vs. one month prior



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 Wave 33 responses collected September 7 to October 3, 2021
 Wave 34 responses collected October 4 to November 7, 2021
 Source: NIC Executive Survey Insights

Expectations for development pipeline going forward



Wave 3 responses collected April 13 to April 19, 2020

Wave 10 responses collected July 20 to August 2, 2020

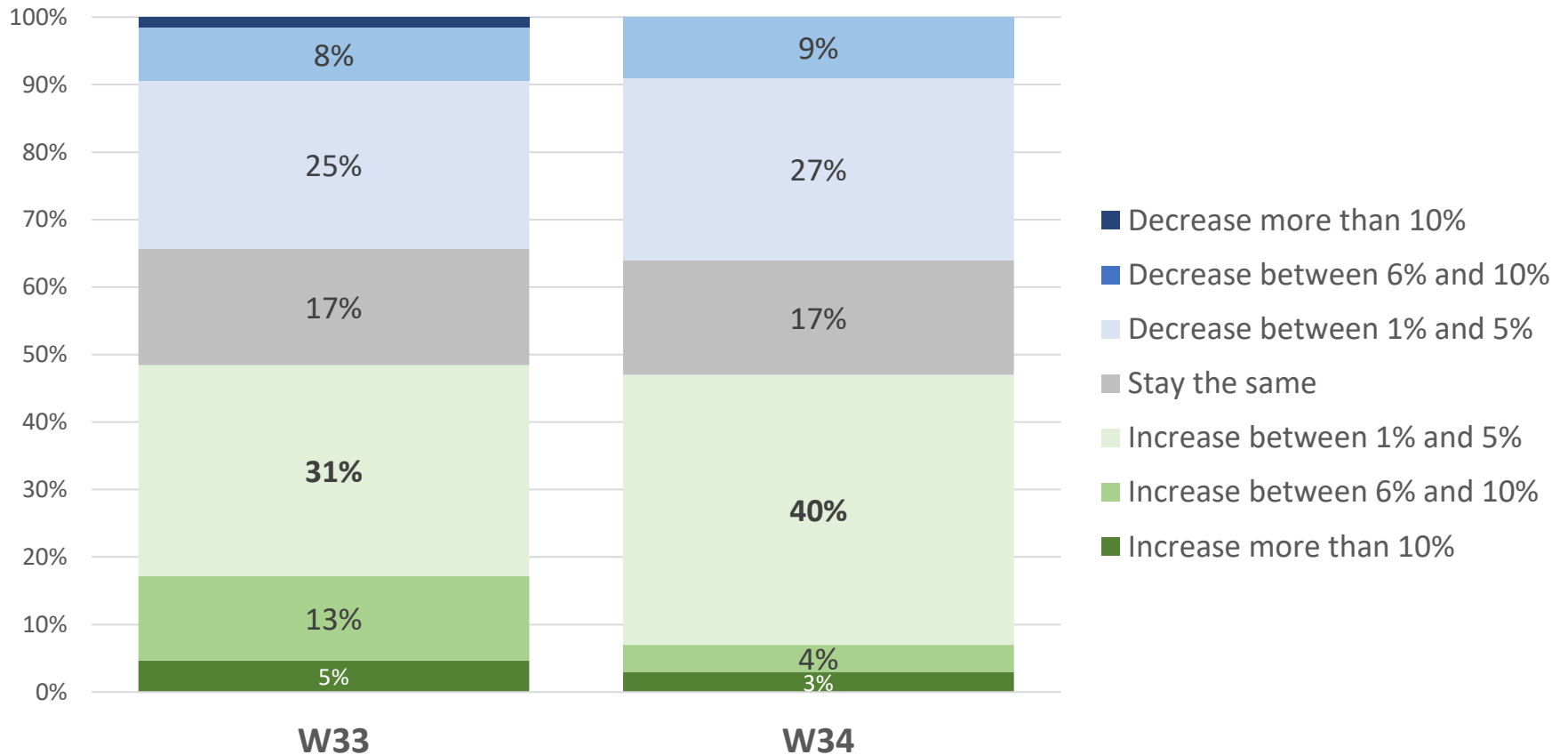
Wave 23 responses collected February 22 to March 7, 2021

Wave 27 responses collected April 19 to May 2, 2021

Wave 34 responses collected October 4 to November 7, 2021

Source: NIC

In the next six months, my organization expects operating margins to...

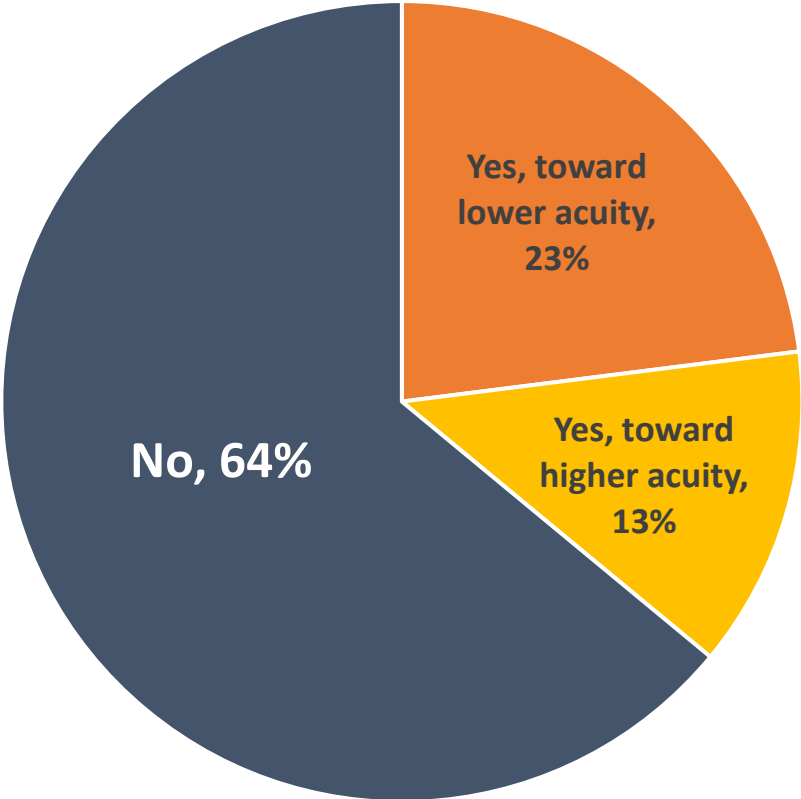


Wave 33 responses collected September 7 to October 3, 2021

Wave 34 responses collected October 4 to November 7, 2021

Source: NIC Executive Survey Insights

Organizations considering diversifying their product.



Wave 34 responses collected October 4 to November 7, 2021
Source: NIC Executive Survey Insights

NIC Executive Survey Insights Timeline

Wave 1: 3/24 – 4/31

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

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