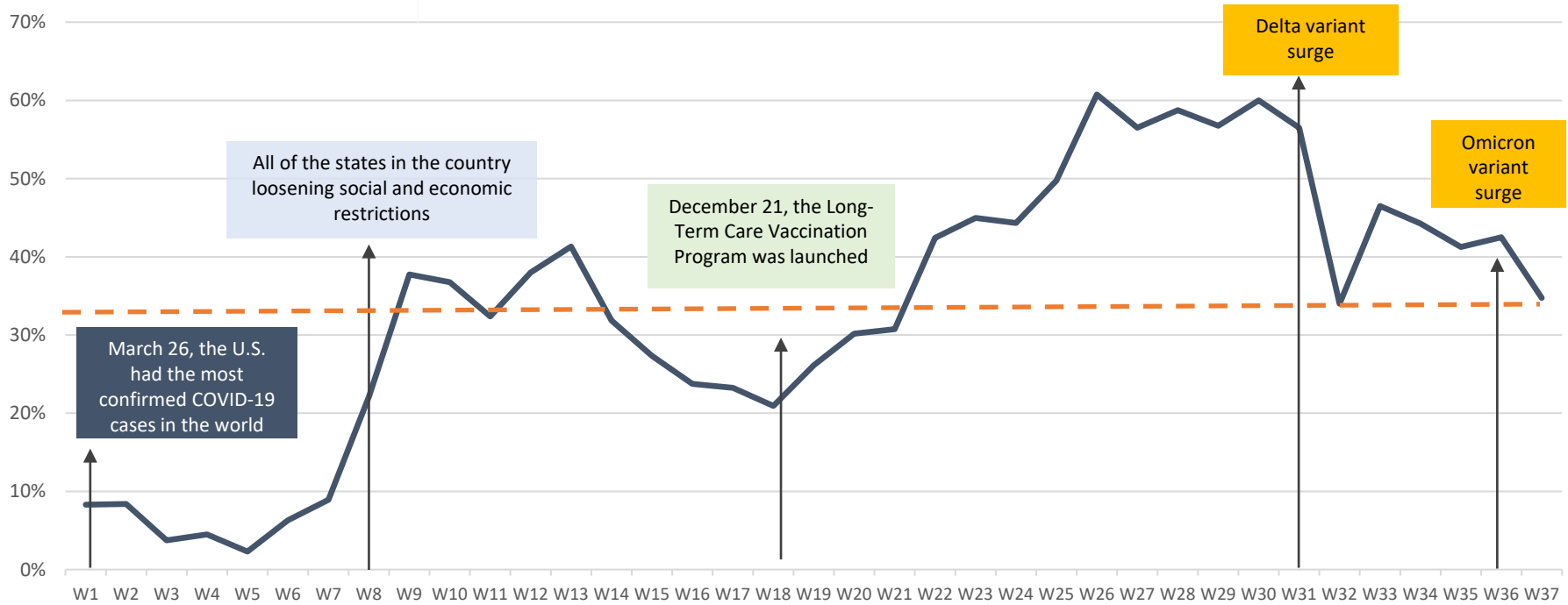


# Executive Survey Insights Wave 37 January 10 – February 6, 2022

- Report Graphs

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



March 24, 2020

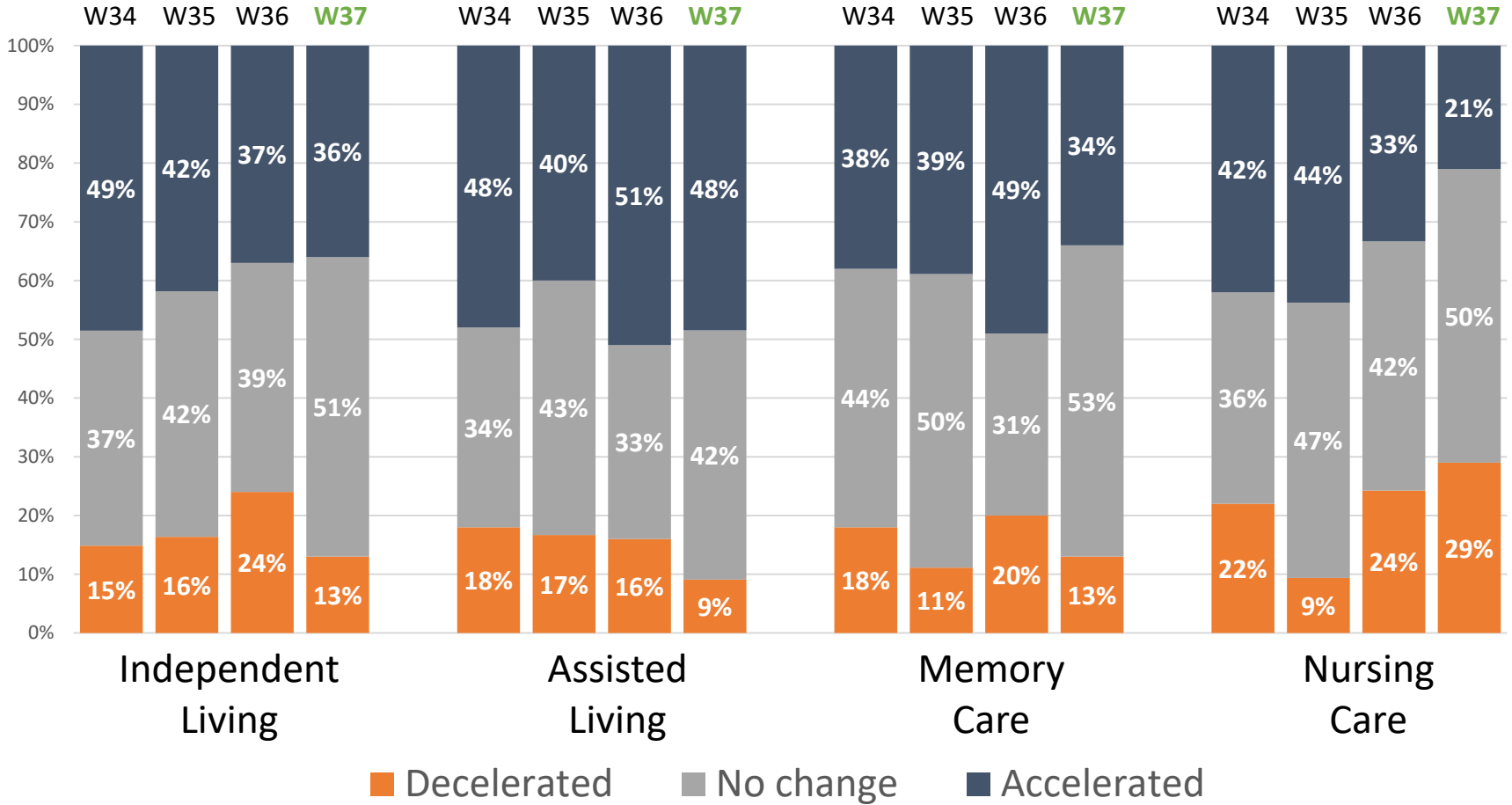


February 6, 2022

\*Average of IL/AL/MC/NC

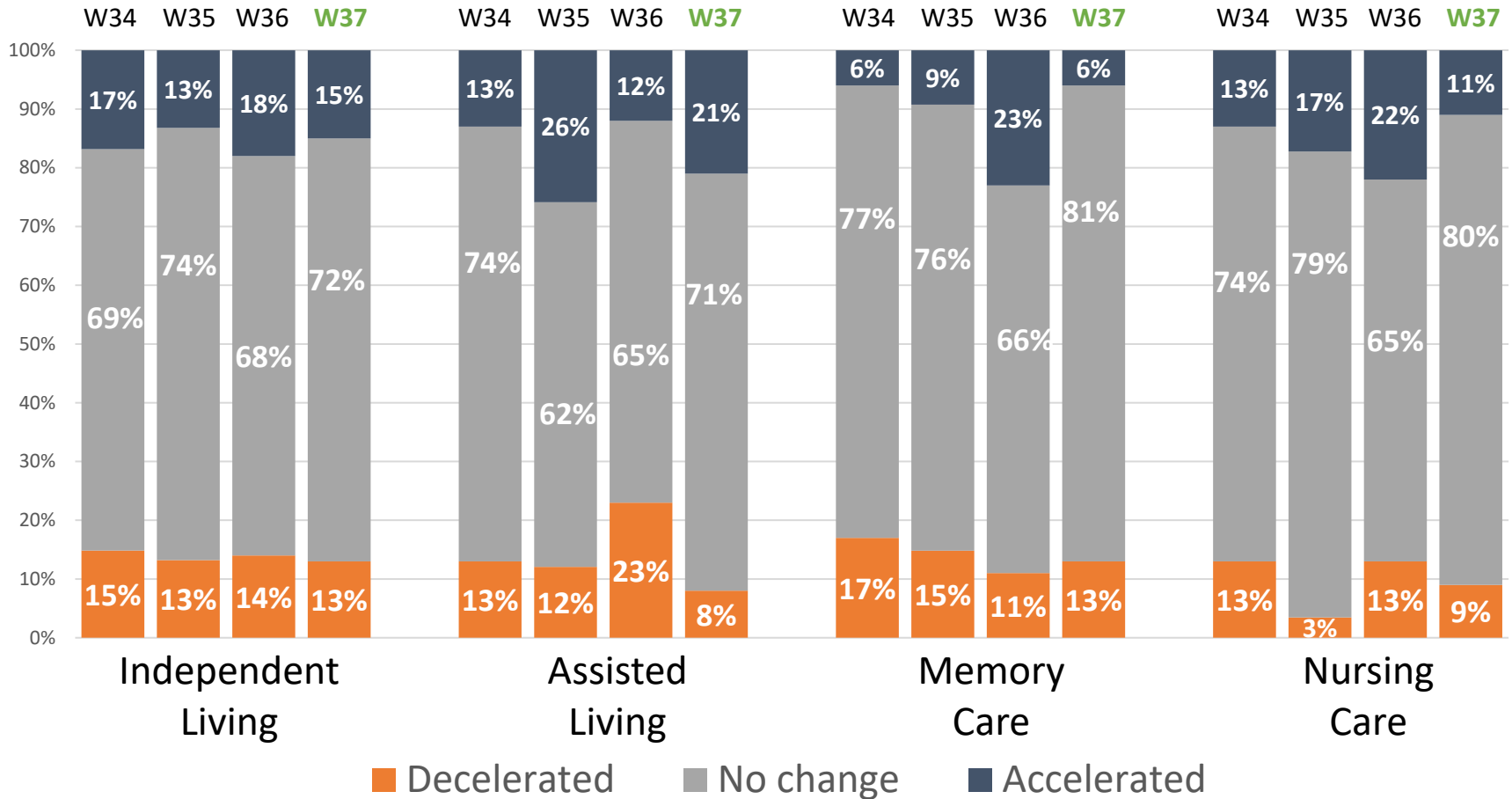
Source: NIC Executive Survey Insights

## Pace of move-ins in past 30-days



Wave 34 responses collected October 4 to November 7, 2021  
 Wave 35 responses collected November 8 to December 5, 2021  
 Wave 36 data collected December 6, 2021, to January 9, 2022  
 Wave 37 data collected January 10 to February 6, 2022  
 Source: NIC Executive Survey Insights

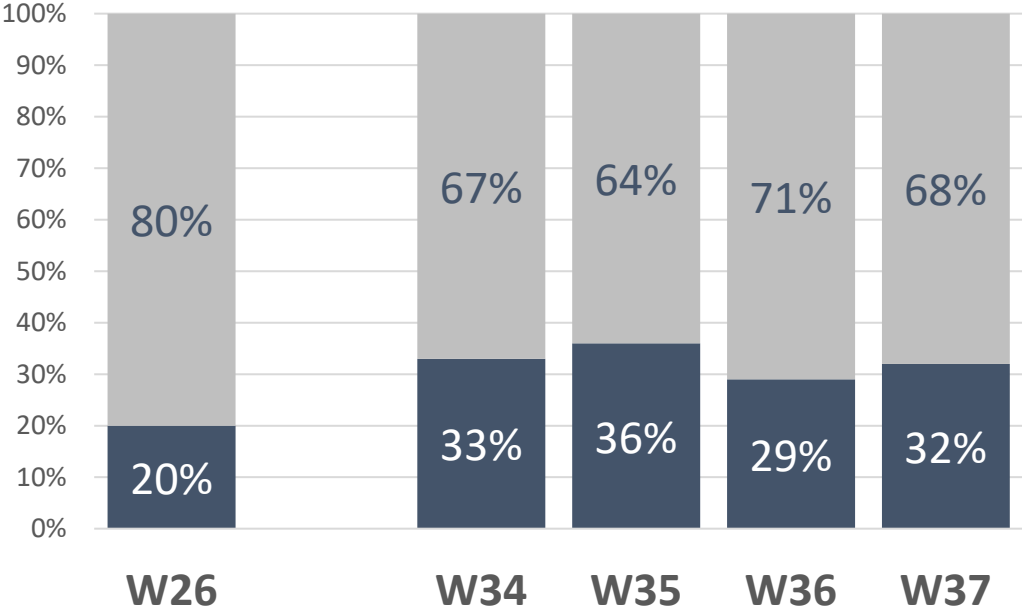
## Pace of Move-Outs in Past 30-Days



Wave 34 responses collected October 4 to November 7, 2021  
 Wave 35 responses collected November 8 to December 5, 2021  
 Wave 36 data collected December 6, 2021, to January 9, 2022  
 Wave 37 data collected January 10 to February 6, 2022  
 Source: NIC Executive Survey Insights

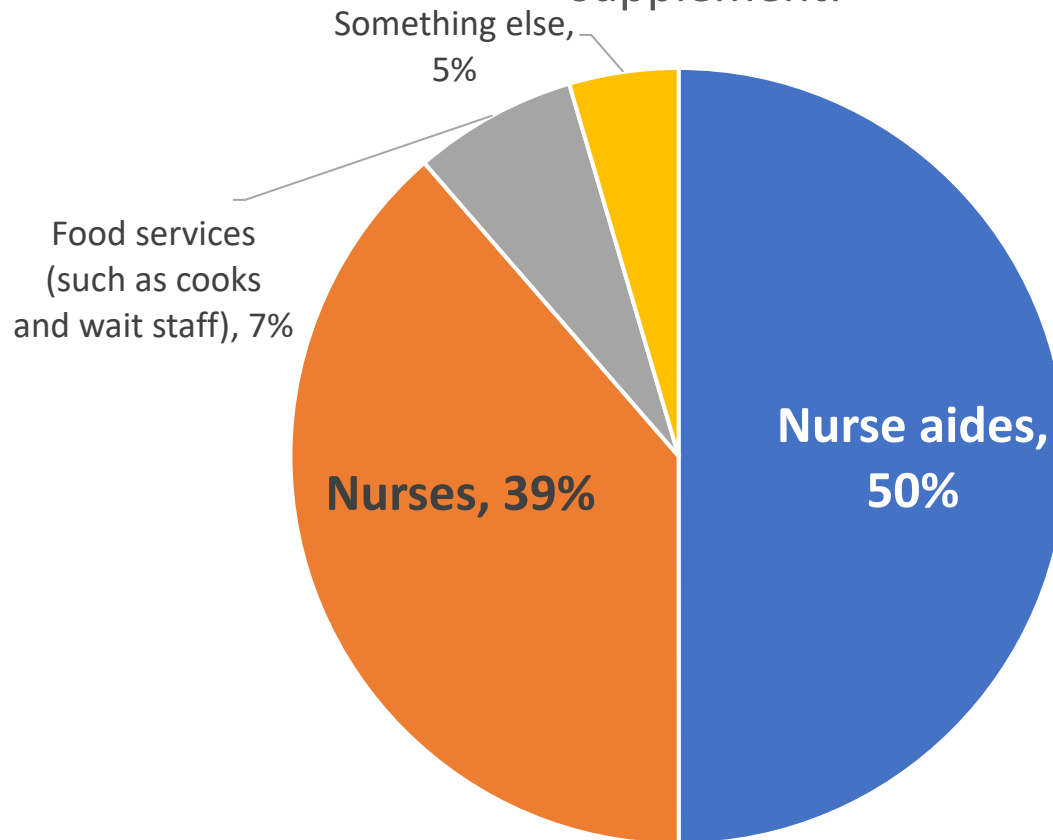
# Organizations with lead volume at pre-pandemic levels

■ Yes ■ No



Wave 26 responses collected April 5 to April 18, 2021  
Wave 34 responses collected October 4 to November 7, 2021  
Wave 35 responses collected November 8 to December 5, 2021  
Wave 36 responses collected December 6, 2021, to January 9, 2022  
Wave 37 responses collected January 10 to February 6, 2022  
Source: NIC Executive Survey Insights

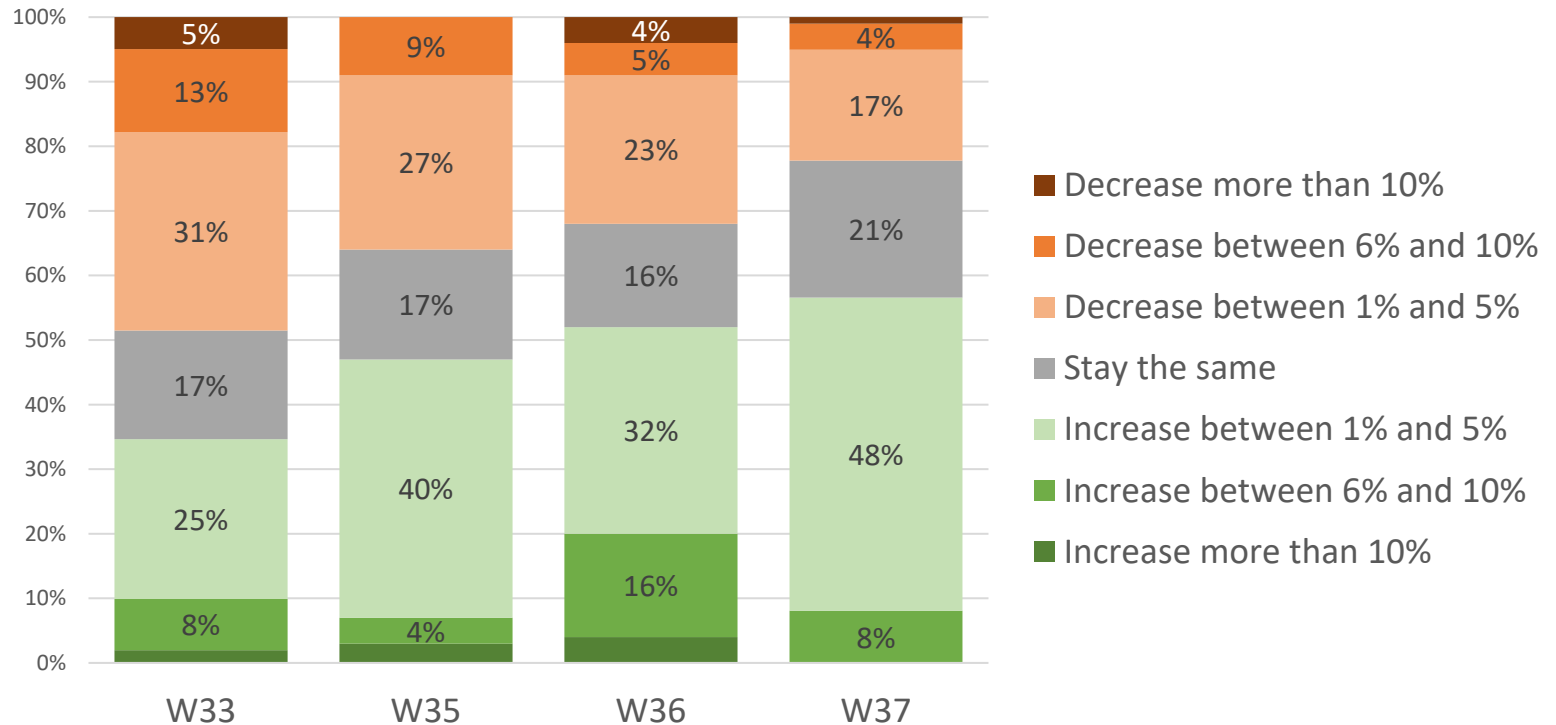
## Organizations are using agency/temp staff to supplement:



Wave 37 responses collected January 10 to February 22, 2022

Source: NIC Executive Survey Insights

## Operating margin expectation in the next six months



Wave 33 responses collected September 7 to October 3, 2021

Wave 34 responses collected October 4 to November 7, 2021

Wave 36 responses collected December 6, 2021, to January 9, 2022

Wave 37 responses collected January 10 to February 22, 2022

Note: Question not asked in all survey waves

Source: NIC Executive Survey Insights

# 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