

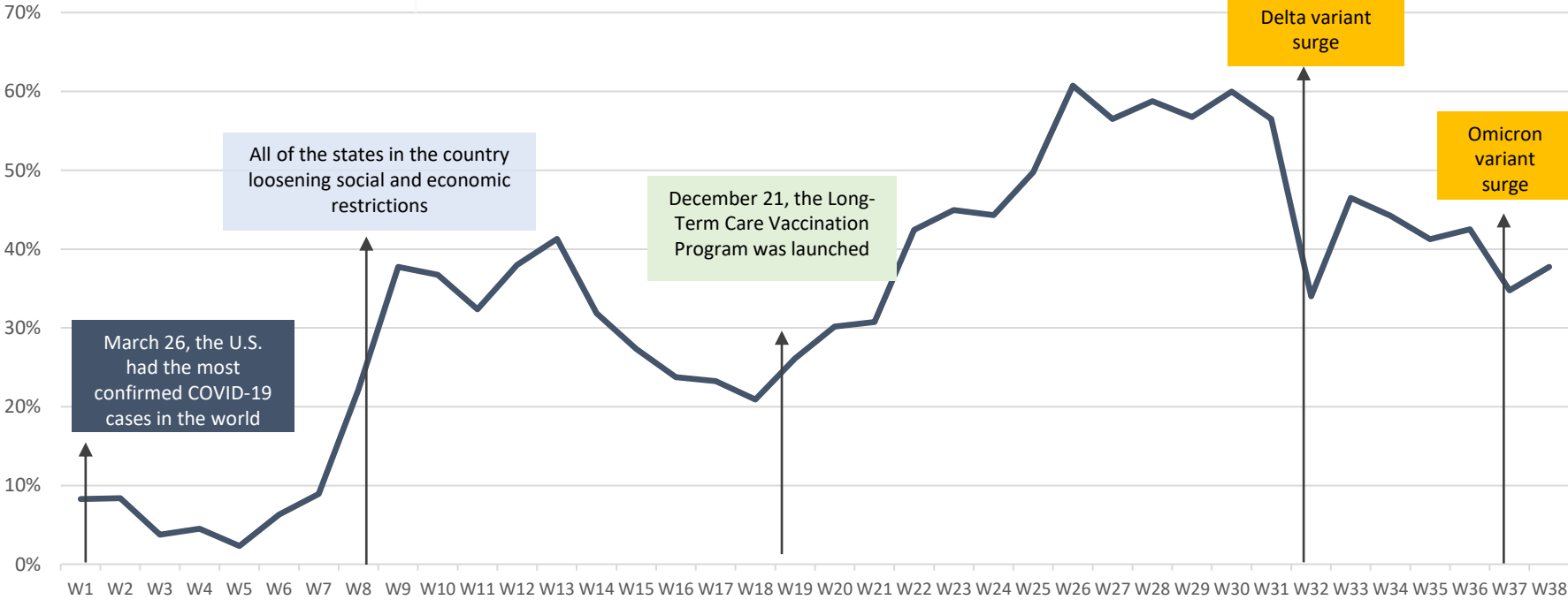
# Executive Survey Insights

## Wave 38

February 7 – March 6, 2022

- Report Graphs

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



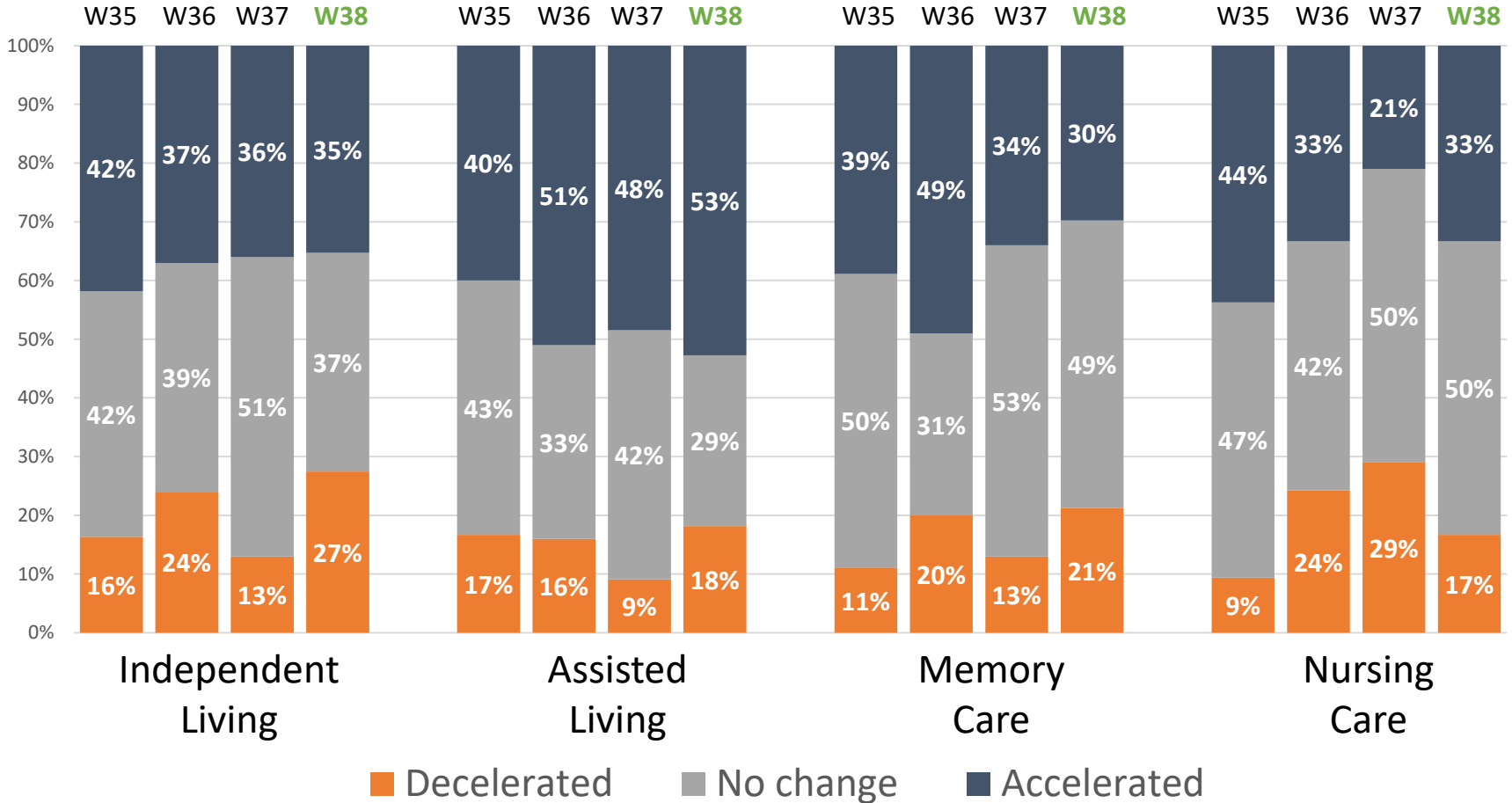
March 24, 2020



March 6, 2022

\*Average of IL/AL/MC/NC  
 Source: NIC Executive Survey Insights

## Pace of Move-Ins in Past 30-days



Wave 35 responses were collected from November 8 to December 5, 2021

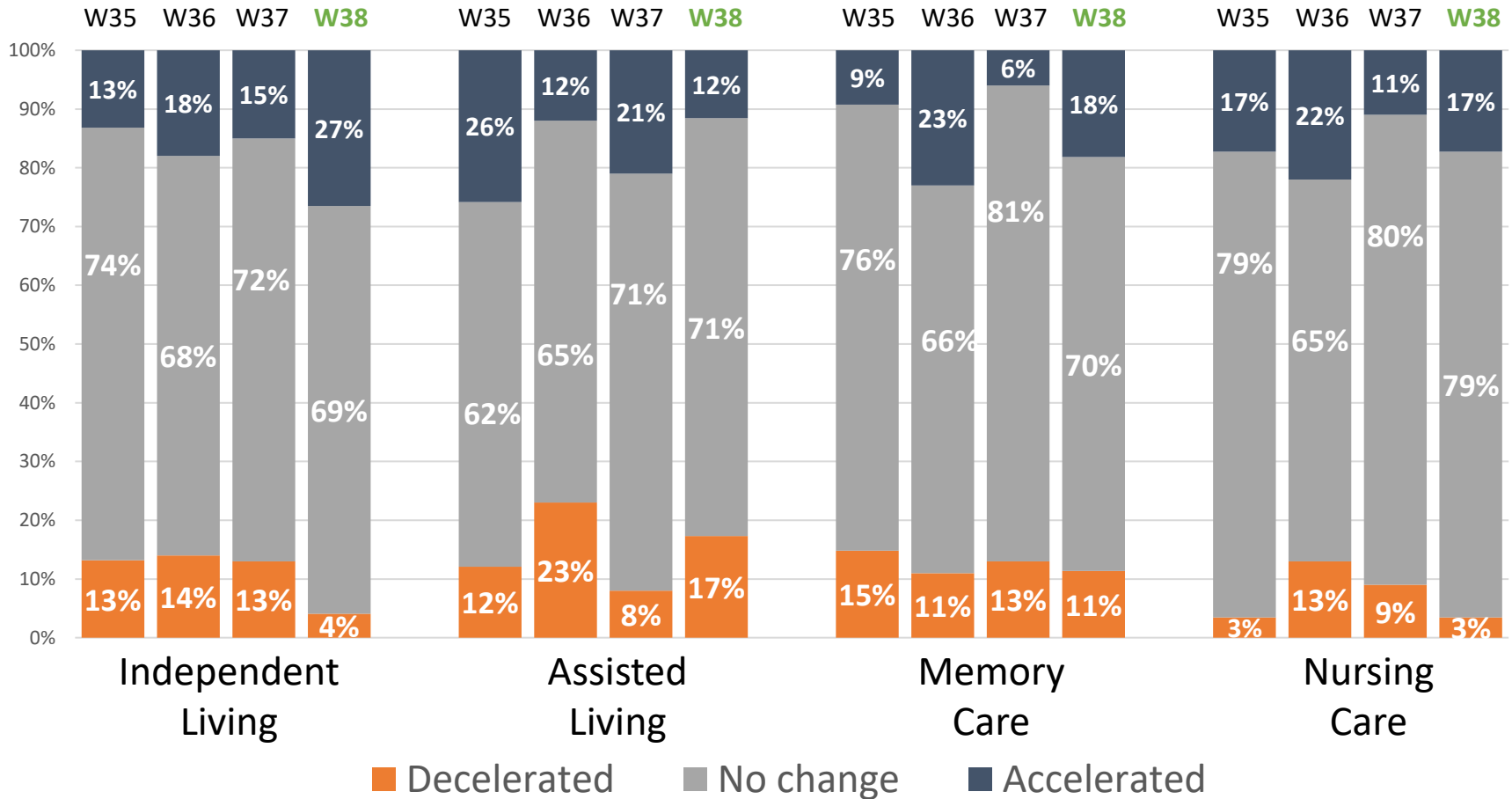
Wave 36 responses were collected from December 6, 2021, to January 9, 2022

Wave 37 responses were collected from January 10 to February 6, 2022

Wave 38 responses were collected from February 7 to March 6, 2022

Source: NIC Executive Survey Insights

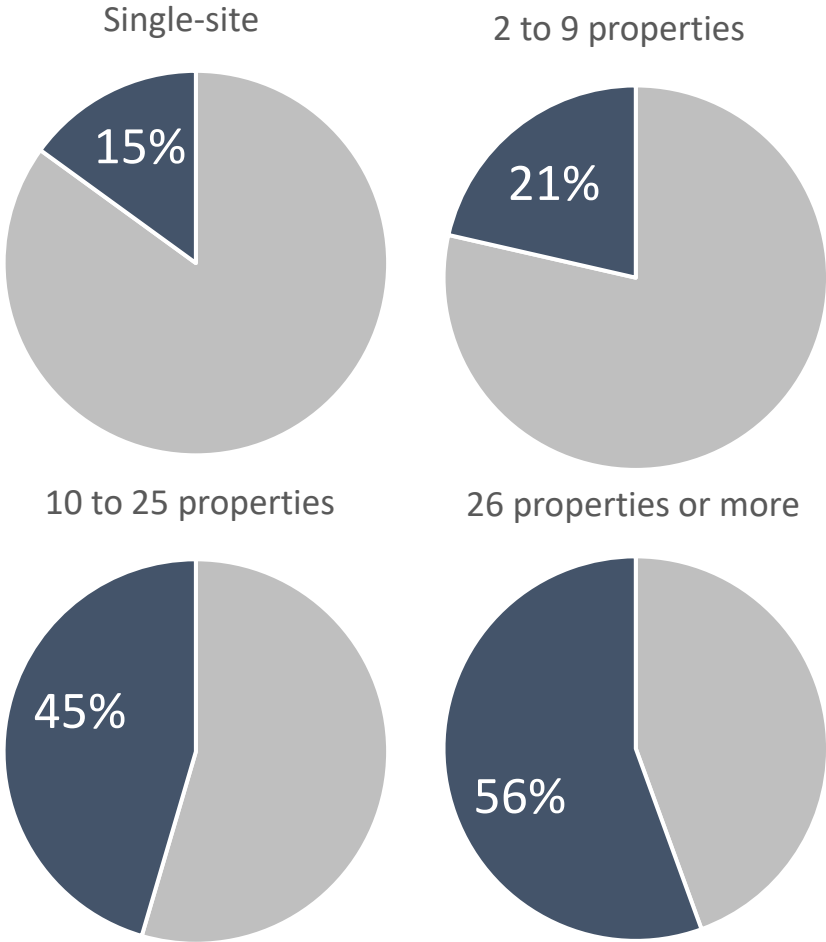
## Pace of Move-Outs in Past 30-Days



Wave 35 responses were collected from November 8 to December 5, 2021  
 Wave 36 responses were collected from December 6, 2021, to January 9, 2022  
 Wave 37 responses were collected from January 10 to February 6, 2022  
 Wave 38 responses were collected from February 7 to March 6, 2022  
 Source: NIC Executive Survey Insights

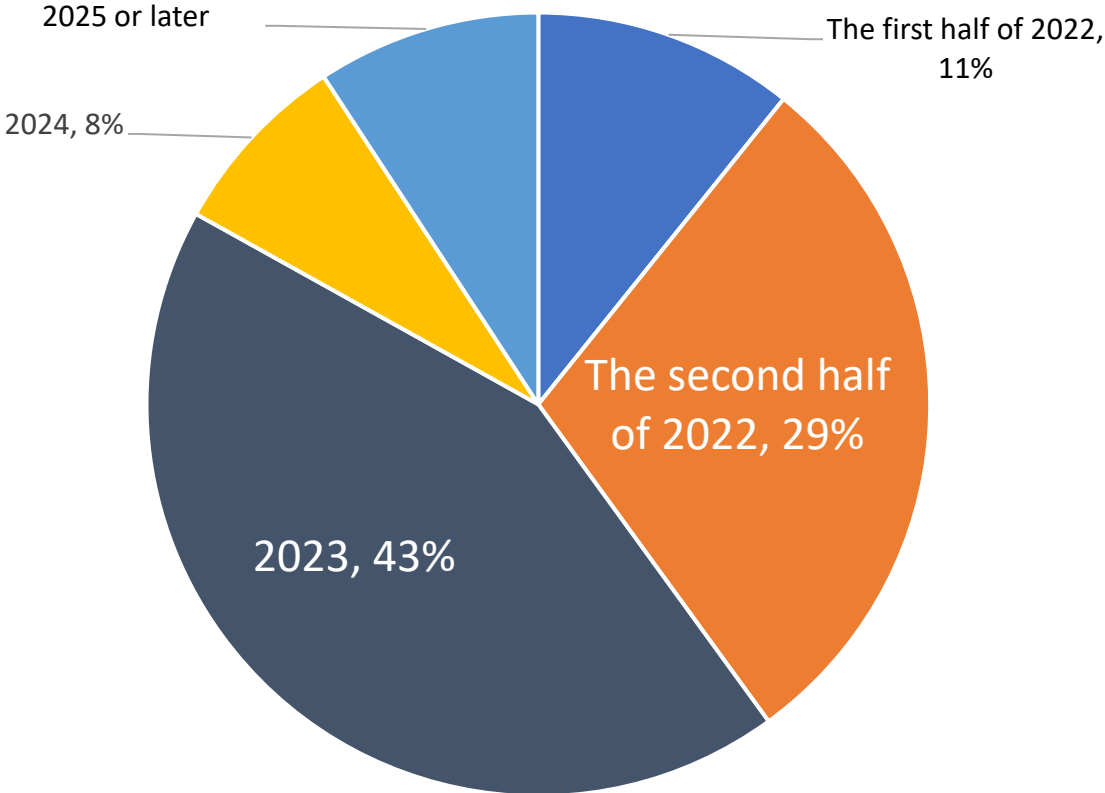
# Organizations with lead volume at pre-pandemic levels by size

■ Yes ■ No



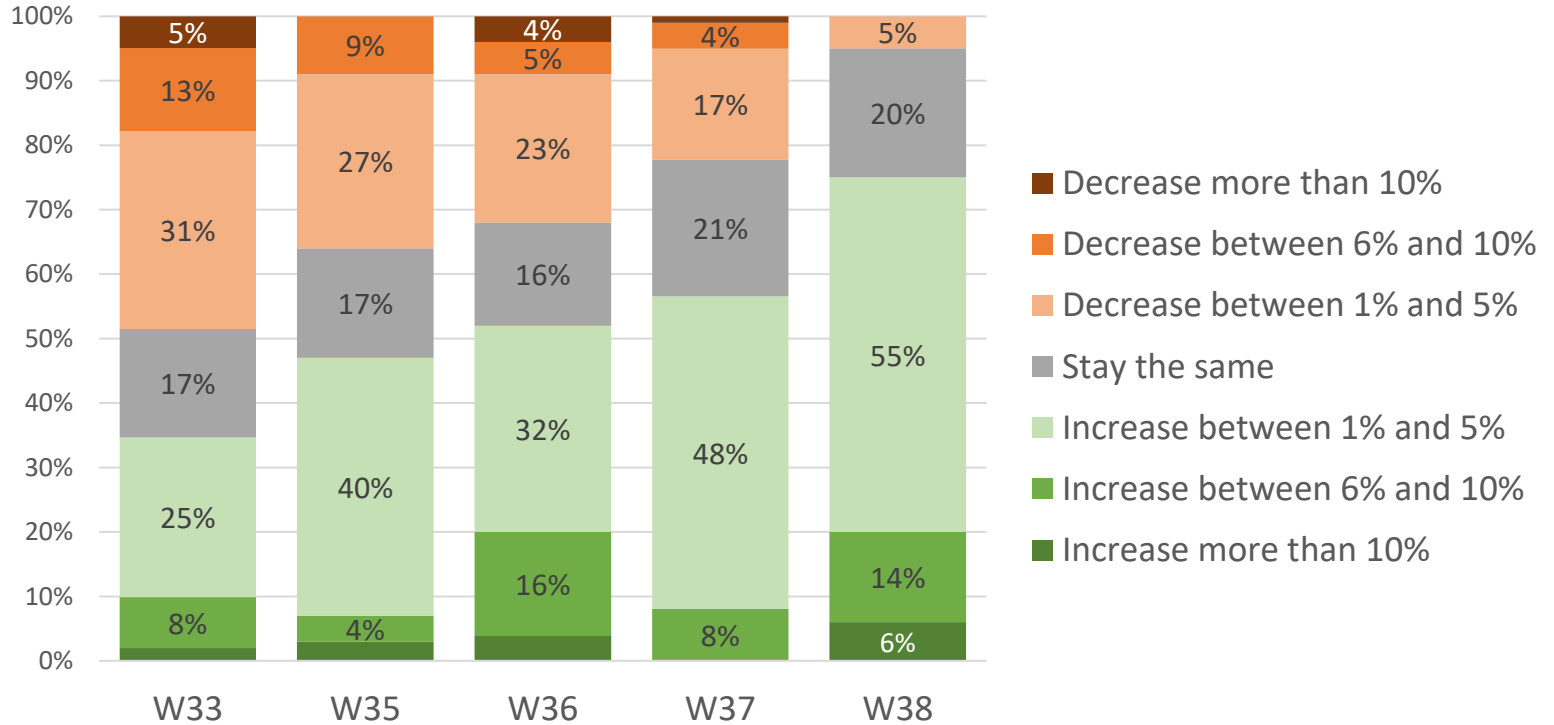
Wave 38 responses were collected from February 7 to March 6, 2022  
Source: NIC Executive Survey Insights

# Organization anticipates staffing challenges will improve in...



Wave 38 responses were collected from February 7 to March 6, 2022  
Source: NIC Executive Survey Insights

## Operating margin expectations in the next six months



Wave 33 responses collected September 7 to October 3, 2021

Wave 34 responses were collected from October 4 to November 7, 2021

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

Wave 37 responses were collected from January 10 to February 6, 2022

Wave 38 responses were collected from February 7 to March 6, 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  
Wave 38: 2/7 to 3/6