



Executive Survey Insights

Wave 48:

November 14 to December 11, 2022

- Report Graphs
 - Pace of Move-ins and Move-outs
 - Lead Volumes
 - Severity of Staffing Shortages
 - Open Positions Across Organization
 - Rent Concessions
 - Impact of Operational Environment on Ability to Service Debt
 - Demographics

NIC Executive Survey Insights Timeline

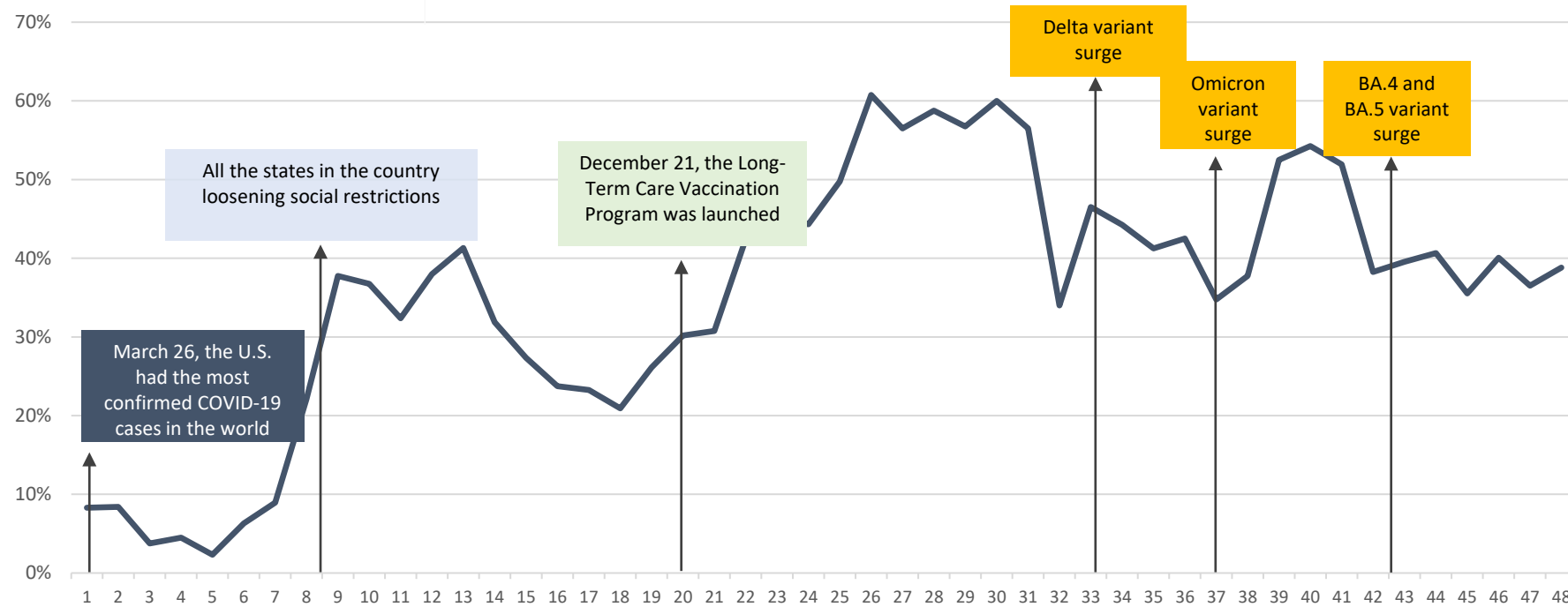
EXECUTIVE SURVEY
INSIGHTS
MARKET FUNDAMENTALS



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



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



March 24, 2020

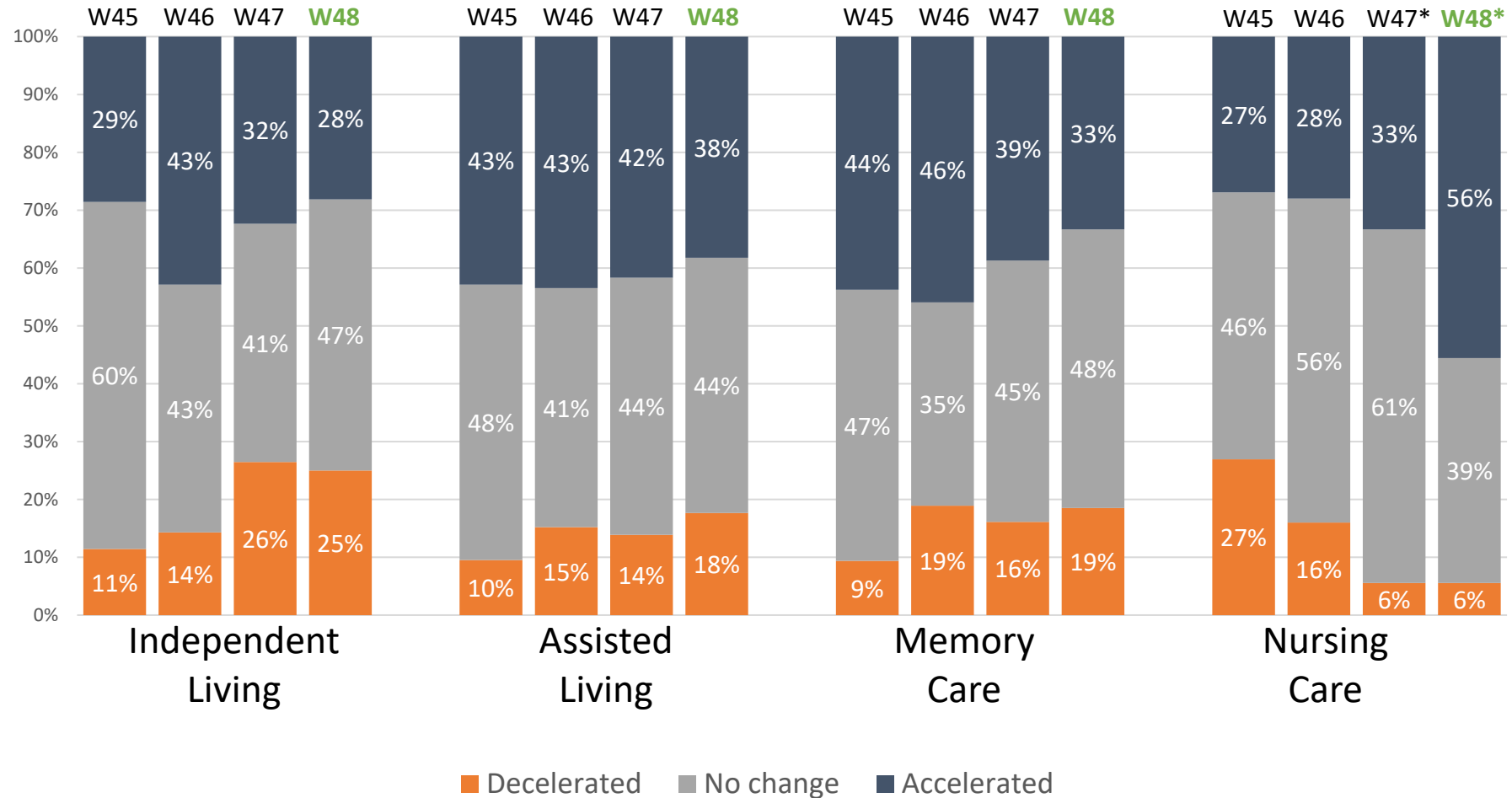


December 11, 2022

*Average of IL/AL/MC/NC

Source: NIC Executive Survey Insights

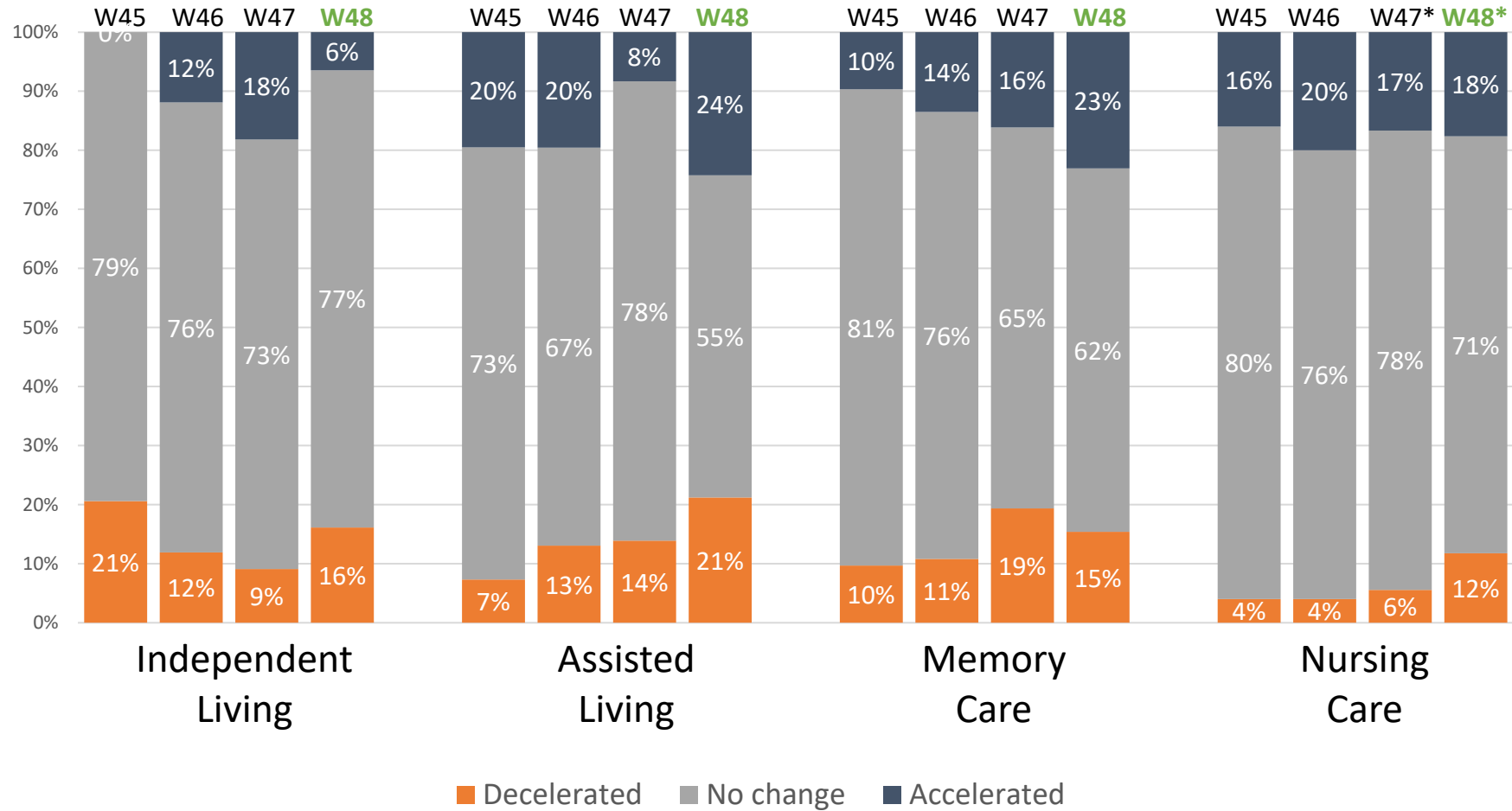
Pace of Move-Ins in Past 30 Days ESI Waves 45-48



Wave 45 responses were collected from August 22 to September 18, 2022
 Wave 46 responses were collected from September 19 to October 16, 2022
 Wave 47 responses were collected from October 17 to November 13, 2022
 Wave 48 responses were collected from November 14 to December 11, 2022
 Source: NIC Executive Survey Insights
 *Sample size <25



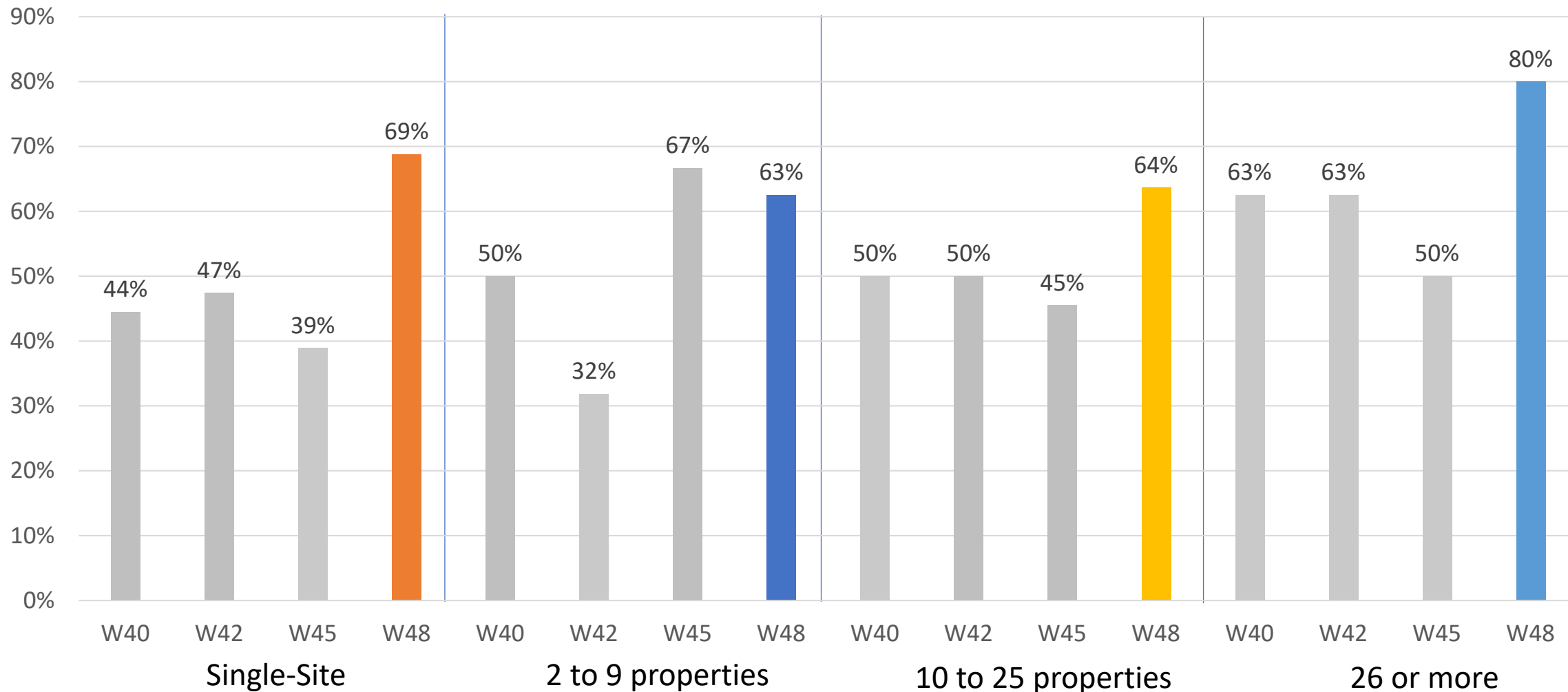
Pace of Move-Outs in Past 30 Days ESI Waves 45-48



Wave 45 responses were collected from August 22 to September 18, 2022
 Wave 46 responses were collected from September 19 to October 16, 2022
 Wave 47 responses were collected from October 17 to November 13, 2022
 Wave 48 responses were collected from November 14 to December 11, 2022
 Source: NIC Executive Survey Insights
 *Sample size <25

Organizations With Lead Volume Above Pre-Pandemic Levels by Size

Wave 40 vs. Wave 42 vs. Wave 45 vs. Wave 48



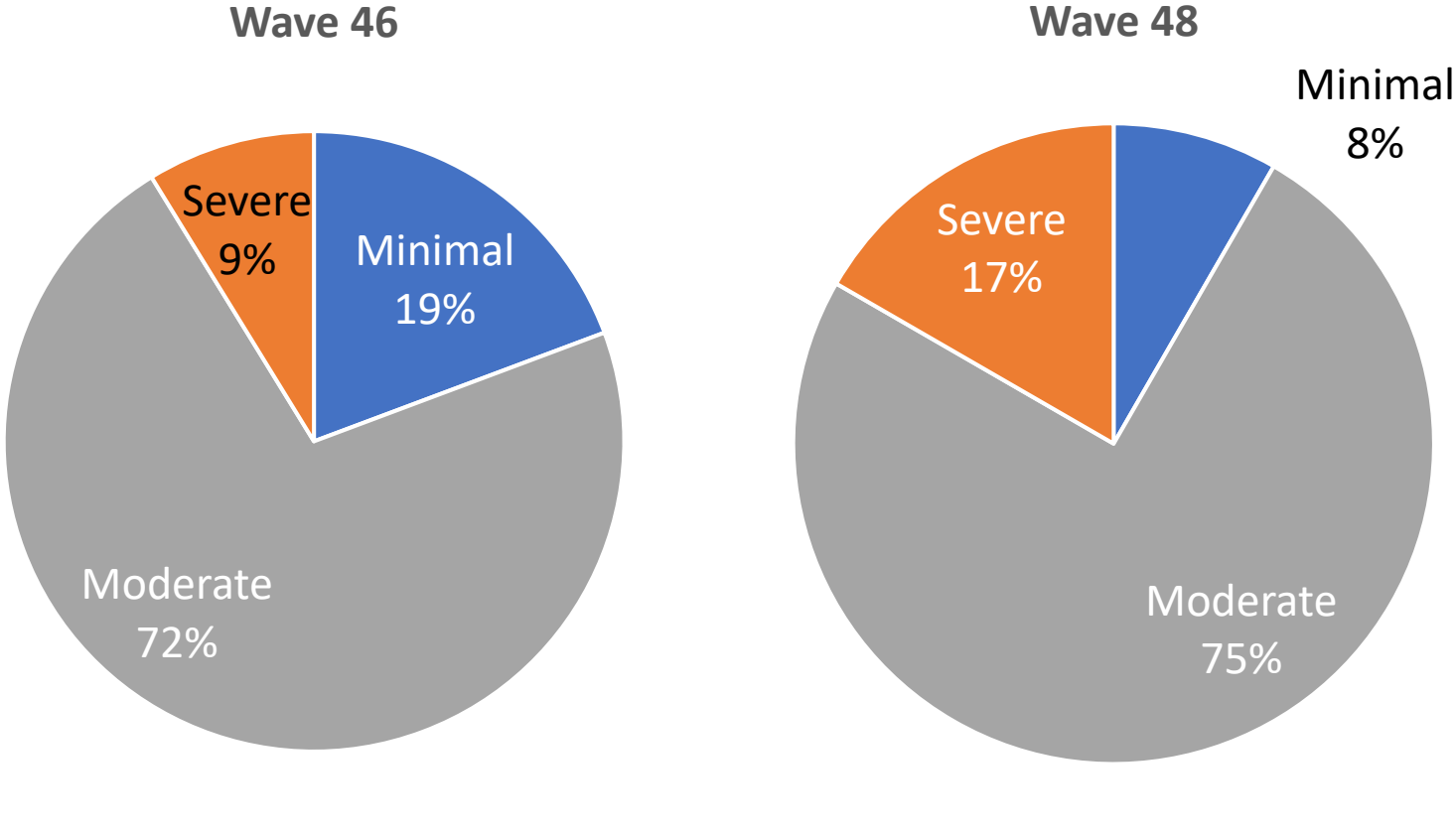
Wave 40 responses were collected from April 4 to May 1, 2022

Wave 42 responses were collected from May 31 to June 26, 2022

Wave 45 responses were collected from August 22 to September 18, 2022

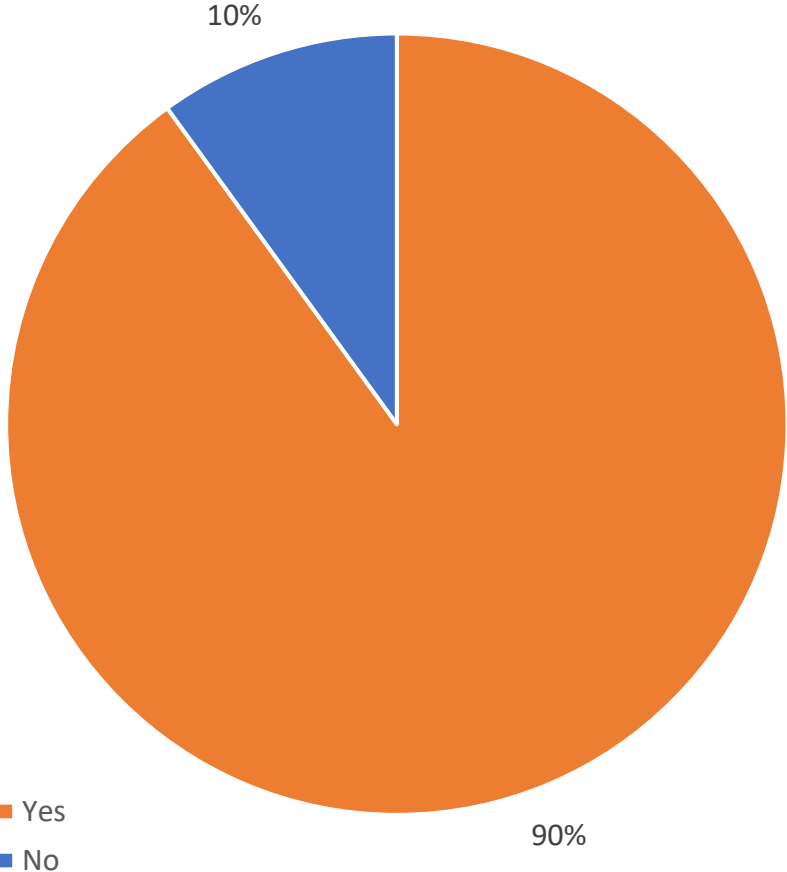
Wave 48 responses were collected from November 14 to December 11, 2022

Severity of Staffing Shortages ESI Wave 46 vs. 48



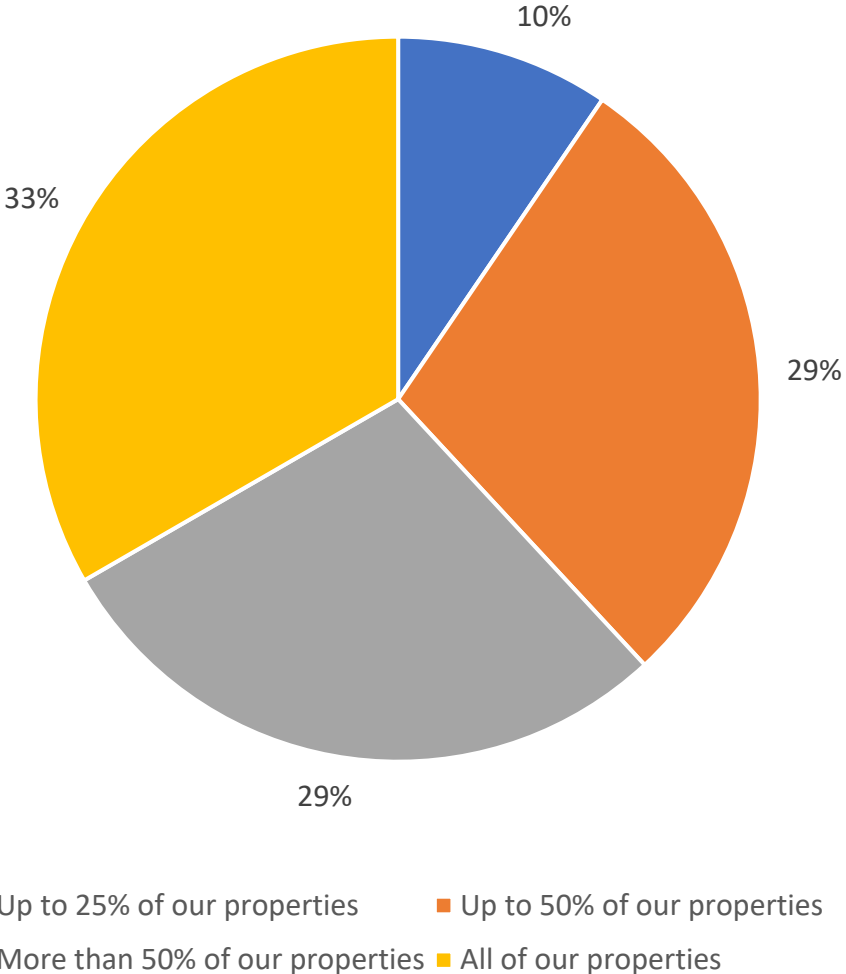
*Wave 46 responses were collected from September 19 to October 16, 2022
Wave 48 responses were collected from November 14 to December 11, 2022
Source: NIC Executive Survey Insights*

Respondent Organizations Experiencing a Staffing Shortage



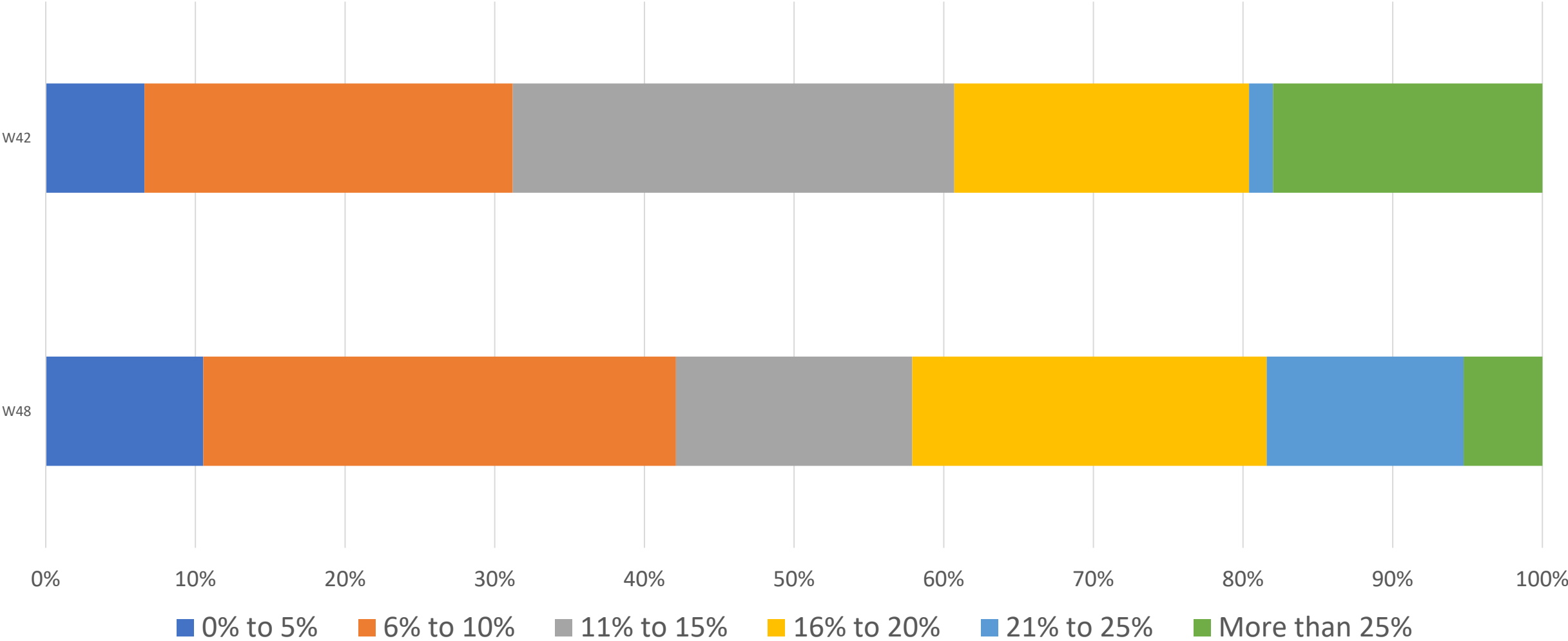
Among Respondents Indicating a Staffing Shortage...

...What Percent of Properties Across Portfolio are Experiencing a Staffing Shortage?



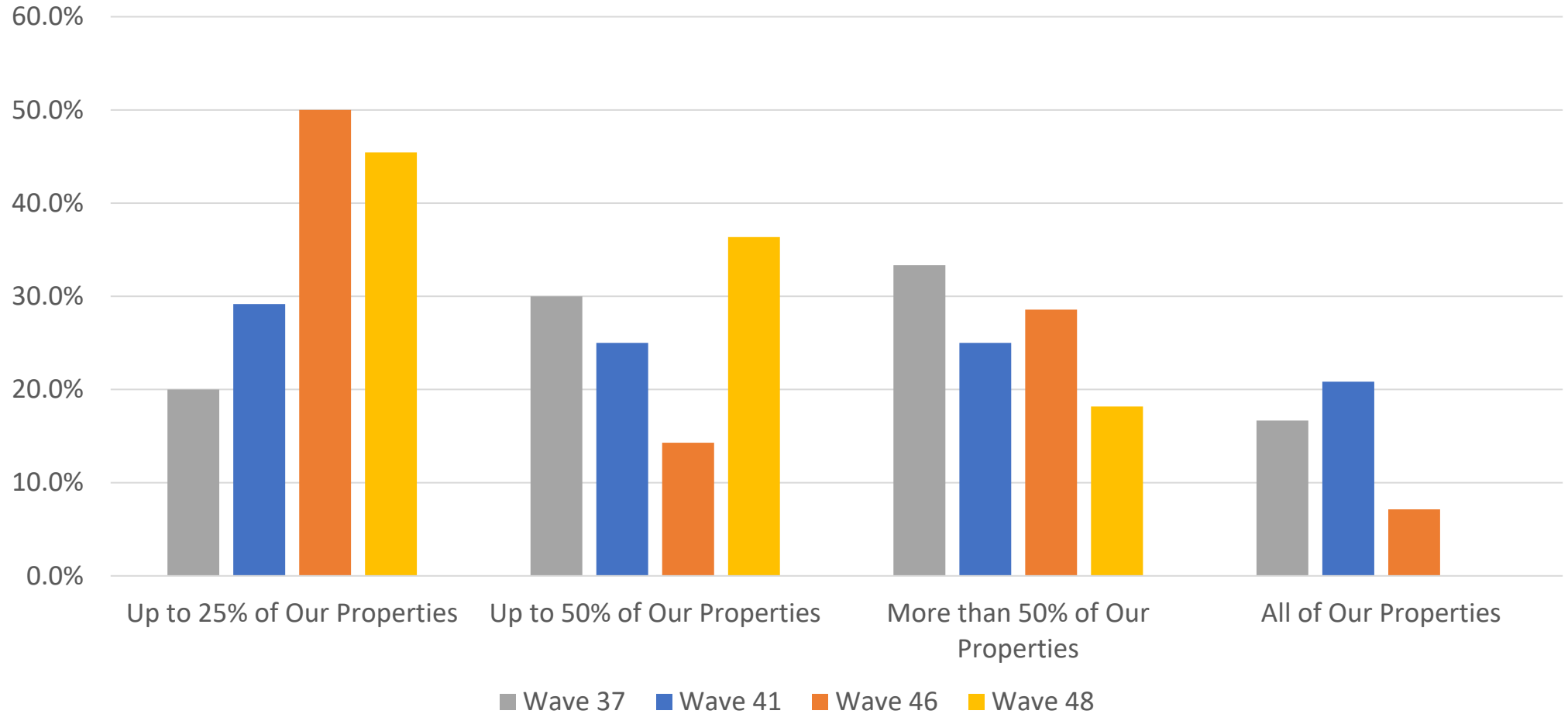
Wave 48 responses were collected from November 14 to December 11, 2022
Source: NIC Executive Survey Insights

Current Share of Full-Time Open Positions Across Organization



Wave 42 responses were collected from May 31 to June 26, 2022
Wave 48 responses were collected from November 14 to December 11, 2022
Source: NIC Executive Survey Insights

Share of Properties Offering Rent Concessions ESI Waves 37, 41, 46, and 48



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

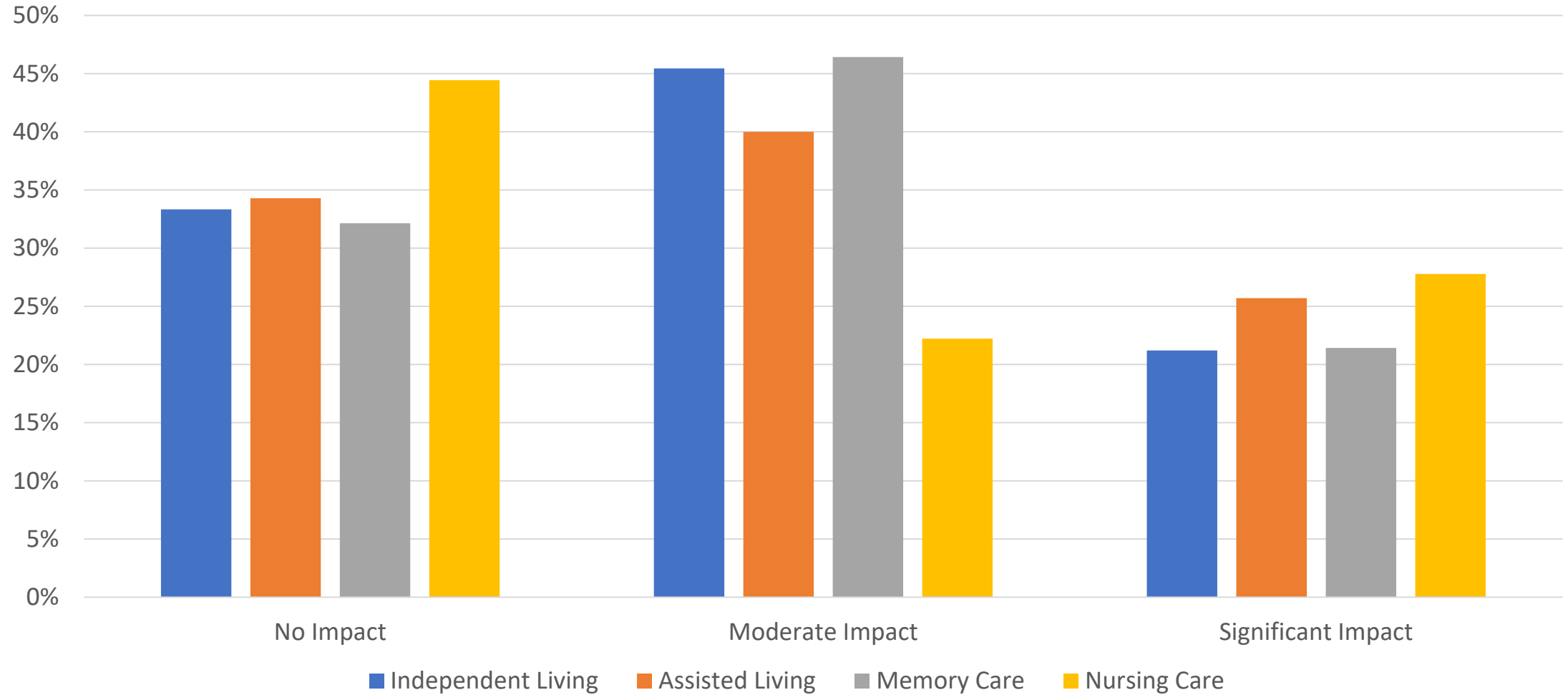
Wave 41 responses were collected from May 2 to May 27, 2022

Wave 46 responses were collected from September 19 to October 16, 2022

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

Source: NIC Executive Survey Insights

Impact of Current Operational Environment on Ability to Service Debt



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

Source: NIC Executive Survey Insights

Demographics – Wave 42
40 responses received

Types of properties owned/operated

- 63% Seniors Housing (IL/AL/MC)
- 13% Nursing Care
- 38% CCRC

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

PROFIT STATUS:

FP: 48%

NFP: 50%

Both: 3%

SIZE:

1 to 10: 63%

11 to 25: 25%

26+: 13%