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
All the states in the country loosening social restrictions

March 26, the U.S. had the most confirmed COVID-19 cases in the world

December 21, the Long-Term Care Vaccination Program was launched

Delta variant surge

Omicron variant surge

BA.4 and BA.5 variant surge

March 24, 2020

December 11, 2022

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

- **Single-Site**
  - 2 to 9 properties: W40: 44%, W42: 47%, W45: 39%, W48: 69%
  - 10 to 25 properties: W40: 50%, W42: 32%, W45: 67%, W48: 63%
  - 26 or more: W40: 50%, W42: 50%, W45: 64%, W48: 63%

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
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.

Severity of Staffing Shortages
ESI Wave 46 vs. 48

Wave 46
- Minimal: 9%
- Moderate: 72%
- Severe: 19%

Wave 48
- Minimal: 8%
- Moderate: 75%
- Severe: 17%
Wave 48 responses were collected from November 14 to December 11, 2022
Source: NIC Executive Survey Insights

Respondent Organizations Experiencing a Staffing Shortage

- 90% Yes
- 10% No

Among Respondents Indicating a Staffing Shortage...

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

- Up to 25% of our properties: 29%
- Up to 50% of our properties: 29%
- More than 50% of our properties: 33%
- All of our properties: 10%
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%