

# Executive Survey Insights February 2023 (Wave 50): February 1 to February 28, 2023

- Report Graphs
  - Pace of Move-ins and Move-outs
  - Technological Areas for Workforce Efficiencies
  - Agency Use Expectations
  - Resident Acuity at Move-In
  - Biggest Challenges Facing my Organization
  - Product Diversification
  - Rent Concessions
  - Impacts of Rising Interest Rate Environment
  - Partnerships with Health Care Risk-Sharing Entities
  - Demographics

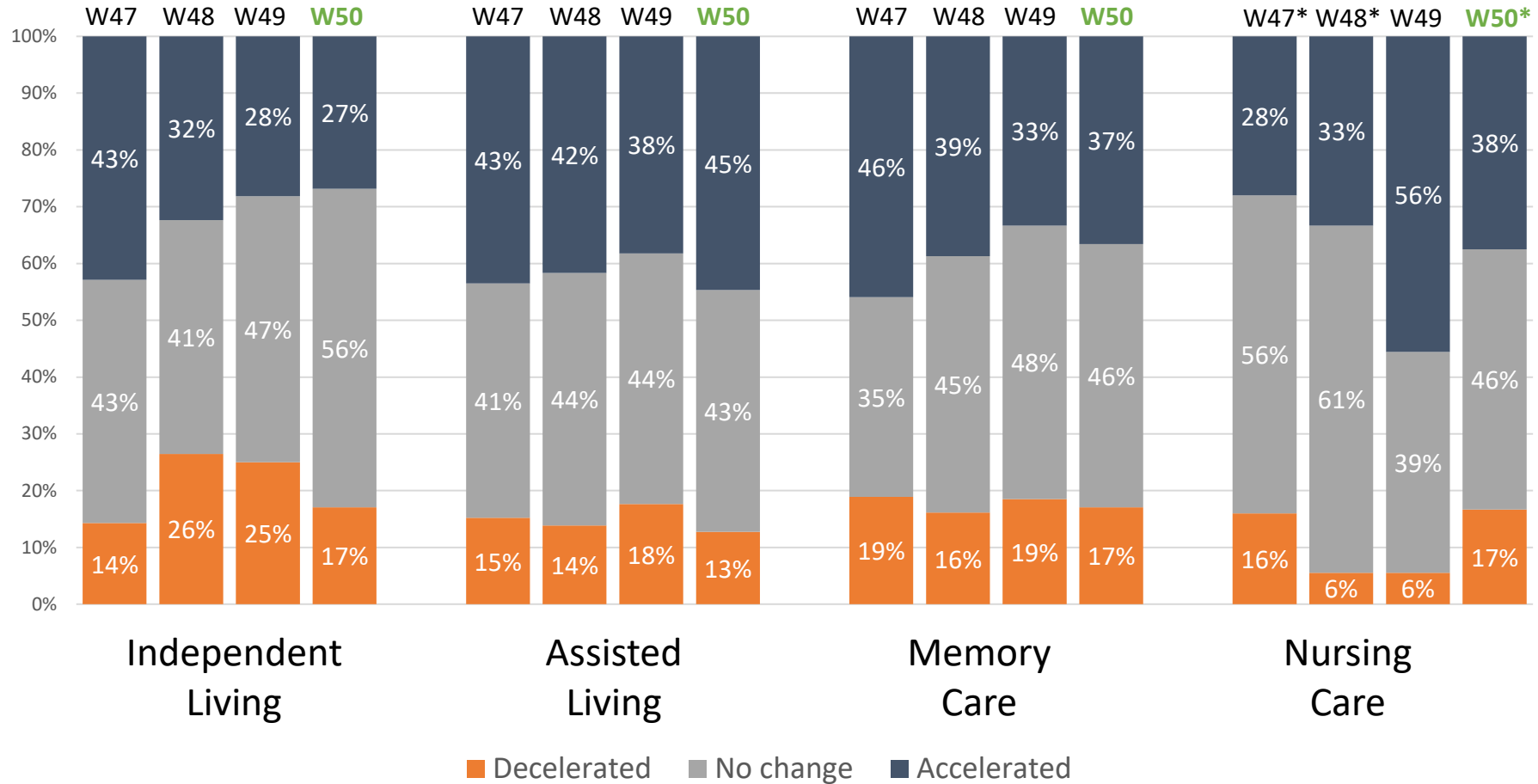
# NIC Executive Survey Insights Timeline

EXECUTIVE SURVEY  
INSIGHTS  
MARKET FUNDAMENTALS



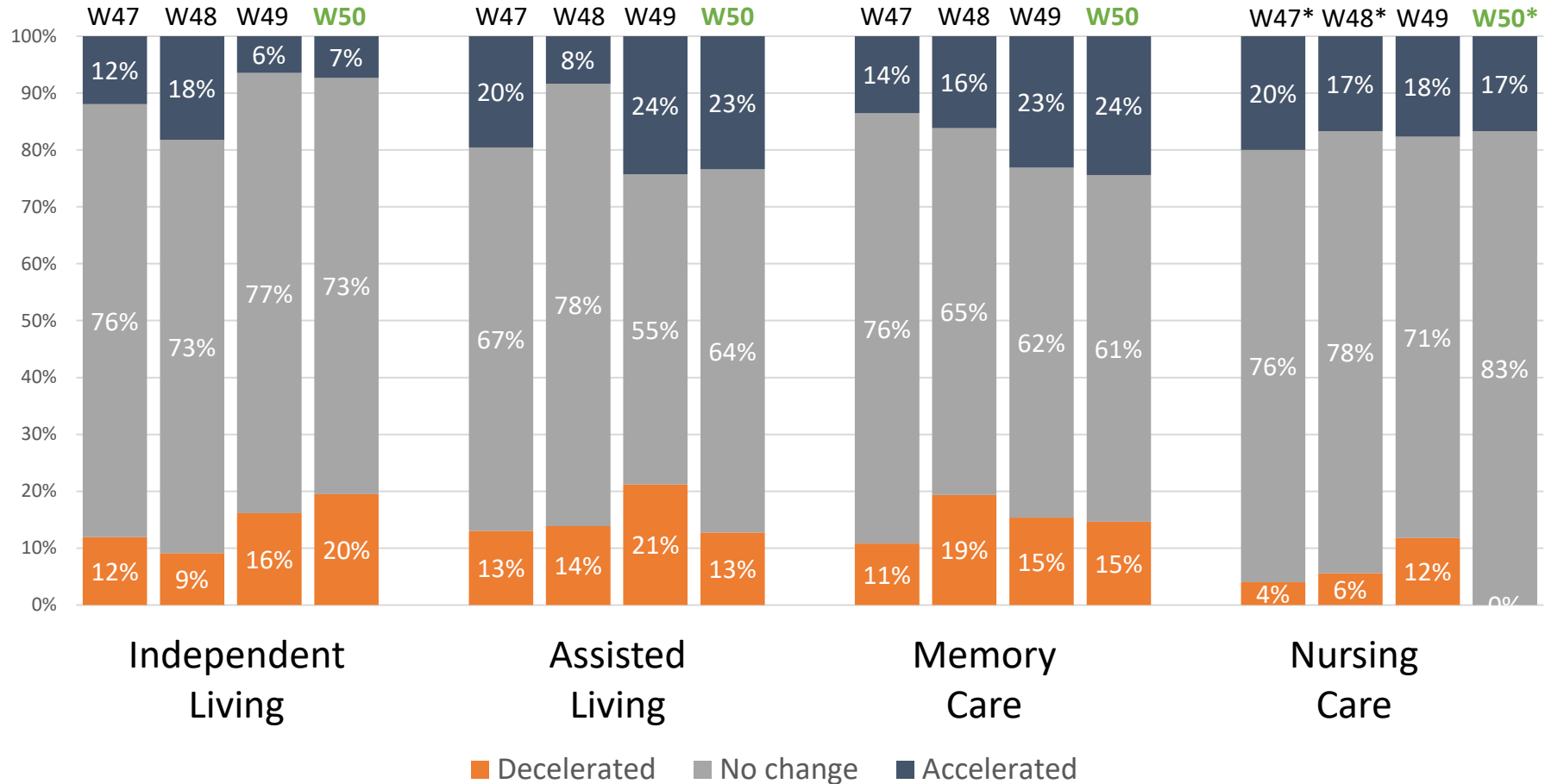
Wave 1: 3/24 – 4/31 (2020)	Wave 26: 4/5 – 4/18
Wave 2: 4/1 – 4/12	Wave 27: 4/19 – 5/2
Wave 3: 4/13 – 4/19	Wave 28: 5/3 – 5/16
Wave 4: 4/20 – 4/26	Wave 29: 5/17 to 6/13
Wave 5: 4/27 – 5/3	Wave 30: 6/14 to 7/11
Wave 6: 5/4 – 5/10	Wave 31: 7/12 – 8/8
Wave 7: 5/11 – 5/24	Wave 32: 8/9 – 9/6
Wave 8: 5/25 – 6/7	Wave 33: 9/7 – 10/3
Wave 9: 6/22 – 7/5	Wave 34: 10/4 – 11/7
Wave 10: 7/20 – 8/2	Wave 35: 11/8 – 12/5
Wave 11: 8/17 – 8/30	Wave 36: 12/6 – 1/9 (2022)
Wave 12: 9/15 – 9/27	Wave 37: 1/10 – 2/6
Wave 13: 9/28 – 10/11	Wave 38: 2/7 to 3/6
Wave 14: 10/12 – 10/25	Wave 39: 3/7 to 4/3
Wave 15: 10/26 – 11/8	Wave 40: 4/4 to 5/1
Wave 16: 11/9 – 11/22	Wave 41: 5/2 to 5/27
Wave 17: 11/30 – 12/13	Wave 42: 5/31 to 6/26
Wave 18: 12/14 – 12/27	Wave 43: 6/27 to 7/24
Wave 19: 12/28 – 1/10 (2021)	Wave 44: 7/25 to 8/20
Wave 20: 1/11 – 1/24	Wave 45: 8/21 to 9/18
Wave 21: 1/25 – 2/7	Wave 46: 9/19 to 10/16
Wave 22: 2/8 – 2/21	Wave 47: 10/17 to 11/13
Wave 23: 2/22 – 3/7	Wave 48: 11/14 to 12/11
Wave 24: 3/8 – 3/21	Wave 49: 12/12 to 1/15 (2023)
Wave 25: 3/22 – 4/4	Wave 50: 2/1 to 2/28

## Pace of Move-Ins in Past 30 Days ESI Waves 47-50



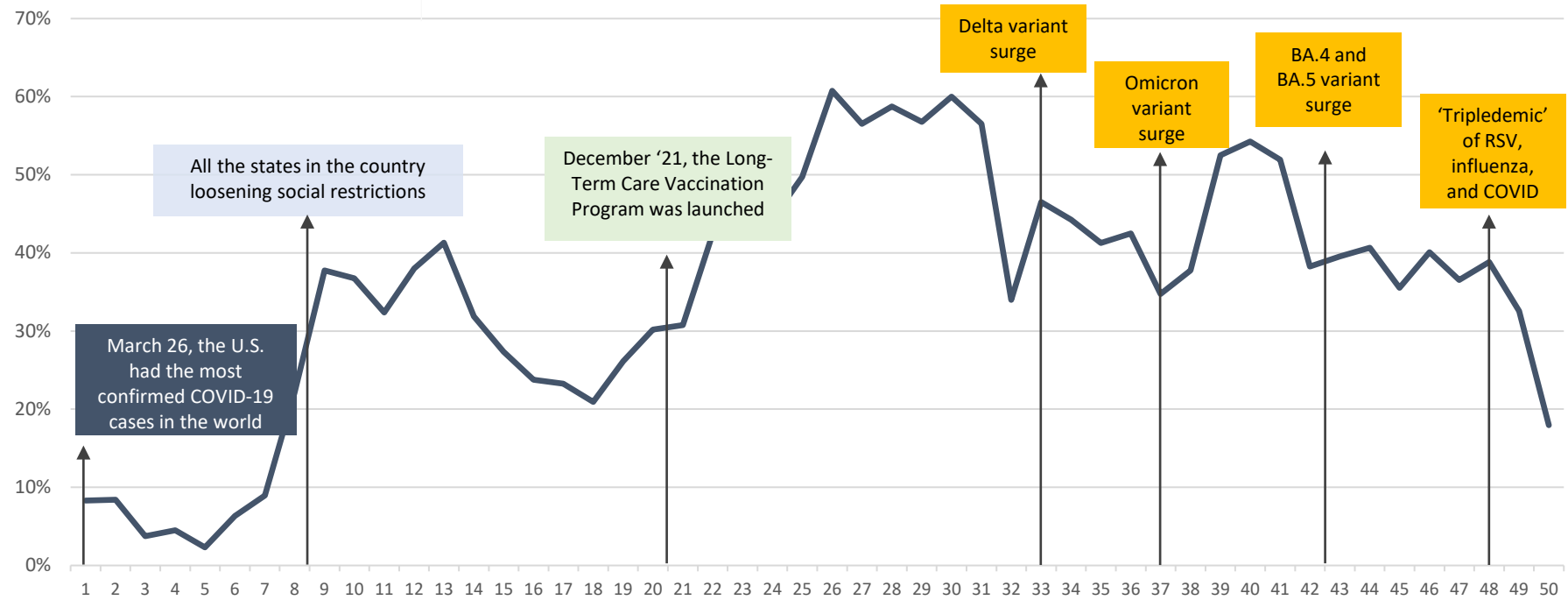
Wave 47 responses were collected from October 17 to November 13, 2022  
 Wave 48 responses were collected from November 14 to December 11, 2022  
 Wave 49 responses were collected from December 12., 2022 to January 15, 2023  
 Wave 50 responses were collected from February 1 to February 28, 2023  
 Source: NIC Executive Survey Insights  
 \*Sample size <25

## Pace of Move-Outs in Past 30 Days ESI Waves 47-50



Wave 47 responses were collected from October 17 to November 13, 2022  
 Wave 48 responses were collected from November 14 to December 11, 2022  
 Wave 49 responses were collected from December 12., 2022 to January 15, 2023  
 Wave 50 responses were collected from February 1 to February 28, 2023  
 Source: NIC Executive Survey Insights  
 \*Sample size <25

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



March 24, 2020

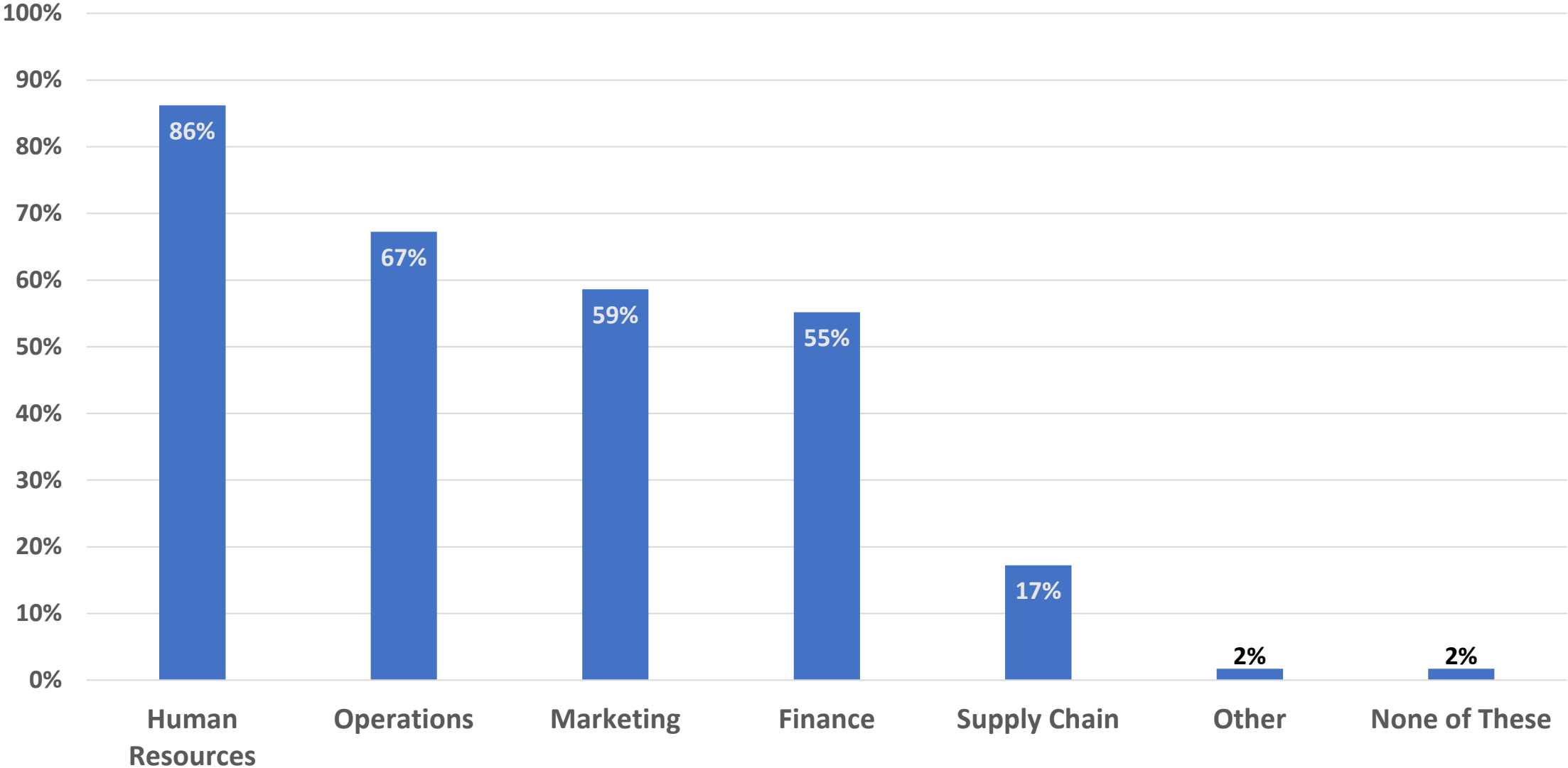
February 28, 2023

\*Average of IL/AL/MC/NC

Source: NIC Executive Survey Insights

# Areas Using Technology to Maximize Workforce Efficiencies

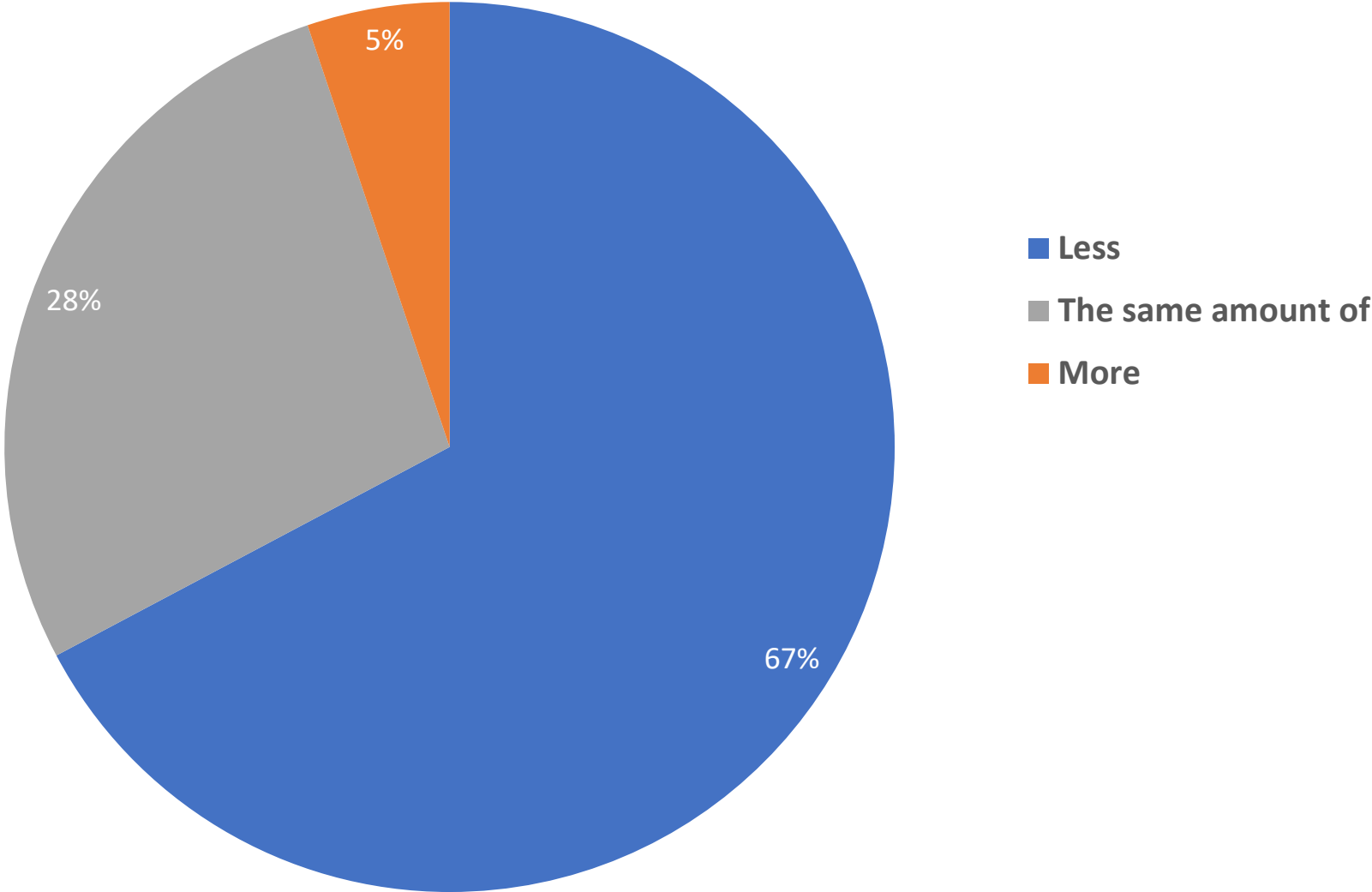
## February 2023



Wave 50 responses were collected from February 1 to February 28, 2023  
Source: NIC Executive Survey Insights

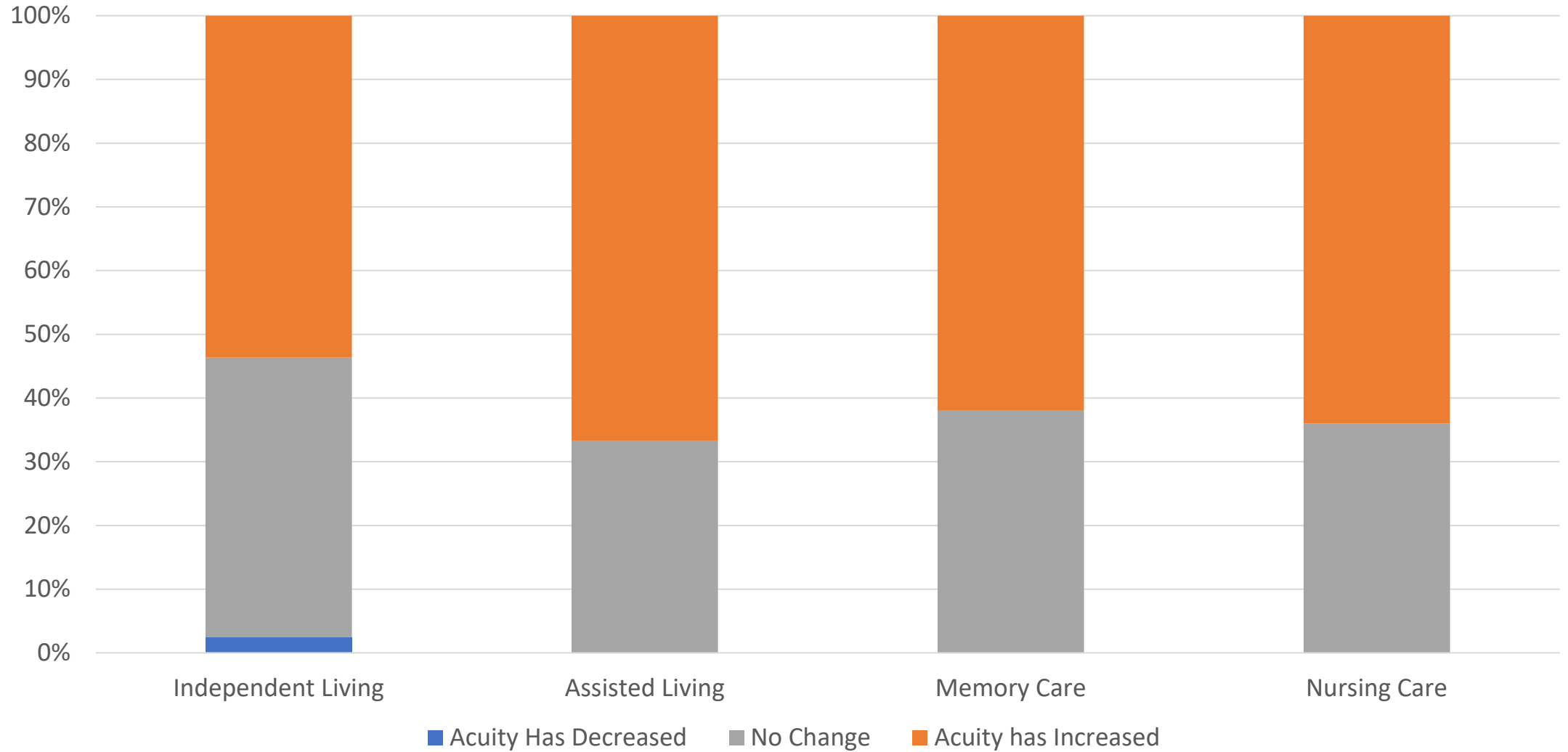
# Agency Staffing Expectations for 2023

## February 2023



Wave 50 responses were collected from February 1 to February 28, 2023  
Source: NIC Executive Survey Insights

# Resident Acuity at Move-In Compared to Pre-Pandemic February 2023

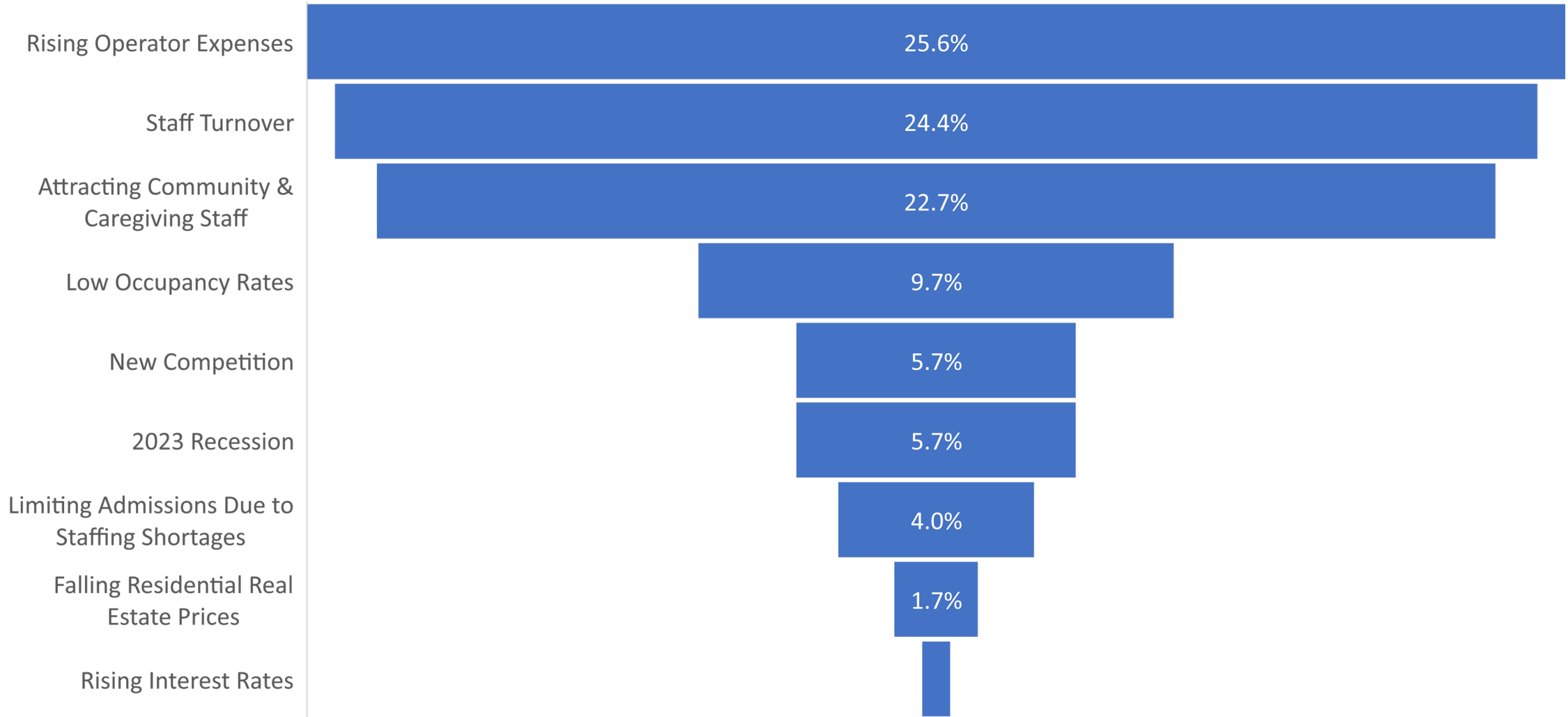


Wave 50 responses were collected from February 1 to February 28, 2023  
Source: NIC Executive Survey Insights



# The Biggest Challenges Currently Facing my Organization

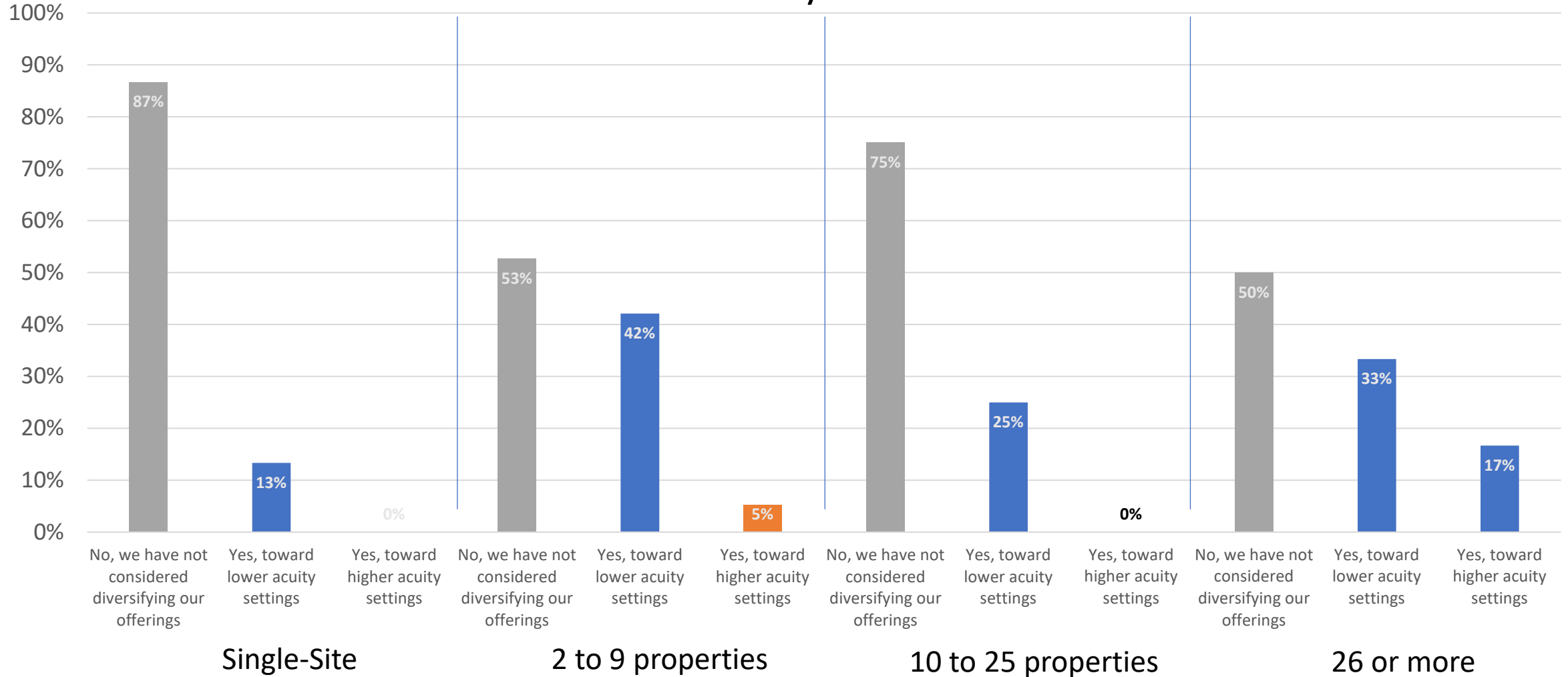
## February 2023



Wave 50 responses were collected from February 1 to February 28, 2023

Source: NIC Executive Survey Insights

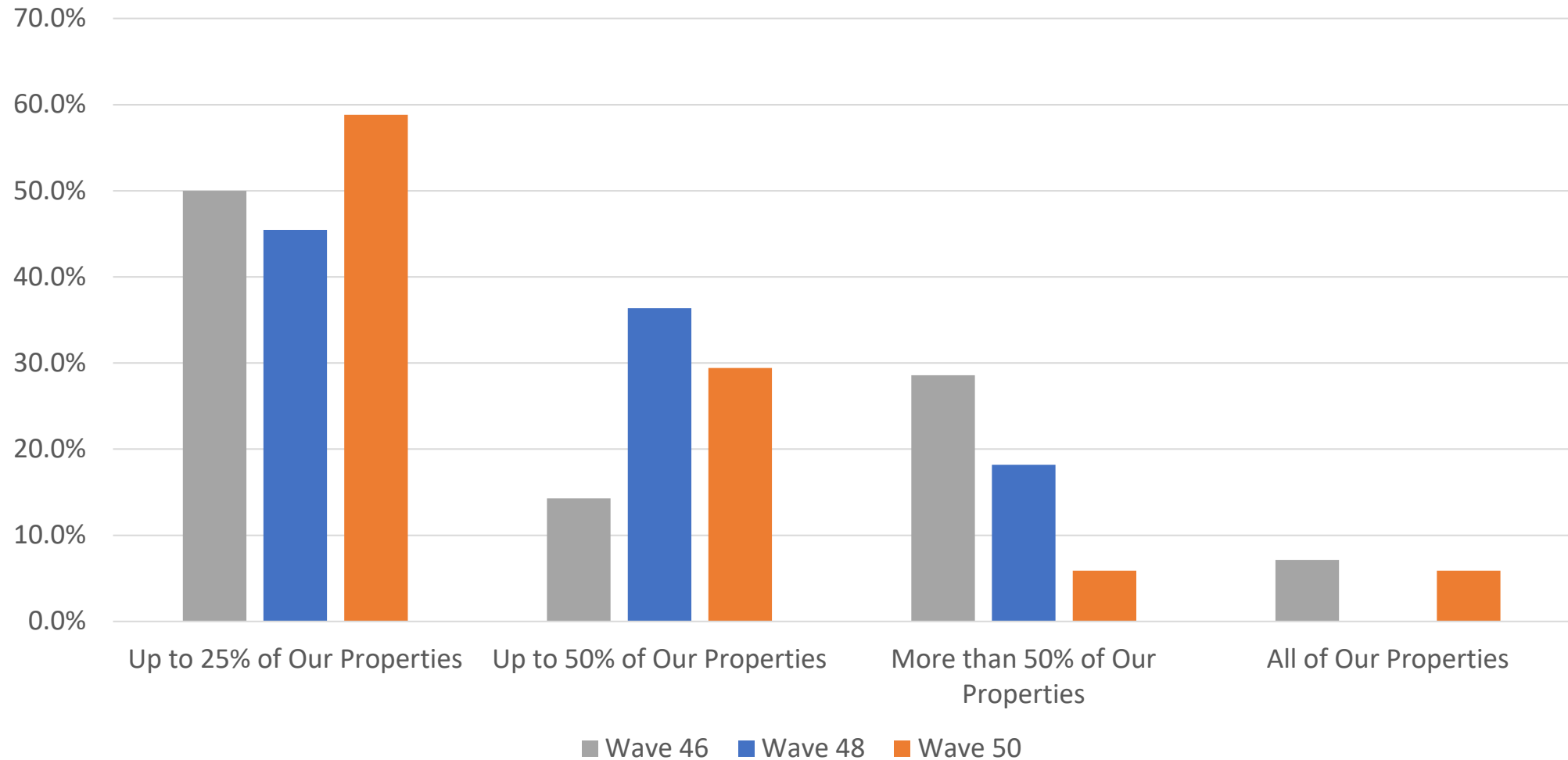
# My Organization is Considering Diversifying Our Product Shown by Operator Size February 2023



Wave 50 responses were collected from February 1 to February 28, 2023

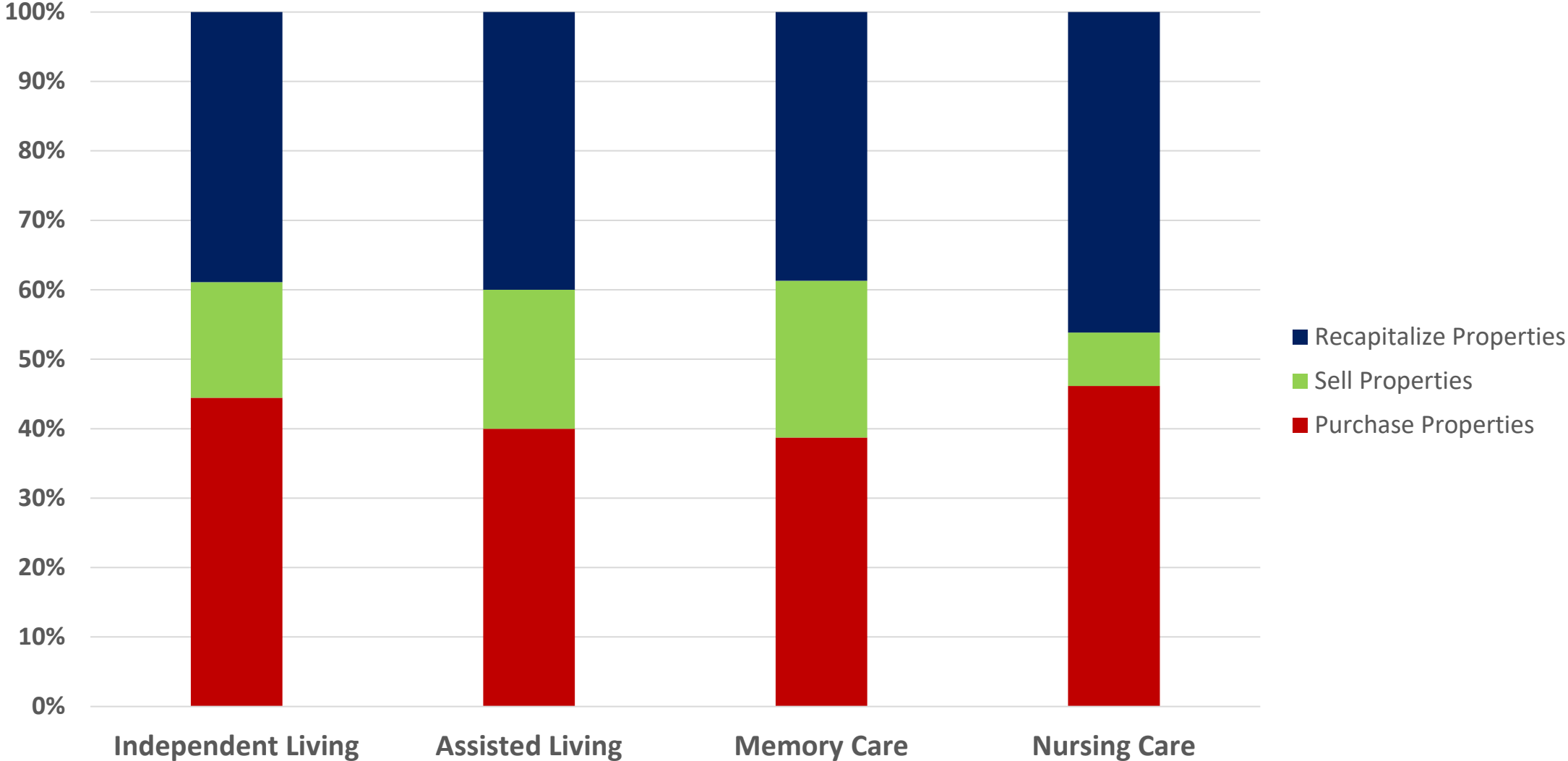
Source: NIC Executive Survey Insights

## Share of Properties Offering Rent Concessions ESI Waves 46, 48 and 50



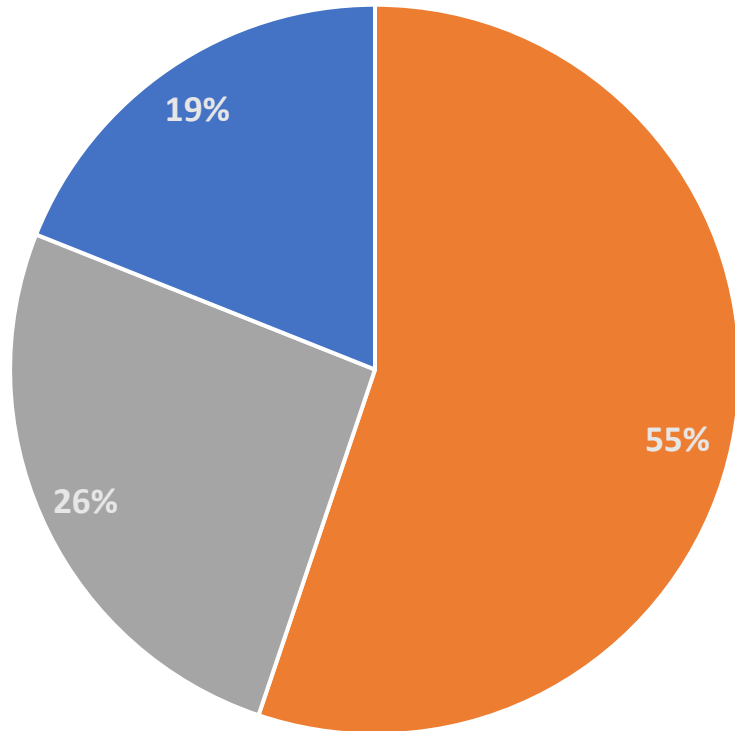
*Wave 46 responses were collected from September 19 to October 16, 2022*  
*Wave 48 responses were collected from November 14 to December 11, 2022*  
*Wave 50 responses were collected from February 1 to February 28, 2023*  
*Source: NIC Executive Survey Insights*

# Abilities Impacted by the Rising Interest Rate Environment February 2023



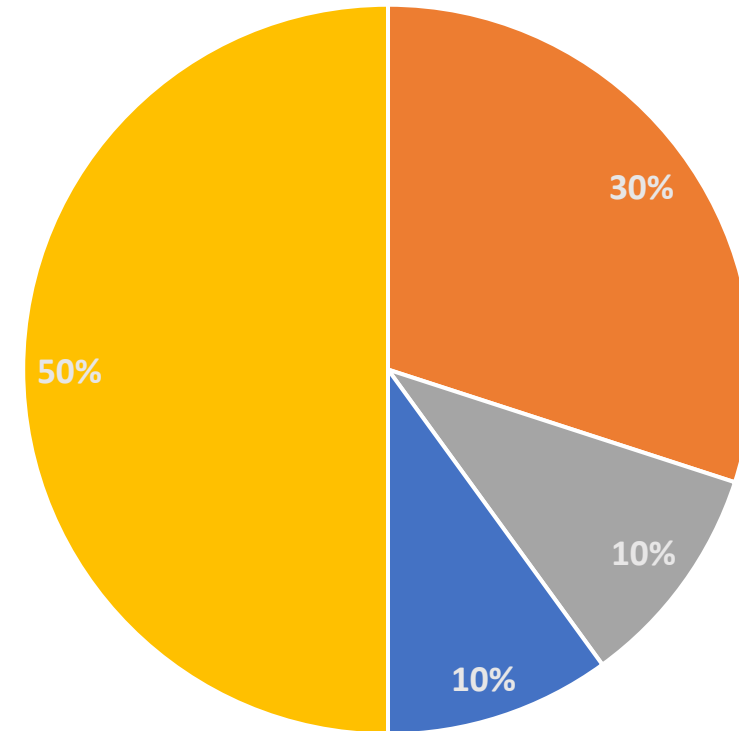
Wave 50 responses were collected from February 1 to February 28, 2023  
Source: NIC Executive Survey Insights

## My Organization Has Set up Formal Partnerships with Health Care Risk-Sharing Entities February 2023



■ No ■ Not Yet But In Active Discussion ■ Yes

## Among Those With Established Health Care Risk-Sharing Partnerships... Percentage of Communities With Partnerships



■ 0-25% ■ 26-50% ■ 51-75% ■ 76-100%

Wave 50 responses were collected from February 1 to February 28, 2023  
Source: NIC Executive Survey Insights

## Demographics – February 2023

(Wave 50)

58 responses received

Types of properties owned/operated

- 74% Seniors Housing (IL/AL/MC)
- 21% Nursing Care
- 28% CCRC

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

PROFIT STATUS:

FP: 64%

NFP: 31%

Both: 5%

SIZE:

1 to 10: 60%

11 to 25: 19%

26+: 21%