American Seniors Housing Association
Living Longer Better

ASHA Survey Aggregated Results
March 15-16 – April 5-6
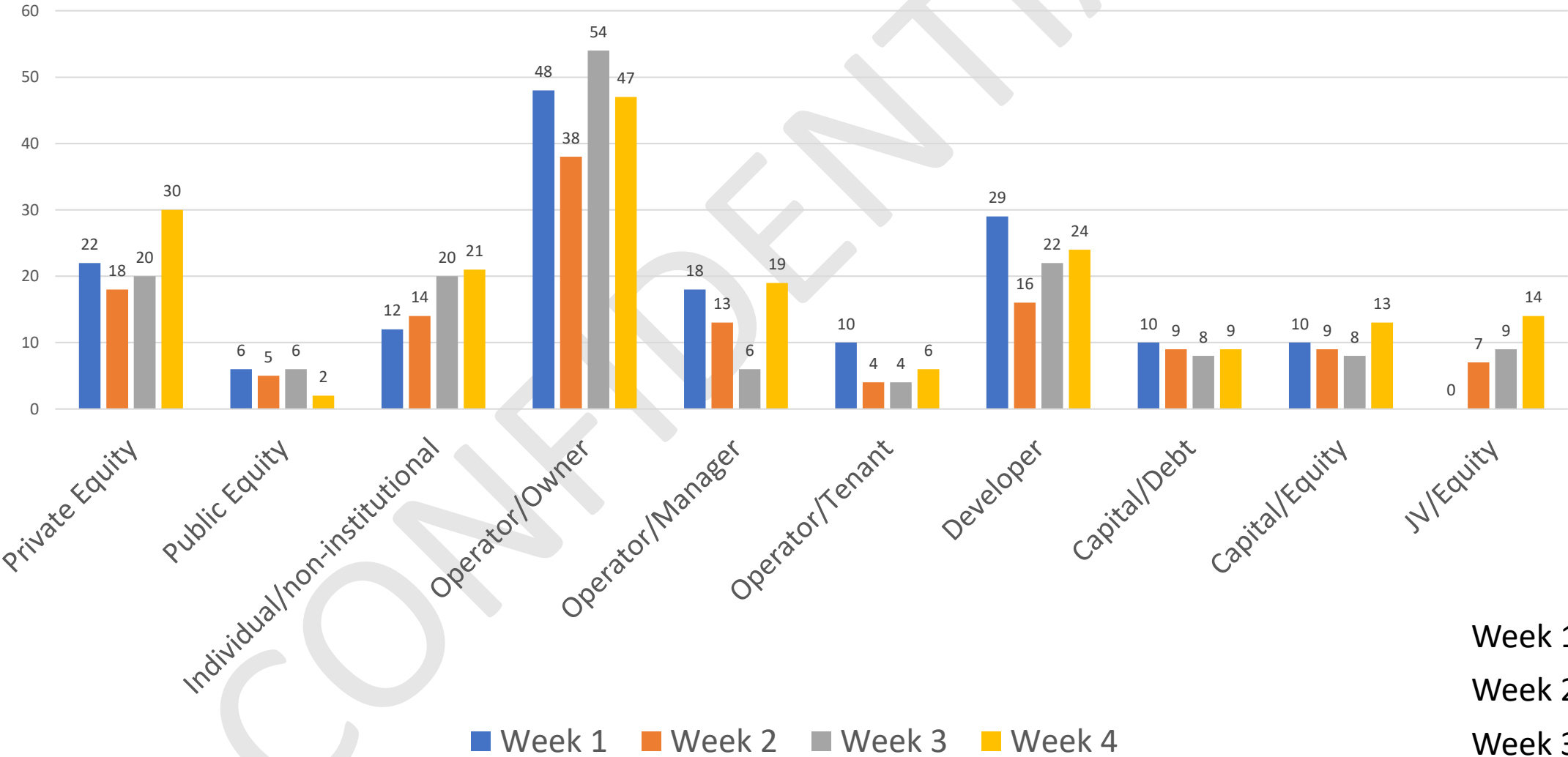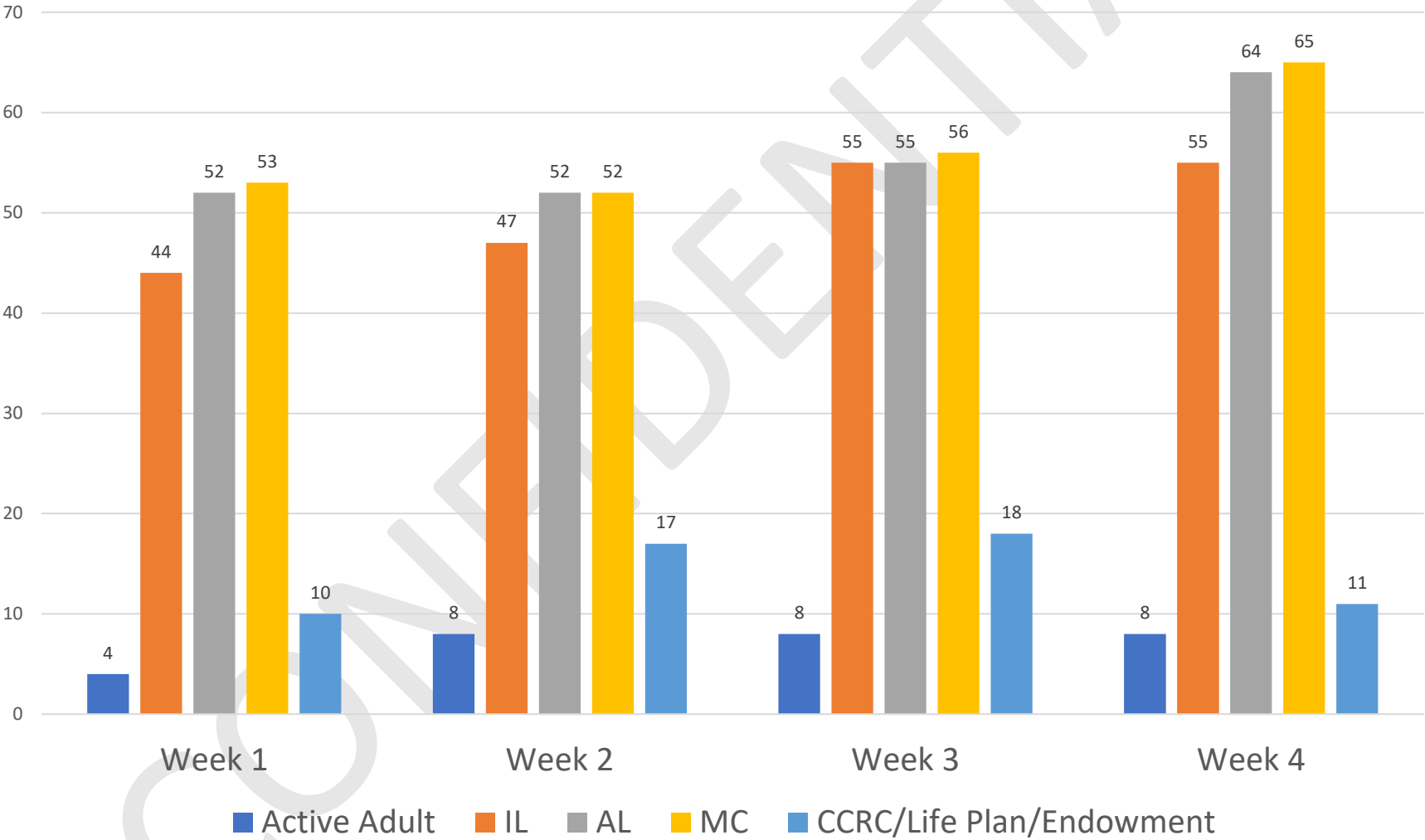
Are you an Owner, Operator, Developer, Financier?

Week 1 n = 59
Week 2 n = 56
Week 3 n = 63
Week 4 n = 69

Legend: Week 1, Week 2, Week 3, Week 4

1

Product Type

ASHA Survey Aggregated Results
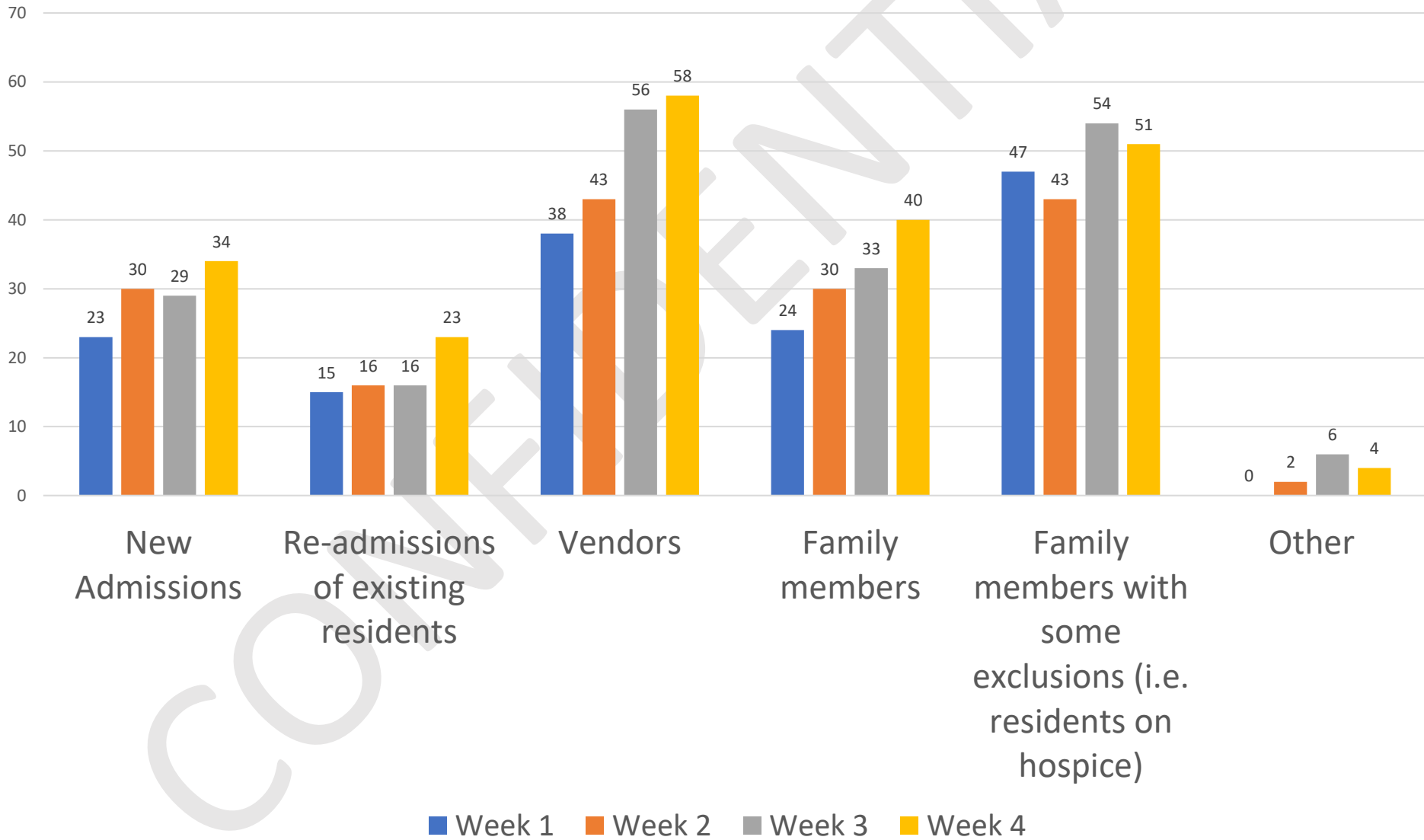March 15-16 – April 5-6

Week 1 n = 59
Week 2 n = 56
Week 3 n = 63
Week 4 n = 69

Do you have protocols in place associated with the COVID-19 Virus?
If yes, have you instituted these protocols?

Protocols in Place ■ **Protocols Instituted** ■
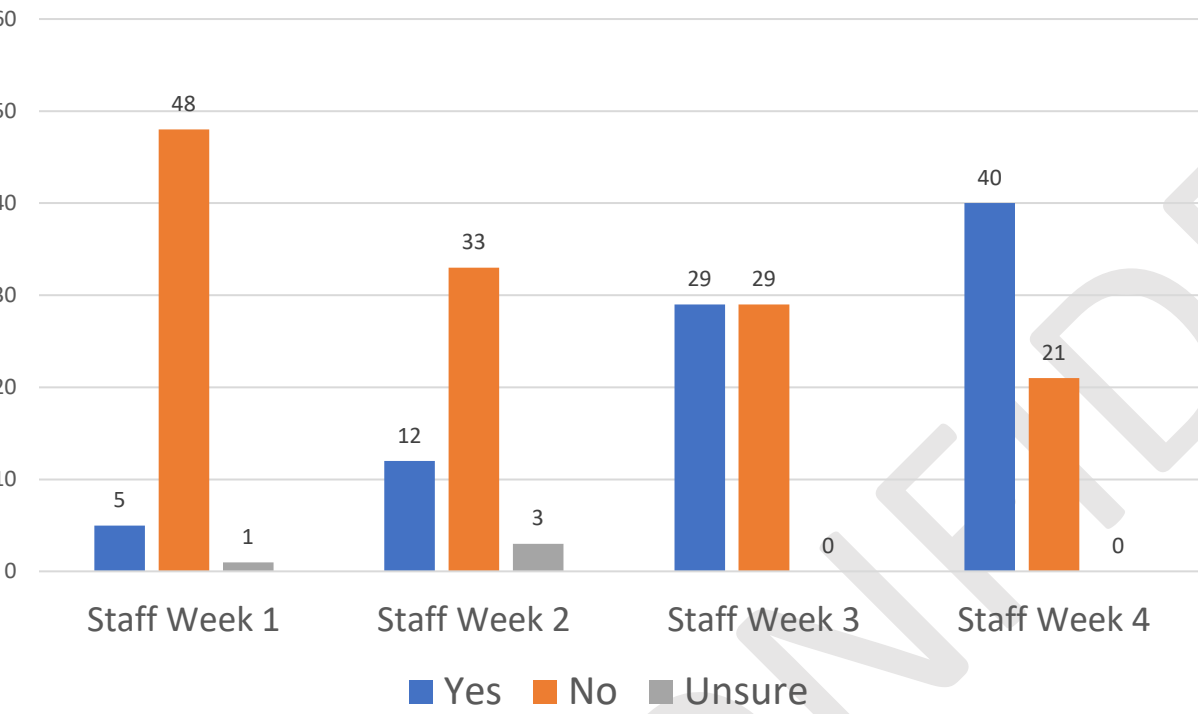
Week 1 n = 56

Week 2 n = 49

Week 3 n = 58

Week 4 n = 64

3
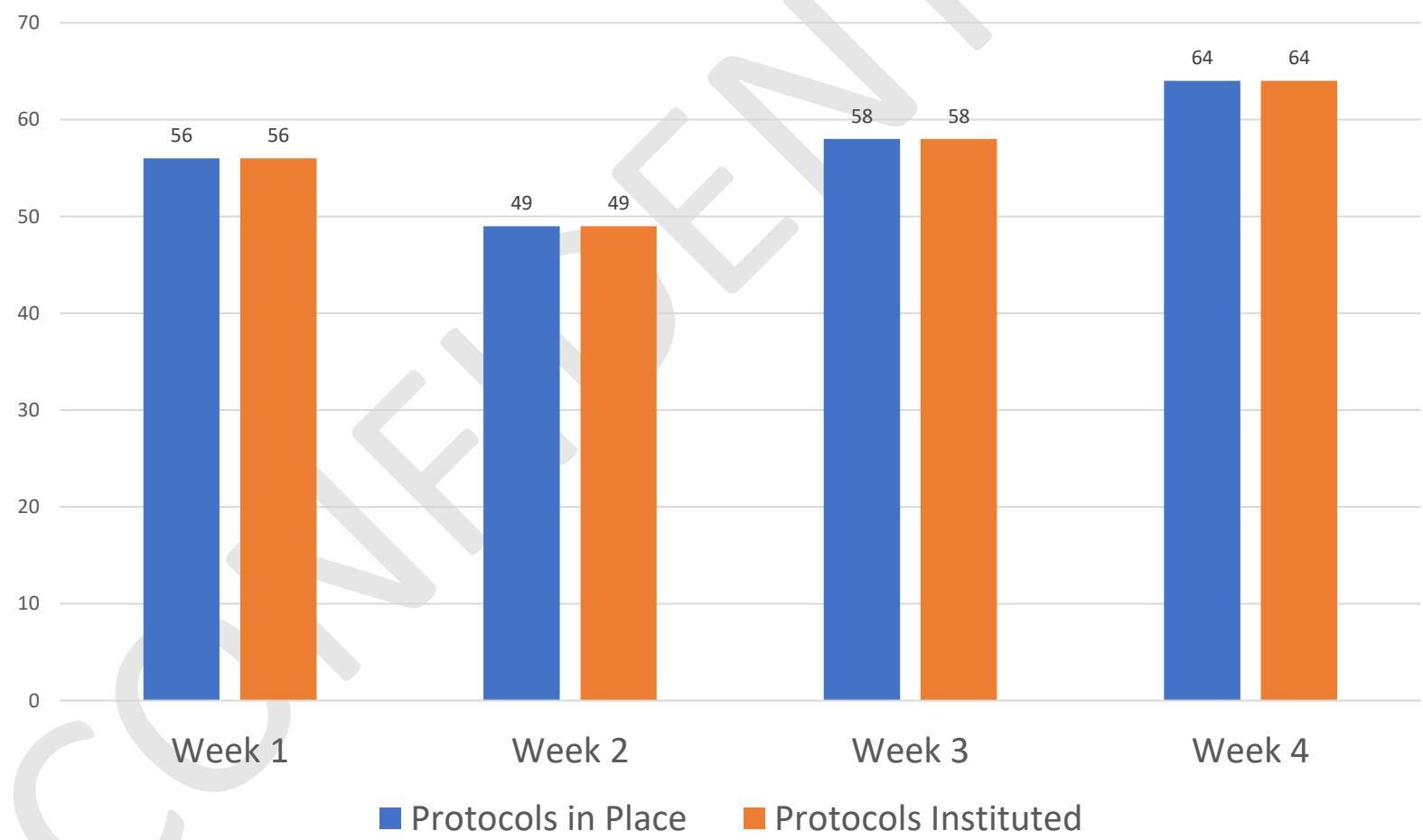
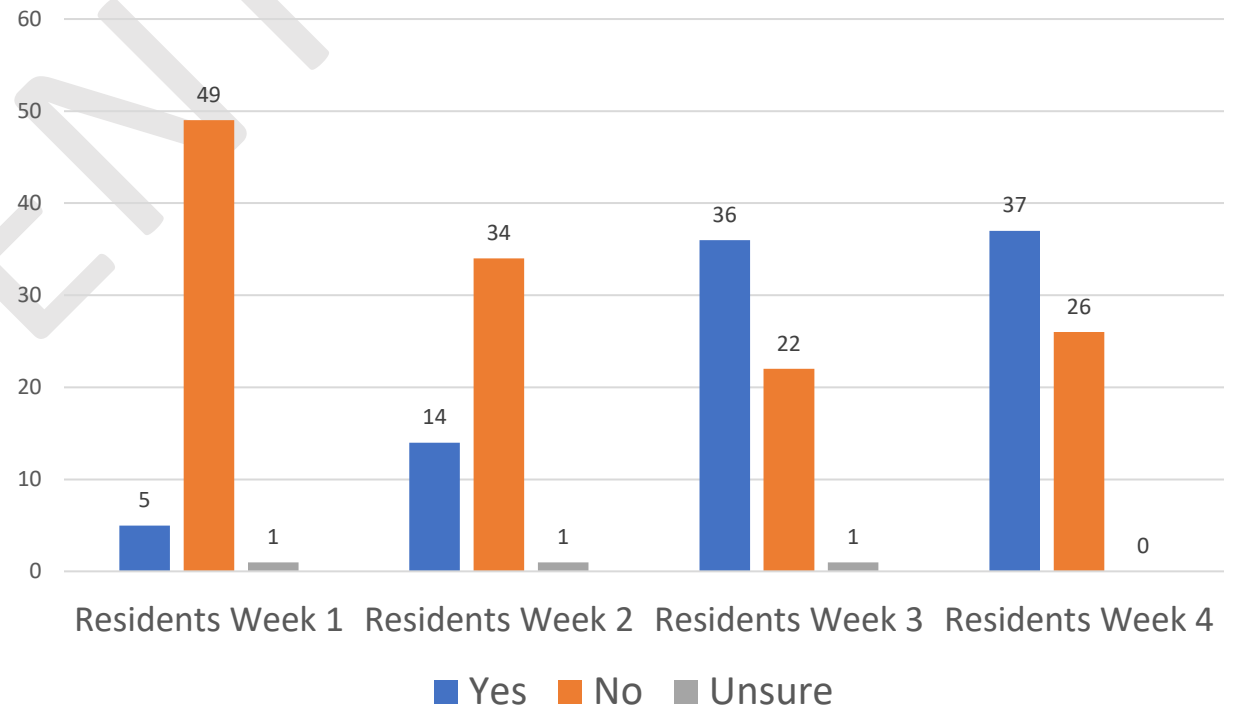As part of your COVID-19 protocols, has your community restricted access to:

Week 1 n = 56
Week 2 n = 49
Week 3 n = 58
Week 4 n = 64

Do you have any seniors housing communities with staff or residents who have been diagnosed with COVID-19 virus?
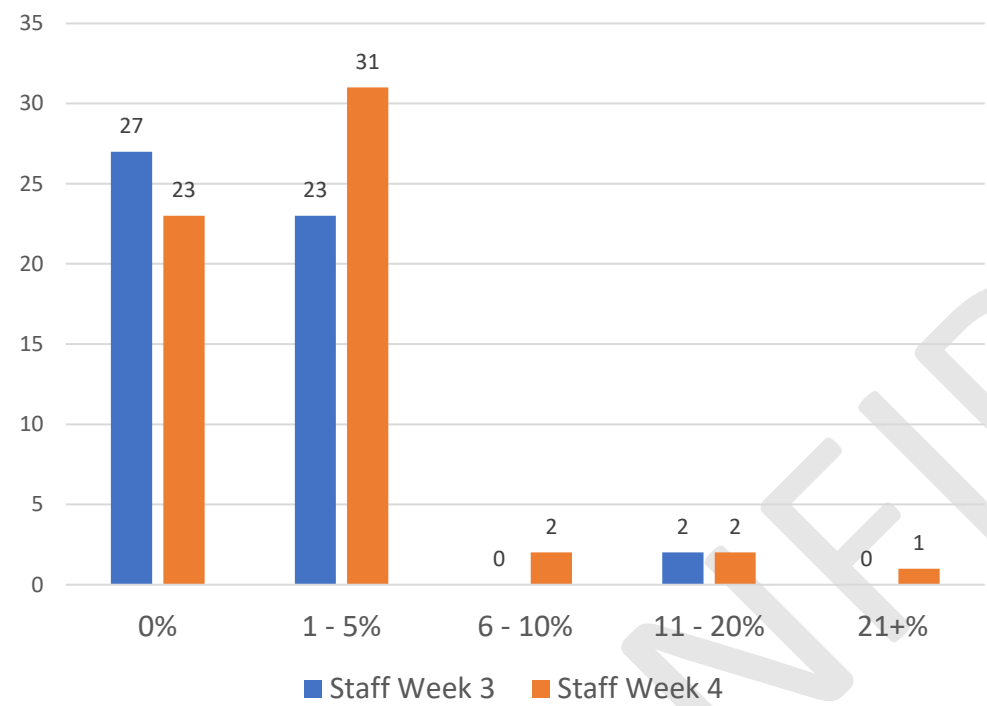

Staff Week 1 n = 54

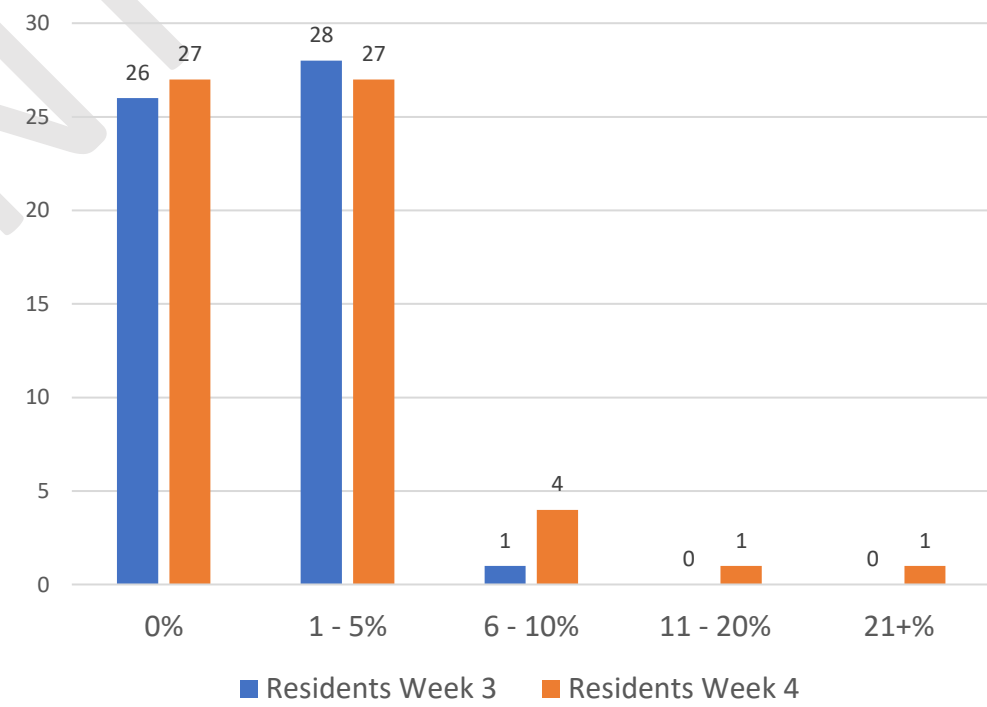Staff Week 2 n = 48

Staff Week 3 n = 58

Staff Week 4 n = 61

Residents Week 1 n = 55

Residents Week 2 n = 49

Residents Week 3 n = 59

Residents Week 4 n = 63

5

What percentage of your communities' staff or residents have been diagnosed with COVID-19 virus?
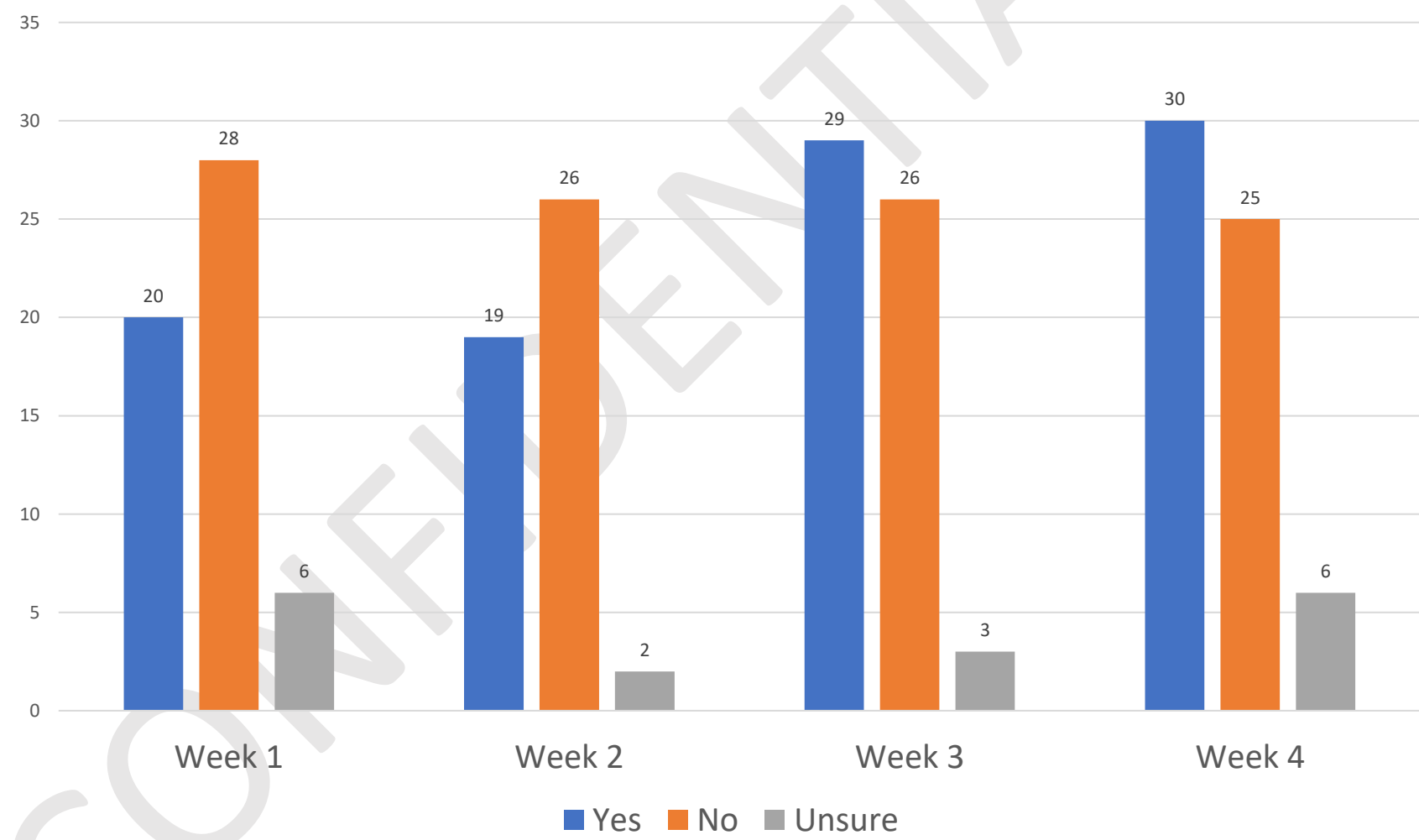
Note: Question was not asked weeks 1 & 2

Week 3 Staff n = 52
Week 4 Staff n = 59

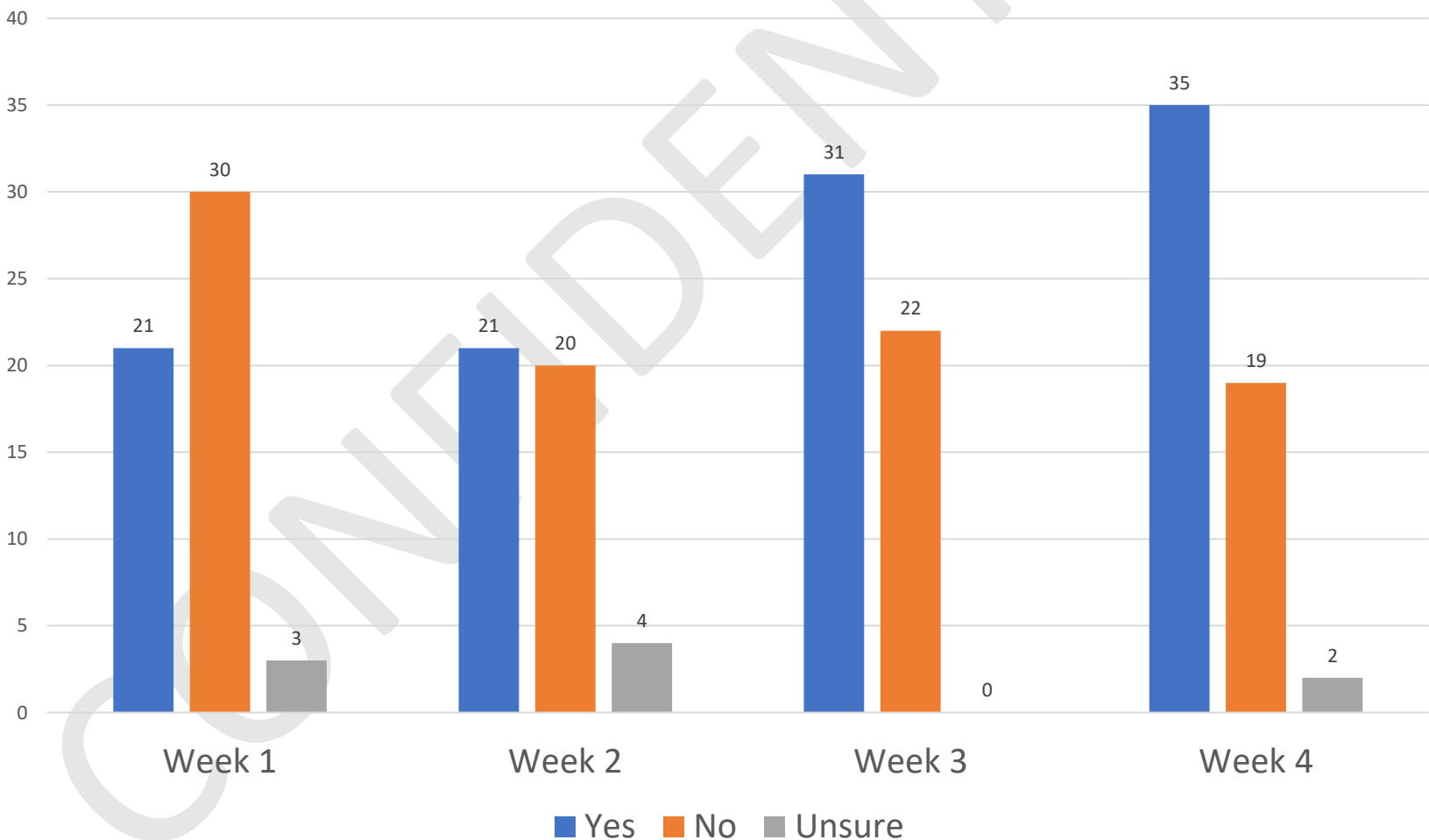Note: Question was not asked weeks 1 & 2

Week 3 Residents n = 55
Week 4 Residents n = 60

6

Has COVID-19 affected your ability to staff your communities?

Week 1 n = 54

Week 2 n = 47

Week 3 n = 58
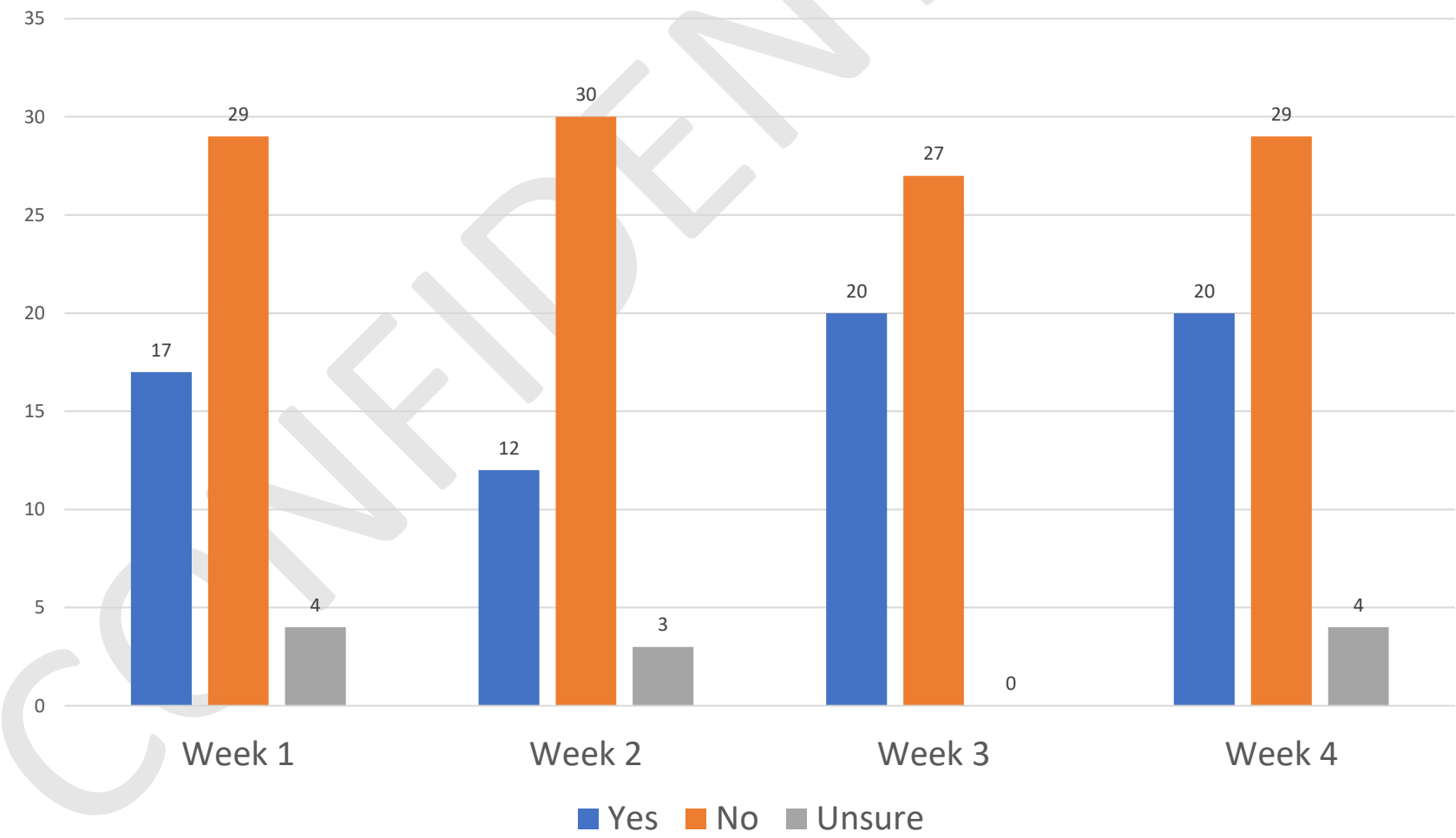
Week 4 n = 61

7

Have you taken any of the following steps with regards to your community staffing:
Added sick time benefits?

Week 1 n = 54

Week 2 n = 45
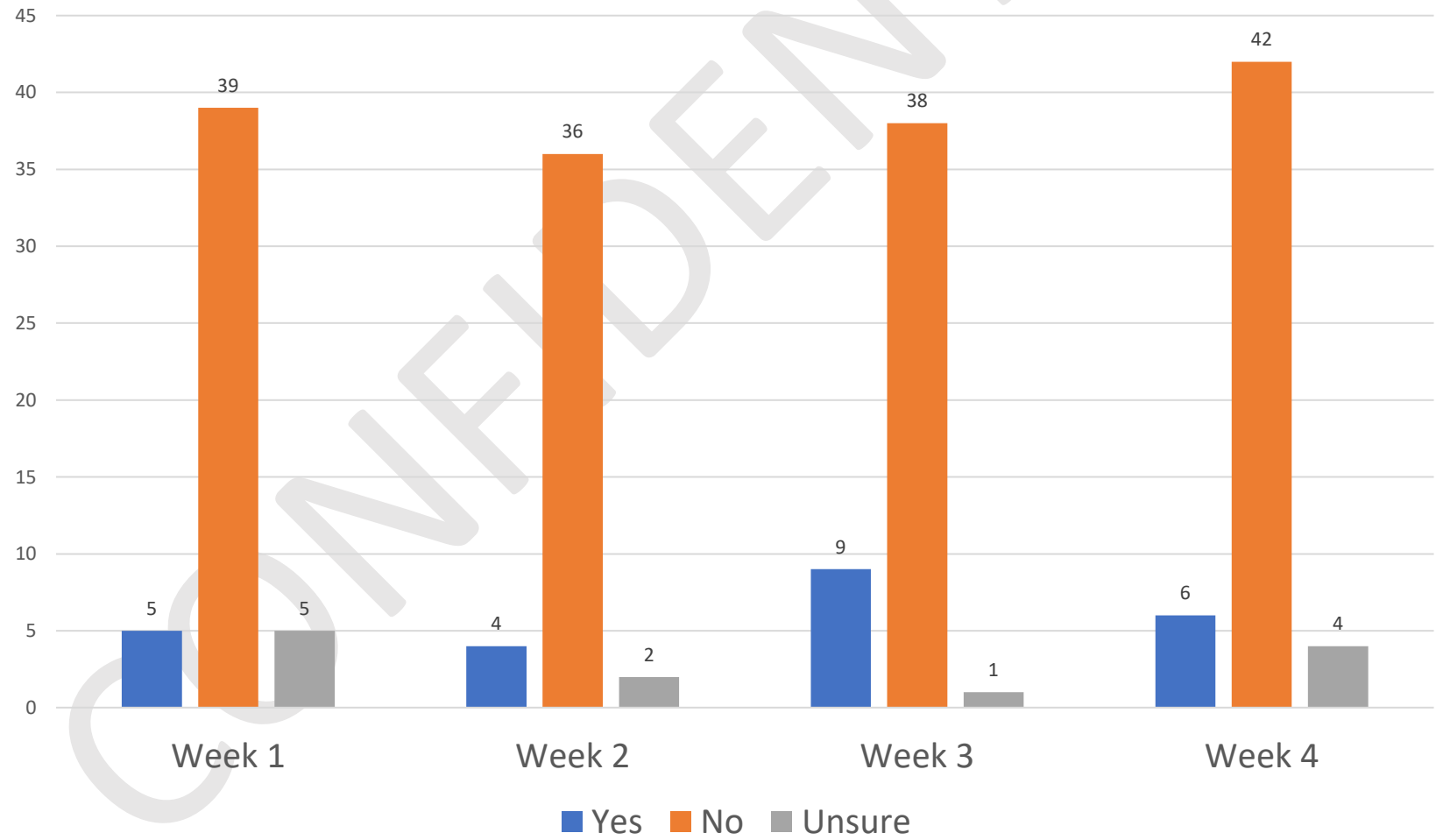
Week 3 n = 53

Week 4 n = 56

8

Have you taken any of the following steps with regards to your community staffing:
Added personal time?

Week 1 n = 50
Week 2 n = 45
Week 3 n = 47
Week 4 n = 53

■ Yes ■ No ■ Unsure

9

Have you taken any of the following steps with regards to your community staffing:
Added holiday pay?

Week 1 n = 49
Week 2 n = 42
Week 3 n = 48
Week 4 n = 52

10

Have you taken any of the following steps with regards to your community staffing:
Added childcare benefits?
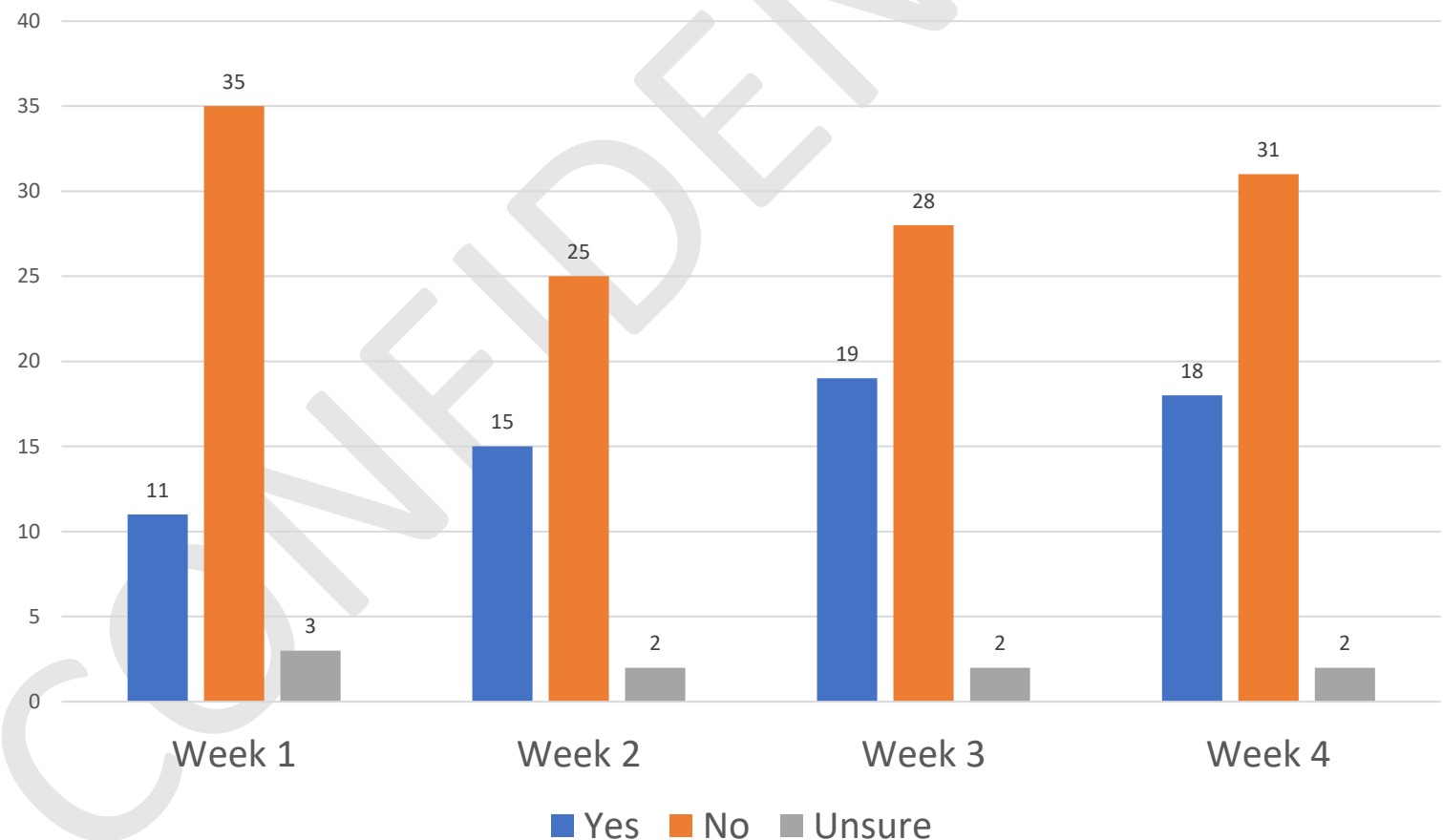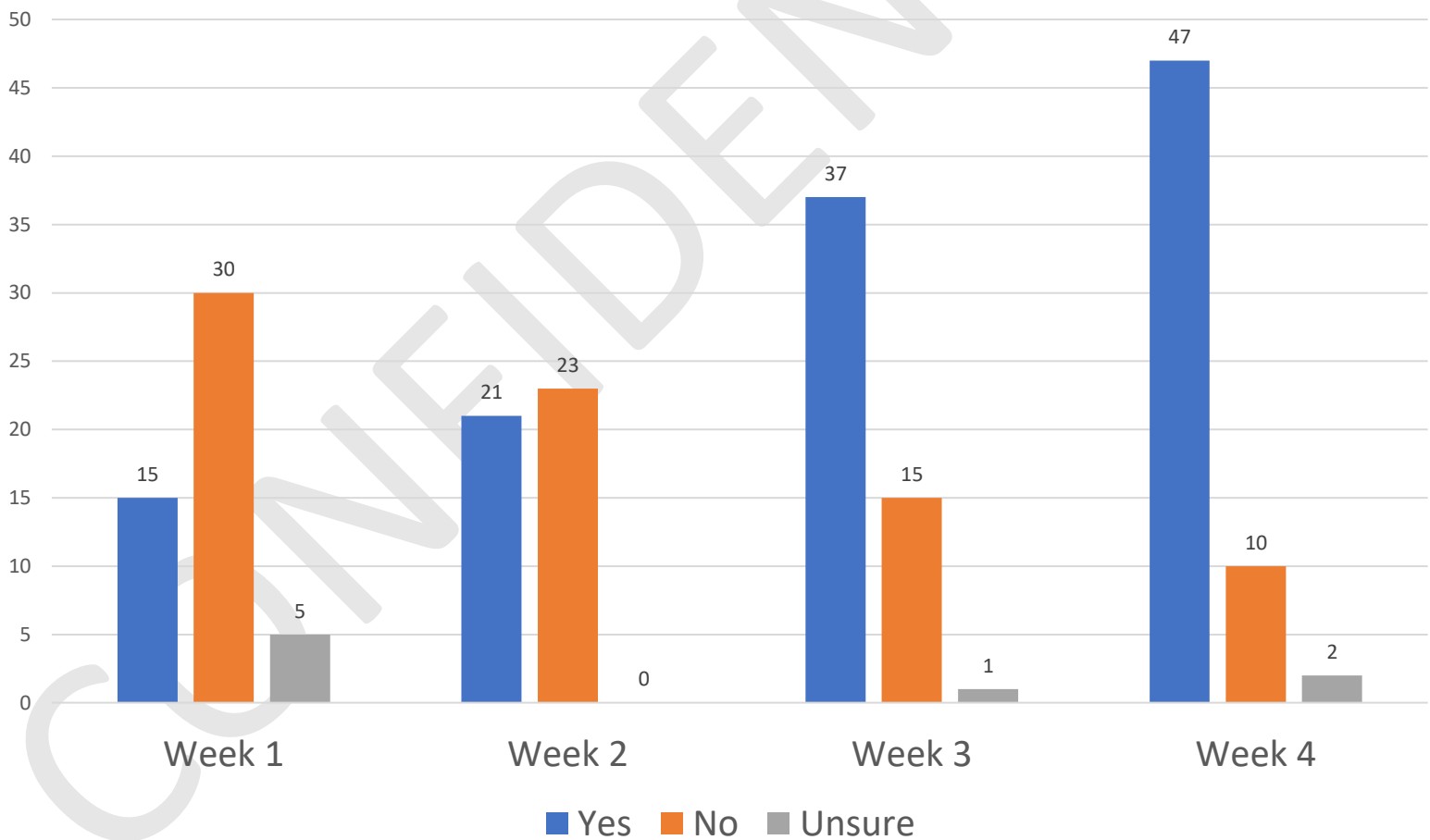

Week 1 n = 49
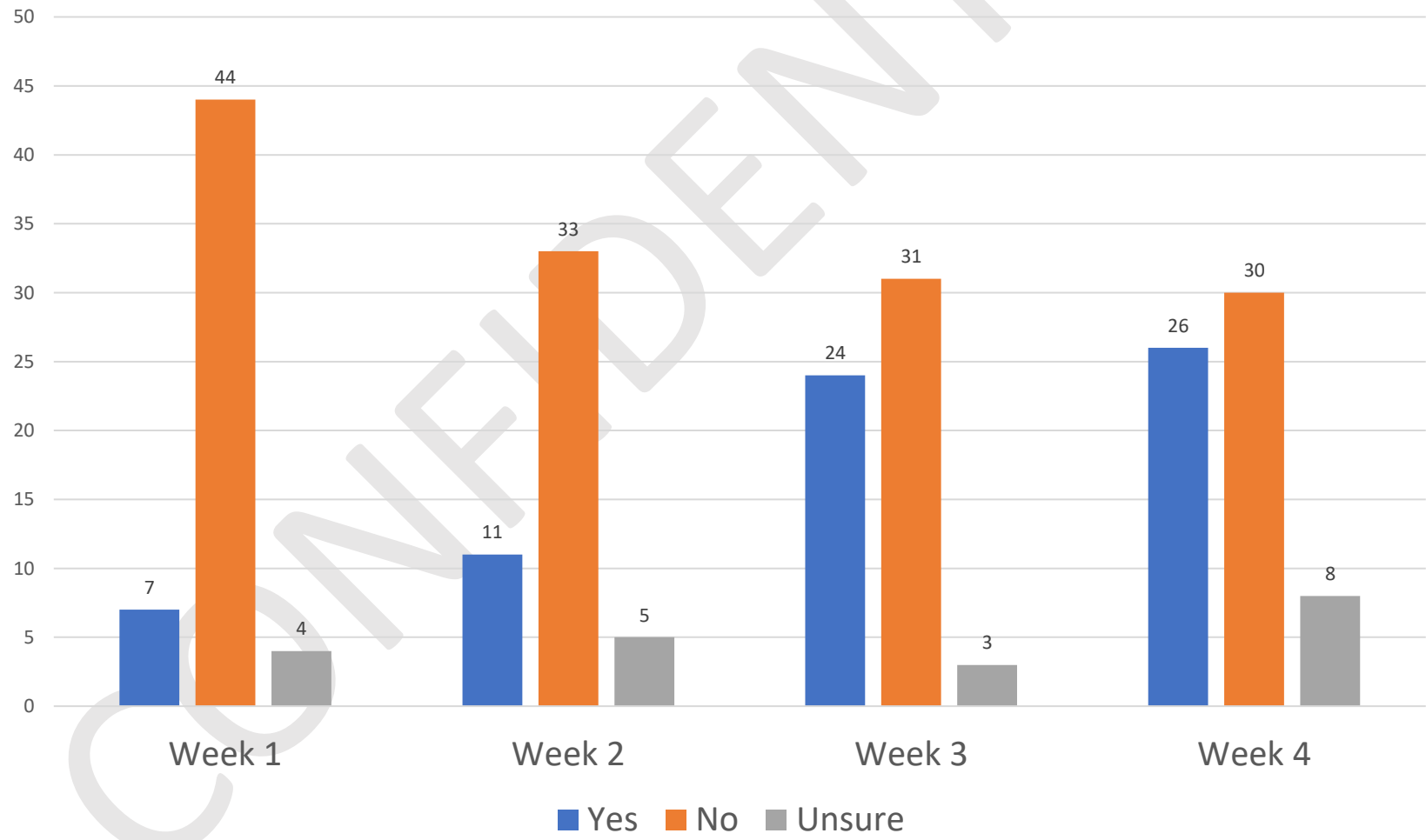
Week 2 n = 42

Week 3 n = 49

Week 4 n = 51

11

Have you taken any of the following steps with regards to your community staffing:
Increased wages or other benefits?

Week 1 n = 50
Week 2 n = 44
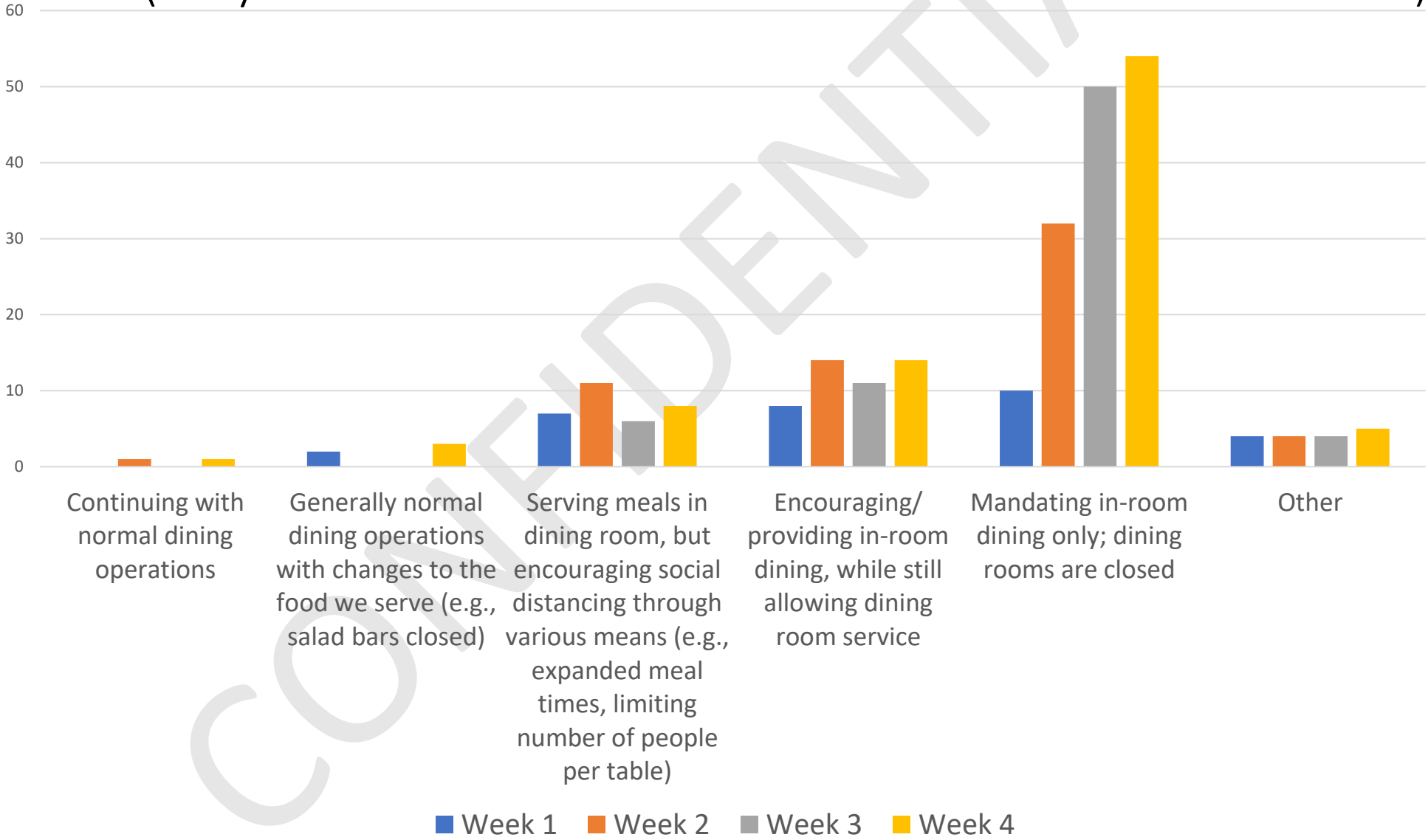Week 3 n = 53
Week 4 n = 59

■ Yes ■ No ■ Unsure

12

Have you had any residents move out due to concerns related to COVID-19?

Week 1 n = 55
Week 2 n = 49
Week 3 n = 58
Week 4 n = 64

What, if any, changes have you made to your dining operations (for your communities without a known case of COVID-19)?

Week 1 n = 26
Week 2 n = 47
Week 3 n = 58
Week 4 n = 63

14

Are you conducting tours as usual (with or without pre-screening)?
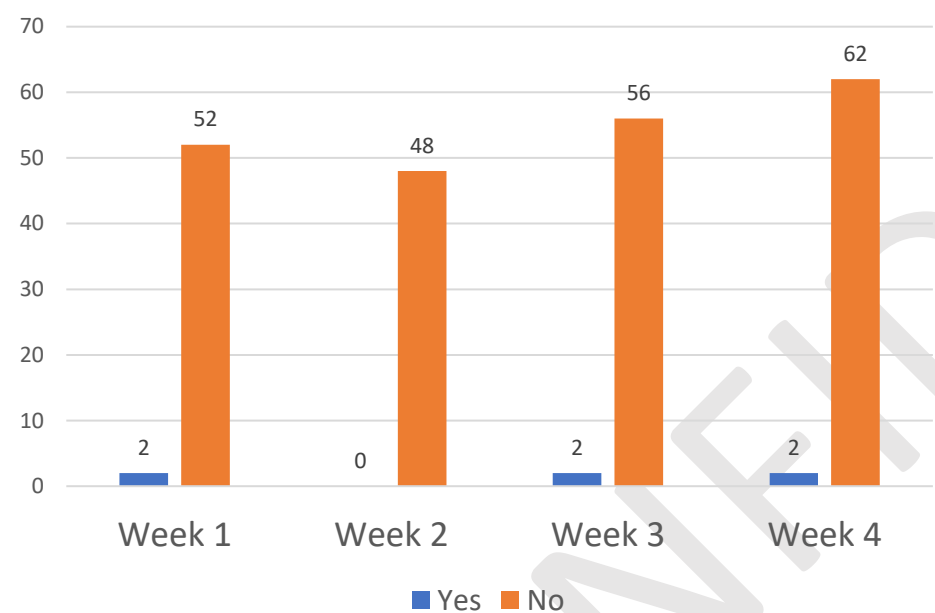
Week 1 n = 54
Week 2 n = 48
Week 3 n = 58
Week 4 n = 64

If no, are you conducting tours:
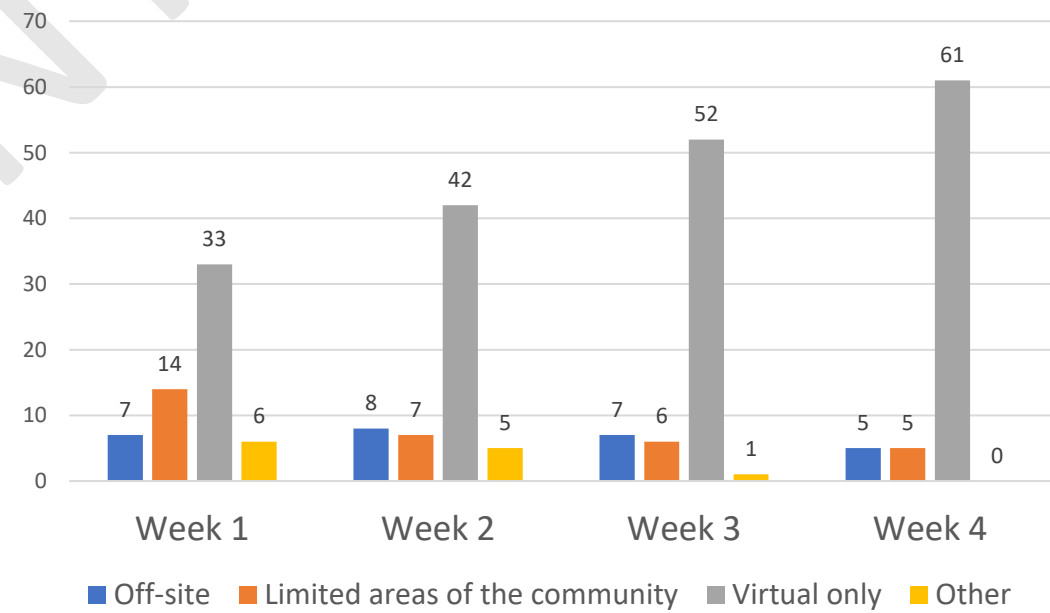
Week 1 n = 60
Week 2 n = 46
Week 3 n = 58
Week 4 n = 63

Have you had any prospects cancel plans to move-in due to COVID-19 fears?

Week 1 n = 55
Week 2 n = 46
Week 3 n = 58
Week 4 n = 64

Do you expect to move-in new residents before the end of this month?

Week 1 n = 54

Week 2 n = 47

Week 3 n = 58

Week 4 n = 64

17
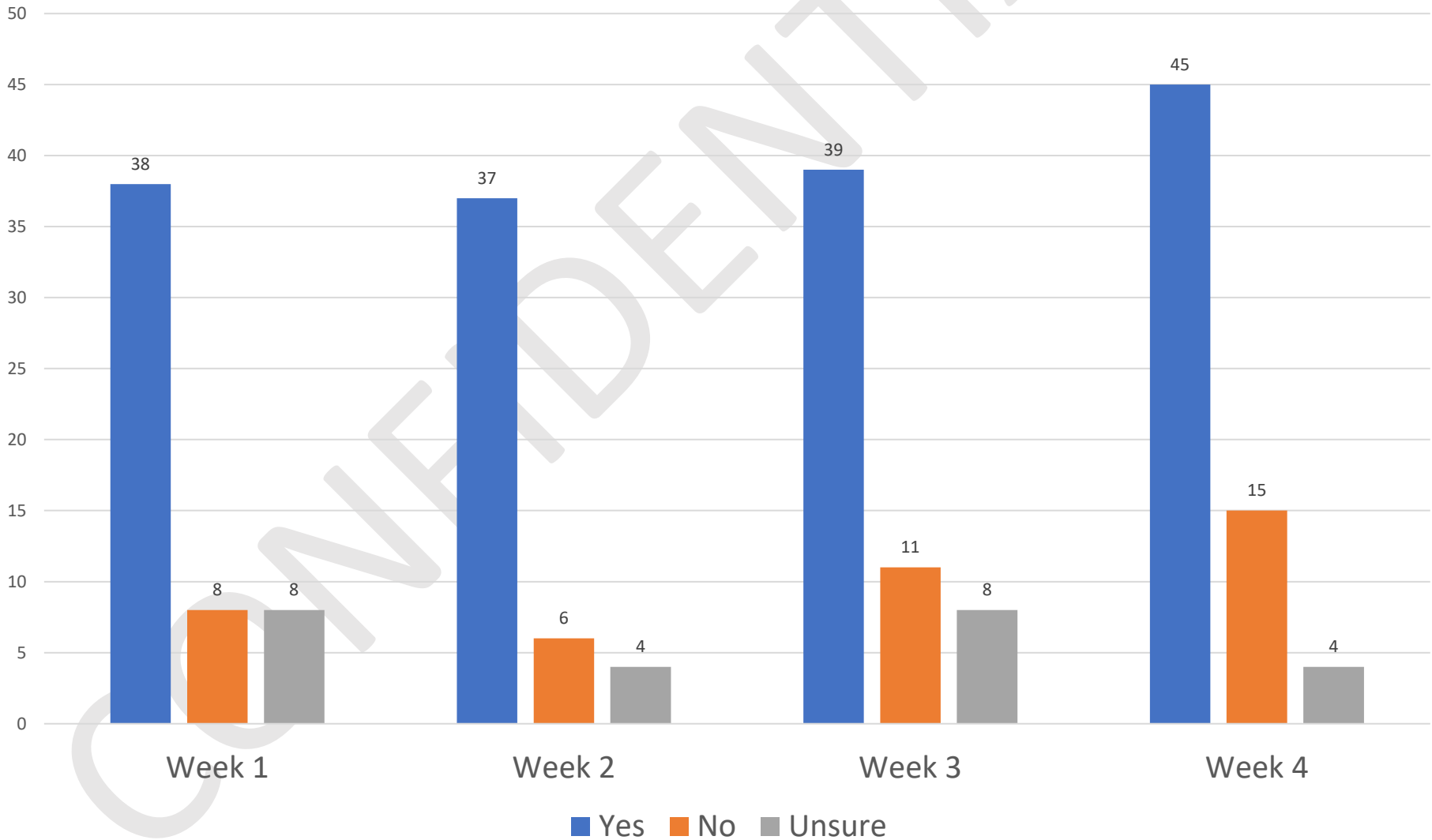
Since the emergence of COVID-19 in the U.S., please note the impact to your community's occupancy rates:

- Occupancy has Increased by more than 2%
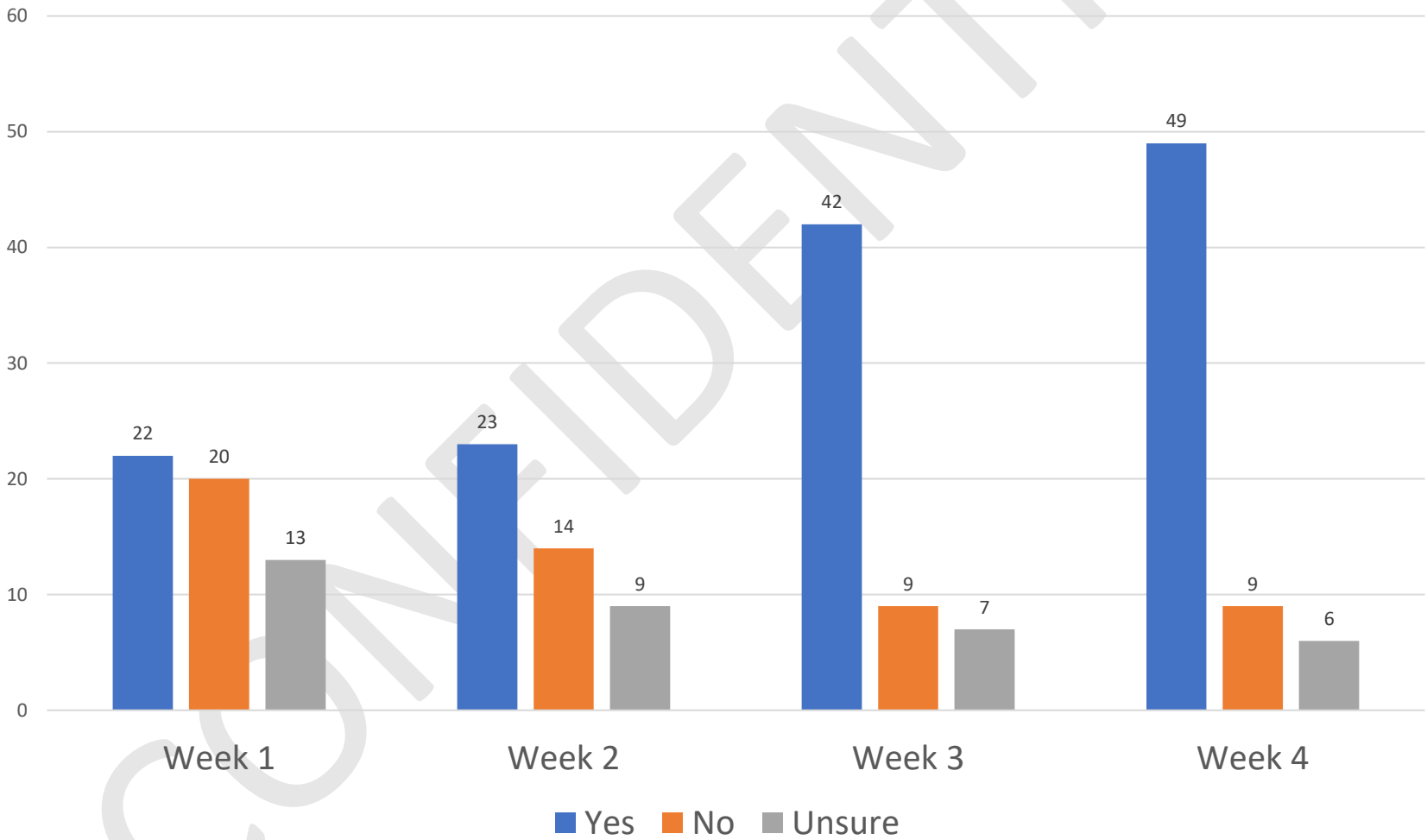- Occupancy has Increased Slightly (1% - 2%)
- Occupancy has Remained the Same
- Occupancy has Decreased Slightly (1% - 2%)
- Occupancy has Decreased by more than 2%
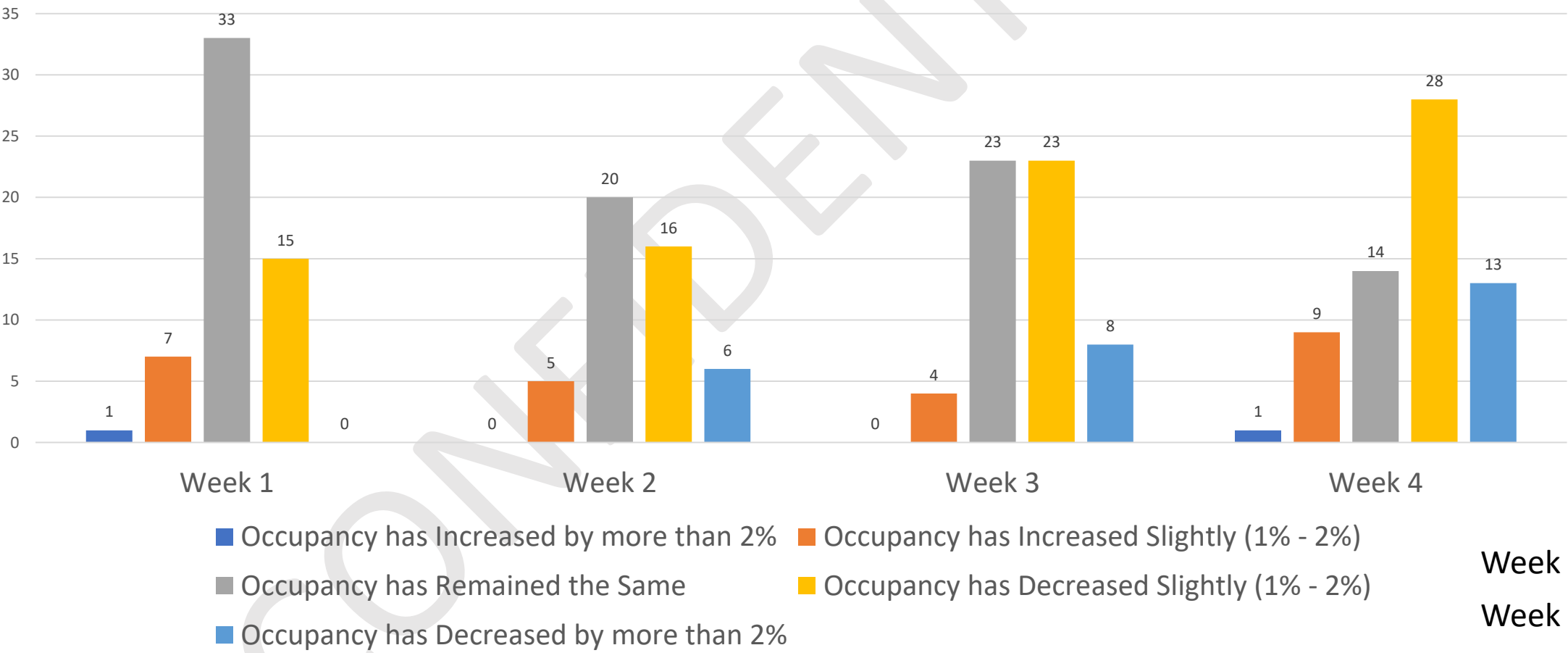
Week 1 n = 56

Week 2 n = 47

Week 3 n = 58

Week 4 n = 65

18

AMERICAN
SENIORS
HOUSING
ASSOCIATION
Living Longer Better

Since the emergence of COVID-19 in the U.S. markets that you operate, please select the answer that best characterizes prospect traffic at your communities:

- ■ No discernible difference (i.e. similar traffic and move-in as in 2019)
- ■ Somewhat less prospect traffic/move-ins
- ■ Significantly less prospect traffic/move-ins
- ■ We are effectively not moving any new residents in to our communities until the crisis abates
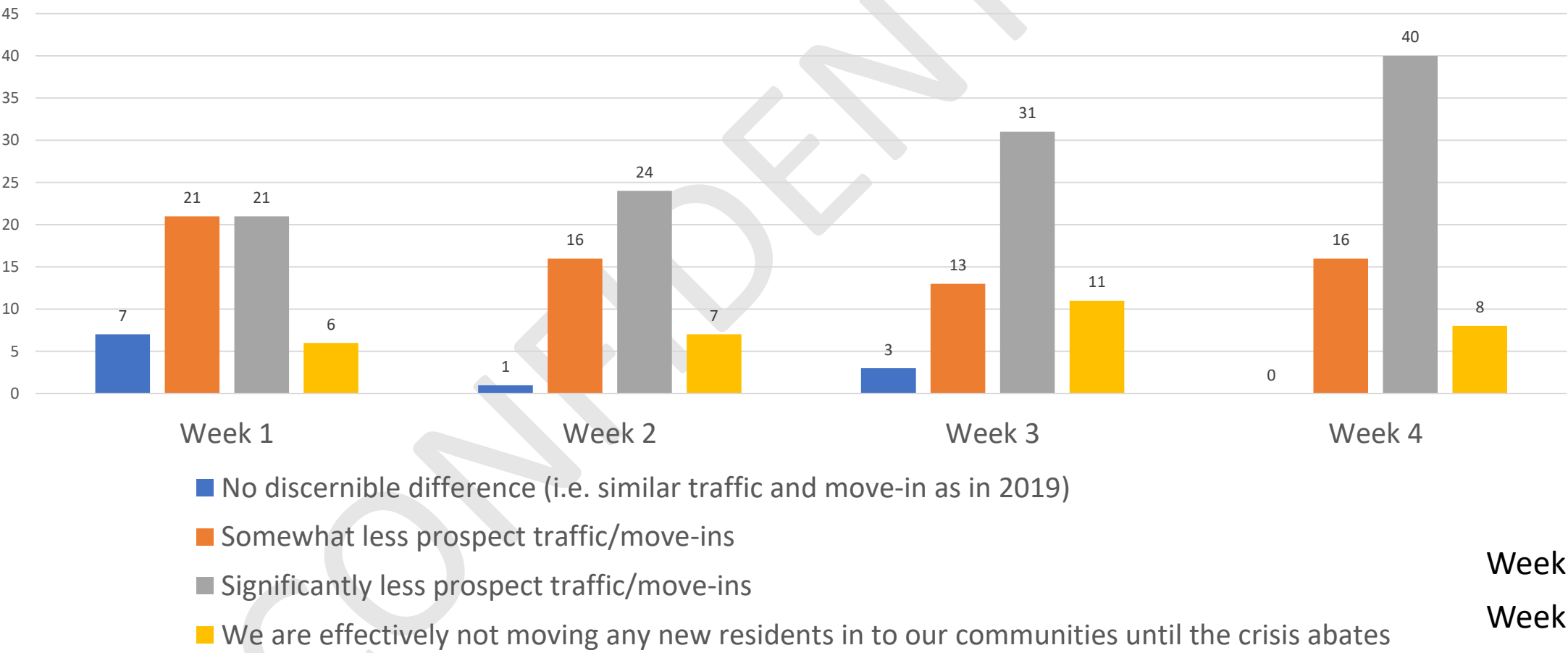
Week 1 n = 55

Week 2 n = 48

Week 3 n = 58

Week 4 n = 64

19

Are you involved in a current capital transaction?
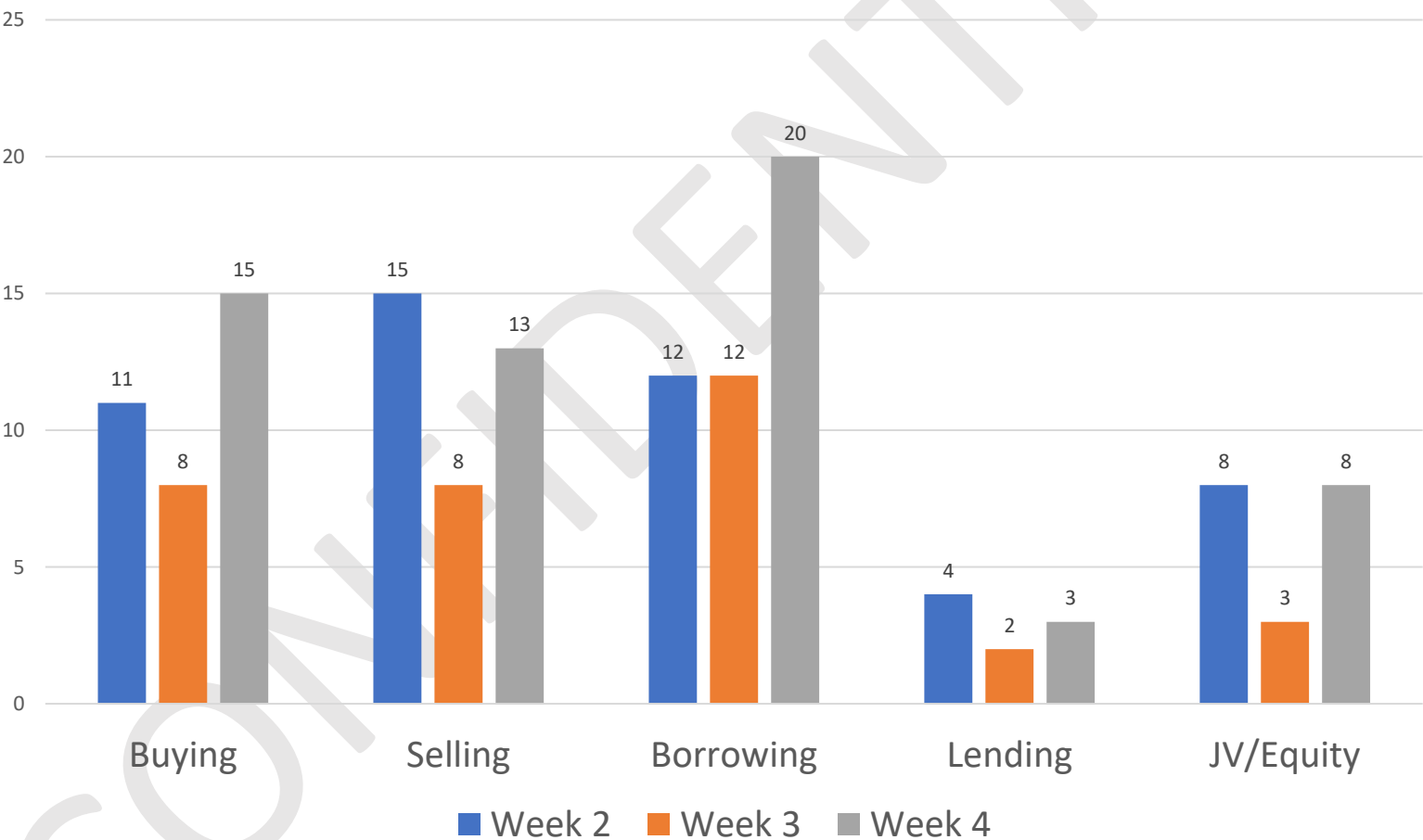
Note: Question was not asked week 1

Week 2 n = 31
Week 3 n = 22
Week 4 n = 36

Is your capital transaction?

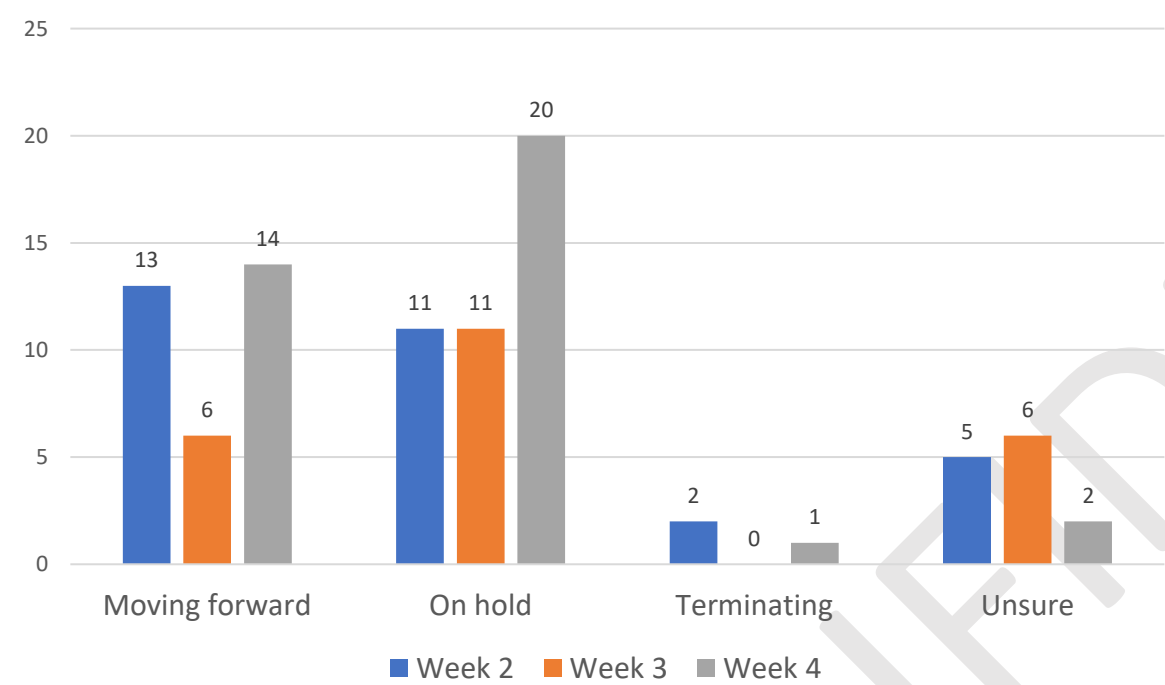**If you answered on hold or terminating, do you attribute this to:**

Note: Question was not asked week 1

Note: Question was not asked week 1
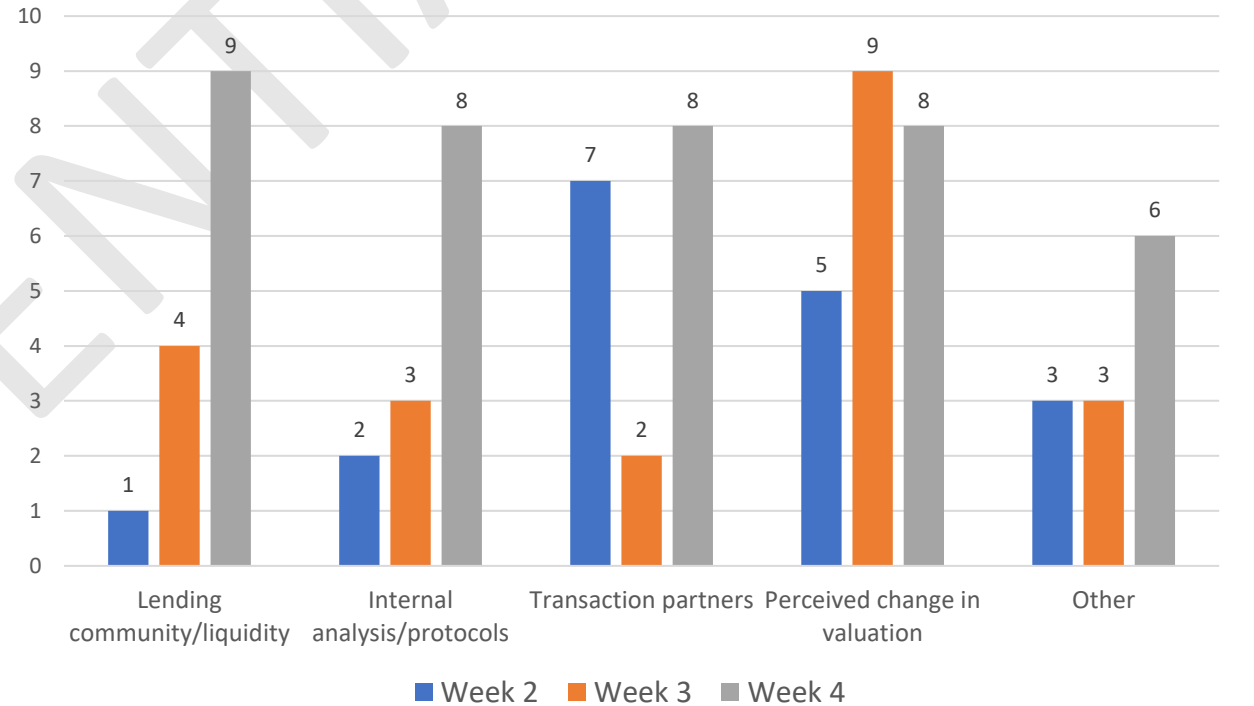
Week 2 n = 31
Week 3 n = 23
Week 4 n = 37

Week 2 n = 16
Week 3 n = 17
Week 4 n = 23

21

Do you anticipate current capital markets will:

Note: Question was not asked week 1

■ Week 2   ■ Week 3   ■ Week 4
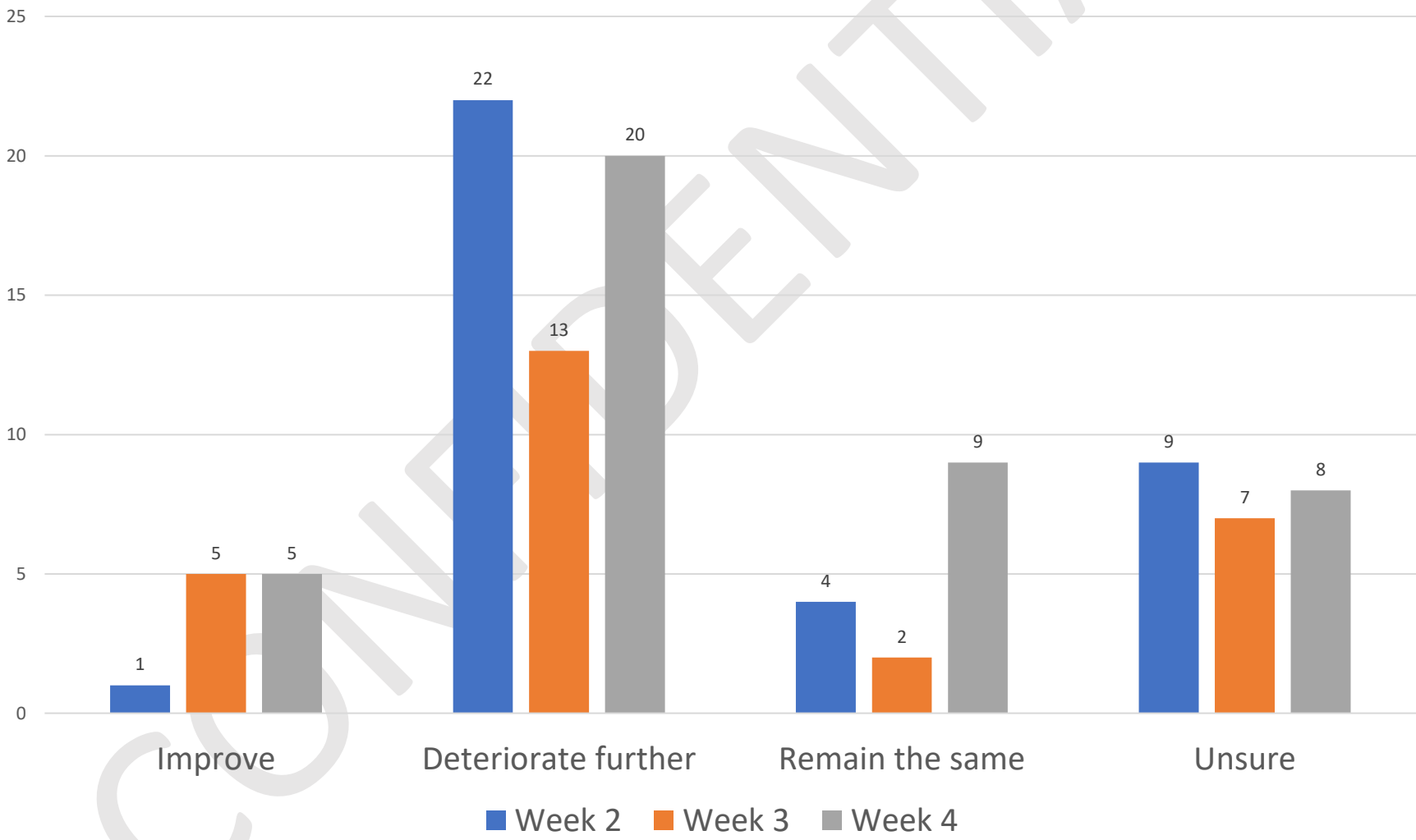
Week 2 n = 36
Week 3 n = 27
Week 4 n = 42

22

Do you think that the COVID-19 pandemic will have an adverse impact on sector valuations that will last:

Week 2 ■ Week 3 ■ Week 4
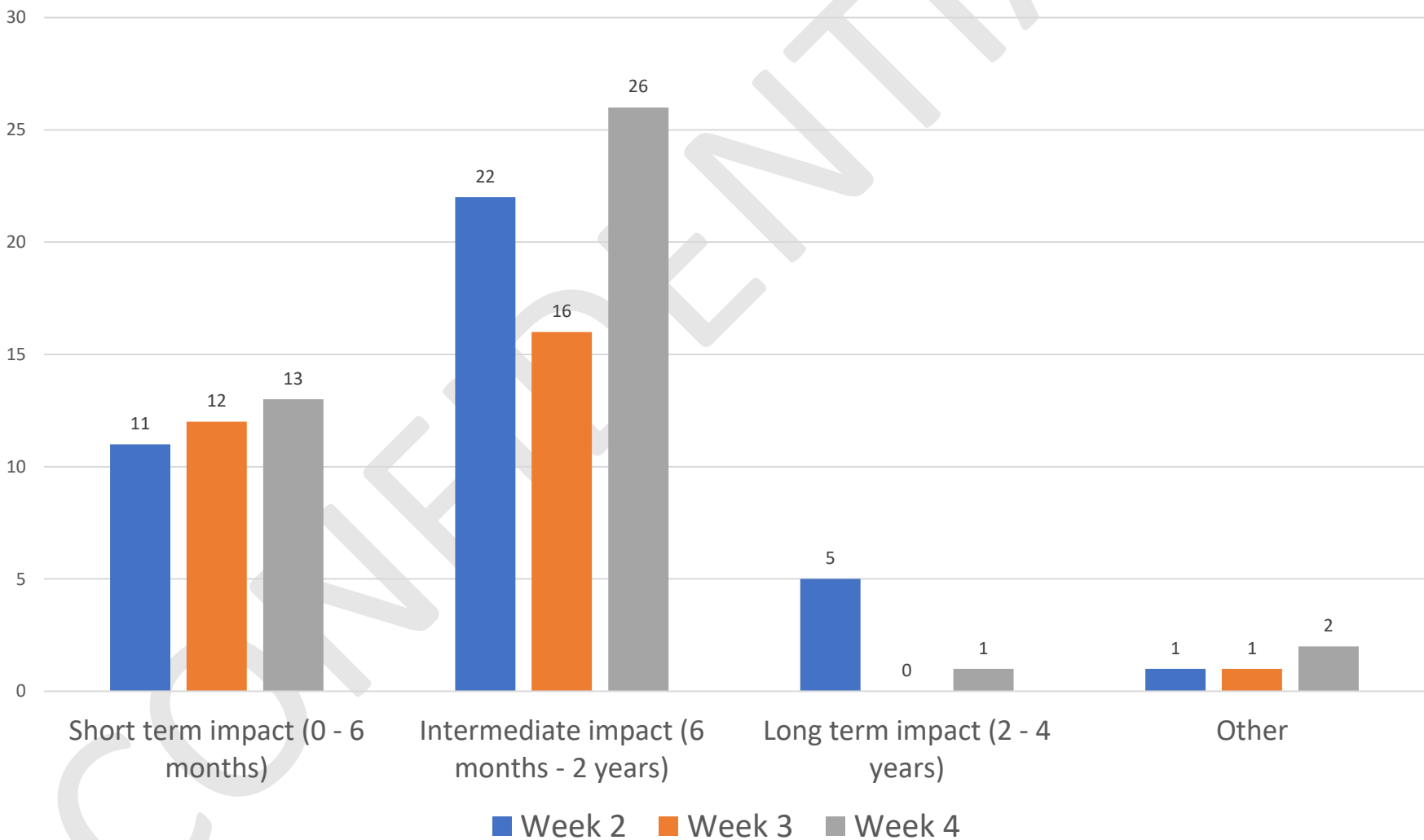
Note: Question was not asked week 1
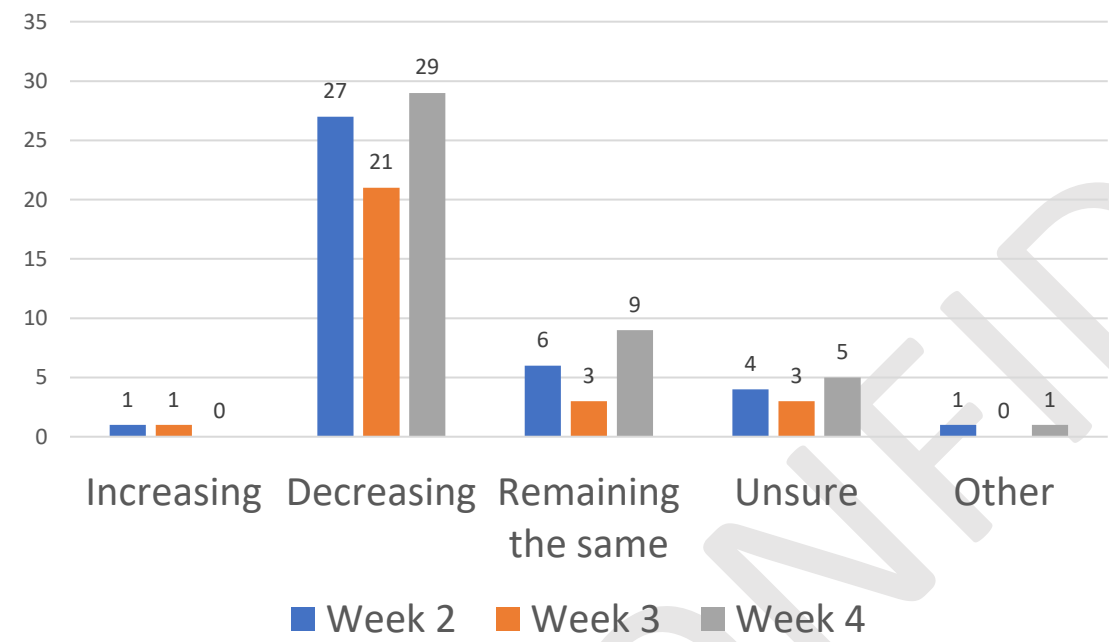
Week 2 n = 39
Week 3 n = 29
Week 4 n = 42

With regards to transaction marketplace, do you anticipate market values:

Legend: ■ Week 2 ■ Week 3 ■ Week 4

Categories (left to right): Increasing, Decreasing, Remaining the same, Unsure, Other

- Increasing: 1, 1, 0
- Decreasing: 27, 21, 29
- Remaining the same: 6, 3, 9
- Unsure: 4, 3, 5
- Other: 1, 0, 1

Note: Question was not asked week 1

Week 2 n = 39
Week 3 n = 28
Week 4 n = 44

Based on your answer do you attribute this to:

Legend: ■ Week 2 ■ Week 3 ■ Week 4

Categories (left to right): Liquidity, Operational performance at property, Perceived changes in risk adjusted returns, Changes in investment thesis (i.e. core plus, value add, etc.), Other

- Liquidity: 13, 4, 13
- Operational performance at property: 16, 14, 22
- Perceived changes in risk adjusted returns: 23, 17, 26
- Changes in investment thesis (i.e. core plus, value add, etc.): 8, 4, 8
- Other: 3, 1, 1
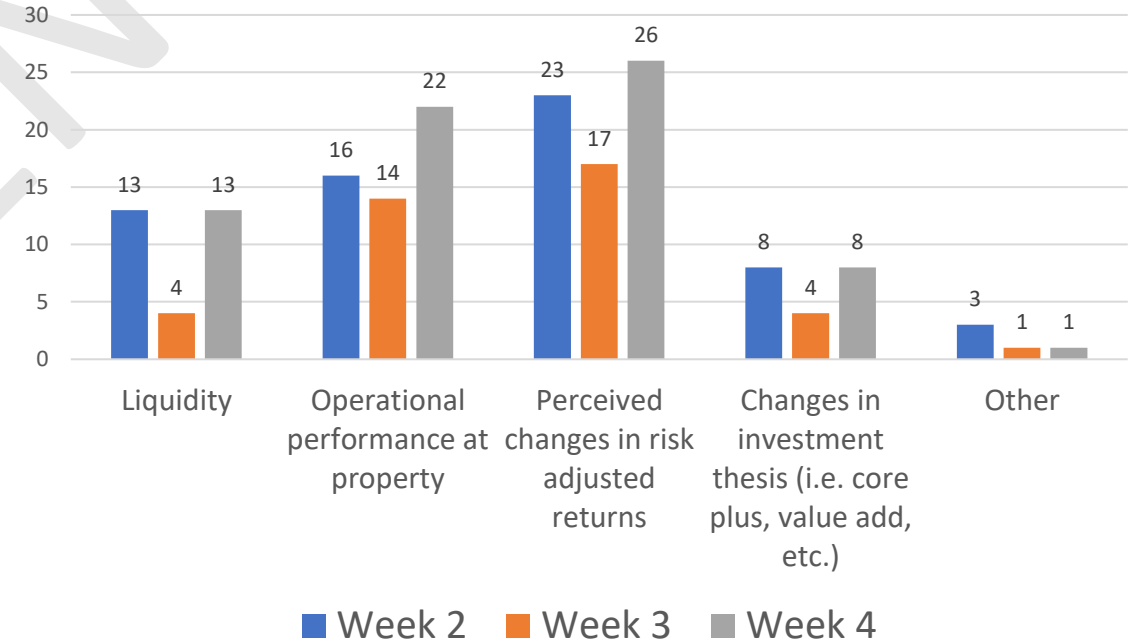
Note: Question was not asked week 1

Week 2 n = 38
Week 3 n = 27
Week 4 n = 41

24