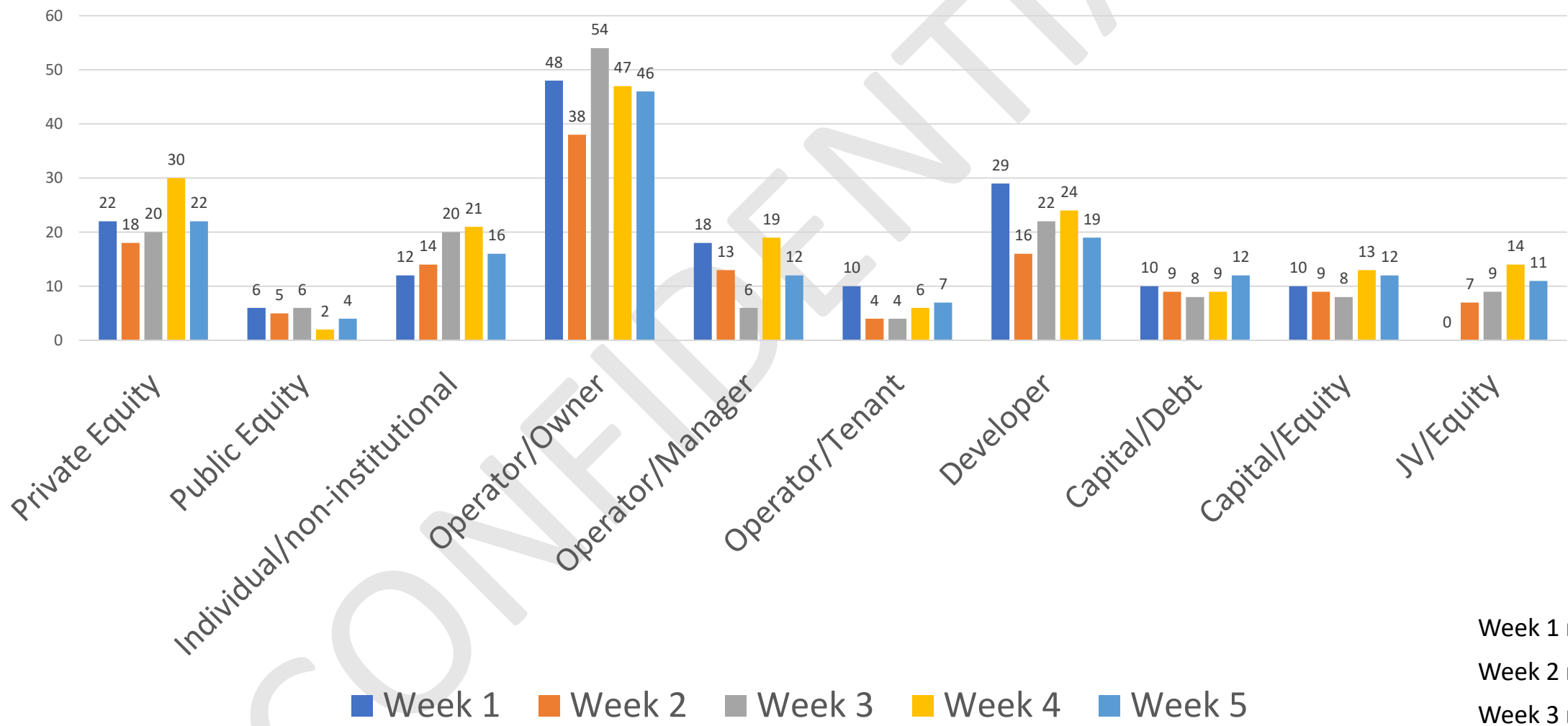
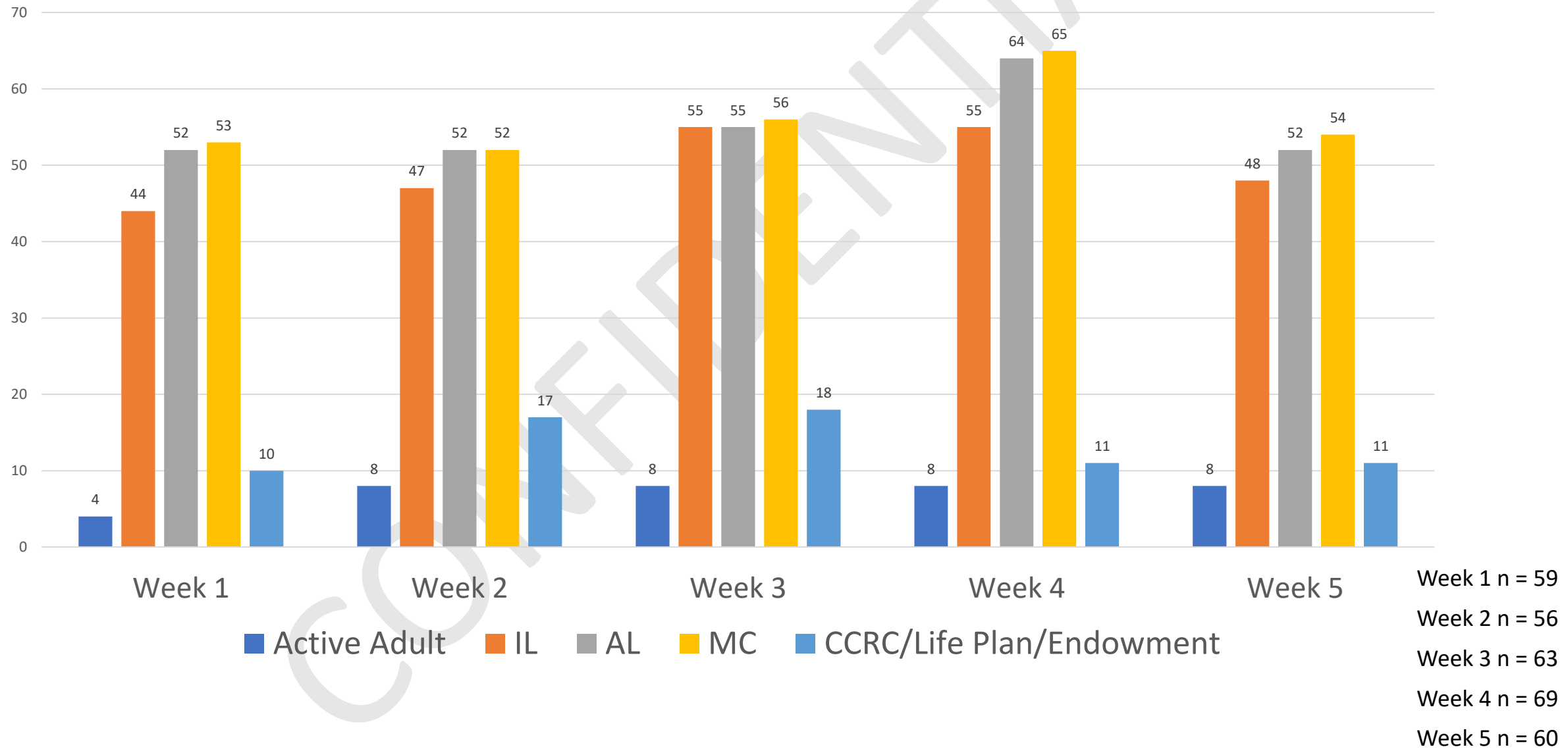


Are you an Owner, Operator, Developer, Financier?

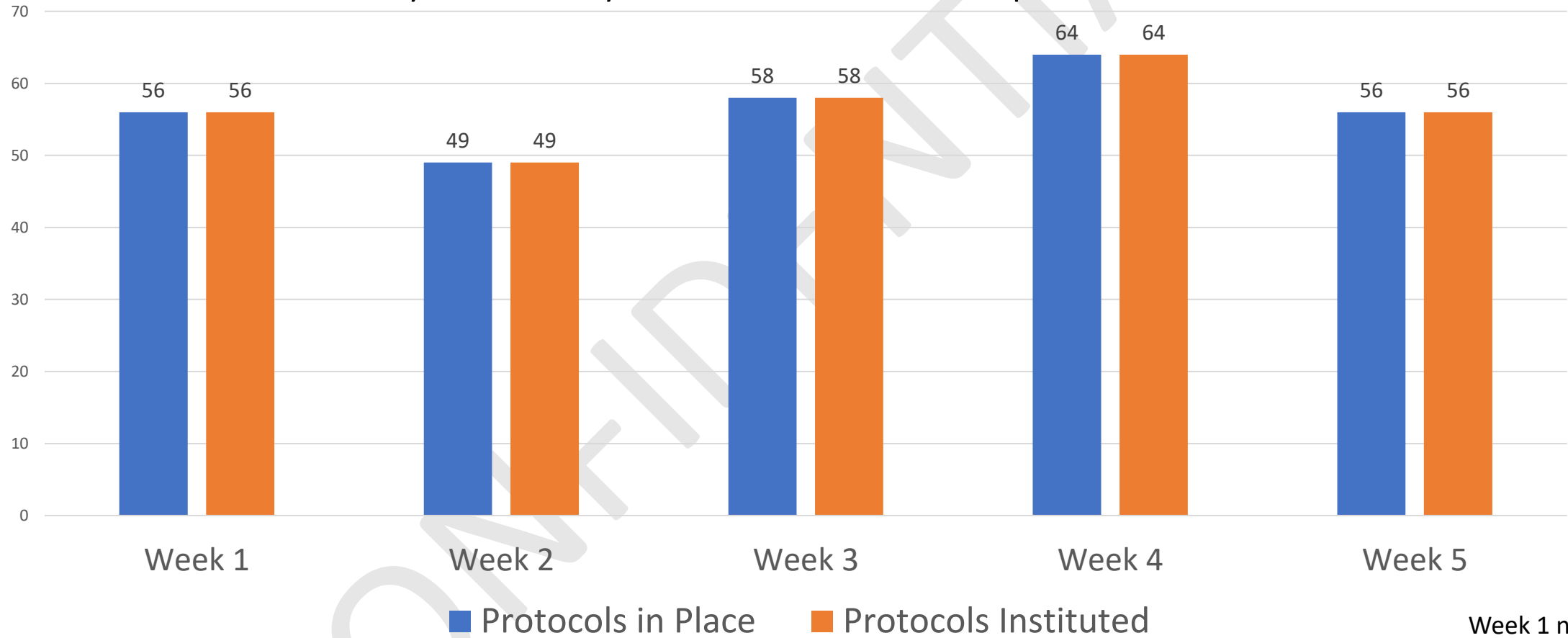


Week 1 n = 59
Week 2 n = 56
Week 3 n = 63
Week 4 n = 69
Week 5 n = 60

Product Type

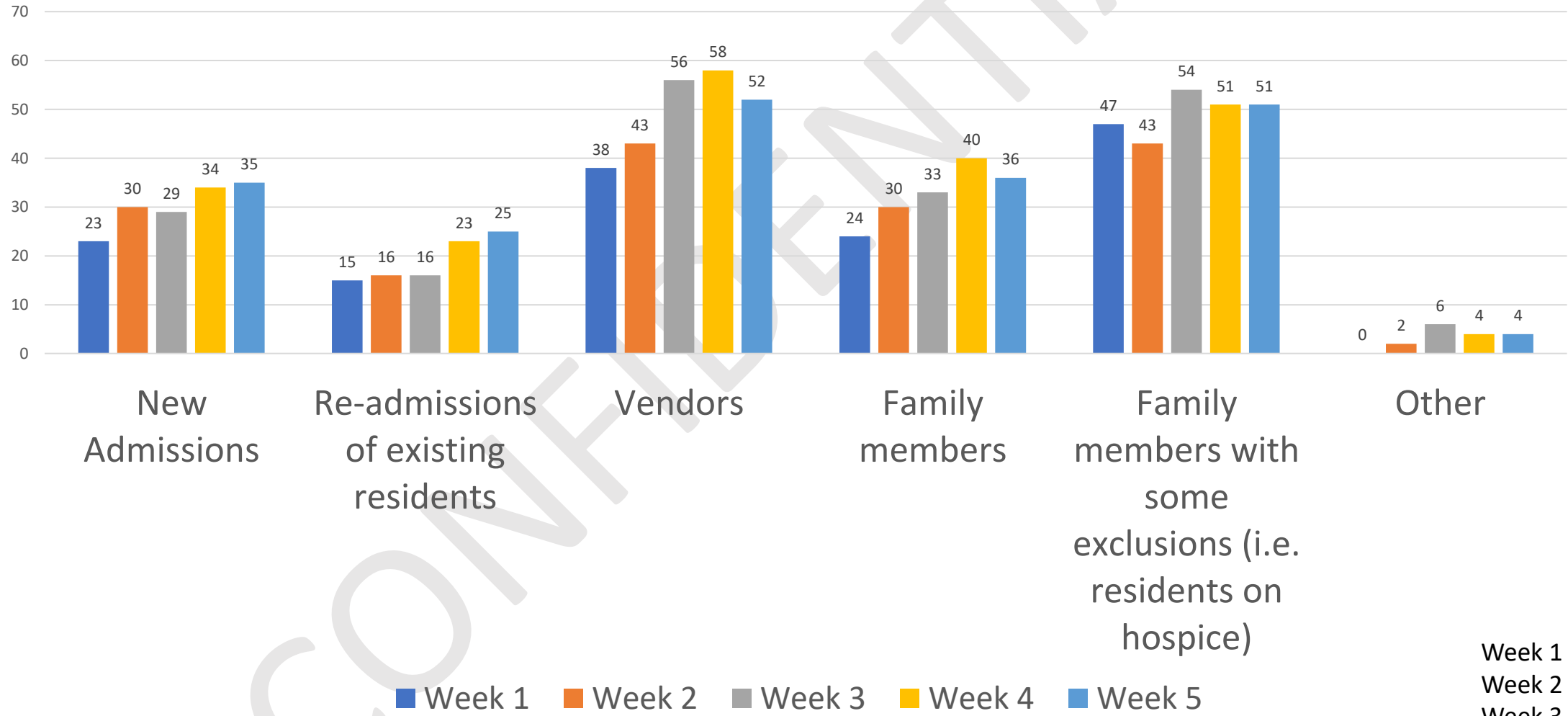


Do you have protocols in place associated with the COVID-19 Virus?
If yes, have you instituted these protocols?



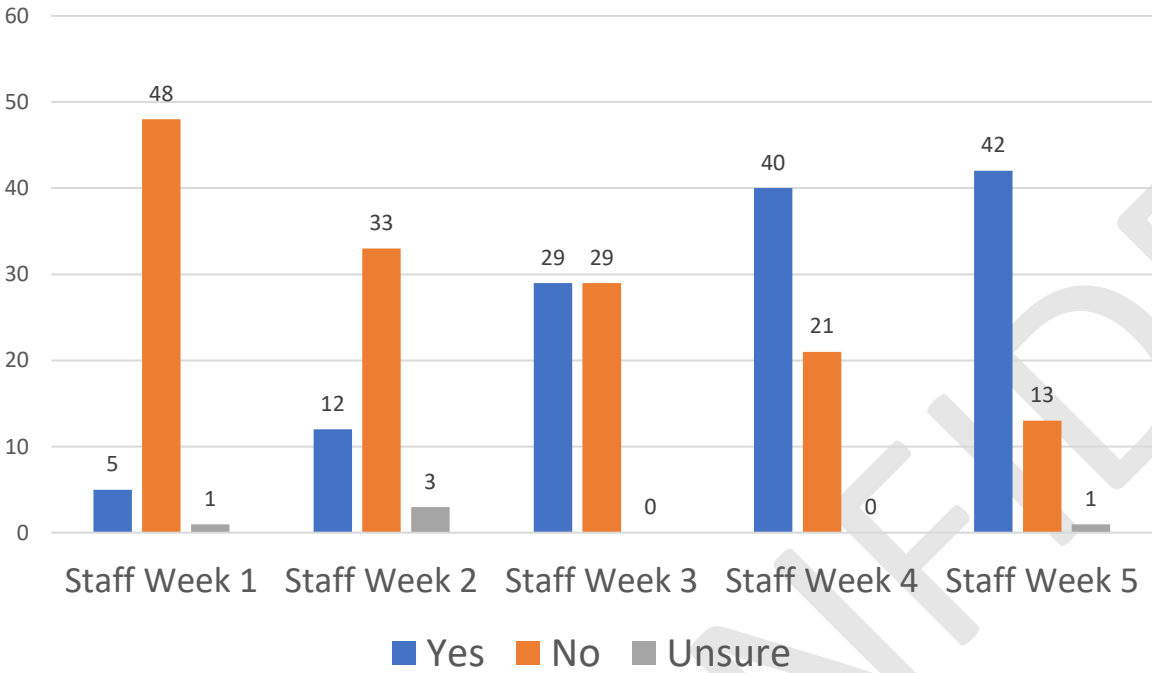
Week 1 n = 56
Week 2 n = 49
Week 3 n = 58
Week 4 n = 64
Week 5 n = 56

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

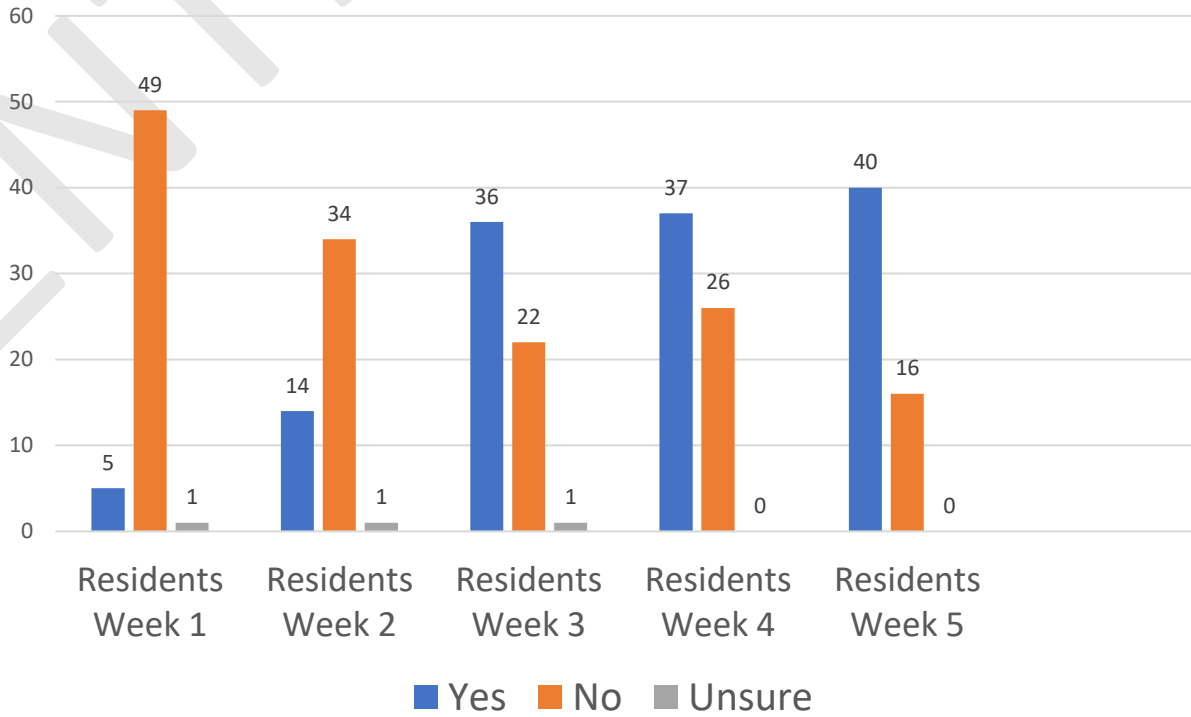


Week 1 n = 56
Week 2 n = 49
Week 3 n = 58
Week 4 n = 64
Week 5 n = 56

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

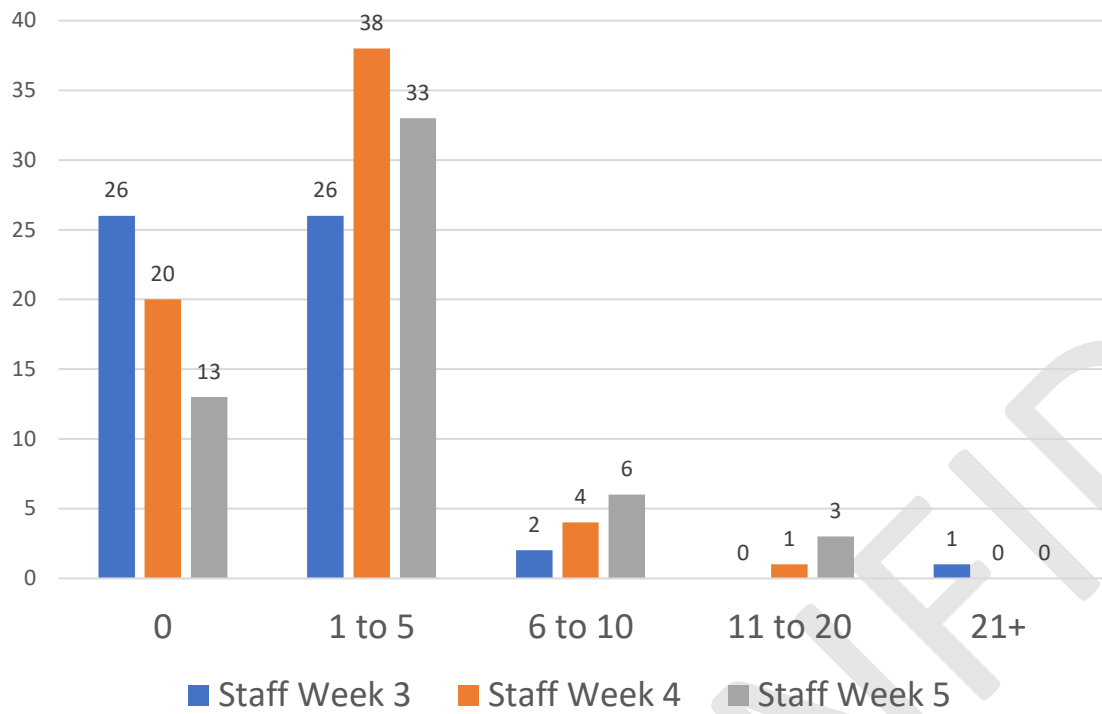


Staff Week 1 n = 54
Staff Week 2 n = 48
Staff Week 3 n = 58
Staff Week 4 n = 61
Staff Week 5 n = 56



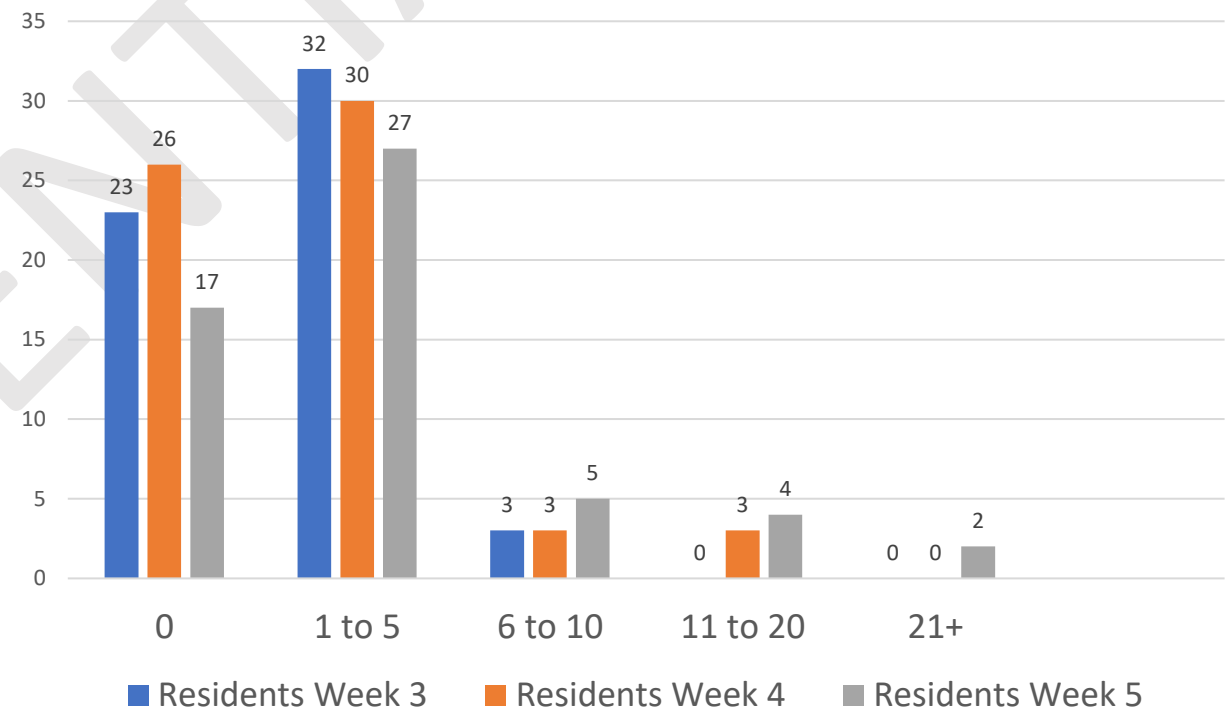
Residents Week 1 n = 55
Residents Week 2 n = 49
Residents Week 3 n = 59
Residents Week 4 n = 63
Residents Week 5 n = 56

How many of your communities have staff or residents that have been diagnosed with COVID-19 virus?



Note: Question was not asked weeks 1 & 2

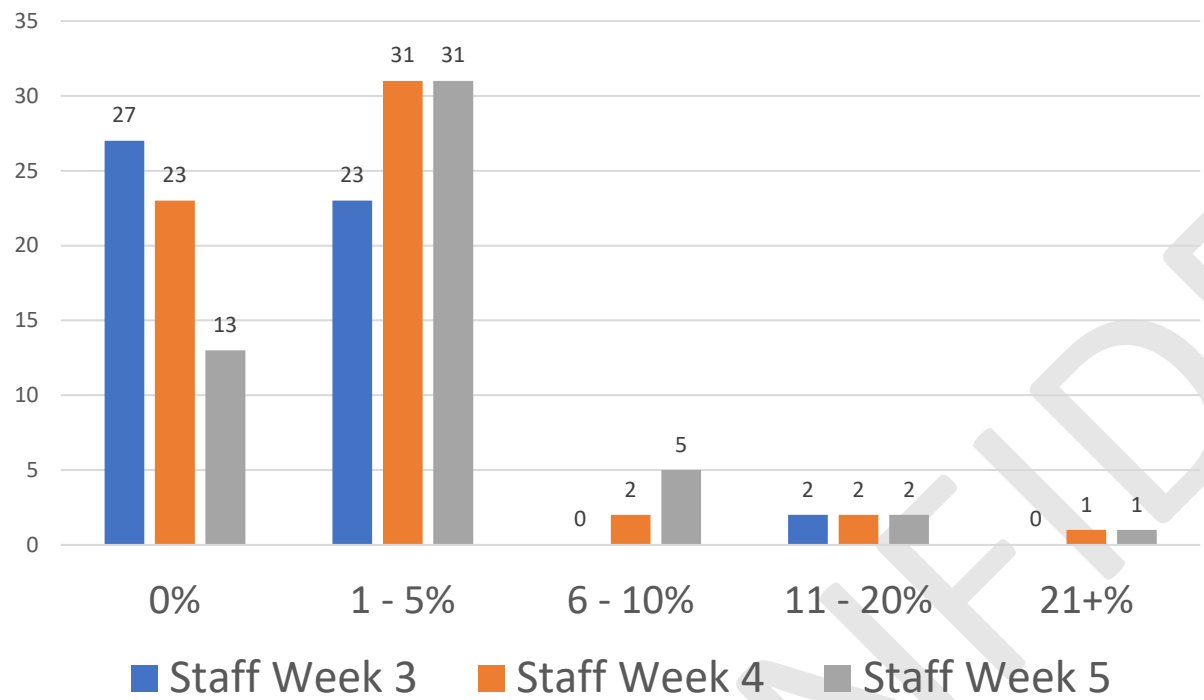
Week 3 Staff n = 55
Week 4 Staff n = 63
Week 5 Staff n = 55



Note: Question was not asked weeks 1 & 2

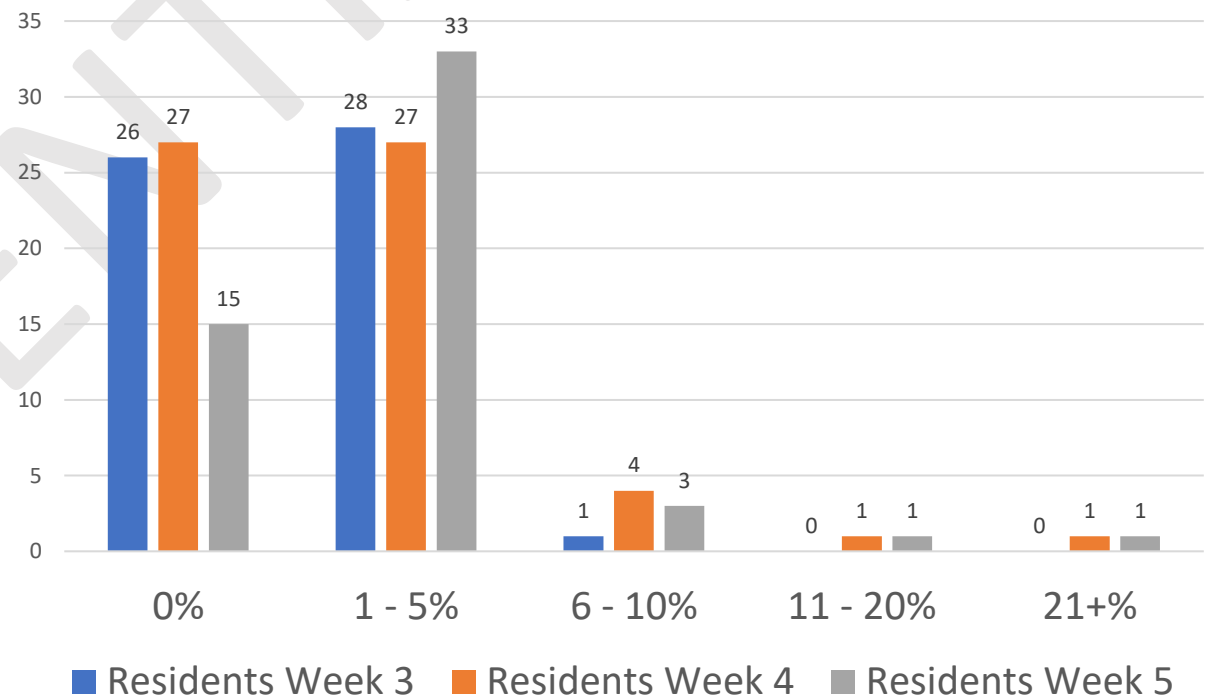
Week 3 Residents n = 58
Week 4 Residents n = 62
Week 5 Residents n = 55

What percentage of your communities’ staff or residents have been diagnosed with COVID-19 virus?



Note: Question was not asked weeks 1 & 2

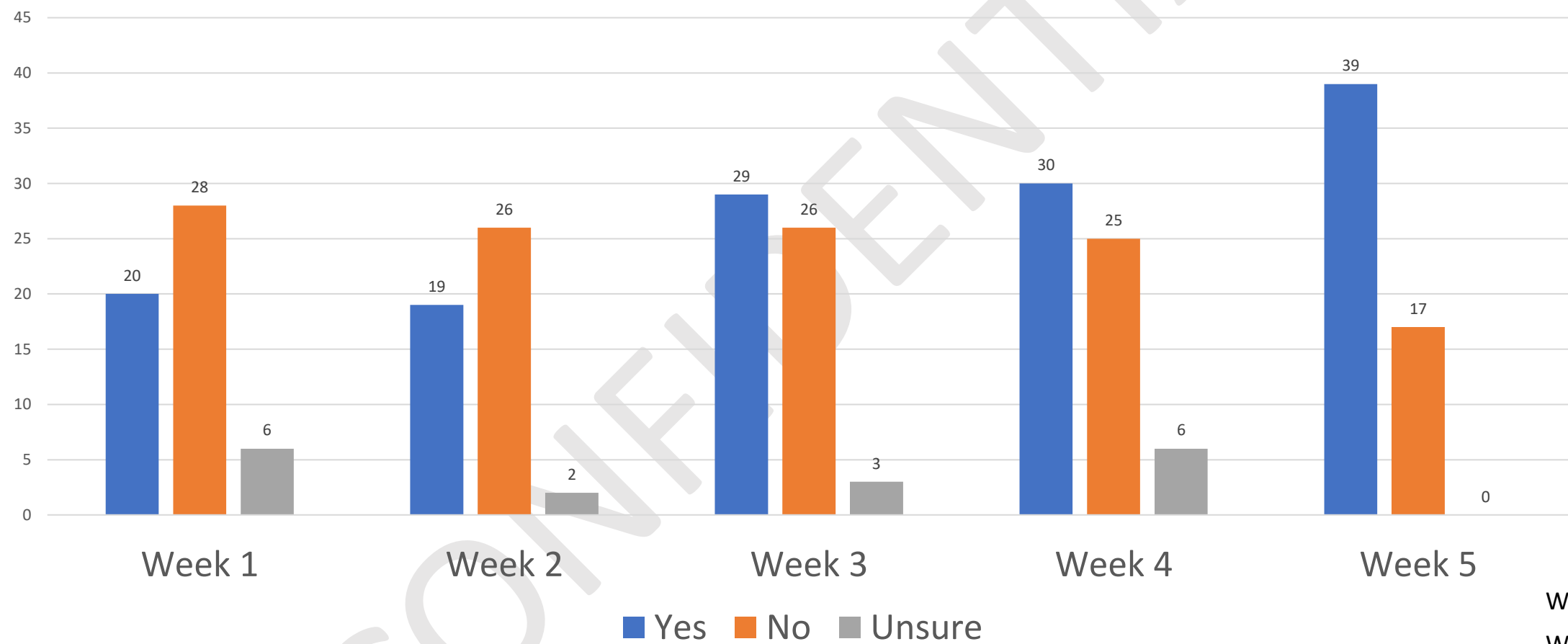
Week 3 Staff n = 52
Week 4 Staff n = 59
Week 5 Staff n = 52



Note: Question was not asked weeks 1 & 2

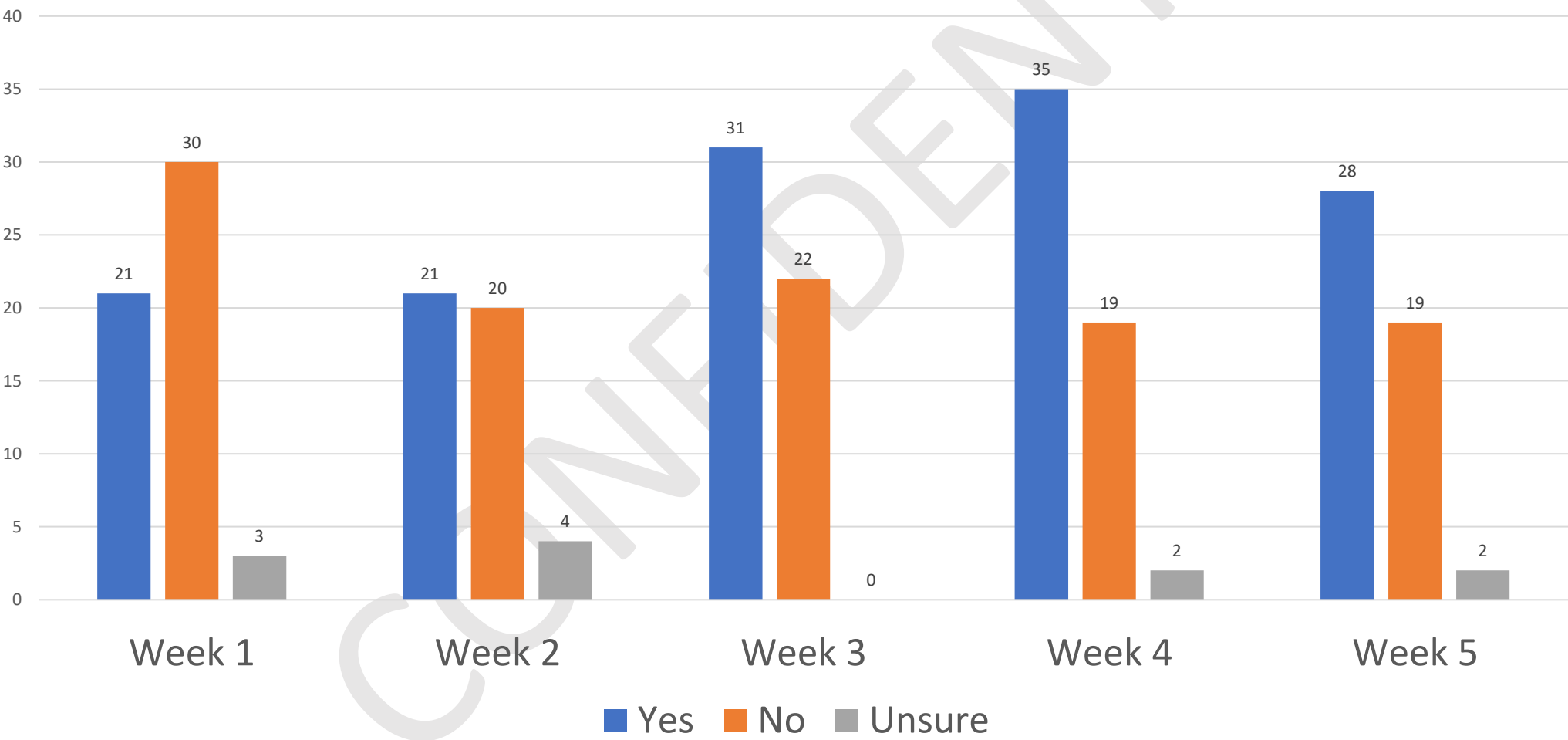
Week 3 Residents n = 55
Week 4 Residents n = 60
Week 5 Residents n = 53

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



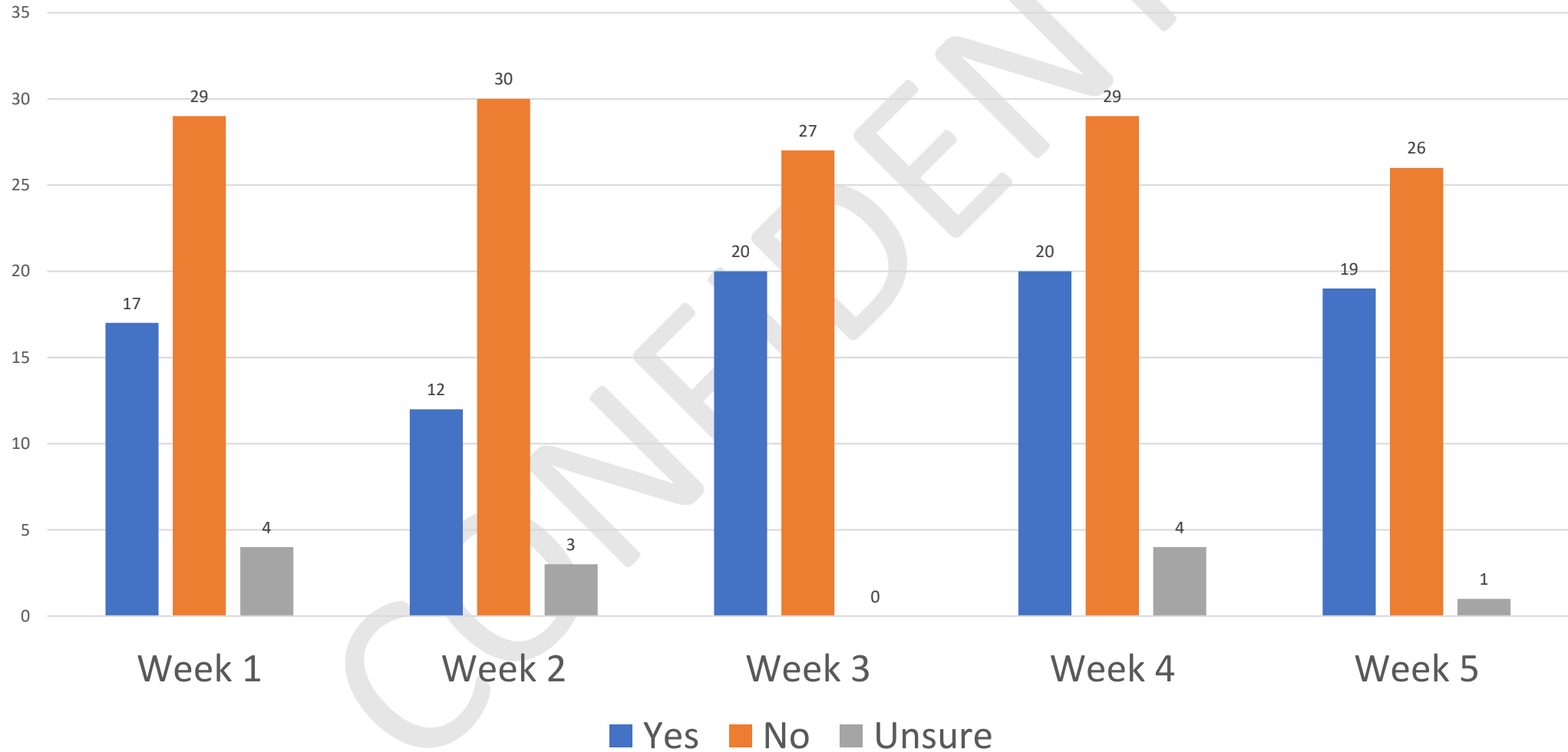
Week 1 n = 54
Week 2 n = 47
Week 3 n = 58
Week 4 n = 61
Week 5 n = 56

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



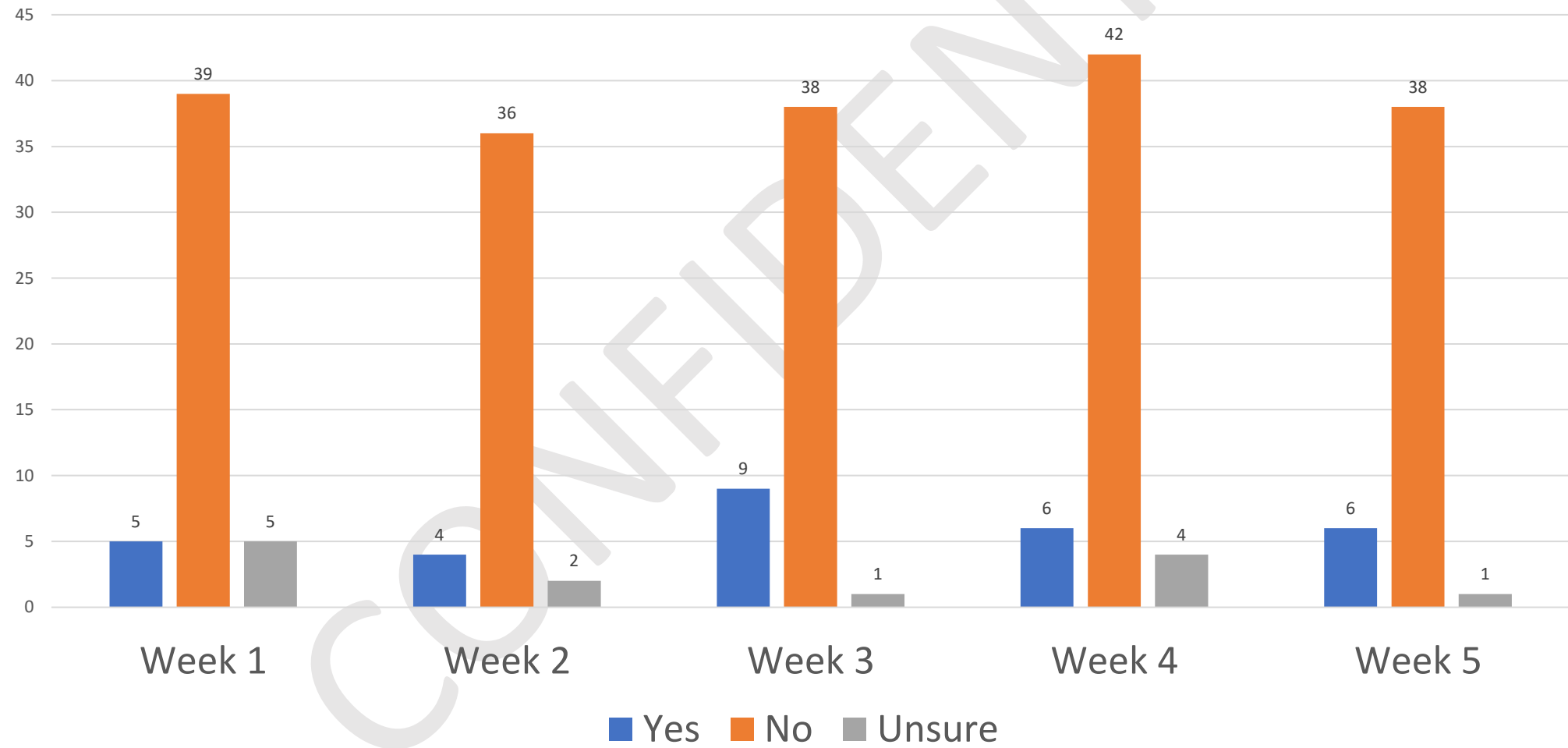
Week 1 n = 54
Week 2 n = 45
Week 3 n = 53
Week 4 n = 56
Week 5 n = 49

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



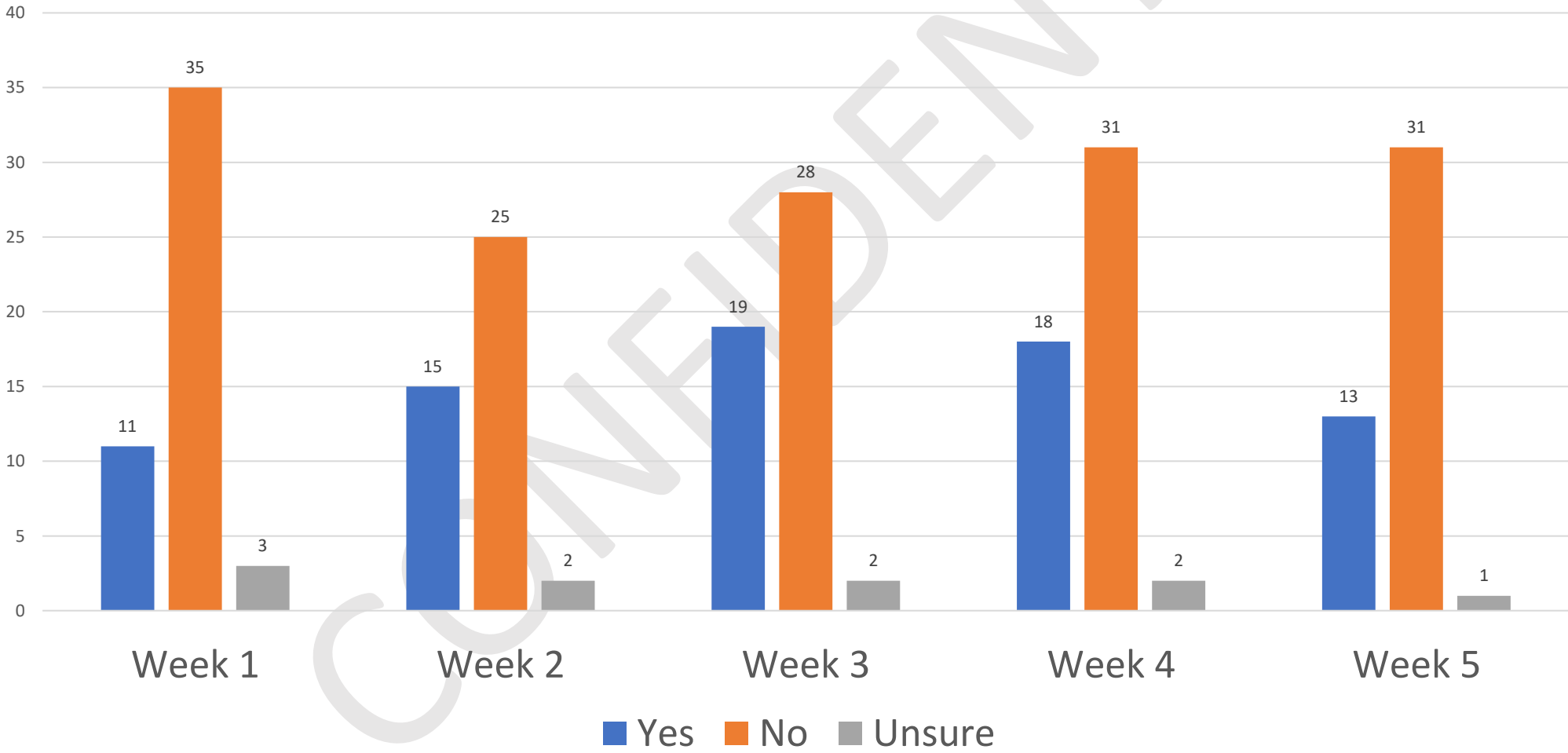
Week 1 n = 50
Week 2 n = 45
Week 3 n = 47
Week 4 n = 53
Week 5 n = 46

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



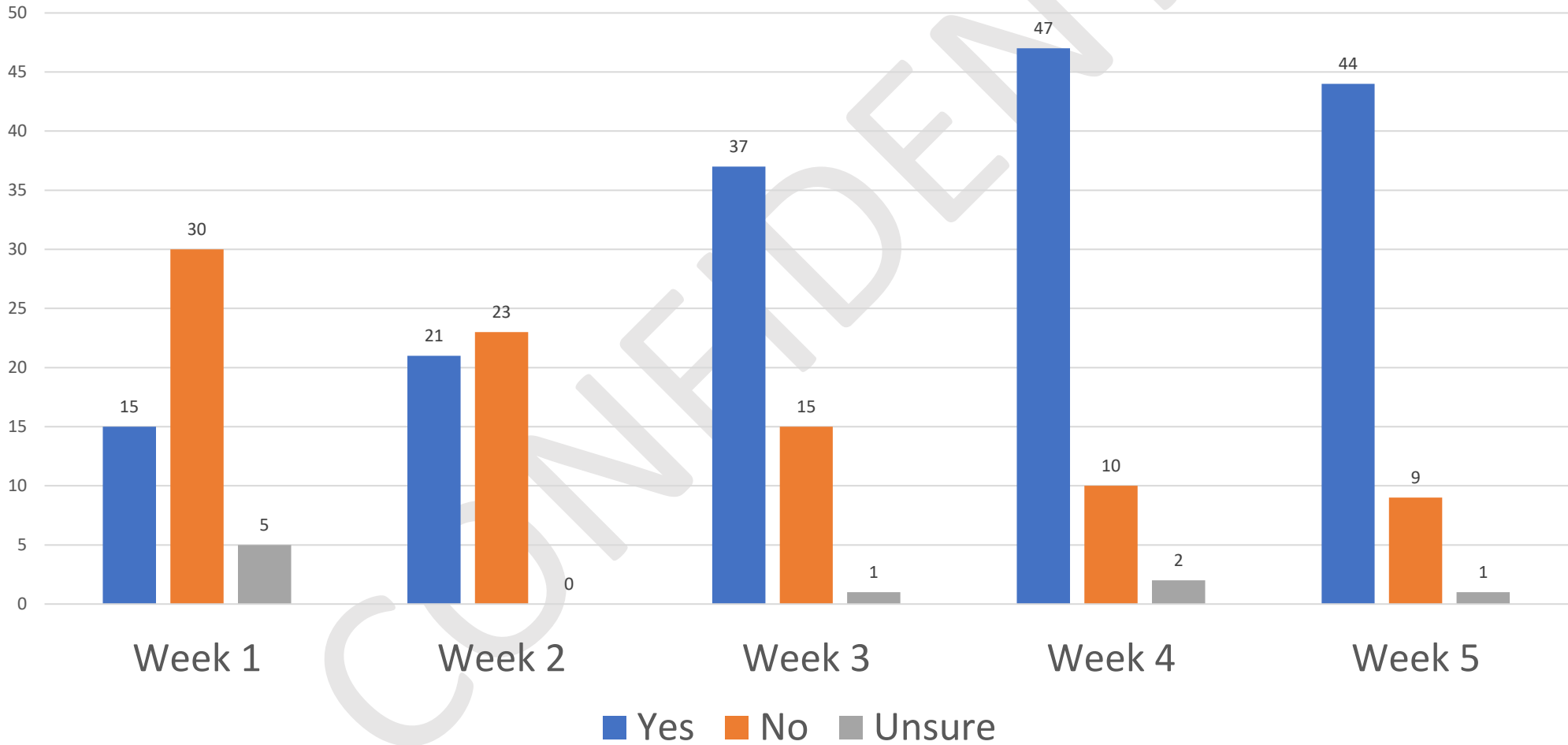
Week 1 n = 49
Week 2 n = 42
Week 3 n = 48
Week 4 n = 52
Week 5 n = 45

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



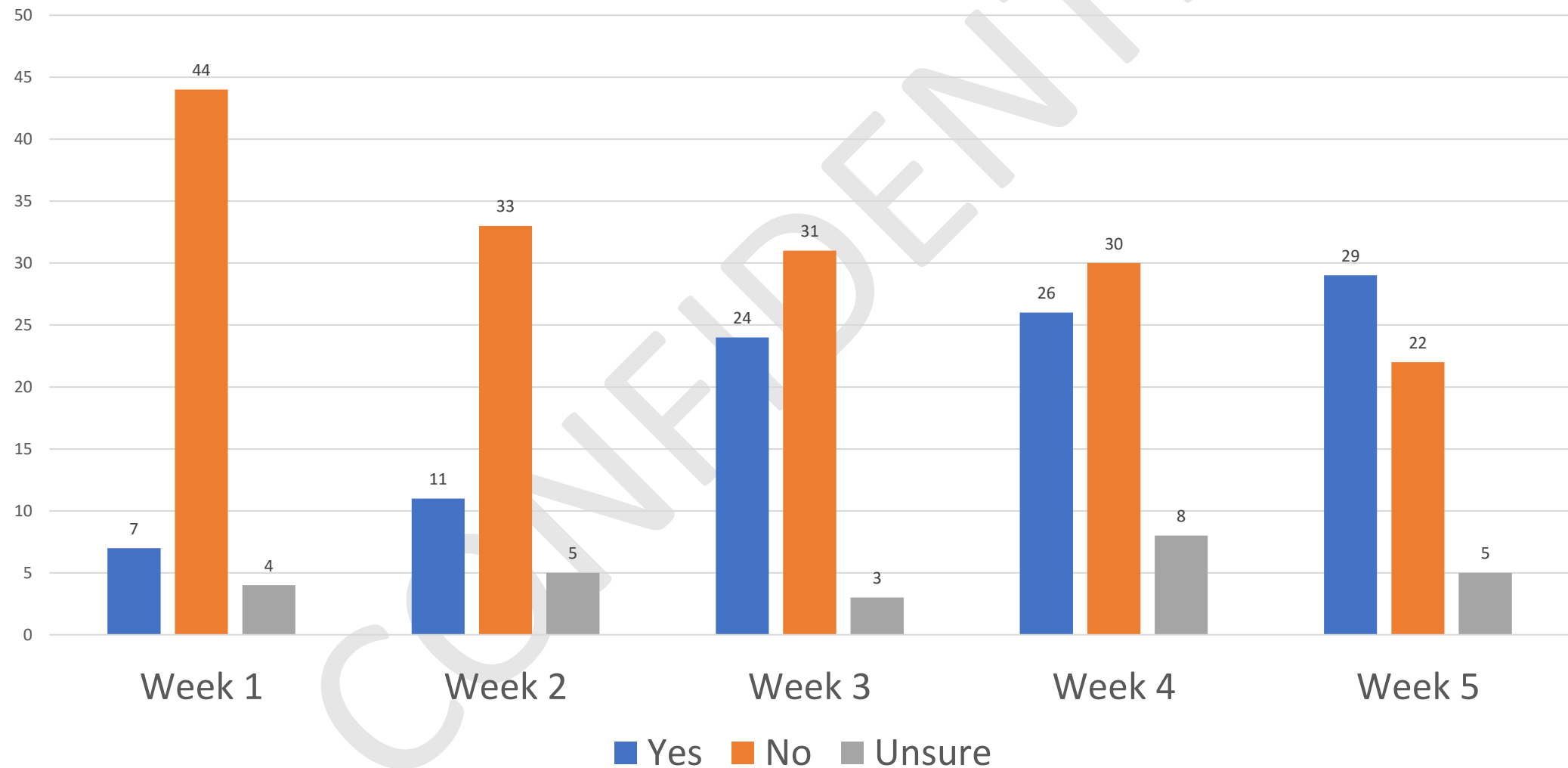
Week 1 n = 49
Week 2 n = 42
Week 3 n = 49
Week 4 n = 51
Week 5 n = 45

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



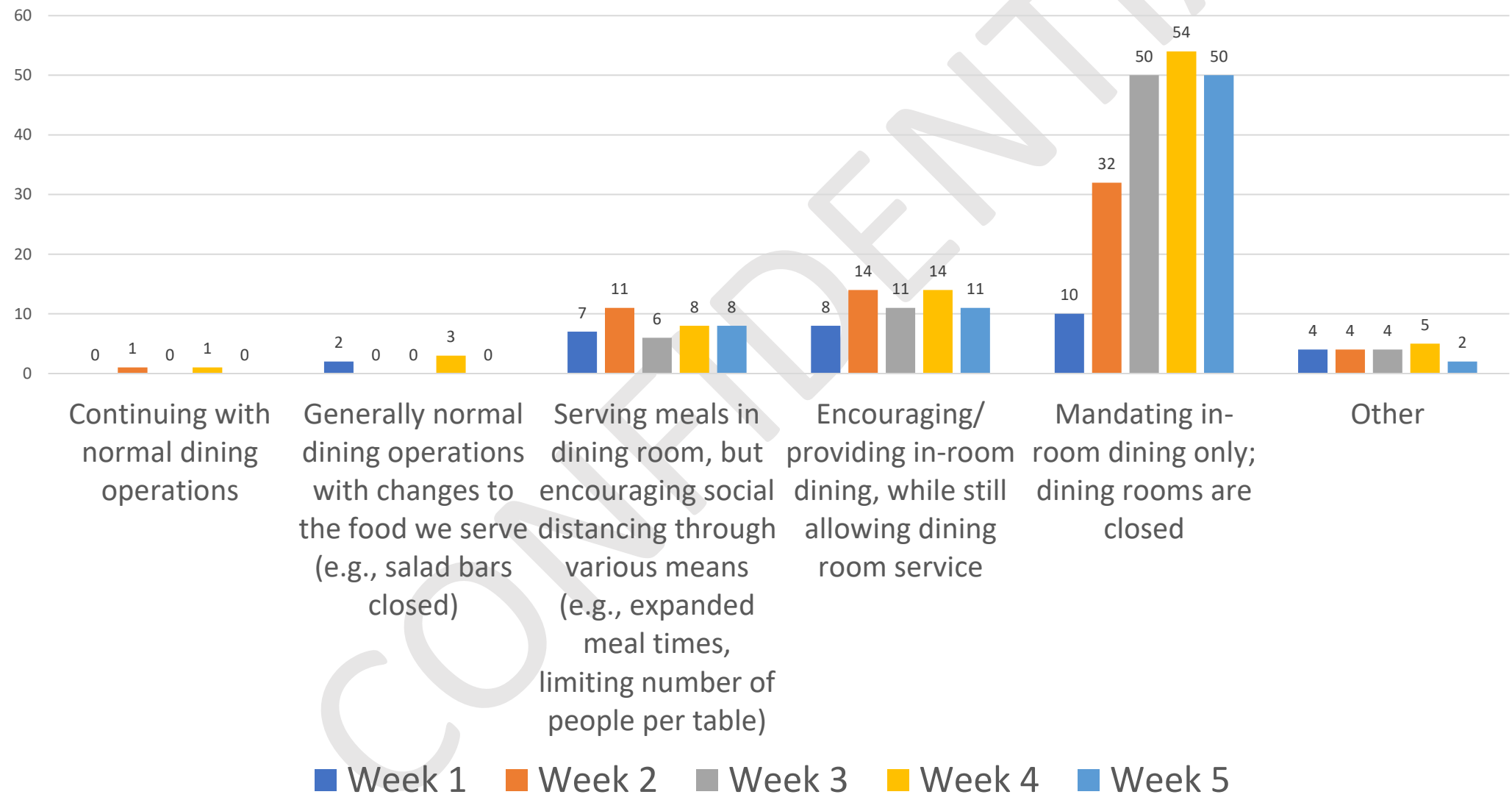
Week 1 n = 50
Week 2 n = 44
Week 3 n = 53
Week 4 n = 59
Week 5 n = 54

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



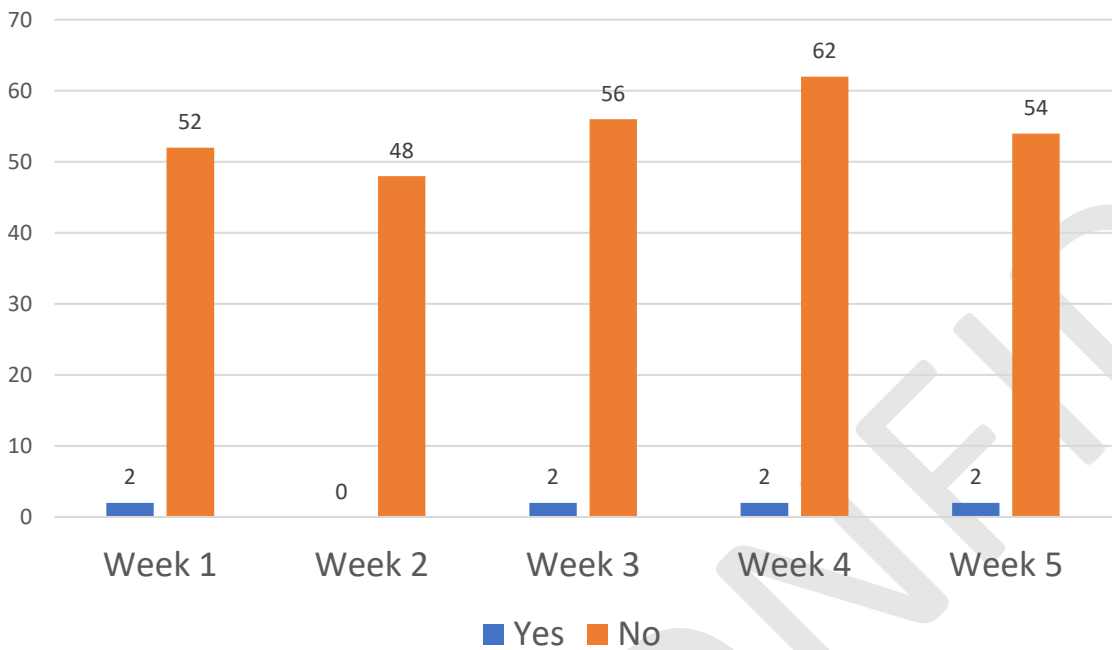
Week 1 n = 55
Week 2 n = 49
Week 3 n = 58
Week 4 n = 64
Week 5 n = 56

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



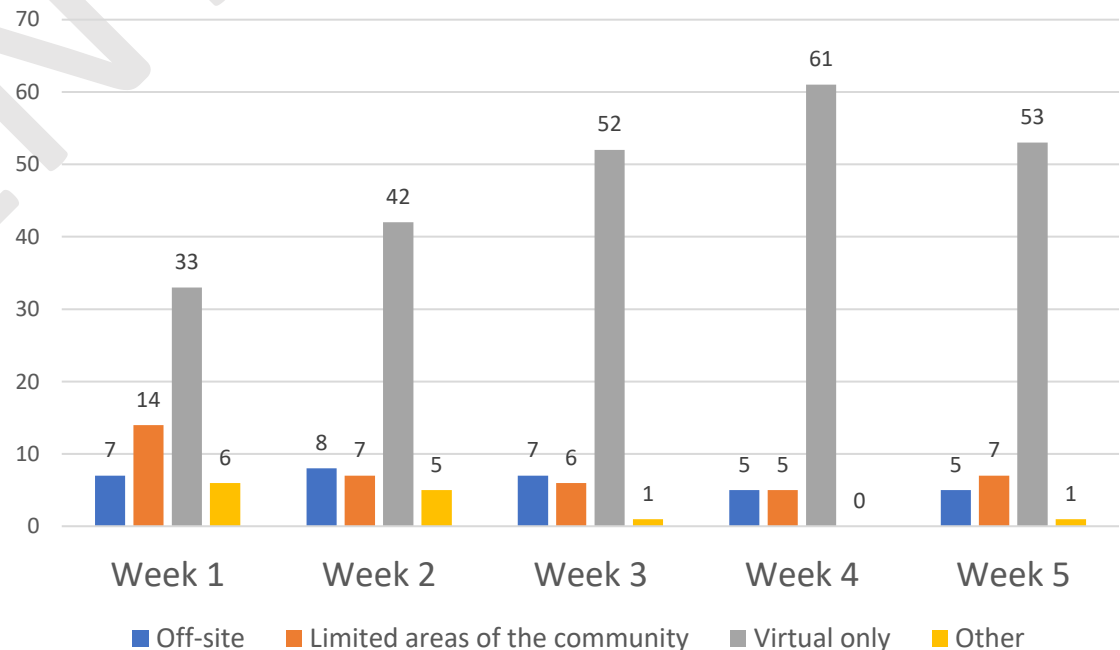
Week 1 n = 26
Week 2 n = 47
Week 3 n = 58
Week 4 n = 63
Week 5 n = 56

Are you conducting tours as usual
(with or without pre-screening)?



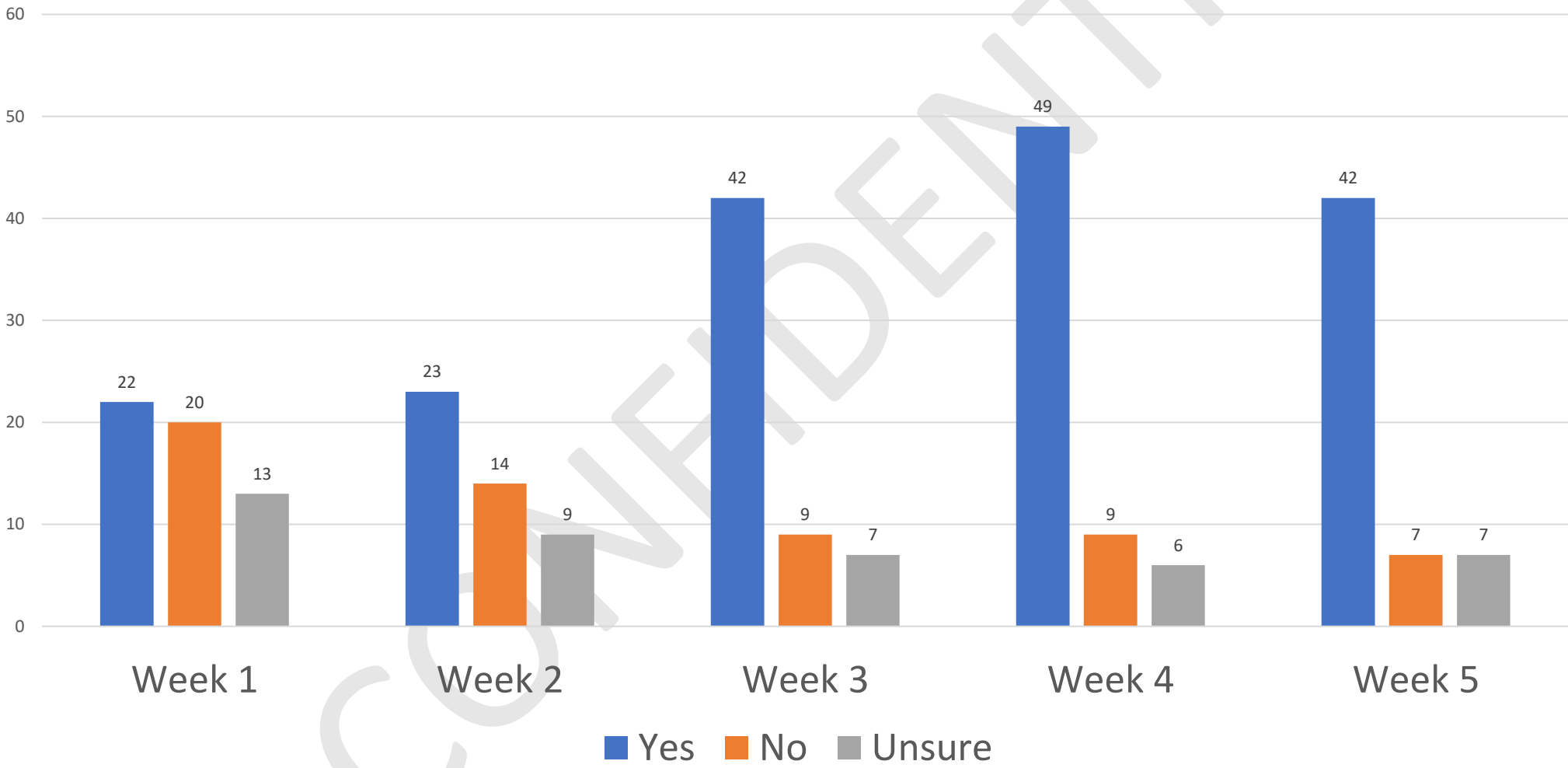
Week 1 n = 54
Week 2 n = 48
Week 3 n = 58
Week 4 n = 64
Week 5 n = 56

If no, are you conducting tours:



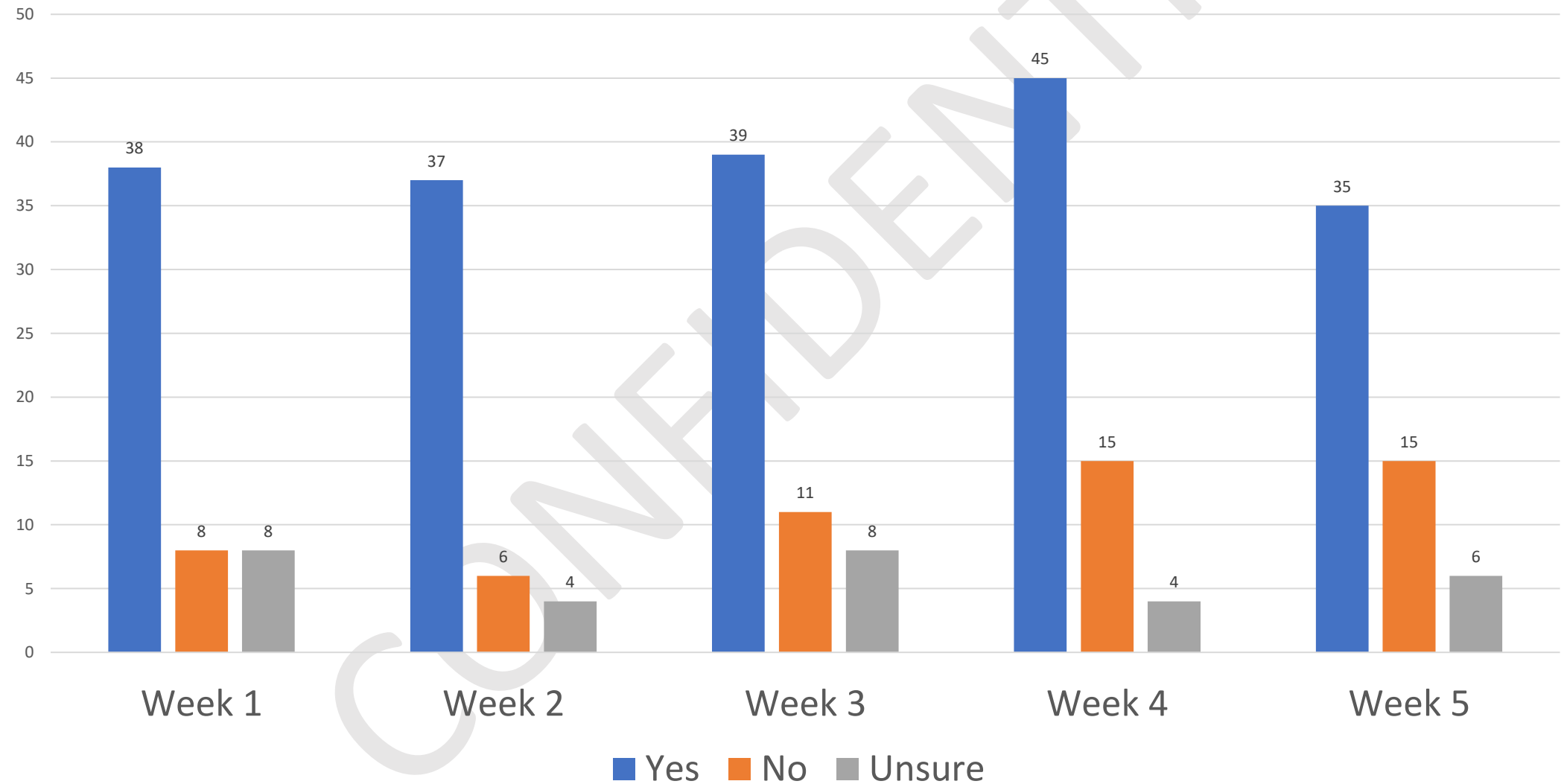
Week 1 n = 60
Week 2 n = 46
Week 3 n = 58
Week 4 n = 63
Week 5 n = 56

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



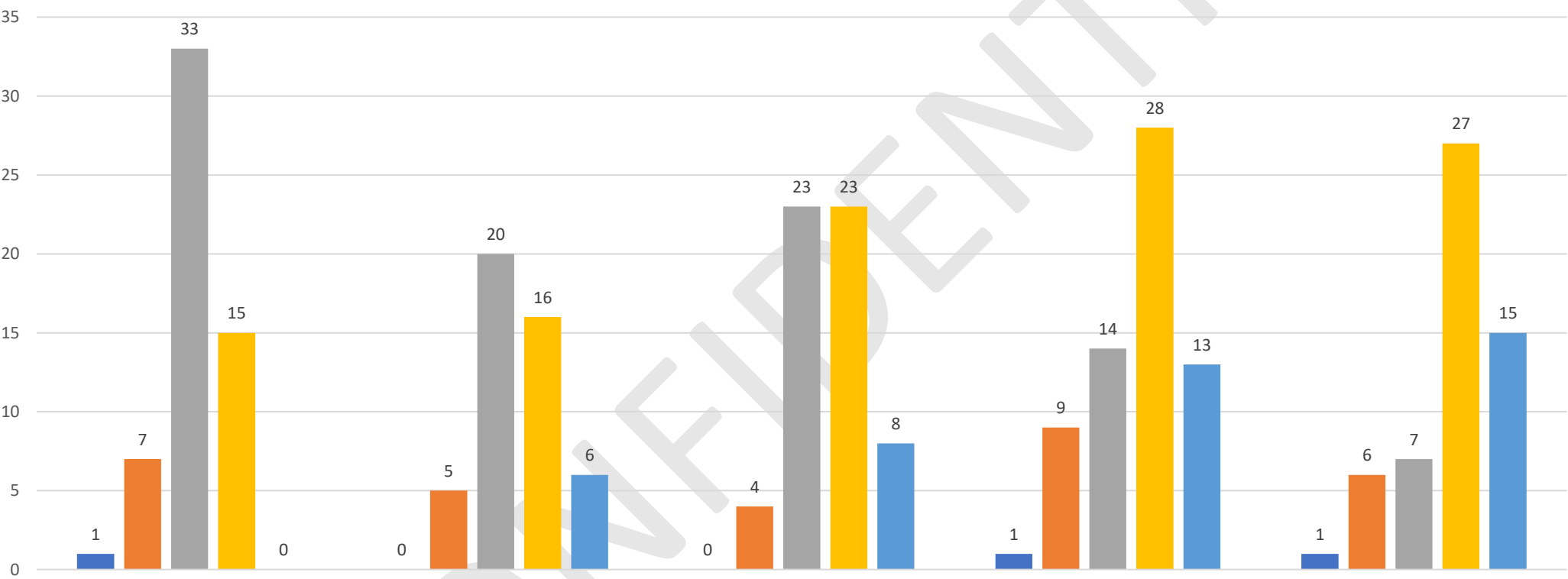
Week 1 n = 55
Week 2 n = 46
Week 3 n = 58
Week 4 n = 64
Week 5 n = 56

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
Week 5 n = 56

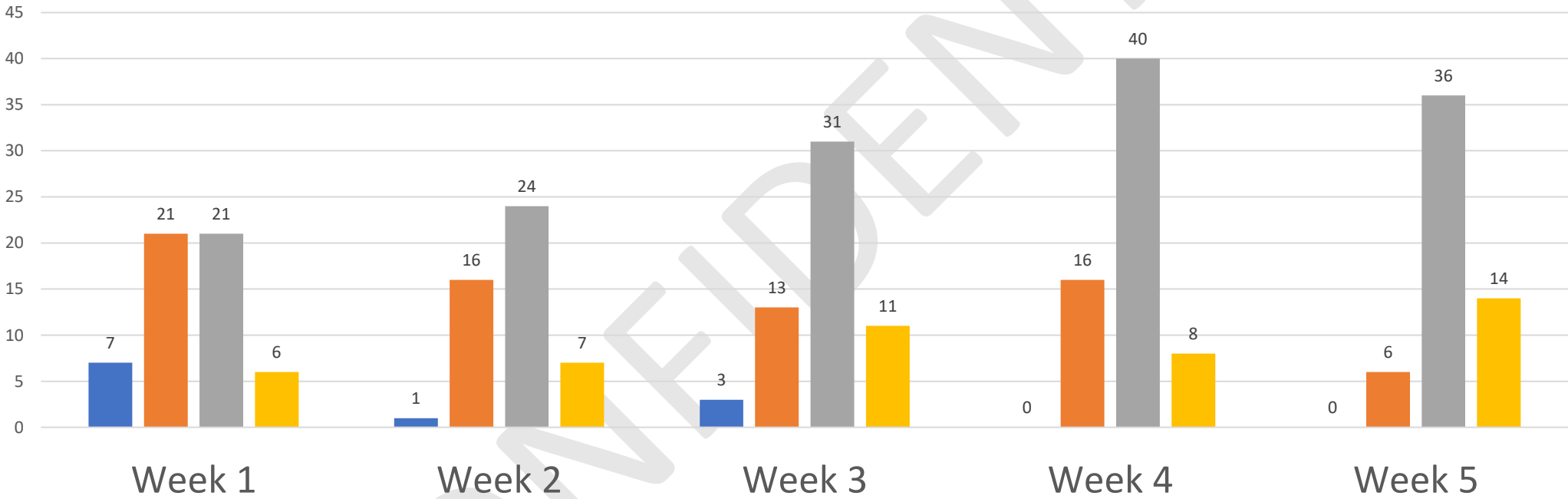
Since the emergence of COVID-19 in the U.S., please note the impact to your community’s occupancy rates:



- 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
Week 5 n = 56

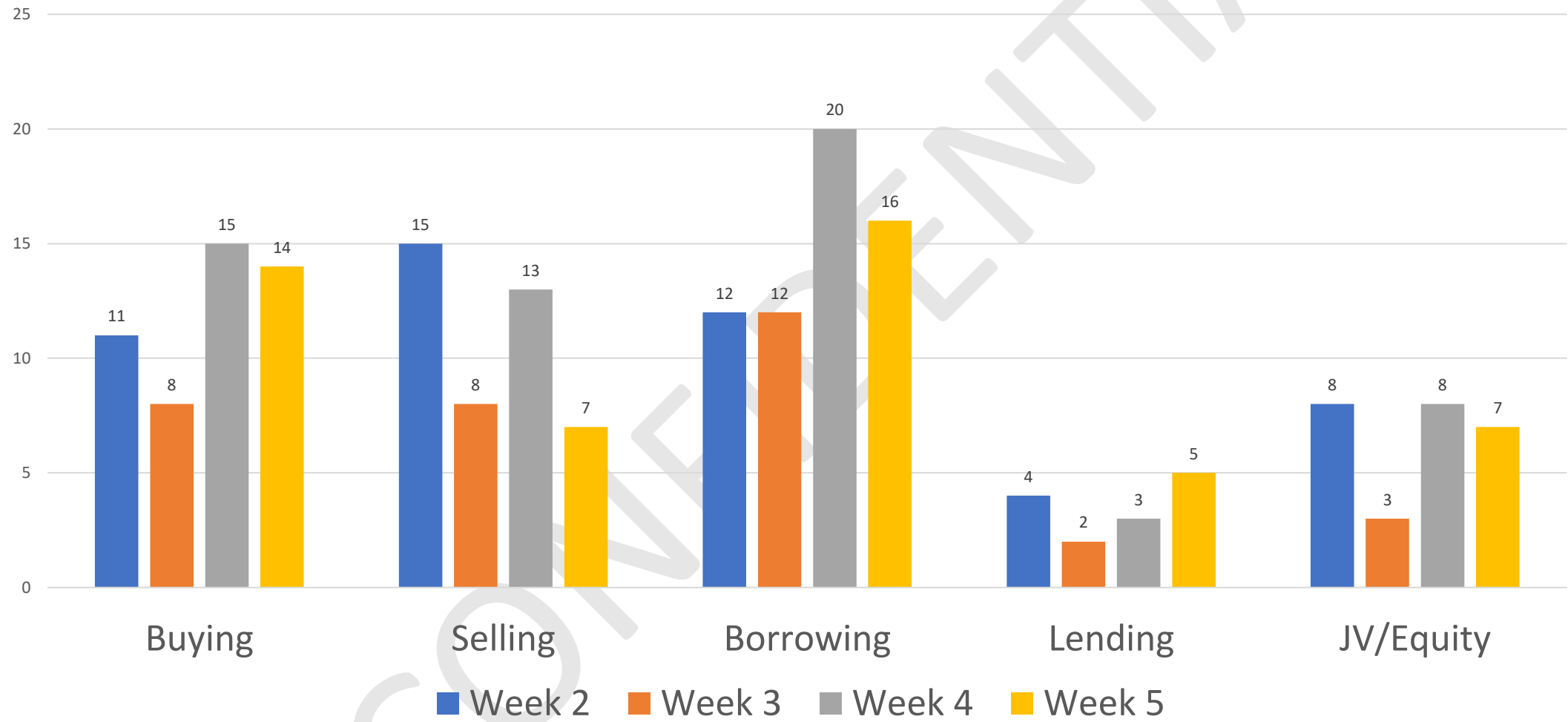
Since the emergence of COVID-19 in the U.S. markets that you operate, please select the answer that best characterizes prospect traffic at your communities:



- 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
Week 5 n = 56

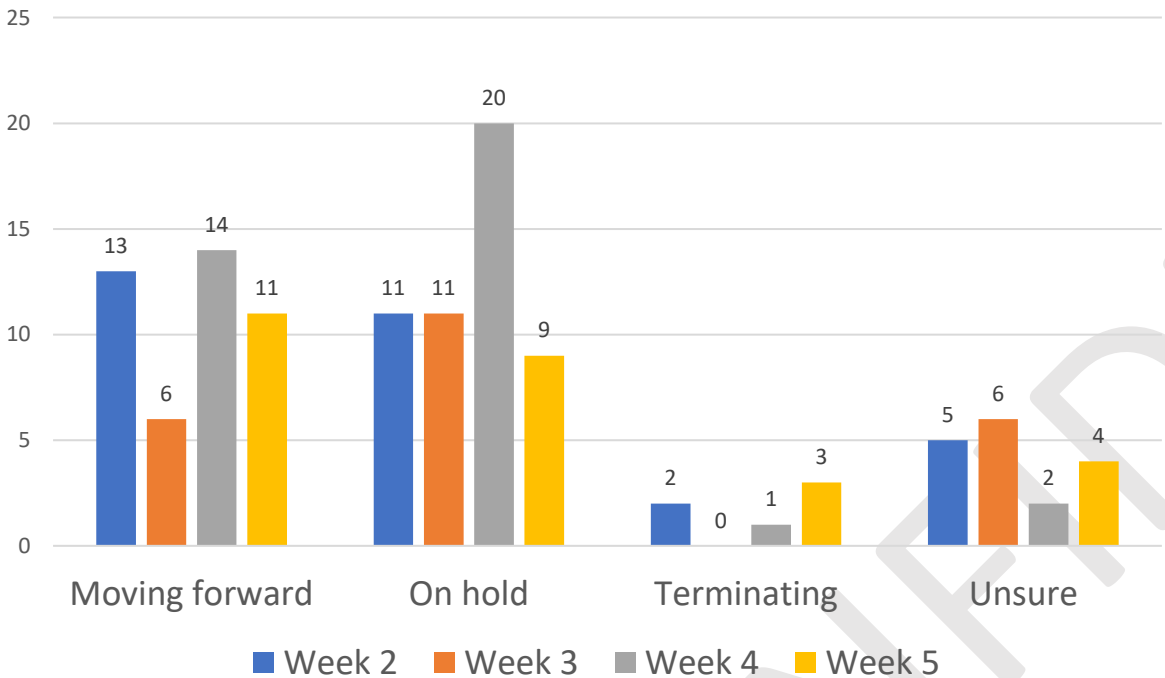
Are you involved in a current capital transaction?



Note: Question was not asked week 1

Week 2 n = 31
Week 3 n = 22
Week 4 n = 36
Week 5 n = 26

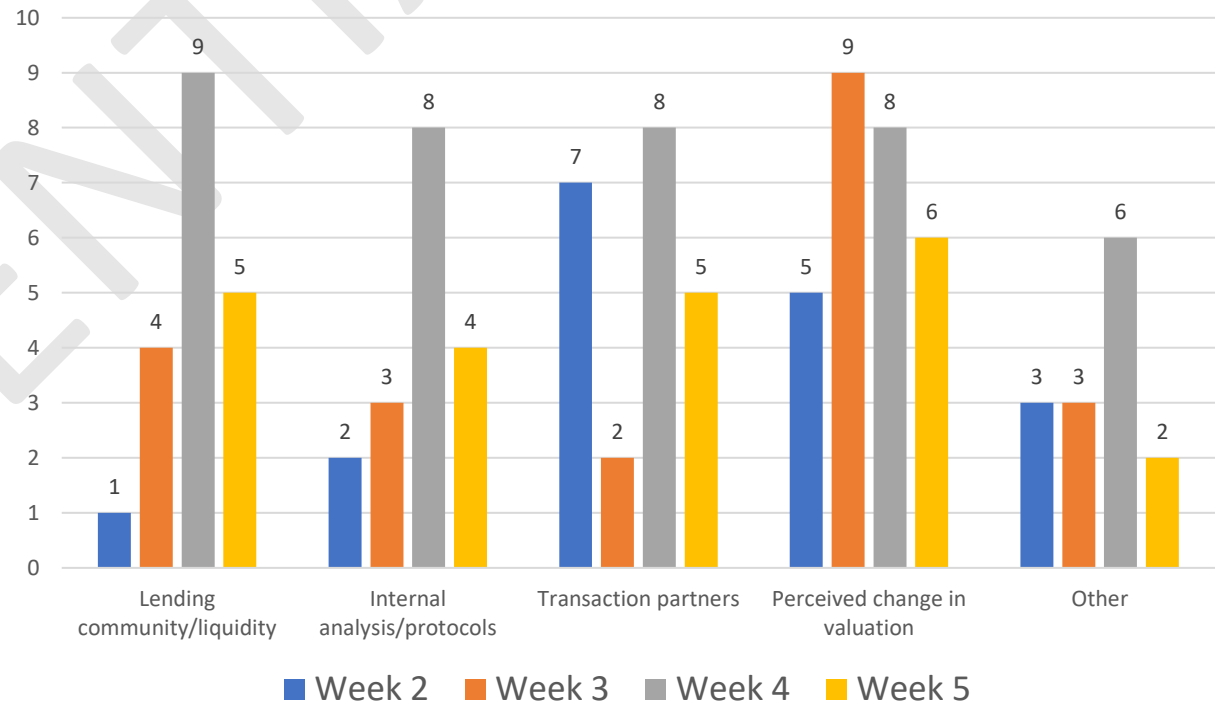
Is your capital transaction?



Note: Question was not asked week 1

Week 2 n = 31
Week 3 n = 23
Week 4 n = 37
Week 5 n = 27

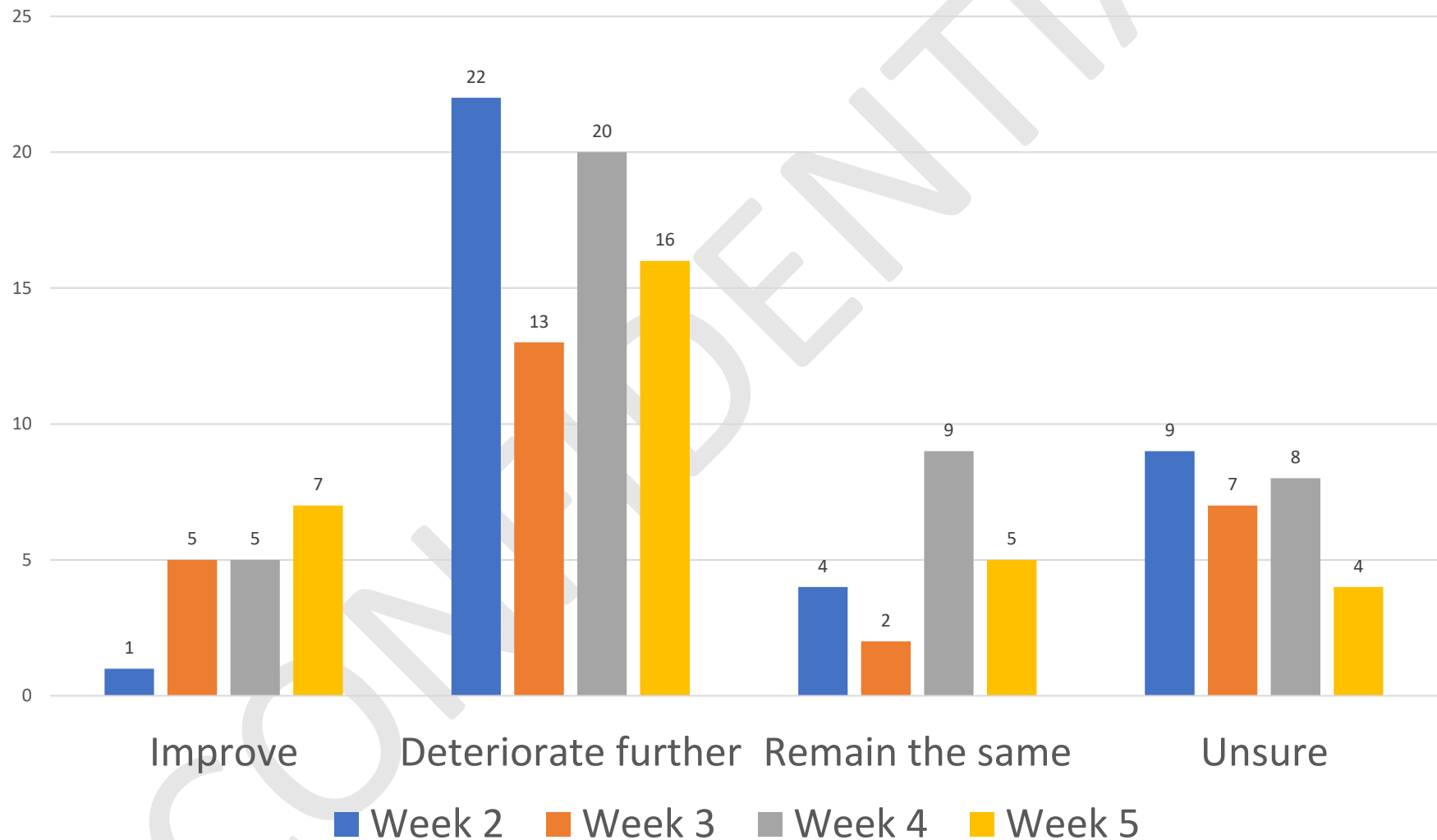
If you answered on hold or terminating, do you attribute this to:



Note: Question was not asked week 1

Week 2 n = 16
Week 3 n = 17
Week 4 n = 23
Week 5 n = 15

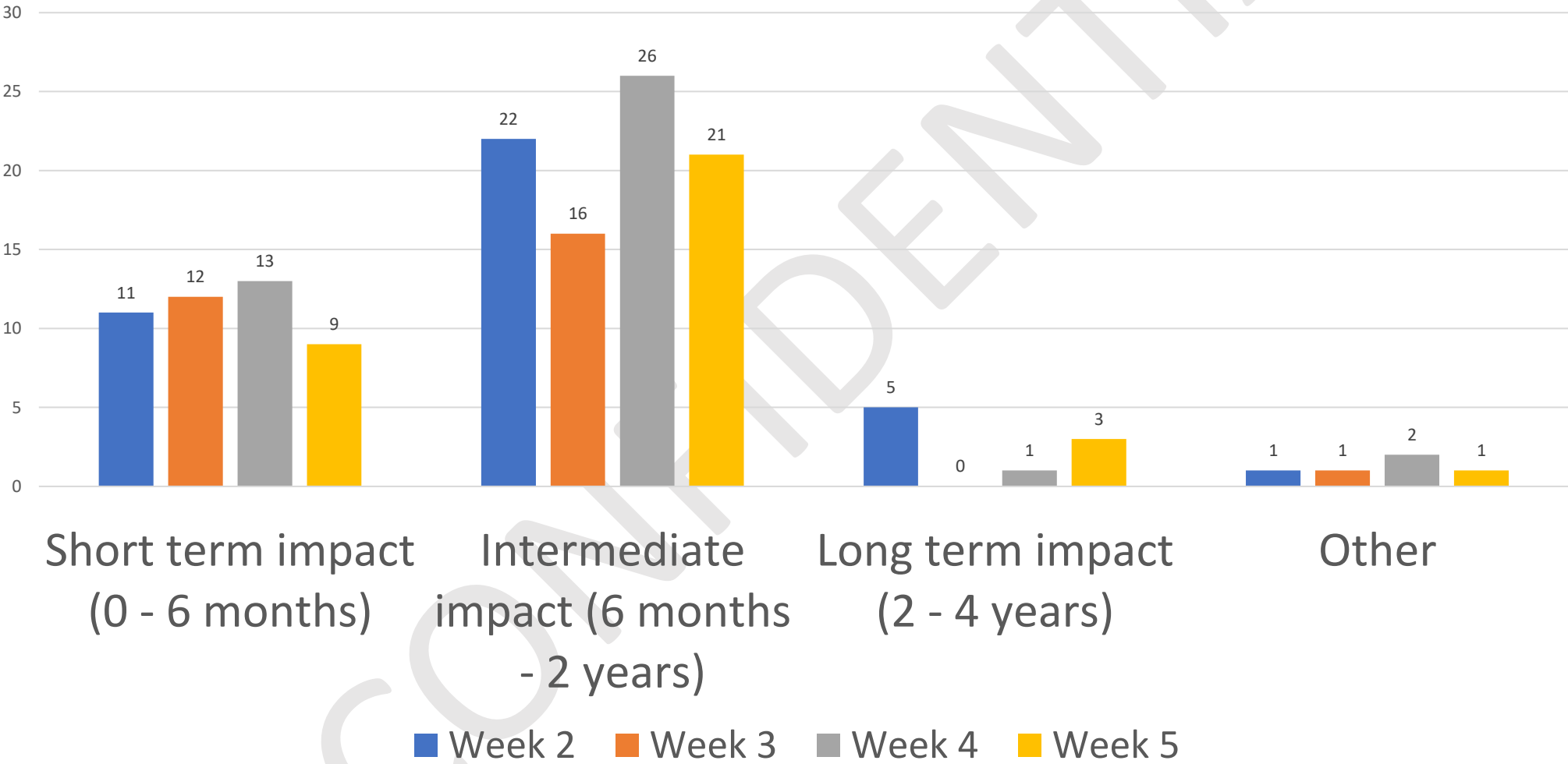
Do you anticipate current capital markets will:



Note: Question was not asked week 1

Week 2 n = 36
Week 3 n = 27
Week 4 n = 42
Week 5 n = 32

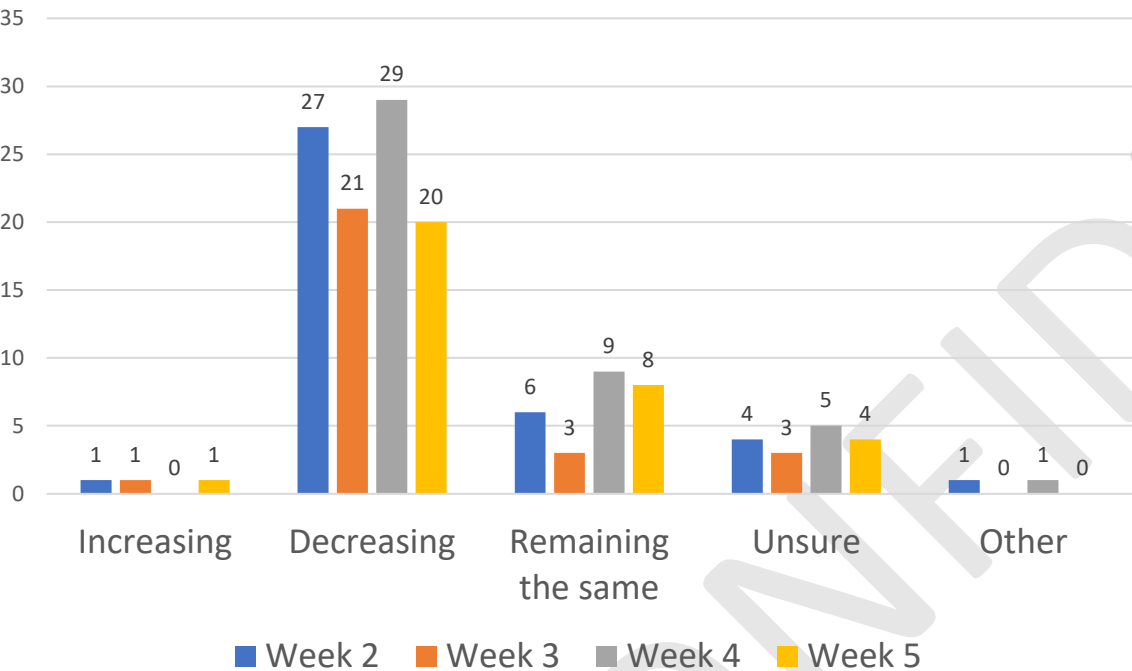
Do you think that the COVID-19 pandemic will have an adverse impact on sector valuations that will last:



Note: Question was not asked week 1

Week 2 n = 39
Week 3 n = 29
Week 4 n = 42
Week 5 n = 34

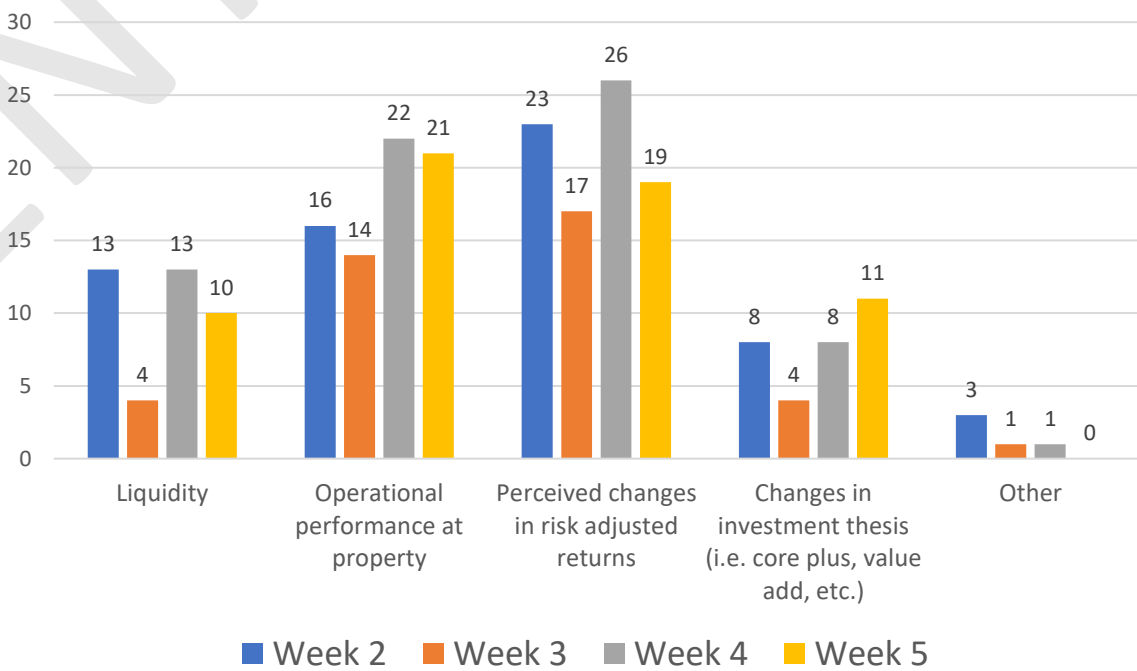
With regards to transaction marketplace, do you anticipate market values:



Note: Question was not asked week 1

Week 2 n = 39
Week 3 n = 28
Week 4 n = 44
Week 5 n = 33

Based on your answer do you attribute this to:



Note: Question was not asked week 1

Week 2 n = 38
Week 3 n = 27
Week 4 n = 41
Week 5 n = 31