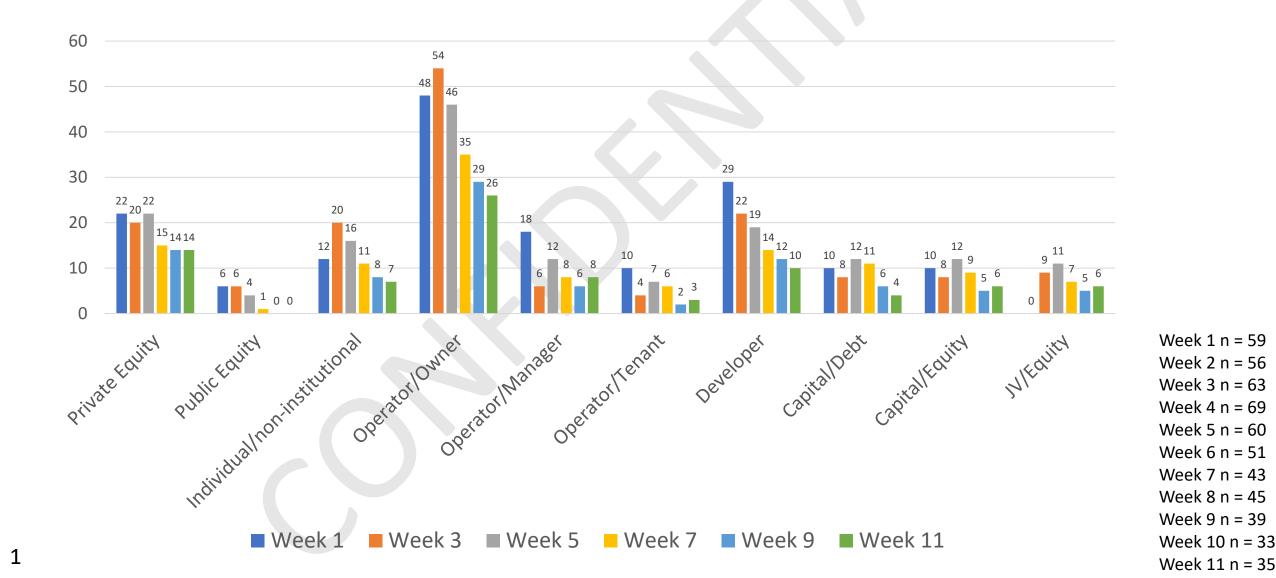


## Are you an Owner, Operator, Developer, Financier?



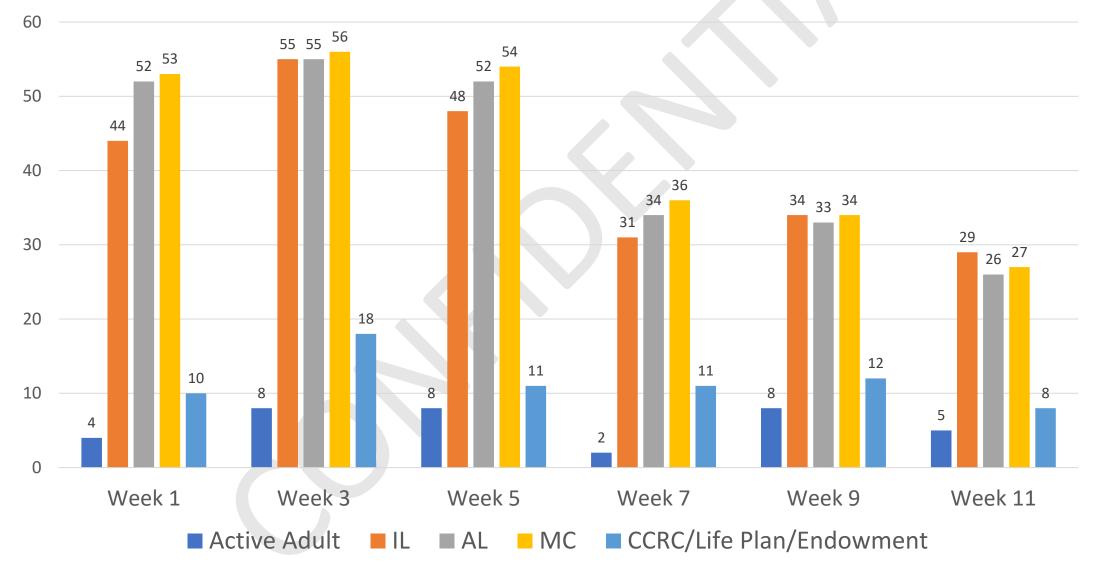


AMERICAN

Living Longer Better

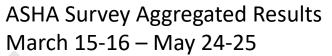
ASHA Survey Aggregated Results March 15-16 – May 24-25

## Product Type



Week 1 n = 59 Week 2 n = 56 Week 3 n = 63 Week 4 n = 69 Week 5 n = 60 Week 6 n = 51 Week 7 n = 43 Week 8 n = 45 Week 9 n = 39

Week 11 n = 35



ASSOCIATION Living Longer Better

SENIORS

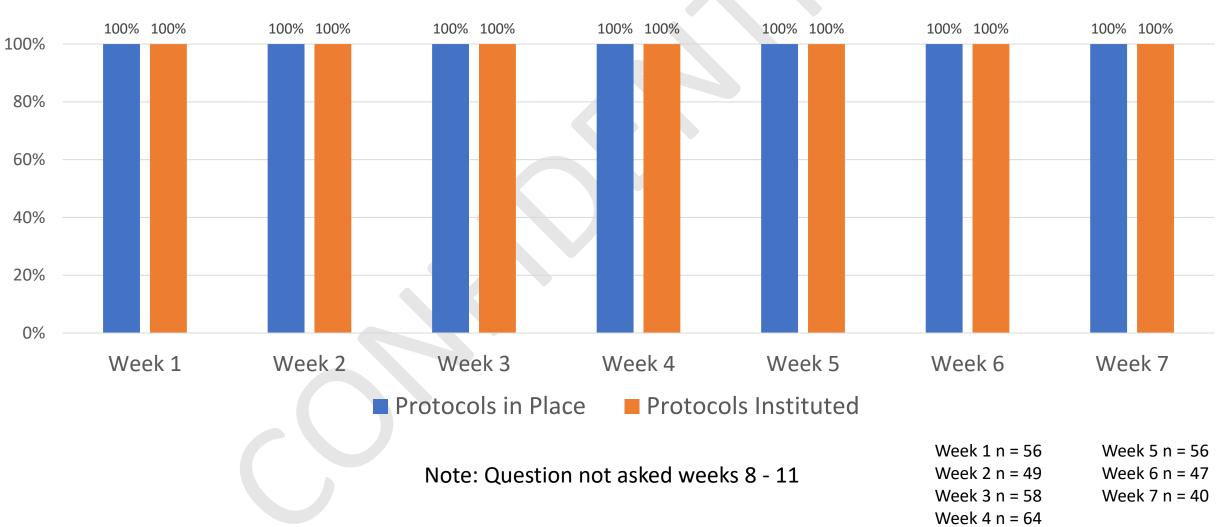
AMERICAN

HOUSING

120%

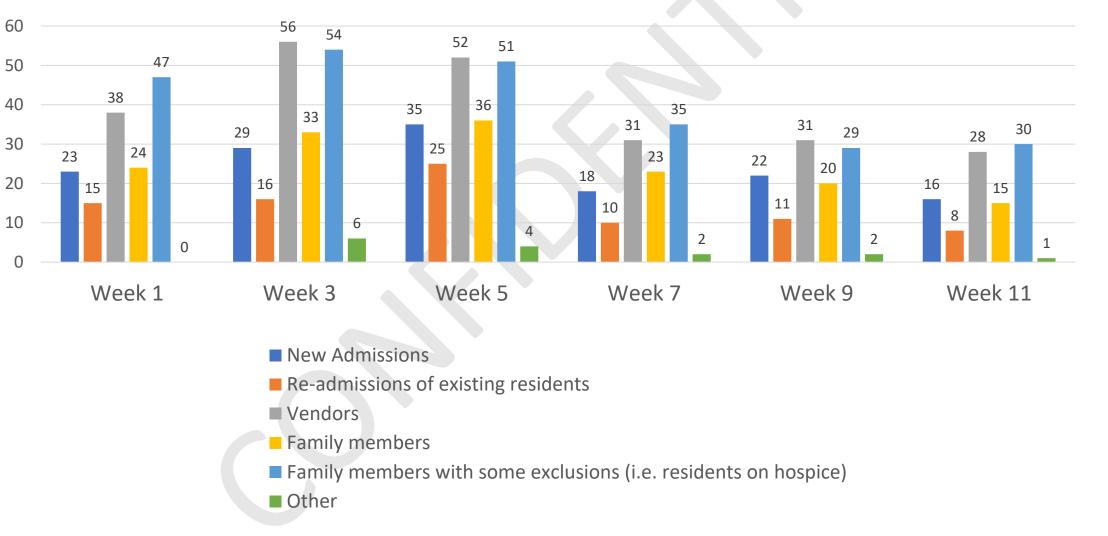
Do you have protocols in place associated with the COVID-19 Virus?

If yes, have you instituted these protocols?



#### AMERICAN SENIORS HOUSING As part of your COVID-19 protocols, has your community ASSOCIATION Living Longer Better

### restricted access to:



Week 3 n = 58Week 4 n = 64Week 5 n = 56Week 6 n = 46

Week 1 n = 56Week 2 n = 49

ASHA Survey Aggregated Results

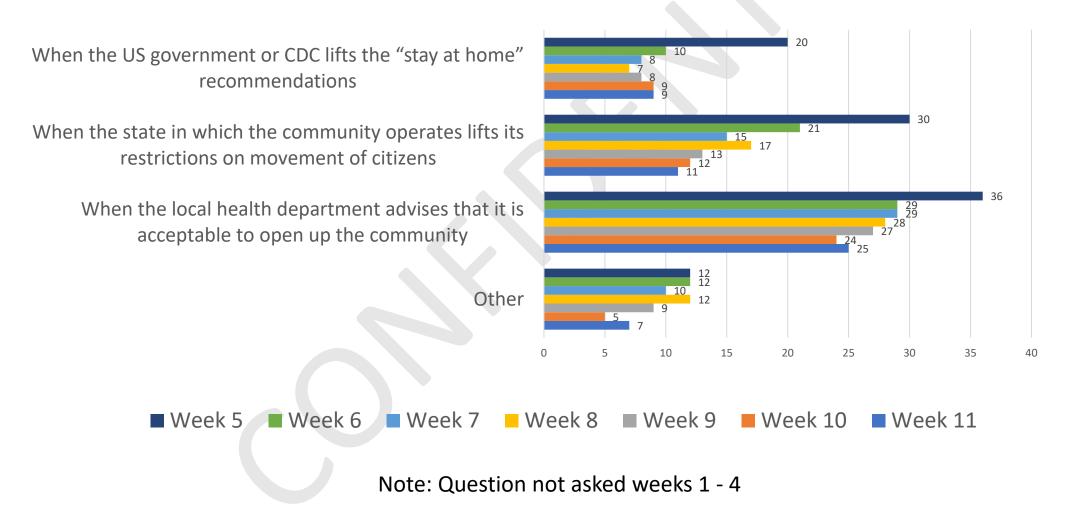
March 15-16 – May 24-25

- Week 7 n = 40
- Week 8 n = 42
- Week 9 n = 35
- Week 10 n = 29 Week 11 n = 33

4



# If you are currently restricting access to your community (i.e. no visitors unless essential healthcare personnel), when do you plan to lift that restriction?

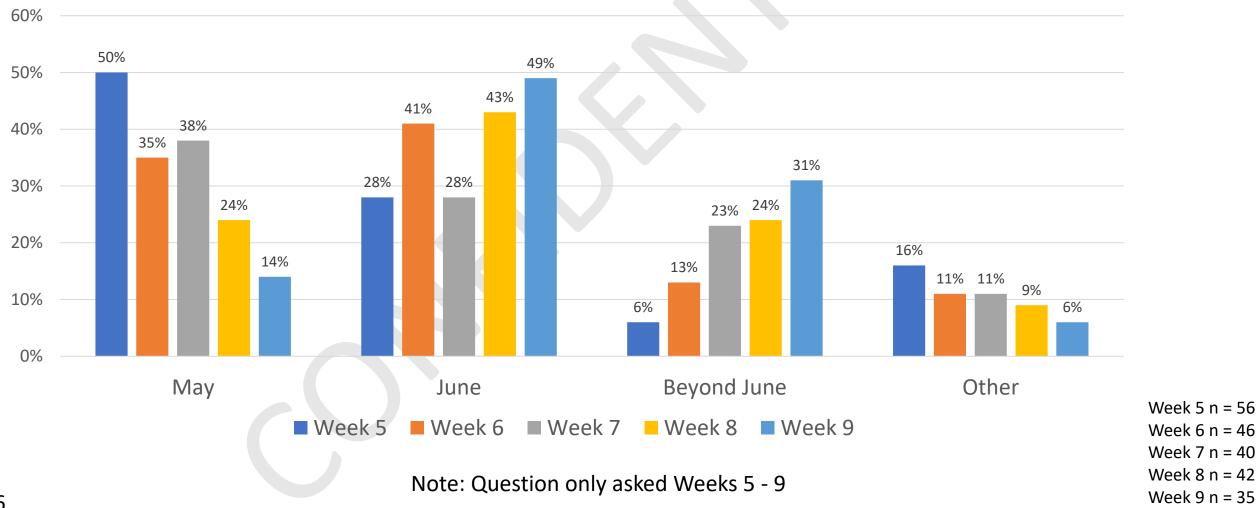


Week 5 n = 55 Week 6 n = 46 Week 7 n = 40 Week 8 n = 41 Week 9 n = 35

Week 10 n = 29 Week 11 n = 33

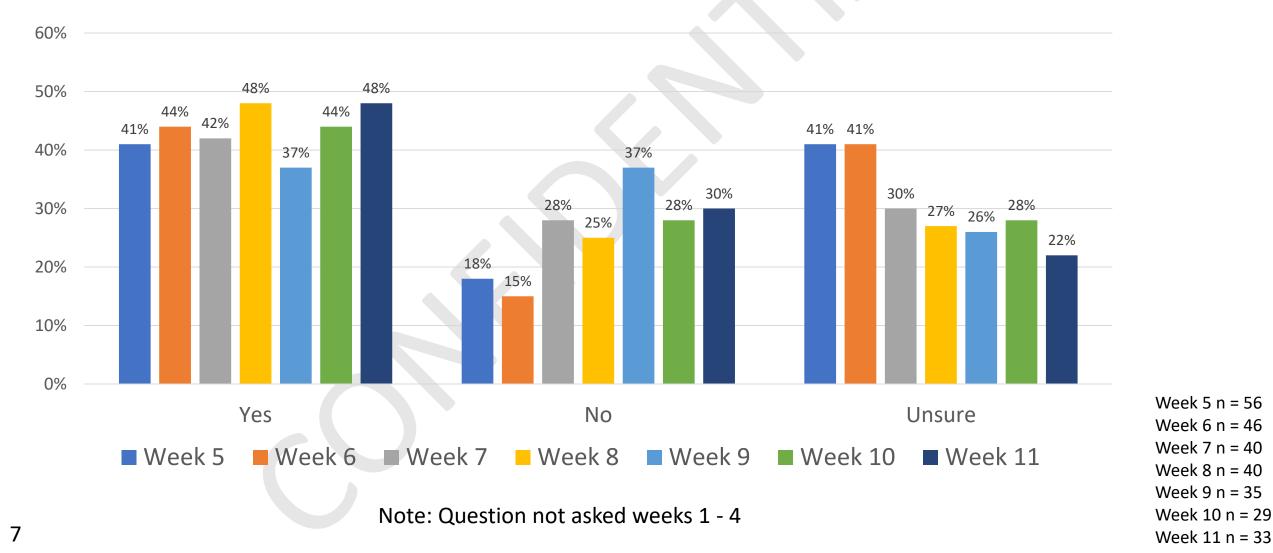


# Do you currently anticipate lifting restrictions on access to some or all of your communities in:





Do you intend to wait until there are no "active" cases of COVID-19 in your community before lifting the restrictions on access?



> Week 6 n = 46 Week 7 n = 40

> Week 8 n = 42 Week 9 n = 35

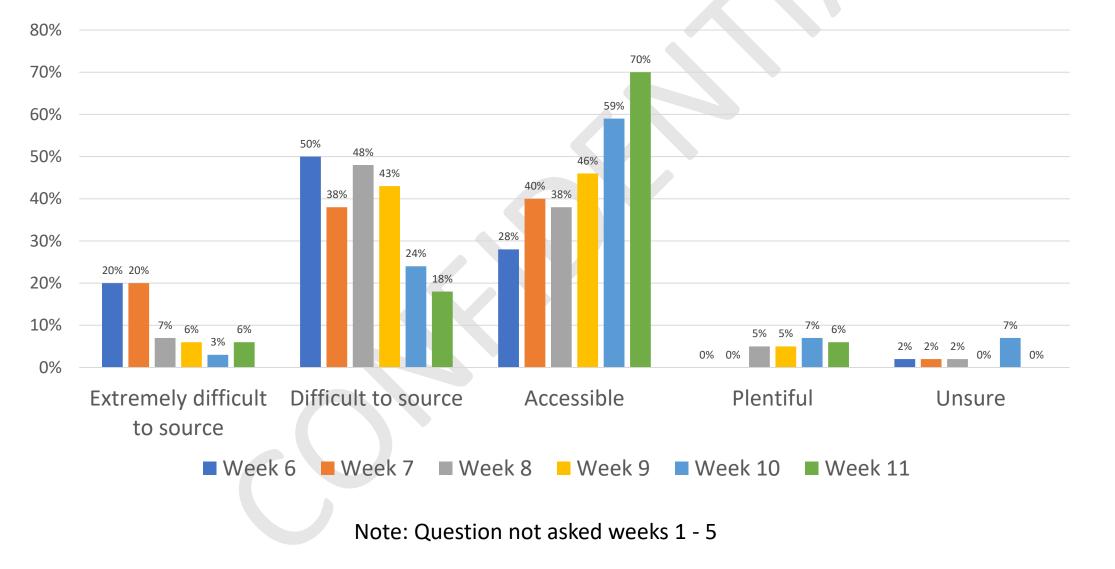
Week 10 n = 29

Week 11 n = 33



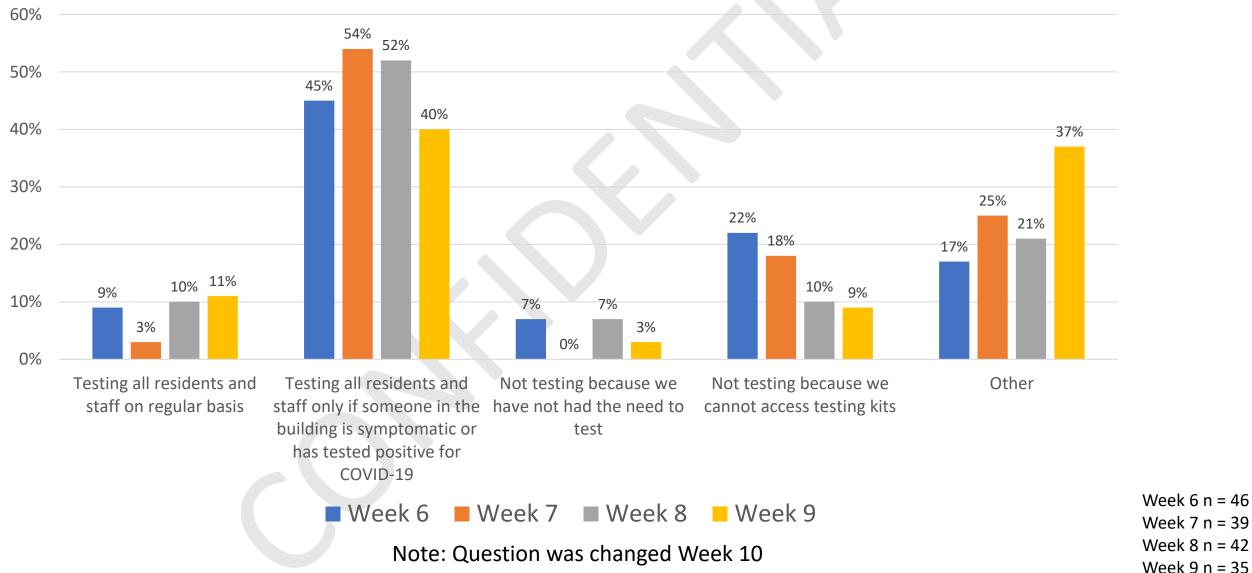
8

# Please describe your ability to access testing kits in the markets in which you operate:

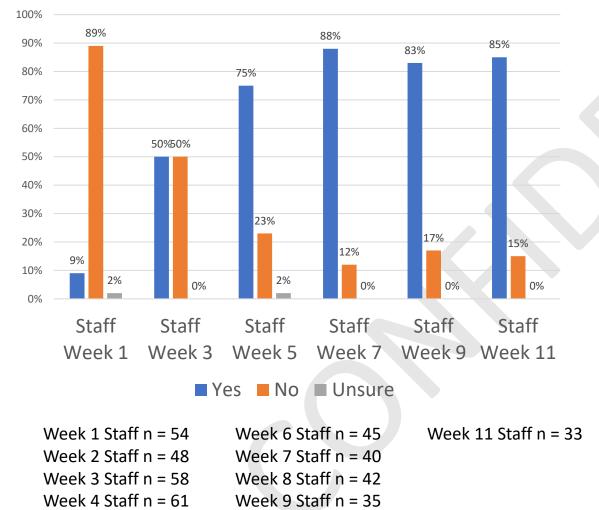




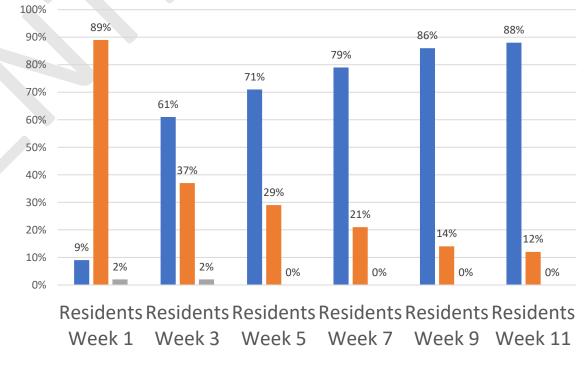
### Please describe how you are using testing:



#### AMERICAN SENIORS HOUSING Do you have any seniors housing communities with staff or ASSOCIATION Living Longer Better residents who have been diagnosed with COVID-19 virus?



Week 10 Staff n = 28



ASHA Survey Aggregated Results

March 15-16 – May 24-25

Yes No Unsure

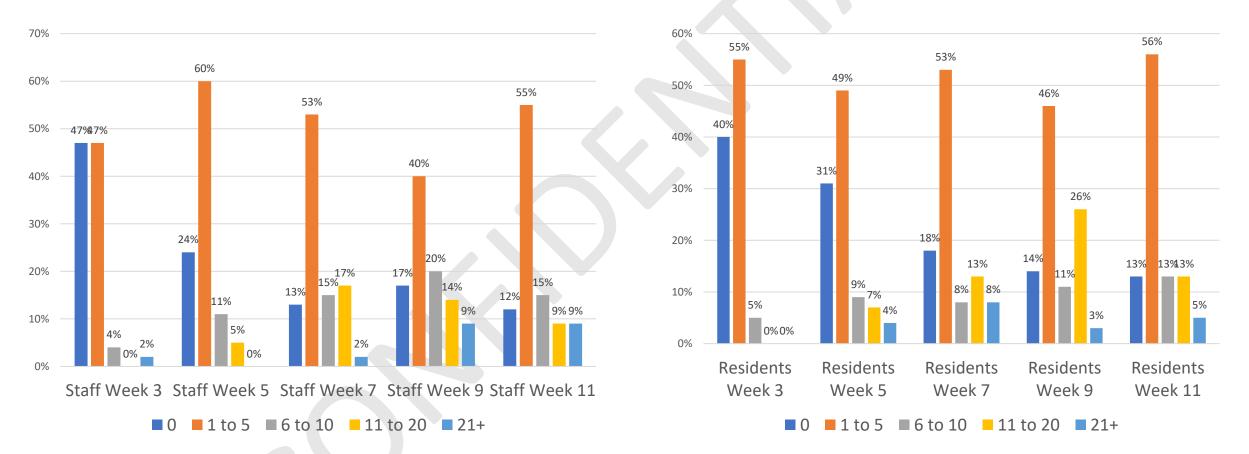
Week 1 Residents n = 55	Week 6 Residents n = 45	Week 11 Residents n = 32
Week 2 Residents n = 49	Week 7 Residents n = 38	
Week 3 Residents n = 59	Week 8 Residents n = 42	
Week 4 Residents n = 63	Week 9 Residents n = 35	
Week 5 Residents n = 56	Week 10 Residents n = 28	

10

Week 5 Staff 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 6 Staff n = 44	Week 9 Staff n = 35
Week 4 Staff n = 63	Week 7 Staff n = 40	Week 10 Staff n = 29
Week 5 Staff n = 55	Week 8 Staff n = 42	Week 11 Staff n = 33

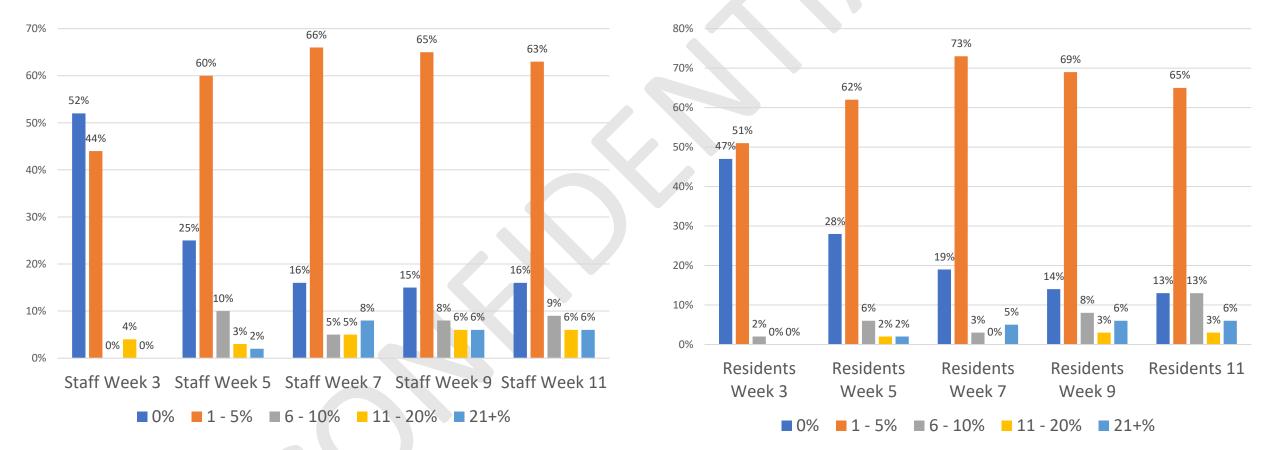
#### Note: Question was not asked weeks 1 & 2

Week 3 Residents n = 58	Week 6 Residents n = 45	Week 9 Residents n = 35
Week 4 Residents n = 62	Week 7 Residents n = 39	Week 10 Residents n = 28
Week 5 Residents n = 55	Week 8 Residents n = 42	Week 11 Residents n = 32



12

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



#### Note: Question was not asked weeks 1 & 2

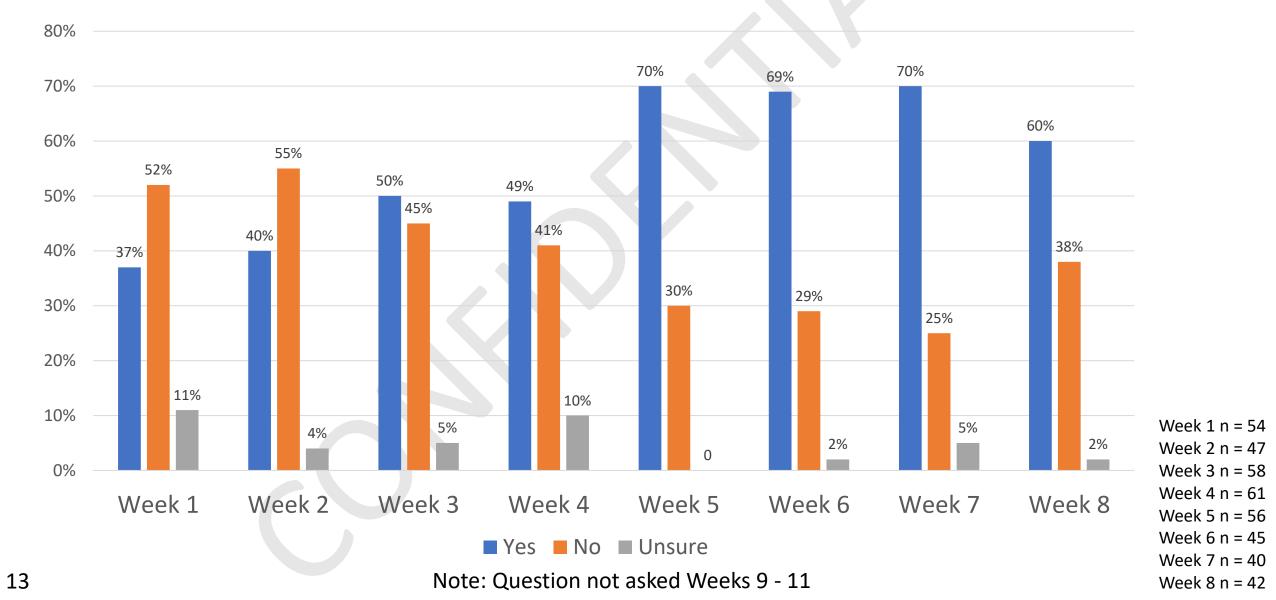
Week 3 Staff n = 52	Week 6 Staff n = 43	Week 9 Staff n = 34
Week 4 Staff n = 59	Week 7 Staff n = 38	Week 10 Staff n = 27
Week 5 Staff n = 52	Week 8 Staff n = 40	Week 11 Staff n = 32

#### Note: Question was not asked weeks 1 & 2

Week 3 Residents n = 55	Week 6 Residents n = 45	Week 9 Residents n = 35
Week 4 Residents n = 60	Week 7 Residents n = 37	Week 10 Residents n = 27
Week 5 Residents n = 53	Week 8 Residents n = 40	Week 11 Residents n = 31



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





Week 1 n = 54

Week 2 n = 45 Week 3 n = 53

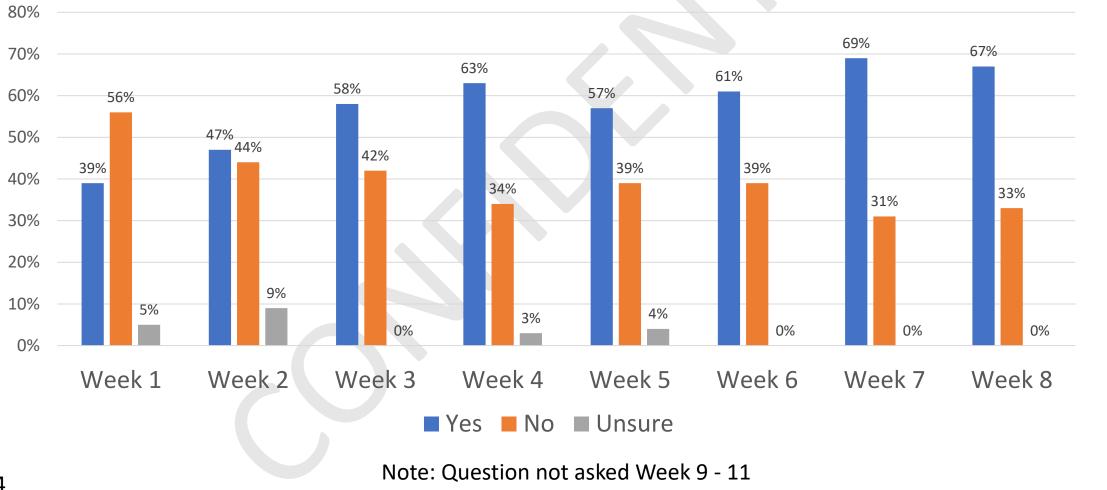
Week 4 n = 56

Week 5 n = 49

Week 6 n = 41 Week 7 n = 35

Week 8 n = 39

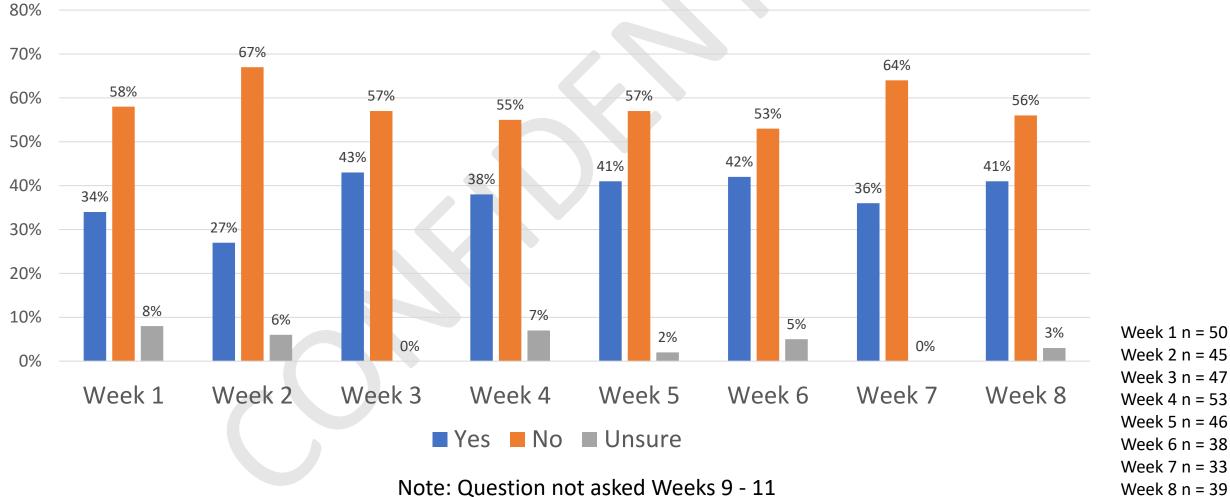
## Have you taken any of the following steps with regards to your community staffing: Added sick time benefits?



14

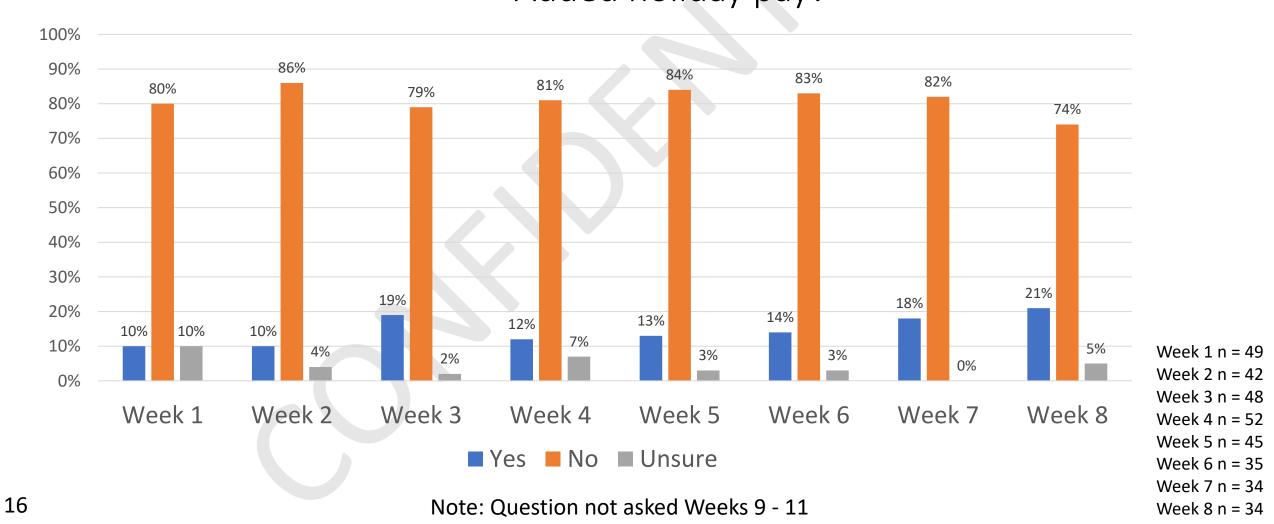


## Have you taken any of the following steps with regards to your community staffing: Added personal time?





## 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 = 49

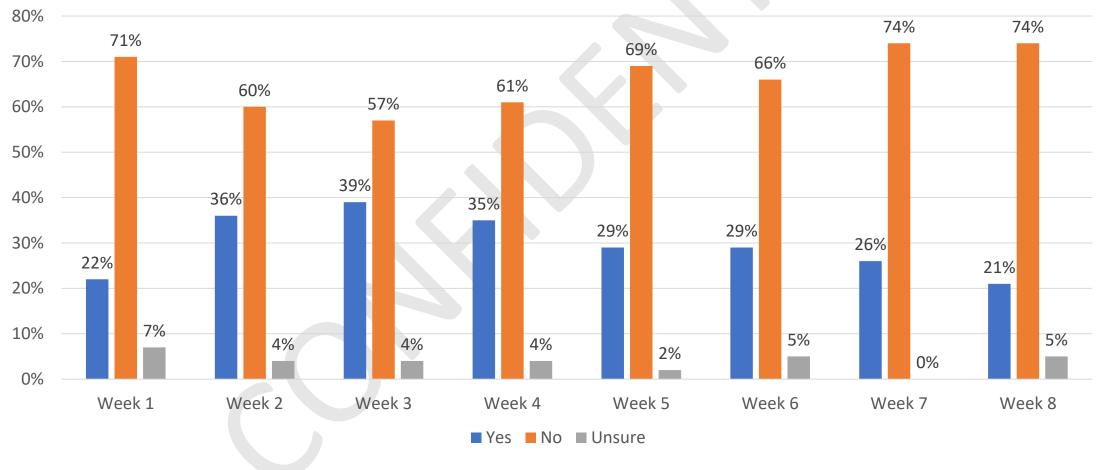
Week 4 n = 51

Week 5 n = 45

Week 6 n = 38 Week 7 n = 34

Week 8 n = 34

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



Note: Question not asked Weeks 9 - 11



Week 1 n = 50

Week 2 n = 44 Week 3 n = 53

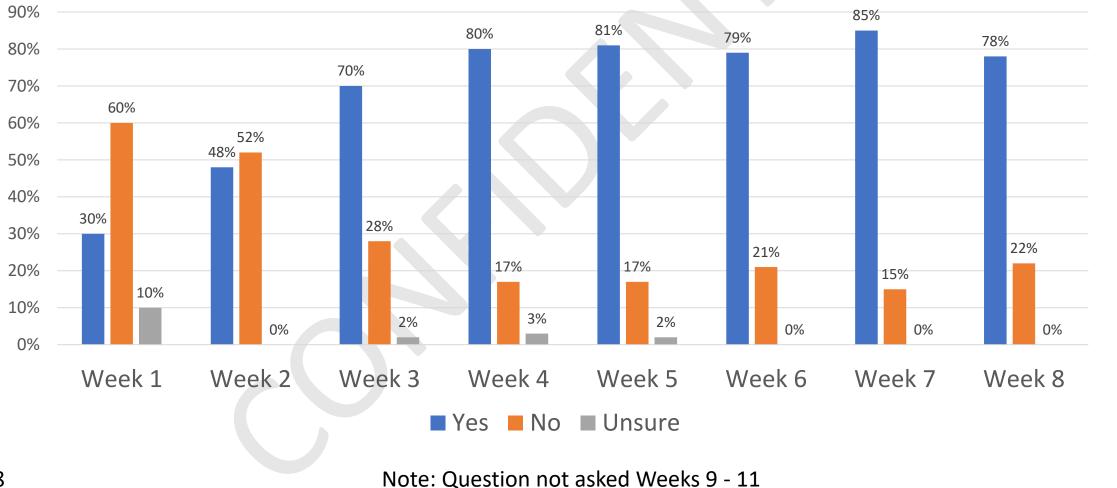
Week 4 n = 59 Week 5 n = 54

Week 6 n = 43 Week 7 n = 39

Week 8 n = 40

# Have you taken any of the following steps with regards to your community staffing:

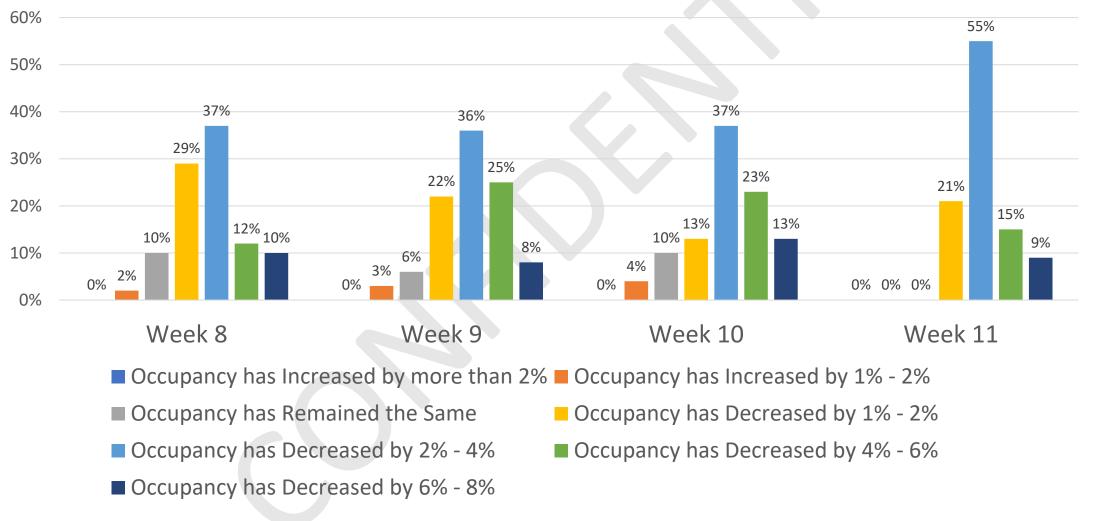
Increased wages or other benefits?



18



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

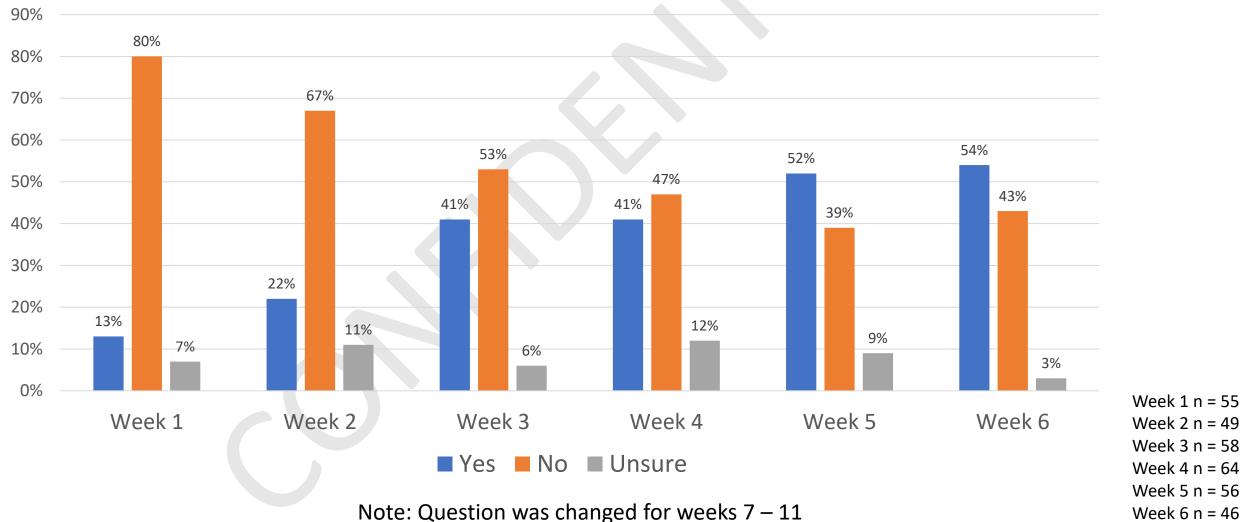


Week 1 n = 56 Week 2 n = 47 Week 3 n = 58 Week 4 n = 65 Week 5 n = 56 Week 6 n = 46 Week 7 n = 39 Week 8 n = 41 Week 9 n = 35

Week 10 n = 29 Week 11 n = 33



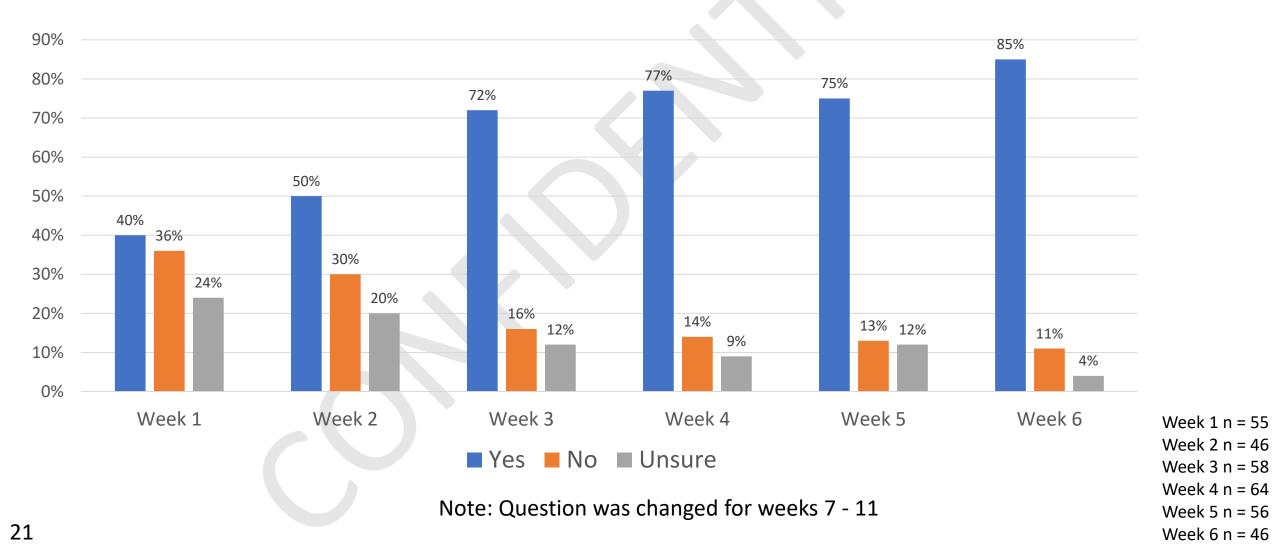
# Have you had any residents move out due to concerns related to COVID-19?

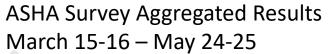


20



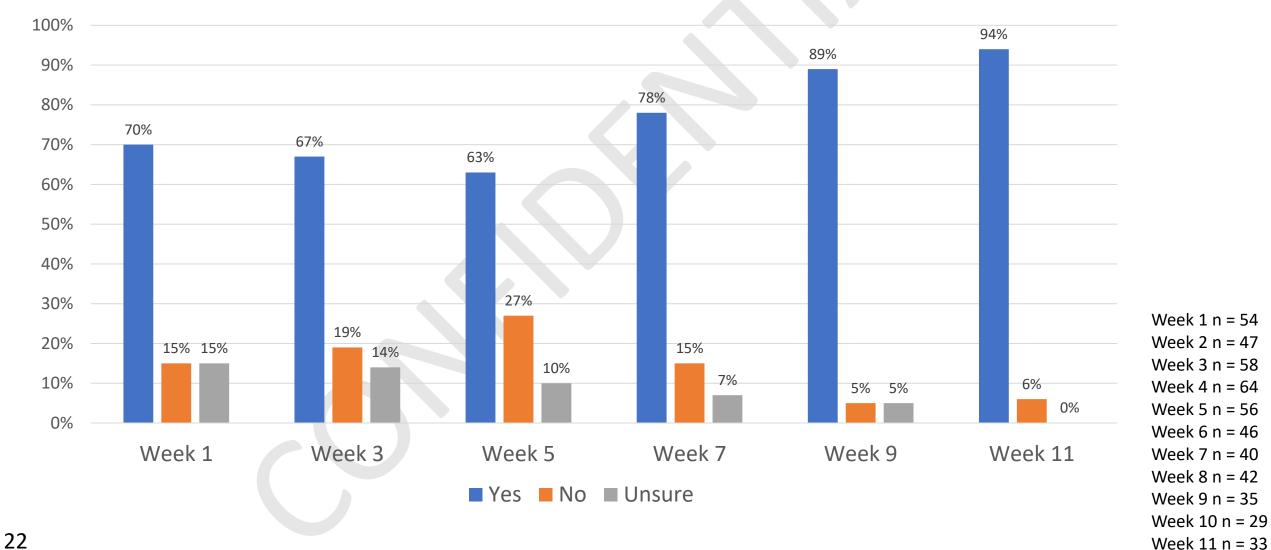
# Have you had any prospects cancel plans to move-in due to COVID-19 fears?





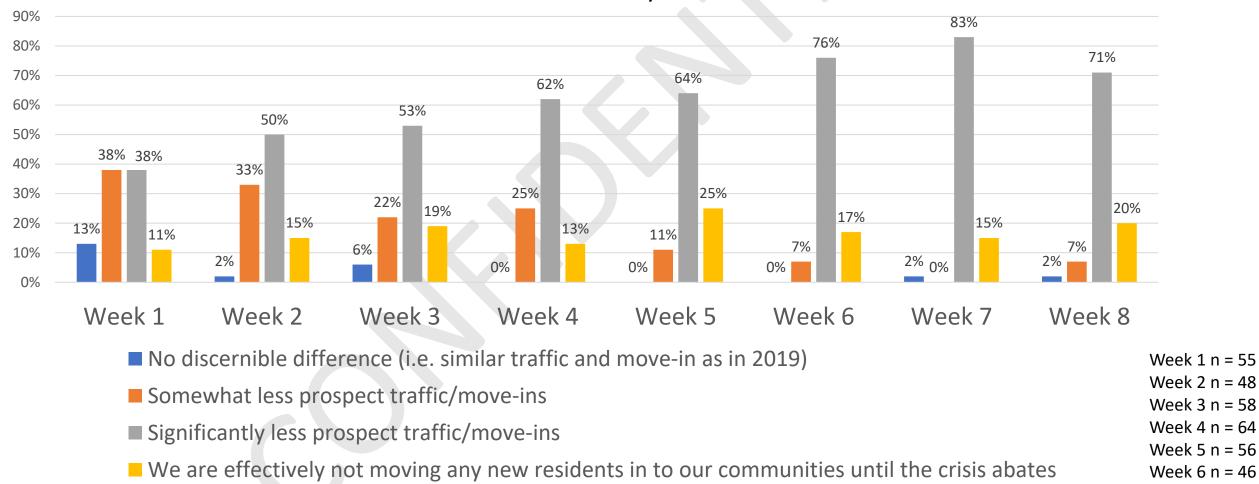


## Do you expect to move-in new residents before the end of this month?





# 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:



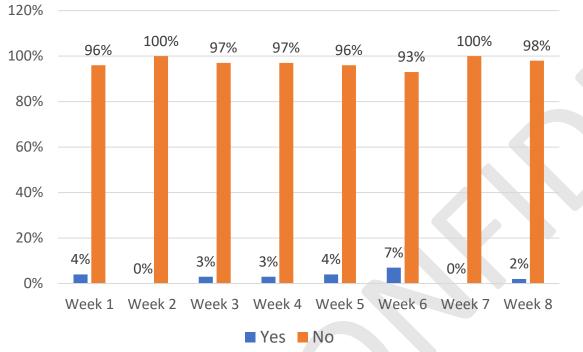
Note: Question not asked Weeks 9 - 11

Week 8 n = 41

Week 7 n = 40



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

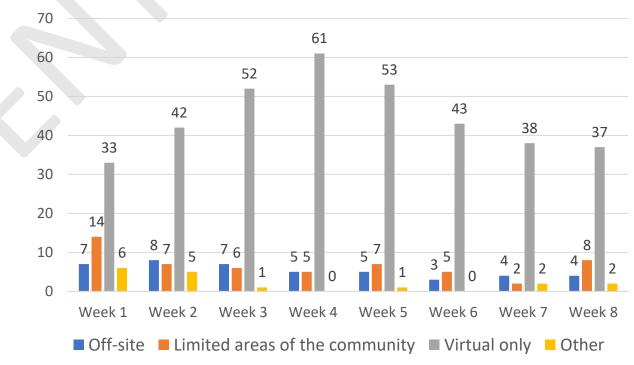


Week 5 n = 56

Week 6 n = 46

Week 7 n = 40 Week 8 n = 41 ASHA Survey Aggregated Results March 15-16 – May 24-25

### If no, are you conducting tours:



Note: Questions not asked Weeks 9 - 11

Week 1 n = 60	Week 5 n = 56
Week 2 n = 46	Week 6 n = 44
Week 3 n = 58	Week 7 n = 40
Week 4 n = 63	Week 8 n = 39

24

Week 1 n = 54

Week 2 n = 48

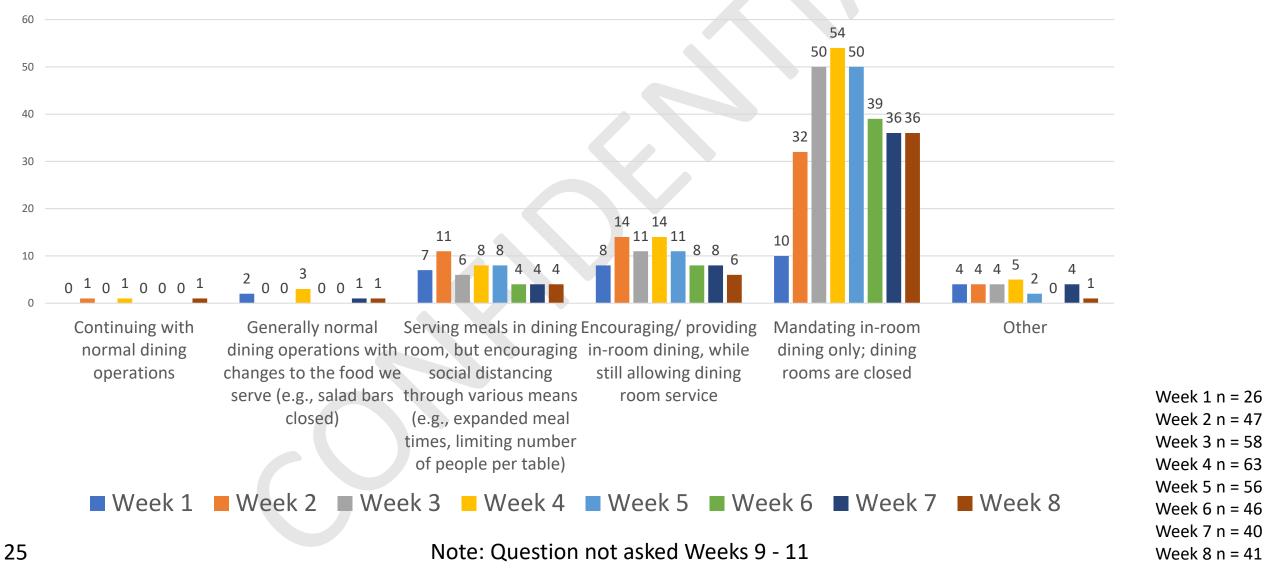
Week 3 n = 58

Week 4 n = 64



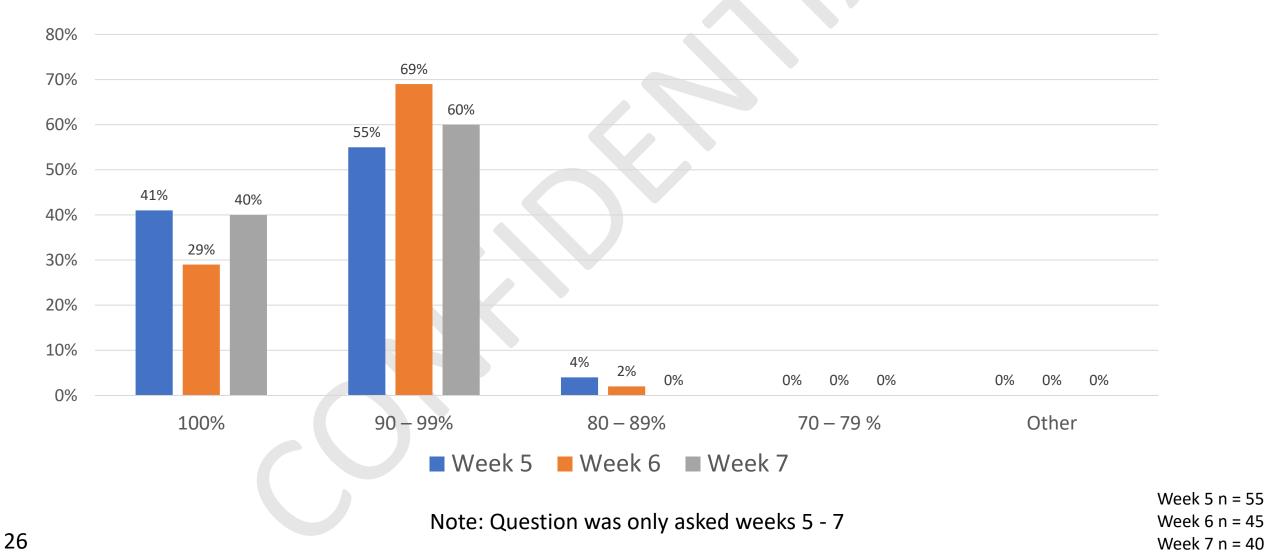
March 15-16 – May 24-25 What, if any, changes have you made to your dining operations (for your communities without a known case of COVID-19)?

ASHA Survey Aggregated Results



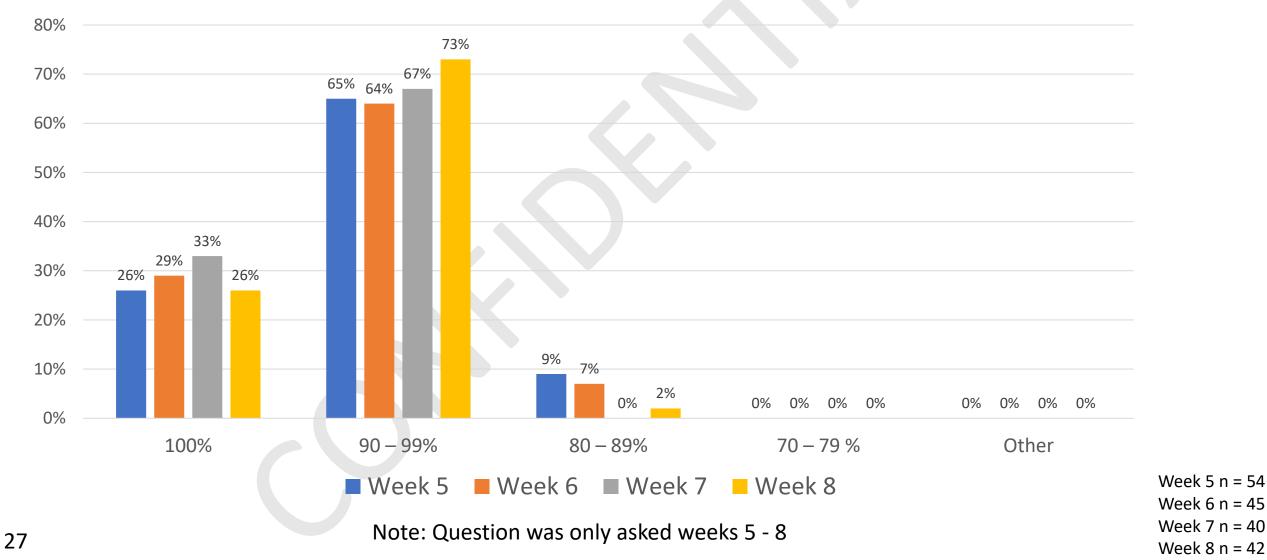


# Since the emergence of COVID-19 what was your percentage of rent collected in February?



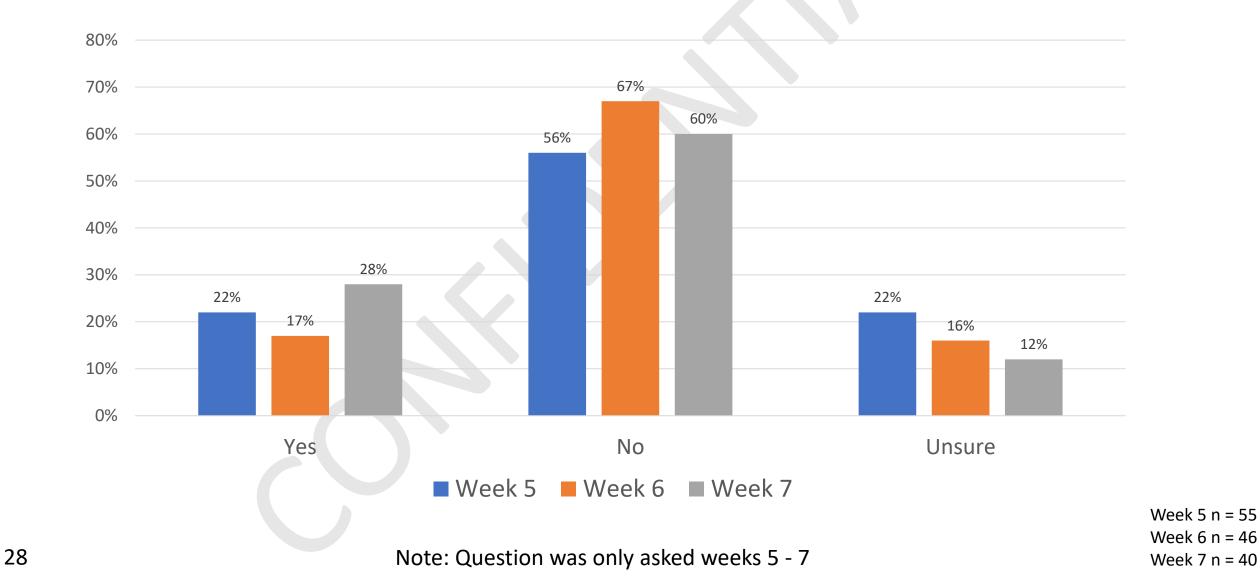


## Since the emergence of COVID-19 what was your percentage of rent collected in March?



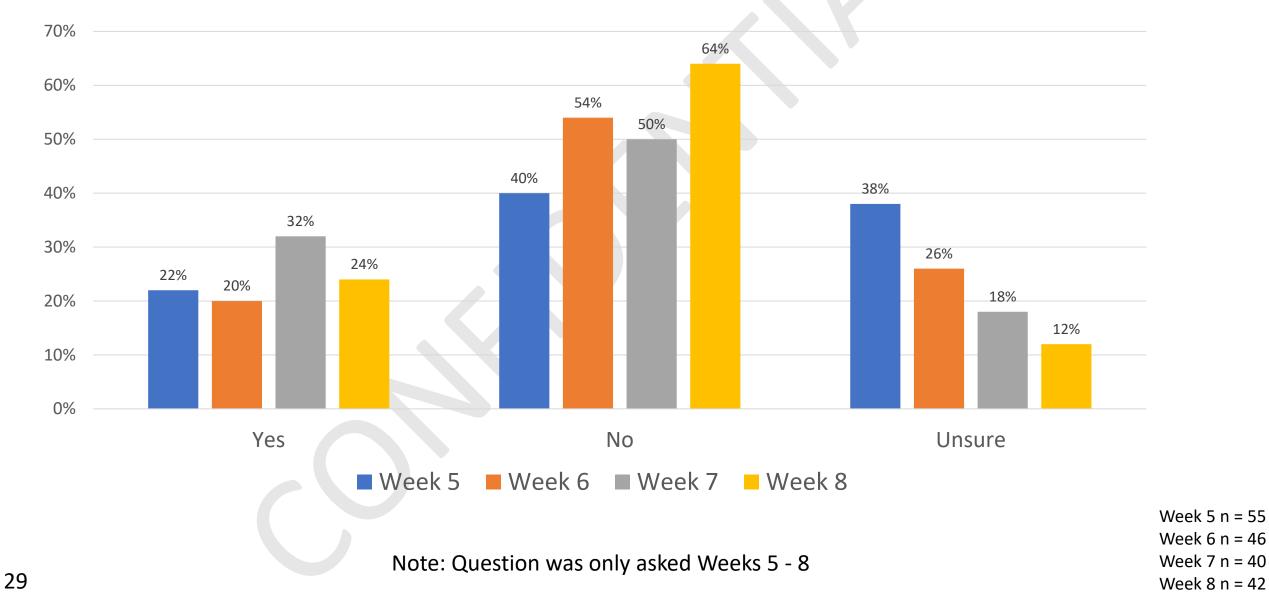


### Do you anticipate rent delinquency in April?





### Do you anticipate rent delinquency in May?



Week 5 n = 35

Week 6 n = 20 Week 7 n = 24

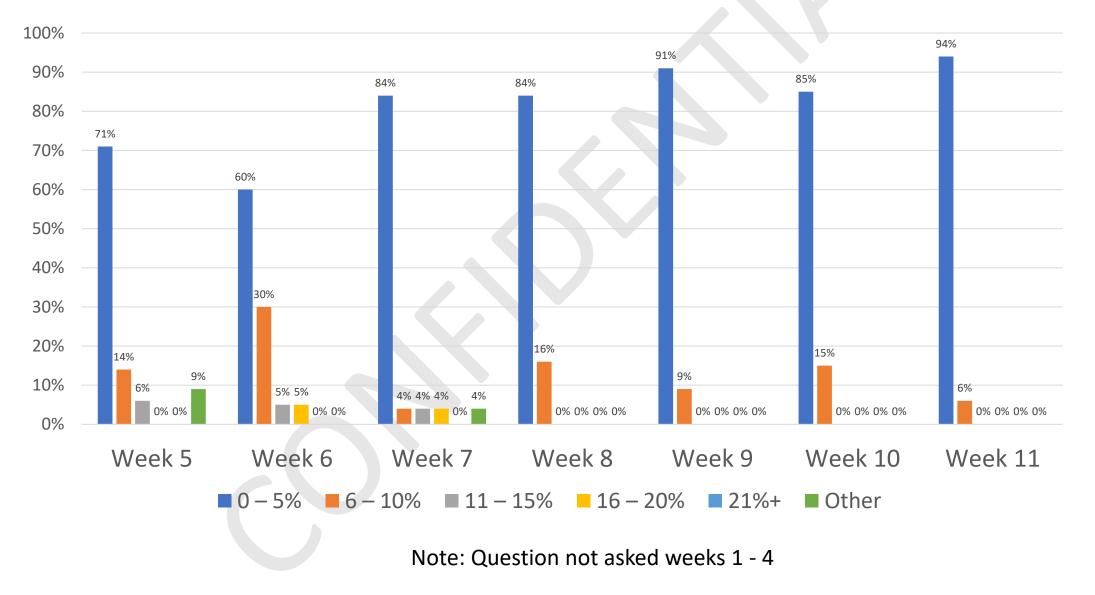
Week 8 n = 25 Week 9 n = 22

Week 10 n = 13

Week 11 n = 18

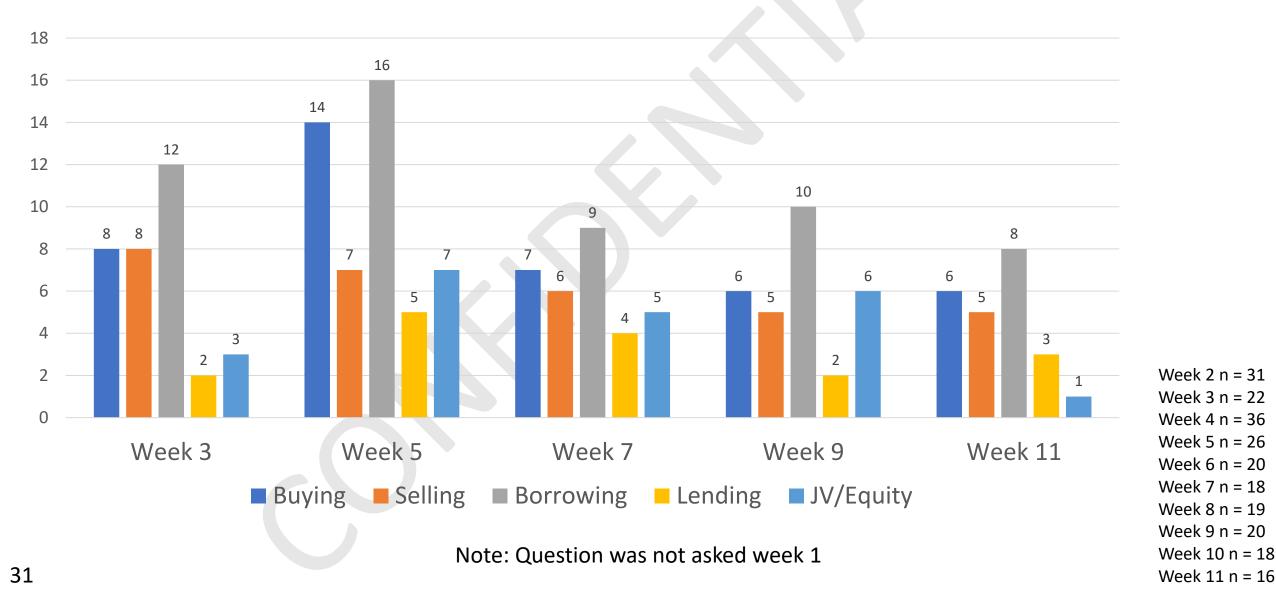


### If you anticipate rent delinquency what percentage?





## Are you involved in a current capital transaction?





80%

70%

60%

50%

40%

30%

20%

10%

0%

48%

26%

## Is your capital transaction?

ASHA Survey Aggregated Results March 15-16 – May 24-25 If you answered on hold or terminating, do you attribute this to:

8

3

Week 9

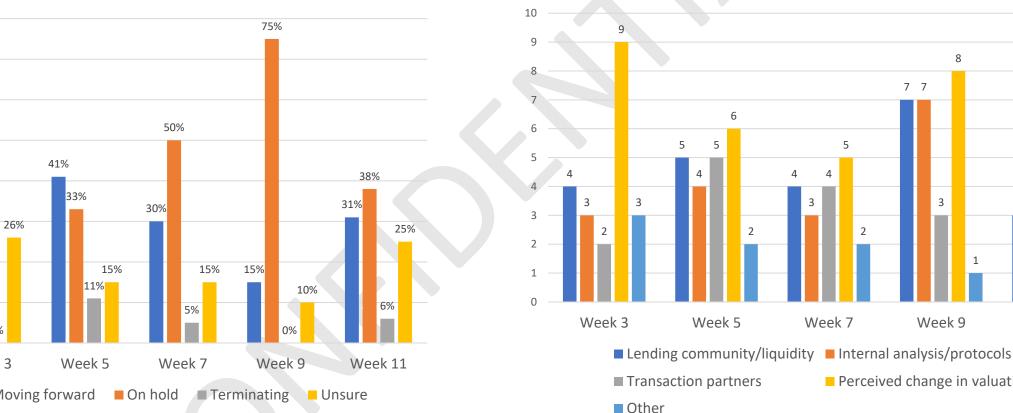
Perceived change in valuation

4

Week 11

3

7 7



2

### Note: Question was not asked week 1

Week 7

3

Week 2 n = 16	Week 6 n = 10	Week 10 n = 11
Week 3 n = 17	Week 7 n = 13	Week 11 n = 7
Week 4 n = 23	Week 8 n = 14	
Week 5 n = 15	Week 9 n = 15	

#### 32

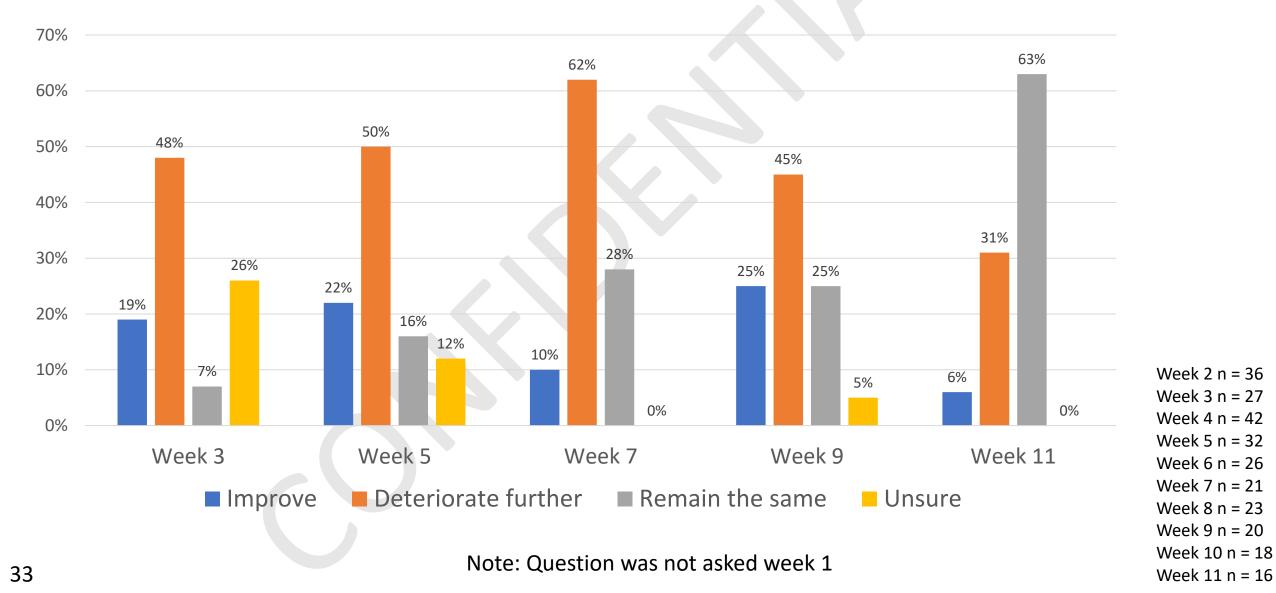
V	Week 7	Week 5	Week 3
Termina	On hold	g forward	Movin
t aske	n was no	: Questi	Note
	31 Week 23 Week		

### ed week 1

Week 2 n = 31	Week 6 n = $21$	Week 10 n = 18
Week 3 n = 23	Week 7 n = 20	Week 11 n = 16
Week 4 n = 37	Week 8 n = 20	
Week 5 n = 27	Week 9 n = 20	

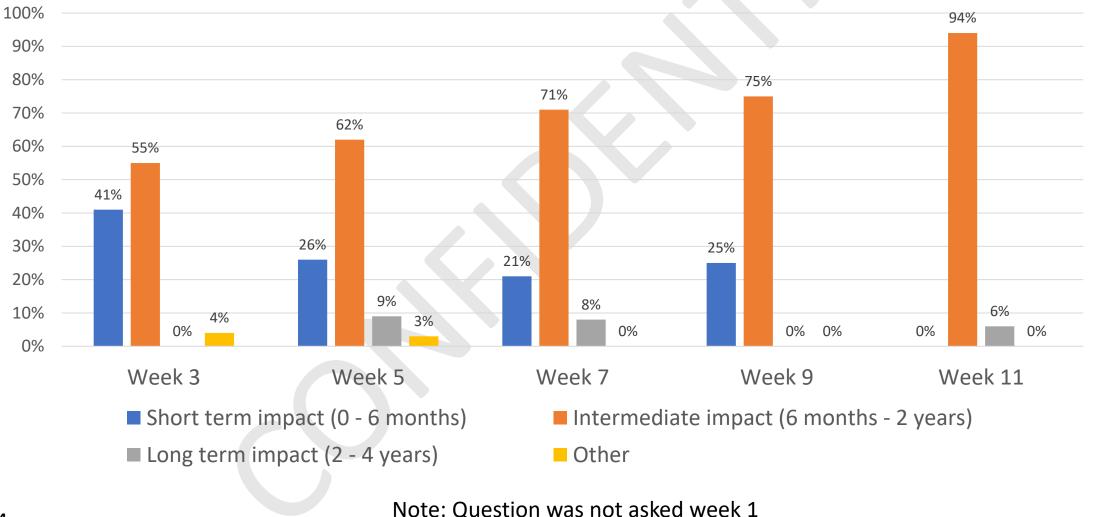


## Do you anticipate current capital markets will:





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



Week 2 n = 39 Week 3 n = 29 Week 4 n = 42 Week 5 n = 34 Week 6 n = 28 Week 7 n = 24 Week 8 n = 23 Week 9 n = 20 Week 10 n = 18

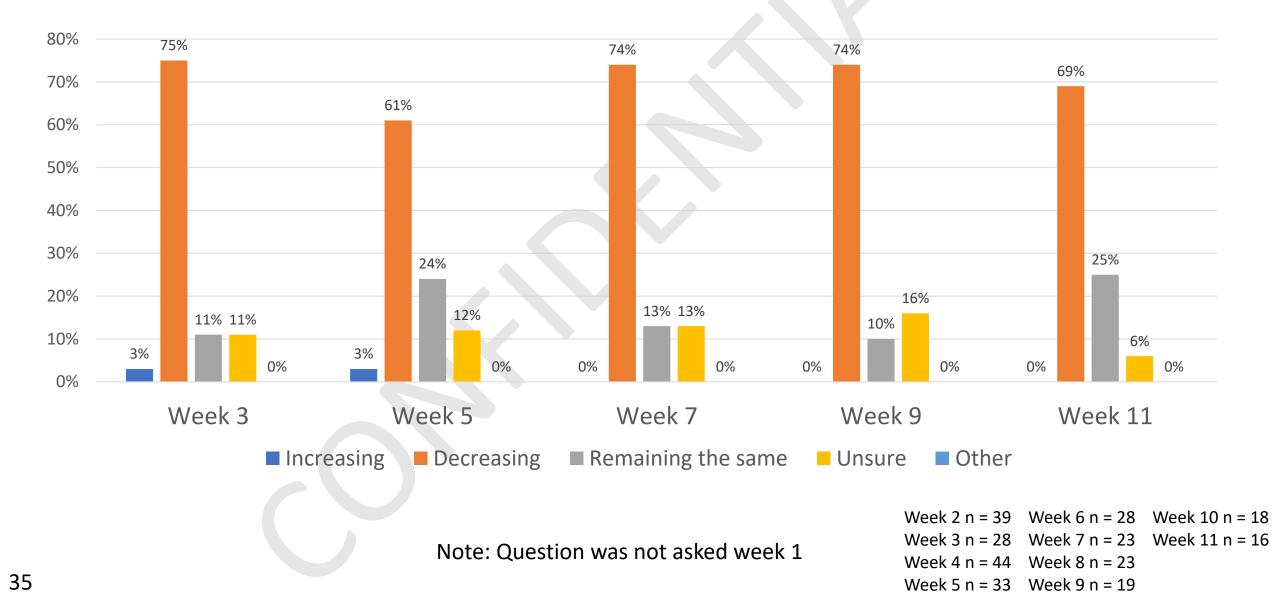
Week 11 n = 16

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

AMERICAN

HOUSING

SENIORS



Week 5 n = 31 Week 9 n = 19



### Based on your answer do you attribute this to:

