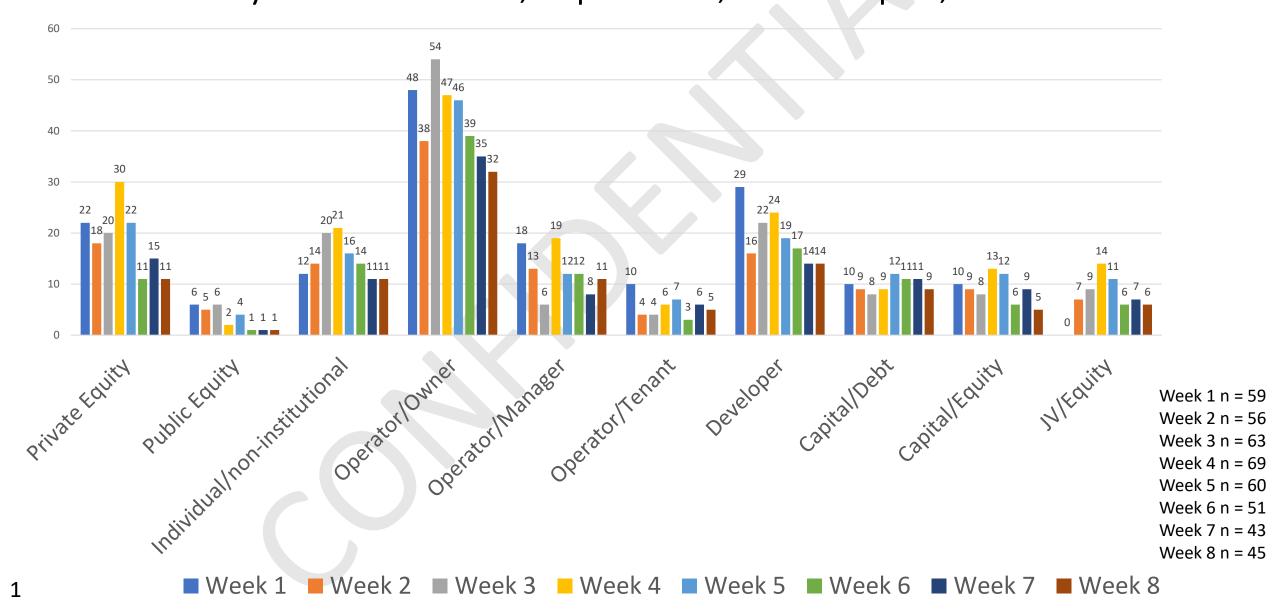
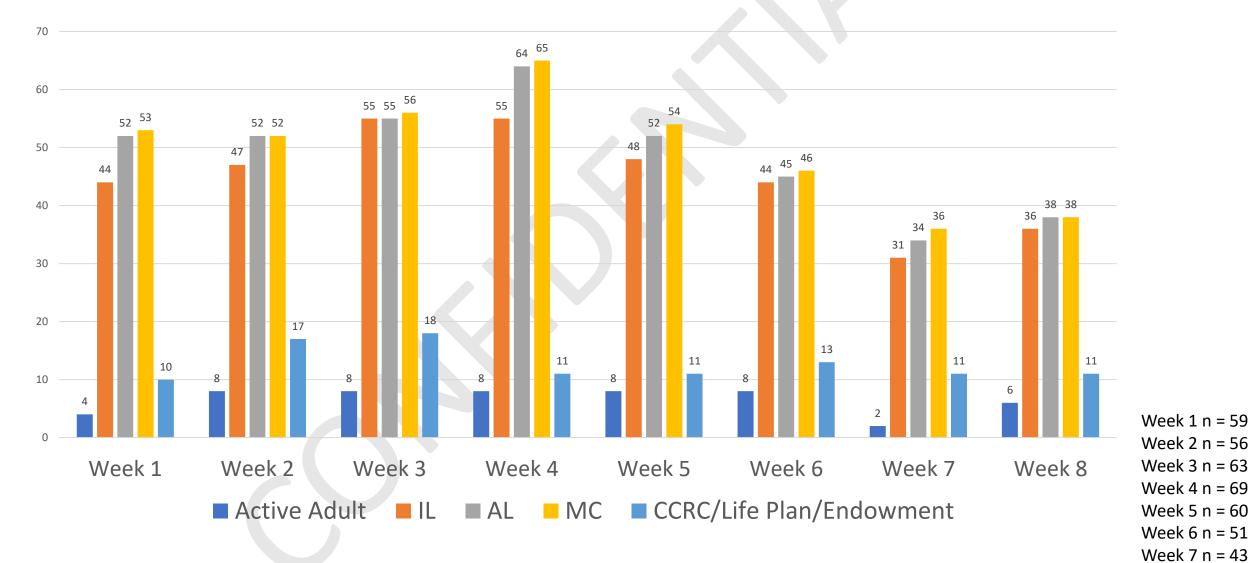
#### AMERICAN SENIORS HOUSING ASSOCIATION Living Longer Better Are you an Owner, Operator, Developer, Financier?



## Product Type



2

AMERICAN

HOUSING

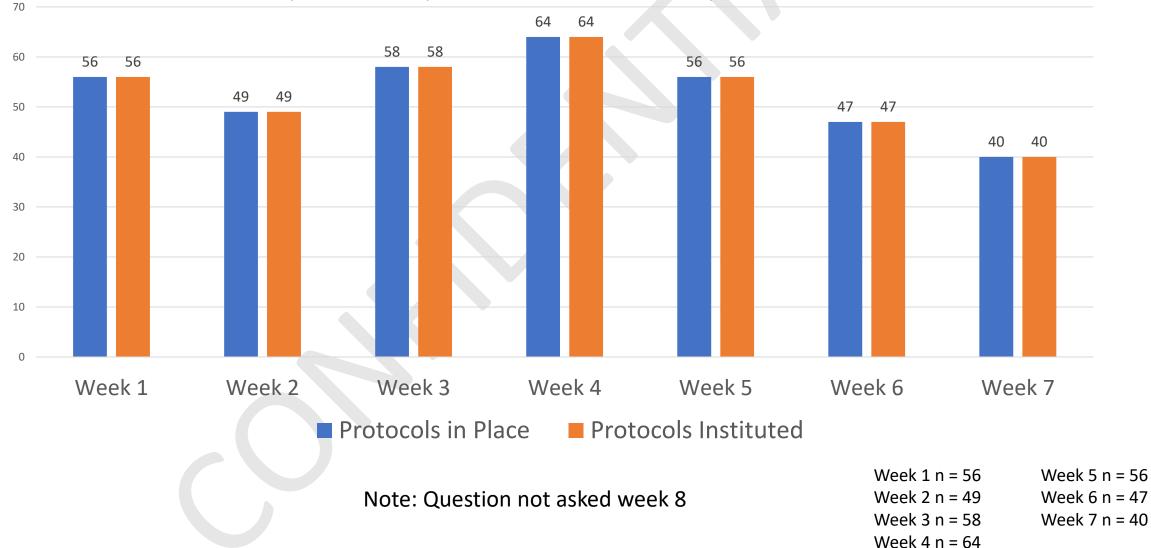
SENIORS

ASSOCIATION Living Longer Better

Week 8 n = 45

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

If yes, have you instituted these protocols?



AMERICAN

HOUSING ASSOCIATION

SENIORS

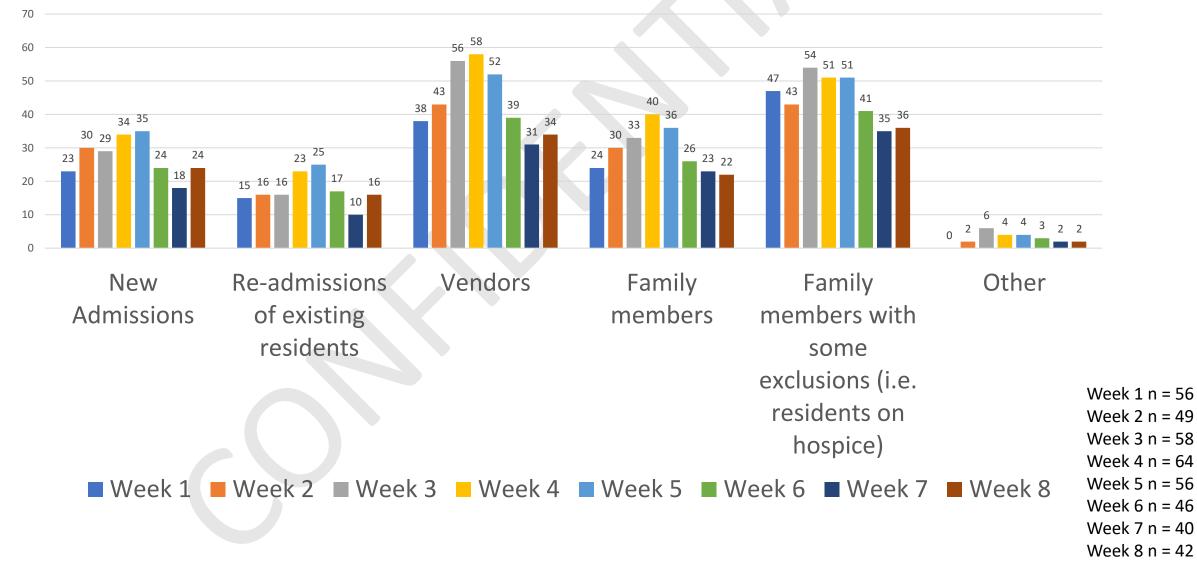
Living Longer Better

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

### restricted access to:

ASHA Survey Aggregated Results

March 15-16 – May 3-4



4



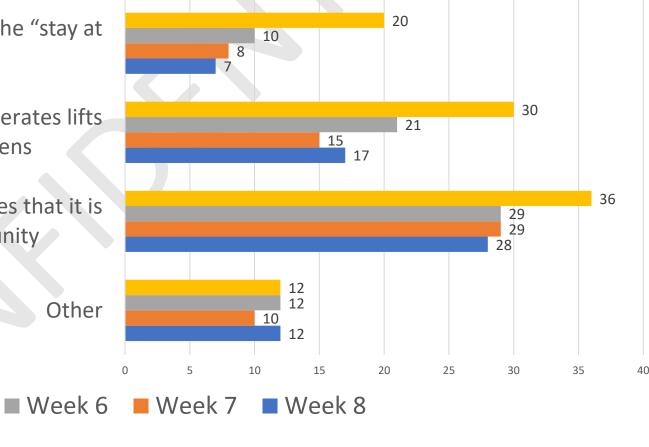
If you are currently restricting access to your community (i.e. no visitors unless essential healthcare personnel), when do you plan to lift that restriction?

When the US government or CDC lifts the "stay at home" recommendations

When the state in which the community operates lifts its restrictions on movement of citizens

When the local health department advises that it is acceptable to open up the community

Week 5



Note: Question not asked weeks 1 - 4

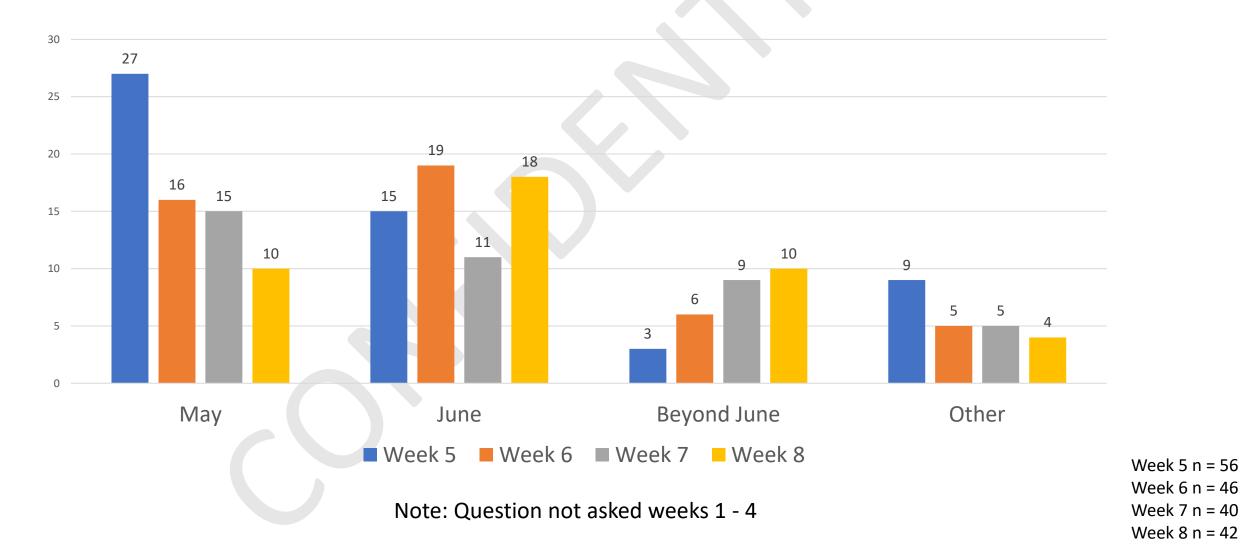
Week 5 n = 55 Week 6 n = 46 Week 7 n = 40 Week 8 n = 41



6

ASHA Survey Aggregated Results March 15-16 – May 3-4

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





7

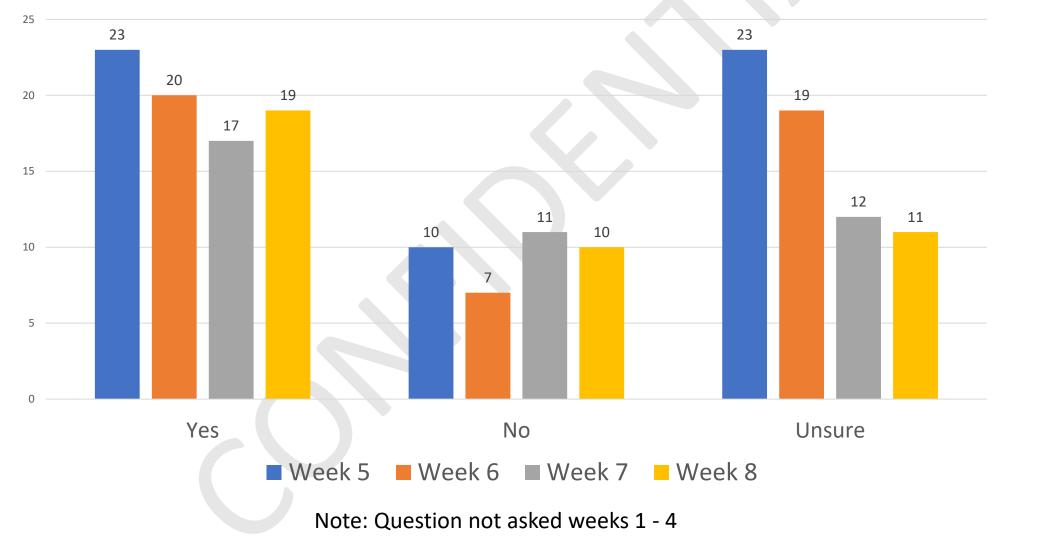
ASHA Survey Aggregated Results March 15-16 – May 3-4

> Week 5 n = 56 Week 6 n = 46

> Week 7 n = 40

Week 8 n = 40

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



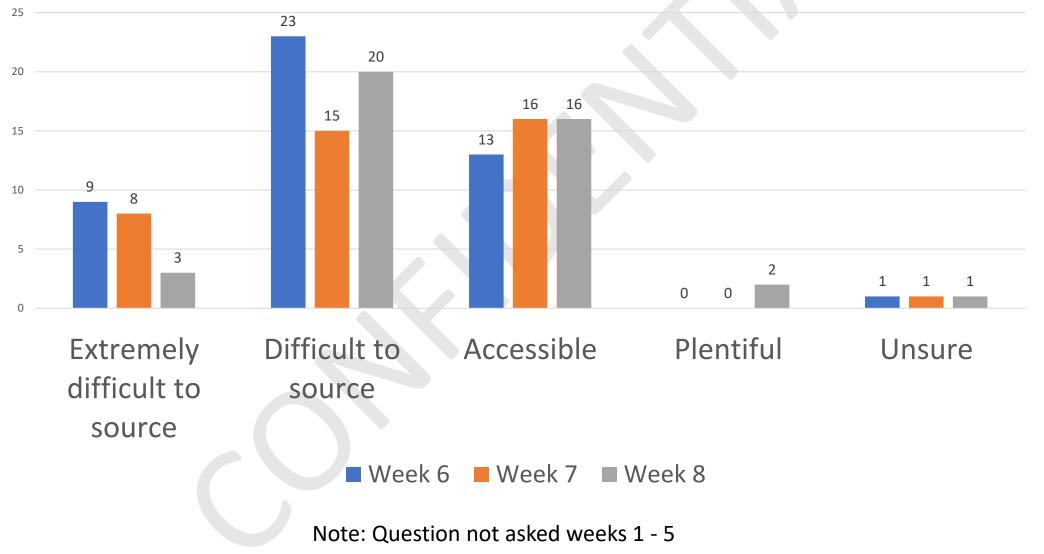
Week 6 n = 46

Week 7 n = 40

Week 8 n = 42

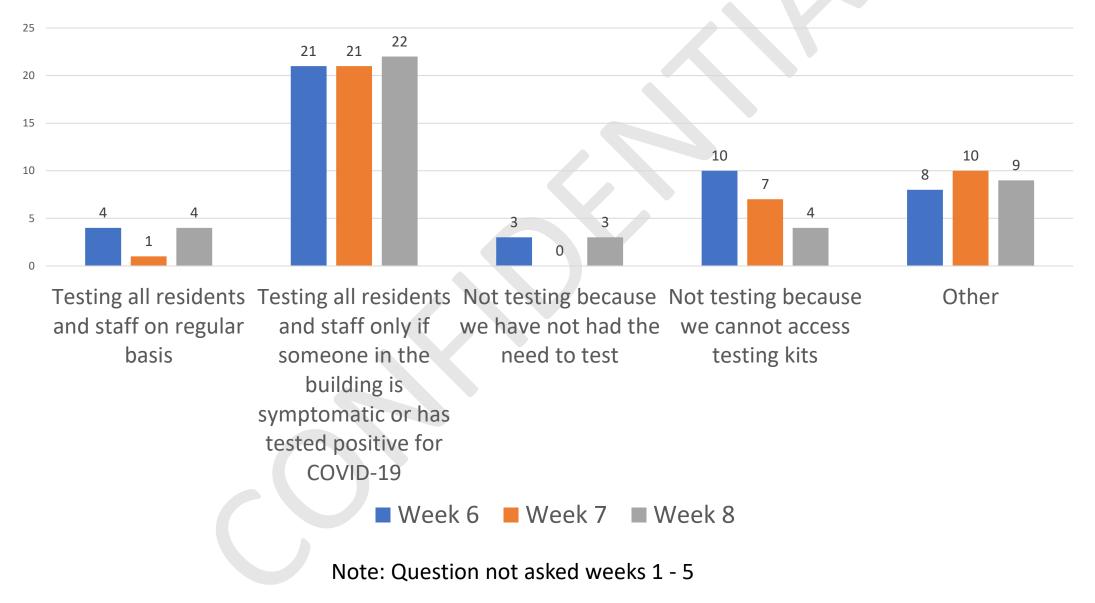


# Please describe your ability to access testing kits in the markets in which you operate:





### Please describe how you are using testing:



Week 6 n = 46 Week 7 n = 39 Week 8 n = 42

#### 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 4 Staff n = 61

60 60 49 50 48 50 40 37 40 42 34 40 32 31 30 40 35 30 34 33 33 22 29 29 20 30 14 14 10 21 10 20 0 13 12 11 Residents Weeks Residents Week 6 Residents Week2 Residents Week3 Residents Week A Residents Week Residents Weeks Residents Week 10 5 0 Staff Staff Staff Staff Staff Staff Staff Staff Week 1 Week 2 Week 3 Week 4 Week 5 Week 6 Week 7 Week 8 Yes No Unsure Unsure Yes No Week 1 Staff n = 54Week 5 Staff n = 56Week 5 Residents n = 56Week 1 Residents n = 55Week 2 Staff n = 48Week 6 Staff n = 45Week 2 Residents n = 49 Week 6 Residents n = 45Week 3 Staff n = 58Week 7 Staff n = 40Week 3 Residents n = 59Week 7 Residents n = 38

Week 4 Residents n = 63

Week 8 Staff n = 42

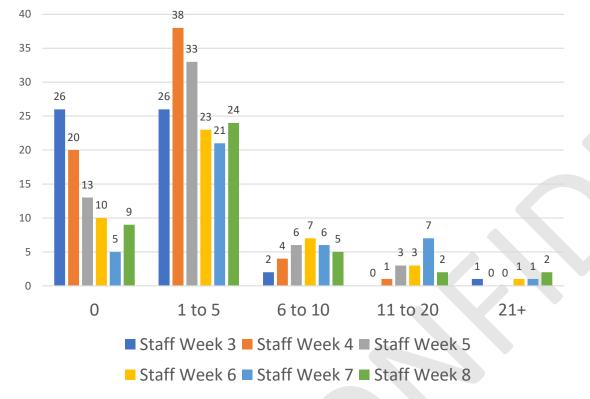
ASHA Survey Aggregated Results

Week 8 Residents n = 42

March 15-16 – May 3-4

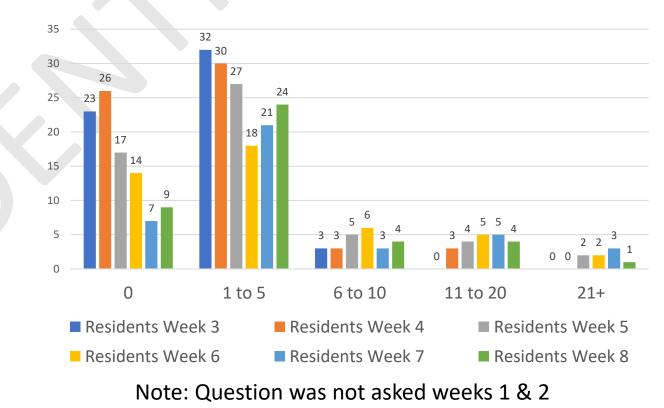


How many of your communities have staff or residents that have been diagnosed with COVID-19 virus?



Note: Question was not asked weeks 1 & 2

Week 3 Staff n = 55Week 6 Staff n = 44Week 4 Staff n = 63Week 7 Staff n = 40Week 5 Staff n = 55Week 8 Staff n = 42

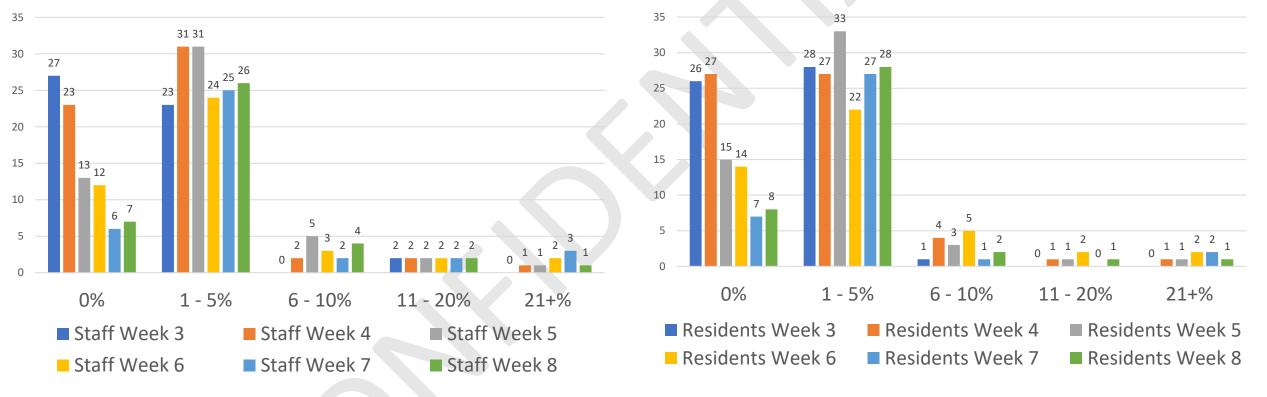


Week 3 Residents n = 58	
Week 4 Residents n = 62	
Week 5 Residents n = 55	

Week 6 Residents n = 45 Week 7 Residents n = 39 Week 8 Residents n = 42



## 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 4 Staff n = 59	Week 7 Staff n = 38
Week 5 Staff n = 52	Week 8 Staff n = 40

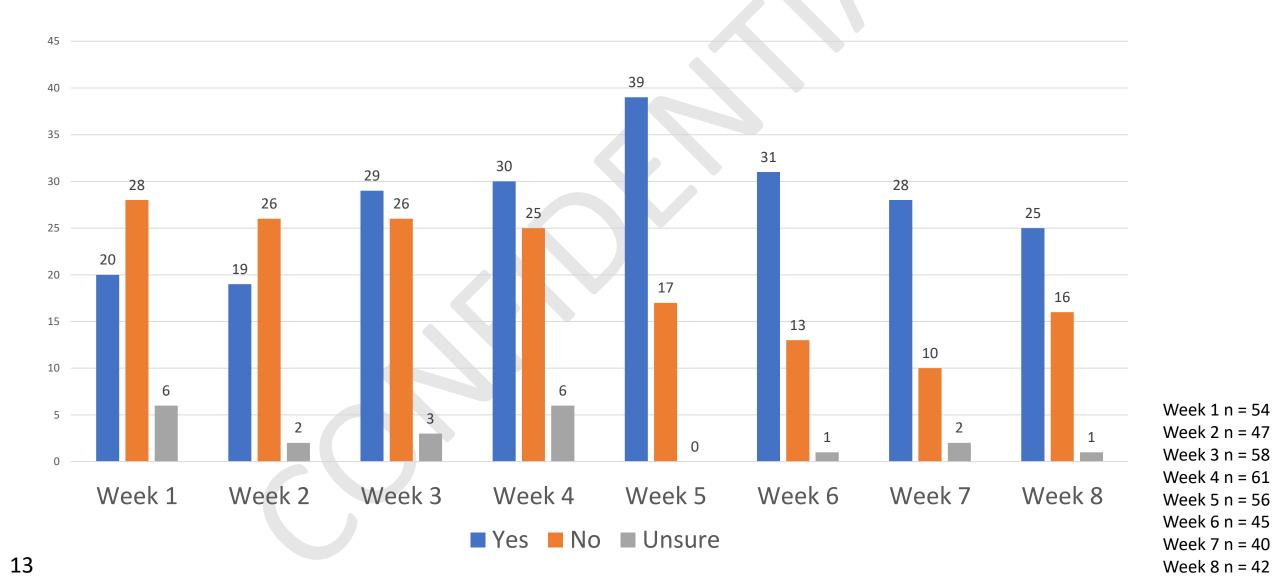
#### Note: Question was not asked weeks 1 & 2

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

Week 6 Residents n = 45 Week 7 Residents n = 37 Week 8 Residents n = 40

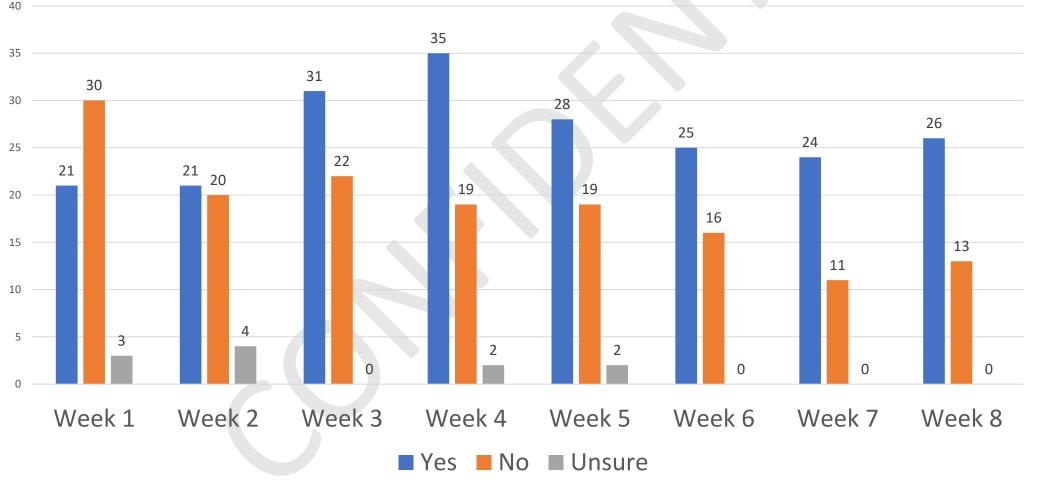


### Has COVID-19 affected your ability to staff your communities?





## 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 Week 6 n = 41

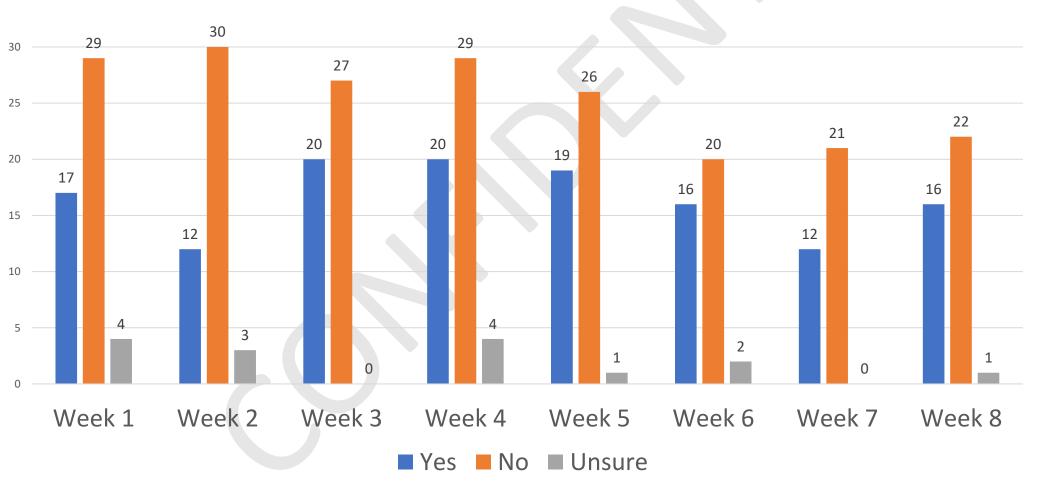
Week 7 n = 35



35

ASHA Survey Aggregated Results March 15-16 – May 3-4

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



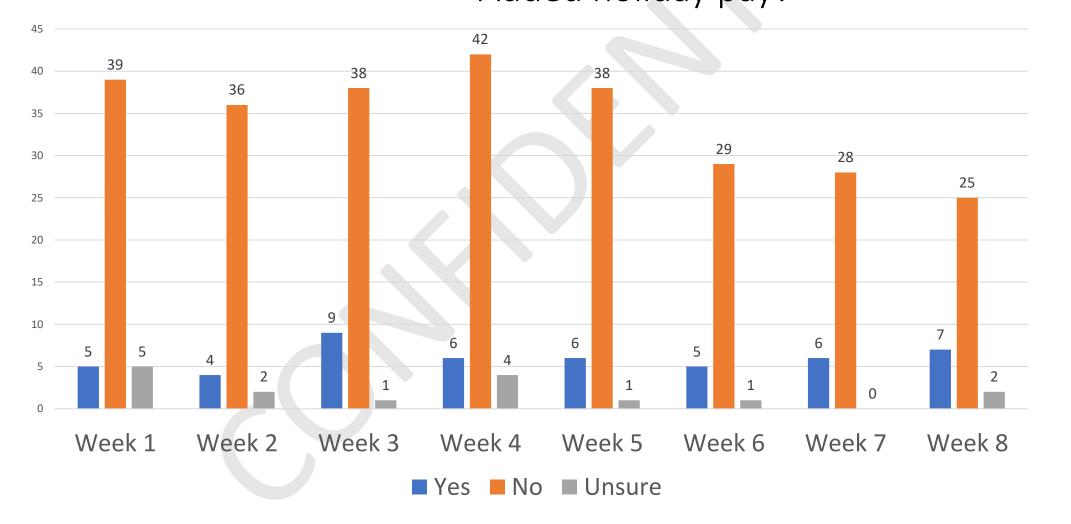
Week 1 n = 50 Week 2 n = 45 Week 3 n = 47 Week 4 n = 53

Week 5 n = 46

Week 6 n = 38



## 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

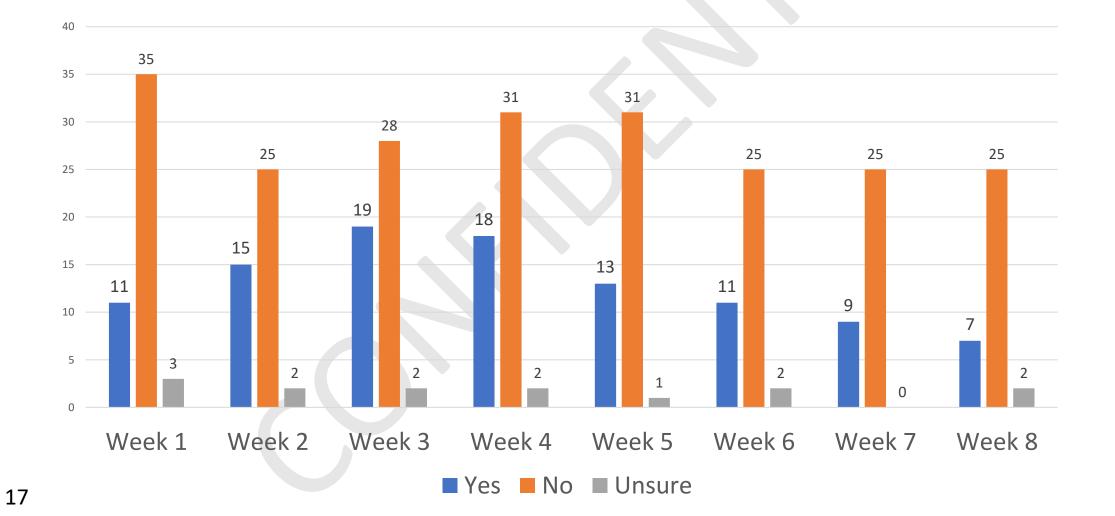
Week 6 n = 35

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?



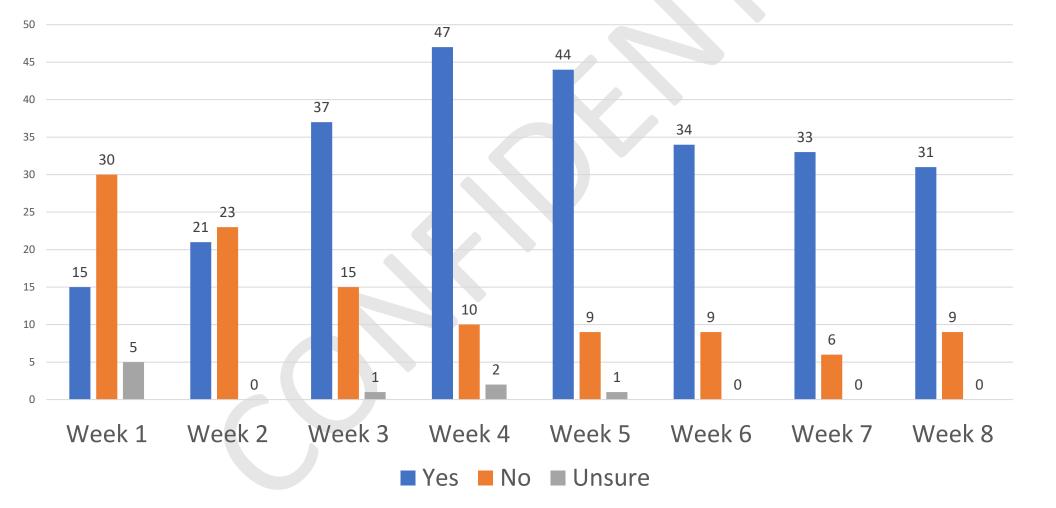
Week 1 n = 49 Week 2 n = 42 Week 3 n = 49 Week 4 n = 51 Week 5 n = 45 Week 6 n = 38 Week 7 n = 34

Week 8 n = 34



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

Increased wages or other benefits?



Week 2 n = 44 Week 3 n = 53 Week 4 n = 59 Week 5 n = 54 Week 6 n = 43

Week 1 n = 50

Week 7 n = 39 Week 8 n = 40



> Week 1 n = 56 Week 2 n = 47

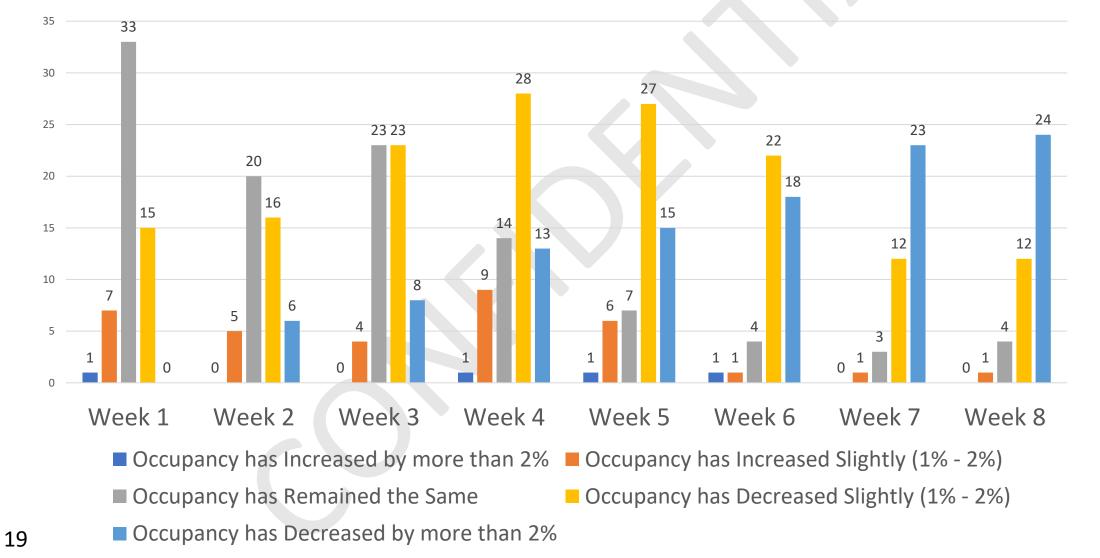
> Week 3 n = 58 Week 4 n = 65

> Week 5 n = 56

Week 6 n = 46 Week 7 n = 39

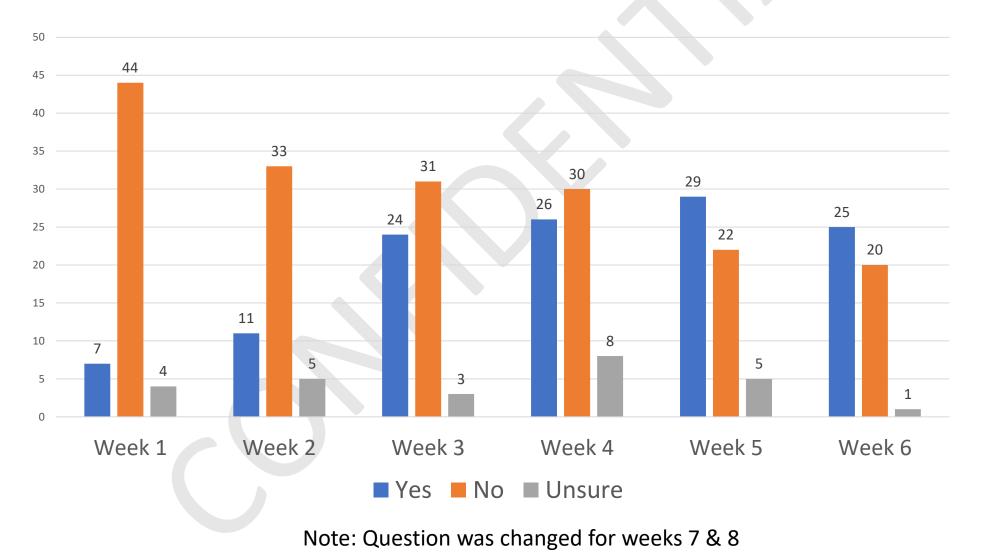
Week 8 n = 41

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





# 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 Week 6 n = 46



21

ASHA Survey Aggregated Results March 15-16 – May 3-4

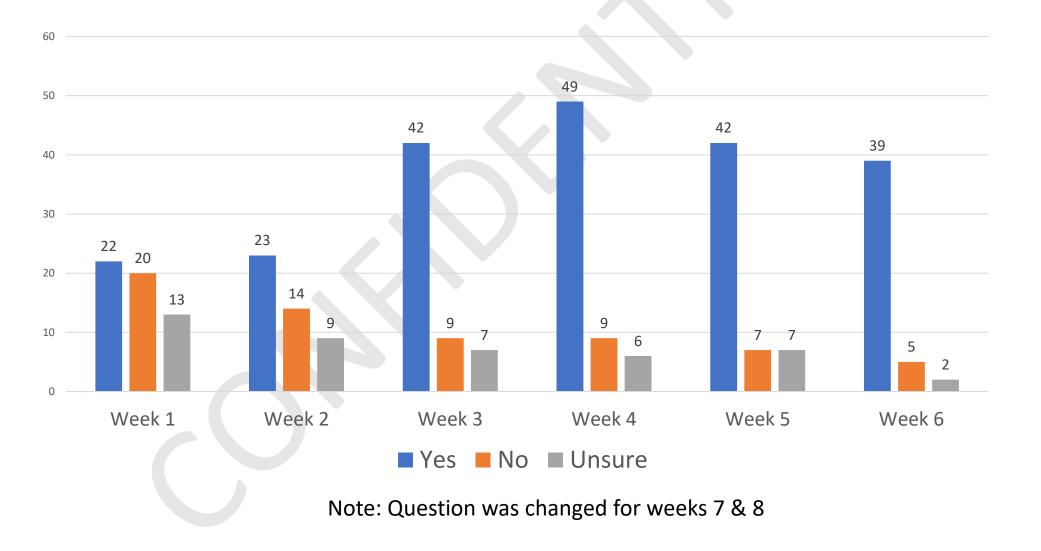
> Week 1 n = 55 Week 2 n = 46

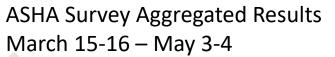
> Week 3 n = 58 Week 4 n = 64

> Week 5 n = 56

Week 6 n = 46

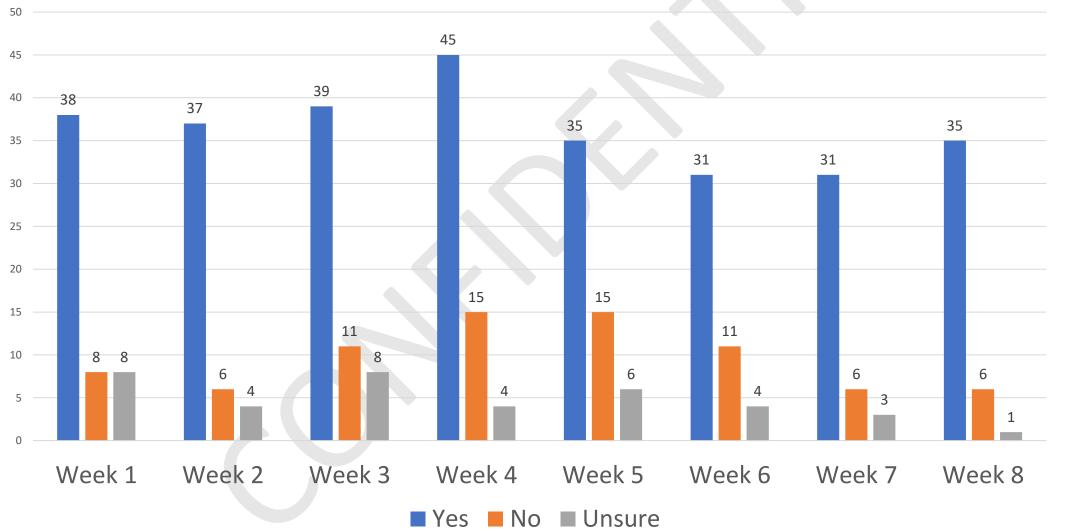
# Have you had any prospects cancel plans to move-in due to COVID-19 fears?







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



Week 5 n = 56 Week 6 n = 46 Week 7 n = 40

Week 1 n = 54

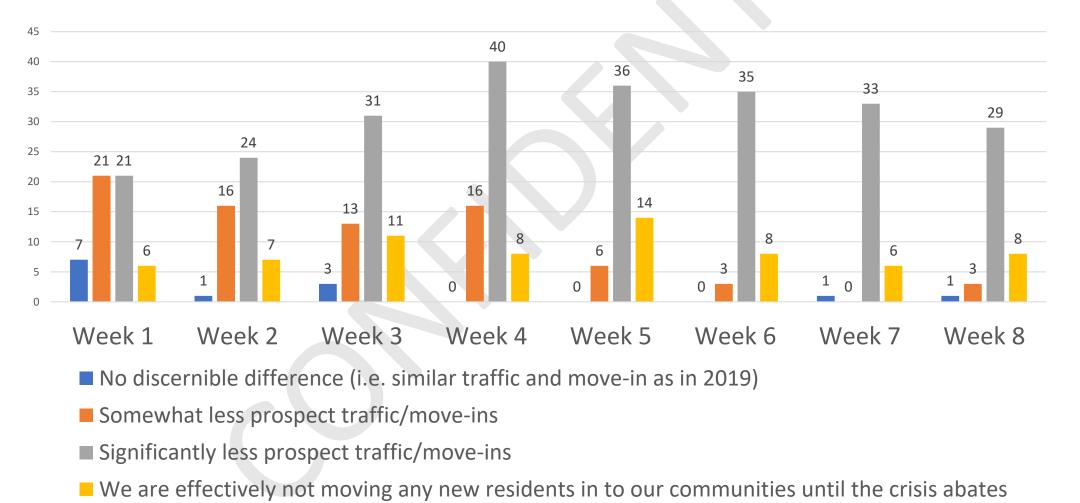
Week 2 n = 47

Week 3 n = 58 Week 4 n = 64

Week 8 n = 42



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:



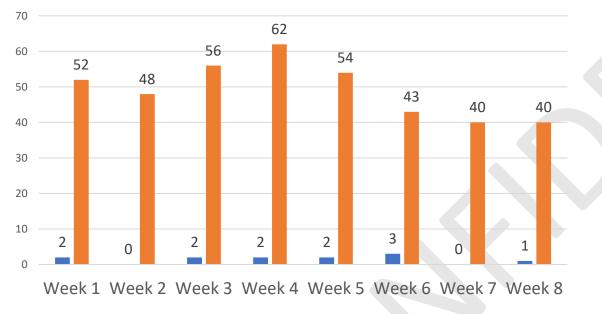
Week 2 n = 48 Week 3 n = 58

Week 1 n = 55

- Week 4 n = 64
- Week 5 n = 56
- Week 6 n = 46
- Week 7 n = 40



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

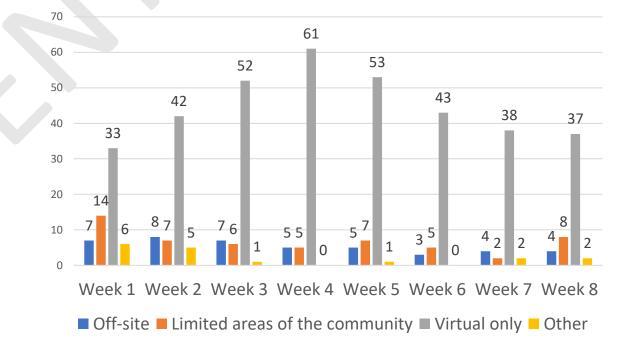


Yes No

Week 1 n = 54	Week 5 n = 56
Week 2 n = 48	Week 6 n = 46
Week 3 n = 58	Week 7 n = 40
Week 4 n = 64	Week 8 n = 41

ASHA Survey Aggregated Results March 15-16 – May 3-4

### If no, are you conducting tours:



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



March 15-16 – May 3-4 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

Week 1 n = 26

Week 2 n = 47

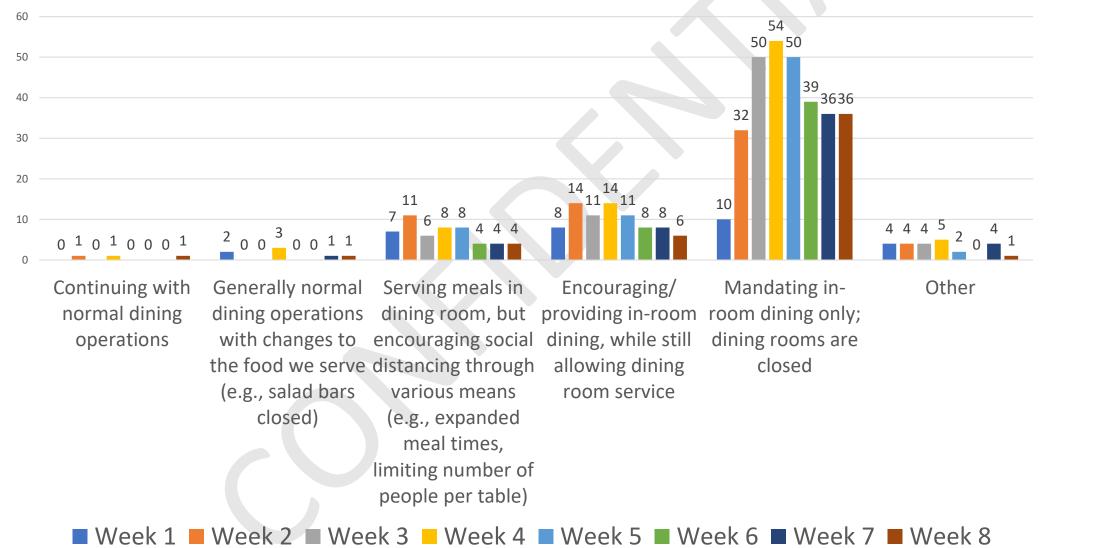
Week 3 n = 58

Week 4 n = 63

Week 5 n = 56

Week 6 n = 46Week 7 n = 40

Week 8 n = 41



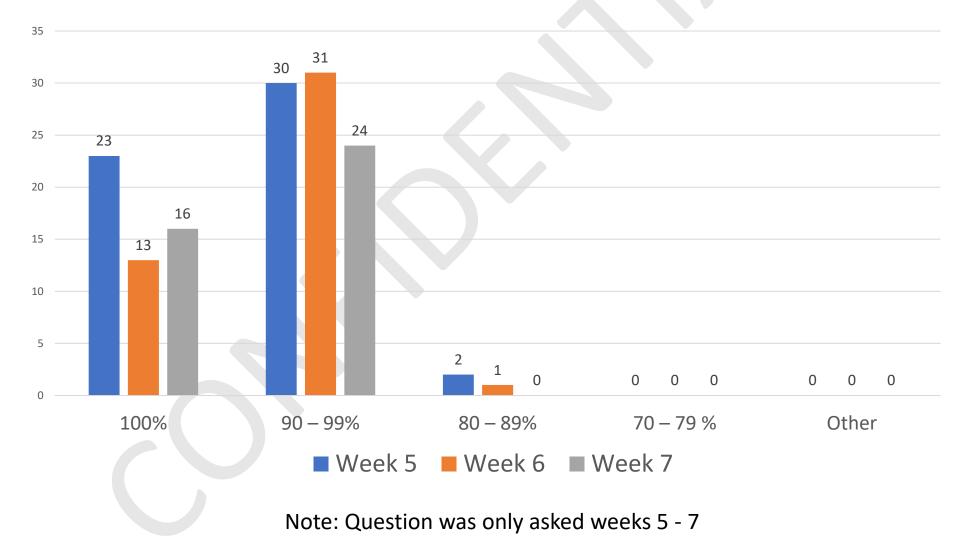


Week 5 n = 55

Week 6 n = 45

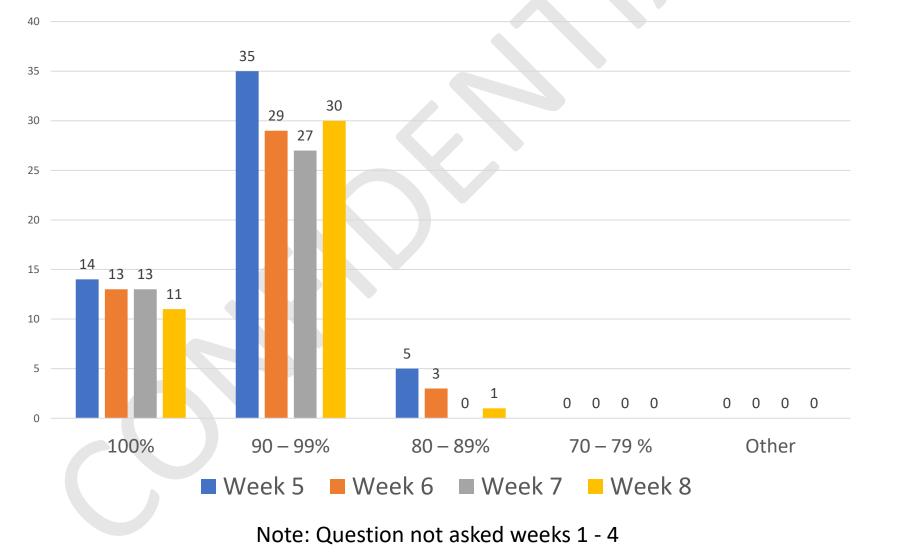
Week 7 n = 40

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





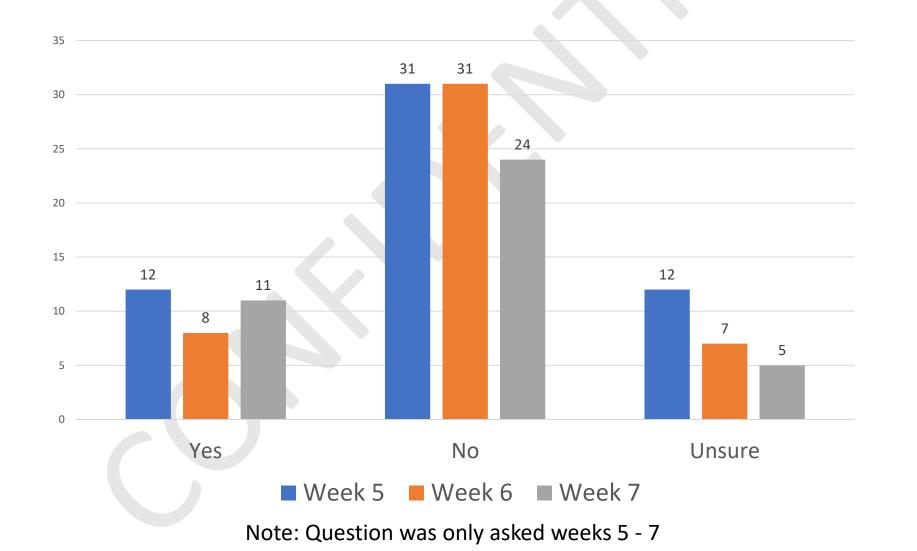
## Since the emergence of COVID-19 what was your percentage of rent collected in March?



Week 5 n = 54



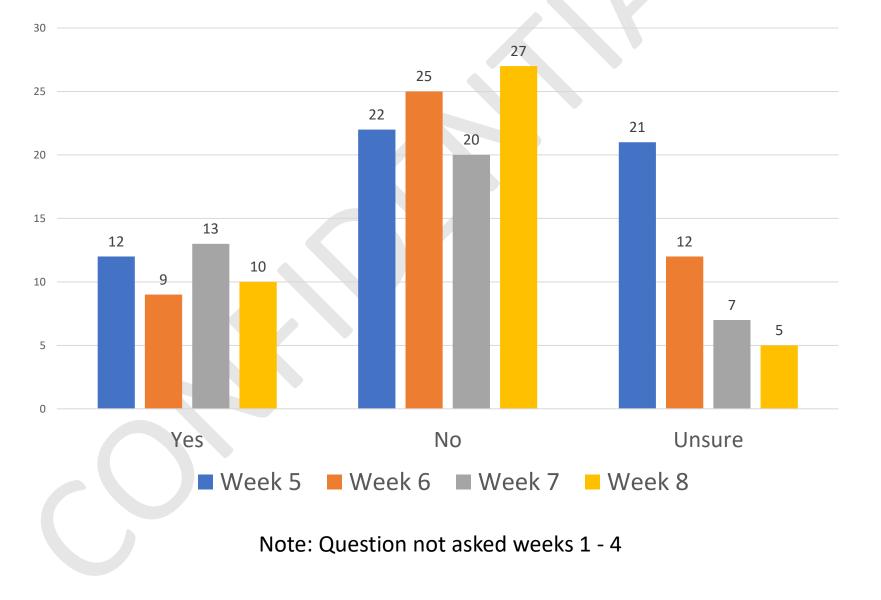
### Do you anticipate rent delinquency in April?



Week 5 n = 55 Week 6 n = 46 Week 7 n = 40



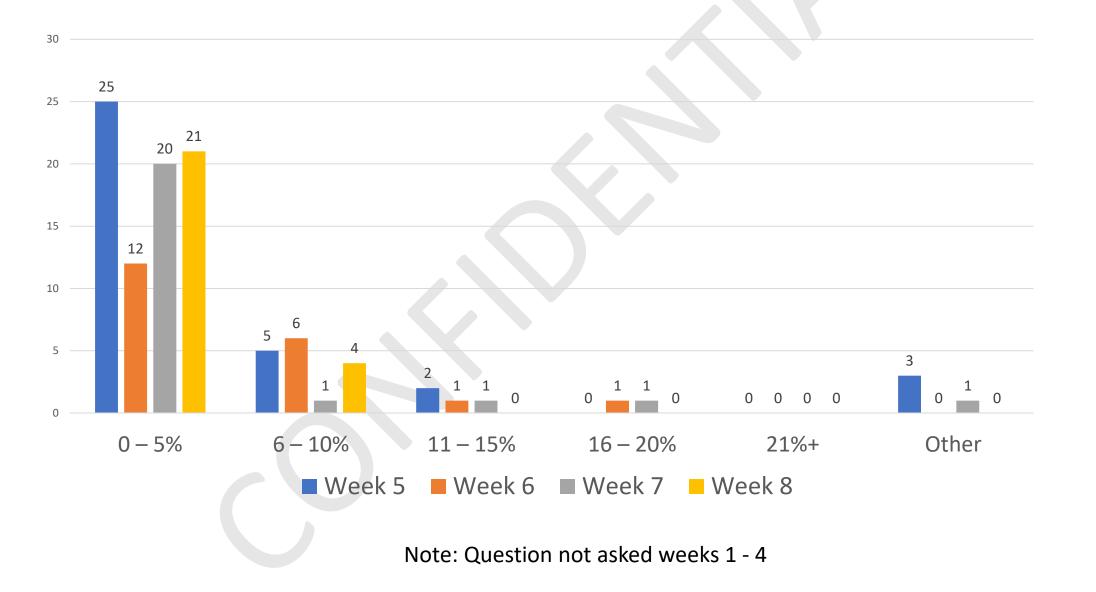
### Do you anticipate rent delinquency in May?



Week 5 n = 55 Week 6 n = 46 Week 7 n = 40 Week 8 n = 42



If you anticipate rent delinquency what percentage?



Week 5 n = 35 Week 6 n = 20 Week 7 n = 24 Week 8 n = 25



Week 2 n = 31

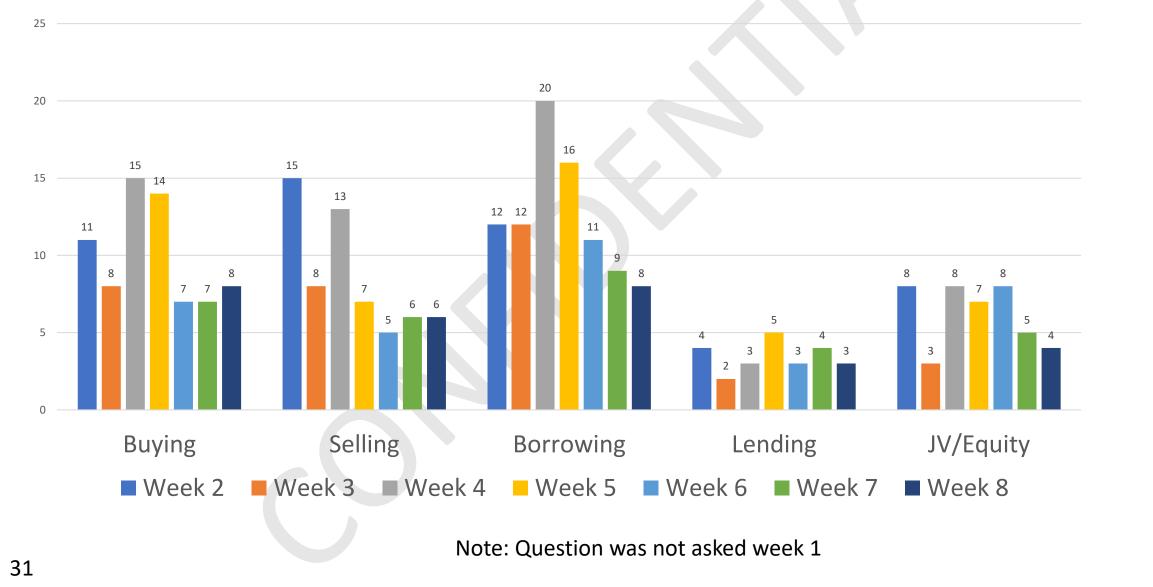
Week 3 n = 22 Week 4 n = 36

Week 5 n = 26 Week 6 n = 20

Week 7 n = 18

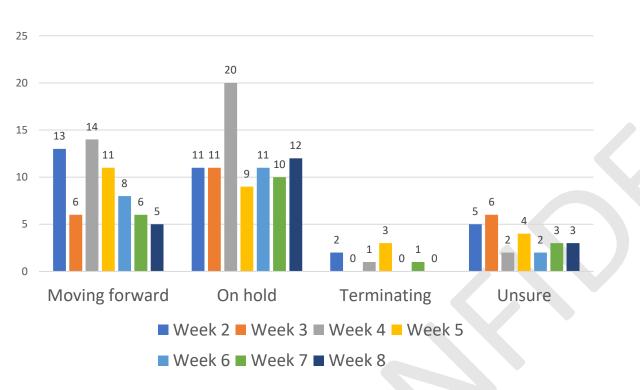
Week 8 n = 19

### Are you involved in a current capital transaction?





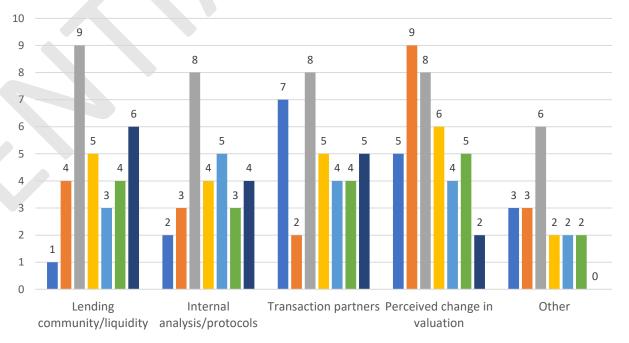
### Is your capital transaction?



### Note: Question was not asked week 1

Week 2 n =	: 31
Week 3 n =	: 23
Week 4 n =	: 37
Week 5 n =	: 27
Week 6 n =	: 21
Week 7 n =	: 20
Week 8 n =	: 20

### ASHA Survey Aggregated Results March 15-16 – May 3-4 If you answered on hold or terminating, do you attribute this to:



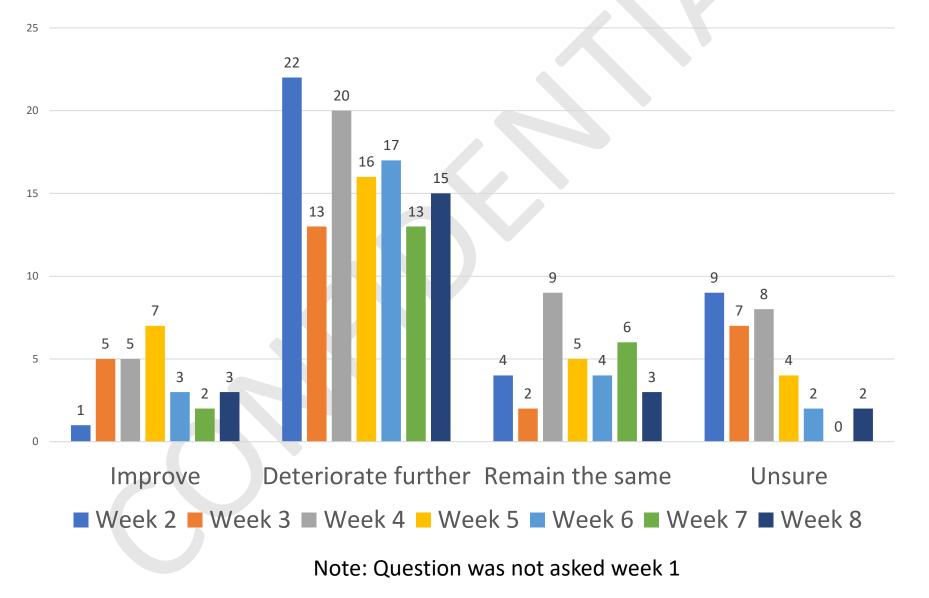
■ Week 2 ■ Week 3 ■ Week 4 ■ Week 5 ■ Week 6 ■ Week 7 ■ Week 8

### Note: Question was not asked week 1

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



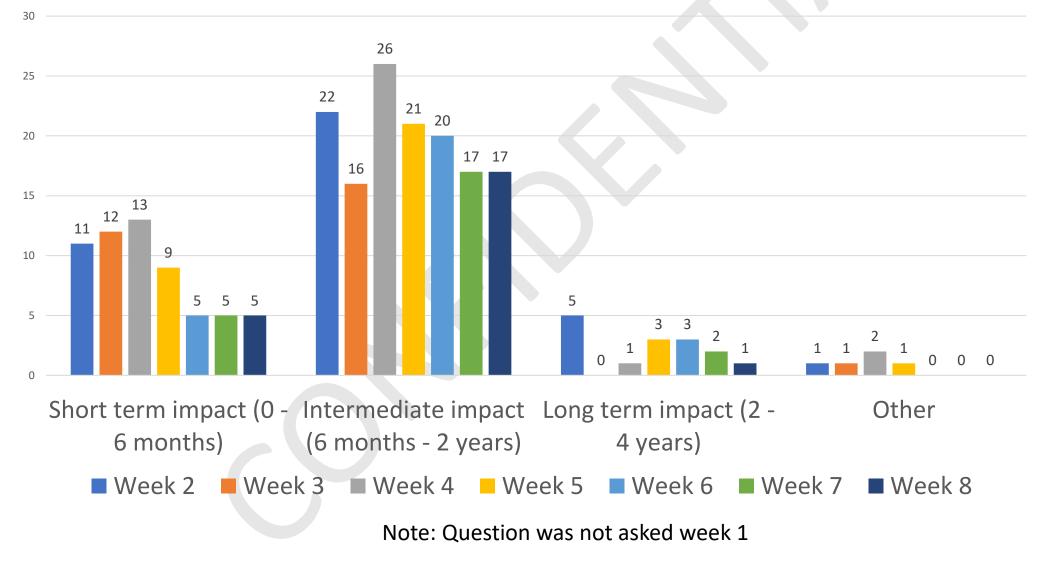
### Do you anticipate current capital markets will:



- Week 2 n = 36 Week 3 n = 27 Week 4 n = 42 Week 5 n = 32
- Week 6 n = 26
- Week 7 n = 21



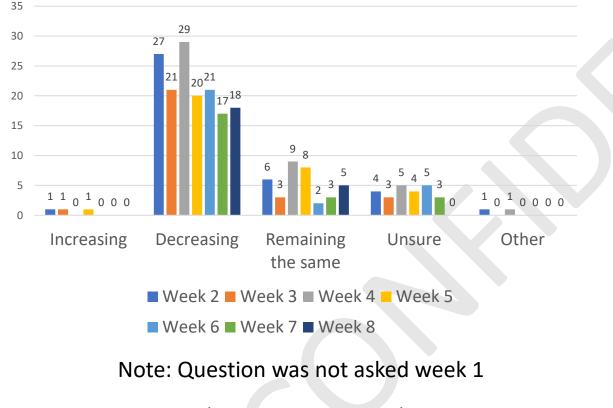
# Do you think that the COVID-19 pandemic will have an adverse impact on sector valuations that will last:



- 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



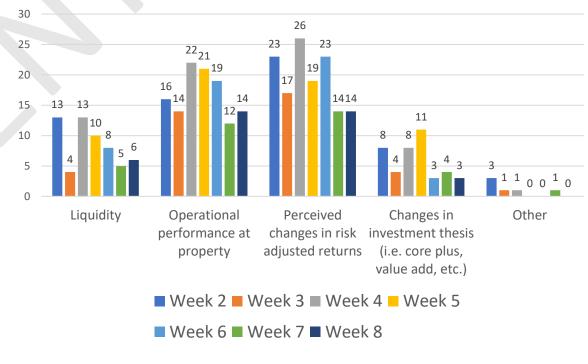
## With regards to transaction marketplace, do you anticipate market values:



Week 2 n = 39	Week 6 n = 28
Week 3 n = 28	Week 7 n = 23
Week 4 n = 44	Week 8 n = 23
Week 5 n = 33	

ASHA Survey Aggregated Results March 15-16 – May 3-4

# Based on your answer do you attribute this to:



#### Note: Question was not asked week 1

Week 2 n = 38	Week 6 n = 28
Week 3 n = 27	Week 7 n = 23
Week 4 n = 41	Week 8 n = 23
Week 5 n = 31	