

Senior Housing Census and Operations Update



**March
2022**

Introduction

For over 25 years, Move-N Software has been focused on creating exceptional software exclusively for the Senior Housing industry, designed to increase census and revenues, and enhance resident care. As the industry has changed and technology has advanced, so has Move-N. Our goal is to give our customers more than they expect. During this COVID-19 crisis, as a service to the industry, we have been providing monthly statistics based on data aggregated from our small, mid-sized and large customers across the US and Canada, so that you may get a sense for the pandemic influence on the overall industry.

The information provided in this update consists of month to month, year to date data comparing the last six months of the previous and current year, as of March 31st.

March Analysis

After two years of COVID-19 controlling so much of our lives, Senior Housing providers are beginning to see some of the biggest improvements since the pandemic began. Here is the latest update on census and revenues that reveal how communities are performing as of March 2022.

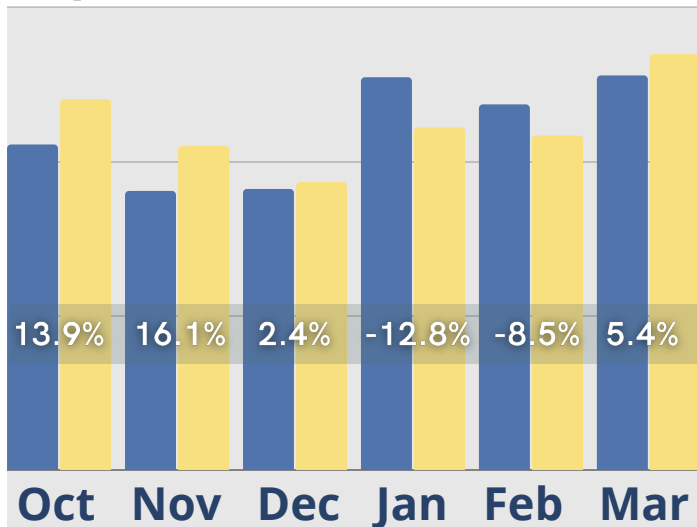
Inquiries last month showed the largest gains in the last 6 months, up almost 5.5% over March 2021 traffic totals. Initial tour activity also bounced back, recovering from the decline that began in November, matching October 2021 totals and outpacing March 2021 tours by over 17%. Communities were converting tours to move-ins almost 2 weeks faster in March than in February, and a week faster than the same time last year. March move-ins showed the largest gain in five months, matching November activity. This contributed to the census rebound in March, an almost 10% gain over March 2021, reversing the February census decline despite March move-outs showing the first year-over-year increase in move-outs in the last six months. Cash receipts have remained relatively stable, although being slightly lower in March than in recent months. This same trend is also reflected in room revenues, while assessment/care fee revenues have remained consistent over the last 4 months, with a 42% increase when compared to March 2021. Other recurring monthly fees showed the largest increase in the last 6 months and reflected positive year over year gains for the first time since 2019.

**Giving our customers more
than they expect.**

March Last 6 Months

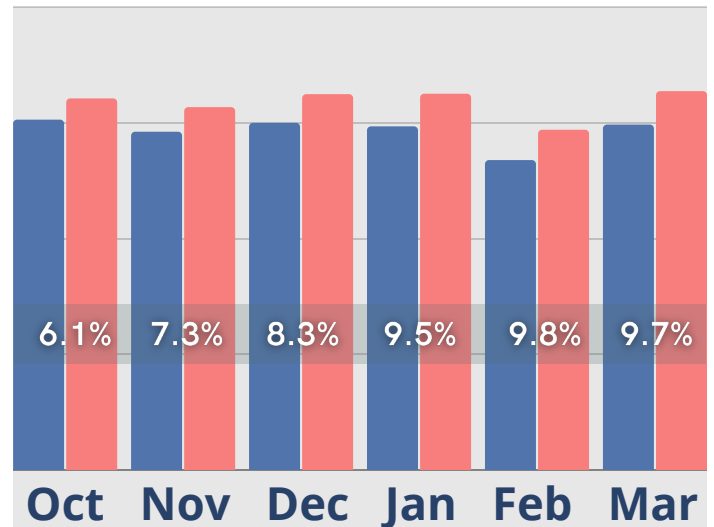
Inquiries

● Last Year ● Current Year



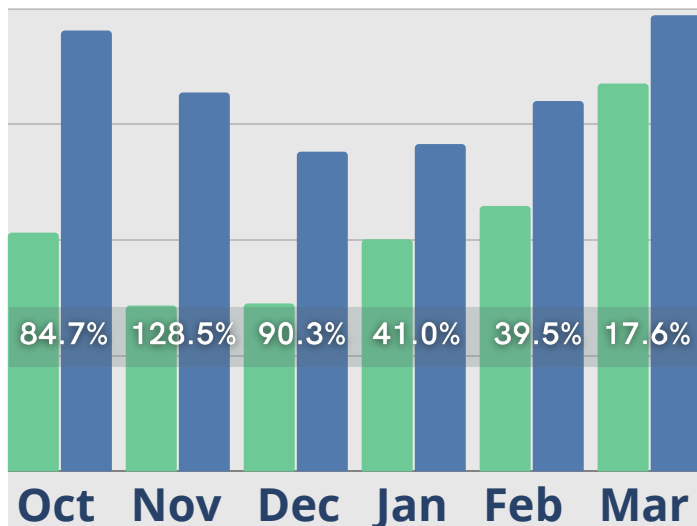
Census

● Last Year ● Current Year



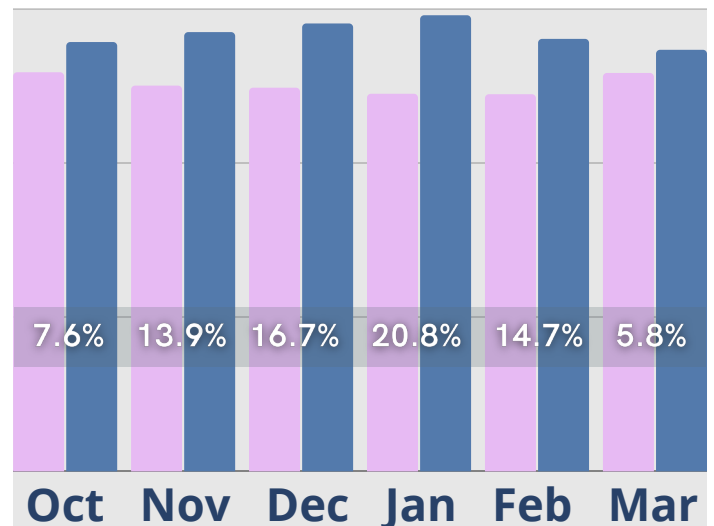
Initial Tours

● Last Year ● Current Year



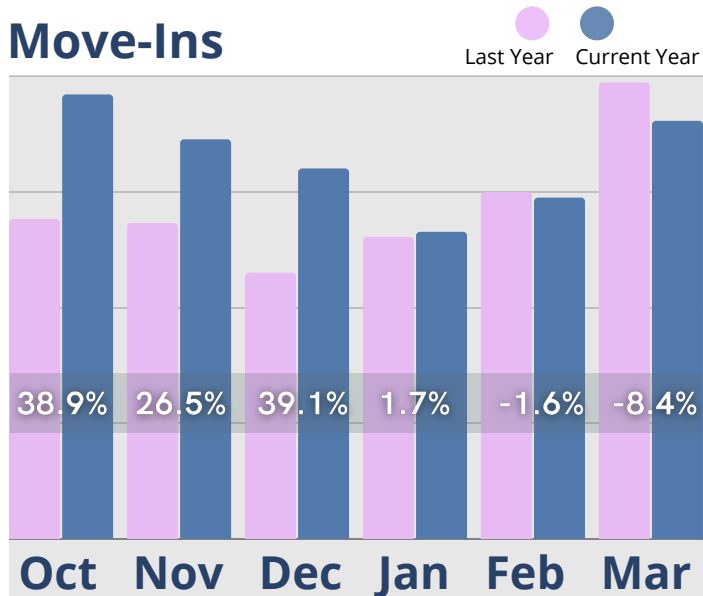
Cash Receipts

● Last Year ● Current Year

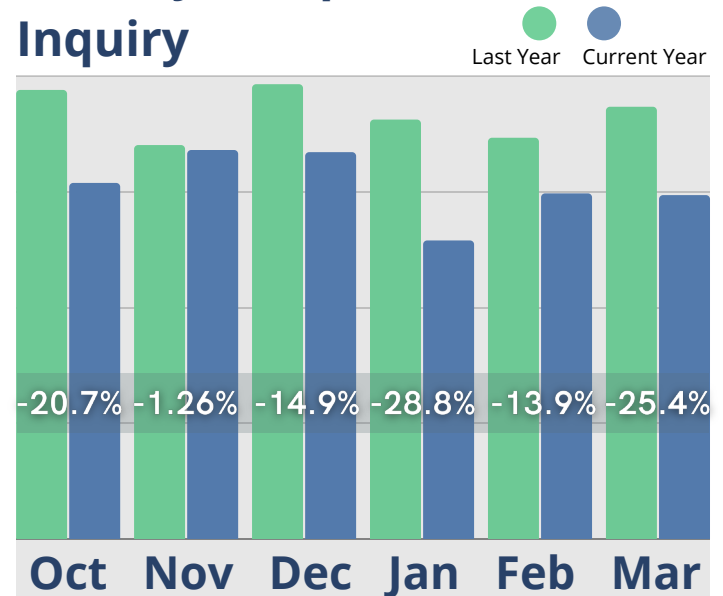


March Last 6 Months

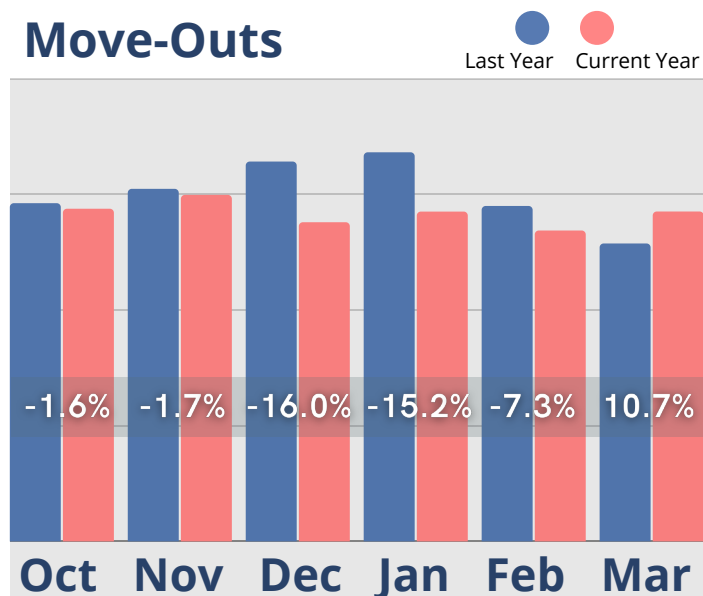
Move-Ins



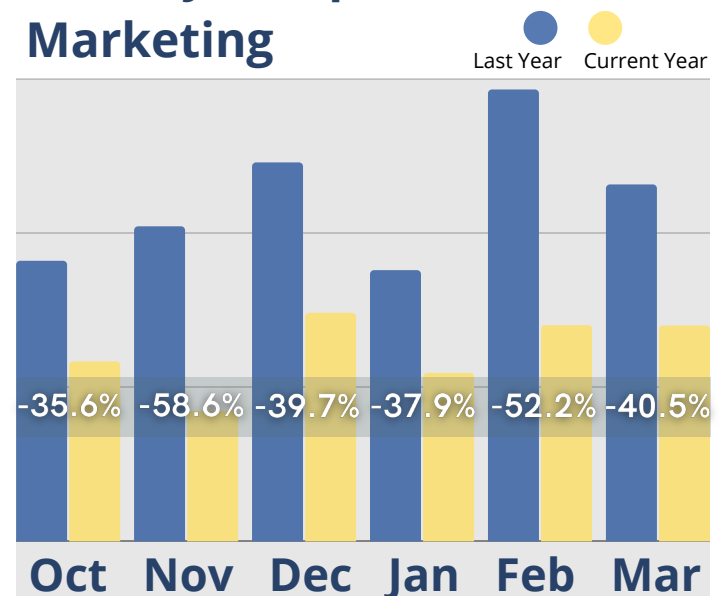
Activity Completed-Inquiry



Move-Outs

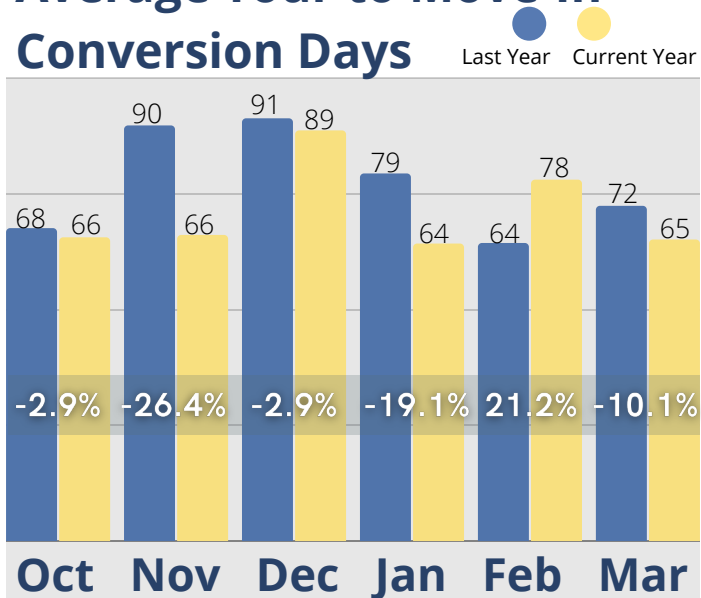


Activity Completed-Marketing

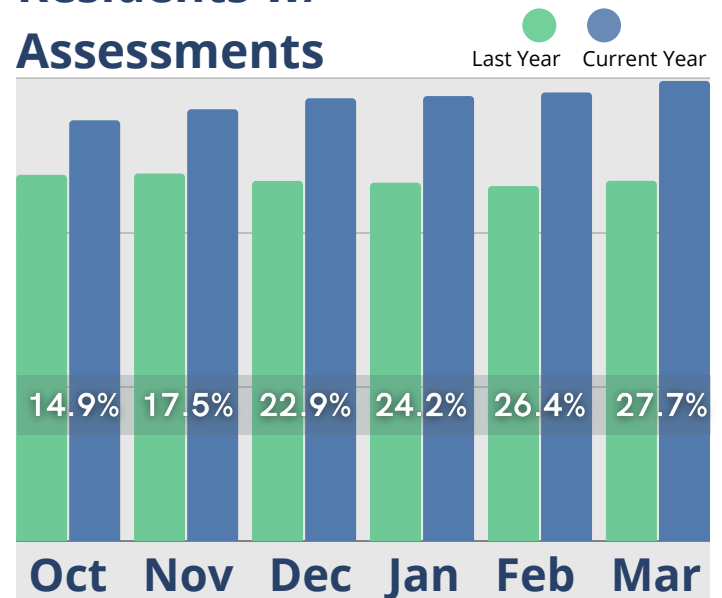


March Last 6 Months

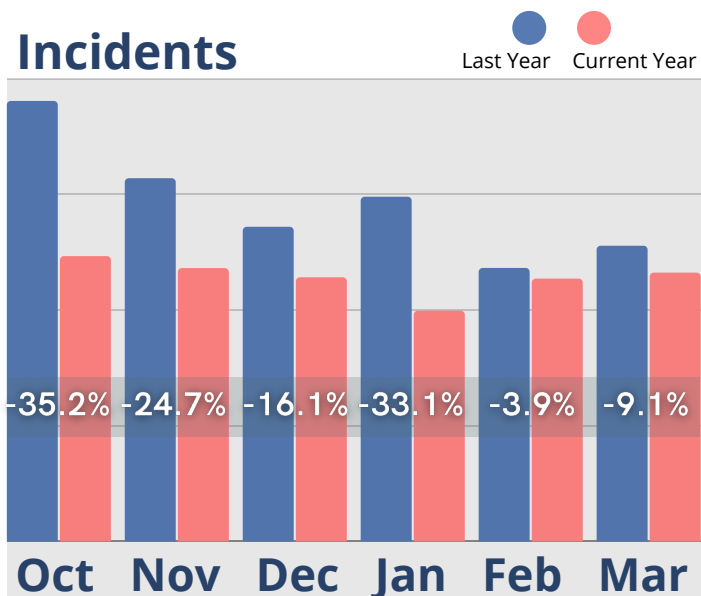
Average Tour to Move-In Conversion Days



Residents w/ Assessments

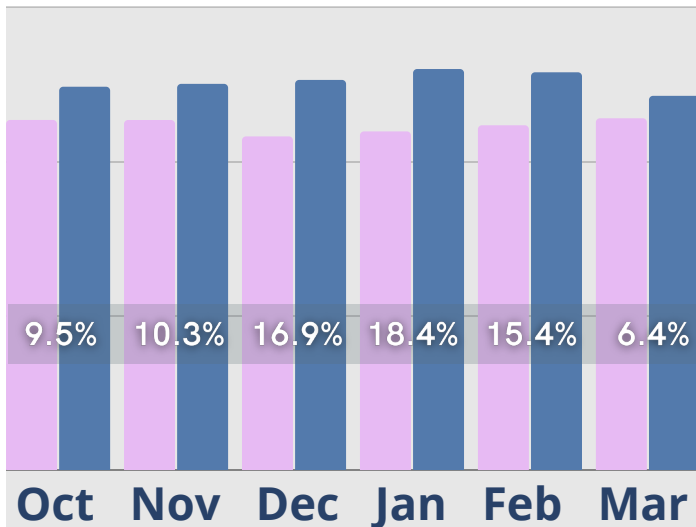


Incidents

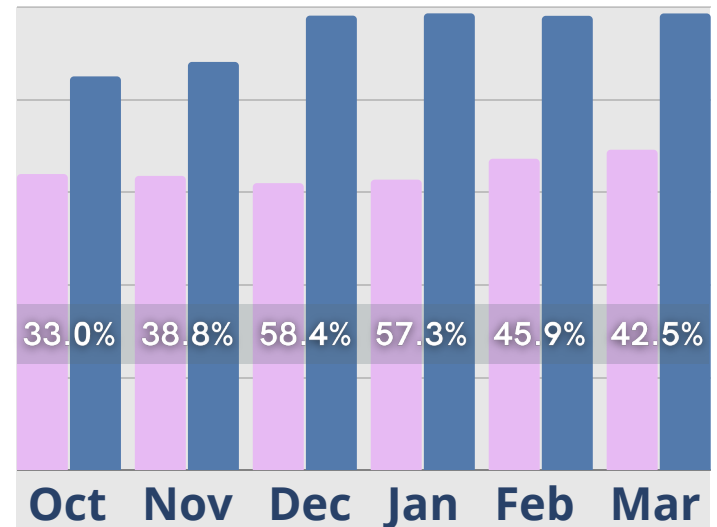


March Last 6 Months

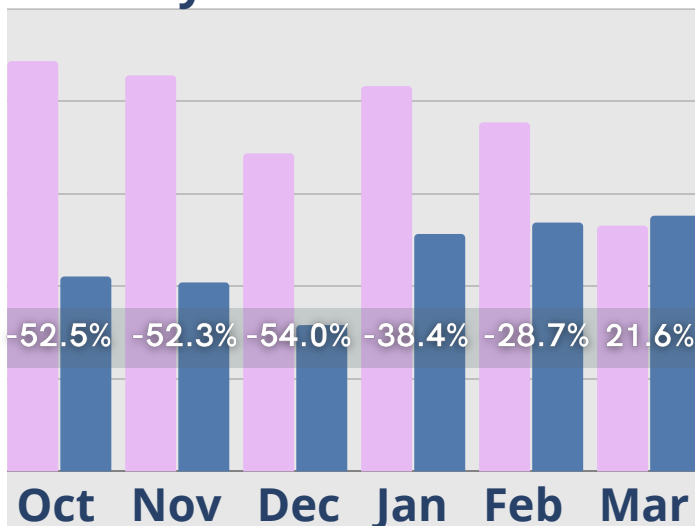
Rent Roll Summary- Room Rate



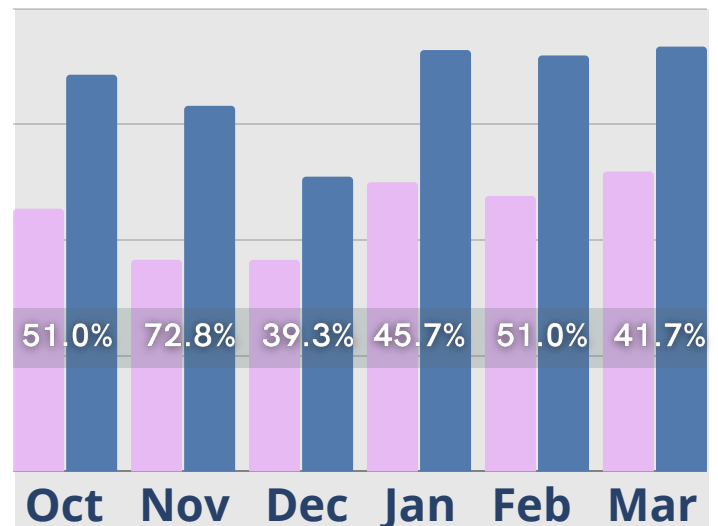
Rent Roll Summary- Assessment Fee



Rent Roll Summary- Monthly Fees



Rent Roll Summary- Service Fee



 Last Year

 Current Year

Copyright © 2022 Move-In Software, Inc. All rights reserved. No part of this report may be reproduced or transmitted in any form without written permission from Move-N Software, Inc.



 **2700-3 Brown Trail
Bedford, TX 76021**

 **817-282-7300**

 **www.move-n.com**

 **info@move-n.com**