

Senior Housing Census and Operations Update



**August
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 August 31st.

August Analysis

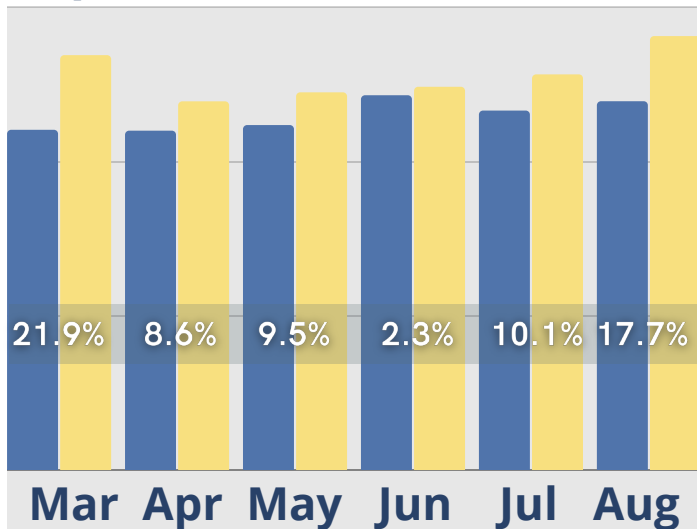
August was a good month for Senior Housing. Lead volume and tour activity both improved, reporting their best numbers since March. The number of days to convert tours to move-ins dropped significantly from the July six month high of 92 days to only 64 days in August, and census continued to remain stable when compared to the previous six months of 2022. Cash receipts also held steady, along with room revenues, residents with assessments and assessment revenues, while service fees in August were at their highest level for the year. Monthly fee revenue was comparable with June and July but has not yet regained the same levels reported in March through May. Marketing activity in August was the highest in the last six months for both month over month and year over year reporting periods. Inquiry activity also showed slight improvements when compared to the same time last year, and the highest level of activity in the last six months of 2022.

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

August Last 6 Months

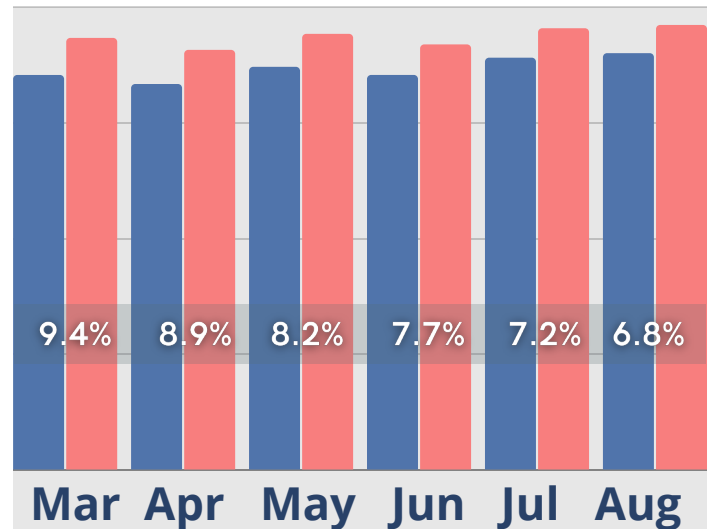
Inquiries

● Last Year ● Current Year



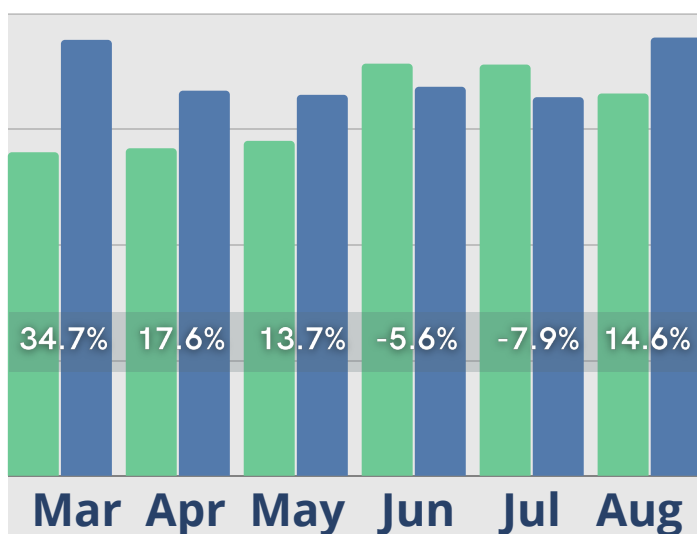
Census

● Last Year ● Current Year



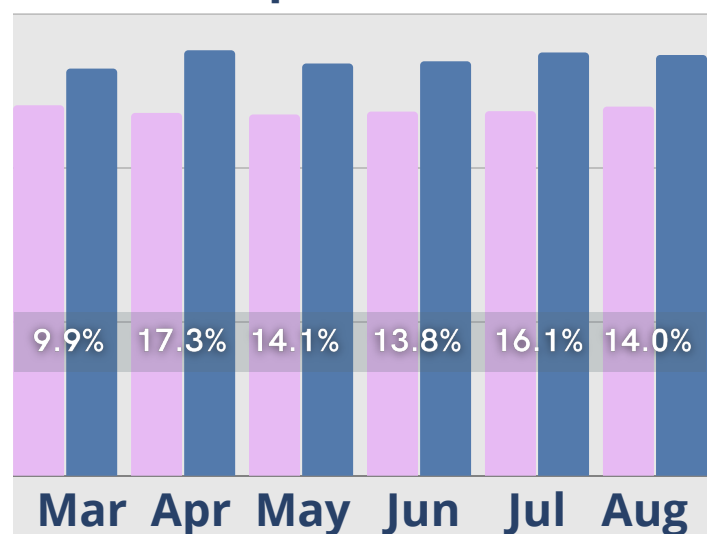
Initial Tours

● Last Year ● Current Year



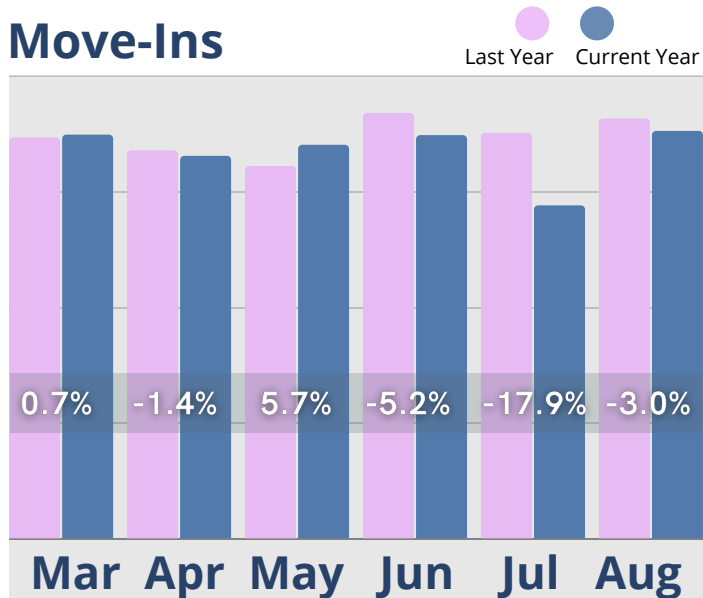
Cash Receipts

● Last Year ● Current Year

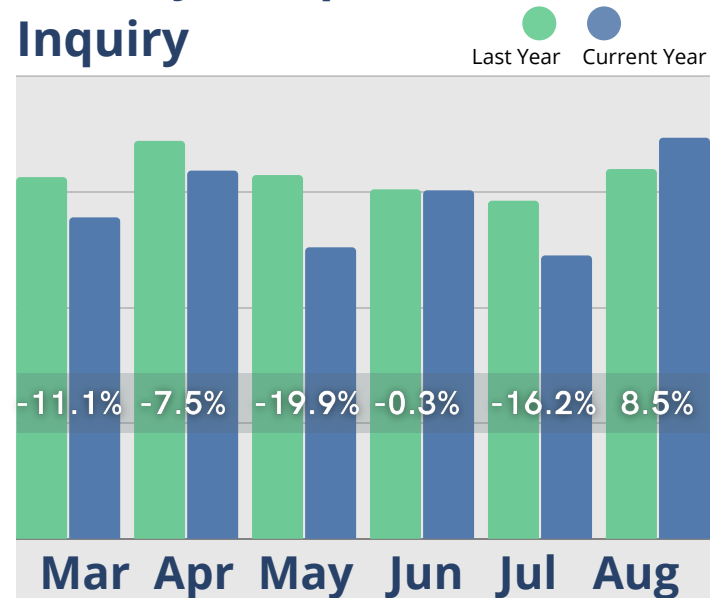


August Last 6 Months

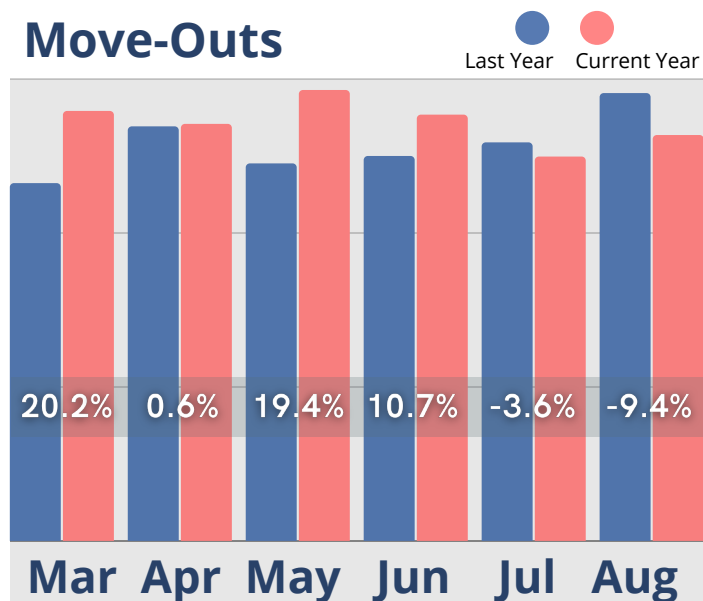
Move-Ins



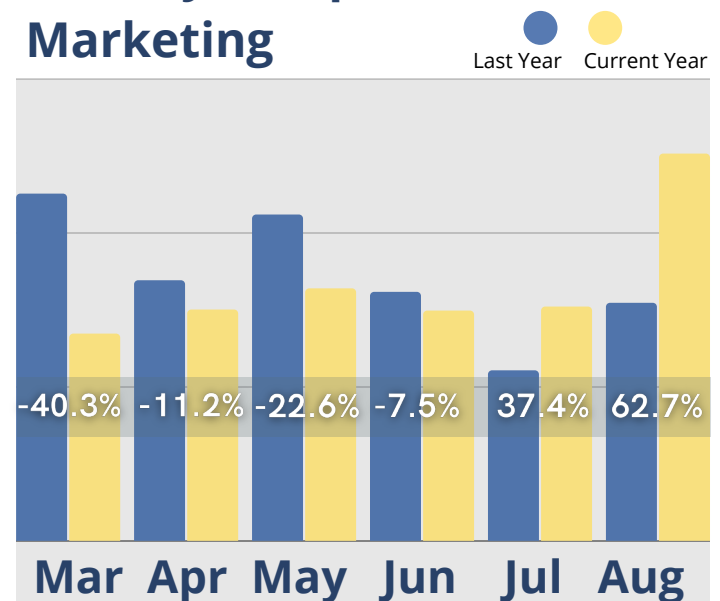
Activity Completed-Inquiry



Move-Outs

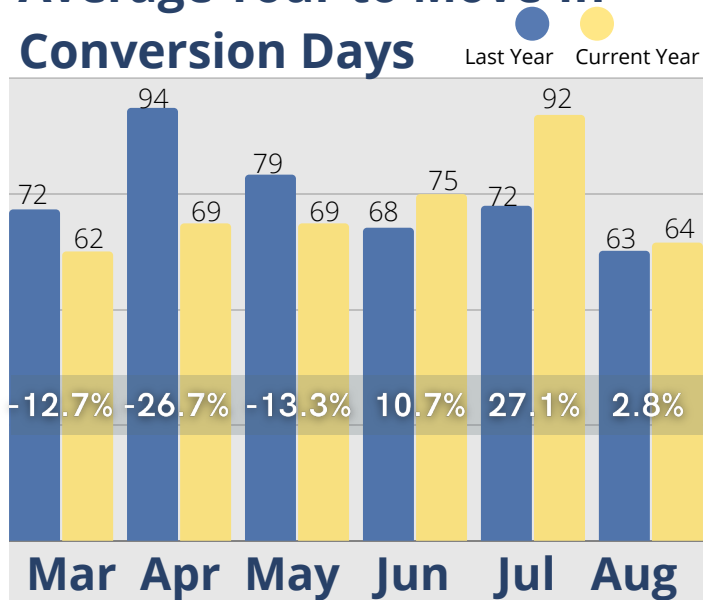


Activity Completed-Marketing

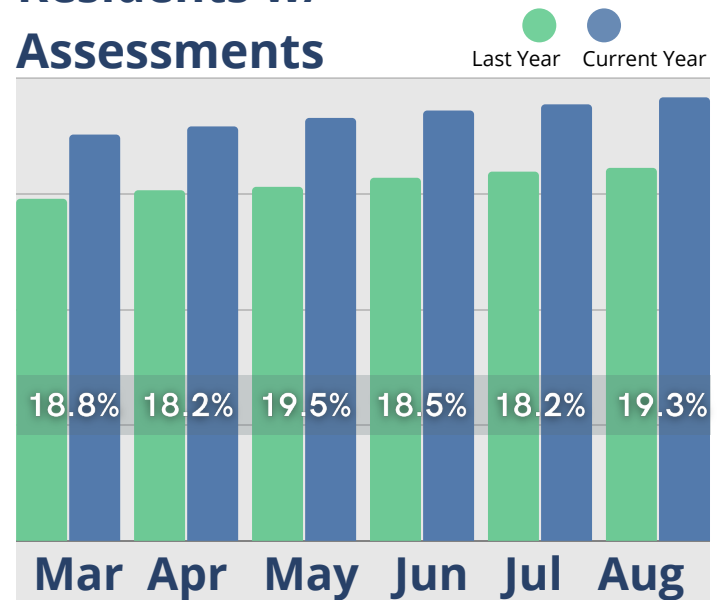


August Last 6 Months

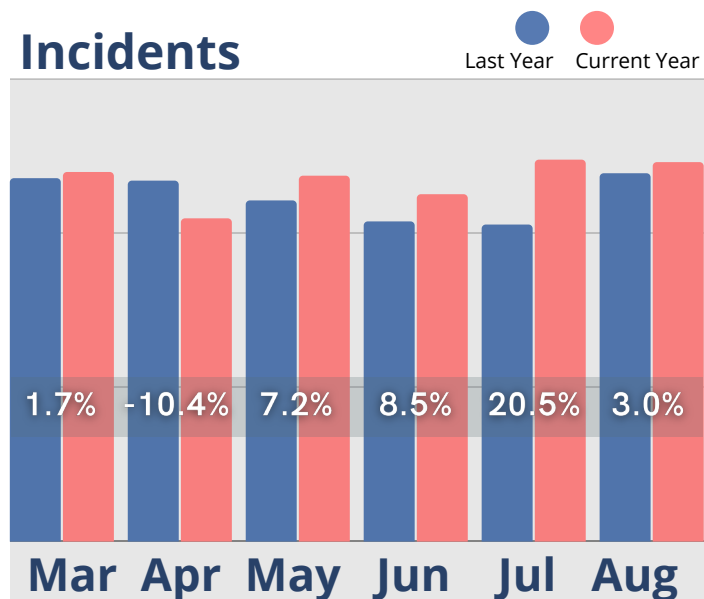
Average Tour to Move-In Conversion Days



Residents w/ Assessments

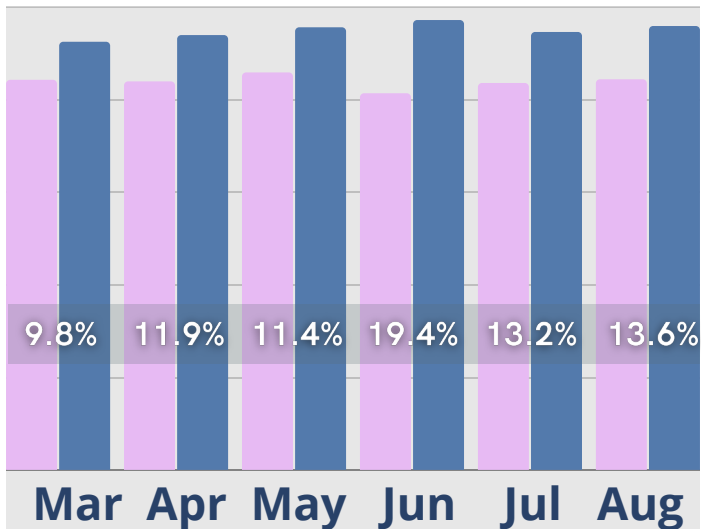


Incidents

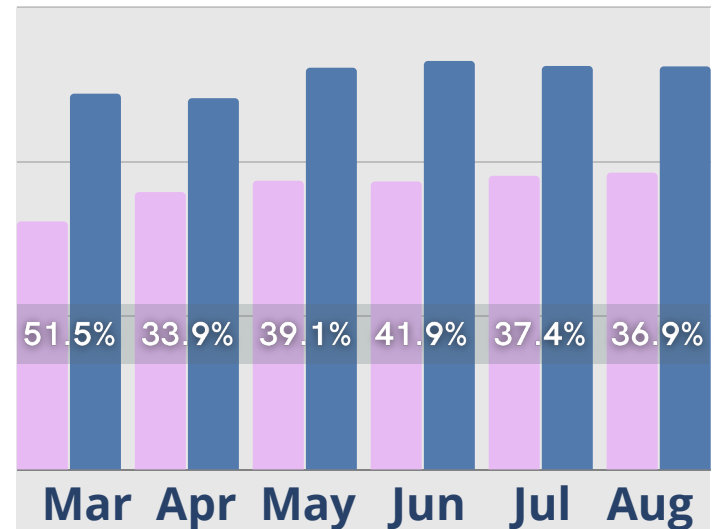


August Last 6 Months

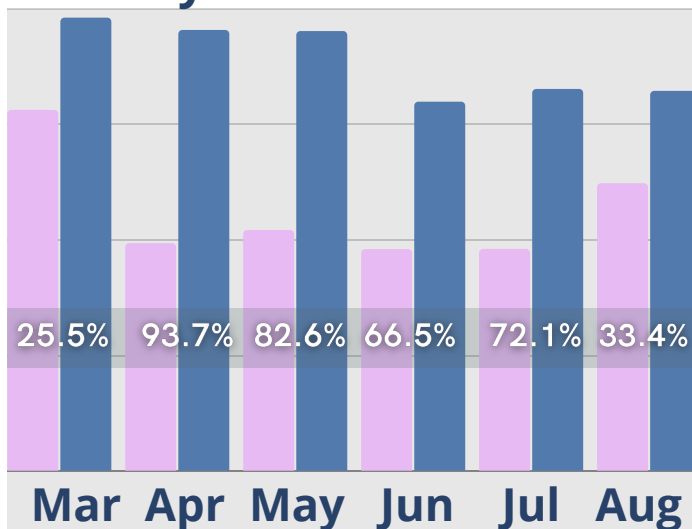
Rent Roll Summary- Room Rate



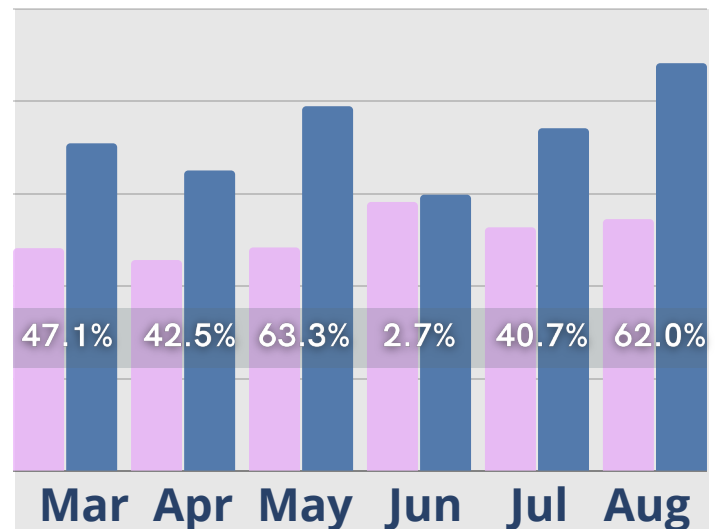
Rent Roll Summary- Assessment Fee



Rent Roll Summary- Monthly Fees



Rent Roll Summary- Service Fee



 Last Year

 Current Year

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