



Bild&Co Q2 – 2023 Market Survey Analysis: Occupancy

August 3, 2023
Weekly Seniors Housing Data Drips



Market Survey Analysis: Occupancy by Care Services

In Quarter 2 of 2023, Bild&Co conducted over 125+ individual Market Surveys on senior living communities across the nation. Below is the executive summary and the data trends that were uncovered regarding occupancy within those communities shopped.

Target Regions: U.S Market Areas – East Central (67%), West Central (15%), Pacific (9%), South Atlantic (6%), Mountain (3%)

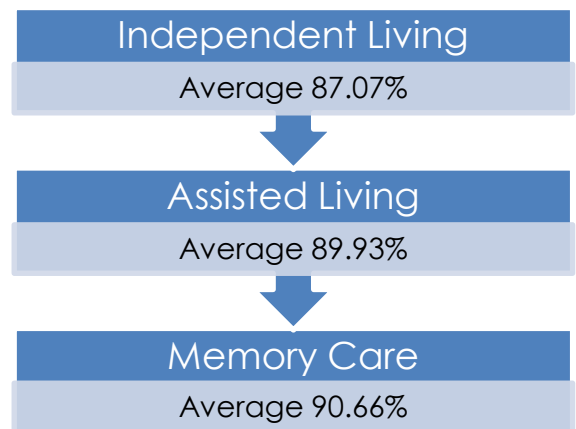
Target States: AZ, CF, FL, IN, MI, MO, OH, SC, TN, TX

Community Details: 100+ different owners and operators (8 REITS)

Time Periods Data Analyzed: 4/1/2023 – 6/30/2023

Data Reviewed: Occupancy across IL, AL, MC

- The average total unit count per community is 133 units. Average current occupied units per community is 88.49%, 17% of communities were at 100% occupancy, while 60% of communities were at 80% occupancy or higher.
- Independent Living averages 242 units per community, with 87.07% occupied.
- Assisted Living averages 64 units per community, with 89.93% occupied.
- Memory Care averages 94 units per community, with 90.66% occupied.
- There was a waitlist for 40% of the communities shopped, while the other 60% did not have a waitlist.



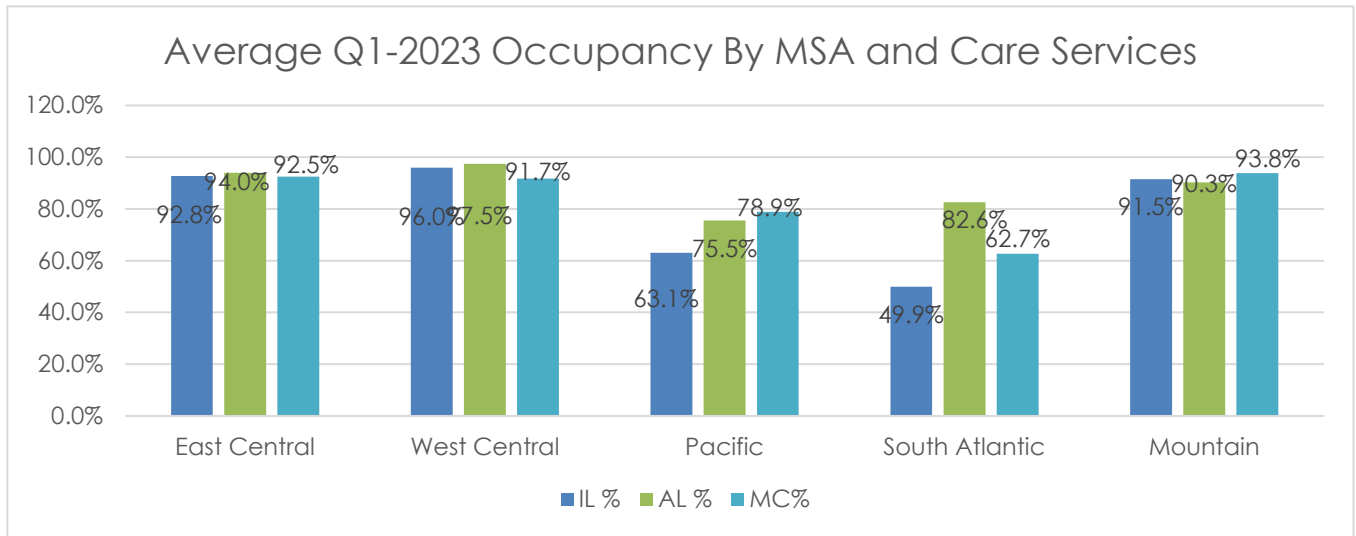
Average Occupancy	2022	Q1-23	Q2-23
Independent Living	88.11%	86.38%	87.07%
Assisted Living	70.93%	89.76%	89.93%
Memory Care	70.56%	90.46%	90.66%

Comparing Q1-23 to Q2-23 occupancy, Independent Living has increased 0.69%. Both Assisted Living and Memory Care have had more than a 0.15% average occupancy increase.

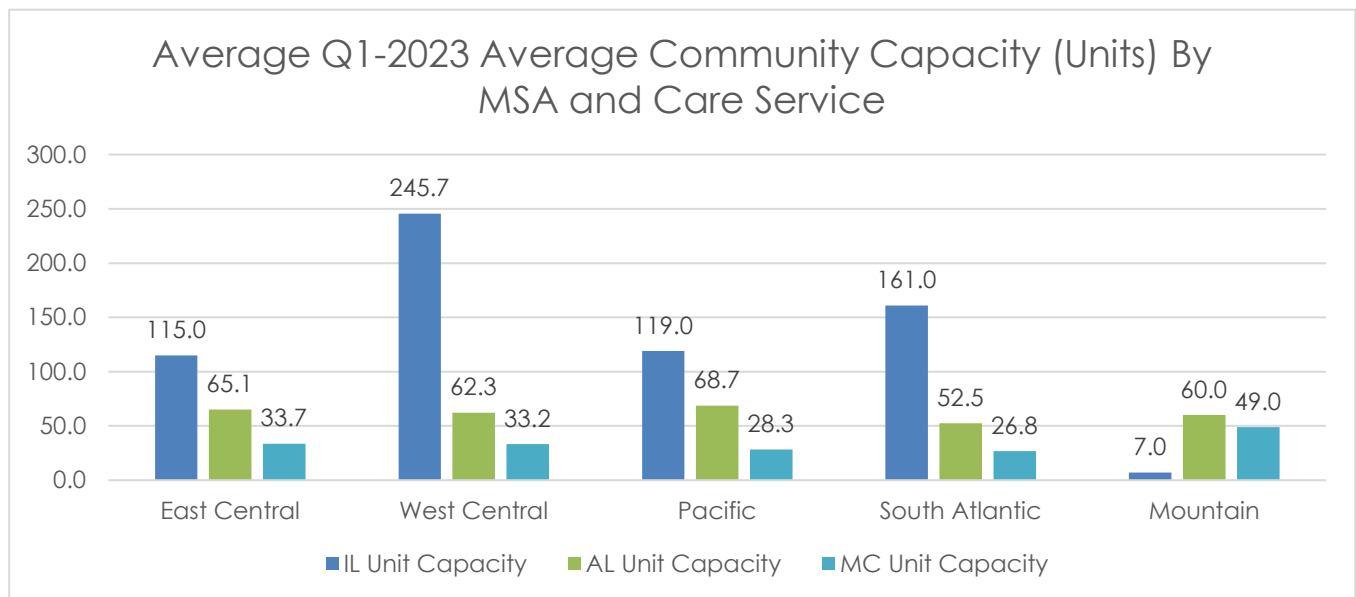
Market Survey Analysis: Occupancy by MSA

*(data trends are specific to shopped locations only)

Average Occupancy by MSA and Care Service*:



Average Community Unit Capacity by MSA and Care Service*:



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