

# 3Q16 Data Release Webinar & Discussion



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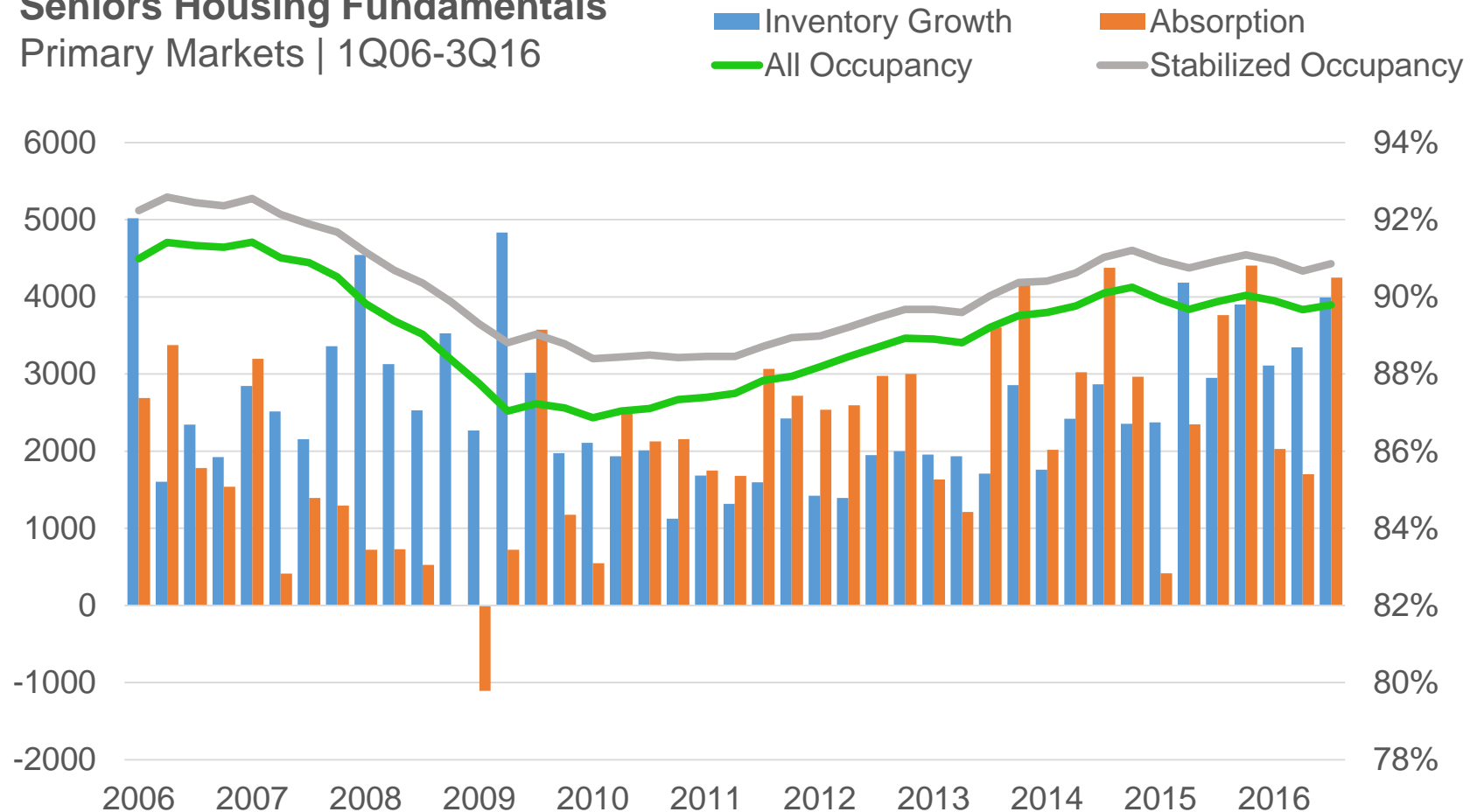
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# Seniors Housing Key Themes during Third Quarter 2016

1. Third quarter occupancy for seniors housing equaled its three-year average rate of 89.8%
2. Independent living occupancy rose to a near seven-year high on record levels of absorption amid strong inventory growth
3. Construction starts for assisted living increased after slowing in the first half of the year
4. Annual rent growth highest since 2007
5. Sales transaction volumes continued to slow

# Seniors Housing Occupancy Continues to Oscillate

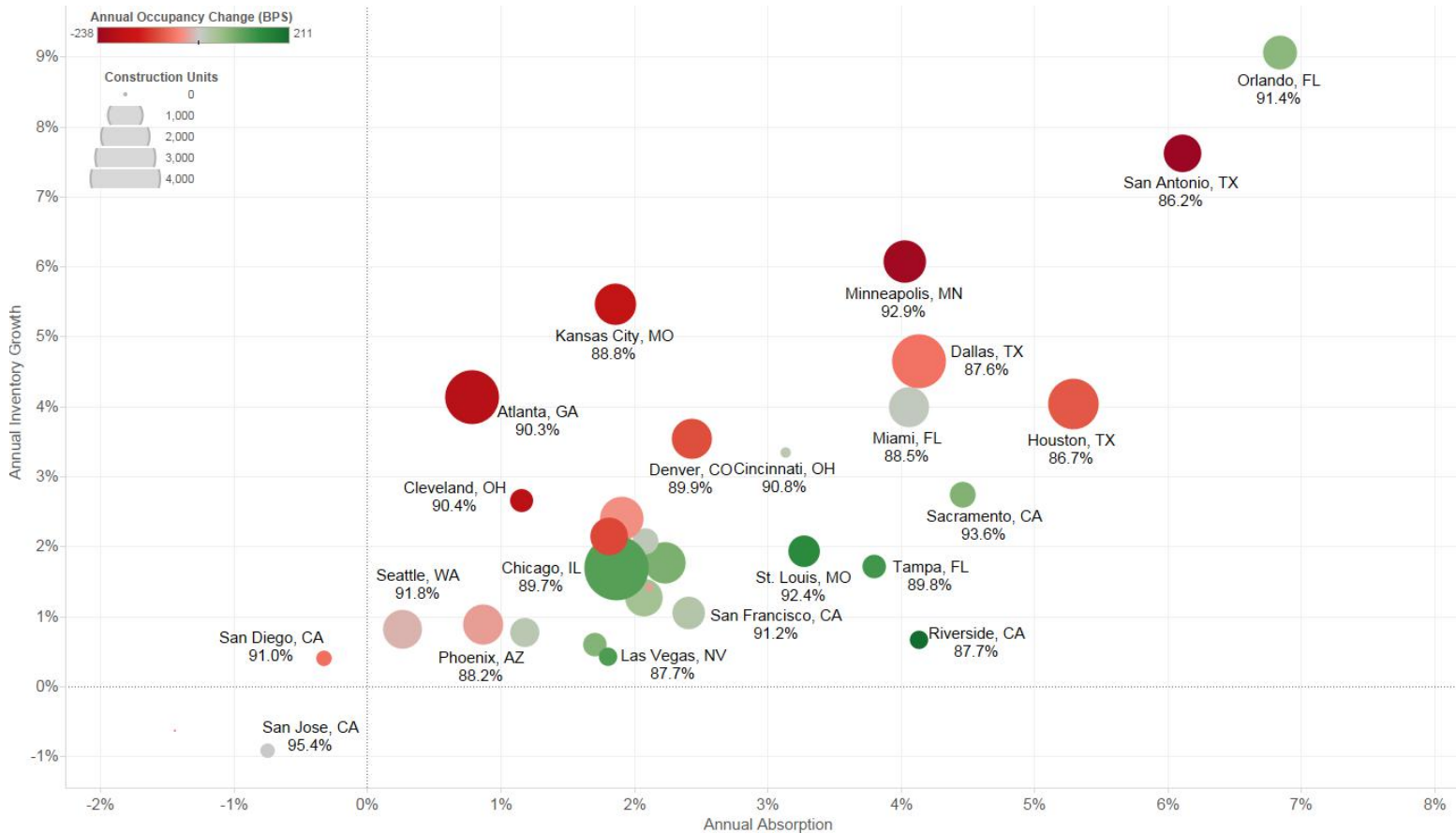
## Seniors Housing Fundamentals Primary Markets | 1Q06-3Q16



Source: NIC MAP® Data Service

# Supply and Demand Balances and Imbalances by Market

## Seniors Housing Supply-Demand Primary Markets | As of 3Q16

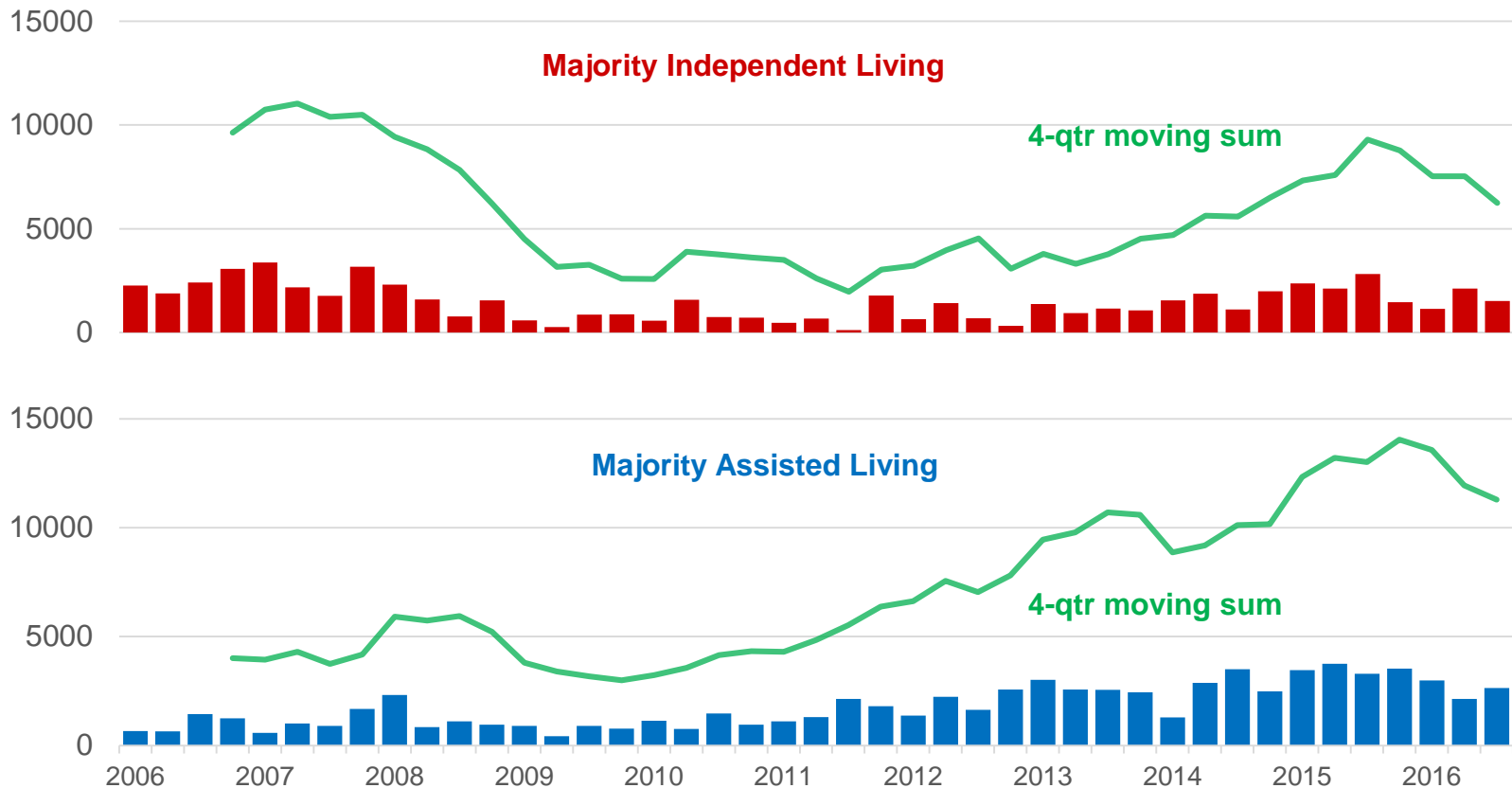


Source: NIC MAP® Data Service

# Construction Starts Continued to Slow in 3Q16

## Construction Starts (Units)

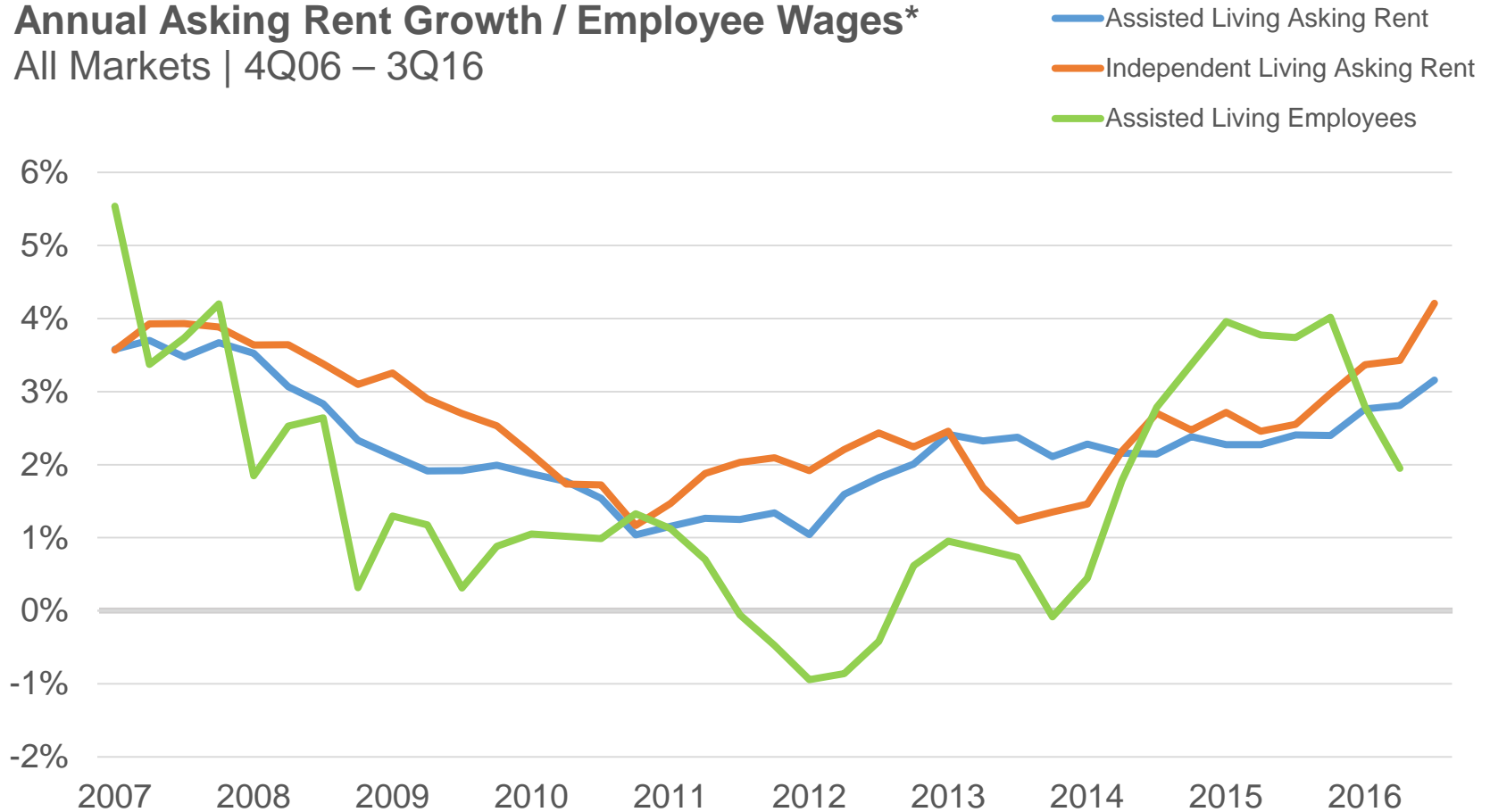
Primary Markets | 1Q06 - 3Q16



Source: NIC MAP® Data Service

# Rent Growth Accelerates Further

**Annual Asking Rent Growth / Employee Wages\***  
All Markets | 4Q06 – 3Q16



\*Wage data as of 09/08/2016

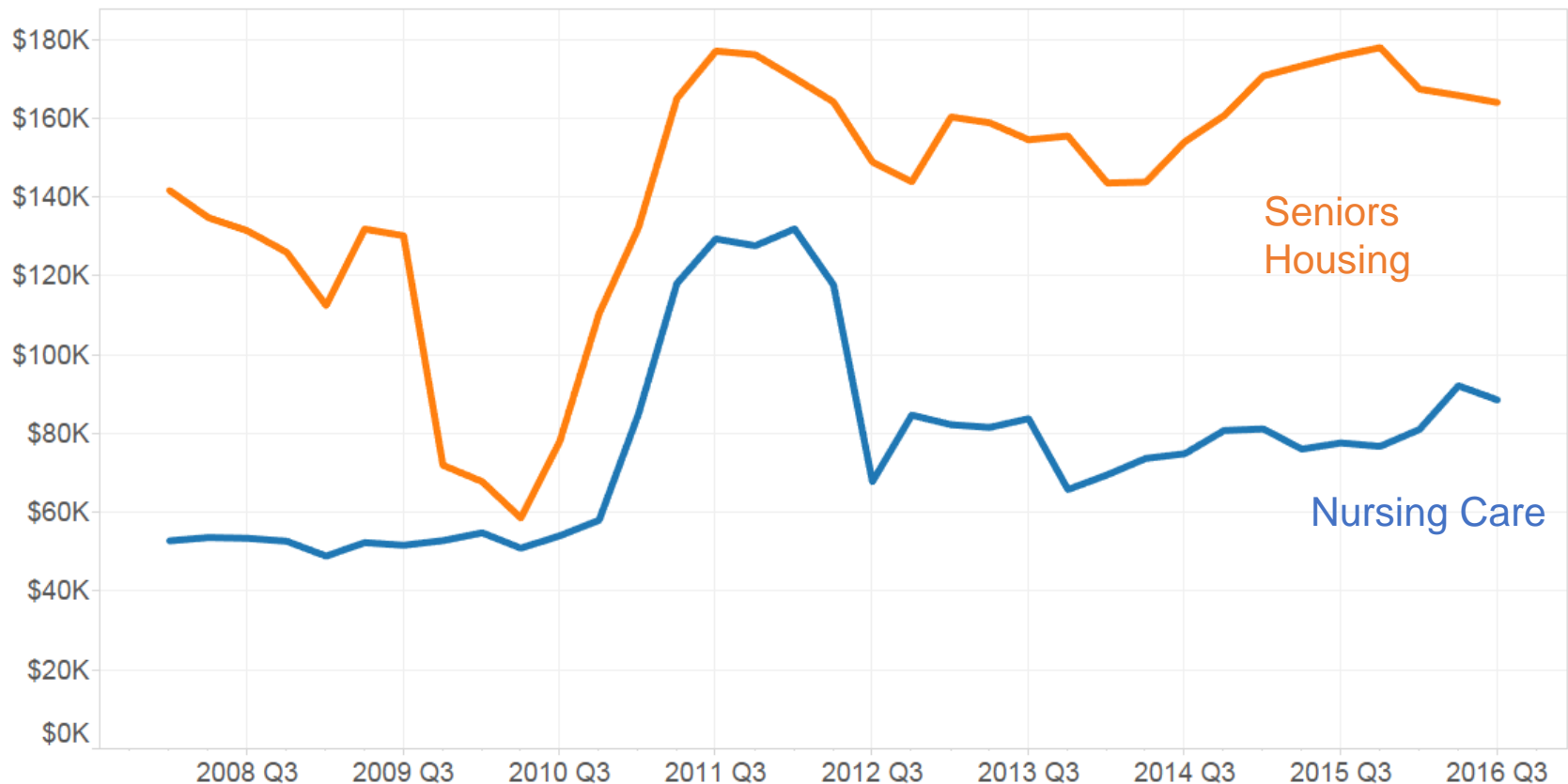
Source: NIC MAP® Data Service; U.S. Bureau of Labor Statistics

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# Seniors Housing Property Pricing Below Peak

**Seniors Housing & Care Transactions Rolling 4-Quarter Price Per Unit<sup>1</sup>**  
U.S. | 1Q08 – 3Q16



1. Preliminary Data

Source: NIC MAP® Data Service

# Fourth Quarter 2016 NIC MAP Release

**Data Release:** Monday, January 9, 2017 at 4:15 PM ET  
**Webinar:** Thursday, January 12, 2017 at 11:00 AM ET

## Client Services

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