

ZIEGLER INVESTMENT BANKING

SENIOR LIVING FINANCE Z-NEWS

FEATURED ARTICLE

ZIEGLER'S RECOMMENDED READING LIST: Q1 2024

Once a quarter, we feature an issue of *Z-News* that is devoted to recommended reading. These lists include newly released research reports, hot-topic white papers or noteworthy articles that have meaningful information for the senior living & care sector. The list of reading materials below range in topics from senior living outlook, salary increases, among others. As always, we welcome feedback on potential future publications or articles to include for our readers.

- **[NORC at University of Chicago Releases Study Showing Senior Housing Residents Live Longer](#)**. March 12, 2024. Older adults who live in senior housing communities live longer, receive more home health services, and benefit from greater rehabilitative and preventive care in the two years following move-in than those who do not, according to new research. The research was supported by a grant from NIC and led by an independent team of researchers at NORC at the University of Chicago.
- **[Top Trends in Senior Living Facilities in 2024](#)**. March 2024. Baby boomers, who began turning 65 in 2011, all will be at least that age by 2030. And despite recent declines in life expectancy, Americans for decades have been living increasingly longer. Nationwide, there are now more than 1,900 continuing care retirement communities (CCRCs), also called life-plan communities. These long-term care facilities offer multiple types of housing options — such as independent living, skilled nursing homes, assisted living, memory care, and short-term rehabilitation — to allow older people to move through the stages of aging, all within the same development.
- **[2024 Senior Living Survey and Outlook Report](#)**. February 2024. With 2023 and all its challenges behind us, the senior living industry has begun the new year on a decidedly optimistic note, which is evident by the results of the 2024 Senior Living Outlook Report, the newest installment of Lument and Senior Housing News' annual collaboration.
- **[“Long-term Care Execs See Modest Salary Increases”](#)** February 2024, McKnights. The 40th annual study covers corporate compensation of top executives of multi-site continuing care retirement communities, assisted living/personal care communities, independent living communities and nursing homes.
The full 90-page report is available for purchase on the [HCS website](#).
- **[2024 Nonprofit Salaries and Staffing Trends. February 2024](#)**. This free report is in its 23rd year. Over 2,000 unique participants completed the survey (the greatest number of participants ever)! The survey will be of great value to nonprofits of all types and sizes, providing up-to-date median salary ranges by position and budget category, and this year's report is broken down by geographic region.
- **[Top 5 Trends Shaping the Senior Living and Care Industry in 2024](#)**. February 13, 2024. Senior living and care operators and owners are shifting from pandemic response to strategic rebalancing for future growth. Their focus is moving beyond overcoming challenges to architecting substantial gains through resilience, innovation, and foresight. Explore the top five trends shaping the senior living and care industry in 2024.
- **[Cost of Care Survey 2023 \(Genworth\)](#)**. February 2024. The world's population is aging at a faster rate than ever before, and people are living longer. Every day until 2030, 10,000 Baby Boomers will turn 65 and 7 out of 10 people will require long term care in their lifetime. The cost of that care varies based on care setting, geographic location of care and level of care required, among other things. Using Genworth's Cost of Care Survey tool below, you and your family can calculate the cost of long-term care across the U.S. Understanding what the median cost is today is a first step to helping you plan for it.
- **[2024 Final Rule to Update Older Americans Act Regulations](#)**. On February 6, 2024, ACL released a final rule to update the regulations for implementing its Older Americans Act (OAA) programs. The new regulations will take effect on March 15, 2024, but regulated entities have until October 1, 2025 to comply. The updated regulations reinforce and clarify policies and expectations, promote appropriate stewardship of OAA resources, and incorporate lessons learned during the COVID-19 pandemic.
- **[2024: The Year Smart Tech Redefines Senior Living Technology Solutions](#)**. January 16, 2024. By 2030 over 20% of Americans will be 65+, with adults 85+ nearly doubling to **11.8 million**. Already facing staff shortages, 29% of nurses may leave by 2025. Yet senior living technology solutions powered by AI and its constituents can supercharge senior living operations. With strategic tech integration, communities can provide uplifted care to enhance the lives of the 79 million seniors projected by [2060](#).
- **[The Top 10 Takeaways from Argentum's 2024 Forecast Report](#)**. January 10, 2024. From a global pandemic to record inflation, recent years have been marked by volatility and disruption. The reverberations are still being felt — and will continue to be felt in the years ahead. As a new year dawns, Argentum has taken a close look at what to expect in 2024 in a new research paper, “The 2024 Forecast Report: Industry Trends in Workforce, Food and Utilities,” analyzing data to examine where critical trends in both the senior living industry and the United States at large are headed next.

If you have any questions about this newsletter or related topics, we encourage readers to reach out to the Ziegler representative in the region.

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NOT-FOR-PROFIT SENIOR LIVING RATINGS ACTIONS

AS OF MARCH 15, 2024

ORGANIZATION	RATING AGENCY	RATING/ OUTLOOK	TYPE OF ACTION	DATE
Franciscan Communities (IL)	Fitch	BBB Stable	Affirmed Rating Affirmed IDR*	3/14/24
Lakeview Village (KS)	Fitch	BB+ Stable	Review – no action	3/14/24

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* IDR – Issuer Default Rating

Any non-Ziegler sources referenced in this Z-News are believed to be reliable but cannot be guaranteed.

INTEREST RATES/YIELDS

WEEK ENDING MARCH 15, 2024

	CURRENT	LAST WEEK	52-WK AVG
30-Yr MMD	3.62%	3.57%	3.69%
Senior Living 30-Yr “A”	4.80%	4.75%	5.23%
Senior Living 30-Yr “BBB”	5.15%	5.10%	5.63%
Senior Living Unrated	6.45%	6.40%	6.60%
Senior Living New Campus	8.05%	8.00%	7.70%
SIFMA Muni Swap Index	3.43%	3.37%	3.43%

	CURRENT	WEEKLY AVERAGE	SPREAD TO MMD
ZSLMLB Index [†]	5.76%	5.78%	2.19%

[†] Ziegler Senior Living Municipal Long Bond Index

Source: Bloomberg BVALS

MARKET REVIEW

MONEY MARKET RATES

	03/15	Last week
Prime Rate	8.50	8.50
Federal Funds (weekly average)	5.31	5.31
90 Day T-Bills	5.40	5.38
30-Day Commercial Paper (taxable)	5.30	5.30
Libor (30-day)	5.44	5.43
SOFR	5.31	5.31
7 Day Tax-Exempt VRDB	3.43	3.37
Daily Rate Average	3.15	3.36

COMPARATIVE YIELDS

TAXABLE REVENUE

	GOVT	A		MMD	NR*	BB	BBB	A	AAA
2 Year	4.69	5.19	1 Year	3.00	5.10	4.70	3.60	3.25	3.10
5 Year	4.28	4.98	5 Year	2.45	4.65	4.25	3.15	2.85	2.60
7 Year	4.30	5.15	7 Year	2.43	4.73	4.28	3.28	2.88	2.63
10 Year	4.29	5.29	10 Year	2.45	4.85	4.40	3.35	2.95	2.65
30 Year	4.43	5.93	30 Year	3.62	6.37	5.72	4.62	4.27	3.92

(* Representative of institutional sales)

TAX-EXEMPT MARKET INDICATORS

	THIS WEEK	LAST WEEK	CHANGE
Bond Buyer			
20 Bond Index	3.52	3.52	0.00
11 Bond Index	3.42	3.42	0.00
Revenue Bond Index	3.80	3.80	0.00
30 Year MMD	3.62	3.57	+0.05
Weekly Tax-Exempt Volume (Bil)	8.17	5.24	+2.93
30 Day T/E Visible Supply (Bil)	7.44	11.12	-3.68
30 year "A" Rated Hospitals as a % of 30 Year Treasuries	96.3	99.5	-3.20

Source: Bloomberg