

Connect with the senior housing properties that fit your business best. For hospice providers, the best fit is assisted living facilities.

Assisted living (AL) facilities are 2nd for volume growth in hospice care, and AL residents have a 40% longer LOS in hospice care. Hospice providers with more patients residing in assisted living saw a 2X increase in their Medicare margin. How will you focus your growth plan on these communities?

Hospice Care by Setting and Share of AL Residents

Main Location of Hospice Care	% Change in Location Volume 2019-2020	Average LOS (Days)
Home	18%	90
Nursing Facility	-6%	133
Assisted Living	11%	172
Hospice Facility	-7%	
Hospital	10%	

Hospices' Assisted Living Share	Medicare Margin
Share of patients in AL	
Lowest half	8.4
Highest half	16.4

Sources: MedPAC analysis of Medicare hospice claims data, the Common Medicare Enrollment file, the Medicare Beneficiary Database, Medicare hospice cost reports, and Provider of Services file from CMS; in the March 2022 Report to the Congress: Medicare Payment Policy, MedPAC.

Learn more at www.nicmapvision.com/products/healthcare/

Connect with us at contact@nicmapvision.com

Test Your AL Growth Plan

- Can you quickly identify all the AL facilities in your service area?
- Can you identify their operators?
- Do you have contact information for decisionmakers at those operators?
- Can you identify the incumbent hospice providers at those facilities?

NICMAP VISION

High-impact senior housing market intelligence for healthcare providers, including:

- Long-term care pharmacy
- Hospice
- Rehabilitation
- Primary care
- Home health

We help you:

Connect senior community profiles with their healthcare needs
See data on residents' healthcare utilization and current provider relationships

Understand important relationships
View connections between providers, buildings, geographies, and operators

See into the future of your market
Look ahead to align your strategy to new development in your geographies and target segments.