

RCFE Resource

BUY, SELL & LEASE WITH CONFIDENCE

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Call us **TODAY** for a **FREE** valuation of your care home and business.
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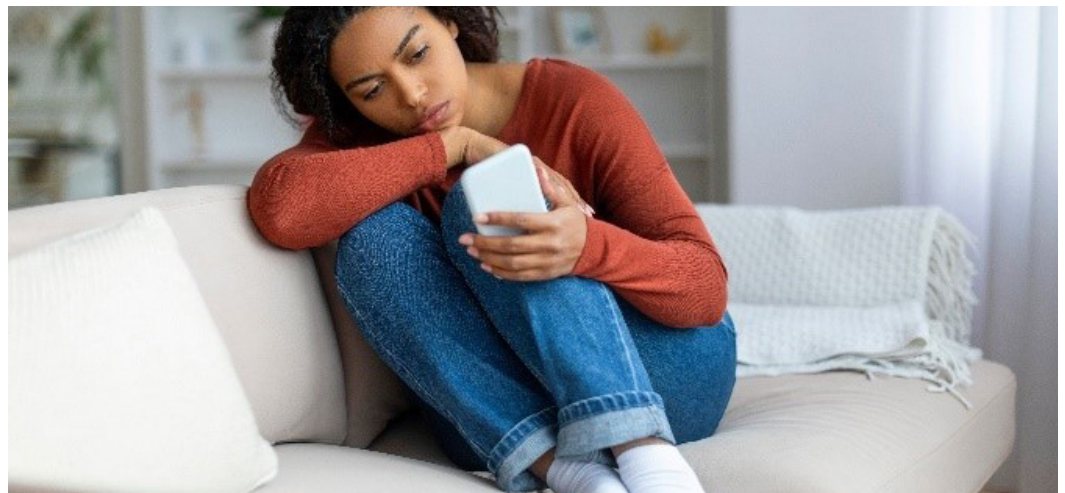
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RCFE RESOURCE MARKET REPORT

Still Waiting, No Offers

Although many care home sellers approach the housing market as if it is as hot as 2023 or early spring of this year, they quickly realize that it is not instant.



SITTING ON THE MARKET

For anyone going fishing for the first time, especially kids, there is a great deal of enthusiasm and wild expectations of reeling in a bucket full of fish. Upon arriving at the fishing hole and baiting the hook, it is time to fish. The line is cast out into the open water with a cheerful eagerness. The bobber floats in the water and only moves with the water current and does not bob, revealing that there is no fish on the line. The excitement drifts away as 20, 40, and 60 minutes pass, but still no fish. It seems as though time stops.

Sometimes, the fishing is excellent, and the bucket is filled with fish. There are other days when, after fishing for hours, only one is reeled onto the dock. And there are days when nothing is caught, not even a nibble, after trying every type of bait. A large part of fishing is seeing what others successfully use for bait and packing plenty of patience.

Many of today's sellers are like first-time anglers. They come on the market with great enthusiasm and high expectations of multiple offers within the first week. They have heard about how great the fishing has been in the past. In March of this year, housing was sizzling hot, and most sellers were selling their care homes at their list price and often fetched even more. Yet, upon hammering in the FOR-SALE sign and opening their doors to buyer showings, the days turn into weeks, and, frequently, the weeks turn into months. The assisted living housing market has evolved. The hot Seller's Market has transitioned to a more Balanced Market where price is the number one driver to secure a successful outcome.

An unbelievable half of all care homes on the active listing inventory have been exposed to the market for at least 30 days. Nearly a third of the inventory has been on the market for over two months and is still waiting for the right buyer to bring in an acceptable offer to purchase. That is a long time to sit and wait. Keeping a care home in showing condition for more than two months is a lot of work and can be stressful. Of course, everyone expects sellers in the luxury ranges to play the waiting game; however, many sellers in the most affordable ranges are sitting on the market and waiting for a buyer to bring a workable offer. Below \$750,000, a surprising half have been waiting for at least 30 days, and for a quarter of care homes, it has been at least 4-5 months.



Ask The Broker

WHEN CAN AN RCFE BUYER TAKE OVER THE BUSINESS?

Q: Due to the substantial licensing backlogs affecting the processing of applications for certified administrators, the buyer of our RCFE will not hold a certificate by the close of escrow. May she still take over the business? We really don't want to act as administrators once escrow has closed.

A: After fulfilling educational requirements and passing the State exam, Licensing still has to conduct a review of your application and background check before they approve an applicant's status as a certified administrator. Consequently, the buyer cannot assume the role of administrator at the close of escrow.

This transition can only take place once the facility is licensed under the buyer's entity name and the buyer becomes a certified administrator (or appoints an administrator). Until this pivotal moment, the current administrator will retain their position, unless the sellers designate an alternative administrator to act on their behalf.

However, to facilitate the smooth operation of the facility during this transitional period, the current administrator can extend an offer of employment to the buyer to oversee the daily activities on behalf of the licensee, provided that the licensee remains the administrator.

This would be carried out via an employment agreement, whereby the licensee/administrator tenders an offer of employment to the buyer to oversee the day-to-day operations at the facility,. It is essential to note that the licensee retains ultimate responsibility and liability for any issues arising from the business's operation under the buyer's guidance.

Feel free to reach out with further questions! RCFE Resource is here to guide you every step of the way. We can help you find suitable properties and can refer you to the necessary consultants and agencies who will facilitate your dream of owning an RCFE.

Current Listings



To view our current listings
visit our website at

www.rcferesource.com

CURRENT LISTINGS

PORTFOLIO SALE!

RIVERSIDE COUNTY:

CATHEDRAL CITY -

12-BED RCFE FOR SALE

CATHEDRAL CITY -

6-BED RCFE FOR LEASE

RANCHO MIRAGE -

6-BED RCFE FOR LEASE

- Beautiful and elegant homes
- Call for details

KERN COUNTY:

TWO 20+ BED RCFES FOR SALE

- \$1.5M BOTH - real estate and businesses
- One facility has ALW; the other is pending
- Call for details

COMING SOON
(please call for details)

It's currently Top Secret!

This is what we CAN reveal: Some of the cities to be featured in coming months include listings in: **Rancho Mirage, Mission Viejo, Lake Forest, Westminster, Cathedral City, Diamond Bar, Costa Mesa, Bakersfield...and MORE.**

Please Stay Tuned!



LEMON BERRY FROZEN YOGURT BARK

Are your residents craving something scrumptious for dessert, but you want to ensure it's a healthy and satisfying option? A fresh and unique dessert choice is Lemon Berry Frozen Yogurt Bark. This dessert is light, refreshing, and perfect for the end of summer.

Ingredients:

- 4 cups Greek yogurt
- 1/2 cup honey
- Zest of 2 lemons
- 2 cups fresh berries (kiwi slices may also be added for color)

Instructions:

1. In a bowl, mix together Greek yogurt, honey, and lemon zest until well combined.
2. Line 2 baking sheets (or two 8" x 8" baking pans) with parchment paper.
3. Spread half the yogurt mixture evenly onto each piece of the parchment paper.
4. Sprinkle berries over the yogurt mixture and gently press them in.
5. Place the baking sheets in the freezer for at least 3 hours or until the yogurt bark is completely frozen.
6. Once frozen, break the bark into pieces and serve immediately.

DISCLAIMER: Menu planning in assisted living facilities should be cost-effective, nutritious, and appealing. It's crucial to consult with residents' medical staff for food sensitivities or allergies. Strategies like shopping sales, using a set menu, and incorporating seasonal menus can help manage costs and provide variety.

FOODS TO AVOID IF YOU HAVE ANXIETY OR DEPRESSION

Article Courtesy of WebMD | Written By Paul Frysh | Medically Reviewed by Dany Paul Baby

Fruit Juice

The fiber in whole fruit fills you up and slows down how your blood takes in energy. Without that fiber, you're just drinking nutritious sugar-water that can quickly hype you up -- and bring you down just as fast. That can leave you hungry and angry -- "hangry." That won't help anxiety and depression. Eat your fruit whole. When you're thirsty, drink water.

Regular Soda

There's no win for you here: It has all of the blood-spiking sugar of fruit juice with none of the nutrition. Sugar-sweetened drinks like soda have a direct link to depression, too. If you crave a pop, try seltzer water with a splash of juice instead. It'll give you a bubbly fix without too much of the stuff you don't need.

Diet Soda

No sugar, so no problem, right? Not exactly. You may not have the energy crash that comes with having too much sugar, but diet soda may make you depressed. In fact, it could make you feel more down than its sugary cousin would. Too much of the caffeine that many sodas have can be bad for anxiety, too.

Toast

Wait, toast?! If it's made from white bread, yes. The highly processed white flour it's made from quickly turns to blood sugar after you eat it. That can cause energy spikes and crashes that can be bad for anxiety and depression. You can have your toast -- and eat it, too. Just use whole-grain bread.

'Light' Dressing

You might know to avoid some pre-packaged dressings and marinades loaded with sugar, often listed as "high-fructose corn syrup." But what about "light" or "sugar-free" dressings? Many get their sweetness from aspartame, an artificial sweetener linked to anxiety and depression. Check the ingredients or, better yet, make your dressing at home from scratch.

Ketchup

It's mostly tomatoes, right? Well, yes, and sugar, lots of sugar. Four grams per tablespoon, to be exact. And the "light" stuff may have artificial sweeteners that could be linked to anxiety and depression. Try homemade tomato salsa instead. Want a little kick? Add a bit of cayenne pepper.

Coffee

If you're not used to it, the caffeine in it can make you jittery and nervous. It could also mess up your sleep. Neither helps anxiety or depression. Caffeine withdrawal

can make you feel bad, too. If you think it causes you problems, cut caffeine out of your diet slowly. If you're OK with it, or drink decaf, coffee can actually help make you feel less depressed.

Energy Drinks

They can cause weird heart rhythms, anxiety, and sleep issues. That's because it's not always easy to know the sky-high caffeine levels hidden in ingredients like guarana. These beverages often have loads of sugar or artificial sweeteners, too. Drink water if you're thirsty. Want a sugar hit? Eat a piece of fruit.

Alcohol

Even a little can mess up your sleep. Not enough rest can raise anxiety and cause depression. Too many ZZZs can cause even more problems. That said, a drink could calm your nerves and make you more sociable. That can be good for your mental health. The key is dosage: A drink a day for women, and two a day for men, is the limit.

Frosting

It's the sugar, right? Well, yes, but that's not all. It's also loaded with around 2 grams of "trans fats" per serving. They're linked to depression. Sometimes called "partially hydrogenated oils," they're also in fried foods, pizza dough, cakes, cookies, and crackers. Check your labels. If you do eat fat, make it the "good" kind you get from foods like fish, olive oil, nuts, and avocado. Those can lift your mood.

Soy Sauce

This one is only for people who are sensitive to gluten. In addition to breads, noodles, and pastries, it's also in prepackaged foods like soy sauce. If you're sensitive to gluten, it can cause anxiety or depression. It can also make you feel sluggish and not at your best. Check labels and try to steer clear.

Processed Foods

If you eat lots of processed meat, fried food, refined cereals, candy, pastries, and high-fat dairy products, you're more likely to be anxious and depressed. A diet full of whole fiber-rich grains, fruits, vegetables, and fish can help keep you on a more even keel.

Doughnuts

We all love them, and little treats now and then can help your mood. But just so you know: Doughnuts have all the wrong kinds of fats, snow-white flour with little fiber to slow absorption, and lots of added sugar. So, if you must, make them a treat, not a routine.

THE CASE FOR SENIOR HOUSING INVESTMENT

Article Courtesy of GlobeSt | Written By Erik Sherman



How do you spot a good commercial real estate asset type? Find one in which many people need it but there isn't enough to go around.

That's the basic pitch of Arick Morton, chief executive officer of NIC MAP Vision, a company that provides geospatial and market selection analytics for the senior housing and care sector.

His firm's data says that the current senior housing development pace indicates a 550,000-unit shortfall by 2030, representing a \$275 billion investment shortage.

"There's a significant generational opportunity for investors in senior housing development and acquisition," Morton tells GlobeSt.com. "As the demand for senior housing grows, investing in this sector will result in substantial returns and long-term growth."

"Demand is exploding," Morton says. "It's the early foreshocks of what is going to be a demographic earthquake over the next 25 years, as the boomers age." In 2025, the first boomers turn 80, which is considered a starting age for needing senior housing. "It really explodes over the next few years.

Over time, the country has seen between 2 and 2-and-a-half times pre-Covid average absorption of senior housing. "There has been a step change function in the velocity magnitude of that," he adds. "When you look at the penetration rate, the customer utilization rate, it's

returned to its pre-Covid levels."

He says that most or so of the 10% occupancy rate loss was quickly brought back. "I believe the logical conclusion to be drawn from that is we're not seeing these historical gains of absorption because of the covid rebound," he says. Instead, the driver is probably the population growth of people the right age. "The 80-plus population is set to grow by approximately 35% to 40% by 2030. It's going to grow almost 7% in 2027 alone."

The capital markets side is the other force. "Capital availability has been a challenge," says Morton – no surprise to anyone following the CRE market in general. There's been some significant distress opportunities because of loans coming up for refinancing under higher interest rates than owners and lenders originally expected. They have to "refinance a 4% loan at like 6.5% or 7%," Morton says. "For senior housing, if you look at the fundamentals, we have one of the best fundamentals of any asset class. It's really a valuation question. Everything works at 5% federal fund rates, but the valuation from 2017 isn't holding."

Also attractive is the financial status of the aging population. At the median level, the 75-plus household "can afford 40 to 50 years of senior housing," and, by statistics, they probably won't need it beyond a few years.

ASSISTED LIVING AFFORDABILITY, ACCESS REMAIN TOP CONCERNS OF OLDER ADULTS

Article Courtesy of Mcknight's Daily News | Written By Kimberly Bonvissuto

The cost of assisted living, home care and nursing home care is the top health-related concern of older adults leading up to the 2024 election, according to the results of a new poll.

A National Poll on Healthy Aging from the University of Michigan surveyed older adults by phone and online between Feb. 22 to March 12 on 26 health-related issues. The results were published Wednesday by JAMA. Five of the top six worries of the 2,576 participants were related to costs of healthcare and health insurance, followed by financial scams and fraud.

More specifically, the cost of assisted living, nursing home care and home care was No. 1 on the list of healthcare concerns, with 56.3% of survey participants indicating that they were "very worried" about it. In addition, 38.1% said they were very worried about access to quality assisted living, nursing home care or home care, making it No. 7 on the list of concerns.

Other top concerns were the cost of medical care (No. 2, 56.2% very worried), the cost of prescription medications (No. 3, 54.3%), financial scams and fraud (No. 4, 52.8%), the cost of health insurance and Medicare (No. 5, 52.1%) and the cost of dental care (No. 6, 44.6%).

More than half of older-adult respondents in almost all demographic groups reported being very worried about the costs of medical care and prescription drugs, with "significant" differences by gender and political ideology. Women reported being more concerned than men, and liberal and moderate respondents were more worried than conservative individuals.

Those results are similar to those of a spring National Poll on Healthy Aging, which also placed the cost of assisted living, nursing home care or home care (56%), the cost of medical care (56%) and the cost of prescription medications (54%) at the top of the list of concerns among older adults.

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