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October 2024

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(949) 397-4506



Michelle J. London

MBA, CPA, MICP, BROKER

Acquisitions and Sales

DRE# 01971087

Phone: **(949) 397-4506**

michelle@RCFEresource.com

Melvyn D. Richardson

Acquisitions and Sales

DRE# 01318955

Phone: **(949) 500-3630**

melvyn@RCFEresource.com

www.RCFEresource.com

RCFE RESOURCE MARKET REPORT

A Frosty Autumn

Housing has been slowing through both the Spring and Summer Markets, yet the slowdown has picked up its pace since transitioning to the Autumn Market.

IN MOST MAJOR METRO AREAS, THE ASSISTED LIVING MARKET HAS DOWNSHIFTED CONSIDERABLY SINCE MARCH.

Returning to their classrooms, kids are adjusting to their busy school calendars. Fall youth sports have also resumed with their demanding practice and game schedules. Upon entering the local grocery store, boxes of bright orange pumpkins adorn the entrance. Coffee shops are busy making their most popular seasonal latte, Pumpkin Spice. The sun is setting earlier and earlier by the day. That's right, Autumn has arrived. It may not officially start until Sunday, September 22nd, but all the signs are here.

These changes also indicate that the start of the Autumn housing Market has arrived. The Autumn Market begins the moment kids go back to school at the end of August, a bit earlier than the fall equinox, and ends a week before Thanksgiving, the start of the Holiday Market. The best time of the year for assisted living housing is during the Spring Market. That is when buyer demand



reaches a peak. Many people, especially families with children in school, prefer to sell their care homes during the spring and close during the summer while the kids are on break. The inventory rises during the spring as well.

The second-best time of the year for the housing market is the Summer Market. The market slows a bit due to all the distractions, including family vacations, summer camps, the beach, the community pool, and amusement parks. To emphasize, there is still plenty of demand, yet it is slowly declining. The inventory normally rises until it finds its peak between July and August and then gradually falls.

During the Autumn Market, the "prime time" season for real estate is now in the rearview mirror. Housing transitions to a slower time of the year. Typically, the inventory and demand decrease slightly at a very similar rate, and the Expected Market Time does not change much.

Typical Autumn Market

Supply	Demand	Market Time
Decreases Slightly ↓	Decreases Slightly ↓	Does Not Change Much →

2024 Autumn Market

Supply	Demand	Market Time
Increasing Slightly ↑	Decreasing Slightly ↓	Increasing Steadily ↑



EMPOWERING
EXCELLENCE IN
SENIOR CARE



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Ask The Broker

WHY DIDN'T MORTGAGE RATES FALL WHEN THE FEDERAL RESERVE LOWERED INTEREST RATES IN SEPTEMBER?

Q:

The Federal Reserve cut the Federal Funds rate by .5% in September. So why didn't mortgage rates go down by .5%? Mortgage rates didn't fall; in fact, they went up slightly. What's with that?

A:

The Fed Funds rate and mortgage rate are two completely different things. Yes, they move together over time, but there is no strong correlation between them on a day-to-day basis.

The Fed Funds rate is the overnight borrowing rate between banks. It impacts home equity lines of credit, credit cards, auto loans, but it doesn't greatly affect the prevailing mortgage rates. Mortgage rates are based on mortgage-backed securities, which are purchased by investors.

Those rates for investors are directed by market factors such as inflation, unemployment, the economy, things like that. Before the Federal Reserve reconvened in September, the market had already predicted a 50 basis points decrease.

So nothing was truly unexpected. Why we see rates tick up is that traders are actually happy that the Federal Reserve is so aggressive and they do not believe that the economy will hit as deep a recession and we will not need as many rate cuts to get us there.

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 or ARF.

Current Listings



To view our current listings
visit our website at

www.rcferesource.com

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!

APPLE PUMPKIN CRISP



Want a healthy dessert option that's scrumptious and good for you, too? How about a Pumpkin Apple Crisp? It's a delightful, seasonal dessert that combines the flavors of pumpkin and apples, perfect for October.

Ingredients:

For the Filling:

- 4 cups apples, peeled and sliced
- 1 cup pumpkin puree
- 1/4 cup maple syrup
- 1 tsp cinnamon
- 1/2 tsp nutmeg
- 1/4 tsp ginger
- 1/4 tsp cloves

For the Topping:

- 1 cup rolled oats
- 1/2 cup almond flour
- 1/4 cup chopped pecans or walnuts - optional
- 1/4 cup coconut oil, melted
- 1/4 cup maple syrup
- 1 tsp cinnamon

Instructions:

1. Preheat your oven to 350°F (175°C).
2. Prepare the filling: In a large bowl, combine the apples, pumpkin puree, maple syrup, cinnamon, nutmeg, ginger, and cloves. Mix well and spread evenly in a baking dish.
3. Prepare the topping: In another bowl, mix the oats, almond flour, chopped nuts, melted coconut oil, maple syrup, and cinnamon until well combined.
4. Assemble: Sprinkle the topping evenly over the apple-pumpkin mixture.
5. Bake: Place in the preheated oven and bake for 35-40 minutes, or until the topping is golden brown and the filling is bubbly.
6. Serve: Let it cool slightly before serving. Enjoy it warm, perhaps with a dollop of Greek yogurt or a scoop of vanilla ice cream for an extra treat.

This dessert is not only delicious but also packed with the goodness of seasonal fruits and spices. It's sure to be a hit with the residents!

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.



ALZHEIMER'S MAY STEM FROM MODERN LIFESTYLES, NEW STUDY SUGGESTS

Article Courtesy of Microsoft

Alzheimer's disease (AD) - the most common type of dementia - was first discovered by clinical psychiatrist Dr. Alois Alzheimer who described a 50-year-old woman, Auguste Deter, in a Frankfurt psychiatric hospital in 1901.

It affects one person in 14 people over the age of 65, one in every six people over the age of 80, and one in three in people aged 85 and older. But did AD always affect the population?

The Bible - which doesn't hide illnesses - has no mention of it; some of our forefathers and foremothers (but not Sarah) suffered from vision problems, weakness, and other physical problems at the end of their lives, but nothing about dementia.

Medical texts from 2,500 years ago rarely mention severe memory loss, suggesting today's widespread dementia stems from modern environments and lifestyles, according to a new study at the University of Southern California. "The ancient Greeks had very, very few - but we found them - mentions of something that would be like mild cognitive impairment," said first author and gerontologist Prof. Caleb Finch. "When we got to the Romans, we uncovered at least four statements that suggest rare cases of advanced dementia; we can't tell if it's Alzheimer's. So, there was a progression going from the ancient Greeks to the Romans."

Historical mentions of memory loss

Ancient Greeks recognized that aging commonly brought memory issues we would recognize as mild cognitive impairment but nothing approaching a major loss of memory, speech, and reasoning as caused by Alzheimer's and other types of dementia.

Finch and co-author Stanley Burstein, a historian at California State University in Los Angeles, pored over a major body of ancient medical writing by Hippocrates and his followers. The text catalogs ailments of the elderly, such as deafness, dizziness, and digestive disorders, but makes no mention of memory loss.

For this paper, Finch didn't just think about the Roman Empire or the Greeks. In the absence of demographic data from these ancient cultures, Finch turned to a surprising model for ancient aging - today's Tsimane Amerindians, an indigenous people of the Bolivian Amazon.

The Tsimane - like the ancient Greeks and Romans - have a preindustrial lifestyle that is very physically active, and they have extremely low rates of dementia. An international team of cognitive researchers led by psychology and gerontology Prof. Margaret Gatz found low rates of dementia among older Tsimane people.

"The Tsimane data, which is serious, is very valuable," Finch said. "This is the best-documented large population of older people that have minimal dementia, all of which indicates that the environment is a huge determinant on dementia risk. They give us a template for asking these questions."

RECOGNIZING CAREGIVER BURNOUT

Medically Reviewed by Neha Pathak, MD | Written by WebMD Editorial Staff | September 18, 2024



Caregiver burnout is a state of physical, emotional, and mental exhaustion. It may go along with a change in attitude -- from positive and caring to negative and unconcerned. Burnout can happen when you don't get the help you need, or if you try to do more than you're able. Caregivers who are "burned out" may have fatigue, stress, anxiety, and depression.

What Are the Symptoms of Caregiver Burnout?

The symptoms of caregiver burnout are much like the symptoms of stress and depression. They may include withdrawal from family and friends, loss of interest in formerly pleasurable activities, feeling blue, cranky, helpless or hopeless, getting sick more often, changes in appetite or sleep patterns, emotional and physical exhaustion, alcohol or substance abuse or using more sleep medications, feelings of wanting to hurt yourself or the person for whom you are caring.

Call 911 or the National Suicide Prevention Lifeline at 800-273-8255 if you think you might hurt yourself or anyone else.

If you are already experiencing stress and depression, get medical attention. These are treatable disorders.

What Causes Caregiver Burnout?

Caregivers often are so busy caring for others that they tend to neglect themselves. Other things that can lead to caregiver burnout include role confusion, unrealistic expectations of improvement of the individual being cared for, particularly in the case of a progressive disease, like Parkinson's or Alzheimer's, lack of control, unreasonable demands, and other factors.

How Can I Prevent Caregiver Burnout?

Some steps caregivers can take to help prevent caregiver burnout include: knowing your limits, talking about feelings with a trusted confidante, setting realistic goals and asking for help when you need it, taking good care of yourself and eating right, exercising and getting plenty of sleep, obtaining professional help from a therapist, social worker or clergy member if needed.

THE BENEFITS OF TEA FOR SENIORS: A NATURAL DEFENSE AGAINST DEMENTIA



As we age, maintaining cognitive health becomes increasingly important. For seniors, incorporating tea into their daily routine can be a simple yet effective way to support brain health and potentially reduce the risk of dementia. Research has shown that certain compounds in tea can have protective effects on the brain, making it a beneficial beverage for older adults.

How Tea Helps Prevent Dementia

Tea contains several bioactive compounds that contribute to its brain-protective properties. These include:

- **Flavonoids:** These compounds have strong antioxidant and anti-inflammatory properties, which help protect brain cells from damage.
- **L-theanine:** An amino acid found in tea that can influence brain function by regulating neurotransmitters and promoting relaxation without drowsiness.
- **Catechins and Theaflavins:** These are specific types of flavonoids found in tea that have been linked to improved cognitive function and reduced risk of neurodegenerative diseases [1].

A study conducted by researchers at the National University of Singapore found that regular tea consumption was associated with a 50% lower risk of cognitive decline in older adults. This protective effect was even more pronounced in individuals who were genetically predisposed to Alzheimer's disease [1].

Best Types of Tea for Seniors

When it comes to choosing the best tea for cognitive health, both green and black teas are excellent options.

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Here's why:

- **Green Tea:** Rich in catechins, green tea has been extensively studied for its health benefits, including its potential to improve brain function and reduce the risk of dementia. The antioxidants in green tea help protect neurons and support overall brain health.
- **Black Tea:** While it undergoes more processing than green tea, black tea still retains significant amounts of flavonoids and theaflavins. Studies have shown that black tea can also contribute to better cognitive performance and a lower risk of dementia [2].

Both green and black teas should be brewed from tea leaves, either loose or in tea bags, to maximize their health benefits. It's important to note that fruit or herbal teas do not provide the same cognitive benefits as green and black teas.

Conclusion

Incorporating tea into the daily routine of seniors can be a simple and enjoyable way to support brain health and potentially reduce the risk of dementia. With its rich array of bioactive compounds, tea offers a natural and accessible means of promoting cognitive well-being. Whether you prefer the delicate flavor of green tea or the robust taste of black tea, making tea a regular part of your diet can be a valuable step towards maintaining mental sharpness in later years.

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RCFE RESOURCE MARKET REPORT

This year has not been typical at all. Since peaking in May, demand has dropped slightly in most major metro areas of California. On the other hand, the active inventory has been on the rise all year.

What is occurring is that more care home owners are opting to sell this year, and they are accumulating over time. The extra sellers are competing against a dwindling buyer pool; thus, the market has been decelerating. Ask anyone within the real estate trenches, and they will attest to the downshift in the market and the fact that it is taking longer to secure a sale.

This market slowdown comes when rates have been declining, improving affordability and allowing more buyers to enter the market. The Federal Reserve dropped rates by ½% in September. This will improve affordability. Rates eclipsed 7.5% in April and bounced around 7% from May through July. We are knocking on the door of rates dropping below 6% for the first time since August 2022, over two years ago.

This is the most buyer-friendly housing market in years. With lower rates and pressure for them to continue to decline, a rising inventory, and falling demand, meaning less buyer competition, right now is a great

time to be a buyer.

ATTENTION BUYERS: Do not wait for prices to plunge before purchasing. Buyers who attempt to time the market end up regretting the delay and often get burned. Since rates are forecasted to continue to fall with a cooling economy, more buyer demand is on the horizon. Rates have only plunged recently. Improved affordability did not align with real estate's busiest time of the year. Yet, it will line up much better with the 2025 market, and assisted living housing will be hotter with tremendous competition and rising values.

ATTENTION SELLERS: Today's market requires a meticulous, cautious approach to pricing. Overprice and it will result in wasted market time and an unsuccessful outcome. Care homes that are in excellent condition, attractively upgraded, recently updated, and ready for an immediate sale will attract the most attention and will sell the fastest as long as they are appropriately priced. Competition among sellers has been on the rise, demanding careful pricing and for many to sharpen their pencils.

It will be a frosty Autumn Market, much cooler than usual. Buyers and sellers should plan accordingly.

October 2024



FALL HOME MAINTENANCE CHECKLIST

Fall has arrived! It's time to get your facility ready for cooler days.

Here is the essential Fall maintenance checklist:

- ☐ Have HVAC System serviced;
- ☐ Seal all cracks and gaps in windows, doors and walls that permit cold air to enter and reduce energy efficiency;
- ☐ Clean gutters;
- ☐ Test smoke and carbon monoxide detectors;
- ☐ Have dryer hoses thoroughly cleaned or replaced and make sure vents to outside are clear;
- ☐ Flush water heater - drain water heater annually to remove mineral deposits and sediment.

Protect your investment! Take these steps to ensure your care home remains in good condition.

THINKING OF BUYING OR SELLING?

Let our RCFE Resource team of professionals bring proven expertise to help you get the highest sales price for your RCFE or ARF!

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