

RCFE Resource

MOST ACCURATE RCFE HOME AND BUSINESS VALUATIONS

WHAT'S THE VALUE OF YOUR RCFE?

For a **FREE** No Obligation Consultation CALL us at **(949) 397-4506**



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RCFE MARKET REPORT:

Out of Control

With the number of available RCFEs to purchase at extremely low levels, there simply are too many buyers competing against each other.

An Insane Market

A five-bedroom, three-bathroom, 2,650 square foot RCFE on a 10,000 square foot lot, built in 1996, was placed on the market on the first Wednesday of February at \$999,000. There was a line going down the street to view the RCFE during a three-hour window on Saturday and a three-hour window on Sunday. By Sunday evening there were more than 5 offers submitted to the listing agent. The seller countered to all offers and asked them to come back with their highest and best price. The RCFE home closed on during the first week of March at \$1,075,000, an astonishing 7.6%% above its list price.

The RCFE housing market is out of control as home values continue to soar. At this point, it is like a runaway freight train barreling down the tracks at an unimaginable speed. There really is no end in sight due to the catastrophically low inventory. With such a scarcity of RCFE homes available, there are far too many buyers for every home that hits the market.

It is extremely difficult to convey just how devastatingly low the inventory is right now. The current inventory level is severely low and the main reason RCFE home values are skyrocketing.

With such a limited supply of RCFE homes available to sell coupled with tremendous demand, the Expected Market Time (the time between putting the RCFE on the market and opening escrow) captures best just how insanely hot the RCFE housing market is today. Anything below 90-days is considered a Seller's Market.

There are different levels of a Seller's Market: slight, hot, and insane. A Slight Seller's Market is between 60 and 90



days. Sellers get to call most of the shots, RCFE home values are slowly rising, and homes generate between one to two offers.

An Expected Market Time between 40 and 60 days is considered a Hot Seller's Market, where sellers get to call most of the shots, home values are rising, and there are a lot more multiple offer situations, especially in the lower price ranges.

Anything below 40-days is an Insane Seller's Market, and the lower the Expected Market Time, the more housing is out of control and unprecedented. This is when sellers get to call all of the shots, RCFE home values are surging, multiple offers are the norm, sales prices typically exceed their asking prices, and well-priced RCFE homes in great condition, with no deferred maintenance, that show exceedingly well sometimes last only days on the market.

The six-year average from 2014 to 2019 for this time of year was over 69 days, much different than the current insane pace. With patience, buyers were able to isolate a home within a reasonable amount of time and were not competing against so many buyers writing offers on the same RCFE home.

The simple economic principle of supply and demand does not adequately capture today's dilemma.

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DEMENTIA SOARS AMONG U.S. ADULTS AT END OF LIFE, STUDY FINDS

Published by McKnight's Long-Term Care: CLINICAL DAILY NEWS
ALICIA LASEK

About half of older U.S. adults receive a diagnosis of Alzheimer's disease or related dementia shortly before their death – a number that has spiked by more than 34% in two decades, according to a new Medicare billing study. More awareness and changes in Medicare billing protocols may account for the increase, investigators say.

The researchers, from the University of Michigan, analyzed fee-for-service Medicare billings from 3.5 million patients aged 67 and older between 2004 and 2017. Approximately 35% of billing claims from 2004 included at least one mention of dementia within two years of death. By 2017, more than 47% claims did so. These increases were more evident in inpatient, hospice and home health settings, the researchers reported.

Awareness up, billing altered

Rather than reflecting more dementia in the general population, the increase most likely is a result of increased awareness among clinicians, patients and caregivers, and a spike in recorded diagnoses from 2011 to 2013, the investigators wrote. Those years saw a substantial increase in the number of diagnoses Medicare allowed on claims.

Taken as a whole, the results suggest that underdiagnosis of dementia is

declining, according to lead author Matthew A. Davis, Ph.D., MPH. "That said, identification within the last two years of life is a minor improvement considering the disease course for AD/DR spans 10 years," he and his colleagues wrote.

No drop in invasive procedures

Intensity of end-of-life care has declined on most measures, but not on some key invasive procedures, the investigation also revealed. There has been a notable decrease in the use of feeding tubes in nursing homes, for example. In the general population, there has been an increase in hospice use and lower likelihood of dying in the hospital despite the persistence of frequent transfers, Davis reported. But there has been no corresponding decrease in the use of invasive life-prolonging procedures such as mechanical ventilation and dialysis, the authors added.

"One potential benefit of greater disease identification in late-stage disease is the opportunity to engage in end-of-life care discussions," wrote Davis. But "the present results do not support an association between higher AD/DR diagnosis frequency and less aggressive end-of-life care."

Full findings were published in JAMA Health Forum.

Ask The Broker

COMMUNITY CARE EXPANSION PROGRAM

Q: I've heard that there's a new grant program to finance the purchase of RCFEs and ARFs.



Can you provide details about the grant?

A: The California Department of Social Services (CDSS) is working to design and implement a program to support infrastructure projects like the Community Care Expansion (CCE) program. This investment will ensure care can be provided in the least restrictive settings by creating a wide range of options.

Investing \$570M in adult and senior care facilities is a key part of California's strategic multi-agency approach to increase housing options for seniors and persons with disabilities.

Applications will be accepted on a rolling basis through 12/31/2023, or as soon as funds run out.

To learn more about the program, VISIT:
<https://bit.ly/3Kshn7x>

For assistance with Golden State Grants, please call the Golden State Grant Program Helpline at 1-866-312-3100.

YOUR question may be featured in a future newsletter! Text Michelle J. London, licensed real estate broker, at 949-397-4506 with your inquiry. Thanks in advance.

Current Listings



To view our current listings visit our website at

www.rcferesource.com

CURRENT LISTINGS

City of Orange - RCFE FOR SALE

- ORANGE COUNTY
- 8 BDR/4 BA, 2,754 s. f.
- Home & Business For Sale
- Home \$1.335M; Business \$75K

COMING SOON

(Call For Prices)

Sacramento Area - PORTFOLIO OF 3 RCFES

- SACRAMENTO COUNTY
- Located minutes apart
- Beautiful homes
- Wonderful opportunity

Riverside County - PORTFOLIO OF 5 RCFES

- 2 homes for sale; 3 for lease
- Located close together
- Great expansion option
- Immaculate homes
- Must be sold as package

Rancho Mirage - TWO RCFES FOR SALE

- RIVERSIDE COUNTY
- Approximately 1 mile apart
- Highly desirable area
- Long-term owners
- Great RCFEs!

Placer County - 2 RCFES FOR SALE

- Bright and light-filled
- Located close together
- Clean and pristine
- Long-established businesses



BALANCING YOUR WANTS AND NEEDS AS AN RCFE HOME BUYER TODAY

Since the number of well-priced, profitable RCFEs in excellent condition for sale is low today, it can feel challenging to find one that checks all your boxes. But if you know which features are absolutely essential in your next RCFE and which ones are just nice bonuses, you can land an RCFE that fits your needs.



So how do you go about creating your list of desired features? The first step is to get pre-approved for a loan. After all, you don't want to fall in love with an RCFE that's too far out of reach. Contact us today for a list of referrals to RCFE lenders, regardless of what type of financing you desire, be it SBA or conventional.

Once you have a good grasp of your budget, you can begin to list all the features of an RCFE you would like.

Here's a great way to think about them before you begin:

- **Must-Haves** - If an RCFE doesn't have these features, it won't work for you and your lifestyle (examples: distance from home, number of shared and private bedrooms/bathrooms, etc.).
- **Nice-To-Haves** - These are features that you'd love to have but can live without. Nice-To-Haves aren't

dealbreakers, but if you find an RCFE that hits all the must-haves and some of the these, it's a contender (examples: all private resident bedrooms, separate office, garage with lots of storage, etc.).

- **Dream State**- This is where you can really think big. Again, these aren't features you'll need, but if you find an RCFE in your budget that has all the must-haves, most of the nice-to-haves, and any of these, it's a clear winner (examples: farmhouse sink, multiple walk-in closets, etc.).

Finally, once you've created your list and categorized it in a way that works for you, contact us to schedule your FREE, no obligation consultation. We'll develop a winning strategy, tailored to your specific needs, to help you realize your RCFE dreams.

RCFE MARKET REPORT: OUT OF CONTROL

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There just is nothing available for buyers to purchase right now. Anything that does hit the market is greeted with numerous showings and multiple offers. There really is nothing spectacular about the number of buyers looking to purchase today. That is not the issue. The issue is that there are only a fraction of RCFEs available today in the beginning of April, when there are typically around triple the number of RCFEs for sale. Even with a similar number of buyers searching for an RCFE home today compared to past years, there are far fewer choices. This is precisely why the RCFE housing market is out of control.

As long as the inventory remains at catastrophically low levels, expect more of the same.



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OUR FEATURED LISTINGS

IN ESCROW

Rancho Mirage: RCFE For Sale - 5 BDR - 4 BA - 2,560 SF



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IN ESCROW

Beaumont: RCFE For Sale - 5 BDR - 4 BA - 2,653 SF



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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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