

# RCFE Resource

**BUY, SELL & LEASE WITH CONFIDENCE**

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

## A Climbing Inventory



*RCFE and ARF inventory has been on the rise and is starting to pick up steam, unlike last year when it continuously dropped through mid-April.*

**MORE RESIDENTIAL CARE HOMES TO BUY**

From the start of the year to today, more residential care homes are available in every price range.

Californians have endured severe droughts, which have resulted in water restrictions, new laws, and policies aimed at curtailing the consumption of this valuable resource. Reservoirs reach record lows. Frustrated snow skiers watch the 10-day forecast, anxiously awaiting a hint of future snow. There are years when rainfall totals disappoint. But in years when it rains week after week, snow tops all surrounding mountains, and reservoirs rise, there is a sense of relief. It is a year when a drought has been abated.

California has endured a care home inventory drought for several years now. Yet, finally, there is rain in the forecast, more care homes are coming on the market, and the inventory is slowly rising. The drought of available care homes to lease and purchase has not ended, but at least it has been moving in the right direction. For buyers experiencing the drought firsthand, any rise in the number care homes to look at is a welcome relief.

From the start of the year to today, the active inventory has been rising. Mortgage rates bounced between 6.63% and 7.16%. Last year, the inventory dropped, while mortgage rates fluctuated between 5.99% and 7.1%. It was 2022 when the inventory changed the most, rising from a record low start. That was when mortgage rates soared from 3.29% at the beginning of January to nearly 4.5% by mid-March. The low mortgage rate environment was quickly coming to an end.

For a proper perspective, it is best to look at the 3-year average before COVID (2017 to 2019) when housing was normal and mortgage rates were in the low to mid 4% range. Cyclically, the active inventory would slowly rise during the Winter Market, then pick up steam during the Spring Market, and slowly reach a peak sometime during the Summer Market. This year and 2022 started from chronically low, anemic levels. As a result, the percent change exaggerates what is really occurring from a buyer's perspective.

Nonetheless, the rise in inventory is a welcome trend in a housing market starved for a fresh supply, especially in comparison to last year's dwindling supply.

The inventory has been rising partly due to the higher mortgage rate environment, as rates have eclipsed the 7% mark several times over the past month, and also because more care homeowners are opting to sell their homes. When rates surpass the psychological 7% barrier, the inventory grows. That has been true both last year and this year.

The inventory crisis has not been averted.

The drought is far from over. But slowly, more homes are accumulating on the market. It is a trend to be aware of, especially for sellers. Even though the market is exceptionally hot and negotiations favor sellers, a growing inventory indicates some sellers are overzealous and lingering on the market, stretching their asking price too high. With higher rates, many buyers are not biting when pricing is out of bounds. That is precisely why 22% of the active inventory has adjusted their price lower at least once. With a climbing inventory, sellers must price appropriately to secure success.





# Ask The Broker

## TAKING TITLE TO REAL PROPERTY - IMPORTANT CONSIDERATIONS

**Q:** How should I take ownership of the property I am buying?

- The form of ownership taken (the vesting of title) will determine who may sign various documents involving the property and future rights of the parties to the transaction;
- These rights involve such matters as: real property taxes, income taxes, inheritance and gift taxes, transferability of title and exposure to creditor's claims;
- Also, how title is vested can have significant probate implications in the event of death.

Buyers may wish to consult legal counsel to determine the most advantageous form of ownership for their particular situation, especially in cases of multiple owners of a single property.

### **A:** Common Ways To Hold Title

**Sole Ownership-** Sole ownership may be described as ownership by an individual or other entity capable of acquiring title. Examples of common vesting cases of sole ownership are:

- A Single Man/Woman: A man or woman who is not legally married or in a domestic partnership. For example: Bruce Buyer, a single man;
- A Married Man, Woman as His/ Her Sole and Separate Property: A married man or woman who wishes to acquire title in his or her name alone;
- The title company insuring title will require the spouse of the married man or woman acquiring title to specifically disclaim or relinquish his or her right, title and interest to the property. This establishes that both spouses want title to the property to be granted to one spouse as that spouse's sole and separate property. For example: Bruce Buyer, a married man, as his sole and separate property.

**Co-Ownership-** Title to property owned by two or more persons may be vested in the following forms:

- Community Property
- A form of vesting title to property owned together by married persons;
- Community property is distinguished from separate property, which is property acquired before marriage, by separate gift or bequest, after legal separation,

or which is agreed in writing to be owned by one spouse;

- In California, real property conveyed to a married person, is presumed to be community property, unless otherwise stated (i.e. property acquired as separate property by gift, bequest or agreement).
- Since all such property is owned equally, both parties must sign all agreements and documents transferring the property or using it as security for a loan;
- Each owner has the right to dispose of his/her one half of the community property, by will.
- For example: Bruce Buyer and Barbara Buyer, husband and wife, as community property or Sally Smith and Jane Smith, spouses, as community property.

### **Community Property with Right of Survivorship**

- A form of vesting title to property owned together by spouses;
- This form of holding title shares many of the characteristics of community property but adds the benefit of the right of survivorship similar to title held in joint tenancy;
- There may be tax benefits for holding title in this manner;
- On the death of an owner, the decedent's interest ends and the survivor owns the property;
- For example: Bruce Buyer and Barbara Buyer, husband and wife, as community property with right of survivorship, or John Buyer and Bill Buyer, spouses, as community property with right of survivorship.

*Continued on Page 4...*

## Current Listings



To view our current listings  
visit our website at

[www.rcferesource.com](http://www.rcferesource.com)

## CURRENT LISTINGS

### SAN DIEGO - SAN DIEGO COUNTY

#### 4-BED ARF LEVEL 2 - STAFF

- 3 BDR/2 BA, 1,700 s.f.
- Wonderful caregivers!
- Home \$750K; business \$165K

### N. SAN DIEGO COUNTY

#### TWO 6- BED RCFES FOR LEASE EACH 5 BDR/3 BA

- Great Income! Gorgeous homes
- 5 BDR/3 BA each
- \$9,000/mo. lease each
- \$340K and \$350K for businesses

## COMING SOON

(please call for details)

### N. CALIFORNIA

#### 100-BED FACILITY FOR LEASE OR SALE

- Terrific Value-Add Opportunity
- Stunning rural location
- Near national parks
- Scenic retirement area
- Call for details

### RANCHO MIRAGE - RIVERSIDE COUNTY

#### RCFE FOR LEASE

- 6 BDR/4 BA, 2400 sf.
- Licensed for 6

### RANCHO MIRAGE - RIVERSIDE COUNTY

#### RCFE FOR LEASE

- 3 BDR/3 BA, 2,300 s.f.
- Cool desert charm
- Beautiful home with casita

### DIAMOND BAR - LOS ANGELES COUNTY

#### RCFE FOR SALE

- 6 BDR/4 BA
- Lovely home
- Excellent caregivers
- Details TBD

### CATHEDRAL CITY - RIVERSIDE COUNTY

#### 2 RCFE PORTFOLIO

- One 12-bed RCFE for Sale
- One 6-bed RCFE for lease
- Details TBD

### SANTA CRUZ - SANTA CRUZ COUNTY

#### RCFE FOR SALE

- Licensed for 8
- 8 BDR/10 BA
- Charming RCFE
- Details TBD

# CHOCOLATE CHIA PUDDING



Whether your residents are diabetic or you're just looking for healthier new dessert ideas, this dessert is sure to please. So go ahead, let your residents indulge in something sweet - they deserve it!

This pudding is rich, creamy, and chocolatey, but with only a small amount of added sugar. The chia seeds provide a healthy dose of fiber and protein, making it a great dessert for anyone, diabetic or not.

#### Ingredients:

- 1/4 cup chia seeds
- 1 cup unsweetened almond milk
- 2 tablespoons unsweetened cocoa powder
- 2 tablespoons honey or maple syrup
- 1/2 teaspoon vanilla extract

#### Instructions:

1. In a small bowl, whisk together the chia seeds, almond milk, cocoa powder, honey or maple syrup, and vanilla extract.
2. Cover and refrigerate for at least 2 hours or overnight.
3. Serve chilled, topped with fresh berries or chopped nuts if desired.

*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.*

*Continued from Page 2...*

# Ask The Broker

## TAKING TITLE TO REAL PROPERTY - IMPORTANT CONSIDERATIONS

### Joint Tenancy

- A form of vesting title to property owned by two or more persons, who may or may not be married, in equal interests, subject to the right of survivorship in the surviving joint tenant(s);
- Title must have been acquired at the same time, by the same conveyance, and the document must expressly declare the intention to create a joint tenancy estate;
- When a joint tenant dies, title to the property is automatically conveyed by operation of law to the surviving joint tenant(s);
- Therefore, joint tenancy property is not subject to disposition by will; For example: Bruce Buyer, a married man and George Buyer, a single man, as joint tenants.

Note: If a married person enters into a joint tenancy that does not include their spouse, the title company insuring title may require the spouse of the married man or woman acquiring title to specifically consent to the joint tenancy.

### Tenancy in Common

- A form of vesting title to property owned by any two or more individuals in undivided fractional interests;
- These fractional interests may be unequal in quantity or duration and may arise at different times;
- Each tenant in common owns a share of the property, is entitled to a comparable portion of the income from the property and must bear an equivalent share of expenses;
- Each co-tenant may sell, lease or will to his/her heir that share of the property belonging to him/her.
- For example: Bruce Buyer, a single man, as to an undivided 3/4 interest and Penny Purchaser, a single woman, as to an undivided 1/4 interest, as tenants in common.

### Other Ways Of Vesting Title:

- **A Corporation\***: A corporation is a legal entity, created under state law, consisting of one or more shareholders but regarded under law as having an existence and personality separate from such shareholders;
- **A Partnership\***: A partnership is an association of two or more persons who can carry on business for profit as co-owners, as governed by the Uniform Partnership Act. A partnership may hold title to real property in the name of the partnership;
- **Trustees of a Trust\***: A Trust is an arrangement whereby legal title to property is transferred by the grantor to a person called a trustee, to be held and managed by that person for the benefit of the people specified in the trust agreement, called the beneficiaries. A trust is generally not an entity that can hold title in its own name. Instead, title is often vested in the trustee of the trust. For example: Bruce Buyer trustee of the Buyer Family Trust;
- **Limited Liability Companies (LLC)\***: This form of ownership is a legal entity and is similar to both the corporation and the partnership. The operating agreement will determine how the LLC functions and is taxed. Like the corporation its existence is separate from its owners.

*Please text your questions to: Michelle J. London at 949-397-4506. Your inquiry may be featured in an upcoming edition of this newsletter.*

# 9 MOST COMMON LIFE REGRETS OF THE ELDERLY

Story By: Microsoft Feed 2024 - February 24, 2024

When we're young, we're told to work and strive tirelessly to achieve our dreams and career goals.

Whether fueled by societal expectations, personal ambition, or the desire to fulfill perceived obligations, more often than not, we end up embarking on lifelong quests to achieve "success." But what happens when the relentless pursuit doesn't match up with what brings us genuine fulfillment and happiness?

As we age and reflect on our lives, the common regrets shared by the elderly and dying become more apparent. From wishing they had prioritized personal happiness over societal expectations, to lamenting lost time with loved ones, these reflections reveal profound truths about the human experience.

Here are nine of the most common regrets of the elderly and the dying, plus what they wish they had done differently if they had a chance to do it all over again.

## 1. Not Living True to Oneself

At the end of their lives, it wasn't the balance in their bank accounts that most people worried about. Instead, they regretted not having had the courage to live a life true to themselves, rather than what others expected of them. "They didn't realize they were capable of choosing fun and happiness until it was too late," says Grace Bluerock LCSW, who worked as a hospice nurse for six years.

## 2. Working Too Much

Devoting too much time to work and career advancement often results in the neglect of meaningful relationships and personal well-being. This regret is common among individuals who spent the prime of their lives climbing the corporate ladder, sacrificing priceless memories and connections in the process. It isn't until it's too late that they realize the trade-off was not worth it.

"Choose a company that values a healthy work-life balance," says Bluerock, adding, "Your job is important, but there are other things in life that are just as important."

## 3. Not Expressing How They Truly Felt

Failing to communicate one's true feelings and being open and honest with their loved ones is another common regret that the dying have. "Many people expressed sorrow for not having been more understanding, caring, and present for the people who were important to them," says Bluerock. "They wished they had the courage to say 'I love you' more often." (Friendly reminder to pick up the phone and call your parents).

## 4. Not Staying in Touch With Friends

In the whirlwind of life's demands, where we all have a ton to juggle, friendships often find themselves in the back burner. The weekly phone calls become monthly check-ins, until, almost imperceptibly, years have slipped by. In hindsight, many wish they had nurtured these relationships instead of letting life get in the way. After all, you can't put a price tag on the happiness and comfort that enduring friendships can bring.

## 5. Not Taking Better Care of Themselves

When we're busy chasing dreams and dealing with everyday stuff, it can be easy to neglect self-care. It's not until later on that people realize their habits may have severely harmed their health. "Most patients thought that if they'd eaten better, slept more, and paid more attention to their health and well-being, they might not have gotten sick," says Bluerock. "They wished they had made self-care more of a priority."

## 6. Not Taking Enough Risks

Fear of failure or rejection often holds people back from pursuing their dreams. In hindsight, the regret lies in not taking chances that could have led to more fulfilling experiences or achievements. "Many felt that a fear of failure caused them to play it too safe," says Bluerock. "They knew that they could have had richer, more fulfilling lives had they taken some risks and disturbed the status quo."

## 7. Not Spending Enough Time With Loved Ones

Realizing too late that wealth or success cannot replace the time lost with family and friends is another common regret that the dying face. "The people I worked with often regretted taking their families for granted," says Bluerock. "After all, once they got terminally ill, it was their families who stuck by them to hold their hand, provide love and companionship, and care for them around the clock."

## 8. Not Being Present

Getting caught up in the past or worrying about the future can prevent one from living in the moment. As such, individuals often regret not appreciating the present, dwelling too much on the past, and missing out on the joy and beauty of life as it was happening. "Most people regretted the time they wasted worrying about things beyond their control," says Bluerock.

## 9. Not Pursuing One's Passions

Giving up on one's dreams and passions in favor of a "safe job" is a regret many voice, Bluerock points out. They wish they had allowed themselves to follow their heart's desires, even if it felt risky. "Many expressed that they had never enjoyed their job but had stuck with it year after year to pay the bills," she writes, adding, "They wished instead that they had chosen work that was in line with their purpose and passions."

# RCFE Resource

BUY, SELL & LEASE WITH CONFIDENCE

## CONTAINER GARDENING WITH SPRING WILDFLOWERS: A CREATIVE ACTIVITY



Container gardening is a delightful way for assisted living residents to connect with nature. Let's explore how to create a vibrant spring wildflower garden in containers.

### Benefits

- **Physical and Mental Health:** Gentle exercise that keeps both body and mind active.
- **Connection with Nature:** Bring nature to your doorstep.
- **Creativity:** Express uniqueness through mini-gardens.

### Getting Started

- **Choose Containers:** Lightweight options like window boxes or raised beds.
- **Pick Wildflowers:** Geraniums, petunias, and

gerber daisies thrive in spring.

- **Soil and Drainage:** Use good potting soil with proper drainage.

### Maintenance

- **Deadhead:** Remove spent flowers.
- **Fertilize:** Use balanced liquid fertilizer.
- **Enjoy:** Place containers where residents can admire the blooms.

### Community Engagement

- **Group Planting:** Foster social connections.
- **Garden Tours:** Share stories about favorite flowers.

Container gardening nurtures joy, creativity, and community spirit. Let the blossoms bloom!

## 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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