

RCFE Resource

BUY, SELL & LEASE WITH CONFIDENCE

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and business.
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September 2025

RCFE RESOURCE MARKET REPORT

The Buyer's Roadmap

As negotiations lean more toward buyers, data and statistics will help set realistic expectations and guide them to a successful outcome in today's market.



KNOWING THE NUMBERS

Back in the 1990s, before navigation apps existed, driving around an unfamiliar area without a map often left many feeling completely turned around and lost. It was necessary to find a local gas station and purchase a map. Once that special guide was carefully unfolded, it was much easier to ascertain precisely where they needed to go to arrive at their desired location successfully.

Many buyers approach the market today without a proper roadmap. They rely on how they think today's market should unfold without really knowing the facts. To help navigate the housing market effectively, they should carefully consider the best, most revealing roadmap: current data and statistics.

For example, in July, 61.2% of all Orange County closed sales sold for below their

original asking price. That is the highest level since February 2023, at 65.9%, when home affordability initially crumbled. An examination of closed sales in a sampling of California's 58 counties shows similar data. Mortgage rates skyrocketed in 2022, from 3.25% in January to 7.37% in October of that year. Home buyer demand collapsed due to unaffordability, and the inventory rapidly rose; as a result, more homes sold below their original asking price. In July 2019, before the pandemic, when the housing market followed normal, cyclical trends, 69.8% of all sales closed below their original asking price, slightly higher than today.

Many are asking, "How in the world are that many care homes selling above the asking price in today's sluggish market?" It is a great question. Many care homes that come on the market almost immediately become a pending sale. Care homes that are priced right, in excellent condition,

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Ask The Broker

HOW ASSISTED LIVING SOFTWARE IS REVOLUTIONIZING RESIDENTIAL CARE

As a real estate broker specializing in Residential Care Facilities for the Elderly (RCFEs), Adult Residential Facilities (ARFs), and Assisted Living communities, I've had a front-row seat to the evolving landscape of senior care. One of the most transformative shifts in recent years? The rise of assisted living software.

Whether you're a facility owner, administrator, or prospective investor, understanding the power of this technology is no longer optional—it's essential. Here's why:

Compliance Made Simple

Navigating licensing requirements from the California Department of Social Services (CDSS) or other regulatory bodies can feel like walking a tightrope. Assisted living software helps facilities stay compliant by:

- Automating documentation for resident care plans, medication logs, and incident reports
- Sending alerts for license renewals, staff training deadlines, and inspection prep
- Creating audit-ready records that reduce the risk of costly citations

In short, it's like having a virtual compliance officer who never sleeps.

Streamlined Operations = More Time for Care

Running a facility means juggling dozens of moving parts—staff schedules, medication management, meal planning, and more. Assisted living software centralizes these tasks into one intuitive dashboard:

- Staff can clock in/out, access care notes, and update resident records in real time
- Medication administration is tracked and verified digitally, reducing errors
- Meal plans, housekeeping, and activity calendars are easily coordinated

The result? Fewer administrative headaches and more time for meaningful resident engagement.

Stronger Connections with Care Networks

Residents rely on a web of support—doctors, pharmacies, therapists, and family members. Assisted living software strengthens these connections by:

- Enabling secure communication between caregivers and healthcare providers
- Integrating with pharmacy systems for automatic refill requests and medication updates
- Allowing family members to view care updates, appointments, and messages through portals

This transparency builds trust and ensures continuity of care across the board.

Smarter Decisions Through Data

With built-in analytics, facilities can track trends in resident health, staffing efficiency, and occupancy rates.

This empowers owners and operators to:

- Make data-driven decisions about staffing and services
- Identify early warning signs in resident health
- Optimize marketing and referral strategies based on occupancy insights

Final Thoughts

Assisted living software isn't just a tech upgrade—it's a strategic investment in quality care, operational excellence, and long-term sustainability. For RCFEs, ARFs, and assisted living communities looking to thrive in a competitive and highly regulated environment, embracing this digital transformation is a game-changer. Have questions about how technology is shaping the future of residential care real facilities? Drop me a line—I'm always here to help.

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, ARF or ASSISTED LIVING FACILITY.

Current Listings



To view our current listings
visit our website at

www.rcferesource.com

CURRENT LISTINGS

FRESNO - RCFE FOR SALE

- LICENSED FOR 32 BEDS
- NEW BUILD
- CALL FOR DETAILS
- NO AGENTS!

MISSION VIEJO - RCFE FOR SALE

- 6 BDR/4 BA, 2,590 S.F.
- GROSSES \$42K/MO.
- STUNNING, WELL-APPOINTED HOME
- HIGHLY DESIRABLE NEIGHBORHOOD
- \$1.74 M REAL ESTATE; \$210K BUSINESS

MORENO VALLEY - RCFE FOR LEASE

- 5 BDR/3 BA, 2,430 S.F.
- WELL-MAINTAINED PROPERTY
- \$5,600 LEASE; BUSINESS \$205K

CATHEDRAL CITY - 12-BED RCFE FOR SALE

- UPDATED AND REFRESHED!
- 6 BDR/3 BA, 3334 SQ. FT.
- \$900K HOME, BUSINESS \$180K

RANCHO MIRAGE - 6 BED RCFE FOR SALE

- UPDATED AND REFRESHED!
- 6 BDR/4 BA, 2,900 SQ. FT.
- GORGEOUS RCFE
- \$925K HOME, BUSINESS \$180K

COMING SOON

(please call for details)

SANTA ROSA - RCFE FOR SALE

- LICENSED FOR 6
- 5 BDR/2 BA

FRESNO - RCFE FOR SALE

- LICENSED FOR 6
- 6 BDR/5 BA - LARGE LOT
- GORGEOUS PROPERTY

SAN DIEGO - ARF FOR LEASE

- LEVEL 2
- 4 BDR/2 BA, 1700 SQ. FT.
- WELCOMING HOME

PLUS: MORE listings
on the way!
ALF | RCFE | ARF

KETO ALMOND BUTTER COOKIES

These cookies are delicious, and your residents will enjoy them.
Almond butter is a nutritious swap, with tasty results.



Ingredients:

- 1 cup unsweetened almond butter
- 1 large egg
- 1/2-2/3 cup Swerve OR Trivia brown sugar plant sweetener depending on sweetness preference

Instructions:

- Preheat oven to 350 degrees F and line a baking sheet with parchment paper.
- Add almond butter, egg and brown sweetener to a medium bowl. Mix well.
- With a small ice cream scoop or cookie scoop, scoop about a tablespoon sized amount of dough and plop onto the prepared baking sheet. The cookies expand while cooking so leave room between cookies.
- Using a fork, score the cookies (press down lightly in a criss-cross pattern).
- Bake for 10-13 minutes or until lightly golden brown.

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.

WHAT HAPPENS TO YOUR BODY WHEN YOU DRINK ENOUGH WATER?

Written by Paul Frysh | Medically Reviewed by Zilpah Sheikh, MD
| WebMD - Good Health | August 14, 2025



You Stay Regular

It's common to get a little constipated if you don't drink enough water. Inactivity, diet changes, illness, and even stress can add to the problem. The constipation usually passes on its own, but you can help move things along with exercise, over-the-counter meds, and of course, water.

See a doctor if your constipation lasts for more than a week or two or you have dizziness, bad pain in your belly, or blood in your stool. These could be signs of something more serious.

Your Joints Work Better

Water makes up a large part of your joint cartilage that helps absorb shock and make bone-against-bone movements smoother. Water also can help keep gout (a painful joint condition) at bay. It helps flush toxins from your body that could inflame your joints, too.

You Sweat

And that's a good thing! As sweat evaporates from your skin, it cools down your body. Have a couple of extra cups of water in the couple of hours before you head out for exercise. Try to take about drink 7 to 10 ounces of water every 10 to 20 minutes during exercise, too. Remember, you might not see the sweat you lose if you're in the pool or an air-conditioned gym.

You Avoid Dehydration

Without enough water, you can sweat away too much fluid. You can also lose sodium and potassium that your body needs. It's especially true in the heat. When it happens, you may be thirsty, pee less than usual, and your mouth might dry out. You could even feel dizzy, lightheaded, and confused.

Your Kidneys Stay Healthier

Water helps your kidneys remove waste from your blood. If you don't get enough water, that waste -- along with acids -- can build up. That can lead to your kidneys getting clogged up with proteins called myoglobin. Dehydration can also lead to kidney stones and urinary tract infections.

You Keep Your Brain Sharp

You may not remember as well, think as clearly, or concentrate as easily when you're low on water. And you don't have to be seriously dehydrated. It can happen if you're just a little below where you should be. How little? Less than 4 cups of water in a 150-pound person.

You May Gain an Athletic Edge

Even mild dehydration can make you tired. So it makes sense that athletes who replace the sweat they lose with water and electrolytes (minerals like sodium and potassium) have lower body temperature, more muscle, stronger hearts, more brain power, and more energy. It all adds up to better performance.

You Could Lose Weight

People who had just 2 or 3 more cups of water a day seem to have less fat, sugar, salt, and overall calories through the day. That means proper hydration could help you lose weight.

Extra water can replace empty, sugary calories many people drink with meals. Water also seems to speed up your metabolism, and it takes up space in your stomach so you feel more full.

Your Heart Works Better

Your ticker doesn't have to work as hard when you drink enough water. In fact, even mild dehydration affects your blood vessels (making them less springy) about the same as smoking a cigarette. Skimping on water also leads to less blood in your body, which can lower your blood pressure and raise your heart rate. It takes just 15 to 20 minutes for enough water to even things out.

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You're Less Likely to Faint

You're less likely to pass out when you give blood if you've had enough water. The same seems to be true if you're careful to replace water lost through sweat or urine. When levels get a bit low, your blood pressure can drop and your nervous system can't control it as well. That could make you faint. Watch out for this if it's hot outside, and especially when you exercise.

How Much Is Enough?

A good rule of thumb is 15 cups a day for men and 11 cups for women. But keep in mind that includes total fluids. You get 20% to 30% of your water from food. You get more from other drinks like juice, tea, and milk. If you're sick, you'll need more (especially with diarrhea or vomiting). If you're exercising or outside in the heat, focus on getting a little extra, too.

Don't Have Too Much

Too much water can dilute the salt in your blood enough to make you sick (it's called hyponatremia). Plus, you don't want to overdo it if you have certain health issues or take drugs that cause you to retain water, like NSAIDs, opiates, antidepressants, or others. Drink enough to keep a hint of yellow in the color of your urine, but not so much that it's always clear, or you spend all day in the bathroom. Talk to your doctor if you're unsure.

RCFE RESOURCE MARKET REPORT

The Buyer's Roadmap

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nicely upgraded, in turn-key condition, and have a good location do not last long and acquire the most attention. Buyers who are entrenched in the market are often waiting for something outstanding to come along. When something pops up in an area that checks all the boxes, it frequently checks all the boxes for more than one buyer. When that occurs, buyers need to be prepared to write offers above the asking price. The market as a whole may be sluggish, but not for that one turnkey property when multiple buyers are vying for the same care home, simple supply and demand kicks in. The buyer willing to pay the most is typically the buyer who wins.

When a buyer is interested in a care home, they must consider all the data that is unique to that home:

- How long has the care home been on the market?
- What is the net income?
- Has it been exposed to the market before?
- Has the price changed?
- How's the condition, location, upgrades, and amenities?
- What is the home's Fair Market Value based on the most recent comparable and pending sales?

It is also crucial to understand the current local housing market. Some cities, areas, and neighborhoods are more desirable than others.

Note, many care homes are not selling instantly. Care homes that require work, have deferred maintenance, are in a poor location, lack updates and upgrades, or are overpriced will tend to linger on the market. These care homes are excellent candidates for buyers looking to negotiate. As sellers languish on the market without success, they are more inclined to sharpen their pencils, dial back their expectations, and negotiate.

It is incumbent upon buyers to examine all the data, which serves as a roadmap to securing a home. Know the market. Know the stats. Know the property—every property for sale is unique.

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PREMIER RCFE FOR SALE IN MISSION VIEJO



Located in one of Orange County's most desirable neighborhoods, this licensed 6-bed RCFE provides beautiful surroundings, full occupancy, and a reputation for compassionate care. The immaculate 6BDR/4BA, 2,590 sq ft home offers a turnkey business, grosses \$42K when full, and is primed for growth amid California's rising senior care demand—perfect for experienced operators or investors seeking purpose-driven success.

\$1.74M REAL ESTATE; \$210K BUSINESS

To see additional pictures, go to www.RCFEresource.com/listings

For more information, please contact Michelle London at 949-397-4506

THINKING OF BUYING OR SELLING?

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

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