



OFFERING MEMORANDUM

Residential Assisted Living– licensed for
10 fully renovated and completely
furnished– turn key ready for operations

PRIVATE & CONFIDENTIAL

OFFERING MEMORANDUM

Residential Assisted Living– Fully renovated including roof, hvac, drywall, insullation, electric, plumbing, fixtures and more

PRIVATE & CONFIDENTIAL



AREA PROJECTIONS

Offered at \$1,398,000

Price includes : Real Estate, FF&E, License + Policies & Procedures

Fully remodeled • Turn-key ready for immediate occupancy

INCOME	TENANT	OO	TYPE	DETAILS
GROSS INCOME	\$60,000	\$60,000	LICENSED BEDS	10
LESS BUSINESS EXPENSES	\$23,000	\$23,000	MARKET	SCOTTSDALE
NET OPERATING INCOME	<\$27,000	\$37,000	BUILDING SF	2400
TOTAL INVESTED	--	--	LAND SF	6,969 sqft
			YEAR RENOVATED	2025
			OWNERSHIP TYPE	Fee Simple
			NUMBER OF BEDROOMS	7
			NUMBER OF BATHROOMS	5 half 2 full

DEMOGRAPHICS

The median income for the area is nearly 25% higher than that of other Metro-Phoenix Cities.

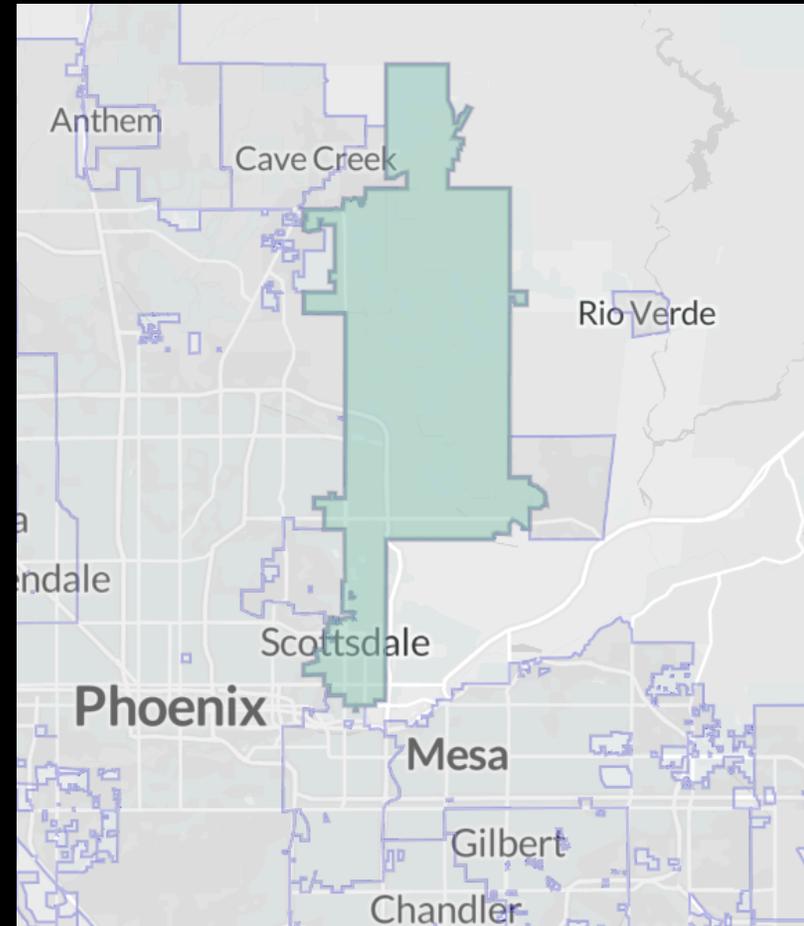
PROPERTY SPECS

Scottsdale

2025 Population
244,421

Median Household Income
\$106,058

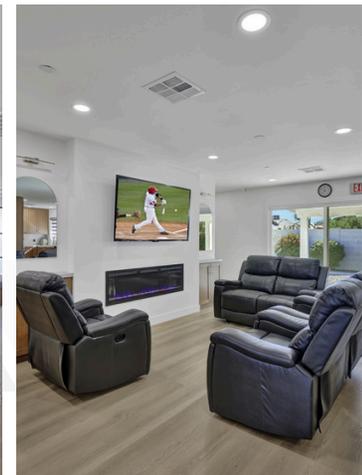
Median Resident Age
49.8



Central Scottsdale Corridor

- 7 Private Resident Bedrooms
- 5 Private Bathrooms
- 2 Full ADA sized hall bathrooms allowing flexible resident placement and premium pricing options
- Licensed and zoned for up to 10 residents– a major barrier to entry already cleared for the new owner

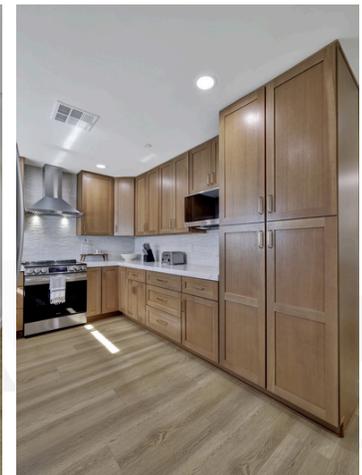
The Scottsdale 85259 zip code represents one of the most attractive markets in the United States for residential assisted living (RAL) development and investment. This central Scottsdale area combines exceptional senior demographics with strong economic fundamentals, creating a compelling case for senior living businesses. The convergence of an aging population, high household incomes, and robust demand significantly outpaces current supply capacity.



Central Scottsdale Turn-key RAL Private Offering

- ADA- conscious design throughout
- Wide hallways
- ADA sized bathrooms & walk in showers
- Accessibility friendly layout
- Designed specifically for seniors and assisted living needs

Turnkey residential assisted living opportunity in the Central Scottsdale Corridor, positioned just off a major road for premium visibility and near leading hospitals and amenities. Offered as a complete package: real estate + business assets (FF&E included). The operation holds an active unblemished license with the Arizona Department of Health Services (ADHS)—ready for immediate occupancy and operation.



Central Scottsdale Turn-key RAL Private Offering

1. Completely renovated taken down to the studs
2. The home was fully gutted down to the studs and rebuilt.
3. Roofing, HVAC, plumbing, electrical, insulation, drywall, flooring, cabinetry, fixtures, and finishes are all brand new.
4. Eliminating deferred maintenance and future capital expenditures.
5. Fire sprinkler system installed throughout the home.
6. Safety compliances met and certs on file, insurability, and overall operational confidence for an assisted living operator.
7. The layout and rebuild were intentionally designed for assisted living use, not converted after the fact. Room sizes, bathrooms, circulation, and flow were planned with resident care in mind.
8. Licensed and zoned for up to 10 residents. The property is fully licensed and properly zoned for 10 residents — a major barrier to entry already cleared for the next owner.



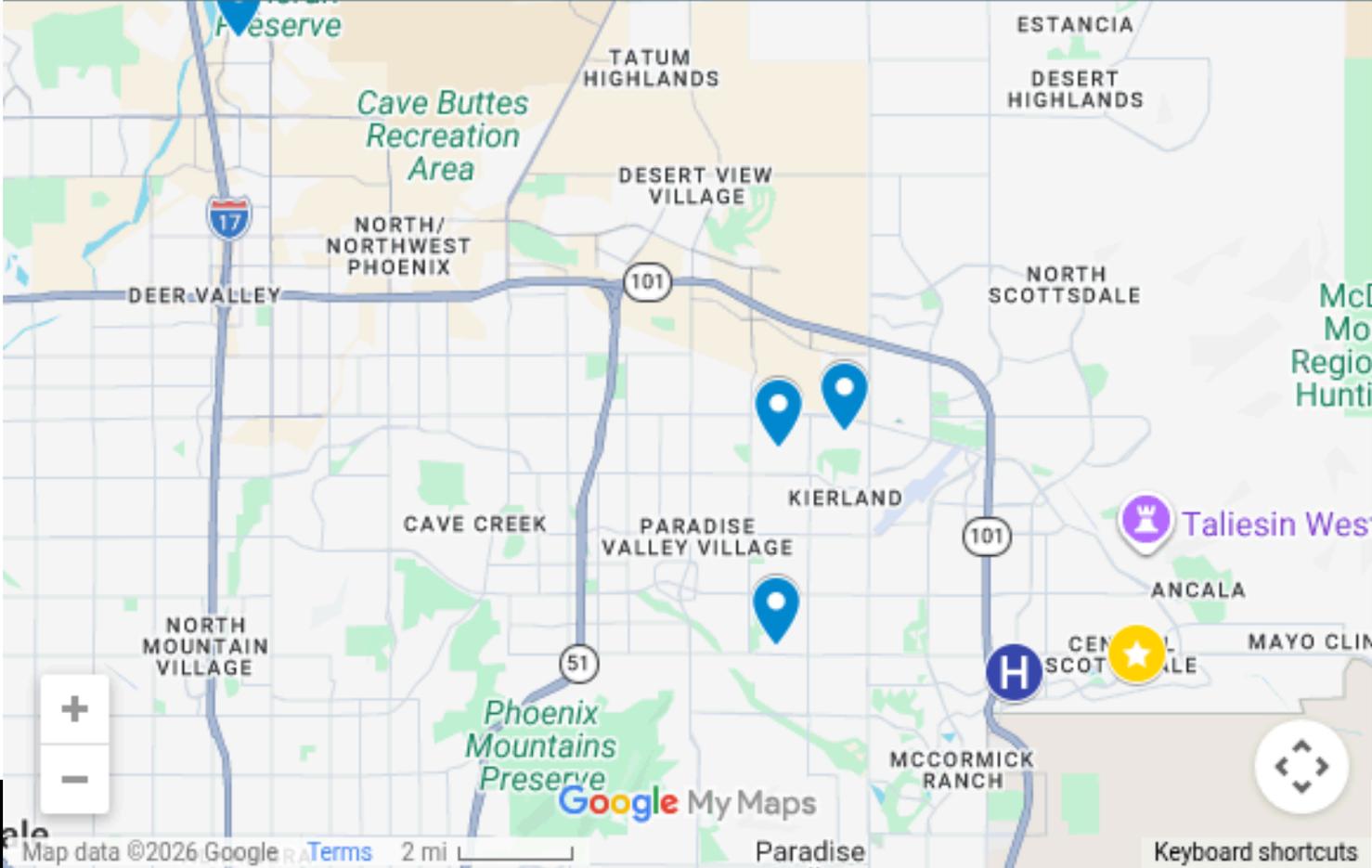
A CANVAS FOR YOUR FUTURE

This Central Scottsdale Corridor 'Scottsdale 10 SD' RAL is ready for **you**: ready for **your dreams, your expansions, your businesses' next chapter**. This isn't just a purchase; it's an invitation to be part of something with real character, real depth, and **real potential**.

  **Comparable RAL Sales** ☆
Stacy Caparatta

 This map was made with Google My Maps. [Create your own.](#)



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COMPARABLE SALES

BROKER PRICE OPINION: \$1,450,000 REAL ESTATE, FF&E

SUBJECT PROPERTY: 7 GENEROUS PRIVATE BEDROOMS, 5 WITH PRIVATE ½ BATHROOMS 2 full ADA BATHROOMS

Price Status MLS #	Close of Escrow Date	List Price	City/ Town	Zip Code	Sqft Bldg	Sqft Land
 <p>Scottsdale 10 SD</p>		\$1,398,000	Scottsdale	85259	2417	6,969

COMPS: ASSISTED LIVING HOMES 0 TO 5,000 SQUARE FEET LICENSED FOR 10

Price Status MLS #	Close of Escrow Date	List Price	City/ Town	Zip Code	Sqft Bldg	Sqft Land
 <p>\$1,500,000 16433 N 68th Place Scottsdale, AZ 85254 Closed/CoStar Status Change</p>	05/22/2025	\$1,500,000	Scottsdale	85254	3,218	7,941
 <p>\$1,700,000 10639 N Aberdeen Rd Scottsdale, AZ 85260 Closed/CoStar Status Change</p>	04/24/2025	\$1,700,000	Scottsdale	85254	3,888	9,994
 <p>\$875,000 16008 N 60th St Scottsdale, AZ 85254 Closed/CoStar Status Change</p>	05/23/2025	\$875,000	Scottsdale	85259	3,282	9,962
 <p>\$1,599,500 27215 N 23rd Ln Phoenix, AZ 85085 Closed Status Change</p>	01/07/25	\$1,599,500	Phoenix	85085	3,392	11,761

APPROVED | LICENSED 10



Certificate of Occupancy

PLANNING & DEVELOPMENT SERVICES DEPARTMENT

The described portion of the building has been inspected for compliance with the requirements of this code for the group and division of occupancy and the use for which the proposed occupancy is classified.

BUILDING ADDRESS: [REDACTED]

PERMIT #: [REDACTED] **OCCUPANT TYPE:** R-4 **OCCUPANT LOAD:** 10

CONST. TYPE: [REDACTED] **FIRE SPRINKLERS:** [REDACTED] **BUILDING CODE:** IBC 2021

OWNER OF BUILDING: [REDACTED]

OWNER ADDRESS: [REDACTED]

CITY / STATE / ZIP: SCOTTSDALE, AZ 85269

This is an official document produced by the City of Scottsdale, Planning & Development Services Department.
Michael L. Clark, CBO, Bldg. Official affirms code compliance.

DATE **JANUARY 17, 2025**

Fold & post in a conspicuous location within the premises

Certificate of Occupancy:

Sec. 111.1 Use and Occupancy. A building or structure shall not be used or occupied, and a change in the existing use of occupancy classification of a building or structure or portion thereof shall not be made, until the *building official* has issued a certificate of occupancy therefor as provided herein. Issuance of a certificate of occupancy shall not be construed as an approval of a violation of the provisions of this code or of other ordinances of the jurisdiction.

Sec. 111.2 Certificate Issued. After the building official inspects the building or structure and does not find violations of the provisions of this code or other laws that are enforced by the development services department, the building official shall issue a certificate of occupancy that contains the following:

- 1) The building permit number.
- 2) The address of the structure.
- 3) The name and address of the owner or the owner's authorized agent.
- 4) A description of that portion of the structure for which the certificate is issued.
- 5) A statement that the described portion of the structure has been inspected for compliance with the requirements of this code for the occupancy and division of occupancy and the use for which the proposed occupancy is classified.
- 6) The name of the building official.
- 7) The edition of the code under which the permit was issued.
- 8) The use and occupancy, in accordance with the provisions of Chapter 3.
- 9) The type of construction as defined in Chapter 6.
- 10) The design of occupant load.
- 11) That an automatic sprinkler system is provided, if required.
- 12) Any special stipulations and conditions of the building permit.

Sec. 111.4 Revocation. The building official is authorized to, in writing, suspend or revoke a certificate of occupancy or completion issued under the provisions of this code whenever the certificate is issued in error, or on the basis of incorrect information supplied, or where it is determined that the building or structure or portion thereof is in violation of any ordinance or regulation or any of the provisions of this code.

2-AC-2024

Living

Final Care Home Approval

CITY OF SCOTTSDALE

APPLICATION INFORMATION	
LOCATION: [REDACTED] PARCEL: [REDACTED] Q.S.: 29-54 ZONING: R1-7 PCD	APPLICANT: [REDACTED] COMPANY: on file ADDRESS: [REDACTED] PHONE: [REDACTED]
Request: Request for Care Home for up to 10 residents located at 10865 E Sahuaro Dr.	

CONDITIONS MET

1. Certificate of Occupancy for Existing Building: [REDACTED]
2. Arizona Department of Health Services: [REDACTED]
3. Business Registration License: 20 [REDACTED]

This property will be updated on the City of Scottsdale Care Home Online Map:
<https://eservices.scottsdaleaz.gov/maps/care-homes#>

Final Care Home Approval

Coordinator: _____
 Signature:  Date: 7/17/2025
 Karissa Rodorigo, 480-312-3087
krdorigo@scottsdaleaz.gov

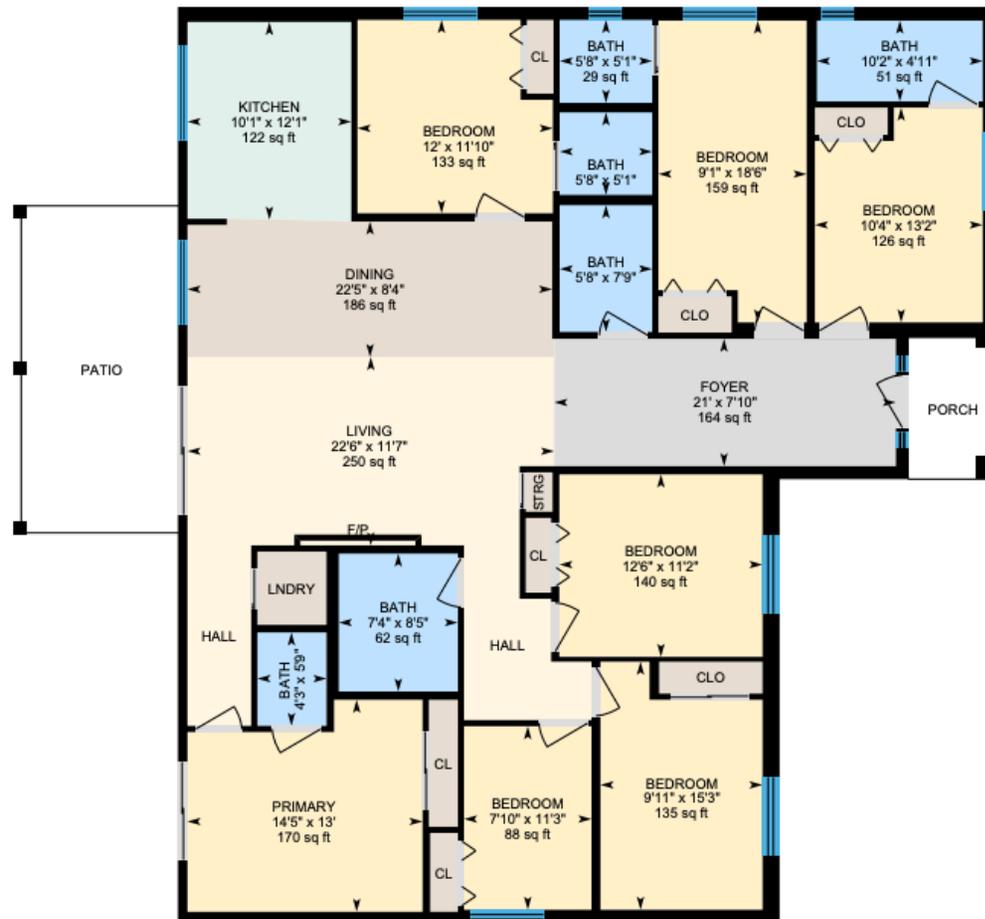
Planning and Development Services
 7447 East Indian School Road, Suite 105, Scottsdale, Arizona 85251 • www.ScottsdaleAZ.gov
 Page 1 of 1 Form Revision Date: November 2024

THE MAIN FLOORPLAN

Licensed for 10 and completely remodeled- ready for immediate operations

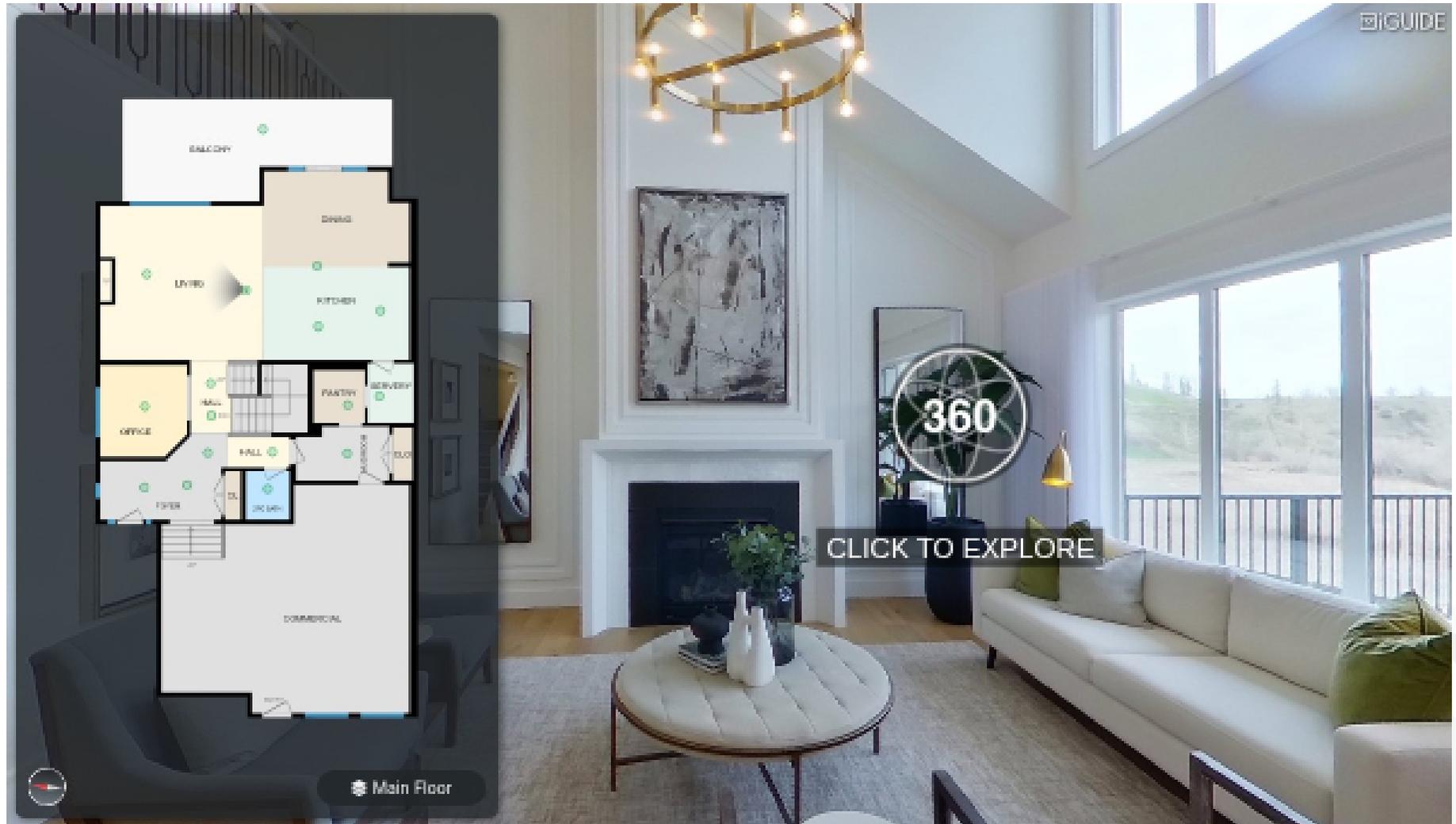
Scottsdale 10 SD

Main Floor Finished Area 2415.83 sq ft



IGUIDE VIEWING

See the interactive floorplan viewer here.



SPECIAL HIGHLIGHTS

This is a **PREMIUM LISTING READY FOR IMMEDIATE OCCUPANCY** in one of Scottsdale's most desirable locations, the Central Corridor–

- 1 Rebuilt from the studs with all-new systems and finishes for long-term reliability & performance.
- 2 **Full-home fire sprinkler system** improving safety and insurability.
- 3 **Purpose-built** assisted living design with thoughtful room sizes and resident flow.
- 4 **Licensed and zoned for 10 residents**, removing a major barrier to entry.
- 5 Seven bedrooms, including **five private en-suites plus two ADA-sized hall baths**.
- 6 **Accessibility-focused** features such as wide hallways and walk-in showers.
- 7 **Secure, level concrete walking path** surrounding the backyard.
- 8 Floor plan shaped for **smooth care delivery and staff efficiency**.
- 9 Proven **private-pay** history with rates between seven and eight-and-a-half thousand.

PERFORMANCE & PROJECTIONS

2025	January	February	March	April	May	June	July	August	September	October	November	December	Total
INCOME													
Revenue	60000	60000	60000	60000	60000	60000	60000	60000	60000	60000	60000	60000	720,000
TOTAL INCOME	60000	720,000											
EXPENSES													
Labor	\$14,110.00	\$14,670.00	\$17,460.00	\$17,060.00	\$18,943.00	\$18,308.50	\$18,898.00	\$19,490.00	\$18,740.00	\$18,788.00	\$19,268.00	\$18,210.00	213945.5
Placement fees	\$2,250.00	\$2,000.00	\$4,750.00	\$2,750.00	-	-	-	-	-	-	-	-	11750
APS	\$563.01	\$503.85	\$420.37	\$525.00	\$801.54	\$1,242.89	\$1,611.32	\$1,683.09	\$1,460.80	\$955.28	\$875.65	\$508.46	11151.26
Cox - Phone, TV, Internet	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	\$306.56	3678.72
SW Gas	\$164.32	\$150.97	\$123.12	\$55.48	\$41.39	\$22.19	\$19.05	\$16.93	\$27.38	\$49.39	\$82.37	\$127.00	879.59
Groceries	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	\$1,950.00	23400
Water sewer, trash	\$275.18	\$266.04	\$276.54	\$262.12	\$262.67	\$265.12	\$277.71	\$322.71	\$397.61	\$378.62	\$386.38	-	3370.7
Landscape	\$325.00	\$350.00	\$350.00	\$425.00	\$375.00	\$350.00	\$655.00	\$350.00	\$350.00	\$400.00	\$400.00	\$460.00	4790
Insurance	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	\$422.23	5066.76
ADHS	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	\$81.66	979.92
Holiday parties - Birthdays	\$25.00	\$50.00	\$50.00	\$25.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$350.00	\$300.00	1100
Security/ Alarm Expenses	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	\$23.00	276
Office Expenses	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	420
Cleaning Supplies	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	\$130.00	1560
Repairs	\$200.00	\$428.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	2,6428
Pest control	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	\$53.00	636
TOTAL EXPENSES	20,913.96	21,420.31	26,631.48	24,304.05	23,675.05	23,440.15	24,712.53	25,114.18	24,227.24	23,822.74	24,563.85	22,806.91	285,632.45
NET OPERATING INCOME	36,086.04	35,379.69	30,368.52	32,695.95	33,324.95	33,559.85	32,287.47	31,885.82	32,772.76	33,177.26	32,436.15	34,193.09	398,367.55

Market Demographics & Wealth Concentration

The **85259 ZIP code** in Scottsdale, AZ, is a high-income, suburban market characterized by luxury residential communities (e.g., DC Ranch, Silverleaf), stunning desert landscapes, and high-end amenities, attracting an affluent, older demographic. The area is heavily skewed towards professionals, retirees, and families seeking a quiet, exclusive lifestyle, with a median household income significantly higher than the city average.

Key market demographics for the Scottsdale area (including 85259) include:

Income & Wealth: Scottsdale is among the wealthiest cities in Arizona, with a high concentration of millionaires (14,800+ as of Dec 2024).

Households generally have high disposable income, spending heavily on housing, services, and luxury items.

Age Profile: The population tends to be older, with a median age around 47.9 years, significantly higher than the U.S. average. However, it is a mix of retirees and working professionals (ages 45–64 are a major segment).

Insight

The Scottsdale 85259 zip code represents one of the most attractive markets in the United States for residential assisted living (RAL) development and investment. This central Scottsdale area combines exceptional senior demographics with strong economic fundamentals, creating a compelling case for senior living businesses. The convergence of an aging population, high household incomes, and robust demand significantly outpaces current supply capacity.

Scottsdale consistently ranks among the nation's top retirement destinations:

Percentage of Residents 65+: 24.6% – 26.2% (among highest in U.S.)

Median Age: 47–49.2 years (nearly 10 years above national average)

Educational Attainment: 68.46% with associate degree or higher (affluent demographic)

High-Income Concentration: Median household income of \$107,372 (41% above national average)

Key Takeaways

The residential assisted living sector in Arizona and Scottsdale is experiencing unprecedented growth momentum:

- 1. Supply-Demand Mismatch:** Year-over-year inventory growth in senior housing (1% in 2025) significantly lags demand, pushing occupancy to historic highs
- 2. Baby Boomer Aging:** 73+ million Baby Boomers entering or approaching senior living age creates sustained demand through 2040s
- 3. Arizona's Competitive Advantage:** Climate, tax incentives, and lifestyle appeal continue attracting retirees
- 4. Capital Availability:** \$16.3+ billion in senior housing transactions in 2025; \$535+ million in Phoenix area alone
- 5. Developer Activity:** Major luxury senior living projects launching in North Scottsdale and surrounding areas

ABOUT US



About Dragos & Co. Century 21 Toma Partners

Dragos & Co. is the only dedicated **RAL real estate team** in the region. We represent **serious investors** and **operators** seeking **high-performing, compliant, and cash-flowing assisted living properties**.

Our approach combines end-to-end support, off-market access, and real operational insight to guide clients from deal sourcing through close and beyond.

We're agents who specialize in high-stakes RAL transactions.

We understand the rules, we protect your capital, and we move deals with precision.

Our team brings together deep market knowledge, operational fluency, and real estate intelligence—so you're supported at every phase of the process, from strategy to closing.

If it's not RAL-ready, we'll tell you. If it is, we'll help you own it with precision.

DRAGOS & CO.

CENTURY 21.
Toma Partners

(623) 632-0575

BY APPOINTMENT ONLY

www.stacydragos.com
info@stacydragos.com

- GLOBAL LEADERS IN RESIDENTIAL ASSISTED LIVING SALES
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- #1 CENTURY 21 TEAM IN ARIZONA
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- DOUBLE CENTURIAN 2024
- DOUBLE CENTURIAN 2023
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