

# FORMER GUARDIAN DAY HEALTHCARE FOR SENIORS

ORLANDO, FL



## OFFERING MEMORANDUM

**KW COMMERCIAL**  
11 S Bumby Ave.  
Suite 200  
Orlando, FL 32803

**PRESENTED BY:**

**MARK ARNOLD**  
Broker Associate  
O: 407.629.4420  
C: 321.945.4477  
marnold@kwcommercial.com  
FL #Placeholder

**SUNNY GANDHI**  
Senior Associate  
O: 407.629.4420  
C: 321.945.4477  
sgandhi@kwcommercial.com  
FL #SL3302939

**KALEI STOCKSTILL**  
Senior Associate  
O: 407.629.4420  
C: 321.591.4113  
Kalei@myalfconsultant.com  
FL #SL3082473

# Confidentiality & Disclaimer

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## **EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.**

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. KW Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. KW Commercial does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors, and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by KW Commercial - Parks Commercial Group, LLC - Orlando in compliance with all applicable fair housing and equal opportunity laws.

## **Layout, Dimensions, and Conceptual Designs**

All square footage and dimensions are approximate and are not to the actual scale. All parties should not rely upon these designs or conceptual designs for decision-making purposes. Exact dimensions can be obtained by retaining the services of a professional architect or engineer. Conceptual designs are possible opportunities and must be independently verified through local planning and zoning, health departments, and state agencies.



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FORMER GUARDIAN DAY HEALTHCARE FOR SENIORS

# PROPERTY INFORMATION

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PROPERTY SUMMARY

PROPERTY DESCRIPTION

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# Property Summary



### PROPERTY HIGHLIGHTS

- Fully equipped and furnished
- Approved Adult Daycare for 45 Participants
- 5 Bathrooms
- 2 Walk-in Showers
- Offices and Breakrooms
- Turn-Key Operation
- Central location adjacent to large SNF and ALF

### OFFERING SUMMARY

Sale Price:	\$1,000,000
Number of Units:	45
Lot Size:	25,402 SF
Building Size:	4,398 SF
NOI:	\$273,434.40
Cap Rate:	27.34%

### DEMOGRAPHICS

	0.3 MILES	0.5 MILES	1 MILE
Total Households	348	955	3,348
Total Population	962	2,554	8,464
Average HH Income	\$50,705	\$52,531	\$61,678



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## Property Description



### PROPERTY DESCRIPTION

KW Commercial and My ALF Consultant are exclusively offering this former Adult Daycare Center near downtown Orlando.

The property offers 4398 of gross square feet and 21 parking spaces. The building has been recently renovated and is fully set up and ready for licensing for up to 45 daycare participants. The sale includes all Furniture, Fixtures, and Business Equipment. Possibility to increase capacity by connecting to sewer.

Adult daycare is a rapidly growing business and an essential service within the healthcare industry. It provides a cost-effective alternative to one-on-one home care, full-time care in assisted living facilities, or skilled nursing homes. Adult daycare centers offer supervised care for a set number of hours, usually up to eight hours a day, allowing individuals to remain at home for most of the day while their families or caregivers get a necessary break.

As the baby boomer generation ages and enters retirement, the demand for adult daycare services is expected to rise significantly. This generation, born between 1946 and 1964, is one of the largest demographic groups in history, and they are increasingly in need of care options that allow them to maintain their independence for as long as possible. Adult daycare centers offer a middle-ground solution by providing socialization, medical supervision, and therapeutic activities, all while giving caregivers respite.

This makes adult daycare a lucrative business opportunity, supported by a clear demographic shift and a demand for flexible, affordable care solutions.

### LOCATION DESCRIPTION

Highly visible location just off of John Young Parkway near downtown Orlando adjacent to Guardian Care Nursing & Rehabilitation Center.



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# Property Details

Sale Price **\$1,000,000**

## LOCATION INFORMATION

Building Name FORMER GUARDIAN DAY HEALTHCARE FOR SENIORS  
 Street Address 2511 W Church St  
 City, State, Zip Orlando, FL 32805  
 County Orange  
 Market Orange County  
 Sub-market Downtown Orlando

## BUILDING INFORMATION

Building Size 4,398 SF  
 NOI \$273,434.40  
 Cap Rate 27.34  
 Building Class B  
 Number of Floors 1  
 Year Built 1988  
 Year Last Renovated 2019  
 Number of Buildings 1

## PROPERTY INFORMATION

Property Type Office  
 Property Subtype Office Building  
 Zoning C-1  
 Lot Size 25,402 SF  
 APN # 292228000000090

## PARKING & TRANSPORTATION

## UTILITIES & AMENITIES

Restrooms 8



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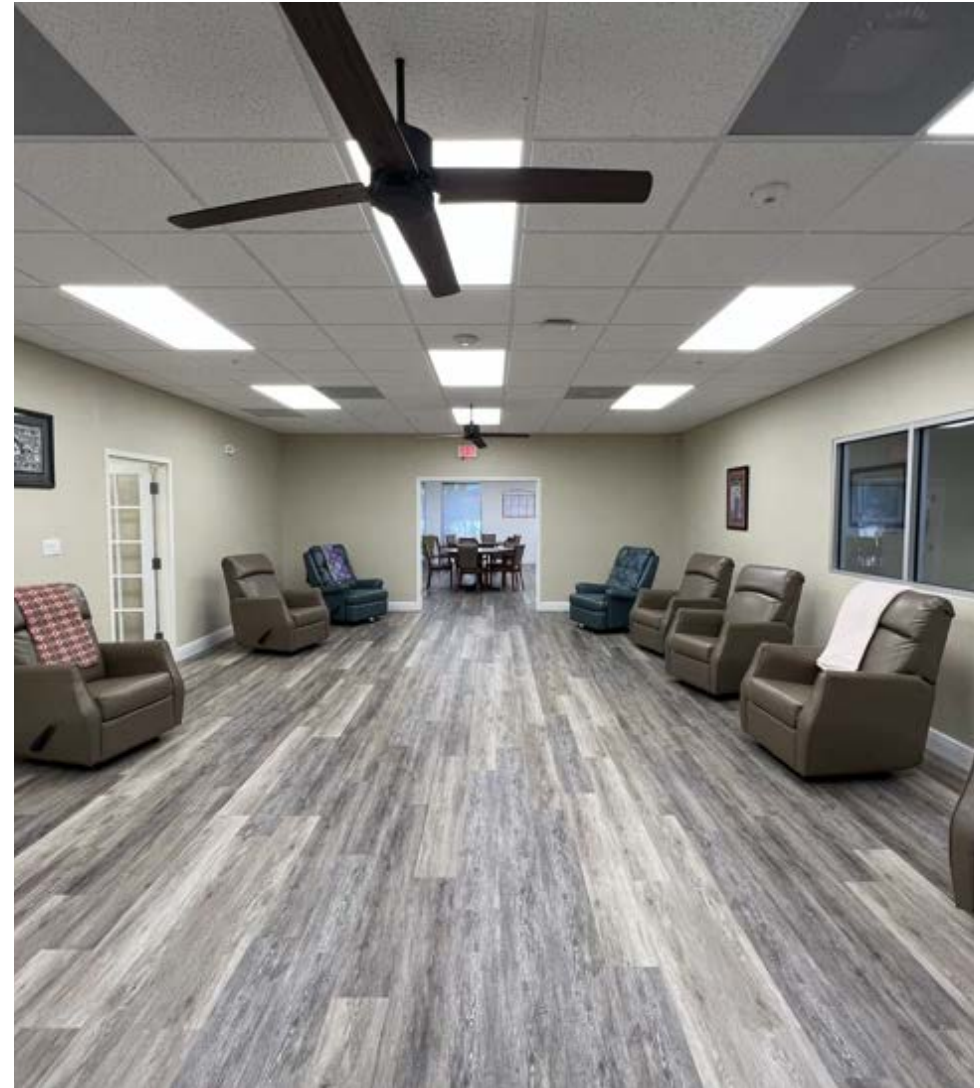
## Additional Photos



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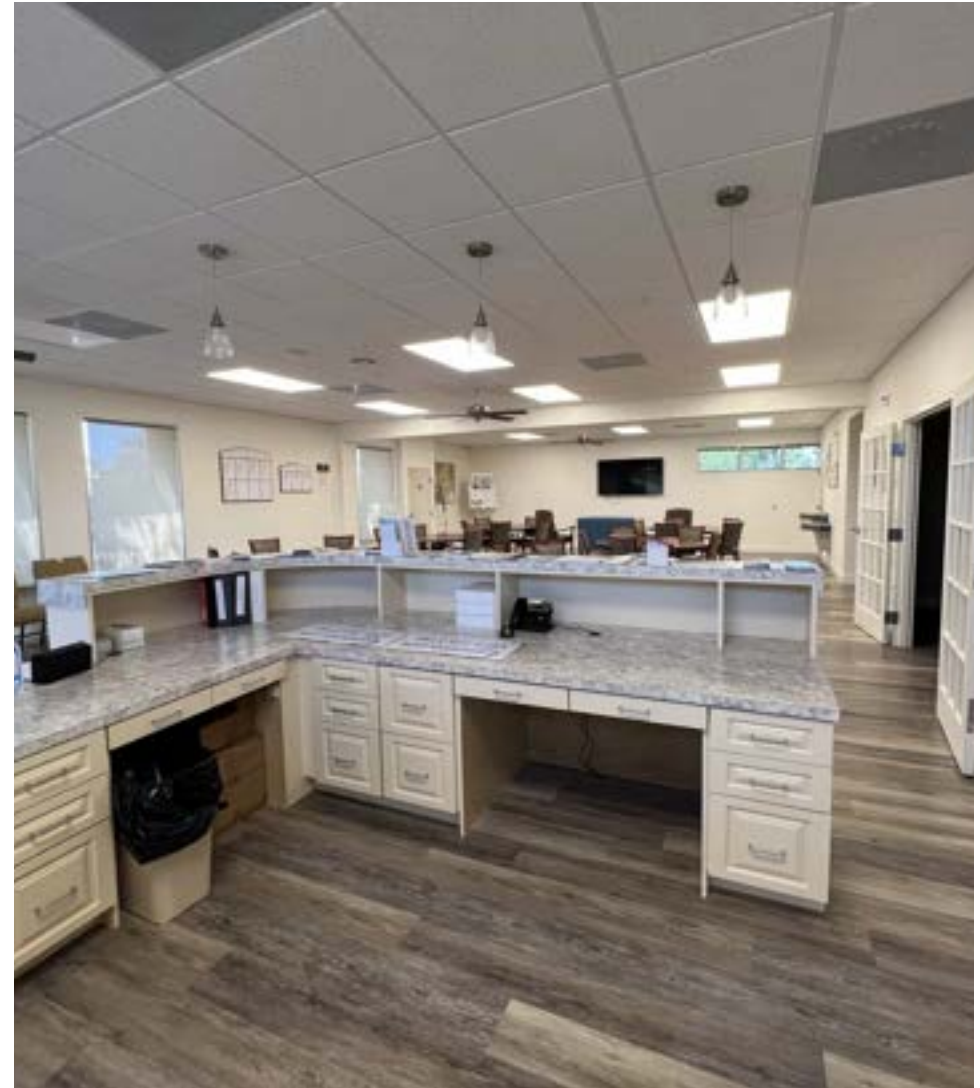
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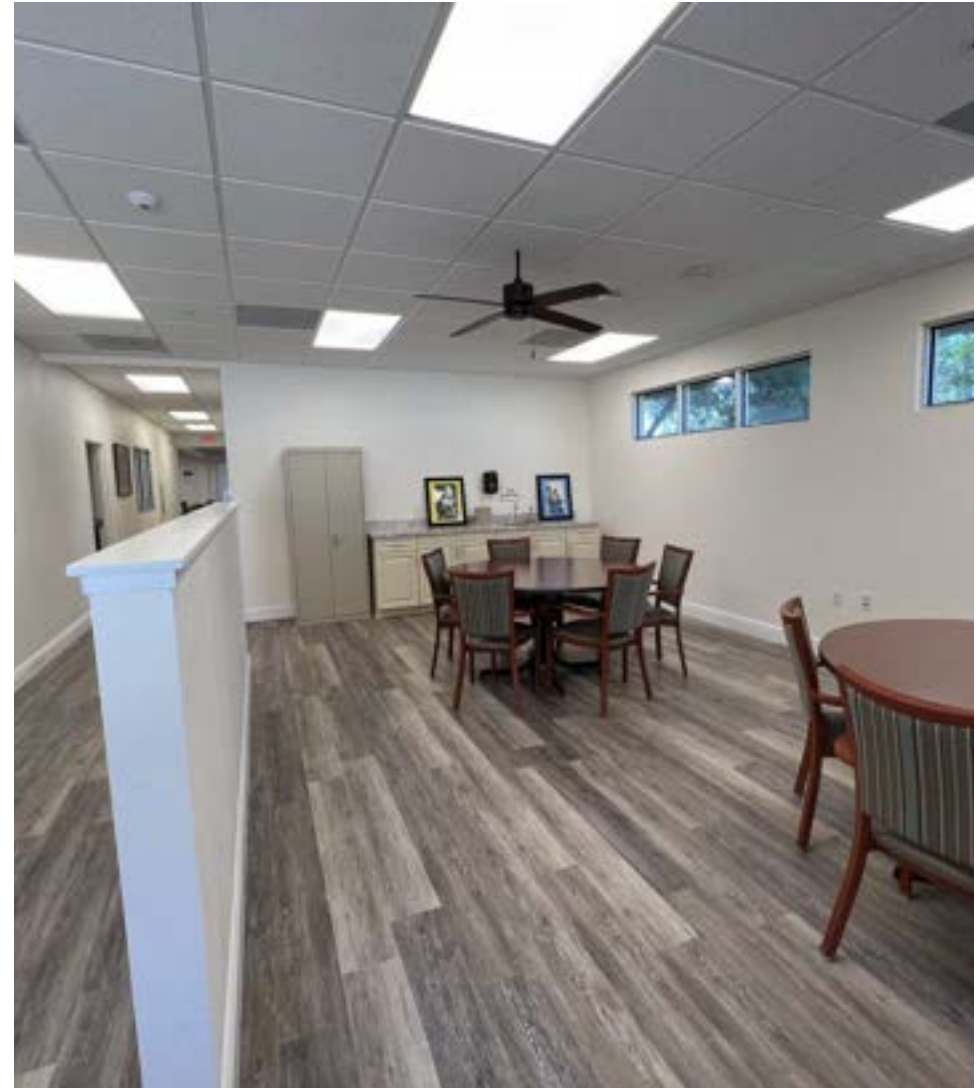
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# LOCATION INFORMATION

# 2

REGIONAL MAP

AERIAL MAP

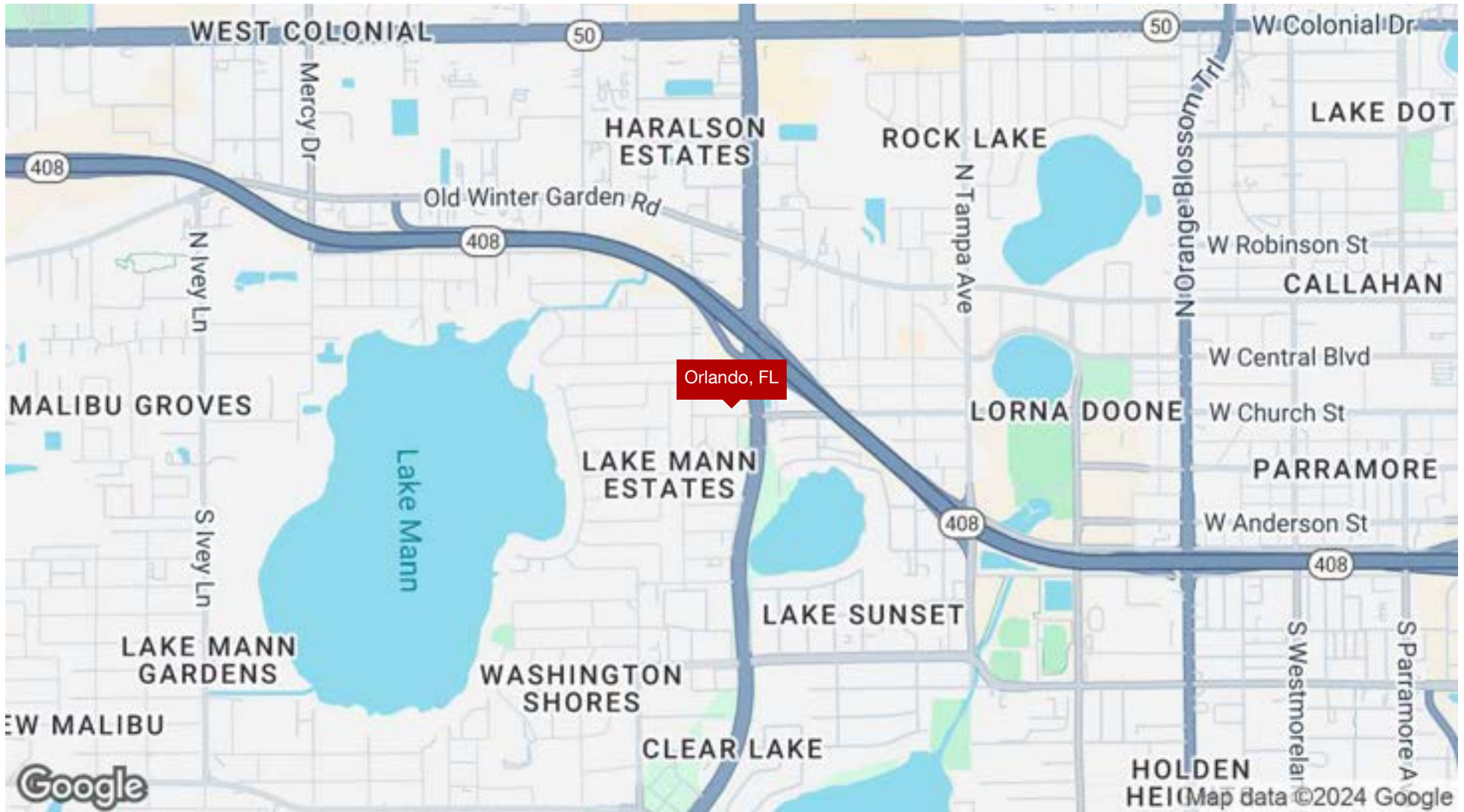
SITE PLANS

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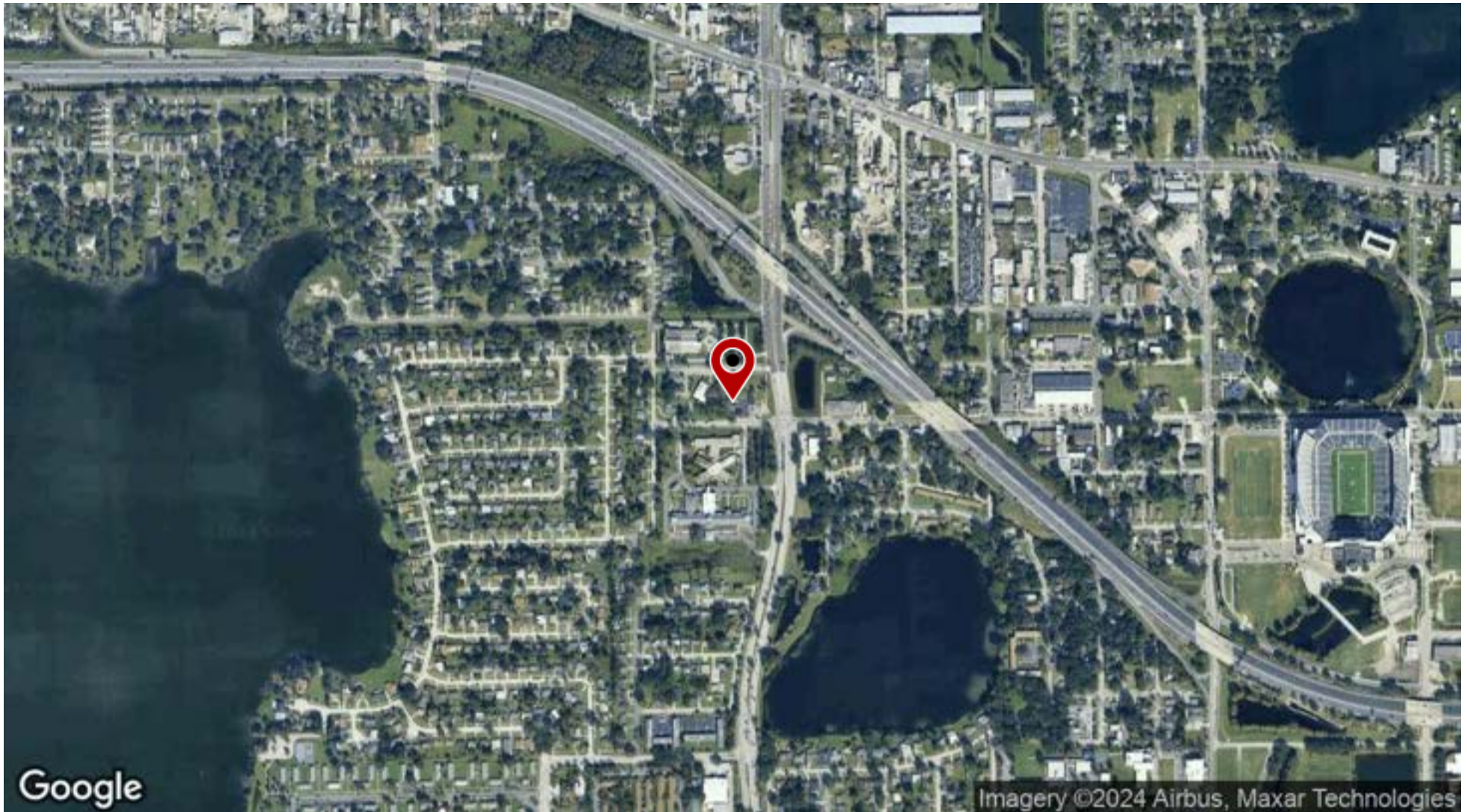


# Regional Map



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## Aerial Map



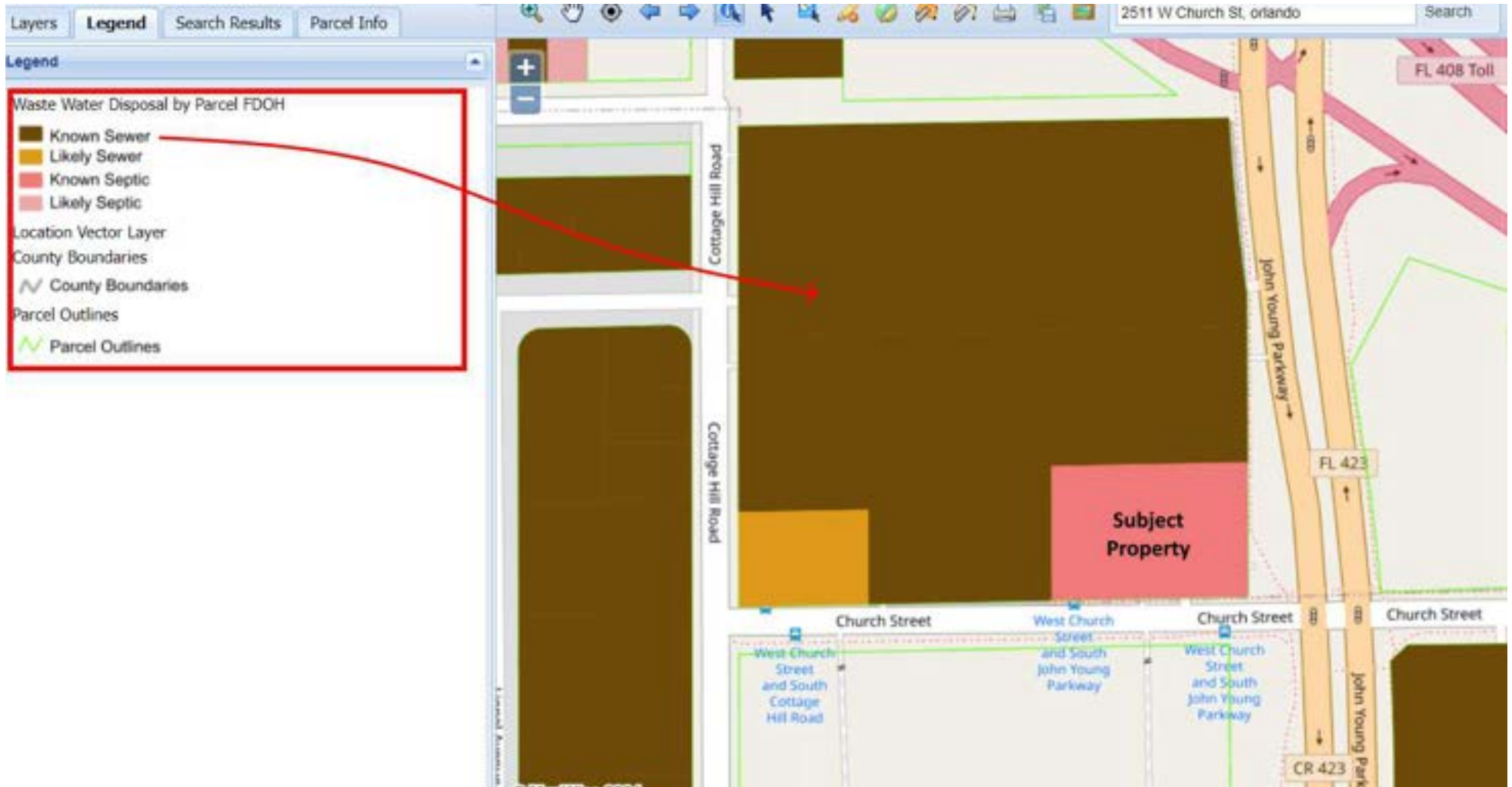
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## Site Plans



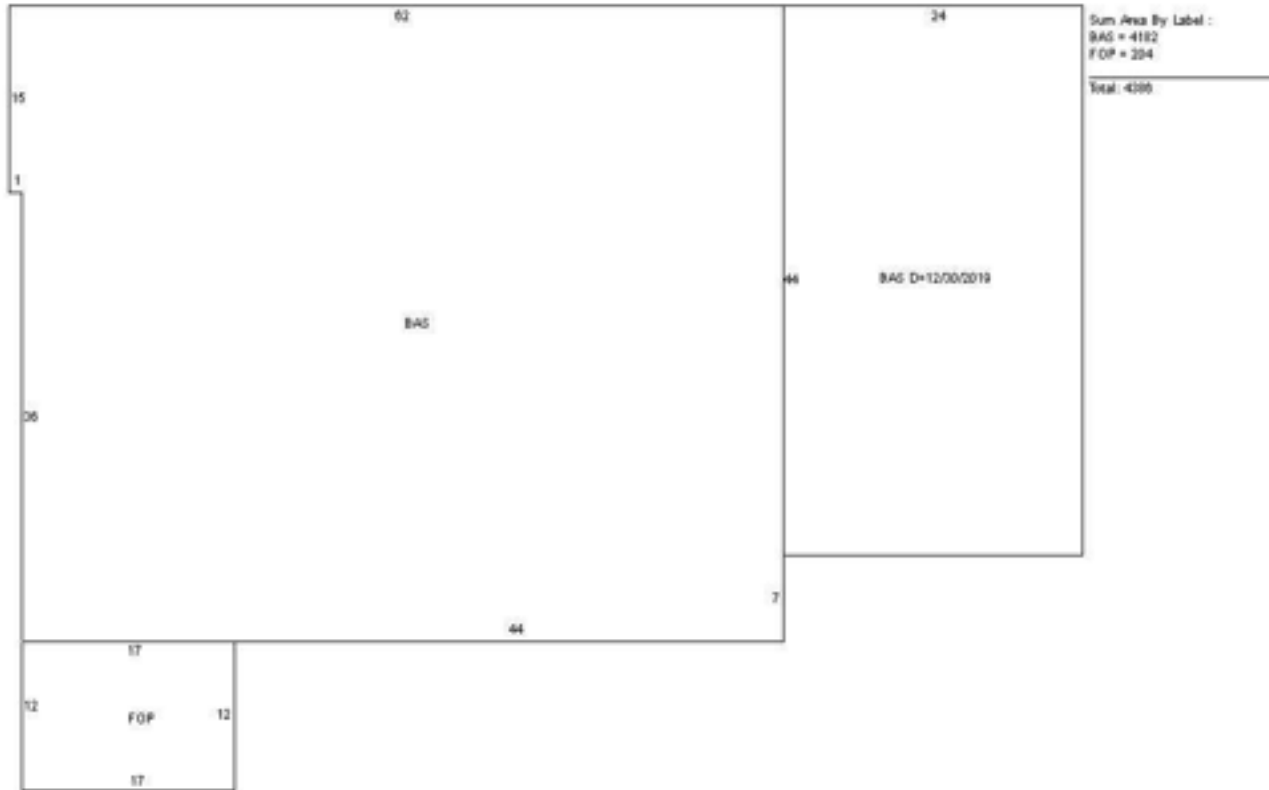
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FORMER GUARDIAN DAY HEALTHCARE FOR SENIORS

# FINANCIAL ANALYSIS

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FINANCIAL SUMMARY

INCOME & EXPENSES

# Financial Summary

## INVESTMENT OVERVIEW

## PROFORMA DAYCARE 45 MEMBERS

Price	\$1,000,000
Price per SF	\$227
Price per Unit	\$22,222
GRM	1.18
CAP Rate	27.34%
Cash-on-Cash Return (yr 1)	132.04%
Total Return (yr 1)	\$210,093
Debt Coverage Ratio	3.63

## OPERATING DATA

## PROFORMA DAYCARE 45 MEMBERS

Gross Scheduled Income	\$845,076
Total Scheduled Income	\$845,076
Vacancy Cost	\$84,508
Gross Income	\$760,568
Operating Expenses	\$487,134
Net Operating Income	\$273,434
Pre-Tax Cash Flow	\$198,057

## FINANCING DATA

## PROFORMA DAYCARE 45 MEMBERS

Down Payment	\$150,000
Loan Amount	\$850,000
Debt Service	\$75,377
Debt Service Monthly	\$6,281



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## Financial Summary

Principal Reduction (yr 1)

\$12,035



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# Income & Expenses

## INCOME SUMMARY

## PROFORMA DAYCARE 45 MEMBERS

Vacancy Cost	(\$84,508)
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## GROSS INCOME

**\$760,568**

## EXPENSES SUMMARY

## PROFORMA DAYCARE 45 MEMBERS

Prop Taxes Post Sale	\$11,050
Property Insurance	\$3,000
Accounting and Legal	\$1,500
Professional Fees	\$1,000
Advertising Expenses	\$6,000
Liability Insurance	\$5,000
Licenses & Permits	\$1,000
Payroll	\$341,763
Payroll Taxes 7.65%	\$26,145
Workers Comp Tax 5%	\$17,088
Employee Benefits	\$2,000
Maintenance and Lawn	\$10,000
Cable/Internet/Phone/Fax	\$3,600
Office Expenses	\$600
Supplies Expenses	\$2,683
Activity	\$24,145
Utilities	\$15,000
Food Expense*	\$13,414
Misc. Expense	\$2,146



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## Income & Expenses

**OPERATING EXPENSES****\$487,134****NET OPERATING INCOME****\$273,434**

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# DEMOGRAPHICS

4

DEMOGRAPHICS MAP & REPORT

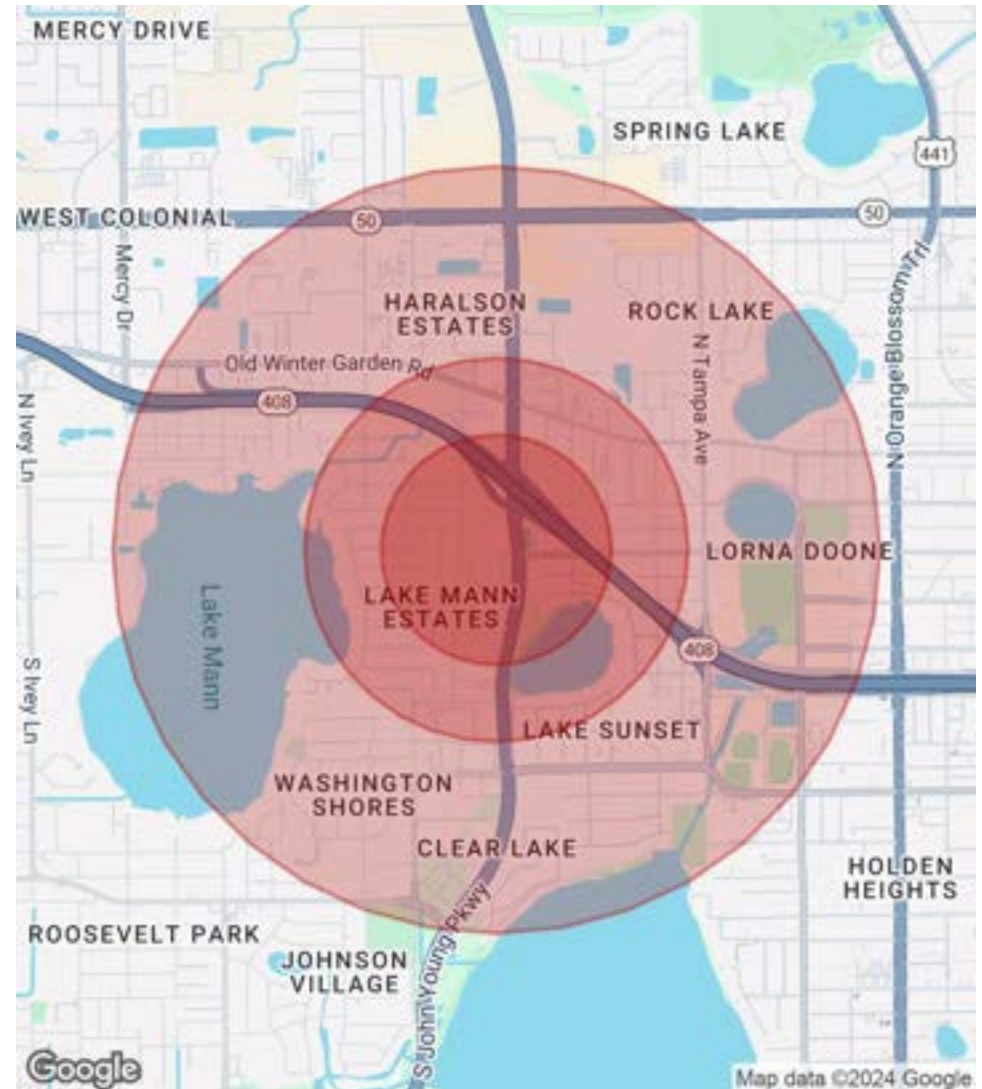
# Demographics Map & Report

POPULATION	0.3 MILES	0.5 MILES	1 MILE
Total Population	962	2,554	8,464
Average Age	44	43	41
Average Age (Male)	43	41	40
Average Age (Female)	46	44	42

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
Total Households	348	955	3,348
# of Persons per HH	2.8	2.7	2.5
Average HH Income	\$50,705	\$52,531	\$61,678
Average House Value	\$467,658	\$425,428	\$373,688

Demographics data derived from AlphaMap



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# MY ALF CONSULTANT

MY ALF TRAINING | REAL ESTATE | CONSULTING | MARKETING



## Executive Team



### **Sunny Gandhi - Commercial Sales**

Ph: (321) 945-4477 Email: [sgandhi@myalfconsultant.com](mailto:sgandhi@myalfconsultant.com)

Sunny is a Computer Software Engineer with extensive business and financial experience. He has 10 years of Commercial Real Estate sales experience with a specialty focus on Senior Living. Sunny adds significant value to our clients with his commercial sales experience, technology and business background.



### **Kalei Stockstill - Commercial Sales**

Ph: (321) 591-4113 Email: [kalei@myalfconsultant.com](mailto:kalei@myalfconsultant.com)

Kalei owned and operated a 32 bed ALF in Brevard County FL. In 2012, he and his wife, Sheryl, created My ALF Training out of a need at their facility. Currently My ALF Training services over 500 facilities across 7 states. Currently part of the top team that sells assisted living facilities throughout Florida.



### **Sheryl Stockstill - Commercial/Residential Sales**

Ph: (321) 271-5112 Email: [sheryl407@kw.com](mailto:sheryl407@kw.com)

Sheryl has a Masters degree in Education from the University of Central FL. Managed operations and compliance at a family owned 32 bed assisted living facility in Brevard County FL. ALF Core Instructor and Alzheimer's Disease provider having trained 1000's of students. Team Lead of the Residential Sales division.



### **Ayesha Verma - Commercial/Residential Sales**

Ph: (407) 639-0345 Email: [ayeGandhi@gmail.com](mailto:ayeGandhi@gmail.com)

Ayesha is a Pharmacist, trained and licensed in India. She has very good analytical skills and is an essential member of the Commercial Sales division. With her healthcare background, Ayesha develops targeted marketing strategies for our long-term care clients.

## THINKING OF SELLING YOUR FACILITY?

Assisted Living Facilities are easy to list and hard to sell. ALFs are one of the most complex property types in commercial real estate. Assisted Living Facilities are not passive commercial real estate investments. They are very complex and heavily regulated businesses that occupy commercial or residential real estate.

**MORE THAN REAL ESTATE:** When selling an assisted living facility you are actually selling a business that could include real estate. In most cases, this will require a business loan and banks will not let a buyer make a purchase based on emotions. The lender will only approve the purchase of the business based on its financial performance and future potential. Business loans are not easy to navigate and require a lot of documentation including multiple years of past financial statements, a business plan, & comprehensive projections.

The team you hire must have experience in selling businesses and working with business lenders. They must present this information, in a clear and professional manner, so that the buyer and lender are confident that they will succeed. Our team has business sales and ALF industry experience that is essential to getting the deal done. We know what we're doing and we get results for our clients.

**CONFIDENTIALITY is a PRIORITY!** Selling a facility can be a very sensitive and complicated process. As a previous owner of a facility, I can relate to this unique situation. We are very careful as to what information is exposed to the general public. When we sell a facility, our #1 priority is to keep the sale confidential. We market your property without exposing details to the public. We personally screen each buyer and only share information if they are qualified and have a high likelihood of being approved by the bank and AHCA.

**WAITING LIST OF BUYERS:** We have an extensive database of thousands of buyers looking to purchase assisted living facilities. This means we may already have a buyer for your facility on our wait-list.

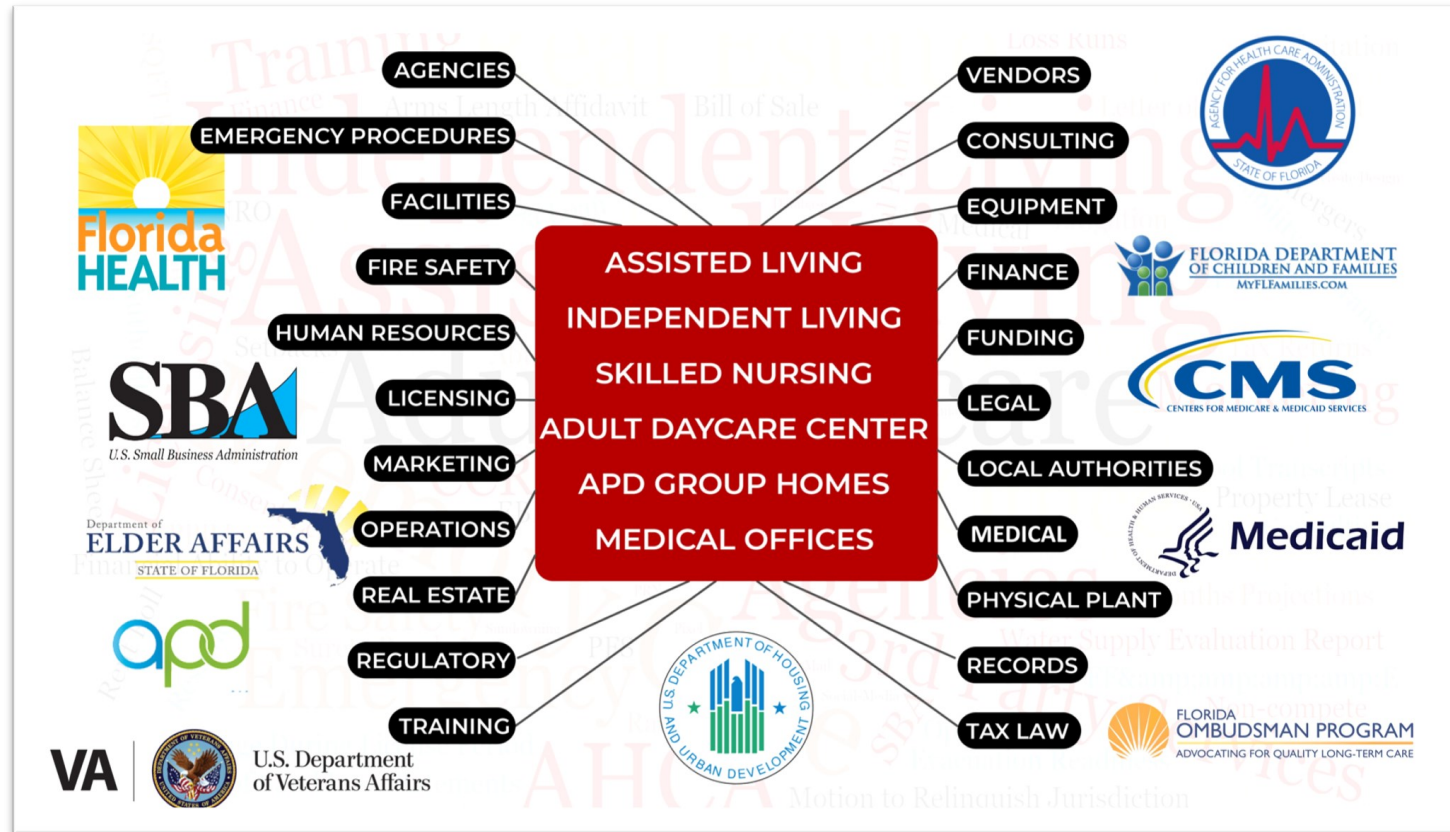
**DEDICATION & PROFESSIONALISM:** Many investors think assisted living is a “cash cow”, and a “passive investment”. As you and I both know, the assisted living business is the opposite of a passive investment. It is very important that the people that become owners of ALF's are in it for the right reasons and truly understand what they are getting into. Owners should be quality operators, provide excellent care, and also represent the industry well. Likewise, our team is committed to provide clients the highest level of service, communication, professionalism, and dedication. If you are considering buying, selling or upgrading your business, hire a team with a proven track record and industry experience.

**SENIOR FACILITY SPECIALISTS**

With an average of 15 ALF Listings, we talk to many potential buyers every day of the week.

If there is a buyer in the market for healthcare facilities, we will likely be in contact with them. If one ALF is not right for them, we can cross promote and introduce them to other ALF opportunities.

Combined with our training and consulting services, we have an extensive reach in the industry.



**OUR MARKETING SETS US APART**

When we list an assisted living facility for sale, we put a lot of thought, effort, and money to develop a comprehensive marketing package. Each listing is very unique and we apply different techniques that are required to present the ALF to it's potential.

- DATABASE OF BUYERS
- AS-IS FACILITY LAYOUTS
- EMAIL MARKETING
- PROFORMA FINANCIALS
- WEBSITE SEO
- PROFESSIONAL PHOTOS
- 3D LAYOUTS
- DIRECT MAIL MARKETING
- 3D RENDERINGS
- CROSS PROMOTION
- CONCEPTUAL RE-DESIGN
- VIDEO MARKETING

