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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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Property Summary



PROPERTY HIGHLIGHTS

- PUD Approved for 135 Beds
- Independent Living, Assisted Living, and Memory Care Units
- Industry-leading design
- Well-Established Location
- Planned 116,000 square feet

OFFERING SUMMARY

Sale Price:	\$2,600,000
Number of Units:	135
Lot Size:	200,219 SF
Building Size:	10,855 SF

DEMOGRAPHICS	1 MILE	5 MILES	10 MILES
Total Households	5,011	74,134	258,404
Total Population	10,321	159,686	590,091
Average HH Income	\$75,720	\$77,718	\$75,198



Property Description



Lumen at Baymeadows is a vacant parcel with an approved PUD Certification by the City of Jacksonville for a Senior Living Campus of up to 135 units. The current campus plan unit mix includes 32 Independent Units, 65 Assisted Living Units, and 31 Units for Memory Care. The parcel is 4.6 acres in a mature upper middle-class South Suburban Jacksonville market.

The Project is planned for a total of 116,000 square feet and was designed by Florida's premier senior living firm, Architectural Concepts Inc., ("ACI") (see www.archconcept.com). The innovative plan offers fresh designs for common areas and living spaces as well as value engineering for the entire project.

A comprehensive market feasibility study has been completed by the nationally recognized senior living consulting group, PMD Advisory Services, LLC. National lenders and investors accept and endorse market feasibility studies conducted by PMD and major credit decisions are based on this consulting group analysis. PMD Advisory Services has determined that, as of 2022, there is a need for up to 290 IL residences, 73 AL units, and 137 memory care beds in the property market area. The Project is sized to meet the projected demand. The industry-leading design allows the stabilized residential population to "age in place" within the community. Due to the adaptive design, the community can continually adjust to changing market trends.

The Project will utilize a prime site at 4900 Baymeadows Road, Jacksonville, FL 32259 centrally located between the five largest Catholic parishes in the Catholic Diocese of Saint Augustine (the "Diocese"). The community previously was endorsed by the Catholic Diocese. The buyer can explore renewing or renegotiating this endorsement. The site, which is located on a major Jacksonville commercial arterial roadway is easily accessible from all areas of greater Jacksonville. The Project is located less than two miles west of I-95 on Baymeadows and three miles north of I-295.

The required environmental, land use, and related entitlements have been secured from the City of Jacksonville by Ordinance No. 2018-129-E approving a PUD for 128 units of senior living. There are no environmental issues on the site that preclude the Project as planned. The City of Jacksonville remains fully supportive of the Project. The City of Jacksonville and Duval County may offer financial incentives in the form of property tax deferral and other incentives to enhance the project's competitive advantage.



Property Details

Sale Price

N/A

LOCATION INFORMATION

Building Name	Lumen at Baymeadows
Street Address	4900 Baymeadows Rd
City, State, Zip	Jacksonville, FL 32217
County	Duval
Market	Jacksonville

BUILDING INFORMATION

Building Size	10,855 SF
Number of Floors	1
Number of Buildings	2

PROPERTY INFORMATION

Property Type	Senior Living Community
Property Subtype	Senior Living
Zoning	PUD
Lot Size	200,219 SF
APN #	148120 0100

PARKING & TRANSPORTATION

UTILITIES & AMENITIES

Restrooms	18
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Additional Photos



Additional Photos



Additional Photos



Additional Photos



Site Plans



Additional Photos



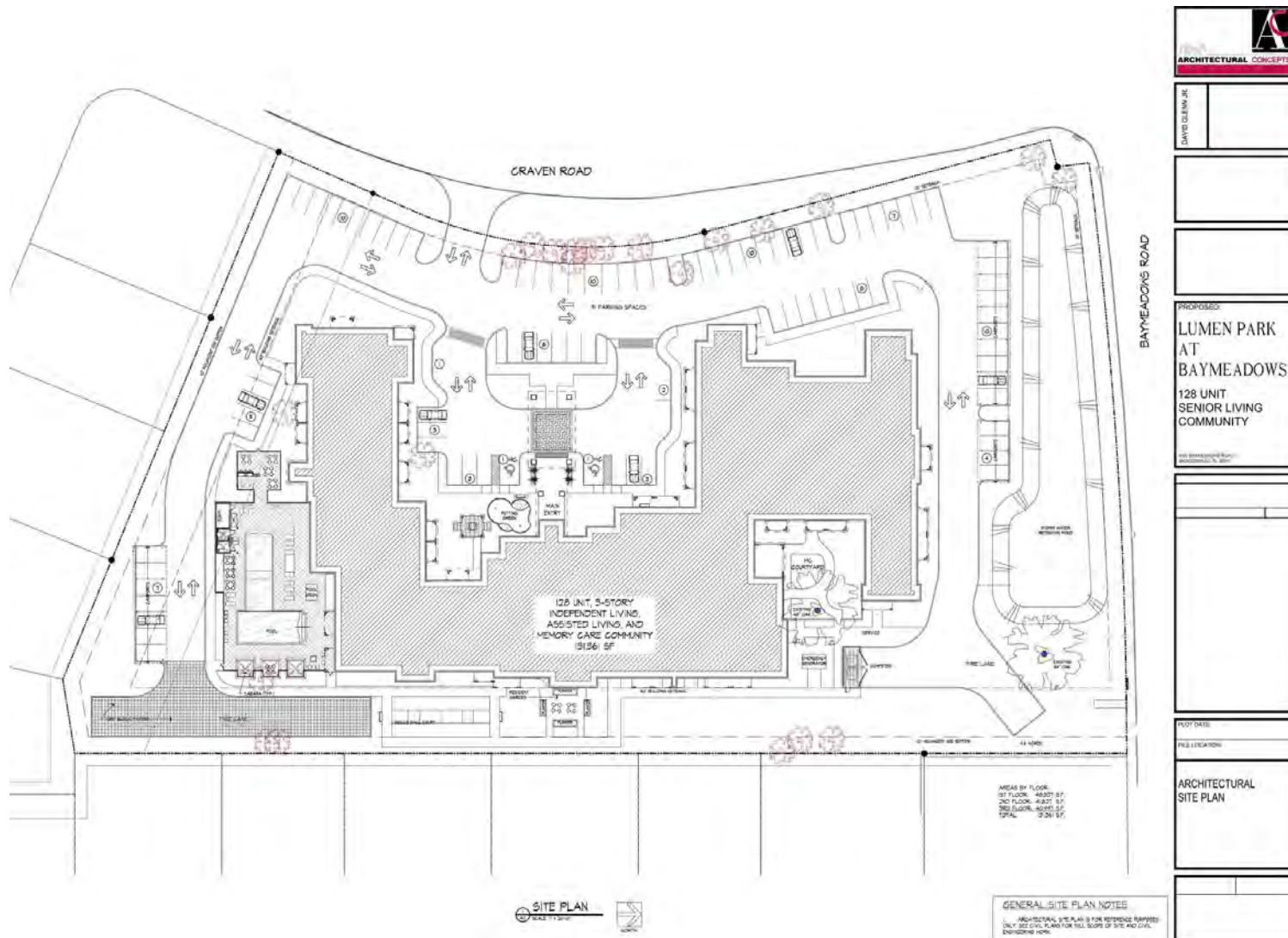
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Additional Photos



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Site Plans



LUMEN AT BAYMEADOWS

LOCATION INFORMATION

2

REGIONAL MAP

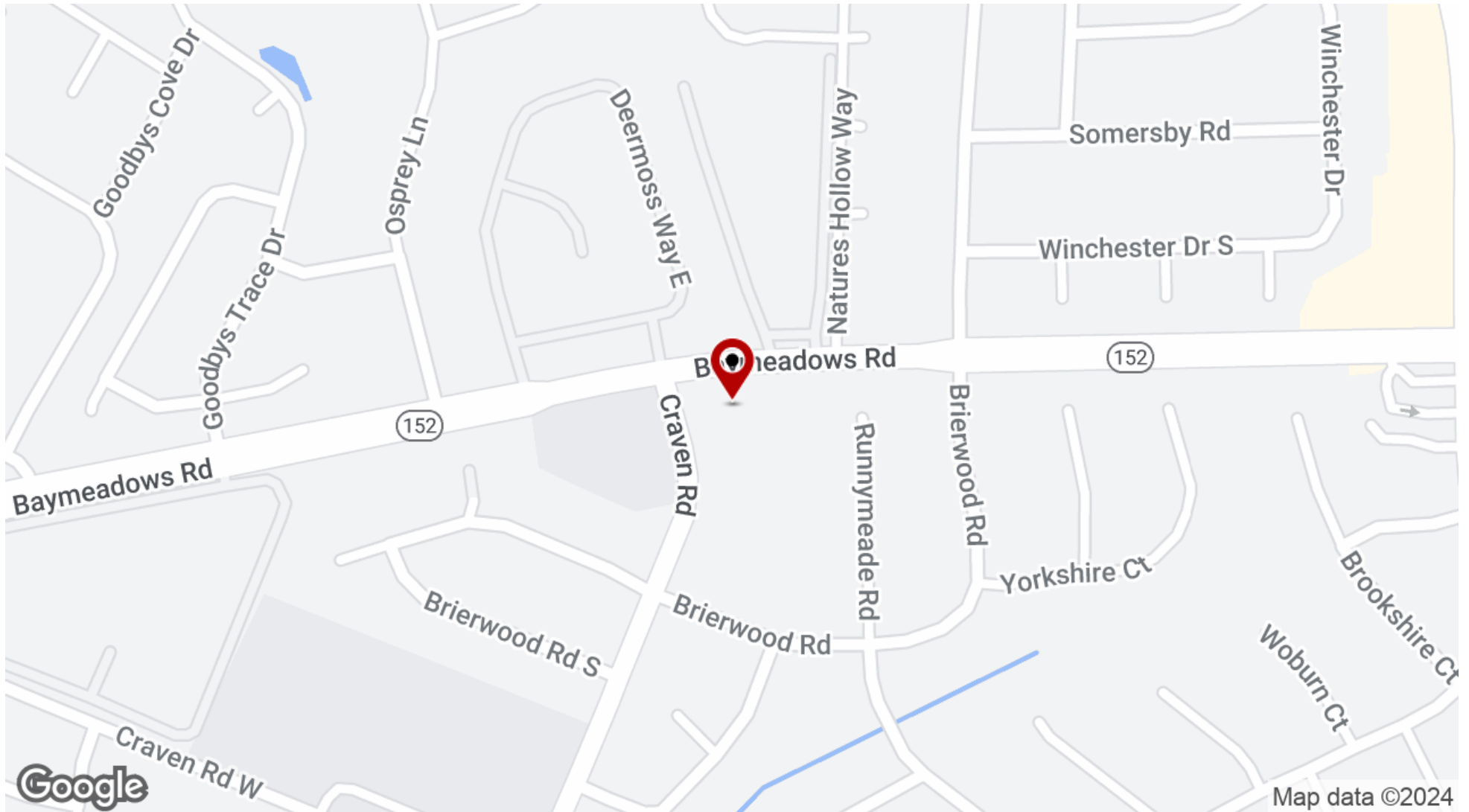
LOCATION MAP

AERIAL MAP

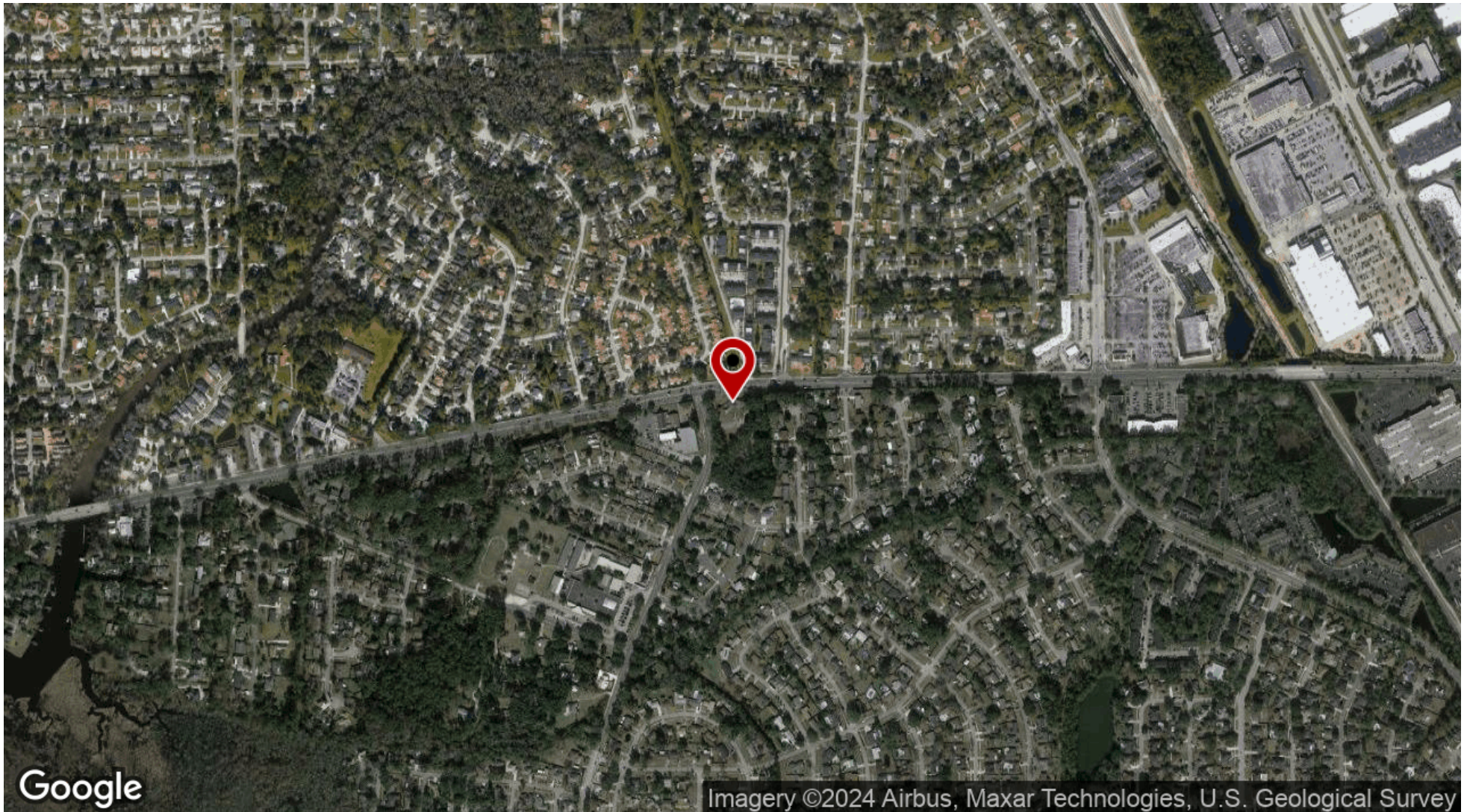
Regional Map



Location Map



Aerial Map



LUMEN AT BAYMEADOWS

DEMOGRAPHICS

3

DEMOGRAPHICS MAP & REPORT

Location and Demographics

The 4900 Baymeadows Road property is centrally located in a mature residential/commercial area in south suburban Jacksonville, FL. The 4.6 acre site at the southeast corner of Baymeadows and Craven Rd is 1.7 miles west of I-95 (Baymeadows Exit) and 3.4 north of the I-295 Expressway. This prime location allows easy access via high-traffic Baymeadows Road (19,900 AADT) and north-south arterial roadways; Old Kings Road-South, Old Saint Augustine Road and highly traveled San Jose Blvd which is 1.1 miles west of the property with 47,500 vehicles daily. Needed retail goods and services are one-half mile east at the intersection of Baymeadows and Phillips Highway and include Loews, Winn-Dixie, Planet Fitness and WAWA. The nearest Publix is located on Baymeadows Road, just east of I-95. A significant portion of the population of suburban Jacksonville resides within 5 miles of the site.

The site is ideally located in the center of the Greater Jacksonville Metro area, one of Florida's most consistent growth markets. The project is matched to the projected market demand in this growing senior living area. An impressive density of age and income qualified residents, ease of site access, compatible adjacent land uses and high visibility from major thoroughfares are significant site location assets and market advantages.

The household count in this area has changed from 75,380 in 2020 to 78,928 in the current year, a change of 1.43% annually. The five-year projection of households is 84,321, a change of 1.33% annually from the current year total. The average household size is currently 2.36 residents compared to 2.39 in the year 2020. The number of families in the current year is 49,007 in the specified area. The median age of the area is 38.8 presently. Current average household income is \$97,889 in this area. Average household income is projected to be \$112,009 in five years. Currently, 50.1% of the 85,746 housing units in the area are owner occupied; 42.0%, renter occupied; and 8.0% are vacant. The average home value in the area is \$340,967. In five years, median home value is projected to change by 0.89% annually to \$358,126. The nearby real estate values are expected to increase for the foreseeable future, which should extend to the subject property as well. The stable, upper middle-class suburban market includes a deep market of age and income qualified residents in the primary, nearby market area. It is expected that real estate values in the neighborhood will increase for the foreseeable future, which should extend to the subject property as well.

Population and income trends in the market area point to demand growth and strong pricing levels within the immediate market area. Senior population trends in the area are expected to grow over the coming years with 65-74 age groups increasing by 18.85% between 2021 to 2026. The 75-84 age group is expected to increase by 16.8% and the 85+ age group is expected to increase by 7.64% during the same period. The calculations of current unmet demand for independent living, assisted living, and memory care indicate an undersupplied market. Given the subject's location and proposed quality and market positioning, combined with healthy market occupancy and strong demand growth, assisted living professionals have concluded that there is sufficient demand to support the proposed project at stable occupancy levels.

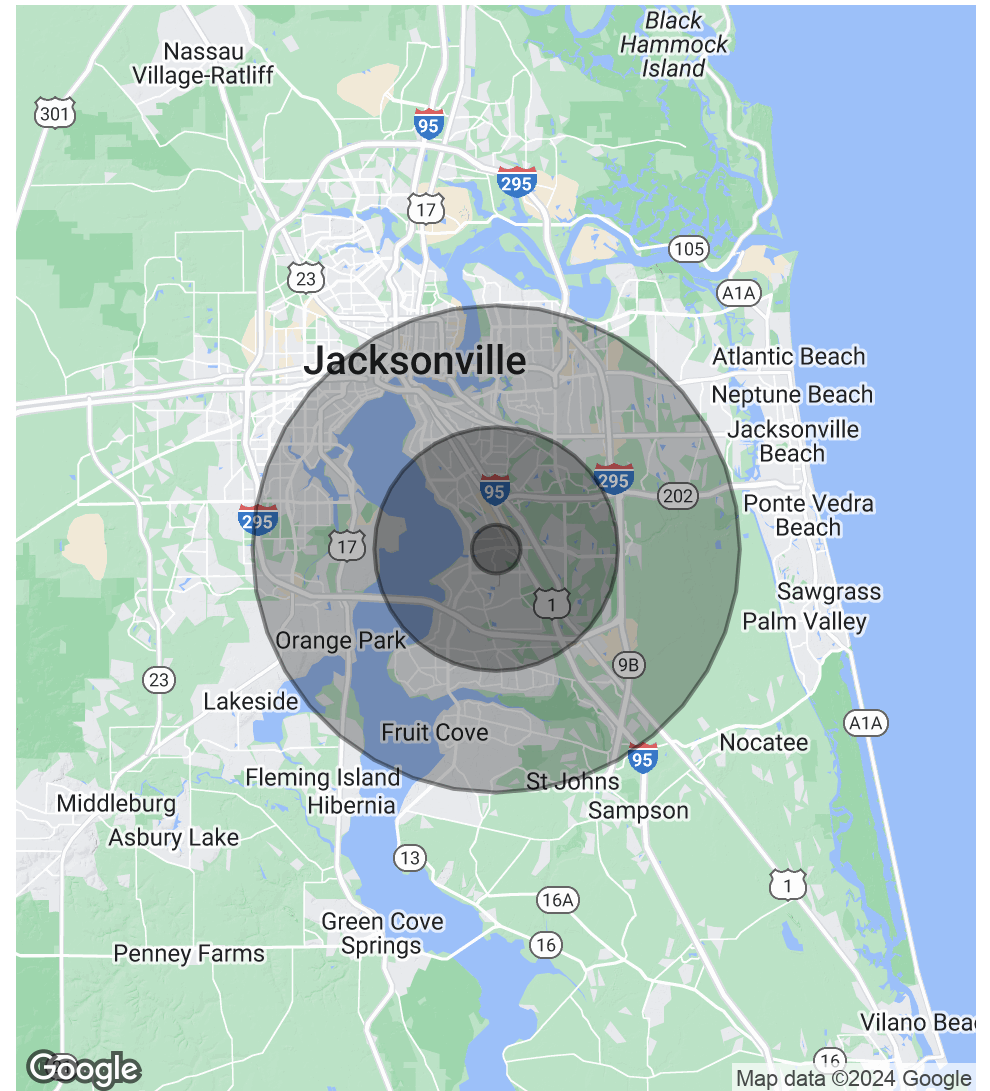
The following exhibits describe Market area and age 50+ trends within three and five miles of the Lumen at Baymeadows project.

Demographics Map & Report

POPULATION	1 MILE	5 MILES	10 MILES
Total Population	10,321	159,686	590,091
Average Age	38.3	38.5	37.9
Average Age (Male)	38.9	37.1	36.9
Average Age (Female)	38.6	40.1	38.8

HOUSEHOLDS & INCOME	1 MILE	5 MILES	10 MILES
Total Households	5,011	74,134	258,404
# of Persons per HH	2.1	2.2	2.3
Average HH Income	\$75,720	\$77,718	\$75,198
Average House Value	\$199,799	\$197,396	\$212,297

* Demographic data derived from 2020 ACS - US Census

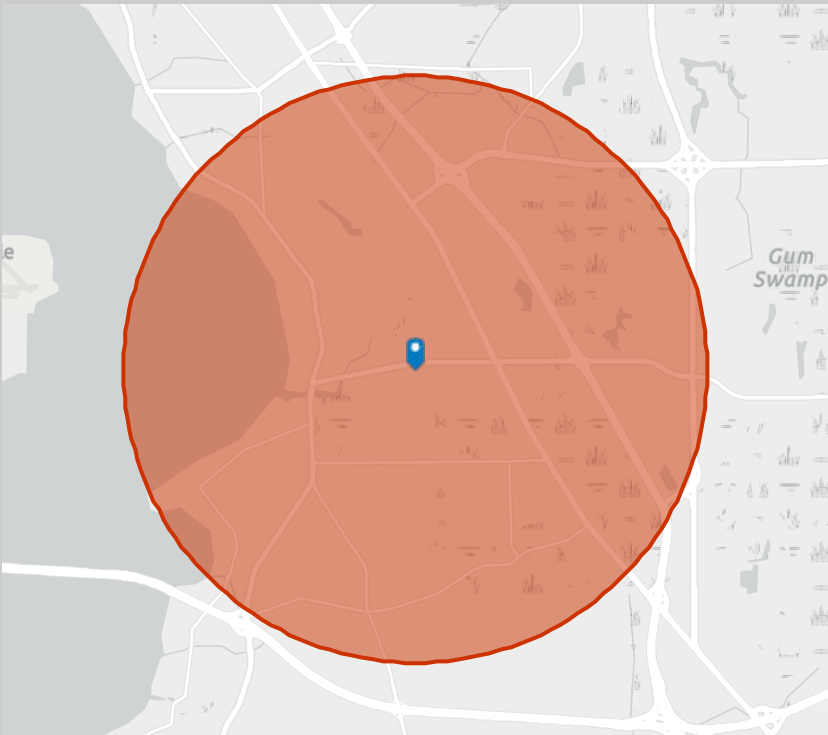


Population Trends

4900 Baymeadows Rd, Jacksonville, Florida, 32217 2 (0 - 3 miles)
4900 Baymeadows Rd, Jacksonville, Florida, 32217
Ring band of 0 - 3 miles

0-3 MILES FROM SUBJECT

Prepared by KW Commercial Orlando
Latitude: 30.21959
Longitude: -81.59957



POPULATION TRENDS AND KEY

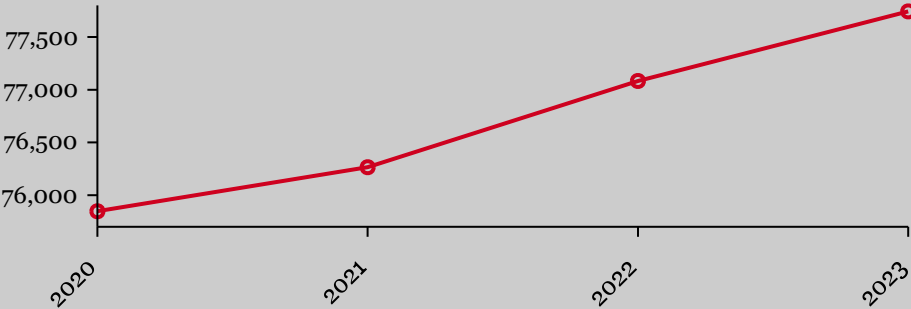
4900 Baymeadows Rd, Jacksonville, Florida, 32217 2
Ring band of 0 - 3 miles

77,743	34,108	2.20	38.8	\$60,530	\$292,714	73	85	72
Population	Households	Avg Size	Median	Median	Median	Wealth	Housing	Diversity
		Household	Age	Household Income	Home Value	Index	Affordability	Index

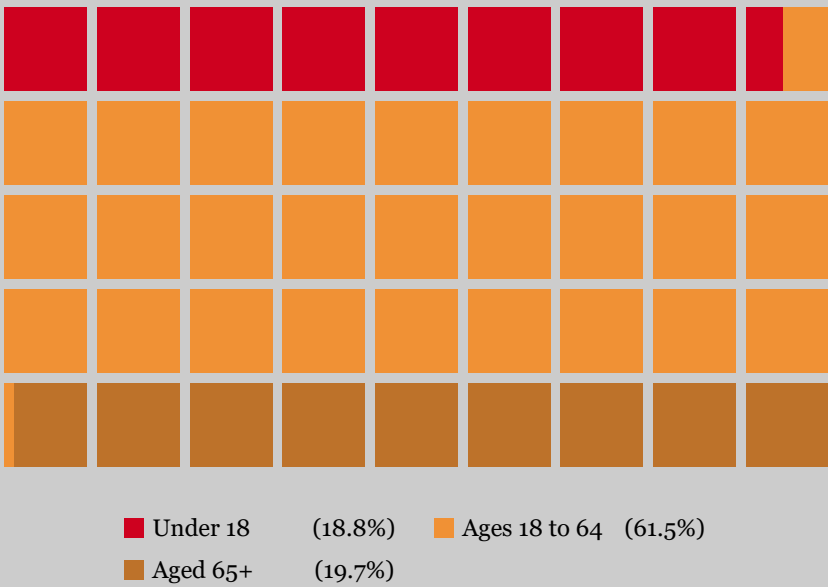
MORTGAGE INDICATORS



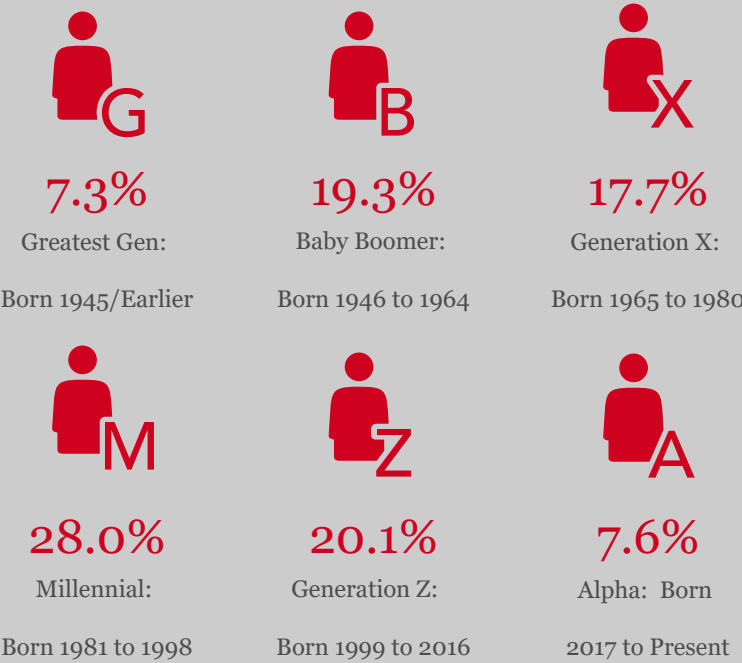
Historical Trends: Population



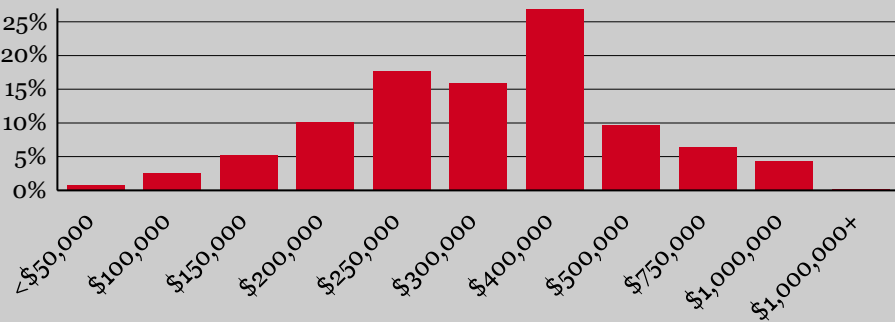
POPULATION BY AGE



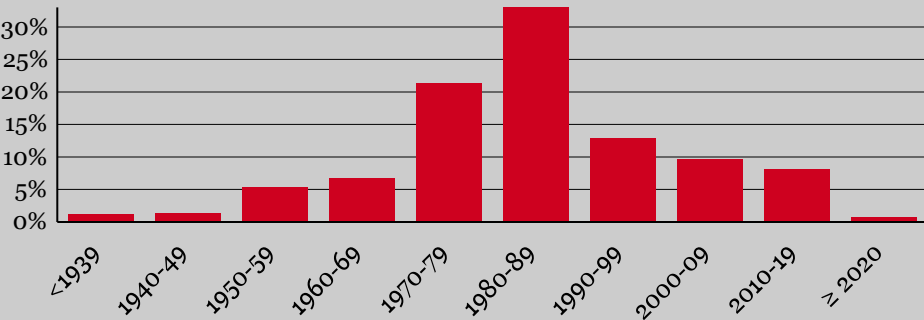
POPULATION BY GENERATION



Home Value



Housing: Year Built



Source: This infographic contains data provided by Esri (2023, 2028), Esri-U.S. BLS (2023), ACS (2017-2021).
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Population Trends

4900 Baymeadows Rd, Jacksonville, Florida, 32217 2 (3 - 5 miles)

4900 Baymeadows Rd, Jacksonville, Florida, 32217

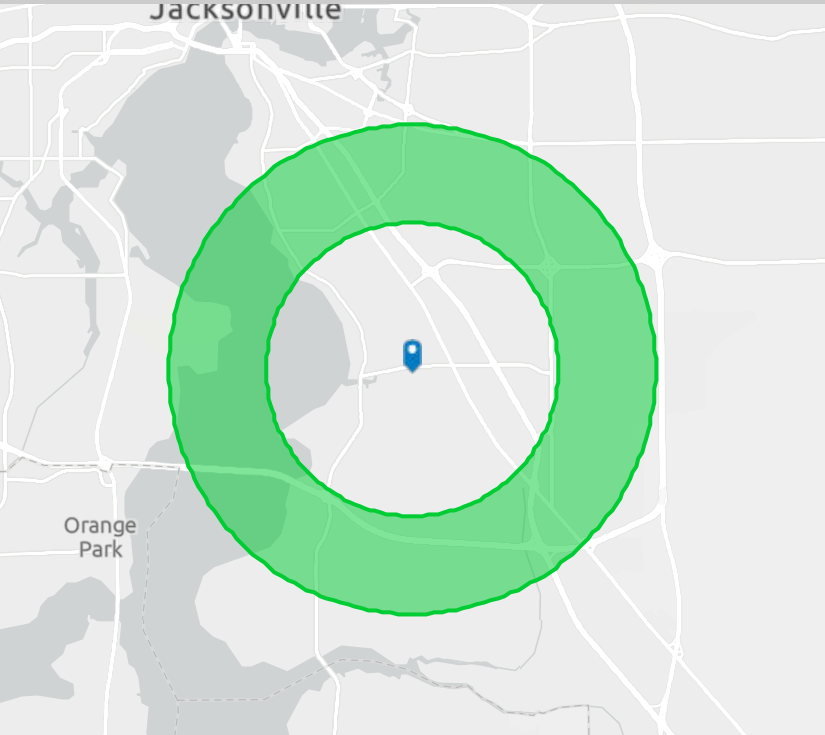
Ring band of 3 - 5 miles

3-5 MILES FROM SUBJECT

Prepared by KW Commercial Orlando

Latitude: 30.21959

Longitude: -81.59957



POPULATION TRENDS AND KEY

4900 Baymeadows Rd, Jacksonville, Florida, 32217 2

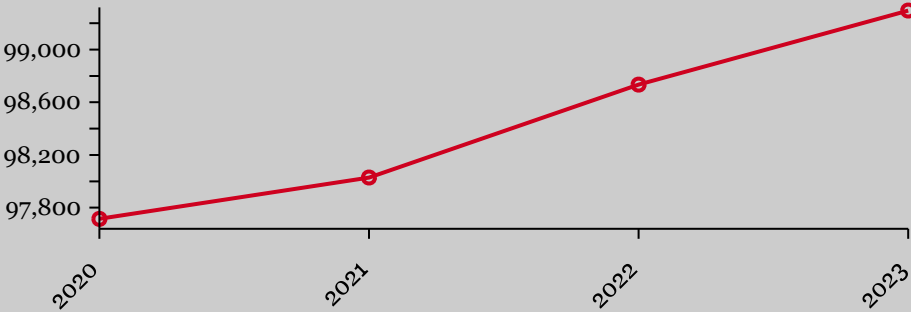
Ring band of 3 - 5 miles

99,296	42,819	2.29	38.6	\$71,745	\$316,351	83	91	70
Population	Households	Avg Size	Median	Median	Median	Wealth	Housing	Diversity
		Household	Age	Household Income	Home Value	Index	Affordability	Index

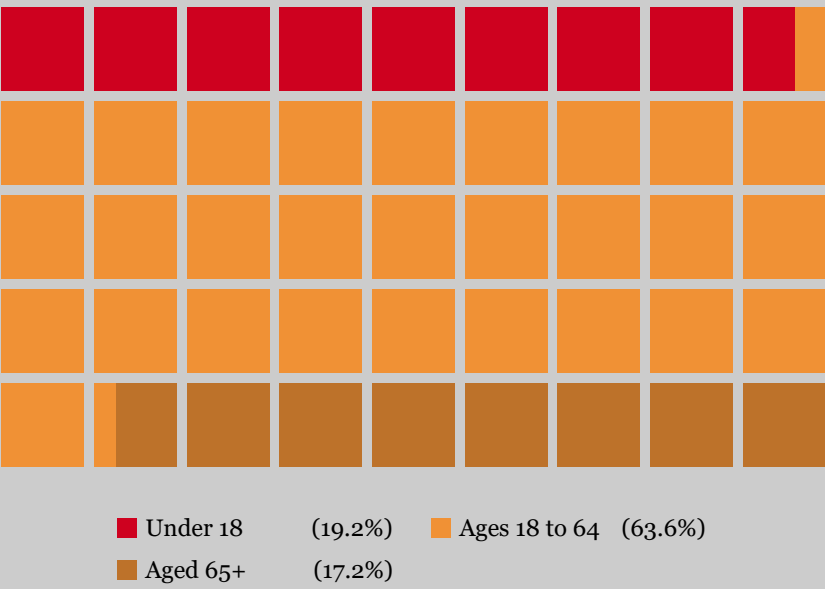
MORTGAGE INDICATORS



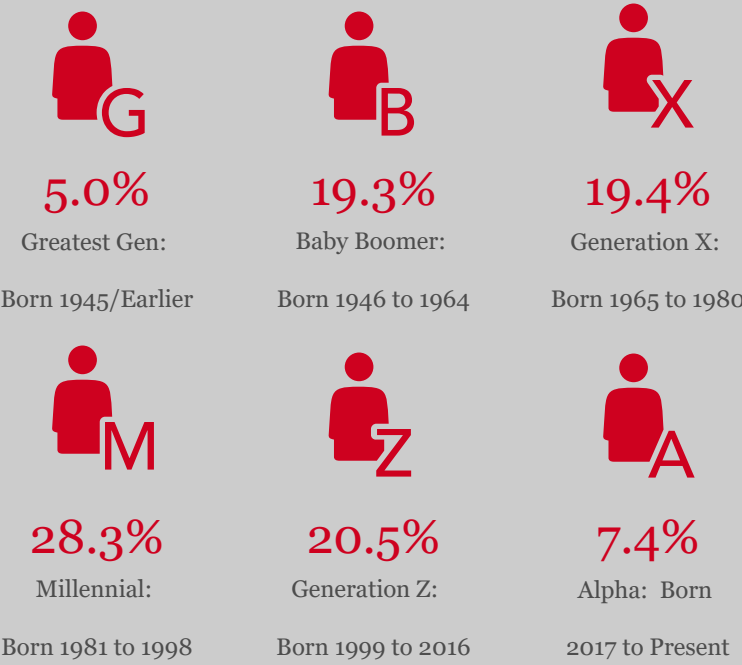
Historical Trends: Population



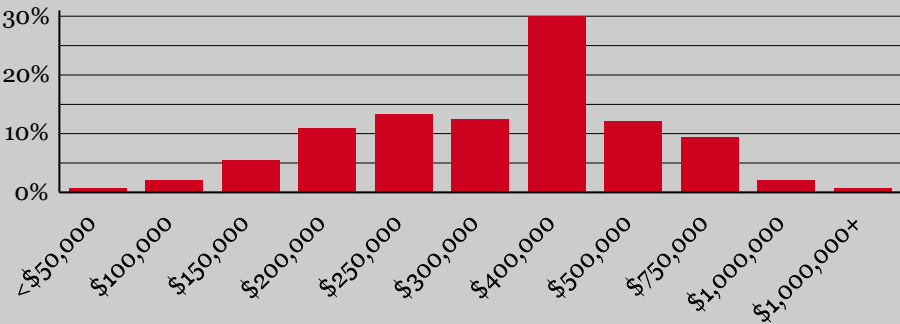
POPULATION BY AGE



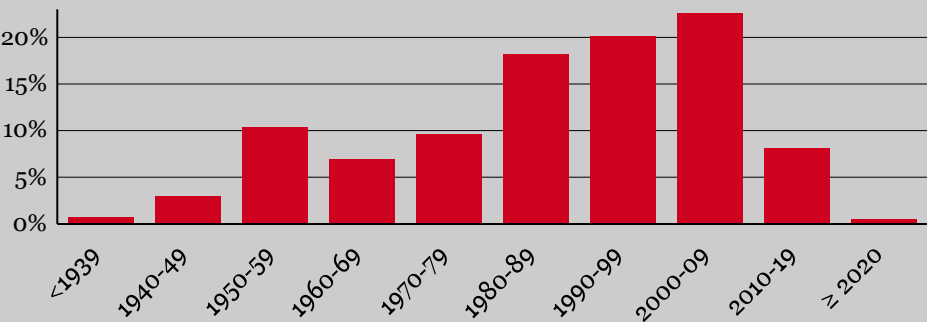
POPULATION BY GENERATION



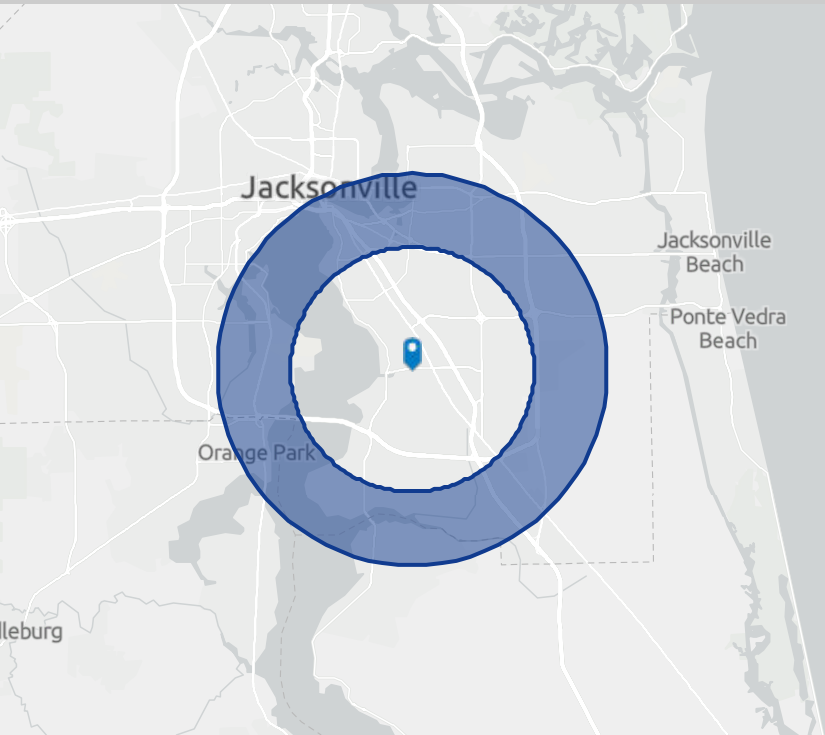
Home Value



Housing: Year Built



Source: This infographic contains data provided by Esri (2023, 2028), Esri-U.S. BLS (2023), ACS (2017-2021).
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POPULATION TRENDS AND KEY

4900 Baymeadows Rd, Jacksonville, Florida, 32217 2

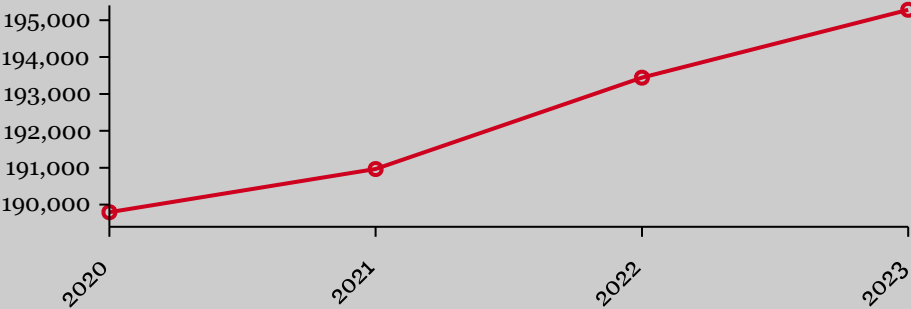
Ring band of 5 - 8 miles

195,281	78,928	2.36	37.6	\$67,454	\$305,184	88	90	70
Population	Households	Avg Size	Median	Median	Median	Wealth	Housing	Diversity
		Household	Age	Household Income	Home Value	Index	Affordability	Index

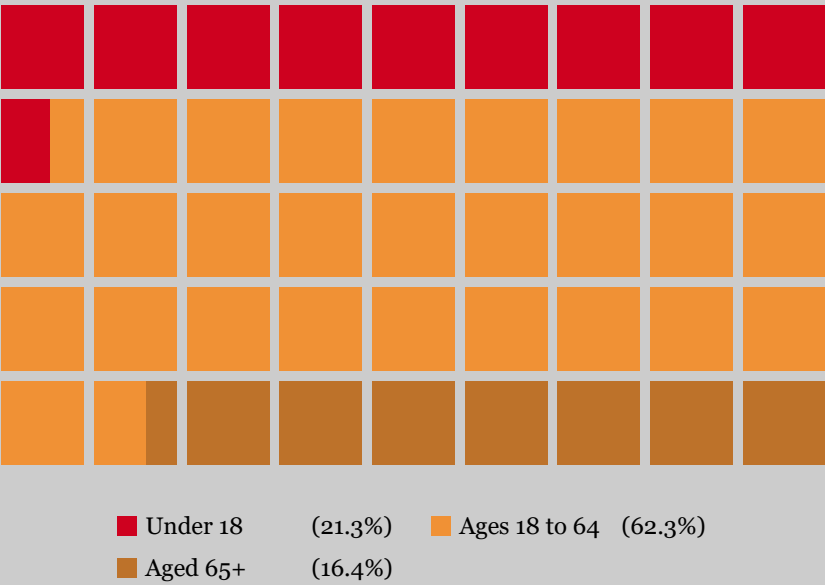
MORTGAGE INDICATORS



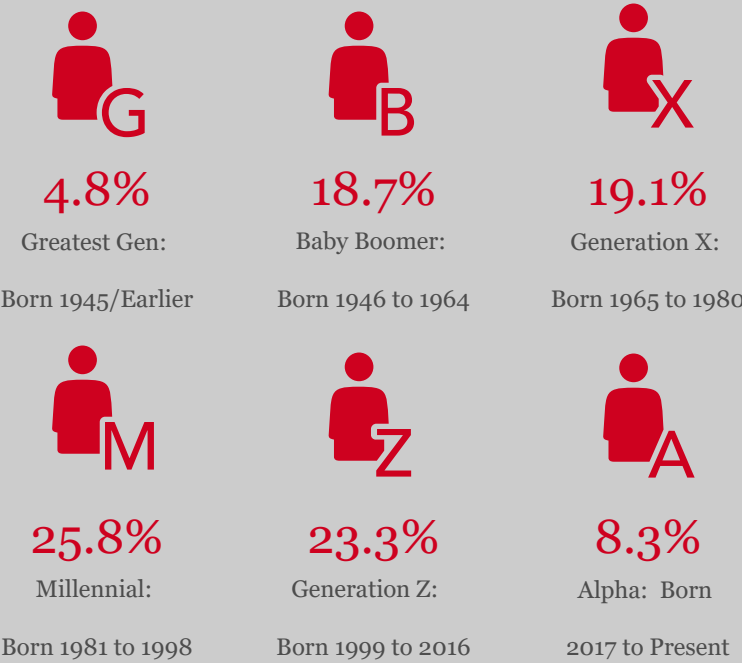
Historical Trends: Population



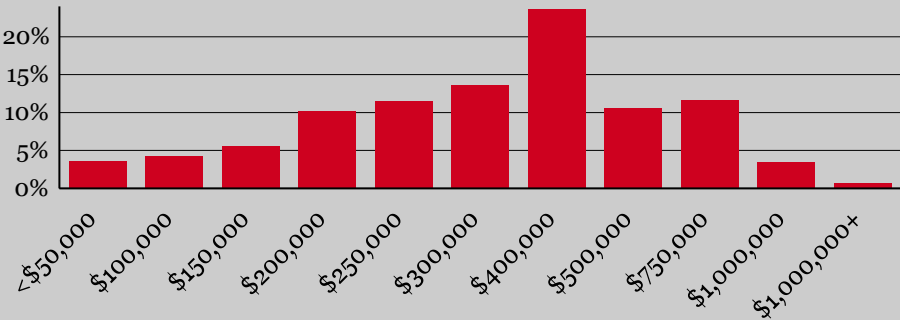
POPULATION BY AGE



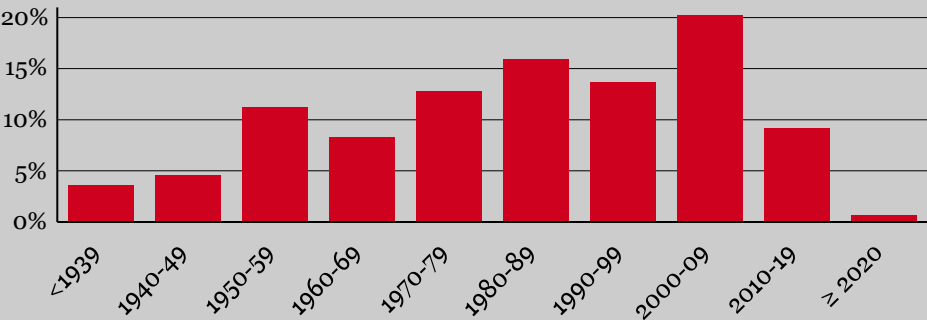
POPULATION BY GENERATION



Home Value



Housing: Year Built



Source: This infographic contains data provided by Esri (2023, 2028), Esri-U.S. BLS (2023), ACS (2017-2021).
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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@kwcommercial.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

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

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

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.

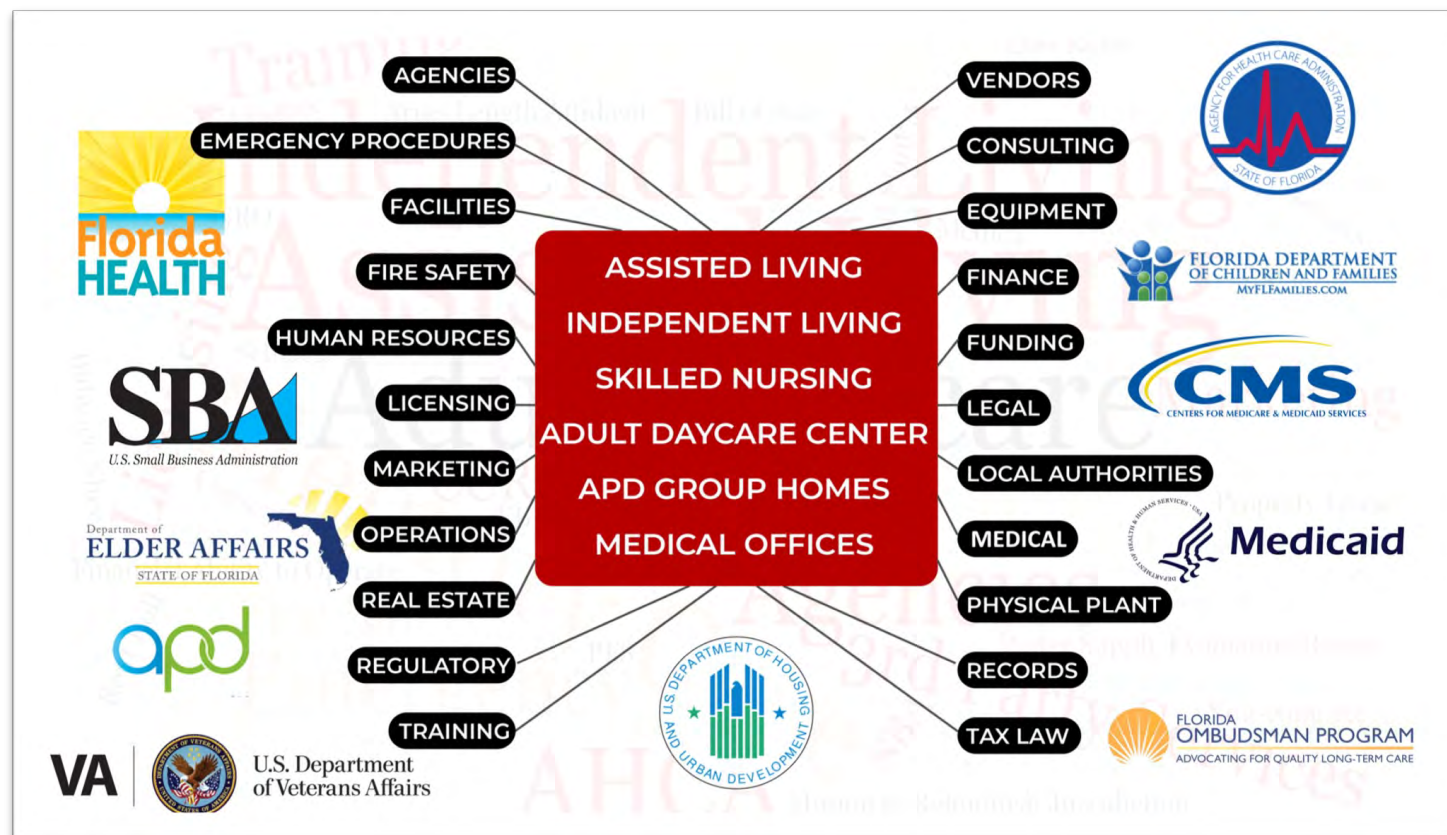
DEDICATION & PROFESSIONALISM: Many investors think assisted living is a “cash cow”, and a “passive investment”. As you and I both know, the assisted living business is the opposite of a passive investment. It is very important that the people that become owners of ALF's are in it for the right reasons 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 its 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

