

**Nextage**<sup>®</sup>

Legacy Realty



# Residential Assisted Living



Sonja Wood  
Karen Johnson  
Certified Senior Housing Specialists  
[www.NextageLegacyDTC.com](http://www.NextageLegacyDTC.com)  
303.667.8030



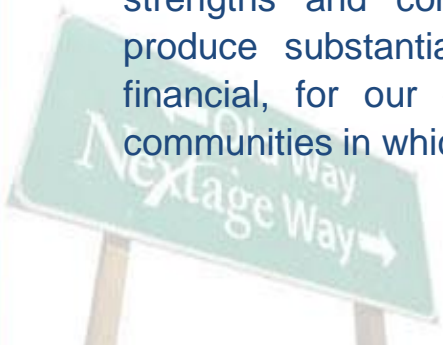
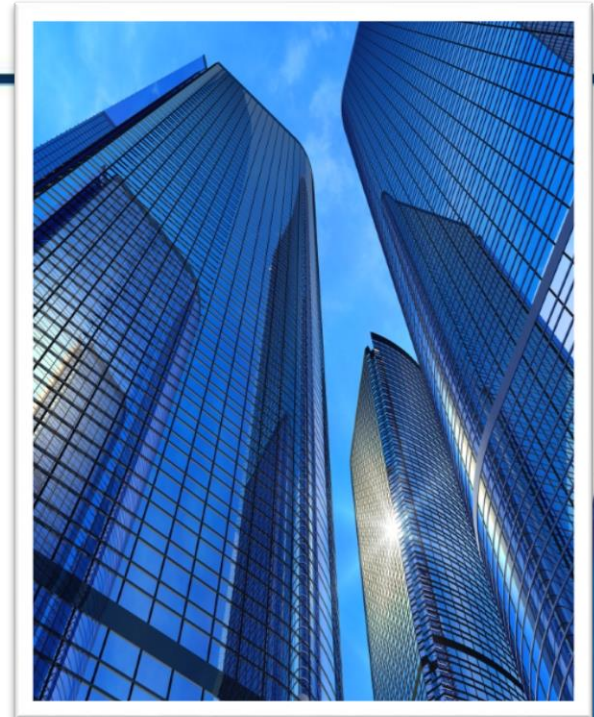
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# About Us

Nextage Legacy Realty is a privately held, fully integrated real estate and business advisory firm dedicated to maintaining the highest standards of client service.

Nextage Advisors have years of successful service to clients with commercial, retail, industrial and residential real estate divisions as well as a business sale and acquisition division. We specialize in Senior Housing both residential and commercial.

We continue to utilize our core competencies, market strengths and competitive advantages in ways that produce substantial returns, both financial and non-financial, for our clients, investors, partners and the communities in which our properties are located.



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# The truth And nothing But the truth

## Senior Facts

**312%**

The percentage that Colorado's over 65 population grew between 1950 & 2000, compared to 117% growth for the United States

**34%**

The percentage of people living in Colorado who are 75 years of age or older, who live alone

**45%**

The percentage of people age 85+ who have Alzheimer's disease ~ this represents nearly half of the population over 85

**124%**

The projected increase in Colorado for people with Alzheimer's Disease (from 2000 to 2025)

**28.3%**

To meet the Medicaid demands of its aging population, Colorado will need to expand its workforce by 28.3 percent by 2018

**70%**

The approximate percentage of people over 65 who will need some form of long-term care at some point in their lives

**58.9%**

The percentage of skilled nursing residents who rely on Medicaid to pay for their care

**1.243 MILLION**

The total Colorado population who will be over 65 by 2030... this is compared to 550,000 in 2010 and will represent 18.5% of Colorado's total population

Data from the following sources:  
2012 Alzheimer's Disease Facts and Figures  
CO Demography Office, CO's Aging Trends,  
Dep. of Local Affairs March 2012,  
Long-Term Services and Supports in  
Colorado, Nov 2011 updated Jan 2012





## Fact vs. Fiction

- ▶ **Group Homes cause increased traffic.**
- ▶ **Group Homes decrease neighborhood values.**
- ▶ **Group Homes aren't necessary in this neighborhood**





## Facts

- ▶ **For example: There are very few Residential Assisted Living facilities in some areas and most facilities are unnoticed**
- ▶ **Impact: Douglas County, CO has the second in the nation for Senior Demographic Growth.**



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# Broker Profile

## Sonja Wood

- CBI,CEXP,SRES,CSHP
- Nextage Broker Owner
  - Commercial/Business Advisor
  - Senior Housing Specialist
  - VP ~ Colorado Assisted Living Association(2008-2012)
  - Administrator Certified (2007)

## Karen Johnson

- 30 years of Experience in
- Healthcare Commercial Advisor
- MBA ~ Univ of Phoenix
- Senior Housing Specialist
- Design & Development
- Licensing~ New & Change of Ownership

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## **Thank you!**

We appreciate the opportunity to discuss with you the need for Senior Housing in your Community!





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## Contact Information

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