



The Booming Market for Boomer Housing

Members Only Round Table

April 13, 2016



Panelists

- David Ammons, Retirement Living Associates
- Bob Anderson, Pulte Group – Raleigh Division
- David Ratchford, Spectrum Consultants

Moderator

- Joe Whitehouse, Creative Urban Environments

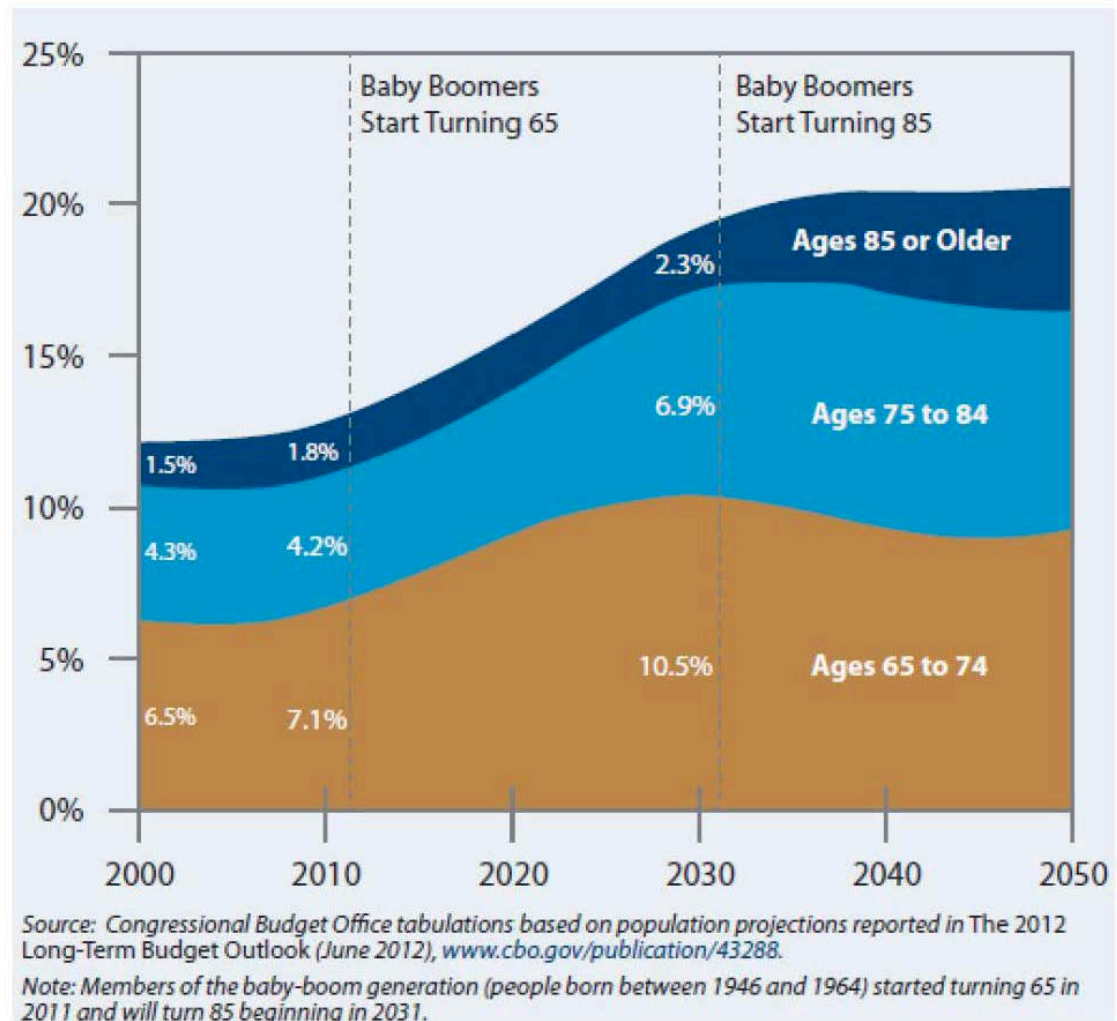


Senior Housing Primer

Senior Housing Options	
Type	Description
55+	Lifestyle communities are 55+ age restricted communities that typically offer resort style amenities and social activities. These may be ownership, rental or land lease communities
Independent Living	Independent Living Communities (IL) are designed to enable independent seniors to enjoy a lifestyle filled with recreational, educational and social activities amongst other seniors.
Assisted Living	Assisted Living (AL) provides a special combination of residential housing, personalized supportive services with daily care.
Nursing Care	Nursing Care or Skilled Nursing Facilities are designed for seniors who are in need of 24-hour nursing care.
Continuing Care	Continuing Care Retirement Communities (CCRC) are residential campuses that provide a continuum of care-from Independent Living to Assisted Care to Nursing care, all in one location
Home Care	Home Care is a general term to describe services delivered at home to recovering, disabled, or terminally ill persons in need of medical, nursing, social, or therapeutic treatment.
Adult Day Care	Daily structured programs in a community setting with activities and health-related and rehabilitation services to elderly who are physically or emotionally disabled and need a protective environment.

Get ready for the Silver Tsunami

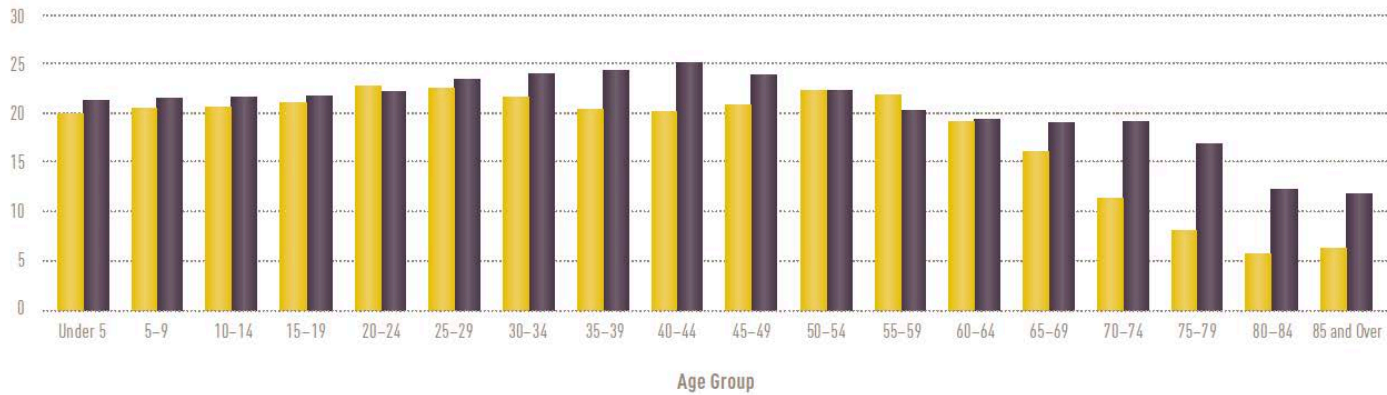
- Elderly adults as a share of the U.S. population, 2000 to 2050.
- By 2035, 1 out of 5 Americans are expected to be 65 or older.



We're getting older...

The US Population Will Continue to Shift into Older Age Groups Over the Next Two Decades

Population (Millions)

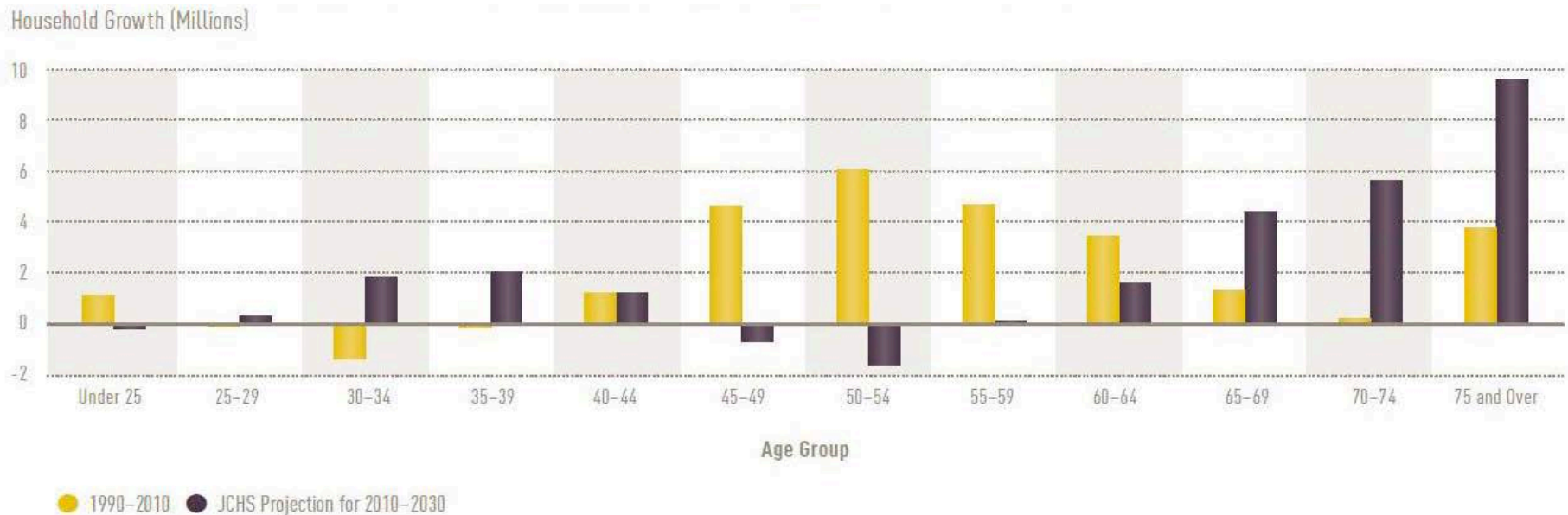


● 2015 ● Census Projection for 2035

Source: JCHS tabulations of US Census Bureau, Population Projections.

...and the Tsunami needs housing

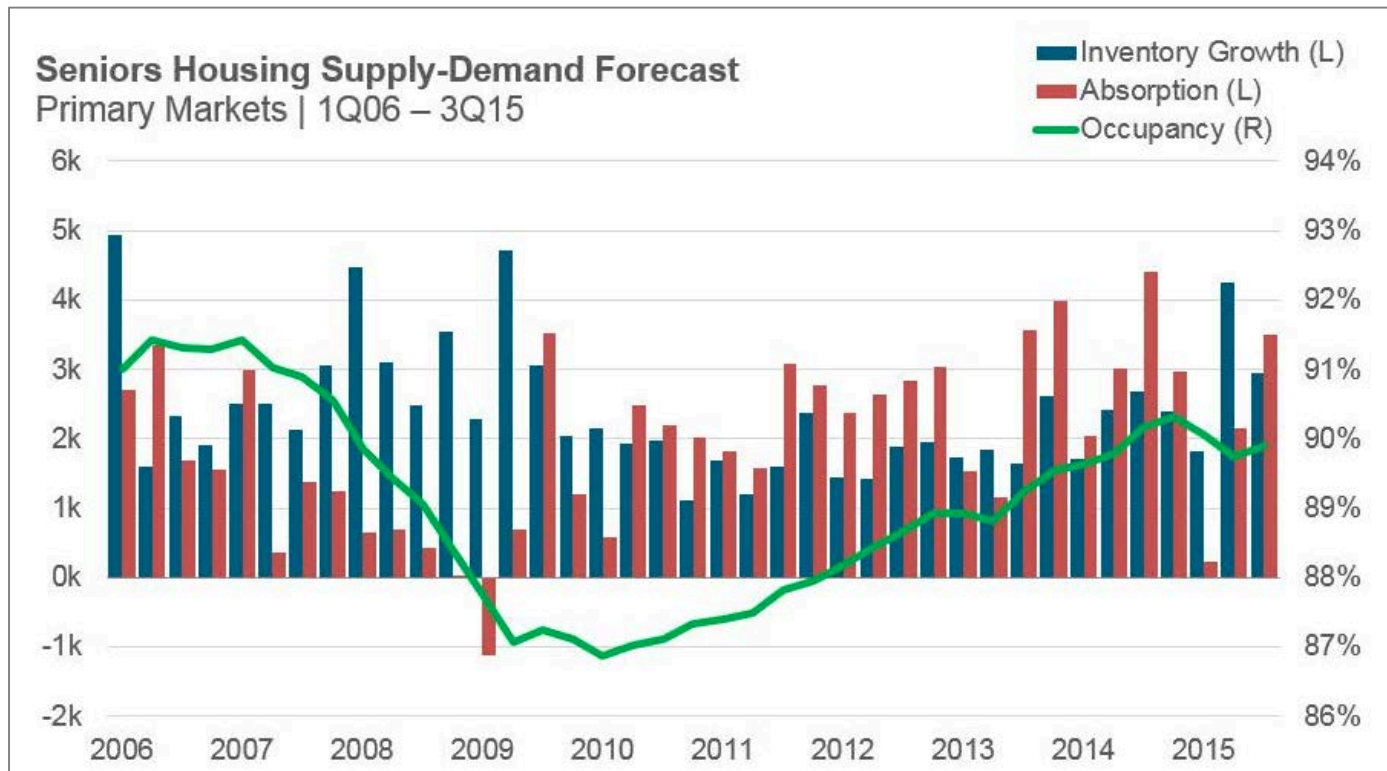
The changing age distribution of the population is reshaping housing demand



Sources: JCHS tabulations of US Census Bureau, Decennial Censuses; JCHS 2013 Household Projections.

Senior Housing Occupancy

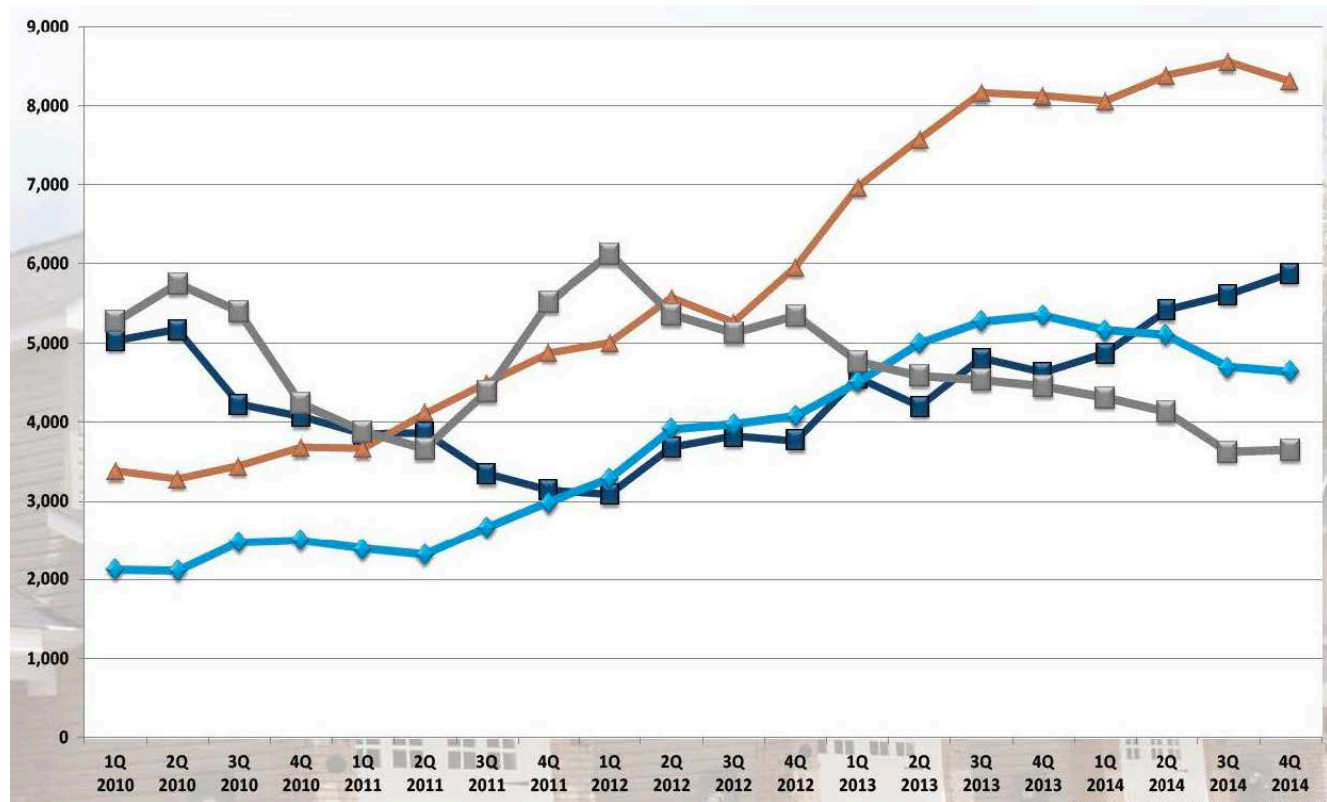
Absorption has been outpacing Inventory Growth for most of the last 6 years and current Occupancy hovers around 90%



Source: NIC Map

Units Under Construction

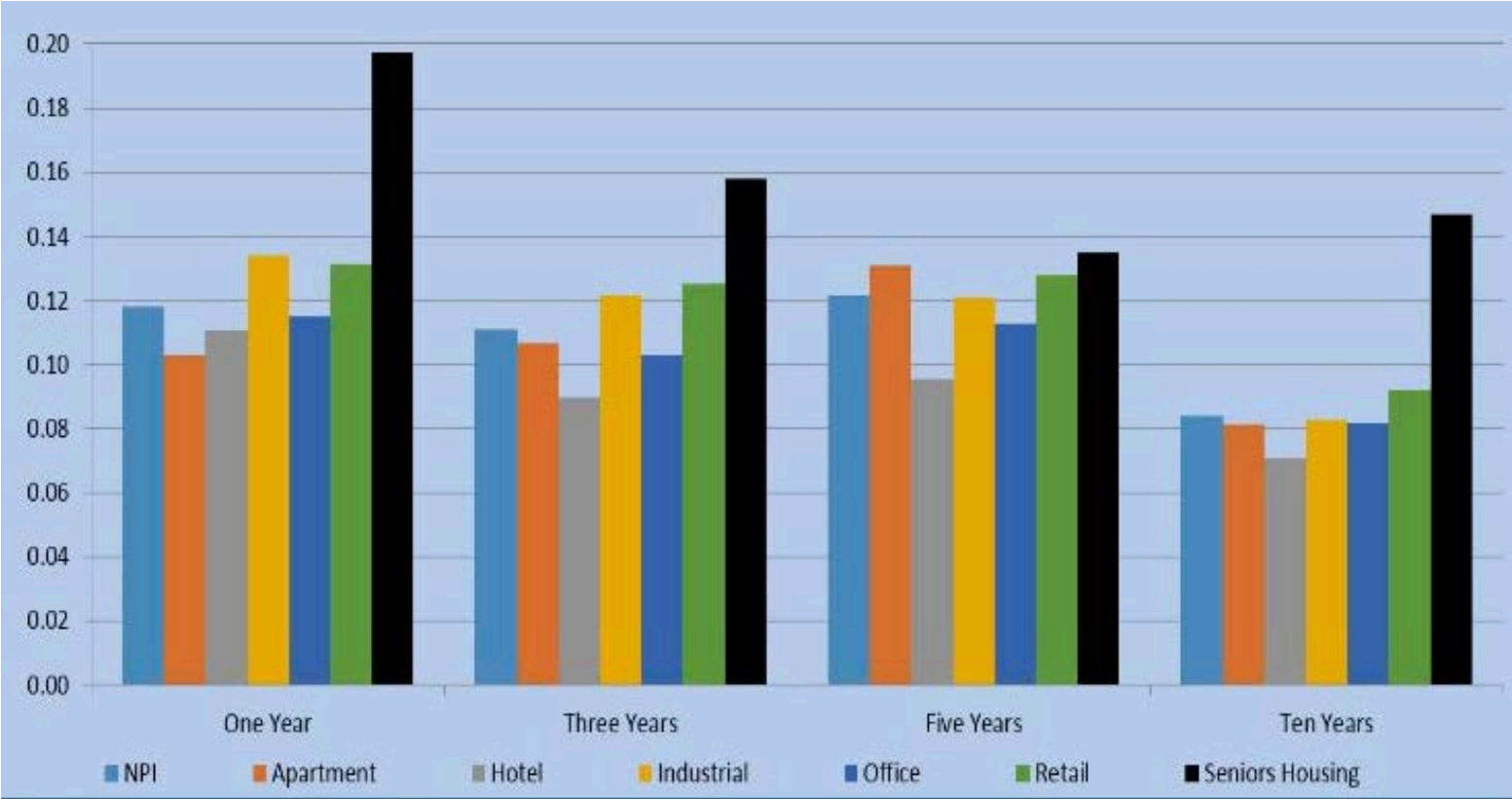
Construction is focused on **Independent (orange)** and **Assisted Living (Duke blue)** Units. **Nursing (grey)** and **Memory Care (UNC blue)** are declining.



Source: NIC Map Sector Trends 4Q2014

Senior Housing Returns

Senior housing returns outpace other property types (as of Q1 2015)



Source: NCREIF, NIC Map Data Service

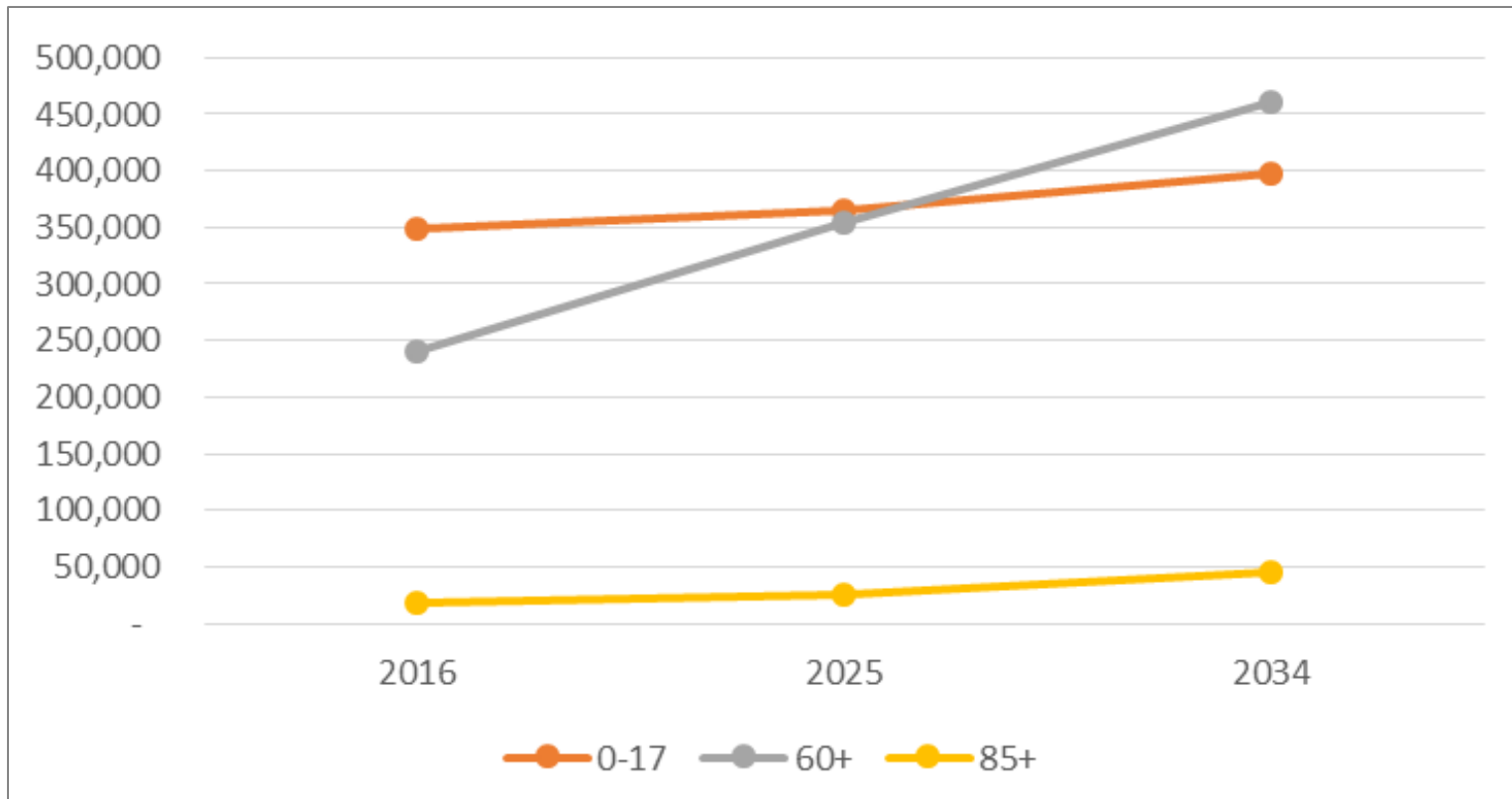
Aging Profile Comparison between NC & Wake County

Wake County is expected to grow approximately 2x more rapidly between 2014 - 2034 than the state of North Carolina.

AGING PROFILES											Growth Rate % Change Wake Co to State of NC
Ages	NORTH CAROLINA					WAKE COUNTY					
	2014		2034		% Change 2014-2034	2014		2034		% Change 2014-2034	
	Number	% of Population	Number	% of Population		Number	% of Population	Number	% of Population		
Total	9,953,687		12,020,298		21%	985,310		1,386,658		41%	196%
60+	2,033,282	20.4%	3,163,037	26%	56%	145,670	15%	331,090	24%	127%	229%
65+	1,455,043	14.6%	2,459,532	20%	69%	98,729	10%	247,999	18%	151%	219%
85+	169,479	1.7%	325,964	3%	92%	10,690	1%	31,472	2%	194%	211%

Triangle Population Projections

There will be more people older than 60 than those younger than 18 in the Triangle by 2034.



* Data includes Wake, Durham & Orange Counties



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