



CAMBRIDGE

Realty Capital Companies

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3/4/13

CRC - 1863

LATEST CENSUS DATA SUGGESTS SENIOR HOUSING/HEALTHCARE INDUSTRY WILL FAVORABLY BENEFIT FROM AGING POPULATION, EXPERT SAYS

A report released recently by the U.S. Census Bureau provides proof positive that growth in the number of older households shows no signs of slowing down.

Cambridge Realty Capital Companies Chairman Jeffrey A. Davis says the report shows the number of Americans born between 1945 and 1960 – the so-called baby boomers - accounted for 39 percent of all American households in 2012.

The share of households headed by 55 to 64-year olds has increased from 13 percent of all households in 1999 to 19 percent in 2012. And the percentage of householders 75 and older increased to 10 percent of all households in 2012, he noted.

"The increasing number of aging homeowners suggests we'll see significantly rising demand for long-term care housing for years to come," he said.

Cambridge Realty Capital is one of the nation's leading senior housing/healthcare lenders, with more than \$4.5 billion in closed transactions over the past two decades. The company is consistently ranked among the top FHA-approved HUD lenders in the country.

According to Davis, census data shows that gains by older householders have come at the expense of younger households. In 2012, households headed by adults 30 years or younger dropped to 13 percent from 16 percent in 1990.

Census data shows that in the growing elderly population, the majority are women who have either outlived their spouses or are no longer married. More than 15 million baby boomers are childless.

Already, 16 percent of frail adults aged 85 and older have no surviving children to help provide their care-giving. By 2040, when the oldest boomers are in their 90s, this number is expected to rise to 21 percent, he points out.

"Census data further reveals that 17 percent of baby boomers had only one child, which is more significant than may appear to be the case from a long-term care perspective," Davis said.

A recent University of Southern California research project on aging indicates that people 75 years of age or older without children are far more likely to end up in a nursing home facility, he points out.

"The clear increase in the number of households headed by older adults and the growing elderly population without children give the senior housing industry more reasons to expect the rising demand for long-term care to continue," he predicts.

Privately owned since its founding in 1983 as a real estate investment banker specializing in commercial real estate properties, Cambridge today has three distinctive business units: FHA-insured HUD loans, conventional financing, and investments and acquisitions. The company is one of the nation's leading nursing home, [assisted living](#) and healthcare debt and equity capital providers, with more than 400 closed transactions totaling more than \$4.5 billion since the early 1990's, when the firm began its specialization in providing senior housing capital.

Cambridge has consistently ranked among the country's top five FHA-insured HUD lenders (now HUD LEAN) over the last 15 years and offers an array of conventional lending options, including permanent construction and interim loans on either a floating or variable rate basis. The company's principal investment strategy includes direct property acquisitions and joint ventures, sale/leasebacks, conventional and mezzanine debt financing, and the acquisition of distressed debt.

Cambridge is the creator of *The Signature Experience*[™], a four-step process designed to transform the traditional lender/borrower relationship and identify "ideal" capital solutions for worthy projects. The company has a national origination office in Los Angeles, and numerous correspondent and brokerage relationships nationwide.

Cambridge publishes the bi-monthly e-PULSE!(R) electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients, as well as monthly updates of other relevant news and breaking trends. Additional information is available on the Cambridge website, www.cambridgecap.com, and Cambridge can be reached at (312) 357-1601 or via e-mail to info@cambridgecap.com.

The firm also has embraced social media and networking via Twitter at <http://twitter.com/cambridgecap> , via Facebook at <http://www.facebook.com/cambridgecap>, via blog at www.cambridgecap.com/blog, via YouTube at <http://www.youtube.com/user/ePulseLive>, and via LinkedIn at <http://www.linkedin.com/companies/454232>, where information on the firm and its employees can be found..

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