



CAMBRIDGE

Realty Capital Companies

125 SOUTH WACKER DRIVE | SUITE 1800 | CHICAGO, IL 60606 | M 312-357-1601 | F 312-357-1611
WWW.CAMBRIDGECAP.COM

PRESS RELEASE

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CAMBRIDGE CHAIRMAN SAYS COSTS AND REGULATORY ISSUES FOR ASSISTED LIVING OWNERS VARY ON A STATE-BY-STATE BASIS

The cost of assisted living is rising everywhere, with residents in the Northeast feeling the pinch more than others, a PulsePoints blog post on the Cambridge Realty Capital Companies website reveals.

Quoting Genworth Financial's 2013 Cost of Care Survey, Cambridge Chairman Jeffrey Davis notes that costs for assisted living are rising faster than other senior care categories. Residents of these facilities have typically been looking at a 3 percent to 5 percent annual increase in their base rate.

The most expensive assisted living communities in the country are in Alaska and four states in the Northeast: New Jersey, Delaware, Connecticut and Massachusetts. The least expensive states are mostly in the South: Missouri, Georgia, Kentucky and Alabama, with Michigan an outlier.

Davis said the Genworth study covers more than 15,300 long term care providers in 437 regions nationwide. According to the report, at least 70 percent of people over 65 will need long-term care services at some point in their lifetime.

While most people think of long-term care as impacting only those in their senior years, 40 percent of people currently receiving long-term care are between ages 18 to 64.

The Cambridge PulsePoints blog post makes the point that there are no national regulations concerning how an assisted living community is licensed or how it must be maintained. The properties are regulated on a state-by-state basis, which makes things challenging for owners of nationwide facilities.

"This lack of uniformity can be an issue for multi-facility owners because it interferes with efforts to create a standardized system of management. Dealing with different regulations in multiple states can mean higher costs that must be passed along to residents and may have an impact on funding," he said.

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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Contact:

Evan Washington

Phone: (312) 521-7604

Fax: (312) 357-1611

E-Mail: ew@cambridgecap.com