



**THE PREMIER BROKER FOR
SENIOR HOUSING & HEALTHCARE FACILITIES**

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THE WILLOWS ADULT HOME

ORLEANS COUNTY

459 East Oak Orchard Street
Medina, New York 14103



TURN-KEY OPPORTUNITY • POSSIBLE EXPANSION

24 Units – All Private Rooms

100% Private Pay

EXCLUSIVE OFFERING AT \$ 875,000

PrestigeGroupSeniorHousing.com
PrestigeGroup.com

THE WILLOWS

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THE WILLOWS

EXECUTIVE SUMMARY

Prestige Group Is Proud To Present This Exclusive Offering

“The Willows Adult Home”

ORLEANS COUNTY

**459 East Oak Orchard Street
Medina, New York 14103**

The Willows Adult Home is a meticulously maintained assisted living facility. It has been privately owned and operated by the current ownership for approximately 25 years.

Licensed for 24 residents, it houses 24 private rooms with baths.

All residents are private pay.

The Willows Adult Home enjoys an excellent reputation in the area.

This is a great turn-key opportunity for a buyer and offers expansion possibilities.



THE WILLOWS PROPERTY OVERVIEW

IMPROVEMENTS

Site Size:	158.5' x 700'
Site Shape:	Rectangular
Stories:	One
Age:	25+/- Years
# Bedrooms:	24
# Bathrooms:	12
Floor Covering:	Composition on Concrete Slab
HVAC:	Gas Hot Air, Central A/C
Roof:	Dual Pitch Metal Covered
Foundation:	Concrete
Security System:	Yes
Water and Sewer:	Public
Kitchen:	Commercial
Dining Area:	Yes
Living Area:	Yes
Sitting Room:	Yes
Laundry Area:	Yes
Additional Spaces:	Foyer, Storage Room , Janitor Closet, 3 Storage Sheds
Zoning:	R-1, Residential - Appears to be Pre-Existing Non-Conforming
Hospital Nearby:	Medina Memorial Hospital 1.6 Miles

THE WILLOWS

INCOME AND EXPENSES

The Willows
Profit and Loss
Jan-Dec 2020

INCOME

Revenue	
Resident Room & Board	\$549,807
Meals Sold	\$80
Interest Earned	\$26
Discounts Earned	\$5
	<hr/>
Total Rev Accounts	\$549,918

TOTAL INCOME **\$549,918**

EXPENSE

Dietary Expenses	\$29,418
Resident Care Expenses	\$1,252
Activities Expense	\$739
Housekeeping Expense	\$5,811
Bldg & Grounds Expenses	\$25,340
Office Expense	\$42,863
Utilities	\$14,982
Real Estate Taxes	\$27,138
Miscellaneous Expenses	\$500
Payroll Expenses	\$302,222
Employee Benefits	\$48,564
TOTAL EXPENSES	\$498,829

NET INCOME **\$51,089**

THE WILLOWS RENT ROLL

August 2021 — 13 Residents

4 @ \$3,875/month	\$ 15,500
4 @ \$4,340/month	\$ 17,360
3 @ \$4,960/month	\$ 14,880
2 @ \$3,000/month	\$ 6,000
TOTAL	\$ 53,740

THE WILLOWS LICENSE



THE WILLOWS AERIAL VIEW



THE WILLOWS PHOTOGRAPHS



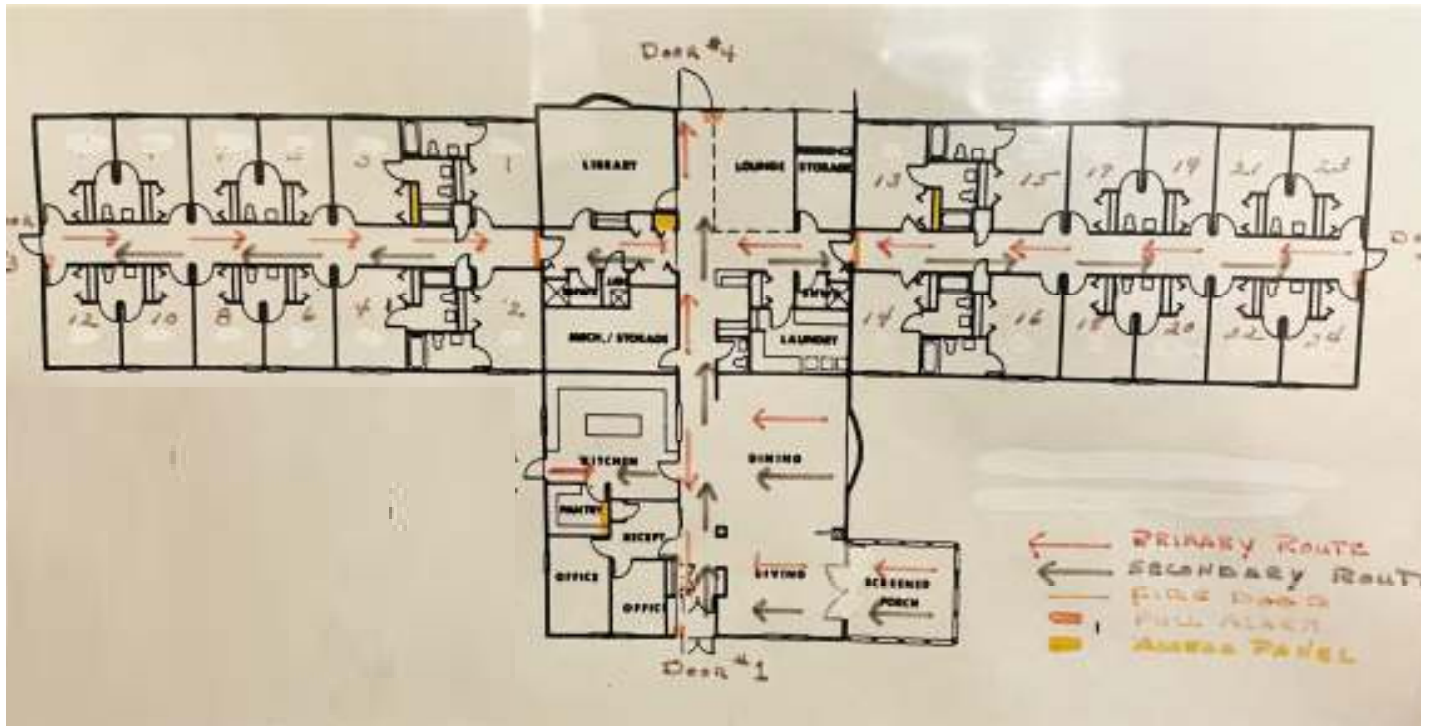
THE WILLOWS PHOTOGRAPHS



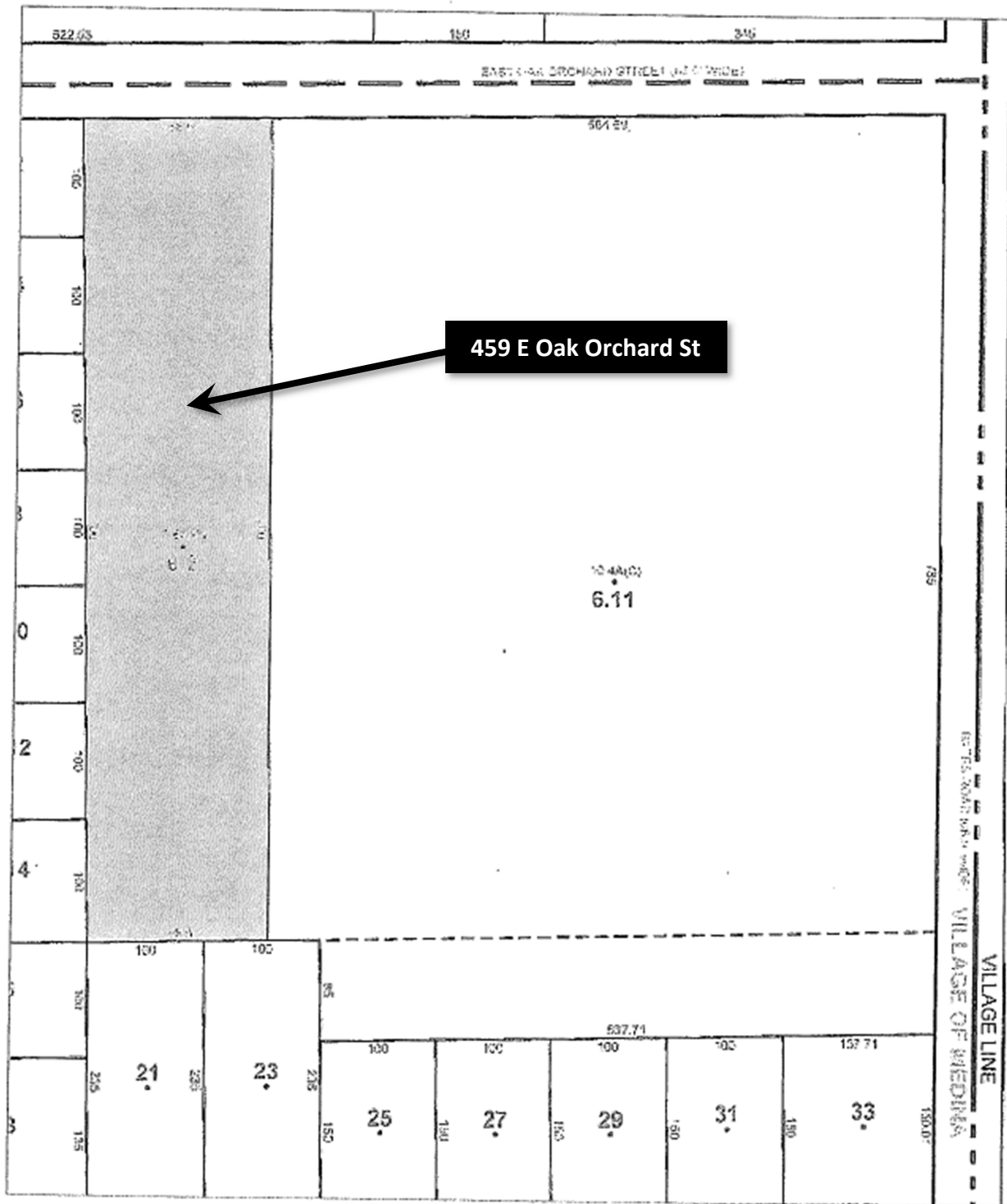
THE WILLOWS PHOTOGRAPHS



THE WILLOWS FLOOR PLAN

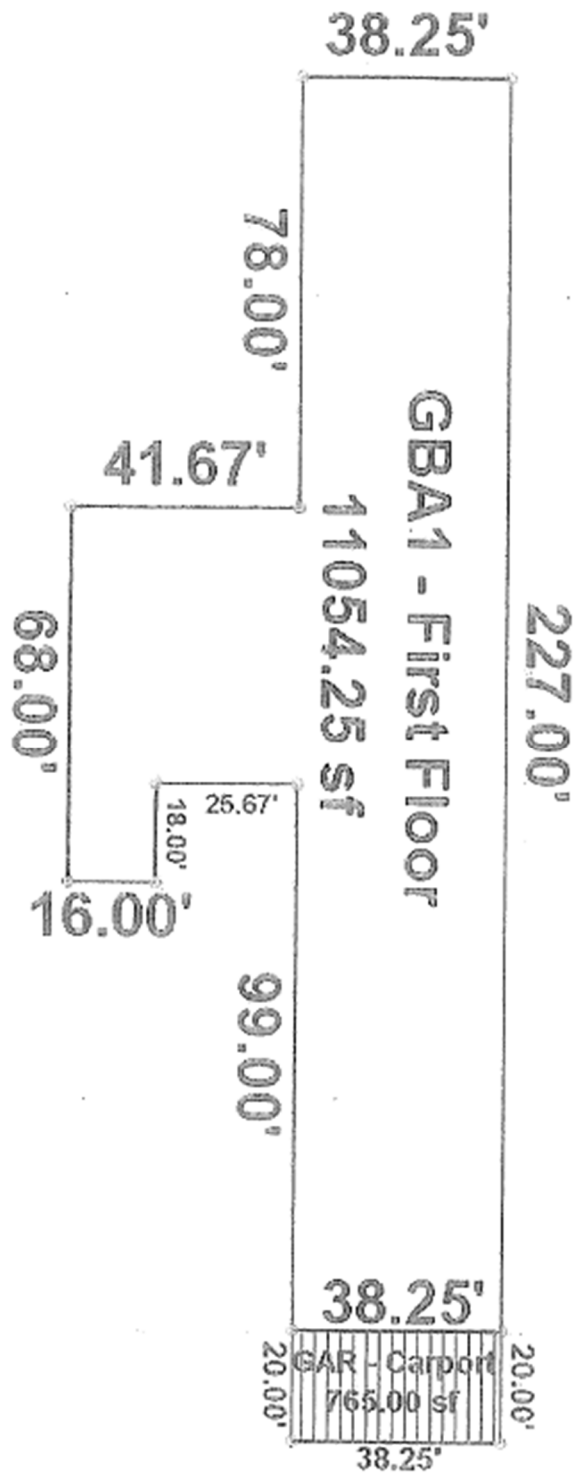


THE WILLOWS TAX MAP



THE WILLOWS

BUILDING FOOT PRINT



THE WILLOWS DEMOGRAPHICS



ECONOMY

Median household income in Medina, NY is \$43,779. In 2019, the place with the highest Median Household Income in Medina, NY was Census Tract 403 with a value of \$64,485, followed by Census Tract 404 and Census Tract 405, with respective values of \$48,899 and \$39,058.

Males in New York have an average income that is 1.29 times higher than the average income of females, which is \$64,156. The income inequality in New York (measured using the Gini index) is 0.497, which is higher than the national average.

The economy of Medina, NY employs 2,72k people. The largest industries in Medina, NY

are Manufacturing (566 people), Retail Trade (365 people), and Health Care & Social Assistance (330 people), and the highest paying industries are Agriculture, Forestry, Fishing & Hunting, & Mining (\$58,405), Public Administration (\$54,773), and Professional, Scientific, & Technical Services (\$51,289).

THE WILLOWS DEMOGRAPHICS

Median Household Income

\$43,779

2019 VALUE

+ \$6,171

10.2%

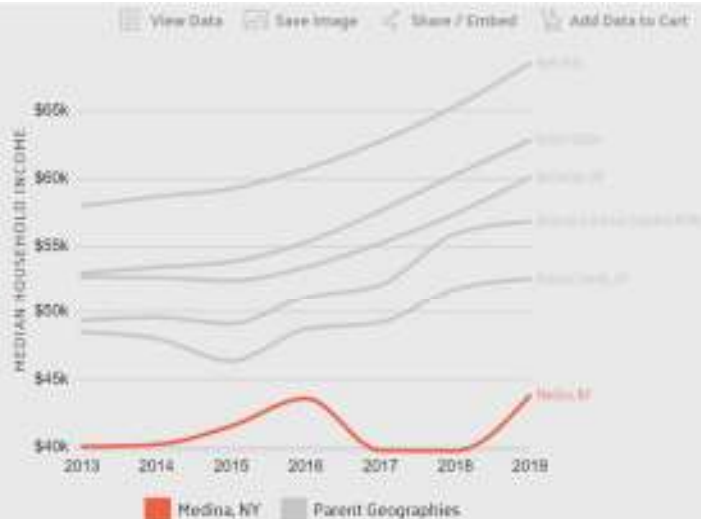
1 YEAR GROWTH

+ 17.2%

Households in Medina, NY have a median annual income of \$43,779, which is less than the median annual income of \$65,712 across the entire United States. This is in comparison to a median income of \$39,710 in 2018, which represents a 10.2% annual growth.

The following chart shows how the median household income in Medina, NY compares to that of its neighboring and parent geographies.

Data from the Census Bureau ACS 5-year Estimates



Employment by Occupations

2.72k

2019 VALUE

+ 326

6.63%

1 YEAR GROWTH

+ 16.7%

From 2018 to 2019, employment in Medina, NY grew at a rate of 6.63%, from 2,55k employees to 2,72k employees.

The most common job groups, by number of people living in Medina, NY, are Sales & Related Occupations (198 people), Office & Administrative Support Occupations (277 people), and Production Occupations (262 people). This chart illustrates the share breakdown of the primary jobs held by residents of Medina, NY.

Data from the Census Bureau ACS 5-year Estimates



HEALTH

97.5% of the population of Medina, NY has health coverage, with 43.6% on employee plans, 29.4% on Medicaid, 13.4% on Medicare, 10.2% on non-group plans, and 0.831% on military or VA plans.

Per capita personal health care spending in New York was \$9,778 in 2014. This is a

4.57% increase from the previous year (\$9,351).

Primary care physicians in Orleans County, NY see 13537 patients per year on average, which represents a 0.908% decrease from the previous year (13661 patients). Compare this to dentists who see 4484 patients per

year, and mental health providers who see 1614 patients per year.

Comparing across all counties in the state, Orleans County has the highest prevalence of diabetes (15.7%). Additionally, Chenango County has the highest prevalence of adult obesity (39.3%)

THE WILLOWS

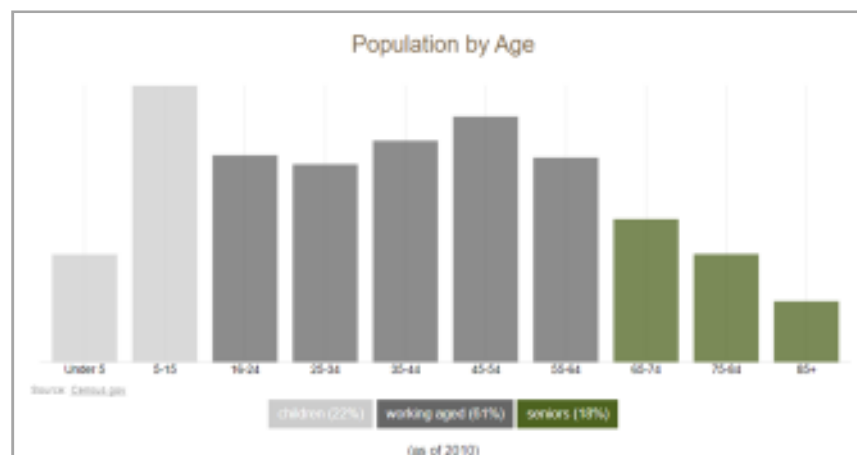
SENIOR POPULATION DEMOGRAPHICS

Key Senior Statistics



Use these key statistics to learn more about Medina, NY seniors.

- **18%** of the population of Medina, NY are seniors Source: [Census.gov](https://www.census.gov)
- **38%** of those seniors living in Medina, NY are living alone Source: [Census.gov](https://www.census.gov)
- **5%** of Medina senior households have an annual income of less than \$10k and **26%** less than \$20k Source: [Census.gov](https://www.census.gov) ACS
- **22%** of Medina, NY residents 60 and over received food stamps in the last year Source: [Census.gov](https://www.census.gov) ACS
- The average Social Security Income in Medina is **\$16,403/year** Source: [Census.gov](https://www.census.gov) ACS
- The median household income for a Medina senior is **\$37,375** Source: [Census.gov](https://www.census.gov) ACS
- Compared to other states, New York ranks **41st** for Long Term Care and **21st** for America's Health Rankings Source: [AmericasHealthRankings.org](https://www.americashealthrankings.org)
- There are **138** working seniors in Medina Source: [Census.gov](https://www.census.gov) ACS
- **20%** of the seniors in Medina are veterans Source: [Census.gov](https://www.census.gov) ACS



THE WILLOWS AREA INFORMATION

Medina is a village and sits in the towns of Shelby and Ridgeway in Orleans County. Orleans County is in western New York state. It's northernmost border is Lake Ontario. The Erie Canal crosses through the town. It is considered part of the Rochester Metropolitan Statistical Area. It is a short distance from the cities of Buffalo and Niagara Falls and Rochester.



The economy of the region is fueled by education, business, light manufacturing and tourism.

Orleans County is part of the "Finger Lakes Area" of New York State. The county has strong college and university opportunities. Agriculture, especially dairy farming are major parts of the economy especially in rural areas. The wine industry is a fast growing part of the economy as well.

The area is serviced by major highways and interstates as well as 4 rail stations including Rochester, Buffalo-Depew, Buffalo-Exchange and Niagara Falls.

Airports in the area include the Buffalo-Niagara International Airport, Greater Rochester International Airport and Niagara Falls Airport.

THE WILLOWS MAPS



THE WILLOWS

CONFIDENTIALITY AND DISCLAIMER

PROPERTY ADDRESS: 459 EAST OAK ORCHARD ST., MEDINA, NEW YORK 14103

This Offering Memorandum has been prepared by Prestige Group (hereafter known as Prestige) and, does not purport to be all-inclusive. All projections have been developed by Prestige, the Owners and designated sources and are based upon assumptions relating to the general economy, competition and other factors beyond the control of Prestige or the Owners, and therefore are subject to variation. Prestige, Owners and its employees disclaim any and all liability for inaccuracies, representations and warranties, expressed and implied, contained in, or for omissions from Offering Memorandum or any other written or oral communication transmitted or made and we expect prospective purchasers to exercise due diligence to verify all information.

The Owners reserve the right, in their sole discretion, to reject any and all expressions of interest or offers regarding the Property at any time with or without notice. The Owners shall have no legal commitment or obligation to any entity making an offer to purchase the Property unless and until a written agreement of sale for the purchase of the Property has been fully executed, delivered and approved by the Owners and its legal counsel. Prestige is not authorized to make any representations or agreements on behalf of Owners.

By accepting this Offering Memorandum, Buyer agrees (I) to hold and treat it in the strictest of confidence, (II) not to disclose the offering Memorandum or any of its contents to any other entity (except outside advisors retained by you) without the prior written authorization of the Owners or Prestige (III) not to use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Owners or Prestige.

In consideration for this introduction, Buyer agrees that should Buyer enter into negotiations or agreements with respect to the Property the same shall be done through Prestige. In the event that Buyer violates this Agreement, both Prestige and Owner(s) shall be entitled to all remedies provided by law, including, but not limited to, injunctive relief and damages. In the event that Buyer disclosed the availability of this property to a third party and this third party or the Buyer purchases the above Property without Prestige, then Buyer in addition to the remedies specified herein, will responsible for the payment of Prestige's commission.

Buyer acknowledges that they are working with Prestige as Exclusive Broker and Buyers are not represented by any other real estate broker or agent. Buyer also agrees that they will not contact Owner or Owner's Employees directly or indirectly under any circumstances. Additional information and an opportunity to inspect the Property will be made upon request to Prestige.

Prestige, understands and acknowledges that if the Potential Buyer is a "publically traded company" on the New York Stock Exchange, and that the existence of discussion regarding Potential Buyer's interest in the Potential Transaction may be material non-public information about Potential Buyer. Prestige, Owner and their respective affiliates and Representatives will comply with all federal and state securities laws as they relate to the purchasing or selling of securities of Potential Buyer after receipt of material non-public information about Potential Buyer.

ACKNOWLEDGED, AGREED AND ACCEPTED this _____ day of _____, 2021, by

Buyer's Signature

Buyers Company (Print)

Buyer's Name (Print)

Buyer's Email Address (Print)

Buyer's Mailing Address (Print)

Buyer's Cell Number (Print)

Buyer's Office Number

Buyer's Fax Number