

Senior Housing in Your IRA: **An Expert Introduction for Investors**



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Today's Agenda

- ❖ Introducing Senior Living Segments
- ❖ Reviewing Market Demographics
- ❖ Understanding Supply and Demand
- ❖ Q&A





Meet Your Host



Jacob Marchini



Over 9 Years at Entrust



Provides Service and Support to new clients and Referral Partners



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\$5B

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Administration



24k+

Active
Investors



40+

Years of
Service



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Point of
Contact

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Jim Flint

SENIOR MANAGER

Jim Flint is a real estate entrepreneur with over 40 years of experience turning underperforming assets into long-term cash flow. He owns and operates self-storage facilities in Alabama and co-manages ABW Growth & Income Funds 7 and 8. Flint also co-founded FDA Lending, a private credit platform focused on retail-backed loans, and leads ABW REOs, which has acquired and repositioned residential and group-home assets since 2009. His hands-on expertise spans lending, operations, and brokerage—giving him a full-circle perspective on value creation across ABW's investment platforms.



Geoff Stephen

DIRECTOR OF FINANCE

Geoff Stephen brings over 20 years of capital markets and structured finance experience to ABW. As co-manager of multiple ABW Growth & Income Funds, he leads acquisition underwriting, investor reporting, and debt strategy. Geoff also oversees lending and note acquisitions through FDA Lending and ABW REOs, and manages income-producing real estate across several states. His ability to align capital strategy with operations makes him a key driver of investor returns across ABW's diverse real estate platforms.



Vern Harris

ACQUISITIONS SPECIALIST

Vern Harris is a seasoned entrepreneur and real estate investor with over 35 years of business experience. A Certified Senior Housing Investment Professional (CSHIP) and Certified Business Intermediary (CBI), Vern has completed more than 80 assisted living transactions totaling over \$100 million. He founded the **B I H I G K T C O J B H T** **K K A T I h a o i H U ~ I K a h I H C I K** the Colorado Chapter of the RAL National Association, which now includes over 1,100 members.

“A Once-in-a-Generation Opportunity”



- 4.6 % Annual Growth Rate 80+ pop.
- 87.4 % record occupancy.
- 43 k / 63 k max vs. annual need

560k

Three Factors Needed To Make a Profitable Real Estate Investment

1. Demand for that type of property.
2. A property that fills a need in the marketplace where it is located.
3. An operator or manager to operate the business correctly



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Age-restricted multifamily setting with hospitality and social services. Residents are generally able to manage daily activities with minimal assistance.

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Provides personal care services, 24-hour supervision, and assistance with activities of daily living (ADLs). Residents typically need help with 2-3 ADLs.

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Specialized care for residents with Alzheimer's and other forms of dementia. Features secure environments and specialized programming.

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Provides 24-hour skilled nursing care, rehabilitation services, and medical monitoring. Serves residents with highest acuity needs or those requiring short-term rehabilitation.

Senior Housing Market Overview

Market Size

24,900
Investment-grade properties

3.2 million
Total units

\$477.8 billion
Total market value

Ownership Structure

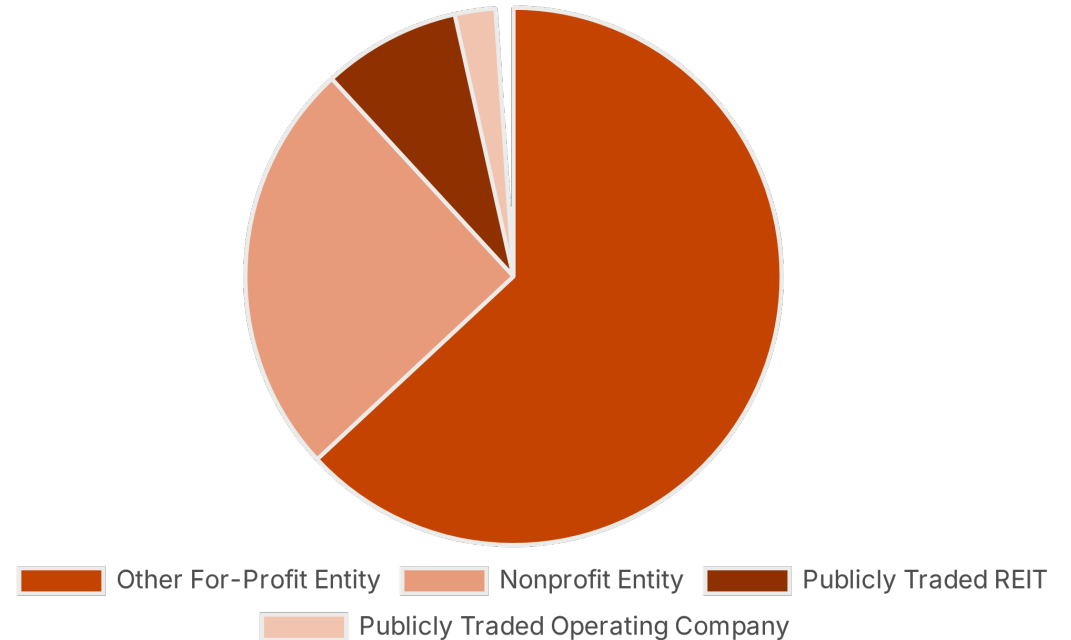
72% owned by private for-profit entities (\$234.6B)

9.4% owned by publicly traded REITs (\$31B)

2.8% owned by publicly traded operating companies (\$9.1B)

15.8% owned by nonprofit entities (\$93.2B)

Implied Market Value of Senior Housing Properties (in \$ billions)

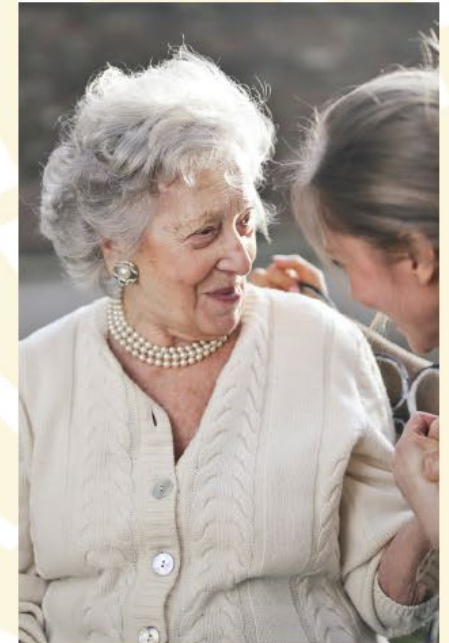
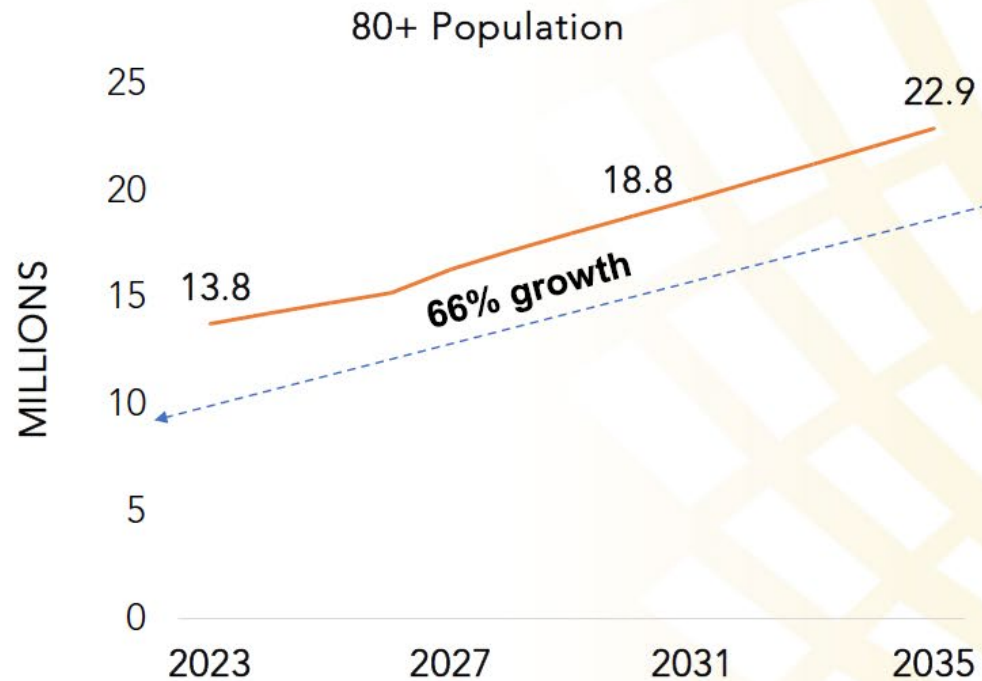


Investment-Grade Definition: Age-restricted properties with at least 25 units/beds that charge market rates for housing and services offered.

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By 2030, over 73 million Americans will be age 65+, with the 75+ population growing by more than 6% annually.

Population Age 80+ Growing Rapidly



Source: U.S. Census Bureau Projections, 2022



NIC Academy
Education Programs for Senior Living & Care Professionals

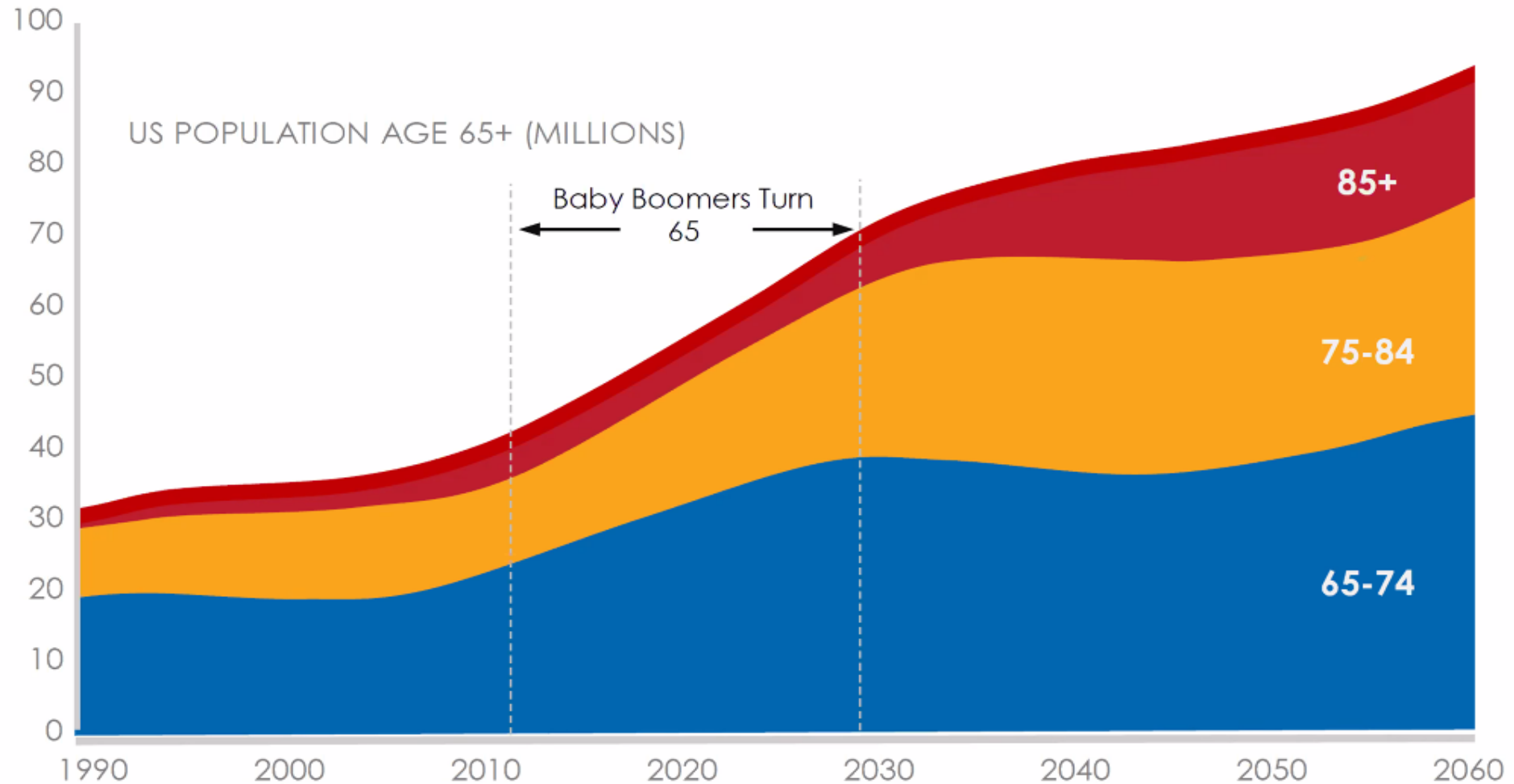
2025 Senior Housing
BOOT CAMP

Aging Population Explosion:

By 2030, over 73 million Americans will be age 65+, with the 75+ population growing by more than 6% annually.



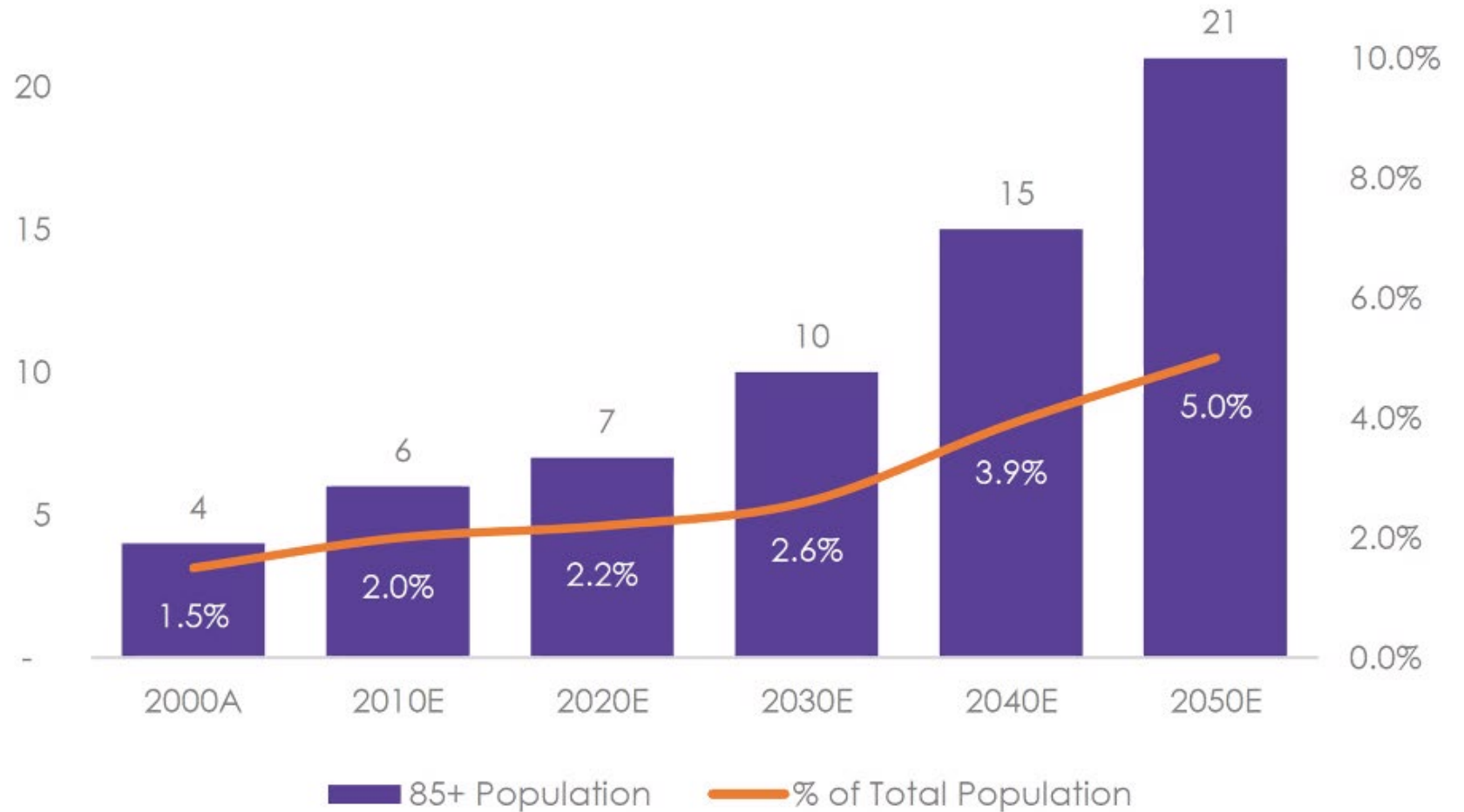
The elderly population is growing rapidly and living longer



SOURCE: U.S. Census Bureau, *National Intercensal Estimates*, and *2014 National Population Projections*, December 2014. Compiled by PGPF

The Growing Care Gap:

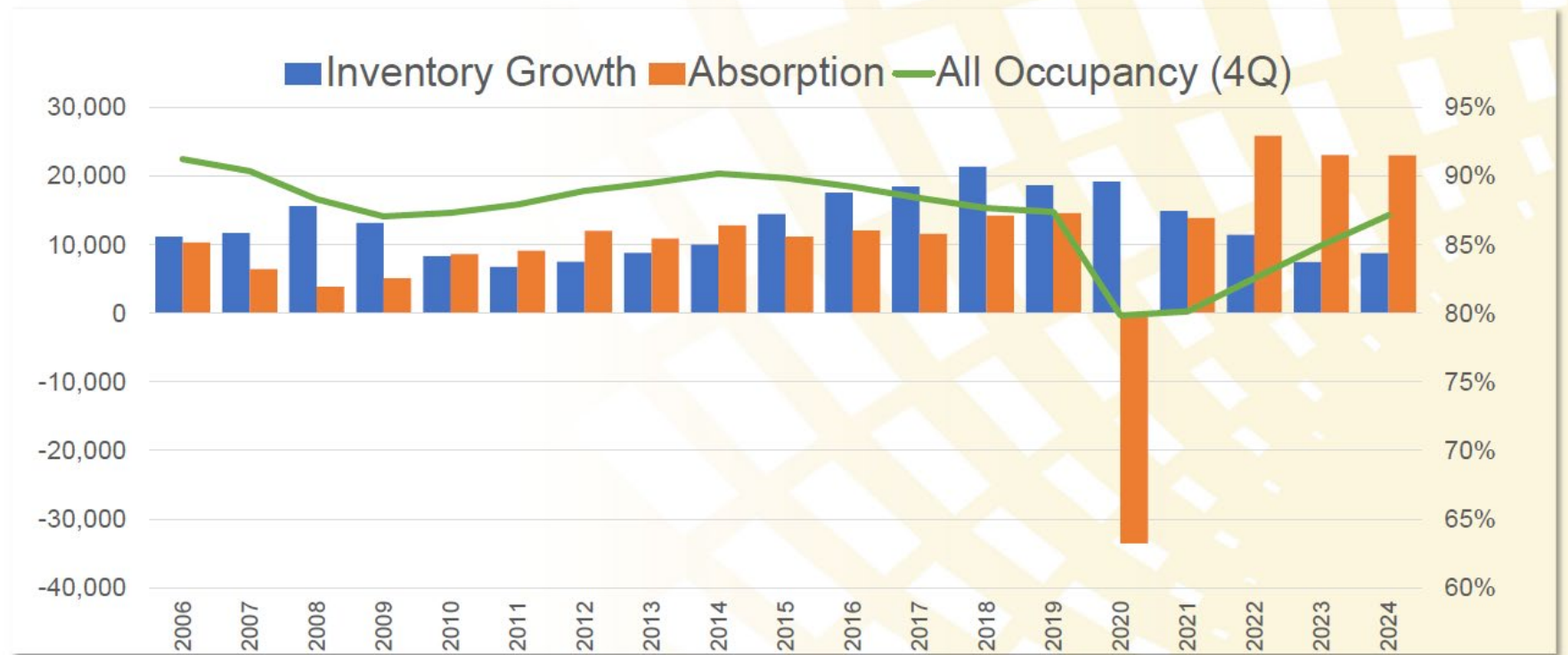
As lifespans increase, more older adults need help with activities of daily living (ADLs). But family caregivers are shrinking in number—today, seven relatives support each elder. By 2030, that number will drop to just four, creating a 75% greater demand for professional senior care over the next 15 years.



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The persistent gap between supply and demand highlights significant opportunities for investors to address the unmet demand in the senior housing market.

Three Years of Strong Demand

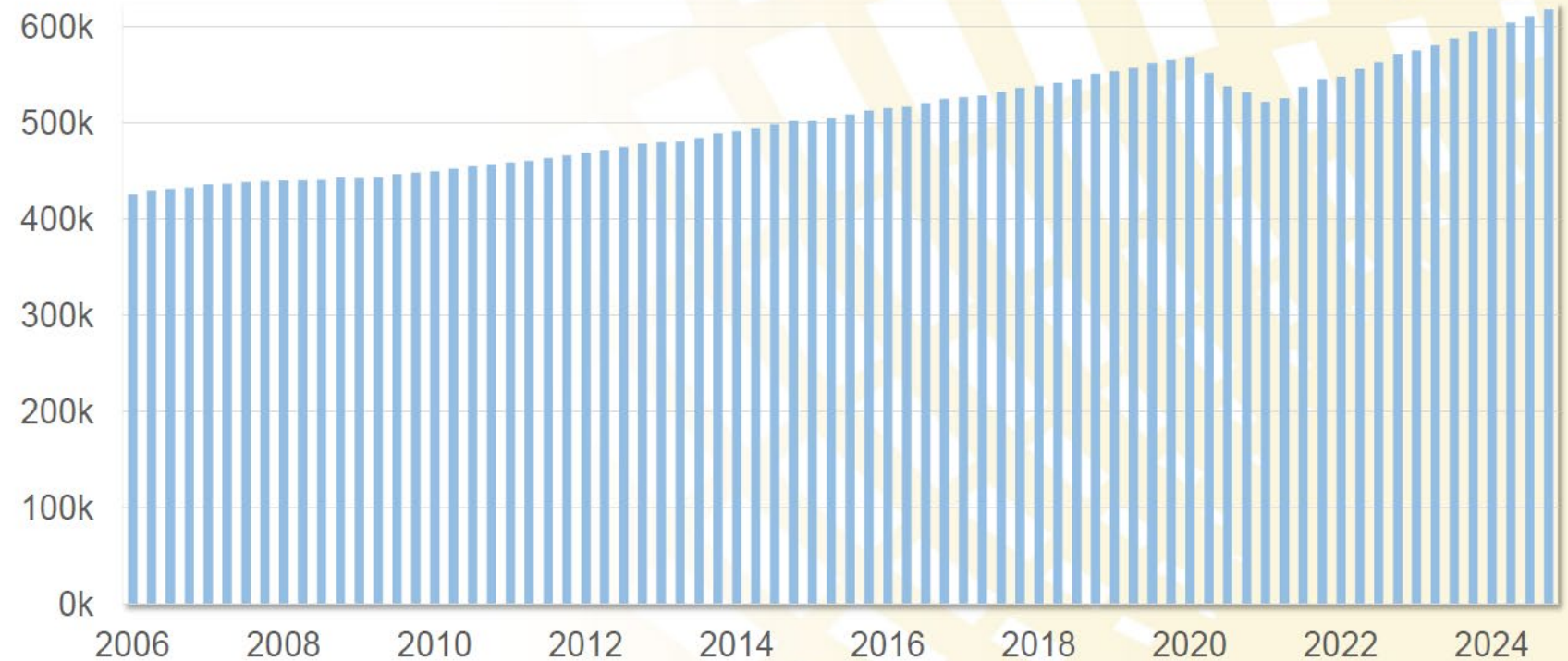


Source: NIC MAP®, 31 Primary Markets

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count = Ğ ĞŲĥ
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Occupied Units Continue Climbing To New Record Highs



Source: NIC MAP®, 31 Primary Markets, Units



NIC Academy
Education Programs for Senior Living & Care Professionals

2025 Senior Housing
BOOT CAMP

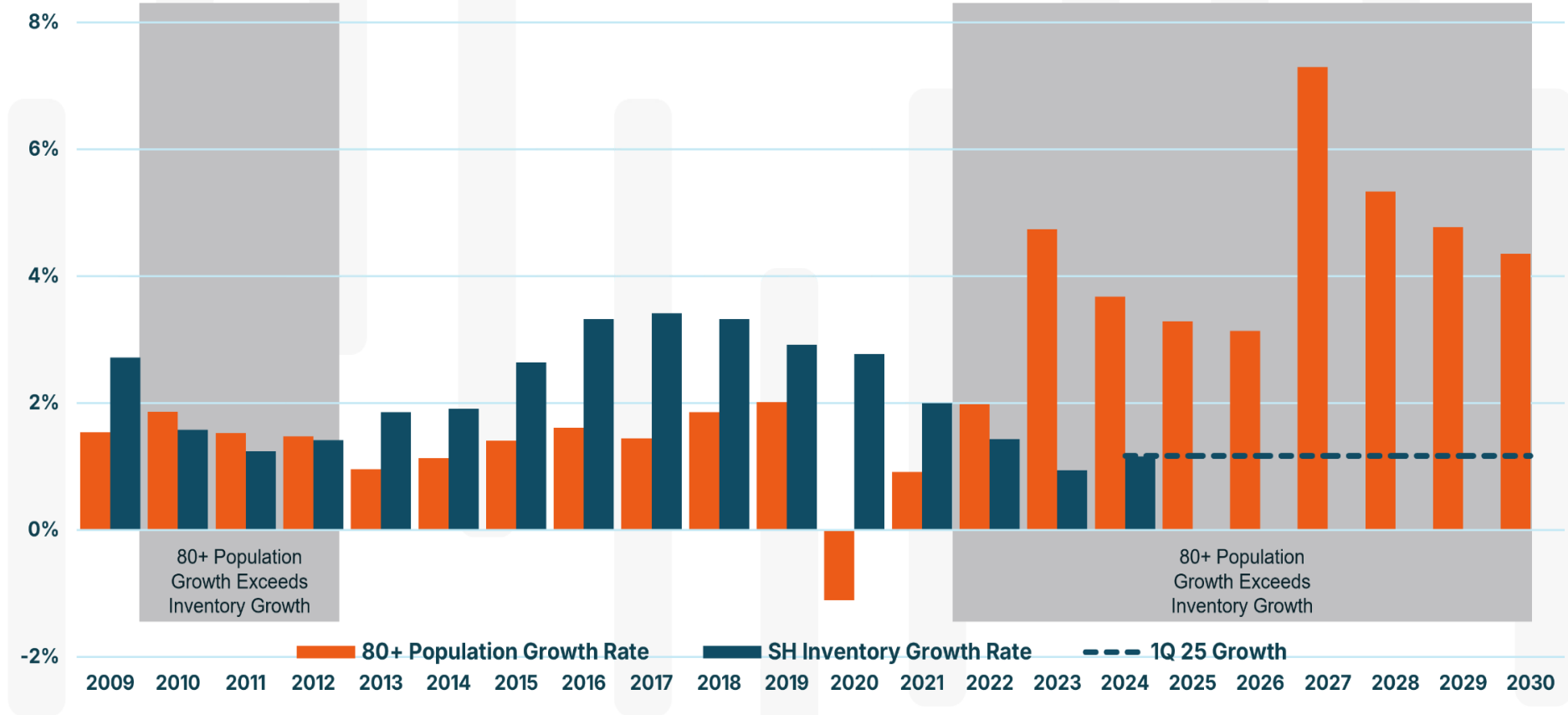
Demand Is Lapping Supply

80+ population growth outruns new inventory; occupancy and pricing power follow.

Resident growth eclipses community growth for years, not quarters.

80+ Population Growth Now Materially Exceeds Inventory Growth

Senior Housing Has Returned to a Favorable Balance of Resident Growth vs. Inventory Growth

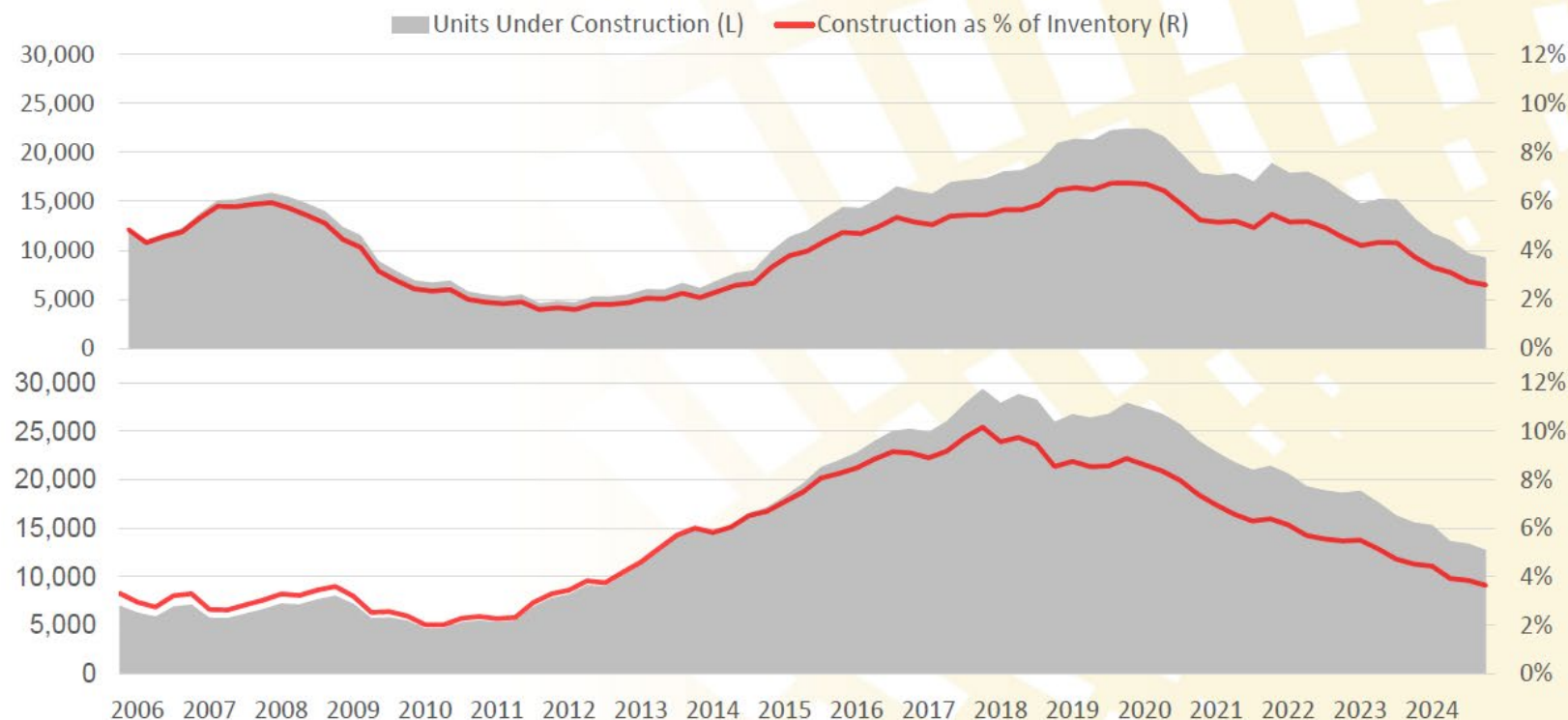


Source: NIC MAP® Data, Primary and Secondary Markets; OECD.

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Reduced construction activity contributes further to the ongoing imbalance between rising demand and stagnant supply, likely to drive occupancy rates higher.

Senior Housing Units Under Construction Least Since 2014



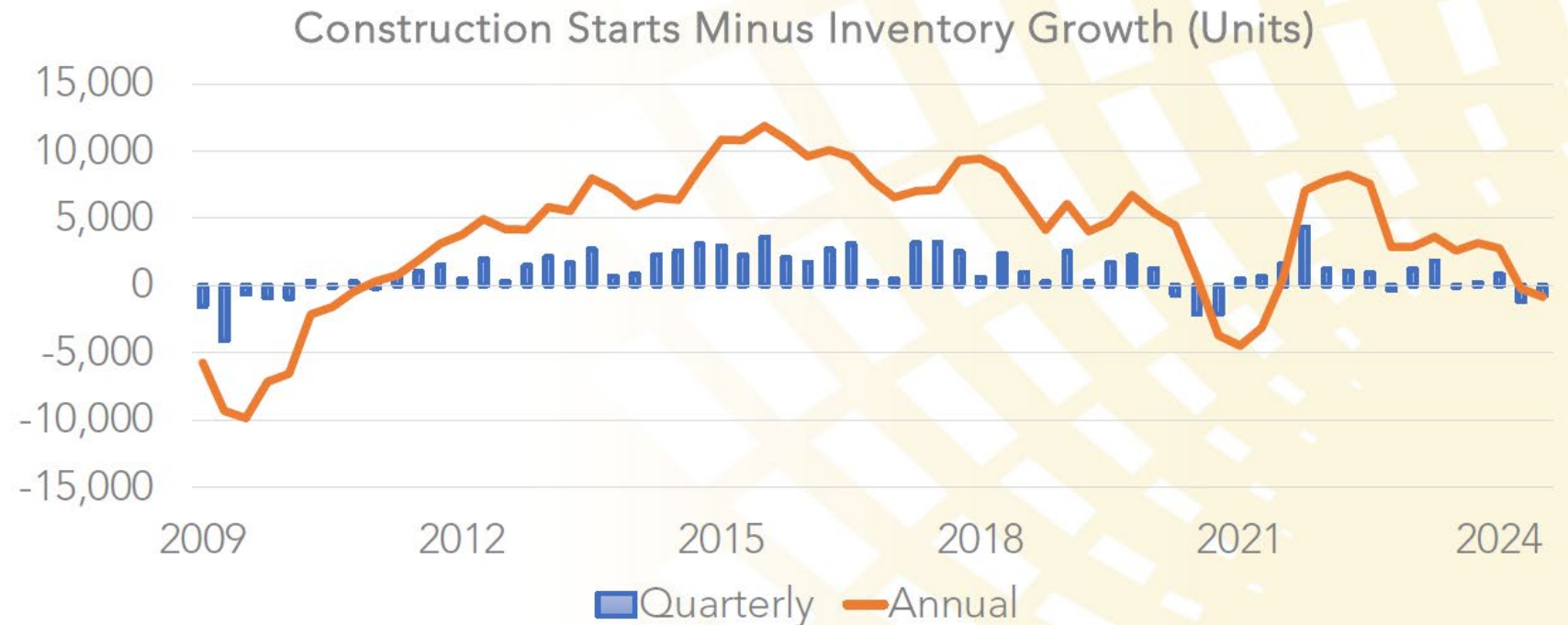
Source: NIC MAP®, 31 Primary Markets

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The U.S. needs approximately 560,000 new senior housing units by 2030,

but only 191,000 are projected to be delivered.

Starts Now Below Inventory Growth



Source: NIC MAP®

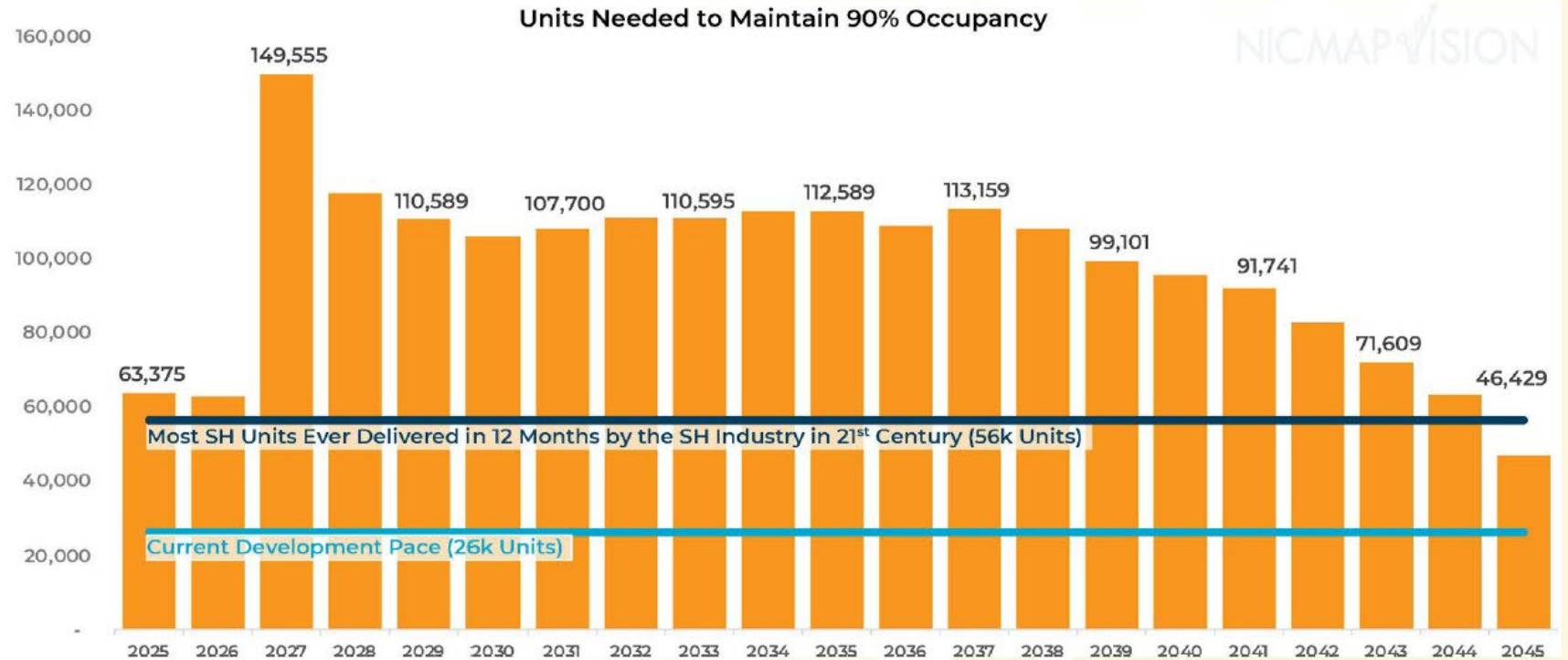
"We're watching demand ramp while the pipeline dries up—that's textbook pricing power for existing assets."

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Rising construction costs, tight debt markets, zoning hurdles—keep new supply muted.

Operators with capacity can push rents & occupancy; investors capture NOI growth.

Projected Growth in Demand for Units



Peak Need (2027)

149,555

≈5.75× current pace •
≈2.67× record year

Current Development
Pace

26,000 / yr

Most recent run-rate

Best Year Ever
Delivered

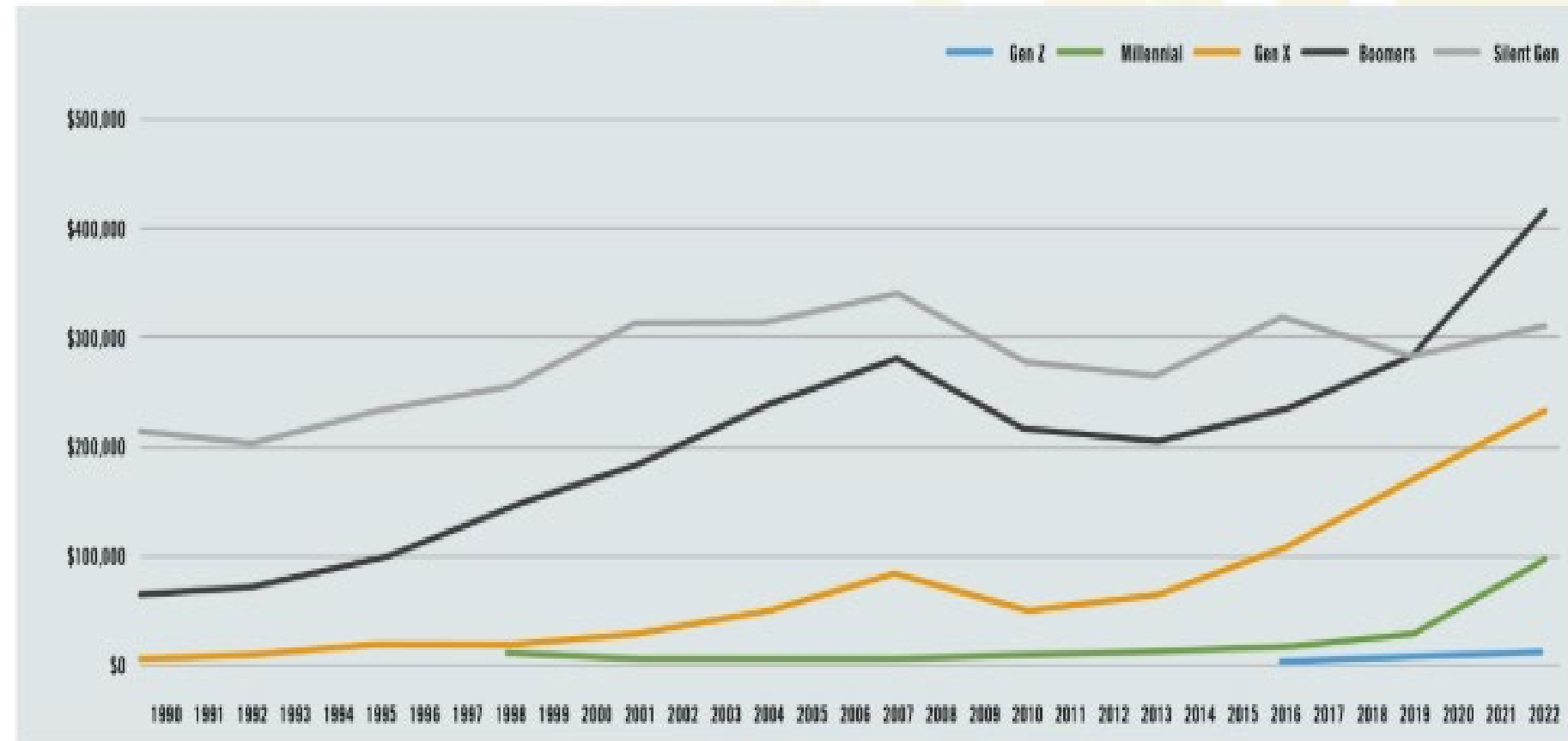
56,000 / yr

21st-century record

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Families can fund
 today's rates and
 tomorrow's increases
 calmly, without panic.

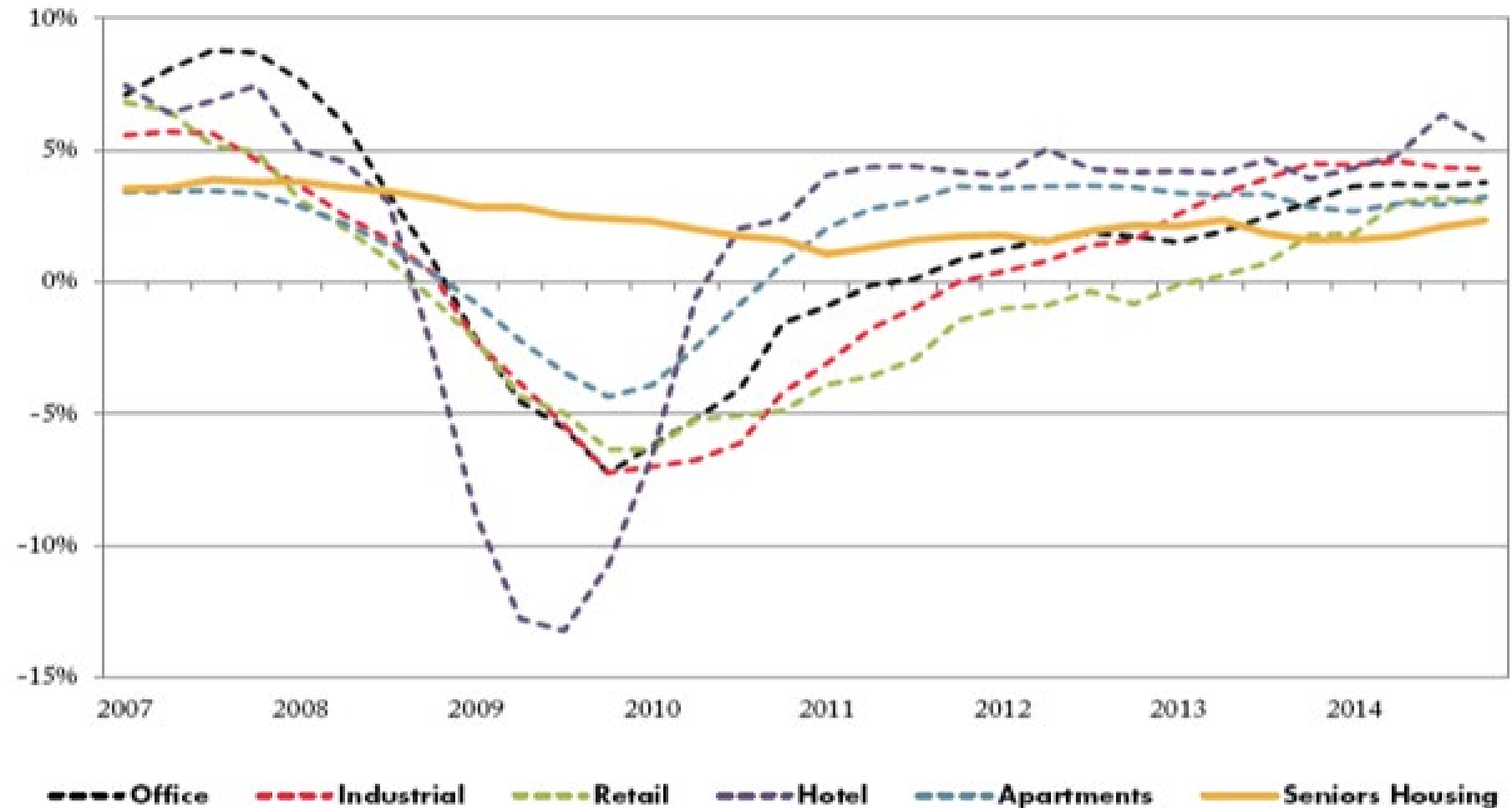
Median Net Worth by Generation
 1990-2022



Performance & Resilience:

Rent growth in seniors housing has been *more stable and less prone to fluctuations* than in other types of commercial real estate

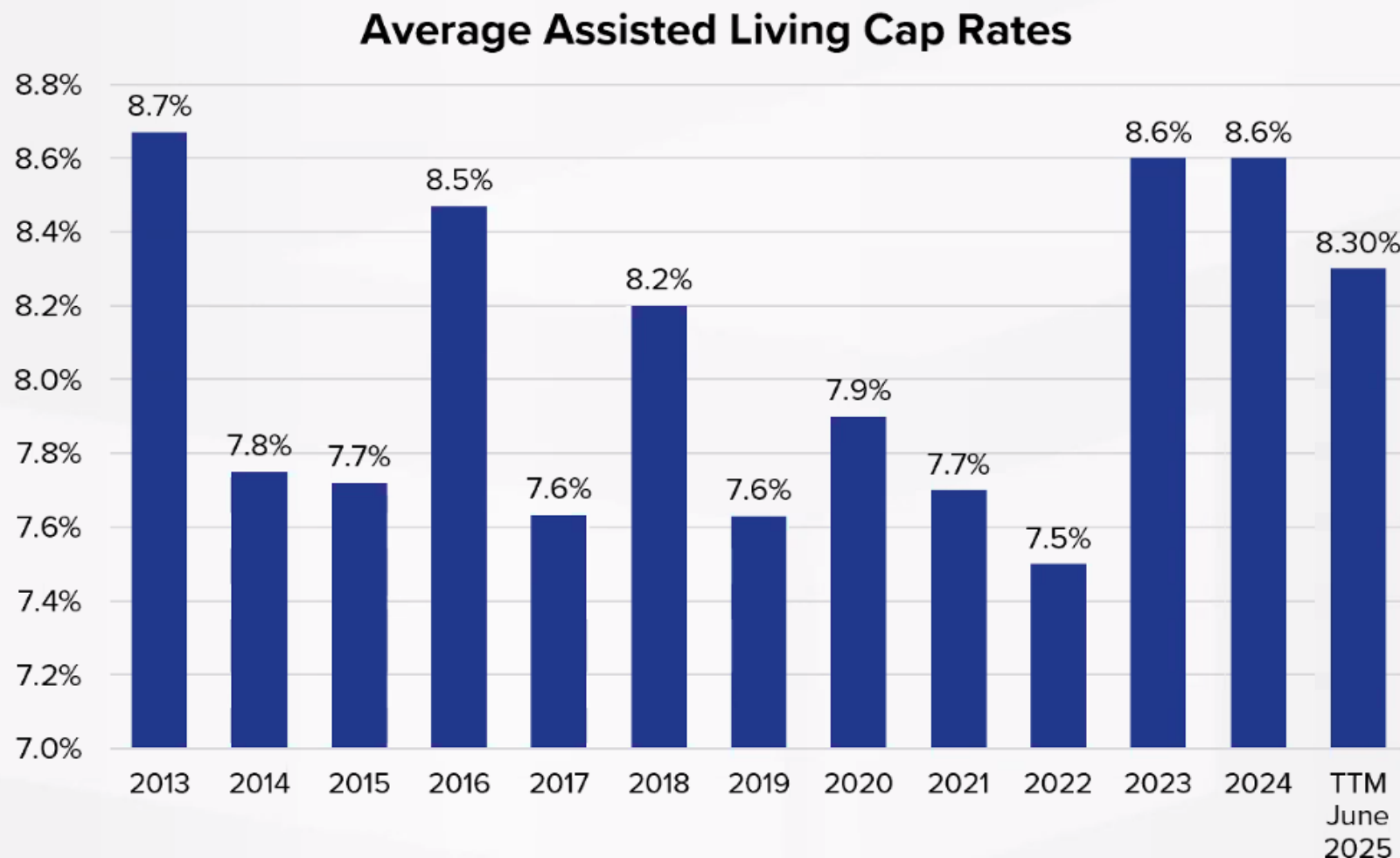
FIGURE 9: Annual Asking Rent Growth By Property Type



Source: Costar Portfolio Analytics, Smith Travel, NIC MAP

Cap Rates: Senior Living vs Other CRE Sectors:

Assisted living cap rates remain high, averaging 8.3%—comparable to the riskier Tū Ġġ ĠĠĠ but well above 7.5% and 7.0%. Investors demand this spread due to perceived operational and labor risks, but it also highlights opportunity: well-run senior housing communities can deliver returns that far outpace core real estate sectors.



Source: [The Senior Care Acquisition Report, 2025](#) & [LevinPro LTC](#)

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Strong Demographic Growth:

4.6% annual growth of 80+ population through 2030, creating sustained demand



Limited New Supply:

Construction at historic lows, creating favorable supply-demand imbalance



Improving Fundamentals:

16 consecutive quarters of occupancy improvement and accelerating rent growth

; THỜI KỲ The Senior Housing Opportunity

The senior housing industry is positioned for sustained growth and performance improvement, driven by unprecedented demographic tailwinds and favorable supply-demand dynamics.

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Let's Wrap Up





Getting Started in 3 steps



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Getting Started **in 3 steps**

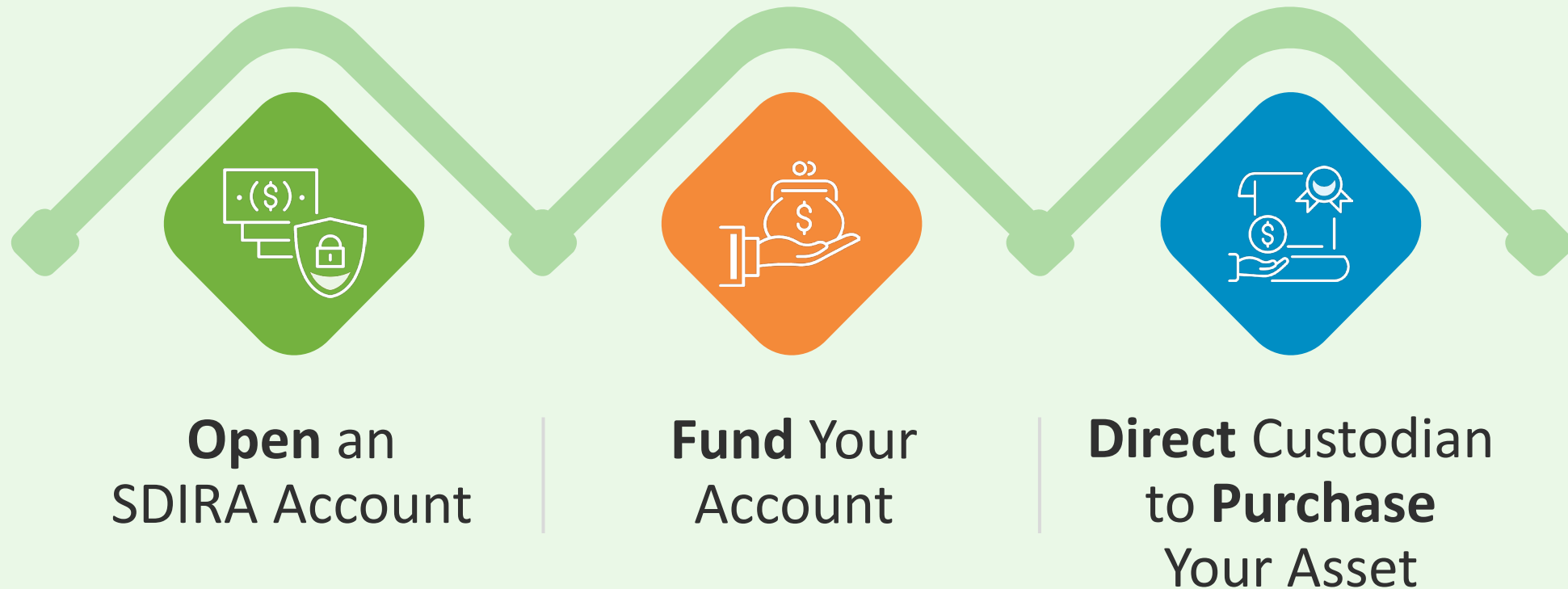


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Getting Started **in 3 steps**





What's Next?

Sending you replay & additional resources

Our follow-up email will include video replay, slides, and more education

Register for October's Webinar

Expert Scam Defense Training: How to Protect Your IRA Investments





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Question & Answer Session



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