

GOLDEN HILL HEALTH CARE CENTER

Marcus & Millichap
Real Estate Investment Services

KINGSTON, NY



OFFERING MEMORANDUM



GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

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GOLDEN HILL HEALTH CARE CENTER

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GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Investment Overview

The Golden Hill Health Care Center is a 280-Bed skilled nursing facility located in Kingston, New York, in the heart of the Hudson Valley. Kingston is the county seat of Ulster County, and is approximately 90 miles north of New York City, one hour south of Albany and 3.5 hours from both Boston and Philadelphia. Kingston, New York, dates back to the arrival of the Dutch in 1652, and became New York's first capital in 1777. Split into three historic districts, the Stockade District uptown, the Midtown Neighborhood Broadway Corridor, and the Rondout-West Strand Historic District, Kingston features rich history, architecture and a thriving arts community. Kingston has easy accessibility via one of New York's main arteries, Interstate 87.

Golden Hill Health Care Center was built in two phases; the main building was completed in 1970 with the south wing added in 1978. The subject property's 157,132 square foot physical plant sits on approximately 21 acres on the Southeast edge of town, nestled up against a quiet wooded area. Located just 10 minutes from Kingston's historic downtown, a new owner/operator will benefit greatly from its proximity to Kingston's two recently merged hospitals, which have a total of 272 beds currently and had 11,775 discharges in 2010. By using the already in-place historically full occupancy, a new operator could increase revenues by increasing the facility's Case Mix Index (CMI) by maximizing charting for Medicaid residents; increasing Medicare and private Pay Census, and by attracting more discharges from the local health system. Golden Hill has been owned and operated by Ulster County since it was founded in 1970, but transferred to the Golden Hill Local Development Corporation in December of last year.

A new operator will realize positive cash flow growth virtually immediately when the facility's labor force transitions from the New York State Government Employee Union, known as the "CSEA" or Civil Servant Employee Association, to a proprietary non-governmental labor arrangement. In addition to the labor force's transition, a new operator could also benefit greatly by negotiations with third party vendors and capitalizing on multi-facility contracts and efficiencies.

Golden Hill Health Care Center is being marketed Unpriced. All interested parties must submit their bids no later than July 27, 2012 by 5 PM CST (see Notice of Sale). Only bids above \$10,500,000 will receive consideration. A Minimum Bid Pricing is based on the tremendous upside represented by high revenues, excellent occupancy and expense management opportunities. Based on derived 2014 Pro Forma, a \$10,500,000 minimum bid price represents a 14.84% capitalization rate, \$37,500 per bed, and an EGIM of .45 (Price/Gross Revenue).

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Offering Summary



Unit Breakdown	Priv/Semi-Priv
Total Beds	280
Total Square Feet	157,132
Occupancy - Current	97.00%
Number of Buildings	One
Number of Floors	Two/Three
Year Built/Renovated	1970 / 1978
Lot Size	24.149 Acres

VITAL DATA

Net Operating Income - Current	(\$1,866,490)
Net Operating Income - Pro Forma	\$1,558,129

PRICING & FINANCIAL ANALYSIS

COMMENTS

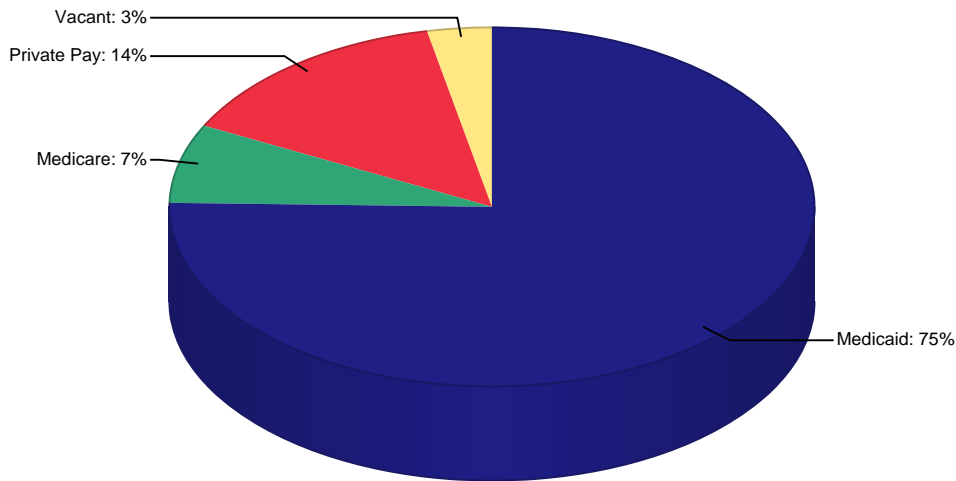
GOLDEN HILL HEALTH CARE CENTER

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Unit Mix

Type of Care	No. of Units	No. of Beds	Pro Forma Beds	Unit Type	Approx. Square Feet	Avg. Rent	Current Daily Income	Avg. Rent	Pro Forma Daily Income
SNF		211	196	Medicaid		\$205	\$43,228.00	\$183	\$35,829.48
SNF		20	30	Medicare		\$351	\$6,993.00	\$385	\$11,550.00
SNF		40	45	Private Pay		\$306	\$12,328.00	\$324	\$14,704.86
SNF		9	9	Vacant					
		280	280	TOTAL	157,132		\$62,549		\$62,084

UNIT MIX



Comments

FY 2010 Patient Days, Rent Rates and Average Daily Income are reflective of full year 2010 audited financials as presented by Toski, Schaefer & Co., PC (Certified Public Accountants). Pro Forma (2014) figures are intended to show the facility's performance as a stabilized asset under a new owner/operator in 2014. The Pro Forma Medicaid rate was calculated by incorporating the effects of fixed statewide pricing. The Pro Forma Medicare Rate was increased to reflect more efficiencies in RUGS categorizations. In addition, Private Pay & Insurance rates were increased to account for natural growth.

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Income & Expenses

	CURRENT	Per Bed	PRO FORMA	Per Bed
Resident Service Fees				
Care & Service Rent	\$22,830,385	\$81,537	\$22,660,784	\$80,931
Medicaid Reimbursement			\$906,958	\$3,239
IGT	\$2,022,033	\$7,222		
Ulster Cash Contributions	\$2,173,424	\$7,762		
Ulster Post Retirement Contributions	\$2,077,546	\$7,420		
GROSS POTENTIAL RENT	\$29,103,388	\$103,941	\$23,567,742	\$84,171
Other Revenue				
Cafeteria	\$1,772	\$6	\$1,844	\$7
Disability	\$19,646	\$70	\$20,442	\$73
Refunds	\$55	\$0	\$57	\$0
Miscellaneous	\$1,443	\$5	\$1,501	\$5
TOTAL OTHER REVENUE	\$22,916	\$82	\$23,844	\$85
GROSS POTENTIAL INCOME	\$29,126,304	\$104,023	\$23,591,586	\$84,256
Total Expenses	\$30,992,794	\$110,689	\$22,033,457	\$78,691
PRD	\$313.47		\$222.86	
NET OPERATING INCOME	(\$1,866,490)	(\$6,666)	\$1,558,129	\$5,565

PRICING & FINANCIAL ANALYSIS

Comments

Current Revenues and Expenses are reflective of full year 2010 audited financials as are presented by Toski, Schaefer & Co., PC (Certified Public Accountants). In the Pro Forma analysis, Cafeteria, Disability, Refunds and Miscellaneous revenue were increased 1% year over year from 2010-2014 to account for natural growth. As IGT, Ulster Cash Contributions, and Ulster Post Retirement Contributions are revenue items unique to a Golden Hill as it is owned by a government entity, these revenue sources were not included in the Pro Forma analysis. The Pro Forma Medicaid Reimbursement figure was derived by calculating a Medicaid Provider add-on of \$12.71 and multiplying it by Medicaid patient days.

GOLDEN HILL HEALTH CARE CENTER

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Expenses

	CURRENT	PRD	Per Bed	PRO FORMA	PRD	Per Bed
General/ Administrative	\$1,241,856	\$12.56	\$4,435	\$1,798,267	\$18.19	\$6,422
QAF (6% Reimbursable)	\$1,268,273	\$12.83	\$4,530	\$1,138,801	\$11.52	\$4,067
QAF (1.2% Non-Reimbursable)				\$227,760	\$2.30	\$813
Management Fee (5% of GR)				\$1,179,579	\$11.93	\$4,213
Benefits/Payroll Taxes	\$9,495,590	\$96.04	\$33,913	\$2,627,815	\$26.58	\$9,385
Plant Operations	\$1,884,213	\$19.06	\$6,729	\$690,985	\$6.99	\$2,468
Utilities				\$440,649	\$4.46	\$1,574
Dietary	\$2,273,505	\$23.00	\$8,120	\$1,714,557	\$17.34	\$6,123
Housekeeping & Laundry	\$2,008,834	\$20.32	\$7,174	\$957,925	\$9.69	\$3,421
Nursing	\$9,793,843	\$99.06	\$34,978	\$7,950,500	\$80.41	\$28,395
Therapies & Ancillaries	\$956,693	\$9.68	\$3,417	\$2,092,038	\$21.16	\$7,472
Activities & Social Services	\$963,227	\$9.74	\$3,440	\$634,831	\$6.42	\$2,267
Insurance	\$133,336	\$1.35	\$476	\$219,936	\$2.22	\$785
Property Taxes	\$0	\$0.00	\$0	\$359,814	\$3.64	\$1,285
Ulster County Cost Allocation	\$973,424	\$9.85	\$3,477			
TOTAL EXPENSES	\$30,992,794	\$313.47	\$110,689	\$22,033,457	\$222.86	\$78,691
% of GPI	106%			93%		
NET OPERATING INCOME	(\$1,866,490)	(\$18.88)		\$1,558,129	\$15.76	
% of GPI	-6%			7%		

Comments

Current Expenses are reflective of full year 2010 audited financials as are presented by Toski, Schaefer & Co., PC (Certified Public Accountants). Current Expenses were broken down into applicable line items in order to create parity between the 2010 financials and the constructed Pro Forma analysis which depicts 2014 operations under a new owner/operator. Pro Forma expenses were derived by applying the PPD levels of 9 NY comp facilities PPD's. As the comparables were from 2009 and 2010, a 1% PPD increase was applied to each subsequent year. A Quality Assurance Fee "QAF" was derived by applying a 6% Reimbursable rate and the newly implemented 1.2% Non-Reimbursable rate to projected, prior year, Non-Medicare Revenue Totals. An industry standard 5% Management Fee was applied to the Pro Forma analysis as well.

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Financial Overview

Total Beds	280
Total SF	157,132
Occupancy - Current	97.00%
Year Built/Renovated	1970 / 1978
Lot Size	24.149 Acres

LOCATION

99 Golden Hill Drive
Kingston, NY 12401

ANNUALIZED OPERATING DATA

INCOME	CURRENT	PRO FORMA
Gross Potential Rent	\$29,103,388	\$23,567,742
Total Other Revenue	22,916	23,844
Gross Potential Income	\$29,126,304	\$23,591,586
Less: Expenses	30,992,794	22,033,457
Net Operating Income	(\$1,866,490)	\$1,558,129

EXPENSES	CURRENT	PRO FORMA
General/Administrative	\$1,241,856	\$1,798,267
QAF (6% Reimbursable)	\$1,268,273	\$1,138,801
QAF (1.2% Non-Reimbursable)		\$227,760
Management Fee (5% of GR)		\$1,179,579
Benefits/Payroll Taxes	\$9,495,590	\$2,627,815
Plant Operations	\$1,884,213	\$690,985
Utilities		\$440,649
Dietary	\$2,273,505	\$1,714,557
Housekeeping & Laundry	\$2,008,834	\$957,925
Nursing	\$9,793,843	\$7,950,500
Therapies & Ancillaries	\$956,693	\$2,092,038
Activities & Social Services	\$963,227	\$634,831
Insurance	\$133,336	\$219,936
Total Other Expenses	973,424	
TOTAL EXPENSES	\$30,992,794	\$22,033,457
PRD	\$313.47	\$222.86
Expenses per Bed	\$110,689	\$78,691

SCHEDULED INCOME

Type of Care	No. of Beds	Pro Forma Beds	Unit Type	Approx. Square Feet	Avg. Rent	Current Daily Income	Avg. Rent	Pro Forma Daily Income
SNF	211	196	Medicaid		\$205	\$43,228.00	\$183	\$35,829.48
SNF	20	30	Medicare		\$351	\$6,993.00	\$385	\$11,550.00
SNF	40	45	Private Pay		\$306	\$12,328.00	\$324	\$14,704.86
SNF	9	9	Vacant					
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KINGSTON, NY

PROPERTY DESCRIPTION

Property Summary

THE OFFERING

Property	Golden Hill Health Care Center
Property Address	99 Golden Hill Drive Kingston, NY 12401
Assessor's Parcel Number	
Zoning	RRR
Type of Care	Skilled Nursing Facility

SITE DESCRIPTION

Year Built/Renovated	1970 / 1978
Unit Breakdown	Priv/Semi-Priv
Number of Beds	280
Total Square Feet	157,132
Number of Buildings	One
Number of Stories	Two/Three
Lot Size	24.149 Acres
Type of Ownership	Private Local Development Corporation
Parking	Approximately 214 total spaces
Handicapped Parking	Yes
Property Improvement	3-story building, paved driveway, sidewalks, landscaping, lighting, sign, shed, etc

CONSTRUCTION/MECHANICAL

Foundation	Slab & Crawl Space
Framing	Concrete Block
Exterior	Brick
Exterior Condition	Average
Parking Surface	Asphalt
Roof	Flat Roof
Plumbing	Copper/Cast
Elevator	Five Passenger (No Freight)
HVAC	BAC cooling tower hot water recirculating to individual fan-coil units.
HVAC Cont	Heating water - #2 fuel oil fired boilers, also electric heat/AC, central exhaust system
Utilities	Domestic water source and sanitary are provided by municipality
Interior Ceilings	Interlocking acoustical & various tiles
Interior Floors	Terrazzo floors, VCT composition tile, concrete floors

SYSTEMS

Fire Protection	Manual & automatic fire alarms and sprinkler system throughout facility
Lighting	Fluorescent & Incandescent lighting fixtures
Emergency Generator	Two 750 KW Diesel on Premises fed by 8,000 gallon general fuel supply tank
Call Devices	Emergency pull cords in resident units with two-way intercom

GOLDEN HILL HEALTH CARE CENTER

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PROPERTY DESCRIPTION

Property Photos



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Property Photos

PROPERTY DESCRIPTION



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PROPERTY DESCRIPTION



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Property Photos



PROPERTY DESCRIPTION

GOLDEN HILL HEALTH CARE CENTER

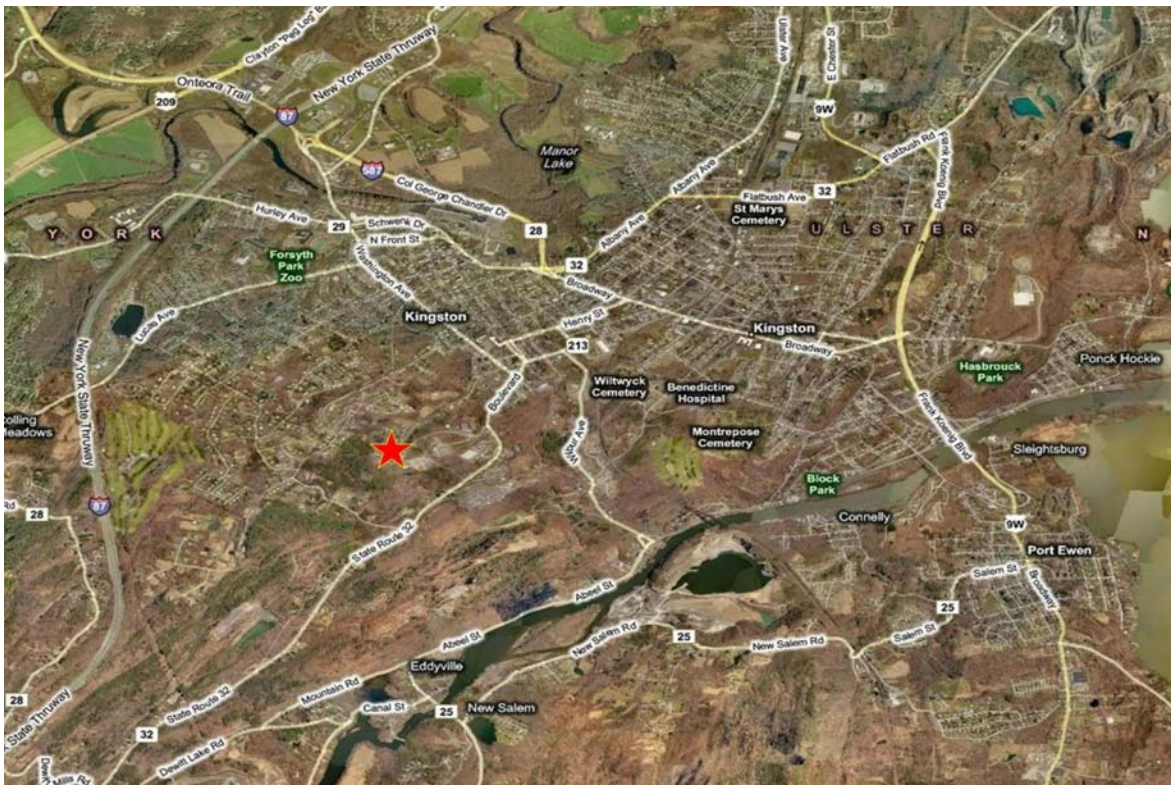
KINGSTON, NY

Area Maps

PROPERTY DESCRIPTION



LOCAL MAP



REGIONAL MAP

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GOLDEN HILL HEALTH CARE CENTER
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Site Plan

PROPERTY DESCRIPTION



GOLDEN HILL HEALTH CARE CENTER

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Aerial Photo



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GOLDEN HILL HEALTH CARE CENTER

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GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Rent Comparables



GOLDEN HILL HEALTH CARE CENTER

99 Golden Hill Drive
Kingston, NY 12401

Total Units:		Date Surveyed:	May 2012
Unit Breakdown:	Priv/Semi-Priv	Occupancy:	97.00%
Total Beds:	280	Type of Care:	Skilled Nursing
Square Feet:	157,132	No. of Floors:	Two/Three
Year	1970 / 1978	Management:	County of Ulster

SUBJECT PROPERTY

Type of Care	No. of Beds	Unit Type	Avg. Rent
SNF	211	Medicaid	\$205
SNF	20	Medicare	\$351
SNF	40	Private Pay	\$306
SNF	9	Vacant	
	280	TOTAL	\$287



ARCHCARE AT FERNCLIFF NURSING HOME

21 Ferncliff Drive
Rhinebeck, NY 12572

Total Units:		Date Surveyed:	May 2012
Unit Breakdown:	Private/Semi-Priv	Occupancy:	95%
Total Beds:	328	Type of Care:	SNF
Square Feet:		No. of Floors:	Five
Year Built:	1973	Management:	The Archdiocese of NY

Type of Care	Unit Type	Private Pay Daily Rents	Avg. Rent
SNF	Semi-Private	\$391	\$391
SNF	Semi-Private (Triple)	\$370-\$380	\$375
	TOTAL		\$383

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Rent Comparables

2



TEN BROECK COMMONS

One Commons Drive
Lake Katrine, NY 12449

Total Units:		Date Surveyed:	May 2012
Unit Breakdown:	Priv/Semi-Priv	Occupancy:	98%
Total Beds:	258	Type of Care:	SNF
Square Feet:		No. of Floors:	One
Year Built:		Management:	NY MED

Type of Care	Unit Type	Current Year Rents	Avg. Rent
SNF	Private	\$362	\$362
SNF	Semi-Private	\$352	\$352
TOTAL			

COMMENTS

Rents shown are an average daily rate for long term care communities in Kingston, New York for 2011

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THE BAPTIST HOME AT BROOKMEADE

46 Brookmeade Drive
Rhinebeck, NY 12572

Total Units:		Date Surveyed:	May 2012
Unit Breakdown:	Priv/Semi-Priv	Occupancy:	98%
Total Beds:	120	Type of Care:	SNF
Square Feet:		No. of Floors:	One
Year Built:	1977	Management:	Baptist Homes of Brooklyn

Type of Care	Unit Type	Private Pay Daily Rents	Avg. Rent
SNF	Private	\$402	\$402
SNF	Private	\$390	\$390
TOTAL			\$396

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

RENT COMPARABLES

Local Senior Housing & Hospital Report

Local Seniors Housing							
Distance	No. of Beds	Company Name	Address	City	State	ZIP	Location Type
0.00	28	Golden Hill Health Care Center	99 Golden Hill Dr	Kingston	NY	12401	Branch
4.96	328	Ferncliff Nursing Home Company	21 Ferncliff Dr	Rhinebeck	NY	12572	Single Location
6.74	21	Ashokan House	251 Spillway Rd	West Hurley	NY	12491	Single Location
7.41	120	Renaissance Rehab & Nursing	4975 Albany Post Rd	Staatsburg	NY	12580	Single Location
11.49	40	Woodland Pond at New Paltz	100 Woodland Pond Circle	New Paltz	NY	12561	Single Location
11.57	120	Victory Lakes Nursing Center	419 N Quaker Ln	Hyde Park	NY	12538	Single Location
13.67	79	The Mountain View Nursing Home	1 Jansen Rd	New Paltz	NY	12561	Single Location
14.84	203	Hudson Valley Nursing Center	260 Vineyard Ave	Highland	NY	12528	Single Location
15.29	120	Wingate At Ulster	1 Wingate	Highland	NY	12528	Branch
16.02	200	Eden Park Health Center	100 Franklin St	Poughkeepsie	NY	12601	Branch

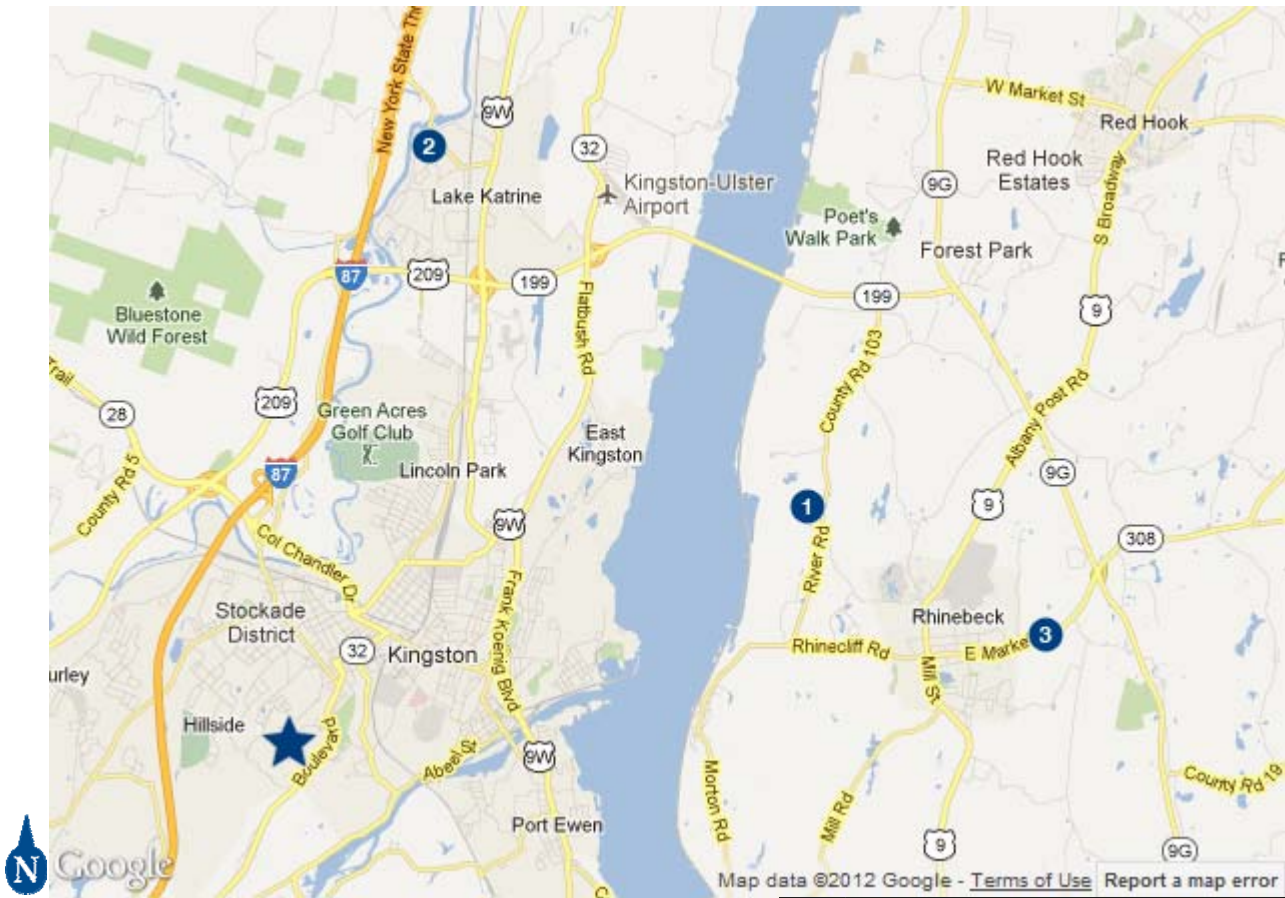
Local Hospitals							
Distance	No. of Beds	Company Name	Address	City	State	ZIP	Location Type
1.25	150	Benedictine Hospital	105 Marys Ave	Kingston	NY	12401	Branch
1.51	166	Kingston Hospital	396 Broadway	Kingston	NY	12401	Single Location
4.59	280	Northeast Ctr For Special Care	300 Grant Ave	Lake Katrine	NY	12449	Single Location
5.76	68	Northern Dutchess Hospital	6511 Spring Brook Ave	Rhinebeck	NY	12572	Single Location
12.32		St Lukes Cornwl Hosp	279 Main St	New Paltz	NY	12561	Single Location
14.61	322	Saint Francis Hospital Prescho	241 North Rd	Poughkeepsie	NY	12601	Single Location
16.03	365	Vassar Brothers Hospital	45 Reade Pl	Poughkeepsie	NY	12601	HQ

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Rent Comparables Map

RENT COMPARABLES



- ★ Golden Hill Health Care Center
- 1) Archcare at Fernclyff Nursing Home
- 2) Ten Broeck Commons
- 3) The Baptist Home at Brookmeade



GOLDEN HILL HEALTH CARE CENTER

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GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Demographic Report

DEMOGRAPHIC ANALYSIS

	1 Mile	3 Miles	5 Miles
1990 Population	5,244	33,524	40,520
2000 Population	5,338	33,378	40,984
2010 Population	5,721	35,311	43,616
2011 Population	5,738	35,311	43,656
2016 Population	5,784	35,506	43,818
1990 Households	1,931	13,308	16,019
2000 Households	1,994	13,605	16,579
2010 Households	2,268	14,916	18,341
2011 Households	2,297	15,047	18,552
2016 Households	2,402	15,642	19,259
2011 Average Household Size	2.34	2.29	2.27
2011 Daytime Population	3,354	23,573	35,095
1990 Median Housing Value	\$112,070	\$102,129	\$103,284
2000 Median Housing Value	\$98,908	\$94,789	\$95,104
2000 Owner Occupied Housing Units	58.33%	57.16%	57.48%
2000 Renter Occupied Housing Units	36.00%	36.06%	35.54%
2000 Vacant	5.67%	6.78%	6.97%
2011 Owner Occupied Housing Units	57.86%	53.10%	53.65%
2011 Renter Occupied Housing Units	34.80%	38.57%	37.56%
2011 Vacant	7.38%	8.34%	8.80%
2016 Owner Occupied Housing Units	57.12%	52.90%	53.49%
2016 Renter Occupied Housing Units	35.56%	38.86%	37.80%
2016 Vacant	7.32%	8.26%	8.73%
\$ 0 - \$14,999	10.7%	12.7%	12.0%
\$ 15,000 - \$24,999	9.9%	9.1%	9.0%
\$ 25,000 - \$34,999	9.4%	10.6%	10.6%
\$ 35,000 - \$49,999	14.6%	13.8%	13.7%
\$ 50,000 - \$74,999	15.0%	21.4%	21.3%
\$ 75,000 - \$99,999	16.6%	14.7%	14.5%
\$100,000 - \$124,999	9.1%	7.4%	8.2%
\$125,000 - \$149,999	5.5%	4.7%	4.6%
\$150,000 - \$199,999	5.1%	3.4%	3.5%
\$200,000 - \$249,999	1.6%	0.8%	0.9%
\$250,000 +	2.5%	1.6%	1.8%
2011 Median Household Income	\$56,866	\$53,866	\$54,861
2011 Per Capita Income	\$33,158	\$29,090	\$30,597
2011 Average Household Income	\$74,526	\$65,768	\$67,602

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Summary Report

Geography: 5 Miles

Population

In 2011, the population in your selected geography was 43,656 . The population has changed by 6.52% since 2000. It is estimated that the population in your area will be 43,818 five years from now, which represents a change of 0.37% from the current year. The current population is 46.7% male and 53.3% female. The median age of the population in your area is 41.8 , compare this to the U.S. average which is 36.9. The population density in your area is 554.77 people per square mile.

Households

There are currently 18,552 households in your selected geography. The number of households has changed by 11.90% since 2000. It is estimated that the number of households in your area will be 19,259 five years from now, which represents a change of 3.81% from the current year. The average household size in your area is 2.27 persons.

Income

In 2011, the median household income for your selected geography is \$54,861 , compare this to the U.S. average which is currently \$53,620. The median household income for your area has changed by 42.94% since 2000. It is estimated that the median household income in your area will be \$61,513 five years from now, which represents a change of 12.12% from the current year. The current year per capita income in your area is \$30,597 , compare this to the U.S. average, which is \$28,713. The current year average household income in your area is \$67,602 , compare this to the U.S. average which is \$73,458.

Race & Ethnicity

The current year racial makeup of your selected area is as follows: 81.18% White, 9.51% African American, 0.35% Native American and 1.40% Asian/Pacific Islander. Compare these to U.S. averages which are: 72.40% White, 12.60% African American, 0.95% Native American and 4.93% Asian/Pacific Islander. People of Hispanic origin are counted independently of race. People of Hispanic origin make up 10.19% of the current year population in your selected area. Compare this to the U.S. average of 16.90%.

Housing

The median housing value in your area was \$95,104 in 2000, compare this to the U.S. average of \$110,796 for the same year. In 2000, there were 10,244 owner occupied housing units in your area and there were 6,335 renter occupied housing units in your area. The median rent at the time was \$543 .

Employment

In 2011, there are 35,095 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 62.5% of employees are employed in white-collar occupations in this geography, and 37.5% are employed in blue-collar occupations. In 2011, unemployment in this area is 7.77% . In 2000, the median time traveled to work was 16.6 minutes.

Demographic data © 2010 by Experian/Applied Geographic Solutions.

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Mature Market Analysis

DEMOGRAPHIC ANALYSIS

Mature Market Summary Report

Population By Age

	2000	%	2011A	%	2016	%	% Change 2010 to 2016
Total Population	44,825		44,544		44,736		
Age 55 - 59	2,341	5.2%	3,300	7.4%	3,540	7.9%	7.3%
Age 60 - 64	1,835	4.1%	2,801	6.3%	3,208	7.2%	14.5%
Age 65 - 69	1,793	4.0%	1,940	4.4%	2,504	5.6%	29.1%
Age 70 - 74	1,886	4.2%	1,531	3.4%	1,787	4.0%	16.7%
Age 75 - 79	1,649	3.7%	1,211	2.7%	1,337	3.0%	10.4%
Age 80 - 84	1,116	2.5%	942	2.1%	893	2.0%	-5.3%
Age 85+	1,135	2.5%	923	2.1%	1,056	2.4%	14.3%
Age 55 +	11,754	26.2%	12,648	28.4%	14,324	32.0%	13.3%
Age 65 +	7,579	16.9%	6,548	14.7%	7,577	16.9%	15.7%
Median Age Total Pop	39.3		41.7		43.2		3.5%
Median Age 55+	69.8		65.5		65.7		0.4%
Male Population	21,348		20,866		20,925		3.5%
Age 55 - 59	1,125	5.3%	1,555	7.5%	1,727	8.3%	11.1%
Age 60 - 64	861	4.0%	1,215	5.8%	1,377	6.6%	13.3%
Age 65 - 69	809	3.8%	881	4.2%	1,127	5.4%	28.0%
Age 70 - 74	793	3.7%	665	3.2%	785	3.7%	18.0%
Age 75 - 79	646	3.0%	505	2.4%	571	2.7%	13.1%
Age 80 - 84	396	1.9%	367	1.8%	344	1.6%	-6.3%
Age 85+	274	1.3%	277	1.3%	345	1.6%	24.6%
Age 55 +	4,904	23.0%	5,464	26.2%	6,275	30.0%	14.8%
Age 65 +	2,918	13.7%	2,694	12.9%	3,171	15.2%	17.7%
Median Age Males	37.7		40.7		41.3		1.3%
Median Age Males 55+	67.6		64.8		65.1		0.5%
Female Population	23,476		23,678		23,811		
Age 55 - 59	1,216	5.2%	1,745	7.4%	1,813	7.6%	3.9%
Age 60 - 64	974	4.1%	1,586	6.7%	1,831	7.7%	15.5%
Age 65 - 69	984	4.2%	1,059	4.5%	1,378	5.8%	30.0%
Age 70 - 74	1,092	4.7%	866	3.7%	1,003	4.2%	15.7%
Age 75 - 79	1,004	4.3%	706	3.0%	766	3.2%	8.5%
Age 80 - 84	720	3.1%	575	2.4%	549	2.3%	-4.6%
Age 85+	861	3.7%	647	2.7%	711	3.0%	9.9%
Age 55 +	6,850	29.2%	7,184	30.3%	8,049	33.8%	12.0%
Age 65 +	4,661	19.9%	3,853	16.3%	4,405	18.5%	14.3%
Median Age Females	41.0		42.8		40.8		-4.8%
Median Age Females 55+	70.8		66.1		66.2		0.3%

GOLDEN HILL HEALTH CARE CENTER

KINGSTON, NY

Mature Market Analysis

DEMOGRAPHIC ANALYSIS

Mature Market Summary Report

Income by Age of Head of Household

Householder Age 55 - 64 Years

	2000 Census		2011A Estimate		2016 Projection		Percent Change 2000 to 2010
\$ 0 - \$19,999	498	20.0%	478	12.5%	428	10.0%	-4.0%
\$ 20,000 - \$39,999	640	25.7%	714	18.7%	675	15.8%	11.5%
\$ 40,000 - \$59,999	472	19.0%	725	18.9%	747	17.5%	53.7%
\$ 60,000 - \$74,999	258	10.4%	455	11.9%	515	12.1%	76.5%
\$ 75,000 - \$99,999	302	12.1%	623	16.3%	767	17.9%	106.2%
\$100,000 - \$124,999	144	5.8%	356	9.3%	465	10.9%	147.5%
\$125,000 - \$149,999	83	3.4%	215	5.6%	304	7.1%	157.5%
\$150,000 +	91	3.6%	262	6.9%	373	8.7%	189.1%
Median Income Age 55-	\$44,429		\$59,897		\$68,177		

Age Householder 65 - 74 Years

	2000 Census		2011A Estimate		2016 Projection		Percent Change 2000 to 2010
\$ 0 - \$19,999	757	31.5%	434	18.9%	459	16.0%	-42.6%
\$ 20,000 - \$39,999	726	30.2%	548	23.9%	609	21.3%	-24.5%
\$ 40,000 - \$59,999	405	16.8%	468	20.4%	556	19.4%	15.5%
\$ 60,000 - \$74,999	143	5.9%	215	9.4%	282	9.8%	50.8%
\$ 75,000 - \$99,999	184	7.7%	261	11.4%	379	13.2%	41.5%
\$100,000 - \$124,999	91	3.8%	168	7.3%	256	8.9%	83.8%
\$125,000 - \$149,999	16	0.7%	68	3.0%	113	3.9%	320.9%
\$150,000 +	82	3.4%	135	5.9%	212	7.4%	63.4%
Median Income Age 65-	\$32,952		\$46,347		\$52,025		

Householder Age 75 Plus Years

	2000 Census		2011A Estimate		2016 Projection		Percent Change 2000 to 2011A
\$ 0 - \$19,999	1,065	45.7%	625	31.3%	586	27.3%	-41.3%
\$ 20,000 - \$39,999	658	28.2%	466	23.3%	447	20.9%	-29.2%
\$ 40,000 - \$59,999	333	14.3%	316	15.8%	336	15.7%	-4.9%
\$ 60,000 - \$74,999	75	3.2%	163	8.1%	192	8.9%	116.8%
\$ 75,000 - \$99,999	104	4.5%	203	10.1%	261	12.2%	94.1%
\$100,000 - \$124,999	50	2.2%	106	5.3%	144	6.7%	110.9%
\$125,000 - \$149,999	2	0.1%	39	1.9%	62	2.9%	1,542.8%
\$150,000 +	44	1.9%	82	4.1%	115	5.4%	85.6%
Median Income Age 75+	\$21,802		\$32,808		\$42,487		

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