

# The Oaks at Lynchburg DST



THE OAKS AT LYNCHBURG, Lynchburg, VA, is an assisted living facility completed in 1991 with an addition in 1999 (the "Project"). The building contains 40 units and is licensed for 61 beds. The 21,887 square foot building is situated on a 4.27-acre site. The Project is a single story building consisting of exterior wood-frame walls, brick veneer, a double pane window system, and an asphalt composition roof. Common area amenities include a family style dining room with patio, library with fireplace, sun room, walking path, front porch, and distinctive furnishings that accent a rich decor. Each unit is laid out for one or two beds and has a full bathroom. Other building features include an emergency call system, as well as a complete fire and sprinkler system.

NO OFFER OR SOLICITATION: This is not an offer or solicitation to purchase any security. The acquisition of beneficial interests is a speculative investment, and this material must be read in conjunction with the confidential private placement memorandum in order to understand the implications and risks of the securities, which includes real estate risks, risks relating to the loan, risks relating to the trust structure, risks relating to private offering and lack of liquidity, risks relating to the management of the property, tax risks, and ERISA risks, to which it relates and must not be relied upon to make an investment. Past performance is not indicative of future results.

## INVESTMENT OPPORTUNITY HIGHLIGHTS

Experienced operator and sponsor principals

Established assisted living community

• Average occupancy over last 3 years of 90% +

\$4,050,000 equity amount

• Minimum 1031 investment of \$100,000

Projected 7.0% cash-on-cash return in Year 1

- \$4,725,000 first mortgage loan with Fanny Mae
  - 53.85% LTV
  - 10-year term
  - 30-year amortization starting in month 1

Anticipated hold period of 8-10 years

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#### MARKET DESCRIPTION

Lynchburg is located in central Virginia, in the foothills of the Blue Ridge Mountains along the banks of the James River. Its population as of 2013 was 78,014 (quickfacts.census.gov). Nearby cities include Roanoke, Charlottesville, and Danville. The local market has been recovering well following the recent economic downturn. The unemployment rate at the end of 2013 was 5.3%, which was lower than the national average of 6.7% (www.bls.gov). The population is expected to continue to grow over the next several years with an overall increase in the 65+ age group (US Census Bureau; 2012 National Population Projections).

#### MERIDIAN SENIOR LIVING - COMPANY PROFILE

Meridian Senior Living ("MSL") is one of the ten largest seniors housing managers in the country. Based in Hickory, North Carolina and Silver Spring, Maryland, MSL's management team brings more than a century of senior housing development, acquisition, and management experience. As of January 2014, MSL owns or manages 123 senior care facilities in 15 different states with the capacity to serve more than 8,000 residents. MSL is known for providing senior care services ranging from Independent Living (IL) to Assisted Living and Memory Care (AL, MC).



#### POTENTIAL CASH FLOW

Seniors housing in general and The Oaks at Lynchburg specifically have proven to provide strong long-term cash flow from operations. Per the terms of this offering, initial cash yields to the investors are projected to be 7.0%. In addition, the senior mortgage is an amortizing loan with amortization starting in the first month of ownership, further strengthening the potential cash flow benefits to investors, as shown in the chart below. These projections are based on various assumptions and may not be achieved if one or more of such assumptions does not occur.



#### **RISK FACTORS**

Risks – There are substantial risks in any investment program. Prospective investors are encouraged to carefully consider the risks described in the accompanying Private Placement Memorandum before making an investment in the DST interests.

Securities offered through Orchard Securities, LLC. Member FINRA/SIPC.

For more information or to request a PPM, please contact our office at:

P (801) 335-8500 E info@jfcapital.com



JF Capital Senior Living 1148 W. Legacy Crossing Blvd. Suite 400 Centerville, Utah 84014

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