



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

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## **ABOVE AND BEYOND SENIOR LIVING – WEST END**

514 N. 22nd Street, Allentown, Pennsylvania 18104  
LEHIGH COUNTY

**36 LICENSED BEDS • PLUS 4 INDEPENDENT LIVING UNITS**



**METICULOUSLY MAINTAINED • PRIVATE PAY**

***Value Add Turn-Key Opportunity  
in Highly Desirable, Fast Growing Lehigh Valley***

***EXCLUSIVELY OFFERED \$2,200,000***

***PrestigeGroupSeniorHousing.com  
PrestigeGroup.com***

# ABOVE AND BEYOND SENIOR LIVING – WEST END

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# ABOVE AND BEYOND SENIOR LIVING – WEST END EXECUTIVE SUMMARY

*Prestige Group Is Proud To Present This Exclusive Offering*  
**“Above and Beyond Senior Living – West End”**

**514 N. 22nd Street  
ALLENTOWN, PENNSYLVANIA 18104  
Lehigh County**

Above and Beyond Senior Living – West End, presents a unique value add opportunity for a new owner.

Situated in the upscale *West End* area of Allentown, Above and Beyond Senior Living – West End is licensed for 36 beds and has an additional 4 resident independent living building next door. The smaller floor plan of this facility provides an extremely home-like feel to it’s residents. They are able to navigate the living, dining and bedroom areas easily.

The facility has been meticulously maintained with no major deferred maintenance.

Current ownership has recently divested themselves of larger personal care facilities in the area. Their main focus was the divestiture of the other facilities while maintaining the quality of care at Above and Beyond Senior Living – West End. Therefore, maintaining the census was not a priority.

The new ownership can create value by easily increasing the census as well as offering services to the Independent Living residents.

The future of the Lehigh Valley is bright. Population is increasing and the economy is thriving. This is a turn-key opportunity for an operator to own a facility and be part of the Lehigh Valley renaissance.

# ABOVE AND BEYOND SENIOR LIVING – WEST END PROPERTY OVERVIEW

## IMPROVEMENTS

<b>Site Size:</b>	<b>15,840+/- sf</b>
<b>Site Shape:</b>	<b>Rectangular</b>
<b>Building Size:</b>	<b>7,321+/- sf</b>
<b>Year Built:</b>	<b>1948</b>
	<b>New Section Built Approx. 2002</b>
<b>Stories:</b>	<b>1</b>
<b># Bedrooms:</b>	<b>20</b>
<b># Bathrooms:</b>	<b>13</b>
<b>Air Conditioning:</b>	<b>Central</b>
<b>Heating:</b>	<b>Gas Boiler</b>
<b>Exterior:</b>	<b>Brick</b>
<b>Roof:</b>	<b>Flat and Shingle</b>
<b>Flooring:</b>	<b>Carpet and Vinyl</b>
<b>Water and Sewer:</b>	<b>Public Water and Sewer</b>
<b>Kitchen:</b>	<b>Full</b>
<b>Dining Area:</b>	<b>Yes</b>
<b>Laundry:</b>	<b>On-site</b>
<b>Basement:</b>	<b>Mechanicals and Storage</b>
<b>Fire Alarm:</b>	<b>Central Alarm to Fire Department - Sprinklered</b>
<b>Other Spaces:</b>	<b>Sunporch</b>
<b>Hospitals Nearby:</b>	<b>St. Luke's Hospital, Allentown Campus    5 Minutes</b>
	<b>Coordinated Health—Allentown Hospital   6 Minutes</b>
	<b>Lehigh valley Hospital—Cedar Crest       10 Minutes</b>

# ABOVE AND BEYOND SENIOR LIVING – WEST END INCOME AND EXPENSES

INCOME	JAN-DEC 2021
Rental Income	479,985
Independent Living	
<i>528 22nd Street</i>	13,800
<i>Tenant 1</i>	16,800
<i>Tenant 2</i>	16,800
<i>Tenant 3</i>	1,800
<i>Respite Care</i>	450
<b>Total</b>	<b>529,635</b>
<b>EXPENSES</b>	
Activities	
• <i>Zumba</i>	1,250
Advertising & Promotion	6,850
Cleaning & Maintenance	851
Education	
• <i>CPR &amp; First Aid Training</i>	50
• <i>Insulin Training</i>	350
• <i>Other</i>	785
Food	60,871
Insurance	
• <i>General Liability</i>	4,686
• <i>Worker's Comp</i>	9,804
Legal Fees	1,000
Miscellaneous	5,106
Hairdresser	489
Payroll	182,346
Permits	1,162
Pest Control	701
Pharmacy	2,022
Printer	540
Redners	78
Repairs & Maintenance	3,019
Supplies	6,208
Taxes: Property	31,134
Therapy	2,700
Utilities	
• <i>Cable</i>	191
• <i>Electric</i>	9,832
• <i>Gas</i>	5,071
Medical Waste	72
Phone	95
Trash Removal	3,540
Water & Sewer	5,631
<b>Total</b>	<b>346,434</b>
<b>Net Operating Income</b>	<b>183,202</b>

Sources; Wikipedia, West End Alliance, DATA USA, Census.gov

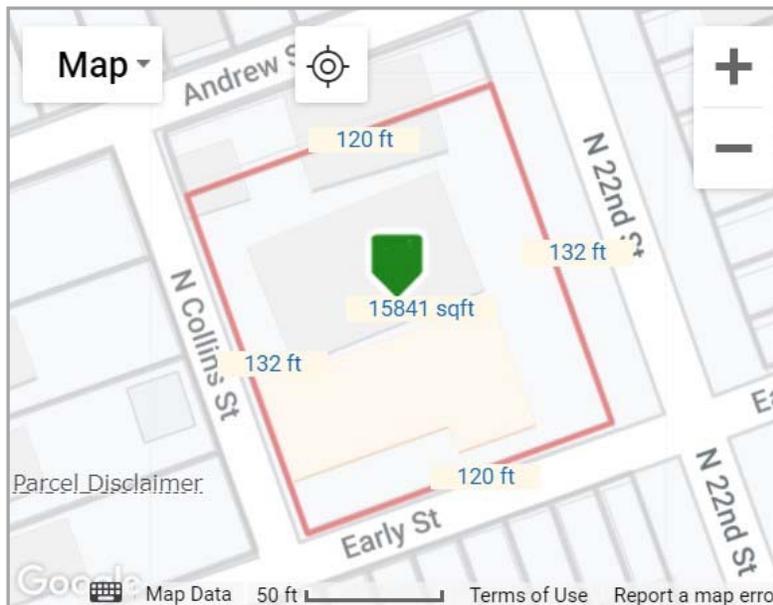
## ABOVE AND BEYOND SENIOR LIVING – WEST END RENT ROLL

Residents	Rent
1	1,929
2	2,120
3	1,602
4	3,141
5	1,746
6	1,751
7	2,878
8	2,120
9	1,590
10	1,352
11	3,039
12	1,685
13	1,981
14	2,544
15	2,921
16	2,904
17	1,465
18	1,596
19	2,100
<b>Subtotal</b>	<b>34,813</b>
Independent Living	Rent
Room 1	1,150
Room 2	1,500
Room 3	1,500
Apartment	1,500
<b>Subtotal</b>	<b>5,650</b>
<b>Total Rent</b>	<b>40,463</b>

Sources; Wikipedia, West End Alliance, DATA USA, Census.gov



# ABOVE AND BEYOND SENIOR LIVING – WEST END TAX MAP AND AERIAL VIEW



Sources; Wikipedia, West End Alliance, DATA USA, Census.gov

[PrestigeGroupSeniorHousing.com](http://PrestigeGroupSeniorHousing.com)



Premier Senior Housing & Health Care Broker

This information is believed accurate though subject to errors, omissions and changes without notice

# ABOVE AND BEYOND SENIOR LIVING – WEST END PHOTOGRAPHS



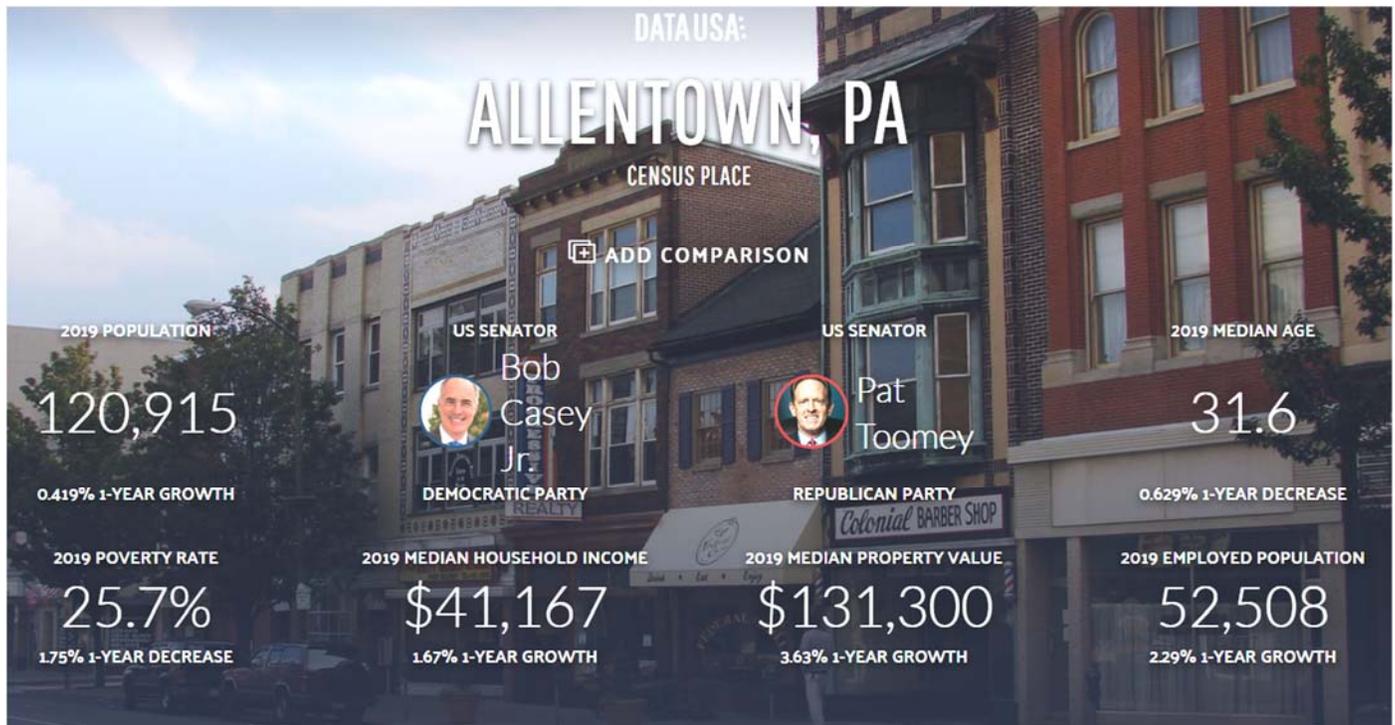
Independent Living

# ABOVE AND BEYOND SENIOR LIVING – WEST END PHOTOGRAPHS





# ABOVE AND BEYOND SENIOR LIVING – WEST END DEMOGRAPHICS



In 2019, Allentown, PA had a population of 121k people with a median age of 31.6 and a median household income of \$41,167. Between 2018 and 2019 the population of Allentown, PA grew from 120,410 to 120,915, a 0.419% increase and its median household income grew from \$40,490 to \$41,167, a 1.67% increase.

The 5 largest ethnic groups in Allentown, PA are White (Non-Hispanic) (32.4%), White (Hispanic) (29.8%), Other (Hispanic) (14.4%), Black or African American (Non-Hispanic) (10.2%), and Black or African American (Hispanic) (4.59%). 0% of the households in Allentown, PA speak a non-English language at home as their primary language.

90.3% of the residents in Allentown, PA are U.S. citizens.

The largest universities in Allentown, PA are [Muhlenberg College](#) (734 degrees awarded in 2019), [Cedar Crest College](#) (469 degrees), and [Welder Training and Testing Institute](#) (69 degrees).

# ABOVE AND BEYOND SENIOR LIVING – WEST END DEMOGRAPHICS

## ECONOMY

Median household income in Allentown, PA is \$41,167. In 2019, the place with the highest median household income in Allentown, PA was Census Tract 23.01 with a value of \$69,438, followed by Census Tract 23.02 and Census Tract 22.01, with respective values of \$60,156 and \$55,688.

Males in Pennsylvania have an average income that is 1.34 times higher than the average income of females, which is

\$52,851. The income inequality in Pennsylvania (measured using the Gini index) is 0.469, which is lower than the national average.

The economy of Allentown, PA employs 52.5k people. The largest industries in Allentown, PA are Health Care & Social Assistance (8,076 people), Manufacturing (7,459 people), and Transportation & Warehousing (5,661 people), and the

highest paying industries are Utilities (\$57,656), Public Administration (\$54,554), and Professional, Scientific, & Technical Services (\$50,382).

## Employment by Industries

**52.5k**  
2019 VALUE  
± 1,792

**2.29%**  
1 YEAR GROWTH  
± 4.72%

From 2018 to 2019, employment in Allentown, PA grew at a rate of 2.29%, from 51.3k employees to 52.5k employees.

The most common employment sectors for those who live in Allentown, PA, are Health Care & Social Assistance (8,076 people), Manufacturing (7,459 people), and Transportation & Warehousing (5,661 people). This chart shows the share breakdown of the primary industries for residents of Allentown, PA, though some of these residents may live in Allentown, PA and work somewhere else. Census data is tagged to a residential address, not a work address.

Data from [the Census Bureau ACS 5-year Estimate](#).



# ABOVE AND BEYOND SENIOR LIVING – WEST END DEMOGRAPHICS

## HEALTH

88.8% of the population of Allentown, PA has health coverage, with 35.5% on employee plans, 36.9% on Medicaid, 8.41% on Medicare, 7.54% on non-group plans, and 0.481% on military or VA plans.

Per capita personal health care spending in Pennsylvania was \$9,258 in 2014. This is a

4.29% increase from the previous year (\$8,877).

Primary care physicians in Lehigh County, PA see 987 patients per year on average, which represents a 0.407% increase from the previous year (983 patients). Compare this to dentists who see 1133 patients per

year, and mental health providers who see 513 patients per year.

Comparing across all counties in the state, Huntingdon County has the highest prevalence of diabetes (20.6%). Additionally, Armstrong County has the highest prevalence of adult obesity (44%)

## Patient to Clinician Ratios

# 987 to 1

PATIENT TO PRIMARY CARE PHYSICIAN RATIO IN LEHIGH COUNTY, PA

Primary care physicians in Lehigh County, PA see an average of 987 patients per year. This represents a 0.407% increase from the previous year (983 patients).

The following chart shows how the number of patients seen by primary care physicians has been changing over time in Lehigh County, PA in comparison to its neighboring geographies.

Data from [the County Health Rankings & Roadmaps County Health Rankings](#).

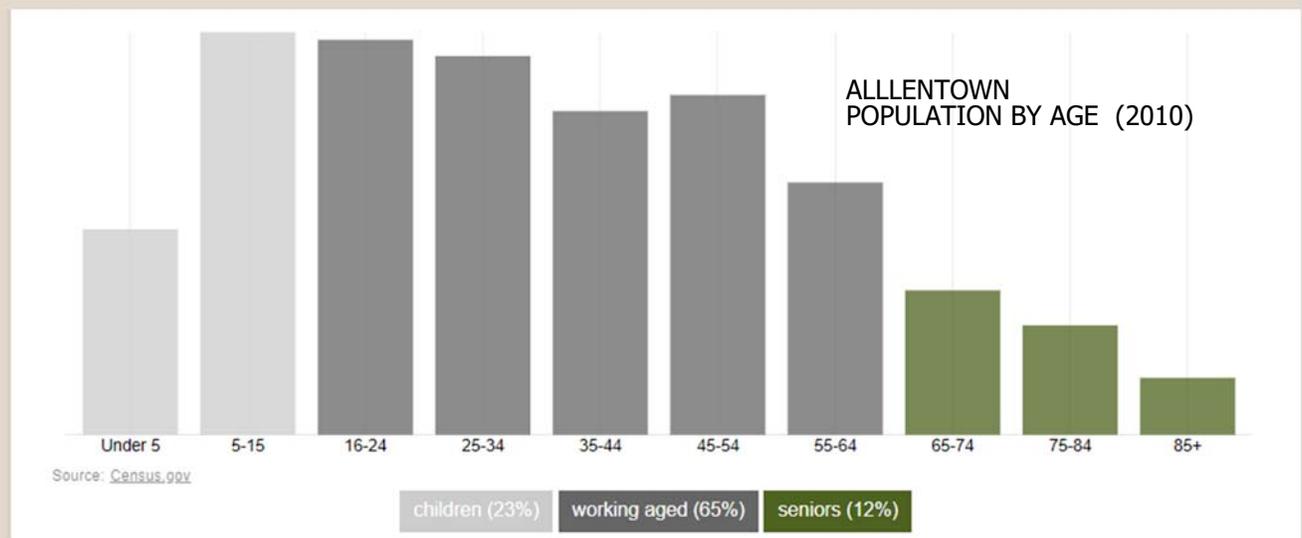
# ABOVE AND BEYOND SENIOR LIVING – WEST END DEMOGRAPHICS

## Key Senior Statistics



Use these key statistics to learn more about Allentown, PA seniors.

- 12%** of the population of Allentown, PA are seniors Source: [Census.gov](https://www.census.gov)
- 32%** of those seniors living in Allentown, PA are living alone Source: [Census.gov](https://www.census.gov)
- 8%** of Allentown senior households have an annual income of less than \$10k and **37%** less than \$20k Source: [Census.gov ACS](https://www.census.gov/acs)
- 21%** of Allentown, PA residents 60 and over received food stamps in the last year Source: [Census.gov ACS](https://www.census.gov/acs)
- The average Social Security Income in Allentown is **\$15,370/year** Source: [Census.gov ACS](https://www.census.gov/acs)
- The median household income for a Allentown senior is **\$26,588** Source: [Census.gov ACS](https://www.census.gov/acs)
- Compared to other states, Pennsylvania ranks **39th** for Long Term Care and **25th** for America's Health Rankings Source: [AmericasHealthRankings.org](https://www.americashealthrankings.org)
- There are **1,975** working seniors in Allentown Source: [Census.gov ACS](https://www.census.gov/acs)
- 20%** of the seniors in Allentown are veterans Source: [Census.gov ACS](https://www.census.gov/acs)



Sources; Wikipedia, West End Alliance, DATA USA, Census.gov



# ABOVE AND BEYOND SENIOR LIVING – WEST END DEMOGRAPHICS

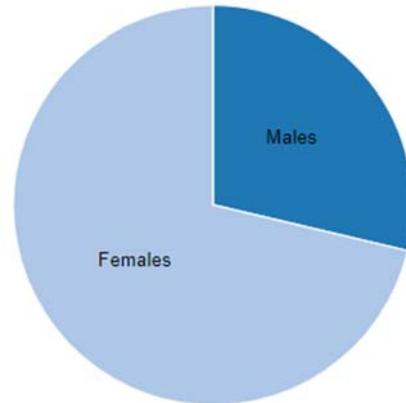
## Seniors Living Alone

Percent Living Alone



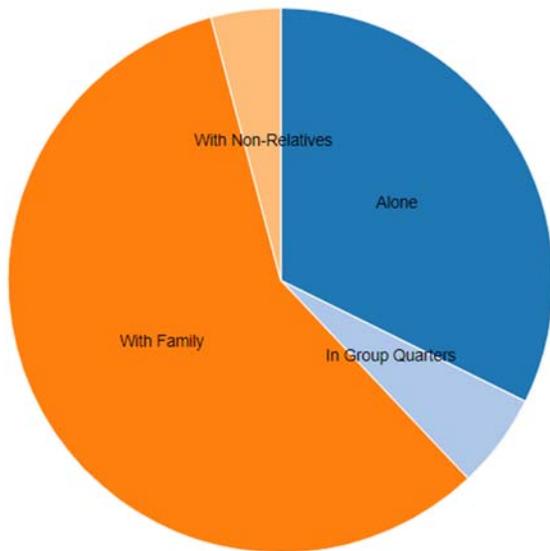
Source: [Census.gov](https://www.census.gov)

Gender of Seniors Living Alone



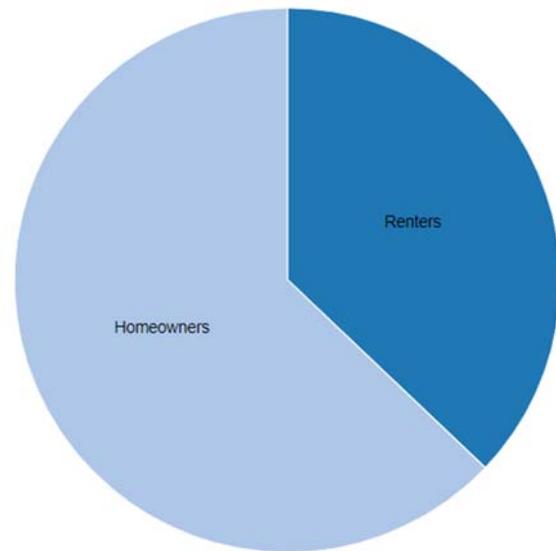
Source: [Census.gov](https://www.census.gov)

## Who do Seniors Live with?



Source: [Census.gov](https://www.census.gov)

## Senior Households: Homeowners vs. Renters



Source: [Census.gov](https://www.census.gov) ACS

Sources; Wikipedia, West End Alliance, DATA USA, Census.gov

## ABOVE AND BEYOND SENIOR LIVING – WEST END AREA INFORMATION



LEHIGH VALLEY  
economic development

[Come Here](#)

[Grow Here](#)

[Start Here](#)

[About Lehigh  
Valley](#)

The Lehigh Valley's population grew by 6.2% since 2010, making it among Pennsylvania's fastest growing regions and within the top 25% of all counties nationwide, Census data show.

The once-in-a-decade mandatory counting pegs the population in Lehigh and Northampton counties at 687,508, a gain of more than 40,000 residents in the last 10 years.

The Lehigh Valley owes much of its growth to people moving here. The Lehigh Valley was among the top five regions in the Northeast for net population growth due to in-migration from other metro regions between 2015 and 2019, according to Commercial Café.

The Lehigh Valley gained an average of 3,640 people a year with New York City as the top region from where they're moving. A CBRE analysis of U.S. Postal Service data suggest the number of people moving from New York to the Lehigh Valley increased by 13.7% in 2020.

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Valley](#)

People move to the Lehigh Valley because of its strong schools and health care providers, affordable real estate, economic stability, low crime rates, and recreational and cultural amenities.

That perception was underscored in 2021 when the Lehigh Valley landed on several [prestigious lists](#) by national publications.

- Bethlehem ranked 70 on the [Top 100 Best Places to Live](#) in America, according to Livability.com, a website that ranks America's most livable small and mid-sized cities.
- Bethlehem's 18018 ZIP Code, which includes the city's historic district, was ranked by Realtor.com as the [twelfth hottest ZIP Code in America](#).
- The Lehigh Valley ranked 14 on a list of the best cities and regions for remote work in the nation, according to real estate analytics company [Ownerly](#).
- The Lehigh Valley ranked 11 on U.S. News & World Report list of [best places to retire](#).

## ABOVE AND BEYOND SENIOR LIVING – WEST END AREA INFORMATION



LEHIGH VALLEY  
economic development

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[About Lehigh  
Valley](#)

Lehigh Valley's population between the ages of 18 and 34 grew by **10.7% over the last decade**, a faster rate than every other region in Pennsylvania. Lehigh County led the state's 67 counties and Northampton County came in fourth, according to Lehigh Valley Economic Development Corporation analysis of population estimates released by the U.S. Census Bureau.

The prime work force age group, those 25 to 54 years old, is projected to grow by six-tenths of a percent annually through 2034 in Lehigh Valley, according to data analyzed on Chmura Economics' JobsEQ platform.

That trend is attractive to companies looking to expand or relocate because access to talent is one of the top priorities for employers.

Between 2015 and 2019, the number of people living and working in the Lehigh Valley **grew by 6% to 197,559**, according to commuting data recently released by the U.S. Census Bureau. That's a faster pace than the overall population growth in the Lehigh Valley.

What's more: 66% of the workers employed in the Lehigh Valley live in the Lehigh Valley. That's a larger share who live and work in the same region than every other workforce investment area in southeastern Pennsylvania, which drives the state's population growth.

The data reflect the growing job opportunities. Between 2015-2019, the Lehigh Valley added 27,000 jobs – 5,000 in manufacturing.

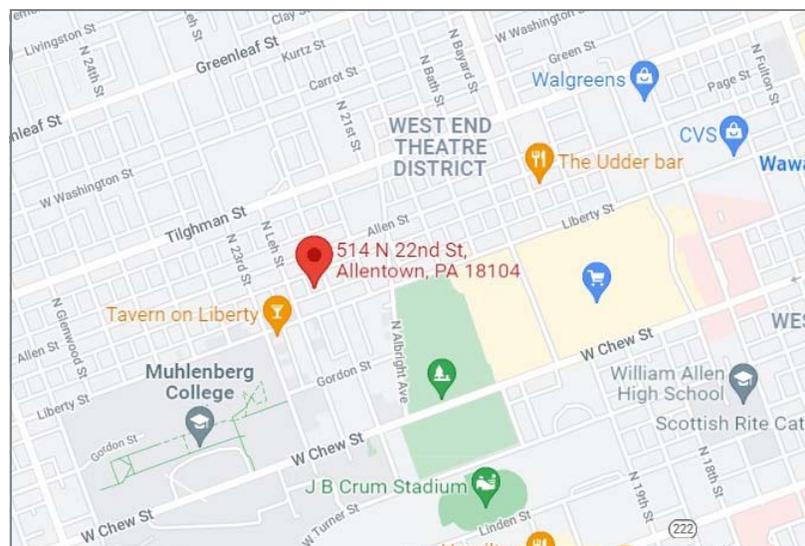
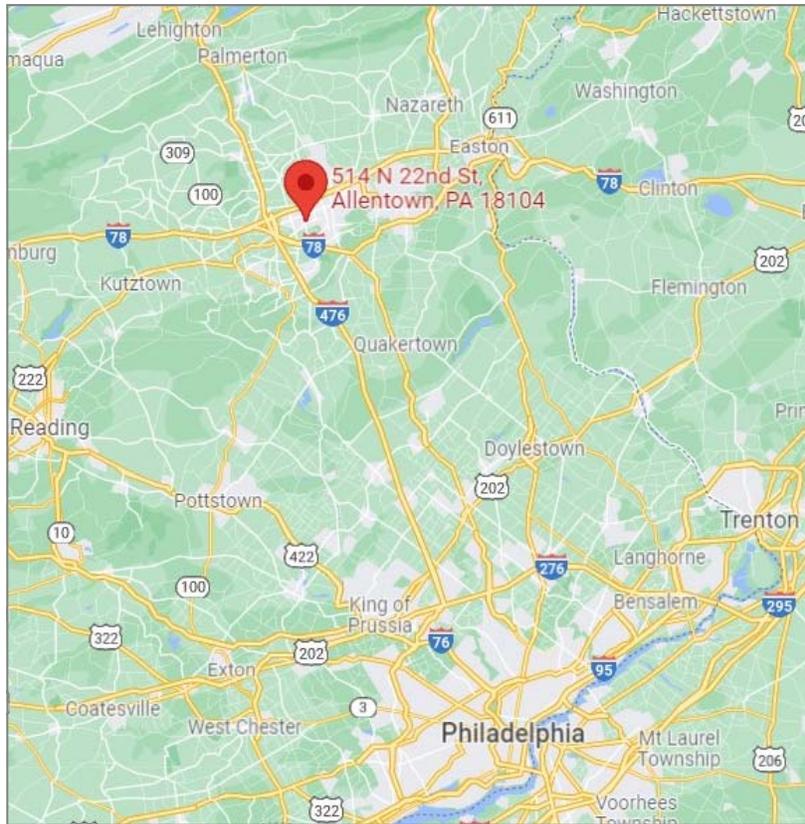
Sources; Wikipedia, West End Alliance, DATA USA, Census.gov

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*Premier Senior Housing & Health Care Broker*

# ABOVE AND BEYOND SENIOR LIVING – WEST END MAPS



**ABOVE AND BEYOND SENIOR LIVING – WEST END**  
**CONFIDENTIALITY AND DISCLAIMER**

**PROPERTY ADDRESS: 514 N. 22ND STREET, ALLENTOWN, PA 18104**

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 "publicly 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 \_\_\_\_\_, 2022, 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)*

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*Buyer's Office Number*

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*Buyer's Fax Number*

