

# A Turnkey Investment Opportunity



Rich history and positive brand perception make this family-owned retirement center a compelling business proposition with ample opportunity for near-term growth.

# Combined Independent and Assisted Living Facility

**47**  
BEDS

**6**  
VILLAS

**5.7**  
ACRES

**31,600**  
SQ FEET

**31**  
YEARS IN BUSINESS

**94%**  
AVG. OCCUPANCY

**10**  
SEASONED EMPLOYEES

**\$1.76M**  
GROSS ANNUAL INCOME

**\$380K**  
EBITDA

## Brand Recognition

This family-owned facility enjoys a positive, long-standing reputation for providing the utmost quality in senior living. The name Magnolia Estates is recognized and respected, synonymous with prudent, meticulous elder care and assisted living throughout the North Georgia area.

## Smooth Transitions

Current owners are available to assist with transitioning, a great benefit to new investors, if desired. Their significant experience encompasses managing assisted living, as well as advocating for and representing the assisted living industry at the State level. **Read more on page 7.**

## Expansion-Ready

Acreage and infrastructure is available, included in list price and ready to meet growing demand. Expansion could accommodate up to 12 more villas. The on-site independent sewer system is prepared to handle increased loads. The large commercial-grade kitchen is capable for meeting facility growth.



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## BUSINESS DESCRIPTION

# Magnolia Estates of Winder

## A Combined Independent Living and Assisted Living Facility

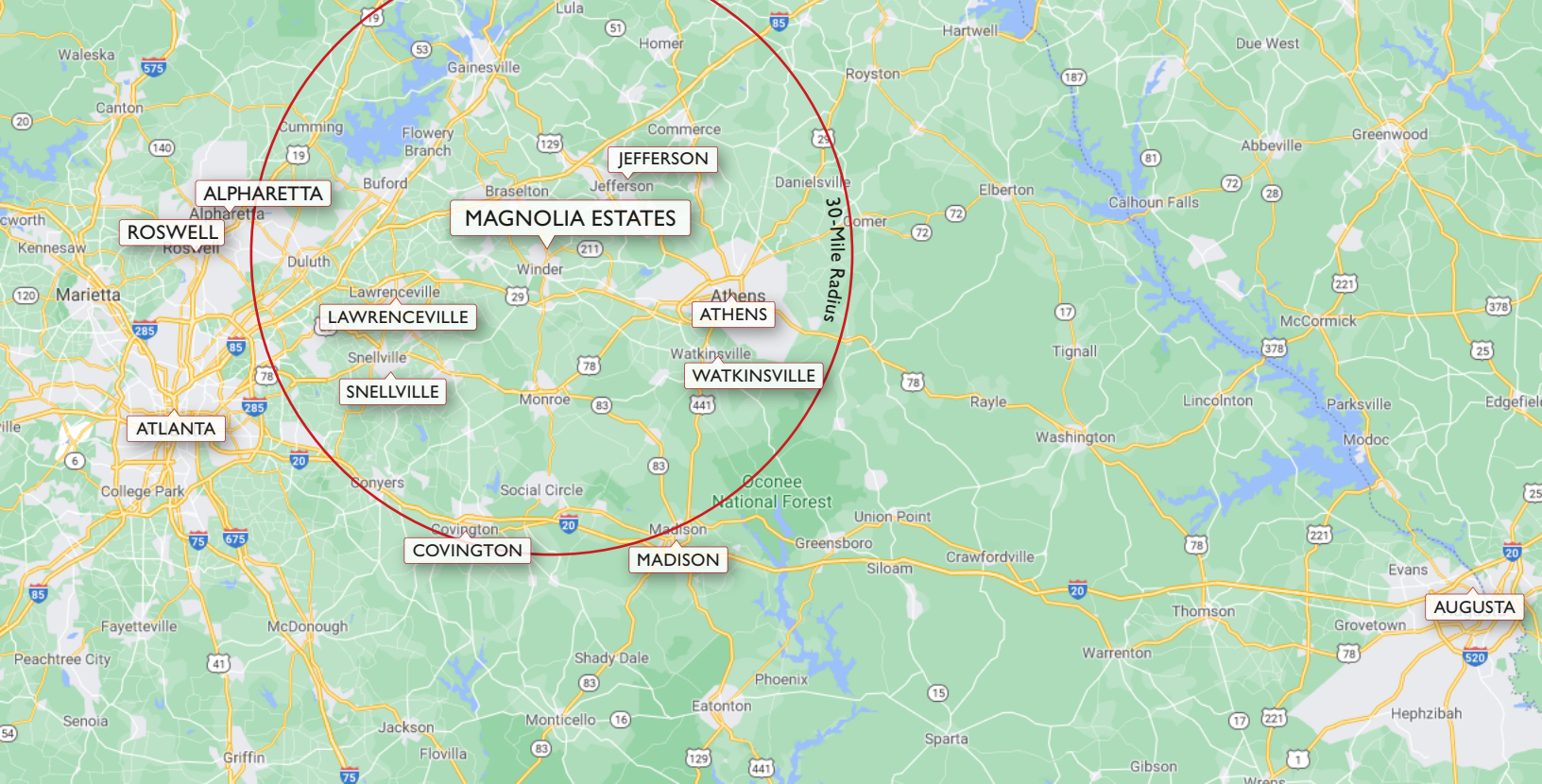
Strong financial performance and high occupancy rates coupled with a reputation for excellence in senior care makes this a prime investment opportunity.

The family-owned business is licensed for 47 assisted beds and includes six independent living villas. Magnolia Estates of Winder has been established for over 30 years. The property is located right next to downtown Winder, GA with close proximity to interstate, major highways and high-density population areas. The business has consistently produced occupancy levels of 94% or better. Pre-COVID occupancy was 100%.

The property is on 5.7 acres including adjoining land for additional development of another building, or up to 12 additional villas. The assisted living building includes a large commercial-grade kitchen. As a bonus, the property was developed with an independent sewer system with ample capacity to accommodate more residents.

This business features everything an investor could hope for: excellent revenues, consistent profitability, strong brand recognition, a solid infrastructure and dedicated, trained staff.

Magnolia Estates benefits from nearby feeder establishments such as a large independent living subdivision less than one mile north and a large hospital one mile to the south. Local competition is extremely low. There is only one other assisted living provider in the city of Winder.



## COMPETITIVE ADVANTAGES

Low Competition  
Within A 20-Mile  
Radius

Multiple Feeder  
Establishments Within  
Close Proximity

Established Brand  
Recognition and  
Positive Perception

94% Average  
Occupancy for Past  
Five Years

### Location Advantages:

- Strategically located less than 20 miles from high-density population areas - families feel their loved ones are accessible
- Entire 30-mile radius has experienced heavy suburban growth for 10 consecutive years
- Less than 10 miles from Interstate 85 and less than 4 miles from highway 316
- Less than one mile from Northeast Georgia Medical Center

### Infrastructure Advantages:

- Property includes area available for expansion
- Large, commercial-grade kitchen
- Four-car covered entrance / carport area
- Wooded lot creates sense of privacy
- Independent sewer system with capacity for growth

### Business Advantages:

- Close-by independent living community acts as a feeder business
- Residents can easily transition between levels of care
- Great opportunity for corporate or independent investor
- Owner is available to assist during transitional period
- 10 experienced, professional staff reduce transition expenses

# The Specifics

Location: ..... Barrow County, GA  
Real Estate: ..... Owned & Included in Asking Price  
Building SF: ..... 31,611 Square Feet  
Assisted Living Beds: ..... 47  
Independent Living Villas: ..... 6 (property can accommodate up to 12 more villas)  
Property Acreage: ..... 5.696 Acres  
Employees: ..... 10  
Years in Business: ..... 31 Years in Business  
2019 Annual Gross Income: ..... \$1.76 Million  
EBITDA: ..... \$380,000  
Support & Training: ..... Available Upon Request  
Reason for Selling: ..... Owner Retirement



SPACIOUS COMMON AREAS



SIX INDEPENDENT LIVING VILLAS



PRIVATE & QUIET



COMMERCIAL-GRADE KITCHEN



EXPANSIVE INDEPENDENT LIVING SUITES



RECENTLY REMODELED LIVING AREAS

# The Rich History of Magnolia Estates

The legacy of Magnolia Estates began 37 years ago in Elberton, GA when Betty Rampey bought and began to renovate a beautiful 90 year old antebellum home at 68 College Avenue. The home was the original W.O. Jones home and had previously been owned by the Collins family.

Betty Rampey's vision for the property was clear from the start: to provide the finest in daily assisted living and personal care for the retired age individual. Today, the glowing reputation behind the name Magnolia Estates is a testament to Betty's achievement. Her success in Elberton led to the development of two additional Magnolia Estates facilities, a retirement center in Watkinsville and a combined assisted living and independent living estate in Winder, GA. The property was built by Betty Rampey's son, Daniel Rampey.

Daniel (Danny) Rampey was born with the same vision and motivation that imbued his mother. In June of 1989 Danny began construction of Magnolia Estates of Winder. To Danny and his new wife, Denise, every penny mattered. During construction Danny and Denise lived in one of the incomplete villas for almost two years. This enabled them to save money and invest in the business. The Rampey family shares a dedication for caring for others. In fact, Danny's daughter also came to work for the family business and helped establish methods for hiring only the most reliable and dedicated staff.

Danny Rampey has been influential in crafting the personal care industry state-wide.

As COVID began to take a toll on many elder care facilities, Danny Rampey was invited to work directly with the State Task Force and Governor's Office to develop criteria and guidelines for allowing family visits. Danny Rampey is one of the original members of the Assisted Living Association of Georgia and serves on the board of North East Georgia Hospital - just 1 mile from Magnolia Estates.

As a testament to the level of care and insight the Rampey's bring, to this day not a single resident has had to move out due to COVID. Not a single life at Magnolia Estates of Winder has been lost to the pandemic.

## Ensuring A Smooth Transition

At the new owner's request, Danny Rampey is available for consultation during your transitional period. With 31 years experience plus a lifetime of family knowledge, Danny can assist in accelerating your return on investment and will ensure a seamless transition.



Denise and Danny Rampey, current owners of Magnolia Estates of Winder.



Contact Wayne Bartlett or David Shockley to learn more about this incredible opportunity.



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