

COLLIERS INTERNATIONAL

SENIORS HOUSING

Specialized Real Estate Services



Accelerating success.



“ Involved with all aspects of the deal, Colliers worked way beyond our expectations. The tireless work and Herculean efforts made the deal possible. ”

— Rafael “Bebot” Bona
Owner
**PINNACLE HEALTHCARE
SERVICES INC.**

ABOUT US



MISSION

Our goal is to accelerate your success in seniors housing. Whether you're a commercial real estate investor, developer or operator, you are part of a growing industry with complex needs — from regulatory considerations to security requirements.

The Colliers International National Seniors Housing Group understands the nuances of all seniors housing asset types, from assisted living and senior living residences to skilled nursing and rehabilitation facilities. Our specialists work to align clients' core business goals, customer needs and industry requirements. We not only ensure success for your seniors housing property, but deliver measurable value along the way.

3 KEY BENEFITS OF PARTNERING WITH THE NATIONAL SENIORS HOUSING GROUP

1 SPECIALIZED EXPERTISE

The National Seniors Housing Group brings vast experience and access to opportunities in the seniors housing industry. Based on our deep knowledge of each seniors housing asset type, we provide the market insights and creative solutions to ensure positive outcomes.

2 CONSULTATIVE APPROACH

When it comes to seniors housing, you need more than just a property transaction—you need valuable guidance. Through our full-service brokerage and consulting platform, we offer a comprehensive range of services that can be tailored to your needs.

3 GOAL-ORIENTED STRATEGIES

Our experts are trained in strategies that optimize results while protecting the well-being and stability of seniors housing properties and their residents and employees. Our ultimate goal is not just to be successful, but to also be valuable.

WHY US

CAPABILITIES

- › Acquisition/disposition of portfolios and individual facilities
- › Sale-leaseback services
- › Capital markets services, including debt and equity sourcing
- › Joint venture partners
- › Land/development advisory
- › Property valuation and financial analysis
- › Advisory/consulting services, such as market feasibility reports, FTE studies and income/expense evaluations
- › Market research`

“ I knew almost nothing about assisted living. Colliers educated me and steered me in the direction of a property that would be appropriate for my capabilities. ”

— Meir Cosiol
Principal
GROWTH CAPITAL INVESTMENTS

“ Every deal I have viewed from the Colliers Seniors Housing brokers, showed numbers that were real and assumptions that were realistic. I will consider any opportunity that Colliers presents. ”

— Howard Borenstein
CEO
29 CONSULTANTS, INC





Seniors Housing Complex Opportunity Presented to REIT's and Operators for Upside Repositioning

Challenge

The sale consisted of two components: The Shire at Culverton, an assisted living facility, and North Village Apartments, an independent living facility. The properties were 40 years old and there was a significant amount of deferred maintenance.

A very important attribute to this sale was the current license in place by the New York State Department of Health (DOH) Assisted Living Program for The Shire at Culverton. The facility was to operate 200 assisted living beds, with 48 of them being approved for Medicaid support under the DOH's Assisted Living Program. Very few assisted living facilities in New York have access to this funding source.

The North Village Apartments complex consists of 28 one-bedroom and 14 two-bedroom units. In response to the previous downturn of the real estate market, the owner chose to eliminate the age restrictions at this apartment complex and allow tenants with minor children. Although the elimination of age restriction increased occupancy levels, profitability was minimal.

Strategy

Realizing that these facilities would not fit into the typical seniors housing business model of a national or institutional investor, a decision was made to present this opportunity to regional, local and non-profit organizations. A new operator would have to reposition the property by reorganizing it into an independent living/seniors apartment complex, which was its intended use.

Results

In our target market, a buyer was found who envisioned renovating the residences as well as putting in place an aggressive marketing campaign to attract the right type of residents to The Shire at Culverton and North Village Apartments. Finding a REIT whose vision aligned with the buyer's enabled the opportunity to culminate in a successful closing. The transaction closed at a 7.6% cap rate, which is uncommon for a facility of this age and condition.

Thoughtful Market Price Leads to Timely Assisted Living Facility Disposition

Challenge

Langdon Hall was an 80-bed assisted living residence in Florida operating at 85% occupancy. The current owners were an investor group who had to foreclose on the facility and hire a team to continue to operate the facility. The owners needed to dispose of this asset in a timely manner.

Strategy

Our approach was to present this opportunity to national and regional operators and REITs with a market price supported by the trailing 12-month financials.

Results

The client received assistance navigating state regulations and applications and experienced a smooth transition from contract to closing.

COLLIERS

We've got you covered.



OUR DIFFERENCE

We are enterprising. As an industry-leading global real estate company with more than 15,000 skilled professionals operating in 68 countries, what sets Colliers International apart is not what we do, but *how we do it*.

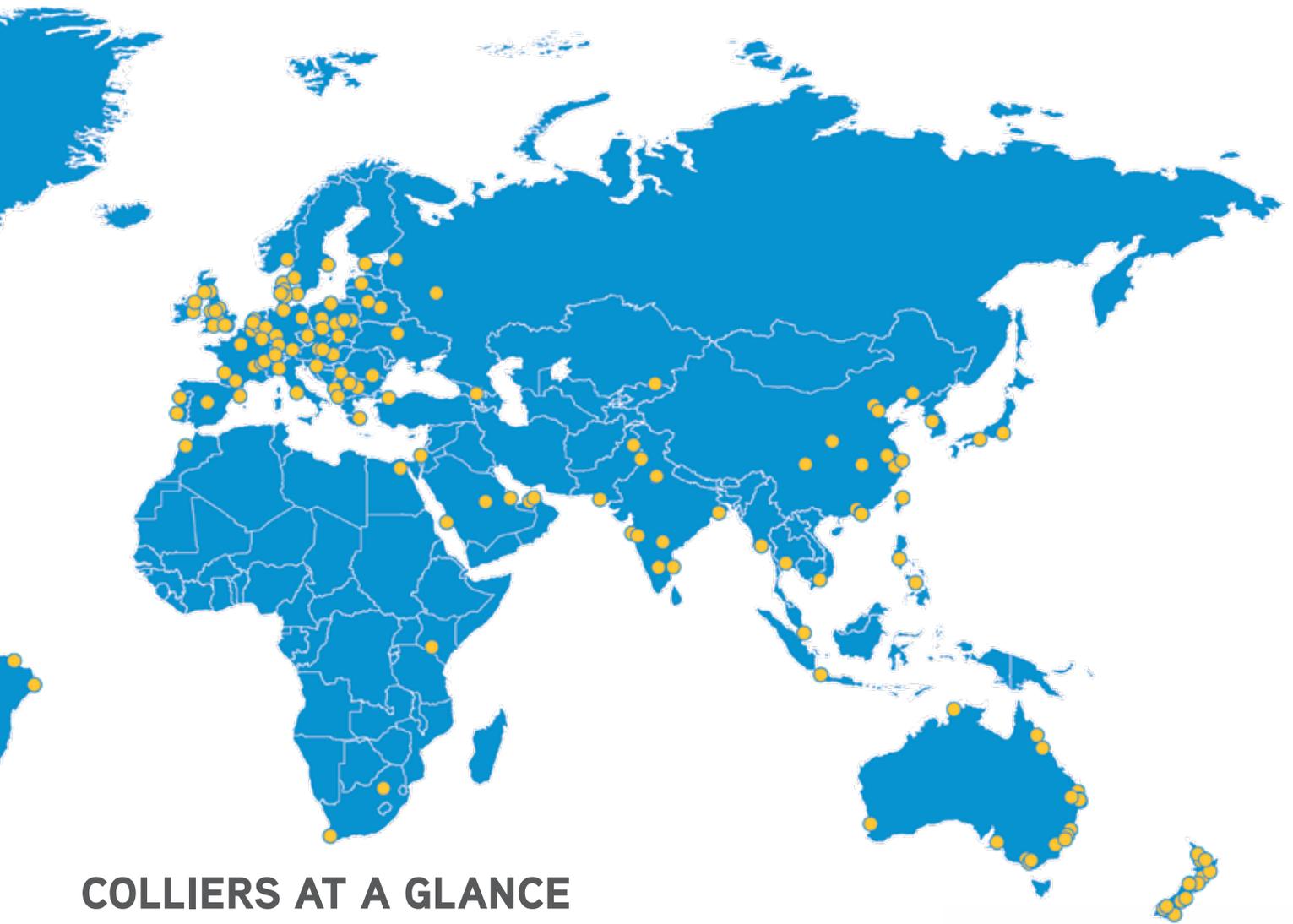
Our unique culture encourages our people to think differently, to share innovative ideas and to create effective solutions that accelerate our clients' success. Many of the world's most innovative and successful companies choose us when they need trusted, expert advice.



OUR SERVICES

The foundation of our service is the strength and depth of our specialists. Our clients depend on our ability to draw on years of direct experience in their local markets. Our professionals know their communities and the industry inside and out. Whether you are a local firm or global organization, we provide creative solutions for all of your real estate needs.

We deliver a comprehensive portfolio of real estate services to occupiers, owners and investors across all sectors worldwide. In addition to these sectors, we provide our clients with a deep level of knowledge in specialized industries and product types including law, technology and logistics.



COLLIERS AT A GLANCE



Comprised of
15,000
professionals



Revenue
\$2.6B
(US\$)



Managing
2B
(square feet)



Founding member of
the World Green
Building Council



Established in
68
countries



Lease/sale transactions
72,000

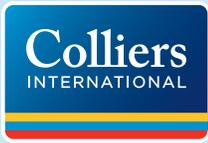


Transaction value
\$105B
(US\$)



Recognized and
ranked 12 consecutive
years, more than any
other real estate firm

All statistics are for 2016, are in U.S. dollars and include affiliates.



colliers.com/seniorshousing

Accelerating success.

