



Seniors
Housing

Seniors Housing

Specialized Real Estate Services

Accelerating success.

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 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.

Our confidential approach

The Seniors Housing Group is well-versed in the art of discreet marketing. We share your worries about the facility's value, reputation, and residents' faith in the care provider, as well as employee stability in the workplace. The marketing strategy is intended to reduce the risk of a “rumor milled” effect in the industry and at the facility, which might endanger the institution's reputation among residents, staff, and the general public. Before receiving marketing materials, all prospective purchasers and operators must sign our confidentiality agreements.





Leveraging more than 50 years of seniors living and long-term corporate operations, marketing and consulting experience to your properties

1 Specialized Expertise

The 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.

Asset Specialties

Independent Living Facilities (ILF)

Assisted Living Facilities (ALF)

Skilled Nursing Facilities (SNF)

Continuing Care Retirement Communities (CCRC)

Active Adult Communities

Senior Apartments

55+ Communities

Our capabilities



Acquisition/disposition
of portfolios and
individual facilities



Property valuation and
financial analysis



Sale-leaseback services



Advisory/consulting
services, such as market
feasibility reports, FTE
studies and income/
expense evaluations



Capital markets services,
including debt & equity
sourcing



Market research



Joint venture partners



Land/development
advisory

Senior 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 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/senior 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.





Why us

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Advisory

We take a comprehensive approach to understanding your investment objectives and apply them to our analysis and understanding of market conditions, risks and opportunities.



Market research

Advisory cannot be fully effective without constantly collecting market data to help shape transaction decisions. We draw upon and share an extensive set of proprietary research to stay on top of evolving market conditions.



Financing

Because we know that financing is a key driver for investing and selling real estate today, we provide a host of financing options for our clients.



Due diligence management

We utilize a cloud-based system to protect and efficiently handle the entire spectrum of due diligence and closing management, including war room set up and transaction collaboration software.



Marketing

We've built a global proprietary database of active owner/operators who regularly review our listings. Together with custom tailored marketing campaigns, we maximize your asset's exposure and value.



U.S. Capital Markets

At Colliers, we connect capital with opportunity through a full spectrum of services — from acquisition and debt and equity solutions to disposition and more. Our professionals are experienced across all asset types and ownership structures for public, private, domestic and foreign capital.

Real-time delivery of market intelligence and opportunities empowers our clients to make informed decisions that diversify risk and elevate returns. Our proprietary databases and wide distribution channels create global exposure while targeting motivated buyers.

Simply put, we make your real estate investments work smarter.

Investment Services

Our experts take pride in understanding the global trends driving asset demand, as well as the financial, political and environmental technicalities that drive proformas and prices. Our unique approach to valuation considers all potential disposition structures and motivating factors before identifying the optimal positioning that will drive value and maximize pricing.

Debt & Equity Placement

Experienced in mezzanine debt, fixed/floating rate debt, acquisition/construction debt, bridge financing and investment sales, our financing professionals actively build and maintain relationships with equity investors and domestic and foreign capital providers. We bring together these relationships with state-of-the-art information technology and proprietary modeling to provide valuable insights into capital market conditions, giving our clients a competitive edge.

Special Asset Services

Our experienced professionals possess the knowledge and experience required to professionally manage distressed situations including non-performing loans, under-performing loans and the management, leasing, liquidation and/or redevelopment of real estate owned (REO) assets. Our professionals have worked with all types of financial institutions and are adept at navigating the complexities of loan defaults, workouts and foreclosures across the U.S.

Capital Markets Services

 Office	 Industrial
 Multifamily	 Retail
Affordable Housing	Loan Sales & Receivership Solutions
Cross Border	Manufactured Housing
Data Centers	Marinas & Leisure
Golf Course	Self Storage
Government Solutions	Senior Housing
Healthcare	Student Housing
Hotels	Special Servicing
Land Advisory	
Life Sciences	



Our Global Platform

When it comes to serving investor clients, our experts collaborate daily across markets and around the globe. With our deep-seated global relationships, our experts in 66 countries are experienced in working together, delivering unique advisory service, collaboratively pushing our clients to think differently and facilitating results that exceed our clients' expectations — every single time.



Annualized Revenue

\$4.3B

US\$



Established in

62

Countries



Assets under management

\$77B



Lease/sale transactions

53,000



Managing

2B

square feet



Comprised of

17,000

professionals

All statistics are in U.S. dollars and include affiliates



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