

**KIDDER MATHEWS**  
**NATIONAL SENIORS**  
**HOUSING SERVICES**

**PROVIDED BY**

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 **Kidder  
Mathews**

Since 1969, Kidder Mathews has been delivering results that meet, and often exceed, client expectations. Today, Kidder Mathews is the one of the largest independent commercial real estate firms, with more than 750 real estate professionals and employees in 21 offices, and continues to be known for professionalism, integrity, and client centered responsiveness. The firm's unmatched combination of national and international expertise, full range of services, and international reach gives the company the ability to respond to virtually any commercial real estate challenge anywhere.



**Robert Black**  
Senior Vice President  
Investment Sales



Run comprehensive valuation and sale process in an effort to maximize return on investment



Proficient at creating market demand for Seniors Housing assets that are positioned to sell



Extensive knowledge of the Seniors Housing and Care Industry



Help create meaningful relationships between Investors, Providers and Capital Partners



Identify market drivers for Operator/Providers and develop a plan to increase revenue



Provide consultation of long term planning as it relates to the capital stack, repositioning and exit



**Sean McNee**  
Senior Vice President  
Investment Sales



Preparation of all financial analysis



Gather comprehensive market information



Coordination & management of due diligence



**Julie Manual**  
Financial Analyst

**KEY CLIENTS**

ROC Seniors

PGIM

Five Star Quality Care, Inc.

Senior Lifestyle

Auctus

Birchwood Health Care Properties

Colonial Oaks

AEW

Morning Star

Silverado

Capital Seniors Housing

Ensign Group

Omega

Focus Healthcare Partners

Enlivant



We are full-service industry experts who are dedicated in helping our clients achieve their operational and financial objectives. This is accomplished by analyzing individual market drivers, supply metrics, and external economic conditions. As a result, we are able to present all options available to our clients offering them operational efficiencies and maximizing their valuations.

## OVER THE LAST 5 YEARS

Total Consideration	\$1.73B
Total Units	3,740
Total Transactions	70+
Combined Yrs Experience	75
Team Members	8

## COMPLIMENTARY INTEGRATED SERVICES

- Investment Sales (Single Asset & Portfolio)
- Structured Finance / Investment Banking (Debt & Equity)
- Repositioning (Renovations and Operations)
- Renovation Assessments and Financing
- Construction Management (Renovations)
- Appraisal Services & Valuations
- Feasibility Studies
- Market Studies
- Rental Surveys

## KIDDER MATHEWS

Kidder Mathews provides its clients with strategic solutions to their real estate capital concerns. Our professionals apply creative advisory, transaction management, deal structuring and marketing expertise to deliver exceptional capital solutions for their private, corporate and institutional clientele. Institutional clients that are active in the Healthcare space include REIT's, Private/Public Investment Firms and Seniors Housing Operators/Providers—have access to comprehensive capital markets solutions globally. Further, Kidder Mathews' access to key decision makers within privately and publicly owned companies, institutional funds, sovereign wealth and state pension funds and high net worth individuals is unparalleled.



**STRUCTURED FINANCE**  
Debt Placement



**INVESTMENT BANKING**  
Equity Placement



**VALUATION**  
Advisory



**INVESTMENT SALES**  
Advisory



**DEVELOPMENT**  
Advisory



**RENOVATIONS**  
Construction Management



**OPTIMIZATION**  
Operations NOI

We offer a complete range of consulting services that include brokerage (leasing & investment sales), structured finance (debt & equity), project/construction management (renovations), appraisal (market & feasibility studies) and property management (all property types).

## COMMERCIAL BROKERAGE

Brokers 360+

Annual Transactions Total \$7B

Annual Sales 18.6M SF

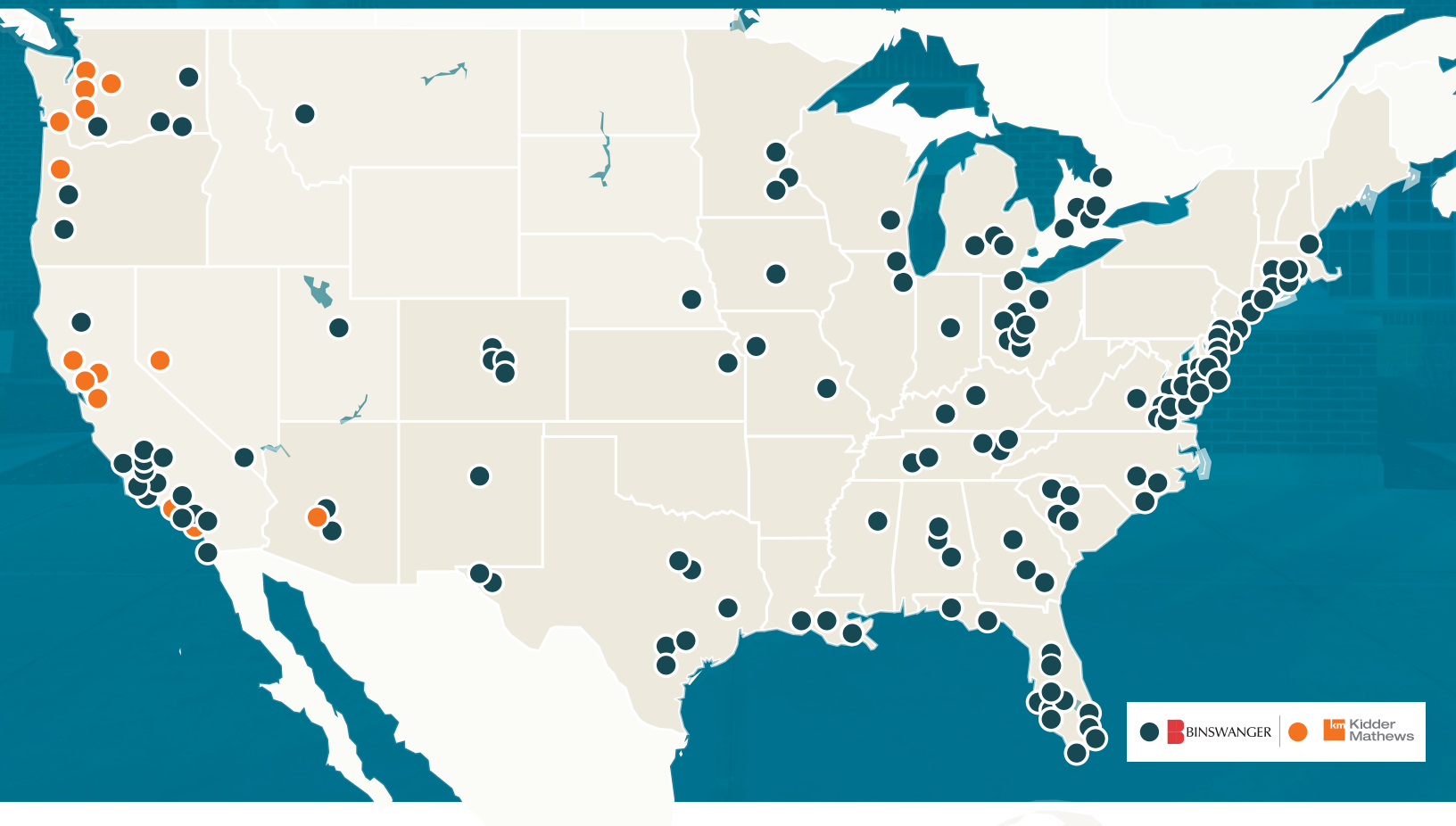
Annual Leases 34.6M SF

## PROPERTY MANAGEMENT

Overall Portfolio 50+M SF

## VALUATION APPRAISAL

Appraisals Annually 1,500+



**NATIONAL SENIORS  
HOUSING SERVICES**

# Relevant Experience

## Investment Sales



**1**  
**CORNERSTONE  
PORTFOLIO**

.....  
\$142M  
.....  
17 Property Portfolio  
.....  
650,000 SF  
.....



**2**  
**MIDWEST  
PORTFOLIO**

.....  
\$68M  
.....  
200+ AL/MC Units  
.....  
\$324,000/Unit  
.....



**3**  
**MEADOWBROOK  
SENIOR LIVING**

.....  
\$60M  
.....  
156 AL/MC Units  
.....  
\$385,000/Unit  
.....



**4**  
**AGOURA HILLS  
SENIOR RETREAT**

.....  
\$32.95M  
.....  
150+ AL/MC Units  
.....  
\$220,000/Unit  
.....



**5**  
**CARESPRINGS  
PORTFOLIO**

.....  
\$32.5M  
.....  
210 IL/AL/MC Units  
.....  
\$155,000/Unit  
.....



**6**  
**CAMPBELL  
PORTFOLIO**

.....  
\$32M  
.....  
340+ AL/MC/SNF Units  
.....  
\$385,000/Unit  
.....



**7**  
**GENTRY PARK  
BLOOMINGTON**

.....  
\$28M  
.....  
132 IL/AL/MC Units  
.....  
\$212,000/Unit  
.....



**8**  
**MOUTNAIN GLEN  
COMMUNITY**

.....  
\$25.5M  
.....  
172 AL Units  
.....  
\$148,250/Unit  
.....



**9**  
**EDEN VILLA SAN  
FRANCISCO**

.....  
\$24.5M  
.....  
63+ AL/MC Units  
.....  
\$389,000/Unit  
.....



**10**  
**PENSACOLA  
HEALTH CARE**

.....  
\$6M  
.....  
118 SN Beds  
.....  
\$50,850/Bed  
.....



**TENANT**  
Representation



**CONSULTING**  
& Workplace Strategies



**PROPERTY**  
Management



**INVESTMENT**  
Sales & Capital Markets



**FACILITIES**  
Management



**PROGRAM**  
& Project Management



**LANDLORD**  
Advisory



**RETAIL**  
Services



**GLOBAL**  
Corporate Services



**INDUSTRIAL**  
Services

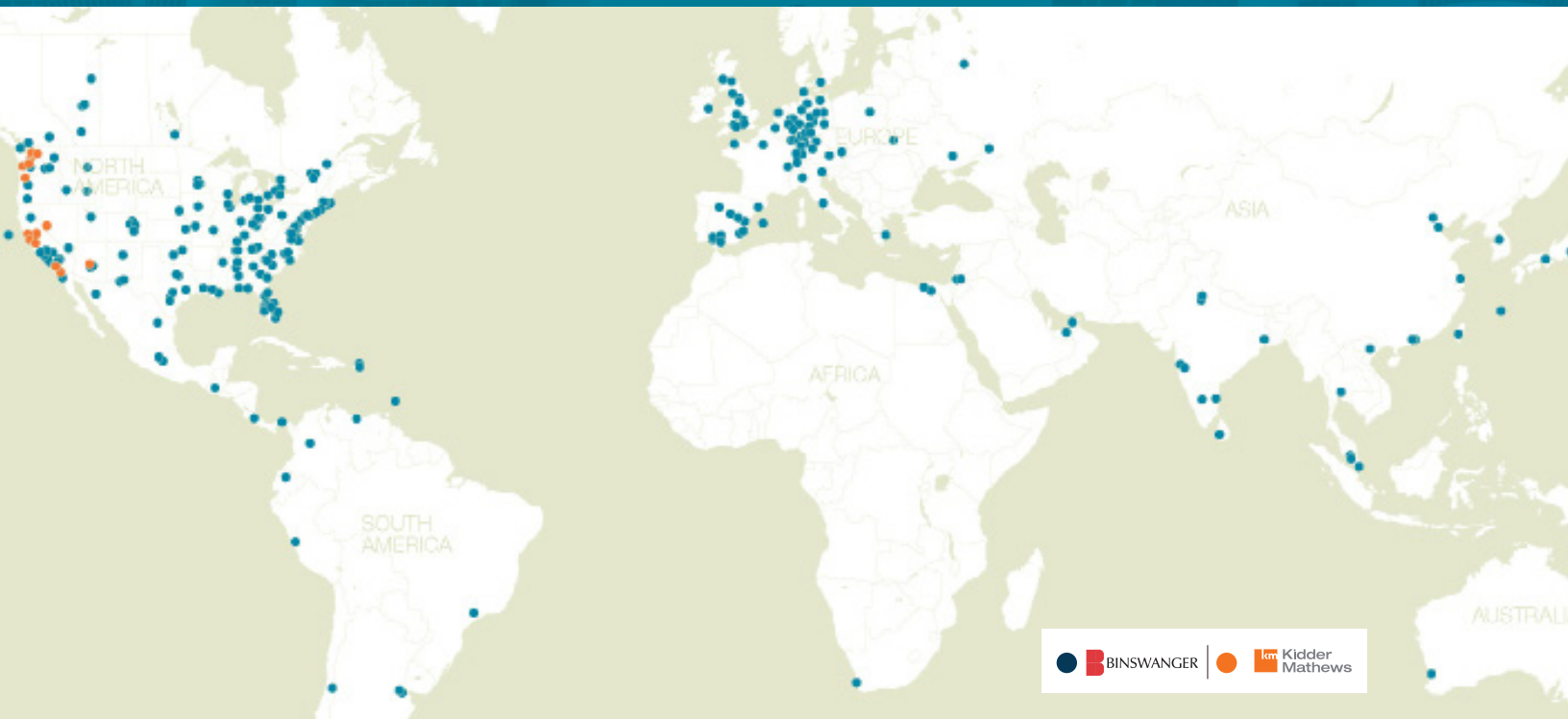


**VALUATION**  
Advisor/Consulting

## KM GLOBAL STRATEGIC ALLIANCE

Kidder Mathews has a global strategic alliance with Binswanger (in-depth knowledge of 103 markets in 34 countries) to provide leasing, sales, asset management, consulting, and corporate advisory services for industrial, office, retail, investment, life science, and technology properties worldwide.

Binswanger has grown over its 80 year history into one of the predominant advisors for corporate real estate assets in the world. Its centralized structure ensures that essential data, processes and resources are shared across its worldwide offices. The client driven team approach can be of significant benefit for all kinds of real estate from central business district headquarters to manufacturing facilities in remote locations. Special projects groups bring an understanding of the idiosyncrasies in a wide variety of industries that are essential in properly positioning assets. Above all, Binswanger is dedicated to the consistent delivery of quality service that major corporations should expect, no matter where the property is located. Binswanger serves a vast number of Global 1,000 companies and completed over \$11 billion in transactions last year.



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