

DEAL ALERT · ALABAMA · OCTOBER 2026

Quietly sold.

3G Healthcare Real Estate closes the confidential sale of a family-held Alabama skilled nursing facility for \$17 million, \$3 million above the offer the family already held, without ever taking it to the open market.

\$17M

All-cash sale price

\$3M

Above the offer the family already held

Full price

Held from signed LOI to closing

CHALLENGE

A family-held Alabama skilled nursing facility had just passed to the next generation. The new owner wanted the highest price the building could bring, but on his terms: no public listing, and a short list of serious buyers who could close.

The building was leased to its operator through mid-2027, and the operator held a right of first refusal. The family already had a \$14 million offer in hand and an older bank appraisal near \$9 million. Any sale had to clear the right of first refusal, buy out the lease, and move operations to a new operator on the same day the real estate closed.

RESULT

The sale closed in 2026 at \$17 million, all cash, \$3 million above the offer the family held before 3G was engaged and nearly twice the building's last bank appraisal. The price held from signed LOI to closing, with no re-trade.

The buyer, a well-capitalized multi-state owner with an experienced operating partner, took over operations the day it closed. The buyer paid 3G's fee, so the seller paid no brokerage commission.

ACTION

01 Ran a confidential, invitation-only process with a handful of qualified buyers under NDA, never a public listing.

03 Presented the operator with a bona fide \$17 million offer under its right of first refusal and secured a written waiver and a negotiated lease buyout.

02 Put a \$17 million offer in front of the seller, who accepted it within days.

04 Brought in experienced healthcare transaction counsel for the seller and quarterbacked three law firms through the purchase agreement, lease termination and operations transfer.

VALUE

\$17 million all-cash sale, \$3 million above the family's existing offer.

SUCCESS

Closed at the full LOI price with no re-trade and no public listing.

EXPERTISE

Confidential buyer selection, right-of-first-refusal and lease-buyout strategy, and multi-counsel closing management.



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Skilled nursing only · Sell-side advisors since 2014 · \$550M+ skilled nursing assets represented last year. A call with either of us is confidential and costs the seller nothing.

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