

RECENT CLOSING · NORTH CAROLINA · NOVEMBER 2025

Recent closing: North Carolina.

A long-standing local owner exits confidentially, with record-breaking pricing per licensed and per occupied bed.

\$21M+

Valuation achieved

50%+

Over the initial bid

“We greatly appreciated Stan’s expertise and deep understanding of the skilled nursing transaction market. He quickly produced multiple qualified offers from reputable groups and negotiated a true win-win transaction for everyone involved. His professionalism, market knowledge, and responsiveness made all the difference.”

SELLER PRAISE

CHALLENGE

A long-standing local skilled nursing facility owner in North Carolina sought to confidentially exit the space while ensuring they received true fair market value for their asset. With limited visibility into current market dynamics and several unsolicited offers falling below expectations, the seller engaged 3G Healthcare Real Estate to manage the process and identify qualified buyers capable of executing a smooth and equitable transaction and help arrange a lease buy out from the original owner and builder of the facility and the old operator.

To ensure a successful outcome, 3G not only led the sale process but also referred experienced healthcare transaction counsel to represent the seller’s legal interests and facilitate a streamlined closing.

ACTION

- ✓ Conducted a confidential and competitive bidding process to maximize qualified engagement.
- ✓ Targeted a strategic mix of national, regional, and local operators and investors.
- ✓ Drove a disciplined outreach and negotiation effort to create strong competitive pressure.
- ✓ Positioned the asset effectively to secure an offer exceeding the initial bid by more than 50%.

RESULT

The seller achieved record-breaking pricing metrics on both a per-licensed-bed and per-occupied-bed basis, marking one of the strongest outcomes for a single-facility transaction in the region. The property was successfully acquired by a regional owner/operator with an established footprint in the Southeast, ensuring operational continuity and a smooth transition for staff and residents alike.

This transaction underscores 3G Healthcare Real Estate’s expertise in navigating complex local transactions, aligning seller expectations with market realities, and delivering superior results under strict confidentiality.

VALUE

Achieved portfolio valuation exceeding \$21M.

SUCCESS

Secured experienced multi-state owner/operator.

EXPERTISE

Confidential execution with high closing certainty.



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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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