

DEAL ALERT • OHIO • MAY 2026

Resilience wins.

3G Healthcare Real Estate closes a 99-bed Ohio SNF transaction at ~\$106,000 per operational bed, through two buyer fallouts, a mid-process Medicaid rate cut, and a closing-day zoning crisis.

\$10.5M

All-cash close

~\$106,000

Per operational bed

99

Beds

“You guided us through every twist and brought it home.”

SELLER PRAISE

CHALLENGE

A 99-bed Ohio SNF owner faced cascading obstacles that threatened to unwind the transaction at every stage. An initial buyer walked away after declining to convert from a lease-only structure. A second buyer signed a competing contract, then collapsed.

Mid-process, an Ohio Medicaid rate reset stripped the facility of quality points, dropping per-diem reimbursement by roughly \$50 per day. Hospital discharge volume softened, pulling census from the high-80s into the low-80s. The seller's senior lender pushed for an exit while disallowing any lease alternative. Indemnification scope, CHOW timing, and an eleventh-hour zoning report requirement at the closing table each threatened to derail the deal.

ACTION

- ✓ Re-engaged a previously sidelined qualified buyer after a competing offer collapsed late in the process.
- ✓ Restructured deal economics from cash-plus-seller-note to all-cash \$10.5M to eliminate financing friction and seller tax exposure.
- ✓ Quarterbacked simultaneous OTA, APA, and CHOW negotiations across rotating seller counsel and buyer counsel.
- ✓ Resolved a closing-day zoning report requirement that had paused bank funding.

RESULT

The deal closed all-cash at \$10.5 million, approximately \$106,000 per operational bed, after surviving two buyer fallouts, an Ohio Medicaid rate cut mid-process, a star-rating reset, and a closing-day zoning crisis.

By keeping multiple qualified buyers engaged, restructuring deal terms when financing conditions shifted, and quarterbacking simultaneous counsel negotiations through OTA, APA, and CHOW, 3G delivered a clean exit on the seller's required timeline despite a deteriorating reimbursement and census backdrop.

VALUE

All-cash \$10.5M close despite a rate-environment shift mid-deal.

SUCCESS

Closed at approximately \$106,000 per operational bed.

EXPERTISE

Multi-buyer pivot, deal restructuring, and closing-table problem solving.



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