

ONE SHOT DEAL • SEVEN STATES • NOVEMBER 2025

One shot deal: \$545 million.

3G Healthcare Real Estate successfully advises on the sale of a 5,000 bed skilled nursing portfolio across multiple states.

~\$545M

Portfolio price

5,000

Licensed beds

Seven

States, Midwest and Southeast

“3G Healthcare Real Estate and Stan Klos’s extensive relationships within the skilled nursing industry aligned us with a reputable, capable buyer who took the time to understand the portfolio’s complexities. Their professionalism and ability to deliver a high-certainty closing far exceeded what we experienced with other brokers and buyers. The outcome achieved speaks to their credibility and commitment to excellence.”

SELLER PRAISE

CHALLENGE

A regional, independent, and privately held skilled nursing operator sought to maintain the highest level of confidentiality while exploring an exit from the industry. After several failed attempts with national brokers and unqualified buyers, the ownership group engaged 3G Healthcare Real Estate to discreetly identify a buyer capable of executing a complex transaction.

The portfolio comprised 5,000 licensed beds across seven states in the Midwest and Southeast. The ownership group was steadfast on valuation expectations and highly selective in buyer engagement due to the portfolio’s operational intricacies, significant capital expenditure requirements, and the rapidly changing reimbursement landscape. Multiple deal structures were evaluated to ensure the best outcome for all stakeholders. Rate changes/rebasing in some states and regulatory challenges prior to closing.

ACTION

- ✓ Introduced the ownership group to a reputable, nationally recognized multi-generational operator.
- ✓ Secured exclusive advisory selection through strong industry relationships and transaction expertise.
- ✓ Utilized a proprietary buyer network to rapidly identify and engage the most qualified acquirer.
- ✓ Matched the portfolio with a buyer capable of managing complex operational and regulatory demands.

RESULT

Within days of engagement, 3G Healthcare Real Estate pinpointed the ideal acquirer: a sophisticated, family-owned, and well-capitalized operator with decades of experience in skilled nursing. The buyer worked closely with the sellers to design a collaborative transition strategy that ensured continuity of care, protected employee and resident interests, and optimized value for both parties.

The transaction was successfully negotiated at a portfolio price of approximately \$545 million, encompassing facilities across seven states. The outcome represents a win-win for the seller, buyer, tenants, and operating teams involved.

VALUE

Delivered a portfolio transaction totaling approximately \$545M.

SUCCESS

Secured a reputable, multi-generational operator with strong financial capacity.

EXPERTISE

Executed a high-certainty closing across seven states with complex regulatory demands.



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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.