



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.

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.

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

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

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 -

RECENT CLOSING NORTH CAROLINA

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.

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.

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%

VALUE

Achieved portfolio valuation exceeding \$21M

SUCCESS

Secured experienced multi-state owner/operator

EXPERTISE

Confidential execution with high closing certainty

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 -

WE ARE 3GHCRE

A BETTER SOLUTION

We understand that the **traditional brokerage model is not always best suited for healthcare real estate transactions**. As a boutique firm, 3G Healthcare Real Estate offers a more efficient and discreet process that ensures greater flexibility, increased discretion, and complete confidentiality for our clients.

What truly sets us apart is our ability to go beyond transactions. With our proprietary SNF Precision tool, we deliver portfolio-wide analytics on staffing, star ratings, and census performance. These insights give clients the intelligence to not only close deals, but also strengthen long-term operations and competitive positioning.

DATA-DRIVEN INSIGHTS

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