

VALUATION & ADVISORY

HEALTHCARE & SENIORS HOUSING





MEET OUR TEAM

Newmark Knight Frank Valuation & Advisory's (V&A) Healthcare & Seniors Housing practice is a premier group of real estate professionals focused on the unique requirements and objectives of healthcare providers and senior housing operators.

Newmark Knight Frank V&A's Healthcare & Seniors Housing team is more than a group of appraisers—we are an assemblage of business consultants whose understanding of the healthcare and senior housing industries is unmatched.

SPECIALIZING IN RESULTS

Utilizing extensive interviews and market observations, we provide expert advice to investors, property owners and operators on assets ranging from large, 300-bed hospitals and entrance fee CCRC's to small clinics and free-standing senior housing facilities. Our specialized insight enables our team to align the business operations and real estate functions of a healthcare or senior living facility in order to deliver maximum value to investors and property owners.

Assignments have included valuations, market and feasibility studies, and fair market rent surveys for Stark Law compliance. The V&A team's core offerings also include financial reporting and property tax services. We provide appraisal services to lenders, hospital and senior housing operators, healthcare REITs, and private equity firms.



PROPERTY SECTORS

Newmark Knight Frank V&A's Healthcare & Seniors Housing specialty practice group focuses on the unique requirements and objectives of healthcare and senior housing operators.

Our team takes an innovative approach to its assignments, evaluating properties from a holistic perspective that considers business operations in concert with the underlying real estate asset. We have an extensive national presence, having completed assignments throughout the United States, as well as internationally.

The Healthcare & Seniors Housing group comprises specialists with dedicated experience in completing valuation assignments and market analysis in property sectors including:

- **SENIORS HOUSING**
 - **ACUTE CARE/MEDICAL OFFICE**
 - **BEHAVIORAL HEALTHCARE**
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SENIORS HOUSING

Specialists who focus on the seniors housing industry lead our dedicated team.

The Healthcare & Seniors Housing group has completed numerous complex assignments pertaining to assisted living, independent living, memory care, skilled nursing facilities and continuing care retirement communities as well as hospitals, hospices and behavioral health. The team is currently on track to produce more than 1,000 valuation reports, consulting assignments, market studies and portfolio valuations on seniors housing facilities throughout the Americas. Since early 2017, the practice has valued over \$2 billion in assets for seniors housing alone.

With the constant growth of these facilities due to the pending senior demographic changes and the ever-changing market, our experts are up to date on all aspects of the seniors housing market. The Healthcare & Seniors Housing group excels by teaming with Newmark Knight Frank's Capital Markets Seniors Housing group to provide clients with a single-source solution for every phase of acquiring, financing, developing and disposing of their seniors housing assets.



Assisted Living



Independent Living



Skilled Nursing



Memory Care Facilities



**Continuing Care Retirement
Communities (CCRC)**



ACUTE CARE/ MEDICAL OFFICE

Healthcare has become the American labor market's largest employer in recent years, as an aging demographic and advancements in diagnostics calls for higher-quality care and efficient operations. The size and complexity involved with acute care hospitals requires expertise by professionals who live and breathe the industry and recognize the operational subtleties between operational types. Newmark Knight Frank V&A's Healthcare & Seniors Housing specialty practice group has completed over 250 acute care hospital appraisals within the past few years, for such facilities as urban and rural general community hospitals, long-term acute care hospitals, independent rehabilitation facilities, institutional psychiatric hospitals, critical access hospitals, specialty hospitals and micro/emergency hospitals. We provide a multitude of services, including appraisals, fair market value lease analyses, consulting, market studies, advisory, review appraisals, litigation support and portfolio valuation.

As healthcare regulations change constantly and the battle to provide the best care for our communities continues through innovative technologies and life-saving procedures, the hospital sector evolves every day to meet patient needs. Our experts are dedicated to serving their client's needs and immersing themselves within this very specialized field alongside the investors and operators who know these industries best.

The delivery service used by hospital operators and health systems to provide care has changed in recent years, as its focus has shifted from institutional hospital inpatient settings to outpatient care within the community. Newmark Knight Frank V&A's Healthcare & Seniors Housing group recognizes the different investment opportunities available by specializing in on- or off-hospital campus medical offices, ambulatory surgery centers, dialysis centers, cancer/oncology centers, outpatient clinics, urgent care and imaging/radiology centers.

Our team has completed over 150 outpatient healthcare-related facility valuations annually over the last 10 years with portfolios exceeding \$800 million and specialized standalone properties valued at over \$125 million. We continue to grow our investor and operator relationships while meeting our client's needs by providing an array of valuation services.



Hospitals



Long-term Acute Care



Medical Offices



Surgical Centers



BEHAVIORAL HEALTHCARE

Societal changes in awareness combined with advancements in research and systematic recognition of demand and supply shortages are ushering in a new era in behavioral health that is encouraging change, development and proper care. On the heels of legislative advances enacted during the past 10 years, including ACA parity regulations that promote mental health as part of “Essential Health Benefits,” the sector has experienced unprecedented growth. The opportunities unlocked via consolidation and emerging specialties have caught the attention of private equity groups and specialty REITs seeking to capitalize on the acceleration of the market.

Our team focuses on going-concern and real estate-only valuations and consulting assignments in behavioral health subsectors that include substance abuse treatment, eating disorder treatment, development disabilities and at-risk youth. Our behavioral health valuation experts understand the intricacies of the segment and the factors influencing value and business operations. Moreover, through experience and niche concentrations, we are able to interpret the industry and regulatory dynamics that create both challenges and opportunities for market participants in an ever-growing and evolving landscape.



Behavioral Healthcare



**Detox/Rehabilitation
Facilities**



AN INTEGRATED REAL ESTATE PLATFORM

Newmark Knight Frank Valuation & Advisory is a leading industry innovator, comprising an extensive team of the most trusted and recognized names in the valuation sector. Headquartered in New York and Houston, Newmark Knight Frank's V&A professionals serve clients from more than 60 offices throughout the Americas. Our valuation and advisory practice is supported by Newmark Knight Frank's industry-leading offerings including research, leasing, corporate advisory services, capital markets, consulting, project and development management, and property and corporate facilities management services—allowing us to add significant value for clients that goes beyond mere reporting.

NKF VALUATION & ADVISORY OFFICE LOCATIONS

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ALABAMA

Birmingham

ARIZONA

Phoenix

ARKANSAS

Fayetteville
Little Rock

CALIFORNIA

El Segundo
Irvine
Los Angeles
Newport Beach
Pasadena
Sacramento
San Francisco
San Jose
San Mateo
Santa Rosa

COLORADO

Denver

CONNECTICUT

Stamford

DELAWARE

Wilmington

FLORIDA

Boca Raton
Jupiter
Miami
Palm Beach
Tampa

GEORGIA

Atlanta

ILLINOIS

Chicago

INDIANA

Indianapolis

KENTUCKY

Louisville

LOUISIANA

New Orleans

MARYLAND

Baltimore
Salisbury

MASSACHUSETTS

Boston

MICHIGAN

Detroit

MINNESOTA

Minneapolis

MISSOURI

St. Louis

NEVADA

Las Vegas
Reno

NEW JERSEY

Rutherford/Saddle Brook
Whippany

NEW YORK

Buffalo/Amherst
New York

NORTH CAROLINA

Charlotte

OHIO

Cincinnati
Cleveland
Columbus

OKLAHOMA

Oklahoma City

OREGON

Portland/Lake Oswego

PENNSYLVANIA

Allentown
Philadelphia
Pittsburgh

TEXAS

Austin
Dallas
Houston

UTAH

Salt Lake City

VIRGINIA

Tysons Corner

WASHINGTON

Seattle

WASHINGTON, D.C.

WISCONSIN

Milwaukee

CANADA

Calgary
Toronto

MEXICO

Mexico City

BRAZIL

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