



# Seniors Housing

Our Seniors Housing practice, a subdivision of Newmark Valuation & Advisory's ("V&A") Healthcare & Seniors Housing Specialty Practice, combines extensive knowledge and expertise in the senior care sector to meet the unique needs and end-goals of seniors housing market participants. Our team of experts are engaged on the most complex assignments pertaining to assisted living, independent living, memory care, skilled nursing facilities and continuing care retirement communities.

Each year, the team completes more than 500 valuation reports, consulting assignments, market studies and portfolio valuations on seniors housing facilities throughout the Americas. Since early 2017, the practice has valued nearly \$5 billion in assets.

Our experts understand the intricacies of the segment and the factors influencing value as a result of business operations. Through experience, data compilation, and concentration on the senior housing and healthcare submarkets, we are able to swiftly extrapolate industry trends and study regulatory undercurrents that create both challenges and opportunities for market participants in an ever-growing and evolving investment landscape.

With the constant evolution of these facilities, due to senior demographic changes and the ever-transforming market, our experts are cognizant of all aspects of the seniors housing market. The Seniors Housing group benefits from leveraging its relationship with Newmark's Capital Markets Seniors Housing group, by way of providing clients a single-source solution for each phase of acquiring, financing, developing, and disposing of their seniors housing assets. Newmark's senior housing professionals also work closely with Financial Reporting and Real Property Tax specialty practices to supplement expertise for multifaceted problem solving.

*Our Seniors Housing services include:*

**Valuations**

**Portfolio Valuations**

**Market & Feasibility Studies**

**Net Asset Valuation**

**Litigation Support and**

**Expert Witness Testimony**

**Real Estate Tax Consulting**

**Bond Financing Consulting**

**Valuation Review Services**

*We have experience in valuation assignments and market analysis for properties including:*

**Independent Living**

**Assisted Living**

**Memory Care Facilities**

**Skilled Nursing**

**Congregate Housing**

**Continuing Care Retirement  
Communities (CCRC)**

**Affordable Senior Housing**

**Age-Restricted Senior  
Apartments**

## ABOUT NEWMARK

**We transform untapped potential  
into limitless opportunity.**

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

## CONTACT

**Norm LeZotte, MAI**

*Regional Managing Director - South  
National Seniors Housing Lead*

t 404-965-6285

m 404-915-0843

norm.lezotte@nmrk.com

nmrk.com/valuation