



## Investment Summary

Industry leaders from across the country have come together to form **Senior Housing Investors, LLC** – a national senior housing Investment and Asset Management Company.

The purpose of Senior Housing Investors, LLC is to find and acquire undervalued senior housing investment opportunities that can be repositioned to generate above market returns. By bringing together top regional management companies from across the country under one affiliated common umbrella Senior Housing Investors, LLC is able to take advantage of unique market opportunities as they become available.

By working together, sharing information, strategies and systems, our regional management companies have the ability to provide local hands on expertise while benefiting from economies and efficiencies that only the largest national companies currently enjoy.

Investment opportunities must pass a vigorous screening and due diligence process in order to be considered for acquisition. The selection criteria used to rate and rank order investment opportunities by Senior Housing Investors, LLC is outlined below.

1. Properties 10 years old or less that have been physically maintained from a capital asset stand point.
2. Properties that are currently generating an NOI of 28% or less.
3. Properties that are currently operating at a census below the prevailing market.
4. Properties in markets where senior penetration rates are 8% or less.
5. Properties in markets with low home care and home health penetration rates.
6. Properties in markets where regulatory or reimbursement change pose significant opportunity.
7. Properties owned by owner/operator

Senior housing investment opportunities are submitted by any of our affiliated management companies after it has been reviewed at the local level and has passed our initial screening and rating criteria. Senior housing investment opportunities are then brought before the investment council (comprised of leaders from the various affiliated management companies) where they are reviewed and accepted or rejected.

Each investment opportunity is established as a single asset entity LLC, allowing for a wide range of investors, including those with 1031 exchange funds. LLC ownership is split 40/60 between **Senior Housing Investors, LLC** and Investors. Investors receive an 10% annual preferred return and share 60% of all remaining income.

Properties will be financed using four and five year bridge loans in conjunction with the strategy to refinance the conventional loans using HUD 232 government financing in years four or five. This strategy will effectively allow investors the choice of reinvesting returns or receiving a liquidity event every four to five years. ROI goals over the life of an investment are targeted at 20-25%.

**Senior Housing Investors, LLC** leadership brings industry knowledge and expertise in all facets of the senior housing industry. The Senior Housing Investments Team is a highly skilled and experienced team that has combined for more than 100 years of industry achievements. Over the past 35 years these professionals have been leaders in the development, operation, management and marketing of more than 200 successful senior living communities representing more than 20,000 units, including continuum-of-care, retirement, assisted living, Alzheimer's care, skilled nursing, home care, home health, hospice and congregate care communities. This experience provides valuable insight into the life-styles and values of the people who reside in senior living communities, and the people who serve them.