



CAMBRIDGE

Senior Housing & Healthcare Capital

125 SOUTH WACKER DRIVE | SUITE 1800 | CHICAGO, IL 60606 | M 312-357-1601 | F 312-357-1611

WWW.CAMBRIDGECAP.COM

PRESS RELEASE

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SENIOR HOUSING EXECUTIVE SHARES WHY HE ENDORSES CAMBRIDGE

Mark Myers, Executive Managing Director of Institutional Property Advisors' (IPA) Seniors Housing Group, Executive Vice President - Investments, and Director of Marcus & Millichap's National Seniors Housing Group, acted as broker when Cambridge Realty Capital purchased its very first senior care property in 1997. Since then, Myers and the Cambridge staff, particularly Chairman Jeffrey Davis and Managing Director Sampada D'silva, have developed an ongoing professional relationship that still brings them into contact on business matters from time to time.

Myers wouldn't hesitate to work with Cambridge again for, he says, three reasons: its perfect trifecta of access to capital with an unlimited amount of funding available for projects targeted by Cambridge Investment and Finance (Cambridge's acquisition arm); the company's extraordinary financial acumen, and its exceptional deal-making instincts. "Although it's not unheard of, it is rare to work with investors who shine in all three areas," Myers proclaimed.

Myers' endorsement is appreciated and valued by Davis, especially given Myers' professional background and experience as well as the success of Marcus & Millichap. According to *Senior Care Investor Magazine*, Marcus & Millichap came out at the top of the list for the number of transactions closed in 2016. Having been on the receiving end of Marcus & Millichap's services over the years, Davis agrees that "we have developed a good rapport with Marcus & Millichap. They are trustworthy, professional and extremely knowledgeable and they know the market"

Cambridge has substantially grown its portfolio since that first deal which Myers helped to make possible in 1997. Cambridge now encompasses more than 15 properties and is valued at \$60 million, and includes direct property acquisitions, joint ventures and sale/leasebacks.

Other clients echo similar sentiments to Myers'. Gerald Nudo, a partner in Marc Realty of Chicago, believes that working with someone that he trusts is critical in any deal that he is a part of. Says Nudo, "Cambridge has a proven record of achievement in this area." Nudo has worked with Cambridge on acquisitions in several states spanning approximately 15 years. His experience with Cambridge was positive from the start. "Jeff Davis is a very talented and hard-working guy. There are always issues with the properties we purchase but he finds a way to make things work," which is why Nudo has come back to Cambridge again and again.

Myers and Nudo both agree that the team approach that Cambridge takes works in its favor. Each staff member has an area of specialty, and, together, they're able to make things happen. Says Myers, "With this arrangement, the company has emerged as one of the nation's leading senior housing/healthcare lenders and one of the top FHA-approved HUD lenders in the country."

Privately owned since its founding in 1983 as a real estate investment banker specializing in commercial real estate properties, Cambridge today has three distinctive business units: FHA-insured HUD loans,

conventional financing, and investments and acquisitions. The company is one of the nation's leading senior housing and healthcare debt and equity capital providers, with more than 400 closed senior housing transactions totaling more than \$4.5 billion since the early 1990's, when the firm began its specialization in providing senior housing capital.

Cambridge has consistently ranked among the country's top five FHA-insured HUD lenders (now HUD Lean) over the last 15 years and offers an array of conventional lending options, including permanent construction and interim loans on either a floating or variable rate basis. The company's principal investment strategy includes direct property acquisitions, joint ventures and sale/leasebacks. The company has acquired 16 facilities totaling approximately \$60 million.

Cambridge is the creator of *The Signature Experience*[™], a four-step process designed to transform the traditional lender/borrower relationship and identify "ideal" capital solutions for worthy projects. The company has a national origination office in Los Angeles, and numerous correspondent and brokerage relationships nationwide.

Cambridge publishes the bi-monthly Capital Wisdom(R) electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients as well as monthly updates of other relevant news and breaking trends. Additional information is available on the Cambridge website, www.cambridgecap.com, and Cambridge can be reached at (312) 357-1601 or via e-mail to info@cambridgecap.com. The firm also has embraced social media and networking via Twitter at <http://twitter.com/cambridgecap>, via Facebook at <http://www.facebook.com/cambridgecap>, via blog at www.cambridgecap.com/blog and via LinkedIn at <http://www.linkedin.com/companies/454232>, where information on the firm and its employees can be found.

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Contact:
Evan Williams
Phone: [\(312\) 521-7610](tel:(312)521-7610)
Fax: (312) 357-1611
E-Mail: ew@cambridgecap.com