



CAMBRIDGE

Realty Capital Companies

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PRESS RELEASE

3/6/14

PRIVATE EQUITY INVESTORS ON THE LOOKOUT FOR INVESTMENT OPPORTUNITIES IN SENIOR HOUSING/HEALTHCARE MARKET, EXPERT SAYS

Large public REITS investing mostly in established, high-quality assets and larger portfolios aren't the only players on the prowl for investment opportunities in the senior housing/healthcare industry.

"Private equity investors are active and on the lookout for opportunistic investments, such as turn-around projects and new development," says Cambridge Realty Capital Companies Managing Director Sampada D'silva.

Cambridge is one of the nation's leading senior housing/healthcare lenders and is involved in direct property acquisitions and joint ventures through its Cambridge Investment and Finance Co. subsidiary. The company has a long history of involvement in the acquisition, development and ownership of commercial real estate properties and has been an active participant in senior housing/healthcare investment transactions since the late 1990s, she said.

Dsilva says private equity firms like Cambridge look to align with proven operating partners, as most of the assets that are acquired require operations expertise to turnaround or maximize cash flow.

"Our experience in many diversified commercial real estate developments and senior housing investments, plus our access to investment capital and extensive debt financing experience, puts us in a unique position to understand all elements of any real estate investment," she said.

Dsilva believes Investors are more likely to realize success when parties come together in a cooperative arrangement that effectively aligns the mutual interests of everyone involved. Needed is an asset management strategy that addresses common goals and expectations.

"The economic assumptions of owners and investors must be compatible, with everyone pulling for the same thing," she added.

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 nursing home, [assisted living](#) and healthcare debt and equity capital providers, with more than 400 closed 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 and joint ventures, sale/leasebacks, conventional and mezzanine debt financing, and the acquisition of distressed debt.

Cambridge is the creator of *The Signature Experience(TM)*, 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 e-PULSE!(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](tel:(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, via YouTube at <http://www.youtube.com/user/ePulseLive>, 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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