



# 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

5/30/17

### CAMBRIDGE PROVIDES CREATIVE FUNDING SOLUTIONS FOR SENIOR CARE CLIENTS IN FIVE STATES

Since the start of the year, Cambridge Realty Capital Companies National Originations Manager Hymie Barber reports the company has provided over \$60 million in conventional funding for 16 skilled nursing and assisted living properties located in the states of Washington, Iowa, New Jersey, Pennsylvania and California.

"Cambridge structured creative funding solutions for six clients in these states. The transactions ran the gamut between agency debt, traditional banks and private equity," Mr. Barber said.

Cambridge is one of the nation's leading senior housing/healthcare funding specialists and consistently ranks among the nation's leading FHA-approved HUD lenders. The company also offers an array of strategic financial advisory services that includes all lending options, and purposefully matches borrowers together with solutions and lending "partners" that best meet their temperament and stated short, medium and long-term objectives.

"Cambridge strives to match borrowers and lenders to maximize the relationship aspect. We are agnostic regarding the actual lender and have not created our own warehouse line for this reason," Mr. Barber said.

"Our clients appreciate the fact that we're exclusively senior housing/healthcare funding specialists with more than 30 years of experience working with borrowers in this industry. We frequently structure conventional funding options so clients can retain flexibility. We are often asked to assist in maximizing the ability to seamlessly transition to popular Agency solutions (HUD or FNMA) when this strategy best addresses the client's long-term funding goals," he said.

Mr. Barber says there were no "plain vanilla" conventional loans closed by Cambridge during the first four months of 2017. The various types of funding arranged "highlight the incredible bandwidth of strategic advisory services the company offers its senior housing/healthcare clients," he said.

For example, the owner of a six-building, 273-bed SNF portfolio in Western Iowa was exiting the business after 30 years. Cambridge came up with a creative funding solution for the buyer that involved both the Small Business Administration (SBA) and the U.S. Department of Agriculture (USDA) coming together to provide \$8 million in funding for the smaller rural properties.

"The loan covered 80 percent of the purchase price and effectively serves as a bridge to later HUD financing. Cambridge also arranged a working line of credit for the borrower."

In another transaction, a Cambridge client purchased an under-performing, 100-bed skilled nursing facility in Eastern Iowa two years ago for \$3.8 million. After turning the property around, the client refinanced it earlier this year with a \$4.8 million conventional bank loan. Excess loan proceeds were leveraged up towards the purchase of two other properties in the area that were financed by Cambridge with a \$2.5 million (80 percent loan to purchase price) bank loan. The buyer effectively purchased these facilities with 100% financing, requiring no additional out-of-pocket cash.

Three years ago in New Jersey, a Cambridge client leased an under-performing, 104-bed skilled nursing facility with an option to buy. In April of this year, Cambridge arranged a conventional bridge to HUD loan covering 100 percent of the \$8.2 million purchase price, a \$1 million improvement loan and an accounts receivable line of credit for the borrower. This is the third facility for this owner/operator in which Cambridge used creative acquisition and financing structures.

In other transactions through the first four months of the year, Cambridge was able to finance 100 percent of the \$9.7 million purchase price paid by a client who exercised an option to purchase two assisted living properties in Southern California. The company also provided 80 percent loan-to-purchase price funding for a combined 50-bed skilled nursing facility and 22-bed personal care building in Pennsylvania.

Mr. Barber says Cambridge has been retained by clients to solely work in a strategic advisory capacity. For example, earlier this year, the company was retained by a real estate investor to provide strategic planning advice for a portfolio of properties the investor was considering in the Pacific Northwest.

The portfolio included two skilled nursing facilities and an assisted living property that were purchased for \$20 million.

"This sort of advisory work is the logical outgrowth of Cambridge's extensive experience in the senior housing/healthcare industry," he 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 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*<sup>™</sup>, 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](http://www.cambridgecap.com), and Cambridge can be reached at (312) 357-1601 or via e-mail to [info@cambridgecap.com](mailto: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](http://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.

Contact:

Evan Williams

Phone: [\(312\) 521-7610](tel:(312)521-7610)

Fax: (312) 357-1611

E-Mail: [ew@cambridgecap.com](mailto:ew@cambridgecap.com)