

SENIORS HOUSING



Actively Managing for Performance

Our client is a diversified real estate investment manager with \$10 billion AUM throughout the United States.

When the performance of a portfolio of IL/AL/MC properties under the management of an operating partner was struggling due to extremely low occupancy and high site-level turnover, the company retained SCI to recruit a VP of Asset Management/Operations to be assigned to the operator with responsibility for the stabilization and turn-around of the troubled portfolio and to act as liaison between the two partner firms going forward.

Within 18 months, the executive placed by SCI increased occupancy, decreased property-level turnover and improved overall operating margins, resulting in a significant gain in NAV for the portfolio. Additionally, one property reached 95% occupancy, shortening the asset's investment horizon and allowing for its disposition at a substantially increased return.

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