



Senior Housing Transactions

Members of our nationally known Senior Housing Transactions Team develop innovative and creative transactional structures and solutions that help to enable the successful conclusion of deals. Our attorneys have a significant depth of experience in the acquisition and sale of portfolios of senior health care properties and have a well-established track record in assisting a variety of clients through the entire transaction cycle of acquisition, restructuring, development, seasoning and disposition.

In the last eight years alone, we have advised on transactions with an aggregate value of more than \$10 billion that involved assets ranging from a handful of facilities to ?go private,? billion dollar-plus transactions with hundreds of facilities. In connection with those transactions, we have represented a wide range of participants from sole proprietors to private equity funds, regionally or nationally focused funds, foreign investors, REITs and publicly traded companies.

The transactions in which we participate rarely begin and end as a simple acquisition of the assets the client has identified. Each deal is multifaceted and involves negotiating a variety of documents with multiple participants, including active and passive investors; institutional and government sponsored lenders; operators; developers; regulators; and providers of third-party reports, all of whom have differing interests and agendas. We help to solve the problems of not only our clients but also the myriad transactional counterparts involved in a typical deal.

KEY BENEFITS OF WORKING WITH US

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National capabilities

Regardless of the location of the assets in your transaction, we can assist you. Our experience is national in scope. We regularly coordinate deals across several states, working with local counsel and regulators to ensure compliance in each of those locations.

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Business acumen and well-established industry relationships

Our many years of participation in the industry have enabled us to develop relationships with lenders, operators and other service providers that can be leveraged for the benefit of our clients.

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Broad perspective and proactive approach

We call upon our real estate, tax, commercial leasing, environmental, creditors? rights and bankruptcy, litigation, regulatory, corporate, and securities lawyers, as needed, to address all aspects of your transaction. In each of those disciplines,

we have practitioners who have an advanced understanding of the industry and the specific issues that are central to a deal. We are adept in identifying and resolving issues at all stages of a transaction, to help you avoid costly delays, unnecessary risk and impediments to completion.

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Comprehensive services

In addition to completing the core transaction, we negotiate and help resolve issues with tenants/operators, lenders, equity participants and regulatory authorities.

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Continued assistance

Unlike many firms, the completion of the transaction does not mark the end of assistance from the Williams Mullen deal team. The continued involvement of members of the original deal team, and the historical and institutional knowledge they share with the client's management team, have proven valuable to clients that subsequently pursue dispositions, releases of property, refinancing, restructuring and exit transactions.

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Financing experience

Over the last decade, we have participated in transactions using all types of financing, from single commercial loans to more sophisticated structures involving multiple lenders with differing rights, such as senior and mezzanine loans, A/B structures and preferred equity. In addition, we have assisted with financing secured after the acquisition to enable expansion or remediation of facilities, or construction of additional buildings. Most recently, many acquirers have used bridge to agency finance to take advantage of premium rates available from the Federal Housing Administration (FHA)/U.S. Department of Housing and Urban Development (HUD); the Federal National Mortgage Association ("Fannie Mae"); and the Federal Home Loan Mortgage Corp. ("Freddie Mac").

ASSET TYPES

- Skilled Nursing Facilities (SNFs)
- Assisted Living Facilities (ALFs)
- Independent Living Facilities (ILFs)
- Continuing Care Retirement Communities (CCRCs)

EXPERIENCE

- Acquisitions and dispositions of assets and facilities
- Stock acquisitions and dispositions
- Mergers
- ?Go private? transactions
- Corporate restructurings and recapitalizations
- Senior debt facilities
- Government agency insured financing programs, such as Fannie Mae, Freddie Mac and FHA / HUD funding programs

- Bridge and mezzanine loans
- Leveraged buyouts
- Holding company formations
- Spin-offs
- Liquidations
- REIT compliance and structuring

Related News

- Health Insurer's Costly Privacy Breach Provides Guidance For Managing HIPAA Risks Associated With Electronically-Stored PHI
- Navigating Risks in the Purchase and Sale of Seniors Housing Communities
- Federal Agencies Issue Final Regulations and Related Guidance for ACOs Participating in the Medicare Shared Savings Program
- Courts' Treatment of N.C. CON Decisions Uncertain in Wake of Procedural Changes
- CMS Final Rule Mandates North Carolina Medicaid RAC Program by January 2012
- RACs, RACs, RACs? Don't Forget About the MICs
- Medical Malpractice Reforms Favor Long Term Care Industry, Could Result in a Flurry of Lawsuits Before the Reforms Take Effect
- OSHA To Take A Close Look At Nursing Homes
- Unusual Application Cycle puts 240 Nursing Facility Beds up for Grabs in Wake Co., NC.
- Accountable Care Organizations (ACOs): A Quick Summary of 400 Pages of Regulations
- Williams Mullen to Assist in Genesis HealthCare's Acquisition of Sun Healthcare Group
- Timelines for Implementation of Nursing Home Transparency and Improvement
- Long Term Care Industry Service Group Alert - HUD
- Overtime Requirements for Home Healthcare and the Companionship Exemption
- False Claims Act Demands Compliance
- Companionship Services Exemption Compliance
- Federal Government Gets Second Chance at False Claims Liability for Regulatory Noncompliance
- Legislature to Study Whether Long Term Care Facilities Should Be Required to Carry Liability Insurance
- Nursing Home Transparency Act, Despite Uncertainty of Consequences, Finally Becomes Law
- Navigating the Pitfalls of HUD's Lean Program
- Weathering the Coming Storm - Implementing Electronic Health Records: Avoiding and Winning Disputes with EHR Vendors
- Legislative Update: New Legislation Has Broad Implications For Long Term Care Industry
- Health Care Regulatory Update - July, 2009
- Health Care Regulatory Update - Oct 2008

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- Recent Cases Expanding False Claims Act Liability for Stark Violations
- Williams Mullen Helps Complete Genesis HealthCare's Acquisition of Sun Healthcare Group
- Non-Recourse Guaranties ? Has the Pendulum Swung Too Far?
- Court Awards Employees of Home Health Care Companies Minimum Wage and Overtime Rights
- Williams Mullen Strengthens Health Care Practice with Addition of Six Attorneys
- Judicial Solution May Force Faster Medicare Appeals
- Special Considerations for Long-term Care Transactions
- Mitigating Deal Risk for Sellers of Skilled Nursing Facilities (Checklist Included)
- Williams Mullen On Call - Senior Housing Transactions in 2017
- Uel Whitsett Elected Partner at Williams Mullen
- Williams Mullen Welcomes Health Care Attorney Rebecca Ivey
- Williams Mullen Adds Rebecca Ivey and Chip Hancock to Health Care Section
- Williams Mullen Deepens Corporate Section with Addition of Randal Greene
- Williams Mullen Welcomes Three Attorneys to Richmond Office
- Jamie Martin Named to 2020 Class of ?Influential Women of Law? by Virginia Lawyers Weekly
- CARES Act Offers Relief to Multifamily (and Senior Housing?) Borrowers with Federally Backed Loans
- Unintended Impacts of PPP Loans Under Existing Credit Agreements
- Why Senior Health Care Asset Owners and Investors Should Reexamine Their Loan Agreements
- Hadeel Abouhasira Named to Style Weekly's Top 40 Under 40
- Williams Mullen Welcomes Two Attorneys in Richmond
- Mezzanine Lending Video Series - Episode 1
- Mezzanine Lending Video Series - Episode 2
- Mezzanine Lending Video Series - Episode 3
- Williams Mullen Welcomes Two Attorneys in Richmond
- Shariff Article Included in Virginia Bar Association Young Lawyers Division Opening Statement
- Mezzanine Lending Video Series - Episode 4
- Senior Housing Transactions Attorney Jesse Willard, II Joins Williams Mullen
- Mezzanine Lending Video Series - Episode 5
- Strategies for Senior Care: Crisis and Incident Response for Senior Care Facilities
- Strategies for Senior Care: Agency Investigations of Senior Care Facilities
- Strategies for Senior Care: Is Your Senior Care Facility Ready for Day One (and Two) of a Certification or Complaint Survey?

- Strategies for Senior Care: The Upside of Compliance Plans for Senior Care Facilities

Related Events

- Virginia Health Care Association-Virginia Center for Assisted Living (VHCA-VCAL) Annual Payment and Financial Issues Conference
- Issues for Owners and Tenants in Times of Distress - American Seniors Housing Association 2018 Annual Meeting
- False Claims Act Seminar and Webinar
- Long-Term Care Conference
- The Immigration Crisis Continues: Is Your Hospital Ready for 2009 and Beyond?
- Big Brother Is Watching!
- Diagnosis: Critical

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