

## AT A GLANCE

### Challenges

- Real Estate Portfolio of Homes and Healthcare Facilities
- Quick Turnaround With Few Contingencies

### Solutions

- Customized Lease Structure
- Fast Execution of Transaction
- Streamlined Acquisition Process



We are honored to improve the economics of the acquisition while providing operational flexibility for the provider - all under 60 days.

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Vice President,  
Acquisitions  
Scioto  
Properties

## CHALLENGES

A healthcare provider was selling its business to a new buyer, which included several healthcare facilities and residential homes located in different areas, with each providing different services. The healthcare provider owned the real estate assets of the facilities, which were a mix of residential and specialized commercial properties.

However, the buyer did not want to acquire the corporate-owned real estate assets, and each location provided different services, requiring flexibility by location. Moreover, the transaction needed to be executed quickly with as few contingencies as possible.

## SOLUTIONS

Scioto Properties provided an early and competitive bid for the corporate-owned real estate assets, offering a high certainty of execution and proposed a customized lease structure that met the operational needs of the healthcare business while maximizing future flexibility at a competitive price.

Scioto Properties also provided options for future expansion, and the transaction was executed in just 60 days from signing a letter of intent.



**COMPETITIVE  
BID**



**CUSTOMIZED  
LEASE STRUCTURE**



**FAST  
EXECUTION**

## BENEFITS

### High Certainty of Execution

By working with Scioto Properties, the seller was able to achieve a fast execution of the transaction in just 60 days from signing a letter of intent. This allowed the healthcare provider to smoothly transition its patients, employees, and other stakeholders to the new buyer without any significant disruptions.

### Meeting Operational Needs

The customized lease structure proposed by Scioto Properties allowed the healthcare provider to lease the real estate assets to the new owner while continuing to operate the facilities. The structure met operational needs and maximized future flexibility, enabling the seller to maximize the value of their real estate assets while continuing the business.

### Streamlined Acquisition Process

The buyer acquired the healthcare facilities and their operations, bypassing the complexities of obtaining and managing various residential and commercial properties. Focusing on the core components of the business allowed the buyer to achieve strategic objectives quickly and efficiently.



Exterior and interior of Traumatic Brain Injury facility in Texas.

## ABOUT SCIOTO PROPERTIES

We are a healthcare real estate firm that provides real estate solutions through the acquisition and monetization of portfolios to help mid-market healthcare organizations grow across the U.S.

When you need experience, financial strength, and proven results, we're the team you trust to solve your real estate needs.



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THROUGHOUT  
40 STATES