

AVIVRE CONSULT GMBH

Press release

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"Health real estate and businesses in the corona pandemic"

Ines Löwentraut from Avivre Consult works with her team when it comes to realizing care properties and leasing and marketing them. The basis for the company's success is the longstanding expertise of Avivre Consult, which covers the entire value chain of real estate development in the healthcare sector.

Avivre Consult sees itself as the strategic partner of all players in the German nursing home and operator market. In addition to many years of experience, the decisive factor is a strong, reliable partner network consisting of operators with good credit ratings, banks, real estate investors and property developers.

For almost 20 years, Avivre Consult has supported the health care market in the form of M&A transactions for large, often foreign, investors / operators in the real estate and operational sectors (Opco and Propco). The team also deals with neighborhood developments, appraisals, interim or renovation management as well as operator analyzes.

The transaction volume in the health care sector rose last year to almost 4 billion, approx. 65% percent above the previous year. In addition, healthcare properties (e.g. medical centers, clinics, MVZ) can more than double their earnings to € 842 million. Assisted living has become increasingly important in recent years. Here the volume was increased by 120% to € 429 million, which is also a new record. Assisted living has risen rapidly due to the lower demands placed on builders and operators, is also becoming increasingly important in the demand market and is a popular segment with private individuals.

Despite the pandemic, around two thirds of sales (€ 2.7 billion) in 2020 came from nursing homes, with new projects accounting for a good 20%. The corona pandemic has once again specifically shown that healthcare properties represent a very attractive, stable investment in the long term.

Investments in nursing homes are therefore sustainably interesting and more competitive than ever. The reasons for this are falling returns on other asset classes and the increasing demand for nursing homes due to demographics. In addition to the attractive return on capital, you also receive a 'social return'. The know-how and expertise of Avivre Consult offers attractive / high-return investments and thus reduces the investment risk.

Avivre Consult examines the detailed identification of the target groups (private equity, real estate funds, investment funds), analysis and testing regarding the planning of properties as well as existing properties, new buildings, the conversion of public buildings, hotels, retail and micro-apartments.

Avivre Consult takes care of the purchase and sale process for real estate investors in the healthcare sector up to the complete conclusion in the form of a purchase or rental agreement, as well as after sales in the form of nationwide monitoring.

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