



# ACQUISITION MARKET INDICATORS

## ASSISTED LIVING, INDEPENDENT LIVING & SKILLED NURSING

The seniors housing and care M&A market continued the fall from its recent heights in the third quarter of 2020, according to statistics from the previous four quarters. **Assisted living** values dropped 13% from 2019, and 16% from the previous four-quarter period, as the owners of high-end properties are avoiding the M&A market and distressed owners are forced into it. The sector's average cap rate stayed consistent. **Skilled nursing** values fell modestly from the near-record in 2019, and the average cap rate jumped by 40 basis points because of the sector's perceived risk and lenders' conservatism in light of the pandemic. However, the average **independent living** price rose 15% from the prior four-quarter period (ended June 30) due to one large, high-priced portfolio deal closing in the third quarter of 2020. The average cap rate did rise by 15 basis points from that period and by 75 basis points from 2019.

	September 30, 20 (12 months Ending)*		201 (Calendar Year)	
	AVERAGE PRICE PER UNIT	CAPITALIZATION RATE	AVERAGE PRICE PER UNIT	CAPITALIZATION RATE
ASSISTED LIVING	\$214,900	7.6%	\$248,400	7.6%
INDEPENDENT LIVING	\$224,500	7.45%	\$233,600	6.7%
SKILLED NURSING**	\$85,700	12.6%	\$93,000	12.2%

\*Based upon rolling 12 month average \*\*Beds  
Source: The Senior Care Acquisition Report, 25th Edition

The prices per unit and capitalization rates are based upon historical data or rolling twelve months of available data from public and privately announced transactions.



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