



Sherman & Roylance

Your Source for Senior
Housing Investments

Specializing Exclusively in
Skilled Nursing and Senior Housing

www.SRSeniorLiving.com

Sherman & Roylance

Contact Us

Our team of professionals has established respected relationships within the senior housing community. Our knowledge of the senior housing market teamed with our reputation of providing brokerage services and secure, effective transaction services as well as staffing make us a top choice when looking to buy, sell or lease assisted living, senior housing or long-term care facilities.



Corporate Office

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Southeast Region

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Northeast Region

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Pacific Northwest/Montana

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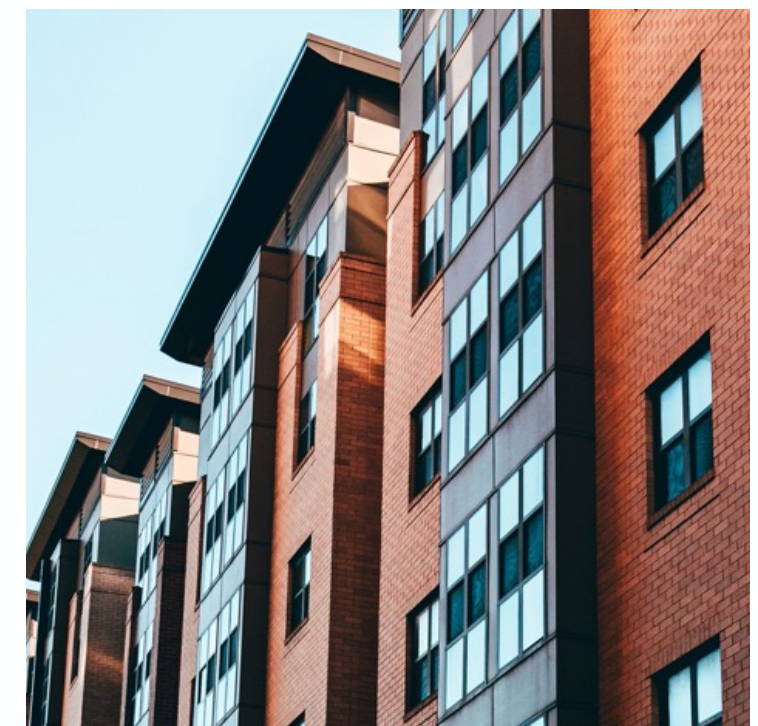
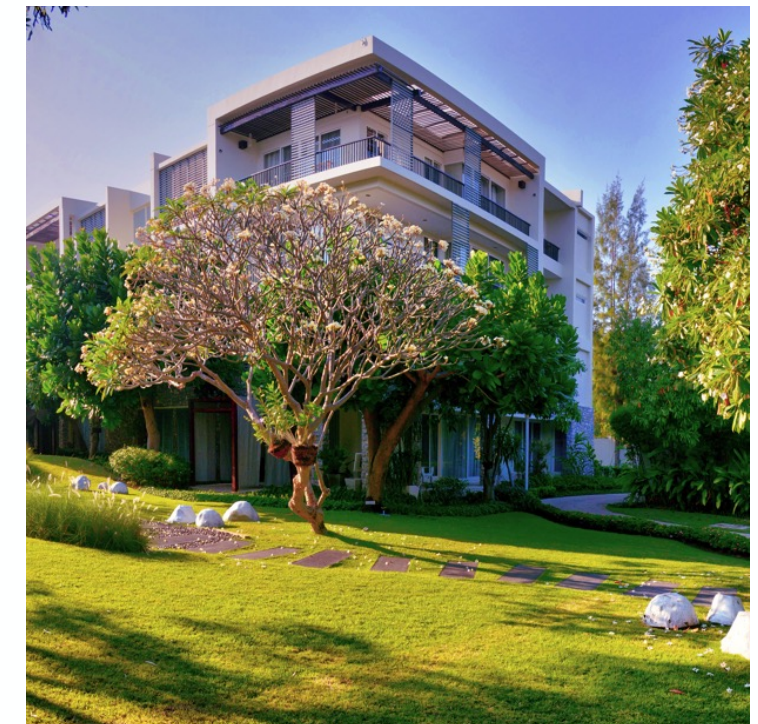
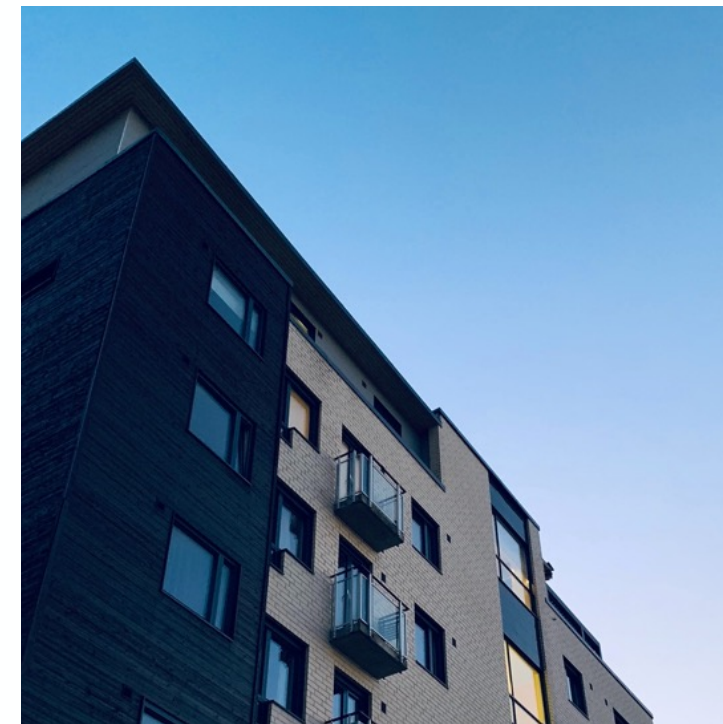
Sherman & Roylance



Sherman & Roylance

Company Overview

Sherman & Roylance, founded in 2018 by John Sherman and Shep Roylance, is a team of expert senior living advisors. We have decades of real estate experience and more than 150 years of combined experience working with independent living facilities, assisted living facilities and skilled nursing facilities. With in-depth industry knowledge and long-term relationships within the senior housing community, we conduct exclusive private sales, find and qualify prospective buyers, and prepare and distribute confidential offering memorandums. We provide expertise in skilled nursing, assisted living, memory care, independent living, healthcare bankruptcy, comprehensive financial analysis, investment analysis and portfolio valuation.





Services

Exclusive Confidentiality

All information provided to the S&R team is kept confidential and used to run an analysis of the physical plant and its current financial performance relative to the marketplace category into which your facility fits. The resulting analysis of your asset yields a valuation and pricing strategy that is achievable in today's market. S&R will never pressure you to sell your property, they will simply serve as a trusted part of the decision-making process.

Sherman & Roylance

Mission

Sherman & Roylance is a boutique national Senior Housing Brokerage firm. Unlike most senior housing advisory firms, all listings are treated as special off market transactions and only a handful of select companies and investors are invited to view them. S&R's bespoke marketing process is tailor made for each client to ensure confidentiality.

The firm's continued success is the result of its agents' passion for the Senior Housing Industry. S&R maintains a tightly controlled sales process, industry expertise and deep knowledge of healthcare operation and valuation to build value for clients and communities.





Services

Valuation, Analysis and Strategy

S&R provides complimentary and confidential insights into a client's facility or portfolio value, assesses each facility's performance against S&R's database and current market metrics, and helps customers plan for the advantageous sale of senior housing inventory.

S&R's health care valuations are also useful for owners who are considering:

- Sale-leaseback
- Portfolio management
- Exit strategy
- Bankruptcy
- Refinancing
- Corporate restructuring

Services

Buyer / Seller Representation

With a national reach and a local touch, S&R treats all their listings as special off market transactions that only a handful of select companies and investors are invited to see.

The firm represents each facility in a manner that ensures confidentiality and preserves the private transaction from the scrutiny of employees and residents. S&R's agents also work tirelessly to ensure that buyer's/seller's friends, colleagues and competitors never discover that a property is being considered for sale or purchase. Their bespoke marketing process is tailormade for each client.





Services

Healthcare Bankruptcy

Sherman & Roylance's expertise helps bring each client the highest and best price on the market. Bankruptcy Code 363 (f) is an astonishing resource to the debtor, allowing them to sell the operations free and clear of liens, claims, interests and encumbrances.

Includes:

- Comprehensive financial analysis
- Investment analysis
- Portfolio valuation
- Broker opinion of value (no cost to the estate)
- Work with the debtor and the creditor's committee as the business broker for the portfolio valuation, marketing and sale of the facilities.

Detailed analysis of each facility's:

- Potential upside
- Sales price range
- Exit strategy

Services

Senior Housing Development

Sherman & Roylance works with developers, investors, and operators who are interested in taking a senior housing idea or dream from concept through to finished product. Sherman & Roylance leads you through every step of the process. From the initial market study through land acquisition, planning, financing, developing and finding the perfect management group, S&R's knowledgeable team will be by your side.



Sherman & Roylance

Our Team



Shep Roylance



Founder

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Shep Roylance has over 20 years of exclusive healthcare transactional service experience and over \$2.5 billion in sales. He specializes in acquisition and sales across the entire spectrum of healthcare facilities and is expert at representing and assisting institutional investors with disposition of their senior housing portfolios, in part or in their entirety.

As a co-founder of Sherman & Roylance, Shep concentrates on business development, creative marketing solutions, and policy issues. Over the years, he has built a reputation as a trusted broker for both buyers and sellers of long-term care facilities. Individual owner/operators and regional and national healthcare providers alike know that Shep will judiciously sell or lease their long-term care facilities quickly while maintaining existing management and facilitating a smooth transaction for the new investment firm.

Shep is a leader in the bankruptcy division of Sherman & Roylance where he shares his extensive knowledge of the healthcare industry, particularly in the bankruptcy process. Shep's years of experience with insolvency and bankruptcy-related work, has led to him being retained as an expert witness and consultant for the residential care facility for the elderly (RCFE) and skilled nursing facility (SNF) industry in California.

Shep is also the owner of two assisted living and memory care facilities totaling 200+ beds in Washington State. He was a certified RCFE administrator and is well-versed in both Title 22 and Title 17.

John Sherman



Founder

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John has been involved in the Long-Term Care and Assisted Living housing profession for 23 years. He is a licensed real estate agent in California specializing in Senior Housing with over \$1.8 billion in Mergers and Acquisitions.

He is also the CEO of JSA Search, Inc., the nation's premier healthcare recruitment firm. The company specializes in placing employees and C-suite executives in Long-Term Care and Assisted Living companies throughout the country. They were recognized by the Los Angeles Business Journals in 2016 as the most profitable privately held recruitment firm on the west coast with more than \$14 million in revenue.

Previously with Coldwell Banker Commercial, John was involved with 25+ transactions nationwide in Senior Housing. He also led a residential real estate group called the Sherman Group of Coldwell Banker and received the Diamond Club Award in 2016 and 2017 for being the fourth highest producing team in residential real estate for Coldwell Banker on the West Coast. John earned a bachelor's degree in Business Management and a master's degree in Communications at Pace University in New York.

Jeff Hauser



Chief Operating Officer

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Jeff brings extensive experience in the senior living, post-acute segment of the healthcare spectrum to S&R. With sales and marketing, operations, executive management, and acquisition skill sets, Jeff is responsible for scaling, quality, customer-oriented service, and foundational structure to continually improve the value, knowledge, and expertise the firm is known for.

Although Jeff's expertise has primarily been in the senior living space, he has partnered with real estate, software, consulting, and development companies to assist in their growth, stability, efficiency, and network/client relations.

Since graduating from Cal Poly, San Luis Obispo with a bachelor's degree in Business Administration, Jeff has helped grow his family business from a "mom and pop" to a national leader in its industry. He has collaborated with owners and CEOs in several startups, innovative new divisions, and growing disruptive technologies.

When not working, Jeff enjoys time with family and friends, church, travel, golf, and any DIY project around the house.

Chase Hansen



Director of Marketing

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Chase is well versed in all the latest marketing trends and technologies across a broad spectrum of industries. Using cutting-edge experience gained at previous companies and through specialty courses, Chase brings a fresh perspective to the well-established senior housing industry.

With a background in communications, advertising, customer service, hospitality, web development, social media, and marketing, Chase has helped several startup companies become successful enterprises. Chase grew up with senior housing and recruitment in the family, giving him a well-rounded knowledge of the business.

Chase helps Sherman & Roylance clients buy, sell and lease senior housing.

George Bingham



Senior Housing Specialist

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George Bingham has a diverse background in the senior living industry, having worked in global M&A at Lazard Frères in New York before joining investment banking boutique Lepercq, de Neuflize & Co. in 1989. As part of Lepercq's real estate finance team, Bingham played a key role in providing equity financing for dozens of independent living communities built by Holiday Retirement in the U.S. and Canada. He also held owner's representative oversight responsibility for numerous Holiday buildings that were majority-owned by Lepercq's investors and worked on an \$80 million senior living acquisition in France.

In 2005, Bingham developed a specialization in land acquisition for senior living developers in the Northeast, initially working for Capital Senior Living and then transitioning to working exclusively on new development for Brightview Senior Living. Under his ongoing consulting relationship, Bingham performed his pre-development role on numerous Brightview buildings in the greater NYC region and in Pennsylvania.

Bingham has also had experience in M&A and asset sales across various business sectors and has served as CFO and other senior finance and administrative roles for early-stage technology companies.

He holds a B.A. from Dartmouth College and an MBA from Columbia University and currently resides in New York City.

Jack Osteen



Director of Southeast Region

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Before joining Coldwell Banker Commercial in 2016, he served as publisher for more than 12 years at his family's newspaper, The Sumter (SC) Item, which he still owns along with other newspapers in South Carolina and Alabama. Educated at The University of South Carolina and Woodberry Forest School in Virginia, Jack offers clients a first-hand knowledge of the Southeast and what makes business succeed in the region.

Jack has served as Chairman of the Greater Sumter Chamber of Commerce where he was named Business Person of the Year in 2015, Chairman of the United Way board, president of the South Carolina Press Association, president of the YMCA board and president of the Sumter Rotary Club where he was named 2016 Rotarian of the year.

Jack recently completed the NIC (National Investment Center) Educational Boot Camp Series in both Skilled Nursing and Senior Housing.

Southeast Region

Jay Davis



Broker-In-Charge

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Jay Davis, CCIM, is president, broker-in-charge, and a founding partner of Coldwell Banker Commercial Cornerstone. He holds a Certified Commercial Investment Member (CCIM) designation and is a member of the International Council of Shopping Centers (ICSC).

Beginning his career with Prudential John M. Brabham in Sumter as a broker associate, Jay concentrated on commercial sales and completed various commercial real estate courses dealing with topics ranging from financial analysis to 1031 tax-deferred exchanges. He then joined Coldwell Banker Commins-Moses and continued his concentration in commercial sales while adding considerable experience with leasing, development and zoning.

Jay obtained an appraisal license and joined W. Burke Watson, Jr. Appraisals, where he performed commercial appraisal assignments in Sumter and surrounding counties. He was recognized ten times by Coldwell Banker Commercial NRT (most recently in March 2019) as a Circle of Distinction Member. Jay has been invited multiple times to attend Coldwell Banker Commercial's Top Two Event acknowledging the top two percent of producers in the Coldwell Banker Commercial Organization worldwide.

Jay holds a Bachelor of Science in Business Administration with a major in real estate from The University of South Carolina.

Shaylee Greene



Senior Housing Specialist

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Shaylee's extensive knowledge of investment grade properties make her a valuable addition to the Sherman and Roylance team. She is a nationally licensed REALTOR and carries her Montana State license. She received her Brokers license in August 2021 and has completed three courses in the four-tier program to receive the Certified Commercial Investment Manager (CCIM) designation.

Shaylee joined Coldwell Banker Commercial after realizing that her true passion is commercial real estate. She spent 14 months as a residential specialist and quickly discovered that her passion for investments and leasing commercial property far outweighed her desire to work in residential transactions. She has shown her ability to earn listings and bring difficult transactions to the finish line. Her best skills include valuation, listing, and buyer and seller representation.

Shaylee is committed to volunteer work, subletting space to single moms in her home, tithing to her church, and making financial donations to solo parents throughout the state in times of need. She has five beautiful and spunky children whom she tirelessly raises by herself. She worked as a skilled nursing and assisted living CNA in college for four years and loves events with special needs and disabled children as a way of honoring her nephew with Spina Bifida. Finally, Shaylee has a respect for military as she was a veteran's wife for eight years.

Todd Sherman



**Senior Housing
Specialist**

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Todd Sherman is a Licensed Commercial Realtor in Billings, Montana for Coldwell Banker Commercial CBS, as well as a valued member of the Sherman & Roylance team. Todd works in the Pacific Northwest searching for suitable locations for national tenants and working with owners and landlords to list commercial properties.

He has broad experience in sales, leasing, and commercial development, particularly in listing commercial sites like land, industrial, hospitality, multi-family, assisted living, and investment properties. Since joining the Coldwell Banker Commercial team in 2018, Todd received recognition as Rookie of the Year, and in 2020 was named Top Producer with over \$8 million in revenue. Todd had his best year in the business in 2021 with more than \$10 million in revenue.

Todd spent 28 years running title insurance companies in Oregon, Washington, and Montana. With his extensive industry related background, Todd has developed a wide network of real estate professionals and affiliates throughout the region. This network has proven effective at helping Todd connect buyers and tenants to sellers and property owners.

Todd has been actively involved in trade and civic and is enthusiastic about what he does, and his enthusiasm for Commercial real estate becomes evident very quickly.

Chris Harmon



**Senior Housing
Specialist**

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Christopher Harmon began his senior housing brokerage journey at JCH Senior Housing Group as a Senior Vice President in 2013. He was personally invited by Shep Roylance to join him at Sherman & Roylance Real Estate Investment Services.

Under Shep's mentorship, Chris has learned the business of senior living transactions in a constantly evolving landscape. Chris has participated in over \$250 million in senior housing transactions. In addition to his work with Sherman & Roylance, Chris leads the real estate division of a private group currently operating six senior housing facilities.

Christopher Minnery



**Senior Housing
Specialist**

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Chris' practical and direct background providing RCFE oversight and consulting gives him an unparalleled depth of insight into the day-to-day functioning of assisted living and residential care facilities that he brings to his work with Sherman & Roylance, helping clients buy and sell their facilities.

An experienced administrator, Chris currently consults for an RCFE Management Group, assessing residents for appropriate placement, developing service plans, reviewing records, and providing risk management inspections. Previously Chris oversaw the operations of three RCFEs including operations, staff management, and regulation compliance—including the application of California's Title 22 and teaching and training standards of care for elderly residents in the long-term care setting.

Michael Belcher



**Senior Housing
Specialist**

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Michael Belcher is an experienced Southern California real estate agent, practicing for more than 10 years. He uses the relationships he has built and maintains with San Diego County healthcare leaders, alongside his real estate expertise, MBA education, and personal industry experience, to evaluate healthcare businesses and properties for clients.

Outside of real estate, Michael has been in the healthcare sector for over 12 years, working for the country's largest Organ Procurement Organization, OneLegacy. The OPO facilitates the donation of qualified organs and tissue in Southern California. During that time Michael worked as a Surgical Technician, Marketing Coordinator and liaison for OneLegacy.

In 2017, he earned his MBA from the University of La Verne. Shortly after, he started a Home Care/Home Health company called Your Nurse at Home based out of North San Diego County. Their focus is on providing the best care possible for patients that choose to receive treatment at home. Whether seeking a caregiver for daily needs, LVN, or RN for higher level medical care, Your Nurse at Home contracts their services for the developmentally disabled through the San Diego Regional Center and private healthcare.