



# Sherman & Roylance

Your Source for Senior  
Housing Investments

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Specializing Exclusively in  
Skilled Nursing and Senior Housing

[www.SRSeniorLiving.com](http://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

30021 Tomas, Suite 130

Rancho Santa Margarita, CA 92688

(949) 620-6585



## Southeast Region

2 N. Main St., Suite 200

Sumter, SC 29150

(803) 468-1010



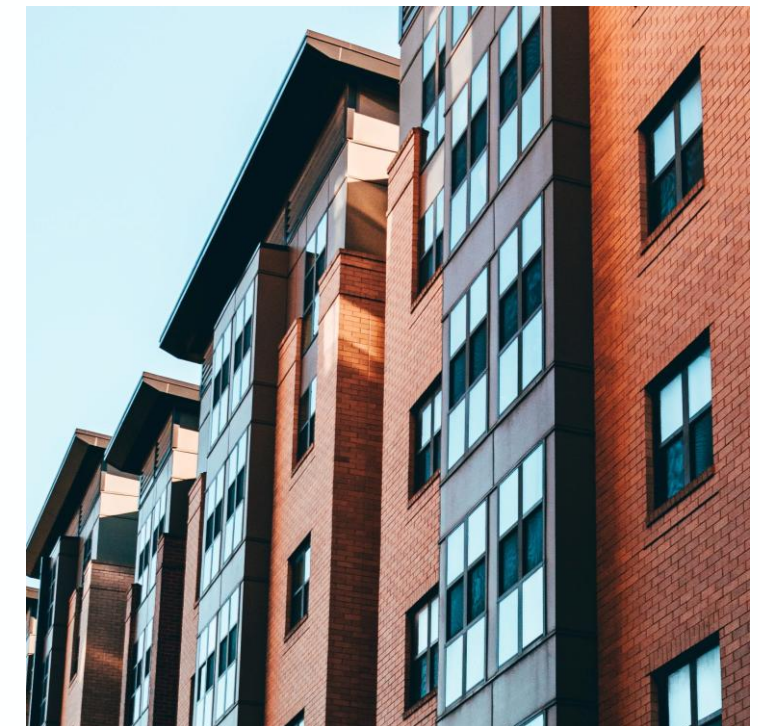
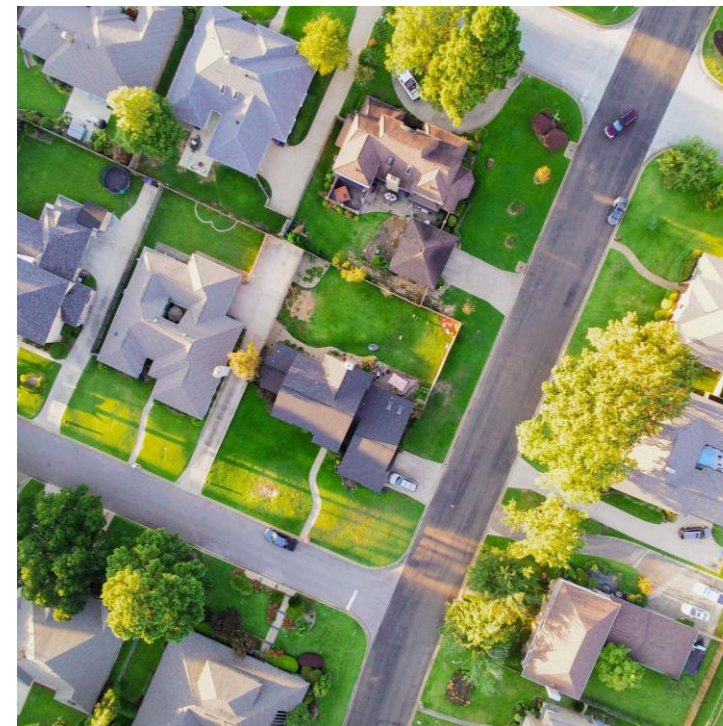
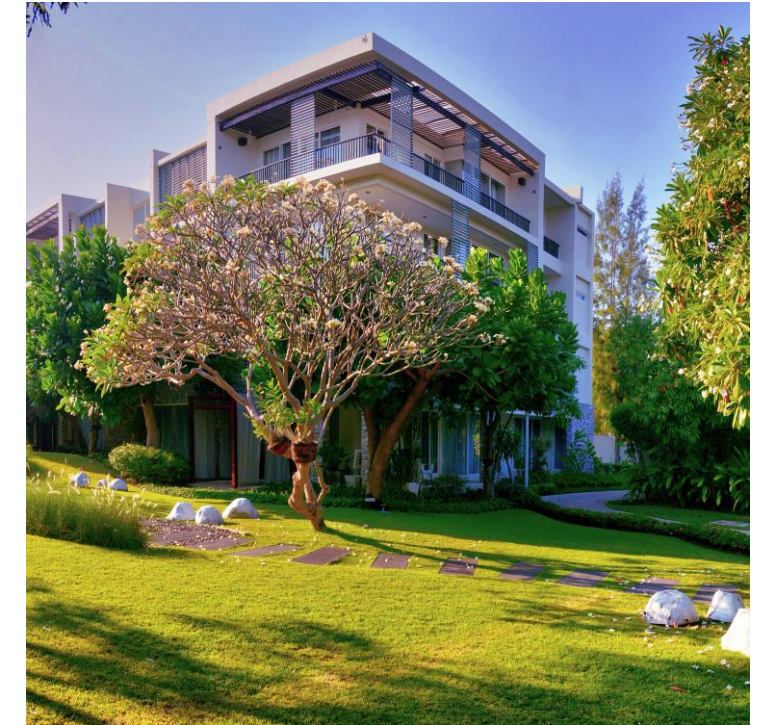
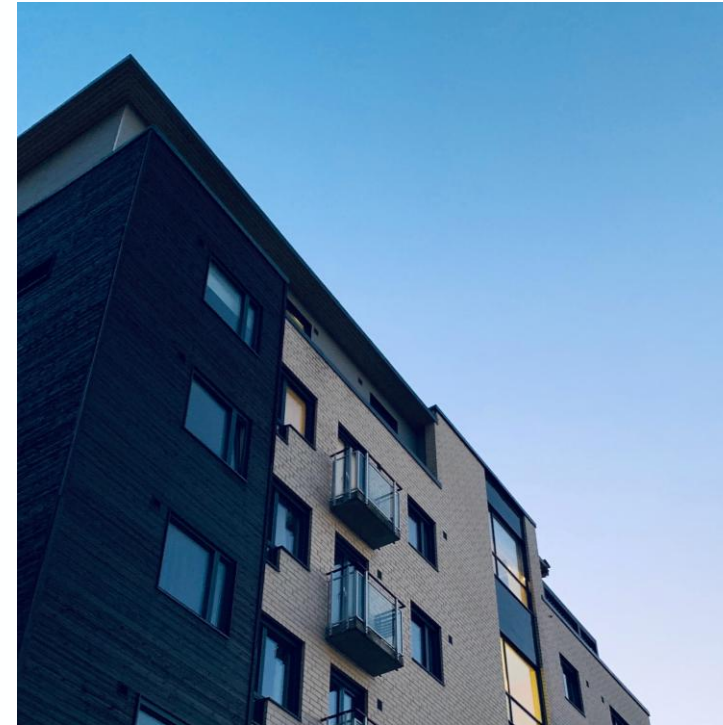
Sherman & Roylance



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

# 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.

## Services

# Healthcare Bankruptcy

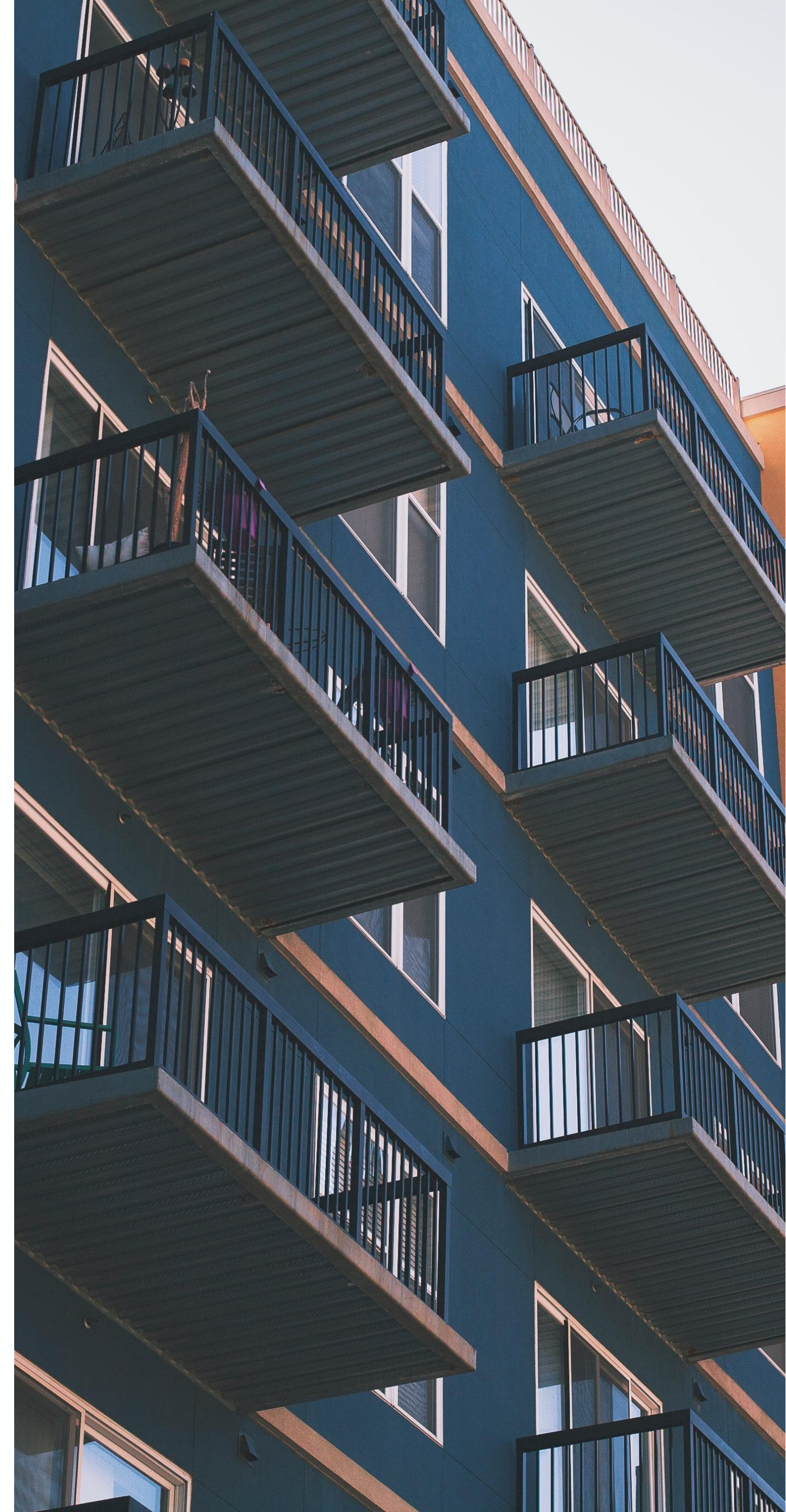
Sherman & Roylance's expertise helps bring each client the highest and best price on the market. Bankruptcy Code 363 (f) is an astonishing resource to the debtor, allowing them to sell the operations free and clear of liens, claims, interests and encumbrances.

### Includes:

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

### Detailed analysis of each facility's:

- "As Is" valuation
- Stabilized valuation
- Sales price range
- Exit Strategy



# Healthcare Bankruptcy

For your information and consideration, the following is a list of our most recent bankruptcy work:

- **Country Villa Plaza Healthcare Centers, LLC Lead Case No.:8:14- bk11335-CB**
  - **One of California's Largest Skilled Nursing Bankruptcies**
- Corona Care Convalescent Corporation. et al. Case No: 2:13-bk-28497-RK (SNF/ALF)
- Pasadena Adult Residential Care, Inc. et al., Lead Case No:02:13-bk-28484RK (Three ALFs)
- A&C Healthcare Services - A&C Convalescent Hospital of Millbrae -Case No:13-53054 SLJ (SNF)
- A&C Healthcare Services – Millbrae Manor -Case No:13 - 53054 SU (ALF)
- Bethel Healthcare -Case No.1:13-bk-12220 –GM (SNF)
- Los Robles Care Center -Case No. 9:09-bk-13125 -RR (SNF)
- **Securities and Exchange Commission v. Sunwest Management, Inc. et al.-USDC Case No. 09-CV-06056 (AL/MC)**
  - **At the time, it was the fourth-largest assisted living provider in the United States.**
- Phil Weinberger - San Fernando Post-Acute Hospital - Case No. 6:18-bk-20286-WJ (SNF)
  - Chapter 11 - Consultants to creditors committee and debtor in possession.

# Healthcare Bankruptcy

For your information and consideration, the following is a list of our most recent bankruptcy work:

- Windsor BK—Case No. 1:23-bk-11200 (SNF)
  - Consultants to creditors committee on the current California SNF market and new CA CHOW process, introduced and arranged confidential introductions to experienced and qualified bidders, and provided projected range of asset value for the portfolio.
- Amadeo—Case No. 8:17-bk-11996-SC (Land)
  - Determined the highest or otherwise best price for the sale of land.
- Pleasant Hill—Case No: 4:16-bk-41022 (ALF)
  - Successfully obtained a buyer and sold the property through bankruptcy. Represented both buyer and seller.
- Rose Brook—Case No.15-40835 - Chapter 7 (ALF)
- Park View (Mariner Healthcare)—Case No. 4:22-bk-41079-WJL (SNF)
  - Determine the highest or otherwise best price for the Parkview skilled nursing facility sale.
- **Windsor Healthcare (SNF)**
  - **Retained by Windsor and the Corporate Restructuring Officer, Sierra Constellation Partners, before selling the entire portfolio to enhance the company's financial position.**

# Healthcare Bankruptcy

For your information and consideration, the following is a list of our most recent bankruptcy work:

- Berkeley Springs Manor—Case No: 4:16-bk-41022 (ALF)
  - They successfully obtained a buyer and sold the property through bankruptcy. Represented both buyer and seller.
- Garfield Pasadena—Case No: 2:13-BK-28538-RK (SNF/ALF)
  - Retained by Debtor in Possession and Creditors Committee to market and sell the property to the highest bidder.

## Receivership

- Eastridge—Clearlake, Fontana, Yreka, Northern California (AL/MC/IL Portfolio)
  - Retained to represent the receiver and handle the sales and marketing of the assets.
- Visions at Mesa Assisted Living—Arizona (Memory Care)
  - Receivership Maricopa County Superior Court—retained to represent the receiver and handle the sales and marketing of the assets.
- Valley Vista—Los Angeles County (AL/MC)
  - The receiver retained S&R to handle the sales and marketing of the assets.

Sherman & Roylance

# Our Team



# Shep Roylance



**Founder**

(818) 515-0530

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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**

(949) 742-8375

[jsherman@srseniorliving.com](mailto:jsherman@srseniorliving.com)

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

(949) 836-7282

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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**

(949) 616-9935

[chansen@srseniorliving.com](mailto:chansen@srseniorliving.com)

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.

# Jack Osteen



## Director of Southeast Region

(803) 468-1010

jack@srseniorliving.com

Before joining Coldwell Banker Commercial and Sherman & Roylance in 2016, he served as publisher for over 12 years at his family's newspaper, The Sumter (SC) Item, which he still owns, along with other media operations in South Carolina and Alabama. Educated at the University of South Carolina and Woodberry Forest School in Virginia, Jack offers clients first-hand knowledge of the Southeast and what makes businesses succeed in the region. He has traveled up and down the East Coast, working with clients in all sectors of senior housing.

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.

## Southeast Region

# Jay Davis



### Broker-In-Charge

(803) 934-6597

[jdavis@srseniorliving.com](mailto:jdavis@srseniorliving.com)

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.

# Christopher Minnery



**Senior Housing  
Specialist**

(760) 420-3272

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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.

# Avo Pack-Soltes



## Senior Housing Specialist

(818) 389-6598

[apacksoltes@srseniorliving.com](mailto:apacksoltes@srseniorliving.com)

Aviram “Avo” Pack-Soltes is a senior housing specialist with over 18 years of real estate development experience. Throughout his illustrious career, Avo has fostered lasting relationships and built trust with his clients. He is a licensed Residential Care Facility for the Elderly (RCFE) Administrator, bringing a wealth of specialized knowledge and expertise.

Committed to turning real estate dreams into reality, Avo’s inquisitive nature and fresh perspective set him apart in the industry. His dedication to connecting with clients ensures that their unique needs and aspirations are met with the utmost care and professionalism. Avo’s passion for senior housing is not just professional; it’s deeply personal. His commitment is rooted in years of assisting his elderly aunt with her daily needs and chores, a role that has taught him the value of compassion and understanding. This personal experience has further fueled his dedication to providing exceptional service to the elderly community, making his work more than just a job but a mission.

Now, as a key member of the Sherman Roylance Team, Avo is not just excited; he’s exhilarated to leverage his extensive experience and specialized skills. Under the mentorship of Shep Roylance, he is not just developing but pioneering a groundbreaking platform designed to elevate his career and enhance the services offered to clients. Avo is not just poised but determined to make a significant impact in the senior housing sector, bringing not just compassion and dedication but also innovation to every project he undertakes.