

STAFF NEWS

Sam Haynes has been promoted to position of Principal Analyst.

Alex Taylor has been promoted to position of Principal Surveyor.

INNOVATION

Carterwood is undertaking a national research project to inform a new quality segmentation for the care homes sector.

COMING SOON

- Catchment analysis bulletin
- Viewpoint – a new look at topical issues.



Carterwood named Health Investor Award finalists

For the third year in succession Carterwood has been listed as Health Investor award finalists in the Property Consultants of the Year – Capital Markets category.

Over the last 10 years, Health Investor has established itself as one of the must-read magazines covering the UK health sector. Their prestigious awards were launched in 2007, as the best way of promoting excellence and recognising innovation in the sector.

Carterwood are delighted to have been recognised again for the excellence of their property advice, alongside some very well known industry names.

The 2014 awards will be held at London's Grosvenor House Hotel on Wednesday 11 June – last year over 1,200 of the sector's leading figures attended.

Amanda Nurse, Director, commented:

"We are absolutely delighted at reaching the final stages of the awards. They recognise excellence in our industry, and the fact that we are finalists for the third year in a row is a great tribute to all our staff who constantly innovate to produce the very best advice for our clients. It is also recognition of the fact that Carterwood has moved from being a small organisation to one of the leading providers of property advice in the adult social care sector in a very short space of time."

48-bed care home sold on behalf of Bromford

Carterwood are delighted to announce the sale of a 48-bed residential care home on behalf of clients Bromford, who sold the home as part of a strategic restructuring to concentrate on other areas of care.

The sale was achieved after competitive best and final bids were generated through highly focused marketing activity. The home has been purchased by Blackadder Corporation Ltd – a private operator of a small group of homes. Each home within the Blackadder group is run and marketed as an individual entity, with its own image and market positioning, reflecting local market conditions in each case.

Geoff Butcher, Chairman and CEO of Blackadder, said:

"Royal Court with its 48 separate flats was a unique opportunity, and with the help of Carterwood and Bromford we have managed to complete the transaction very smoothly and look forward to developing Royal Court to its full potential."

Amanda Nurse, Carterwood Director, commented:

"We were delighted to be able to conclude the sale of the home for our client to a committed and successful operator."





Carterwood Director named as a deal maker of the year for 2013

Finance Monthly has named Ben Hartley as a deal maker of the year for his role in Gracewell Healthcare's acquisition of Shelbourne Senior Living.

Luxury care home provider Gracewell Healthcare acquired Shelbourne Senior Living care village in Sway, Hampshire, in June 2013.

The 68-bed care home, with 14 assisted living cottages, is part of the rapidly growing group, which combines boutique hotel interior design with leading-edge dementia and innovative specialist care facilities and services.

The Finance Monthly Deal Maker awards have earned a reputation as the industry standard for corporate, private equity, investment banking and legal M&A expertise. The awards recognise financial, legal, tax, due diligence, risk, management and strategic advisory expertise in multiple jurisdictions.

Amanda Nurse, fellow Carterwood director, said:

"Ben is not one to shout things from the rooftops, so it's very gratifying for him to be recognised in this way. His depth of sector knowledge combined with over 15 years' experience in the sector gives clients a level of insight and advice that is essential when progressing complicated healthcare deals."



Carterwood agency division continues to expand

Our agency team continues to expand, in terms of both staff and instructions. Matthew Drysdale, who joined us whilst during taking his APC qualification, will concentrate specifically on supporting the agency division, due to continued growth. Administration has been strengthened through the appointment of Teresa Derrick, who has previously worked for residential agents CJ Hole, and brings a wealth of senior PA experience with her.

Amanda Nurse commented:

"The year has started very optimistically for us and we are delighted that Matt and Teresa have strengthened the team as we head through what looks like being a very busy 2014."

New agency instruction

We have recently been instructed to market a development site located in St Neots, Cambridgeshire, as part of a mixed use scheme comprising a 70-bed care home and circa 40 residential units. The care accommodation is planned to be over two storeys with a GIA of 3,450 sq. m, equating to 49.3 sq. m per bedspace. Bedroom sizes are all at 15 sq. m excluding ensuite wetrooms. There is an under provision of market standard bedspaces within the catchment area and evidence of strong nursing fee rates in lesser accommodation within the town. The site is available on a freehold site sale or freehold or leasehold turnkey basis.



Carterwood needs assessment assists in securing scheme permission



Carterwood are delighted that Chiltern District Council's planning committee has voted unanimously in favour of a new £8m centre specialising in 24-hour nursing care for the frail elderly and those living with dementia. This should see the home being launched by Carterwood client, Porthaven Care Homes Group, in early 2015.

Carterwood had been asked by Porthaven to prepare a detailed planning needs assessment in support of the scheme, in order to overcome challenges encountered in the planning process.

Carterwood Director Ben Hartley said:

"This has been a difficult journey for our client and has needed considerable determination to see it through. We are glad that our demonstration of local need, through evidencing a comprehensive package of circumstances, has helped Porthaven to see their project through to fruition. Porthaven have an excellent track record for producing the highest quality facilities, and we have no doubt that this new home will substantially benefit local residents in the years to come."



Research capability expanded

Our bespoke research systems form the bedrock of our consultancy reports, now widely accepted as some of the finest available in the sector.

We are therefore delighted to announce the appointment of Michael Lelliott to the position of Research Analyst.

Michael joins after recently completing a Master's Degree in Geographic Information Science at Edinburgh University. His previous experience includes working for Essex Wildlife Trust as a GIS Officer, and a position at estate agents Gascoigne Billingham, where he was responsible for researching potential development sites, site mapping, and planning research and modelling.

Ben Hartley, Director, said:

"This area of our operation is a vital part of giving clients the most comprehensive information available in the sector. Michael's academic excellence and experience, combined with his systems development ability will strengthen the range of services we can offer our clients going forward."

For more information about Carterwood or to find out how we can help you, call Amanda or Ben on: **08458 690777**

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