

Local market knowledge aids acquisition strategy

Carterwood were asked to investigate and identify suitable acquisition opportunities for Ocean Community Services, a provider of specialist residential services offering step down and rehabilitation within a clinical care pathway.

Background:

- OCS looking to extend their service provision in England and seeking opportunities to complement their existing home in Bristol.
- OCS looking specifically for an acquisition opportunity - either an operational unit or a property suitable for conversion to a care home.

What we did:

- Carterwood conducted a property search based on knowledge of the local market in the South-West.
- Undertook a detailed desktop search of existing and former care homes in Bristol and identified a number of opportunities.

Added value:

- Local market knowledge of the sector enabled us to quickly identify a suitable care home opportunity.
- Liaised with both parties and their respective legal teams to ensure that the transaction progressed smoothly.
- Midway through negotiations the deal structure moved from a freehold to a leasehold acquisition. We were able to advise on market rents and ensure the deal progressed without significant delay.
- Our understanding of OCS's existing services and requirements enabled us to focus our search.



For more information about Carterwood or to find out how we can help you, please telephone **08458 690777**

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