

GREYSTONE

SENIORS HOUSING.
COVERED.

WHERE PEOPLE MATTER

Greystone is a real estate lending, investment and advisory company dedicated to its clients. From our beginnings as an entrepreneurial business, we have steadfastly invested in your ambitions, resulting in deep and genuine relationships based on integrity and trust. We understand that their success is your success and our exceptional service consistently delivers outcomes that exceed your expectations.

We leverage our expertise as trusted problem solvers to offer forthright counsel and provide unconventional solutions for unexpected obstacles. But to us, what matters most is what we do with our success. We are proud to be able to provide an empowering and supportive work environment and to give back to the community — all to make a difference in peoples' lives.

OUR STANDARDS



INTEGRITY



ENTREPRENEURIAL



EXCELLENCE



CARING

WHY GREYSTONE

WE ARE A LEADER IN THE INDUSTRY

- Over 12 years as a trusted seniors lender
- \$4 billion of seniors loans originated
- Advised on acquisition, development or disposition of seniors housing properties worth \$3.5 billion

TECHNOLOGY AT THE FOREFRONT

In every industry, technology has accelerated processes and commercial lending is no different. Our proprietary technology not only gives our clients a transparent view of the loan process, there's never any question about the status of an application or what documents are needed to get your loan closed.

RELATIONSHIPS OVER DEALS

Our success is your success. We find the opportunities that help you increase the value of your portfolio. We provide a detailed assessment of your REO schedule to maximize the return on your investments.

FINANCING AND INVESTMENT SALES FOR SENIORS HOUSING PROPERTIES

- Skilled Nursing Facilities
- Assisted Living Facilities
- Independent Living
- Alzheimer's Care
- Memory Care
- Rehabilitation Centers
- Long Term Care



OAKMONT AT CARMICHAEL
Carmichael, CA

FINANCING EXPERTISE

Greystone has been a trusted lender for nearly three decades. We have built strong relationships with government agencies allowing us to easily navigate the ever-changing and complex loan process.

PERMANENT FINANCING

FHA Our dedicated team provides valuable insight to help you structure a customized HUD insured mortgage to help you meet your acquisition, refinancing, or construction goals. Greystone is adept at navigating through the complex process - from engagement to closing and beyond.

FANNIE MAE Greystone has been a Fannie Mae DUS® lender for 20 years, delivering acquisition and refinancing loans of all sizes across the country. Our streamlined platform allows us to simplify the loan process for you and enables us to provide a high level of personal service.

FREDDIE MAC As a Freddie Mac Seniors Housing Seller/Servicer, Greystone is one of a select number of firms able to originate, underwrite and close loans nationwide on behalf of Freddie Mac.

BRIDGE AND MEZZANINE FINANCING

Get interim financing quickly while we help you secure a permanent loan.

Greystone provided a \$21.3 million bridge loan that was used to finance the acquisition of a 120 bed skilled nursing facility in NY. The loan was structured with an interest reserve to insure timely payments while facility operations were stabilizing. Greystone helped refinance the bridge loan with a HUD 232 permanent loan within 3 years of securing the bridge loan.



BRISTOL VILLAGE
Clarence Center, NY

LOAN SERVICING

Upon closing, Greystone handles servicing and asset management for its healthcare loans. We understand the unique needs of seniors and healthcare loans and provide the highest level of personal attention and support - often decades after the loan closes. Greystone services a \$19 billion portfolio of loans for Fannie Mae, Freddie Mac, Ginnie Mae, private investors and public agencies.

FINANCING CAN BE USED FOR

- Refinancings
- Acquisitions
- Capital Improvements
- New Construction
- Substantial Rehabilitation



BRIDGEWOOD - CARDINAL BAY
PORTFOLIO
Texas & Oklahoma

SALES INVESTMENT ADVISORY

Greystone provides a range of investment advisory services in the sale and acquisition of seniors housing properties. We offer a full range of services including debt, equity, acquisition, and investment sales to funds, private equity groups, regional and national operators, not-for-profit owners, and healthcare REITs.

- Acquisitions and dispositions
- Individual property and portfolio sales
- Local, regional and national market trends
- Existing, new construction and presale assets



GREYSTONE

REAL ESTATE

Lending | Investment | Advisory

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