



focus

**Well-known leadership team from private equity fund requires
ibr Search to build deal-team for purchasing medical related operating
properties, with focus on existing Seniors housing**

VP of Seniors/Medical Acquisitions – Austin, TX

A fast growing real estate private equity firm is deeply focused on niche product including medical office and purpose built Seniors housing communities in their newest fund. Having previously recruited a well-known Seniors industry dealmaker, they looked to build-out the “boots on the ground” team to cover the national landscape for the company. Amongst positions in development/construction management for Seniors, ibr Search was also retained to identify a similar well-known name from Seniors acquisitions that could scale-up deal volume.

Due to the lack of prevalent PE-culture investors playing directly in Seniors housing at a relevant level of scale, finding a very strong cultural match to our client was paramount. In short order, ibr Search created a national database of active, direct equity investors in Seniors housing as well as former PE funds that invested early-on in Seniors product but have since exited.

After reviewing the past 10-12 years of investment history in Seniors housing as well as noting the current players, we were able to discern, from a database of Senior acquisitions professionals, who possessed both the transaction history and visceral skills to add the necessary energy and intelligence to our clients’ growing platform.



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