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MacKenzie Hires Senior Care Community Specialist

In August, MacKenzie Commercial Real Estate Services, LLC introduced a new Senior Care Real Estate Services practice to their full line of customized commercial real estate services, which includes brokerage, tenant advisory, development, financing, construction, and asset management. MacKenzie's Senior Care Real Estate Services Group will offer acquisition and disposition services, asset management, and advisory to assisted and independent living communities in the Mid-Atlantic region.

Robert (Bob) S. Gaines, formerly of Coldwell Banker's Commercial Division, has been hired to lead the team. Gaines brings over 44 years of experience in real estate sales, and more than 10 years managing, developing, marketing, and sales for the eldercare industry. During his tenure, he has leased and sold more than \$250 million in real estate assets, including five assisted living communities valued over \$30 million.

Gaines is actively involved in the Assisted Living Federation of America, National Investment Center for Seniors Housing and Care Industry, and Mid Atlantic LifeSpan. His prestigious past clients include Quail Run Assisted Living, Lighthouse Senior Living at Hopkins Creek, Paradise Assisted Living, Lighthouse Senior Living at Ellicott City, The Time Group, and The Linden Contracting Corporation.

Gaines will work closely with MacKenzie Development Company, MacKenzie Capital, and MacKenzie Commercial Real Estate Services to support assisted and independent living community clients and identify favorable sites for future projects.

"The assisted living industry is a driving force in Maryland's economy. As the 65+ age group continues to out-pace other demographic sectors in both size and net worth, builders and investors are increasingly looking to expand their portfolio with this type of project," said Gary T. Gill, President and CEO of the MacKenzie Companies. "With Bob's leadership, this specialty practice group will provide the high-standard of care and multi-disciplined approach that our office, industrial, and retail clients have come to rely on."

"Better than average financing, government sponsorship, and cultural factors including the increasing number of older people who live alone, and the rising expense of nursing homes have contributed to the attractiveness of assisted and independent living communities," added Gaines. "Understanding the diverse, unique, and specific real estate and asset management needs of owners and investors in this industry is critical to their success. MacKenzie's full-service team, which comprises seven companies, provides a broad range of expertise to draw from when preparing strategic initiatives for clients, making MacKenzie a perfect partner for the eldercare industry."

For more information on MacKenzie's Senior Care Real Estate Services Group, please visit www.mackenziecommercial.com. To contact Bob Gaines directly, please call 410.494.4857 or email bgaines@mackenziecommercial.com.

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Lutherville-based MacKenzie Commercial Real Estate Services, LLC provides a wide range of commercial real estate services, including leasing and sales, tenant and landlord advisory services, corporate consulting, commercial and residential development, general construction, property and asset management, market research, and debt and equity capital placement. With offices strategically located throughout the State of Maryland and 136 employees, MacKenzie is one of the largest full-service commercial real estate firms in Maryland. Please visit www.mackenziecommercial.com for more information.

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