

ZIEGLER INVESTMENT BANKING

SENIOR HOUSING & CARE FINANCE Z-NEWS

October 30, 2026

FEATURED ARTICLE

ZIEGLER AT THE 2026 NIC FALL CONFERENCE



The Ziegler team had a great week in Chicago at the 2026 Fall NIC Conference! With more than 100 private meetings, sponsorship of a lively Welcome Reception, and a fantastic evening hosting clients and colleagues in partnership with Stride and Healthcare Management Partners at Harry Caray's on Navy Pier, the week was filled with valuable conversations and opportunities to connect.

Beyond networking, several themes stood out from the education sessions attended throughout the conference:

- **Capital Markets:** Record transaction activity and strong investor competition are driving aggressive bidding and higher valuations. However, this momentum has not yet translated into a significant increase in new development activity.
- **New Development:** While new development remains relatively muted, some organizations are leveraging creative financing structures and partnerships to advance projects. Ziegler had several conversations with clients looking to pursue these opportunities.
- **The Role of the Operator:** REIT-led SHOP arrangements are opening new opportunities for operators, while also raising expectations around reporting, operational readiness, and strong owner-operator alignment.
- **Artificial Intelligence:** AI is changing how prospective residents and families research senior housing options, creating new opportunities and challenges for marketing and consumer engagement. New strategies for optimizing how organizations appear across AI platforms and large language models (LLMs) can help shape the prospective resident experience well before the first conversation with a sales representative.



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The energy throughout the conference reflected both the opportunities and complexities shaping today's senior housing landscape. It was encouraging to see so many familiar faces, make new connections, and exchange perspectives on the industry's next chapter.

Thank you to everyone who connected with us throughout the week! We look forward to continuing these conversations into 2027 and beyond as we embrace the exciting opportunities ahead for senior housing & care.



For questions about this newsletter or to learn more about the topics discussed, we encourage readers to [reach out to a member of the Ziegler team](#).

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FEATURED FINANCINGS



FHA/HUD Section
232/223(f) Refinancing
for an AL/MC
Community
Clovis, California

FHA/HUD FINANCING



Bond Financing for a
220-unit CCRC
Boynton Beach, Florida

\$380,645,000

BOND FINANCING



Sold a 346-unit
Continuum Campus
Fort Wayne, Indiana



\$33,000,000

SELL-SIDE ADVISOR



Non-Traditional NFP
Bond financing for an
adaptive reuse 96-unit
AL/MC rental
community
Peapack-Gladstone, New Jersey

\$84,705,000

BOND FINANCING