



FOR IMMEDIATE RELEASE

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## **ZIEGLER ADVISES MARQUEE CAPITAL ON ITS SALE OF TEROVA SENIOR LIVING**

**CHICAGO – MAY 26, 2023** – Ziegler, a specialty investment bank, is pleased to announce its role as exclusive financial advisor to Marquee Capital (formerly, Berengaria Development) on the sale of Terova Senior Living, a 101-unit senior living community located in Mequon, WI (“Terova” or the “Community”).

Marquee Capital is the real estate company affiliated with Marcus Investments, LLC, the Marcus’ Family Office. Located in one of the most affluent suburbs in Wisconsin, the Community represented the only senior living asset owned by Marquee in the state.

Formerly known as Ovation Sarah Chudnow, Terova was built in 2005. Between 2020 and 2022, Marquee Capital renovated and repositioned the Community as a for-profit entity without a religious affiliation. Renovations included skilled nursing & hospice unit conversion, HVAC, lighting and other technology updates, a new, secure outdoor garden and extensive landscaping. The 19-acre campus, managed by Charter Senior Living, includes independent, assisted living, and memory care apartments and suites.

Inspired Healthcare Capital (IHC) purchased the property and its affiliate manager, Volante Senior Living, took over operations on May 17, 2023. This represents the second Wisconsin acquisition for IHC.

Nick Glaisner, Managing Director in Ziegler’s Senior Housing & Care Practice commented, “Both buyer and seller displayed incredible perseverance in light of a very complex capital markets environment!” Ziegler conducted a focused marketing process for the Community. Despite

tightening capital markets and a waning macro-economic environment, Ziegler negotiated pricing that represented an approximately 6.43% cap rate based on historical cash flow (as marketed).

Ziegler's Senior Housing & Care Finance Practice brings its experience and expertise to senior housing and post-acute care clients. By offering a comprehensive suite of products for debt, equity and M&A services, our professionals provide creative solutions that meet your organization's capital goals. For more information about Ziegler, please visit us at [www.ziegler.com](http://www.ziegler.com).

### **About Ziegler:**

Ziegler is a privately held, national boutique investment bank, capital markets and proprietary investments firm. It has a unique focus on healthcare, senior living and education sectors, as well as general municipal and structured finance. Headquartered in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory services, fixed income sales, underwriting and trading as well as Ziegler Credit, Surveillance and Analytics. To learn more, visit [www.ziegler.com](http://www.ziegler.com).

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.

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