
#51 April 2024

PROPERTYLIST



Our monthly newsletter featuring our latest properties



MONTANE
FINANCE



MONTANE
CARE



MONTANE
CARE



The specialist, independent broker supporting the healthcare sector

Offering a personal service with the specific, individual needs of our clients always at the forefront of our approach. Rooted within 25 years, we specialise in building relationships rather than transactional advice.

Covering all aspects of Healthcare including residential & nursing homes, adults with learning and physical disabilities, domiciliary care, mental health organisations and supporting living. We understand the complex nature of the acquisition and disposal of a healthcare business.

Contact us:

T: 01257 460270

E: anthony.rae@montanecare.co.uk

M: 07546932811

E: darren.edwards@montanecare.co.uk

M: 07855361960

montanecare.co.uk

SOLD



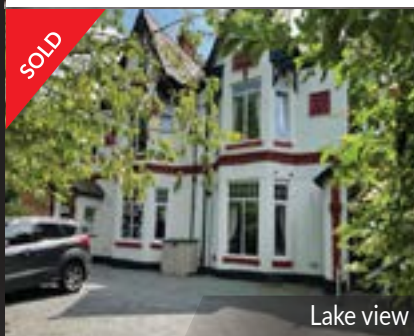
Project Matterhorn

SOLD



Lilycross

SOLD



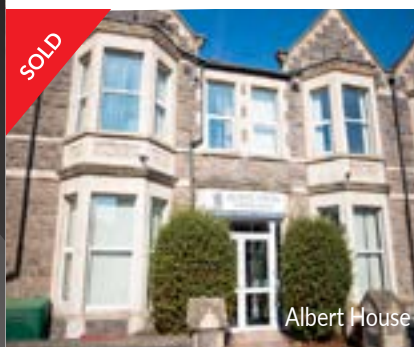
Lake view

SOLD



Melrose

SOLD



Albert House

SOLD



Plas Bod Llwyd

East Anglia – Residential Care Home

- Residential Care Home
- Registered for 18+ residents
- 18+ bedrooms with a good proportion en-suite.
- Spacious grounds
- Car park
- CQC - GOOD

- Turnover March 2021 £579,076, ANP £373,791 (65%)
- Turnover March 2022 £548,421, ANP £316,114 (58%)
- March 2023 (3 months) £159,293, ANP £43,785 (27%)
- Current occupancy turnover annualised £728,000



MONTANE
CARE

NEW
INSTRUCTION

Offers in the region of £995,000

REF. MC69

Leicestershire – Closed Hotel known as OYO Shilton Hotel

- Closed Hotel located to Leicestershire.
- Offering 40 bedrooms
- 100 % en-suite

- Fitted kitchen.
- Many day rooms.
- Offered with vacant possession.



MONTANE
CARE

NEW
INSTRUCTION

Offers in the region of £1,700,000

REF. MC68

Shropshire – Closed Care Home known as The Grange

NEW
INSTRUCTION

- Vacant care home
- Previously registered for 19 residents
- 27 Bedrooms, 16 en-suite
- Several communal areas
- Central courtyard area
- Passenger lift
- Spacious grounds
- Car park



Offers above £995,000

REF. MC66

Blackburn – Closed Care Home known as Springfield Cottage

- Former Care Home offered with vacant possession.
- Historically registered for 26 residents
- 25 single bedrooms
- 11 en-suite
- Ideal for reconfiguration
- Various uses



Freehold £950,000

REF. MC65

South Yorkshire – 2 Young People's Assisted Living Homes

NEW
INSTRUCTION

- 2 Young people's assisted living homes based in South Yorkshire
- Well established and sought after homes registered as HMO's.
- Total of 12 bedrooms
- Staff offices and communal areas in both homes
- Y/E 31st July 2022 shows a T/O of £430,533 with an ANP for the same period of £144,276 (33%)
- OFSTED accreditation is in the application process.



Asking Price £950,000

REF. MC62

North Wales – Nursing Home Registered for 55 Residents

UNDER
OFFER

- Sought-after nursing home
- Located to prominently residential area
- Registered for 55 Residents
- Two twin rooms
- 50 En-suite rooms
- Experienced long-standing staff
- Two passenger lifts
- Well-established business with proven income stream and healthy EBITDA levels
- Rated with CIW
- Accounting information Y/E May 2023 shows a turnover of £2,457,460 with an EBITDA of £530,461 (22%)
- Current occupancy stands at 51 residents
- Ample parking
- Landscaped gardens



Guide Price £3,700,000

REF. MC58

North West – Residential Care Home

UNDER
OFFER

- Registered care home
- 44 Single bedrooms
- 32 En-suites
- Passenger lift
- Several staff areas
- Well-presented
- Experienced long-standing staff
- Large gardens
- Car park
- Turnover Y/E May 2023 £1,168,453 with an EBITDA of £130,763 (11%)
- Current turnover £1,275,976
- CQC – GOOD



Guide Price £1,450,000

REF. MC57

East Anglia – Nursing Home Catering for 18+ Beds

UNDER
OFFER

- Nursing Home located within
- 19 Bedrooms in total
- 16 En-suites
- Passenger Lift
- Several staff areas
- CQC – GOOD
- Very well presented
- Experienced long standing staff
- Extensive gardens
- Car park
- Management accounts year ending 31st August 2023 show a turnover of £1,235,548 with an adjusted net figure of £124,725 (10%)



Guide Price £1,200,000

REF. MC56

North West – Closed Residential Care Located to Manchester

UNDER
OFFER

- Sought-after residential care home
- Located to predominantly residential area
- Registered for 23 residents
- Three en-suite facilities
- Offered with vacant possession
- Potential to extend subject to PP



Price on application

REF. MC50

North East – Opportunity to Acquire Three Reputable Care Homes

- Homes located to the North East
- Total registration more than 145 rooms
- Majority en-suite facilities
- Experienced managers in all homes
- Lapsed planning to one home
- Two Good CQC, one Requires Improvement
- Lifts
- All presented to a high standard



Price on application

REF. MC51/52/53

East Yorkshire location – Closed Care Home Known as Sunningdale Care Home

SOLD

- Former Care Home offered with vacant possession
- Historically registered for 49 residents
- 45 Single bedrooms
- Available as freehold or leasehold
- Ideal for reconfiguration
- Various uses
- Leasehold by negotiation



Freehold Guide Price £1,995,000

REF. MC46

North East – Sought-After Nursing Home

SOLD

- Substantial sought-after Nursing Home
- Registered for 30 single bedrooms
- 100% single bedrooms
- 2 en-suite
- Five Bathrooms
- Two passenger lifts
- WiFi throughout
- Experienced long standing staff with full time manager
- We maintained occupancy Levels
- Turnover Management account 01/04/2021 to 31/10/2021 show a turnover of £614,449 annualised £1,053,341 net profit of £340,000 (32%). Accounts for July 2021 to July 2022 annualised £1,114,170 turnover annualised £349,064 profit (31.5%)
- CQC good in all areas



Guide Price £1,950,000

REF. MC45

North West location – Residential Care Home Registered for 24 Residents, 17 En-Suite Facilities

UNDER OFFER

- Substantial sought-after Care Home
- Located to a prime position
- Registered for 24 residents
- 17 Have en-suite facilities
- Experienced long-standing staff
- Average occupancy 95%
- CQC Rating GOOD
- Profit & Loss accounts Y/E 31st December 2022 show turnover of £810,034 with adjusted net profit for the same period £118,596 15%
- Average fees annualised as of 17th October 2023 show a yearly turnover of £1,030,000 with an adjusted net profit of £154,000
- Passenger lift
- Lapsed planning permission for 16 additional bedrooms



Guide Price £900,000

REF. MC42

South west – Nursing Home Registered for 26 Service Users

- Sought-after nursing home
- Located to predominantly residential area
- Registered for 26 elderly clients
- 25 Single bedrooms & one Twin
- 20 en-suite facilities
- Experienced long-standing staff with competent manager
- Maintaining high occupancy with waiting list
- Accounts for year end 31st March 2022 show a turnover of £1,219,967 producing an EBITDA of £300,000
- Two passenger lifts
- CQC GOOD



Guide price £1.5million

REF. MC22

North West – Three Specialist Nursing Home with Average Maintain an Average Fee of £1,700,000

UNDER
OFFER

- Three specialist nursing homes catering for adults with complex health and disability needs with current average fee of £1,700.000 per client
- Located to South Manchester
- Predominately residential area
- Catering for residents with complex health and disability needs
- Registered for 18 residents
- Potential to extend
- Experienced long-standing staff
- Platform lift
- Profit & Loss accounts Y/E 31st October 2020 show a combined turnover of £2,067,000 with an adjusted net profit for the same period of £564,184 28%



Guide Price £4million

REF. MC20

North East – Residential Care Home Registered for 22 Residents

UNDER
OFFER

- Sought-after residential care home
- Located to predominantly residential area
- Registered for 22 single bedrooms
- 8 En-suite bedrooms
- Experienced long-standing staff with competent full-time manager
- Maintaining high occupancy with waiting list
- Profit & Loss accounts 9 months to 31st January 2023 annualised show a turnover of £834,382 with an adjusted net profit of £412,966 (49%)
- Passenger lift
- CQC-GOOD
- Potential to extend STPP



Guide price £1,700,000

REF. MC04

North Wales – Closed Residential Care Home Registered for 29 Residents 100% En-suite

- Constructed over two floors
- 27 Single bedrooms, one twin room
- 27 En-suite facilities
- Set to a conservation area
- Further details upon request



Price on application

SOLD

North West – Two Residential Care Homes Registered for 46 Residents

UNDER
OFFER

Care Home One:

- Registered for 22 residents
- 18 Single bedrooms
- 2 Double bedrooms
- 65% En-suite
- Experienced long-standing staff
- Well-maintained occupancy levels
- Limited potential for expansion
- 2 Stairlifts
- Gardens at front
- Parking
- CQC GOOD

Care Home Two:

- Registered for 24 residents
- Passenger lift
- Stair Lift
- 16 Single bedrooms
- 4 Double bedrooms
- No En-suite
- Three bathrooms plus 5 additional toilets
- Experienced long-standing staff
- Well-maintained occupancy levels
- Lapsed planning permission for 16 bed extension (all en-suite)
- Spacious gardens
- Parking

Combined Turnover

- Profit & Loss for the two businesses Y/E 31st December 2022 show a turnover of £1,253,494 with adjusted net profit for the same period £378,383 (30%)



Asking Price: £2.1million

REF. MC18

West Midlands – Sought After Nursing Home Registered for 20 Service Users

UNDER
OFFER

- Substantial sought-after nursing home
- Registered for 35 residents
- 20 Single bedrooms
- 5 Twin rooms
- 13 Wet rooms & 3 en-suite rooms
- Lift to all floors (8 person)
- Experienced long-standing staff with full time manager
- Well-maintained occupancy levels

- Turnover £1,533,299 with ANP £383,324 (25%)
- Profit & Loss accounts Y/E ending March 2020 show a turnover £1,702,823 with adjusted net profit for the same period £256,642 (15%) current projection based on current occupancy of 28 residents,
- Private one bedroom apartment
- Full planning permission for 10 additional bedrooms with wet rooms
- Located with beautiful gardens of approximately 500 acres maintained by The National Trust



Guide Price £2million

REF. MC21

North West – Four Specialist Care Homes Catering for Adults with Mental Health conditions

- Four specialist care homes
- Catering for adults with mental health conditions
- The four homes are registered for a total of 48 residents
- Fees for the registered services are at a standard rate of £527 per week
- The group trades with a consistently high occupancy at 95%

- Only the occasional vacancy
- A well-established business with proven income streams and healthy EBITDA Levels
- A well-respected company with good growth levels
- All four care homes are rated good with CQC



Guide Price £1.7million

REF. MC17

SOLD

Belmont Grange Residential Nursing Home, Belmont County Durham

Specialist business property adviser Montane Care has completed the sale of Belmont Grange Residential Nursing Home, Belmont County Durham. The business is registered for 30 single bedrooms & two en-suit.

Our clients John & Barbara Moran commented

"Upon meeting Anthony we had no hesitation in allowing Anthony to sell Belmont Grange Nursing and Residential Care Home. In a short period of time Anthony found multiple buyers and through intense negotiations achieved and successfully negotiated an undisclosed buyer.

Our client commented further "The level of service was excellent throughout the sale process: Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would recommend you and the company to others due to the professionalism and reliable service. I appreciate everything you have done in helping us achieve our retirement, without your help this would not have been possible".

The legal teams worked well to get the deal across the line, headed by Sophie Townes of Sintons acting for the sellers, Stephon Lopeman & Careron Shaw of Kuits acting for the buyers.

Anthony Rae Director of Montane Care

comments. *"Having built a professional relationship with my clients it was a pleasure to achieve multiple offers in a short period of time by selecting operators with proven experience with proven funding. Montane Care have expert local and national coverage with disappointed buyers seeking to acquire similar businesses".*

If you are contemplating selling or would like to know the value of your business call in confidence Anthony Rae 07546932811.



SOLD

Albert House Nursing Home, Weston-Super-Mare

Specialist business property adviser Montane Care has completed the sale of Albert House Nursing Home located to Weston-Super-Mare.

Albert House Nursing home comprised of 38 single bedrooms with 100% en-suite facilities.



A true retirement sale, the business had been in our client's ownership for 27+ years.

Our client's, Adrian & Sally Esland commented, "I was recommended to Anthony by a friend & existing operator. We had no hesitation in allowing Anthony to sell our business with Montane Care. In a short period of time Anthony found multiple buyers during an intense period of negotiating and introducing existing operators Luke Venn & Cheryl Lawrence allowing our future retirement".

Our client's commented further "The level of service was excellent throughout the sale process: you have shown great patience and cooperation. Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would recommend you and the company to others due to the professionalism and reliable service. I appreciate everything you have done in helping us achieve our future retirement, without your help this would not have been possible".

In addition, our purchasers commented on the transaction. "We are delighted to have acquired Albert House Nursing Home. We can't thank Anthony enough for his professional diligence and support during the acquisition process. We would certainly use Montane Care again instantly for any future acquisitions.

We are very excited to add Albert House to our portfolio of homes in England and are looking forward to continuing the excellent level of care delivered on a day-to-day basis to the residents of the home."

Anthony Rae Director of Montane Care

comments. "It was a pleasure to achieve multiple offers in a short period of time by selecting existing operators with proven funding. Montane Care have expert local and National coverage with disappointed buyers, seeking to acquire similar businesses"

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SOLD

The Cottage Nursing Home

Another Successful
Nursing Home sold through
Montane Care.

Specialist business property adviser Montane Care has completed the sale of The Cottage Nursing Home located to Mold, North Wales. Specialising in the care of old age & nursing, the home is registered for 52 residents, in 46 single bedrooms & 3 twin rooms.

A true retirement sale, the business had been in our client's ownership for 30+ years. **Our client, Mr Andreas Lanini commented** "I have known Anthony for many years whilst working for other commercial agencies. I had no hesitation in allowing Anthony to sell my business with his new company, Montane Care. In a short period of time Anthony found multiple buyers during an intense period of restrictions during Covid-19 and successfully negotiated a sale to Blue Ocean Care allow for my future retirement".

Our Client commented further "The level of service was excellent throughout the sale process: you have shown great patience and cooperation. Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would definitely recommend you and the company to others due to the professionalism and reliable service. I appreciate everything you have done in helping me achieve my retirement, without your help this would not have been possible".



The buyer Mr Greg Pezella CEO of Blue Ocean Care commented on his experience saying that, "We are very pleased to have completed the process of acquiring The Cottage Nursing Home. There were some challenging times throughout the process, but thanks to the support and help of Anthony Rae we eventually concluded the deal and completed the acquisition. We would personally like to thank Anthony for his efforts throughout the acquisition process and will certainly look to use Montane Care for any future acquisitions."

Anthony Rae Director of Montane Care comments. "Having known my client for many years it was a pleasure to achieve multiple offers in a short period of time by selecting existing operators with proven funding. Montane Care have expert local and National coverage with disappointed buyers seeking to acquire similar businesses".

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or would like to know the value of
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Anthony Rae 07546932811.



SOLD

Montane Care sells The Knells Care Home Cumbria

On behalf of Mr & Mrs Farrer, Montane Care is delighted to announce the recent sale of The Knells Residential Care Home, an established and well-regarded care home located in Houghton, Carlisle, Cumbria.

The Knells Care Home has been in our client's ownership since 2004 and has enjoyed consistently good occupancy levels. This grade two listed home has always been presented to a high standard offering accommodation over two floors and registered for 24 clients.

The home has been acquired for an undisclosed sum by Mr Jamil Mohammed, an established and experienced care home operator.

Anthony Rae commented We are pleased to have concluded this sale on behalf of Mandy Farrer and Family and wish them all the best in their future endeavours. When Montane Care was initially instructed to sell the property, the emphasis was certainly for a discreet sale and as such it was clear to me that the ideal purchaser would need to be an experienced provider with the confidence to know what a great asset The Knells Care Home is. Our industry knowledge and experience therefore enabled us to approach potential buyers, without the need to openly market the home and we were delighted to see the business purchased by Jamil.

Upon Completion of the sale,
Mandy Farrer said: *"We have no hesitation in recommending Montane Care to anyone thinking of selling their business. I have known Anthony for many years and knew that the sales process would be personally handled and be kept in contact and be updated daily. I wish Anthony & Montane Care every success and would have no hesitation in recommending Anthony."*

The Buyer commented: *"I am delighted to have acquired The Knells country House Care Home, which will be a strong addition to the group."*

**If you are contemplating selling
or would like to know the value of
your business call in confidence
Anthony Rae 07546932811.**



SOLD

Montane Care are delighted to announce the sale of Flightcare Ltd on behalf to the We Care group

The Flightcare group comprises of seven Care Homes located to five sites offering 250+ beds residential and nursing. This prestigious group are located to Liverpool, Ormskirk & Birkenhead with a mixture of CQC ratings.

Mr Amin Dhanjee CEO of Flightcare Ltd comments *"I have known Anthony for many years and had no hesitation in instructing Anthony to undertake a confidential sale of Flightcare Ltd. I knew Anthony would bring a level of service and professionalism second to none and would need to show great patience and cooperation."*

Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would recommend you and the services of the Montane Group due to the professionalism and reliable service. I appreciate everything you have done in helping me achieve my retirement, without your help and guidance this would not have been possible."

Mr Bernie Suresparan who is the founder and Executive Chairman of We Care Group commented when Anthony brought Flight Care Ltd I was interested as this fits well within the We Care Group growth plan. Anthony was very professional in his approach and was extremely helpful in bringing this deal to completion.

Anthony Rae of Montane Care comments. *"Having known my clients for many years it was a pleasure to have achieved an acceptable offer in a short period of time by selecting an existing operator with proven funding. Montane Care have expert local and national coverage with disappointed buyers seeking to acquire similar businesses"*.

If you are contemplating selling or would like to know the value of your business call in confidence Anthony Rae 07546932811.



SOLD



Exclusive Care Group Another Successful Nursing Home GROUP sold through Montane Care.

Specialist business property adviser Montane Care has completed the sale of 6 care homes specialising in Residential & Nursing Care which ran under Exclusive /Crystal Care Group located in the Northeast.

The Exclusive Care Group operated by Jennifer & George Houghton has been a family business and in their sole ownership for the last 7 years. Mrs Houghton, Chairwoman of the group who has been in the care business for 40 years is continuing to operate her other homes in the North East.

Mr George Houghton, Founder of the Group, commented "I have known Anthony and the Montane Group for many years and had no hesitation in allowing Anthony to sell our business with his company, Montane Care. In a short period of time Anthony found multiple buyers during an intense period of restrictions during Covid-19 and successfully negotiated a sale to an undisclosed purchaser."

Our client commented further "The level of service was excellent throughout the sale process: you have shown great patience and cooperation. Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would recommend you and the company to others due to the professionalism and reliable service. I appreciate everything you have done in helping me achieve my retirement, without your help this would not have been possible"

If you are contemplating selling or would like to know the value of your business call in confidence Anthony Rae 07546932811.



SOLD

Plas Bod Llwyd

Another Successful Nursing Home sold through Montane Care

Specialist business property adviser Montane Care has completed the sale of the former care home known as Plas Bod Llyd located to Wrexham. Home located to Wrexham, North Wales comprised of 27 single bedrooms with en-suite.

Montane Care acted on the instructions of Clwdalyn. **Mr Edward Hughes commented** "I have known Anthony for many years and had no hesitation in allowing Anthony to sell Plas Bod Llwyd

In a short period of time Anthony found multiple buyers during an intense period of restrictions during Covid-19 and successfully negotiated a sale to an undisclosed purchaser.

Our Client commented further "The level of service was excellent throughout the sale process: you have shown great patience and cooperation. Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would definitely recommend you

and the company to others due to the professionalism and reliable service. I appreciate everything you have done in helping me achieve my retirement, without your help this would not have been possible".

Anthony Rae Director of Montane Care

comments. "Having known my client for many years it was a pleasure to achieve multiple offers in a short period of time by selecting existing operators with proven funding. Montane Care have expert local and National coverage with disappointed buyers seeking to acquire similar businesses"

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SOLD

Marion Lauder House Care Home

Another Successful Nursing Home sold through Montane Care.
Specialist business property adviser Montane Care has completed the sale of Marion Lauder House Care Home to Salutem Care.

Marion Lauder House is a purpose-built care home, in the Woodhouse Park area of Wythenshawe, Manchester. The home specialises in nursing care and provides day care and respite care. It is registered for 79 residents with 44 en-suite facilities.

A true retirement sale, Marion Lauder House has been tastefully extended to its current design and reputation and in the hands of its owners since 2004.

Tim Hussain, Managing Director, Marion Lauder House Care Home said: "I have known Anthony for many years whilst working for other commercial agencies. I had no hesitation in allowing Anthony to sell our business with his company, Montane Care. In a short period of time, he found multiple buyers during an intense period of restrictions during Covid-19 and successfully negotiated a sale to Salutem Care.

"The level of service was excellent throughout the sale process: showing great patience and cooperation. Upon completion it has been a great relief to finally achieve what we have been working towards, it was an overwhelming but very rewarding experience. I would recommend Montane Care to others due to the professionalism and

reliable service. I appreciate everything Anthony has done in helping me to achieve my retirement, without his help this would not have been possible".

In addition, the buyer, Carl Scarlett, Lynne Scarlett & Lee Stringfellow of Salutem Care commented on the transaction. "We are delighted to have completed the process of acquiring Marion Lauder House Care Home. Thanks to the support and help of Anthony Rae, we concluded the deal and completed the acquisition. We would personally like to thank Anthony for his efforts throughout the acquisition process and will certainly look to use Montane Care for any future acquisitions. We are very excited to add Marion Lauder House to our portfolio of homes in England and the Northwest and are looking forward to continuing the excellent level of care delivered on a day-to-day basis to the residents of the home."

Anthony Rae Director of Montane Care comments. "Having known my client for many years it was a pleasure to achieve multiple offers in a short period of time by selecting existing operators with proven funding. Montane Care have expert local and National coverage with disappointed buyers seeking to acquire similar businesses."

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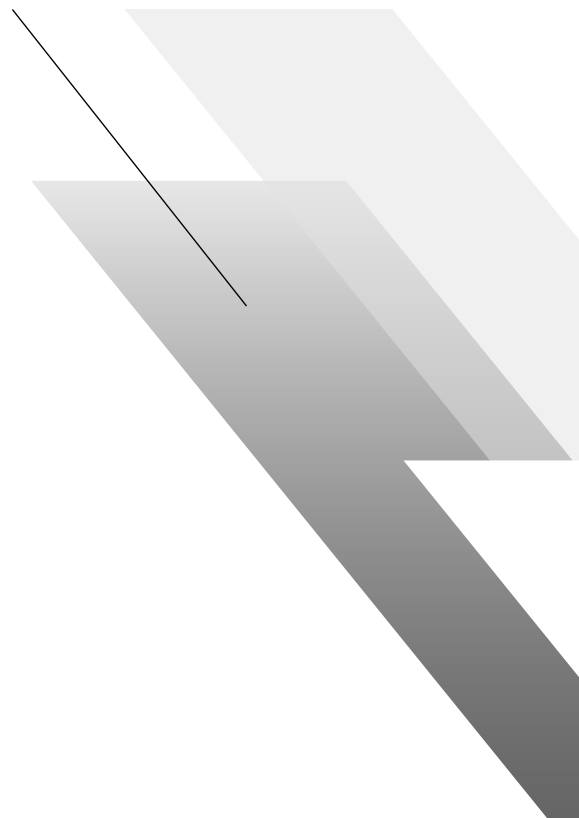


When the time comes to move on, you can rely on Montane Care

You have spent years building up your business. You have committed time, money and energy. You operate in one of the most heavily regulated trade sectors in the UK where complex funding issues are changing the face of the market. So when the time comes to consider your exit strategy, you're going to need expert advice from a company you can rely on.

Montane Care is discreetly effective in the sale of care businesses of all sizes. Our expertise is sought on an ongoing basis by a broad client base from private, corporate and charitable operators, to banks, receivers and local authorities. Our strength lies in our market knowledge and commitment to our business. When you deal with Montane Care you know you are dealing with a team of focused, highly experienced professionals with years of experience in the care sector.

We would be delighted to discuss your plans in complete confidence by telephone. If you are thinking of selling now or in the future, or if you need advice on your position in the current market contact me or one of my colleagues on **07546932811**. You can also visit our web site at **www.montanecare.co.uk**



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