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For Immediate Release

Blueprint Announces Flurry of Closings Amid COVID-19 Disruption

CHICAGO, July 7, 2020 – Blueprint, the leading advisory firm exclusively focused on seniors housing and healthcare real estate, continues to effectively navigate the challenges brought on by the COVID-19 pandemic and today announced six deal closings valued at more than \$76.6 million over a three-day period – a 50% increase in activity over the same time period last year.

While the widespread negative impact of the pandemic has led to an overall decline in senior care M&A activity, Blueprint’s unique approach to brokerage has prevailed. The firm’s platform is one built for agility and collaboration, both critical in managing the unpredictability the crisis has brought.

“Our approach has always been tailored; when the economic ramifications of the pandemic emerged, we were able to adapt quickly,” said Steve Thomes, Senior Managing Director. “Beyond that, the collaboration of our team amplifies our real-time market insight- we have new information every single day on who’s lending, who’s opportunistic, and how we’re getting through diligence and getting our clients to the closing table.”

This activity brings Blueprint’s 2020 year-to-date production to 37 closed transactions. The firm is also currently marketing over \$900 million in seniors housing opportunities as well as an additional \$975 million in pending transactions.

“Despite the market turbulence, we’re finding we’re as busy as ever. We continue to manage active sale mandates but are also underwriting potential transactions and providing thoughtful feedback on market receptiveness to each potential sale. No one truly knows what’s next related to COVID so our only response is to learn and evolve- we’re committed to doing both so we can continue to provide value for this very important industry,” Thomes said.

About Blueprint

Blueprint is the leading advisory firm exclusively focused on seniors housing and healthcare real estate. Established in 2013, the team has closed approximately 360 transactions valued at more than \$5.8 billion. The company’s website is www.BlueprintHCRE.com.