
#17 June 2021

PROPERTYLIST



Our monthly newsletter featuring our latest properties



MONTANE
FINANCE



MONTANE
CARE

North East – Residential Care home registered for 22 residents

NEW
INSTRUCTION

- 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 y/e 30th April 2020 show a turnover of £679,135 with adjusted net profit for the same period £334,679 (49%)
- Passenger lift
- CQC-Good
- Potential to extend STPP



Price on application

Project Matterhorn – 100+ purpose-built care home

NEW
INSTRUCTION

- Substantial purpose-built Nursing Home
- Accommodation located over Four floors
- Registered for 100+ en-suite bedrooms
- Bedrooms accommodation on three floors
- Fourth floor comprising training rooms, office & hairdresser
- Currently run at 88 bedrooms
- Fees range £850 - £1,250 per week
- Private residents 63%
- One wing comprising 13 en-suite bedrooms currently not open with further potential revenue £300k - £400k net
- Turnover £4.6 million ANP £2 million
- Designated NHS rehabilitation unit
- Located to South East England
- Two self-contained apartments comprising of two bedrooms each
- Spacious grounds with potential for additional mixed specialised unit subject to pp



Price on application

Greater Manchester – Residential Care Home registered for 42 residents

NEW
INSTRUCTION

- Substantial Residential Care Home
- Located to predominantly residential area
- Registered for 42 bedrooms
- 32 en-suite facilities
- Experienced long standing staff with competent full-time manager
- Average occupancy in 2020 86%
- Profit & Loss accounts y/e 30th September 2020 show a turnover of £901,773
- Adjusted net profit for same period £348,218 (38%)
- North Manchester general hospital with a short drive
- CQC requires improvement.
- Leasehold available



Price £2,000,000

OFFER
RECEIVED

South West Devon – Residential care home registered for 20 residents

NEW
INSTRUCTION

- Residential Care Home
- Registered for 20 residents
- Operates 18 single bedrooms
- 100% en-suite facilities
- Turnover y/e June 2020 £753,662
- ANP for same period £289,431
- Experienced Long standing staff & with competent full-time manager
- Situated to a site of approx. 1.5 acres
- Potential to extend STPP



Freehold Guise Price £2,250,000

FREEHOLD &
LEASEHOLD

North Yorkshire – Care home registered for 11 residents with learning disabilities

- Established Learning disability home
- Retirement sale
- Registration for 11 residents
- Average weekly fee £584.00
- Turnover 31/03/2020 £272,739
- ANP £128,000



Asking Price £580,000

South Manchester – Residential Care Home registered for 28 residents

- Established Residential Care Home located to South Manchester
- Currently registered for 28 residents
- 20 single bedrooms & four twin
- Majority of accommodation on ground floor
- Reputable business with long standing manager
- Fee income 30/04/2020 £726,143
- EBITDA circa £200,000



Price upon application

OFFERS INVITED

North West – Two residential care homes registered for 46 residents

Care Home One:

- Reg 22 18 single 2 doubles
- Occupancy 19
- Average Fee £570/£580

Care Home Two:

- Reg 24 16 single, 4 Doubles
- Occupancy 22
- Average Fee £570/£580

- Turnover 2018 £910,000
- Projected Turnover 2020 £1,200,000
- Adjusted net profit £278,000 (23%)



Asking Price: £1,600,000

GROUP OPPORTUNITY

Macclesfield – Refurbished & Extended 67-bedroom Care Home Offering 100% en-suite facilities



- Opportunity to acquire a 67-bedroom Turn-of Key development
- 100% wet rooms
- Accommodation on three floors
- Town Centre location
- Completion Due Q1 2020
- Estimated Fees £900-£1100 pw
- Parking for 30 vehicles



Offers in excess of £6,500,000

North Wales – 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
- Current turnover £660,000
- Further details upon request.



Price on application

Derbyshire – 31 Bedroom Nursing Home 22 en-suites

- Substantial sought-after Nursing Home
- Located to a predominantly residential area
- Registered for 31 beds bedrooms
- 22 en-suite facilities
- Experienced long standing staff with competent full-time manager
- Average occupancy 93.5%
- Profit & Loss accounts y/e 31st March 2020 show a turnover of £1,130,088 with adjusted net profit for same period £176,233 (15%). P & L 2019 show a turnover of £1,101,934 with ANP £192,844
- Derby city hospital and rail links within convenient access
- CQC Rating Good



Guide price: £1,700,000

North Lake District – Residential Care Home registered for 22 residents, 10 en-suite

- Freehold Residential Care Home
- Registered for 24 clients
- 20 single rooms, two twins,
- 10 en-suite WC
- EBITDA of Circa £139,883
- Owner Manager
- PP for 12 additional bedrooms
- Self-contained 1-bedroom apartment



UNDER OFFER

Freehold Guide price: Offers in the region of £800,000

North West – Care home accommodating adults with learning disabilities

- Accommodating adults with learning Disabilities
- Register with CQC for 10 residents
- Currently accommodates 8 residents
- CQC outstanding
- Experienced long standing staff with comprehensive training programme
- Average occupancy exceeding 85%
- Management accounts 2019 show ANP £104,755 (24%)
- Current occupancy and forecast show a turnover of £686,400 and ANP £169,000 (25%)



UNDER OFFER

Price upon application

South Birmingham – Under Offer

- Purpose built Care Home
- Registered for 60+ residents
- 100 en-suite facilities
- Experienced long standing staff
- Presented to a high standard
- Potential to increase income



Price on application

SOLD

Mold North Wales – Nursing home registered for 52 residents, 46 en-suite

- Registered 52 Residents, 46 Single, 3 twin bedrooms, 40 en-suite.
- Presented to the highest standards throughout.
- New heating system and kitchen facilities.
- Turnover Dec 2019 £2,200,000 ANP £490,000 (23%)
- Further uplift to income April 2020.
- Long serving management team.



Price on application

SOLD

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".

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



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



FOR THE JOURNEY



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DO YOU REQUIRE FINANCE?

With an unparalleled lender relationship and sector knowledge, whether it is to refinance an existing facility or support growth through an acquisition, Montane Finance will provide the right commercial advise that your business needs.

Speak with Montane Finance today.

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