



## IN THE NEWS

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Local Contact:

Jeff Pritchard  
ARA Seniors Housing  
(703) 575-2160  
[pritchard@ARAusa.com](mailto:pritchard@ARAusa.com)  
[www.ARAusa.com/seniorshousing](http://www.ARAusa.com/seniorshousing)

National Contacts:

Amy Morris or Lisa Robinson  
ARA National  
(404) 495-7300  
[amorris@ARAusa.com](mailto:amorris@ARAusa.com)  
[lrobinson@ARAusa.com](mailto:lrobinson@ARAusa.com)  
[www.ARAusa.com](http://www.ARAusa.com)

### **ARA Expands National Seniors Housing Platform**

*Seasoned Seniors Housing Professionals Provide National Geographic Coverage*

**Dallas, TX** (June 18, 2012) – Atlanta-headquartered ARA, the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, announces the geographic expansion of its National Seniors Housing Platform with new offices in: Irvine, CA, , Orlando, FL, and Tampa, FL. The existing national office continues to be based in Dallas, TX. The expanded ARA seniors housing brokerage team has 65+ years of combined seniors housing industry experience.

Based in Orlando, Florida Mike Garbers brings more than 11 years of experience as a real estate finance professional, specializing in seniors housing. During his career, he has been involved in the acquisition, development or disposition of more than \$1.5 billion in senior housing properties. Prior to joining ARA, Mike was Senior Director with Cushman & Wakefield where he specialized in seniors housing investment sales. Prior to Cushman he was Senior Vice President at Herbert J. Sims. While with Sims, he originated joint venture partnerships with experienced seniors housing operators throughout the U.S. and was responsible for deal structuring and negotiations, underwriting, site analysis and asset management. Mike has also held positions with CNL Financial Group, Inc., including Vice President of Acquisitions, where he acquired seniors housing properties through the issuance of private placement

memorandums and sale/leaseback investments. He is a Certified Commercial Investment member (CCIM).

Seasoned seniors housing professional Daryl McCombs joins ARA in Tampa, Florida with 19 years of seniors housing experience. He has been involved in the acquisition, development or financing of more than \$2 billion in seniors housing and healthcare properties. Daryl was previously at Red Capital Group where he originated seniors housing and long term care loans. Daryl also led the origination of new business development activities for CNL Retirement Corporation which became the nation's largest public, non-traded seniors housing REIT prior to its acquisition by HCP, Inc. Active in various industry organizations, he serves on the Executive Planning Committee for NIC's Skilled Nursing Investment Forum.

Joining the existing team in Dallas is Cody Tremper. Cody was with Guaranty Bank's Healthcare Real Estate Finance Group from 2005 to 2010, where he served a diverse group of seniors housing clients. Since 2010 he managed a \$260 million dollar loan portfolio for a regional bank, and also served as Director of Finance for a Dallas developer. A graduate of Texas Christian University, Cody is very excited to be back in the seniors housing industry and looks forward to reconnecting with clients he has served in the past.

Heading up the Irvine, CA office is Jeff Patterson, a 10 year ARA veteran who has brokered over \$1.5 billion in multi-housing transactions over his career. Jeff has been active in the growth of ARA on the west coast. He joined the ARA National Seniors Housing Platform in February of 2012.

ARA National Seniors Housing Group principals Jeff Pritchard, Charles Bissell, and Brian O'Boyle are excited about the recent additions to the team, and remain dedicated to serving the needs of seniors housing owners and investors nationally.

To schedule an interview with an ARA executive regarding this transaction or for more information about ARA, nationally please contact Lisa Robinson at [lrobinson@ARAUSA.com](mailto:lrobinson@ARAUSA.com), 678.553.9360 or Amy Morris at [amorris@ARAUSA.com](mailto:amorris@ARAUSA.com), 678.553.9366; locally, Jeff Pritchard at [Pritchard@ARAUSA.com](mailto:Pritchard@ARAUSA.com) or 703.575.2160.

### **About ARA**

Atlanta-headquartered ARA is the largest privately held, full-service investment advisory firm in the nation that focuses exclusively on the brokerage, financing and capital sourcing of multihousing properties including conventional, affordable, distressed assets, notes sales, seniors, student & manufactured housing and multihousing land. ARA is comprised of the country's top investment professionals who leverage a unique and fully integrated cooperative business platform of shared information, relationships and technology driven solutions. ARA's unified enterprise approach ensures that clients are delivered the broadest asset exposure, effective matching of buyers and sellers, and the shortest transaction timeframes in the industry. The combination of resources, unparalleled market expertise and nationwide presence in the multihousing marketplace has resulted in average annual production volume of \$5.4 billion in real estate transactions since 2004. For detailed information on ARA's extensive multihousing investment services, visit [www.arausa.com](http://www.arausa.com).

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