



IN THE NEWS

FOR IMMEDIATE RELEASE

Local Contact:

Jeff Pritchard
ARA Seniors Housing
(703) 575-2160
pritchard@ARAusa.com
www.ARAusa.com/seniorshousing

National Contacts:

Amy Morris or Lisa Robinson
ARA National
(404) 495-7300
amorris@ARAusa.com
lrobinson@ARAusa.com
www.ARAusa.com

Seasoned Seniors Housing Professional Joins ARA National Seniors Housing Group

Debbie Laycock joins as Managing Director

Dallas, TX (October 1, 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 addition of seniors housing professional Debbie Laycock as Managing Director of ARA's National Seniors Housing Group. She will be based in the ARA Seniors National office in Dallas, Texas.

Debbie has over 10 years of experience in providing financing solutions to the Seniors Housing industry and a total of over 25 years in the banking industry as a whole. During her tenure as Managing Director of the Healthcare Finance Group at Guaranty Bank, the Bank committed more than \$3.5 billion to finance nearly 350 senior housing properties nationwide making it one of the most active lenders in the seniors housing industry. Guaranty's Healthcare Finance Group specialized in providing construction, interim, and permanent financing for CCRCs, independent living, assisted living and dedicated Alzheimer's facilities.

"I am very excited about this opportunity to join ARA Seniors," says Debbie. "The breadth of experience of this brokerage team and its partners - over 65 years - provides a competitive advantage for our clients".

Debbie has been involved in numerous industry organizations including serving as a Board member of the National Investment Center (NIC) for Seniors Housing and Care Industries and on the Executive Board of the American Seniors Housing Association (ASHA). As the Manager of the REO Group with BBVA Compass Bank, Debbie was responsible for the management and disposition of more than 1500 assets across 26 states, providing her with unique insight in relating to her clients' needs. Debbie has a proven track record and is dedicated to providing clients with outstanding personalized service and results-oriented solutions.

"Debbie brings a wealth of experience to ARA Seniors including investment sales, investment banking, and debt and equity finance" says co-managing partner and founder Charles Bissell. "We are very excited to have her lead our team."

To schedule an interview with an ARA executive regarding this event or for more information about ARA, nationally please contact Lisa Robinson at lrobinson@ARAUSA.com, 678.553.9360 or Amy Morris at amorris@ARAUSA.com, 678.553.9366; locally, Jeff Pritchard at 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.
