



VALUEDCARE

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**Liability limited by a scheme approved under Professional Standards Legislation.**





VALUEDCARE

## SUMMARY OF CREDENTIALS

*WE PROVIDE COMPREHENSIVE HEALTHCARE VALUATION SERVICES AND TRANSACTION ADVICE*

Valued Care has been established for the sole purpose to provide valuations and property advice on a national basis exclusively to the healthcare and seniors living sectors.

## TESTIMONIALS

**Chris Smith**  
**Head of Healthcare Property**  
**Australian Unity Limited**

“Dan, Julian and Bob consistently provide us with quality reports in a timely fashion. Their combined knowledge of the Australian healthcare property sector is excellent, and we rely on their insight when making investment decisions.”

We are recognised for our depth of knowledge and expertise across all Australian States and Territories. Whatever your valuation needs may be, you can trust Valued Care to provide reliable and independent advice in a timely manner.

**Richard Roos**  
**Executive Director**  
**NorthWest Healthcare Properties Management (ANZ)**

“As Australia’s largest dedicated healthcare investment trust, we only allocate our valuation instructions to advisors who have the relevant healthcare property experience and expertise. The team at Valued Care have these attributes and consistently deliver a high level of service to meet our needs.”

**Tom Patrick**  
**Head of Healthcare Property**  
**Barwon Investment Partners**

“We have utilised Valued Care's service since they commenced operations. I highly recommend Valued Care for their professionalism, attention to detail and in-depth knowledge of the healthcare market.”

## OUR EXPERTS

Our professionals have extensive experience in all areas of healthcare and seniors living valuations. Our founders have a combined history of over 50 years in the valuation of real estate and the necessary expertise to satisfy your healthcare property valuation requirements.



**Dan Magree**

MRE FAPI CPV

*Director*

Dan has a Master of Real Estate, UNSW; an Associate Diploma in Valuations, RMIT; is a Fellow of the Australian Property Institute (FAPI); a Certified Practising Valuer and a Licensed Real Estate Agent in Victoria & Queensland.

Dan has been active in the real estate investment industry since 1985, gaining experience with major groups such as Arthur Andersen, Merrill Lynch and m3property. He has provided expert advice and direction on major properties and developments around Australia and in North America.

Dan has extensive experience in the Health, Aged Care and Seniors Living sectors providing capital markets and valuation advice. He has also managed significant property disposals and undertaken due diligence assignments on some of the largest property acquisitions in Australia.

### Valuation and Consulting experience includes:

- Feasibility studies on new projects.
- Acting as an Expert Witness in respect to aged care & retirement assets.
- Acting as a Determining Valuer in rent disputes in the healthcare sector.
- and Valuations of many health and seniors living assets including the following:
- Australian Unity Healthcare and Retirement Portfolios
- Northwest Healthcare Properties Portfolio
- Assets within the Barwon Healthcare Property Fund
- Lifestyle Communities Portfolio
- Villa Maria Catholic Homes Portfolio
- Benetas Aged Care & Retirement Portfolio
- Southern Cross Aged Care Portfolio
- Stockland Retirement Village Portfolio
- Mercy Health Portfolio
- Assets within the Healthscope Portfolio
- Assets within the Bolton Clarke Aged Care Portfolio
- Assets within the Bapcare Aged Care Portfolio
- Assets within Japara Health & Aged Care Portfolio
- Assets within the Allity Aged Care Portfolio
- Assets within the mecwacare Portfolio
- Assets within the Ingenia Portfolio
- Assets within the Palm Lake Retirement Village Portfolio



## OUR EXPERTS



**Julian Gilbert**

AAPI CPV

*Director*

Commencing his property career as a residential leasing agent in 2002, Julian became a fully qualified Certified Practising Valuer (CPV) with the Australian Property Institute (API) in 2009 and has obtained registered valuer status in all States and Territories of Australia. Having previously worked for some of Australia's most well recognised valuation firms, including CBRE and m3property, Julian has of more recent times dedicated himself to specialising in the healthcare property industry.

Julian's knowledge and skills in the sector have taken him to a point where he felt the time was right to co-create Valued Care:

*"This is such a niche property sector, but it requires fulltime attention due to how robust and competitive the environment is between active groups. If you are not dedicated to it, then you are going to fall behind and I see such a great opportunity to provide this high level of dedicated service to what is an increasing pool of clients".*

Under the guidance and tutelage of Bob Lister, Julian has forged his own name and reputation within the healthcare industry, particularly as an expert in the valuation of private hospitals and institutional grade medical centres.



## WHAT WE DO

We are a valuation firm that specialises in the healthcare property sector, so this is all we do.

Valued Care's team of real estate valuation experts bring years of experience and a thorough understanding of the business, financial and market drivers impacting healthcare real estate transactions. Valued Care's valuers undertake the valuation of healthcare real estate with acknowledgment of the unique context of healthcare operations, healthcare regulations and generally accepted valuation principles.

Valued Care has in-depth knowledge and experience with the ever-changing issues that impact value. Industry participants know there are a myriad of market-based changes and regulatory nuances that should be fully understood when entering into a healthcare transaction and we pride ourselves as being completely in tune with these matters as this is what our clients expect and demand.

The Valued Care team provides expert real estate valuation and consulting services to healthcare facility owners, operators, managers, lenders, tenants, and advisors. The specialised nature of healthcare real estate assets requires a firm with an in-depth understanding of the business, financial, and legal environment in which our clients work. Our real estate valuation professionals perform engagements for a wide variety of clients in critical areas including:

### Services:

- Market Valuations
- Financial Reporting Valuations
- Rental Valuations
- Rental Determinations
- Estimates of Value
- Desktop Appraisals
- Rating Dispute Resolution
- Vendor and Purchaser Advocacy; and
- General Advice.

Our real estate team is experienced in valuing a wide variety of property types throughout Australia that include, but are not limited to:

- Hospitals, (acute care, long-term, specialty, rehabilitation, mental health and day surgery)
- Medical Centres
- Medical Office Buildings
- Outpatient facilities (oncology, imaging, dialysis)
- Specialised facilities (laboratories)
- Aged Care and Senior Living Properties

We are registered to undertake valuations in all States and Territories of Australia.



VALUEDCARE

## CLIENTS

Our founders have undertaken work for most of Australia's largest 'For Profit' and 'Not For Profit' groups in the healthcare and seniors living markets including:





## CONTACT

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