

Livingston, NJ, Deal Analysis Showing "Progress" From 1980's To 2018 Grand Opening!



Me flying around looking for land. 1990+-



1997 aerial I took showing property before funeral home, other development.



Various Livingston property owners who I had to contact over the years.... I am still pestering many of them today, with others who have been added to the list.



One of the original plans with Sunrise, MOB, etc



Alternative site, deal never made.



Alternative design for northern part of site by a builder who did not close for \$14M before the crash- on 4 acres!



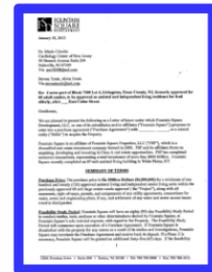
Alternative site which turned into a temple instead.



Alternative site across street which I haunted for years, was all of a sudden controlled by a friend, I tried to make a Toll deal, it turned into rental townhouses by one of the usual suspects who is now under construction.



Alternative site which still has not been built: competition!



Competing deal for same property which got bumped.



Proposed land swap with NIMBY, never happened.



Alternative site, never happened.



Alternative site which got built by competitor who tried to delay this deal.



Alternative site at Mall, NIMBYs want Ritz Carlton, they are getting Residence Inn.



Alternative development by Lennar of the site, 2010 or so. Never happened, obviously.



Another Livingston deal which just closed, I made this nice little \$22,000,000 deal! Livingston is the gift that keeps giving!



Original cover letter, 2011!



Site plan, as approved. Complicated by land swap. Very creative deal!



Appraisal difficulties, plus problems from other development lawsuits, a real mess.....

In other words, just to get to a closing, every kind of hurdle, from difficult sellers on this deal to impossible sellers for the deals we could not do in other places, and when we got here and under contract, financing and other approval difficulties which had to be overcome.

But it finally closed (after years of worrying about getting paid a commission, luckily I had a very loyal buyer), and below are the Grand Opening photos showing a magnificent new SNF soon to be followed by an adjacent ALF, all next to St. Barnabas Hospital.

-This deal turned out to be a career highlight in terms of it being one of my top *Bucket List* deals, in terms of where it was, who it was with, who financed it, etc. And for the developer to call me out at the ribbon cutting ceremony as being "the best senior housing land broker anywhere," in front of many of my peers, was quite an acknowledgement.

-And hopefully, this deal will lead to other deals, including my *Del Boca Vista* senior apartment roll-out in NJ and here in Florida!



Ribbon cutting, 4/18



Me with the developer.



Me with the money! My favorite Jersey Boys!



Three story built over two parking decks.



Beautiful design, "Ritz" health care facility with ALF to come soon.



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