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## **ARA Seniors Housing Group Executes Sale of Class "A" Senior Living Community in Georgia**

*93-unit Arbor Terrace at Crabapple Located in Vibrant Atlanta Suburb of Alpharetta*

**Alpharetta, GA (July 29, 2013)** – Atlanta-headquartered ARA, the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multi-housing industry, brokered the sale of Arbor Terrace at Crabapple, a 93-unit class "A" assisted living and memory care community located in the affluent and populous suburb of Alpharetta, GA, just outside of Atlanta.

ARA Seniors Housing broker, Mike Garbers, represented Boston, MA-based REIT AEW Capital Management in the sale. AEW sold the property on behalf of one of its institutional clients to international fund manager Prudential Real Estate Investors, based in Atlanta, GA.

Constructed in 2009, the property contains 67 assisted living units and 26 memory care units in one two-story building.

"We are pleased to have represented AEW Capital Management in the sale of this asset," says Mike Garbers of ARA Seniors Housing. "The seller wanted an efficient marketing process. We were able to secure multiple offers achieving the seller's expectations and provide for continuity of operations by having the existing management company remain in place."

ARA Seniors Housing Group provides unparalleled insight, value, and performance to the seniors market, while bringing fresh capital to the Seniors Housing arena. The local licensed broker was ARA's Atlanta office.



To schedule an interview with an ARA executive 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, Debbie Laycock at [dlaycock@ARAusa.com](mailto:dlaycock@ARAusa.com) or (214) 420-3110.

### **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 resulted in an annual production volume of \$9.5 billion in real estate transactions in 2012. For detailed information on ARA's extensive multi-housing investment services, visit [www.arausa.com](http://www.arausa.com).

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### **About AEW**

Founded in 1981, AEW Capital Management, L.P. (AEW) provides real estate investment management services to investors worldwide. One of the world's leading real estate investment advisors, AEW and its affiliates manage \$35.8 billion of capital invested in approximately \$49.0 billion of property and securities in North America, Europe and Asia (as of March 31, 2013). Grounded in research and experienced in the complexities of the real estate and capital markets, AEW actively manages portfolios in both the public and private property markets and across the risk/return spectrum. AEW and its affiliates have offices in Boston, Los Angeles, London, Paris, Hong Kong and Singapore, as well as additional offices in eight European cities. For more information please visit [www.aew.com](http://www.aew.com).

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