



Year in Review 2018: Karen Rodgers, Garfunkel Wild, PC

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What was your most notable project, deal, transaction or professional achievement in 2018?

The acquisition closing of portfolios consisting of 24 skilled nursing facilities spanning 7 states in excess of \$270 million dollars. All financed in a bridge to HUD format with a multitude of unique zoning, subdivision and title/survey issues.

What was the best decision that you made in 2018 and how did it impact your business?

Educating myself as to the business side of certain real property acquisitions and their subsequent triple net leasing to unrelated health care operators. That investment led to better drafting, diligence and execution of strategy and transaction structure.

What market trend(s) will impact your industry in 2019?

As healthcare reimbursement rates continue to fluctuate, I think we will see a variety of healthcare real estate acquisitions, dispositions and cash-out financings.

What was an unexpected event that occurred in 2018, and how did it impact your career or personal life?

The introduction to a series of new client contacts resulted in substantially more travel than in previous years.

Do you have any New Year's Resolution(s)?

Achieve a better work life balance.

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