A note from the CEO

When Is the Right Time to Sell Your Care Home?

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Article:
Determining the right moment to sell your **Care Home**, **Nursing Home** and **Assisted Living** is crucial. The timing should balance your personal readiness, market conditions, regulatory demands, and your business's performance. Too often, owners react only after health issues or regulatory pressures arise. Research from **STEP** (Society of Trust and Estate Practitioners) indicates nearly a quarter of family business owners initiate exit plans following health problems, resulting in rushed and undervalued sales. A significant consideration today is regulatory compliance. The Care Quality Commission's intensified inspection regime has placed **23%** of care homes at risk of closure due to inadequate ratings. Selling before compliance issues arise or worsen can protect both your valuation and legacy. Owners without clear successors should also recognise this as a sign to sell. External buyers, with expertise and resources, often provide better continuity and long-term stability than inexperienced internal candidates. Florence was introduced two weeks ago to assist in preventing the closure of a Care Home. Unfortunately, four days after we initiated contact with the facility (which has been rated as '**inadequate**' by the CQC) communication was abruptly halted.

Is there a viable and practical solution?
At Florence Legacy, we take pride in having successfully formulated **37 strategic exits** for Care Home, Nursing Home and Assisted Living facilities, each tailored precisely to meet the unique needs of each individual owner. Whether you're considering a straightforward sale, planning for retirement, transitioning your responsibilities, or seeking a smooth, stress-free exit, we are happy to help. We counsel our partners to begin planning **their strategic exit at least 3 years in advance**, but the more ideal timeframe is **5 to 7 years prior to retirement or stepping away**. Please reach out to us for a completely confidential conversation to discuss how we can support your next steps.

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