

PRESS RELEASE

Depth over Speed: IMMOTISS Asset Management Structures Healthcare Transaction in Duisburg-Rheinhausen

144-bed care home acquired by Cologne-based family office. IMMOTISS Asset Management responsible for investment management, deal structuring, and ongoing asset management.

Frankfurt am Main, July 1st, 2026. IMMOTISS Asset Management GmbH has structured and advised on a healthcare real estate transaction in Duisburg-Rheinhausen. The acquirer is a Cologne-based family office taking ownership of a care home comprising 144 beds and approximately 6,045 square meters of lettable area. The vendor was abrdn Investments Deutschland AG, the German subsidiary of Aberdeen plc (Aberdeen). The property value falls in the low double-digit million euro range. IMMOTISS Asset Management oversaw the investment from initial analysis through to closing and will assume ongoing asset management responsibility from handover.

The healthcare transaction market is moving again, but under a new set of conditions. The phase of pure price correction is over. What remains are assets whose value can no longer be explained by the real estate multiple alone.

Care homes rank among the most demanding asset classes in real estate. Operator quality and creditworthiness, lease structure, capital expenditure, refinancing mechanisms, regulatory frameworks, and the long-term viability of the location are all intricately linked. Investors in this segment require analysis that integrates every one of these factors.

On the buy side, IMMOTISS Asset Management led the full mandate: from building the investment case and conducting market, location, and operator analysis, through structuring and financing, to closing. From handover, the unit will assume responsibility for property strategy and ongoing asset management, including lease management, capital expenditure control, and reporting. The same expertise that assessed the asset from day one remains at the table throughout the holding period.

"Care homes cannot be assessed on location, lease, and purchase price alone. Operator structure, capital expenditure requirements, regulatory obligations, and long-term economic sustainability must be considered together. This interface between real estate and operations has been the core of our work for many years."

Daniel Wolf, Managing Director, IMMOTISS Asset Management GmbH

The acquirer is positioned as a long-term hold investor with a focus on the sustainable development of the asset. Operations will be continued by an established, nationally active care home operator. The location within the Rhine-Ruhr metropolitan region offers a strong market position and long-term development prospects. The future location strategy will be developed and implemented in close collaboration with the operator.

Cushman & Wakefield advised the vendor, Aberdeen, as sales advisor. IMMOTISS Asset Management led the buy-side mandate, overseeing the process from initial analysis through to closing. Legal advice for the acquirer was provided by GSK Stockmann Frankfurt; technical due diligence was carried out by Albrings + Müller AG.

"The successful completion was only possible thanks to the professional and collaborative approach of all parties involved. We extend our particular thanks to the vendor Aberdeen, as well as to the advisors and financing partners for their constructive engagement throughout the entire process."

Daniel Wolf, Managing Director, IMMOTISS Asset Management GmbH

Outlook

The requirements for investment depth in the healthcare segment continue to rise. Daniel Wolf will be expanding the mandate structure in the coming months, drawing on the platform of the broader IMMOTISS Group. The focus remains on investors who seek exactly this level of depth.

-- ENDS

About IMMOTISS Asset Management

IMMOTISS Asset Management GmbH (Managing Director: Daniel Wolf) is a specialist investment and asset manager for healthcare and senior living real estate. The unit accompanies investors throughout the entire lifecycle of a property, from acquisition, financing, and structuring through to active management during the holding period. The combination of real estate, operator, and healthcare expertise forms the core of its business model.

About IMMOTISS

Founded in 2009, IMMOTISS is a consultancy and platform group specializing in healthcare and senior living real estate. Under the strapline "Beratung, die verbindet." ("Advisory that connects."), IMMOTISS brings together the perspectives of real estate, operations, and market through several specialized units: IMMOTISS Asset Management (healthcare real estate), IMMOTISS Valuation (real estate valuation), IMMOTISS Care (investment, refinancing, operational development, analysis, and concept development) and the market database TRASENIX. With more than 28 consultants across offices in Frankfurt am Main and Bremen, IMMOTISS serves investors, operators, banks, local authorities, and project developers along the full lifecycle of social and healthcare real estate.

Press Contact

Jonathan Fasel

+49 176 200 93 285

jonathan.fasel@fasel.de