MARKETBEAT
NURSING HOMES
FRANCE - Q3 2025

Better never settles

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CUSHMAN & WAKEFIELD

EDITORIAL

YTD OVERVIEW - Q3 2025

During the first nine months of 2025, the French healthcare real estate investment market has remained relatively subdued, with transactional activity still limited. However, some pending deals could still be completed before the end of the year.

Despite the overall slowdown, several transactions were recorded over the summer, including a particularly notable sale and lease back portfolio deal.

Although the trend since the beginning of the year points to a stabilisation in yields, some transactions have achieved historically low yield levels not seen since 2022.

OUTLOOK

Nursing homes properties are increasingly coming into focus for investors, as they play an essential role in social infrastructure. Demographic change is driving rising demand for elderly care facilities and assisted living, offering long-term and crisis-resistant earnings opportunities.

While **Healthcare Activos** has continued to focus on single-asset acquisitions throughout 2025, the recent entry of **LeadCrest** into the French healthcare market, coupled with **Parkway Life**'s first acquisition in France in December 2024, signals growing momentum among new players. We anticipate this trend to continue in the coming months, further reshaping the healthcare investment market landscape.

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Growing presence of new players is reshaping the French healthcare market and driving increased transaction activity within the asset class.

Market driven by pan-European players. Investors building partnerships with operators to catch sale and lease back opportunities.

Single-asset transactions in Paris have been recorded over the past two years.

Cofinimmo and **Aedifica**'s ongoing merger underscores the consolidation trend among leading European players.

Farallon Capital, TwentyTwo Real Estate and **emeis** have partnered to create a healthcare real estate company, managing 68 assets operated by **emeis**, mainly in France, with additional sites in Germany and Spain.

Positive outlook - The healthcare sector is growing due to demographic shifts. Existing elderly care bed capacity falls significantly short of long-term needs.

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MARKET FUNDAMENTALS

	YOY Chg	Outlook
5.00% Healthcare Prime Yield		
280 M Healthcare Investment Volume (*) (EUR)		
170 M Nursing Home Investment Volume (*) (EUR)		

(*) : YTD Q3 2025

Source : Cushman & Wakefield

DEMOGRAPHIC INDICATORS

	Outlook
68.6 M French population in 2025	
14.1 M Population aged 65 and over	
14.5% Equipment Rate (**)	
600 000 Number of NH beds in France in 2025	

(**) : The equipment rate represents the ratio of beds compared to the population aged over 80.

Source : INSEE, Cushman & Wakefield

INVESTMENT VOLUME IN NURSING HOMES

The YTD Q3 2025 investment volume in healthcare real estate amounts to €280 million, representing a 36% increase compared with the YTD Q3 2024.
Around 60% of this investment volume relates to nursing homes (€170 million).

This investment activity was mainly driven by the **LeadCrest Capital Partners**' acquisition of a €120 million sale and lease back portfolio of 13 nursing homes from a joint venture between **emeis** and a French family office.

PRIME YIELDS

The healthcare prime yield in France remains stable at 5.00% for nursing homes located in Paris and Greater Paris area.
For blue-chip assets in central Paris that are fully aligned with core investment criteria, prime yields may compress slightly below the 5.00% threshold.

In contrast, prime yields in provincial markets remain higher, typically around 5.50%, reflecting differences in location, liquidity, and investor appetite.
A yield gap remains between nursing homes and clinics.

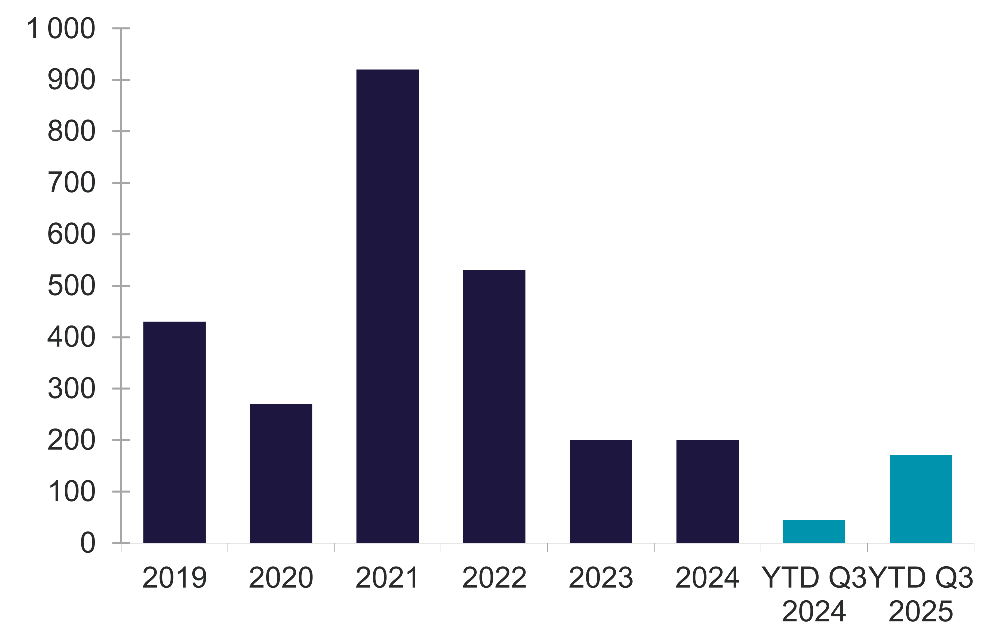
As of Q3 2025, we estimate that prime yields for Follow-up ("SMR") and MSO ("MCO") clinics are close to 5.25% and 5.50%, respectively.

OPERATOR LANDSCAPE

France has approximately 7,350 nursing homes, offering a total capacity of around 600,000 beds. Despite the presence of numerous operators in this highly competitive market, the trio of **CLARIANE**, **DOMUSVI** and **EMEIS** accounts for almost 40% of the for-profit nursing homes in France.

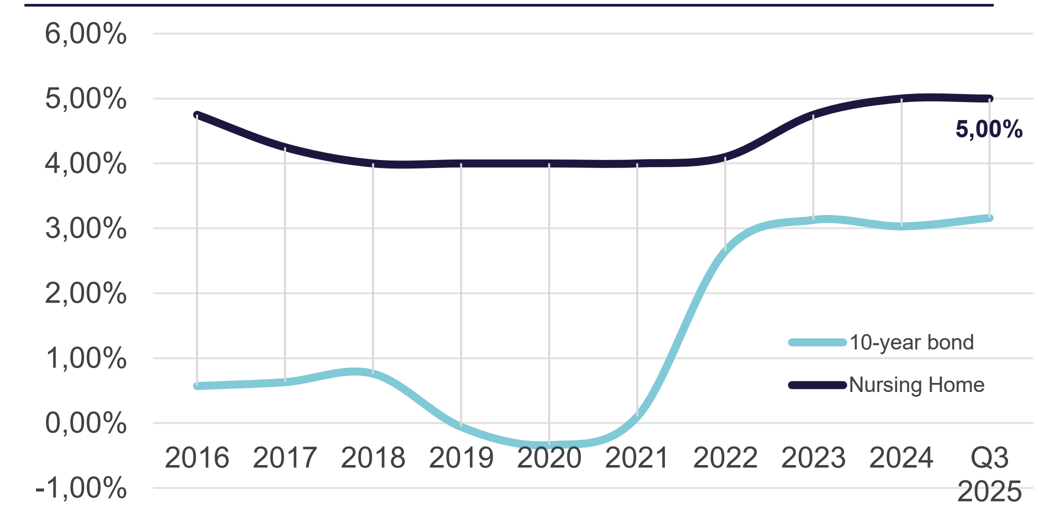
Following a period of margin pressure driven by inflationary cost increases, operators are now experiencing greater stability, supported by a return to more normalised occupancy levels. Real estate investors have become increasingly selective, placing greater emphasis on operational performance and rent sustainability. Underperforming assets, whether due to weak profitability or ESG shortcomings, are now more frequently excluded from acquisition pipelines.

INVESTMENT VOLUME IN NURSING HOMES (M EUR)



Source: Cushman & Wakefield

PRIME YIELDS



Source: Cushman & Wakefield

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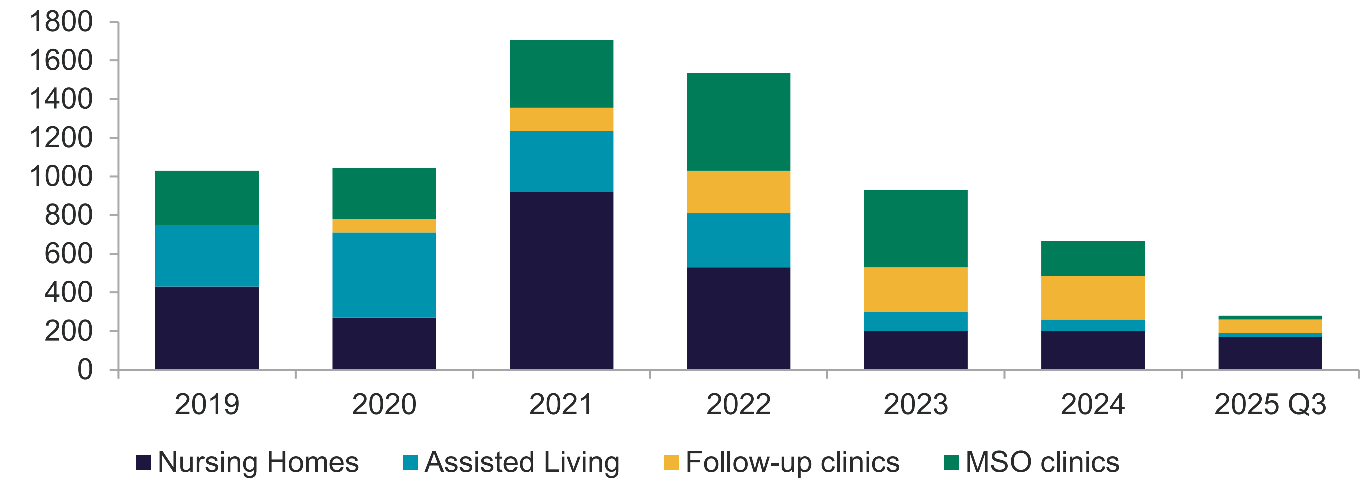
HEALTHCARE INVESTMENT ACTIVITY – YTD Q3 2025

PROPERTY TYPE	PROPERTIES SOLD	SALES VOLUME (EUR)
Nursing Homes	15	170,000,000
Assisted Living	4	20,000,000
Follow-up / Rehab Clinics	2	70,000,000
MSO Clinics	1	20,000,000
TOTAL	**22**	**280,000,000**

HEALTHCARE INVESTMENT VOLUMES IN FRANCE (M EUR)



Source: Cushman & Wakefield

SIGNIFICANT DEALS

In early 2025, **Healthcare Activos** expanded its footprint in France with the acquisition of the Korian Les Tybilles nursing home in Meudon, purchased from **Praemia REIM** for €20 million.

The year also saw two confirmed single-asset clinic transactions. The first was the sale of a psychiatric clinic in Paris's 19th arrondissement by **Caisse des Dépôts** to U.S. asset manager **Franklin Templeton**. Additionally, **La Française** acquired a follow-up and rehabilitation clinic in Le Barcarès from a private investor. The facility is operated by **Elsan** under a 12-year fixed lease.

In recent months, **LeadCrest Capital Partners** completed a major transaction, acquiring a €120 million sale and lease back portfolio comprising 13 nursing homes from a joint venture between **emeis** and a French family office. **Healthcare Activos** further reinforced its presence in the French market with the acquisition of the Korian Champ de Mars nursing home in Paris, sold by **CNP Assurances** for €30 million.

DATE	PROPERTY NAME	LOCATION	TYPE	BUYER	SELLER	BEDS	PRICE (EUR)
Q3 2025	LEADCREST PORTFOLIO (13 ASSETS)	FRANCE	NURSING HOME	LEADCREST CAPITAL PARTNERS	EMEIS	CONFIDENTIAL	**120,000,000**
Q3 2025	KORIAN CHAMP DE MARS	PARIS (75015)	NURSING HOME	HEALTHCARE ACTIVOS	CNP ASSURANCES	108	**30,000,000**
Q3 2025	CLINIQUE LE FLORIDE	LE BARCARES	REHAB CLINIC	LA FRANCAISE REM	CONFIDENTIAL	120	**30,000,000**
Q3 2025	CLINIQUE GHU PARIS	PARIS (75019)	PSY CLINIC	FRANKLIN TEMPLETON	CAISSE DES DEPOTS	110	**< 40,000,000**
Q1 2025	KORIAN LES TYBILLES	MEUDON	NURSING HOME	HEALTHCARE ACTIVOS	PRAEMIA REIM	102	**20,000,000**
Q1 2025	CLINIQUE DE LA VICTOIRE	TOURCOING	MSO CLINIC	ARKEA REIM	CONFIDENTIAL	103	**20,000,000**

Sources: Real Capital Analytics, Cushman & Wakefield Research

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About Cushman & Wakefield

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