



Transwestern Healthcare
Capital Markets Group

CONFIDENTIAL OFFERING MEMORANDUM

NASHOBA VALLEY MEDICAL CENTER REDEVELOPMENT OPPORTUNITY

200 GROTON ROAD | AYERS, MASSACHUSETTS 01432



Disclaimer

Transwestern and NAI Parsons Commercial Group (“Agent”) has been engaged as an agent for the sale of Nashoba Valley Medical Center located at 200 Groton Road, Ayer, MA (“Property”), by the owner of the Property (“Seller”). The Property is being offered for sale in an “as-is, where-is” condition and Seller and Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum.

The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of the interest described herein. Neither the enclosed materials nor any information contained herein is to be used for any other purpose or made available to any other person without the express written consent of the Seller. Each recipient, as a prerequisite to receiving the enclosed, should be registered with Transwestern as a “Registered Potential Investor” or as “Buyer’s Agent” for an identified “Registered Potential Investor.” The use of this Offering Memorandum and the information provided herein is subject to the terms, provisions and limitations of the confidentiality agreement furnished by Agent prior to delivery of this Offering Memorandum. The enclosed materials are being provided solely to facilitate the prospective investor’s own due diligence for which it shall be fully and solely responsible. The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, express or implied, is being made by Agent or Seller or any of their respective representatives, affiliates, officers, employees, shareholders, partners and directors, as to the accuracy or completeness of the information contained herein.

Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein. Neither the Agent or the Seller shall have any liability whatsoever for the accuracy or completeness of the information contained herein or any other written or oral communication or information transmitted or made available or any action taken or decision made by the recipient with respect to the Property. Interested parties are to make their own investigations, projections and conclusions without reliance upon the material contained herein.

Seller reserves the right, at its sole and absolute discretion, to withdraw the Property from being marketed for sale at any time and for any reason. Seller and Agent each expressly reserves the right, at their sole and absolute discretion, to reject any and all expressions of interest or offers regarding the Property and/ or to terminate discussions with any entity at any time, with or without notice. This offering is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. Agent is not authorized to make any representations or agreements on behalf of Seller. Seller shall have no legal commitment or obligation to any interested party reviewing the enclosed materials, performing additional investigation and/or making an offer to purchase the Property unless and until a binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Seller and any conditions to Seller’s obligations thereunder have been satisfied or waived. By taking possession of and reviewing the information contained herein, the recipient agrees that (a) the enclosed materials and their contents are of a highly confidential nature and will be held and treated in the strictest confidence and shall be returned to Agent or Seller promptly upon request; and (b) the recipient shall not contact employees or tenants of the Property directly or indirectly regarding any aspect of the enclosed materials or the Property without the prior written approval of the Seller or Agent; and (c) no portion of the enclosed materials may be copied or otherwise reproduced without the prior written authorization of Seller or Agent or as otherwise provided in the Confidentiality and/or Registration Agreement executed and delivered by the recipient(s) to Transwestern.

FOR ADDITIONAL INFORMATION PLEASE CONTACT:

TRANSWESTERN HEALTHCARE CAPITAL MARKETS

SETH GILFORD

Vice President

512.314.3975

seth.gilford@transwestern.com

BILL BOYD

Senior Vice President

972.361.1152

bill.boyd@transwestern.com

VIVIAN HYNES

Associate

214.292.6474

vivian.hynes@transwestern.com

NAI | PARSONS COMMERCIAL GROUP

ALEX BERGER

Director

617.304.2181

aberger@parsonscree.com

STEVE LEATHERS

Senior Managing Director

305.357.3830

steve.leathers@transwestern.com

RACHEL GLASS

Vice President

713.270.3327

rachel.glass@transwestern.com

ANGELA HEIDMAN

Marketing & Transaction Coordinator

214.446.4554

angela.heidman@transwestern.com

[CLICK HERE TO ACCESS
PROPERTY INFORMATION](#)

Nashoba Valley Medical Center

200 Groton Road, Ayer, MA 01432

Nashoba Valley Medical Center at 200 Groton Road (the “Property” or “Nashoba Valley Medical Center”) presents a rare opportunity to acquire a former acute care hospital campus in suburban Boston with expensive existing healthcare infrastructure providing significant upside through reuse for medical providers. Situated on ±35.45 acres in Ayer, Massachusetts, the property totals approximately ±124,058 square feet that includes 77 inpatient beds and three operating rooms. The fee simple campus includes one medical outpatient building that is ground leased to Healthcare Realty and is adjacent to a 123-bed skilled nursing facility and additional medical outpatient buildings.

The hospital ceased operations in August 2024 following bankruptcy proceedings of the prior operator, leaving the campus fully vacant and available for immediate repositioning. While the facility will require capital reinvestment to return to service, the existing structural, mechanical, and life-safety infrastructure offers a significant time-to-market and cost advantage compared to ground-up development. Massachusetts is a Determination of Need state (“DON”) whereby utilizing the existing facility may expedite regulatory approvals required to meet the healthcare demands of the surrounding communities.

Located approximately 45 minutes from both Boston and Worcester, the Property draws from a regional population of over 1 million residents with a deep clinical labor pool, and strong regional demographics. Approximately 98.3% of Massachusetts residents had healthcare coverage as of a 2023 making the state one of the nation’s most sophisticated healthcare ecosystems.

The Property’s site Health Care Services (“HCS”) zoning supports a wide range of medical, post-acute, behavioral health, research, and senior-care uses, while the large contiguous land parcel also creates optionality for campus expansion, phased redevelopment, or alternative institutional or specialty housing programs. This offering is ideally suited for healthcare operators, developers, or owner-users seeking scale, land value, and existing institutional infrastructure at a basis well below replacement cost.

| | |
|------------------------------|---------------------------------|
| Address: | 200 Groton Road, Ayer, MA 01432 |
| Total Building Size: | ±124,058 SF |
| Acres: | ±35.45 acres |
| Year Built/Renovated: | 1970 – 2013 |



Investment Highlights

Large-Scale Healthcare Redevelopment Opportunity

- The offering includes a ±124,058 square foot acute-care hospital with significant hospital-grade medical infrastructure already in-place.
- ±30 -acre undeveloped land parcel allow for adaptive reuse, densification, or phased redevelopment at a fraction of new construction costs to compliment the medical buildings.
- One medical outpatient buildings totaling 31,368 square feet are subject to a ground leases providing income support for ownership.

Institutional-Quality Construction & Mechanical Systems

- Originally constructed to hospital-grade standards and continuously upgraded through 2013.
- The property benefits from durable CMU and concrete construction, a full mechanical plant, 2,500-amp power, and redundant HVAC and life-safety systems, offering significant cost savings compared to ground-up development.
- Hospital-grade building shells, existing mechanical systems, and structured parking fields provide a material head start relative to new development timelines, and a meaningful competitive advantage under state regulatory review.

Flexible Redevelopment Paths Across Healthcare and Adjacent Uses

- Zoned HCS – Health Care Services, the site accommodates a wide range of uses including acute or behavioral hospitals, post-acute care, outpatient medical, life sciences, or senior housing.
- The large contiguous land area enables the creation of a modern multi-building medical or research campus.
- The property is in close proximity to high-tension power (Sandy Pond HVDC Terminal) offering the ability to upgrade infrastructure for new development.



Strategic Location in Boston's Expanding Healthcare Corridor

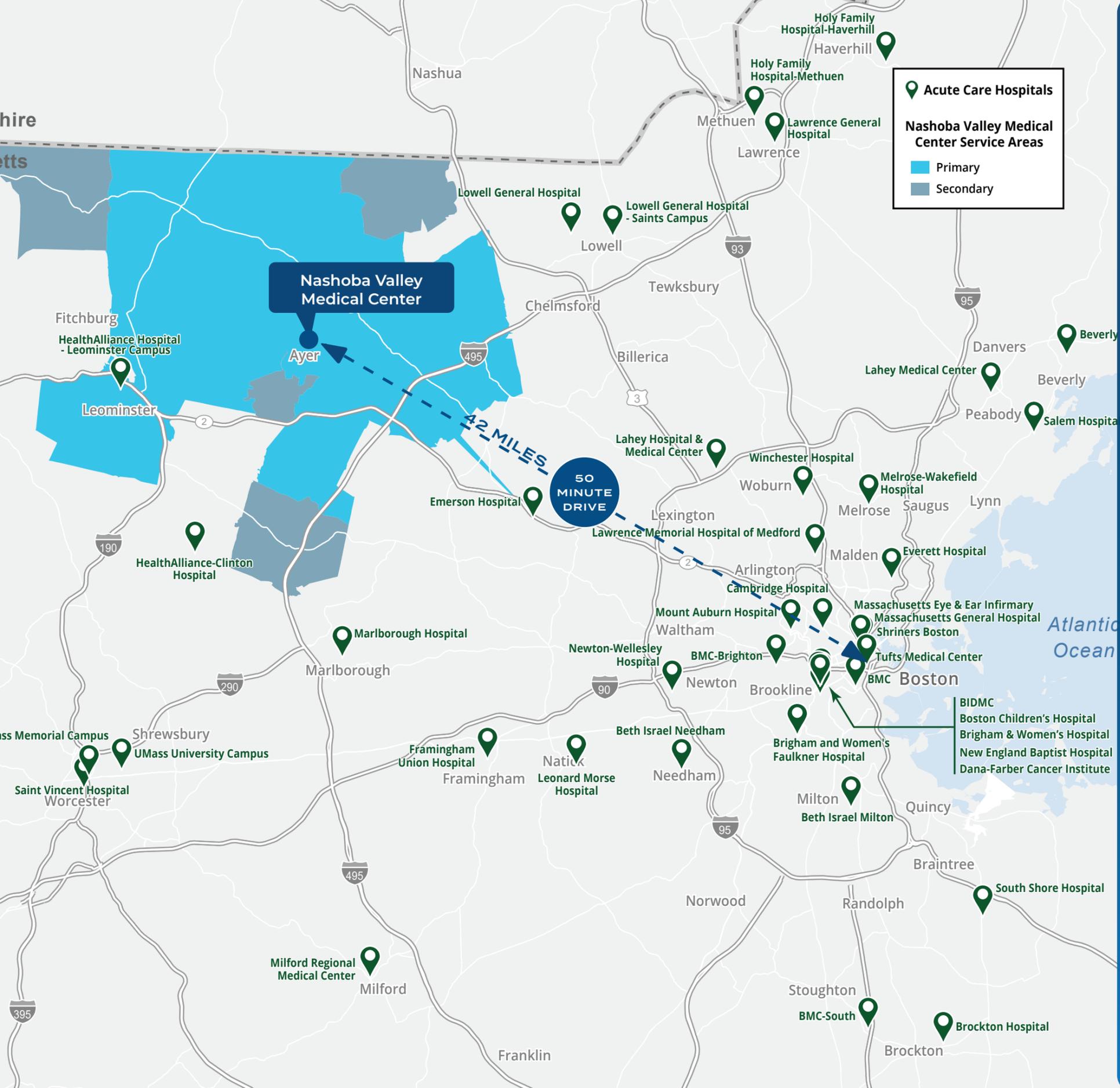
- Located in the Boston-Cambridge, Newton MSA that has a total population of 5 million with a median household income of \$109,000.
- Top three industries of employment including health care, scientific & tech services and education that often acquire and develop campuses for operations.
- Situated in Ayer, a 45-minute drive west of Boston where the hospital historically drew from a population base of 1 million residents in the surrounding suburban communities.
- Approximately 98.3% of Massachusetts residents had healthcare coverage, the highest rate of any state in the U.S.

Proven Capital Investment and Infrastructure Readiness:

- Over \$14 million in capital improvements completed since 2010—including new specialty units, pharmacy upgrades, and ongoing mechanical system maintenance—position the asset for immediate reuse or redevelopment with minimal upfront infrastructure spend.
- The property's existing hospital infrastructure and strategic location make it an ideal platform for an incoming regional health system, behavioral operator, or private-equity-backed specialty group seeking to establish a presence in Central Massachusetts.
- The combination of inpatient capacity, clinical infrastructure, and undeveloped land offers exceptional flexibility for build-to-suit or joint venture development initiatives.

Massachusetts is a Determination of Need law state

- The Determination of Need law (DoN) and regulation governs health care facilities under Massachusetts law providing a barrier to entry for established operators once the facility is setup for long-term operations
- The DoN restrict the supply of health care by requiring state approval for new markets or changes to existing capacity. This may delay redevelopment efforts, but generally re-opening existing facilities is viewed favorably by regulators and would likely prohibit competitive facilities in the future.



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214.446.4554

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PROCESS & OFFER INSTRUCTIONS

Offer Guidelines: Offers should be submitted electronically to Steve Leathers at steve.leathers@transwestern.com with a copy to Seth Gilford at seth.gilford@transwestern.com, Rachel Glass at rachel.glass@transwestern.com and Bill Boyd at bill.boyd@transwestern.com.

INCLUDE THE FOLLOWING INFORMATION:

- The price and closing costs
- The source of purchaser's equity and debt capital
- The amount of proposed earnest money deposit
- Proposed due diligence period and subsequent closing period
- A description of major assumptions reflected in the price being offered
- A list of any committee approvals required to close the transaction

TIMING: Buyers will be notified by Transwestern of the call for offers date.

PROPERTY TOURS:

All site visits will be made by appointment only. Inquiries for tours as well as requests for additional information should be made through the Transwestern Office, by contacting Seth Gilford at seth.gilford@transwestern.com and Steve Leathers at steve.leathers@transwestern.com. Transwestern will assist prospective purchasers to arrange property inspections and will answer questions regarding the Offering Memorandum



www.transwestern.com