

UNPARALLELED
DEPTH OF
EXPERIENCE

ERE
HEALTHCARE
REAL ESTATE
ADVISORS

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INTRODUCTION

ERE Healthcare Real Estate Advisors specializes in representing physician owners in the sale and leaseback of their clinical real estate.

Our team is led by real estate veterans with over 70 years of combined experience. We have advised on real estate transactions totaling over \$1.3 billion.

The focus of our expertise is to structure sale and leaseback transactions between our clients and the most aggressive institutional real estate buyers in the market.

Through expert guidance in transaction structuring, marketing, and execution, the professionals at ERE can help you achieve an exceptional sale price.



Over \$1.3B in Transactions



Exclusive Representation



Healthcare Industry Specialists



Executive Level Advisory

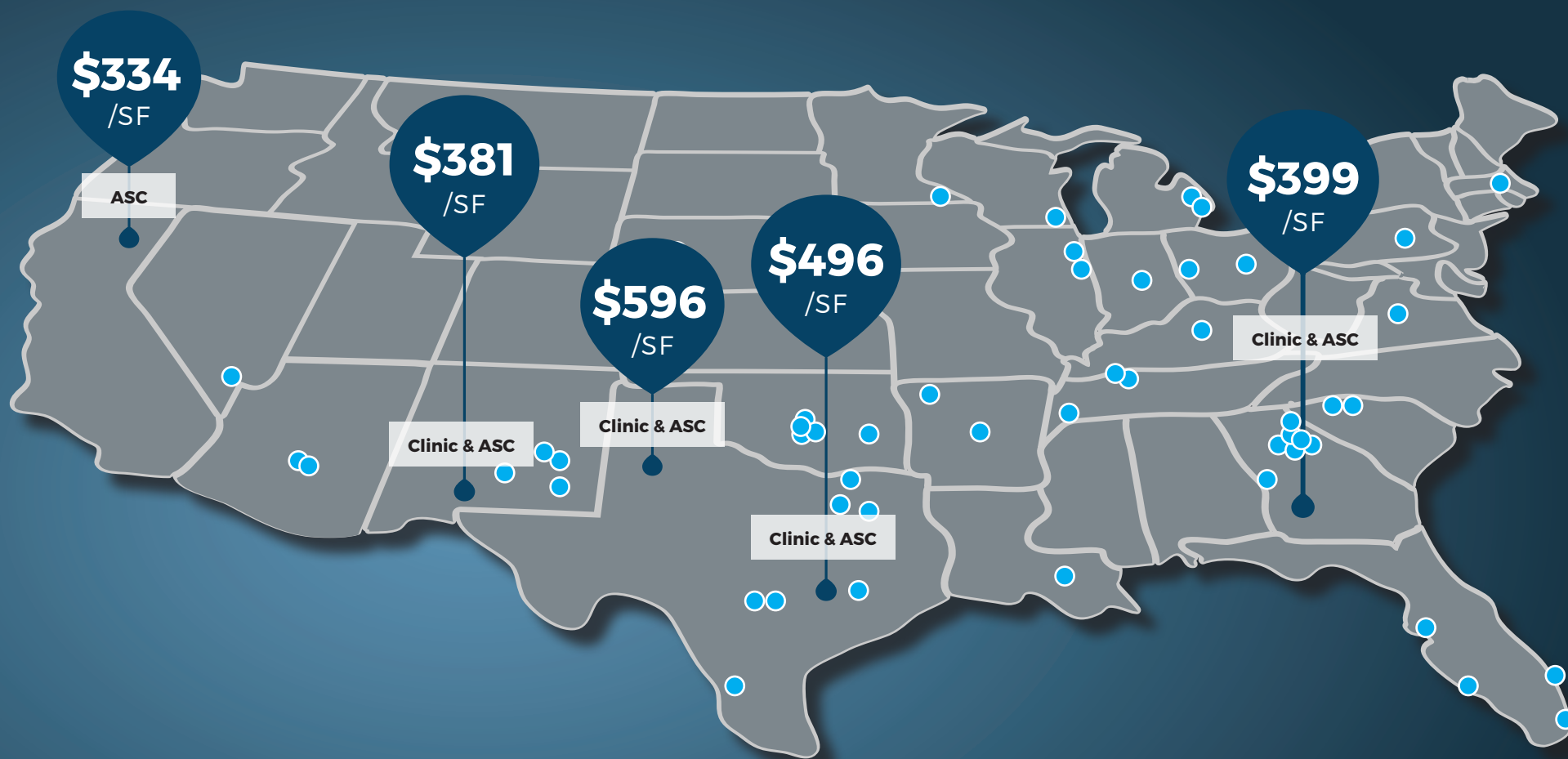


We actually liked the idea of owning our real estate and being in control of our facility for the long term. ERE Advisors educated our board that we could still do that, while using a sale and leaseback strategy to capitalize on the unprecedented pricing in the healthcare real estate market.

Corey Haggard, M.D.
Founding Member, Northloop Properties, LLC
NorthStar Surgical Center

RECENT TRANSACTIONS

The ERE team has executed more than **180** transactions across the United States, representing over **\$1.3 billion** in transaction volume.



CASE STUDY



**Gainesville, GA | 34,020 SF
Outpatient Surgical Center and
Ophthalmology Clinic**



THE CHALLENGE

Gainesville Eye Associates (“GEA”) is the largest provider of comprehensive ophthalmology care in the Northeast Georgia region, serving patients through its 3 primary locations and 4 satellite clinics. The ERE Advisors team (“ERE”) was engaged by the practice partners to sell the real estate at the same time an investment bank was negotiating a sale of the practice to private equity. With uncertainty as to who the ultimate buyer of the practice would be, ERE Advisors was tasked with identifying a real estate buyer who was willing to acquire the property without guarantee as to who their tenant would be. Further, the facility featured an expansion space that required over \$500,000 in tenant improvements to be completed. In a traditional real estate sale, the partnership would have been unable to realize a premium value for this vacant space.

THE SOLUTION

ERE interfaced with GEA’s investment bank to gain insight on potential suitors for the practice. Conducting a proprietary Call for Offers process, ERE generated 6 offers from highly qualified real estate buyers willing to acquire the facility with an undetermined tenant. ERE assisted the physicians in selecting the most flexible buyer, one who was willing to contribute additional capital for tenant improvements, while also capitalizing rent on unfinished space. Once a practice buyer was selected, ERE streamlined the lease negotiation between the real estate buyer and new tenant, resulting in a simultaneous closing of the practice and real estate sales without any impact to the practice sale price.

THE ACHIEVEMENTS

- Identified a real estate buyer who was comfortable with an assumed practice sale and premium pricing on unfinished, unoccupied expansion space.
- Negotiated a new long-term lease with the buyer of the GEA practice that optimized proceeds on the real estate sale without compromising the practice sale.
- Successfully executed the sale with a lease that satisfied the physician partners, real estate buyer, and new practice owner.

OUR TEAM



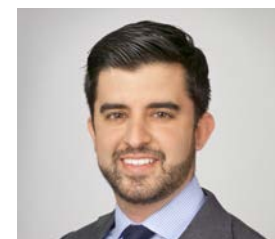
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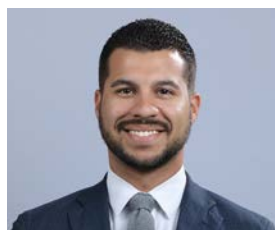
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We decided to work with you when you said 'you are working for us.' Throughout the entire transaction we really felt that your team had our best interest in mind.

Pravinchandra H. Patel, MD
Gastroenterologist - Columbus, GA

UNPARALLELED DEPTH OF EXPERIENCE

On average the **ERE marketing process** generates **25% - 35%** higher sales proceeds than conventional methods, allowing your partnership to capitalize on a unique market opportunity.

PLEASE CONTACT US TO LEARN MORE.

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