

HEALTH CARE REAL ESTATE



Advisory on
structuring and
disposition in
all phases of
ownership.



RENT STUDIES
AND MODELING



LEASE
STRUCTURING



VALUATION
AND SALE

ABOUT US

ERE Healthcare Real Estate Advisors focuses **exclusively** on providing healthcare real estate solutions to physicians, health systems, and developers.

\$1.3B+
TRANSACTION EXPERIENCE

70+
YEARS OF COMBINED EXPERIENCE

GET IN TOUCH TO INCREASE THE VALUE OF YOUR DEVELOPMENT PROJECT



ERADV.COM/DEVELOPERS

It's our experience, from lease-up to disposition, across individual assets and portfolios, that gives us an advantage in helping you achieve your individual real estate goals.

WE'RE IN HEALTHCARE BECAUSE WE RECOGNIZE THE NEED.

With shifting dynamics in retail, industrial, and multi-family properties, healthcare real estate remains stable. The US demographic is aging, increasing the need for healthcare services. Even with telemedicine, physicians and health systems can't perform procedures remotely. These factors increase the demand for medical office space and bolster interest in healthcare real estate investments. Are you properly capitalizing on the opportunity?

With over 70 years of combined experience, our team has advised on the acquisition and disposition of 187 assets across the United States, representing over \$1.3 billion in total consideration.

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

Keith Meister, MD | Head Team Physician Texas Rangers Baseball

Thanks very much for all of your time, effort, energy, and guidance.

I don't think we'd ever hesitate to either use you for ourselves again or recommend you to others in the future. First class all the way.




Recent Transactions

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

Developer Focused Transactions



Fort Myers, FL
\$436 /PSF

Led lease restructuring with surgical tenant which set up successful sale.



Arlington, TX
\$405 /PSF

Educated developer on proper lease parameters and conducted competitive bid sale process.



Gainesville, GA
\$391 /PSF

Assisted with site selection and construction budget to ensure a profitable sale.



Panama City, FL
\$373 /PSF

Guided developer on post-hurricane rebuild and lease restructure to effectuate favorable sale.

HOW CAN WE HELP

Healthcare real estate is its own asset class, nuanced with provider relationships and unique buildouts. We are experts in this space and can help identify the final pieces of the puzzle to your development.



Rent Studies and Modeling

Understand the differences in rent for clinic versus specialty space.

Gain insight into market rents for actual completed transactions.

Benefit from educated rental rates, facilitating accurate proformas.

3.2 MONTHS

Average Transaction Time



Lease Structuring

Explore acceptable credit enhancements that further increase lease value.

Evaluate lease structures, balancing Landlord responsibilities and term.

Leverage favorable rental increases to improve NOI growth.

6.50%

Average Cap Rate



Valuation and Sale

Improve the appeal of your property through market leading packaging.

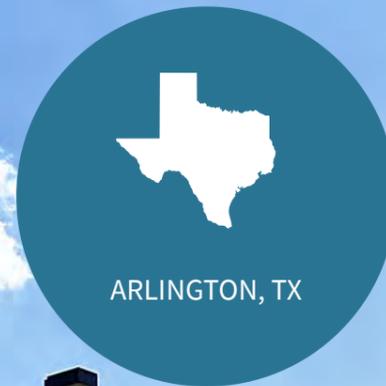
Create a quick and guaranteed exit with a forward commitment.

Achieve the highest possible price through tailored market exposure.

\$401

Average Price Per SF

Note: Averages are taken from ERE related transactions in the last 4 years.



ARLINGTON, TX



21,234 SF



ORTHOPEDIC FACILITY



CASE STUDY

ERE Healthcare Real Estate Advisors was engaged to explore a strategic sale of the TMI Sports Medicine facility.

RESULTS

- > Encouraged informed decision making through progressive client education at multiple partnership presentations.
- > Conducted a discreet marketing process to generate 8 qualified offers, ultimately executing the sale at a record setting price, resulting in very satisfied clients.
- > The sale allowed the founding physician developers to cash out of the project, allowing them to free up capital for their next development.

**ADVISORY
APPROACH,
EXPERTLY
POSITIONING
OUR CLIENTS.**



Unparalleled depth of experience.

You hire an architect to design your facility, an engineer to make sure it stands strong and a general contractor to build it. We specialize in structuring leases to maximize the value of your real estate development. Call an advisor today to help create more profit in your project.



COLLIN HART, MBA
CEO & Managing Director
702.839.8737
collin.hart@ereadv.com



MICHAEL CAMPBELL, CCIM
Managing Director
858.531.6585
michael.campbell@ereadv.com



MARC FLYNN
Director
210.844.0217
marc.flynn@ereadv.com



DARIAN PADUA
Director
832.418.3463
darian.padua@ereadv.com



CHASE JARRETT
Director
415.250.4934
chase.jarrett@ereadv.com



TYFFANIE HERMAN
Marketing Director
754.779.7987
tyffanie.herman@ereadv.com



JAMION NASH
Financial Analyst
618.560.4975
jamion.nash@ereadv.com



DANA SALENE
Research Coordinator
714.501.9960
dana.salene@ereadv.com

**STAY ON TOP OF THE
LATEST TRENDS IN
HEALTHCARE REAL
ESTATE.**

+1 833 ERE ADVS
marketing@ereadv.com
ereadv.com/insight
ereadv.com/developers

