



www.healthcareREA.com

(480) 433-3494



**HEALTHCARE**  
REAL ESTATE ADVISORS

# SUCCESSION PLANNING

Are you considering the sale of your medical real estate?



One of the common topics we hear from our clients are the challenges of succession planning involving the real estate – specifically the high buy-in, which often requires refinancing the property (assuming there is equity available) or suppressing the value of the equity buy-in and buy-out, requiring new physicians to buy into the real estate in order to create liquidity for retiring physicians.

In most cases, the buy-in and the buy-out is significantly less than selling all or a portion of the real estate ownership where we are currently achieving valuations that range from 14x – 18x EBITDA

## 1 Plan Your Exit Strategy with HREA

Planning your exit strategy can seem daunting, no matter how much time you allow yourself to prepare. That's why partnering with HREA is a critical component in ensuring a smooth transition when considering the sale or partial sale of your medical real estate.

## 2 Well-Planned Succession Plan

A well-planned succession plan helps maximize the value of your real estate and translates your goals into actionable steps.

## 3 The Right Buyer

HREA will partner you with a buyer that has the same long-term operational goals as you, while maximizing the proceeds of the real estate and provide you with the ability to modify or make improvements to the building and site in the future.

## 4 Learn About Hybrid Sale-Leaseback

The sale of the Property can be structured to allow existing and future physicians to invest in the real estate – known as the tax-deferred Hybrid Sale-Leaseback®, which generates an annual dividend of over 9% for the physicians. In addition, this type of transaction reduces the buy-in amount for incoming physicians and maximizes the buy-out for existing physicians.

## 5 Avoid Future Misalignment

Over time, the ownership between the Operating Company and the Property Holding Company can diverge creating a conflict of interest. Planning before a transition is on the horizon is beneficial as you can maximize the value and best terms for your medical real estate while ensuring long-term control and stability for the practice and the real estate.

**INQUIRIES**



Receive a complimentary valuation analysis today>>>



# \$4+ Billion Healthcare Real Estate Assets Sold

## RECENT TRANSACTIONS

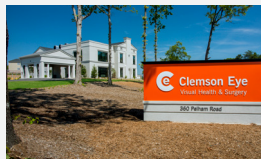
[VIEW ALL >>](#)



### Specialists Hospital Shreveport

Physician-Owned Surgical Hospital  
207,714 SF | Shreveport, LA

[LEARN MORE >>](#)



### Clemson Eye / Eye Health America Portfolio

Ophthalmology MOB & Surgery Center  
88,385 SF | Northwest South Carolina

[LEARN MORE >>](#)



### Kansas Spine & Specialty Hospital

Physician-Owned Hospital & MOB  
102,435 SF | Wichita, KS

[LEARN MORE >>](#)



### Northwest Specialty Hospital

Physician-Owned Surgical Hospital  
76,995 SF | Post Falls, ID

[LEARN MORE >>](#)



### Ohio Valley Surgical Hospital

Physician-Owned Hospital & MOB  
79,294 SF | Springfield, OH

[LEARN MORE >>](#)



### Surgery Center of North Texas

Outpatient Surgery Center  
23,329 SF | Anna, TX

[LEARN MORE >>](#)

The principals of HREA are recognized leaders in the healthcare real estate industry.



**Christopher L. Stai, CPA**  
Managing Director



**Mike Spisak**  
Director



**Anthony Naticchioni**  
Director



**Timothy Cajka**  
Director



**Ryan V. Michaels**  
Senior Associate



**Jantzen B. Gongon**  
Director of Marketing

HREA | Healthcare Real Estate Advisors is a national leader in advising healthcare providers and real estate owners with various real estate strategies, including disposition, sale-leaseback, debt & equity recapitalization, and tax-deferred options, such as the Hybrid Sale-Leaseback®, §1031 Exchange, and the UPREIT model, which provides investors with a diversified investment in a REIT.

## OUR SERVICES

- Joint-Venture Equity
- Sale-Leaseback & Partial Sale-Leaseback
- Tax-Deferred Structures
- Succession Planning & Liquidity Strategies
- Financing for Development & Expansion
- Fair Market Valuation

**INQUIRIES** 

Receive a complimentary valuation analysis today>>