

# A LEADER IN MEDICAL OFFICE PROPERTY & SALES

Our industry leading marketing approach ensures the maximum amount of exposure for your property which ultimately equates to the largest number of offers and highest possible price. Our network and comprehensive database of owners, sellers and investors is the exact recipe you need to see the right deals and quickly dispose of assets at the highest possible price. Our experience with underwriting gives our clients a clear picture of what to expect in terms of returns and overall profitability of each asset.

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When I hired Carleton to sell my medical office property, I knew [he was] the best for the job. [His] understanding of the market, multi-levelled marketing strategy and access to buyers reassured me that my property was getting the best possible exposure. [He was] persistent, professional and provided value from start to finish. I was pleased with how quickly [he] found a qualified buyer and [his] level of attention to detail through the process.

*Jay J. Garcia, M.D.*

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## Specializing in Medical Office Investment Sales

### INVESTMENT SALES CASE STUDY

Client was looking to unlock cash out of his real estate to grow his practice. We suggested a sale leaseback and provided him with the information he needed to make an informed decision to determine that this was a good approach.

Our team immediately assessed the market to make a recommendation for a marketable rent structure. Once comfortable with the proposed market rate and terms, we were able to come up with a value based on the projected 1st year NOI and what we thought was a market cap rate based on previous experience. After thorough analysis we decided to go to market at a 7.25% Cap Rate and ended up selling at a 7.5% Cap rate - \$1,566,000.



**CARLETON COMPTON, CCIM**

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