



GAUGE YOUR MEDICAL CRE BROKER BY ITS SERVICES

If you have unexplained pain in your foot, chances are you're going to seek professional help. Your general practitioner may have some thoughts on how you might find relief from the discomfort, but they're not an expert in feet. You're going to want to speak with an expert at distinguishing between the talus and the calcaneus. It only makes sense.

Consulting the right doctor for an ailment is essential. The same can be said for selecting a broker that will help you lease, buy or invest in medical office space. It is necessary to know what a broker does and know that they are not all the same. There are loads of different sub-specialties within the greater commercial real estate industry. Some professionals deal with industrial and warehouse space, while others specialize in multi-tenant housing, office buildings, retail space, or shopping centers.

Seek Out a Medical CRE Specialist

Every year, thousands of healthcare professionals, groups, and networks seek out space for their practices, clinics, or outpatient facilities. According to McKinsey, in the face of demand from the COVID-19 pandemic, this need is approaching an unprecedented level and that plays into the commercial real estate market. Last month here in Tampa Bay, GuideWell Emergency Doctors opened their doors on North Dale Mabry Highway. Two weeks ago, Forest Hills Health Care Inc., a Tampa-based primary care practice, was acquired by Palm Medical Centers. In each of these instances and all of the other cases that occur throughout the U.S., the transaction's goal is to serve patients better, but also achieve the most favorable terms in the commercial real estate transaction.



[Read More](#)



CARLETON COMPTON, CCIM

📞 | 813-397-1444

📱 | 813-789-7729

✉ | ccompton@hcrealtygroup.com

🌐 | www.hcrealtygroup.com

Retail, Next New
Frontier For
Healthcare Real Estate



HEALTHCARE REALTY
GROUP
COMMERCIAL REAL ESTATE SOLUTIONS

A commercial real estate professional specializing in healthcare can handle both lease and purchase negotiations for providers of every specialty and size. Whether you are renewing a lease, purchasing commercial real estate, starting your very first practice, or looking to open an ambulatory surgery center, being guided by a professional with the right expertise is essential. Gauging a broker's skill set and experience, however, means knowing what to look for. Here are a basic set of services that every broker should provide.

Industry Experience

It's one thing to work in commercial real estate, and it's another to specialize in medical office space. While some companies claim to "also handle" healthcare, working in this industry requires specialized knowledge, proven experience, and an extensive network of tenants, owners, investors, managers, administrators, physicians, and other healthcare advisors and real estate experts.

Market Knowledge

A commercial real estate broker specializing in the medical space should know the market. Being familiar with locations, zoning, building regulations, and property values for medical facilities in the area are essential. A qualified broker will also explain local populations in terms of density, demographics, and foot traffic past proposed locations for a practice. These market variables each have an affect on the clients' bottom line.

Understands the Numbers

A healthcare CRE broker should be able to provide and explain detailed analytics for their clients. Calculations like cap rates and net operating income, and comparison or fair market value are not always intuitive. A quality representative will be comfortable explaining these and illustrating where the math works in the client's best interest.

Skilled Negotiator

During negotiations, even minute changes to contract language can change the final deal. A broker worthy of his client will be able to sift through this granularity and advise clients on the meaning and impact on their practice.

Someone That Cares

Not unlike the medical profession, healthcare real estate is built on relationships. A broker demonstrates their investment in the client by providing the time and resources required for a project. Excellent communication skills and follow-up should also be ever-present.

Since 2005, Healthcare Realty Group has engaged the specific needs of the healthcare industry and knows how to deliver solutions with real benefits. Unlike the mega-firms that try to be everything to everybody, our team provides personalized and ethical services focused on your healthcare real estate needs. Contact us today for a no-obligation consultation on your health care real estate needs.

Resources:

<https://www.fool.com/millionacres/real-estate-investing/commercial-real-estate/what-does-a-commercial-real-estate-broker-do/>

<https://www.mckinsey.com/industries/healthcare-systems-and-services/our-insights/healthcare-providers-preparing-for-the-next-normal-after-covid-19>



See our recent market activity and lease/sale opportunities



CARLETON COMPTON, CCIM

813-397-1444

813-789-7729

ccompton@hcrealtygroup.com

www.hcrealtygroup.com

Retail, Next New
FrontierFor
Healthcare Real Estate



HEALTHCARE REALTY
GROUP
COMMERCIAL REAL ESTATE SOLUTIONS

RECENT MARKET ACTIVITY



Size: 2,960 SF
Represented Tenant on New Lease



Size: 4,550 SF
Represented Tenant on New Lease



Size: 3,857 SF
Represented Tenant on New Lease



Size: 5,959 SF
Represented Tenant on Lease Extension



CARLETON COMPTON, CCIM

813-397-1444

813-789-7729

ccompton@hcrealtygroup.com

www.hcrealtygroup.com

Developed by
Your Medical Office
Market Leader



HEALTHCARE REALTY
GROUP
COMMERCIAL REAL ESTATE SOLUTIONS

RECENT MARKET ACTIVITY



4600 North Habana Avenue | Tampa, FL 33614

Unit 22
Size: 1,560 SF
Represented Seller - Under Contract



4710 N. Habana Avenue

Suite 100
Size: 2,147 SF
Represented Buyer - Under Contract

FOR SALE OPPORTUNITIES



500 Vonderburg Drive, Suite 303 | Brandon, FL

Unit 303 | Condo Size: 2,954 SF
Asking Price: \$369,250
Click for More Details



CARLETON COMPTON, CCIM

📞 | 813-397-1444
📠 | 813-789-7729
✉ | ccompton@hcrealtygroup.com
🌐 | www.hcrealtygroup.com

Developed by
Your Medical Office
Market Leader



HEALTHCARE REALTY
GROUP
— COMMERCIAL REAL ESTATE SOLUTIONS —