



# Healthcare Real Estate Services

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SOUTHERN CALIFORNIA REGION



Accelerating success.

# Focus on Your Business, Not Your Real Estate

Healthcare organizations have unique real estate needs and operate within a highly regulated industry. The Colliers Healthcare Services Group understands these challenges and will partner with your medical business to develop effective real estate solutions while allowing your staff to remain focused on its mission to deliver the best healthcare possible.

There are significant differences between medical office and healthcare real estate and traditional commercial space. In today's challenging market, the medical industry is frequently faced with complex real estate decisions and must negotiate financial solutions that offer protection and flexibility. Location and image are also paramount as your facility impacts delivery of patient care and ultimately the bottom line.

As a trusted specialist, we can:

- › Analyze leasing options to find the best combination of image, efficiency and value
- › Provide guidance on lease vs. own scenarios
- › Manage capital resources and control costs
- › Negotiate a transaction that provides flexibility for growth
- › Utilize specialized market knowledge to leverage your position and seize new opportunities
- › Obtain the best possible build-out allowances
- › Mitigate risk and limit financial exposure
- › Assist with regulatory Stark compliance

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## SELECT CLIENT LIST

CareMore Health Plan	Lillibridge	Pacific Western Bank	Development Advisory Group
Providence Health Systems	Century City Hospital	UBS	Little Company of Mary Hospital
Saddleback Hospital (Memorial Care)	Accretive Realty Advisors	MeadowsBank	Torrance Memorial Hospital
Scripps Health	Pacific Breast Care	Rockpoint	Kilroy Realty
Sharp Healthcare	St. Jude Hospital	County of Los Angeles	CHOC Hospital
Surgical Care Affiliates	Heritage Medical Group	Comerica	RDP Development
Tenet Healthcare	Greenlaw Partners	Bank of America	Renaissance Surgical Center
Placentia-Linda Hospital	Guggenheim Real Estate	State Bank of India	La Veta Surgical Center
University of Southern California	ACS Development Group	CDC	Saunders Property Company
Doctors of USC	Realtech	Citizens Business Bank	Newport Radiology
Doheny Eye Institute	Cathay Bank	Farmers & Merchants Bank	
Healthsouth	Rabobank	Wells Fargo	
	Capmark	Kindred Healthcare	
		Pacific Cardiology Associates	



## SELECT TRANSACTIONS



### Medical Office Building Management

1,000,000 SF  
Represented Owner/Developer  
Southern California Basin



### Medical Office Building Sale

25,000 SF  
\$7.1M  
Represented Buyer & Seller  
Aliso Viejo, CA



### Ambulatory Surgical Center

16,000 SF  
\$7.1M  
Represented Tenant  
Orange County, CA



### Ambulatory Surgical Center

20,000 SF  
\$8.9M total consideration  
Represented Tenant  
Costa Mesa, CA



### On-Campus Medical Office Building

25,000 SF  
\$5.2M total consideration  
Represented Developer  
Placentia, CA



### Two Hospital Valuation & Appraisal

411 Beds and 60 Rooms  
  
Represented Owner  
Los Angeles, CA

## OUR TEAM



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## ABOUT COLLIERS HEALTHCARE SERVICES GROUP

Colliers Healthcare Services Group members are located in key national and international markets. We accelerate clients' success by demonstrating a deep understanding of factors which underpin profitable healthcare businesses, utilizing local market knowledge and leveraging Colliers' worldwide presence and platform of services to bring a truly global understanding to the issues facing the healthcare and medical industry today. Whether you are operating, leasing, purchasing, selling, investing or developing healthcare real estate, our experienced professionals will work collaboratively with you to identify market opportunities, optimize real estate efficiency, or implement cost-control measures that ensure the best possible outcome for your unique challenges.

Colliers will meet your objectives and drive your success in a highly regulated and competitive environment. We are deeply committed to exceeding your expectations, always looking out for our clients' best interests.

For more information, visit our website at [www.colliers.com/healthcare](http://www.colliers.com/healthcare), or contact a member of Colliers Healthcare Services Steering Committee:

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