



The Medical Office Sector Heats Up

Current Market Conditions Drive Value of Medical Office for Sale & Lease

It's no mystery that a large portion of the United States population known as the "Baby Boomers" has come of age which ultimately effects the state of the medical office sector. The aging population of those 65 and older will rise by roughly 42 percent in the next 10 years which will increase this particular age segment to nearly 20 million people or close to 20% of that Nations population — this is a staggering statistic.

Understanding the growth of the 65 and older population gives one the insight to correlate the current and future needs of medical professionals and medical office space to support this growing population. What does this growth mean for Commercial Real Estate? We are already seeing and are likely to continue to see a hike in occupancy levels of medical related office space. This will ultimately mean higher Net Operating Income among medical office buildings and the need for new construction.

As we all know, higher and more predictable NOI's will mean an increased interest level from investors who will begin taking a harder look at adding medical office to their existing portfolio's. Increased interest will relate to higher valuations, lower cap rates and bigger price per square foot numbers.

[Read More](#) ➔

**Developed by Your Medical
Office Market Leader**

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Equity Inc. – Columbus | Cincinnati | Dayton | Tampa | Orlando
SW Florida | Austin | San Antonio

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investments
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This is great news for existing owners of Medical Office Space and proves as an opportunity for owners of other real estate types to transition their property to one that can serve the medical industry.

With the changing demand of medical office space, we are also seeing a methodology change in the way medical professionals look at location. In the past, we've typically seen medical office space gathered in clusters near larger medical institutions such as hospitals. Because we are starting to see a new type of "maintenance" treatment supported by the nations 65 and older population – we are moving to a more patient centered model. This new model means that medical services are surrounding themselves closer to the communities and suburbs where these populations live. The change in locations proves to give off the ultimate convenience for patients.

A look into the growth of the medical sector and changing style of the treatment landscape, we've been seeing new and innovative ways to incorporate these type of services into our community. Trends such as medical providers moving into more of a retail-like setting is starting to become the norm which gives patients easier access and helps medical owners and operators target high density, busy traffic and strong demographic locations.

In conclusion, the growth in the population of people who need medical care directly correlates with the need for more medical office space. This will mean higher occupancies, higher price per square foot lease rates and an increase in investor interests.



Recent Market Activity

TGH Brandon Medical Center | Brandon, FL

New Development facility that will be ready in 2017. Outpatient facility that will have more than 100,000 SF with a separate ER building.

Fast Track Urgent Care Center | Wesley Chapel, FL

New Location.

Florida Medical Clinic | Wesley Chapel, FL

Serving the expanding / growing market of Wiregrass.

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RECENT SUCCESS

Current Market Conditions Drive Value of Office Medical For Sale & Lease



“When I hired Carleton and Hamish to sell my medical office property, I knew they were the best Team for the job. Their understanding of the market, their multi-levelled marketing strategy and access to buyers reassured me that my property was getting the best possible exposure. They were persistent, professional and provided value from start to finish. I was pleased with how quickly the team found a qualified buyer and their level of attention to detail through the process.”

Jay J. Garcia, M.D.



“Being an extremely busy physician, rarely do I feel motivated to take the time to compose a letter of recommendation for a consultant with whom I have worked. It is my pleasure to inform you that Carlton Compton and Hamish Williams of Equity Inc. are indeed the exception. During our initial meeting which subsequently led to contracting with them to sell my medical building (sale/ lease back), it was obvious to me they possessed a strong understanding of the medical real estate investment market. This was complimented by their ability to communicate extremely well with...”

Fred Bearlson, M.D. Managing Partner



Listening... And Providing... Quality Real Estate Solutions

The Equity Healthcare Real Estate Team specializes in helping healthcare professionals find great solutions in Healthcare Real Estate. Lead by Carleton Compton, VP of Brokerage Services, the Equity Healthcare Real Estate Team provides solutions for Corporate Healthcare Professionals including; Private Equity backed Medical Groups, Hospitals, Local and National Urgent Care Clinics, Dental Groups, Private Practices and Ambulatory Surgery Centers. Our comprehensive market strategy and site selection process includes evaluating market demographics, identifying retail benchmarks, mapping referral sources, analyzing competition, and reviewing available inventory. These elements are all key components to identifying the right location for a new healthcare practice or expansion opportunity.

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FOR SALE / INVESTMENT OPPORTUNITIES



4710 Habana Ave. Suite 107

For Purchase or Lease.
Asking Price: \$372,000
Lease Rate: \$19 PSF Mod. Gross
Area: 2,907 SF



2433 Country Place Blvd.

Medical office buildings for lease in a newly built medical office park with frontage and visibility on SR 54. (43,000 VPD).

FOR LEASE OPPORTUNITIES



932 Oakfield Drive

Move-in ready medical space near Brandon Regional Hospital. High traffic counts and plenty of parking make this an attractive location for any medical practice.



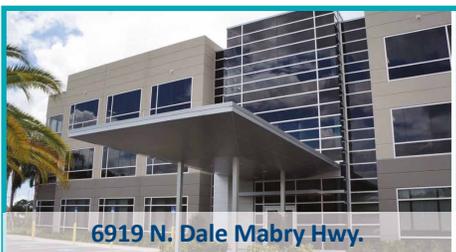
5500 Executive Drive

64,000 SF Office Building
1,784 RSF Available
3 Private Offices Overlooking the Bay
Fully Furnished



14460 Bruce B. Downs Blvd.

1,000 SF Available
\$18 PSF / Modified Gross
Prime Store Frontage with Excellent Signage.



6919 N. Dale Mabry Hwy.

Class A, 3-Story Medical Office Building
\$22 PSF NNN / \$7.50 CAM
TI Allowance Negotiable
Customized Build Outs



501 martin Luther King St. S

Newer medical office building located blocks from Bayfront Medical and All Children's and only minutes from ward White and St. Anthony's Hospitals.



501 martin Luther King St. S

includes three exam rooms, a physician's office, nurse's station, and a patient waiting room. This site is movein ready for a physician.