

# SUCCESSFUL TRANSACTION

## Medical Office

**SOLD**



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 myself, my attorney and the prospective buyers. When issues arose with negotiations, they served as invaluable advisors to me and kept everyone involved in the deal "on -track" to close the deal. To my greatest pleasure, due to their strategic marketing abilities, I was able to sell my building for about 50 % more than I originally thought I could!

In summary, I highly recommend, without reservation Carlton and Hamish should you find the need to engage highly skilled, professional real estate brokers.

Fred Bearlson, M.D.  
Managing Partner

## Deal Highlights

Carleton Compton was retained to represent a Client who was looking for a possible exit strategy from their existing owned medical / office building. Client was seeking change and ultimately a new flexibility that they did not have as a real estate owner.

Because of the ever changing world of the healthcare industry, Carleton felt that the best strategy for this particular assignment was a sale leaseback which allowed client:

- Unlock cash out of the real estate
- Remain in the same space with no disruption of their practice
- Time to focus solely on the practice and its future well-being

## FOR ADDITIONAL INFORMATION CONTACT

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