

SPECIALIZING IN MEDICAL OFFICE INVESTMENT SALES



investments
Commercial Real Estate Solutions®



LISTENING...
AND PROVIDING...
QUALITY REAL ESTATE SOLUTIONS

3440 W. MARTIN LUTHER KING JR. BLVD.
TAMPLA, FL

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.

RECENT CASE STUDY

Westchase Professional Center

11031-11033 Coutryway Blvd. | Tampa, FL 33626



"We were looking to sell our existing medical office building in Westchase. The communication, recommendations and updates were always available from Equity Team to achieve the sale of this property. Equity found us a buyer, helped us with existing lease renewals and negotiations, and aided us through all of the hurdles to make this deal a reality. We would recommended the Equity Team to others."

- Blanca Crespo, Owner

Equity's Healthcare team represented the owner of this 3,000 SF multi-tenant medical office building. Located in the middle of urban Westchase community, just off Linebaugh Ave. and close to Racetrack Rd.

Developed by Your Medical
Office Market Leader

Carleton Compton | Vice President Equity, LLC
Mobile: (813) 789-7729 | Email: ccompton@equity.net
4107 W. Spruce Street Suite 101 | Tampa, FL 33607

Equity, LLC - Columbus | Cincinnati | Dayton | Tampa | Orlando
SW Florida | Austin | San Antonio

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RECENT CASE STUDIES



TRINITY SQUARE

2451 Country Place Blvd. | Trinity, FL 34655

4 bldgs. totaling approx. 18,330 SF
Originally hired to lease up the vacant bldgs. then decided to sell.

DEAL HIGHLIGHTS

Sold building A to a medical practice for \$900,000 (\$192 PSF) with one existing Tenant in place

Sold Buildings B, C & D to a 1031 exchange buyer with 2 units vacant

Negotiated a lump sum of funds to be held in escrow to cover the difference of collected rent and potential rent for Year 1 which allowed the buyer time to lease up the remaining 2 units

Sold the 3 buildings for \$2,350,000 (\$171 PSF)



SPINE CENTER OF EXCELLENCE

11425 U.S. 19 North | Port Richey, FL 34668

Client owned and practiced in the bldg. They were looking to get out of their real estate investment, but didn't want to move.

DEAL HIGHLIGHTS

Discussed a sale/leaseback

Assisted client with structuring the deal and listing it on the market

Listed at \$1,280,000

Cap Rate of 7.50%

Sold for \$1,200,000

Cap Rate of 8%

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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

"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

DEAL HIGHLIGHTS

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- \$1,566,00

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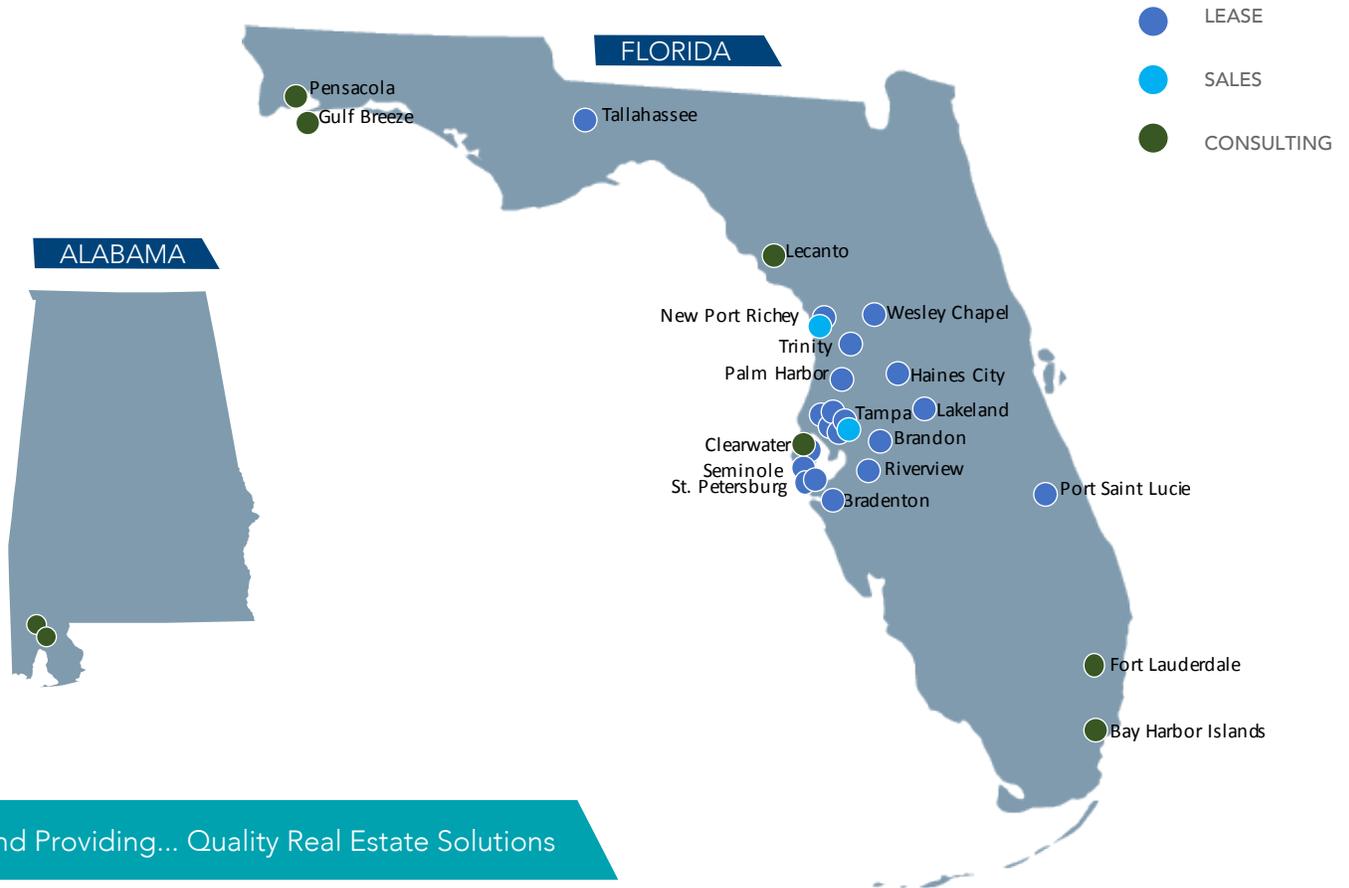
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MARKET ACTIVITY

CLOSED TRANSACTIONS



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



Carleton Compton, CCIM

Office: 813.490.9812
Direct: 813.789.7729



Greg Carrick

Office: 813.490.9814
Direct: 631.741.4360

The Equity Healthcare Real Estate Team, a licensed real estate company, 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, disposition 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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