



Complex Challenges, Smart Solutions
For Healthcare Real Estate



CANCER CENTER



HARBIN CLINIC REAL ESTATE STRATEGY

ROME, GA

CASE STUDY

HIGHLIGHTS

Physician Investment
100+ Physician
Investors

Development
8 properties
310,000 square feet

Monetization
333,581 square feet
\$88.3 million

Realty Trust Group ("RTG") facilitated the **formation and syndication** of Harbin Properties, a **physician partnership** formed to own the medical office properties utilized by Harbin Clinic, one of the largest independent multi-specialty practices in the state of Georgia. RTG assisted in the capitalization of the partnership via a private placement memorandum, developed financial operating budgets and recommended a long-term financing solution. Today, over 100 physicians are invested in the partnership.

Since its formation, RTG has assisted Harbin Properties in the **development of eight (8) medical office projects** totaling over 310,000 square feet, including the 60,000 square foot Harbin Cancer Center (pictured) on the campus of Floyd Medical Center in Rome, GA. RTG currently provides on-going **portfolio management** and executive support services to Harbin.

In 2012, RTG advised Harbin in a **monetization initiative** resulting in a 333,581 square foot, \$88.8 million transaction. At the time, the transaction was the largest physician-owned monetization on record in the industry. RTG introduced Harbin to the buyer, a publicly-traded REIT, and served as the exclusive advisor on the transaction.

Client Reference

Barritt Gilbert, M.D.
President, Harbin Properties
706.236.6392
bgilbert@harbinclinic.com