



Aligning Strategy, Driving Growth
Through Healthcare Real Estate

Overview of
**TRANSACTION
SERVICES**

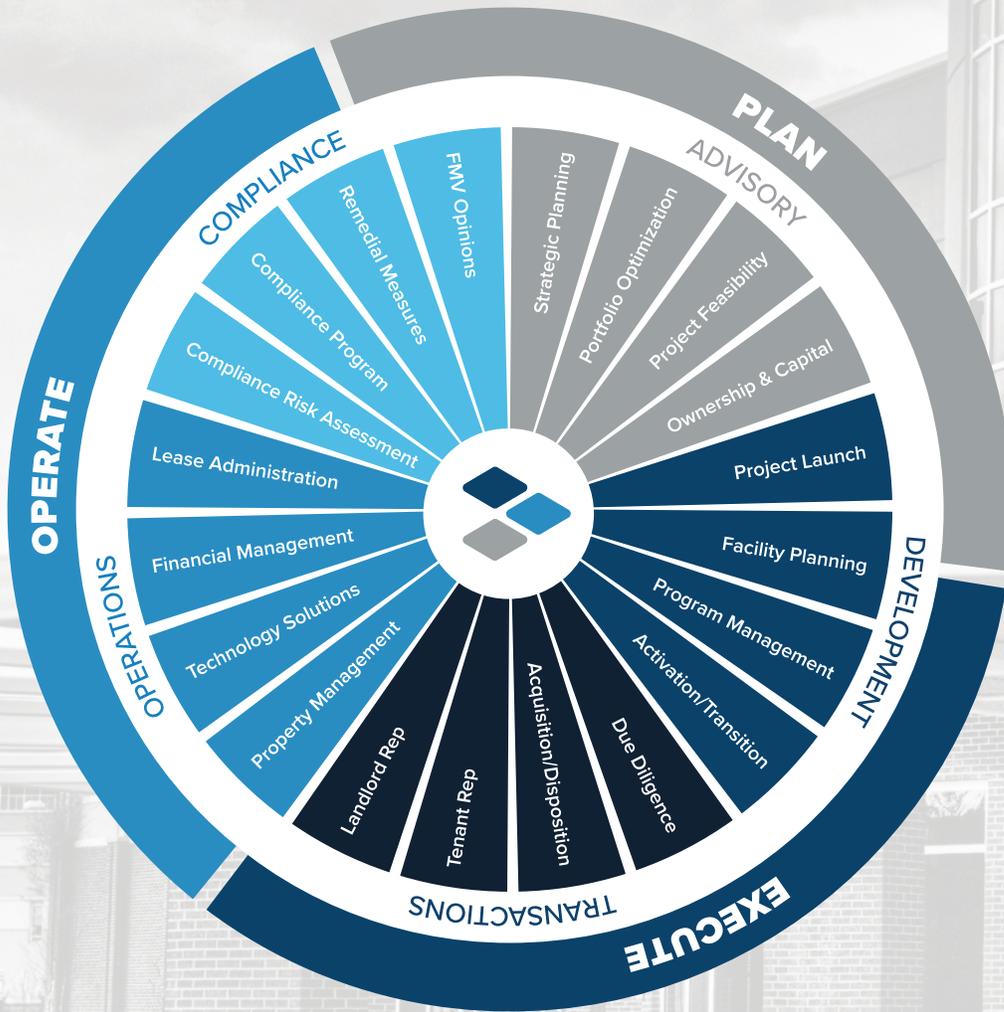
SOUTH ENTRANCE

700



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OUR HEALTHCARE SERVICES



ADVISORY

Objective real estate advisory services spanning strategic, operational, and financial planning considerations.



DEVELOPMENT

Professional program management services that ensure the successful delivery of acute care and ambulatory facility development.



TRANSACTIONS

Achieving profitable and compliance-driven transaction objectives that follow the strategies of physicians and hospitals.



OPERATIONS

Comprehensive real estate operations support, including property, facility, and financial management services.



COMPLIANCE

Providing comprehensive analysis to ensure compliance with all applicable legal and regulatory requirements.

COMPANY OVERVIEW

Realty Trust Group (RTG) provides innovative real estate solutions so that healthcare leaders **save money, manage risks, and enhance delivery of care.** We act as an extension of healthcare leadership teams to bring a comprehensive view of their real estate portfolio and empower the organization to utilize real estate as a strategic asset, not just the cost of doing business.

RTG BY THE NUMBERS

25+ years

Dedicated to Serving the Healthcare Industry

10 years

Modern Healthcare
Top Development Companies

35+

States Served

5,000+

Healthcare Access Points

23M SF

Assets Under Management

\$1.3B

Development Projects Delivered

\$3.4B

In Completed Healthcare
Transaction Volume

We collaborate with our clients to establish the big picture and target the required actions that accomplish the desired results. Each completed transaction is measured against the client's stated goals. We start with the end in mind.

ACQUISITION / DISPOSITION

Asset Review
Land / Building Transactions
Investment Sales
Portfolio Monetization

TENANT REPRESENTATION

Market Survey
Site Selection
Financial Analysis
Lease Negotiation
Compliance Oversight

LANDLORD REPRESENTATION

Market Assessment
Space Allocation & Management
Leasing & Marketing
Transaction Management
Compliance Oversight

DUE DILIGENCE

Feasibility Analysis
Zoning / Entitlement
Physical Due Diligence
Financial Due Diligence

**Independent
& Objective
Advisors**
**Actionable
Strategies**

**Proven
Results**



TRANSACTIONS

Whether the goal is selecting, acquiring, and entitling a site for future development, performing an asset review and implementing a monetization strategy, or managing a leasing and marketing plan to building stabilization, RTG has the experience and depth of knowledge to complete the transactions needed to support your real estate strategy. **With over \$2.8 billion in completed healthcare transaction volume**, RTG can deploy the needed resources to ensure your goals are met.



Cone Health
MedCenter Mebane
Acquisition



Harbin Clinic
Portfolio Monetization



Northside Hospital
Midtown Medical Office Building
Building Sale

CONTACT US



Charlie Dickhaus
Senior Vice President

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Charlie joined RTG as an Analyst in 2012. Prior to joining the firm, Charlie was a Financial Analyst at TriMont Real Estate Advisors and Pollack Shores Real Estate Group. While with TriMont, Charlie managed a \$1-Billion portfolio of non-performing loans and REO properties focusing on disposition strategy and execution. At Pollack Shores Real Estate Group, Charlie focused on multifamily acquisition and development projects. During his time, he helped manage the acquisition of over 1,200 units and \$120-Million in transaction volume.



Craig Flanagan
Senior Vice President

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With over 30 years of experience in commercial real estate, Craig has played a key role in numerous strategic and project development initiatives for RTG clients. He currently serves as Principal and Vice President and RTG's Market Leader for the State of Texas. Additional accountabilities include providing leadership for the Transaction service line and various corporate responsibilities.

The most powerful
testaments to our
work and value come
from our valued
client relationships.
Please ask our
clients what it's like
to work with us.

**NORTHSIDE
HOSPITAL**

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RTG RESOURCES

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