



# CASE STUDY

BAYLOR / ALL SAINTS HEALTH SYSTEMS



100,000 SF  
• ASSET VALUATION  
• BUILDING SALES  
FORT WORTH, TX



## PROJECT & SCOPE

- Determine feasibility of selling medical office building portfolio
- Project market value of buildings
- Identify selective group of qualified bidders
- Construct effective Request for Proposal ("RFP")
- Manage bidding process to obtain highest price
- Retain land ownership-ground lease to buyer
- Buyer to compensate Swearingen

## VALUE ADDED

- Client sold buildings at optimum price
- Buyers put in a competitive position during process
- Client retained ownership of land – land leases
- Leases with hospital owned practices extended on optimal terms
- Process was orderly and client in control at all times
- Swearingen was paid fee by buyer