



CASE STUDY

MEDICAL OFFICE SPACE



80,000 SF SALE & LEASEBACK MEDICAL OFFICE BUILDING

HUNTINGTON STATION, NY



HUNTINGTON
MEDICAL
GROUP, P.C.



PROJECT & SCOPE

- Sell for highest reasonable price
- Set reasonable rental rates
- Obtain long term lease with options
- Keep land ownership – lease land only
- Expose opportunity to many buyers
- Obtain competitive bids
- Broker compensated by buyer

VALUE ADDED

- Surveyed market - set rental rates
- 20 Year lease with options
- Land lease with minimum rent increases
- Compiled list of buyers – approved by seller
- Submitted detailed request for proposals
- FEE PAID BY BUYER
- \$500,000 difference in price – 1st & 2nd place bidders
- \$480,000 rent savings for lease term – 1st place initial proposal vs. final
- \$500,000 – interim build out provided
- \$1,480,000 hard dollar gain – The Swearingen Difference