



**Aligning Strategy, Driving Growth**  
*Through Healthcare Real Estate*

Overview of  
**ADVISORY  
SERVICES**



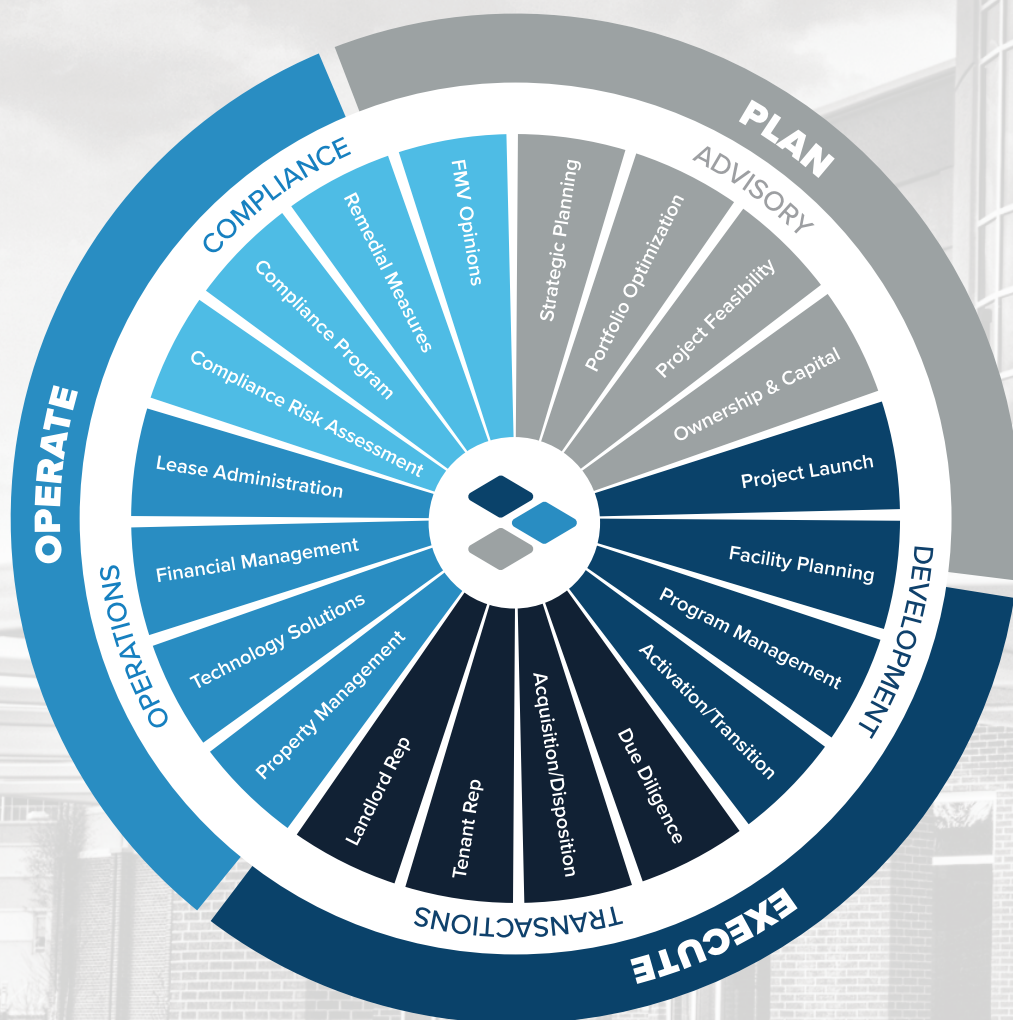
Scan to Learn More





Aligning Strategy, Driving Growth  
Through Healthcare Real Estate

## 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



Whether **expanding** or **optimizing** your current portfolio, we understand that real estate is a tool to support healthcare providers in their mission of delivering quality patient care.

#### OWNERSHIP & CAPITAL PLANNING

Physician Ownership Models  
Syndication & Joint Venture Strategies  
Project Financing  
Monetization / Sale-Leaseback

#### PROJECT FEASIBILITY

Project Goals & Objectives  
Design Support  
Project Budget & Schedule  
Real Estate Pro Forma

#### PORTFOLIO OPTIMIZATION

Portfolio Assessment & Performance  
Portfolio & Facility Utilization  
Lease vs. Own Strategies  
Facility Repurposing

#### STRATEGIC PLANNING

Demographics & Market Analysis  
Ambulatory Network Planning  
Inpatient Facility Planning  
M&A Feasibility & Support

## Independent & Objective Advisors

## Actionable Strategies

## Proven Results



## ADVISORY

Clients often come to us with an initiative to expand services or grow into a new market. They know it will require real estate but don't have many other answers.

RTG works to determine smart solutions to meet your strategic, operational, and financial goals. Our team of healthcare real estate experts is committed to providing every client with independent and objective real estate advice. We leverage our experience in buying, selling, developing, and managing real estate to ensure that we offer sound advice and actionable strategies.

No matter your complex real estate challenge, the RTG team is prepared to help you find the smart solution. The right location, the right healthcare services, the right time, and the right cost structure... The right results for your next project.



The University of Kansas Health System  
Indian Creek Campus Expansion



Cone Health  
MedCenter Mebane



Harbin Clinic  
Tony E. Warren, M.D. Cancer Center



# CONTACT US



**Adam Luttrell**  
Senior Vice President

865.684.2727 | [aluttrell@realtytrustgroup.com](mailto:aluttrell@realtytrustgroup.com)

With more than 17 years of advisory and real estate experience, Adam is an RTG Principal and leads RTG's Advisory service line nationally. His experience includes serving healthcare providers with portfolio optimization analysis, monetization analysis, portfolio and single-asset transactions, debt refinancing, ground lease analysis and restructuring, financial analysis, development feasibility, real estate partnership restructuring and syndication, fair market value opinions, M&A support, and other advisory services.



**Michael Honeycutt, CRE, CCIM**  
Executive Vice President

865.684.2723 | [mhoneycutt@realtytrustgroup.com](mailto:mhoneycutt@realtytrustgroup.com)

Michael is an RTG Principal and Executive Vice President. He provides executive leadership for RTG's Advisory, Compliance, and Valuation service lines. With 20 years of healthcare real estate advisory and development experience, he specializes in strategic planning, market expansion, medical office development, and real estate financing and partnership matters. Michael also has significant experience regarding real estate valuation and regulatory compliance matters.



**Chriss Papayannis, MBA**  
Vice President

717.887.3207 | [cpapayannis@realtytrustgroup.com](mailto:cpapayannis@realtytrustgroup.com)

Chriss is a Vice President of Advisory Services at RTG. He brings over 18 years of healthcare leadership experience, having served in executive roles for hospitals and health systems. Chriss specializes in real estate strategy, facility and portfolio optimization, system growth planning, and executive alignment. His background includes oversight of real estate portfolios ranging from 3 million to 38 million square feet.



**Forrest Gardner, CPA**  
Senior Vice President

615.354.7100 | [fgardner@realtytrustgroup.com](mailto:fgardner@realtytrustgroup.com)

Forrest joined RTG in 2019 to lead the firm's Nashville office. He has over 27 years of experience in the Greater Nashville market as a senior financial professional in the healthcare provider and healthcare real estate industries. He specializes in mergers and acquisitions, financial and real estate operations, due diligence and audit functions for health systems, private and public companies, as well as start-up healthcare groups.

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.



**CONE HEALTH**

**John Miller**  
Chief Investment Officer  
Cone Health

336.832.9515 | [john.miller@conehealth.com](mailto:john.miller@conehealth.com)

**NORTHSIDE  
HOSPITAL**

**Scott Wade**  
Vice President of Planning & Real Estate  
Northside Hospital

404.303.3381 | [scott.wade@northside.com](mailto:scott.wade@northside.com)



**Joe Landsman**  
President and Chief Executive Officer  
The University of Tennessee Medical Center

865.544.9350 | [jlandsma@utmck.edu](mailto:jlandsma@utmck.edu)



**Barritt Gilbert, MD**  
President  
Harbin Properties

706.236.6392 | [bgilbert@harbinclinic.com](mailto:bgilbert@harbinclinic.com)

## RTG RESOURCES

Copyright © RTG. All rights reserved.

No part of this document may be distributed, reproduced or posted without express written permission of Realty Trust Group, other than the following uses:

You may copy this document and its contents for personal use only. You may distribute quotes or content from this document to third parties in news articles, blogs, forums or educational resources provided you acknowledge Realty Trust Group as the source of the material. If distributed online or electronically you must provide a working hyperlink to: <http://www.realtytrustgroup.com>.