



Complex Challenges, Smart Solutions
For Healthcare Real Estate

Overview of
**OPERATIONS
SERVICES**

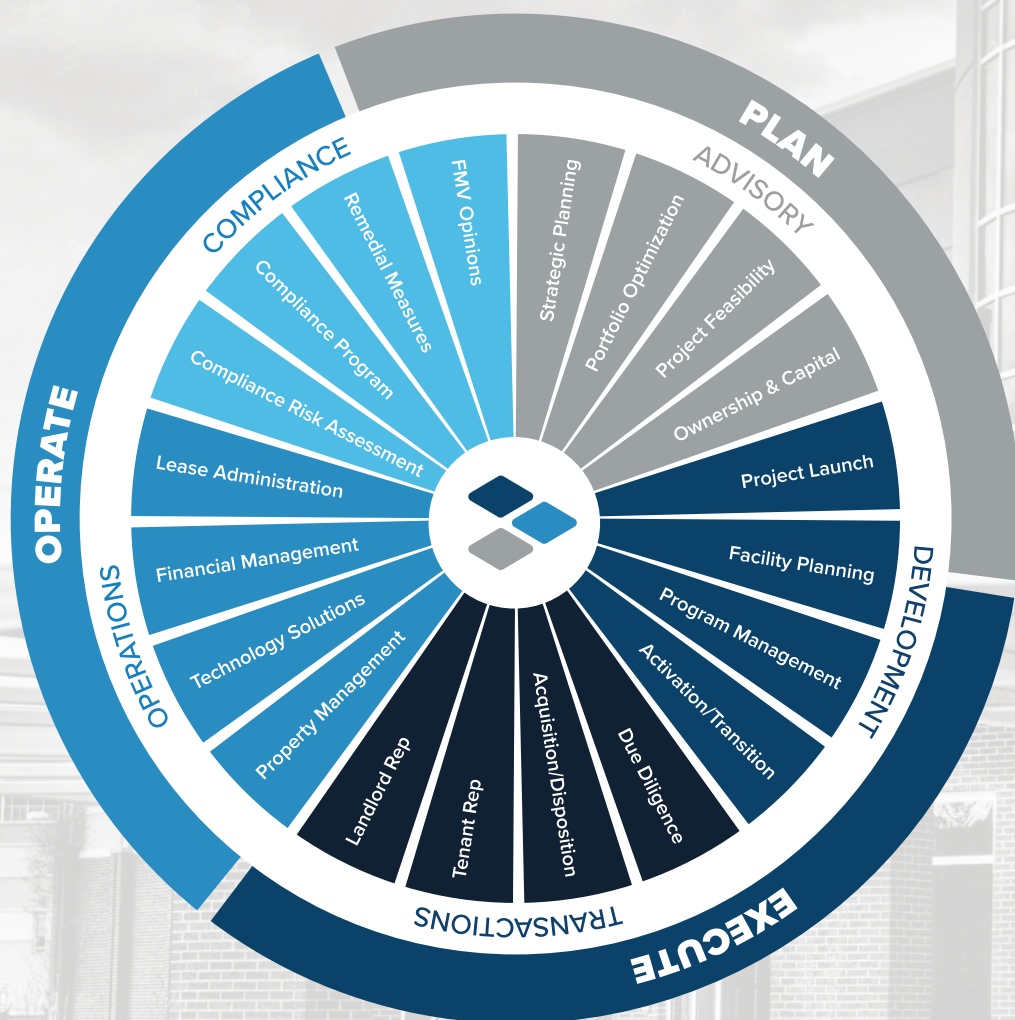
SOUTH ENTRANCE

700



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For 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

4,300+

Healthcare Access Points

19M SF

Assets Under Management

\$1.1B

Development Projects Delivered

\$2.8B

In Completed Healthcare
Transaction Volume

With a clear understanding of healthcare operations and the healthcare regulatory environment, RTG identifies opportunities for cost savings and improved performance.

2022 BOMA Georgia TOBY® Award
Medical Office Building Winner

2022 BOMA Georgia TOBY® Award
100,000-249,999 SF Building Winner

IREM Certified Sustainable Property Designation

LEASE ADMINISTRATION

Portfolio Data & Risk Visibility
Critical Data Monitoring
Compliant Lessee Accounting
Tenant COI Tracking

FINANCIAL MANAGEMENT

Property Accounting
Budgeting
Financial Reporting
Expense Reconciliations
Cash & Partnership Management

TECHNOLOGY SOLUTIONS

RTG PinPoint - Dashboard Analytics
RTG DataBridge - Software Integration
Operating Cost Management System
Cloud Based Software Solutions

PROPERTY MANAGEMENT

Property Audits & Controls
Client Care / Tenant Satisfaction
Cost Containment
Vendor Management
Facilities / Engineering

19M SF
Assets Under Management



OPERATIONS

We know that in this competitive era of healthcare reform, hospitals, medical office buildings, and other ancillary facilities must be positioned as strategic assets and managed for optimal operational advantage. RTG's approach to operations involves a broader view of the strategic plan for one or more assets, market position, capital and financing strategies, and partnership management.



University of Tennessee
Academic Medical Center
Knoxville, TN



Ballad Health
Regional Hospital System
NE Tennessee and SW Virginia



Northside Hospital
Metropolitan Hospital System
Atlanta, GA

CONTACT US



Holly Sparks, CPM
Regional Operations Director

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Holly's 29 years of property management experience includes all aspects of financial and operational management for healthcare and commercial office space. She oversees property management, lease administration, accounting, transactions, and construction management services for RTG. Before joining RTG, Holly served as General Manager for Ventas / Lillibridge Healthcare Services.



Lauren Alexander, MSRE, LEED® Green Associate™
Regional Operations Director

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Lauren has more than 18 years of commercial property management, construction project management, and transaction management experience. As Regional Operations Manager, her team is responsible and accountable for the operational and financial management of a six-million-square-foot regional medical office portfolio. Before joining RTG, Lauren was Vice President with JLL's Property Management, Project Development Services, and Strategic Consulting team.



Hank Carr
Senior Vice President

423.389.4011 | hcarr@realtytrustgroup.com

Hank serves as Senior Vice President in RTG's Johnson City, TN, office and has been in the commercial development, management, and brokerage business for over 30 years. Before joining RTG, he founded and was the CEO / President of Corridor Properties, LLC in Johnson City. Hank worked alongside RTG for almost 20 years before merging Corridor Properties with RTG. He oversees day-to-day operations and specializes in operations, transaction management, and strategic planning for health systems and multi-disciplinary practices.



Elaine Antrican
Senior Director of Property Accounting

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Elaine joined RTG in 2014. She is an experienced accounting professional with demonstrated expertise in maximizing efficiencies to positively impact the bottom line. Elaine oversees a team of 23, including property accountants and lease administrators. She oversees business development, the onboarding of new clients, and RTG's relationship with Yardi. Elaine has implemented and currently maintains the Yardi Commercial Suite and Breeze platforms for RTG clients totaling over 19 million square feet of real estate.

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.



Marvin Eichorn
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RTG RESOURCES

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