



Complex Challenges, Smart Solutions  
*For Healthcare Real Estate*

Overview of  
**TRANSACTION  
SERVICES**

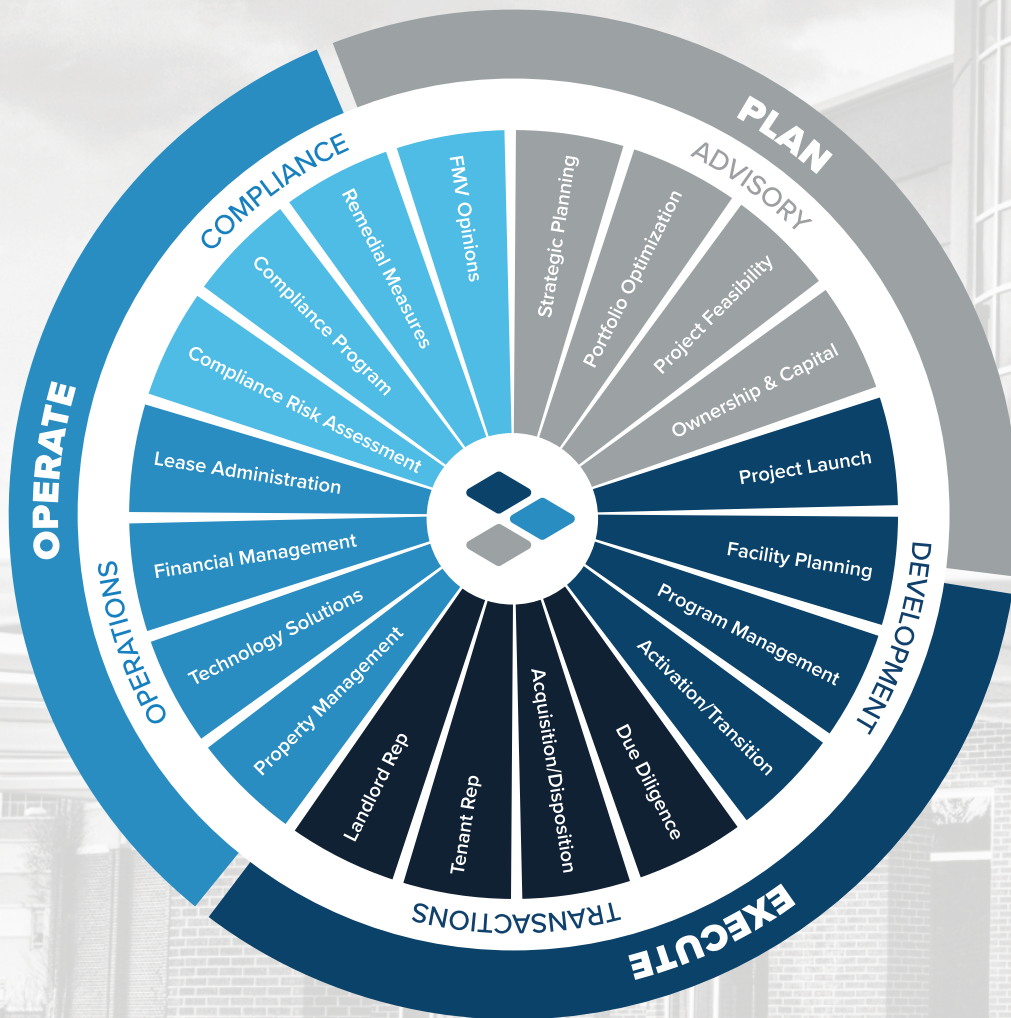






Complex Challenges, Smart Solutions  
For Healthcare Real Estate

## 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



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**

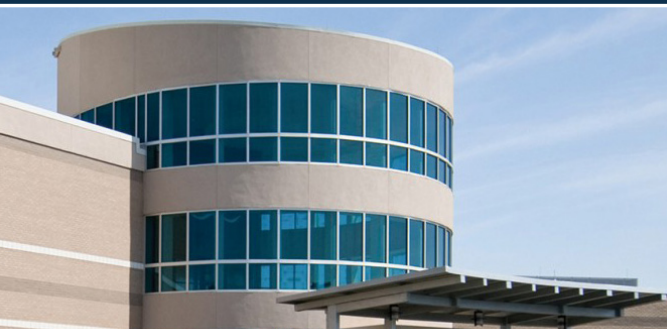
**Actionable  
Strategies**

**Proven  
Results**



## TRANSACTIONS

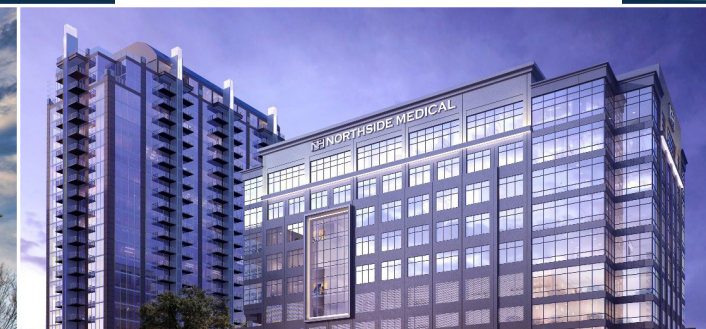
Whether the goal is selecting, acquiring, and entitling a site for future development, performing an asset review and implementing a monetization strategy, or managing a leasing and marketing plan to building stabilization, RTG has the experience and depth of knowledge to complete the transactions needed 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



**Craig Flanagan**  
Vice President

713.893.7507 | [cflanagan@realtytrustgroup.com](mailto:cflanagan@realtytrustgroup.com)

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.



**Chad Simpson, CCIM**  
President

865.684.2737 | [csimpson@realtytrustgroup.com](mailto:csimpson@realtytrustgroup.com)

Chad has 23 years of experience in the healthcare real estate industry. Chad assumed the role of RTG President in January 2023. Chad works on engagements across the company, including health system portfolio management, strategic planning and optimization, project development, and transaction support. His experience includes the development of medical offices and specialty facilities, including ambulatory surgery centers and cancer treatment facilities.

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**  
Chief Administrative Officer  
**Ballad Health**

423.302.3346 | [marvin.eichorn@balladhealth.org](mailto:marvin.eichorn@balladhealth.org)



**John Miller**  
Chief Investment Officer  
**Cone Health**

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



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

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



**Jeff Blankenship**  
Chief Financial Officer  
**West Tennessee Healthcare**

731.541.6739 | [jeff.blankenship@wth.org](mailto:jeff.blankenship@wth.org)



**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>.