



## ACQUISITIONS + PROJECT FINANCING

MB Real Estate (MBRE) acquires healthcare facilities across the United States from a variety of sources, including health systems and physician groups, institutional owners, and local developers. MBRE has acquired more than \$1B in properties since 2012, making it one of the largest private buyers/owners in the country. MB Real Estate has a team of experienced professionals who are agile enough to execute a variety of acquisitions - ranging from complex, \$100M+ multi-state portfolios with assumable financing to straightforward, single-tenant properties of \$5M. MB Real Estate has ample experience in acquiring both core and value-add property types, on and off-campus, across the country.

## DEVELOPMENT + PROJECT MANAGEMENT

MBRE leverages in-house development and project management teams to tackle ground-up development projects across the country in a cost effective manner. The firm understands the needs of health systems to continually drive costs downward and passes on its very low cost of capital to its clients directly. The firm is outfitted to provide site-selection, entitlement services, feasibility studies, LEED consulting and ground-up construction services to healthcare and life science companies alike. MBRE is able to provide clients with confidence in project execution and optimal buying power to deliver an efficient project without incurring unnecessary costs. The team has 30+ years delivering healthcare projects and working through the nuances of the development process (deals ranging from \$10-200 million).

## LEASING + PROPERTY MANAGEMENT

With more than 4.5 million square feet of healthcare facilities currently under management across 23 states (in addition to 23 million square feet of real estate across an additional 13 states), MBRE has the resources and infrastructure to manage property effectively and efficiently. Managing healthcare facilities involves unique challenges, but MBRE's experience and knowledge of the property type and its 30 year history of managing institutional grade properties, allows it to successfully navigate these challenges. Applying a hands-on approach to management, the group strives to enhance value, ensure low operating costs, and maximize tenant satisfaction.

On the leasing front, MBRE has represented some of the most discerning health systems in the country and prides itself on understanding healthcare as an industry; its strengths, challenges, and trends, and incorporates this understanding into its leasing efforts.

## CONSULTING

An amalgamation of all service lines, the consulting efforts of MBRE's healthcare group is rooted in our extensive knowledge of healthcare as an industry. In fact, MB Real Estate is comprised of former healthcare executives - in addition to a team of real estate professionals. This knowledge of the healthcare industry translates into better real estate solutions for both tenants and clients.

The team is equipped to formulate and implement strategies and to ensure operations are as efficient and well planned as possible. Programming, design, and integration are crucial in this service line and MBRE has more than 30 years successfully executing implementation plans.

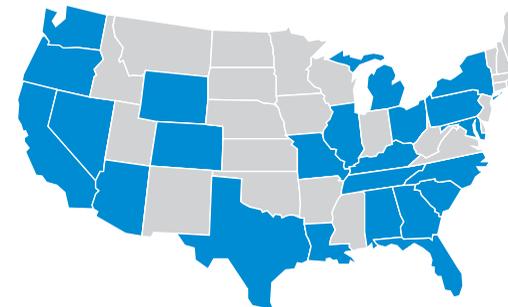
## PEPP | PHYSICIAN EQUITY PARTICIPATION PROGRAM

MBRE's Physician Equity Participation Program (PEPP) is designed as a way for healthcare systems and physicians to monetize their assets and participate in the equity ownership of real estate. MBRE inserts the PEPP participants into a highly favorable ownership position within the capital structure of real estate projects. In addition to benefiting from the most attractive returns any project can deliver, MBRE alleviates participants from guaranteeing any debt instrument that may be placed on the property. As a result, participants in PEPP are able to leverage MBRE's capital and expertise, minimize downside risk, and achieve strong investment returns created by the value of their tenancy.



[www.mbrehealthcare.com](http://www.mbrehealthcare.com)

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EXPERIENCE IN  
23 STATES