



TRANSWESTERN

REAL ESTATE
SERVICES

We focus on the real estate, to allow you to focus on the **healthcare.**



Transwestern
Healthcare Advisory
Services supports
your goals with local to
national expertise.

Arrowhead Orchards
Glendale, AZ

Local team to understand and
advocate for your business



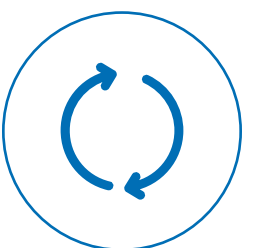
Strong **Phoenix-based healthcare
group** to ensure access to knowledge



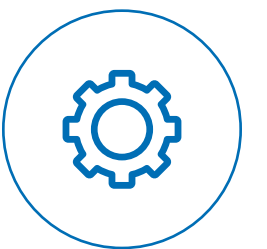
Vast, **interconnected national
healthcare platform** working as one



Healthcare real estate expertise
across the entire continuum of care



Customizable tools to
optimize your real estate



Access to **Transwestern's Family of Companies**
to support all real estate outcomes and needs



LOCAL TEAM

Our Phoenix team’s deep, local healthcare network enables us to advocate for your real estate goals.

WE HAVE OVER 84 YEARS OF COMBINED EXPERIENCE, WITH MORE THAN 15 YEARS AS A TEAM.



VINCE FEMIANO

Vince Femiano, Senior Vice President, is a member of Transwestern’s Healthcare Advisory Team. During his 20+ years of brokerage in Arizona, he was recognized for his broad market knowledge and thorough understanding of the complexities of administering regional accounts. Prior to rejoining Transwestern in 2019, his team continues to be a top medical team in Arizona. Vince has represented landlords, hospital systems and physician groups. Vince’s achievements are directly related to his absolute commitment to his clients.



KATE MORRIS

Kate Morris, Senior Vice President, is a member of Transwestern’s Healthcare Advisory Team. Kate provides support to investors interested in leasing, buying, or selling their properties. She offers expertise in transitioning vacant hospitals into creative commercial space. Kate has over 30 years of commercial real estate experience. She has completed several complex transactions, including land for micro-hospitals, a consolidation of a corporate headquarters for a medical firm, and dozens of clinics and surgery centers.



KEVIN SMIGIEL

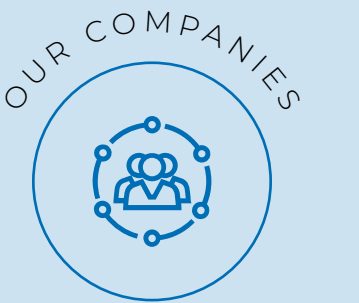
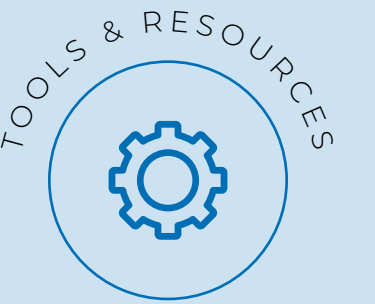
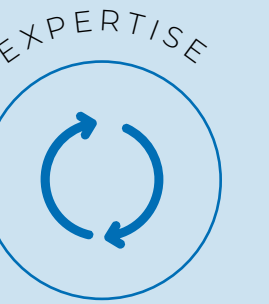
Kevin Smigiel has over 5 years of commercial real estate experience and specializes in healthcare sales and leasing in the greater Phoenix area, representing developers, landlords, tenants, buyers and sellers.



WINDY BRECK

Windy has over 30 years of commercial real estate experience and is responsible for the brokerage marketing, accounting, and transaction elements for the Healthcare advisory team.

OUR CLIENTS KNOW & TRUST US.



PHOENIX MARKET

You have the expertise of the strongest healthcare team in Phoenix, and we always strive to stay ahead of the market trends.

MEDICAL OFFICE MARKET HIGHLIGHTS

MEDICAL OFFICE ALL CLASSES	Q1 2023	Q1 2022	ONE-YEAR TREND	FIVE-YEAR TREND	12-MONTH FORECAST
INVENTORY <i>(MSF)</i>	21.4	21.3	<>	20.8	<>
NET ABSORPTION <i>(THOUSANDS SF)</i>	75.1	72.4	↑	66.8	↓
OVERALL VACANCY RATE	12.3%	14.5%	↓	14.9%	↓
OVERALL VACANT SF	2.4	2.8	↓	2.9	↓
UNDEER CONSTRUCTION <i>(THOUSANDS SF)</i>	0.2	0.2	<>	0.3	<>
ASKING RENT <i>(PSF)</i>	\$23.80	\$22.77	↑	\$21.73	↑
SALES VOLUME <i>(MILLIONS)</i>	\$109.1	\$166	↓	\$93.6	<>

4.9%

AVERAGE WAGE GROWTH IN PHOENIX

**Based on Q1 2023*

3.1%

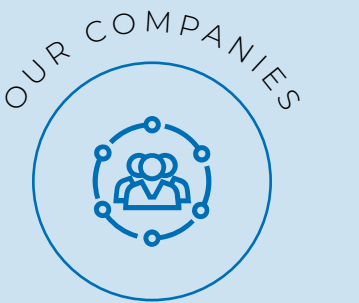
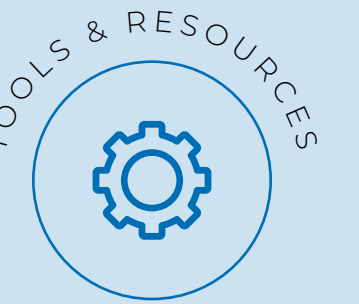
UNEMPLOYMENT RATE IN PHOENIX

**Based on Q1 2023*

8.5%

INFLATION RATE IN PHOENIX

**Based on Q1 2023*



NATIONAL PLATFORM

You are backed by the largest, dedicated interconnected healthcare platform in the nation.



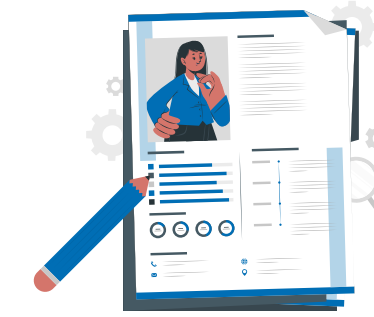
Connected

When we say you get all of us, we mean it. Our healthcare expertise transcends state, service, and company lines.



Adaptable

No two clients are exactly the same. We use an a la carte service model to optimally answer each individual need.



Experienced

As you'll see, our experience spans the continuum of care and represents every possible real estate requirement.

167

NATIONAL OWNER & TENANT CLIENTS

**Based on mid-year 2022*

\$355.6M

BROKERAGE TRANSACTION VALUE

**Based on mid-year 2022*



**GI ALLIANCE
SOUTHLAKE, TX**



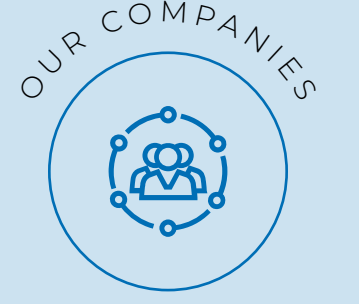
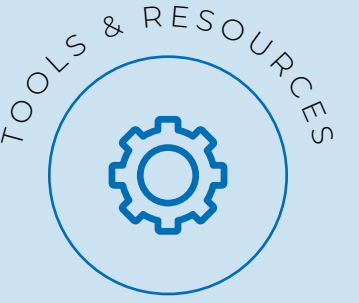
**MAYO CLINIC
ROCHESTER, MN**



**HTA
NASHVILLE, TN**




**PHOENIX CHILDREN'S
PHOENIX, AZ**



EXPERTISE

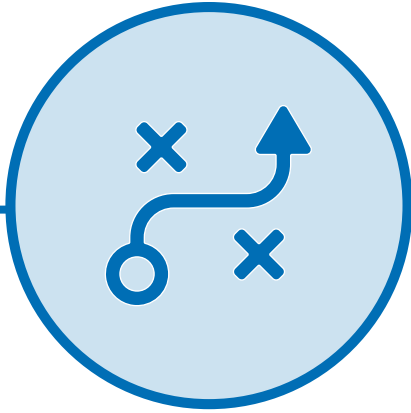
Our healthcare expertise spans the entire continuum of care and all aspects of real estate brokerage.



**ORGANIZATION
NEEDS
ASSESSMENT**




**MISSION /
REAL ESTATE
ALIGNMENT**



PLANNING



**MARKET
RECONNAISSANCE**




**LOCATION
ANALYTICS**



**BUY / BUILD /
LEASE ANALYSIS**



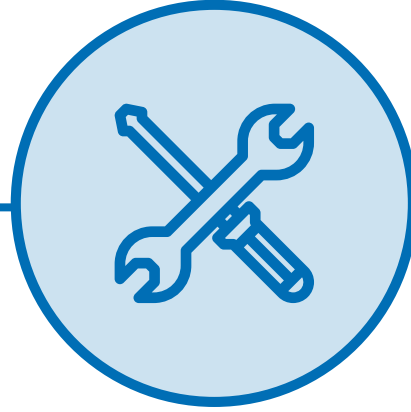
**OPTIMIZATION /
COST REDUCTION**



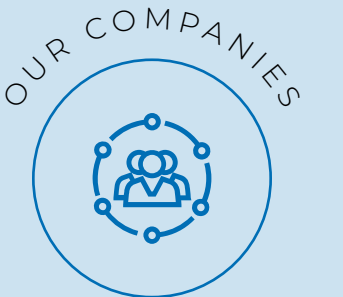
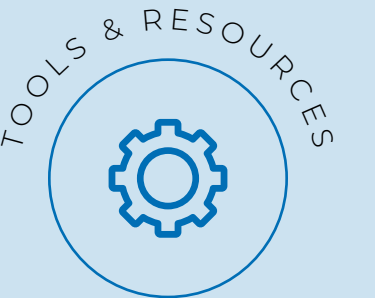
**BROKER OPINION
OF VALUE**



**PROJECT
MANAGEMENT**



CONSTRUCTION



EXPERTISE

Our healthcare expertise spans the entire continuum of care and all aspects of real estate brokerage.



CASE STUDY

2777 E Camelback

OPPORTUNITY:

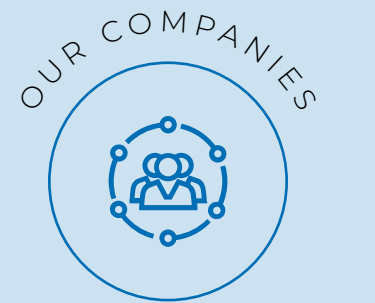
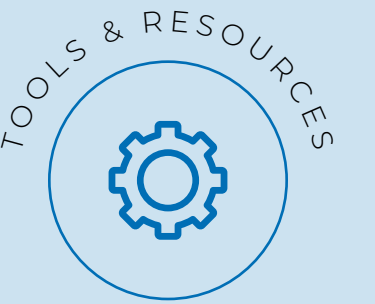
Assist with expansion and consolidation that included signage, better patient access, and enhanced parking.

SOLUTION:

Transwestern presented the client with a building with a 40,000 SF full floor plate and required loading and height, underground parking, and exterior signage.

RESULTS:

Enhanced staff collaboration and more efficient patient flow, with garage parking and easy access to the suite for patients..



EXPERTISE

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**CASE STUDY**

101 Medical Gateway

OPPORTUNITY:

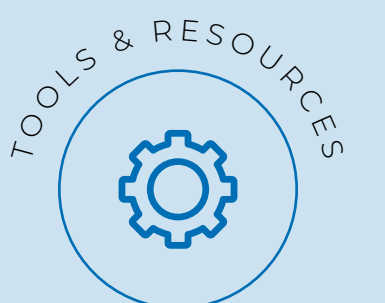
Convert remaining office and classroom vacancy on second floor into medical suites.

SOLUTION:

Leveraging the proximity to the hospital, current Tenant mix, and creative deal terms, the Transwestern team was able to execute the office to medical conversion.

RESULTS:

During COVID, the Transwestern team was able to get 4 leases signed with medical Tenants bringing the building occupancy to over 95%.



EXPERTISE

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CASE STUDY

610 W Jerome

OPPORTUNITY:

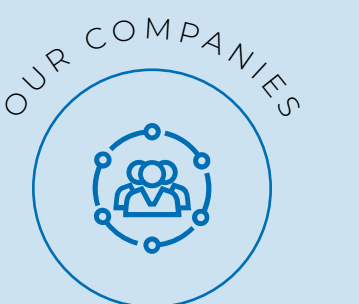
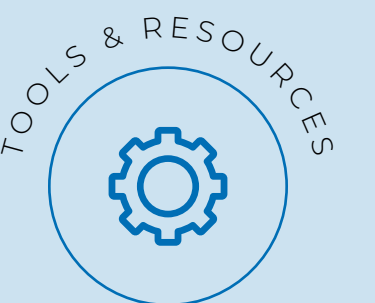
Fill a vacancy of a specialty hospital after the user they purchased for was unable to move forward with a lease.

SOLUTION:

Transwestern worked with the local hospital systems and larger specialty groups to maintain the highest and best use for the building.

RESULTS:

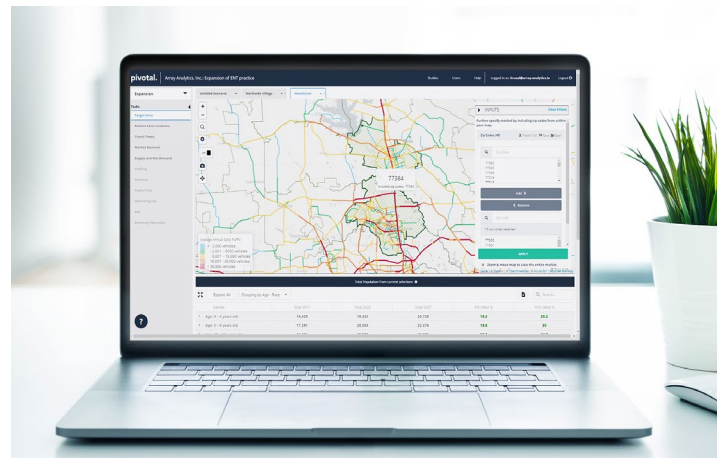
Transwestern was able to secure long term Tenant who was able to use the existing layout of the building. The Tenant will be serving a much needed population in the community.



TOOLS & RESOURCES

Our customizable tech and tools strategically improve your efficiency and patient care.

THIS IS A KEY SELECTION OF OUR HIGHLY EFFECTIVE RESOURCES.



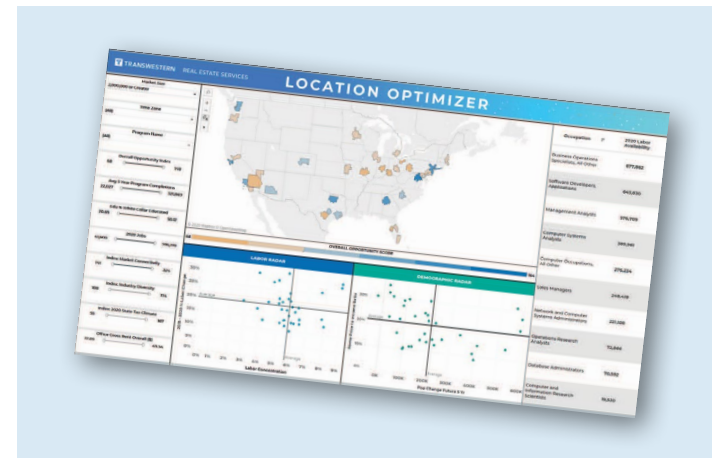
Pivotal

We use Pivotal, a data intelligence platform, for all of our clients. Pivotal provides map-based healthcare business intelligence powered by the most comprehensive database of claims, insurance, and revenue data.



Curve

Through real-time data interaction and customized reporting, Curve allows you to make decisions that enhance portfolio value.



Location Analytics

Our consulting group's location services enable transformation through data science and bring clarity to complex problems.



Lease Admin

Our lease admin professionals craft tailored solutions for our clients, from service delivery to technology system to develop precise portfolio strategy.



Hospital Protocols

We have worked with many of the largest hospital systems in the nation, and we leverage those relationships to unify and improve best practices for every client.

REPRESENTATIVE CLIENT:



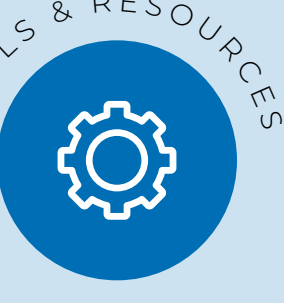
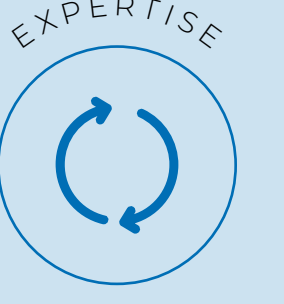
REPRESENTATIVE CLIENT:



REPRESENTATIVE CLIENT:



REPRESENTATIVE CLIENT:



TRANSWESTERN COMPANIES

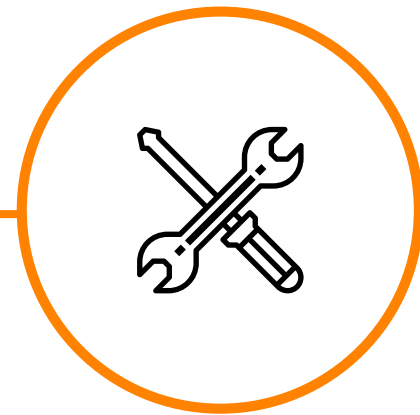
The Transwestern companies provide overarching support for your needs.

OUR TRANSWESTERN COMPANIES ARE FULLY INTEGRATED TO ELIMINATE RED TAPE.



Real Estate Services

Transwestern applies decades of coast-to-coast healthcare experience to every aspect of the continuum of care.



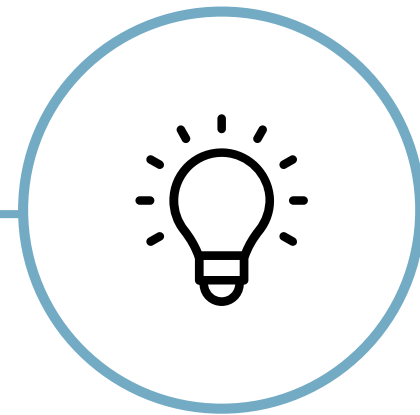
Development Company

We bring specialty healthcare knowledge to development of complex projects.



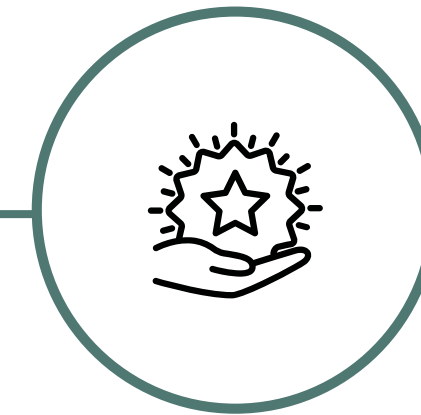
Investment Group

We use discretionary capital to foster the long-term growth of established entities, such as large hospital systems.



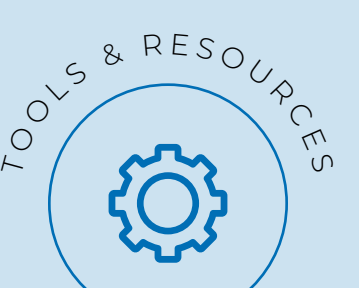
Ventures

Transwestern utilizes capital for aggressive growth opportunities such as early-stage clinics.



Hospitality Group

We're focused on enhancing the overall tenant experience, because healthcare facilities should have quality experiences too.





TRANSWESTERN

REAL ESTATE
SERVICES

Let's do this.

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