



COMMERCIAL REAL ESTATE SERVICES

Healthcare Services





REPRESENTING HEALTHCARE PROVIDERS & SYSTEMS, PHYSICIAN GROUPS & INDEPENDENT PRACTICES

We're with you the whole way. We conduct an extensive upfront interview with clients, determine their unique circumstances and resolve any outstanding issues. After completing that, we present an actionable plan. We are committed to our core pillars throughout the process of our healthcare provider real estate transactions. These guiding principles have proven successful time and time again.

- Improved patient experience
 - Physician alignment & staff retention
 - Efficient cost control
 - Enhanced outcomes & quality of care
-
- Purchasing real estate: After our initial interview and decision to move forward, we coordinate with our client's established attorneys with offer preparations, term negotiations and offer acceptance.
 - Selling real estate: Our Broker Opinion of Value can help determine market value and identify strategies to increase sale price.
 - Relocating: Delivering healthcare in a construction zone can be difficult. Often, it's easier to relocate a clinic than it is to remodel an existing one.
 - Lease: From site selection and lease term negotiations, we are with our clients all the way. Our process ensures the planning is in place before the lease is signed to meet or exceed our client's timeline and quality expectations.
 - Renew: Lease renewal is an often-overlooked opportunity to negotiate additional benefits from the Landlord. We help our clients remove previous amortized rental costs, receive additional tenant improvement dollars, and negotiate other rights or opportunities that benefit the provider.
 - Sublease: When a site becomes unnecessary, it may be beneficial to sublet the remaining term of a leased premises. Or conversely, it can be an economical option for a provider to sublease space.
 - Development: Developing a facility to a provider's exact needs can be the perfect solution. A precise location, efficient economics, and predictable long-term maintenance are the benefits of development.
 - Monetization strategy: An owned facility has its long-term benefits within a provider's portfolio. However, there are times when a provider needs to liquidate their real estate to deliver care in other ways. The right solution may be to monetize (sale-lease-back) the owned asset.



REPRESENTING MEDICAL INVESTORS & LANDLORDS

Our process begins with determining the strengths, opportunities, and value of a property. The goal of our analysis is to maximize provider efficiencies, which makes it easier to lease a property and enhance value. We sell and lease medical investment properties at market prices because we have

- Deep market knowledge through research, and analysis
 - Experience in thorough and accurate broker opinion of value
 - Strong relationships with developers, REITs, institutional and local investors and healthcare landlords
-
- **Broker Opinion of Value (BOV):** Investors and Landlords need to determine Market Value for various reasons. It may be for lease rate, renewal terms, or a building sale or purchase price.
 - **Healthcare Real Estate (HCRE) Investing:** We work with buyers and sellers of medical facilities or medical office buildings (MOBs). We provide buyers options in a recession resistant asset class. We represent buyers and sellers for all medical assets from Class A to value-add with their healthcare real estate investments.
 - **Landlord Lease Listing:** We know the target audience and what is attractive in lease opportunities because we've worked extensively with medical tenants as clients. We understand medical tenants' perspectives and have many relationships with landlords and medical vendors in the industry. We believe it's important to identify medical tenants that have synergy with other medical tenants in the building and their hospital affiliation. This synergy creates referrals, enhanced patient experience and longer-term tenancy. We are experienced with new leases and lease renewal negotiations. We have a thorough understanding of market rental rates and net effective rates.
 - **Gap Analysis:** Gap analysis is important for all in healthcare real estate. A landlord may have healthcare facility vacancies and look for missing specialties in the area where the facility is located to better market and attract tenants. A developer or investor may want a Gap Analysis to understand long-term implications of varying demands on their projects. Regardless the perspective, we conduct an extensive upfront interview with clients, dissect their unique circumstances and translate them into actionable decisions. Gap analysis determines:
 - ◆ Where holes are between competition, or other providers that may align
 - ◆ Ideal Locations for doctors, staff, patients and communities
 - ◆ The demographics to support a particular specialty
 - **Tenant Mix Study:** Tenant Mix can be important for efficient care delivery. Another consideration in tenant mix is leveraging synergistic practices. Some types of practices benefit by neighboring others, especially within the same health care system.
 - **Portfolio Optimization:** After a deep dive of a client's current real estate assets, we provide recommended adjustments to enhance overall portfolio performance. We study existing leases, owned assets, and when applicable the asset mix. We consider what services are delivered – where and to what populations – for the best real estate method to deliver our client's healthcare services. This study may include strategic planning (long term view) or stand alone.

Becoming a commercial real estate agent specializing in healthcare real estate takes time, patience and a large number of contacts in the field. In handling transactions for national, regional and local based physician groups and covering both private and hospital based practices for over 3 decades combined; **Jason Bantel, CCIM** and **Matthew B. Weinberger** are the most qualified team in Central Florida to handle any assignment in the healthcare real estate industry.

WHAT CLIENT WANTS

Execution
In-house research
Access to accurate information
Service Responsiveness
Excellent Communication
Multi-market intelligence
Quality presentation materials

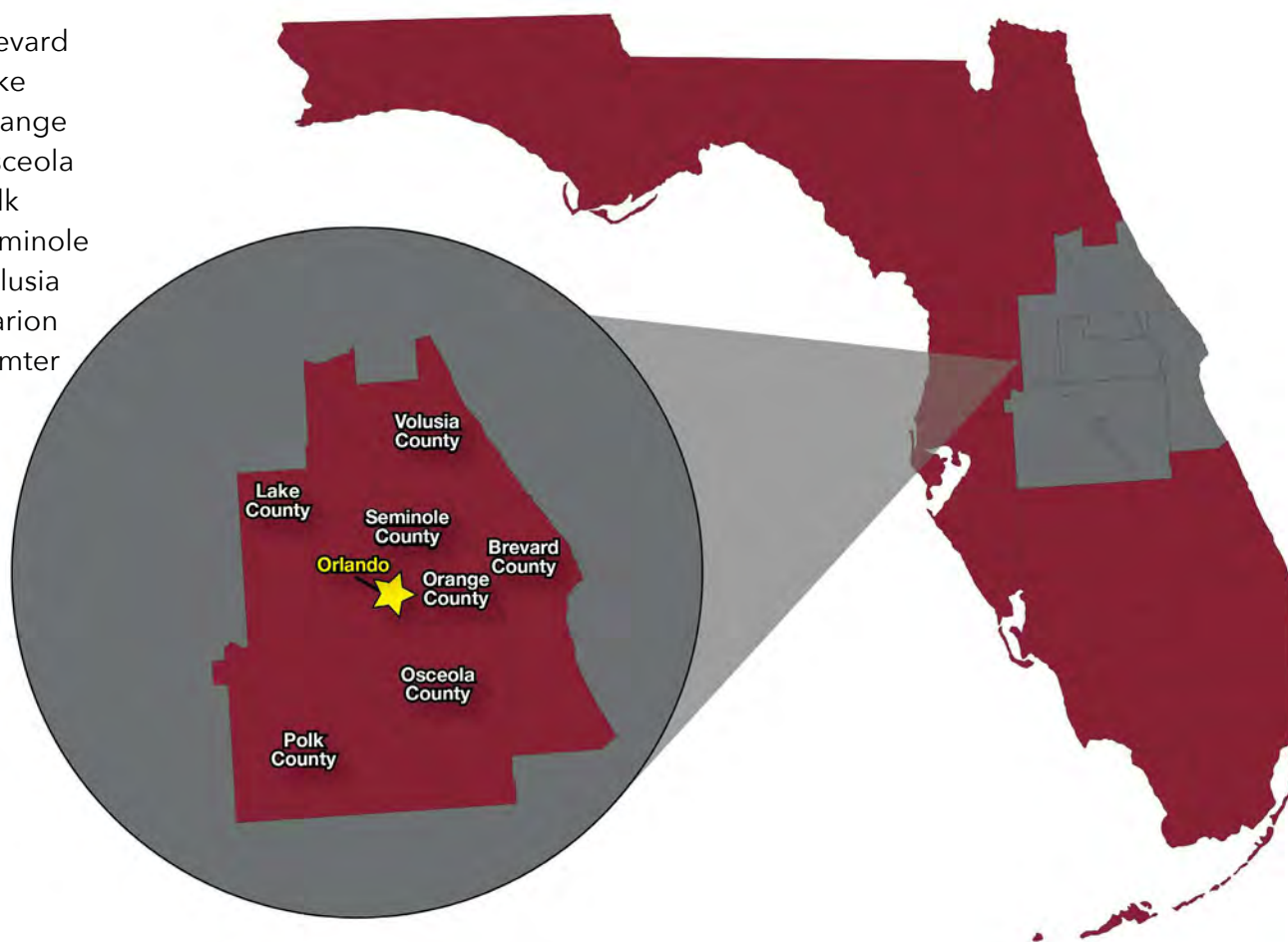


THE LEE SOLUTION

Collaborate efforts: team vs. individual
Product knowledge
Comprehensive database
Added capacity marketing support
Consistent reporting
Multi-market company
Professional collateral materials

SERVING THE GREATER CENTRAL FLORIDA AREA

- Brevard
- Lake
- Orange
- Osceola
- Polk
- Seminole
- Volusia
- Marion
- Sumter



NOTABLE PAST & CURRENT CLIENT LIST

Lee & Associates Healthcare is pleased to work with the following market leaders on their healthcare real estate acquisitions, dispositions and project leasing needs:





321-281-8509

jbantel@lee-associates.com

leecfl.com

1017 E South Street
Orlando, FL 32801

CIVIC & INDUSTRY

AFFILIATIONS

- ▶ Certified Commercial Investment Member (CCIM)
- ▶ Realty Capital Top 3 Producing Broker 2006, 2008, 2009, 2010 & 2012
- ▶ NRA Life Member
- ▶ Coastal Conservation Association (CCA)
- ▶ Bow Hunters United

PARTIAL CLIENT LIST

- ▶ Duke Realty Healthcare
- ▶ Principal Real Estate Investors
- ▶ Physician Associates
- ▶ Prime Kurtell Properties
- ▶ Park Place Behavioral Hospital
- ▶ Osceola Cancer Center
- ▶ Twin Lakes Surgery Center
- ▶ The Elstein Group
- ▶ Pineloch Management

JASON BANTEL, CCIM

Senior Vice President | Principal

PROFILE

With over 2 decades of experience in Central Florida, Jason Bantel has focused exclusively on healthcare with several hundred completed real estate transactions on his resume demonstrating extensive experience in the medical real estate industry. Mr. Bantel is an accomplished agent with a proven ability to develop and implement real estate strategies that support business, financial and medical objectives. He has earned the coveted Certified Commercial Investment Member designation, proving expertise in financial, market and investment analysis, in addition to negotiations.

Within the medical real estate industry, Mr. Bantel further specializes in Landlord and Seller representation for hospital systems, private practices, and investors to include sales, leasing, site selection, medical condominium conversions, opinions of value, consulting, and development. He has successfully negotiated transactions over a diverse portfolio of medical practice space including surgery, imaging, radiation/oncology, dialysis, ancillary retail, rehabilitation, laboratory, and clinical office. This allows Mr Bantel to help his clients with minimizing risk, making informed decisions, enhancing credibility and maximizing return on their investment all while speeding up delivery to market.

SELECTED EXPERIENCE

- 79,500 SF On Campus MOB Lease Assignment
- 60,000 SF On Campus MOB Lease Assignment
- 57,000 SF On Campus MOB Lease Assignment
- 44,500 SF Medical Office Park Development Lease Up
- 33,400 SF Medical Office Investment
- 30,000 SF Adolescent Behavioral Health Facility
- 28,800 SF Build To Suit Oncology Center Lease/Sale
- 24,000 SF Medical Administration Building Sale
- 16,500 SF Psychiatric Outpatient Hospital Lease/Sale
- 16,000 SF Oncology Center Sale
- 14,400 SF GI Surgery Center
- 14,000 SF OB/GYN Center Sale
- 10,000 SF Internal Medicine & Research Lease
- 9,700 SF Family Practice Lease



MATTHEW B. WEINBERGER

Vice President | Healthcare Real Estate Advisor

○ 321-281-8510

mweinberger@lee-associates.com
leecfl.com

1017 E South Street
Orlando, FL 32801

CIVIC & INDUSTRY

AFFILIATIONS

- ▶ NAIOP
- ▶ UCF Alumni Association
- ▶ Winter Park Chamber of Commerce
- ▶ Franklin Street Orlando
Office Top Producing Broker -
2021 & 2022

PARTIAL CLIENT LIST

- ▶ Verax Investments
- ▶ Onicx Group
- ▶ Tavistock Development Company
- ▶ Hammes Partners
- ▶ Flagship Healthcare Properties
- ▶ Lamm & Co. Partners
- ▶ Eastern General Realty
- ▶ Orlando Neurosurgery
- ▶ K2 Medical Research
- ▶ Park Square Enterprises
- ▶ Kimaya
- ▶ The IV Lounge
- ▶ YMD Eye & Face
- ▶ Interstruct
- ▶ Tcii Capital Group
- ▶ Excelsior Development
- ▶ Vista Clinical Diagnostics

PROFILE

Matthew Weinberger brings a strong background in representing owners, developers, investors and occupiers in the acquisition, disposition, development and agency leasing of medical office buildings, ASC's, Hospitals & Life Sciences Facilities throughout the Southeast U.S. In addition to representing clients in transactions, he has significant experience in site selection for new practices, surgery centers, hospitals, and other medical locations, consulting on owned real estate assets, portfolios, and assisting healthcare real estate users and investors with development and investment strategies.

Matthew earned a B.A. in Business Management and Entrepreneurship with a Legal Studies Minor from the University of Central Florida.

SELECTED EXPERIENCE

- 150,000 SF Medical City MOB Leasing Assignment
- 90,000 SF MOB Portfolio Investment Sale
- 64,000 SF On-Campus MOB Leasing Assignment
- 56,000 SF MOB Leasing Assignment
- 50,000 SF On-Campus MOB Leasing Assignment
- 30,000 SF MOB Pre-Leasing Assignment
- 29,000 SF MOB Pre-Leasing Assignment
- 23,241 SF Brain and Spine Center Pre-Lease/Investment Sale
- 21,993 SF STNL Hospital System MOB Investment Sale
- 13,000 SF MOB Redevelopment Pre-Lease & Investment Sale
- 9,000 SF Prosthetics & Orthotics MOB User Sale



Nico Bañez

Associate

PROFILE

Nico Bañez specializes in healthcare real estate in Central Florida. As a member of the Lee & Associates Medical Team, he represents owners, investors, healthcare systems, and physician groups in the sale, leasing, and site selection of medical office buildings (MOBs), ambulatory surgery centers (ASCs), and other healthcare facilities.

Nico is an Orlando native and Ivy League graduate of Dartmouth College. He combines a deep local network with a genuine passion for people, helping clients confidently navigate the Central Florida healthcare real estate market. He brings a relentless work ethic and communication skills honed as a Division I athlete and small business owner before joining Lee & Associates.

Having joined Lee & Associates Central Florida in 2024 on the industrial team, where he focused on data collection and lead generation, Nico now brings his technical edge to the Medical Team alongside veteran healthcare brokers Jason Bantel and Matthew Weinberger. Together, the team serves all seven counties of Central Florida: Orange, Seminole, Osceola, Lake, Polk, Brevard, and Volusia.

C 407.404.4642

nbanez@lee-associates.com

leecfl.com

1017 E South Street
Orlando, FL 32801



THE LEE ADVANTAGE

Every Lee & Associates office delivers world-class service to an array of regional, national, and international clients - from small businesses and local investors to major corporate users and institutional investors.

Since 1979, Lee & Associates has reimagined the way that commercial real estate companies should be structured. Each Lee & Associates office is owned and operated by its professionals. As shareholders of the company, this separates us from our competition and creates one common goal; to provide seamless, consistent execution and value-driven market-to-market services to our clients.

SERVICES TO MEET THE NEEDS OF OUR CLIENTS

Lee & Associates' offices offer a broad array of real estate services tailored to meet the needs of the company's clients in each of the markets it operates, including commercial real estate brokerage, integrated services, and construction services.

With specialty practice groups in each of these disciplines, our professionals regularly collaborate to make sure they are providing their clients with the most advanced, up-to-date market technology and information.

PROFESSIONAL DEVELOPMENT

At Lee & Associates, our culture, which is driven by entrepreneurialism that is steeped in client services, has always attracted the best and brightest in the industry. Our core values, coupled with our professional's expertise and knowledge, have always been the foundation of our success.

To ensure that our clients always receive the highest level of expertise and service, we believe that continued education and training are key. In addition to our annual Lee Summit conference, each year, we host both online and small group training sessions focusing on continued education for our brokerage, integrated services, marketing, IT, and administrative professionals. Lee & Associates is home to the 5th largest number of Society of Industrial and Office Realtors (SIOR) members in the world and is ranked in the top 10 Certified Commercial Investment Member (CCIM) designee companies in North America.

54%
INCREASE
IN BROKERED SALE &
LEASE SF OVER 5 YEARS

\$14+
BILLION
2020 TRANSACTION
VOLUME

1,300
PROFESSIONALS
AND GROWING
INTERNATIONALLY

AFFILIATE
INTERNATIONAL
RELATIONSHIP



GERALDEVE



CONTACT:

NICO BANEZ

ASSOCIATE
HEALTHCARE REAL ESTATE
(321) 281-8517
NBANEZ@LEE-ASSOCIATES.COM

MATTHEW WEINBERGER

VICE PRESIDENT
HEALTHCARE REAL ESTATE
(321) 281-8510
MWEINBERGER@LEE-ASSOCIATES.COM

JASON BANTEL, CCIM

SENIOR VICE PRESIDENT/PRINCIPAL
HEALTHCARE REAL ESTATE
(321) 281-8509
JBANTEL@LEE-ASSOCIATES.COM

LEE & ASSOCIATES - CENTRAL FLORIDA
(321) 281-8500
1017 E SOUTH STREET
ORLANDO, FL 32801