

JONES

Healthcare Real Estate



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SPECIFIC FOCUS



WHAT WE DO



WHO WE SERVE



OUR PROCESS



CONTACT

FORWARD THINKING.

SERVANT MINDED.

Healthcare real estate is far more specific than general commercial real estate, and a unique understanding of these key differences is required for successful transactions.

Jones Healthcare Real Estate exists solely to serve tenants and buyers in the healthcare industry by providing intelligent solutions to their real estate requirements. We partner with your practice and work as an extension of your team, diligently and exclusively promoting your goals and objectives.

Whether it is your first location or your hundredth clinic, we will be with you every step of the way.

Thank you for considering our firm.

Barrett Jones
Founder & Managing Principal



SPECIFIC FOCUS

Jones Healthcare Real Estate exists solely to serve tenants and buyers in the healthcare industry. We understand the unique challenges medical occupiers face, and created a brokerage specifically designed to provide intelligent solutions to their real estate requirements.



Healthcare Only

We work exclusively in the healthcare industry, returning countless hours and material savings back to your business or practice while significantly reducing your exposure to costly, time-consuming real estate issues.



No Conflict of Interest

We do not represent Landlords or Sellers, eliminating any potential conflict of interest between negotiating parties and opposing objectives.



We're Specialists.
Like you.



REAL ESTATE C+STS

Real Estate costs are often the **second highest expense** for healthcare practices.

The difference between a strategically or poorly negotiated transaction can save or cost you hundreds of thousands of dollars over the term of the lease. With so much at stake, it is critical to engage a knowledgeable, specialized representative to advocate aggressively and exclusively for your interests.



**2ND
HIGHEST
EXPENSE**

- + Minimize your lease costs
- + Maximize landlord contributions and concessions
- + Leverage the market to give you the edge in negotiating
- + Avoid costly delays and complications
- + Return valuable time for you to operate and grow your business
- + Provide peace of mind knowing you achieved the best possible lease terms

WHAT WE DO

You're Experts in Your Field.
We're Experts in urs.


HealthwhereTM

Intelligent Real Estate Solutions
for the Healthcare IndustryTM



Site Selection

-  Market Overview
-  Demographic Analysis
-  Feasibility Study
-  Site Tour







Lease Negotiation

-  Comprehensive RFP
-  Terms Negotiation
-  Financial Analysis
-  Contract Review






Portfolio Management

-  Lease Optimization
-  Market Strategy
-  Critical Date Management
-  Single-Point-Of-Contact






Acquisition & Disposition

-  Lease vs. Purchase Analysis
-  Sale Leaseback
-  Single & Multi-Tenant Assets



Ambulatory Strategy

-  DeNovo Playbook
-  Architectural/Design Oversight
-  Vendor Coordination



Economic Incentives

-  Incentives Negotiation
-  Municipal Concessions

WHO WE SERVE



Behavioral Health



Infusion Therapy



Telehealth



Physician Practices



Fertility & A.R.T.



Pharmaceutical



Home Health



A.S.C.



Dentistry



Veterinary



Life Sciences

STRATEGIC APPROACH

Markets Aren't Static.
Your Strategy Shouldn't Be Either.



Data Driven Insights

Your practice is more than four walls and an address. Evaluate markets with dynamic data and insights and find the perfect location to deliver a patient experience.



Streamlined Deliverables

Specifically tailored deliverables make sure business terms are negotiated on your terms. We'll give you the edge the landlord doesn't want you to have.



Deep Market Intelligence

Pick a market: primary, secondary or middle-of-nowhere. We've got you covered with active listings, market trends, referral sources and competitive landscape.



PROVEN PROCESS

Site Tour & RFP

- Physical Property Inspection
- Comprehensive Request for Proposal
- Terms Negotiation
- Financial Analysis & Tracking
- Non-binding Letter of Intent

Document Review

- Lease Review & Comment
- Attorney Support
- Timeline Management



01

Market Analysis

- Demographics, Data, Heatmaps
- Referral Source Mapping
- Competitive Landscape
- Market Trends & KPI's
- Availability Report

02

Team Assembly & Lead

- Vendor Coordination
- Timeline Management
- Comprehensive Reporting
- Single-Point-Of-Contact

03

04

Ongoing Support

- Critical Dates Management
- Option Negotiation
- Document Repository
- Market Updates

05

SINGLE POINT OF CONTACT

One Call.
Not Dozens.

Real Estate is not your primary business, but it can feel like it when you're managing all the pieces yourself.

We act a single-point-of-contact for all of your real estate processes, returning countless hours of time to your team and allowing you to get back to the business of running your business.

- Strategy Development
- Recurring Reporting
- Contact Management
- Document Repository
- Vendor Coordination
- Timeline Management
- Critical Date Monitoring
- Streamlined Deliverables

Landlord
Representatives

Vendor
Relationships

Tenant's
Strategic Team

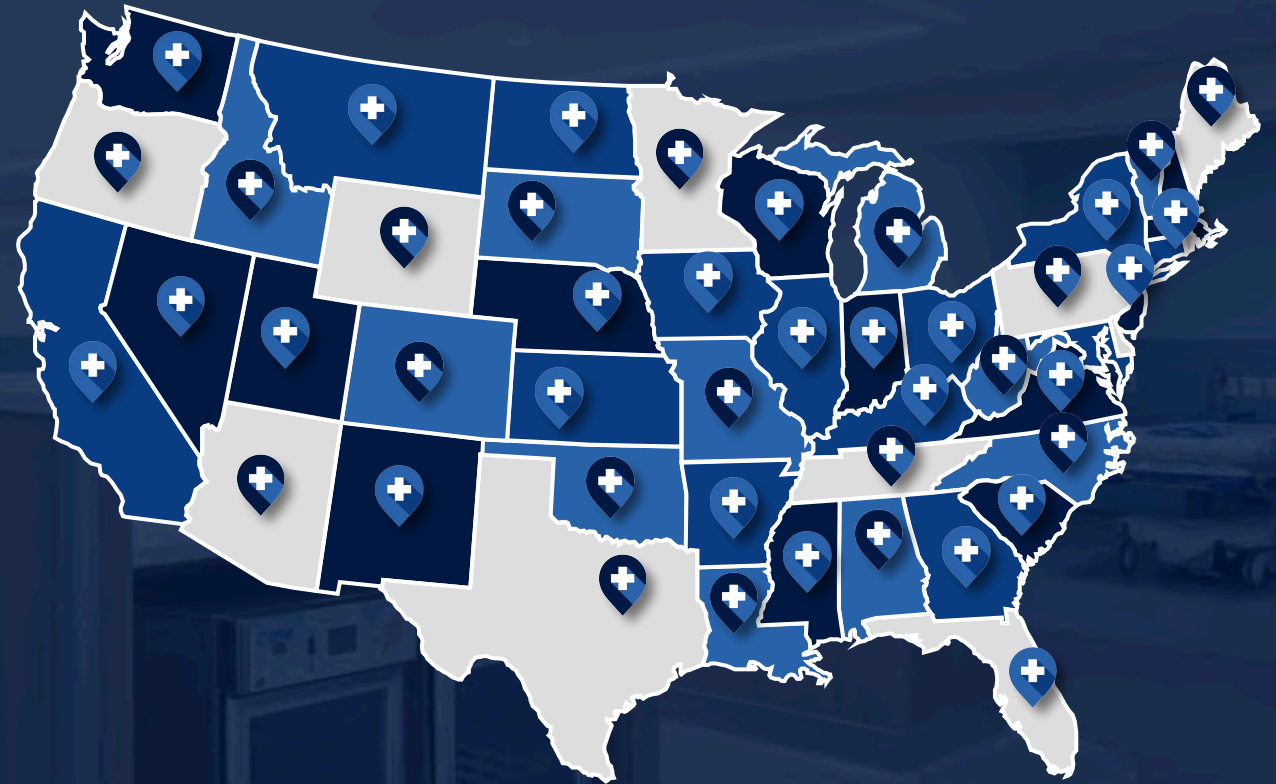


Your Team

HEALTHCARE. EVERYWHERE.

We work where you work.

- + DeNovo Clinics
- + Single and Multi-Site Metros
- + Portfolio Management
- + Rollout and Fold-In Strategy



LET'S CONNECT

Drop us a line anytime. We would welcome the opportunity to visit with you in more detail about our firm and our unique ability to provide intelligent solutions to your real estate requirements.



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