



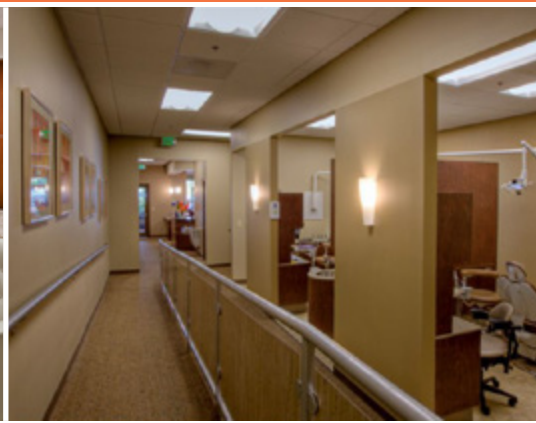
OVER 2 MILLION SF OF MEDICAL OFFICE TRANSACTIONS



A DIVISION OF SK COMMERCIAL REALTY

HEALTHCARE REAL ESTATE SERVICES





SK HEALTHCARE REAL ESTATE

THE EXPERTS IN MEDICAL BROKERAGE

SK HEALTHCARE TEAM

As our society continues to expand and age, the demand for healthcare related services will continue to grow. Consequently so does the demand for professionals experienced in Healthcare Real Estate.

For over 25 years, SKCR's principles have focused on healthcare real estate as a primary business platform, and we are positioned to provide this expertise to our clients.

TENANT/BUYER REPRESENTATION

- Evaluate practice needs and identify potential properties
- Establish a competitive field between landlords to secure best value
- Review lease proposals and prepare counter offer(s)
- Assist with lease renewals and expansions
- Lease abstract and comparison
- Property purchase and sales

LANDLORD REPRESENTATION

- Evaluate landlord pro forma and provide insight
- Conduct strategic planning session with client
- Develop analysis of competitive market
- Determine primary source of prospective tenant activity
- Define criteria for decision-making
- Market analysis, positioning and target marketing
- Community relations including weekly communication with local hospitals, physician and dental groups
- Monthly newsletters and property e-blasts to over 10,000 providers

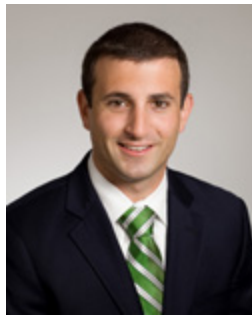
Why Hire SK Healthcare Real Estate?

- We have leased/sold more medical real estate than any other firm in metro Atlanta
- Over 30 years of combined experience
- We understand why the tenant mix component is critical for a practice to be successful
- With insurance reimbursements taking large cuts, we understand the need for lowering costs, and working towards maximizing efficiency. We can provide simple steps to maximize efficient use of a medical space.
- Know your competition? Well, we do. We can perform a gap/needs analysis in order to identify the best location for your practice.
- We pride ourselves on helping start-up practices find flexible options and manage their risk.

SK HEALTHCARE TEAM



Tom Kirbo
President
tkirbo@skcr.com



Adam Butler
Senior Vice President
abutler@skcr.com

- 23 Years Experience
- Completed more than 1.5 million SF of lease Transactions
- Million Dollar Club Real Estate since 2003
- Vice Chairman of the Board - Atlanta Ronald McDonald House Charities
- Bachelor of Science - University of Georgia

- 6 Years Experience
- Leased, sold, & marketed over 800,000 SF of medical/office space
- 2009 Top Young Producer for Ackerman & Co.
- Board Member-Physician's Care Clinic
- Board Member /Founder - Jewish Networking Atlanta
- Bachelor of Arts in Real Estate Finance - University of Alabama

"SK Healthcare Real Estate is a great strategic partner with Children's Orthopaedics of Atlanta. Their representation has been invaluable in the successful search and evaluation of our real estate needs."

MICHAEL T. BUSCH, M.D.
Children's Orthopaedics of Atlanta

SAMPLE CLIENTS

Northside Pediatrics
North Atlanta Primary Care
Crown Mountain Women's Health
Brian Bacot, M.D.
Colin S. Richman, D.M.D.
Buford Highway Family Dental
Rebalancing Health
John LeRoy, M.D.
Astoria Dentistry
Georgetown Pediatrics
Preferred Plastic Surgery
Perimeter Center for Outpatient Surgery
Aesthetic Surgery Associates
Marisa Lawrence, M.D.
Children's Orthopaedics of Atlanta
Resurgens Orthopaedics

SAMPLE LANDLORDS

2045 Peachtree
Doctor Center Four
Douglasville Medical
Mount Zion Medical
Northside East Cobb Medical Center
Paces Pavilion
Parkbrooke Professional
Preston Ridge Professional
Timber Ridge Office Park

SK Healthcare Real Estate
is a division of:



Healthcare Brokerage
Office Brokerage
Investments
Project Consulting
Property & Asset Management

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