

REAL ESTATE SERVICES

Hall Render's Real Estate team has grown into one of the largest dedicated health care real estate practices in the country. Our team of real estate professionals is focused on providing legal and consulting services to owners and operators of hospitals and health care facilities. We dedicate our time to serving one industry, which gives us an advantage when a client comes to us with a specific question or project. Odds are that we have addressed the issue before and have preexisting work product or research. That means we can typically provide a solution within a shorter timeframe and at a lower cost. Additionally, because we are very deep within the health care real estate niche, we possess market intel and knowledge of transaction structures that is not found at other firms.

Team Approach

Hall Render's real estate service line includes 16 professionals that are dedicated to serving our hospital and health care clients. The service line includes 11 attorneys, 1 paralegal, 2 client service coordinators, 1 real estate consultant and 1 real estate intern.

Hall Render's real estate service line truly operates as a team. Our professionals, who physically sit in 4 different states but work closely on matters throughout the country, meet 3 times per month either virtually or in person to discuss unique projects, legislative updates and current and predicted trends in the industry and among our clients.

OUR EXPERIENCE

Our team serves as real estate counsel to numerous health care systems across the country, a national home health and hospice provider, numerous physician practice groups and regional and national health care real estate developers. We also serve as real estate development counsel to a national long-term care provider.

REPRESENTATIVE EXPERIENCE EXAMPLES

Hall Render's Real Estate team's experience includes:

- New Hospital Projects – our team has assisted a specialty hospital provider develop over twenty (20) new inpatient rehabilitation hospitals around the country.
- Leasing Programs – we have assisted several health systems overhaul their real estate leasing and compliance programs.
- Workforce Housing – our team has assisted several hospital clients develop strategies to provide affordable workforce housing for hospital employees.

RECENT TRANSACTIONS

- Represented the seller in a \$1B hospital and health care system transaction in North Carolina
- Represented the buyer in a \$350M hospital and health care system transaction in Tennessee
- Represented the borrower in a \$190M credit tenant loan for a build-to-suit specialty hospital, surgery center and medical office building in Indiana
- Represented a health system in the design and construction of a \$100M psychiatric hospital in Maryland
- Represented a health system in a competitive bidding process for the selection of a developer for a \$100M medical office building
- Represented a non-profit real estate foundation in a \$60M sale-leaseback of 4 micro-hospitals in Washington state
- Represented a national long-term care provider in the development of over 20 inpatient rehabilitation hospitals in different

CONNECT WITH US



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states across the country

- Represented a Big 10 university foundation in the sale and redevelopment of an innovation district that will include a new general acute care hospital
- Represented a national health care provider in a \$20M sale-leaseback of a behavioral hospital in Florida
- Represented a regional hospital system in the acquisition of a hotel in Minnesota that will be used to house homeless residents
- Represented a hospital system in the development of a build-to-suit surgery center
- Represented a national health care system in structuring 150 leases and subleases in connection with the sale of its lab business
- Represented a national home health care provider in the restructuring of more than 50 home health and hospice leases
- Represented a multi-state health care system in its overhaul of its regulatory compliance practices surrounding lease agreements
- Represented an academic medical center in the acquisition and lease of numerous physician practice locations in North Carolina

LET'S GET STARTED

Contact Hall Render to discuss how your organization can benefit from a partnership with our health care attorneys and advisors.

