



## NEWMARK GLOBAL HEALTHCARE SERVICES

# Engaging With Our Team

The Global Healthcare Services team provides clients with a single-source solution for every phase of acquiring, financing, developing and monetizing healthcare real estate.

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### Who are our clients?

Our team assists hospitals, health systems, physician groups, investors and developers in effectively managing their healthcare real estate operations and portfolios.

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### What is our Healthcare 360 approach?

Our unique advisory to healthcare real estate takes a 360-degree approach to evaluating and analyzing data and concepts. The healthcare ecosystem consists of interconnected facilities with various acuity levels of services located within on-campus or off-campus settings.

Data, objectives and strategies are unique for each facility and real estate decisions have an impact on the entire provider footprint.

Newmark's Global Healthcare Services' goal is to navigate the obstacles and challenges through data and analytics by aligning the real estate portfolio with the provider's or investor's long-term goals and objectives.

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### What services do we offer?

Our integrated platform provides a full range of comprehensive services:

- Consulting Services (Portfolio Optimization, Ambulatory Strategy, Strategic Options Assessment, Site Selection, Healthcare Data & Analytics Solutions, Valuation)
- Capital Markets (Investment Sales, Debt & Equity, Financing, Recapitalization, Provider Monetization, Mergers & Acquisitions)
- Leasing & Transaction Advisory (Buyer/Tenant Representation, Seller/Landlord Representation)

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### How do we maximize value ?

Our consultative approach allows us to create and execute long and short-term strategies on behalf of our clients to reduce occupancy costs, increase efficiency and utilization, access capital and navigate the healthcare industry's transformative nature.

## OUR EXPERTS



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