

# NORTHERN CALIFORNIA HEALTHCARE ADVISORY GROUP

HEALTHCARE ADVISORS | CAPITAL MARKETS | LEASING SERVICES



Our clients include hospitals,  
health systems, physician groups,  
investors and developers.

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Accelerating success.

# OUR TEAM



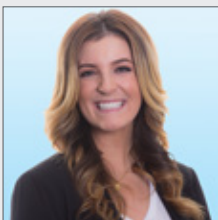
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**BRE CUSICK**  
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## OUR PRIORITY

is to understand each client's unique business position for opportunities and challenges and provide the best recommendations to maximize value with their real estate decisions. We apply our combined experience working with Medical Office clients on land acquisition and disposition, development, building acquisition and sales, and landlord and tenant lease representation to:



Understand Risks



Navigate the Challenges



Educate on Trends  
in Healthcare



Evaluate and  
Maximize Value



Apply our Market-leading  
Database & Research

In addition to our experience, unique approach and services, we meet regularly with owners and tenants of medical office properties to be sure our database is accurate and thorough to give you the best market knowledge to assist you with your business needs. Our experience includes multi-medical uses including: surgery centers, imaging centers, clinics, labs and behavioral sciences.



# SELECT TRANSACTIONS

## TESTIMONIALS



“Bill Swettenham and his team have demonstrated thoughtfulness and creativity in helping Duke Realty Healthcare evaluate development and acquisition opportunities. Their understanding of the healthcare market and healthcare clients is a testament of their diligence to provide the most professional service and solutions.”

**John Marshall, Vice President**  
Duke Realty Healthcare



“Having the opportunity to work with Bill and his team on numerous complicated medical transactions, I have found their understanding of the issues facing Healthcare providers today to be unsurpassed. Their extraordinary ability to provide guidance and solutions while identifying and minimizing the risks involved in a transaction is first class.”

**Tim Schaedler, Partner**  
Panattoni Development Co.



“My partner and I have worked with Bill Swettenham for over 20 years. The Team has a strong knowledge of the local real estate market, and of medical office buildings (MOBs). We respect the professionalism and integrity he brings to the process and the network.”

**Dain Domich, Partner**  
Separovich/Domich Real Estate



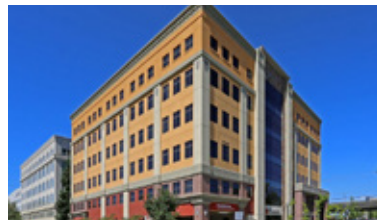
±150,000 SF | Lease  
Medical Admin. Office

3400 Data Dr. | Rancho Cordova



±141,000 SF | Sold  
MOB Leased Investment

1625 Stockton | Sacramento



±125,000 SF | Lease  
MOB Build to Suit

3000 Q Street | Sacramento



±101,000 SF | Sold  
MOB Leased Investment

1201 Alhambra | Sacramento



±70,000 SF | Lease  
MOB Build to Suit

6360 Fountain Square  
Citrus Heights



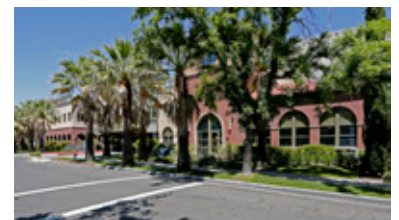
±70,000 SF | Lease  
MOB

6555 Coyle | Carmichael



±35,000 SF | Lease  
MOB Build to Suit

2061 Bronze Star | Woodland



±23,200 SF | Sold  
Imaging Center Leased  
Investment

3161 L Street | Sacramento



# COLLIERS INTERNATIONAL AT A GLANCE



Comprised of  
**15,400**  
professionals



Revenue  
**\$2.7B**  
(US\$)



Managing  
**2B**  
(square feet)



Established in  
**69**  
countries



Lease/sale transactions  
**68,000**



Transaction value  
**\$116B**  
(US\$)

*All statistics are for 2017, are in U.S. dollars and include affiliates.*

## COLLIERS INTERNATIONAL HEALTHCARE SERVICES

Colliers International offers a highly-specialized service line supported by a committed team across the full spectrum of real estate services. Our core group focuses on health care real estate, consistently delivering quality technological and analytical solutions to support our clients' strategic missions. With an entrepreneurial culture that is fundamental to the unique market force Colliers brings to real estate, we have been servicing health care since 2012 with more than 164 professionals nationally. Leveraging Colliers' global presence and platform of real estate services, we supply our clients with cutting-edge strategic options and dispense critical decision-making information at national, regional and local levels.

## OUR AREAS OF FOCUS

- Medical Office Buildings
- Medical & Dental Clinics
- Urgent Care Facilities
- Outpatient Surgery Centers
- Rehabilitation Centers
- Hospital Systems
- Community Hospitals & Health Centers
- Long-Term Care Facilities
- Land Development for Healthcare Facilities

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