



Exploring Medical RE Transactions Geographically

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By Kristian Seemeyer

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David Lari, partner Cox, Castle & Nicholson

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Moderating the panel is Michael Bennett managing director HFF. Joining him are other panelists Stefan Oh, senior vice president of acquisitions, Griffin-American Healthcare REIT III; John Marshall vice president, national healthcare strategy and development, Duke Realty, healthcare; John Smelter first vice president investments, Marcus & Millichap senior director, healthcare real estate group Marcus & Millichap; Erik Tellefson, managing director, GE Capital, healthcare financial services.

“We are going to be discussing healthcare real estate from a geographic context,” Lari tells GlobeSt.com. “With national investors, if a good asset is tied to a good system, geographic region is generally not a major consideration. Other investors are really tied to certain areas

such as major metropolitan areas, like San Francisco and New York. Geography has more to do with major market versus secondary markets, though most sectors are pretty strong.

“Healthcare withstood the downturn very well. Other classes have rebounded as well, but healthcare has generally been far more stable. The lows were not as low and the highs have seemed more stable,” continues Lari. “Healthcare as a whole appears pretty strong. REITs have been active players and will likely continue to be robust in 2015.”