



Aligning Strategy, Driving Growth
Through Healthcare Real Estate



HOSPITAL M&A – REAL ESTATE SUPPORT

CASE STUDY



West Tennessee
HEALTHCARE™

WEST TENNESSEE HEALTHCARE JACKSON, TN

HIGHLIGHTS

Project Type

Real Estate Due Diligence & Integration Support for Multi-Hospital Acquisition

Portfolio

800,000 square feet
3 Acute Care Hospitals
Multiple Ambulatory Facilities

Realty Trust Group (RTG) has a long-standing real estate advisory and portfolio management relationship with West Tennessee Healthcare (WTH). In 2017, RTG was engaged to support due diligence efforts for the acquisition of three (3) for-profit hospitals and respective ambulatory real estate totaling 800,000 SF from Community Health Systems. RTG created a comprehensive portfolio summary and series of maps for WTH executive stakeholders to evaluate the existing WTH real estate portfolio, the to-be-acquired real estate, and the future combined portfolio. RTG identified underperforming assets and evaluated opportunities to create or enhance value through portfolio optimization, including strategic ownership and monetization options.

Post-closing, RTG was engaged to identify properties that qualified for ad-valorem tax exemption. Acting as WTH's representative, RTG completed the required application process at the State of TN to achieve the tax exemptions, resulting in a savings of \$2.2-Million annually.

Client Reference

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Since 2019, RTG has served WTH under a master services agreement, providing strategic real estate advisory, portfolio management, lease administration, property accounting, property management, compliance review, transaction, and project management.