

## Healthcare Facilities Real Estate

There are attorneys who know your business.  
There are attorneys who know the law.  
And then there's *Winstead*.

**You have questions.** The ever-changing regulatory environment; population health; the retailization of healthcare; reimbursement risk; the blurring of lines between payers and providers; ambulatory care strategies; employed physicians; unique functionality and design specifications; and other complex issues are transforming healthcare and healthcare real estate. It is a challenge to keep up with this highly specialized, constantly changing business.

**We have answers.** The Winstead Healthcare Facilities Real Estate Practice Group understands these complexities and is at the forefront of crafting innovative solutions for healthcare industry clients. We stand at the crossroads of the healthcare industry and the real estate industry and are pioneers in developing and implementing the key real estate trends and strategies being used in today's healthcare business.

**We know from experience.** Winstead brings a distinctive blend of real estate experience and healthcare industry acumen to each client project. We represent developers, investors, operators and lenders of every type, including private equity funds, public and private healthcare REITs, physician groups, and for-profit, non-profit and public hospitals. Our healthcare projects include all types of facilities along the continuum of care, including medical office buildings, ambulatory surgery centers, specialty hospitals, acute care hospitals, long-term care hospitals, inpatient rehabilitation facilities, post-acute facilities and freestanding emergency departments. We also actively represent developers, investors and lenders in connection with assisted-living facilities, skilled-nursing facilities, continuing care retirement communities and senior living communities. When it comes to healthcare real estate, **we've just about done it all.**

### *National Practice*

Winstead's Healthcare Facilities Real Estate Practice is national in scope. We have participated in more than \$5 billion in transactions covering 37 states.

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*"The Winstead healthcare real estate lawyers are an experienced team of professionals that are very responsive when working on our projects but also practical in their approach when complex legal issues arise."*

- Roman J. Kupchynsky II  
Managing Principal, MedProperties Realty Advisors

*"We wouldn't do a large transaction without Winstead on our team. Because of their excellence and experience, they provide valuable legal and business counsel at a cost effective net price. We trust the Winstead team and truly value our relationship with them."*

- John T. Thomas  
President & CEO, Physicians Realty Trust

## Experience

- Representation of a publicly traded healthcare REIT in connection with the acquisition of a \$1.1 billion, 63 property (in 19 states) medical office portfolio on behalf of a joint venture including a major U.S. private equity firm and a foreign government pension fund
- Representation of a private equity healthcare real estate investor in the acquisition of a healthcare portfolio, consisting of 17 properties, totaling 620,750 square feet located in 10 different states
- Representation of a publicly-traded healthcare REIT in connection with the due diligence associated with a \$2.8 Billion, 78 property healthcare portfolio

- Representation of one of the nation's largest non-profit hospital systems in a monetization transaction involving the sale of a 20 medical office building portfolio totaling over 1 million square feet
- Representation of regional and national lenders in construction and permanent loans secured by healthcare facilities on a national basis
- Representation of a non-traded healthcare REIT in connection with a workout involving a 370,000 square foot, 150 bed general acute care hospital, including a lease to a new tenant operator associated with the University of Texas system
- Representation of a private equity firm in the acquisition of a 140,000 square foot medical office building with ambulatory surgery center in Dover, Delaware
- Representation of a large non-profit hospital system in connection with a physician alignment and monetization strategy involving the proposed sale of more than 25 medical office buildings to a partnership consisting of the system, a real estate investment company and staff physicians
- Representation of a developer in connection with the ground lease and development of a 70,000 square foot medical office building on the Saint Joseph Hospital Campus in Denver, Colorado
- Representation of one of the largest health systems in the southeastern United States in connection with the development of a physician co-investment program for new medical office building developments
- Representation of a private equity fund in connection with the acquisition of a portfolio of medical office buildings located in Belpre, Ohio and Vienna, West Virginia, and the simultaneous master lease of such buildings to the West Virginia University Health System
- Representation of a major North Texas health system in connection with the development and leasing of an on-campus 200,000 square foot medical office building in Plano, Texas
- Representation of a non-traded healthcare REIT in connection with a workout involving a 142,000 square foot 54 bed specialty hospital in Southlake, Texas, subsequently leased to Methodist Health System