

Introduction to Real Estate

Presented to



Presented by

Josh Cramer & Andrew Renart
McBride Real Estate Services
– Tenant HealthCare Advisors



Topics to Be Discussed:

- **Timeline for Success**
- **Important Lease Terms?**
- **Why use a Real Estate Consultant?**
- **Questions???**



Timeline for Success

- **When do you get started?**
 - **Renewal/Renegotiation**
 - **Relocation/New Office**
- **Who is involved?**



Lease Terms: Flexibility & Security

- **Flexible Options**
- **Subleasing/Assignment**
- **Security Deposit/Liability**



Lease Terms: Options

- **Renewal**
- **Expansion**
- **Termination**



Lease Terms: Sublease/Assignment

- What does this mean?
- Why is this important?
- The future of your practice...



Lease Terms: Security Deposit/Liability

- How much and how it is paid
- Personal Guarantee – who signs and for how long?
- How do you protect the practice and doctors?

The Real Estate Broker – Why?

- What is a broker?
- What they do?
- Why you should hire one?
- How they get paid?





Joshua M. Cramer
Principal
202-204-7837 – direct
202-491-7155 – cell
josh@mcbrideres.com

Marc Shandler
Principal
202-204-7840 – direct
202-841-7462 – cell
marc@mcbrideres.com

Andrew Renart
Managing Director
202-204-7842 – direct
202-531-2991 – cell
andrew@mcbrideres.com



McBride Real Estate Services, Inc.

21 Dupont Circle, NW, Suite 700 | Washington, DC 20036 | 202-463-6600