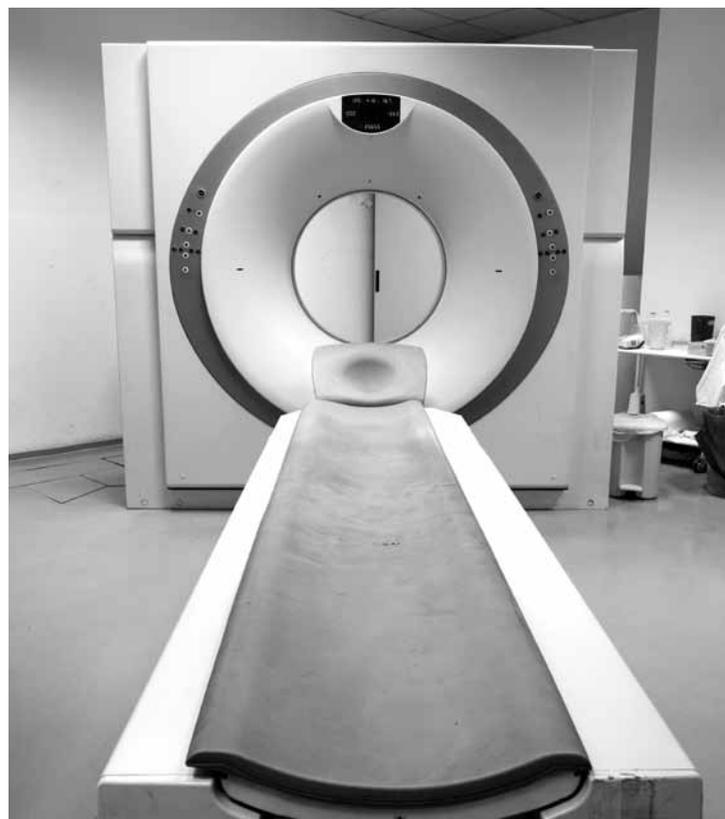




**Grubb & Ellis Healthcare & Medical
Properties Practice Group**
Integrated Real Estate Solutions
for the Healthcare Industry





“Developers trust the professionals in Grubb & Ellis’ Healthcare & Medical Properties practice group to manage, lease and sell their medical office buildings because of their 100 percent commitment to knowing and assisting the healthcare industry. They’ve carved out a niche and paid their dues to gain the necessary experience, which allows them to understand how to swiftly lease and sell medical office buildings and competently manage them.”

— George Peterson, Chief Executive Officer, Centra Realty Corporation, Irvine, Calif.



Grubb & Ellis

Healthcare & Medical Properties Practice Group

Hospitals, physicians and medical real estate investors understand the benefits of working with experts who know the role real estate can play in navigating the challenges facing the healthcare industry.

Members of Grubb & Ellis' Healthcare & Medical Properties practice group are committed to assisting medical providers in stabilizing and lowering the cost of healthcare through more effective and efficient uses of medical real estate. They devote 100 percent of their time toward managing, leasing and selling medical office buildings, bringing together capabilities, procedures and technologies to offer clients an integrated approach to managing their real estate, resulting in solutions that make sense in the healthcare field, not just the real estate industry.

Grubb & Ellis Healthcare & Medical Properties Practice Group

Our Capabilities

Grubb & Ellis' Healthcare & Medical Properties practice group is comprised of professionals who have a long history of creating real estate solutions for national and regional healthcare systems, hospitals, physicians and medical building owners. We have developed a series of proven approaches and methods to fulfill our clients' needs and prepare them for future opportunities.

Strategic Real Estate Planning

From a physician's office in a single location to a healthcare system with hundreds of master leases and an acquisition strategy, we help doctors, healthcare institutions and corporate entities formulate and implement their real estate objectives. This has become even more important in today's environment, where healthcare is facing monumental legislative changes as well as economic pressures.

Tenant Representation

Our professionals have expertise in the unique requirements necessitated by medical use, including zoning, plumbing, water supply, handicap access, parking ratios, accessibility and desired curb exposure. They combine this expertise with a proprietary nationwide database of medical office space, enabling medical providers to make prompt and knowledgeable decisions on market rates and potential locations.

Landlord Representation

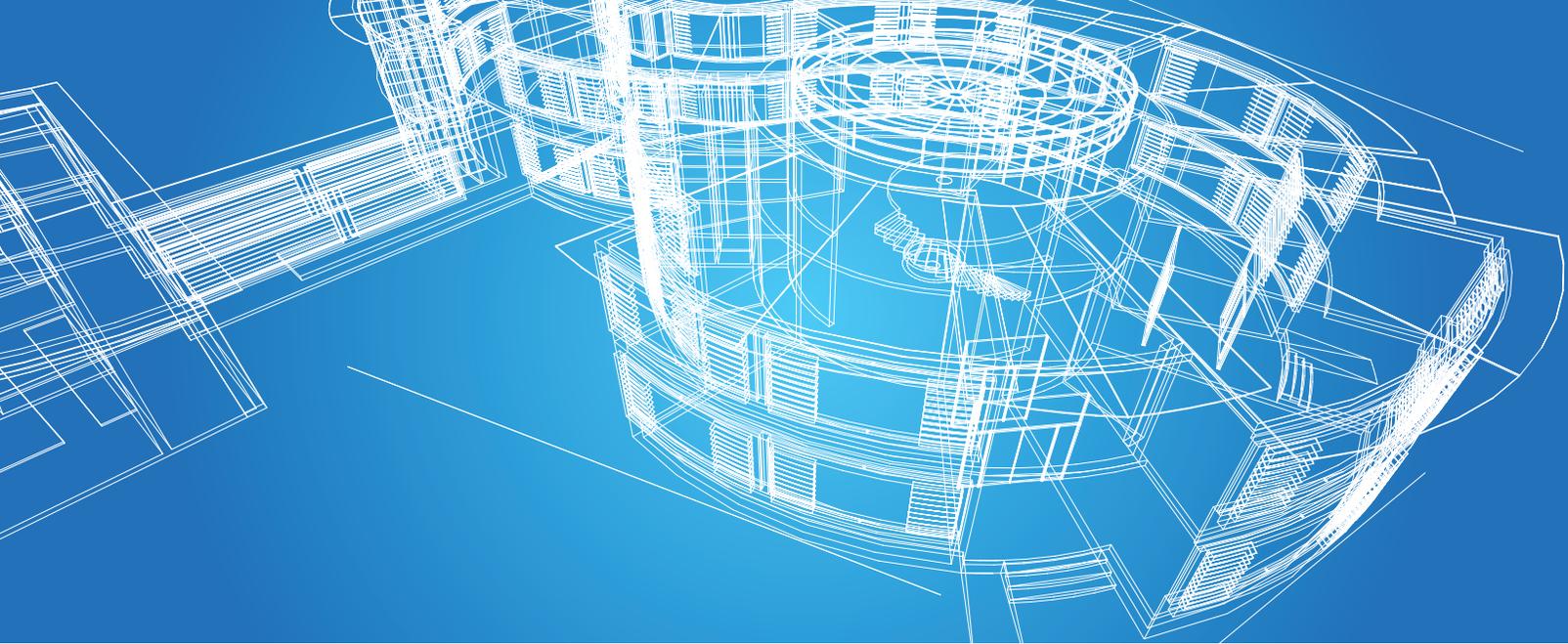
Grubb & Ellis provides coordinated leasing representation that leverages local market intelligence, deep expertise in the healthcare industry and established relationships with healthcare systems, physicians and other users. In addition, our proprietary nationwide database of medical office space enables professionals in the Healthcare & Medical Properties practice group to differentiate our clients' assets from competitors, achieving maximum occupancy levels for client properties and quickly securing tenants to fill vacated space.

Capital Markets

The current healthcare investment sales market is largely dominated by highly sophisticated, specialized and capitalized healthcare REITs. Our specialized healthcare investment sales team has a proven track record of providing clients with selective capital markets services, including acquisitions, dispositions and debt and equity finance solutions, whether they are investors or owner/users of medical properties. We understand the yield requirements as well as the specific needs of those who actively invest in medical office properties, and we have assisted hospitals and healthcare systems in the disposition of medical office buildings, land and related real estate, monetizing non-core assets and providing much needed capital for investment into core assets.

By leveraging the resources of Grubb & Ellis' Institutional Capital Markets and Private Capital Markets groups, professionals have access to a proprietary investor database, a tool our advisors use to identify qualified buyers and respective investment criteria for medical office buildings and healthcare facilities. As a result, they can market assets appropriately and most effectively for their clients. Additionally, with medical office condominium sales becoming a significant part of the future of healthcare, Grubb & Ellis' Healthcare & Medical Properties practice group offers expertise and advice to both developers and buyers of this property type.

Our professionals can also develop and implement strategic asset monetization strategies, helping owner/users of healthcare or medical office space generate funds that can be reinvested in their core business through sales/leasebacks, synthetic leases and other structures.



Management Services

Grubb & Ellis is widely known for its award-winning management services capabilities. Whether a client requires full-service property management or comprehensive facility management support, our platform provides the tools and expertise to make it happen.

Grubb & Ellis provides comprehensive investment property management services to more than 280 clients nationwide. Our healthcare property management professionals combine our standard best practices with expertise unique to the healthcare industry, including an understanding of the hospital/physician relationship, technical knowledge of medical building systems and experience dealing with regulatory and statutory requirements pertaining to medical facilities. We are trusted to provide the highest level of service through valuable reporting, translating into better decision-making, quicker rent collection and more efficient on-site operations for the properties we manage.

Project Management

Meeting a client's project requirements goes far beyond providing a roof and four walls. Whether it is a routine build-out of medical office space or a complex hospital relocation, our experienced professionals and proven process prevents or limits business disruption and lost productivity, and ensures that projects progress on schedule and within initial cost criteria. Our goal is to meet or exceed our clients' expectations and bring a bottom line focus to project delivery.

Operating Expense Analysis

Grubb & Ellis' Healthcare & Medical Properties practice group has demonstrated success in reducing operating expenses for medical office buildings owned by healthcare institutions and hospitals by bringing to light areas where greater efficiencies can be achieved. We understand the unique expense aspects involved with medical office users. Our audit team is well-versed in the trouble spots typical of medical office building management and the appropriate expense levels. We can assist and train hospital finance and accounting personnel on budget development and cost savings procedures.

Lease Administration

Grubb & Ellis provides comprehensive services for both leased and owned properties that support healthcare systems and other medical office users in identifying, cataloguing and administering their real estate portfolios. With employees based either at client sites or at our service center, Grubb & Ellis currently manages more than 5,000 leases for 30 clients nationwide, many in the healthcare industry. We are familiar with Stark, Safe Harbor and Fraud & Abuse legislation and statutes, which require hospitals to have "arm's length" transactions with physician tenants who admit patients to the hospital. The end result is tenant-by-tenant detail showing amounts owed and received month-by-month from the beginning of each lease term. This information can then be used to properly collect any past due amounts shown in the report.

Healthcare Practice Group Solution:

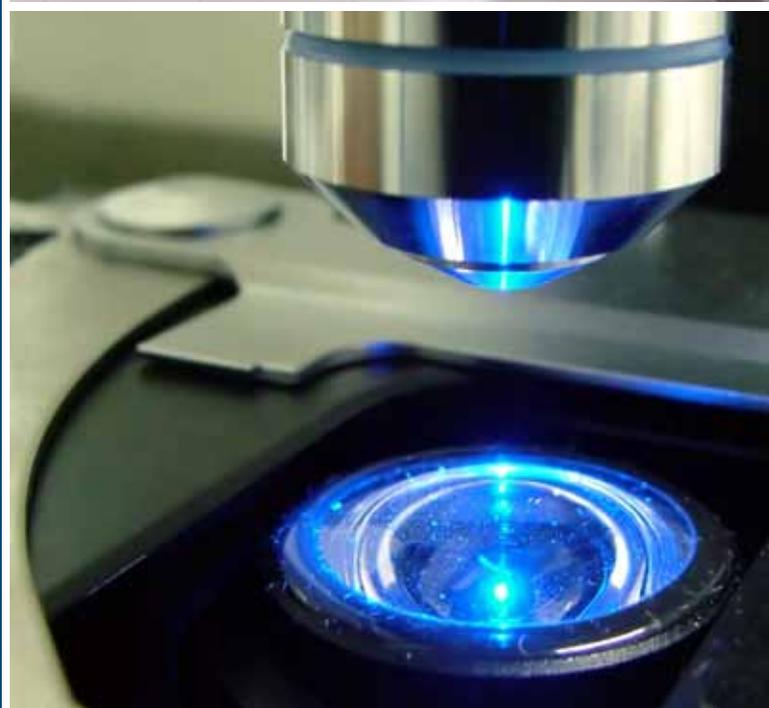
The Grubb & Ellis Difference

At Grubb & Ellis, we measure our success by the service we provide our clients.

Grubb & Ellis' Healthcare & Medical Properties practice group takes its cue from the industry it serves, making the well-being of its clients its top priority.

The value that we provide our clients lies within our deep expertise of the healthcare industry, including knowledge of everything from legislation affecting the healthcare industry to the medical-specific building systems that make hospitals and other medical facilities run smoothly. This expertise benefits both healthcare users as well as investors that own medical office assets.

For users, it means managing real estate strategically to optimize operations and patient care. For investors, Grubb & Ellis' understanding of medical office assets and its proprietary database of buyers and sellers represent an inside track to prime investment opportunities and successful dispositions. It is through these long-standing relationships and industry insight that our professionals bring the utmost benefits for clients and investments in the near- and long-term.





Why Grubb & Ellis?

The real estate services industry is a competitive sector. There are few firms that can offer a similar complement of nationwide services.

Expansive Footprint

Grubb & Ellis has offices in most major markets, and many secondary and tertiary markets, throughout the country, which means that we can help our clients no matter where they have a real estate need.

Proven Track Record

Grubb & Ellis strives to be the employer of choice in the market, attracting and retaining respected industry experts to its ranks. Clients, too, are loyal to Grubb & Ellis and many have been working with us for more than a decade – a partnership born on trust and sustained by results.

Integrated Service Delivery

The company's business lines work together to deliver the most comprehensive real estate solutions. It is this approach that forms the basis for long-term relationships rather than simply one-off transactions.

Sophisticated Marketing Approach

When the time comes to acquire or dispose of an asset, our professionals will combine local market expertise, industry data and years of industry-specific experience to help clients achieve their organizational and financial goals.

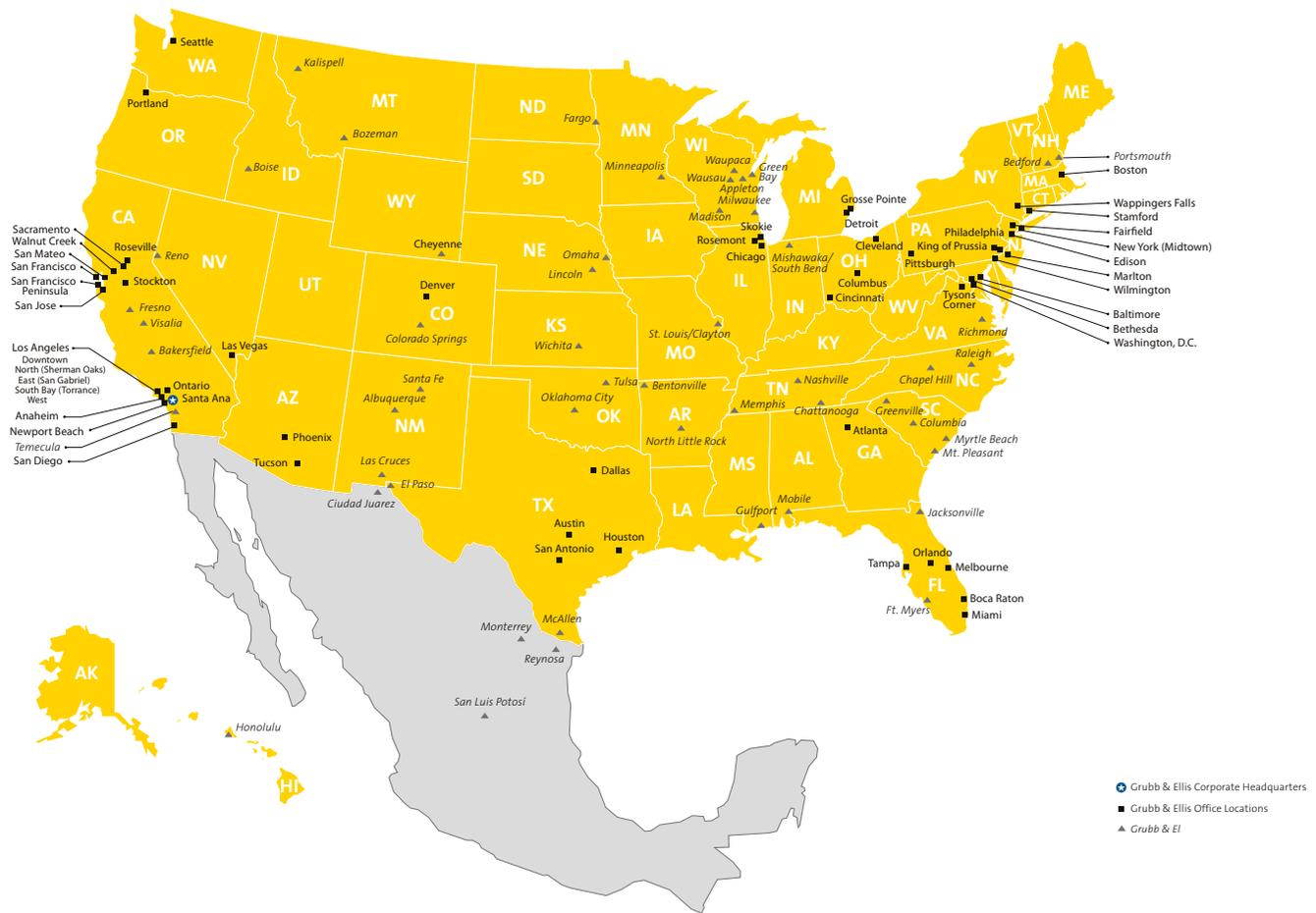
Market Intelligence

With a reputation for some of the industry's best research and analyses, Grubb & Ellis is dedicated to delivering timely market knowledge that clients can use to make informed real estate decisions.

Commitment to Sustainability

Grubb & Ellis recommends to its clients sustainable building alternatives, build-out strategies and operations to help them save money and extend their culture in an environmentally responsible manner. In 2010, we were one of eight corporations, and the only real estate services provider, invited by the U.S. Department of Energy to participate in the Global Superior Energy Performance Partnership, which is designed to drive continuous improvements in building efficiency.

Grubb & Ellis U.S. Office Locations



About Grubb & Ellis Company

Grubb & Ellis Company (NYSE: GBE) is one of the largest and most respected commercial real estate services and investment companies in the world. Our 6,000 professionals in more than 100 company-owned and affiliate offices draw from a unique platform of real estate services, practice groups and investment products to deliver comprehensive, integrated solutions to real estate owners, tenants and investors. The firm's transaction, management, consulting and investment services are supported by highly regarded proprietary market research and extensive local expertise. Through its investment subsidiaries, the company is a leading sponsor of real estate investment programs that provide individuals and institutions the opportunity to invest in a broad range of real estate investment vehicles, including public non-traded real estate investment trusts (REITs), mutual funds and other real estate investment funds.

For more information, visit www.grubb-ellis.com/healthcare

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