

THE IMPORTANCE OF A STRONG LEASE ADMINISTRATION PROGRAM IN HEALTHCARE REAL ESTATE

In most healthcare leasing transactions, tremendous emphasis is placed on the delicate balance of strategy, economics, and regulatory compliance. Transaction closing is often viewed as the finish line, but once the transaction is papered and closed, those efforts must be carried forward and implemented on an ongoing lease administration basis. Accurate and timely lease administration and adherence to the terms of each lease agreement protects both parties from potential economic and regulatory compliance risks, while also providing invaluable information to support key strategic decisions across the health system.

Key components of a comprehensive lease administration platform often include:



People

A well-trained team with a working knowledge of the portfolio and thorough understanding of leasing practices, rent and operating expense structures, and common legal terms and clauses.



Process

Documented policies and procedures addressing recurring workflows and approval authority for new leases, tenant contact records, certificate of insurance (COI) tracking, critical date reporting, and accounts receivable best practices.



Technology

A comprehensive technology platform, either incorporating directly or with the ability to interface with existing accounting and reporting platforms can accelerate and standardize recurring processes, maximize efficiency and team resources, and support scalability as the portfolio grows over time.



Accountability and Reporting

Data integrity, transparency, and standardized reporting ensure accuracy and accountability across the entire real estate management team.



Compliance

Compliance training for all lease administration personnel provides a strong “first line of defense” against common lease administration errors – inaccurate billing, rent escalations, collections - that can lead to serious compliance risks.



Strategic Support

When properly structured and maintained the real estate data housed in a lease administration platform can provide tremendous value to inform strategic real estate decisions. The existence of a “single source of truth” is paramount to support key decisions around portfolio performance, space utilization and planning, capital allocation and other financial decisions impacting real estate and overall market presence and growth opportunities.

For over 25 years, RTG has worked with healthcare providers to align real estate with organizational goals and develop innovative real estate solutions to save money, manage risks, and enhance delivery of care. RTG provides ongoing real estate management and lease administration support to multiple health systems totaling over 20 million square feet of healthcare properties. RTG’s specialized approach, coupled with cutting-edge technology and emphasis on healthcare regulatory compliance allows healthcare leaders to focus on the patients, while ensuring a strong underlying real estate management program. For more information on RTG’s Operation Services, visit us [here](#).

Technology Spotlight



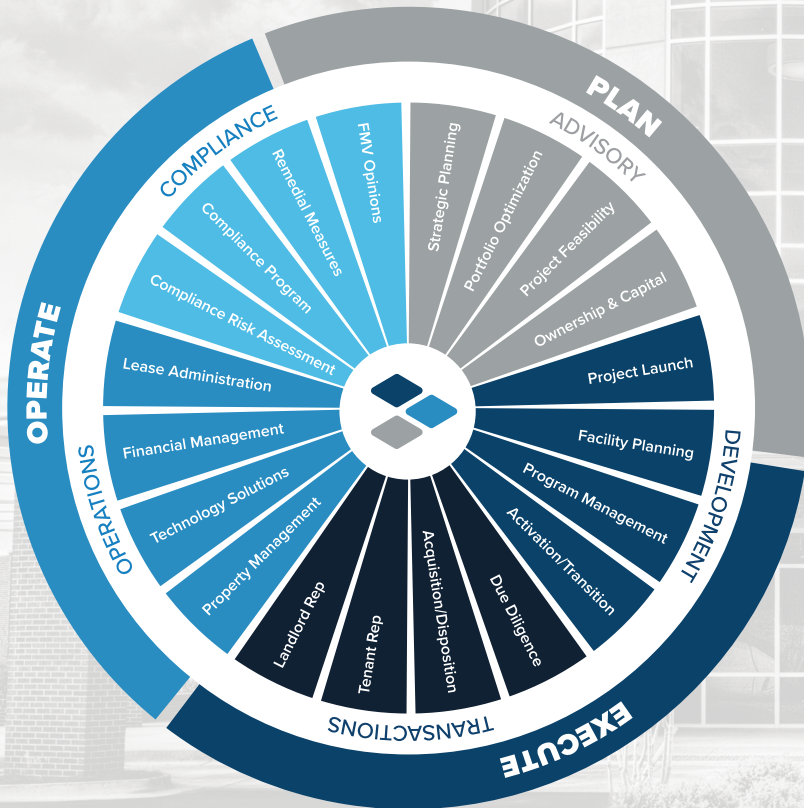
[RTG PinPoint](#)



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Our Healthcare Services

RTG provides innovative real estate solutions so that healthcare leaders **save money, manage risks, and enhance delivery of care.**



ADVISORY

Objective real estate advisory services spanning strategic, operational, and financial planning considerations.



DEVELOPMENT

Professional program management services that ensure the successful delivery of acute care and ambulatory facility development.



TRANSACTIONS

Achieving profitable and compliance-driven transaction objectives that follow the strategies of physicians and hospitals.



OPERATIONS

Comprehensive real estate operations support, including property, facility, and financial management services.



COMPLIANCE

Providing comprehensive analysis to ensure compliance with all applicable legal and regulatory requirements.

RTG By the Numbers

25+ years

Dedicated to Serving the Healthcare Industry

10 years

Modern Healthcare Top Development Companies

35+

States Served

4,600+

Healthcare Access Points

20M SF

Assets Under Management

\$1.3B

Development Projects Delivered

\$3B

In Completed Healthcare Transaction Volume

Questions?



Hank Carr
Senior Vice President
hcarr@realtytrustgroup.com
423.389.4011



Elaine Antrican
Senior Director, Property Accounting
eantrican@realtytrustgroup.com
865.521.0630

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