



Complex Challenges, Smart Solutions
For Healthcare Real Estate



REHABILITATION HOSPITAL

CASE STUDY



JACKSON MEMORIAL HOSPITAL / UNIVERSITY OF MIAMI HEALTH SYSTEM MIAMI, FL

HIGHLIGHTS

Realty Trust Group (RTG) partnered with the Public Health Trust of Miami-Dade County (“PHT”) to provide financial advisory support for the development of a Rehabilitation Hospital on the campus of PHT’s Jackson Memorial Hospital (“JMH”) in partnership with the University of Miami Health System (“UM”).

RTG advised PHT and UM to structure partnership model to effectively leverage a \$20-Million philanthropic donation for the development and long-term occupancy of the \$176-Million Rehabilitation Hospital. RTG’s analysis included a thorough analysis of construction costs and timeline, a space utilization and corresponding cost allocation analysis, market rent analysis, and extensive financial modeling scenarios to evaluate initial capital funding and long-term lease implications.

RTG created and maintained a rent valuation model to analyze a one-time capitalized rent pre-payment, the timing of the payment(s) in relation to construction and occupancy, occupancy and space plan, future rent escalations and renewal assumptions, investment return and discount rate metrics. RTG utilized the model to facilitate lease discussions between PHT and UM whereby the parties successfully reached a long-term lease agreement for approximately 30,000 square feet of space within the new 260,000 square foot facility. RTG also developed a series of pre-payment and early termination schedules to support casualty and eminent domain considerations within the lease agreement.

Client References

Jamil Fraser

*Director, Real Estate
Services*

305.585.4032

jamil.fraser@jhs-miami.org

Brian Gitlin

*Associate Vice President for
Real Estate*

305.284.5736

b.gitlin@miami.edu