

SEQUENCE

REAL ESTATE

East Cooper Physicians Network Case Study

East Cooper Physicians Network is a Tenet Healthcare entity providing general and specialized medical care in the East Cooper area of the Greater Charleston, South Carolina market. Sequence Real Estate was selected to survey the Daniel Island submarket for listed and off-market medical office options in the most central and visible location possible, with ample parking, at a rate within budget constraints, at a professional finish level and prior to the client's lease expiration. Sequence Real Estate subsequently secured a location, negotiated all aspects of a first-generation space lease and facilitated the buildout process that allowed them to move into their new office facility.

Challenges: Find a space that met location, size, visibility use and pricing criteria that could be secured and delivered in a tight medical office market and within a very small and critical window of time.

Services:

- Identified listed and off-market options for consideration.
- Provided a detailed market analysis of all options for comparison to need and each other within the submarket.
- Coordinated meetings to develop test fits for office space in selected options.
- Coordinated construction estimates for buildout costs on each of the selected options.
- Negotiated a seven-year lease with expansion space and landlord buildout contributions, which was consistent with the client's goals and objectives.
- Facilitated the assembly of the team of architect, engineer, general contractor and other vendors to build the project.

Results: Sequence Real Estate successfully negotiated a build-to-suit lease for East Cooper Physicians Network to occupy new space in a multi-tenant building in a premier location in the center of the Daniel Island commercial district with ample parking, within budget and in time to be built and occupied within East Cooper Physicians Network's time frame.