

MEDICAL & INDUSTRIAL SALES

BY MARK ALEXANDER, CCIM



- 137. John Olson MD, Daytona Retina LLC: Seller**
Sold May 22, 2025 for \$1,332,500 or \$367 PSF
Medical Office building near hospital
529 Health Blvd, Daytona Beach Florida 32114



- 136. 8 Cousins LLC of Naples, FL: Seller**
Sold May 1st, 2025 for \$3,800,000 or \$361 PSF
Medical Office & Summerlin Bend Surgery Center
5238 Mason Corbin Court, Ft Myers FL 33907



- 135. David Andrew DPM & Jerry Goldstein DPM: Seller**
Sold January 24, 2025 at \$312,000 or \$224 PSF
Vacant Medical Office Condo Sale
260-A Beth Stacey Blvd, Lehigh Acres, Florida



- 134. Action Manufacturing & Supply, Inc. : Seller - Ken Guard**
Sold April 3, 2024 for \$1,678,000 or \$76 PSF
Industrial NNN Leased to Franklin Water Treatment
120 N Secrest Avenue, Monroe, North Carolina 28110



- 133. Action Manufacturing & Supply, Inc.: Seller - Ken Guard**
Sold March 20th, 2024 for \$950,000 or \$95 PSF
Industrial NNN Leased to Franklin Water Treatment
301 SE Eleventh Street, Trenton, Florida



- 132. Julio Gonzalez MD & Gina Arabitg MD: Seller**
Sold March 13, 2024 at \$1,480,000 or \$342 PSF
Sale/Leaseback Transaction
241 Nokomis Avenue, Venice, Florida



- 131. Bill Harwin MD, Scott Lunin MD & 8 FCS MD partners: Sellers**
Sold December 29, 2023 for \$4,891,000 or \$405 PSF
Medical Office NNN Leased to Florida Cancer Specialists (FCS)
22395 Edgewater Drive, Port Charlotte, FL 33980



- 130. Action Manufacturing & Supply: Seller - Ken Guard**
Sold December 1, 2023 at \$1,796,800 or \$156 PSF
Industrial NNN Lease to national credit tenant
2602 NE 9th Avenue, Cape Coral, FL 33909



- 129. Action Manufacturing & Supply: Seller - Ken Guard**
Sold December 1, 2023 at \$1,781,000 or \$206 PSF
Industrial NNN Lease to national credit tenant
2711 Vista Parkway, West Palm Beach, FL 33411



- 128. Gary Schorr MD: Seller**
Sold November 10, 2023 at \$693,000 or \$356 PSF
Vacant Medical Office Condominium: 1,948 SF
13005 Southern Boulevard, Loxahatchee, FL 33470



- 127. Jorge Florin MD & partners: Seller**
Sold June 20, 2023 at \$1,000,000 or \$400 PSF
Medical Office Condo Sale Leaseback
1804 Oakley Seaver Dr, #A, Clermont, Florida



- 126. Robert Strathman MD: Seller**
Sold March 29, 2023 at \$360,000 or \$195 PSF
Vacant Medical Office Condo Suite 210
260 Beth Stacey Blvd, Lehigh Acres, Florida



- 125. Lane Carlin MD, Chris Marino MD, Jerry Gamez MD, John Sullivan MD, Anthony Brown MD, K Dzamashvili MD & Sanjeev Maniar MD**
Sold August 5th, 2022 at \$2,925,000 or \$376 PSF
Sale/Leaseback Transaction
Tenant: Florida Neurology Group PL
12670 Whitehall Drive, Ft Myers, Florida 33907



- 124. D.M. Upadhyaya MD & Partners**
Sold May 12th, 2021 at \$1,850,000
43,000 SF Multi-tenant Medical Plaza
50% Vacant, Short Term Leases
6801 US HWY 27 N, Sebring, Florida



123. Richard Lane MD & James Fuller MD

Sold October 15, 2020 at \$1,200,000 or \$268 PSF
Tenant: ENT Specialists of Florida/21st Century Oncology
39 Barkley Circle, Fort Myers, Florida



122. Joe Walker MD, Paul Raskauskas MD & Tom Ghuman MD

Sold February 21, 2020 at \$6,900,000 or \$330 PSF
Tenant: Retina Consultants of SWFL
6 901 International Center Blvd, Fort Myers, Florida



121. Bill Harwin MD & multiple partners

Sold January 14, 2020 at \$479,000 or \$174 PSF
Tenant: Florida Cancer Specialists
3075 Bobcat Village Center Road, #3, North Port, FL



120. James Penuel MD, Mark O'Konski MD, Paul Yudelman MD & Andree Dadrat MD

Sold July 11, 2019 at \$3,991,000 or \$441 PSF at 100% of List Price
Tenants: Gastro Health & AMSURG, New 10-YR NNN Leases



119. Bill Harwin MD, Scott Lunin MD et al

Sold May 23rd, 2019 at \$864,000 or \$232 PSF which sets new record high sale price PSF in Lehigh Acres for MOB Sales. Tenant: Lee Health Systems, 3 YR NNN Lease
Suite C, 260 Beth Stacey Blvd, Lehigh Acres, Florida



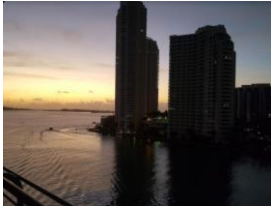
118. Richard Lane MD, Howard Barrow MD & Alex Lozano MD

Sold May 10th, 2019 at \$383,000 or \$206 PSF
Medical Office Condo Sale Leaseback by Ear, Nose & Throat group
Practice owned by 21st Century Oncology: Tenant
5-YR NNN Lease with 3 MD personal guarantees
Suite E, 260 Beth Stacey Blvd, Lehigh Acres, FL 33936



117. Dr. Bill Harwin & Partners

Sold April 1st, 2019 for \$757,000
Tenant: Florida Cancer Specialists
Lease: New 5 Year Term NNN
3840 Broadway, Fort Myers, Florida



116. Seller requested name & photo remain private.

Sale/Leaseback Closed March 29th, 2019

Sale Price: \$2,287,000 at 7.7% Cap Rate

7 Year NNN Lease with 2% Annual Increases

Personal Guarantees by 6 Partners/Seller/Tenant

Retail location in Fort Myers, Florida



115. Andre Hall MD and partner (OB/GYN Investors)

Sold December 21, 2018 Sale Price: \$830,000

417 Vance Street, Clinton, North Carolina

13,634 SF Multi-Tenant Medical Office Building.

All short-term leases due to expire within one year.

This was a straight sale, not a sale/leaseback



114. Subhash Pal MD (investor)

Sold August 7, 2018 Sale Price: \$869,400 or **\$266.52 PSF @ 8.5% Cap Rate**

3,262 SF MOB, 8461 Cypress Lake Drive, Fort Myers, FL

Tenant: Larry Castillo MD, New 5-YR NNN Lease began 6-1-2018

This is the second time Mark sold this building. See Sale #71

for first time sold in 2008. It has had 100% Occupancy since 1988.



113. Jeremy Schwartz MD & 7 Partners/Orthopedic Surgeons

Sold May 22, 2018 Sale Price: \$6,000,000 or **\$667 PSF: 2018 Florida Record**

Surgery Center at 2565 Cleveland Ave, Fort Myers, Florida

Ten Year NNN Lease, 8 MD Personal Guarantees, 7.2% Cap Rate

This is third time Mark sold this property. The previous sale #44 was as a vacant Optometrist MOB which was then demolished to make way for new construction of this Surgery Center. See #21 for first sale.



112. Barkley 47 LLC Dental Building Sale Price \$776,000 or \$187 PSF

Closed April 30, 2018

47 Barkley Circle, Fort Myers, Florida



111. Gunnar Thors MD Sales Price: \$1,755,000 or \$230 PSF

Closed: July 31, 2017

Midwest Plastic Surgery

1474 Merchant Drive, Algonquin, Illinois 60102



- 110. Market Street Investors** Sale Price: \$1,850,000 or \$370 PSF
Closed July 14, 2017 @ 7% Cap Rate, 9 Year Term NNN Lease
Dermatology Specialists of Florida, 1474 Market Street, Tallahassee, FL



- 109. Yazan Khatib MD and 3 partners** Sale Price: \$1,270,000 or \$212 PSF
Closed June 7, 2017 @ 7.5% Cap Rate, 10 YR NNN Lease, 4 MD Guarantees
First Coast Cardiovascular Institute, 205 Zeagler Dr, Palatka, Florida



- 108. Ric Maribona DPM and 7 partners** Sale Price \$3,850,000 or \$526 PSF
Closed May 24, 2017 @ 6.9% Cap Rate, 14 YR NNN Lease, 8 Doctor Guarantees
Gladiolus Surgery Center, 7431 Gladiolus Drive, Fort Myers, Florida



- 107. Christoper Klimowich DPM & 3 Partners** Sale Price: \$1,173,000 or \$235 PSF
Closed April 17, 2017 @ 100% of List Price,
8 YR NNN Lease, 4 Doctor Guarantees
7.5% Cap Rate, MOB at 1510 Santa Barbara Boulevard, Cape Coral, Florida



- 106. David Andrew DPM & 3 Podiatrist Partners**
Sale Price: \$3,534,000 or \$336 PSF
Closed March 30, 2017 @ 100% List Price,
8 YR NNN Lease, 4 Doctor Guarantees
7.5% Cap Rate, MOB & Surgery Center, 5238 Mason Corbin Court, Fort Myers,



- 105. Bill Evans MD and 4 Urology Partners** Sale Price: \$3,167,000 or \$356 PSF
Closed November 3, 2016 @ 100% List Price, 5 Year Lease, 5 MD Guarantees
8.5% Cap Rate, Surgery Center at 12631 Whitehall Drive, Fort Myers, Florida



104. Paul Bretton MD and 4 Urology Partners

Sale Price: \$2,210,000 or \$271 PSF

Closed November 3, 2016 @ 100% List Price, 5 YR Lease, 5 MD Guarantees
8.5% Cap Rate, MOB at 12651 Whitehall Drive, Fort Myers, Florida



103. Omar Benitez MD & 5 Urology Partners

Sale Price: \$3,046,000 or \$282 PSF

Closed June 27, 2016 @ 100% List Price, 5 YR Lease, 6 MD Guarantees
507 Del Prado Blvd, Cape Coral, Florida



102. Jim Borden MD & 5 Urology partners

Sale Price: \$374,000 or 8.5% Cap Rate Closed June 2, 2016

@ 100% List Price, 5 YR Lease, 6 MD Guarantees

3227 Lee Blvd, #2 Condo, Lee Blvd, Lehigh Acres, Florida



101. Paul DeCarlo DDS & M Willis DPM

Sales Price: \$750,700 or \$181 PSF, 8.5% Cap

Closed Aug 11, 2015 @100% List Price
5 YR leases, 2 dentist personal guarantees

47 Barkley Circle, Fort Myers

Seller/Dentists Retired 3 years ago, new dentists tenants



100. Ira Zucker MD & partners

Sales Price: \$4,391,000 or \$318 PSF, 8.5% Cap Rate

Closed July 2, 2015

21st Century Oncology leased back for 5 years NNN Lease

7451 Gladiolus Dr, Ft Myers, FL

Limited Personal Guarantees by 4 MDs on lease



99. Larry Castillo, MD

Sales Price: \$1,000,000 or \$266 PSF, 8.75% Cap Rate

Closed February 20, 2015 Sale/Leaseback for 7 Years

4017 Del Prado Blvd S, Cape Coral, FL

This is the second MOB Sale/Leaseback for Dr. Castillo



- 98. Drs. Thomas, Montalvo, Pizzo, Troyer**
Sales Price: \$5,343,000 - 7.7% Cap/5 Yr. lease
Closed May 30, 2014
Tenant: Manatee Memorial Hospital/Bradenton Cardiology CTR
316 Manatee Ave W, Bradenton, Florida
Medical practice sold to hospital two years earlier



- 97. Dr. Sonni & Dr. Beissinger**
Sales Price: \$6,603,000 or 8.5% Cap Rate, 8 Year term lease
Closed May 23, 2014
Sale/Master Leaseback by 2 orthopedic surgeons @ \$19 PSF NNN
6325 US HWY 27 N, Sebring, FL
Master Lease sub-leased to Hospital PT & Ortho Practice (6 MDs)



- 96. Orthopedic Specialists of SW FL**
Sales Price: \$12,000,000 or **\$328.77 PSF** or 8% Cap
Closed November 8, 2013
Sale/Leaseback by 8 MD's, 10 YR NNN Lease
2531 Cleveland Ave, Fort Myers, FL
Rent started @ \$26.30 PSF NNN, New County **Broke My Own 2013 County Record High Sale Price PSF set month before!**



- 95. John Hyatt, DDS**
Sales Price: \$392,320 or \$160 psf or 10% Cap Rate
Closed October 11, 2013 Sale/Leaseback by Dr. Hyatt, 5 YR NNN Lease
15620 McGregor Blvd, Ft Myers, FL



- 94. Steve Paletsky, MD**
Sales Price: \$3,950,000 or **\$286 PSF** or 8.75% Cap Rate
Closed September 20, 2013
Tenant: 21st Century Oncology, 7 YR NNN Lease
7335 Gladiolus DR, Ft Myers, FL
Set new record high price PSF in Lee County for MOB sale.
This is second MOB I sold for Dr. Paletsky. See first sale at #4 on this list.



- 93. John Von Drak DDS** Sales Price: \$2,800,000 or \$173 PSF or 8.5% Cap Rate
Closed May 1, 2013 Tenant: Del Sol Hospital, 5 YR NNN Lease
7852 Gateway, El Paso, TX
Subject: Del Sol Rehab located across from hospital



92. Dareld Morris, DO

Sales Price: \$300,000 or \$100 psf; sold Vacant

Closed May 1, 2013

Buyer: Local Dermatology group opening branch office here

2621 Cleveland Ave, Ft. Myers, FL Older MOB needing update renovations



91. David Kaler, MD

Sales Price: \$965,000 at 10% Cap Rate or \$193 PSF

Closed February 19, 2013 Buyer: 1031 Exchange investor from Dallas, Texas

4161 Tamiami Trail, #101 Port Charlotte, FL

5-YR NNN lease, personal guarantee by one MD Tenant: Orthopedic Surgery Group



90. Alexander Lozano, MD

Sales Price: \$531,000, 10% Cap Rate, \$200 PSF

Closed December 28, 2012 Buyer: Investor from Central Florida

1419 Viscaya Pkwy, Cape Coral, FL

5-YR NNN lease, personal guarantee by one MD

Tenant: ENT Specialists of FL (8 MD's) See www.ENTFL.com



89. A & Z Properties of SWFL, LLC

Sales Price: \$600,000, 10% Cap Rate, \$200 PSF

Closed July 20th, 2012

Buyer: Canadian Investor

15621 New Hampshire Ct, Ft. Myers, FL

5 YR NNN lease, personal guarantee by one MD

Tenant: David Gutstein, MD Gastroenterologist



88. HTR, LLC (Drs. Harwin, Teufel, Reeves)

Sales Price: \$1,015,000, 10% Cap \$240 PSF

Closed July 6th, 2012

Buyer: California Investor who owns multiple MOB's

811 Del Prado Blvd, Cape Coral, FL

5 YR NNN Lease with 3 MD personal guarantees

Tenant: Florida Cancer Specialists

www.FLCANCER.com 140 MD's in firm



87. HTRH, LLC (Drs. Harwin, Teufel, Reeves & Hart)

Sales Price: \$1.7 Million, 9% Cap Rate, \$244 PSF Closed March 5, 2012

Buyer: Local Doctor planning for his retirement income

15681 New Hampshire Ct, Ft. Myers, FL

5 YR NNN Lease with 4 MD personal guarantees

Tenant: Florida Cancer Specialists

www.FLCANCER.com 140 MD's in firm



86. Collier Plaza, LLC (First Bank short sale)

Sales Price: \$2,370,000 All Cash or \$57.80 psf for 41,000 sf
Closed June 23, 2011 Buyer: Investor from Washington, DC
11965 Collier Blvd, Naples, FL Bank was foreclosing on \$6 million mortgage



85. New Vision Enterprises (NNN Medical)

Sales Price: \$1,819,460 or \$122 psf for 14,915 sf
Closed March 11, 2011 Buyer: 1031 exchange investor from Massachusetts
4343 & 4409 Sun N Lake Blvd, Sebring, FL
Formerly owned by Dennis Bassetti, MD
This is the second time Mark sold this property. See #35 for first sale.



84. CNL Bank: Foreclosed Industrial

Sales Price: \$1.9 million or \$32 psf for 60,000 sf building
Closed November 4, 2010 Buyer: Randal Bellestri of Naples, FL
8030 Supply Drive, Ft. Myers, FL
Bank foreclosed on \$6.2 million mortgage previously
This Sale set record in Lee County for highest Sale Price for Industrial Sale in 2010 during recession.



83. Celebration Church Sale

Sales Price: \$1,587,000 for 25,000sf and 9 Acres
Closed October 9, 2010 Buyer: Next Level Church (i.e. my church)
12400 Plantation Rd, Ft. Myers, FL



82. Busey Bank: Foreclosed Condo

Sales Price: \$65,000 or \$53.67 psf for vacant shell
Closed April 1st, 2010
Buyer: IBRG, LLC. Will build out and rent medical office.
13440 Parker Commons Blvd, #103 Ft. Myers, FL
Buyer renovating 1,211 SF office



81. Busey Bank: Foreclosed Condo

Sales Price: \$78,715 or \$65 psf for vacant shell
Closed March 17, 2010 Buyer: Scott Trentanero, DDS
13440 Parker Commons Blvd, #104 Ft. Myers, FL
Buyer renovating for 1,211 sf dentist office



80. Busey Bank: Foreclosed Condo

Sales Price: \$390,000 or \$95 psf for vacant finished office
Closed Jan 20th, 2010 Buyer: Fritz, LLC for medical testing lab
6150 Diamond Center Court, #500
Ft. Myers, FL Buyer renovating 4,105 sf for lab



79. Busey Bank: Foreclosed Condo

Sales Price: \$165,000 or \$67.29 psf for vacant shell
Closed Jan 14, 2010 Buyer: Rick Novoa, DO & Karen Black, DO
13440 Parker Commons Blvd, #101-102 Ft. Myers, FL
Buyer building out 2,453 sf medical office



78. Busey Bank: Foreclosed Condo

Sales Price: \$70,000 or \$58.24 psf for vacant shell
Closed Dec 21, 2009 Buyer: Melwyn D'Souza, MD & Raynita D'Souza, MD
13440 Parker Commons Blvd, #105
Ft. Myers, FL Buyer building out 1,202 sf medical office



77. Busey Bank: Foreclosed Condo

Sales Price: \$165,000 or \$67.29 psf for vacant shell
Closed Nov 24, 2009 Buyer: Brian Acrement, MD (Cardiologist) & A. Joseph
13450 Parker Commons Blvd, #105-106 Ft. Myers, FL
Buyer building out 2452 sf Medical office



76. Timothy Underhill, OD & Robert LeSage, OD

Sales Price: \$475,000 or \$149 PSF or 8.75% Cap Rate
Closed July 1st, 2009 3,185 SF Condo
5-YR NNN Leaseback, 2 personal guarantees
15620 McGregor Blvd, Ft. Myers, FL Condo Sale/Leaseback
Sanibel Island, FL Buyer got local financing with ease.



75. George Whiteside, DDS

Sales Price: \$809,400 or \$279.10 psf, 8.75% Cap Rate
Closed June 18th, 2009: 2900 sf Building
5-YR NNN Leaseback, DDS personal guar.
7630 Cambridge Manor Pl, Ft. Myers, FL
Set 2009 County Record High Sale Price PSF!



74. Barry Katz, MD & Clinton Massey, MD

Sales Price: \$1,598,000 or \$205 PSF, 8.75% Cap Rate
Closed Dec 1, 2008 5-YR NNN leaseback, 2 MD Guaranties
625 Country Day Rd, Goldsboro, NC
Neurosurgeons Office plus Extra Land included
Under Contract within a week! Closed at 100% of List Price.



73. W & L, LLC

Sales Price: \$1,475,000 or \$162 PSF

Closed September 15, 2008

Short term leases, 25% Vacancy

6360 Presidential Court, Ft. Myers, FL

9,097 SF office with one medical space

This is the fourth time Mark sold this building. Third time was #49 on this list.



72. Carl Reed, MD & Oscar Alea, MD

Sales Price: \$3,600,000 **or 8.2% Cap Rate

Closed August 22, 2008

7-Year Term NNN Lease, 4 MD guarantees

7970 Summerlin Lakes Dr, Ft. Myers, FL

13,044 SF Medical Office or \$276 PSF

**** Closed at \$106,000 above List Price**

A national bidding war was created= \$276 PSF!



71. Larry Castillo, MD (Asthma/Allergy Center)

Sales Price: \$854,200 or 9.3% Cap Rate

Closed June 20th, 2008

5-Year Term NNN Lease, MD Guarantee

8461 Cypress Lake Drive, Ft. Myers, FL

3,262 SF Medical Office or \$261.86 PSF



70. Brad Williams, MD & Kurt Heitman, MD Et Al

Sales Price: \$439,000 or 8.75% Cap Rate

Ophthalmologists Closed May 29, 2008

5-Year Term NNN Lease, 3 MD Guarantees

1201 W. Faris Street, Greenville, SC

2,400 SF Optic Lab & Business Office



69. Stephen Bale, MD & John Phillips, MD

Sales Price: \$1,400,000 or 8.75% Cap Rate

9 MD OB/GYN Group Closed May 2, 2008

5-Year Term NNN Lease, 9 Personal Guarantees

200 S. Herlong Ave, Rock Hill, SC 7,980 SF Medical Office Condominium



68. Terry Connelly, MD & Mario Lopez, MD

Sales Price: \$7,850,000 **or \$262.30 PSF

Cardiology Building Closed April 10, 2008

10-Year Term NNN Lease, Pers. Guaranties

25097 Olympia Ave, Punta Gorda, FL

29,927 SF Medical Office Building (MOB)

**** Closed at \$350,000 higher than List Price. A national bidding war was created.**



- 67. Richard Avioli, MD** Sales Price: \$2,400,000 or 8.5% Cap Rate
Orthopedic Surgery Closed Dec 21, 2007
13-Year Term Lease, Personal Guaranty
934 Cox Road, Gastonia, NC 28212
12,658 SF Medical Office Building (MOB)



- 66. Marvin Burdette, MD & Charles Bobo, MD**
Sales Price: \$1,920,000 or 8.75% Cap
Ophthalmologists Closed December 4, 2007
5-Year Term NNN Lease, Personal Guarantees
210 Wells Ave, Greenwood, SC 29646
10,854 SF Medical Office Building (MOB)



- 65. Charles Zwerling, MD (Ophthalmologist)**
Sales Price: \$385,000 or 8.75% Cap Rate
Sale/Leaseback closed Oct 31, 2007
5-Year Term NNN Lease, Personal Guaranty
232 Smith Chapel Rd, Mt. Olive, NC 27534
2,809 SF Medical Office Building (MOB)



- 64. Charles Gordon (Sold Medical Building)**
Sales Price: \$347,000 or \$138 PSF
NNN Leased, Closed June 28, 2007
343 S. Commerce Ave, Sebring, FL
9% Cap Rate
2,524 SF building rented to Dr. Seralde



- 63. Charles Gordon (sold Medical Condo)** Sales Price: \$619,000 or \$160 PSF
NNN Leased, Closed May 18, 2007
805/807 US Hwy 27, Sebring, FL
8.6% Cap Rate
3,865 SF Medical Condominium



- 62. Charles Zwerling, MD (Ophthalmologist)**
Sales Price: \$1,070,000 or \$214 PSF
Sale/Leaseback closed April 24, 2007
Sold at 104% of List Price within 2 weeks!
2709 Medical Place, Goldsboro, NC



- 61. Doug Stokes, MD (Ophthalmology Group)**
Sales Price: \$1,400,000 or \$205 PSF
Sale/Leaseback closed March 30, 2007
Sold at 100% of List Price within 2 weeks!
104 Simpson St, Greenville, SC



- 60. Charles Gordon** sold Ophthalmology Building
Sales Price: \$530,000 or \$140 PSF
Closed March 7, 2007 Sold at 95% of List Price!
1596 US Hwy 27 North, Avon Park, FL
MD being released from Lease, DDS moving in.



- 59. George Hoop, DDS** bought vacant building
Sales Price: \$480,000 or \$185 PSF
Closed February 21, 2007 Sold at 109% of List Price!
12630 Whitehall Drive, Ft. Myers, FL Our auction marketing drove up Price!



- 58. W. Alvin McElveen, MD (Neurologist)**
Sales Price: \$735,000 or 8.4% Cap Rate
Closed September 19, 2006: Sale/Leaseback
Sold @100% of List Price or \$202 PSF
3930 8th Ave W, Bradenton, FL 5-Year Term NNN Lease + Options



- 57. James Stackhouse, MD & S. McLamb, MD**
Sales Price: \$752,000 or 8.75% Cap Rate
Closed August 17, 2006: Sale/Leaseback
Sold @ 100% of List Price or \$160 PSF
201 Cox Blvd, Goldsboro, NC 5 Year Term NNN Lease + Options



- 56. Dennis Bassetti, MD** Closed August 9, 2006
Sales Price: \$1,821,000 or 8% Cap Rate
11,709 SF rented to Adventist Health System
Sold @ 100% of List Price or \$155.52 PSF
4421 Sun Lake Blvd, Sebring, FL 6 Year Term NNN Lease



- 55. Ronald Sevigny, OD**
Closed: June 30th, 2006 Sales Price: \$650,000 or 8.75% Cap Rate
4,091 SF Medical Office Sale/Leaseback *
\$158.89 Per Sq Foot: 5-Year NNN Lease
210 US Hwy 27, Avon Park, FL
*New Record high price per sf: Avon Park, FL



- 54. Clark Gaither, MD**
Closed: June 16, 2006 Sales Price: \$2,130,000 or 8.5% Cap Rate
12,941 SF Medical Office Sale/Leaseback *\$164.59 per square foot:
5-Year NNN Lease
2607 Medical Office Plaza, Goldsboro, NC
***Set record high price per sq foot: Goldsboro, NC**



- 53. Anu Sheth, MD** Closed: June 8, 2006
Sales Price: \$1,350,000 or 8% Cap Rate
6,699 SF Medical Office Sale/Leaseback
\$201.52 per square foot: 10-Year term Lease
755 Old Norcross Rd, Lawrenceville, GA



- 52. John Kavanaugh** Closed April 11, 2006
Sales Price: \$1,525,000 (Full Listed Price)
24,370 SF Office including some medical uses
\$62.58 per Sq Foot at 7.5% Cap Rate
1701 Broadmoor Ave, Champaign, IL



- 51. Richard Smith, MD** Closed January 5, 2006
Sale Price: \$3,225,000 or 7.5% Cap Rate
17,658 SF Medical building: Sale/leaseback
Sold @ \$182.64 PSF or 97% of List Price
5911 Northwest Highway, Crystal Lake, IL
Closed 90 days after listing signed.



- 50. Ray Yunker**, Closed January 3, 2006
Sale Price: \$1,850,000 or \$174.38 PSF
Office building sale, former Pediatric space
Corner of Summerlin & College Pkwy
Law Firm bought to move firm here 6350 Presidential Court, Ft. Myers, FL
10,609 Square Foot Building



- 49. Ray Yunker** Closed November 30th, 2005
Sale Price: \$1,678,000 or \$185.83 PSF
Office Building Sale, 1 doctor in tenant mix Cap Rate: 8%
9,030 Square Foot building Lease terms: 3-5 Year terms
6360 Presidential Court, Ft. Myers, FL
Rental Rate: \$14.87 PSF NNN (average)
This is third time Mark sold this building. The second time was #10 on this list.



48. Chip Satterly, MD

Closed November 1, 2005*Sale Price: \$3,550,000 or \$213 PSF
Medical Office Sale/Leaseback Cap Rate: 8.7%
16,612 Square Foot Building
Lease Term: 5 Yrs + 5 options @5-Yrs each
2303 Wellington Drive, Wilson, NC Rental Rate: \$18.60 PSF NNN



47. QQ of Wilson, Inc. closed Sept 22, 2005

*Sale Price: \$2,075,000 or \$209.94 PSF
Forest Hills Medical Center Cap Rate: 8.8% Cap rate
9,888 Square foot building Lease Term: 5 Years + options
2130 Forest Hills Rd, Wilson, NC Rent: \$18.50 PSF NNN



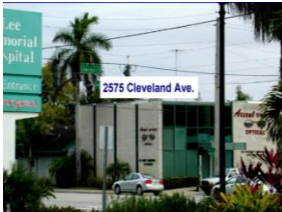
46. 3677 Central Ave LLC closed Sept 7, 2005

Sale Price: \$1,490,000 or \$69.18 PSF
Laurel Center Medical Office Cap Rate: 8.3%
21,539 square foot, multi-tenant complex Lease Terms: 2-3 years
3677 Central Ave, Ft. Myers, FL Rent: \$5.75 PSF NNN Average rate
This is the second time Mark sold property. See #36 for first sale.



45. Attorney Marshall Cohen closed Sept 2, 2005

Sale Price: \$166,800 or \$158.86 PSF
Law Office Sale/Leaseback Cap Rate: 8.5%
1,050 square foot office condo at Lease Term: 3 years
1412 Royal Palm Square Blvd, Ft. Myers, FL
Rent: \$13.50 PSF NNN (triple net)



44. G. Hornback Closed July 20th, 2005 Sale Price: \$345,000 or \$101.47 PSF
Vacant Medical Office Building Former Optometrist office across from
2575 Cleveland Avenue, Ft. Myers, FL Lee Memorial Hospital
This is the second time Mark sold this property. First time was #21.



43. Dan Pisani, Trustee Closed June 9th, 2005

Sale Price: \$4,110,000 or \$118.07 PSF
Broadway Medical Plaza: 34,811 Sq Ft Cap Rate: 8%
3745 Broadway, Ft. Myers, FL Rental Rate: \$9.45 PSF NNN
Multi-tenant building with extra land Lease Terms: 3 Years



- 42. Richard Halpert, MD** Closed January 14th, 2005
 Sale Price: \$581,000 or *\$172.46 PSF
 Medical Office Condominiums: 3,369 Sq Ft
 Cap Rate: 9% \$15.52 Per Sq Ft (NNN)
 Sale/Leaseback Transaction Lease Term: 5 Years Stess 500 & 700,
 2402 Camden St Wilson, North Carolina
 New Record High PSF in Wilson, NC



- 41. Thomas Rentz, Trustee** Closed November 8th, 2004
 Sale Price: \$1,971,000 or \$58.73 PSF
 Medical Office Complex, 33,561 SF Cap: 9%
 100% occupancy Lease Term: 3 Years Remaining
 3660 Central Avenue, Ft. Myers, FL NOI: \$177,390 or \$5.29 PSF NNN
 This is second time Mark sold this property. First time was #11



- 40. Rachna Mehra, MD** Closed July 15th, 2004 NOI: \$50,247
 Medical Office Condo Sale/Leaseback: 3,865 Sq Ft Cap Rate: 9%
 895/807 US Highway 27, Sebring, Florida 33870 Lease Term: 5 Years
 Rental Rate: \$13 PSF NNN Sale Price: \$558,300 or *\$144.45 PSF



- 39. Cirilo Seralde, MD (G.P)** Closed July 13th, 2004 NOI: \$29,026
 Medical Office Sale/Leaseback: 2,524 Sq Foot bldg. Cap Rate: 9%
 343 S. Commerce Avenue, Sebring, Florida 33870 Lease Term: 5 Years
 Across street from Highlands County Court House
 Rental Rate: \$11.50 PSF NNN
 Sale Price: \$332,500 or \$131.74 PSF



- 38. Barry Boyd, MD Plastic Surgeon,** Closed 4-20-04 NOI: \$14 1,750
 Surgery Center Sale/Leaseback: 6,885 Sq. Ft.
 Price: \$1,586,000 New Orlando Record
 132 & 200 Benmore Drive, Winter Park, Florida Cap Rate: 8.9%
 Across street from Winter Park Memorial Hospital Lease Term: 5 Years
 *New Record Highest Price PSF Sale of Rental Rate: \$20.59 PSF NNN
 Medical Office in Orlando. Sale Price: *\$230.35 PSF



- 37. Tony Chen, MD Ophthalmologist** Closed 12-23-03 Cap Rate: 9%
 Medical Office Sale/Leaseback: 3,428 Sq Ft bldg Lease Term: 5 Years
 1598 US 27 North, Avon Park, FL Sales Price: \$126.31 PSF
 Rental Rate: \$11.50 PSF NNN



- 36. Woodcrest JV** - Closed September 17, 2003
Sale Price: \$950,000 or \$41.69 PSF
Medical office complex totaling 22,785 sq. ft All short term leases,
3677 Central Avenue, Ft. Myers Property needed \$75,000 in additional repairs.
50% Occupancy at time of sale.



- 35. Dennis Bassetti, MD** (Chief of Staff, Florida Hospital) Closed July 11, 2003
Two medical bldgs totaling 14,340 sq ft Sale/Lease Back
4409 and 4343 Sun n' Lake Boulevard, Sebring, Fl. Lease Term: 10 Years
Across from Florida Hospital Rental Rate: \$11.50 PSF NNN
Sales Price: \$143.72 PSF



- 34. Partners Five-** Closed June 24, 2003 Price: \$475,000
5,050 square foot medical office building: Vacant Sales Price: \$94 PSF
1688 Medical Lane, Ft. Myers, Florida
Note: Sold same building in August 1997 for \$625,000 when it was 100% leased at 9.75% Cap Rate. See #15 for first sale.



- 33. Partners Five** – Closed December 5th, 2002 Sales Price: \$108 PSF
7,685 square feet of Office Condos (15% vacancy-all short term leases)
6338 Presidential Court and 12734 Kenwood Lane Price: \$830,000
South Ft. Myers, Florida



- 32. JAMES WOLPER, MD** - Closed September 9, 2002. CAP RATE: 9.3%
5,428 SF Surgery Center: Endoscopy SALES PRICE: \$156.60 PSF
665 Del Prado Boulevard, Cape Coral, FL RENTAL RATE: \$14.61 PSF NET
LEASE TERM: 5 YEARS



- 31. S.V. NAGARATHINAM, MD** - Closed June 2002. SALES PRICE: \$100 PSF
1,285 SF Medical Condo Sale/Leaseback CAP RATE: 10%
Suite 4 at 1154 Lee Boulevard, Lehigh Acres, FL LEASE TERM: 5 YEARS
Lehigh Acres, Florida RENTAL RATE: \$10 PSF NET



- 30. MARK GREENBERG, MD** - Closed January 31, 2002. CAP RATE: 10%
2,600 sf Medical Sale/Leaseback LEASE TERM: 5 YEARS
12630 Whitehall Drive, Ft. Myers, FL Rental Rate: \$13 PSF NET
Asthma/Alergy Specialty SALES PRICE: \$130 PSF



29. 658963 ONTARIO LTD. - Closed January 31, 2002

7,340 square foot of office condominiums
Suites #300, 301, 304 and 307
3949 Evans Avenue
Fort Myers, Florida

CAP RATE: 10%
LEASE TERM: 4 YEARS
RENTAL RATE: \$7.35 PSF NET
SALES PRICE: \$73.54 PSF



28. ROBERT BRUECK, MD AND MICHAEL PRICE DPD

11,146 Square Foot HRS Approved Surgery Center
3700 Central Avenue, Ft. Myers, FL
Rental Rate: \$14.13 PSF NET

Closed October 16, 2001.
CAP RATE: 10.5%
LEASE TERM: 5 YEARS
SALES PRICE: \$134.58 PSF



27. PARTNERS FIVE - Closed June 1, 2001.

Suite F at 6210 Winkler Rd
Fort Myers, Florida
Wildwood Hammock Subdivision
Medical Office Condominium – 1,200 sq. ft.

CAP RATE: 11%
RENTAL RATE: \$14.27 PSF NET
SALES PRICE: \$130.00 PSF
LEASE TERM: 3 YEARS
SALES PRICE: \$130.00 PSF



26. DAVID HIGGINS CPA - Closed December 4, 2000.

Sale\Lease Back of Office Condo. - 4,636 sq. ft.
Landmark Building, Suites 300 & 304
3949 Evans Avenue, Ft. Myers, FL

CAP RATE: 10%
LEASE TERM: 5 YEARS
RENTAL RATE: \$7.25 PSF NET
SALES PRICE: \$72.50 PSF



25. LEE COAST RESEARCH - Closed December 4, 2000.

Sale\Lease Back of Office Condo. – 2,704 sq. ft.
Landmark Building, Suites 301 & 307
3949 Evans Avenue, Fort Myers, Florida

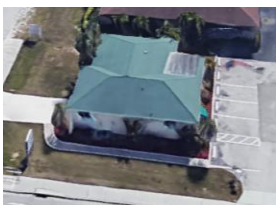
CAP RATE: 10%
LEASE TERM: 5 YEARS
RENTAL RATE: \$6.95 PSF NET
SALES PRICE: \$69.50 PSF



24. S. ORR AND A. JOHNSON - Closed June 26, 2000.

No CAP RATE: PRICE \$325,000 OR \$54 PSF
21300 Gertrude Street
Port Charlotte, Florida

VACANT MEDICAL BUILDING: 6,000 SF
Buyer: PT firm

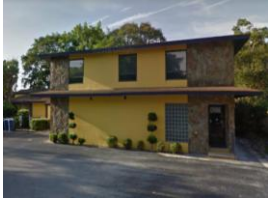


23. RICARDO BENDECK, MD - Closed June 21, 2000.

7328 Sanibel Boulevard
South Fort Myers, Florida
BUILDING
Medical Building - 2,100 sq. ft.

No CAP RATE
SALES PRICE: \$78.10 PSF
VACANT MEDICAL

The hospital bought Dr. Bendek's practice and leased back building from the doctor on 1-YR term renewals. After a few years, the hospital moved Dr. Bendek to their own building and terminated their lease with him. This caused him to sell his MOB vacant



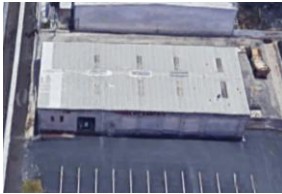
- 22. DR. CHARLES EBY** - Closed April 26, 2000. Size: 7,170 SF building
Medical Sale/Lease Back: Dermatologist CAP RATE: 10%
which includes an HRS approved surgical facility LEASE TERM: 5 YEARS
2666 Swamp Cabbage Court RENTAL RATE: \$11 PSF NET
Central Fort Myers, Florida SALES PRICE: \$110 PSF



- 21. DR. ROBERT UNDERBERG** - Closed 9-1-99.
Medical Sale/Leaseback: Optometrist CAP RATE: 10%
2575 Cleveland Avenue LEASE TERM: 5 YEARS
Fort Myers, Florida RENTAL RATE: \$10 PSF NET
Medical Building – 3,200 sq. ft. SALES PRICE: \$100.00 PSF



- 20. DR. CECIL BEEHLER AND DR. MARK GOROVY** Closed July 12, 1999.
Medical Sale/Leaseback: Ophthalmologists CAP RATE: 10%
4225 Evans Avenue LEASE TERM: 5 YEARS
Fort Myers, Florida RENTAL RATE: 11 PSF NET
Medical Building - 8,761 sq. ft. (1979) SALES PRICE: \$110.00 PSF



- 19. LMR 398 PARTNERSHIP** (includes Dr. Gerry Laboda) Closed March 1, 1999.
Sale/Lease Back of ProCraft Battery bldg. (industrial) SALES PRICE: \$62.84 PSF
1765 Commercial Drive CAP RATE: 10.3%
Naples, Florida LEASE TERM: 10 YEARS
Building - 5,100 sq. ft. RENTAL RATE: \$6.50 PSF NET



- 18. DR. MICHAEL & JULIE BELL** - Closed 1-6-99 CAP RATE: 10%
Medical Sale/Lease Back LEASE TERM: 7 YEARS
1500 Royal Palm Square Boulevard, Suite 105 RENTAL RATE: \$12.34 PSF NET
Fort Myers, Florida SALES PRICE: \$121 PSF
Medical Office Condominium - 4,215 sq. ft.



- 17. LINDA FROST, TRUSTEE OF TRAVEL TRUST** Closed March 24, 1998.
Physical Therapy Associates of Lee County, Inc. CAP RATE: 9.7%
120 N. Del Prado Blvd, Cape Coral, FL LEASE TERM: 7 YEARS
4,000 sf medical building, \$77.25 psf price



- 16. VIC PALUCK** (Local Developer) - Closed Oct. 997. CAP RATE: 10.4%
Sale/Lease Back: office condo \$105 psf LEASE TERM: 5 YEARS
6338 Presidential Court, #101 & 102, Ft. Myers, FL
RENTAL RATE: \$11 PSF NET



15. **DR. MICHAEL SPELLMAN** - Closed August 1997. CAP RATE: 9.75%
Medical Sale/Lease Back Price \$125 psf LEASE TERM: 5 YEARS
1688 Medical Lane, Ft. Myers, FL
RENTAL RATE: \$12.19 PSF NET



14. **DR. AURELIO** - Closed July 1997. CAP RATE: 10 %
Medical Sale/Lease Back: LEASE TERM: 7 YEARS
12734 Kenwood Lane RENTAL RATE: \$14.00 PSF NET
Fort Myers, Florida SALES PRICE: \$140.00 PSF



13. **ALTAMURA MARSH & ASSOCIATES** (Insurance Company) – Closed July 1997.
Sale/Lease Back : Rent \$11 psf NNN Sales Price: \$110 PSF
6338 Presidential Court (2nd floor - no elevator) CAP RATE: 10%
Ft. Myers, FL LEASE TERM: 5 YEARS



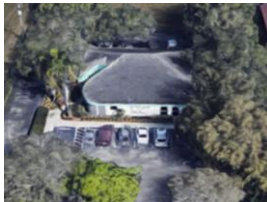
12. **M.C. B. & G. PARTNERSHIP** – Closed July 1997. SALES PRICE: \$125.00 PSF
Winkler Road, Fort Myers, Florida \$13.50 psf CAP RATE: 11%
Medical Office Condominium - 1,200 sq. ft. LEASE TERM: 3.5 YEARS



11. **MARK ALEXANDER, TRUSTEE** – Closed June 1997. CAP RATE: 10%
Medical Sale/Lease Back, Bottle Brush Center LEASE TERM: 10 YEARS
3660 Central Avenue, Ft. Myers \$44.69 psf Rental Rate: \$4.47 psf



10. **BAYLIGHT FORT MYERS PARTNERSHIP** Closed April 1997.
6360 Presidential Ct, Ft. Myers, FL CAP Rate: 11%
Medical & General office tenants. \$108 psf Rental Rate: \$12.00 psf net
This is the second time Mark sold the building. The first time he sold it was in July 1988 for \$795,000 when Baylight FM Partnership bought it. Mark was managing partner of Baylight FM Partnership.



9. **BECHARD CONSTRUCTION** - Closed Sept. 1996. CAP RATE: 10%
Brantley Road Property, Oral Surgery Building LEASE TERM: 8 YEARS AND 3 YEARS
1537 Brantley Commons, Fort Myers, FL Price: \$107.71 psf



8. **CHARTER HOME FUNDING (Paul Iverson)**
Sale Lease/Back: Price \$110 psf
6338 Presidential Court, Ft. Myers \$11 psf NNN

Closed September 1996.
CAP Rate: 10%
Lease Term: 5 years



7. **SHEPPARD, BRETT & STEWART** - Closed Jan 1995.
Sale/Lease Back: Law Building 7188 SF
West First Street, Ft. Myers, FL \$80 psf
2121 W First Street, Fort Myers

CAP Rate: 10%
Lease Term: 10 years
Rental Rate: \$8 psf net



6. **Chris Hoek, DDS & Steven Anderson, DDS**
Oral Surgeons: 4400 sf building
Medical Sale/Lease Back, Closed July 1994
1357 Brantley Commons, Fort Myers, FL

CAP Rate: 9.6%
Rental Rate: \$9.64 psf
Sales Price \$510,000



5. **VAN SPEAS, DDS** - Closed May 1994.
Medical Sale/Lease Back \$120 psf
1635 Medical Lane, Fort Myers 2,442 sf
Quest Diagnostics is the tenant here in 2018

CAP Rate: 10%
Lease Term: 5 years
Rental Rate: \$12 psf net



4. **STEVEN PALETSKY, MD** - Closed August 1993.
Medical Sale/Lease Back: 10.2% cap rate
3822 Broadway, Ft. Myers, FL 7,229 sf
RENTAL RATE: \$11.62 PSF

LEASE TERM: 6 YEARS
SALES PRICE: \$113 PSF



3. William NEVANS, DDS & George Whiteside DDS - Closed April 1993.

CAP Rate: 10%

Medical Sale/Lease Back: 5-Year Term

Sales Price: \$100 psf

3600 Broadway, Fort Myers

Rental Rate: \$10 psf net

Dr. Nevans told me that George Sanders (who developed the Edison Mall nearby and convinced Sears to open a store in Ft Myers using percentage rent) sold him the land in 1978 to build his dental office here. Mr. Sanders gave him an especially good deal on the land in exchange for Dr. Nevans soliciting his doctor friends to build their medical buildings here, at the time located between the only two hospitals in town.



2. MARVIN Porter, MD Dermatology Group CAP Rate: 11.5%

Closed September 1992: Medical Sale/Lease Back

Lease Term: 5 years

3635 Central Avenue, Fort Myers, Florida \$87 psf

Rental Rate: \$11 psf net

This was my first MOB Sale Leaseback for 5 MDs. Dr. Marvin Porter always reminds me of that every time I bump into him, and he says I should owe him a referral on all the MOBs that I have sold since.



1. TWISTEE TREAT CORPORATION - Closed July 1988.

SALES PRICE: \$2.85 MILLION

Sale/Lease Back, 30,625 SF Building

CAP RATE: 10%

3434 Hancock Bridge Parkway

RENTAL RATE: \$8 PSF NET

North Fort Myers, Florida

LEASE

TERM:

This was the first time I sold this property. I sold it a second time on November 23, 2002 for \$3,315,000 which was not shown earlier in this report. That seller was Volute Enterprises, Inc.