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# HealthEast Care System

Multiple Properties, East Metro



## PROJECT OVERVIEW

Cushman & Wakefield assisted HealthEast in implementing its new clinic strategy throughout the East Metro area of St. Paul. The strategy included selling all of their owned off-campus clinics and replacing them with newer, larger clinics in order to improve their care and patient experience.

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## SOLUTIONS

Cushman & Wakefield listed and sold 12 owned facilities and helped HealthEast open 13 new clinics throughout the East Metro. Our strategy included:

- Evaluate pricing and sell each clinic.
- Market survey and site selection based upon patient population.
- Solicit proposals.
- Interview developers.
- Analyze and negotiate favorable terms.

## RESULTS

- All of HealthEast's owned clinics were sold at favorable prices.
- New clinics included both ground up developments and redeveloped retail facilities.
- Improved patient care.
- Achieved superior locations with good access.
- Flexible lease terms.