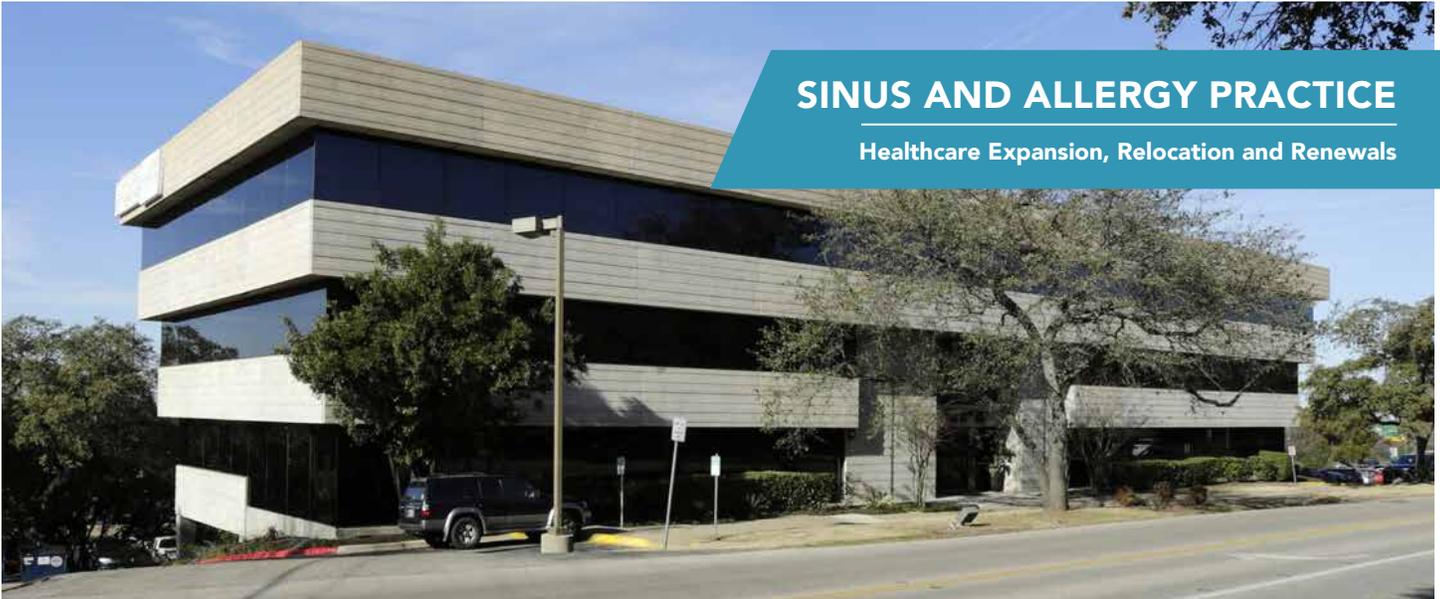


SINUS AND ALLERGY PRACTICE

Healthcare Expansion, Relocation and Renewals



PROJECT HIGHLIGHTS

Healthcare Relocation,
Expansion and Renewal Services

LOCATION

Texas, Florida and Colorado

SIZE

100,000 SF

LEAD TENANT

Sinus and Allergy Practice

KEY SERVICES

Identifying new markets and locations across Texas, Florida, and Colorado. Working collaboratively with Stream's Colorado and Florida counterparts, running feasibility studies, void analytics, identifying strategic locations and ultimately engaging in negotiations on both new leases and lease renewals on behalf of our client. Thus, allowing our client to focus on solely on the business of improving patient's lives and outcomes.

SITUATION

This Sinus and Allergy practice is one of the fastest growing sinus and allergy clinics in the nation. In 2017, both, Inc. Magazine and Austin Business Journal recognized them as one of the fastest growing private companies. This practice is a multi-market, multi-state practice. Serving patients across the state of Texas, through a portfolio consisting of an approximately 70,000 square feet, while continuing to grow into new states across the country. With the help of Stream Austin, the growth efforts outside of Texas have been focused on 15 additional locations in the Florida and Colorado markets, an addition of roughly 25,000 SF to the client's office portfolio.

ACTION

Stream was tasked with analyzing their current portfolio and determining underserved markets well positioned for an allergy and sinus practice. Through feasibility studies and void analytics, Stream worked closely with the C-Suite officers in identifying markets that would best position the practice for success. Feasibility studies were based on patient demographics, workforce insurance, traffic study, median house-hold income, median home prices, large employers, etc. Stream would then overlay these studies with void analytics to further understand the presence of competition. Through this approach, Stream Austin has consulted, negotiated, and transacted on 20+ new locations, of approximately 35,000+ SF. The locations stretch from El Paso to Corpus Christi, Houston to Dallas, from the mountain air of Colorado to the salt air in Florida. Stream Austin's Healthcare team spends significant time in each of these respective markets, many times without the client, to get a feel for physical location, visibility, energy, surrounding development and any other attributes that might factor in to a successful practice.

To ensure full knowledge, understanding and inner workings of each location, Stream Austin works closely with Stream's local brokerage teams in the respective markets to successfully manage each of these lease requirements through final execution.

RESULT

As of January 2020, Stream Austin is busy working alongside our client in reproducing the Texas performance in both Florida and Colorado, while keeping our eye on states poised for future growth. Stream Austin is grateful for the client's confidence in our healthcare team and looks forward to the continued partnership as the practice grows nationally.


STREAM

