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Medical Office Building Sales On the Rise: "If I'm the CFO of a hospital today, this is the best time to sell"

Article By:

Real Estate Practice Group

More good news on the MOB deal front!!! Check out this short article by Bob Herman from [Becker's Hospital Review](#)

Hospitals Expected to Sell \$2B in Medical Office Buildings This Year

Medical office building sales have increased steadily in recent years, from \$1 billion in 2007 to a record \$2 billion in 2012, and MOB sales should hit \$2 billion again by the end of 2013, according to a Jones Lang LaSalle study cited in [National Real Estate Investor](#).

Healthcare real estate investment trusts, or REITs, are on the prowl to buy MOB properties because supply is low and MOB tenants usually lead to stable lease revenue.

"The buyers with access to capital, mostly the REITs, are locking up more and more of the supply, and their practice is to buy and hold. The property isn't going to turn again on the market," Mindy Berman, managing director of JLL's healthcare capital markets, told *National Real Estate Investor*. "If I'm the CFO of a hospital today, this is the best time to sell."

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