



October 10, 2016

To Whom It May Concern,

Holston Medical Group, P.C. and its related entities ("HMG") owned a portfolio of medical office buildings totaling 311,945 square feet in the Tri-Cities region of Tennessee and Virginia. Montecito Medical recently acquired three of the assets in the portfolio and are under contract to close the remaining three in November of this year. Montecito was flexible in allowing us to stagger the closing of the remaining three buildings to lessen our tax burden.

Montecito closed this transaction at the agreed upon price as specified in our original letter of intent and the purchase contract. They were flexible in their approach and worked with us to overcome various hurdles that are a necessary part of large, complex, real estate transaction involving properties in multiple states with varying restrictions and approval processes.

I would highly recommend Montecito Medical to any owner considering selling their medical real estate. They understand the nuances of medical real estate and are very experienced at complex negotiations and transactions with health systems and large physician groups.

Both HMG and individual physicians are also reinvesting as a limited partner in one of the buildings. HMG is excited about the ongoing ownership opportunity as these assets will hopefully get an above average return on the re-investment when Montecito sells our buildings as part of a larger portfolio or medical real estate. Montecito also allowed HMG to continue to provide all property management services, which was important to our practice to maintain the quality and cost structure.

HMG considers Montecito Medical as a strategic real estate partner allowing us to control costs and maintain control of our medical office buildings.



Randall E. Sermons

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