



The Winston-Salem building is one of 9 assets Montecito acquired

THE CHALLENGE:

When Mr. Cohen was originally approached about selling his real estate assets, his answer was simple: he was not interested. As CEO of OrthoCarolina, Bruce represents 160 physicians and 39 offices, so getting his group to agree to sell their real estate was challenging and complex. They intended to re-finance into a new loan. But as they got to know the Montecito leaders, they started to see the benefits of considering a sale of their real estate assets. Coincidentally, they had an interaction with Montecito on a very contentious situation with a joint venture partner of theirs in a property that Montecito owned. Montecito was able to step in to

THE SOLUTION

Montecito introduced their re-investment opportunity, and also being able to co-invest with Montecito in future opportunities which led Bruce and his team to make the final decision to sell.

THE RESULT

Montecito stayed on top of this complex transaction every step of the way that ultimately led to a very successful closing.



"I highly recommend Montecito Medical without any reservations for any physician group that is exploring selling their real estate assets. The staff of Montecito were fantastic to work with and very professional in helping us come to the resolution of a difficult problem. This interaction led me to explore working with them further."

-Bruce Cohen, M.D., CEO

OrthoCarolina