

# NATIONAL REALTY

## **Sale-Leaseback: Unlocking Idle Capital in an Urgent Care Facility**

Are you the owner/occupant of an Urgent Care facility? A Sale-Leaseback may be a tool you should consider to unlock idle capital in your real estate that could be used to grow your business.

In simplest terms, a Sale-Leaseback is the process of selling an asset (building, real estate) to an investor while simultaneously entering into a long-term lease for the same asset.

### **Advantages of a Sale-Leaseback**

When considering a Sale-Leaseback, an owner/occupant should consult with their team of financial advisors to review how a sale would impact their personal situation. However, from a general perspective a Sale-Leaseback has the following key benefits:

- Unlocks capital used to acquire the asset plus any sales profits
- Decreases debt
- Improves financial ratios
- 100% deductible rental payments
- Frees up capital to purchase other investments or to expand the business
- Flexibility to relocate if market or business conditions change when the lease expires
- Limits financial exposure for costs required to make capital improvements

Why are Sales-Leaseback opportunities of interest to investors? Because a Sales-Leaseback transaction represents a reliable, long-term stream of income in the form of lease payments to the investor. Also, they are a good hedge against inflation because the value of the asset almost always increases over time.

### **How can we help?**

If you own an Urgent Care facility, we can help find a qualified buyer interested in a Sale-Leaseback transaction. We regularly work with groups that are interested in these types of opportunities.

### **Next Step**

Do you have a Sales-Leaseback question? Call Carol Zelnik at (614) 296-5544 or email her at [carol@nationalucr.com](mailto:carol@nationalucr.com). To learn more about National UC Realty, please visit [www.nationalucr.com](http://www.nationalucr.com).