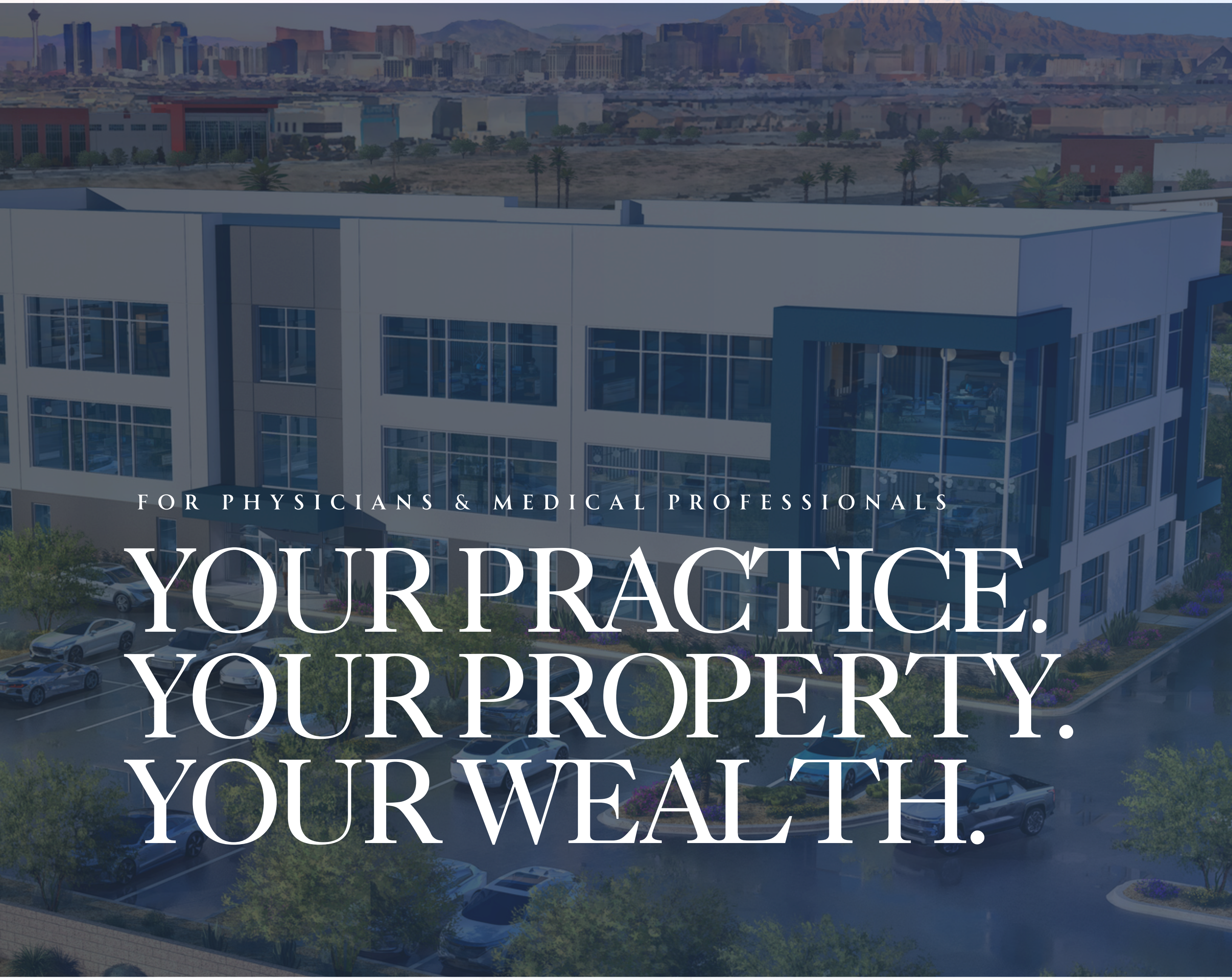


FOR PHYSICIANS & MEDICAL PROFESSIONALS

YOUR PRACTICE. YOUR PROPERTY. YOUR WEALTH.

OFFICE CONDO OWNERSHIP:

The Physician's Guide to Turning Your Practice Space Into a Wealth-Building Asset

You've spent a decade investing in your education. Your boards. Your patients. Isn't it time the four walls where you practice started investing back in you?

INVESTMENT EQUITY
COMMERCIAL OFFICE CONDO DEVELOPMENT

THE PROBLEM NO ONE TALKS ABOUT

Here's a number most physicians never calculate: the total cost of renting their practice space over a career. Take a typical 10-year commercial lease. Between base rent, annual escalations, CAM charges, and your non-recoverable buildout costs, you're easily looking at hundreds of thousands of dollars paid out. And at the end of that decade, you own exactly nothing. No equity. No asset. No appreciation. Just a stack of receipts and a landlord who got wealthier from your work.

Meanwhile, that landlord used your rent checks to build equity in the property, claimed depreciation on their tax return, benefited from appreciation driven by your patient volume, and retained the power to raise your rent, restrict your buildout, or simply decline to renew your lease.

THINK OF IT THIS WAY:

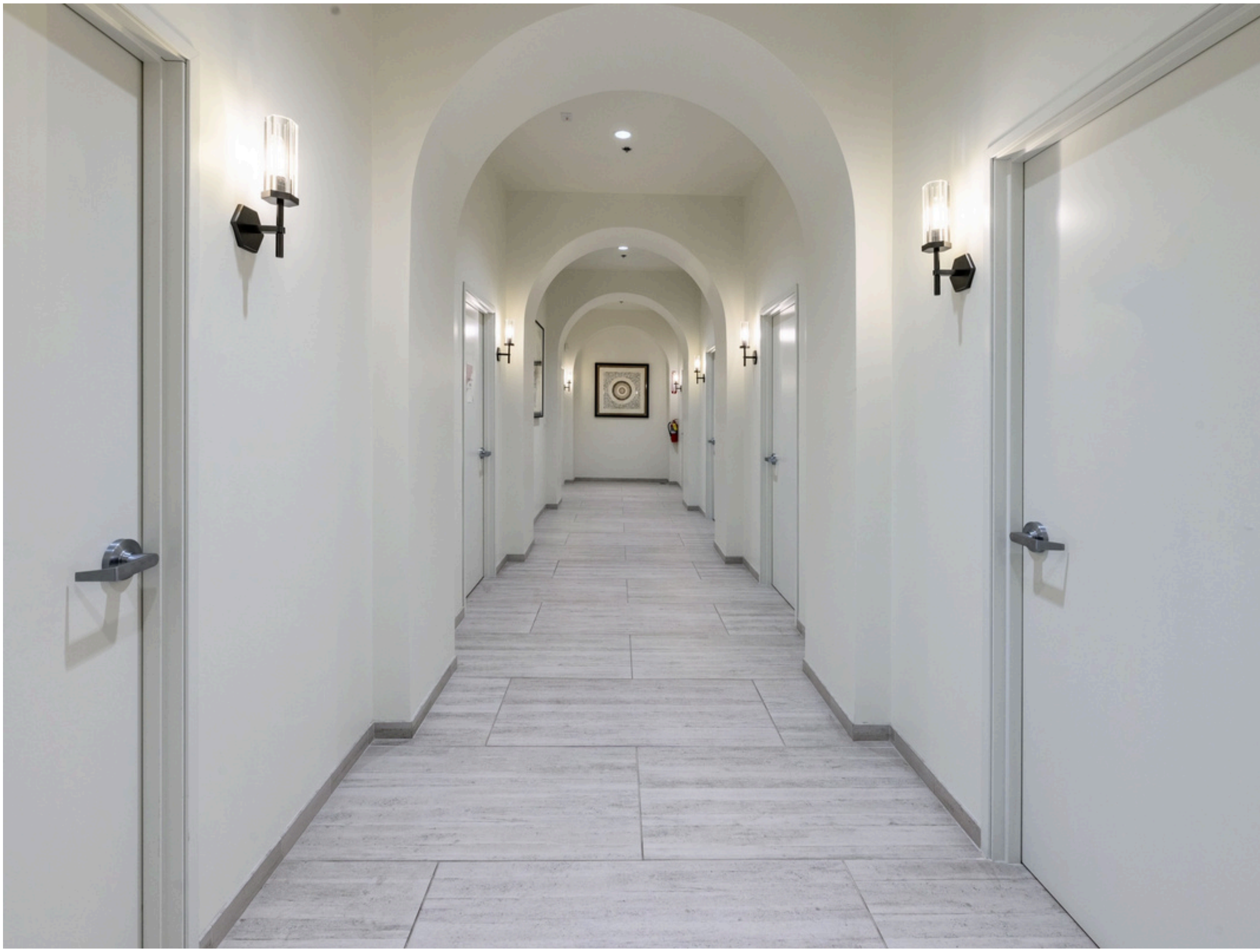
You would never recommend a treatment plan with zero measurable outcomes. **A commercial lease is exactly 100% expense, 0% return.**

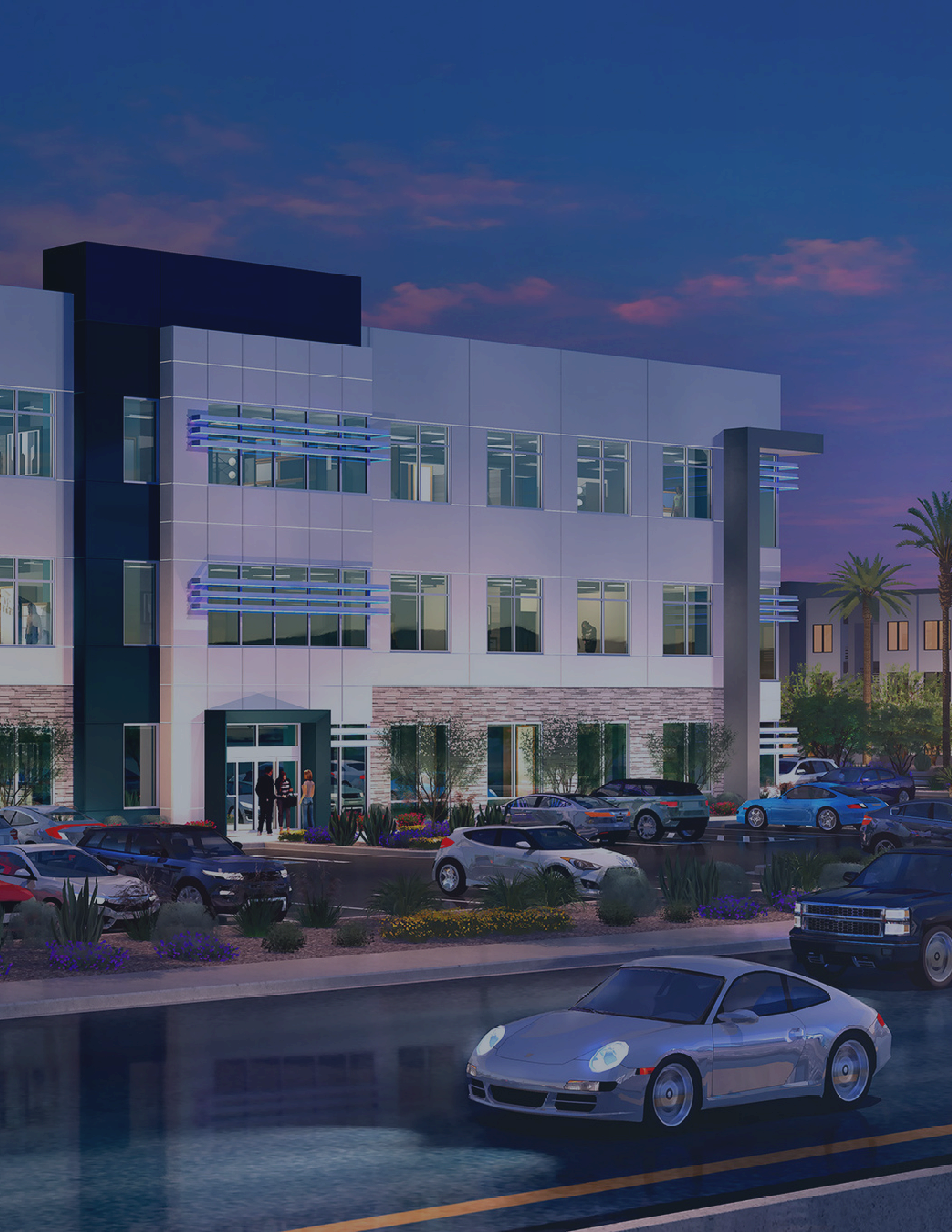
When you own your practice space, every single monthly payment builds equity in an appreciating asset. The lease-vs.-own math isn't complicated. It's the same reason you wouldn't rent your home for 30 years — except the tax advantages for commercial property are even better.

WHY PHYSICIANS SHOULD OWN THEIR PRACTICE SPACE

BUILD WEALTH WITH EVERY PAYMENT

Rent is a pure expense on your P&L. A mortgage payment is partially an investment. Over time, you accumulate real equity — a meaningful addition to your retirement portfolio beyond your 401(k), SEP-IRA, or defined benefit plan. It's forced savings built into your overhead, and the asset appreciates while you pay it down.





TAX ADVANTAGES THAT DON'T EXIST FOR TENANTS

Most physician practices operate as a Professional Corporation (PC) or Professional Limited Liability Company (PLLC), often taxed as an S-Corp for pass-through benefits. Regardless of your specific structure, ownership unlocks deductions that renters simply cannot access:

MORTGAGE INTEREST DEDUCTION
The interest portion of your payment (often the majority in early years) is fully deductible

DEPRECIATION
The building depreciates over 39 years, creating a non-cash deduction that reduces taxable income without reducing cash flow.

COST SEGREGATION
Dental offices are ideal candidates because of your extensive specialized infrastructure; plumbing, vacuum/compressor systems, dedicated electrical, cabinetry, and imaging infrastructure can often be reclassified to 5-, 7-, or 15-year schedules, generating substantial early-year deductions

SECTION 179
Certain qualifying buildout improvements may be eligible for immediate expense in the year incurred

OPERATING EXPENSES
Property taxes, insurance, CAM fees, and maintenance are all deductible

1031 EXCHANGE ELIGIBILITY
Defer capital gains when you sell by exchanging into another investment property

Your CPA can model the specific impact. The short version: ownership converts dead-weight rent expense into tax-advantaged wealth building.

THE SMART STRUCTURE:

Many physicians take this a step further by purchasing the office condo through a separate real estate LLC, then having their PC or PLLC pay rent to that LLC. Your practice gets a deductible rent expense, and the rental income flows to your real estate entity — where you capture the depreciation, mortgage interest deductions, and appreciation. It's an internal transaction that creates tax advantages on both sides. Your CPA and healthcare attorney can help structure this properly.

LOCATION STABILITY = PRACTICE STABILITY

For a medical practice, location is more than an address. It's where your patients know to find you, where your referral network sends cases, where your credentialing and insurance panels are linked. Ownership eliminates the risk of lease non-renewal, surprise rent hikes, or displacement. Your patients, your staff, and your referral partners all benefit from the certainty that you're not going anywhere.

BUILD IT FOR YOUR SPECIALTY

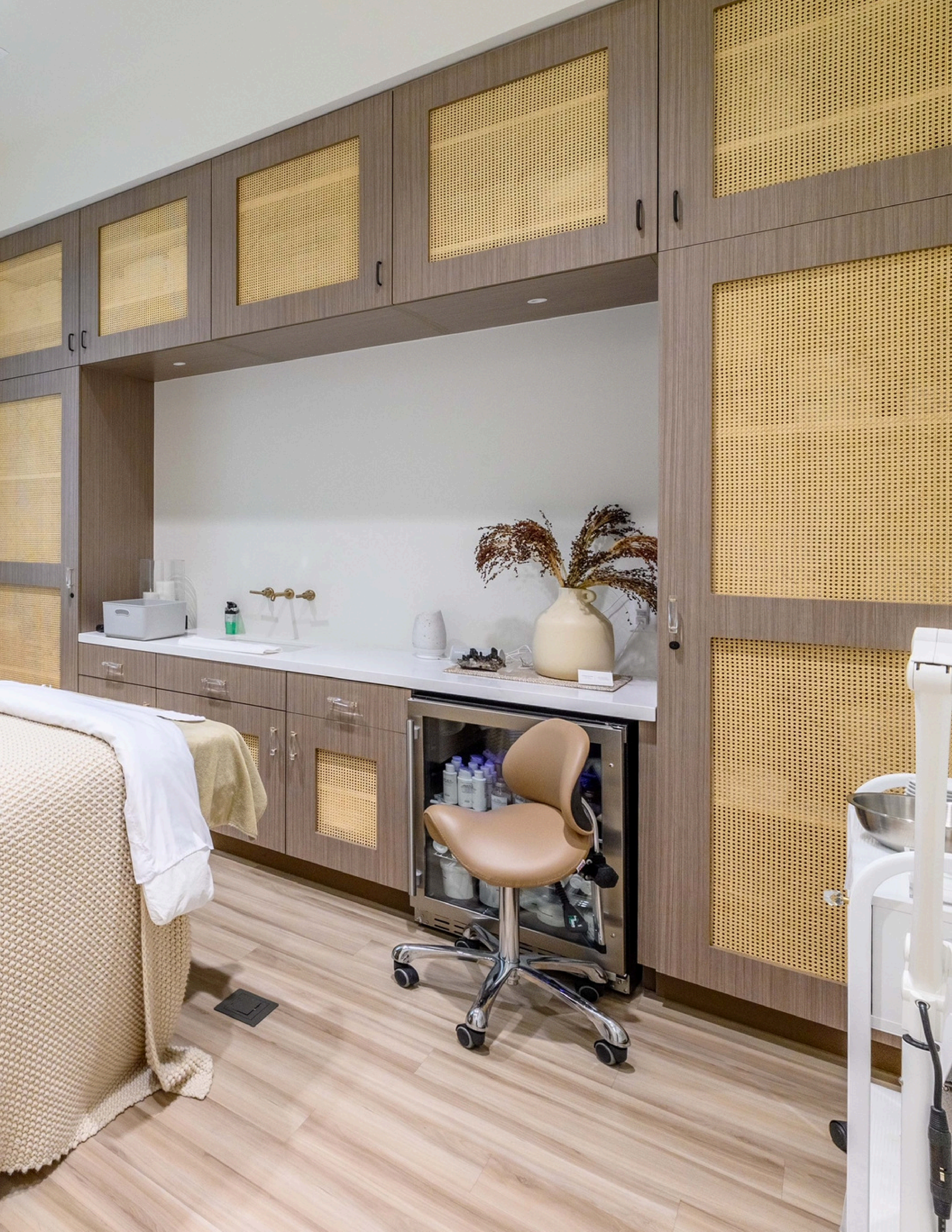
When you rent, your buildout serves the landlord's resale strategy. When you own, every dollar invested goes into a space designed for your clinical workflow — whether that's exam rooms configured for your specialty, procedure rooms with medical gas lines, HIPAA-compliant check-in areas, telemedicine suites, ADA-compliant access, or lead-lined imaging walls. Every improvement adds value to your asset, not someone else's.

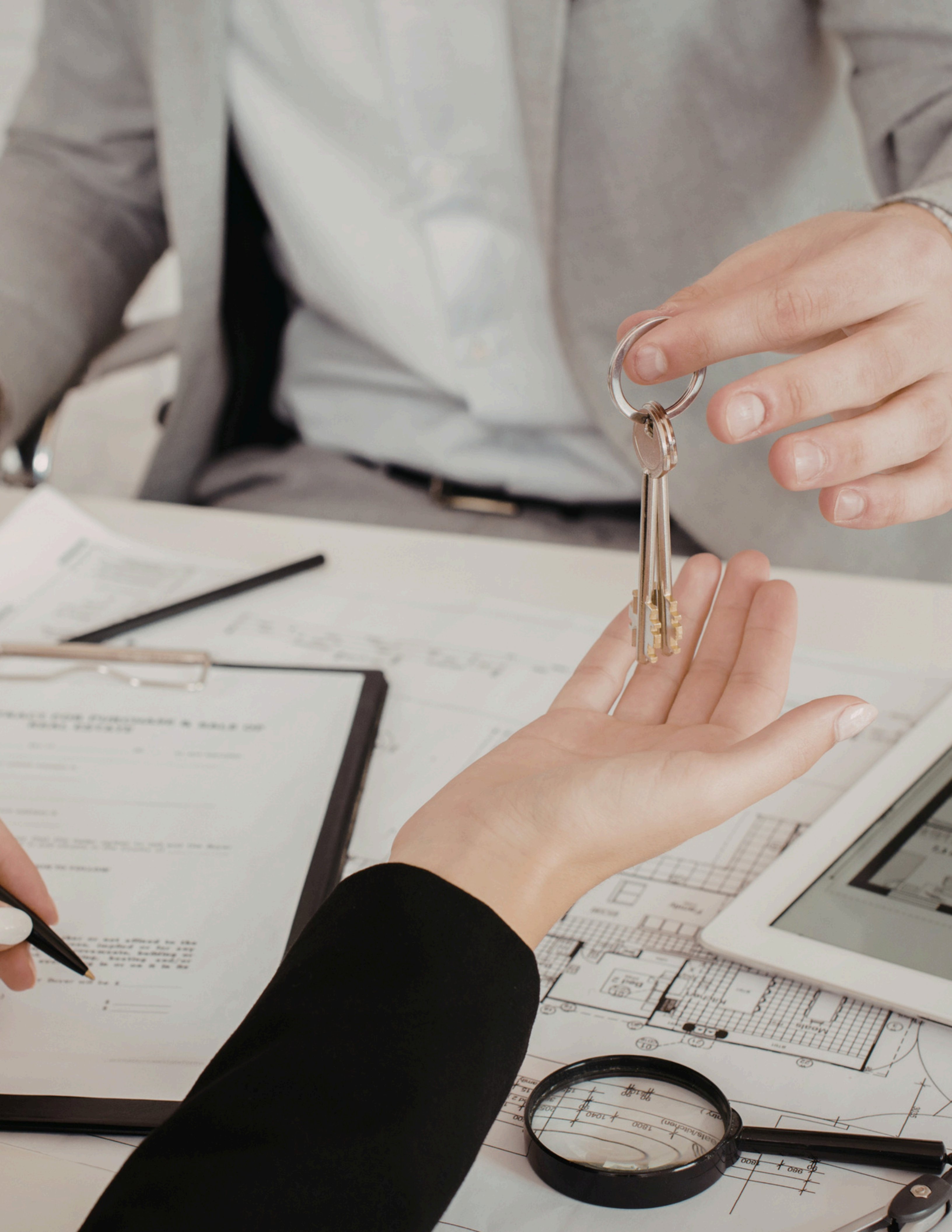
INCREASE YOUR PRACTICE'S SALE VALUE

When you bring on a partner, sell your practice, or transition to retirement, owning the real estate dramatically increases your total value. A buyer sees a turnkey operation with a secured location — not a practice tethered to a lease that could expire. And because the real estate sits in a separate LLC from your practice, you have options: sell both together, sell the practice and retain the property as a passive income asset, or lease it back to the purchasing physician. That flexibility is worth real money at the negotiating table.

LOCK IN YOUR COSTS WHILE RENTS RISE AROUND YOU

Commercial rents in medical corridors increase year after year. With a fixed-rate mortgage, your occupancy cost is locked in. While your colleagues who rent face escalating costs annually, your payment stays predictable — improving your practice's financial forecasting and net income over time.





HOW THE PURCHASE WORKS

We designed this process specifically for busy professionals. It's straightforward, low-risk, and gives you plenty of time at every stage.

Step 1: Sign the Purchase Agreement
Nothing complicated or rushed. The Purchase and Sale Agreement kicks off the process and locks in your unit.

Step 2: Make a Modest Deposit
A 5% earnest money deposit secures your unit. If the land hasn't been acquired yet, only 2.5% is due upfront with the balance due once the land purchase closes. Your deposit is fully refundable through the 75-day due diligence period. This is a measured commitment, not a large upfront exposure.

Step 3: Review Everything on Your Timeline
You get 75 days of due diligence to review plans, pricing, and specifications, and to have your accountant or advisor review all documents. The first 30 days are dedicated specifically to reviewing and approving the full project package. No pressure to rush decisions.

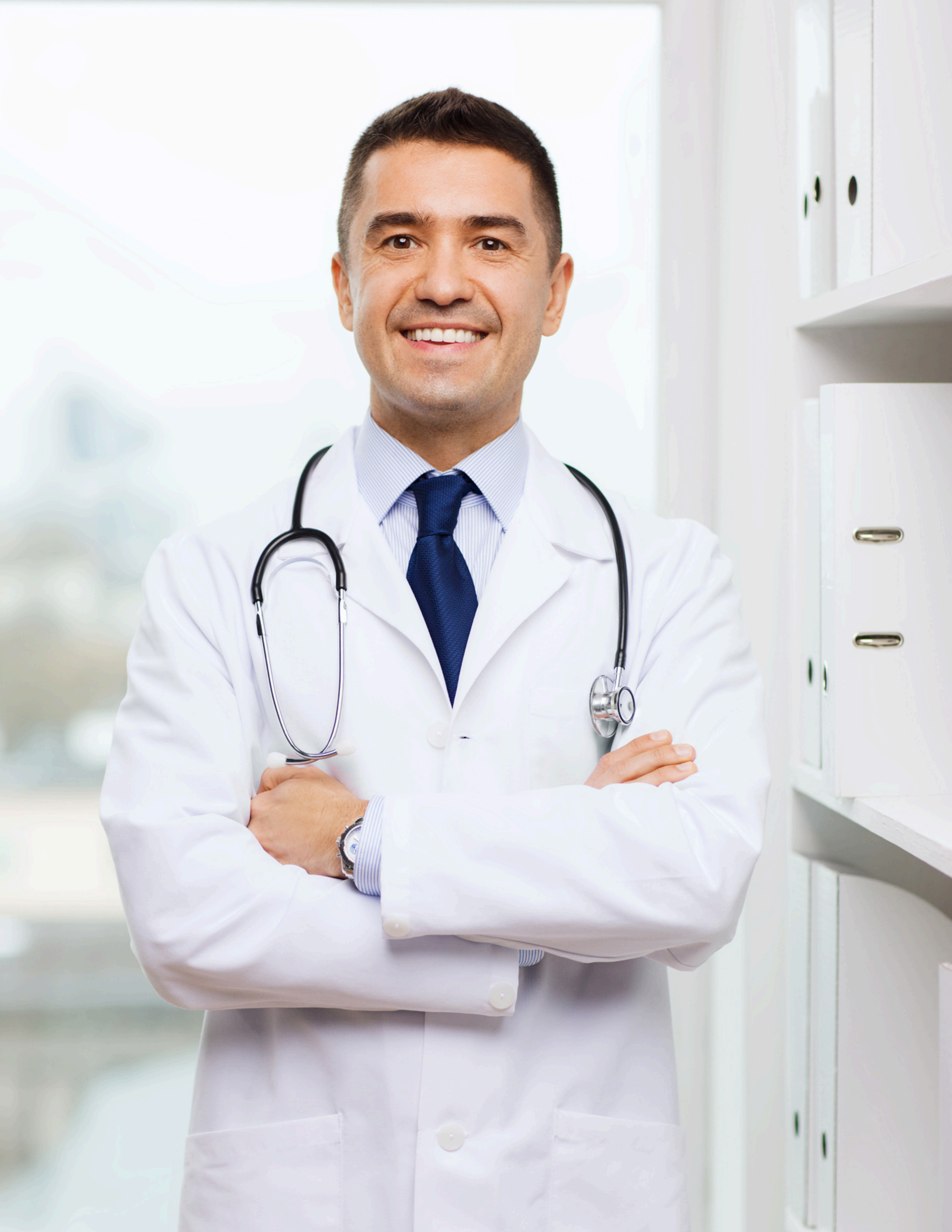
Step 4: Confirm Financing and Space Plans
Within 60 days, provide a lender pre-qualification letter and a basic space plan showing intended use. This isn't a loan approval or final design — just confirmation that the space and financing align with your needs.

Step 5: Title and Legal Are Handled
Title is ordered immediately. You'll have time to review all title materials, and any issues are addressed well before closing. Standard, conservative process.

Step 6: We Build It. You Don't.
The developer acquires the land and constructs the grey shell. You're not managing construction or contractors. You're purchasing a ready-to-improve professional unit — not taking on development risk.

Step 7: Close on a Predictable Schedule
Closing is scheduled based on whichever comes first: 10 days after the Certificate of Completion, when the title company can issue the policy, or 10 days after due diligence concludes. No surprise deadlines. No moving targets.

Security: Every project includes a professionally monitored outdoor security system with after-hours and weekend coverage. Daily reports go to the Condo Association Board. We also recommend buyers install internal cameras within their units for added protection — particularly important for firms handling privileged client information.



QUESTIONS PHYSICIANS ASK

Should I buy in my personal name or through my practice entity?
Most physicians don't buy in their personal name or directly through their PC/PLLC. The most common approach is to create a separate real estate LLC that purchases the condo, then lease the space to your practice entity. This provides liability insulation between your medical practice and the real estate, cleaner tax treatment on both sides, and flexibility when it's time to sell the practice or the property independently. Your healthcare attorney and CPA can determine the optimal structure based on your malpractice exposure, estate plan, and tax situation.

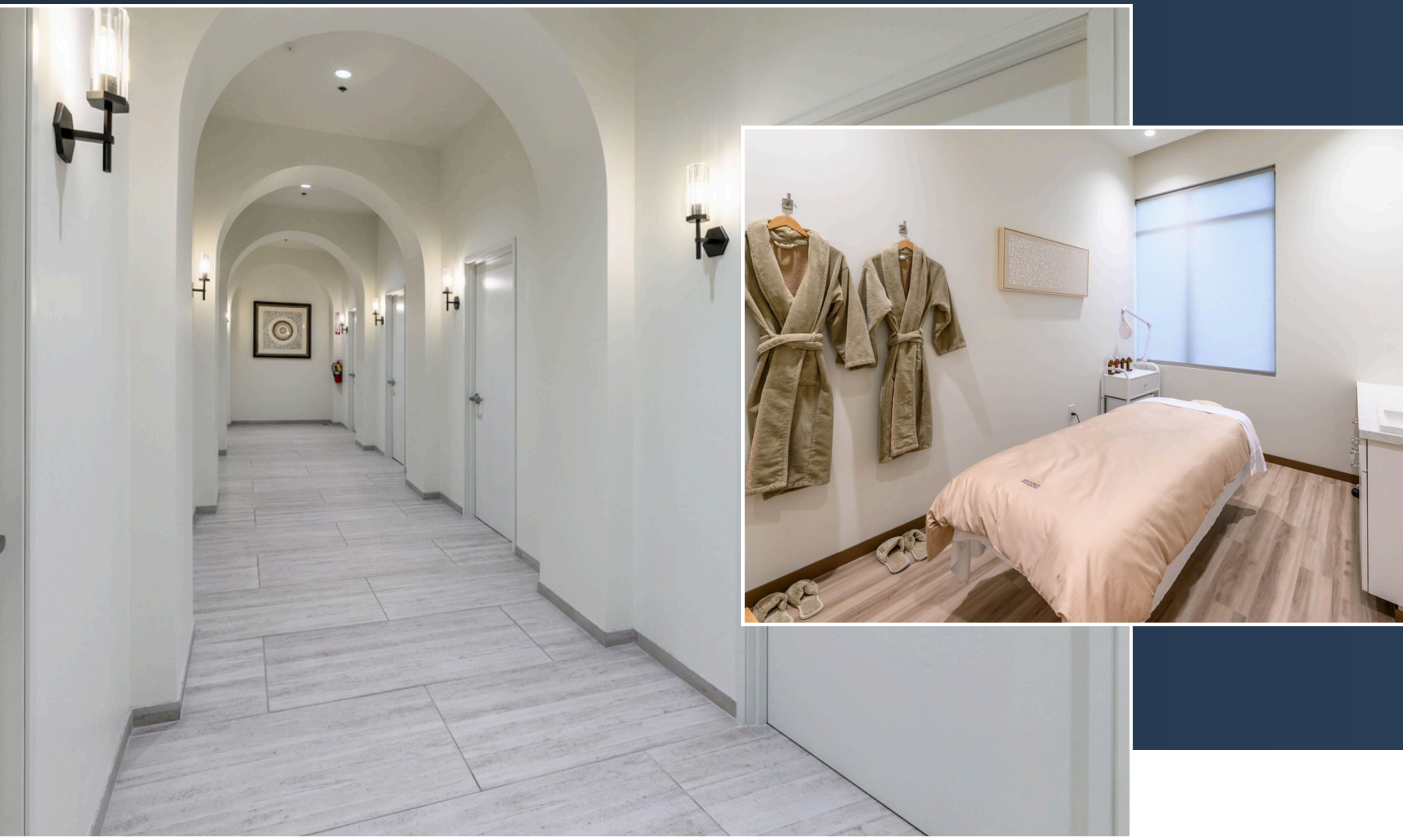
I'm an employed physician. Does ownership still make sense?
Absolutely. Many employed physicians own office condos as investment properties, leasing them to other practices or medical tenants. It generates passive income, builds equity, and provides diversification beyond stocks and retirement accounts.

What about SBA loans?
SBA 504 loans are an excellent vehicle for physician office condo purchases. They allow reduced down payments, favorable fixed rates on a portion of the financing, and are specifically designed for owner-occupied commercial real estate. Your practice must occupy at least 51% of the space to qualify.

Can I lease unused space to other providers?
Yes — and many physician-owners do exactly this. Sublease exam rooms or office space to complementary practices like physical therapy, imaging, lab services, or specialty referral partners. You offset your carrying costs and build a referral ecosystem under one roof.

What happens when I retire or relocate?
You have multiple exit strategies: sell at market value and capture your appreciation, lease to another provider for passive income, include the property in a practice sale, or execute a 1031 exchange into another investment property to defer capital gains.

What are CAM fees and condo association dues?
Common Area Maintenance fees cover shared building expenses — lobby maintenance, parking, landscaping, roof, common HVAC, shared insurance, and building management. They're predictable, budgetable, and fully deductible as a business expense. You'll receive an annual budget from the condo association so there are no surprises.



You've dedicated your career to your patients' health. **It's time to prioritize the financial health of your practice.**

Office condo ownership gives you control over your space, stability for your patients, tax advantages most physicians overlook, and a long-term wealth-building asset that works for you every single month. Whether you're opening a new practice, expanding, or simply tired of writing rent checks that build someone else's net worth — we'd like to show you what ownership looks like.

SCHEDULE A CONSULTATION

No commitment. No pressure. Just a conversation to discuss if your practice space is right for your situation.

XXX-XXX-XXXX | InvestmentEquity@inman.vegas | https://iellc.webflow.io/

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COMMERCIAL OFFICE CONDO DEVELOPMENT