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Sales Professionals Become Medical Realty Advisors

Thomas W. Dalcolma and **Paul Heiserman** have recently formed Medical Realty Advisors group affiliated with Equity, a top-ranked commercial real estate company. They are the first brokerage team in the Columbus area that is dedicated to medical office properties. This new team will be committed to assist physicians in finding their medical real estate solution, focusing on tenant representation. Tom Dalcolma states, "Serving a growing demand, we represent physicians, doctors, dentists and other professionals in their real estate needs. The one thing our clients benefit from the most is they now have a realtor team that is dedicated solely on their specialty, which has been non-existent in this marketplace."

Dalcolma and Heiserman offer numerous services as Medical Realty Advisors. Through a detailed process, the team can seek out new office sites in high profile locations, analyze the facilities, prepare financial information and negotiate contracts. They also have a proven record of getting physicians into space on time and within budget, both key elements in good client service. Dr. Kristin Oaks, a family practitioner in Worthington, Ohio states, "The Medical Realty Advisors at Equity quickly found us a suitable space for our practice and delivered it to fit our schedule and under our budget."

Focusing on the Central Ohio region, Dalcolma and Heiserman know the ins and outs of the marketplace and have a full grasp of this segment. With over 25 years of real estate experience jointly, they can offer these services with knowledge and expertise of the industry. "Our full time effort and experience allows us to provide solutions that medical professionals might not otherwise consider. We team with their attorneys and accountants to save everyone time and energy on completing our task in a timely and efficient manner," says Paul Heiserman.

Equity offers a great platform for the Medical Realty Advisors. As the largest medical office building developer in Ohio, Equity has over 15 years of experience servicing healthcare clients. Dalcolma and Heiserman have the support of full time development and construction teams at Equity which is a leader in the industry. "We are excited to have such well-experienced real estate professionals focused on this area of service. We recognize their talents as being the only medical realty specialists and hope they will build on Equity's history of serving medical clients," says John Brooks, Executive Vice President of Real Estate Services for Equity.

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Recently both Dalcolma and Heiserman have received awards from the Ohio Association of REALTORS President's Sales Club. The awards recognize exemplary individual sales performance of Ohio REALTORS for the 2006 year. This is the second year in a row for Dalcolma winning this distinction for sales volume and Heiserman's first. The awards ceremony is held in Cleveland, Ohio on September 19 during the Ohio Association of REALTORS annual meeting. Both Dalcolma and Heiserman will be in attendance.

The Medical Realty Advisors are ready to meet their client's needs. Contact them today for a free consultation, brochure or sample analysis. Equity was incorporated in 1989 and is headquartered in Worthington, Ohio, with offices in Cincinnati, Ohio and Tampa, Florida. Equity is one of the largest developer/ builders of commercial projects in the Midwest. The company has three operating divisions: construction, development, and real estate services. Headquarters are located at 100 E. Wilson Bridge Road, Suite 200, Worthington, OH 43085 614/802-2900.