



# The Plaza Healthcare Brokerage Team

## ■ ■ BILL COOK

SENIOR VICE PRESIDENT BROKERAGE SERVICES

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**B**ill Cook is Senior Vice President of Brokerage Services at Plaza Companies. Bill has been with Plaza Companies since 2013, originally starting in the construction management department. Bill transitioned to the brokerage team in 2014 with a focus on leasing and investment sales of office properties. Since that time, he has become an industry's leader in medical and office real estate. Since 2016 Bill has worked on more than 2,000,000 square feet of transactions. Dividing his time between landlord and tenant representation, Bill has established strong ties with some of the Valley's leading employers and landlords. Some of the companies he has worked with include Banner Health, HonorHealth, Blue Buffalo, Roadmaster Group, Health Care Trust, Inc., and Holualoa Companies. In 2015 Bill, with Margaret Lloyd, were nominated together as brokerage team of the year by AZRE Magazine.

Prior to joining the Plaza Team, Bill began his career in real estate in 2003 when he founded an agricultural management business based in Scottsdale. At its height his company managed over 4,000 acres of agricultural land in multiple states. In 2012 Bill joined the acquisitions team at Invision Capital Management, a Scottsdale based hedge fund. Cook was responsible for managing all of the fund's real estate acquisitions. He personally oversaw acquisitions in Arizona as well as in Indiana, and Nevada.

Bill is currently on the Board of Directors for ARTenders and formerly on the Board of Directors of the Men's Arts Council of Phoenix Arizona and is a former chairman of the Copperstate 1000.

### Notable Recent Transactions:

HonorHealth Outpatient Care Center – 25,000 square foot, build to suit, Class A building in the City of Peoria, located at Lake Pleasant Parkway and Happy Valley Road. Cook and Margaret Lloyd represented the Landlord in this transaction. The deal was signed in the 4th quarter of

2015 and opened 4th quarter of 2016. Since the merger of John C. Lincoln and Scottsdale Health Care forming the new HonorHealth, they have become one of the Valley's largest medical and research providers.

Cardiac Solutions Corporate Headquarters – 35,000 square foot adaptive reuse and infill project. Located in the City of Peoria on the Plaza Del Rio Medical Campus. Cook represented the Landlord in this transaction. The deal was signed in October 2016 with a projected opening of February 2018. Cardiac Solutions is a leader in the practice of Cardiology in Arizona. They are also one of the largest clinical trial researchers for cardiology related studies in the western U.S.

Arrowhead Executive Center – 100,000 square foot multi building complex, located at Bell Road and 75th Ave in the City of Glendale. Cook represented the buyer in the Transaction. The deal closed in April of 2016. Cook stayed on the project after the closing, representing the Landlord, increasing occupancy 20% to a vacancy rate of only 3%. This project allowed Bill to foster relationships with some of the Valley's industry leaders such as Blue Buffalo (Stock Symbol: Buff, a leader in the high end dog food business) and Roadmaster Group, Inc. (the largest secured transport company for the United States Government).

*“Bill Cook’s experience and demeanor, along with his expertise on Tenant Relations, Construction Services and Brokerage ensure cohesiveness from early tenant interest to successful relocation and move in.”*

**Jon Stelzer**  
Director of Design  
and Construction  
Plaza Companies