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Plaza Companies Creates Powerhouse Brokerage Team To Serve As “Center of Gravity” in Medical Office Real Estate

*Megan Sherwood and Perry Gabuzzi of Transwestern and
Michael Morton and Aaron Kuhl of MOB Joining Formidable Plaza Leasing Team*

PEORIA, Arizona (April 15, 2013) — In one of the most significant developments in the Arizona medical office marketplace in recent memory, Plaza Companies has announced expanding its team with some of the Valley’s most recognized and successful medical office brokers to create a powerhouse Commercial Brokerage Services team.

After 31 years as one of Arizona’s most prominent and respected real estate firms specializing in the medical office sector, Plaza Companies’ Brokerage Services team will be a true center of gravity, expanding Plaza’s local and national geographic reach and influence to all corners of Maricopa County.

Joining Plaza Companies are the following dominant brokers:

- Megan Sherwood, who was formerly with Plaza Companies and most recently with Transwestern, rejoins the firm as Executive Vice President Brokerage Services, bringing with her a significant new medical office portfolio, along with her depth of market knowledge and relationships. Every single building owner will continue their success with Megan by transferring their agreements to Plaza. Megan is one of the preeminent medical office brokers known in the Valley, with over 1,200 transactions in the course of her career.
- Perry Gabuzzi, also formerly with Transwestern. Perry joins as Vice President Brokerage Services, specializing in providing comprehensive real estate solutions for medical and office tenants, and will bring over existing clients and work to expand the Plaza portfolio. His professional demeanor, relationships in the industry and energetic approach will provide an enhanced level of service for Plaza’s team.
- Michael Morton, as an agent at Medical Office Brokers, worked on third-party representation and will continue the successful partnership with MOB founder Aaron Kuhl as Vice President Brokerage Services for Plaza. Michael brings loyalty to developing and maintaining positive relationships with healthcare providers and medical corporations.
- Aaron Kuhl, who as the founder of Medical Office Brokers, has represented

community health centers, REIT's, individuals and group practices and will now bring his extensive expertise in third-party leasing and investment sales to Plaza Companies as Senior Vice President Brokerage Services. Aaron's reputation is impeccable, with a lifetime of experience in the industry servicing hundreds of clients and having brokered RED Award winning projects in both 2011 and 2012. He is a proven community leader, and a strong and trusted advocate for medical practices throughout the Valley.

The brokers will also benefit from the support team members, Michelle Fischer and Coles Hoffman, who will also be joining Plaza and provide more than two decades of real estate experience to further bolster the company's leasing presence and capacity.

"Effective and successful leasing is a relationship-driven business coupled with local and national market knowledge, energetic drive, intuitive sensibility, and a deal-making mentality," said Sharon Harper, President & CEO of Plaza Companies. "Plaza Companies is a community embedded organization, focused on the value of strong relationships, with a relentless focus on delivering great tenant satisfaction and superb building experiences. The new brokerage team members are regarded by their peers and by building owners and tenants as the epitome of excellence in the medical office marketplace. Their track record speaks for itself — they are extremely connected in the industry, and their transaction closing rates are superb."

The impact from these brokers and their experienced support team members will result in transactions that could as much as triple Plaza's current volume.

"Megan Sherwood's incredible success within the first four months of taking on the listing of Paradiso confirmed to us again that she is a leasing 'rock star' in Greater Phoenix!" said Justin Basie, Asset Manager, Mark IV Capital.

"Perry's extensive knowledge of the market and skillful negotiation tactics were instrumental in our ability to identify and secure new office space. He patiently guided us through the market and clearly communicated a plan of attack that helped us make the best decision. Perry is our real estate department and we look forward to utilizing him and his new team in the future" said Matthew Perez, Director of Operations, Maldonado Medical, LLC and American National Medical Management, LLC.

"From the first meeting, and ongoing even to this day, the level of service has been superior in every way. Michael worked tirelessly on our account. At one point, we had given up hope, but Michael continued to advocate on our behalf and pulled off an amazing deal. We were thrilled at the outcome," said Kelly Chrisbacher, CMM, Practice Administrator, Tatum Highlands Medical Associates.

"Aaron has a wealth of knowledge of the Valley and understands the needs of physicians and administration, and provides our team with market intelligence that helps us develop our business case for expansion," said Mary Bernardo, Manager Strategic Planning and Business Development, St. Joseph's Medical Group.

With offices in Peoria, Scottsdale and Tucson, Plaza Companies is a full-service real estate firm specializing in the management, leasing and development of medical office and

commercial office properties, technology and bioscience facilities, mixed-use properties and senior housing communities. Since 1982, Plaza Companies has established a proud track record as a competitive, connected and conscientious real estate firm with partnerships throughout the industries it serves. For more information, visit www.theplazaco.com.