



RACHAEL THOMPSON

Senior Vice President, Shareholder

Rachael Thompson is a senior vice president with Kidder Mathews in Greater Phoenix, specializing in healthcare real estate services. Rachael has in-depth experience in landlord representation, focusing on the medical and office sectors, and has worked extensively with institutional clients, REITs, and private investors.

She develops property leasing strategies to improve tenant retention, create the right tenant mix, maximize operating income, and minimize vacancies. Rachael leverages her comprehensive knowledge of the healthcare real estate market to create effective marketing plans to position properties in the marketplace and reach targeted tenants.

Rachael partners with Michael Dupuy, Fletcher Perry, Perry Gabuzzi, and Chad Sutton. The team represents clients in the leasing, acquisition, and disposition of healthcare real estate. Their platform of services includes, new lease negotiations, lease renewal and renegotiation, lease vs. own scenarios, occupancy and operational cost analysis, site evaluation, demographic and market analysis, space planning, and negotiating tenant improvement allowance.

BUSINESS BACKGROUND

Rachael has been involved in the commercial real estate industry since 2002. Prior to joining Kidder Mathews, Rachael was a senior associate with Colliers International and a member of Colliers International's Healthcare Services Group, a dedicated, nationwide team of real estate specialists who understand the unique challenges of the industry. Rachael was the senior leasing associate for Healthcare Trust of America, Inc., where she was the sole representative for a 1.2 million-square-foot medical office portfolio in Arizona.

Her experience includes seven years as a member of landlord leasing teams at Cushman & Wakefield and Trammel Crow Company. Previously, she worked with the property management team at Insignia/ESG.

PROFESSIONAL ACCOMPLISHMENTS

2022 Influencers in Healthcare Real Estate - GlobeSt. Real Estate Forum

EDUCATION

BA from Biola University, La Mirada, CA

TEAM'S REPRESENTATIVE CLIENTS

Anchor Health Properties

ArroyoBel Asset Advisors LLC

CypressWest Partners

Healthcare Realty Trust

Lillibridge

MB Real Estate

Montana Avenue Capital Partners

Nationwide Realty Investors

Welltower

Whiteboard Development Co.

Woodside Health



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