



## Marcus Cook

### Principal Chicago

#### Professional Experience

Marcus Cook is a recognized expert in the commercial real estate industry, with a strong focus on retail properties as well as portfolio management within the industrial and flex sector. With over two decades of experience, Marcus is known for delivering customized real estate solutions that maximize value for retail brands, investors, and developers. He has also played a pivotal role in startup retail brand expansion, global portfolio management, and guiding existing and emerging businesses through strategic site selection and leasing solutions to scale their operations effectively.

In addition to his retail and industrial work, Marcus has significant experience assisting bankruptcy trustees and handling retail lease workouts. His ability to navigate complex real estate challenges, such as distressed assets and lease renegotiations, has made him a trusted advisor in managing real estate during financial restructuring processes.

Marcus has a diverse portfolio of current clients, including but not limited to prominent brands such as Pep Boys, Sola Salon Studios, Perspire, Fabio Viviani Hospitality, Jet's Pizza, SPENGA, Verizon, Domino's, Tint World, and Nutella/Fannie Mae. His understanding of retail dynamics allows him to align real estate strategies with consumer trends and market conditions, ensuring his clients are positioned for success.

Marcus also brings extensive experience in industrial real estate, assisting clients with logistics, warehouse, and distribution facility needs, specifically the connectivity to retail operations. His ability to manage both retail and industrial transactions gives his clients a comprehensive, strategic approach to their real estate portfolios.

Marcus has held key roles at leading national firms where he developed deep expertise in market analysis, lease negotiations, and the disposition of commercial assets. His work with major hospitality brands like Gibsons and the Evening Entertainment Group has further diversified his skill set.

Marcus combines his academic foundation with hands-on experience to guide clients through acquisitions, leasing, dispositions, and lease workouts. His strategic, client-focused approach, emphasizing transparency and integrity, ensures that his clients achieve both immediate success and long-term growth.

#### Education

- BA - University of Iowa

#### Affiliations

- ICSC Member

#### Contact

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