



Education

B.S./Business Administration/Marketing
Rockhurst College

Designations

Licensed Real Estate Broker - Kansas & Missouri
Society of Industrial and Office Realtors (SIOR)
Certified Commercial Investment Member (CCIM)
LEED® Accredited Professional

Honors/Awards

Ingram's magazine Kansas City's 2005 Forty Under 40
2004 KCRAR 24 million Dollar Club
2000 KCRAR Salesperson of the Year

Professional/Civic Involvement

Society of Industrial and Office Realtors
Missouri Western Chapter Secretary/Treasurer
New Member Welcoming Committee
Kansas City Regional Association of Realtors
Board of Directors-Past President
Commercial Division Board of Directors
Greater Kansas City Chamber of Commerce
Centurions Leadership Development Program Graduate
Civic Council of Kansas City
Kansas City Tomorrow Graduate
North Kansas City Business Council
Rockhurst College Alumni Association
Board of Directors-Past President
Grandview Area Economic Development Council
Lee's Summit Economic Development Council

Contact

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Mark Long started with Zimmer upon graduating with honors from Rockhurst College in 1995. In 2003, he was named Senior Vice President and Director of Sales and Leasing. Mark is currently responsible for leading the Brokerage department as well as his continued brokerage practice which includes marketing properties and serving as a tenant/buyer representative.

Mark obtained his SIOR (Society of Industrial Office Realtors) designation in May 2000 and his CCIM (Certified Commercial Investment Member) designation in 2004. Both designations represent expertise and leadership in the field of commercial real estate. In 2008, Mark was accredited as a LEED® (Leadership in Energy and Environmental Design) professional. LEED Accredited Professionals have demonstrated a thorough understanding of green building practices and principles, the LEED rating system and the skills to successfully steward the LEED certification process.

In 2000, Mark was recognized by the Kansas City Regional Association of Realtors (KCRAR) as the Realtor Salesperson of the Year and has consistently been named as one of KCRAR's multi-million dollar producers. He is also a past President of the KCRAR. Mark has been involved in more than 500 transactions representing 15 million square feet of industrial, retail and office space.

A partial list of clients Mark has served includes: JE Dunn Construction Company; CenterPoint Properties Trust; Sprint/Nextel; the Unified Government of Wyandotte County/Kansas City, Kansas; Hallmark Cards, Inc.; Century Link; True Value Hardware; Eastside Development, LLC; Everest Connections; Belger Cartage Company; and University of Kansas.

Significant projects handled include:

- ◆ Representation of Sprint in the sale of 260,000 SF former headquarters
- ◆ Sale of 250,000 SF distribution center to Ozburn Hessey Logistics
- ◆ Lease of two 450,000 SF distribution centers for Hallmark Cards
- ◆ Lease of 450,000 SF industrial space to Fleming Foods
- ◆ Lease of 250,000 SF distribution center for Corporate Express
- ◆ Representation of JE Dunn Construction Company in leases totalling more than 300,000 SF in Kansas City and nationwide
- ◆ Represented seller in sale of 298,000 SF industrial building in North Kansas City, MO
- ◆ Representation of Michelin Tire in acquisition multiple office and industrial properties in Kansas City region
- ◆ Representation of Everest Midwest in multiple office locations in Midwest Totaling 200,000 SF
- ◆ Represented Hall Family Foundation in acquisition of two office buildings containing 100,000 SF in Fairway, KS