



Education

M.S./Real Estate
University of Texas at Arlington
B.B.A./Finance
University of Missouri-Kansas City

Designations

Real Estate Broker/Salesperson - Missouri/Kansas
Counselor of Real Estate (CRE)
Society of Industrial and Office Realtors (SIOR)
Certified Commercial Investment Member (CCIM)

Honors/Awards

KCRAR Largest Total Volume Award (2008)
KCRAR Home Run Award (2008)
CCIM Home Run Award (2008)
Opus Broker of the Year (2008)
Ingram's 40 Under Forty (2006)
KCRAR Realtor Salesperson of the Year (2003)

Professional/Civic Involvement

Kansas City Regional Association of Realtors (KCRAR)
City of Lee's Summit, Missouri
Tax Increment Financing Commission-
Chairman (2006-present)
Vice Chairman (2001-2005)
City Hall Task Force (1999-2000)
University of Missouri - Kansas City
Executive Committee White Real Estate Center
(2007-present)
Greater Kansas City Chamber of Commerce
Centurion Leadership Development Graduate (2000)
Clay County Economic Development Council
Lee's Summit Economic Development Council
Northland Regional Chamber of Commerce
Leadership Class Graduate (1996)
Platte County Economic Development Council
Board of Directors (1998-2000)
SIOR Developer Day Chairman (2004)

Contact

mvanbuskirk@zimmercos.com
816.512.1010

Mike VanBuskirk has been with Zimmer Real Estate Services, L.C. since 1994 and has been a principal with the firm since 2006. As Director of Investment Services, Mike is responsible for acquisition and disposition of investment properties for individual investors, regional investment groups and institutional clients. In this capacity, Mike's services include the identification, evaluation, marketing and negotiation of investment property types including office, industrial, retail, multi-family and development land.

Mike assists clients in all aspects regarding their commercial real estate such as lease evaluation and negotiations, tax appeals, expert testimony, 1031 Tax Deferred Exchanges and sale/lease back transactions. In addition, Mike has an active consulting practice and represents several prominent corporate service and landlord clients.

Since joining the firm, Mike has handled the acquisition or disposition of over \$233,000,000 of investment properties representing over 4,300,000 square feet. He has also completed leases and sales of over 2,800,000 square feet in transactions valued at over \$125,000,000. In addition, Mike has completed the sale of over 530 acres of development ground which represents a transaction volume of over \$25,000,000. A partial list of clients served includes: BKD, Hallmark Cards/Crown Center Redevelopment, Wachovia Bank of North Carolina, Harley-Davidson Motor Company, Aquila, Scarbrough International, Cereal Ingredients, the Menninger Foundation and John Knox Village.

Mike is active in development activities that include build-to-suits and business park development. In this capacity, he has been involved with the development of over 1,000,000 square feet of commercial buildings with a value of over \$175,000,000. Projects have included both the 2301 McGee and 2555 Grand office buildings that Zimmer co-developed with Crown Center. Mike has been involved with the development or project management of over 1,000 acres of business parks in the Kansas City area. Mike also has extensive experience in the negotiation and placement of commercial mortgages which represent a combined total value in excess of \$150,000,000

Mike has consistently been recognized by the Commercial Division of the Kansas City Regional Association of Realtors (KCRAR) as a multi-million dollar producer. In 2003, Mike received the Realtor Sales Person of the Year award from KCRAR and was invited to become a member of the Counselors of Real Estate (CRE). Mike was selected as one of Ingram's Magazine's 40 Under Forty in 2006. In 2008, he was recognized by KCRAR for having the largest total transaction volume (\$56,000,000) and was selected as the Opus Broker of the Year. Also in 2008, Mike received both the KCRAR and CCIM Home Run Awards for the largest single volume transactions.