***WALTER S. CLEMENTS, CCIM, CRE, FRICS***

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**Clements Realty Advisors 2014 - Present**

Sole owner of the firm that provides real estate consulting services for commercial real estate. Performs expert testimony on real estate related issues and highest and best use analysis. National clients include Missouri Department of Transportation, K-mart and several law firms. Recently collaborated with the Counselors of Real Estate on a national consulting assignment for the State of Georgia on 2,200 acres containing 250 buildings, closed mental institution and closed prisons. He advises family owners of portfolios of real estate and provides brokerage services.

**Dean Realty Co 2017 – 2020**

In June of 2017 Walt was asked to step in as President and Chief Executive Officer of a family owned real estate portfolio consisting of 2.3 million square feet of office, industrial, flex space and underground storage in Kansas City, Missouri and Kansas City, Kansas. He managed a 20 person staff and was responsible for all operations. He had previously served on the Dean Realty Board of Directors since 2007. He was the firm’s managing broker in the states of Missouri and Kansas. He was successful in raising the NOI of the portfolio to allow for the formation of a new entity with an $80 million capitalization to reposition the assets and is now transitioning operations to the new entity. Walt is still serving in a consulting role to the family.

**CARET, Ltd. 1985 - Present**

President and Owner of a training and consulting company for corporate real estate departments, brokerage companies and individuals. Traveled internationally to teach for the University of International Business and Economics of Beijing, China; The Polish Federation of Realtors in Warsaw, Poland; the Russian Guild of Realtors in Moscow, Russia; and the Japanese Real Estate Board in Tokyo, Japan. Worked for Lucent Technologies in Riyadh, Saudi Arabia, Cairo, Egypt, and Phuket, Thailand to provide consulting services and training their real estate departments.

**CCIM Institute 1980 – Present**

Senior Instructor and course author. Recipient of the Instructor of the Year award and the People’s Choice award. Taught commercial real estate courses in 9 countries. Top rated instructor and participated in many curriculum development activities. Reported to the Faculty Chair which changes annually. Chaired most all committees. Served as the founding Chair of the RL Ward Center and led the rewriting and delivery of the JWL Leadership Academy.

**Instructor for NAIOP 2017 - Present**

Teaches on-line courses in the finance classes for the National Association of Industrial and Office Parks. Wherein they offer a series of courses that lead to a certificate. He also presented a full day seminar on real estate finance in their Annual International Conference in October of 2017.

**University of Denver 2004 - Present**

Adjunct Professor in their Real Estate and Construction Management Program since graduating in 2004. Mainly teaches courses on finance.

**Massimo Consulting Group 2017 – 2018**

A fee paid independent contractor as Mentor to brokers expanding their businesses in commercial real estate.

**CCIM Institute 2015- 2016**

Chief Executive Officer and Executive Vice President of a non-profit commercial real estate association with a focus is education of commercial real estate. Managed a staff of 50 personnel with a membership of 12,500. Engaged in international contract negotiations, curriculum development and marketing programs. Was responsible for annual budget of $14,000,000. Two successful years of managing above budget and increasing membership each year. Relocated the entire office with new tenant finish and came in under budget and on time. Established a new specialty certification track of education and laid the groundwork for an advanced education program.

**LEWIS WHITE REAL ESTATE CENTER 2008 - 2014**

Founding Director and Assistant Professor for the Lewis White Real Estate Center in the Bloch School of Management at the University of Missouri in Kansas City. Created undergraduate and graduate degree programs in real estate, wrote and taught courses and served as a consultant to the real estate center. Accomplished in five years from concept to completion. Reported to the Dean of the Business School, and the Advisory Council. Had to build alliances with existing faculty, business community, university leadership, hire staff and faculty. Managed support staff of three people and fifteen part-time faculty. Created a “Presidents Club” consisting of the Presidents of the local commercial real estate chapters that held annual dinners to unite commercial real estate associations with common interests.

**GREENLEAF PROPERTIES, INC / K-150 LLC 2002 - 2008**

President and owner of a brokerage, property management and real estate development company in Overland Park, Kansas. Developed mixed use projects with retail, office, hotel and multi-family uses in Overland Park at 135th St and Metcalf Avenue and Olathe, Kansas consisting of over 70 acres and 175,000 SF of office and retail buildings. He managed a 6 person firm consisting of three brokers, property manager and office manager.

**COLLIERS TURLEY MARTIN TUCKER , KANSAS CITY, MISSOURI (Now Cushman Wakefield) 1991 - 2004**

Sr. Vice President and Principal specializing in investment sales and corporate services

Kansas City’s Top Producer in 1999. Was 5th out of 135 brokers in the 6 CTMT offices. The firm grew to 8 offices, 350 brokers and 900 employees throughout the Midwest. I reported to the Kansas City office manager Frazier Bell. As the head of their investment division I managed 8 people. I assisted in the creation and delivery of “Colliers University” for entry level employees and brokers and their “Top Guns” training program for top producing brokers. I reported to the CEO of Colliers Turley Martin Tucker

**Degrees and Certifications:**

* Certificate in High Impact Leadership, Loyola University, Chicago 2014
* Master of Science Real Estate and Construction Management from University of Denver, Burns School of Business 2003
* Certificate Commercial Investment Member Designation (CCIM) from Commercial Investment Real Estate Institute (CCIM) designee number #728 1976
* Certificate in Real Estate from University of Michigan 1974
* BS in Business Administration / Marketing from Central Michigan University 1971

**Curriculum Development – courses written**

* Within the last 5 years
	+ - Building Renovations for CCIM Institute
		- Building Development for CCIM Institute
* Contributing author to CCIM courses 101, 103, 104, Negotiations and Course Concepts Review.
* 2008 – 2014 at the University of Missouri, Kansas City, courses written and taught:
	+ - Fundamentals of real estate,
		- Capital Markets and Real Estate
		- Entrepreneurial Opportunities in Real Estate
		- Market Analysis for Commercial Real Estate
		- International Real Estate
		- Corporate Real Estate
		- Construction Means and Methods
		- Real Estate Appraisal
		- Real Estate Management
* Rewrote and taught the Jay Levine Leadership Academy training series for the CCIM Institute 2013
* Real Estate Financial Analysis for NAIOP 2019
* Solving Real Estate Financial Problems
* Lease Vs Own Considering new GAAP Accounting Regulations
* Derivation of Capitalization Rates
* Introduction to Commercial/Industrial Real Estate
* Wealth Maximization Using Real Estate
* Sale/Leasebacks
* Tenant Representation
* How to Build a Successful Commercial Real Estate Brokerage Business
* Creating Results Oriented Marketing Programs for Commercial Real Estate
* A to Z of Exchanging
* Techniques of sub-leases and buyouts
* Advanced Real Estate Negotiations
* Past Senior Instructor and author for Michigan Association of Realtors 1974 – 1982
* Past Instructor and author for University of Michigan Real Estate Department 1976 – 1982
* Written and published articles for professional publications including "Case and Comment" and "National Real Estate Advisor".

**PROFESSIONAL:**

* Named endowed scholarship honoring Walt Clements for outstanding lifetime achievements and contributions from the CCIM Foundation 2014 funded by the Kansas City CCIM Chapter
* Named endowed scholarship honoring Walter S Clements from the Bloch School of Management at the University of Missouri – Kansas City 2013 funded by the Lewis White Family
* Member of the Counselors of Real Estate (CRE) 2011 – current
* Serves on Consulting Corps assignment for 2,200 acres in Georgia 2014
* National Consulting Corp Steering Committee 2013 – 2014
* Program Planning Committee 2012 – 2013
* Education Committee 2011 – 2013
* Fellow of the Royal Institute of Chartered Surveyors (FRICS) since 2010
* Member of the Board of Directors for Midwest America 2013- 2014
* Strategic Planning Committee 2014
* National Association of Realtors
* Sr. Emeritus since 2013
* Education Coordinating Committee 1988-1989
* Missouri Association of Realtors, Since 1983
* State Board of Directors, 2013
* Commercial Committee 1992
* Kansas City Regional Association of Realtors (KCRAR) since 1983
* Member of Grievance Committee for the Kansas Association of Realtors (KCRAR) 2013 - 2014
* Member Events Committee 2012 - 2013
* Served as President for the Realtors Commercial Alliance (RCA) for 2009
* Site relocation committee 2011
* Member Multi-Million Dollar Club for Kansas City Metropolitan Board of Realtors for several years while in the brokerage business
* Chair of the JWL Levine Leadership Academy for the CCIM Institute, 2014
* CCIM National University Outreach Subcommittee – Chair 2013, Vice Chair 2014
* CCIM National Executive Committee – Member at Large 2011 – 2013 - 2014
* CCIM National Curriculum Development Subcommittee – Vice Chair, 2014
* CCIM National Negotiations Course Chair 1/1/2013 – 12/31/2014
* CCIM National Board of Directors Member-at-large 2008 – 2014
* Illinois CCIM Chapter Education Committee, 2014
* Served as the Founding Chair of the Robert L. Ward Center for Real Estate for the CCIM Institute. 2007-2010
* Served as committee member of the Body of Knowledge Committee for the CCIM Institute 2004 – 2005, 2007
* Serves as committee member of the Education Committee for the CCIM Institute. 2004 – 2005, 2009, 2013
* Faculty Committee Member of the CCIM Institute 2000 – 2006
* Chaired the CCIM 103 Course Committee for the CCIM Institute 2002- 2003
* Vice Chairman - Budget Committee for CIREI, 1996 and 1993 re-appointed to Budget Committee for 2010
* Member of the Education Curriculum Sub committee 2021 – 2022
* Member Faculty Committee 2022
* Vice Chair of CCIM 103 in 2021 and Chair of 103 in 2022
* CI 104 course revision task force 2022, 2023
* Instructor of the year with highest student ratings for Commercial Investment Real Estate Institute 1990
* Consistently was one of the top producing sales associates for Colliers Turley Martin Tucker
* Adjunct Professor for University of Denver, Burns School of Business, University of St. Thomas in Minneapolis, MN., New York University, Temple University.
* **University of Missouri – Kansas City 2008 - 2014**
* **Member of the selection and building committee for Bloch School Expansion 2011- 2013**
* **Served on the Economic Development Sub-committee of the Long Range Strategic Planning Committee for the University of Missouri in Kansas City. 2009 -2010**
* **Serves on the Facilities and Buildings Advisory Committee for the University of Missouri – Kansas City, 2010- 2013**
* **Has served a General Partner for 17 various Real Estate Investment Groups with properties located in various parts of the country.**
* Noted in Midwest Real Estate News, as “Leading Midwest Real Estate Broker” 1998
* Consultant and trainer for Planease Software for Advanced Real Estate Lease and Investment Analysis 2000 - 2011
* Serves frequently as Expert Witness regarding Standards of Practice in Commercial Real Estate
* Michigan Association of Realtors 1971 - 1983
* Past Vice Chairman - Public Relations Committee, Michigan Association of Realtors
* Realtor of the year for State of Michigan 1983
* President - Southwestern Michigan Board of Realtors 1982
* Vice President Michigan CCIM Chapter 1982

 **COMMUNITY**:

* Served as a mentor for the Young Entrepreneur Program in Kansas City Kansas and Independence, Missouri 2011 – 2013
* Member of Technical Review Committee for the KCMO School District (2011- 2013)
* Member Reappraisal Advisory Committee Meeting for Johnson County, Kansas (2012 – 2013)
* Mid America Regional Council
* Co-Chair of the Developer’s Risk Management Committee for Creating Sustainable Places (CSP) 2012 - 2013
* Member and paid consultant to the CSP initiative through the Mid America Regional Council, 2012 and 2013.
* Member Total Transportation Policy Committee for Kansas City Area Region through the Mid America Regional Council 2012 - 2013
* **PRESENTATIONS:**
* “Is Win Win Negotiations Possible?” ICSC University at Wharton, University of Pennsylvania, March 12, 2014
* “Trade Area Analysis” at the ICSC University at Wharton, University of Pennsylvania March 12, 2014
* Moderator- KCMO School District Repurposing Forum
* Speaker- Economics of Sustainable Building Practices – Polsinelli Shugart Law Firm, St. Louis, Kansas City, and Denver
* Keynote Speaker- Economics of Sustainable Building for NAIOP
* Speaker- New Lease Reporting Regulations – Kansas City (6/11); Omaha (7/11); Des Moines – (7/11) Midwest Iowa Real Estate Conference (10/13)
* Moderator- KC Metro Commercial Real Estate Seminar (4-28-11)
* Moderator- KCRAR Annual Awards Banquet (2-17-11)
* Speaker- CCIM Conference on Sustainable Buildings Orlando, FL (10-23-10)
* Speaker- Residential Real Estate Forecast (12-8-10)
* Iowa Midwest Real Estate Conference (10-2-13) Derivation of Capitalization Rates
* BOMA Course: “Real Estate Investments” held in Kansas City (11-5,6,&7-2013)
* Lease Vs Own Course in DC and Philadelphia (7-23 & 24- 2013)
* Excel for Real Estate, DC (11/23/13)
* Moderated Top Producers Panel Discussion for Kansas City CCIM Chapter March 22, 2018

**ARTICLES:**

* Clements, Walter, and Jason Carter-Solomon. "The Emerging Economy, Paradigm Shifts and the New Real Estate Professional." *Kansas City Business Journal* 15 Apr. 2011.
* Clements, Walter “Strategic Management: Key tools to create a competitive edge” *Kansas City Business Journal* 23 Apr. 2010
* Clements, Walter “Where to Call Home?” *KC Edition IThinkBigger.com* 20 Feb. 2010
* Clements, Walter, and Jeffery Engelstad, PhD. “Lease or Own?” CCIM Publication 2001