



Michael VanBuskirk, SIOR, CCIM, CRE

Vice Chairman, Principal

Investment Sales and Capital Markets

t 816-512-1010
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YEARS OF EXPERIENCE

31

AREAS OF SPECIALTY

Investment Brokerage
Capital Markets
Land Brokerage/Development
Real Estate Consulting
National Tenant Advisory
Corporate Services
Owner Representation
Tenant Representation
Real Estate Owned (REO)

Michael VanBuskirk serves as Vice Chairman of Newmark Zimmer in Kansas City. Since joining the firm in 1994, Michael has been involved in the completion of more than 1,200 transactions with a combined value of over \$2.1 billion. These transactions include over 30 million square feet of commercial properties and over 3,500 acres of land. He was made a principal of the firm in 2006, is a member of the firm's board of directors and serves on the executive management team.

As co-leader of Newmark Zimmer's Investment Sales and Capital Markets Team, Michael is responsible for the acquisition and disposition of investment properties for individual investors, regional investment groups and institutional clients. He has extensive experience in all investment property types including office, medical office, industrial, retail, multifamily, hospitality and development land.

Michael has an active consulting practice and assists corporate clients in managing all aspects of their commercial real estate including portfolio analysis and lease negotiations, property acquisitions/dispositions and structuring sale/lease back transactions. He has extensive experience in consulting and assisting not-for-profits in maximizing the value of their real estate assets. Michael has successfully completed projects for clients in over 20 states.

Michael is active in development activities including project management, build-to-suits, and land development. In this capacity he has been involved with the development of more than 2 million square feet of commercial buildings and more than 1,700 acres of land. He has also been involved with the placement of more than \$150 million of commercial mortgages, completed multiple loan sales and has served as a court appointed receiver.

Partial Client List

- Ameritas
- Arbor Day Foundation
- Arvest Bank
- Baceline Group
- Blue Vista Capital Management
- Brixton Capital
- CapRocq
- Central Bank of the Midwest
- Cohen Equities
- Colony Capital
- Community of Christ
- Crown Center Redevelopment
- Dalmark Group
- Equity Bank
- John Knox Village
- LNR Partners
- Maxus Properties
- Prism Real Estate Services
- Redwood
- Red Tail Acquisitions
- Rialto Capital Management
- Russell
- Ryan Companies
- Sallee Development
- Schafer Richardson
- Sperry Equities
- Tempus Realty Partners
- The Opus Group

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- Excelsior Capital
- First State Bank & Trust
- Forvis Mazars
- Hallmark Cards
- Intrinsic Development
- The RMR Group
- Unity School of Christianity
- University of Kansas Hospital
- Washington Capital Management
- Westlake Ace Hardware

Professional Achievements

- Top Producer, Newmark Zimmer, 2006, 2008, 2009, 2013, 2015, 2016, 2018, 2019, 2020, 2021 and 2022.
- Top Five Producer, Newmark Zimmer, 1999 – 2023
- Heavy Hitters in Commercial Real Estate, Kansas City Business Journal, 2016 - 2023
- Commercial Real Estate Hall of Fame, Midwest Real Estate News, 2018
- Commercial Broker of the Year, 2015, Kansas City Regional Association of REALTORS® (KCRAR)
- Largest Total Volume Award, KCRAR, 2008
- Home Run Award, KCRAR, 2008
- Home Run Award, CCIM Institute, 2008
- Broker of the Year, The Opus Group, 2008
- 40 Under Forty, Ingram's Magazine, 2006
- Commercial Realtor Salesperson of the Year, KCRAR, 2003
- CoStar Power Broker, multiple years

Professional Affiliations

- Member, Society of Industrial and Office Realtors (SIOR), 2000 - present
- Certified Commercial Investment Member (CCIM), 2002 - present
- Member, The Counselors of Real Estate® (CRE®), 2004 - present
- Member, Urban Land Institute (ULI), 2019 - present
- Member Commercial Division, Kansas City Regional Association of REALTORS® (KCRAR), 1994 - present
- Advisory Board, University of Missouri-Kansas City Lewis White Real Estate Center, 2007 – present
- Board of Directors, Cereal Ingredients, Inc., 2023-present
- Board of Directors and Finance Committee, Guadalupe Centers, 2023 - present
- Board of Directors, 2019 – present; Member, 1999 - present, Lee's Summit Economic Development Council
- Board of Directors, Liberty Economic Development Corporation, 2024 – present
- Vice Chairman, 2024; Member, 2023 – present, Lee's Summit Civic Roundtable
- Member, Lee's Summit Chamber of Commerce, 1999 - present

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- Chairman, 2006 - 2015; Vice Chairman, 2001 – 2005, Tax Increment Financing Commission, City of Lee’s Summit, Missouri.
 - Economic Development Planning Committee, City of Lee’s Summit, Missouri, 2019 - 2020
 - City Hall Task Force, City of Lee’s Summit, Missouri, 1999 - 2000
 - Board of Directors, Platte County Economic Development Council, 1998 – 2000, 2013 – 2014
 - President, 2015; Vice President, 2014; Treasurer, 2007; Development Day Chairman, 2004; Member 2000 – present, Society of Industrial and Office Realtors (SIOR) Western Missouri/Kansas Chapter
 - Centurions Leadership Development Program, Greater Kansas City Chamber of Commerce, 1999 - 2000
 - Leadership Northland Program, Northland Regional Chamber of Commerce, 1996
 - Licensed real estate broker/salesperson, states of Missouri and Kansas.

Education

Michael holds a Master of Science degree in real estate from the College of Business at the University of Texas at Arlington and a Bachelor of Business Administration degree with an emphasis in finance from the Henry W. Bloch School of Management at the University of Missouri-Kansas City.