

**MARK C. LONG, SIOR, CCIM, LEED AP**
**Executive Managing Director, Principal**


Newmark Grubb Zimmer  
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 Independently owned and operated

**Years of Experience**

23 Years

**Areas of Specialization**

- ♦ Tenant Representation
- ♦ Owner Representation
- ♦ Consulting

**Professional Background**

Mark Long serves as executive managing director and principal with Newmark Grubb Zimmer, where he is responsible for the brokerage division and is a member of the firm's board of directors. One of the region's most active real estate professionals, Mr. Long has been involved in more than 600 transactions representing more than 15 million square feet of industrial, medical, office and retail space. Mr. Long joined Newmark Grubb Zimmer upon graduating with honors from Rockhurst University in 1995.

**Notable Projects**

- ♦ Represented Space Center Kansas City, Inc., in the leasing of a 5 million SF underground development
- ♦ Represented CenterPoint Properties, Inc., in the leasing of over 1 million SF and 375 acres at CenterPoint Intermodal Center in Kansas City
- ♦ Represent Geodis in more than 2.1 million SF of industrial leases throughout Midwest
- ♦ Represented Crown Center and Hallmark Cards in various projects, including more than 500,000 SF of office leases and over 1 million SF of industrial leases, including Children's Mercy Hospital
- ♦ Represented Gramercy Property Trust in the lease of 1,107,000 SF industrial building
- ♦ Represented buyer in purchase of 23-building, 721,883 SF Lenexa Industrial Park valued at over \$30 million
- ♦ Represent International Paper with regional real estate activities, including over 600,000 SF of transactions
- ♦ Represented B.H. Properties in a 517,000 SF building lease to Comprehensive Logistics
- ♦ Represented Artemis and Odyssey in the development and disposition of a 500,000 SF speculative Class A industrial facility valued at over \$20 million
- ♦ Represent Bank of Labor in regional real estate activities, including acquisition of bank and subsidiary properties
- ♦ Represented JE Dunn Construction (8th largest general contractor in the U.S.) for 15 years and over 100 transactions throughout U.S.
- ♦ Handled sale of property valued at over \$20 million, acquired by University of Kansas Hospital for cancer center
- ♦ Represented Lee's Summit R-VII School District in various site acquisitions
- ♦ Represent Truman Medical Center in multiple commercial real estate acquisitions and dispositions throughout metropolitan Kansas City area

**Partial Client List**

- ♦ Advantage Capital

- ◆ Artemis Real Estate Partners
- ◆ Bank of Labor
- ◆ CenterPoint Properties Trust
- ◆ Country Club Bank
- ◆ Geodis
- ◆ Gramercy Property Trust
- ◆ Hallmark Cards, Inc.
- ◆ International Paper
- ◆ JE Dunn Construction Company
- ◆ Lee's Summit R-VII School District
- ◆ Odyssey Real Estate Capital
- ◆ Port KC
- ◆ STAG Industrial, Inc.
- ◆ The Unified Government of Wyandotte County/Kansas City, Kansas
- ◆ Truman Medical Center
- ◆ University of Kansas

### **Professional Achievements**

- ◆ 2017 Commercial Real Estate Hall of Fame, Midwest Real Estate News, 2017
- ◆ Broker of the Year, Kansas City Regional Association of Realtors (KCRAR), 2016
- ◆ Home Run Award, KCRAR, 2010, 2012 and 2014
- ◆ Realtor of the Year, KCRAR, 2012
- ◆ Top Industrial Broker, KCRAR, 2012
- ◆ 40 Under 40, Real Estate Forum, 2012
- ◆ Kansas City's 40 Under Forty, Ingram's Magazine, 2005
- ◆ Salesperson of the Year, KCRAR, 2000
- ◆ Top Producer, Newmark Grubb Zimmer
- ◆ CoStar Power Broker

### **Professional Affiliations**

- ◆ Regional director and former chapter president, Society of Industrial and Office Realtors (SIOR)
- ◆ Executive committee, board of directors and past president, Grandview Area Economic Development Council
- ◆ Board of directors and executive team, Kansas City SmartPort
- ◆ Board of directors and past president, Kansas City Regional Association of Realtors (KCRAR); board of directors, Commercial Division
- ◆ Board of directors and past president, Rockhurst College Alumni Association

- ◆ Board of directors, South Kansas City Chamber
- ◆ Kansas City Tomorrow Graduate, Civic Council of Kansas City
- ◆ Centurions Leadership Development Program Graduate, Greater Kansas City Chamber of Commerce
- ◆ Member, Civic Council of Greater Kansas City
- ◆ Certified Commercial Investment Member (CCIM)
- ◆ Leadership in Energy and Environmental Design (LEED®) Accredited Professional
- ◆ Licensed real estate broker, states of Kansas and Missouri

### **Education**

Mr. Long holds a degree in business administration and marketing from Rockhurst University.