



Sharon L. Gartin

Office Leasing & Sales

Real Estate Specialty

Office Leasing and Sales. Sharon's career in commercial real estate began in 1982. She joined Kessinger/Hunter & Company, Inc. as a Vice President on April 1, 1996; and previously was employed for fourteen years at Cohen Esrey Real Estate Services, Inc.

Major Transactions

Some of Sharon's larger lease transactions include AMC World Headquarters, New York Life Insurance Company, Farmland Industries, Inc., Worldspan, Kaiser Permanente, MAWD Laboratories, Clark, Richardson and Biskup Engineers, Electronic Data Systems, Sprint Spectrum, Sprint Corporation and Roche Biomedical Laboratories, as well as numerous smaller organizations and firms.

Major Projects

Sharon has handled the Exclusive Leasing responsibilities for several properties and projects in Kansas City. At Cohen-Esrey, her largest project was the five property complex, Northpointe in Executive Hills North with 300,000 square feet. Currently, she is jointly handling the leasing assignment of six of the Highwoods Properties office properties; Park Plaza, Two Brush Creek, One Ward Parkway, Valencia Place, Plaza West, and the new Plaza Colonnade for a total of approximately almost 1,000,000 square feet. In addition, she handles Executive Centre I, II, and III, 10 Main Center, and five properties in East Jackson County. In the past, she handled the Belletower Office Building with 80,000 square feet, Antioch Plaza in North Johnson County with 80,000 square feet, 1101 Walnut, and 1125 Grand in downtown Kansas City, Blue Ridge Tower, the Hickman Mills Office Park in the east market, and at least a dozen other properties all totaling approximately 2,000,000 square feet.

Career History and Industry Achievements

Prior to joining the commercial real estate brokerage field, Sharon was the assistant property manager for the 700,000 square foot City Center Square Office Building located in downtown Kansas City, Missouri. Sharon also spent fourteen years as a Vice President in Office Leasing with her former employer. Throughout her brokerage career, Sharon has served as the exclusive leasing agent for several institutional investors such as Highwoods Properties, Teachers Insurance and Annuity Association, Apollo Real Estate Advisors, Beta West Real Estate Asset Services, Highwoods Properties, TA Associates Realty, Sovereign Partners, Kansas City Life Insurance Company, Missouri State Employees Retirement System, US Life Realty Corporation and Jones Lang Wootton Realty Advisors for the State of Wisconsin Pension Fund. Sharon is a lifetime member of the Kansas City Metropolitan Board of Realtors Million Dollar Club, the Missouri Realtors Million Dollar Club, and recipient of several sales volume awards throughout her career.

Education

Northwest Missouri State University, Bachelor of Science in Business Administration and Management.

Kessinger/Hunter & Company

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