



Deborah F. Schulte, SIOR

Office Brokerage

Real Estate Specialty – Commercial Office Broker

Debbie has been involved in over 1,200 office brokerage transactions totaling more than \$200 million in sales volume.

Tenant Representation

Debbie completes 5-10 local tenant representation transactions per year. Since 1989, she has represented several development/build-to-suits including Baker University's local and regional sites in excess of 100,000 SF, St. Paul Travelers Insurance in 70,000 SF, Beacon Medaes in 50,000 SF, and Airgas nationally in more than 25 transactions for their expansions, relocations, renewals, and sale of existing buildings totaling more than 500,000 SF. Other companies she has represented include GTE, Guardian Life, Ericsson, Wackenhut, Conoco, and Lawing Financial.

Landlord Representation

Since 1998, Debbie has worked for Highwoods Properties and, most recently, the Hall Foundation on buildings totaling 250,000 SF in Fairway, Kansas and the Country Club Plaza. She has been the leasing agent since 1997 for four buildings totaling 140,000 SF in Overland Park, Kansas owned by the Denzer Group. For ten years she was the co-leasing agent of a portfolio totaling 360,000 for Teachers Insurance and Annuity Association in Overland Park, KS. Debbie was responsible for the long term lease up of 200,000 SF of vacancy in the 2345 Grand Building in Kansas City, Missouri from 1989-1997.

Career History

Debbie began her career in Commercial Real Estate in 1987 as an Office Leasing Agent, and joined Kessinger/Hunter in 1988. Her particular expertise is in Landlord and Tenant representation. Debbie's experience with Landlord representation includes specializing in "turn around" projects, in addition to the TIAA Realty, Highwoods Properties and Denzer Group portfolios. Since 1988, she has worked for such owners as Lincoln National Life, U.S. Life Insurance Company, KPERS, and TA to name a few.

Industry Achievements

Member of the Society of Industrial and Office Realtors (SIOR) since 2001, Kansas City Regional Association of Realtors KCRAR member since 1988. KCRAR Commercial Division Branch President 1996 and held other positions including Vice President during the 1990's. She has served on the Board and Executive Committee of the Metropolitan Board of Realtors. She has also worked on other Commercial Branch committees including the Annual Awards Committee and Community Service Committee. In 2008 she received the President's Award for Community Service for the KCRAR.

Education

University of Missouri, Kansas City; BBA emphasis marketing; SIOR courses; Certified Commercial Investment Member (CCIM) Courses 100, 101, 102, 103

Community Leadership

2009 Board Member – Susan G. Komen for the Cure, Greater Kansas City Affiliate

2008 recipient of Community Service Award through the KC Regional Association of Realtors

Co-Chair Marketing (2007 - 2008) - Susan G. Komen Race for the Cure

Team Captain (2002 - Present) - Susan G. Komen Race for the Cure. Top 100 team fundraiser in 2008 with 25,000 race participants.

Volunteer (1994 - Present) - Susan G. Komen Race for the Cure

Friends of the Zoo - Volunteer

Kessinger/Hunter & Company

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