



Gregory W. Swetnam
Principal – Director of Office Brokerage

Real Estate Specialty

Greg has been involved in the office building specialty of leasing and sales since 1983.

Major Transactions

The representation of H&R Block's World Headquarters consolidation, which upon completion (summer 2006), will result in a 500,000 square foot, 18-story office building. This Downtown project initiated the redevelopment of Kansas City's Central Business District and is situated in the heart of the Downtown Entertainment District.

The representation of Applebee's International, Inc.'s World Headquarters consolidation requirement, which upon completion (summer 2007), will result in the purchase of 31 acres of ground at Southlake Office Park in Lenexa, Kansas for the building of a 150,000 square foot office building.

The representation of Capital One Home Loans headquarters operations, which upon completion (September 2006), will result in a 5-story, 185,000 square foot office building at 127th & Foster in South Johnson County, Overland Park, Kansas.

The representation of Universal Underwriters Group, Inc.'s 240,000 square foot, 8-story, build-to-suit to serve as their national headquarters facility. Thereafter, the sale of UUG's 145,000 square feet former headquarters to TA Realty Associates which then resulted in the leasing of this former headquarters building to Sprint Communications for all 145,000 square feet for a long-term lease.

The representation of and the relocation of Baird Kurtz & Dobson for approximately 60,000 square feet in the Downtown Kansas City, Missouri submarket as their Kansas City headquarters location.

The representation of 92,000 square feet of office space over 10 years to Blackwell, Sanders, Methany, Weary & Lombardi law firm for their Missouri headquarter location.

The representation of LabOne for a 50,000 square foot call center for ten years in Lee's Summit, Missouri.

The representation of Cerner Corp. for 130,000 square feet of office space for company's expansion needs which resulted in the purchase of a 265,000 square foot former headquarters building in North Kansas City, Missouri; represented Cerner in their 70,000 square foot data center requirement in Lee's Summit, Missouri.

Major Projects

Team Marketing Director for the TA Associates Realty, Kansas City Office Portfolio which consists of 7 properties totaling approximately 1,017,000 square feet of mid-rise and suburban garden-style type office buildings.

Marketing Director for the Hallbrook Office Center, a premier suburban office park located at I-435 & State Line, in southern Leawood, Kansas, which when fully developed may consist of nearly 850 - 1.2 million square feet of office space. The second building is now complete with 90% occupancy.

Kessinger/Hunter & Company

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Team Marketing Director for Highwoods Properties Company's entire office building portfolio of over 1.6 million square feet of office space in 20 buildings. Included within the Highwoods Properties portfolio is Valencia Place, a premier 10-story, 240,000 square foot mixed use project and Plaza Colonnade, a 10-story, 360,000 square foot mixed use project located on the regionally renowned Country Club Plaza.

Tenant Advisory Services

The exclusive representation for all of Cerner Corporation's corporate real estate and all of UUG's corporate real estate nationally, which has resulted in transactions domestically and internationally.

Career History and Industry Achievements

Prior to joining Kessinger/Hunter as a principal in 1993, he spent ten years of his career in commercial real estate brokerage as a First Vice President for the national firm of CB Commercial Real Estate Group, Inc., the largest commercial real estate company in the United States. During his tenure with CB Commercial he was a member of their Top V producers (three years as number one) in the Kansas City commercial office for eight consecutive years. He also ranked twice as the 60th & 56th salesperson within that company nationally qualifying him for the Colbert Coldwell Circle which consists of the top three percent for personal earnings out of over 2,500 salespeople nationally. Since joining Kessinger/Hunter, Greg has earned, on two occasions, the Home Run Award given by the Kansas City Regional Association of Realtors as Kansas City's #1 Broker, most recently in 2003. He has been named as one of the Top 3 Office Brokers in the Kansas City Metro area from 1996 to 2004. 2005-2006 President of JDRF-Kansas City (Juvenile Diabetes Research Foundation) and Board Member from 2000-President. Attended the University of Missouri, Columbia, B.S. in Agriculture.

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