



HARPER

KANSAS CITY FIRM, NATIONAL EXPERTISE



AREA REAL ESTATE ADVISORS IS A **FULL-SUITE** COMMERCIAL REAL ESTATE FIRM SPECIALIZING IN OFFICE, RETAIL, INDUSTRIAL, MULTI-FAMILY, PROPERTY MANAGEMENT AND PROJECT MANAGEMENT SERVICES. AREA IS THE **HOMETOWN TEAM** THAT PLAYS IN THE **BIG LEAGUES**. OUR SIZE AND SCOPE ALLOW US TO BE **NIMBLE** AND APPLY A **TEAM-DRIVEN** APPROACH WHILE PROVIDING **BEST-IN-CLASS** SERVICE.

AT AREA, WE DEAL IN **REAL ESTATE**, BUT OUR BUSINESS IS **RELATIONSHIPS**. WE ARE COMMITTED TO MEANINGFUL **PARTNERSHIPS** WITH OUR CLIENTS TO ENSURE THAT THEIR GOALS ARE ACHIEVED. OUR GOAL IS TO **EXCEED** OUR CLIENTS' EXPECTATIONS.

AREA'S PROJECTS VARY IN COMPLEXITY FROM SINGLE TENANT NET LEASE BUILDINGS TO LARGE MIXED-USE PROJECTS. SINCE 2002, AREA HAS TRANSACTED OVER \$2.5 BILLION DOLLARS ACROSS ITS OFFICE, RETAIL, INDUSTRIAL AND MULTI-FAMILY BROKERAGE DIVISIONS. AREA'S PROPERTY MANAGEMENT SCOPE RANGES FROM MAJOR OFFICE TOWERS TO FREE-STANDING INDUSTRIAL BUILDINGS TO NEIGHBORHOOD SHOPPING CENTERS.

AREA REAL ESTATE ADVISORS OFFERS BESPOKE CONSULTING, STRATEGY AND EXECUTION IN PARTNERSHIP WITH OUR CLIENTS TO REACH THEIR COMMERCIAL REAL ESTATE GOALS. WHETHER IN LANDLORD AND TENANT REPRESENTATION, MULTI-FAMILY BROKERAGE, INVESTMENT, PROPERTY MANAGEMENT, PROJECT MANAGEMENT, RESEARCH ANALYTICS, OR CONSULTING, AREA HAS AN EXCEPTIONAL TRACK RECORD OF CREATING AND DELIVERING VALUE IN COMMERCIAL REAL ESTATE TRANSACTIONS.

SERVICES



COMPLEX TRANSACTIONS REQUIRE DEEP BENCH STRENGTH AND VAST INDUSTRY EXPERIENCE. OUR CLIENTS VALUE OUR PROFESSIONAL SITE SELECTION, INCENTIVES, AND FINANCIAL METRICS AND ANALYSIS. WE BRING THE RIGHT LEADERS TO THE TABLE, FROM ARCHITECTS, CONTRACTORS, AND ENGINEERS TO MARKETING AND PROJECT MANAGERS. ARMED WITH THE KNOWLEDGE OF CURRENT INDUSTRY TRENDS, MARKET VALUES, AND EXPERTISE, OUR TEAM HAS THE TIME-TESTED MARKETPLACE ABILITY TO SEE PROJECTS FROM CONCEPT TO COMPLETION.



LANDLORD REPRESENTATION
TENANT REPRESENTATION
MULTI-FAMILY BROKERAGE
PROPERTY MANAGEMENT
PROJECT MANAGEMENT
INVESTMENT
RESEARCH ANALYTICS
CONSULTING

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TIM SCHAFFER- FOUNDER, PRESIDENT

TIM SCHAFFER SERVES AS THE PRESIDENT OF AREA REAL ESTATE ADVISORS. HE LEADS THE FIRM'S TRANSACTION SERVICES, INCLUDING OFFICE, RETAIL AND INDUSTRIAL LEASING, SALES, BROKERAGE, TENANT REPRESENTATION, PROPERTY MANAGEMENT, AND CORPORATE SERVICE.

TIM HAS A WELL-DESERVED REPUTATION AS ONE OF THE MOST NOTABLE FORCES IN THE KANSAS CITY REAL ESTATE COMMUNITY. HIS MORE THAN 30-YEAR CAREER SHOWCASES MANY OF THE AREA'S MOST SIGNIFICANT AND MOST HIGH-PROFILE REAL ESTATE TRANSACTIONS, EFFECTIVELY CHANGING THE SKYLINE AND HELPING TO RESHAPE THE MODERN-DAY WORKPLACE IN THE METRO.

MATT VAUPELL- OWNER, DIRECTOR OF BROKERAGE SERVICES

MATT VAUPELL JOINED AREA REAL ESTATE ADVISORS IN 2003, SPECIALIZING IN THE LEASING AND SALES OF RETAIL AND INVESTMENT PROPERTIES. MATT HAS OVER 25 YEARS OF COMMERCIAL REAL ESTATE SALES EXPERIENCE. HE HAS SUCCESSFULLY REPRESENTED NUMEROUS LOCAL AND NATIONAL COMPANIES TO PURCHASE, LEASE, AND SELL COMMERCIAL PROPERTIES THROUGHOUT KANSAS CITY AND THE MIDWEST. MATT IS DIRECTLY INVOLVED IN THE OVERALL MANAGEMENT OF AREA AND OVERSEEING OVER 25 FULL-TIME RETAIL, INDUSTRIAL, MULTI-FAMILY, AND OFFICE BROKERS.



DOUG GROSSENBACHER- EXECUTIVE VP, DIRECTOR OF PROPERTY MANAGEMENT

DOUG GROSSENBACHER JOINED AREA REAL ESTATE ADVISORS AS EXECUTIVE VICE PRESIDENT AND DIRECTOR OF PROPERTY MANAGEMENT IN 2016. DOUG HAS BEEN MANAGING PROPERTY AND FACILITIES IN THE KANSAS CITY MARKET SINCE 1994. PRIOR TO JOINING AREA, DOUG SERVED AS THE DIRECTOR OF PROPERTY MANAGEMENT AT OPUS GROUP AND CBRE.



TIFFANY RUZICKA - VICE PRESIDENT, DIRECTOR OF RETAIL DIVISION

TIFFANY RUZICKA IS A LEADING MEMBER OF THE AREA REAL ESTATE ADVISORS TEAM FOCUSING ON THE SALE AND LEASING OF RETAIL PROPERTIES, TENANT REPRESENTATION AND ENTERTAINMENT CONCEPTS. TIFFANY HAS GAINED SIGNIFICANT CREDIBILITY THROUGH HER KEEN BUSINESS INSIGHT, LASTING RELATIONSHIPS AND COMPETITIVE DRIVE. HER RETAIL CLIENTS RANGE FROM NATIONALLY EXPANDING TENANTS TO LOCAL START-UP BUSINESSES. UNDERSTANDING BOTH THE TENANT SIDE AND THE LANDLORD SIDE, HER EXPERIENCE RUNS DEEP. SHE HAS HANDLED LARGE AND SMALL SHOPPING CENTERS, GROUND-UP DEVELOPMENT, HISTORIC BUILDINGS, NEIGHBORHOOD CENTERS, AND DESTINATION AND LIFESTYLE CENTERS.

SEAN CRAVEN- VICE PRESIDENT, DIRECTOR OF OFFICE BROKERAGE

SEAN CRAVEN JOINED AREA REAL ESTATE ADVISORS AS AN ASSOCIATE IN JANUARY OF 2009, HAVING INTERNEED FOR THE COMPANY PRIOR TO GRADUATING FROM THE UNIVERSITY OF KANSAS. ALTHOUGH PRIMARILY FOCUSED ON COMMERCIAL OFFICE, SEAN HAS TRANSACTED DEALS ACROSS ALL INDUSTRY SECTORS. HE HAS OVER A DECADE OF EXPERIENCE ASSISTING CLIENTS IN PROJECT LEASING, TENANT REPRESENTATION, SALES, INVESTMENT SALES AND ACQUISITIONS, AND DEVELOPMENT SITE SELECTION. SEAN ENJOYS BEING INVOLVED IN PROJECTS BEYOND THE TYPICAL BROKERAGE ROLE, INCLUDING SUPPORT ON REPOSITIONING ASSETS FOR SUCCESS IN THE MODERN OFFICE ENVIRONMENT.

