

SUSAN SCOTT

Greg Patterson & Associates



THE
SHOPS
on Blue Parkway

MARKET

- Midtown & Urban Core Kansas City

SPECIALTY

- Industrial & Commercial Sales & Leasing
- Industrial, Commercial, & Nonprofit Buyer/Tenant Representation

CLIENTS

- Carvers Service, Etc.
- L & R Towing
- Structural Landscaping
- PT Graphics (2)
- Craters & Freighters
- Jungle Toy (2)
- Quick Time Convenience Store (2)
- C.S.C. Construction
- International Express Trucking
- O'Dell Boiler Repair
- Williams Brothers (2)
- United Mortgage Corporation (2)
- Community Support Services (3)
- Money Stop (2)
- Metalworks
- Vic's Moving & Storage
- Lyric Opera of Kansas City (3)
- Farmers Insurance Group
- American Truck Training (2)
- Apex Management Systems (3)
- Prairie Design/Build
- Merit Properties (3)
- TEC Flooring Products
- City-Wide Overhead Door
- FTC Equipment (2)
- Crystal Clear Enterprise
- Stanley's Auction Service
- Red Bull North America (2)
- TBD Properties (2)
- JACO Security & Supply
- Blue Chip Athletic
- UCD Urban Coeur Center (4)
- Foundation Workshop
- International Church of the Foursquare
- Innovative Fulfillment Solutions
- Jamestown Square (3)
- Snacks on Racks

PROFESSIONAL EXPERIENCE

Susan Scott joined Greg Patterson & Associates as Vice President in October 2007. Susan's main focus is in industrial and commercial real estate primarily in the Urban Core of Kansas City with an emphasis on Midtown.

A native of Lincoln, Nebraska, Scott moved to the Kansas City metropolitan area in 1992. Scott has held positions in commercial real estate and residential/commercial construction for the past fifteen years with most of those being in sales.

As an accomplished professional services marketer, Scott has a strong work ethic combined with a commitment to excellence in all projects undertaken. Scott is a team player and with her desire to support the clients she works effectively in achieving your goals. In addition to Scott's demonstrated experience in data gathering, monitoring sources of industry-related market information, and the ability to manage multiple projects in accomplishing your objectives, you will find that she is dedicated in providing exceptional customer care and support.

EDUCATION

Numerous business and professional seminars including: Creating Wealth Principles and Practices for Design Firms, Kansas City Distressed Properties, Building Relationships with Clients & Colleagues, Cold Calling, Scanning & Digital Photography, Fast Track Investment, Building Personal Wealth, Real Estate Investor's Edge, Commercial Missouri and Kansas Core, 1031 Exchanges, Commercial Leasing, Contracts, Closing the Deal, Short Sales & Foreclosures, Survive & Thrive: Prosper in a Declining Market, CCIM Introduction to Commercial Investment Real Estate, Community Leadership Program Personal Strengths & Facilitation offered by the City of KCMO and Mid America Regional Council.

CERTIFICATIONS

- Missouri and Kansas Real Estate License since 2002

PUBLICATIONS

- Article, "Understanding Commercial Leases", KC Small Business Monthly (12/2008)
- Article, "Understanding Commercial Leases", KC Small Business Monthly (05/2006)

PROFESSIONAL ORGANIZATIONS

- Historic Kansas City Foundation since 2009
- Midtown Real Estate Exchange, Founder 2009
- Broadway Westport Council since 2008
- Main Street Corridor Development Corporation (MainCor) since 2008
- WIRE (Women in Real Estate) since 2007
 - Board Vice President 2007 – 2009
 - Programs Chair 2007 – 2009
- The Downtowners since 2006
- Southtown Council since 2003

COMMUNITY INVOLVEMENT

- FWI (Foundation Workshop, Inc.), Board Member since 2009
- Urban Core Group, Active Member & Volunteer since 1999