



# KURT KUNST, SIOR, CCIM

Partner | Executive Vice President

## SCOPE OF SERVICE EXPERIENCE

Kurt began his commercial real estate career 26 years ago in 1997. Kurt is an active partner at NAI Wisinski of West Michigan. Kurt specializes in the purchase and leasing of Industrial and Commercial properties. Kurt also assists clients in the analyzing of build-to-suit options, development, and Investment opportunities.

Kurt and his wife Shelly are proud parents of four awesome kids and three wonderful grandkids. As a family, they love everything to do with the outdoors: camping, hiking, hunting, fishing, anything that involves being outside. They also love to travel and have taken numerous family trips including several mission trips to Guatemala, South Africa and the Dominican Republic.

## EDUCATION

### Society of Industrial and Office Realtors (SIOR)

- Kurt is one of only 3% of Commercial Realtors to become a member of the SIOR designation. SIOR's form a 3,000 member network (1,900 who specialize in Industrial) of like-minded professionals who share business referrals and collaborate on their continuing education.

### Certified Commercial Investment Member (CCIM)

- Kurt is one of only 5% of Commercial Realtors to earn the prestigious CCIM designation that exemplify the real estate industry's highest professional & ethical standards.

### Grand Valley State University, Allendale, MI

- Bachelor of Business Administration. Marketing Bachelor of Science

## CLIENTS

CenterPoint Properties  
O'Leary Paint  
Roman Manufacturing  
Mercantile Bank  
West Michigan Turkey Producers  
Miedema Auctioneering  
Micron USA  
United Bank of Michigan

## PROFESSIONAL AFFILIATIONS

### NAI GLOBAL

- Board Member

### Commercial Alliance of Realtors (CAR)

### Michigan Alliance of Realtors (MAR)

- Former Board of Directors Member

### National Association of Realtors (NAR)

### Society of Industrial & Office Realtors (SIOR)

### Certified Commercial Investment Member (CCIM)

## COMMUNITY INVOLVEMENT

### Adoption Associates

- Former Board Member

### West Side Christian

- Former President School Board

### Paradise Bound Ministries (Guatemala)

- Former Board Member

### JH Outback- Grand Rapids

- Current City Leader

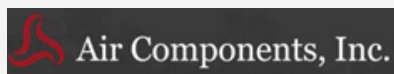
## CLIENT TESTIMONIALS



Good things happen  
when people get United.

Kurt's talent and experience were critical to our success in acquiring the site we wanted in a very short time frame. Multiple sellers, each with differing needs and motivations, can result in a extremely complicated negotiations in transactions such as this. Kurt was able to listen and relate to each of the sellers and advise us on how to meet their individual needs so that we were able to meet our own objectives. I look forward to working with Kurt again in the future, as I am confident that he will bring the same level of professionalism that I have experienced to all transactions that he undertakes."

-Art C. Johnson,  
Chairman & CEO, United Bank



I appreciated the consistency and the diligence from Kurt in searching for our new facility. He never pushed properties on us that did not fit our requirements. He gave us space as we worked through the ups and downs of looking for a building and direction we were looking at taking. In the end, he found us the exact building we were looking for, and it was by his persistence and market intel that this was accomplished.

-Steve Ekkens  
General Manager, Air Components, Inc.



Wow I can't believe this day came. I am going to miss our talks and strategy sessions too, but I guess we will just earmark those for the next deal! Every call when I saw your name on my phone I had a good feeling that I was in good hands and we would have a productive conversation. Thank you for being a top notch advisor, confidant, therapist, strategist, negotiator, and friend.

-Kevin Deherrera  
President/CEO, Lakeshore Ag



"Thank you for your assistance in helping us secure tenant/owner partners on our recent industrial venture. Your professionalism and prompt response was instrumental in taking this project to its commencement. It is a breath of fresh air to still have business partners that deliver exactly what's expected in the short time frames we sometimes face."

-Ryan Dykhouse,  
Dykhouse Construction, Inc.



"Buying commercial real estate can be complicated and stressful. Kurt makes it seem simple and makes sure you understand the process. He cares more about the customer than he does about making the deal. We have bought and sold several properties from Kurt though out the years and every one of them went way better than expected. Anyone who asks me if I know a good commercial realtor, I say yes and give them Kurt's number."

-Scott VanTuinen  
President, Accurate Regrinding Service