



Tom Kelsey, Broker
President



Lorimont Place Ltd.

Southeast Missouri Commercial Real Estate

PROFILE

- Real Estate Specialty** Commercial, industrial, retail, office & development properties in Southeast Missouri and Cape Girardeau area.
- Career History** Tom grew up in the Cape Girardeau area and obtained his Missouri Real Estate broker's license in 1974. He worked in the family's real estate company and related businesses until 1993. At that time he accepted a position of corporate broker of real estate services for HSCA in Cape Girardeau. In 1994, Lorimont Place, Ltd. was formed, exclusively handling commercial, industrial and development real estate in the Southeast Missouri region. Today he serves as President of the company. Even after 32 years in the business, he enjoys the challenges of serving business clients with various types of commercial properties. A business philosophy he learned from his grandfather, (Harry E. Kelsey 1898-1967), was "always serve your client first and the compensation will always follow". His father, Ron, also a broker taught him "every client is important and deserves personal, responsive & professional service."
- Major Transactions** Supervalu Distribution 260,000 SF warehouse sale; Columbia Sportswear Manufacturing 75,000 SF plant sale; Penzel 100,000 SF warehouse sale; former Rubbermaid Distribution 104,000 SF warehouse sale; 94,000 SF Florsheim Shoe Factory sale; Indian Creek 435,000 SF warehouse sale; \$10M, Lorimont Place 90,500 SF corporate center sale; Southeast Missouri Hospital West Campus 27 acre sale; Former 50,000 SF Media Press plant sale; Paramount Liquor warehouse sale; Cape Shoe 94,000 SF factory sale; RM Coco Fabrics 21 warehouse sale; Commander Aircraft warehouse facility lease; Charter Communications regional offices and tech facility lease & sale; O'Reilly Auto Parts & McAlister's Deli leases in Cape Girardeau. 75-acre site sale for Cape Central High School, Career & Technology Center. Union Planters Bank facilities sales throughout Southeast Missouri. Various office, retail, industrial, restaurant & development sales & leases.
- Clients Served** United States Postal Service, Region's Bank, Charter Communications, Supervalu, Federal Express, Union Pacific Railroad, FDIC, Progressive Insurance Co., Drury Southwest, MedAssets Corporation, Atmos Energy, Montgomery Bank, Shell Oil Co., Southeast Missouri Hospital, City of Cape Girardeau, Do-it-Best Corporation, Missouri Farm Bureau, Commander Premier Aircraft, Florsheim Shoe Corporation, O'Reilly Auto Parts, Capaha Bank, H & R Block, Edward Jones Financial, Laidlaw Inc., Spartech Plastics, AFLAC, Dohrn Transportation & D & K Healthcare.
- Industry Achievements** Lifetime Member of REALTOR® Million Dollar Club for multi-million dollar sales. Also a recipient of the REALTOR® Pinnacle sales award every year since its inception for the years of 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004 and 2005 and recipient candidate for 2006. Over \$100M in sales & leases in recent years.
- Organizations** Member of National Association of REALTORS®, Missouri Association of REALTORS®, Cape Girardeau County Board of REALTORS®, Cape Girardeau County Area Multi-Listing Service, REALTORS® Commercial Alliance, & Cape Girardeau Chamber of Commerce.

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