

CORY DELONG, SIOR

Vice President

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Cory DeLong specializes in the acquisition, disposition, and leasing of industrial properties, advising both local and national clients on strategic real estate decisions. His practice is focused on the Kansas City and Phoenix Metros, while maintaining active relationships with clients and brokers across the country.

Since entering the industry in 2010, Cory has built a reputation for executing complex transactions and delivering results in competitive markets. He was recognized early in his career as "Rookie of the Year" by the Kansas City Regional Association of Realtors and went on to build and lead an industrial division, driving its growth over a 12 year period.

Over the course of his career, Cory has developed long standing relationships with several national clients, serving as a trusted advisor on assignments that extend beyond his core markets, including serving as an exclusive broker of record for select organizations across multiple markets. His ability to coordinate across multiple regions and leverage local market expertise allows him to create consistency and efficiency for clients with expanding real estate needs. His experience includes involvement in industrial development projects, providing insight into site selection, design, and execution, further strengthening his ability to advise clients across a range of requirements.

Cory is known for his direct approach, market insight, and ability to uncover both on and off market opportunities that create a competitive advantage in negotiations.

NOTABLE TRANSACTIONS

±203,000 SF	HyperPet
±180,000 SF	Arrow Material Handling
±160,000 SF	Johnson Controls
±200,000 SF	Speculative Ground-Up Industrial Development
±170,000 SF (Build-to-Suit)	Premium Water
±180,000 SF	Fry Wagner

AWARDS

RCA-KC Rookie of the Year Award, 2011

AREA Real Estate Advisors Top Producer, 2016

AREA Real Estate Advisors Top Producer Runner-up, 2017

AREA Real Estate Advisors Top Producer Runner-up, 2019

AREA Real Estate Advisors Home Run Award, 2022

AFFILIATIONS

State of Kansas Licensed Real Estate Broker

State of Missouri Licensed Real Estate Broker

State of Arizona License Real Estate Salesperson

SIOR Designation (Society of Industrial and Office Realtors)