

# Commercial Spaces

A COMMERCIAL PROPERTY RESOURCE.

[www.kansascity.com/realestate](http://www.kansascity.com/realestate)

Harbinger Property Group LLC

## Young but experienced firm continues to grow

Information provided by  
**Harbinger Property Group LLC**

Harbinger Property Group opened its doors as a Kansas City commercial real estate firm at the end of 2006, but the principal partners have years of experience in the field.

Nathan Anderson, managing principal, worked for 12 years for Kessinger/Hunter & Company, specializing in manufacturing, warehousing and distribution facilities. Patrick Meraz, principal, began his commercial real estate career in 1999 at Wolfe Commercial Inc. in San Francisco and then joined Zimmer Real Estate Services in Kansas City prior to joining Harbinger Property Group.

Anderson is an active member of the Society of Industrial and Office Realtors, which gives Harbinger access to a network of top professional commercial Realtors throughout the United States. Both Anderson and Meraz are Certified Commercial Investment members, an honor accorded to the top 6 percent of real estate brokers around the globe.

Harbinger's mission, Anderson said, is to provide business owners and investors the same representation as larger commercial brokerage firms while maintaining a small-firm culture focused on best-of-class service.

The five brokers associated with Harbinger buy and sell property for clients, arrange leases and look for creative ways to service their clients' needs. Anderson said they rely strongly on direct marketing and a strong Internet presence to attract buyers of properties they list. They advertise on 12 Web sites to provide a broad appeal of their properties nationwide.



Aaron Leimkuehler/The Star

The staff at Harbinger Property group includes, from left, Iris Martz, Mark Laverentz, Brent Peterson, Patrick Meraz, Nathan Anderson, Jason Kraft and Russ Pearson.

"Ten short years ago we were mailing each other information on available properties," Anderson said. "We're constantly researching new technologies and pushing the marketing envelope in order to compete with the big firms. We may be small but we're light on our feet."

Harbinger recently added a broker, Mark Laverentz, who specializes in office properties, as well as an experienced property manager, Jason Kraft.

For the past nine months, Harbinger has been working with Rose Companies, a firm that operates two business parks as well as constructing office and industrial buildings. Rose Companies' president Chris Herre said he has been pleased with how hard Harbinger has worked for

his company.

"Despite the economy, they have done a good job," Herre said. "In fact, they just helped us lease space in one of our buildings. It is more difficult to sell commercial real estate in today's economy, but they certainly have brought a number of people through to look at our buildings."

Herre, who has been working mostly with Anderson and Russ Pearson, said, "You can't ask for nicer guys. We think there will be a number of deals they can help us with in the future, when the economy improves."

Herre added the brokers at Harbinger Property Group have given him insight on how to market his properties and on commercial real estate trends.

Harbinger Property Group not only markets properties, but also helps businesses find locations that fit their needs. One client, Mike Ismert, said Anderson worked diligently to find just the right property for his company, Schier Products, when he decided to relocate production to the Kansas City area. The company manufactures 50-gallon plastic tanks and has about 14 employees.

"We were looking in a relatively small area, near interstate access," Ismert said. "We must have looked at 30 properties over the last year and Nathan spent a great deal of time working for us. He was very thorough and kept us informed with e-mail, faxes and phone calls."

Ismert hopes to close later this

month on the location that Harbinger Property Group helped him find. "I can't say enough good things about Nathan," he said. "He is a pure professional."

The company's goal is to translate the complex industry of commercial real estate into a basic language that a business owner can understand. "We want to handle the real estate issues so the business owners can concentrate on their day-to-day business," Anderson said.

Harbinger represents clients throughout the United States and is located in Suite 110 at 8700 State Line Road. To reach Anderson phone 913-890-2001 and to reach Meraz phone 913-890-2010 or visit the company's Web site at [www.HarbingerKC.com](http://www.HarbingerKC.com).