



1st Quarter, 2019

Quarterly Review



Pictured:

New Block & Company Investment Acquisition

The Shops at Liberty Commons

103-127 S. Stewart Road , Liberty, MO 64068

More info on the story inside

The Block & Company, Inc., Realtors Quarterly Review

Letter from President David M. Block



In this quarter's newsletter, I'd like to take the opportunity to thank all of our investors and tenant-rep clients for their continued business and confidence in Block & Company. The first quarter of 2019 has been one of the best real estate production periods we've seen in the company's 73 year history and we believe the second quarter will only continue to trend upwards.

The investment activity we've seen thus far in 2019 has been nothing short of stellar. The acquisition of two new shopping centers from our investor base in the month of January alone speaks to the excitement level and growth potential of our current economy.

Several new leasing assignments that have been added to our portfolio reflect our enthusiasm for the future as it relates to our restaurant, retail, and hotel portfolios.

Block & Company currently has multiple developments in the works and our construction management department is as active as it's ever been. Our projections for a highly active first quarter have been validated and we continue to look forward to an even more active second quarter.

Again, I'd like to thank our brokerage group, property managers, and staff members for helping the firm achieve all of its accomplishments to date and we look forward to a very exciting and prosperous year.

Sincerely,

[David M. Block](#)

President, Block & Company, Inc., Realtors

Profile of the Quarter: *Ralph Wing, Vice President of Management*



In this quarter's newsletter, the firm would like to recognize [Ralph Wing](#) for his commitment to excellence and professionalism that he has shown throughout his tenure with Block & Company. Ralph joined Block & Company as a Property Manager in 1988 and has been responsible for a wide range of commercial properties in the firm's portfolio.

Ralph is very active in his Rotary Club and has served the Club in numerous capacities. He has served as Club President, Chairman of the International Student Exchange Program and most recently as District Chairman for his Club's District Conference which hosted several hundred Rotarians from 57 different clubs. In addition to Rotary, Ralph is also very involved with his church. He has served on the Parish Council and has been the founding Grand Knight of his Parish Council of the Knights of Columbus.

For ten consecutive years, Ralph has been Chairman of the Saint Michael the Archangel Golf Tournament. Since its inception in 1999, Ralph has been responsible for raising over \$900,000 for his church's capital campaign. In his spare time, Ralph loves to travel the world. He is an avid boating and wine enthusiast as well as being a "sports freak."

"We're very proud of Ralph and the many accomplishments he has been able to achieve throughout his career with Block & Company. Ralph is one of the most experienced and trusted property managers we have at the firm and are grateful for his contributions", David M. Block stated.

BLOCK NewsWire: Selected Deals of the Quarter

A look into a few of Block & Company's most noteworthy sales & transactions



Restaurant | Slim Chickens to replace former Taco Bell in Mission West Shopping Center in Mission

Slim Chickens will open its newest location to the Kansas City area in the Mission West Shopping Center. The fast food chain will replace the vacated Taco Bell that is located at 6591 Johnson Drive in Mission, KS. Renovations to the facade and interior of the building are scheduled to begin soon and they are expected to be open in the second half of 2019. [Max Kosoglad](#) and [David M. Block](#) of the firm were the brokers involved in the lease transaction. Block & Company will also handle the property management for the location.



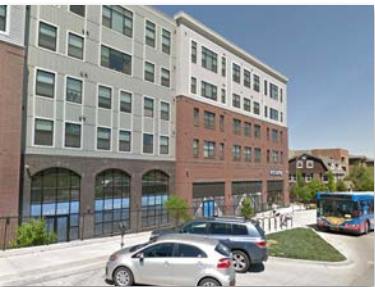
Restaurant | Freddy's Frozen Custard & Steakburgers to open new location in Merriam

Block & Company, Inc., Realtors is excited to announce Freddy's newest location to the Kansas City metropolitan area. Located at 8817 Shawnee Mission Parkway in Merriam, KS, the popular restaurant franchise will replace the former Winstead's. Construction plans include the demolition of the existing building to begin in late April. The new Freddy's is expected to be completed and open for business in the Fall of 2019. [Phil Peck, CCIM](#), [Alex Block](#), [Max Kosoglad](#), and [David M. Block](#) of the firm were the brokers involved in the transaction. Block & Company will also be handling the property management.



Investment | 23rd Street Station shopping center in Independence sells for \$2.425mm

On behalf of the seller, [Jay Friedman](#) and [Daniel Brocato](#) of the firm successfully negotiated the investment sale of the 23rd Street Station shopping center, located at 2301 - 2341 North 291 Highway in Independence, MO. The 54,300 square foot strip mall sold for \$2,425,000. The property buyer, Planet Partners 23 LLC, will occupy the 30,000 square foot vacancy that was available within the shopping center.



Retail | New HOTWORX fitness concept to open four new locations in the extended Kansas City metropolitan area

HOTWORX recently signed a long term lease to occupy a 2,258 square foot space located at 1101 Indiana Street in Lawrence, KS. This will be their first location in the Kansas City Region. [Bill Maas, CCIM](#) and [Daniel Brocato](#) of Block & Company successfully completed the transaction on behalf of HOTWORX. Three more locations are expected to open in Liberty, MO, Lee's Summit, MO, and Shawnee, KS. HOTWORX is a virtually instructed exercise program created for users to experience the many benefits of infrared heat absorption, while completing a 30-minute isometric workout. [Click here](#) for more info.



Automotive | Blue Ridge Auto Mall sells for \$1.35mm, high end car rental company to occupy the space

On behalf of the seller, [Bill Maas, CCIM](#) of Block & Company recently negotiated the sale of the former Blue Ridge Auto Mall for \$1,349,000. The property is located at 6824-6840 Blue Ridge Boulevard in Raytown, MO. The 22,000 square foot building sits on a 2.77 acre lot and features multiple offices, a garage and body shop, and a secured parking lot. One World Auto, a luxury automotive rental company, will occupy the property.

BLOCK Investments:

A look into a Block & Company's quarterly investment activity

Block & Company investment groups acquire 2 new shopping centers in the 1st quarter of 2019

Block & Company, Inc., Realtors retail investment sector has seen tremendous activity throughout the first quarter of 2019. These acquisitions show the firm's confidence and dedication to the ever evolving retail sector of commercial real estate.

"I believe 2019 will be a strong year for shopping center acquisitions and developments in the retail segment for Block & Company and we plan to do many more deals like this in the near future," said [David M. Block](#), President of Block & Company, Inc., Realtors.



Pictured: Valle Vista Shopping Center

Investment | Valle Vista Shopping Center in Lee's Summit, MO has sold to a Block & Company-headed investment group

A Block & Company, Inc., Realtors headed investment group made up of local Kansas City investors recently purchased Valle Vista Shopping Center from Valle Vista Investors, LLC. The 44,330 square-foot center sits on 5.4 acres of land and is located at 600-636 NE 291 Highway in Lee's Summit, Missouri. Valle Vista Shopping Center is one of the longest operating shopping centers in fast growing Lee's Summit, Missouri and is strategically located on the southwest corner of 291 Highway & Chipman Road. Tenants in the 100% occupied center include IHOP, Celsius Tannery, Ted's Cafe Escondido, Vintage Stock, Five Guys, and many other local and regional tenants.

Block & Company, Inc., Realtors is handling the leasing and property management for Valle Vista Shopping Center. David M. Block of the firm negotiated the sale on behalf of the buyer, LS Valle Vista 2018 LLC.



Pictured: Liberty Commons Shopping Center

Investment | 100% occupied Pad Building of Liberty Commons SC in Liberty, MO sold to a Block & Company-headed investment group

An investment group of Block & Company with Kansas City and California investors purchased a retail center pad building of Liberty Commons Shopping Center from Legacy Liberty, LLC. The approximately 19,900 square-foot newly constructed building is ideally located on a one acre pad site in front of Liberty Commons on the southeast quadrant I-35 & 152 Highway in Liberty, MO.

Tenants in the 100% occupied multi-tenant retail building include Blaze Pizza, Phone Medic, Evolve Juicery & Paleo Kitchen, Chic Nails & Spa, Orange Theory Fitness, Joplino Mattress, and McAlister's Deli. The center is located in one of the fastest growing areas in greater Kansas City with over one million SF of traffic generators at this intersection. Block & Company, Inc., Realtors is handling the leasing and property management for the shopping center. [Alex Block](#) and [David M. Block](#) of the firm negotiated the sale on behalf of the buyer, Liberty Common 2018 LLC. [Click here](#) for more info.



Pictured: Greystone South Shopping Center

Buyer Representation | Greystone South Shopping Center sells in Lenexa, KS

[Piers Pender](#) of Block & Company, Inc., Realtors represented the buyer in the investment sale of the Greystone South Shopping Center. The center sold for an undisclosed amount to Greystone One LLC. The 60,000 square foot shopping center is located at 12800 - 12980 West 87th Street Parkway in Lenexa, KS.

Greystone Shopping Center includes tenants such as Tanner's Bar & Grill, Title Boxing, Tropical Smoothie, Autozone, Ronnie's Restaurant, PeachWave, and many others.

BLOCK People:

Exciting news & announcements from the Block & Company family tree

Block & Company, Inc. promotes four senior commercial real estate agents to VP

Phil Peck, CCIM



Rick Kochuyt



Max Kosoglad



Bill Maas, CCIM

January, 2019 - Block & Company, Inc., Realtors was pleased to announce the promotion of Phil Peck, CCIM, Rick Kochuyt, Max Kosoglad, and Bill Maas, CCIM to Vice President. With over 40 years of combined experience, these four highly experienced senior commercial real estate agents have served the firm in all facets of the commercial real estate industry and have collectively closed hundreds of millions of dollars in real estate transactions throughout Greater Kansas City and the Midwest.

Phil Peck, CCIM specializes in the sale and leasing of retail and restaurant properties together with landlord and tenant representation. He has held a real estate license in both Kansas and Missouri since 2006 and has been involved in millions of dollars in commercial transactions including leasing, investments, and developments.

Rick Kochuyt's core expertise is in the convenience store and car wash industry. His specialization includes site selection, viability, sales, service, and business plan assistance. Assembled deals have included new builds, remodels, acquisition, leasing, and financing consultation.

Max Kosoglad has over 10 years of experience specializing in landlord/tenant representation, buyer/seller representation, new development, investment sales and 1031 exchanges. His expertise is in the Hospitality and Retail niches of commercial real estate and represents some of the worlds largest hotel brands such as Marriott International, Hilton Hotels, Intercontinental Hotels, and Choice Hotels.

Bill Maas, CCIM joined Block & Company in 2010. Maas entered the Commercial Real Estate Industry through the encouragement of William Glasgow and David Block whom Maas had known for years. Prior to joining Block & Company, Inc., he spent 10 years in the NFL playing for the Kansas City Chiefs and Green Bay Packers.

Block & Company congratulates these gentlemen on this accomplishment and for their outstanding performance in commercial real estate. [Read More](#)

**Jay Friedman inducted into the Midwest Real Estate News Hall of Fame**

Jay Friedman of Block & Company, Inc., Realtors was recently inducted into the Midwest Real Estate News Hall of Fame. Jay's core focus is on the sale and acquisition of investment real estate, single-tenant net lease investments, and external financing for his clients. The firm would like to congratulate him on his outstanding career and this fantastic achievement.

**David M. Block awarded top retail leasing broker for 2018**

Results from CoStar's Power Broker Awards are in for 2018 and **David M. Block** was awarded one of five Top Retail Leasing Brokers in Kansas City last year. David has made CoStar's Power Broker list **9 of the last 13 years** that the company has documented top performing brokers in retail leases. Congrats to David M. Block for making the cut yet again!



Saluting the '20 over 15'

Block & Company's history runs deep beyond our founding year of 1946. Our people are the fabric that has instrumentally contributed to the firm's successes. Generations of several families have been with us along our 73 year journey. Mothers and daughters, fathers and sons, and even grandparents and grandchildren have all worked side by side at Block & Company. We are proud of our identity as a company that truly makes this a family affair.

Without further ado, we'd like to recognize the 20 staff members and brokers with over 15 years of experience. When tallied together, these 20 individuals have 514 years of combined experience with the firm! Your hard work and contributions to the firm will always be greatly appreciated. Salute!

1. Sara Zahner - 15 years
2. Jody Minder - 15 years
3. Tim Daniels - 17 years
4. Amy Ehlers - 17 years
5. Diane Adkins - 17 years
6. Rob Epstein - 19 years
7. William Glasgow - 19 years
8. Ralph Wing - 21 years
9. Tony DeTommaso - 22 years
10. Larry Gaines - 24 years
11. John Moffitt - 25 years
12. Jay Friedman - 26 years
13. Angie Rogers - 26 years
14. Mark McConahay - 28 years
15. Mike Klein - 28 years
16. Reuben Pate - 32 years
17. Dimitri Rodopoulos - 36 years
18. Bob Wallen - 39 years
19. Steve Caffey - 44 years
20. David M. Block - 44 years



Introducing Block & Company's New Service Brochures

Check out our new service brochures by clicking on the PDFs below



BLOCK Networking & Philanthropy:

A look into the firm's quarterly activity and community involvement



Recap | International Council of Shopping Centers convention in Kansas City

Block & Company, Inc., Realtors was a proud sponsor of this year's ICSC - Kansas City conference at the Sheraton Hotel in Crown Center. The two day event was a regional draw that brought together commercial real estate professionals from all over the Midwest to discuss retail trends, entertainment themed developments, opportunity zones, restaurant industry trends, urban mixed-use concepts, and much more.

Several agents from Block & Company, Inc., Realtors will be attending the annual ICSC RECon in Las Vegas, NV, which is considered to be the "Superbowl" for top retail developers across the country. The convention runs from May 19-22, please visit Block at the RBN booth located at C111 Union



Recap | 2019 Entertainment Experience Evolution Conference in Los Angeles

Block & Company, Inc., Realtors was proud to be a member and sponsor of the Entertainment Experience Evolution (EEE) conference in Beverly Hills, California this past February. The conference brings together world's top developers, retailers, restaurateurs, futurists, and entertainment executives who are changing the face of retail environments around the world.

The EEE conference hosted ten educational sessions over a two day span to highlight the physical environment of the retail sector of commercial real estate and how it is evolving to meet the needs of today's consumers.



David M. Block named honorary coach of the Benedictine Men's Basketball Team

Each year, the NAIA Men's Basketball Tournament is held at the Municipal Auditorium in Downtown Kansas City and David has the privilege of being named as the honorary coach to a randomly selected tournament team.

This year, the Benedictine Ravens was his team and he was able to sit on the bench alongside the players and give out "honorary advice". Next year will be the 50th year Block & Company has sponsored the NAIA's Men's Tournament. David is currently the longest standing honorary coach in NAIA basketball history and has yet to win a championship. There's always next season, David.

Featured Listing Village of Seville

Agents: Phil Peck | Max Kosoglad | David M. Block

Join Anytime Fitness, St. Luke's Community Hospital, and two new restaurants; Windy City Pub and The Breakfast Spot. The Village of Seville is primely located off 133rd Street and Stateline Road in Leawood, KS. Major retail centers surround the development with shadow anchors such as Lowe's, Walmart Supercenter, Super Target, and dozens more of big box users.

Village of Seville Shopping Center

Shadow Anchored by Walmart Supercenter & Lowe's
State Line Road at 133rd Street, Leawood, Kansas



SPACES FOR LEASE | \$15.00-\$18.00/SF NNN

DEMOGRAPHICS	1 mile	3 miles	5 miles
Est. Population	6,350	49,009	149,328
Avg. HH Income	\$165,266	\$176,218	\$132,029

- Multi-tenant retail spaces available for lease from 1,401 SF - 14,173 SF
- Join new Anytime Fitness and St. Luke's Community Hospital, and two new NOW OPEN restaurants - Windy City Pub and The Breakfast Spot
- Located at the Major intersection of 133rd & State Line Road in Leawood, KS (most affluent suburb of Greater Kansas City)
- Other nearby Tenants include: Super Target, Marshalls, Pier 1 Imports, Starbucks, Chipotle, Beauty Brands, Taco Bell, CVS, Capital Federal Bank, McDonald's and other many more
- Join the newest shopping center in 1.4 million sq ft retail hub

CLICK HERE TO VIEW MORE LISTING INFORMATION

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Online Resources:

- [Listing Page](#)
- [Property Brochure](#)
- [Property Video](#)
- [Photo Gallery](#)

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"Albatross Drone Services has been paramount in all facets of our marketing strategy. Albatross has also played a key role in improving the service we provide in our construction mgmt. and asset mgmt. divisions. The quality of photography is simply amazing." - David M. Block, President, Block & Company, Inc., Realtors



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