

Quarterly Review



Pictured:
Newly painted mural at Rae's Block Center

81st Street & State Line Road
Kansas City, MO

Painted by: Whitney Kerr, Chase Hunter, and
Jeremy Bena

The Block & Company, Inc., Realtors Quarterly Review

Letter from President David M. Block



The second quarter of 2019 for Block & Company, Inc., Realtors was another strong period of growth for the firm, crossing all sectors of the company. We are seeing an increased volume of real estate transactions involving several new clients, as well as increased activity from our existing client base. Our restaurant & retail divisions remain consistently strong and we are excited to see a major influx of deals being closed across the board, specifically in Block & Company's hospitality, industrial, and office divisions of our brokerage.

Block & Company's footprint continues to expand throughout the Midwest with Colorado showing strong market activity. Our presence in the Denver market has taken a major leap forward with acquiring a full time associate there, who is assisting three of our tenant representation clients.

Block & Company is proud to be situated as one of the strongest and most active commercial real estate companies in the Midwest and this could not be done without our innovative group of brokers and staff members who continue to fulfill our mission of being one of the only true, full service commercial real estate companies in the region.

Sincerely,

[David M. Block](#)

President, Block & Company, Inc., Realtors

Profile of the Quarter:

Amy Ehlers, Senior VP of Finance & Development



Amy Ehlers started at Block & Company, Inc., Realtors in 2002 as an assistant to David M. Block. In 2006, her role expanded and she became the New Development Coordinator. As such, she was responsible for coordinating all aspects of new developments, from acquisition to construction and permanent financing.

In 2010, Amy was promoted to Vice President - Finance/Development. She works with various banks and other commercial lenders, coordinating commercial loans of all sizes and types for investment and development properties managed by Block & Company. She continues to work closely with Block's Construction & Development department to produce budgets and other cost analysis tools, along with coordinating the financing for the projects.

Amy's role as SVP of Finance/Development also encompasses assisting in the establishment of a variety of public incentives such as Tax Increment Financing (TIF), Community Improvement Districts (CID), Transportation Development Districts (TDD), etc. This involves working directly with the owners, attorneys and Municipalities throughout the Kansas City Metropolitan area, through the approval process and beyond.

Prior to joining Block & Company, Amy worked at an internet based software company in Overland Park, Kansas where she was an Account Manager.

"Amy Ehlers is one the most experienced and valued employees that Block & Company has ever had. Amy is our goto employee as it relates to teaching new staff the in's and out's of the industry and the streamlining of day-to-day procedures", David M. Block stated.



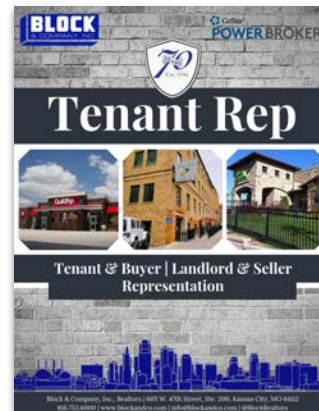
Restaurant Feature | Block & Company brings first Slim Chickens franchise to Colorado

Block & Company, Inc., Realtors in conjunction with The Zall Company, a Denver, Colorado firm, recently teamed up to bring the first Slim Chickens restaurant to the state of Colorado.

Slim Chickens purchased approximately one acre of land located at 3899 Tower Road in Aurora, Colorado to build a 3,375 square foot sit down and drive-thru restaurant. This new restaurant is located in Green Valley Ranch, one of the hottest areas in the Denver Metro Area. Construction will begin soon and the restaurant plans to open in the fourth quarter of 2019.

David M. Block, President of Block & Company was crucial in procuring the sale of the franchise between Slim Chickens Corporate and L.O.V.E. Restaurant Group. David Block referred Zachary Albrecht of The Zall Company out of Denver through the Retail Brokers Network to assist L.O.V.E. Restaurant Group in finding ideal locations for Slim Chickens throughout Colorado.

Slim Chickens is a fast-casual restaurant chain which specializes in chicken tenders and wings. It was founded in 2003 by Greg Smart and Tom Gordon. Slim Chickens has opened 2 locations in Greater Kansas City under guidance of [Max Kosoglad](#) and [David M. Block](#) of Block & Company. Their 3rd location is currently under construction off Johnson Drive in Merriam, KS and scheduled to be open for business in the Fall.



BROKERAGE: Selected Deals of the Quarter

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



OFFICE | Law Tigers signs long term lease in the Skelly Building on the Country Club Plaza in Kansas City

The historic Skelly Building, located at 605 W. 47th Street in Kansas City, MO, is excited to welcome its newest tenant(s), Kirkendall Dwyer LLP & Law Tigers to suite 208 on the second floor. The 1,474 square foot space is primely located in the heart of the world famous Country Club Plaza. This brings the Skelly Building occupancy to 97% and [Alex Block](#) of Block & Company, Inc., Realtors handled the lease transaction on behalf of the property ownership. Kirkendall Dwyer specializes in automotive personal injury and Law Tigers is a national network of motorcycle accident attorneys that focus more specifically motorcycle personal injury. [Read More](#)



RETAIL | Two more HOTWORX fitness studios to open this year in the Kansas City area

Block & Company, Inc., Realtors recently announced that HOTWORX, a high intensity isometric fitness concept, has signed two long term leases in Lee's Summit, MO and Shawnee, KS. [Bill Maas, CCIM](#) and [Daniel Brocato](#) of the firm exclusively represent the fitness studio franchise and this marks the third deal completed thus far in 2019. Their first location to the Greater Kansas City Region was in Lawrence, KS, as further outlined in our [March 2019 press release](#). Maas and Brocato are currently working with the HOTWORX to open their fourth location in Liberty, MO later this year. [Read More](#)



MEDICAL | Block & Company brings Pediatric Associates to the BluHawk Development in southern Johnson County, KS

[Mark McConahay](#) of Block & Company successfully negotiated a long term lease on behalf of Pediatric Associates to occupy a 7,430 square foot space inside the Advent Health South Medical Building in the BluHawk Community Development. Pediatric Associates new office is located at 7840 W. 165th Street in Overland Park, KS and will serve as their second location in the Kansas City metro area. McConahay exclusively represents the pediatric medical group.



INVESTMENT | Block & Company sells Raintree Village Shopping Center in rapidly expanding area of Lee's Summit

Block & Company recently negotiated the investment sale of the 33,340 square foot Raintree Village Shopping Center. Located at 817-899 SW Lemans Lane in Lee's Summit, MO, the beautiful neighborhood center sits on 8.06 acres of land in one of Lee's Summit's fastest and rapidly growing residential areas. Raintree Village sold for an undisclosed amount and [Phil Peck, CCIM](#), VP of Block & Company represented the seller, Compton Holdings, LLC in the investment sale transaction. Block & Company will continue to handle the leasing for the shopping center. Six spaces are currently available for lease ranging from 1,139 - 3,626 square feet. [Read More](#)



MEDICAL | Comfort Dental signs 10-Year Lease in former Blockbuster building in Blue Springs

Comfort Dental, one of the largest dental franchises in the United States, recently signed a 10-year lease in the former Blockbuster space at 620-624 E 40-Highway in Blue Springs, MO. The 3,000 square foot space features fantastic visibility from the highly trafficked intersection of US Route 40 and 7 Highway. [Marshall Blount](#) & [Phil Peck, CCIM](#) of Block & Company, Inc., Realtors represented the landlord in the long term lease transaction. Comfort Dental is a dental franchise with over 100 offices in 13 states across the United States. [Read More](#)

BROKERAGE: Selected Deals of the Quarter

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



RETAIL | Block & Company brings Party America to Lawrence

Party America will occupy a 5,700 square foot space at 2329 S. Iowa Street in Lawrence, KS. [Max Kosoglad](#) and [David M. Block](#) of Block & Company, Inc., Realtors successfully negotiated the long term lease transaction on behalf of the property ownership group. Party America is a national franchise with stores all over the United States and this will be their first location in Lawrence. The [24th & Iowa Center](#) has neighboring tenants that include Natural Grocers, Walmart Supercenter, Home Depot, Target, Menards, Best Buy, Kohl's, Ross, and many other strong national tenants. Two spaces (8,400 SF / 23,200 SF) are available for lease. Block & Company handles the leasing and property management for the 24th & Iowa Center. [Property Listing](#)



MEDICAL | Spinal Rehabilitation Center signs two leases in KCK amidst major expansion efforts to the Kansas City area

Block & Company, Inc., Realtors is excited to announce that Spinal Rehabilitation Center (SRC) has signed two leases in Kansas City, KS. SRC is a Las Vegas-based company with 8 clinics throughout Greater Las Vegas. This will be their first two locations outside of the Las Vegas area. [Daniel Brocato](#) of Block & Company, Inc., Realtors represents SRC and handled both lease transactions on their behalf. SRC provides chiropractic care, physiotherapy modalities, and rehabilitative exercises for patients that have sustained spinal and whiplash injuries. [Read More](#)



MEDICAL | Dental practice to anchor future center in Lawrence

Block & Company, Inc., Realtors successfully represented the buyer in the sale transaction of 0.9 acres of land at 5100 Congressional Circle in Lawrence, KS. The buyer, SANDERS LP, will begin construction this summer on a 9,000 square foot building that will be anchored by a local dental practice with 4,000 square foot of additional spaces available for lease. The property is primarily located one block west of 6th Street and Wakarusa Drive. Newer single family homes and multifamily residential developments surround the location in all directions. Retail & Investment Specialist, [Shawn Stuckey](#) of the firm represented the buyer in the sale transaction. Stuckey will be handling the leasing of the remaining available spaces in the center. [Read More](#)



INDUSTRIAL | Block & Company sells warehouse in Grain Valley for \$730k

[William Glasgow](#) of Block & Company represented the buying party of a multi-tenant, 12,500 square foot warehouse facility for a sale price of \$730,000. The property is located 1100-1106 NW Valley Ridge Drive in Grain Valley, MO and features great accessibility with eight dock doors and four drive-in doors. Expansion of the building is also a possibility. There are two spaces currently available for lease (4,000 SF / 6,000 SF) and Glasgow will be handling the leasing on behalf of the new property owners. [Property Listing & Brochure](#)



OFFICE | Office building sells off of iconic Ward Parkway in Kansas City

[Piers Pener](#) of Block & Company represented the buyer in the successful sale transaction of the 8301 State Line Professional building, located in between Ward Parkway and State Line Road off of 83rd Street. The three story office building has over 27,350 square feet of space and is primarily located just to the North of Ward Parkway Center, one of Kansas City's first shopping malls. The building is currently occupied by the Third and Long Foundation, Psychology of Kansas City, Hospice Care of America, and 22 other tenants. The building occupancy is currently at 100%. [Read More](#)

BLOCK Investments:

A look into a Block & Company's investment activity

**Orchards Executive Golf & Footgolf Course named to list of top golf courses in Lawrence**

The Orchards Executive Golf & FootGolf Course, a property acquired by a Block & Company-headed investment group in the Fall of 2017, has made the 2019 "Best of Lawrence" list. This is the first time The Orchards has made the list since 1986.

Prior to the investment group's acquisition of the course, the property was in dire need of full scale improvements. With such close proximity to the University of Kansas, David M. Block, President of Block & Company, Inc., Realtors, saw the course as an investment opportunity with tremendous upside that the Lawrence golf community could get excited about. Once the acquisition was finalized, David M. Block assigned Rob Epstein, CPM, a Senior Property Manager and Vice President of the company to manage the facility and address the immediate changes that needed to be made.



Kyle O'Keefe, a well known and reputable Golf Pro in Lawrence, was hired as the new General Manager of The Orchards in July of 2018. O'Keefe's experience in the field and his shared mission of restoring The Orchards has been a vital asset.

Kyle O'Keefe, GM of The Orchards, discusses his immediate call to action:

"My team and I built a plan to rehabilitate The Orchards back to its former glory. Last year, we focused on rebuilding the damaged greens to PGA Tour specifications, relocating and expanding the tee boxes to lengthen the course, and reseeding drought-struck areas with a more resilient grass. These improvements, along with a strategic marketing plan have laid the groundwork for a beautiful course that the golf community is excited about once again."

A brochure for Block & Company, Inc. featuring a stone background. At the top left is the company logo. To the right is a "70 YEARS" anniversary logo. Below the logo is the word "Investment" in large, bold letters. Underneath are three small images showing different types of commercial properties. Below these images is a list of services: "Brokerage | Triple Net Leases | 1031 Exchanges | Sale-Leasebacks | Build-To-Suit". At the bottom is a city skyline graphic and contact information: "Block & Company, Inc., Realtors | 605 W. 47th Street, Ste. 200, Kansas City, MO 64112 | 816.753.6000 | www.blockandco.com | info@blockandco.com | @blockrealtors".

BLOCK People:

Exciting news & announcements from the Block & Company family tree

Block & Company, Inc. hires 4 new employees in second quarter

Gene Nelson
Acting Chief Operating Officer
April, 2019



Madison Becklean
Reception
May, 2019



James Lampone
Strategic Projects Specialist
June, 2019



Angela Burton
Executive Assistant
June, 2019

5th Annual Block Day at the K | [Album Link](#)

Event Recap | ICSC Recon Las Vegas 2019

Each year, Block & Company agents who are ICSC members, travel to Las Vegas to attend the biggest networking event in commercial real estate. Pictured below are photos from Block & Company's 44th Annual Jimmy & David Block VIP Party at Piero's, a cocktail and hor d'Oeuvres event that takes place during the convention each year.



Featured Agent | **AUTOMOTIVE** | Rick Kochuyt

Rick's Selected Automotive Listings - Quarter 2, 2019
Contact: 816-412-7327 | rkochuyt@blockandco.com



FOR SALE: Amstar Convenience Store - \$1,000,000

- Address: 5100 Johnson Drive, Roeland Park, KS 66205
- Use: Retail - Gas Station/C-Store
- Gross Land: 0.32 Acres
- Gross Building: 2,128 SF
- Sale Type: Investment-Owner/User
- [Listing Page](#)
- [Property Brochure](#) (PDF)



FOR SALE: Phillips 66 Convenience Store - \$150,000

- Address: 901 S. 13 Highway, Lexington, MO 64067
- Use: Retail - Gas Station/C-Store
- Gross Land: 0.7 Acres
- Gross Building: 3,000 SF
- Sale Type: Owner/User
- [Listing Page](#)
- [Property Brochure](#) (PDF)



FOR SALE: Minute Mart Convenience Store - \$500,000

- Address: 211 E. Flaming Road, Olathe, KS 66061
- Use: Retail - Gas Station/C-Store
- Gross Land: 0.43 Acres
- Gross Building: 2,000 SF
- Sale Type: Investment-Owner/User
- [Listing Page](#)
- [Property Brochure](#) (PDF)



FOR SALE: Phillips 66 Convenience Store - \$650,000

- Address: 7020 N. Oak Trafficway, Gladstone, MO 64118
- Use: Retail - Gas Station/C-Store
- Gross Land: 0.6 Acres
- Gross Building: 2,696 SF
- Sale Type: Investment-Owner/User
- [Listing Page](#)
- [Property Brochure](#) (PDF)