

Block & Company agents collaborate to bring unique medical practice to a corporate-focused area of Greater Kansas City



November 16, 2016 - (Overland Park, KS) The Vein Clinic of Greater Kansas City, headed by Dr. Craig D. Barbieri, is a privately-owned vascular clinic that is one of only two accredited clinics within the state of Kansas, specializing in the treatment of venous insufficiency or varicose vein disease with an emphasis on phlebology.

In 2015, the Vein Clinic initiated a search to relocate their practice after their building had been acquired by the Overland Park Regional Medical Center (OPRMC). With only one year to find a new facility, Dr. Barbieri was facing a ticking clock and in need of a well-connected commercial real estate firm to streamline the process.



Bill Maas, CCIM of Block & Company, Inc., Realtors represented Dr. Barbieri in the search and procurement of a more desirable facility to house the Vein Clinic. With medical offices in southern Johnson County, Kansas being a highly competitive market, Maas reached out to Block & Company's Office Property Specialist, Larry Larsen to assist in investigating the possibility of moving the Vein Clinic into a corporate office building.

Both Maas and Larsen knew that it was going to be a challenging proposition to relocate any type of medical practice into a corporate office setting. Owners of corporate office buildings typically tend to shy away from leasing available space to medical practices to maintain a lower level of foot traffic throughout a building.

Block & Company, Inc., Realtors agent Bill Maas elaborated further, saying:

"We knew of the challenge ahead of us with regards to putting a medical practice into a corporate setting but were happy to take it on when dealing with such a first-class practice that Dr. Barbieri runs."

Maas and Larsen began marketing the medical practice's legitimacy, use, hours of operation, and clientele type to several corporate building owners. They eventually found a locally-owned corporate building in a prime location with an owner who was willing to entertain the opportunity. The property owners agreed to meet with Dr. Barbieri to learn more about the practice and to identify and resolve any potential constraints. Both Dr. Barbieri and the building owners left the meeting enthusiastic and confident that this was a mutually beneficial fit.

Dr. Barbieri of The Vein Clinic stated in a recent interview:

"After being connected with Bill Maas and Larry Larsen of Block & Company during my search efforts, it became a clear and easy choice for me to move forward with them. They have been nothing short of fantastic in showing me numerous properties over the last 6 months. When it came down this property, they did an incredible job showing the building's owners that we'd be a great tenant for them and they made it happen."

On behalf of the Vein Clinic and Dr. Barbieri, Bill Maas and Larry Larsen of Block & Company, Inc., Realtors successfully negotiated a \$1.18 million, 10 year lease with options for the 4,557 square-foot suite in the Massman Building located at 4400 W. 109th Street, Suite 150 in Overland Park, Kansas.

For further information please contact: Bill Maas, CCIM at 816.412.7392 or bmaas@blockandco.com or Larry Larsen at 816.412.7339 or llarsen@blockandco.com

Block & Company, Inc. Realtors is a full service commercial real estate company headquartered in Kansas City, Missouri since its inception in 1946. The firm's services include brokerage, development, investment, asset/property management, tenant representation, and corporate real estate services. With transactions extending to 187 cities in 35 states, Block & Company manages millions of square feet of retail, restaurant, office, and industrial space. Block & Company is proud to be known as one of the Midwest's premier full service real estate organizations, consistently ranked among the industry leaders by trade magazines, local business publications, and our industry peers. ###

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