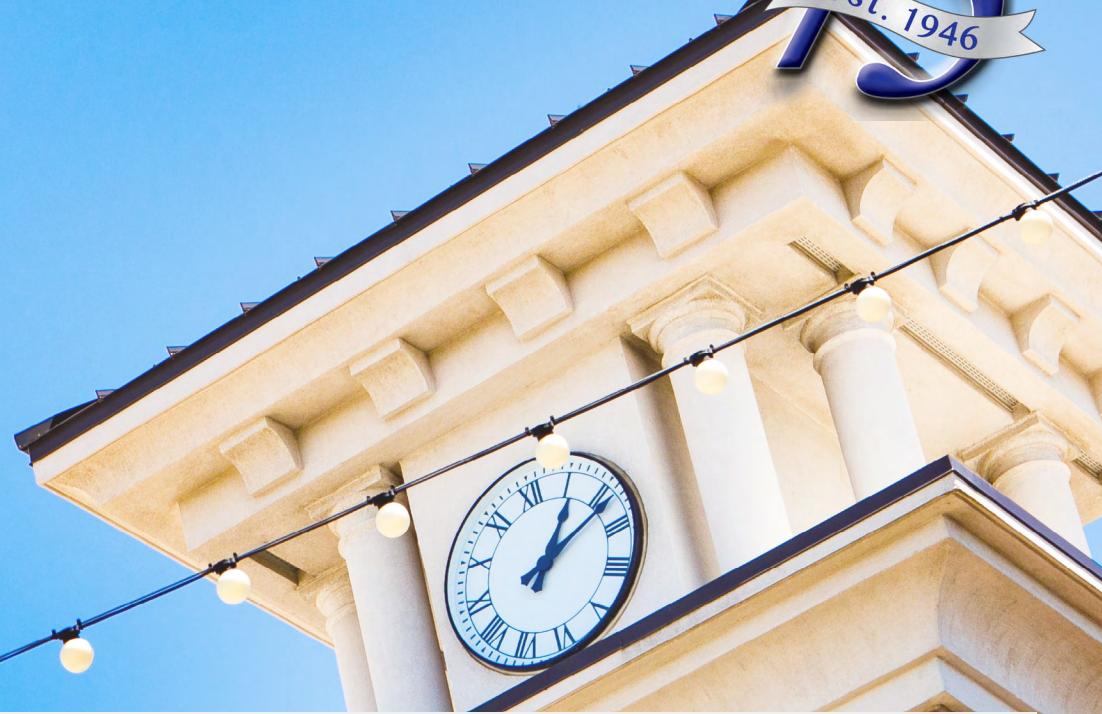




Quarterly Review

4th Quarter 2025



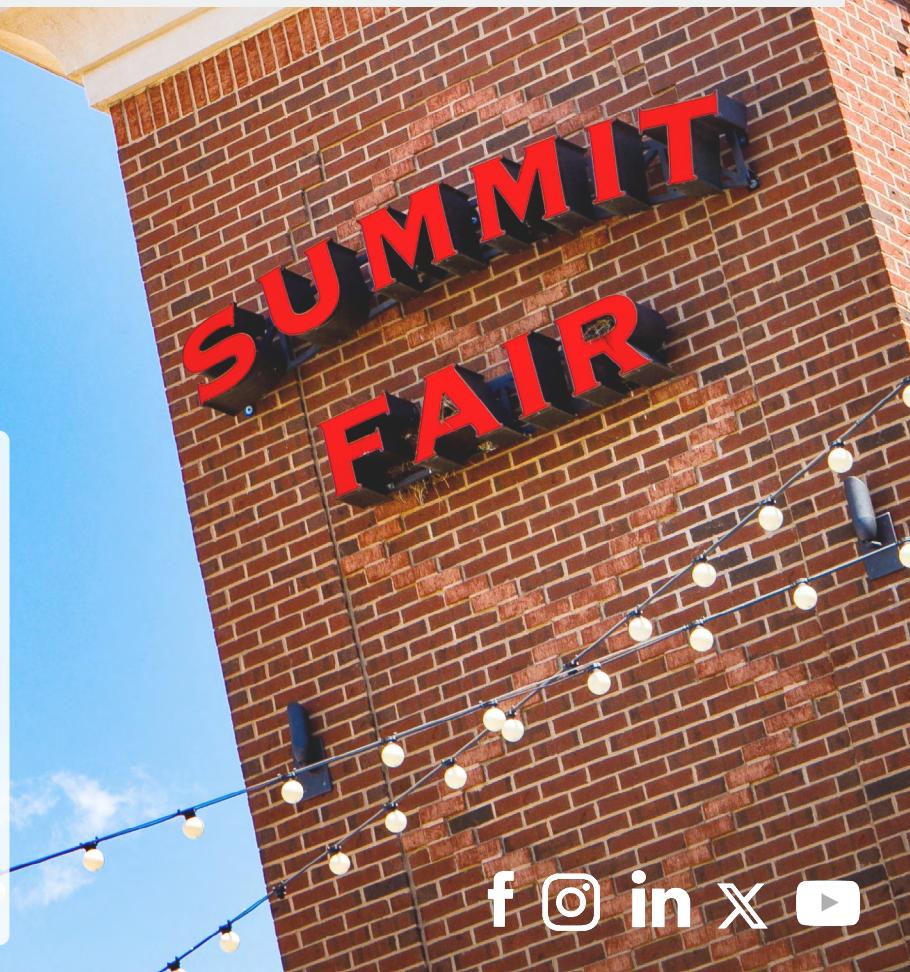
**A Block & Company, Inc., Realtors Investment Group Acquires 510,000+ SF Summit Fair Lifestyle Center in Lee's Summit, MO**

[VIEW PRESS RELEASE](#)



**PROPERTY FOCUS:**

**OBERON || Waldo Mixed-Use Development**  
see page 2



# The Block & Company, Inc., Realtors | Quarterly Review

## Letter from President David M. Block



This past year has been an interesting and important time for commercial real estate, particularly in terms of deal transactions and valuations. The stabilization of interest rates—combined with the outlook for future reductions—has helped solidify the investment market, reinforcing confidence in the durability of our real estate product and its long-term appreciation and value stabilization.

New construction has been significantly reduced since COVID, and the dramatic increase in building costs has further benefited existing real estate assets. These market conditions have aligned well with Block & Company's strategy, strengthening our brokerage sales and leasing activity throughout the marketplace.

Kansas City has remained resilient and strong throughout the year, and with the potential for lower interest rates, 2026 looks poised to be another excellent year for our company and our community.

During 2025, we welcomed a number of new associates, management, and operational personnel—further strengthening our long-term vision and ability to serve our clients. We sincerely appreciate the retail, restaurant, hotel, and investment communities for trusting Block & Company with all of your commercial real estate needs.

This year, we also lost two true commercial real estate icons: Larry Gaines and Rob Epstein. I had the privilege of working with both for many years, and I deeply valued their professionalism, friendship, and contributions to our industry. They will be dearly missed.

I am truly excited about what 2026 has to offer the Kansas City real estate community, our agents, and our employees. I extend my sincere thanks to all of our clients, investors, and third-party management partners for working with us throughout 2025 to enhance the value of your commercial real estate assets. We look forward to presenting new investment opportunities to our investor base in 2026.

If we can assist you in any way, please do not hesitate to call us at your convenience. In the meantime, we wish everyone a happy, healthy, and prosperous 2026.

*PS. The word of the quarter is: Philanthropy.*

**David M. Block**

President, Block & Company, Inc., Realtors

## 2025 Block & Company, Inc., Realtors Agent Awards

### Agent of the Year



Bill Maas, CCIM

### Top Deal



Zach Albrecht

### Most Transactions



Dakota Grizzle



Grant Summers



Coltin Diehl

### Million + Dollar Club New Inductees



Will Sanders



Zach Albrecht

# BLOCK Promotions: A look into what's new and exciting at Block & Co.

## NEW TEAM MEMBER



**Emily Alvarez**  
Brokerage Services Administrator  
October 2025

## Property Focus: **Oberon | Waldo Mixed-Use Development**

Construction is underway in Kansas City's Waldo neighborhood on Oberon, a mixed-use development located at the northeast corner of 74th Terrace and Broadway. The 2.7-acre project will deliver 284 luxury residential units—ranging from studios to two-bedroom apartments—alongside standout amenities and over 14,000 total square feet of destination retail and outdoor seating.

Approximately 50% of construction is complete. When delivered, Oberon will be the first of its kind in terms of scale and layout, with phase one anticipated to be completed by summer 2026.

Block & Company is honored to collaborate with an exceptional team of partners on this project, including EPC Real Estate Group, Marble Capital, Port KC, Capital Federal Bank, BRR Architecture, Brinkmann Constructors, BSE Structural Engineers, LLC, Lankford | Fendler + associates Consulting Engineers, Inc. (MEP), Kimley-Horn (Civil), Tran Thomas (Interiors), and BBN (Landscape).

For retail and restaurant leasing inquiries, contact Block & Company's Phil Peck, CCIM or, David Block.

[CLICK HERE TO VIEW LISTING PAGE](#)



## **Bill Maas inducted into Chiefs Hall of Fame**

Block & Company, Inc., Realtors' very own Bill Maas, CCIM, was inducted into the Chiefs Hall of Fame on December 7th, 2025. Bill, former Chiefs DT, served as the drum honoree with the enshrinement ceremony taking place during halftime where he was officially inducted into the Chiefs Ring of Honor. According to an [official Chiefs press release](#), Bill is the 54th individual and 50th player to earn this coveted honor. Congratulations Bill!



## **Block & Company named 2025 Best of the Best!**

Block & Company named Best of the Best among Top Property Management & Ownership Firms in 2025 by Midwest Real Estate News



[Follow Block & Company on Social](#)  
to hear about What's new in Kansas City!



What's new in Kansas City? blockandco.com

**LUXURY NAIL SALON OPENS IN OVERLAND PARK, KS**  
Q Lux Nails | Leased by Block & Company's Josh Rothschild | Photo Credit: Q Lux Nails

Swipe for more

What's new in Kansas City? blockandco.com

**BLOCK & COMPANY, EXCLUSIVE RETAIL BROKER FOR PARADE PARK REDEVELOPMENT**  
Contact Block & Company's Garrett Coochoon or Jay Barry

Swipe for more

What's new in Kansas City? blockandco.com

**RALLY HOUSE RELOCATION**

6753 Johnson Drive, Mission, KS | Opening Spring '26  
Leased by Block & Company's Grant Summers, Paul Massali, & Max Kosoglad (Block Managed Property)

New location!

Swipe for more

What's new in Kansas City? blockandco.com

**RENNED KC DELI OPENING 2ND LOCATION**  
The Italian Sausage Co. | Leased by Block & Company's Marshal Blount

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What's new in Kansas City? blockandco.com

**BETTY RAE'S: OPENING 2ND LEE'S SUMMIT LOCATION**  
Leased by Block & Company's Will Sanders

Swipe for more

# BLOCK Newswire: Selected Deals of the Quarter

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



### Automotive | Block & Company brings Valvoline to former Pride Cleaners on Wornall Road in Kansas City, MO

Block & Company, Inc., Realtors is pleased to announce that Valvoline has leased the 3,420 square foot former Pride Cleaners space located at 7300 Wornall Road in Kansas City, Missouri. **David Block** and **Phil Peck** of Block & Company negotiated the transaction on behalf of the landlord.



### Restaurant | Block & Company secures a second location for renowned KC deli, The Italian Sausage Co. in the River Market

Block & Company is excited to announce that The Italian Sausage Company will be opening their second location in at 518 Grand Boulevard in Kansas City, Missouri. This 3,600 square foot River Market space will be the second Kansas City area location for the popular eatery. **Marshal Blount** of Block & Company successfully negotiated the restaurant lease transactions on behalf of the landlord.



### Retail | Block & Company, Inc., Realtors announces the sale of a Turn-Key Collision/Auto Body Shop in Kansas City, KS

Block & Company, Inc., Realtors recently sold a 7,733 square foot Turn-Key Collision/Auto Body Shop located at 5008-5010 Leavenworth Road in Kansas City, Kansas. The property sits on .41 acres in a secure gated lot. **Grant Summers**, **Coltin Diehl** and **Will Sanders** of Block & Company successfully negotiated the transaction on behalf of the property ownership.



### Retail | Block & Company, Inc., Realtors Expands Made In KC to Oak Park Mall in Overland Park, KS

Block & Company, Inc., Realtors is pleased to announce that Made in KC is expanding to Oak Park Mall, located at 95th & Quivira Road in Overland Park, KS. This 1,560 square foot space will be the brand's 11th Kansas City Metro Area location. **David M. Block** successfully negotiated the transaction on behalf of the tenant. [Click Here to Read Full Press Release](#)



### Retail | Block & Company, Inc., Realtors brings Turath Arabic Coffee to former First Watch space in Overland Park, KS

Block & Company is pleased to announce that Turath Arabic Coffee has leased the former First Watch space at 9916 Metcalf Avenue in Overland Park, Kansas. The 2,041 square foot coffee shop is located near Italian restaurant Garozzo's and Chipotle and will be open daily until 10pm. **Josh Rothschild** of Block & Company successfully negotiated the transaction on behalf of the tenant.

## Featured Properties

Use the list below to search properties by category or browse through our featured listings of the quarter.

- [Retail Properties](#)
- [Office Buildings/Spaces](#)
- [Mixed-Use Properties](#)
- [Restaurant Properties](#)
- [Investment Properties](#)
- [Entertainment Properties](#)
- [Auto/C-store Properties](#)
- [Shopping Centers](#)
- [Hotel Properties](#)
- [Industrial/Flex Properties](#)
- [Land/Pad Sites](#)
- [Multi-Family Properties](#)

### Regency Inn

Listed by: Josh Rothschild & Daniel Brocato



- 14 N. State Street, Iola, KS
- 54 Room Hospitality Asset (\$34,259/Room)
- Owner Selling Real Estate & Business
- In Place Cash Flow, Offers Short and Long Term Stays

[View Listing Page](#)

### Price Chopper Anchored Pad Sites

Listed by: Coltin Diehl & David Block



- Sam St. & S. Commercial St. (SWC), Harrisonville, MO
- Four Proposed Pad Sites For Sale
- Anchored by Price Chopper, Burger King, and more
- Great for service & retail, Zoned Commercial

[View Listing Page](#)

### Two Building Portfolio For Sale

Listed by: Marshal Blount



- 1001-1009 Westport Road, Kansas City, MO
- Rare Westport Ownership Opportunity
- Multi-tenant for diversity in rent collection
- Room for upside with expiring leases

[View Listing Page](#)

### Cass County Retail Building

Listed by: Bill Maas



- 71 S. State Route F, Garden City, MO
- Built in 2022, 34 parking spaces
- Open floor plan, Flexible CB zoning
- Retail, Restaurant, Bar, or Event space

[View Listing Page](#)

# BLOCK Life:

## News, Events, & Announcements from the Block & Company Family Tree



The Block & Company Event Committee was established with the mission to foster connections between departments through engaging and enjoyable activities. These activities range from afternoon events to full-day outings and include opportunities for volunteerism and community involvement.

The committee, led by Sara Zahner and Leslie Crust, includes Christina Battrez and Jean Dawson. Each member is instrumental in planning events that promote team building and camaraderie.

### Block's 22nd Annual Halloween Costume Contest | October 31st, 2025



### Monthly Birthday Treat Day

OCTOBER



NOVEMBER



DECEMBER



### Monthly Candy Guessing Contest Winners

OCTOBER



Mary Novak

NOVEMBER



Connor Daniels

DECEMBER



Paul Daniels

### Charity of the Quarter

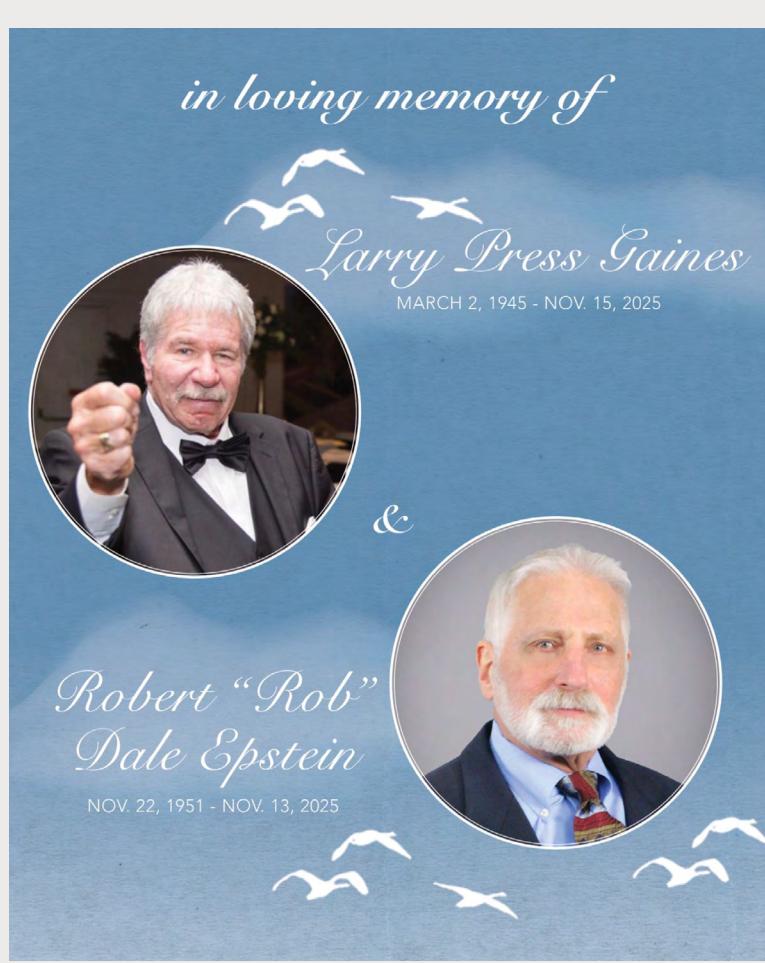


This year, as part of our annual holiday charity efforts, Block & Company raised \$500 for **The Don Bosco Centers** Adopt a Senior Program this year. We matched with three seniors—Robert (79), Maria (72), and Torrance (76)—each of whom has shared a small wish list of items that we purchased and wrapped for them.

# BLOCK Life:

News, Events, & Announcements from the Block & Company Family Tree

## Block Holiday Party | December 5th, 2025



It is with great sadness that we share the news of the passing of two pillars of our firm and the commercial real estate industry, Larry Gaines and Rob Epstein.

Larry Press Gaines passed away peacefully, surrounded by loved ones, on Saturday, November 15, at the age of 80. He dedicated three decades to Block & Company, Inc., Realtors, where he helped shape and lead KC's restaurant scene.

Larry's father, Jerry Gaines, worked at Block & Company as well, for over 20 years. Jerry was presented with the Restaurateur of the Year award by the Missouri Restaurant Association and referred to as "The Restaurant Guru" by The Kansas City Star. The duo thrived in the restaurant industry, making a lasting mark on the city and anyone they met. Larry was a kind and humorous soul who lived an adventurous and incredibly full life. Larry was diagnosed with Parkinson's Disease over a decade ago and fought quietly and valiantly until the end.

He was preceded in death by his loving wife, Kiesa, and his mother & father, Shirley & Jerry. He is survived by his loving son Kerr & daughter-in-law, Kelsi, his grandchildren, Harrison & Press, and his sisters, Margo & Vicki.

Robert "Rob" Dale Epstein passed away on Thursday, November 13, at the age of 73. He dedicated over three decades to the firm, where he served as Senior Property Manager. Rob was preceded in death by his father, Meyer Epstein, and his mother, Marion (Peck) Epstein, and is survived by his sister, Linda Beth Epstein, two nephews, Phillip Skid and Jonathan Skid, many great-nieces and nephews, and extended family, including his cousin, Barry.

Rob loved what he did and cared deeply about the people he worked with. He was kind, a joy to be around, and always the one to brighten up a room with humor.

He was also an animal lover, having horses, parrots, a rabbit, and a beloved cat named Abby. In recent years, his closest companion was his small senior dog, Charlie. After fighting like hell through a challenging battle with cancer, Rob is now back with all his beloved animals who said goodbye before him.

Our deepest sympathies to the families of Rob and Larry during this time of loss. Both men were colleagues and friends, and will be deeply missed.

Block & Company will have A Celebration of Life for Rob Epstein and A Celebration of Life for Larry Gaines (dates to be announced). Please let us know if you would like more information as it becomes available. Contact Sara Zahner at [szahner@blockandco.com](mailto:szahner@blockandco.com) for more details.

# MY BLOCK

If you are a property investor or business owner in the Greater Kansas City area, be sure to sign up for [MY BLOCK](http://blockandco.com) on [blockandco.com](http://blockandco.com)

MY BLOCK gives our clients a first look at new-to-market commercial properties that are for sale or lease. Our property alerts are fully customizable and conveniently delivered straight to your inbox.



SCAN THE QR CODE TO  
**REGISTER TODAY**

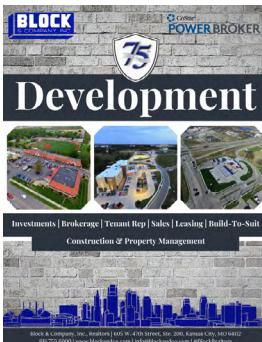
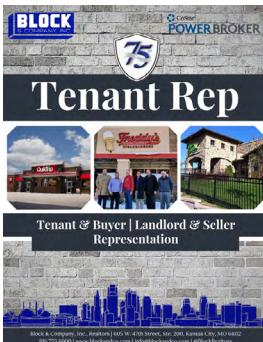
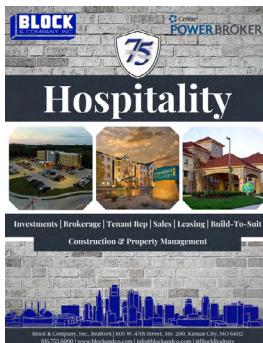
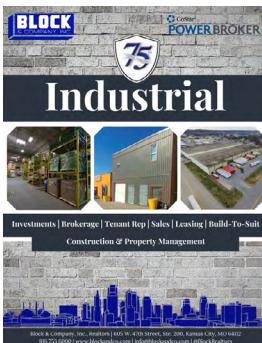
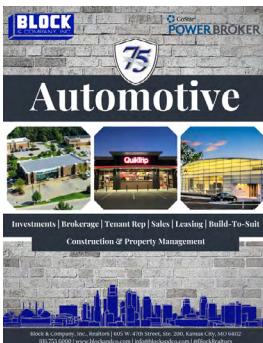
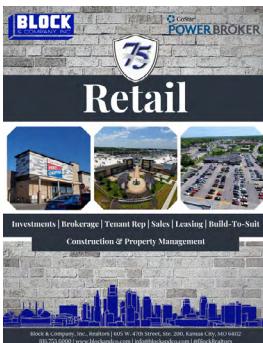
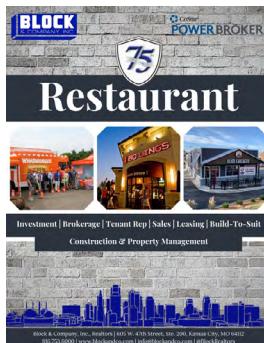


## BLOCK Services:

*A look into Block & Company's commercial real estate efforts and solutions*

**Providing Full Service Commercial Real Estate for nearly 80 years**

Click to view any of our service brochures



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Subscribe to our social media pages for more company news, updates and newly listed properties that we have listed for sale or lease

