BLOCK & COMPANY

QUARTERLY REVIEW

Q3

3RD QUARTER 2026

Pictured: Orchard Corners | Lenexa, KS

BLOCK & COMPANY, INC

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

Letter from President David M. Block

First off, congratulations to Kansas City on a very successful World Cup event that showcased to the United States and the rest of the world what a wonderful city Kansas City is to live in and raise a family.

With the great sports teams we have here, and what appears to be progress toward solidifying the Royals' and Chiefs' futures in the Greater Kansas City area, our community will continue to offer big-city energy with the benefits and affordability of a smaller-town lifestyle.

We've been fortunate to enjoy a very stable economic environment in Kansas City, with fewer ups and downs than many other major cities throughout the country. We've also been able to maintain a reasonable cost of living, including gas, groceries, and housing, while expenses in many other metropolitan areas have increased significantly. We're fortunate to call Kansas City home, and I'm proud to say I'm a lifelong Kansas Citian.

This year, we've felt some pressure from increased interest rates, continued international turmoil, and rising gas prices. These factors have put a strain on consumers' disposable income, which has affected sales for business owners throughout the Kansas City market. Fortunately, conditions have become somewhat more stable. As we move beyond the upcoming elections, we're hopeful that consumer confidence and spending will improve, creating greater opportunities for local businesses.

Block & Company has also been very active in philanthropy this past quarter. Our community involvement has included Children's Mercy Hospital, the University of Kansas Medical Center, UMKC, the Kansas City Zoo, Big Brothers Big Sisters, the Greater Kansas City Restaurant Association's Scholarship Program, and many other local charities. We have always believed that giving back to the community is an important part of who we are as a company.

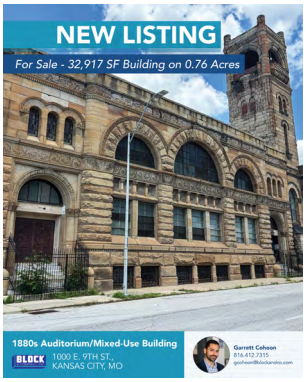
From a business standpoint, Block & Company has had a very good year in both sales and leasing. Occupancy remains strong, sales activity has been positive, property values are holding, and cap rates remain competitive in the Kansas City market. While we may continue to see some volatility in the financial markets, we remain optimistic about the outlook for the final quarter of the year.

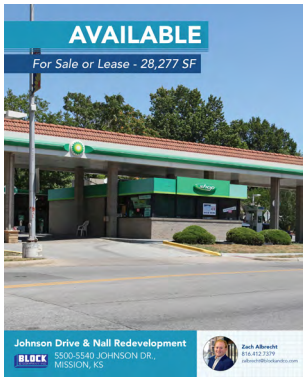
We're enthusiastic about the opportunities ahead, whether that means acquiring new properties or helping our clients sell existing ones. We appreciate the continued trust and confidence of our clients and partners throughout Kansas City, and we look forward to finishing the year strong.

Thank you for your continued support, and best wishes for a successful year-end.

David M. Block
President, Block & Company, Inc., Realtors

Follow Block & Company on Social to hear about what's new in Kansas City!





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

NEW TEAM MEMBER

Le'anna Davis
Operations Specialist
September 2026

Watch Block & Company's New Commercial

Click to View

BLOCK PROMOTION

Terrence Moody
Promoted to Portfolio Manager
July 2026

InterFace Kansas City Retail Conference | August 2026

Block & Company once again was a sponsor at the Annual InterFace Kansas City Retail Conference held at the InterContinental Kansas City on the Plaza on August 17th. Block & Company's own David Block spoke on panels covering the challenges and opportunities shaping the dynamic Kansas City retail market.

Drake Inaugural Golf Tournament

On September 26th, Block & Company participated in Drake Development's Inaugural Golf Tournament at Prairie Highlands Golf Course in Olathe, Kansas. The foursome representing Block & Company in the tournament was Zach Albrecht, David Block, Ryan Cline, and Max Kosoglad.

Commission Classic Golf Tournament

COMMISSION CLASSIC
PRESENTED BY: COPAKEN BROOKS & DIMENSIONAL INNOVATIONS

KANSAS CITY SPORTS
COMMISSION & FOUNDATION

On September 21st, Block & Company participated in the Commission Classic Golf Tournament at The Bluffs at the National Golf Club in Parkville, Missouri. The foursome representing Block & Company in the tournament was Max Kosoglad, Dakota Grizzle, Phil Peck, and Ryan Cline.

BLOCK Newswire: Selected Deals of the Quarter

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

Retail | Block & Company, Inc., Realtors brings national discount retailer to Kansas City Retail Center

Block & Company, Inc., Realtors, is pleased to announce that Dollar Tree will be opening a new location at Shoppes at Shoal Creek. The new approximately 18,800 SF store is located off 152 Highway at 8550 N. Flintlock Road in Kansas City, MO. The lease brings the property to full occupancy. **Dakota Grizzle** and **David M. Block** of Block & Company, Inc., Realtors represented the landlord in the transaction. Click Here to Read Full Press Release

Retail | Block & Company, Inc., Realtors brings two new tenants to Douglas Square Shopping Center in Lee's Summit, Missouri

Block & Company recently leased space to Turath Coffee (2,680 SF) and the UPS Store (2,422 SF) in Douglas Square Shopping Center located at 1301-1667 NE Douglas Street in Lee's Summit, MO. **Zach Albrecht** and **Ryan Cline** negotiated the lease transactions on behalf of the landlord.

Retail | Block & Company, Inc., Realtors leases another space in planned 115th & Nall retail building

Block & Company, Inc., Realtors recently leased 2,453 SF of space to Ultimate Longevity Center. The space is located on the southwest corner of 115th & Nall Avenue and will join Meddy's and Tiki Taco. The building is part of a mixed-use development anchored by AC Marriott Hotel and adjacent to planned Capital Grille and Yard House, restaurants. Block & Company's **Bill Maas, CCIM** and **Daniel Brocato** negotiated the transaction on behalf of the landlord.

Industrial | Block & Company, Inc., Realtors sells industrial/flex building in Blue Springs, Missouri

Block & Company, Inc., Realtors successfully facilitated the sale of an 8,000 SF industrial/flex building located at 3180 NW Jefferson Street. The property sits on 2.2 acres and is located on the northeast quadrant of I-70 and RD Mize Road in Blue Springs, MO. **Garrett Cohoon** of Block & Company successfully negotiated the transaction on behalf of the seller.

Retail | Block & Company, Inc., Realtors brings Bloom Nail & Spa to Kansas City/Liberty, Missouri

Block & Company, Inc., Realtors recently leased 4,425 SF of space to Bloom Nail & Spa. The space is located in a Block & Company managed strip center near Liberty off 152 Highway at 8456 Church Road in Kansas City, Missouri. **Phil Peck** and **David M. Block** of Block & Company, Inc., Realtors represented the landlord in the transaction.

Featured Properties

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

- Retail Properties
- Restaurant Properties
- Auto/C-Store Properties
- Industrial/Flex Properties
- Office Buildings/Spaces
- Investment Properties
- Shopping Centers
- Land/Pad Sites
- Mixed-Use Properties
- Entertainment Properties
- Hotel Properties
- Multi-Family Properties

Mixed-Use Development Opportunity

Listed by: Marshal Blount

- **2510 E. 85th Street, Kansas City, MO**
- 4,800 SF historic commercial building paired with an adjacent 9,700 SF development lot
- First floor (1,900 SF) Retail/commercial space
- Second floor (1,900 SF) Office professional use
- Garage/Storage (900 SF) Two garage areas
- View Listing Page

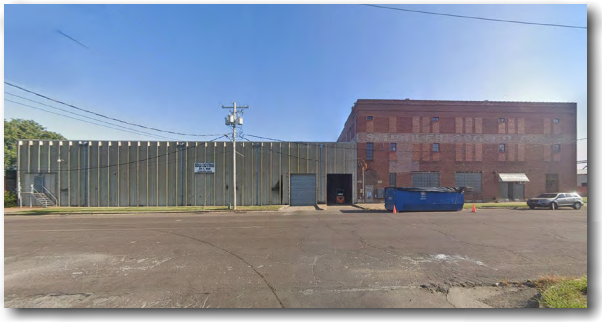
Former Walgreens

Listed by: Bill Maas & Daniel Brocato

- **2261 S. Sterling Avenue, Independence, MO**
- **13,620 SF Freestanding building available**
- **Excellent site for health club, medical, professional or retail uses**
- **Potential pad site available**
- View Listing Page

Cold Storage Facility

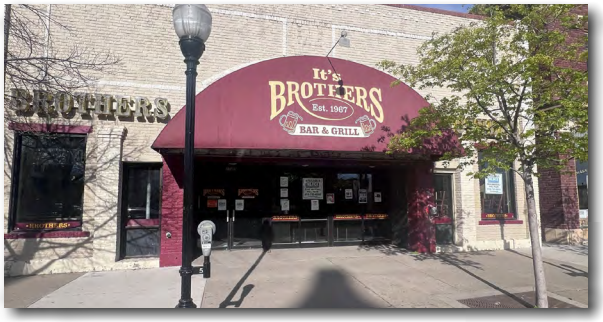
Listed by: Greg Roberts & Camren Sinclair



- **217-301 E. Main Street, Sedalia, MO**
- Turn-key 10,000 SF freezer storage facility for sale
- Approximately 33,000 SF dry storage building attached
- Two interior loading docks
- Newer cooling equipment
- View Listing Page

Lawrence Restaurant/Bar

Listed by: Phil Peck



- **1105 Massachusetts Street, Lawrence, KS**
- First time available in 20+ years
- 5,400 SF building
- One mile from KU campus
- Prime Massachusetts Street opportunity
- View Listing Page

BLOCK Life:

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

Block & Company Strikes Big at Bowl for Kids' Sake! | July 23, 2026

Block & Company is proud to celebrate Alex Block's 2nd Place finish in the Top Individual Fundraiser Category at Big Brothers Big Sisters of Kansas City's annual Bowl for Kids' Sake event! Alex, who has been a dedicated Big for seven years, raised an impressive $9,588 while continuing to build a meaningful relationship with his Little, Alijah.

Block & Company's bowling team, Split Happens, also took home 3rd Place in the Top Team Category, raising a total of $10,618, far surpassing its original $1,500 goal! Alex's outstanding fundraising efforts contributed to the team's success, while team captain Marleina Brown, Sara Zahner, Christina Batrez, and Lori Williams represented Block & Company on the lanes.

These achievements highlight Block & Company's continued dedication to giving back and making a positive impact in the Kansas City community. Congratulations to Alex and the entire Split Happens team!

BLOCK & COMPANY, INC. Event COMMITTEE

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 Batrez, Alex Clark, and Jean Dawson. Each member is instrumental in planning events that promote team building and camaraderie.

Monthly Birthday Treat Day

JULY

AUGUST

SEPTEMBER

Monthly Candy Guessing Contest Winners

JULY

Lori William

AUGUST

Karsyn Smith

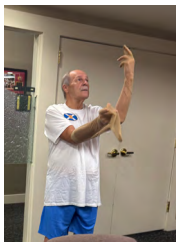
SEPTEMBER

Block Office

BLOCK Life:

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

The Block Cup | July 9th, 2026



Block Trivia | September 24, 2026

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 on 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 80 years

Click to view any of our service brochures

Connect with Block & Company

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