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CITYVIEW'S

# BUSINESS JOURNAL



## Changing SPACES

COVID-19 and new trends are changing how office space is used by employers and employees.

By Tammy Pearson

Changing trends have regularly caused business leaders to rethink their use of office space. From a time when clunky rotary phones were placed on heavy wooden desks, to the days of cubicle central surrounded by offices with windows, to the open space layout devoted to collaboration, ideas about what makes an office space productive have evolved and adapted.

Enter the year 2020 and a pandemic. Local business leaders scrambled to situate employees to work remotely, and, as the months passed, they began to revision the future of their workforce and their office spaces.



## FEATURE

## Space to spare

With fewer — and sometimes no — employees working from the office for what has turned into a period of months, local business owners and managers began to look at the bottom line and wonder if they needed as much space as they had. Many have decided they don't, and the result is that they have condensed operations into less space and have looked at subleasing the remaining space.

The CBRE|Hubbell Commercial Marketview Snapshot for the fourth quarter 2020 tells the story: More commercial real estate space is now available for subleasing. More commercial space is on the market largely due to the “surges in new supply from user-driven reductions of existing office occupancy just prior to the pandemic,” according to the report.

The situation only became more pronounced when the pandemic hit, bringing “historically low demand in 2020 as new leasing activity fell approximately 38 percent year-over-year.”

It may be bad news for commercial real estate companies, but it has been good news for tenants who are finding the average lease rate has fallen.

This trend is likely to continue well into 2021, says Korey Birkenholtz, vice president CBRE|Hubbell Commercial.

“I find it interesting that the sublease space is 6 percent. I think it will increase. Historically, it is typical for 1-3 percent of available space to be sublease space. More businesses are trying to sublease in order to recoup some money.”

## A new attitude

With business owners finding financial benefits to using less office space, some are questioning the need to return workers to the office at pre-pandemic levels. The Harvard Business Review found that employers now have more confidence that employees can be productive working from home.

Employers and employees have discovered that the importance of office space isn't simply to provide work space but to provide opportunities to build corporate culture and to collaborate.

“In the Midwest, we are seeing a bit of a pause,” says Collin Barnes, senior partner, corporate focus market leader, RDG Planning & Design. Employers



Korey Birkenholtz, vice president CBRE|Hubbell Commercial

have found that remote work can be effective and are now “analyzing the processes. What is really necessary when it comes to the office? What activities can't be replaced?” she says.

The office is vital to the corporate culture, camaraderie and on-boarding of new staff, says Barnes.

“Those group-based tasks are more of a struggle when not in the office,” she says.

With many staff members working remotely, “big corporations are finding it extremely hard to attract talent,” says Birkenholtz. “Recruiting these folks and telling them what the company is like” is not as effective as having them come into the office and meet people. “They can't see what the corporate identity is or make friends,” he says.

As business leaders re-think use of space, they are focusing more on what activities are important in the office, such as the need for space to collaborate, quiet space for phone calls and individual tasks, and places to “touchdown” (to use briefly to do the basics such as check email and messages), reports the Commercial Investment Real Estate Institute. The change in emphasis would give workers the opportunity to work in different areas depending on the needs of the tasks at hand.

More business are adding conference rooms of different configurations and phone rooms, says Barnes.

“Remote work is not going away,” so Barnes says she expects businesses will decrease the amount of individual work space and renovate existing space for training rooms, multipurpose rooms and conference areas, as well as phone rooms that may be available as needed.

Employees, too, are expressing a desire to have the flexibility to work at home or in the office.

“Most conversations I have with larger employers is that working virtually can work, but they are hearing more and more people want their space in the office and miss those ‘collision’ opportunities with co-workers,” says Birkenholtz. “They want to get out of the house and out of their pajamas.”

While technology has allowed co-workers to communicate in a variety of ways remotely, it has created some “gaps” in communication, says Birkenholtz. Now, instead of walking down the hall



Collin Barnes, senior partner, corporate focus market leader, RDG Planning & Design

to talk to a co-worker, he says he has to schedule a meeting, and working around schedules can cause its own problems.

He anticipates that many employers will end up with a hybrid model with employees working in the office for the most part but also at home some days.

“The amount of space they will need in the office remains to be seen,” he says.

At Hubbell Realty, many employees are being brought back into the office “at their discretion,” says Claire Brehmer, senior communications specialist Hubbell Realty Co. Many people want to come back to the office, she says. Although a variety of methods were used to communicate with each other and to stay connected in fun ways as well, co-workers still miss each other, she adds.

“It feels like there is a light at the end of the tunnel,” says Birkenholtz.

## Getting creative

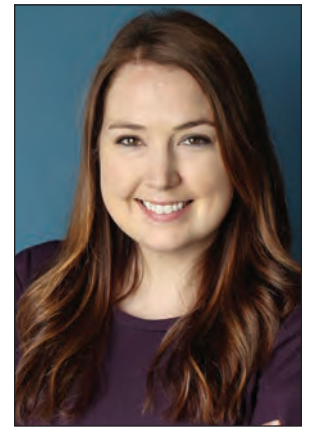
Owners of commercial real estate are getting creative in their use of the extra space they may have, using those spaces as “community spaces” or as conference centers. Doing so can help attract tenants when there is more supply than demand, says Birkenholtz.

“If they offer amenities to existing tenants, it brings a cool feeling to the office building — it's like the living room of the building,” says Birkenholtz. He points to Capitol Square as one office building that has incorporated many uses other than office space, with its atrium available for larger functions and events and other types of business such as restaurants and retail spaces on the lower floors.

Individual offices are adding unique spaces such as coffee bars, resource rooms, fitness centers and more to attract and keep employees.

More are also focusing on the wellbeing aspects of work areas, according to digiday.com. This includes an emphasis on natural light and plants, providing outdoor areas for breaks, and allowing for more movement by employees during the work day.

clutch.co concurs that employees are looking for wellbeing features, as well as more flexibility in their work day and amenities such as plenty of bathrooms, comfort in furniture and an office area that is aesthetically pleasing.



Claire Brehmer, senior communications specialist Hubbell Realty Co.





Conference rooms are becoming increasingly high tech, with built-in technology, including in the furniture, and lighting that is optimal for virtual meetings. Architecture by RDG Planning and Design. Photo by Jacob Sharp Photo



More offices are incorporating areas for small groups to meet and for working in a relaxed — and aesthetically pleasing — setting. Architecture by RDG Planning and Design. Photo by Kessler Photography

## Design and technology

With technology central to many office jobs, office design increasingly needs to take into account the technology used there, says Brehmer.

“Technology needs are more pressing,” agrees Birkenholtz. “It’s becoming essential to integrate it into buildings, such as in conference rooms.”

With availability of Wi-Fi, employers can provide more flexibility to employees, who can work in multiple locations instead of being tied to a desk. Incorporating technology into a building can allow for a variety of options and for spaces to be adapted according to changing needs, according to the Commercial Investment Real Estate Institute. Smart technology, movable walls, outlets in the floor instead of just the walls all can allow for changing configurations and creative solutions.

The use of virtual meetings “impacts on how we light spaces and the acoustics,” says Barnes. “The phone in the middle of the conference table” is a thing of the past. Now, office spaces are being designed with permanent technology components.

“The proper lighting needs to be built in and furniture will have microphones and speakers built in,” says Barnes.

Space can be used more efficiently if it can be reconfigured to serve multiple uses, and technology such as Wi-Fi allows for this, according to digiday.com. Smart technology can even monitor how the space is used and provide management with data on



To attract tenants, more commercial real estate is including common areas that serve as “the living room” of the building. Natural light, plants and comfort are key elements. Architecture by RDG Planning and Design. Photo by IRIS22 Production

whether the space is used effectively.

Although the focus may be on group space, “it doesn’t negate the need for quiet, head-down areas,” says Barnes. “I’m not convinced we’ll need one for each person. They may be assigned or shared,” she says.

Ultimately, office design will be “much more personalized,” says Barnes. “People who want to

work at the coffeeshop can, and space will need to be provided for those who need it.” Addressing the needs of each individual business depends on “getting to know the organization,” she says.

“No two space designs are the same,” Barnes says. “We have to get to know the organization. What’s their mission? How do they work? And what is good for the person?” ■





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COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM DEC. 14, 2020, THROUGH DEC. 30, 2020

**2075 N.W. 94TH ST., CLIVE**  
SALE DATE: DEC. 14, 2020  
SALE PRICE: \$2,750,000  
SELLER: RJW LLC  
BUYER: GREENLAND PROPERTY, LLC  
ACRES: 3.42  
SQUARE FEET: 41,140

**4300 WESTOWN PARKWAY, WEST DES MOINES**  
SALE DATE: DEC. 14, 2020  
SALE PRICE: \$13,850,000  
SELLER: 4300 WESTOWN LLC  
BUYER: MCR INVESTMENTS VIII, LLC  
ACRES: 9.942  
SQUARE FEET: 107,068

**951 N.E. GATEWAY DRIVE, GRIMES**  
SALE DATE: DEC. 14, 2020  
SALE PRICE: \$543,630  
SELLER: HERITAGE 141, LLC  
BUYER: BL HOLDING COMPANY LLC  
ACRES: 1.035  
SQUARE FEET: 0

**3611 N.E. OTTERVIEW CIRCLE, ANKENY**  
SALE DATE: DEC. 14, 2020  
SALE PRICE: \$2,500,000  
SELLER: DRA PROPERTIES LC  
BUYER: THE STANDARD 36 LLC  
ACRES: 6.569  
SQUARE FEET: 0

**6355 N.W. 51ST ST., JOHNSTON**  
SALE DATE: DEC. 14, 2020  
SALE PRICE: \$300,000  
SELLER: BISHOP, ROGER  
BUYER: BORWICK, RON  
ACRES: 4.355  
SQUARE FEET: 780

**2502 S.E. HULSIZER ROAD, ANKENY**  
SALE DATE: DEC. 14, 2020  
SALE PRICE: \$1,411,990  
SELLER: KE MEZZ, LLC  
BUYER: HORIZON HOTELS IOWA LLC  
ACRES: 5.811  
SQUARE FEET: 0

**2725 INGERSOLL AVE., DES MOINES**  
SALE DATE: DEC. 15, 2020  
SALE PRICE: \$235,000  
SELLER: ALAN ZUCKERT REVOCABLE TRUST  
BUYER: 2725 INGERSOLL MILLANG, LLC  
ACRES: 0.117  
SQUARE FEET: 1,855

**6450 N.E. INDUSTRY DRIVE, DES MOINES**  
SALE DATE: DEC. 15, 2020  
SALE PRICE: \$7,650,000  
SELLER: DRA PROPERTIES LC  
BUYER: BETTER WAY INVESTMENTS-DES MOINES LLC  
ACRES: 13.228  
SQUARE FEET: 110,600

**101 SHERIDAN AVE., DES MOINES**  
SALE DATE: DEC. 17, 2020  
SALE PRICE: \$900,000  
SELLER: OXBOW PROPERTIES LLC  
BUYER: DONOVAN INDUSTRIES, LLC  
ACRES: 2.292  
SQUARE FEET: 39,164

**5207 S.E. RIO COURT, ANKENY**  
SALE DATE: DEC. 17, 2020  
SALE PRICE: \$1,015,000  
SELLER: PAN-O-GOLD BLACK HILLS COMPANY  
BUYER: LAKELAND INVESTORS INC.  
ACRES: 3  
SQUARE FEET: 12,800

**1101 S. ANKENY BLVD. , ANKENY**  
SALE DATE: DEC. 17, 2020  
SALE PRICE: \$459,120  
SELLER: VERIDIAN CREDIT UNION  
BUYER: ANKENY JJ, LLC  
ACRES: 2.059  
SQUARE FEET: 0

**3103 GRAND AVE., DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$1,200,000  
SELLER: BLUE HERON PROPERTIES LLC  
BUYER: ACADIAN-INGERSOLL LLC  
ACRES: 0.533  
SQUARE FEET: 4,787

**SOLD: Atlantic Coca-Cola Bottling Co.’s corporate headquarters...** 3600 Army Post Road, Des Moines sold on Dec. 18, 2020, for \$31.5 million to AIC Income Fund II Army Post LLC. The seller of the 27.97 acres is listed as Kore Iowa LLC. Atlantic Bottling is listed as the occupant.

**3600 ARMY POST ROAD, DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$31,500,000  
SELLER: KORE IOWA LLC  
BUYER: AIC INCOME FUND II ARMY POST LLC  
ACRES: 27.97  
SQUARE FEET: 397,938

**2025 E. GRAND AVE., DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$145,000  
SELLER: CYPRESS PROPERTIES LLC  
BUYER: LIL BROTHER CONSTRUCTION LLC  
ACRES: 0.652  
SQUARE FEET: 1,470

**3100 DELAWARE AVE., DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$900,000  
SELLER: THOMPSON PROPERTIES LC  
BUYER: VOYAGER INVESTMENTS LLC  
ACRES: 1.415  
SQUARE FEET: 24,710

**120 ARTHUR AVE., DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$557,000  
SELLER: JANET A. BIRKINBINE TRUST  
BUYER: TRADITION HOME BUILDERS LLC  
ACRES: 0.835  
SQUARE FEET: 6,000

**NEAR S.E. 19TH AND N.W. 106TH, JOHNSTON**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$10,000,000  
SELLER: JOHNSTON HEIGHTS JV LLC  
BUYER: DSM GRUBB PORTFOLIO, LLC  
ACRES: 8.171  
SQUARE FEET: 100,194

**2355 N.W. 56TH PLACE, DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$30,000  
SELLER: DURBIN, TYLER J.  
BUYER: MARTIN MARIETTA MATERIALS REAL EST. INVSTMNTS INC.  
ACRES: 1.693  
SQUARE FEET: 0

**2180 N.W. 56TH PLACE, DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$108,000  
SELLER: CALLISTO TRUST  
BUYER: MARTIN MARIETTA MATERIALS REAL EST. INVSTMNTS INC.  
ACRES: 1.693  
SQUARE FEET: 0

**2530 N.W. 56TH PLACE, DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$45,000  
SELLER: NW COMPANY  
BUYER: MARTIN MARIETTA MATERIALS REAL EST. INVSTMNTS INC.  
ACRES: 0.423  
SQUARE FEET: 0

**5050 INGERSOLL AVE., DES MOINES**  
SALE DATE: DEC. 18, 2020  
SALE PRICE: \$390,000  
SELLER: 5050 INGERSOLL LLC  
BUYER: HARCROW INVESTMENTS LLC  
ACRES: 0.327  
SQUARE FEET: 3,848

**1125 18TH ST., DES MOINES**  
SALE DATE: DEC. 20, 2020  
SALE PRICE: \$165,000  
SELLER: SCOTT, NATHAN  
BUYER: KLINE, MATTHEW R.  
ACRES: 0.217  
SQUARE FEET: 2,547

**6105 MERLE HAY ROAD, JOHNSTON**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$1,690,000  
SELLER: ONE SITE DEVELOPMENT LLC  
BUYER: REAL ESTATE HOLDINGS III LLC  
ACRES: 1.12  
SQUARE FEET: 10,636

**800 NEW YORK AVE., DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$1,897,630  
SELLER: KOOL STORAGE LLC  
BUYER: SKJ LLC  
ACRES: 7.04  
SQUARE FEET: 194,331

**245 50TH ST., WEST DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$6,450,000  
SELLER: WELLINGTON SQUARE LLC  
BUYER: WELLINGTON PLAZA LLC  
ACRES: 6.05  
SQUARE FEET: 40,171

**10426 DORSET DRIVE, JOHNSTON**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$20,165,000  
SELLER: AUGUSTA HOLDINGS LLC  
BUYER: STERLING ACQUISITIONS, LLC  
ACRES: 11.65  
SQUARE FEET: 189,536

**320 S.W. SEVENTH ST., DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$7,350,000  
SELLER: ROCKET TRANSFER I LLC  
BUYER: FLT ROCKET TRANSFER LOFTS, LLC  
ACRES: 1.5  
SQUARE FEET: 59,040

**1810 S.W. MAGAZINE ROAD, ANKENY**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$788,980  
SELLER: DRA PROPERTIES LC  
BUYER: PET PARENT HOLDINGS ANKENY, LLC  
ACRES: 3.18  
SQUARE FEET: 0

**2360 N.W. 56TH PLACE, DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$30,000  
SELLER: PORTER, MICHAEL R.  
BUYER: MARTIN MARIETTA MATERIALS REAL EST. INVSTMNTS INC.  
ACRES: 1.27  
SQUARE FEET: 1,456

**2185 N.W. 56TH PLACE, DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$150,000  
SELLER: NOWAK, KEVIN  
BUYER: RIVERSIDE CEMENT COMPANY  
ACRES: 0.846  
SQUARE FEET: 1,854

**2255 N.W. 56TH PLACE, DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$135,000  
SELLER: BURROWS, MATTHEW  
BUYER: RIVERSIDE CEMENT COMPANY  
ACRES: 0.846  
SQUARE FEET: 810

**3104 UNIVERSITY AVE., DES MOINES**  
SALE DATE: DEC. 21, 2020  
SALE PRICE: \$7,500,000  
SELLER: KUM & GO LC  
BUYER: FRG DES MOINES, LLC  
ACRES: 1.036  
SQUARE FEET: 5,656

**8601 WINDSOR PARKWAY, JOHNSTON**  
SALE DATE: DEC. 22, 2020  
SALE PRICE: \$2,950,000  
SELLER: I.H.W.O.P.,L.L.C.  
BUYER: KNAPP, WILLIAM C. LC  
ACRES: 2.254  
SQUARE FEET: 18,575

**NEAR 1301 THOMAS BECK ROAD, DES MOINES**  
SALE DATE: DEC. 22, 2020  
SALE PRICE: \$300,000  
SELLER: SCAGLIONE, FRANK A.  
BUYER: CHRISTENSEN, JACOB C.  
ACRES: 7.302  
SQUARE FEET: 0

**2006 INDIANOLA AVE., DES MOINES**  
SALE DATE: DEC. 22, 2020  
SALE PRICE: \$98,000  
SELLER: WAYNE RUSSELL LC  
BUYER: MONTE PROPERTIES INC.  
ACRES: 0.224  
SQUARE FEET: 2,394

**SOLD: Star Bar real estate...** The real estate at 2801 Ingersoll Ave. in Des Moines sold on Dec. 23, 2020, for \$1.2 million to Peachtree Properties LC. John R. Croat is listed as the seller of the half-acre-plus parcel and Star Bar and The Mansion are listed as occupants.

**2801 INGERSOLL AVE., DES MOINES**  
SALE DATE: DEC. 23, 2020  
SALE PRICE: \$1,200,000  
SELLER: CROAT, JOHN R.  
BUYER: PEACHTREE PROPERTIES LC  
ACRES: 0.525  
SQUARE FEET: 7,742

**3421 S.E. MIEHE DRIVE, UNIT 34, GRIMES**  
SALE DATE: DEC. 23, 2020  
SALE PRICE: \$220,000  
SELLER: ALEXANDER, JACK L.  
BUYER: GINA R. ROSS REVOCABLE TRUST  
ACRES: 0.124  
SQUARE FEET: 2,160

**3733 EASTON BLVD. , DES MOINES**  
SALE DATE: DEC. 23, 2020  
SALE PRICE: \$175,000  
SELLER: FORSYTHE, GERALD R.  
BUYER: SMOKERS GENIE II LLC  
ACRES: 0.3  
SQUARE FEET: 2,646

**717 N ANKENY BLVD. , ANKENY**  
SALE DATE: DEC. 23, 2020  
SALE PRICE: \$1,360,000  
SELLER: ERIC & CAROL ZIEL JOINT REVOCABLE TRUST  
BUYER: TJL INVESTMENTS, LLC  
ACRES: 0.967  
SQUARE FEET: 11,370

**7021 HICKMAN ROAD, UNIT 4, URBANDALE**  
SALE DATE: DEC. 23, 2020  
SALE PRICE: \$53,750  
SELLER: SEAMAN, SHIRLEY  
BUYER: DRESS FOR SUCCESS DES MOINES  
ACRES: 0.18  
SQUARE FEET: 1,575

**7021 HICKMAN ROAD, UNIT 3, URBANDALE**  
SALE DATE: DEC. 23, 2020  
SALE PRICE: \$53,750  
SELLER: UNITED SERVICES ASSOCIATION INC.  
BUYER: DRESS FOR SUCCESS DES MOINES  
ACRES: 0.18  
SQUARE FEET: 1,575

**1425 METRO EAST DRIVE, UNIT 108, PLEASANT HILL**  
SALE DATE: DEC. 27, 2020  
SALE PRICE: \$95,000  
SELLER: BARKER FINANCIAL LLC  
BUYER: DUDEN, JOHN P.  
ACRES: 0.12  
SQUARE FEET: 1,250

**3100 100TH ST., URBANDALE**  
SALE DATE: DEC. 28, 2020  
SALE PRICE: \$1,175,000  
SELLER: MAT PROPERTIES LLC  
BUYER: AMD II PROPERTIES LLC  
ACRES: 0.78  
SQUARE FEET: 10,000

**SOLD: Property of former Johnston Burger King...** The real estate at 8550 Birchwood Court in Johnston sold on Dec. 28, 2020, for \$1.37 million to Stahan Partners, LLC. Polk County Assessor records list the seller of the 1.2-plus acre parcel as 8550 Birchwood LLC. A Burger King used to occupy the building, but it closed last year.

**8550 BIRCHWOOD COURT, JOHNSTON**  
SALE DATE: DEC. 28, 2020  
SALE PRICE: \$1,370,000  
SELLER: 8550 BIRCHWOOD LLC  
BUYER: STAHAN PARTNERS, LLC  
ACRES: 1.218  
SQUARE FEET: 3,993

**NEAR S.W. ORDINANCE AND S.W. ELM , ANKENY**  
SALE DATE: DEC. 28, 2020  
SALE PRICE: \$500,000  
SELLER: OTT, DORIS B.  
BUYER: INNOVATIVE COMMUNICATIONS TECHNOLOGIES LLC  
ACRES: 2.672  
SQUARE FEET: 0

**1650 FULLER ROAD, WEST DES MOINES**  
SALE DATE: DEC. 28, 2020  
SALE PRICE: \$630,000  
SELLER: J S K REALTY CORP  
BUYER: DOERING PROPERTIES LLC  
ACRES: 1.27  
SQUARE FEET: 12,000

**NEAR INDIANOLA AND E. COUNTY LINE ROAD, DES MOINES**  
SALE DATE: DEC. 28, 2020  
SALE PRICE: \$906,160  
SELLER: KOETHE, LEMAR  
BUYER: MIDAMERICAN ENERGY COMPANY  
ACRES: 18.528  
SQUARE FEET: 0

**3841 S.E. CAPITOL CIRCLE, GRIMES**  
SALE DATE: DEC. 29, 2020  
SALE PRICE: \$900,000  
SELLER: BEARTOOTH COMPANY LC  
BUYER: CHARLES I & RUTH COLBY NATIONAL DEVELOPMENT TRUST  
ACRES: 1.79  
SQUARE FEET: 10,800

**1195 N.W. AURORA AVE., DES MOINES**  
SALE DATE: DEC. 29, 2020  
SALE PRICE: \$1,700,000  
SELLER: CRAIG PROPERTIES LLC  
BUYER: EPC LLC  
ACRES: 1.717  
SQUARE FEET: 16,808

**820 LYON ST., DES MOINES**  
SALE DATE: DEC. 29, 2020  
SALE PRICE: \$900,000  
SELLER: CAPITAL HILL RESIDENTIAL HOUSING COOP  
BUYER: EPC LLC  
ACRES: 0.43  
SQUARE FEET: 12,480

**101 RHOTEN AVE., RUNNELLS**  
SALE DATE: DEC. 29, 2020  
SALE PRICE: \$392,000  
SELLER: CTB ENTERPRISES LLC  
BUYER: BLACK, CHRISTOPHER J.  
ACRES: 1.05  
SQUARE FEET: 6,468

**2620 BEAVER AVE., DES MOINES**  
SALE DATE: DEC. 30, 2020  
SALE PRICE: \$400,000  
SELLER: AIM INVESTMENTS LC  
BUYER: PUDENZ PROPERTIES, LLC  
ACRES: 0.316  
SQUARE FEET: 9,020

**404 S.E. FIFTH ST., DES MOINES**  
SALE DATE: DEC. 30, 2020  
SALE PRICE: \$545,000  
SELLER: 404 S.E. 5TH STREET LLC  
BUYER: THE DISTRICT DEVELOPER, LLC  
ACRES: 0.39  
SQUARE FEET: 0

**306 S.E. FIFTH ST., DES MOINES**  
SALE DATE: DEC. 30, 2020  
SALE PRICE: \$2,570,000  
SELLER: EAST VILLAGE GREEN LLC  
BUYER: THE DISTRICT DEVELOPER, LLC  
ACRES: 2.033  
SQUARE FEET: 5,974

**3161 S.E. 22ND ST., DES MOINES**  
SALE DATE: DEC. 30, 2020  
SALE PRICE: \$227,500  
SELLER: QUECK CAPITAL MANAGEMENT  
BUYER: ACC HOLDING LLC  
ACRES: 0.671  
SQUARE FEET: 1,872

**2544 HUBBELL AVE., DES MOINES**  
SALE DATE: DEC. 30, 2020  
SALE PRICE: \$1,200,000  
SELLER: PENTA PARTNERS LLC  
BUYER: DRB LAND 1, LLC  
ACRES: 3.325  
SQUARE FEET: 15,983

