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CITYVIEW'S

BUSINESS JOURNAL



PROMISES kept

Des Moines officials say they've kept their word to taxpayers on sales tax spending.

By Melissa Walker

Des Moines City officials say the first six months of state payments from a voter-approved sales tax have helped clean up more blighted properties, fix roads, staff fire departments and reduce property taxes.

The Iowa Department of Revenue has projected it will pay the City about \$37 million during the first year of the Local Option Sales and Services Tax (LOSST), which voters approved in March 2019. That number is based historically on the amount of sales tax that is collected within an area.



From August 2019 to February 2020, the original estimate decreased by about \$4 million.

Des Moines City Council members last month (March) approved a budget amendment to allocate \$37 million in revenue — up from the \$27.8 million that was originally estimated — from the Local Option Sales and Services Tax (LOSST) to reduce property taxes by paying off taxpayer debt, fix streets, improve storm water retention, purchase floodplain properties, tear down blighted residences and employ more neighborhood inspectors and firefighters.

“I think it’s doing what we said it’s going to do,” says Councilwoman Connie Boesen, who represents the entire city.

The largest chunk of the money, \$18.5 million, is designated for paying off debt in order to reduce property taxes, says Nick Schaul, the City’s interim finance director.

As a result of the sales tax, property taxes declined about \$62 for a home assessed at \$121,000, which is the average assessment of a Des Moines home, he says. The sales tax money went toward paying off debt, which Schaul says resulted in a 90-cent cut in the City’s portion of taxes.

About \$5.9 million the first year has been saved in a reserve fund to prepare for fluctuations in future tax payments.

“What we’re trying to do is build a reserve to withstand some of the downturns or lower payments,” Schaul says.

Sales tax payments change with economic conditions. As a result, City officials were already preparing to reduce their 2020-21 fiscal year LOSST budget from \$46 million to \$43.9 million. That amount is likely to be further reduced with the current economic downtown caused by the global pandemic COVID-19.

Sales tax money boosts “Blitz on Blight”

Des Moines City leaders have been able to demolish 42 nuisance houses with another 22 scheduled for demolition in a program referred to as “Blitz on Blight.”

“We’re moving houses pretty rapidly,” says SuAnn Donovan, the neighborhood inspection zoning administrator.

The city council had declared some of these houses public nuisances more than a decade ago, according to city records. City officials have earmarked \$3 million in sales tax money a year toward the “Blitz” initiative. Previously, they were limited to spending \$200,000 a year in grant money, which could only be used in particular areas of the city depending upon the neighborhood income level.

As part of the effort, the council designated about \$700,000 in sales tax revenues for a property maintenance program to address homes before they get to the level of public nuisance. Donovan says this is the first step in preventing a house from slipping into further decline. The money is not to conduct the repairs but to connect the homeowner with resources that can further assist them.

The City will hire four inspectors in July and another four in January 2021 to implement the program and work with community groups, neighborhood associations and others to improve properties, Donovan says.



Des Moines City Councilwoman
Connie Boesen



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“We’re trying to improve the general neighborhood feel,” Donovan says. “If you have those houses that need paint or just aren’t being cared for, it drags down the whole neighborhood. If you can get people to invest in the exteriors, it stabilizes the street. If it’s vacant, we want to get to it before it becomes a nuisance and turn it over to a different owner or get the current owner to get it up to code from the exterior so it doesn’t become a blight.”

Through Blitz on Blight, 17 properties are under agreement for rehabilitation. Another 160 have either been declared nuisances or had council or court action taken against their owners.

About \$1 million had been spent on the program as of mid-March. On average, it costs about \$30,000 to tear down a nuisance house.

About six or seven houses were torn down each year under the previous budgeted amount of \$200,000.

Money improves streets, neighborhoods

The amount of money spent on street improvements in the city increased to \$5 million for the current fiscal year and \$7 million for subsequent years, beginning with the new fiscal year on July 1.

The street improvements include a variety of roadway rehabilitation and construction projects, Public Works Director Jonathan Gano says. City officials plan to increase the amount of overall money — from LOSST revenues, grants, other taxes and additional revenue sources — that are budgeted for streets projects from about \$30 million to more than \$90 million by 2023.

Boesen, the councilwoman, says once residents see street work happening, such as the road work near 47th Street and other areas of Beavertdale, they’re pleased with the results.

“The conditions of our roads is such that it’s an ongoing issue,” she says. “We’re trying to catch up on things that have been put on the backburner because we didn’t have the funding to do it.”

Portions of the sales tax also will go toward other projects that are designed to improve neighborhoods. This includes \$800,000 to the Neighborhood Development Corp.

About \$400,000 is designated this fiscal year and for future years to create a fund for flood prevention buyouts. Schaul, the interim finance director, says there are about 240 homes that lie within the flood plain area, 62 of which are in the Four Mile Creek area.

“This will put money off to the side so that, when the opportunity presents itself to be able to purchase houses that are in the flood plain, we will so that we don’t have people being inundated with flooding,” he says.

The plan is to purchase a few more homes within the Four Mile area, remove the infrastructure and turn over the area to Polk County Conservation to maintain as a green space, Schaul says. Information about the specific homes that are targeted for the buyout was not available.



Des Moines Fire Chief John TeKippe

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Sales tax pays for firefighters, frees up other money for department

About \$1.3 million each year is used to pay for 13 firefighter positions. Those positions had originally been paid for through the Staffing for Adequate Fire and Emergency Response (SAFER) Grants program, but the grant expired June 30, 2019. The grant had paid for the positions for two years.

“The LOSST money gave us the capacity to maintain those positions later,”



Crew members from Iowa Demolition tear down a house at 1126 11th St. in the Cheatom Park Neighborhood in Des Moines. City records show the house had been damaged by a fire. Photo by Melissa Walker.

Fire Chief John TeKippe says, adding that city officials had already committed to not increasing property taxes to pay for the positions when they applied for the SAFER grant. “We were going to look for new means of revenues.”

The 13 positions are the number the department needs to fill frontline apparatus in order to meet response times set by industry standards, he says. Each position costs about \$100,000, which includes salary, benefits and personal equipment.

By using a portion of the sales tax money to alleviate current debt, the city has allocated other money to pay for a new Station 11 in northeast Des Moines to improve response times. Construction will finish in 2021. It will be staffed with a new ambulance and its crew, and an existing fire engine and its firefighters will shift from another station.

Station 3 at Easton Boulevard and Hubbell Avenue will be repaired, as will other stations during the next few years. With each station, department officials and City leaders will consider whether to remodel or replace the building, either at its current site or another location to meet response time needs, TeKippe says.

The sales tax vote was a challenge to voters to decide what level of service they wanted for their fire department and to authorize the cost to make it happen, he says.

“They went out and voted and said, yes, they want that, and we’re following through on that promise,” TeKippe says.

Boesen, the councilwoman, says this is another example of repairs and updates being done sooner than later.

“Those kinds of improvements may have happened, but when would they have happened?” she says. ■



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June 18th - Straight Talk from Seniors Who Have Downsized

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The West Des Moines Chamber celebrated a ribbon cutting for Benchmark Physical Therapy on Jan. 23.



Stephanie Bonanno, PK Christopherson and Emily Huffman at the Ankeny Chamber ribbon cutting for Vine Street Cellars on Feb. 5.



Mira Smajlovic, Amanda Innis and Taylor Fredrickson at the Grimes Chamber ribbon cutting for Sun Tan City on Feb. 25.



The Polk City Chamber celebrated a ribbon cutting for Polk City Liquor on Feb. 29.



The Ankeny Chamber celebrated a ribbon cutting for Vine Street Cellars on Feb. 5.



Grimes Chamber celebrated a ribbon cutting for Sun Tan City on Feb. 25.



Kristin Bailey, Don Enright, Grant Farrell and Meagan VanDeMaat at the Johnston Chamber ribbon cutting for F45 Fitness, 5500 Merle Hay Road, on Feb. 27.



Maureen Cahill, Lynette Krambeer and Nicole Mulbrook at the Grimes Chamber New Member Reception held at Kennybrook Village on March 5.



Devan Maki, Stephanie Wubben and Lindsey Taylor at the West Des Moines Breakfast Before Business hosted by West48 on Feb. 19.

SMALL BUSINESS ADMINISTRATION LOANS

| Borrower Name | City | County | Cong. District | \$ Amount | Jobs Created | Jobs Retained | Existing Jobs | New vs. Existing | Business Type |
|--|--------------|------------|----------------|-------------|--------------|---------------|---------------|-------------------|--|
| Robson Investments, LLC | CEDAR FALLS | BLACK HAWK | 01 | \$352,000 | 4 | 0 | 0 | NEW BUSINESS | Pet Care (except Veterinary) Services |
| Thrive Chiropractic, LLC | Cedar Falls | BLACK HAWK | 01 | \$50,000 | 1 | 1 | 1 | NEW BUSINESS | Offices of Chiropractors |
| Sharpness Inc. | WATERLOO | BLACK HAWK | 01 | \$110,000 | 6 | 93 | 93 | EXISTING BUSINESS | Barber Shops |
| Susie Chiropractic PLLC | Clinton | CLINTON | 02 | \$90,000 | 0 | 1 | 1 | NEW BUSINESS | Offices of Chiropractors |
| Active Chiropractic, P.C. | CLINTON | CLINTON | 02 | \$12,000 | 0 | 2 | 2 | EXISTING BUSINESS | Offices of Chiropractors |
| Hari Swamy LLC | Burlington | DES MOINES | 02 | \$1,507,000 | 0 | 20 | 20 | EXISTING BUSINESS | Hotels (except Casino Hotels) and Motels |
| CORY J YOUNG | STUART | GUTHRIE | 03 | \$15,000 | 1 | 1 | 1 | EXISTING BUSINESS | Site Preparation Contractors |
| The Olympic South Side Theater, LLC | CEDAR RAPIDS | LINN | 01 | \$400,000 | 3 | 1 | 1 | NEW BUSINESS | Lessors of Nonresidential Buildings (except Miniwarehouses) |
| Eric S. Phillips and Stephanie A. Phillips | Marion | LINN | 01 | \$1,308,000 | 6 | 0 | 0 | EXISTING BUSINESS | Fitness and Recreational Sports Centers |
| HWY 169 Ag Services, LLC | Winterset | MADISON | 03 | \$1,000,000 | 0 | 4 | 4 | NEW BUSINESS | Farm Supplies Merchant Wholesalers |
| LC Trucking | OCHEYEDAN | OSCEOLA | 04 | \$50,000 | 0 | 0 | 0 | EXISTING BUSINESS | Specialized Freight (except Used Goods) Trucking, Long-Distance |
| COSMETICS 86 INC | ANKENY | POLK | 03 | \$20,000 | 1 | 4 | 4 | EXISTING BUSINESS | Cosmetics, Beauty Supplies, and Perfume Stores |
| Jam Investments of Altoona, LLC | Des Moines | POLK | 03 | \$3,922,000 | 35 | 30 | 30 | EXISTING BUSINESS | Lessors of Nonresidential Buildings (except Miniwarehouses) |
| Nixon Business Enterprises, LLC | Des Moines | POLK | 03 | \$1,450,000 | 1 | 14 | 14 | NEW BUSINESS | Electroplating, Plating, Polishing, Anodizing, and Coloring |
| Dhani Ahar Holdings, LLC | Des Moines | POLK | 03 | \$439,000 | 0 | 8 | 8 | EXISTING BUSINESS | Limited-Service Restaurants |
| QC Senior Care | Bettendorf | SCOTT | 02 | \$650,000 | 20 | 143 | 143 | EXISTING BUSINESS | Home Health Care Services |
| Quad City Performance, Inc. | Bettendorf | SCOTT | 02 | \$330,000 | 3 | 4 | 0 | NEW BUSINESS | All Other Personal Services |
| MLC Real Estate Holdings LLC | DAVENPORT | SCOTT | 02 | \$755,000 | 0 | 50 | 50 | EXISTING BUSINESS | Limited-Service Restaurants |
| MLC Enterprises, LLC | DAVENPORT | SCOTT | 02 | \$755,000 | 0 | 50 | 50 | EXISTING BUSINESS | Limited-Service Restaurants |
| Chrono Pop LLC | Davenport | SCOTT | 02 | \$250,000 | 3 | 10 | 10 | EXISTING BUSINESS | Promoters of Performing Arts, Sports, and Similar Events with Facilities |
| MLC Enterprises, LLC | DAVENPORT | SCOTT | 02 | \$50,000 | 0 | 50 | 50 | EXISTING BUSINESS | Limited-Service Restaurants |
| EKD Enterprises, Inc. | Fort Dodge | WEBSTER | 04 | \$2,227,000 | 0 | 26 | 27 | NEW BUSINESS | Automotive Transmission Repair |
| Jerry's Nextgen, Inc | Sioux City | WOODBURY | 04 | \$217,500 | 1 | 15 | 15 | NEW BUSINESS | Limited-Service Restaurants |

February 2020

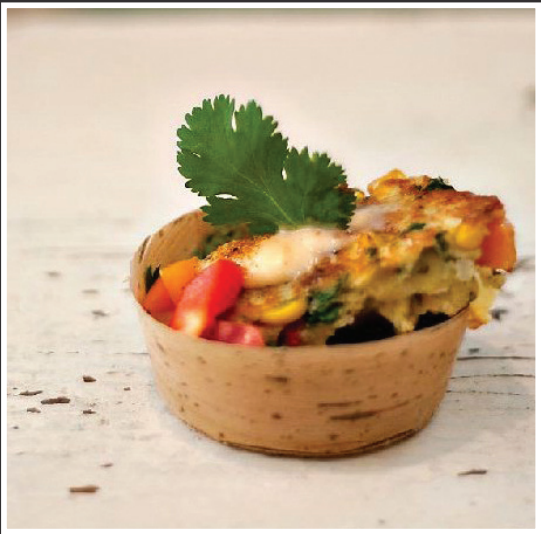


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Commercial real estate transactions in Polk County from Feb. 12, 2020 - March 9, 2020.

ADDRESS: 8901 PLUM DRIVE, URBANDALE
SALE DATE: FEB. 12, 2020
PRICE: \$1,276,310
SELLER: PARAGON BEST, LLC
BUYER: BMP HOTEL MANAGEMENT INC
SQUARE FEET: 0
ACRES: 2.93

ADDRESS: NEAR E. 28TH AND HUBBELL, DES MOINES
SALE DATE: FEB. 13, 2020
PRICE: \$30,000
SELLER: HANNAN, DANIEL J.
BUYER: TOM, JAMIE
SQUARE FEET: 0
ACRES: 0.218

ADDRESS: 7200 HICKMAN ROAD, WINDSOR HEIGHTS
SALE DATE: FEB. 13, 2020
PRICE: \$1,243,900
SELLER: QUIK TRIP CORP
BUYER: HY-VEE, INC.
SQUARE FEET: 4,514
ACRES: 1.37

ADDRESS: 3809 100TH ST., URBANDALE
SALE DATE: FEB. 13, 2020
PRICE: \$146,000
SELLER: QUIKTRIP CORP
BUYER: HY-VEE, INC.
SQUARE FEET: 0
ACRES: 0.347

ADDRESS: 6315 HICKMAN ROAD, DES MOINES
SALE DATE: FEB. 13, 2020
PRICE: \$1,176,000
SELLER: GRAND STRATFORD LLC
BUYER: MY IOWA HOMES LLC
SQUARE FEET: 19,344
ACRES: 0.515

ADDRESS: 203 FIFTH AVE. S.W., ALTOONA
SALE DATE: FEB. 14, 2020
PRICE: \$977,950
SELLER: JRG GROUP LLC
BUYER: JRV BROTHERS, LLC
SQUARE FEET: 1,792
ACRES: 0.8

ADDRESS: 904 S.E. 10TH ST., DES MOINES
SALE DATE: FEB. 14, 2020
PRICE: \$1,220,000
SELLER: GNS INVESTMENTS LC
BUYER: DRUPPEL INVESTMENTS, LLC
SQUARE FEET: 11,740
ACRES: 1.691

ADDRESS: 1115 RAILROAD AVE., WEST DES MOINES
SALE DATE: FEB. 15, 2020
PRICE: \$150,000
SELLER: WEST DES MOINES AUTO BODY INC.
BUYER: STEFFES HOLDINGS LLC
SQUARE FEET: 1,800
ACRES: 0.155

ADDRESS: 203 FIFTH AVE. S.W., ALTOONA
SALE DATE: FEB. 18, 2020
PRICE: \$419,120
SELLER: JRG GROUP LLC
BUYER: ALTOONA RV & BOAT LLC
SQUARE FEET: 1,792
ACRES: 0.8

ADDRESS: 3831 EIGHTH ST. S.W., ALTOONA
SALE DATE: FEB. 19, 2020
PRICE: \$1,215,680

SELLER: MCCONNELL REAL ESTATE DEVELOPMENT LC
BUYER: JAM INVESTMENTS OF ALTOONA LLC
SQUARE FEET: 2,630
ACRES: 0.758

ADDRESS: 6230 S.E. 14TH ST., DES MOINES
SALE DATE: FEB. 19, 2020
PRICE: \$1,162,800
SELLER: MC CONNELL REAL ESTATE DEV LC
BUYER: JAM INVESTMENTS OF ALTOONA LLC
SQUARE FEET: 2,584
ACRES: 1.219

ADDRESS: 250 S.W. BROOKSIDE DRIVE, GRIMES
SALE DATE: FEB. 19, 2020
PRICE: \$4,825,000
SELLER: KIM RUETER COMPANY
BUYER: HCII-250 SW BROOKSIDE DRIVE LLC
SQUARE FEET: 14,568
ACRES: 2.51

ADDRESS: 1510 S.W. VINTAGE PARKWAY, ANKENY
SALE DATE: FEB. 20, 2020
PRICE: \$2,225,000
SELLER: DRA PROPERTIES LC
BUYER: BENNETT REAL ESTATE COMPANY LLC
SQUARE FEET: 4,686
ACRES: 0.859

ADDRESS: SOUTH OF THE HALL ON LINCOLN STREET, WEST DES MOINES
SALE DATE: FEB. 21, 2020
PRICE: \$650,000
SELLER: WEST GREEN INDUSTRIAL PARK LLC
BUYER: NELSON DEVELOPMENT 1, LLC
SQUARE FEET: 8,040
ACRES: 1.507

ADDRESS: 120 MAIN ST. S.E., BONDURANT
SALE DATE: FEB. 22, 2020
PRICE: \$200,000
SELLER: DEBORAH A CAIRNS LIVING TRUST
BUYER: FREE RANGE LLC
SQUARE FEET: 3,200
ACRES: 0.333

ADDRESS: 1441 E. VINE ST., DES MOINES
SALE DATE: FEB. 23, 2020
PRICE: \$140,250
SELLER: VINE STREET GOSPEL CHAPEL
BUYER: IA MO CONFERENCE ASSOCIATION OF 7TH DAY ADVENTISTS
SQUARE FEET: 1,776
ACRES: 1.033

ADDRESS: 2450 S.E. OAK TREE COURT, ANKENY
SALE DATE: FEB. 25, 2020
PRICE: \$8,250,000
SELLER: LGI BUSINESS PARK INC.
BUYER: AGILENT TECHNOLOGIES INC
SQUARE FEET: 59,996
ACRES: 10.416

ADDRESS: 401 N.E. TRILEIN DRIVE, ANKENY
SALE DATE: FEB. 26, 2020
PRICE: \$3,375,000
SELLER: NORTH TRILEIN APARTMENTS CO-OP INC.
BUYER: 317 NE TRILEIN DRIVE, LLC
SQUARE FEET: 42,588
ACRES: 2.525

ADDRESS: 2501 WESTOWN PARKWAY, UNIT 2000, WEST DES MOINES
SALE DATE: FEB. 27, 2020
PRICE: \$305,500
SELLER: FAB III INC.
BUYER: GREENSTATE CREDIT UNION
SQUARE FEET: 0
ACRES: 0.895

ADDRESS: 7031 DOUGLAS AVE., URBANDALE
SALE DATE: FEB. 27, 2020
PRICE: \$14,933,000
SELLER: FIRST AMERICAN BANK
BUYER: GREENSTATE CREDIT UNION
SQUARE FEET: 51,578
ACRES: 6.057

ADDRESS: 3508 S.E. 14TH ST., DES MOINES
SALE DATE: FEB. 27, 2020
PRICE: \$800,000
SELLER: BETHANY BAPTIST CHURCH
BUYER: WALNUT CREEK COMMUNITY CHURCH
SQUARE FEET: 5,597
ACRES: 4.547

ADDRESS: 6217 WILLOWMERE DRIVE, DES MOINES
SALE DATE: FEB. 27, 2020
PRICE: \$210,840
SELLER: CORNERSTONE FAMILY CHURCH OF DES MOINES
BUYER: MDM EQUITY-2010 LLC
SQUARE FEET: 0
ACRES: 1.169

ADDRESS: 1315 UNIVERSITY AVE., DES MOINES
SALE DATE: FEB. 27, 2020
PRICE: \$23,000
SELLER: RALLY CAP PROPERTIES LLC
BUYER: TESFAY, GHEBREHIWET
SQUARE FEET: 0
ACRES: 0.155

ADDRESS: 3225 ADVENTURELAND DRIVE, ALTOONA
SALE DATE: FEB. 27, 2020
PRICE: \$3,135,000
SELLER: G6 HOSPITALITY PROPERTY LLC
BUYER: CLOUD 9 ALTOONA INC.
SQUARE FEET: 49,710
ACRES: 2.503

ADDRESS: 915 S.E. 14TH COURT, DES MOINES
SALE DATE: FEB. 28, 2020
PRICE: \$250,000
SELLER: SCHALL, ARLENE
BUYER: CAPITOL HOLDINGS LLC
SQUARE FEET: 6,080
ACRES: 0.485

ADDRESS: 1206 39TH ST., DES MOINES
SALE DATE: FEB. 28, 2020
PRICE: \$240,000
SELLER: LEONARDO, JAMES S.
BUYER: GRANTHAM, DARSON
SQUARE FEET: 4,780
ACRES: 0.329

ADDRESS: 1002 W. WASHINGTON AVE., POLK CITY
SALE DATE: MARCH 02, 2020
PRICE: \$1,885,269
SELLER: LTC-JONESBORO INC.
BUYER: REALCO POLK CITY IA LLC
SQUARE FEET: 19,765
ACRES: 3.4

ADDRESS: 233 UNIVERSITY AVE., DES MOINES
SALE DATE: MARCH 02, 2020
PRICE: \$3,818,930
SELLER: LTC PROPERTIES INC.
BUYER: REALCO UNIVERSITY PARK, IA, LLC
SQUARE FEET: 56,544
ACRES: 1.454

ADDRESS: 200 SEVENTH AVE. S.W., ALTOONA
SALE DATE: MARCH 02, 2020
PRICE: \$2,925,282
SELLER: LTC-JONESBORO INC.
BUYER: REALCO ALTOONA, IA, LLC
SQUARE FEET: 31,803
ACRES: 4.546

ADDRESS: 2110 26TH ST., DES MOINES
SALE DATE: MARCH 02, 2020
PRICE: \$540,000
SELLER: KARMA PROPERTIES IOWA LLC
BUYER: 2110 26TH STREET LLC
SQUARE FEET: 8,208
ACRES: 0.664

ADDRESS: 3100 DIXON ST., DES MOINES
SALE DATE: MARCH 04, 2020
PRICE: \$2,900,000
SELLER: ENGMAN 3100 LLC
BUYER: QTC INVESTMENTS LLC
SQUARE FEET: 27,498
ACRES: 11.296

ADDRESS: 1425 METRO EAST DRIVE, UNIT 115, PLEASANT HILL
SALE DATE: MARCH 04, 2020
PRICE: \$105,000
SELLER: BARKER FINANCIAL LLC
BUYER: CENTRAL IOWA LOCK & SAFE SPECIALISTS LLC
SQUARE FEET: 20,000
ACRES: 0.12

ADDRESS: 1930 S.E. SIXTH ST., DES MOINES
SALE DATE: MARCH 05, 2020
PRICE: \$240,000
SELLER: LJQBLDG LLC
BUYER: REVOLUTION PROPERTIES LLC
SQUARE FEET: 1,842
ACRES: 0.516

ADDRESS: 1601 ARMY POST ROAD, DES MOINES
SALE DATE: MARCH 06, 2020
PRICE: \$190,000
SELLER: GENE U ROSENDAHL REVOCABLE TRUST
BUYER: MCFADDEN HOLDINGS, LLC
SQUARE FEET: 1,288
ACRES: 1.532

ADDRESS: 5670 N.W. BEAVER DRIVE, JOHNSTON
SALE DATE: MARCH 07, 2020
PRICE: \$1,850,000
SELLER: GOLDEN ENTERPRISES LLC
BUYER: 5670 BEAVER DRIVE LLC
SQUARE FEET: 20,000
ACRES: 3.603

ADDRESS: 2100 N.E. 60TH AVE., DES MOINES
SALE DATE: MARCH 09, 2020
PRICE: \$1,480,000
SELLER: NORMAN WALEN REVOCABLE TRUST
BUYER: 2100 NE 60TH AVE LLC
SQUARE FEET: 25,000
ACRES: 3.13



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