

CITYVIEW'S

BUSINESS JOURNAL



STOCKED UP

Some local residents are buying in bulk. Who are these folks, and how are grocery stores and suppliers responding?

By Melissa Walker

Greg Stoll learned in January from several sources, as well as his own research, that a new virus was about to break out in China.

Stoll, who taught international strategic planning for the U.S. Army, regularly reads news from New Zealand and Australia because he believes it to be more nonpartisan. That's where he first learned of COVID-19. Stoll used his understanding of logistics during his time in the military, as well as his background as a business teacher, to consider what items would be in high demand should COVID-19 reach the U.S.

"I looked at all of the things we would probably run out of, and I went out and spent \$1,000," says Stoll, who also has a connection at the Centers for Disease Control and Prevention.



Greg Stoll of Norwalk shows his storage areas where he stocks up paper products such as tissues and toilet paper, as well as coffee and hand sanitizer.

Stoll bought cases of toilet paper, facial tissues, hand sanitizer, disinfectant wipes — all of the “things that if people were at home and instead of work, what we would run out of.”

Stoll’s prediction was correct. Georgia-Pacific, the company that makes Angel Soft Quilted Northern toilet paper and paper products, estimated shelter-at-home rules created an estimated 40 percent increase in average daily toilet paper use, according to the company’s website. On average, a U.S. household of 2.6 people uses 409 regular rolls of toilet paper per year.

Stoll used some of the supplies during Iowa’s stay-at-home order from Gov. Kim Reynolds, but much of it he gave away to family, his church, a friend who operates a daycare, another friend who works at a nursing home, and others.

Currently, the Stolls are back to “normal” for the amount of supplies they have on hand, which is usually about a case and a half of toilet paper.

When meat plants started to close down, the Stolls bought a quarter beef from a local farmer and had it processed.

Stoll says he bought all of the items during two shopping trips. People looked at his cart and commented: “Looks like you’re stocking up.”

He replied that he was and warned them that they would run out if they didn’t.

“Two weeks later, they did,” he recalls.

Stoll frequently shops in bulk. He grew up in rural Montana, and his parents had a couple of freezers full of meat and a pantry stocked with canned goods. The Stolls already had stocked shelves with food when the COVID-19 buying frenzy hit the Des Moines area, but Stoll bought a few extra bottles of vanilla. He knew that Madagascar produces 80 percent of the world’s vanilla, and it could become in demand. He also bought 10 four-pound bags of coffee.

“We bought a little too much coffee,” he jokes.



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Stoll says he also read that, because of farm worker shortages and workers getting sick, canned vegetables will be in short supply through the next year. As a result, Stoll has prepared a garden in which he has planted tomatoes, peppers, zucchini and other items he and his wife plan to preserve and store.

Stoll also offered to till a garden for anyone at his church and for his friends.

Des Moines man stocks up on canned items, cleaning products

Andrew Clark of Des Moines started stocking up on toilet paper, canned foods, nonperishable items and cleaning products (wipes and aerosol spray) in early March. Instead of facemasks, he bought a paint respirator.

"All of my friends thought I was crazy until it blew up into a pandemic, and they couldn't buy toilet paper or anything else," he says.

In total, Clark estimates he had 300 rolls of toilet paper and a couple hundred dollars of canned foods and other nonperishable food items such as crackers and chips.

"It was things I didn't have to refrigerate in case the craziest of the crazy happens and we lose power," he says.

In addition, he has several containers of

disinfectant wipes and aerosol disinfectant spray left so he can continue to sanitize his house and vehicles.

"If I absolutely had to go out, even though I wore a mask, I still sprayed my truck down and wiped it down," he says.

Clark took one day in March to do all of his shopping.

"I was getting funny looks because I had the shopping cart packed full to no tomorrow," he says. "I like to be prepared. I'd rather have overkill than underestimate things."

Clark's only departure from his house was to go to the grocery store — other than a few visits with friends. He's self-employed and works from home and is focused on home renovations.

He says a few people have asked to buy items off of him, but he hasn't re-sold anything he purchased.

Who stocks up?

The nonprofit Public Library of Science recently published an article written in mid-April that included the results of a survey of more than 1,000 adults from 35 countries that asked them about their buying habits. Those who scored high in emotionality and tended to be more fearful or anxious about COVID-19, as well as those who were high in conscientiousness and were organized, diligent and perfectionists, were more likely to stockpile items.

Grocery industry responds to bulk shopping

Fareway Stores, which operates 122 grocery store locations in Iowa, Illinois, Minnesota, Nebraska and South Dakota, started to experience limited availability in mid-March in hygiene/sanitation items, eggs, milk and bread because of an increase in demand from shoppers, says Emily Toribio, spokeswoman for the company.

"During the month of May, we prepared for potential meat supply issues and were in constant communication with our great vendor partners," she says. "Our supply remains steady, and we have not seen dramatic shortages."

Nationally, grocery sales were up almost 27 percent from February to March, according to information from the Iowa Grocery Industry Association, a state trade association that represents the food industry from supermarkets and convenience stores to suppliers and wholesalers. Sales also were up for household care items, meat and frozen food.

According to an article on the IGIA website, many U.S. consumers stocked their pantries starting at the end of February. Sales kicked up the first week of March for oat milk, dried beans, tuna and dried milk.

Nationally, many grocers implemented per-

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customer limits on the purchase of meat, both to protect the supply and to prevent customers from buying in bulk, according to the IGIA's website.

The limits were put in place after at least 20 meatpacking plants in the United States closed during a two-month period, which reduced pork production by one-fourth and cut beef output by almost 10 percent. As a result, many grocers limited meat purchases to two items per type of meat.

Hy-Vee, a chain of more than 245 supermarkets located throughout the Midwest, announced in a May 6 press release that each customer would be limited to four packages of a combination of fresh beef, ground beef, pork and chicken.

With reopening of state, country, some items become available

By the end of April, some pandemic buying had declined even though many Iowans and Americans were still in self-quarantine.

A Consumer Brands Association survey found that, while concern about finding items such as household cleaning products remained high, 59 percent of customers noticed greater availability of some high-demand products such as toilet paper.

The shortage in supply affected all Fareway stores regardless of size of the community, even though stores receive shipments daily. Shelf-stable products,

hygiene/sanitation items and meat/seasonal items with the arrival of grilling season, as all still in high demand, Toribio says.

Fareway stores' supply for items remains mostly steady, though it reserves the right to limit quantities if needed, she says.

To help meet demand, Georgia Pacific, the company that makes Quilted Northern, worked to expedite product from its existing inventory, increased product to a 24-hours-a-day seven-days-a-week operation and changed its distribution process to help meet customer demands, according to the company's website.

The company did not increase its suggested retail price for products and reached out to third-party sellers that appeared to be price gouging to have them remove Georgia Pacific's products, the company reported.

Meanwhile, Greg Stoll and Andrew Clark aren't



Greg Stoll planted a large garden to grow food for preservation, as he is concerned about a predicted shortage in vegetables for the next year because of workers being sick from COVID.

taking any chances and are keeping their supplies strong.

"I didn't know how long the stuff (COVID-19) was going to go on, and from the talks of it, it's going to come back anyway," Clark says. ■

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HUMAN RESOURCES

Celebrating Small Wins

Celebrations can help keep employees motivated and engaged during times of disruption and change. Don't just wait for big accomplishments to pause and celebrate as lofty goals are not the only ones worth recognizing. Smaller wins can often go unnoticed while we focus more on mistakes and shortcomings. Oasis, a Paychex® Company, recommends celebrating little wins as meaningful steps toward reaching bigger goals, while also building momentum and reinforcing good habits.

A few examples of smaller wins that deserve celebrating:

- Reaching a milestone on an important project.
- Lending a helping hand to colleagues.
- A colleagues' tenured milestone
- Maintaining a consistent, positive attitude.
- Contributing to the conversation and sharing ideas.

Recognizing smaller accomplishments will keep your team going. Acknowledging incremental progress and regularly celebrating small wins keep morale high and will help to guide your team towards bigger wins in the future.

For more information please visit
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Most every other business should be doing the same. How is your business adapting during this time? Are you increasing your advertising? Are you protecting your turf? Businesses can and do gain market share during challenging times by taking a dominant stance in the market.

What is your competition doing? How are you positioned in the market? Are you present, competitive or dominant? Where do you want to be? Decide right now. Take action and reap the rewards in the future by increasing your marketing now. You'll be glad you did.



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Commercial real estate transactions in Polk County from March 10, 2020 – May 7, 2020

<p>ADDRESS: 1400 E. WALNUT ST., DES MOINES SALE DATE: MARCH 10, 2020 PRICE: \$2,700,000 SELLER: EAST VILLAGE PARK LLC BUYER: EPC LLC SQUARE FEET: 42,435 ACRES: 1.374</p> <p>ADDRESS: 175 S. NINTH ST., SUITE 650, WEST DES MOINES SALE DATE: MARCH 11, 2020 PRICE: \$192,000 SELLER: WEST GREEN INDUSTRIAL PARK LLC BUYER: J&D LOFFREDO TRUST SQUARE FEET: 1,920 ACRES: 0.044</p> <p>ADDRESS: 4338 HUBBELL AVE., DES MOINES SALE DATE: MARCH 13, 2020 PRICE: \$1,050,000 SELLER: TRANSCREDIT LC BUYER: PRKG 1465 LLC SQUARE FEET: 13,520 ACRES: 2.92</p> <p>ADDRESS: 133 FRANKLIN AVE., DES MOINES SALE DATE: MARCH 16, 2020 PRICE: \$110,000 SELLER: H & L REAL ESTATE LLC BUYER: NGUYEN, HONG SQUARE FEET: 3,224 ACRES: 0.327</p> <p>ADDRESS: 100 BROWN ST., RUNNELLS SALE DATE: MARCH 16, 2020 PRICE: \$120,000 SELLER: SCHNEIDER INVESTMENTS INC BUYER: TCCV PROPERTIES LLC SQUARE FEET: 2,150 ACRES: 0.079</p> <p>ADDRESS: 4803 S.W. NINTH ST., DES MOINES SALE DATE: MARCH 16, 2020 PRICE: \$225,000 SELLER: ROSS, NORMAN G. BUYER: FERRUM INVESTMENT PROPERTIES LLC SQUARE FEET: 5,809 ACRES: 1.232</p> <p>ADDRESS: 220 50TH ST., WEST DES MOINES SALE DATE: MARCH 16, 2020 PRICE: \$4,977,820 SELLER: KMG HOLDINGS LLC BUYER: O FULL ARMOR LLC SQUARE FEET: 6,203 ACRES: 1.663</p> <p>ADDRESS: 1504 28TH ST., DES MOINES SALE DATE: MARCH 17, 2020 PRICE: \$155,000 SELLER: BBT RENTALS LLC BUYER: LENOX PROPERTIES LLC SQUARE FEET: 2,608 ACRES: 0.169</p> <p>ADDRESS: 2820 COTTAGE GROVE AVE., DES MOINES SALE DATE: MARCH 17, 2020 PRICE: \$145,000 SELLER: BBT RENTALS LLC BUYER: LENOX PROPERTIES LLC SQUARE FEET: 2,334 ACRES: 0.153</p> <p>ADDRESS: 1112 27TH ST., DES MOINES SALE DATE: MARCH 17, 2020 PRICE: \$84,000 SELLER: US BANK NA (TRUSTEE) BUYER: TRIPLE LC PROPERTIES LC SQUARE FEET: 1,900 ACRES: 0.132</p> <p>ADDRESS: 1800 NINTH ST., DES MOINES SALE DATE: MARCH 17, 2020 PRICE: \$256,000 SELLER: BBT RENTALS LLC BUYER: M2C INVESTMENTS LLC SQUARE FEET: 2,370 ACRES: 0.287</p> <p>ADDRESS: 4825 COPPER CREEK DRIVE, PLEASANT HILL SALE DATE: MARCH 23, 2020 PRICE: \$700,000 SELLER: COPPER CREEK GOLF COURSE INVESTORS LLC</p>	<p>BUYER: COPPER CREEK CLUB LLC SQUARE FEET: 18,047 ACRES: 195.033</p> <p>ADDRESS: 2400 86TH ST., UNIT 3, URBANDALE SALE DATE: MARCH 23, 2020 PRICE: \$235,000 SELLER: NICNEM LLC BUYER: JM INVESTMENTS LLC SQUARE FEET: 19,950 ACRES: 0.367</p> <p>ADDRESS: 3810 INGERSOLL AVE., DES MOINES SALE DATE: MARCH 24, 2020 PRICE: \$750,000 SELLER: EUREKA GROUP LLC BUYER: ARBOR COOPERATIVE HOUSING ASSOCIATION SQUARE FEET: 5,720 ACRES: 0.25</p> <p>ADDRESS: 2411 E. FIRST ST., GRIMES SALE DATE: MARCH 24, 2020 PRICE: \$1,890,290 SELLER: TOP TRACT CORP BUYER: DESTINATION MARKET LLC SQUARE FEET: 0 ACRES: 2.893</p> <p>ADDRESS: 5208 S.E. RIO COURT, ANKENY SALE DATE: MARCH 24, 2020 PRICE: \$750,000 SELLER: MD HOLDING IV LLC BUYER: DENNY ELWELL FAMILY LC SQUARE FEET: 0 ACRES: 5.009</p> <p>ADDRESS: 2500 128TH ST., URBANDALE SALE DATE: MARCH 24, 2020 PRICE: \$3,810,000 SELLER: KT PROPERTIES LLC BUYER: COMPOUNDING CAPITAL HOLDINGS LLC SERIES A SQUARE FEET: 17,484 ACRES: 1.884</p> <p>ADDRESS: 107 BROWN ST., RUNNELLS SALE DATE: MARCH 24, 2020 PRICE: \$6,700 SELLER: SCHALL, GERALD E., ESTATE BUYER: DAUGHENBAUGH, DALE SQUARE FEET: 860 ACRES: 0.033</p> <p>ADDRESS: 1240 32ND ST., DES MOINES SALE DATE: MARCH 25, 2020 PRICE: \$200,000 SELLER: ZAN HOLDINGS LLC BUYER: TREROTOLA, JAKE SQUARE FEET: 2,492 ACRES: 0.294</p> <p>ADDRESS: DISTRICT/PARCEL 291/00369-421-002, CLIVE SALE DATE: MARCH 25, 2020 PRICE: \$600,000 SELLER: WALNUT CREEK REALTY INC BUYER: JDS REAL ESTATE INVESTMENTS LLC SQUARE FEET: 0 ACRES: 5.61</p> <p>ADDRESS: 1228 E. 13TH ST., DES MOINES SALE DATE: MARCH 27, 2020 PRICE: \$175,000 SELLER: AMEN CORNER LLC BUYER: J233 LLC SQUARE FEET: 3,042 ACRES: 0.262</p> <p>ADDRESS: DISTRICT/PARCEL 190/00353-000-000, NORTHEAST OF DES MOINES SALE DATE: MARCH 27, 2020 PRICE: \$225,000 SELLER: BURGETT, HAZEL BUYER: LORNE SCHARNBURG TRUST SQUARE FEET: 0 ACRES: 3.73</p> <p>ADDRESS: 7641 DOUGLAS AVE., URBANDALE SALE DATE: MARCH 27, 2020 PRICE: \$175,000 SELLER: ZB INVESTMENTS LC BUYER: LENZ MECHANICAL LLC SQUARE FEET: 1,400 ACRES: 0.327</p> <p>ADDRESS: 1300 S.E. LITTLE BEAVER DRIVE, GRIMES SALE DATE: MARCH 27, 2020</p>	<p>PRICE: \$15,264,640 SELLER: GRIMES INDUSTRIAL PARK II LLC BUYER: BTG IOWA LLC SQUARE FEET: 220,000 ACRES: 15.19</p> <p>ADDRESS: 1350 S.E. GATEWAY DRIVE, GRIMES SALE DATE: MARCH 27, 2020 PRICE: \$12,985,370 SELLER: GRIMES INDUSTRIAL PARK I LLC BUYER: BTG IOWA LLC SQUARE FEET: 220,000 ACRES: 14.242</p> <p>ADDRESS: DISTRICT/PARCEL 181/00211-250-002 , ANKENY SALE DATE: MARCH 27, 2020 PRICE: \$2,560,240 SELLER: ABSOLUTE FARMS LLC BUYER: MURPHY COMMERCIAL PROPERTIES LLC SQUARE FEET: 0 ACRES: 9.003</p> <p>ADDRESS: 4756 N.E. 20TH LANE, DES MOINES SALE DATE: MARCH 30, 2020 PRICE: \$4,526,190 SELLER: D&M PARTNERS LLC BUYER: TANAM DES MOINES LLC SQUARE FEET: 0 ACRES: 17.318</p> <p>ADDRESS: 3700 S.E. BEISSER DRIVE, GRIMES SALE DATE: MARCH 30, 2020 PRICE: \$1,300,000 SELLER: 3700 BEISSER LLC BUYER: PENTA PARTNERS LLC SQUARE FEET: 15,400 ACRES: 3.197</p> <p>ADDRESS: 1710 SECOND AVE., DES MOINES SALE DATE: MARCH 30, 2020 PRICE: \$450,000 SELLER: SULLIVAN HOLDINGS LLC BUYER: NEWTON PROPERTIES INVESTMENTS LLC SQUARE FEET: 4,330 ACRES: 0.799</p> <p>ADDRESS: 114 S.E. SHARON DRIVE, ANKENY SALE DATE: MARCH 31, 2020 PRICE: \$531,400 SELLER: BUENA VISTA PARTNERS LLC BUYER: BRYANT, JEFFREY W. SQUARE FEET: 6,166 ACRES: 0.623</p> <p>ADDRESS: 114 S.E. SHARON DRIVE, ANKENY SALE DATE: MARCH 31, 2020 PRICE: \$531,400 SELLER: BRYANT, JEFFREY W. BUYER: DOUGLAS DEVELOPMENT LLC SQUARE FEET: 6,166 ACRES: 0.623</p> <p>ADDRESS: 109 MAIN ST. S.E., BONDURANT SALE DATE: APRIL 1, 2020 PRICE: \$90,000 SELLER: BOKA, JEREMY M. BUYER: BAILEY, DARYL SQUARE FEET: 984 ACRES: 0.2</p> <p>ADDRESS: 175 S. NINTH ST., SUITE 655, WEST DES MOINES SALE DATE: APRIL 1, 2020 PRICE: \$174,000 SELLER: WEST GREEN INDUSTRIAL PARK LLC BUYER: T&S PROPERTIES LLC SQUARE FEET: 1,920 ACRES: 0.044</p> <p>ADDRESS: 175 S. NINTH ST., SUITE 645, WEST DES MOINES SALE DATE: APRIL 1, 2020 PRICE: \$192,000 SELLER: WEST GREEN INDUSTRIAL PARK LLC BUYER: DANIEL G & KATHRYN L GRETEMAN REVOCABLE TRUST SQUARE FEET: 1,920 ACRES: 0.044</p> <p>ADDRESS: 918 S.E. 21ST ST., DES MOINES SALE DATE: APRIL 1, 2020 PRICE: \$192,000</p>	<p>SELLER: SEIDENFELD INC BUYER: MYER LLC SQUARE FEET: 3,000 ACRES: 2.857</p> <p>ADDRESS: 5015 JOHNSTON DRIVE, JOHNSTON SALE DATE: APRIL 2, 2020 PRICE: \$238,550 SELLER: DE PHILLIPS, LEONARD BUYER: RAPTOR PROPERTIES LLC SQUARE FEET: 0 ACRES: 1.99</p> <p>ADDRESS: 4963 JOHNSTON DRIVE, JOHNSTON SALE DATE: APRIL 2, 2020 PRICE: \$311,450 SELLER: DE PHILLIPS, LEONARD BUYER: JOHNSTON INDUSTRIAL BUSINESS PARK LLC SQUARE FEET: 0 ACRES: 2.599</p> <p>ADDRESS: DISTRICT/PARCEL 181/00211-253-001, ANKENY SALE DATE: APRIL 3, 2020 PRICE: \$577,860 SELLER: ABSOLUTE FARMS LLC BUYER: ROCK EQUITY HOLDINGS II LLC SQUARE FEET: 0 ACRES: 6.03</p> <p>ADDRESS: NEAR PIONEER PARK IN DES MOINES SALE DATE: APRIL 6, 2020 PRICE: \$25,000 SELLER: COUNTRYWIDE HOLDINGS LLC BUYER: STAY GREEN IRRIGATION LLC SQUARE FEET: 0 ACRES: 15</p> <p>ADDRESS: 5209 S.W. NINTH ST., DES MOINES SALE DATE: APRIL 7, 2020 PRICE: \$4,100,000 SELLER: SUMMERPLACE APARTMENTS LLC BUYER: TIERNEY PROPERTIES LLC SQUARE FEET: 59,400 ACRES: 3.032</p> <p>ADDRESS: 1201 KEOSAUQUA WAY, DES MOINES SALE DATE: APRIL 8, 2020 PRICE: \$500,000 SELLER: KURTZ GROUP LLC BUYER: AUST REAL ESTATE LLC SQUARE FEET: 18,912 ACRES: 0.442</p> <p>ADDRESS: 715 S.E. 14TH COURT, DES MOINES SALE DATE: APRIL 8, 2020 PRICE: \$165,000 SELLER: EXPERIENCE CHURCH OF THE OPEN BIBLE BUYER: AREVLO RIVAS, ADONIS SQUARE FEET: 3,232 ACRES: 0.803</p> <p>ADDRESS: 2525 N ANKENY BLVD., UNIT 111 BLDG 1, ANKENY SALE DATE: APRIL 8, 2020 PRICE: \$220,000 SELLER: ABJ PROPERTIES LLC BUYER: HOWENTERPRISE LLC SQUARE FEET: 1,250 ACRES: 0.134</p> <p>ADDRESS: 3000 S.E. 22ND ST., DES MOINES SALE DATE: APRIL 9, 2020 PRICE: \$1,000,000 SELLER: FAREWAY STORES INC BUYER: LIVING WATERS FELLOWSHIP SQUARE FEET: 22,538 ACRES: 2.785</p> <p>ADDRESS: 1439 SIXTH AVE., DES MOINES SALE DATE: APRIL 9, 2020 PRICE: \$100,000 SELLER: KROMER FLATS LP BUYER: TWISTER LLC SQUARE FEET: 8,828 ACRES: 0.278</p> <p>ADDRESS: 518 35TH ST., DES MOINES SALE DATE: APRIL 9, 2020 PRICE: \$260,000 SELLER: 144 PROPERTIES LC BUYER: FIERCE, SAMUEL SQUARE FEET: 2,463</p>	<p>ACRES: 0.189</p> <p>ADDRESS: 1196 NINTH ST., DES MOINES SALE DATE: APRIL 9, 2020 PRICE: \$15,000 SELLER: JR TT LLC BUYER: CDS PROPERTIES LLC SQUARE FEET: 5,200 ACRES: 0.186</p> <p>ADDRESS: 725 S. 51ST ST., WEST DES MOINES SALE DATE: APRIL 13, 2020 PRICE: \$1,275,000 SELLER: KEC INVESTMENTS LLC BUYER: APEX DENTAL PROPERTIES LLC SQUARE FEET: 0 ACRES: 1.817</p> <p>ADDRESS: 8515 DOUGLAS AVE., UNIT 19, URBANDALE SALE DATE: APRIL 13, 2020 PRICE: \$86,500 SELLER: CHURCH OF LATTER- DAY SAINTS BUYER: OMEGA PLACE OWNERS ASSOCIATION SQUARE FEET: 1,225 ACRES: 0.1</p> <p>ADDRESS: 1433 E. 14TH ST., DES MOINES SALE DATE: APRIL 14, 2020 PRICE: \$165,000 SELLER: MOYER, DONALD BUYER: HANSEN, ALLEN C. SQUARE FEET: 1,652 ACRES: 0.847</p> <p>ADDRESS: 1406 SEVENTH ST., DES MOINES SALE DATE: APRIL 15, 2020 PRICE: \$158,000 SELLER: BANDA, ARMANDO BUYER: ULRING, CALEB J. SQUARE FEET: 2,413 ACRES: 0.138</p> <p>ADDRESS: DISTRICT/PARCEL 320/00399-002-002, WALNUT SALE DATE: APRIL 16, 2020 PRICE: \$50,000 SELLER: KUM & GO LC BUYER: LOUNSBURY & LOUNSBURY PARTNERSHIP SQUARE FEET: 0 ACRES: 1.014</p> <p>ADDRESS: 5495 N.W. 100TH ST., JOHNSTON SALE DATE: APRIL 20, 2020 PRICE: \$1,650,000 SELLER: JOHNSTON LAND DEVELOPMENT LLC BUYER: DENTAL STUDIO JOHNSTON LLC SQUARE FEET: 3,906 ACRES: 1.455</p> <p>ADDRESS: DISTRICT/PARCEL 171/00118-025-000, NEAR ALTOONA SALE DATE: APRIL 20, 2020 PRICE: \$1,200,000 SELLER: KOETHE, LEMAR BUYER: EMORY APARTMENTS LC SQUARE FEET: 0 ACRES: 16.197</p> <p>ADDRESS: 1700 E. NINTH ST., DES MOINES SALE DATE: APRIL 21, 2020 PRICE: \$115,000 SELLER: BBT RENTALS LLC BUYER: SPIGPORT IA LLC SQUARE FEET: 2,358 ACRES: 0.172</p> <p>ADDRESS: 1300 MARTIN LUTHER KING JR PARKWAY, DES MOINES SALE DATE: APRIL 21, 2020 PRICE: \$198,000 SELLER: MILLERS HARDWARE INC BUYER: 1300 MLK LLC SQUARE FEET: 6,600 ACRES: 0.883</p> <p>ADDRESS: 5075 E. UNIVERSITY AVE., PLEASANT HILL SALE DATE: APRIL 22, 2020 PRICE: \$1,450,490 SELLER: RUETER FARMS INC BUYER: PCWDM II LLC SQUARE FEET: 18,900 ACRES: 1.65</p> <p>ADDRESS: 2951 E. WALNUT ST., DES MOINES</p>
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<p>SALE DATE: APRIL 22, 2020 PRICE: \$390,000 SELLER: PCWDM II LLC BUYER: RUETER FARMS INC SQUARE FEET: 9,592 ACRES: 0.506</p> <p>ADDRESS: 2894 106TH ST., URBANDALE SALE DATE: APRIL 22, 2020 PRICE: \$1,898,360 SELLER: RUETER FARMS INC BUYER: PCWDM II LLC SQUARE FEET: 24,686 ACRES: 2.72</p> <p>ADDRESS: 5605 N.W. 100TH ST., JOHNSTON SALE DATE: APRIL 22, 2020 PRICE: \$2,341,140 SELLER: RUETER FARMS INC BUYER: PCWDM II LLC SQUARE FEET: 33,460 ACRES: 4.487</p> <p>ADDRESS: 3021 WOODLAND AVE., DES MOINES SALE DATE: APRIL 22, 2020 PRICE: \$1,175,000 SELLER: WOODLAND HEIGHTS APARTMENTS LLC BUYER: THOENI, JOHN SQUARE FEET: 11,632 ACRES: 0.795</p> <p>ADDRESS: 1102 ARMY POST ROAD, DES MOINES SALE DATE: APRIL 23, 2020 PRICE: \$47,500 SELLER: BUTLER, EDWARD S BUYER: BMC5 LLC SQUARE FEET: 840 ACRES: 0.177</p> <p>ADDRESS: 1200 S.W. BROOKSIDE CIR, SUITE 6, GRIMES SALE DATE: APRIL 23, 2020 PRICE: \$155,000 SELLER: FERGUSON REAL ESTATE SERVICES LC BUYER: RENDA PROPERTIES 2 LC</p>	<p>SQUARE FEET: 21,600 ACRES: 0.134</p> <p>ADDRESS: 1200 S.W. BROOKSIDE CIR, SUITE 3, GRIMES SALE DATE: APRIL 23, 2020 PRICE: \$310,000 SELLER: FERGUSON PROPERTY MANAGEMENT SERVICES LC BUYER: RENDA PROPERTIES 2 LC SQUARE FEET: 43,200 ACRES: 0.267</p> <p>ADDRESS: 1533 OHIO ST., DES MOINES SALE DATE: APRIL 24, 2020 PRICE: \$300,000 SELLER: NEWTON PROPERTIES INVESTMENTS LLC BUYER: MOHRFELD HOLDINGS LLC SQUARE FEET: 2,520 ACRES: 0.448</p> <p>ADDRESS: 851 19TH ST., DES MOINES SALE DATE: APRIL 24, 2020 PRICE: \$395,000 SELLER: 19TH & CROCKER LLC BUYER: SHERMAN HILLS ASSOCIATION, INC. SQUARE FEET: 0 ACRES: 0.485</p> <p>ADDRESS: 2405 FOREST AVE., DES MOINES SALE DATE: APRIL 24, 2020 PRICE: \$304,000 SELLER: JOHN CHAVAS INC BUYER: DRAKE UNIVERSITY SQUARE FEET: 3,200 ACRES: 0.301</p> <p>ADDRESS: 851 19TH ST., DES MOINES SALE DATE: APRIL 24, 2020 PRICE: \$380,000 SELLER: SHERMAN HILL ASSOCIATION, INC. BUYER: JENS5 LLC SQUARE FEET: 0 ACRES: 0.485</p> <p>ADDRESS: DISTRICT/PARCEL 181/00002-</p>	<p>002-111, ANKENY SALE DATE: APRIL 24, 2020 PRICE: \$6,946,780 SELLER: DENNY ELWELL FAMILY LC BUYER: DLE SEVEN LLC SQUARE FEET: 0 ACRES: 146.656</p> <p>ADDRESS: 601 S.W. NINTH ST., DES MOINES SALE DATE: APRIL 28, 2020 PRICE: \$1,940,000 SELLER: HUBBELL REALTY COMPANY BUYER: 601 SW 9TH STREET LLC SQUARE FEET: 51,685 ACRES: 3.967</p> <p>ADDRESS: 356 N.W. MAIN ST., ELKHART SALE DATE: APRIL 28, 2020 PRICE: \$150,000 SELLER: MC KINNEY MANAGEMENT LLC BUYER: OCHOA ORELLANA, SALVADOR SQUARE FEET: 3,960 ACRES: 0.161</p> <p>ADDRESS: 6208 DOUGLAS AVE., DES MOINES SALE DATE: APRIL 29, 2020 PRICE: \$200,000 SELLER: JOHNSON, ROBERT D BUYER: SULLIVAN HOLDINGS LLC SQUARE FEET: 3,982 ACRES: 0.346</p> <p>ADDRESS: 1105 N ANKENY BLVD., ANKENY SALE DATE: APRIL 29, 2020 PRICE: \$229,200 SELLER: DTK PROPERTIES LLC BUYER: DENNY ELWELL FAMILY LC SQUARE FEET: 12,532 ACRES: 1.579</p> <p>ADDRESS: 3300 101ST ST., URBANDALE SALE DATE: APRIL 30, 2020 PRICE: \$1,475,000 SELLER: MC GUIRE PROPERTIES, LLC BUYER: TDD INVESTMENTS LLC SQUARE FEET: 15,000 ACRES: 2.009</p>	<p>ADDRESS: 2019 GRAND AVE., WEST DES MOINES SALE DATE: APRIL 30, 2020 PRICE: \$800,000 SELLER: SKATE WEST INC BUYER: WEST GREEN INDUSTRIAL PARK LLC SQUARE FEET: 18,368 ACRES: 2</p> <p>ADDRESS: 311 N. ANKENY BLVD., ANKENY SALE DATE: APRIL 30, 2020 PRICE: \$1,500,000 SELLER: THISTLE DEW PROPERTIES LLC BUYER: MODD PROPERTIES LLC SQUARE FEET: 6,840 ACRES: 1.205</p> <p>ADDRESS: 1730 ALL-STATE COURT, WEST DES MOINES SALE DATE: APRIL 30, 2020 PRICE: \$315,000 SELLER: JAW INVESTMENTS LLC BUYER: NEXT PHASE DEVELOPMENT LLC SQUARE FEET: 0 ACRES: 5.33</p> <p>ADDRESS: 4119 S.W. NINTH ST., DES MOINES SALE DATE: MAY 1, 2020 PRICE: \$150,000 SELLER: HILLMAN, MARK J BUYER: DAPC BUILDING 2 LLC SQUARE FEET: 2,505 ACRES: 0.463</p> <p>ADDRESS: 4119 S.W. NINTH ST., DES MOINES SALE DATE: MAY 1, 2020 PRICE: \$150,000 SELLER: MARK J HILLMAN TRUST BUYER: DAPC BUILDING 2 LLC SQUARE FEET: 2,505 ACRES: 0.463</p> <p>ADDRESS: DISTRICT/PARCEL 221/00212-923-001, PLEASANT HILL SALE DATE: MAY 1, 2020 PRICE: \$50,000</p>	<p>SELLER: GREAT SOUTHERN BANK BUYER: B&B NICHOLSON PROPERTIES LLC SQUARE FEET: 0 ACRES: 1.358</p> <p>ADDRESS: 5875 N.E. 12TH AVE., PLEASANT HILL SALE DATE: MAY 4, 2020 PRICE: \$350,000 SELLER: LINCOLN DRIVE LLC BUYER: B&B NICHOLSON PROPERTIES LLC SQUARE FEET: 0 ACRES: 1.867</p> <p>ADDRESS: 212 12TH ST., DES MOINES SALE DATE: MAY 5, 2020 PRICE: \$670,000 SELLER: THE GRAHAM GROUP INC BUYER: HURD PLATTSMOUTH, LLC SQUARE FEET: 0 ACRES: 0.4</p> <p>ADDRESS: 3916 NINTH ST., DES MOINES SALE DATE: MAY 6, 2020 PRICE: \$175,000 SELLER: BBT RENTALS LLC BUYER: JEWETT, LOGAN E SQUARE FEET: 2,237 ACRES: 0.152</p> <p>ADDRESS: 3700 MARTIN LUTHER KING JR PARKWAY, DES MOINES SALE DATE: MAY 6, 2020 PRICE: \$1,425,000 SELLER: SUMMER WOODS APTS LLC BUYER: GARDEN COURT APARTMENTS LLC SQUARE FEET: 36,000 ACRES: 1.083</p> <p>ADDRESS: 1293 EIGHTH ST., WEST DES MOINES SALE DATE: MAY 7, 2020 PRICE: \$3,300,000 SELLER: BAY BREEZE LLC BUYER: MIDTOWN REAL ESTATE SERVICES LLC SQUARE FEET: 4,995 ACRES: 1.329 ■</p>
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