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CITYVIEW'S

# BUSINESS JOURNAL



## THE BUSINESS OF DEATH

COVID-19, rising costs speed up changes in the funeral industry.

By Tammy Pearson

One would be hard pressed to find an industry that isn't changing with the times, and the funeral industry is no different. Cremation continues to rise in popularity. Technology, spurred by COVID-19, is increasingly integral to funerals. Services are becoming more personalized. And, perhaps the greatest change is one of attitude, illustrated by the simple fact that the "funeral" is now increasingly referred to as a "celebration of life."

## Cremation surpasses burial — in number, not cost

Cremation has steadily grown in popularity, until now it outnumbers burials. The National Funeral Directors Association's (NFDA) "2020 Cremation & Burial Report" indicated that the projected burial rate for the year would be 37.5% (down 7.7% from 2015) and the projected cremation rate would be 56% (up 8.1% from 2015). The NFDA predicts that, by 2025, the burial rate will be 30.6%, and the cremation rate will be 63.3%. (<https://nfda.org/news/trends-in-funeral-service>)

With the rising costs of funerals, many find cremation to be a simpler and more affordable option.

"Direct cremation has no attendees and no ceremonies. This may seem a tad austere, but there's a growing demand for unpretentious, no-frills services like these," according to The New Economy (<https://www.theneweconomy.com/business/the-funeral-industry-begins-to-bury-tradition>). "It also makes financial sense: Families can save thousands by holding a personal memorial service afterwards instead of a formal ceremony in a church."

About 80% of his clientele who choose cremation also choose to have viewing and/or services for their loved one, says Pete Eicher, funeral director, Hamilton's Funeral Home.

Death care, according to The New Economy, is a \$21 billion industry, with the average U.S. funeral costing more than \$9,000.

The NFDA has calculated the median cost of a funeral with viewing and burial by totaling the costs of basic services fees, transportation of remains, preparation of the body (embalming, casketing, cosmetology, dressing etc.), a metal casket, use of facilities for viewing and funeral, memorial printing, etc. Add in the cost of a vault, required by most cemeteries, and the total tops \$9,000. That total does not include cemetery plot purchase and opening, a monument or other miscellaneous costs such as flowers.

In contrast, the NFDA calculated the median cost of cremation with a funeral and viewing to be \$5,150, which includes basic services fee, transportation of remains, body preparation, use of facilities for viewing and funeral, basic memorial items and cremation fee. The cost does not include a cremation casket, rental casket or cremation container; urn; or cemetery costs if the family chooses burial of the cremated remains.

While cremation has become more commonplace, the number increased further during the pandemic. More than half of funeral directors reported increases in cremation rates due to the coronavirus pandemic, according to the NFDA's "2020 Cremation & Burial Report," which attributed the increase to the "sheer



With the rising costs of funerals, many find cremation to be a simpler and more affordable option.

volume of deaths."

Cost, however, isn't the only factor driving the increase in cremations, said Blair Overton, owner, Merle Hay Funeral Home, Brooks Funeral Care, and The Cremation Society of Iowa. Some think it is more environmentally friendly than burial while others know they are not "going back home" to where they were raised, he says. "People used to be born, raised and died close to home. People are more transient now and not going back for burial."

### Incorporating technology

As with other businesses, funeral homes have been putting technology to use in promoting their business, making options and products easy to review online, and communicating with customers. Their websites provide information and a means for the public to contact them.

Technology is also impacting funeral services. Slideshows and videos of the deceased person's life have become common.

"They are powerful and wonderful," says Overton, adding that he sees those "growing and improving" along with technology. He is building a new funeral home and says that the technology is incorporated into the construction, with flat panel televisions and cameras in place for showing videos and recording

services.

And, while livestreaming of services was around pre-COVID-19, the pandemic made it a standard option.

"Streaming was a godsend," said Overton. "Limited people could attend services, so streaming became more important." The link to the recording of the service is now often a part of the obituary and family and friends can keep a copy on DVD as well, he said.

Nearly half of its member funeral homes started offering livestreaming when COVID-19 shut down many public gatherings, reports the NFDA, and the organization expects this trend to continue.

While livestreaming was instrumental during the pandemic, many people "missed the personal touch," said Eicher. "People still desire that personal contact. It's very moving. Day to day, many forget the importance of that." He added that livestreaming has quickly fallen to the wayside once restrictions of attendance were lifted.

The Internet has also provided additional ways to memorialize the deceased, said Overton, pointing to various platforms where people can express their



Blair Overton

## FEATURE

condolences online. Some people have opted out of having visitations where people can share their grief in person, which he says is important to healing.

"I'm a big believer in visitation, where one can give and receive care," says Overton, who quoted his father, "Grief shared is grief diminished." Without a formal visitation time, those initial meetings with other people will be in public places, which can make for an awkward situation as people try to express their condolences.

## Personalized touches hallmark of today's services

Funerals have become more individualized, with a number of different ways family and friends can memorialize the deceased. From selecting favorite songs to playing slideshows and videos of the person's life to displaying their prized possessions, visitation and services often capture highlights of the loved one's life. Some services go even further, with themes reflecting the person's interests and hobbies.

"As baby boomers age and find themselves having to plan funerals for loved ones and themselves, they are making funeral choices based on values that are different than previous generations," according to the NFDA. "Baby boomers see funerals as a valuable part of the grieving process and are seeking ways to make them meaningful.

"Today, funeral service consumers are planning funeral services that are as unique as the person who died," the NFDA continued. "The idea of making funerals personal has resulted in an explosion of unique services that reflect the hobbies, passions and interests of someone who has died. By making a funeral reflective of the life of the individual who died, the service can be more meaningful."

One funeral had the deceased's motorcycle at the service, said Eicher. Another, this one for a Corvette enthusiast, had the person's Corvette in the parking lot and others drove theirs to the service. Another funeral had a baseball theme.

"The possibilities are endless" when it comes to personalizing a service as a "reflection of the person," Eicher added.

## A new meaning for funerals: a celebration of life

As with many difficult-to-discuss topics, death has its share of euphemisms, such as "passing on." The word "funeral" is also giving way to more agreeable terms such as "celebration of life." Overton and Eicher agree: The two terms refer to the same thing. However, the change in terminology reflects the changing nature of the funeral, with greater emphasis on

sharing memories, noting accomplishments, and focusing on the deceased's life rather than death.

"We are consciously trying to change the terminology," says Overton. "People want to personalize the services and share how their loved ones' lives live on — and we should celebrate that," he said.

While some families build their services around their faith, others focus on family or what the deceased liked to do. "If it's important to you, build around that," Overton said.

Regardless of whether a family chooses cremation or burial, Overton and Eicher stress the importance of having a service of some kind.

Families sometimes think that they can't have services with cremation.

"The increase comes with education and informing them of their options," said Eicher.

"We try to let people know they can still memorialize their loved one even if they selected cremation," said Overton, adding that families can hold visitation and viewing prior to cremation or services after cremation.

"COVID-19 reinforced for many the importance of funerals," said Overton. Families struggled to say good-bye to loved ones. Some had relatives they could not visit near the end of their lives because they were in nursing homes or hospitals, and visiting wasn't allowed. Then, funeral attendance was limited. "There was a void, and it was harder to heal," he added.

Overton cited the need for closure and the chance to express and share grief as reasons why funerals are important. Without that, many people can struggle to move forward, he says.

## Making one's own plans

Helping families plan a funeral — generally after a death has occurred — has led funeral directors to encourage people to pre-plan their own services. While Overton and Eicher have seen different degrees of success in this area, they agree that pre-planning takes the weight off survivors during a difficult time.

"Planning funerals in advance allows individuals to plan a memorable funeral service that reflects their wishes," according to the NFDA. "With advance planning, families today can plan celebrations of life as unique as the individual being remembered."

Overton has seen families unable to agree on what their loved ones may have wanted. "They have received



Pete Eicher

## A NEW FACE OF THE PROFESSION

<https://nfda.org/news/trends-in-funeral-service>  
National funeral Directors Association

"Funeral service has traditionally been a male-dominated profession. It also has been a 'family' profession, with firms being passed down from one generation to the next. Today, people who didn't traditionally choose funeral service as a career are joining the profession and finding it very rewarding. In fact, many of today's mortuary school graduates do not have family members working in funeral service and have decided to join the profession as a second career. There are many opportunities for people thinking about joining funeral service.

"Today, more than 60% of mortuary science students in the United States are women. Many of these women have discovered and are attracted to the skills and traits needed as a funeral director, including communication skills, compassion, a desire to comfort those coping with a death, as well as organizational and event-planning skills." ■

mixed messages and are not sure what to do." Families who find that their loved one has pre-planned are relieved of the responsibility and stress and can focus on their grief, he said.

"It's a great gift to the loved ones who survive," said Eicher. "I deal with families who are so glad their loved one did this. They can focus on their emotions rather than the details."

"There's no downside to pre-planning. Don't leave those unanswered questions," said Overton.

## The role of the funeral

"It is impossible that anything so natural, so necessary, and so universal as death, should ever have been designed by providence as an evil to mankind." — Jonathan Swift (1667-1745) Irish-born English satirist

While death may be a difficult topic of conversation, the inevitableness of it means many of us will find ourselves in an end-of-life discussion at some point — whether we are making arrangements for a loved one or contemplating our own final wishes. While new options for the disposition of remains will develop ("green" options such as composting are gaining in popularity), while new features will be introduced to services, while technology will continue to evolve, one certainty that threads through generations of traditions is that, upon death, those who loved us will be drawn to each other for comfort. Whatever form funeral services will take, they will provide the means for us to gather, share and heal. ■

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## COMMERCIAL REAL ESTATE

## COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM MAY 28, 2021, THROUGH JUNE 22, 2021.

**ADDRESS: 2216 E. 14TH ST., DES MOINES**  
SALE DATE: MAY 28, 2021  
SALE PRICE: \$520,000  
SELLER: FRIES PROPERTIES LLC  
BUYER: TWO AMIGOS AUTO SALES INC.  
SQUARE FEET: 2,440  
ACRES: 0.55

**ADDRESS: 1536 SECOND AVE., DES MOINES**  
SALE DATE: MAY 28, 2021  
SALE PRICE: \$325,000  
SELLER: MIDWESTONE BANK  
BUYER: LAURIDSEN, WALTER  
SQUARE FEET: 6,402  
ACRES: 0.449

**ADDRESS: 1151 MARTIN LUTHER KING JR. PARKWAY, DES MOINES**  
SALE DATE: MAY 29, 2021  
SALE PRICE: \$190,000  
SELLER: FORTNITE HOLDINGS LLC  
BUYER: PERRY, ALEXANDRA  
SQUARE FEET: 2,247  
ACRES: 0.145

**ADDRESS: 1617 S. ANKENY BLVD., ANKENY**  
SALE DATE: MAY 31, 2021  
SALE PRICE: \$300,000  
SELLER: HANDLEY, LARRY J.  
BUYER: FOR THE KIDS VII LLC  
SQUARE FEET: 6,210  
ACRES: 1.491

**ADDRESS: 6355 N.E. 14TH ST., DES MOINES**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$4,500,000  
SELLER: ABK RENTALS LLC  
BUYER: KLINE ELECTRIC INC.  
SQUARE FEET: 51,520  
ACRES: 5.888

**ADDRESS: 5750 N.W. BEAVER DRIVE, UNIT 1, JOHNSTON**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$2,500,000  
SELLER: AMT PROPERTY HOLDINGS LLC  
BUYER: IPE1031 REV379 LLC  
SQUARE FEET: 22,570  
ACRES: 2.535

**ADDRESS: 1125 21ST ST., DES MOINES**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$192,000  
SELLER: OPEN DOOR PROPERTIES IA LLC  
BUYER: KW PROPERTIES LLC  
SQUARE FEET: 3,169  
ACRES: 0.244

**ADDRESS: 6046 N.E. INDUSTRY DRIVE, DES MOINES**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$16,550,020  
SELLER: TRANSCREDIT LC  
BUYER: ELIDAN LLC  
SQUARE FEET: 248,400  
ACRES: 15.861

**ADDRESS: 1348 E. EUCLID AVE., DES MOINES**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$1,635,000  
SELLER: MEIER FAMILY LLC  
BUYER: 148 E. EUCLID AVE.  
SQUARE FEET: 28,597  
ACRES: 2.477

**ADDRESS: 1318 23RD ST., DES MOINES**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$142,500  
SELLER: OPEN DOOR PROPERTIES IA LLC  
BUYER: CHAMBERS, NATHAN D.  
SQUARE FEET: 2,122  
ACRES: 0.198

**ADDRESS: 145 ARTHUR AVE., DES MOINES**  
SALE DATE: JUNE 1, 2021  
SALE PRICE: \$220,000  
SELLER: TRADITION HOME

BUILDERS LLC  
BUYER: JR&G CABLE  
UNDERGROUND LLC  
SQUARE FEET: 3,000  
ACRES: 0.165

**ADDRESS: 3600 MERLE HAY ROAD, DES MOINES**  
SALE DATE: JUNE 2, 2021  
SALE PRICE: \$1,255,000  
SELLER: MICROMONT HOLDINGS 6 LLC  
BUYER: IMPERIAL DES MOINES LLC  
SQUARE FEET: 3,562  
ACRES: 0.791

**SOLD!.... ROYAL OAKS APARTMENT COMPLEX**  
The 11-acres of real estate containing the Royal Oaks apartment complex at 2400 Hickman Road in Des Moines sold June 2. Hickman Partners LLC bought the 200-plus-units from Royal Oaks DSM LLC for \$8.7 million and change.  
**ADDRESS: 2400 HICKMAN ROAD, DES MOINES**  
SALE DATE: JUNE 2, 2021  
SALE PRICE: \$8,729,000  
SELLER: ROYAL OAKS DSM LLC  
BUYER: HICKMAN PARTNERS LLC  
SQUARE FEET: 149,519  
ACRES: 11.088

**ADDRESS: 1114 S.E. BELMONT DRIVE, ANKENY**  
SALE DATE: JUNE 2, 2021  
SALE PRICE: \$3,740,000  
SELLER: REILAND RENTALS LLC  
BUYER: ANKENY 8 LLC  
SQUARE FEET: 49,600  
ACRES: 3.581

**ADDRESS: 12129 UNIVERSITY AVE., CLIVE**  
SALE DATE: JUNE 3, 2021  
SALE PRICE: \$8,850,000  
SELLER: UCI HOLDINGS LLC  
BUYER: MD4 CLIVE LLC  
SQUARE FEET: 22,305  
ACRES: 1.739

**ADDRESS: N.W. IRVINE DALE DRIVE AND N.W. 36TH STREET, ANKENY**  
SALE DATE: JUNE 3, 2021  
SALE PRICE: \$2,015,510  
SELLER: FIVE STAR DEVELOPMENT NO IV LLC  
BUYER: MIKKELSEN, SCOTT D.  
SQUARE FEET: 0  
ACRES: 8.934

**ADDRESS: 1831 S.E. PRINCETON DRIVE, GRIMES**  
SALE DATE: JUNE 3, 2021  
SALE PRICE: \$275,000  
SELLER: NEWARK LAND TRUST LC  
BUYER: SIMPSON, MIKE  
SQUARE FEET: 0  
ACRES: 2.122

**ADDRESS: 6931 DOUGLAS AVE., URBANDALE**  
SALE DATE: JUNE 3, 2021  
SALE PRICE: \$940,000  
SELLER: CLAIBORNE, CARY C.  
BUYER: URBANDALE CENTER LLC  
SQUARE FEET: 9,000  
ACRES: 1.102

**ADDRESS: 6657 DOUGLAS AVE., URBANDALE**  
SALE DATE: JUNE 3, 2021  
SALE PRICE: \$70,000  
SELLER: GREENFIELD ENVIRONMENTAL MULTI TRUST LLC (TRUSTEE)  
BUYER: STANBROUGH COMPANIES, LLC  
SQUARE FEET: 0  
ACRES: 0.477

**ADDRESS: 310 N.W. CHAPEL DRIVE, ANKENY**  
SALE DATE: JUNE 4, 2021  
SALE PRICE: \$4,860,000  
SELLER: STATE STREET 206

COOPERATIVE INC.  
BUYER: SPG INC.  
SQUARE FEET: 50,226  
ACRES: 2.88

**SOLD!.... PRIME SPOT IN WEST DES MOINES**  
The .874-acres of land at 1570 22nd St. in West Des Moines sold on June 4 to Food LLC for \$2.575 million. Westowne Center Associates LLC is listed as the seller. This is the real estate between Greater Iowa Credit Union and McDonald's.  
**ADDRESS: 1570 22ND ST., WEST DES MOINES**  
SALE DATE: JUNE 4, 2021  
SALE PRICE: \$2,575,000  
SELLER: WESTOWNE CENTER ASSOCIATES LLC  
BUYER: FOOD, LLC  
SQUARE FEET: 0  
ACRES: 0.874

**ADDRESS: 2005 S.E. SIXTH ST., DES MOINES**  
SALE DATE: JUNE 4, 2021  
SALE PRICE: \$150,000  
SELLER: ROTH & SONS SERVICES LC  
BUYER: A&J'S PROPERTIES LLC  
SQUARE FEET: 1,812  
ACRES: 0.123

**SOLD!.... ABELARDO'S BUILDING**  
The Ingersoll Avenue building that houses Abelardo's Mexican Food, at 2500 and 2510 Ingersoll Ave. in Des Moines, recently sold to Woodsonia Acquisitions, LLC for \$1 million. Noah and Sara Ann Lacona Revocable Trust is listed as the seller. Plans for a new Starbucks have been put in motion for the 3,873-square-foot building that sits on nearly 1 acre.  
**ADDRESS: 2510 INGERSOLL AVE., DES MOINES**  
SALE DATE: JUNE 4, 2021  
SALE PRICE: \$1,000,000  
SELLER: NOAH L & SARA ANN LACONA REVOCABLE TRUST  
BUYER: WOODSONIA ACQUISITIONS, LLC  
SQUARE FEET: 3,873  
ACRES: 0.939

**ADDRESS: E. BROADWAY AND SUMMER STREETS, POLK CITY**  
SALE DATE: JUNE 7, 2021  
SALE PRICE: \$47,500  
SELLER: SIMMER, DERLE G. ESTATE  
BUYER: FIRST CHOICE RENOVATIONS, LLC  
SQUARE FEET: 720  
ACRES: 0.2

**ADDRESS: 617 SCOTT AVE., DES MOINES**  
SALE DATE: JUNE 7, 2021  
SALE PRICE: \$175,000  
SELLER: GLADFELDER, REBECCA LYNN  
BUYER: OCHOA, LUIS E.  
SQUARE FEET: 5,732  
ACRES: 0.386

**ADDRESS: 206 S.E. DELAWARE AVE., ANKENY**  
SALE DATE: JUNE 9, 2021  
SALE PRICE: \$940,000  
SELLER: CSB ASSETS LLC  
BUYER: ANKENY HOTELS IA LLC  
SQUARE FEET: 22,880  
ACRES: 1.705

**ADDRESS: 2508 DEAN AVE., DES MOINES**  
SALE DATE: JUNE 9, 2021  
SALE PRICE: \$190,000  
SELLER: RENSLow, DOUGLAS W. JR.  
BUYER: HOLT SALES & SERVICE LLC  
SQUARE FEET: 4,448  
ACRES: 0.464

**ADDRESS: 1955 S.E. OAK DRIVE, ANKENY**  
SALE DATE: JUNE 9, 2021  
SALE PRICE: \$469,930  
SELLER: TWIN OAKS-OAK DRIVE LLC  
BUYER: CHARIS ENTERPRISES LLC  
SQUARE FEET: 0  
ACRES: 2.697

**ADDRESS: 3901 INGERSOLL AVE., DES MOINES**  
SALE DATE: JUNE 9, 2021  
SALE PRICE: \$950,000  
SELLER: BROWN OFFICE LLC  
BUYER: 3901 INGERSOLL LLC  
SQUARE FEET: 4,480  
ACRES: 0.756

**ADDRESS: 1200 S.E. 25TH ST., GRIMES**  
SALE DATE: JUNE 9, 2021  
SALE PRICE: \$802,440  
SELLER: M-KEDS LTD II  
BUYER: SP IOWA PROPERTIES LLC  
SQUARE FEET: 0  
ACRES: 4.386

**ADDRESS: 222 N.W. COLLEGE AVE., ANKENY**  
SALE DATE: JUNE 10, 2021  
SALE PRICE: \$390,000  
SELLER: 222 N.W. COLLEGE RESIDENTIAL COOP  
BUYER: STANBROUGH RESIDENTIAL LLC  
SQUARE FEET: 4,416  
ACRES: 0.482

**ADDRESS: 630 HILLSIDE AVE., DES MOINES**  
SALE DATE: JUNE 10, 2021  
SALE PRICE: \$572,500  
SELLER: DSM HOUSING LLC  
BUYER: E&M PROPERTIES LLC  
SQUARE FEET: 5,260  
ACRES: 0.746

**ADDRESS: 1408 31ST ST., DES MOINES**  
SALE DATE: JUNE 11, 2021  
SALE PRICE: \$550,350  
SELLER: GRAZIANO JR, CHARLES D.  
BUYER: NEIGHBORHOOD DEVELOPMENT CORPORATION  
SQUARE FEET: 6,240  
ACRES: 0.41

**ADDRESS: 2915 COTTAGE GROVE AVE., DES MOINES**  
SALE DATE: JUNE 11, 2021  
SALE PRICE: \$211,000  
SELLER: DUNCAN, DAVID  
BUYER: CHESNUT, COLLIN WALLACE  
SQUARE FEET: 2,838  
ACRES: 0.183

**ADDRESS: 3708 S.E. 14TH ST., DES MOINES**  
SALE DATE: JUNE 11, 2021  
SALE PRICE: \$5,430,000  
SELLER: SOUTHERN KNOLLS LLC  
BUYER: VARECO 3708 S.E. 14TH LLC  
SQUARE FEET: 82,863  
ACRES: 6.403

**SOLD!.... VALLEY JUNCTION BUILDING AT 413 FIFTH STREET**  
The West Des Moines building at 413 Fifth Street sold to WB Holdings LLC for \$475,000 on June 14.  
**ADDRESS: 413 FIFTH ST., WEST DES MOINES**  
SALE DATE: JUNE 14, 2021  
SALE PRICE: \$475,000  
SELLER: JRC INVESTMENTS LLC  
BUYER: WB HOLDINGS LLC  
SQUARE FEET: 6,830  
ACRES: 0.2

**ADDRESS: 5480 N.W. BEAVER DRIVE, JOHNSTON**  
SALE DATE: JUNE 14, 2021  
SALE PRICE: \$1,350,000  
SELLER: MARINA DEVELOPMENT LLC

BUYER: FRANKLIN REAL ESTATE LLC  
SQUARE FEET: 18,975  
ACRES: 1.566

**SOLD!.... BOB BROWN BUILDING ON MERLE HAY**  
A former Bob Brown Chevrolet location (1967-2012), which transitioned to a Bob Brown used vehicle sales location has been sold. RGBA LC paid just more than \$3 million for the 7-acre property at 4224 Merle Hay Road in Urbandale. The sale date is listed as June 14, according to Polk County records.  
**ADDRESS: 4224 MERLE HAY ROAD, DES MOINES**  
SALE DATE: JUNE 14, 2021  
SALE PRICE: \$3,034,210  
SELLER: DLE SEVEN LLC  
BUYER: RGBA LC  
SQUARE FEET: 74,936  
ACRES: 7.028

**ADDRESS: 4216 INGERSOLL AVE., DES MOINES**  
SALE DATE: JUNE 15, 2021  
SALE PRICE: \$425,000  
SELLER: TOP IOWA PROPERTIES LLC  
BUYER: DICKEY PROPERTIES LLC  
SQUARE FEET: 5,057  
ACRES: 0.361

**ADDRESS: 2900 EASTON BLVD., DES MOINES**  
SALE DATE: JUNE 16, 2021  
SALE PRICE: \$320,000  
SELLER: EAT CAKE LLC  
BUYER: NICK WEBBER & COMPANY LLC  
SQUARE FEET: 3,330  
ACRES: 0.165

**ADDRESS: 2525 N. ANKENY BLVD., UNIT 103 BUILDING 1, ANKENY**  
SALE DATE: JUNE 16, 2021  
SALE PRICE: \$515,000  
SELLER: COTTONWOOD PLACE ON 26TH LLC  
BUYER: BINARY LOGISTICS LLC  
SQUARE FEET: 2,500  
ACRES: 0.269

**ADDRESS: 1919 DELAWARE AVE., DES MOINES**  
SALE DATE: JUNE 16, 2021  
SALE PRICE: \$82,500  
SELLER: 1919 DELAWARE LLC  
BUYER: CELEYA NIEVES, ARTURO M.  
SQUARE FEET: 0  
ACRES: 0.455

**ADDRESS: 7201 S.E. FIFTH ST., DES MOINES**  
SALE DATE: JUNE 17, 2021  
SALE PRICE: \$4,900,000  
SELLER: HILLCREST GROUP LLC  
BUYER: DSM PORTFOLIO 1 HOLDINGS LLC  
SQUARE FEET: 73,476  
ACRES: 4.75

**ADDRESS: 200 DICKMAN ROAD, DES MOINES**  
SALE DATE: JUNE 17, 2021  
SALE PRICE: \$13,400,000  
SELLER: WILLOW PARK PARTNERS LLC  
BUYER: DSM PORTFOLIO 1 HOLDINGS LLC  
SQUARE FEET: 223,732  
ACRES: 21.026

**ADDRESS: 5305 MERLE HAY ROAD, JOHNSTON**  
SALE DATE: JUNE 17, 2021  
SALE PRICE: \$520,000  
SELLER: 5305 LLC  
BUYER: VETCOR OF JOHNSTON LLC  
SQUARE FEET: 5,415  
ACRES: 0.744

**ADDRESS: 480 S. 19TH ST., WEST DES MOINES**  
SALE DATE: JUNE 17, 2021  
SALE PRICE: \$331,000

SELLER: HUYNH, CHRISTINA  
BUYER: KNEIP, DYLAN  
SQUARE FEET: 3,024  
ACRES: 0.257

**ADDRESS: 4136 PARK AVE., DES MOINES**  
SALE DATE: JUNE 17, 2021  
SALE PRICE: \$275,000  
SELLER: AYBARR GROUP LLC  
BUYER: PARK AVE PARTNERS LLC  
SQUARE FEET: 2,006  
ACRES: 0.404

**ADDRESS: 2720 S.W. NINTH ST., DES MOINES**  
SALE DATE: JUNE 18, 2021  
SALE PRICE: \$170,000  
SELLER: STERN, ALAN  
BUYER: QSA LLC  
SQUARE FEET: 1,364  
ACRES: 0.42

**ADDRESS: 1731 GUTHRIE AVE., DES MOINES**  
SALE DATE: JUNE 18, 2021  
SALE PRICE: \$700,000  
SELLER: GUTHRIE ENTERPRISES INC.  
BUYER: T&C PROPERTY INVESTMENTS LLC  
SQUARE FEET: 21,600  
ACRES: 1.219

**ADDRESS: 2232 GEORGE FLAGG PARKWAY, DES MOINES**  
SALE DATE: JUNE 18, 2021  
SALE PRICE: \$475,000  
SELLER: CHAROLD REALTY COMPANY  
BUYER: HAUSER PROPERTIES LLC  
SQUARE FEET: 9,600  
ACRES: 1.07

**ADDRESS: 3619 SIXTH AVE., DES MOINES**  
SALE DATE: JUNE 18, 2021  
SALE PRICE: \$247,000  
SELLER: PUNKY PROPERTIES LLC  
BUYER: FIFTY FIVE THIRTY THREE LLC  
SQUARE FEET: 5,824  
ACRES: 0.149

**ADDRESS: 9999 UNIVERSITY AVE., CLIVE**  
SALE DATE: JUNE 21, 2021  
SALE PRICE: \$2,100,000  
SELLER: KC HOLDINGS XI LLC  
BUYER: IHWOP LLC  
SQUARE FEET: 33,122  
ACRES: 3.918

**ADDRESS: 1106 CLINTON AVE., DES MOINES**  
SALE DATE: JUNE 21, 2021  
SALE PRICE: \$110,000  
SELLER: NAIL, MICHELLE R.  
BUYER: GREEN MT LLC  
SQUARE FEET: 5,023  
ACRES: 0.152

**ADDRESS: 1106 CLINTON AVE., DES MOINES**  
SALE DATE: JUNE 21, 2021  
SALE PRICE: \$122,000  
SELLER: GREEN MT LLC  
BUYER: IVYSUN CAPITAL LLC  
SQUARE FEET: 2,023  
ACRES: 0.152

**ADDRESS: 619 EUCLID AVE., DES MOINES**  
SALE DATE: JUNE 21, 2021  
SALE PRICE: \$150,000  
SELLER: BUCKLEY, JAY R.  
BUYER: FIFTY FIVE THIRTY THREE LLC  
SQUARE FEET: 1,476  
ACRES: 0.152

**ADDRESS: 6130 N.W. 86TH ST., JOHNSTON**  
SALE DATE: JUNE 22, 2021  
SALE PRICE: \$2,163,330  
SELLER: GRD BURLESON LLC  
BUYER: HURD COLUMBUS LLC  
SQUARE FEET: 3,358  
ACRES: 1.288

SMALL BUSINESS ADMINISTRATION LOANS

Borrower Name	City	County	Cong. District	\$ Amount	Jobs Created	Jobs Retained	Existing Jobs	New vs. Existing Business Type
Cv Corporation, Inc.	Janesville, IA	Bremer County	IA (01)	\$250,000	0	34	34	Existing Manufacturing
Cv Land Company, Llc	Janesville, IA	Bremer County	IA (01)	\$1,000,000	0	2	2	Existing Manufacturing
Stirling Lawn Care	Allison, IA	Butler County	IA (04)	\$121,000	0	3	3	Existing Administrative And Support And Waste Management And Remediation Services
Honeypot Wholesale, Inc.	Tipton, IA	Cedar County	IA (02)	\$50,000	2	2	2	New Retail Trade
Midwest Blasting Llc	Mason City, IA	Cerro Gordo County	IA (04)	\$76,000	0	4	4	Existing Construction
Bda Llc	Wheatland, IA	Clinton County	IA (02)	\$364,000	0	5	5	Existing Retail Trade
Bda Llc	Wheatland, IA	Clinton County	IA (02)	\$40,000	0	5	5	Existing Retail Trade
Kerns Building, L.L.C.	Edgewood, IA	Delaware County	IA (01)	\$2,885,000	19	3	72	Existing Retail Trade
Ice Manufacturing, Inc.	Oelwein, IA	Fayette County	IA (01)	\$704,000	33	0	9	New Manufacturing
Bda Llc	Mount Pleasant, IA	Henry County	IA (02)	\$72,000	0	6	6	Existing Retail Trade
Gorden'S Body Shop, L.L.C.	Ida Grove, IA	Ida County	IA (04)	\$40,000	0	3	3	Existing Other Services (Except Public Administration)
Aura Event Center Llc	Williamsburg, IA	Iowa County	IA (01)	\$260,000	1	1	1	New Administrative And Support And Waste Management And Remediation Services
Heartland Subs Ic, Llc	Iowa City, IA	Johnson County	IA (02)	\$275,000	15	0	0	New Accommodation And Food Services
Monticello Buildings Inc.	Monticello, IA	Jones County	IA (01)	\$3,150,000	0	15	15	Existing Manufacturing
Monticello Buildings, Inc	Monticello, IA	Jones County	IA (01)	\$200,000	0	15	15	New Construction
Barre Belle, Llc	Cedar Rapids, IA	Linn County	IA (01)	\$130,000	11	0	11	New Arts, Entertainment, And Recreation
Barrel House Marion Llc	Marion, IA	Linn County	IA (01)	\$532,500	50	0	1	New Accommodation And Food Services
Lyf Endeavors, Llc	Marion, IA	Linn County	IA (01)	\$165,600	0	2	2	Existing Accommodation And Food Services
Lyf Endeavors, Llc	Marion, IA	Linn County	IA (01)	\$9,000	0	2	2	Existing Accommodation And Food Services
Ackerman Properties, Llc	Rock Rapids, IA	Lyon County	IA (04)	\$179,300	2	4	2	Existing Health Care And Social Assistance
Rock River Eye Care, P. C.	Rock Rapids, IA	Lyon County	IA (04)	\$20,000	2	4	2	Existing Health Care And Social Assistance
Bradley Fite	Oskaloosa, IA	Mahaska County	IA (02)	\$50,000	0	3	3	Existing Construction
Bradley Fite	Oskaloosa, IA	Mahaska County	IA (02)	\$50,000	0	3	3	New Construction
Clover Leaf Kitchen, Llc	Pella, IA	Marion County	IA (02)	\$72,000	5	2	2	New Accommodation And Food Services
Michelle Burgess	Marshalltown, IA	Marshall County	IA (01)	\$130,500	3	1	1	New Retail Trade
Sveer 1 Hotel Inc.	Marshalltown, IA	Marshall County	IA (01)	\$1,665,000	2	4	4	New Accommodation And Food Services
Heuer Construction, Inc.	Muscatine, IA	Muscatine County	IA (02)	\$434,000	6	0	49	Existing Construction
Zeman Logistics, Inc.	Sanborn, IA	Obrien County	IA (04)	\$331,100	3	16	16	Existing Transportation And Warehousing
Gs li Sales, Llc	West Des Moines, IA	Polk County	IA (03)	\$285,000	5	0	15	Existing Wholesale Trade
Robert P Sayer	West Des Moines, IA	Polk County	IA (03)	\$150,700	0	1	1	Existing Finance And Insurance
Red Barn Meat Market, Llc	Lamoni, IA	Ringgold County	IA (02)	\$1,680,000	15	15	15	New Manufacturing
Hillandale Properties Llc	Davenport, IA	Scott County	IA (02)	\$1,419,000	10	0	45	Existing Manufacturing
Whitetail Holdings, Llc	Rock Valley, IA	Sioux County	IA (04)	\$1,144,000	3	0	15	Existing Manufacturing

June 2021



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