

CITYVIEW'S

BUSINESS JOURNAL



THE BUSINESS OF VALENTINE'S DAY

For many area merchants, big bucks roll in for the February holiday.

By Colson Thayer

Red roses, boxes of candy, cards, dinners and diamonds — these expressions of love and affection are hits for Valentine's Day, which is now one of the biggest annual retail holidays. The National Retail Federation reports that 2021 saw \$21.8 billion spent on Valentine's gifts for that special someone. The biggest winners are, as may be expected, flower shops, candy companies, clothing stores and jewelers.

The greatest spenders on Valentine's Day are men. Catering to their Valentine's customers, businesses will expect last-minute gift purchases and day-of orders. As a result, businesses will see a spike during the days leading up to, and including, the day of the holiday before quickly returning to normal.



FEATURE

Roses say, "I love you"

Tom Boesen is the third-generation owner of his family flower business. The company dates back to when his grandparents opened a single flower shop in September 1923. Originally known as Beaver Avenue Floral, the business grew to become Boesen the Florist, one of the 25 largest florists in the country. At one time, the company had 17 locations. It now has two. However, Boesen said sales are better than ever because of the Internet.

"I think the reason for our 100-year success probably is, we cherish every customer," he said. Boesen believes his business needs to respect each customer and not take any for granted.

For the floral business, Valentine's Day is the single biggest day of the year. "Valentine's Day is monumental. It's a task, and even people in our industry don't always meet the task," said Boesen. But he doesn't want the Boesen experience to change for any of his customers. "It's the same services we do every day, just a hell of a lot more of them," he promised.

For Boesen to do well on Valentine's Day, he says the company must anticipate its needs ahead of time. In the floral business, everything has a shelf life, so Boesen depends on getting the right quantity of products. For 2022, Valentine's Day falls on a Monday.

"We had to go back to 2011 to look at the last time it fell on a Monday," Boesen explained. This year, Boesen anticipates more than 2,500 deliveries on Valentine's Day. Beyond having the product, he also depends on his people. For the holiday, Boesen needs to have 10 times the staff and 10 times the drivers. Most years, he will have previous employees,



Tom Boesen of Boesen the Florist enlists 10 times the delivery drivers for the anticipated 2,500 Valentine's Day deliveries his business will make.

off-duty police officers, off-duty firefighters and others use their cars and pay them per delivery.

The biggest seller on Valentine's Day is the rose. "Nothing's going to beat the rose. Red rose means 'I love you,'" Boesen said. He has ordered 25,000 roses for the holiday. Men tend to wait until right around the holiday to place their order, he said, and that's why Boesen will see most of their orders placed between Feb. 11-14.

"We wish they'd order in advance," he joked. Meanwhile, the extra workforce and resources are lined up for the big day.



David Stam, co-owner of Chocolaterie Stam, says the shop has extra help at the counter for Valentine's Day, as well as offering pickup for online orders to meet demand.

Sweets for the sweet

David Stam is the co-owner of Chocolaterie Stam, a European-style confectioner. Most of their recipes date back to his grandfather from 1913 Amsterdam. Stam Chocolate has been in the United States since 1997, and Chocolaterie Stam has been in Des Moines since 1997 as well, with three stores in the metro today. Stam said their chocolate is only available at one of their 11 U.S. stores; otherwise, it takes a trip to Europe to obtain it. The ingredients are directly

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sourced from stores and manufacturers in Europe. Stam imports the raw ingredients and turns them into confections.

“We don’t per se make chocolate; we make chocolate into sweets,” he said. The stores not only offer chocolates, but gelato and their own coffee blend.

Similar to the floral industry, Valentine’s Day is the single busiest day of the year for Chocolaterie Stam. Feb. 13 and 14 comprise a huge amount of Stam’s annual business.

“Valentine’s Day means a lot to us, as well as, we hope, it means a lot to our guests,” Stam said.

Chocolaterie Stam offers a variety of ways for customers to order their chocolate all year long. Customers can come to the store to handpick the chocolate they want, and they can also go to the eCommerce site to place orders for pickup or delivery within a 5-mile radius.

On Valentine’s Day, Chocolaterie Stam runs the store a little differently to meet the high demand. Sometimes, the line starts in the store and goes out the door, and it can be that way for 10 or 11 hours. To accommodate, Stam will have an additional four people behind the counter, as well as hosts going up and down the line to hand out free chocolate to guests. Stam’s best advice for Valentine’s Day customers: skip the line and take advantage of the special pickup area designated for online orders.

Stam’s biggest seller around Valentine’s Day is a collection of bon-bons inside an edible heart box.

“If you get a Stam box for Valentine’s Day, it means something,” he explained, adding he hopes the heart boxes remain an iconic Valentine’s Day gift. Another common gift around the holiday is the store’s jewel box, which comes in either a single-layer, 16-piece option or a two-layer, 32-piece option.

All things diamond

Christine Osborne is the general manager of Christopher’s Fine Jewelry and Rare Coins in West Des Moines. Christopher’s has offered a wide variety of jewelry, diamonds, watches and repair services in the community for 40 years. The company moved to its new location, just outside of Jordan Creek Mall, two years ago. Christopher’s has a team of five salespeople who are “great diamond experts, great fashion experts, and super great with repairs as well,” said Osborne.

“For Valentine’s Day, we think of love, and we think of all things diamond,” said Osborne. Around Valentine’s Day, Christopher’s sells exactly what they specialize in: diamonds. Whether it be diamond earrings, necklaces, bracelets or rings, the gem is considered the right gift for the holiday. Additionally, the store sees an increase in engagements around this time of year. The bridal counter becomes particularly busy around Valentine’s Day, which means more diamond engagement ring sales, too.

A lot of “fun gifting ideas” are popular for the holiday as well, said Osborne. This includes the current trend of paper clip chain necklaces and earrings.

“We always like to say that guys are kind of the last-minute shoppers,” Osborne laughed. She expects most of Valentine’s Day shopping to be made 48 hours ahead of time. Sometimes Osborne sees some guys stop in right before dinner. But Osborne promised that Christopher’s is open and ready for those customers.

Besides quality products, Osborne wants customers to know that Christopher’s has quality service, too. Nobody needs to have all the answers this Valentine’s Day. Christopher’s is there to help, she said. To serve the community “is really our joy to do that, especially this time of year when people want to commemorate love.”



Christine Osborne, general manager of Christopher’s Fine Jewelry and Rare Coins in West Des Moines, says they not only have a boost in sales for Valentine’s Day, but also a jump in engagement ring sales around the romantic holiday.

Expressions of love

Whether it’s roses, chocolates or diamonds — or any other special gift that says, “I love you,” Valentine’s day draws shoppers looking for that “perfect” gift for their loved one. Local retailers are gearing up for what many say is their biggest and busiest day of the year. If you are one of those shoppers, rest assured that local shop owners are prepared for the rush and will help you find just what you are looking for.

Of course, it doesn’t hurt to shop early. ■



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COMMERCIAL REAL ESTATE

COMMERCIAL REAL ESTATE TRANSACTIONS IN POLK COUNTY FROM DEC. 7, 2021, THROUGH JAN. 6, 2022.

ADDRESS: 6304 S.W. SEVENTH ST., DES MOINES
SALE DATE: DEC. 7, 2022
SALE PRICE: \$275,000
SELLER: NORTHERN WARREN FIRE & RESPONSE AGENCY
BUYER: LEWIS, RICKY
SQUARE FEET: 5,616
ACRES: 0.691

ADDRESS: 1848 DEAN AVE., DES MOINES
SALE DATE: DEC. 7, 2022
SALE PRICE: \$220,000
SELLER: GILLUM, GARY L.
BUYER: GILLUM, CURT
SQUARE FEET: 8,000
ACRES: 0.862

ADDRESS: 462 W. WALNUT ST., ELKHART
SALE DATE: DEC. 7, 2022
SALE PRICE: \$60,000
SELLER: ROYCE JOHNS REAL ESTATE LLC
BUYER: MEAN MACHINE CYCLE PARTS, LLC
SQUARE FEET: 2,880
ACRES: 0.34

ADDRESS: 6150 S.E. RIO CIRCLE, ANKENY
SALE DATE: DEC. 7, 2022
SALE PRICE: \$22,800,000
SELLER: OPUS DEVELOPMENT COMPANY LLC
BUYER: STAG INDUSTRIAL HOLDINGS LLC
SQUARE FEET: 200,860
ACRES: 11.253

ADDRESS: 2601 104TH ST., URBANDALE
SALE DATE: DEC. 7, 2022
SALE PRICE: \$9,600,000
SELLER: DRA PROPERTIES LC
BUYER: GALLOWAY HOLDINGS LLC
SQUARE FEET: 51,200
ACRES: 6.869

ADDRESS: 630 HILLSIDE AVE., DES MOINES
SALE DATE: DEC. 8, 2022
SALE PRICE: \$625,000
SELLER: E&M PROPERTIES LLC
BUYER: PRIDE REAL ESTATE SERVICES LLC
SQUARE FEET: 5,260
ACRES: 0.746

ADDRESS: 12497 UNIVERSITY AVE., CLIVE
SALE DATE: DEC. 8, 2022
SALE PRICE: \$1,050,000
SELLER: HR OF IOWA LLC
BUYER: HCII-12497 UNIVERSITY AVE. LLC
SQUARE FEET: 0
ACRES: 1.061

ADDRESS: 1449 N.W. 128TH ST., CLIVE
SALE DATE: DEC. 8, 2022
SALE PRICE: \$9,445,070
SELLER: CLIVE WELLNESS CAMPUS BUILDING FIVE LLC
BUYER: HCII-1449 NW 128TH STREET LLC
SQUARE FEET: 37,500
ACRES: 0.643

ADDRESS: 1457 N.W. 128TH ST., CLIVE
SALE DATE: DEC. 8, 2022
SALE PRICE: \$450,000

SELLER: HR OF IOWA LLC
BUYER: HCII-1457 NW 128TH STREET LLC
SQUARE FEET: 0
ACRES: 0.458

ADDRESS: 12495 UNIVERSITY AVE., CLIVE
SALE DATE: DEC. 8, 2022
SALE PRICE: \$14,412,090
SELLER: CLIVE ONCOLOGY CENTER LLC
BUYER: HCII-12495 UNIVERSITY AVENUE LLC
SQUARE FEET: 38,504
ACRES: 0.746

ADDRESS: 12493 UNIVERSITY AVE., CLIVE
SALE DATE: DEC. 8, 2022
SALE PRICE: \$21,642,850
SELLER: CLIVE WELLNESS CAMPUS BUILDING ONE LLC
BUYER: HCII-12493 UNIVERSITY AVENUE LLC
SQUARE FEET: 66,620
ACRES: 1.458

ADDRESS: 4747 N.E. 14TH ST., DES MOINES
SALE DATE: DEC. 8, 2022
SALE PRICE: \$8,750,000
SELLER: A DEVELOPMENT COMPANY LC
BUYER: N3 PROPERTIES, LLC
SQUARE FEET: 87,096
ACRES: 12.96

ADDRESS: NEAR THE INTERSECTON OF N.E. 54TH AVE. AND I-235, ANKENY
SALE DATE: DEC. 8, 2022
SALE PRICE: \$3,220,000
SELLER: LEGACY HOUSBY LLC
BUYER: IPE1031 REV410 LLC
SQUARE FEET: 0
ACRES: 29.26

ADDRESS: 6400 DOUGLAS AVE., URBANDALE
SALE DATE: DEC. 9, 2022
SALE PRICE: \$112,000
SELLER: IMPERIAL PROPERTIES INC
BUYER: MCKEE AUTO CENTER, INC.
SQUARE FEET: 1,828
ACRES: 0.36

ADDRESS: 909 ASHWORTH ROAD, WEST DES MOINES
SALE DATE: DEC. 9, 2022
SALE PRICE: \$18,100,000
SELLER: THE LODGE OF ASHWORTH INC
BUYER: ELITE LODGE OF ASHWORTH LLC
SQUARE FEET: 200,026
ACRES: 11.685

ADDRESS: 8191 BIRCHWOOD COURT, JOHNSTON
SALE DATE: DEC. 10, 2022
SALE PRICE: \$201,780
SELLER: LARCC REALTY INC
BUYER: LARRY LEE GOTTULA TRUST
SQUARE FEET: 36,630
ACRES: 5.321

ADDRESS: 8191 BIRCHWOOD COURT, JOHNSTON
SALE DATE: DEC. 10, 2022
SALE PRICE: \$244,760
SELLER: LARRY GOTTULA PROPERTIES INC

BUYER: LARRY LEE GOTTULA TRUST
SQUARE FEET: 36,630
ACRES: 5.321

ADDRESS: 2125 E. FIRST ST., GRIMES
SALE DATE: DEC. 10, 2022
SALE PRICE: \$1,883,890
SELLER: MENARD INC
BUYER: MLY REAL ESTATE LLC
SQUARE FEET: 0
ACRES: 2.162

ADDRESS: 8191 BIRCHWOOD COURT, JOHNSTON
SALE DATE: DEC. 10, 2022
SALE PRICE: \$446,530
SELLER: LARRY LEE GOTTULA TRUST
BUYER: GOTTULA PROPERTIES LC
SQUARE FEET: 36,630
ACRES: 5.321

ADDRESS: 1120 23RD ST., DES MOINES
SALE DATE: DEC. 13, 2022
SALE PRICE: \$238,500
SELLER: KINCAID PARTNERS LLC
BUYER: MALILOBOO LLC
SQUARE FEET: 3,672
ACRES: 0.147

ADDRESS: 225 E. CENTER ST., DES MOINES
SALE DATE: DEC. 13, 2022
SALE PRICE: \$23,732,000
SELLER: BRIDGE DISTRICT VERVE LLC
BUYER: VERVE TIC OWNER I LLC
SQUARE FEET: 167,480
ACRES: 2.115

ADDRESS: 700 E. COUNTY LINE ROAD, DES MOINES
SALE DATE: DEC. 13, 2022
SALE PRICE: \$1,030,000
SELLER: EASTER LAKE ESTATES INC
BUYER: LEGACY 515 LLC
SQUARE FEET: 15,969
ACRES: 1.983

ADDRESS: 5909 N.W. 90TH ST., JOHNSTON
SALE DATE: DEC. 14, 2022
SALE PRICE: \$180,000
SELLER: WINDSOR OFFICE PARK LLC
BUYER: IMPACT7G, INC.
SQUARE FEET: 0
ACRES: 1.463

ADDRESS: 200 DES MOINES ST., DES MOINES
SALE DATE: DEC. 14, 2022
SALE PRICE: \$27,310,000
SELLER: BRIDGE DISTRICT LLC
BUYER: VELOCITY TIC OWNER II LLC
SQUARE FEET: 161,972
ACRES: 1.809

ADDRESS: 4901 N.W. URBANDALE DRIVE, URBANDALE
SALE DATE: DEC. 15, 2022
SALE PRICE: \$2,400,000
SELLER: SPENCER PARTNERS LLC
BUYER: STUDIO MYM LLC
SQUARE FEET: 12,400
ACRES: 1.594

ADDRESS: 4145 MERLE HAY ROAD, DES MOINES
SALE DATE: DEC. 15, 2022
SALE PRICE: \$800,000
SELLER: SPANOS, CHRIS E.
BUYER: BCP DEVELOPMENT, LP
SQUARE FEET: 8,300
ACRES: 0.692

ADDRESS: 1224 34TH ST., DES MOINES
SALE DATE: DEC. 15, 2022
SALE PRICE: \$1,950,000
SELLER: NGUYEN PROPERTY LLC
BUYER: LJE FREEDOM PROPERTIES, LLC
SQUARE FEET: 15,008
ACRES: 0.951

ADDRESS: SOUTH OF UNIVERSITY NEAR FOUR MILE CREEK, PLEASANT HILL
SALE DATE: DEC. 15, 2022
SALE PRICE: \$346,000
SELLER: MEEK, ALICE L
BUYER: IOWA NATURAL HERITAGE FOUNDATION
SQUARE FEET: 0
ACRES: 66.527

ADDRESS: 550 53RD ST., DES MOINES
SALE DATE: DEC. 15, 2022
SALE PRICE: \$440,000
SELLER: PONCHA PROPERTIES LLC
BUYER: BOARDMAN, ERIC P.
SQUARE FEET: 4,140
ACRES: 0.539

ADDRESS: WEST OF THE HAMPTON INN, ALTOONA
SALE DATE: DEC. 15, 2022
SALE PRICE: \$3,562,340
SELLER: F&S ROSENBERGER LLC
BUYER: SIGNATURE REAL ESTATE HOLDINGS LLC
SQUARE FEET: 0
ACRES: 27.256

ADDRESS: EAST OF UNITED CONTRACTORS, GRIMES
SALE DATE: DEC. 16, 2022
SALE PRICE: \$2,898,644
SELLER: HERNDON, STEVEN O.
BUYER: IPE 1031 REV418 LLC
SQUARE FEET: 0
ACRES: 73.57

ADDRESS: 1830 S.W. MAGAZINE ROAD, ANKENY
SALE DATE: DEC. 16, 2022
SALE PRICE: \$465,550
SELLER: DRA PROPERTIES LC
BUYER: PET PARENTS HOLDINGS ANKENY LLC
SQUARE FEET: 0
ACRES: 2.09

ADDRESS: 267 N.W. MAIN ST., ELKHART
SALE DATE: DEC. 17, 2022
SALE PRICE: \$110,000
SELLER: MEAN MACHINE CYCLE PARTS LLC
BUYER: ROYCE JOHNS REAL ESTATE LLC
SQUARE FEET: 958
ACRES: 0.056

ADDRESS: EAST OF UNITED CONTRACTORS, GRIMES
SALE DATE: DEC. 17, 2022
SALE PRICE: \$3,016,956

SELLER: HERNDON BUILDING VENTURE LLC
BUYER: IPE1031 REV418 LLC
SQUARE FEET: 0
ACRES: 73.57

ADDRESS: 108 THIRD ST., DES MOINES
SALE DATE: DEC. 17, 2022
SALE PRICE: \$2,650,000
SELLER: 103/108 LC
BUYER: PRKG 2018 LLC
SQUARE FEET: 33,540
ACRES: 0.262

ADDRESS: 8145 UNIVERSITY BLVD., CLIVE
SALE DATE: DEC. 17, 2022
SALE PRICE: \$1,200,000
SELLER: H&M REAL ESTATE I LLC
BUYER: NVA RE LLC
SQUARE FEET: 4,478
ACRES: 1.072

ADDRESS: 8460 BIRCHWOOD COURT, JOHNSTON
SALE DATE: DEC. 17, 2022
SALE PRICE: \$3,825,000
SELLER: BWC PROPERTIES LLC
BUYER: UPTOWN ANKENY PARTNERS LLC
SQUARE FEET: 22,449
ACRES: 2.983

ADDRESS: 1418 E. NINTH ST., DES MOINES
SALE DATE: DEC. 18, 2022
SALE PRICE: \$220,000
SELLER: KOURI PROPERTIES LC
BUYER: GIBBS, MATTHEW RAY
SQUARE FEET: 3,710
ACRES: 0.322

ADDRESS: 5671 GREENDALE ROAD, JOHNSTON
SALE DATE: DEC. 20, 2022
SALE PRICE: \$590,000
SELLER: BILBREY, VALINDA J.
BUYER: CHILDREN'S CANCER CONNECTION, INC.
SQUARE FEET: 4,980
ACRES: 0.902

ADDRESS: 500 S.W. SEVENTH ST., DES MOINES
SALE DATE: DEC. 20, 2022
SALE PRICE: \$4,300,000
SELLER: 500 S.W. SEVENTH ST. LLC
BUYER: RIVERPOINT PROPERTIES LLC
SQUARE FEET: 95,115
ACRES: 4.702

ADDRESS: 3200 ADVENTURELAND DRIVE, ALTOONA
SALE DATE: DEC. 20, 2022
SALE PRICE: \$24,450,000
SELLER: ADVENTURE LANDS OF AMERICA INC
BUYER: FESTIVAL FUN PARKS LLC
SQUARE FEET: 351,104
ACRES: 188.324

ADDRESS: 2748 MAURY ST., DES MOINES
SALE DATE: DEC. 20, 2022
SALE PRICE: \$25,000
SELLER: NFC PROPERTIES LLC
BUYER: DUUNTO LLC
SQUARE FEET: 0
ACRES: 0.303

ADDRESS: 1526 SECOND AVE., DES MOINES
SALE DATE: DEC. 20, 2022
SALE PRICE: \$1,427,920
SELLER: COMMONWEALTH INVESTMENTS LLC
BUYER: COMMONWEALTH ELECTRIC COMPANY OF THE MIDWEST
SQUARE FEET: 12,647
ACRES: 1.205

ADDRESS: 1441 CAPITOL AVE., DES MOINES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$1,300,000
SELLER: EPC LLC
BUYER: 1441 CAPITOL LLC
SQUARE FEET: 15,204
ACRES: 0.536

ADDRESS: BETWEEN I-235 AND BEAVER CREEK, URBANDALE
SALE DATE: DEC. 21, 2022
SALE PRICE: \$23,000
SELLER: CROWN COLONY INC
BUYER: PARK PLACE INVESTMENTS NO II LLC
SQUARE FEET: 0
ACRES: 0.17

ADDRESS: NEAR MAPLE WOOD FARM, GRIMES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$1,545,000
SELLER: MAPLEWOOD FARM LC
BUYER: MAPLEWOOD FARMS URBANDALE LLC
SQUARE FEET: 0
ACRES: 29.7

ADDRESS: 111 FIFTH ST., WEST DES MOINES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$702,500
SELLER: STOOKEY, RONALD G
BUYER: 111 FIFTH ST. LLC
SQUARE FEET: 5,672
ACRES: 0.238

ADDRESS: 1621 NINTH ST., DES MOINES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$585,000
SELLER: M2C INVESTMENTS LLC
BUYER: THE GABLES LLC
SQUARE FEET: 12,015
ACRES: 0.428

ADDRESS: 6105 N.W. 86TH ST., JOHNSTON
SALE DATE: DEC. 21, 2022
SALE PRICE: \$600,000
SELLER: SUMMAS LC
BUYER: REAL ESTATE HOLDINGS I LLC
SQUARE FEET: 4,259
ACRES: 1.937

ADDRESS: 7180 HICKMAN ROAD, WINDSOR HEIGHTS
SALE DATE: DEC. 21, 2022
SALE PRICE: \$900,000
SELLER: SUMMAS LC
BUYER: REAL ESTATE HOLDINGS I LLC
SQUARE FEET: 1,640
ACRES: 0.877

ADDRESS: 3315 E. 15TH ST., DES MOINES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$2,646,000
SELLER: 15TH ST. APARTMENTS LLC
BUYER: GRAND HEIGHTS

APARTMENTS LLC
SQUARE FEET: 35,880
ACRES: 2.209

ADDRESS: 1545 SECOND PLACE, DES MOINES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$100,000
SELLER: PRICE, LIZABETH M
BUYER: COMMONWEALTH ELECTRIC COMPANY OF THE MIDWEST
SQUARE FEET: 0
ACRES: 0.241

ADDRESS: 3355 S.E. MIEHE DRIVE, GRIMES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$55,000
SELLER: MOEHN, PAUL S ESTATE
BUYER: GINA R ROSS REVOCABLE TRUST
SQUARE FEET: 1,080
ACRES: 0.062

ADDRESS: 3355 S.E. MIEHE DRIVE, GRIMES
SALE DATE: DEC. 21, 2022
SALE PRICE: \$55,000
SELLER: MOEHN, PENELOPE DONA
BUYER: GINA R ROSS REVOCABLE TRUST
SQUARE FEET: 1,080
ACRES: 0.062

ADDRESS: 8305 HICKMAN ROAD, URBANDALE
SALE DATE: DEC. 22, 2022
SALE PRICE: \$668,000
SELLER: OBIE BROS URBANDALE LLC
BUYER: TWHITE PROPERTIES LLC
SQUARE FEET: 5,356
ACRES: 1.86

ADDRESS: 3408 COTTAGE GROVE AVE., DES MOINES
SALE DATE: DEC. 22, 2022
SALE PRICE: \$110,000
SELLER: CAPONI, JOHN L ESTATE
BUYER: INVEST DSM INC
SQUARE FEET: 1,248
ACRES: 0.459

ADDRESS: 4119 S.W. NINTH ST., DES MOINES
SALE DATE: DEC. 23, 2022
SALE PRICE: \$1,076,370
SELLER: DAPC BUILDING 2 LLC
BUYER: WALZ CAPITAL DES MOINES LLC
SQUARE FEET: 2,505
ACRES: 0.463

ADDRESS: 3700 WESTOWN PARKWAY, WEST DES MOINES
SALE DATE: DEC. 23, 2022
SALE PRICE: \$4,373,630
SELLER: DAPC BUILDING LLC
BUYER: WALZ CAPITAL DES MOINES LLC
SQUARE FEET: 11,037
ACRES: 2.275

ADDRESS: 2080 E. FIRST ST., GRIMES
SALE DATE: DEC. 23, 2022
SALE PRICE: \$775,000
SELLER: WAL-MART TRS LLC
BUYER: SPOT IN GRIMES LLC
SQUARE FEET: 0
ACRES: 1.186

ADDRESS: 1400 WALNUT ST.,

DES MOINES
SALE DATE: DEC. 26, 2022
SALE PRICE: \$15,880,000
SELLER: 14 WALNUT LLC
BUYER: DIF II FLUX LLC
SQUARE FEET: 75,862
ACRES: 0.55

ADDRESS: 319 E. FIFTH ST., DES MOINES
SALE DATE: DEC. 27, 2022
SALE PRICE: \$850,000
SELLER: IA NEWSPAPER FOUNDATION
BUYER: JAW PROPERTIES, LLC
SQUARE FEET: 9,440
ACRES: 0.138

ADDRESS: 2287 N.E. 54TH AVE., DES MOINES
SALE DATE: DEC. 28, 2022
SALE PRICE: \$950,000
SELLER: JHTK LLC
BUYER: SAIA MOTOR FREIGHT LINE LLC
SQUARE FEET: 0
ACRES: 5.572

ADDRESS: 484 S. 19TH ST., WEST DES MOINES
SALE DATE: DEC. 28, 2022
SALE PRICE: \$675,000
SELLER: TT&C COOPERATIVE HOUSING
BUYER: LANGPAUL HOLDINGS 484 LLC
SQUARE FEET: 8,312
ACRES: 0.53

ADDRESS: 1540 HIGH ST., UNIT 203, DES MOINES
SALE DATE: DEC. 28, 2022
SALE PRICE: \$1,250,000
SELLER: MEDICAL & PROFESSIONAL PROPERTIES LLC
BUYER: 1540 HIGH ST. LLC
SQUARE FEET: 13,864
ACRES: 0.521

ADDRESS: 1127 21ST ST., DES MOINES
SALE DATE: DEC. 28, 2022
SALE PRICE: \$150,000
SELLER: 21ST PROPERTIES LLC
BUYER: SUN, HUA
SQUARE FEET: 2,002
ACRES: 0.195

ADDRESS: 4539 UNIVERSITY AVE., DES MOINES
SALE DATE: DEC. 29, 2022
SALE PRICE: \$510,000
SELLER: OPEN DOOR PROPERTIES IA LLC
BUYER: LEGACY 515 LLC
SQUARE FEET: 5,033
ACRES: 0.515

ADDRESS: 11101 PLUM DRIVE, URBANDALE
SALE DATE: DEC. 29, 2022
SALE PRICE: \$3,515,000
SELLER: VANDUYNE PROPERTIES IOWA LLC
BUYER: UPTOWN ANKENY PARTNERS LLC
SQUARE FEET: 23,390
ACRES: 3.005

ADDRESS: 1525 S.E. CORTINA DRIVE, ANKENY
SALE DATE: DEC. 29, 2022
SALE PRICE: \$1,350,000
SELLER: CORTINA INVESTMENTS LLC
BUYER: REAL ESTATE HOLDINGS I LLC

SQUARE FEET: 16,300
ACRES: 2.989
ADDRESS: 2575 N. ANKENY BLVD., UNIT 201 BLDG 2, ANKENY
SALE DATE: DEC. 29, 2022
SALE PRICE: \$288,000
SELLER: GREAT SOUTHERN BANK
BUYER: QUASHELLE HOLDINGS, LLC
SQUARE FEET: 1,250
ACRES: 0.134

ADDRESS: 10161 HICKMAN ROAD, URBANDALE
SALE DATE: DEC. 29, 2022
SALE PRICE: \$5,450,000
SELLER: MEGA STORAGE LLC
BUYER: R-WAY URBANDALE LLC
SQUARE FEET: 78,234
ACRES: 6.516

ADDRESS: 1808 HIGH ST., DES MOINES
SALE DATE: DEC. 29, 2022
SALE PRICE: \$375,280
SELLER: LOFT PROPERTIES LLC
BUYER: CLARK J SNYDER INC
SQUARE FEET: 0
ACRES: 0.431

ADDRESS: 1630 SEVENTH ST., DES MOINES
SALE DATE: DEC. 29, 2022
SALE PRICE: \$142,000
SELLER: WF OWENS PROPERTIES LC
BUYER: MENA FIGUEROA, JULIA E
SQUARE FEET: 2,215
ACRES: 0.152

ADDRESS: 3607 N.E. OTTERVIEW CIRCLE, ANKENY
SALE DATE: DEC. 29, 2022
SALE PRICE: \$600,000
SELLER: DRA PROPERTIES LC
BUYER: JNM DEVELOPMENT HOLDINGS LLC
SQUARE FEET: 0
ACRES: 1.286

ADDRESS: 1334 32ND ST., DES MOINES
SALE DATE: DEC. 30, 2022
SALE PRICE: \$715,000
SELLER: EPC LLC
BUYER: KLNN LLC
SQUARE FEET: 8,064
ACRES: 0.343

ADDRESS: 1372 E. 12TH ST., DES MOINES
SALE DATE: DEC. 30, 2022
SALE PRICE: \$203,000
SELLER: DGREP 1 LLC
BUYER: BARAHONA REALTY, INC.
SQUARE FEET: 4,776
ACRES: 0.223

ADDRESS: 5350 MERLE HAY ROAD, JOHNSTON
SALE DATE: DEC. 30, 2022
SALE PRICE: \$2,961,000
SELLER: KKCK DEFENSE LLC (AGENT)
BUYER: PCA NLJV SONIC HOLDCO LLC
SQUARE FEET: 1,643
ACRES: 0.861

ADDRESS: 1451 N. ANKENY BLVD., ANKENY
SALE DATE: DEC. 30, 2022
SALE PRICE: \$3,918,000

SELLER: KKCK DEFENSE LLC (AGENT)
BUYER: PCA NLJV SONIC HOLDCO LLC
SQUARE FEET: 1,610
ACRES: 1.19

ADDRESS: 5387 N.W. SECOND ST., DES MOINES
SALE DATE: DEC. 31, 2022
SALE PRICE: \$625,000
SELLER: FAGEN, PATRICK G.
BUYER: FAST SHAFTS LLC
SQUARE FEET: 13,200
ACRES: 1.24

ADDRESS: 401 RAILROAD PLACE, WEST DES MOINES
SALE DATE: JAN. 3, 2022
SALE PRICE: \$600,000
SELLER: NATIONAL FORENSIC LEAGUE
BUYER: VJ RAILROAD LLC
SQUARE FEET: 7,742
ACRES: 0.274

ADDRESS: 4140 PARK AVE., DES MOINES
SALE DATE: JAN. 3, 2022
SALE PRICE: \$300,000
SELLER: NEW MIDWEST IOWA LLC
BUYER: BREW OIL LLC
SQUARE FEET: 2,646
ACRES: 0.514

ADDRESS: 2100 S.E. 44TH COURT, GRIMES
SALE DATE: JAN. 4, 2022
SALE PRICE: \$450,000
SELLER: KIPPER, ROY
BUYER: BRICAR INVESTMENTS

LLC
SQUARE FEET: 2,160
ACRES: 1.1

ADDRESS: 401 FOURTH ST., WEST DES MOINES
SALE DATE: JAN. 4, 2022
SALE PRICE: \$233,000
SELLER: COOK III, FRANK L.
BUYER: IMOGENE INVESTMENTS LLC
SQUARE FEET: 2,165
ACRES: 0.166

ADDRESS: 4700 EP TRUE PARKWAY, WEST DES MOINES
SALE DATE: JAN. 4, 2022
SALE PRICE: \$44,840,000
SELLER: TRUE PARKWAY LLC
BUYER: AMFP V WELLINGTON LLC
SQUARE FEET:
ACRES: 41.395

ADDRESS: 218 FIFTH ST., WEST DES MOINES
SALE DATE: JAN. 5, 2022
SALE PRICE: \$850,000
SELLER: GLAWE PROPERTIES LLC
BUYER: WAY RAMBO LLC
SQUARE FEET: 7,885
ACRES: 0.127

ADDRESS: 401 S.W. ELM ST., ANKENY
SALE DATE: JAN. 5, 2022
SALE PRICE: \$1,500,000
SELLER: VAN ZEE, RITA J
BUYER: TT&C COOPERATIVE HOUSING
SQUARE FEET: 19,352

ACRES: 0.949
ADDRESS: 4023 UNIVERSITY AVE., DES MOINES
SALE DATE: JAN. 5, 2022
SALE PRICE: \$315,000
SELLER: DSM REALESTATE SOLUTIONS LLC
BUYER: KOCH, DAVID
SQUARE FEET: 4,190
ACRES: 0.115

ADDRESS: 2412 ROBINSON AVE. N.E., BONDURANT
SALE DATE: JAN. 5, 2022
SALE PRICE: \$263,620
SELLER: BONDURANT BUSINESS PARK LLC
BUYER: BONDURANT 160 DA PARTNERS LLC
SQUARE FEET: 0
ACRES: 1.21

ADDRESS: 2408 ROBINSON AVE. N.E., BONDURANT
SALE DATE: JAN. 5, 2022
SALE PRICE: \$206,190
SELLER: AV COMMERCIAL HOLDINGS LLC
BUYER: BONDURANT 160 DA PARTNERS LLC
SQUARE FEET: 0
ACRES: 1.183

ADDRESS: 301 ASHWORTH ROAD, WEST DES MOINES
SALE DATE: JAN. 6, 2022
SALE PRICE: \$1,900,000
SELLER: DI PROPERTIES LLC
BUYER: VAB LLC
SQUARE FEET: 30,956
ACRES: 8.5



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| Borrower Name | City | County | Cong. District | \$ Amount | Jobs Created | Jobs Retained | Existing Jobs | New Vs. Existing | Business Type |
|--|-----------------|-------------|----------------|-----------|--------------|---------------|---------------|-------------------|---|
| Quick Phix LLC | Cedar Falls | BLACK HAWK | 01 | \$0 | 10 | 20 | 20 | EXISTING BUSINESS | Electronics Stores |
| HELLAND ENGINEERING & SURVEYING, LTD. | CEDAR FALLS | BLACK HAWK | 01 | \$0 | 2 | 0 | 4 | EXISTING BUSINESS | Surveying and Mapping (except Geophysical) Services |
| Right Choice Investment Holdings, LLC | Waterloo | BLACK HAWK | 01 | \$0 | 0 | 52 | 52 | NEW BUSINESS | Limited-Service Restaurants |
| The Yard, L.L.C. | MASON CITY | CERRO GORDO | 04 | \$0 | 1 | 1 | 1 | EXISTING BUSINESS | Fitness and Recreational Sports Centers |
| 4:13 CAKES INC. | DUBUQUE | DUBUQUE | 01 | \$0 | 0 | 1 | 1 | NEW BUSINESS | Retail Bakeries |
| Common Threads Boutique/Common Grounds | DUNLAP | HARRISON | 04 | \$0 | 2 | 1 | 1 | EXISTING BUSINESS | Women's Clothing Stores |
| Precision Towing, Inc. | IDA GROVE | IDA | 04 | \$0 | 0 | 2 | 2 | EXISTING BUSINESS | Motor Vehicle Towing |
| Drey Digital & More | IDA GROVE | IDA | 04 | \$0 | 0 | 2 | 2 | EXISTING BUSINESS | Shoe Stores |
| By Design, LLC | Anamosa | JONES | 01 | \$0 | 10 | 106 | 106 | EXISTING BUSINESS | Prefabricated Metal Building and Component Manufacturing |
| Rilina, LLC | Cedar Rapids | LINN | 01 | \$0 | 12 | 0 | 12 | NEW BUSINESS | Snack and Nonalcoholic Beverage Bars |
| Heartland Millwork, Inc. | LARCHWOOD | LYON | 04 | \$0 | 0 | 5 | 5 | EXISTING BUSINESS | Custom Architectural Woodwork and Millwork |
| Zachary L. Sauers | LARCHWOOD | LYON | 04 | \$0 | 1 | 1 | 1 | NEW BUSINESS | Manufacturing |
| Legacy Crop Management LLC | ALBIA | MONROE | 02 | \$0 | 1 | 1 | 1 | NEW BUSINESS | General Freight Trucking, Long Distance, Truckload |
| Little Sabers Childcare Center LLC | LOVILIA | MONROE | 02 | \$0 | 7 | 1 | 1 | NEW BUSINESS | Insurance Agencies and Brokerages |
| ADN, LLC | WILTON | MUSCATINE | 02 | \$0 | 0 | 7 | 7 | NEW BUSINESS | Child Day Care Services |
| Community First Auto Parts, LLC | POCAHONTAS | POCAHONTAS | 04 | \$0 | 3 | 1 | 1 | NEW BUSINESS | Full-Service Restaurants |
| Community First Auto Parts, LLC | POCAHONTAS | POCAHONTAS | 04 | \$0 | 3 | 1 | 1 | NEW BUSINESS | Automotive Parts and Accessories Stores |
| Grand Prix Printing, LLC | Ankeny | POLK | 03 | \$0 | 1 | 14 | 14 | NEW BUSINESS | Automotive Parts and Accessories Stores |
| ILG Holdings, LLC | Ankeny | POLK | 03 | \$0 | 7 | 0 | 14 | NEW BUSINESS | Commercial Gravure Printing |
| LEMON & LACE STUDIOS, INC. | CLIVE | POLK | 03 | \$0 | 1 | 0 | 1 | EXISTING BUSINESS | General Freight Trucking, Long Distance, Truckload |
| Sherica Enterprises LLC | DES MOINES | POLK | 03 | \$0 | 6 | 0 | 2 | EXISTING BUSINESS | Marketing Consulting Services |
| Central Prairie Radon LLC | POLK CITY | POLK | 03 | \$0 | 2 | 7 | 7 | NEW BUSINESS | Snack and Nonalcoholic Beverage Bars |
| TR RICE CORP | URBANDALE | POLK | 03 | \$0 | 2 | 4 | 4 | NEW BUSINESS | Testing Laboratories |
| Purln Corp | WEST DES MOINES | POLK | 03 | \$0 | 0 | 1 | 2 | NEW BUSINESS | All Other Automotive Repair and Maintenance |
| VIRIDI MONS LLC | WEST DES MOINES | POLK | 03 | \$0 | 2 | 1 | 1 | NEW BUSINESS | Industrial Machinery and Equipment Merchant Wholesalers |
| T&A Properties, LLC | Blue Grass | SCOTT | 02 | \$0 | 1 | 0 | 1 | NEW BUSINESS | Poured Concrete Foundation and Structure Contractors |
| NJR Enterprise Properties, LLC | Davenport | SCOTT | 02 | \$0 | 0 | 0 | 0 | EXISTING BUSINESS | Offices of Chiropractors |
| K9 Resorts of the Quad Cities | DAVENPORT | SCOTT | 02 | \$0 | 6 | 6 | 1 | NEW BUSINESS | Pet Care (except Veterinary) Services |
| Keep and Clean Korner Store LLC | Afton | UNION | 03 | \$0 | 0 | 2 | 2 | NEW BUSINESS | Pet Care (except Veterinary) Services |
| Lindsey Boys Sales LLC | OTTUMWA | WAPELLO | 02 | \$0 | 0 | 2 | 2 | NEW BUSINESS | Car Washes |
| S&L Tools, LLC | INDIANOLA | WARREN | 03 | \$0 | 0 | 2 | 2 | NEW BUSINESS | General Freight Trucking, Local |
| Indianola Tumbling Center LLC | INDIANOLA | WARREN | 03 | \$0 | 0 | 3 | 3 | EXISTING BUSINESS | Hardware Stores |
| Justin and Deann Faiferlick | FORT DODGE | WEBSTER | 04 | \$0 | 0 | 2 | 2 | EXISTING BUSINESS | Fitness and Recreational Sports Centers |
| A&M Coffee LLC | DECORAH | WINNESHIEK | 01 | \$0 | 27 | 2 | 2 | EXISTING BUSINESS | Lessors of Nonresidential Buildings (except Miniwarehouses) |
| A&M Coffee LLC | DECORAH | WINNESHIEK | 01 | \$0 | 27 | 2 | 2 | NEW BUSINESS | Snack and Nonalcoholic Beverage Bars |
| RLCSK, LLC. | Sioux City | WOODBURY | 04 | \$0 | 4 | 17 | 17 | NEW BUSINESS | Snack and Nonalcoholic Beverage Bars |
| Take Fitness IA, LLC | Sioux City | WOODBURY | 04 | \$0 | 4 | 4 | 4 | EXISTING BUSINESS | Limited-Service Restaurants |
| | | | | | | | | NEW BUSINESS | Fitness and Recreational Sports Centers |

December 2021

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