



# THE FLAKE & KELLEY »INSIDER

## A MATTER OF *TRUST*

*That's the Flake & Kelley difference – people matter most.*

FLAKEANDKELLEY.COM

## OUR SERVICES



### BROKERAGE AND LEASING

Local market experience and utilization of the most comprehensive data available allows us to ensure that our clients make the most informed decision possible.



### TENANT REPRESENTATION

The key to finding the right space is working with a partner who really understands your needs and goals. With decades of experience working with clients of diverse business categories, our agents will help you discover and secure your ideal location.



### RETAIL REPRESENTATION

Retail Tenant Representation is not only our expertise, but our passion. We take the time to get to know you, your company and your goals to make sure you find the right location at the right time.



### INVESTMENT SALES

Flake & Kelley employs specialists who can assist individual investors or institutional owners in acquiring or divesting of commercial real estate.



### PROPERTY MANAGEMENT

Flake & Kelley's property management service provides you with a complete team of experts whose goal is to not only conserve your property, but increase its value.

## ABOUT US

Flake & Kelley is a results-driven commercial real estate firm headquartered in Little Rock, Arkansas. We represent numerous property owners and investors and take pride in maintaining long-term relationships with our clients, with an average length of management of nine years. Our efficiency, reliability and resourcefulness allow us to provide our customers with a competitive advantage.



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## TUSCANY SQUARE SELLS



## UPCOMING EVENTS

### 2nd Annual Pub Crawl: 5.4.17

Flake & Kelley NW is excited to announce its 2nd annual Pub Crawl to take place on Friday, May 4th. The event will start at 4:00pm at Core Pub at Creekside Center (3775 Mall Ave., Fayetteville). The second location is at Apple Blossom Brewing Co. at Park Centre (1550 Zion Rd #1, Fayetteville) from 5:00-6:30pm. Come celebrate with us! Wristbands and F&K pint glasses will be provided upon entry.

### ICSC RECON Las Vegas: 5.21-5.24.17

Visit us at the ChainLinks booth: S266-S276 Q Street. We hope to see you there!

## JUST LISTED

### NORTHWEST

- + 300 SW 5th St | Bentonville
- + 2100 W Hudson Rd | Rogers
- + 2603 W Pleasant Grove Rd | Rogers
- + 14438 & 14491 E Hwy 12 | Rogers
- + 6815 Issac's Orchard Rd | Springdale
- + 5106 S Thompson St | Springdale

### CENTRAL

- + 405 Shall St | Little Rock
- + I-30 & Reynolds Rd | Bryant
- + 501 Millwood Circle | Maumelle
- + 4261 Stockton Dr | North Little Rock
- + 111 Eastline Road | Searcy
- + 4005 Prince Street | Conway



# 38 YEARS OF UNMATCHED COMMERCIAL REAL ESTATE EXPERTISE

**T**uscany Square recently sold for \$12,750,000. The 53,543 SF retail center is located on 6.88± acres on the Northeast corner of Pleasant Grove Road Exit 81 off of I-49 in Rogers, Arkansas.

The center is anchored by national tenants Starbucks and Chick-fil-A. Other tenants include Gusano's Pizza, Subway, and Scottrade among others.

Jordan Jeter, Partner, of Flake & Kelley Commercial represented both the Buyer and the Seller in the transaction.

## RECENT ACTIVITY

### TWO FINANCIAL CENTRE | LITTLE ROCK



## SALES

Two Financial Centre | 10825 Financial Centre Parkway, Little Rock

Property Type: Class A Suburban Office

Transaction Size: 124,904 SF on 3.83± Acres

Seller: Two Financial Operating Associates, Limited Partnership

Buyer: Two Financial Centre Holding Company, LLC, Kelley family, and Flake family

Buyer Rep: Hank Kelley, SIOR, CEO at Flake & Kelley

Ozark National Life Building | 10201 W Markham Street, Little Rock

Property Type: Office

Purchase Price: \$3,250,000

Transaction Size: 35,552 SF

Buyer Rep: John Flake, CCIM and Thomas Schmidt, Realtor

Poplar Car Wash | 4831 Poplar Ave, Memphis TN

Property Type: Carwash

Purchase Price: \$1,510,000

Transaction Size: 1,587 SF on 0.59 acres

Buyer Rep: James Harkins, CCIM and Eddie Bailey, CCIM

## LEASES

Land Acquisition and Lease

TJ Maxx/HomeGoods, The Shoppes at Benton

Lease Transaction Size: 40,000 SF

Tenant Rep: Hank Kelley, SIOR, CEO and Brooke Miller, Partner

Landlord Rep: GBT Realty of Brentwood TN

Acquisition Size: 28.29 +/- acres for 175,000 SF Shoppes at Benton

Buyer Rep: Hank Kelley, SIOR, CEO and Brooke Miller, Partner

Seller Rep: Coldwell Banker Commercial Hathaway Group

Acxiom Corporation | 301 Main Street, Little Rock

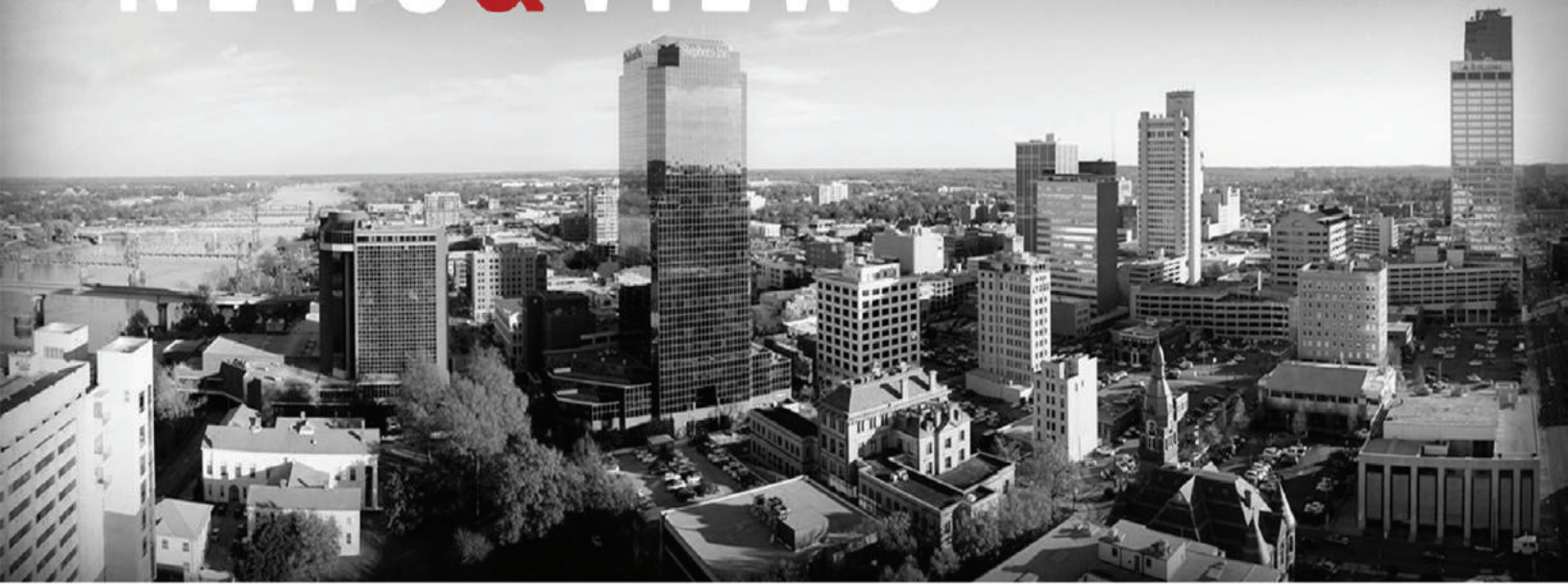
Transaction Type: Second and Third Floors consisting of 11,000 +/- SF

Tenant Rep: Hank Kelley, SIOR, CEO

Landlord Rep: Colliers International



# » NEWS & VIEWS



## AGENT ACCOMPLISHMENTS | CENTRAL OFFICE



**JIM DAILEY**  
Partner / Consulting Analyst

Jim Dailey was recently awarded the Leadership Greater Little Rock Judy Love Distinguished Alumni Award. This award is given to an individual who embodies the spirit of the Leadership Greater Little Rock program and is dedicated to its mission. Criteria for selection includes: service to the community by recruiting individuals to improve the area, equipping themselves or others with the necessary means to become involved, engaging themselves or others to impact the quality of life in Central Arkansas, or working to unite Arkansans to strengthen the community.



**CYNTHIA LU**  
Agent

Cynthia Lu has broken professional barriers by becoming a top producer in the commercial real estate brokerage business in Arkansas. Cynthia loves to work with our retail partners because of the ever-changing nature of the retail space. Bringing local, regional, and national businesses into Arkansas has become a passion of Cynthia's. She always prioritizes her clients' needs and she works to progress Arkansas' business community. Recently, Cynthia worked with Hank Kelley to successfully lease the former Riverside Motors building in the Riverdale district of Little Rock to national retailer, Service King.



**DREW LANING**  
Agent

We are pleased to announce recent hire, Drew Laning, who joins the Flake & Kelley Brokerage team in Little Rock as a Sales and Leasing Agent. Prior to joining Flake & Kelley, Laning was a professional golfer for eleven years. Laning grew up in Little Rock and attended Texas Christian University where he obtained a bachelor's degree in Business Administration with a concentration in Entrepreneurial Management from The Neeley School of Business.



**ERIC VARNER**  
Property Manager

Eric Varner has been chosen as a participant in the 2017-2018 Next-Gen CPM & Leadership Program. This is an exclusive program for employees of AMO Firms. Eric was nominated by his firm to be a part of an elite group of young professionals who will fast track the CPM program, along with supplemental leadership training. Eric will complete all of the requirements and be approved as a CPM by August 2018.



# » LOCALLY OWNED & OPERATED

## AGENT ACCOMPLISHMENTS | NW OFFICE



**MATT STROM**  
Agent

**CCIM NWA CHAPTER SCHOLARSHIP**  
Matt Strom is pleased to be the 2017 CCIM NWA chapter scholarship recipient. Only 6% of all commercial real estate practitioners hold the CCIM designation. To earn the CCIM designation, commercial real estate professionals must complete more than 160 hours of education covering and compile a portfolio demonstrating the depth of their commercial real estate experience and pass a comprehensive exam. With Matt's determination and drive to succeed he will be a phenomenal asset to CCIM and the commercial real estate industry.



**MATT HAIRSTON**  
Agent

**PLANET FITNESS SALE**  
"Being able to help my clients obtain better than market CAP rates on investment properties is something I take great pride in. The planet fitness acquisition, with a strong co-tenant mix consisting of Wal-Mart, Dickey's BBQ, Freddy's Frozen Custard and Starbucks, makes for a sound long-term investment. Our team's close relationships with developers helps our clients to find valuable opportunities before they hit the open market."



**PHILIP SCHMIDT**  
Partner

**NEW MANAGED PROPERTY**  
We are happy to announce the new management account of the Har-Ber Corner Office Building in a high growth area of Northwest Arkansas. The building sits near the entrance of Har-Ber Meadows Subdivision in Springdale. It has great views of the lake and water feature making it an excellent setting for any office or retail location. Our presence in this area is growing with the recent acquisition of The Shoppes at Har-Ber Lakes retail center.



**MAC TATMAN**  
Agent

**CENTERPOINT ENERGY SALE**  
It was a pleasure to work with CenterPoint Energy on the acquisition of its regional field office. CenterPoint Energy is a domestic energy delivery company that includes electric transmission & distribution, natural gas distribution and energy services operations. We were able to meet their security needs while providing them with an impressive 7,500 SF office and warehouse space on a 2+ acre site.





Hank Kelley | CEO

## A Message from the CEO - Hank Kelley

Spring is a beautiful time of the year in Arkansas. This season of growth and renewal reminds us to nurture our relationships with our clients, our vendor partners, our team members and our friends to ensure that they continue to grow and thrive. To do this, we work every day to provide reliable and trusted commercial real estate services to our clients, and we actively create a work environment where team members are encouraged to continually develop their knowledge and skill.

Throughout our 38 years of operation, Flake & Kelley Commercial has worked to connect individuals and companies to the properties they want and need. We help property users identify and acquire their ideal property, and we help owners find the best tenants/buyers for their properties. In the process, we help to match property owners and users with the best vendors to service and maintain their properties. Flake and Kelley goes to great lengths to ensure that our properties are clean, efficient, and reliable. Profit follows if we stick with this plan and carry it out consistently.

Why partner with Flake & Kelley? Business expert Robert Shaw has said that "Above all, success in business requires two things: a winning competitive strategy, and superb organizational execution. Distrust is the enemy of both." The team at Flake & Kelley believes that trust is difficult to build and easy to lose. The trust of our clients is our most valuable asset and we do our best to renew and protect this trust one transaction at a time.

Stephen Covey further emphasizes the importance of trust in all of our relationships. "Trust requires character and competency. Nothing expedites business like trust, nothing is as fulfilling as a trusting relationship, nothing is as inspiring as an offering of trust, nothing is more profitable than the economics of trust and nothing has more influence than a reputation of trustworthiness." At Flake & Kelley, our foundation as a business is built on trust -- whether we are dealing with a tenant need issue, a refinancing opportunity, a sale of property, a leasing assignment, or a property management or accounting question, earning and maintaining your trust through our agents' actions and well-proven competency is our ultimate goal.

Like the Arkansas Spring, our business is growing and expanding to meet the needs of our clients. Our Chainlinks affiliation provides us with an active working relationship with other independently owned real estate companies and is a source for referrals and best practices within our industry. Our involvement with organizations such as CRE, CCIM, SIOR, and IREM connects us to companies like ours throughout the United States, allowing us to provide our clients with the personal attention they'd expect from a small, local company, while simultaneously offering the contacts and exposure of a national real estate firm.

We are competent, experienced, and tested in our industry. Please give us an opportunity to serve you and earn your trust.

Regards,

HENRY C. KELLEY, JR. CRE, SIOR, CPM

FLAKE & KELLEY  
COMMERCIAL