

SMARTbrief

Cincinnati-based **Convergys**, which has had a telecommunications and insurance call center in Wichita since 2007, is moving to 33,500 square feet of the former Sears space on the first floor of the Towne West Square. Convergys has about 400 employees in 49,862 square feet at 7236 E. Harry, which is between Woodlawn and Rock Road. The move is expected to happen by late August. Jeff Englert and Grant Glasgow, Commercial Specialists at NAI Martens, were the Landlord Rep in this lease.

The new **Sears Hometown Store** has opened at Towne West Square. In February, the chain – which is separate from Sears – announced it would open at the mall, though not in the former Sears space. It's in 10,000 square feet next to the new 54 West Music Hall, which is where Denim & Diamonds used to be. Except for apparel, the Hometown store carries most merchandise that Sears did, such as home appliances, lawn and garden supplies, mattresses and tools with brands such as Kenmore and Craftsman.

JoAnn Fabric and Craft Stores, a longtime staple at the Towne West Square, will be leaving. No one with the Ohio-based company is talking yet, nor is anyone with Towne West Square, but it appears they will take 22,000 square feet of the former Office Max space at Westgate Market at Kellogg and Dugan Road.

Two years after entering the Wichita market, **Versona** is opening a second store at New Market Square. The chain, which is owned by North Carolina based Cato Corp., sells jewelry, sunglasses, bags, scarves, belts, footwear and hair accessories. The company opened its first Wichita store in spring 2013 at Bradley Fair on the east side. The new store will go in the 6,500 square-foot space that Dustee's Fashion Accessories left in April.

Hotelier Raju Sheth is moving forward with plans to build a 125-room **Hampton Inn & Suites** hotel near the Dwight D. Eisenhower National Airport. The 70,000-square-foot hotel will be constructed on airport property across from Honeywell and expected to open in a year.



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Customer demand is what's leading **Pita Pit** franchisees Tony and Debbie Palomino to open a second restaurant this one located in the Derby Marketplace. The Palominos are targeting July opening for the Pita Pit in Derby, and it's coming at a time that a lot of new restaurants are opening in Derby. "I am totally amazed at the growth," Palomino says, *"We're hoping to offer a healthy alternative to a typical fast food burger."*

The new **Linwood Fitness Center**, located at 1901 S. Kansas, has opened to the public. The site is near Mt. Vernon and Hydraulic. A 1,600-square-foot area was converted into a fitness center in response to user demand. That area includes various cardio equipment such as treadmills and ellipticals, resistance equipment and free weights.

Reiloy Westland Corp. has changed its name to **Reiloy USA** as it completes its move into its new facility in Maize. The plastics equipment company is moving heavy machinery to their new building at 12260 W. 53rd Street North. Reiloy's new 55,000-square-foot facility is part of a \$9.5 million project that is expected to create 71 jobs and is part of 27-acre industrial park that company president, Dave Larson, and his wife, Deborah, have started there.



Greenwich Place, the 106-acre development at K-96 and Greenwich home to the newly announced Wichita Sports Forum, will have three concepts owned by New Jersey-based **Bed Bath & Beyond**, is taking 38,000 square feet, **World Market** will move into 17,000 square feet, and **Buy Buy Baby** will occupy 15,000 square feet. The stores will open in early 2016. Bed Bath & Beyond will be leaving Bradley Fair, and World Market is making a short jaunt across the street from its current home at Regency Lakes. Buy Buy Baby, which sells a variety of products for infants and toddlers, is new to the market.



Riverside Mobile Home Community sold this month, as well, to an out of state buyer. The property boasts 310 spaces and 49 park-owned homes. It also features fantastic amenities, such as a pool, basketball court, tennis court and a pond. NAI Martens' Commercial Specialist Kris Wessel completed the deal.

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Great Plains Ventures president Susayn Brandes and vice president of development Marque Peer, who are sister and brother, are opening a 127-room **Aloft Wichita Northeast Hotel** on their property north of K-96 just east of Oliver. "The hotels are just fabulous," says long-time Wichita hotelier Jim Korroch, president and CEO of AG Holdings. "Very, very chic." Korroch is helping Brandes and Peer through the development of the hotel and then will act as asset manager. Aloft is what's called a lifestyle hotel and is geared to helping guests socialize.



Patterson Legal Group recently relocated to a new office within the Farm Credit Bank building in downtown Wichita. The firm, which has four attorneys and about a dozen support staff, moved into the former Redmond & Nazar law firm space in the building at 245 N. Waco after spending the past 14 years in a 6,000-square-foot space in the Farm Credit Building. Gary Patterson, owner and managing partner, says the move was necessary because the firm had outgrown its existing space, "it's just a much nicer space."



MacArthur's Lake Apartments, a 144-unit apartment community on the Southwest side of Wichita, sold this month to a private buyer. The property offers many features such as a stocked, private lake, tennis, volleyball and basketball courts. NAI Martens' Commercial Specialists Jeff Englert and Nathan Farha closed the deal.



The **NAI Global 2015 Outlook Conference** was held in Chicago on June 17th. Approximately 600 people attended, including **NAI Martens' Steve Martens** to hear Dr. Peter Linneman, NAI Global Chief Economist and Sam Zell, Chairman Equity Group Investments. Mr. Zell, who is a colorful and accomplished speaker, shared his thoughts for the next three years—how quickly interest rates may rise, the length of current expansion—longest in history since WWII, and that it is time to own the best, not mediocre, performing properties.

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