



**LASALA-SONNENBERG**  
COMMERCIAL REALTY CO.



# What Does LaSala-Sonnenberg Do?

**Brokerage Services** – LaSala-Sonnenberg brings perspective and experience to maximize the value of your property, whatever its size. We serve and understand the needs of a wide variety of clients, including major institutions, national retailers, real estate investment trusts and local entrepreneurs. Whatever you need, we have done it before, and we can do it for you.

**Tenant Representation** – LaSala-Sonnenberg will enter into an integral partnership with your business. We have the integrity, expertise, and time-honored work ethic to accomplish your site selection needs to save you time, energy, and resources. Count on us for assessment, market analysis, negotiation, and tenant finish expertise.

**Excess Property Disposition** – Time is the worst enemy of excess property in this unique and demanding commercial real estate submarket. Our local experience combined with our nationwide networks enable us to dispose quickly and efficiently of your excess property, whether in urban or rural markets. Our list of satisfied local and national clients best represents our outstanding track record and reputation.

**Medical Facilities Services** – LaSala-Sonnenberg features the most experienced and in-depth medical office real estate representation team in the Mid-West. This is a unique subspecialty that is unfamiliar to many real estate professionals, but we have a demonstrated history of top performance for nearly every category of medical space client, whether a large institution or individual practitioner.

**Commercial Condominiums** – More business owners are interested in the financial benefits of owning their office / retail / industrial facilities. LaSala-Sonnenberg has years of successful know-how in developing, marketing, and delivering commercial condominium space transactions.

**National Networks** – We serve our clients' nationwide needs through our professional affiliations and two national commercial real estate networks, the CORE Network and Realty Resources. Whether for office or retail needs, these networks enable LaSala-Sonnenberg to meet our clients' commercial real estate requirements – wherever they are.



# Why Choose LaSala-Sonnenberg?



At LaSala-Sonnenberg, we are experts in commercial real estate. When you want to secure leases with quality tenants, sell a property at a fair price and in a timely manner, or find the most suitable commercial property for a growing business, we bring to you:

**Expertise.** Our agents have an in-depth knowledge of the real estate process. We save time and make the process work for you by having the systems and personnel to support you and your organization.

**Professionalism.** Our client relationships demand the highest level of integrity, so we are committed to doing what's right every time. As a result, we have credibility with property owners and experienced buyers that enables us to complete transactions with minimum complications.

**Local Market Knowledge.** Kansas City is our home! We know the market and our four-state region inside and out, giving us leverage when dealing with regional and local buyers, sellers and landlords.

**Industry Track Record.** LaSala-Sonnenberg has more than two decades of experience, with hundreds of satisfied clients of all sizes. Whatever your needs, we have handled the types of real estate challenges that you face today.

**Personal Chemistry.** We want you to be genuinely comfortable with your real estate agent. Expect us to listen to you and understand your needs and parameters.

**Business & Personal Reputation.** We are extremely proud of our past work. We'll be pleased to share our current list of client referrals.

**Nationwide Reach.** Because we understand the benefits that a national firm can deliver, we are members of two national commercial real estate networks, the CORE Network and Realty Resources. Wherever you have commercial real estate needs, we can serve you there.

By trusting in LaSala-Sonnenberg, you can expect a professional, efficient, and ethical experience in your commercial real estate venture.



## What Has LaSala-Sonnenberg Done?

**“We would not have kept them around if we did not have a good working relationship. Our tenants have stayed around a long time. That shows the broker’s doing its job.”**

*Bill Howey, Vice President, Waddell & Reed, Inc.*

**“By virtue of being small, they have the ability to provide hands-on and direct contact. They provide expertise and service that sometimes you don’t find in larger firms.”**

*Bob Jackson, President and CEO, Great Plains Financial Corp.*

**“We have been working with LaSala-Sonnenberg for over five years developing locations. We are definitely not one of their bigger clients; however because of the time and attention that the firm gives us, we are made to feel like we are. Their working knowledge of the Kansas City market and the professionalism they bring to the table is immeasurable. I would give their company my wholehearted endorsement.”**

*Jim Stevens, President, Stevens Enterprises.*

**“In a world where distrust of many professions seems to be the order of the day, it is certainly very reassuring to have a commercial real estate company like LaSala-Sonnenberg to rely on, knowing that honesty and integrity are the pillars of their entire organization. Their real estate expertise and personal availability are just extra nice bonuses!”**

*Paul Riekhof, Franchisee, Atlanta Bread Company*

**“LaSala-Sonnenberg Commercial Realty Co. assisted HCA in the acquisition of some outstanding sites in the greater Kansas City area. They were professional, thorough and had the market knowledge to help us make our decisions. We would definitely hire them again.”**

*Tom Ramsey, Real Estate Director, Health Corporation of America*

**“I have the highest regard for LaSala-Sonnenberg. They understood exactly what we needed and succeeded beyond our expectations. They combine expert professional service with personal friendly contact. And I have the highest regard for the integrity of the two partners.”**

*Edward Kinerk, S.J., President, Rockhurst University*



# Who Is LaSala-Sonnenberg?

LaSala-Sonnenberg Commercial Realty Company is a Kansas City-based commercial real estate firm, founded in 1987. While the market has changed since then, our commitment to our clients has not.

We market over three million square feet of retail and office properties in the Heart of America, and have provided tenant representation services to hundreds of clients.

Our clients and our competitors agree that LaSala-Sonnenberg is known for integrity and professionalism, as well as for individualized attention to large and small clients, alike.

Our goal has never been to be the largest; it's to be the best at what we do. LaSala-Sonnenberg will continue to be a company that separates itself from the competition due to the attention and resources that we provide to our clients. You'll find that our firm's professionals have over a century of combined experience in commercial real estate transactions.

LaSala-Sonnenberg believes:

***The client comes first.***

***Each client is a valuable and important individual.***

***Success is measured by client satisfaction.***

***Client commercial real estate service is our only business.***

***Long-term client relationships are paramount.***

***Superior performance and integrity fosters client loyalty.***

***There is no substitute for honesty, integrity and competence.***

## Carl LaSala & Ray Sonnenberg



**Carl LaSala** has more than twenty-five years of commercial real estate experience, especially in the areas of site selection, development, project marketing and excess property disposition. He is a graduate of Rockhurst University and is a retired Naval Reserve Commander. Carl has also given volunteer leadership to multiple civic and professional organizations, including serving as State Director of the International Council of Shopping Centers and President of the Kansas City Metropolitan Commercial Brokers Association. He was awarded the Johnson County Commercial Realtors 1999 Commercial Realtor of the Year Award.

**Ray Sonnenberg** entered the commercial real estate profession in 1981. He has an outstanding reputation for tenant prospecting, lease negotiations and property acquisition/ disposition. Ray has earned Bachelors and MBA degrees from Rockhurst University, is a retired Naval Reserve Captain and has served as a youth coach and Director of educational and charitable organizations, including United Way, Catholic Charities and Boy Scouts. Ray has served as a Chairman of the Rockhurst University Regents, and as the Midwest regional Vice-President for the CORE Commercial Real Estate Network. He is a designated member of the Commercial Investment Real Estate Institute (CCIM).

# Retail Clients



Ace Hardware  
Associated Wholesale Grocers  
Atlanta Bread  
Best Buy  
Boston Market  
Burger King  
Carquest Auto Parts  
Chipotle Mexican Grill  
Coca-Cola Company  
Cricket Priority One  
Cummins Tools  
DJM  
Duckwall-Alco  
Earl May Stores  
Half Price Books  
Hangers Cleaners  
Hilco  
Hobby Lobby  
Jason's Deli  
JoAnn's Stores  
Kimco  
K-Mart  
Massage Envy  
McDonald's

Norwalk Furniture  
Office Max  
Oklahoma Joe's Barbeque  
Orscheln Farm & Home  
Pac Sun  
Party America  
Pier 1 Imports  
Regency  
Scottrade  
Shopko  
Starbucks Coffee  
Staubach  
Surplus Solutions  
Toys-R-Us  
Walgreen's  
Wal-Mart  
Yum Brands

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# Office Clients



ADP  
AFCO-A Mellon Co.  
Ameriprise  
Arsalon Technologies  
BBB of GKC  
Bukaty Companies  
Cargill  
Country Club Bank  
EJN Holdings  
Endurance Reinsurance  
FBD Consulting  
First Community Bank  
General Motors  
Great Plains  
Heartland Bank  
Kansas City Hospice  
M & I Bank  
Medtrak Services  
National Money SVS, Inc.  
NBRC  
North Kansas City Hospital  
Opus Northwest  
P & N Enterprises

Parkway Real Estate  
Peak Investments  
Peters and Associates  
PQ Corporation  
Principal Commercial Acceptance  
Providence Health Center  
Rockhurst University  
Searles Valley Minerals  
Sisters of Charity of Leavenworth Health System  
SPC Telequip  
St. Francis Health Center  
St. John Hospital  
Swope Park Community Builders  
Wachovia  
Waddell & Reed, Inc.  
Xerox

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