



### Hello!

This issue of *Commercial Real Estate News* is being sent to you courtesy of

### COASTAL COMMERCIAL REAL ESTATE

It is our way of saying that you're important and that we truly value your business. Please feel free to pass this newsletter on to friends and business associates.

#### FOR LEASE

##### OFFICE SPACE

360 Faunce Corner Rd, Dartmouth, MA  
125 - 1,800 SF Retail/Office Space

6 Hathaway Rd, Dartmouth, MA  
Brand New 800 SF Office Space

634C State Rd, Dartmouth, MA  
2,800 SF Retail/Office Space

1249 Ashley Blvd, New Bedford, MA  
800 SF Sunny & Bright Office Space

##### RETAIL SPACE

211 Pope's Island, New Bedford, MA  
3,932 SF Large End Cap Retail Space

Sciticut Neck Rd, Fairhaven, MA  
1,550 + 1,637 SF Retail Space

517 State Rd, Dartmouth, MA  
1,467 SF Office/Retail Space on Rt 6

507 State Rd, Dartmouth, MA  
Bank Building w/ 2 Drive Thru's

##### INDUSTRIAL/WAREHOUSE

67-75 David St, New Bedford, MA  
Up to 225,000 SF Indl/Ware Space

634C State Rd, Dartmouth, MA  
2,800 SF Warehouse/Retail Space

17 Kilburn St, New Bedford, MA  
10,000 SF Warehouse Building

79 Brook St, New Bedford, MA  
Up to 38,000 SF of Flex Space Available

Please contact us directly for further  
information (508) 990-4280  
or visit us at  
[www.CoastalCommercialRE.com](http://www.CoastalCommercialRE.com)

## Why 1031 Exchanges Could Become Illegal

The tax-deferred exchange was originally created here in the U.S. back in 1921, and it's primary stated purposes were the following:

- 1) To avoid unfair taxation of ongoing investments in property, and
- 2) To encourage active reinvestment

However, with the proposed changes to the current income tax laws, the Section 1031 tax-deferred exchange may now be going away.

In an article titled "The Republican Blueprint for Tax Reform Poses Threats to Sec. 1031 and Real Estate", located on the Web site at [www.ipx1031.com](http://www.ipx1031.com), the article discusses how provisions for maintaining Section 1031 exchanges within the new tax law have not been provided for within the Blueprint. In addition, the article discusses how the deductibility of interest payments and property taxes on investment property may be going away, too.

The article further states that when members of Congress have been asked about the Section 1031 omission, their response has typically been, "With the income tax rate low enough and with immediate expensing for business equipment and real estate improvements, do we still need Section 1031?"

If things continue moving in this direction, this could become a stunning development for the entire commercial real estate investment community. Can you imagine what would happen to the sheer volume of transactions alone if Section 1031 were to be eliminated from the tax code? People would simply hold onto their properties instead of trading them, knowing that they would immediately be hit with capital gains tax if they were to sell them.

Keeping this in mind, we've gotten so far away from what our Founding Fathers had originally intended for us. When you look back at the history of our nation, from the time of our Founding Fathers all the way up through the passage of the Revenue Act of 1913, with the exception of raising money to fight the Civil War, there had never been any personal or corporate income tax levied in our country, as this is the way our Founding Fathers had intended it. But after the passage of the Revenue Act of 1913, government soon began raising income tax rates dramatically, as powerful special interest groups began lobbying to get more of our money. So in 1921 a law was passed allowing tax-deferred exchanges, because people believed that trading one real estate investment for another should not be taxed in the exact same manner.

This has continued up until the present day, but now powerful special interest groups are lobbying once again to remove the provision for tax-deferred exchanges from the tax code. As a component within this lobby, there are people on Wall Street who want to see tax-deferred exchanges go away, because they apply to real estate transactions and not to trading securities, where the investors in these securities have to pay capital gains tax on their profits whenever they're sold.

But on the real estate side of the equation, powerful forces are lobbying to keep the tax-deferred exchange within the tax code, so the fight isn't over yet. If you're interested in keeping informed on this, a good Web site to do so is located at [www.1031TaxReform.com](http://www.1031TaxReform.com). In addition, contact your Senators and your Congressional representatives, and tell them to vote to keep Section 1031 tax-deferred exchanges within the tax code.





**Do you have a  
Commercial Real Estate Question?**

**Email us and we will answer  
in our next month's newsletter!  
CCRE @ nerycorp.com**

### **Cash-on-Cash Rate**

A return measure on income producing commercial properties that is calculated as cash flow before taxes divided by the initial equity investment.

## **ARRUDA, VOLPE WIN TOP HONORS**

We are pleased to announce  
our two top achievers in 2016



**Mathew J. Arruda**  
Coastal Realty  
Sales Agent of the Year 2016  
\$18.5 Million  
in residential/commercial sales



**Michael Volpe**  
Coastal Commercial Real Estate  
Sales Agent of the Year 2016  
Over 3 Million Square Feet  
Leased/Sold

## **Retain What You've Learned**

The process of retaining new knowledge can often be an unpleasant and arduous one, but the good news is that studies have shown that the more difficult something is to learn, the more likely it is that this information will be permanently retained in the memory.

One way to make learning more difficult, and thus more effective in the long term, is to keep testing yourself without reviewing the material again beforehand.

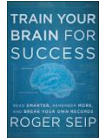
This is likely to lead to answers that are just guesses, but research has demonstrated that guessing can actually assist with the learning process, and the correct answer may be more likely to be retained after being corrected from the wrong answer.

It is also a good idea to not get too carried away.

Research suggests that people can become too confident about what they have learned, only to then end up forgetting the information again later on.

People underestimate their tendency to forget things, and most particularly after some time has passed.

An excellent book on this subject is  
**Train Your Brain for Success by Roger Seip**



## **People Management Tips**

Most methods of people management are nothing particularly remarkable, and good old fashioned common sense can go a long way, along with some simple pieces of advice.

The simplest advice for managing people is simply to get to know who your people really are. Managers who rarely even talk to their employees, let alone genuinely connect with them, are going to find it very difficult to motivate them when they have no understanding of these people's likes, dislikes, and aspirations.

Knowing your employees gives you a much better chance for establishing an engaging rapport and a sustained level of productivity.

It is also important to make sure that you are communicating with your employees in a clear manner. Vague instructions, obscure objectives and unclear assignments can muddy the waters between managers and employees. Managers who are able to communicate in a clear fashion in meetings, and in normal, casual everyday interactions, are much more likely to end up with the results they want because their employees are clearer on their ideal goals.



## **Easy Social Media Tips**

Harnessing the power of social media in regards to business is not always as easy as it may seem, but there are some simple tips that are easy to follow that can make a big difference in your following.



One of the most important things a business owner can do on social media is to behave like a human being.

Business owners often fall into the trap of posting content that is almost robotic, but it is the human touch, including engaging with or reacting to customers, that will win over your followers. Talk and act on social media in the same manner that you would do in a face-to-face communication in the real world.

Positivity is also vital. Even if faced with customers who are unsatisfied or angry, the best response is to stay positive and try to find a resolution that will make everyone happy.

If a conversation becomes too complicated or emotional try to move it to Twitter direct messaging or email to discuss the matter in more

## Efficiency Tips and Tricks

The B2B industry is constantly changing and evolving, and it can be increasingly tough to find information that is actually specific and actionable beyond meaningless phrases and buzz words.

The good news is there are some pieces of specific, actionable advice that can help B2B companies to increase both efficiency and customer satisfaction.

One good tip is to not be afraid to collaborate.

Rather than forcing a support person to try to answer a question that they do not have any idea how to properly resolve, try to get people working together and learning from one another.

Collaborative methods of customer support make it easier to get the right information from knowledgeable team members.

Another good tip is to implement self-service. More and more support teams within the B2B industry in particular are beginning to make self-service a part of their strategy in relation to customer support.

The primary benefit of self-service is directing customers to a place in which they can have their questions answered twenty four hours a day, seven days a week, and which also cuts down on response times from customer support agents.



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## Financial Tips For New Caregivers

Caregivers helping loved ones suffering from advanced age, disease, or injury have a massive responsibility in regards to making the right decisions around money management for those they are caring for, making it important that they prepare for that responsibility accordingly.



Financial caregivers have a crucial role to play in allowing their loved ones to live viable and stable lives, and it is vital that they understand how to manage their day-to-day finances, in addition to planning for future expenses in order to ensure that all of the needs of their loved ones are met.

One important tip for new caregivers, particularly those who have been given power of attorney and other legal responsibilities, is to make sure you are aware of all of the legal ramifications. Make sure that you execute your role better by learning all of the legal responsibilities that go along with the authority that you've now been given.

Another good tip is to carefully budget, particularly if there is a fixed income or otherwise limited amount of money to take into account. It is vital for caregivers to act to cut down on unnecessary costs and to budget correctly to make sure that the money is allocated in the correct manner.



NEW BEDFORD



Waterfront 500K SF Mill Building at Clark's Cove!  
\$1.8M

## FOR SALE

NEW BEDFORD, MA



**2,140SF Industrial Flex Building!**  
**\$99,000**

ACUSHNET, MA



**2,132 SF 2 Unit 4BD Multi Family w/ 2 car garage**  
**\$249,900**

NEW BEDFORD, MA



**1,309 Sf Retail Building w/ 7 bays & car lot**  
**\$350,000**

NEW BEDFORD, MA



**6,520 SF Retail/Commercial Building**  
**\$375,000**





**January 2017**

**Commercial Real Estate**  
news and more

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## **FOR SALE**

### **DARTMOUTH, MA**



**Busy Rte 6 2,139 SF**  
**Retail/Commercial Property**  
**\$269,000**

### **FAIRHAVEN, MA**



**5 Acres – High Traffic Light**  
**Location Rte 240/195**  
**\$995,000**

### **FALL RIVER, MA**



**Waterfront 26,733 SF Lot**  
**Approved for up to 48 Condo Units**  
**w/ garage!**  
**\$1.5M**

### **NEW BEDFORD, MA**



**2,088 SF Retail Building on Busy**  
**Hathaway Rd & Rt 140 ramp**  
**\$549,000**

### **NEW BEDFORD, MA**



**5.5 Acres Dvlp NB Business**  
**Park Opportunity**  
**\$500,000**

### **NEW BEDFORD, MA**



**Commercial Flex Blding w/**  
**17,000 SF Cold Storage**  
**\$2.6M**