



**FOR LEASE**

**OFFICE SPACE**

154 Faunce Corner Road, Dartmouth, MA  
1,280 SF Office/Retail Space

78 Faunce Corner Road, Dartmouth, MA  
3 Room Medical Office

60 Brigham St., New Bedford, MA  
3,656 SF Medical/Gen. Office Space on 2<sup>nd</sup> Fl

634K State Rd, Dartmouth, MA  
1,000 SF Retail/Office Space on Rt. 6

**RETAIL SPACE**

154 Faunce Corner Road, Dartmouth, MA  
1,280 SF Retail/Office Space

89 County Rd, Mattapoisett, MA  
1,338 SF Auto Repair on Busy Main Road

12 & 14 Sconticut Neck Rd, Fairhaven, MA  
1,400 SF Retail Space at Sconticut Square

73 Reeves St., Fall River, MA  
2,309 SF Office Building w/Parking

67-73 Huttleston Ave, Fairhaven, MA  
2,400 SF End Cap Space

511 State Road, Dartmouth, MA  
856 SF End Cap Retail/Office Space

654 State Road, Dartmouth, MA  
900 SF Yoga or Dance Studio w/ Utilities

44 Troy Street, Fall River, MA  
7,500 SF Office Showroom w/ Warehouse

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

634 C3/K State Rd, Dartmouth, MA  
980 – 1,000 SF Retail/Warehouse Space

**INDUSTRIAL/WAREHOUSE**

232-236 Huttleston Ave, Fairhaven, MA  
Two 1,200 SF Industrial Garage Spaces

376 Nash Road, New Bedford, MA  
Up to 8,000 SF Ind Flex Space on 2<sup>nd</sup> Floor

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

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

**Here's What We Can Predict in  
Commercial Real Estate in 2018**

With the New Year now being here, everyone would like to know what the future will hold for us within commercial real estate in 2018. While we don't have a crystal ball, commercial real estate industry news resource GlobeSt.com recently sat down and interviewed Situs RERC President Ken Riggs on what we can expect in 2018, and here's what he said...



After discussing this subject with many valuation experts in the industry, Ken concluded that "Eighty percent of those surveyed said CRE values would remain the same in 2018, while 20% predicted they will increase by 1%."

This is good news for those wondering if there might be an economic downturn coming, but such a downturn is not something that is, generally speaking, on many people's radar screens right now.

Property values seem to be firm, the economy has been doing well, and attractive financing continues to be available, all of which are good indicators for our future within commercial real estate.

However, there is one indicator that does deserve to be looked at, and this is the fact that in many areas commercial real estate prices have now stabilized and are not continuing to rise as they had been.

While on the surface some may respond to this by saying, "So what?, in reality, when we look at what has happened in previous economic downturns, this price stabilization and seeing buyers no longer being willing to pay tomorrow's price today has been an indication that a change is in progress...and that we're more likely to experience a downturn at some point before we experience prices rising substantially once again.

Lenders seem to be confident right now in giving loans, and this is a positive sign. This is because when property can be purchased with both good leverage and at reasonable interest rates, this helps to support overall property values, as more people can still get appealing financing, keeping them in the market, and making them interested in buying more property.

So, in putting all of this together, as we begin transitioning into 2018, an accurate term for us to be operating under could be "cautious optimism." Keep looking for more opportunities, but always make wise, intelligent decisions based upon sound fundamentals.



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

**Email us and we will answer  
in our next month's newsletter!**

[CCRE@nerycorp.com](mailto:CCRE@nerycorp.com)

## Working Capital

A measure of both a company's efficiency and its short-term financial health. It is calculated as:

Working Capital = Current Assets - Current Liabilities

This ratio indicates whether a company has enough short term assets to cover its short term debt or excess assets.

A ratio between 1.2 and 2.0 is typically sufficient.

## Sold

### Retail

41 Pleasant St, Norton, MA \$3,270,000  
3 Park St, Rehoboth, MA \$2,400,000  
80 Broadway, Taunton, MA \$1,252,300  
1094 Washington St, Attleboro, MA \$1,000,000  
7 Crane Ave, Westport, MA \$135,411  
2060 Washington St, Hanover, MA \$10,500,000  
50 Exchange Tr, Providence, RI \$1,900,000  
920 Matunuck Beach Rd, S Kingstown, RI \$529,900  
264 N Varley St, Fall River, MA \$195,000

### Office

628 Pleasant St, New Bedford, MA \$1,100,000  
165 Belmont St, S Easton, MA \$920,000  
316 Washington St, Norwell, MA \$1,072,500

### Multi Units

16 Balcom St, Providence, RI \$270,000  
64 Barstow St, Providence, RI \$235,000  
40 Berkley St, Providence, RI \$210,000  
827 Atwells Ave, Providence, RI \$289,000  
69-71 Sarrento St, Providence, RI \$232,500  
1079 Broad St, Providence, RI \$200,000  
25 Lucas St, Pawtucket, RI \$196,500  
312 Walcott St, Pawtucket, RI \$176,520  
64 Tiogue Ave, W Warwick, RI \$400,000  
173 Green St, Brockton, MA \$320,000  
14 E Main St, Middleboro, MA \$316,300  
Bruce Ave, N Attleboro, MA \$330,000  
614 Highland Ave, Fall River, MA \$324,000  
110 Hathaway St, New Bedford, MA \$215,000  
55-561 President Ave, Fall River, MA \$205,000  
162 Eastern Ave, Fall River, MA \$200,000  
73 Massasoit St, Fall River, MA \$160,000  
38 Garfield St, Fall River, MA \$117,000

### Manufacturing

72 Sharp St, C-10/1<sup>st</sup> Fl, Hingham, MA \$1,200,000  
37 Narragansett Ave, Providence, RI \$249,000

### Parking Lot

10 Pond St, Norwell, MA \$5,600,000

### Land

466 Washington St, Attleboro, MA \$1,175,000  
972 Phillips Rd, New Bedford, MA \$619,000  
217 Centre Ave, Rockland, MA \$395,000

### Agricultural

1450 Tarkiln Rd, Burrillville, RI \$435,000  
Ward St, Carver, MA \$200,000

**For More Information on Buying or  
Selling Your Property,  
Call Us at (508) 990-4280**

## Coping with Family Stress

Families can have stress, particularly during or large get-togethers. For people who suffer from social anxiety such events can be particularly straining. However, the good news is there are tips and strategies that you can use to make family parties less of a trial.



Social anxiety is often rooted in the desire to do everything perfectly, with people feeling pressure to always say and do the right thing. While this certainly cannot change overnight, sufferers can try to defuse such situations by just by behaving in a friendly manner, and by simply responding to and answering questions.

Social anxiety can also be undone by setting the bar low. Do not expect that you will be the life of the party, just make eye contact with people, engage in some occasional chit-chat, and smile.

It is also a good idea to remember that social anxiety is not uncommon, and there is a good chance that other members of your family feel the exact same way as you are.

## Diabetes Tips

Diabetes management can be a lifelong commitment, and a very expensive one, too. However, the good news for diabetics is that they do not have to eat any differently than anyone else who is just trying to eat a healthy diet. Diabetics do not have to eat special foods; they just need to follow the same guidelines for healthy eating as those who do not suffer from this condition. Diabetics do need to make more regular trips to their doctors in order to have health checks, particularly if they are over the age of forty and have not seen a doctor for some time. Those who do not have diabetes, but are worried they could be at risk, can also follow some simple tips to cut down on the chances of developing the condition. One good tip is to have a simple fasting blood test that can tell you if you unknowingly have pre-diabetes, and you will then be able to take the right steps accordingly. It is also a good idea to get more regular exercise, preferably moderately-intense for half an hour a day, and five days a week. But consult your doctor before undertaking any strenuous exercise and try to start slow.

## Managing Anxiety

While stress can be beneficial, too much can result in an anxiety disorder that has an adverse effect on both health and on overall quality of life. Willpower alone is not enough to cope with an anxiety disorder, and professional treatment may be required. But there are some changes you can make to your lifestyle that could help manage this kind of condition.



Regular exercise helps release body chemicals known as endorphins, which make us feel good. Just 30 minutes of exercise for at least 5 days a week can help to reduce the symptoms of anxiety. Limit your amount of caffeine and alcohol, eat healthy foods, and don't miss meals.

If you fear you may have an anxiety disorder, keep a diary of your symptoms, such as constantly worrying, panic attacks, nightmares, and avoidance of social situations.

There are many treatments available for treating anxiety disorders, including cognitive behavioral therapy, which can help you alter the pattern of your thoughts. So, if you believe you have an anxiety disorder, find a therapist with experience in treating this kind of condition.

# Avoiding Serious Marketing Errors

Mistakes happen, but the good news is with B2B marketing, the majority of serious errors can be avoided with a bit of discipline and careful planning.



One of the most common errors made by B2B marketers is attempting to be everything to everybody. The reality, however, is that regardless of how good the products or services offered by your company may be, it is impossible to make everybody happy. The simplest way to avoid this mistake is to gain a better awareness of your target audience. Knowing what you should not, or even cannot, do is vital to achieving B2B marketing success. So, building a detailed and specific buyer persona will enable you to better develop a clear message aimed specifically at your target market.

Another mistake to avoid is reusing old methods just because they worked in the past. Tried and true methods may seem safe and risk-free, but they also virtually guarantee that there will be no chance for even bigger gains than has previously been. B2B marketing strategies need constant updating to account for new approaches, channels, competition, and technologies.

## Richard E. Stang, Esq., Joins Coastal Commercial Real Estate

Join us in welcoming Richard E. Stang, Esq., to Coastal Commercial Real Estate as our newest Commercial Sales & Leasing Broker for Massachusetts and Rhode Island.



Mr. Stang has sales and leasing experience along with a legal, permitting, land use, environmental, engineering, management, and government relations service background. "In addition, Richard has worked as a chief legal counsel and legislative liaison in the past," said Kevin A. Nery, President, "so he brings broad knowledge to each unique commercial lease and sales transaction."

Mr. Stang's comprehensive career in commercial real estate also includes an extensive background in planning and economic development. "He brings a unique perspective to the South Coast commercial real estate landscape," noted Mr. Nery, "especially since he has been a successful entrepreneur. Richard really understands the clients' perspective." Mr. Stang has founded and owned companies in the energy, technology, insurance, and industrial manufacturing sectors.

Mr. Stang earned his J.D. from the Boston University School of Law, Boston, MA. He is a Graduate of Rhode Island College, Providence, RI, where he earned his Bachelor of Arts degree. He is a member of the Massachusetts, Rhode Island and Florida Bar and lives in Westport with his family.

Mr. Stang, Esq. can be reached at 508-990-4280 or [R.Stang@nerycorp.com](mailto:R.Stang@nerycorp.com).



FALL RIVER, MA

*Call Richard at 508-990-4280 for Complete Listing Details*



**Approved 26,733 SF Lot  
for Condos Overlooking  
Mt. Hope Bay  
\$1.5M**

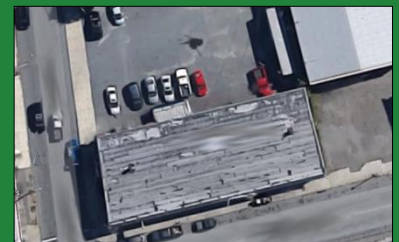
## FOR SALE

### NEW BEDFORD, MA



**1,260 SF Retail/Office  
Building  
\$155,000**

### NEW BEDFORD MA



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

### TAUNTON, MA



**6,621 SF Restaurant/Bar/Function  
w/Liquor & Real Estate  
\$310,000**

### NEW BEDFORD, MA



**1,490 SF Two Story  
Office Building  
\$269,900**

Coastal Commercial Real Estate  
700 Pleasant Street, Suite 330  
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774-400-9532

## FOR SALE

### NEW BEDFORD, MA



**Commercial Flex Building  
with 17,000 SF Freezer  
\$2.6M**

### NEW BEDFORD, MA



**5.5 Acres Abuts  
Industrial Park  
\$499,000**

### FALL RIVER, MA



**2,458 SF of Mixed Use  
Retail/Office/Residential  
\$214,900**

### NEW BEDFORD, MA



**104,000 SF Industrial  
Flex Building  
\$725,000**

### NEW BEDFORD, MA



**7,200 SF Building  
w/Garages – Inside Parking  
\$375,000**

### FALL RIVER, MA



**2,309 SF Former  
Bank Building  
\$499,000**