



FOR LEASE

OFFICE SPACE

1738 GAR Highway, Swansea, MA
1,500 SF Medical/Office Space

4-18 S. Water St, New Bedford, MA
Two 2nd Floor Spaces: 1,312 SF & 1,385 SF

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 2nd Fl

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

RETAIL SPACE

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

331-337 State Road, Dartmouth, MA
900 SF End Cap & 3,000 SF Retail Spaces

2-17 Sarah's Way, Fairhaven, MA
2,000-5,240 SF Restaurant & Retail Space

161 Pope's Island, New Bedford, MA
10,183 SF High Profile Waterfront Property

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

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 Garage

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 2nd Floor

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

Preparing Your Property for Sale or Lease

One mistake property owners often make is not preparing their property for the market properly before they begin selling or leasing it. As an example, most of us, if we were selling our own car, would have it washed, cleaned, and vacuumed, and some of us would even have the car waxed or detailed, too, because we know that people's first impression of the vehicle goes a long way towards stimulating their interest in buying it. In addition, we also understand that if people don't like the overall cleanliness of the car inside and out, fewer people will become interested in buying it, and those who do will likely offer us less money for it.



But when it comes to selling or leasing commercial properties, many owners don't feel the same way. They often don't want to spend the money to fix up their property cosmetically and have it appear clean. At the same time, they often expect prospects to envision the condition of the property as it ideally could be - as if this work had already been completed. Unfortunately, sometimes these owners also expect a price for their property that reflects what the property would sell or lease for in this ideal condition.

We're all affected by our first impressions of things, and whenever people are buying or leasing commercial real estate, they're often making one of the most important financial decisions of their lifetime. Prospects' first impression of a property can determine whether or not they'll be interested in looking at the property in greater detail. With this in mind, and especially when you're in a market with many properties competing for fewer buyers and lessees, a property that looks and shows better than the others is going to get more attention and oftentimes more offers, assuming that it's reasonably priced.

In addition, when selling a property, you'll want to make sure that any potential problems that could interfere with the sale are taken care of before you ever put your property on the market. As an example, you'll want to make sure that any environmental problems are identified and taken care of ahead of time, and that any problems that may exist on the property's title report are removed and taken care of in advance. After all, in the middle of a sale you don't want a buyer to be surprised by environmental problems that still need to be resolved and begin thinking that maybe this property really isn't for them. In addition, if there are old documents that are still recorded against the property or conditions that need to be removed from the title report, your buyer can begin questioning their desire to still buy the property when more time is deemed necessary to try and resolve these problems.

So, when you're about to put your property on the market, make sure that it shows nicely inside and out, and also make sure that any environmental and title problems are both discovered and resolved ahead of time.



Do you have a
Commercial Real Estate Question?

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

CCRE@nerycorp.com

Intrinsic Value

The intrinsic value is the actual value of an asset based on an underlying perception of its true value, including all aspects of the business, in terms of both tangible and intangible factors. This value may or may not be the same as the current market value.

Sold

Retail

35 Route 44, Raynham, MA \$2,400,000
2100 Acushnet Ave, New Bedford, MA \$1,875,000
306 French St, Fall River, MA \$500,000
239 Ocean St, Marshfield, MA \$950,000
596 Putnam Pike, Greenville, RI \$4,030,000
84 Old Tower Hill Rd, Wakefield, MA \$2,100,000
51 Dowling Village Blvd, N Smithfield, RI \$1,975,000
359 Wilbur Ave, Somerset, MA \$129,900
45 Sandwich Rd, Wareham, MA \$250,000

Office

45 Accord Park Dr, Norwell, MA \$1,200,000
135 Webster St, Hanover, MA \$1,190,000
1343 Hartford Ave, Johnston, RI \$525,000
50-56 Pine St, 300/3rd Fl, Providence, RI \$370,000
49 Slocum Rd, Dartmouth, MA \$625,000
16 Hillside Ave, Attleboro, MA \$1,950,000
225 Greenville Ave, Johnston, RI \$116,000

Multi Units

236-240 S. Main St, Attleboro, MA \$760,000
686 N Montello St, Brockton, MA \$590,000
109 Montgomery St, Pawtucket, RI \$780,000
425 Warren Ave, E Providence, RI \$475,000
297 Admiral St, Providence, RI \$115,000
56 Broadway, Taunton, MA \$500,000

Industrial

170 Oak Hill Way, Brockton, MA \$2,550,000

Land

Hickory Rd, N Attleboro, MA \$2,420,000
Christa McAuliffe & Comme, Plymouth, MA \$1,377,000
1040 S Broadway, E Providence, RI \$299,900

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

Sharpen Your Mind to Learn Better

Each of us eventually has more difficulty retaining information. Here are some tips to help you stay on top of the knowledge game and keep you learning as you age:



Visualize. Mentally rehearse an event, conversation or activity before it actually happens. This visualization helps eliminate the stress you may feel over the unknown. Plus, when you're more relaxed, you're better able to learn.

Take a break and exercise. If you're trying to remember information you're reading, take frequent breaks. Don't just loll around, though. Engage in vigorous exercise.

Focus on concentrating. Distractions are the bane of any learning attempt. If you're attending a seminar or training session, sit near the instructor and maintain eye contact with him or her. Try not to fidget; simply relax into the session and let your focused attention do the job.

Say it out loud. Read aloud the material you're trying to learn and repeat out loud the facts you want to retain. This way, both your mind and your ears are taking in information.

Tame frustration. If you're getting frustrated over material you're trying to learn, remind yourself that getting emotional will only hamper your ability to retain information. If you have to, step back and take a long break.

Make 'Em Laugh: A Few Pointers On Telling Jokes



Making people laugh is a tried and true way to win friends. A good joke is a good start, but telling it well takes skill. You can learn by following this advice:

- Know your joke thoroughly. Memorize your joke so you don't forget important details. Going back in mid-joke ("Oh, I forgot, there's a chicken on the firefighter's head") distracts from your momentum. Rehearse ahead of time if possible. And don't tell a joke you don't understand—if you don't know why the punchline is funny, you're more likely to mangle it.
- Don't oversell it. Resist the temptation to tell people how funny your joke is going to be. They'll expect something fantastic, and anything less will disappoint them. Keep your delivery relaxed and natural to draw them in.
- Easy does it. One technique is to offer the joke casually, as if it's a personal anecdote: "I remember, a few years ago ..." As your audience comes to realize you're actually setting up a joke, they'll nod or smile in recognition, so you've already "warmed them up." If they don't catch on until the punchline, the element of surprise adds to the impact.
- Pace yourself. Don't race to the punchline. It increases the chance you'll leave out an element, and your listeners may have trouble following the story. Get comfortable pausing at times to let the audience visualize what's happening. Just don't drag the joke out too long or the payoff may not live up to the buildup.
- Know your audience. You always want to avoid jokes that are racist, sexist, or otherwise offensive. But even a seemingly harmless joke can fall flat if your listeners don't relate to it. A joke about your business, for example, may have limited appeal to someone who's always worked in a different industry. Look for universal jokes that everyone can appreciate.

Guidelines for Helping Struggling Employees

Let's face it, some employees simply don't realize that they're not doing their jobs well. You've got to tell them the truth without shattering their self-confidence. Here are some tips:

- Be prepared for resistance. Don't be surprised to hear employees overestimate the quality of their work. Illustrate your case with evidence, such as mistakes the employee has made on projects, missed deadlines, and miscommunication.
- Show them examples of good work. Establish concrete, clear expectations of the level of quality that you seek in the work that the employee does.
- Focus on measurable performance. Set benchmarks that you'd like the employee to achieve by certain deadlines. Come up with a schedule that you both agree on, and make sure you include time for periodic updates that allow both of you the chance to discuss the employee's performance.
- Offer training. If you want an employee to improve, make certain that he or she has the means for shaping up. Give them permission to get more training.

Marc R. Rousseau, AICP, MA, Joins Coastal Commercial Real Estate

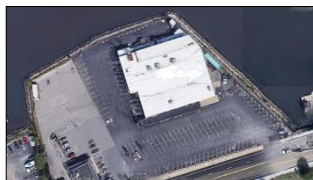
We are pleased to announce that Marc R. Rousseau, AICP, MA, has joined us as a Commercial Sales & Leasing Broker.

Marc has over thirty years of experience in municipal planning, economic development, and commercial real estate. According to Kevin A. Nery, President of Coastal Commercial Real Estate, Marc's "combination of local government knowledge and his understanding of development opportunities makes him a valuable partner for those looking to sell, buy, or lease commercial real estate in southeastern Massachusetts."

Marc's work experience includes serving as City Planner and Economic Development Director in New Bedford, MA, and Director of Planning and Development in the communities of Easton and Norton, MA. In addition, he served as Director of Site Development for a commercial real estate development company, where his responsibilities included site selection, market analysis, land acquisition, and entitlements/permitting.

Marc earned his Master of Arts degree in Community Planning from the University of Rhode Island in Kingston, RI. He is also a graduate of Providence College in Providence, RI, where he earned his Bachelor of Arts degree in Political Science with a minor in Public Administration. He is a licensed member of the American Institute of Certified Planners (AICP). He lives in New Bedford, MA.

Marc can be reached at 508-990-4280 (office) or m.rousseau@nerycorp.com.



NEW BEDFORD, MA

Call Kevin at 508-990-4280 for Complete Listing Details



Waterfront Property

**25,000 SF Building on 2 Acres
of New Bedford Waterfront
\$2M**

FOR SALE FALL RIVER, MA



**Approved 26,733 SF Lot for Up to
48 Condo Units
\$1.5M**

MATTAPOISETT, MA



**1,338 SF Auto Repair on Busy Main Street
\$199,000**

NEW BEDFORD, MA



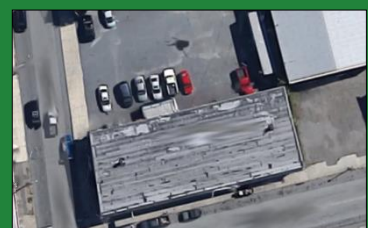
**Commercial Flex Building
w/17,000 SF Freezer
\$2.6M**

NEW BEDFORD, MA



**1,490 SF Two Story Office Building
\$255,000**

NEW BEDFORD, MA



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

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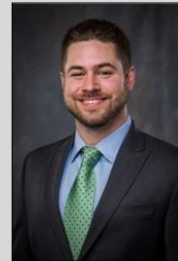
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FOR SALE

NEW BEDFORD, MA



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

NEW BEDFORD, MA



**2,162 SF Office Building on
High Traffic Road
\$229,900**

NEW BEDFORD, MA



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

FALL RIVER, MA



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

NEW BEDFORD, MA



**1,260 SF Retail/Office
Building
\$144,900**

NEW BEDFORD, MA



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