



## FOR LEASE

### OFFICE SPACE

179 William Street, U7, New Bedford, MA  
900 SF 2<sup>nd</sup> Floor Office in Historic Downtown

191-201 Pope's Island, New Bedford, MA  
1,200-1,900 SF 2 Retail/Office Spaces

398 County Street, New Bedford, MA  
2,000 SF Office on the 1<sup>st</sup> Floor

67-69 Brigham Street, New Bedford, MA  
1,440 SF State-of-the-Art Medical Office

675 Paramount Drive, Raynham, MA  
3 Units at Raynham Woods Medical Center

2031 Purchase Street, New Bedford, MA  
3,200 SF on 1<sup>st</sup> Floor w/Parking Lot

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

### RETAIL SPACE

154 Faunce Corner Road, UF, Dartmouth, MA  
1,911 SF Storefront in Busy Strip Plaza

161 Pope's Island, New Bedford, MA  
10,000 SF in Waterfront District

2031 Purchase Street, New Bedford, MA  
3,200 SF on 1<sup>st</sup> Floor w/Parking Lot

178 Huttleston Avenue, Fairhaven, MA  
4,085 SF in High Traffic Location on Busy Rt 6

191-201 Pope's Island, New Bedford, MA  
1,200-1,900 SF 2 Retail/Office Spaces

331 State Road, Dartmouth, MA  
3,000 SF in Busy Plaza w/10 Units

Sarah's Way, Fairhaven, MA  
2,000-2,640 SF Retail Space in CVS Plaza

### INDUSTRIAL/WAREHOUSE

21 Ventura Drive, Dartmouth, MA  
10,000+ SF Warehouse w/Office Space

211 Pope's Island, Suite 4, New Bedford, MA  
1,400 SF Storage/Contractor Space

161 Pope's Island, New Bedford, MA  
10,000 SF in Waterfront District

376 Nash Road, New Bedford, MA  
17,000 SF Freezer and/or 8,000 SF Flex Space

**Contact us at (508) 990-4280  
for further information**

## Is Now the Time to Sell Your Commercial Property?

Ideally, when you sell your commercial property, you want to do so at the peak of the market, when property values are at their highest levels. The problem with this goal is that so many people mis-time the market, not observing it objectively, and then years down the road, when looking into the rearview mirror, the timing in retrospect then seems more obvious to them.



So, let's use historical data and take a look at how our real estate markets have performed nationally over the past 40-50 years. What we've generally observed is a runup of solid activity and property appreciation for specific periods of time, followed by a transitional cooling off period, then followed by an economic downturn. Then during the economic downturns, vacancy rates on commercial properties have risen, and property values have gone down.

In addition, as the lenders have become more concerned during these transitions, they tend to tighten their lending criteria, requiring larger down payments, and raising their interest rates, too. This then tends to exacerbate the situation, causing buyers to demand lower prices in order to compensate for these changes that have now taken place.

So, putting this all together, we haven't seen within the past 40-50 years or so a time when we've first had a solid real estate market, followed by a transitional cooling off period, where the market hasn't then experienced an economic downturn first before emerging once again into a solid, robust commercial real estate market. By understanding this cycle and objectively evaluating where the market is within it, you can then properly prepare for the next stage ahead of time.

Reports indicate that we're now experiencing a less frenetic pace of activity in most commercial real estate markets nationally. So, what do you believe we're more likely to experience next based upon our history? Will we be more likely to experience a resurgence and a heightened, increased level of activity within the real estate market? Or will we be more likely to experience a continued transition and more cooling off, leading into an economic downturn?

Your answers to these questions are important because if you're someone who would like to sell before the next economic downturn hits us, while prices are still solid and good financing is still available for your buyers, then now may be the best time for you to sell. However, if you're someone who intends to hold onto your property through any economic downturn, then now isn't the time for you to sell.

If you would like more information on trends in our local commercial real estate market, or if you would like to discuss what your property would sell for right now in today's market, give us a call. Because if you believe we're moving towards an economic downturn, then now would be the best time for you to sell for years to come.



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

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

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

## Debt Coverage Ratio (DCR)

This ratio measures the ability to pay a property's mortgage payments from cash generated by renting the property, after paying the property's expenses. DCR is calculated by dividing the property's annual net operating income (NOI) by the property's annual debt service.

## Sold

### Retail

3-5 Progress St, Seekonk, MA \$661,500  
37 Purchase St, Fall River, MA \$400,000  
12 Monponsett St, Hanson, MA \$1,850,000  
385-387 Cumberland Hill Rd, Woonsocket, RI \$525,000  
63-65 Water St, Warren, RI \$300,000  
203 S Bend St, Pawtucket, RI \$280,000  
1223 State Rd, Westport, MA \$325,000  
115-129 Union St, New Bedford, MA \$750,000  
920 Washington St, Easton, MA \$815,000

### Office

52 Accord Park Dr, Norwell, MA \$1,710,000  
20 Catamore Blvd, E Providence, RI \$1,120,000  
470 Metacom Ave, Warren, RI \$725,000  
81 S Angell St, Providence, RI \$579,000  
1300 Division Rd, 201/2nd fl, W Warwick, RI \$353,700  
17 Johnny Cake Hill, New Bedford, MA \$290,000

### Multi Unit

12 Pratt St, Mansfield, MA \$3,370,000  
61 Market St, Brockton, MA \$600,000  
681 Charles St, Providence, RI \$373,000  
53 Sterling Ave, Providence, RI \$350,000  
5-7 Olneyville Sq, Providence, RI \$700,000  
216 Broadway, Providence, RI \$426,000

### Industrial

250 Industrial Dr, Halifax, MA \$835,000  
97 Industrial Dr, N Smithfield, RI \$1,460,000  
700-702 Douglas Ave, Providence, RI \$710,000  
2 Amherst St, Providence, RI \$290,000  
507 Alden St, Fall River, MA \$475,000

### Hospitality

155 Samoset St, Plymouth, MA \$5,800,000

### Land

85 Plymouth St, Bridgewater, MA \$1,000,000  
0 State Rd, Westport, MA \$175,000

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

## Email B2B Marketing Tips

Email is an excellent marketing tool, particularly for B2B companies, but in order to get to your contacts, who may receive dozens or even hundreds of such emails every week, you need a way to grab their attention.



One good tip is to make your message hyper-targeted and personalized, while not immediately asking for anything in return. Try and concentrate on sharing and giving value in order to build credibility and trust, keeping in mind that you are trying to create a relationship with a potential new customer.

Another good tip is to make the subject line in your email the very last thing that you write. When you send a personable email, this allows you to take the most important subject that you wrote about in the text, and use that as the basis for the subject line, which can be a good way to then get the attention of your target.

In addition, be careful of sending many images and hyperlinks in your emails, as these can trigger spam filters.

## Dental Health Tips

The standard advice for healthy teeth is to brush twice a day and eat less sugar, but those two tips may not be enough to prevent cavities.



The way you brush your teeth can be a factor in dental health. Brushing your teeth should take a couple of minutes each time you perform the action, as frequent brushing prevents bacteria from becoming developed and established upon the teeth.

A small toothbrush may be better than a large one, as it is able to get to more awkward areas within the mouth, and medium textured bristles can also increase the effectiveness of cleaning without hurting your teeth or gums. Electric toothbrushes may also be more effective than is the case with manual brushing, too.

You need to make sure that you are using fluoride toothpaste, which replaces the lost minerals in teeth, prevents decay, and makes teeth stronger.

Clean your teeth the last thing at night, and do not eat or drink anything else afterwards. It is also a good idea to get out of the habit of rinsing your mouth afterwards, as rinsing actually washes away the fluoride that is helping your teeth, and tooth decay can be reduced by up to 25 percent just by following this simple tip.

### **PACKAGE DEAL**

**Retail/Office Building 2,734 SF  
and  
Two-Family Residence 2,098 SF  
\$375,000**



FALL RIVER, MA

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



## Don't Miss These Leasing Opportunities

### ONLY ONE UNIT LEFT



#### **331 State Road, Dartmouth 3,000 SF Unit in 10 Unit Mall**

Prominent in-line position in an extremely busy and well-known retail plaza. Located on high traffic portion of State Road, across the street from the Dartmouth Mall. Excellent signage on both Route 6 and Westport Road.

### CLASS A SPACE



#### **675 Paramount Dr., Raynham 3 Units in Medical Center**

Located at the front of the Raynham Woods Commerce Center, this Class A Medical Space is at the hub of the southeastern Massachusetts highway system at the intersection of Routes 24, 44, & I-495

### HIGH VOLUME STORES



#### **2-17 Sarah's Way, Fairhaven Retail Space • 2,000–2,640 SF**

Join high volume CVS and Pet Depot. End caps available! Well-positioned on Route 6 at signalized intersection, allowing for great access and exposure with almost 20,000 vehicles per day. Large pylon opportunity on new sign.

### A MUST SEE INSIDE



#### **2031 Purchase St., New Bedford 3,200 SF Unit on 1<sup>st</sup> Floor**

Substantially reconstructed building with a new roof, new electrical, new mechanicals, and new interior makeover. Ready for final tenant improvements. Well located with immediate access to Route 195.

## FOR SALE

### FALL RIVER, MA



**Retail Store Near Ruggles Park - 1,256 SF  
\$225,000**

### NEW BEDFORD, MA



**Retail/Service Building - 4,554 SF  
\$275,000**

### FAIRHAVEN, MA



**Retail/Office Building on Rt 6 - 2,406 SF  
\$459,900**

### NEW BEDFORD, MA



**Classic New England Church - 2,960 SF  
\$189,000**

### NEW BEDFORD, MA



**Retail on Rt 6/Rockdale Ave - 1,760 SF  
\$195,000**



NEW BEDFORD, MA

*Call Lori at 508-736-2387 for Complete Details*

### FOR SALE

**Livery Building in  
Historic Downtown Location  
8,136 SF • \$750,000**

Coastal Commercial Real Estate  
700 Pleasant Street, Suite 330  
New Bedford, MA 02740  
508-990-4280  
www.coastalcommercialre.com



Follow us on



**Lori A. Nery**  
*CBR, LMS, GRI, Vice-President*



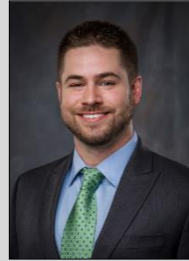
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## FOR SALE

### ACUSHNET, MA



**3 Retail Store Fronts + 2 Residential  
Apartments - 5,882 SF Total  
\$549,000**

### FALL RIVER, MA



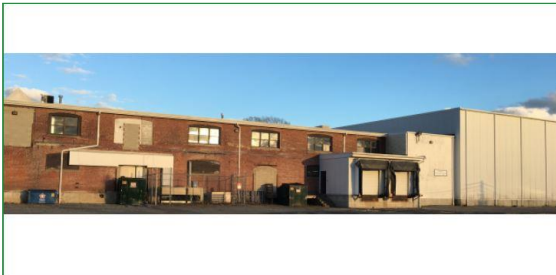
**Office & Retail Space with  
Lots of Parking - 8,688 SF  
\$675,000**

### NEW BEDFORD, MA



**Office + Warehouse  
Inside Parking - 7,200 SF  
\$375,000**

### NEW BEDFORD, MA



**State-of-the-Art 17,000 SF Freezer &  
42,609 SF Flex Warehouse  
\$2.5M**

### FALL RIVER, MA



**Retail/Office Building on  
High Traffic Road - 2,458 SF  
\$214,900**

### SWANSEA, MA



**2.89 Acre Commercial/Industrial  
Lot Across from New Target Plaza  
\$1.75M**