



FOR LEASE

OFFICE SPACE

827 Pleasant Street, New Bedford, MA
1,200+/- SF On 2nd Floor in High Traffic Area

179 William Street, U7, New Bedford, MA
900 SF 2nd 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 1st 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 1st Floor w/Parking Lot

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

RETAIL SPACE

404 Winthrop Street, Taunton, MA
8,559 SF Multi-Use Building on Route 44

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 1st 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
13,500 SF Warehouse w/Office Space

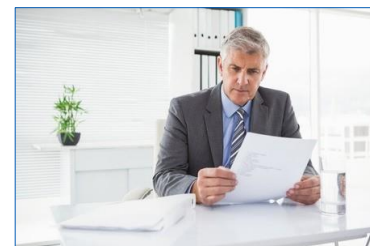
211 Pope's Island, Suite 4, New Bedford, MA
1,400 SF Storage/Contractor Space

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

The Relationship Between Cap Rates and Property Appreciation

The cap rate is one of the most basic calculations that investors often utilize when assessing both a property's value and its current rate of return on investment. This figure represents a property's net annual income divided by the purchase price, and for many investors it represents the starting point in determining whether or not a particular property should even be considered for purchase.



In hot real estate markets, cap rates tend to be driven down, as investment money is easier to come by, lenders are making more favorable financing terms available to buyers, and the buyers themselves tend to be doing better economically, being flush with more cash and wanting to invest it in more property. All of these factors combined create an overall greater demand for property, causing sellers to command higher prices, thereby driving down the overall cap rates.

But in hot commercial real estate markets, particularly in those markets that experience substantial appreciation in property values, the cap rates can get driven down even further. In specific areas within states like California, New York, and Florida, for example, the appreciation rate can be 20-30% per year on property, and this can then create a frenetic demand for buyers to own more property. The idea here is that, with the huge amount of annual appreciation that's been going on, the cap rate is now less significant, and the big money to be made is in the annual appreciation. So, in markets like these, the cap rates can get driven down to maybe 3-4%, then, when you add this to the 20-30% annual appreciation rate that's been going on, the overall annual returns can become quite substantial.

Contrast this instead with a market where, even in a good economy, it's been experiencing just a 3-5% annual appreciation rate on property values. Here we begin to understand just how much higher the cap rates now need to be in these areas in order to attract buyers. So, in this situation, a buyer may demand an 8-10% cap rate, because they'll be experiencing so much less in annual appreciation.

But in the hot markets, once the great annual appreciation rate finally subsides and buyers are looking at just a 3-4% cap rate on a property with no annual appreciation, their interest in buying the property can wane very quickly. However, sellers often then believe that their property should still sell at the 3-4% cap rate, and they just don't understand how the market dynamics have completely changed on them.

So, in putting this together, whether you are a buyer or a seller, timing is critical, and you need to understand when to get in at the right time, and when to sell at the right time, too. An experienced agent who specializes in commercial real estate can help keep you apprised of changing local market conditions.



Do you have a
Commercial Real Estate Question?

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

CCRE@nerycorp.com

Price Per Unit or Square Foot

Price per Unit is the price of the property divided by the number of retail units, apartments, or other rentable space. Often commercial real estate investors compare properties by looking at the price per square foot, which is the price of the property divided by the total square footage.

Sold

Retail

2629 S Main St, Fall River, MA \$169,900
1110-1270 Newport Ave, Attleboro, MA \$43,300,987
1050-1190 Newport Ave, Attleboro, MA \$13,213,607
1240 Newport Ave, Attleboro, MA \$618,509
1250-1270 Newport Ave, Attleboro, MA \$484,827
1230 Newport Ave, Attleboro, MA \$344,116
1244 Newport Ave, Attleboro, MA \$37,954
1345 Pleasant St, Fall River, MA \$230,000
130 Myricks St, Berkley, MA \$850,000
141 Pine St, Attleboro, MA \$557,200
795 Newport Ave, Attleboro, MA \$4,725,000
122 Liberty St, Brockton, MA \$2,550,000
10 Front St, Scituate, MA \$756,756
1050 Main St, 1st fl, E Greenwich, RI \$59,900
1560 Warwick Ave, Warwick, RI \$2,300,000
1975 Post Rd, Warwick, RI \$715,000
423 Atwells Ave, Providence, RI \$329,900
10 Howard Wharf, Newport, RI \$4,905,000

Office

67-69 Brigham St, New Bedford, MA \$320,000
24 Dean St, Taunton, MA \$520,000
1 Ocean Spray Dr, Lakeville, MA \$58,178,838
120 Centerville Rd, Warwick, RI \$6,059,300

Multi Unit

56 Ashley St, New Bedford, MA \$256,000
177-179 Ashley Blvd, New Bedford, MA \$243,000
251 Phillips Ave, New Bedford, MA \$300,000
15-17 W Chestnut St, Brockton, MA \$410,000
24 Dean St, Taunton, MA \$520,000

Industrial

1039 Main St, W Warwick, RI \$215,000
125 Ernest St, Providence, RI \$1,500,000
33 Bassett St, Providence, RI \$2,175,000

Hospitality

642 Boston Neck Rd, N Kingstown, RI \$1,800,000

Land

Narragansett Blvd, Fairhaven, MA \$468,000

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

Raising Happier Families

Happy families tend to be much more cheerful, energetic, optimistic and productive than those who are not, and it is the responsibility of parents to make sure the family they are raising is a happy one.



One important tip parents need to keep in mind is to look after their own needs. Spending all hours looking after everyone else to the extent that their own needs are neglected, is ultimately going to have negative consequences both for themselves, and for the rest of the family, so it is important for parents to make sure they have some "me" time.

Discipline is vital to the stability of families, and children should be taught how to get their needs met without offending or hurting others.

Use effective communication throughout good and bad times and ensure that children help out with chores.

Joint decisions should be negotiated with teenagers, as they are more likely to honor a decision if they played some part along with you in making it.

Social Media Management

Social media management can be a hectic gig, and it is not an easy task to make sure that all your campaigns on various websites and apps are delivering. This makes it all the more important to ensure you get everything right and do not waste any time.



There are a number of things social media managers should be aware of in order to ensure social networks will be able to benefit their business. The first and most important piece of advice is to ensure you fully understand all aspects of your business. Analyze the products and services offered by your business in order to keep focusing on delivering quality products and consistent quality or services to your customers. Classify your services or products and place them into appropriate niches that can be focused on during marketing, allowing you to identify the right audience to target during social media campaigns.

Managing the social media networks you choose to target requires realizing that all the platforms are different, and that a "one size fits all" style of content will not work. Create a social media calendar for each platform and try to come up with relevant content that can be posted on a daily basis.

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 1st 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



**Waterfront Lot Approved for Condos
\$1.5M**

NEW BEDFORD, MA



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

NEW BEDFORD, MA



**Classic New England Church - 2,960 SF
\$159,000**

NEW BEDFORD, MA



**Corner Lot at NBBP Entrance - 2 Acres
\$200,000**

FALL RIVER, MA



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



SWANSEA, MA

FOR SALE

**Commercial/Industrial Lot
across from the
New Target Plaza
2.89 Acres • \$1.75M**

Call Lori at 508-736-2387 for Complete Details

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



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



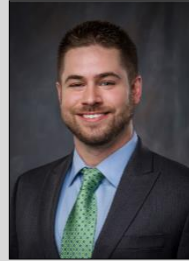
LoriNery@comcast.net
508-736-2387

Richard Stang, Esq.



R.Stang@nerycorp.com
508-990-4280

Justin Grolley, CBI, MBA



J.Grolley@nerycorp.com
508-965-8683

Joe Pinto



J.Pinto@nerycorp.com
774-400-9532

Kevin A. Nery
CBB, CBI, M&AMI, President



K.Nery@nerycorp.com
508-990-4280

FOR SALE

FAIRHAVEN, MA



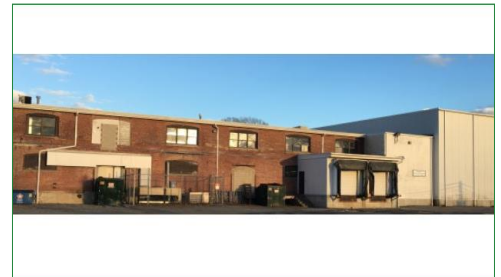
Retail/Office Space with Ample
Parking on Busy Route 6 - 2,406 SF
\$459,900

FALL RIVER, MA



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

NEW BEDFORD, MA



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

NEW BEDFORD, MA



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

NEW BEDFORD, MA



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

ACUSHNET, MA



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