



FOR LEASE

OFFICE SPACE

66 Brigham Street, New Bedford, MA
1,140 SF Medical w/ Handicap Access

26-30 Union St, New Bedford, MA
1,500 SF Prime Location

401 County Street, 2nd Fl, New Bedford, MA
2,800 SF Downtown Office Space

127 Faunce Corner Road, Dartmouth, MA
5,000 SF End Cap Storefront Retail/Office

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 Office Space, 2nd Fl

899 Pleasant Street, New Bedford, MA
Up to 3,000 SF Two 2nd Fl Offices

RETAIL SPACE

127 Faunce Corner Road, Dartmouth, MA
5,000 SF End Cap Storefront Retail/Office

154 Faunce Corner Rd, Dartmouth, MA
1,911 SF Plaza off of Route 195

145 Faunce Corner Crossing, Dartmouth MA
U:2,8, 9 Up to 5,400 SF Space in Busy Plaza

161 Pope's Island, New Bedford, MA
1,322-2,146 SF Waterfront District

4 Plaza Way, Fairhaven, MA
14,698 SF Retail/Office Space

32 Howland Road, Fairhaven, MA
3,784 SF Space on Highly Traveled Road

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

67-73 Huttleston Avenue, Fairhaven, MA
600 SF Plaza on Route 6

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

2 Sarah's Way, Fairhaven, MA
2,600 SF Space in Highly Visible Plaza

832 State Road, Dartmouth, MA
2,520 SF Retail at Route 6 Intersection

12 Sconticut Neck Rd, Fairhaven, MA
1,400 SF Retail Space in Busy Route 6 Plaza

INDUSTRIAL/WAREHOUSE

1450 N Main Street, Raynham, MA
25,360 SF Heated Warehouse Space

401 County Street, New Bedford, MA
860 SF Detached Storage Garage

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

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

Contact Us at (508) 990-4280 or
www.CoastalCommercialRE.com

Negotiation Tips to Create Winning Results

One of the challenges in any commercial property transaction is creating a deal or contract that benefits your client while also satisfying the other side. In volatile markets and where commercial property vacancies are on the rise, developing negotiation strategies that lead to a win-win rather than a win-lose agreement is a plus for everyone.



Many of the more aggressive negotiation strategies of the past, including the rush to use the "take it or I walk away from the table" approach, are no longer effective. Taking the time to discuss all options before ending the negotiation and walking away can provide opportunities to seal the deal even if the initial offers are far apart. Developing your skills in negotiation and communication allows you to express what you want while accommodating the other side's needs.

Before walking into the negotiation, know as much as you can about the other side. Preparation should be similar to a role play, where you consider what, when, why, and how the other side thinks. The internet provides a wealth of information you can tap into about commercial real estate in a specific industry, market, or geographic location. These details help to flesh out the points the other side will use. At the same time, you can develop your response based on research and insight into their pressure points.

Listening closely to what the other side is saying is a critical skill. Yes, it is vital to have your bottom line as the focus going into the meeting. However, listening to the other side's responses to your offer provides insight into their strategy. Asking open-ended questions when you hear an objection or a counteroffer is a skill worth developing. A simple "Can you tell me more about that?" rather than a "no" allows the opportunity to find common ground. Expert negotiators let the other side do the talking while they gather information and create solutions.

Another critical consideration is making the first and best initial offer. The opening offer is always the starting point in the negotiation, so it should be your best possible result. The other side will counteroffer, but you have put the pin in the board as to where the negotiation begins.

There is a reason they say negotiation is both an art and a science. Doing your homework, recognizing the pressures facing the other side, and communicating your needs is the science. Knowing when to talk, when to listen, and when to leave the table is the art. It is something we can all continue to improve on.



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<https://coastalcommercialre.com/newsletters/>

SOLD

Retail

43-49 Spring St, Fairhaven, MA \$375,000
1846-48 Purchase St, New Bedford, MA \$245,000
83 Cleveland St, New Bedford, MA \$90,000
221-227 S Main St, Fall River, MA \$1,050,000
251-255 S Main St, Fall River, MA \$700,000
444 Quaker Ln, Warwick, RI \$3,650,000
6758 Post Rd, N Kingstown, RI 245,000
861B Ashley Blvd, New Bedford, MA \$520,000
5-7 S 6th St, New Bedford, MA \$450,000
164-166 S Main St, Acushnet, MA \$330,000
469 Hartford Ave, Providence, RI \$670,000

Office

699 State Rd, Westport, MA \$600,000
170 Aquidneck Ave, Middletown, RI \$1,325,000
808 Tiogue Ave, Coventry, RI \$265,000
45 Providence St, W Warwick, RI \$200,000
90 Washington St, Taunton, MA \$1,400,000
84 Grape St, New Bedford, MA \$250,000
262 Union St, New Bedford, MA \$245,000

Multi Unit

2 Starboard Dr, Fairhaven, MA \$1,440,000
128 18th St, Fall River, MA \$580,000
111 Jenkins St, New Bedford, MA \$567,500
80-82 Manton St, Fall River, MA \$480,000
24-30 John St, Fall River, MA \$536,000
49 Nye St, New Bedford, MA \$460,000
124 6th St, New Bedford, MA \$500,000
183 Earle St, Fall River, MA \$440,000
86 Kilburn St, Fall River, MA \$370,000
1128-32 Acushnet Ave, New Bedford, MA \$380,000
23 Church St, Fall River, MA \$380,000
104 Fifth St, Fall River, MA \$255,000
116 Fifth St, Fall River, MA \$255,000

Industrial

965 Church St, New Bedford, MA \$2,125,000
605 Myles Standish Blvd, Taunton, MA \$10,400,000

Flex

106 Oak St, Taunton, MA \$348,000
318 Tremont St, Carver, MA \$1,300,000

Land

211 Kempton St, New Bedford, MA \$95,000

*Contact Us at
(508) 990-4280 or Visit Us at
www.CoastalCommercialRE.com*

Lung Health Tips

Lungs are hard at work all day, every day, and are vital to ensure the body receives the oxygen that it requires for survival, which is why it is so important to make sure to practice habits that will keep lungs in the best possible health.



The major cause of deteriorating lung health is of course smoking, so stopping smoking and avoiding the inhalation of any chemical substances is a good idea, as is staying away from secondhand smoke.

Lung volume can even be affected by body posture so it is important to maintain an adequate posture when performing everyday tasks or working, and drinking lots of water to remain hydrated is also important to ensure that the mucosal linings within the lungs remain thin.

Making sure your home remains clean is another important tip, as sepsis, pneumonia and fungal infections can take place in improperly maintained properties, and these conditions can be contributed to by a build-up of mold, dust, pet dander, and pollen.

Colon Health Tips

Although regular screenings are crucial to preventing colon cancer, nutrition also plays a massive role. Fresh fruit and vegetables are the best foods that can be consumed for colon health, with foods that are high in fiber able to clean the colon regularly and prevent the development of colon cancer.

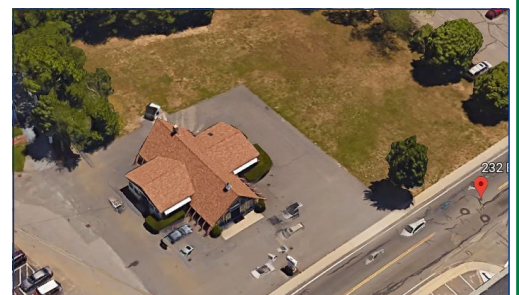
Fruit and vegetables that have vivid colors are particularly recommended, especially dark and leafy greens and fruits that are red, blue, orange or purple. Different colors provide the body with a number of different health benefits because they contain different vitamins, which work together and result in a nutritional powerhouse for the body.

Carbohydrates are vital to the body, despite the bad press they often receive, but the key is to avoid simple sugars and processed foods and select whole grains, which are an excellent source of fiber that help reduce the risk of cancer.

FOR SALE!

**2,280 SF Building on
0.94 Acres
Highly Traveled Road
\$950,000**

**Contact Kevin at (508) 990-4280
or k.nery@nerycorp.com**



Hyannis, MA

New Development Opportunity

FOR LEASE :

161 Pope's Island, New Bedford, MA



Join the marine community of waterfront properties, businesses & enjoy the high traffic count on the New Bedford/Fairhaven line!

New 2021 construction creating four 1st floor commercial/retail office units ranging from 1,322 SF - 2,146 SF.

Units can be combined for larger lay-out.

Contact Richard Stang at 508-990-4280 or r.stang@nerycorp.com

Restoring Deleted Instagram Posts

Non-archived Instagram stories can be restored after being deleted if they are done so within 24 hours of deletion, while posts can also be restored within a longer period of up to 30 days courtesy of a new feature that has been rolled out to users called Recently Deleted.

The feature has been created to provide users with a greater sense of security in the event that their accounts are hacked, and their posts are deleted without their consent.

To make use of this Instagram feature, users just have to go to their profile picture, choose Settings, and then click on Account. Scroll down to find the Recently Deleted option, select it, before then clicking on the story or post to restore, hit the three dots, and choose Restore.

FOR LEASE!

**Up to 3,000 SF Two
2nd Floor Office Spaces
\$20 NNN**

Contact Lori at (508) 736-2387
or lorinery@comcast.net



New Bedford, MA

FOR SALE

NEW BEDFORD, MA



**1,269 SF Office/Retail on Corner
Lot \$154,500**

NEW BEDFORD, MA



**1,760 SF Office/Retail Space
on High Traffic Route 6
\$182,000**

DARTMOUTH, MA



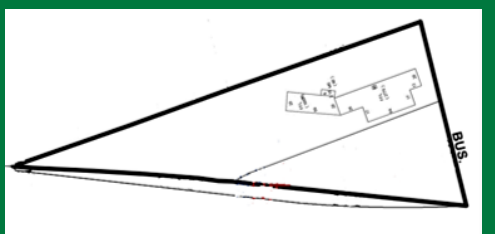
**1,097 SF Office "Condo" on Busy
Faunce Corner Road
with Parking \$137,500**

NEW BEDFORD, MA



**1,520 SF Building on High Traffic/High
Visibility Route 6 \$219,900**

NEW BEDFORD, MA



**3,865 SF Retail Building on Busy
Road \$630,000**



COASTAL COMMERCIAL

Real Estate

Commercial Real Estate

May 2021

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FOR SALE

FALL RIVER, MA



2,421 SF Fully Permitted
Auto Service \$650,000

FALL RIVER, MA



2,955 SF Retail Building on High
Traffic Route \$350,000

PLYMOUTH, MA



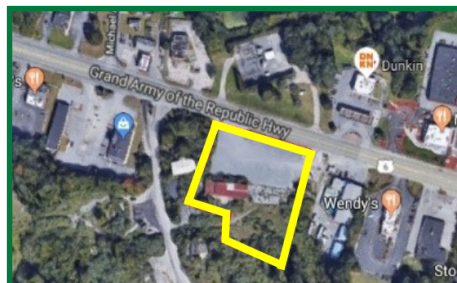
4,020 SF Day Care/Retail/
Residential Cape
\$850,000

NEW BEDFORD, MA



2,890 SF Two Storefronts &
One Apartment \$295,000

SWANSEA, MA



2.89 Acres Commercial/
Industrial Lot \$1.5M

FALL RIVER, MA



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