

FOR LEASE

OFFICE SPACE

215 Pleasant Street, Fall River, MA
4,400 SF Entire 3rd Fl Office Space

30-32 William Street, New Bedford, MA
Historic Downtown Office Space

398 County Street, New Bedford, MA
Magnificent Space on 2nd Floor

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

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 Office

81 County Road, Mattapoisett, MA
Two 1800 SF Units in Windswept Village

26 7th Street Unit 1S, New Bedford, MA
1,200 SF Downtown Office Space

RETAIL SPACE

2667 Cranberry Hwy, Wareham, MA
1,5000 SF Fully Equipped Salon

35 W. Rodney French Blvd -U:1
2,128 SF Storefront on Busy Rd

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
1,372-2,146 SF Waterfront District

331 State Road, Dartmouth, MA
1,500 SF Retail Space in Mall w/ 10 Units

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

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

INDUSTRIAL/WAREHOUSE

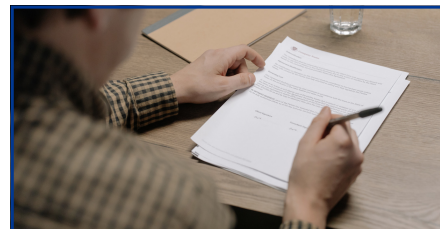
951 Slade Street, Fall River, MA
4,650 SF Heated Whse / 450 SF Office

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

*For More Information,
Please Contact Us at
(508) 990-4280 or Visit Us at
www.CoastalCommercialRE.com*

Tips For Effective Tenant Improvement Allowance Negotiations

In 2022, the demand for high-end, luxury, and prestigious addresses continue to trend upwards. The same is not true for the mid to lower range properties, or the Class B and Class C buildings that are older, in less favorable locations, or those that need considerable upgrades and maintenance to be considered by a tenant.



The easiest way to incentivize tenants leasing these types of buildings is to offer a tenant improvement allowance or TIA. This is appealing to a tenant as it not only allows for upgrades but the work is done to their customized needs and specifications.

As a CRE investor and landlord, having a TIA is a benefit to moving in new tenants. However, it must be designed correctly and negotiated effectively to ensure it is not cost-prohibitive or unfavorable to your return on investment.

Consider the TIA in the Lease Agreement: When conducting negotiations on the lease agreement with a potential new tenant, always includes the TIA in the lease term and rental rate consideration. The TIA is your cost as the landlord, so asking for a longer lease term or increasing the rental rate is always something to consider to recoup some of the improvement costs over time.

Check the Data: The typical TIA is calculated based on a square foot basis. In other words, the tenant and the landlord agree on a specific dollar amount that is based on the size of the property. Each area, building, and specific type of build-out or improvement will result in different costs per square foot. Most TIAs range from three to four dollars per square foot per year of the lease term, but this can vary from building to building. This translates to about \$25-\$50 per square foot for a typical long-term commercial lease.

Other factors, such as the tenant's credit strength, should also be considered. CRE investors need to have reliable tenants that have the financial ability and the proven business savvy to maintain their business over the term of the lease.

Know the Coverage: In general, the TIA should provide a clear description of the coverage. In most agreements, this includes specific materials and labor costs, and sometimes the costs of permits, attorneys, and architect fees.

These agreements rarely cover other improvements, including interior design, furniture, interior décor, or other similar types of items. Instead, the tenant covers any additional costs based on their choices throughout the upgrade or build-out process.

As the landlord, you can also design the negotiation to include a turnkey build-out. This allows you to manage the process, including choosing your own contractor, project management team, and choosing materials, options, and features. It also allows the tenant to avoid dealing with all the decisions, which is particularly relevant for new business owners.

Tenants may also want to negotiate for control of the process, including requesting and approving bids for the projects. This offers the benefit to the landlord of being out of the process. Negotiating the TIA is an integral part of the leasing process. As an effective way to bring in clients, it also poses the risk of costing money and decreasing landlord profits if it is not done correctly.



Breakpoint

The dollar amount of sales
both parties agree on.

SOLD

Retail

189 Broadway, Providence, RI \$501,000
115-117 Washington St, W Warwick, RI \$370,000
719-721 Pontiac Ave, Cranston, RI \$290,000
815 Bedford St, Bridgewater, MA \$1,105,000
224 Broadway, Taunton, MA \$475,000
43 Dyerville Ave, Johnston, RI \$450,000
296 Armistice Blvd, Pawtucket, RI \$410,000
1099 Charles St, N Providence, RI \$399,000
9 Church St, Burrillville, RI \$280,000
1824 Mineral Spring Ave, N Providence, RI \$195,000
311 Maple Ave, Barrington, RI \$500,000
381-385 Rockdale Ave, New Bedford, MA \$590,000
650 Branch Ave, Providence, RI \$8,600,000
380 Smithfield Ave, Pawtucket, RI \$1,280,000
1499 Acushnet Ave, New Bedford, MA \$800,000

Office

512 Liberty Ln, W Kingston, RI \$1,200,000
1000 Smith St, Providence, RI \$600,000
250 Wampanoag Trl, Riverside, RI \$146,000
615 Jefferson Blvd, 1st fl, Warwick, RI \$104,900
2 Columbia Rd, U: 4, Pembroke, MA \$29,000
10 Court St, Taunton, MA \$307,500
200 Centerville Rd, 2nd fl, Warwick, RI \$120,000
1130 Ten Rod Rd, 1st fl, N Kingstown, RI \$169,900

Multi Unit

25 Grape St, Providence, RI \$470,000
106 Gesler St, Providence, RI \$327,000
99 Arthur St, Brockton, MA \$1,025,000
63 State St, New Bedford, MA \$409,500
302 Sawyer St, New Bedford, MA \$470,000
222 Griffin St, Fall River, MA \$465,000
534 Locust St, Fall River, MA \$400,000
171 Coffin Ave, New Bedford, MA \$525,000
501 Bay St, Taunton, MA \$579,500
772 2nd St, Fall River, MA \$700,000
67-71 Mt Pleasant Ave, Providence, RI \$358,000
162 Broadway, Pawtucket, RI \$415,000

Mixed-Use

1413 Rodman St, Fall River, MA \$199,000
518 Foundry St, Easton, MA \$445,000
34 Holcomb St, Fairhaven, MA \$570,000
115-117 Washington St, W Warwick, RI \$370,000

Industrial

105 Valley St, E. Providence, RI \$850,000
114 Valley St, E Providence, RI 400,000
535 Prospect St, Pawtucket, RI \$2,000,000
Sports & Entertainment

132 Hobomock St, Pembroke, MA \$5,150,000

Specialty

4115 Old Post Rd, Charlestown, RI \$1,450,000

Land

775 Washington St, Attleboro, MA \$575,000
657 Bedford St, Abington, MA \$650,000
100 Valley St, E Providence, RI \$140,000

For More Information,
Please Contact Us at
(508) 990-4280 or Visit Us at
www.CoastalCommercialRE.com

FOR LEASE

161 Pope's Island, New Bedford, MA



New Development Opportunity!

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

Four 1st floor commercial/retail office units ranging from
1,372 SF - 2,146 SF.

Units can be combined for a larger layout.

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

Tech Life Tips

Everyone has bad habits and that includes their digital life. Cleaning that up can help to make life easier and success more achievable and there are ways to achieve this like clearing out the cache on phones and computers.

One simple piece of advice to help clean up your digital life is to make an evaluation of the amount of time you spend looking at screens. Spending too much time looking at phone or computer screens can have an adverse effect on both your eyes and your overall wellbeing, with people being at greater risk of depression if they spend more than six hours a day in front of a screen, according to one study from 2017.

It is also a good idea to unsubscribe from any services that you no longer use. Check over your budgeting app or bank records to see exactly what you are paying for and eliminate anything that no longer interests you.



New Bedford, MA

FOR LEASE!

Up to 3,000 SF Two
2nd Floor Office Spaces
Close to Downtown and
Highway

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

Quality Time



Quality time spent with family is a vital element in creating a happy household and has a particular influence on the personal development of children. Family members can relieve stress, keep traditions going and strengthen familial bonds by making sure they spent time together. Family traditions are important and many have passed them down through the generations.

Keeping traditions alive also helps family members to bond with each other and so if your family does not have any old traditions, you can always make new ones.

Tips for Ear Infections



Ear infections can affect people from all age groups, with middle and inner ear infections usually the result of inflammation from a virus or bacteria. Compromised immunity in the colder months of the year is often the cause, although untreated sinusitis can also be a factor.

The good news is there are ways to treat and prevent ear infections.

Anti-allergens, painkillers and antibiotics can be effective treatments, though taken only as advised by a doctor. Warm compresses or ice packs can be used to manage the symptoms of earache.

Ears should be kept dry and clean, as water in the ear can also result in pain. Ears should also be kept warm in the cold with the use of scarves, hats or headbands. Cigarette smoke is an irritant that can inflame the airway, providing another reason to stop smoking.

Cotton should be avoided from wearing in the ears as a method of wind protection as it can result in the ear canal becoming inflamed.



Mattapoisett, MA

FOR LEASE!

**Two 1,800 SF Units in
Windswept Village
Retail / Medical / Office**

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

FOR LEASE

FAIRHAVEN, MA



**2,600 SF Space in Highly Visible
CVS Plaza \$15 NNN**

FAIRHAVEN, MA



**End Cap 2,000-4,000 SF at The
Bridge Shoppes \$10 NNN**

NEW BEDFORD, MA



**1,200 SF Office Space in Historical
Downtown \$1,800**

DARTMOUTH, MA



**1,911 Retail Storefront on Highly
Traveled Road \$16 NNN**

FAIRHAVEN, MA



**1,972 Retail End Cap on Highly
Traveled Road \$18 Gr**



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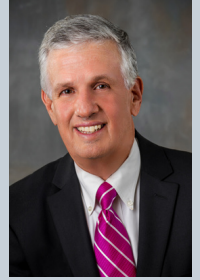
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FOR SALE

NEW BEDFORD, MA



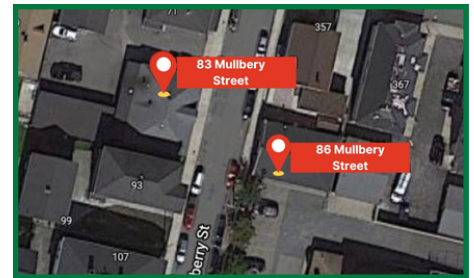
4 Condo Units in Historical
Rodman Mansion \$1.3M

NEW BEDFORD, MA



13,000 SF 3 Buildings in
Prominent North End \$750,000

FALL RIVER, MA



3,890 SF 2 Free-Standing
Buildings \$399,999

SWANSEA, MA



2.89 Acres Commercial/Industrial
Lot \$1.65M

MARION, MA



8.55 Acres & 5,531 SF Buildings
\$1.1M

FALL RIVER, MA



4,382 SF Freestanding
Warehouse \$425,000