

FOR LEASE

OFFICE SPACE

1551 Acushnet Ave, New Bedford, MA
800 SF Highly Visible Space

1249 Ashley Blvd, New Bedford, MA
900 SF Highly Visible Office Space

401 County Street, New Bedford, MA
500 SF 2nd Fl Space

895-897 Pleasant Street, New Bedford, MA
Up to 3,000 SF, Two 2nd Fl Office Spaces

200 Mill Road, Fairhaven, MA
12,000 SF Contiguous Office Spaces
& additional 2,000 SF Office

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

132 S. Main Street, Acushnet, MA
550 SF 2 Adjacent Units in Busy Plaza

RETAIL SPACE

145 Faunce Corner Crossing, Dartmouth MA
U:2, 2,000 SF Space in Busy Plaza

2667 Cranberry Hwy, Wareham, MA
1,500 SF Fully Equipped Salon

40 Howland Road, Fairhaven, MA
1,920 SF Unit on Highly Traveled Road

Contact us for additional
information at

(508) 990-4280 or visit our website
www.coastalcommercialRE.com

Negotiation Tips to Create Winning Results

The challenges in any commercial property transaction is creating a deal 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 at the table.



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 also accommodating the other side's needs.

Preparation should be similar to 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.

While difficult, it is critical to avoid responding personally to the offer, the behavior, or even the language of the other side. Getting rattled or upset limits your ability to listen and to think through potential solutions.

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.



Sublease

The legal transfer of tenancy from an existing tenant to a third party for a specified period.

SOLD

Retail

91 Wood St New Bedford, MA \$800,000

92 Cowesett Ave W. Warwick, RI \$650,000

641 Broad St Central Falls, RI \$499,000

1453 Pleasant St Fall River, MA \$310,000

10 Shops At 5 Way Plymouth, MA \$475,000

381 Wilbur Ave Somerset, MA \$330,000

Office

54 Court St Taunton, MA \$1.3M

2699 Post Rd Warwick, RI \$1.1M

54 Bedford St E. Bridgewater, MA \$168,800

381 Wickenden St Providence, RI \$750,000

516 Hawthorn St Dartmouth, MA \$239,900

1465 Pleasant St Fall River, MA \$610,000

29 Samoset St Plymouth, MA \$615,000

Multi-Family

340 Evergreen St Pawtucket, RI \$762,500

296 Benefit St Providence, RI \$2M

20 Orange St Fall River, MA \$990,000

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For Lease



FAIRHAVEN

Multiple Office Spaces
2nd & 3rd Floors
\$22 / sf



ACUSHNET

550 SF Retail/Office
Space in Busy Plaza
\$1,000 / mo



NEW BEDFORD

1st Floor High Visibility
Office Space
\$1,100 / mo

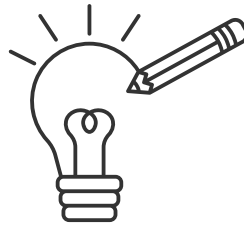


NEW BEDFORD

Historic Downtown
Office Spaces
2,500 SF 3rd Floor Space
\$1,100 / mo

Refueling Your Creativity

Curiosity fuels creativity—everyone has some degree of creativity, and it is possible to use some tips to help train your brain to think more outside the box.



1. *Morning Rituals: Start your day with intention. Set aside time for reflection, meditation, or a brisk walk. These moments can spark new ideas and set a positive tone for the day.*
2. *Embrace Constraints: Limitations can breed creativity. Instead of feeling stifled, embrace them. Set task limits, work within boundaries, and watch your imagination soar.*
3. *Collaborate: Seek out fellow creatives. Brainstorm together, share ideas, and feed off each other's energy. Collaboration often leads to unexpected breakthroughs.*
4. *Sleep On It: Our subconscious mind works wonders while we sleep. Jot down your creative challenges before bed, and let your brain work its magic overnight.*
5. *Change of Scenery: Step outside your comfort zone. Visit a new place, explore a different neighborhood, or take a day trip. Fresh environments stimulate fresh thoughts.*
6. *Learn Something New: Dive into a new hobby, read a book on an unfamiliar topic, or take a class. Learning ignites curiosity and fuels creativity.*
7. *Relax and Recharge: Creativity thrives when we're not stressed. Take breaks, practice mindfulness, and allow yourself to recharge. A rested mind is a fertile ground for ideas.*

The greatest ideas are often the result of several different ideas coming together, and even something you may think is a bad idea could just use a little more refinement to make it work!



NEW BEDFORD

For Lease

500 SF Historic Building
Office Space
\$800 / mo

Contact Lori Nery at
508-736-2389 or
lorinery@comcast.net

FOR LEASE NEW BEDFORD



800 SF Office / Retail Space
\$1,400 / mo

WAREHAM



1,500 SF Fully Equipped Salon
\$1,800 / mo

FAIRHAVEN



1,920 SF Commercial Retail /
Office Space \$2,500 / mo

NEW BEDFORD



Two 2nd Floor Units \$20 / sf

DARTMOUTH



Up to 2,000 SF Retail Space
Faunce Corner Crossing \$16 NNN



700 Pleasant Street, Suite 330 New Bedford, MA 02740

March 2024

Commercial Real Estate
news and more

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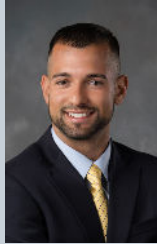
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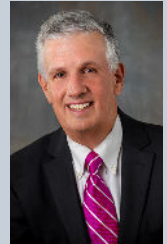
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FOR SALE

NEW BEDFORD



Highly Visible 5,590 SF
Free-Standing Commercial Building
\$799,000

DARTMOUTH



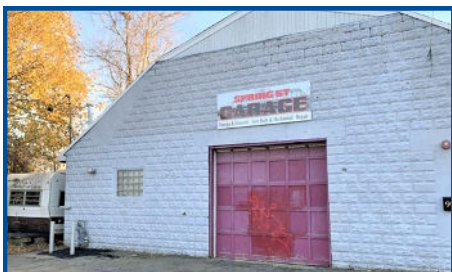
3,200 SF High-Ceiling Garage
with 3.46 Acres of Land
\$1.125M

NEW BEDFORD



17,847 SF High Traffic,
Cleared Level Lot
\$229,900

FAIRHAVEN



2,172 SF Commercial Garage
\$575,000

NEW BEDFORD



3.16 Acre on Working Waterfront
near future MBTA Station \$5M

NEW BEDFORD



2.1 Acres Fully Equipped
State-of-the-Art Fish Processing
Plant \$8.5M