COASTAL COMMERCIAL Real Estate

September 2024 News and More

A "GOOD NEWS" NEWSLETTER FULL OF FUN AND INTERESTING FACTS FOR YOU

FOR LEASE

OFFICE SPACE

350 Union Street, New Bedford, MA
3,696 SF total space on 1st and 2nd Floor

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

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

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

412 County Street, New Bedford, MA
Downtown Office Space

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

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

RETAIL SPACE

2669 Cranberry Hwy, Wareham, MA
1,800 SF Fully Equipped Salon

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

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

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

Contact us for additional information at (508) 990-4280 or visit our website www.coastalcommercialRE.com

Top Mistakes New CRE Investors Make (and How to Avoid Them)

Navigating the world of commercial real estate can be as challenging as it is rewarding, especially for first-time investors. Each investor brings their own comfort level with risk, making it crucial to assess this tolerance to avoid pitfalls that could undermine even the most well-crafted investment plan. Let's delve into some common errors that new CRE investors often encounter and how working with a seasoned professional can help steer clear of these challenges.

One of the most frequent mistakes among new CRE investors is underestimating or ignoring the ongoing costs of owning commercial property. It's vital to prioritize properties with positive cash flow and a stable tenant base. Long-term tenants are ideal, as they reduce the need for costly upgrades or modifications to attract new tenants. New investors often miss the hidden costs associated with vacancies, including lost income and expenses related to finding new tenants. Ensuring a financial buffer for these situations is key when considering an offer.

First-time CRE investors might focus too heavily on the purchase price or the building's condition, neglecting the importance of location. A property may seem like a great deal if it's priced low per square foot or recently renovated. However, if the property is in a remote or low-traffic area, finding tenants can be a challenge, leading to higher vacancy rates and lower income. The assumption that lowering rental rates will attract tenants and that rates can be increased later might seem feasible, but this strategy often leads to sustainability issues in the long run.

The urgency to make an offer can be tempting, especially for inexperienced investors eager to jump into the CRE market. However, rushing into a purchase without conducting thorough due diligence—such as evaluating the property, understanding the market, assessing tenant stability, and considering location—can lead to decisions driven by emotion rather than logic. Taking the time to consult with experienced CRE professionals and carefully planning your investment strategy is essential for long-term success

FOR LEASE

NEW BEDFORD

Private Office and Restroom 900 SF
$1,100 / mo

FAIRHAVEN

Flexible Office Spaces from 750 SF to 12,000 SF on the 2nd and 3rd floors, all priced at $22 / SF

NEW BEDFORD

Three Private Offices 500 SF
$700 / mo

Downtown New Bedford

Street-level Spaces 200-555 SF with Display Windows and 2nd-Floor Offices 450-600 SF $750 / mo

For Sale

NEW BEDFORD

Office & Showroom with Warehouse Space and Basement

3,500 SF
Listing Price: $450,000

NEW BEDFORD

Business with Loading Ramp and Parking in a Bustling Neighborhood

2,273 SF
Listing Price: $375,000

FALL RIVER

Meticulously Maintained Building on East Main St, Fall River

1,760 SF
Listing Price: $349,000

NEW BEDFORD

Free-Standing Building on Prime Corner Lot

12,075 SF
Listing Price: $799,999

Maximizing Returns in Commercial Real Estate: Key Strategies for Success

Commercial real estate (CRE) offers significant opportunities for wealth building, but achieving success requires more than just choosing the right property. Strategic planning, market insight, and adaptability are essential to maximize returns in this dynamic field.

Understanding the market is crucial. Before making any investment, dive into local economic conditions, employment trends, and population growth. Markets with strong fundamentals are more likely to support stable or increasing demand for commercial spaces, making them safer bets for long-term investment. Industry-specific knowledge also plays a role; for example, the retail sector operates under different dynamics compared to office spaces or industrial properties, so tailor your strategy accordingly.

Diversification is another important factor. Just as in any investment portfolio, spreading risk across different types of properties—such as office buildings, retail spaces, and warehouses—can protect you from downturns in any single sector. Similarly, consider geographical diversification to reduce the impact of localized economic challenges.

Efficient property management is key to maintaining and increasing your investment's value. Whether you manage the property yourself or hire a professional team, ensure that tenants are satisfied, vacancies are minimized, and the property is well-maintained. Happy tenants tend to renew their leases, ensuring a steady income stream and reducing turnover costs.
Financing is another area where strategy matters. Leveraging borrowed capital can amplify your returns, but it also increases risk.
Choose your financing options carefully, considering both the cost and flexibility of loans. Fixed-rate loans offer stability, while variable-rate loans might be more cost-effective initially but come with potential interest rate risks. Always plan for the long term, with a clear strategy for managing and eventually repaying debt.

FOR SALE

BARNSTABLE

7-Acre Property Featuring Historic Single-Family Home, Retail Barn, and Farmland
Listing Price: $5,500,000

NEW BEDFORD

3.16 Acre on Working Waterfront near MBTA Station $5,000,000

Contact Noble Vincent at
413-626-1655 or n.vincent@nerycorp.com

FOR LEASE

NEW BEDFORD

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

WAREHAM

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

NEW BEDFORD

700 SF & 2,300 SF 2nd Fl Units for Office or Medical $20 / SF

NEW BEDFORD

Two Downtown Office Spaces available $1,000 / mo & $600 / mo

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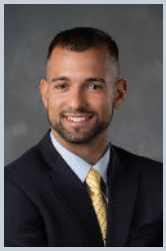
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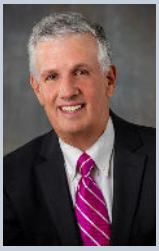
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FOR SALE

NEW BEDFORD

1,349 SF Free-Standing Building in High Traffic Area
$299,000

FALL RIVER

2,060 SF Beer & Wine License Incl'
$499,000

NEW BEDFORD

5,590 SF Eight Bay Commercial Building in High Traffic Area
$695,000

Ready to Sell Your Property? Give Us a Call Today!