



By Tim Langan,
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Jerry Huber, CCIM
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Patrick Regan, CCIM
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MANAGEMENT TEAM

Tim Langan, President
Kathy Quigley, CPA, Controller

BATTERIES INCLUDED

There is a particular story that I am fond of telling when someone asks me to describe Investors Realty (or as we affectionately call ourselves, "IRI"). It is not a story about a successful transaction, winning new business, or delivering outstanding customer service. Instead, it is a story about people, and the kind of people it takes to ensure the long-term success of a small business in Omaha, Nebraska. The story goes like this...

In 2014, we hired a strategic planning facilitator, Duke Kuehn, who was based in Tacoma, Washington. Duke had international experience as a business adviser and, more importantly, had worked with many independent commercial real estate firms like ours all over the country. Before visiting our firm, he spent weeks reviewing company history, interviewing employees, examining marketing material, and surveying customers. Over five months and two visits to Omaha, Duke helped us refine our vision and create a plan for the next three years. We learned a lot from Duke, but it wasn't until our car ride to the airport that he gave me the description of our company that I would repeat over and over for the next seven years. Out of nowhere he said, "Tim, I've been trying to come up with an analogy for IRI and I've finally figured it out! IRI is like a '54 Corvette...really cool, but it's really hard to find the parts." He was quick to observe that our people defined our company, and our "drop everything for the customer" approach defined our success. In his many interviews with clients, stakeholders, and employees, the consistent theme was: "these are smart people with energy who always put the customer's interest first." At IRI, we call that having "batteries included," and that is the common ingredient you will find in all of our people.

What Duke meant in 2014 is that our people have special characteristics that are hard to find. He was correct then, and his

analogy has added meaning today. Like everyone, IRI has been affected by the changing job market. We have experienced turnover, and we have had difficulty filling open positions. Like Duke said, it has been tough to find the parts ***because we insist on finding the right parts.*** But despite the challenges, our people have answered the call and have delivered on our promise to deliver client-focused real estate services. The following are some highlights from 2021 that serve as examples:

Business:

- Total sales transactions increased 15% over a 5-year average.
- Total dollar volume from sales increased 70% over a 5-year average.
- Lease transactions and dollar volume were consistent compared to the 5-year average.
- We added a total of 805,003 square feet to our management portfolio.
- We ***furthered the automation*** of our A/P and A/R functions to expedite payments, add security, and remove hurdles for our employees.

Culture:

- We added new people in every department – all with batteries included.
- A handful of people changed roles and are finding new challenges and opportunities within the company.

CONTINUED INSIDE



BATTERIES
INCLUDED

CONTINUED FROM FRONT

- We held our second annual company kickball game that allowed everyone to interact, get some fresh air, and exercise a little during the workday. It was excellent culture building and it even fed our inherently competitive nature!
- Most importantly, our team honored an American hero, Corporal Daegan Page, as we joined many others on L Street for a patriotic salute to honor his service and sacrifice.

2021 presented our firm with many opportunities and challenges, all of which we tackled with our focus on the customer. We had a demanding and productive year that would not have been possible without each and every player

on our roster. I am grateful for our team and their families, who entrust us with their time and careers.

Last, thank you to our clients. You are the reason we have existed for 46 years and the reason we continue to attract smart people with batteries included. We hope you have enjoyed the ride in our '54 Corvette as much as we have. I believe that the road ahead of us is long.

We are grateful for your continued partnership.

2021 INVESTMENT MARKET UPDATE



By Ember Grummons,
CCIM

The Investment property market in Omaha has come roaring back in 2021, fueled by pent-up demand, receding COVID-19 concerns and extremely low borrowing costs. Borrowing rates continue to decline, with rates in the low to mid three percent range being common.

Excluding multi-family and hotel transactions, the 12-month trailing volume through November 30, 2021 was \$377 million, a 40% increase compared to \$270 million for 2020.

SIGNIFICANT SALE TRANSACTIONS IN 2021, EXCLUDING MULTI-FAMILY AND HOTEL SALES:

OFFICE:

- Sale of the Valmont Plaza buildings in Bank of the West Park for \$26,700,000
- **Sale of the Orion Advisor Solutions headquarters buildings at 178th & West Center Rd. for \$21,900,000***



- Sale of the Miracle Hills Intrado buildings (formerly known as West Communications) for \$17,200,000
- Sale of the C&A Industries office building at 136th & West Dodge Rd. for \$19,700,000
- **Sale of the Midwest Eyecare building in Bank of the West Park for \$7,400,000***

RETAIL:



- **Sale of the Metro Crossing power center in Council Bluffs for over \$50,000,000 (this is one of the largest retail transactions on record for the Omaha metro)***
- Sale of the Hy-Vee located at 108th & Fort Streets for \$11,400,000
- **Sale of the Canfield Plaza shopping center for \$7,050,000***
- Sale of the Oakview Mall shopping center for \$5,700,000

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INVESTMENT MARKET
UPDATE

CONTINUED FROM PREVIOUS

INDUSTRIAL:

- Sale of the Blue Buffalo distribution building located in Bellevue for \$24,400,000
- **Sale of the HI Park flex-industrial complex for \$11,400,000***
- **Sale of two multi-tenant properties in the Hill Top Industrial Park for \$8,500,000***



MINI STORAGE:

- Sale of 522 units at 181st and Harrison St. for \$10,600,000
- Sale of the former 3D Storage facility at 104th and Harrison St. for \$9,800,000
- Sale of the facility at 74th & Farnam St. for \$8,200,000
- The buyer for all three properties was Public Storage; affiliates of McGregor Interests were the sellers on two of the three transactions

It is noteworthy that a significant amount of 2021's dollar volume came from office transactions involving Lockwood Development. Lockwood sold the Orion property for nearly \$22 million and purchased two properties requiring re-tenanting for almost \$44 million. These three transactions accounted for 18% of this year's dollar volume.

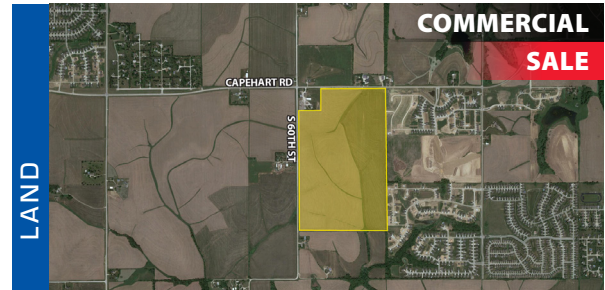
Interest in retail shopping centers has been increasing, with grocery-anchored shopping centers being particularly in demand. Retail offers a higher yield compared to the other sectors, and investors seem to be getting comfortable that tenants who have adjusted and survived internet competition and COVID-19 will continue to be able to pay rent. Class B enclosed shopping malls are the exception, with Oakview Mall selling for a shockingly low price of \$15 psf.

Demand for Industrial property is strong and continues to increase.

Investment demand is as strong as I have seen in my career, and the most significant limiting factor in the market now is a lack of quality product. So this is a great time to be a seller, in my opinion.

**These property transactions were handled by Investors Realty.*

INVESTORS REALTY NEW LISTINGS

COMMERCIAL
SALE**60TH & CAPEHART ROAD SEC 210 AC**

- Frontage on Capehart Road and S 60th Street
- Current zoning is AG
- Several elementary and middle schools nearby



LEASE

THE BANK BUILDING 19th & Douglas St. 2,180 SF

- Former Subway sandwich shop now available
- Walk-in cooler, freezer, 3 compartment sink in place
- Well established apartment building
- Prime downtown location in the heart of the financial district
- Building renovated in 2011



LEASE

2828 S 87TH STREET 3,500 SF

- Owner-occupied building
- Updated landscaping surrounding building exterior
- Significant natural light throughout the space
- Abundance of parking
- Located in a quiet, professional neighborhood



LEASE

20513 NICHOLAS CIRCLE 7,506 SF

- 3,238 SF of office with 4,268 SF of warehouse space
- Oversized drive in door
- Quick access to West Dodge Road
- Dining and shopping amenities in the immediate area
- Equipped with private offices, conference room, and kitchenette

COMMERCIAL

LEASE



MAPLE CREEK 162nd & W Maple Rd. 1,147 - 2,605 SF
 • 2 end-cap spaces in newer retail center, built in 2016
 • Visible to W. Maple Road
 • Full movement signalized intersection
 • Ample parking
 • Join Oscar's, Dunkin' Donuts, Miracle Ear, and The Corner Kick

LEASE



11819 STONEGATE DRIVE 2,276 SF
 • Retail/Flex space now available
 • Tons of potential with 2 overhead door options and a drive thru bay option
 • Existing floor plan includes 4 private offices, reception area, 2 storage/open areas and a multipurpose room
 • Front door parking
 • Excellent signage with visibility to 120th Street

LEASE



9205 BEDFORD AVENUE 9,280 SF
 • Freestanding Retail/Office building for lease
 • Located in a busy retail center with many national tenants: Harbor Freight Tools, Dollar Tree, Dollar General, Firestone, and Burger King
 • Front door parking
 • Easy access with full movement signalized intersection on 90th Street

LEASE



MILLARD MIDTOWN PLAZA 1,350 SF
 • Former chiropractic office now available
 • Private exam room, nice lobby/reception with plenty of natural light
 • Front door parking
 • Within walking distance to the new Lumbeyard District
 • Convenient location in historic Millard Community
 • Easy access to main roads

CRE GROUP ANALYZES ROME, NY SITE



Investors Realty Chairman RJ Neary recently traveled to Rome, NY with five fellow members of The Counselors of Real Estate® (CRE) organization's Consulting Corps for a site study. The purpose of the trip was to assess and provide expert advice on the redevelopment of the long-vacant 40-acre Rome Cable Complex, a

brownfield site located near the city's urban core. The group spent four days on-site and provided preliminary observations and conclusions.

"I said to the outreach coordinator before we went on-site that we may have an impossible site," RJ said. "However, after being on-site and listening to stakeholders, I feel like we have a plan that could work."

The study was requested by several non-profit organizations involved in the Rome community development in conjunction with the city of Rome. Follow-up conferences are still ongoing, and a full report is expected within the next couple of months.

As part of its community outreach and public service, CRE sends members with relevant backgrounds and expertise to review and analyze projects submitted by communities and non-profits around the country who are looking for strategic advice on redevelopment projects of significance to their communities. The Rome study was the first project the CRE Consulting Corps has done in conjunction with the Center for Creative Land Recycling.

RJ was admitted to the CRE in 2016. The CRE is an affiliate of the National Association of Realtors (NAR), and membership to the organization is by invitation only. Membership criteria include experience and standing in the commercial real estate industry. Members can be brokers, appraisers, managers, attorneys, and other related disciplines within the commercial real estate industry. Ryan Zabrowski was also admitted to the CRE in 2021 but has not yet served on a CRE Consulting Corps team.

Spread the word. If your community or non-profit has real estate challenges they would like advice on, consider the CRE Consulting Corps. To learn more, visit www.cre.org or contact Samantha DeKoven, Director of Public Service Initiatives, at 312-329-8431 or sdekoven@cre.org.

RYAN ZABROWSKI APPOINTED SIOR REGIONAL DIRECTOR



The Society of Industrial and Office Realtors (SIOR) appointed Ryan Zabrowski, SIOR, CCIM, CRE as Regional Director for the Central Region at the fall SIOR Conference in Nashville, TN. As Regional Director, Ryan will provide guidance and act as a liaison for the five Chapters in the Central Region. He will also help identify, recruit and engage future SIOR members and leaders in the Region.

According to Ryan, "SIOR has provided a great educational resource as well as creating valuable brokerage relationships. Serving as Regional Director is a way to be involved and pay back the organization."

FEATURED TRANSACTION**NEW FEDEX DISTRIBUTION FACILITY UNDER CONSTRUCTION AT 150TH AND HIGHWAY 370**

In April 2020, a preferred developer for FedEx engaged Kevin Stratman to help identify a 50-acre industrial site in the Omaha metro area for a new distribution facility. The market for industrial sites has been tight, so he quickly realized that he would need to search for off-market sites. BHI Development owned and operated a tree farm at 150th St. and Hwy 370. They had received offers in the past but were never interested in selling. Through their relationship with BHI, Brian Kuehl and Ryan Kuehl learned that the site might actually be available if BHI received a strong enough offer. Kevin submitted an offer to BHI on behalf of the FedEx developer, put the site under contract, and ultimately closed in July of 2021. A 320,000 square foot new distribution facility for FedEx is now under construction.



WEST ELEVATION



NORTH ELEVATION

In a tight industrial market, like we are in today, our team is often required to go beyond the obvious options to find the best solutions for our clients and work together to create opportunities. We were grateful for the opportunity to work with two clients on this purchase, resulting in a win for both of them.

A FEW OF OUR LATEST DEALS

DECEMBER 2021

DEALS

LAND



233RD & WEST MAPLE ROAD 21.78 acres
BUYER Wet Water LLC
AGENTS Grant Kobes, CCIM

COMMERCIAL



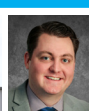
118TH & STONEGATE DRIVE 10,736 SF
BUYER JMD Properties LLC
AGENT Pat Regan, CCIM

OFFICE



110TH & BURDETTE STREET 22,000 SF
LESSEE Title365
AGENTS JP Raynor, JD, CCIM, SIOR
 & Tim Kerrigan, CCIM, SIOR

INDUSTRIAL



12TH & UPLAND Lincoln, NE 120,000 SF
LESSEE Pratt Corrugated Holdings Inc
AGENTS Kevin Stratman, CCIM, SIOR, Ryan Zabrowski, CCIM, SIOR, CRE, & Ryan Kuehl, CCIM

INVESTMENT



134TH & CORNHUSKER ROAD 99,418 SF
BUYER STAG Industrial Holdings LLC
AGENT Ember Grummons, CCIM

LAND

- SALE** 99.85 AC at S 36th St & La Platte Road to **MUD**
- SALE** 21.78 AC at 233rd & West Maple Road to **Wet Water LLC**
- SALE** 3.96 AC at 87th & Sorensen Parkway to **The Otis Company**
- SALE** 2.75 AC at E 23rd Street & Hwy 275 to **Tull Acquisitions LLC**
- SALE** 2.35 AC at 180th & Hwy 370 NEC to **Methodist Physicians Clinic**
- SALE** 1.98 AC at 16th & John J Pershing Drive to **City of Omaha**
- SALE** 1.5 AC at E 23rd Street & Hwy 275 to **First Community Bank**
- SALE** 1.35 AC at 204th & Main Street to **Andaji LLC**
- SALE** 0.99 AC at Riverfront Drive & Riverfront Plaza to **Riverplace Rows LLC**
- SALE** 0.26 AC at 108th & Emmet Street to **Suarez and Sons LLC**

COMMERCIAL

- SALE** 70,102 SF at Hwy 50 & I-80 to **Heimes Corp**
- SALE** 23,390 SF at 116th & W Dodge Road to **Regal Awards**
- SALE** 10,736 SF at 118th & Stonegate Drive to **JMD Properties LLC**
- SALE** 7,400 SF at 84th & Giles Road to **Greenhagen Holdings LLC**
- SALE** 7,200 SF at 142nd & Cornhusker Road to **WeisCo Properties LLC**
- LEASE** 5,263 SF at N 206th & Elkhorn Drive to **Wallman Design LLC**
- LEASE** 4,815 SF at 147th & Eagle Run Drive to **Blush Fitness**
- LEASE** 3,488 SF at 192nd & Q Street to **Southpaw Veterinary Clinic LLC**
- LEASE** 3,348 SF at 132nd & West Maple Road to **TAITA LLC**
- LEASE** 3,408 SF at 64th & Pacific to **Basye Real Estate Concepts Inc**
- LEASE** 3,339 SF at 107th & Portal Road to **Celine Nail Bar**
- LEASE** 2,874 SF at 210th & Schram Road to **Noli's Pizzeria**
- LEASE** 2,500 SF at 17th & St. Mary's Avenue to **Dirty Birds LLC**
- LEASE** 2,203 SF at 74th & Pacific Street to **Premier Martial Arts**
- LEASE** 2,200 SF at 84th & Park Drive to **Straight Up Chess**
- LEASE** 2,027 SF at 203rd & Roberts Road to **Timberlyne Structures**
- LEASE** 1,860 SF at 180th & Q Street to **Develed Egg Co**
- LEASE** 1,698 SF at 156th & West Maple Road to **Sylvan Learning**
- LEASE** 1,553 SF at 107th & Portal Road to **Hotrod PDR**
- LEASE** 1,505 SF at N 206th & Elkhorn Drive to **Stephen and Lisa Weber**
- LEASE** 1,491 SF at 144th & West Center Road to **Sugar Coma**
- LEASE** 1,200 SF at 89th & Indian Hills Drive to **Edward Jones**
- LEASE** 488 SF at 91st & Bedford Avenue to **Arewa Cosmatic LLC**

OFFICE

- LEASE** 22,000 SF at 110th & Burdette Street to **Title365**
- LEASE** 5,706 SF at N 203rd St & Honeysuckle Drive to **Gracehill Lutheran Church**
- LEASE** 4,598 SF at 94th & Burt Street to **HTV Digital Works, Inc.**
- LEASE** 3,682 SF at 14th & Harney Street to **Margek Real Estate LLC**
- LEASE** 3,562 SF at 158th & West Center Road to **Franchise Resource**
- LEASE** 3,290 SF at 132nd & Birch Drive to **CSG Consulting**
- LEASE** 2,707 SF at 90th & Boyd Street to **Integrated Life Choices**
- LEASE** 2,377 SF at 135th & California Street to **Green & Associates, Inc.**
- LEASE** 2,318 SF at 156th & West Dodge Road to **Short Elliott Hendrickson**
- LEASE** 2,070 SF at 36th & Lexington Ave to **QC Kinetix**
- LEASE** 1,830 SF at 108th & West Maple Road to **Compassion & Care, LLC**
- LEASE** 1,397 SF at N 203rd & Honeysuckle Drive to **Gracehill Lutheran Church**
- LEASE** 1,198 SF at 89th & Indian Hills Drive to **Orthopedic Motion**
- LEASE** 1,008 SF at Blondo & Benson Gardens Blvd to **Renewed Vision Counseling Services**

INDUSTRIAL

- LEASE** 120,000 SF at 12th & Upland to **Pratt Corrugated Holdings Inc**
- LEASE** 57,146 SF at 145th & Highway 370 to **Harbor Group Investments LLC**
- LEASE** 20,720 SF at 19th & Paul Street to **McGill Asbestos**
- LEASE** 19,200 SF at 99th & I Street to **Nebraska Land Recycling**
- LEASE** 17,501 SF at 108th & J Street to **Restoring Dignity**
- LEASE** 14,000 SF at 33rd & F Street to **Martin Baker LLC**
- LEASE** 11,477 SF at 108th & Q Street to **Tethon 3D Inc**
- LEASE** 8,440 SF in Fremont to **JL Bracker Farms Inc**
- LEASE** 7,200 SF at 149th & A Street to **EAD Management Services**
- LEASE** 6,000 SF at 108th & Q Street to **Jon Peterson**
- LEASE** 5,400 SF at 99th & I Street to **Ford Storage & Moving Company**
- LEASE** 5,010 SF at 108th & Q Street to **Bath Fitters**
- LEASE** 5,000 SF at 114th & P Street to **Erie Construction Mid West LLC**
- LEASE** 4,800 SF at 149th & A Street to **Electrical Systems Inc**
- LEASE** 4,728 SF at 149th & A Street to **Greg Martinez**
- LEASE** 3,510 SF at 84th & Lake Street, Keystone Drive to **Pitzl Contracting LLC**
- LEASE** 3,485 SF at 108th & Harrison to **Roberts Advertising**
- LEASE** 2,800 SF at 90th & Sorensen Parkway to **Identity Marketing Group**

INVESTMENT

- LEASE** 99,418 SF at 134th & Cornhusker Road to **STAG Industrial Holdings LLC**
- LEASE** 28,691 SF at 135th & W Dodge Road to **Gottsch Enterprises LLC**
- LEASE** 26,311 SF at 117th & W Center Road to **AJV Properties LLC**
- LEASE** 16,182 SF at 114th & Davenport Street to **Straub Properties LLC**
- LEASE** 11,764 SF in Fremont to **KOW Properties LLC**

COMMERCIAL**SALE****84TH & L STREET** 68,586 SF

- Property is offered as a sale-leaseback until March 2023
- Large corner lot with great visibility strategically located on 84th & L Street
- Located in a General Industrial zoning area
- Four structures consisting of: 1) main dealership building 2) used car building 3) metal warehouse 4) automatic car wash
- Potential to purchase entire parcel and subdivide
- Within minutes of I-80 via 84th Street or L Street

SALE**KIDS CAN COMMUNITY CENTER** 49th & Q St 7,860 SF

- Freestanding building at the corner of 48th & Q on 2.61 Acres
- Upper level features classrooms/offices, three restrooms, and reception area; Lower level features full basketball court, lunch room with large seating area, three restrooms, and private rooms/offices
- Monument signage with excellent visibility on Q Street

LEASE**MAPLE CREEK II**
162nd & W Maple Rd 1,988 SF

- Former Physical Therapy space available
- Equipped with 4 treatment rooms, open gym space, reception desk, private office, and large waiting area
- Convenient West Omaha location

LEASE**TRANQUILITY PLACE** 124th & W Maple Rd 3,604 SF

- Former office space available soon
- Open office layout with break room and a couple of private offices
- Abundant front door parking
- Signalized intersection at West Maple Road

SALE**1804 NORTH 168TH STREET**
18,370 SF

- Well-situated in a strong demographic area
- Good presence to high traffic corridor along 168th Street
- Building is well suited for a variety of uses
- Newer construction

INDUSTRIAL**LEASE****101 J STREET** 3,910 SF

- Finished, air-conditioned office space
- Central location - easy to get to anywhere in the metro area
- Minutes away from access to I-80
- Overhead doors

LEASE

- 8801-15 F STREET** 4,500 SF
- Minutes to I-80 via 84th Street
 - Park at your door
 - Central location
 - Zoned G1
 - New exterior concrete

LEASE

- BONDESSON SHOP BAYS**
108th & State St. 6,200 SF
- Minutes from I-680 and Blair High Road Exit
 - Zoned G1
 - Well-maintained industrial building

SUBLEASE**BLUE CROSS CENTRE 68th & Mercy Rd. 29,500 - 88,500 SF**

- Floors 7, 9, and 10 available for sublease in 10-story Class A office building
- Move-in ready spaces consist of a mixture of private offices, cubicles, conference rooms, collaborative spaces, and break rooms
- First floor amenities include 3 large meeting rooms, a training room, and coffee shop
- Possibility for subtenant to use existing furniture
- Abundant windows provide generous amount of natural light
- Convenient location in Midtown Omaha with easy access to Interstate 80
- Aksarben Village amenities within walking distance: 22 bars/restaurants, 10 wellness facilities, 3 hotels, movie theater, open-air park, and a dog park
- Within walking distance to Baxter Arena, home of the UNO Mavericks
- Covered parking in adjacent garage

SALE OR LEASE**THREE CEDARS****86th & Cass St. 6,222 SF**

- Great central location with campus-like feel just north of 86th & Dodge
- Entire first level available with offices, conference room, and kitchenette
- Executive suites available with shared kitchenette and conference room
- Stunning exterior finish/landscape creating a tranquil workplace environment
- 40 parking stalls

SUBLEASE**4005 S 148TH STREET 9,509 SF**

- Furniture included during term of sublease at no cost
- Space consists of 120 cubicles, 5 private offices, 1 training room, kitchenette, and break room
- Abundance of natural light locker rooms and shower on the lower level
- Ample parking

LEASE**BURLINGTON PLACE****10th & Farnam St 1,223 SF**

- Heart of downtown Omaha with direct access to Gene Leahy Mall
- Many shops and restaurants are within walking distance
- Across the street from Omaha Convention and Visitors Bureau
- Includes janitorial within the suite 5 nights a week
- Includes all utilities

LEASE**DAVENPORT BUILDING 115th & Davenport St.****1,610 - 4,761 SF**

- Close to several restaurants, shopping sites, and other amenities
- Move-in ready space with front door parking
- Convenient location near West Dodge/I-680 interchange
- Perfect for many office/professional services use types
- 4.4:1,000 parking ratio

SALE**ANTLER VIEW OFFICE PARK CONDO 191st & Bedford Ave. 1,664 SF**

- Park at your front door
- Attractive building exterior within a professional office park
- Rare opportunity for a small office user to own their own space
- Take advantage of low interest rates and affordable SBA financing
- Well maintained, professionally managed property
- Located at the SEC of 192nd & Maple with all amenities in the immediate area

SALE**2502 LEAVENWORTH STREET 9,750 SF**

- Rare owner-user opportunity, with a mix of private offices, breakroom, reception area, and open space
- Warehouse portion has one drive-in door
- Finished lower level open space ideal for large group meetings or trainings
- Excellent interstate access, building sits within 3 blocks of I-480