



By R.J. Neary,
CCIM, SIOR, CRE

2019 IN REVIEW

Welcome to 2020. What? It can't be our 45th year! We are indeed heading into our 45th year and—thanks to all of you—the future looks bright for Investors Realty.

2019 was a busy year, but a good year for us here at IRI. We are achieving continued growth across our departments. Our brokerage volume continues on a growth trajectory. Our property management department now manages over 6 million square feet.

Due to all of that growth, we moved our offices after 34 years in the same location. We are getting used to operating a little differently in our new configuration, which allows for more open space and more collaboration. We invite you to stop by and see us or – better yet – bring your nonprofit or company and use our conference/training area for a day!

We have updated our technology both in our brokerage operation and property management, and added services to better serve our clients and tenants. New work order systems, payment systems and cyber security measures were added in property management. We have also added a dedicated marketing manager, changed our process and software for preparing marketing materials and changed our online marketing communications provider. We think these changes will create efficiencies, reduce costs and ultimately provide a better product and service to our clients.

New technologies over the past five years have brought efficiency to many areas of our daily operation as well as our interaction with our clients and customers. We expect the changes to be even greater in the next five years, and we will lean into it. We feel that our momentum going into 2020 is strong and we hope the economy does not slow us down. Our clients will expect us to continue to perform to a high level and we have every intention of satisfying their needs.

One of our core values is education. I am extremely proud to say that we added to our designations once again in 2019. Pat Regan and Ryan Kuehl both earned the CCIM (Certified Commercial Investment Member)



designation. JP Raynor earned the SIOR (Society of Industrial and Office Realtors) designation.

I take special pride in letting you know that Stephanie Chevalier received her CPM (Certified Property Manager) designation this year. Stephanie started at Investors in 2000 at a young age as an assistant to my team. She has continuously learned and taken on new roles within the company. For the past five years she has been a property manager, and now she has achieved her CPM designation, providing her with education and tools to serve her clients in a more strategic way.

We now have a higher percentage of CCIMs than any other company in the United States. We have 13 CCIMs, five SIORS, three CPMs and multiple MBAs and JDs. I am not one to brag, but this is worth mentioning. Our team embraces continuous growth and learning and we are proud to support their efforts.

As we close out our 44th year, we are once again grateful to our clients, friends and stakeholders who have helped make Investors Realty successful. We believe Omaha is a great place to do business and we look forward to seeing you and working with you in 2020.

Happy Holidays to you and your loved ones!



SALES & LEASING

John Dickerson, CPM
Lee Ehlers, CCIM
Brian Farrell
Steve Farrell, CCIM, SIOR
Ember Grummons, CCIM
John Heine, CCIM, JD
Jerry Heinrichs, CCIM
Jerry Huber, CCIM
Tim Kerrigan, CCIM, SIOR
Brian Kuehl
Ryan Kuehl, CCIM
R.J. Neary, CCIM, SIOR, CRE
J.P. Raynor, CCIM, SIOR, JD
Patrick S. Regan, CCIM
Mike Rensch
Clint Seemann
Kevin J. Stratman, CCIM
Jack Warren
Jeanette Weber, CPM
Ryan Zabrowski, CCIM, SIOR

PROJECT MANAGEMENT

Jason Velinsky

PROPERTY MANAGEMENT

Maggie Andrews
Leslie Booker
Travis Chambers
Stephanie Chevalier, CPM
Bev Ellis, CPM
Laura Hansen, NALP, CAM
Dawn Holst
Ryan Liberty
Nicole Morrison
Jennifer Simpson
Todd Trimpe
Sydney Weller

MANAGEMENT TEAM

Correen Harrell, CFO
Tim Langan, COO

IRI SWITCHES FROM LOOPNET TO CREXI TO MARKET PROPERTIES

Over the years, new technology has greatly improved our ability to market properties and deliver the results you have come to expect from us. In an effort to continuously improve our client service, the Investors Realty team regularly evaluates the methods we use to market your properties.

We recently made the decision to switch internet marketing providers from LoopNet to CREXi. LoopNet has always been an imperfect platform, but one we — and our entire market — had grown accustomed to using. However, new products have been entering the market and gaining traction.

As we — along with all of the other major firms in our market — researched and evaluated other marketing platforms, we discovered CREXi. CREXi is a property marketing service that has been instrumental in generating property sales



for the past five years, and in 2018 began offering its platform for 'for lease' properties. CREXi was created by commercial real estate brokers who understand our business. They are motivated to provide what the

commercial real estate industry needs for our clients. As of January 1, 2020, all of the Omaha commercial real estate firms will be using CREXi. This means every for lease and for sale property in the Omaha area will be listed on the same platform. The CREXi database is free and open to the public to search and obtain information.

Please take a moment to go to crexi.com

We are excited for this change and the results that will follow.

Please contact us if you want to discuss further or have any questions.

THE ANATOMY OF A SALE OR LEASE PART 3 DUE DILIGENCE AND CLOSING

IN OUR PAST TWO newsletter issues we discussed the importance of preparing and pricing a property appropriately and the process of marketing and negotiating a deal. In this third installment in our series, we will discuss the final steps of a sale or lease.

If you are leasing your property and terms have been agreed to and a lease signed, the final step is to complete any tenant improvements, whether by the landlord or tenant. Typically this process is coordinated by the property manager. On a larger project, it may be coordinated by a project manager. The broker generally stays involved to keep the parties informed of progress on the improvements and to assist with any questions or complications that may arise.

If you are selling your property, once a contract is signed there is often more coordination than meets the eye. For a building sale, there is typically an inspection of the improvements, ordering and reviewing of surveys, procuring title insurance, conducting environmental surveys, coordination with lenders and ordering appraisals. In some building sales — and frequently with land sales — there is also coordination with the City to obtain zoning, platting and special or conditional use permits. This frequently involves coordination with a

zoning attorney as well as working with civil engineers to prepare the site plans, drainage, traffic and other studies that may be required. This process, depending on the issues involved, can take anywhere from 30 days to six months or more. In most cases, meeting deadlines is critical.

We believe it is important for the broker to stay actively involved throughout all of these processes. There are likely going to be issues that arise that need discussion and/or resolution between the parties. Staying engaged as a broker allows us to understand firsthand what the issues are and how to deal with them. Our involvement in the process has allowed us to help ensure the close of many deals that otherwise may have fallen apart due to disagreement or miscommunication.

Once the due diligence process has been completed, it is time to coordinate closing. We assist with obtaining estoppel certificates, transferring utilities and transferring or canceling various contracts with vendors such as snow removal, trash, janitorial and others. This may involve the party's attorneys, title company and lenders as well as the principals to the transaction. In the past, it was common for both parties to come together at the title company or

bank to close a transaction. Today, most documentation is transmitted electronically to the respective parties, signed and returned, and there is no actual sit-down meeting of the parties.

For questions about the sales or leasing process or to get help with selling or leasing your property, please contact one of our team members.



INVESTMENT SALES MARKET RECAP



Ember Grummons,
CCIM

2019 was another active and healthy year for the Omaha investment sales market, although volume year-to-date is down slightly from 2018. 2019 was particularly active in the sub \$5 million price range dominated primarily by individual investors.

The current Omaha investment market is characterized by the following trends:

- Strong demand for industrial properties, both single and multi-tenant. This is a culmination of many factors, including a lack of construction that has contributed to a very tight market, and perceptions that industrial will benefit from the continuing growth of online sales.
- Demand for mini-storage – in Omaha, most of the large trades in the past few years have been to two buyers, Storage Mart and Public Storage.
- Strong demand for single-tenant net-leased properties across all price ranges.
- Concern about the future of big box and junior box retail due to the growth of online sales.

SIGNIFICANT TRANSACTIONS IN 2019, EXCLUDING MULTIFAMILY AND HOTEL SALES, INCLUDE:

INDUSTRIAL:

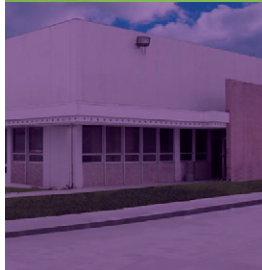
- Sale of the Merck Animal Health building for \$19,900,000
- Sale of the Marianna Imports building for \$18,725,000 (this was part of a national portfolio sale)
- Sale of two buildings owned by Graton Warehouse at 10025 I Street for \$8,400,000
- Sale of a single tenant distribution warehouse leased to International Paper at S. 76 Circle & F Street for \$6,500,000

MINI-STORAGE:

- Sale of a portfolio of 4 properties for \$20,500,000
- Sale of the Crown Point storage center at 7603 Crown Point Avenue for \$5,100,000

RETAIL:

- Sale of the Baker Square Shopping Center at the SWC of 132nd & Center for \$16,525,000
- Sale of the Wolf Creek Shopping Center located at the SEC of I-75 and Cornhusker for \$15,675,000
- Sale of two Prairie Life Fitness facilities at 132nd & West Center Road and 84th & Q Streets for a combined price of \$14,300,000
- Sale of the Hy-Vee convenience store in Plattsmouth for \$9,100,000



- Sale of the Fresh Thyme supermarket located at 175th & West Center Road for \$9,100,000 (Fresh Thyme has since announced the closing of this location)

Notably, there were no significant stabilized office/investment sale transactions in 2019. (The Kiewit Plaza sale is a redevelopment.)

Demand for single-tenant net-leased properties continues to be very high. Due to today's high construction costs, recent construction requires high rents from tenants which translates into high – sometimes astronomical – sale prices per square foot. Many in the industry question whether these prices per square foot make sense, but the single-tenant market continues to see high demand.

Demand for multi-tenant retail continues to be very strong for neighborhood shopping centers priced within reach of the average individual investor. There were multiple trades in this category in 2019, and there likely would have been more had there been more quality properties available for sale. Investors seem to be comfortable with the idea that neighborhood retail centers will continue to see high occupancy as their tenants are more internet resistant. There are also limited choices available for investors in the sub \$5 million price range.

Conversely, capitalization rates for centers with significant big box and junior box components have risen from 75 to 100 basis points in the past three years. Many of these centers in secondary and tertiary markets in the Midwest are purchased by private equity groups. These groups have seen reduced interest from their investor base, which has translated into fewer buyers and higher capitalization rates.

The market often overreacts to headlines, and I suspect the attitude towards junior box anchored retail may be an overreaction.

As of this time last year the key benchmark ten-year treasury rate was at 3.2%. As of this writing, the ten-year treasury has fallen 150 basis points to 1.7% and has been as low as 1.5% recently. Spreads between capitalization rates and long-term borrowing rates were historically high at this time last year. Now the spread is even more dramatic. While today's capitalization rates seem low to many who have been in the market for some time, they are actually relatively high when taking current interest rates into account.

Many in the industry have expected long-term interest rates to rise for years, and it has not happened. While capitalization rates will continue to rise and fall within individual property sectors, there is no reason to expect demand for investment property to subside unless there is a dramatic change in long-term interest rates or a dip in the economy.

PROPERTY MANAGEMENT UPDATES

PROPERTY MANAGEMENT TEAM REACHES NEW MILESTONE

The art of management is spending enough money to keep the property well-maintained while watching your expenses enough to create a good return.

— RJ NEARY

We were pleased to announce over the summer that our property management team has reached six million square feet of space under management! This is up from 600,000 square feet just ten years ago.

Over the years as the company grew, we realized we needed to provide more robust property management services. This led to steady growth in property management for many years. About ten years ago we developed and implemented a strategic plan dedicated to the growth of property management. The plan prioritized a structure and staffing model that would help the team succeed.

Today, we manage properties ranging from 3,000 square feet to a highly regulated medical portfolio of 420,000 square feet.

We have committed to significant investments in technology over the past several years, and have attracted a talented team that contributes to our mission and can thrive in our culture. We believe it is the people who work here who make the difference on a daily basis for our clients, helping them address challenges and seize opportunities.

With a talented and supported team, proven processes and procedures, and efficiency-building technology, we are ready to take on the next six million square feet! For a more detailed look at our property management growth go to our website and see the full article recently published in *Midwest Real Estate News*.

ONLINE PAYMENT OPTION COMING SOON!

It is 2019 (for a little bit longer) and tenants consistently ask if they can make online payments or pay with credit cards. Asked and answered! The wait will soon be over, and VersaPay will go live. We are excited about what this platform will do for our tenants — and our owners.

VersaPay interfaces with our existing accounting software to create a safe and secure tenant portal that allows our tenants to pay their monthly rents. They can set up autopay, pay manually (via ACH or credit card), dispute balances and

access invoice back up. Owners will have tenants with more accessibility to their account and, in turn, will get rents faster. It also becomes a great selling feature as we attract and retain tenants. Our property managers will be able to monitor their own dashboards to connect with tenants, circulate reminders and resolve balance disputes. Collections become more interactive between the property manager and our tenants.

For more information on how this service works we have added an FAQ section to our website to help answer your questions. Video tutorials walking tenants through the set up process will be circulated and posted on our website.

We are excited about the convenience we are creating for our tenants and look forward to passing the related benefits along to our loyal owners.

FIGHTING FRAUD WITH POSITIVE PAY

In a continued effort to fight fraud, Investors Realty has implemented Positive Pay as a service for our clients. Positive Pay is offered by most commercial banks as an additional level of protection against forged, altered and counterfeit checks. It allows the banks to verify that the checks they process are valid.

While this system is mostly automated, it does add some additional time to the check writing process. We believe the extra security provided is well worth the extra effort. Since we began instituting this service to over 140 of our bank accounts

several months ago, we have avoided several attempts to pass fraudulent checks through our clients' accounts. Often times there is a bank fee for this service, but through our strong banking relationships, the majority of the banks that work with Investors Realty are offering this service at no charge to our clients. We believe Positive Pay is an important tool in fighting fraud and are pleased to add this service for our clients.



LAND



184TH & CALIFORNIA STREET 10.57 acres
BUYER Woodhouse Auto
AGENTS Brian Farrell & Tim Kerrigan, CCIM, SIOR



COMMERCIAL



203RD & GATE DANCER STREET 12,512 sq. ft.
LESSEE Elkhorn Athletic Association
AGENTS Brian Farrell & Brian Kuehl



OFFICE



168TH & PACIFIC STREET 14,851 sq. ft.
BUYER 11725 Arbor St., LLC
AGENTS JP Raynor, CCIM, SIOR, JD & Lee Ehlers, CCIM



INDUSTRIAL



114TH & CENTENNIAL ROAD 9,362 sq. ft.
LESSEE River City Services, LLC
AGENTS Clint Seemann & Kevin Stratman, CCIM



INVESTMENT



WOLF CREEK SHOPPING CENTER, 15TH & CORNHUSKER RD. 118,533 sq. ft.
BUYER Ball Ventures
AGENT Ember Grummons, CCIM



LAND

- SALE** 79.2 acres at 199th & Giles Road to **Celebrity Homes and Remington West, LLC**
- SALE** 70 acres at 13th & Locust Street to **Enterprise Industrial Park, LLC**
- SALE** 12.55 acres at 13th & Nicholas Street to **Black Dog Management**
- SALE** 10.57 acres at 184th & California Street to **Woodhouse Auto**
- SALE** 0.97 acres at Valley to **Leslie J. Robbins, Jr.**
- SALE** 0.72 acres at 12th & Nicholas Street to **White Lotus**

COMMERCIAL

- LEASE** 12,512 sq. ft. at 203rd & Gate Dancer Street to **Elkhorn Athletic Association**
- SALE** 5,405 sq. ft. at 108th & L Street to **Recar Leasing of Omaha, LLC**
- LEASE** 5,120 sq. ft. at 78th & Dodge Street to **Brazen Head Irish Pub**
- LEASE** 3,730 sq. ft. at 110th & Q Street to **Predictive Technology Inc.**
- LEASE** 3,200 sq. ft. at 201st & Veterans Drive to **Elkhorn Auto Spa & Paint Correction, LLC**
- LEASE** 3,200 sq. ft. at 120th & I Street to **Anchor Insurance Agencies, LLC**
- LEASE** 2,948 sq. ft. at 204th & Blue Sage Parkway to **Pickleman's Deli**
- LEASE** 2,711 sq. ft. at 108th & West Maple Road to **River Empire, LLC**
- LEASE** 2,666 sq. ft. at 132nd & West Maple Road to **Red Mango Frozen Yogurt**
- LEASE** 2,200 sq. ft. at 192nd & West Maple Road to **Code Ninjas**
- LEASE** 1,633 sq. ft. at 156th & Ruggles Street to **Thai Restaurant**
- LEASE** 1,518 sq. ft. at 204th & Blue Sage Parkway to **Contour Body Structure, LLC**
- LEASE** 1,000 sq. ft. at 115th & Davenport Street to **Nebraska LTC Pharmacy**

OFFICE

- LEASE** 20,983 sq. ft. at 147th & West Dodge Road to **Lamp Ryneearson & Associates**
- SALE** 14,851 sq. ft. at 168th & Pacific Street to **11725 Arbor St., LLC**
- LEASE** 14,382 sq. ft. at 15th & Douglas Street to **Toast**
- LEASE** 14,374 sq. ft. at 15th & Douglas Street to **QAT Technologies**
- LEASE** 13,132 sq. ft. at 102nd & F Street to **CareDX**
- LEASE** 11,700 sq. ft. at 84th & Highway 370 to **Encor**
- LEASE** 10,482 sq. ft. at 26th & Harney Street to **Nebraska Children and Families Foundation**
- LEASE** 9,910 sq. ft. at 117th & Grant Street to **Payroll Maxx**
- SALE** 7,550 sq. ft. at 24th & N Street to **Pesek Law**
- LEASE** 5,655 sq. ft. at 102nd & F Street to **IronPlanet**
- LEASE** 5,584 sq. ft. at 72nd & Mercy Road to **Covisum**
- LEASE** 4,356 sq. ft. at 120th & Blondo Street to **Securitas**
- LEASE** 4,056 sq. ft. at 144th & West Center Road to **OrthoNebraska**
- LEASE** 3,600 sq. ft. at 109th & Q Street to **Celtic Quilter**
- LEASE** 3,404 sq. ft. at Regency Circle & Regency Parkway to **Heritage Services**
- LEASE** 2,650 sq. ft. at 147th & West Center Road to **Integrated Merchant Alliance**
- SALE** 2,608 sq. ft. at 73rd & Farnam Street to **Mancuso Dental**
- LEASE** 2,404 sq. ft. at 90th & Boyd Street to **Dignity Home Care, Inc.**
- LEASE** 2,321 sq. ft. at 204th & West Dodge Road to **Bench Craft**
- LEASE** 2,183 sq. ft. at 128th & West Dodge Road to **Homan Wealth Advisors**
- SALE** 1,632 sq. ft. at 71st & Spring Street to **Percipio Partners**

INDUSTRIAL

- SALE** 189,679 sq. ft. at 21st & Ave J to **Flatrock Group, LLC**
- LEASE** 26,963 sq. ft. at 35th & Nebraska Avenue to **Union Pacific Railroad Company**
- SALE** 17,690 sq. ft. at 31st & Parker Street to **RH Land Management Company, LLC**
- SALE** 12,400 sq. ft. at 20th & Ames Avenue to **Ames Industrial Park, LLC**
- LEASE** 9,362 sq. ft. at 114th & Centennial Road to **River City Services, LLC**
- LEASE** 7,035 sq. ft. at 109 & Skinner Drive to **Shermo Industries, Inc.**
- LEASE** 6,206 sq. ft. at 87th & G Street to **Jack Huntley Co., Inc.**
- LEASE** 4,627 sq. ft. at 108th & Q Street to **Tethon 3D**
- LEASE** 4,580 sq. ft. at 118th & I-80 to **Simplified Office Solutions, Inc.**
- LEASE** 2,125 sq. ft. at 88th & F Street to **Luxe Group, LLC**
- LEASE** 2,040 sq. ft. at 87th & I Street to **Max I Walker**
- LEASE** 2,000 sq. ft. at 143rd & C Circle to **Sharp Carpet & Air Duct Cleaning**

INVESTMENT

- SALE** 118,533 sq. ft. shopping center at 15th & Cornhusker Road to **Ball Ventures**
- SALE** 40,065 sq. ft. industrial/flex building at 117th & Centennial Road to **SanOma, LLP**
- SALE** 35,206 sq. ft. Cass Court Shopping Center at 76th & Cass Street to **SanOma, LLP**
- SALE** 23,352 sq. ft. office building at 90th & Boyd Street to **DKM Investment Properties, LLC**
- SALE** 15,000 sq. ft. office building at 118th & Harrison Street to **NDX Kiess Kraft**
- SALE** 9,984 sq. ft. commercial building at 180th & Q Street to **Sundance Properties, LLC**
- SALE** 5,147 sq. ft. commercial building sq. ft. at 148th & Evans Street to **Bella Squared, LLC**

FEATURED PROJECT

ENTERPRISE INDUSTRIAL PARK (13TH & LOCUST)

Located on the west side of Carter Lake and a mile north of TD Ameritrade Park lies 70 acres which have been largely untouched and underutilized for decades. The site has been owned by a local demolition contractor and used as a landfill for its projects. You may remember *Omaha World-Herald* articles from a few years ago indicating the City and Greater Omaha Chamber were working on this property as the North Omaha industrial park with the potential to bring life back to the area and provide jobs to North Omaha. Unfortunately, that project fell through in 2011 and 2012. Clean-up costs were estimated at \$20 million to \$25 million, and the City could not justify this cost for redevelopment.

In the summer of 2018, RJ Neary, Ryan Zabrowski and Ryan Kuehl met with Parkway Properties to discuss the potential to redevelop this site. Knowing the previous project was too costly to create building sites, we looked at alternative uses which could still provide jobs. Instead of the work needed to make the sites ready for new buildings, we are looking at outdoor uses which would not require the same degree of site work and at much lower costs. Uses might include rail transportation loading, trailer storage for commercial freight or transportation companies, and dirt farming. Parkway determined that this approach at much lower development costs made economic sense and moved forward with closing in October of 2019.

With Planning Board, City Council and environmental requirements behind us, the project team has started site clean-up on the south half of the property. Our project management coordinator Jason Velinsky is working to clear overgrown brush and crush above-grade concrete on site and recycle it for internal roads and storage areas. Our team is very excited about bringing life back to this forgotten property, and new jobs to this part of the city.



COMMERCIAL

LEASE



- 9211 MAPLE ST.** 1,200 sq. ft.
- Former salon space now available
 - Located at a signalized full-movement intersection
 - Excellent visibility to Maple Street
 - Over 48,000 cars per day
 - Front door parking
 - Join Max I Walker, Boost Mobile and Q-Nails

LEASE



- 168TH & GILES** 1,200 - 8,160 sq. ft.
- Drive-thru option available
 - Either 7,200 or 8,160 sq. ft. building
 - Flexible floor plan and sizes
 - Ideal for fitness, food, dental and other services providers
 - Rapidly expanding area of southwest Omaha
 - Minutes to I-80

SALE OR LEASE



- 10702 BROWNE ST.** 19,000 sq. ft.
- Freestanding flex building in convenient northwest Omaha location with excellent access to I-680
 - Available August 2020
 - 124 parking stalls
 - High ceilings
 - Open floorplan with mezzanine level
 - Multiple access points to both 108th & Fort Streets

LEASE



- 20112 PIERCE ST.** 1,313-3,948 sq. ft.
- Brand new retail space at 202nd & Pacific St.
 - Easy access off Pacific or 204th St.
 - End cap available
 - Anchored by Equitable Bank

LEASE



- GOLDEN GATE OFFICE BLDG** 1,000 sq. ft.
- Highly visible storefront in the center of Papillion
 - Office space with upgraded interior finishes
 - Located just north of Sarpy County Courthouse

LEASE



- 180TH PLAZA PHASE III** 1,830 sq. ft.
- Excellent demographics; daily traffic generators in shopping center with Goodwill, Sherwin-Williams, Walgreens and Wells Fargo
 - Front door parking in busy retail center
 - Located at main entrance to shopping center; signage on Q St.
 - Across from Millard West High School

SALE



- 72ND CROSSING SHOPPING CENTER** 98,837 sq. ft.
- 100%-leased multi-tenant shopping center with long-term tenants and minimal turnover (98%/10 years, 100%/5 years)
 - Premier location in one of Omaha's best retail corridors—directly opposite NFM!
 - Strong traffic counts of 47,100 VPD at the property, 83,600 VPD one half mile north at 72nd & Dodge Streets
 - All roofs, stormwater inlets and water main recently replaced

SUBLEASE



- LA VISTA CROSSING PHASE II** 1,960 sq. ft.
- End cap bay available for sublease until Feb. 2023
 - Across from Wal-Mart, Lowe's and Kohls-anchored shopping center
 - Former coffee shop with separate meeting room and tons of natural light
 - Located at the corner of 72nd & Giles

MULTIFAMILY

SALE



- SOPHIE'S PLACE** 4 buildings, 29 units
- Opportunity to purchase a stabilized asset in a very strong area
 - Class A location with nearby retail and service amenities, including L Street Marketplace
 - Large and spacious units with easy access to I-680 and I-80
 - Significantly lower rents in comparison to other new construction projects in the Millard area — site is TIF eligible

UNIQUE INVESTMENT OPPORTUNITY

SALE



- 3300 NORTH 60TH ST.**
- Four buildings sitting on 7.85 acres of land
 - Close proximity to historic Benson
 - Great redevelopment opportunity

INDUSTRIAL

LEASE



- MID CITY PLAZA** 2,041-4,083 sq. ft.
- Great location in the heart of Omaha with parking front and rear
 - End-cap suite with drive-in bay
 - One block from 84th & I-80, with access via 84th and F St.
 - Tons of amenities nearby and minutes from Ralston, La Vista & Papillion
 - Excellent visibility to 51,400 cars per day

LEASE



- 4670 G ST.** 8,754 sq. ft.
- Freestanding industrial building located off 50th & G St.
 - Minutes to I-80 via 42nd or 60th St.
 - Remodeled office with clean warehouse
 - Two 12x12' drive-in doors; one 10x12' dock door in main building
 - Fenced yard and outbuilding

SALE



- 5401 SOUTH 72ND ST.** 11,096 sq. ft.
- Hard-to-find small flex/light industrial building
 - Great access to 72nd St. via full-movement intersection
 - Excellent visibility/exposure to 29,605 vehicles per day on 72nd St.
 - Fenced, secured lot for overnight parking/outside storage
 - Billboard income approx. \$15,000/year
 - Floor drains throughout warehouse

LEASE



- NoDo 1144 NORTH 11TH ST.** 10,460 sq. ft.
- Warehouse building just north of downtown
 - One 12 x 17' drive-in door; two 12 x 12' dock-high doors
 - Excellent access to Omaha or Council Bluffs
 - Tenant must meet "Makerhood" criteria—contact agent for details

LEASE



- 10405-09 I ST.** 33,120 sq. ft.
- Clean, centrally-located warehouse/office space off of 108th & I St.
 - Outstanding location, less than two minutes from I-80, via I St.
 - Approximately 5,798 sq. ft. of office with a mix of private offices and cubical space
 - Featuring ample parking, 24' ceiling heights and new energy-efficient LED lighting

SALE



- WATERLOO WAREHOUSE** 77,464 sq. ft.
- Multi-tenant warehouse/flex property 1.5 miles from Hwy. 275, with easy access to Maple and West Dodge Rd.
 - Mix of dock and drive-in doors and multiple bay sizes are available to accommodate a wide variety of tenants
 - Significant recent investment in upgrades
 - 24,000 sq. ft. bay with high ceilings available on east side
 - Ability for outdoor storage
 - Four long-term leases in place

LEASE



- KC BUILDING** 3,510-6,000 sq. ft.
- Incomparable quality and value for a clean, professionally managed space in a multi-tenant industrial building
 - Well-maintained block building with 12 x 14' drive-in doors
 - Property is accessible via Keystone Dr. or 85th St.
 - Located in the Keystone area on 84th between Maple and Blondo St.

SALE



- 1100 31ST AVE.** 18,574 sq. ft.
- Warehouse and production facility well suited for distribution, manufacturing, or R&D, available July 2020
 - Easy access to I-80 and I-29 with ample amenities nearby
 - Over 10,000 sq. ft. of fenced outside storage — additional onsite storage shed (not included in total square footage)
 - Good semi-truck access through separate entrance
 - Both dock and drive-in doors
 - Two one-ton cranes included in sale

SALE



- 1414 WEST BROADWAY ST.** 21,256 sq. ft.
- Great opportunity-to-own frontage with ample amenities nearby
 - Well maintained mix of prime offices, cubicle space and open warehouse with multiple drive-in doors of various sizes
 - One building with approximately 10,000 sq. ft. of finished office space, shop and warehouse areas plus full locker room
 - Highly visible location with 22,419 vehicles/day
 - Approximately .5 acres of fenced, secured outdoor storage
 - Floor drains throughout warehouse

LAND

SALE

**168TH & GILES**

3 acres (1.0, 1.5, or 2.0 acres possible)

- Located on west side of 168th just south of Giles Rd.
- Lots can be split into 1.0, 1.5 or 2.0 acres
- BG zoning with frontage on 168th
- Join UNMC, Casey's and First National Bank in this rapidly expanding area of Sarpy County

OFFICE

LEASE



- CENTER PROFESSIONAL BUILDING** 900 sq. ft.
- Conveniently located building with easy access via 84th St.
 - West Center Rd. visibility
 - Small suites available, many with windows
 - Nicely remodeled common areas

LEASE



- 9744 MOCKINGBIRD DR.** 7,000-18,778 sq. ft.
- Parking ratio of 7:1 with the ability to acquire additional stalls
 - Generator on site
 - Great mix of open space and private offices
 - Quick access to Interstate
 - Drive-in doors available

LEASE



- BEDFORD PLAZA** 1,500-1,830 sq. ft.
- Access to I-680, one block south on West Maple Rd.
 - Suite 3327: Mix of private offices and open space with kitchenette and second floor finished mezzanine
 - Suite 3335: Three offices with windows, kitchenette and open space
 - Rear high-ceiling storage area (30 x 21') with passenger door

SALE



- BLACK HILLS ENERGY** 36,470 sq. ft.
- Rare, move-in-ready corporate headquarters located in Papillion Business & Technology Park
 - Floor plan consists of a mix of private offices and workshops with conference/assembly rooms of varying sizes
 - Quality steel, brick and stucco construction with hundreds of windows providing views of green space
 - On-site generator and approximately .5 acres of additional land for building expansion or additional parking

SALE



- ATRIUM PLAZA** 1,030-4,450 sq. ft.
- Condo buildings in heart of Omaha with easy access to Dodge St., the Interstate and amenities—park at your front door
 - Well-maintained, professionally managed property
 - Rare opportunity for a small office user to own their own space
 - Located just south of 114th & Dodge St. with all amenities in the immediate area
 - Take advantage of low interest rates and affordable SBA financing

SALE



- 11106 MOCKINGBIRD DR.** 16,400 sq. ft.
- Excellent owner/user opportunity located in southwest Omaha
 - Standalone office (75%)/flex (25%) building
 - One overhead and one dock-high door
 - Close proximity to Interstate
 - Fiber optics available

SALE



- 2110 PAPILLION PARKWAY** 115th & Blondo St. 33,070 sq. ft.
- Multiple building entrances and a layout that provides flexibility for single or multiple tenant opportunities
 - Many services and amenities in the immediate area
 - Large parking ratio
 - Great windows with views of adjacent city trail and park
 - Minutes to I-680 and West Dodge Expressway

SALE OR LEASE



- WESTFIELD I OFFICE BUILDING** 6,094-11,288 sq. ft.
- W2-1: Many large executive offices with windows, open space for cubicles, and a large conference room
 - E1-1 A&B: 6,094 sq. ft. with open space, offices/conference room
 - Private entrance included
 - Quick access to Dodge St. and I-80
 - Monument signage available
 - All dining and shopping amenities in the immediate area

SUBLEASE



- 1200 LANDMARK CENTER** 6,074 sq. ft.
- Shared conference room facilities across the street from The Old Market and the Riverfront Revitalization Project
 - Roja, Parliament Pub, and a cafe located in the building
 - Great mix of open space and offices with windows boasting great views of downtown Omaha and on-site parking
 - Plans for a boutique hotel within the building for clients or customers traveling to Omaha