

COMMERCIAL REAL ESTATE

DIGEST

OCTOBER 2021



By John Heine, JD, CCIM

SALES & LEASING

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MULTIFAMILY 2021

THE SINGLE-FAMILY HOUSING MARKET IMPACTS THE MULTIFAMILY MARKET

The Omaha multifamily market continues an upward trend due to low inventory in the single-family housing market. The S&P CoreLogic Case-Shiller National Home Price Index recently posted a 16.6% annual gain in single-family housing. This spring, the University of Nebraska Omaha's Center for Real Estate and Asset Management stated home prices in the Omaha Metro increased by 11% during 2020.

Markets like Phoenix, Memphis, Tampa and Riverside, CA have all seen single-family housing prices grow by more than 20% year over year. While it is no secret the single-family housing market is red hot, the ripple effects are becoming more visible in the multifamily market.

During the housing boom of 2003-2005, more than 5,000 single-family housing units were permitted each year, and less than 1,000 multifamily units were permitted in the Omaha CSA. During the ten years following the Great Recession, the Omaha CSA averaged 2,500 single-family units – well below the forty-year average – and 1,500 multifamily units per year. With a demographic surge of the sizeable Millennial generation looking to purchase homes, historic low interest rates, and competition from investors, there is exceptional demand with little product to buy. Consequently, a backlog in the housing market has created more multifamily renters. Despite the record 3,200 multifamily units delivered in 2020 in the Omaha Metro, the tailwinds remain at the backs of the apartment owner. So, how are the multifamily fundamentals, and what are current trends?

- Vacancy Rates The vacancy rate has fallen to less than 5% according to CoStar Analytics, and over the past six years, it has oscillated between 5.5% and 7%. In 2021, fewer units will be delivered than in the previous four years, which may push the vacancy rate to an all-time low.
- Rent Growth Many apartment communities are seeing rental growth ranging from 3% to 8% year over year. On average, apartment owners have increased rents 5% throughout the metro. While landlords are raising rents, tenants have little option other than to stomach the increase.

- Construction Costs With building materials up significantly over the past year, whether from disrupted supply chains or extremely scarce labor, the cost to build a new unit is tremendously expensive. It is not atypical to see construction pricing in the \$160,000 to \$180,000 per unit range for a typical garden-style suburban project.
- Capitalization Rates There remains an abundance of capital chasing yield as multifamily remains a favorite asset class. Many sales are manufactured off market, with ambitious buyers writing unsolicited offers to uninterested owners. Interest level often changes once the owner sees the lofty offer price. Most listed properties that are reasonably priced get bid up over asking price. Class A institutional-grade apartments are trading at less than 5% capitalization rates, while Class B and C units are not far behind. There are far too many investors and not enough opportunities to satisfy them.
- **Debt** Banks and agencies continue to lend, and the borrower's financing terms remain extremely attractive.
- Single-Family Rental Neighborhoods We are counting five single-family rental neighborhood projects in the Omaha Metro that are in a predevelopment planning phase or are early in their construction. While many institutional buyers have purchased single-family homes in bulk, owning a subdivision of single-family rental homes is attractive operationally.

All of these factors paint a rosy picture for the foreseeable future. While it is easy to be optimistic, issues that may impact the fundamentals are the expiration of the eviction moratorium, changes to the Federal Reserve's monetary policy and the low interest rate environment, and the potential adjustment of the capital gains and recapture tax rates.







We have all been hearing about inflation ticking up and construction materials, especially wood products, becoming quite expensive. Unless you are a commercial developer or builder, you may not realize how things have changed on the commercial side of the industry. Wood products are up drastically. According to Joel Russell, president of Millard Lumber, prices for some lumber products rose by nearly 600% over the past year. Joel indicates that prices have dropped somewhat for now, but are still approximately 200% higher than pre-pandemic levels. However, costs and supplies for plywood and OSB board have not and likely will not go down in the near term. The glues and resins used to produce these products are also in short supply. Joel believes we will continue to see volatility in lumber prices for the balance of 2021 and much of 2022, and even then it is hard to imagine prices dropping back to pre-pandemic levels. According to Robert Krause with KSI Construction, until the price of plywood and OSB board drop, costs for commercial construction will remain high. These products are used extensively for backing in walls, decking for floors and in roofs.

Other key elements used more in commercial construction than residential are steel products,

decking, bar joists, columns and beams. Steel costs are not only way up, but the delivery time has gone from three months to six to eight months out. These materials are in high demand locally and nationally, with large construction projects like distribution centers for Amazon all over the country – including locations in Omaha and Council Bluffs – various data centers, and other projects all vying for a limited supply of these steel products. Prices for concrete and pre-cast concrete materials are also on the rise.

Robert referenced several projects he has worked on with clients that were shelved due to the high cost of materials. Overall, commercial construction costs have risen approximately 25% to 30% in the past two years. While the price of certain components has increased dramatically, others have remained more constant, which is keeping the total cost from skyrocketing even higher. Unfortunately, rents and business revenues have not kept pace. So, unless someone is a user and can justify the costs, Robert believes we will see a slowdown in new commercial construction projects coming out of the ground in the third and fourth quarters of 2021 until there is some re-balance among supply, demand and rents. We know of several multifamily and commercial projects that have already been put on hold due to the high construction costs.

The current situation has some contractors, developers and architects looking at alternative designs to reduce costs. Robert mentioned one smaller office project where he found a Colorado company that sells one-off decking materials and other steel products. With a slight redesign, he could use their decking at a lower cost and receive it more quickly than new materials currently available through other providers. This change allowed the owner to move forward with a project which was likely to be delayed.

What is causing this increase in costs? According to several contractors and suppliers we talked to, it appears the increase started with slowdowns due to the COVID-19 pandemic. Production slowed due to the pandemic as well as reduced demand through the third and fourth quarters of 2020. As demand has rapidly increased, probably more than expected, the various manufacturers and suppliers of these products have not been able to bring production up to meet it. This is partially due to the need to catch up with much higher demand as well as a tight labor market, making it slow to return to full production as quickly as needed. There also may be some caution on the part of these providers that they do not overcorrect. Remember, these producers are enjoying strong margins. They do not want to bring production to peak only to find the economy and demand slow and be left with production facilities and labor sitting idle. They experienced this back in the late 2000s as we entered the "great recession," which followed a period of high demand.





NEBRASKA SUPREME COURT HANDS DOWN RULINGS ON **MUNICIPALITIES' AUTHORITY** TO ANNEX

The Nebraska Supreme Court handed down a ruling in a case brought by Sarpy County against the City of Gretna in May, which cleared the way for Gretna and other municipalities to annex contiguous or adjacent land that is urban or suburban in nature. Attorney David Levy of Baird Holm law firm discussed the ruling in a recent edition of the firm's real estate newsletter Dirt Alert.



Sarpy County argued – and the Sarpy County District Court agreed – that the property was rural in nature and therefore could not be annexed. The Nebraska Supreme Court ruled that it must consider more than the property's current use and consider its character, proximity to growth areas, the degree of growth in the immediate area and the contemplated future development. The court also ruled that a municipality may annex several parcels if the parcels are "substantially adjacent" to one another and at least one of the parcels is contiguous or adjacent to the municipality. Sarpy County made other arguments in the initial court case which were not addressed to the Supreme Court.

This ruling sets guidelines and clarifies criteria to be considered for future annexations and may be interpreted to allow a more aggressive annexation policy in the agricultural areas surrounding Nebraska municipalities. You can find more detailed information on the ruling by following the QR Code below.



REALTY NEW LISTINGS



132ND & HIGHWAY 370 NEC 6-28 AC

- Future Land-Use Map indicates both parcels as Mixed Use zoning which includes Multifamily, Commercial, Office, Industrial, etc.
 Directly adjacent to Prairie Queen Lake and Recreation Area
 Near Werner Park and planned Generations Mixed Use development



PLAZA AT NORTH PARK - 2910 118th & Stonegate Cir. 11,127 St

- Fully leased
- All suites have a tall drive-in door option
- Convenient location with easy access to W Maple Rd, W Dodge Rd, and I-680



PARKWAY PROFESSIONAL PLAZA 102nd & F.St. 13.132 SF

- Quick and easy access to I-80 and I-680
- Modern office buildout with a great mix of open space and private
- Many dining and shopping amenities in the general area
 Monument signage available



20910 CALIFORNIA CIRCLE 3,000 - 9,000 SF

- Excellent location in Elkhorn, NE just west of the Menards at 204th & W Dodge Road
- Drive-in bays 5-ton RTU A/C units, clear column spacing, 18' ceiling height, gas heat,





MEET THE CREATIVES BEHIND THE INVESTORS REALTY BRAND

OUR MARKETING TEAM

Our marketing team is small but mighty. Marketing Coordinator Krissy Harral and Marketing Assistants Carlson Koch and Lea Bredin have an extensive set of responsibilities. Krissy and Carlson work closely with the Team Coordinators who support the brokers to develop marketing plans for their respective listings. Additionally, the marketing team helps to ensure brand consistency across all IRI marketing initiatives. They create and coordinate all advertising, social media, graphic design, website content, proposals, flyers and much more, including this quarterly newsletter!

Krissy Harral oversees the branding of all digital and print marketing pieces and designs customized marketing collateral when needed. Krissy joined IRI in 2019, bringing with her three years of corporate marketing and graphic design experience. Carlson was initially hired in late 2019 as a marketing intern to further support our marketing efforts. He has helped with social media, marketing research and broker-specific marketing needs. After graduating from UNO in May, Carlson joined us full time, and we are excited for his future here at IRI! Lea has been with IRI part-time since 2018. Her focus is tenant and property management social media.



Krissy Harral Marketing Coordinator



Carlson Koch Marketing Assistant



Lea Bredin
Marketing Assistant

Ember Grummons, who works primarily on larger institutional grade properties, previously used a national firm to produce his marketing package. Since Krissy has taken over the production of these materials, Ember's turnaround time has improved, costs have decreased, and he has received positive feedback from clients on the quality of our marketing packages. Kevin Stratman said that since Krissy and Carlson have taken over posting on the various social media platforms, "I am receiving nice feedback and recognition from the posts." He credits their efforts on several listing proposals as tipping the scales to get the account as well as their help in putting together marketing packages to meet his client's expectations. Pat Regan commented, "Krissy and Carlson have been very responsive, professional and creative with their approach to helping market my properties. Their involvement helps me provide a higher level of service and results for my clients. I couldn't be more grateful".

Tim Kerrigan notes that the brokers have more time to interact with clients and prospects due to the marketing team's efforts, which results in broader exposure to the market and quicker and more competitive sale and lease transactions. Of course, our ultimate goal is always to provide a higher level of service to our clients and quicker and better results.

Collectively our team works together to ensure our marketing initiatives are top of the line and that we are getting meaningful information to our various audiences.



402-330-8000

FEATURED TRANSACTION

ORION ADVISOR SOLUTIONS SELLS HEADQUARTERS SITE TO SENTINEL NET LEASE

Headquartered in Omaha, Orion Advisor Solutions provides tech-enabled financial tools, asset management and investment management services to over 2,100 growth-focused advisory firms. Orion has offices in Kentucky, New York, Pennsylvania and

Washington. Half of Orion's 1,000 employees are located in Omaha.

In 2011, Orion worked with Lockwood Development to build a state-of-the-art headquarters at 175th and Wright Street, just south of West Center Road, that would allow the fast-growing company room to expand. The original plans called for a 60,000 square foot building with room for a second, 45,000 square foot building to accommodate growth. The second building was constructed in 2016.

In 2019, Lockwood Development decided to sell the property in order to do a 1031 exchange into a new opportunity. Ember Grummons worked with Lockwood to determine the sales price and marketing strategy. Lockwood wanted to delay putting the property on the market until they had identified a replacement property for their exchange.

About this time, Valmont announced they would construct a new headquarters and vacate approximately 90,000 square feet at First National Business Park. Lockwood was the ideal buyer to purchase and re-tenant the Valmont Plaza Building.



Just as the Orion property was about to go to market, the COVID-19 pandemic hit. Investor interest in office buildings evaporated, and Lockwood delayed bringing the property to market until late 2020, when conditions had somewhat improved. However, there was still uncertainty about how the pandemic would affect office occupancy, and the buyer pool for office investments was very thin.

Sentinel Net Lease, a private equity group based in Los Angeles, saw the value in the property and negotiated a purchase agreement. Sentinel closed on the Orion Property on June 10, 2021, and Lockwood purchased the Valmont building a few weeks later. Leasing efforts at Valmont are well underway, with several new tenants already identified. The transactions were a win for both Lockwood Development and Sentinel Net Lease, and it was a pleasure to work with them.

FEW OF OUR LATEST DEALS







COMMERCIA







Ever Light Solar Kevin Stratman, CCIM, SIOR, Clint Seemann, & Brian Kuehl





SHOPPING CENTER Council Bluffs, IA 310,000 SF B33 RE Partners Investments II LLC Ember Grummons, CCIM

- SALE 110.54 AC at 204th & Harrison Street to Woodsonia 204 Harrison, LLC
- SALE 26.58 AC at 120th & Rainwood Road to 12221 Rainwood Road Properties, LLC
- SALE 19.78 AC at 162nd & Ida Street to NewStreet Properties
- SALE 10.44 AC at 192nd & Harney Street to 192 Harney Holdings, LLC
- SALE 7.16 AC at 53rd & L Street to Douglas County School District SALE 5.00 AC at 120th & Cornhusker Road to Falewitch & Sons LLC
- SALE 4.50 AC at Irvington Road & State Street to MUD
- SALE 4.36 AC in Valley, NE to MKMK LLC
- SALE 3.49 AC at 78th & Crown Point Avenue to Teala Parking Company LLC

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- SALE 16,800 SF at 24th & O Street to Patty Childcare Inc.
- LEASE 15,000 SF at 120th & I Street to BB Compete
- SALE 10,000 SF at 108th & Old Mill Road to JMB RE LLC
- SALE 10,000 SF at 103rd & Ellison Avenue to 5654 N 103rd Street, LLC
- SALE 9,128 SF at 133rd & Arbor Street to GK Anderson LLC
- 8,888 SF in Council Bluffs, IA to Peters Properties LLC
- SALE 8,040 SF at 156th & Blondo Street to Oreskovich Investments LLC
- LEASE 4,800 SF at 180th & Harrison Street to Minimax LLC
- LEASE 4,570 SF at 78th & Dodge Street to Jerry Ryan Gentleman's Apparel
- LEASE 4,436 SF at 107th & Portal Plaza to Manna Salon Studios
- LEASE 4,125 SF at 204th & Blondo Parkway to Javi's Tacos LEASE 4,065 SF at 204th & Blondo Parkway to Spectrum Paint
- LEASE 3,390 SF at 98th & Burt Street to Sebastian's Southern Crab
- LEASE 3,360 SF at 90th & Maple Street to 402 Vape Shop
- LEASE 3.000 SF at 120th & Burt to Locked Room
- SALE 2,901 SF at 10th & Pacific Street to Little Italy 10th, LLC
- LEASE 2,840 SF at 160th & Hwy 36 to Fetch Pet Emporium LEASE 2,600 SF at 99th & Redick Avenue to Sewaroo Fashion & Boutique Clothing, LLC
- (EASE) 2,537 SF at 145th & Eagle Run to Omaha Virtual Reality
- LEASE 2,282 SF at 169th & West Center Road to Kubat Pharmacy
- LEASE 2,254 SF at 145th & Eagle Run to LIVE Hydration Spa Eagle Run
- LEASE 2,180 SF at 108th & Elm Street to LIVE Hydration Spa Rockbrook

OFFICE

- LEASE 18,778 SF at 97th & Mockingbird Drive to Opportunities, Inc.
- LEASE 18,240 SF at 78th & Dodge to Goodwill
- LEASE 17,813 SF at 108th & West Maple Road to Meridian Clinical Research
- LEASE 13,458 SF at 147th & West Center Road to Lovely Skin
- SALE 11,718 SF at 84th & R Street to OneWorld Community Health Centers Inc
- LEASE 11,547 SF at 111th & John Galt Blvd to Mastery Systems
- LEASE 9,992 SF at 147th & West Center Road to Balance4Ward
- LEASE 9,445 SF at 114th & Portal Road to Farmers Mutual
- 7,189 SF at 13th & Jackson Street to Clark Creative Group LEASE 5,507 SF at 178th & Burke Street to One80 Real Estate
- LEASE 4,079 SF at 170th & Marcy Street to Pilot Travel Centers
- LEASE 3,712 SF at 148th & F Street to Koukol & Johnson, LLC
- LEASE 2,415 SF at 114th & Davenport Street to TEAM
- LEASE 2,273 SF at 72nd & Halleck Street to Restore Joint Health
- LEASE 1,885 SF at 72nd & Halleck Street to Pediatric Therapy Center

- **LEASE** 41,318 SF at 142nd & C Street to **MUD**
- SALE 25,800 SF at 109th & Harrison Street to 10925 Harrison Street LLC
- LEASE 16,178 SF in Waterloo, NE to Valmont Coatings
- LEASE 14,293 SF at 108th & Giles Road to Ever Light Solar
- SALE 12,648 SF at 29th & Willit Street to Florence Investments, LLC
- LEASE 12,000 SF in Waterloo to Ideal Construction Company, Inc.
- LEASE 10,800 SF at 108th & Harrison Street to Helm Group
- LEASE 10,570 SF at 108th & J Street to McGill Tools, LLC
- LEASE 8,000 SF in Waterloo, NE to General Stamping
- LEASE 7,900 SF in Waterloo, NE to Sunnytop Shop
- LEASE 7,487 SF at 139th & L Street to Peter B. Ciaccio
- LEASE 6,800 SF at 88th & L Street to Clean Air Enviro Services
- LEASE 6,400 SF at N 206th & Elkhorn Drive to Christian Outreach Program Elkhorn
- SALE 6,000 SF at 89th & H Street to 8944 H Street LLC
- LEASE 4,037 SF at 114th & Portal Road to Dean Snyder Construction
- LEASE 3,750 SF in Waterloo, NE to Moto Industries, LLC
- LEASE 3,744 SF at 88th & J Street to T&M Services
- SALE 2,500 SF at 61st & M Street to HAV Properties, LLC
- 2,452 SF at 87th & F Street to R&M Rehabilitation

- 310,000 SF in Council Bluffs, IA to B33 RE Partners Investments II LLC
- > 253,135 SF in Independence, MO to HJH Independence 1, LLC
- 149.696 SF at 94th & G Street to 4151 South 94th Street, LLC
- 137,498 SF at 9th & William Street to The Dahlman Apartments, LLC
- 641 105,000 SF at 176th & Wright Street to Sentinel Orion, LLC
- SALE 51,168 SF at 37th & Harrison Street to Harvest Development IV, LLC 34,806 SF at 112th & John Galt Blvd to Oak Leaf Place, LLC

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OFFICE



CALIFORNIA POINTE 132nd & California St.

- 5 story, Class A+ office spaceJoin Frontier Bank and Bridges Trust
- 2nd & 3rd floors available
- Excellent visibility along West Dodge Expressway Convenient location with easy access



SEVILLE SQUARE III 148th & California St. 6,033 SF

- Single story building allows quick access for employees and clients
- Nice, updated space
- Great mix of office, conference rooms, and open space
- Abundant windowsGreat access from 144th or 150th & Dodge



SORENSEN COURT 132nd & Millard Ave. 11,785 SF

- 2-story office/retail building
 Convenient location in Millard with easy access to I-80
 Long term tenants in place



- **9375 BURT STREET** 2,240 4,598 SF 2nd Floor office space with excellent views
- Space features 1 conference room, 7 private offices and large open area

- Gentlemann General Gen



DAVENPORT BUILDING 114th & Davenport St. 16,182 SF

- Great investment opportunity to own a fully leased building Building consists of suites with functional office

- improvements with a mix of private offices and open space

 Well maintained, professionally managed property

 Many restaurants, shopping sites, and other amenities in the immediate area

 Convenient leasting a saw West De
- Convenient location near West Dodge/I-680 interchange



HORIZON WEST 156th & Frances St. 3,458 SF

- Multiple private offices, conference room, kitchenette, open space, and storage room

 • Warehouse space with drive-in door
- Abundance of parkingUpdated finishes
- Signage along Bob Boozer



333 SPRUCE STREET

- Valley, NE 168 SF
 Historic downtown corner building in Valley completely renovated in 2017
- Simple executive office with shared kitchenette/coffee bar and common area restrooms
- 24-hour secured access
- Rent includes all utilities, taxes, CAM, and internet

LAND



ONE PACIFIC SPRINGS

- **170th & Marcy St.** 4,026 23,626 SF

- Move-in ready space
 Beautiful golf course views
 Furniture is negotiable
 Backup generator for data
- center and computer room All amenities nearby
- Within minutes of West Dodge Expressway



HIGHWAY 77 & COUNTY ROAD 17 SWC Wahoo, NE 65.26 AC

Sold as 3 parcels

- Close proximity to Wahoo Municipal Airport, Lake Wanahoo, a 662 acre lake and recreation area, Wahoo High School, and
- North Highlands subdivision Commercial zoning indication

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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



9205 BEDFORD AVENUE *9,280 SF*

- From the Company of t
- Easy access with full movement signalized intersection on 90th Street



SADDLE CREEK SHOPPES

Saddle Creek Rd & Poppleton Ave. 1,908 SF

- Bright end-cap spaceMove-in ready with monument signage
- Large open space would be ideal for retail or showroom
 Excellent visibility on Saddle Creek Road to 22,250 VPD
- · Many new luxury apartment developments in the area



HIGH POINT BUILDING 203rd & Roberts St. 2,027 SF

- Office/Showroom/Flex space available with excellent signage available
- Loft space over main office area
 Drive in door

- Garage/storage space
 Near high traffic generators like Metro Community College, Menard's, The Mark, Jensen Tire, Burger King, Arby's, Jimmy John's and many more



STANDING STONE RETAIL 210th & Schram Rd. 2,874 SF

- End cap with drive-thru
- Former restaurant space
- · Convenient location on the main thoroughfare in Gretna



4615 VINE STREET Lincoln, NE 62,307 Si

- Central location on the east side of Lincoln
 Access points on Vine, 45th & 48th Streets
- Located in a strong retail corridor with many national tenants
- Potential excess ground for drive-thru retail on Vine Street
 Near Nebraska Wesleyan and UNL East Campuses and student neighborhoods



PLAZA AT NORTH PARK - 2920

118th & Stonegate Cir. 20,000 SF

- 100% leased
- Convenient location with easy access to I-680
 Located just north of W Dodge Road on 120th Street
 - **INDUSTRIAL**



5310 N 99TH STREET 875 - 2.867 SF

- Convenient location with easy access to I-680
- Front door parkingTons of natural light
- Monument signage available



HI-PARK CAMPUS 94th & G St. 2,426 SF

- Great central location easy I-80 access
- Nice campus settingDock and drive-in doors available



6114 BINNEY STREET 1,616 SF

- Propane heat
- One 10' x 10' overhead garage door
- No running water or restroom
- · 220v power
- General Industrial zoning permits outside storage



- Fully leased two-tenant industrial building
 Union Pacific rail access
 Quick and easy access to I-80 and I-680



8421 N 29TH STREET 12,648 SF

- Two 9' x 10' overhead garage doors
 Approximately 5,200 SF office space
 Heated warehouse and heat pumps in offices
- Card access system and security system
- 24 off street parking stallsNew concrete parking lot in 2020400 amps 3-phase power