

THE ANATOMY OF A SALE OR LEASE PART 1 PREPARATION AND PRICING

WE THOUGHT IT MIGHT BE INTERESTING to our readers to walk through the process of selling or leasing a property. In this three-part series, we will touch on important factors that can affect the success of a transaction.

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As with most business transactions, preparation can improve the sale or leasing process and likelihood of success – or at least minimize failure. First, we try to understand the owner's short-term and long-term objectives and discuss a realistic timeline. Next, we take a critical look at the property. Much like staging a house to sell, prepping a property for sale or lease can be very important. Outside of the building, we look at landscaping and parking lots. Are they up to date and in good shape or overgrown and in need of repair? On the inside we look for burned out light bulbs, stained ceiling tiles, walls in need of repair or a fresh coat of paint, stained or damaged carpet and clutter. Addressing or fixing these smaller items will often result in higher prices and/or quicker sales or leases. Too many property owners hesitate to spend a few dollars on these cosmetic improvements

at the expense of their prospect's first impression. Optics count.

Pricing is one of the most critical factors in a successful sale or lease. Pricing can be affected by the age and condition of major building components such as the roof and HVAC systems. Owners will need to consider whether it makes sense to get an inspection report to put buyers at ease or go ahead and repair or replace these items. If the property is an investment property, we might consider whether the lease terms can be extended to

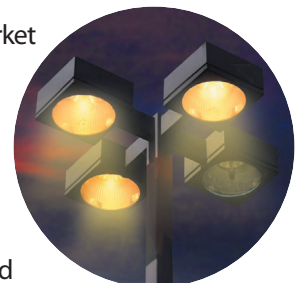
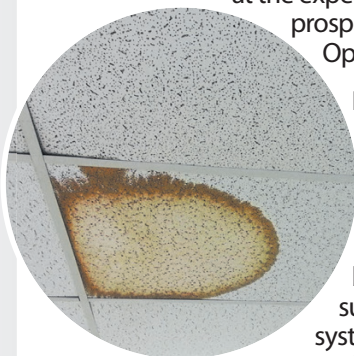
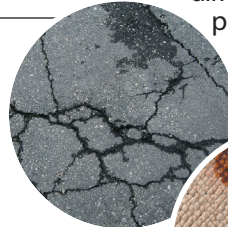
give a buyer more security and attract more buyers and a lower cap rate, resulting in a higher price.

We research comparable properties and analyze differentiators including location, functionality, property condition, market conditions at the time, and other characteristics depending on the type of property. As brokers, we recognize that all sellers and landlords want to get the highest sale or lease price possible, and we work hard to accomplish that for our clients. However, pricing is a balancing act. Over-pricing can damage the process. Some owners get too hung up on getting the highest price while overlooking the holding costs and detrimental effects of a property that has been on the market for too long. On the other hand, we have been surprised. A buyer who needs to fill a 1031 exchange or a neighboring property owner who really needs the property for expansion may pay a premium price. It is never our intention to price a property low, however, a property priced more than 10 to 15% too high may discourage many prospective buyers from even considering it.

In a very competitive market for larger investment grade properties, particularly apartments or self-storage facilities, we have seen properties go on the market unpriced with a call for offers. This works well if you have multiple interested buyers in your property. A call for offers brings an auction-like atmosphere and produces the best results.

For questions about the sales or leasing process or to get help preparing and pricing your property, contact one of our team members.

UP NEXT Part 2 Marketing and Negotiation



SMART OFFICE DESIGN CAN LEAD TO INCREASED EMPLOYEE SATISFACTION AND PRODUCTIVITY

Over the past ten years or so, office designs and layouts have evolved. The pendulum is still swinging toward open environment design, leading to commonly used terms such as cubes, benching, hoteling and nomads.

The business needs driving these changes include saving space (and, consequently, operating costs), facilitating collaboration, creating a better work environment and increasing morale. Open office environments also support the furthering of company culture in increasingly disconnected work environments.

The average space allocated per employee dropped from 225 square feet in 2010, to about 150 square feet in 2018. We have even heard of businesses as low as 64 square feet. The size and makeup of offices and open work spaces is typically determined by the type of business operation and the degree of change with which companies are willing to experiment.

Investors Realty adopted big changes to our office environment when we moved our headquarters to a much larger space at 12500 I Street approximately three months ago. When our team decided it was time to locate and design new office space, we considered how our employees work individually and together. While it is still a little early to fully recognize the benefits, we are already seeing positive results.

We now have fewer offices, and the offices we have are smaller. We have more cubicles and open environment space, but a much more efficient layout. We did not lower our square footage per employee. However, we were so crowded in our old space that we feel like we have right-sized while providing room for additional growth in the years to come.

We have also changed the location of our brokers, property managers and support staff. In the past, brokers were somewhat grouped by the sector in which they specialize, but property managers, support staff and accounting were nearly entirely separate. In our new space, we have grouped together all team members working in the same sector,

which has led to increased efficiency and collaboration. We previously had one conference room and one training/conference room. We now have several huddle rooms, several open seating areas for casual meetings, three conference rooms and a large training room. In addition, our kitchen and break area is about eight times larger than the one in our previous office.

Here are some examples of how our new office environment is impacting our work:

- 1** The open area concept requires a bit different approach to privacy and focus.
- 2** We believe internal collaboration among brokers, managers and staff is better. Accidental run-ins on the way to the kitchen or to a meeting help us address issues faster.
- 3** More meeting spaces – and more interesting meeting spaces – make it easier to work together.
- 4** The energy throughout the office increases when people see others working and active.
- 5** Our office décor and branding better reflect our firm's culture and personality.
- 6** Technology upgrades throughout the office have resulted in greater productivity.
- 7** The layout provides more daylight for all employees
- 8** More documents stored in the cloud results in less paper and less clutter.
- 9** Sit/Stand desks in every workstation are very popular and serve to reduce fatigue and the potential health issues associated with sitting all day.
- 10** We believe our morale is noticeably better since the move – not that we thought it was bad before. However, there is a difference in attitudes and energy.

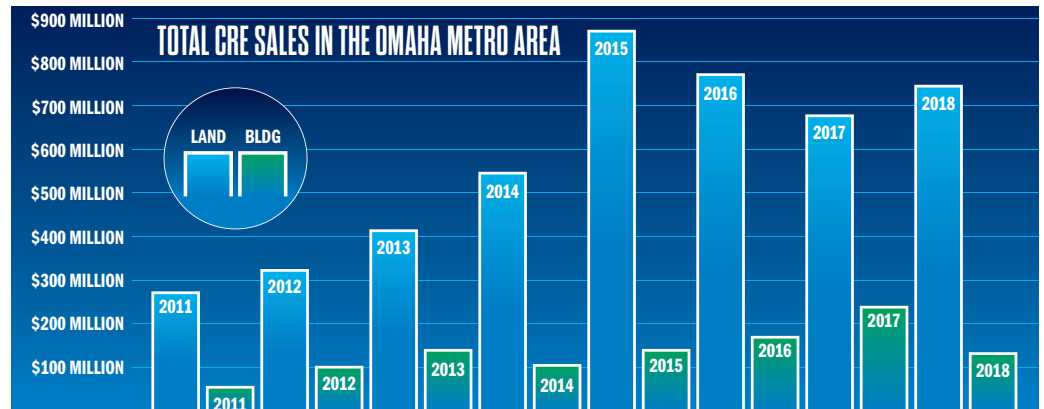
So far, we're pretty happy with the results!



IRI DEVELOPS MARKET INFORMATION DATABASE

Until recently, our brokers relied on data generated by Xceligent and CoStar to provide statistical market and sales comp information to clients. Over the past couple of years, we have found inconsistencies in the method and reporting of this market data, so we decided to develop our own database to track sales comp information.

Ryan Kuehl led the internal team that developed the database and populated it with sales comps from 2011 to today. The database allows us to search sales comps by sector (Retail, Office, Industrial, etc.), location, size, price or other criteria. We now feel more confident in the information we share with our clients.



The graph above is an example of what we can generate through our database. A quick look shows total sales generally trending upward since 2011, following the same trend of the overall economy. We look forward to sharing more detailed information in future newsletters and market reports.

REVIEW YOUR PROPERTY FOR COMPLIANCE WITH CURRENT ADA REGULATIONS

A recent uptick in lawsuits filed under the Americans with Disabilities Act (ADA) has property owners reviewing their parking lots, sidewalks and buildings for compliance. While your property may meet all previous ADA requirements, you may now need to review your property against current ADA regulations.

Below are some steps you can take right now to improve the accessibility and experience for employees, vendors, clients and customers with disabilities.

- Eliminate or minimize any barriers between accessible parking and the door to your business.
- Check to make sure your handicap-accessible parking meets the proper ratio, which is determined by the total number of parking spaces in the lot. Also check to make sure ramps are in place and the grade of the parking lot is not steeper than current standards.



- Repair parking lot cracks, smooth large seams, fill potholes, and address other potential hazards that may inhibit the ability for people to make a safe transition from the parking lot to a sidewalk.
- Trim any landscaping that is protruding into the sidewalk and/or low-hanging tree limbs that may partially obstruct paths into and around your building or parking lot.
- Make sure your parking lot striping, stencils and signage meet the current code requirements.

While these steps address some of the top areas of compliance for property owners, we recommend consulting an attorney who specializes in ADA compliance or one of our property managers to help you build an action plan specific to your property. Taking action now will help you avoid costly lawsuits later. Most

importantly, it helps ensure a safe and friendly environment for all people entering your property.

FEATURED TRANSACTION

METROPOLITAN UTILITIES DISTRICT

When Omaha's Metropolitan Utilities District (MUD) was facing substantial remodeling costs for its 90-year-old building at 1723 Harney Street, the organization's leadership team knew it had a decision to make: stay and remodel or look for a new location for its headquarters. Remodeling the building would come with the additional headache of living through a renovation or leasing a temporary location to continue operations. Around the same time, MUD was hearing of interest in its building from potential developers in the nearby Flatiron District.

MUD initially retained IRI's Tim Kerrigan and J.P. Raynor to determine the value of the property. Tim and J.P. also made MUD aware of interest in the building from Douglas County, the eventual buyer, and they helped build a team to conduct the comprehensive analysis of the property that MUD needed in order to make a decision.

Tim and J.P. provided property values, capital improvement costs, remodeling and redecorating costs, and several long-term financial projections to MUD's senior leadership and board of directors. Two years of groundwork and analysis positioned MUD to secure a premium purchase price of \$6 million on its building because the team was able to make informed decisions quickly. Throughout the process, Tim and J.P. also advised MUD on new real estate options. As a

result, MUD recognized a good opportunity when it became available and was ready to act. MUD closed on the purchase of its new headquarters at 7530 World Communications Drive on April 30 for \$7.9 million and will be able to relocate the organization without a temporary office solution. The new 91,600 square foot headquarters has nearly twice the office space of the former building and will ease overcrowding of locations across the entire organization. MUD anticipates increased productivity and employee satisfaction while remaining fiscally responsible with ratepayer dollars.



LAND



I-80 & HWY. 370 6.43 acres
BUYER Pella
AGENT Tim Kerrigan, CCIM, SIOR



COMMERCIAL



13TH & JACKSON 7,173 sq. ft.
BUYER Hiro
AGENTS Pat Regan, CCIM & Ryan Zabrowski, CCIM, SIOR



OFFICE



REGENCY CIRCLE & REGENCY PKWY. 17,030 sq. ft.
LESSEE Jackson Lewis
AGENTS JP Raynor, CCIM, JD, & Tim Kerrigan, CCIM, SIOR



INDUSTRIAL



52ND & F STREET 12,411 sq. ft.
BUYER Big Dog Investments, LLC
AGENTS Kevin Stratman, CCIM & Jerry Huber, CCIM



INVESTMENT



3400 SERENITY CIRCLE 138 units
BUYER Mark Bousek
AGENTS John Heine, CCIM, JD, & R.J. Neary, CCIM, SIOR, CRE



LAND

- SALE** 6.43 acres at I-80 & Hwy. 370 to **Pella**
- SALE** 3.85 acres at 203rd & Pacific Street to **204 Holdings, LLC**
- SALE** 2.00 acres at Granite Falls, 112th & Hwy. 370 to **Metro Allstars**
- SALE** 0.76 acres at 24th & Taylor Street to **3814 Ames Ave LLC**
- SALE** 0.08 acres at 25th & Lake Street to **RH Land Management Company LLC**

COMMERCIAL

- LEASE** 17,594 sq. ft. at Alberta Ave. and Fort Crook Road to **AutoSource**
- SALE** 7,173 sq. ft. at 13th & Jackson Street to **Hiro**
- LEASE** 6,168 sq. ft. at 147th & Eagle Run Drive to **Trios**
- LEASE** 4,846 sq. ft. at 210th & Cumberland Drive to **Suite Child LLC**
- LEASE** 4,600 sq. ft. at 110th & Q Street to **Bizco, Inc.**
- LEASE** 2,950 sq. ft. at 120th & Franklin Street to **Hurts Donut**
- SALE** 2,505 sq. ft. at 42nd & Harrison Street to **South Side Convenient Care**
- LEASE** 2,409 sq. ft. at 210th & Cumberland Drive to **The 308 Boutique, LLC**
- LEASE** 2,385 sq. ft. at 144th & West Center Road to **Charter West Bank**
- LEASE** 1,988 sq. ft. at 64th & Frances Street to **Vital Healthcare Staffing**
- LEASE** 1,650 sq. ft. at 114th & Davenport Street to **North Side Christian Church**
- LEASE** 1,614 sq. ft. at 124th & West Dodge Road to **Sport Clips**
- LEASE** 1,500 sq. ft. at 90th & Cornhusker Road to **Steven J Walker**
- LEASE** 1,494 sq. ft. in Gretna, NE to **Quality Care Chiropractic, LLC**
- LEASE** 1,370 sq. ft. in Gretna, NE to **Great Clips**
- LEASE** 1,065 sq. ft. at 91st & Bedford Avenue to **West Maple Counseling**
- LEASE** 1,000 sq. ft. at 51st & Leavenworth Street to **Thira Khanti**

OFFICE

- LEASE** 150,000 sq. ft. at 12th & Kingbird Road to **NTT Data Services**
- SALE** 91,600 sq. ft. at 72nd Street & I-680 to **MUD**
- SALE** 56,732 sq. ft. at 87th & Pacific Street to **Coram Deo**
- LEASE** 24,752 sq. ft. at 111th & John Galt Boulevard to **Omaha National**
- LEASE** 17,030 sq. ft. at Regency Circle & Regency Parkway to **Jackson Lewis**
- LEASE** 16,048 sq. ft. at 117th & Grant Street to **Carson Wealth**
- LEASE** 8,257 sq. ft. at 108th & West Maple Road to **RyTy**
- LEASE** 6,342 sq. ft. at 120th & West Center Road to **Core Bank**
- LEASE** 6,049 sq. ft. at 168th & Frances Street to **Secure Sky**
- LEASE** 5,043 sq. ft. at 15th & Douglas Street to **City Ventures**
- LEASE** 4,783 sq. ft. at 45th & Maass Road to **Lockheed Martin**
- LEASE** 4,720 sq. ft. at 143rd & J Street to **Reditech Inc**
- LEASE** 3,320 sq. ft. at 15th & Douglas Street to **Professional Title Company**
- LEASE** 2,390 sq. ft. at 111th & John Galt Boulevard to **Prudential Advisors**
- LEASE** 2,345 sq. ft. at 35th & Dodge Streets to **Tamamoto & Kitchens**
- LEASE** 2,045 sq. ft. at 35th & Dodge Streets to **Fastest Labs**
- LEASE** 2,020 sq. ft. at 139th & Gold to **Omaha Integrated Health**
- LEASE** 1,743 sq. ft. at 89th & Indian Hills Drive to **DiPrima Dental**
- LEASE** 1,540 sq. ft. at 147th & California Street to **MediaSpark**
- LEASE** 1,516 sq. ft. at 147th & California Street to **Farmers Edge**
- LEASE** 1,464 sq. ft. at 15th & Douglas Street to **Kirchner & Associates**
- LEASE** 1,454 sq. ft. at 204th & West Dodge Road to **Kaylin Transport**
- LEASE** 1,352 sq. ft. at 115th & Nicholas Street to **Waddell and Reed Financial Advisors**

INDUSTRIAL

- LEASE** 21,000 sq. ft. at 117th & Centennial to **Lovino Renovations, LLC**
- LEASE** 15,540 sq. ft. in Waterloo, NE to **Metl-Fab**
- SALE** 12,411 sq. ft. at 52nd & F Street to **Big Dog Investments, LLC**
- SALE** 10,000 sq. ft. at 87th & G Street to **Dingman Collision Center**
- LEASE** 8,127 sq. ft. at 60th Street & Hwy. 370 to **MP Nexlevel**
- LEASE** 5,000 sq. ft. at 144th & C Circle to **Infinity Fasteners**
- LEASE** 4,764 sq. ft. at 114th & Centennial Road to **SCHU Marketing**
- LEASE** 4,200 sq. ft. at Bondesson & Irvington to **Cody Kinzenbaw and Jeff Jackson**
- LEASE** 2,800 sq. ft. at 90th & Sorensen Parkway to **Rainmakers**
- LEASE** 2,300 sq. ft. at 89th & J Street to **Icee**
- LEASE** 1,955 sq. ft. at 101st & J Street to **RPM Consulting, LLC**
- LEASE** 1,768 sq. ft. at 88th & J Street to **Empire Services**

INVESTMENT

- SALE** 138 multifamily units at 3400 Serenity Circle, Lincoln, to **Mark Bousek**
- SALE** 36 multifamily units at 31st & Jackson Street to **Invest Omaha IV, LLC**
- SALE** 7-story multifamily building at Fourth Street & West Broadway to **CB Bennett 2019, LLC**

COMMERCIAL

SALE

**WOLF CREEK SHOPPING CENTER 15th & Cornhusker Rd. 118,533 sq. ft.**

- 96%-occupied retail shopping center located at U.S. Route 75 and Cornhusker Road
- Property is adjacent to the top performing Walmart in the state
- Historically well-leased center with a great set of successful, long-term tenants
- Many tenants have occupied since the center was constructed
- New 10-year leases with Ross, Five Below and Dollar Tree
- Former Gordmans vacancy (50,000 sq. ft.) retenant at market rates within 18 months
- Property will be available for new financing

INDUSTRIAL

SALE

**1804 PAUL ST. 17,869 sq. ft.**

- Three acres of fenced, paved, outdoor storage
- Two buildings with dock and drive
- Close to downtown Omaha and Eppley Airfield
- Perfect for a business that has equipment or vehicles

SALE OR LEASE

**6500 TELLURIDE DR. 27th & Fletcher Ave. 16,700 sq. ft.**

- Former dealership for sale on 2.51 Acres
- Fantastic visibility from North 27th Street
- Proven retail corridor
- Great interstate access near North 27th and I-80
- Well built and easily convertible to multiple uses

SALE

**WOODHOUSE LINCOLN 65th & L St. 29,470 sq. ft.**

- Former vehicle dealership; occupancy available May 2020
- Upscale building
- 5.26 acre site
- Frontage on L Street
- Multiple platted lots if buyer wants to sell excess ground

SALE

**118TH & HARRISON ST. 6601 South 118th St. 15,000 sq. ft.**

- 100% occupied by Kiess Kraft Labs, a subsidiary of National Dextex Labs (NDX)
- NNN lease with tenant directly paying for all expenses (minimal landlord responsibilities)
- New roof installed in 2018 by Husker Hammer with a 20-year warranty
- Property was built specifically for the tenant with specialized layout and equipment

LEASE

**1416 DODGE ST. 36,000-617,000 sq. ft.**

- Prominent skyline location at the forefront entrance to Omaha
- New-to-market concept creating uniquely flexible space
- Abundant light; panoramic views; 15' floor-to-floor heights
- 11th floor Sky Lobby with indoor and outdoor seating, food and beverage services, in-building restaurant and retail services
- Full service hotel opportunity, top floor executive/board space
- Above-market quantity of in-building parking and additional adjacent garages.
- Surrounded by Union Pacific (connected via tunnel), First National Bank, Gavilon, Met Life, BH Media Group and more
- Multiple adjacent freeway entrances and exits, including 13th, 14th, and 17th Streets

SALE

**97TH & M ST. 9777 M St. 15,680 sq. ft.**

- Great owner/user opportunity
- Stand-alone, brick building ideal for office, retail, or flex uses
- Signage to L Street
- Ability to add drive-in doors
- Six-to-one parking ratio, with ability to add more
- Within minutes of I-80
- Seller would consider selling adjacent paved and lit parking lot

OFFICE

SALE

**KEYSTONE LANDING 90th & Boyd St. 23,352 sq. ft.**

- 90%-occupied retail/office complex
- 7.75% Cap Rate on in-place income
- Well-established tenants on multi-year leases
- Roof replaced 2014, with 15 years remaining on the warranty
- Several HVAC units replaced in recent years

OFFICE

LEASE

**NICHOLAS PLAZA 205th & Nicholas** 1,094-2,544 sq. ft.

- Hard-to-find, move-in-ready office space in Elkhorn
- Abundant parking at your front door (7.75 stalls/1,000 sq. ft.)
- Private offices at an affordable rate
- Quick access to West Dodge Road
- Dining and shopping amenities in the immediate area
- Well-maintained, professionally managed property

LEASE

**205TH & NICHOLAS 20513 Nicholas Circle** 2,500 sq. ft.

- Hard-to-find, move-in-ready flex space in Elkhorn
- Park at your front door in clean, well maintained property
- Landlord willing to work with tenant on build-out
- Quick access to West Dodge Road
- Dining and shopping amenities in the immediate area
- Drive-in door and additional 1,250 sq. ft. warehouse space available

LEASE

**3672 LEXINGTON AVE.** 2,070 sq. ft.

- Brand new building one block south of Hwy. 370
- Minutes away from Hwy. 75 (Kennedy Expressway)
- Great opportunity for building signage with visibility to 36th Street (major thoroughfare)
- Many dining and shopping amenities in the immediate area
- Corner suite with windows and natural light

LEASE

**825 DORCAS ST.** 13,160 sq. ft.

- Newly renovated space with beautiful finishes just south of downtown — serene outdoor sitting and walking trails
- Large ADA-compliant restrooms
- 16 offices, break room, six conference/training rooms
- Large parking field able to accommodate substantial parking requirements

SALE

**24TH & N ST.** 4826 South 24th St. 7,550 sq. ft.

- Convenient location in the heart of south Omaha
- City parking at your front door and free public parking lot within close walking distance
- Freshly remodeled lobby with tile floor

SALE

**PIONEER SQUARE 99th & Fort St.** 12,000 sq. ft.

- Great owner/user opportunity
- Visible from I-680 and Fort St., with quick access to I-680
- All amenities in the area
- Excellent mix of open space and private offices; abundant parking
- New roof in 2016; multiple updated HVAC units

LEASE

**CORE BANK BUILDING****17807 Burke St.** 5,902 sq. ft.

- Enjoy the benefits of leasing in Core Bank's Headquarters, designed and built to reflect their prominence in the marketplace
- Inviting to guests with common area amenities for tenant's use
- Located south of West Dodge Road in close proximity to Village Pointe, Omaha's premier 600,000 sq. ft. destination for open air, upscale shopping, delicious dining choices and entertainment for all ages
- 4th floor available with floor-to-ceiling windows and nice views

SUBLEASE

**ONE LAKESIDE HILLS****171st & West Center Rd.** 1,980-3,128 sq. ft.

- **Suite 101:** Turnkey medical suite; ADA restroom, four exam rooms, kitchenette, nurses station, two private offices, large open room
- **Suite 201:** Multiple private offices and kitchenette
- NNNs include five day per week janitorial and utilities
- Building signage is included with Suite 101

LEASE

**THE ADVENT BUILDING****178th & Burke St.** 4,000-10,240 sq. ft.

- Located on the Dodge St. corridor in Village Pointe — Omaha's premier 600,000 sq. ft. destination for open air shopping and dining
- First floor space directly off two-story atrium
- Building signage available for tenants 10,000 sq. ft. or larger
- Monument signage available for all tenants
- Six stalls in garage and storage available

SUBLEASE

**WEST CENTER POINTE****147th & West Center Rd.** 2,058-13,458 sq. ft.

- Great West Omaha location; amenities in the immediate area
- Unique architecture with abundance of windows
- Great mix of private offices and open space
- Very visible to West Center Road

COMMERCIAL**LEASE****WESTGATE****84th & Grover St.** 1,594-14,484 sq. ft.

- Join Mangelsen's, Dollar Tree and other long-term tenants
- Excellent mid-Omaha location off of 84th Street and I-80
- Highly visible spaces fronting South 84th St
- Low NNNs costs; affordable rents

LEASE**84TH & L ST.** 8530-34 L St. 2,500-5,100 sq. ft.

- Excellent retail showroom opportunity
- Great corner visibility, with offices on both the main floor and the lower level
- Excellent storage and work space opportunity in the lower level

LEASE**140TH & WEST CENTER RD.****2730 South 140th St.** 4844 sq. ft.

- Join T-Mobile and Access Bank Mortgage
- Excellent visibility to West Center Rd. and South 140th St.
- Tons of natural light
- Monument signage available

LEASE**71ST & GILES RD.** 8420 South 71st Plaza 3,746 sq. ft.

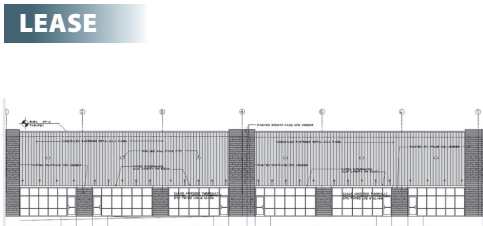
- End cap bay
- Tons of windows and natural light
- Excellent signage opportunities fronting South 72nd St.
- Located in Walmart- and Lowe's-anchored shopping center

LEASE**CRESTLINE BUSINESS PARK****210th & Cumberland Dr.** 1,920-5,760 sq. ft.

- Three retail bays available in new building; excellent visibility
- Located in the heart of Elkhorn across the street from The Mark
- Convenient location, one minute from 204th & West Dodge Rd.
- Monument and building signage available

LEASE**2411 SOUTH 133RD PLAZA** 133rd & Arbor St. 5,105 sq. ft.

- Six private offices with windows, conference room, large kitchen, file and storage rooms
- Front door parking; convenient location with multiple access points on West Center Road and 132nd St.
- Many services in the immediate area

INDUSTRIAL**LEASE****HWY. 370 & HWY. 50** 11310 South 146th St. 2,380-14,730 sq. ft.

- Glass, steel and masonry facade
- Brand new flex building in a very nice industrial park
- Each bay has two restrooms and 200 amp power
- One mile from I-80
- 4x16 overhead doors

LEASE**1828 CROWN POINT AVE.** 20,700 sq. ft.

- Clean, well maintained industrial property with efficient layout
- Located in an Opportunity Zone
- Great building for manufacturing, features 1200 amps @ 208V
- 100% climate-controlled warehouse
- Three Dock doors (8x8') and one drive-in door (10x10')
- Newer roof and HVAC (100% replacement in 2012)

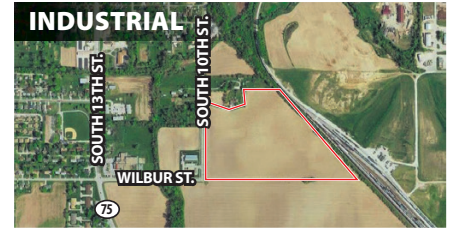
LAND

COMMERCIAL

**MERIDIAN MARKETPLACE**

- 168th & Giles Rd. 1.01-9.73 acres**
- Frontage on South 168th St. and Giles Rd.
 - BG Zoning
 - Lots 4, 6, 7 & 11, located on hard corners
 - Excellent visibility
 - Level topography
 - Perfect for medical, office or retail uses

INDUSTRIAL

**10TH & WILBUR ST., BLAIR 34.66 acres**

- Large, shovel-ready site; all utilities to site
- ALTA survey, Phase 1, geotech, and topographic reports on file with agents
- 14 minutes to I-29 via Hwy. 30; 9 minutes to I-680 via Hwy. 75
- Near Cargill, Natureworks, Novozymes and other major enterprises

COMMERCIAL

**OLD TOWN COMMONS**

- 204th & Main St. 1.35-6.86 acres**
- Location on the Dodge corridor gives the site quick access to all of West Omaha
 - Only 10 minutes from I-680, and 16 minutes from I-80 at Gretna
 - Traffic-generating neighbors include Metropolitan Community College, Elkhorn High School, Menards, The Mark Bowling and Entertainment Center, and UBT Sports Complex
 - Elkhorn enjoys strong household incomes and a growing population base — an excellent foundation for your business
 - Infrastructure, mass grading and utilities in place by October 2019

INDUSTRIAL

**87TH & SORENSEN PKWY. 7.932 acres**

- Zoned General Industrial
- Sewer accessible; generally flat site
- 2.1 miles to I-680
- Excellent demographics for mini-storage or multifamily developer

INDUSTRIAL

**FALCON BUSINESS PARK**

- Off Hwy. 275 in Valley, NE 1.28-52.6 acres**
- Lots 1-8 are elevated to meet flood plain requirements
 - Great access and visibility to Hwy. 275
 - Wide range of uses in this zoning
 - Variety of lot sizes; sizes can be adjusted to fit buyer's needs

**HWY. 75 & CORNHUSKER RD. 9.46 acres**

- **Visibility:** Property exposed to heavy interstate traffic
- **Quick access:** Less than two minutes to interstate exchange; five minutes to Offutt Air Force Base; 10 minutes to Shadow Lake Towne Center; nine minutes to Midtown Crossing
- Excellent multifamily potential; all utilities adjacent to the site

**PINK INDUSTRIAL LOT 7**

- 124th & Valley Ridge Rd. 1.15-2.39 acres**
- Hard-to-find, small industrial parcels in the heart of La Vista
 - Shovel-ready parcels
 - Sites have a group water receptor for water retention
 - Zoned light industrial; utilities to sites