

JAN 2019



BERGMAN

BROADCAST

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**Working together to
feed the homeless 3**

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B BERGMAN



NAI BERGMAN & FRIENDS COME TOGETHER TO SUPPORT **CINCINNATI'S HOMELESS**



Well over a decade ago Billy Gillman and Laurence Bergman initiated a food drive for the homeless of the community that began with just the two of them, and today has expanded to close to 100 people. On December 24th, friends, associates of Billy Gillman, Laurence Bergman, and NAI Bergman met early in the morning at NAI Bergman's Corporate office in Blue Ash. Together, the group caravanned in trucks, vans, and cars to a local food distributor to purchase food and other supplies for several local homeless shelters, including Shelterhouse's Barron Center/ Esther Marie Hatton Center for Woman and Bloc Ministries. This effort provides up to 3 months of many of the staple food items that each organization needs. What many of the people that continue to join in this charitable effort year-to-year find is a way that they can bring their families and friends to a worthy cause where everyone can see firsthand the benefit of charitable giving.

ABOUT SHELTERHOUSE

Shelterhouse is a community of residents, staff, and volunteers working together to provide basic human services for men and women experiencing homelessness, with a primary commitment to shelter. The Shelterhouse operates an Emergency Shelter Program, treating over 70% of all single homeless adults in the Cincinnati region with a total of 210 beds. Their emergency shelter offers basic survival services such as three daily meals, a bed to sleep in, toiletries, and emergency clothing items. They are consistently operating at an over-capacity level and their nightly bed count for the last 12 months averaged 258 people, well over their 210 capacity.



PLEASE
JOIN US
NEXT YEAR!

info@bergmancommercial.com

CINCINNATI

2018 YEAR END REVIEW



4.6%

Vacancy rate in the Cincinnati Retail market reported by the CoStar Group for the 2018 year end review.

As of early 18Q4, vacancies were at the lowest for the metro at just under 5% as a result of years of strong demand.

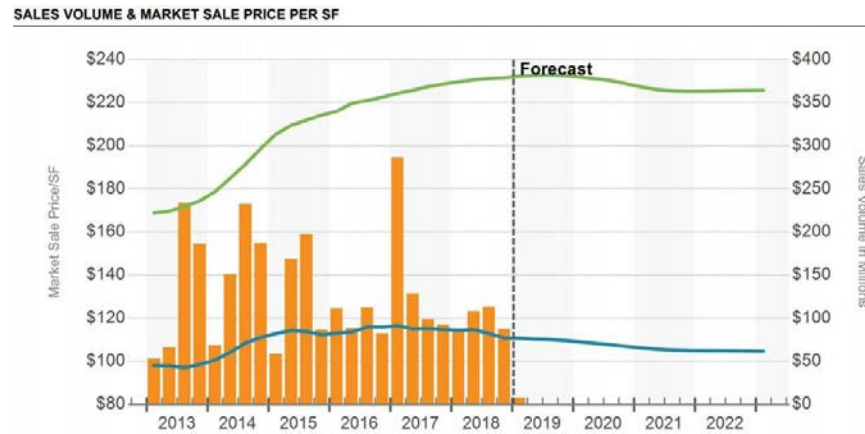
Fundamentals in the Cincinnati retail market are healthy and have greatly improved over the fourth quarter. More than 10 million SF has been absorbed this cycle, and some notable tenants have leased space in the metro including Jungle Jim's International Market, Lowe's, and Bass Pro.

New supply is occurring at a modest pace, and has only reached historical norms once this cycle. Most new construction is build-to-suit, but vacancies have some cushion to absorb new inventory that is not pre-leased. Historically low vacancies have unfortunately not translated into strong rent growth, as gains have remained negative for the majority of this cycle.



CINCINNATI

RETAIL OVERVIEW



Sales volume has largely outpaced the metro's historical average since 2013, accelerated by numerous transactions in the Butler County and Outlying Northern Kentucky submarkets.

CINCINNATI

OFFICE OVERVIEW

344K SF
12 Month Deliveries

1.4M SF
12 Month Net Absorption

7.7%
Vacancy Rate

1.9%
12 Month Rent Growth

Investors have shown widespread interest in the metro, with sales exceeding historical expectations every year since 2014.

Fundamentals in the Cincinnati office market are healthy as a result of abundant demand during the majority of this cycle. Net absorption, which escalated every year of the cycle, reached its peak in 2016, at 2.6 million SF. A major portion of recent leasing activity has been in submarkets outside the Cincinnati CBD, including Covington/Newport and Clifton/Midtown. Developers have steadily delivered new buildings since 2015, the largest of which have been build-to-suits for Kroger and GE and the Tower in Kenwood, which was near full occupancy a year after completing. Vacancy compression has been further aided by the conversions of obsolete inventory into multifamily, particularly in the Cincinnati CBD.

Healthy vacancies have promoted strong rent growth for the latter half of this cycle, which may have influenced volume in the metro. Investors have shown widespread interest in the metro, with sales exceeding historical expectations every year since 2014.

Source: CoStar Group

CINCINNATI

INDUSTRIAL OVERVIEW

The recovery in the Cincinnati industrial market has been impressive this cycle. Vacancies are at the lowest point in the eighteen years that have been tracked for the metro. It's mostly the result of years of strong demand. The return of the manufacturing sector and the explosive growth of the e-commerce industry have contributed to strong lease-up. As of early 18Q4, more than 5.7 million SF has been absorbed, and some notable tenants have leased space in the metro including Amazon, Win.it America, and Groupon.

While developers have increased construction across the metro to meet demand, vacancies have a significant cushion to absorb new inventory. Ultra low vacancies have heavily bolstered rent growth, and as of late 18Q4, year-over-year gains are near 8%, a record high for Cincinnati. Sales activity has been elevated over the last several years, buoyed by a myriad of transactions in the Airport and Tri-County Submarkets.

5.6M SF
12 Month Deliveries

5.8M SF
12 Month Net Absorption

3.1%
Vacancy Rate

7.6%
12 Month Rent Growth

Ultra low vacancies have heavily bolstered rent growth, and as of late 18Q4, year-over-year gains are near 8%, a record high for Cincinnati.

Source: CoStar Group

DAYTON

2018 YEAR END REVIEW

4.6%

Vacancy rate in the Cincinnati Retail market reported by the CoStar Group for the 2018 year end review.

The growing importance of e-commerce is changing the retail world nationwide, limiting developer appetite for new brick-and-mortar retail space. Construction has been minimal, and demand varies from metro to metro.

Fundamentals remain healthy in Dayton, kept in place mainly by limited new supply. Demand was particularly strong from 2014-16, resulting in historically low vacancies entering 2018. However, steady rent growth remains out of reach as the retail industry is struggling nationwide.

A number of smaller projects are in the pipeline as of early 18Q4, with space already 60% preleased, which should cushion any rise in vacancies. Investors have been extremely active in the metro this cycle, with volume exceeding historical expectations every year since 2012.

DAYTON RETAIL OVERVIEW



**The 52,750- SF
Cinépolis project
at Austin Landing,
fully leased before
delivery**

DAYTON

OFFICE OVERVIEW

47.3k SF
12 Month Deliveries

276k SF
12 Month Net Absorption

8.3%
Vacancy Rate

-0.4%
12 Month Rent Growth

The Wright-Patterson Air Force Base in the East Dayton Submarket serves as the metro's main demand driver for office space by attracting large defense contractors to the area.

Dayton's office market has endured a slow recovery since the metro's manufacturing-heavy economy lost a significant number of jobs during the recession. However, positive job growth in recent years has spurred strong office absorption since 2014. Limited supply and steady demand have allowed vacancies to compress below their historical average. The Wright-Patterson Air Force Base in the East Dayton Submarket serves as the metro's main demand driver for office space by attracting large defense contractors to the area. Office space remains relatively inexpensive in Dayton, but rent growth has steadily increased since 2017 and as of late 18Q4, year-over-year gains are just under 1%. As a result of strong rent growth and compressing vacancies, office investment has picked up over the past few years, exceeding historical expectations for the metro.

DAYTON

INDUSTRIAL OVERVIEW

Dayton's industrial market has had strong growth over the past few years, thanks to its central location near multiple major cities and the presence of Interstates 70 and 75. Vacancies have compressed at much healthier levels over the cycle, and year-over-year rent growth accelerated significantly from 2016-17. Development has been sporadic since 2011, but a couple of large projects near the Dayton International Airport delivered recently, and just over 16,000 SF is under construction as of late 18Q4. Investment has been steady, with volume exceeding historical expectations for the majority of this cycle.

Around 560,000 SF has been absorbed as of early 18Q4, with notable tenants such as Walmart and RPS Technologies taking space this year. However, net absorption for 2018 is significantly lower than in 2016 -17, largely due to the move-in of Fuyao Glass America Inc. The company absorbed over 1.6 million SF of space at the former GM plant on West Stroop Road in early 2017.

1.2M SF
12 Month Deliveries

1.3M SF
12 Month Net Absorption

5.9%
Vacancy Rate

7.1%
12 Month Rent Growth

The North Dayton Submarket, which contains roughly 40% of the metro's total inventory, boasts some of the tightest vacancies of any submarket.

6 REASONS TO WORK WITH US WHAT WE DO

With over 50 years and four generations of commercial real estate experience in the Greater Cincinnati area and beyond, NAI Bergman has steadily grown by meeting client needs and partnering with tenants and others to promote mutual growth and prosperity in all aspects of commercial property ownership.



BROKERAGE

Serving Cincinnati, Dayton, Northern Kentucky, and Southeast Indiana



ASSET MANAGEMENT

Our goal is to place our client's properties in the best financial position to maximize value



PROPERTY MANAGEMENT

We develop management plans compatible with your goals, overseeing each property



FACILITY MANAGEMENT

Our maintenance staff is fully equipped to promptly & professionally maintain your building 24/7



CONSTRUCTION MANAGEMENT

We provide construction, development, & tenant improvement services for all property types



RECEIVERSHIP

We offer expert management services for troubled properties to increase performance

THE POWER OF LOCAL KNOWLEDGE AVAILABLE LISTINGS



380 COMPTON ROAD
CINCINNATI, OHIO
MEDICAL OFFICE FOR LEASE
11,050 SF



19 GARFIELD PLACE
CINCINNATI, OHIO
OFFICE FOR SUBLEASE
2,500 - 33,262 SF



4601 KELLOGG AVE
CINCINNATI, OHIO
RESTAURANT FOR LEASE
5,000 +/- SF



SR 4 @ INDIAN MEADOWS
FAIRFIELD TWP, OHIO
LAND FOR LEASE
1.0 - 23.7 ACRES



MALSBARY ROAD
BLUE ASH, OHIO
CLASS A OFFICE FOR LEASE
UP TO 11,000 SF



228 COURT STREET
HAMILTON, OHIO
OFFICE FOR SALE / LEASE
2,000 - 34,770 SF



3131 NEWMARK DR - V
DAYTON, OH
OFFICE FOR LEASE
25,682 SF



1360 DAYTON YELLOW SPRINGS
FAIRBORN, OHIO
LAND FOR LEASE
3.36 ACRES



650 PRECISION CT
MIAMISBURG, OHIO
INDUSTRIAL FOR SALE
26,787 SF



DEAN Z IN CONCERT

Join Laurence Bergman for Dean Z in Concert. The Dean Z Show presents an unrivaled musical celebration of a bygone era of rock 'n' roll, pop, and rhythm and blues, pulsing with boundless energy and youthful exuberance. An award-winning and internationally acclaimed entertainer, Dean Z, sings the music that inspires his passion for performance. Songs made famous by Elvis Presley, The Beatles, Buddy Holly, Michael Jackson and others come to life with timeless appeal and contemporary flavor.

Concert & Silent Auction Benefiting the School for Creative and Performing Arts

Friday February 22, 2019

5:30 PM Dinner & Auction

7:30 Concert

Individual Tickets: \$125

Your ticket will include dinner, drinks, and the performance. Proceeds help support after school activities for public school students.

For questions please contact Teresa Summe-Haas at
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