



# Business Success Today

*Business Insights Brought to You by Your Real Estate Professional*

**Everest Commercial Real Estate Services**

## Successful Real Estate Solutions

*The Everest Group was recently involved in several notable transactions.*

- ▲ Chris Nachtrab and John Thompson represented the Landlord in leasing 23,500 SF of retail space to Jo-Ann Fabric & Craft Stores, Inc. at the Colerain Towne Center which is located at I-275 & Colerain Avenue in Cincinnati, Ohio, for a lease value of \$1.13 million.
- ▲ Mark Freiberg, CCIM, represented Dr. Lambert, DDS, in leasing 4,957 SF of office/medical space at 8205 Corporate Way in Mason, Ohio, for a lease value of \$1.33 million.
- ▲ Frank Torbeck, SIOR, represented the Seller in the sale of the 31,200 SF industrial building located at 800 Kent Road in Batavia, Ohio.
- ▲ Karen Duesing represented Marco's Pizza in leasing 1,400 SF at the Kroger Shopping Center at 1264 State Route 125 in Amelia, Ohio.
- ▲ Mark Richter and Mark Freiberg, CCIM, represented the Landlord in leasing 3,600 SF of office space at the Gwynne Building located at 602 Main Street in Cincinnati, Ohio.
- ▲ Jeff Wolf, SIOR, CCIM, represented the Landlord in leasing their 23,125 SF industrial building located at 133 Circle Freeway in West Chester, Ohio.
- ▲ John Thompson represented the Landlord in leasing 12,000 SF to O'Reilly's Auto Parts for 15 years at the Harrison Center in Harrison, Ohio.
- ▲ Adam Simon represented the Landlord in leasing 9,668 SF of office/warehouse space to Hewlett Packard for 5 years at Corporate Woods in Blue Ash, Ohio.
- ▲ Mark Freiberg, CCIM, represented the Landlord in leasing 1,800 SF of office space at 9458 Towne Square Avenue in Blue Ash, Ohio.
- ▲ Karen Duesing represented JS Gold & Coin in leasing 2,000 SF at the Florence Square in Florence, Kentucky, and 1,500 SF next to Izzy's on Beechmont Avenue in Cincinnati, Ohio.
- ▲ Frank Torbeck, SIOR, represented the Seller in the sale of the 8,000 SF industrial building located at 3924 McMann Road in Amelia, Ohio.
- ▲ Mark Freiberg, CCIM, represented the Seller in the sale of a 2,700 SF office condo located at 10547 Montgomery Road in Montgomery, Ohio.
- ▲ John Thompson represented Skidaddles Day Care in leasing 4,000 SF at the Deerfield Towne Center located in Mason, Ohio.
- ▲ Adam Simon represented the Landlord in leasing 9,800 SF of office/warehouse space at 1008 Kieley Road in Cincinnati, Ohio, to The Children's Theatre of Cincinnati.
- ▲ Jeff Wolf, SIOR, CCIM, represented the Landlord in leasing 33,650 SF of industrial space located at 11234 Sebring Drive in Forest Park, Ohio.

## REAL ESTATE

### How Leasing Your Rooftop Can Earn Your Business Money

Commercial and industrial property owners can make money from the green energy movement by leasing their rooftops for such things as solar generation systems.

But they need to know a few things first.

While rooftop leasing can produce a regular monthly income, property owners should remember they're attaching a power generation system that can last up to 40 years on a roofing system that has a life expectancy of 15 to 20 years.

Owners must consider the implications to their long-term building plans prior to making a multi-decade commitment, and this should be factored into the lease agreement.

In order for photovoltaic solar systems to generate a consistent profit, they need access to approximately 70,000 to 80,000 square feet of rooftop space.

In some cases, solar providers rent several roof surfaces in order to secure the required square footage to accommodate the system.

This makes plenty of commercial, industrial and retail spaces ideal locations for roof rentals.

These systems can generate approximately 500 kilowatts.

Once the system is installed, power is generated and sold to the local utility. This is done through a pre-negotiated agreement between the provider and the utility company.

Property owners do not have to be involved in marketing rooftop power generation, and the lease agreements can guarantee a monthly income stream for up to 20 years.

## REAL ESTATE

# REITs Can Provide a Steady Stream of Income

Real estate investors often look for alternatives to the traditional brick-and-mortar property nest egg.

A real estate investment trust (REIT) is one solution.

REITs are organized to minimize risk and maximize the potential for profit.

A REIT is a form of property ownership that pools money from many investors to acquire various types of real estate.

By pooling the resources of many investors, REITs create a product that can be easily liquidated on the open market.

They also offer entry-level investors the opportunity to invest in larger-scale, income-producing real estate that would otherwise be out of reach.

The concept of the REIT has been around for some 50 years.

Several REITs are publicly traded on U.S. stock exchanges.

Initially designed to provide small investors with the means to invest in the ownership and financing of large projects, REITs have branched into categories and subcategories.

Equity REITs, mortgage REITs and hybrid REITs exist, with the majority of real estate investment trusts being equity REITs.

## Real estate investment trusts are organized to minimize risk and maximize profit potential.

The subcategories of REITs are classified by the types of properties that are acquired. For example, an equity REIT may focus on such things as shopping centers and office buildings, while another focuses on warehouses and industrial opportunities.

REITs offer investors the opportunity to leap into the profitable commercial real estate sector that would normally be out of their financial reach.

By pooling the resources of a wide range of investors, REITs offer a way to reduce risk and increase the rewards associated with investing in real estate.

As an added benefit, shareholders can easily sell their interest in the REIT at any time.

As a publicly traded company, shares can be sold on the open market and are subject to the frequent fluctuations in price that affect any stock. On the other hand, the traditional resale method of property liquidation is much more difficult.

Sales can be hindered by market conditions, motivation and cost to sell.

There are several requirements for corporations to qualify as a REIT:

- They must be managed by a board of trustees.
- They must offer transferable shares.
- They must have a minimum of 100 shareholders.
- They must pay dividends of at least 90% of the REIT's taxable income.
- At least 75% of all investments must be in real estate.
- 75% of all income must come from rents or mortgage interest.

REITs offer entry-level as well as established real estate investors a way to take part in a highly profitable, income-producing real estate investment.

This newsletter and any information contained herein are intended for general informational purposes only and should not be construed as legal, financial or medical advice. The publisher takes great efforts to ensure the accuracy of information contained in this newsletter. However, we will not be responsible at any time for any errors or omissions or any damages, howsoever caused, that result from its use. Seek competent professional advice and/or legal counsel with respect to any matter discussed or published in this newsletter. This newsletter is not intended to solicit properties currently for sale.

## Successful REAL ESTATE Solutions

*24 Years of Successful  
Commercial Real Estate Solutions*

Are you looking for our listings?  
Or would you like to talk with one of our agents about  
Successful Real Estate Solutions?  
Call our office at 513-769-2500

