



# NAI Earle Furman **Newsletter**

Third Quarter 2009

## FEATURED INCOME PROPERTY

1923 EAST MAIN STREET  
DUNCAN, SC  
SINGLE TENANT  
NNN LEASE



- Occupancy Rate: 100%
- 10-Year NNN Lease (9 Years Remain)
- Building Size: ±5,000 SF
- Acreage: ±0.73
- Year Built: 2003
- Freestanding Building
- Located across from River Falls beside the Entrance to Squires Pointe
- Lease Credit Enhancements:
  - Letter of Credit in Place
  - Personal Guaranty in Place
- Landlord only Responsible for Roof, Structure and Parking Lot
- 1% Annual Rent Bumps
- Income (2009): \$85,850
- Reserve: (\$500)
- NOI: \$85,350
- Sales Price: \$1,035,000
- Cap Rate: 8.25%

### contact information

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**NAI** Earle Furman, LLC

Commercial Real Estate Services, Worldwide.

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# Industrial Group News



## TRINITY CAPITAL ADVISORS AWARDS LEASING AND PROPERTY MANAGEMENT TO NAI EARLE FURMAN, LLC

Trinity Capital Advisors has awarded the leasing and management to NAI Earle Furman, LLC for their 487,400 square feet industrial facility located at 1312 Old Stage Road in Greenville, South Carolina. The building is renovated including repainting, repaving, new store fronts in each bay and landscaping. Space is available from 50,000 SF to 487,400 SF. The building also features 43 dock high doors and 20' clear height. The floor plan is flexible and offers immediate availability.

For more information contact:  
Ford Borders, SIOR and Grice Hunt  
fborders@naiearlefurman.com / grice@naiearlefurman.com  
864 232 9040

## FEATURED INDUSTRIAL PROPERTIES

201 South Park Drive - Greenville, SC

### *Property Details*

- ±157,500 SF Total, ±200 SF of Office
- ±6.65 Acres
- 18' - 24' Clear Ceiling Height
- 14 Dock Doors with Pit Levelers, Seals & Lights
- One (1) Drive-In Door
- 12 Cross-Ventilation Fans
- Rail Served, Four (4) Rail Doors
- Located on Bi-Lo Campus
- ½ Mile from ICAR, ¾ Mile From I-85

For more information contact: Clay Mardre  
claym@naiearlefurman.com - 864 232 9040

15 Broad Street - Williamston, SC

### *Property Details*

- 270,000 SF Manufacturing & Warehouses
- ±15 acres
- Fully Sprinklered
- Fully Air Conditioned & Heated
- Dock High Access
- Good Condition
- Located Near I-85
- Motivated Seller

For more information contact: Glenn Batson  
gbatson@naiearlefurman.com - 864 232 9040

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# Office Group News

## NAI EARLE FURMAN, LLC AWARDED LEASING OF DOWNTOWN OFFICE TOWER

The Bank of America Plaza is located at 101 N. Main Street in Downtown Greenville. There are multiple spaces available on three floors. The building features an on-site fitness facility, full time security guard and Camille's Restaurant. The leasing will be handled by Stuart Wyeth, a top-performing office broker with NAI Earle Furman.



Contact: 864-678-5929 or [swyeth@naiearlefurman.com](mailto:swyeth@naiearlefurman.com)



## FOR SALE OR LEASE

219 & 221 Batesville Road  
Simpsonville, South Carolina

### Property Details

- 5,700 SF Medical Office Building
- One Pad Site Available
- Located in High Growth Five Forks Area
- ¼ Mile from the Intersection of Batesville Rd and Woodruff Rd

For more information contact:  
Peter Couchell, CCIM  
864 232 9040  
[couchell@naiearlefurman.com](mailto:couchell@naiearlefurman.com)

## FOR SALE OR LEASE

142 Milestone Way  
Greenville, South Carolina

### Property Details

- 2,800 SF Office Building
- Located in Milestone Office Park
- Great Location just off Pelham Road & I-85
- High Growth and High Income Area
- Ample Parking
- Zoned POD
- Seven Offices, One Executive Conference Room and Break Area

For more information contact:  
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[sjones@naiearlefurman.com](mailto:sjones@naiearlefurman.com)



## RECENT TRANSACTION

Keith Jones recently represented Nelson Holdings, LLC in leasing a 4,000 square foot office space located at 3441 Pelham Road. The space was leased to Alltrista Plastics, LLC who was represented by David Feild, CCIM, also of NAI Earle Furman, LLC.

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# Retail Group News

## WRIGHT, LYERLY & DUNLAP LEASE 11,700 SF SPACE IN SIMPSONVILLE

The former Hancock Fabrics building located at 30 Ray Talley Court in Simpsonville will soon be home to Giggle Bugs, an indoor children’s activity center. Jimmy Wright, Ted Lyerly and Renee Dunlap represented the landlord in leasing the space.



## FORMANO’S ITALIAN GRILL TO OPEN ON WOODRUFF ROAD

Ted Lyerly, CCIM, Jimmy Wright and Renee Dunlap represented Hammond Realty, LLC in leasing 1,960 square feet of retail space to Formano’s Italian Grill located in the Landmark II retail center. The restaurant plans to open in Fall of 2009.

## THE POINT PLAZA TO WELCOME NEW TENANTS

Bill Sims and Jake Van Gieson have recently signed several new tenants to the ±14,566 SF retail shopping center located on Woodruff Road. Verizon Wireless will occupy 6,000 square feet and Dental Works will occupy 3,700 square feet.



## JUSTIN’S STEAKHOUSE OPENS NEW LOCATION ON PELHAM ROAD

Justin’s Steakhouse has recently opened for lunch and dinner in the Pelham Court shopping center on Pelham Road. The owner of Justin’s, Bernie Kavo said, “We are thrilled with our new centrally located restaurant. Making the new location a reality was a group effort from the Justin’s team, the landlord Robert Hicks, and the NAI Earle Furman brokers, Jake Van Gieson and Bill Sims.”

The interior has been completely gutted and renovated to accommodate 200 guests and includes beautiful hardwood flooring, warm décor, new bathrooms and an entirely new kitchen. The restaurant also features a spacious bar area and three private dining rooms for parties of 20 – 100.



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# Property Management News

WELCOME NEW TEAM MEMBER!



## CLARISSA STARKS - PROPERTY MANAGER

Clarissa Starks has a BA degree in English from The College of Charleston and began her commercial real estate career in 1997 in Atlanta, GA. She has experience in leasing and management of office, industrial and medical properties. Prior to joining NAI Earle Furman, LLC, Clarissa managed various properties throughout the Atlanta area. She joined NAI Earle Furman, LLC in the summer of 2009 as a Property Manager and currently manages a portfolio of over 23 properties.

While in Atlanta, Clarissa was a member of the Atlanta Commercial Board of Realtors and a volunteer with Habitat for Humanity. She is a licensed real estate broker, a Certified Commercial Investment Member (CCIM) Candidate and is also working toward her Certified Property Manager (CPM) designation. She was inducted into the Who's Who in Real Estate in 2007.

## FIVE MILLION SQUARE FEET & COUNTING!

Property Management is pleased to announce their portfolio has recently topped five million square feet in commercial properties! Even in the midst of the economic downturn they have been fortunate to experience explosive growth due to their commitment to quality and a unique hands-on approach to real estate management. Newly added properties include Trinity Commerce Center, 300 Pelham and First Citizen's Bank and Trust regional office located at 325 W. McBee Avenue.

Formal monthly property inspections with face-to-face contact with each tenant provide the foundation of the management program. Each property is evaluated on an individual basis with the end result being a management program that suits the needs of each property. Monthly operational reports are tailored to accommodate each property and are unlike any in the industry.

For more information on Property Management services please visit our website or contact:

Bill Weede, Vice President of Property Management

Tel: 864 232 9040

Email: [bweede@naiearlefurman.com](mailto:bweede@naiearlefurman.com)

[www.naiearlefurman.com](http://www.naiearlefurman.com)

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# NAI Global Article “Is This Recovery?”

By Dr. Peter Linneman, PhD  
Chief Economist, NAI Global  
Principal, Linneman Associates

Robust Growth Will Follow Economic Recovery’s Slow Start, Says NAI Global Chief Economist Dr. Peter Linneman

The Great Recession has officially ended and recovery will be far more robust than anyone can imagine, according to a new white paper from NAI Global Chief Economist Dr. Peter Linneman. The paper examines the economic recovery and Dr. Linneman provides insight into the leading indicators that the market is stabilizing and investment activity is on the rise.

“Although the news continues to focus on the negative, the economy has bottomed and is on the road to recovery,” said Dr. Linneman. “Historically, the U.S. economy has rebounded in ways that were unimaginable at the time and usually within two years of a recession.”

Is This a Recovery?, NAI Global’s white paper, offers proof that the recession has come to an end and that recovery, however slow, is under way. Dr. Linneman discusses in depth the country’s current economic status, and provides historical evidence from past recessions to support his prediction of a robust recovery by 2012.

[Read Full Article Here](#)

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# Company News

## JON GOOD AND JASON RICHARDS NAMED TO GREENVILLE'S BEST AND BRIGHTEST 35 & UNDER

Best & Brightest 35 and Under, a program of Greenville Business Magazine currently in its 16th year, was created to honor Greenville's young leaders for their professional and community contributions. 35 honorees were chosen this year from a record pool of nominations. To maintain impartiality, honorees were selected by Tan Kirby Davis of Kirby Resource Group and Mike Posey of the United Way based on professional achievements, community contributions and educational background.

The Best and Brightest winners were featured in the September issue of Greenville Magazine and were honored at an awards event held at the BMW Performance Center.



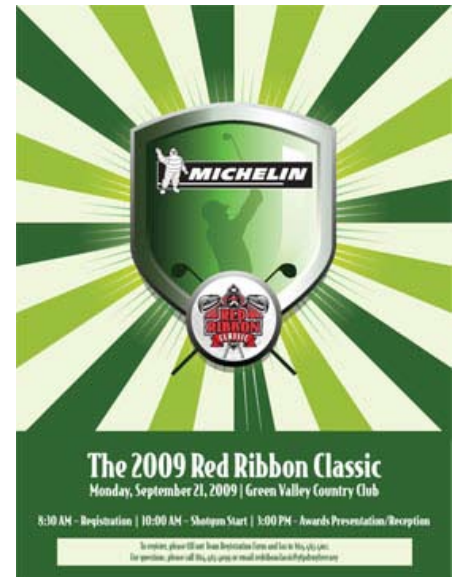
Jason Richards  
VP of Operations



Jon A. Good, SIOR  
Partner & Broker

## EMPLOYEES PARTICIPATED IN THE 2009 MICHELIN RED RIBBON CLASSIC

The Red Ribbon Classic was held on September 21st at Green Valley Country Club. The event benefits Greenville Family Partnership, whose mission is to build healthy, drug free communities, one person at a time to keep kids off tobacco, alcohol, drugs and other harmful substances through educating and partnering with families and communities. The event was widely successful and raised \$80,000. Employees volunteered in various ways throughout the day and teed up for this worthy cause.



## FOLLOW NAI EARLE FURMAN ON TWITTER!

Receive updates on new listings, recent transactions, trends and news in the market.

[twitter.com/naiearlefurman](https://twitter.com/naiearlefurman)



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# About Us

Founded by J. Earle Furman in 1986, NAI Earle Furman, LLC has become a leading full service commercial real estate brokerage firm in the Upstate of South Carolina specializing in the office, industrial, investment and retail sectors. NAI Earle Furman, LLC offers a wide range of services through brokerage and property management groups. A partnership with NAI Global allows NAI Earle Furman, LLC to access a network of worldwide real estate connections and offer international commercial real estate services to Upstate clients, while retaining local personality and knowledge. The firm has 50 employees and handles over 200 million in annual transaction volume. In the past three years the firm has completed an average of 340 transactions per year. The property management team has grown exponentially in recent years and manages over 5 million square feet of commercial space in North and South Carolina.

## BROKERAGE SERVICES

- Tenant Representation
- Landlord Representation
- Market Analysis
- Site Selection
- Lease Versus Own Analysis
- Due Diligence Consulting
- Lease Review and Renewal Services
- Tax Deferred Exchanges
- Development
- Land Acquisition and Disposition

## PROPERTY MANAGEMENT SERVICES

- Formal property inspections each month with a copy of the inspection report included in the monthly report
- Face-to-face monthly meetings with each tenant to identify and address tenant needs
- Fast and effective response to tenant needs, repairs and maintenance requests
- Continual evaluation of vendor contracts and services to insure the best results and fair pricing
- Thorough review of all operational invoices prior to payment
- Annual budget submission with periodic reports which provide monthly and year-to-date tracking of operational expenses
- After-hour emergency response to urgent problems
- In-house maintenance services with a team of technicians that is second to none as it relates to customer service, skilled maintenance care, fair pricing and trust

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