



## Anyone noticed a "shift" in commercial real estate activity?

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Hey, has anyone noticed a "shift" in commercial real estate activity in the past few months? Here's a thought...perhaps we have hit bottom? Perhaps the pendulum is once again, shifting? Consider this...Somewhere around 4Q'08, the world "went dark." And this noticeably (by this writer, at least) continued for, what seemed to be forever, through the end of 2Q'10. Somewhere around early summer though, someone turned the lights back on! Buyers have come back into the mix, and in a big way! Tenants are back, as well, though to a lesser degree. Things are buzzing once again! During that 20-month lull, sales prices fell considerably here on Long Island. Valuing properties became very difficult as there were virtually no buyers around. No transactions! As a real estate professional I am often asked, "what is my building/property worth." Frankly, I had no way to honestly answer that inquiry. Today that is not the case. Buyers are back...Banks are lending (at historically low rates) and consumer confidence is being restored. The free-fall has ceased and the quick sand has dried up. This is clearly indicative in my view, that we have hit bottom.

Same holds true for you tenants looking to secure a bargain. Wow, today is your lucky day! Once again, the past 20 months have really taken a toll on rents. As a result, tenants are once again, re-emerging into the market. Do not wait. Lock in today's rental bargains before the inventory dries up (known as absorption) and they are gone. Kaput! A thing of the past!

Anyone familiar with the expression...Buy Low - Sell high! Now is the opportunity that we have all been waiting for. If you want to purchase a building, consider this your official notice. I do not want you to regret missing this opportunity as you, undoubtedly, have so many times in the past.

I would encourage you to reach out to your real estate professional and let him or her go to work on your behalf. You will not be sorry! Do it BEFORE the pendulum shifts...again!

Jeffrey Schwartzberg is a senior director, Colliers International LI, Inc., Lake Success, N.Y.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540