REAL ESTATE REPORT NOVEMBER 2022

Resources & Solutions for Small Business

UCEDC

A Non-Profit Economic Development Corporation

Prepared by UCEDC for
Union County Board of County Commissioners

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UCEDC, a private, nonprofit statewide economic development corporation, is dedicated to stimulating economic growth for small businesses throughout New Jersey by providing them with resources and solutions for business expansion. Since 1977, UCEDC has helped entrepreneurs open their doors and assisted established businesses expand into new markets through innovative lending, comprehensive training initiatives and government procurement programs.

Financing

Access to capital is often a business owner's largest hurdle. We offer a variety of financing programs to meet your needs at every stage of your business's growth. As an SBA lender, we offer loans from $500 to $5.5 million through the Microloan, Community Advantage 7(a) and 504 financing programs. Speak to our experienced staff to find the option that meets your needs.

Government Contracting

Federal, state and local government agencies spend billions of dollars each year buying goods and services from small businesses, just like yours. UCEDC can help you break into this lucrative market through free specialized training programs, one-on-one counseling services, and assistance in preparing bids and contract management.

Training

Whether you're looking for short presentations, day-long workshops, or intensive courses, UCEDC has the training and technical assistance you need to succeed. Our training professionals will help you master a wide variety of business and financial topics.

Business Tools

UCEDC produces a wide array of business resource reports to provide you with the insights you need to make smart decisions. Market data, commercial real estate information, demographic analyses, and comprehensive contact lists for business advocacy organizations and agencies are just a few of the vital reports you'll find, free of charge.

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Welcome to the latest edition of the Union County Real Estate Report.

This report is intended to provide business owners with a sound overview of commercial real estate availability and pricing throughout the County. Choosing where to locate a business and whether to buy or lease are critical decisions; the data in this report offers a "big picture" view of the current commercial stock by municipality and establishes an informed starting point for further exploration with a professional realtor for specific properties.

All of the data presented in this report is from LoopNet, the largest online commercial real estate service (www.loopnet.com) to ensure the greatest degree of accuracy. However, as properties come on and go off the market continuously, readers are encouraged to do further research on LoopNet after they have focused their search parameters.

To get even more context for your real estate considerations, we encourage you to review the other resources we have listed at the end of this report. The LoopNet and Cushman & Wakefield reports offer multi-year trend information and regional snapshots respectively on the industrial, office and retail markets.

Finally, in addition to presenting information about commercial real estate in Union County, UCEDC offers attractive financing options for the purchase, construction and renovation of owner-occupied properties. Be sure to read the section on Financing to learn more about our SBA Community Advantage 7a and SBA 504 Commercial Real Estate loan programs.

Adam Farrah
UCEDC President

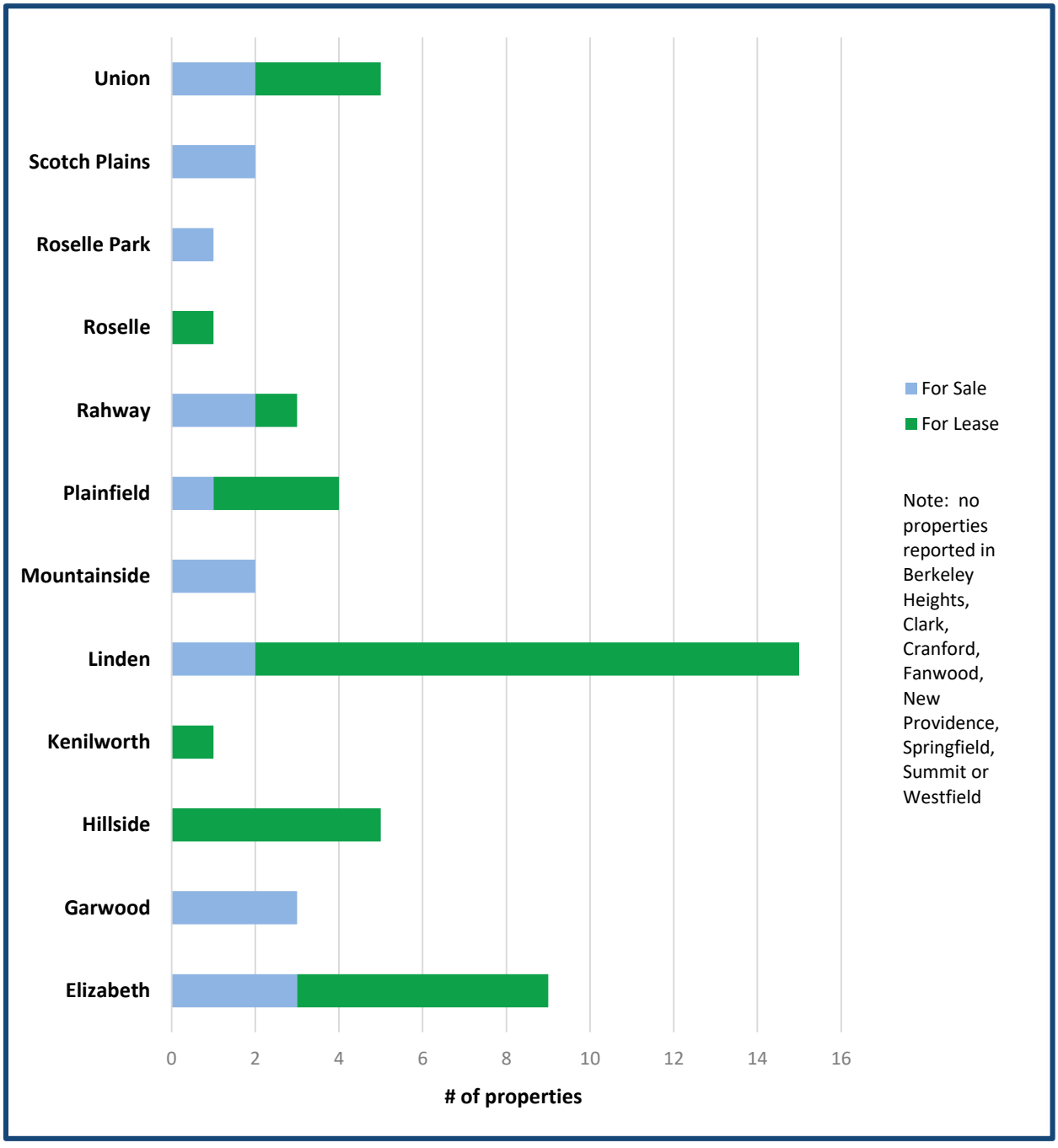
Commercial Properties at a Glance

Inventory & Pricing

Industrial, Retail & Office

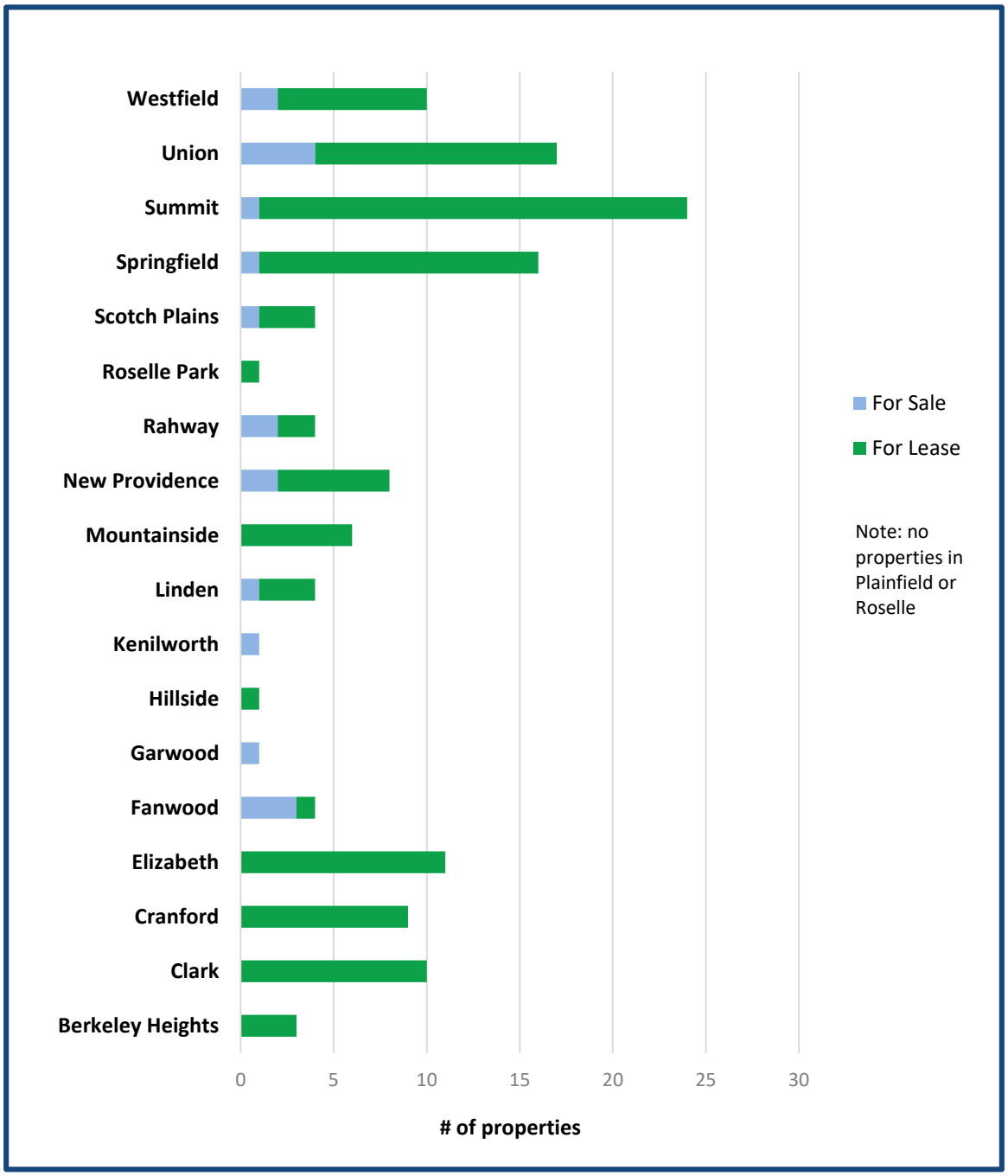
Commercial Properties at a Glance

Available Industrial Properties (as of 11/2022)



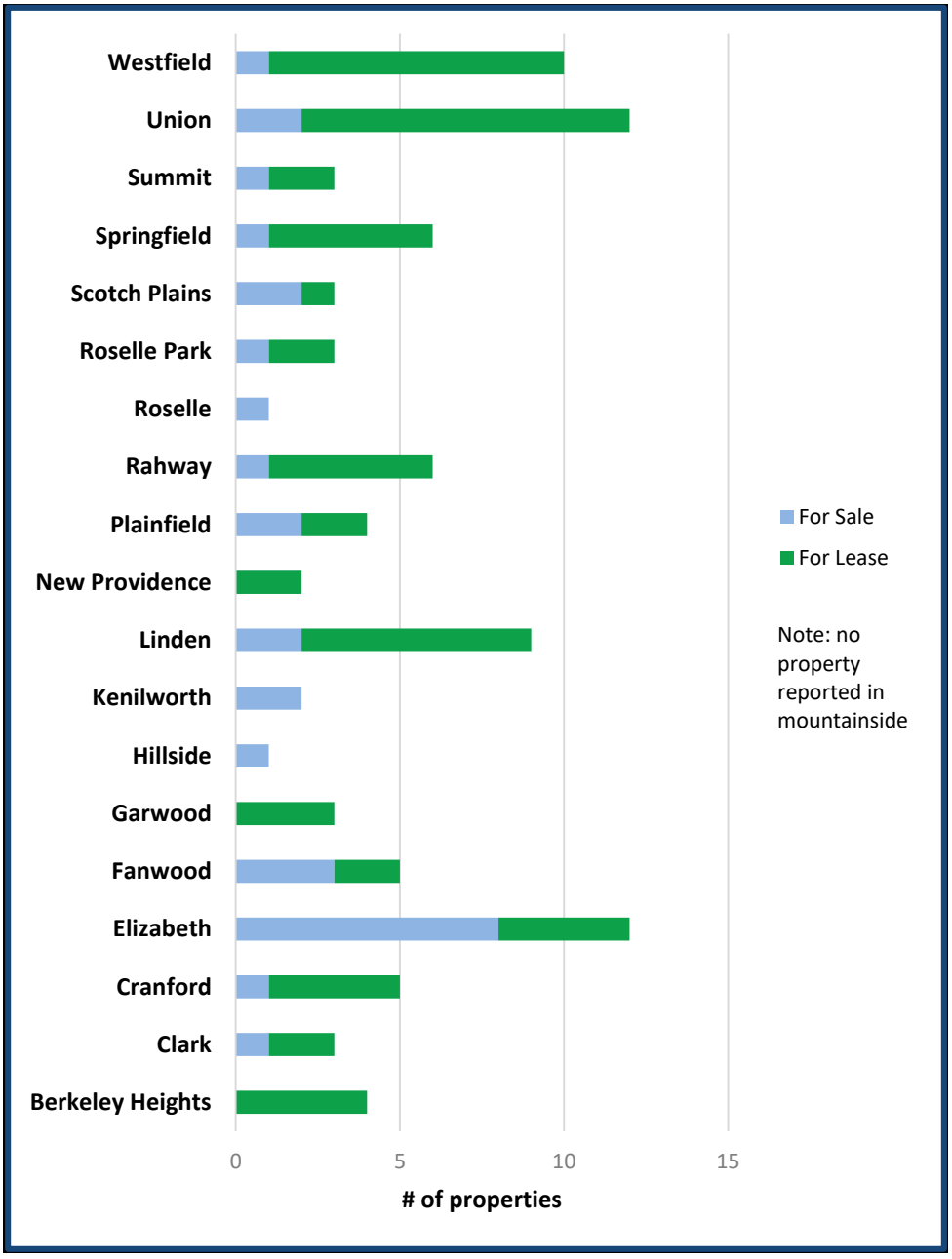
Commercial Properties at a Glance

Available Office Properties (as of 11/2022)



Commercial Properties at a Glance

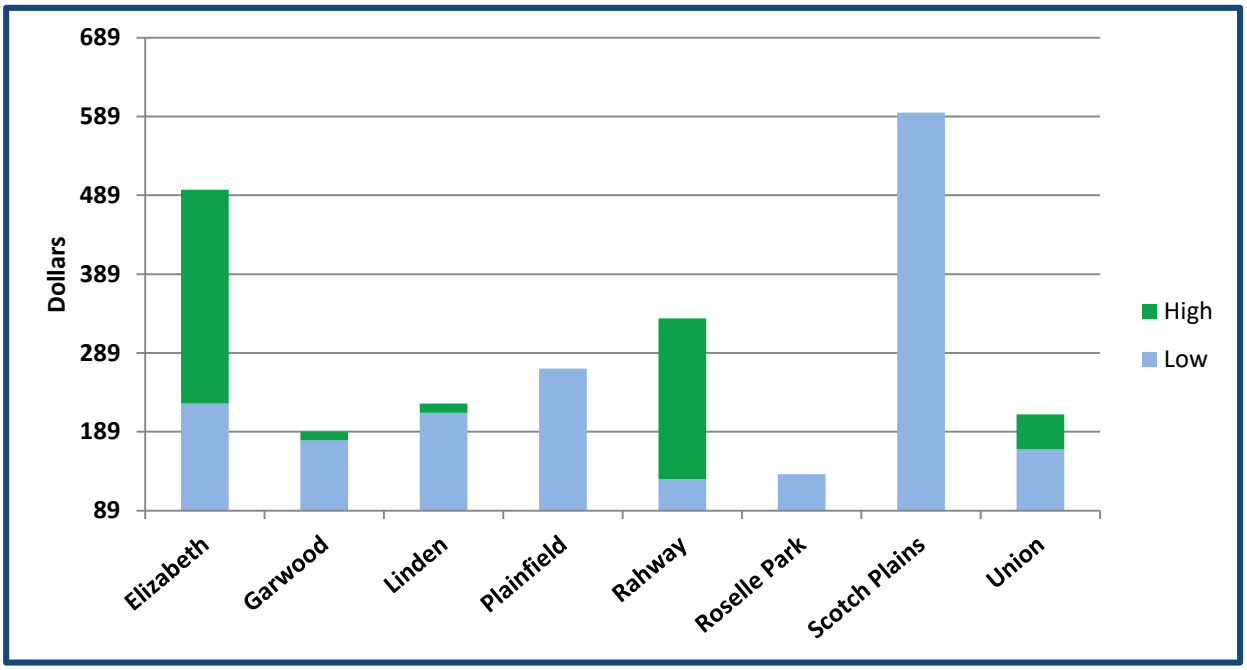
Available Retail Properties (as of 11/2022)



Commercial Properties at a Glance

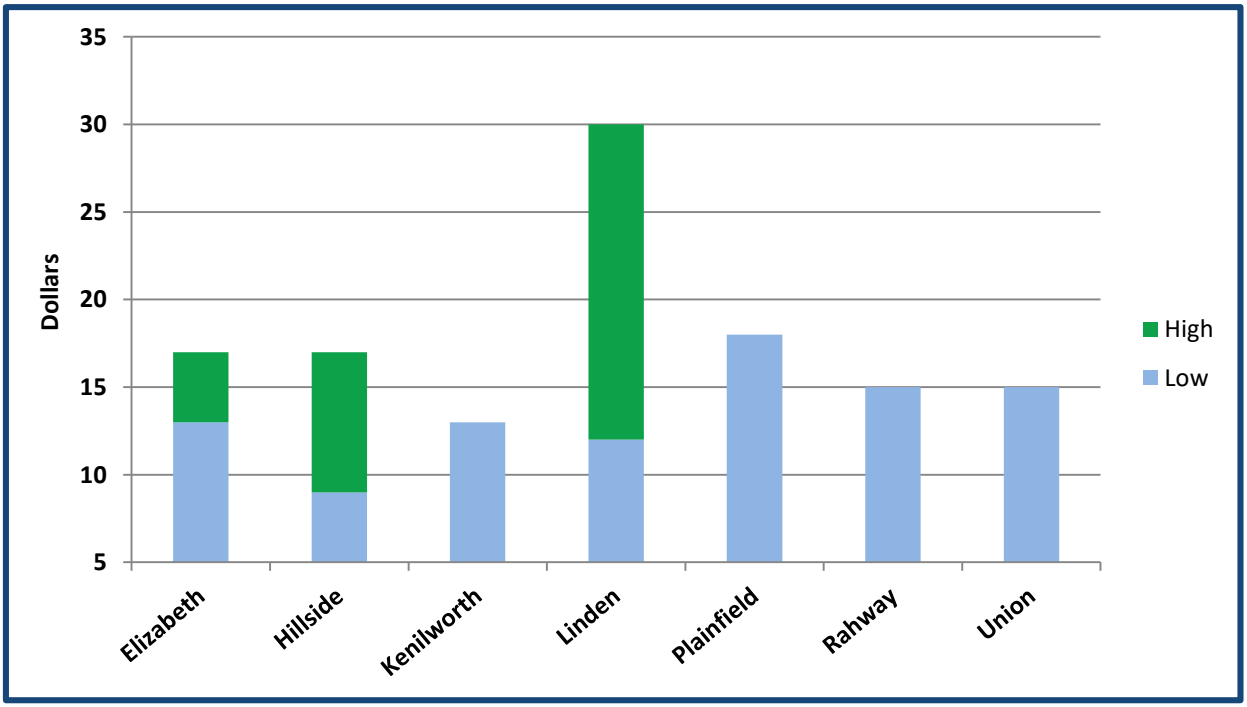
Price Range Per Square Foot: Industrial Properties for Sale

(for municipalities with sufficient data)



Price Range per Square Foot: Industrial Properties for Lease

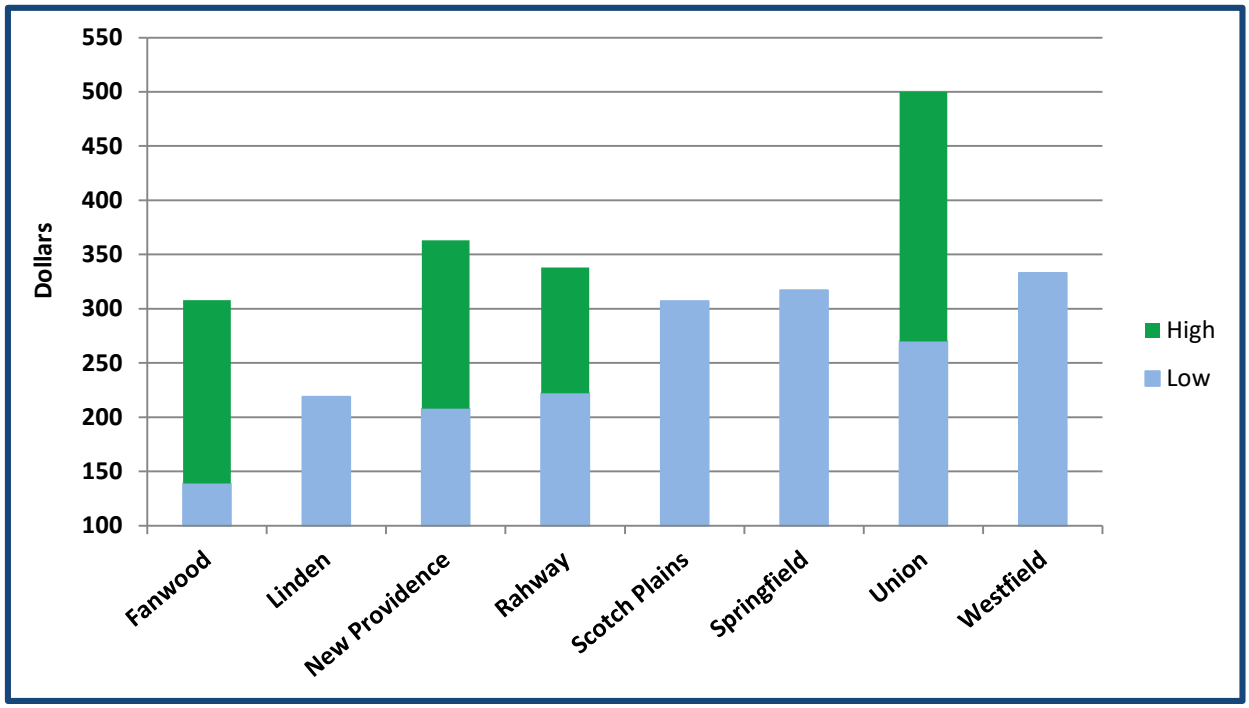
(for municipalities with sufficient data)



Commercial Properties at a Glance

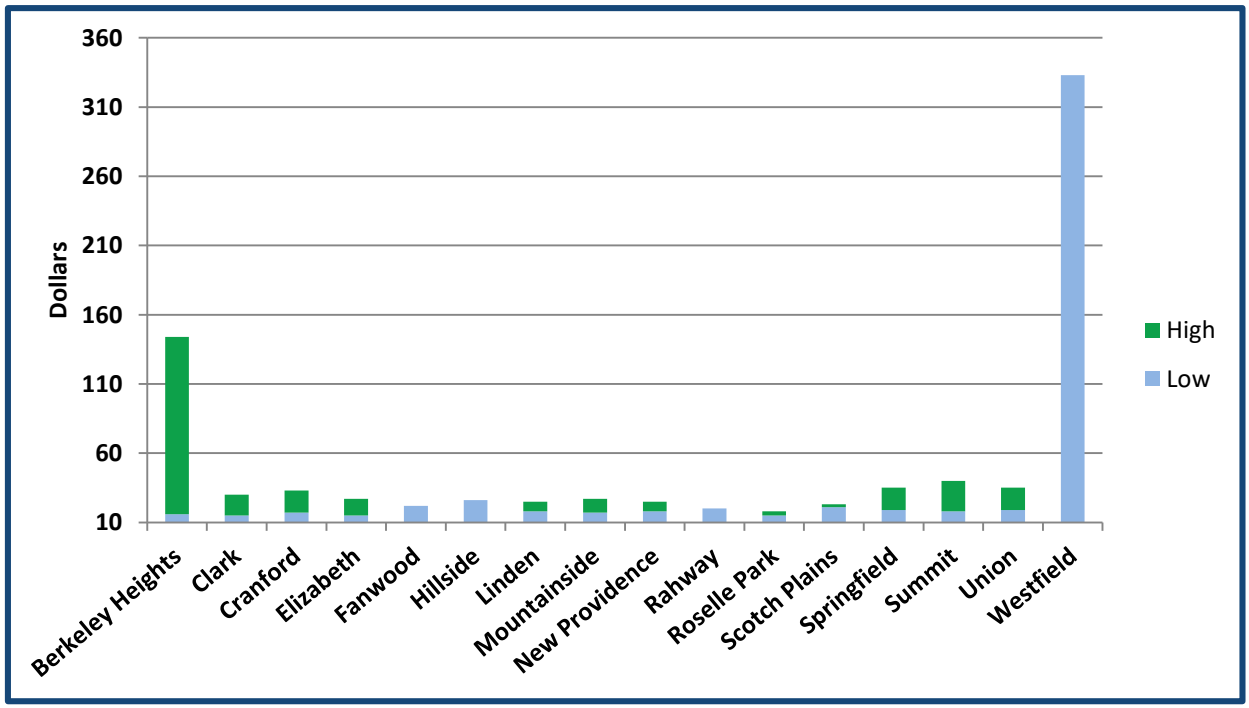
Price Range Per Square Foot: Office Properties for Sale

(for municipalities with sufficient data)



Price Range per Square Foot: Office Properties for Lease

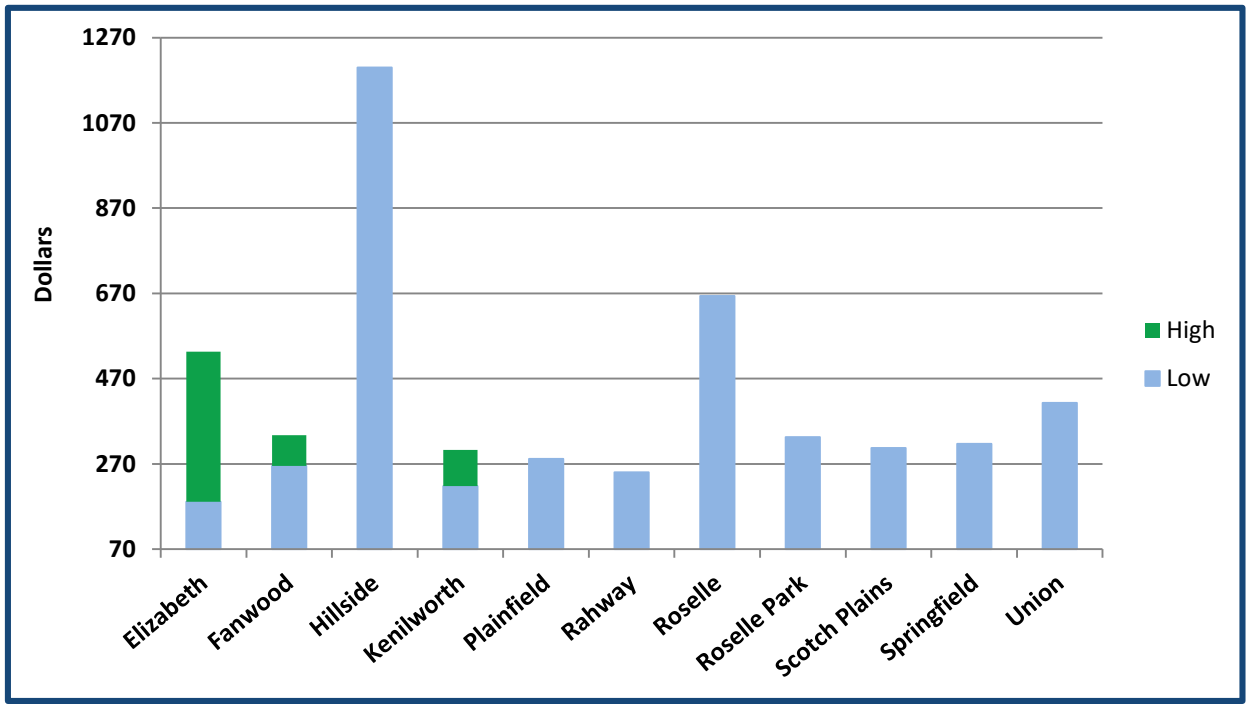
(for municipalities with sufficient data)



Commercial Properties at a Glance

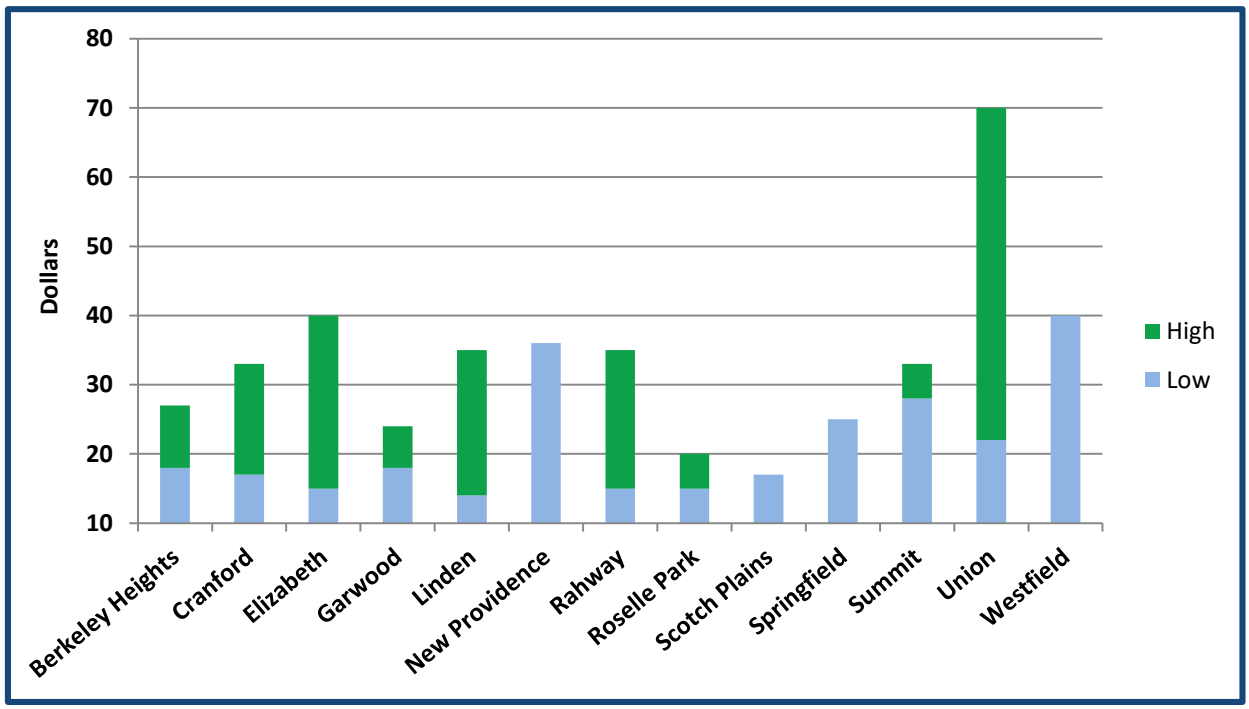
Price Range Per Square Foot: Retail Properties for Sale

(for municipalities with sufficient data)



Price Range per Square Foot: Retail Properties for Lease

(for municipalities with sufficient data)



Commercial Properties: a closer look

Inventory and Pricing by Municipality

Please Note: To see availability of properties and prices in a specific municipality, please go to www.loopnet.com. First, select the sale or lease tab and then enter the type of property (industrial, office or retail in the *enter a space* search box. Next, enter the name of the municipality (along with the state) in the *enter a location* search bar. Finally, click the red search tab.

Berkeley Heights

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA
Office for purchase	0
$ per square foot range	NA
Office for lease	3
$ per square foot range	$16 - $144
Retail for purchase	0
$ per square foot range	NA
Retail for lease	4
$ per square foot range	$18 - $27

Clark

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA
Office for purchase	0
$ per square foot range	NA
Office for lease	10
$ per square foot range	$15 - $30
Retail for purchase	1
$ per square foot range	Not Disclosed
Retail for lease	2
$ per square foot range	Not Disclosed

Cranford

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA
Office for purchase	0
$ per square foot range	NA
Office for lease	9
$ per square foot range	$17 - $33
Retail for purchase	1
$ per square foot range	Not Disclosed
Retail for lease	4
$ per square foot range	$17 - $33

Elizabeth

Industrial for purchase	3
$ per square foot range	$225 - $496
Industrial for lease	6
$ per square foot range	$13 - $17

Office for purchase	0
$ per square foot range	NA
Office for lease	11
$ per square foot range	$15 - $27

Retail for purchase	8
$ per square foot range	$181 - $533
Retail for lease	4
$ per square foot range	$15 - $40

Fanwood

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA
Office for purchase	3
$ per square foot range	$139 - $308
Office for lease	1
$ per square foot range	$22
Retail for purchase	3
$ per square foot range	$265 - $337
Retail for lease	2
$ per square foot range	Not Disclosed

Garwood

Industrial for purchase	3
$ per square foot range	$178 - $189
Industrial for lease	0
$ per square foot range	NA

Office for purchase	1
$ per square foot range	Not Disclosed
Office for lease	0
$ per square foot range	NA

Retail for purchase	0
$ per square foot range	NA
Retail for lease	3
$ per square foot range	$18 - $24

Commercial Properties: a closer look

Hillside

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	5
$ per square foot range	$9 - $17
Office for purchase	0
$ per square foot range	NA
Office for lease	1
$ per square foot range	$26
Retail for purchase	1
$ per square foot range	$1,200
Retail for lease	0
$ per square foot range	NA

Kenilworth

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	1
$ per square foot range	$13

Office for purchase	1
$ per square foot range	Not Disclosed
Office for lease	0
$ per square foot range	NA

Retail for purchase	2
$ per square foot range	$218 - $303
Retail for lease	0
$ per square foot range	NA

Linden

Industrial for purchase	2
$ per square foot range	$213 - $225
Industrial for lease	13
$ per square foot range	$12 - $30

Office for purchase	1
$ per square foot range	$219
Office for lease	3
$ per square foot range	$18 - $25

Retail for purchase	2
$ per square foot range	Not Disclosed
Retail for lease	7
$ per square foot range	$14 - $35

Mountainside

Industrial for purchase	2
$ per square foot range	Not Disclosed
Industrial for lease	0
$ per square foot range	NA
Office for purchase	0
$ per square foot range	NA
Office for lease	6
$ per square foot range	$17 - $27
Retail for purchase	0
$ per square foot range	NA
Retail for lease	0
$ per square foot range	NA

New Providence

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA
Office for purchase	2
$ per square foot range	$208 - $363
Office for lease	6
$ per square foot range	$18 - $25
Retail for purchase	0
$ per square foot range	NA
Retail for lease	2
$ per square foot range	$36

Plainfield

Industrial for purchase	1
$ per square foot range	$269
Industrial for lease	3
$ per square foot range	$18 - $26
Office for purchase	0
$ per square foot range	NA
Office for lease	0
$ per square foot range	NA
Retail for purchase	2
$ per square foot range	$282
Retail for lease	2
$ per square foot range	Not Disclosed

Rahway

Industrial for purchase	2
$ per square foot range	$129 - $333
Industrial for lease	1
$ per square foot range	$15
Office for purchase	2
$ per square foot range	$222 - $338
Office for lease	2
$ per square foot range	$20
Retail for purchase	1
$ per square foot range	$250
Retail for lease	5
$ per square foot range	$15 - $35

Roselle

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	1
$ per square foot range	Not Disclosed
Office for purchase	0
$ per square foot range	NA
Office for lease	0
$ per square foot range	NA
Retail for purchase	1
$ per square foot range	$664
Retail for lease	0
$ per square foot range	NA

Roselle Park

Industrial for purchase	1
$ per square foot range	$135
Industrial for lease	0
$ per square foot range	NA

Office for purchase	0
$ per square foot range	NA
Office for lease	1
$ per square foot range	$15 - $18

Retail for purchase	1
$ per square foot range	$333
Retail for lease	2
$ per square foot range	$15 - $20

Scotch Plains

Industrial for purchase	2
$ per square foot range	$594
Industrial for lease	0
$ per square foot range	NA
Office for purchase	1
$ per square foot range	$307
Office for lease	3
$ per square foot range	$21 - $23
Retail for purchase	2
$ per square foot range	$307
Retail for lease	1
$ per square foot range	$17

Springfield

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA

Office for purchase	1
$ per square foot range	$317
Office for lease	15
$ per square foot range	$19 - $35

Retail for purchase	1
$ per square foot range	$317
Retail for lease	5
$ per square foot range	$25

Summit

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA
Office for purchase	1
$ per square foot range	Not Disclosed
Office for lease	23
$ per square foot range	$18 - $40
Retail for purchase	1
$ per square foot range	Not Disclosed
Retail for lease	2
$ per square foot range	$28

Union

Industrial for purchase	2
$ per square foot range	$167 - $211
Industrial for lease	3
$ per square foot range	$15
Office for purchase	4
$ per square foot range	$270 - $500
Office for lease	13
$ per square foot range	$19 - $35
Retail for purchase	2
$ per square foot range	$413
Retail for lease	10
$ per square foot range	$22 - $70

Westfield

Industrial for purchase	0
$ per square foot range	NA
Industrial for lease	0
$ per square foot range	NA

Office for purchase	2
$ per square foot range	$333
Office for lease	8
$ per square foot range	$18 - $35

Retail for purchase	1
$ per square foot range	Not Disclosed
Retail for lease	9
$ per square foot range	$40

Financing Alternatives from UCEDC

If you're thinking about purchasing or constructing a building to house your business, or need to undertake significant leasehold improvements to ready a new location, we encourage you to consider the financing alternatives that UCEDC can offer to conventional lending. These loan programs may be the answer when you have insufficient collateral or want to minimize your out-of-pocket expenses.

SBA 504 Commercial Real Estate and Major Equipment

The 504 program combines the resources of a commercial lender (usually a bank), UCEDC, and the borrower to finance the purchase, construction or improvement of owner-occupied property or the purchase of major equipment through long-term financing.

The bank finances 50% of the project, secured by a first lien on the project property. UCEDC / SBA finances up to 40% of the project, holding a second lien. Two distinct loans are issued, each with their own terms and interest.

What are the Benefits?

UCEDC's 40% participation offers many significant cash-saving opportunities for the borrower, allowing you to invest that capital into more productive business uses.

- Long-term financing, 10-25 years
- Below-market fixed rates (November 2022 rates were as low as 6.37%)
- As little as 10% down
- Financing of fees and closing costs

How Much Can I Borrow?

UCEDC's portion of the financing represents a maximum of 40% of the total, up to $5.5 million. For example, in a typical 90% financing scenario, if the maximum total project costs are $12.5 million, the bank financing 50% or $6.25 million and UCEDC financing 40% or $5 million.

Who Can Apply?

Generally, for-profit businesses that meet the SBA's small business size definition are eligible to apply. The property being financed must be at least 51% owner-occupied and can't be used for investment purposes. Non-profit entities, religious institutions, real estate investors, and financial institutions do not qualify.

Community Advantage 7a Loan Program

UCEDC is among a select group of lenders in the nation to offer this program, designed to encourage business growth in under-served communities. Long-term loans of $50,000 to $150,000 are available to start-up (in operation less than two years). Established businesses may qualify for up to $250,000. With low down payments and flexible collateral requirements, Community Advantage 7a loans can help you grow your business when you can't qualify for conventional financing.

How can the loan be used?

Funds can be used for a wide variety of purposes including:

- working capital;
- furniture/fixtures, machinery and equipment;
- renovation, purchase or construction of land and building
- leasehold improvements (100% borrower occupied)
- business acquisition
- refinancing of debt for compelling reasons

What are the benefits?

- Long-term financing, 7-10 years, 25 years for real estate
- Flexible collateral requirements
- Equity contribution as little as 10%
- Financing of closing costs and other fees
- Rates start at Prime + 1.00%, with fixed rate options available

Who can apply?

Generally, for-profit businesses that meet the SBA's small business size definition are eligible to apply. Non-profit entities, religious institutions, real estate investors, and financial institutions do not qualify.

Call to speak to one of our loan officers today:

908-527-1166

Other Resources

UCEDC's Realtor Roundtable: Review the many nuances of dealing with environmental issues as a buyer or seller and learn what to look for in a lease agreement.
www.ucedc.com/realtor-roundtable-2

LoopNet Commercial Real Estate Market Trends: Check out the latest trends in the commercial real estate market.
www.loopnet.com/

Cushman and Wakefield Real Estate Market Reports: the leading global real estate services firm offers regional snapshots of the industrial, office and retail markets. *At the top of the page, click the Properties tab and enter the appropriate information in the search box.*
www.cushmanwakefield.com/en/united-states

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