

let's talk

# COMMERCIAL



Hot topics, trends and news for professionals in the SW Florida commercial real estate industry

Q1 2020 • Issue 3

## FEATURED ARTICLES:

What to Expect When  
Coronavirus Restrictions  
are Lifted

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This Overlooked Step  
Can Delay (or Kill) Your  
Commercial Property Deal

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WANTS & NEEDS

## RESOURCES:

NABOR® Continuing Education

[Join the Conversation](#)

Share this newsletter with colleagues and encourage them to **Join the Conversation** where we can work to improve our local economy and increase collaboration through open communication.

## Let's Talk Commercial Real Estate

The first quarter of 2020 saw remarkable activity in the Southwest Florida commercial real estate industry.

Then we hit March... and our focus was forced to shift away from business as usual to navigating the new era of "safer at home" and "self-distancing" orders.

Not surprising, many of us are pushing forward with closings and showings (using caution).

This edition includes an informative article about recent government changes affecting the commercial real estate industry with tips from Bill Poteet and Chip Olson.

A second article is about the most common item that's overlooked and affects commercial financing from Cristin Madden.

And finally, scroll to the bottom to see our popular Wants & Needs section and helpful resources.



## FEATURED ARTICLE:

### What to Expect When Coronavirus Restrictions are Lifted

As we approach a date when all the COVID-19 safer-at-home restrictions are lifted in Florida, many professionals in the commercial real estate industry are looking forward to returning to their offices and getting back to normal business. But new rules, stimulus packages, mandates, and emergency maneuvers over the last six weeks are going to affect all business moving forward. Here are some details about the Coronavirus Aid, Relief, and Economic Security (CARES) Act that you should understand and what steps you can take to turn the transition in your favor:

[READ THE FULL ARTICLE HERE...](#)

## FEATURED ARTICLE: This Overlooked Step Can Delay (or Kill) Your Commercial Property Deal



According to Cristin Madden, a commercial lender at Charlotte State Bank & Trust, the one item many commercial real estate professionals neglect to check when helping a buyer qualify for a mortgage is prerequisite insurance coverage.

"Credit, cash flow, and collateral are the main important elements of getting a commercial real estate mortgage, but insurance coverage of the collateral is also very important, and is a regulatory requirement," said Madden.

[READ THE FULL ARTICLE HERE...](#)

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## WANTS & NEEDS:

Special requests from inside the industry



**NEED:** \$3-\$35M multi-tenant retail or industrial / flex in Naples or Ft. Myers.

**CONTACT:** [bryan.flores@svn.com](mailto:bryan.flores@svn.com)

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**NEED:** AG land. 50 Acres Min.

**CONTACT:** [chip@re1advisor.com](mailto:chip@re1advisor.com)

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**WANT:** I am looking for single tenant occupied buildings with a long term lease in place such as pharmacies, restaurants, gas stations or grocery such as Aldi. Up to \$5M.

**HAVE:** I have an industrial building available in Bonita Springs fully leased, 10 spaces listed for \$1.75M.

**CONTACT:** [darren@darrensparadise.com](mailto:darren@darrensparadise.com)

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Want to include your **Wants & Needs** in the next issue? Watch out for an e-mail in early July 2020 with a link to submit your special requests and we'll help you get the word out.

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## RESOURCES:

Learn | Network | Grow



**June 4 @ 10AM-11AM:** Navigating the Insurance Marketplace 2020

**June 11 @ 6PM-7PM:** Escape to Margaritaville - RPAC Auction Party

**June 18 @ 9AM-1PM:** NABOR Listing Contracts & Brokerage Relationships Seminar

**June 23 @ 1PM-4PM:** Code of Ethics

Go to the [NABOR calendar](#) for a full list of upcoming classes.

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