

FALL 2011

# NEWSLETTER



We take a team approach to advising clients on the right buying and selling strategies for all commercial ventures.



Sept. 9, 2011

# The Beginning of the New World as We Know It

## What's Happening in Alaska Commercial Real Estate

By: Ryan Mae Lucas of KW Commercial

If you are wanting to get a deal done in commercial real estate, welcome to atypical times. While 2010 may have seemed like a ghost town on the transaction frontier, this year has had greater momentum in lending, commercial sales, and leasing. With greater momentum there is no shortage of turbulence. Money is shifting from the stock market to real estate for greater peace of mind and old time investors are liquidating real estate that we have not seen previously for sale in the marketplace. Financing is coming through with all kinds of creative tang. Welcome to the New World.

In Alaska, we have been fortunate economically by avoiding the boom bust effect seen in the lower 48. For many sellers and buyers in 2011 we have seen a mutually beneficial relationship with owner finance deals.

Sellers can defer taxes due on gains and get a greater rate of return than almost non-existent bank rates through an installment sale while a buyer on the other side can transact without going through the rigorous process with the ultra conservative qualification process at the bank. Another program that

has illuminated the way to closing a deal has been the SBA 504 program. This year we have seen small businesses purchase commercial property through a long term fixed rate solution that can include the land and building purchase, new construction or renovation, equipment purchases, and soft cost such as the appraisal all wrapped up into the loan.

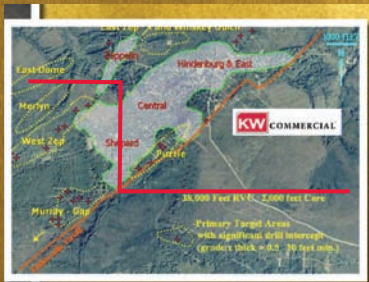
Our commercial team has been busy with many exciting things in commercial real estate. By remaining diligent at a time of uncertainty, we have successfully closed transactions utilizing all of our tools and cultivating the positive side of economics.

Everything from airport hangars and aviation properties, investment properties with excellent cash flow, gold mines, property swaps, leasing opportunities, and business sales are happening today. National clients are popping up in Alaska as our local demographics and growth now support the entry of new businesses.

It is our goal to be the your consistent resource in local business and we hope that you are enjoying the transition into the fall season. Thanks again for all of your support and staying positive while we all ride the wave to better times.

WHILE THE  
**COUNTRY**  
FOCUSES ON  
DEBT, THE WISE  
MAN FOCUSES  
**ON GOLD**

**GOLD  
CLAIMS  
FOR SALE**



CALL RYAN  
NOW!

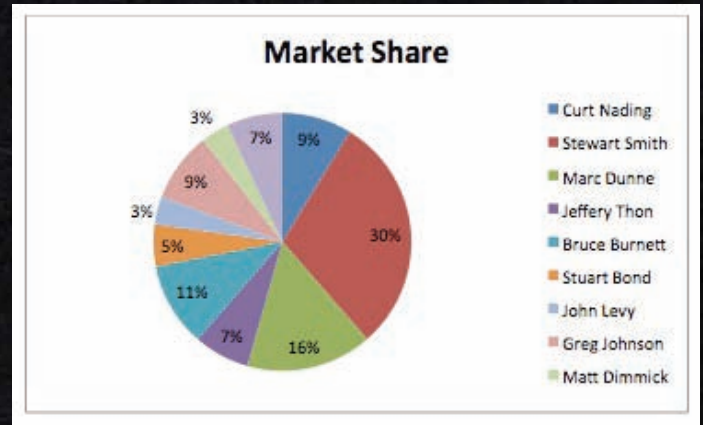
# Advantages of using an agent

Time flies when you are having fun (and working with Keller Williams Commercial)! With summer already nearing its end, and winter slowly approaching, Keller Williams Commercial would like to give an update on this year's activities, provide information on the current market conditions, and present potential business opportunities. Keller Williams is becoming one of the largest and most well-known commercial and residential real estate companies working in Alaska.

Our commercial division has grown to a company operating with 50 active listings for a total volume of over \$19 million, and have obtained a third of the market share in the commercial real estate industry.

We have expanded our company's services, offering the latest marketing technology and user-friendly website. We work with only the finest title insurance and commercial inspecting companies that Anchorage has to offer.

It is our mission to provide the most professional, proven, and state-of-the-art techniques in marketing, listing, and selling commercial investment opportunities including: build-to-suit projects, various types of commercial properties, vacant land, and businesses.



## New member of KW Team



Being blessed with an increasing amount of business we have brought in our newest member Reece Burnett. Reece Burnett has joined our team and is currently interning with us. He has a degree in business marketing from the University of Idaho and comes from a family with a history of over 35 years in the commercial real estate industry.

He has recently acquired his real estate license and is excited to become part of the commercial real estate industry in Anchorage. In his spare time he enjoys fishing on the Kenai River, mountain biking and water sports.

# FEATURED LISTINGS:

2900 Boniface Parkway

\$1.5 M

Investment opportunity. Fully occupied office building off East Northern Lights. Long term tenants.



All investment listings have good cash flow!  
Inquire at [stusell.com](http://stusell.com)

12900 W. Creek Frontage Road

\$290,000

This building is like brand new. 4 individual suites with coffee bar, private bathrooms, reception/waiting area.



Ask about owner finance

Merrill Field Hangar

\$220,000

Fantastic Merrill Field hangars to get your airplane out of the weather! Hangar door is 11' high and 40' wide.



Additional hangars available!!!

501 W. Rasberry Road

\$1,750,000

Midtown commercial building available for sale and lease. Retail showroom, office space, 2 warehouses.



1118 East 70th Avenue

2,500 SF for \$3,750 per month

Quality office space in South Anchorage, utilities included in dues. Recently renovated and plenty of parking.



4241 B Street Suite #100

\$2.00 per SF

Available now! 7,000 SF of prime ground floor office space. Handicap accessible, 3 conference rooms, 20 private offices.



**KW Commercial**

Stewart Smith & Ryan Mae Lucas

101 W. Benson Blvd. #502, Anchorage, Alaska 99518

907-865-6505

[stewart@stusell.com](mailto:stewart@stusell.com) | [ryan@stusell.com](mailto:ryan@stusell.com)

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