SALES & LEASING
John Dickerson, CPM
Lee Ehlers, CCIM
Brian Farrell
Steve Farrell, CCIM, SIOR
Ember Grummons, CCIM
John Heine, CCIM, JD
Jerry Heinrichs, CCIM
Jerry Huber, CCIM
Tim Kerrigan, CCIM
Brian Kuehl
Ryan Kuehl
Mike Moylan, CCIM
R.J. Neary, CCIM, SIOR
J.P. Raynor, JD
Patrick S. Regan
Mike Rensch
Clint Seemann
Kevin J. Stratman
Jeanette Weber, CPM
Ryan Zabrowski, CCIM, SIOR

PROPERTY MANAGEMENT
Stephanie Chevalier
Carla Chin, CPM
Bev Ellis, CPM
Laura Hansen, NALP, CAM
Nicole Morrison
Jeni Sadler, CPM
Sydney Weller

SHARED SERVICES
Correen Harrell, CFO
Tim Langan, COO
Many things have changed in the world and here at Investors Realty since Jerry Heinrichs and I started the company in June of 1975. One thing that has not changed is a principle under which we have operated since we started: “Provide outstanding service and value to your client and the relationships, growth and money will follow.”

We have always encouraged our agents and employees to counsel our clients on their needs and goals so that we can provide the best solution for their situation.

We have always stressed going beyond just finding a buyer, seller or tenant, and working with both customers and clients to help shepherd the deal to a successful completion.

This might be helping with floor plans, coordinating contractors, working with attorneys or engineers through the zoning process or the development design process, or any number of other services along the way. I believe this focus and paying attention to the details are the primary reasons for our success.

While we can provide a long list of deals completed (over 10,000 since we started), we are more proud of the long list of long term clients with whom we have done business, in some cases for nearly our entire 40 years.

Investors Realty has grown from three agents (Jerry, one other agent and me) in June of 1975, to 20 sales and leasing agents, seven property managers and a host of excellent support staff, for a total of 50 people today.

While Jerry and I got the doors open and set the direction for the company, much of the credit goes to my partner R.J. Neary, our current management team and all of the people at Investors who have always played an active role in the development and growth of the company—still holding true to the belief that “If you provide outstanding service and value to your client, the relationships, growth and money will follow.”

— Steve Farrell, CCIM, SIOR
TECHNOLOGY

Within the commercial real estate industry and businesses of all types, technology has provided a great number of tools to increase efficiency and allow us to conduct business at a faster pace.

Gone are the days of typewriters and carbon paper or even word processors. Today, with computers, software, forms and templates, leases, contracts and correspondence now get prepared, corrected and modified in a fraction of the time it took 40 years ago. Email allows us to share ideas, negotiate deals and exchange contracts much faster than snail mail.

Hours spent completing investment analysis by hand with adding machines or calculators are now reduced to minutes with software like Excel, Planease or Argus. Databases, CRM systems, Loopnet and Xceligent all provide us tools to better measure, analyze and conduct our business in a much faster and more effective way. Forty years ago, we used to drive neighborhoods and sites or hire aerial photographers to fly over properties. Now we can just use Google Maps or one of many other mapping tool options.

THE INDUSTRY

While technology has changed the way all companies conduct business, we have also experienced changes specific to the commercial real estate industry over the last 40 years.

SPECIALIZATION: For the most part, agents today specialize in one sector of the real estate business. They may focus on office, retail, industrial, investment properties or other niches. This allows the agents to become experts in their specialized area of practice and provide better advice and value to their clients.

TEAMWORK: As we do at Investors Realty, many brokers today work in teams of agents and support staff to provide better services to their clients. This structure also allows brokers to be more proactive with clients, looking ahead for opportunities or identifying potential issues before they arise.

WHAT'S CHANGED OVER THE PAST 40 YEARS?

INVESTORS BROKERS JEANETTE WEBER, CPM, AND RYAN KEUHL
NOT EVEN BORN YET!

MAY/JUNE 1975

Investors Realty was created by Jerry Heinrichs and Steve Farrell – the idea started over drinks! Their first lease was written on a napkin and their first office purchase was a coffee pot.

First office opened at 115th & Davenport with three brokers and one secretary.

Original Goals: Create local small investment partnerships, increase net worth and have fun!

Culture: Always put the client first and the money will follow. No titles were given. Continuous education was a must.

1976

Hired Chris Sailors as the secretary, bookkeeper and receptionist. Chris just retired in 2012.

1979

Moved office to FW Bank Building at 108th and West Dodge Road (now the Two Old Mill building).
MORE REGULATORY RESTRAINTS: No one paid much attention to environmental issues 40 years ago, but today nearly every sale requires an environmental study. The Clean Water Act, Wetlands designations and agency laws all require a higher level of detail for brokers and much more time and involvement from engineers, attorneys and other experts in various fields. Zoning is also much more detailed and controlling. Mixed-Use Development Plans, Area of Civic Importance (ACI) overlay districts, Urban Design Elements, traffic impacts and more must be considered when planning a new or redevelopment project.

TITLE COMPANIES: Brokers used to handle all of the closing preparation and process for a sale. Now title companies collect the earnest deposits and prepare and conduct closings. Closings also used to be a meeting of clients and attorneys to review and sign documents. Today most closings occur by the parties exchanging documents via email and wiring funds.

TYPES OF INVESTMENTS AND INVESTORS: While there has always been interest in real estate investment from individual investors, over time, buyers for investment real estate have become regional or national players.

In the 70s we saw a surge of limited partnership deals, which continued into the 80s as “tax shelter investments.” In the mid 2000s those deals were replaced with TIC investments. These allowed for individual investors to use 1031 exchanges and become partners with other investors in specific properties. As with the limited partnership structure, however, TICs have fallen out of favor due to problems with the structure and troubled economies.

REITs are a broader form of real estate investment that allow for the public to invest in a broad pool of properties. These started in the 60s but really did not get into full swing until the early 90s and are still fairly popular today. They have become part of many people’s investment portfolios, much like stocks.

Of course, there are still institutional type investors. Investors have become much more sophisticated in their analysis of properties and in measuring their returns.

A simple 10 percent cash flow return was common 40 years ago. Today investors look at the internal rate of return (IRR), net present value (NPV), and can use sensitivity analysis to measure how different factors affect the returns they can expect. 1031 tax deferred exchanges, and the use of TIF on redevelopment projects.
LOCAL VS NATIONAL OWNERSHIP: Some Omaha commercial real estate companies are part of a network of larger national firms. Investors Realty has chosen to focus our expertise on Omaha. Our national SIOR and CCIM networks provide connections to over 10,000 of the best brokers across the country with whom we can choose to do business if needed.

We take great pride in our local ownership and our investment in the Omaha community.

FULL SERVICE FIRMS: Forty years ago, most commercial real estate agents were part of the larger residential real estate companies. Today the dominant commercial real estate companies are full service firms that handle sales, leasing and management of commercial real estate, much like Investors Realty.

Then, firms with five to seven brokers doing commercial real estate sales or leasing was common. Today the larger companies in Omaha have 20 to 40 brokers and manage millions of square feet of commercial real estate.

2000
We celebrated our 25-year anniversary.
The firm became full service including: brokerage, brokerage assistants, property managers, maintenance and accounting.
A consultant helped Investors Realty become more sector-specific and improve property marketing packages.
Steve Forbes moved from working as a broker in the 90s and later a business development and project coordinator to advancing the company in IT, marketing and reporting.

MID 2000s
New positions for IT, marketing and management were created as Investors grew and gained a broader clientele.

2010
Steve Farrell stepped down as President, replaced by R.J. Neary. (Titles still do not affect how teams interact and are just for corporation status.)
Tim Kerrigan named as Vice President.

2015
40 years and still putting clients first!
Investors reaches 50 employees: 20 brokers, six property managers and support staff.
Completed 10,000th transaction.
Property Management now manages over four million square feet.

OUR MARKET:
The face of Omaha has changed dramatically over the past 40 years. Today we are redeveloping some of the neighborhoods and properties that were only being built when Investors Realty started.

We are 40 years old and putting clients first! Investors reaches 50 employees: 20 brokers, six property managers and support staff.
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The Nebraska Legislature recently passed LB 375, which allows real estate agents and brokers to give Broker Price Opinions (BPO), also known as Comparative Market Analysis and Broker Opinion of Value, for purposes of tax valuation appeals. The bill was signed into law by Governor Pete Ricketts on May 4, 2015.

In the past, real estate agents and brokers were allowed to provide a BPO only for the purpose of providing a prospective seller or buyer information rendered with respect to the sale of the real estate involved, and only for a sales commission or fee. They could also provide BPOs for certain loan transactions.

Now brokers will be able to provide BPOs for clients wishing to appeal their tax valuation, and the brokers can charge a fee for this service.

For questions or comments about legislative issues, please contact John Dickerson at 402.778.7521. John is the current President of the Nebraska Association of Commercial Property Owners.

Investors Realty once again received several CoStar Power Awards in 2015. The firm was recognized both as a Top Leasing Firm and a Top Sales Firm. R.J. Neary, Ryan Zabrowski and J.P. Raynor were named Top Office Leasing Brokers. R.J. Neary, Ryan Zabrowski, Clint Seemann and Kevin Stratman were named Top Industrial Leasing Brokers. Tim Kerrigan was named a Top Sales Broker.

Investors Realty was proud to receive a 2015 Excellence Award from the Greater Omaha Chamber of Commerce. This award is given to companies and individuals who dedicate themselves to excellence and help make Greater Omaha a vibrant place to do business, work and live.

Steve Farrell and Jerry Heinrichs were inducted into the 2015 Hall of Fame class at the Commercial Real Estate Summit in April.

Tim Kerrigan and J.P. Raynor received the DEAL OF THE YEAR award at the Summit for their work in representing Pacific Life Insurance Company on the development of Pacific Life’s $33 million 125,000 square foot office building in Aksarben Village.

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WE'RE PROUD TO ANNOUNCE THAT Investors Realty will assume property management responsibilities at Pinnacle Bank headquarters at 180th and West Dodge Road in July of 2015. The glass and stone building was built in 2011, and is LEED Gold certified. The building houses Pinnacle Bank’s headquarters on the third floor and a full-service bank branch on the first floor. Seim Johnson accounting firm occupies the second floor. With the addition of this building, Investors Realty will be managing over 4.2 million square feet of commercial property.

To receive LEED Gold certification from the U.S. Green Building Council, the building had to be verified to meet green building standards for energy performance, water efficiency, reduced carbon dioxide emissions and improved indoor quality.

One of only seven LEED Gold certified buildings in Omaha, the structure boasts environmentally efficient lighting and HVAC systems, a green roof and a water detention area to utilize rain water. Nearly 40 percent of the materials in the building were sourced from within 500 miles of the building, and more than 90 percent of waste during construction was recycled.

Similar to Investors Realty, Pinnacle Bank was founded by two people who established a culture of trust by providing outstanding customer service and delivering value to their clients. We are grateful for the opportunity to manage a spectacular facility for a like-minded company in the growing West Dodge Corridor.

We look forward to serving everyone at Pinnacle Bank and Seim Johnson.
FOR LEASE

BONDESSON SHOP BAYS
Bondesson & Irvington Road 4,200 sq. ft.
Industrial space with wide open shop, two drive-in doors, outdoor parking/storage.

FOR LEASE

16TH & PRATT STREET 41,356 sq. ft.
Under new ownership! Rare industrial leasing opportunity. Hard-to-find, heavy industrial zoning site.

FOR LEASE

15TH & HOWARD STREET 35,640 sq. ft.
Rare corner commercial building in downtown Omaha. Attractive architectural storefront. Solid brick building with glass storefront. Located within walking distance to the Old Market District. Minutes from University of Nebraska Medical Center and Midtown Crossing!

FOR LEASE

CROSSKEY BUILDING II
115th & Blondo Street 13,931 sq. ft.
Office space with low operating costs and an abundance of windows, close to major arterials (I-680, West Dodge Road and West Maple Road) and within five minutes of all services (lodging, fitness, restaurants).

FOR LEASE

BAKERS SUPPLY BUILDING
13th & Leavenworth Street 3,200 sq. ft.
Building remodeled in 2012 leaving all the historic charm. Brick walls, high ceilings and exposed ductwork in place. Hardwood floors, kitchenette and plenty of on-site parking. Private office entrance off the south parking lot. Sublease through May 2017.

FOR LEASE

50TH & C STREET 8,754 sq. ft.
Excellent industrial flex building with remodeled office space and great interstate access!

FOR LEASE

MANDERSON PLAZA
177th & West Maple Road 11,229 sq. ft.
New retail center ready for tenant improvements July 2015. Neighbors a wide range of amenities and new developments along West Maple Road. Newly platted residential development immediately west. Two full movement access points to West Maple Road.

FOR LEASE

204TH & BLUE SAGE PARKWAY 8,521 sq. ft.

FOR LEASE

117TH & WEST CENTER ROAD 5,780 sq. ft.
Attractive, freestanding office building conveniently located off I-680 and West Center Road. Dramatic reception area, vaulted ceiling in conference room, large corner offices with lots of windows, extra storage, and private garage.

FOR LEASE

108TH & PACIFIC STREET 2,940 sq. ft.
Office space is a mix of open space and private offices. Parking at the front door. Visibility to Pacific Street and easy access to I-680.

FOR LEASE

132ND & WEST DODGE ROAD 2,900 sq. ft.
Second floor office space includes five private offices, conference room, work room, and open space for cubicles. Large windows throughout space on three sides, and office furniture in place.

FOR LEASE

RICHLAND PARK PLAZA
120th & West Dodge Road 1,200 sq. ft.
Retail space available located next to Jericho’s; fronts to Dodge Street with highly visible signage opportunities. Perfect for sales or service. Outstanding parking.
FOR SALE

**ARBOR PROFESSIONAL CENTER**
120th & West Center Road 10,866 sq. ft.
Great owner/user office building opportunity. Brick masonry building with perimeter windows, abundant parking, and extra plumbing. Great location with easy access to interstate, dining and shopping amenities and a nice neighborhood setting.

**DIAMOND HEAD PLAZA**
156th & Blonde Street 2,483 sq. ft.

**50TH & WEBSTER STREET**
3,080 sq. ft.
Rare owner/user office building opportunity in highly desirable Dundee area. Improvements made to interior and exterior of the building. Lower level occupied by The Waxing Room.

**1ST & GRANT STREET, BLAIR**
18,640 sq. ft.
Industrial warehouse/office building in excellent condition. Move-in ready!

**120TH & FORT STREET**
6,000 sq. ft.
Commercial building close from Roanoke Development with high-profile tenants such as Saint’s Pub and Farrell’s eXtreme Bodyshaping. More than 500,000 visitors visit surrounding amenities such as Kelly Fields, Keystone Little League, the Tennis Club and Soccer Center, Tranquility Soccer Fields, Moylan Iceplex and The Knolls Golf Course annually.

**30TH & CUMING STREET**
15,728 sq. ft.
Industrial building close to the downtown area and Creighton University, I-480 is just three blocks away and includes dock and drive-in door access!

**BETTER PERFORMANCE CENTER**
120th & Fort Street
Large suburban tract in West Omaha, certified with GO! Ready status in July 2015, abundant power from adjacent power substation offering lower costs and greater dependability. Level and undulating topography for build-to-suit flexibility.

**DEER CREEK SUBDIVISION COMMERCIAL**
120th & Military Avenue 7.2 acres
Commercial land available surrounded by strong demographics. Area anchored by Players Club at Deer Creek, Davis Middle School and OPS Elementary School site. OPS High School under consideration for northwest Omaha. Former site of Street of Dreams. Military Road widened from 126th to 144th.

**OMAHA TECHNOLOGY PARK**
204th & Fort Street 210 acres
Large suburban tract in West Omaha, certified with GO! Ready status in July 2015, abundant power from adjacent power substation offering lower costs and greater dependability. Level and undulating topography for build-to-suit flexibility.

**94TH & I STREET**
69,623 sq. ft.
Industrial warehouse/office space in excellent condition with great interstate access!