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**FOR IMMEDIATE RELEASE**

### **Increased Sales and Leasing Activities Reported**

*NAPLES, Fla. (8/17/2010)* The last 90 to 120 days have seen a marked increase in the number of closed transactions, according to local commercial real estate brokerage company, Investment Properties Corporation of Naples-(IPC).

“Both leasing and sales activities have been very strong. People are in the market and want to purchase and lease commercial property,” stated Bill Gonnering, principal with IPC.

“We have had a number of instances where we have had multiple bidders for the same property. In one case, the property sold for more than the list price,” reported David Stevens, also a principal with IPC.

The majority of transactions involve foreclosed property or short sales, but the trend is clear. “Banks want to get foreclosed property and problem loans off of their books and they are offering very attractive deals to buyers. These properties are being sold to both end-users and investors at prices that match values last seen 10 years ago,” said Craig Timmins, the third principal with IPC.

IPC is seeing transactions in the office, retail and industrial sectors.

With respect to commercial leasing, Landlords are willing to be flexible and accommodate strong tenants with track records of success. While rental rates have declined, the best properties in the market have been able to maintain their rent rolls better than inferior properties.

“None of these transactions are easy; they all require substantial coordination and patience,” stated Stevens.

*IPC is one of the area’s oldest commercial real estate brokerage firms. The firm is owned and operated by principals Bill Gonnering, CCIM, SIOR; David J. Stevens, CCIM; and Craig D. Timmins, CCIM. Since 1976, the IPC team has serviced Southwest Florida with buyer and seller representation, site selection, leasing, exchanges, consulting and development services. IPC is located at 3838 Tamiami Trail North, Suite 402, in Naples. For more information: (239) 261-3400 (phone); (239) 261-7579 (fax) [www.ipcnaples.com](http://www.ipcnaples.com)*

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