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People to Know: Kim Benincasa

People to Know in Commercial Real Estate 2015

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Kim Benincasa

Broker, NAI Ohio Equities

How did you get into this business? I have always been interested in real estate, having bought and sold many properties including a business. As I found myself divorced at age 40 after raising six children and being out of the work force for years, I had to think about what I knew and how I could earn a living without going back to school for years. It seemed a logical choice. I love my job and wouldn't do anything else.

Tell us about the commercial real estate scene this year? I specialize in the eastern part of the state – Zanesville and Cambridge. Business is definitely the best it's been in years. Many retailers have moved and continue to move into the area. Vacancy rates are low in office, retail and industrial. With a shortage of inventory, prices are stable and climbing.

What's your biggest concern about the market? For my personal business it is the misconception that all real estate in eastern Ohio is driven by oil and gas and that if oil prices remain low, eastern Ohio will die. While many retailers have moved there



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chasing it, and the hospitality and industrial sectors have definitely benefited, the constants are medical, industrial and distribution, which will remain steady regardless.

What's the most exciting thing happening in the industry? Every agent is busy. As busy as they have ever been. It is an exciting time to be in real estate. It is great to see new construction and interesting to watch and to be a part of the revitalization and changing faces of cities big and small.

People to Know is coordinated by freelance writer Susan Deutsche.

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