

April | 2023

obriencommercial.com

SPRING 2023

O'BRIEN COMMERCIAL PROPERTIES
QUARTERLY . 978.369.5500

FEATURED PROPERTY



**526 MAIN STREET
ACTON, MA 01720**

FOR LEASE

ERIC O'BRIEN
BROKER/PRESIDENT
978.369.5501

9,249 SF
YEAR BUILT: 1978

FEATURED PROPERTY



**310 SCHOOL STREET
ACTON, MA 01720**

FOR LEASE

ROB MCGARRY
ASSOCIATE
978.369.5501

3 SPACES/15,000 SF
YEAR BUILT: 1986

OCP IS A BROKERAGE FIRM WITH PROVEN EXPERTISE OF 25 YEARS IN THE COMMERCIAL REAL ESTATE SECTOR. WE HAVE A PROPERTY FOR YOU.



obriencommercial.com

978.369.5500

Concord, MA 01742

336 Baker Avenue

O'BRIEN
COMMERCIAL
PROPERTIES, INC.

FEATURED PROPERTY



**1 SUMMER STREET
MAYNARD, MA 01754**

FOR SALE

LUKE LAVELLE/RE ADVISOR
508.281.2939
ROB MCGARRY/ASSOCIATE
978.369.5501

9,026 SF
YEAR BUILT: 1955

FEATURED PROPERTY



**210 W. MAIN STREET
AYER, MA 01432**

**FOR SALE
REDEVELOPMENT**

LUKE LAVELLE/RE ADVISOR
508.281.2939
ERIC O'BRIEN/BROKER
978.369.5501

16,060 SF
YEAR BUILT: 1965

FEATURED PROPERTY



**UNION SQUARE
LANCASTER ST.
LEOMINSTER, MA 01453**

FOR SALE

LUKE LAVELLE
RE ADVISOR
508.281.2939

250,000+ SF
9 BUILDINGS

SPRING 2023

O'BRIEN COMMERCIAL PROPERTIES
QUARTERLY . 978.369.5500

PROPERTY SOLD

ALAN LITCHFIELD/SENIOR ADVISOR | 978.203.2859
O'BRIEN COMMERCIAL PROPERTIES, INC.



63 MIDDLESEX STREET - CHELMSFORD, MA

125,000 SF of Industrial Space.

COMMERCIAL LEASING AND SALES: SPRING 2023 OUTLOOK.

BY ROB MCGARRY/ASSOCIATE
ROB@O'BRIENCOMMERCIAL.COM

A common question that I receive daily from prospects and clients alike is, "How has the recent turmoil in the economy impacted the commercial real estate market over the last 6 months?"

Now entering into Q2 of 2023, we have seen commercial sales and lease rates in the Greater Boston market remain strong. Despite the increase in the Federal Funds Rate of 50 BPS this year alone, there has been a plethora of commercial owner/user clients looking for new space to both lease and purchase. As for property owners looking to sell, we are continuing to see qualified buyers submit offers, lenders provide debt and sales close.

With shifts and transitions in the economy comes growth and new opportunities. We are optimistic about the market and look forward to a productive spring season.

DATE	BPS	RATE/FD
MARCH 02, 2023	+25	4.75% TO 5.00%
FEB 01, 2023	+25	4.50% TO 4.75%
DEC 14, 2022	+50	4.25% TO 4.50%
NOV 02, 2022	+75	3.75% TO 4.00%
SEPT 21, 2022	+75	3.00% TO 3.25%
JULY 27, 2022	+75	2.25% TO 2.50%
JUNE 16, 2022	+75	1.50% TO 1.75%
MAY 05, 2022	+50	0.75% TO 1.00%
MARCH 17, 2022	+25	0.25% TO 0.50%



MARKET UNCERTAINTY AND INVESTMENT/LEASE OPTIONS

BY ALAN LITCHFIELD/SENIOR ADVISOR
ALAN@O'BRIENCOMMERCIAL.COM

It make sense to consider buying or selling commercial real estate in uncertain political and economic times? The answer is YES!

What may be different is the path to realize the sale/purchase. Instead of pursuing conventional financing or SBA loans, perhaps seeking a property with seller financing and a balloon payment may provide the best value and a path to ownership. If your business is expanding, and capital is limited, a lease option to purchase might be another solution to consider.

Ultimately, owning the asset is the key to financial independence. The following quote from Ralph Waldo Emerson provides us a way to think about the prospect of owning your real estate: " A man complained that [on] his way home to dinner he had to pass through that long field of his neighbor's. I advised him to buy it, and it would never seem long again"

PROPERTY SOLD

ROB MCGARRY/ASSOCIATE | 978.209.3211
O'BRIEN COMMERCIAL PROPERTIES, INC.



5 WALTERS STREET - CHELMSFORD, MA

2,840 SF of Light Industrial Space.



UNION SQUARE MULTI-USE COMPLEX

BY LUKE LAVELLE/RE ADVISOR
LUKE@O'BRIENCOMMERCIAL.COM

The Union Square multi-use complex is located in Leominster, MA and is available for sale! The property is over 90% leased to a mix of short and long term tenants and is a hub for commerce for Worcester County businesses and residents. The property has over 200,000 SF of manufacturing, warehousing, R&D, office, retail, fitness, and specialty space across nine buildings. This an attractive investment for a hands-on investor looking to achieve an above market return. Please inquire for the full offering memorandum.

"...But those who hope in the Lord will renew their strength. They will soar on wings like eagles; they will run and not grow weary, they will walk and not be faint."

Isaiah 40:31



PROPERTY DISPOSITIONS PART 3 OF A 3 PART SERIES

BY ERIC O'BRIEN | BROKER/PRESIDENT
ERIC@O'BRIENCOMMERCIAL.COM

SELLING YOUR PROPERTY REQUIRES WELL THOUGHT OUT STRATEGIES:

1. Sell at or near the top of the market whenever possible. Look for the early telltale signs of a changing market. There is usually a brief plateau when smart sellers are cashing out. Watch the pros-seasoned developers and investors that have been through a few cycles usually they see the signs.
2. Market peaks can be 10-20 years apart. If you plan or need to sell in the next five years, then you can't wait for the next peak. If you are over 65 and your plan is to sell, you should seriously reconsider waiting.
3. Don't leave your spouse and/or your kids with a mess to sort out. It is not a good legacy. It is easier to divide up cash than real estate which is historically not very liquid.
4. Capital gains taxes are a bargain and could be much worse. "Give to Caesar what is Caesars".
5. Consider in advance setting up a tax free 1031 exchange into multiple assets to divide the interests. Consider also, funding a trust to get the proceeds out of your taxable estate.

ANY AND ALL OF THESE STRATEGIES SHOULD BE TESTED AND DISCUSSED IN EACH CASE THROUGH A LICENSED TAX PROFESSIONAL AND YOUR REAL ESTATE ATTORNEY.



PROPERTY LEASED 20,789 SF/Industrial and Flex Space.

LUKE LAVELLE/RE ADVISOR | 508.281.2939
O'BRIEN COMMERCIAL PROPERTIES, INC.

807 STERLING ROAD - LANCASTER, MA



It's our great pleasure to welcome the new member of our firm: Andrew Goddard. He achieved a BSBA in Business and Public Relations from Master's University in California. His focus is on brokering flex and industrial spaces in the Route 495 Market. Apart from work, Andrew also enjoys the outdoors, skiing, fitness and wrestling.

PROPERTY SOLD

LUKE LAVELLE/RE ADVISOR | 508.281.2939
O'BRIEN COMMERCIAL PROPERTIES, INC.



85 PLEASANT STREET - LEOMINSTER, MA

12,183 SF of Industrial Space.