

CELEBRATING 25 YEARS

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COMPLIMENTARY

# PROPERTY VALUATION

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COMMERCIAL  
**O'BRIEN**  
REAL ESTATE

O'BRIEN COMMERCIAL PROPERTIES  
356 BAKER AVENUE  
CONCORD, MA 01742  
978.369.5500

FEATURED SALES



63 GREAT RD  
MAYNARD  
OFFICE/INDUSTRIAL

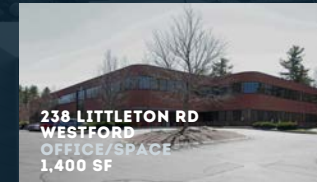


804 FITCHBURG STATE RD  
ASHBY  
COMMERCIAL BUILDING/LAND



LINCOLN ST  
MARLBOROUGH  
DEVELOPMENT OF 276 APARTMENTS/10,000 SF OF RETAIL SPACE

FEATURED LEASES



238 LITTLETON RD  
WESTFORD  
OFFICE/SPACE  
1,400 SF



310-312 SCHOOL ST  
ACTON  
FLEX/WAREHOUSE  
10,000 SF



1291 WORCESTER RD  
FRAMINGHAM  
OFFICE SPACE  
1,550 SF



98 SOUTH STREET  
HOPKINTON  
FLEX/WAREHOUSE  
5,000 SF

NOW UNDER AGREEMENT



33 TALBOT RD  
NORTHBOROUGH  
BUILDINGS/INDUSTRIAL LAND



30 NAGOG PARK  
ACTON  
OFFICE BUILDING



25-31 STEVENS ST  
LITTLETON  
RETAIL BUILDING



59 GREAT RD  
ACTON  
RETAIL RESTAURANT BUSINESS

FOR SALE

# VIEW OUR PROPERTIES

FOR LEASE



CELEBRATING 25 YEARS





**ERIC O'BRIEN**  
PRESIDENT AND FOUNDER/BROKER

Headquartered in Concord Massachusetts the firm is now licensed in three states and continues growing.

After ten years in the business, in 1998 Eric O'Brien, newly married with his wife Kristen, together founded the firm in Marlborough Massachusetts where they spent over ten more years. In 2015, they relocated to their newly purchased headquarters and buildings at 336-358 Baker Avenue.

The firm enjoys a decades old legacy on Route 495 with Eric's father, the late T. Barry O'Brien having been a pioneer broker and developer who formed "O'Brien & Company" in 1970. Eric, President of the brokerage firm and leader of the sales team has continued Barry's legacy acquiring office and industrial parks and developing climate controlled self storage facilities in the 21st century.

Kristen now heads the property management company and operates over \$75M in assets.

978.369.5501 . ERIC@OBRIENCOMMERCIAL.COM

# O'BRIEN COMMERCIAL PROPERTIES CELEBRATES 25 YEARS

336 BAKER AVENUE . CONCORD, MA 01742. 978.369.5500 . OBRIENCOMMERCIAL.COM



## INDUSTRY VETERAN KEITH GURTLER JOINS OCP



O'Brien Commercial Properties is thrilled to welcome Keith Gurtler as our new Senior Consultant. Also celebrating 25 years of industry experience, Keith brings a wealth of expertise and a fresh perspective to further enhance the depth and vision of the firm. His strategic mindset and innovative approach align seamlessly with OCP's commitment to delivering exceptional service and driving success for our clients.

KEITH GURTLER . 978.346.3098 . KEITH@OBRIENCOMMERCIAL.COM

## COMMERCIAL LEASE STRUCTURES

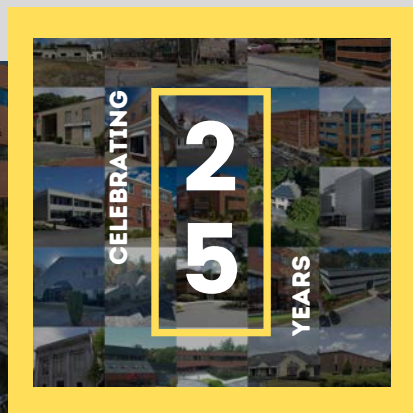


Every investment property is different, and landlords must adapt their lease terms and conditions to accommodate the unique characteristics of their real estate and their tenants. One of the most important components

of the lease agreement is the lease structure. One lease structure may end up being more advantageous than another depending on the type of real estate and tenant's use of the property. Typical lease structures are as follows:

LEASE STRUCTURE	RESPONSIBILITY OF OPERATING EXPENSES RESPONSIBILITY	RESPONSIBILITY OF UTILITY EXPENSES
• FULL SERVICE LEASE LANDLORD	LANDLORD IS RESPONSIBLE FOR OPERATING EXPENSES, BUILDING INSURANCE, AND REAL ESTATE TAXES.	TENANT IS TYPICALLY NOT RESPONSIBLE FOR ANY ADDITIONAL EXPENSES, EXCEPT POSSIBLY INTERIOR CLEANING.
• MODIFIED GROSS LEASE (GROSS LEASE)	TENANT IS RESPONSIBLE FOR THEIR PRO-RATA SHARE OF INCREASES TO OPERATING EXPENSES AND/OR REAL ESTATE TAXES ABOVE THEIR BASE YEAR.	TENANT (BILLING MAY VARY - FLAT RATE FEE, SEPARATELY METERED, REIMBURSEABLE ETC).
• NNN (TRIPLE NET) LEASE	TENANT IS RESPONSIBLE FOR THEIR PRO-RATA SHARE OF OPERATING EXPENSES, BUILDING INSURANCE AND REAL ESTATE TAXES.	TENANT (BILLING MAY VARY, BUT TYPICALLY SEPARATELY METERED AND BILLED DIRECTLY TO TENANT)

LUKE LAVELLE . 508.281.2939 . LUKE@OBRIENCOMMERCIAL.COM



## CREATIVE FINANCING OPTIONS



With interest rates increasing by 300 basis points since August 2022, the going rate for a conventional mortgage is generally between 6.5 and 7.5%, with LTVs at 75%. Buyers are seeking creative ways to avoid conventional

financing methods to purchase commercial properties. Creative methods include assumable loans, 1031 exchanges and seller financing.

A seller financing agreement entails the seller of a property acting as a lender, with the buyer paying the seller in installments instead of one lump sum. Typically, the buyer places a down payment, then pays an amortized amount of interest and principal frequently over 1-5 years. As a temporary solution, this gives the buyer the opportunity to reposition the property, secure conventional financing, or otherwise pay off the balance.

Advantages for buyers using seller financing include smaller down payments, minimal underwriting requirements, longer amortization and lower interest rates. Similarly, sellers can expect deferred capital gains taxes, higher purchase prices and regular payments with interest over a period of time. In many cases, the implementation of a creative method, like seller financing, is the difference between a property selling or not.

If you would like to discuss creative ways to finance, purchase or sell your commercial property, please don't hesitate to contact a member of the O'Brien Commercial Properties team.

ROB MCGARRY . 978.209.3211 . ROB@OBRIENCOMMERCIAL.COM

## MARKETING MASTER BARBOSA JOINS THE FIRM



Master of digital marketing and creative guru Marco Barbosa joined OCP in February. With over 12 years experience in marketing strategy, website development, photography and brand strategies, Marco will be instrumental in

sales efforts as a new member of the team. He will be responsible for the day to day sales activities including branding and promoting properties to the mass market.

Marco provides OCP the competitive edge needed to outsell its competitors.

MARCO BARBOSA . 508.281.2936 . MARCO@OBRIENCOMMERCIAL.COM