

AVAILABLE PROPERTIES

OBRIENCOMMERCIAL.COM



RECENTLY LEASED



12 ROSENFELD DR
HOPEDALE, MA
FOR SALE/IND. BUILDING
17,120 SF



68-70 POWDER MILL RD
MAYNARD,
FOR SALE/DEVELOPMENT
UP 46,174 SF/1.704 ACRES



47 RIVER ST
MAYNARD
FOR SALE/RETAIL BUILDING
6,100 SF/0.32 ACRES



207 EAST MAIN ST
MARLBOROUGH
FOR SALE/INDUSTRIAL COMPLEX
11,694 SF



27 CURTIS AV
MARLBOROUGH
FOR SALE/CAR WASH
UP 2,290 SF



6 WILLOW RD
AYER
FOR LEASE/INDUSTRIAL
14,000 - 34,000 SF



529 LANCASTER
LEOMINSTER
FOR LEASE/INDUSTRIAL
20,000 SF



63 GREAT RD
MAYNARD
FOR LEASE/OFFICE SPACE
UP TO 8,549 SF



257 SIMARANO DRIVE
MARLBOROUGH
FOR LEASE/LAB FLEX
UP TO 17,000 SF



248 MILL RD
CHELMSFORD
FOR LEASE/FLEX
2,810 SF SF



100 DOMINO DRIVE
CONCORD
FOR LEASE/FLEX INDUSTRIAL
24,000 SF



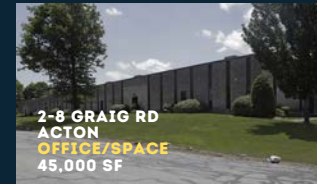
210 WEST MAIN ST
AYER
FOR SALE/SHOPPING CENTER
16,060 SF/1.40 ACRES

COMMERCIAL . INDUSTRIAL . REAL ESTATE . BROKERAGE . PROPERTY MANAGEMENT

ISAIAH 40:31

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

COMMERCIAL
O'BRIEN
BROKERAGE



2-8 GRAIG RD
ACTON
OFFICE/SPACE
45,000 SF



125 NAGOG PARK
ACTON
OFFICE/INDUSTRIAL
1,995 SF



33 UNION AVENUE
SUDBURY
INDUSTRIAL/WAREHOUSE
25,000 SF



257 SIMARANO DR
MARLBOROUGH
FLEX TECH
9,000 SF



807 STERLING RD
LANCASTER
FLEX/INDUSTRIAL SPACE
5,080 SF



151 WARREN ST
LOWELL
OFFICE SPACE
2,283 SF



1238 LITTLETON RD
WESTFORD
OFFICE SPACE
1,400 SF



162 GREAT ROAD
ACTON
OFFICE SPACE
100% OCCUPANCY/2,050 SF

RECENTLY SOLD



\$1,100,000
82 TAYLOR RD
LITTLETON
INDUSTRIAL LAND
1.22 AC



\$730,000
23-31 STEVENS ST
LITTLETON
THE BLOCK/RETAIL
10,000 SF



\$1,500,000
30 NAGOG PARK
ACTON
OFFICE BUILDING
13,194 SF/1.2 ACRES



\$1,180,000
33 TALBOT RD
NORTHBOROUGH
INDUSTRIAL PROPERTY
5,648 SF/1.32 ACRES



WE CAN HELP YOU
BUY, SELL AND LEASE

VIEW OUR
PROPERTIES



ERIC O'BRIEN



ROB MCGARRY



KEITH GURTLER



LUKE LAVELLE



ANDREW GODDARD



BRANDON MEEKS



With historic roots in manufacturing, Leominster and Fitchburg are home to a wide range of industrial and flex buildings. In recent years, this asset class has faced significant changes in value due to supply/demand and

other market trends. Recently, we have seen unprecedented leasing and sale prices in this market.



Referencing this chart, compliments of CoStar Realty Information, Inc., which details industrial lease transaction pricing in the Leominster/Fitchburg submarket, we can analyze the market changes. Between Fall 2020 and Winter 2022, the asking rate for industrial space

industrial space was \$1/sf/yr lower than the market rate. In Spring and Summer of 2022, this gap in the market was realized by landlords, and asking rates escalated significantly.

However, the pace was too quick, and the asking rate exceeded the market rate by \$2/sf/yr. Landlords wanted to capitalize on the "hot" industrial market, and achieve the highest rate they could possibly lease their property for. However, properties ended up vacant, and now trending into Winter 2023/2024, the market seems to have clarified and corrected, and asking rates are now coming closer to the appropriate market rate.

BRYAN K. ERNST | ACCESS COMMERCIAL REAL ESTATE



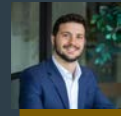
**ERIC O'BRIEN
BROKER/PRESIDENT**

ERIC@OBRIENCOMMERCIAL.COM
978.369.5501

It is with great sadness that we mourn the loss of Bryan K. Ernst. He passed away peacefully in his Lincoln home on Nov. 08. He was a fellow broker, good friend and brother in Christ. Bryan and I were partners in the late 90s with his current firm Access Commercial Real Estate. Bryan came from Minnesota in the late 80s, served as a Captain in the US Army on Fort Devens, and worked for several years at the Stubblebine Company before venturing out on his own.

Bryan was generous, kind hearted, joyful and honest in every way. He had many friends and loved to bring people together and was always willing to host gatherings at his home. He was confident in who he was and knew where he was going. He was a faithful friend and friendly competitor.

Bryan recently sold the office building at 524 Main Street in Acton Massachusetts as a co-broker (buyer Rep) with O'Brien Commercial Properties for \$1.27M. He was a talented buyer and tenant representative and well liked in the industry. He will be greatly missed. Our prayers go out to him and his family. Until we see you again Bryan...



Where is the demand in today's industrial/flex market? Are you a property owner considering leasing/selling your commercial property and want to know how to price your property accurately? Here are a few insights.

It depends on the type of industrial property you own. Small industrial spaces between 10,000 square feet up to 20,000 square feet are in high demand. Especially, if you have drive-in access with tall doors 14 feet or above,

your space will be highly desired by prospective tenants/buyers. The basic laws of economics state that supply and demand have inverse relationships. Due to the scarcity of small spaces on the market, demand is high.

Conversely, large industrial spaces seem to stay on the market longer. The number of tenants and buyers for 10,000+ square feet spaces is considerably less. This has motivated landlords to provide generous incentives to tenants. These incentives include but are not limited to tenant improvement packages, free rent, options to renew, and shorter lease terms.

If you need expert advice regarding the sale or lease of your commercial property please reach out to one of our trusted team members.

PROFESSIONAL AND REGIONAL REAL ESTATE EXPERTISE // WE CAN HELP YOU BUY, SALE AND LEASE

INVESTMENT PROPERTIES

BY KEITH GURTLER . 978.346.3098 . KEITH@OBRIENCOMMERCIAL.COM



The suburban Boston commercial real estate scene is going through changes due to higher interest rates and shifts in banking practices. The uptick in interest rates is making it tougher for investors, changing how property

investments work. Banks, playing it safe amid economic uncertainties, are now more conservative in their lending practices. This means investors need to put up more money upfront, reshaping the market with a bigger financial commitment.

Underwriting standards are getting stricter as financial institutions take a careful approach to assess risks. They're now factoring in longer vacancy periods in their calculations, recognizing market fluctuations and possible extended property downtime.

Being adaptable is crucial for investors in this scenario. Current trends highlight a growing focus on thorough risk assessment and strategic planning. Investors have to foresee and handle challenges tied to longer vacancy periods to keep their portfolios resilient.

Despite the hurdles, there are opportunities for savvy investors. The industrial/flex market is booming, and there's strong demand for developable land for mixed-use housing. Smaller buildings for business owners to occupy and available land sites based on new MBTA community guidelines are in short supply, contrasting with the slower office market. Spotting emerging market trends is crucial in this interest rate-sensitive environment. With a careful eye on underwriting, smart buyers are still active, cautiously hopeful that interest rates will level off soon.



**IN LOVING MEMORY OF
BRYAN K. ERNST**

OCTOBER 3, 1959 - NOVEMBER 8, 2023

ACCESS COMMERCIAL REAL ESTATE

"THE PURPOSE OF LIFE IS NOT TO BE HAPPY. IT IS TO BE USEFUL, TO BE HONORABLE, TO BE COMPASSIONATE, TO HAVE IT MAKE SOME DIFFERENCE THAT YOU HAVE LIVED AND LIVED WELL."

RALPH WALDO EMERSON

INCOMING SEWER/REVITALIZING DOWNTOWN LITTLETON

BY ROB MCGARRY. 978.209.3211 . ROB@OBRIENCOMMERCIAL.COM



With a projected completion date set for summer 2025, how will the Littleton sewer project change downtown? Lupoli Companies recently acquired the former IBM complex located at 550 King street, and the historic

Littleton Mill located at 410 Great Road, in 2021 and 2022 respectively. Along with both acquisitions, Lupoli Co. has pledged to contribute proceeds to cover 60% of the costs associated with the municipal sewer system. According to the town, the project has been estimated to cost in excess of \$28.5 Million dollars. A win-win for Littleton and Lupoli as the sewer system will serve the existing and upcoming residential and commercial development, a major contributor to the revitalization of downtown.

In June, after months of deliberation, Littleton awarded the sewer contract to Revoli Construction which broke ground on the project in mid- July. Although not officially approved, Lupoli has proposed to create a complex with 300 plus residential units, multiple retail locations as well as a few office and manufacturing buildings.

O'Brien Commercial Properties has recently completed multiple transactions in the downtown area. Most recently, the sale of 23-31 Stevens Street, a retail property located right on Littleton common. With the incoming sewer expected to be completed within the next two years, the new owners of the property are optimistic and excited for the future of the downtown area.

