



O'Brien Commercial Properties, Inc.
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PROVIDING COMMERCIAL & INDUSTRIAL REAL ESTATE SOLUTIONS
 IN EASTERN MASSACHUSETTS SINCE 1998

FEATURED LISTINGS ■ 978-838-9828

<p>HOPKINTON - FOR LEASE</p> <p>19,200 sq ft Lab Space</p>	<p>HUDSON - FOR LEASE</p> <p>14,000 sq ft - Warehouse</p>	<p>ACTON - FOR LEASE</p> <p>19,200 sq ft - Flex Space</p>	<p>HOPKINTON - FOR LEASE</p> <p>10,300 sq ft - Lab Space</p>
<p>BILLERICA - FOR SALE/LEASE</p> <p>13,900 sq ft Flex Space</p>	<p>MARLBORO - FOR SALE/LEASE</p> <p>5,600 - 9,200 sq ft Flex Space</p>	<p>HUDSON - FOR SALE/LEASE</p> <p>55,000 sq ft Flex Space</p>	<p>WESTBORO - FOR SALE</p> <p>17,500 sq ft Industrial Building</p>
<p>BELLINGHAM - FOR SALE</p> <p>57,000 sq ft - REDUCED</p>	<p>ACTON - FOR SALE</p> <p>11,200 sq ft High Bay Warehouse</p>	<p>WESTFORD - FOR SALE</p> <p>35,000 sq ft - Flex Building</p>	<p>LITTLETON - FOR SALE</p> <p>3,325 sq ft Flex - REDUCED</p>

OCP, INC - RECENT TRANSACTIONS

<p>1000 MT. LAUREL, SHIRLEY</p> <p>7,000 sq ft Flex Space</p>	<p>282 CENTRAL ST., HUDSON</p> <p>4,000 sq ft Industrial</p>	<p>260 BOSTON POST RD., WAYLAND</p> <p>7,100 sq ft Office Property</p>	<p>10-16 CRAIG RD., ACTON</p> <p>4,800 sq ft Flex Space</p>
<p>428 MAIN ST., HUDSON</p> <p>26,548 sq ft Flex Space</p>	<p>225 CEDAR HILL ST., MARLBORO</p> <p>4,642 sq ft Office Space</p>	<p>53 AYER ROAD, AYER</p> <p>20,000 sq ft Warehouse</p>	<p>300 MYLES STANDISH, TAUNTON</p> <p>13,500 sq ft Flex Space</p>
<p>11 BRENT DRIVE, HUDSON</p> <p>33,000 sq ft Investment</p>	<p>85 HAYES MEMORIAL, MARLBORO</p> <p>28,000 sq ft Investment</p>	<p>6 BRYAN WAY, AYER</p> <p>5,000 sq ft Building</p>	<p>257 SIMARANO DRIVE, MARLBORO</p> <p>Hotel Site - 3 Acres</p>

The Micro/Macro Effects of the Credit Crunch in Commercial Real Estate



By: **Joel Aho** Senior Associate, O'Brien Commercial Properties, Inc.

The past year has been one of the most remarkable years in this millennium of our country in several respects. One contributor to this historic nature has been the famed "credit crunch." In spite of all the resources and time that has been dedicated to reporting the results and nature of this credit crunch to everyday Americans, though, it seems that most people do not really understand the credit crunch as it relates to commercial real estate.

In the commercial sector, large national banks have long utilized the process of selling the loans they generate on the secondary market. The recent "credit crunch" in the commercial loan industry describes how this secondary market has dried up lately, which has therefore reduced these banks' ability to originate new loans. *Mortgage Credit Crunch?* by Michael Sullivan and other such articles explain this process and the current results in more detail.

Although most would agree that the effects of the secondary credit crunch have caused everybody in the commercial lending industry to become more cautious in their lending practices, the community banks that generate most of their cash from deposits have not been affected in the same way from these recent events that the large banks have and therefore have not had to alter their lending practices as much. As Chris Brunell at Middlesex Savings Bank said recently,

"the market is treating community-based banks very well. This is not because demand is up, but because a lot of the larger lenders have pulled back from the market, some of them considerably. Most of the community-based lenders have not changed their lending standards and that includes Middlesex Savings Bank. We still offer term and amortizations out to 25 years and loan-to-values up to 80% for owner occupied properties. Interest rates are set on the perceived risk of a transaction. Factors include LTV, industry, cashflow and strength of guarantor."

As far as current rates, Brunell adds,

"interest rates can be indexed. For example a five-year rate may be based upon the Federal Home Loan Bank of Boston's 5/20 Amortizing Advance Rate plus a spread of typically 200-250 basis points, depending on the risk factors mentioned above."

To summarize, the credit crunch is real and historic, but it is important to understand who and what it affects. In general, it would be accurate to say that it is more difficult to acquire financing, whether it be a line of credit or property loan, today than it was several years ago. To that end, though, if you can meet the criteria referenced above, which has been a pretty standard line for some time now, then the "credit crunch" should not prevent you from completing your company objectives if property acquisition is in your plans.

Real Estate Trivia

- MUSIC:** Bono exclaims "No space to rent in this town" in the lyrics of which U2 song?
 a) *Beautiful Day* c) *Where the Streets Have No Name*
 b) *With or Without You* d) *One*
 e) *I Still Haven't Found What I'm Looking For*
- LAND:** How many square feet are in one acre?
 a) 3,141,592,65 c) 40,000 e) 81,388
 b) 5,280 d) 43,560
- MARKET STATS:** What is the current average office vacancy rate for Boston's Route 128 and Route 495 markets?
 a) 7% c) 16% e) 28%
 b) 12% d) 21%
- INDUSTRY:** What town, city or region is now considered the worldwide center for biomedical research and development?
 a) Silicon Valley c) London, UK e) Greater Boston, MA
 b) Geneva, Switzerland d) New York, NY

Log onto <http://obriencommercial.com/testanswers.html> to see the results.

I-495 Features High Quality Wet Lab Space at Bargain Rents



By: **Eric O'Brien** President O'Brien Commercial Properties, Inc.

Some of the more practical bio-medical/biotech tenants and medical device manufacturers need not look at high-priced space in bio-tech centers located in cities like Cambridge and Worcester. The same space can be leased on route 495 at a fraction of the cost. Currently, the average published rental rate for space containing un-qualified "lab space," located in the Eastern Massachusetts market, is \$20 per square foot. Rents are typically quoted on a triple net basis, which could mean \$5-10 per square foot in additional real estate taxes and operating expenses.

On the contrary, high-quality lab space in the Metro West area on Route 495, with fume hoods, custom bench and case work, clean rooms, and laboratory plumbing and features, can be leased for less than \$15 per square foot with taxes and operating costs sometimes coming in at under \$5 per square foot.

... the central region of Route 495... will be the highest growth center in the commonwealth in the coming decade.

Hopkinton, Massachusetts, home of Stryker Bio Tech, Caliper life Science, Lonza bioTherapeutics, Arterio-cyte, Thrasos Therapeutics, Chromaceutical Advanced Technology, Alseres Pharmaceuticals, and Hy9 Corporation, just to name a few, is one unique market that has attracted lab, research, bio tech, and bio-medical or medical device companies. These companies are quietly operating outside of high-priced biotech research parks and saving a bundle of money. This unique suburban market offers some great benefits, including ease of commute from wealthy bedroom communities and labor rich areas, convenience of parking, a more affordable employee base, and often excellent corporate identity and street visibility.

It is predicted by some that the central region of Route 495 (from Route 9 to the Route 117 interchange) will be the highest growth center in the commonwealth in the coming decade. With affordable facility space like this, it is likely that there will be a trend of companies moving to new, more affordable facilities in places such as Lowell, Marlboro, and Hopkinton this year.



O'Brien Commercial Properties Celebrates Ten Year Anniversary

In late December of 1998, Eric and Kristen O'Brien founded O'Brien Commercial Properties and set up offices

at 5 Mount Royal Ave in Marlboro. The Company soon began hiring and expanded into larger quarters in the building, developing both its management and brokerage divisions. In 2005, the company relocated to the 495 Business Center at Routes 495 and I-290. O'Brien repositioned the property and sold the excess space as office condominiums. O'Brien retained space, completed extensive renovations, and is still headquartered at this location today, specializing in sales and leasing of office, industrial, and investment properties in eastern and central Massachusetts.

Bret O'Brien Awarded broker of the Year



Bret O'Brien, Vice President of O'Brien Commercial Properties, Inc., has earned the worthy title of "Broker of the Year".

In 2008, Bret brokered and closed 24 commercial real estate sale and lease transactions - an average of one deal every two weeks. Bret is a seven-year veteran in the industrial real estate business, a graduate of Cornell University, and father of three. Bret resides in Harvard, Massachusetts and specializes in the selling and leasing of commercial/industrial and investment properties in the Route 495 and Mass Pike markets.

Above articles by Sarah Hunsucker O'Brien Commercial Properties, Inc. For more information contact sarah@obriencommercial.com