

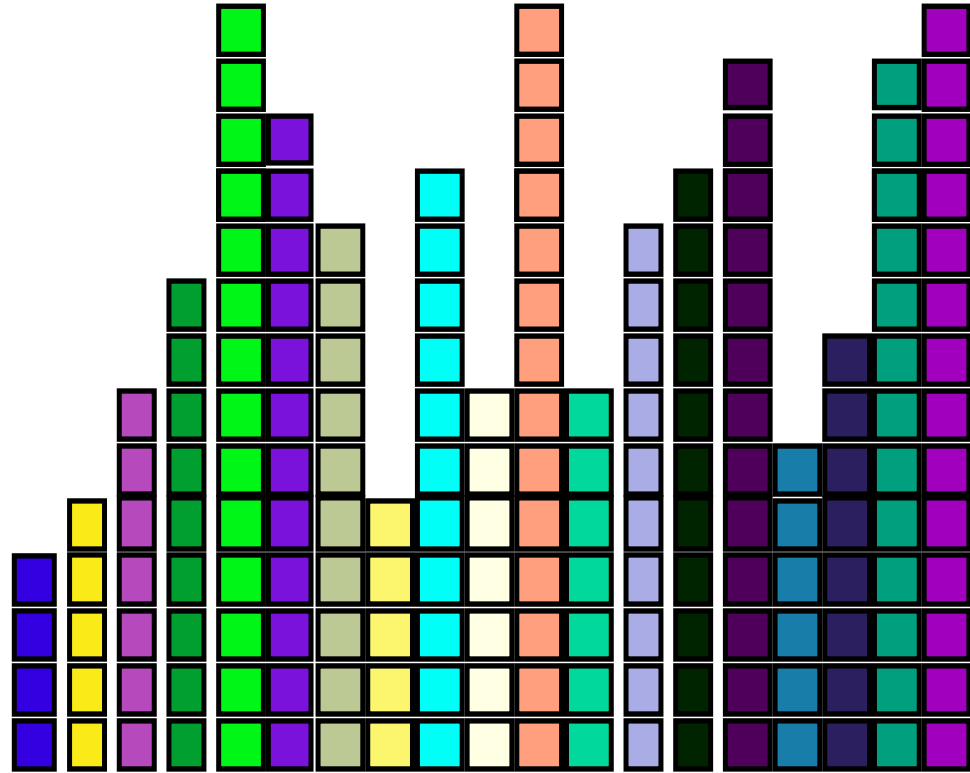
Central Maine Market Forecast



Presented by
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2017 MCAR President

Overview

- Community Summary
- Notable Transactions
- Riverfront Island Update
- Multi Family Market
- Projections / Forecast



Community Summary



DRIVING THE ECONOMY:

- ✓ 100,000 pop. L/A & surrounding
- ✓ 500,000 pop. within 30 miles
- ✓ 40% of the State's pop. within an hour drive
- ✓ Medical
 - CMMC, St. Mary's
- ✓ Distribution/Warehouse
 - Hartt, Wal-Mart, P&G
- ✓ (5) Colleges including:
 - Bates, USM-L/A, CMCC
 - 6000+ students
- ✓ Norway Savings Bank Arena
 - Only twin sheets facility in Maine
- ✓ Retail of Western Maine & surrounding towns

2016 Notable Sales

Property	Sale Price	Property Type
Schott Portfolio	\$20,000,000	Retail
599 Center St, Auburn*	\$3,600,000	Retail
99 Danville Corner Rd, Auburn	\$700,000	Office
10 Falcon Rd, Lewiston	\$1,000,000	Office
95 Main St, Auburn	\$1,900,000	Office
1591 Hotel Rd, Auburn	\$850,000	Industrial
410 Center St, Auburn	\$635,000	Development Site Retail

*Back on market for \$3,575,000

599 Center Street Auburn



2016 Notable Leases

Property	Size	Tenant
1750 Lisbon St Lewiston	15,000 SF 17,500 SF	Boston Granite Modula, Inc.
12 Lexington St Lewiston		106,000 SF L.L. Bean
10 Falcon Rd, Lewiston		
445 Center St Auburn		3,700 SF Sherwin Williams

Riverfront Island

UPDATE

Continues to have opportunities and deals

- Amphitheater is built now
- Grand Rounds expansion
- The Hartley Block project
- Maple Way Dental
- Rinck Advertising



Riverfront Island

UPDATE



Rinck Advertising
14,500 SF Former Grant Building
Lisbon St



New Name: Maple Way Dental
Former Camden National Building
110 Canal St



Healthcare
Bates Mill Complex

The Hartley Block

63 apartment units
4,100± SF commercial space
Lisbon St

Riverfront Island

UPDATE



SOLD: \$425,000
145 Lisbon St / 17,500 SF



FILLING UP
95 Park Street

UNDER CONTRACT
22 Park Street

Riverfront Island Opportunities



55 Lisbon St
33,000+ SF
\$595,000



On Androscoggin River
3,740± feet riverfront
5,940± SF canals
2,130 parking spaces

77
ACRES



Riverfront Island / Mill #5



3+ Multi Family Sales

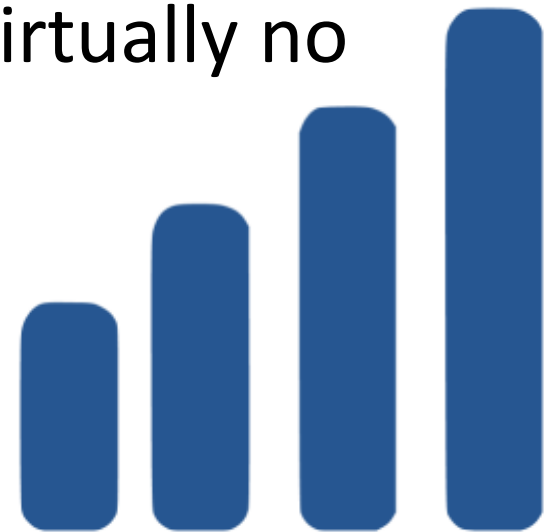
	2015	2016
Total # of Multi Family Sales	45	62
Total # of 3-4 Units Sales	32	42
3-4 Units Per Unit Average	\$31,046	\$31,250
Total # of 5+ Units Sale	13	20
5+ Units Per Unit Average	\$20,680	\$23,550



Multi Family Sales

3-4 Unit building sales transactions:

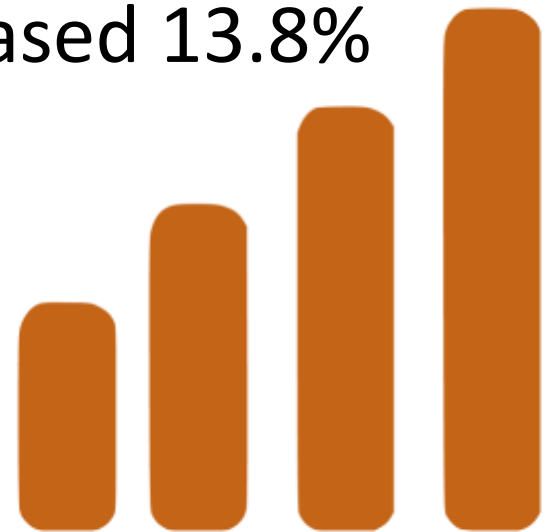
- 2016 total # increased 31% over 2015
- 2016 per unit average had virtually no increase over 2015



Multi Family Sales

5+ Unit building sales transactions:

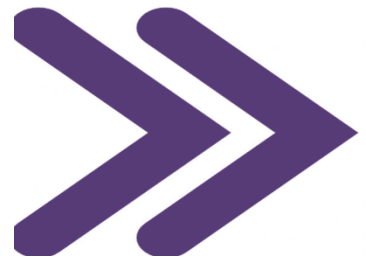
- 2016 total # increased 53% over 2015
- 2016 per unit average increased 13.8% over 2015



Projections / Forecast

MULTI FAMILY MARKET:

- Continued increase in demand and sales
- Continued increase in value
- Stable rents / vacancy factor



Projections / Forecast

POCKETS OF OPPORTUNITIES:

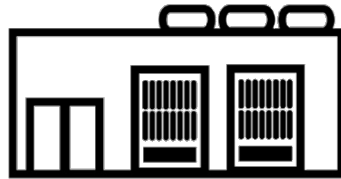
- Riverfront Island
 - ✓ Mixed Use
 - ✓ Owner-occupied
 - ✓ Niche retail
 - ✓ Ground-up?



Projections / Forecast

INDUSTRIAL:

- ✓ Low land costs
- ✓ Continued high demand
- ✓ Rising rents
- ✓ Speculation
 - New construction will happen



586 Lewiston Junction Rd
Auburn
120,000± SF
High interest
Pending in 2 weeks

Projections / Forecast

RETAIL:

- ✓ Continued filling of vacancies
- ✓ Continued small development
- ✓ Stable rents
 - Strong sales numbers
 - Niche retail increase



Projections / Forecast

- L/A will continue steady pace
- Opportunities do exist
- Market knowledge is key
- All sectors will benefit in 2017



Thank You!



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