



**2010-2011**

2011 Real Estate Forecast  
Conference  
January 27, 2011

Presented by:  
**Greg Perry, Broker**  
greg@cardente.com

**SOUTHERN MAINE  
INDUSTRIAL MARKET  
REVIEW AND FORECAST**

Cardente Real Estate  
322 Fore Street, Third Floor  
Portland, ME 04101



**CARDENTE**  
REAL ESTATE  
*Commercial / Investment Brokerage*

207-775-7363  
www.cardente.com

## 2010 REVIEW

- Slow start to the year
- More activity in 2010 than 2009
  - In part due to landlords making significant concessions
- Excellent tenant's market
- Increase in flex-unit leases & sales
- Very limited new development
- Rescued by a strong 4<sup>th</sup> quarter



207-775-7363  
www.cardente.com

### 2010 LAND PRICES

- **Greater Portland**                      \$60,000 - \$115,000/acre
- **Biddeford/Saco**                      \$30,000 - \$50,000/acre
- **Sanford**                                 \$25,000 - \$45,000/acre
- **Lewiston/Auburn**                    \$40,000 - \$65,000/acre



207-775-7363  
www.cardente.com

### 2011 CURRENT SALE AND LEASE PRICES

Greater Portland	SALE	LEASE (NNN)
• <5,000 SF	\$75.00 - \$90.00/SF	\$4.50 - \$6.50/SF
• 5,000-10,000 SF	\$50.00 - \$75.00/SF	\$4.00 - \$5.50/SF
• 10,000-20,000 SF	\$45.00 - \$60.00/SF	\$4.00 - \$5.25/SF
• 20,000-30,000 SF	\$40.00 - \$50.00/SF	\$3.50 - \$4.00/SF
• 30,000-50,000 SF	\$35.00 - \$45.00/SF	\$3.25 - \$4.00/SF
• 50,000-75,000 SF	\$30.00 - \$45.00/SF	\$3.25 - \$4.00/SF
• 75,000-200,000 SF	\$15.00 - \$35.00/SF	\$2.75 - \$3.75/SF



207-775-7363  
www.cardente.com

### NOTABLE DEALS FROM 2010

- The Mills at Pepperell, LLC purchased 713,000±SF of Industrial/Mixed Use space at 1 York Street in Biddeford.
- Scarborough Medical, DST purchased 109,089±SF at 10 Southgate Road in Scarborough (Scarborough Industrial Park) for \$11,025,000.
- WASCO Products Inc leased 105,000±SF at 90 Spencer Drive in Wells.
- Village Candle leased 125,000±SF at 90 Spencer Drive in Wells.
- Binax leased 102,833±SF at 10 Southgate Road in Scarborough.
- Paradigm Operating Company leased 46,733±SF at 56 Milliken Street in Portland.



207-775-7363  
www.cardente.com

### NOTABLE DEALS FROM 2010

- Walmart leased 35,000±SF at 446 Riverside Industrial Parkway in Portland.
- Mazzetta Seafood leased 30,000±SF at 82 Read Street in Portland.
- Precision Manufacturing Solutions, Inc. leased 27,684±SF at 362 Hill Street in Biddeford.
- Allagash Brewing leased 27,032±SF at 21 Rice Street in Portland.
- Scholastic Book Fair renewed its lease of 20,400±SF at 33 Spring Hill Road in Saco.
- Good Shepherd Food Bank leased 20,000±SF at 111 Pine Tree Industrial Parkway in Portland.



207-775-7363  
www.cardente.com

## CURRENT INDUSTRIAL STATISTICS

<u>Maine</u>	<u>Cumberland County</u>	<u>Portland</u>
301 Active Listings	173 Active Listings	56 Active Listings
7.6 Million SF Available	2.6 Million SF Available	787,493 SF Available
\$3.95/SF Average Lease Rate	\$4.53/SF Average Lease Rate	\$4.36/SF Average Lease Rate
22.8% Below List Rate		



207-775-7363  
www.cardente.com

## 2011 SIGNIFICANT AVAILABLE INDUSTRIAL PROPERTIES

The Pepperell Mill Campus, Saco	546,890+/-SF
765 Warren Ave, Portland	157,000+/-SF
90 Spencer Drive, Wells	125,000+/-SF
228 Northeast Road, Standish	124,000+/-SF
5 Drapeau Street, Biddeford	98,000+/- SF
380 Riverside Street, Portland	80,000+/- SF
65 Topsham Fair Mall Rd, Topsham	76,927+/-SF
193 Presumpscot Street, Portland	66,140+/- SF
7 Oxford Homes Ln, Oxford	64,221+/-SF
167 Rumery Road, South Portland	64,000+/-SF
18 Morin Street, Biddeford	62,000+/-SF
15 Saunders Way, Westbrook	59,073+/-SF



207-775-7363  
www.cardente.com

## OUTLOOK FOR 2011

- Limited investment sales
- Steady lease rates
- Steady sale prices
- Uptick in Flex Unit sales/leases & development
- Continued vacancy at functionally obsolete industrial buildings
- Lower construction costs- good opportunities for Owner-Users
- Excellent Tenant's market
- Absorption of existing newer space expected in 2011



207-775-7363  
[www.cardente.com](http://www.cardente.com)



207-775-7363  
[www.cardente.com](http://www.cardente.com)