



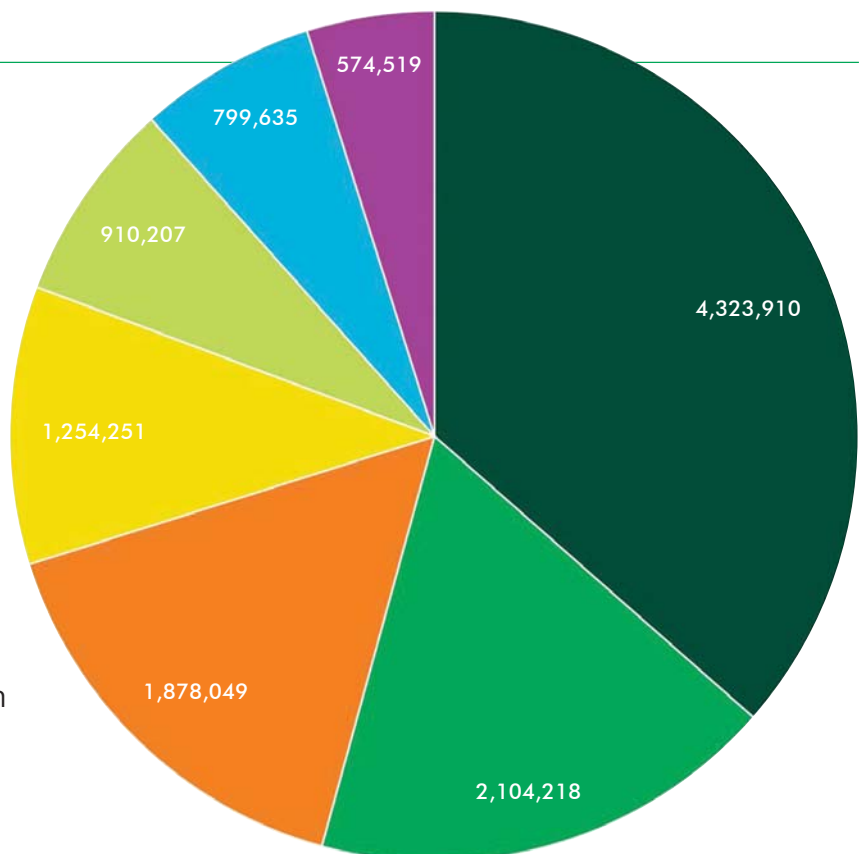
THE MARKET

MARKET SIZE

TOTAL 11,844,789 SF

337 Buildings Surveyed

- Downtown Portland
- Maine Mall Area
- Suburban Portland
- Medical
- Falmouth, Cumberland, Yarmouth
- Scarborough, South Portland
- Westbrook



THE MARKET

HIGHLIGHTS

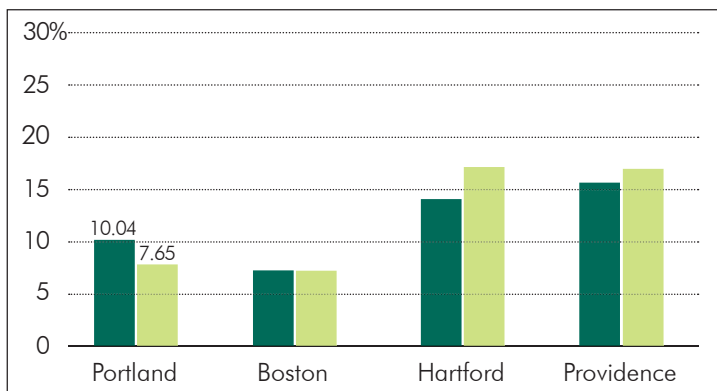
Total Market Direct Vacancy for 2015 is 6.52%

- 140,000± SF in positive net absorption
- Transaction volume increases for sixth straight year
- Shifted to a Landlord's market
- Lease rates continue to climb
- Limited options for larger tenants (10,000+) in both downtown and suburban markets, especially Class A

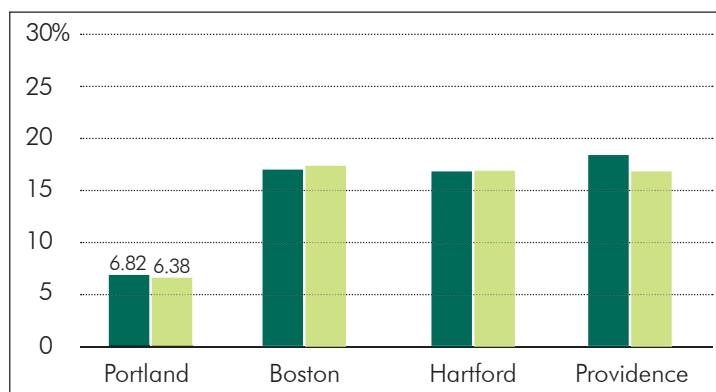
PORTLAND VS OTHER MARKETS

VACANCY RATES

Downtown



Suburban

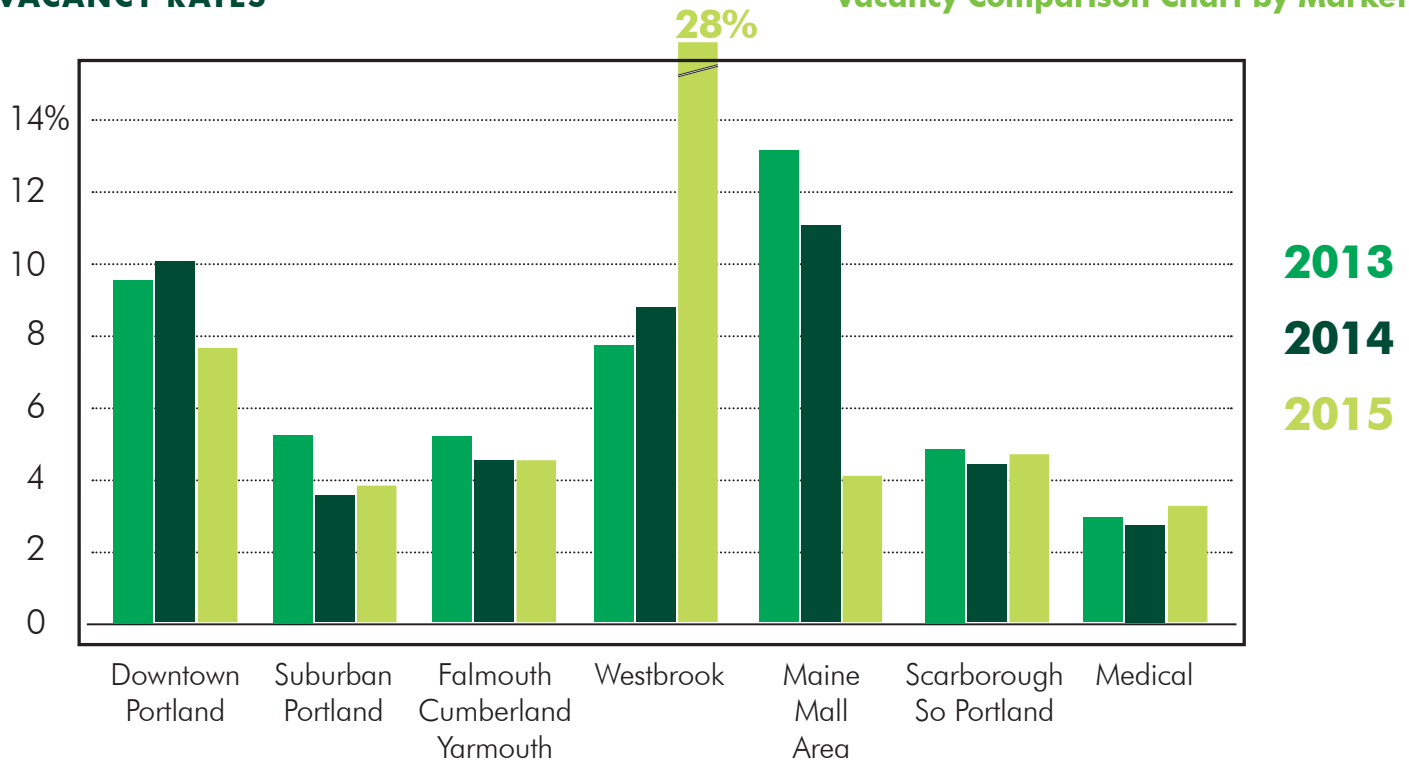


2014 ■ 2015 ■

THE MARKET

VACANCY RATES

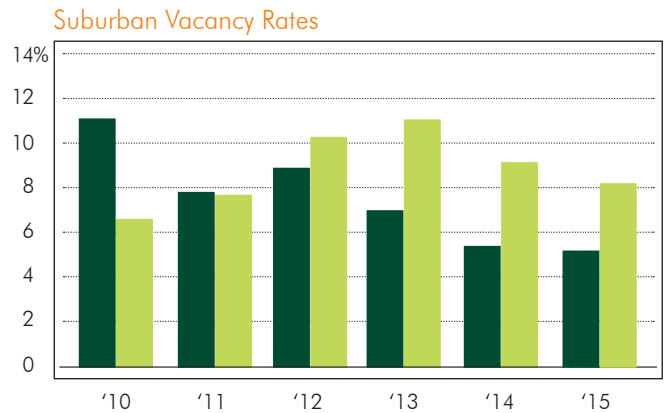
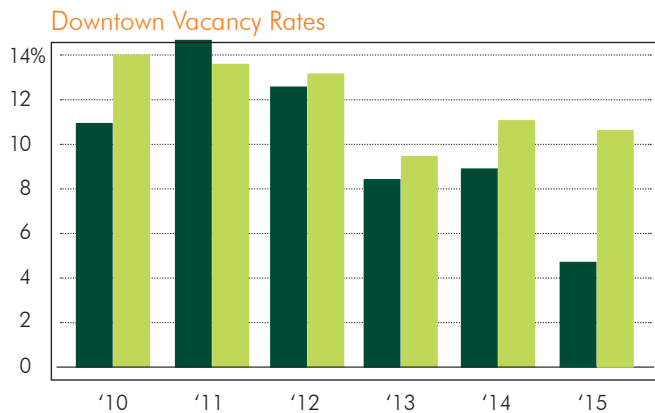
Vacancy Comparison Chart by Market



THE MARKET

VACANCY RATES

Vacancy Comparison Chart by Class A & B



Class A Class B

TRANSACTIONS

SIGNIFICANT LEASES - DOWNTOWN



One Monument Square

Bank of America
25,340± SF

CBRE | The Boulos Company
Tony McDonald
Paragon Commercial Real Estate
Deb Napolitano

One Monument Square

Blue Tarp Financial
25,340± SF

Paragon Commercial Real Estate
Deb Napolitano
Malone Commercial Brokers
Matthew Barney



66 Pearl Street

Liquid/PCH
11,502± SF

CBRE | The Boulos Company
Nate Stevens
Malone Commercial Brokers
Peter Harrington



One Canal Plaza

Stone Coast Fund Services
12,534± SF

CBRE | The Boulos Company
Joe Porta
Malone Commercial Brokers
Joe Malone, Jen Small



161 Marginal Way

Maine Eye Center
25,155± SF - 1st & 2nd floors

CBRE | The Boulos Company
Greg Boulos
Malone Commercial Brokers
Joe Malone, Jen Small



27 Pearl Street

Direct Vet Marketing
10,020± SF

CBRE | The Boulos Company
Greg Boulos
Malone Commercial Brokers
Joe Malone, Jen Small



145 Commercial Street

People's United Bank
12,500± SF

NAI/The Dunham Group
Frank O'Connor



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CBRE | The Boulos Company

TRANSACTIONS

SIGNIFICANT LEASE RENEWALS - DOWNTOWN



280 Fore Street

Industrium
14,494± SF - an expansion and renewal

CBRE | The Boulos Company
Craig Young
CBRE | The Boulos Company
Greg Boulos



Two Portland Square

RBC Capital Markets
14,223± SF

CBRE | The Boulos Company
Tyler Hobbs
CBRE | The Boulos Company
Drew Sigfridson



145 Commercial Street

Harvard Pilgrim
13,050± SF

McCall & Almy
Neil Schneider

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TRANSACTIONS

SIGNIFICANT LEASES - SUBURBAN



6 Ashley Drive Scarborough

Sun Life Assurance Co of Canada
38,930± SF

CBRE | The Boulos Company
Drew Sigfridson
Harnden Commercial Brokers
Jim Harnden



300 Southborough Drive South Portland

Maine Medical Partners
19,760± SF

NAI/The Dunham Group
Tom Moulton
Katie Millett
Paragon Commercial Real Estate
Michael Anderson



123 Darling Avenue South Portland

WEX
60,032± SF

Jones Lang LaSalle
Brooks Murphy

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CBRE | The Boulos Company

TRANSACTIONS

SIGNIFICANT LEASE RENEWALS - SUBURBAN



482 Payne Road Scarborough

Stantec
38,784± SF

Malone Commercial Brokers
Joe Malone
Jen Small
Harnden Commercial Brokers
Jim Harnden



300 Southborough Drive South Portland

United Health Group
22,278± SF

Harnden Commercial Brokers
Jim Harnden
NAI/The Dunham Group
Tom Moulton



Atlantic Place South Portland

Maine Behavioral Health
16,912± SF - expansion

CBRE | The Boulos Company
Drew Sigfridson
Catie Cardner



125 Presumpscot Street Portland

Easter Seals Maine
9,262± SF

Compass Commercial Brokers
Steve Baumann



179 John Roberts Road South Portland

Sedgwick Claims Management
9,104± SF

CBRE | The Boulos Company
Drew Sigfridson
Tony McDonald

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PREDICTIONS FOR 2015 - RECAP

SIGNIFICANT VACANCIES - DOWNTOWN



One Monument Square
66,215± SF available



415 Congress Street
26,150± SF available



161 Marginal Way
50,400± SF available



477 Congress Street
46,510± SF available

CONTINUED VACANCIES FOR 2016

SIGNIFICANT VACANCIES - DOWNTOWN



100 Middle Street
Class A
23,900± SF available



415 Congress Street
Class B
25,000± SF available



465 Congress Street
Class B
26,000± SF available



477 Congress Street
Class B
63,309± SF available

PREDICTIONS FOR 2015 - RECAP

SIGNIFICANT VACANCIES - SUBURBAN



One Riverfront Plaza Westbrooke

Class A

134,349± SF available
(sublease)



82 Running Hill Road South Portland

Class A

38,548± SF available



123 Darling Avenue South Portland

Class A

60,032± SF available



6 Ashley Drive Scarborough

Class A

38,390± SF available

CONTINUED VACANCIES FOR 2015

SIGNIFICANT VACANCIES - SUBURBAN



One Riverfront Plaza Westbrooke

Class A

134,349± SF available



222 St. John Street Portland

Class B

28,182± SF available



75 John Roberts Road South Portland

18,504± SF available



179 John Roberts Road South Portland

Class A

13,118± SF available

TRANSACTIONS

SIGNIFICANT SALES OVER \$5,000,000



**1 & 2 Portland Square
Portland**
255,000± SF
\$66,100,000
CBRE | The Boulos Company
Drew Sigfridson
Cushman Wakefield
Robert Griffin



**22 & 48 Free Street
Portland**
71,000± SF
\$7,250,000



**100 Middle Street
Portland**
195,000± SF
\$35,300,000
CBRE | The Boulos Company
Joe Porta
Greg Boulos
Drew Sigfridson



**One Monument Way
Portland**
49,290± SF
\$5,300,000
CBRE | The Boulos Company
Joe Porta
Greg Boulos



**400, 500, 600 Southborough Drive
South Portland**
111,000± SF
\$11,000,000
Harnden Commercial Brokers
Jim Harnden
Cushman Wakefield
Samantha Hallowell
Matt Pullen



**123 Darling Avenue
South Portland**
58,902± SF
\$5,120,000
CBRE | The Boulos Company
Drew Sigfridson
Craig Young

TRENDS

REPURPOSING



• **66 Pearl Street**
6,600± SF first floor
office to retail



• **123 Middle Street**
3,378± SF first floor
office to retail



• **119 Exchange Street**
56,806± SF entire building
office to hotel

Conversion of Class B office space for other uses due to strength in other markets combined with slow recovery of Class B market



• **443 Congress Street**
18,288± SF top three floors
office to residential



• **111 Commercial Street**
2,700± SF top floor
office to residential

CONCLUSIONS

PREDICTIONS

For the Immediate Future

- Continued drop in the vacancy rate across all submarkets
- Class B buildings will likely have larger drops in vacancy rates
- Continue to be a Landlord's market
- Lease rates will continue to gradually climb
- Significant new construction in downtown Portland

FOR MORE INFORMATION

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