

2017

SOUTHERN MAINE **OFFICE FORECAST**

Nate Stevens
Associate Broker

MEREDA's 2017 Annual
Forecast Conference 1.19.17



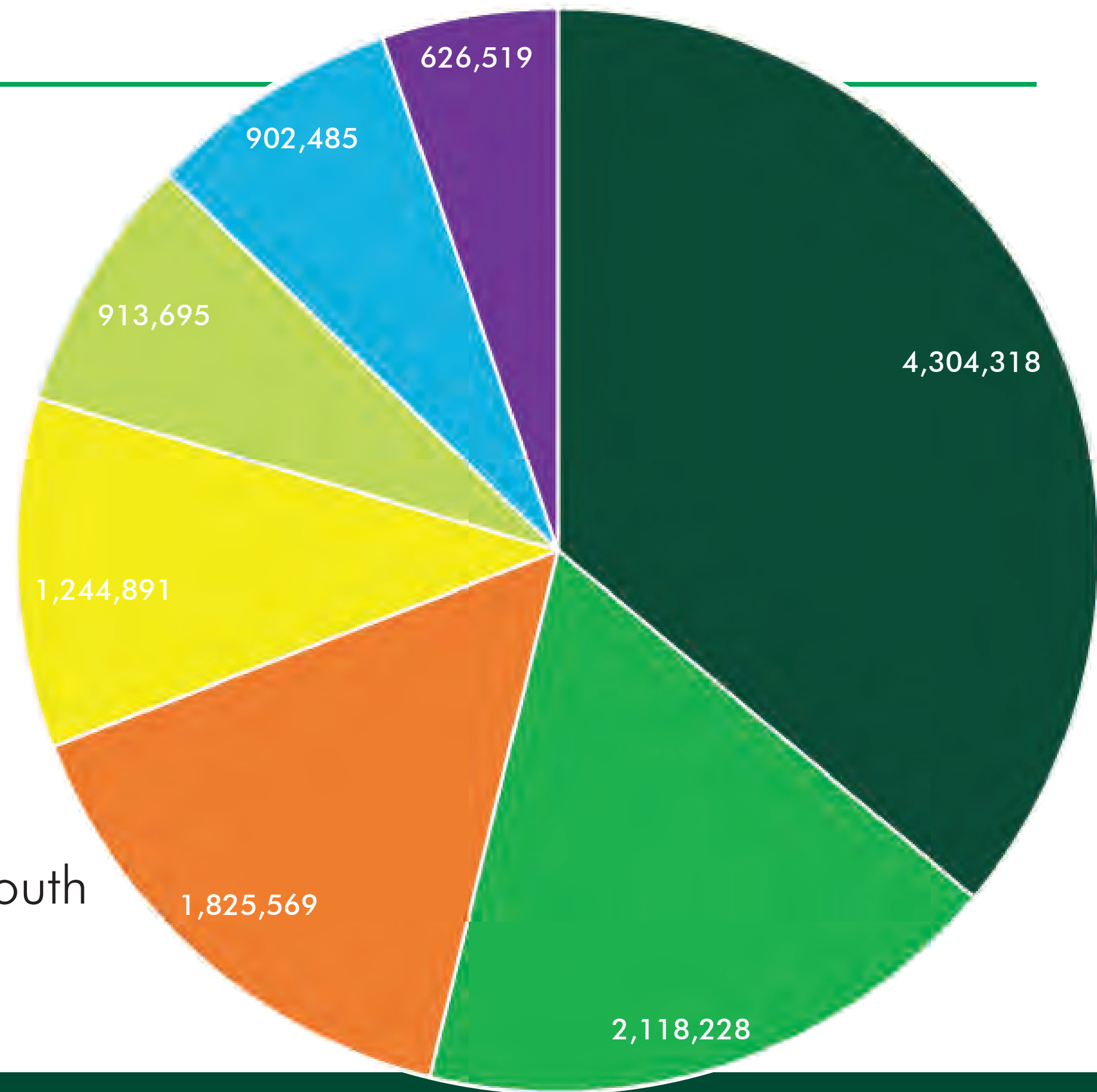
CBRE | The Boulos Company

THE MARKET

MARKET SIZE

TOTAL 11,935,705 SF

343 Buildings Surveyed



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

THE MARKET

HIGHLIGHTS

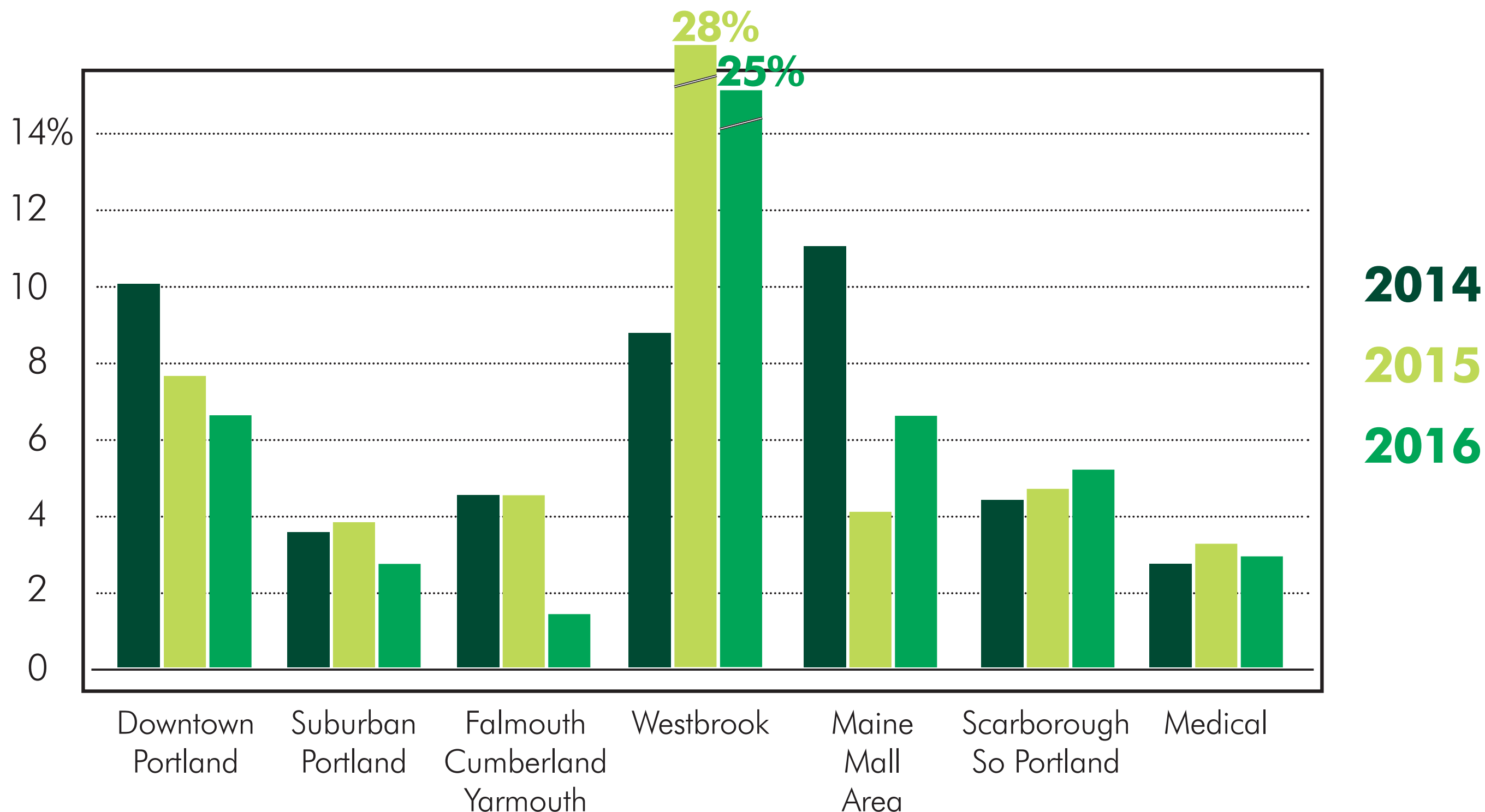
Total Market Direct Vacancy for 2016 is 6.17%

- Positive net absorption
- Limited options for larger tenants (10,000+) in downtown and suburban markets, especially Class A
- Primary shift to Landlord's market
- Asking lease rates up
- Transaction volume decreased
- New construction takes shape

THE MARKET

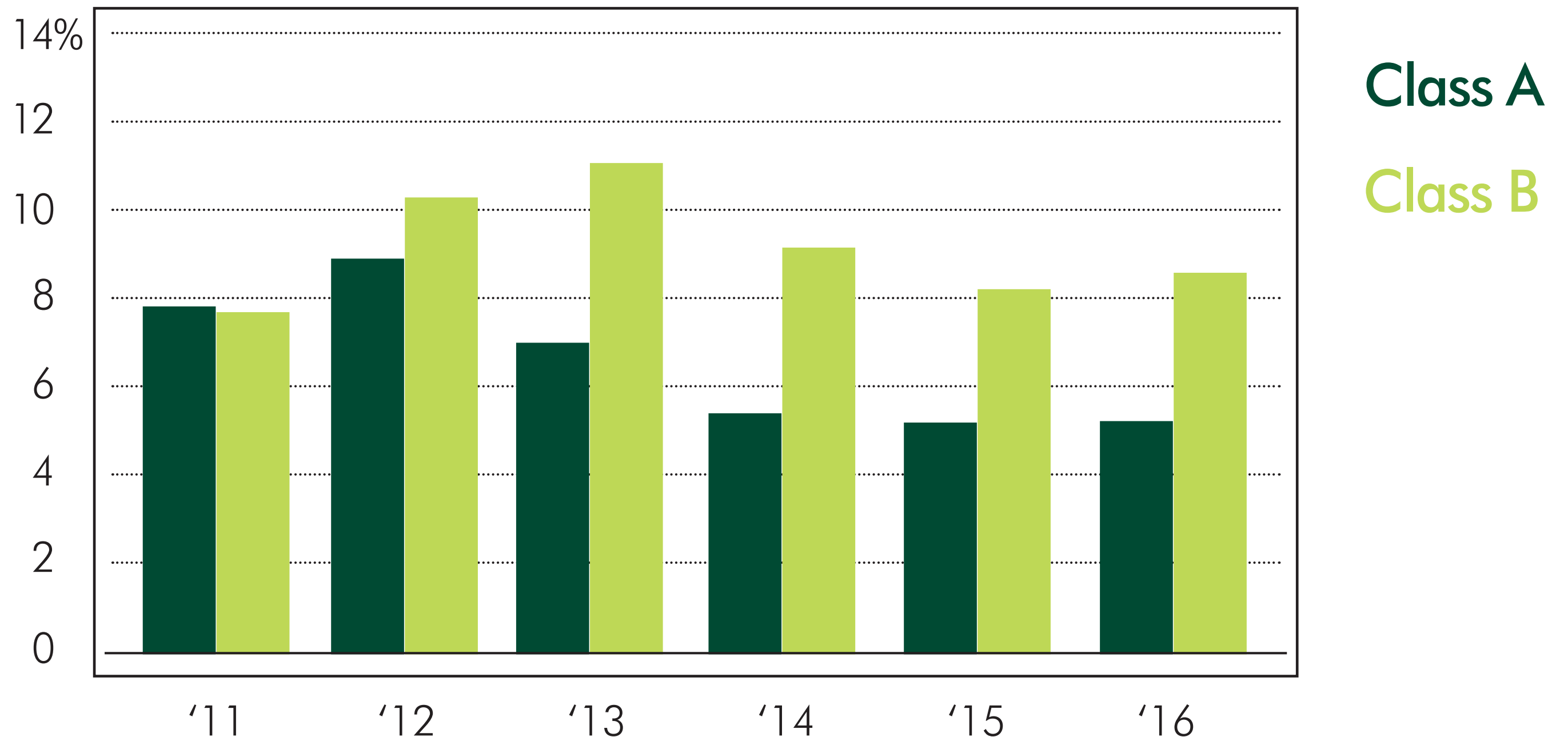
VACANCY RATES

Vacancy Comparison Chart by Market



Vacancy Comparison Chart by Class A&B

Suburban



THE MARKET

VACANCY RATES

Vacancy Comparison Chart by Class A&B

Downtown



TRANSACTIONS

SIGNIFICANT LEASES - DOWNTOWN



280 Fore Street

FC Beacon
17,581 ± SF

CBRE | The Boulos Company
Joe Porta



One City Center

AVANGRID
16,642 ± SF

CBRE | The Boulos Company
Greg Boulos
Dan Greenstein



16 Middle Street

Tilson Technology
Management
16,122 ± SF

CBRE | The Boulos Company
Tony McDonald



190 Lancaster Street

Opportunity Alliance
14,600 ± SF

CBRE | The Boulos Company
Nate Stevens

Malone Commercial Brokers
Joe Malone
Jennifer Small



100 Middle Street

Eaton Peabody
14,097 ± SF

CBRE | The Boulos Company
Nate Stevens
Tony McDonald
Charles Day

TRANSACTIONS

SIGNIFICANT LEASE RENEWALS - DOWNTOWN



One Portland Square

Verrill Dana
62,350± SF



Two Portland Square

Prudential
51,831± SF



CBRE | The Boulos Company
Drew Sigfridson
Tony McDonald



Two Portland Square

Wells Fargo
12,899± SF



CBRE | The Boulos Company
Drew Sigfridson

The Dunham Group
Frank O'Connor



131 Chadwick Street

Maine Medical Center
11,592± SF



CBRE | The Boulos Company
Vince Ciampi



511 Congress Street

Troubh Heisler
11,523± SF



Cardente Real Estate
Matthew Cardente

Harnden Commercial Brokers
Jim Harnden



One Canal Plaza

The Boulos Company
11,013± SF



Two Portland Square

Ameriprise Holdings
10,949± SF



CBRE | The Boulos Company
Drew Sigfridson

Harnden Commercial Brokers
Jim Harnden

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TRANSACTIONS

SIGNIFICANT LEASES - SUBURBAN



75 John Roberts Road South Portland

Sebago Technics
18,435± SF

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Greg Boulos



866 Spring Street Westbrook

Great Falls Marketing
16,996± SF

CBRE|The Boulos Company
Greg Boulos
Nate Stevens



179 John Roberts Road South Portland

Residential Mortgage Services
13,118± SF

CBRE|The Boulos Company
Drew Sigfridson

DJC Real Estate
David Caron

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TRANSACTIONS

SIGNIFICANT LEASE RENEWALS - SUBURBAN



95 Darling Avenue South Portland

WEX
42,000± SF

Malone Commercial Brokers
Joe Malone
Jen Small

Jones Lang Lasalle
Brooks Murphy



53 Darling Avenue South Portland

OptumRx
15,250± SF

Malone Commercial Brokers
Matthew Barney



97 McAllister Farm Road Portland

PharMerica
10,098± SF

Malone Commercial Brokers
Andrew Ingalls



51 US Route One Scarborough

Northeast Technical Institute
12,939± SF

The Dunham Group
Chris Craig



125 Presumpscot Street Portland

State of Maine Administrative
Office of the Courts
11,180± SF

Compass Real Estate
Steve Baumann

SIGNIFICANT VACANCIES

DOWNTOWN



477 Congress Street
63,309± SF available



465 Congress Street
23,780± SF available



510 Congress Street
19,970± SF available



415 Congress Street
16,200± SF available

SIGNIFICANT VACANCIES

SUBURBAN



222 St. John Street Portland

24,772± SF available



One Riverfront Plaza Westbrook

134,340± SF available



8 Science Park Road Scarborough

25,860± SF available



75 Darling Avenue South Portland

30,000± SF available

TRANSACTIONS

SIGNIFICANT SALES OVER \$5,000,000



1200 Congress Street Portland

29,111 ± SF
\$8,650,000



15 Lowell Street Portland

34,040 ± SF
\$6,550,000

CBRE | The Boulos Company
Greg Boulos
Dan Greenstein



482 Congress Street Portland

54,180 ± SF
\$5,400,000

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Nate Stevens
Joe Porta

NEW CONSTRUCTION!

UNDERWAY AND PLANNED

IN PROGRESS

16 Middle Street Portland

55,000± SF



1 Tyler Drive Yarmouth

94,500± SF



705 US Route One Yarmouth

34,500± SF



PLANNED

20 Fore Street Portland

48,000± SF



Union Wharf Portland

18,000± SF



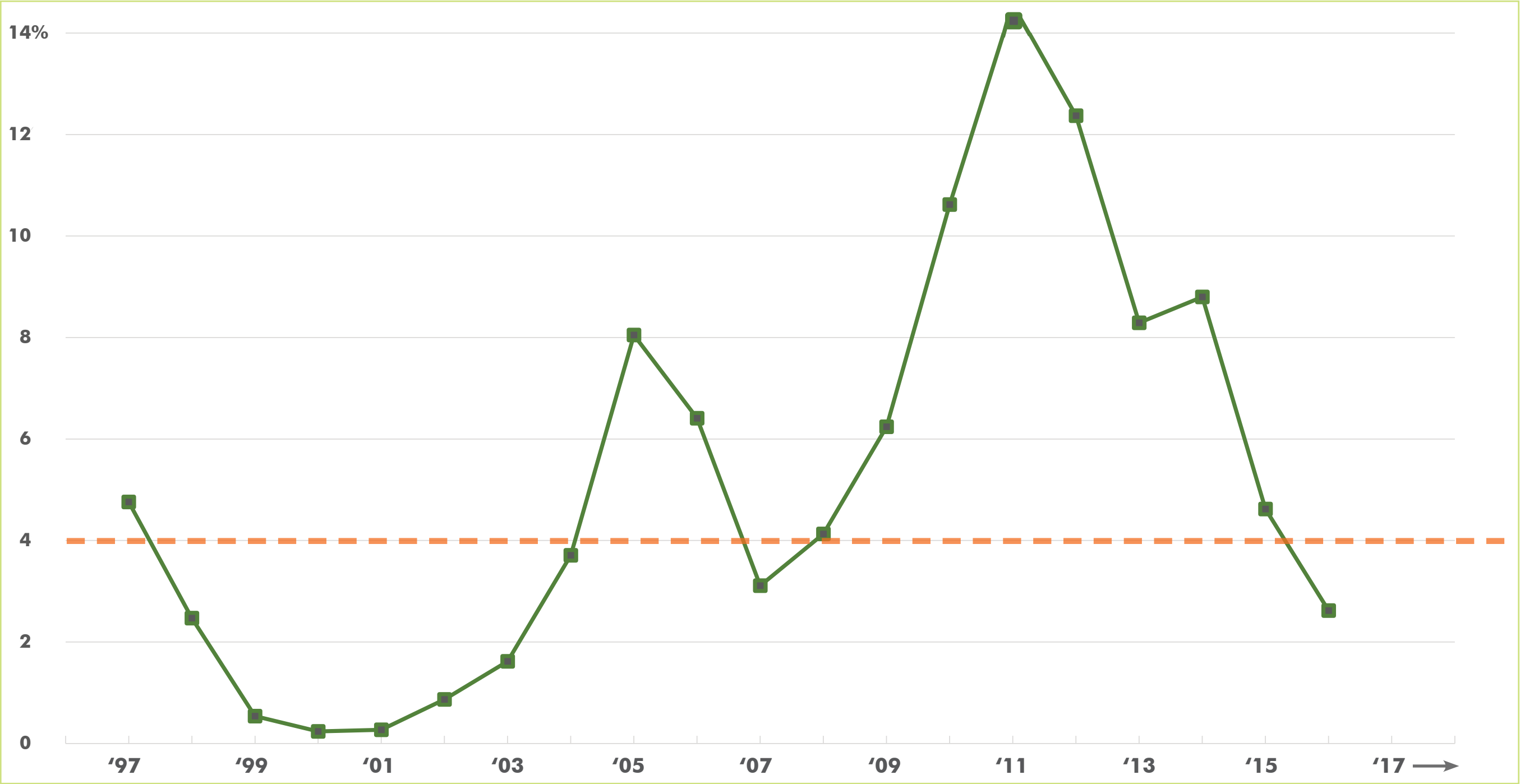
266 Commercial Street Portland

22,051± SF



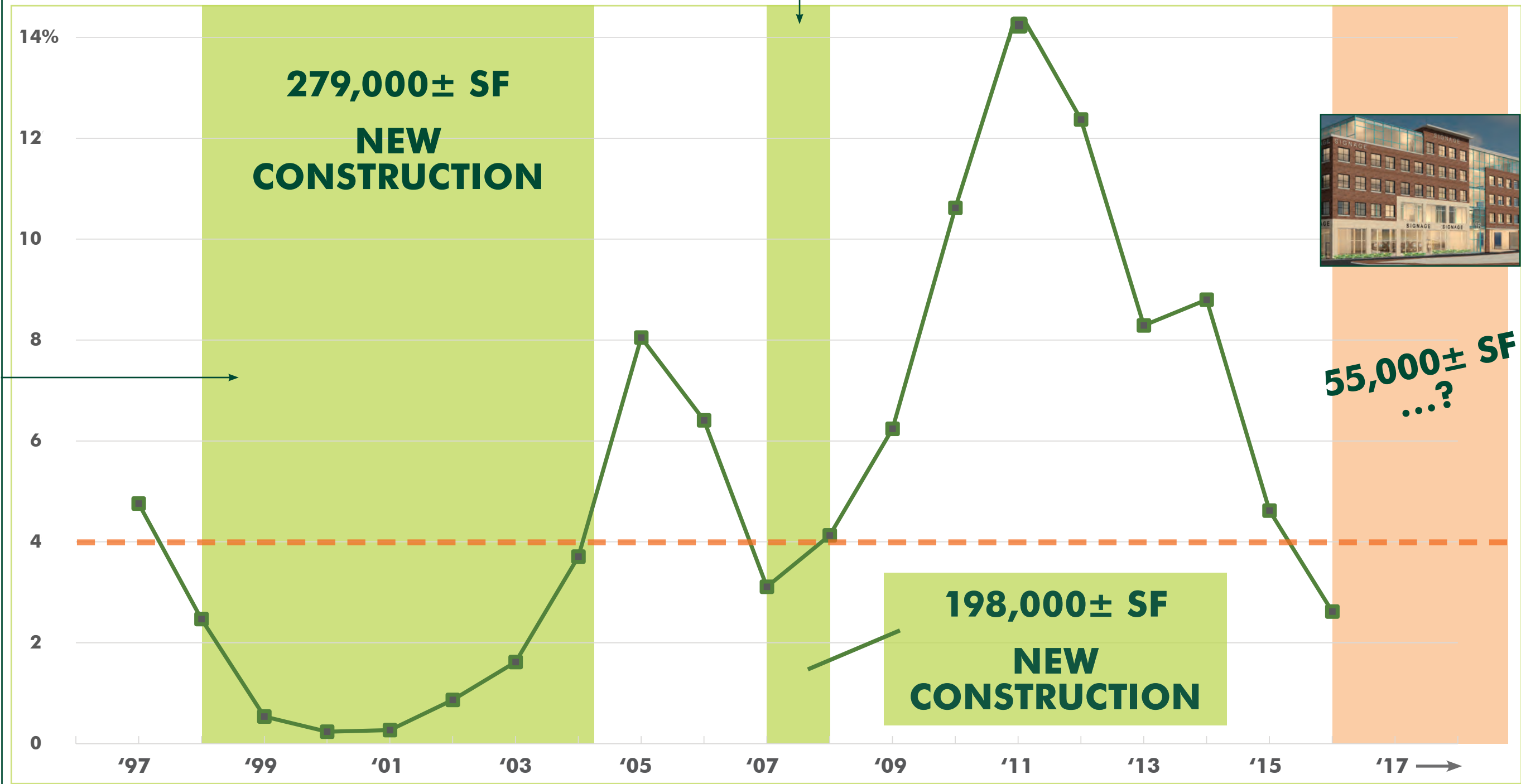
NEW CONSTRUCTION!

DOWNTOWN CLASS A VACANCY RATES



NEW CONSTRUCTION!

LOW VACANCY = NEW CONSTRUCTION



CONCLUSIONS

PREDICTIONS

For the Immediate Future

- Drop in vacancy rates continue
- Likely less absorption
- Continue to be a Landlord's market
- Asking lease rates will continue to gradually climb
- Planned projects to break ground



2017

SOUTHERN
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FORECAST

Nate Stevens
Associate Broker



Nate Stevens
Associate Broker
207.553.1702 D
207.272.2385 C
nstevens@boulos.com

One Canal Plaza
Suite 500
Portland, ME 04101
207.772.1333
www.boulos.com

Special Thanks:
Jessica Estes
Michelle Peacock