

**MEREDA'S ANNUAL FORECAST CONFERENCE**

# **CENTRAL MAINE REVIEW AND FORECAST OUTLOOK 2023**

**PREPARED BY FRANK CARR, BROKER MAINE REALTY ADVISORS**



# LEWISTON/ AUBURN







# LEWISTON/AUBURN

## 2022 SUMMARY



- Office Decreased Growth with No Rebound After COVID Freeze
- Industrial Slight Increase Benefitting from Cannabis Product Conversion to Industrial or Warehouse
- Residential Experiencing Large Increase in Average Price/Unit



# LEWISTON/AUBURN 2022 DATA & FORECAST

Type	Average Sold \$/SF	Average Leased \$/SF NNN
Office	\$33-\$68	\$7 - \$14
Retail	\$71-185	\$9 - 17
Industrial	\$34-\$68	\$4 - \$9
Multi-Family	<u>\$/Unit</u> \$92,000	<u>\$/Month</u> 2BR \$1,400 - \$1,550

## Lewiston/Auburn Forecast:

Office Movement as Companies Solidify Back to Work Policies

Residential Absorption, Flat Rent Increases

Differentiated Quality Product Commanding Margin





# LEWISTON/AUBURN: 2022 SALES

Building	Date	SF	Price	Agents
774 Center Street Auburn	03/25/2022	12,619	\$4,520,000	Christopher <u>Paszyc</u> , The Boulos Company Bill Bergeron, Fontaine Family
410 Center Street Auburn	05/09/2022	8,605	\$3,430,000	Thomas <u>Gadbois</u> , F.O. Bailey
311 Main Street Lewiston	01/27/2022	10,692	\$1,600,000	John Gendron, Gendron Commercial Brokers



# LEWISTON/AUBURN 2022 LEASES

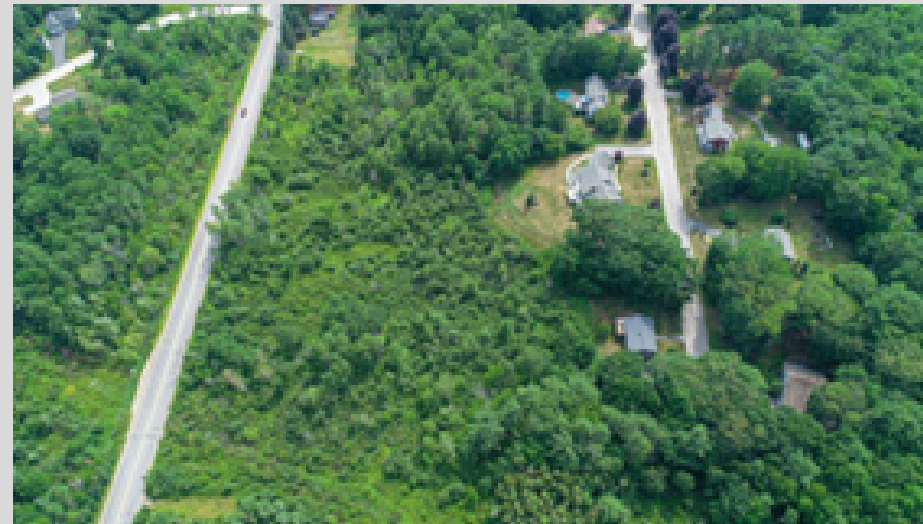
Building	Date	SF	Price	Type/Agents
416 Lewiston Junction Rd Auburn	09/01/2022	30,006	\$7.75 NNN	Retail Timothy J. Millett, Porta & Company Samuel <u>LeGeyt</u> , The Dunham Group
1830 Lisbon Street Lewiston	11/03/2022	19,640	\$5.50 NNN	Retail Kevin Fletcher, KW Commercial
777 Main Street Lewiston	01/06/2022	17,088	\$3.50 NNN	Industrial Frank Carr, Maine Realty Advisors



# LEWISTON/AUBURN 2023 OPPORTUNITIES

## Auburn

- [\$250K Dev Incentives]
- **Brickyard Commons 96 Unit Multi-Family Potential**
  - Clay Larochelle, Fontaine Family
- **Anniversary Park**
  - Christopher Paszyc, Boulos



## Lewiston

- [Quick Planning Board and TIFs Avail]
- **816 College St 23 Acres Land Development**
  - Dana Trumann KW Commercial
- **\$30M HUD Choice Neighborhoods Grant**
  - Misty Parker city of Lewiston





# AUGUSTA







# AUGUSTA

## 2022 SUMMARY



- Office Relative Decrease in Price Points
  - Recovering from COVID Freeze
  - ME State Gov Still Slow to Decide on New Space
- Industrial Sector Experiencing the Most Growth
- Residential Increased Rental Price Point



# AUGUSTA 2022 DATA & FORECAST

Type	Average Sold \$/SF	Average Leased \$/SF NNN
Office	\$62 - \$90	\$10 - \$17
Retail	\$74 - \$148	\$6 - \$14
Industrial	\$27 - \$45	\$6 - \$8
Multi-Family	<u>\$/Unit</u> \$60,852	<u>\$/Month</u> \$1,200 - \$1,500

## Augusta Forecast:

Slow Office Absorption, Flat Rent Increases  
Better Industrial Absorption with Pent Up Demand  
Residential Flat Unit Prices & Flat Rent Increases





# AUGUSTA: 2022 SALES



Building	Date	SF	Price	Agents
7 Willow Street [Retail]	04/06/2022	21,747	\$2,200,000	Charles Craig, The Dunham Group
219 Capitol St [Office]	12/16/2021	20,989	\$1,500,000	Brian Rizzo, Coldwell Banker David Choate, Colliers
24 Stone St [Office]	12/19/2022	30,991	\$1,400,000	Chris <u>Paszyc</u> & Noah Stebbins, Boulos



# AUGUSTA: 2022 LEASES



Building	Date	SF	Price	Type/Agents
83 Hospital Street	08/17/2022	11,180	\$16.00 NNN	Retail John Gendron, Gendron Commercial Brokers
150 Whitten Road	06/08/2022	13,417	\$12.00 NNN	Office Frank O'Connor, The Dunham Group
405 Water Street	03/08/2022	4,000	\$16.48 Mod Gross	Retail Dennis Wheelock Magnusson Balfour/KW Trent <u>Grothues</u> , Pollan Hausman





# AUGUSTA: 2023 OPPORTUNITIES



- **Rehab: 67 & 71 State St 17,000 SF**
  - Hoa Hoang, Hoang Realty



- **Land Development: 57 Oxford St**
  - Prime Multi-Family Location
  - Robert Baldacci, F.O. Bailey





# WATERVILLE





# WATERVILLE

## 2022 SUMMARY



- Office Relative Growth Increase Opening up After COVID Freeze
- Industrial Sales/Lease Price Points Benefited from Scarce Supply
- Multi-Family Resi Experiencing Increased Demand
  - Price/Unit Increased
  - Post “Flight to Isolation”
  - Multi-Family Sold Dataset Includes 101 “Sold” Transactions





# WATERVILLE: 2022 DATA & FORECAST

Type	Average Sold \$/SF	Average Leased \$/SF NNN
Office	\$46 - \$131	\$10 - \$14
Retail	\$50 - \$112	\$13 (1 Property)
Industrial	\$32 - \$79	None
Multi-Family	<u>\$/Unit</u> \$61,600	<u>\$/Month</u> 2BR \$1,100 - \$1,300

## Waterville Forecast:

Office Leveling of Rents as New Product is Absorbed

Industrial Continued Sales as Trafton Road Project Completes

Residential Flat Rent Increases as Inventory is Absorbed

Once online, Differentiated Quality Product Commands Margin



# WATERVILLE: 2022 SALES



Building	Date	SF	Price	Agents
953 Benton Avenue	08/26/2022	112,200	\$6,725,000	Jon Rizzo & Tony McDonald, The Boulos Company
40 Waterville Commons Drive	07/21/2022	23,942	\$2,650,000	Derek Miller & Joseph <u>Italiaander</u> , The Boulos Company
161 West River Road	01/04/2022	19,724	\$1,390,000	Steve Baumann, Compass Commercial Brokers



# WATERVILLE: 2022 LEASES



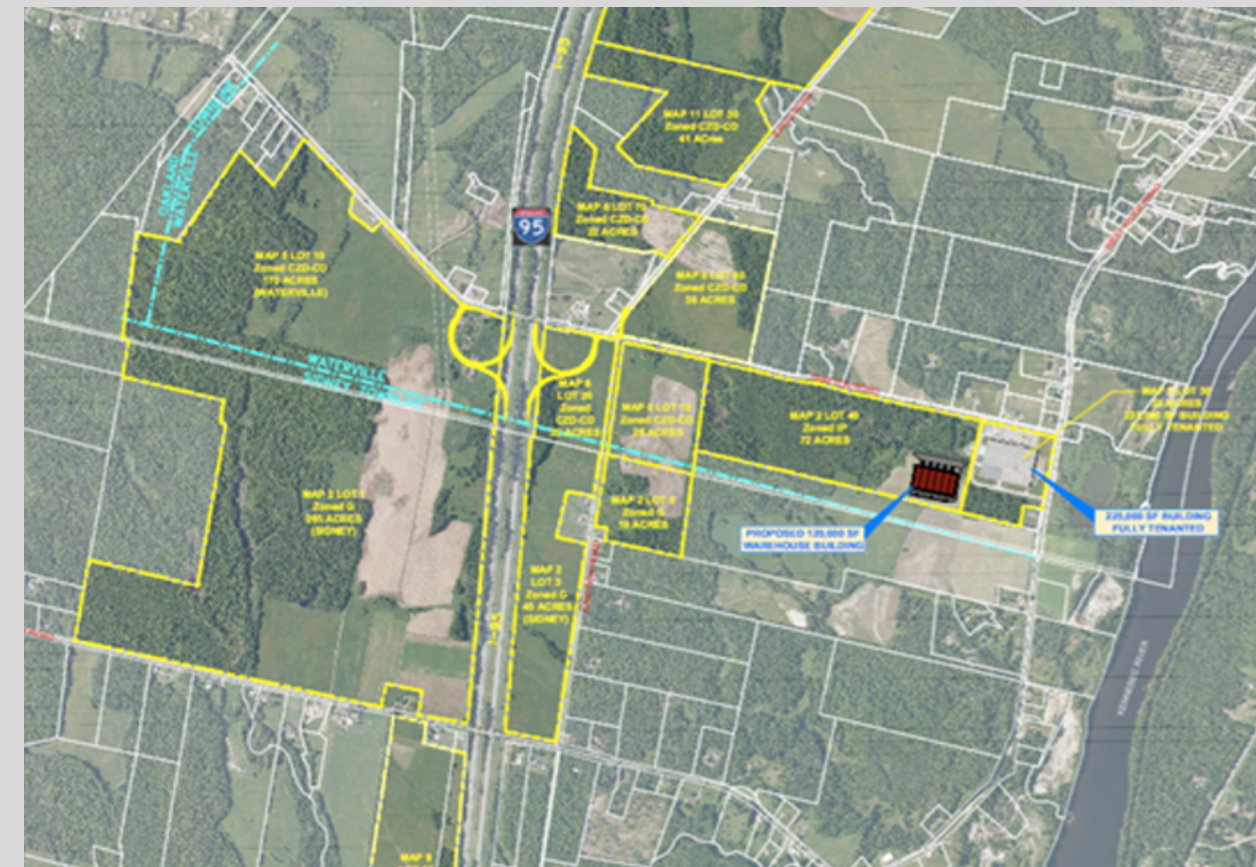
Building	Date	SF	Price	Type/Agents
25 First Park Drive	09/01/2022	6,600	\$15.00 NNN	Bruce Holmes, CENTURY 21 Venture Ltd
25 Industrial Drive	08/09/2022	8,160	\$9.78 NNN	Donald Plourde, Coldwell Banker Plourde Real Estate Kim Hawkes, OWN Real Estate
10 Washington Street	05/20/2022	3,440	\$13.75 NNN	Donald Plourde, Coldwell Banker Plourde Real Estate





# WATERVILLE: 2023 OPPORTUNITIES

- **Trafton Road I-95 Econ Dev Corridor**
  - 920 Acres of Commercial Land Development
  - Garvan Donegan, Central Maine Growth Council



- **Continued Downtown Revitalization**
  - in Conjunction with Colby College