

**Summer 2009
QUOTE FOR THE
QUARTER:**

"People underestimate their capacity for change. There is never a right time to do a difficult thing. A leader's job is to help people have vision of their potential."

-John Porter

IN THE SPOTLIGHT:



OCP Inc. Hires New Broker and Expands

O'Brien Commercial Properties welcomes Sarah J. Hunsucker to its brokerage team. Sarah graduated from Clark University with a BA in Communications. She has worked over a year as the marketing coordinator, single handedly supporting a team of four brokers, as well as assisting in property management and client relations. Previous work experience was with Resolution Law Group, NBC Universal, and other short-term assignments. Sarah is working exclusively in the Route 3/I-495 market area.

SUMMER

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**O'BRIEN COMMERCIAL
PROPERTIES**

NEW CONTACT INFO:

**5 MOUNT ROYAL AVE.
MARLBORO, MA 01752**

508-481-8200

**OCP Relocates & Expands
Headquarters:
5 Mount Royal Ave, Marlborough, MA**

Article by **SARAH HUNSUCKER- ASSOCIATE**



O'Brien Commercial Properties relocates and expands to the Mount Royal Office Park, immediately off of I-495 and Route 20 in Marlborough, MA.

Eric and Kristen O'Brien founded O'Brien Commercial Properties in 1998 at 5 Mount Royal Avenue in Marlborough, and have since then grown the business throughout the I-495 corridor, and

continue to thrive and grow at the epicenter of the 495 market.

"This new location has a great vibe about it," says Joel Aho, Senior Associate. O'Brien Commercial Properties chose this particular first class office location amongst others primarily because of its strategic location and the landlord's responsiveness to the market. OCP is excited for this new transition, and looks forward to many more years of success under their new roof.

OCP Leases 45,200 SF at I-495, Exit 23-C

Article by **BRET O'BRIEN- VICE PRESIDENT**



MARLBORO, MA- JULY 1, 2009: Despite the current economic climate, steadily increasing vacancy rates, and increasingly aggressive asking rents, O'Brien Commercial Properties (OCP) continues to lease space in the Boroughs at a brisk pace. OCP recently completed five leases totaling over 45,000 square feet at industrial and flex locations within a half mile of Exit 23C off Interstate 495 in Marlboro.

Webco Engineering, represented by Bret O'Brien, secured a new lease of 12,432 square feet at 155 Northborough Road in Southboro. Webco is relocating from their 16,000 square foot building, which O'Brien Commercial Properties sold at 45 Hopkinton Road in Westboro. Webco manufactures custom equipment for the paper industry.

Joel Aho represented New England Optical Systems in a 7,500 square foot lease at 237 Cedar Hill Street, and Bret O'Brien represented Aspen Systems in a 10,770 square foot renewal at 24 Saint Martin Drive.

Bret O'Brien and Joel Aho procured Qteros in a lease of an 8,900 square foot freestanding Building I at the Marlboro Technology Center, while in the main building at the same address, Eric O'Brien and Joel Aho represented 257 Simarano, LLC in a 5,600 square foot lease with Dotgain Systems. OCP currently has an additional 13,237 square feet of flex space available in the Marlboro Technology Center.

Please contact bret@obriencommercial.com concerning this article.

Has the New Wave of Industry and Jobs Arrived?

Article by **JOEL AHO- SENIOR ASSOCIATE**

O'Brien Commercial Properties was proud to play a role in helping Vestas Technology R&D Americas, Inc., locate and negotiate for its new R&D facility at 399 River Road in Hudson, MA. This branch of Vestas is a wholly-owned subsidiary of Vestas Wind Systems A/S, the world's largest supplier of wind turbines. The ribbon cutting ceremony was attended by Governor Deval Patrick, along with State Sen. Jamie Eldridge, State Rep. Kate Hogan, and the state secretary of energy and environment, Ian Bowles. The guest list speaks to the idea that this new R&D hub represents only the beginning of what many hope is a new wave of industry and jobs for the commonwealth. With the state mandated to receive 20 percent of its electricity from renewable sources by 2020, Vestas is well positioned to be a major player locally in the coming years.

William Henrikson, vice president and general manager of Vestas Power Systems, stated during the grand opening that, "...as the world's largest renewable energy company, Vestas is committed to the fact that wind is a strategic national resource on a par with oil and gas. And for our nation to gain energy independence, we need to develop that resource in a way that is both environmentally responsible and commercially sustainable—and that's a challenge, and no more a challenge than in offshore wind. The commonwealth needs offshore wind to meet its energy goals." Along with Governor Patrick's comments on how, "...wind power is the fastest-growing energy source in the world...[and] we are making it into one of the fastest growing in Massachusetts," it becomes very apparent why the new Hudson, MA operation is generating so much interest amongst top-level state officials.

According to a Vestas company press release, the new facility will "...develop generators, converters, and control technologies for next-generation wind turbines in cooperation with Vestas technology centers in Houston, Asia, India and Europe." The 9,040 square foot facility is built out as half office/R&D space, with floor to ceiling glass throughout much of the hallways and offices, reflecting the parent company's culture of open space. The remainder of the plant is fully air conditioned industrial space which will be used to test the generators being developed.

Please contact joel@obriencommercial.com with any questions or comments concerning this article.

**O'BRIEN COMMERCIAL:
TOP IN I-495 BUILDING SALES 2009**

Article by **ERIC O'BRIEN- PRESIDENT**

CoStar Group, touted "The World Leader in Commercial Real Estate Intelligence," tracks sales of industrial, flex, and office buildings and provides comparable sales data to its subscribers. This year to date, CoStar shows sales at a total of 50 such buildings along central I-495 from Franklin to Lowell. O'Brien Commercial Properties, Inc. also known as OCP, stands out as having more sale transactions than any other single firm. OCP, a regional firm, has positioned itself well in this "market", and continues to make a strong effort to reach every single real estate decision maker throughout its territory by extensive sales and quarterly promotional activities. As of July 31, I-495 2009 sales to date for OCP included:

- | | |
|---------------------------------------|--|
| 6 Bryan Way, Ayer | 282 Central Street, Hudson |
| 44 Central Street, Berlin | 95 Russell Street, Littleton |
| 275 Billerica Road, Chelmsford | 85 Hayes Memorial Drive, Marlboro |
| | 11 Brent Drive, Hudson |

These results average a closed sale every thirty (30) days or less, with the pace quickening for the balance of the calendar year 2009. To further secure its position as number one in sales transactions on Route 495, OCP boasts the following I-495 properties currently under agreement and on track to close by year end:

- | | |
|-------------------------------------|---------------------------------------|
| 6 Lyberty Way, Westford | 721 Waverly Street, Framingham |
| 45 Hopkinton Road, Westford | 45 Nagog Park, Acton |
| 125 Depot Street, Bellingham | 257 Simarano Drive, Marlboro |

This list is getting longer each month. Price has been an integral part of this success.

Please contact eric@obriencommercial.com concerning this article.



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LOWELL- BUILDING FOR SALE

48,475 SF BUILDING FOR SALE

MEDWAY- BUILDING FOR SALE/LEASE

30,900 SF BUILDING FOR SALE/LEASE

HUDSON- INDUSTRIAL CONDOS FOR SALE

2,000- 4,000 SF CONDOS FOR SALE

DEVENS- FOR SALE/LEASE

14,199 SF BUILDING FOR SALE/LEASE

NORTHBOROUGH- FOR SALE/LEASE

22,500 SF BUILDING FOR SALE/LEASE

MEDWAY- FOR SALE

10,000 SF BUILDING FOR SALE

BILLERICA- FOR SALE/LEASE

6,000 SF BUILDING FOR SALE/LEASE

HOPKINTON- FOR LEASE

12,200 SF FLEX SPACE FOR LEASE

FRANKLIN- FOR SALE/LEASE

3,200-6,400 SF BUSINESS CONDOS

CHELMSFORD- FOR LEASE

13,600- 18,700 SF FLEX SPACE FOR LEASE

HUDSON - FOR SALE/LEASE

20,000- 81,000 SF OFFICE/WAREHOUSE

RECENT TRANSACTIONS - OCP INC.

11 BRENT DRIVE, HUDSON

33,000 SF SOLD

6 BRYAN WAY, AYER

6,000 SF SPACE SOLD

95 RUSSELL STREET, LITTLETON

3,300 SF BUILDING SOLD

150 CORDAVILLE ROAD, MARLBORO

12,800 SF FLEX LEASED

19 BONAZZOLI AVE, HUDSON

9,000 SF ASSEMBLY SPACE

HOPKINTON TECHNOLOGY PARK

17,000 SF FLEX SPACE LEASED

BOXBOROUGH BUSINESS PARK

5,000 SF INDUSTRIAL SPACE

ACTON TECHNOLOGY PARK

49,800 SF FLEX SPACE LEASED

6 LYBERTY WAY, WESTFORD

35,000 SF FLEX BUILDING

125 DEPOT STREET, BELLINGHAM

87,000 SF INDUSTRIAL BUILDING

45 NAGOG PARK, ACTON

51,000 SF FLEX BUILDING

45 HOPKINTON ROAD, WESTBOROUGH

15,600 SF INDUSTRIAL BUILDING