

**QUOTE FOR THE QUARTER:** Trust in the Lord with all your heart and lean not on your own understanding; in all your ways submit to him, and he will make your paths straight. Proverbs 3:5-6 NIV

## A REAL ESTATE DEVELOPER AND PIONEER ONROUTE 495 IN THE 70'S

In the early 1970's my late father, T. Barry O'Brien (Barry), born in Salem Massachusetts in 1934, pioneered industrial real estate brokerage on the Route 495 corridor. He sold land up and down the newly constructed highway before there were any buildings to sell. He carved out his own niche and created great wealth putting up industrial buildings for \$5-10 per square foot and then enjoying the benefits of rampant inflation during the first oil crisis as the building values and rents quickly multiplied. Along the new highway some good industrial land was selling for \$1,000 per acre and the sellers were often farmers finally cashing out. It was hard to believe even for even me that this new highway with absolutely no cars on it in either direction as far as the eye could see would ever amount to anything more



than a big mistake. Barry believed in it and soon starting building speculative multi-tenant industrial buildings for lease. He built the very 1st two of this type at 72 Cedar Hill Street Marlboro and 413 River Road in Hudson. He soon acquired a larger tract and he constructed and leased, one building at a time and called it the Hopkinton Industrial Park. Barry acquired and developed properties for industrial use in small business hubs like Ayer, Acton, Fitchburg and Milford, as the 495 corridor began to mature in the 1980s. He successfully speculated in real estate for thirty years and could always boast that he never had a single default. This sort of integrity was rare in a tough business where lawsuits and unfair dealings were commonplace. Barry passed away at the age of 73 having lived completely. He left a legacy for us and serves as an example for many of us in the business today. I am sure that the late Barry would agree, that 2013 is a good time to buy value add real estate at a discount off replacement values, and add value by leasing space. The frontier has been settled and this is how OUR generation will create wealth with commercial real estate in the 21st century.



Eric O'Brien, President, [eric@obriencommercial.com](mailto:eric@obriencommercial.com)

## TO STRESS OR NOT TO STRESS, THAT IS THE QUESTION

One of the first steps in managing the stress of the "daily grind" in our fast paced culture today is recognizing and admitting that this stress is in your life by your own choosing and permission. Stress is rooted in your mind. Yes, it can be a response to somebody or something external to you and outside your control, but you always have the final say on how you respond. Think about the stress in your life. Every example will be tied to something YOU deem worthy of worry. In some instances, you are giving too much importance to a particular person or thing. Others are truly important and worthy of attention, thought and ACTION – but never worthy of worry. Here are some quick, yet important ideas related to stress management: you are not in control of the universe and were never intended to be – so stop trying to control or anticipate that which is uncontrollable or unpredictable. Your life will never be perfect according to your definition of perfect. Even if you could control the universe, you would not know what outcome in every big and small instance would result in the perfect final outcome for your life anyway. Yesterday is gone and tomorrow is not promised, so enjoy the present. Focus on serving others instead of worrying about yourself and what you want or deserve all the time. Value your health and relationships more than money. Love people and use "stuff" instead of loving "stuff" and using people. "All" is never lost for a person of true faith in Jesus because there is something beyond this life. You cannot focus on two things at the same time – therefore, instead of trying not to worry, make a practice of focusing on the positive things in your life in order to push out the negative things that make you anxious or stressed. Finally, be a person of balance: Work, rest and play every day.



Joel Aho, Vice President, [joel@obriencommercial.com](mailto:joel@obriencommercial.com)

## OCP WELCOMES DIRECTOR OF ACCOUNTING



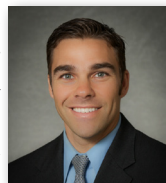
### ANGELA WHITNEY

Angela brings over 15 years of accounting experience. Angela graduated with honors from Northeastern University with her MS in Communications and plans on attending Bentley University this fall for her MS in accounting. Angela brings extensive experience in accounting, sales and communications to O'Brien Commercial Properties.

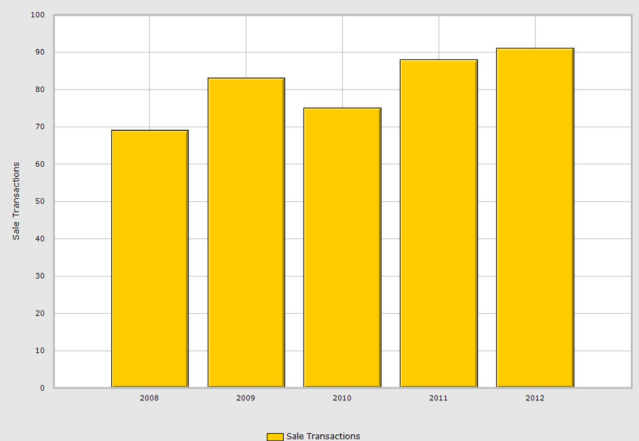
## A MARKET SNAPSHOT OFFICE, FLEX, INDUSTRIAL SALES IN THE 495 SUBMARKET

According to Costar, property sales along the 495 submarket, which includes 26 towns that border 495, continue to stay steady with 91 sales in 2012. Although there are not major increases in sales each year (see attached graph) there have been 3 consecutive years of increased sales as we inch closer to the 97 sales of 2007, which was just prior to the market downturn in 2008. Taking a closer look at the property sales shows that office buildings are leading the way

in sales with 46% of the market, continuing the same trend 3 out of the last 4 years. With 26 sales in the first quarter of 2013 it appears we may reach and easily surpass 2007 number and maybe come close to the sales of 2006. O'Brien Commercial Properties continues to lead the way in property sales along this 495 submarket, representing both buyers and sellers in these transactions. For more data information please contact Paul.




Paul Mulroy, Vice President, [paul@obriencommercial.com](mailto:paul@obriencommercial.com)



Providing Commercial & Industrial Real Estate Solutions in Eastern Massachusetts since 1998


**FEATURED NEW EXCLUSIVE LISTINGS 508.481.8200**

**141 Parker St., Maynard**  
  
 20,000 Sq. Ft For Lease

**59 Apsley St., Hudson**  
  
 28,074 Sq. Ft For Sale/Lease

**525 Main St., Acton**  
  
 12,000 Sq. Ft For Sale/Lease

**237 Cedar Hill St., Marlborough**  
  
 29,444 Sq. Ft For Sale/Lease

**19 Brent Dr., Hudson**  
  
 58,000 Sq. Ft on 19 Acres Sale/Lease

**166 Middlesex St., Chelmsford**  
  
 5,000 Sq. Ft Warehouse For Lease


**100 Park St., Ayer**  
  
 4,866 Sq. Ft For Sale \$228,000

**9 Granite Rd., Acton**  
  
 45,000 Sq. Ft Tennis Club For Lease

**503 River Rd., Hudson**  
  
 13,696 Sq. Ft For Sale/Lease

**321 Central St., Hudson**  
  
 46,000 Sq. Ft For Sale/Lease

**280 Ayer Rd., Harvard**  
  
 1,250 Sq. Ft For Lease

**196 Main St., Hudson**  
  
 32,000 Sq. Ft Building +Gym For Sale


**FEATURED OCP SALES & LEASING ACTIVITY**


**491 Dutton St., Lowell**  
  
 25,000 Sq. Ft


**78 Cherry St., Hudson**  
  
 16,000 Sq. Ft Building


**35 Scales Lane, Townsend**  
  
 39,000 Sq. Ft Building on 10 Acres

**801 Main St., Concord**  
  
 Office Condominiums

**141 Middlesex St., Tyngsboro**  
  
 1,500 Sq. Ft. - Unit 10

**56 Newhall St., Lowell**  
  
 95,000 Sq. Ft Bulding

**410 Waverly St., Framingham**  
  
 30,000 Sq. Ft Building \$1,325,000

**141 Parker St., Maynard**  
  
 30,000 Sq. Ft Building \$1,376,000

**257 Simarano Dr., Marlborough**  
  
 28,700 Sq. Ft Combined

**57 Brigham St., Westborough**  
  
 50,000 Sq. Ft Warehouse

**2-8 Craig Rd., Acton**  
  
 45,000 Sq. Ft Renewal

**67 Buena Vista St., Devens**  
  
 14,500 Sq. Ft Flex Building