

Q4

2018 REAL ESTATE REPORT

The Stubblebine Company Fourth Quarter Transactions

“Where there is no risk there can be no pride of achievement.”

-Ray Kroc

“John D. Rockefeller often hired people based on general ability not on specific skills.””

-Ron Chernow

“There are 30 million companies in America. 96% of them gross less than \$1 million per year.”

-Patrick Ben David

“He who is not courageous enough to take risks will accomplish nothing in life.”

-Muhammed Ali

“For a dream comes through much activity ... and a fool’s voice is known by his many words.”

-Ecclesiastes 5:3

Did You Know?

Sam Zell, a leading mind in the CRE Industry, is a billionaire businessman who has one of the world’s largest real estate portfolios:

- His networth is \$5.4 billion.
- Zell is credited with one of our nations largest real estate deals. The sale of the REIT Equity Office in 2007 for 39 billion dollars
- He started Equity Group Investments (EGI) in 1969 a multibillion dollar company which invests in energy, transportation, manufacturing, communications, and healthcare.
- His nickname, The Grave Dancer, originated from Zell’s claim that he reviving ‘corpses’ left by the last real estate crash.
- One of the five companies he chairs is the largest apartment REIT in the United States.

(Source: forbes.website)

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The Stubblebine Company is a Commercial Real Estate Firm seeking win/win real estate brokerage opportunities in the New England region.

Cambridge Quad
11.9 Acres Sold for \$79M



Seller: Cambridge Quad
Buyer: Cabot, Cabot, & Forbes

9-11 Mear Road, Holbrook,
142,000 s.f. Sold for \$5.05M



Seller: Robelle
Buyer: 9-11 Mear Road LLC

60 Solferino Drive, Worcester
90,000 s.f. Leased



Landlord: 60 Solferino LLC
Tenants: Walker Megnetics

255 Andover Street, Wimington
82,193 s.f. Leased



Landlord: Andover Street LLC
Tenant: New England Tea & Coffee

Young Guns

A wave of young, talented brokers are making their mark at the Stubblebine Company. Over the last quarter, David Skinner, Chris Michniewicz, Aaron Racette, and Job Clayburn (appearing in order from left to right) have succeeded across the board. The brokers’ vigilance and aggressivness, and dynamism have produced positive results. The Stubblebine Company advances with strength into the New Year with these young tenacious brokers. These individuals clearly have a bright future as Comercial Real Estate Brokers in the Boston Market Place.



DECISIVE OR DESPONDENT, A MARKET OF MOVERS by Aaron Racette, Associate



CORFAC INTERNATIONAL

Stubblebine Team

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For a complimentary market analysis of your property or to discuss your company's real estate requirements, please contact one of our real estate consultants:

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A decisive mind is one that is well versed in the many challenges that taunt a business in today's world. The movers realize there is constant competition and they don't hesitate to step forward. The market has been growing since June 2009; 9.5 years of a steady growth market. The decisive business owner has and will continue to enjoy this trend. The hesitant and overly cautious business owner, however, has been oftentimes left despondent. Despondent because the market is no respecter of persons, or in this case businesses. If you aren't ready to grow with the market then the market will grow without you. Soon enough the costs to buy, lease and trade will leave you hoping for a recession; a recession that isn't coming in 2019.

The only answer then is to be ready to move. Move up, move forward and move fast. With growth expected to continue through 2019, there's no place for pessimism. Besides, who wants to bet against the economy? Far better to be the optimist ready to accept the market's trends. In the Boston area, nine buildings totaling nearly 900,000 square feet of additional industrial space were completed in the fourth quarter alone. Even still vacancy is only at 5.3%. Space is harder and harder to secure. Only those ready to accept today's market rates and sale price will enjoy the market's continued growth experience. It's time to put your money where your market is. Now, in 2019, it's your move. Will you be decisive or will you end up despondent?

ECONOMIC SNAPSHOT

Unemployment was as low as 3.7% during the fourth quarter 2018 and never higher than 3.9%. A good sign despite the partial government shutdown, which has carried well into 2019, and the volatility of the stock market. Which overall saw double digit dips to the Dow Jones Industrial Average, S & P 500 and the Nasdaq. Kiplinger expects a 2.3% inflation rate for 2019 as opposed to a lower 1.9% seen in 2018. That being said overall GSP growth in 2018 was 2.9% and 2019 figures to maintain a similar growth trend.

(Sources: U.S. Bureau of Labor Statics; Kiplinger; T. Rowe Price Group)

Featured Listings for Lease

The Stubblebine Company currently has over 65 Exclusive listings for sale or lease. For a complimentary market analysis of your property or to discuss your company's real estate requirements, please contact one of our real estate consultants.

FOR LEASE:	43 Nagog Park, Acton
Total Size:	23,502 s.f.
Available Space:	23,502 s.f.
Land:	120 acres
Building Type:	Office Space
Other:	Close proximity to I-495, Route 27, & Route 2/2A
Status:	For Lease
FOR LEASE:	99 Washington St. Foxboro
Total Size:	69,000 s.f.
Available space:	69,000 s.f.
Land:	5 acres
Building type:	Industrial / Retail
Ceiling Height:	21' - 28' Clear
Other:	32,000 ADT (Average Daily Traffic)
Status:	For Lease

