



THE BOULOS
COMPANY

2025

MAINE MARKET OUTLOOK





Managing Partner's Message

As we turned the calendar to 2025, our country experienced some significant events: a new presidential administration, continued global unrest, and climate related natural disasters dominated the news. On the brighter side, unemployment continues to be historically low, inflation seems as though it just may be tamed, and commercial real estate is showing signs of recovery after experiencing several Covid and monetary policy shocks.

However, uncertainty abounds. It's harder than ever to predict the future economically or politically. That's why it's important to have someone who understands market fundamentals and spots trends early on your side. At The Boulos Company, we're investing in world-class technology and strengthening our capabilities to support owners and occupiers of commercial real estate. We recently welcomed a new VP of Operations, Andy Gerry to the team. He hit the ground running and we've been delighted to get to know him. We'd also like to say a big 'thank you' and farewell to Jessica Estes, who was with us for 21 years starting as a temp and holding every position at the company, the last two years as our fearless President. It's easy to say the company would not be what it is today without Jessica's hard work, ingenuity, commitment, and dedication to The Boulos Company.

We are also celebrating 50 years of supporting commercial real estate owners in Maine and New Hampshire! The Boulos Company has been blessed to attract some of the state's most talented real estate professionals, many of whom have written important articles in the pages that follow.

On a more somber note, we lost a long-time client, friend of the firm and former co-worker in 2024. Joe Wojick was a joy to have in our lives and we'll miss him.

Sincerely,

Nate Stevens
Managing Partner, Designated Broker

Table of Contents

Office Market Outlook	2
2024 Vacancy Rate Summary	6
Downtown Portland Class A Space and Asking Rates	8
Fifty Years of The Boulos Company	10
Industrial Market Outlook	16
Capital Markets Outlook	18
Retail Market Outlook	20
Maine Brokerage Team	22
About Us, Notes, and Credits	24

Portland, ME
One Portland Square, Suite 400
Portland, ME 04101
+1 207 772 1333

Portsmouth, NH
1 New Hampshire Ave, Suite 207
Portsmouth, NH 03801
+1 603 427 1333

Manchester, NH
650 Elm St Suite 102
Manchester, NH 03101
+1 603 333 1333

© 2025, The Boulos Company. All rights reserved. No portion of this document may be reproduced or transmitted without written permission from The Boulos Company.

www.boulos.com
mainemarketoutlook.com



Office Market Outlook

NATE STEVENS | MANAGING PARTNER, DESIGNATED BROKER

The Greater Portland office market began 2025 with an increase in vacancy rates compared to the previous year. Direct vacancy rates across the entire market rose from 7% to 8.15%, which is the highest since 2013. Over the past several years, it became evident that the effects of the pandemic would persist longer than initially expected. This is due to pre-2020 leases of seven to ten years expiring and companies continuing to adjust their real estate needs as they rolled. While this trend was anticipated, a few unexpected movements in the marketplace drove the vacancy rate higher than anticipated. Direct vacancy rates had been trending downward over the last 3-4 years, however sublease vacancy rates were simultaneously increasing at a rapid pace, offsetting any positive trends in direct vacancies.

On an encouraging note, the 2024 office market saw a decline in sublease vacancy rates for the first time since the pandemic. The initial post-pandemic surge in sublease space was driven by companies shedding space mid-lease, so this reversal signals a positive shift for the local market's future. However, despite the drop in sublease space, the total vacancy rate

increased, representing no positive net absorption in the overall office market. As in previous years, different submarkets experienced varying outcomes, with larger vacancies in certain areas sustaining higher overall rates.

The strongest submarket over the past year was downtown Portland, where both Class A and Class B properties experienced positive absorption and decreases in both direct and sublease vacancy rates. Notably, the reduction in Class B rates was entirely due to leasing activity and absorption, rather than conversions of office buildings to alternative uses such as residential or hospitality. This demonstrates a growing demand for office space in this submarket throughout 2024 and limited significant new office availabilities entering the market. These factors represent positive data points for the downtown Portland market in 2025. Unlike suburban markets, downtown Portland did not face substantial unoccupied spaces to backfill over the past year.

In contrast, suburban areas saw little change from a macro perspective over the last 12 months, with

CONTINUED >

Significant Sale Transactions

ADDRESS	CITY	SALE PRICE	SIZE (SF)	SALE PRICE/SF
320 Cumberland Avenue	Portland	\$20,000,000	53,655±	\$372.75
465 Congress Street	Portland	\$9,300,000	84,180±	\$110.48
40 Park Rd, Westbrook	Westbrook	\$3,450,000	30,385±	\$113.54
550 Forest Avenue	Portland	\$2,900,000	26,271±	\$110.39
612 Brighton Avenue	Portland	\$1,820,000	7,404±	\$245.81
2320 Congress Street	Portland	\$1,800,000	7,920±	\$227.27
19 Arbor Street	Portland	\$1,700,000	6,960±	\$244.25
253 US Route One	Scarborough	\$1,590,000	5,796±	\$274.33
16 Northbrook Drive	Falmouth	\$1,395,000	7,647±	\$182.42

Significant Lease Transactions

ADDRESS	CITY	TENANT COMPANY	SIZE (SF)	TYPE
254 Commercial Street	Portland	Pierce Atwood, LLP	58,641±	Renewal
2 Portland Square	Portland	Diversified Communications	36,892±	New Lease
300 Southborough Drive	South Portland	MaineHealth	29,128±	New Lease
1 Monument Square	Portland	Bank of America	25,340±	Renewal
2211 Congress Street	Portland	TD Bank	24,934±	New Lease
12 Mountfort Street	Portland	OnPoint Health Data	23,227±	Sublease
2385 Congress Street	Portland	Maine Needs	16,637±	New Lease
100 Middle Street	Portland	Medical Mutual Insurance Company of Maine	16,624±	New Lease
3 Business Parkway	Brunswick	Guardian Pharmacy	13,922±	Renewal
600 Southborough Drive	South Portland	Vanasse Hangen Brustlin Inc	13,397±	Renewal
600 Sable Oaks Drive	South Portland	Consolidated Communications	13,262±	New Lease
30 Donald B. Dean Drive	South Portland	Hub International New England, LLC	11,695±	New Lease
710 Main Street	Lewiston	Androscoggin Home Health Services Inc.	10,471±	New Lease

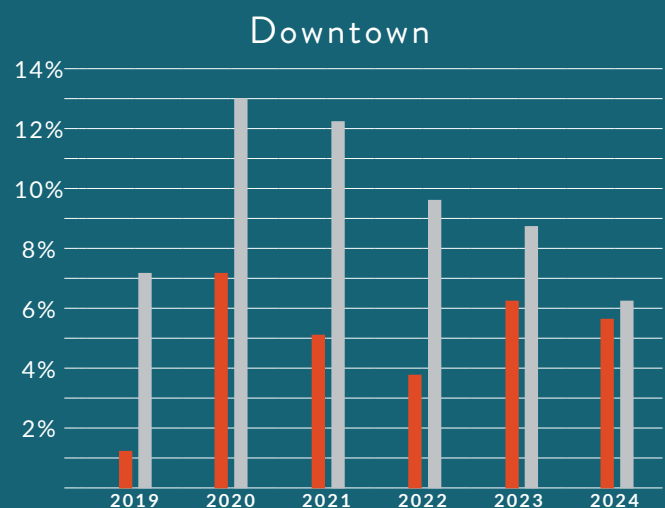
 BROKERED BY THE BOULOS COMPANY

challenges persisting due to significant vacancies and limited demand for large suburban office space. As in previous years, a small number of properties in certain submarkets accounted for the majority of the empty space. For example, the Maine Mall area submarket had new vacancies hit the market with little activity on the demand side to help soften the blow, and a notable downsizing by one company left a large building in Falmouth unoccupied. While smaller buildings have experienced increased demand and a decline in vacancy rates, these positive trends have been overshadowed by larger companies vacating their spaces over the past few years. Unless demand for spaces over 30,000 square feet rises significantly in 2025, suburban markets are likely to continue facing higher vacancy rates. On a positive note, the medical office market remains robust, with a low vacancy rate of just 1.77%. While there are slightly more opportunities in this sector than in recent years,

it remains a tight market, as evidenced by strong activity and several sizeable leases at the soon-to-be-completed Rock Row medical campus in Westbrook.

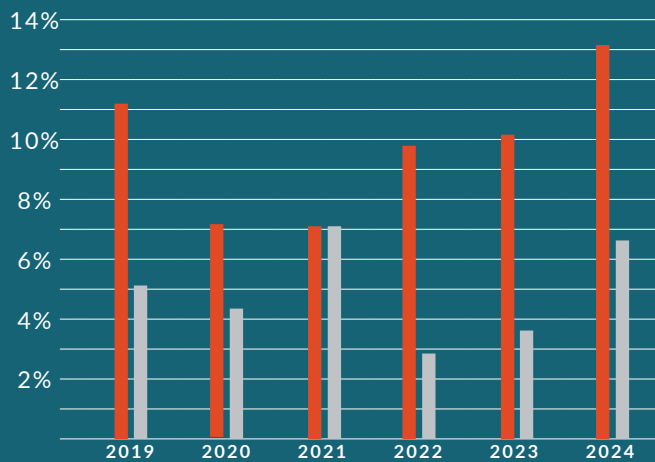
Looking ahead, large vacancies will likely continue to be slow to lease, preventing dramatic reductions in overall vacancy rates. However, the positive trend of decreasing sublease space is expected to support the market throughout 2025 which could lead to more stability across markets. Additionally, demand for office space appears to be at a five-year high as companies refine their understanding of employee workflows, hybrid work schedules, and future space requirements.

Vacancy Rates

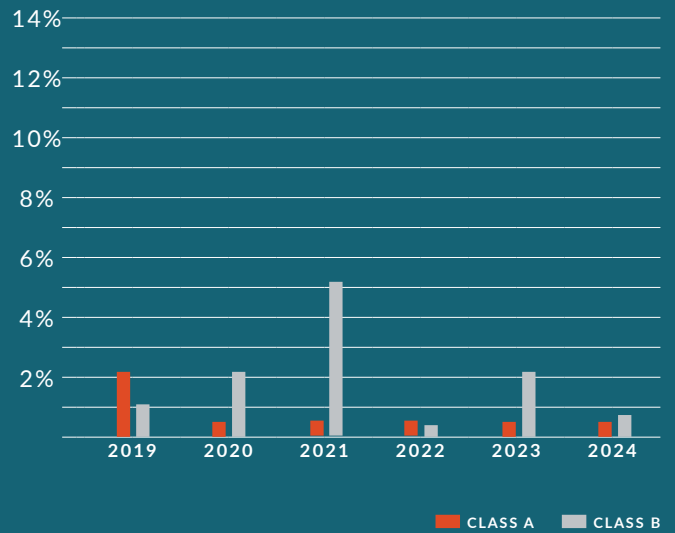




Suburban

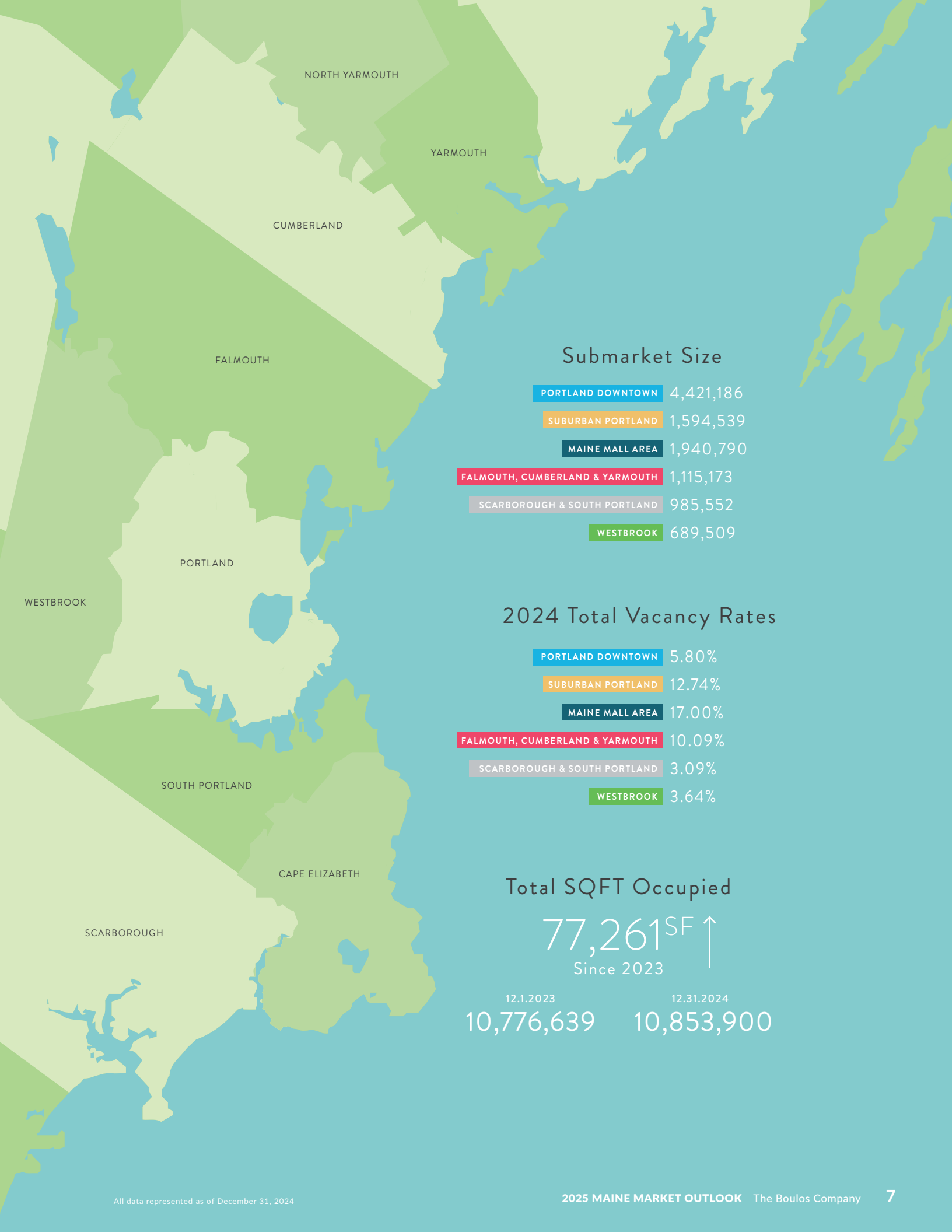


Medical



2024 Vacancy Rate Summary

	CLASSIFICATION	TOTAL RENTABLE 2024	AVAILABLE SF 2023	VACANCY RATE 2023	AVAILABLE SF 2024	VACANCY RATE 2024	SUBLEASE 2024
DOWNTOWN PORTLAND	CLASS A	2,226,798	141,556	6.25%	125,009	5.61%	69,429
	CLASS B	2,194,388	177,786	8.85%	131,578	6.00%	76,761
	SUBTOTAL	4,421,186	319,342	7.48%	256,587	5.80%	146,190
SUBURBAN PORTLAND	CLASS A	988,021	117,756	11.92%	83,042	8.40%	18,250
	CLASS B	606,518	27,262	4.30%	103,628	17.09%	3,225
	SUBTOTAL	1,594,539	145,018	8.94%	186,670	12.74%	21,475
FALMOUTH, CUMBERLAND, YARMOUTH	CLASS A	877,134	4,237	0.50%	160,618	18.31%	N/A
	CLASS B	238,039	5,018	2.11%	4,450	1.87%	N/A
	SUBTOTAL	1,115,173	9,255	0.85%	165,068	10.09%	N/A
WESTBROOK	CLASS A	544,923	N/A	0.00%	N/A	0.00%	N/A
	CLASS B	144,586	N/A	0.00%	5,258	3.64%	N/A
	SUBTOTAL	689,509	N/A	0.00%	5,258	3.64%	N/A
MAINE MALL AREA	CLASS A	1,627,500	310,196	19.04%	329,994	20.28%	168,303
	CLASS B	313,290	24,724	7.89%	0	0.00%	N/A
	SUBTOTAL	1,940,790	334,920	17.24%	329,994	17.00%	168,303
SCARBOROUGH, SOUTH PORTLAND	CLASS A	440,056	13,417	3.07%	17,283	3.93%	N/A
	CLASS B	545,496	11,294	2.04%	12,343	2.26%	N/A
	SUBTOTAL	985,552	24,711	2.50%	29,626	3.09%	N/A
ALL SUBURBAN MARKETS	CLASS A SUBURBAN TOTAL	4,477,634	445,606	10.02%	590,937	13.20%	186,553
	CLASS B SUBURBAN TOTAL	1,847,929	68,298	3.63%	125,679	6.80%	3,225
	SUBTOTAL	6,325,563	513,904	8.12%	716,616	11.33%	189,778
MEDICAL	CLASS A	1,178,094	3,099	0.26%	17,071	1.45%	N/A
	CLASS B	257,268	5,973	2.32%	1,969	0.77%	N/A
	SUBTOTAL	1,435,362	9,072	0.64%	19,040	1.33%	N/A
Class A Downtown, Suburban & Medical		7,882,526	590,261	7.49%	733,017	9.30%	255,982
Class B Downtown, Suburban & Medical		4,299,585	252,057	6.08%	259,226	6.03%	79,986
Total Office Space and Vacancy - Direct Lease		12,182,111	842,318	7.00%	992,243	8.15%	335,968
SUBLEASE SPACE			409,878	2.76%	335,968	2.76%	
TOTALS			1,252,196	10.42%	1,328,211	10.90%	



Submarket Size

PORTLAND DOWNTOWN	4,421,186
SUBURBAN PORTLAND	1,594,539
MAINE MALL AREA	1,940,790
FALMOUTH, CUMBERLAND & YARMOUTH	1,115,173
SCARBOROUGH & SOUTH PORTLAND	985,552
WESTBROOK	689,509

2024 Total Vacancy Rates

PORTLAND DOWNTOWN	5.80%
SUBURBAN PORTLAND	12.74%
MAINE MALL AREA	17.00%
FALMOUTH, CUMBERLAND & YARMOUTH	10.09%
SCARBOROUGH & SOUTH PORTLAND	3.09%
WESTBROOK	3.64%

Total SQFT Occupied

77,261^{SF} ↑
Since 2023

12.1.2023	12.31.2024
10,776,639	10,853,900



Back Cove

295

Munjoy Hill

West Bayside

Franklin Street

Marginal Way

Congress Street

Old Port

Commercial Street

High Street

Downtown Portland Class A Space & Asking Rates

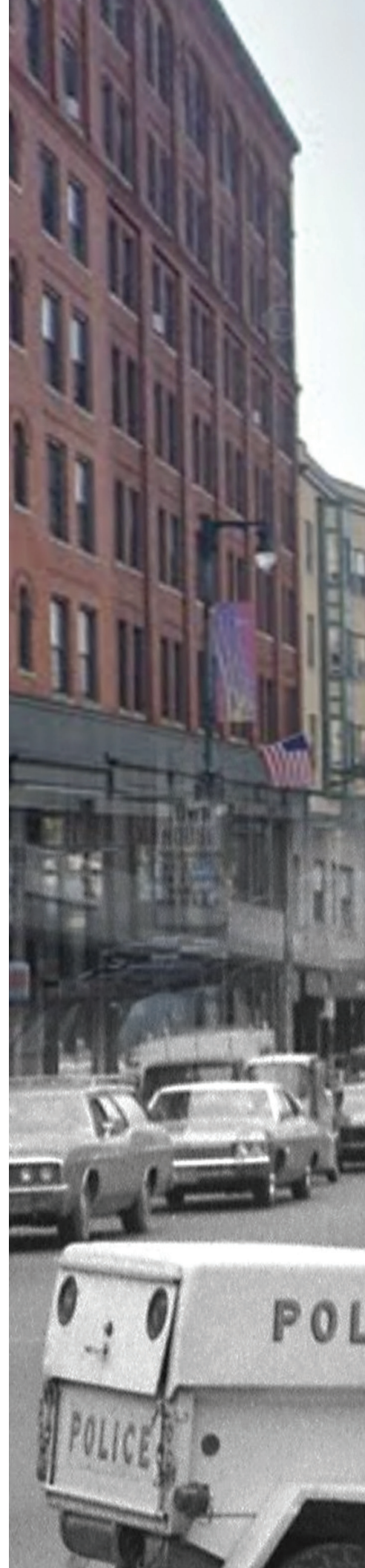
	PROPERTIES	BUILDING SQ FT	AVAILABLE SQ FT	PRICE/ SF MG.	OCCUPANCY	SUBLEASE	FLOORS	BUILT
1	ONE CANAL PLAZA	116,424	N/A	N/A	100%	42,475	10	1970
2	TWO CANAL PLAZA	44,273	N/A	N/A	100%	N/A	4	1972
3	THREE CANAL PLAZA	64,495	900	\$25.00	98.6%	15,502	6	1980
4	ONE CITY CENTER	202,754	30,620	\$24.50	85.9%	N/A	13	1984
5	TWO CITY CENTER	26,753	N/A	N/A	100%	N/A	5	1985
6	68 COMMERCIAL STREET	18,691	3,000	\$36.00	83.95%	N/A	3	2000
7	145 COMMERCIAL STREET / 1 MARKET STREET	30,400	13,000	\$31.00	57.07%	N/A	3	2000
8	254 COMMERCIAL STREET	95,000	1,575	\$25.50	98.34%	N/A	5	1900
9	7 CUSTOM HOUSE STREET	49,600	N/A	N/A	100%	N/A	5	2000
10	100 FORE STREET	80,000	N/A	N/A	100%	N/A	5	2020
11	280 FORE STREET	69,481	N/A	N/A	100%	N/A	5	2004
12	1 HANCOCK STREET	97,528	N/A	N/A	100%	N/A	4	2018
13	54 MARGINAL WAY	50,989	N/A	N/A	100%	N/A	5	2002
14	63 MARGINAL WAY	34,000	N/A	N/A	100%	N/A	4	2007
15	84 MARGINAL WAY	102,804	N/A	N/A	100%	N/A	10	2008
16	16 MIDDLE STREET	42,152	N/A	N/A	100%	N/A	5	2017
17	100 MIDDLE - EAST TOWER	106,149	19,033	\$26.00	82.07%	N/A	7	1986
18	100 MIDDLE - WEST TOWER	99,600	2,814	\$26.00	97.17%	N/A	7	1986
19	130 MIDDLE STREET	32,000	N/A	N/A	100%	N/A	4	1981
20	12 MOUNTFORT STREET	129,866	N/A	N/A	100%	6,973	6	2022
21	ONE MONUMENT SQUARE	114,400	22,435	\$23.00	80.39%	N/A	10	1973
22	TWO MONUMENT SQUARE	119,442	6,326	\$24.50	94.7%	N/A	9	1980
23	25 PEARL STREET	32,000	N/A	N/A	100%	9,479	3	1989
24	27 PEARL STREET	46,767	10,020	\$29.50	78.57%	N/A	4	1971
25	ONE PORTLAND SQUARE	186,230	10,463	\$29.50	94.38%	N/A	10	1987
26	TWO PORTLAND SQUARE	145,000	4,823	\$29.50	96.67%	N/A	7	1990
27	110 THAMES STREET	90,000	N/A	N/A	100%	N/A	4	2022
	TOTALS	2,226,798	125,009		94.39 %	69,429		



THE BOULOS COMPANY

For fifty years, The Boulos Company has been the cornerstone of commercial real estate in Maine, growing from its Portland roots into Northern New England's largest and most respected commercial real estate firm. Founded by Joseph Boulos in 1975, the company has been defined by its innovation, integrity, and unwavering commitment to clients and partners.

From an initial office on Upper Exchange Street to today's world-class headquarters in downtown Portland and two New Hampshire locations, The Boulos Company has continuously evolved to meet client needs. Its sister company, Boulos Asset Management, has become New England's preeminent commercial property manager, overseeing properties for hundreds of clients across the region. Built on core values of Respect, Integrity, Balance, Passion, Collaboration, and Excellence, The Boulos Company's talented team has facilitated billions in transactions and managed millions of square feet of real estate, cementing its legacy as the region's premier commercial real estate brand.





THE BOULOS COMPANY



1983

THE BOULOS
COMPANY MOVES TO
TWO CITY CENTER



1975

THE BOULOS
COMPANY IS
FOUNDED BY
JOSEPH BOULOS AT
89 EXCHANGE STREET
IN PORTLAND

THE BOULOS
COMPANY

1987

BOULOS PROPERTY
MANAGEMENT
FOUNDED

BOULOS
PROPERTY
MANAGEMENT

THE BOULOS CO.

CBRE | The Boulos Company
CB RICHARD ELLIS

CBRE | Boulos Property Management
CB RICHARD ELLIS

CBRE | Portsmouth
Part of the CBRE affiliate network

2001

THE BOULOS COMPANY
PARTNERS WITH CBRE

2000

PORTSMOUTH
NEW HAMPSHIRE
OFFICE OPENED

2012

BOULOS PROPERTY
MANAGEMENT
BECOMES BOULOS
ASSET MANAGEMENT
(BPM TO BAM)

CBRE | Boulos Asset Management



1996

THE BOULOS
COMPANY AND
BOULOS PROPERTY
MANAGEMENT MOVE
TO ONE CANAL PLAZA



THE BOULOS COMPANY

2018

THE BOULOS
COMPANY AND
BOULOS ASSET
MANAGEMENT
UNVEIL NEW
BRANDS AFTER
LEAVING THE CBRE
PARTNERSHIP



BOULOS ASSET MANAGEMENT
REAL ESTATE SERVICES

2021

MANCHESTER,
NEW HAMPSHIRE,
JOINS OUR TEAM AND
REBRANDS AS THE
BOULOS COMPANY

2020

THE BOULOS BEAT
WAS FOUNDED



2023

THE BOULOS
COMPANY MOVES
TO ONE PORTLAND
SQUARE



2024

BOULOS ASSET
MANAGEMENT
RELOCATES TO
100 MIDDLE STREET

2025

CELEBRATING
OUR 50TH YEAR







Industrial Market Outlook

JON RIZZO, SIOR | PARTNER, BROKER

Two areas related to the Industrial market came into sharp focus when considering the activity over the past year in the industrial sector.

- Sales – Pricing Expectation vs. Reality
- Leasing – Demand vs. Supply

Sales

In the industrial sector, the asking cap rates remain low. There needs to be a value-add opportunity for investors to feel bullish on proceeding with an acquisition at those rates. Value-add features might be a site that offers additional development potential and/or a mark-to-market opportunity in which a current tenant is paying below market rents with a short term remaining. Lending institutions remain bullish on the industrial sector in Greater Portland and are offering favorable lending scenarios even when lease terms have less than five years remaining. Vacancy rates remain below 2% in this sector, which has been the case for nearly five years. While there have not been many investment sales, we have seen transactions from owner users. The sale price per square foot for existing buildings is continue to hold strong as the cost of new construction is still prohibitive in most cases.

Leasing

While tenant demand has decreased and lease rates have seemed to plateau over the last 12 months, there are tenants who will “pay up” for the right property that meets their specifications. This typically means a build-to-suit. Having a team in place to be able to execute on a build-to-suit in a timely manner will help win deals. This may mean spending money on soft costs to make the site come to

life before construction begins. It also means being ready to execute. Time kills deals. It will go a long way if you are quick to act and buttoned up with your process.

Another theme as it relates to tenant demand are users that need a site with enough impervious area in addition to the building to be able to accommodate one or all the following:

- Additional Employee Parking
- Truck/tractor trailer parking
- Industrial Outdoor Storage (IOS)

I represent companies in which this requirement is a necessity, and frankly, these sites are very difficult to find, specifically as it relates to zoning for IOS. Municipalities may have an opportunity to reinvigorate sites that have been dormant if they are open to a more flexible zoning ordinance relating to this type of use. In many cases, the specifications of the building are somewhat secondary to the amount of usable land area available for storage, parking, etc. This reinforces the reality that tenants truly value the right physical specifications of a property and site. They can quantify the efficiencies of these sites.

In conclusion, the industrial sector cooled a bit in 2024 compared to recent years, however, it remains a target market for many investors and end users. We seem to have settled into a bit of a new normal with pricing expectations for existing product and cost expectations for new construction. This should continue in 2025, and my prediction is that we will see an increase in transactions over the next 12 months.

Significant Sale Transactions

ADDRESS	CITY	SALE PRICE	SIZE (SF)	SALE PRICE/SF
765 Webster St	Lewiston	\$6,100,000	93,500±	\$65.24
653-655 Riverside St.	Portland	\$2,700,000	19,260±	\$140.19
7 Main Street	South Portland	\$2,000,000	8,479±	\$235.88
5 Water Street	Springvale	\$1,300,000	68,000±	\$19.12
26 Commerce Drive	Arundel	\$1,250,000	10,000±	\$125.00
541 Wilson Street	Brewer	\$1,237,376	34,576±	\$35.79
43-51 N Lisbon Road	Lewiston	\$1,225,000	7,648±	\$160.17
84F Warren Avenue	Westbrook	\$900,000	10,000±	\$90.00
700 Stroudwater Street	Westbrook	\$895,000	4,776±	\$187.40

Significant Lease Transactions

ADDRESS	CITY	TENANT COMPANY	SIZE (SF)	TYPE
37 Bartlett Road	Gorham	Central Maine Power Company	52,352±	New Lease
19 Penobscot Meadow Road	Hampden	Bottling Group, LLC	50,400±	Renewal
605 County Road	Westbrook	Brenntag Lubricants, LLC	40,000±	Renewal
10 Mecaw Road	Hampden	Brenntag Lubricants, LLC	25,600±	Renewal
30 Center Street	Scarborough	Service Experts Heating & Air Conditioning LLC	25,280±	New Lease
534 Belgrade Road	Oakland	Mardens, Inc.	25,000±	New Lease
352 Civic Center Drive	Augusta	Consolidated Electrical Distributors, Inc.	24,000±	New Lease
1 Commonwealth Avenue	Gardiner	Hamlin's Marina, Hampden	23,425±	New Lease
2 DeLorme Drive	Yarmouth	Maine Beer LLC	23,000±	Sublease
235 Portland Road	Gray	Everon, LLC	22,671±	New Lease
1 Davis Farm Road	Portland	Summit Natural Gas of Maine, Inc.	22,306±	Renewal
22 Gendron Drive	Lewiston	K&M Tire, Inc.	18,320±	New Lease
18 Willey Road	Saco	Miner Ltd	15,600±	Renewal
26 Washington Avenue	Scarborough	Alta Equipment Group	15,000±	New Lease
8 Thomas Drive	Westbrook	Sysco Northern New England, Inc.	15,000±	New Lease
7 Oxford Homes Lane	Oxford	Felix Garden LLC	14,000±	New Lease
14 Washington Avenue	Scarborough	Abbott Diagnostics Scarborough, Inc.	13,142±	Renewal

2025 Capital Markets Outlook

CHRIS PASZYC, CCIM, SIOR | PARTNER, BROKER

Maine's 2024 capital markets volume experienced significant head winds, which reflected the sector's national trends. However, a handful of noteworthy investment transactions did occur. Multifamily, hospitality and industrial properties dominated the largest sales, ranging from below \$1 million to nearly \$14 million. Cap rates varied widely, from the low 5% range to over 12%, averaging in the high 8%, reflecting both the diversity of asset quality and risk profiles across the state.

The Federal Reserve's cautious stance on interest rates throughout 2024 has kept borrowing costs elevated, slowing transaction volumes nationally but encouraging creative deal structures in Maine. Local sellers increasingly embraced options like seller financing and joint ventures to facilitate transactions.

Looking ahead to 2025, the incoming presidential administration and changes in Congress bring new unknowns. Key areas of concern include potential shifts in tax policies, regulatory landscapes, and economic stimulus measures, all of which will significantly impact commercial real estate markets. Additionally, the Fed is expected to keep rates flat through 2025. Therefore, capital availability will remain constrained, emphasizing the importance of strong equity positions and creative financing.

The Boulos Company Investment Sales by the Numbers

	2024	2023	2022	2021
NUMBER OF TRANSACTIONS	16	16	35	22
DOLLAR VOLUME	\$37,262,219	\$54,328,166	\$145,557,551	\$68,638,295
SIZE (SF)	259,221	592,630	1,592,107	552,441
CAP RATE (AVERAGE)	8.80%	7.90%	7.05%	7.75%




Investors should strategically assess opportunities by focusing on fundamentals like property cash flow, market rents, tenant stability, and market dynamics. Industrial properties, especially those aligned with logistics and e-commerce, and multifamily assets catering to workforce housing demand, are expected to remain attractive. However, higher cap rates suggest increased risk, underlining the importance of careful underwriting and due diligence.

For opportunistic investors, Maine's evolving market conditions present opportunities to acquire assets at favorable valuations as sellers adjust to economic realities. Collaborating with experienced advisors will be essential in navigating these challenges and capitalizing on the state's real estate opportunities in 2025.

The Boulos Company is here to guide you through this dynamic environment, ensuring your investment strategy aligns with emerging trends and opportunities.

Significant Sale Transactions

ADDRESS	CITY	SALE PRICE	SIZE (SF)	CAP RATE
40 & 53 Kebo Street	Bar Harbor	\$13,600,000	24,143±	8.95%
41 River Road	Brunswick	\$6,650,000	45,643±	7.32%
765 Webster Street	Lewiston	\$6,100,000	93,500±	8.20%
470 Riverside Street	Portland	\$4,750,000	41,010±	DND
245 Center Street	Auburn	\$3,525,000	33,340±	8.70%
550 Forest Avenue	Portland	\$2,900,000	25,941±	8.00%
69 Horton & 137 College Street	Lewiston	\$2,115,000	17,112±	12.10%
157 Main Street	Damariscotta	\$1,450,000	8,238±	7.25%
5-10 Hummingbird Circle	Augusta	\$1,250,000	9,695±	8.29%
1023 Watson Pond Road	Rome	\$1,007,219	12 Units	7.70%

 BROKERED BY THE BOULOS COMPANY



THE SEND
BREWING CO.

Maine Retail Market Outlook

JOE ITALIAANDER | ASSOCIATE BROKER

In the world of retail, particularly in the Greater Portland sub-market, 2024 proved to be a year to remember. While there were plenty of alarming headlines throughout the year, there were more signs of strength and momentum that should give us a lot to be excited about for the retail asset class as we move into 2025 and beyond.

On a broader scale, retail shopping trends continue to exceed expectations and break records. According to Forbes, retail contributed \$5.28 trillion dollars to the US economy in 2024, which is a record and a 3.6% year-over-year increase. Additionally, 2024 holiday retail sales between November and December represented a 4% year-over-year increase from 2023 and touched nearly \$1 trillion dollars in sales, another record.

These macro trends have contributed to an exciting and evolving retail landscape here in the Greater Portland market. National brands continue to look for entry points into the market, with quite a few successful transactions to note in 2024:

- **Dick's House of Sport** purchased the former Sears box at 400 Maine Mall Road. The Maine Mall-anchored box consists of nearly 88,000 square feet and will house Dick's new experiential concept.
- Fast Fire'd Pizza concept **Blaze Pizza** opened it's first location in Maine at the end of 2024 at 451 Payne Road in Scarborough. Blaze leased nearly 3,000 SF next to Starbucks.
- Atlanta-based home improvement chain **Floor & Décor** opened its doors at 490 Payne Road in Scarborough at the former Christmas Tree Shops. The deal marks the company's first store in Maine.



- National eyewear brand **Warby Parker** signed a lease at 184 Middle Street in downtown Portland. This will be the company's first store in Maine and is expected to open in 2025.

WARBY
PARKER

While there were many deals to celebrate in 2024, it was not all 'hugs & handshakes' in the world of retail & hospitality. Here in Portland, we saw a shocking wave of restaurant closures towards the end of the year. Some of these closures included Local 188, Nosh Taco, Elsmere BBQ and Thistle & Grouse, among others, with additional closures expected in early 2025. The struggle highlights the difficulties that local businesses face in today's environment – such as increased buildout/construction costs, smaller labor pools, higher labor costs, and increases in costs of good sold.

On a national level, we witnessed concepts such as Big Lots, Party City and JoAnn Fabrics announce bankruptcy, with existing leases headed to the auction block. With that being said, early indications are that demand for these leases and upcoming available space remains strong, with high likelihood of backfilling.

In summary, I believe that 2024 brought far more good than bad, and has created momentum for a very strong 2025. Going forward, I expect to see better labor numbers and a stronger overall economy contribute towards the growth of the retail & hospitality sector, both on a local and national level. Retail space, particularly in the suburbs, will continue to be in high demand. Delivery of new product, such as the next phase of Rock Row, and the Town Center at Scarborough Downs, will provide an opportunity for exciting national brands to make their entry into the Greater Portland market. I am excited to see what's in store! (no pun intended).

Significant Sale Transactions

ADDRESS	CITY	SALE PRICE	SIZE (SF)	SALE PRICE/SF
40 & 53 Kebo Street	Bar Harbor	\$13,600,000	24,143±	\$563.31
250 Odlin Road	Bangor	\$6,325,000	41,952±	\$150.76
616 Forest Avenue	Portland	\$6,250,000	13,413±	\$465.97
51-67 Hanover Street	Portland	\$4,300,000	14,400±	\$298.61
673 Main Street	Gorham	\$2,850,000	27,846±	\$102.35
333 Clark's Pond Parkway	South Portland	\$2,650,000	13,770±	\$192.45
12 McKay Road	Lincolnville	\$1,725,000	2,555±	\$675.15
15 Ocean Street	South Portland	\$1,473,170	4,627±	\$318.39
157 Main Street	Damariscotta	\$1,450,000	8,238±	\$176.01
15 Ocean Street	South Portland	\$1,473,170	4,627±	\$318.39
1001 Portland Road	Saco	\$1,400,000	2,952±	\$474.25
476 Stevens Avenue	Portland	\$1,300,000	4,091±	\$317.77

Significant Lease Transactions

ADDRESS	CITY	TENANT COMPANY	SIZE (SF)	TYPE
265 Marginal Way	Portland	Minibar LLC	15,288±	New Lease
260 High Street	Ellsworth	Town Fair Tire Centers of Maine, LLC	11,140±	New Lease
420 Alfred Street	Biddeford	Chen Crazy Crab Corp.	11,000±	New Lease
469 Water Street	Gardiner	Nouria Energy Retail, Inc.	10,283±	New Lease
550 Center Street	Auburn	Miller Fitness, LLC	10,176±	New Lease
193 Main Street	South Paris	Bessey Motor Sales, Inc.	8,320±	Sublease
770 Roosevelt Trail	Windham	Town Fair Tire Centers of Maine, LLC	7,281±	New Lease
60 Downeast Highway	Ellsworth	Granite Group Wholesalers, LLC	7,200±	New Lease
1205-1231 Broadway	Bangor	Shiretown Solutions, LLC	6,500±	New Lease
One City Center	Portland	Bank of America	5,569±	Renewal
473 Alfred Street	Biddeford	MaineHealth	5,295±	New Lease
316 Bath Road	Brunswick	Lincoln Enterprises	5,100±	New Lease

Maine Brokerage Team



Andy Gerry
Vice President of Operations



Nate Stevens
Managing Partner, Designated Broker



Greg Boulos
Managing Partner



Chris Paszyc CCIM, SIOR
Managing Partner



Derek Miller
Partner, Broker



Jon Rizzo SIOR
Partner, Broker



Craig Young CCIM
Partner, Broker



Cameron Foster
Broker



Roy Donnelly
Associate Broker



Sasha Phillips
Associate Broker



John Finegan
Associate Broker



Claire Richardson
Associate Broker



Nate Roop
Associate



Micki Francombe
Senior VP of
Administrative Operations



Sarah Grillo
Transaction Coordinator



Gina Margo
Administrative Assistant



Drew Sigfridson SIOR
Senior Partner



Dan Greenstein
Partner, Broker



Nick Lucas
Partner, Broker



Tony McDonald CCIM, SIOR
Partner, Broker



Chris Gallagher
Broker



Joseph Italiaander
Broker



Brice O'Connor
Broker



Noah Stebbins
Broker



Reese McFarlane
Associate Broker



Samantha Marinko
Associate



Emmett Frueh
Associate



Chris Romano
Associate



Rachael Desmarais
Administrative Assistant



Kim Paquette
Administrative Assistant



Bri Scalzone
Executive Assistant



Jason Gomez
Office Assistant

Notes & Credits

Information contained herein is researched and provided by our in-house staff of administrative assistants, associates, associate brokers, and brokers.

We have included, to the best of our knowledge, all Class A and Class B office buildings in the Greater Portland area. Please feel free to contact us if we have inadvertently missed one.

Survey data collected as of 12/31/2024. Rents are shown as modified gross and defined as all expenses included, except electricity for lights and plugs, tenant's janitorial, and parking. Rents not quoted as modified gross were converted by the addition of an estimated \$1.50 for HVAC and common area maintenance expenses as reported by owner.

Retail space is not included in this survey.

Net Absorption measures the total amount of SF leased over a period of time minus space vacated during the same period.

Rental rates outlined in this survey reflect rates for direct lease availabilities. When a range of rental rates are available, the

prevailing rate is reported. Only direct lease rates are quoted in cases when direct and sublease space is available. When only sublease space is available, no rate is quoted. Subleased spaces that were occupied as of 12/1/2023 were not included as part of this Survey.

Definitions of Class A and B office buildings vary between markets. We define Class A office buildings as those that are investment-grade properties that feature a unique design with immediate access to parking. They must be ADA-compliant and benefit from highly professional property management. Class B office buildings are considered to offer utilitarian space without special amenities, are of ordinary design, except for historic, renovated buildings, and feature good maintenance with all floors handicapped accessible.

Please note that outside the context of this report, the Greater Portland market uses many definitions and thus any building noted herein may, as a matter of opinion, fall into a different category in the open marketplace.

About Us

The Boulos Company is a commercial real estate firm dedicated to serving owners, investors, and tenants, blending Maine and New Hampshire market knowledge with a global network.

We offer a full array of services including leasing and sales; property, facilities, project, and investment management; valuation, appraisal, research, investment strategy, and consulting.

In addition to our depth of services, we also offer a deep bench of qualified, professional agents. Our partners and experienced

brokers are seasoned experts in every commercial real estate sector, from office and retail to industrial, investment, and multi-unit property; and our systemized, in-depth training program ensures that their knowledge is shared with each new generation.

All of this reach, experience, expertise, and depth adds up to market leadership, and for clients, that means success. When it comes to New Hampshire and Maine commercial real estate opportunities, Boulos brings you more.



EXCELLENCE



PASSION



RESPECT



COLLABORATION



INTEGRITY



BALANCE



Vermont

New
Hampshire

Maine

Portland

Manchester

Portsmouth

Massachusetts

Connecticut

Rhode
Island



Premiere Commercial
Real Estate Brokerage
Firm for Northern
New England

