

## Killam, Bret O'Brien Broker \$1.3M Legacy Condo Trade



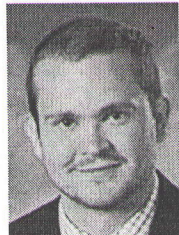
260 Boston Post Rd., Wayland MA

BY MIKE HOBAN

**W**AYLAND — What's a self-professed "deal junkie" do when opportunities for value add properties become scarce due to market demand? Legacy Real Estate Ventures principal Michael Price switched sides and became a seller. In a \$1.3-million, cash-only transaction that closed last week, Price disposed of controlling interest in eight of nine commercial condominiums at 260 Boston Post Rd. in Wayland, a package dispatched to private investor Costas Pantazis.



Michael Price



Casey Killam



Bret O'Brien

"I've been trying to buy into this market, but I haven't been able to find any good opportunities, so it dawned on me that it was a good market to sell in given the way the pricing has been," Price relays to Real Reporter. The veteran investor describes the asset as "a nice community office building," located right on Route 20 in the core of Wayland. Legacy acquired the 7,100-sf, two-story building for \$1.0 million in the final hours of 2008, and the asset today is nearing full occupancy housing a lineup of professional services tenants such as attorneys, insurance agents and an optometrist. "It was a small-sized deal for me, but it is located in my hometown and I really enjoyed taking care of the management end and having more of a hands-on approach, because I drive by it two to three times a week," Price adds.

Greater Boston Commercial Properties President Bret O'Brien, who negotiated exchange of the asset to Legacy six years ago, this time represented Price's firm, with Casey Killam of RE/MAX Executive working on behalf of the buyer. "It was an off market sale with little exposure . . . and we had a bidding war," O'Brien conveys. "It was a sought-after property and the seller got exactly what he wanted for it. Costas was looking for a cap rate deal with a good return that was straightforward to manage and he bought

continued on page 33



**JLL**  
Exclusive Leasing Agent

**KS**  
owned & managed

### OFFICE/FLEX SPACE FOR LEASE

8,700 - 64,000 sf Available



19-21 ALPHA ROAD  
CHELMSFORD | MASSACHUSETTS

#### FEATURES:

- 14' Ceiling heights
- Multiple tailored loading docks
- One Mile From Route 3 and I-495
- Located in MA High-Tech Region
- Accommodates Both Office and R&D Users
- Beautifully Landscaped

#### LOCAL AMENITIES:

- Full Service Health Clubs
- Numerous Restaurants
- Hotels: Radison, Courtyard by Marriot, Best Western

FOR MORE INFORMATION, PLEASE CONTACT:

**PETER RICHARDSON: 617.531.4173**

[Peter.Richardson@am.jll.com](mailto:Peter.Richardson@am.jll.com)

130 New Boston Street | Suite 303 Woburn, MA 978.560.0560

150 East 58th Street | Suite 2000 New York, NY 212.355.7474

[www.kspartnersllc.com](http://www.kspartnersllc.com)

*Getting deals done.*

## NAIOP Program

continued from page 32

also pointed out other anomalies like the submarket of Kendall Square, for instance, shares little statistically with the rest of Cambridge. "I think that our real estate industry needs to get closer to how the customer is talking about our product in our marketplace," said Koop, whose firm essentially invented the Kendall Square district, "and I think there's a real opportunity for us to understand these submarkets in a much better way."

National Development is active in both markets, with the Ink Block in Boston's South End and New England Executive Office Park in Burlington both in the Newton-based firm's camp. Alperin stressed the importance of mixed use development for success in either setting, including a robust amenities package for office environments. "Is there a place to eat, to work out, a bar to have a drink at the end of the day, and does the place you come to work at feel good?" he rhetorically asked. "Creating those environments are critical whether they are suburban or urban are really critical in terms of driving (tenant) decisions." And while he acknowledged that the Seaport is a huge draw for workers 30 and under right now, he wondered aloud if that largely unmarried/no children population will want to



NAIOP's first post Labor-Day event of 2014 drew a packed audience to the Westin Boston Waterfront last Tuesday.

remain there as they mature, have children and begin to care about school systems and the sometimes difficult commute.

Alperin also reported that the reason NatDev favors investing capital in suburban development projects is that "we see a much better risk/return ratio in the suburbs than we do in Boston." Using hypotheticals, he told the gathering that he could attain an additional 600 to 700 basis point levered yield premium in developing an asset in the suburbs versus a similar project in the city.

Following the event, NAIOP CEO David Begelfer praised the program and insights garnered. "You've really got to understand the customer today and that means you've got to design your building differently, providing efficiency and more amenities," he told Real Reporter. "Boston and the suburbs are becoming more alike than dissimilar and I think the buildings built in the last 10 years are showing the highest occupancy because they're more responsive to the current needs of the tenants." ■

## Legacy Condo Trade

continued from page 7

it with no financing." Pantazis has indicated he plans to retain current management company Eastport Real Estate to oversee the asset.

Price says he intends to stay in the seller's market for the time being, and has retained Cassidy Turley's Capital Markets Group to list 63 Pleasant St. in Watertown, a four-story, 21,000-sf office building dating to 1880 that he acquired in 2011 for \$2.6 million. Located just outside Watertown Square, the asset is 86 percent leased with Steward Health Care as principal tenant. "I've been quiet—I haven't purchased anything in over a year," Price recounts of his current strategy. "I've been re-financing and positioning properties for sale, and it seemed like a good time to evaluate and see if it makes any sense to sell some product." ■



63 Pleasant St., Watertown MA