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Offering

OPPORTUNITIES EMERGE IN A DIVIDED MARKET

Navigating New England's Bifurcated CRE Market

The 2026 commercial real estate market is increasingly split between outperforming growth sectors and those still recalibrating from post-pandemic disruptions

In New England, that divide is especially visible. Established urban cores such as Boston and Portland are stabilizing, while emerging submarkets like Worcester, Manchester, and New Haven are attracting new investor attention. According to CBRE's 2026 New England Market Outlook, industrial vacancy across Greater Boston remains near 3.8%—one of the lowest rates nationwide—while logistics rents have climbed roughly 12% year-over-year. At the same time, office availability remains above 20%, reflecting the region's continued shift toward flexible work and adaptive reuse.

Retail performance remains selective but resilient

Prime mixed-use corridors such as Boston's Seaport, Newbury Street, and downtown Portsmouth, NH are benefiting from tourism and dining traffic. Cushman & Wakefield notes that experiential and neighborhood retail demand in New

England has risen since 2024, even as some legacy malls continue to struggle. Industrial and storage assets remain among the region's strongest performers. JLL's 2026 New England Industrial Report shows lease rates rising 10–14% across Boston's western and southern logistics corridors, while limited supply is expected to keep availability tight through 2027.

Within This Bifurcated Market, Land And Self-Storage Continue To Offer Stable Growth

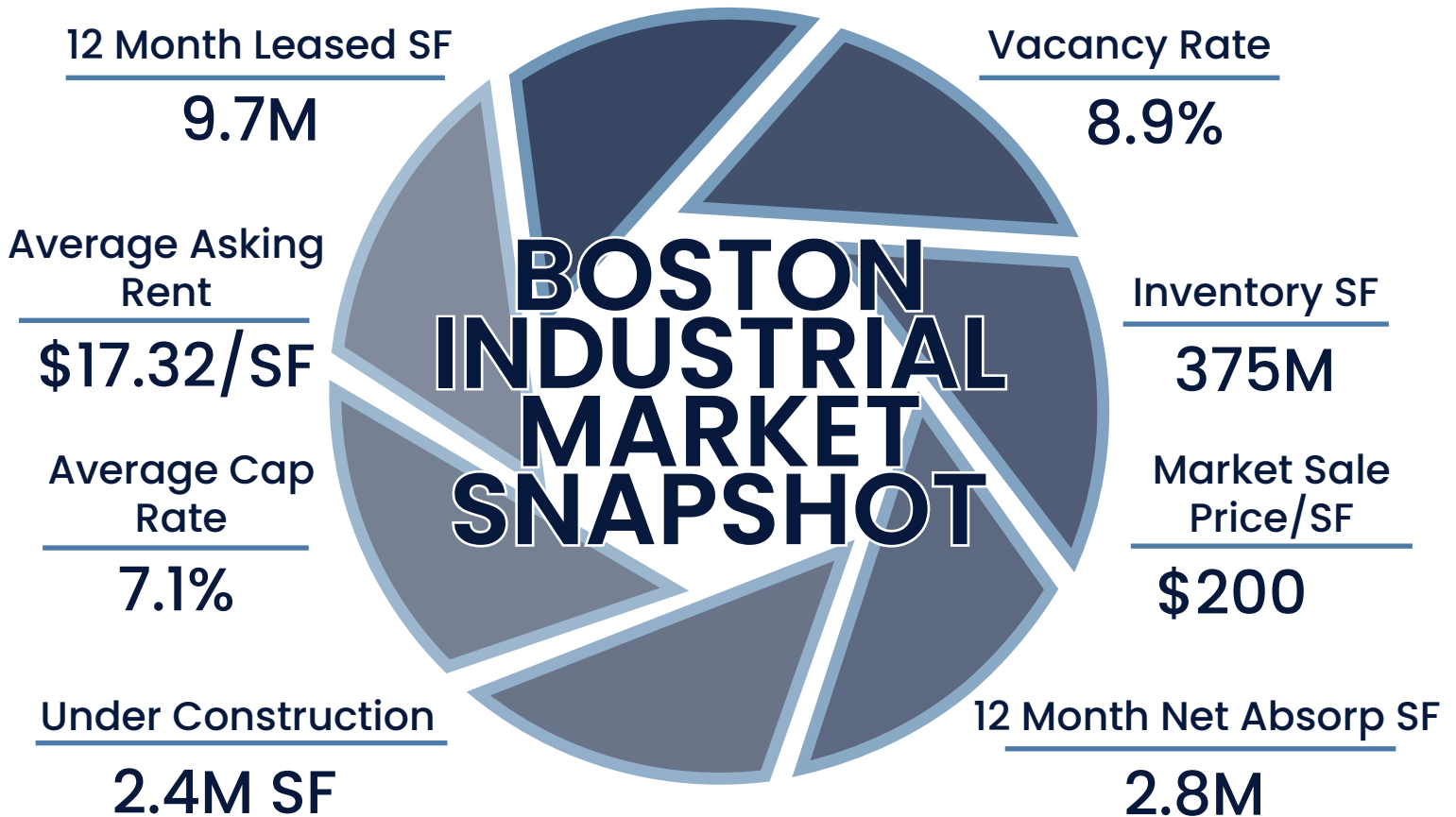
Limited land availability near Greater Boston and rising construction costs have increased the value of development-ready sites, particularly along the I-495 and I-90 corridors. Meanwhile, CBRE's 2026 Self-Storage MarketView reports Massachusetts occupancy above 91%, with consistent rent growth across both urban and secondary markets. For investors, these sectors offer a compelling balance of resilience and long-term opportunity in a shifting CRE landscape.

TOM BLAISDELL
Director of Sales
Development



Q1 CRE REPORT

ALL DAY. EVERYDAY. WE WORK HARDER.



DID YOU KNOW?

Some of Boston's most valuable real estate, including the Back Bay and Seaport District, was originally underwater. Over 5,000 acres of the city were created through land-fill projects, turning tidal marshes into neighborhoods that now contain some of the most expensive property in New England. What would the environmentalists say about doing the same thing today?



FEATURED LISTINGS

60 GARDEN PARK BRAINTREE, MA
FOR SALE OR LEASE



17 Acres improved with a 12,000 SF Warehouse with Active CSX Rail

RECENT CLOSED TRANSACTIONS

32 PINE ST. NORFOLK, MA
10,686 SF | SALE PRICE: \$7,400,000



Seller: Brown Corp RT
Buyer: Stockbridge

7 STUART ST. CHELMSFORD, MA
FOR LEASE



50,000 SF Flex Space available for Lease
(Subdividable)

1465 MAIN ST. MILLIS, MA
11,500 SF | SALE PRICE: \$5,250,000



Buyer: Open Industrial

75 JYTEK PARK, LEOMINSTER, MA
FOR LEASE



128,788 SF Industrial Building on 6.44 AC for Lease with 16' Clear Height

7 CROW'S NEST CIR MERRIMACK, NH
150,000 SF



Tenant: Sullivan Tire Co., Inc.
Landlord: Howe Distribution LLC



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"WHATEVER YOUR HAND FINDS TO DO, DO IT WITH ALL YOUR MIGHT." ECCLESIASTES 9:10