



Cross Currents

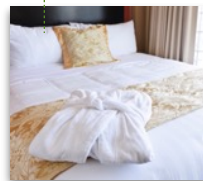
A Newsletter by Carey Commercial, Inc.
146 Main Street Hyannis, MA 02601

• Current Listings & Price Reductions •

careycommercial.com

Hotels & Motels For Sale

View several lodging properties available across Cape Cod ranging from classic 30-room motels to 140+ room facilities.



Fully Leased Investment

Mixed-use property located in Barnstable Village with diverse mix of tenants. For Sale.

Fitness Center For Sale

Chatham Health & Swim is a 600 member club with a pristine lap pool, specialized equipment, group classroom and on site spa in a recently updated 9,200 SF facility.

Business Opportunities

Convenience Store with Liquor. The Yarmouth Port Village Store is a 2,100 SF store with a full, year round package store license.



Private Medical Office:

Freestanding office with six private exam rooms, lab, physician / admin offices, storage and full kitchen. Uniquely designed 3,800 SF building.

Stately Chatham Building

Exceptional 1,800 SF office or retail space with hardwood floors, vaulted ceilings and lots of natural light. Located on Depot Road, Chatham.

Office & Retail Buildings

2,500 SF Route 6A Brewster building offered for lease. Standout location with curb appeal, parking and great signage.



Commercial Land For Sale

Developable land throughout the Mid Cape Area ranging from 2 - 3 - 4 Acre Parcels.

Restaurant Opportunities

Small to mid-sized restaurants from Brewster to Plymouth available for sale.

508-790-8900
hello@careycommercial.com

27 Number of transactions closed by the brokers at Carey Commercial in 2015. See them listed on Pg 2.

\$20M The amount of gross sales sold by Carey Commercial in 2015. This figure is up \$4M from 2014.

\$11.2M The amount of gross sales sold by Carey in the first four months of 2016.



2016 YEAR TO DATE SALES

6 commercial property sales closed by Carey Commercial from January - April | Total Gross Sales: \$11.2M

April 4, 2016

Tidewater Inn, West Yarmouth
100 Unit hotel on 3+ acres of land

March 11, 2016

The Spring Hill Motor Lodge, Sandwich
24 guest rooms plus 4 cottages on Route 6A

February 29, 2016

The Falmouth Inn, Falmouth
123 guest rooms plus restaurant

February 25, 2016

30 Ansel Hallett Road, West Yarmouth
4,400 SF office building just off Exit 7

February 10, 2016

The Shady Nook Inn, Sandwich
30 guest rooms plus 4 BR Owner's Home

January 4, 2016

145 Barnstable Road, Hyannis
14,000 SF mixed-use investment property

View Complete Sales Detail on Pg. 2

April 2016 Cross Currents

a commercial property newsletter by Carey Commercial

dealing with town hall.

Someday, everyone needs something from town hall. It might be permission to build a mall and then again it might be a beach sticker.

In the course of obtaining your particular item you will deal with various individuals. Most are there from a calling to serve, a very few are there because the job entails wielding power. The trouble is that the power these very few wield is sometimes over a vital issue that possible involves your ability to feed your kids or keep a roof over your head.

This is not a slam on town hall. The people there are trying to administer government to tens of thousands of unique individuals and are given old buildings, outmoded equipment and a low budgets to work with. They handle a lot of no-win situations each day. They tend to be held responsible if something's wrong and taken for granted if it works out right.

In case your mother never told you, Building Inspectors, IRS auditors and divorce lawyers are not hired because they are diplomats. Building inspectors,

in particular, stand in the gap between public safety and letting you do what you want.

The next time you are sitting in a large place of assembly, such as a church or meeting hall, you can rest assured that people like the building inspector, fire inspector and others have dwelled heavily on how you would survive in the event of a fire. When they turn you down for that third floor, it's probably because you might die in it and then everyone would blame them for not doing their job. But every once in a great while you get a situation which makes you wonder, "What were they thinking?!"

Some days, a lot of bad acting goes on on both sides of the counter at any town hall on the Cape. In fact, somedays, they deserve the oscar.

Infrequent as it is, there are times when people behind the counter at town hall will at-

tempt to perpetrate a harder line than the by-laws call for and leave it to you to find the truth.

This is a familiar little game, infrequent as it is, in which your property is held hostage until you expend thousands of dollars to get engineered plans which are necessary sit before the Board who can either grant you relief or send you back to you engineers possibly to raise the shrubs an inch. It doesn't happen often, but it happens. And when it does, you have absolutely no alternative.

Sometimes the most contentious place on Earth is the Board of Appeals hearing room when there's a controversial issue involving the use of someones property, particularly if they derive their living from that property. On the one hand, The town has rules, on the other the rules were made for people, not vice-versa.

2016 YEAR TO DATE SALES

5 commercial property sales from January - April 2016
Total Gross Sales: \$11.2M

Sold March 11, 2016 : Spring Hill Motor Lodge

The Spring Hill Motor Lodge has 24 guest rooms plus 4 cottages spread out over 4 acres of land. The serene and wooded setting on Rt. 6A in East Sandwich has a private outdoor pool and tennis court making it an ideal location for a conversion into a lodging and retreat center. Sold for \$900,000 by Chuck Carey.

Sold February 29, 2016 : The Falmouth Inn

123-room hotel with attached restaurant located on Main Street in Falmouth. The buyer owns and operates several large hotel properties across the Cape. Sold for \$4,700,000 by Chuck Carey.



Sold February 25, 2016 : Yarmouth Office Building

4,500 +/- SF office building on one acre parcel with 30 parking spaces located at the intersection of Ansel Hallett & Yarmouth Road. Highly visible location with great signage at the foot of the eastbound off-ramp to exit 7. Sold by Cecelia 2-25-2016 for \$725,000



Sold February 10, 2016: The Shady Nook Inn Motel

The Shady Nook Inn is a collection of 32 motel rooms spread out over a 4+ acre property with a 4 bedroom home. The property was purchased by a hotelier with the intention of completely renovating the property. Sold by Chuck Carey for \$1,050,000.

Sold January 4, 2016

145 Barnstable Road Hyannis: Mixed-Use commercial building with 14,000 SF of gross building area located at the lighted intersection of Barnstable Road & Center Street. Purchased by independent pharmacy for \$747,500. Financing was provided by Bank of Cape Cod. The sale was arranged by Jim Gill of Carey Commercial.



27 COMMERCIAL PROPERTY & BUSINESS TRANSACTIONS COMPLETED IN 2015

Carey Commercial closed on 27 property and business transactions from Plymouth to Eastham with total gross sales closing out at \$20M.

Hotel & Motel Sales

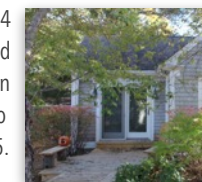


Sold: Waterfront Hotel in Plymouth:

Pilgrim Sands is a 64 unit beach front hotel with lounge, outdoor pool & beachfront deck w/ spectacular water views of Plymouth Bay. Two of the units are 2BR apartments. The hotel sits directly on Long Beach across from Plimoth Plantation. Sold 8-12 for \$5.3M by Chuck and Cecelia.

Lodging Retreat Center Converts Sandwich Motel

The Spring Hill Motor Lodge has 24 guest rooms plus 4 cottages spread out over 4 acres of land on Rt. 6A in East Sandwich. Leased w/ option to purchase by Chuck Spring of 2015.

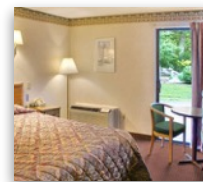


Sold: Eastern Inn, A Bourne Hotel

29 unit indoor corridor hotel at the foot of the Bourne Bridge was purchased for \$1.25M on July 30. The mid season sale was held at the Osterville office of Theodore A. Schilling, Esq. who also represented the buyers. The sale was handled exclusively by Chuck Carey.

Sold: West Yarmouth's Mariner Motel

100 key hotel with putting green and two pools. Sellers, Jeffrey Swartz, Paul Swartz & Howie Onik, constructed the Mariner Motel and have operated it since 1984. The Buyers own four major hotels on the Cape having purchased their first in 1996. Sold 7-17 for \$4.3M by Chuck.



FOR SALE: 80+ Unit Motel For Sale in Hyannis

Town sewer, town water and Cape Cod Commission Exempt. Confidentiality required. Please contact Chuck Carey for information. 508-790-8900 Ext. 11.

Retail, Office & Industrial Sales

Sold: East Harwich Office:

Architectural & Construction firm, Polhemus, Savery and DaSilva, purchase former Physiotherapy office close to the East Harwich 4-Corners. The 5,400 SF building sold for \$1.1M on 1-23 by Chuck.

Sold: 18,800 SF Yarmouth Building:

Large retail building measuring 18,000 SF on half acre lot opposite the South Yarmouth Shaw's Plaza was purchased by Bob's Discount Home Store on 8-19. The seller was represented by Attorney Paul F. Tardif, Esq. of Yarmouth Port. The \$625,000 sale was arranged by Cecelia.



Sold: 6-Unit Hyannis Investment Property:

4,300 SF mixed use building in statement location at the lighted Lewis Bay Road entrance to the Hospital. The buyer was represented by John W. Kenney, Esq. of Centerville. Sold 9-18 for \$270k by Cecelia Carey.

Sold: Three-Unit Investment Property

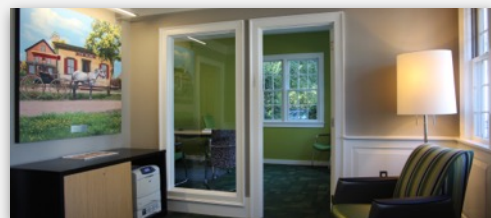
3,426 SF fully leased, mixed-use property with two one bedroom apartments on the second floor plus a 1,700 SF commercial office on the first floor. Sold April 2105 for \$515,000 by Cecelia.

Route 132 Law Office Purchased by Retailer:

Cape Cod Sea Sports purchases Route 132 Hyannis law office to convert into a retail showplace. Sold July 15 for \$462,500 by Chuck Carey.

Local Dealership Purchases Yarmouth Rd. Property:

Former Auto Bath with 570' of frontage on Yarmouth Road has been converted from a car wash to a 92-vehicle Class II dealership. Steven J. Pizutti, Esq. of Hyannis was instrumental in the success of the sale. Sold June 4, 2015 for \$499,000 by Gene Burman & Cecelia Carey.



Former Bank Branch in Dennis Village Sold

Freestanding office condo in 4-building complex on Route 6A Dennis Village was purchased by ERA Cape Cod on February 20, 2015 for \$416,000. The sale was brokered by Jim Gill and Cecelia Carey.

Classic Industrial Warehouse Condo Sold:

1,480 SF condo with wide open floor plan in South Yarmouth industrial park. Sold to local carpenter by Gene Burman for \$145,000 August 5.

Sold: Main Street Mercantile Condo:

600 SF second floor condo in recognized Eastham plaza was purchased by local not-for-profit agency. Sold for \$45,000 August 14 by Cecelia.

Sold: 11,500 SF on the Airport Rotary

Developer purchases Cape Cod Commission exempt property located in growth incentive zone. Sold 10-15 for \$615,000 by Jim Gill.



Town of Harwich Buys Land Abutting Harbor:

2.20 acres of land abutting Saquatucket Harbor known as "The Downey Property" was purchased by the town July 29 for \$825,000. Michael J. Princi, Esq. of Hyannis represented the sellers. The sale was arranged by Chuck Carey.

Sold: Falmouth Rd. Centerville:

Former Stepping Stones Day Care is 0.85 acre parcel at the Phinney's Lane / Rt. 28 lighted intersection with two structures totaling 3,400 SF. Sold to local developer 11-6 for \$515,000 by Cecelia.

Restaurant Sales

Italian Deli Purchases Harwich Port Restaurant:

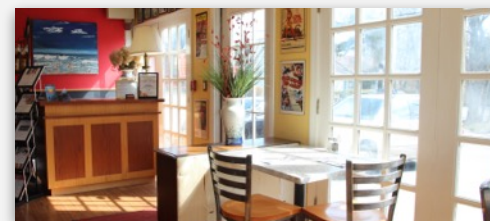
Scribanos Market & Deli purchases former Seafood Sam's on Rt. 28. Turn-key restaurant with all equipment less than 4 years old. Sold March 12 for \$480,000 by Wayne Talley.

Sold: Old Harbor Restaurant

Restaurant & Cafe located in Chatham, MA. The business was sold for \$110k by Wayne Talley.

Landmark Route 6A Brewster Restaurant:

2,400 SF stand alone, fully furnished Route 6A Brewster restaurant with seating for 92. Leased long term to El Patron, a Mexican themed Restaurant 3-15 by Cecelia.



South Chatham Restaurant Sold

The Talkative Pig Restaurant & Marketplace purchases Box Office Cafe, a 40-seat restaurant located on Main Street in South Chatham. The property has brand new septic and apartment above. Sold 1-23 for \$680,000 by Wayne Talley & Lo-Lene Cowgill.

Sold: Hyannis Harbor Home

Six bedroom duplex style home near Kalmus Beach used for employee housing. This sale completes a \$1.7M transaction that includes a 26 unit boutique hotel sold in November of 2014. Sold for \$399,000 on 3-27 by Cecelia.



Leased...

Interior Decorating Company leases Osterville Bldg.

1,450 SF freestanding building w/ wide open floor plan at 10 Osterville-West Barnstable Rd. Leased to interior decorating company December 2015 by Jim Gill.

Leased: Hyannis Business Bay:

1,850 SF Industrial bay on the corner of Rosary Lane and Yarmouth Road was leased by graphic designer. Leased March 15th by Gene Burman.

Barnstable Police Substation Post in Marstons Mills:

1,200 SF storefront location in Falmouth Rd / Rt. 28 location. Leased by Jim Gill December 2015.



Regional Financial Firm Leases Osterville Suite:

1,806 SF office with private offices for 5 located in the heart of Osterville Village. The lease was completed 12-31-15 by Chris Bailey, the tenant's representative in conjunction with the landlord's broker, Cecelia Carey.

Leased: Elegant Osterville Office Suite

1,600 SF first floor office with private offices for four, conference room and break room. Leased long term to Privatus, a regional home health care agency. Leased November 1, 2015 by Cecelia Carey.

Sandwich Antiques Center - Sold! One of the Cape's most respected antique co-ops is under new ownership! The 5,700 SF center displays collections from more than 100 vendors and has been voted #1 Antique Center by Cape Cod Life Magazine 15 consecutive years! Located at the intersection of Rt. 6A and Jarves St. in historic Sandwich.

Jeannine Marshal of Coastal Community Capital along with Cape Cod 5 provided the financing. Jane M. Pineau, Esq. of Sandwich represented the lenders while Douglas Cabral, Esq. of Hyannis represented the seller. Sold exclusively by Cecelia Carey November 23, 2015 for \$980,000.

Cecelia Carey
James Gill
Lo-Lene Cowgill

Chuck Carey
Wayne Talley
Gene Burman

