

# Owner/Realtor Responses to Town Commercial Database Questions

Draft: July 8, 2009

## Town questions:

1. Is a Town of Falmouth-sponsored database along the lines we have proposed useful to you, your clients, and/or potential purchasers and tenants? In other words, is this a worthwhile initiative?
2. Is the applicable property information we have listed for you accurate and complete? What changes should we make? Is your contact information OK to list?
3. What would be the most logical sorting of this data? By real estate agency? By property location?
4. Are there additional data fields that the Town of Falmouth should consider adding to this database? If so, which one(s)?
5. Would you be willing to send us new property listings in Falmouth as they become available, so we can update the database on a regular basis?
6. How often do you recommend should we update this database?
7. Do you have *any* other recommendations for, or comments regarding, economic development in Falmouth? What should the Town be doing?

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## 6/15: Michael Anderson, Paragon Commercial Real Estate (e-mail)

I am sending this email on behalf of Steve Baumann. Our listing at 234 Middle Road looks good on your database. However, it will also have a residential unit in the building which is about 2,000 SF.

There is another property we have listed in Falmouth that you may want to include in your database. Actually, it is two parcels. The listing is 317 Foreside and 35 Underwood Road in Falmouth's Foreside. This is residential mostly but there is one office space within the two buildings. If this does not fit your commercial criteria for your database than please disregard. Thanks.

## 6/16: Dick Harris, Harris Brokerage Services (e-mail)

- #1 Yes, worthwhile
- #2 78 Leighton Rd zoned VMU
- #3 Property location
- #4 Not sure, will get back to you
- #5 Will share information with you when they become available
- #6 60-90 days
- #7 You are heading in the right direction

## 6/16: Harold "Pays" Payson (e-mail)

I think the database may be useful if lessees and buyers can find it easily. It is worthwhile if it does not take a lot of resources to accomplish.

Add area code for all phone numbers. Viewer in Iowa will not know.

My listing material is not complete because I can have several spaces available at once. Each space should have a separate listing.

Add area for detailed information about space. Add photos. Add pricing info.

Skip the tax map, block, lot, tax sheet. Break down by for lease, for sale. Break down by type of space. Then break down by West, East.

Yes, I would be willing to send info.

Update info soon after receiving, no more than 1 week.

**6/16: Robert Fisk, Jr., Falmouth Station, 190 US Route 1 (e-mail)**

Retail space is 4,083 Sq. Ft.

**Add:** Office space up to 2,600 Sq. Ft.

see answers to you questions below.

Please send me a copy of your competed report

FYI: I am not an agent; just a landlord acting as my own agent

1. Is a Town of Falmouth-sponsored database along the lines we have proposed useful to you, your clients, and/or potential purchasers and tenants? In other words, is this a worthwhile initiative? **yes**
2. Is the applicable property information we have listed for you accurate and complete? What changes should we make? Is your contact information OK to list? **see above**
3. What would be the most logical sorting of this data? By real estate agency? By property location? **Retail, office, manufacturer, service etc.**
4. Are there additional data fields that the Town of Falmouth should consider adding to this database? If so, which one(s)? **Short description, such as my retail space might read: Premium retail space in great location; Office space would say: Class A office space in great location at a reduced rate**
5. Would you be willing to send us new property listings in Falmouth as they become available, so we can update the database on a regular basis? **yes**
6. How often do you recommend should we update this database? **quarterly or semi-annual**
7. Do you have *any* other recommendations for, or comments regarding, economic development in Falmouth? What should the Town be doing? **I appreciate this initiative**

**6/23: Joyce Milliken, Coldwell Banker Residential Brokerage (e-mail)**

Here is the information on my listing at 117 Gray Rd Falmouth: type of space, Commercial/residential, 9.75 acres, other info 1,291 ft river frontage, 782' road frontage. Zoned VMU. Thanks for doing this.

**6/23: Karen Yesinkus, Malone Commercial Brokers, Inc. (e-mail)**

Pete Harrington asked me to reply to your email earlier this month regarding the draft database for the Town of Falmouth website. We believe this can be a helpful tool to businesses wanting to locate or relocate within the town. SEDCO used to publish such information in their newsletter

however, I do not believe they have anything on their site similar. It can be a challenge to keep the information current for all. A bi-monthly (6 times per year) update might work—quarterly doesn't seem to be often enough.

Sorting the properties initially into the two categories: for sale or for lease (this would also include sublease), then size, followed by location. The draft you sent over had about 43 properties on it, quite a few—but if it was sorted by 2 or 3 of the aforementioned levels—it would be easier to scan. The basics are covered whether it's a sale or lease.

With regards to the updating—a question to you, what method or format is desired to receive updates in? I tried to update the Adobe PDF but my text editing messed up the page. Any suggestions?

**6/29: Jessica Estes, CB Richard Ellis The Boulos Company (phone call)**

Keeping a database is a good idea and is helpful to everyone.

But does this effort duplicate information that is already available elsewhere? The commercial brokers recently adopted “Catylist” as a central database to house listings digitally. That database is available to the public. If the Town were to link to that, real time data would be available.

Listing by for sale/lease category is useful, then by property type.

Updating data every week is recommended as sales prices fluctuate.

What else could the Town do? Coming to one of our weekly broker meetings for 30 minutes to tell us what is happening in your town and what you are working on is helpful. Other brokerages do that as well and it helps to build relationships. Response: Yes, the Town would be interested in that. Jessica will send follow-up e-mail about that and propose a few possible dates.

**7/8: Jessica Estes, General Manager, CB Richard Ellis | The Boulos Company (e-mail)**

Hi, Theo. I apologize for not getting this email to you sooner. Attached are several brochures for properties we have listed in Falmouth.

I did speak with the people at Catylist, and they would be happy to talk to you about potentially putting a link onto your website where all of Falmouth's commercial properties are listed. Catylist is used by the Maine Commercial Association of Realtors, and any agency that does commercial real estate, no matter how big or small, can be a part of that group. The only listings you might not get with that link would be the occasional 'could be commercial' home that residential agent has listed. Please check out [www.mainecepe.com](http://www.mainecepe.com) for a link to the site.

Also, we'd like to have you and Nathan Poore visit us on a Tuesday morning at 8:30. Most of the Tuesdays in August work, with the exception of August 25th. Please let me know what works for you and I'll be happy to book it.

Please call or email with any questions.