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SIOR New England chapter hosts Landlord Breakfast July 31

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SIOR New England Chapter, Inc. hosted its second Landlord Breakfast of the year on July 31. The event featured Marci Loeber, principal and CIO and John Mannix, principal and director of acquisitions of Griffith Properties, LLC, as its keynote speakers who introduced their newly acquired Lexington Crossing Portfolio. Located at Griffith Properties' office building, the breakfast was a great success, drawing over 40 of the biggest names in the local commercial real estate industry.

SIOR president, Jim Boudrot, opened the breakfast with a warm thank you to all attendees including landlords, real estate brokers, and SIOR members. Additionally, Boudrot specifically thanked Carrie Richards of Nickerson for her organization and management of the event.

"The growth in popularity of SIOR's Landlord Breakfast Series is clearly evident today as over 40 industry veterans have gathered to hear Marci and John's presentation," said Boudrot. "It is a great opportunity to gather insight from two of the best in the industry."

Transitioning from the opening comments, Mannix and Loeber took to the podium, opening their presentation by introducing Griffith Properties' newly acquired Lexington Crossing Portfolio. The five-building, 360,000 s/f campus in Lexington, includes properties at 20 Maguire Rd., 70 Westview St., and 81, 83 and 131 Hartwell Ave. Strategically located in the heart of the Rte. 128 Technology Corridor, the campus is adjacent to Hanscom Air Force Base and easily accessible from all directions.

Highlighting the amenities that the Lexington Crossing Portfolio has to offer (fitness centers, Wi-Fi, large cafeterias, building signage opportunities, etc.), Loeber went on to explain the importance of these conveniences in a tenant's decision making process in today's market.

"Amenities are a key factor in increasing occupancy rates," said Loeber. "In addition to the location of the building, tenants are looking for a facility that provides top-notch conveniences such as large cafeterias and onsite gym accommodations."

Mannix added that amenities are necessary for the retention of tenants and maintaining employee satisfaction in the workplace. With longer work days and busier schedules, employees are looking for a facility featuring unique amenities and areas to de-stress. Loeber concluded by highlighting the importance for landlords to create a unique impression with their properties, allowing them to stand out in a highly-competitive market.

Upcoming SIOR events include the Annual SIOR Scholarship Night on September 25, at the Algonquin Club of Boston, featuring a scholarship donation to the most qualified commercial broker applicant.

Further information regarding these events will be distributed in the coming weeks.

A professional affiliate of the National Association of Realtors, SIOR is dedicated to the practice and maintenance of the highest professional and ethical standards. SIOR maintains a commitment to business and industry by providing outstanding professional services, publications, and educational

programs.

Griffith Properties is a woman-owned real estate investment firm that employs extensive operating and investing experience. Founded in 1978, the company's principals have owned over \$2 billion of commercial properties and acquired nearly \$585 million of assets in the Greater Boston, Baltimore, and Washington DC markets. Providing investors an attractive risk-adjusted return, Griffith Properties has been able to establish itself as a premier real estate investment firm.

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