

## James Campbell Co. sells 101 Station Landing to RJK for \$11.75m - arranged by Newmark

June 20, 2025 - Front Section



Medford, MA Newmark has arranged the \$11.75 million sale of 101 Station Landing. Newmark co-head of U.S. Capital Markets Robert Griffin, along with Boston Capital Markets executive vice chairman Edward Maher, vice chairman Matthew Pullen, executive managing director James Tribble, senior managing director Samantha Hallowell and associate director William Sleeper as well as Boston Private Capital associate directors Joseph Alvarado and Casey Valente, represented the seller, James Campbell Company, and procured the buyer, RJK of Burlington, Mass.

Additionally, Newmark Boston Debt & Structured Finance vice chairman David Douvadjian, Sr., executive managing director Timothy O'Donnell, senior managing director David Douvadjian, Jr. and associate director Conor Reenstierna secured acquisition financing from Cambridge Savings Bank as the lender on behalf of RJK.

101 Station Landing comprises 160,482 s/f across five stories. Located three miles from downtown Boston, the property is seamlessly integrated into a 16-acre, master-planned, transit-oriented live-work-play development. With direct skybridge access to the MBTA Orange Line's Wellington station, adjacency to I-93 and proximity to Assembly Row and Cambridge, the property offers accessibility.

RJK, a long-term investor in high-quality urban-edge real estate, plans to implement a strategic repositioning of 101 Station Landing focused on enhancing the tenant experience through modernized interiors, refreshed common areas and upgraded on-site amenities. This repositioning will align the asset with the evolving demands of office and medical/flex tenants, particularly those

seeking space near Boston's innovation hubs.

"101 Station Landing is an exceptional canvas for repositioning," said Brandon Kelly, CEO of RJK. "With its irreplaceable location, strong infrastructure and embedded vibrancy from the surrounding live-work-play environment, we see an opportunity to transform it into a next-generation workplace. We are committed to delivering improvements that will attract dynamic tenants seeking flexibility, connectivity and community."

"101 Station Landing has been a top-performing asset for James Campbell Company, averaging 96% occupancy over the past decade," said Pullen. "A recent vacancy blip, coupled with its strong 'bones' and outstanding location, make it a prime candidate for a cosmetic overhaul and repositioning by RJK. They are the perfect owner for the next chapter of this property's future."

101 Station Landing offers sub-divisible floor plates of 35,000 s/f each. These are complemented by garage parking and on-site amenities including a cafeteria and outdoor plazas.

Newmark executive managing director Juliette Reiter provided local leasing expertise for the transaction, and senior financial analyst Bobby Alvarado and financial analysts Grady Zink and Harrison Zucco provided analytical support.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540