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Drew joined the company in 1998 and has been actively involved in the commercial real estate industry in Maine. He currently serves as Vice President of the Board of Directors for the Maine Real Estate and Development Association, has been a director and Past-President for the Maine Commercial Association of Realtors, is the Designated Broker for CBRE|The Boulos Company and a Board Member for AVESTA Housing.

In 2005, Drew was selected as one of Realtor Magazine's 30 Under 30 in 2005 and was voted Maine Commercial Realtor of the Year by his peers in 2006. Drew was awarded Maine Today's first annual 40 Under 40 Award in 2011. He is a member of the Society of Industrial and Office Realtors (SIOR), a professional recognition of the highest level of knowledge, production, and ethics in the commercial real estate industry.

Drew works in all aspects of real estate, including development assemblages, strategic planning, lease transactions of all sizes, Landlord and Tenant representation and investment sales. Over the years, Drew has represented a diversity of clients such as: the City of Portland, Hannaford Bros, MEMIC, The Libra Foundation, Nike, and Dead River Properties, among others.

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To build or to buy? That is the question. And it's a tough one. When companies are looking to relocate and want to own their building, this is one of the first questions they grapple with. Typically, companies wonder whether they can find an existing building that suits their needs, or if they will need to purchase raw land and start from scratch.

Several factors come into play when deciding which route to pursue. The major considerations include: cost, timing and location. The less tangible factors may include the efficiency of new versus old space, and the headaches of new construction versus the unknown costs of potential renovations, repairs and maintenance in an older building.

Since cost, timing and location are the three major issues on which the build-vs.-buy decision typically hinges, here are examples of how businesses can ask --- and answer --- the most important questions during the process.

Cost

New construction for office, retail or warehouse space typically costs more than purchasing an existing building on a price per square foot basis. However, with new construction comes the ability to build-to-suit and create a space that ideally fits your company's image, production needs and geographic requirements. Also, new construction should translate to lower costs for repairs and maintenance, and lower utility costs due to newer and more efficient mechanical systems, insulation, roof, and structure.

Location

Often there is a difference between where buyers think they "need" to be versus where they "want" to be. I've been in situations where prospective buyers ask me to focus a search on one specific area, only to easily shift to other locations if no properties are available there. Businesses need to be flexible with this decision because the commercial space available for sale in Maine is limited.

Asking the right questions about your business locale is important. Your employees may like to be downtown to socialize, go to the shops and restaurants, but your business may not need to be downtown. The better questions may include: Where do our customers need us to be? What locations are most convenient for our suppliers? What is the long-term growth capacity of this site? These questions may result in a realization that the building your company is seeking to purchase is not available in that geographic area. It may be necessary to switch gears and look at land options for new construction.

Timing

Timing for a project can be a double-edged sword. It will take longer to construct a building than it would to purchase an existing building. We have many clients who don't want to buy land, go through the permitting and approval process and then wait for construction to be completed. Conservative estimates for projects like this are nine to twelve months once the land has been purchased --- but this timeframe can easily be prolonged if surveying, engineering or permitting issues arise, not to mention potential construction delays resulting from weather, material backlogs or sub-contractor availability.

When looking for a new commercial building, give ample time in your current space to build new or purchase an existing facility, consider as broad a geographic range as possible to open up the options, and do the math with a construction manager and a broker to compare the cost of new versus existing facilities. Also, if your business is specialized be sure to calculate the costs of renovating an existing facility to meet the specific requirements of your business. In the end, new construction may be the cost effective option over the long-term for a specialized user.