

Cambridge Trade of Mayflower Poultry Co.

CAMBRIDGE — The \$5-million sale of the flex/retail property at 619-629 Cambridge Street in East Cambridge to Riverside Properties passed without much ado in late May, but for long-time locals, it was notable mainly because of its distinctive tenant.

The Mayflower Poultry Co. has been located at the address since moving there from Boston's North End in 1945. It's become a landmark of sorts due to the prominent (some would say, startling) "Live Poultry Fresh Killed" sign that has adorned the front of the butcher shop for decades. In fact, the sign has become a brand in its own right - as the company sells its famous Yellow Chicken logo affixed to apparel, along with the "Live Poultry" tagline.

Members of the Silver family had owned the 17,629 square foot building since 1959 and have always felt connected to the neighborhood. They had no intention of selling at all, according to real estate agent Talia Abrams-Kudan at ABG Realty, who co-brokered the deal for both buyer and seller, along with fellow agents Julian Lewis and Stephanie Deering.

"The son-in-law called us to inquire about leasing out the 5,742-square feet of Boston Bed Company space [located next-door] at 625 Cambridge Street," says Abrams-Kudan. However, "The [new] buyer [Riverside Properties, of Wellesley], got word of the space being for lease and then was connected with ABG Realty," says Abrams-Kudan. "The sellers did not initially want to sell, but he and I developed a good relationship and he felt comfortable moving forward after learning more about the buyer."

According to Abrams-Kudan, the new owners will be completing some upgrades, and they initially planned for Mayflower remaining part of any future plans, but according to a local story from WickedLocal, Poultry owner Jim Gould will be moving his business (which is 95% wholesale now) to the Boston Meat Market off Route 93. Despite being known for its "Live Kill" sign, which is set to be auctioned off in the near future, poultry was not killed on the premises for over a decade, according to the company. The property is less than a half-mile from the Lechmere Transit Station, currently undergoing a long-awaited renovation and relocation which residents expect to be a tremendous value-add for the community.

The East Cambridge corridor that encompasses the Mayflower building has been one of the hottest redevelopment areas for bio and lab space over the past half-decade, lead by DivcoWest's Cambridge Crossing, which is bringing 4.5 million square feet of master-planned mixed-use development to the neighborhood. Amid a construction boom and rapid gentrification, East Cambridge has maintained a strong connection to its historic past and small neighborhood feel.

Nearby Kendall Square, worldly renowned for its biotechnology and life sciences lab cluster continues to fetch pricing that tops \$100 per square foot; which may position this Cambridge Street parcel as prime for a different kind of production space. Gentrification has pushed much of the old businesses and character out - redefining the East Cambridge neighborhood as it joins other Cambridge enclaves serving as the biotechnology capital of the world. Perhaps someday the building will employ poultry for

other scientific methodologies. Talia Abrams-Kudan at ABG Realty, who co-brokered the deal for both buyer and seller, along with fellow agents Julian Lewis and Stephanie Deering.

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