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# Personality Profile

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H. David Ritchie, Vice President of John E. Begley Co., Inc., was born in Cambridge, Mass. After a four year stint in the Army, he attended the University of New Hampshire and graduated in the class of '49. Mr. Ritchie joined the John E. Begley Co. in 1952, working in the sales division and in 1953 was transferred to the administrative staff where he handled the residential division, which consisted of 30 salespeople in 18 communities. In 1956, Mr. Ritchie served the Begley firm in the industrial and commercial division and in 1957 became Vice President.

He has long been successful in the gamut of brokerage activities, ranging from office, store, manufacturing and warehouse, to apartment sales and investment property, new and existing industrial plants and land sales.

His most recent sale of note was 38 acres of Dedham land to the Providence Trust for approximately \$422,000.

Currently, Mr. Ritchie assists in the direction and operation of the firm. The firm stresses service to the customer - finding the right building, investment or land site to suit the client's needs. Mr. Ritchie says: "we don't 'force-feed' our own property, but service the account positively, wherever it might lead us."

He feels, nationally, "basic realty activity is not as good as it could be, which is a reflection upon the Kennedy Administration. Though there are all the positive factors necessary for prosperity in commercial and industrial real estate, the needed reforms die when they get to the level of management." Referring to the "New Boston", he feels that "it is helpful to the "new image" for industries located outside of Boston, but it isn't enough." He said that Metropolitan Boston must "take a hard look at its tax base. Personal property taxes in Boston are almost to the point of being confiscatory."