

New England Real Estate Journal

dec. 30, 1977

supplement of the new england real estate journal

52 pages

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1977

Real Estate
In Review

and those who made it happen!

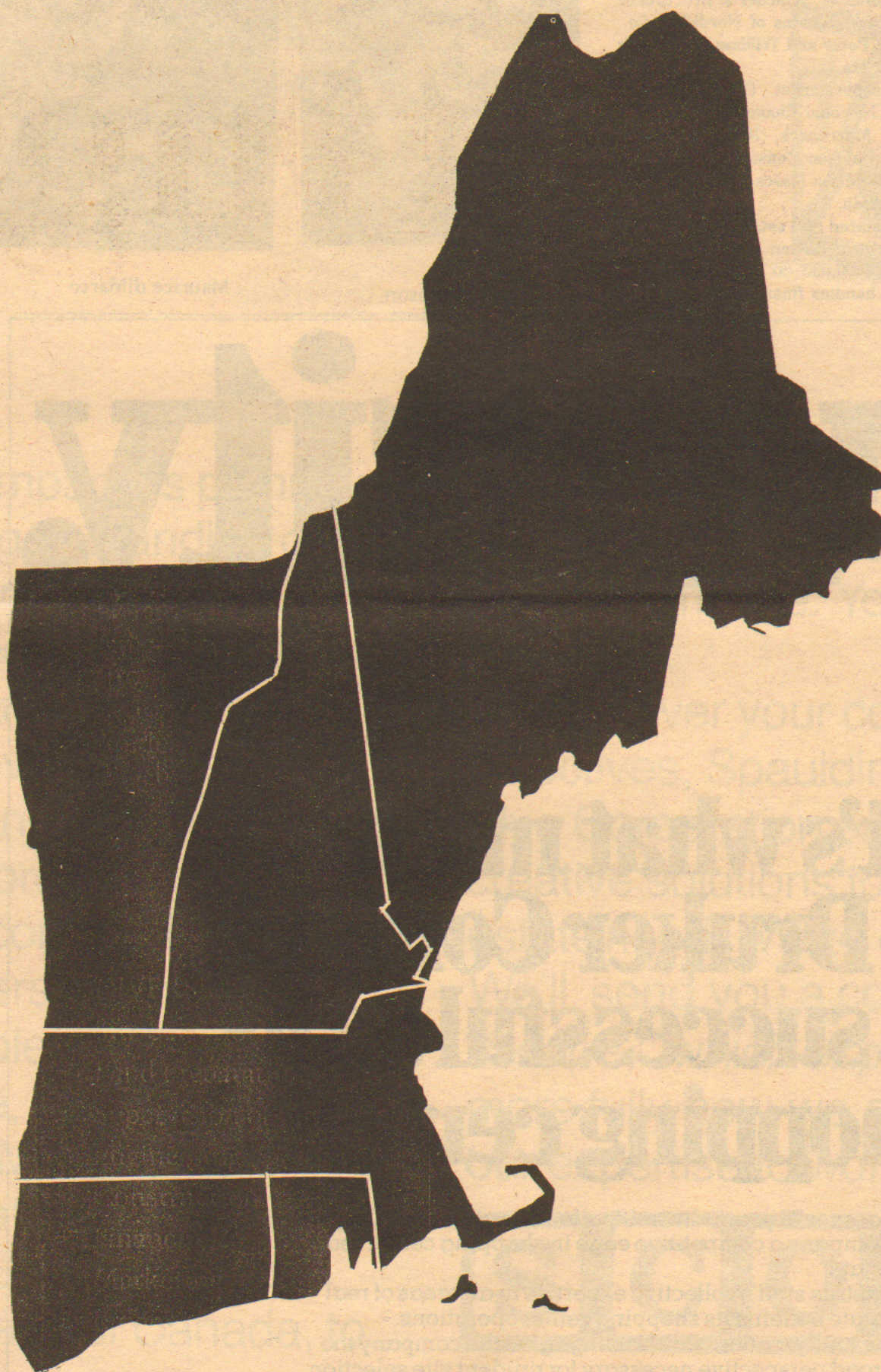
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Season's Greetings.

Meredith & Grew, Inc.
Real Estate. 125 High Street, Boston, MA 02110/482-5330

LEATHERBEE & COMPANY

**New England's
Leading
Shopping Center Developer**



We invite inquiries as to available space.

LEATHERBEE & COMPANY

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January

Saunders family buys Statler Hilton in Boston; plans \$4m refurbishing; gets \$5m Equitable Life loan.

Monument Realty buys 74,000 s/f plant in Woburn, Ma. valued at \$3m; leases it to Admiral Metals Servicer.

Joseph Moravec of Leggat McCall & Werner and David Ritchie handle lease at Wellesley (Ma.) Office Park.

Phil Meany of Peter Elliot & Co. leases 128/One Office Building in Dedham (Ma.) for Philip Morris regional office.

Daniel Cotton of Julien Studley sells \$210,000 industrial building in Holbrook, Ma. to Atlantic Switchboard.

Mozzone Bros. sell \$175,000 50,000 s/f industrial site in Taunton, Ma. to Arrow Carrier Corp. for A.C.E. Freight Terminal.

Robert Seaman of Ryan, Elliott & Co. brokers 29,500 s/f lease at Cabot, Cabot & Forbes' I-95 Industrial Center in Mansfield, Ma.

Thomas Teuten of A. W. Perry leases 20,000 s/f building to be built at South Shore Ind. Park by Capital Construction.

Janet Clerke and Gloria Goodwin of Jack Conway sell \$236,000 Plymouth, Ma. property to Plymouth Bay Girl Scout Council.

Lewis Heafitz & Robert Stubblebine of C. W. Whittier & Bro. broker \$450,000 Wilmington, Ma. sale with Brad Jenkins of Nordblom Co.

Steven Leaffer places \$4.2m loan for Peter and William O'Connell's 225 unit Sagamore Towers in Quincy, Ma.

Gilbane Properties starts IGA supermarket (11,300 s/f) at Narragansett Pier Village; Industrial National financing.

Nash-Tamposi sells 944 acres in Merrimack, N.H. to Digital Equipment; start 590,000 s/f facility; Davison Const. contractor.

Jerry Rogosa of Minot, DeBlois & Maddison leases 73 Tremont st., Boston offices to Massachusetts Bar Assn.

Arnold Kahn of Carpenter & Co. appointed real estate consultant by Brookstone Co. of N.H.; locates downtown Boston store.

David Rapaport negotiates sale of \$400,000 20 unit Veazie, Me. apartment; Merchants National Bank handles financing.



Bill Nealon



Jack Peckham



Bert Druker



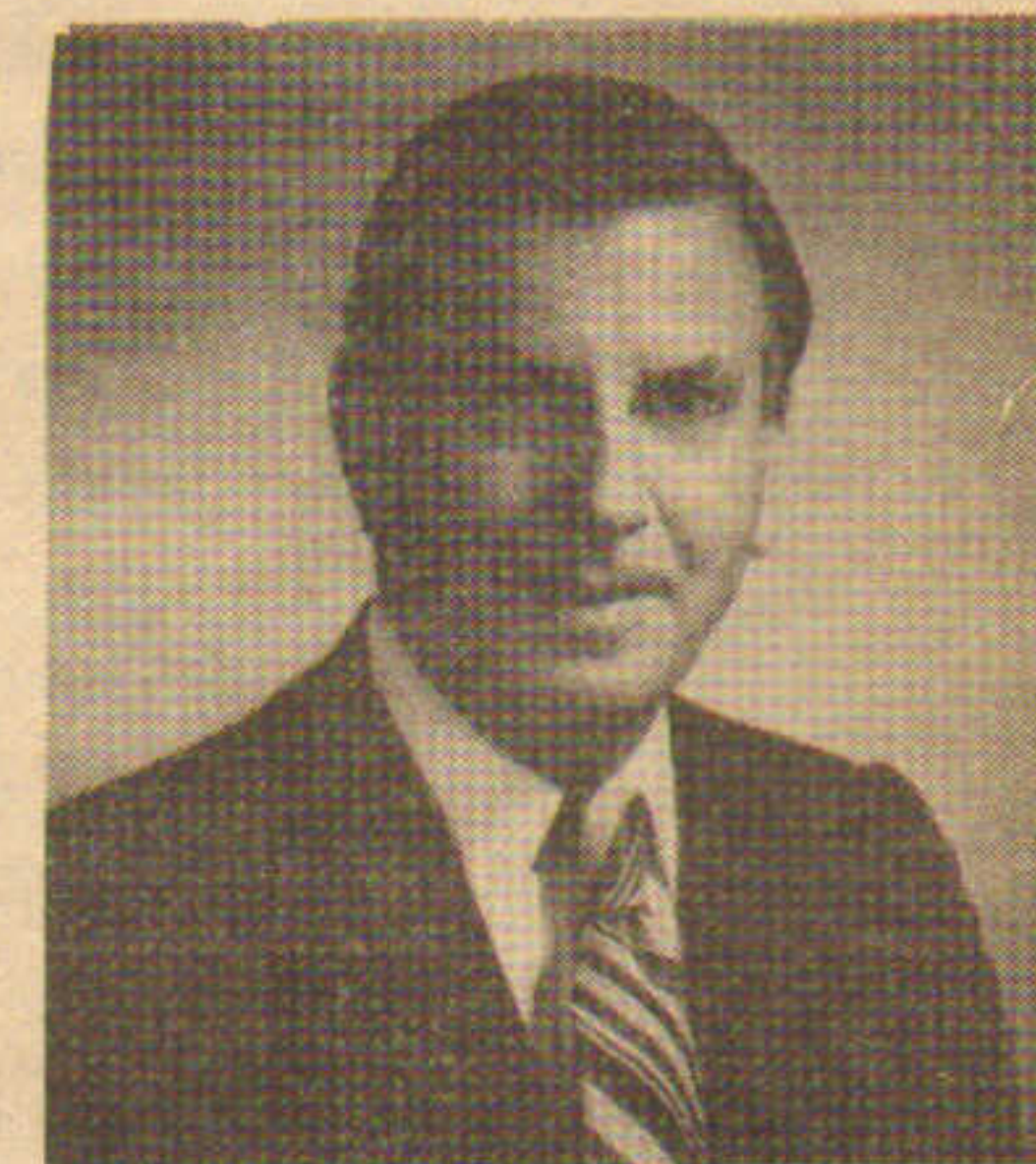
Skip Bronson



Maurice diMarco



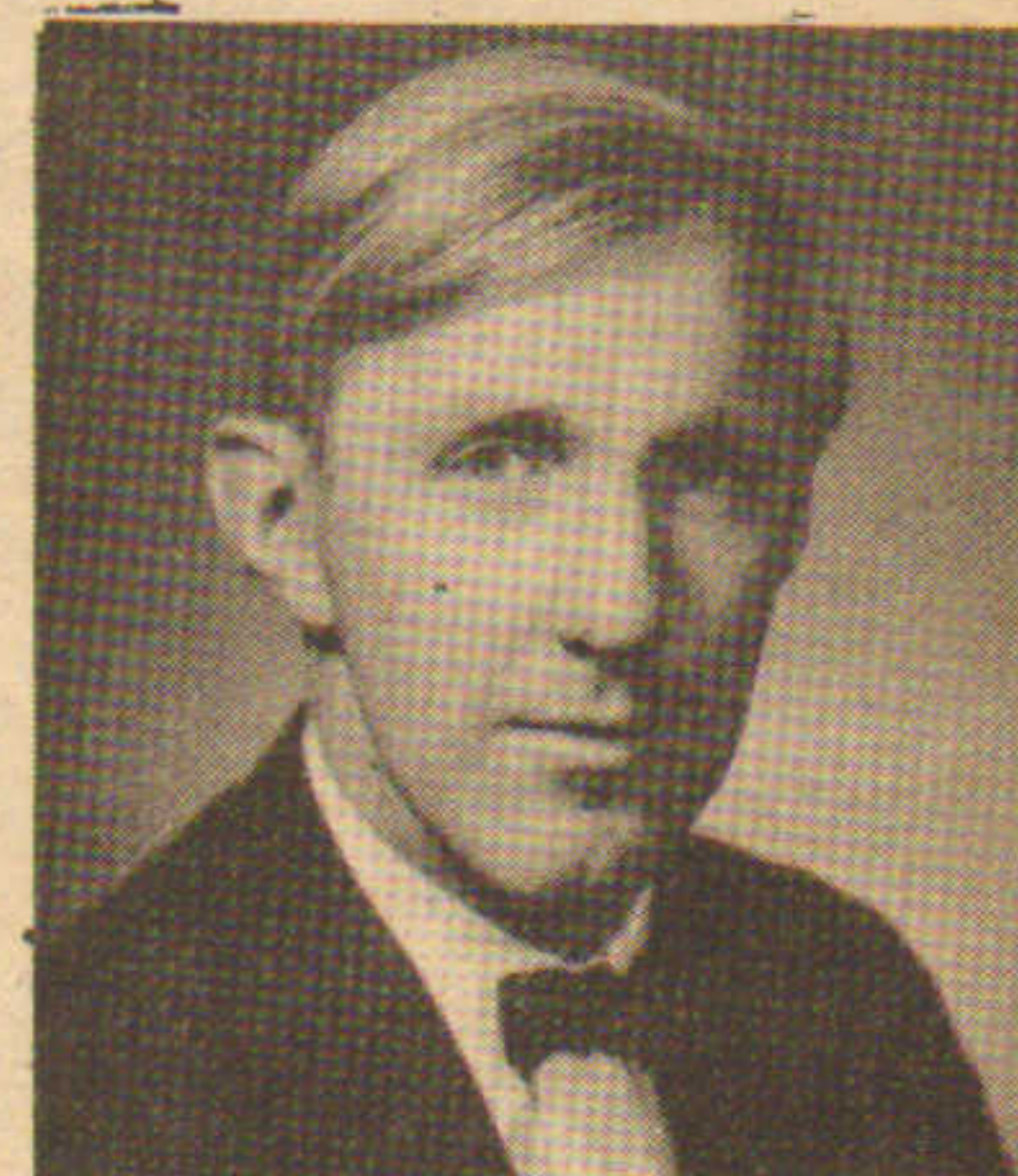
Ron Druker



Norman Leventhal



John Cavanagh, Jr.



William Coughlin



Carl Barron

Diversity.

It's what makes The Druker Company as successful as its shopping centers.

For over 76 years, diversification has given The Druker Company a competitive edge in shopping center real estate.

First, its staff's collective expertise in all areas of real estate benefits its shopping center operations.

Secondly, nationwide holdings give the company the broad perspective necessary for prudent site selection.

Lastly, involvement in a wide range of projects permits the company to find and follow up on foreseeable trends in center development, as well as other real estate.

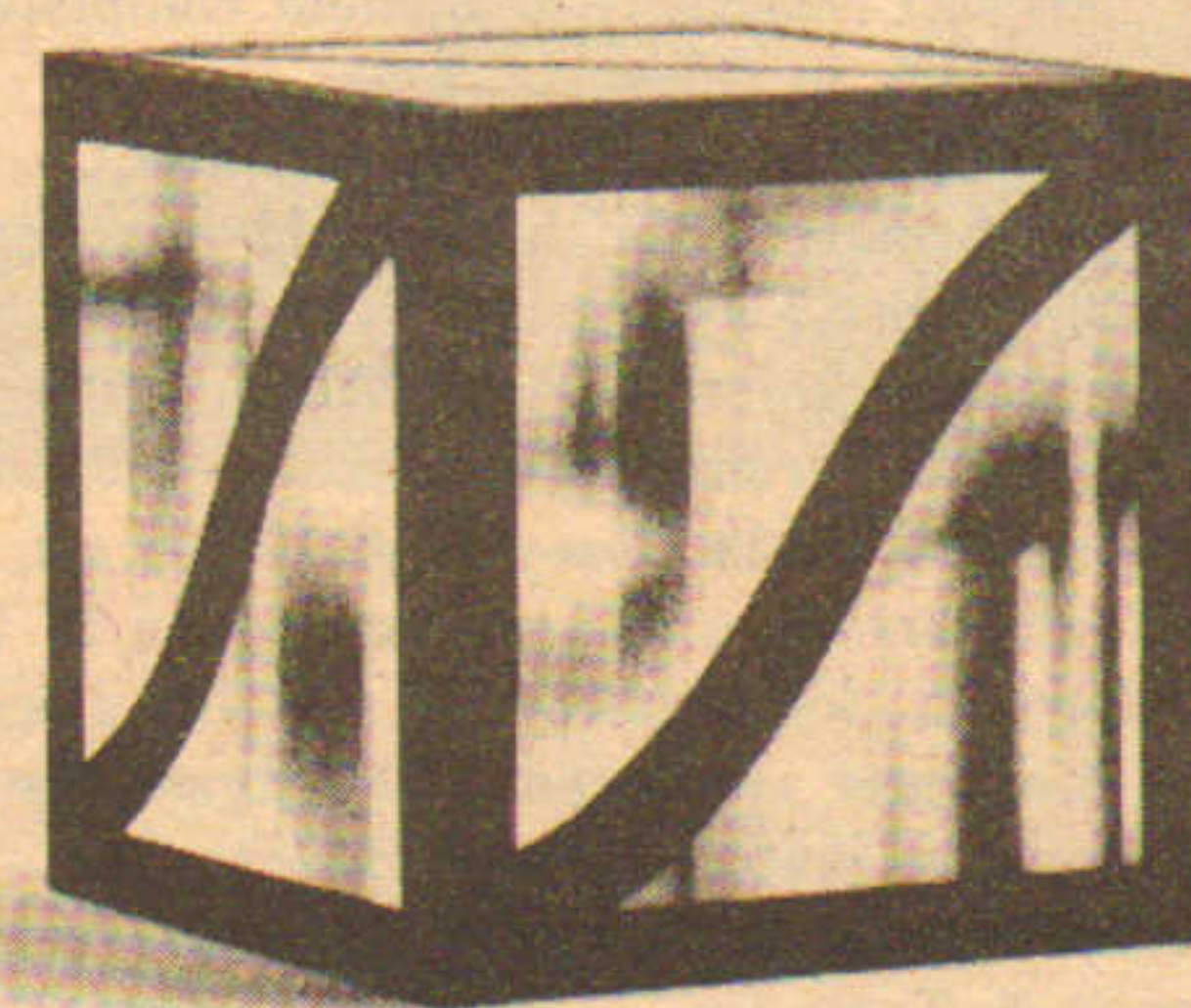
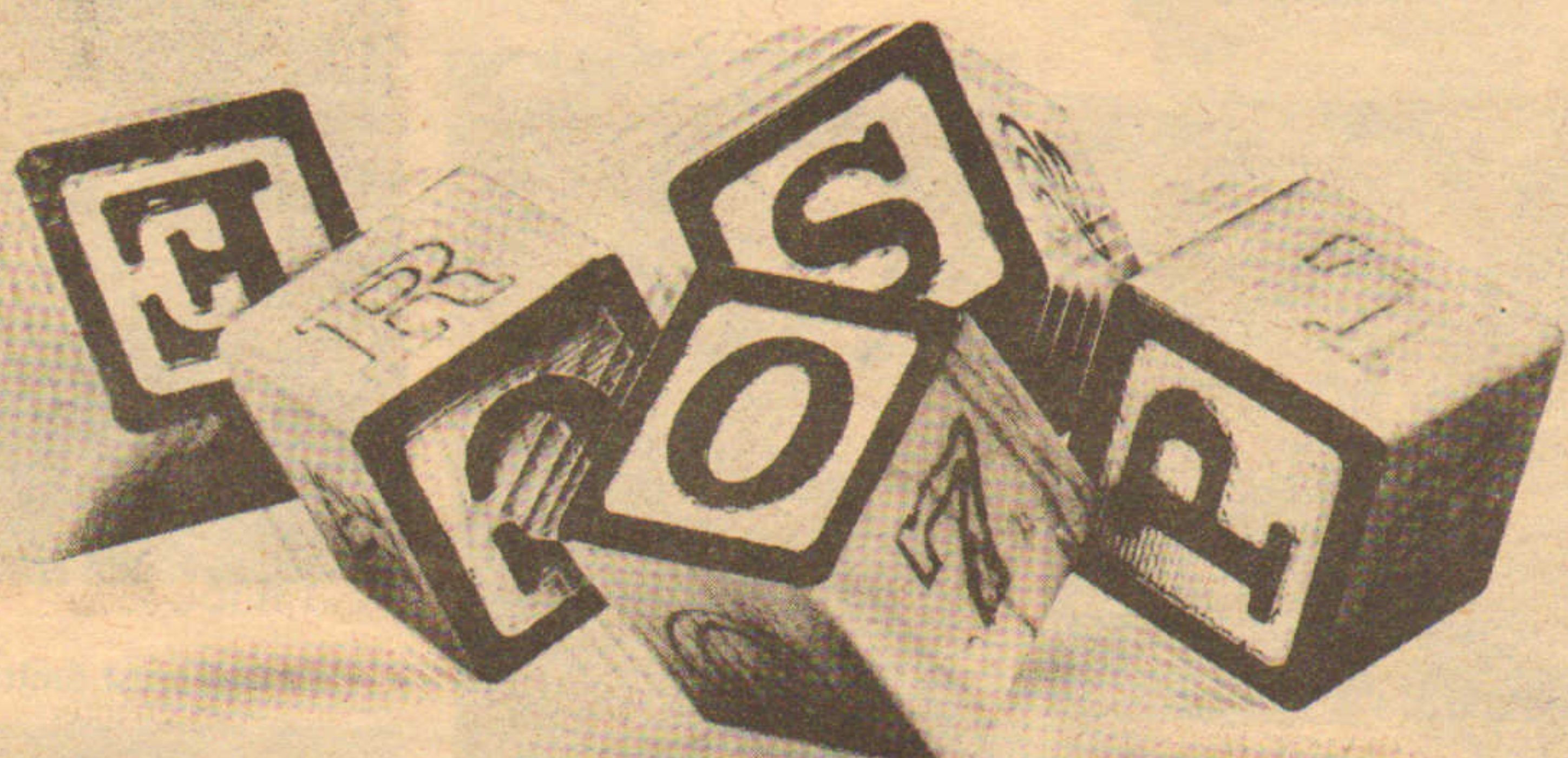
That's why if you're presently considering shopping center real estate, you should consider one of The Druker Company's many highly successful operations. After all, there's just no substitute for success.

The Druker Company

50 Federal Street, Suite 700
Boston, Massachusetts 02110
617-357-5700



Real Estate Consulting • Development Construction • Property Management Financing and Brokerage



If your company is planning on relocating, expanding or investing in real estate, talk to us first about the scope of Spaulding and Slye Corporation. For over a decade, Spaulding and Slye has been providing a broad range of services to companies like IBM, Travelers Insurance, Cleary Petroleum division of W. R. Grace, New England Merchants, Merrill Lynch, Tyco Laboratories, Eastman Kodak and Sun Life Assurance Company of Canada, to

name just a few. With clients like these, you need more than experience. You need expertise.

Whatever your company's objectives, Spaulding and Slye Corporation can offer creative solutions to your real estate needs. Write or call us. We'll send you a copy of "Scope," which explains more fully how we can put our expertise to work for you.



Spaulding and Slye Corporation

15 New England Executive Park, Burlington, MA 01803 (617)523-8000 • Wachovia Center, Charlotte, NC 28285 (704)333-6661
Hampshire Plaza, Manchester, NH 03101 (603)668-3800 • City Center Building, Oklahoma City, OK 73102 (405)272-0301

January

Badger Realty and Robert Danziger handle sale of \$450,000 New England Inn at Intervale, N.H. to Gerald & Betty Davis of Waban, Ma. Robert Brooks of HABS Realtors handles \$105,000 16 unit Manchester, N.H. apartment sale; Merchants National financing.

McKee Real Estate brokers \$520,000 Alpine Motor Lodge sale in Stowe, Vt., 28 units for Nick & Libby Mara.

Raymond Carye of Altid Ent., Cambridge, Ma., leases 51,000 s/f at Bennington, Vt. to Woolworth; John Francis places \$1.5m loan.

Robert Adnopolz of Beazley Co. sells \$700,000 120 bed New Haven nursing home for Humana to Edward Czepiga.

Joseph Keller places \$865,000 construction loan for Messina Ent. in Braintree, Ma. for 35,000 s/f Hazeltine Corp. building.

William Healy and Samuel Reinherz broker \$585,000 32 unit Malden, Ma. apartment sale for Robert Carvelli to BARA Realty.

William Connaughton of Algonquin Inc. brokers \$2.6m land sale in Chestnut Hill, Ma. for Carabetta Ent. 428 luxury units.

Jordan Rittenberg of First National leases former 14,500 s/f supermarket in Methuen, Ma. to Carlos Barcelos.

John Finley of Creative Development completes leasing of 330,000 s/f Plympton Park in Norwood, Ma.

I.D.S. Mortgage Dev. names Peter Elliot & Co. to manage and lease Raynham and Swansea, Ma. K mart shopping centers.

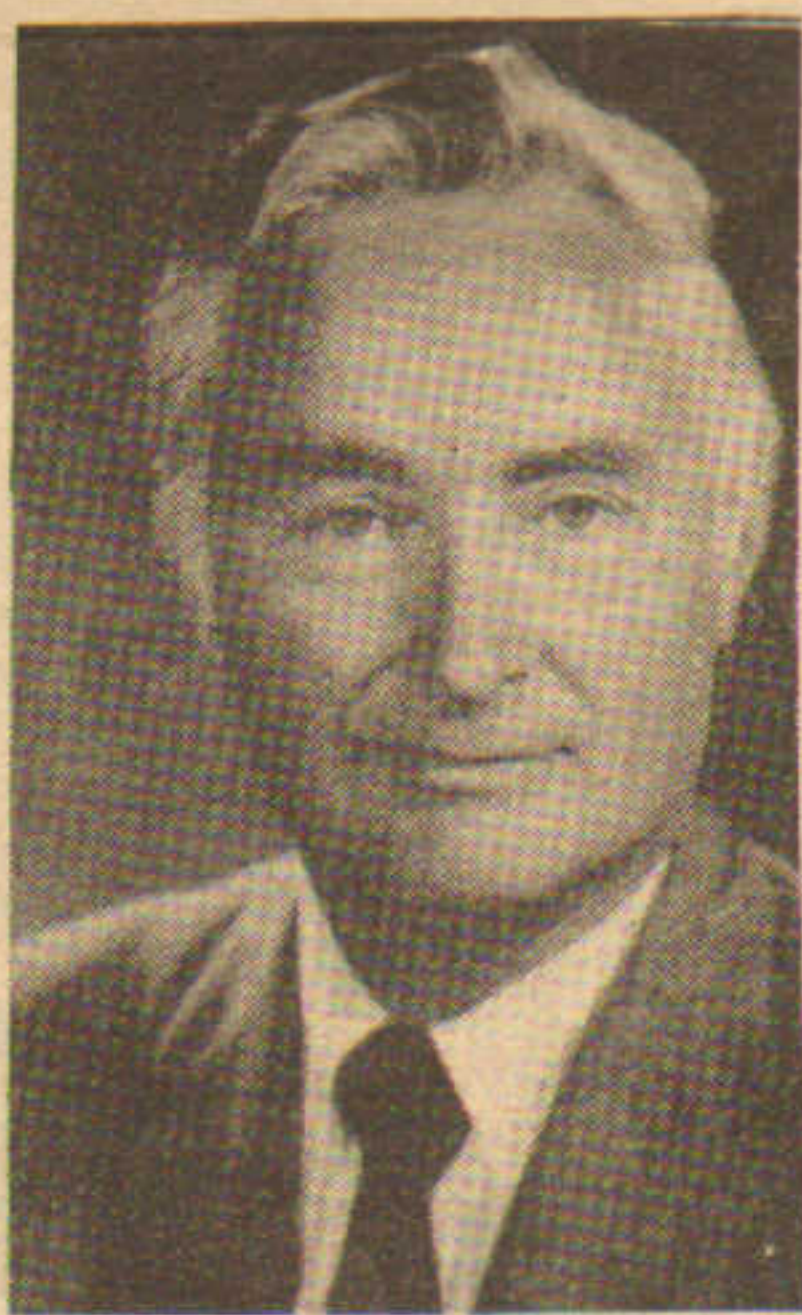
Stan Britten & Bob Fickeissen of H. Pearce Co. handle sale of former Blakeslee site in Branford, Ct. to William Vine.

Brad Jenkins of Nordblom Co. brokers \$250,000 industrial building sale in Woburn; William Casey buys 15,000 s/f.

Miano Realty arranges \$3.5m financing on 97 home subdivision in East Hartford, Ct. for Fairway Estates Developers.

Bernard Kershner appointed rental agent for Peter Fertiguena's \$750,000 shopping center in West Haven, Ct.

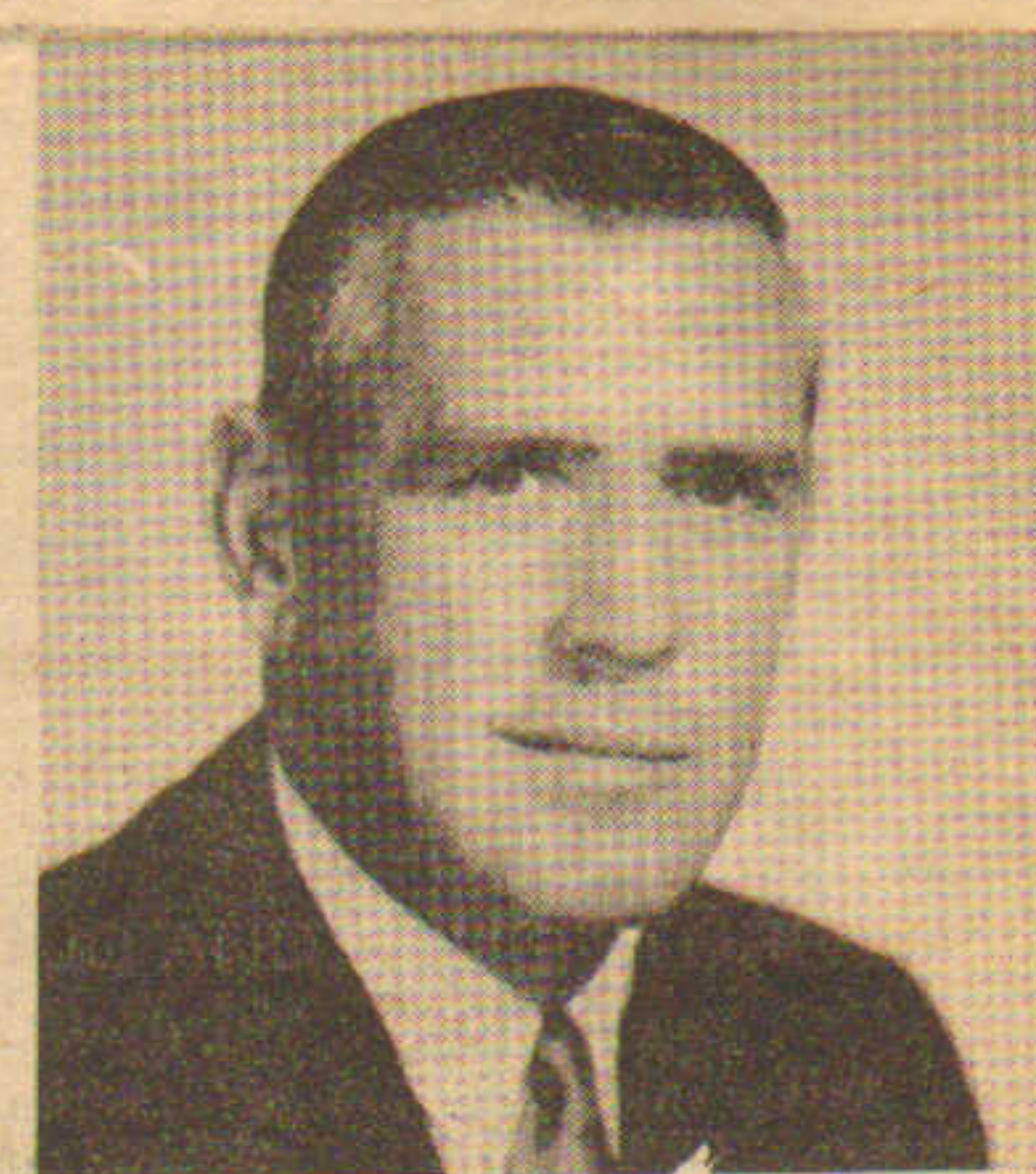
Robert Holmes sells \$150,000 Framingham, Ma. building for Boston Safe Deposit & Trust Co.



Charles Spaulding



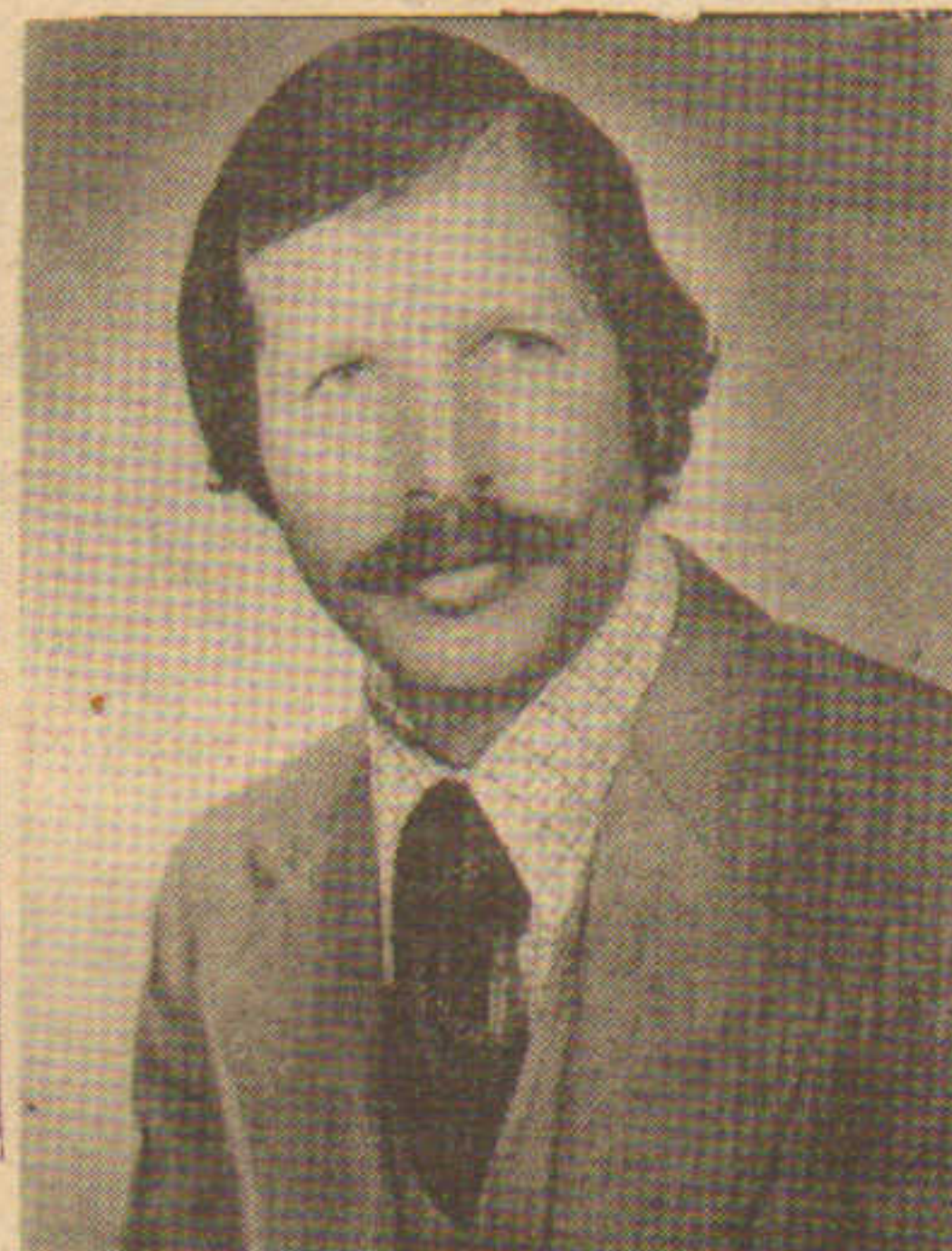
Bernard Kershner



John Fallon



Art Snyder



Stephen Davis



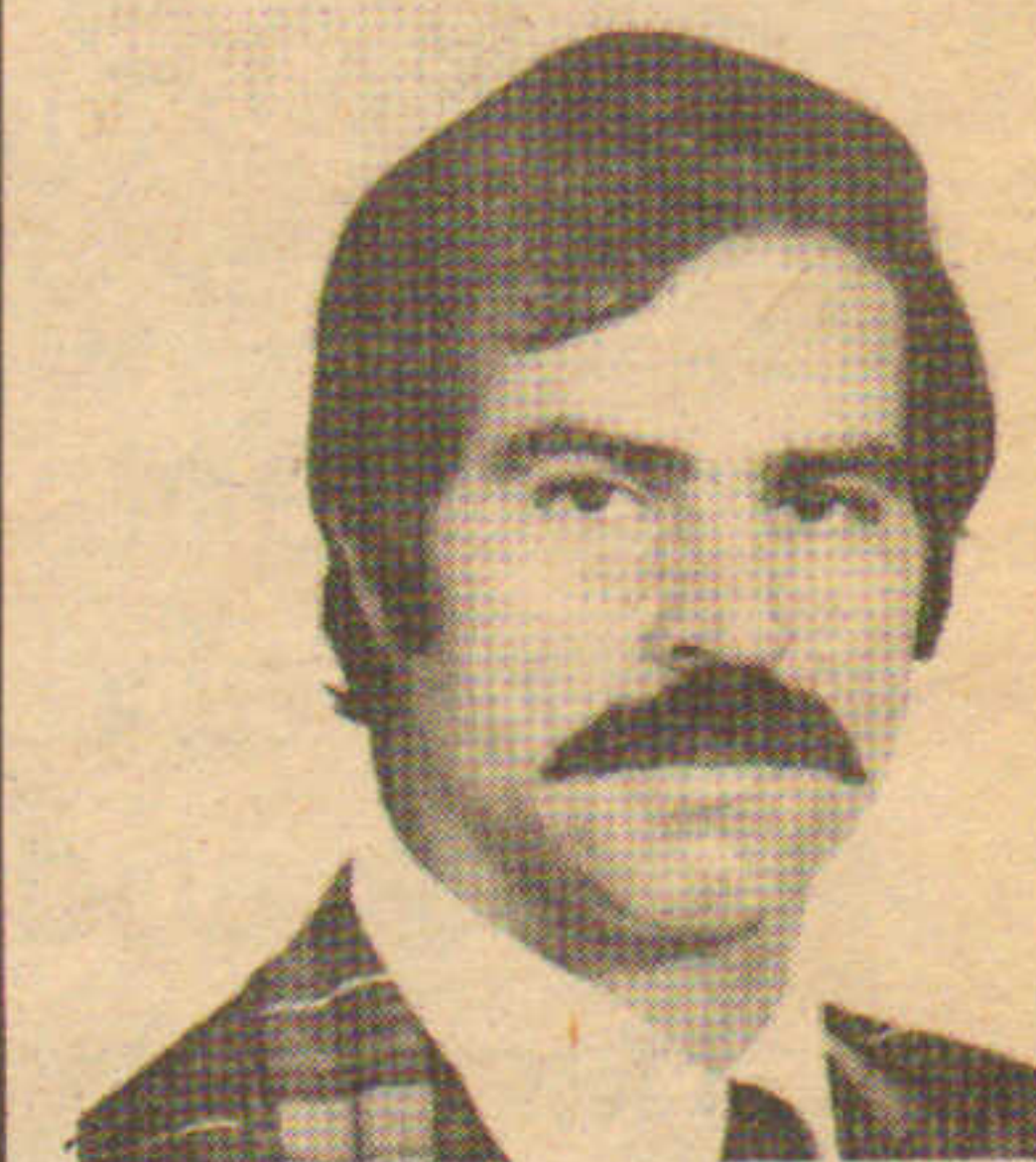
DeForest Smith



George Crockett



Edward Fish



Richard Abraham



Peter Romano

1957 - 1977, 20 years of solid growth.

\$80 million in sales 1977.

SOUTH SHORE & CAPE COD

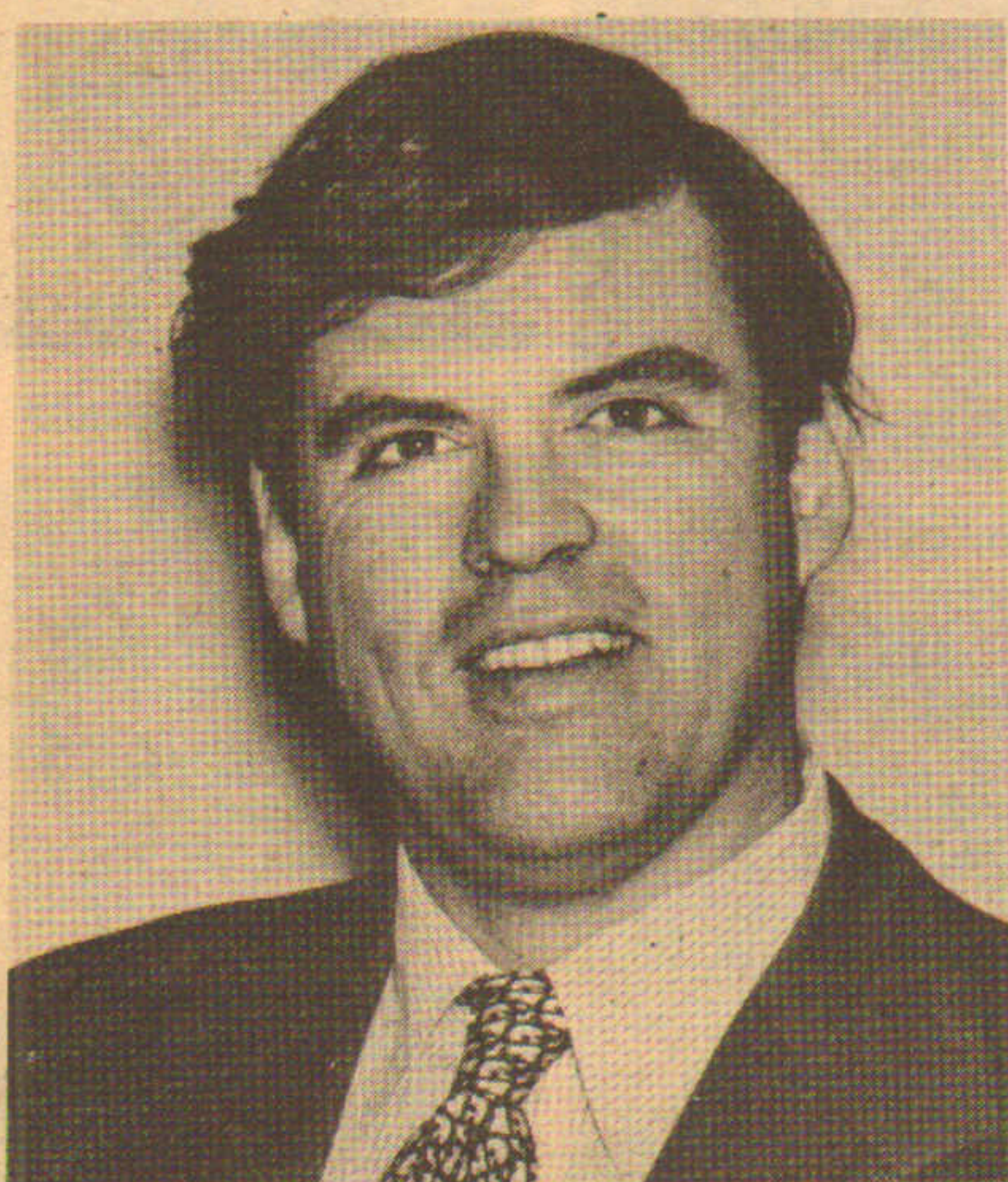
Homes - Land - Commercial - Business Opportunities

Mortgage Placement - Insurance

'CONWAY COUNTRY'
20 Offices in 20 Years



SEASON'S GREETINGS



John L. Hall II



A. R. Friedman



Richard L. Friedman



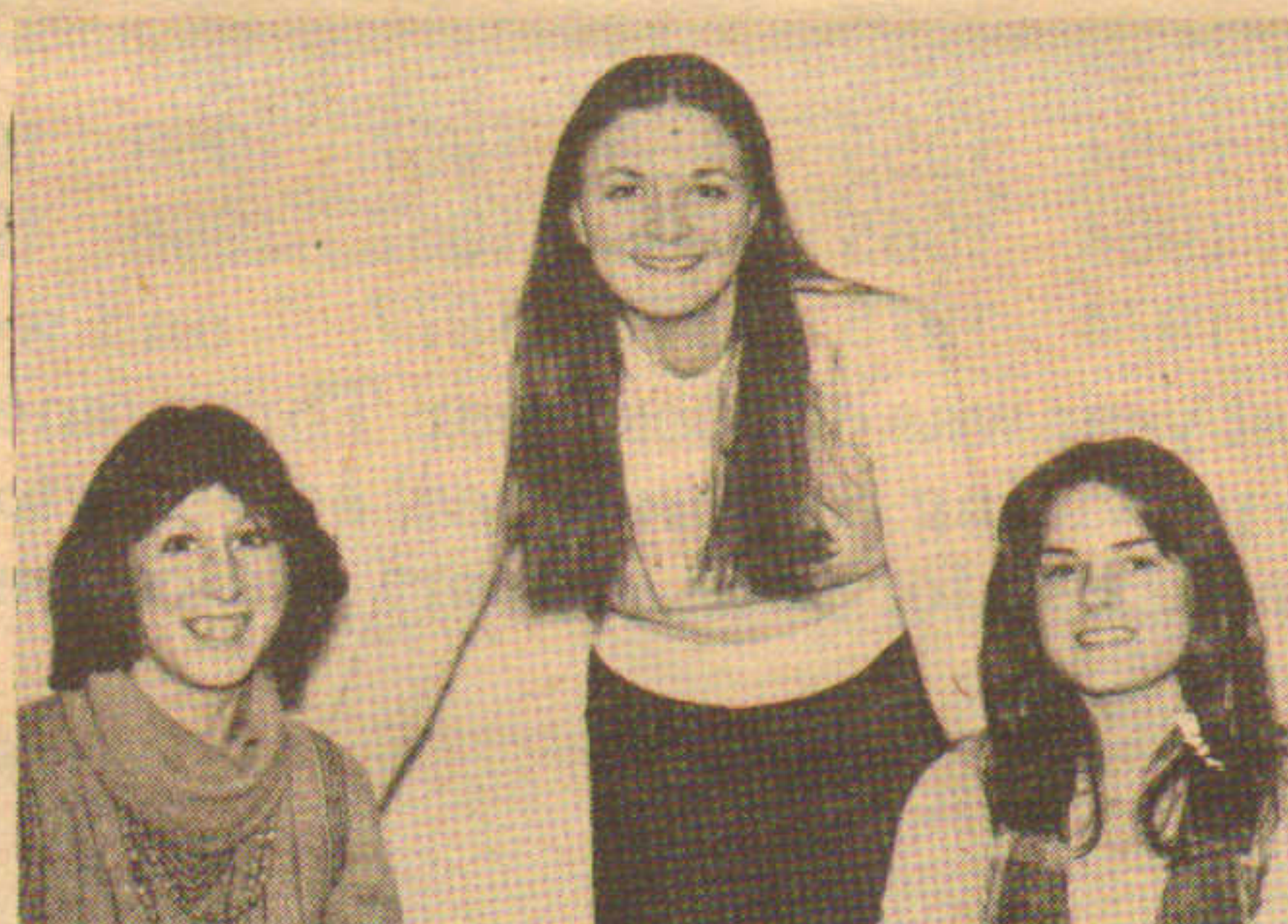
Robert Lee Wolff, Jr.



George W. Humann



Arnold Kahn



Susan Cameron, Midge Loposzko, Margie O'Neil



Peter W. North



Roy C. Papalia, Jr.



Anthony O. Gordon

THE CARPENTER CREW

175 FEDERAL STREET, BOSTON 617-542-7500

February

State Properties of New England signs Lechmere Sales to join Filene's & Sears at Mall of New Hampshire in Manchester.

Alan Slawsby brokers sale of \$780,000 40 unit apartment in Dedham, Ma. for JSA Financial to Clough Realty Trust.

Rauseo & Co. leases 20,000 s/f in Boston for Pappas to Hub Mail; at 440 Summer street.

Peter Quinn of Flatley Co. and James O'Neill of Nordblom Co. lease 15,000 s/f warehouse in Randolph, Ma.

Art Keefe of R. M. Bradley & Co. brokers Swansea, Ma. site for \$128,000 to Old Colony Petroleum for its 87th gas station.

Peter Colgan of Hunneman & Co. and James Killalea of Street Assoc. cobroker \$250,000 Boston office building sale.

David Pergola of Merredith & Grew sells \$630,000 industrial building in Watertown, Ma. containing 46,000 s/f.

Yankee Financial arranges \$865,000 loan in Dover, N.H. to Trapper Brown for 120,000 s/f industrial building.

Kopka Real Estate negotiates sale of \$370,000 mobile home park in Nashua, N.H. to John and Vera Hartley.

Bruce Smith of Frank Punderson brokers sale of 100 room Bardwell Hotel in Rutland, Vt. to Walter Kenney for \$550,000.

MultiVest appoints Hunneman & Co. to lease and manage Ct. Post Shopping Center, 680,000 s/f, in Milford, Ct.

John Capezzuto and Joe Quinn of Data Realty sell \$600,000 apartment site in Somerville, Ma. with 62 units, store and garage.

Corcoran, Mullins & Jennison open 87 unit elderly housing site in Westboro, Ma.; \$2.1m M.H.F.A. loan.

Minot, DeBlois & Maddison named by Immobilair Canada as consultant for \$100m Charlestown (Ma.) Navy Yard program.

Spectrum Financial arranges \$610,000 permanent mortgage for Tasco Realty's Melrose, Ma. industrial building.

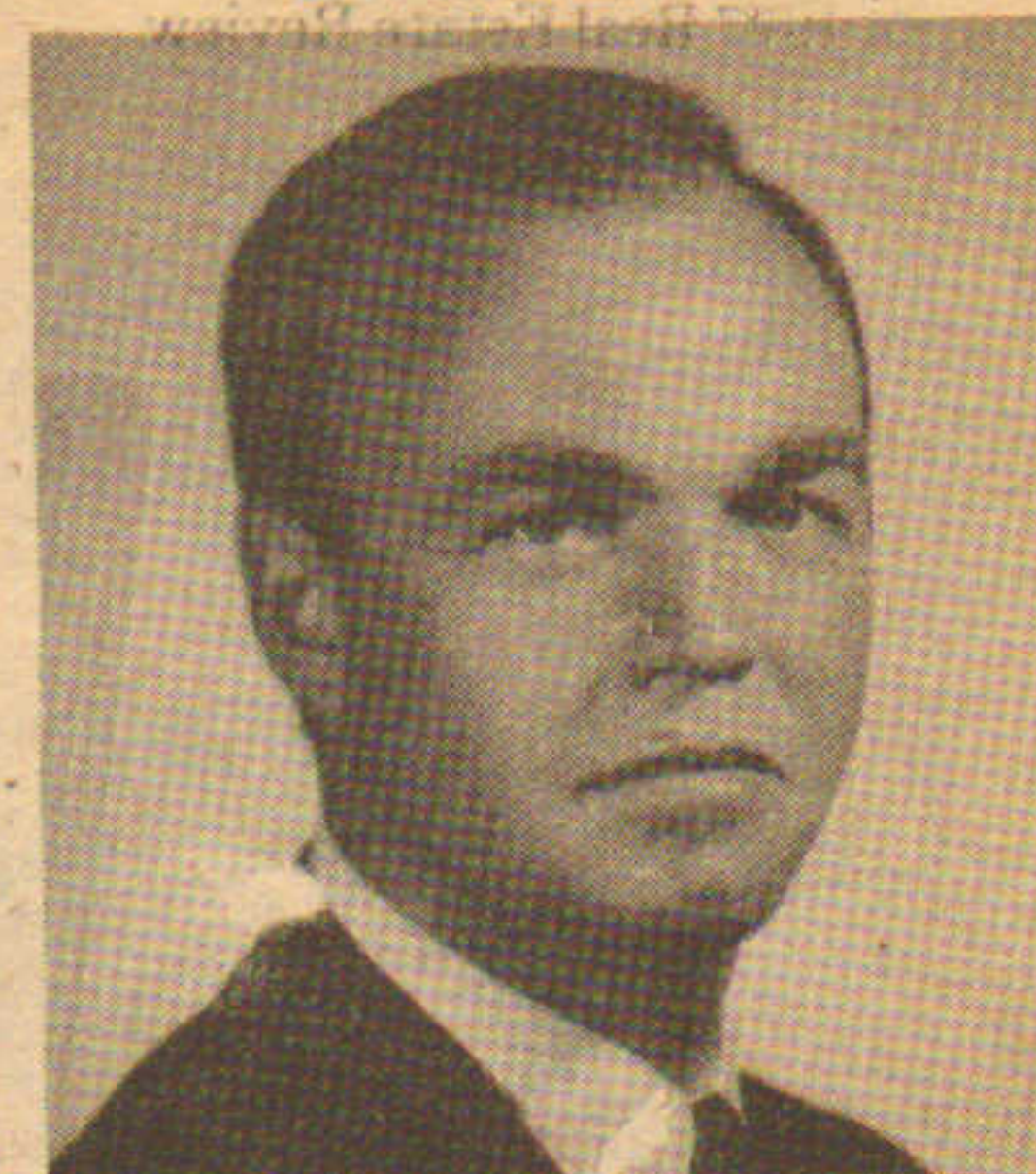
Fred Curtin of Nutmeg Realty sells \$208,000 East Hartford, Ct. site to Red Lobster Inns for Arlen Shopping Centers.



Stephen Hopkins



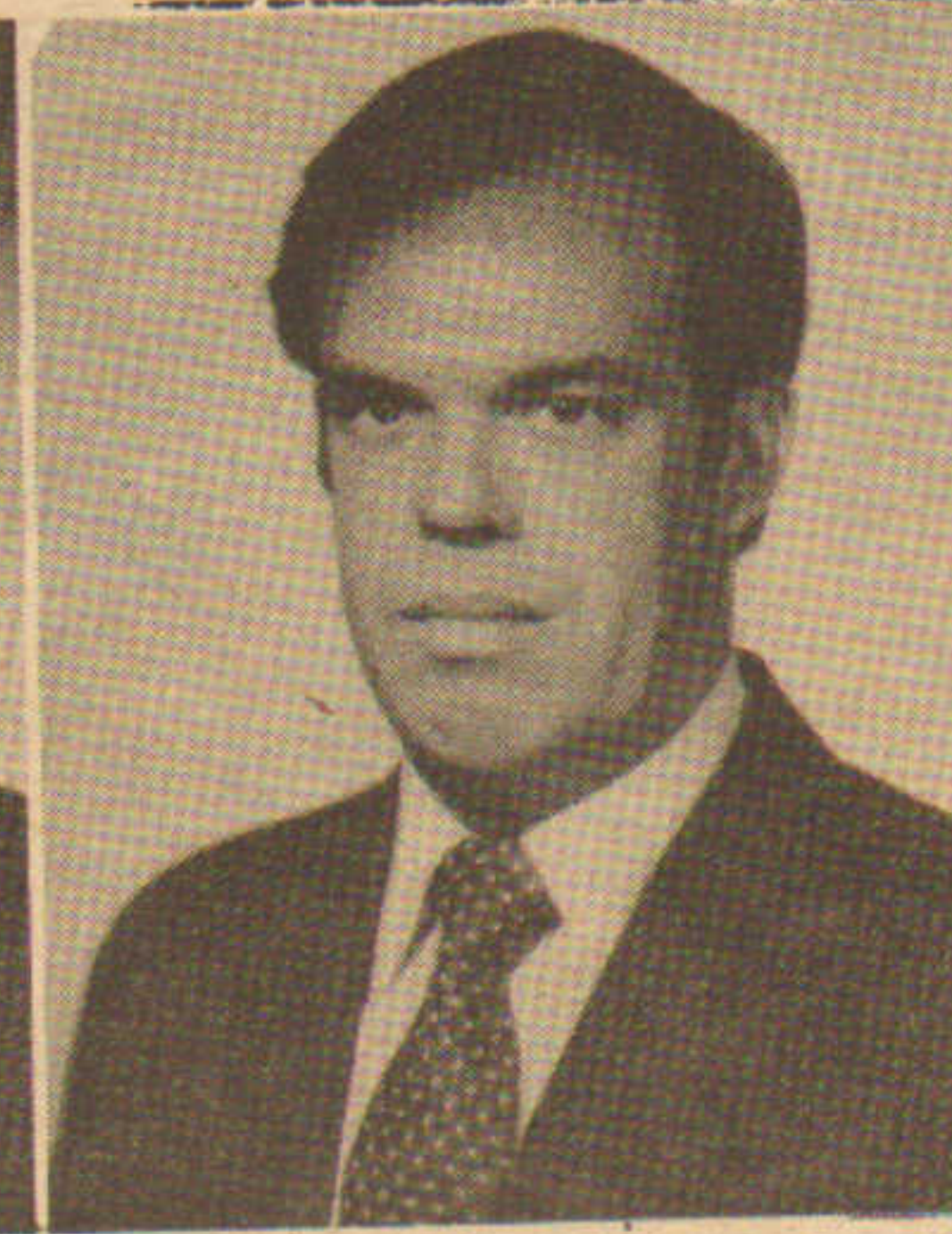
George Lovejoy



Sargent Goodchild



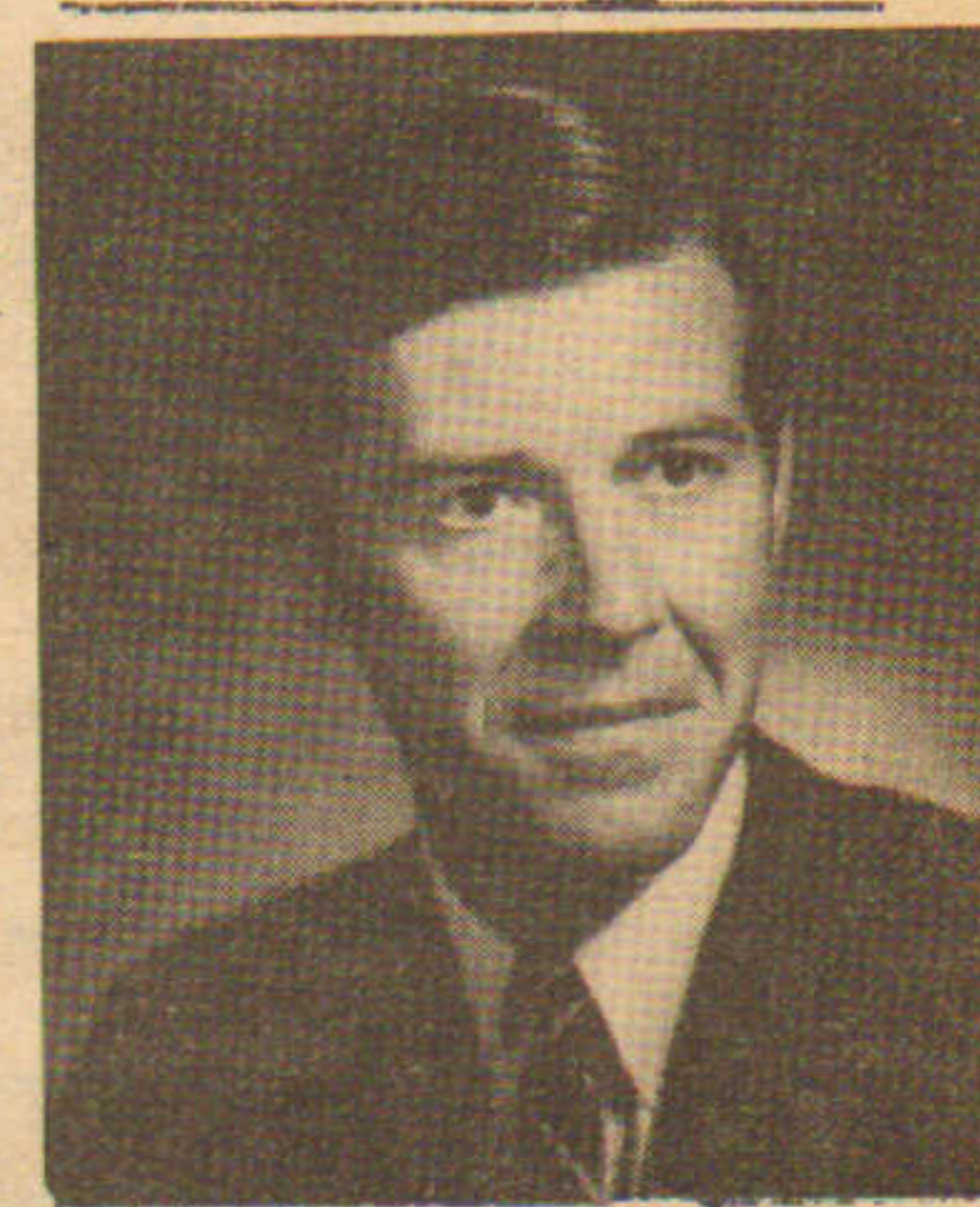
Joe Finn



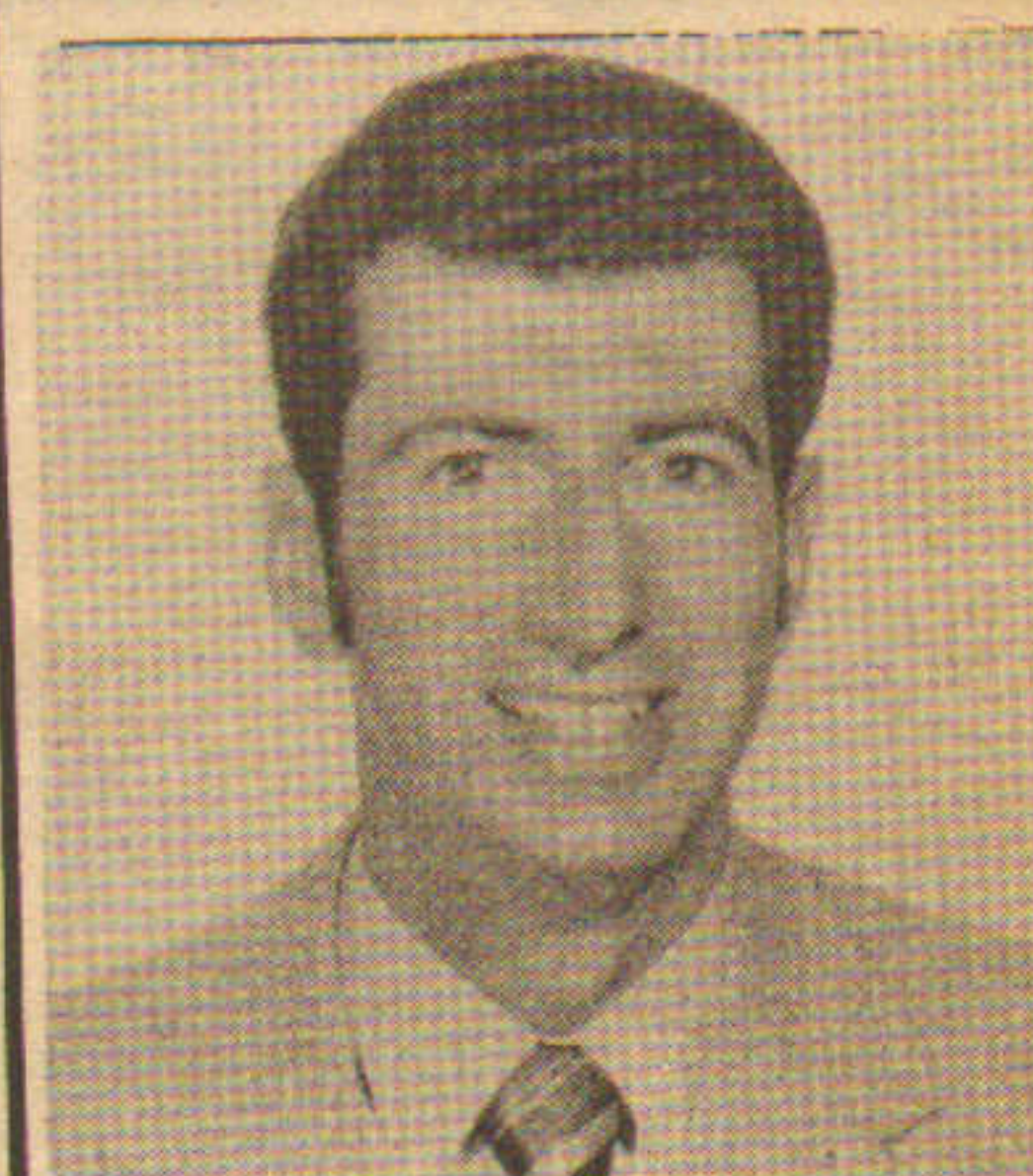
John Griffith



Richard Friedman



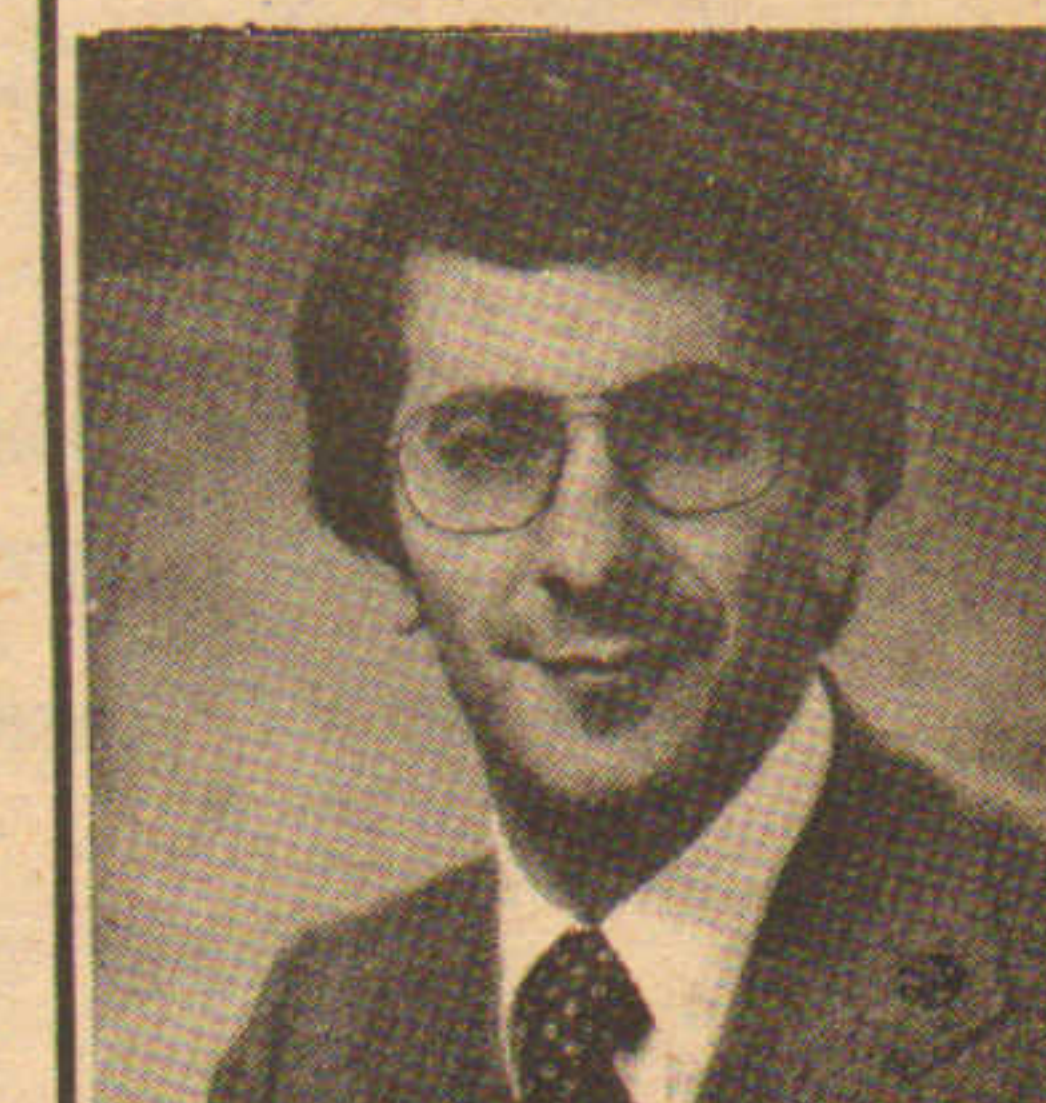
Arthur Cook



Thomas DeFelice



Howard Benedict



Richard Flier

We started in 1913 1914 1915 1916 1917 1918 1919
 1920 1921 1922 1923 1924 1925 1926 1927 1928 1929
 1930 1931 1932 1933 1934 1935 1936 1937 1938 1939
 1940 1941 1942 1943 1944 1945 1946 1947 1948 1949
 1950 1951 1952 1953 1954 1955 1956 1957 1958 1959
 1960 1961 1962 1963 1964 1965 1966 1967 1968 1969
 1970 1971 1972 1973 1974 1975 1976 1977 and we're
 still going strong. This past year was our best year. Three generations
 and 67 years later we are providing corporate real services to a wide
 variety of companies. Thank you for your support and cooperation.

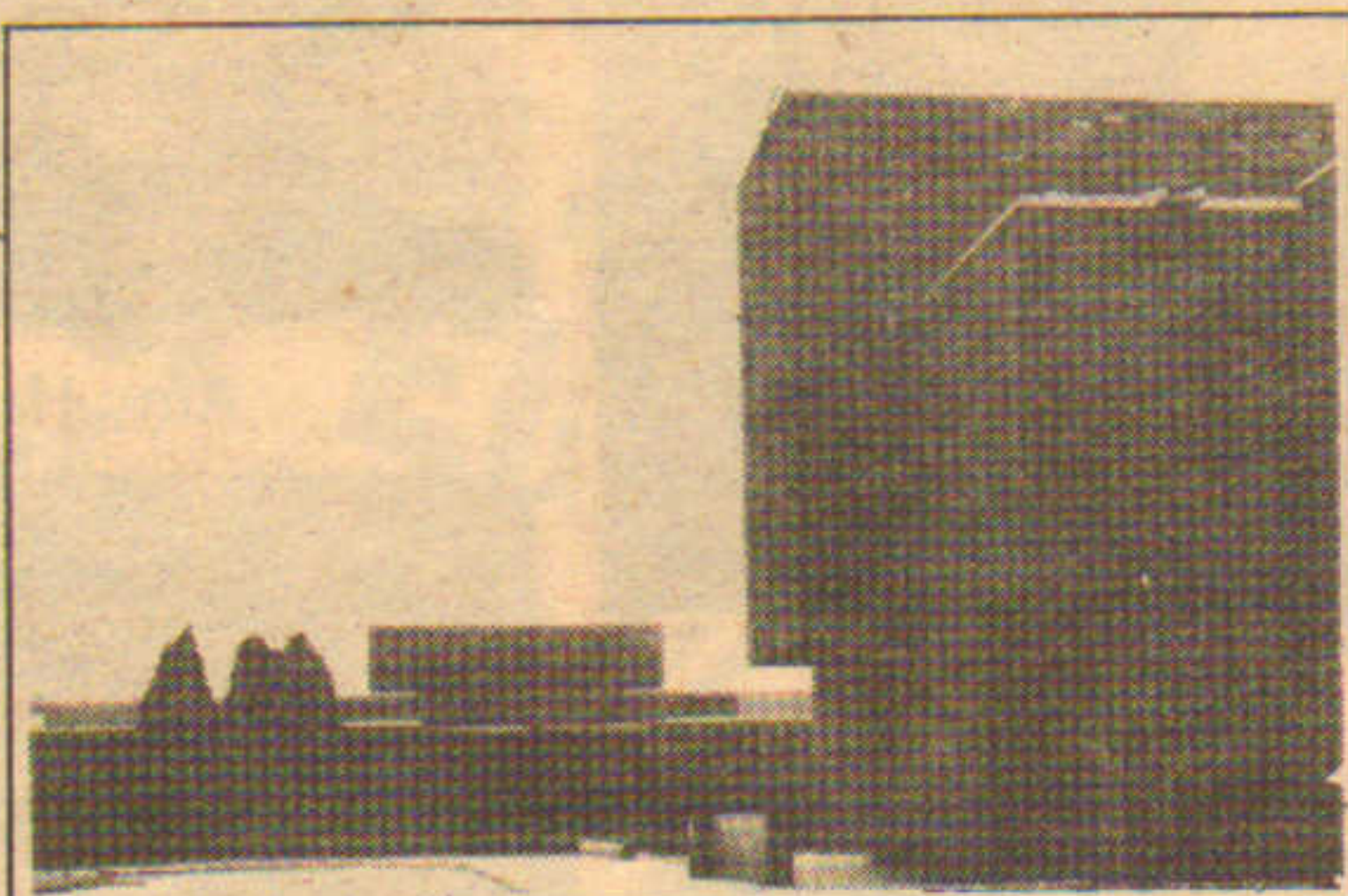
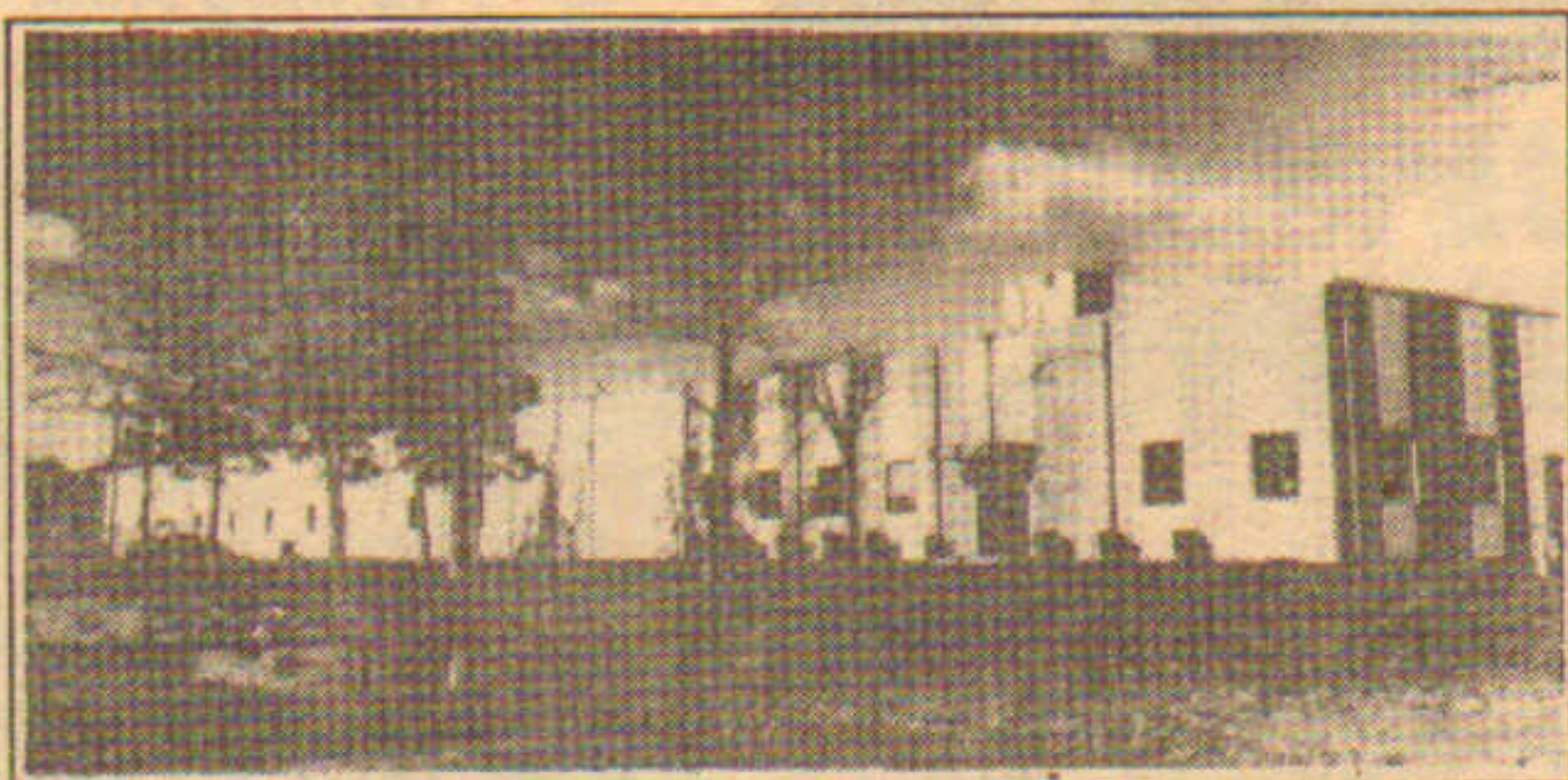
INDUSTRIAL & COMMERCIAL REAL ESTATE



S.I.R./Society of Industrial Realtors
 G.R.I./Graduate Realtors Institute
 SHOVEL SHOP SQUARE/POST OFFICE BOX 420
 NORTH EASTON, MASSACHUSETTS 02356
 North Easton 617-584-0600 • Boston 617-364-5100

How do you measure the success of a Real Estate Firm?

Pandel-Bradford of Lowell sold its 125,000 square foot Groveland facility to A. W. Chesterton of Stoneham - April 1977



Honeywell Information Systems in Framingham sold to Ari-Tech Corp. their 82,500 square foot facility - April 1977



IBM; FDIC; X-L Company, Inc.; F. S. Moseley; First National Bank; et. al. leased a total of 82,490 square feet at Sixty State Street, Boston in 1977.

In terms of prestige clients?
In terms of industrial property sold?
In terms of commercial and office space leased?
In terms of leadership within the industry?

By whatever yardstick you use . . . 1977 measured up as a year of exceptional success for Leggat McCall & Werner.

Shown here are a few of the properties we were privileged to sell or lease.

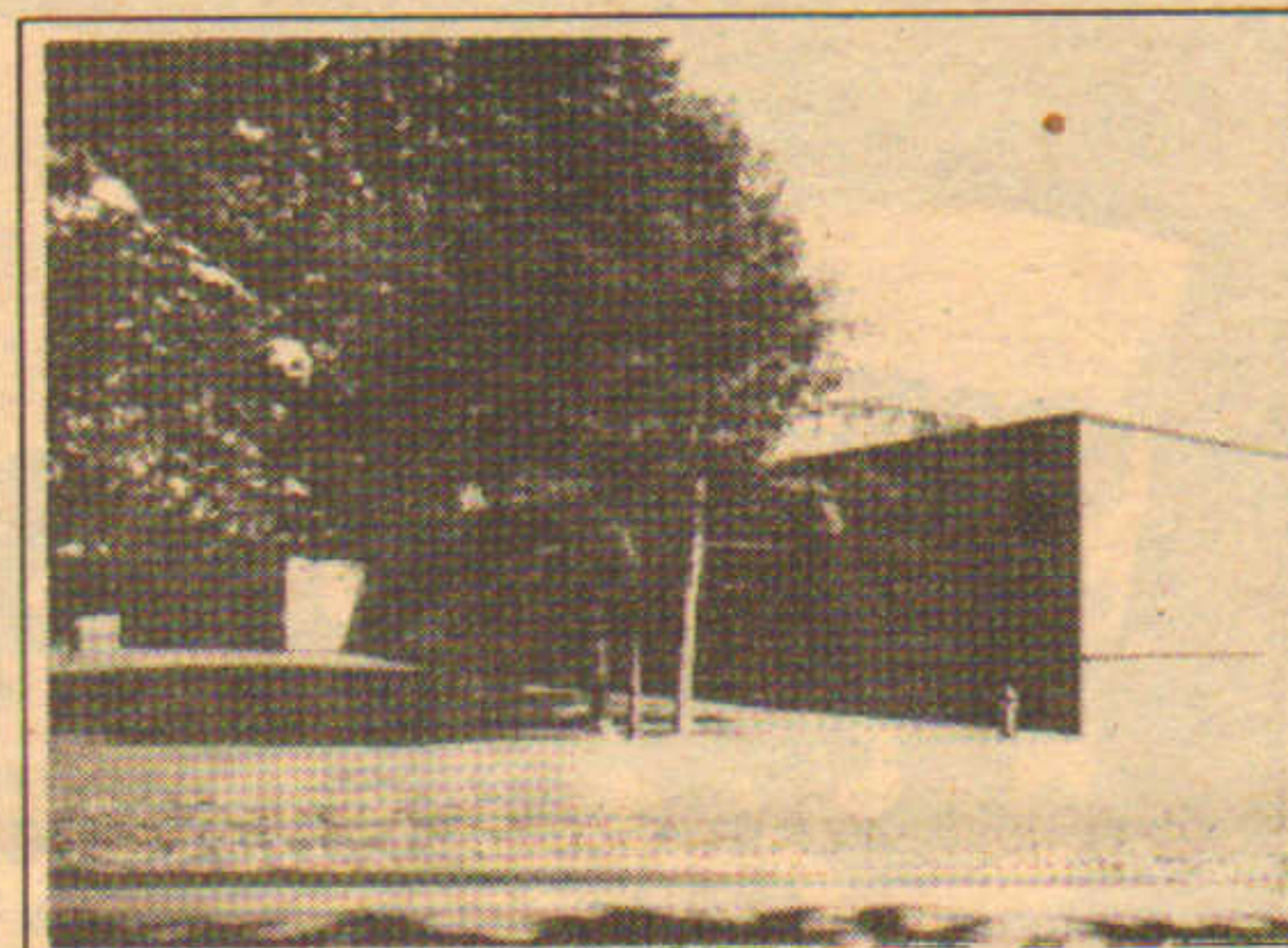
We consider them representative of the increasing depth and scope of the services we offer our clients, and we look forward to sharing our ideas and expertise with you.



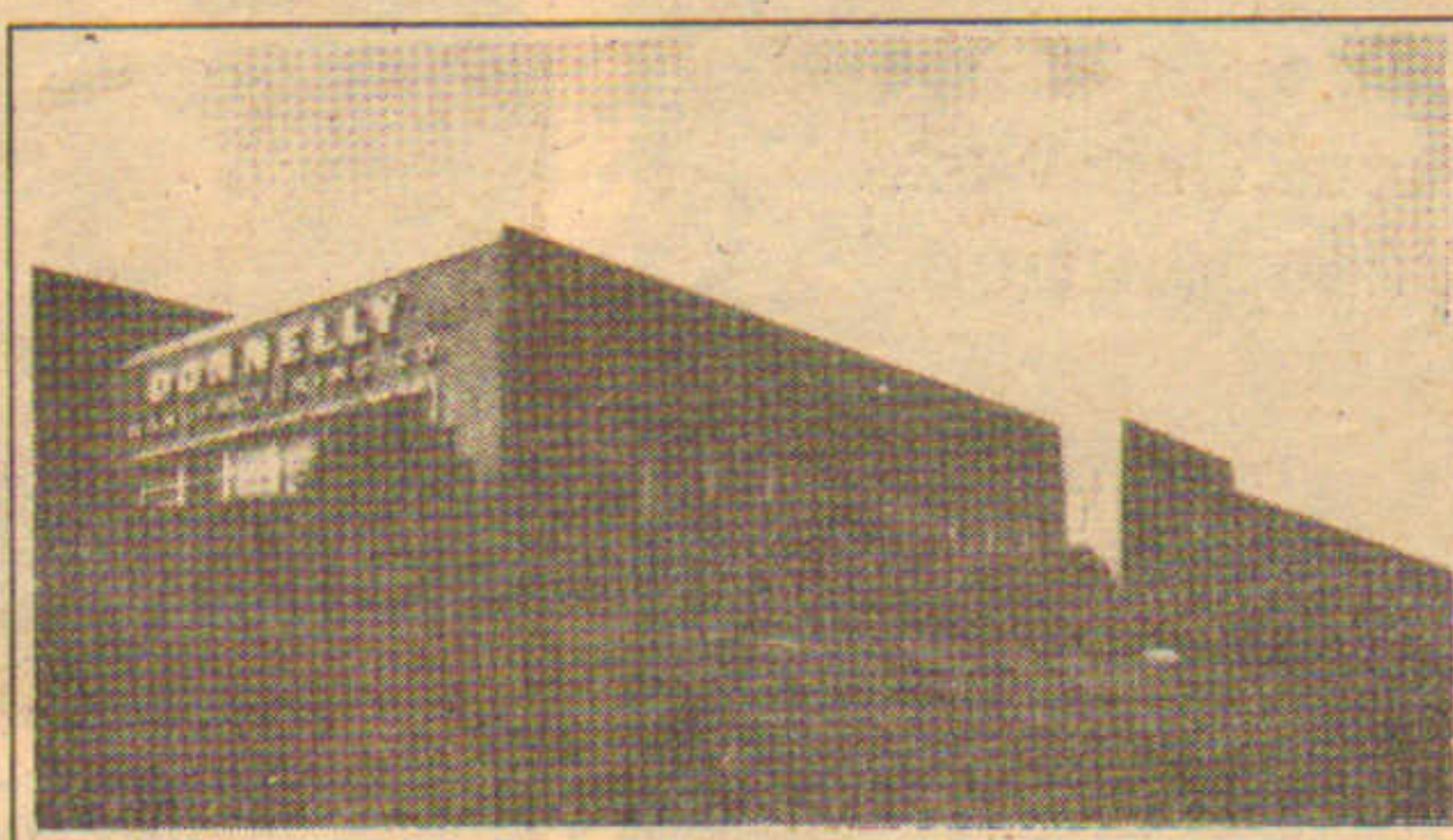
Prime Computer, Inc. leased 32,000 square feet at 40 Walnut Street, Wellesley from Victor Realty Company - May 1977



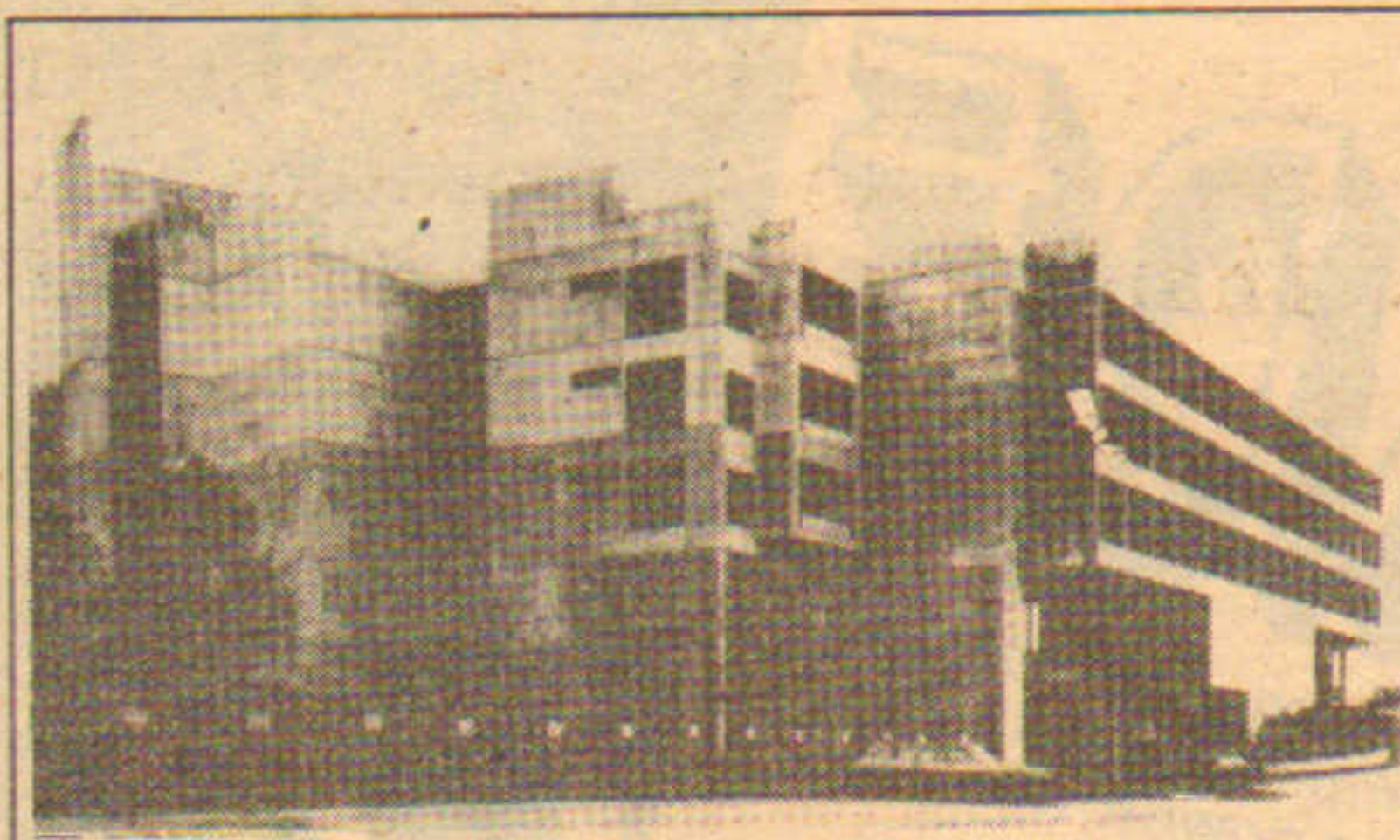
PPG, Westboro sold to NSD Realty Trust this 63,256 square foot building - June 1977



Digital Equipment Corporation purchased this 60,000 square foot building in Marlboro from the S. C. Clayton Company - July 1977



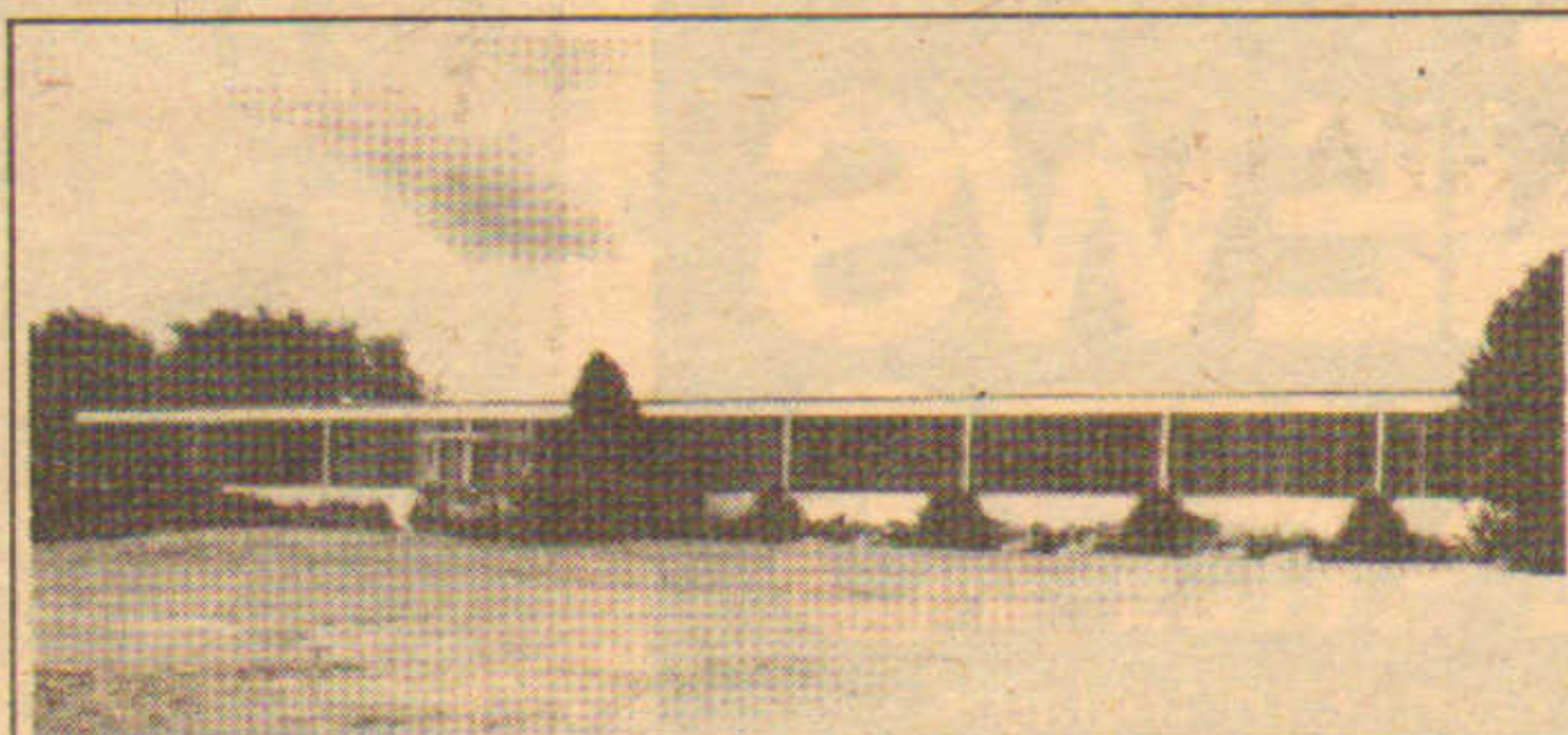
Donnelly Manufacturing Co. leased their 80,000 square foot Waltham facility to Lawson Shoe & Leather Company and later sold building to Connecticut General Life Insurance Company - July 1977



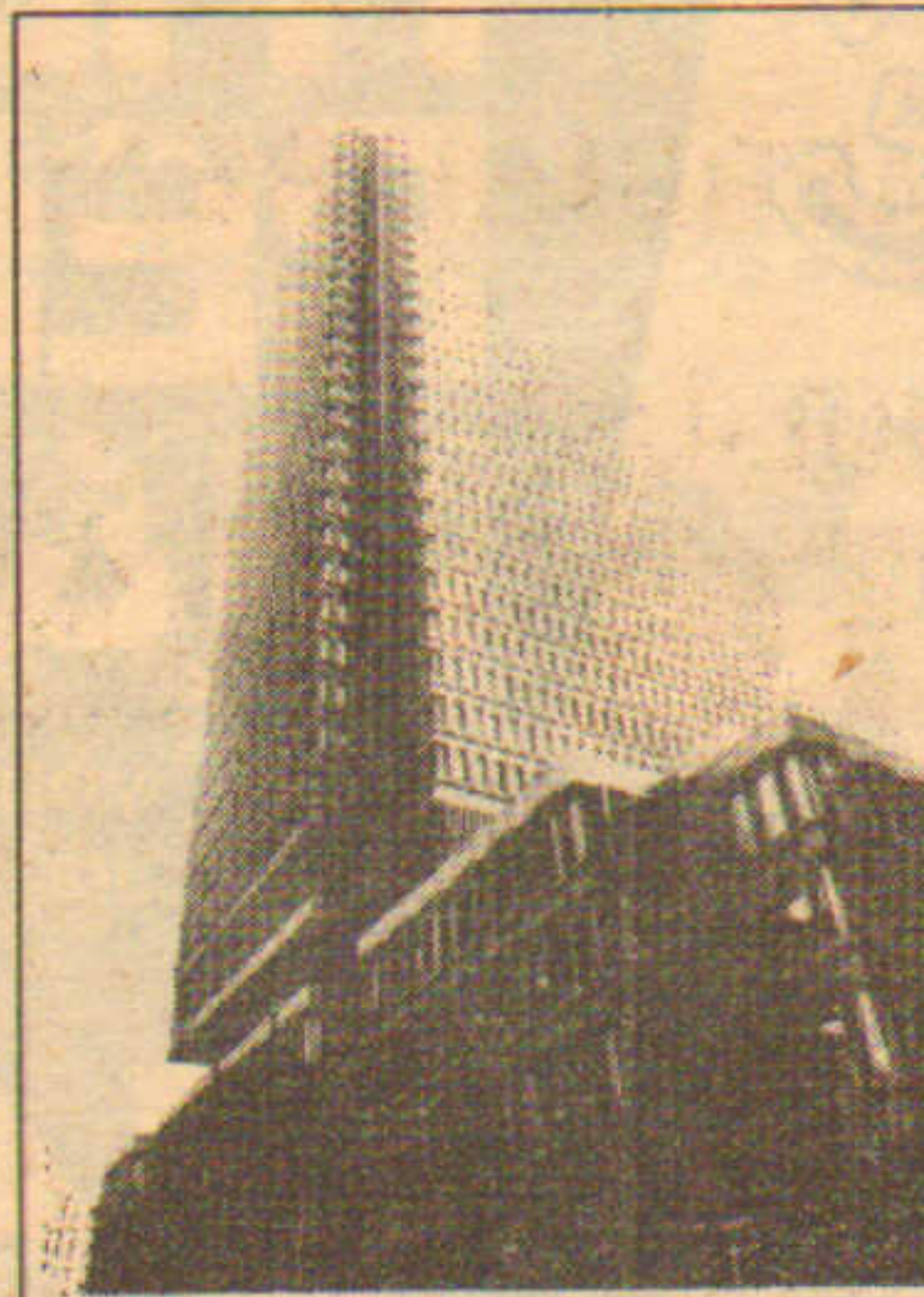
Xerox Corporation leased to ERT 41,000 square feet - August 1977



Bradford Trust Company leased 18,189 square feet at 100 Summer Street, Boston - October 1977



Piher Corporation sold to Paul E. Hurlbert (Hurlbert Datsun) its 46,000 square foot building on 12.6 acres - October 1977



Putnam Funds leased 24,000 square feet at 225 Franklin Street, Boston - October 1977



Boston Urban Associates purchased a six-acre site on Hayden Avenue, Lexington on which is being developed this 80,000 square foot, three-level office building.



LEGGAT McCALL & WERNER INC.

Commercial & Industrial Real Estate

100 Federal Street, Boston, Mass. 02110

Tel.: (617) 423-7272

February

David Ritchie and Robert Stubblebine of C. W. Whittier handles \$3.2m Natick, Ma. sale to Mortimer Zuckerman and Mark Kiesel.

Peter Elliot & Co.'s Elliot Ravech leases 21,900 s/f at K mart Plaza in Swansea, Ma. to Almac's supermarket chain.

Clifford Miller Inc. places \$975,000 State Mutual loan for Bernard Cronin, Lee and Robert Harrington in Gloucester, Ma.

Francis Donlan of Stephen Hopkins handles lease in Boston to Allen & Demurjian for Howard Holladay.

John Nies Jr. of Nordblom Co. leases 30,000 s/f in Danvers Industrial Park to Hansen Manufacturing.

Julius Tofias & Co. brokers sale of \$405,000 85,000 s/f site in Quincy, Ma. for Boston Gear to Devon and Mark Willard Trusts.

Jack Furman acquires Ocean Park Inn and Rte. 6 Motel in Eastham, Ma. from Bass River and Arlington Five Savings Banks.

Marvin Glick sells \$575,000 office building in Newton, Ma. to Peter White; tenant BayBank Newton-Waltham Trust financing.

William Haney of Data Realty brokers \$295,000 sale of Saugus, Ma. 15,800 s/f office complex to Stadia Realty.

Richard Beaulieu and Ron Champagne of Lemire Realty handle Manchester, N.H. office and apartment building sale for \$110,000.

Frank Roche of Hounsell Realty sells three cottage colony and motel resorts on Lake Winnepesaukee, N.H. for \$573,000.

Kopka Real Estate and Hyde Assoc. cobroke \$300,000 Amherst, N.H. 31.5 acre estate to New England Fitness Institute.

Foy Assoc. handles Concord, N.H. site sale for Ralph Harper to Wilber Realty for \$145,000; Martin Foy broker.

Julian Shardella of Country Homes negotiates \$116,000 sale of 580 acre Bird Mountain wildlife area in Castleton, Ct.

Gilbride McManus and Richard Wakeman Jr. of R. M. Bradley place \$2.1m loan for Henry Cohen and Joseph Linsey in Lawrence, Ma.

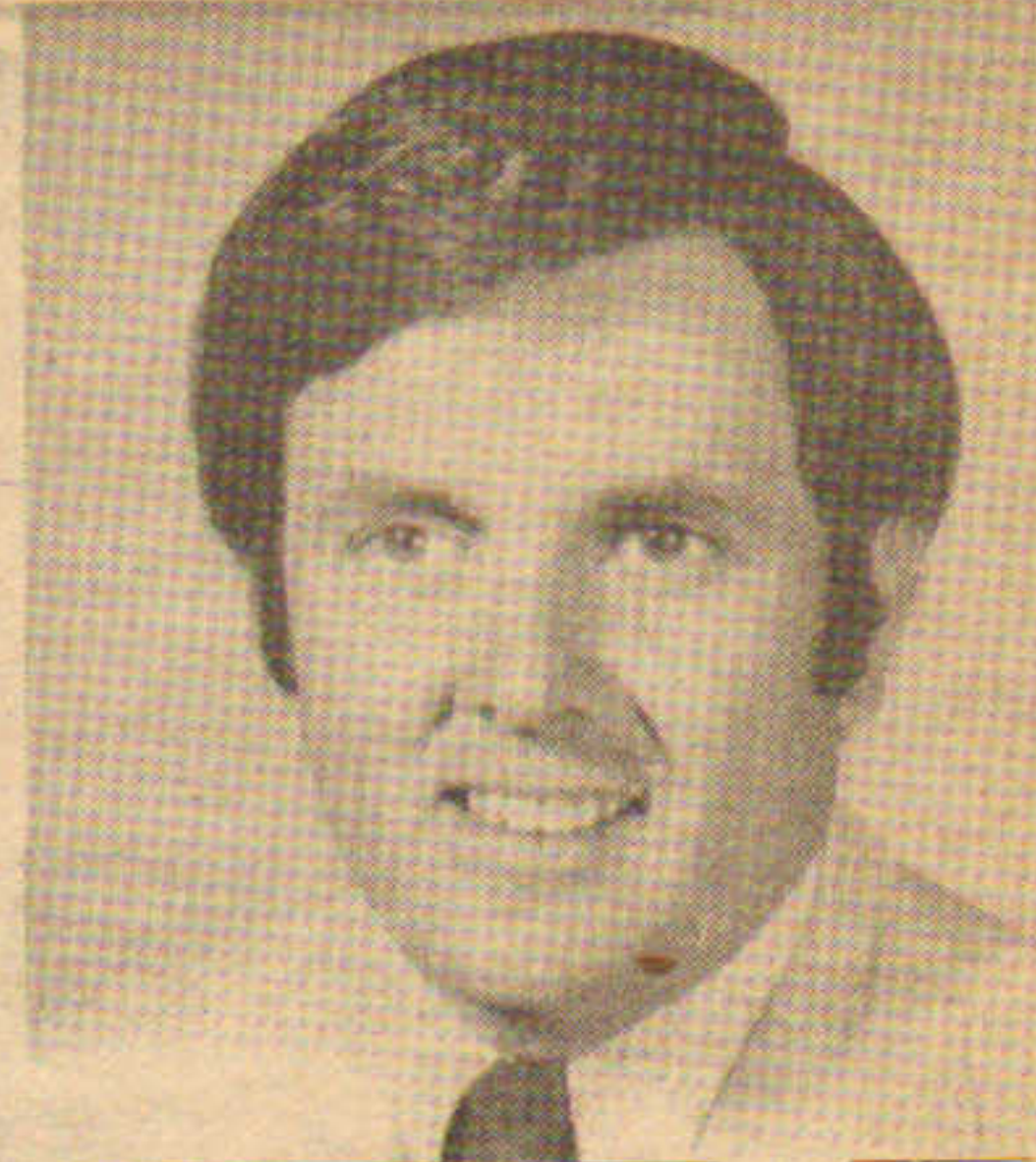
Robert Danziger-Edward Brooks group buy \$1.8m Wallingford, Ct. shopping center from American Urban Corp.; MONY loan takeover.



Erving Simonds



Ralph Precopio



Edward Hourk



Fred Maretz



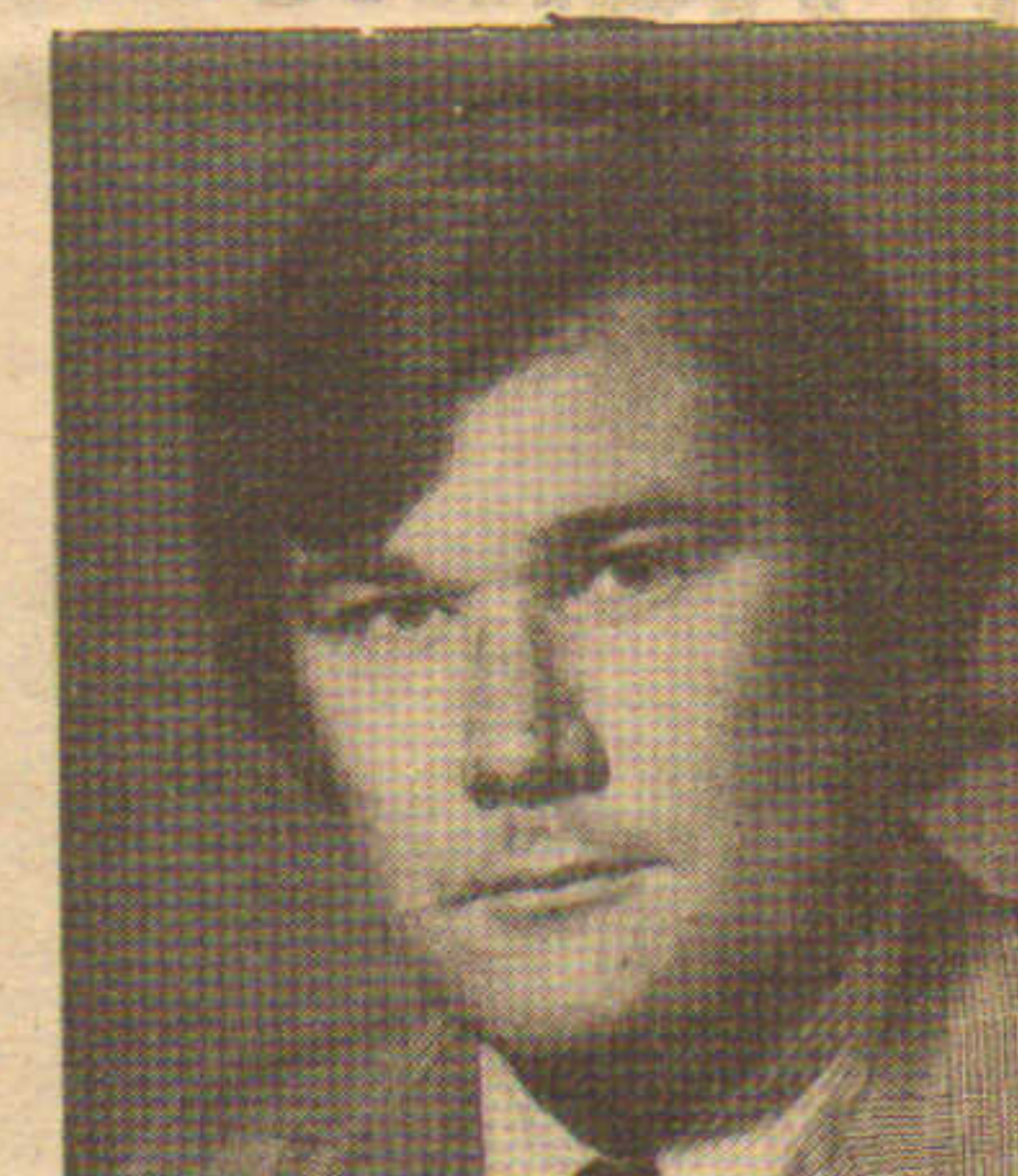
George Boyer



Amy Hauss



Lou Lavitt



Thomas Walsh



Norman Gosline



Paul Spiegel

FROM THE

GARAGE

Wilder-Manley renewed and retentanted a remodelled Nineteenth Century Garage in Cambridge, Mass. with a group of specialty shops and food service. Total sales are up substantially.

TO PICKERING

WHARF

Wilder-Manley experts are marketing a spectacular shopping/residential/office complex on a wharf adjoining the award winning downtown renewal in Salem, Massachusetts.

FROM THE PARK SQUARE BUILDING

ARCADE

a dispirited group of shops and service stores is being turned into a vibrant shopping arcade in Boston's revitalized Back Bay

TO GULFGATE

SHOPPING CITY

Wilder-Manley is just finishing the total updating of this 20 year old Houston, Texas shopping center. Sales figures have already doubled.

CALL THE RENEWS MAKERS

to gear your center to today's market and increase your profits.

WMA

Wilder-Manley Associates, Inc.
66 Long Wharf,
Boston, Massachusetts 02110
(617) 726-1500.

Brochure available on request

Peter Elliott brokers 545 Boylston sale for \$5.5m to Taub - 80,000 s/f at \$128/One

Peter Elliot leases 36,000 s/f at 128/One to Polaroid-Sommer & Meany brokers

Cities Services takes Wellesley space PE's Meany cooperates

Ravech of Peter Elliot negotiates Hudson lease

Takes suite on sixth floor Sommer brings

I.D.S. new lease R Sommer & Meany

Peter Elliott's 545 Boylston

BOSTON - Bernard Haldane soc., the job and career ising firm, has leased the e second floor of the 545 on St. executive office g in Copley square. long term le ed by W...

eter Elliott's A for Mark h Hunnema

eter Elliott's sites in N

EDHAM, MA. - Jack Wallace offic Peter Elliot & Co., recently Rad pleted negotiations for

Peter Elli for 21,9

Meany leases Chrysler office with Moravec

DEDHAM, MA. - Chrysler

Sommer, Bachini cooperating brokers

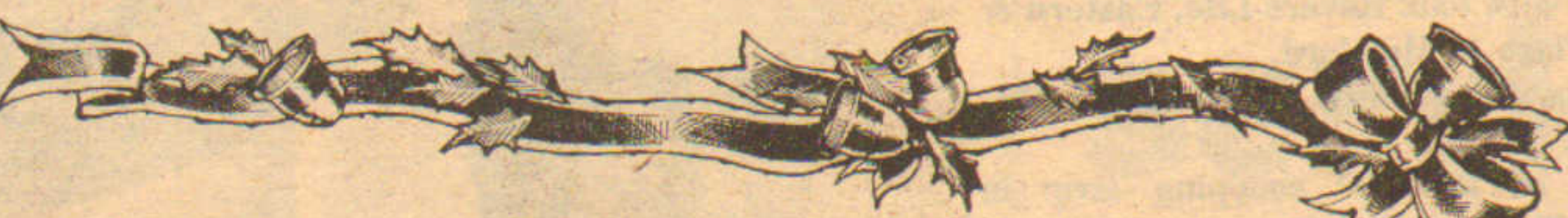
Peter Elliot, Neelon sign Monsanto

Peter Elliot leasing agent

D'Annas opens at Raynham

18,000 s/f downtown

Sommer of Peter Elliot Peter Elliott's Ravech signs Boston Ethan Alle store in Raynham to F



Season's Greetings

from

peter elliot & co.

COMMERCIAL/INDUSTRIAL REAL ESTATE

- SALES & LEASING
- PROPERTY MANAGEMENT
- MORTGAGE BROKERAGE
- CONSULTING & APPRAISALS



peter elliot & co.

990 Washington Street, Dedham, Ma. 02026 • 617 329-6780

not appointed agent for Landmark Office Building

Ravech sells with Barrett

MARLBORO, MA. - D.E. Nassif vice preside of Boston has purchased an d/industrial building here on Hayes Memorial dr.

The 60,000 sq. ft. property was purchased from Western Realty Co.

Sale price was \$580,000.

railway vivaletta

DEDHAM, MA. - The Louis-San Francisco Railway has leased office space in Park at the hwy. for its l sales office

Rapids market properties

leases suite ee to Jenkins
 pids Fur Elliot
 kins, agent for Ma. Mutual Life ve r
 insurance Company.
 Phil Meany of Peter Elliot the
 negotiat lease. eases a six s
 building for

ADS lease in Dedham by Wallace

DEDHAM, MA. - Amer Deterrent Systems, a nat manufacturer of burglar a

T to 545 ge and centers nie sell \$135,00

March

Niles Co. reappointed to manage 781 units in three buildings at Prudential Center Apartments, Boston by Prudential Insurance.

Connecticut General renovates The Garage shopping complex in Harvard Sq., Cambridge; Wilder-Manley Assoc. manager.

F. M. Sullivan of Concepts locates 24 acre site in Middletown, R.I. for J.T. O'Connell; U.S. Gypsum sells \$500,000 property.

FIP Corp. to acquire 827 acre Ct. Research Ctr. in Wallingford and Meriden from Ct. Light & Power and United Illuminating Co.

First Federal originates FHA loan for Continental-Wingate's 96 unit apartment and bank office in Lowell, Ma.; \$3.3m project.

Spectrum Financial closes mortgage for 50,000 s/f recycled plant in Holbrook, Ma. to Medi; \$500,000 renovation project.

George Bakes of DiScala Assoc. leases former Burndy Corp. plant in Norwalk, Ct. to MBI for 20 years in over \$5m transaction.

Colonial Bank & Trust, others finance \$3.9m Heritage Circle condominiums in Southbury, Ct.; plan 89 units on 38 acres.

Farley Co. appointed management and leasing agent for American Airlines building in Hartford containing 170,000 s/f.

Cushman & Wakefield sign leases with Paul Revere Life, Eastern & United Airlines at One Financial Plaza in Hartford.

Chase family completes restoration of downtown Newburyport, Ma. involving 16 three story buildings.

Donald Schreiber brokers sale of \$275,000 shopping strip in Springfield, Ma. for Mel realty to Plywood Ranch.

Colangelo family plans mini mall in Westboro, Ma. with 60,000 s/f; appoints Stephen Hopkins leasing agent.

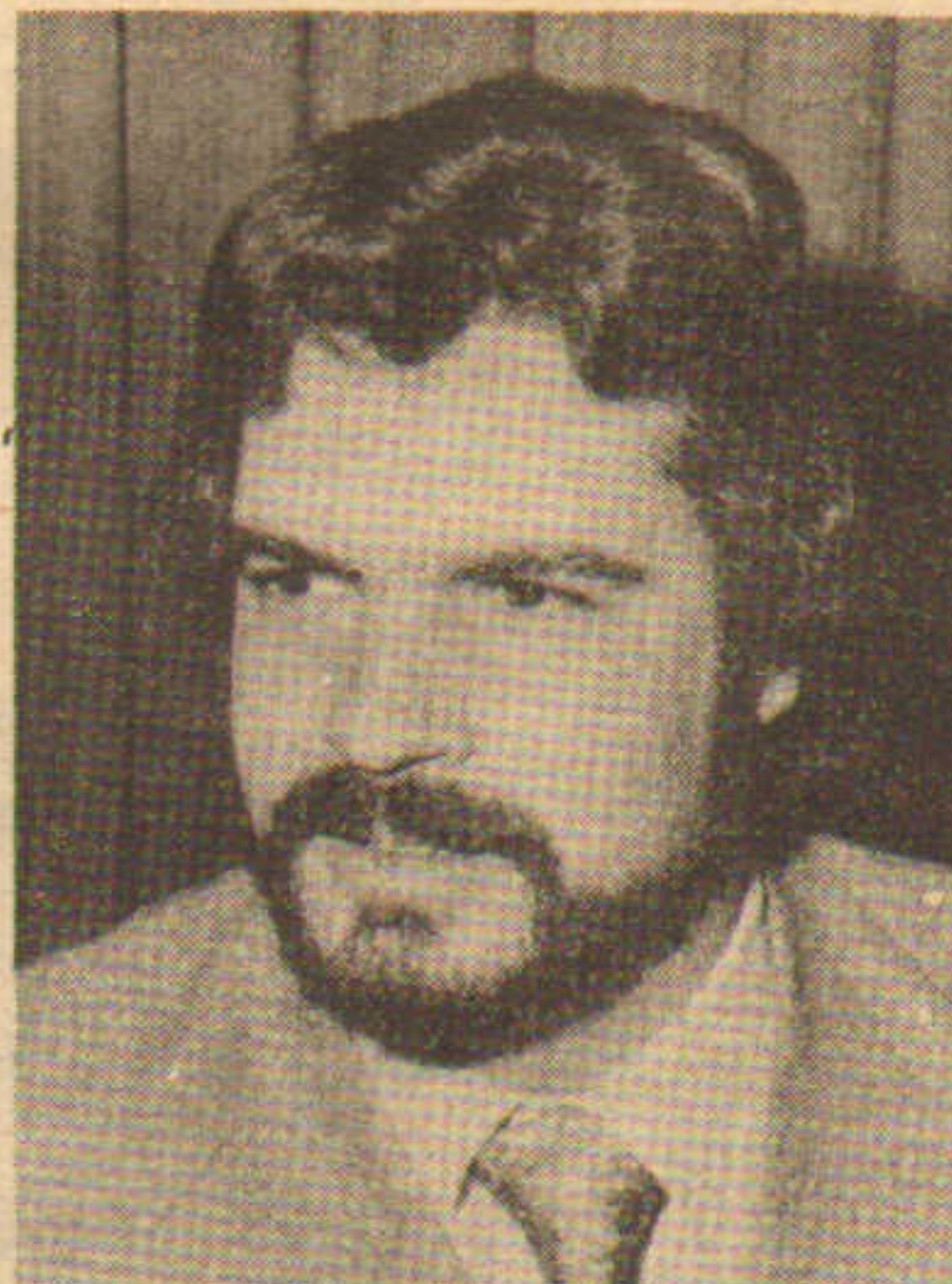
Lewis Heafitz and Robert Stubblebine of C. W. Whittier broker \$895,000 Wilmington, Ma. industrial property sale.

Nutmeg Realty and Louisa Boggia handle New Britain, Ct. site sale to Fleagane Ent. for Wendy's restaurant; \$115,000.

Barkan Const. contractor for 212 elderly housing units being built by Combined Jewish Philanthropies in Brighton, Ma.



John Codman, Jr.



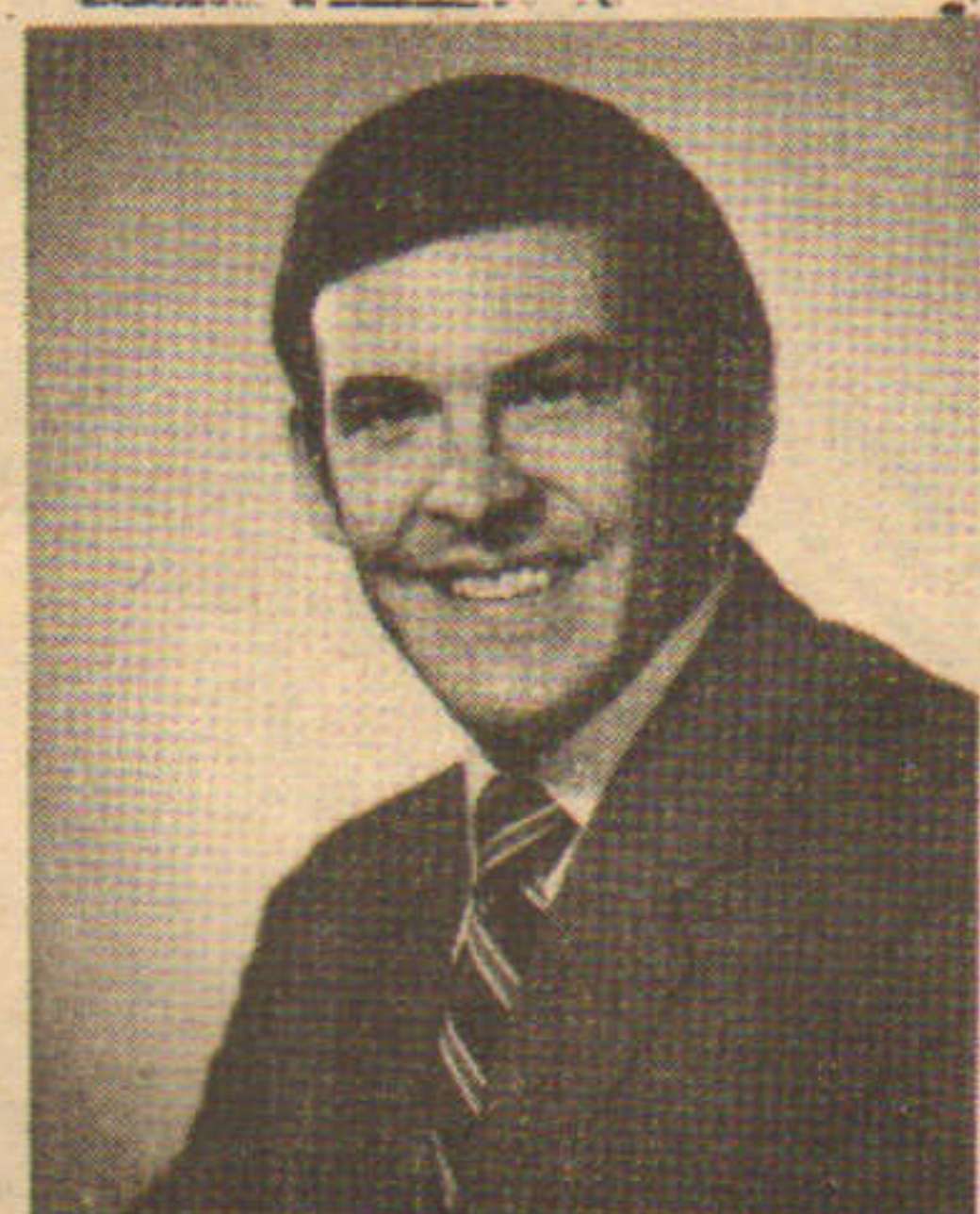
Stephen Chaletzky



George Slye



Edward Haddad



Tony Parker



Rodger Nordblom



David Ferron



Gerald Thornton



Gordon Hall III



Joel Wilder

EXCLUSIVE AGENTS OR PROPERTY MANAGERS FOR THESE FINE SUBURBAN LOCATIONS AND MORE

Bear Hill Industrial Park, Rte. 128, Waltham

One of Route 128's first and best located parks. Land available for new construction. Office and industrial space available.

Hingham Industrial Center

150 acres on Boston Harbor. Space available for a variety of commercial and industrial uses. Land for new construction, industrial or commercial.

Patriot Park, Bedford

An office, research, and light industrial park, offering convenient access to Route 128 and its technology centers, from a pastoral setting planned to enhance and protect the environment. Units from 10,000 to 50,000 sq. ft. or more available early in 1978.

329 Wasnington Street, Woburn

Office space with the smaller tenant in mind. Units from 500 sq. ft. to a full floor of 4,500 sq. ft. Convenient location near 128 and Rte. 93, only minutes from Boston, Logan Airport, and anywhere on the Electronics Highway.

Tech Center 128

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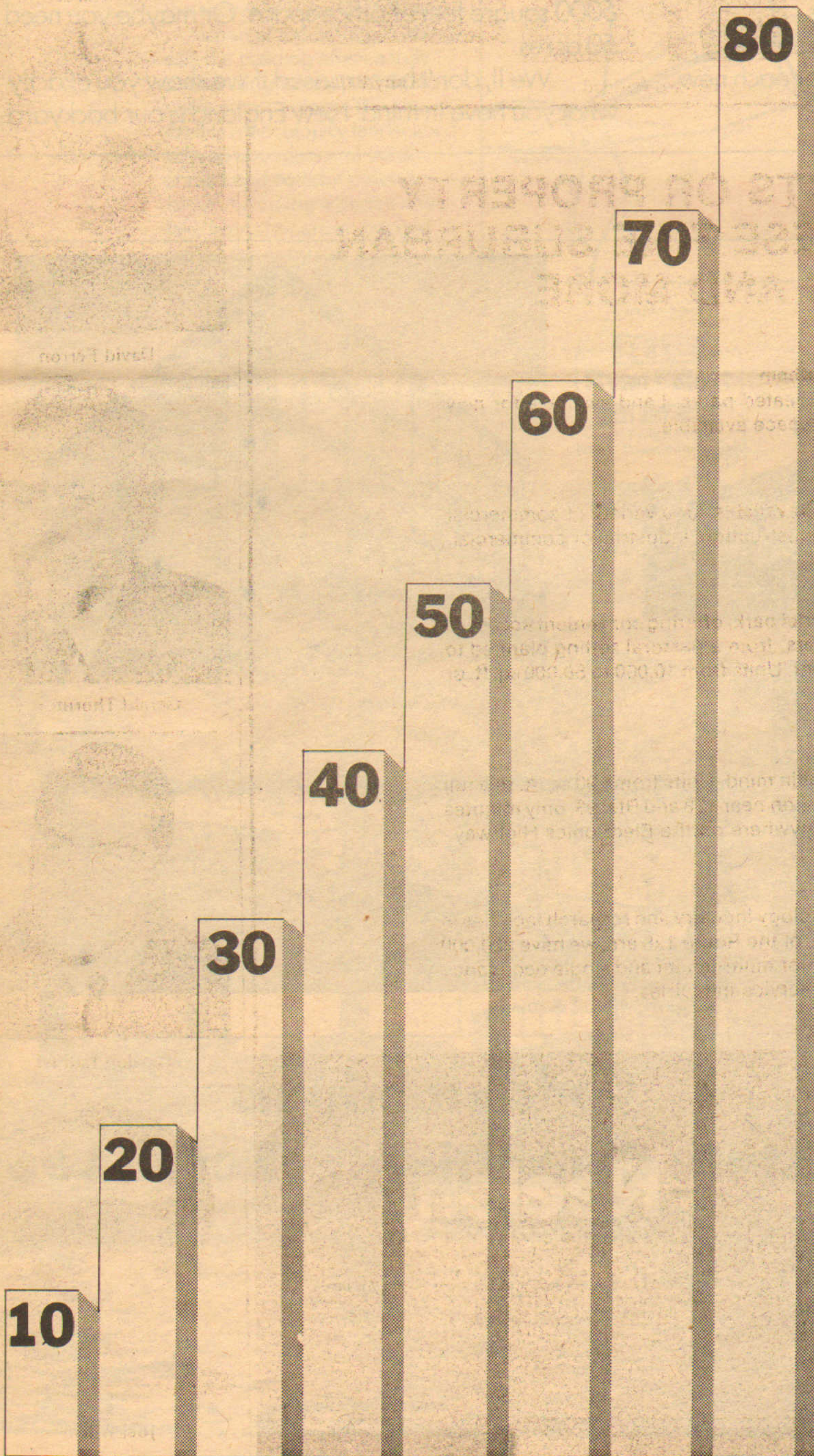
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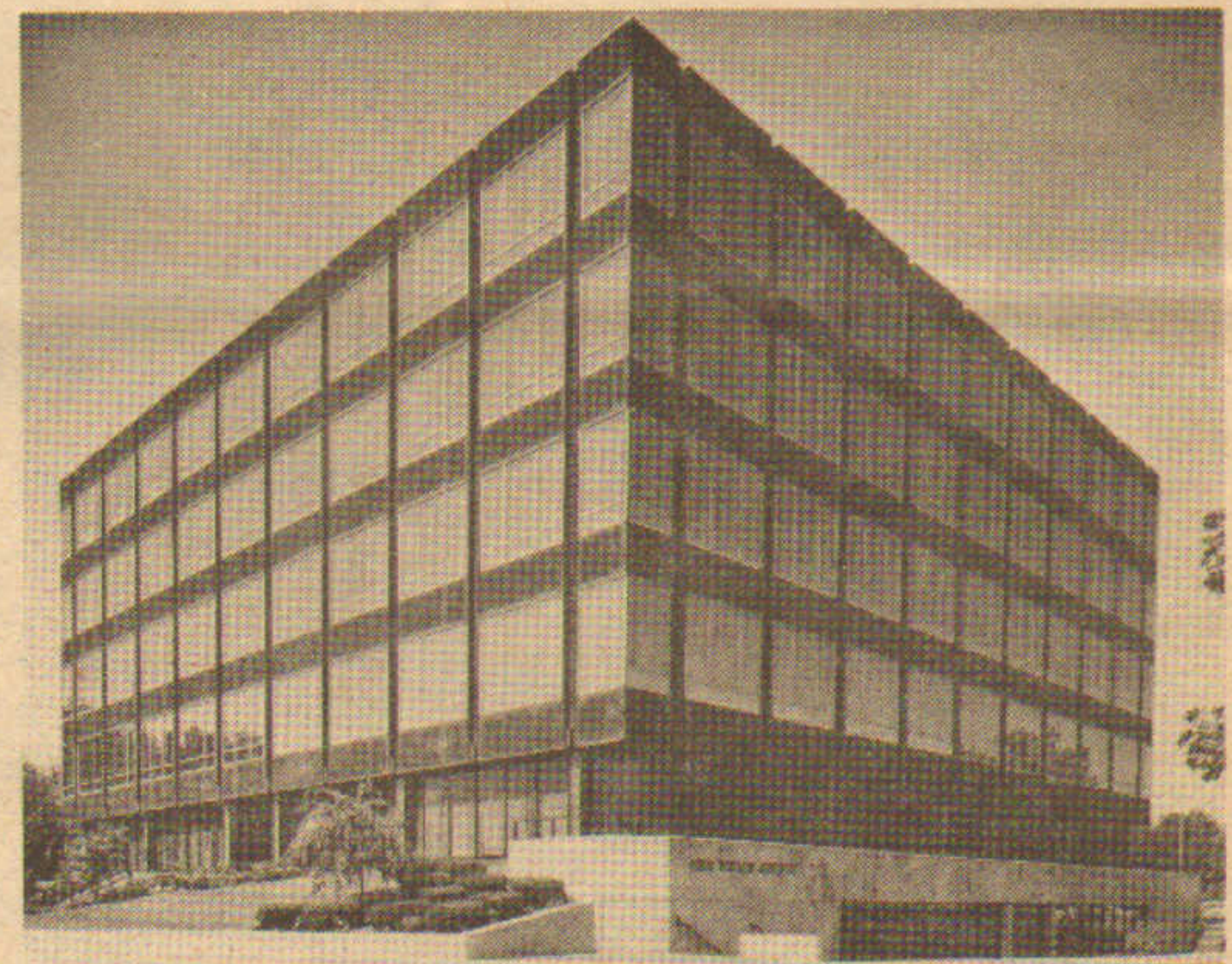
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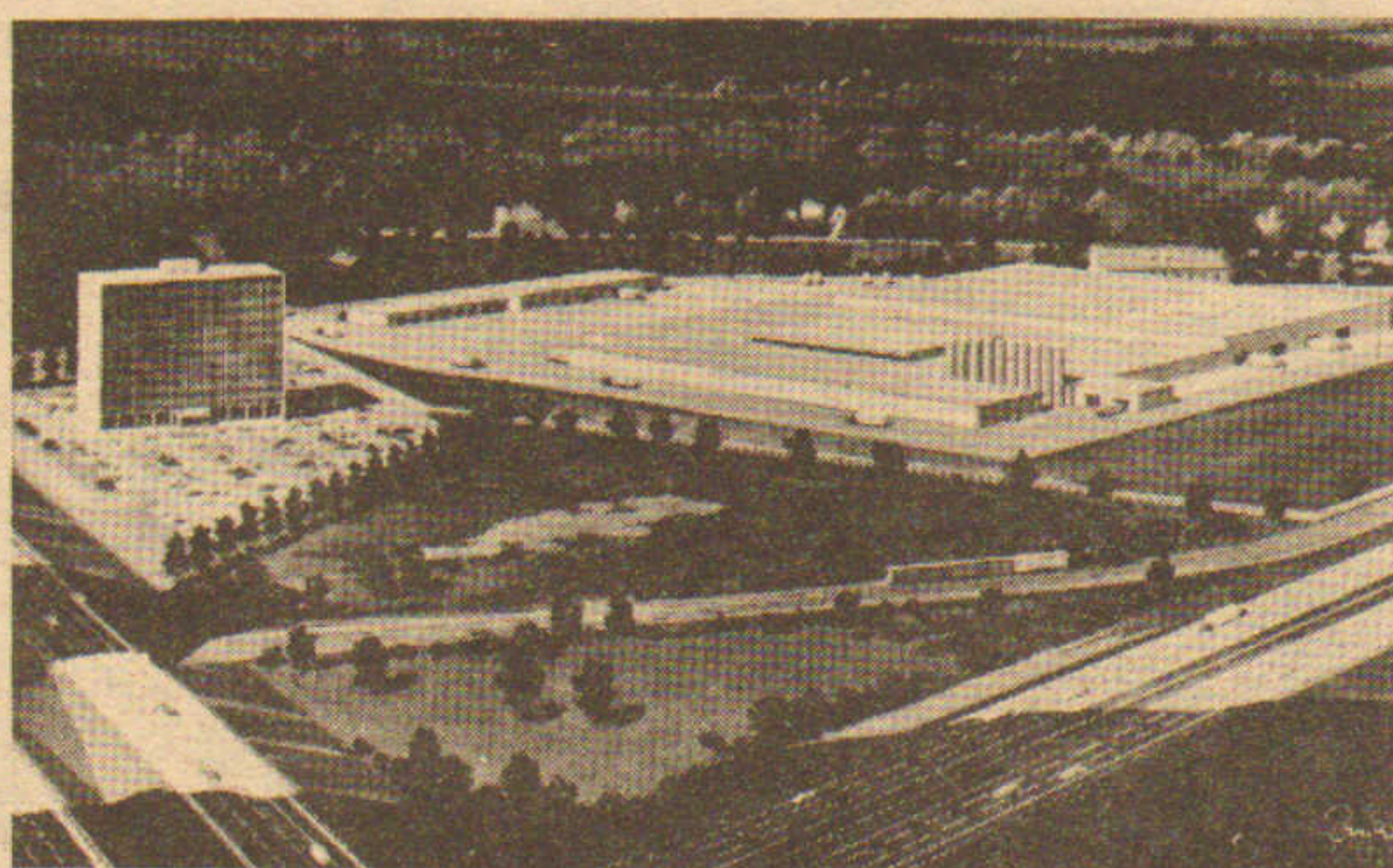
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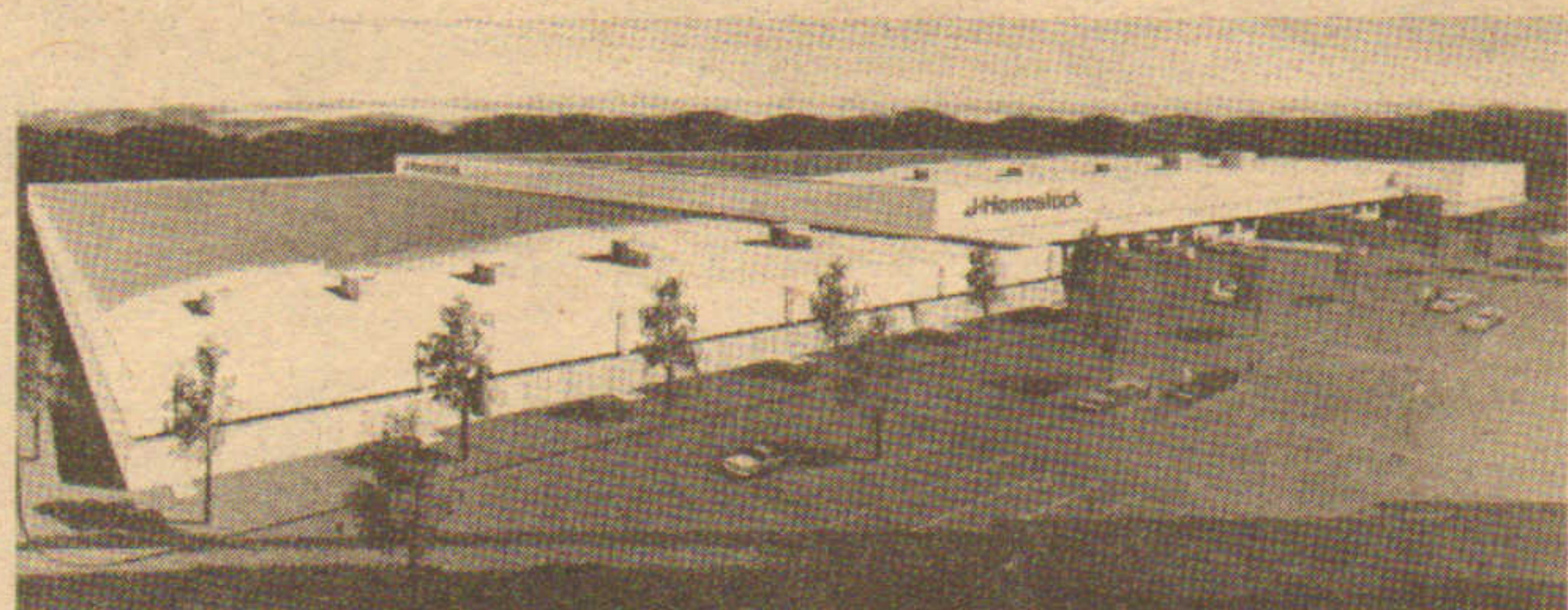
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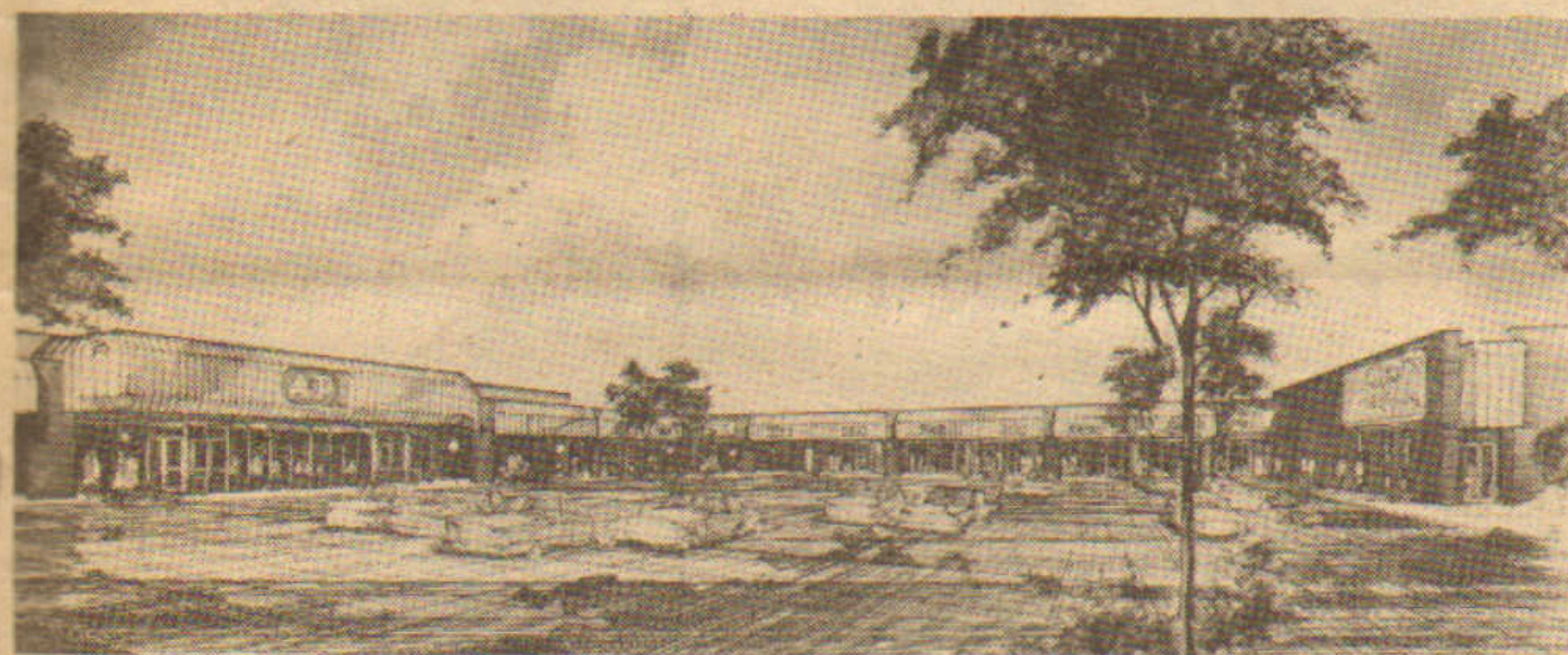
We're available for real estate consulting.

And don't hesitate to call us with any real estate problem you might come up against.

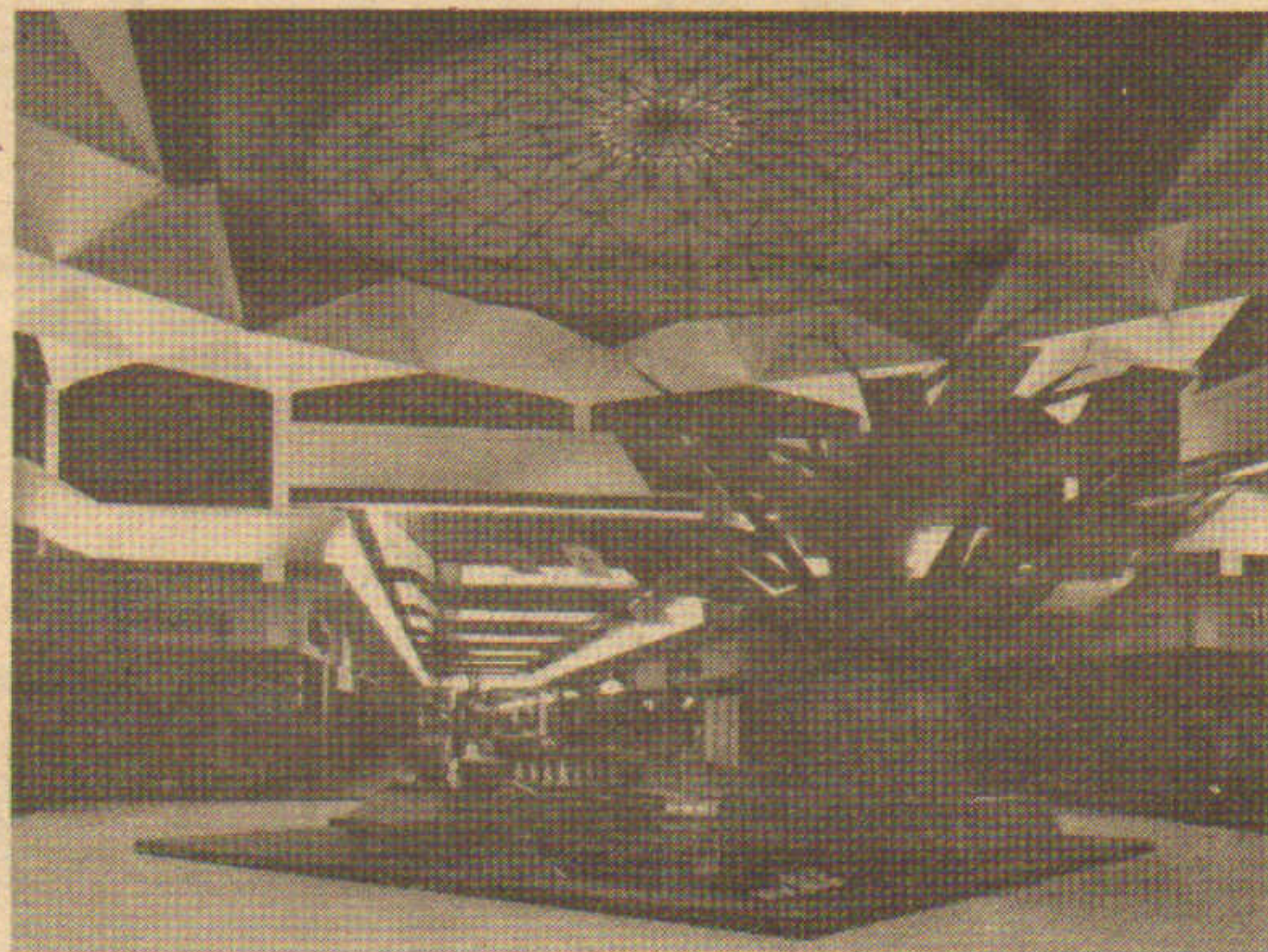
We're at One Wells Avenue in Newton, Mass. 02159. There are any number of reasons for calling.

But only one number to call.

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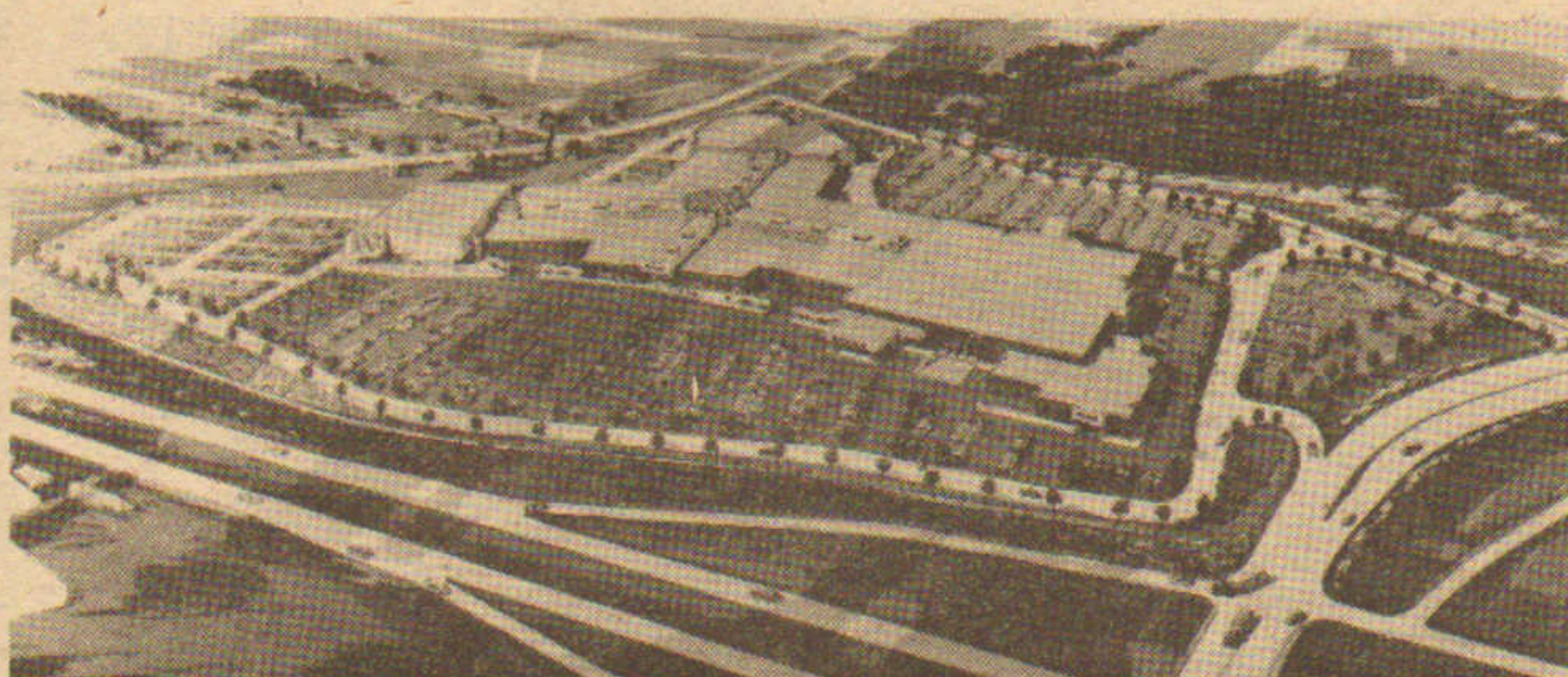
Bunker Hill Mall, Charlestown, Mass.



Liberty Tree Mall, Danvers, Mass.



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March

Stagecoach Assoc. names Jack Conway to lease 132,000 s/f Stetson Place multi use complex in South Weymouth, Ma.

Nordblom's Robert Marks and John Nies and John O'Hearn Jr. of Meredith & Grew cobroke \$815,000 warehouse sale in Chelsea, Ma.

Joseph Bertolino, Walter Kenefick and Leonard Abramson of Star Realty sell \$320,000 Franklin, Ma. block for A. J. Lorusso.

Peter North of Carpenter & Co. and Richard Shepardson of Hunneman & Co. lease 141 Tremont st. for Banner Realty.

Stephen Squibb of R. M. Bradley and David Almy of Leggat McCall & Werner lease One Beacon St. offices for Commercial Union.

Iver Johnson Assoc. sells \$450,000 Family Sports Center in Eastham, Ma. to Leonard Seeche; 12 acre property.

Joseph O'Neil of Chase Assoc. broker \$240,000 office and apartment building in Scituate, Ma. for Ruth Gammon to John Murphy.

Ryan, Elliott & Co. handles sale of former Maurice Gordon building in Lowell, Ma. to Louis Saab for \$180,000.

Spaulding & Co. purchases business block in Wellesley, Ma.; plans renovation to shopping common; \$500,000 total project cost.

Henry Gagnon negotiates transfer of 73 units in Westbrook, Me. for Walker & Webb to Charles Barlett for \$670,000.

Gen Fudala of Kanteres Real Estate sells \$500,000 235 acre tract in Bedford, N.H. to Howard Viens for 111 mini estates.

Lane Stoudt and Dave O'Neill of the Norwoods sell Nashua, N.H. land to Erin Food for Burger King restaurant.

Isidore Bogus brokers \$400,000 sale of building and land in West Bridgewater, Ma. for Joseph Taylor to Arthur Farrar.

Thomas Bachini of Neelon Management and Julius Tofias & Co. cobroke 50,000 s/f lease in Lexington, Ma. for EIHC Corp. II.

Claude Hoopes of Spaulding & Slye leases offices at One Washington Mall, Boston to N. E. Merchants Leasing Corp.

Spectrum Financial places \$950,000 loan for Lambert/Rte. One Shopping Center in Westwood, Ma. with 40,000 s/f.



Bill McCall



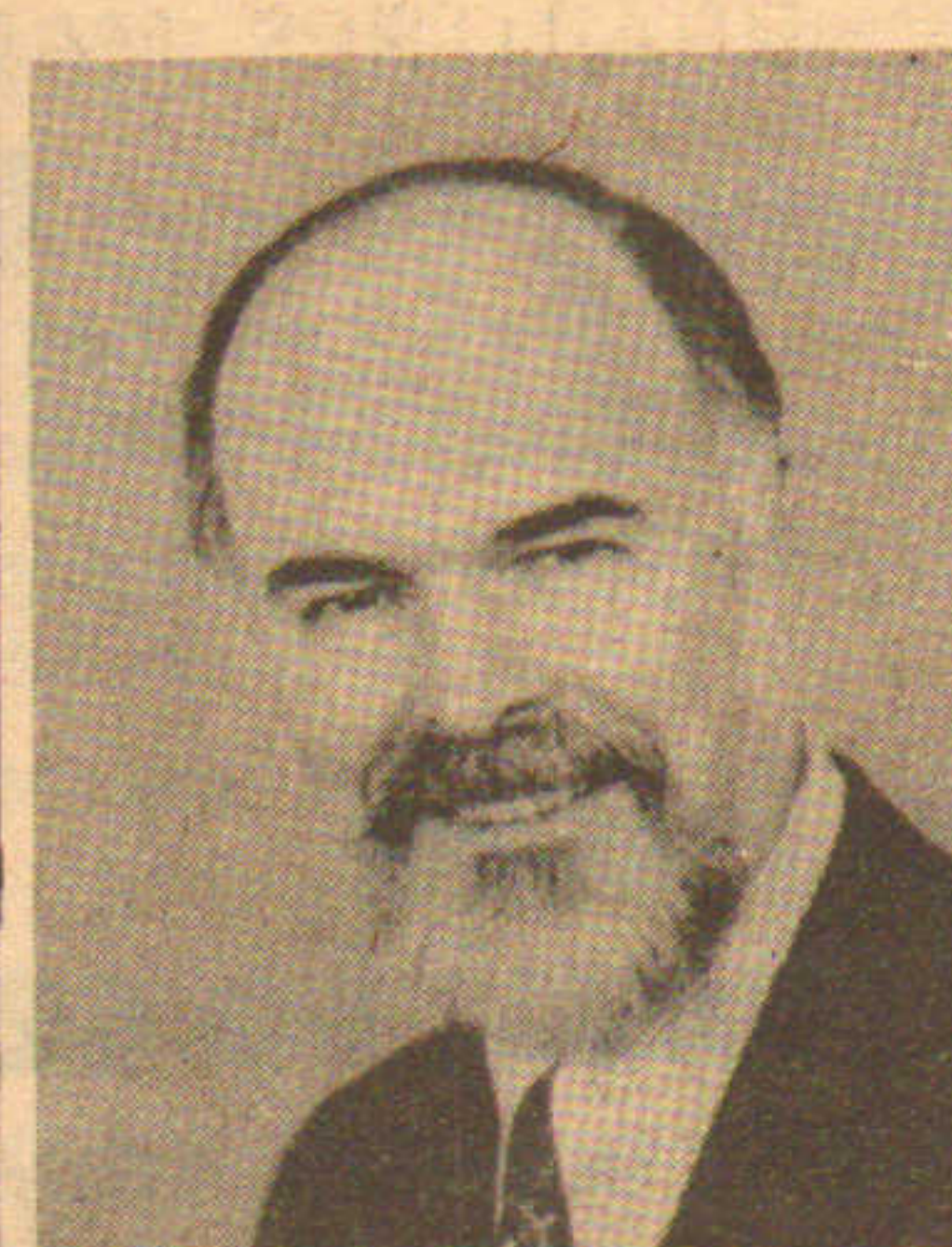
Joe Skinner



Bill Frykberg



Barry Horowitz



Dick Simmons



Bob Spiller



Robert DeMarco



Frank Mason



Ed Stevenson



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3. \$1 million construction financing 50 unit apartments, Lebanon, N.H.
4. \$1.35 million permanent IGA Shopping Center, Winooski, Vt.
5. \$2.45 million permanent and construction financing spec industrial building, Braintree, Mass.
6. \$1.1 million permanent financing Stop & Shop Center, Rockland, Mass.
7. \$1.537 million permanent financing 132 unit Aladdin Village Apartments, Derry, N.H.
8. \$3.6 million permanent financing 132 unit Amory House Apartments, Brookline, Mass.
9. \$2.2 million permanent financing 138 unit apartments, Norwood, Mass.
10. \$5.35 million permanent financing 408 unit apartments, Salem, N.H.
11. \$11.5 million permanent and construction financing Framingham Arkor Mall, Framingham, Mass.
12. \$3 million permanent financing 168 unit apartments, Nashua, N.H.
13. \$1.275 million permanent financing 49 unit apartments, Cambridge, Mass.
14. \$.8 million permanent financing free standing chain stores, Braintree, Mass.
15. \$1.45 million permanent financing 45,000 S/F office building, Braintree, Mass.

April

Friendly Ice Cream to open first family unit in Ma. at Fall River; Art Keefe of R. M. Bradley broker for Alvin Allen.

Alvin Epstein of Giegerich Co. places loan for \$2m site; Richard Almy of Pierson & Smith and Victor Klein cobroker in Westport, Ct.

Rauseo & Co. brokers sale of \$300,000 Amesbury, Ma. land and building for Vulcan Corp. to Haverhill Gas Co.

Stan Klein of Burton Levey negotiates \$175,000 sale of former First National supermarket in New Haven to Ct. Savings and Kagan Co.

David Mills of Schnip Dev. Co. negotiates 75,000 s/f lease in Hartford's Brainard Ind. Park to Ct. Celery, McDonald's supplier.

Sal Buono and Robert Robinson of DiScala Assoc. lease 95% of retail and office space at Norwalk Mall.

Fusco & Amatruda erecting \$2.4m New Haven garage and \$5m medical office building on adjacent downtown sites.

Revest and Fairfield County R.E. handle \$1m 75 unit apartment sale in East Hartford; leaseback to builder Frank Wood.

Andrew Bender of Harry Bennett and Everett Scofield close \$1.2m sale of 88 apartments in West Haven, Ct. for Soling Group.

Brendan Noonan leases Kendall Sq., Cambridge, Ma. property for Commonwealth Gas to ADT Security Systems.

Fitchburg Savings starts \$5m downtown complex with bank, retail plaza, townhouses and specialty shops; Moyon Const. contractor.

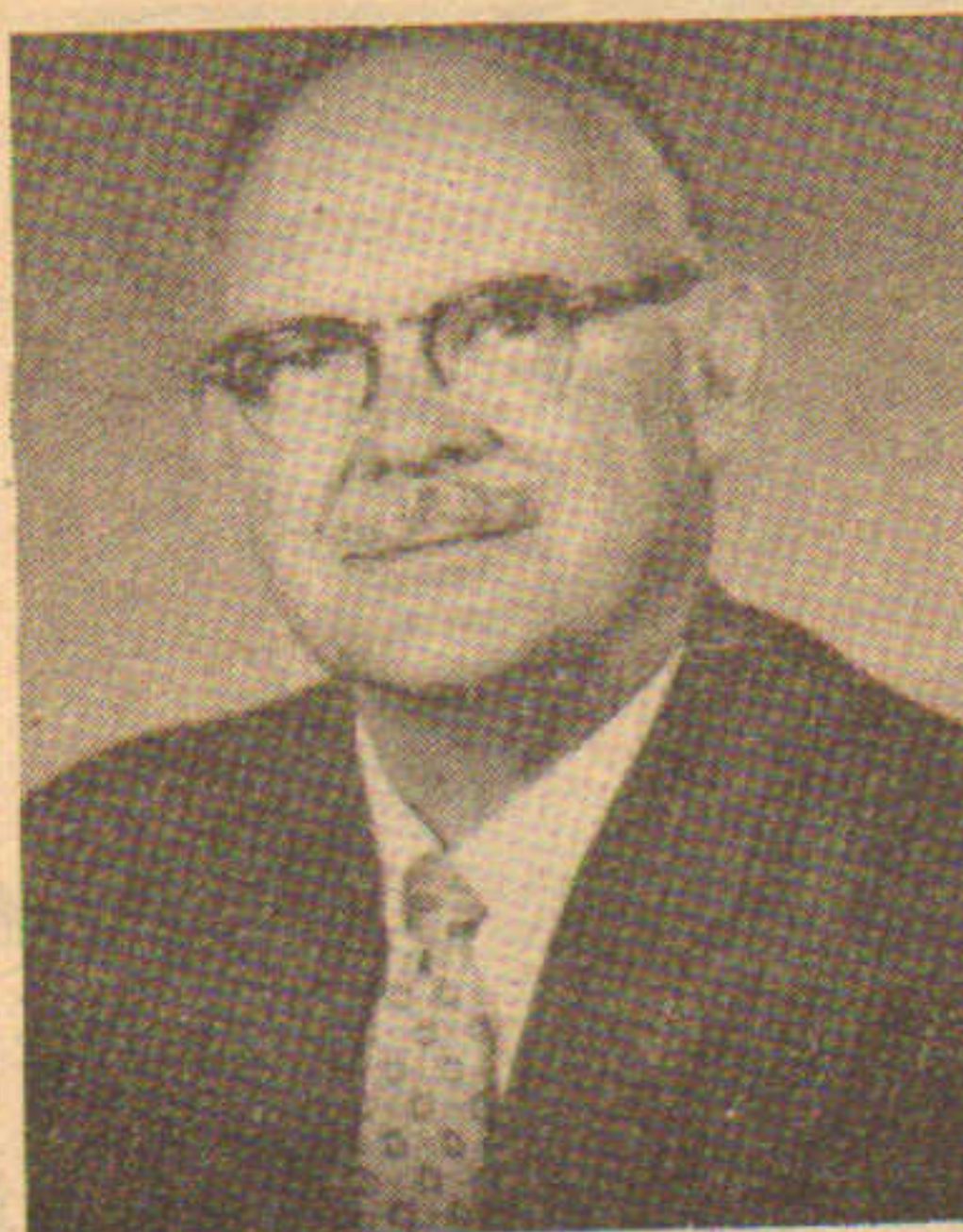
Charles Magyar Jr. to develop Greenwich, Ct. waterfront property; appoints Preferred Properties leasing agent for 70,000 s/f.

Stephen Hopkins and Shepard Sumberg to purchase former Clauson's Inn in Hatchville, Ma.; 400 acres to be sold for \$2m.

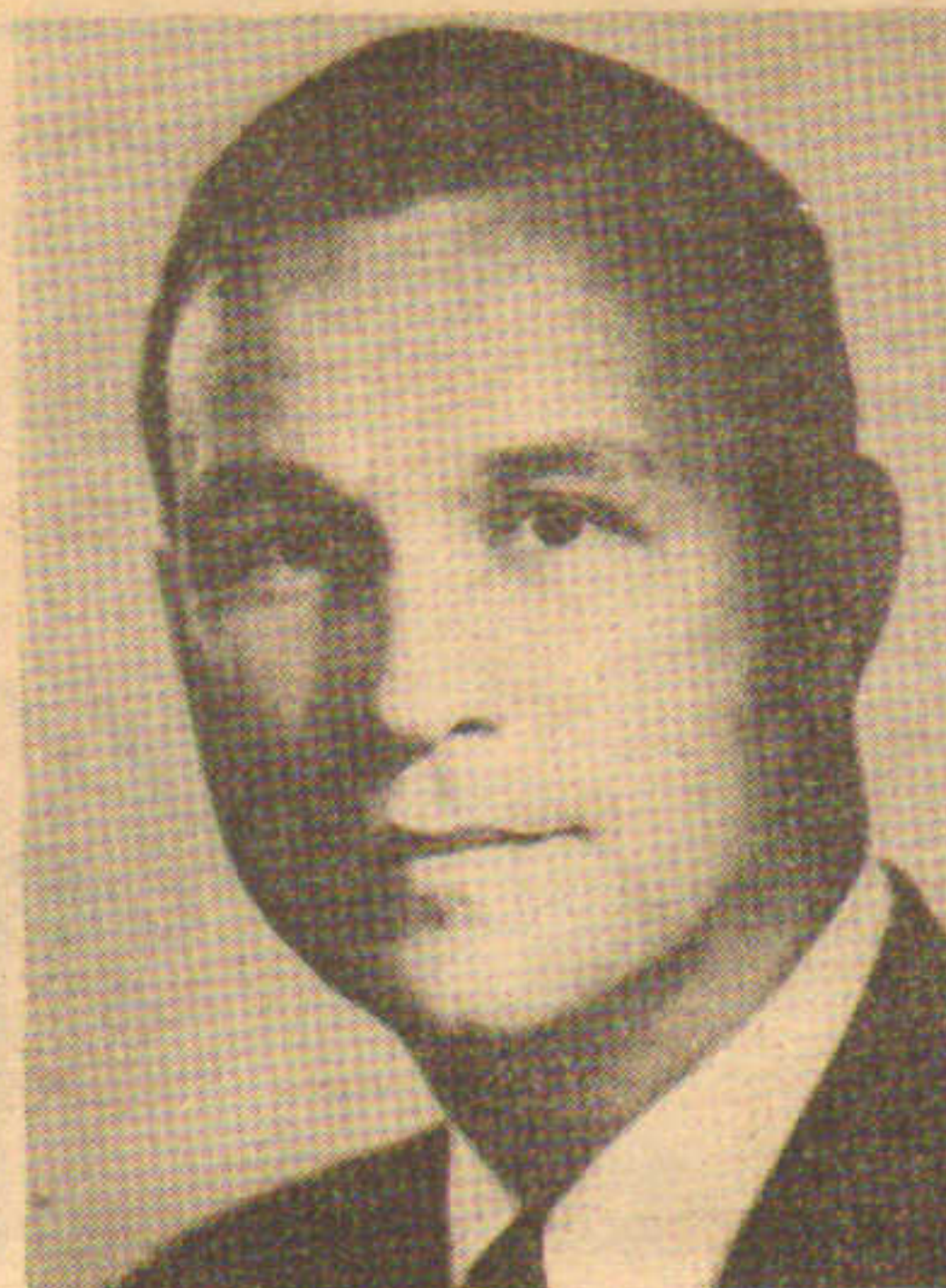
Sack Theatres leases three Charles Cinema in Boston from Charles River Park; now 15 in Boston and 30 in Massachusetts.

East Bay Dev. opens K mart with 84,180 s/f at Harborlight Mall in Weymouth, Ma.; Cooper-Horowitz arranged \$6.55m financing.

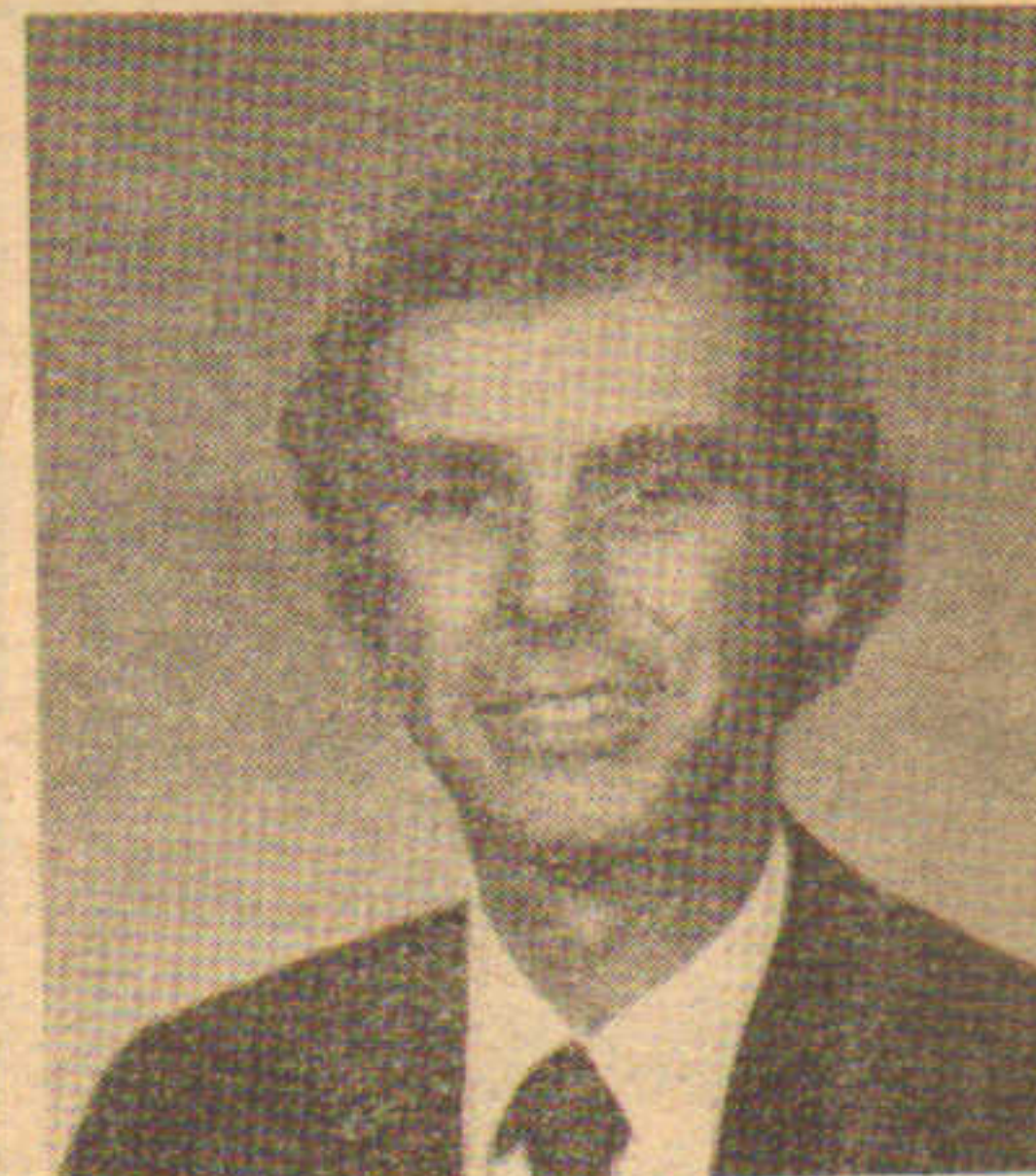
David Almy of Leggat McCall & Werner brokers lease at 60 State St. for Cabot, Cabot & Forbes with First National Bank.



Chris Moller



Paul Norton



Robert Stubblebine



James Bremis



Emil Morey



Steve Weiner



Richard Spaulding



Louis Ulizio



Martin Berman



Herbert Carver

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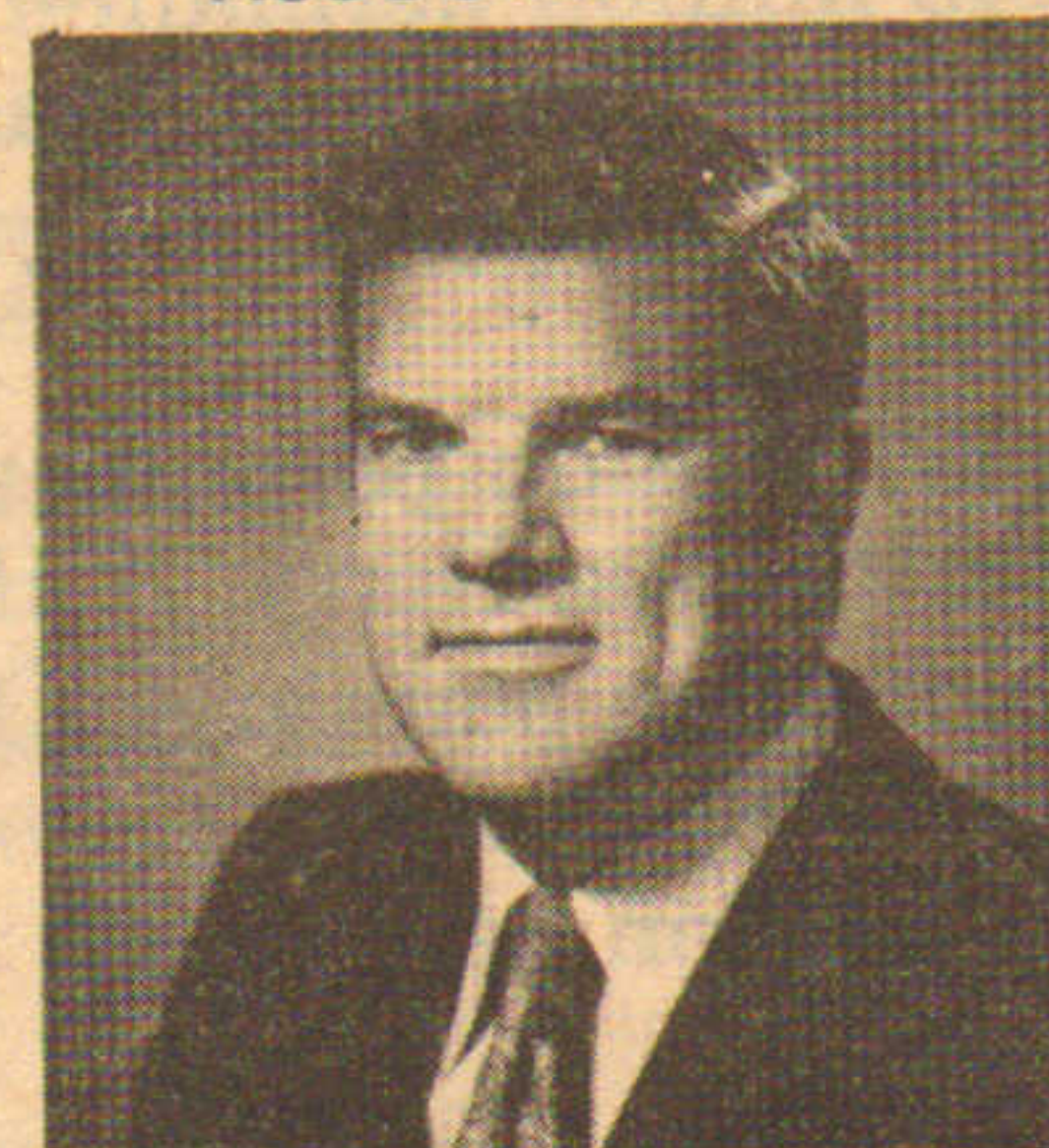
The Greater Boston Real Estate Board is composed of four divisions, representing real estate professions in every sector of the industry. It is an organized action-oriented association that has become the recognized voice of organized real estate interests in 56 metropolitan cities and towns.



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Brokers Institute



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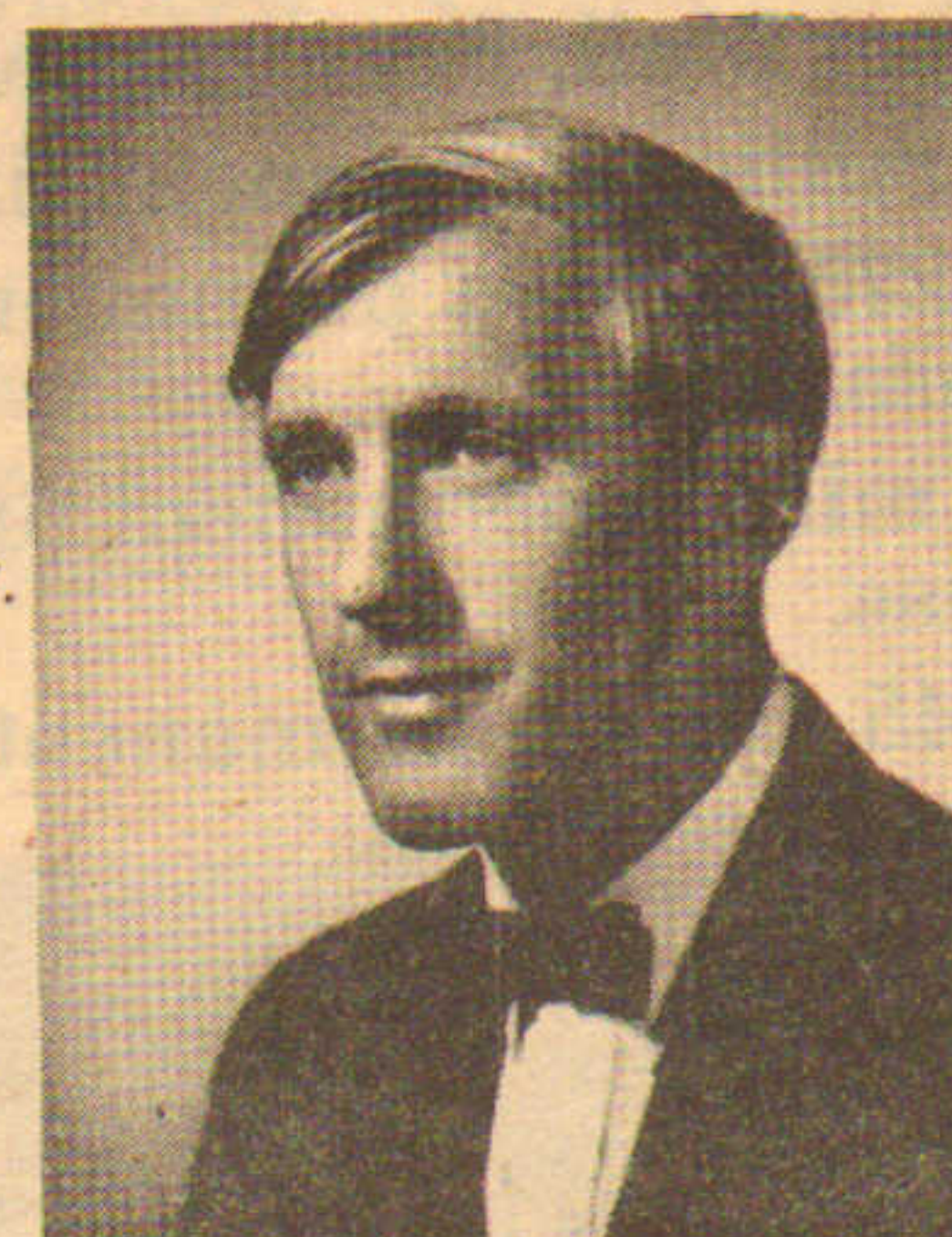
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April

Manchester Bank financing Beal & Co.'s Technology Park in Londonderry, N.H.; 26,000 s/f in first building in 86 acre park.

Nolle Assoc. arranges \$1m loan to Francini-Bardugnone for 74,000 square foot industrial building in Shelton, Ct.

Ted Combs of Meredith & Grew brokers sale of \$270,000 Brighton, Ma. building to New England Toyota Dist. for Universal Tire.

John Capezzuto of Data Realty brokers \$760,000 multi-use block in Arlington, Ma. for Rox Realty to Finance Building Realty.

Elliot Ravech of Peter Elliot & Co. signs leases for 20,000 s/f building in Marlboro, Ma. with Peter Benke of Hunneman & Co.

Sherman Cooper of Yavetz Co. sells 24 unit \$350,000 apartment in Waterbury, Ct. for Kim Rechenberg; Mayco Mortgage financing.

Mark Gottesman and Scott Hughes of Codman Co. lease 20,000 s/f at Parkview Electronics Park in Winchester, Ma.

Tambone Corp. leases 6,000 s/f at Reading (Ma.) Office Park to Dynamics Research; Anthony Tambone broker.

Joseph Pandiscio brokers \$150,000 South Yarmouth, Ma. land sale to PAD Corp. for Arthur Treacher's Fish & Chips restaurant.

Coparco realty signs Woolworth for 53,290 s/f former Grant's at Highgate Commons center in St. Albans, Vt.

Duncan McCrann & Ted Lane of Spaulding & Slye Corp. and L.H. York sign leases to Boeing Aerospace and Heinz at N.E. Executive Pk.

L.G. Van Peursem of Rapaport Real Estate sells St. Croix Valley Drive In Theater in Baring, Me. to Richard Bernard.

Stratis Doukas of Akers Assoc. brokers \$165,000 South Portland, Me. restaurant sale for James Lano to Norman Caesar.

Sheridan Corp. builds, Maine Savings finances 14,000 s/f medical center building in Lewiston, Me. for Drs. T. Sanford & M. Drouin.

Bill Cronin negotiates \$635,000 sale of Pleasant View Gardens, 270 acres, in Loudon, N.H. to Jonathon Huntington.

Walter Borowski of Baldwin Real Estate transfers 137 site Concord, N.H. mobile home park; Merchants Savings loans \$500,000.



Francis Donlan



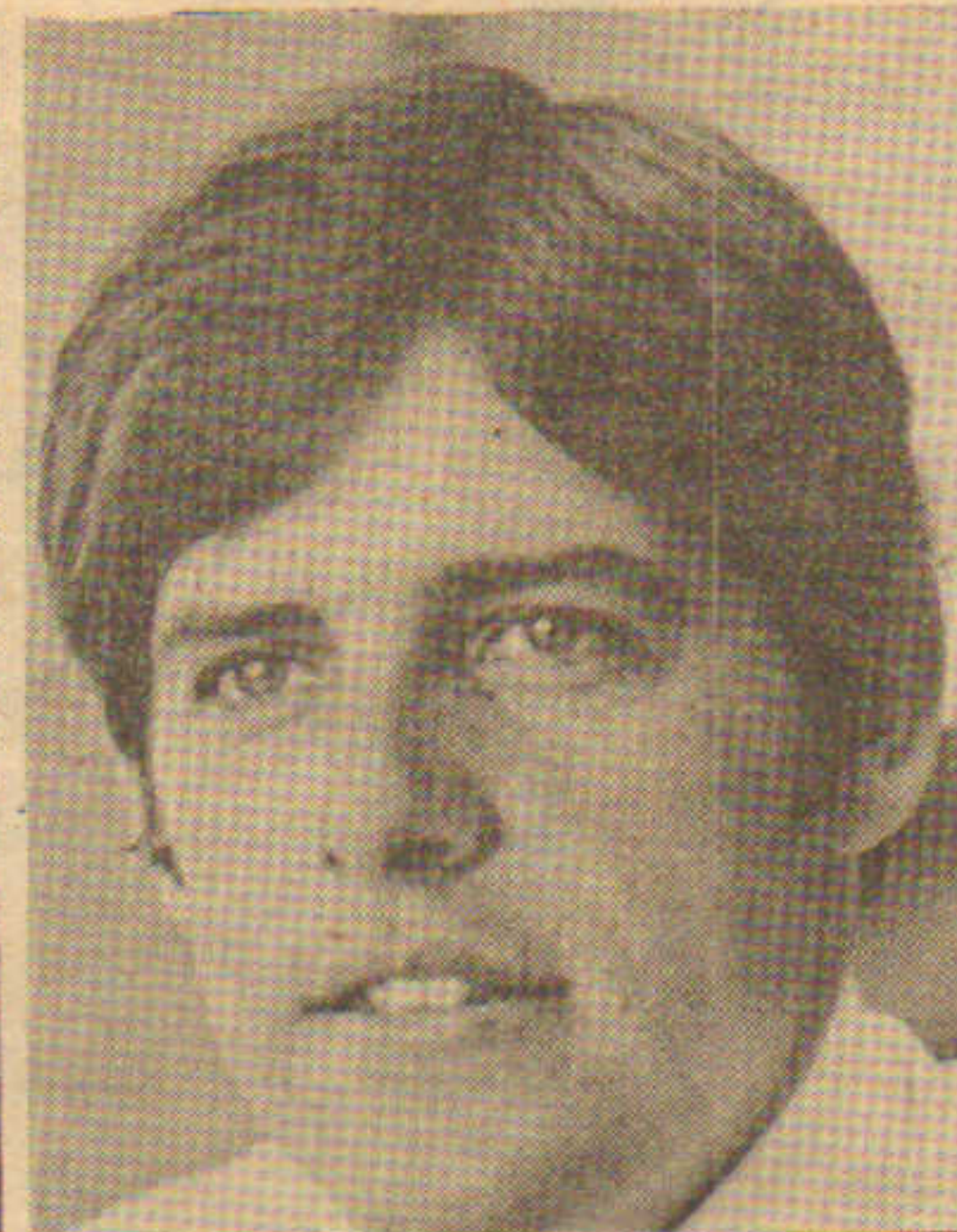
Jack Conway



William St. Onge



Rene Poyant



Robert Stewart



Robert White



Tucker Miller



Dorothy Hickox



Steve Hawkins



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May

Dave O'Neill, Michael Monks and Daniel Kinney of Norwoods Realtors broker \$625,000 apartment sale in Pelham, N.H. to Rosa Prop. Hounsell Realty and Lake & Mt. Realty cobroke \$245,000 sale of Meredith, N.H. golf course to Everett Jackson for Harry Page.

Spaulding & Slye starts 9th building, 60,000 s/f, at New-England Executive Pk., Burlington, Ma.; \$2m site designed by ADD, Cambridge.

Arthur Cook Jr. and Robert Cunningham of Ryan, Elliott & Co. lease 8,400 s/f at Faneuil Hall Marketplace for Rouse Co.

Leggat McCall & Werner and Meredith & Grew cobroke lease of 5,800 s/f at 60 State St., Boston for Cabot, Cabot & Forbes.

Data Realty appointed marketing agent for 177 unit luxury Ferncroft Tower condominiums in Danvers, Ma. by Ferncroft Holdings.

Bill Cronin of State Properties and Jack Boyle of Spaulding & Slye cobroke office lease at Newton at 128 Office Park.

Kelly & Picerne buys 120 units in West Warwick, R.I. for \$1.6m from Anne & Louis Bornstein; Old Colony Cooperative Bank financing.

John Reardon and James Dougherty of Jack Conway sell Simms Yacht Yard in Scituate, Ma. to L.B.W. Trust for \$650,000.

Brad Griffith of Leggat McCall & Werner sells \$1.35m Westwood, Ma. property; New England Mutual Life loans \$943,000.

Cushman & Wakefield and Mark Beaudry cobroke 6,700 s/f lease at Stamford, Ct. for 101 Broad Street Associates.

Benjamin Cohen & Sons acquires Russell Plaza in Peabody, Ma. from Warren Five Cents Savings Bank; to manage 120,000 s/f center.

Harold Burns negotiates \$750,000 sale of North Canaan, Ct. 31,500 s/f building to Lopol Realty for Canaan Products.

Schnip Building Co. awarded contract to build 58,000 s/f laboratory for Pratt & Whitney in East Hartford, Ct.

Philip Renner of George Smith & Son leases space for Sperry-Univac in Milford, Ct. to A & H Corp.

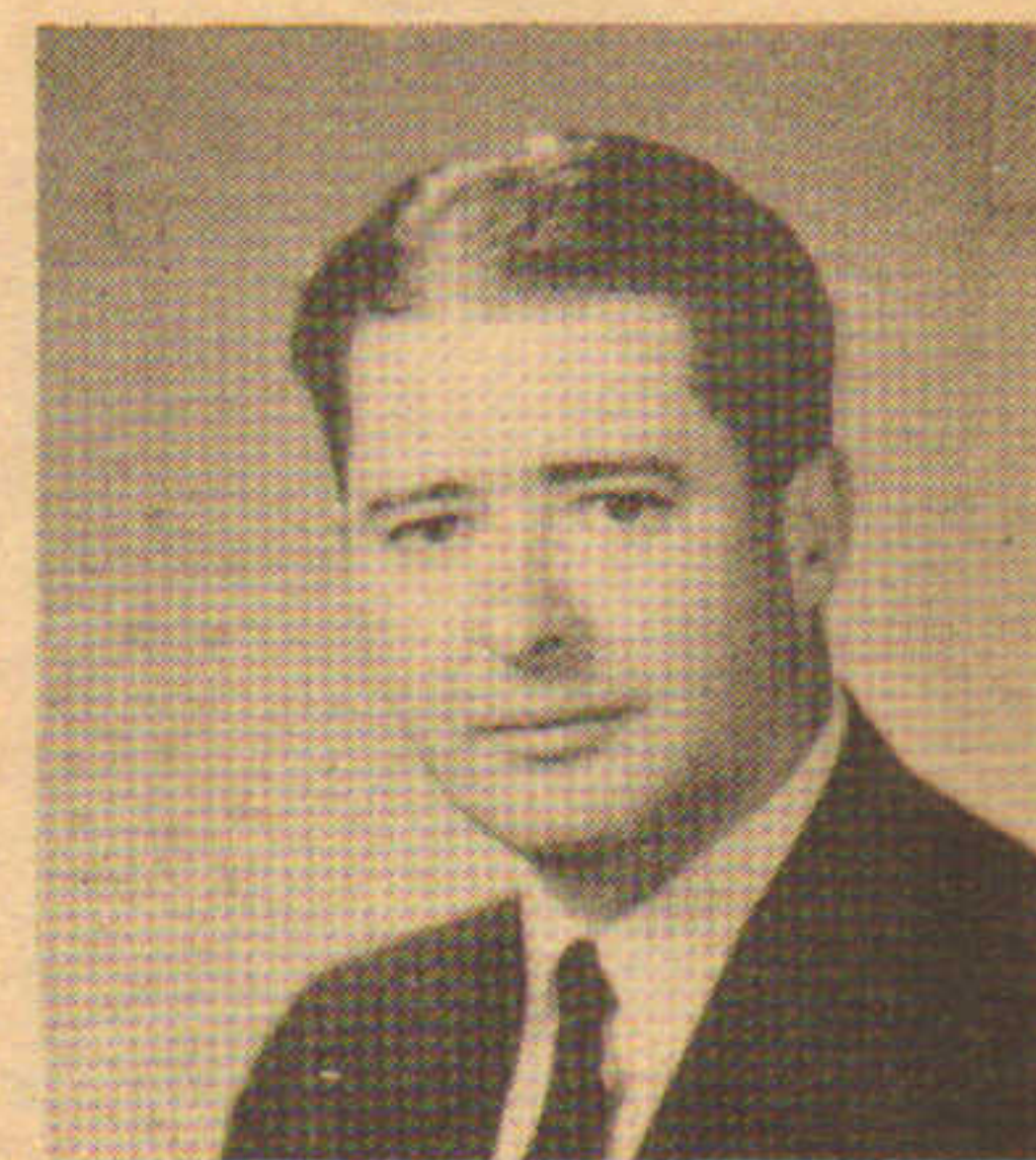
F.D. Rich and Marriott Hotels open 305 room hotel at Stamford (Ct.) Forum; 18 story luxury hotel a mutual venture.



Harold Moye



Tim Gannett



Al Manley



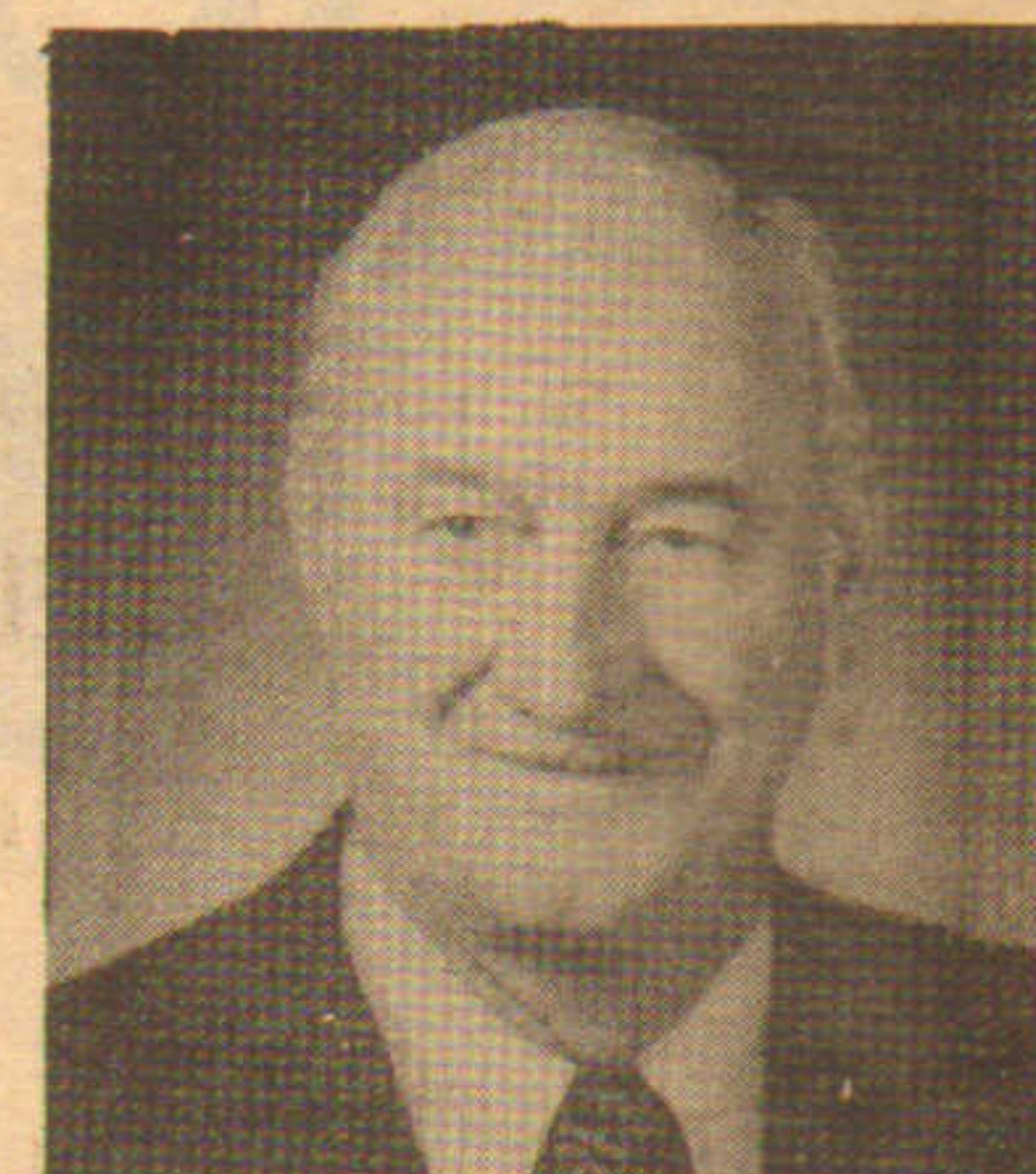
Rhys Stanger



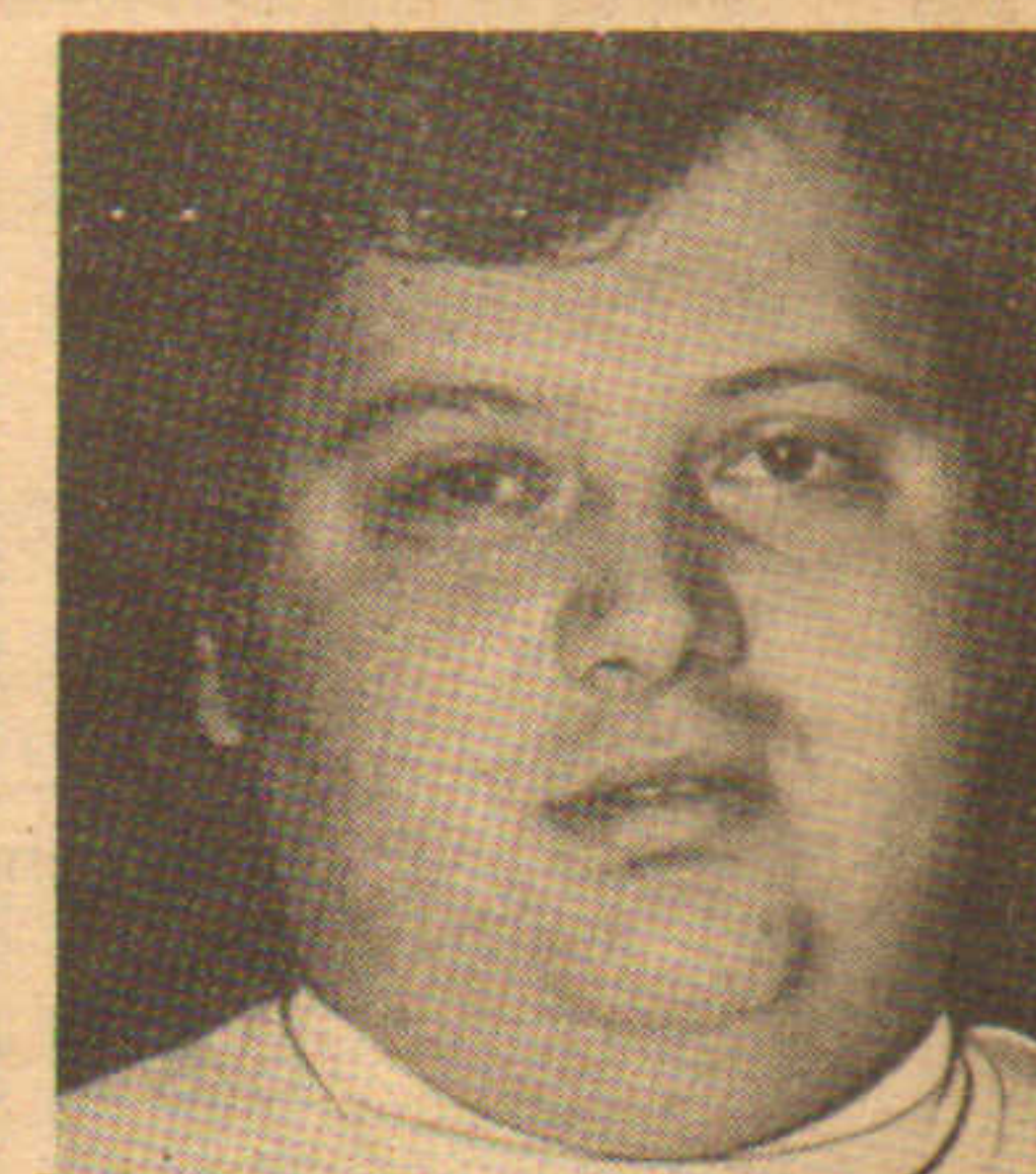
Bill Scranton



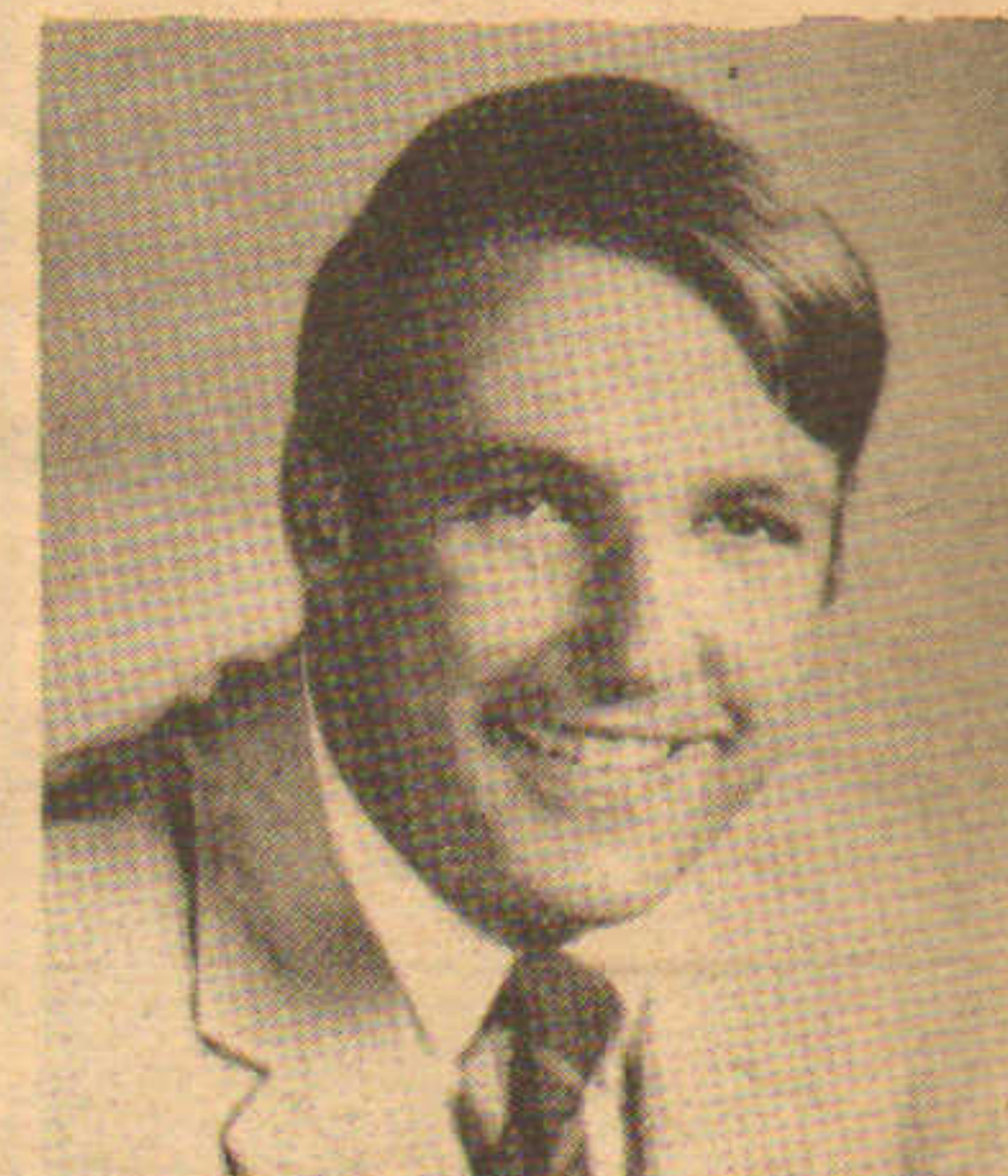
Wade Staniar



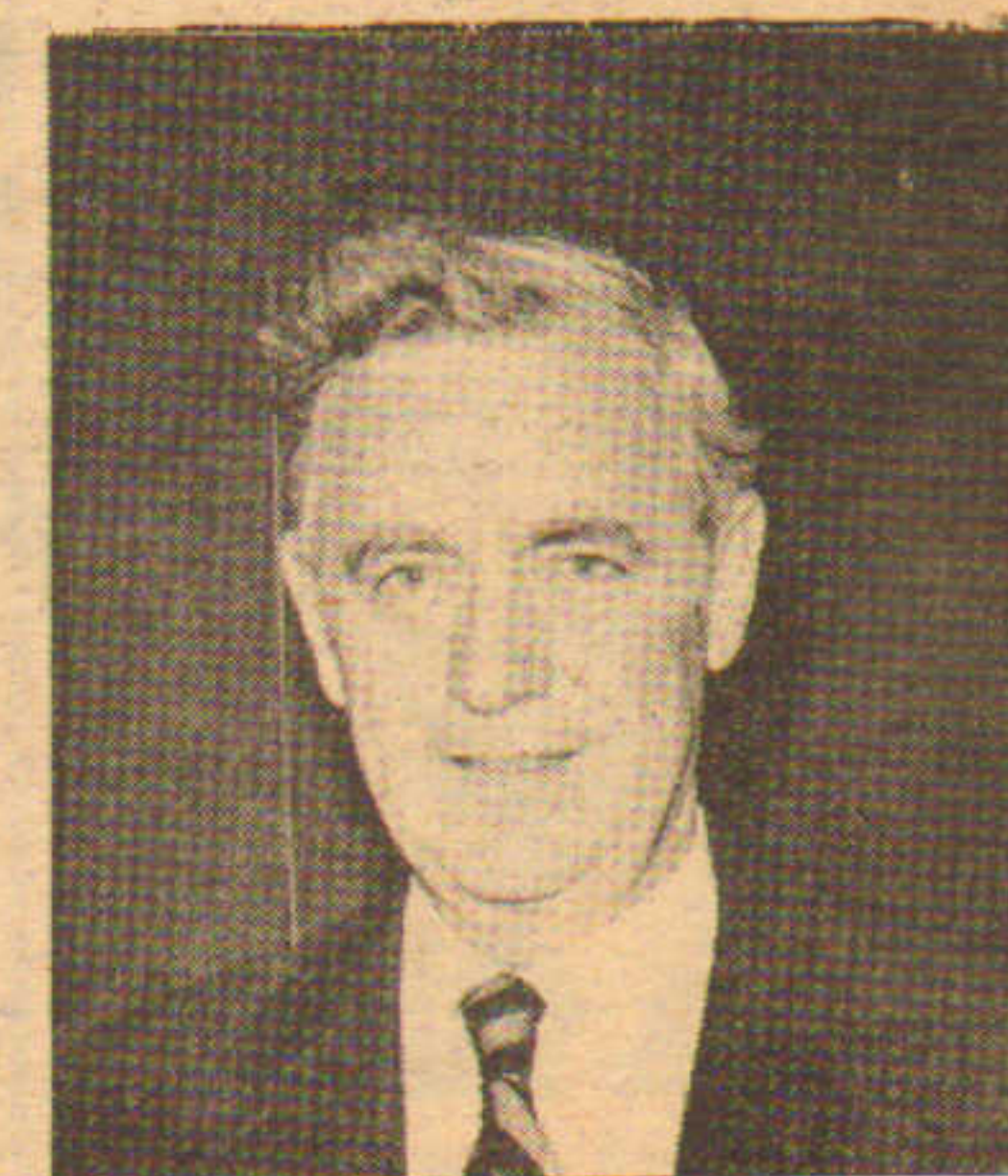
Mel Coombs



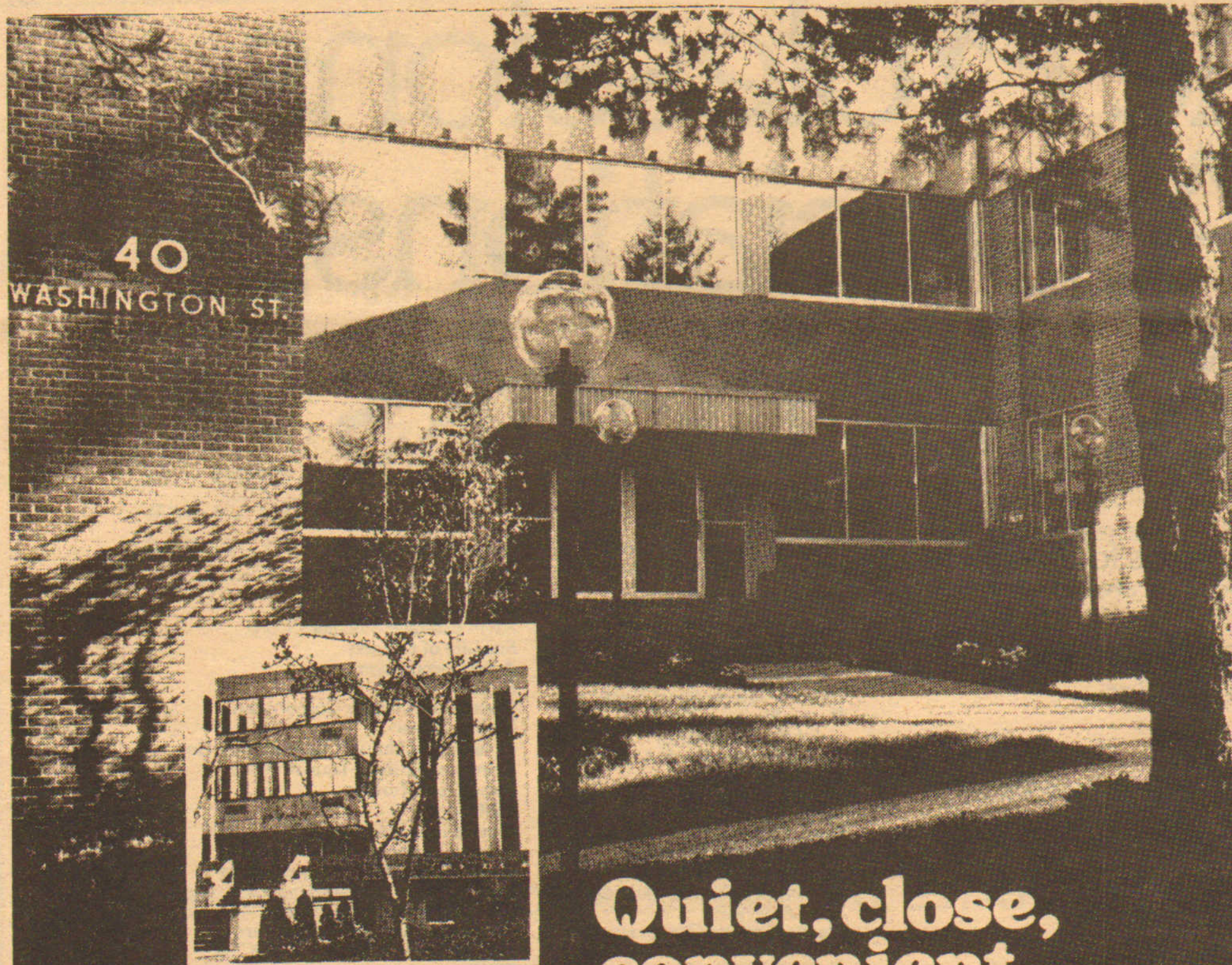
Joseph Pandiscio Jr.



John Fowler



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Jim Munro,

Real Estate Representative
for Up State New York

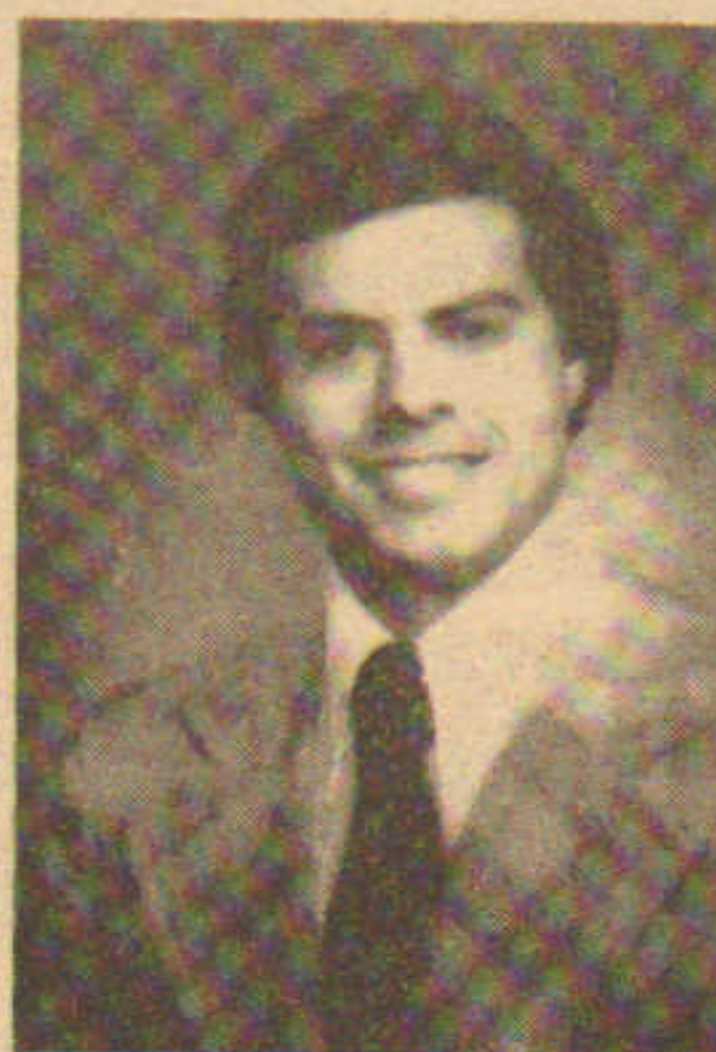
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Bob DiCenso,

Regional Director of Real Estate for New
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Joe Misite,

New England Real Estate Representative for
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May

Rupe Neilly of Mainco Realty brokers sale of \$270,000 Camden, Me. hotel; 27 units sold by Wally Sheren to Frederick Watson.

Gerry Gillis of Codman Co. and James St. Clair of Nordblom Co. cobroke lease in Malden, Ma. for LaTouraine to Eastern Auto Parts.

Kenwood Org. recycles 35,000 s/f Rte. 9, Framingham, Ma. property into shopping center; five tenants signed; 70% leasing reported.

David Friedman of Sandy River Realty, John Stowell and Earl Fuller of Webb River Land sell Hartford, Me. camp site for \$139,000.

Greater Portland Bldg. Fund awards contract for 22,000 s/f spec building in Gorham, Me. to Eng. Services and Allied Construction.

Trachy Realtors and Conklin R.E. cooperate to sell Winnisquam Motor Inn in Laconia, N.H. to Everett Linge Jr. for \$195,000.

Samuel, Nicholas Tamposi, Peter & Mark Nash appoint North American R.E. consultant for Woodstock, N.H. property.

Stephen Davis of Julien Studley and William Nealon lease 11,000 s/f at AITS Building on Rte. 9, Chestnut Hill, Ma. to Larkin Publications.

FIP starts on \$4m energy efficient 163,000 s/f plant in Wallingford, Ct. for Wallace Silversmiths.

Suffolk Franklin and Charlestown Sav. Banks loan initial \$3.6m to Society of Friends for 160 solar heated No. Easton, Ma. apts.

C. Butts Realtors sells Morrissey House in Quincy, Ma., 24 units, to Drs. John Hayes and Kenneth Palmer for Glen Trust for \$500,000.

Mark Moore Homes to construct 45 unit condominium in Lexington, Ma.; Weinmayr Assoc. landscape architect and planner.

Stephen Karp of State Properties signs six retailers at Mall of N.H., Manchester for 19,700 s/f.

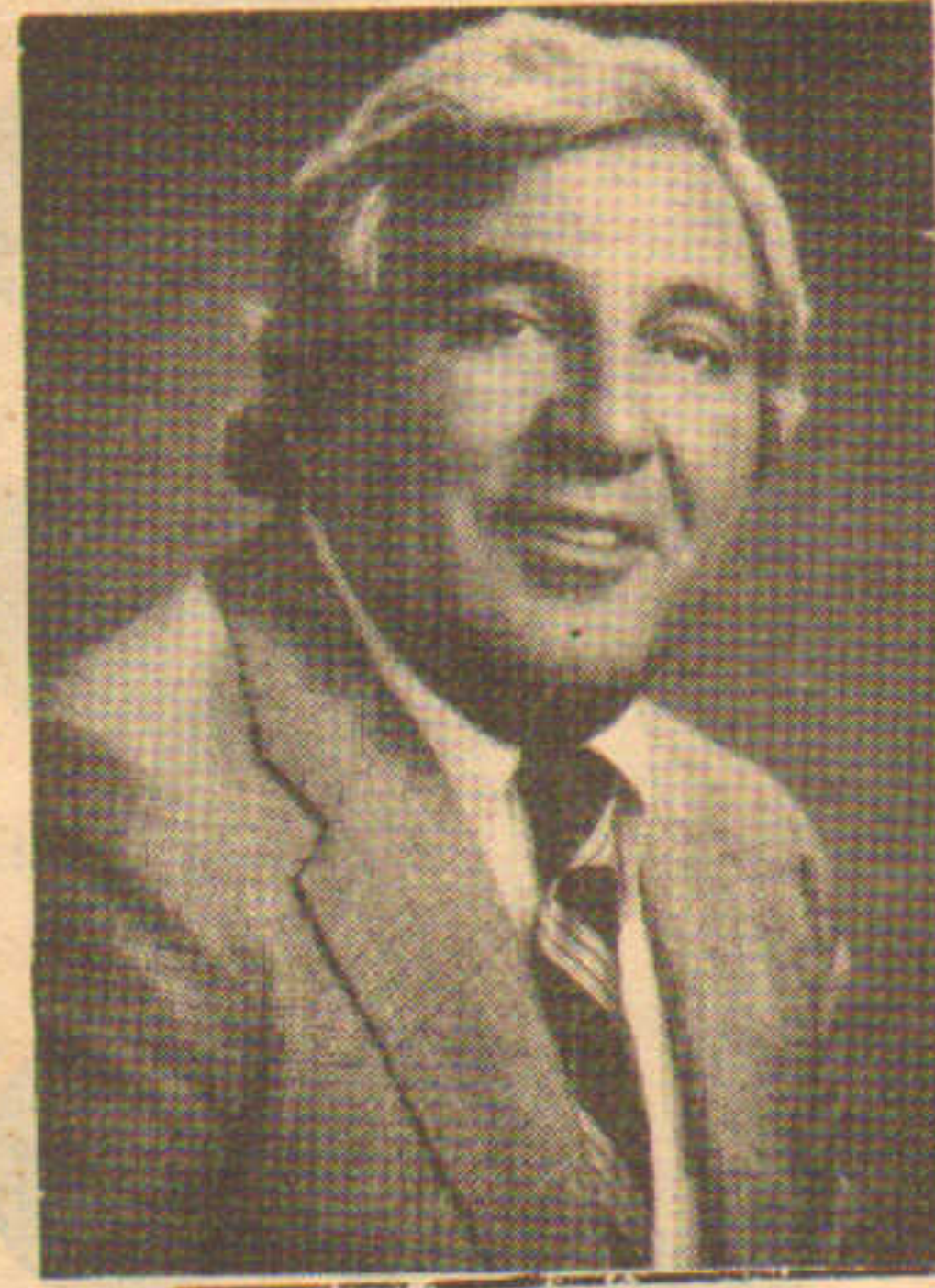
Robert DiCenso of CVS completes shopping center leases for two units in Weymouth and Greenfield, Ma. totalling 9,300 s/f.

John Corcoran Co. receives HUD loan for \$8m solar heated 266 unit apartment in Saugus, Ma.; seeks MHFA funding for construction.

Evans-Pitcairn Corp., Arthur Fastenberg and Henry Niewenhous announce plans for \$35m Stamford (Ct.) Plaza; 775,000 s/f offices.



Sam Tamposi



Leo Kanteres



Karl Norwood



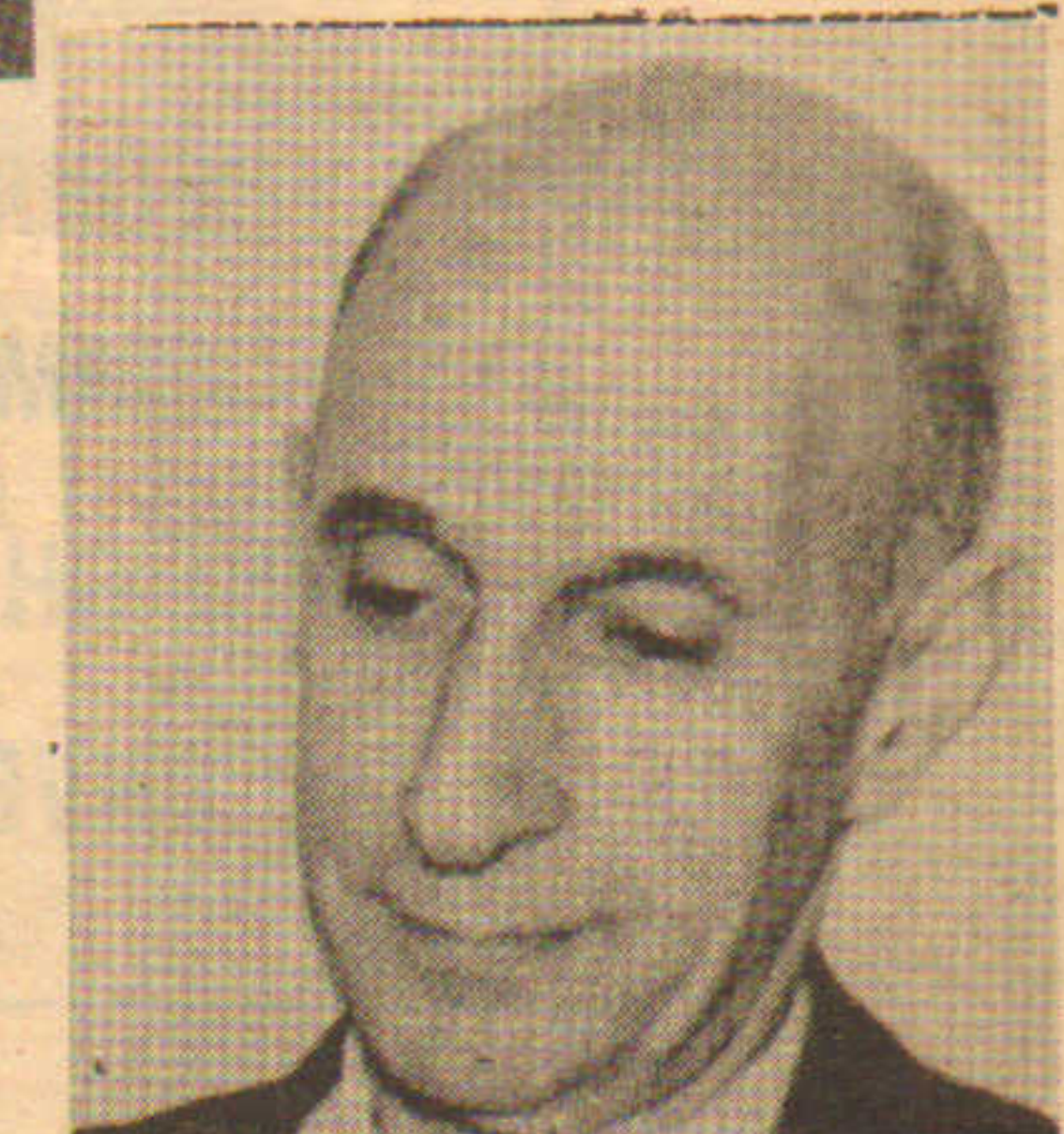
Wallace Yaffe



Kent Locke, Jr.



Ken Waxman



Fred Rosenbaum



Michael Skibiski



Harry Sher



David Rappaport

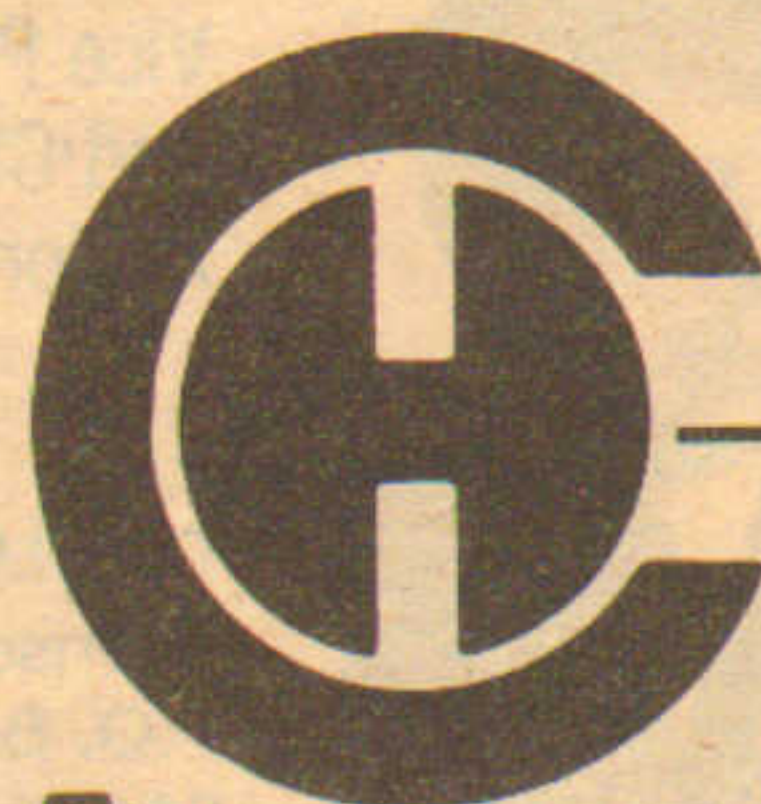
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Hotel, Washington, D.C.	4,800,000
Department Store, Fairhaven, Mass.	2,400,000
Regional Mall, Puerto Rico	32,500,000
Shopping Center, Terre Haute, Indiana	4,800,000

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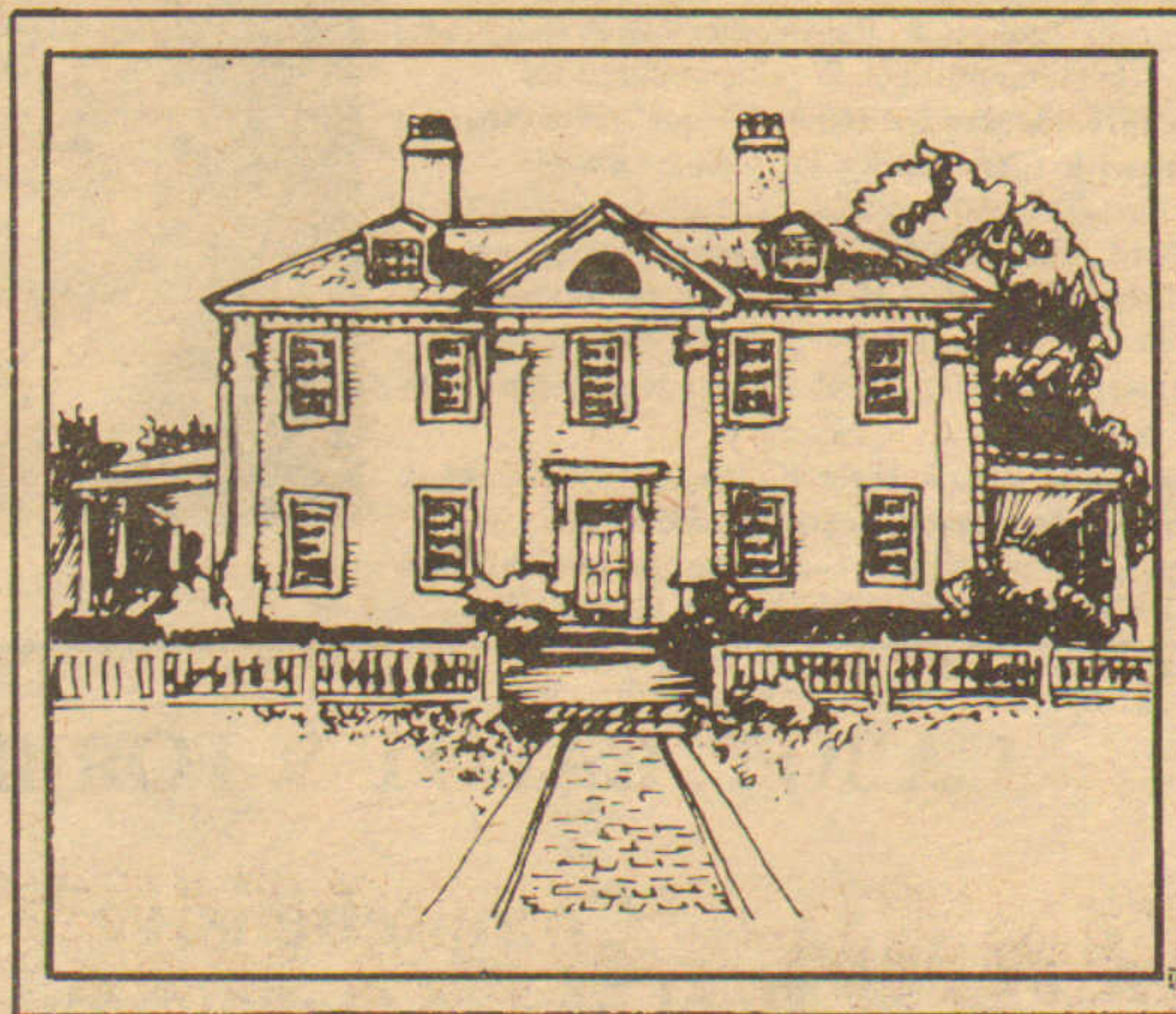
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Greater Boston Real Estate Board
National Association of Realtors
Realtors National Marketing Institute
International Real Estate Federation

June

R.M. Bradley packages Westwood, Ma. site for KLH Research with Camelot Trust, Colebrook Corp., Carlson Corp., Springfield Institution. First Federal Savings starts \$3m headquarters site in Waterbury, Ct.; Carabetta Assoc. plans \$3.5m elderly housing on adjoining site.

Tom Walsh of Codman Co. handles \$526,000 industrial purchase in Cambridge, Ma. for Irving & Casson to Charles Webb; 200,000 s/f. Peter Elliot & Co. sells \$370,000 Marlboro, Ma. building to United Liquors; Irving Lyon cobroker; Spectrum Financial loan.

Paul Sears and John Stout of Farley Co. cobroke sale of \$180,000 former Chicopee, Ma. A & P for Mary Steigler to Robert Tremble.

Barry Stramer and Richard Mann buy downtown Milford, Ma. block from Green Realty; Milford Savings loans \$200,000 for mall rehab.

Star Realty's Leonard Abramson, Susan Allen and Malcolm Josephs broker \$675,000 Howard Johnson Motor Lodge sale in W. Boylston, Ma.

Meredith & Grew arranges \$14.5m financing for Carney Hospital, Dorchester, Ma. for office-garage addition; Carlson Corp. builder.

Sargent Nichols of Ryan, Elliott & Co. brokers \$479,542 deal in Peabody, Ma. for Essex County Bank to U.S. Postal Service.

Leggat McCall & Werner brokers \$1.6m 32 acre Groveland, Ma. property with 125,000 s/f buildings to A.W. Chesterton.

Beckett Co. arranges \$975,000 loan for 108 bed West Acres Nursing Home in Brockton, Ma. with CNB Equity for Collier Assoc.

Heyman Properties starts on 49,000 s/f six acre shopping center in New Britain, Ct.; Bernard Mussman & Gil Consolini leasing agents.

Robert Shields and Kevin Geenty of H. Pearce lease Hamden, Ct. site for Fusco-Amatruda to Travelers Insurance for new offices.

Francis Zappone completes \$440,000 sale of Waterbury, Ct. property to Bonanza Steak House for restaurant expansion.

Kershner Co. brokers sale of 39 unit West Haven, Ct. apartment to Salvatore & Dennis Nicotra for Lewis Reese for \$495,000.

Gregory Mulherin and Coppola Realtors cooperate on \$525,000 sale of two Orange, Ct. office buildings to DFC Co. for Marvin Small.



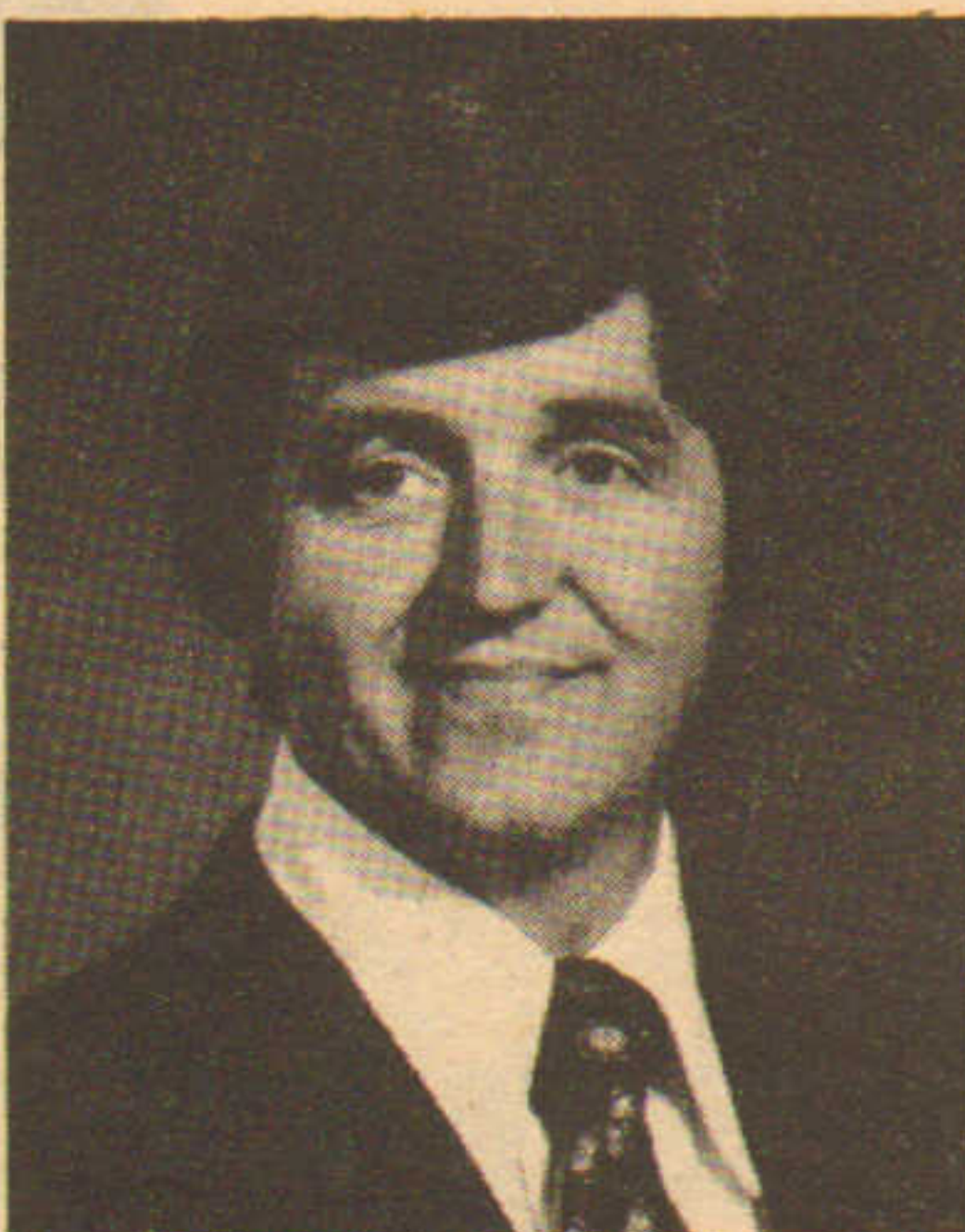
Dexter Marsh



Rupe Neily



Jim Shanley



Douglas Hill



Paul Beaudry



Larry Stern



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Raymond Pinkham



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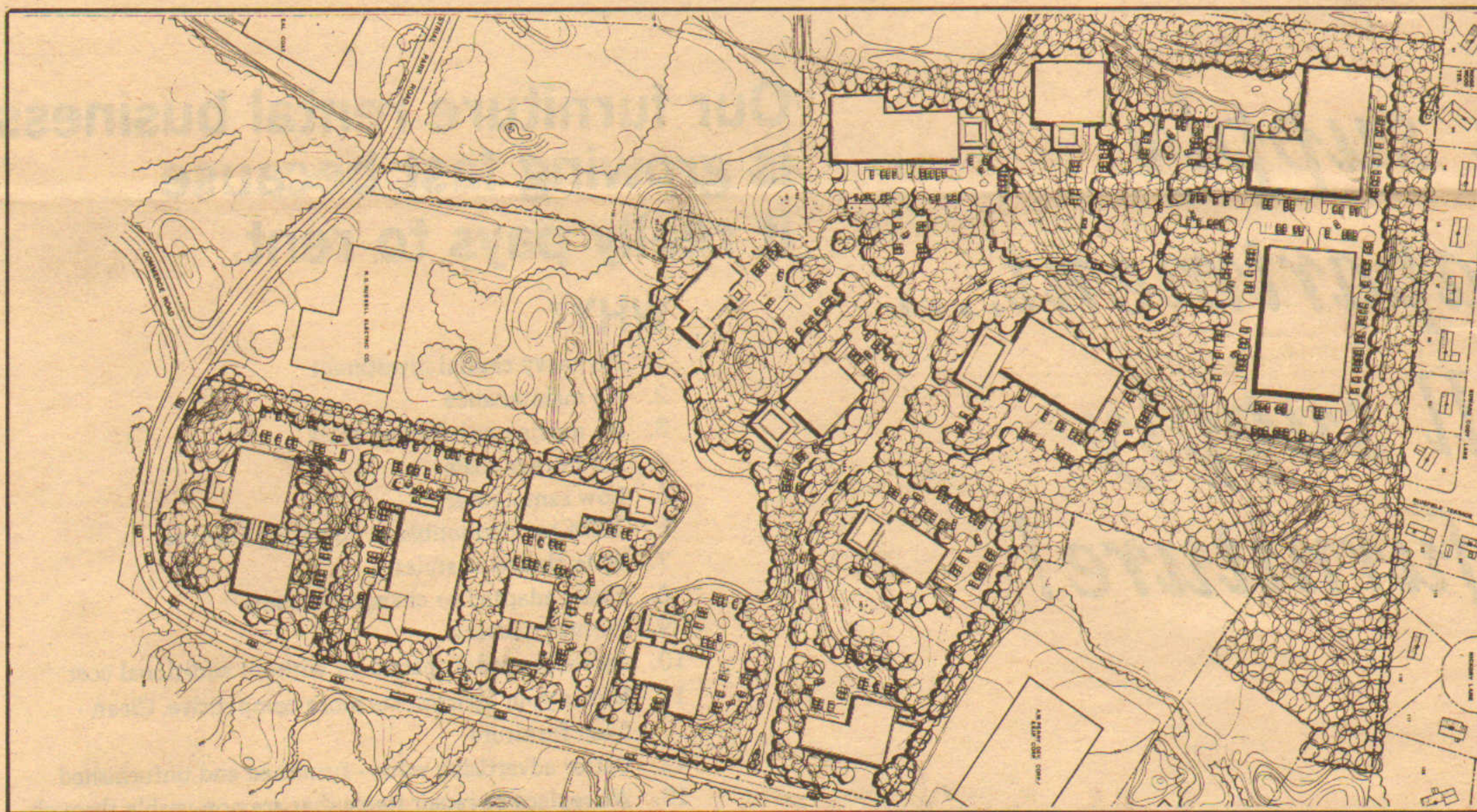
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Marlboro, Mass. 481-7711
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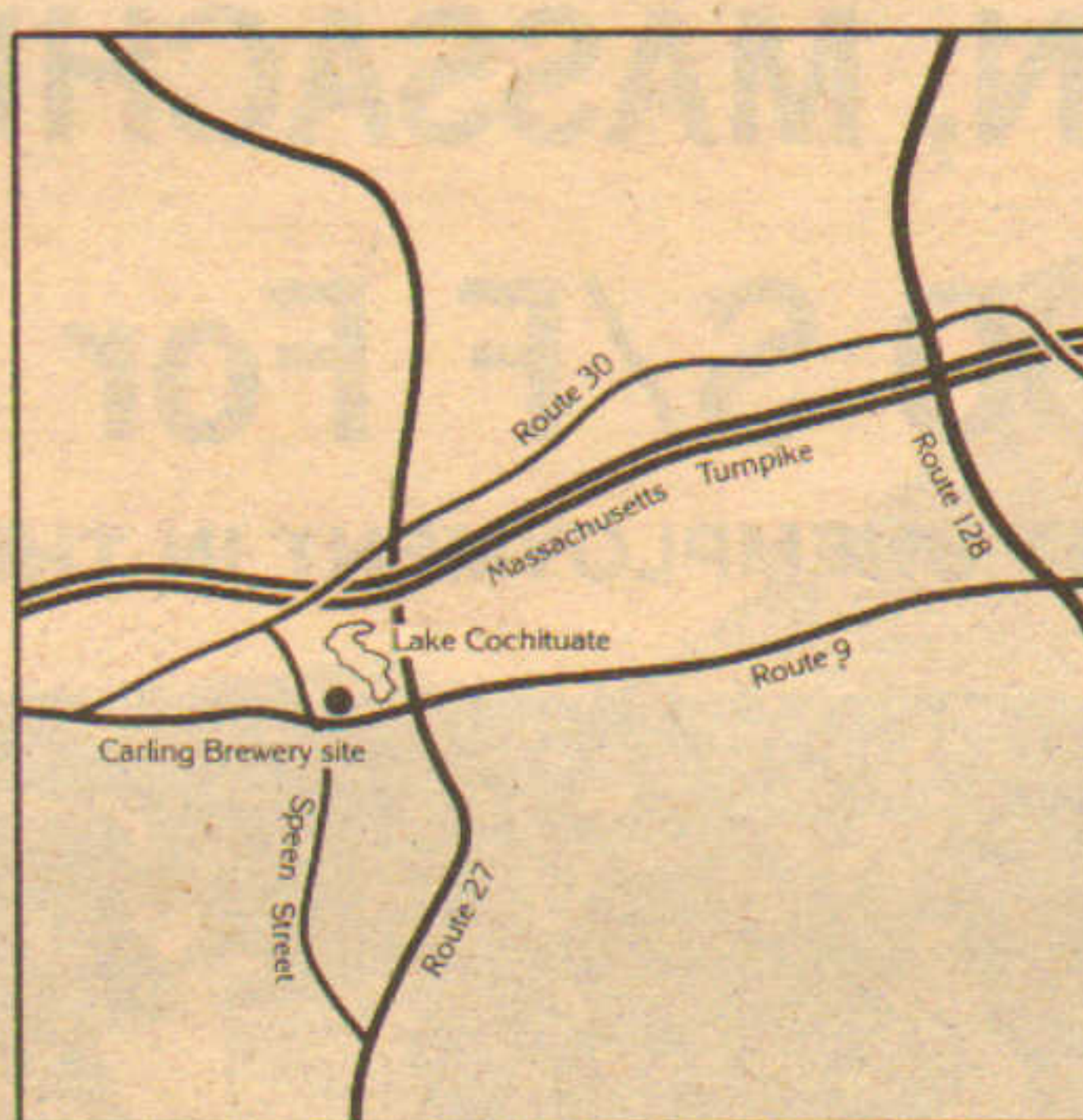
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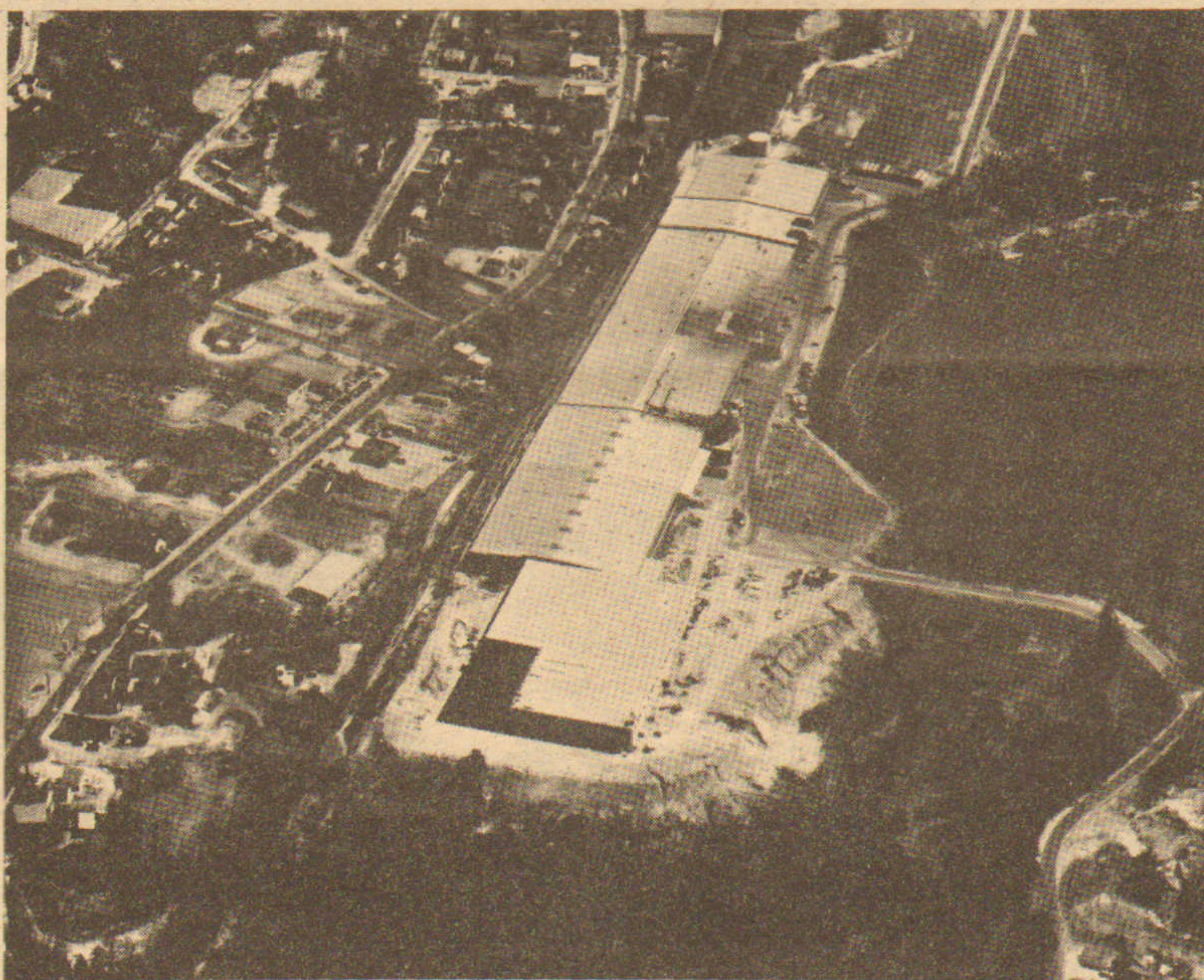
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Shopping Center	Planned	Major Tenants
1. Farmington Valley Mall Avon - Simsbury		Sage-Allen, O&L, Stop & Shop, Medi-Mart
2. State Line Plaza, Enfield		Zayre's, Shop-Rite
3. Suburban Mall, Enfield		J. Homestock - Woolco, Sage-Allen
4. Queen Plaza, Southington		Zayre, Shop-Rite
5. West Street Plaza, Torrington		Tars, A&P
6. Washington Plaza, Middletown		Caldor, Shop-Rite
7. Riverview Plaza, Middletown		Sears
8. Willimantic Plaza, Willimantic		J.C. Penney, Shop-Rite
9. Windham Center, Windham		Community
10. Ten Acre Mall, Watertown		K-Mart, Pk-Kwik Supermarket
12. Mattatuck Plaza Waterbury	X	Shop-Rite
13. Waterbury Plaza (Chase Ave.) Waterbury		Bradlee, Miller & Peck, Child World, Stop & Shop
14. Bradlee Plaza, Waterbury		Bradlee, Stop & Shop
15. Norwichtown Mall, Norwich		Caldor, Styles, Stop & Shop
16. Tri-Town Plaza, Seymour		King's, Stop & Save
17. Ivy Hill Plaza, Newington		Shop-Rite
18. Marcus Plaza, Norwich		Zayre, Shop-Rite
19. Stanley Plaza, New Britain		Bradlee, Shop-Rite
20. Albany Ave. Renewal, Hartford	X	Blatche's Supermarket
21. Tunxis Plaza, Bloomfield	X	Shop-Rite

MASSACHUSETTS:

1. Holyoke		K-Mart, Shop-Rite
2. Chicopee		Zayre's, Shop-Rite
3. Hadley		Zayre's, Stop & Shop
4. Sturbridge		Ames, Iandoli Market
5. Westfield		Shop-Rite, Genovese Drug

NEW JERSEY:

1. Glassboro		Jamesway, Acme
2. Hammonton		Jamesway, Acme
3. Pennsville		Ames, A&P
4. Newark		Stop & Shop, Medi-Mart

NEW YORK:

1. Gouverneur		Ames, Victory Market
2. Lockport		Ames, Star Market
3. Catskill		Jamesway, Shop-Rite
4. Malone		Ames, P&C Market
5. Ogdensburg		Ames, K-Mart, Victory Market
6. Saratoga Springs		Jamesway, P&C Market
7. Amenia		Ames, Grand Union
8. Saranac Lake		Ames, Grand Union
9. North Tonawanda		Ames, Star Market
10. Binghamton		Sugarmans, Victory Market
11. Monticello		Jamesway, Victory Market
12. Utica		Tars, Victory Market
13. Delhi	X	Jamesway
14. Liberty		Grand Union
15. Florida	X	Jamesway

MARYLAND:

1. Edgewood		Ames, Super Thrift Market
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PENNSYLVANIA:

1. Carbondale		Ames, Acme Market
2. Stroudsburg		Jamesway
3. St. Mary's		Giant Market
4. Towanda		Ames
5. North Warren		Riverside Market
6. Lewistown		Ames
7. Souderton	X	Jamesway, Quality Market
8. Bradford	X	Jamesway, A&P
		Jamesway, Acme
		Jamesway

GEORGIA:

1. Smyrna		Zayre's
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OHIO:

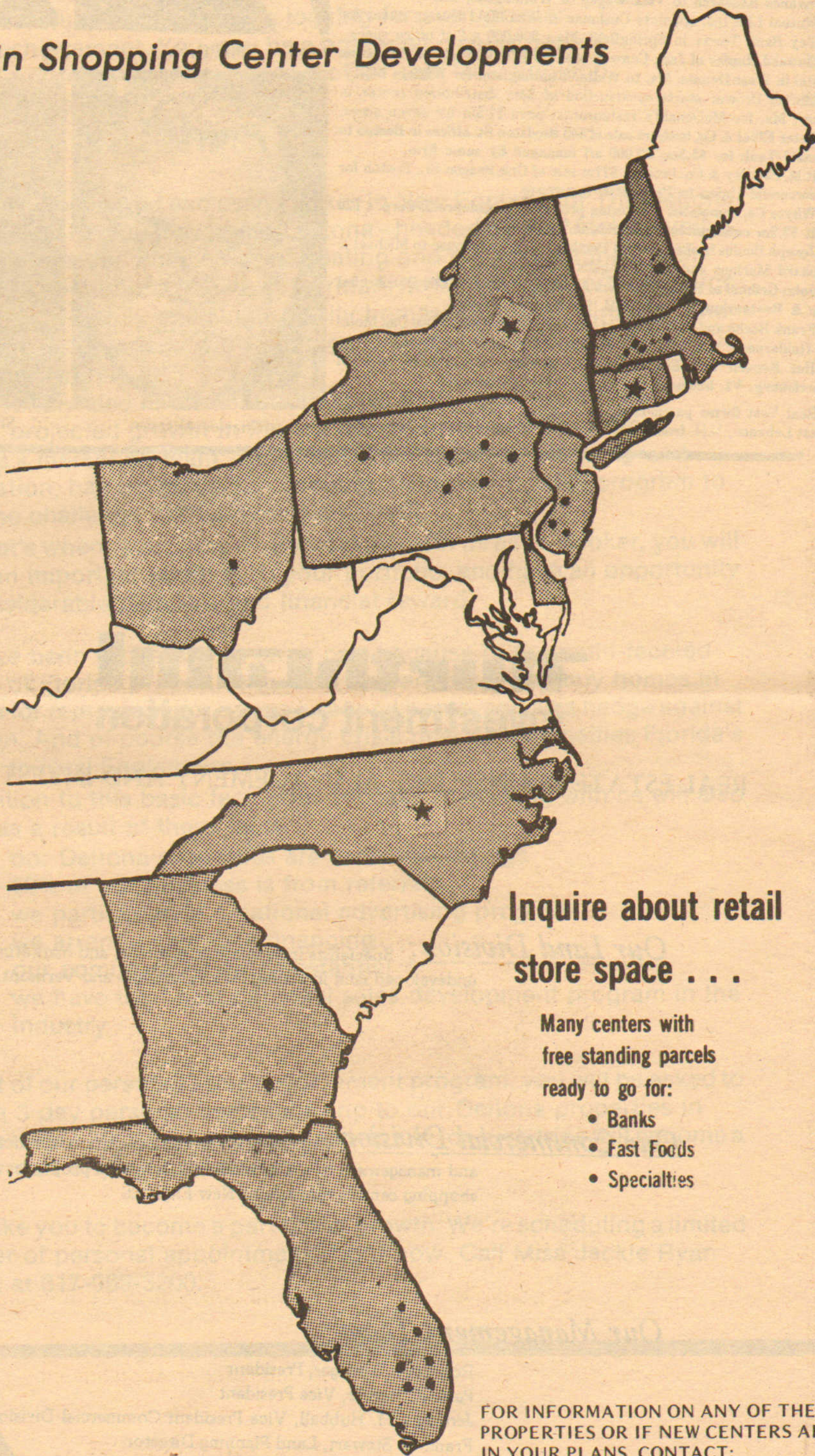
1. Greenville		Jamesway
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NORTH CAROLINA:

1. Durham		King's Kroger Market
2. Lexington		Ames
3. Lenoir		K-Mart
4. Charlotte		Zayre's, Big Star
5. High Point		Zayre's, Big Star
6. Burlington		Zayre's, Big Star
7. Greensboro		Zayre's, Big Star
8. Sanford		Zayre's, Big Star
9. Kannapolis		Zayre's, Big Star
10. Wilmington		King's Colonial Market

FLORIDA:

1. Sunrise		Zayre's
2. Taft		Zayre's
3. Broward		Zayre's
4. Palm Beach		Zayre's
5. Andrews		Zayre's
6. Tampa		Zayre's



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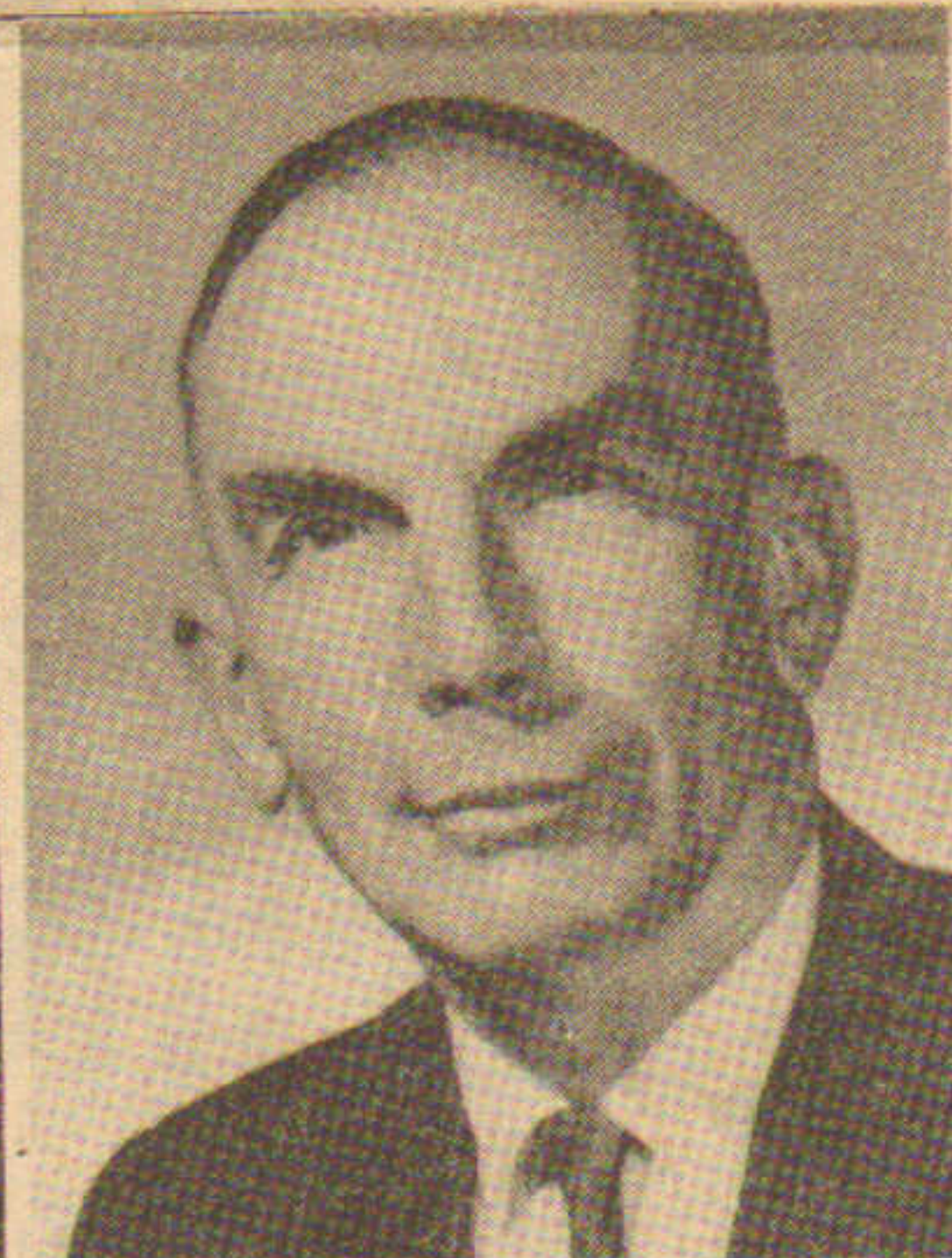
MAX SIEGAL
MICHAEL KONOVER

June

James Adams & State Properties start \$3m 75,000 s/f Bunker Hill Mall in Charlestown, Ma.; First National, Ct. General financing.
 Trumbull-Nelson contractor for \$3.5m Sheraton Inn & Conference Ctr. in Lebanon, N.H. for Ralph Knight of SDR Corp.
 Spaulding & Co. appointed consultant at Andover [Ma.] Tech Ctr. by Arkwright-Boston Insurance; 560 acre park signs Hewlett-Packard.
 Leonard Bierbrier signs four leases for Victoria Station chain in Burlington & Framingham, Ma.; Colonie and Yonkers, N.Y.
 Charles Devens Jr. of Ryan, Elliott & Co. handles 40,000 s/f lease for Dynamics Research to Volkswagen in Wilmington, Ma.
 Mutual Life Ins. appoints Cushman & Wakefield leasing agent for Valley Bank Tower in Springfield, Ma.; 300,000 s/f of office space.
 Howard Hupfer of Jack Conway brokers \$278,000 sale of Plantation Motel in West Dennis, Ma. to Walter Cunningham for William Bailey.
 Martin Brower starts construction of \$4m distribution center in Ayer, Ma. for McDonald's restaurants; pays \$1.5m for seven acres.
 Peter Elliot & Co. brokers sale of 545 Boylston St. offices in Boston to Donald Taub for \$5.5m; 80,000 s/f managed by same firm.
 R.M. Bradley & Co. brokers \$77m sale of One Beacon St., Boston for Commercial Union to Prudential Insurance.
 Whyte Co. completes marketing program for Colebrook Corp.'s 120 unit \$2.9m condominium complex in Agawam, Ma.
 Joseph Boulos brokers sale of Portland, Me. warehouse to Michael & Richard Marinos and Roger Ingalls for Earl Noyes.
 John Gribbel of Hamel Realtors handles sale of \$130,000 Bernherhof Inn & Restaurant in Glen, N.H. for Herman Pfeuti.
 Frank Roche and Phil Elliott of Hounsell Realty sell White Oak Motel in Holderness, N.H.; Laconia Savings finances \$215,000 sale.
 Hal Bensen and Bill Kalanges cooperate on \$295,000 sale of Ferrisburg, Vt. business site offered through Journal.
 Real Vest forms partnership to purchase \$750,000 44 unit apt. in West Lebanon, N.H. from Dany Realty; Donald Greene gen'l partner.



Phil Drew



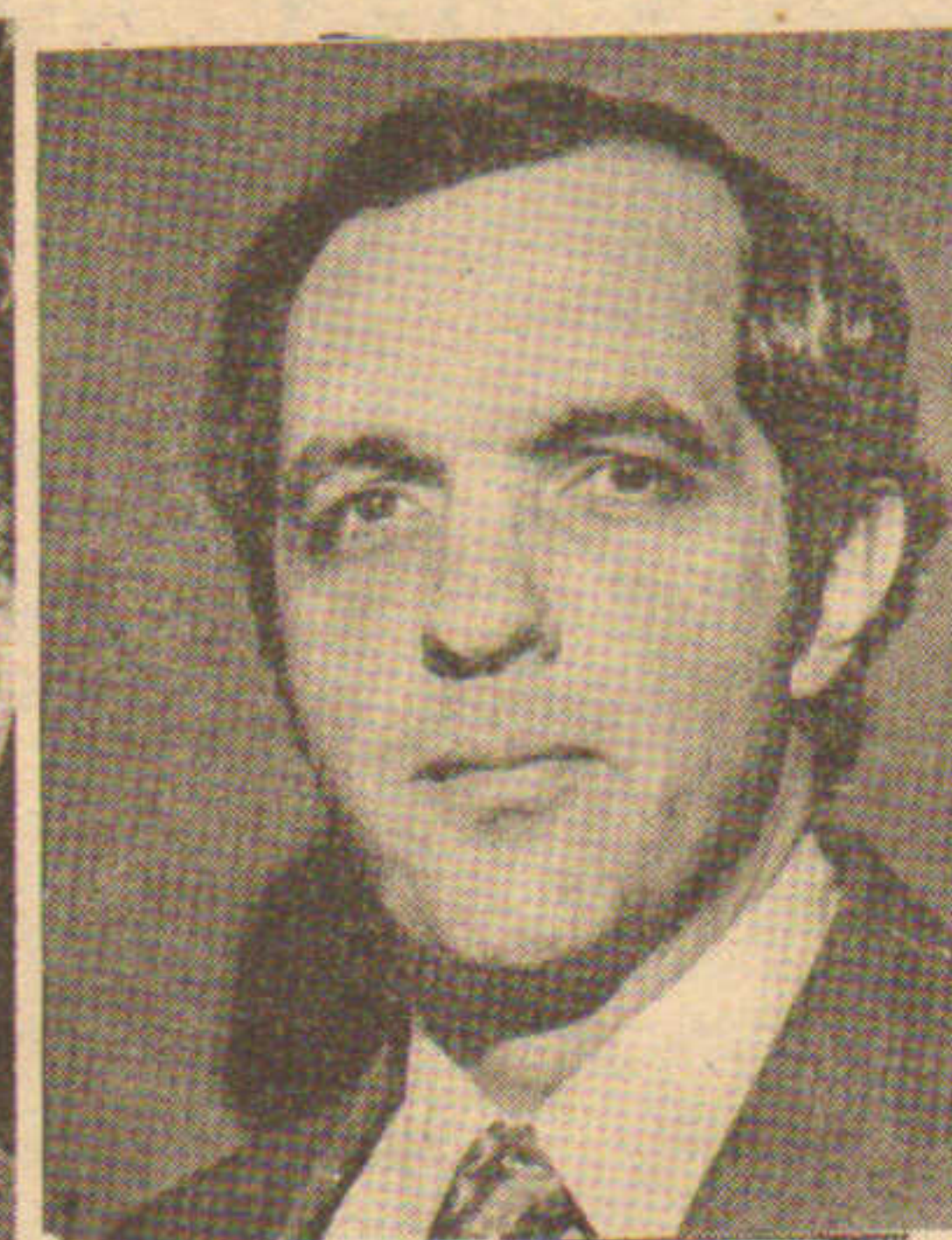
Roger Curtis



Arnold Tofias



Charles Akerson



Stephan Rubinstein



Laura Oakes



Dave Chase



Richard Gretsche



Joseph Pandiscio



Elliot Ravech

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 Peter K. Barber, Vice President
 Jeremy J.M. Hubbard, Vice President Commercial Division
 Frank M. Stewart, Land Planning Director
 Ogden Hunnewell, Marketing Manager
 Joseph R. Ryan, Controller
 Robert Schaye, Investment Broker

A message to New England brokers, firms, and salespeople

Real Estate is our business . . . and our business is good.

Our business is growing -- and we'd like to talk to you about it.

You may be a successful individual who's looking for even greater challenge, bigger achievement. You may be a broker who could benefit from an expanded portfolio. You may be part of an alert New England real estate firm interested in steady growth.

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We are the registered exclusive broker in New England for The Deltona Corporation. As you may know, Deltona - headed by the Mackle family - has been a leader since 1962 in creating and buiding planned communities throughout the state of Florida. The Deltona properties include homes, multi-family and single family homesites, condominiums, and commercial properties, with offerings available for people in every budget category.

You probably also know about the spectacular past growth and steady, projected growth in Florida homes and homesites. Now, Deltona's marketing team, after more than a year of planning and preparation, has developed an exciting, field-tested sales program to meet the challenge of this dynamic growth.

And that's where you come in. By working with us as co-broker, you will make an important addition to your portfolio, and have an opportunity for considerable personal and financial reward.

WHY YOU WILL BENEFIT

We have been successful in large part because of the multi-faceted appeal of Florida properties to New Englanders. They buy homes in Florida for retirement, for use as a second home, and as a hedge against inflation. And of course the energy crisis now just intensifies Florida's appeal to New Englanders.

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- 50% of our business is from referrals
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As part of our personal sales development program, you will be asked to make a 3-day personal inspection trip to our Deltona properties in Florida within 30 days. Later, the opportunity for such trips will become a regular part of your business.

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617-969-3200

July

Vappi & Co. starts 270,000 s/f computer plant in South Burlington, Vt. for Digital Equipment; estimates \$12m investment on 180 acre site.

R. M. Bradley & Co. brokers lease of 180,000 s/f former Merrimack Valley Mall in Tewksbury, Ma. to Digital Equipment.

State St. Dev. starts 145 unit elderly apt. in Boston's West End; Macomber builder; MHFA, N.E. Merchants, State St. Bank financing. Dimeo Const. and Kates Properties completing 120,000 s/f center in Woonsocket, R.I. for department store and R.I. Hospital Trust.

First National expands supermarket store in Nashua, N.H. to 27,840 s/f; General Fabrications contractor; enlarges four in Massachusetts.

Spectrum Financial arranges \$345,000 loan for Tremont Nail in Wareham, Ma. for 15,000 s/f manufacturing facility.

Berg & Co. closes \$70m loan with BMFC Inc. for Lahey Clinic complex in Burlington, Ma.; convert to GNMA bonds.

Paul Boyd of Niles Co. sells \$5m Framingham, Ma. property; 281 units, 7 stores sold to Richard Cohen, Edward Darman & Martin Stein.

Louis Lavitt brokers 80 acre site in East Windsor, Ct. to Castle & Cooke of Hawaii for \$14m mushroom farm.

Colbanc Realty closes \$3.3m loan in Middletown, Ct. for 262 unit apartment on 12 acres being developed by ARC Construction.

Edward Hobbs of Albert Ashforth and William Morley of Charles Noyes negotiated 30,000 s/f lease in Stamford, Ct. to Abbott Coin.

Fred Maretz and Burton Levey sell New Haven apartment and office building for Fisher Assoc. for \$335,000.

Donald Dumont of Dow & Condon closes \$513,000 sale in Berlin, Ct. of 51,200 s/f property to L/B Leasing for John Macchi.

East Bay Dev. starts \$6m Mystic Mall in Chelsea, Ma. with K mart, DeMoulas and Osco Drug; Seppala & Aho contractor for 270,000 s/f.

DeScala Assoc. handles sale of Norwalk [Ct.] Mall for \$5,575,000; American Trading buys 150,000 s/f site from Thomas Riordan.

First National, Woburn Five, Provident Inst. join in loan for \$1.2m 55,000 s/f Lowell, Ma. industrial building.



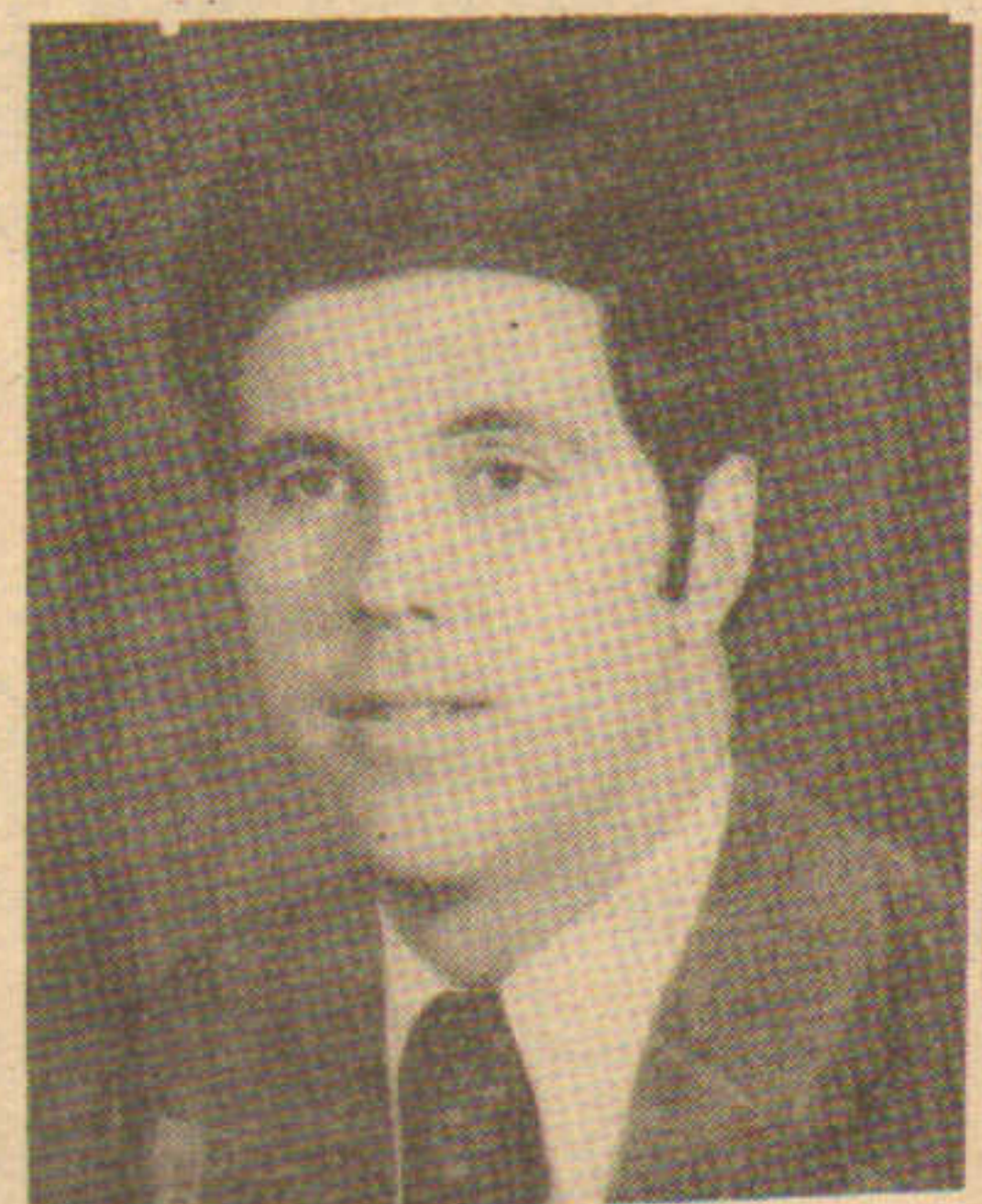
Jordan Rittenberg



Roland Kratzer



Edward Freda



Carl Traub



Edwin Sidman



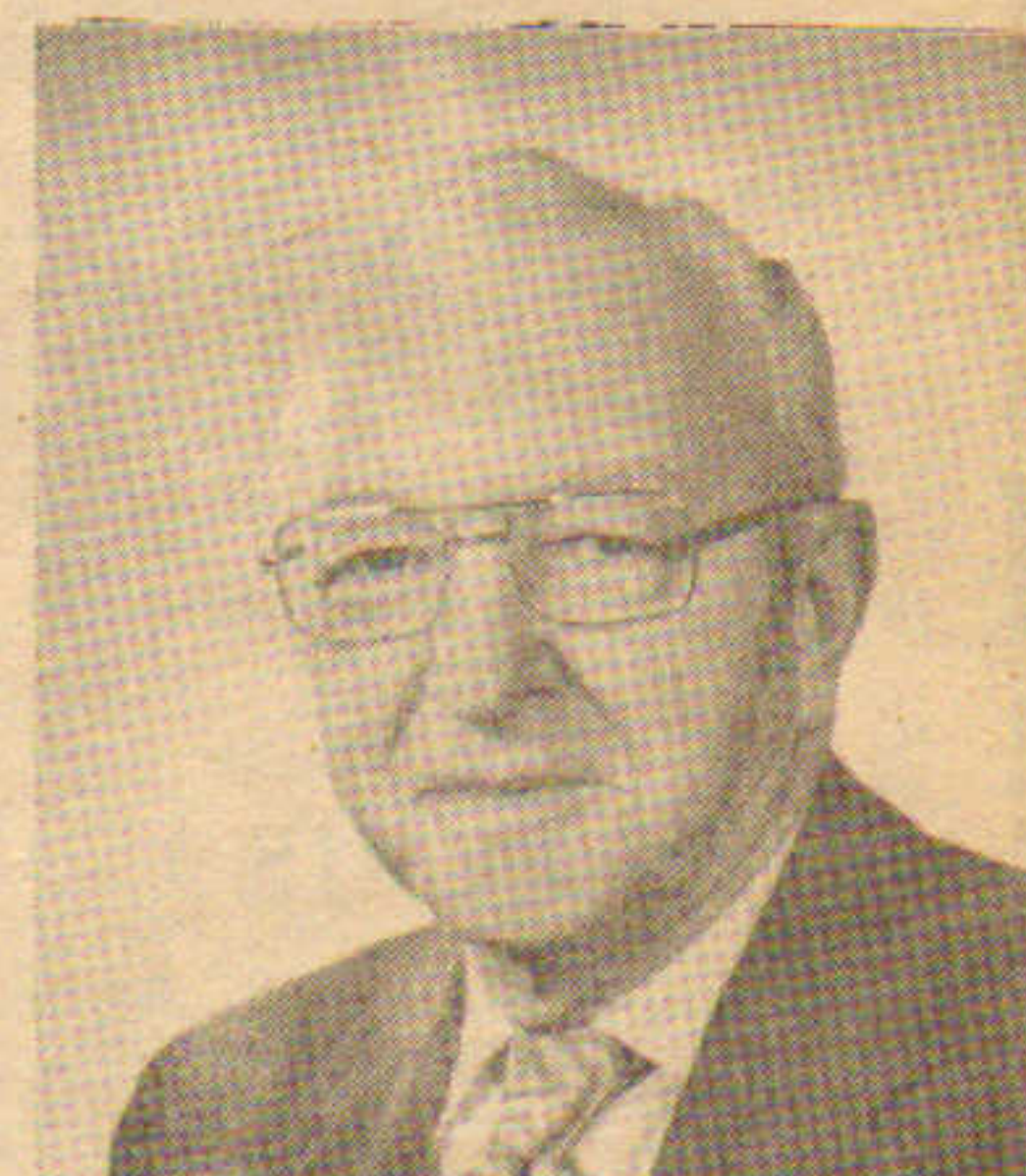
Art Keefe



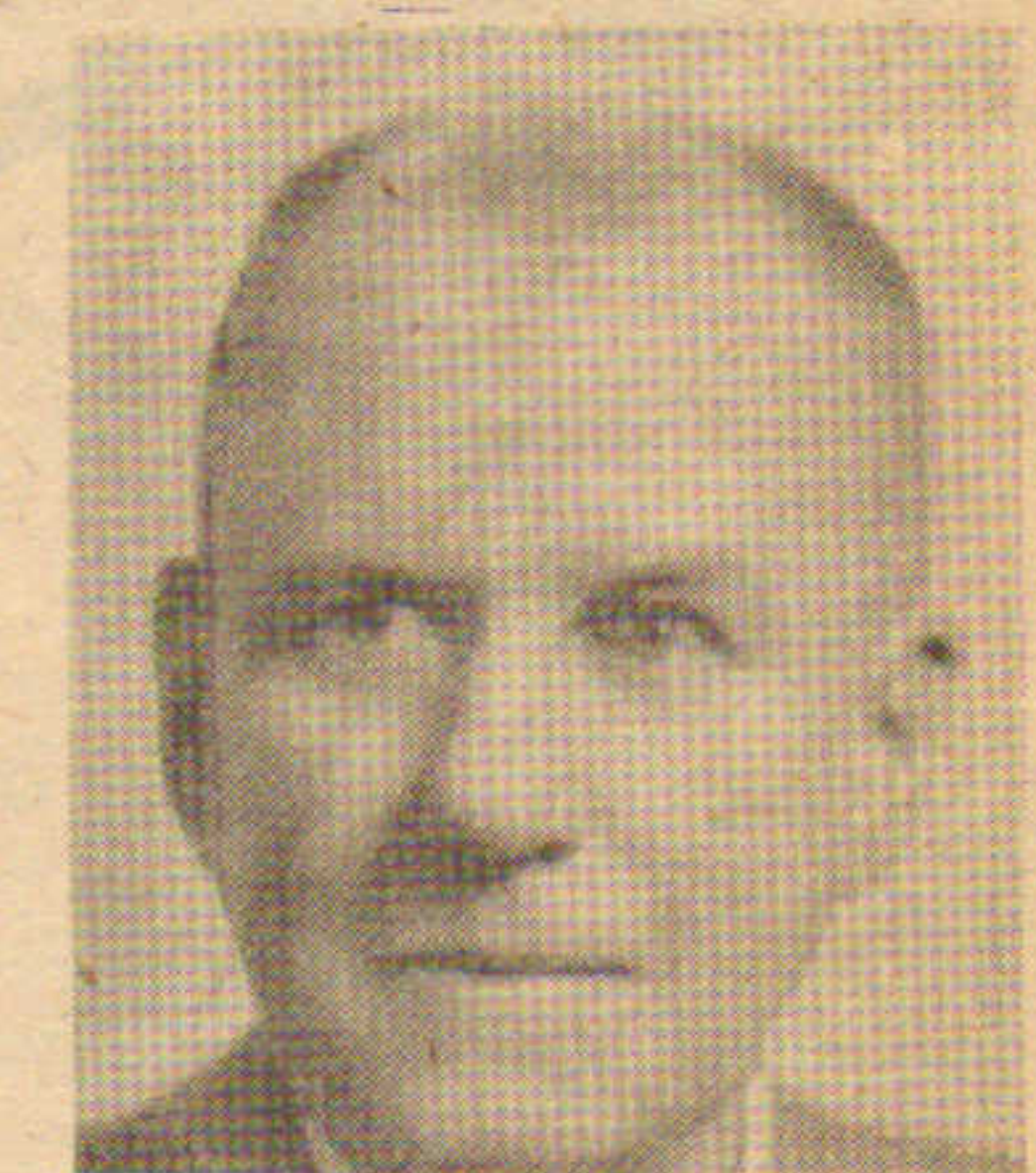
Julian Cohen



Roland Trudel



Gordon Walsh



Jim Raleigh

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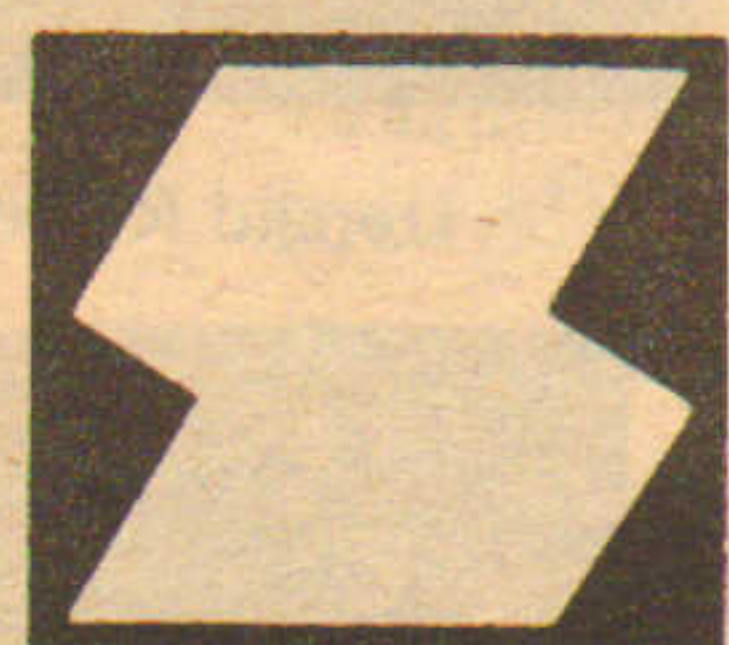
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July

Rand Industries constructing 130,000 s/f \$3.5m addition to Centronics Data Computer plant in Hudson, N.H. industrial park.

Richard Flier completes leasing of 16,000 s/f second floor at 808 Memorial Drive, Cambridge, for Zena Nemetz, general partner.

Whitney-Pehl finishes 60,000 s/f Parker Mfg. plant at Cabot, Cabot & Forbes' industrial park in Northboro, Ma.

Varian/Extrion starts 93,000 s/f plant at Blackburn Ind. Park in Gloucester, Ma.; first to be financed under Chapter 121c.

Jerry Ragosa of Minot, DeBlois & Maddison and John Beades of Wm. Dolben & Sons lease 73 Tremont st., Boston to Ma. energy agency.

Spaulding & Slye Corp. obtain \$3m loan from First of Boston Corp. for two office buildings at Newton Executive Park.

J.H. Walton Jr. of Leggat McCall & Werner leases 20,000 s/f at Keystone Building, Boston to Downing & Desautels Insurance.

Elliot Ravech of Peter Elliot & Co. leases 4,000 s/f at K mart Shopping Center in Raynham, Ma. to Rippoffs.

John Read of Ryan, Elliott & Co. leases 55,000 s/f at new Federal Reserve Plaza, Boston to Nutter, McClennen & Fish.

Susan Allen, Malcolm Josephs and Joseph Bertolino of Star Realty broker \$800,000 sale of 48 units in Gardner, Ma.

Bob Earley and Joe Montefusco cobroke \$128,000 Bethel, Me. motel sale for James Fiske to Kenneth Mathews.

Carroll Perkins Assoc. negotiates sale of \$120,000 Grandview Hotel in Vassalboro, Me. from Graydon Mann to Benjamin Mancuso.

Kanteres R.E. and Maple Leaf Realty's Frank Yaquis handle sale of \$125,000 Manchester, N.H. school; Bank of N.H. financing.

Hounsell and Hamel Realtor firms cobroke transfer of \$379,000 Lakes Region's Stage Inn & Playhouse in Gilford, N.H.

Bill Legrow of Country Business Brokers sells Four Chimneys Restaurant in Old Bennington, Vt. for \$235,000.

Ogden Hunnewell of Northland Investment sells \$197,500 Stratham, N.H. Country Store w/Daniel Hoik, formerly of Lamprey & Lamprey.



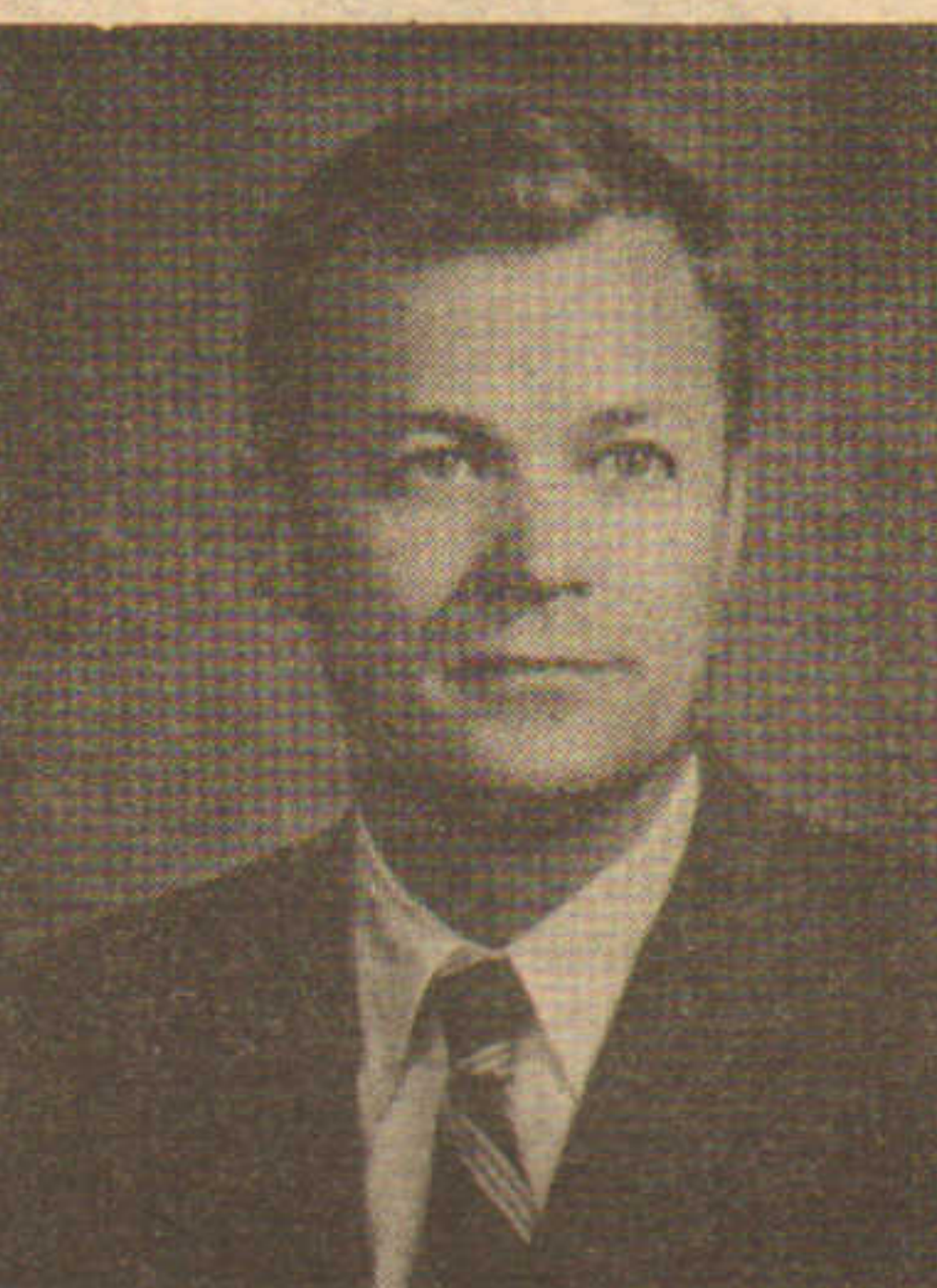
George Fantini, Jr.



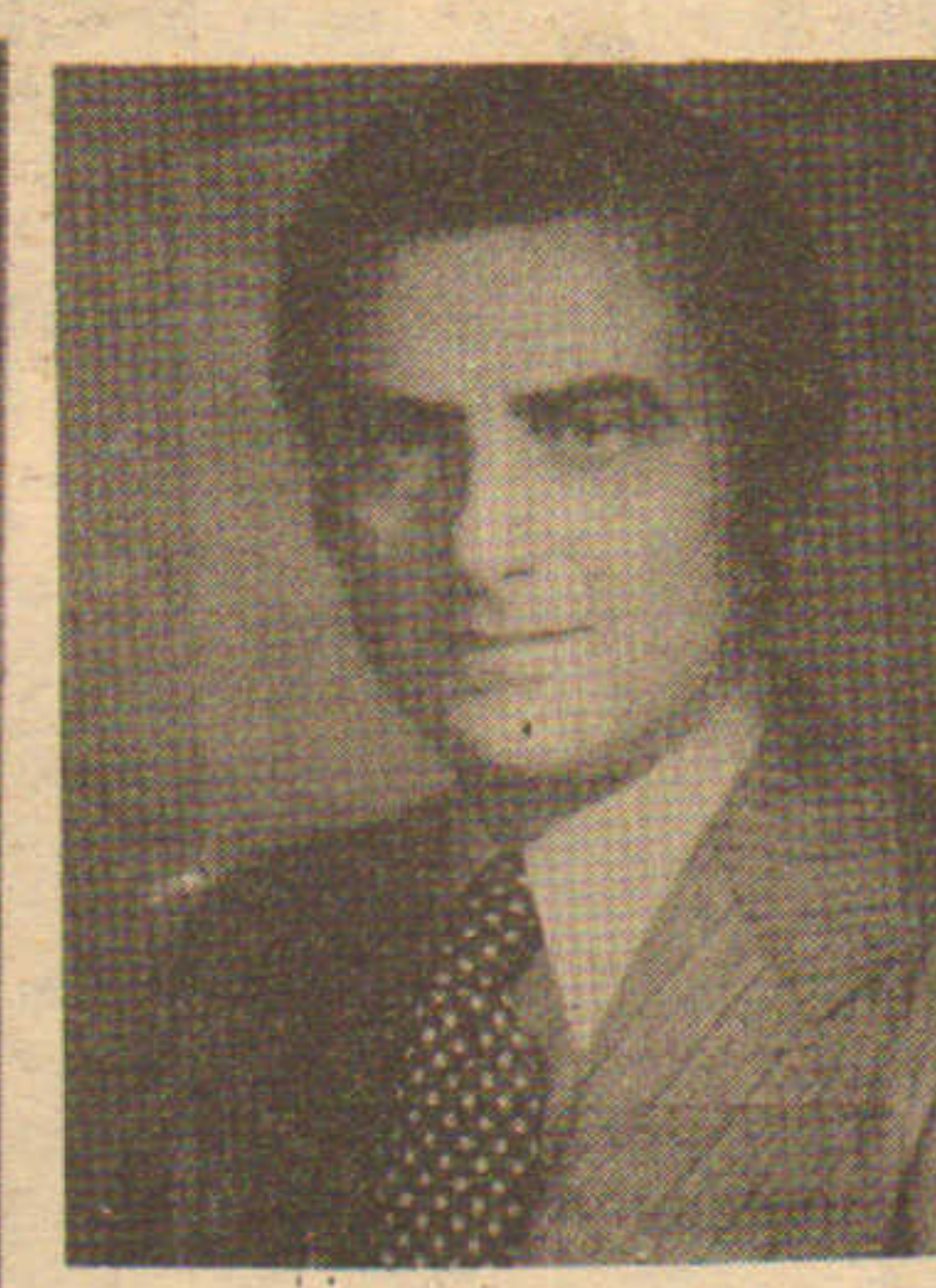
Michael DiScala



Nancy Lang



Richard Wagner



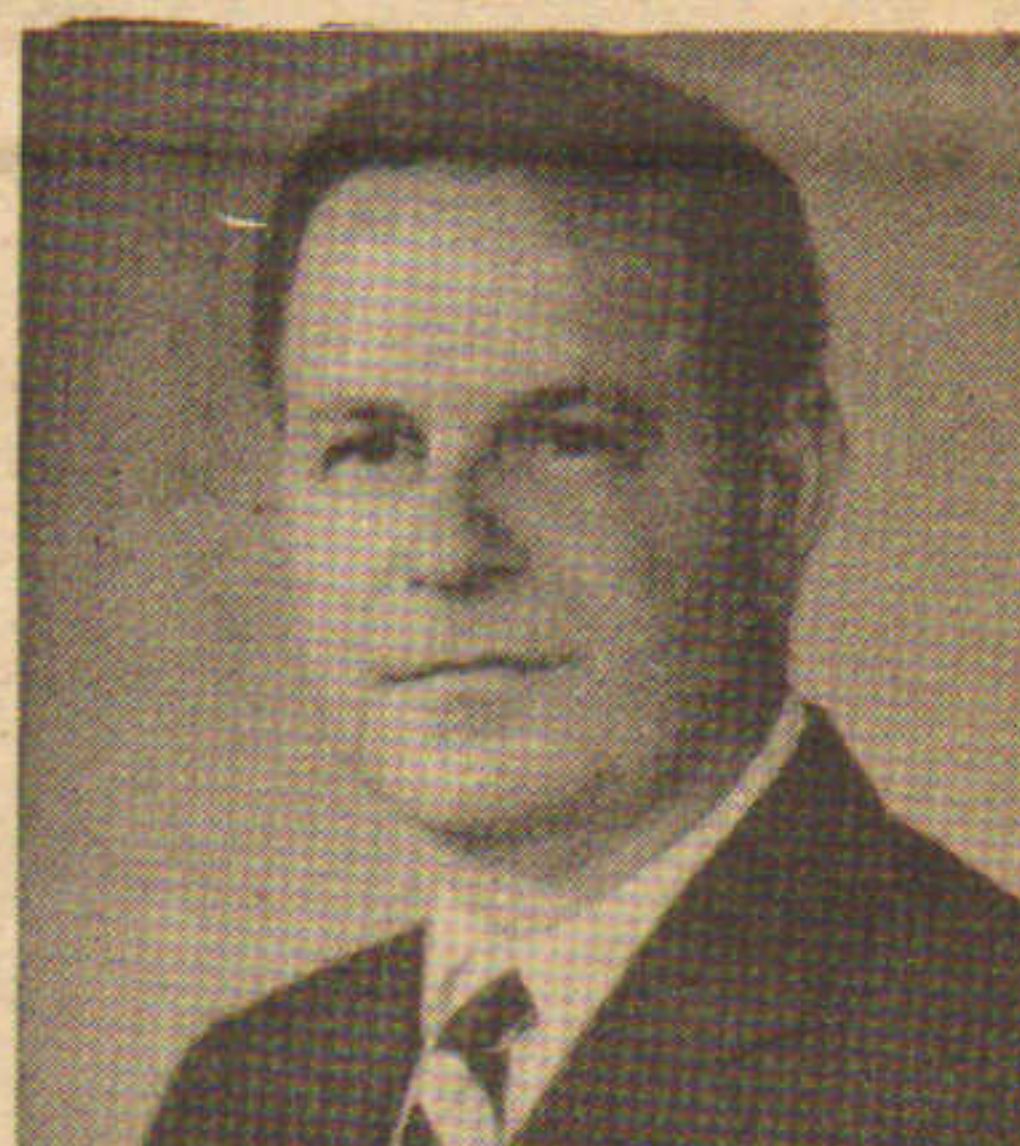
Robert Danziger



Lewis Heafitz



David Ritchie



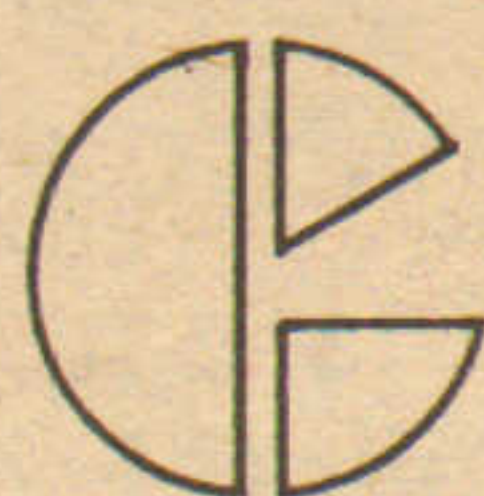
Sidney Rosenthal



Donald Ruffer



Peter Blampied

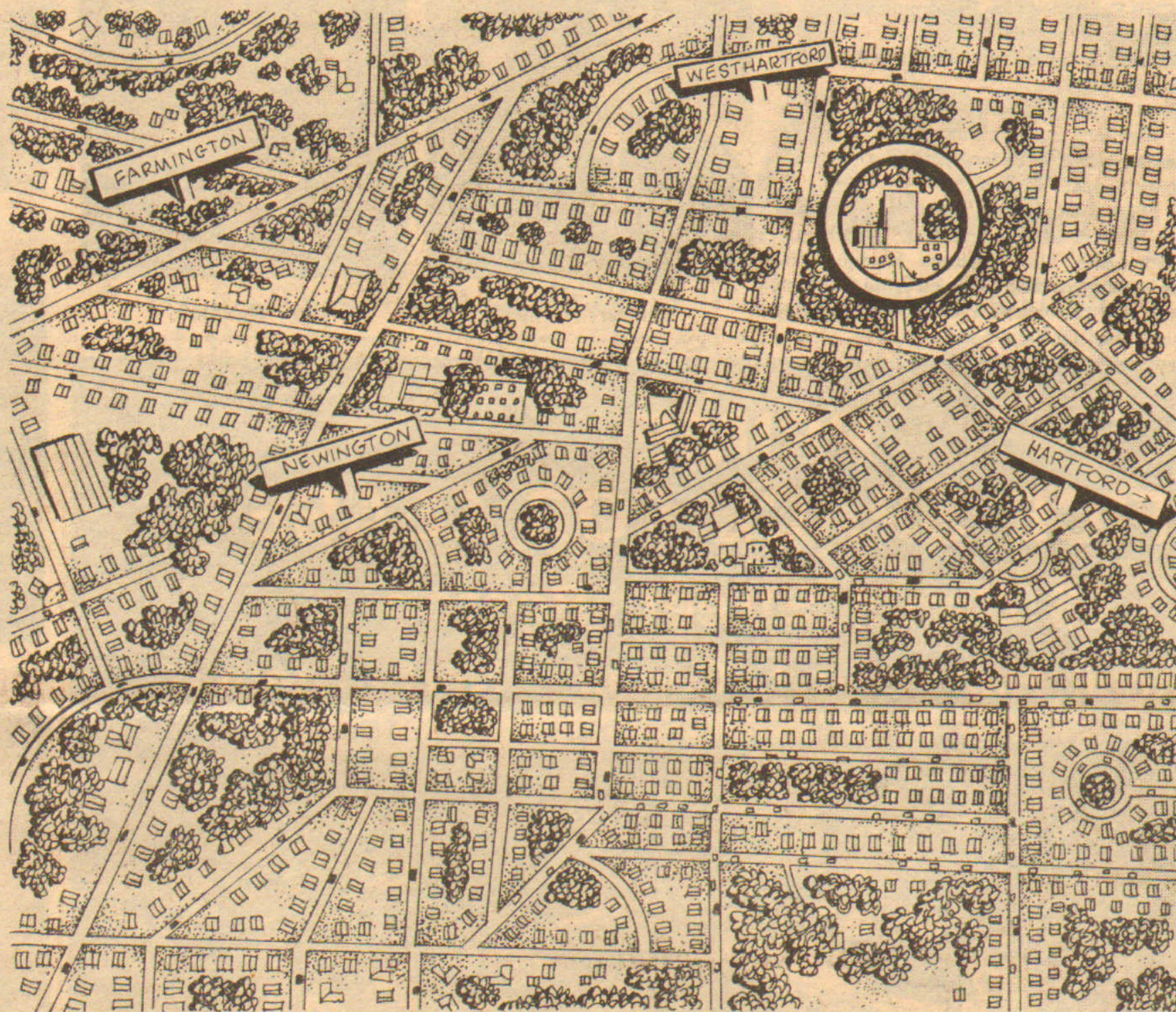


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August

Penn Central sells 5.7 acres in Springfield, Ma. to Ryder Truck Rental for \$143,853; Victor Palmieri is R E operations manager.

Maurice Riedy & Co. handles sale of \$1m 100,000 s/f building in Worcester for N.E. Grocers Supply to Barry Wright Corp.

Gordon Hall III and Sumner Weld of R.M. Bradley & Co. sell \$325,000 Back Bay, Boston office building for Charlestown Savings.

Boston Mortgage Co. closes \$1.42m loan to Fontaine Bros. for 84 unit Beach Plum Apartments in Harwich Port, Ma.

Duncan McCrann of Spaulding & Slye leases 22,400 s/f at 60 State St., Boston for C.C.&F. to Alexander & Alexander.

Arnold Kahn of Carpenter & Co. leases 3,500 s/f in South Shore Plaza for Brookstone's first mall location; in Braintree, Ma.

CVS opens 6,100 s/f drug store at Cooks Corner Shopping Center in Brunswick, Me.; leased from Robert and Andrew Rosenthal.

Data Realty's Mel Weinberger, Joe Quinn and John Capezzuto sell \$1.6m 111 unit Millhaus at Mansfield, Ma. apartment property.

Joseph Keller arranges \$2.9m loan for Francis Messina for shopping center in Weymouth with BPM and Medi Mart anchors.

Beckett Co. obtains \$1m CNB Equity loan for Holidrome addition at White River Jct., Vt. Holiday Inn expansion.

Ida Cohen and George Gross of Star Realty sell 31 units in Brookline, Ma. for Barnett Samuels for \$400,000.

Jon Wolters of 101 Real Estate brokers 30 acre sale in Dover, N.H. to Oxford Dev. for 60 homes; Strafford Savings financing.

Stoudt Realty sells 52 acres in Nashua, N.H. for Spray Engineering's 41,000 s/f plant to be built by Seppala & Aho.

State St. Dev. Co. starts \$15m 404 unit twin high rise Symphony Plaza with loans from HUD, GNMA, MHFA and N. E. Merchants.

Ocean Spray moves to Plymouth, Ma. corporate headquarters; Tofias & Co. rehabs former 42,000 s/f clam plant on waterfront.

Wilder-Manley Assoc. appointed to remodel Park Square Building Arcade in Boston by Austin Cable; 50,000 s/f project.



Ralph Rotkin



Gerald Nash



Richard Beaulieu



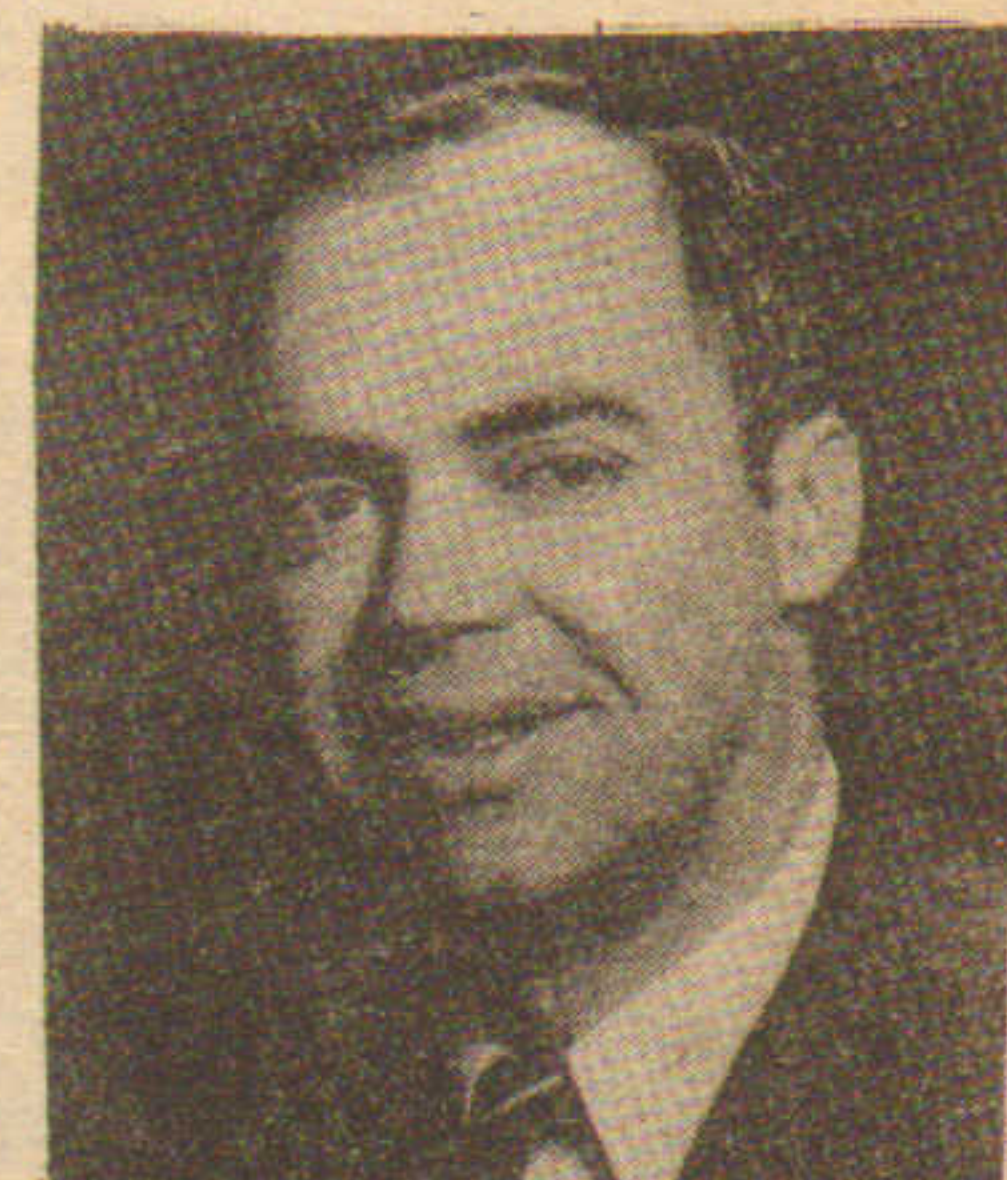
Robert Holmes



Jerry Waxman



"Z" Wasserman



Dick Shepardson



Fred Scott



Donald Saunders



Theodore Combs

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Gregg Jordan, Vice President
Sigrid M. Fulton
Charles Lyons, Broker
Jeffrey R. Merino, Property Mgr.
Mark B. Goldstone, General Mgr.
Elsie Cohne

Carol Ann Turner
Helen Waldorf
Stanley R. Smith, Building Mgr.
Ingrid Block, Asst. Building Mgr.
Sandra N. Avellone, Rental Broker
Ida Herb
Michael Roper
Janice Torchinsky, Rental Agent

August

Spectrum Financial arranges Newton Coop. Bank loan to recycle Westonian congregate care living center for Janet Knowles.

State Street Bank loans \$8m for Spaulding & Slye's Drummer Boy Green 80 unit condominium second phase in Lexington, Ma.

Cooper-Horowitz handles sale of Green Acres Shopping Center in Valley Stream, N.Y.; 1,362,000 s/f on 60 acre site.

Gilbane Building Co. named construction manager for 110,000 s/f Pepsi Cola production facility in Cranston, R.I.

David Pergola of Meredith & Grew handles Wilmington, Ma. sales to Analog Devices; N.E. Life loan for \$7.5m 80,000 s/f plant.

Richard Mycko sells Newington, N.H. ice arena to Louis Georgopoulos for \$550,000; to be converted to skateboard park.

David Chapin of Niles Co. brokers \$180,000 Cambridge, Ma. apartment sale for North Coast Properties; 24 units.

Sambo's plans major New England expansion; R.M. Bradley, David Epstein, Ealdo Assoc. and Kelley & Picerno appointed brokers.

Albert Webber Assoc. sells Yankee Driver Inn, Newtown, Ct. to A.L. Liquigli for \$500,000 for Nick Tamburri of Early American Inns.

Harry Bennett and Pollock & Williams cobroke \$300,000 sale of Darien, Ct. commercial property to John Peters for Darien Carpet.

Colonial Bank arranges \$735,000 loan to Morse School of Business with Plainville Trust and Constitution Bank & Trust in Hartford.

Tom Bachini of Neelon Management leases 12,000 s/f at Alpha Industrial Park in Chelmsford, Ma. for Alpha Development.

Druker Co. plans 120,000 s/f vertical mall in recycled Gilchrist building, Boston.

Digital Equipment to build 58,000 s/f plant in CrossTown Industrial Park in Boston developed by Community Dev. Corp. and E.D.I.C.

Bernard Cohen, Charles Rosenblum, Morton Grossman, James Sullivan, Financial Inv. buy 78 sites in Ma., Ct. for \$7.5m; 1.5m s/f land.

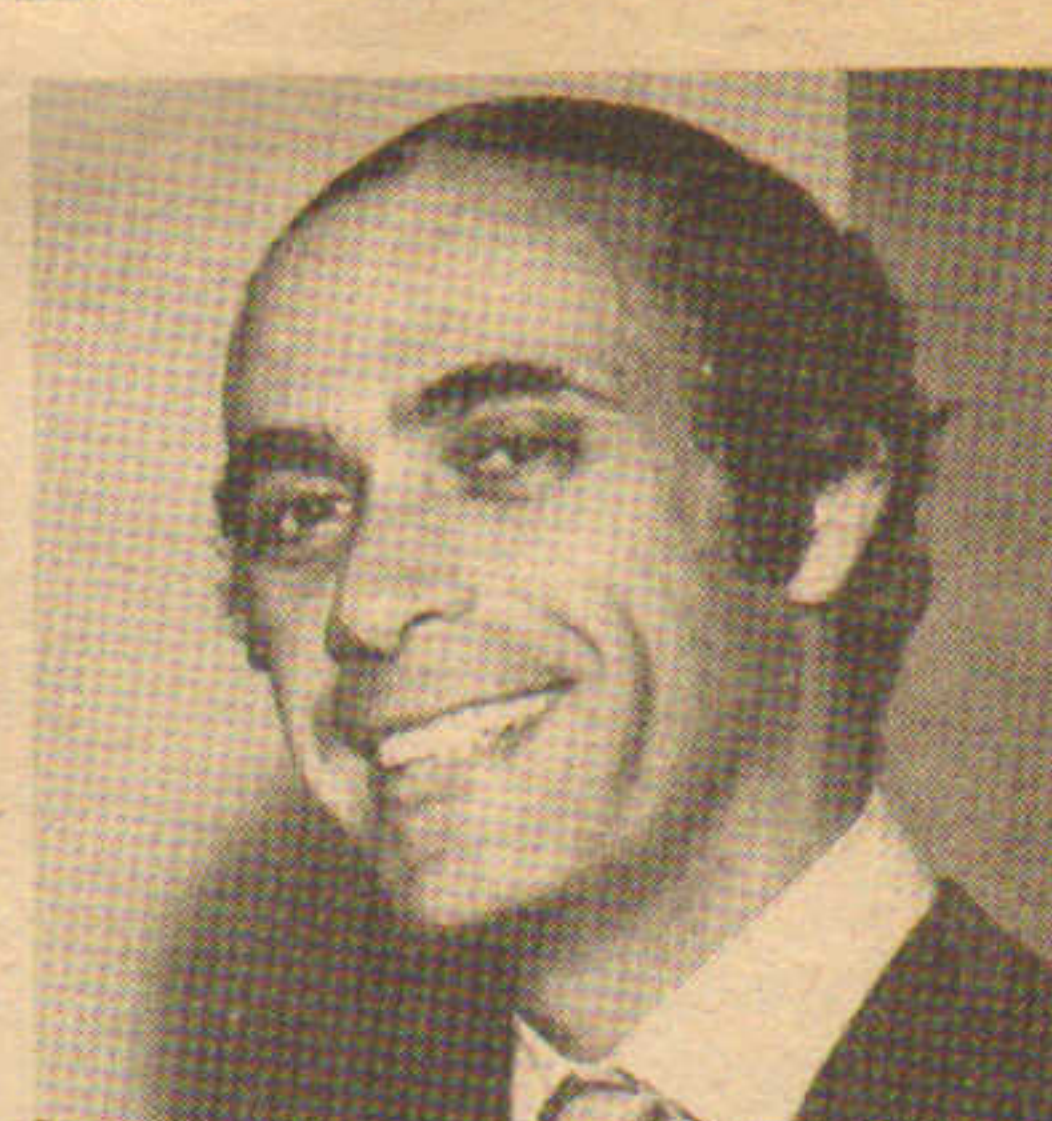
Equitable Life loans \$9.5m to Cape Cod Hospital in Hyannis, Ma.; \$13.5m expansion underway.



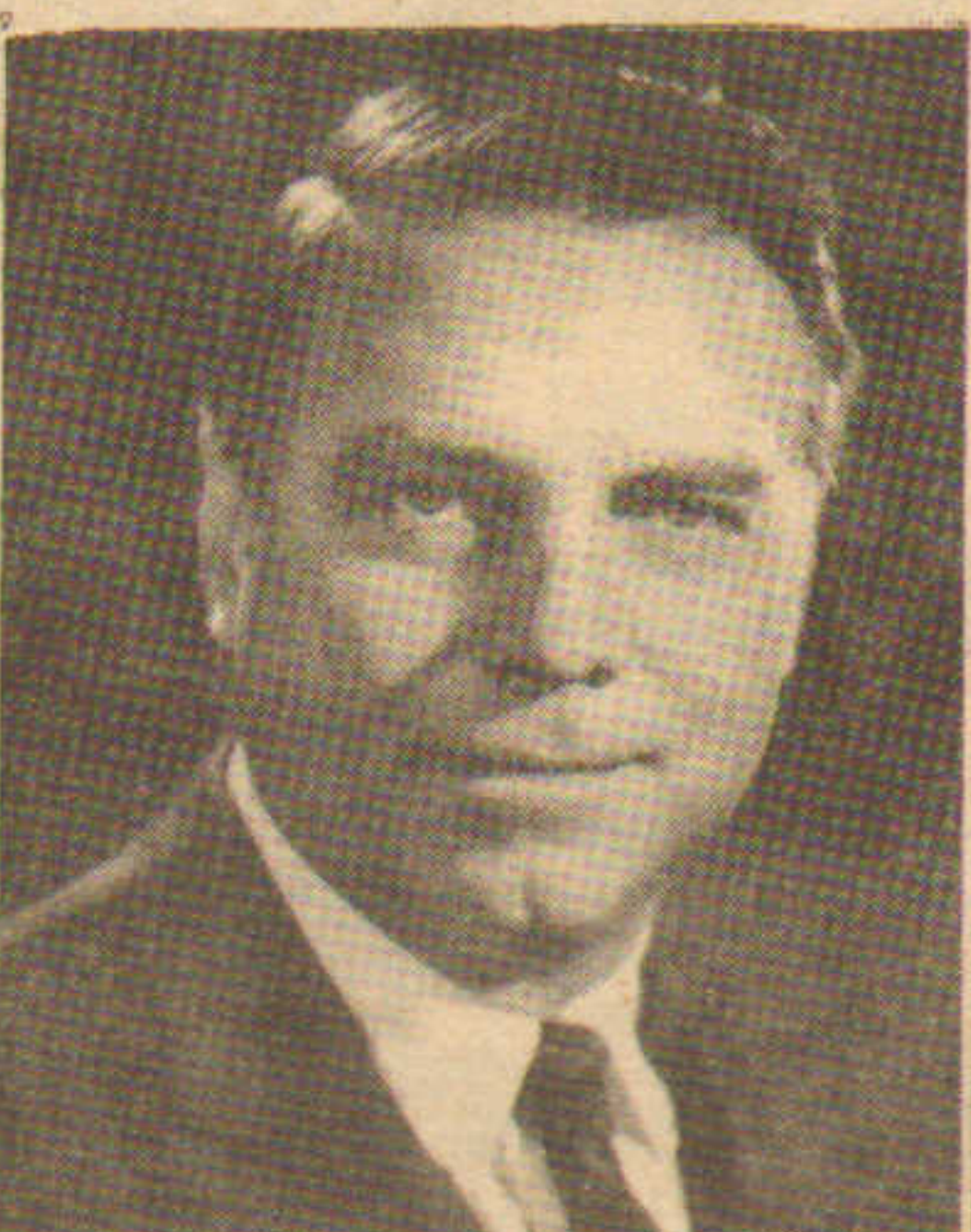
Dave Pergola



Gerry Hamel



Bruce Beal



William Ford Jr.



Wes Marens



Arnold Haynes



Robert Beal



Harland Shapiro



Herbert Pearce



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September

Wilder-Manley Assoc. named leasing agent for Pickering Wharf, Salem, Ma. by Arthur Collins, Robert Bramble and Henry Audesse.

Symmes, Maini & McKee named architect for 148,000 s/f at New England Nuclear's Boston and Billerica, Ma. expansion projects.

Colonial Bank & Trust grants \$5.25m loan to Robert Haines III, Richard Danner, Jonathan Googel and Benjamin Sisti.

Spaulding & Slye reports Marketplace at Burlington, Ma. 100% leased; 33,000 s/f occupied two months ahead of schedule.

Joseph Misite, formerly of Hunneman & Co., completes three-way transaction in Quincy, Ma. with A & P for \$495,000.

Yankee Financial places \$7.55m loan for Ryder System's truckstops in five states with two insurance companies.

Landauer Assoc. brokers Acton, Ma. center with Kmart McDonald's to Crocker R.E. for \$1.6m; Spaulding & Slye to manage.

Campanelli Inv. Properties signs Jordan Marsh for 75,000 s/f in former Gilchrist store in Westgate Mall in Brockton, Ma.

Cushman & Wakefield sign four tenants for over 40,000 s/f on four floors at One Financial Plaza in Hartford.

Bill Coppins of John Begley Co. sells \$661,500 Spray Engineering site in Burlington, Ma. to Cambridge Street Trust.

Julius Cavadi of Little & Co. handles \$148,500 Beacon Hill commercial sale for Macaw Realty to Martin Pettit.

Mike Goldberg Assoc. starts GranCentral Plaza in Milford, Ct.; Kershner Co. named to lease \$1.5m five acre center.

Bernard Mussman closes \$725,000 transfer of Parkcentre Industrial Park in South Windsor, Ct. for Savin Bros.

Omni Funding arranges \$1.8m loan on Putnam (Ct.) Shopping Center; Montgomery Ward to open 24,500 s/f to join 51,575 s/f Kmart.

Maretz-Franford handles sale of \$425,000 41 unit apartment in New Haven, Ct. for T-E Assoc. to RIME Assoc.

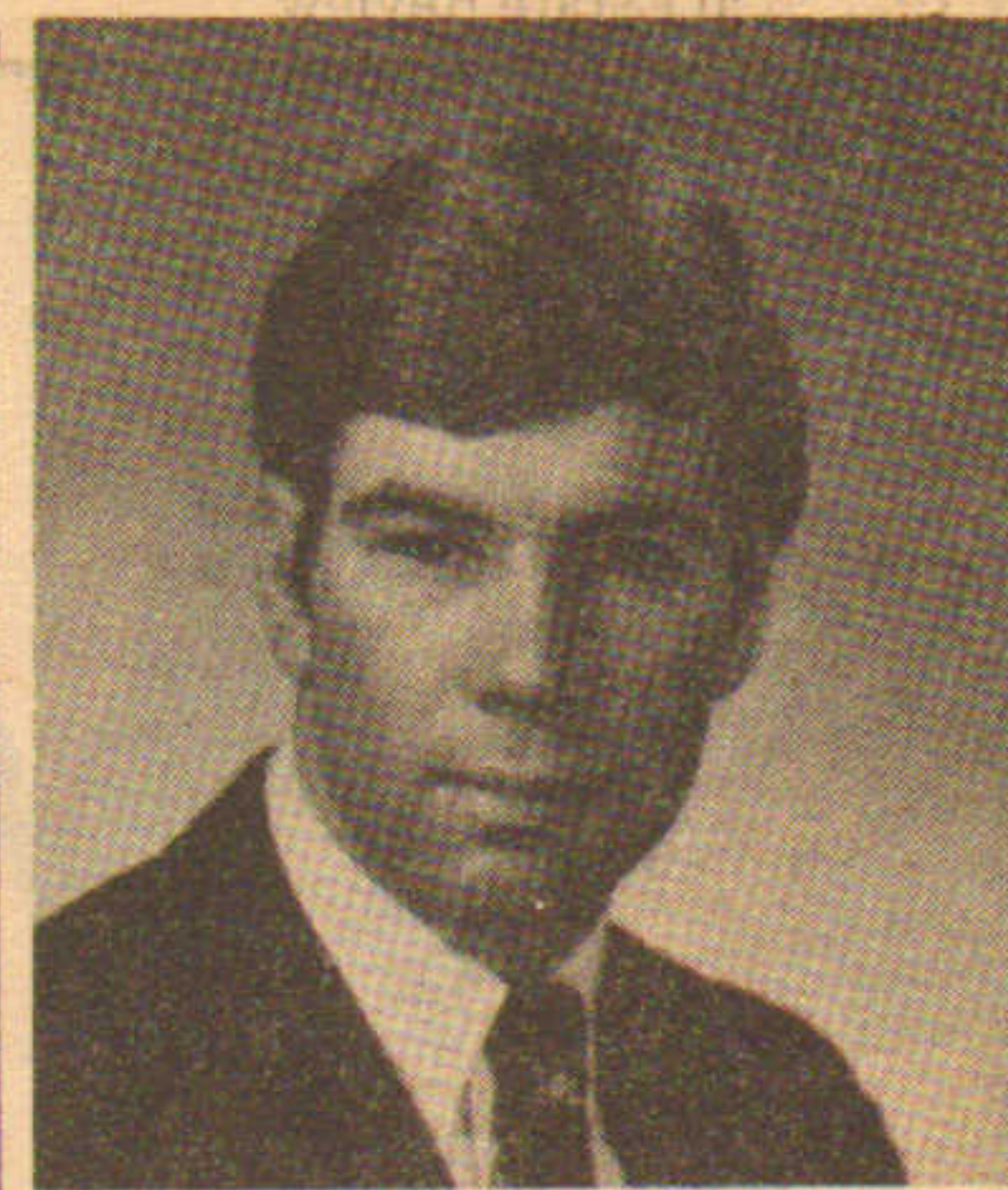
Seppala & Aho building \$2m 39,500 s/f facility in Canton, Ma. for Instron Corp.; Jung/Brannen is architect.



Dan Woolley



Harry VonRosenvinge



Peter Holmes



Robert Tambone



Arnold Kahn



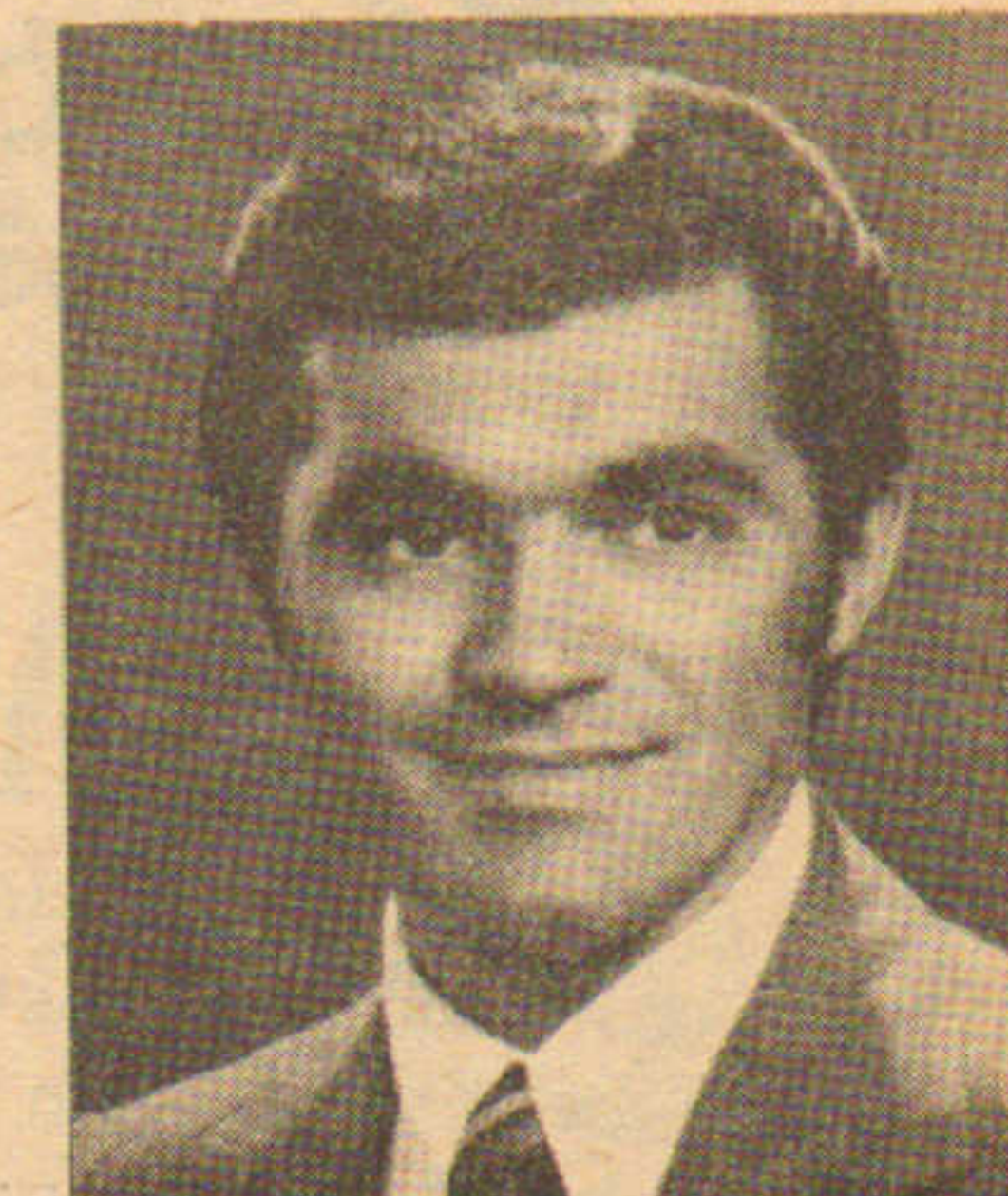
Kevin Phelan



Hector Gagnon



Tom Flatley



Francis Zappone



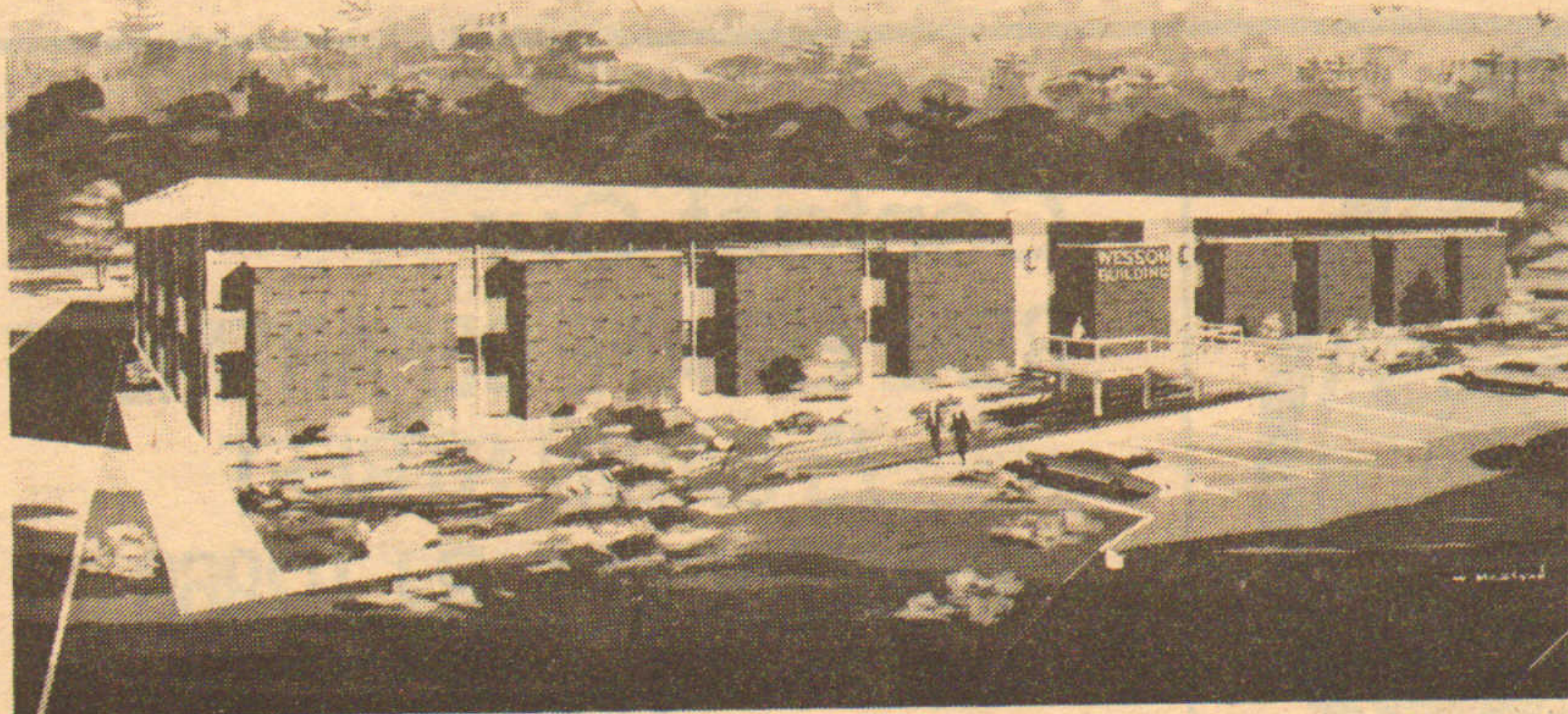
William Coppins

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September

Equitable Life pays over \$15m for 15 Cabot, Cabot & Forbes industrial properties in Greater Boston.

Hill Colbert and Thomas Pariseleti start second phase of \$6m Office Green in Avon Park, South, Avon, Ct.

Jerome Hunsaker III of Ryan, Elliott & Co. leases 70,000 s/f in Leominster, Ma. to Jones & Vining.

Robert Bahre starts 75,000 s/f shopping center in Oxford, Me.; Thomas Frechette of Maine Savings Bank handling financing.

William Sommer of Peter Elliot & Co. signs Boston Ethan Allen for former Castro Convertible store, 18,000 s/f, in Boston.

Checkoway & Morrisette brings General Ionics to Lord Timothy Dexter Industrial Park in Newburyport, Ma.; 26,000 s/f.

Dick Green of Jack Conway sells \$130,000 Stetson Place in Weymouth, Ma. for Stagecoach Assoc.; Rockland Trust finances.

Stone Co. breaks ground in Concord, Ma. for \$1m Nuclear Metals 50,000 s/f addition; \$6.5m three year expansion announced.

Nathaniel Guy brokers 11 acre land sale in North Dartmouth, Ma. to Henry Martin for 40,000 s/f plant by Del Mar Corp.

Nancy Bigg and Ted Gatsas of Richard Beaulieu sell 36 room Manchester, N.H. historic building for Property Agency; \$150,000.

Hyde Assoc. starts 12,000 s/f \$500,000 headquarters building for N.H. Sweepstakes at Concord; Minnema Builders contractor.

Development Group starts on three building complex at Londonderry Grenier Industrial Village in N.H.; 40,000 s/f half leased.

Frank Roche of Hounsell Realty sells West Wind resort in Holderness, N.H.; Laconia Savings financing \$209,500 sale.

Frank Punderson and Hickok & Boardman close over \$750,000 deal involving four parties in East Wallingford and Rutland, Vt.

Spaulding & Slye to build 102,000 s/f Home Insurance addition in Manchester, N.H.; Perry, Dean, Stahl & Rogers architect.

John Corcoran & Co. reports 198 unit Weymouth (Ma.) Commons apartments 80% leased; financing through HUD's 221d(4).



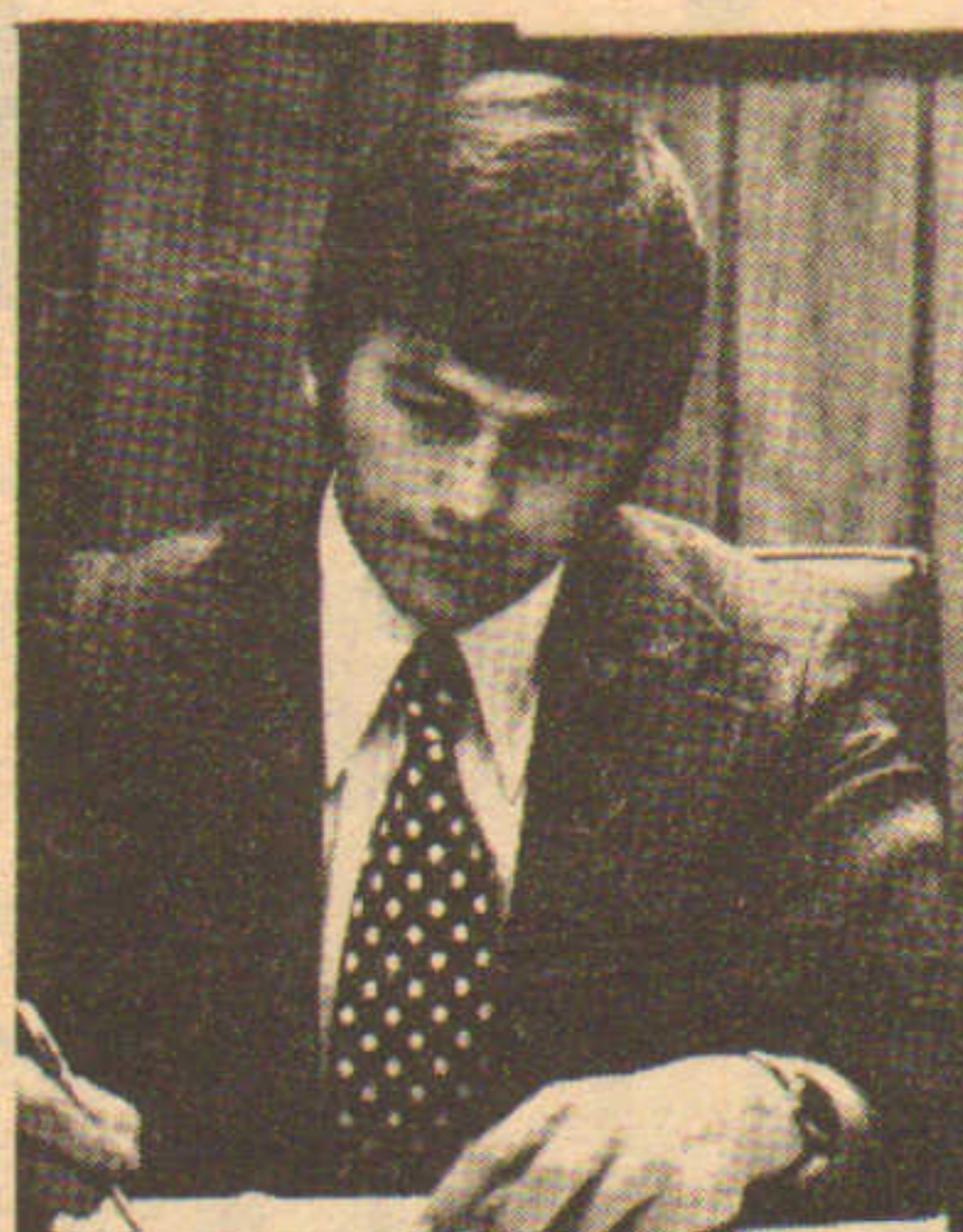
Francis Perry



Ferdinand Colloredo-Mansfield



Tom Leggat



George Humann



Edward Werner



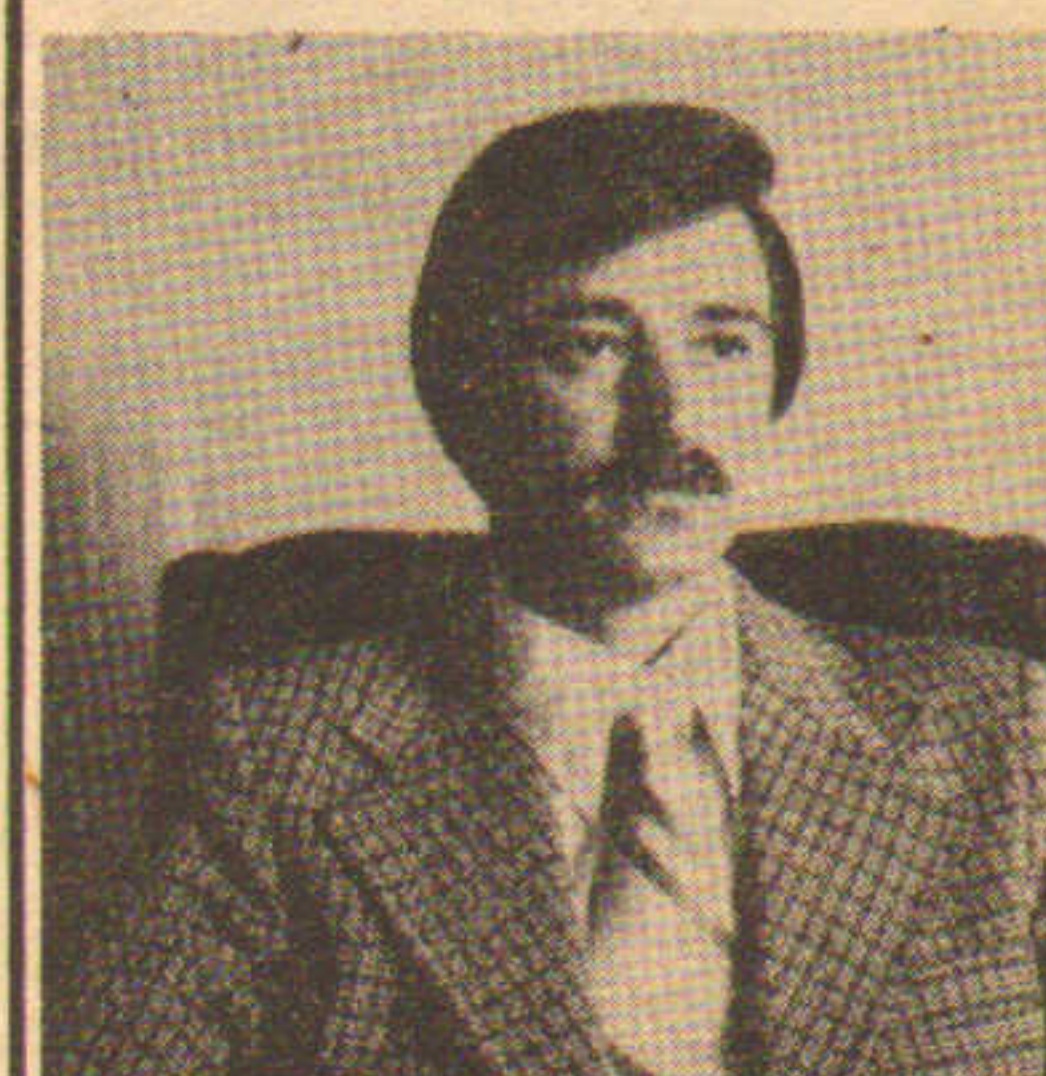
Brooks Kelly



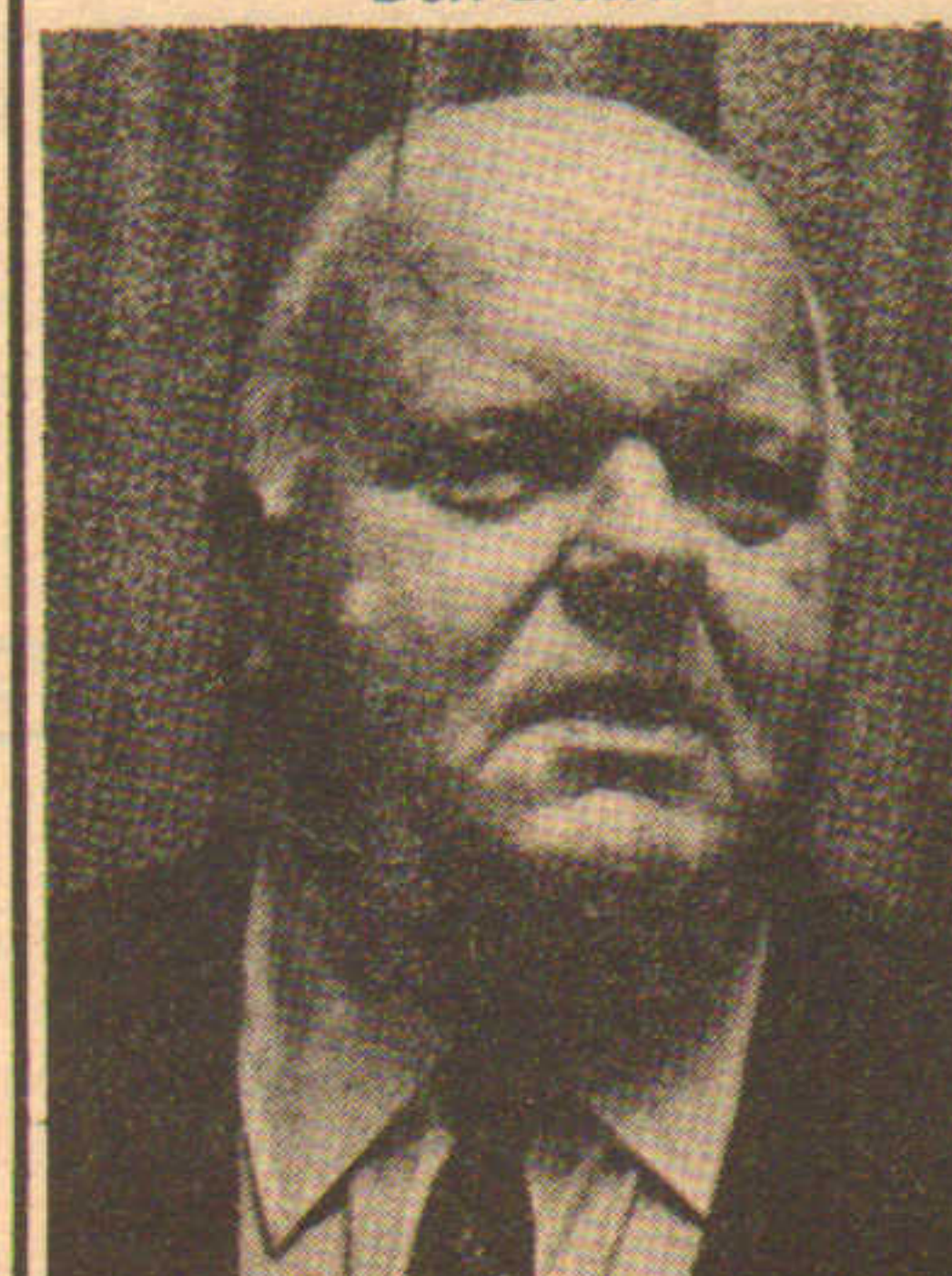
Fred Holland



Ray Drake



Don Greene



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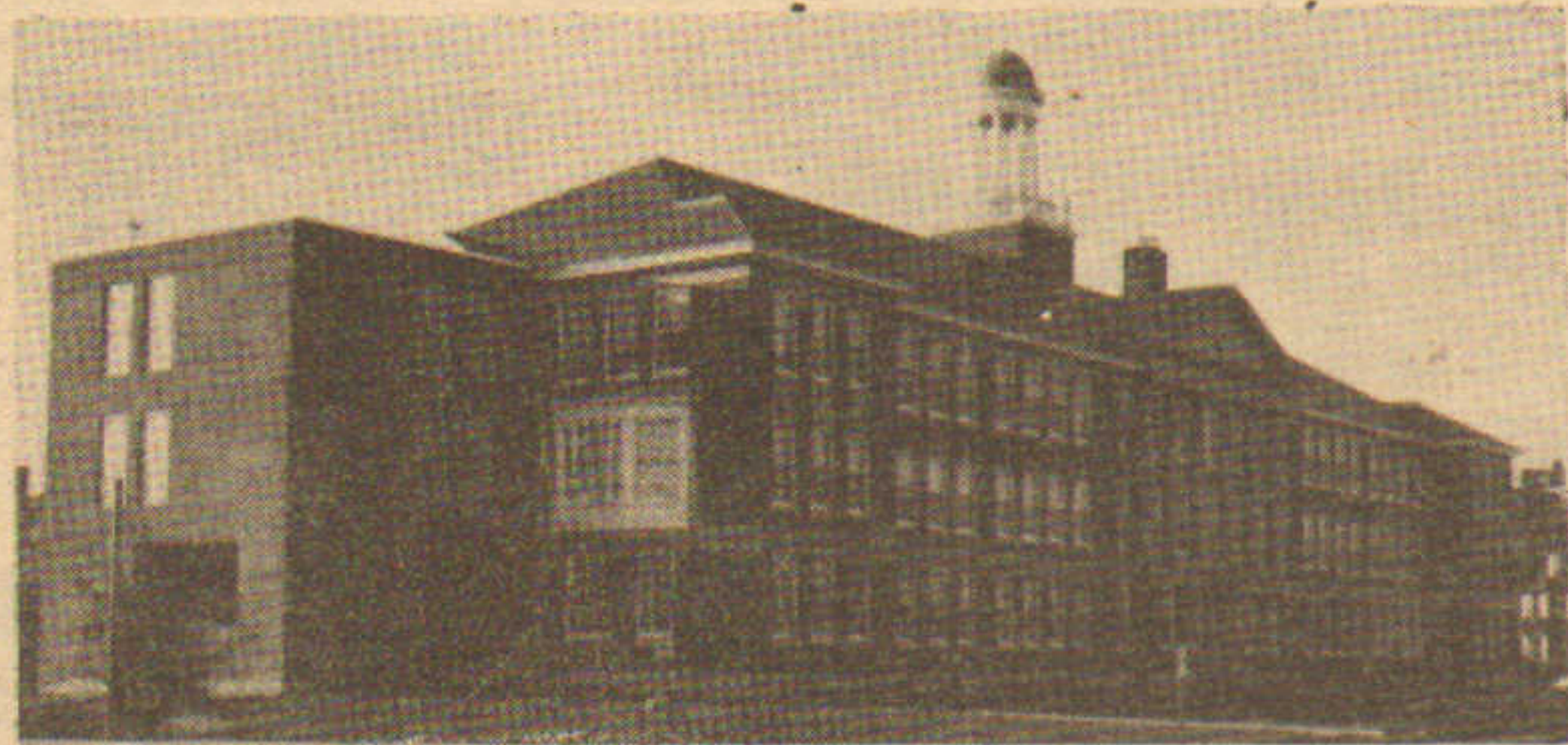
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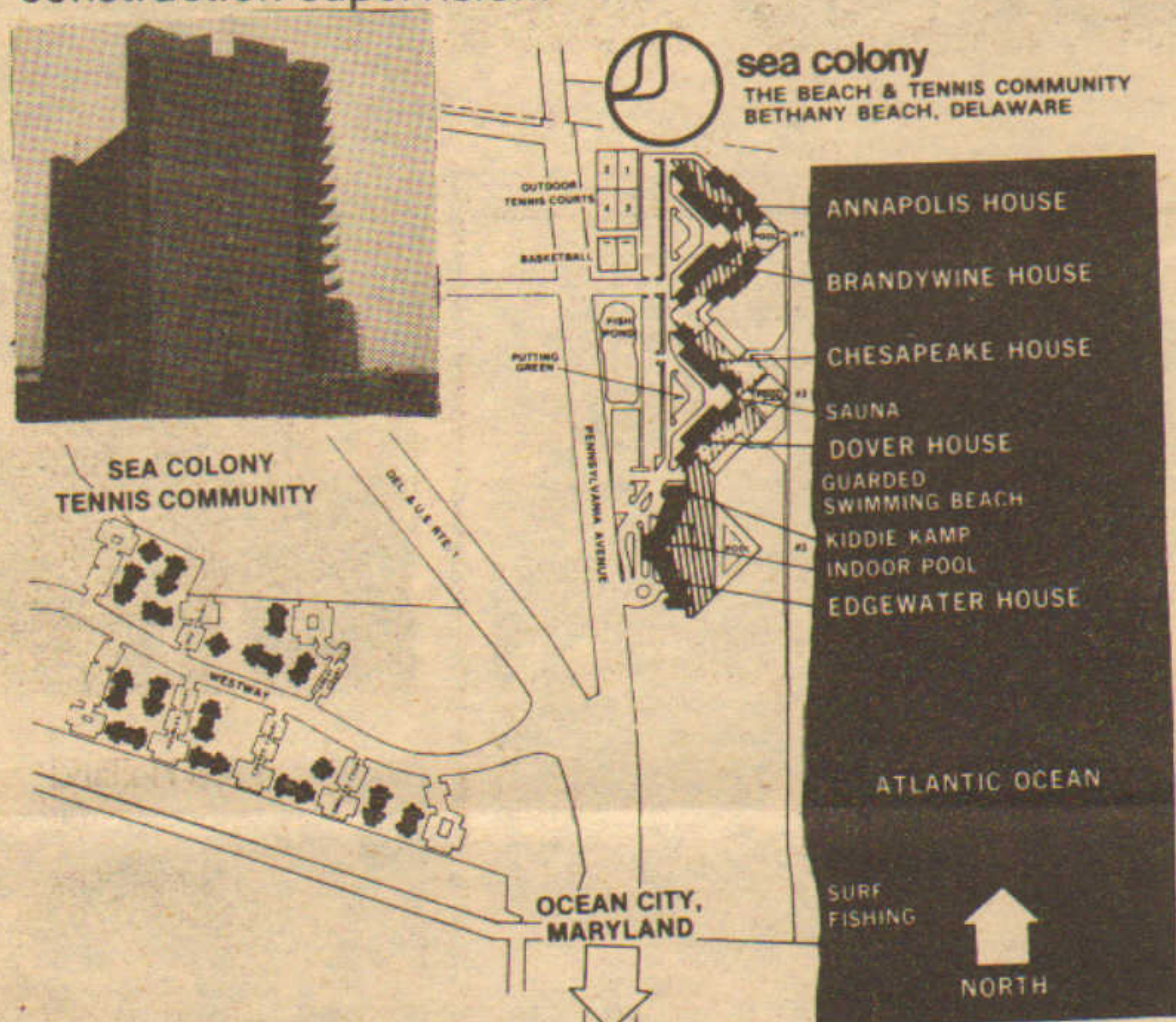


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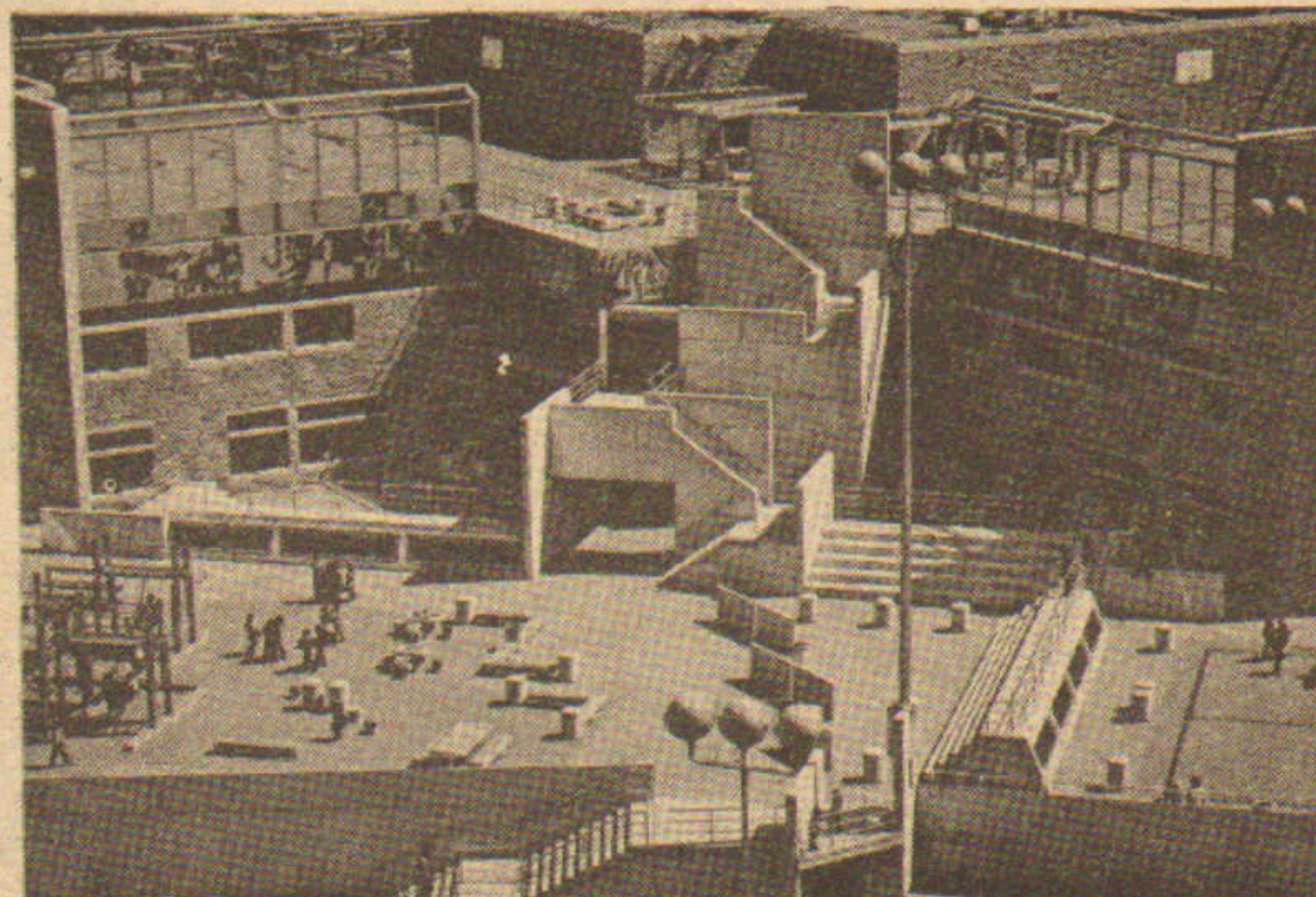
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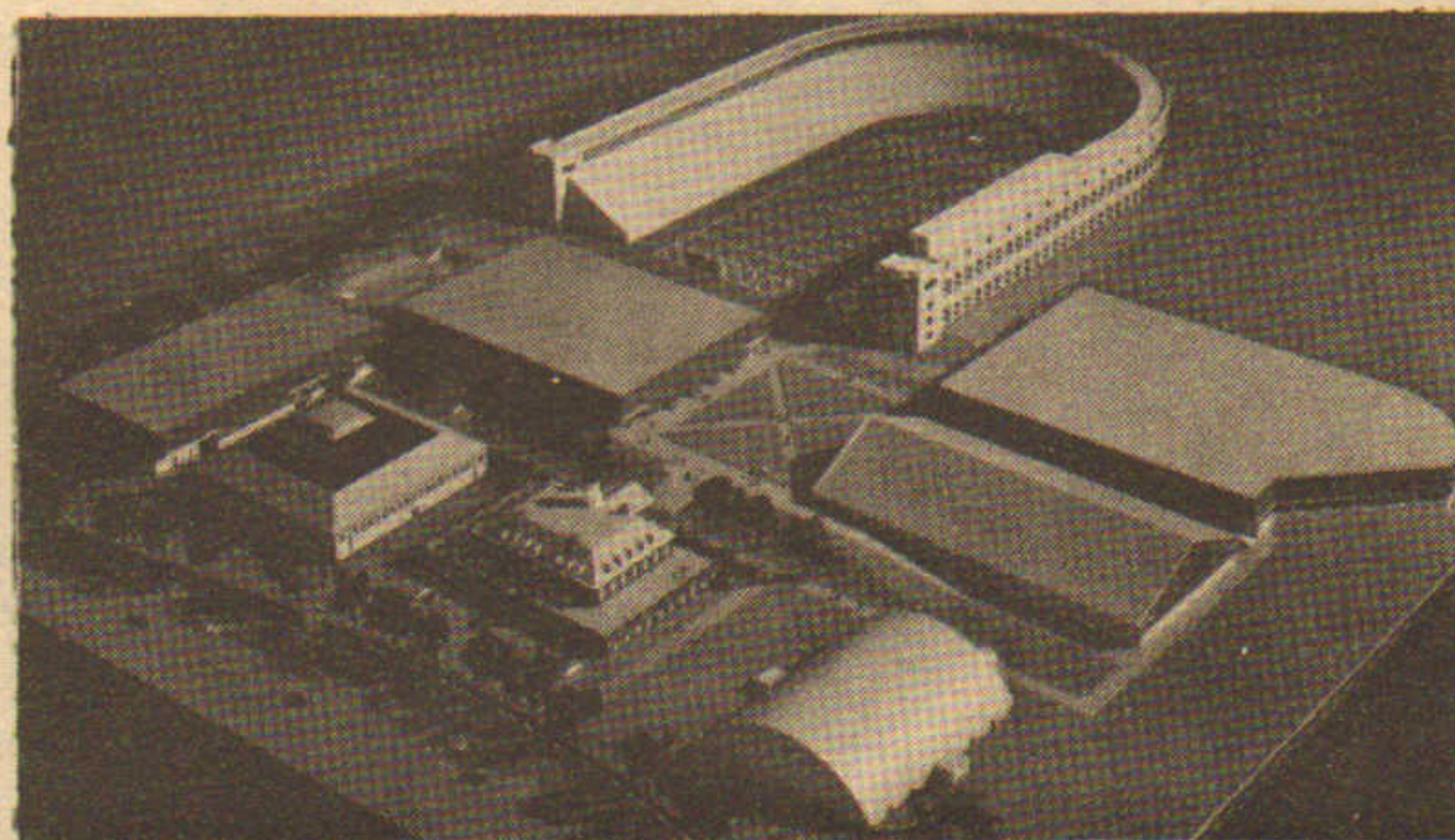
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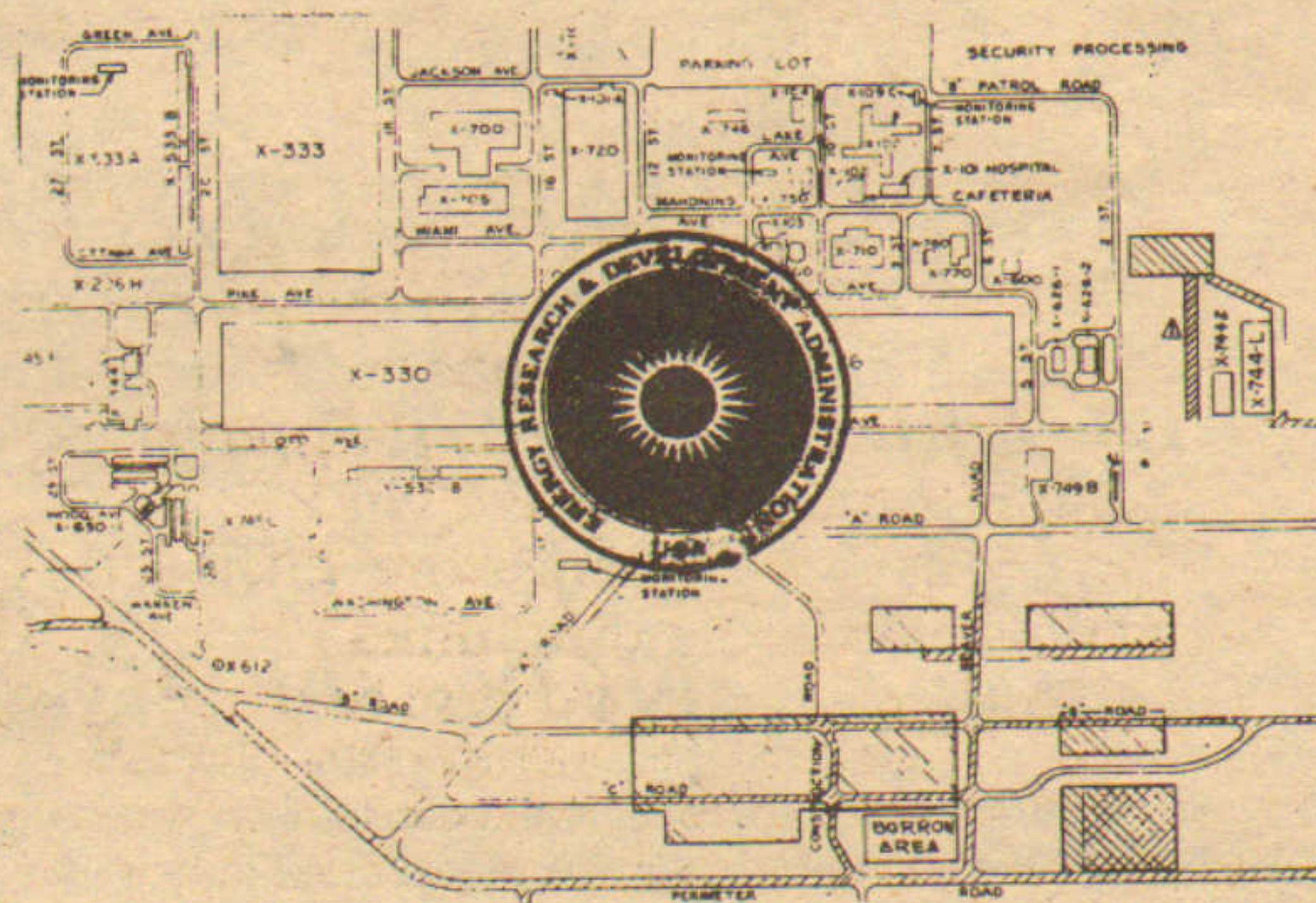
PLANNED BOSTON'S NEW LOOK (Josiah Quincy School) Owner's agent for construction supervision.



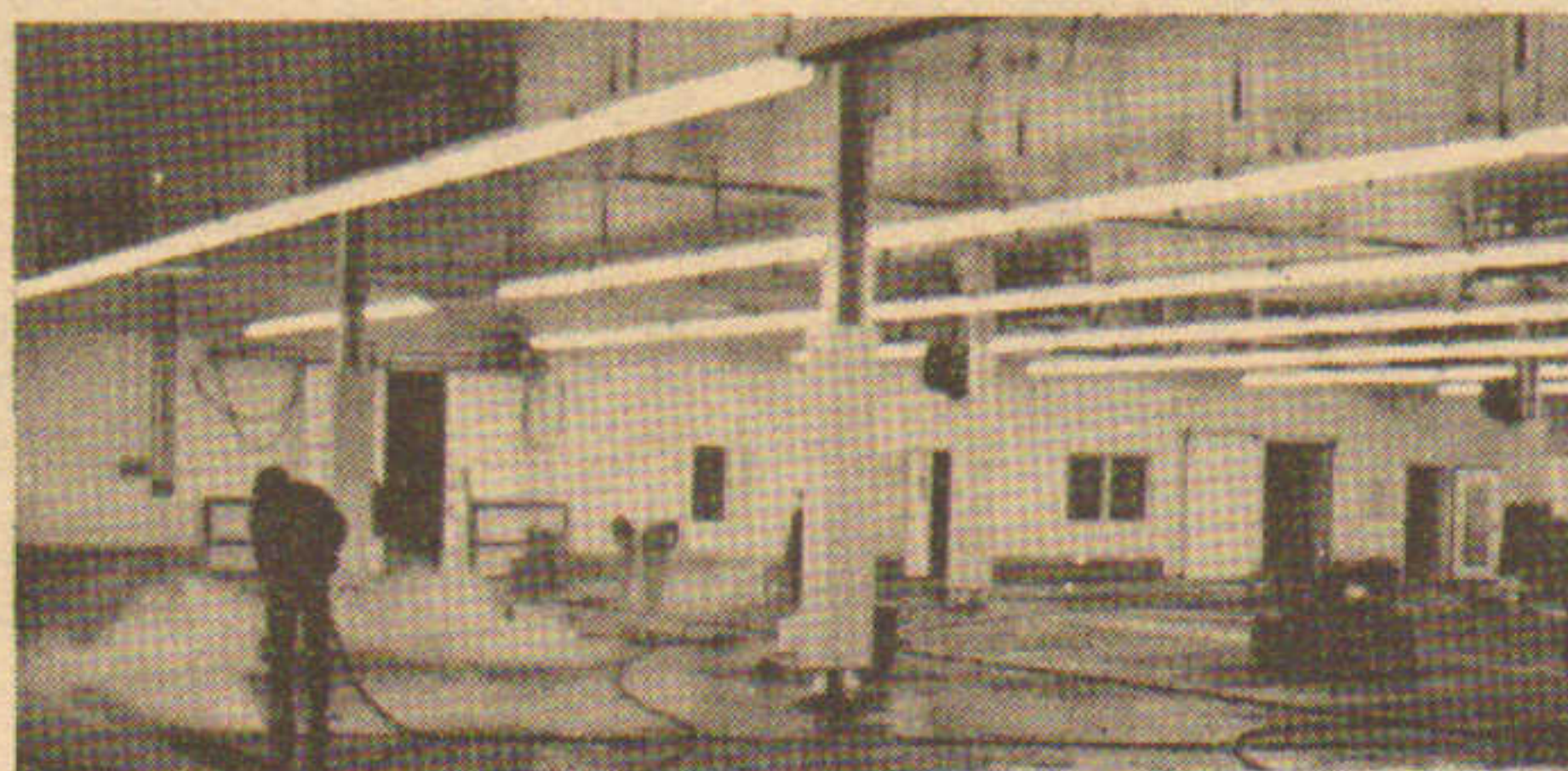
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October

David Ritchie and John Wallace of Peter Elliot & Co. sell \$135,000 building in Norwood, Ma. for Guild Trust to Regal Press.
Saunders & Assoc. renews lease at Statler Office Building, Boston with Hilton Reservation Service.

Hunneman & Co. appointed agent for 360 unit Madison Park Village in Roxbury, Ma.; high and midrise and townhouse units.

C.I. Mortgage Group opens 54 condominiums at Aquarius I and II in Quincy, Ma.; swimming pool and clubhouse among amenities.

DeFelice Realtors handles \$525,000 sale of Warwick, R.I. 38 unit apartment for Ocean Fourty to Gustin Buonaiuto.

Richard Flier and Thomas Godino sign IGA for 18,000 s/f at Nagog Square in Acton, Ma. with Wetterau Food Services.

Woburn Five handles loan for \$1.3m professional condominium development in Chelmsford, Ma. for Evergreen Assoc.

Simon Konover Assoc. opens 60,000 s/f Westfield, Ma. shopping center; building others in Ct., N.Y. and N.J. totalling 136,000 s/f.

Acme Glass dedicates total energy 26,000 s/f \$1m property in Natick, Ma. designed and built by Stone Co. of Wayland.

Ray Tedeschi of Hutchinson Co. sells \$140,000 property in Raynham, Ma. for Walter Williams to Richard Mastria and sons.

Barnes Group contracts Carpenter Realty to build \$3m headquarters in Bristol, Ct. urban renewal area; 27,000 s/f.

Fidelcor Realty Services issues \$2.4m first mortgage to Eyelet Specialty Co. for Wallingford, Ct. facility; three banks participate.

Paul Beaudry and Milton Marks sell \$750,000 Stamford, Ct. former distillery to Donald & Stanley Levine of MarLe Co.

Louis Terrusa of DiScala Assoc. negotiates \$530,000 transfer of 45,000 s/f industrial building in Norwalk, Ct.

Thomas Vellotti and Anthony Langella of American Realty sell former Florsheim estate in West Norwalk, Ct. for \$500,000.

Memoli & Memoli and Fairfield County R. E. cobroke \$550,000 sale of 30 unit Stratford, Ct. apartment to Thomas Keegan.



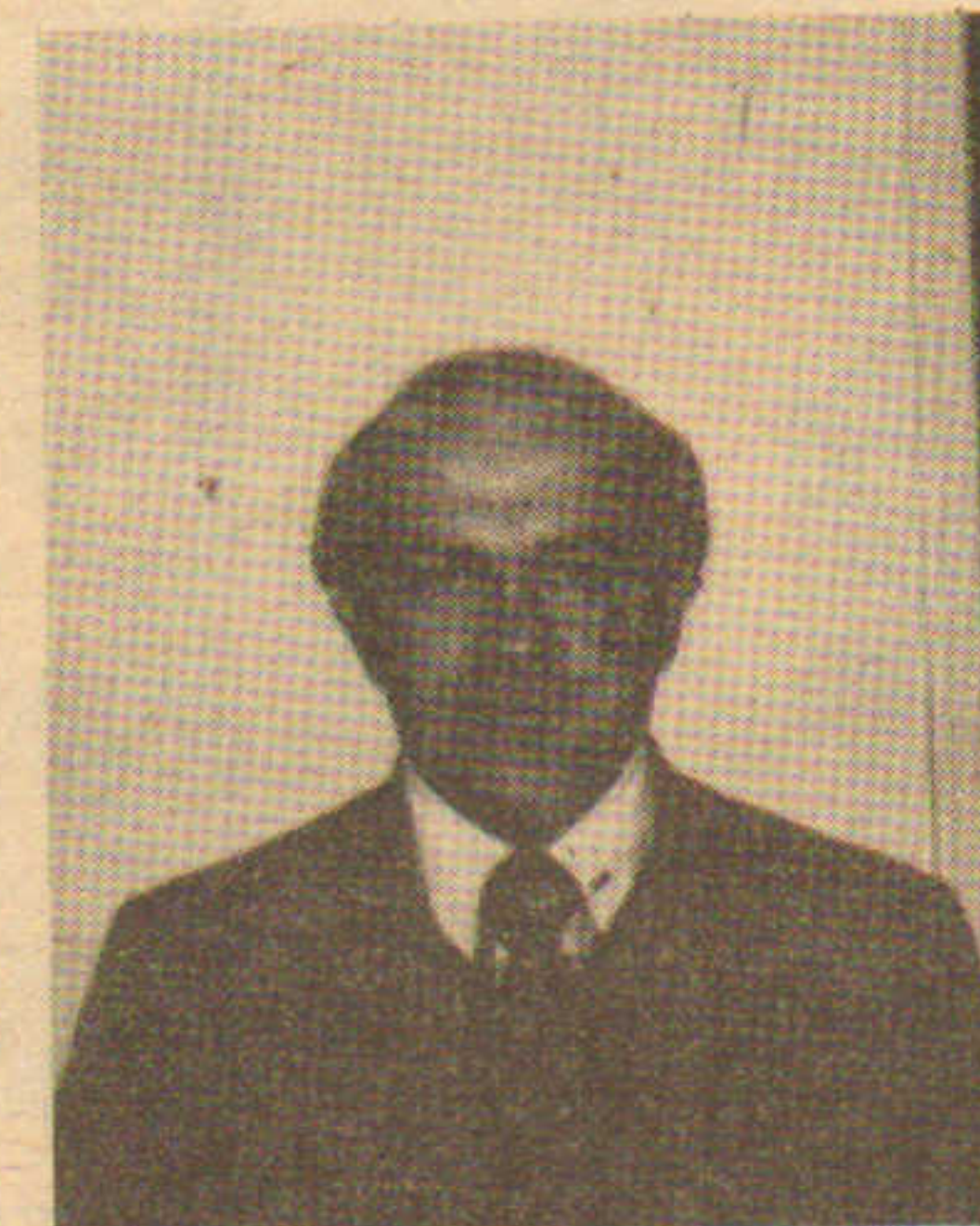
Joe Keller



Joseph Hegenbart



Stanley Sidel



Jerry Baizen



Clohesey Lichman



Lars Iverson



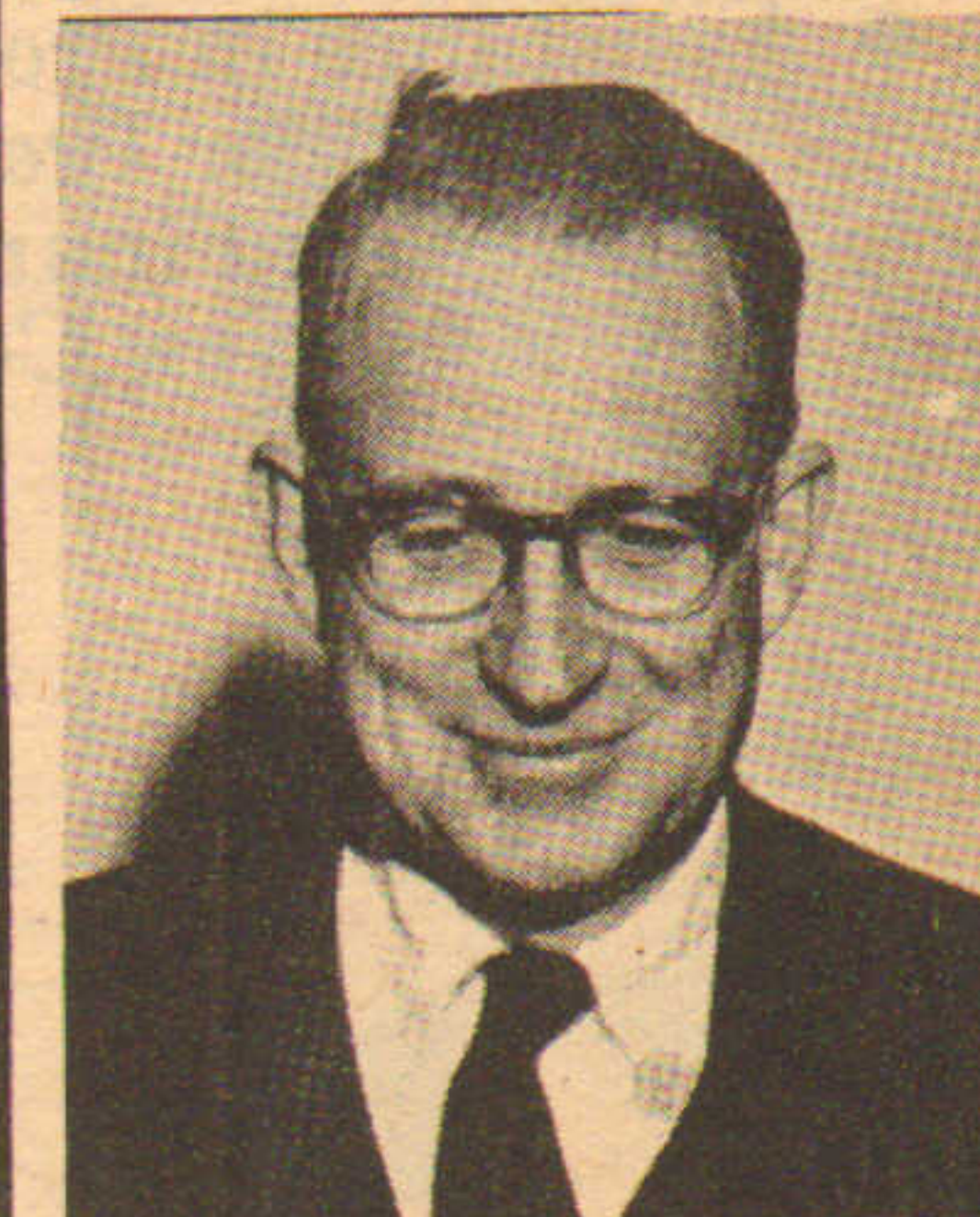
Bill Brooks



Richard Mandell



Frank Messina



Sumner Weld

STRATFORD, CONN.

47,000 S/F

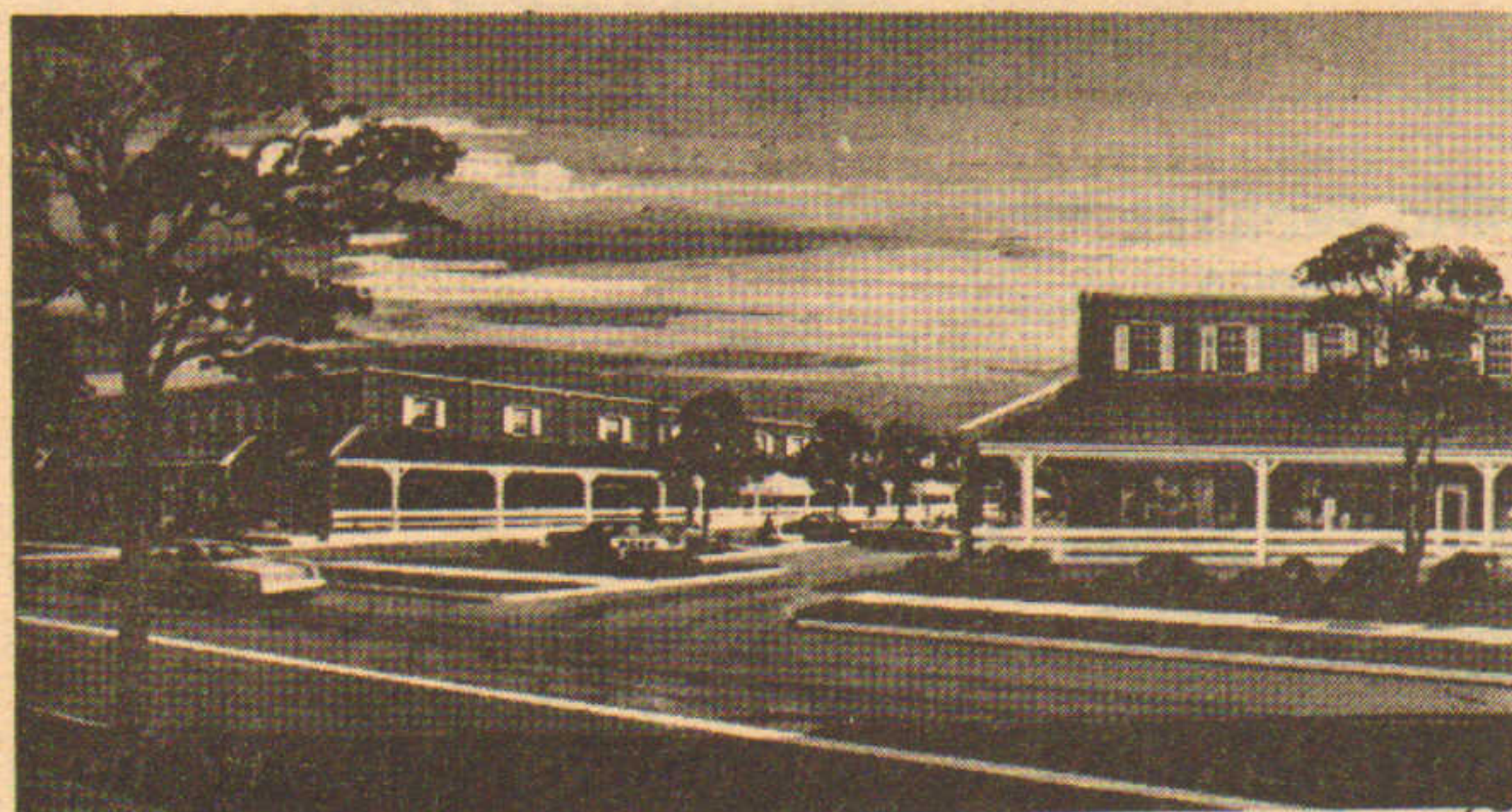
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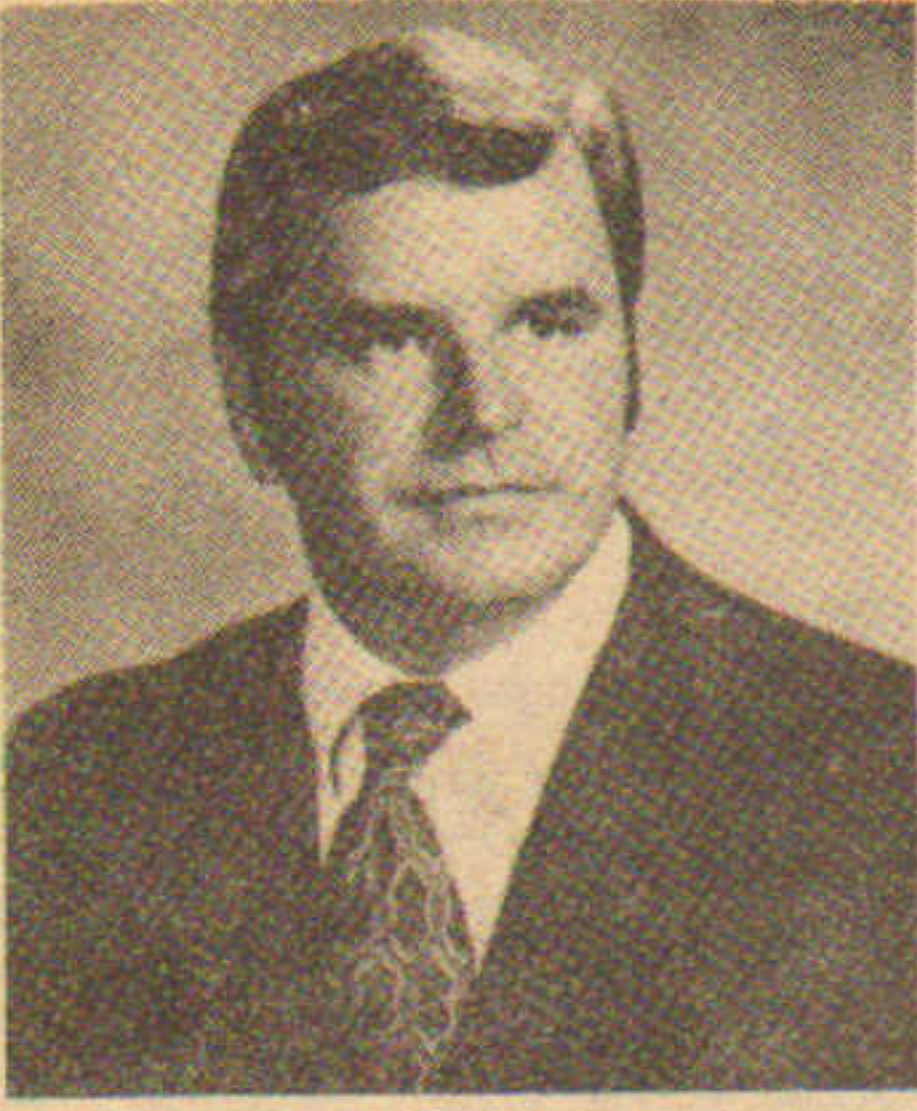
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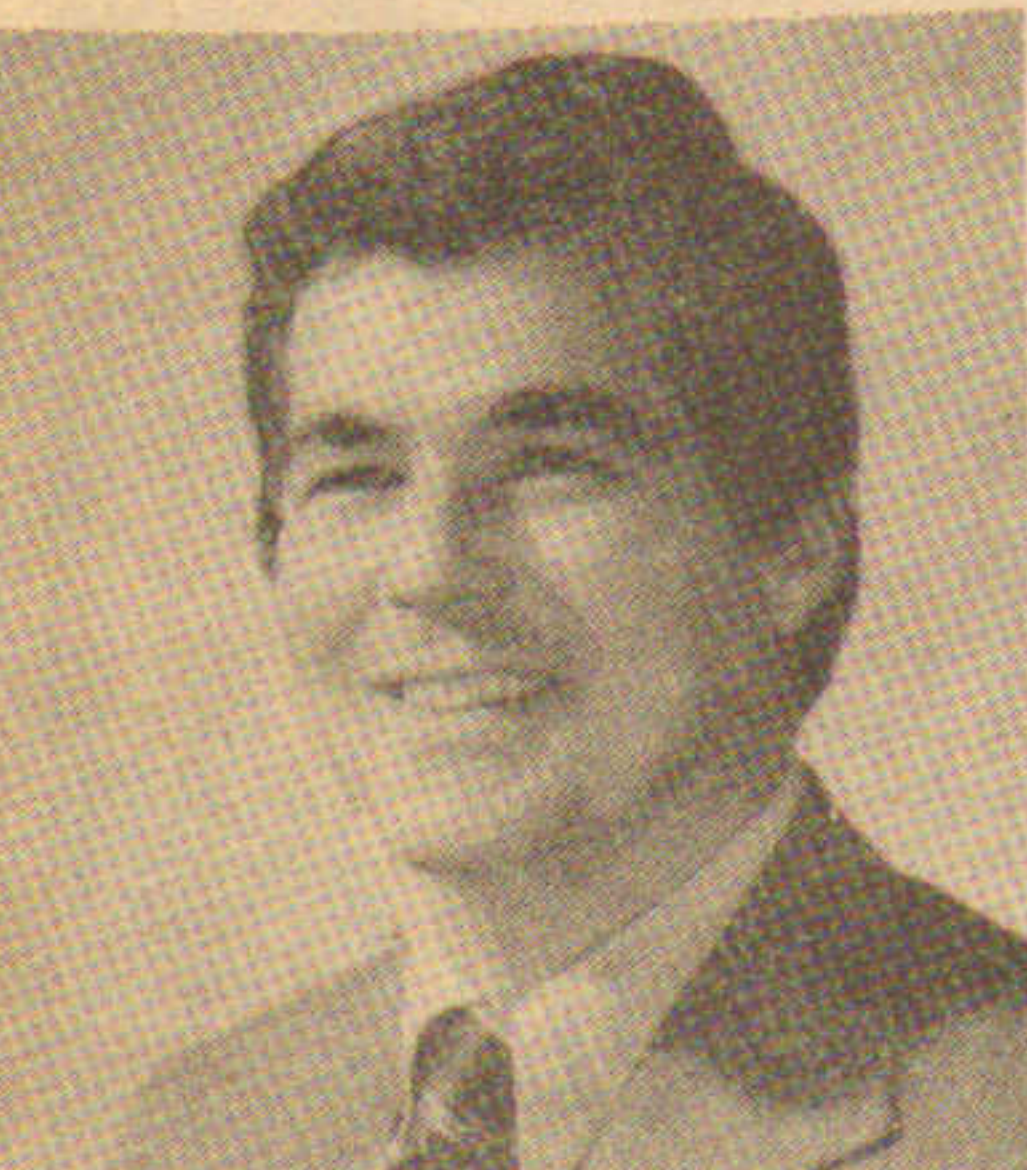
Norman Benedict



Edward Rogers



A.J. Tambone



Tom Teuten

November

William McCall of Leggat McCall & Werner sells \$1.1m Woburn, Ma. 46,000 s/f property for Piher Corp. to Paul Hurlbert.

Peter Elliot & Co. leases 36,000 s/f at 128/One Executive Office Building in Dedham, Ma. to Polaroid; W. Sommer & P. Meany brokers.

Jerry Boothe of Jack Conway sells Cambridge, Ma. warehouse, 30,000 s/f, to Scarborough Realty through Journal advertisement.

Gordon Hall III and Sumner Weld sell \$325,000 Boston office building for Boston Children's Services to Keevin Geller and John Wise.

Cooper-Horowitz gets \$6.5m loan for East Bay Development's Billerica [Ma.] Mall; Freydon Realty of N.Y. owner of 294,120 s/f.

Adrienne Bouchard of Carlson Salem Assoc. sells \$615,000 Salem, Ma. 24 unit garden apartment for Robert Green Realty Trust.

BayBanks loan \$7.8m for Marshall's 450,000 s/f expansion in Woburn, Ma.; Yankee Financial places permanent loan.

Robert Shields and Kevin Geenty of H. Pearce broker \$1.2m West Haven, Ct. restaurant; New Haven Savings financing.

Spaulding & Slye reports leases at 45,000 s/f first bldg. at Newton, Ma. Executive Park reach 96%; 70,000 s/f more under construction.

Art Keefe of R. M. Bradley & Co. brokers sale of Howard Johnson property in Quincy, Ma. to Gadsby Realty Trust for \$72,200.

Marvin Zinn and Louis Kramer of Harry Bennett sell former Stamford, Ct. restaurant for \$750,000 to Giovanni Gabrielle.

Bakes Bryant & Co. signs Fairfield Container for Scarab Assoc. 40,000 s/f building in Bridgeport, Ct.; Harold Tepper contractor.

Bernard Mussman signs IGA supermarket for Heyman Properties' Newbrite Plaza in New Britain, Ct.

Nolle Assoc. places \$3m mortgage on 200 unit Towers property in Bridgeport, Ct. with New York savings bank.

Flatley Co. buys \$1.5m Tri Town Mall, Canton, Ma.; Art Keefe and Gordon Hall of R.M. Bradley lease 32,000 s/f to Marshall's.

Joseph Keller places \$5.3m loan for Equity Management on 408 unit Salem, N.H. apartment; Clifford Miller, Stephen Hopkins participate.

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Deals to construct new industrial buildings. We constructed over 100,000 square feet of speculative space last year. Deals to lease incubator space in any of our own buildings. In the last six months, we've moved ten expanding companies to to New Hampshire. We'll even develop a your specific needs.

We have a large scale condominium project underway as well as a community shopping village. Recently, we purchased and are upgrading a Nashua medical park. And we have an executive office park under development.

Putting all this together is exactly what we do. We're a single source of design, construction, and experience that will make your move or expansion something you'll be proud of. The things that normally go wrong... won't!

Why not let us make a deal for you?

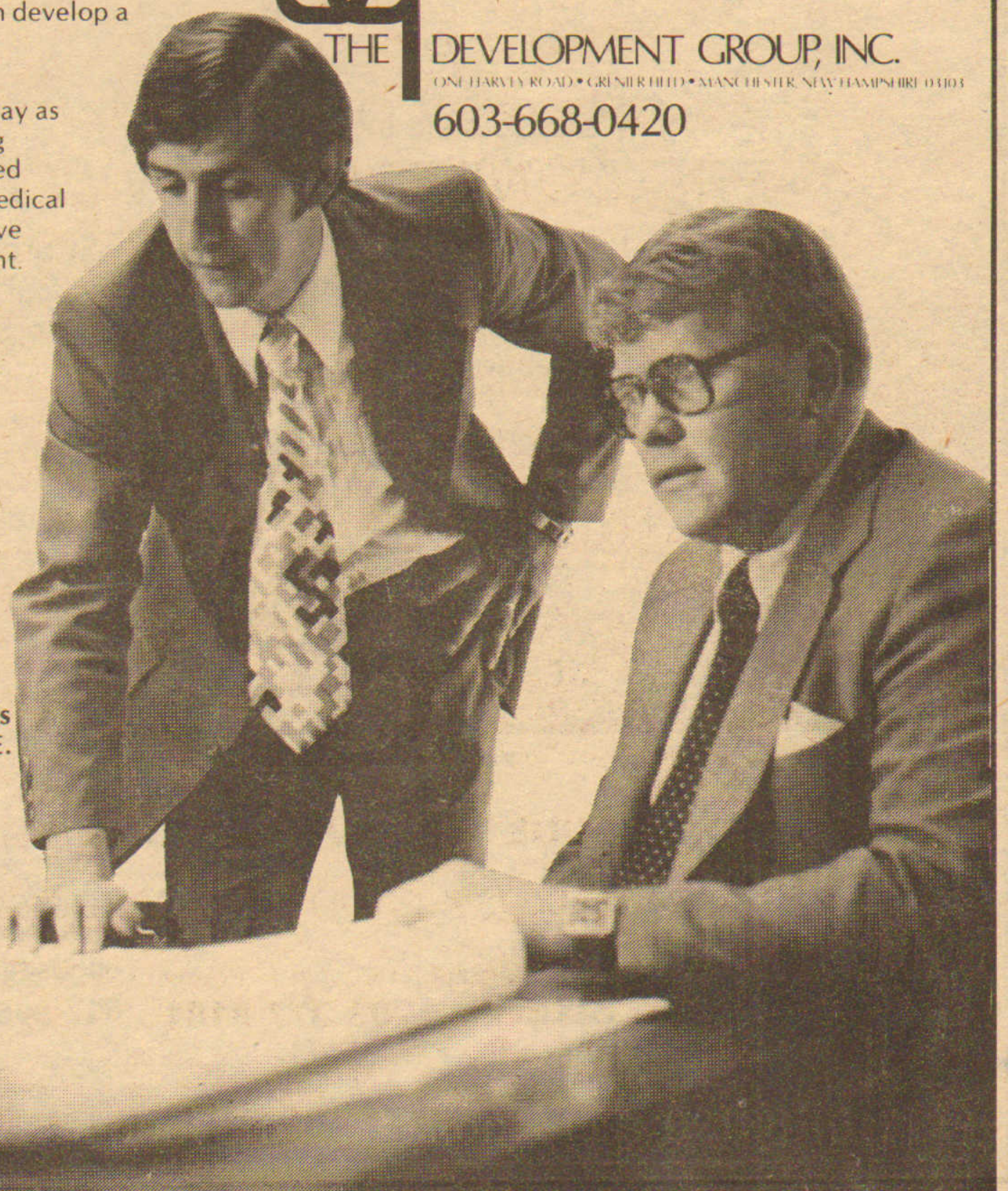


THE DEVELOPMENT GROUP, INC.

ONE HARVEY ROAD • GREEN FIELDS • MANCHESTER, NEW HAMPSHIRE 03103

603-668-0420

R. Bruce Reeves
Lars I. Ivarson, P.E.



December

Leggat McCall & Werner arranges \$2.9m permanent loan with Ct. General Life for Duffy Bros. on 200,000 s/f Waltham, Ma. property.

Smith Barney R. E. places \$8.8m loan with Metropolitan Life for Joel Banker's 126,400 s/f Greenwich, Ct. Gateway Corporate Park.

Theodore Schuster places \$375,000 mortgage for Richard Cohen on Waltham Office at 128 property with thrift institution.

Howard Katz and Leon Resnick of Goldstein & Gurwitz cobroke sale of Webster, Ma. industrial building for Hebb Realty.

John Weld and Michael Kozulak of Algonquin Inc. lease space in White Construction's 25,000 s/f building in Burlington, Ma.

Bernard Lagoy of Rene Poyant sells \$95,000 commercial site in Hyannis, Ma. for Ralph Jilson estate to Patrick Marasco.

Peabody Construction building 157 high rise and townhouse units in \$5.2m New Bedford, Ma. project under HUD Sec. 8 program.

George Macomber contractor for 90,000 s/f Applicon plant in Nordblom Co.'s Northwest Park in Burlington, Ma.

John O'Hearn Jr. of Meredith & Grew brings Rich's 60,000 s/f department store to Post Road shopping center in Marlboro, Ma.

John Crafts of Norwoods Realtors sells 36 unit Derry, N.H. apartment for \$330,000; Manchester Bank financing.

Randal Hicks of Data Realty and John Kelley of Michaels Realty sell 12 units in Stoneham, Ma. for \$207,000.

Richard Wakeman Jr. of R. M. Bradley & Co. leases 23,000 s/f Canton, Ma. warehouse for Chadwick-Miller to Stop & Shop Cos.

O'Brien Bros. Agency handles \$600,000 sale by Mondey/Burlington Corp. to Vt. National Bank; 22,000 s/f three story building.

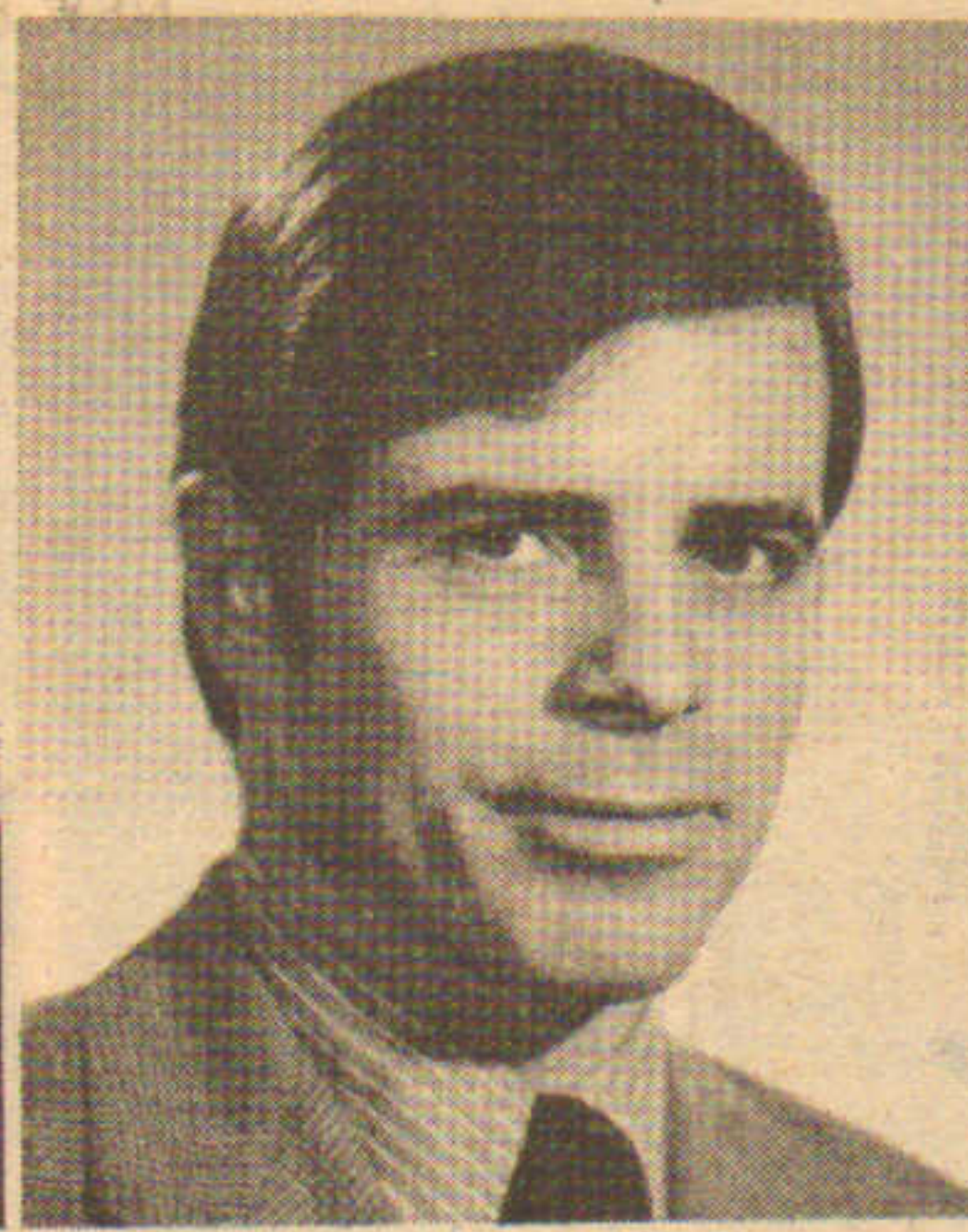
Ludlow (Vt.) Dev. Corp. buys Vt. Ind. Dev. Authority building containing 32,000 s/f with two loans totalling over \$603,000.

N.H. Savings finances \$700,000 conference center at Waterville Valley, N.H. for Proctor Coffin; Mooney Assoc. contractor.

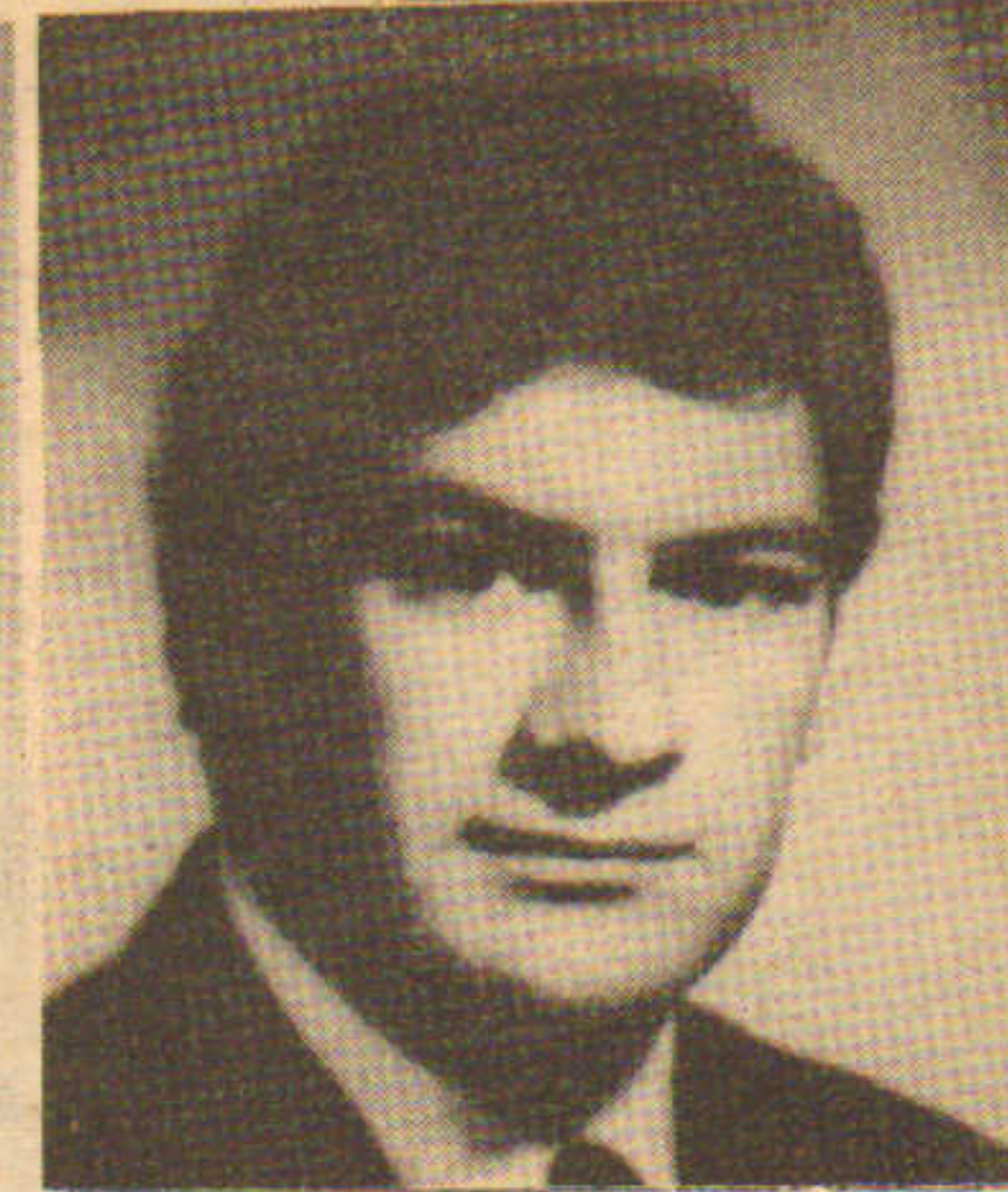
Tom Walsh of Codman Co. brokers \$550,000 Brockton Industrial Park site for Automatic Radio to Atlas Corp.



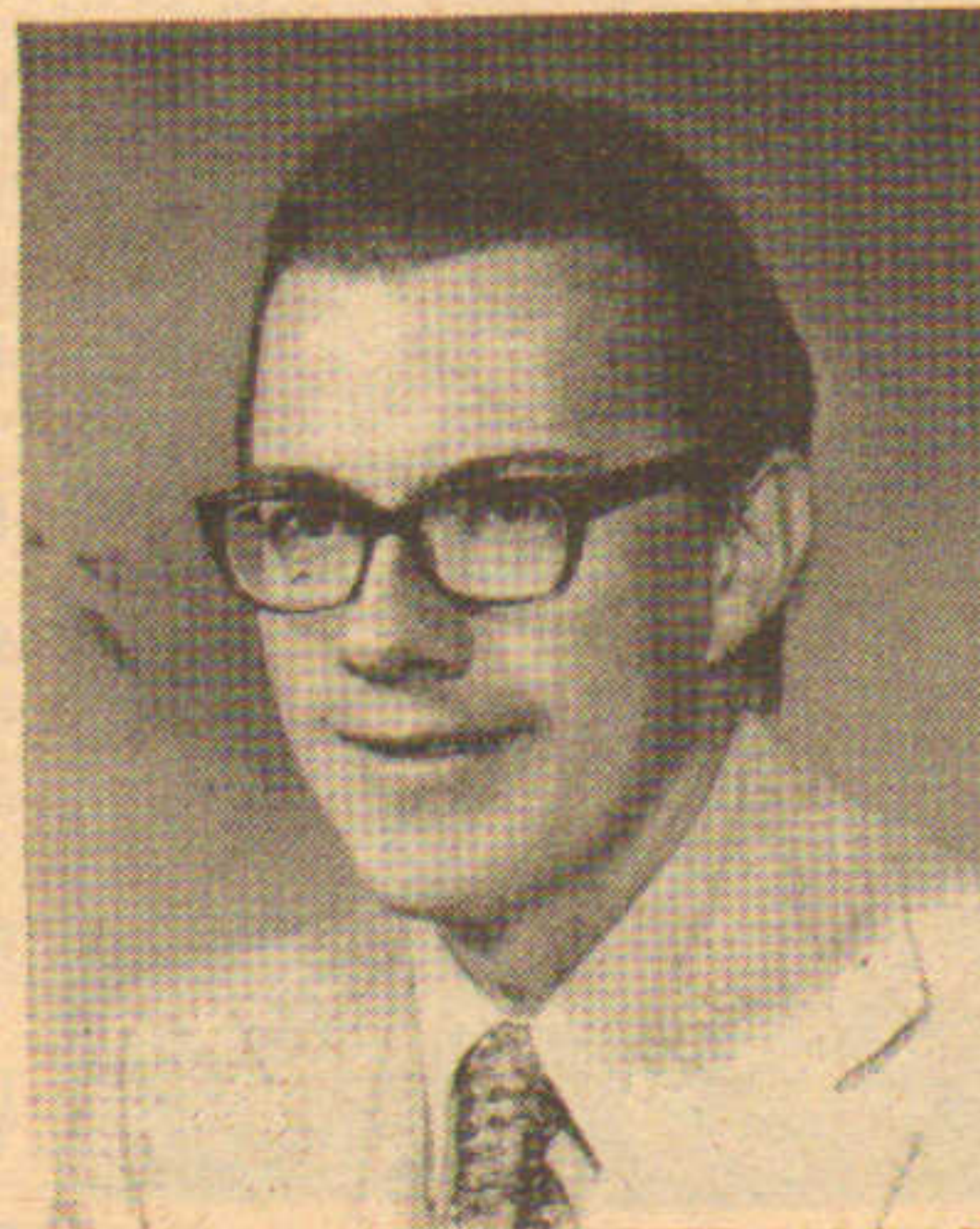
Simon Konover



John Woodruff



Jerry Ragosa



David Neelon



Phil Roderick



Sam Reinherz



Ed Lasner



Robert Cleaves



Richard Hayes



Robert Brooks

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We specialize in equity loans
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Inquire about our finance joint venture plan
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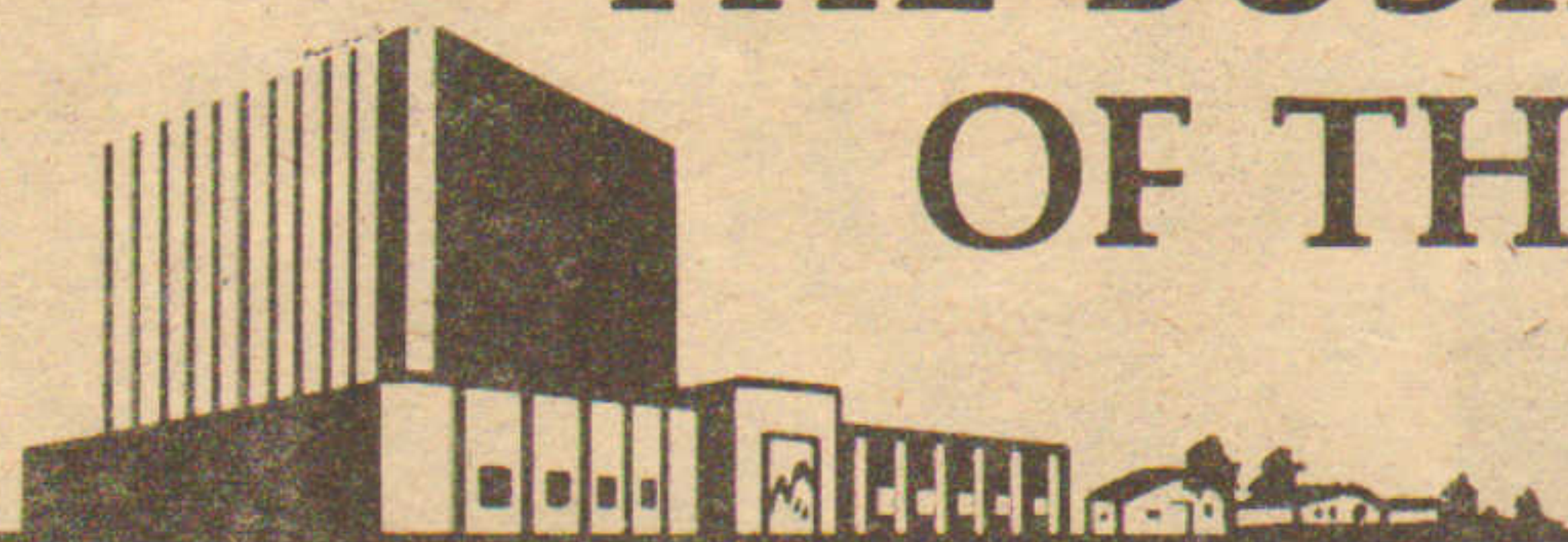
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THE BUSINESS OF THE WAXMAN'S IS BUSINESS



IN HISTORIC DISTRICT OF DOWNTOWN PORTLAND 2600+ SQ. FT. ON EACH FLOOR OF 3 STORY BRICK BUILDING

2 STORE FRONTS ON 1st FLOOR,
WITH 4 EXCELLENT OFFICES ON
EACH OF THE UPPER FLOORS.
COULD BE CONVERTED INTO
APARTMENTS.

EXCLUSIVE



COIFFURES BUILDING FOR SALE PORTLAND

CORNER REVERE ST. & FOREST
AVE. 7,850 SQ. FT. OF QUALITY
OFFICE SPACE ON ONE FLOOR
WITH 20 CAR PARKING LOT. HAS
3 EXCELLENT TENANTS WITH
3,000 SQ. FT. FOR *YOUR*
BUSINESS. SUPERB CONDITION.
AIR CONDITIONING, DOUBLE
SPRINKLER SYSTEM, NEW
HEATING SYSTEM. PRICED AT
\$125,800. FINANCING CAN BE
ARRANGED WITH OWNER
TAKING BACK MORTGAGE.

FOR SALE OR LONG TERM LEASE 16.2 ACRES

WITH SEWER, WATER, ROAD AT
EXIT 8 OF MAINE TURNPIKE ON
PORTLAND-WESTBROOK LINE.
NEAR HOLIDAY INN, HOWARD
JOHNSON'S, AND VALLEE'S.
OWNER WILL BUILD FOR
TENANT OR SUB-DIVIDE.
PERFECT FOR LARGE MOTEL OR
PROFESSIONAL OFFICE
COMPLEX.

EXCLUSIVE

A MAJOR INDUSTRIAL PARK 28 ACRES OF LAND 20 MINUTES NORTH OF PORTLAND

ALL BUILDINGS PRESENTLY
LEASED. ROADS ARE IN, LAND
LEVELED, WATER, SEWERAGE,
CATCH BASINS AND 3 PHASE
POWER. 875 FT. OF FRONTAGE
ON MAJOR ARTERY. COULD BE
EXPANDED BY 10 BUILDINGS.
POSSIBILITY OF DIVISION INTO
2 SEPARATE PACKAGES.

EXCLUSIVE

335 FOREST AVE., PORTLAND (FORMER PORTLAND PIPELINE BUILDING) FOR SALE

55,000 SQ. FT. OF HANDSOME
BUILDING. 4 LONG LEASE
TENANTS WITH 30,000 SQ. FT.
THAT CAN BE LEASED. HAS
ASSUMABLE 7% MORTGAGE. 4
STORIES AND EXCELLENT
BASEMENT. PRICED WELL
UNDER APPRAISAL.

10 ACRES ON WESTBROOK ARTERIAL ABSOLUTELY TRIPLE A LOCATION

FOR APARTMENTS, NURSING
HOME OR INSURANCE
COMPANY OFFICE. ZONED R8 (8
UNITS TO AN ACRE.) HAS SEWER
AND WATER. 3 ENTRANCES.
PRICE \$100,000.

14½ ACRES ON BUSTLING RIVERSIDE ST., PORTLAND ZONE C.1, C.2

ONLY A QUARTERMILE FROM
MAINE TURNPIKE ENTRANCE.
INCLUDES EXCELLENT ONE
FAMILY HOUSE. HAS
EVERYTHING NEEDED TO
MAKE AN EXCELLENT
INDUSTRIAL PARK. PRICED AT
\$125,000.

12½ ACRES IN DUNSTAN CORNERS, SCARBORO ZONED

MULTI-FAMILY
HAS THREE ENTRANCES ON
NORTH ST., U.S. ROUTE 1 AND
BROADTURN ROAD. SUPERB
LOCATION FOR GARDEN
APARTMENTS. PRICED AT
\$70,000.



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(207) 799-2457
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(207) 772-4214
RESIDENTIAL

December

Joseph Keller places \$5.75m loan for Paul Holian's Arbor Mall in Framingham, Ma.; Miller-Shapiro leasing agt.; Lechmere, Filene's set.

Main St. South Corp. sells 15 acres in Shelton, Ct. for \$5m ITT facility; firm pays \$810,000; J.G. Hoerth consultant for 90,000 s/f.

Foster & Foster and Meredith & Grew handle \$250,000 industrial site sale in Concord, Ma. for Concord Woodworking.

Stone Co. starts 15,000 s/f plant for Frohock Stewart in Northboro, Ma.; firm to move from Worcester.

Michael Rauseo negotiates lease of 20,000 s/f in Milford, Ma. for Richard Silverman, Robert Graci and Anthony Maggiori to Graybar.

David Bisbee of Rene Poyant sells \$115,000 Hyannis, Ma. site to Wendy's Hamburgers; William Eagan has Cape Cod franchise.

Yankee Financial places \$2.1m loan for Stanton Black's Riverview Business Park in Malden, Ma.; R. M. Bradley & Co. agent.

Michael Sherman of Spaulding & Slye sells Texaco property on Rte. 9, Chestnut Hill, Ma. to Buddy LeRoux for \$850,000.

Louis Kramer and Marvin Zinn of Harry Bennett, Stamford, Ct., sell historic General Putnam Inn on Norwalk Village Green.

The Boyer Agency's Fred O'Donnell and Tim Wasniewski bring restaurant into George Notter's New London Union Railroad Station.

Kevin Geenty and Donald Klepacki of H. Pearce Co. handle Akerman lease of new V&V Developers Wallingford building.

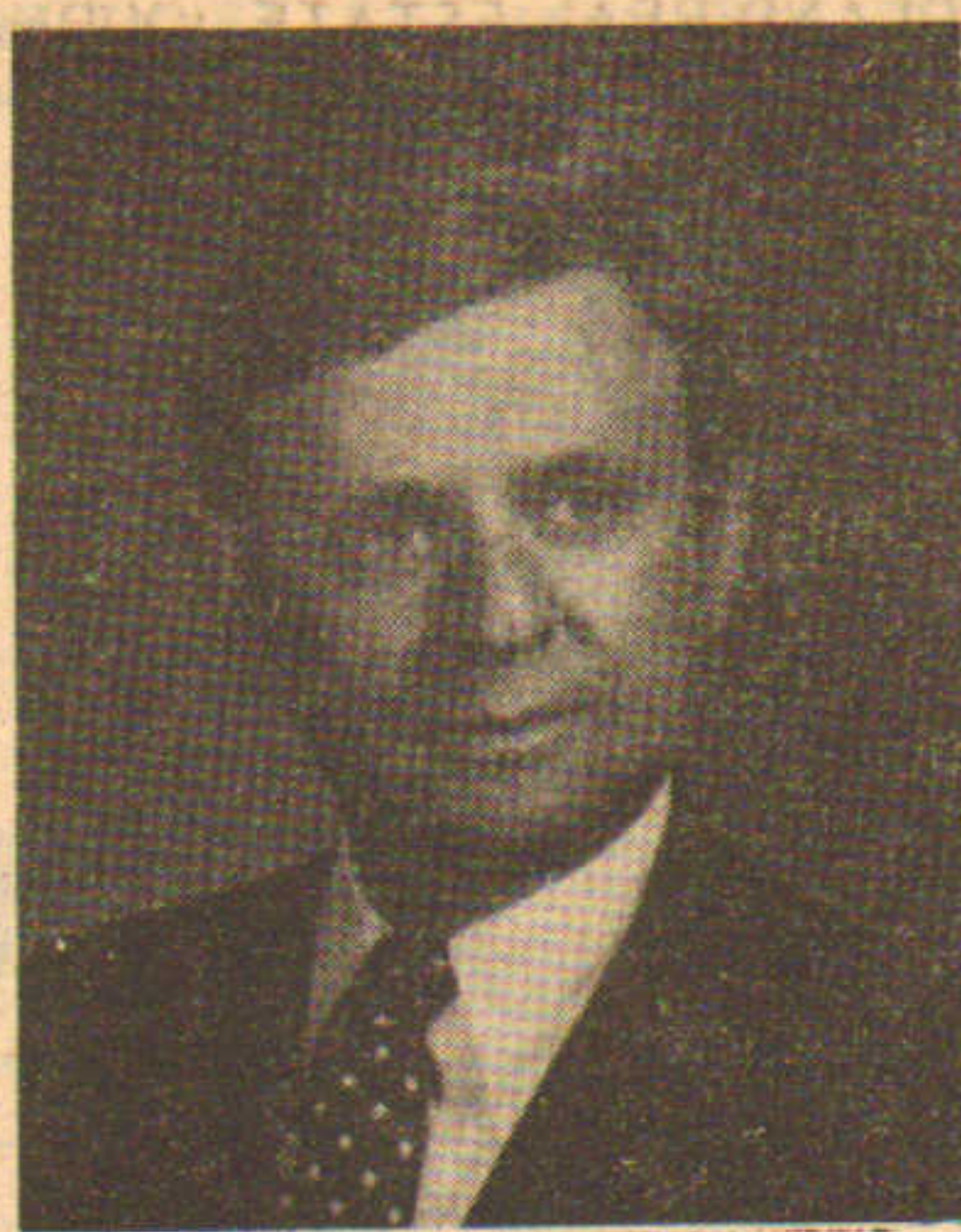
Carlson Corp. of Cochrane, Ma. and Steel-Span of New England, Framingham, build \$2.6m Dayville, Ct., Glass Containers building.

David Pergola of Meredith & Grew brokers sale of 139,000 s/f building, Woburn, Ma. for Wade Realty to Charrette for \$1.28m

Gerry Gillis of Codman Co. sells Hyde Park, Ma. industrial property for Peter Worthen to John Kiley for \$150,000.

Roger Neelon Management brokers sale of 18,000 s/f Waltham, Ma. building to S. S. Penneck for \$420,000.

Fidelcor Realty closes \$2.25m loan for Gerber Instruments in Windsor, Ct. with five Connecticut savings banks.



Darrell Cooper



Pat Early



David Friedman



Gregory Mulherin



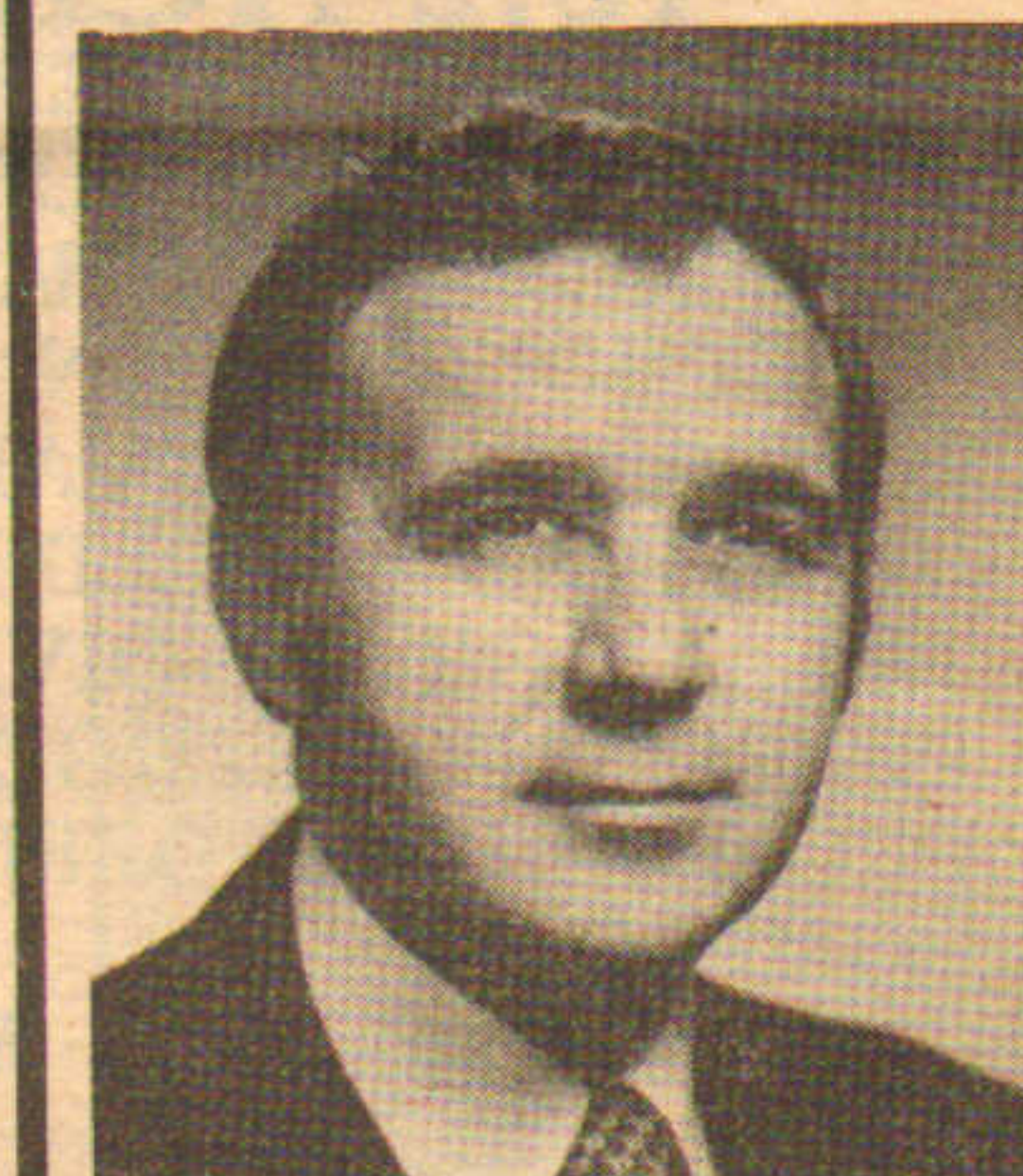
John Keegan



Richard Mycko



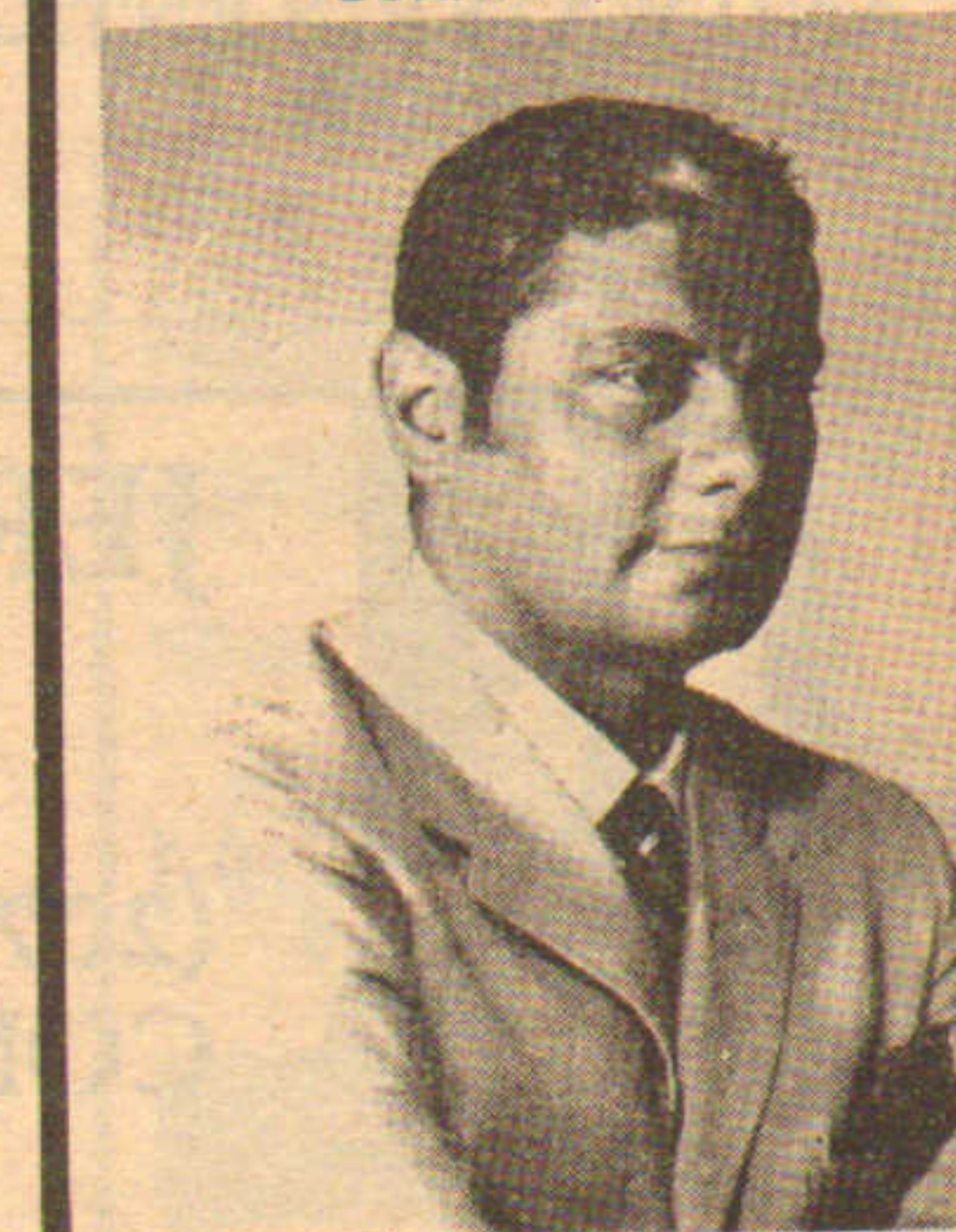
Frank Jacko



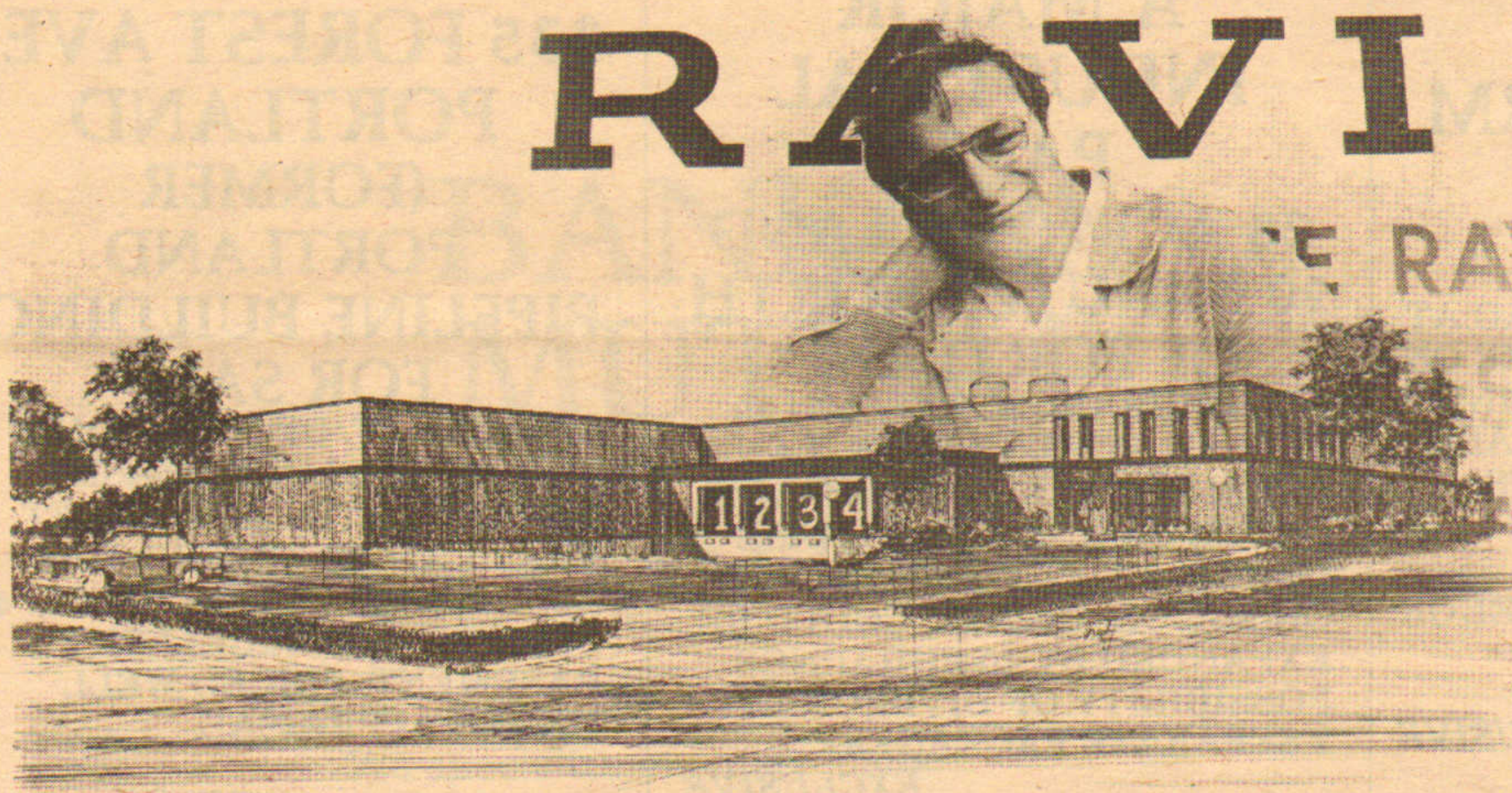
Bill Richards



Conrad Croteau



Berge Nalbandian



Leo built a great business. Who can he trust to do the same job on his building?

You'd like Leo Sutera.

He's the guy who's teased LOUISE'S RAVIOLI from a corner specialty market in Revere, to what it is today—a wholesale Italian food processor that supplies every major supermarket chain in New England.

Leo's like most of our clients. When he went shopping for a solution to Louise's space and facility problems, he looked for a design-builder he could trust. He wanted an engineering and construction group he could depend upon to hear his ideas, dis-

cuss cost and time alternatives, focus innovative building design, materials and techniques on his needs, and get the job done—like he would do it. He looked for a thinking organization to help him plan, engineer and build a greater business.

Leo chose The Stone Company. He knew we'd build his building the way he built his business.

To talk about planning, engineering and building your greater business call Robert B. Hopgood, Jr., Vice President of Sales.

Stone, of course

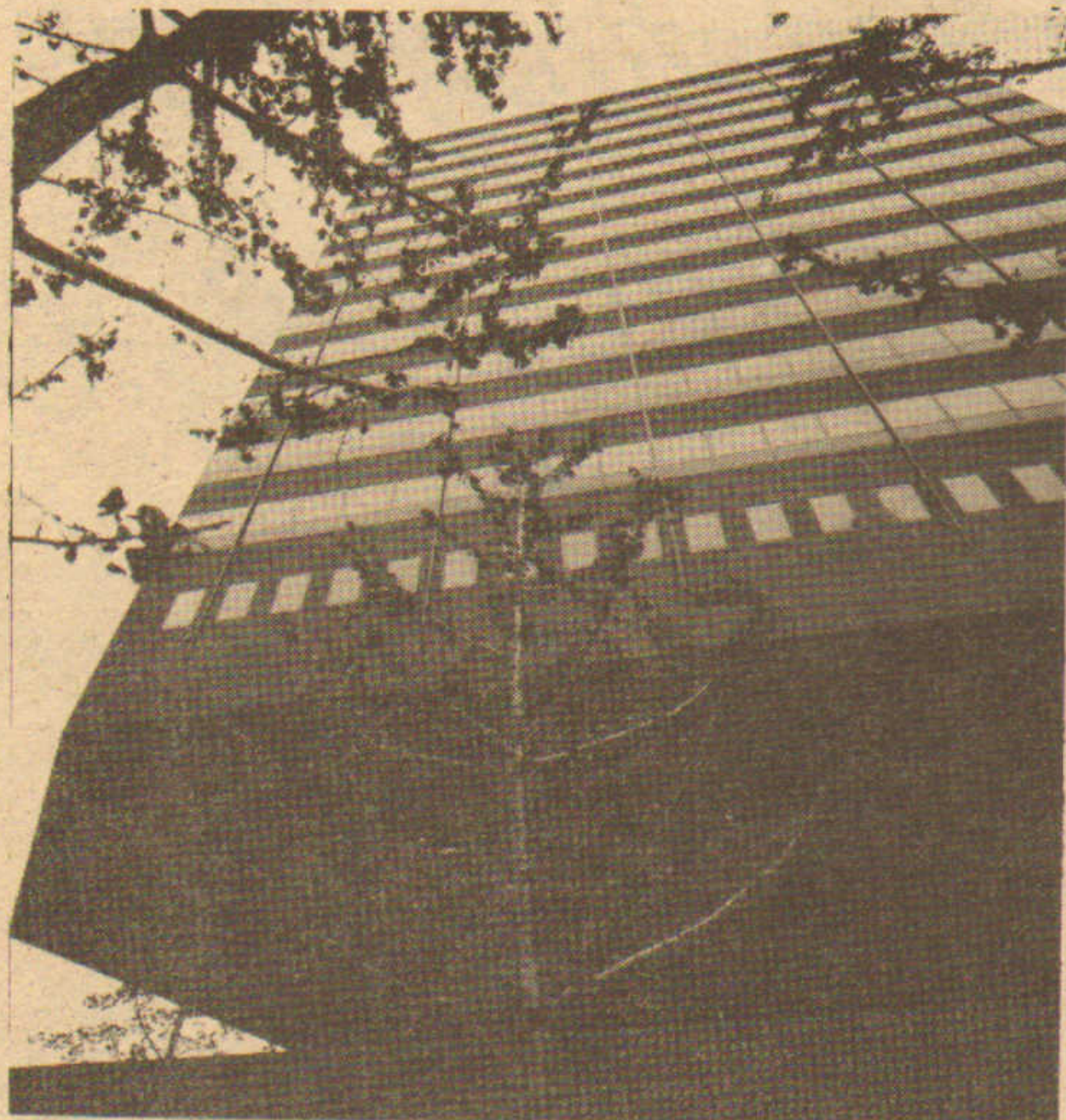
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Properties built, owned, and managed by The Beacon Companies have many rights... the right designs, the right locations, the right interior amenities, and the right occupant mix. Beacon's been doing it the right way for over 25 years.

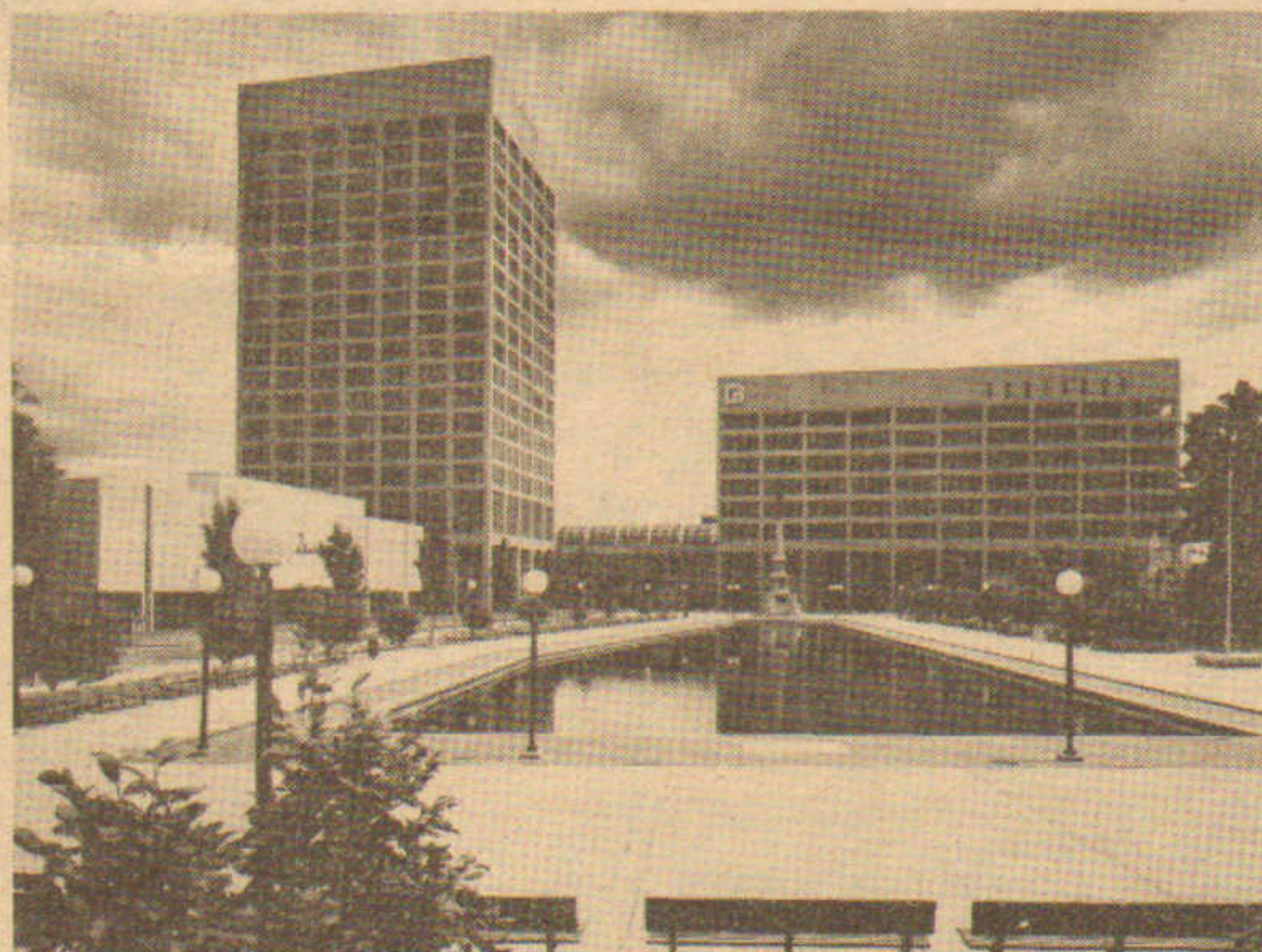
For information on any Beacon property, call: Douglas Mitchell, vice president, The Beacon Companies, One Center Plaza, Boston, Massachusetts 02108 — (617) 742-5500.



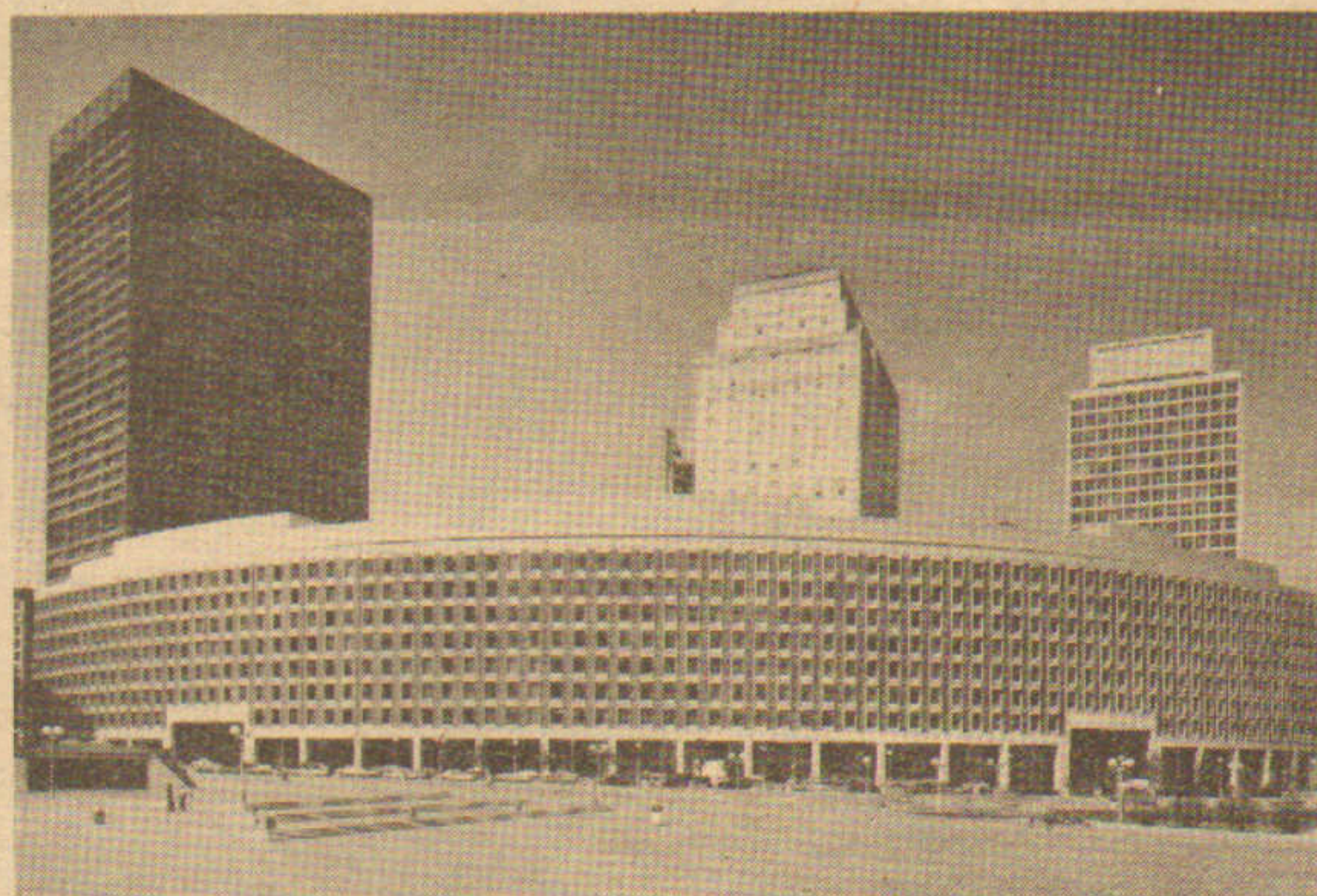
Fiduciary Trust Building,
175 Federal Street, Boston, Massachusetts



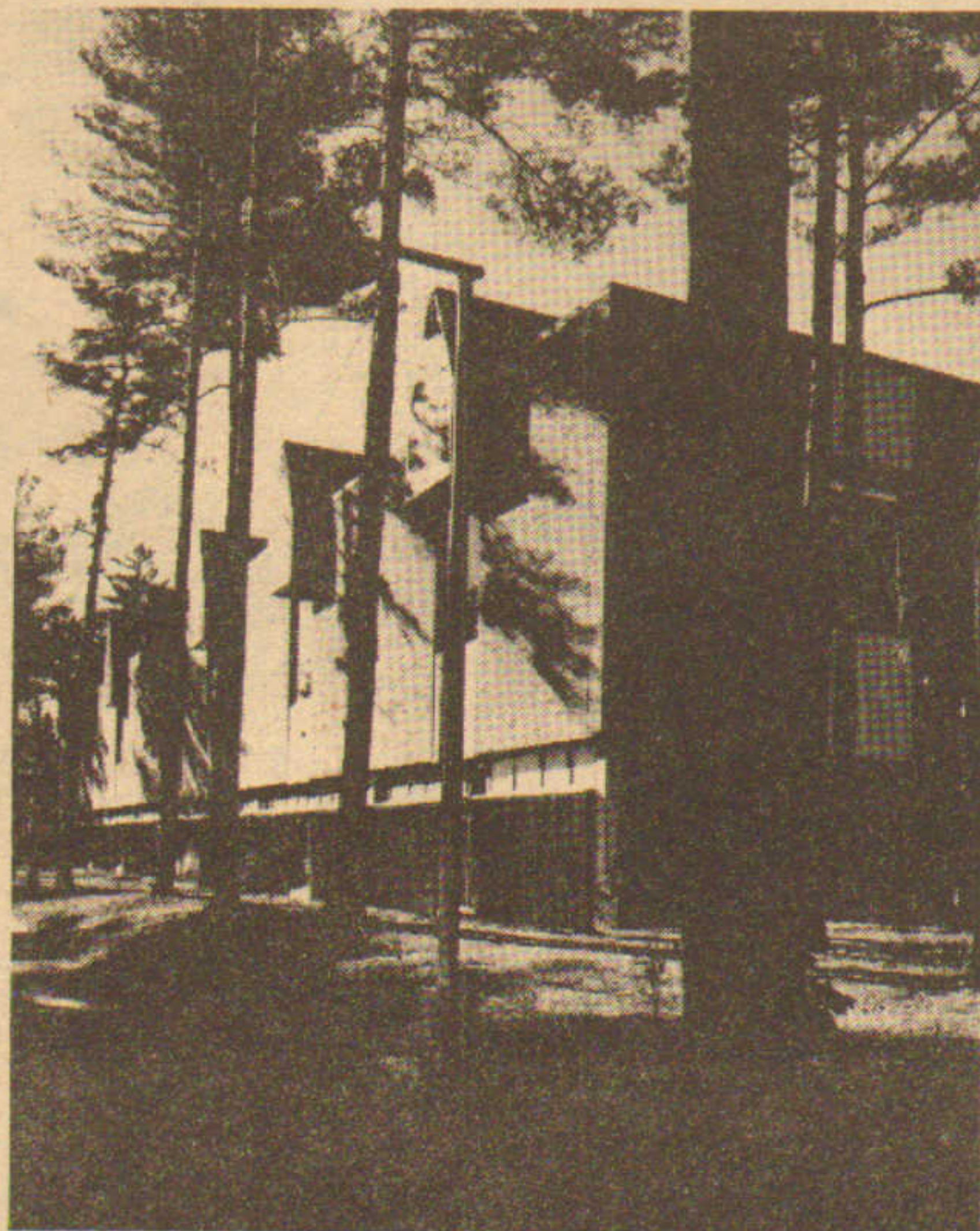
Wellesley Office Park,
Wellesley, Massachusetts



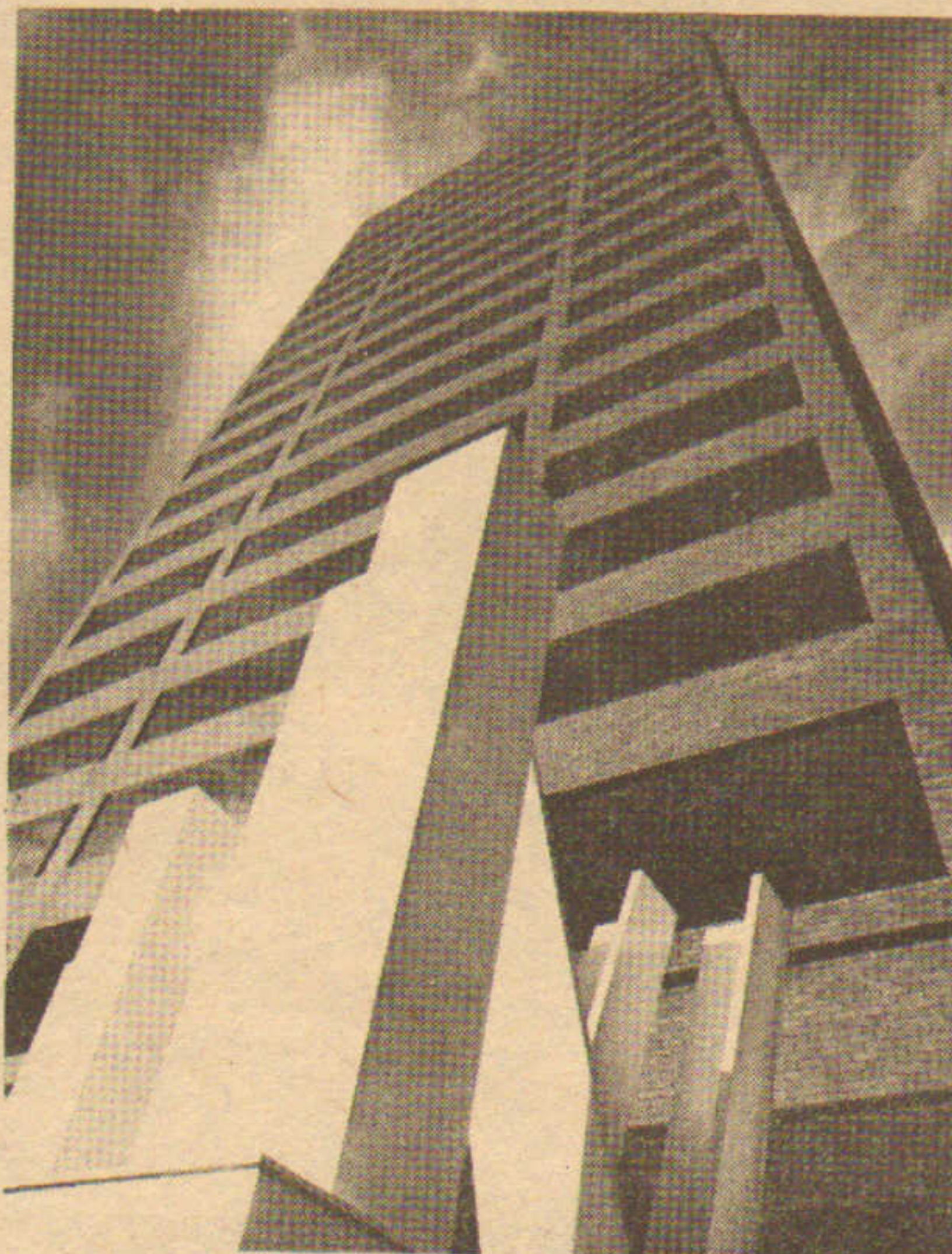
Worcester Center,
Worcester, Massachusetts



Center Plaza,
Boston, Massachusetts



Bedford Research Park,
Bedford, Massachusetts



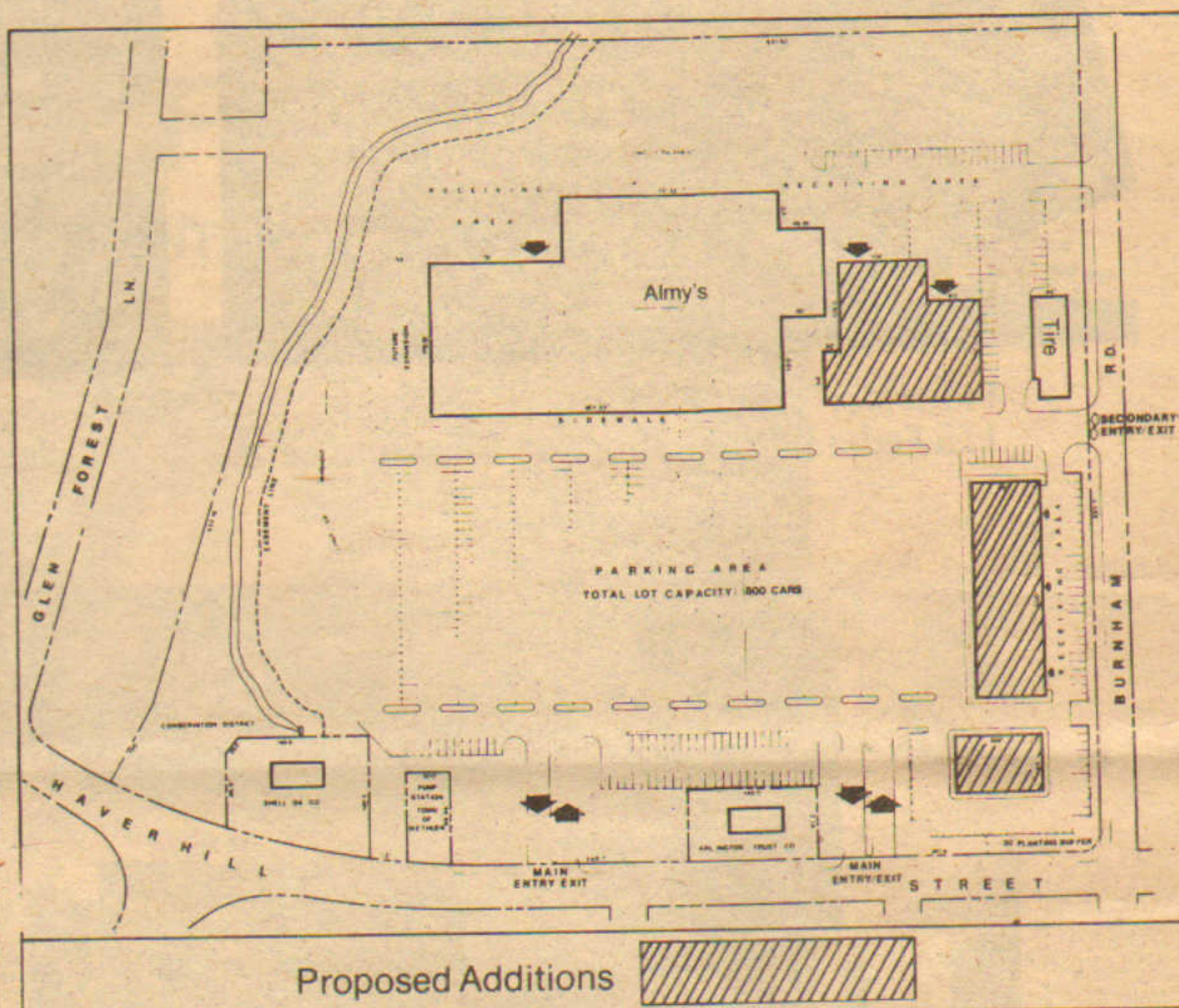
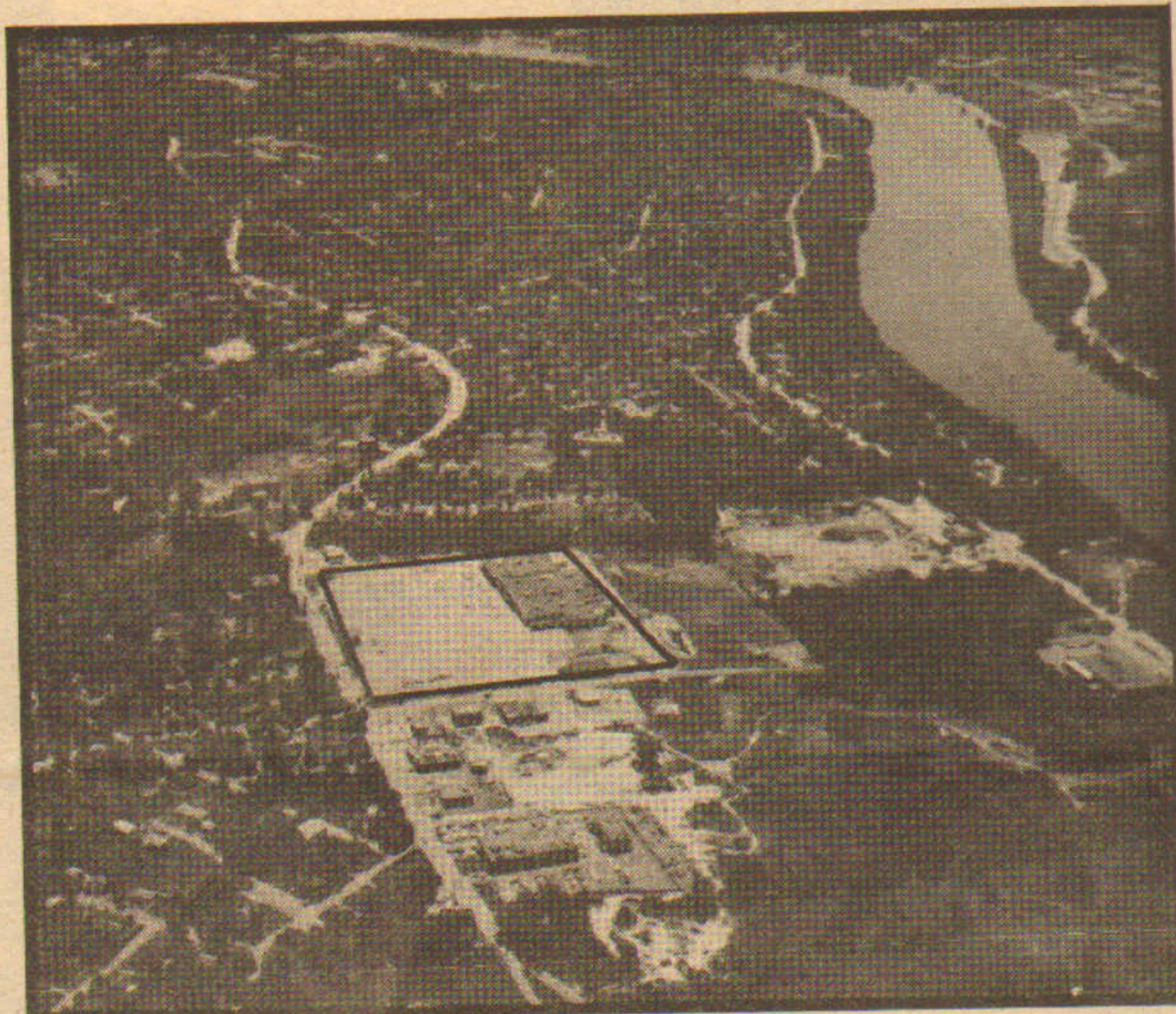
One Lincoln Center,
Syracuse, New York



The Beacon Companies
Investment Builders

For Lease:

Here's your chance to join DeMoulas and Almy's in the expansion of a proven shopping center in Methuen, Mass.



If you're looking for a terrific shopping center location, we've got just the thing at the Merrimac Plaza in Methuen.

DeMoulas Supermarket, Almy's Department Store and Capitol Tire are already there and there are some very good reasons why.

To begin with, Merrimac Plaza is located at Haverhill St., Rt. 110 and Burnham Rd., just 1/3 of a mile off Interstate 93.

It's an unusually centrally located site in that it's just a mile from both downtown Methuen and downtown Lawrence.

And in case you're unfamiliar with the area, these are the vital statistics:

The Merrimac Plaza Market

Lawrence S.M.S.A. including Methuen, Salem, Dracut, Haverhill and Lawrence.

Population: 1970—232,415—% change over 1960, +19.6

Households: 73,724—% change over 1960, +19.6

Median income—\$10,700

Est. 1977 median income—\$12,000

22.8% households over \$15,000

Total Retail Sales (1972) \$1,282,677,000

Food—\$109,763,000

Drugs—\$10,143,000

Apparel—\$32,150,000

Home furnishings—\$28,306,000

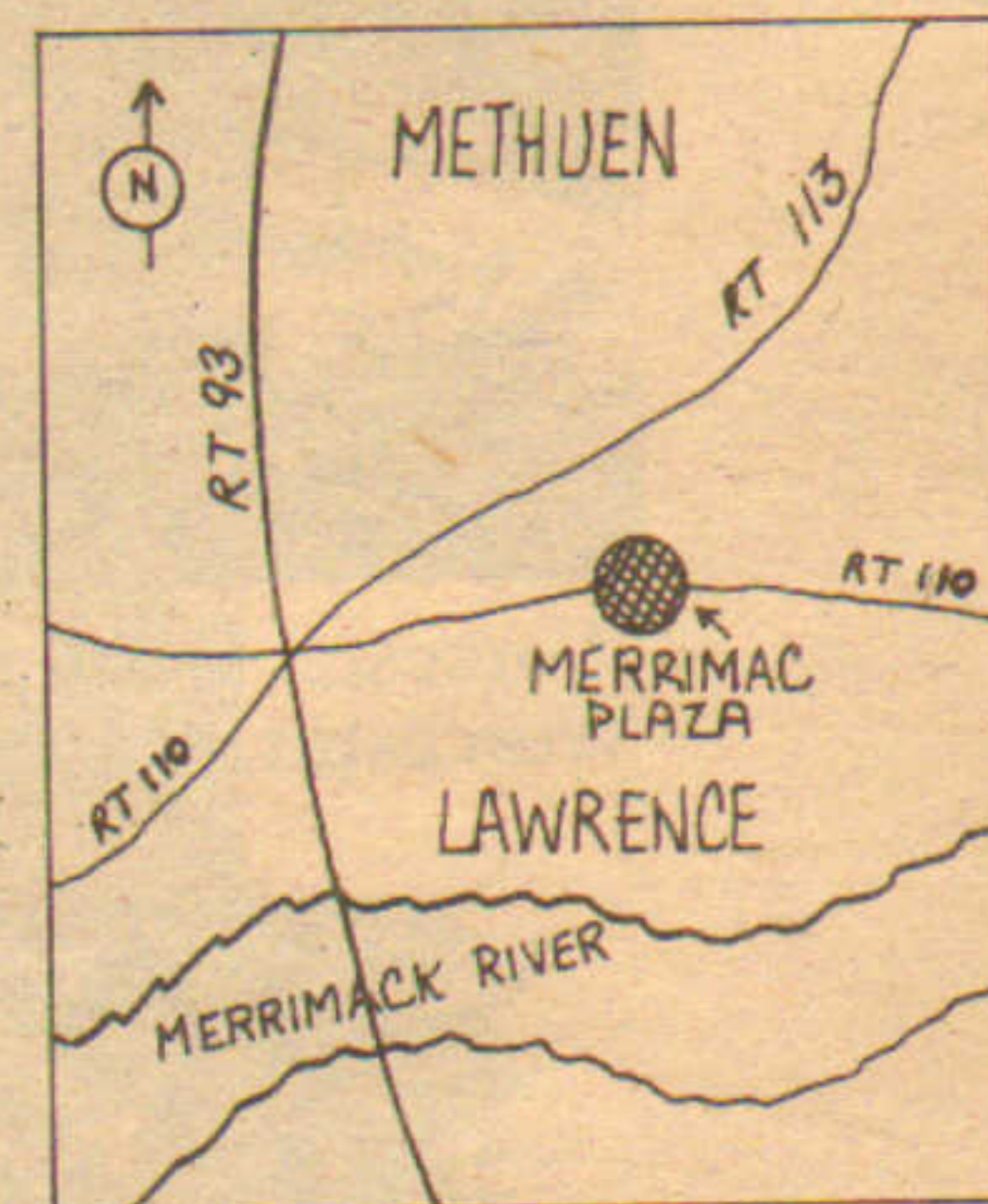
Auto—\$211,152,000

The plaza itself is 17½ acres and at present there are 95,000 sq./ft. of existing buildings.

We're proposing an additional 50,000 sq./ft. with parking for 800 cars.

Construction is slated to begin early this Spring and we're now leasing for early Fall occupancy.

If you're interested in this excellent shopping center opportunity, just give Mark Dickinson a call and he'll fill you in on all the details.



Locus Map

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