New England Real Estate Journal

dec. 28, 1979 supplement of the new england real estate journal 60 pages

Massachusetts International Southeastern Family Housing Greater Boston New Hampshire mouth Tri State Southeastern Mass Cape Cod Maine New Hampshire Cape Cod Rhode Island Connecticut Vermont nternational Worcester Multi-Family New England Massachusetts Real Estate Tri State Greater Boston Southeastern pe Cod Vermont Connecticut Multi-Family New Hampshire Rhode Island Massachusetts Plymouth Maine Cape International Greater Boston Multi-Family Cape Cod Southeastern Mass. Tri State mouth New England Worcester New Hampshire Multi-Family Housing Estate Ap Connecticut Vermont ew Eng ode Island Worce ne Real lti-Famil pshire Massa oston N Southea ticut M Rhode Island International Mai

1979 Real Estate In Review

and those who made it happen!

1979 was a good year. We wish the page were bigger.

This announcement appears as a matter of record only.

10,995 Sq. Ft.

A.G. Becker
Incorporated

office lease at
One Federal Street
Boston, Massachusetts

This announcement appears as a matter of record only.

30,829 Sq. Ft.

AMERICAN MINING CONGRESS

office lease at
1920 N Street, N.W.
Washington, D.C.

The undersigned acted as Leasing Broker

This announcement appears as a matter of record only.

75,114 Sq. Ft.

THE FIRST NATIONAL BANK OF BOSTON

The First National Bank of Boston
office lease at
99 High Street
Boston, Massachusetts

This announcement appears as a matter of record only.

34,642 Sq. Ft.

WIDETT, SLATER & GOLDMAN, P. C.

office lease at
Sixty State Street
Boston, Massachusetts

The undersigned acted as Leasing Broker in the above transaction

Leggat, McCall & Werner
Commercial & Industrial Real Estate
Boston • Washington, D.C.

February 13, 1979

This announcement appears as a matter of record only.

19,000 Sq. Ft.

McCormack & Dodge Corporation

office lease
at
145 Rosemary Street
Needham Heights, Massachusetts

This announcement appears as a matter of record only.

41,000 Sq. Ft.

POLAROID CORPORATION

office lease at

This announcement appears as a matter of record only.

19,007 Sq. Ft.

INA Special Risk Facilities, Inc.

office lease at
Sixty State Street
Boston, Massachusetts

The undersigned acted as leasing broker and exclusive agent in the above transaction

This announcement appears as a matter of record only.

123,076 Sq. Ft.

The Putnam Companies
office lease at
One Post Office Square
Boston, Massachusetts

The undersigned represented the Tenant in the above transaction

Leggat, McCall & Werner
Commercial and Industrial Real Estate
Boston - Washington

December 18, 1979

This announcement appears as a matter of record only.

38,004 Sq. Ft.

NEW ENGLAND TELEPHONE & TELEGRAPH CO.

Office Lease
at
100 Summer Street
Boston, Massachusetts

This announcement appears as a matter of record only.

23,145 Sq. Ft.

Bradford Trust Company of Boston

Office Lease
at
100 Summer Street
Boston, Massachusetts

This announcement appears as a matter of record only.

20,000 Sq. Ft.

digital
Digital Equipment Corporation
office lease at
Marlboro Industrial Park
Marlboro, Massachusetts

This announcement appears as a matter of record only.

59,635 Sq. Ft.

Arthur D. Little, Inc.

office lease
New England Executive Park
Burlington, Massachusetts

The undersigned acted as Leasing Broker in the above transaction

Leggat, McCall & Werner
Commercial and Industrial Real Estate
Boston • Washington, D.C.

March 6, 1979

Leggat McCall & Werner Commercial & Industrial Real Estate • Boston • Washington, D.C.
60 State St., Boston, Mass. 02109 Tel. (617) 367-1177

This announcement appears as a matter of record only.

191,080 Sq. Ft.

Boston Edison

$30,000,000 Lease
Material Management Center
Watertown, Massachusetts

The undersigned acted as Leasing Broker

This announcement appears as a matter of record only.

50,000 Sq. Ft.

GCA CORPORATION

(producers of Mann Products)
Production Facility
in
Bedford, Massachusetts

The undersigned acted as Leasing Broker in the above transaction

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This announcement appears as a matter of record only.

1,830,000Ft.Sq.
(42Acres)
NATIONAL FIRE PROTECTION ASSOCIATION

land purchase
facing the Southeast Expressway
Quincy, Massachusetts

The undersigned acted as broker in the above transaction

This announcement appears as a matter of record only.

195,000 Sq. Ft.

PRIME
COMPUTER, INC.

new corporate research
and development facility
Framingham, Massachusetts

The undersigned acted as broker in the above transaction.

Leggat, McCall & Werner
Commercial and Industrial Real Estate
Boston • Washington, D.C.

April 3, 1979

1979 was a good year. We wish the page were bigger.

This announcement appears as a matter of record only.

13,062 Sq. Ft.

Stewart Systems Corporation
Industrial Lease
Travis Street
Brighton, Massachusetts

This announcement appears as a matter of record only.

72,000 SQUARE FEET

TRAVENOL LABORATORIES, INC.
Clinical Assays Division

Lease of Entire Building
600 Memorial Drive
Cambridge, Massachusetts

This announcement appears as a matter of record only.

28,600 Sq. Ft.

Honeywell
CONTROL SYSTEMS, INC.

new office building lease
at 70 Wells Avenue
Newton, Massachusetts

This announcement appears as a matter of record only.

617,542 Sq. Ft.

Industrial Real Estate Acquisition
by

CONNECTICUT GENERAL
MORTGAGE & REALTY INVESTMENTS

from

CABOT, CABOT & FORBES CO.
in
Bensalem Township, Pennsylvania

The undersigned arranged the above transaction.

Leggat, McCall & Werner
Commercial & Industrial Real Estate
Boston • Washington, D.C.

March 27, 1979

This announcement appears as a matter of record only.

766,490 Sq. Ft.

PPG INDUSTRIES

PPG Industries, Inc.

sale of
manufacturing and office facility
in
Mt. Vernon, Ohio

This announcement appears as a matter of record only.

65,000 Sq. Ft.

ADAGE INCORPORATED

new office and
manufacturing building
Fortune Drive
Billerica, Massachusetts

This announcement appears as a matter of record only.

20,000 Sq. Ft.

LTX

LTX Corporation
office and manufacturing sublease
180 First Avenue
Needham, Massachusetts

This announcement appears as a matter of record only.

871,000 Sq. Ft.
(20 Acres)

Zayre

Zayre Corporation
long-term land lease
on
Speen Street
Framingham, Massachusetts
to the

Gerald D. Hines Interests

The undersigned acted as Broker
in the above transaction

Leggat McCall & Werner
Boston Washington, D.C.

November 6, 1979

Leggat McCall & Werner Commercial & Industrial Real Estate • Boston • Washington, D.C.
60 State St., Boston, Mass. 02109 Tel. (617) 367-1177

JANUARY

Data Realty sells 80 Revere Beach, Ma., units for Pines Oceanfron Apts. to Beach Trust for $1.675m; to convert to condos.

Bryant & Co. to develop 70 acre Rolling Ridge Commerce Park. Shelton, Ct.; plan 800,000 s/f in up to 15 sites.

R.M. Bradley brokers 40 acre sale for Andover (Ma.) Tech Center t Polaroid for 200,000 s/f plant; Arkwright-Boston developer.

Elliot Ravech and William Sommer of Peter Elliot & Co. handle leas for Ken's at Copley at 545 Boylston st., Boston.

Nordblom Company leases 30,000 s/f building at Northwest Parl in Burlington, Ma., to Adar Associates.

Michael & Joseph Verrochi sell Marshfield (Ma.) Industrial Park sit to Mariner Newspaper for 4,000 s/f building.

Tofias & Co. handles 40,000 s/f building lease in Hanson, Ma., for Ocean Spray Cranberry to Xitan, computer hardware manufacture

Ned Werner of Leggat McCall & Werner leases 28,600 s/f offices i Newton, Ma., for Dominic Saraceno to Honeywell Control System

Gordon Hall of R.M. Bradley brokers sale of 10 P.O. Sq., Boston, fo Charlestown Sav. Bank to Leggat McCall & Werner for $1.1m.

Stabile, Proleman & Assoc. develop 30,000 s/f facility for Sander Technology in Amherst, N.H.; Seppala & Aho contractor.

Rodger Nordblom leases 90,000 s/f at Northwest Park, Burlingto Ma., to Applicon; fifth expansion at park since 1971.

Previews handles sales of $560,000 Marblehead, Ma., shore site fo Erik Kauders to Bruce Hood; 8½ acre residential property.

Norman Gosline brokers sale of Gardiner, Me., lot for Staple Funeral Service to R & R Leasing for 7-Eleven Store location.

Peter Watson negotiates over $3m sale of Jay Peak, Vt., ski area fo Weyerhaeuser R. E. Co. to Mont St. Sauveur of Canada.

Kenneth Woodsum and Robert Borden of Land/Vest sell Port Clyd Me., general store for Herring Gut Assoc. for $145,000.

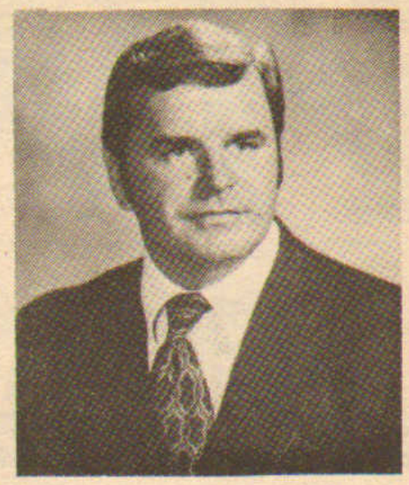
George Anderson handles $1 million sale of 650 acres along Lak Champlain in Vermont for Alfred Palmer to Orman Ovitt.



Elliot Ravech



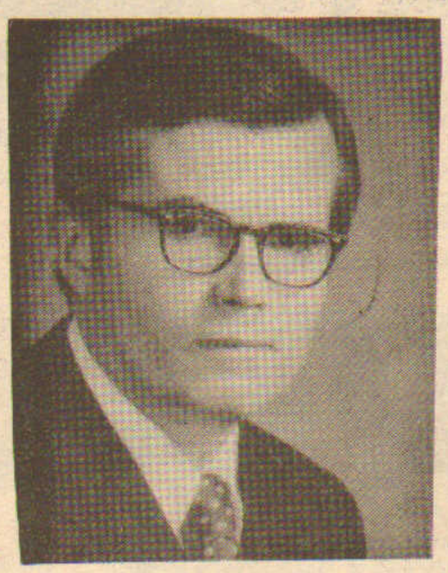
Steve Karp



Bill Cronin



Lane Stoudt



John Ryan



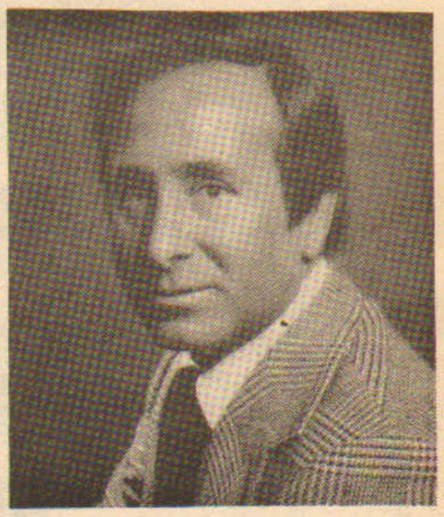
Tom Horan



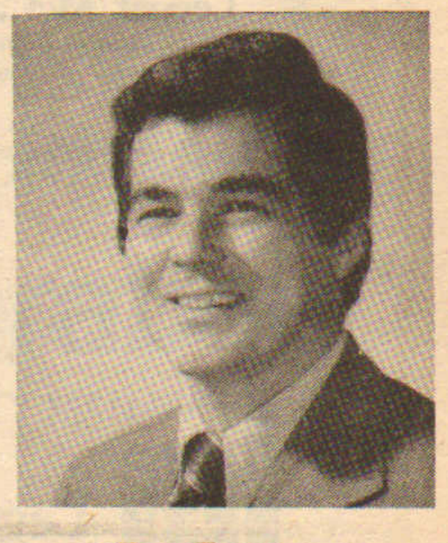
Norman Benedict



Edward Rogers



A.J. Tambone



Tom Teuten

Park Avenue
in Park Square

The Paine Office Building

Richard A. Flier City Interests
Marketing & Project Development
617-542-4440

Minot, DeBlois & Maddison, Inc.
Managing Agents

Performance.

reprinted from

The Boston Globe

OCTOBER 28, 1979

BILL DORMAN
Personal Appraisals

Pru mulls 3d office building

There is more than a possibility that one of these days Prudential Insurance Co. will build another office tower in their Back Bay complex.

For the record Pru officials will say no more than "we are studying the situation," but it is known that senior officers of the company are impressed with the unusual rollover of $85 million in office space leases in the 52-story tower and the 26-story 101 Huntington av. building in a year and a half.

Nor are they overlooking the fact that this space has been fully leased from the day construction was completed.

It is also known that Prudential officials respect the opinion of Jack Fallon, R.M. Bradley president, who landed them a prime tenant— United Brands — for nine floors before the tower was finished.

This was followed by another large lease — 129,000 square feet to Boston Edison.

Fallon, sources report, was an influence in convincing Prudential it should build a second office tower rather than another apartment building at the time the 101 Huntington site was being studied.

Now there is a growing concern for expansion space. Up to this point Prudential has given Fallon, Gil McManus and Stephen Squibb, the team handling these properties, considerable cooperation in allowing tenants to expand in Prudential space or in buying up lease options to accommodate tenants.

These were prudent moves, because it enabled the space to be marketed at current rates with new escalation clauses. It also meant that large tenants could be assured of expansion capability.

Now there is no space except for an occasional 2000 or 3000 square feet. Large blocks of space have never been vacant from the day the towers opened.

At the time this former 31-acre blighted railroad yard was acquired for $3.93 cents a foot, there were some wild predictions made on the impact of Prudential's plans.

There were statements it would act as a catalyst to bring in New York retailers, that peripheral development would take off, that its apartments would pull residents back to the city and its hotel would flourish.

They may have seemed far out at the time; in retrospect, they were modest.

The Christian Scienece Center followed. Hotel rooms were increased from 1000 to 1428. Two major New York retailers located in the center. The old Hotel Lenox was upgraded. Investors began pouring money into the immediate enighborhood.

The per foot retail volumne, reports Richard Friedman of Carpenter & Co., leasing agent, is among the highest in the country with Star Market setting a record

Two new stores will be opened shortly. The New York-based French bakery, Au Bon Pain, with a branch in Faneuil Hall, and Form of Finlandia, imported housewares, will become part of the changing mix of retail space and redesigned storefronts to capture some of the popularity of Faneuil Hall.

In a sense Prudential Center is part of Jack's identity, a centrifuge that has distilled many of his corporate contacts, contacts that have led him into headquarters of national firms and the board room of Eastern Airlines where he sits as a director.

Remembered as a tough competitor in his football days at Roslindale High, Jack was so impatient for success, he gave up his own business selling nails and wire to go to work for the late Ted Storer at R.M. Bradley where he was eager enough to work Saturdays.

From a $25 commission, the third Saturday of his real estate career (which he owed the company for his $50 draw), he rose to the presidency and the role of consultant to several corporations.

He'll talk about ocean racing or real estate but two subjects he avoids — his close relationship with the Kennedy family and Prudential's plans for a third tower.

William E. Dorman is a contributing columnist.

For the record Pru officials will say no more than "we are studying the situation," but it is known that senior officers of the company are impressed with the unusual rollover of $85 million in office space leases in the 52-story tower and the 26-story 101 Huntington av. building in a year and a half.



RMB REAL ESTATE

R. M. Bradley & Co., Inc.
Complete Real Estate Service
250 Boylston Street, Boston (617) 421-0750
Boston • Cambridge • Chestnut Hill • Weston

JANUARY

Walter Borowski of Baldwin Investments sells 76 apts. in Derry & Londonderry, N.H., for Dale Everett & Jeremy Freeman for $1m.

Frank Cohen of Donald Zucker Co. arranges $1.5m mortgage for Cres Realty & Dev's. Amherst (Ma.) Shoppers Park; 51,594 s/f.

Kelly & Picerne opens 15,000 s/f addition at Meadowbrook Shopping Ctr., Warwick, R.I.; Citizens Savings Bank financing.

William Coleman of R.I. Land Co. sells 16,000 s/f former supermarket in East Providence for Jan. Co. to Modern Tobacco.

Perini Corp. contractor for General Dynamics' $80m hull assembly plant in Quonset Point, R.I.

MB Group handles sale of 204 units in Haverhill, Ma., for three banks for over $1.5m to west coast financial institution.

Mondev International appoints Todreas/Hanley to lease and promote East India Sq., Salem, Ma., enclosed mall; $85,000 s/f.

Spectrum Financial places $8.5m loan M/A COM for 160,000 s/f corporate headquarters in Burlington, Ma., for Digital Communications

MacArthur Mortgage & Inv. obtains $2.5m bonds for TIE/Communications facility in Shelton [Ct.] Research Park; 85,000 s/f

H.D. Ritchie brokers 18,000 s/f lease for Cabot, Cabot & Forbes to Raytheon Data Systems at I-95 Ind. Center at 495 in Mansfield, Ma.

Greater Portland Area Dev. Council & Bldg. Fund complete sale of sites at Airport Industrial Park; 93,350 s/f space planned.

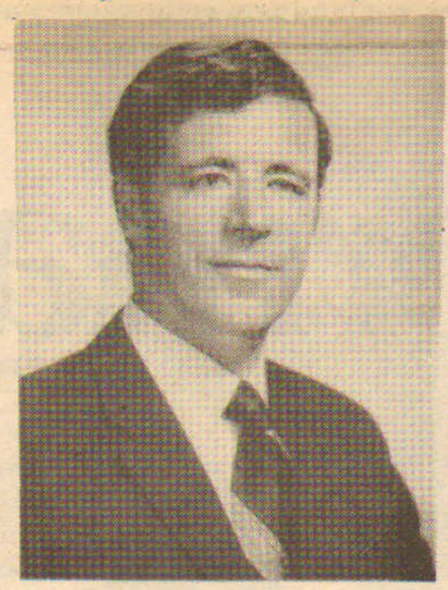
Racquetball Ent. developing $4.4m 81,000 s/f office and athletic facility in East Hartford, Ct.; Sports Illustrated to lease courts.

Carl Traub of C.A. White closes sale of 72,000 s/f plant in Mystic, Ct., for Cerro Wire to Acme Wire with R. Peterson of Shea R.E.

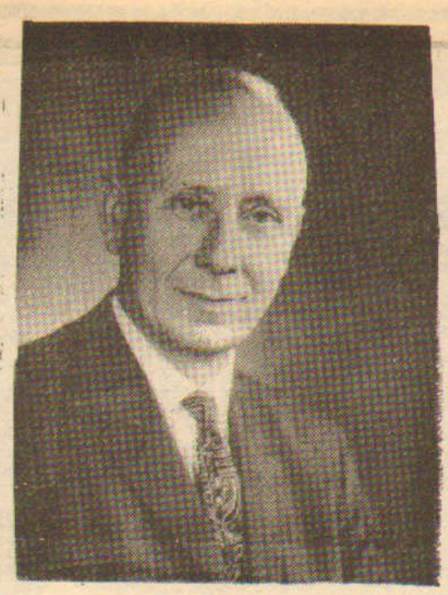
Ned Hobbs of Albert Ashforth leases Darien, Ct., office building for Darien Green Assoc. to Georgia-Pacific Corp.

David Massey & Joseph DiScala of DiScala Assoc. lease 30,000 s/f at Merritt 7 in Norwalk, Ct., to International Business Machines.

Culbro Land Resources opens first building in proposed $6m Griffin Office Center in Windsor, Ct. ; plan 195,000 s/f.



Bill McCall



Joe Skinner



Bill Frykberg



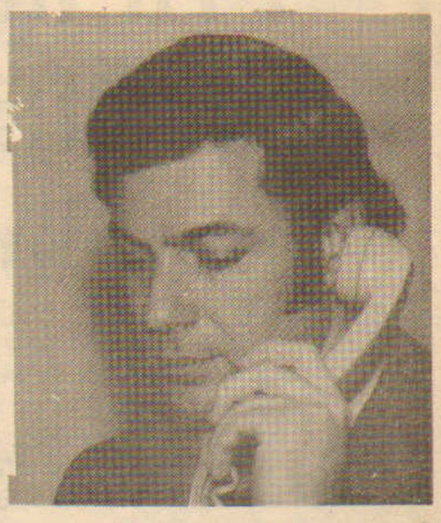
Barry Horowitz



Bill Nealon



Bob Spiller



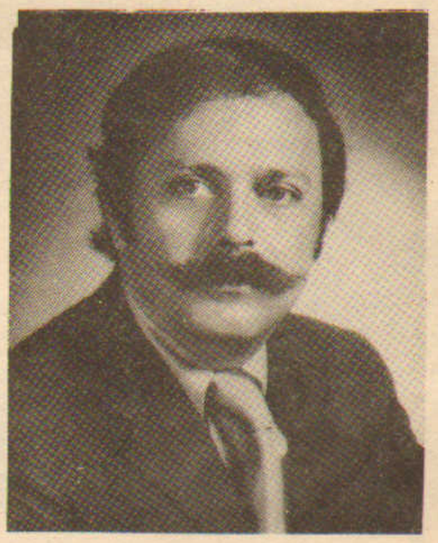
Robert DeMarco



Frank Mason



Roland Trudel



Maurice diMarco

'CONWAY COUNTRY'

Made Headlines in 1979

New England Real Estate Firm opens office on St. Pete Beach
...Suncoast Homefinder, January 1979

Governor-Elect backs Conway-Carlson Bill
...Brockton Enterprise 1/4/79

16 Conway associates complete GRI course
...S.S. News 3/14/79

Jack Conway named to NAR post
...S.S. News 4/18/79

Conway comes to TV and radio
...S.S. News 4/25/79

Conway honors 24 Million Dollar Club Members
...Mirror Publications 5/9/79

Jack Conway computerizes
Globe 5/13/79

Conway sales up again!
...Mariner Publications 6/7/79

Conway wins 4 top ad prizes
...Globe 7/15/79

Conway sales associate saves woman from blaze
...Weymouth News 7/28/79

Northern Mortgage helps Conway with record month
...Mirror Publications 8/23/79

Conway appoints Caswell as Director of Expansion
...Lincoln News 8/29/79

Conway names Rudolph, Cahill Division Vice Presidents
...N.E. Real Estate Journal 9/9/79

Conway Company wins RELO awards
...Holbrook Sun 9/13/79

Conway Company reaches new high in September
...Cape Cod News 10/24/79

Conway opens 25th office in Boston
...Globe 10/28/79

Jack Conway speaks out for tax incentives to stimulate savings
...Pennysaver 12/5/79

Jack Conway, REALTOR®

"Watch Us Make News In The 1980s"

25 OFFICES EASTERN MASSACHUSETTS AND FLORIDA

We're not really changing our name.

We're adding to it.

As the R. D. Bronson Companies we've become quite a force in shopping center and office complex developments. Our business has grown from New England to as far south as Tennessee.

Now we're the Bronson & Hutensky Companies. With Allan Hutensky joining us—bringing his fine legal and development background—we've added greatly to our capabilities and potential.

Today we have 5 new shopping centers and 2 office complexes on the boards. And that's just the beginning. You'll be hearing a lot more from us and our subsidiary Monitor Management.

The Bronson & Hutensky Companies

707 Bloomfield Avenue, Bloomfield, Connecticut 06002
(203) 522-6262

FEBRUARY

Charlestown & Suffolk Franklin Sav. Banks loan $3m for Children's & Transportation Museum's Boston rehab, relocation.

Edwin Lasner & Frank Schlesinger lease 210,000 s/f in West Haven, Ct., for Dormar Properties to Sikorsky Aircraft Division.

Ida Cohen of Star Realty brokers $650,000 sale of 34 units in Boston for Boston Mutual Life to Decker Bros. Construction.

Art Keefe of Sites Unlimited sells $180,000 property in Weymouth, Ma., to Boston Furniture for Dorothy Robar, William Ducker.

Peter Brown of Peter Elliot & Co. brokers $340,000 sale of 25,000 s/f Boston building for Andel Realty to Bennett Inv. Properties.

James Killalea of Street Assoc. & Jack Nies of Nordblom Co. lease 17,300 s/f in Boston for Stanley Chao.

Tambone Corp. starts 53,000 s/f multi tenant building in Wilmington, Ma.; appoints The R. E. Collaborative leasing agent.

Spaulding & Slye Corp. starts 60,000 s/f building at Broadway Executive Park, Oklahoma City; Grace Petroleum lead tenant.

Simon Konover begins work on 88 unit $3m Sec. 8 elderly apartments in West Hartford, Ct.; Kane-Farrell & White architect.

Susan Allen of Star Realty brokers $415,000 business block sale in Brookline, Ma., for B & M Realty to Crown Investment Group.

Thomas Walsh of Codman Co. brokers $275,000 11,000 s/f site in Brighton, Ma., for Morgan Guaranty Tr. to Zip Call Inc.

Blum & Holland sells $575,000 Killington-Pico Motor Inn in Mendon, Vt.; Rutland Savings Bank handles financing.

Previews arranges sale of 1,775 acre The Antlers property in East Stoneham, Me., for $365,000 to Scott McCampbell of New York City.

Tambone Corp. breaks ground for $3.5m multi tenant facility in Manchester, N.H.; plan 140,000 s/f; Seppalo & Aho contractor.

Keewaydin Properties & Preferred Properties sells O'Shea Industrial Park site in Laconia, N.H., to Leisure Fitness Corp.

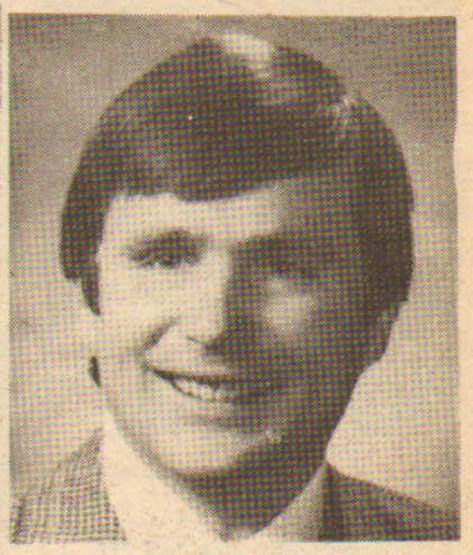
Crafts Appraisal Assoc. negotiates 23 unit apartment sale in New Ipswich, N.H., for Elizabeth & Vaidis Mongirdas for $345,000.



Dave O'Neil



Robert Scott



Bob Wiita



James DeMund



Fred Ohrn



Mark Shair



James Sandberg



Peter Small



Gilbride McManus



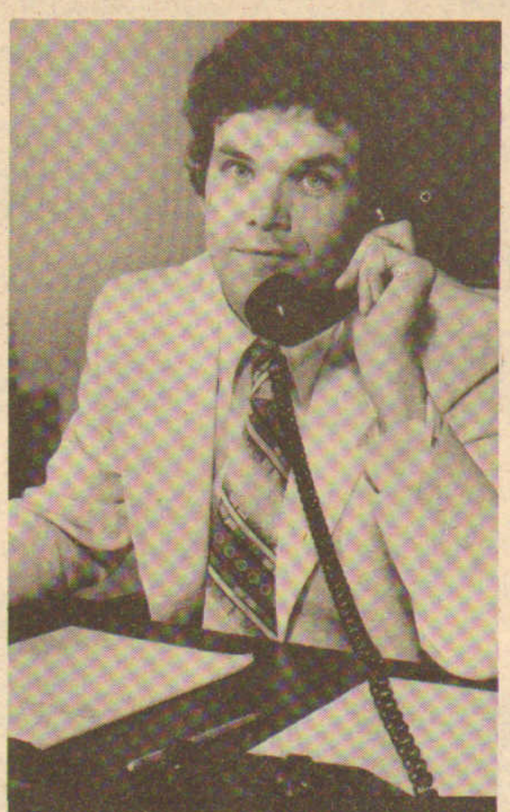
Leonard Bierbrier

We've helped make good old Boston good old Boston, by giving you every kind of mortgage you ask for.



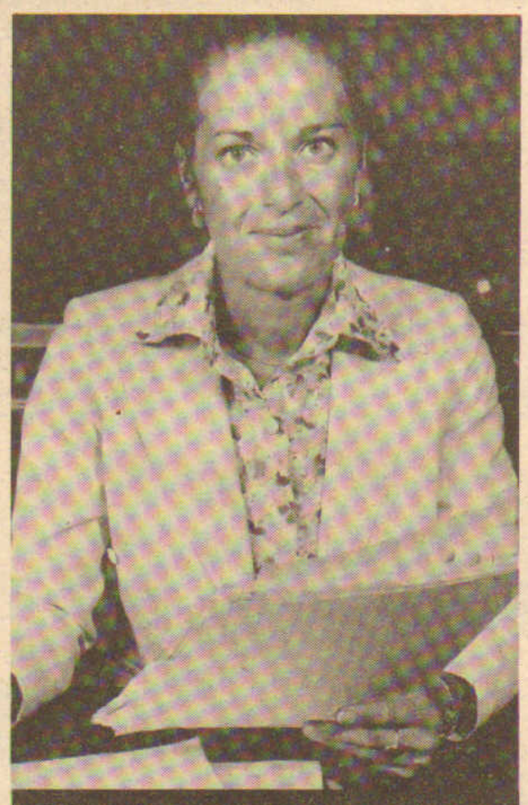
Deborah Harold
Mortgage Origination Department.

"It seemed impossible for us to approve a mortgage for a couple who wanted to buy a house that needed extensive repairs. Our appraisal for the repairs was a lot higher than they had anticipated. But luckily, their friends and relatives offered free labor and sources for discount materials. On that basis we were able to approve a mortgage for their dream house."



John Gottschalk
Mortgage Appraisal Department.

"There was a building – it was nothing but a shell – in a deteriorating Boston neighborhood. A developer came to us with plans to rehabilitate it and, based on my appraisal, we approved the mortgage. Now, other buildings in that neighborhood are being rehabilitated. In fact, ever since The Boston Five went into it with both feet, the whole neighborhood is coming along quite well."



Elizabeth Conahan
Construction Lending Department.

"Two professionals, life-long residents in one of Boston's tightly-knit ethnic neighborhoods, wanted to rehabilitate an apartment building there. Despite the fact that the building and the units were small, and the project was expensive, we approved the loan because of what they stood for: A commitment to upgrade the neighborhood in which they grew up and in which they planned to live the rest of their lives."

Where do you go in good old Boston when you need a mortgage? Any kind of mortgage? The Boston Five Cents Savings Bank.

People at The Boston Five, like Deborah Harold, John Gottschalk and Elizabeth Conahan, are working hard with industry and business leaders, and with homeowners (we're one of the largest residential lenders in Massachusetts) to help finance and build new homes, shopping centers, factories and office buildings, no matter how unusual the plans.

Whatever your mortgage needs, no matter how unusual, call us. We're for you. Because we're for making good old Boston good old Boston.

The Boston Five



Real estate success is a matter of interpretation.

A developer with commercial space to lease. A retailer opening a new unit. A manufacturer expanding or moving into a new location. An investor looking for solid income producing properties or tax relief. All have come to The Norwood Group for assistance and counsel.

Our staff of professionals focus the finest financial and information resources in New England into a service that interprets your goals and identifies profitable solutions.

If you haven't tried our Commercial, Industrial, Investment Division capabilities, call us or write for a free brochure.

The Norwood Group INC.

Commercial/Industrial/Investment Division, 116 S. River Rd., Bedford, N.H. 03102 (603) 668-7000

FEBRUARY

Thomas Leggat of Leggat McCall & Werner and Michael Sherman of Spaulding & Slye lease Burlington, Ma., site to A.D. Little; 60,000 s/f.

Barton Realty opens Barrington (N.H.) Mall; $500,000 general store contains 26,000 s/f; Dover Federal Savings financing.

Mugar Group and Finard & Co. buy 57 acres in Burlington, Ma., for proposed office park; Ryan, Elliott & Co. leasing coordinator.

Back Bay, Boston, 80 unit restoration by Zena Nemetz chosen for study by Dept. of Interior; Home Savings finances $2.5m project.

Turner Const. converts Union Wharf, Boston, site to 81 living condos for James Craig, Austin Health and Frank McCourt.

Robert Walker of Henry Coleman and Americo DiMann of DeFelice Realtors sell $155,000 Providence building to Charles Krasnoff Assoc.

Symmes Maini & McKee designs 44,000 s/f Isotronics plant in New Bedford, Ma.; John Fellouris contractor.

Jim Aberg and Frank Roche of Keewaydin Properties negotiate $1.65m sale of 124 apartments in Concord, N.H., for Lexington Mgmnt.

Joseph Keller places $6.4m permanent mortgages for five firms planning 374,000 s/f at James Shane's Pk. Pl. Ind. Pk, Norwood, Ma.

William Coughlin of Ryan, Elliott & Co. sells $525,000 office building in Boston for Contiental Ins. to United Fund; 65,000 s/f.

Peter Van Strum of H. Pearce Co. sells $175,450 New Haven, Ct., office building for Milton Rice to Harry Lundblad & Carl Erickson Jr.

Crown Inv. Group buys 21,000 s/f Lawrence, Ma., office building from bank group headed by Essex Broadway Savings for $540,000.

Supermarkets General sells 825,000 s/f North Berwick, Me., warehouse to Pratt & Whitney Aircraft for $9m.

Nathan Cooper, Joseph Coppola & Alan Miller plan $3m shopping center in East Haven, Ct., on nine acre urban renewal tract.

Cavanagh, Fritz & Co. leases 40,000 s/f for Westport Co. in Hartford to Aetna Life & Casualty; $1.5m transaction.

Sheldon Liner & Monroe Somer of Kershner Co. sell 90 units in West Haven, Ct., for Valley Investors for over $1m.



Ray Coots



Edward Hobbs



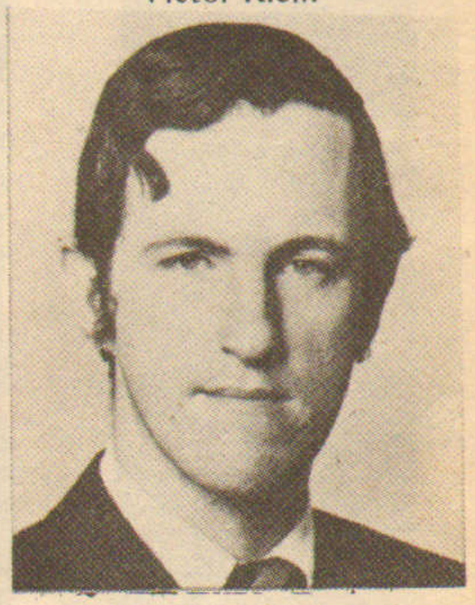
Victor Klein



Robert Hakala



Leonard Sucsy



Duff Ramsey

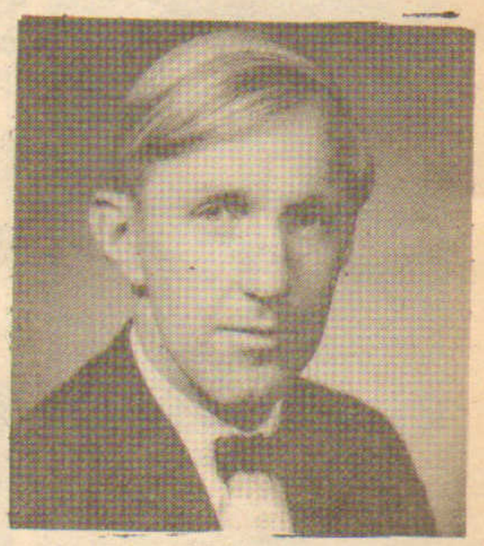




Norman Leventhal



John Cavanagh, Jr.



William Coughlin

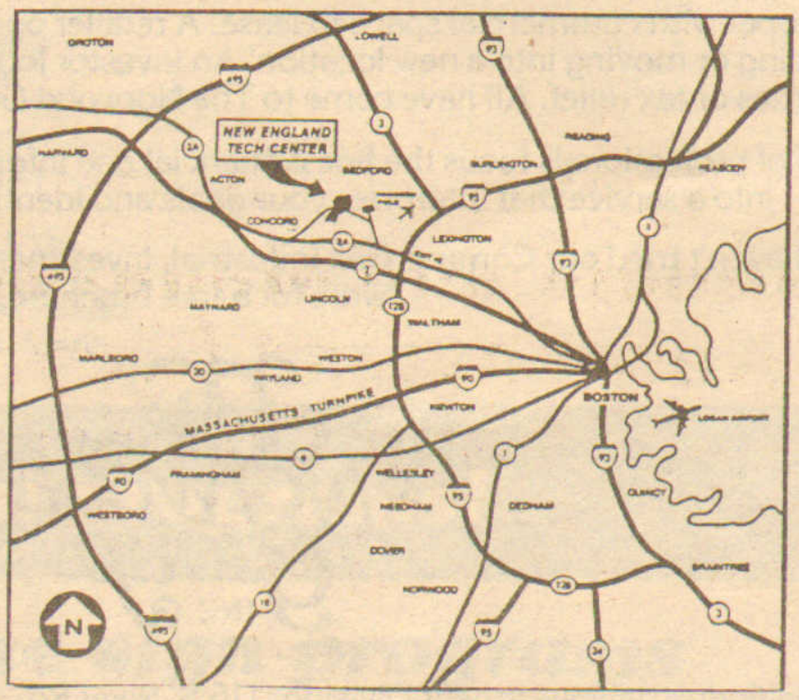


New England Tech Center

The dynamic growth of high-technology firms within New England has created new demands for professionally-planned and executed office and research facilities in the Route 128/Greater Boston area. New England Tech Center concentrates on current and future space needs of high-tech firms and fulfills their special requirements with an ideal combination of working and living environments.

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- Six multi-tenant buildings ranging in floor area from 30,000 to 60,000 square feet
- Distinctively-designed two and three-story buildings faced with traditional earth-tone brick and continuous solar-bronze window units allowing maximum light to interior space
- Building environmental systems incorporate the latest energy conservation technology
- The buildings are sensitively sited to blend with natural ground contours and heavily-wooded surroundings
- Ample free parking and docking for delivery vehicles provided adjacent to each building

New England Tech Center
Concord, Massachusetts
Occupancy: Fall 1980



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MARCH

Winmar Co. plans 210,000 s/f store for Sears, Roebuck & Co. at South Shore Plaza, Braintree, Ma., next to 1,525 car garage.

Sydney Green of Star Realty brokers $950,000 Brookline, Ma., sale of 35 apartments for 1969 Family Ptrsp. to Inman Leff.

Leonard Bierbrier handles leases for three Pewter Pot Family Restaurants at Pyramid and Wal-Lex centers in Massachusetts.

John Begley Co. brokers sale of $750,000 Brighton, Ma., industrial building for General Electric & National Life Insurance.

Grossman Ind. Properties building 25,500 s/f terminal in East Boston, Ma., for Burlington Northern Air Freight.

John Weld of Algonquin Properties sells $145,000 Needham, Ma., office building for Jerry Derenzo to John Goldman.

Dan Woolley of Ryan, Elliott & Co. sells $505,000 137,000 s/f Clinton, Ma., industrial site for Colonial Press to Nypro Inc.

Miano Realty & Mortgage handles sales of 4 Ct. restaurants totaling $545,000; Rittenhouse & Garofolo cobroker $165,000 sale.

Equitable Life loans $2.7m for Datel Systems' 115,000 s/f plant at C C&F's I-95 Ind. Center at 495 in Mansfield, Ma.

Channel Building Co. contractor for Ventron Corp.'s corp. headquarters, 25,000 s/f, in Danvers, Ma.; Symmes Maini McKee architect.

Hamel Realtors & Dennis Smith Realty Assoc. cobroke $265,000 22 unit Bartlett, N.H., motel sale; Carroll County Tr. financing.

Manchester Country Properties & Previews sell 554 acre farm in Arlington, Vt., to Steve Lundy for Putnam memorial Hos.; $300,000.

Corcoran Mullins Jennison opens 441 unit $21m King's Lynn apts. in Lynn, Ma.; MHFA loans $19m; Corcoran Const. contractor.

Dimeo Const. to develop 90 acre Warwick, R.I., Metrocenter; appoints Charles Francis of Ryan, Elliott & Co. of R.I. agent.

Commonwealth Mortgage takes part in first Sec. 235 housing in Ma.; Lesley Holbrook develops $1.6m Bridgewater single families.

Robert Sweeney & Paul Daly of Henry Cooke sells $237,000 Providence industrial building to Stratford House for 65 apartments.



Simon Konover



John Woodruff



Jerry Ragosa



David Neelon



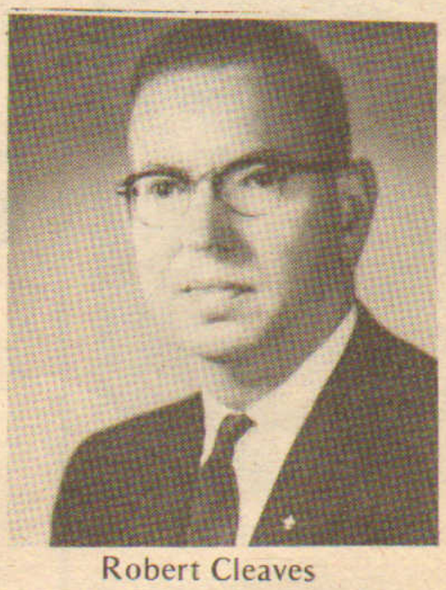
Phil Roderick



Sam Reinherz



Ed Lasner

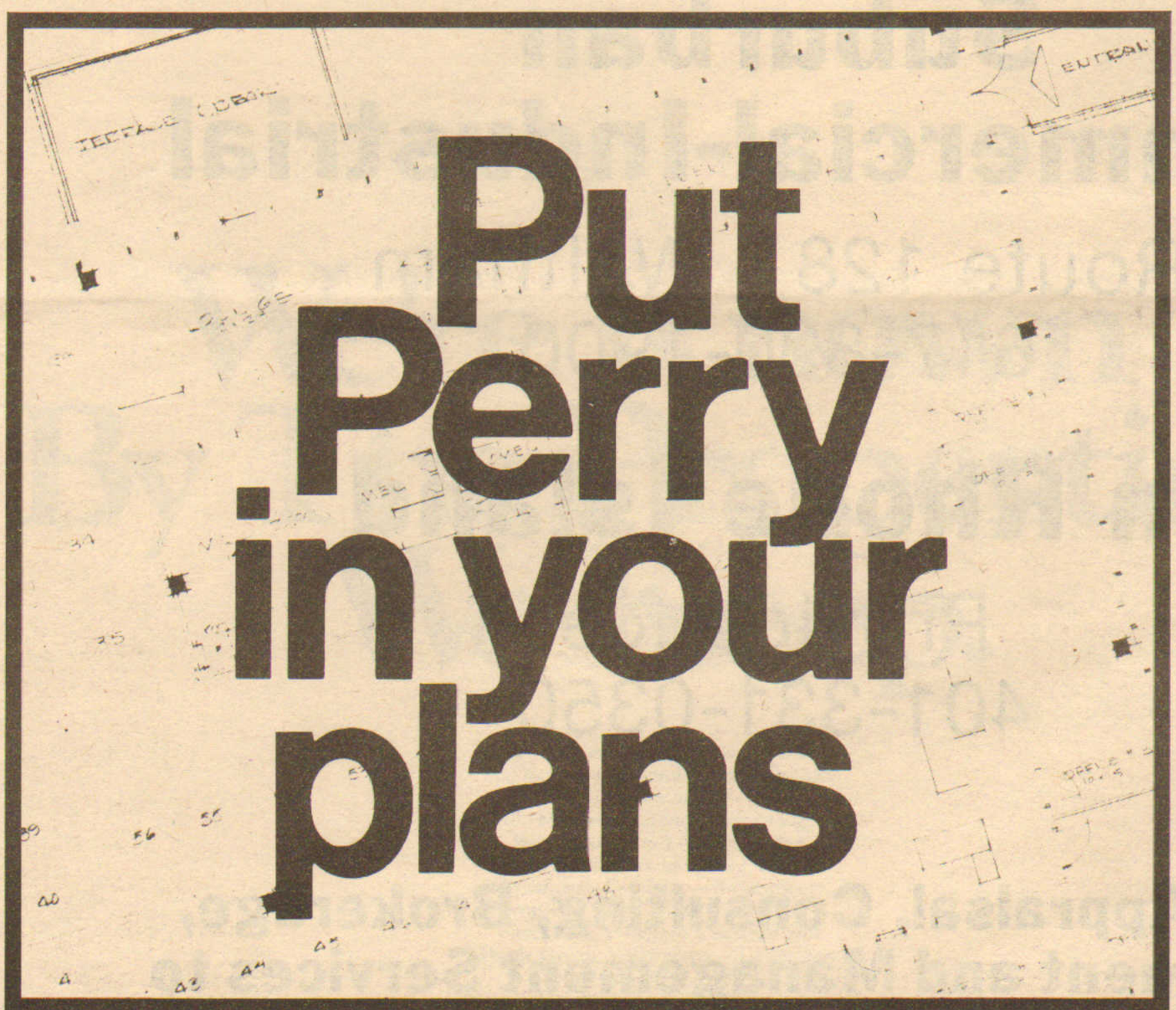


Robert Cleaves



Richard Hayes





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The new, 39-story, 750,000 sq. ft. office tower will be complemented by an elegant 300-room hotel, to be created by the total renovation of an existing landmark building. A 400-car garage and prestige retail facilities complete the complex. The hotel and office tower will be linked at ground level by a private, landscaped street and above by a magnificent, six-story, glass-walled atrium.

The sensitive sculptural design of the office tower results in a building with floors ranging from 10,000 to 23,000 sq. ft. A typical floor is 22,000 sq. ft. This unique design affords flexibility and efficiency for tenant organizations of all sizes. Completion is scheduled for 1981.

One Post Office Square is a development of The Beacon Companies. For further information, contact Edmund H. White at (617) 742-5500.

The Beacon Companies
One Center Plaza
Boston, MA 02108



MARCH

Boyer Realty syndicate buys 214 units in Branford, Ct., from Abe Timkin for $4.7m; 33 buildings managed by Boyer Realty.

Arthur Rother & Henry Price of Data Realty negotiate $1.5m sale of 103 townhouses in Groveland, Ma., for Cedar Homes to Stan Davis.

Thomas Luff of Colony Village Assoc. buys 72 units in Auburn, Ma., from George Gemme for over $1m.

Michael Sherman of Spaulding & Slye leases 40,000 s/f at New England Exec. Pk., Burlington, Ma., to Epsilon Data Management.

Charles Detwiller of R.M. Bradley handles lease for Stanton Black to Continental Insurance at Riverview Business Pk., Malden, Ma.

Michael Godt of William Pitt signs ITT Rayonier for 82,000 s/f at Stamford (Ct.) Exec. Ctr.; Prudential & Fisher Bros. developers.

FIP to construct 35,000 s/f for Fireman's Fund Insurance at Avon [Ct.] Park South; ninth facility for FIP to occupy 10 acres.

Frank Jacko & Raymond Milyo of Investors Mortgage handle $262,000 Bridgeport, Ct., sale to City Savings Bank.

Louis Terrusa of DiScala Assoc. sells historic Norwalk, Ct., 4.85 acre parcel to Baker-Gateway for $875,000; plan apartments.

Colonial Bank loans $7.5m for 41 acre Southbury, Ct., center planned by Rudy Gatto, O & G Industries and Fusco-Amatruda.

Hayes Corp. handles sale of $377,000 Tolland [Ct.] Shopping Center for Heritage Savings & Loan to George Kanehl.

Dow & Condon brokers $5.3m Culbro Land Resources' 37 acre site in Bloomfield, Ct., to Hartford Insurance Group.

Henry Coleman handles $135,000 sale of 18,300 s/f Providence building for Michael Meiselman to Jack Keigwin & Raymond Paolino.

William Petzold of Endicott Plaza leases Danvers, Ma., site to Racquetball International for 12,000 s/f $800,000 10 court facility.

Data Realty handles $15m exchange of 31 properties in seven states; Myron Roberts' Imperial Towers in Newton, Ma., involved.

Jewel Co. of America buys site at Howard Ind. Park, Cranston, R.I., for 80,000 s/f $5m production facility.



Francis Perry



Ferdinand Colloredo-Mansfield



Tom Leggat



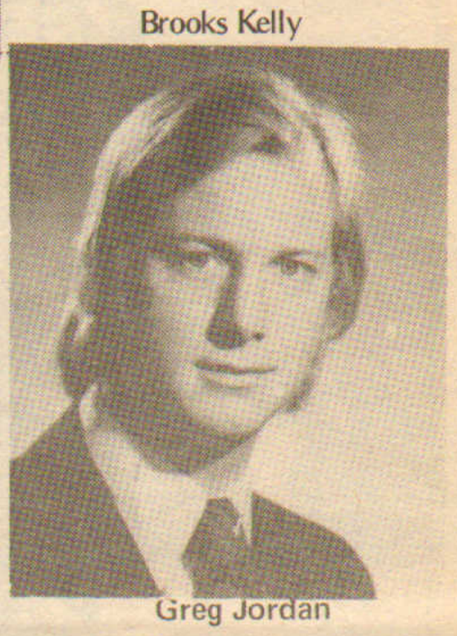
Robert Holmes



Edward Werner



Brooks Kelly



Greg Jordan



Ray Drake



Don Greene



Theodore Combs

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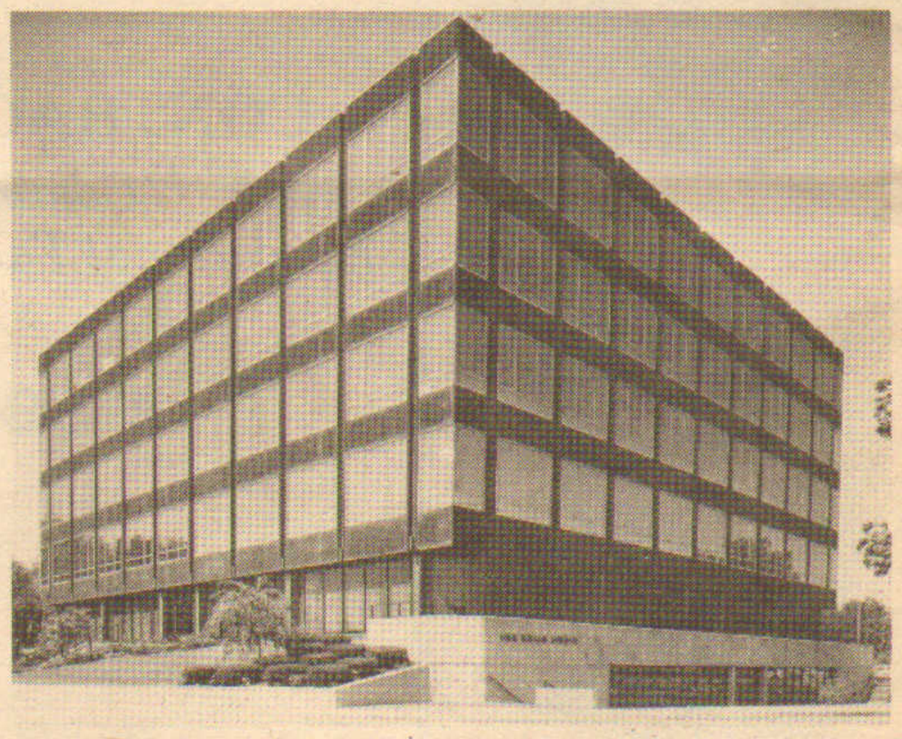
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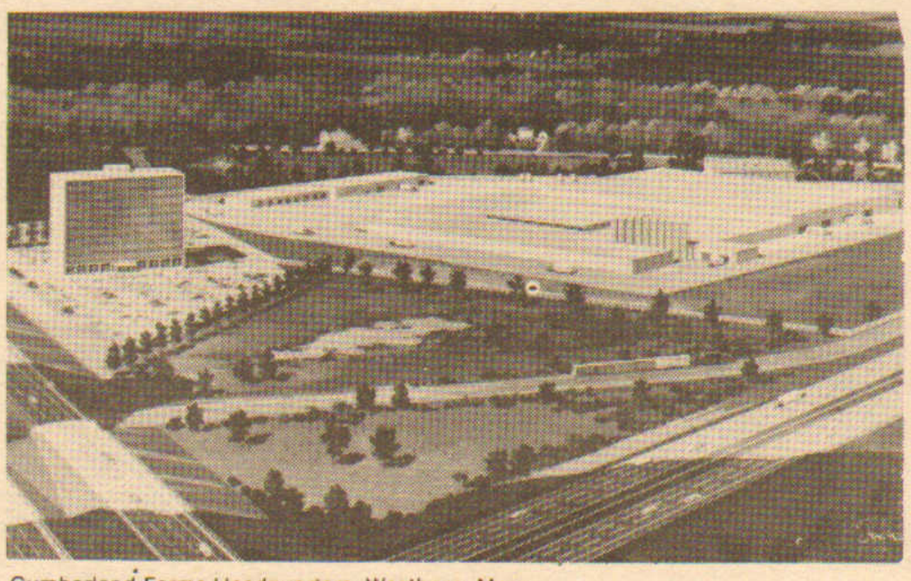
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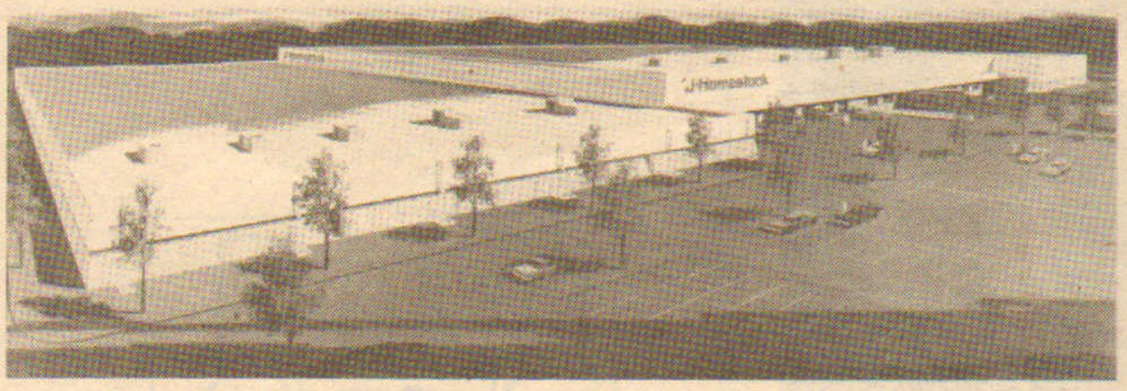
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Cumberland Farms Headquarters, Westboro, Mass.



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Shopping Malls Condominiums

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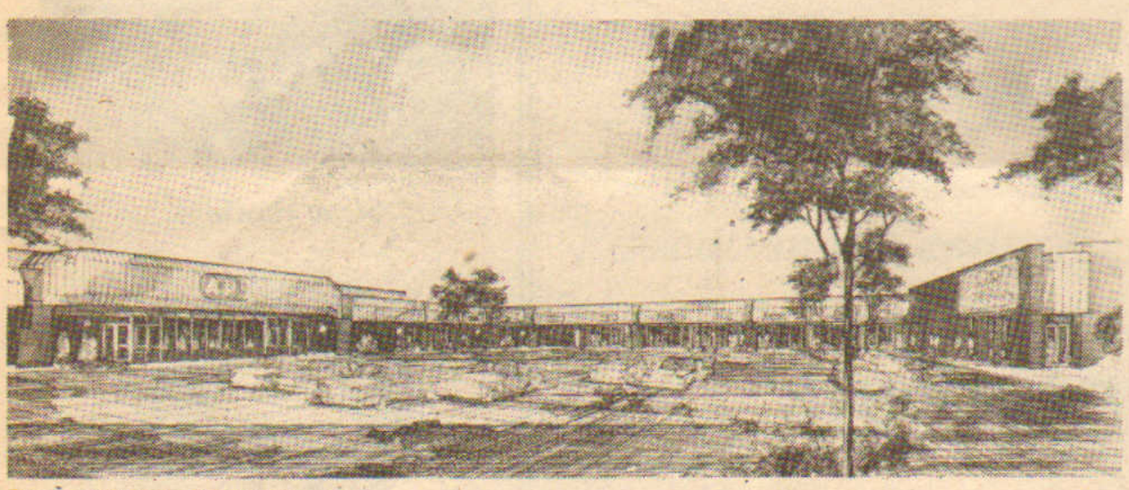
We're available for real estate consulting.

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

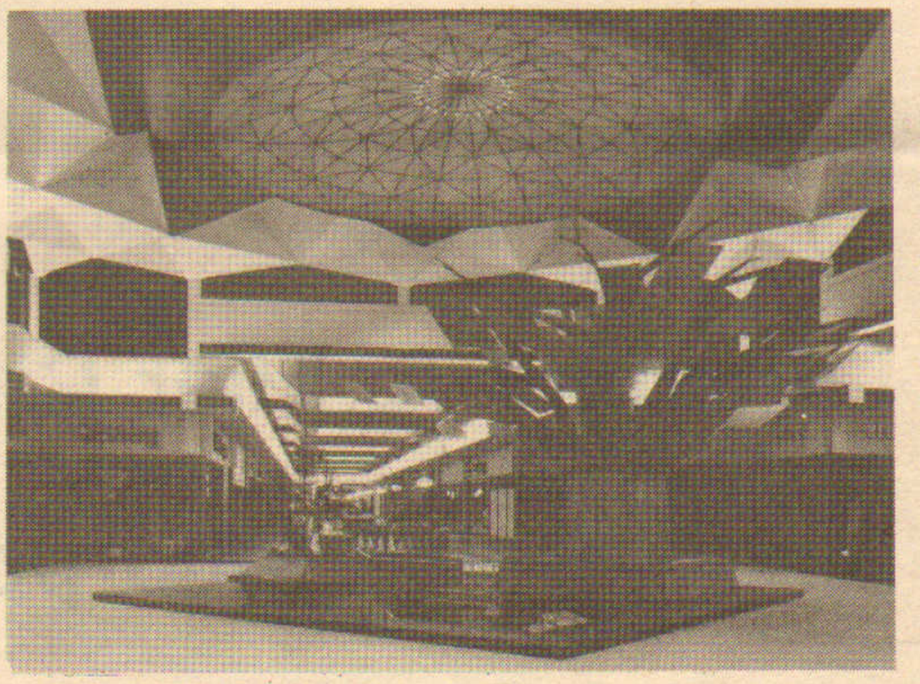
We're at One Wells Avenue in Newton, Mass. 02159. There are any number of reasons for calling.

But only one number to call.

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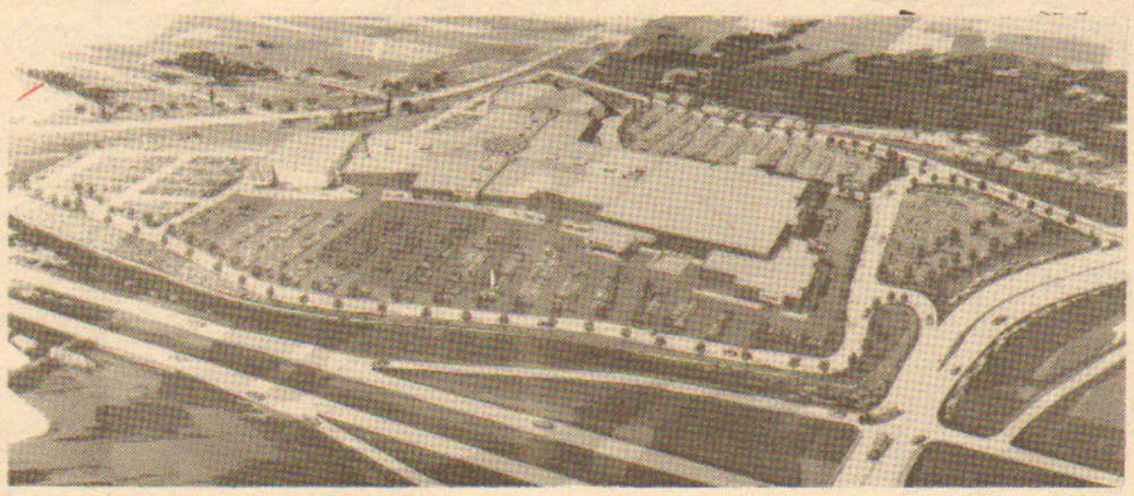
Bunker Hill Mall, Charlestown, Mass.



Liberty Tree Mall, Danvers, Mass.



The Arboretum



The Mall of New Hampshire, Manchester

Industrial Parks
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Apartment
Health Care Facilities
Office Parks

State Properties of New England

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APRIL

Oscar Wasserman of Devco Inc. to build 110 unit $10m luxury condominiums on 29 acres near Charles River C.C. in Newton, Ma.

Boston Mortgage Co. places $2m government guaranteed loan to Galileo Electro-Optics for 20,000 s/f plant in Sturbridge, Ma.

Perini Land and Gary Graham convert Boston building to Back Bay Racquet Club in $1.6m rehab; Maurice Frye of R.M. Bradley broker.

Bill Dillon of Ryan, Elliott & Co. sells Genoa Packing Co. site in Cambridge, Ma., to Superior Nut Co.; 60,000 s/f for $500,000.

Douglas Porter of John Begley Co. brokers $300,000 industria building sale in Woburn, Ma., for Yusen Assoc.; 17,000 s/f site.

John Clunie of Algonquin Inc. leases 12,000 s/f building in Westwood, Ma., for International Multifoods to Total Graphics.

Green Co. building 174 unit three building condominium on site of former Belmont Hotel in W. Harwich, Ma.; $90,000 to $200,000 range.

Sidney Fagelman building 150 units in South Yarmouth, Ma., with $5m financing from Ma. Housing Finance Agency.

Arthur Winn starts 200 unit Riverside Towers in Medford, Ma.; MHFA loans $8.5m; Sydney Const. Contr.; Eisenberg Haven architect.

Arthur Cook & Thomas Patton of Ryan, Elliott & Co. lease 34,000 s/f in Woburn, Ma., for William Cummings to Raytheon Co.

Turner Barker Realty brokers $1.2m sale of Portland, Me., office building for Universal Realty & Thames to Commerce Building Assoc.

Gerald Baizen of Carlson Assoc. sells $515,000 25 unit Brighton, Ma., apartments for Security Realty to Ridgemont Realty Trust.

Fred Baldwin negotiates sale of Londonderry, N.H., business property; Derry Bank & Trust loans $300,000 for 20,000 s/f purchase.

Keenan Auction Co. sells 77,832 s/f McAuley Textile property in Ellsworth, Me., to John Linnehan for $335,000.

FirstBank Mortgage Corp. arranges $3.7m construction loan for Development Group's 84 unit Milford, N.H. condominium site.

Shaw's opens 37,000 s/f supermarket at Francis Messina's shopping center in Weymouth, Ma.; largest on South Shore.



Dave Pergola



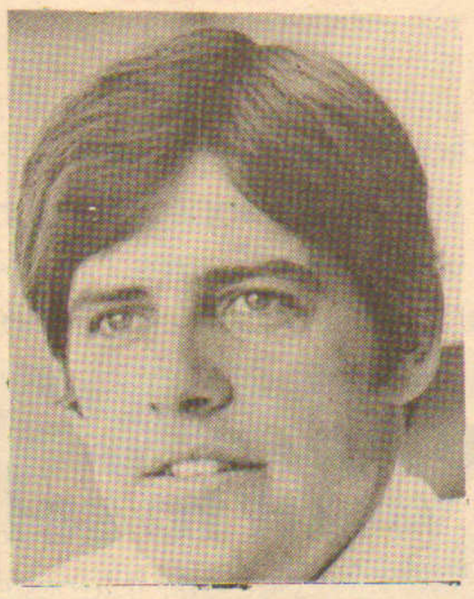
Jack Conway



Tucker Miller



Rene Poyant



Robert Stewart



Dorothy Hickox



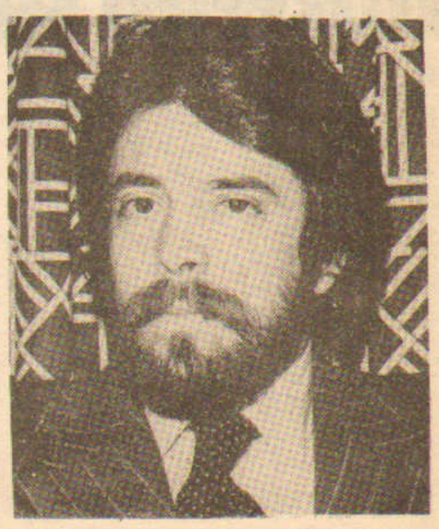
Steve Hawkins



Charles Francis



Bert Druker



Ron Druker

Richard A. Flier City Interests

and

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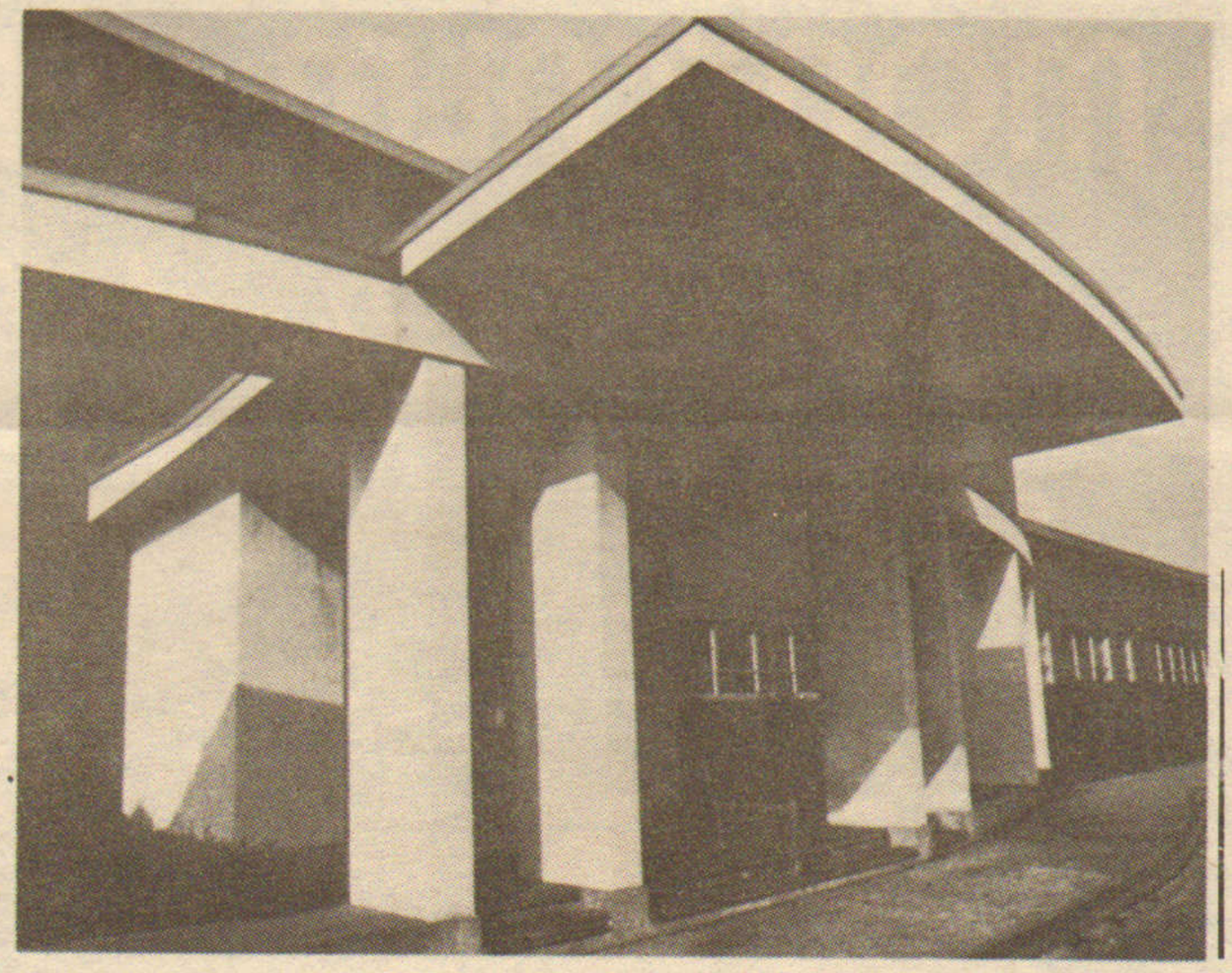
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APRIL

Spectrum Financial places $7m permanent mortgage for James Sullivan & Edward Fish 597 car Faneuil Hall area parking garage.

William Sommer of Peter Elliot & Co. leases 8,200 s/f offices at 128/One Executive Office Bldg., Dedham, Ma., to Royal Globe Ins.

Robert Shannon of Algonquin Inc. sells $200,000 28,000 s/f industrial property in Medford, Ma., for Robert Carl & Co.

Haim Eliachar & Mel Barkan start $2.3m 60 unit apartment in Newton, Ma.; MHFA and State Street Bank handle financing.

Ferland Management appointed manager of 256 unit Brook Haven Estates in Attleboro, Ma., by George Rucker Realty Co.

Jerry Ragosa of Minot DeBlois & Maddison and Lynne Barron lease 17,000 s/f in Cambridge, Ma., for R.E. Investment Trust of America.

Filene's Basement opens 34,000 s/f on upper level at Worcester Center; Wilder-Manley & Beacon Companies developers.

O'Connell & Co. sells $100,000 57,500 s/f site in Westboro, Ma. for Cumberland 77 to Charles Napoleon for shopping facility.

Finard & Co. building 150,000 s/f offices in Portland, Me.; First of Boston Mortgage Corp. providing financing.

Tofias & Co. and Codman Co. handle $975,000 industrial building sale in Burlington, Ma., to Blanton Wiggin; 40,000 s/f.

James Kogut handles $5m sale and leaseback of Volkswagen's 205,000 s/f site in Wilmington, Ma., to Prudential Insurance.

Dartmouth Co. building 78 unit condominium in Portland on 110 acres; $3.2m development by Consumers Water Company.

Arnold Kahn of Carpenter & Co., Dexter Marsh of Meredith & Grew lease store in Boston for Kuwaiti Interests to Andre & Cia.

Gans Realty plans 40,000 s/f office building in Greenwich, Ct.; Albert Ashforth appointed leasing agent.

Harvey Hoverman & Elliott Pollack purchase $1.25m 70,000 s/f New Britain Bank & Trust Bldg. from Bowery Savings Bank.

Ben Sisti & Johnathan Googel buy $2.2m New Britain, Ct., shopping strip from New Britain Federal Savings & Loan Assn.



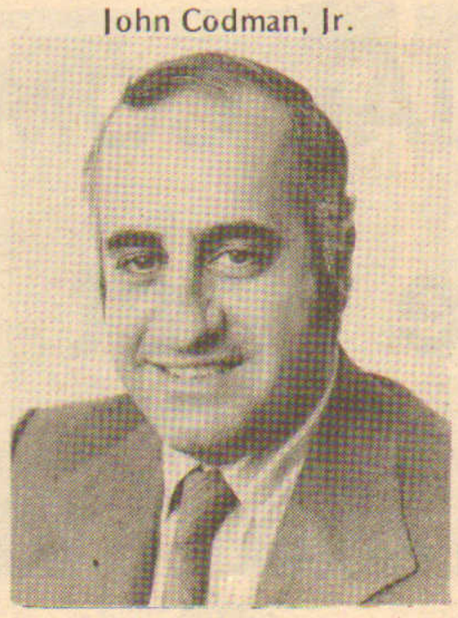
John Codman, Jr.



Arnold Peck



George Slye



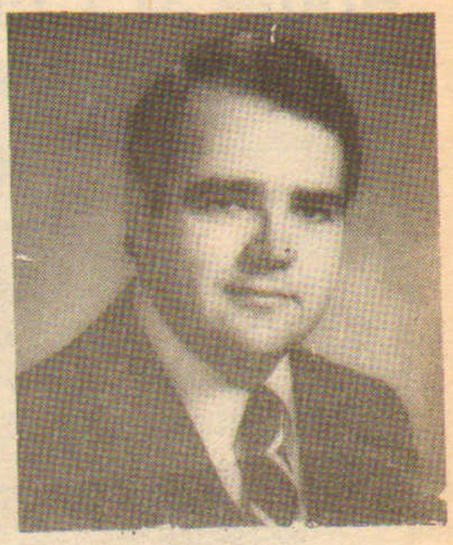
Edward Haddad



Tony Parker



Rodger Nordblom



David Ferron



Ron Champagne



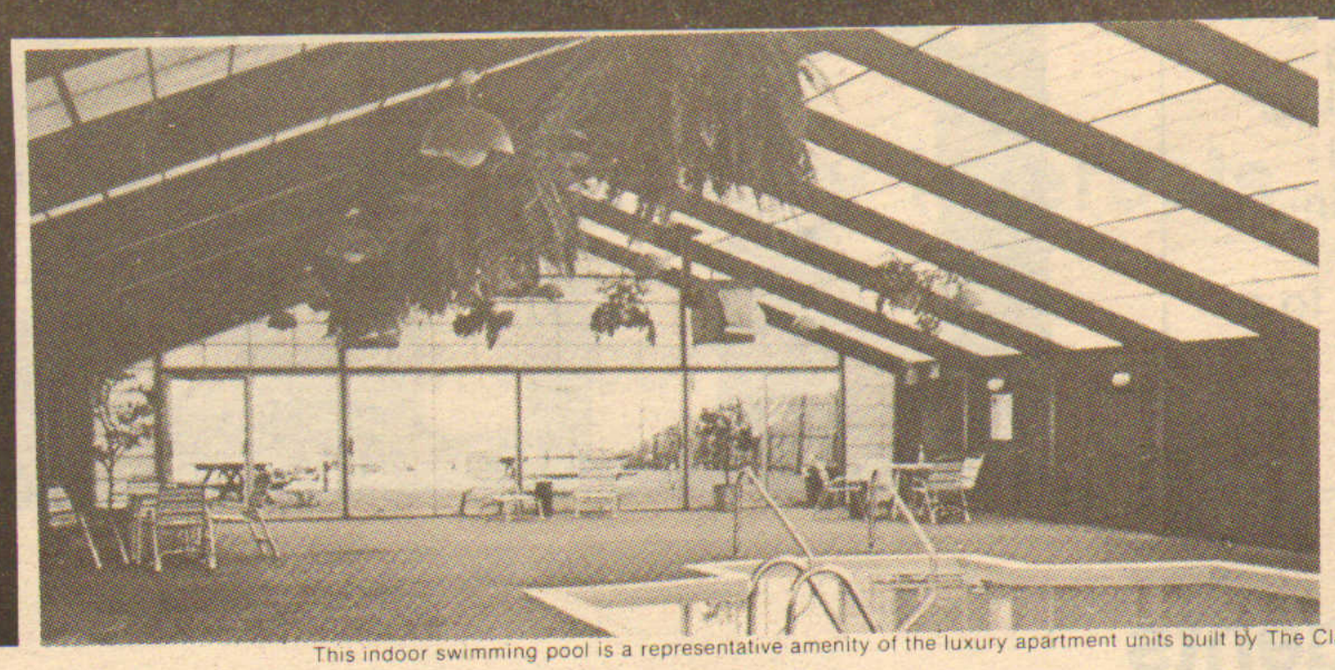
Gordon Hall III



Joel Wilder

MONTCALM HEIGHTS

Luxury Apartments



This indoor swimming pool is a representative amenity of the luxury apartment units built by The Claremont Company, Inc.

The Claremont Company, Inc. is a professional real estate firm engaged in the development, ownership, and management of income producing real estate. The primary goal of the Company is the development and acquisition of high quality, long term investment property that the Company will continue to own and manage.

The Company activity was originally centered in Southeastern Massachusetts, but now operates throughout the New England States. The Company has been involved in acquisition, development, and management of properties, both in the private sector and the public sector, utilizing state and federal finance programs, as well as conventional banking and insurance company financing for the past twelve years.

The Claremont Company, Inc. and its affiliate companies, presently own and manage in excess of 46 million dollars worth of real estate, representing in excess of 1,555,510 square feet of rental space. Included in these holdings are 1,404 residential apartment units, 3 office complexes and a shopping center.

The Claremont Company, Inc. has successfully developed 6 housing complexes under the Massachusetts Housing Finance Agency (MHFA) Program, dating back 10 years ago to the MHFA's initial inception. Claremont successfully developed the Clarkwood Apartments as a complete conversion and rehabilitation in 1969-1970.

Claremont has completed $27,450,000 in total development under the MHFA program. Claremont's track record and credibility as a proven developer can be verified, including not only the acquisition, development, and construction of these properties, but the successful operation on a long term basis. Management abilities of the Company have proven themselves over the past twelve years.

THE CLAREMONT COMPANY, INC.
REAL ESTATE
908 Purchase Street, P.O. Box E-814, New Bedford, Massachusetts 02742 **(617) 996-3931**

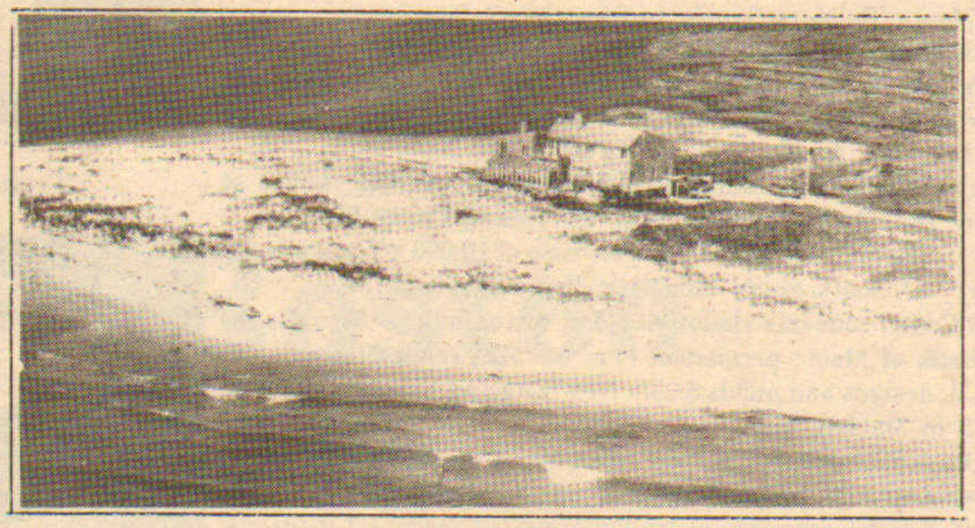
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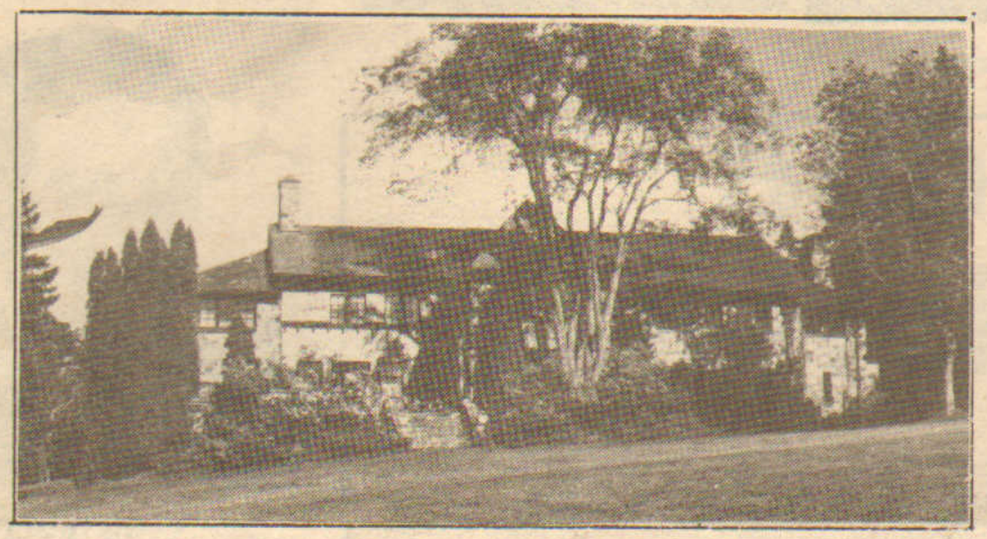
WE OFFER OUR LISTINGS TO ALL BROKERS TO SELL



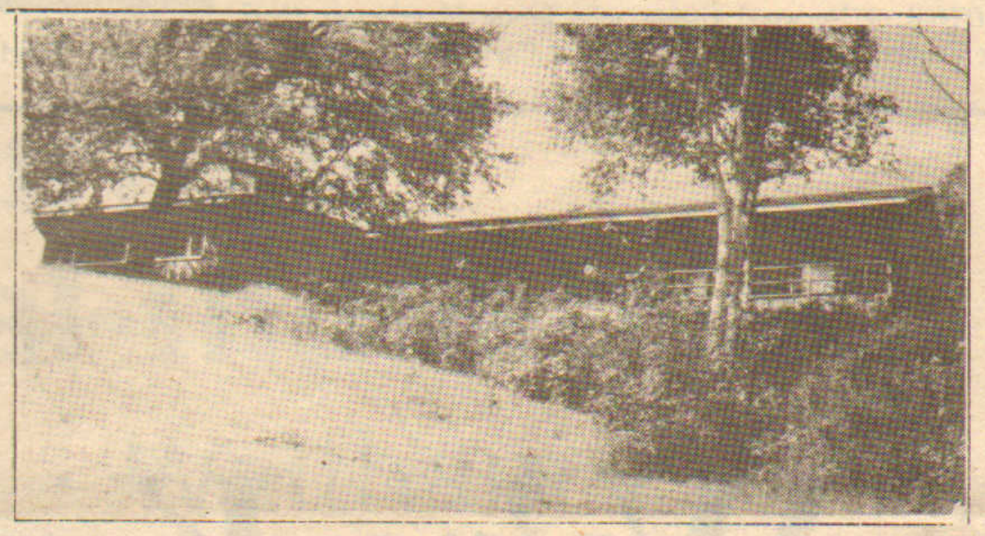
Wilmot, New Hampshire. Fabulous 200-acre wooded estate with a grand 38-room manor house on a 900' elevation encompassing panoramic mountain views. In A-1 condition with spectacular indoor swimming pool complex and large rooms. 13 bedrooms, dormitories, 40' living room; dining room seats 50. Separate heated apartment. Tennis court. Farm buildings. Complete seclusion. Could convert to medical or rehabilitation center, educational facility, a research/study center. Or, could be subdivided. 3-acre zoning. $950,000. NEJ-52202.



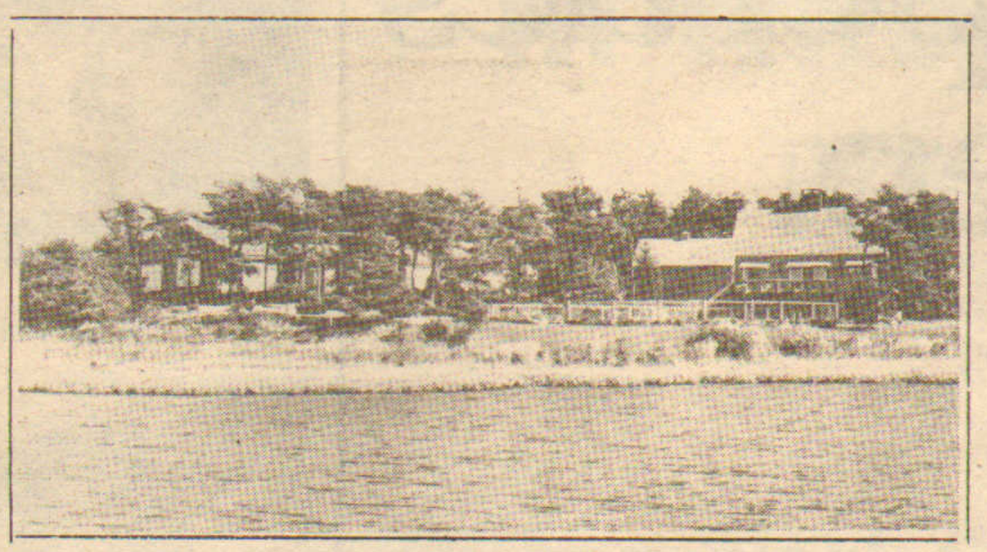
Newport, Rhode Island. "Idlehour," one of Newport's truly elegant estates, borders Lily Pond and overlooks Atlantic Ocean. 5 acres of sweeping lawns and exquisite gardens accented with swimming pool, terrace and pool house . . . highlighted with a magnificent French chateau-style stone residence. 7 bedrooms, 6½ baths, beautiful paneling, 9 fireplaces, 36' x 20' living room with French doors opening to terrace. The panorama of these famous sailing waters is seen from practically all major rooms. $450,000. NEJ-52200.



On Lake Manitou, Quebec, Canada. Magnificent estate in the Laurentian Mountains . . . one hour from Montreal. Breathtaking views across lake. 2 docks and boathouse on the 600' lake shoreline. The splendidly built fieldstone residence with an air of elegance is spacious with 22 rooms, which include 7 bedrooms, fabulous 46' x 30' oak paneled drawing room, an apartment, and servants' quarters. 2 guest cottages. Beautiful parklike setting on 12 acres. Offered substantially furnished at $395,000. NEJ-52194.



Goose Rocks Beach, Kennebunkport, Maine. Outstanding Contemporary Saltbox on 4-acre peninsula tip with 700' water frontage and one of the most protected, warmest and safest beaches which extends from the ocean side to tidal river and to saltwater marsh. Nature in all its moods can be enjoyed with great security, privacy and comfort from this exceptionally well-built house with great charm and an air of elegance . . . carpeted throughout. 12 rooms, 3½ baths. Solarium has dining area. $365,000. NEJ-52195.



East Falmouth, Massachusetts. Fantastic waterfrónt property for summer or year-round living. Two charming 8-room Contemporary houses with great expanses of glass on 1½ beautifully landscaped acres, with heated and plexi-glass windbreak fenced swimming pool, slope down to the shoreline of Bourne's Pond opening to Vineyard Sound. Swimming beach. Both houses have a huge game room, enjoy complete privacy and water views . . . have easy access to pool . . . and each has lovely gardens. Offered at $315,000. NEJ-52206.



West Fairlee, Vermont. In surroundings of unspoiled beauty at a forest-secluded elevation of 1,350' is this 8-room mountaintop Contemporary with spectacular views . . . designed for carefree living and energy conservation. The main living area and master bedroom are in the great hexagon . . . the attached 50' summer wing has 4 bedrooms. Greenhouse, workshop, garages for 4 cars. 110 acres of woods and fields. Near Dartmouth College, country clubs, golf courses, airport and ski areas. $350,000. NEJ-52203.

ILLUSTRATED BROCHURES AVAILABLE ON REQUEST . . . ASK BY PROPERTY NUMBER

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MAY

Boston Mortgage Co. arranges sale of 84 units in Harwich Port, Ma., for Fontaine Bros. to Lamar Properties of N.J. for $2.1m.

Wesley Marans of R.M. Bradley sells $450,000 Beacon Hill garage for Rimmer St. Garage to Jonathan Davis and Elliot Conviser.

Sandra Avellone of Saunders & Assoc. signs Varig and Iberia Airlines for Statler Office Building; over 20 airlines in facility.

The Real Estate Collaborative leases 90,000 s/f building in Woburn, Ma., for Mystic Builders Supply to Sweetheart Plastics.

Kenneth Shaffer & Cynthia Wevers of Algonquin Inc. sells office building in Newton, Ma., to Technical Aid for Wilex Realty; $325,000.

Rauseo & Co. leases 100,000 s/f of Boston waterfront space for Duddy's Inc. to A.A. Martin Transportation Co.

Whitney-Pehl Const. building 40,000 s/f manufacturing facility at Park Place Ind. Park, Norwood, Ma., for United Citrus Products.

Joseph O'Neil of Chase Assoc. handles lease of 10,000 s/f building for A.W. Perry at South Shore Industrial Park, Hingham, Ma.

Barkan Const. converts Hallowell [Me.] cotton mill to 57 units for elderly; Bank of Maine permanent loan for $2m. rehabilitation.

Stone Co. designs and builds $1.5m New England Shrimp Co. plant, 53,000 s/f, in Malden, Ma.

Valle's buys $258,500 site in Worcester, Ma., from Red. Auth. for its 31st restaurant; $1m property to seat 400 persons.

Meredith & Grew arranges $1.4m financing for 32,000 s/f industrial building in Nashua, N.H., for William Korsak and David Holden.

Bud Singer of Town & Shore Homes & Bruce Tindal of Ethelyn Giles Realtors sells $650,000 Boothbay Harbor, Me., island with Previews.

Warren Sawyer starts 66 unit Saco, Me., elderly housing; site for $1.9m project brokered by Theodore Scontras of Peterson Realty.

Norman Head of Hamel Real Estate brokers sale of Glen, N.H. restaurant for $152,000; White Mountain National Bank financing.

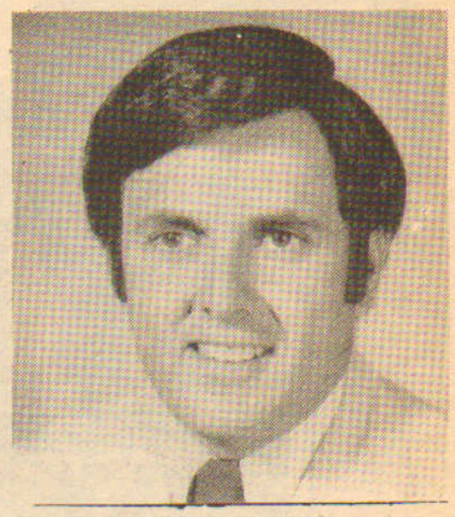
Dave O'Neil of Norwood Group sells $2.4m Manchester (N.H.) Shopping Center for Waltson's Corp.; Jeff Purtell listed property.



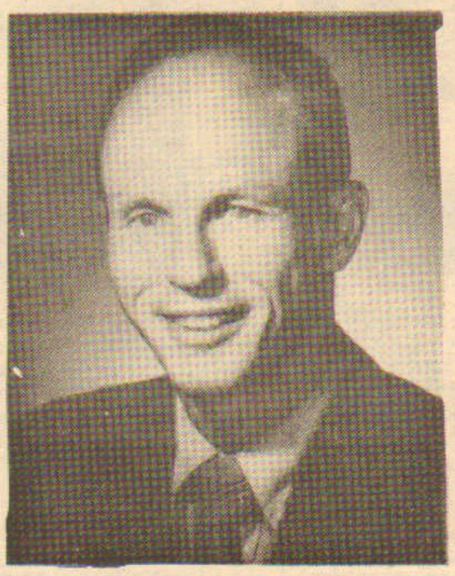
Erving Simonds



Gerald Nash



Edward Houck



Fred Maretz



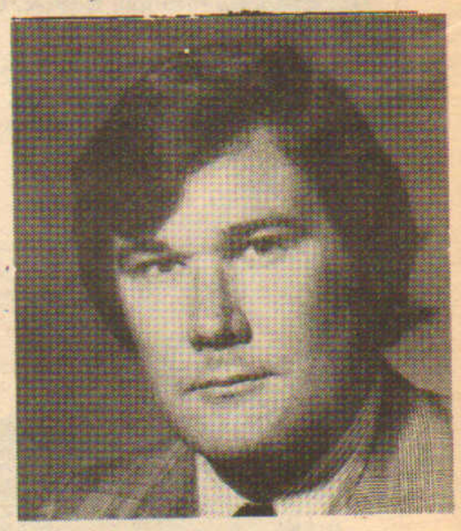
George Boyer



Amy Hauss



Lewis Heafitz



Thomas Walsh



Norman Gosline



Paul Spinazzola

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Westbrook Village — Chestnut Hill
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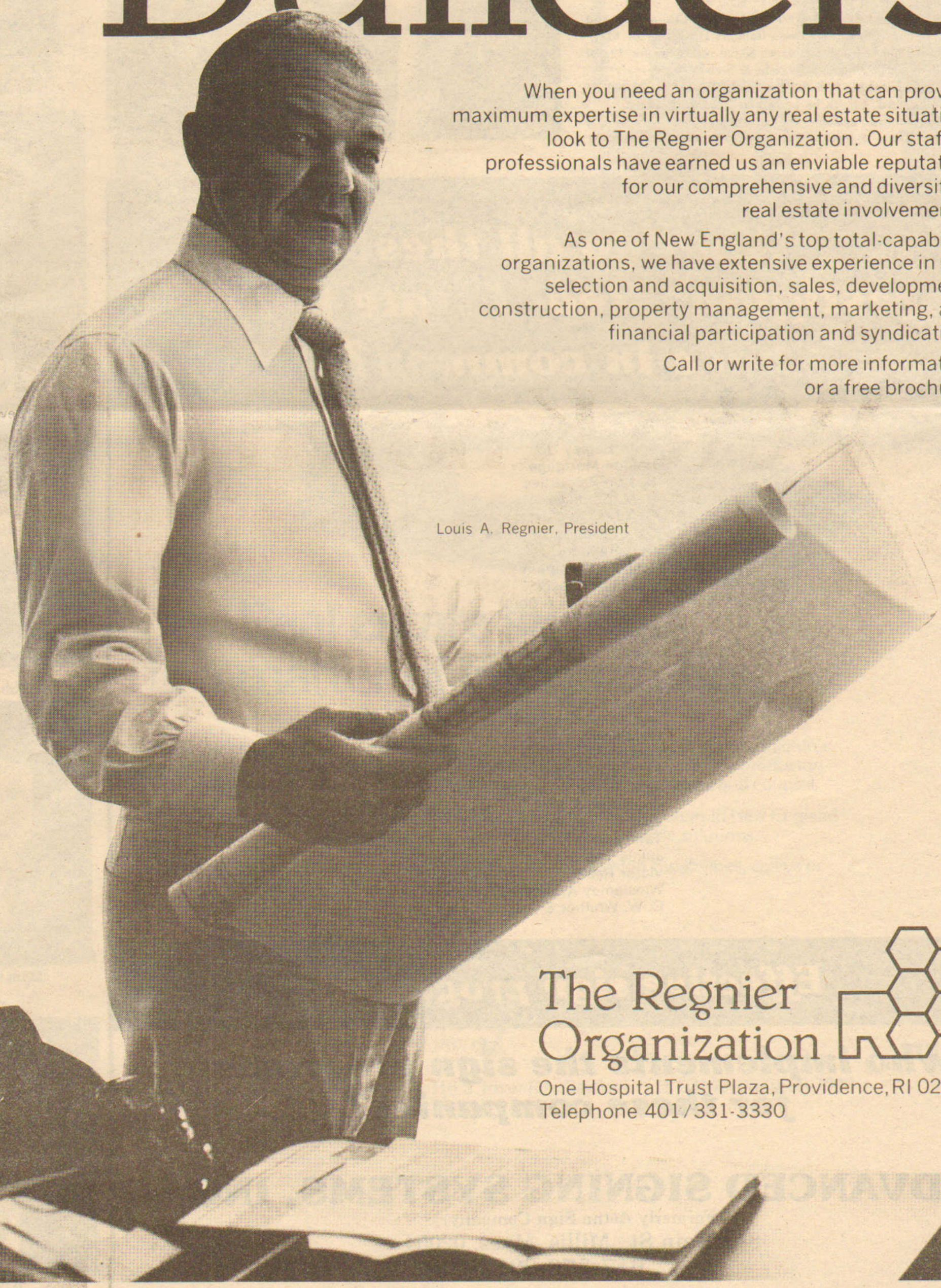
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MAY

Concordia Management of Montreal to build $25m 480,000 s/f convention center and hotel in Providence with 170 seat restaurant.

Edward Fish, Michael D'Avolio, Sabatino Marcucci building $3m 87 unit elderly apartment in East Boston with M.H.F.A. financing.

Schochet Assoc. of Boston selected to develop $5.7m Newport, R.I., sites; plans 112 living units and 21,000 s/f of retail space.

Myron Roberts, Arnold Soloway and Boston Univ. propose $4m 29 unit townhouse condominium project in Brookline, Ma.

East Bay Dev. signs Howlands for clothing specialty stores at Harborlight Mall, North Weymouth, and Woburn Mall in Bat State.

Kelly & Picerne building 172 units in Johnston, R.I.; $5.3m project gets financing from R.I. Housing & Mortgage Finance Corp.

Peter Mutty developing 68 homes in Wickford, R.I.; obtains $3.5m financing from Old Colony Bank in Providence.

Joseph Keller places $4.25m loan with Clifford Miller for 192 units in Stoneham, Ma., being built by Franchi Bros. Construction.

Spaulding & Slye building $1.5m 23,000 s/f Andover Savings Bank home offices in Andover, Ma.; to handle 10,000 s/f leasing.

Bonnie Baldwin of C. Talanian Realty negotiates sale of 28 Back Bay, Boston, apartments for $360,000 for Dinjian & Dinjian.

George Lydotes of Lordan Realty sells 20 units in Melrose, Ma., to George Karamalas for $290,000 for Edward Zuker.

Dean Assoc. brokers two Franklin, Ma., sites for Franklin Tire and Mandell & Mandell for total price of over $250,000.

TREC negotiates sale of 92,000 s/f Rocky Hill, Ct., offices and warehouse for Schnip Co. to McKesson-Robbins Drug Co. for $2m.

Robert Vegh of Cooper-Horowitz places $3.6m mortgage for 42,000 s/f Darien, Ct., offices to Frank Mercede & Sons.

Boston Mortgage arranges $965,000 loan to FIP Corp. for 23,400 s/f building in Wallingford, Ct., to be leased to Hewlett Packard.

Hill Colbert & Thomas Pariseleti appoint Farley Co. to lease 40,000 s/f offices in Avon, Ct.; third building to cost $1.75m.



Harold Moye



Bob Swain



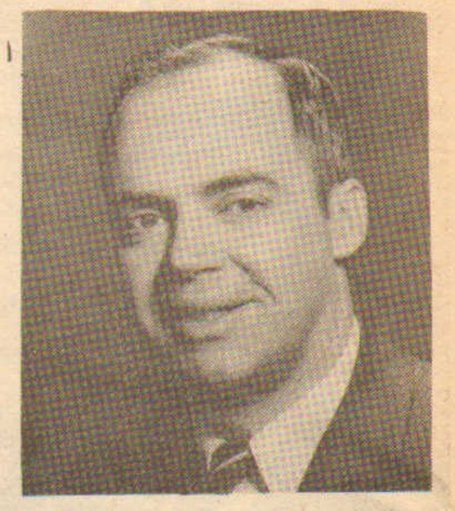
Richard Beaulieu







"Z" Wasserman



Dick Shepardson



Fred Scott



Donald Saunders

What do all these prestigious Real Estate firms have in common?

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John Begley Co.
Boston Mortgage
Boston Properties
R. M. Bradley
C. Butts
Cabot, Cabot & Forbes
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Codman Company
Coldwell Banker
W. H. Dolben & Sons
Hunneman & Co.
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JUNE

Nordblom Co. signs Computer Devices for Erland Construction's 40,000 s/f Billerica, Ma., building.

Rick Borden and Gerry Gillis of Codman Co. handles $825,000 sale of 135,000 s/f Milford, Ma., industrial building to John Finley.

Richard LeBlanc of Realty Investment Assoc. sells $850,000 50 unit apartment in West Springfield, Ma., for Basilone and D'Angelo.

Gividi Glass starts 150,000 s/f plant at Ward Hill East Ind. Park in Haverhill, Ma.; $9m financing with industrial revenue bonds.

Al Nagy and Barbara Dorrington of Preferred Properties sell 48 units in Methuen, Ma., for Dewey Durrett R.E. for $800,000.

Boston Mortgage handles $1.2m loan to Arthur Nelson from Mutual Benefit Life for 21,578 s/f Waltham, Ma., office building.

Duff Ramsey and Spaulding & Slye lease 25,000 s/f at One Forbes Rd., Lexington, Ma., office facility to Nolan, Norton & Co.

F. L. Roberts Co. buys $690,000 Gateway Plaza in Springfield, Ma., from Good Hope Industries, Gasland division.

Jerry Bropay, Rick Ermler, Jonathan Googel & Ben Sisti building 180 units in Wallingford, Ct.; N.Y. Employees Retirement loans $2.8m.

Peter Colgan & Stephanie Laster of Hunneman & Co. sells $1.15m 55 unit apartment in Boston to Bailey-O'Reilly Associates.

Mary Javaras of M.J. Realty leases Sturbridge, Ma., property for Robert Christo & Aaron Hovenesian through Journal Billboard ad.

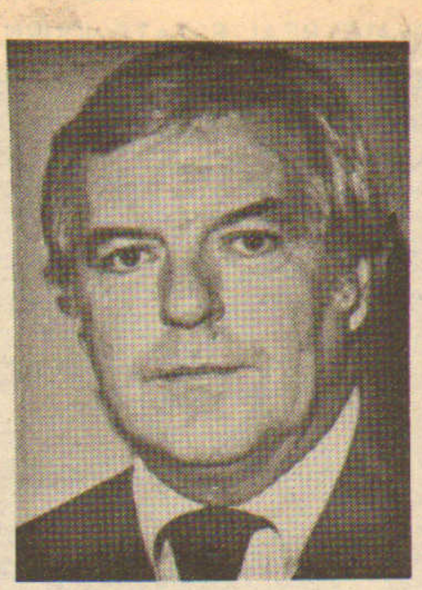
Pantlin & Chananie building 138,000 s/f mall in North Windham, Me., with Martin's Supermarket and Bradlees Department Store.

Daniel Konover & Peter Underhill buy $1.2m Madawaska, Me., shopping center from Aroostock County Federal Savings.

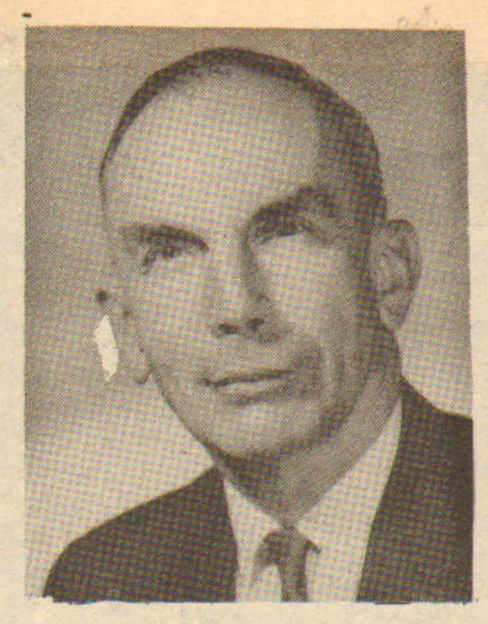
Hugh O'Neil of HABS Realtors brokers sale of $275,000 17,000 s/f National Biscuit building in Manchester, N.H., to Maurice Levy.

MB Management appointed by Dept. of HUD for 315 unit Roxbury, Ma., two year demonstration contract — Academy Homes property.

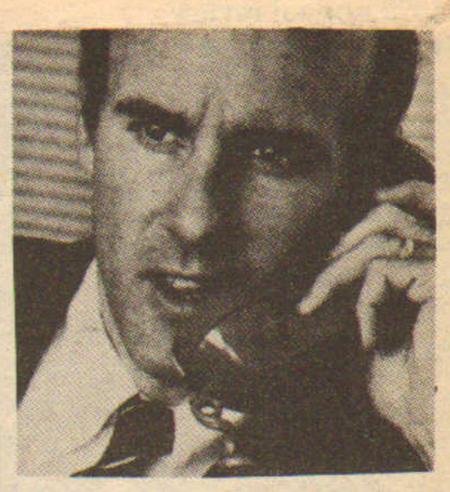
Healy & Smith Dev. Co. leases former Grant's at St. Johnsbury, Vt. mall to J.C. Penney; 37,757 s/f store joins Zayre, Stop & Save.



William White



Roger Curtis



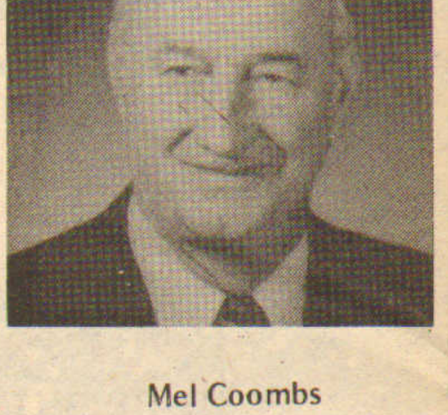
John Francis



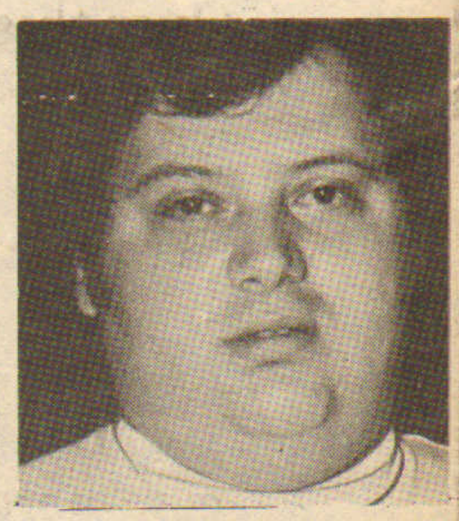
Charles Akerson



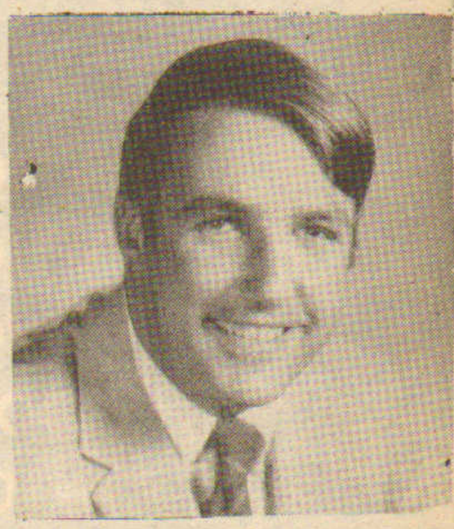
Gerry Hamel



Mel Coombs



Joseph Pandiscio Jr.



John Fowler



Donald Dolben

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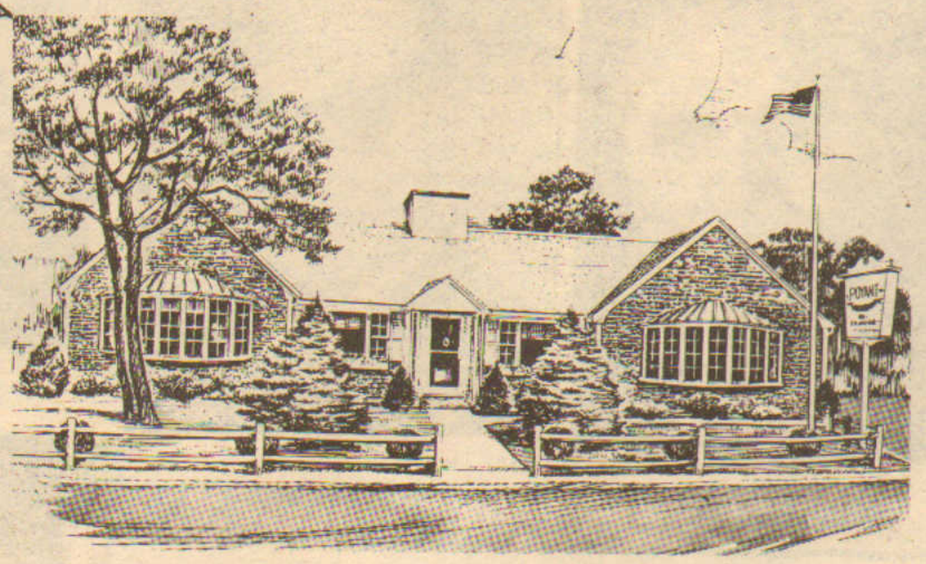
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As the year 1978 comes to a close, Rene L. Poyant, Inc., Realtors takes pleasure in celebrating its 31st successful year in serving the needs of the Cape Cod Real Estate Industry. Over this period, we have enjoyed the associations made with brokers and clients introduced to our firm through the New England Real Estate Journal. We look forward to our 32nd year of continued coopertion with leaders of the New England Real Estate Industry.

I am hopeful that you will contact me or one of my able associates when you have a real estate need in the fields of commercial and residential sales, commercial rentals, appraisals, mortgage brokerage, property management or real estate consulting.

Greetings of the season to one and all!

Very truly yours,
RENE L. POYANT, INC.

Rene L Poyant

Rene L. Poyant
President

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JUNE

Saunders & Assoc. leases 10,000 s/f at Boston Park Plaza Hotel and Statler Office Building to Legal Seafoods for restaurant and store.

Rodger Dashow of A.D. Hilyer handles lease at Crimson Galleria in Cambridge, Ma., for Northland Inv. to Brazil Contempo.

Betsy Mowry of Anthony Zifcak sells 18,712 s/f industrial building in Woonsocket, R.I., for I. Medoff Co. for $100,000.

Mel Weinberger & Henry Price of Data Realty broker $825,000 sale of Auburn, Ma., plaza and Providence center for Rosline Investment.

Rocca Group building $2m Nashua Business Center; Bank of Nova Scotia financing 81,000 s/f complex; Rocca Construction builder.

Ryan, Elliott & Co., Meredith & Grew, Cabot, Cabot & Forbes in $1.9m exchange transaction in Newton, Ma., of 70,000 s/f building.

Corcoran Co. signs to purchase $187,500 Academy Bldg. in Fall River, Ma., for $4m apartment and commercial project.

Boyer Agency brokers sale of $450,000 Groton, Ct., property to YWCA for Frank Raccio & Ed DeNigris; former convalescent home.

Bill Legrow of Country Business Brokers handles $415,000 sale of Boulders Inn in New Preston, Ct., for Richard and Jane Lowe.

Edward Rogers Investments group buys $2m Barrington Estates; 128 units in South Windsor, Ct.; First Federal Savings loans $1.56m.

Francis Zappone Co. and Birdsall Agency sell Waterbury, Ct., apartments to Wilton Associates for $235,000.

Boston Properties to build $15m offices in Cambridge, Ma.; Leggat McCall & Werner leases Index Systems as principal tenant.

Samuel Plotkin brings 2m s/f K mart distribution center to East Brookfield, Ma., for developer Ronald Stinnett of Minneapolis, Mn.

R.W. Holmes Rlty. appointed to market 95,000 s/f Mt. Royal Office Pk. in Marlboro, Ma., by Haynes Managem't.; Mark Davis coordinator.

Stephen Kasnet of R.M. Bradley signs Panasonic for $2m facility, 102,000 s/f, in Walper Trust's Westwood, Ma., industrial park.

Sonnenblick-Goldman places $1.9m loan to Nikitas Family Inns for 200 room Holiday Inn in Worcester, Ma.



Dexter Mars...



Rupe Neily



Bruce Beal



William Ford, Jr.



Wes Marans



Arnold Haynes



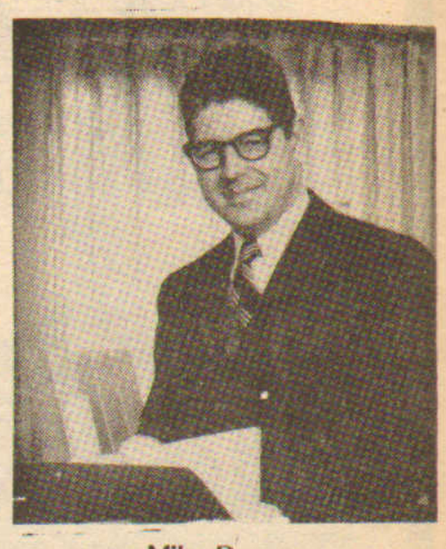
Robert Beal



Harland Shapiro



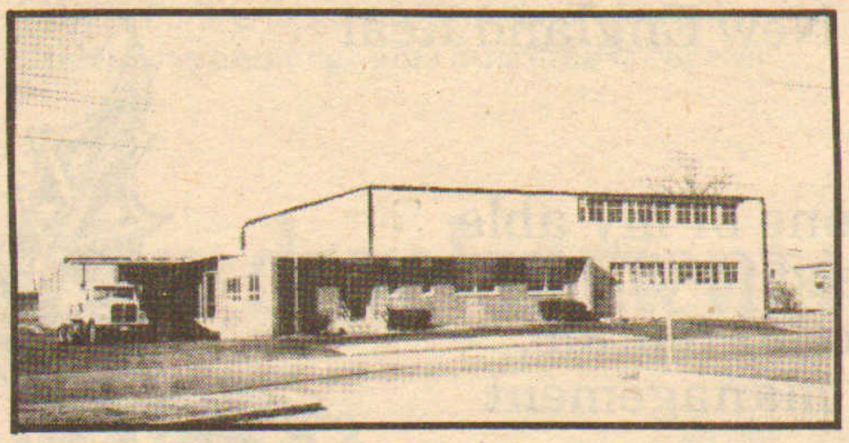
Herb Pearce



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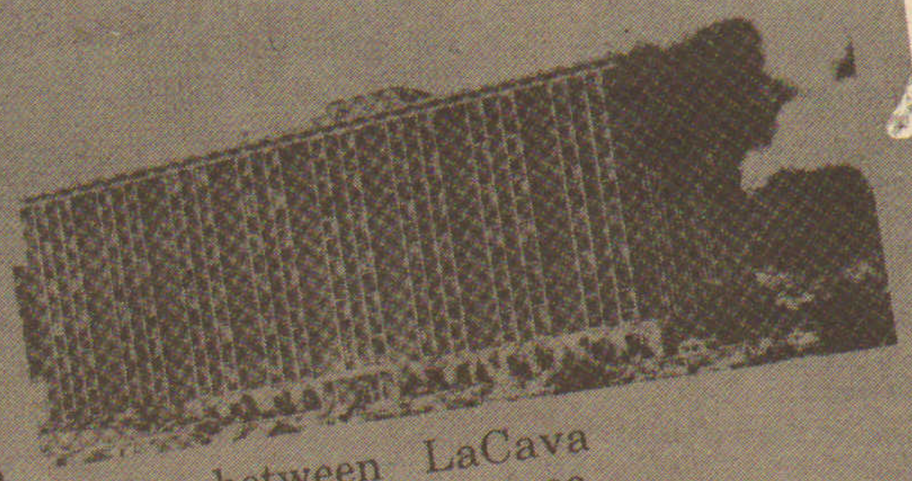


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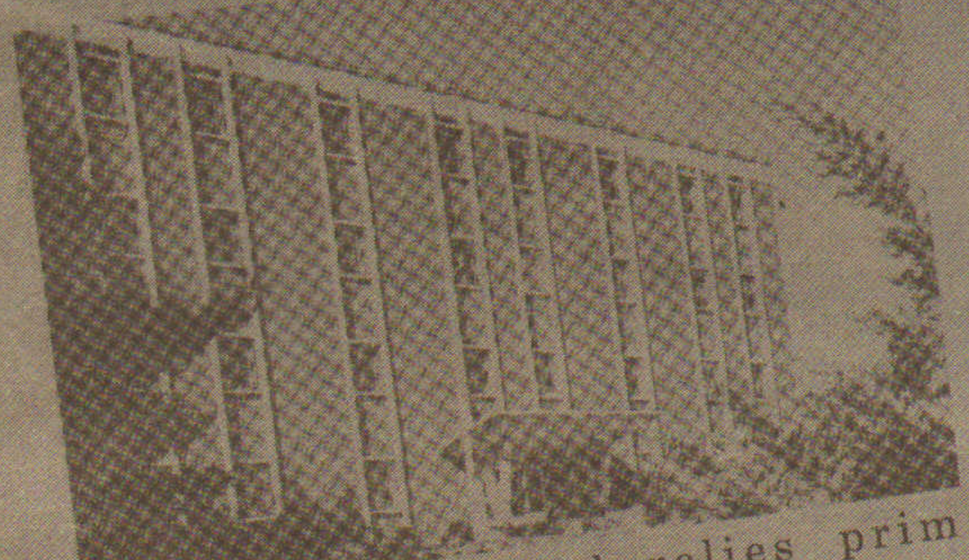
"WE KNOW HOW AND CARE"

LaCava continues Rte. 128 Waltham boom



Waltham, Mass. - Tony LaCava of LaCava Associates is a well-known figure to those familiar up any with the development of the Route 128 area. He had the foresight to buy and develop land in Waltham many years ago when Route 128 was being constructed. His firm currently controls and managed 350,000 square feet of office space and two motels on some 30 acres of land in the area of Totten Pond Road, Waltham. The office buildings are modern all electric buildings and tenants are provided with parking and all building services.





According to Richard Ventura, general manager of the firm, all buildings are fully occupied at this time. He states the demand has remained strong through all of 1979 and sees no easing in the near future. Pressure from the growth of the computer industry continues to eat up any existing office or planned office buildings. Buildings were quickly leased out to expanding companies and there is little doubt that the computer business is the backbone of the Route 128 and Massachusetts economy. This pressure as well as increased costs of land and building materials have escalated the price of new buildings to the $13-$14 range while the older buildings are following the pressure with rates of $11-$12. The LaCava firm relies primarily on internal expansion of its tenants as well as borker contact to lease any turnover in space. The active brokers in the Route 128 area are looked to as a valuable line of communication between LaCava Associates and prospective tenants.



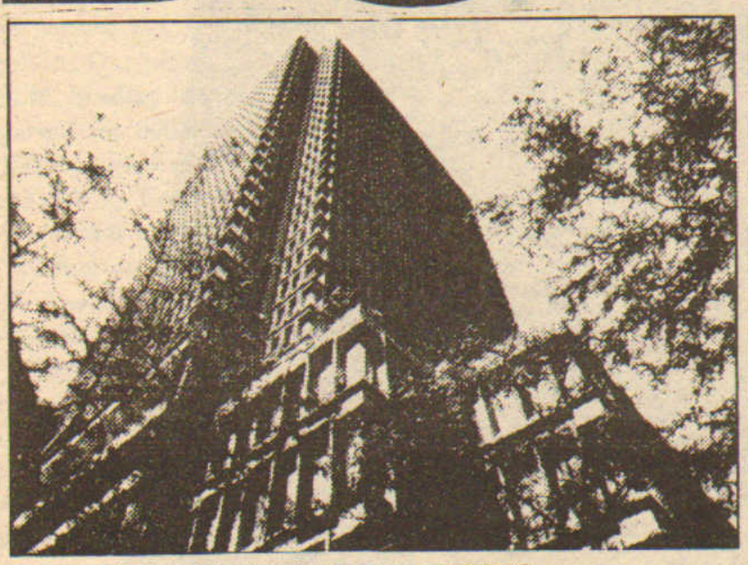
The development of two new Best Western Hotels by the firm came as a result of Mr. LaCava's observation that the businessmen who were occupying offices or visiting the area had great difficulty in finding overnight accommodations. He chose to construct a 100 room motel which was a success as soon as the doors were opened. Presently another 150 rooms are being added with the opening scheduled for early 1980.

The LaCava firm was optimistic about Route 128, Waltham 15 years ago and remains so today. It looks for continued growth and development on what is already a very strong, firm base.

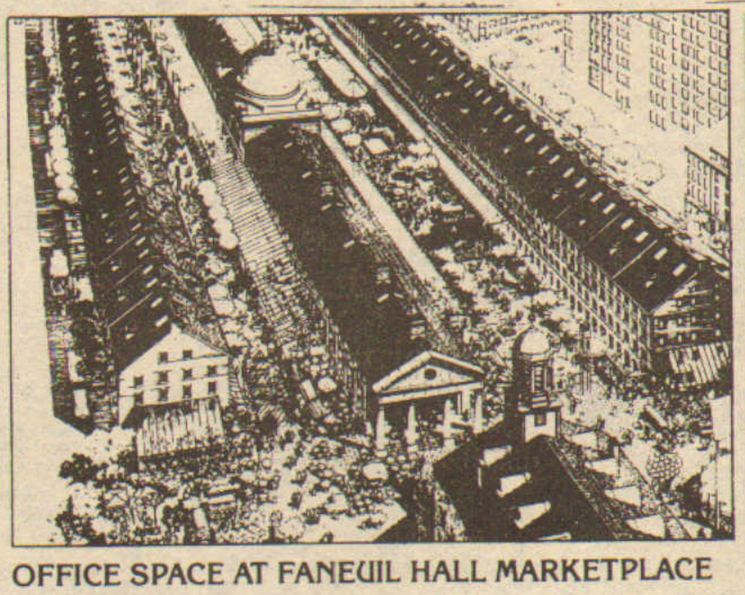
LaCava Associates

460 Totten Pond Road, Waltham, Massachusetts 02154
617-890-4464

DOWNTOWN



THE STATE STREET BANK BUILDING
225 Franklin Street



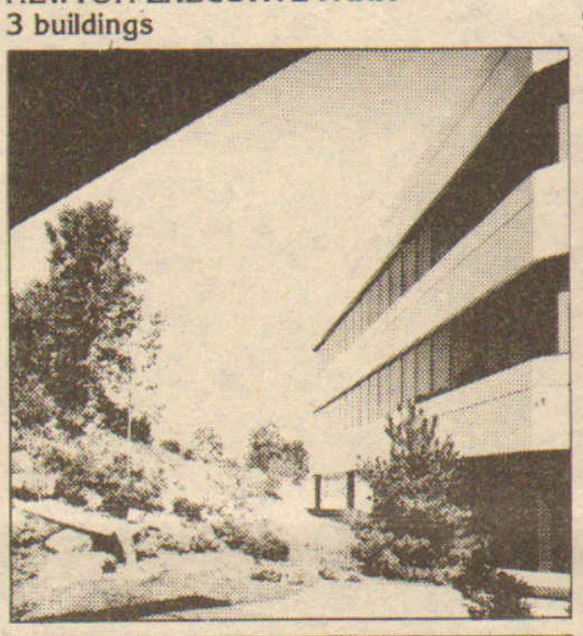
OFFICE SPACE AT FANEUIL HALL MARKETPLACE



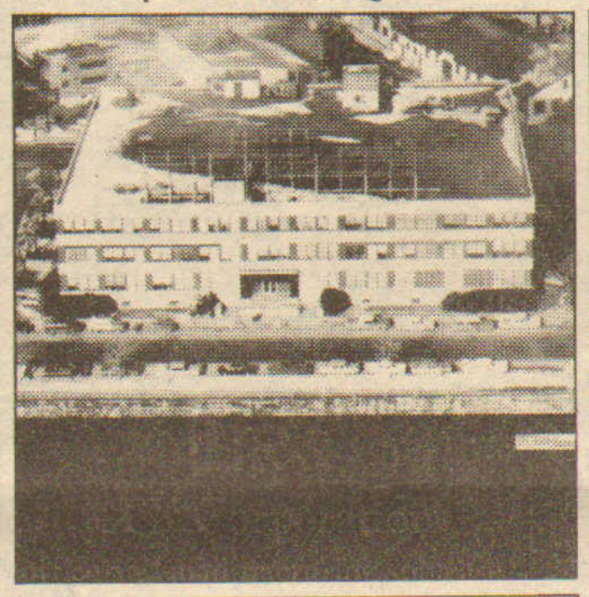
ONE WASHINGTON MALL
Government Center

OUT OF TOWN

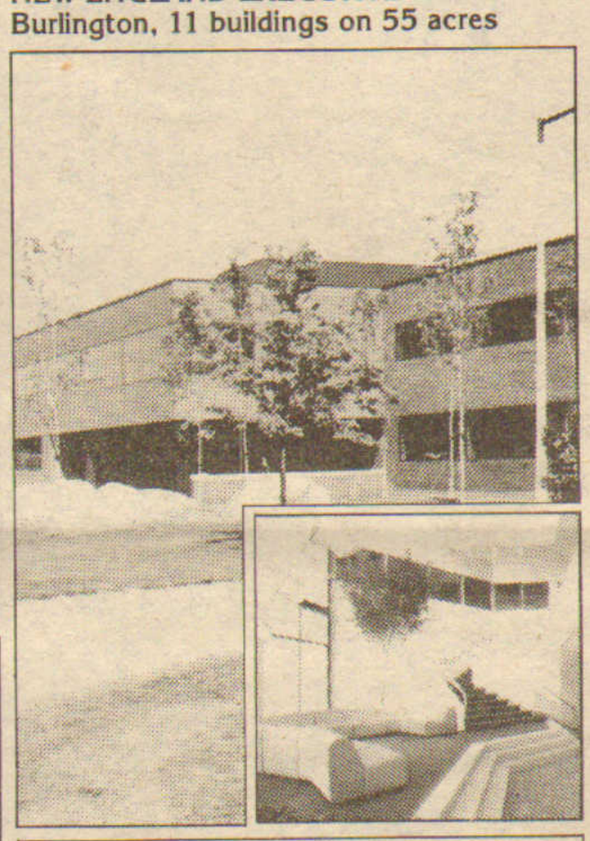
NEWTON EXECUTIVE PARK
3 buildings

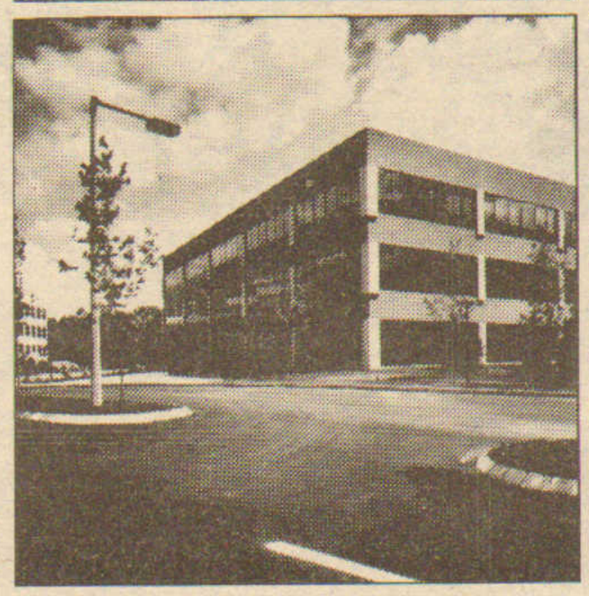


75 CAMBRIDGE PARKWAY
98,000 square-foot building



NEW ENGLAND EXECUTIVE PARK
Burlington, 11 buildings on 55 acres





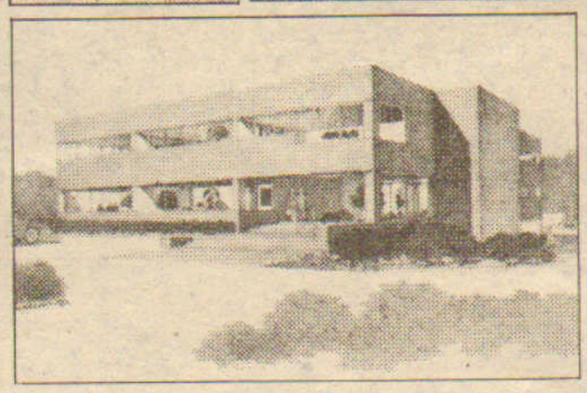
SUN LIFE EXECUTIVE PARK
Wellesley Hills, 2 buildings





ONE & FIVE FORBES ROAD
Minuteman Research Park, Lexington,
2 buildings

BOSTON PARK WEST, 1100 acres in
Marlborough/Northborough



WELLESLEY/9 EXECUTIVE PLACE
Hastings Street, Wellesley

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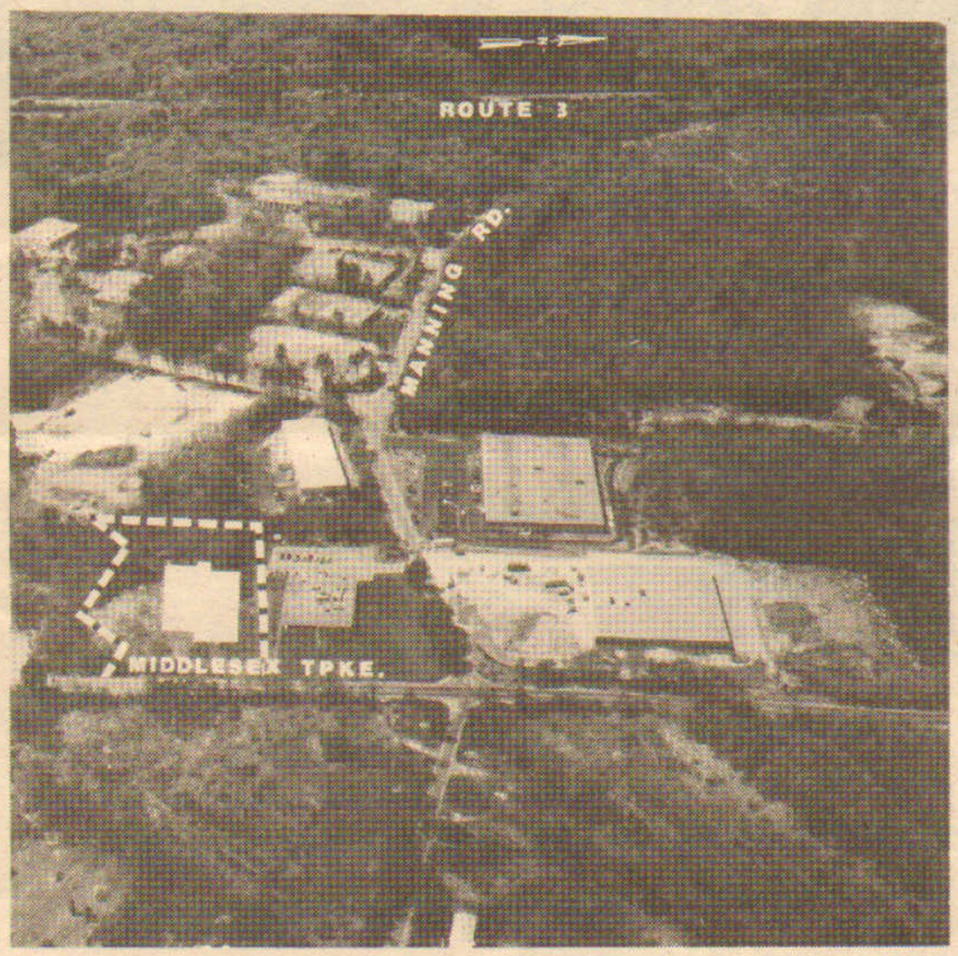
617-523-8000

15 New England Executive Park, Burlington, MA 01803

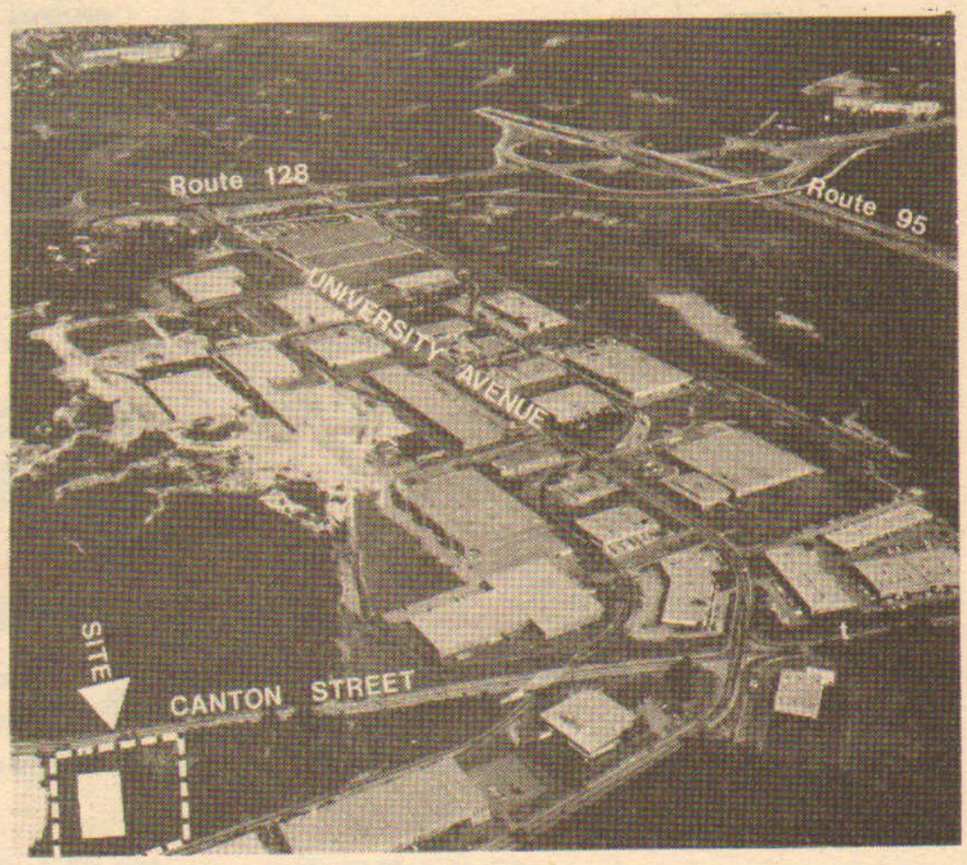
During 1979 Nordblom completed Design/Build packages for the following:

Computer Devices, Inc., Dennison Manufacturing Company, Dynisco Division of Bofors America, Inc., EG&G Inc., Gould, Inc., Incoterm, a subsidiary of Honeywell, Inc., Nixdorf Computer Corp., and Technical Operations, Inc.

In 1980 we would like the opportunity to do the same for you.



On Middlesex Turnpike in Billerica just a few feet south of Manning Road, we have under construction a 40,000 square feet two-level facility designed for office/R&D/light manufacturing.



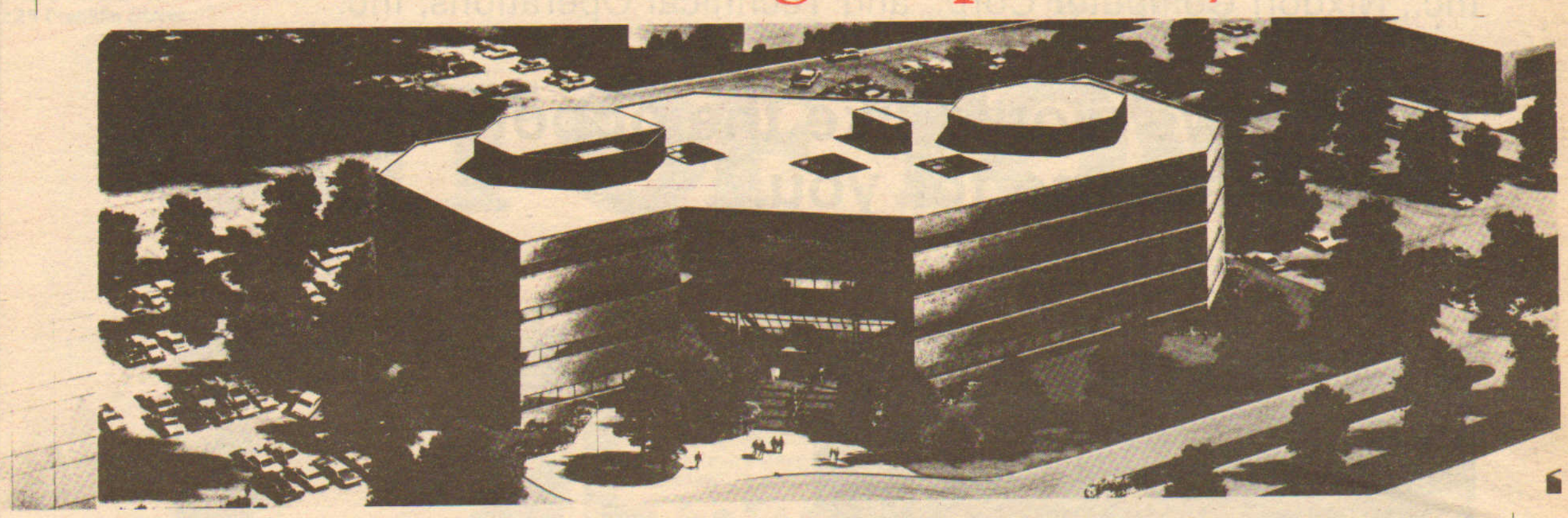
On Canton Street in Norwood adjacent to our new Dynisco building, we have designed a 32,000 square feet two-level facility for office/R&D/light manufacturing. Construction will begin in the spring.

For further information on our Package Lease Plan please call:

Nordblom Company

50 Congress Street, Boston, Massachusetts 02109
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We've created a park where trees and flowers thrive and businesses grow profusely.



At New England Executive Park, there's a feeling of abundance. An abundance of nature. An abundance of creative architecture. An abundance of prestige companies and satisfied tenants. Here's what three of them have to say about the Park:

"Flexibility for growth is critical; here, we can continue to expand."



L. Roger Plauché
Vice President, Sales
Decorative Products Division
National Gypsum Co.

"We're in with some pretty heavy hitters: IBM, Arthur D. Little, TRW, the Lahey Clinic . . it's quite a neighborhood."



William R. Radak
District Manager
Avis Car Leasing
and We Try Harder, Inc.

"I believe that New England Executive Park is located at the hub of Route 128 which I told the London Economist in 1973 was Main Street Massachusetts forever."



Joseph P. Healey
President
BayBank Middlesex, N.A.

New England Executive Park is just 25 minutes from Logan International Airport and downtown Boston. Located in Burlington near the intersection of Routes 128 and 3, the Park is within 5 to 15 minutes of Interstates 495, 93, 95 and the Mass Pike. And it's a 2-minute walk next door to the Burlington Mall, with over 60 stores and restaurants.

New England Executive Park, a joint development of Spaulding and Slye Corporation and New England Mutual Life Insurance Company, is managed by Spaulding and Slye; you can be assured that the Park is always professionally and efficiently maintained, inside and out.

Spaulding and Slye is now leasing *Six New England Executive Park,* the newest and most dramatic building at the Park, designed by renowned architect, Eduardo Catalano. If you need quality office space, contact our Real Estate Brokerage Division today.

Spaulding and Slye Corporation

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617-523-8000

15 New England Executive Park, Burlington, MA 01803

BOSTON • CHARLOTTE • OKLAHOMA CITY • WASHINGTON

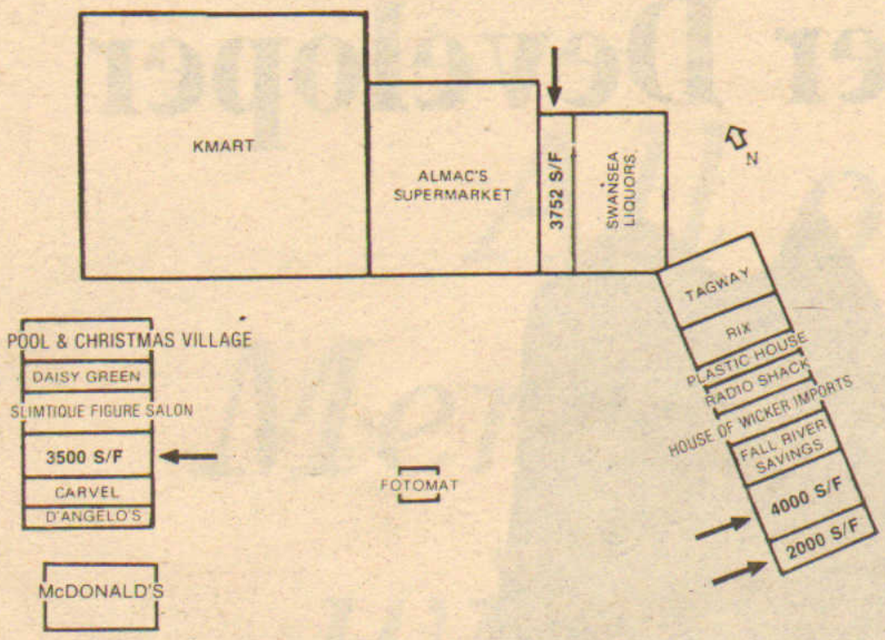
Percentage Rents Mean Success!

Join the many fine retailers in these two profit centers!

Increase YOUR percentages!

SWANSEA PLAZA

Rte. 6, Swansea, Mass.

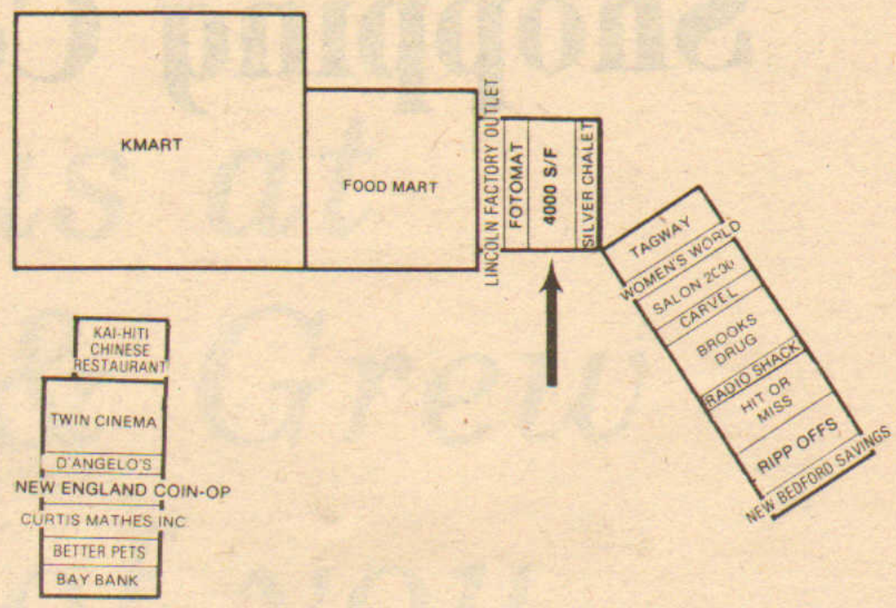


Only 4 Stores Left!

2,000 - 3,752 - 3500 - 4000 S/F

CAPE ROADS PLAZA

Rte. 24 & 44, Raynham, Mass.



Only 1 Store Left!

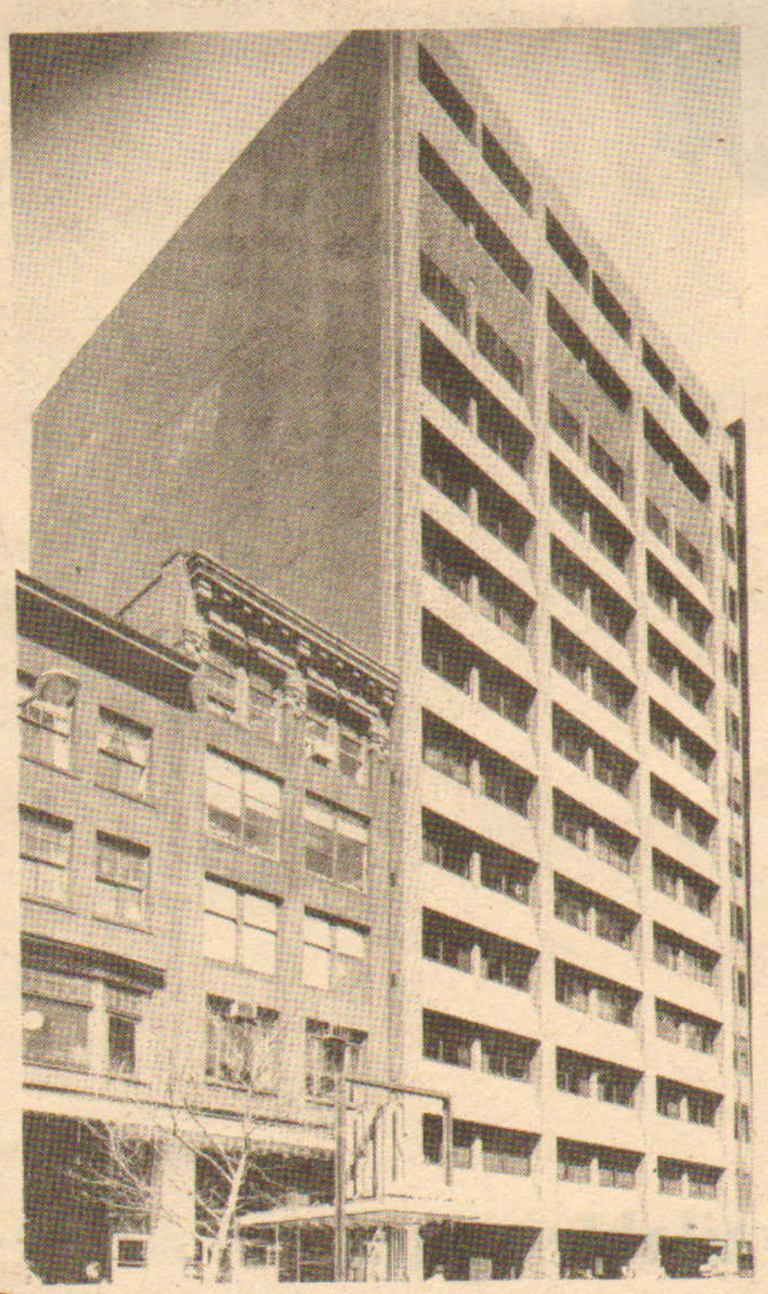
4,000 S/F

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Choice Office Space Available

- **Full Floors** - 6512 sq. ft. each - available for lease on the 9th and 12th floors overlooking the Charles River Basin, Cambridge Skyline and Copley Square
- **Half-Floor** - 3256 sq. ft. - on the 10th floor, overlooking Copley Square
- Offices design/built to meet tenants' specific needs

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Twentieth Century-Fox Film Corp.
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Kens' at Copley (retail)
Century III
Bernard Haldane Associates
Sexton Educational Testing
Command Performance
Tap-Air Portugal
Vopan Marketing Research
Mass. Capital Resource Company
MMT Sales, Inc.
Plough Broadcasting Inc.
Office Shop (retail)
Fotomat (retail)
Philip L. Lowe & Associates Inc.
Elcomac Inc.



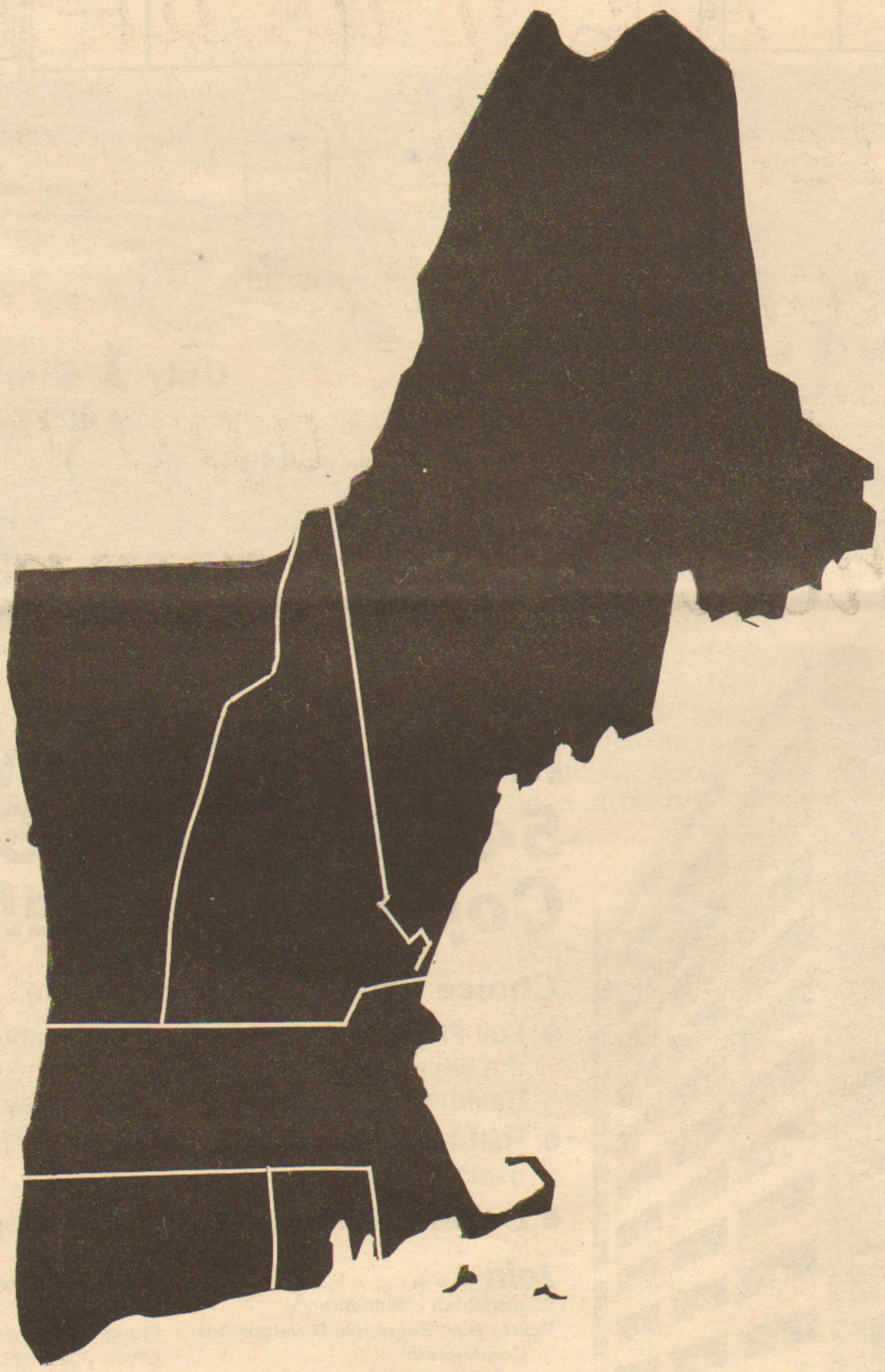
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Meredith & Grew
wish all of you
a very happy
holiday season!

Meredith & Grew, Incorporated
Real Estate
125 High Street, Boston, Massachusetts 02110 (617) 482-5330

JULY

Richard Myette of Algonquin Inc. and James Gorman of R. W. Holmes Realty cobroker site at Park Place Ind. Park, Norwood, Ma., for $143,000.

Cavanagh, Fritz & Co. leasing agent for Racquetball Ent.'s $4.5m 62,000 s/f offices in East Hartford, Ct.; Metropolitan Life loan.

Dow & Condon brokers $5.3m sale of Culbro Land Resources office and warehouse in Bloomfield, Ct., to Hartford Insurance Group.

Mort Brown of Mort Shulman of Ripps Realty negotiate sale of $1.4m 52 unit apartment at West Haven, Ct., and handle financing.

Beacon Companies starts $65m 1 Post Office Sq. 750,000 s/f offices and 300 room hotel in Boston's financial district.

Robert Guethlen of R.W. Carlson sells 99 units in Rowley, Ma., for $2m for Richard Matton and Manuel Gassman to Martin Stein.

James Killalea of Street Assoc. brokers sale of $425,000 building in Boston for A.W. Perry to Chinese Economic Dev. Council.

Society for Savings grants $6.15m loan to George Giguere for 96 townhouses at Lakeridge subdivision in Torrington, Ct.

Phil Meany of Leggat McCall & Werner and Peter Benke of Hunneman & Co. sell $400,000 Wakefield, Ma., building for USM Corp.

Plymouth Realty Trust receives approvals for Ma. town for 130 acre cluster housing; Codman Co. to market and manage.

Donahoe-Danais Assoc. brokers $400,000 18 acre land sale in Bedford, N.H., to Development Group for office park.

N.E. Gas & Electric, George Macomber & Codman Co. to develop $26m 341,000 s/f 19 story offices in Cambridge, Ma.

William Warburton brokers $198,000 sales of three religious properties in Newport, Greenville and Pawtucket, Rhode Island.

Edward Dolan of Franklin Realty sells 55 units in Brighton, Ma., for Joseph Diamond to Joseph Katz for $1.27m.

John Woodruff of Land/Vest handles sale of Franconia College in N.H. for $385,000 to Franconia Land Co. and Moya Boler of England.



Paul Beaudry



Darrell Cooper



Jim Shanley



Gregory Mulherin



Pat Early



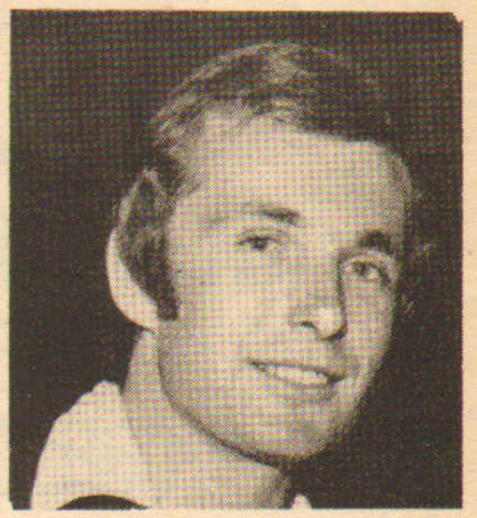
Larry Stern



Raymond Pinkham



Arnold Tofias



Richard Gretsch



Joseph Pandiscio

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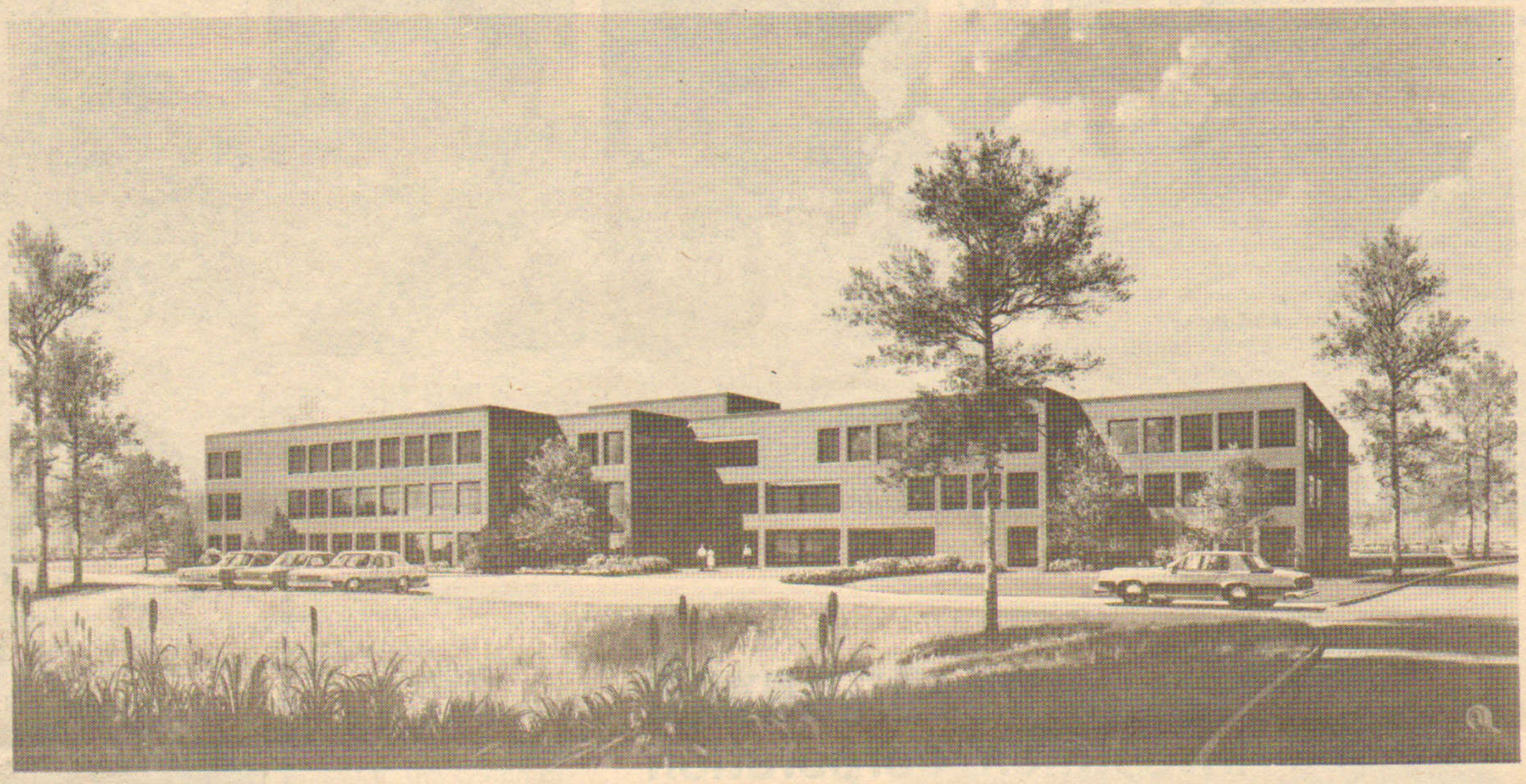
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Senior Vice President & General Counsel

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Asst. Vice President and Loan Officer

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Now Leasing. One Burlington Woods. The Ideal Business Location.



One Burlington Woods provides 110,000 square feet of flexible and functional office space that can be readily subdivided and modified to meet the needs of large and small tenants.

One Burlington Woods will be the first building of a master planned 57 acre office park.

One Burlington Woods is located at the junction of Routes 3, 3A and 128.

One Burlington Woods is twenty-five minutes from downtown Boston and Logan Airport.

One Burlington Woods is two and one half miles from Route 93.

One Burlington Woods neighboring corporations are IBM, Wang, Raytheon, TRW and New England Telephone.

One Burlington Woods amenities include a jogging and exercise trail, swimming pool, health club and tennis courts.

One Burlington Woods is within minutes of The Burlington Mall, gourmet restaurants, fine inns and hotels.

One Burlington Woods will be ready for occupancy early in 1981.

Burlington Woods Office Park will be developed and managed by Mugar/Finard Associates.

Broker cooperation is invited. Full commission paid to cooperating brokers.

FOR FURTHER INFORMATION CONTACT MAURICE diMARCO AT 969-9100.

mugar finard

MUGAR/FINARD ASSOCIATES, ONE WELLS AVE., NEWTON, MASS. 02459

AUGUST

Thomas Hynes Jr. of Meredith & Grew sells Sheraton Building in Boston to Consolidated Capital Equities of Oakland, Ca., for $5.65m.

Journal Billboard ad helps Paul & Norbert Daly of Henry Cooke Co. sell Rumford, R.I., skating rink to United Skates of America.

Leonard Rosen and Richard Ross of Flanders Assoc. buy 22,000 s/f Worcester, Ma., offices for $275,000; Leon Bresnick broker.

Worcester Bus. Dev. Corp. opens 170 acre Airport Industrial & Research Park; EDA & HUD funding for $5.2m development costs.

Steven Allison of Spaulding & Slye and Jerome Hunsaker of Ryan, Elliott & Co. lease 30,000 s/f in Lexington, Ma., to Unitrode for S. & S.

Campanelli Enterprises begins marketing 57,000 s/f $3m Mainbrook office facility in Brockton, Ma.; site includes parking for 250 cars.

InBank's $2.6m industrial revenue bonds aid National Shoe to relocate headquarters at 385,000 s/f Readville, Ma., plant.

Richard Flier & Minot DeBlois & Maddison to redevelop 140,000 s/f Paine Furniture Building in Boston; $2.875m project.

New England Life grants $1m financing for Spaulding & Co Inc's Wellesley Common at the Square redevelopment project; 34,000 s/f.

Stop & Shop, Building 19, Child World buy 8 J.M. Fields stores in 5 states; only Natick & Medford units sold in Massachusetts.

CMB Construction to build 45,000 s/f $1.5m Mad River Mall in Campton, N.H.; Eastern Mt. Sports & Adams Supermarket anchors.

Norwood Group leasing 35,000 s/f office and industrial property for William Korsak & D. Holden in Nashua, N.H.; Travelers financing.

Union Mutual signs for 10,000 s/f in Rocca Group's Atlantic Place in South Portland, Me.; MacBride-Dunham Group leasing agent.

Stone Co. completes 210,000 s/f warehouse and offices for Lechmere Sales in Woburn, Ma.; purchased in 1971 from State Properties.

Dan Jalbert Realty sells 47 apartments in Three Rivers, Ma., to Hana Joseph for $550,000 for Colonial Realty.

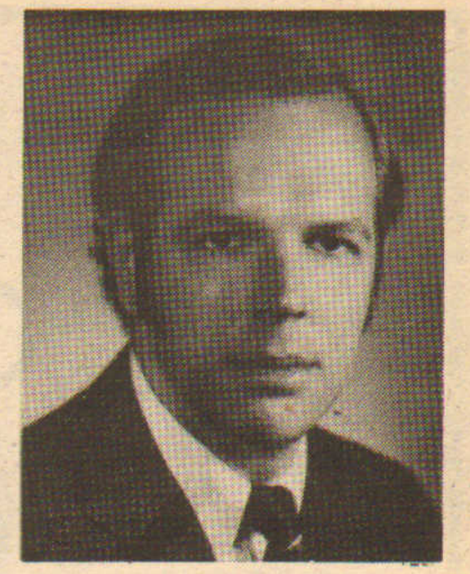
Journal ad brings Howard Katz & American Discount Auto Parts together to lease 15,000 s/f in Worcester for Al Ives Chevrolet.



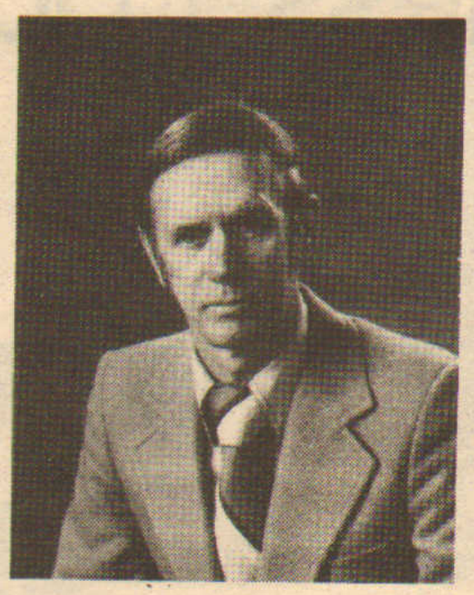
William Finard



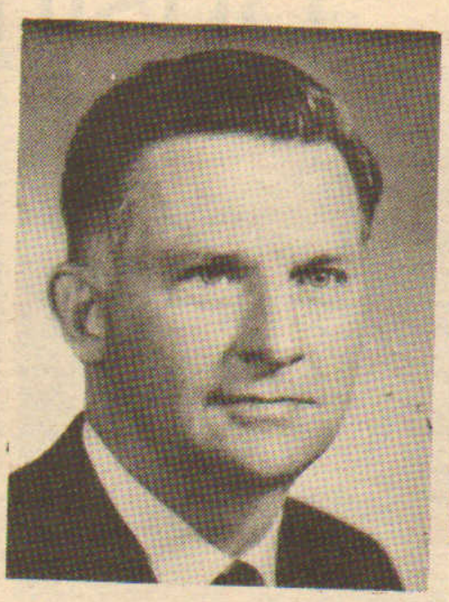
James St. Clair



Thomas Niles



Fred Baldwin



Bruce Zeiser



Richard Badger



Roger Johnson



Bob Goodfellow



Jim Dusek



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MIFA - A Catalyst For Growth



Our business is helping banks and borrowers to build a better Massachusetts.

And creating jobs is our goal.

That's why 1979 was such a successful year for the Massachusetts Industrial Finance Agency. More than 12,000 jobs will be created in the Commonwealth from the $385 million in tax-exempt bond issues we approved in 1979. These bonds included $151 million issued by local industrial development financing authorities.

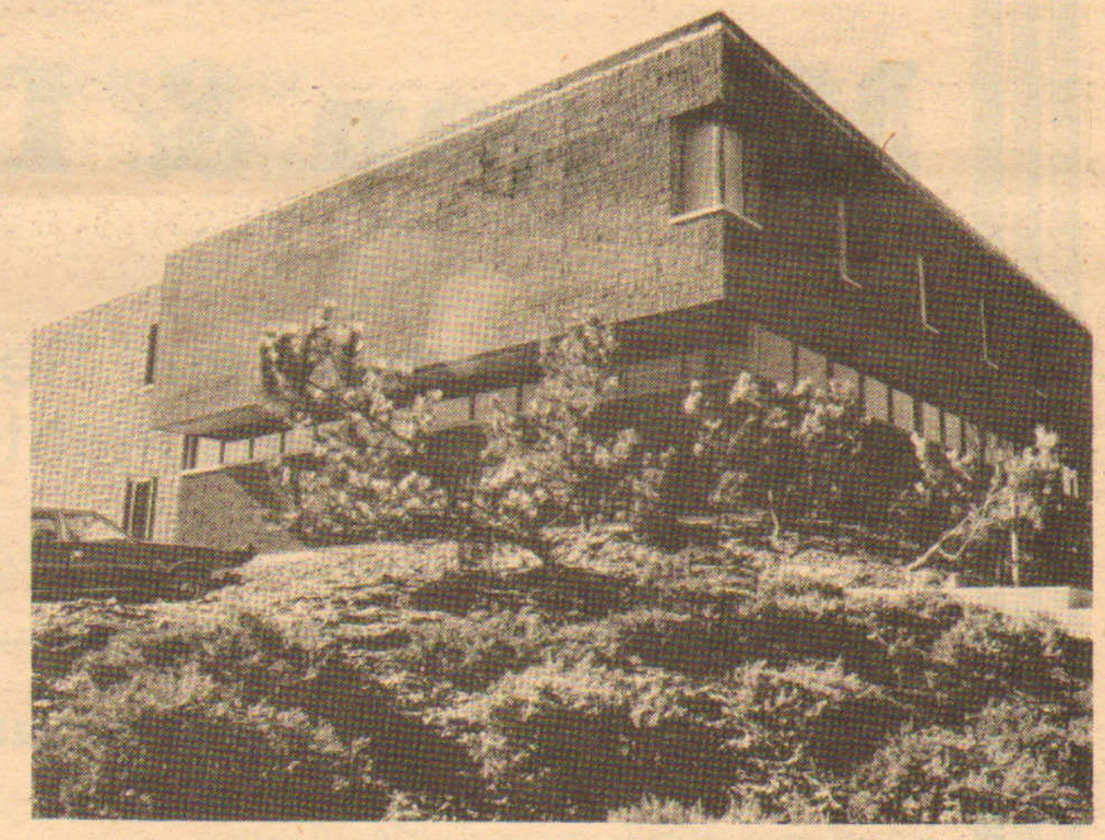
Not a bad record, when you consider that tax-exempt bond issues averaged only $18 million a year during the entire previous decade.

MIFA encourages private investment in industry, thereby creating jobs, by offering banks and borrowers tax-exempt:

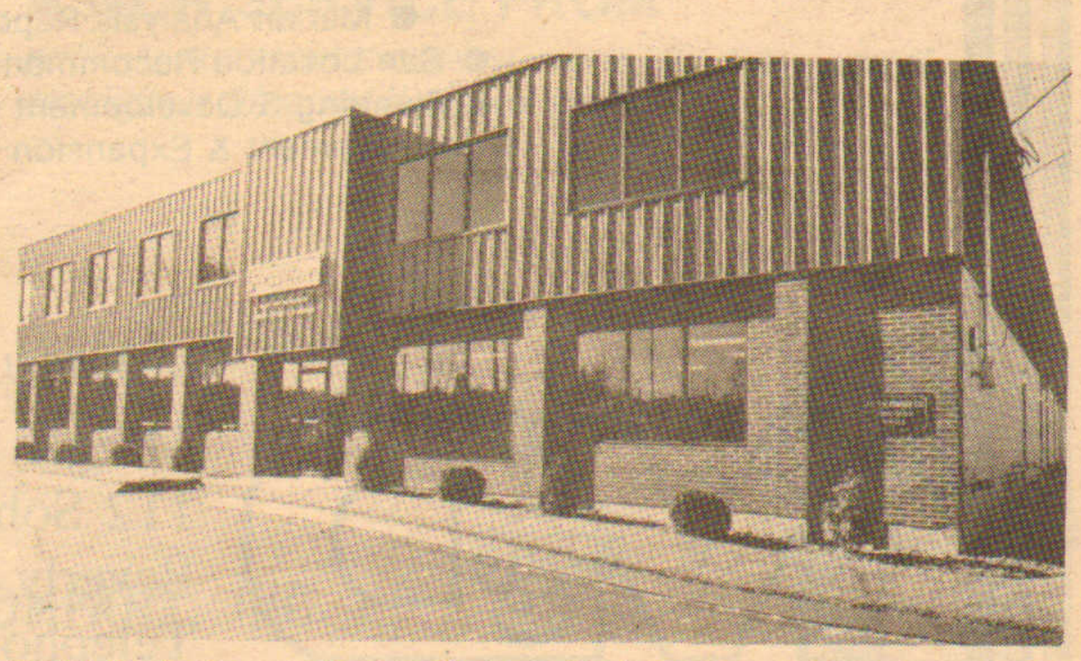
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Federally guaranteed pollution control loans,
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We helped finance 190 projects in almost 100 communities across the Commonwealth in 1979. In the face of record high interest rates, we approved $46 million in bonds in December alone, our busiest month yet.

Let MIFA help you invest in the future of Massachusetts.



CFK Press, Inc., is using an insured tax-exempt loan for its new 125,000 square foot facility on Route 128 in Westwood, Massachusetts.



Fred W. Fowler Company, Precision Tools, used an insured loan to build this new facility facing The Massachusetts Turnpike extension in Newton.

Write to:
Robert E. Patterson, Executive Director
MASSACHUSETTS INDUSTRIAL FINANCE AGENCY
131 State Street, Suite 600
Boston, Massachusetts 02109

AUGUST

John Wallace of Peter Elliot & Co. signs Entenmann's Bakery for 7,552 s/f retail site in Saugus, Ma., owned by Kaufman Carpet Co.
Gilbane Building Co. construction manager for $12.4m R.I. health care services building, 105 beds, in Cranston.

State St. Dev. Co. completes $13m 404 unit Symphony Plaza twin towers in Boston with Dept. of HUD and Ma. Housing Finance Agency.
Roger DeFelice and Hal Feightner of DeFelice Realtors sell 6.2 acre Warwick, R.I., site to Chelo Bros. for $340,000.

National Equipment Rental names J.J. Studley to lease 84,000 s/f Randolph [Ma.] Business Center; conversion from manufacturing site.
Equity Trust Assoc. arranges $1.4m loan from R.I. Hospital Trust for ADE Corp.'s 72,000 s/f plant to be constructed in Newton, Ma.

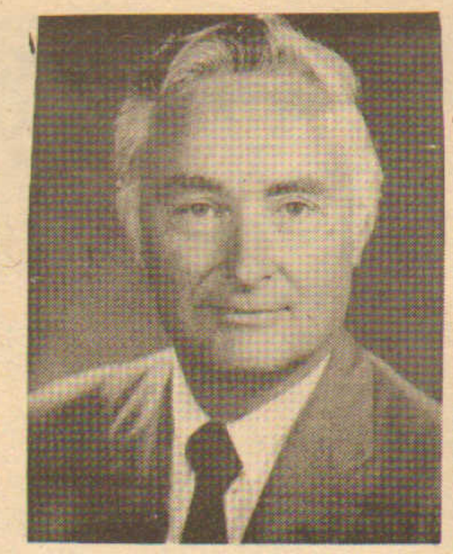
Stephen Kasnet of R. M. Bradley handles 10 acre land sale in Westwood, Ma., for $3.5m 125,000 s/f Clark Franklin Kingston plant.
M.T. Fogel & Son brokers sale of $610,000 30 unit luxury apartments in Winthrop, Ma.; Winthrop Savings financing.

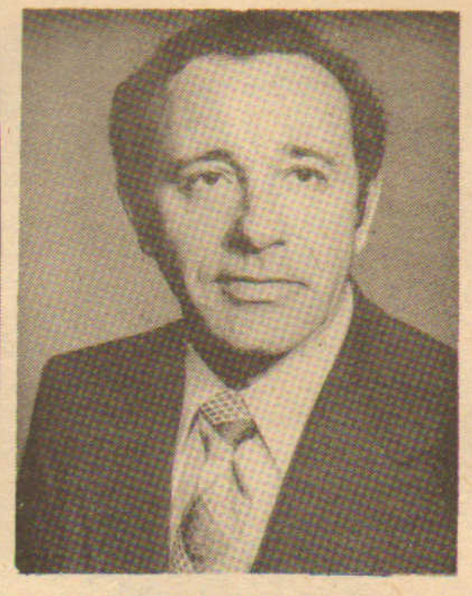
John McGrath and John Read & Henriette McNiff of Ryan, Elliott & Co. cobroke $1.8m sale of Cushing Hall in Wenham, Ma.
David Mack & Stuart Assoc. start $2m 35,000 s/f medical and dental center in Trumbull, Ct.; Curtiss & Crandon to sell condo units.

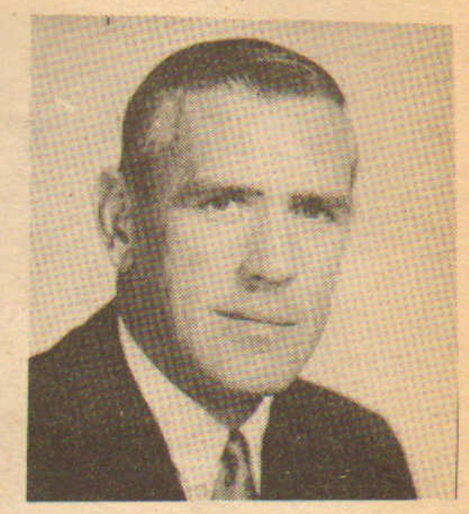
DeForest Venter of H. Pearce handles Stratford, Ct., land sale to town for $595,000; industrial development planned.
Gilbane Building Co. named project manager for Hallmark Card's one million s/f distribution center in Enfield, Ct.

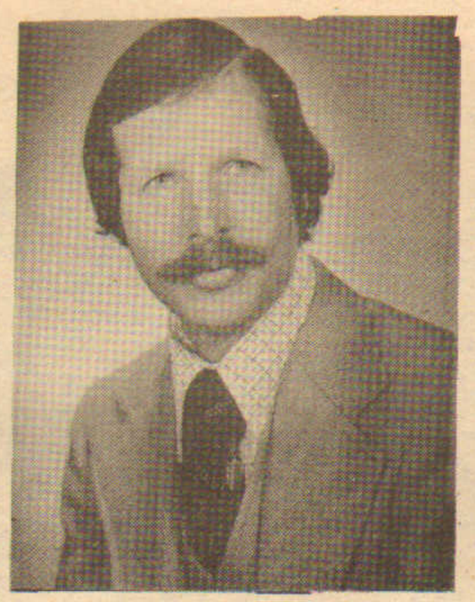
Gerald Steinberg names Hurwit & Simons leasing agent for $3.5m 52,000 s/f Farmington, Ct., offices; Prudential Insurance financing.
Boston Mortgage places $9.2m loan with Aetna Life for Winn Dev.'s 155 room Bostonian Hotel; Universal Hotels to operate.

Richard DeWolfe & Joseph Keller developing 18,000 s/f offices in Milton, Ma.; $1m facility to be available in spring 1980.
Richard Fahey of Hunneman & Co. leases 20,000 s/f offices in Boston for Rose Assoc. to Mutual Data Inc.


Charles Spaulding

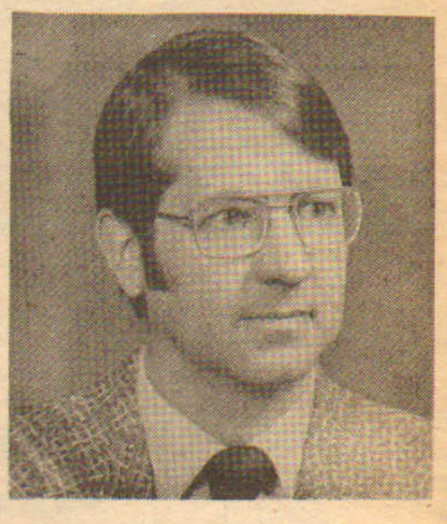

Bernard Kershner

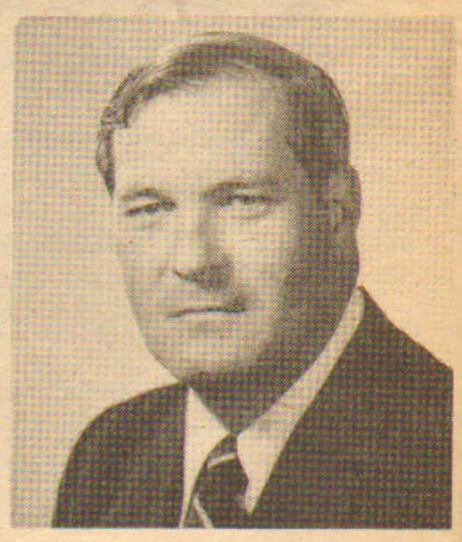

John Fallon

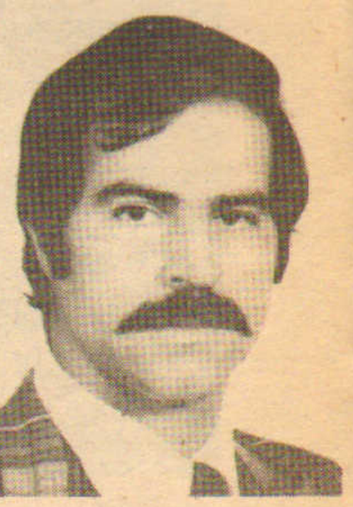

Stephen Davis


Ralph Rotkin


DeForest Smith


George Crockett


Edward Fish


Richard Abraham


Peter Rogers

Morgan & Douglas

Planning and Research
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Real Estate — Site Selection — Development

■

Land Utilization and Marketability Studies

- Market Analysis Reports
- Site Location Recommendations
- Planning & Development of Sites
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Our furniture rental business is growing fast because it really pays to rent.

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13. We replace or repair items that are non-usable through normal wear and tear, without charge to the landlord or tenant.

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Lease your office furniture for a few months or many. Small or large offices furnished instantly in accordance with your own needs and taste. Large selection. Fast delivery. Reasonable cost.

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- temporary expansion plans
- training programs

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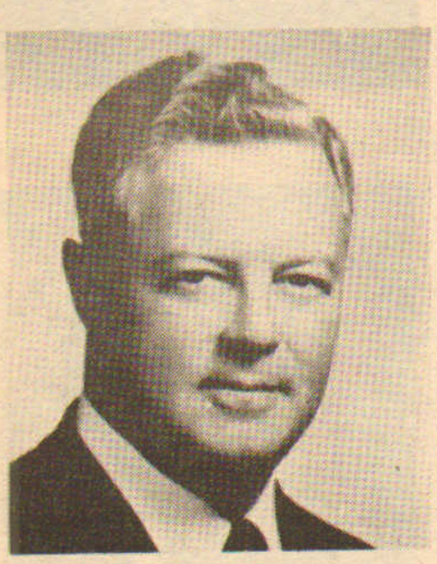
- condominium sales offices
- young professionals.....doctors, lawyers, dentists
- small businessman
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And then these added benefits:

100% tax deductable
Liberal option to buy plan
Conserves capital
Assures flexibility in an ever changing economy

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SEPT.

Boston Red. Auth. picks Nicholson & Assoc. to develop 322 Back Bay units; $20m project designed by Cossutta & Associates.

Spaulding & Co Inc development manager for Ferrofluidics' 15,000 s/f headquarters in Woburn, Ma.; Channel Building contractor.

Dimeo Const. Co. manager for $16.4m Rhode Island Judicial Complex in Providence; 200,000 s/f building on over three acres.

Louis Regnier & Arnold Kilberg purchase $400,000 63,000 s/f office and stores building in Providence from R.I. Hospital Trust.

Concrete Const. building 104 units in Hyde Park, Ma.; funding for $3.7m elderly housing from Dept. of Community Affairs.

Rostenberg-Doern Co. appointed leasing agent for Fred Frassinelli's $8m 102,000 s/f office center in Bridgeport, Ct.

Fadili Const. leases 90 unit Stoneham, Ma., luxury apartments; Shawmut Bank, Liberty Bank & Metropolitan Life Financing.

Northampton [Ma.] Industrial Park signs National Can Corp. for 100,000 s/f $2.7m soft drink canning facility.

Lee Haynes Realty brokers sale of 17,000 s/f Easton, Ma., shopping center for James Antosca to Richard Bowen for $285,000.

Jason Laine leases 10,600 s/f block in Quincy, Ma., to BurtcoTags for International Realty Trust; to convert former bank site.

Peter Burns of Clarke & Patton and Arnold Peck cobroke $290,000 sale of Milford, Ct., site for Cedarhill Corp. to Jima Construction.

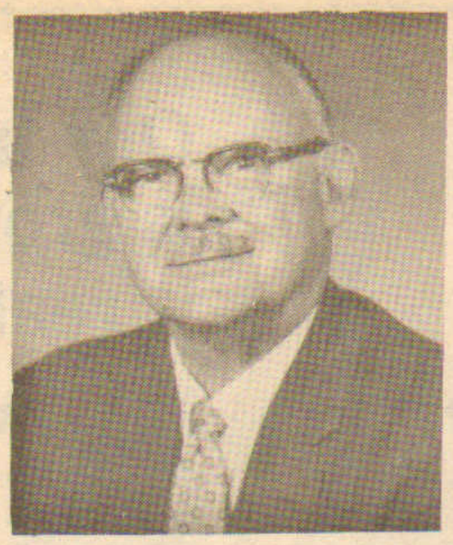
Hayes Corp. brokers $700,000 Vernon, Ct., Industrial Place for First Federal Savings to H.J.M. Realty; Hayes to manage.

Ryan, Elliott & Co. sells Billerica, Ma., site to Frelen Corp. for Boston & Maine Corp.; Channel Building starts 56,000 s/f plant.

George Macomber starts $7.5m 60,000 s/f office building in Marlboro [Ma.] Industrial Park for John Hancock Life Insurance Co.

Dave Astor of Peterson Realty brings Talley Industries to Portland, Me.; Allied Const. starts 12,000 s/f $400,000 plant.

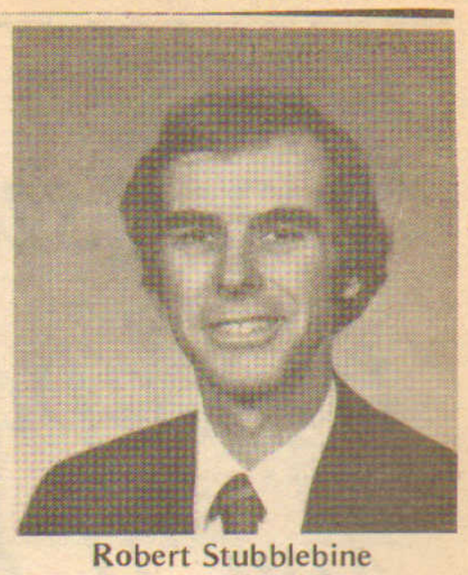
John Stabile and David Prolman buy $1.7m 30 unit Westgate Village in Dover, N.H., from John Cadario; Donald Torres broker.



Chris Moller



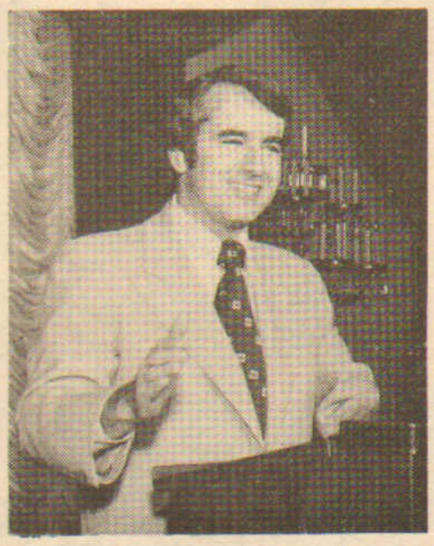
Paul Norton



Robert Stubblebine



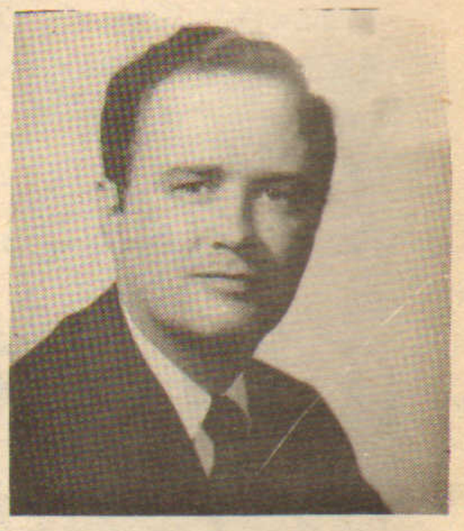
Emil Morey



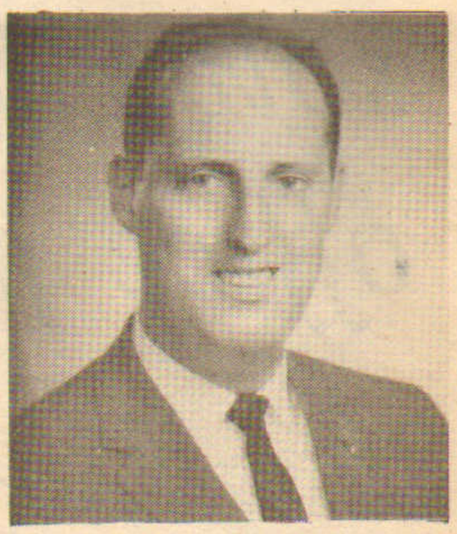
Jack Peckham



Steve Weiner



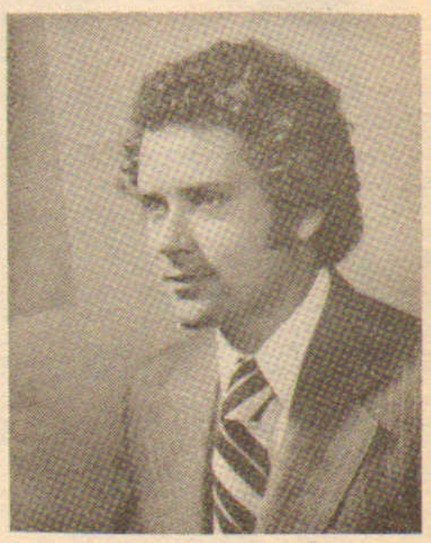
Richard Spaulding



Louis Ulizio



Martin Berman



Skip Bronson

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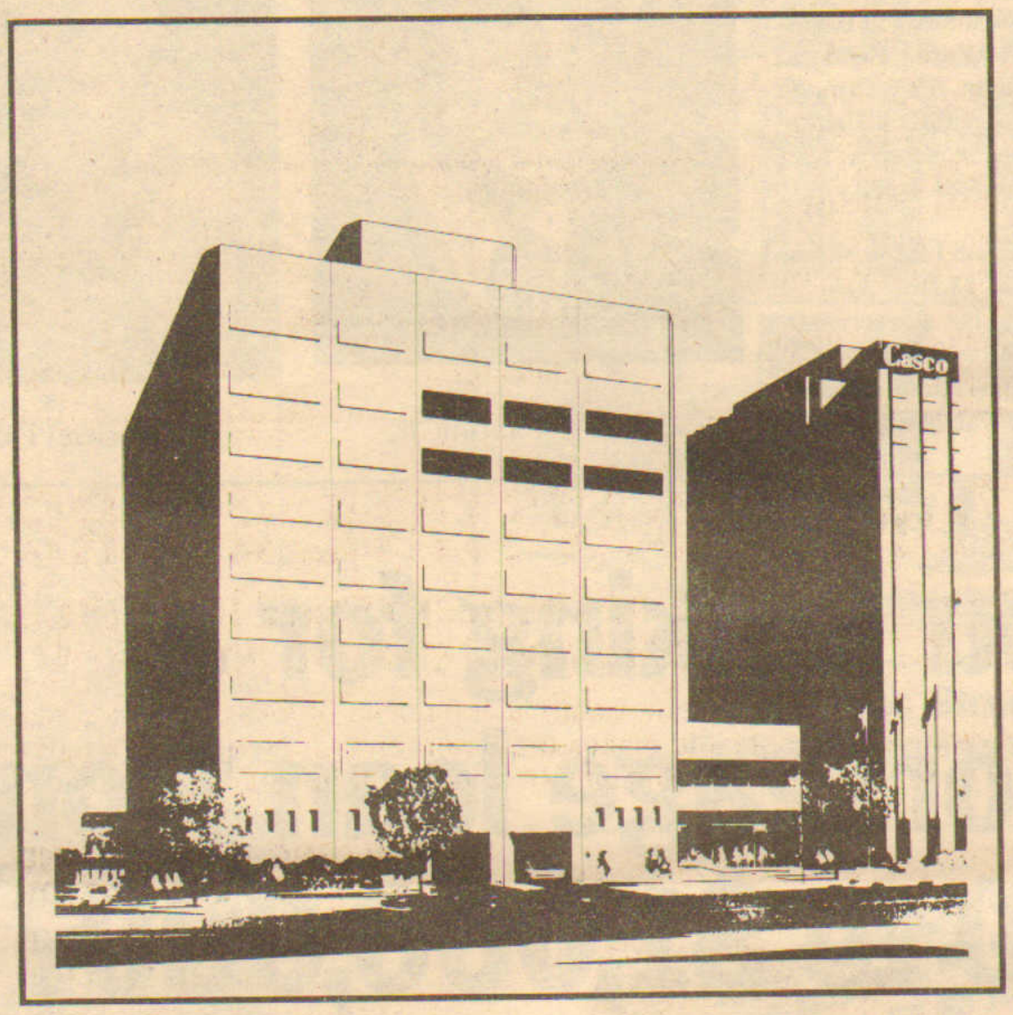


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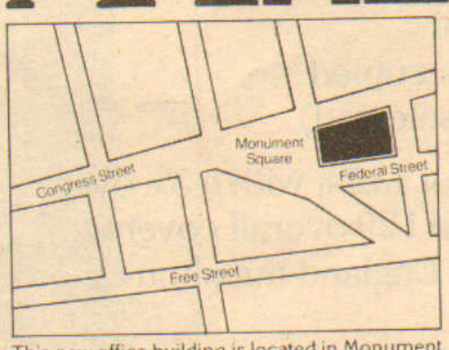
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TWO MONUMENT SQUARE. PORTLAND, MAINE

Now under construction, this 10-story office building is scheduled for a spring 1980 opening. Although almost fully committed, substantial space on floors seven and eight is still available for lease. With many special amenities, this new office building will appeal to your most prestigious clients.

The property's developer, Finard & Company, supports broker participation. For more information, please contact Richard Segall, leasing coordinator, Finard & Company, One Wells Avenue, Suite 202, Newton, Massachusetts 02159. (617) 969-9100.



This new office building is located in Monument Square, the heart of downtown Portland's commercial and retail center.

Finard & Company

SEPT.

Crafts Appraisal brokers $165,000 sale of 10,000 s/f Bedford, N.H., commercial building for Don Wheeler who grants financing.

Richard Perkins of Land/Vest sells 232 acre Joslin Farm in Montpelier, Vt., to Chicago group for $180,000.

Kevin Phelan of Meredith & Grew arranges $5m Travelers Ins. Co. loan to Paino Assoc. for 216 units at Northgate 2 in Waltham, Ma.

Kevin Phelan of Meredith & Grew places $9.5m Travelers Ins. loan to National Fire Protection Assn. for new Quincy, Ma., offices.

Leggat McCall & Werner granted $22.5m New York Life loan for rehab of former Carling Brewery plant in Natick, Ma., to offices.

Sargent Nichols and TREC cobroke $775,000 sale of former South Middlesex News plant in Framingham, Ma., to C.W. Communications.

Peter Elliot & Co. appointed agent for Atlantic Savings Bank's 38,580 s/f office building in Revere, Ma.

Bert Finley brokers sale of last State Properties' parcel in Newton, Ma., 8 acres, to Kurt-Saracen Assoc. for $525,000.

Mel Coombs of Plymouth Dev. & Ind. Comm. reports 9 acre sale to Bartlett Consolidated for 12,000 s/f office and plant; $150,000.

Zachary Fortunato, Davenport Rlty., sells $325,000 marina in Barnstable, Ma., for Walton Canedy to Robert Kanter & Wayne Paddock.

Cabot, Cabot & Forbes sells 2 bldgs. in Bensalem, Pa., through Leggat McCall & Werner Financial to Ct. General Mortgage & Realty.

Robert Danziger opens 68,000 s/f Marshalls center in Newton, Ma.; Financing from State Street Bank & N.E. Life for $4m facility.

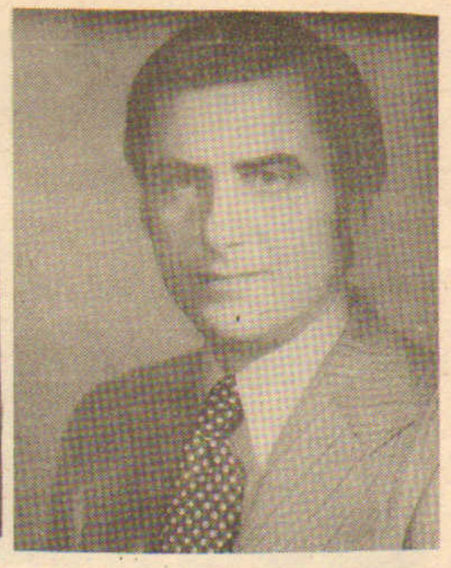
Samuel Oddo & David Cavanagh of Algonquin Inc. sell Lipton site in Woburn, Ma., to Augustine Sheehy; 150,000 s/f for $1.1m.

Campanelli Realty & Boston Edison sign lease for 25 acres in Watertown, Ma.; Leggat McCall & Werner handle negotiations.

Real Estate One named agent for Stanley Fogg's 80 acre single family site in Pembroke; Michael Delaney, Richard Patrolia builders.



Bruce Reeves



Robert Danziger



Nancy Lang



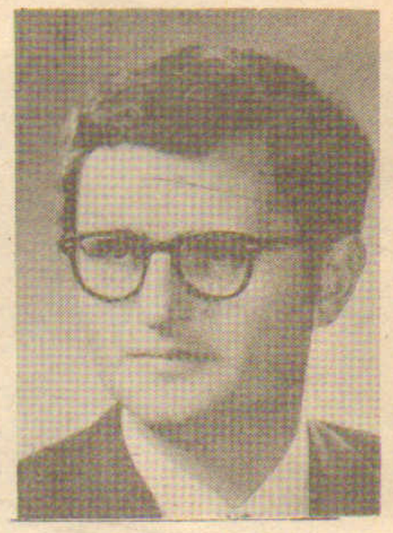
George Fantini, Jr.



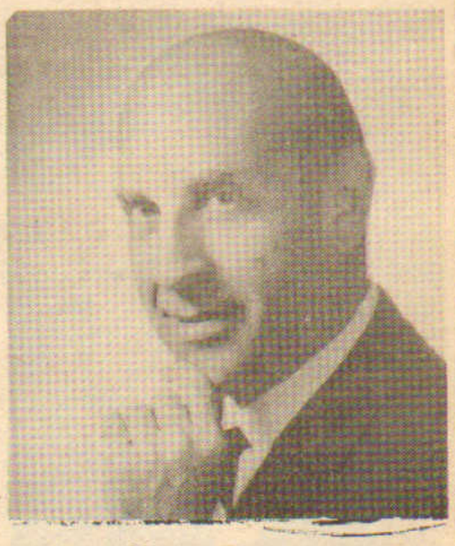
Michael DiScala



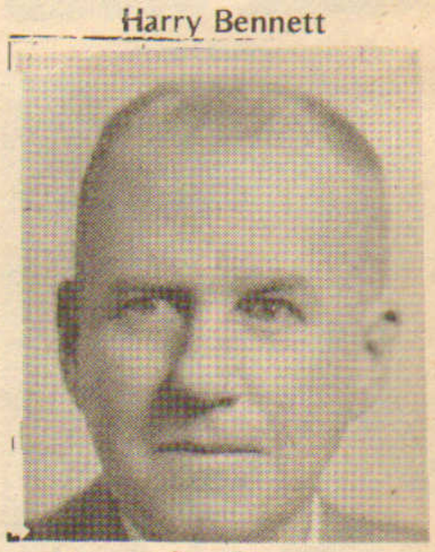
Sidney Rosenthal



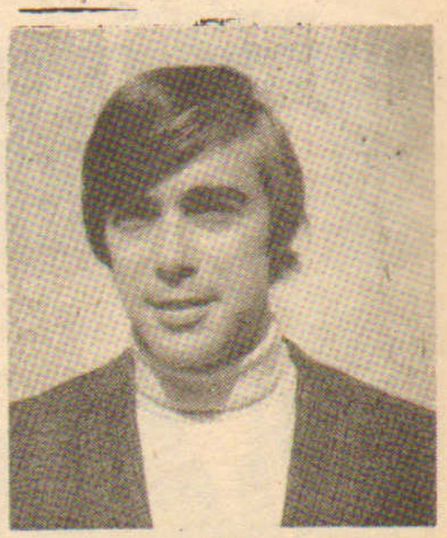
Peter Blampied



Harry Bennett



Jim Raleigh



Art Keefe

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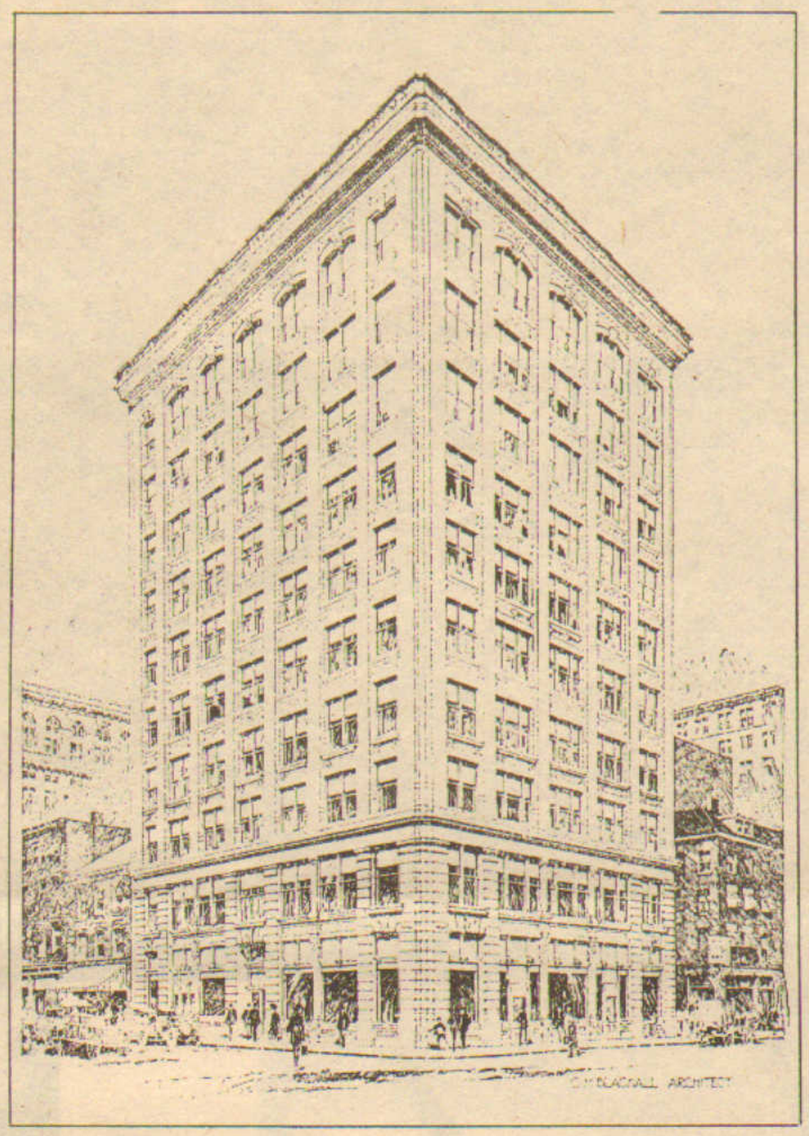
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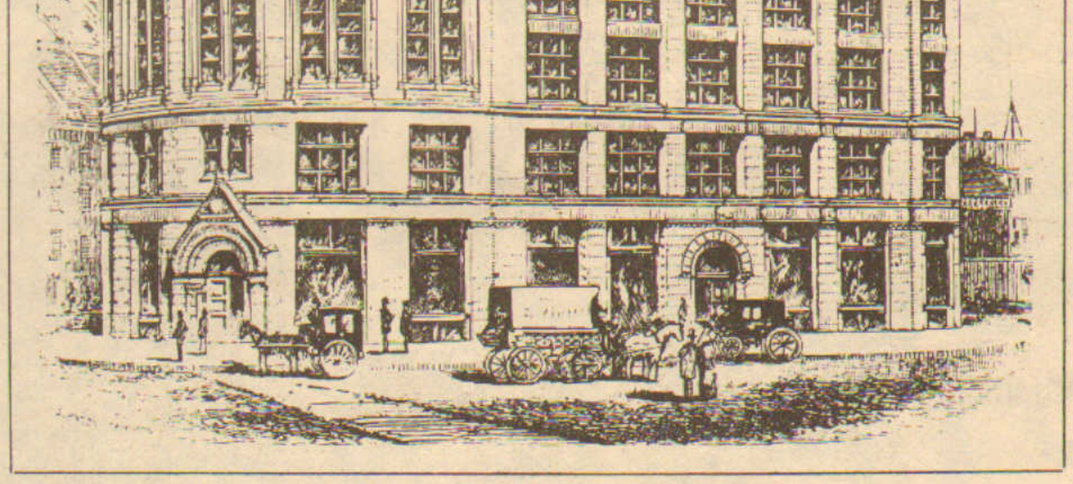
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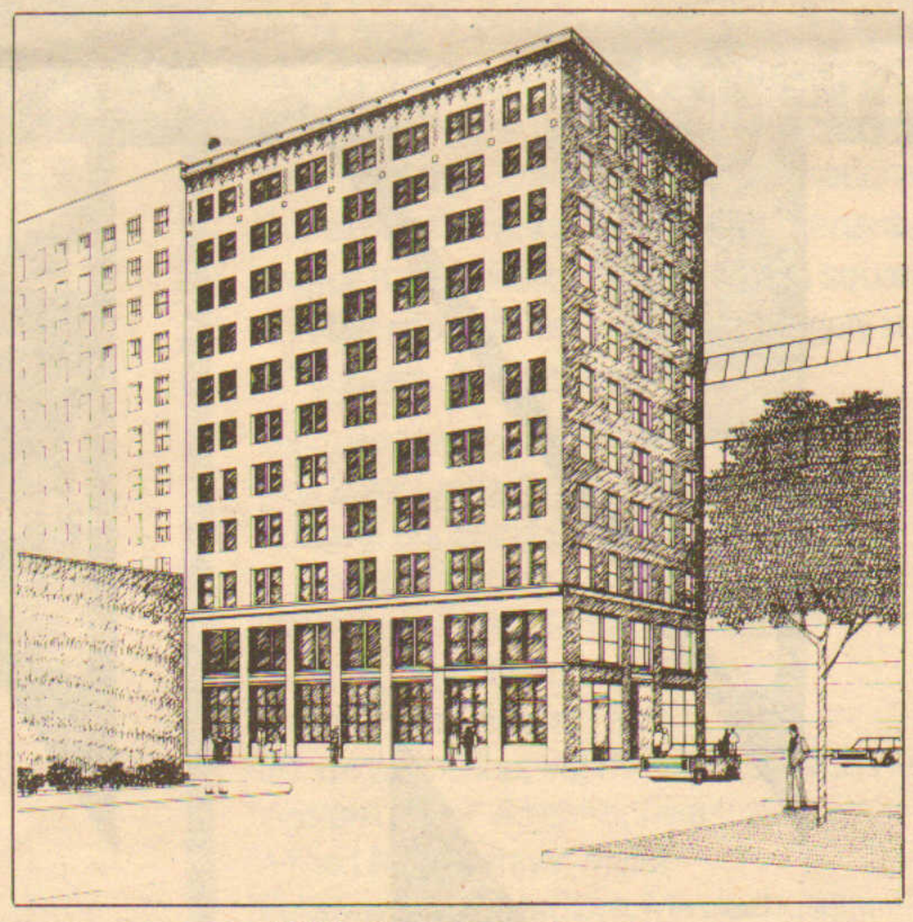
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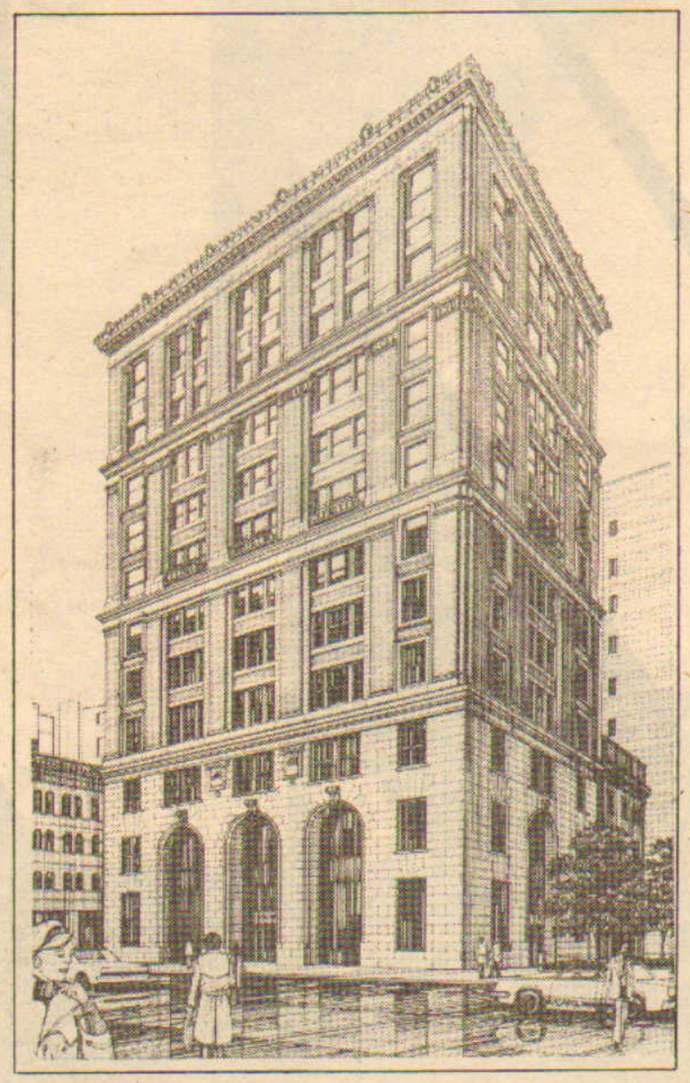
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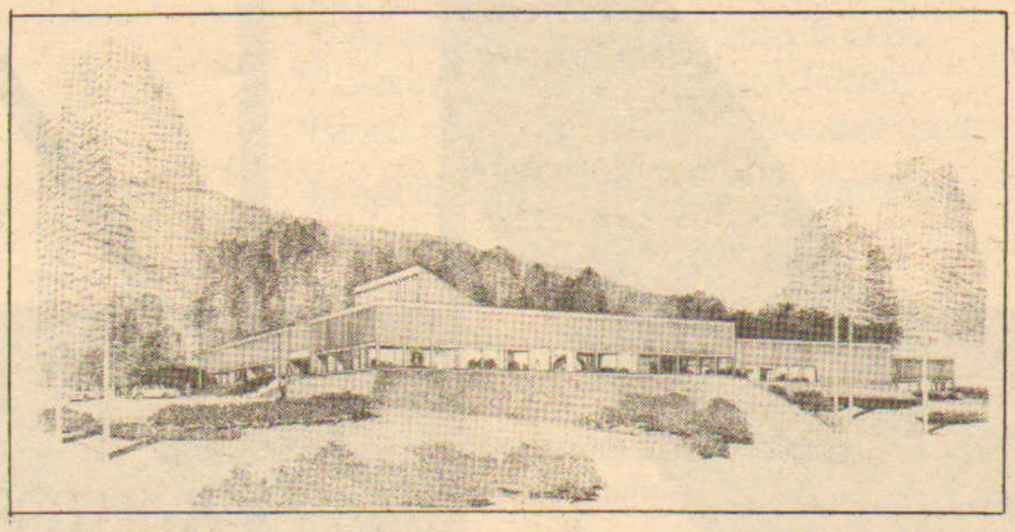
177 Milk Street • Boston
Exclusive Leasing and Management



79 Milk Street • Boston
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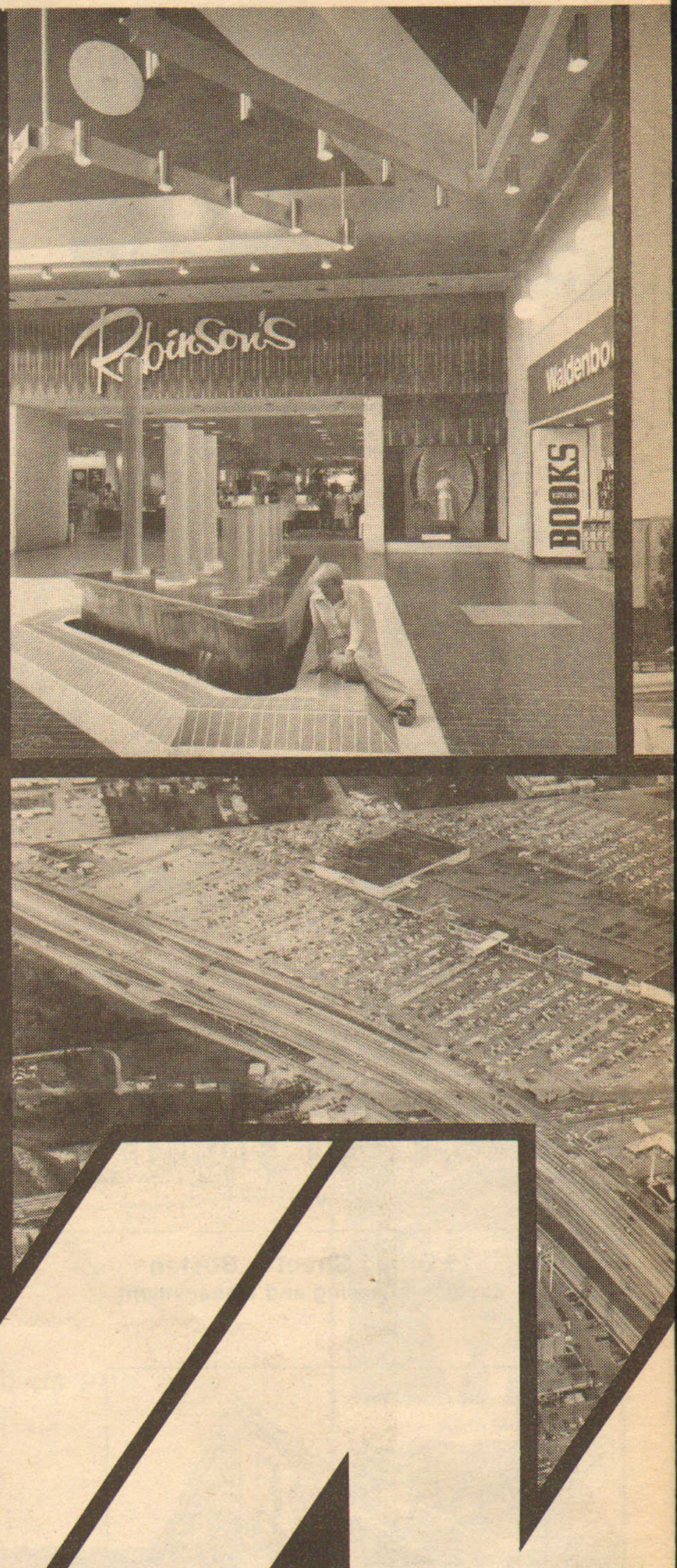


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The Mall Experts

Every year National Mall Monitor publishes a list of America's 50 largest shopping center developers. Once again Wilder-Manley Associates is the largest developer based in New England ... and ranks 22nd nationwide. Our experts developed, financed, tenanted and/or manage over eleven million square feet of retail space in more than 30 hugely successful centers. Among them:

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"Worcester Center" Worcester, Massachusetts
"Gulfgate Shopping City" Houston, Texas
"Northline Shopping City" Houston, Texas
"West Shore Plaza" Tampa, Florida
"Parkdale Mall" Beaumont, Texas
"Capital Plaza" Austin, Texas
"Irondequoit Shopping Plaza" Rochester, New York
"Western Plaza" Amarillo, Texas
"Airport Mall" Bangor, Maine
"Fellsway Plaza" Medford, Massachusetts
"Northgate Shopping Plaza" Revere, Massachusetts
"Twelve Corners" Brighton, New York
"Lynngate Shopping Center" Lynn, Massachusetts
"The Garage" Cambridge, Massachusetts
"Pickering Wharf" Salem, Massachusetts
"Park Square Arcade" Boston, Massachusetts

In addition we are now leasing three large new malls:

"Billerica Mall" Billerica, Massachusetts
"Assembly Square" Somerville, Massachusetts
"St. Charles Shopping Center" St. Charles, Maryland

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WILDER-MANLEY ASSOCIATES, INC.
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OCTOBER

Stephen Karp, Julian Cohen, Stephen Weiner & Daniel Rothenberg open 300,000 s/f Meadow Glen Mall in Medford, Ma.

Boston Mortgage places $2.3m loan to O'Brien & Co. for its 98,600 s/f office and industrial site in Acton, Ma.

Broderick Dev. Corp. buys 56 apartments in Back Bay, Boston, from John Kunigenas for $1.1m; Forge Realty, Hanlan Group cobrokers.

Equity Realty Inv. brokers $800,000 sale of 57 apartments in Chelmsford, Ma., for Riverview Trust to Brittany Inv. Group.

Spaulding & Slye Corp. starts 26,000 s/f Wellesley/9 Executive Place; designed by Shepley Bulfinch Richardson & Abbott.

Walter Barrick of John Lee Realtors handles $1m sale of four Waltham, Ma., industrial buildings for Beaver Realty to Island Realty.

Kurt Saracen Assoc. names Leggat McCall & Werner agent for its 100,000 s/f Westwood [Ma.] Office Park; R.D. Smith contractor.

Endevor Inc. & Peabody Const. start $4.5m Brockton, Ma., rehab; 101 units and 7,800 s/f stores; Robert Tighe named retail agent.

MB Group gets $2.6m John Hancock Mutual Life loan for 30,000 s/f Wellesley [Ma.] Medical Ctr.; Erland Const. contractor.

Paul Stella awarded $2.2m 40 unit turnkey housing by Wakefield Housing Auth.; John Parrillo architect.

Robert Seaman of TREC & Thomas Bachini of Neelon Co. cobroke 50,000 s/f Wilmington, Ma., lease to Compugraphic for Tambone Corp.

Rapaport R.E. handles sale of 27 apartments in Brewer, Me., for Crotwil Assoc. for $450,000; Bangor Savings Bank mortgage.

Rocca Group starts Windham [Me.] Mall with 140,000 s/f; signs Bradlees for 60,000 s/f, Martin's Shop 'N Save & Wellby's Super Drug.

Horowitz Funding places $1.778m loan for Sugarbush Assoc.' condominiums at Sugarbush Valley in Warren, Vt.; 24 units planned.

Jeannie Sleeper of Snyder Realty sells last site at Riverside Ind. Park in Portland, Me., for 48,000 s/f $1.6m warehouse.

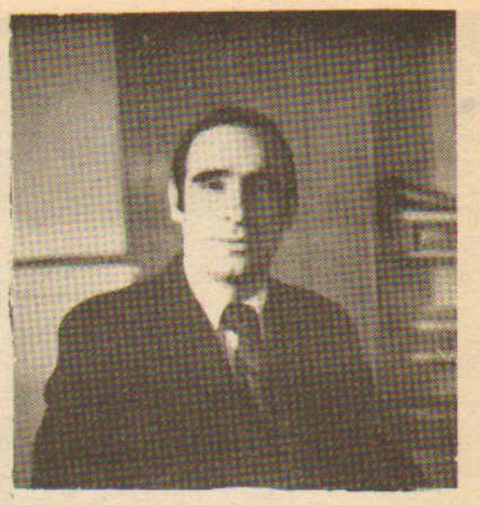
Theodore Schuster arranges $1.2m loan to DiBiase Realty for 358 units in Salem, Ma., with national credit corporation.



Joe Keller



Joseph Hegenbart



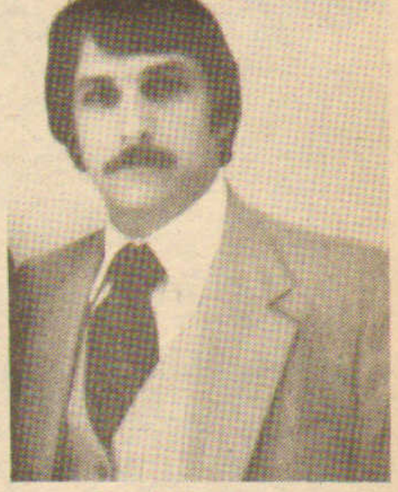
Stanley Sidel



Jerry Baizen



Clohesey Lichman



Rod Maxson



Bill Brooks



Alvin Miller



Frank Messina



Bill Connaughton

$17,000,000

The Real Estate Collaborative Incorporated is pleased to announce their year end aggregate sales and leasing volume for 1979.

We thank those who did business with us and wish all a successful New Year.

TREC

237-7470

The Real Estate Collaborative

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Robert H. Seaman, Edward H. Leeming, Jr., Robert D. Stubblebine, Charles Devens, Jr.

Approximately 120,000 square feet of space for lease. Right in the heart of Boston at Downtown Crossing. Across the street from Filene's and Jordan Marsh. Convenient to Park Street, Washington Street, and Summer Street MBTA stations. It's floors 4 through 10 above The Corner. With its many contemporary shops and restaurants. The space is suitable for offices and/or a merchandise mart and ideal for large clerical operations. And the developer will renovate to the tenant's needs. Available for immediate occupancy. Contact John T. Gregg at The Druker Company, managing agents. Telephone: 357-5700. Brokers invited.



What's up at The Corner?

THE CORNER

DOWNTOWN CROSSING

OCTOBER

Herbert Finley and Rad Romyne to build $10m 46 unit luxury condos on Newport [R.I.] harbor; buy 17 acres from Felix DeWeldon.

James Gorman and Mark Davis of R.W. Holmes lease 16,800 s/f at Alpha Beta Park in Norwood, Ma., to Audiovox International.

Century Inv. buys former Sears, Roebuck 110,000 s/f three story site in West Springfield, Ma., adjacent to its shopping center.

Brad Griffith of Leggat McCall & Werner leases 20 acres for Zayre Corp. to Gerald Hines Interests for Natick, Ma., offices.

David O'Neill of Flatley Co. & David Connolly of Ryan, Elliott & Co. lease Village Mall, Canton, Ma., offices to Mutual of Omaha.

Anthony Rando buys Kevin O'Reilly's Boston aparts. for $380,000; to convert to luxury condos; Capitol Bank financing reconversion.

Tambone Corp. starts 194 unit Fairway Green in Stoneham, Ma.; $7.4m financing from M.H.F.A.; Taylor Woodrow Blitman contractor.

Warburton Agency arranges complex church transaction in Providence; state buys $850,000 site for Dept. of Administration building.

C. Butts Realtors sells $1m 82 unit Breakers apartment site in Lynn, Ma., for Norton Ellman to First Eastern Corp.

Spectrum Financial arranges $844,000 industrial revenue bond loan for Eikonix Corp.'s 18,000 s/f offices in Bedford, Ma.

Flatley Co. adds 40,000 s/f at Medfield [Ma.] Shops; Hagen Management contractor for $1.2m job; will lease and manage.

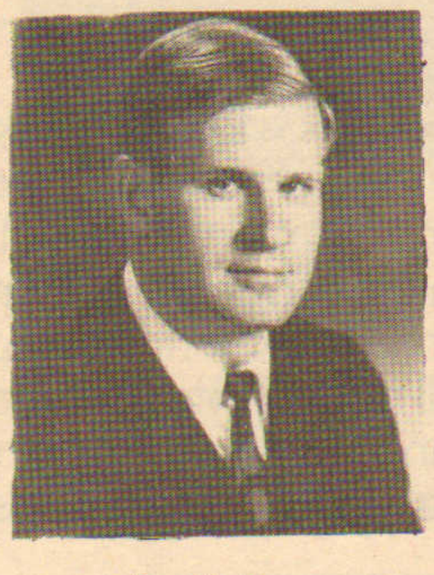
George Smith & Son brokers $700,000 sale of three sites on 18 acres in North Branford, Ct., to Corbin-Smith Associates.

Dimeo Const. to build $5m 68,000 s/f offices in Glastonbury, Ct., for AMICA Mutual Insurance Ekman-Klaeson architect.

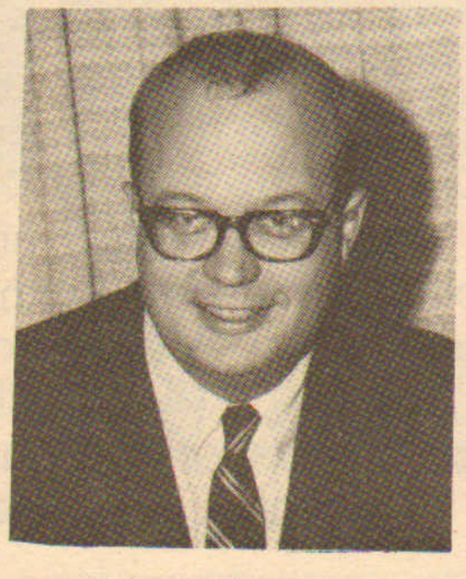
Daniel Chimes of Beazley Co. handles two industrial site sales in West Haven & New Haven, Ct., totalling $343,000.

William Schwartz brokers sale of Fairfield, Ct., restaurant for William Ratzenberger to Joseph Seport for over $700,000.

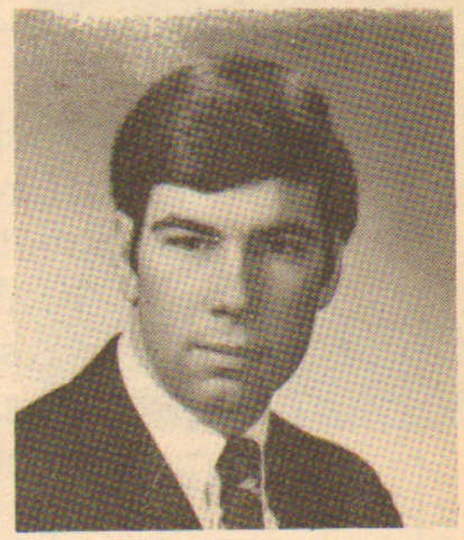
Fred Curtin of REX Realty and Sal Buono of DiScala Assoc. cobroker lease in Fairfield, center to Eastern Mt. Sports.



Dan Woolley



Harry VonRosenvinge



Peter Holmes



Robert Tambone



Arnold Kahn



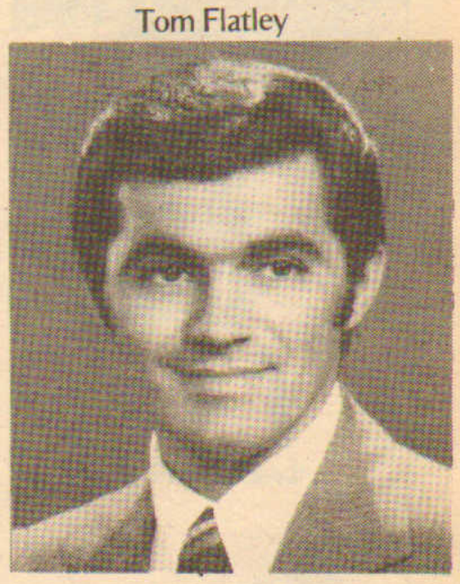
Kevin Phelan



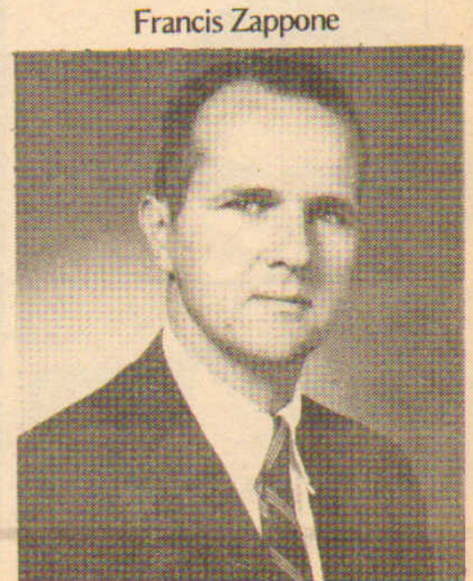
Edward Freda



Tom Flatley



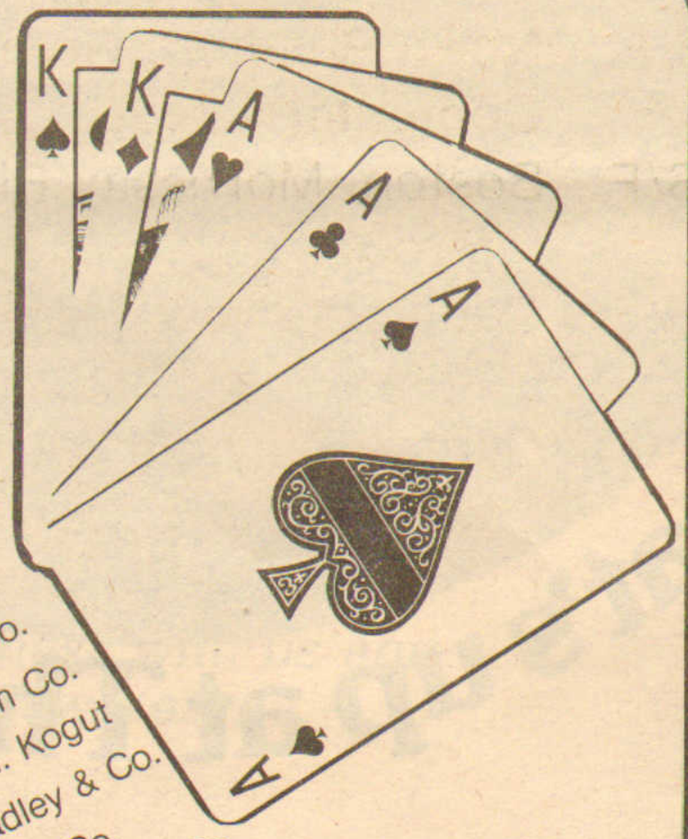
Francis Zappone



Edward Regan

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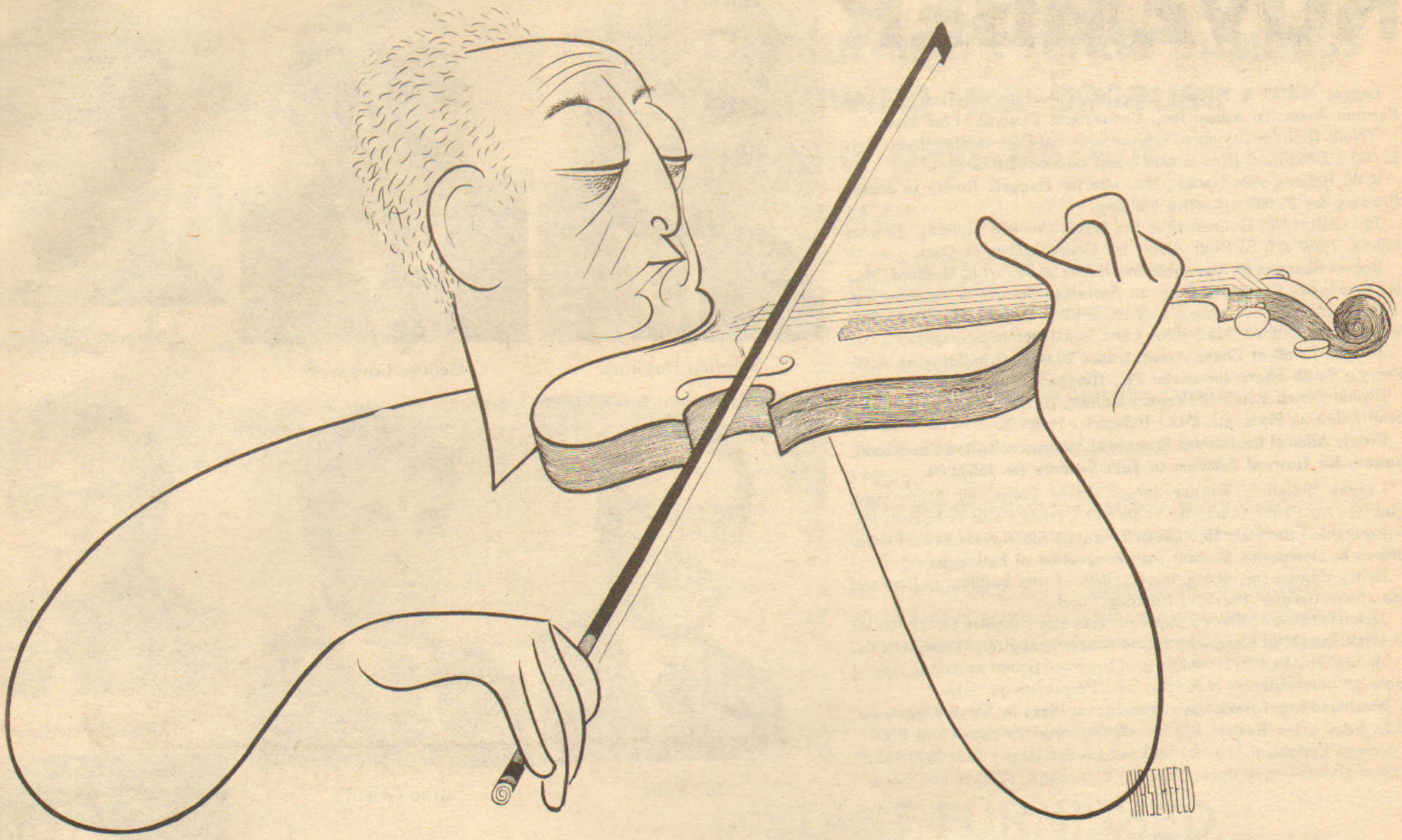


Beal & Co.
Nordblom Co.
James H. Kogut
R. M. Bradley & Co.
The Codman Co.
Independence Realty Co.
Leggat, McCall & Werner
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156,000 S/F	North Reading, Grant's Shopping Plaza to Nixdorf Computer ..... SOLD
144,000 S/F	Boston, Morrissay Blvd., Girltown, Genesco/ Interco ..... SOLD
74,000 S/F	Carlstadt, New Jersey, Bergen Iron & Engineering ..... SOLD
214,000 S/F	Clinton, Zayre's Warehouse ..... LEASED
28,000 S/F	Lowell, Scopus Corporation ..... LEASED
56,000 S/F	Cambridge, Rindge Ave. Extension ..... SOLD
38,000 S/F	Chelmsford, Alpha to Wang Lab Inc..... LEASED
132,000 S/F	Methuen, Cerretani Shopping Center ..... SOLD
19,000 S/F	Salem, Surrette Battery Co. ..... SOLD
95,000 S/F	Westwood, M.I.B. Inc. - Land ..... SOLD
75,000 S/F	Hopkinton, New Construction
7 Acres	North Reading, New England Power/Nixdorf Computer ..... SOLD

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NOVEMBER

Leggat McCall & Werner leases 65,000 s/f in Billerica, Ma., for Fortune Assoc. to Adage Inc.; Connecticut General $1.8m loan.

O'Neill/Quinn realty opens Grant Industrial Park in Stoughton, Ma.; 12,000 s/f $240,000 Roto-Rooter plant under construction.

R.W. Holmes sells Natick, Ma., site for Haggett Realty to James Crowley for 25,000 s/f office building.

Jay Lafferty of Hunneman & Co. leases Colonial Building, Boston, offices, 7,650 s/f, to Stull Assoc. for Colonial Theater Corp.

Robert Shannon of Algonquin Inc. leases 30,000 s/f in Medford, Ma., for Composite Container Corp. to American Science & Engineering.

Equitable Life Assurance and GCA Corp. build 63,000 s/f office building in Bedford, Ma.; Kent Corp. construction manager.

Joseph O'Neil of Chase Assoc. leases 20,000 s/f building at A.W. Perry's South Shore Industrial Pk., Hingham, Ma.

Ronald Ferioli & Arnold Facchini building 16, 300 s/f racquetball and health club at Plymouth (Ma.) Industrial Park.

Bonnie Allen of Restaurant Brokers of America sells Red Coach Grill, Boston, for Howard Johnson to Tom Sanders for $550,000.

Leggat McCall & Werner names Dimeo Const. for $10m headquarters for Prime Computer at former Carling's site in Natick, Ma.

Equitable Life lends $9.275m to Teradyne Inc. for 414,144 s/f home offices in Downtown Boston; plan renovation of buildings.

Henry Hanson Inc. of Ma. buys 22,000 s/f spec building in Gorham, Me., from Greater Portland Building Fund.

Jack Thornton of Shaw's Supermarkets signs Woolco for 57,000 s/f at Windham [Me.] Plaza with David Ambrose of F.W. Woolworth Co.

Michael Monks & Bransom Bean of Norwood Group broker 44,000 s/f lease at Londonderry, N.H., for U.S. Properties to Selvac.

Northland Inv. Group. buys Frenchtown Plaza in North Kingstown, R.I., from Arlen Realty; 120,000 s/f anchored by Zayre and Star.

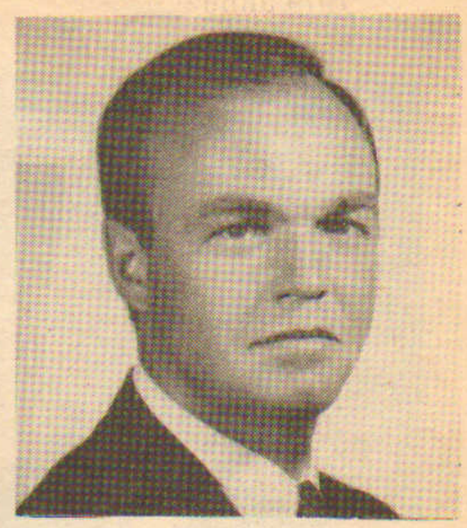
George Lydotes & Daniel Lordan of Lordan Realty sells $930,000 87 unit apartment in Malden, Ma., for Wm. Segal & Raymond Snow.



Stephen Hopkins



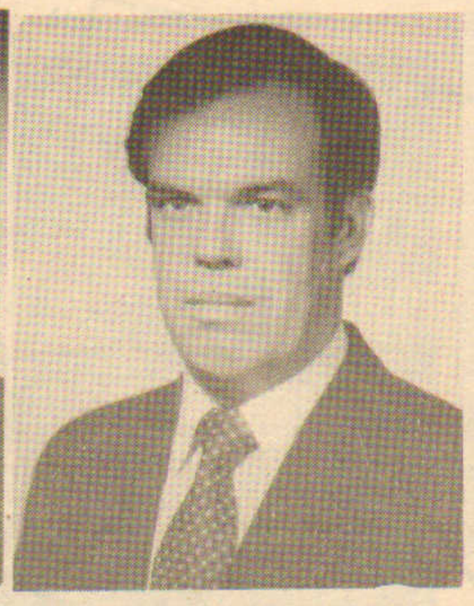
George Lovejoy



Sargent Goodchild



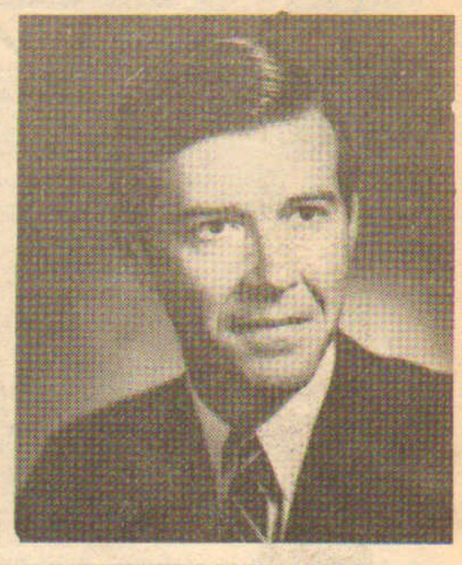
Joe Finn



Brad Griffith



Richard Friedman



Arthur Cook



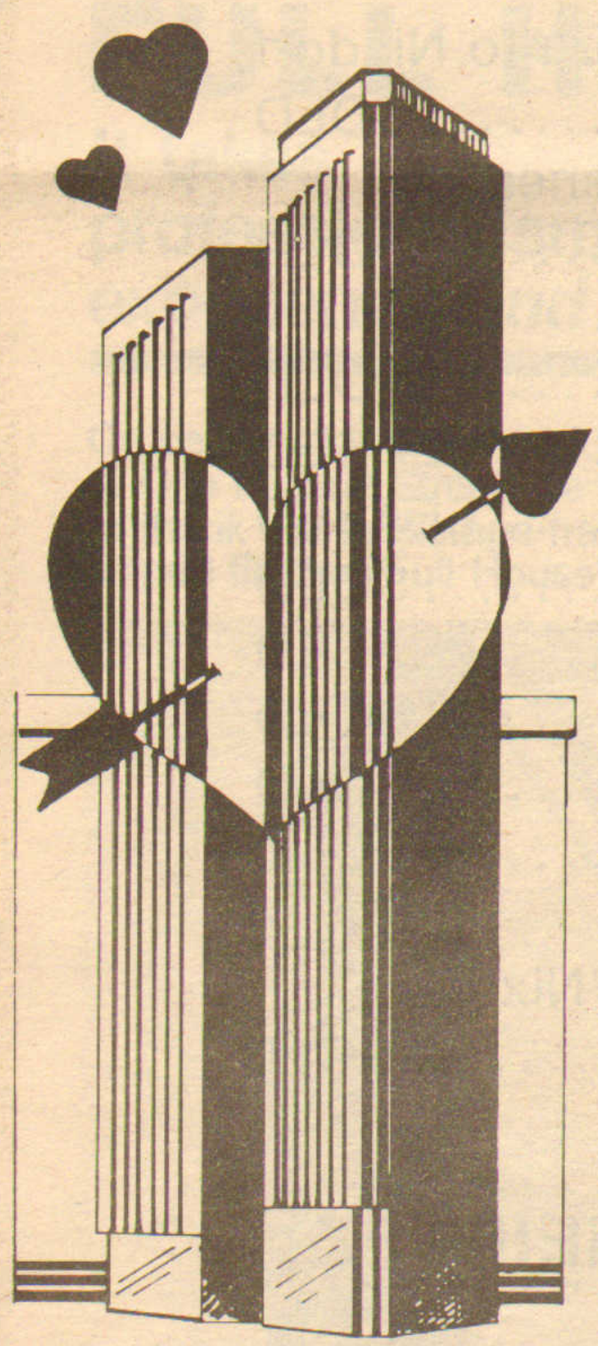
Thomas DeFelice



Howard Benedict



Richard Flier



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INTRODUCING OUR STAFF!

ROBERT W. HOLMES, President, formed the company in early 1976 to better service the Real Estate needs of Industrial-Commercial clients. He was formerly a Vice President of Nordblom Co. real estate, Boston, for eleven years. Prior to that he was an industrial broker with Ryan, Elliot & Co., Boston. He is a graduate of Babson College.

JAMES W. GORMAN, Vice President, formerly was with the Industrial Sales Staff of Cabot, Cabot & Forbes of Boston for three years. Before that he was an industrial broker with Ryan, Elliott & Co., Boston. He is a graduate of Boston College.

MARK W. DAVIS, Associate, formerly was with the property management staff of Haynes Management, Inc. of Wellesley, and is our office leasing specialist. He is a graduate of Dartmouth College.

NATHANIEL S. ESTEN, Associate, formerly President, General Manager and Developer of Babson Recreation Center. Previously developed and managed One Washington Street Office Building in Wellesley Lower Falls. Background in banking, and industrial real estate as an independent broker. He attended Amherst College and Boston University.

EUGENE A. McPHERSON, Associate, formerly Division General Manager for Kendall Company, a Division of Colgate-Palmolive. He has had extensive experience in marketing and management. He is a graduate of Boston College, University of Massachusetts, and Harvard University, special business programs.

H. DAVID RITCHIE, Vice President of Ritchie Division, was founder and former President of H. D. Ritchie Co. Prior to that he was associated with John E. Begley Co. He specialized for over 20 years in industrial, investment and commercial brokerage. He attended the University of New Hampshire and Syracuse University.

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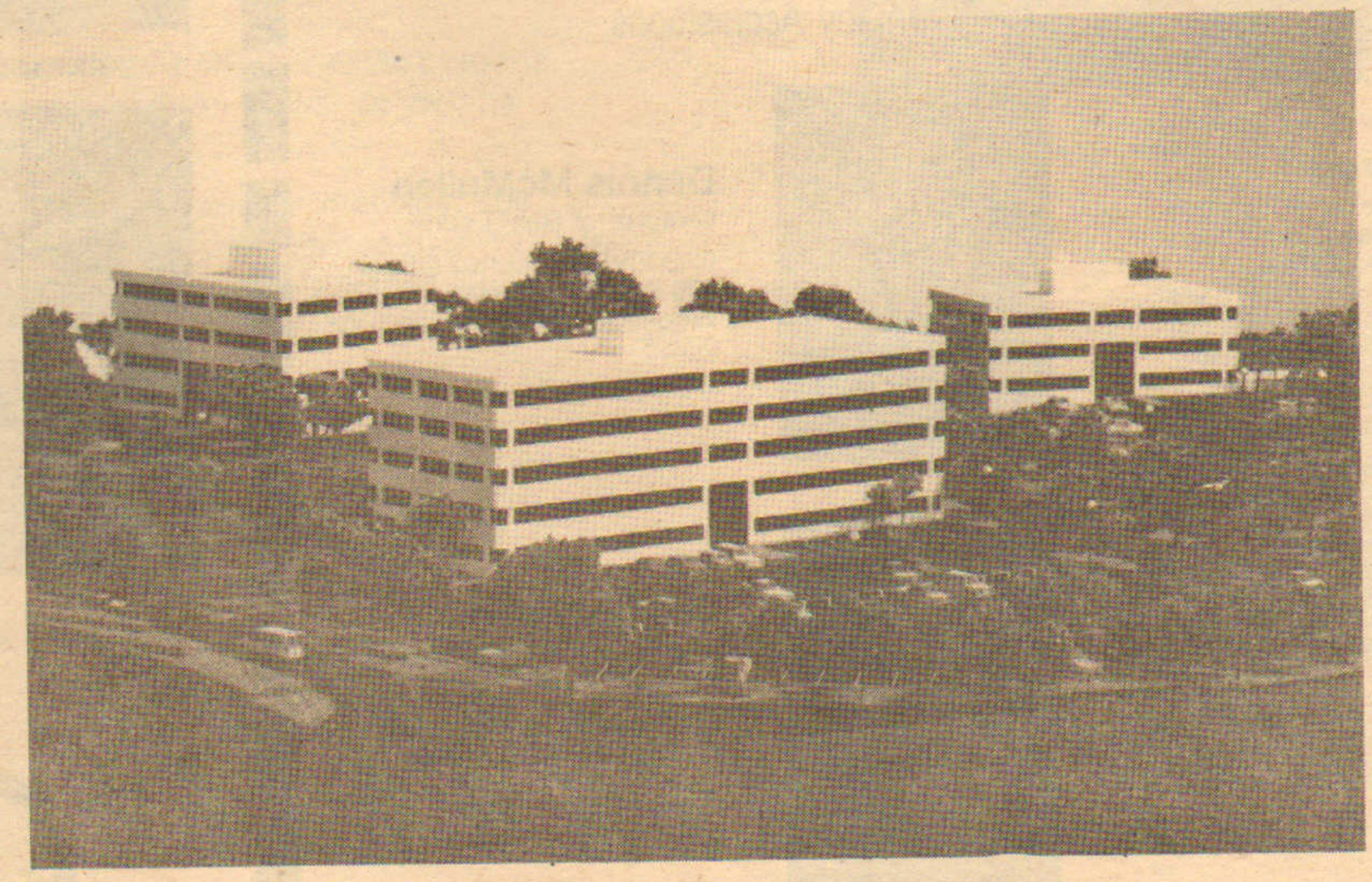
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NOVEMBER

Stein Realty sells 816 units in Shrewsbury, Ma., for Imperial Arms Trust to Imperial Village Realty Trust for $4m.

Corcoran & Co. reports 582 unit Faxon Commons in Quincy, Ma., is 95% leased; $20m project first Planned Unit Dev. in city.

Francis Donlan of Stone Co. handles design-build project in Hudson, Ma., for Datatrol Inc.; $3.3m 60,000 s/f headquarters.

Denham Realty sells $5m 66,000 s/f Stamford, Ct., offices to Heyman Properties.

Cooper-Horowitz Inc. arranges $14m financing for East Bay's Assembly Sq., Somerville, Ma.; K mart, Almys anchored in 342,000 s/f.

Boston Mortgage gets $2.125m financing for Hannon Co.'s 78,000 s/f shopping center in Skowhegan, Me., from Mutual Benefit Life.

William Contaxis of Clarke & Patton brokers $500,000 sale of 56,000 s/f West Haven, Ct., trucking terminal to Gold Key Builders.

Colonial Bank buys Exchange Building in New Haven, Ct., from Yale Univ. for $560,000; plan new bank and office building on site.

Edward Rogers Inv. buys 188 unit Hillcroft Apts. in Danbury, Ct., from N.Y. & Suburban Federal Savings for $4m.

Samuel Pierson of Richard Gretsch of Pierson & Smith handle 112,000 s/f lease in Stamford, Ct. to Pitney Bowes.

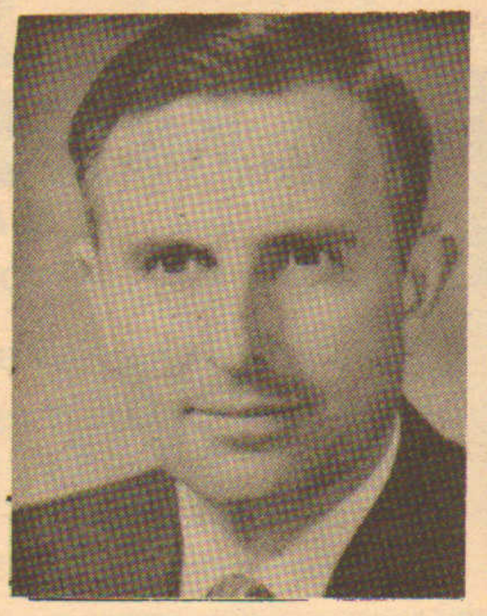
Brad Griffith & Mark Kisiel of Leggat McCall & Werner lease 457,000 s/f in Natick, Ma., to Prime Computer; pay $3.65m for site.

Dan Woolley & Jeffrey Becker of Ryan, Elliott & Co. and Leo O'Neill sell $300,000 57,700 s/f Holbrook, Ma., industrial site.

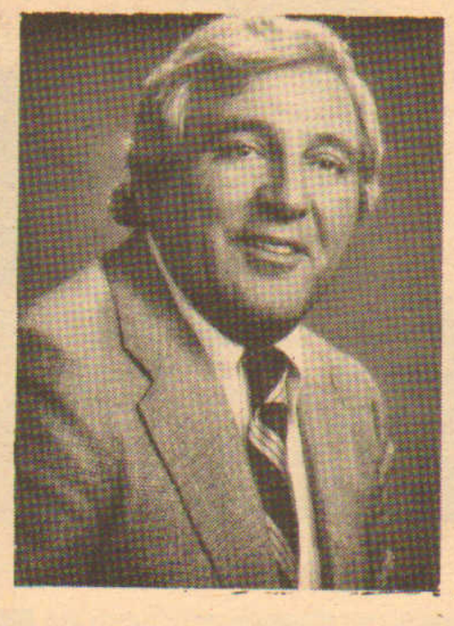
Robert Emmons of Restaurant Brokers sells $300,000 Wayland, Ma., restaurant for Ercole Iafrate to James Koshivos.

Shaw's Supermarkets opens 32,000 s/f unit in former A & P store in Quincy, Ma.; now has 37 in three New England states.

Gaudreau Dev. to build $10m residential condos and stores at Shadow Farm in South Kingstown, R.I.; 60 units, 25,000 s/f retail.



Sam Tamposi



Leo Kanteres



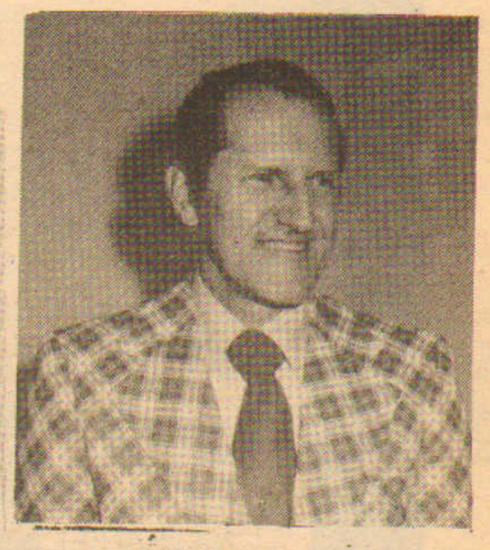
Karl Norwood



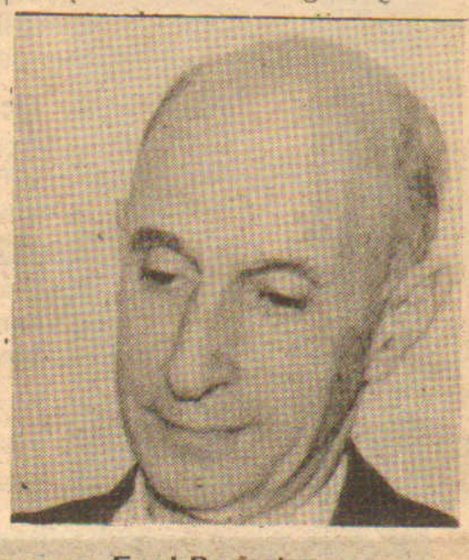
Julian Cohen



Kent Locke, Jr.



William Bigda



Fred Rosenbaum



Michael Skibiski



Harry Sher

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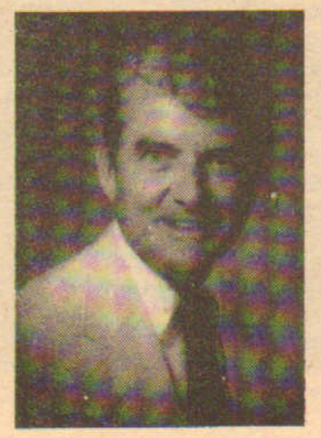
Dave Ferron
Vice President of Properties
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401-765-1500



Dennis McMullen
Director of Real Estate
C/O CVS Executive Office
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Jim Munro
Real Estate Representative For NY., Vermont & Western Mass.
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Dick Reinhart
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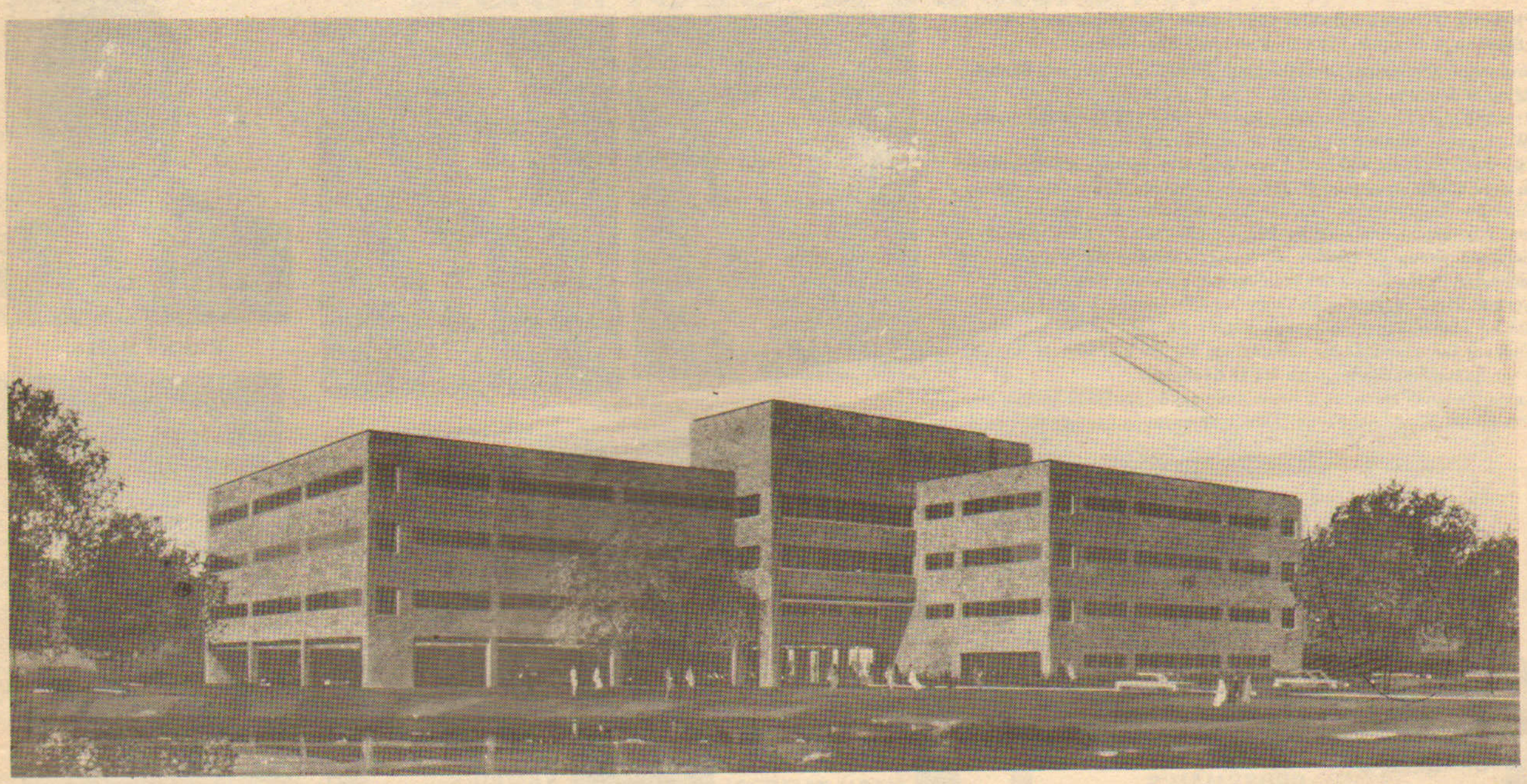
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David Rappaport

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Owner/developer
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Cambridge, Massachusetts 02139
617/661-8200

DECEMBER

David, Justin & Shepard Remis and Boston Inv. & Dev. Co. start $6m 140 unit elderly apartments in Peabody, Ma.

Robert Guethlen & Brad Snow of Carlson Commercial sells $200,000 Woburn, Ma., industrial site with 46,000 s/f building.

Equitable Life Assurance & Beacon Companies joint venture One Post Office Sq., Boston, office, hotel and garage complex.

William McCall of Leggat McCall & Werner brokers $840,000 sale of King's West Bridgewater site to Waldoroth Label; 60,741 s/f.

R. W. Holmes sells 92 acres in Easton, Ma., to Paramount Dev. Assoc. for proposed $2m industrial park; named marketing agent.

Anthony Covalli of Macmillan & Son leases 45,000 s/f in Springfield, Ma., for Taylor Rental to Digital Corp.

Robert Schaye of Ryan, Elliott & Co. brokers $225,000 sale of Norwood, Ma., store block for Norwood Common R.E. Trust.

Frederick O'Connell sells $330,000 Hudson, Ma., industrial property for Stephen & Stanton Fitts to Northeast Spa Brokers.

Grossman Companies refurbishing 60,000 s/f former Gilchrist building in Quincy; lease 21,000 s/f to T.J. Maxx.

Arnold Kahn of Carpenter & Co. leases 2,500 s/f in downtown Boston to Warburton's Bakery of England for Edward Mank.

City Bank & Trust and U.S. Trust announce merger creating bank with over $300m in assets; P. Siskind, J. Sidell, R. Epstein officers.

Fairview Realty starts $3m Nashua, N.H. nursing home; Gerard Const. contractor; financing by BMFC; 100 beds planned.

Norwood Group & Duffley & Assoc. cobroker $240,000 sale of Manchester, N.H., industrial building for Florence Ducoff.

Norman Head of Hamel Realtors handles sale of Intervale, N.H., motel for Dallas Verry to Joseph Rivers for $114,000.

Endevor Inc. starts $2.3m Bennington, Vt., 50 unit elderly housing site for housing authority with HUD financing.

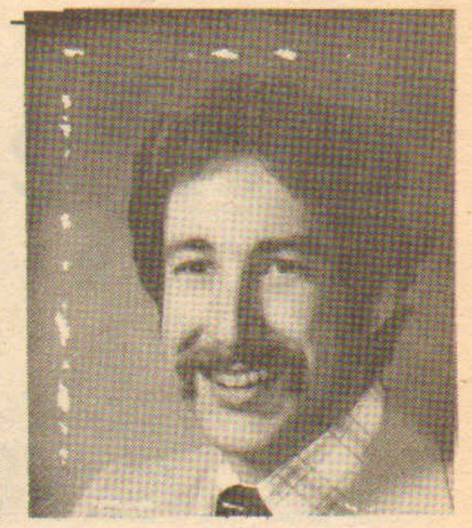
Kevin Phelan of Meredith & Grew arranges $1.5m State Mutual loan with Clifford Miller for Forum Dev.'s 84 units in Portsmouth, N.H.



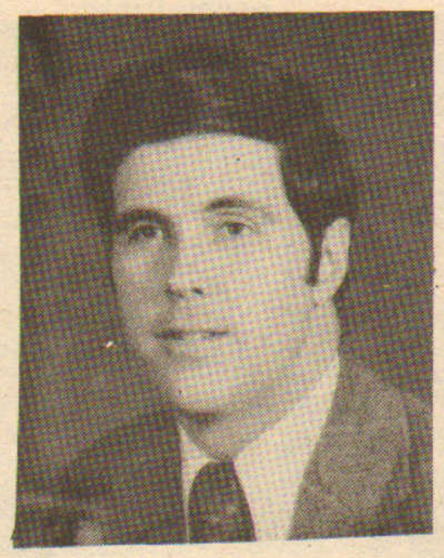
Jordan Rittenberg



Roland Kratzer



David Friedman



Carl Traub



Edwin Sidman



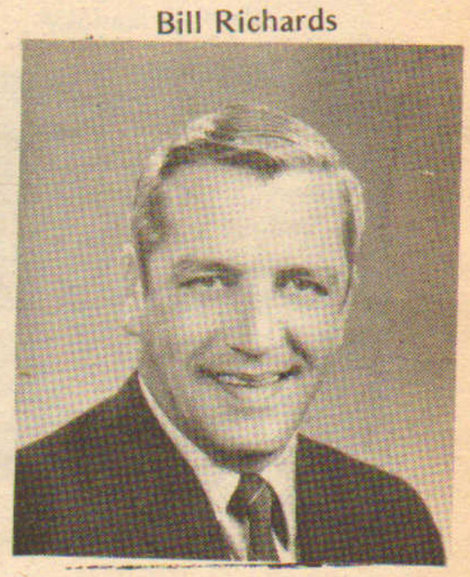
Richard Mycko



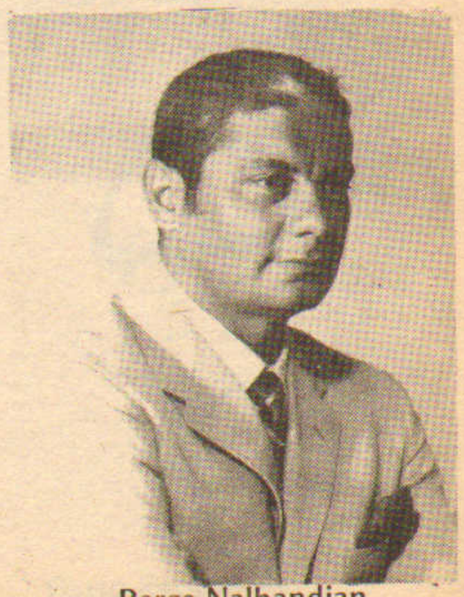
Frank Jacko



Bill Richards



Conrad Croteau



Bruce Nalbandian

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NASHUA MALL
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OMNI SPECTRA
P&C MARKETS
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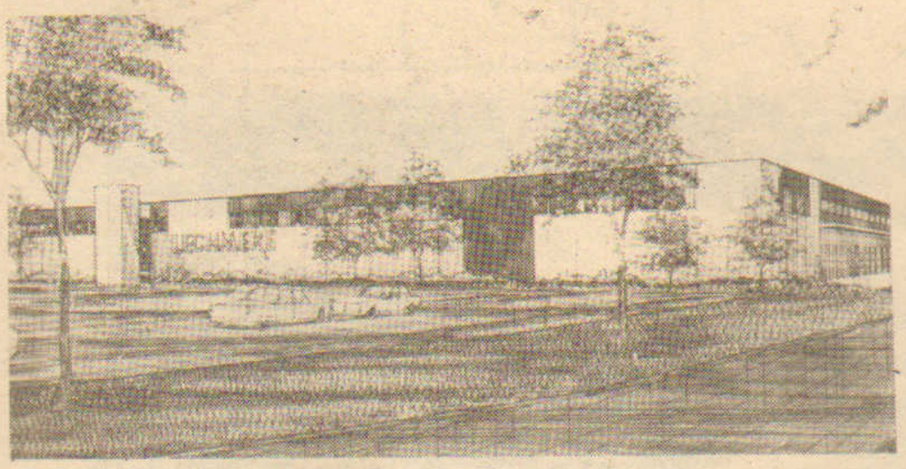
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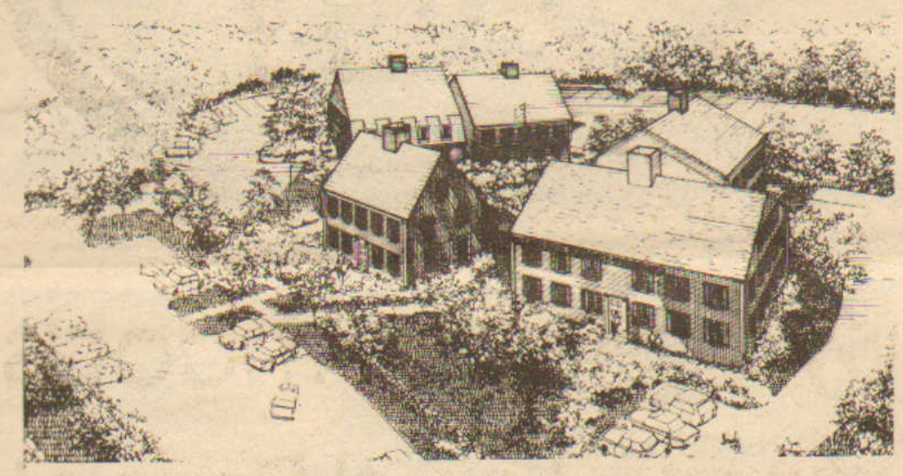
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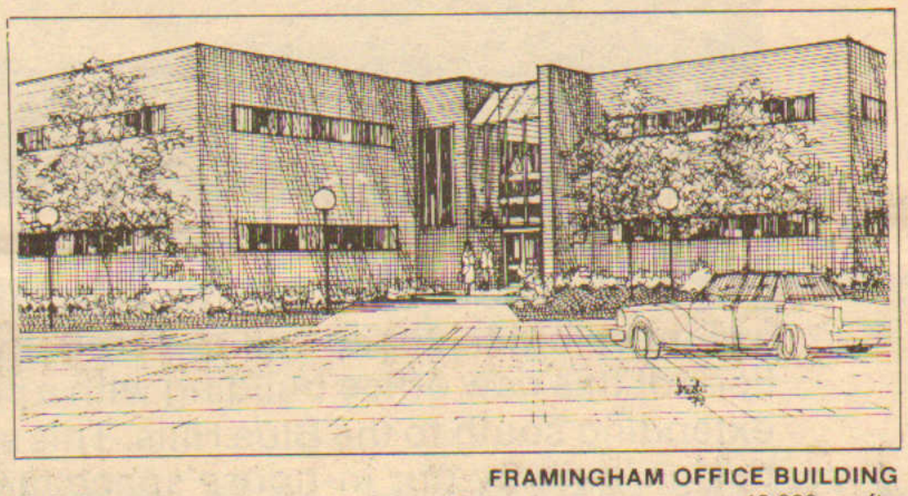
LECHMERE
210,000 sq. ft. corporate office, warehouse & distribution
Woburn, Mass.



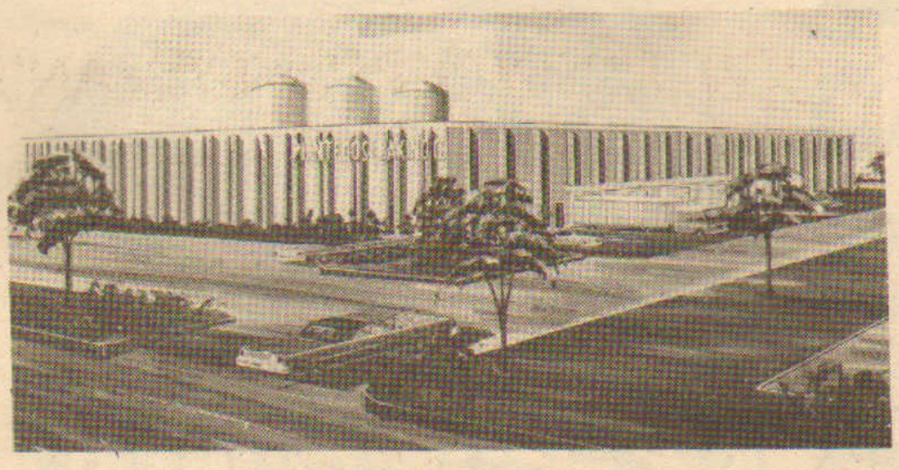
DATATROL
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Hudson, Mass.



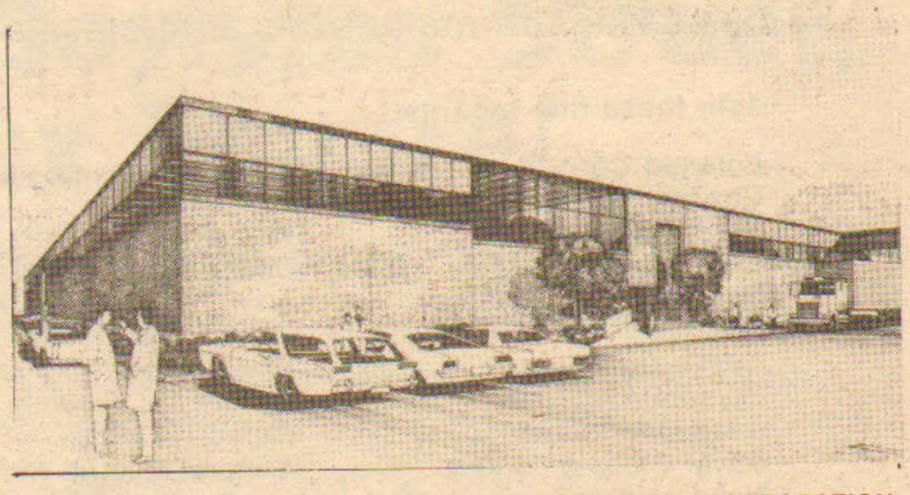
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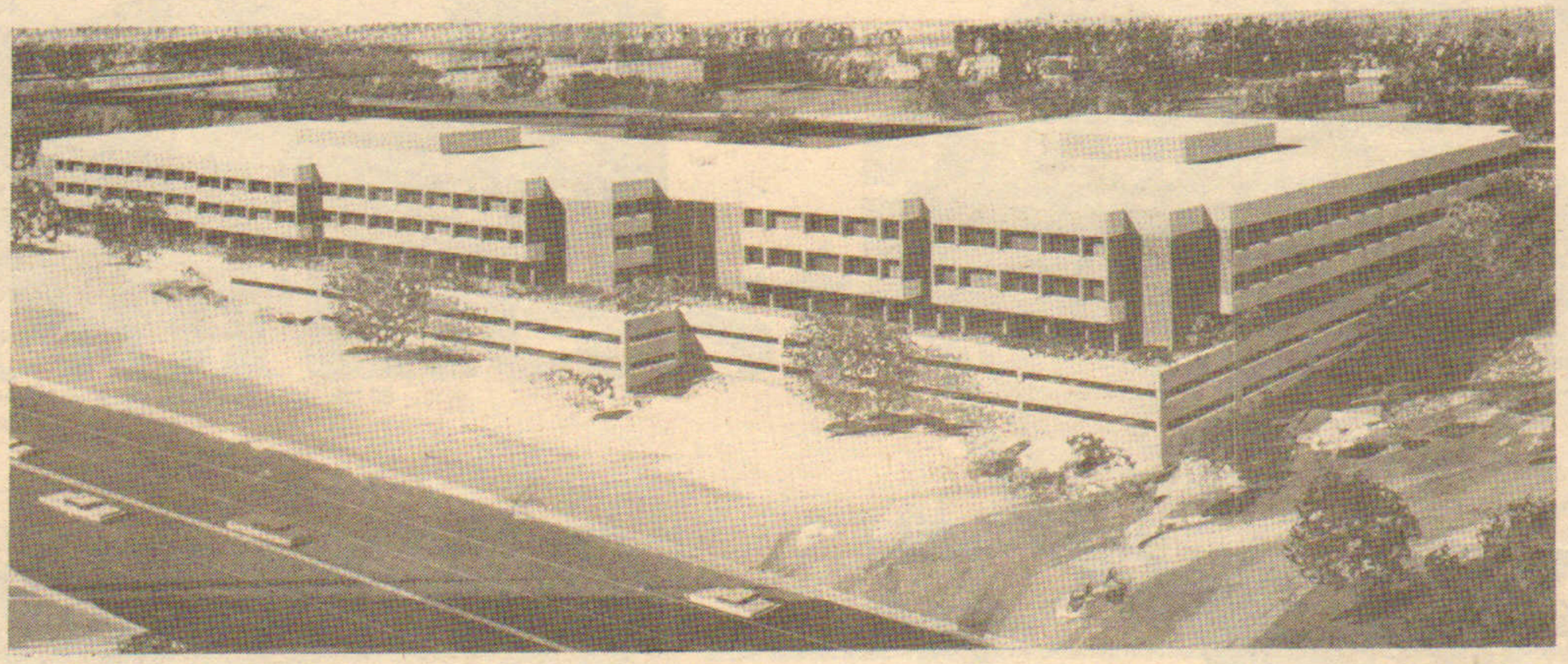
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- Architectural planning and design;
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- Construction and erection;
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Dr. H.F. Stoltmann
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Security of America Ins.
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General Electric Credit
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