

New England Real Estate Journal

dec. 26, 1980

supplement of the new england real estate journal

72 pages

1980
Real Estate
In Review

and those who made it happen!

*All of us at
Meredith & Grew
wish all of you
a very happy
holiday season!*

Meredith & Grew, Incorporated

Real Estate

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The Druker Company
Suite 700, 50 Federal Street, Boston, Mass. 02110. Telephone: (617) 357-5700

JANUARY

Commonwealth Group [Cohen Properties] buys 90 apartments in Attleboro, Mass., from South Shore Realty Trust for \$1.5 million.

C. W. Whittier & Bro. brokers \$275,000 sale of Coolidge Corner, Brookline, movie house to Justin Freed group.

Susan Allen of Star Realty brokers sale of \$245,000 office building in Dedham, Mass., for Robert Naser and Robert Swain.

Arnold Kahn of Carpenter & Co. sells \$350,000 Back Bay retail property for Wrangler Wranch to Sound Sellers.

Peter Brown of Peter Elliot & Co. leases 545 Boylston st., Boston, offices to Prudential's Boston Ordinary Agency.

Robert Price handles Westover Industrial Airpark land sale to Airpark Realty Assoc. for 30,000 s/f warehouse center.

Plymouth, Mass., site owned by Thomas Boyle, Arthur Notini and Michael DeMauro approved for 402 homes; Codman Co. to market.

Spectrum Financial arranged \$1.7 million loan to John Murphy, John Riley & William Kellman for Hingham, Mass., office condos.

Stone Co. building 18,000 s/f office for Commonwealth Center Assoc. in Framingham; Brad Griffith of L.M.&W. handles negotiations.

Norwood Group & Cannon R.E. cobroker \$3.5 million sale of former Mt. St. Mary College site in Hooksett, N.H., to Robert Howard.

Stephen Lynch of Codman Co. and William McCall of Leggat McCall & Werner sell 42,500 s/f Chelsea, Mass., building for \$665,000.

Leo Kanteres brokers sale of Nashua, N.H., retail site for \$100,000; Amoskeag Savings Bank arranges financing.

Michael Riney of RIX Corp. and Christy Pachios of Baxter Building Trust sign for 5,100 s/f RIX store in Portland, Me.

James Masiello and Paul Mack to build shops and offices in former Keene, N.H., mill buildings bought for \$850,000.

Earle Wason of Gribbel-Wason Assoc. brokers sale of Whitney's Inn and lounge in Jackson, N.H., for Black Mt. Resorts; \$700,000.

Rocca Construction to build 20,000 s/f addition for Hollis Engineering of Hollis, N.H., at a cost of \$350,000.



RALPH BARNES
TOWNE & COUNTRY REALTY



DENNIS WELCOME
NEWBURYPORT I.D.C.



THOMAS DIMEO
DIMEO CONSTRUCTION



JOSEPH BETTENCOURT
CAMPANELLI INC.



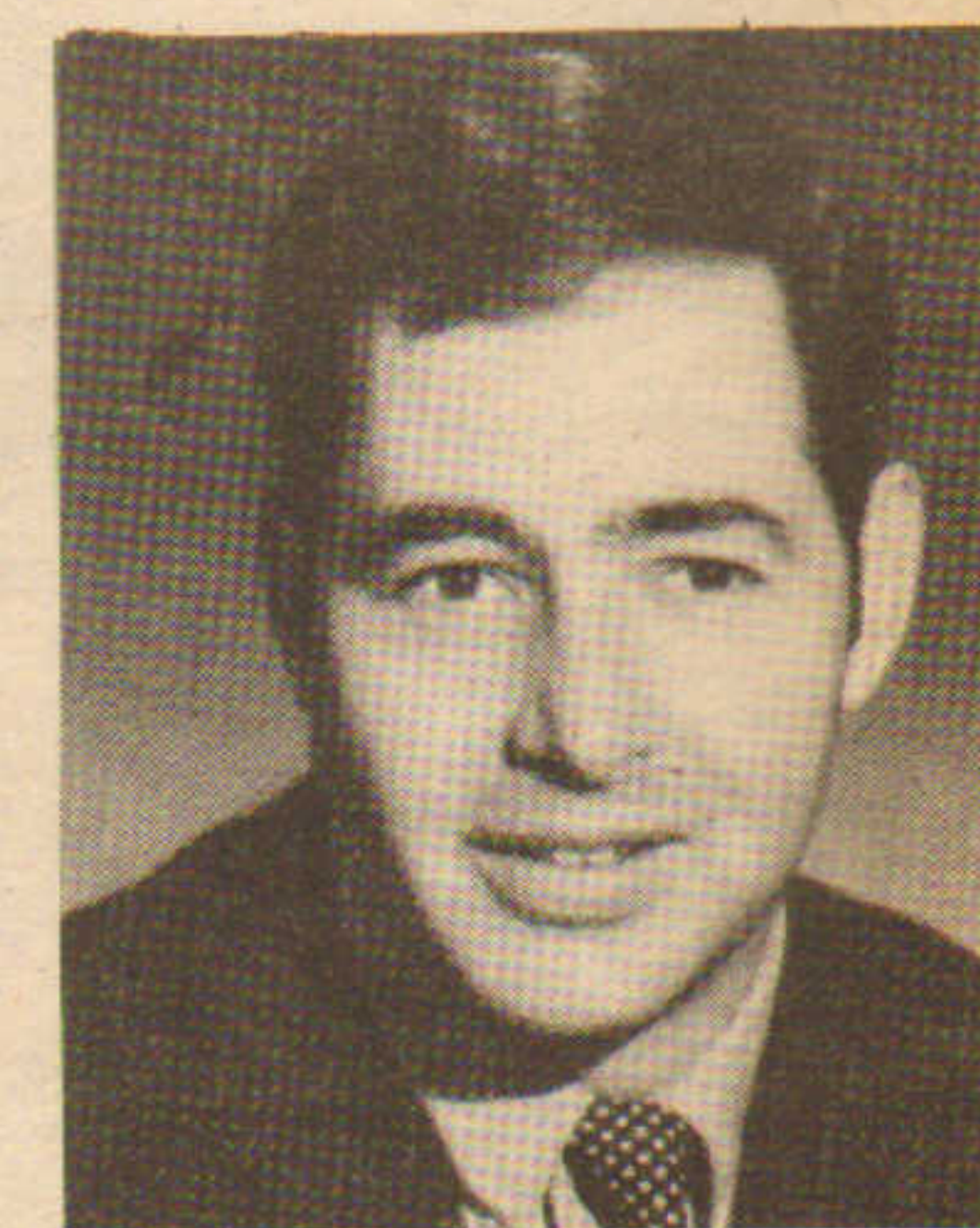
MERV BLANK
SOUTHINGTON EXEC. PARK



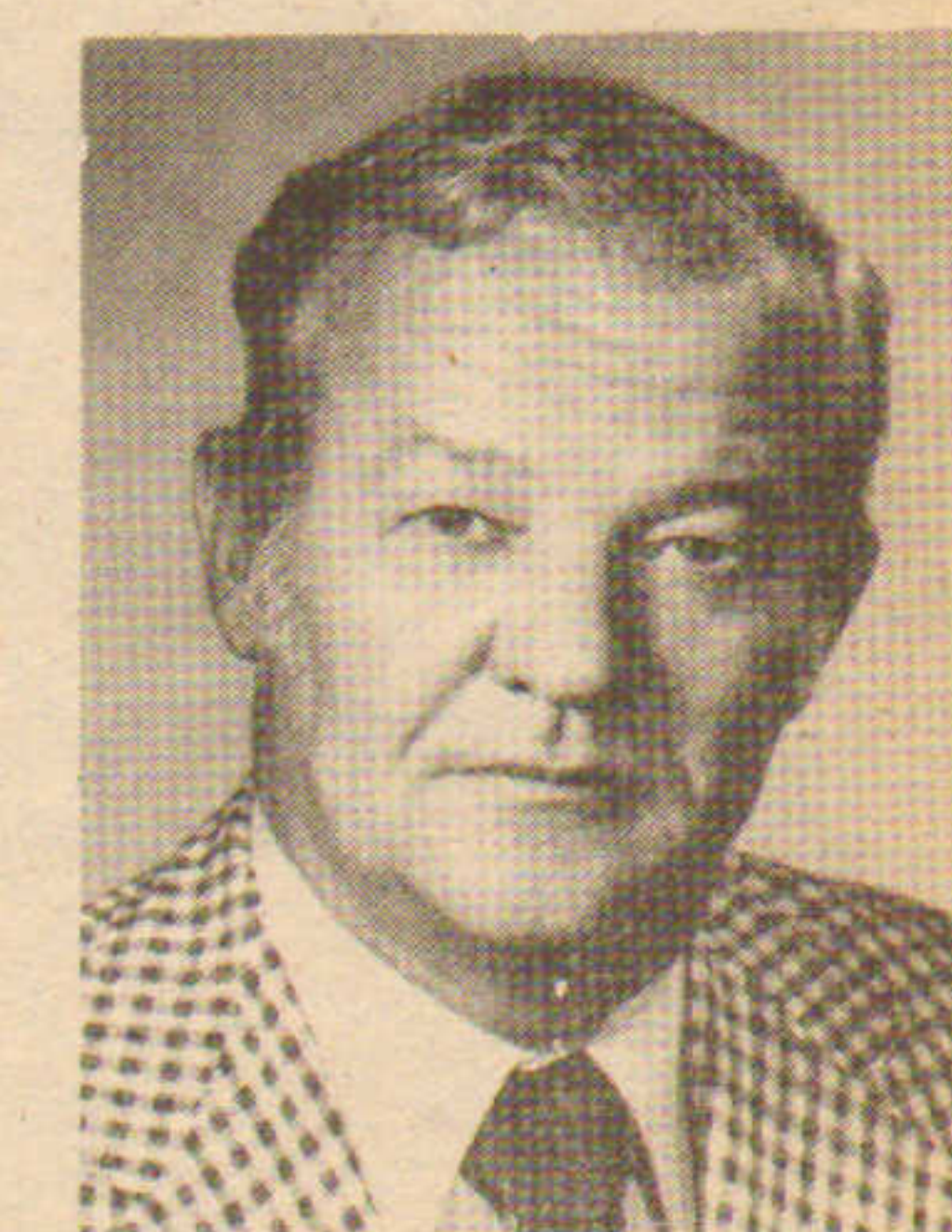
MARK DICKINSON
DICKINSON DEV. CORP.



FRAN DONLAN
STONE COMPANY



PETER FORRESTER
CABOT, CABOT & FORBES



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The Office Network

JANUARY

Winn Development building 442 units in Newburyport, Mass., East Haven, Conn., and Winooski, Vt.; projects cost \$20 million.

Fotomat and Konishiroku of Japan option 85 acres at FIP Corp.'s Med Way Park in Meriden, Conn.; plan \$60 million 330,000 s/f facility.

Crowninshield Corp. and Gerald Gouchberg to convert four Lynn, Mass., mill sites to 358 apartments; CBT architect.

Arch Feinberg and Brad Snow of Carlson Assoc. sell 17 units in Lowell, Mass., for Boston Decorators for \$235,000.

McNeil & Assoc. starts 114 unit Cedar Glen in Reading, Mass., with \$4 million MHFA financing; Larkin Glassman & Prager architect.

Albert Realty sells 17,000 s/f business site in Cranston, R.I., to Auto Medic Car Care Centers for \$167,500.

Mill River Sq. Assoc. starts 44,000 s/f catalog showroom for Save-Rite at Woonsocket, R.I., shopping center.

Lyons Realty sells 170 lots in Newburyport, Mass., for Frances Kelleher to Peter-John Construction Co. for \$150,000.

MB Group develops \$4 million 100 unit apartment and store property in Mansfield, Mass.; Joseph Bennett contractor.

Ernest Wronka of Algonquin Inc. sells \$315,000 40,000 s/f manufacturing and office site in Waltham, Mass., to Polymerics.

General Electric Credit Corp. arranges \$2.4 million refinancing to Old City Hall Landmark Corp. in Boston for 75,432 s/f.

Robert Daglio of Macmillan & Son sells \$1.5 million 100 unit apartment in Chicopee, Mass., for Neil Abrahamson.

Scott Management completes redesign of 37,400 s/f offices at 33 Broad St., Boston; Design Science International architect.

Colonial Bank & Travelers Insurance finance \$950,000 sale of former Hartford Times site to Ten Prospect Street Associates.

Anne Lowe of R. S. Silver & Co. negotiates 17,000 s/f lease at Sylvan Executive Center in Bridgeport, Conn., to Digital Equipment.

Edward Hobbs of Albert Ashforth leases 25,000 s/f at Harborside Place, Stamford, Conn., for Collins Development Corp.



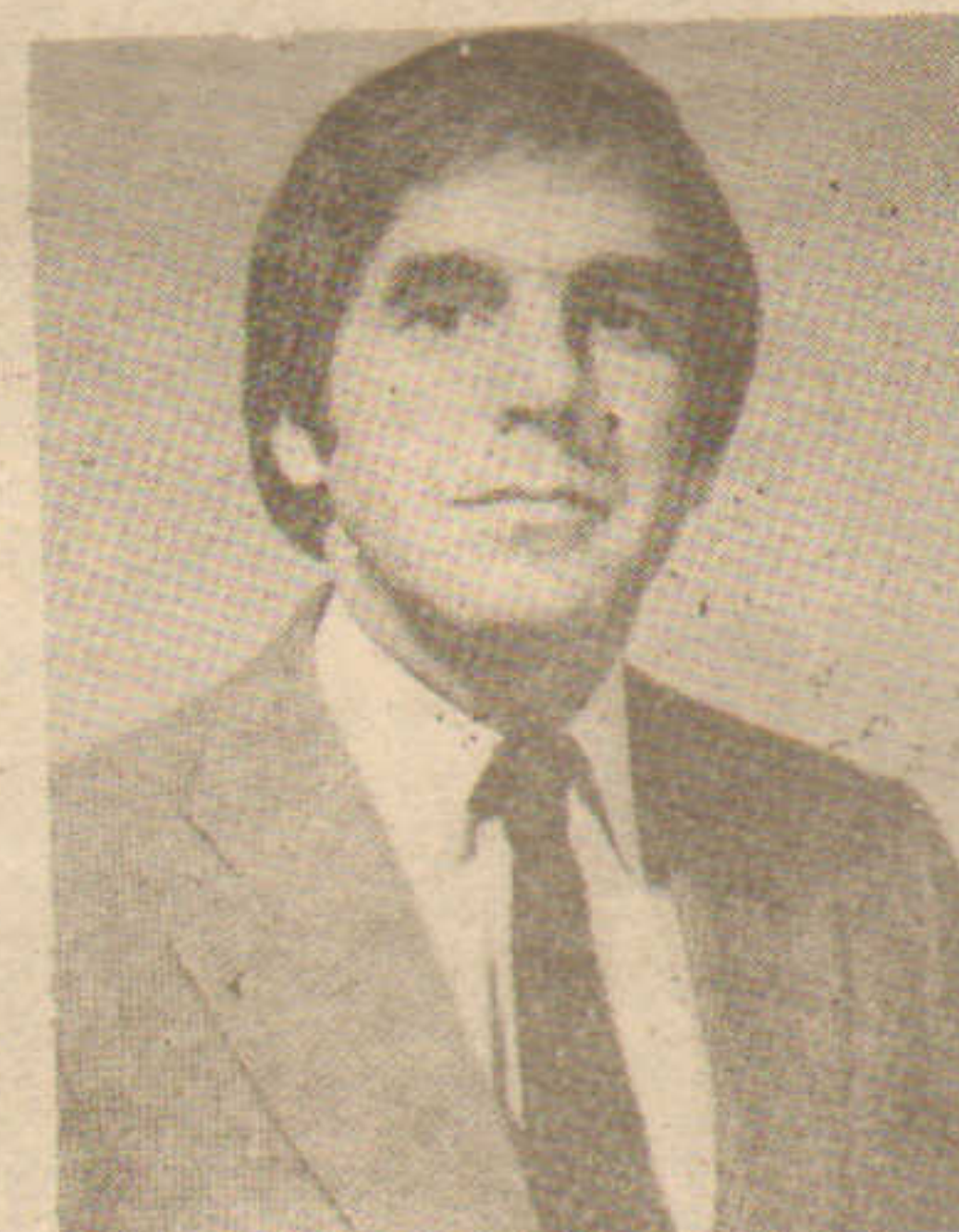
ANDREW ALA
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ROBERT PATTERSON
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JOSEPH BOULOS
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'CONWAY COUNTRY' Made Headlines in 1979

Conway Opens Office in Brockton
Brockton Enterprise 2/1/80

Conway Company Begins Educational Seminar Series
Cape Cod News 2/25/80

Conway Opens 26th (Needham)
Globe 2/24/80

25 Million Dollar Sales Leaders Off To Nasaau
Scituate Mirror 2/14/80

John Reardon Conway Vice President Earns C.R.B. Designations
Patriot Ledger 3/28/80

JoAnn Haag Succeeds Helides as Women's Council Pres.
N.E.R.E. Journal 4/2/80

Conway Co. open on Beacon Hill
Globe 6/15/80

Drop in Rates Sparks Record May Volume for Conway
Patriot Ledger 6/13/80

Charles Drea, Conway Insurance Head Elected President of Hanover Chamber
Patriot Ledger 7/24/80

Conway Offers Career Seminars
Brockton Enterprise 8/3/80

Conway Sales Up 114% in July
Cape Cod News 8/7/80

Isabel Dole Named Executive V.P. at Northern Mortgage
South Shore News 8/27/80

Banker Frank Hatch Joins Mortgage Team
Lincoln News 8/27/80

Mary Pecce Again Tops \$1 Million Sales Mark
Scituate Mirror 9/11/80

Conway Co. Named Exclusive Agent For Grandview Condominiums
N.E.R.E. Journal 9/26/80

Conway Realtors Earn CRB, CRS Designations
N.E.R.E. Journal 10/3/80

Conway Sales Continue At Record Pace
Mariner Papers 10/19/80

Conway Million Dollar Sales Associates Earn Trip to Bermuda
Brockton Enterprise 10/16/80

Conway Opens Real Estate License School in Hanover
Boston Herald 10/19/80

Conway School of Real Estate Ups Faculty for 2nd Session
Patriot Ledger 12/5/80

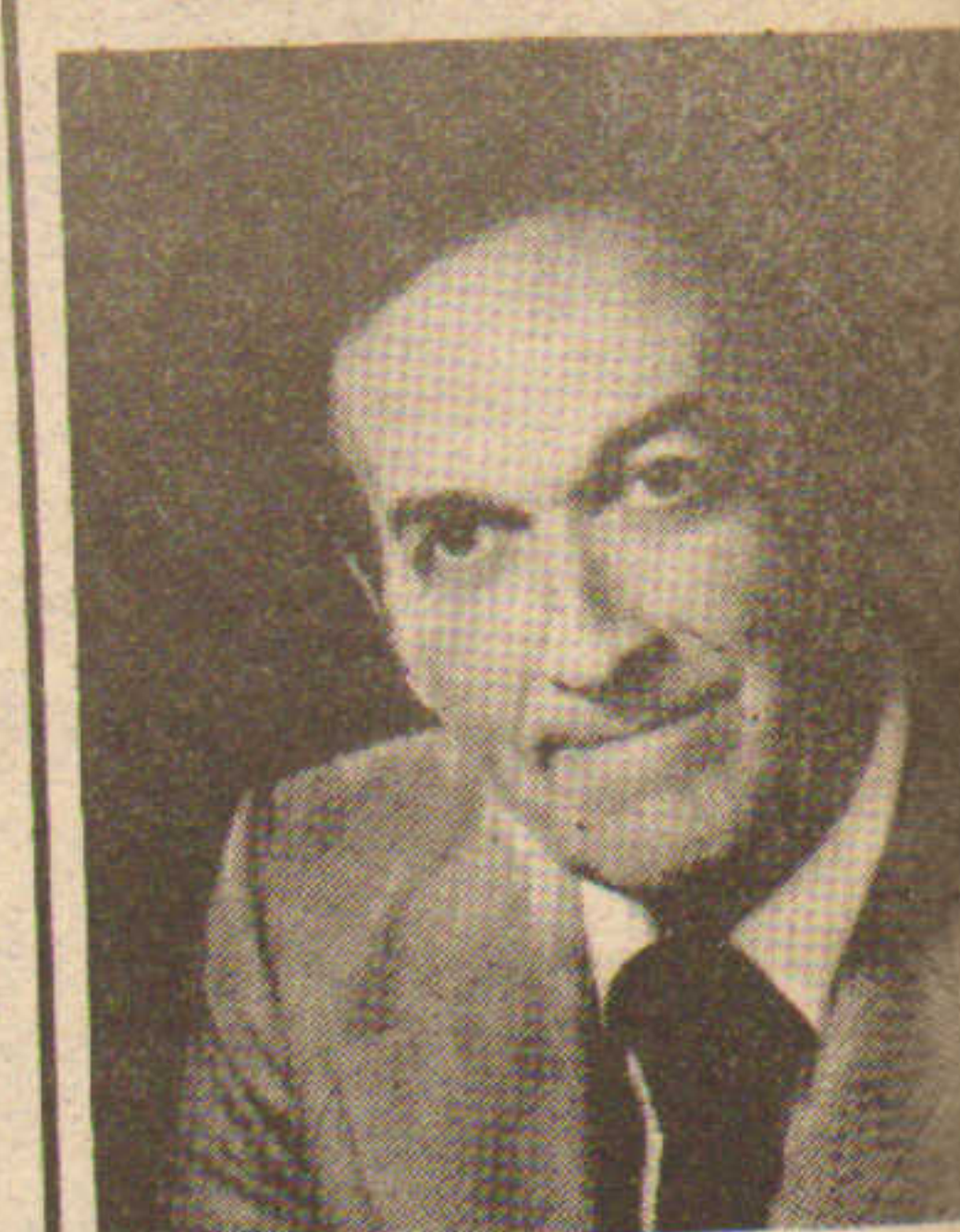
Conway's Rudolph Elected Brockton Board President
Brockton Enterprise 12/13/80

Dole of Northern Mortgage Predicts Bright Housing Future
Herald 12/14/80

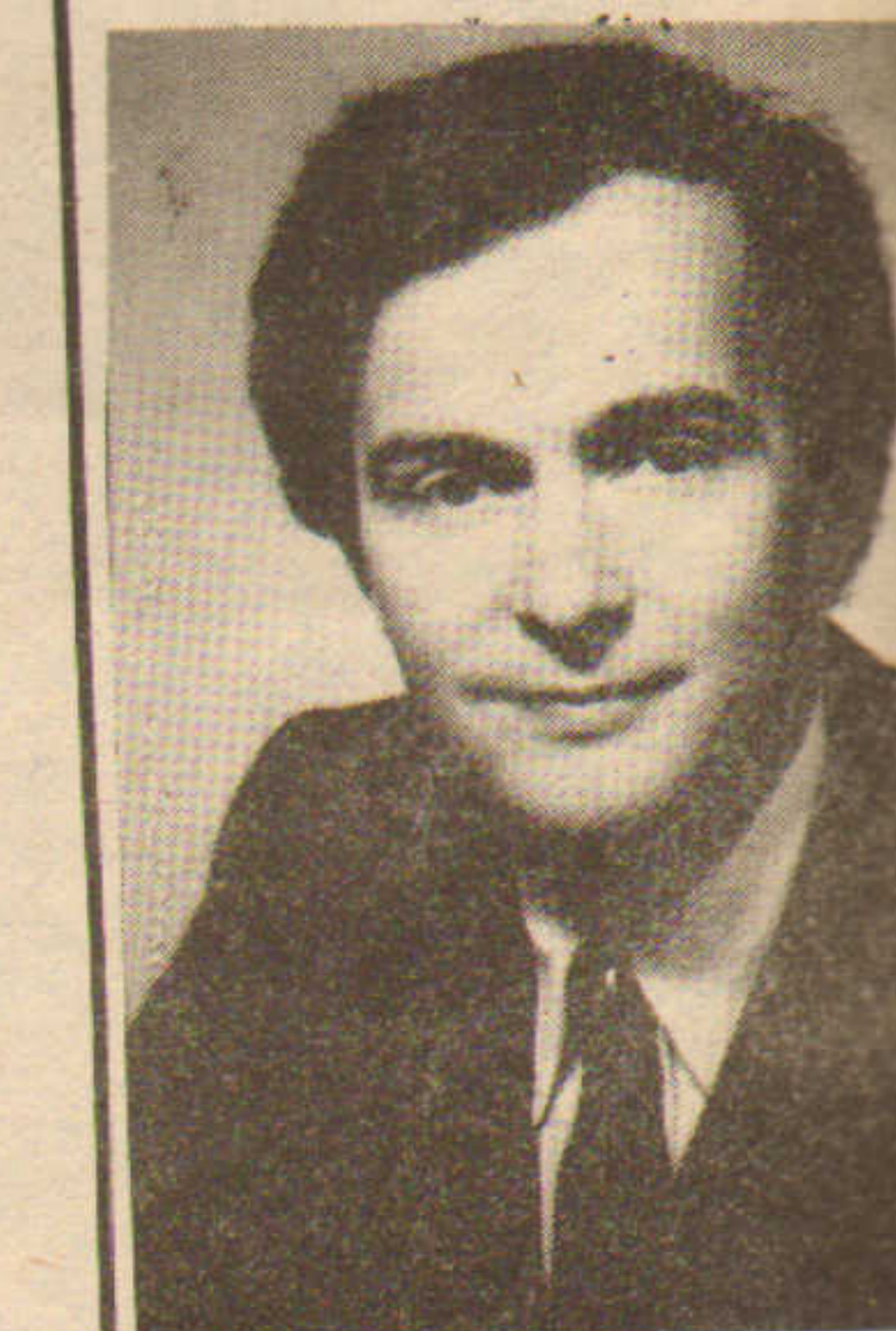
"Watch Us Make News In The 1980s"



ROBERT CRONIN
CARLSON CORP.

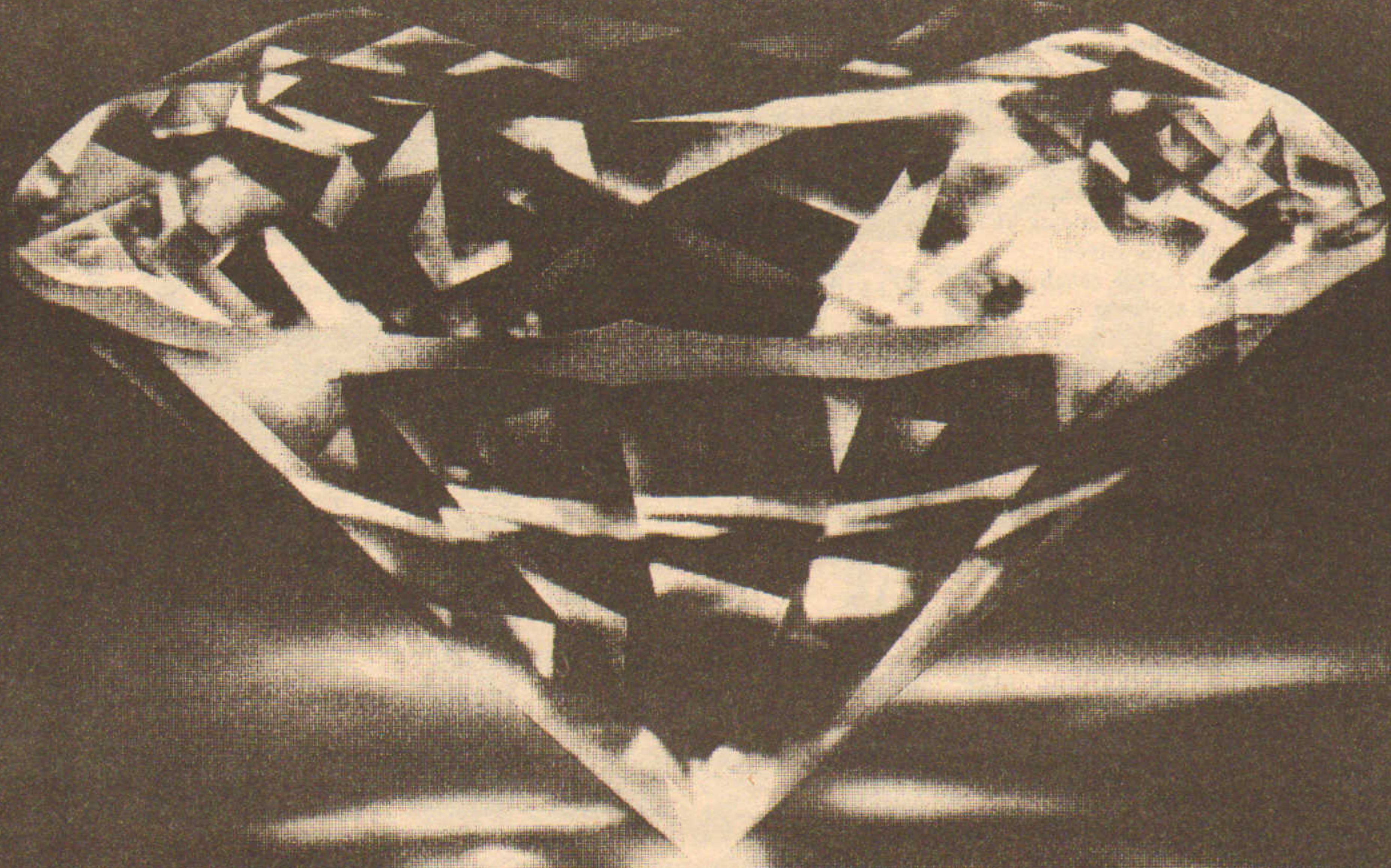


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FEBRUARY

Richard Cohen group buys Lakeshore Apartments in Framingham, Mass., from Industrial National Bank; 300 units for \$7 million.

Wesley Marans of R. M. Bradley handles \$473,500 Back Bay sale of apartments to tenants for condominiums; G.R. Co. seller.

George Brenner handles \$217,500 sale of Almeida bus terminal site in New Bedford, Mass., to Frank Rozenas.

Elliott Sisson of Ross R.E. and Hecker R.E. cobroker \$310,000 sale of restored carriage house in New Canaan, Conn.

Mark Gottesman of the Codman Co. signs 35,000 s/f lease at Boston Marine Ind. Park for Boston Economic Dev. & Ind. Corp.

Brad Jenkins of Codman Co. handles sale of land and building under construction at Marshfield Ind. Park to Clipper Abrasives.

Devens Hamlen, Charles Downer & Sargent Collier rehab Boston offices with CARD industrial revenue bond of \$990,000.

Joseph Keller places \$3.275 million loans for Beta Const., Boston Sand & Gravel and James Salah in Norwood and Canton, Mass.

Anthony Zucker of Isgood Realty sells Pittsfield, Mass., sites for \$315,000; Pittsfield Neighborhood Assoc. gets \$4.1 million MIFA loan.

Government Land Bank buys Chelsea Naval Hospital site for \$1.8 million; Peabody Const. to build 1,200 units.

Industrial Buildings Corp. names Richard Flier City Interests leasing agent for 650,000 s/f in Chicopee, Mass.

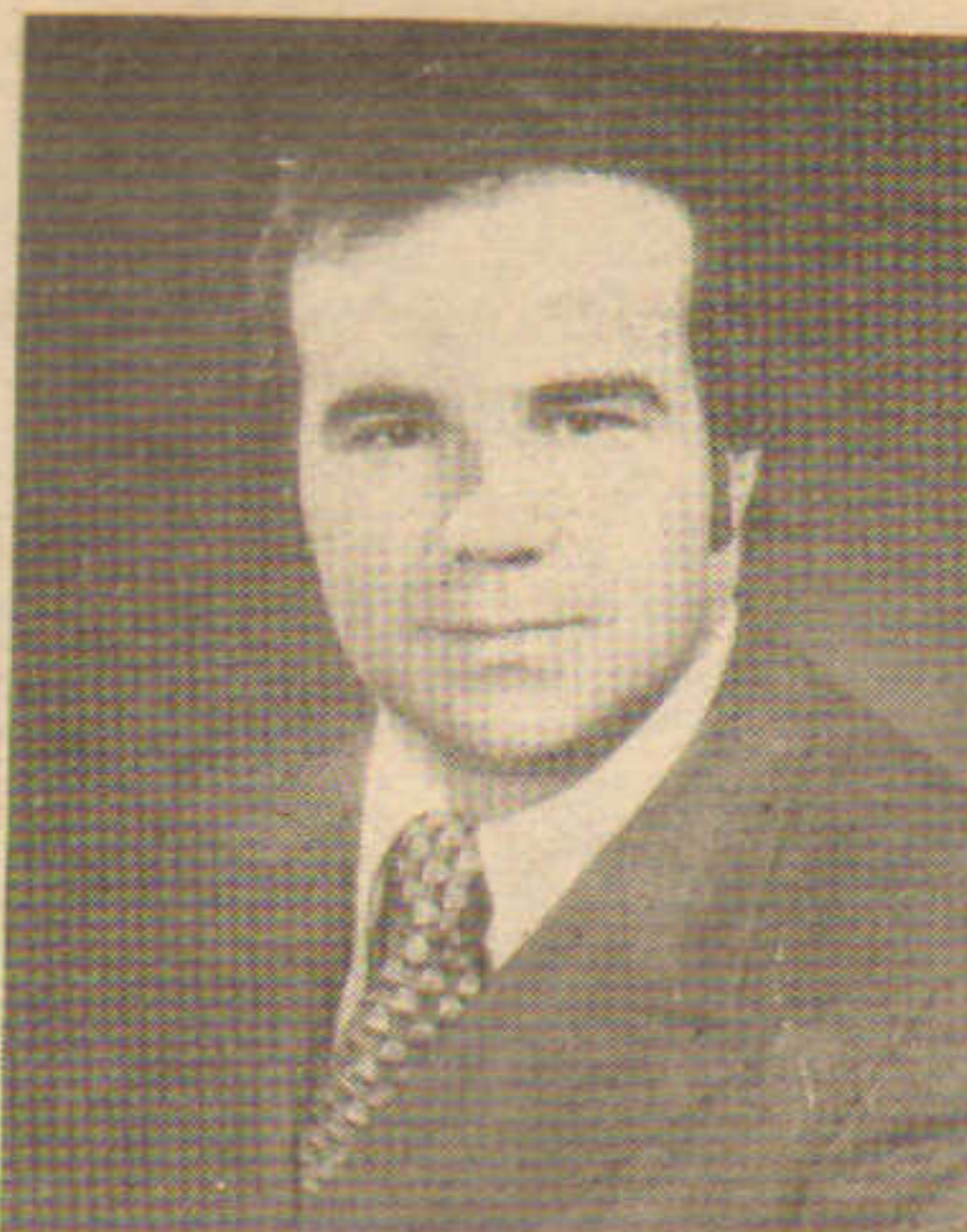
Tambone Corp. starts on 48,679 s/f multitenant office building in Stoneham, Mass.; Massachusetts Builders contractor.

Charles Twigg and Arthur Gutierrez sign Burroughs Corp. for offices at Bedford Farms complex in Bedford, N.H.

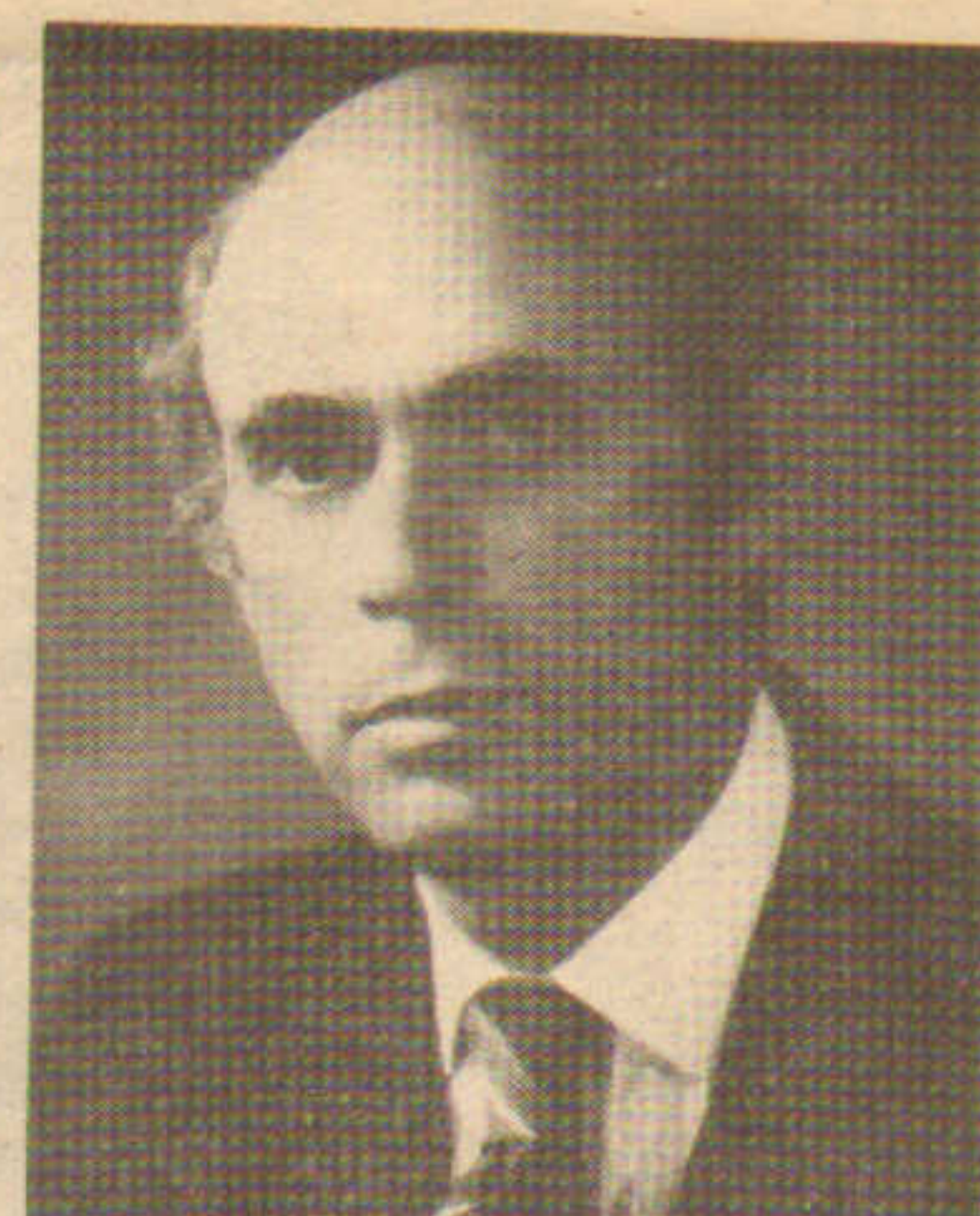
McCann Realty brokers sale of A & J Mini Mall in Winslow, Me., to B. R. Cookson; Paul Drouin and John White brokers.

Healy-Smith Development signs J. C. Penney for former Grant space at Green Mountain Mall in St. Johnsbury, Vt.; 35,000 s/f.

Dan Hughes of Shanley Realtors brokers \$225,000 sale of historic Custom House Block in Portsmouth, N.H.



RICHARD FERLAND
FERLAND COMPANY



BRUCE BEAL
BEAL & COMPANY



CHARLES SMITH
PREVIEWS INC.



RON SILVESTRI
DBG DEVELOPMENT CORP.



PETER BROWN
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At The Boston Five, our team of mortgage specialists are helping to turn brick and mortar into more new homes.

By listening to and working individually with brokers, contractors and builders, our people have become directly involved in every aspect of the housing market. From providing referrals on property and appraisals to holding open house discussions on the ups and downs of the mortgage market, we're committed to helping build better homes, now and in the future.

A good example of our commitment is our Boston Five Loan Center.



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Designed specifically to expedite sales and handle applications and closings in the Boston area, The Loan Center provides a convenience that's a first in the housing market.

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Because at The Boston Five, we're committed to helping keep the housing market on solid ground.



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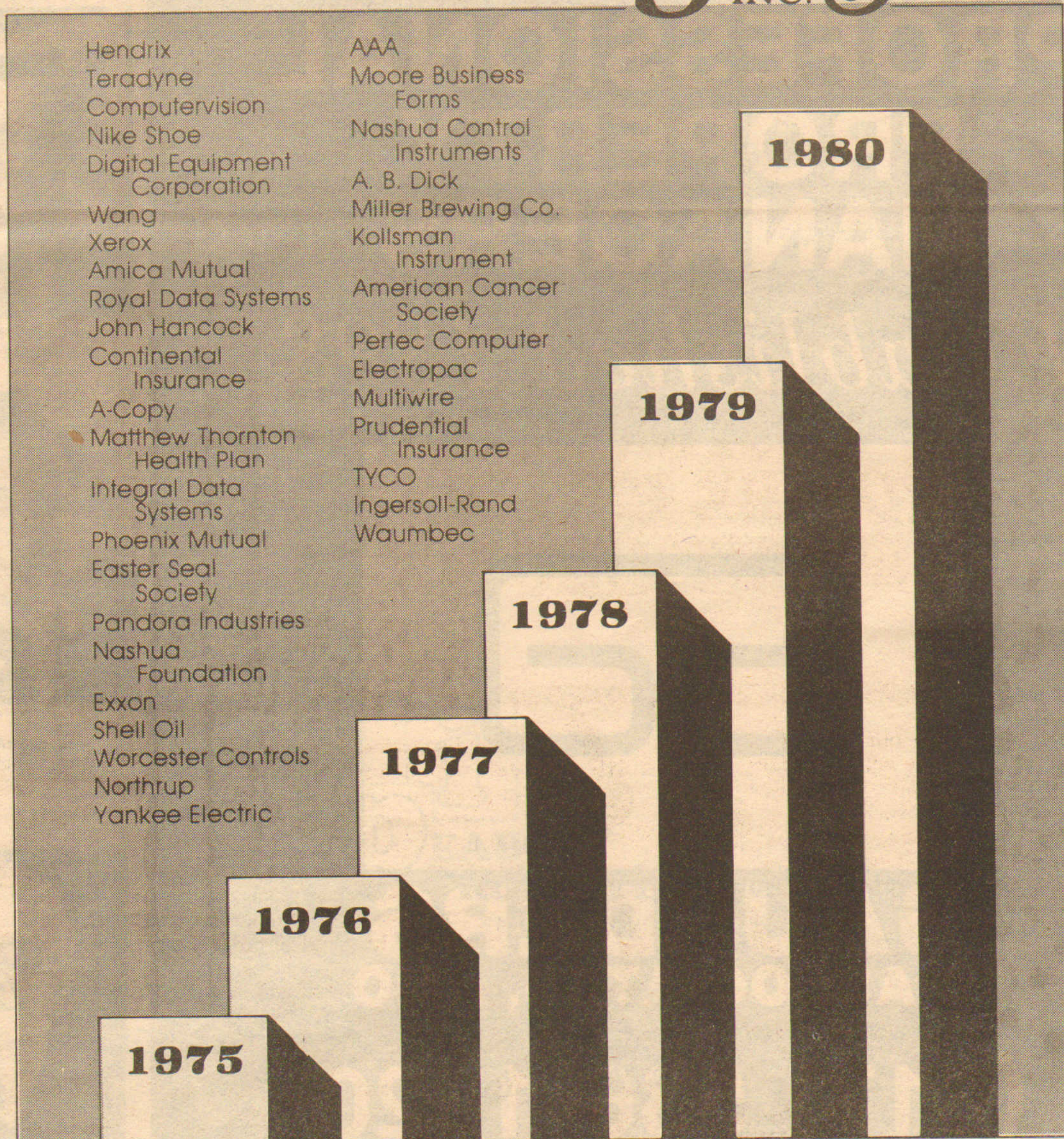


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Our success is a reflection of the success of our clients and customers. By offering the highest level of expertise available, anywhere, The Norwood Group has become one of New England's largest real estate firms — in just 11 years. Let us help you build your success — call us today.

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FEBRUARY

Arlon Brown, Cynthia Russell & Michele Toole of J.F. Singleton Co. handle \$150,000 sale of Searsport, Me., restaurant.

Boston Mortgage & DRG Financial sell 393 units in Winthrop, Mass., for Havrey Pastan for \$12.4 million to N.E. Investments.

Albert Miller of C. Talanian Realty handles sale of 30 units in Cambridge, Mass., for \$975,000 through Journal ad.

Nicholas Caldarone and Driscoll Agency sell \$430,000 40,000 s/f site in Providence for Kathryn Realty to Fruit & Nut Shoppes.

John Kavanagh Jr. of Nordblom Co. brokers \$410,000 sale of Boston manufacturing site for Beal Bros.; 78,000 s/f.

Rauseo & Co. leases A&W Electronics 14,000 s/f property in Medford, Mass., to Jatco Inc. for Happy Haddock Restaurant.

Peter Elliot & Co. appointed exclusive agent for 47,000 s/f industrial building in Taunton, Mass.

Mugar Group & Finard Co. announce plans for 420 room Marriott Hotel, business and conference center in Burlington, Mass.

Society for Savings grants \$9.4 million mortgage to William Papworth, Jon Googel & Ben Sisti for purchase of 563 apartments.

Thomas Hynes of Meredith & Grew leases 31,577 s/f at Harbor Plaza in Boston to Northern Energy Corp. for Johnstown Properties.

Mark Kisiel of Leggat McCall & Werner brokers \$1 million Quincy, Mass., land sale to National Fire Protection Assn. for Pine Hill Corp.

George Boyer and Ronald Picerne buy 254 units in New London, Conn., from George Achenbach for \$2.7 million.

Harry Shiffrin and DeForest Venter of H. Pearce broker \$308,000 sale of 8.8 acres in North Haven, Conn., for Don Lippincott.

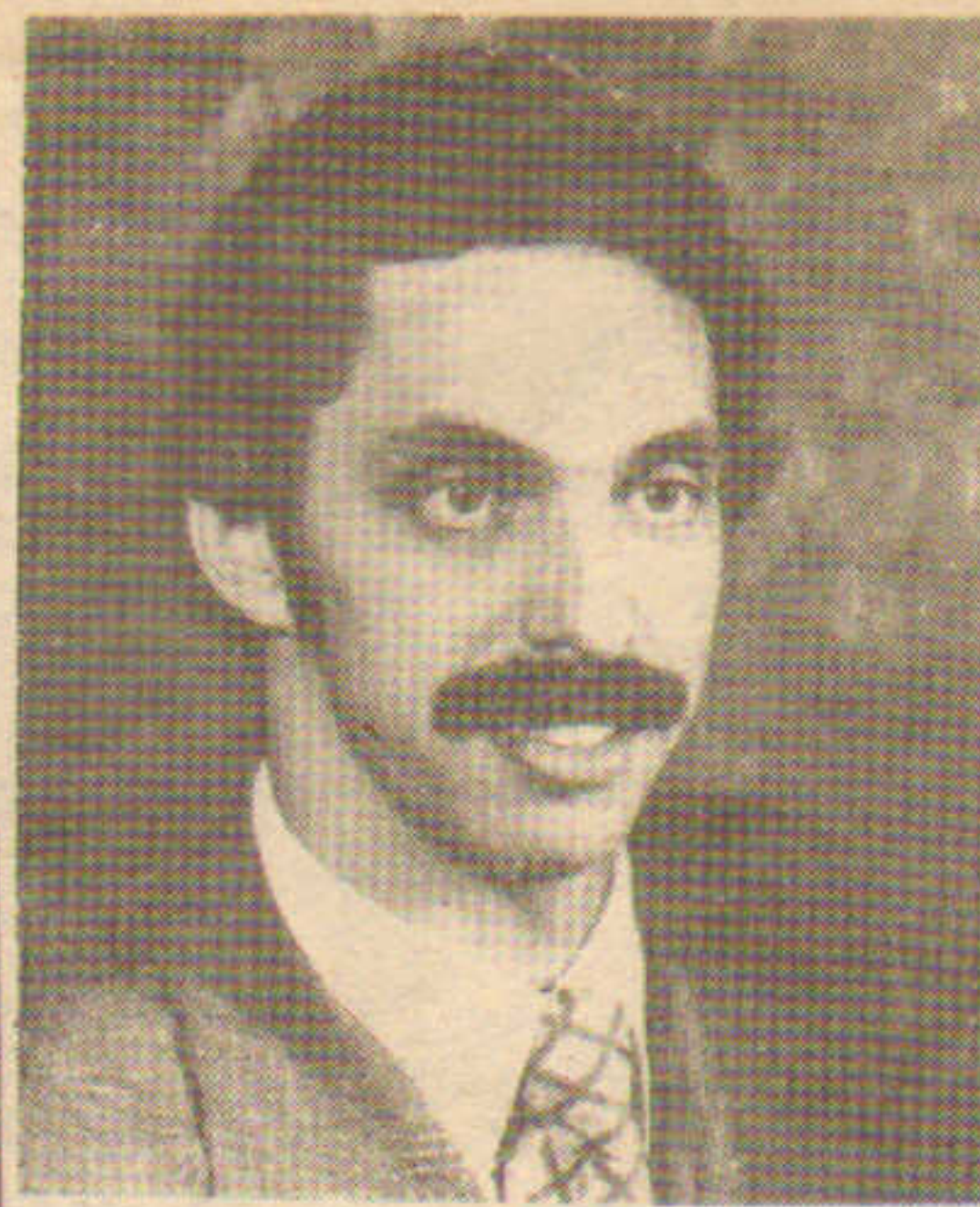
Hartford Insurance signs for Culbro Land Resources' 67,000 s/f building under construction at Griffin Office Ctr., Windsor, Conn.

Edward Cotter of DiScala Assoc. brokers \$1.8 million sale of 75 acres in Shelton, Conn., to Richardson-Merrell for 140,000 s/f plant.

Ernest Wronka of Algonquin Inc. sells \$350,000 72,000 s/f site in Allston, Mass., for Jewel Companies to Eastern Uniform Co.



GORDON HALL III
RM BRADLEY



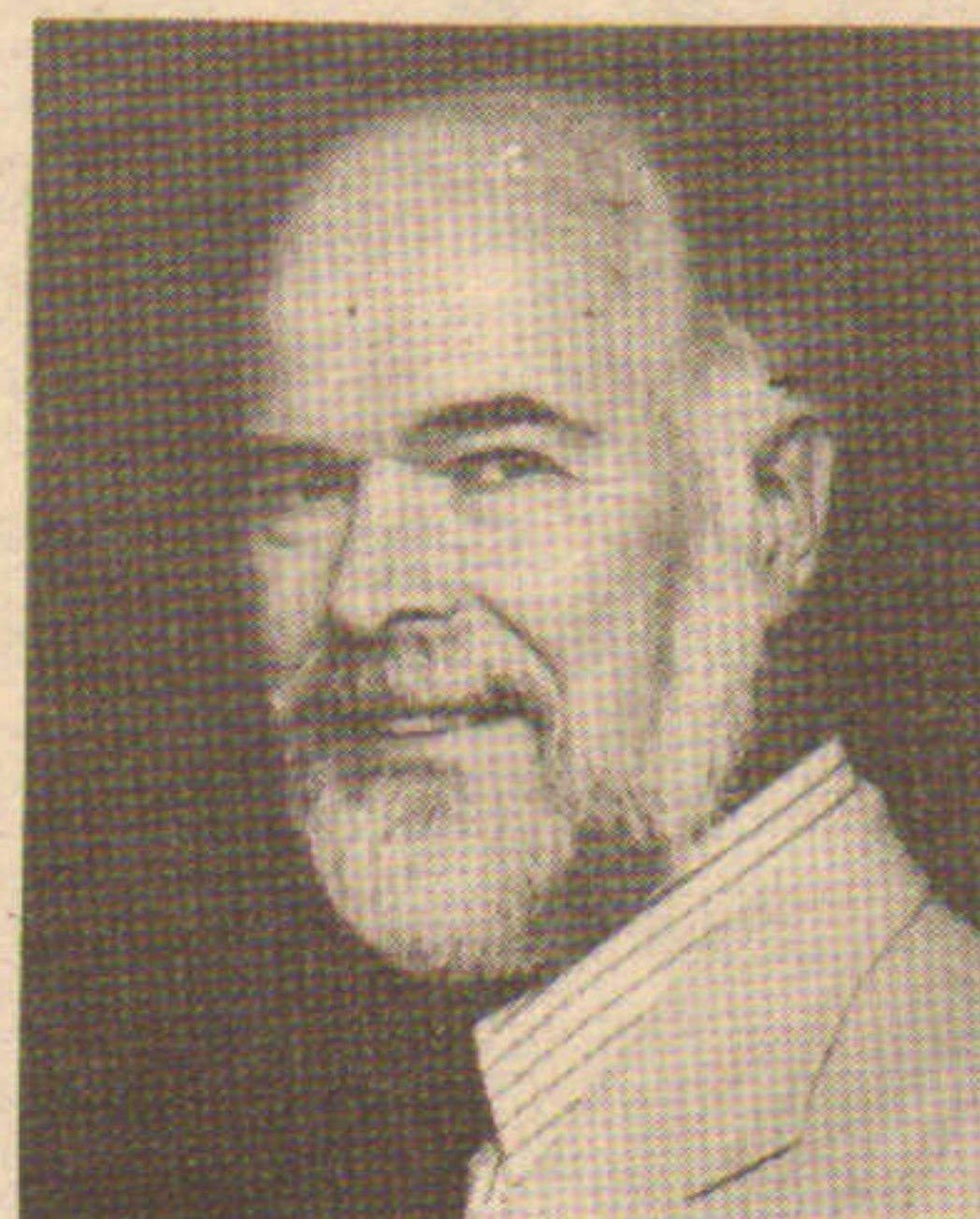
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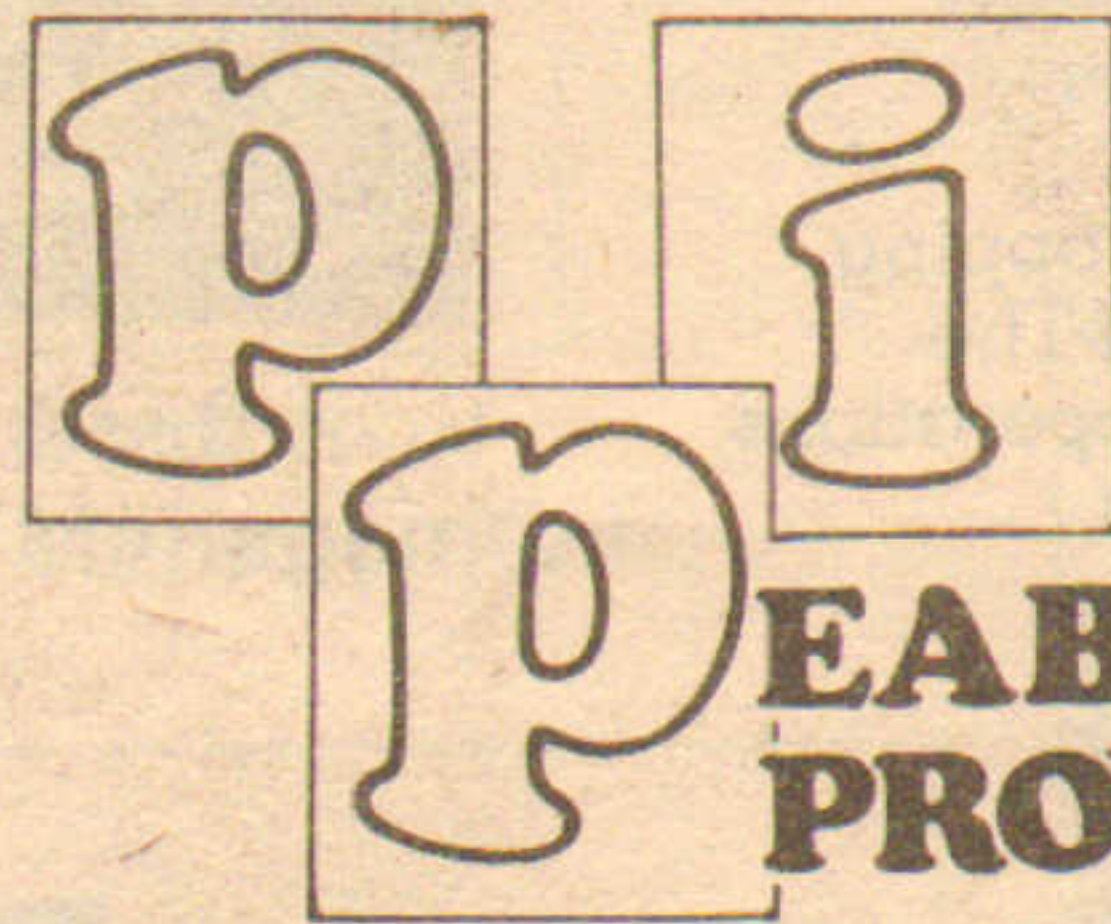


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MARCH

Gordon Rose redevelops 67,000 s/f in West Stockbridge, Mass.; \$2.2 million project to open in late spring.

Spaulding & Slye starts 55,500 s/f plant for Acumeter Laboratories in Marlboro, Mass.; \$2.1 million complex.

Daniel Lordan sells \$450,000 24 unit apartment in Medford, Mass., for William Schofield to Fells Realty Trust.

Seppala & Aho to build 36,000 s/f Boston Office Park in West Roxbury for Irving Busny and Ted Wasserman.

Realtech Properties brokers \$6.6 million sale of 3,879 acres in Fall River for Acushnet Saw Mills to E.G. & G. Inc.

Martin Paley of Frontier Development leases 27,500 s/f to Digital Equipment at Brookside Industrial Park in Billerica, Mass.

Red Coach Grill opens 184 seat restaurant in Pembroke, Mass.; Del Construction contractor for \$1.5 million property.

Harold Sadowsky of Bob & Lee Mathieu sells and then leases \$370,000 30,000 s/f Lancaster, Mass., site.

Beacon Companies & Meridien Hotels announce 330 room hotel for One Post Office Sq. in Boston; former Federal Reserve Bank.

Dorman & Wilson places \$8 million Connecticut General loan for Chimblo Assoc.' 97,000 s/f office center in Greenwich, Ct.

F. X. Messina Ent. leases 60,000 s/f Braintree, Mass., warehouse to Bradlees; Prudential Insurance financing lease.

Edward Dolan of Franklin Realty sells \$598,000 96 unit Back Bay, Boston, apartments for High Realty to Edward Orchanian.

Johnson-Garner Assoc. and William DiBiase plan \$5 million commercial and apartment development in Sringvale, Maine.

John Woodruff of Land/Vest brokers dormitory and theater at Franconi College in N.H. for \$415,000 to Franconia Land Co.

Simon Konover to develop up to 400,000 s/f center in Nashua, N.H., for Simoneau family and Morris Rand.

Mike Monks of Norwood Group brokers \$1.45 million sale of three buildings at Hudson, N.H., park for Gaukstern & Weisman.



MARTIN SHER
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**It's what makes
The Druker Company
as successful as its
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First, its staff's collective expertise in all areas of real estate benefits its shopping center operations. Secondly, nationwide holdings give the company the broad perspective necessary for prudent site selection. Lastly, involvement in a wide range of projects permits the company to find and follow up on foreseeable trends in center development, as well as other real estate.

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

The Druker Company

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FLORENCE KATES SHRIER
FLORENCE KATES REALTOR



GRAIG MILLARD
MILLARD GROUP

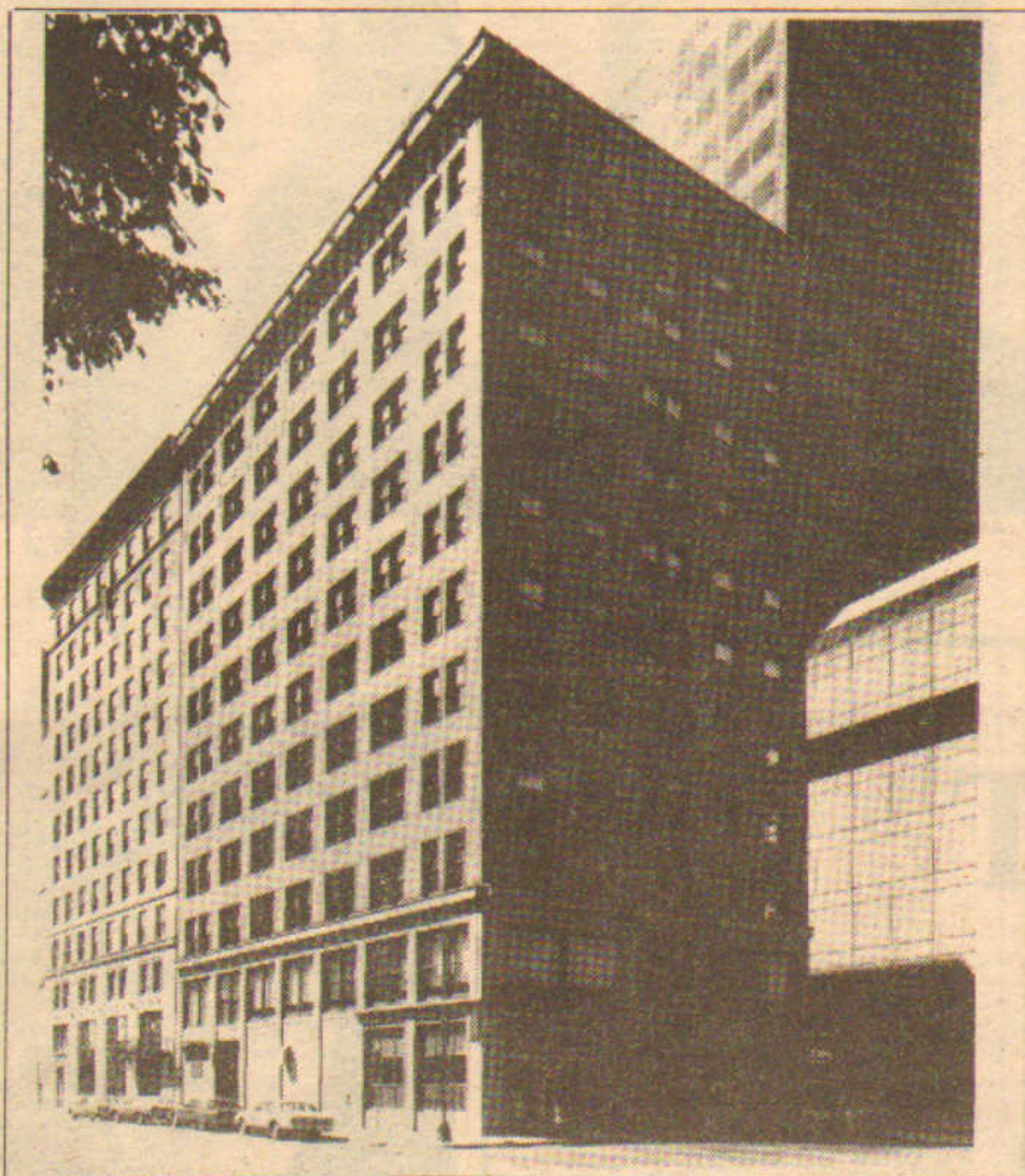


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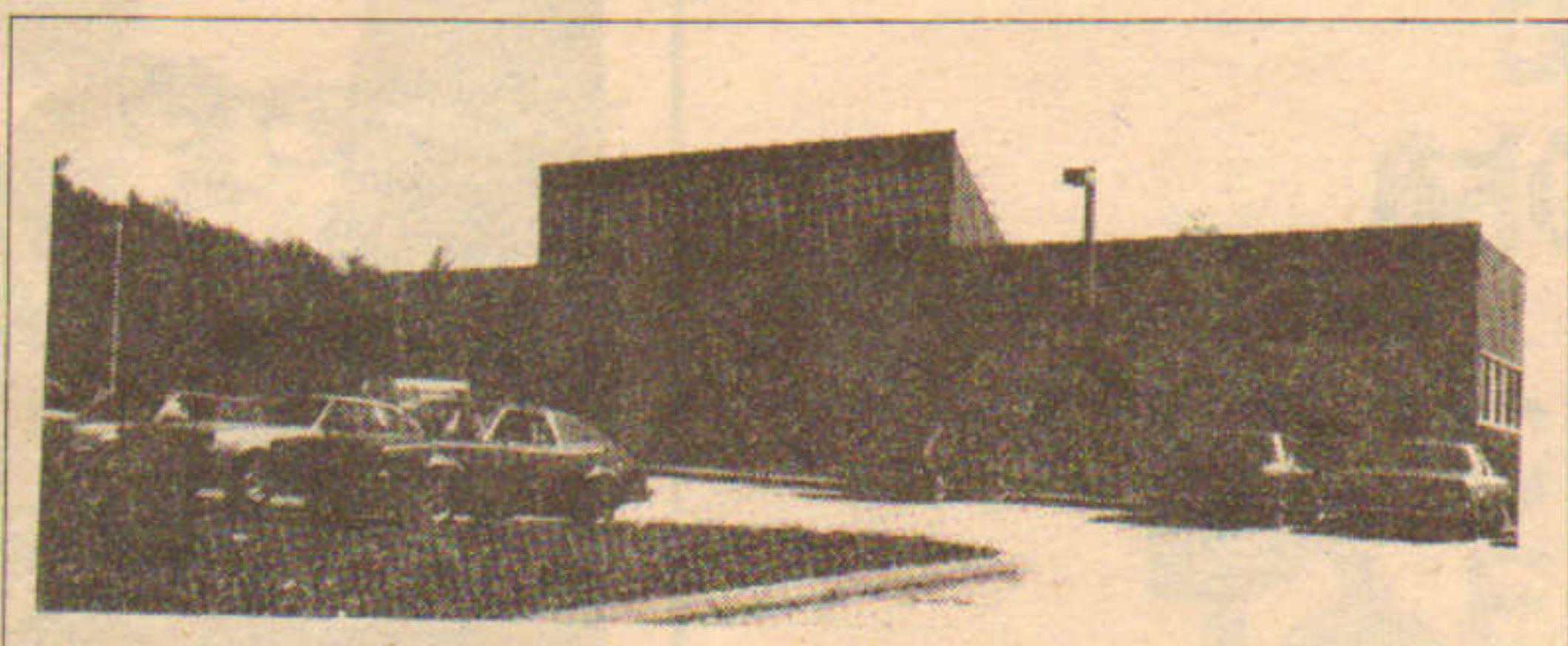
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Brokerage
Property Management
Consulting
Appraisals



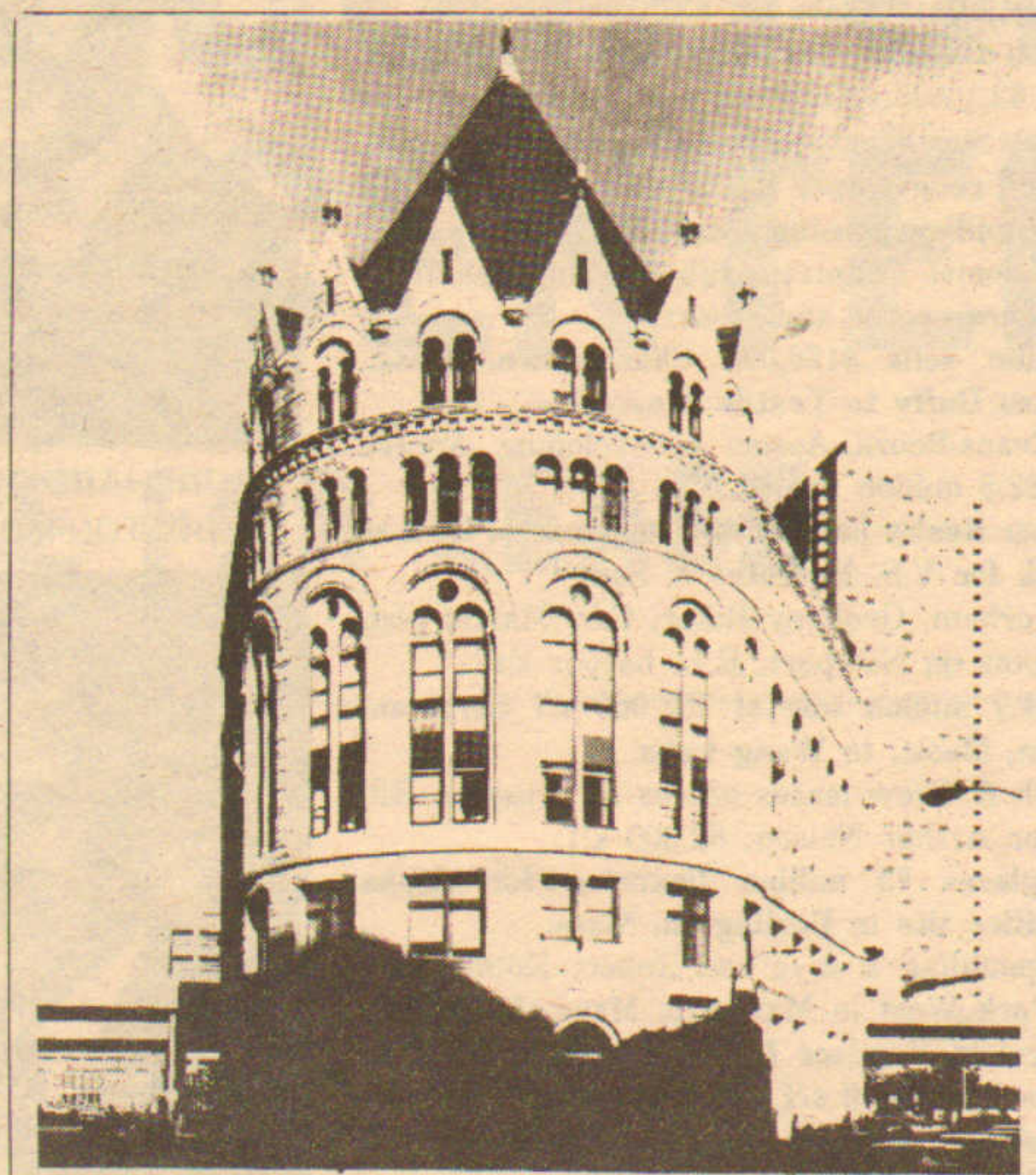
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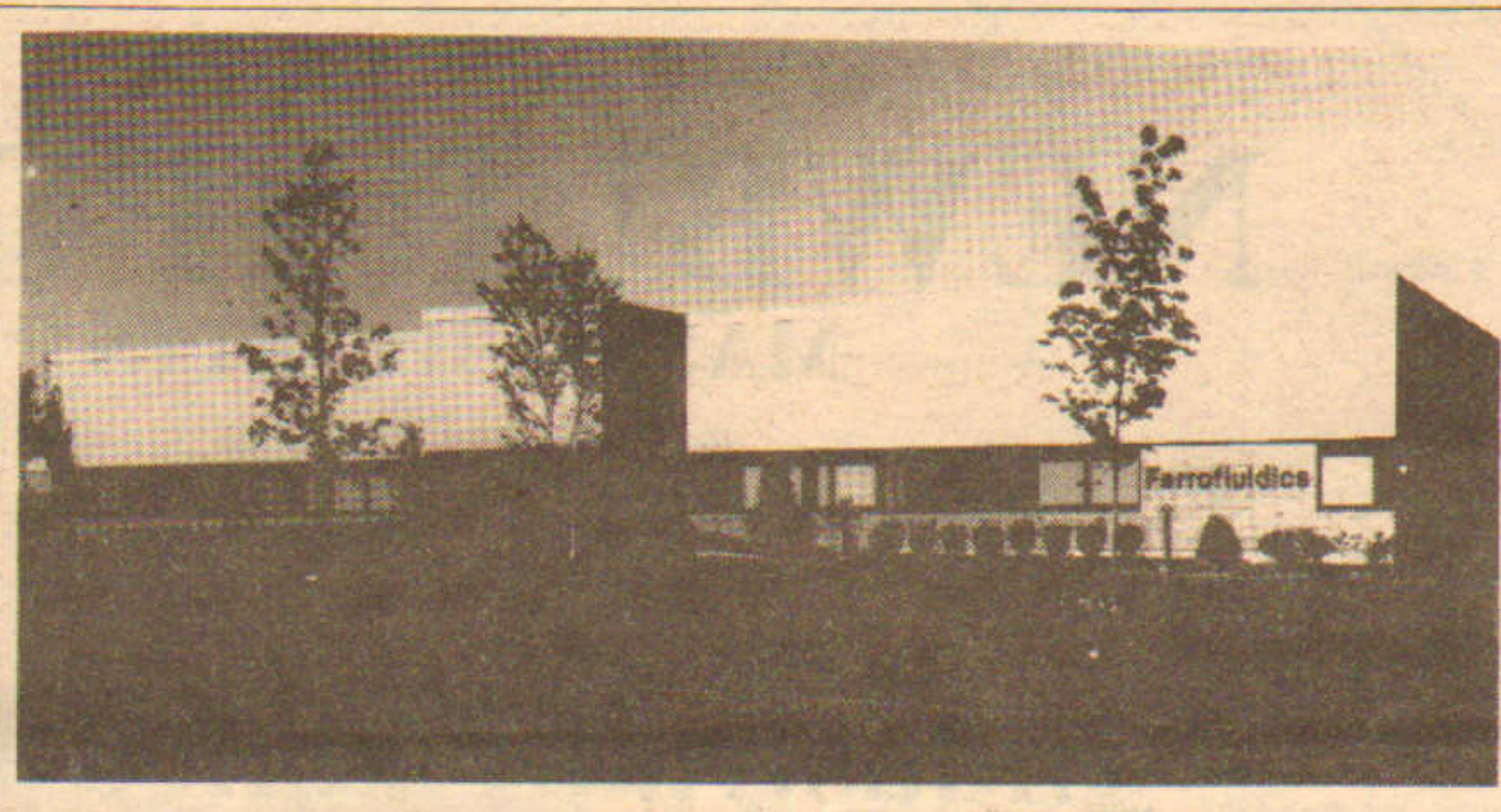
15 Broad Street, Boston
Exclusive Leasing and Management



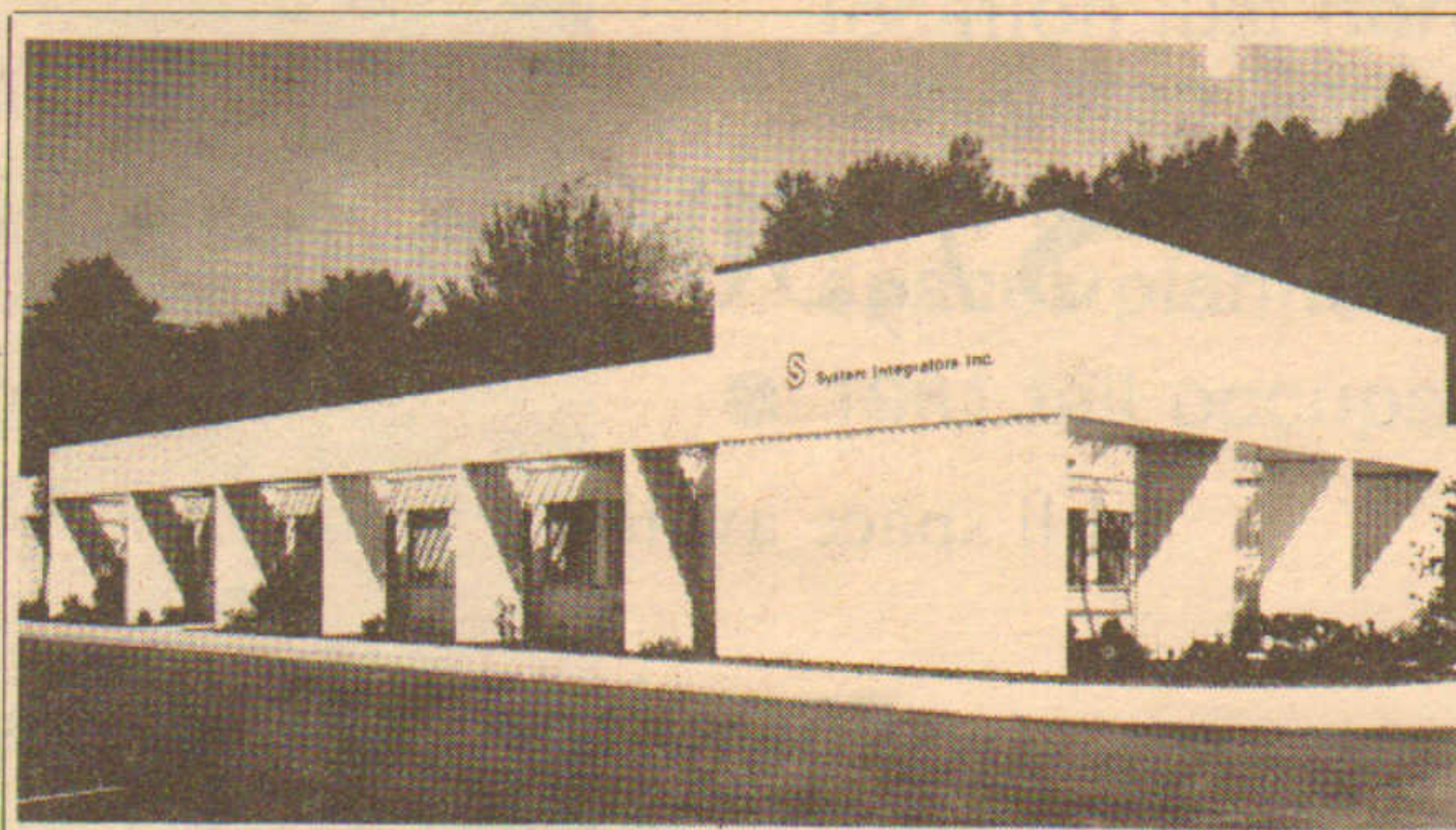
Technology Park/Southern New Hampshire
Developer



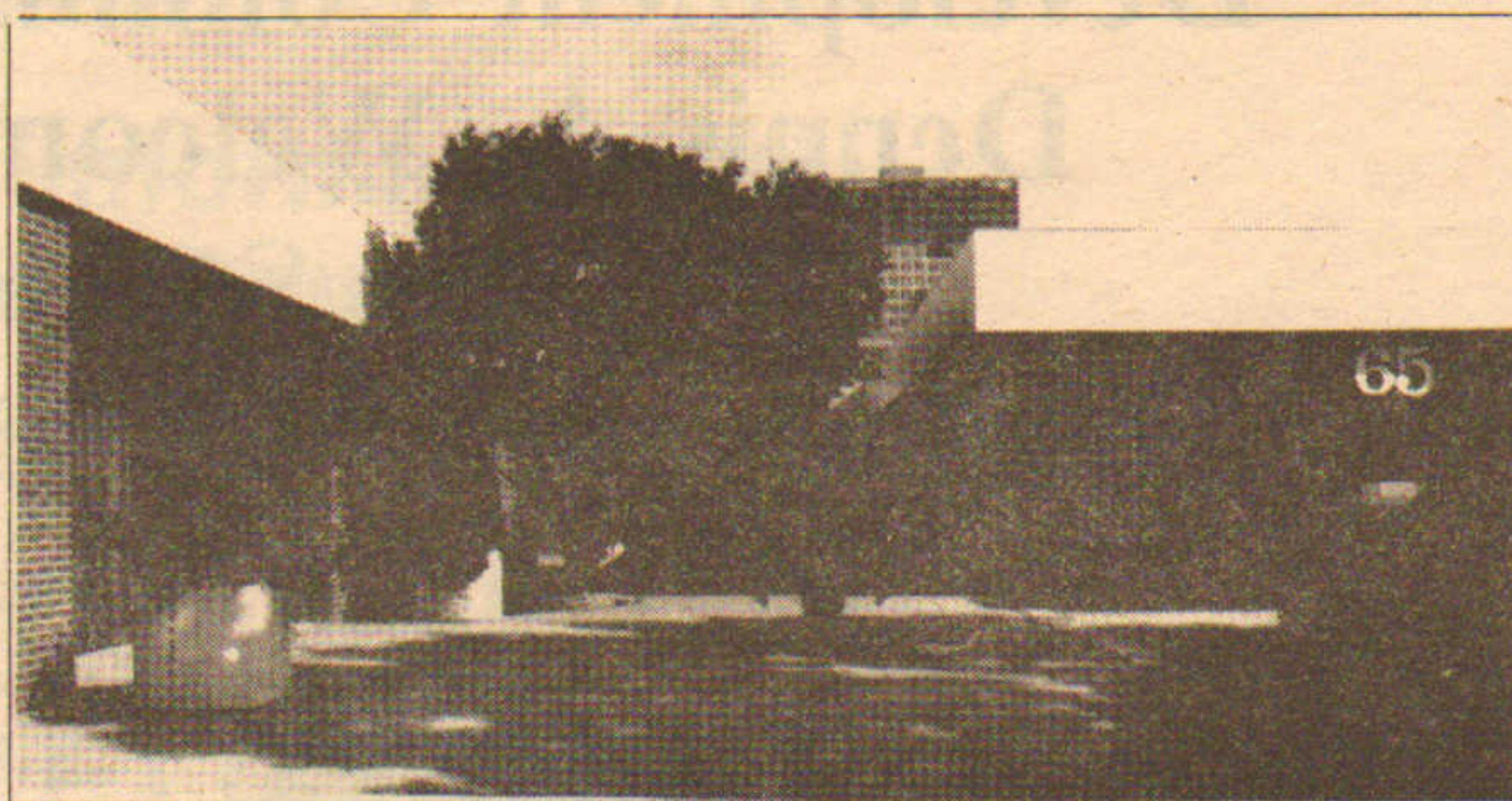
177 Milk street, Boston
Exclusive Leasing and Management



Nashua Technology Associates
Developer



Technology Park/Southern New Hampshire
Developer



The Cambridge Properties
Exclusive Leasing and Management

MARCH

terres Real Estate negotiates sale of \$325,000 property in Manchester, N.H., 10,500 s/f; Bank of New Hampshire financing.

Horowitz Funding places \$2.1 million commitment for single family condominiums being built at Sugarbush Valley, Warren, Vt.

Kelly & Picerno designated redeveloper for Crescent Park in East Providence, R.I.; plans \$25 million housing complex.

George Page expands Colonial Country Club site in Wakefield, Mass., to \$9 million conference center and resort.

Sy March of Peter Elliot sells \$170,000 Charlestown, Mass., industrial building for James Duffy to Textile Waste Inc.

Gilbane Properties & Evans-Boorn Assoc. redeveloping Arcade Building in Providence in \$2.5 million project.

William Coleman of Shelter Realty handles \$300,000 sale of land at Cumberland, R.I., Ind. Park for V.S. Haseotes & Son.

F. M. Sullivan, Sidney Gorham, Geoffrey Riker, C.P. Martin plan 45,000 s/f office condominiums on Newport, R.I., harbor site.

Lewis Heafitz brokers \$1.7 million sale of 132,000 s/f Cerretani shopping center in Methuen, Mass., to Wang Labs.

John O'Hearn of Meredith & Grew leases offices at Prospect Hill Park in Waltham, Mass., for Arthur Nelson; 82,300 s/f.

Boston Mortgage Co. places \$2 million financing for Alpha Development's 40,000 s/f office site in Burlington, Mass.

Christopher Phillips of Spaulding & Slye and Robert Holmes sell over 100 acres to Boston Park West in Marlboro, Mass.; \$850,000.

James Murray buys parcel in Windsor Locks, Ct.; obtains \$2.45 million from Bristol Savings for 20,000 s/f office building.

Alfred Barrett of Trudel Assoc. & Allen Poole of Pierson & Smith cobroker \$225,000 Stamford, Ct., sale to Joseph Bocchino.

John Hillo of Maretz-Franford sells 21 units in New Haven with Reichbart Bros. for \$295,000.

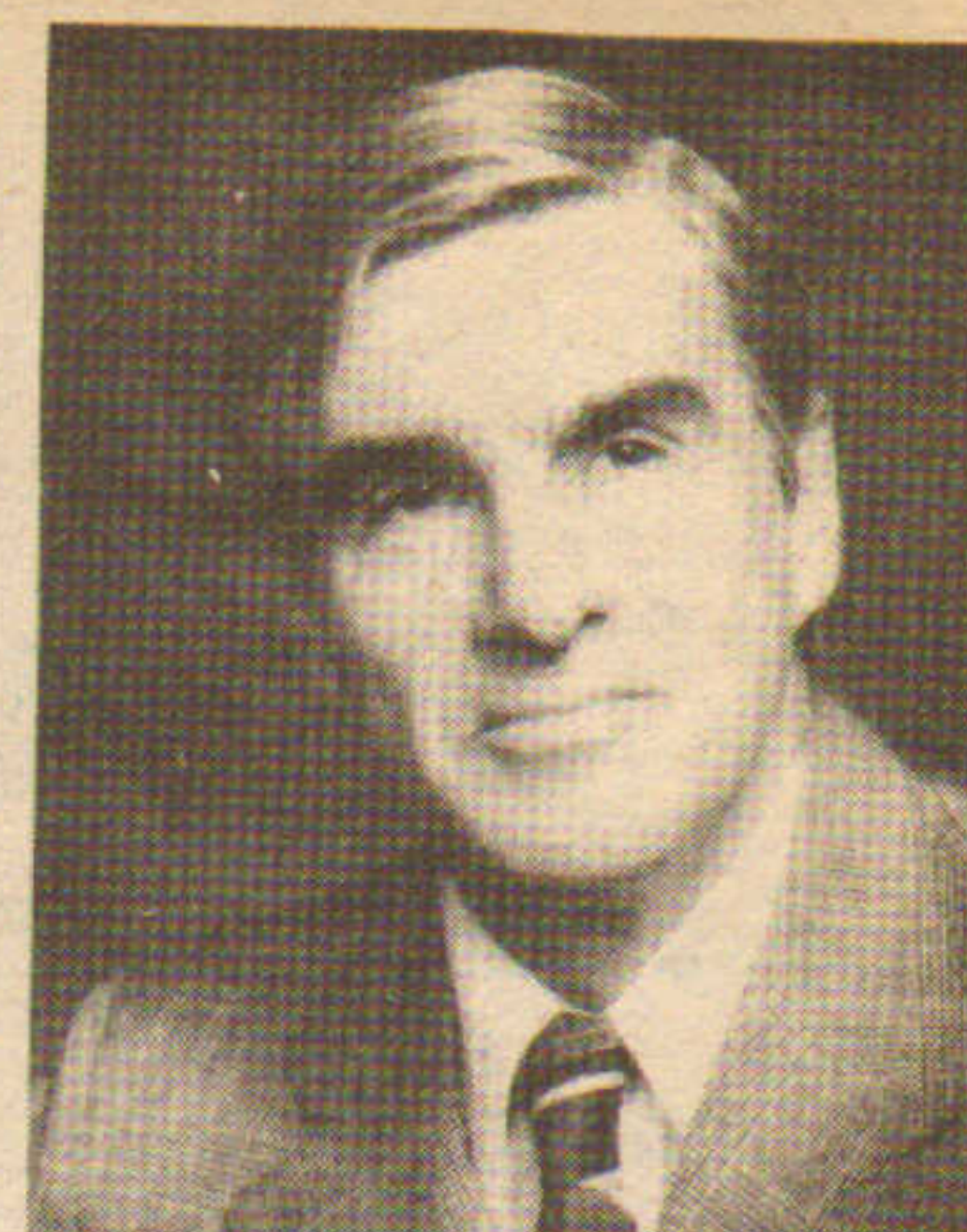
Hill Colbert & Thomas Pariseleti completing third phase of \$7.5 million Office Green in Avon, Ct.; 40,000 s/f.



RICHARD QUINN
BOSTON MORTGAGE



WALTER KELLIHER
MHFA



JAMES GORMAN
RW HOLMES REALTY



ANTHONY ZIFCAK
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CAMBRIDGE



TOM GILBANE
GILBANE BUILDERS

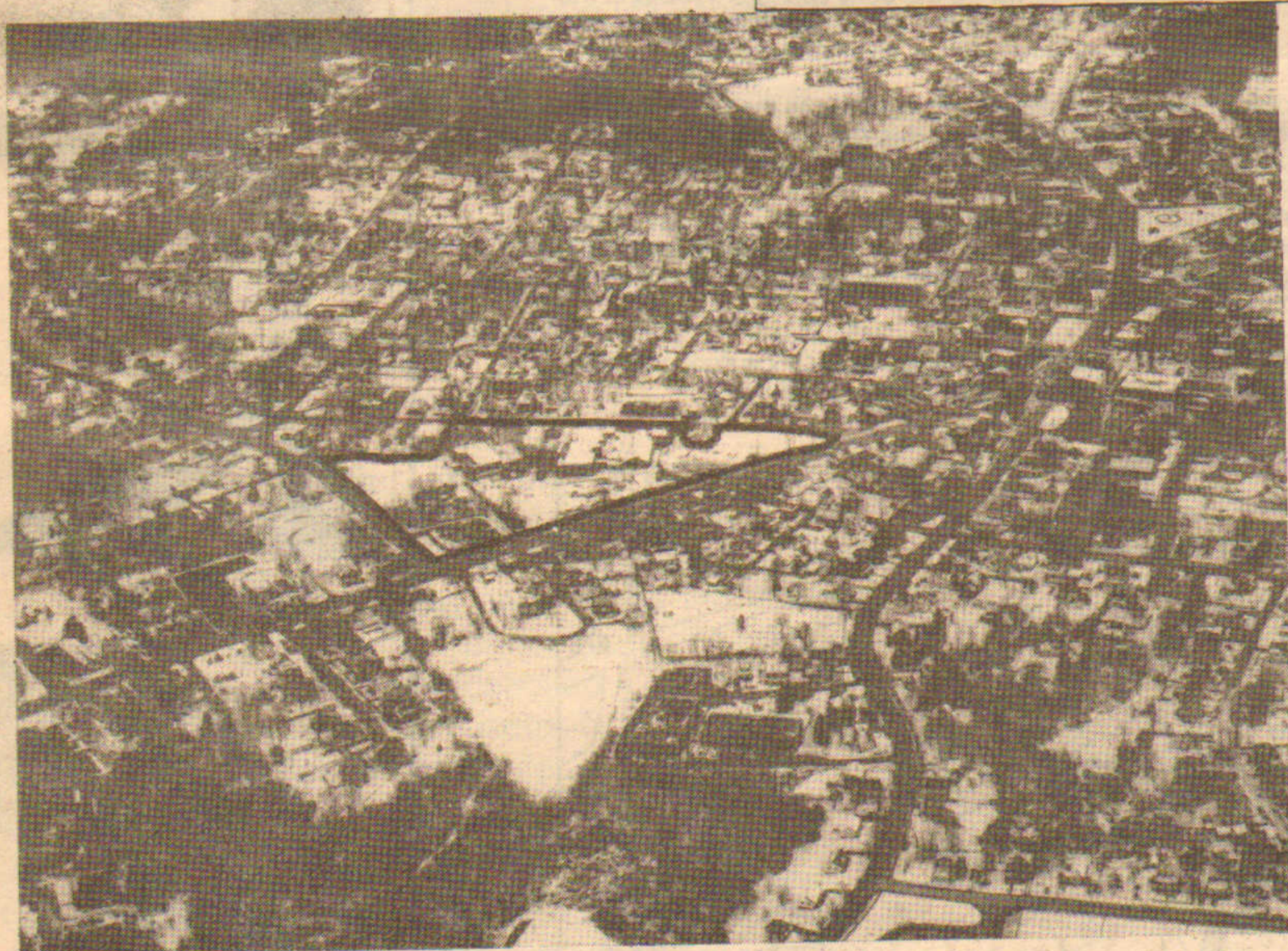
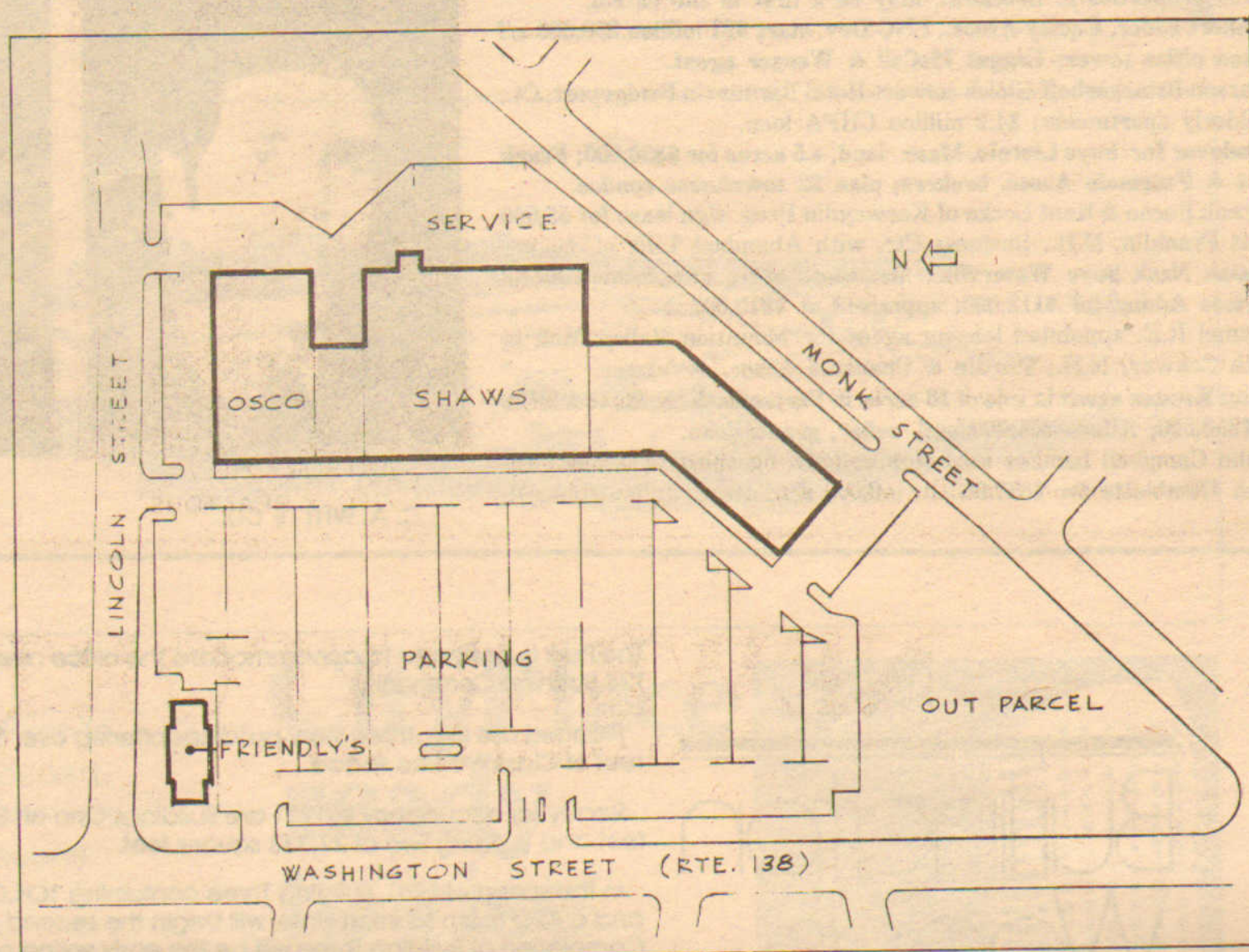


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RETAIL SPACE FOR LEASE

- 73,116 Sq. Ft. center
- Shaw's Supermarket (35,538 Sq. Ft.) and Osco Drug (16,470 Sq. Ft.) anchor tenants
- Shaw's relocating from existing Stoughton store
- 21,102 Sq. Ft. of satellite space available



- Rte. 138/Washington St.
- Superb neighborhood location just north of Stoughton Square
- Over 385 parking spaces planned
- 1981 fall occupancy

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DEVELOPMENT
Corp.

APRIL

Joseph Keller places \$3.2 million loan to Boston Sand & Gravel for 110,000 s/f Canton Commercial Center; R. W. Holmes agent.

Sonnenblick-Goldman arranges \$27 million loan-equity for Leggat McCall & Werner's Prime Park in Natick, Mass.

Susan Allen & Joseph Bertolino of Star Realty sell \$1.77 million 112 unit apartment in Brighton, Mass., for Dr. H. Sofoyan.

Peter Brown of Peter Elliott leases 545 Boylston St., Boston, offices to Air Portugal and Vopan Marketing Research.

\$5.2 million MHFA loan to MB Group for Springfield, Mass., rehab; plan 148 units with Community Savings Bank.

Thomas Hynes Jr. of Meredith & Grew leases 235,000 s/f for Stone & Webster to N.E. Telephone at 225 Franklin st., Boston.

\$5 million New Bedford Gas & Edison Light headquarters under construction in Wareham; Symmes Maini & McKee architect.

Robert Tighe and Richard Lombardi handle unique exchange of two church properties in Brockton; may be a first in the nation.

Robert Elder, Equity Assoc., LNC Dev. start \$21 million 250,000 s/f Boston office tower; Leggat McCall & Werner agent.

Parson Brinckerhoff-Gleich convert Hotel Barnum in Bridgeport, Ct., to elderly apartments; \$4.2 million CHFA loan.

Endeavor Inc. buys Lincoln, Mass., land, 4.5 acres for \$350,000; Frank Hiatt & Pearmain Assoc. brokers; plan 22 townhouse condos.

Frank Roche & Kent Locke of Keewaydin Prop. sign lease for 55,000 s/f at Franklin, N.H., Business Ctr. with Abundant Life.

Ralph Nash buys Waterville, Me., post office site from General Services Admn. for \$112,000; appraised at \$310,000.

Hamel R.E. appointed leasing agent for Mountain Valley Mall in North Conway, N.H.; Pantlin & Chananie Assoc. developer.

Paul Keenan agent in sale of 28 acres in Portsmouth, N.H., to YMCA for \$200,000; Aileen MacFarland, seller, grants loan.

John Campbell handles sale of downtown Newport, Vt., block for Ralph Hamblette for \$850,000 to Robert Audette & Julian Richard.



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RICHARD MYCKO CO.

Burlington Woods Office Park

The Park is designed to accommodate the office needs of the Route 128 Business Community.

Planned are five, three story buildings offering over 500,000 square feet of Class A office space.

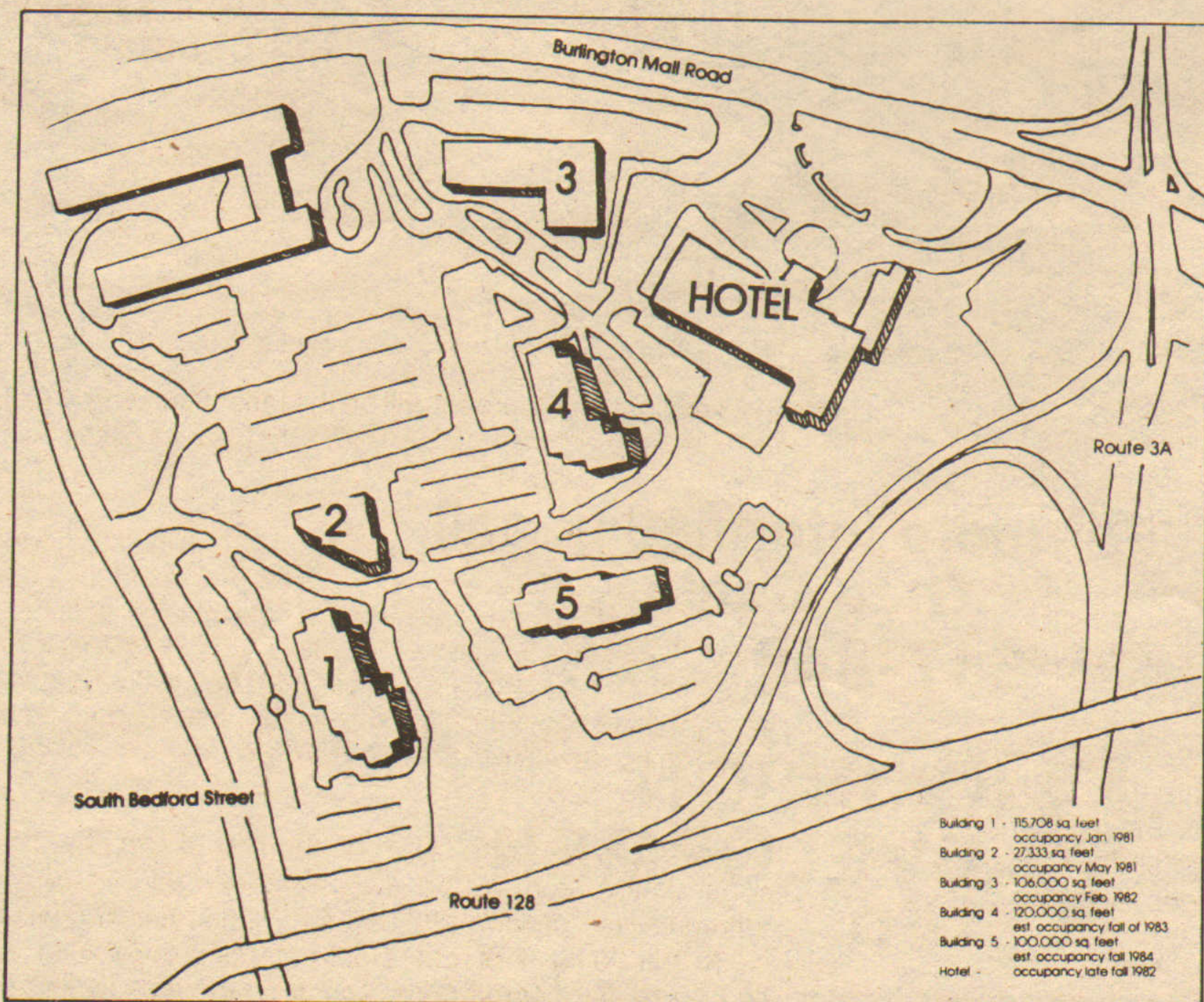
Ready for occupancy in 1981 are Buildings One of 115,708 square feet and Building Two of 27,333 square feet.

In the spring of 1981, Building Three containing 106,000 square feet and a 420 room Marriott Hotel will begin the second phase of the Park. Completion of Building Three will be the early spring of 1982 and the Marriott the following fall. Buildings Four and Five will constitute the final phase of the Park and will begin shortly after completion of Phase II.

The Marriott Hotel will be an exciting addition to the Route 128 Skyline offering more than twelve meeting rooms, three restaurants, Executive Luncheon Club, Health Club and indoor/outdoor swimming pool.

Burlington Woods is located at Routes 128 and 3A with easy access both North and South, to Routes 93, 495, 3, 3A, the Middlesex Turnpike, The Mass Turnpike and Boston Extension. Logan International Airport is twenty minutes away.

For further information regarding this exciting Office Park contact: Maurice diMarco Mugar/Finard Associates at 969-9100.



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DEVELOPMENTS IN THE NEWS

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No. 7

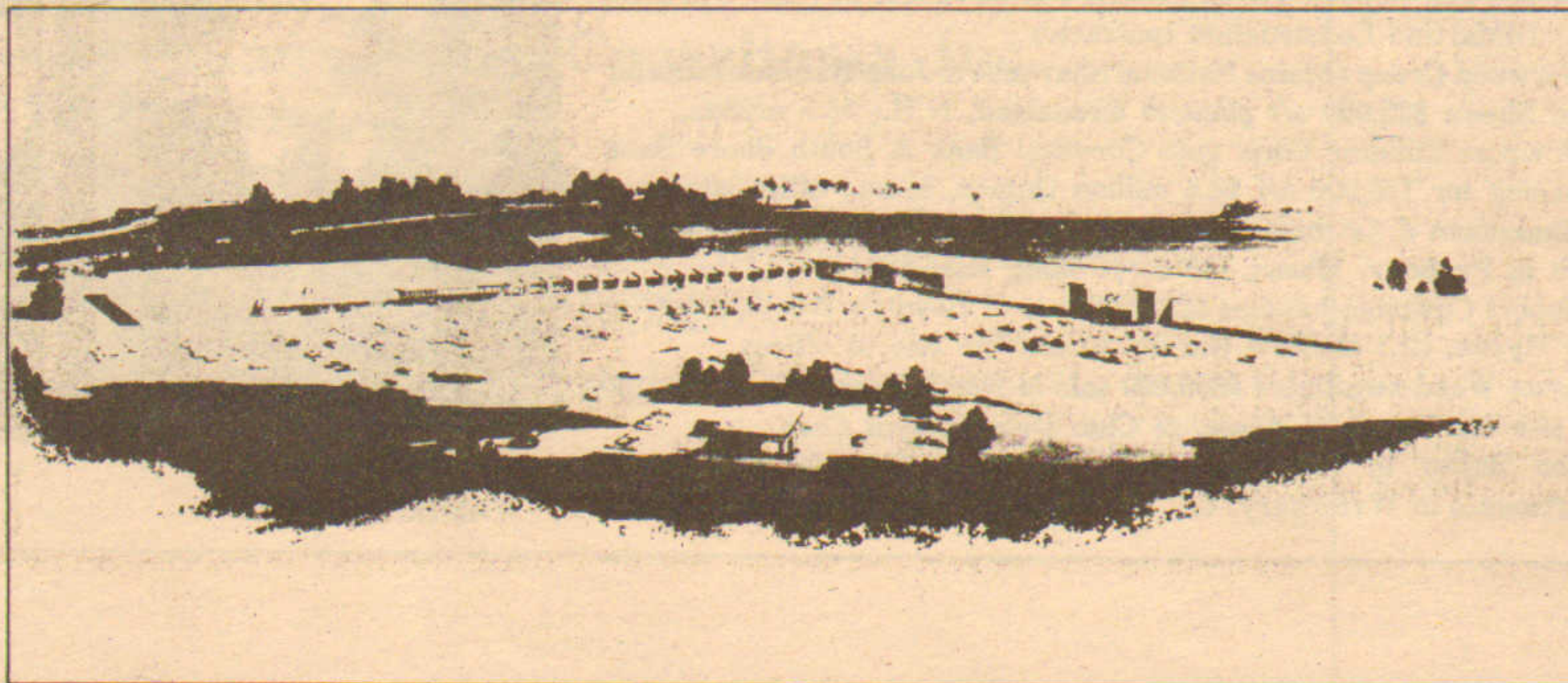
JUST ANNOUNCED
 BRONSON & HUTENSKY NAMED
 AMONG TOP 50 SHOPPING CENTER DEVELOPERS IN
 AMERICA BY NATIONAL MALL MONITOR

Bronson & Hutensky start North River Plaza

Caldor and Stop & Shop to anchor Pembroke, Mass. shopping center

(reprinted in part from *The New England Real Estate Journal*)

PEMBROKE, MASSACHUSETTS—The Bronson & Hutensky Companies of Bloomfield, Connecticut have started construction on North River Plaza, a 205,000 sq. ft. shopping center being built in Pembroke, Massachusetts. When it opens in late 1981, North River Plaza will feature Caldor, Stop & Shop, and T. J. Maxx.



Caldor, occupying 85,000 sq. ft., will be the latest addition to the aggressively marketed 63-store promotional department store chain. Caldor's proven success will make it a welcome addition to the Pembroke area shopping scene.

Stop & Shop in North River Plaza will be a significant first for New England's largest volume supermarket system; being not only their largest facility (43,700 sq. ft.), but the first to include within its walls a full line Medi Mart Drugstore.

T. J. Maxx, the popular fashion retailer, is the third major tenant, with a 24,000 sq. ft. store. An additional 53,000 sq. ft. of prime commercial space will accommodate still more service and fashion stores.

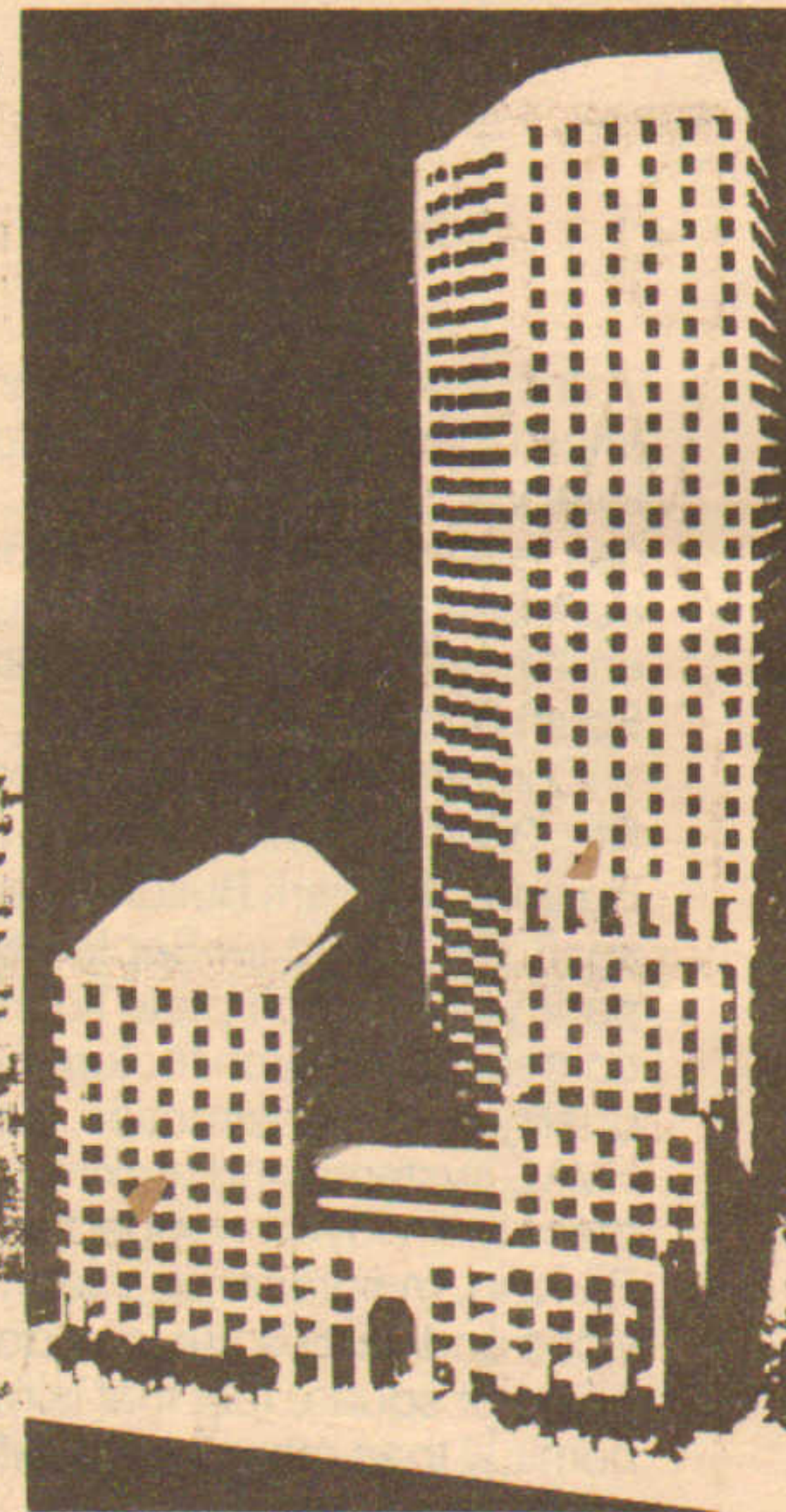
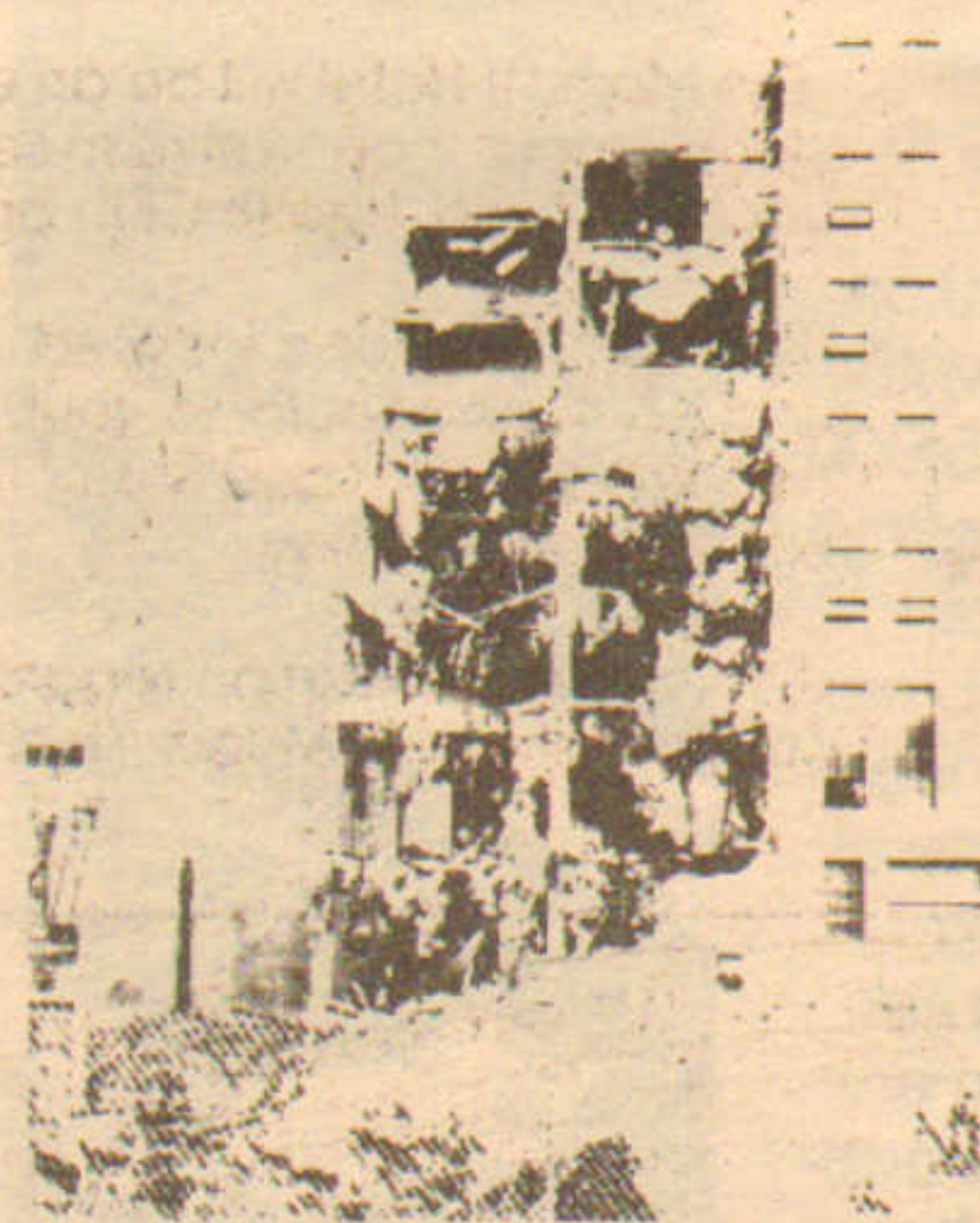
North River Plaza is the latest in a long line of successful shopping center ventures for Bronson & Hutensky—well established developers of commercial real estate in New England, with projects under way as far off as Tennessee. Bronson & Hutensky chose the Pembroke area in part because population surveys have identified it as one of the fastest growing areas in Massachusetts. North River Plaza is located at the intersection of Routes 3 and 139 at the Marshfield town line.

The Companies' commitment in Pembroke manifests their belief in the vitality of the area, and in the future of retailing itself. At a time when others are cutting back, or scaling down their enterprises, Bronson & Hutensky are proceeding on the premise that careful groundwork and sound execution make a project succeed. As part of this effort they have assembled a team of experienced professionals.

Richard L. Bowen & Associates of Cleveland applied the knowledge gained from the design of more than 500 shopping centers to the plans for North River Plaza. Management will be in the capable hands of Bronson & Hutensky's wholly owned subsidiary, Monitor Management, Inc.

Construction has started at North River Plaza, transforming thoughtful planning and proven retailing strategy into a prosperous reality.

CityPlace ready to rise



(reprinted in part from *The Connecticut Business Journal*)

HARTFORD, CONNECTICUT—Demolition was recently completed at the building site of CityPlace, the spectacular 38-story office-retail-commercial complex that will soon be the centerpiece of downtown Hartford's renaissance. The \$125 million development will be the tallest building in Connecticut, and will include Hartford's first indoor plaza.

The ambitious CityPlace project is a joint development of the Bronson & Hutensky Companies of Bloomfield, Connecticut and the Urban Investment and Development Company of Chicago, a wholly owned subsidiary of Aetna Life and Casualty. CityPlace evolved in response to a growing perception of the shortage of premium office space in the burgeoning downtown area of Hartford.

Construction will soon begin on the first of two phases of construction, comprising the 38-story building and an atrium court. Totalling 957,000 sq. ft., this building will include 35,000 sq. ft. of retail stores on the ground level, and 60,000 sq. ft. of commercial space on the next two levels. The upper 34 floors each have 21,000 sq. ft. of office space, and a floor for mechanical equipment will cap the building.

APRIL

Augat Inc. building \$3 million 40,000 s/f headquarters in Mansfield, Mass.; Symmes Maini & McKee architect at CC&F park.

Tom Walsh & Mark Gottesman of Codman Co. sell \$895,000 former Sunshine Biscuit plant in Natick, Mass., for Morgan Guaranty Trust.

Patrick Goggins of Woodward & Grinnell sells Northampton Country Club to Stephen Monsein & Gerald Jackson for \$300,000.

Ian Gillespie of Ryan, Elliott & Co. leases more space to Commercial Union Assurance at Federal Plaza in Boston.

William Sommer of Peter Elliott leases 4,200 s/f at 128/One Executive Offices in Dedham, Mass., to Moore Business Forms.

Northland Realty buys Burlington (Mass.) Village Mall from JMP Realty for \$5.5 million; Caldor & Loehmann's anchors.

Gaudreau Dev. gets approval for 45,000 s/f \$2.6 million Woodruff Green office site in Narragansett, R.I.

Herbert Farnum & Howard Lewis of G.L. & H.J. Gross sell \$610,000 Pawtucket, R.I., medical building with 15,000 s/f.

Gilbane Building tops out \$13.2 million Health Care Services Building in Providence; Keyes Assoc. architect.

Donald Marini plans 112 unit Castle Farms condos in West Warwick, R.I.; DiMartino Construction contractor.

Norwood Group obtains National Shawmut & John Hancock loans for Nike Shoe's 335,000 s/f plant in Greenland, N.H.; \$5.5 million.

Newport Building Corp. gets Chemical Bank & South Shore Bank financing for 125,000 s/f \$4.5 million Quincy, Mass., office site.

Hunneman & Co. named marketing agent for Centennial Industrial Park in Peabody, Mass.; 330 acres along Rte. 128.

Robert Cushman handles \$218,000 sale of Hewitt's Woodcrafters in Old Mystic, Ct.; Mathew Garvey to convert site to offices.

Lynn Weed negotiates \$650,000 sale in North Haven, Ct., of 28,700 s/f site for Bernhard Assoc. to Club Development Corp.

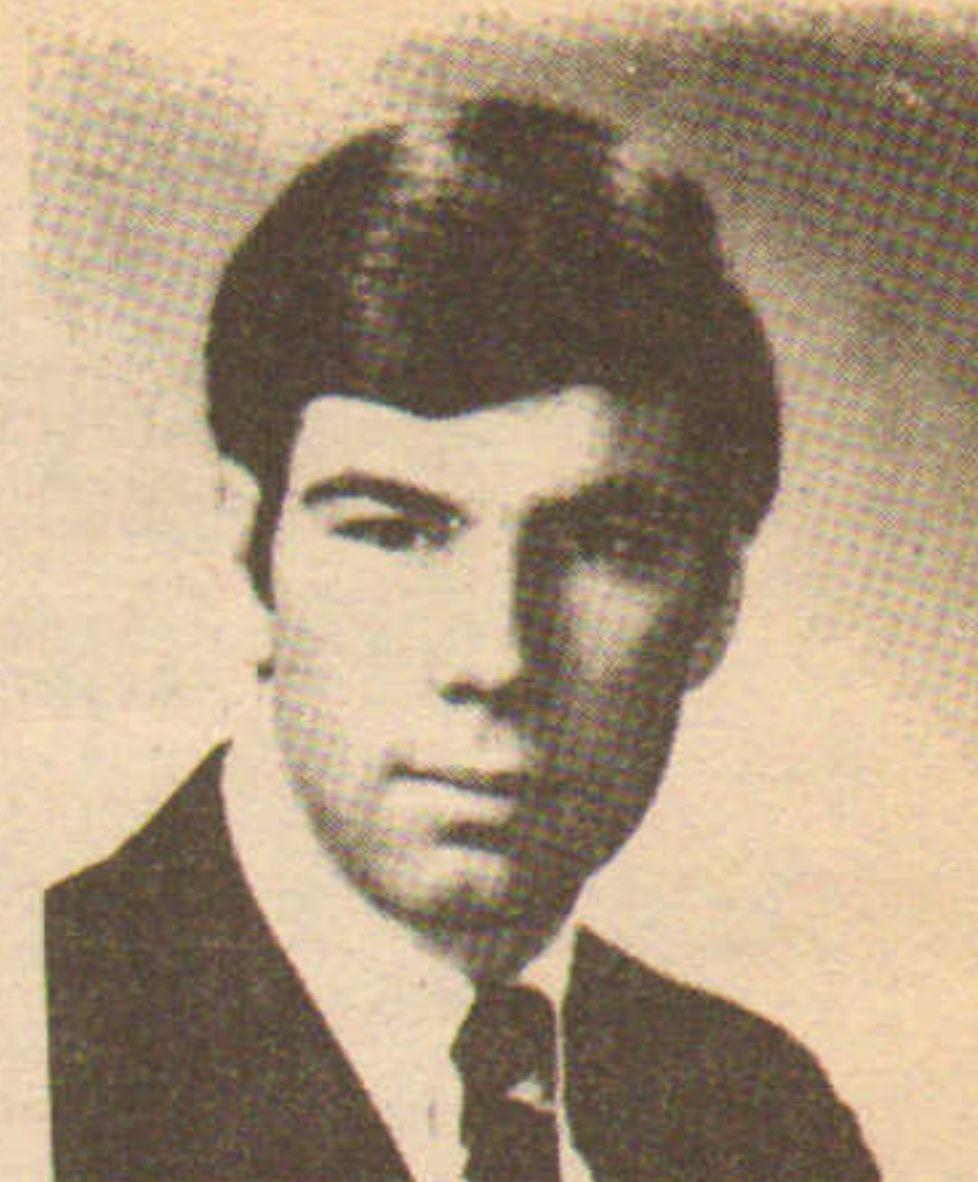
Joe Butler of Sherwood Realty brokers \$650,000 sale of 37 apartments in Waterbury, Ct., for Frank Brito to Tomlinson Brown.



DAN WOOLEY
RYAN, ELLIOTT & CO.



DAVID FERRON
CONSUMER VALUE STORES



PETER HOLMES
FARLEY COMPANY



ROBERT TAMBONE
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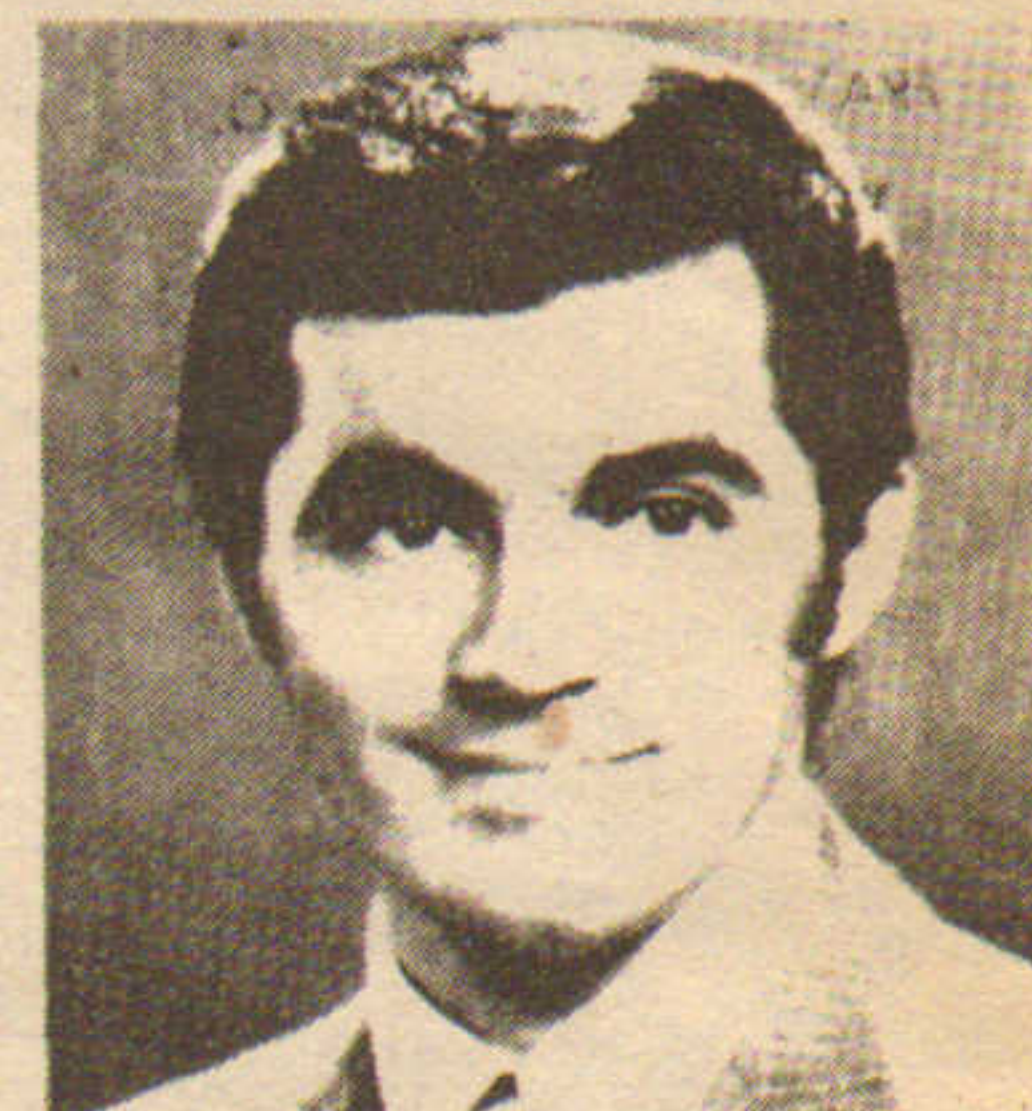
KEVIN PHELAN
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PEOPLES SAVINGS BANK



THOMAS FLATLEY
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FRANCIS ZAPPONE
ZAPPONE REAL ESTATE

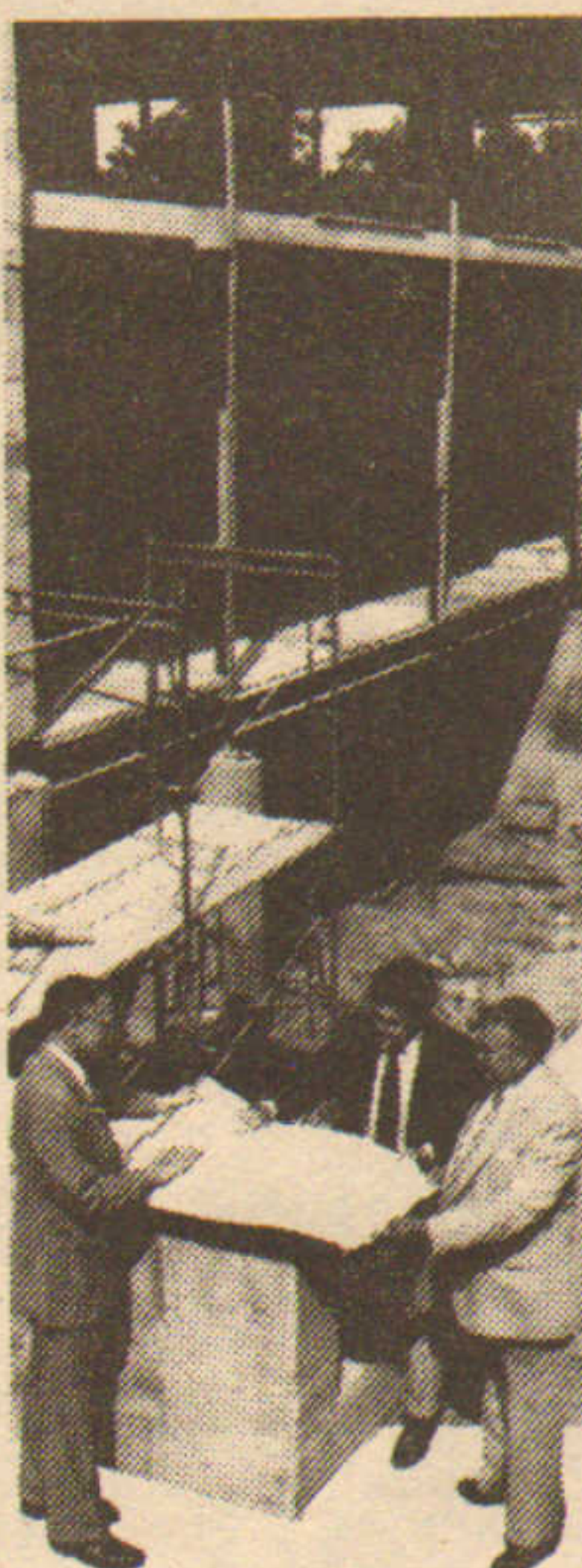


WILLIAM COPPINS
JOHN BEGLEY CO.

Just ask Commercial Union Assurance Company. Many of its top executives live on the South Shore. So CU has leased the entire top floor of The Park Building, A.W. Perry's newest and most exciting office building in South Shore Park, Hingham.

Conveniently located at exit 29 on Rte. 3, only 20 minutes from downtown Boston, The Park Building has 15,000 sq. ft. remaining for September occupancy on two complete floors. Its contemporary architecture combines quality brick construction, advance HVAC systems and maximum use of glass in an idyllic wooded setting. Parking, maintenance, cleaning services and utilities are included in a cost per square foot that is more economical than other top-quality office parks around the city.

The Park Building is perfect for professionals within financial, legal,



communications and technical areas, as well as many others. Whether as headquarters, branch or district sales office space, it combines prestige with a location that provides ready access to Boston and Rte. 128, without the hassles of daily commuting.

For an on-site visit of The Park Building, call A.W. Perry today. In Boston, 542-3164; in Hingham, 749-6470. Then let our designer work out no-obligation office layouts to fit your special needs. The Park Building in South Shore Park, Hingham. You'll wonder how you ever could have worked anywhere else.

A.W. Perry, Vice President, Tom Teuten (center) reviews blueprints of Perry's newest South Shore Park office building with Commercial Union Assurance Company executives, William Widmann (right) and Arthur Foote.

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Sullivan & Worcester
R. B. Thompson Associates, Inc.

For information, contact: The Beacon Companies, One Center Plaza, Boston, Mass. 02108. 617-742-5500.

The next move is yours. It should be the One.

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there is only one move to consider.

This is The One.



One Post Office Square.

MAY

Peter Brown of Peter Elliot brokers sale of New Bedford, Mass., site for \$5.8 million BIDC & RHIC apts. — \$480,000.

Mel Barkan & Martin Cohen start \$6.4 million 159 unit Fitchburg Green; Roger Foster & Champa R.E. aid site assembly.

Michael Hammerschmidt & Richard Myette of Algonquin Inc. handle \$1.75 million Park Place Ind. Park sale in Norwood, Mass.

Northland Realty sells Kenmore Medical Building, Boston, to European investment group; 30,000 s/f sold for \$821,000.

Brad Jenkins of Codman Co. brokered \$1.15 million sale of Brockton warehouse; Rockland Trust loan for 110,000 s/f site.

Land/Vest & Godfrey Wood sell 13 acres on Nantucket Island for total of \$247,000; Robert Borden of Land/Vest involved.

Ryan, Elliott & Co. appointed leasing agent for 172,000 s/f Quincy offices being developed by O'Connell Bros. & Forge Dev.

Maurice Kenny starts 40,000 s/f \$2.5 million medical center in Waterbury, Ct.; Colonial Bank financing.

Robert Bengloff, Joseph Quinn & Mel Weinberger of Data Realty sell Braemore Apts., Boston, for KSG Realty for \$1.573 million.

Bran som Bean of Norwood Group handles \$775,000 sale of 60,000 s/f Manchester, N.H., building for Pandora Industries.

Kent Corp. converting Cambridge storage warehouse for Grant-Morgan Dev.; \$2 million project will result in 16 condominiums.

East Bay Dev. names Wilder-Manley Assoc. leasing agent for 275,000 s/f Billerica Mall and 360,000 s/f Assembly Sq., Somerville.

Neelon Management building 26,000 s/f offices on Rte. 128 in Waltham; financing by BayBank Harvard and Travelers Insurance.

Peter Cannistraro & Richard Nesseralla of Chase Assoc. handle sale of former Randolph, Mass., auto dealership sites for \$280,000.

Century Investment signs Third National Bank for former Sears store at West Springfield; 110,000 s/f building.

Spaulding & Slye starts 47,000 s/f site for Hybrid Systems in Billerica; financing through State St. Bank and IRB.



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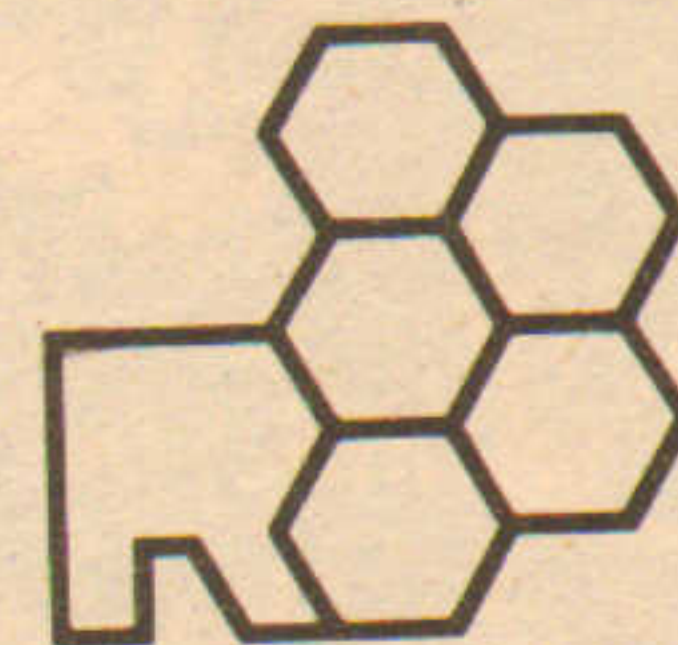
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MAY

Thomas & Roger DeFelice, Henry Kates, Ray McDermott, Herbert DeSimone & Ron DeSesto buy interest in R.E. Title Ins. Co. in R.I. \$4.4 million Aetna Life loans for Moshassuck Office Park in Providence; IBM to lease 60,000 s/f.

48,000 s/f plant under construction at No. Central/295 Ind. Park in Lincoln, R.I.; Second Pawtucket Area I.D. Found. developer. Mugar-Finard Assoc. appoints WZMH Habib to design 420 room Marriott Hotel at Burlington (Mass.) Woods Office Park.

Equitable Life & Mass. Mutual finance retail and hotel sites at Lafayette Place in Boston; Mondey, Sefrius & IHC developers.

Carlson Assoc. to market 44,000 s/f Willows Office Condos in North Andover, Mass., for Grasso Construction; \$4.5 million project.

Henriette McNiff of Ryan, Elliott & Co. sells Woburn land site for \$351,000 for Leonard Tamasi to Chomerics Inc.

Michael Flynn of Meredith & Grew leases 17,400 s/f for United Way in Boston with Michael Sucoff of Leggat McCall & Werner.

Maretz-Franford's Angela Pettorini & Stephen Press handle sale of New Haven apartments for Craig Colberg for \$135,000.

H. Pearce Co.'s Peter Van Strum, Carl Zinn & Harry Hiscock sell \$750,000 New Haven property containing 22,000 square feet.

David Pergola of Meredith & Grew broker in sale of 115 acres in Franklin, Mass., to Digital Equipment Corp. for \$1 million.

Robert Talbot & Ardmore Assoc. cobroker \$150,000 sale of 30 Lynn, Mass., apartments for Sonnabend Trust to William Tremblay.

James Gorman of R.W. Holmes Realty leases 18,000 s/f industrial building in Hopkinton, Mass., for Barry O'Brien to Honeywell Systems.

Bill Joli of Goodfellow-Ashmore leases offices in Danbury, Ct., to Consumer Services, subsidiary of City Federal Savings.

Kevin Geenty of H. Pearce & Henry Harrison cobroker sale of \$225,000 office building in New Haven for Monarch Life Insurance.

Rauseo Co. appointed agent for 40,000 sq. ft. Blackburn Industrial Center offices and industrial space in Gloucester, Mass.



RAY COOTS
EAST BAY DEVELOPMENT



EDWARD HOBBS
ALFRED ASHFORTH CO.



VICTOR KLEIN
CONNECTICUT



ROBERT HAKALA
SEPPALA & AHO



LEONARD SUCSY
CULBRO LAND



DUFF RAMSEY
BOSTON



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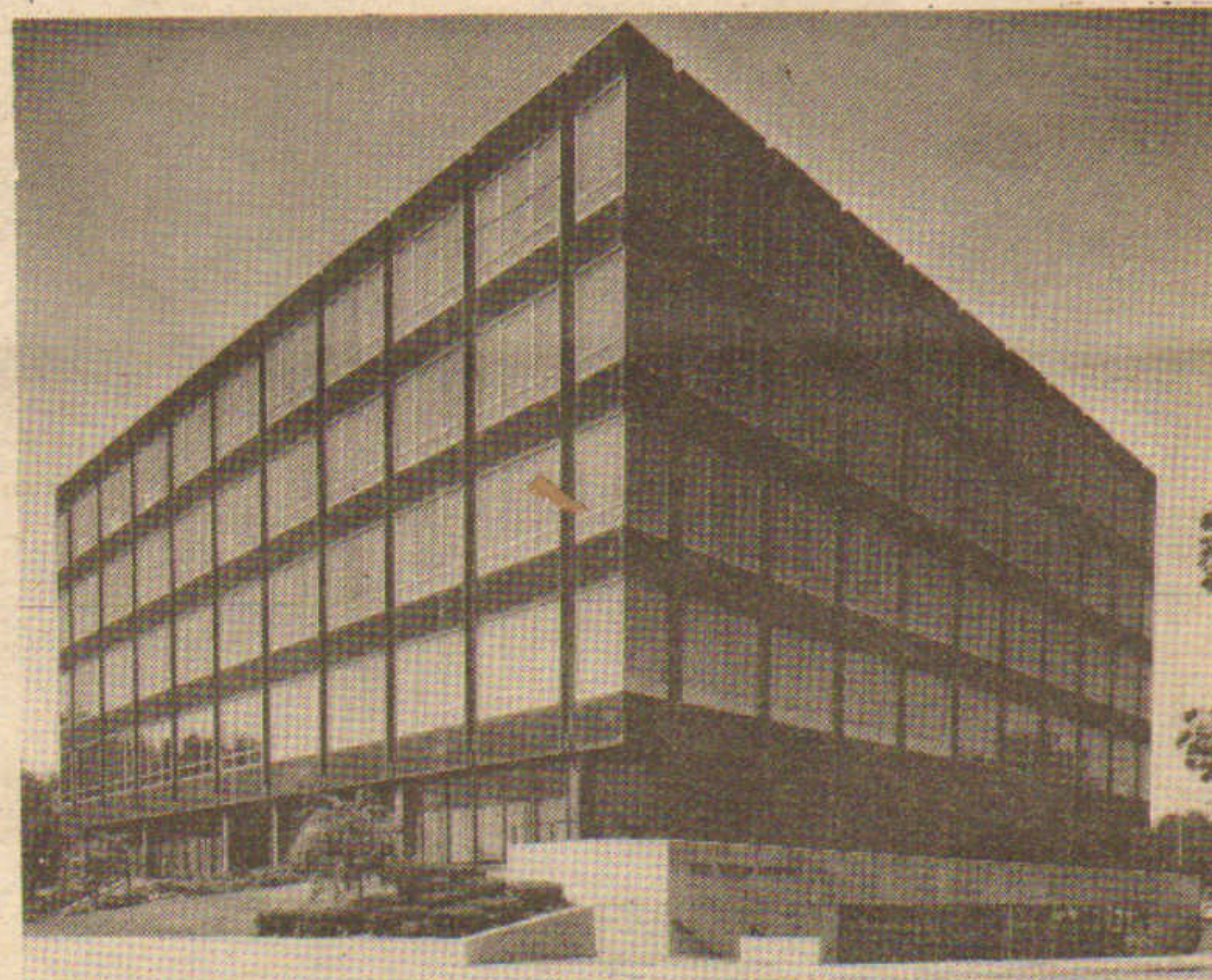
We'll, don't be surprised if we show you exactly what you have in mind. New England is our backyard.

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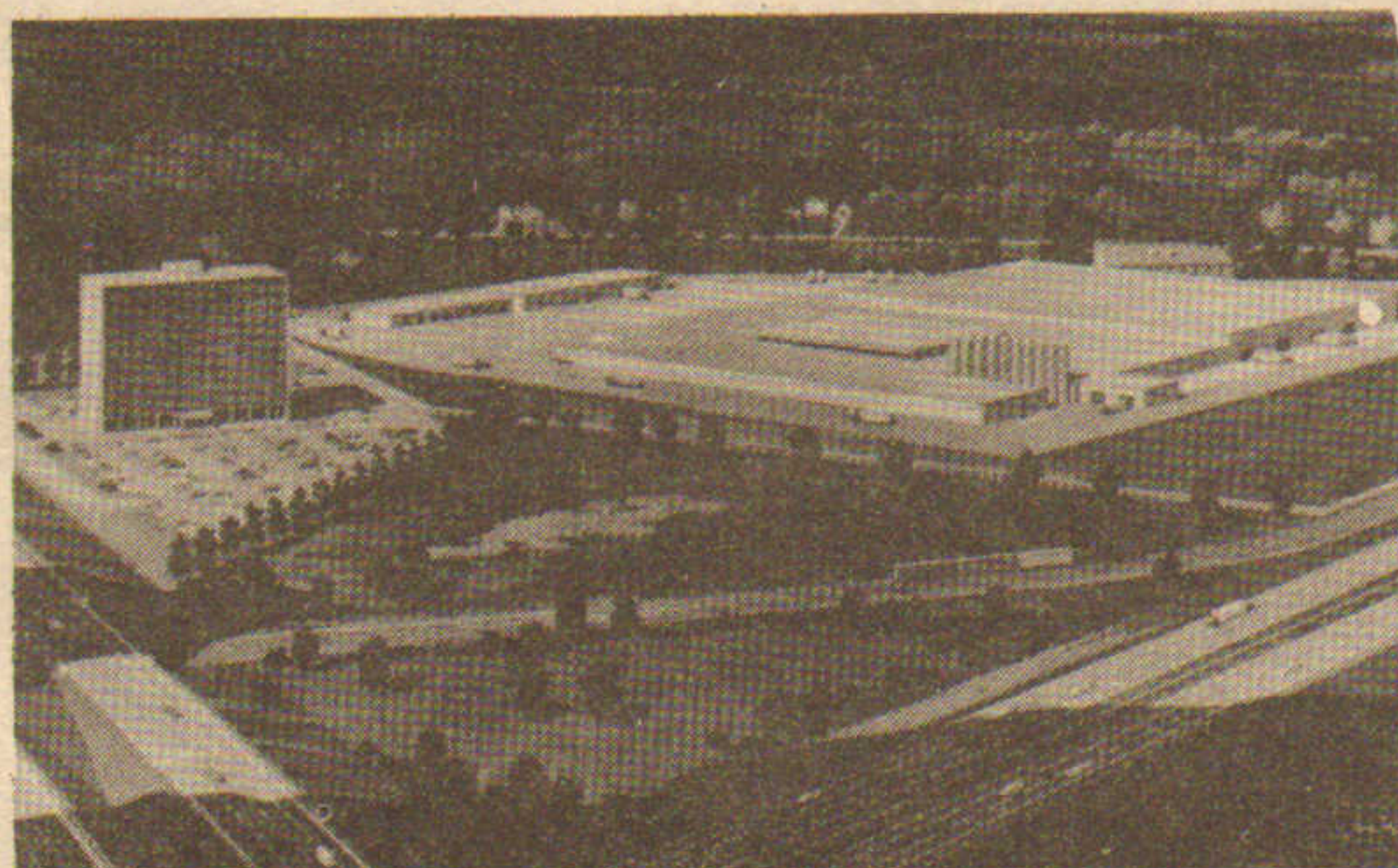
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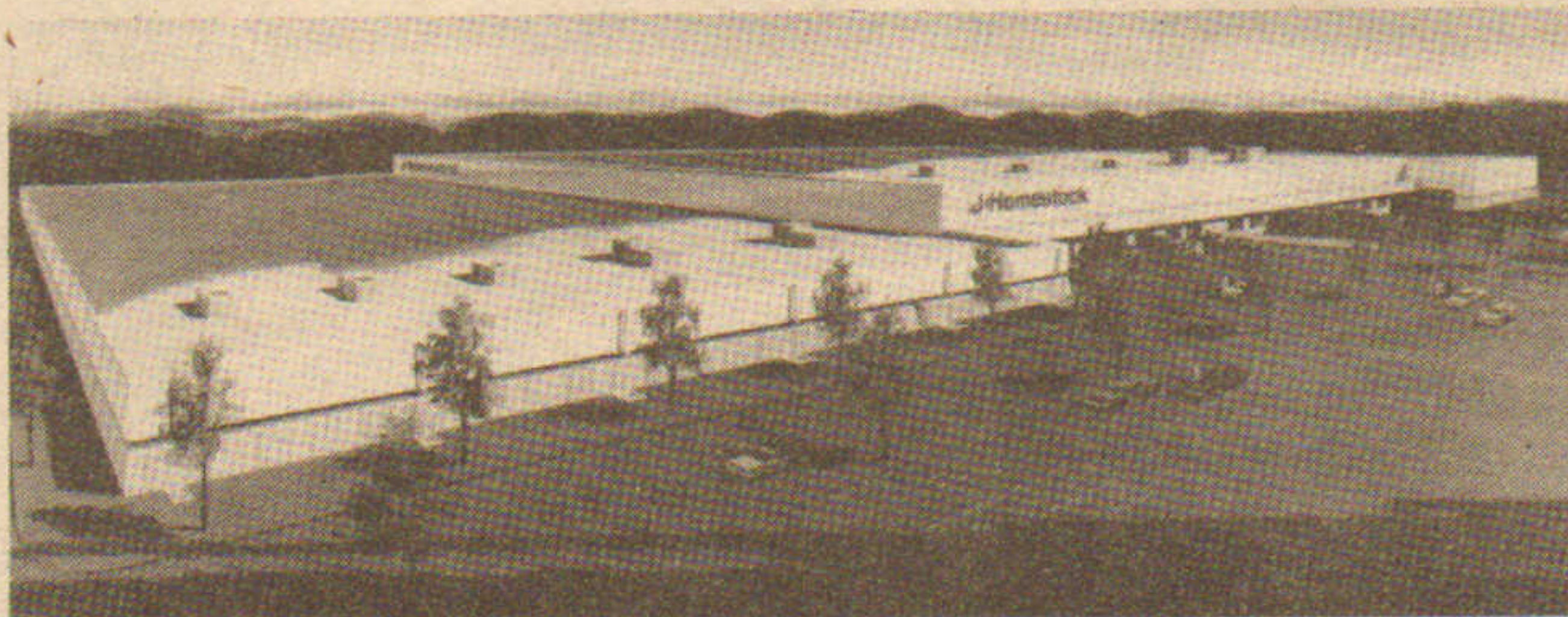
Star Market/Osco Drug, Lynn, Mass.



One Wells Avenue, Newton at 128 Office Park



Cumberland Farms Headquarters, Westboro, Mass.



Leavitt Furniture, Westboro and Danvers, Mass.

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What kind of property? We're especially interested in outstanding retail locations anywhere in New England.

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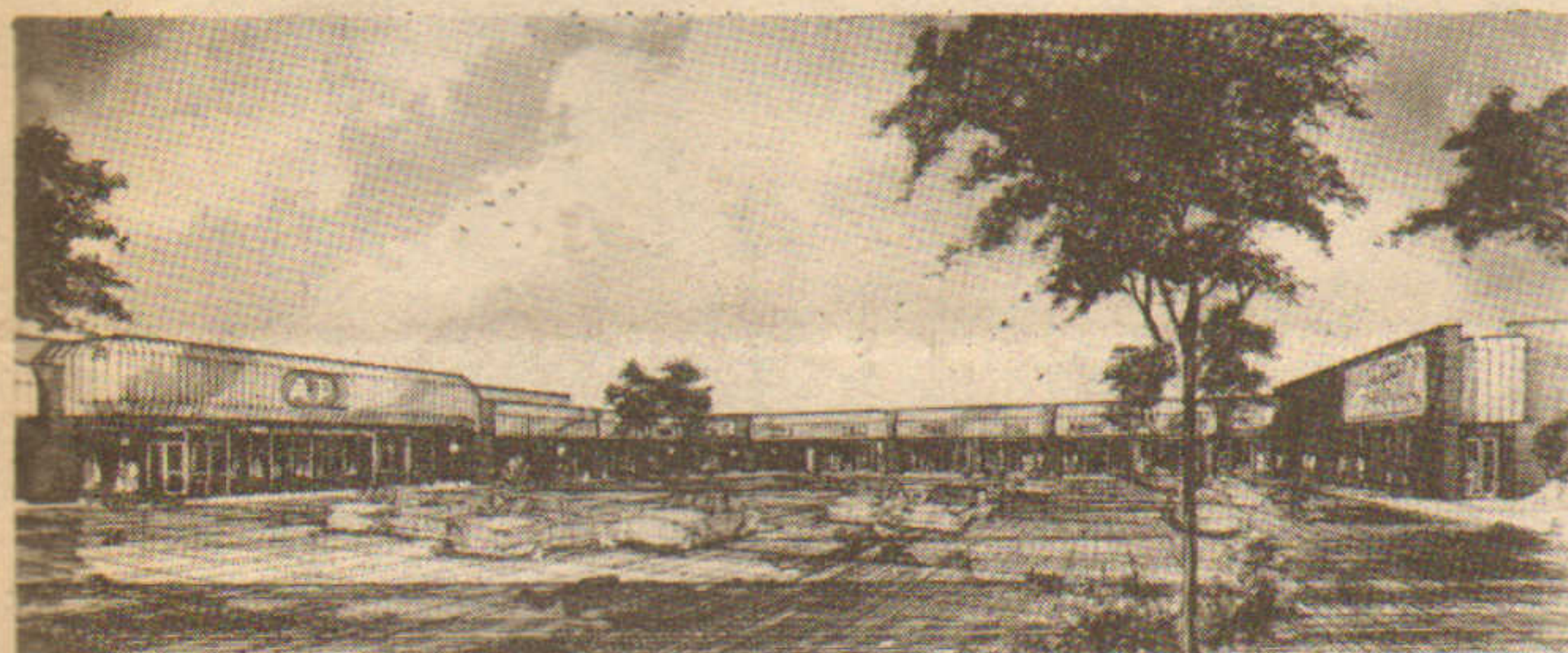
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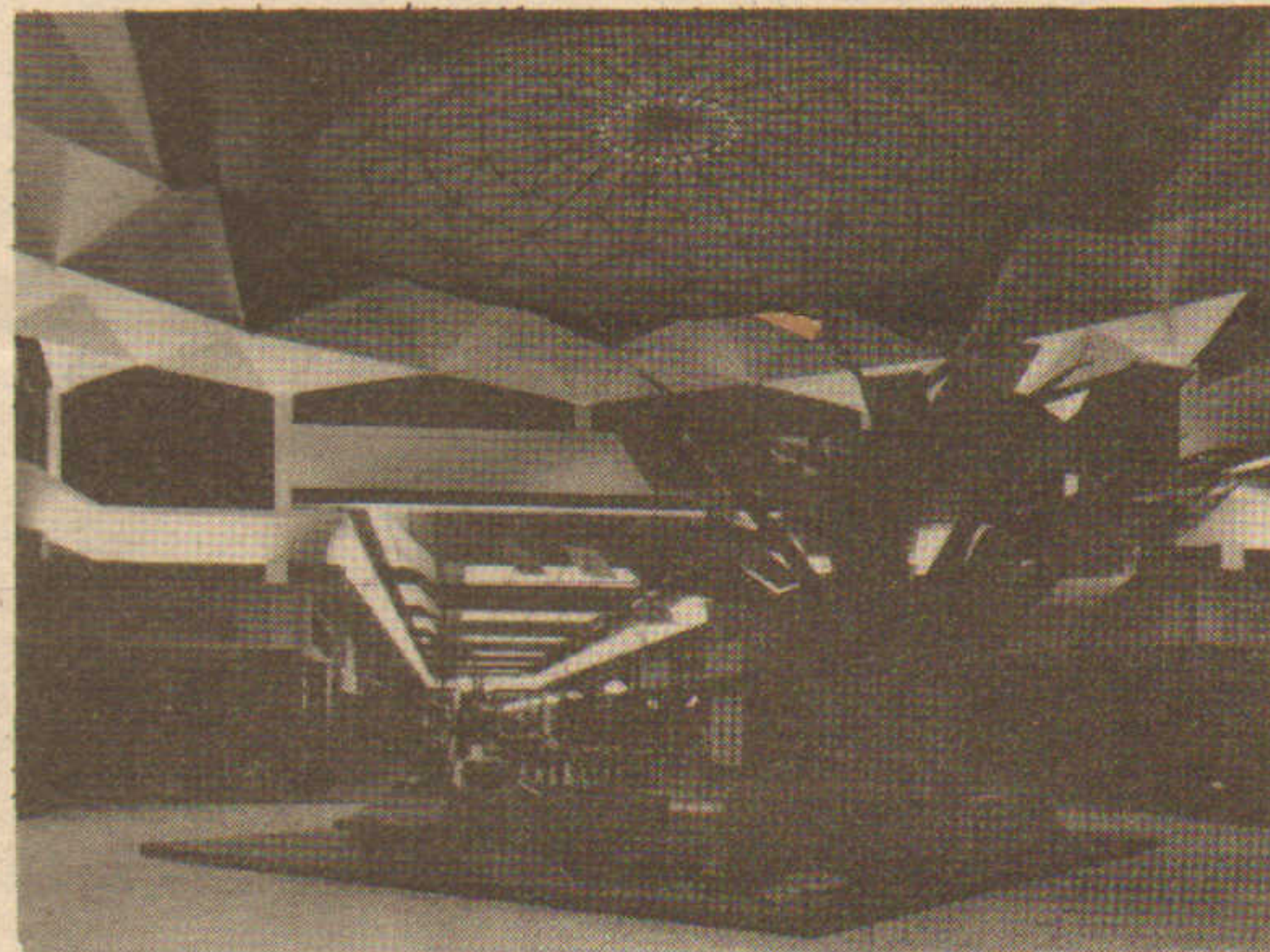
We're at One Wells Avenue in Newton, Mass. 02159. There are any number of reasons for calling.

But only one number to call.

: 969-6400: 969-6400: 969-6400: 969-6400:



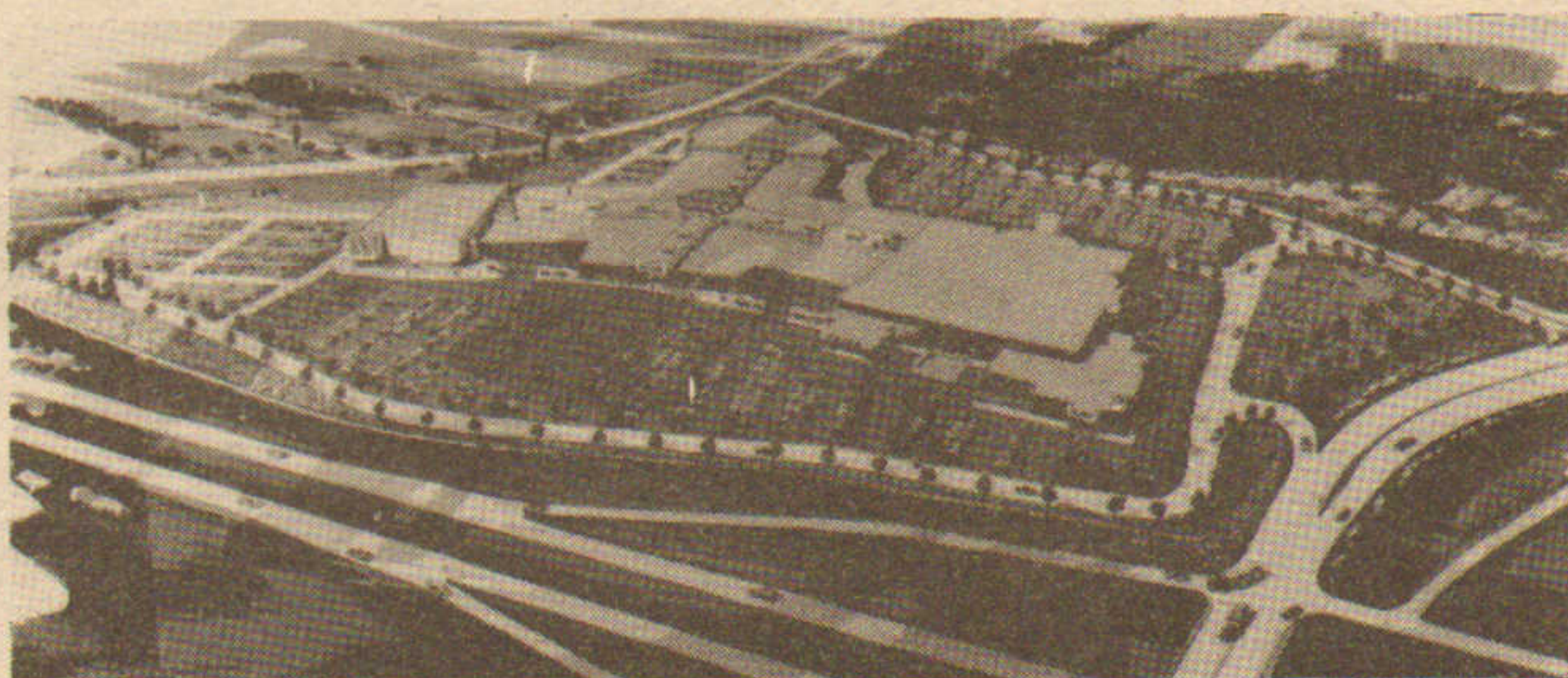
Bunker Hill Mall, Charlestown, Mass.



Liberty Tree Mall, Danvers, Mass.



The Arboretum



The Mall of New Hampshire, Manchester

Industrial Parks

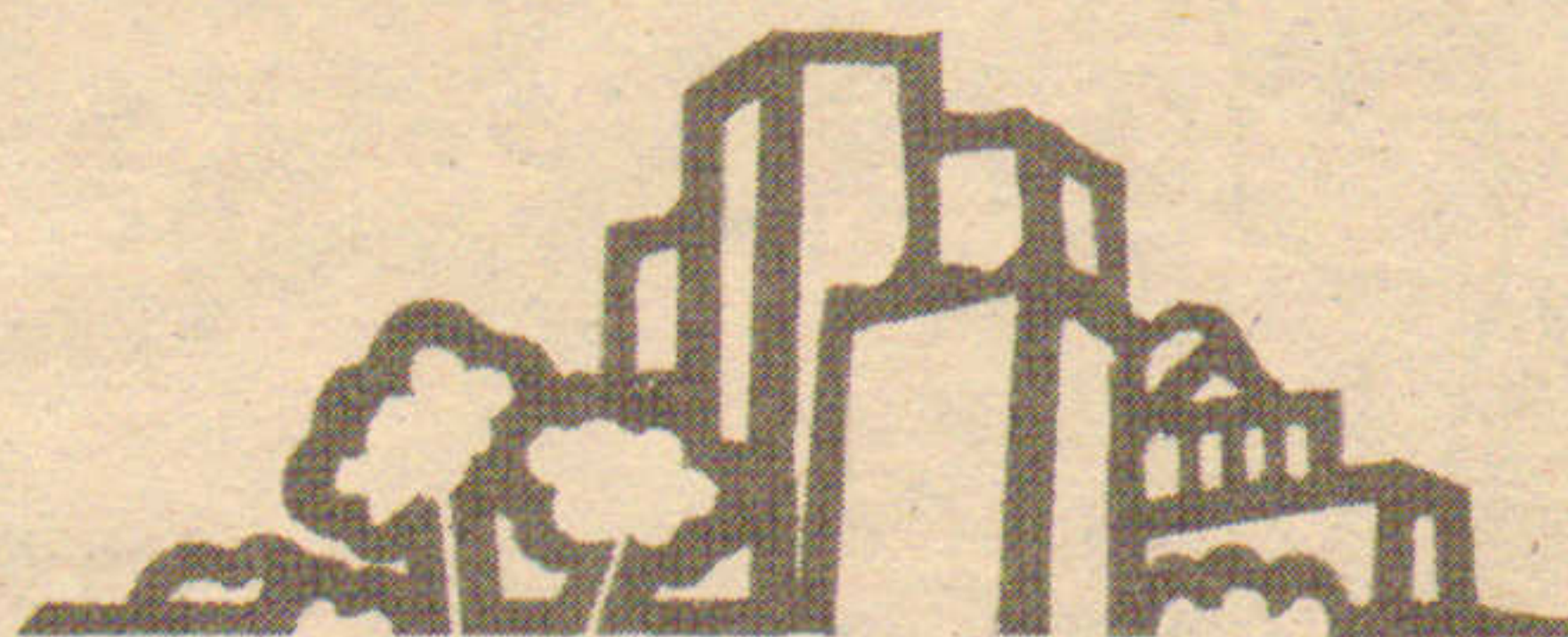
ing

Apartment

Health Care Facilities

Office Parks

State Properties of New England



JUNE

Boston Properties starts \$200 million one million s/f Cambridge Ctr. offices; Moshe Safdie master plan; Davis Brody archt. B'nai B'rith Senior Citizens Housing, 160 units, approved by Boston Red. Authority for Brighton; HUD financing of \$6.75 million.

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Stephen Allison of Spaulding & Slye & James Gorman of R.W. Holmes Realty lease 26,323 s/f in Wellesley to Honeywell.

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GTE Laboratories plans \$100 million complex on Waltham-Weston line; options 57 acres; Architectural Resources, Cambridge, designer.

M. L. Properties names Meredith & Grew agent for 100,000 s/f Cambridge Technology House; renovation of former Carter Ink site.

David Bisbee of Rene Poyant sells Sands Motor Lodge, Hyannis, for Bernice Sawyer to Warren Morse; 37 units for \$370,000.

Channel Building completed 74,000 s/f \$1.5 million plant for Epicure Products in Newburyport; financing by MIFA.

Springfield Inst. for Savings starts \$20 million Center Square 12 story offices and shopping mall in Springfield, Mass.

James Hooper of Spaulding & Slye and Tom Gibbs of Flatley Co. cobroker lease at Flatley's 18 Tremont st., Boston; 8,000 s/f.

Seppala & Aho to build 81 unit addition at Portsmouth, N.H., Howard Johnson Motor Lodge for Frederick Bailey.

Ferd Corp. constructing \$500,000 21,000 s/f facility in Concord, N.H., for Dataroyal; for R & D and manufacturing.

Keenan Auction Co. sells former auto dealership property in Caribou, Me., to Bruce Pelletier; Northern National financing.

Boston Mortgage arranges \$1.1 million financing for two buildings at Salem [N.H.] Ind. Park totalling 60,000 s/f

Michael Monks of Norwood Group handles \$594,000 sale of 19 acres at Fountain Ind. Park in Nashua to Teradyne Connections.



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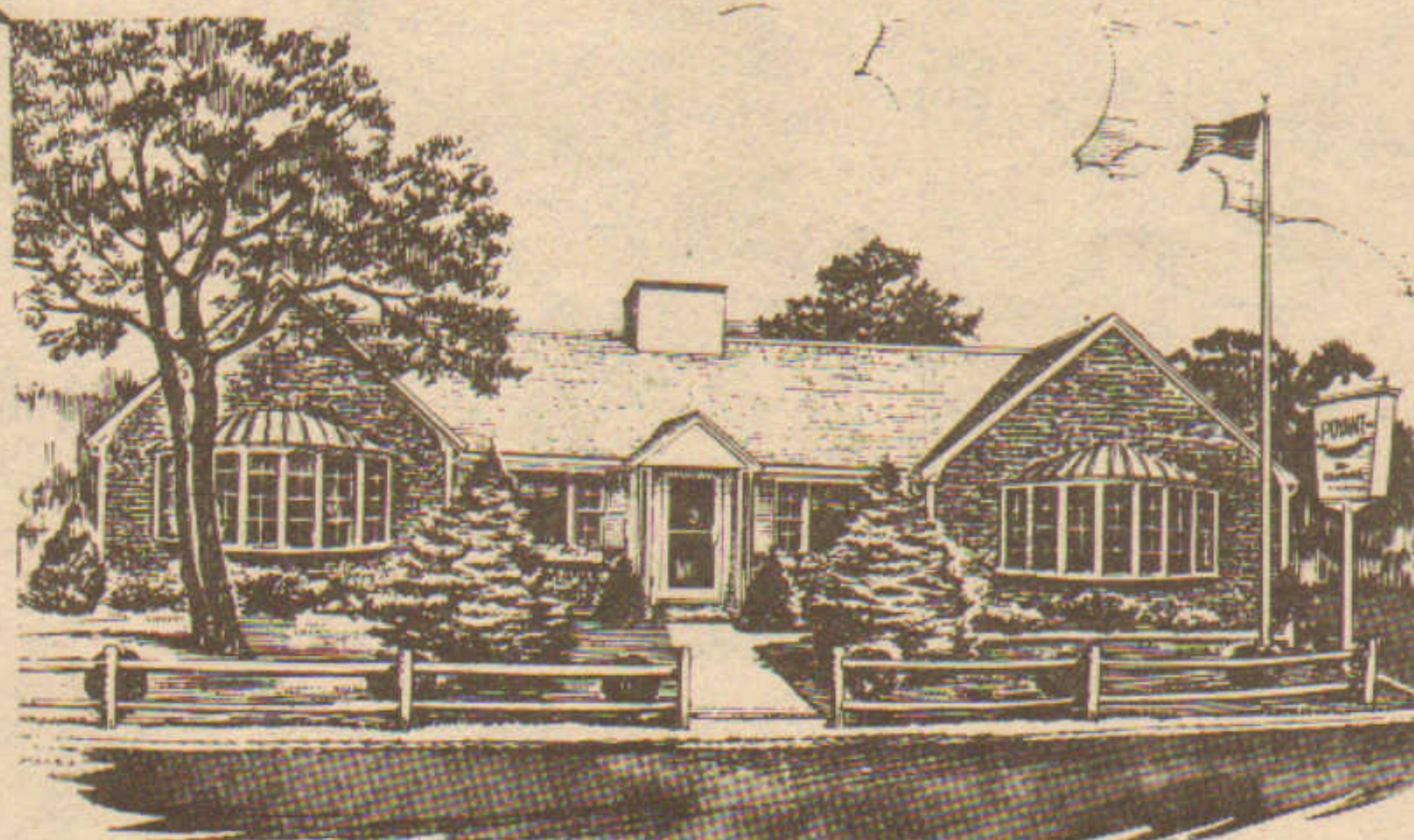
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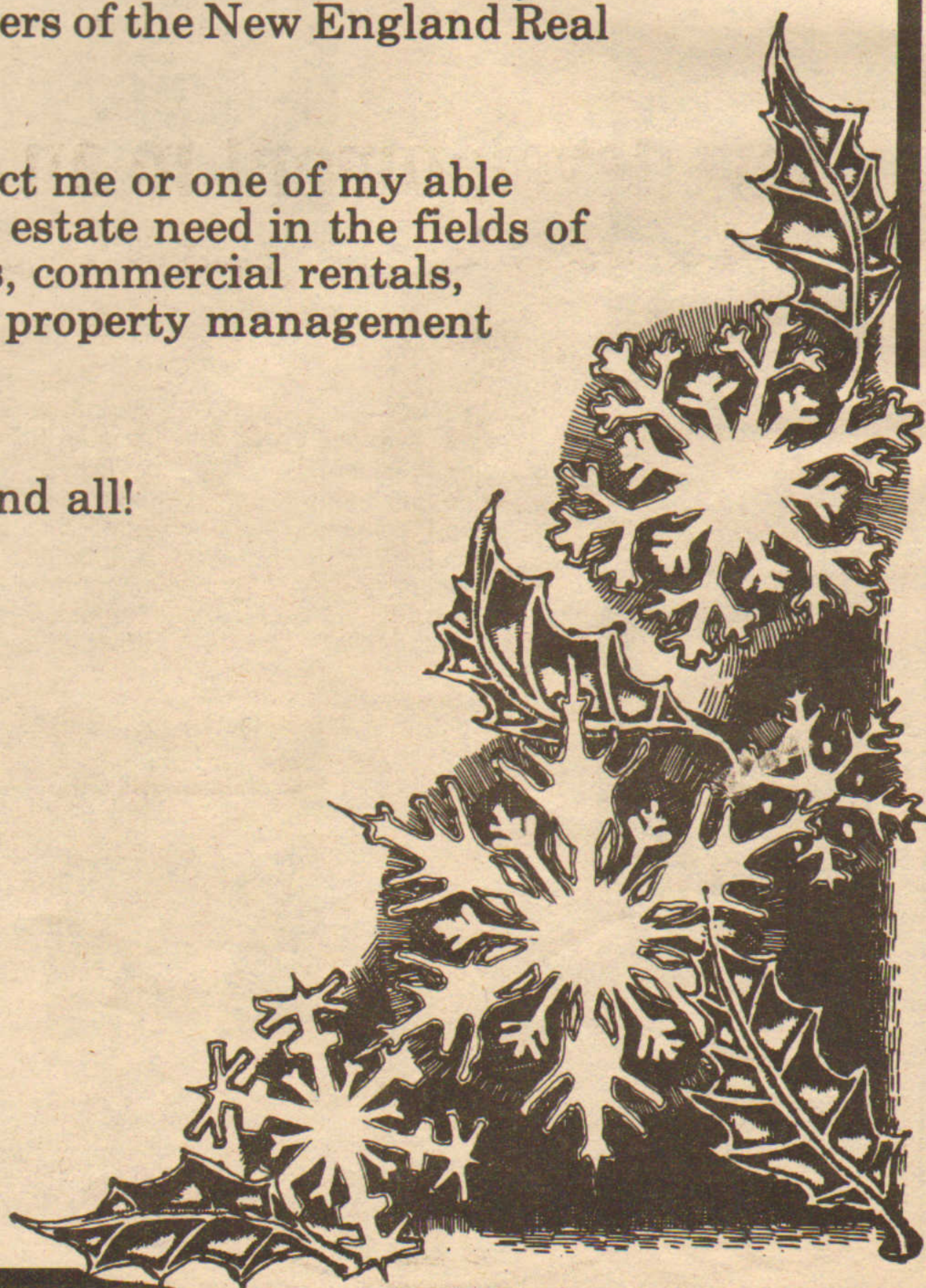
I am hopeful that you will contact me or one of my able associates when you have a real estate need in the fields of commercial and residential sales, commercial rentals, appraisals, mortgage brokerage, property management or real estate consulting.

Greetings of the season to one and all!

Very truly yours,
RENE L. POYANT, INC.

Rene L. Poyant

Rene L. Poyant
President



JUNE

Richard Zarse of Nordblom Co. signs General Terminal for 15,000 s/f at Martin Paley's Brookside Park in Billerica, Mass.

Leggat McCall & Werner Financial places \$4 million loan with Aetna Life for R & W Realty's 135,800 s/f offices in Bedford, Mass.

Kelly & Picerone named to develop 260 room luxury Hotel Grande in Medford, Mass.; CSC Hotels to operate \$17 million complex.

Fowler, Goedecke & Co. obtain \$1.5 million Aetna loan for 36,000 s/f Lawrence, Mass., medical offices.

Mark Dickinson leases 19,200 s/f of manufacturing and office space in Braintree for Grossman Ind. Prop. to Datacomp Corp.

Charles Detwiler of R. M. Bradley & David Connolly of Ryan, Elliott lease 20,000 s/f in Waltham for Middlesex Mutual Trust.

National Fire Protection Assn. names Meredith & Grew leasing agent for 60,000 s/f at new Quincy, Mass., headquarters complex.

William Slattery Jr. leases 180,000 s/f Hasbro Woonsocket, R.I., plant to Armour Handcrafts for distribution center.

Suburban Mortgage Assoc. grants \$9.5 million mortgage for Edgehill Newport's 160 bed rehabilitation complex in Newport.

J. W. Riker negotiates sale of 19 acre former Kaiser Aluminum site in Bristol, R.I., for Roger Williams College to Lyle Fain.

Arnold Kahn of Carpenter & Co. signs lease of 5,000 s/f in Boston for A.W. Perry Co. with Copy Cop's Michael Gersten.

Commonwealth Mortgage places end loan financing for Brighton condominium, Town Line Estates; buyers get mortgages at 12%.

Ryan, Elliott appointed leasing agent by Waltham Savings Bank for new 25,000 s/f offices in Waltham.

Edward Werner of Leggat McCall & Werner sells 123 acres in Beverly for Cherry Hill Development to Flatley Co.; \$950,000.

Michael Rauseo sells \$700,000 farm in Lynnfield, Mass., for Joseph & Paul Ruggiero; 85 acres bought by the McCarthy Co.

Bernard Mendik names Helmsley-Spear leasing agent for 100 acres of undeveloped land in Newtown, Ct.; 600,000 s/f offices seen.



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JULY

Gerald Hines Interests starts 85,000 s/f \$5.5 million office building at Point West Center in Framingham; LMW leasing agent.

Larry Roffman of Carlson R.E. sells 42 luxury apartments in Magnolia, Mass., for Sea View Trust for \$1 million.

Lou Wolfson & Joe Rider of Data Realty sell \$775,000 48 unit apartments in Lowell for Peter Onanian and William Riney.

John Arnold buys beneficial interest in 545 Boylston St., Boston, offices; Elliot Ravech of Peter Elliott negotiates deal.

Christine Kandrach of Saunders & Assoc. negotiates lease of Statler Office Building space to Dominican Republic.

Ian Gillespie of Ryan, Elliott leases 12,000 s/f for Cabot, Cabot & Forbes at One Boston Place to Main Hurdman & Cranstoun.

Spectrum Financial arranges \$1 million loan to Dolphin Forwarding for 109,578 s/f property in Brockton.

Art Keefe of Sites Unlimited sells South Boston former gas station, 8,900 s/f for Dunkin' Donuts for \$65,000.

Dadakakis & Co. handles \$20 million 200,000 s/f office buildings sale in Greenwich, Ct., for Largo Properties to foreign investors.

MB Group starts on rehabilitation of 148 units at Eastgate Apts. in Springfield; MHFA loans \$5.2 million for project.

James Mardis of Thomson Co. brokers \$185,000 sale of 253 acres in Wakefield, N.H., for Wiggins family to R.I. firm.

Daniel Hughes of Shanley Realtors negotiates sale of historic Portsmouth, N.H., site to Portsmouth Land Bank Trust.

Real Estate Concepts to market 46 unit Park Place condominium in Manchester, N.H.; Merchants Savings Bank financing.

Adrian Culveyhouse of Norwood Group sells Beached Whale Restaurant in Milford, N.H., for \$179,500 for Advanced Electronics.

Peter Colgan of Hunneman & Co. and Leonard Bierbrier sell shopping center site in Saugus, Mass., to Basser-Kaufman; \$675,000.

Stone Co. to build 27,000 s/f at Lakewood Office Park in Natick; R.W. Holmes Realty agent; Sasaki Assoc. architect.



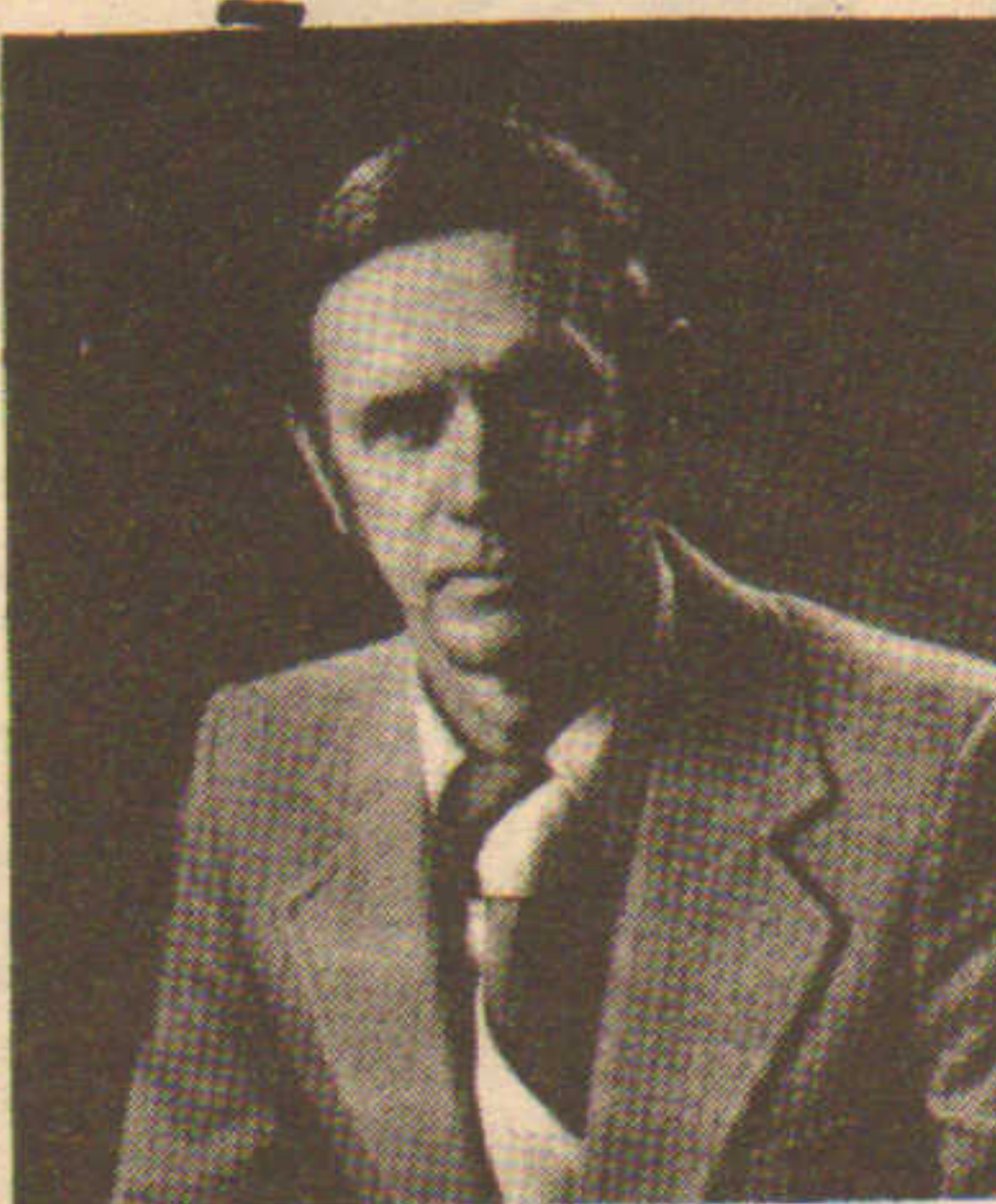
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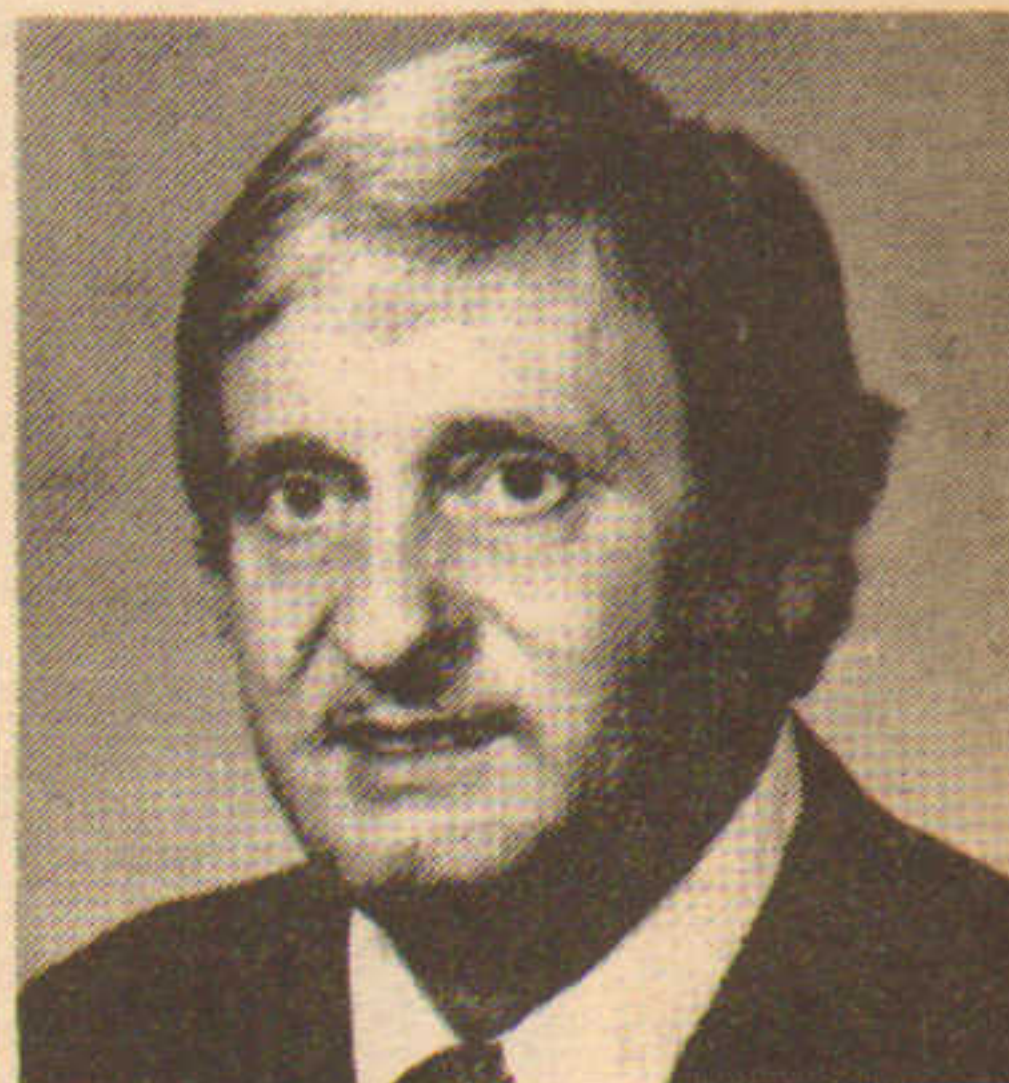
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Ralph J. Rotkin
Rotkin & Syndey, Realtors
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JULY

Frank Giglio and David Cavanagh of Algonquin Inc. broker lease for James Salah to Walworth Co.; 48,000 s/f in Canton, Mass.

Terence O'Leary of Restaurant Brokers sells Howard Johnson Boston site to New England Mutual; leases property to Ciro Cozzi.

Marshall's opens first R.I. store at Cranwar's 100,000 s/f center in Cranston; developed by Northland Inv. & Marshall Contr.

Rotkin & Sydney sells Providence site for Big Chief Corp. to Windom Realty for \$400,000; 41,000 s/f building.

Richard Cohen & Edward Darman group buys 240 unit Haverhill apartments from United Citizens Mortgage; \$1m in improvements.

Richard Vazza & Sydney Const. start 40 unit Brookline luxury condos; Larkin Glassman Prager architect at Coolidge Corner.

Richard Flier City Interests named by court to workout Stewart Meyers bankrupt properties in 5 states.

MB Group opens Cocheco Park in Dover, N.H.; 12,000 s/f retail space and 102 living units; Brian Construction contractor.

Hurwit & Simons leases 13,310 s/f at Farmington, Ct., offices to General Electric in \$750,000 transaction.

DiScala Assoc. named agent for new 24,000 s/f offices to be developed in Southport, Ct., by Kleban, Perles, Dardani & Silvestro.

Rostenberg-Doern Co. leases 62,000 s/f under construction in Danbury, Ct., for John Morganti & Sons to Homequity; \$9.3 million.

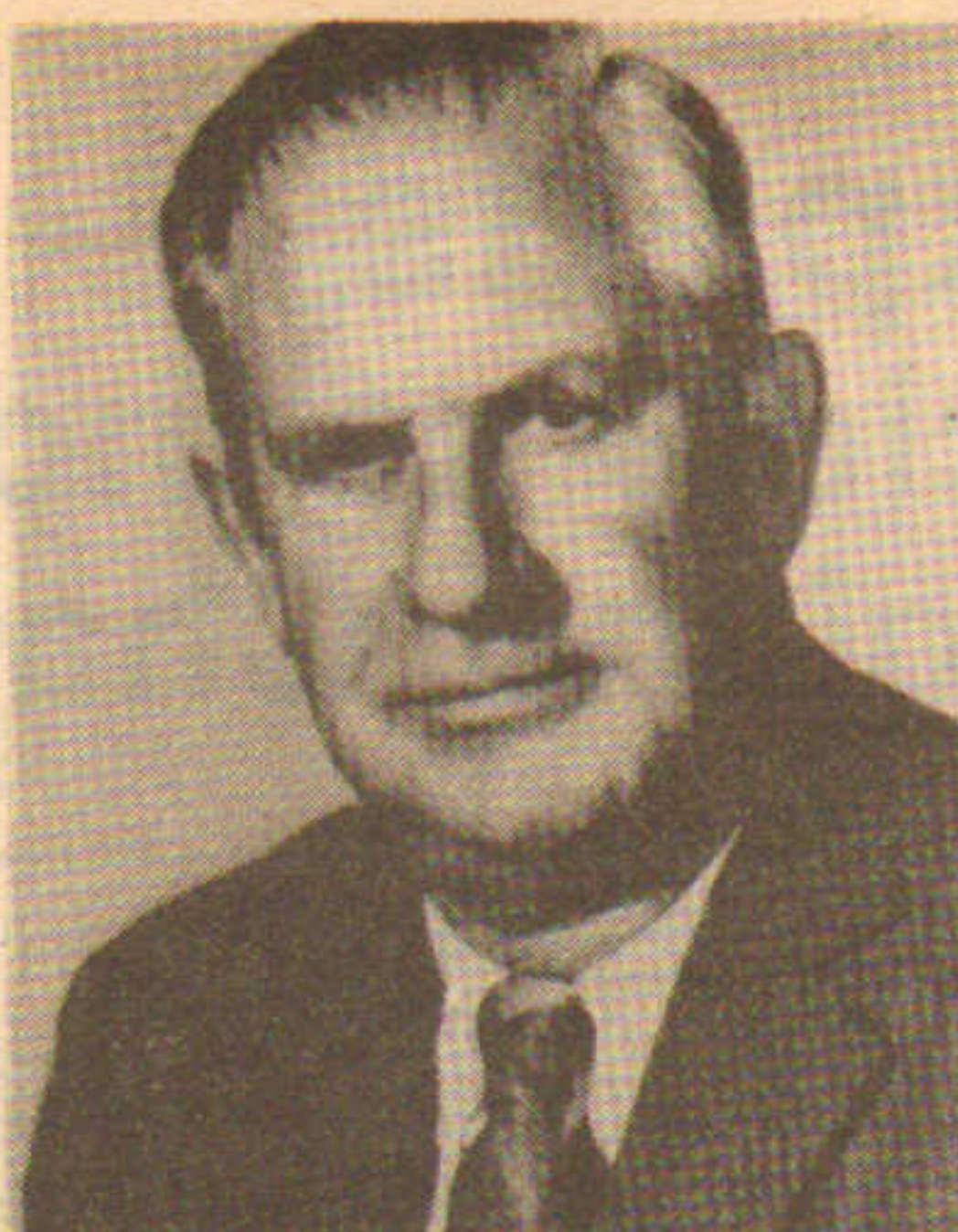
Frank, Viani & Luetters lease renovated 60,000 s/f offices in Hartford in 18 months.

Bernard Mussman agent for Blue Hills Industrial Park under construction in Bloomfield, Ct.; first building with 13,300 s/f.

Theodore Schuster places \$1,585,000 first mortgage on luxury townhouse complex of 72 units in Montville, Ct.; Fleetwood Park.

Ken Schwartz & Tom Worth of Schwartz R.E. sell 17 units in Hartford for John Rowison to Leroy Clemens for \$160,000.

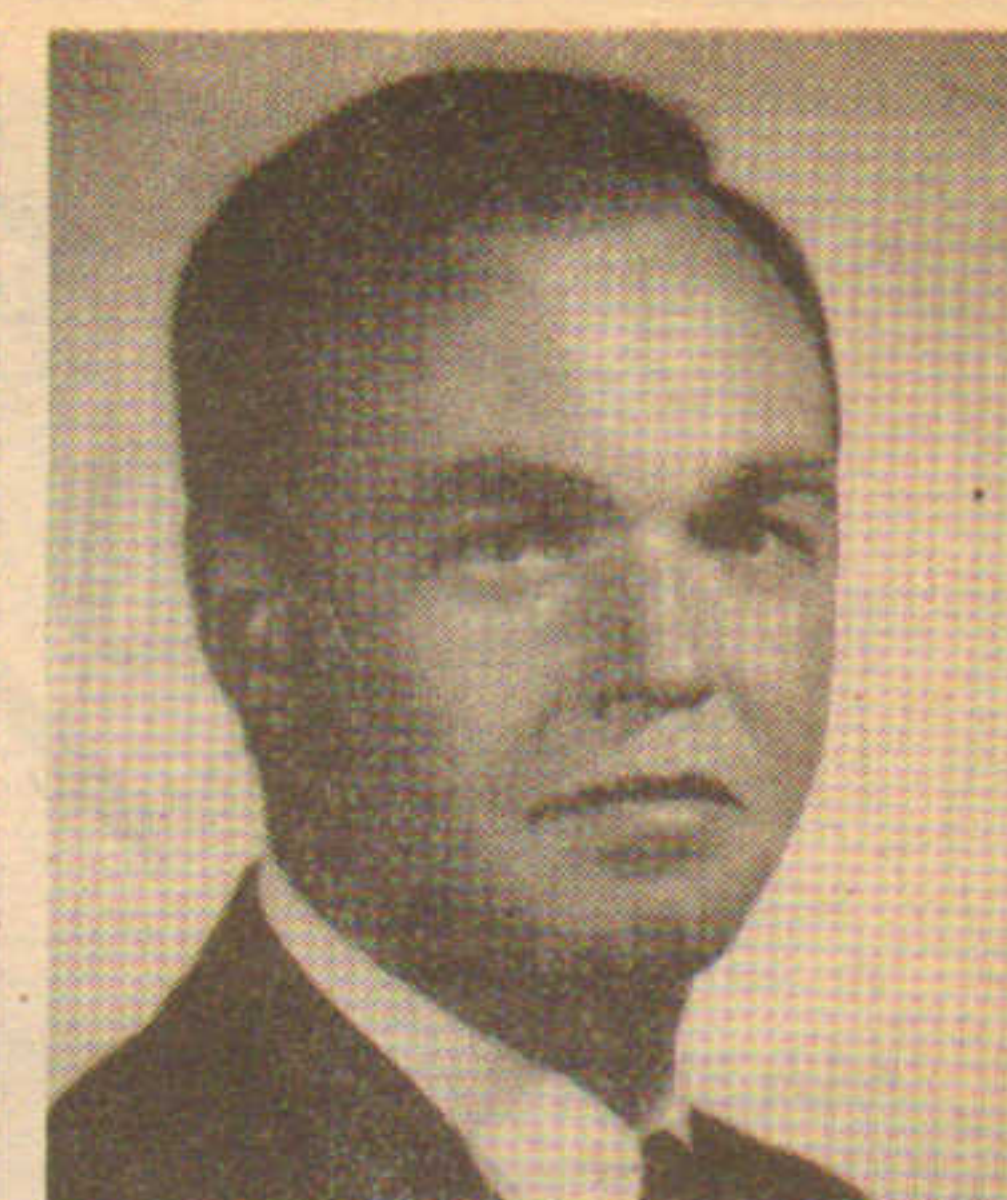
Henry Hutton of Maretz-Franford and Gregory Mulhern sell site in Ansonia, Ct., for Anthony Giordano for \$465,000.



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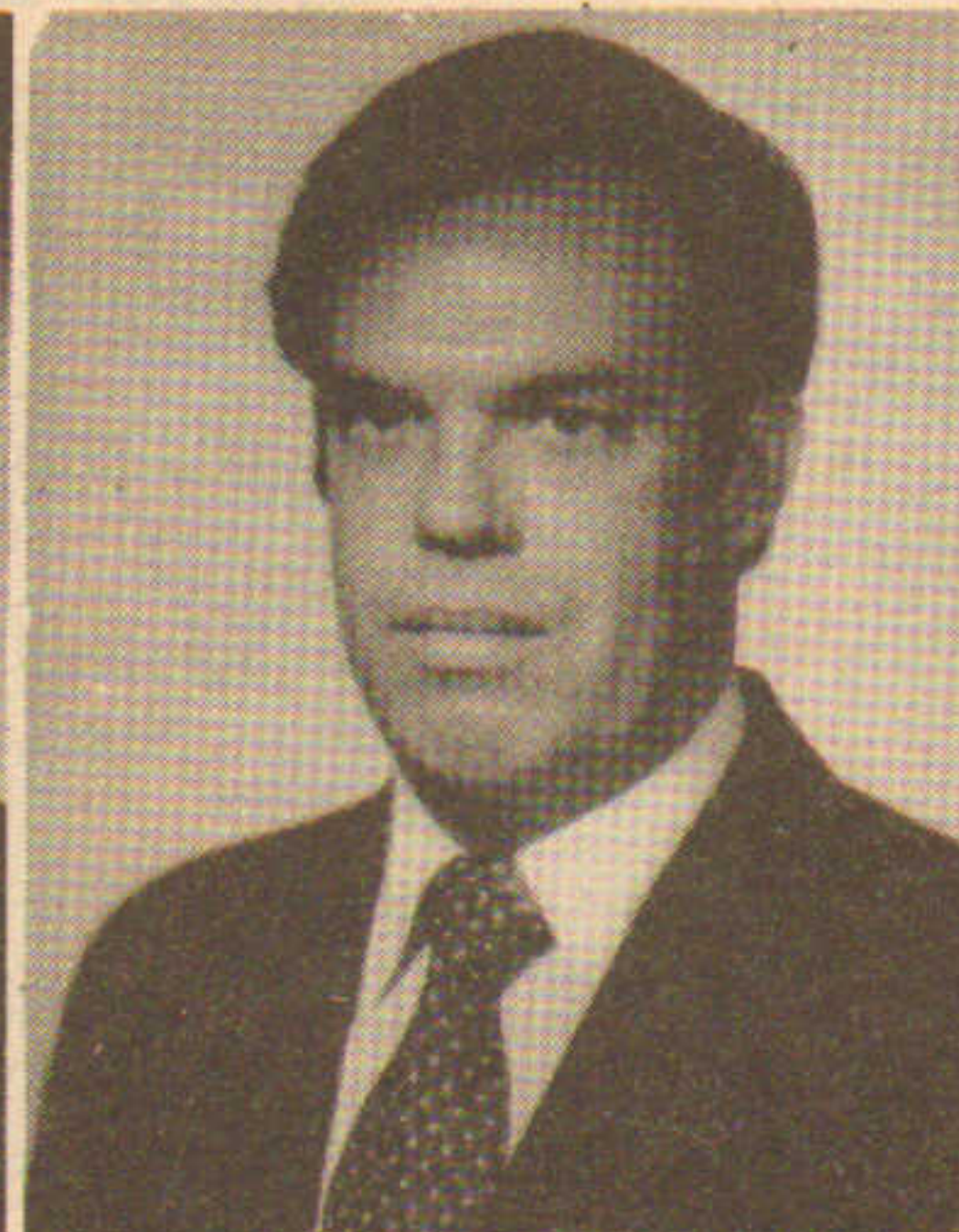
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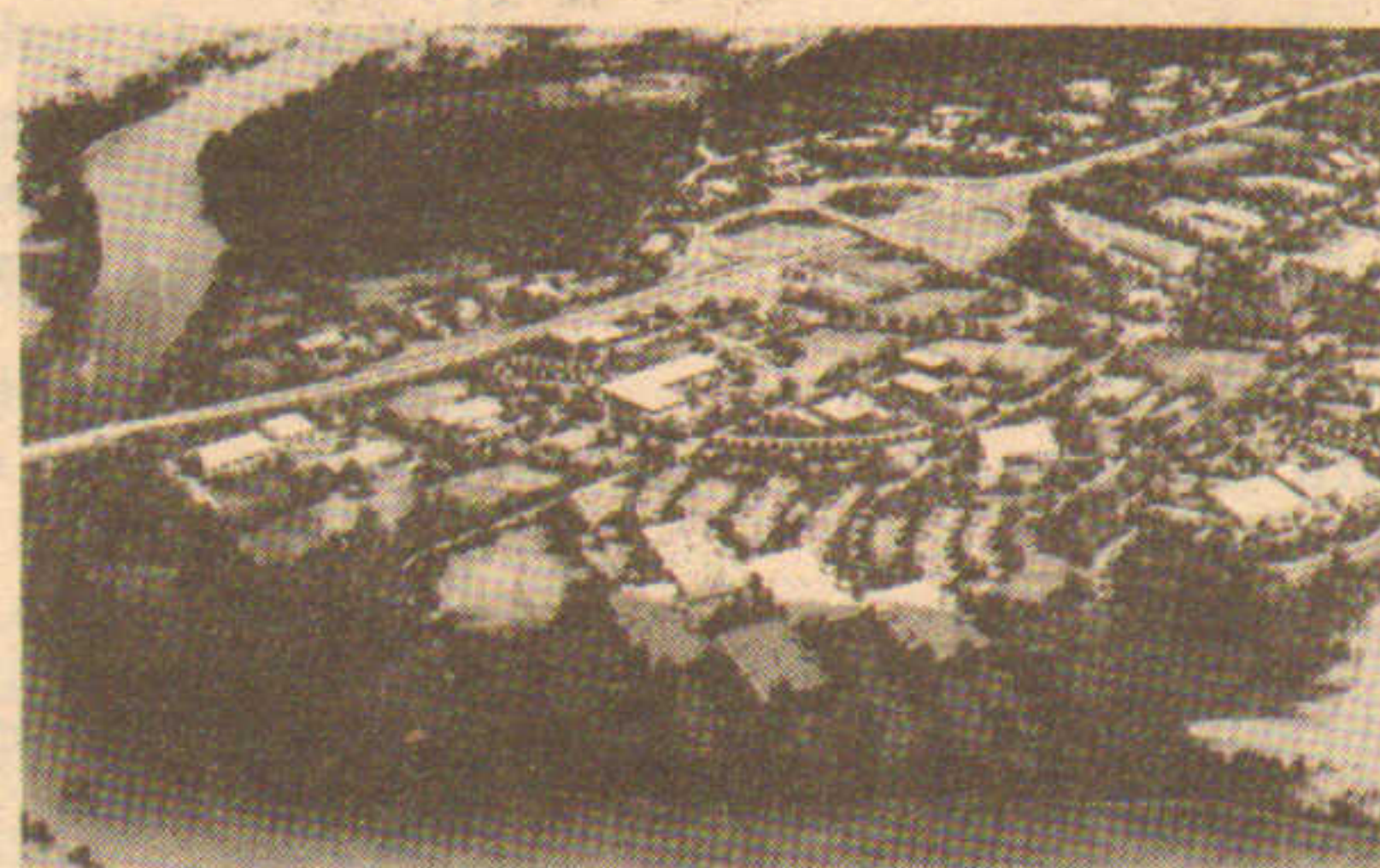
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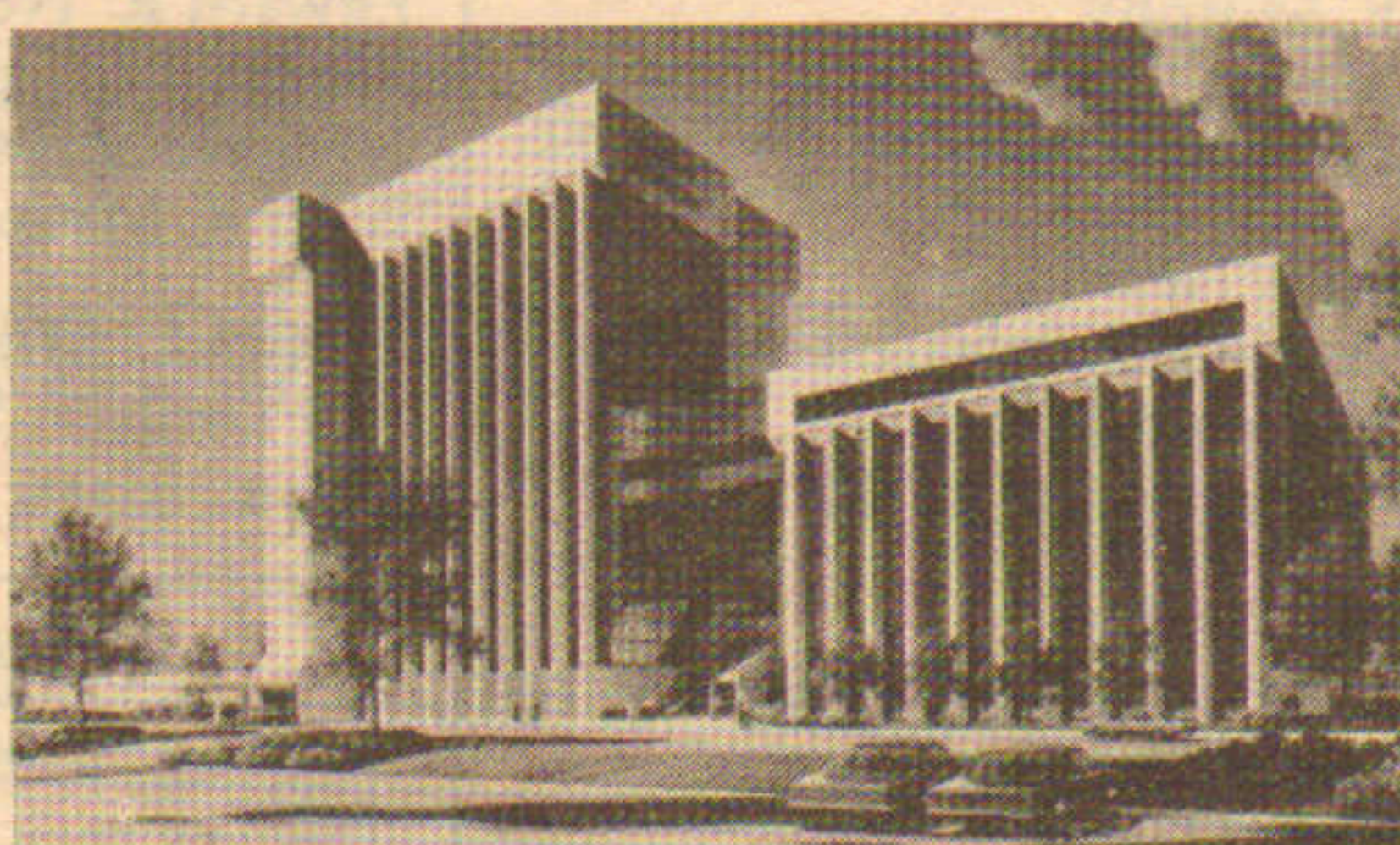
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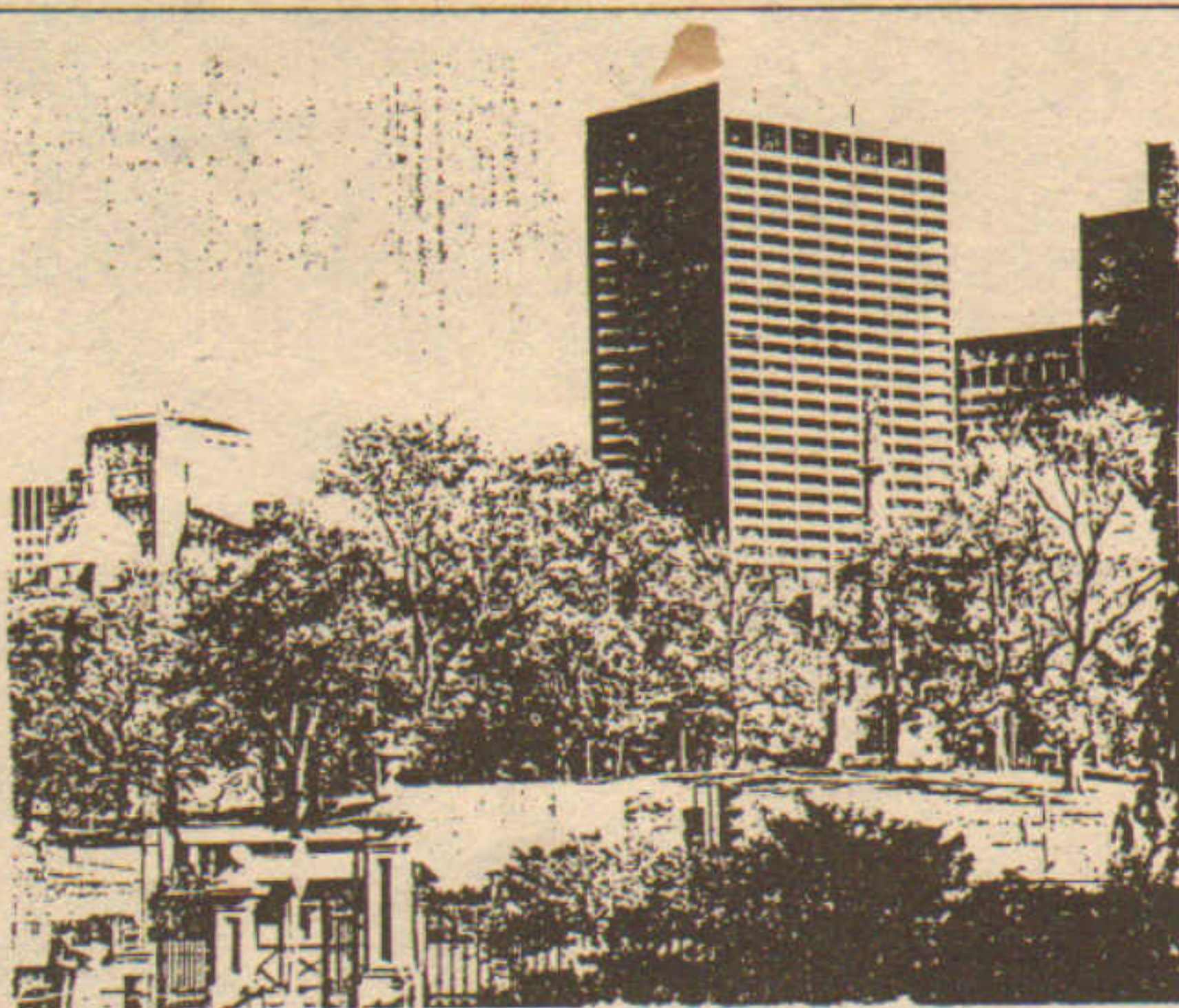
Andover Tech Center, a 560-acre corporate research and office park for which Spaulding & Co Inc serves as consulting developer to the owner, Arkwright-Boston Insurance Company.



Planned seven-story office addition to BayBank/Middlesex office tower flanked by the Burlington Mall and the new Lahey Clinic. Spaulding & Co Inc is the consulting developer; the architect is Symmes, Maini & McKee, Cambridge; and the builder is Richard White and Sons, Auburndale.



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AUGUST

Wesley Marans of R.M. Bradley brokers \$600,000 47,000 s/f Beacon Hill garage site to Mass. Eye & Ear Infirmary.

Thomas Bachini of Neelon Management & Rodger Nordblom sell \$1 million Billerica property for Samuel Pearlman & Alain Comeau.

Larry Roffman of Carlson R.E. sells 84 Gardner, Mass., units for Juniper Green & Howard McCann for \$1.3 million.

Rauseo & Co. and Stone Co. start 25,000 s/f \$1.6 million Lynnfield Office Park at Wakefield line.

Elliot Ravech & William Sommer of Peter Elliot handle lease of site at 545 Boylston st., Boston, to Kens By George restaurant.

Edward Werner of Leggat McCall & Werner leases 77,415 s/f in Westwood for Cabot, Cabot & Forbes to Honeywell.

Samuel Oddo of Algonquin Inc. brokers \$240,000 Woburn sale of 14,000 s/f buildings for Donald Manzelli to Edward Aucoin.

Richard Zarse of Nordblom Co. leases 60,000 s/f at Northwest Park in Burlington to Digital Equipment Corp.

HUD financing approved for Gilbane Properties and Ann & Hope Arsenal Apartments, 156 units, in Watertown, Mass.

Brad Jenkins of Codman Co. sells 25,000 s/f Braintree building for \$800,000 for Continental Bank to Frank Solar & Richard Valentine.

Bretton Woods Assoc., headed by John Sylvester, takes over Mt. Washington Hotel site from Institutional Investors Trust.

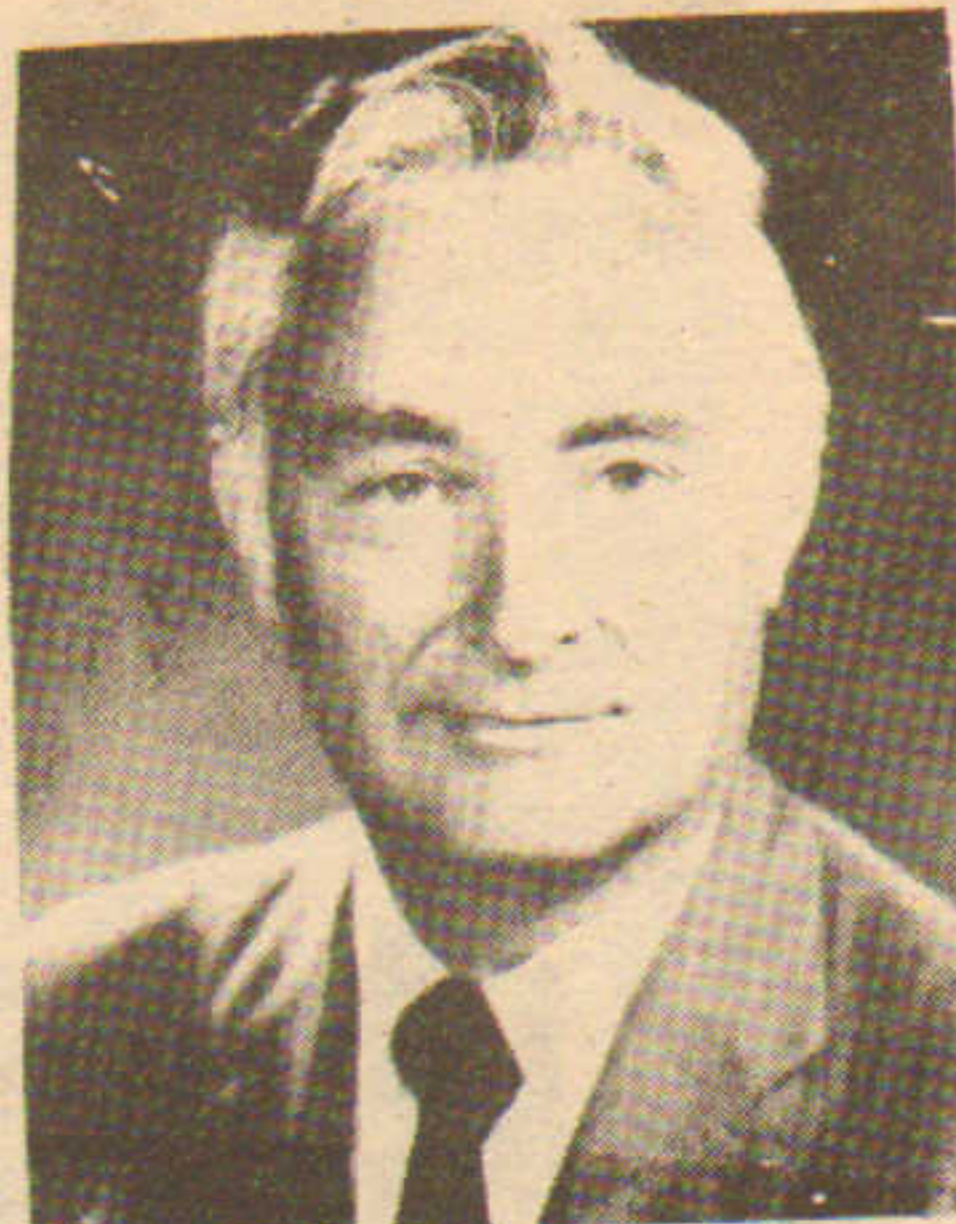
Joseph Boulos brokers 8,000 s/f leases in Maine Mall Business Bldg. at Portland for South Portland Dev. (J. Cohen & Dunfey Bros.)

East Bay Dev. constructing \$2.3 million 108,000 s/f shopping center in Claremont, N.H.; anchors: K mart, Grand Union, CVS.

Frank Punderson & Alex Green cobroker sale of \$250,000 retail store in Rutland, Vt., for William Marseilles to Frederick Cohen.

Healy-Smith and Pantlin & Assoc. sign K mart for \$7 million Bull Hill Plaza in Orange, Ct., to contain 125,000 s/f.

Spectrum Financial arranges \$3.1 million for Castle Farm condominium in West Warwick, R.I.; Joseph DiMartino contractor.



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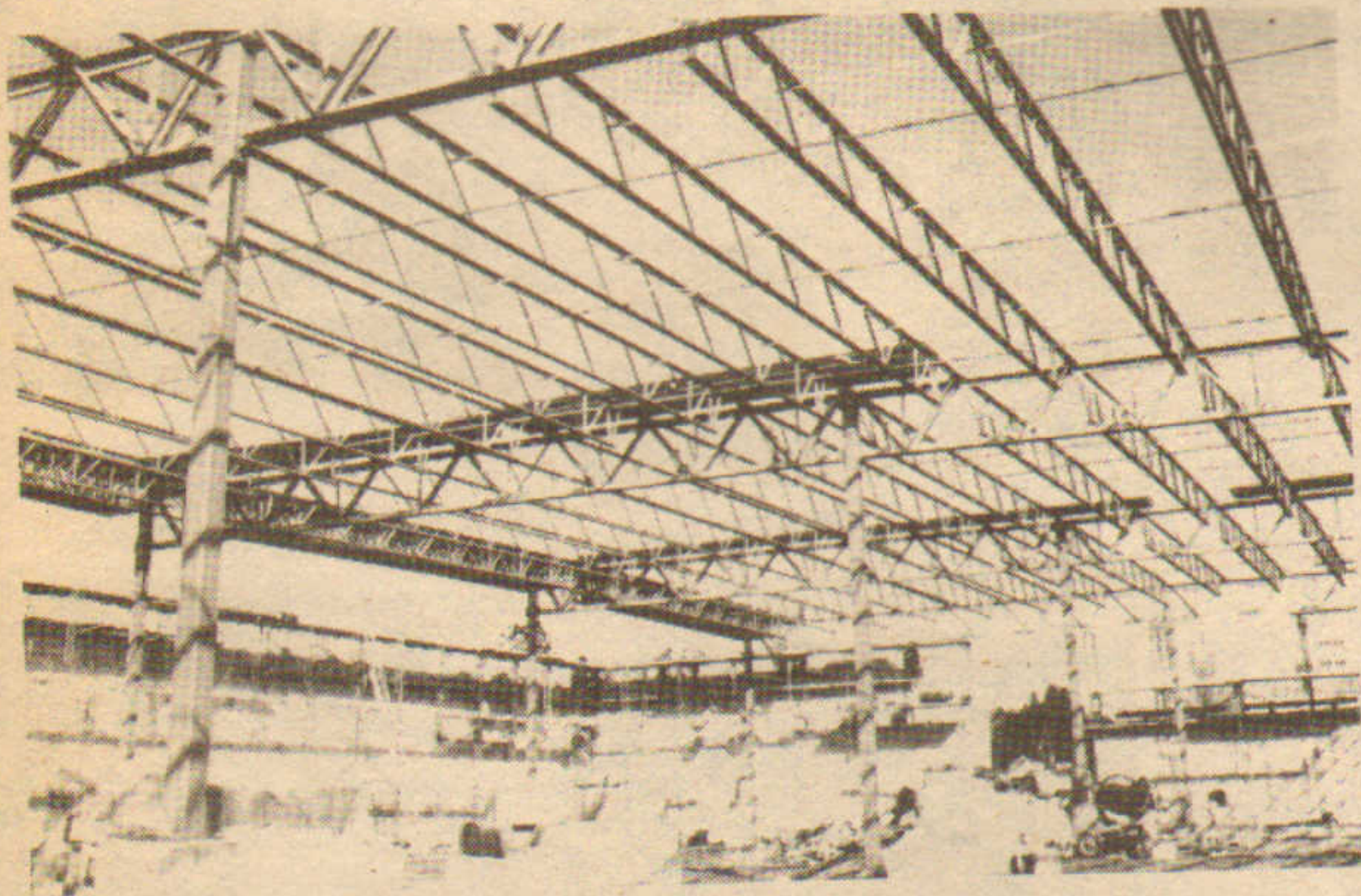
Our Land Division: Specialists in evaluating, planning, and marketing undeveloped land in Maine, New Hampshire, Vermont and Massachusetts.

Our Commercial Division: Concentrates on the development, acquisition, syndication and management of office buildings, industrial properties and shopping centers throughout New England.

Our Management Team:

Robert A. Danziger, President
Peter K. Barber, Vice President
Jeremy J.M. Hubball, Vice President
Frank M. Stewart, Vice President, Land Division
Joseph R. Ryan, Controller
J. Bradley Allen, Land Marketing Manager
Robert K. Lemons, Property Manager
Kevin F. McDonald, Property Manager

EXPANDING?



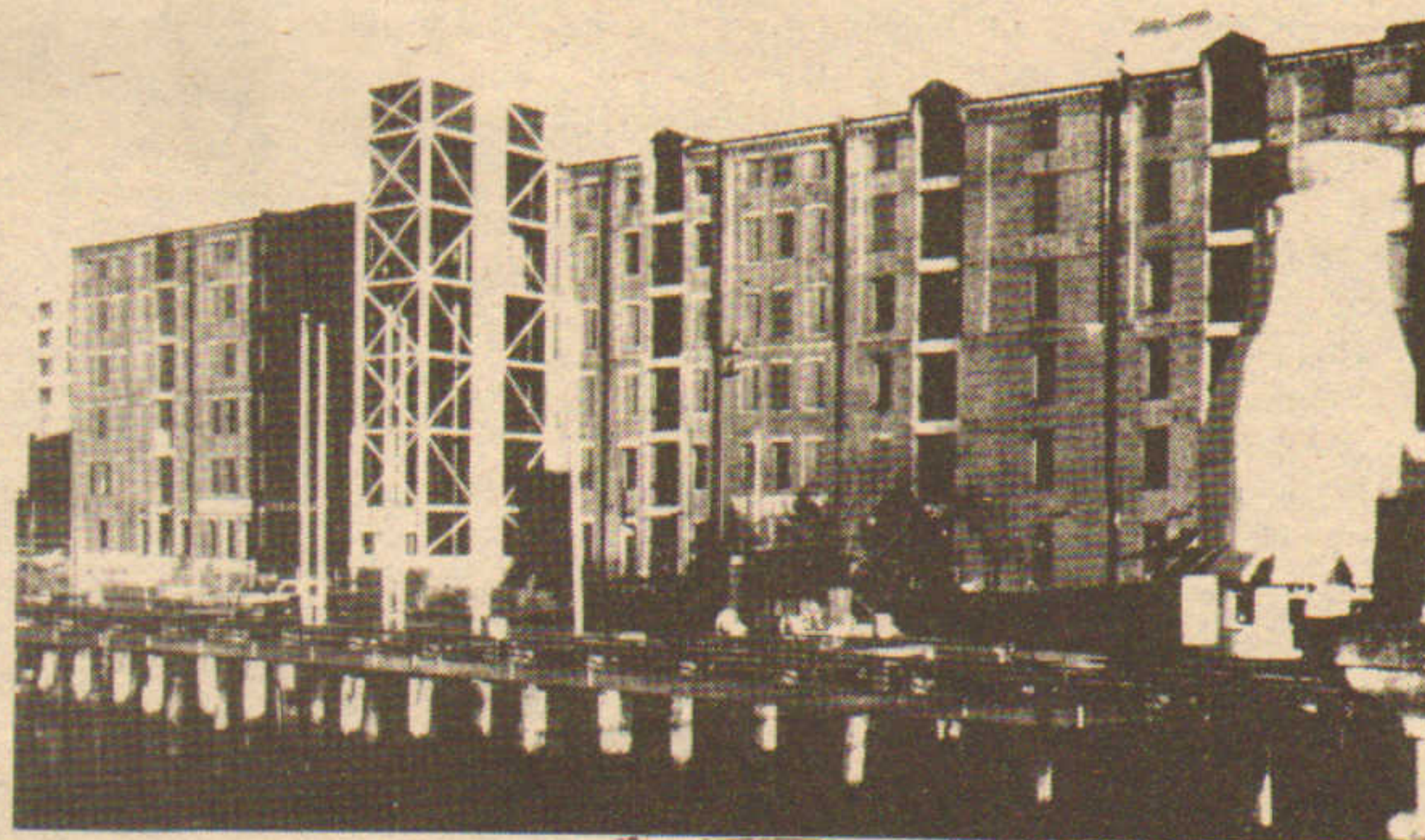
If you have a growing business, MIFA can provide the low interest financing you need to make your expansion plans a reality. MIFA also offers low interest loans for pollution control, commercial area revitalization loans, and mortgage insurance.

MORTGAGE INSURANCE



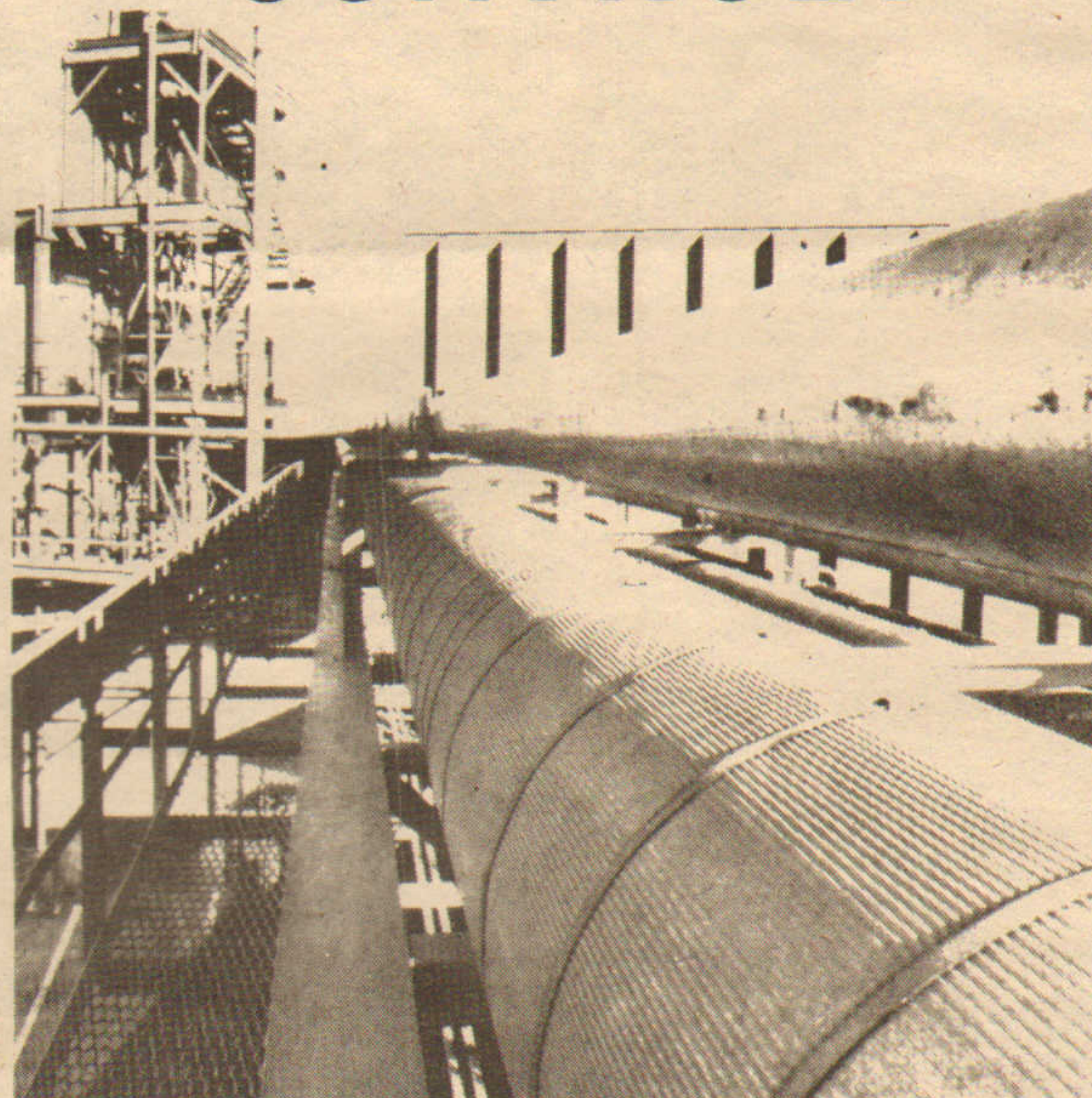
Go ahead with those expansion plans. MIFA's mortgage insurance program can give lenders the security they need to provide the financing you need to increase your plant and equipment assets.

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MIFA can make it happen in Massachusetts. Our low interest financing program can help bring new life to the commercial centers of Massachusetts' cities.

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For information, call or write:



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

AUGUST

ERA Realty sells 24,000 s/f \$175,000 building in Smithfield, R.I.: Evelyn Fandetti & Michael Sirenski Sr. brokers.

Harry Dar Vartanian & Dee DiManna of DeFelice Realtors handle \$175,000 sale of 24,000 s/f industrial building in Providence.

Digital Equipment Corp. will purchase 148 acres in West Greenwich, R.I., for \$1.48 million; site planning underway.

William Sommer of Peter Elliot brokers 50,000 s/f \$1.55 million sale in Burlington, Mass., for E.R. Squibb to dataCon Inc.

Al Miller of Old Forge Realty sells 68,000 s/f offices in Brighton, Mass., for \$950,000 for Elga Realty.

Carl Braun brokers sale of 43,000 s/f Meredith (N.H.) Shopping Center to Joyland Assoc. for \$650,000; Ben Franklin, Heath anchors.

Epstein Funding arranges \$5 million financing for Schnip's shopping centers in Westport, Ct., and Austin, Texas.

William Bigda of Universal Realty reports 60 unit condo in Shelton, Ct., owned by E.B. Mileski, sold in 60 days.

Mark Beaudry leases 10,000 s/f in Stamford for First Stamford Corp. to Diehl Corp. for laboratory and offices.

Kevin Geenty, Bob Fickeissen, Stan Britten of H. Pearce option site in New Haven to Southern N.E. Tel. for Jackson Newspapers.

Fred Maretz and Robert Buono lease 25,000 s/f in West Haven Ind. Park for Charles Fisher to Kleban; worth \$810,000.

George Smith & Son sells \$400,000 25,000 s/f site in North Branford, Ct., for Union Trust to Corbin-Smith Associates.

Meredith & Grew named leasing agent for Carol Management's and Lawrence Ruben's 130,000 s/f Boston tower with retail, apartments.

Thomas Walsh of Codman Co. leases 45,000 s/f in Littleton, Mass., for Orangewood Dev. to Digital Equipment.

Intertel moves into new 83,000 s/f Andover, Mass., headquarters built by Aberthaw Construction; Andover Tech Center Ind. Park.

Boston Red. Authority offers six sites at Charlestown Navy Yard for development; 300,000 s/f governed by guidelines.



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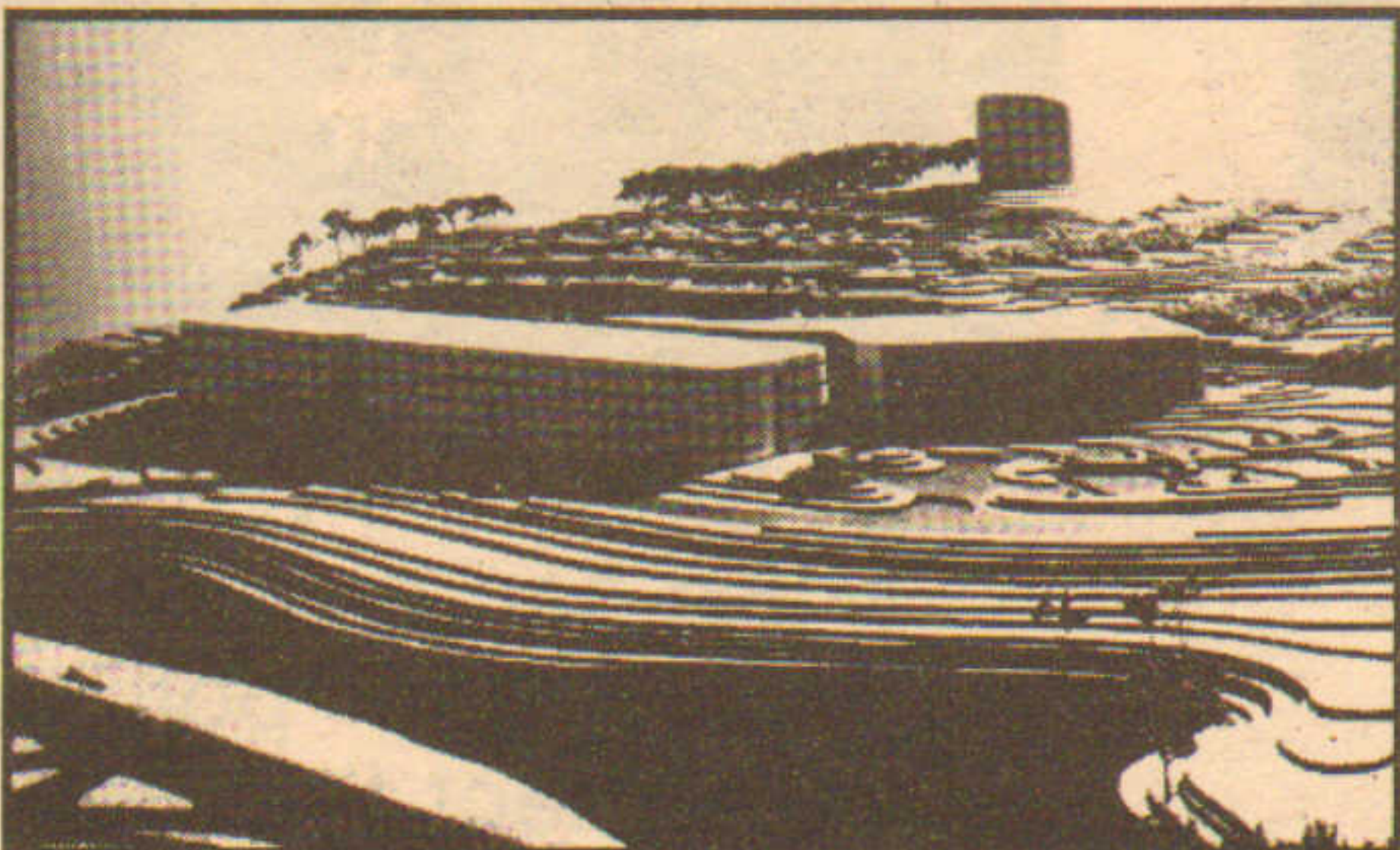


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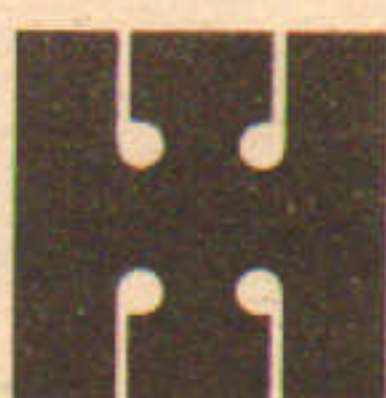
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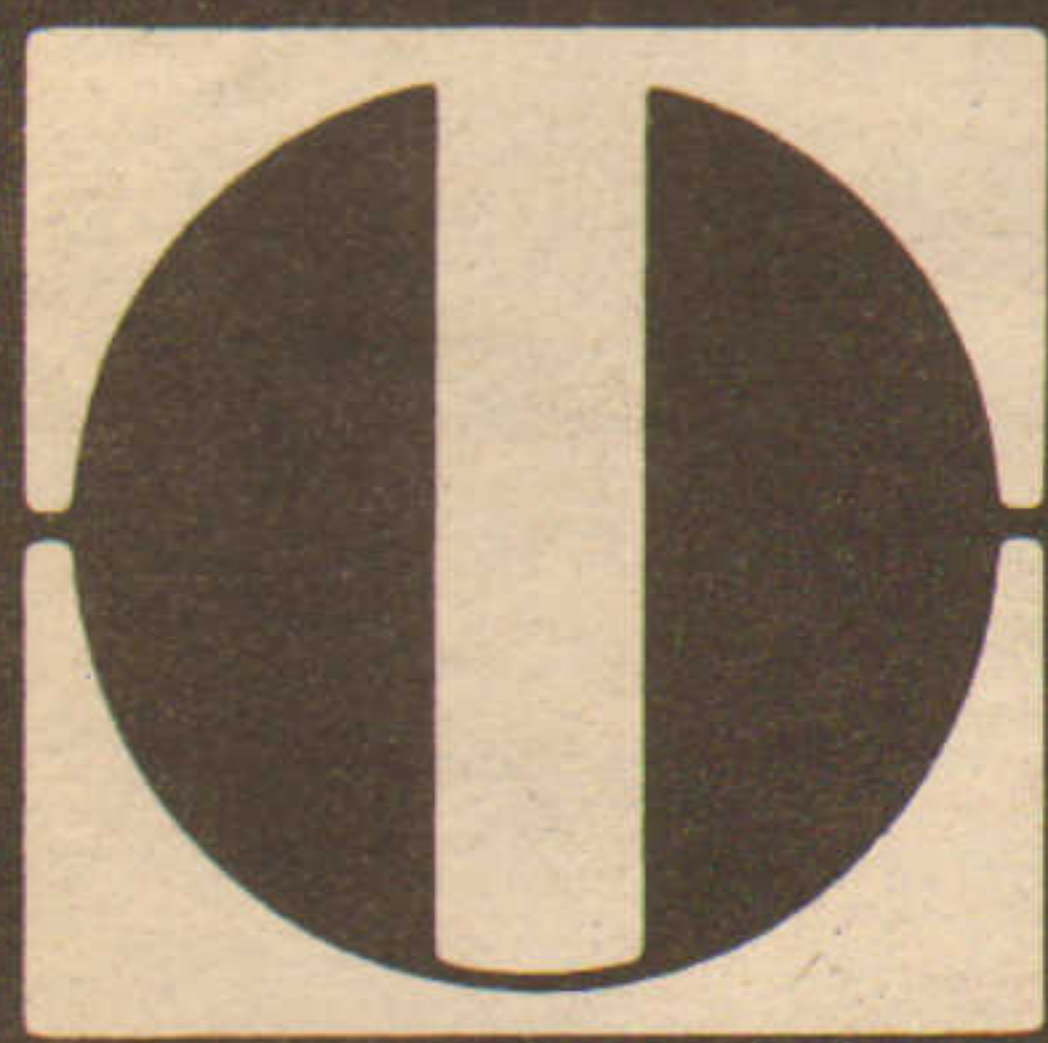
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SEPTEMBER

Spaulding & Co starts 44,600 s/f \$2 million site at New England Tech Center in Concord, Mass.; Meredith & Grew agent.

Henry Busconi & David Matisoff of Algonquin Inc. sell \$575,000 industrial site in Randolph for Wolf Randolph Trustee II.

Ray Hartman of H. Pearce & George Hauser of Burton Levey sell \$135,000 17,000 s/f New Haven site for Savings Bank of Ansonia.

International Previews of Waltham purchases \$4 million Sherwood's Hotel & Tennis Resort, 67 suites, in Pembroke, Bermuda.

David Pergola of Meredith & Grew and Phil Meany of Leggat McCall & Werner lease 38,400 s/f for Michael Colangelo in Lexington.

Prudential Insurance to build \$4 million complex in Lawrence, Mass.; 65,000 s/f new building and 25,000 s/f renovation.

Tambone Corp. plans 48,000 s/f plant at Rte. 93 Industrial Park in Wilmington, Mass.; completes first 62,000 s/f property.

Daniel O'Connell's Sons starts 313,000 s/f for Digital Equipment in Hudson, Mass.; Drummey Rosane Anderson architect.

Sonnenblick-Goldman arranges \$10.9 million financing for Alan & Leo Nevis and Bernard Mendik for Westport Corporate Park.

Fidelity Mutual Life Ins. adding 400,000 s/f at Burlington (Vt.) Square retail and office complex; Pizzagalli contractor.

Conrad Croteau appointed by Anthony Tirollo to market 38 acre Turnpike Industrial Park in Hooksett, N.H.

Boulos Co. negotiates construction and sale of 8,600 s/f office property in Westbrook, Me., in \$425,000 transaction.

Auburn-Lewiston Airport Board to construct first building at Airport Industrial Park in Auburn; Development Corp. financing.

Filene's plans 100,000 s/f two story store at Maine Mall in South Portland; August 1983 opening planned.

Real Estate Concepts brokers sale of \$117,300 residential and office building in Manchester, N.H., for James Hatch.

Robert Wallace of Shanley Realtors sells \$195,000 mercantile building in Portsmouth; Pat Grahame listing agent.



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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, Elliott & Co., Boston. He is a graduate of Babson College and is an Active member of S.I.R.

JAMES W. GORMAN, Vice President, formerly was with the industrial Sales Staff of Cabot, Cabot & Forbes of Boston. Before that he was an industrial broker with Ryan, Elliott & Co., Boston. He is a graduate of Boston College and is an Active member of S.I.R.

H. DAVID RITCHIE, Vice President, formerly 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 and is an Active member of S.I.R.

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. BRUCE PARKER, Associate, formerly with the Nordblom Co. as a commercial and industrial real estate broker. Subsequently, a co-owner and project manager of a major planned unit development in the suburban Boston area. Served as a real estate consultant to various companies. He is a graduate of Dartmouth College.

ROBERT H. STRELKE, Associate, background in real estate and finance. Currently Marketing Manager for Easton Industrial Park. He is a graduate of the University of Massachusetts.

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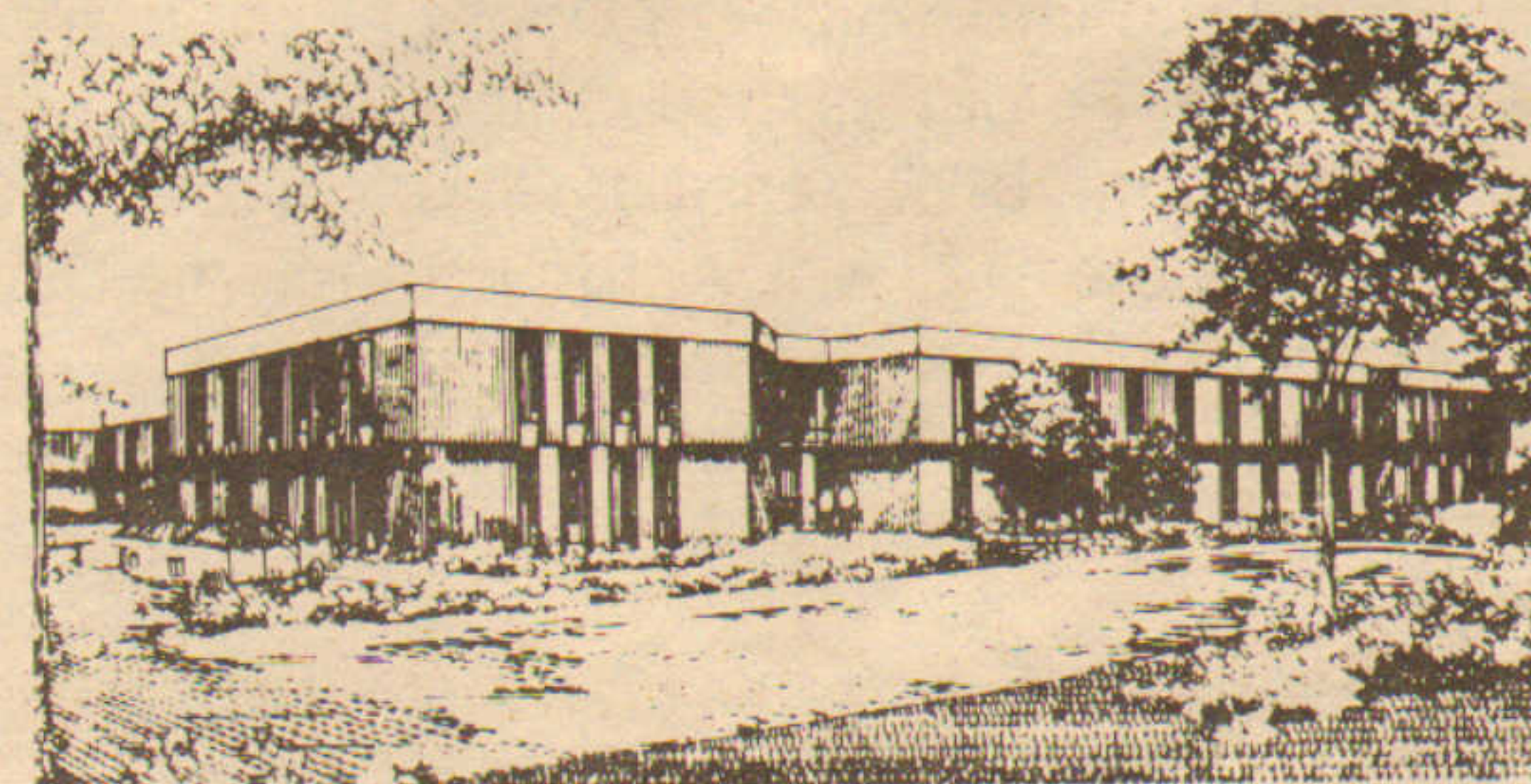
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SEPTEMBER

Industrial National Bank provides \$1.5 million for rehab and conversion of Portsmouth, N.H., school by Berkshire Builders.

U.S. Condominium Corp. sells over 300 units in Boston and Swampscott for Hamilton Realty and Bentley Homes in 90 days.

David Ritchie of R. W. Holmes Realty leases 31,455 s/f for Polaroid Corp. to Star Markets in Westwood, Mass.

David Pergola of Meredith & Grew handles sale of 120,000 s/f Newton property for Arrow Electronics to NEN for \$5.6 million.

Security Richdell set to open renovated Heritage Square retail and office site in Lynn; \$300,000 funded by Security National.

Bill Stein brokers sale of \$800,000 offices in Boston to Frederick Clayton for Manchester Mortgage Co.; 39,000 s/f site.

Robert Fox building 28 unit townhouse condos in Weymouth, Mass.; \$1.7 million development site acquired through Journal ad.

Kenneth Nordstrom of Kelly & Picerne, Dennis Cline of Cushman & Wakefield cobroker \$900,000 33,000 s/f E. Providence sale.

Steve Daniels of E. F. Bishop Realty sells \$465,000 62,808 s/f industrial property in Providence for Frank Westcott Trust.

Ernest Acciardo brokers \$189,000 sale of North Smithfield, R.I., property for Arthur Scorpio; N.E. Tel. Credit Union financing.

Fred Thacker & Jack Cox of DeFelice Realtors sell \$130,000 Providence property for Anjoorian Bros. to Vincent Coletta.

Fontaine Bros. building and leasing \$6 million Marketplace in Springfield, Mass.; 65,000 s/f offices and 37,000 s/f retail.

Duane Hillis of Leggat McCall & Werner leases Northland Realty Boston offices to Times Mirror Cable Television.

Mussman Assoc. leases 18,000 s/f at Prestige Industrial Park in East Hartford to New England Supply Co. of Massachusetts.

Nick Morizio of Hurwit & Simons leases Talcott Notch offices in Farmington, Conn., to Eastman Kodak for Gerald Steinberg.

Miano Realty & Mortgage sells five restaurants in Hartford, Conn., area for \$385,000.



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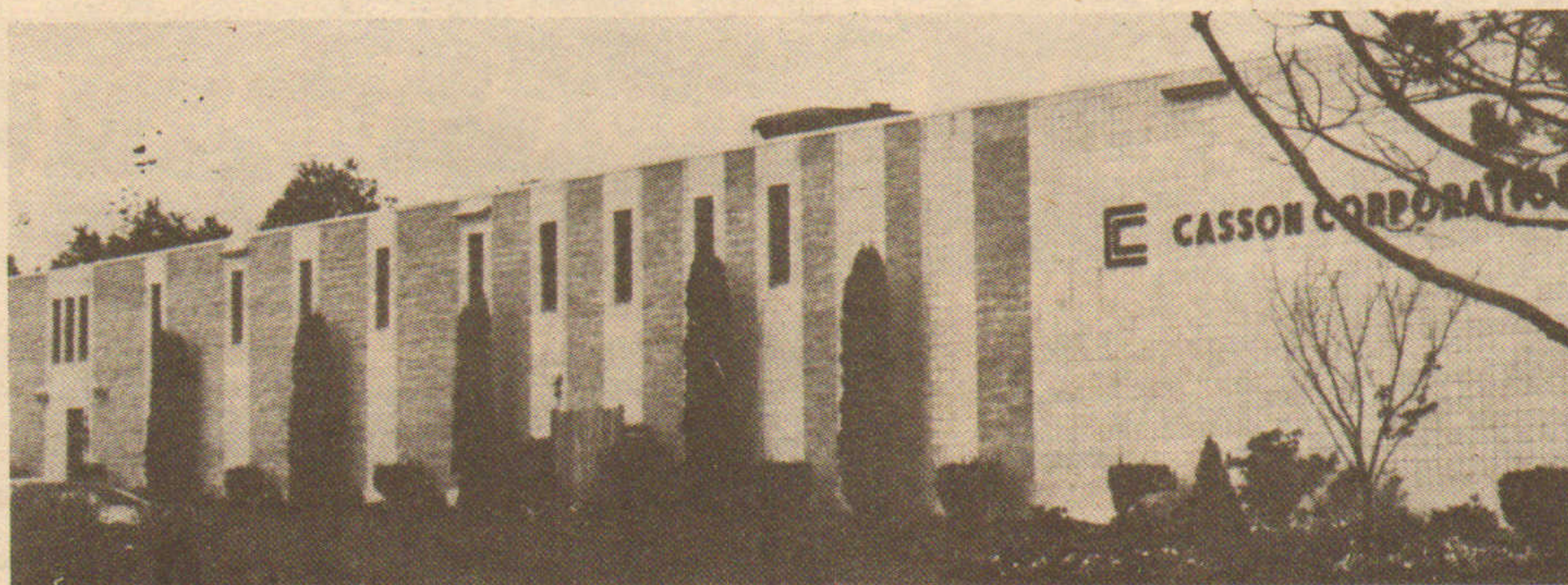
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Economic Development Dept.
P. O. Box 525
Berlin, NH 03570
Telephone: 603/752/1630

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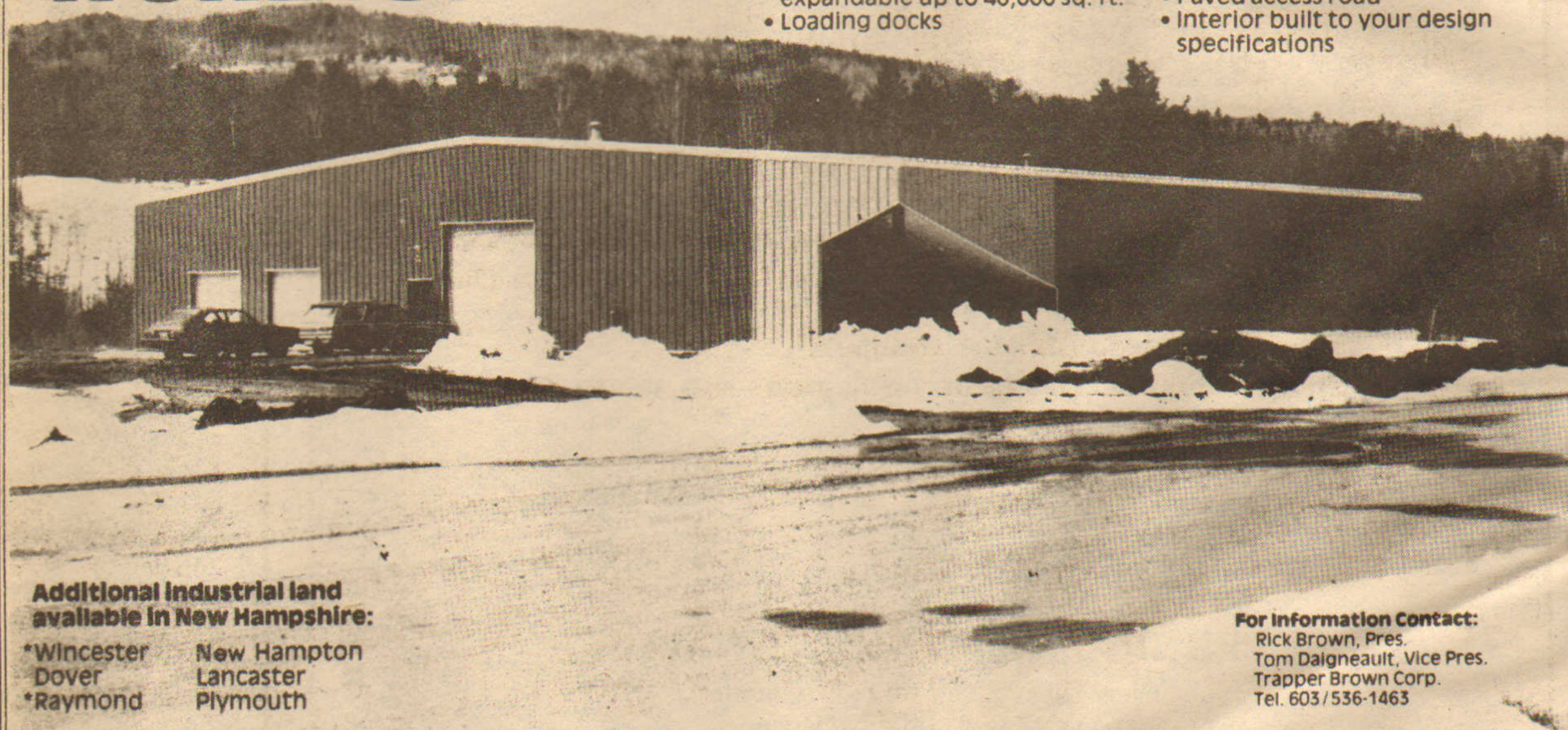
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Tom Daigneault, Vice Pres.
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OCTOBER

Cavanagh Fritz & Co. to lease 320,000 s/f One Financial Plaza in Springfield, Mass., for Chase Family and Olympia & York.

Beacon Companies signs Foley, Hoag & Eliot to 75,000 s/f at 1 Post Office Sq., Boston; 10% of available office space.

Stone Co. starts construction on 35,000 s/f Mal's Market in Malden, Mass.; fourth Stone project in area.

State Properties of N.E. signs Marshalls for 35,000 s/f in 100,000 s/f expansion at Liberty Tree Mall in Danvers, Mass.

C. Butts Realtors brokers sale of 85 apartments in Franklin, Mass., for Obelisk Realty to King St. Assoc. for \$1.5 million.

A. J. Martini contractor for Alper & Sons' 22,000 s/f office facility in Framingham, Mass.; CBT architect.

Charles Kenny of C. W. Whittier, Wilder-Manley handle lease of 9,000 s/f at Shawmut Bank in Boston to Harvard Coop.

Farley Co. named exclusive agent for \$125 million City Place in Hartford; plan 1.2 million s/f for offices and retail space.

Flatley Co. starts development of 225 acre Cherry Hill Park in Danvers & Beverly, Mass.; MIFA financing for Wingersheek plant.

Stephen Davis of Julien Studley leases 13,000 s/f in Boston for Harry, Julia & Lillian Freedman to R. G. Vanderweil.

Jordan Rittenberg places Hit or Miss in Coolidge Corner, Brookline, through Roy Papalia of Carpenter & Co. for JMT Realty.

Spectrum Financial arranges \$800,000 financing for Allard Warehousing's 75,000 s/f site in Greenland, N.H.

Robert McLaughry brokers sale of \$455,000 Chieftain Motel in Hanover, N.H., for John Goode to Donald Spitzli Jr.

Ron Boufford of Global Realty leases new 3,500 s/f building in Manchester, N.H., to Living & Learning School.

BayBanks Data Services opens fourth site in Waltham, former A & P supermarket; Spaulding & Co develops; ADD architect.

InBank finances \$500,000 purchase and rehab of Slater mill site in Dudley by Shield Packaging; 213,000 s/f in four buildings.



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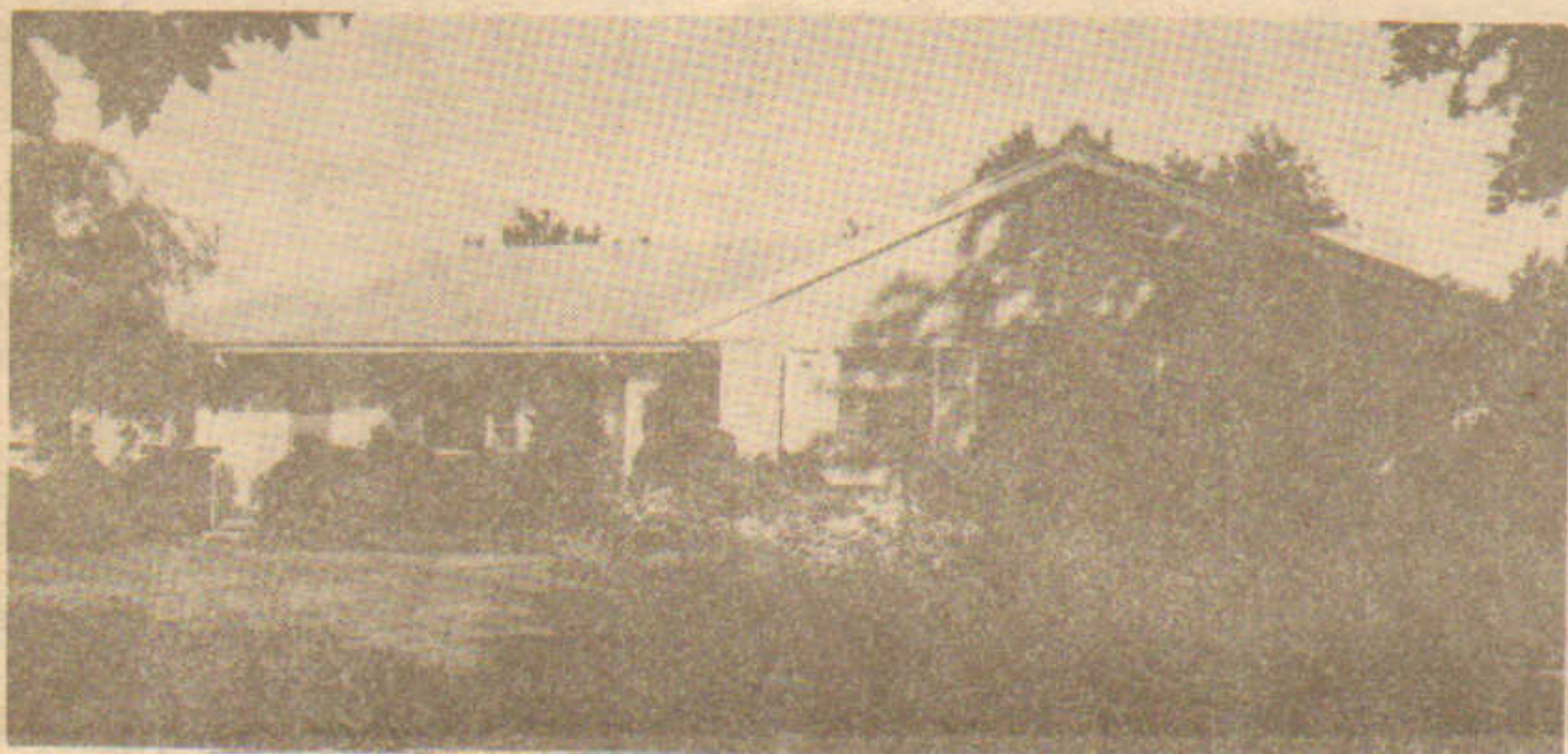
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Duxbury, Massachusetts. A seaside Shangri-la in one of Boston's finest suburbs. Choice waterfront property features panoramic water views across Duxbury Bay to the Atlantic. Lavishly landscaped grounds with a 40' heated pool and sandy beach bordering the property's 100' of bay frontage. Impeccable 7-room residence with 4 bedrooms, 3 baths and sliding glass doors opening onto a shaded terrace and marble poolside patio. \$375,000. NEJ-52228.



Medfield, Massachusetts. Enchanting 5-acre country home, 40 minutes from Boston, has beautiful private pond and brook in a sylvan setting, and is assured of privacy by 30 acres of conservation land adjoining. The rambling 5-bedroom Cape Codder was designed for hospitality . . . major rooms overlook pond and brook. Sunken 34' x 22' living room with 6 ft. fireplace, bookcases and large wet bar opens to screened porch. \$250,000 NEJ-52207.



Near Plymouth, Massachusetts. A unique combination of an income-producing cranberry business and a fuel efficient house on 53 mostly wooded acres with 2 ponds for fishing and boating. The 11-room residence of contemporary-inspired design projects a sophisticated version of rustic architecture. 2½-story living room with balcony loft and fireplace. Cranberry bogs produce a handsome income. \$295,000. NEJ-52204.



Gardner, Massachusetts. Magnificent 1791 Georgian Colonial residence with many antique features and 20th-century comfort. Beautiful pine paneling in living room. Wide-board floors, 7 working fireplaces, enclosed porch. 13 spacious rooms. Lovely setting on a gently rising knoll with broad lawns and plantings shaded by towering trees on almost 3 acres bordered by stone walls and picket fencing. \$175,000. NEJ-52199.

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OCTOBER

Sonnenblick-Goldman places \$18 million loan to Harvey Maron and N.Y. group to acquire Somerset Hotel, Boston, for condos.

GSA names Kates Prop., Drummey Rosane Anderson & Sterling Eng. & Const. for \$9 million 120,000 s/f Providence federal offices.

Henry Cooke Co. brokers sale of former Cherry & Webb Building in Providence for Howard Found. to New Prov. Ptsp. for \$400,000.

Ernest Acciardo brokers sale of North Scituate, R.I., restaurant for Kimble Ent. to Homestead Inc. for \$275,000.

Kates Prop., others buy Bonniecrest estate in Newport, R.I.; plan condominiums for 12 acre site owned by Louis Chartier.

Eugene Colangelo building 190,000 s/f addition at Julio's Westboro (Mass.) Center; 90,000 s/f for Caldor.

Spaulding & Slye starts \$3 million 76,000 s/f Lexington, Mass., offices for Dupree Assoc.; ADD architect; LM&W leasing agent.

Gerald Hines Int. develops 300,000 s/f for GTE in Westboro, Mass.; Vappi & Co. builder of \$17 million site.

Susan Allen & Jerry Wolfe of Star Realty broker 52 units in Boston for Peterboro Realty to Valas Realty for \$370,000.

David Ritchie of R. W. Holmes Realty sells Coca-Cola property in Allston, Mass., to Cambridge group for \$1.1 million.

Alfred Barrett & John Davidson of Trudel Assoc. sell \$3.65 million Stamford, Ct., property for Northhill Assoc.

Roncalli Institute gets \$3 million Dept. of HUD financing for rehab of 90 units in Bridgeport, Ct.; Marc Olins consultant.

Ed Tonnessen of Albert Ashforth leases 6,200 s/f in Darien, Ct., at CBT Plaza, to Schiff Assoc.; lease valued at \$410,000.

Sherman Durfee & Rudi Lazarus of William Pitt sell \$2.7 million Stamford, Ct., site for General Research to Vannech Bros.

Mark Gottesdiener of Carson R.E. sells Pagano's Restaurant and business site for \$190,000.

Richard Flier City Int., J.J. Walton of LM&W lease 34,000 s/f in Paine Building to United Brands for Shearer Realty.



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or send information to:

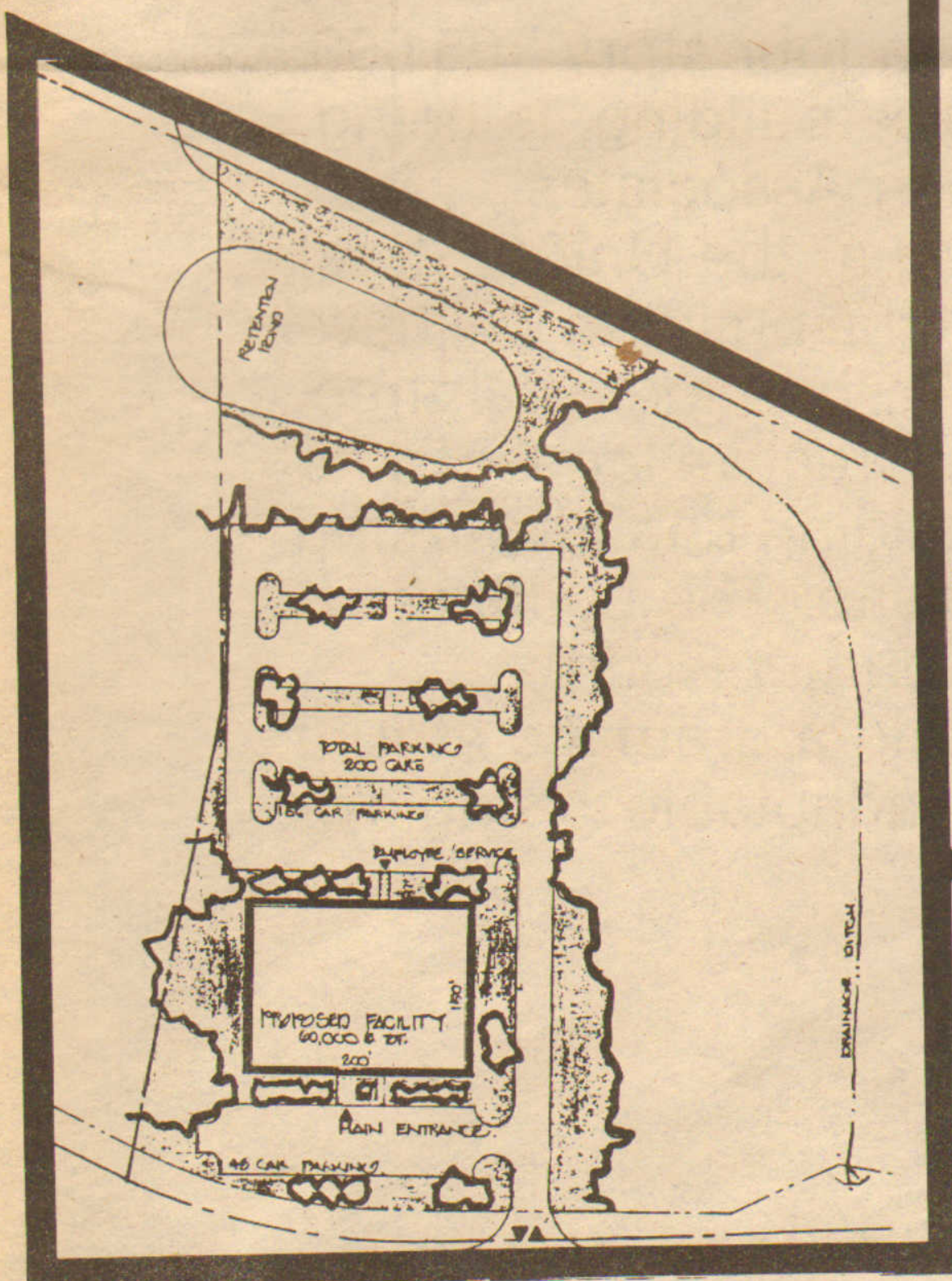
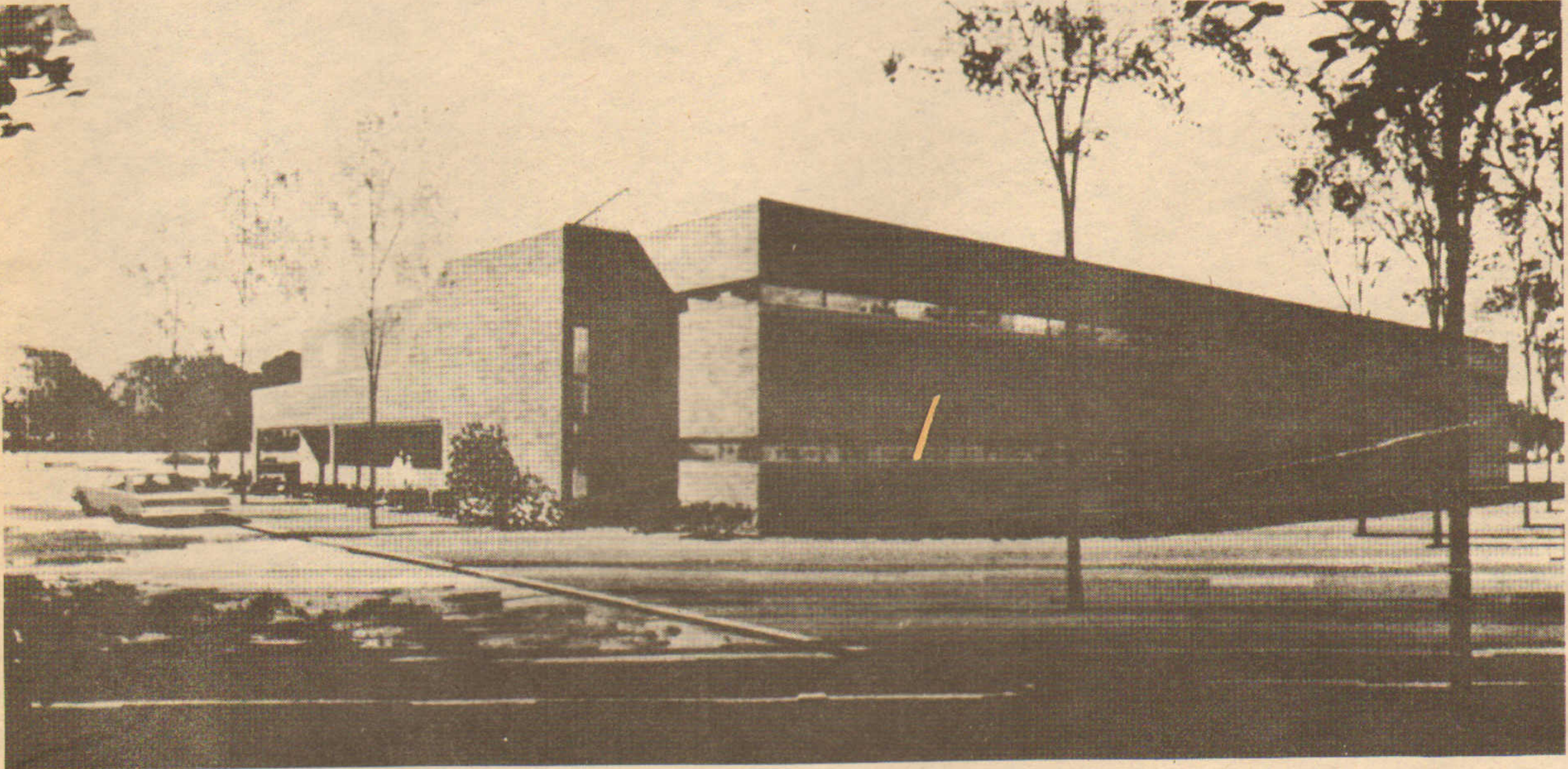
D.B.G. Development Corporation
850 Third Ave., N.Y., N.Y., 10022

Attn: Ronald J. Sylvestri, Senior Vice Pres.

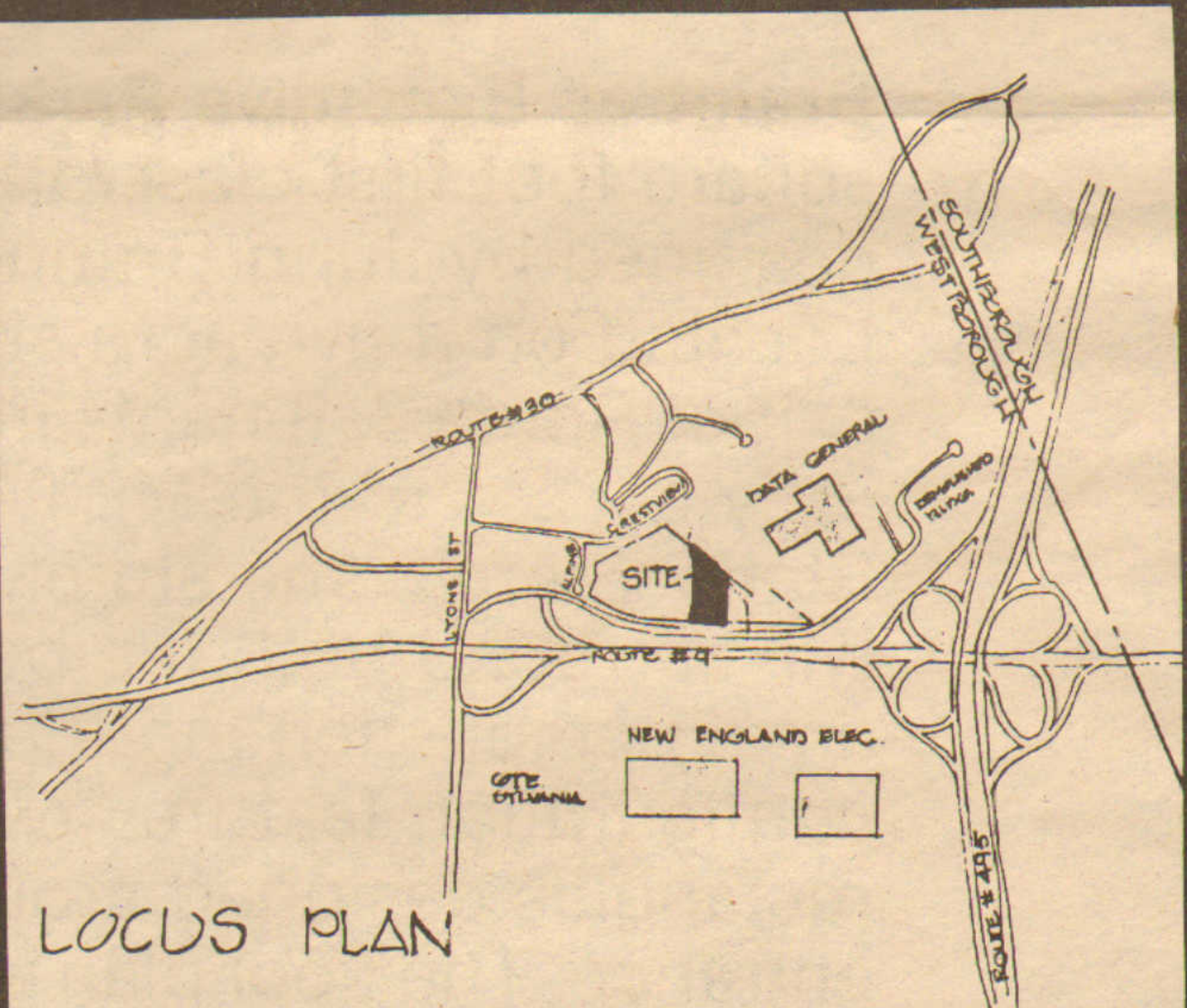
A subsidiary of D.B.G. Property Corporation

PRESTIGIOUS LOCATION

Next to Data General, N.E. Electric, GTE Sylvania



Exclusive Leasing Agent



proposed TWO STORY

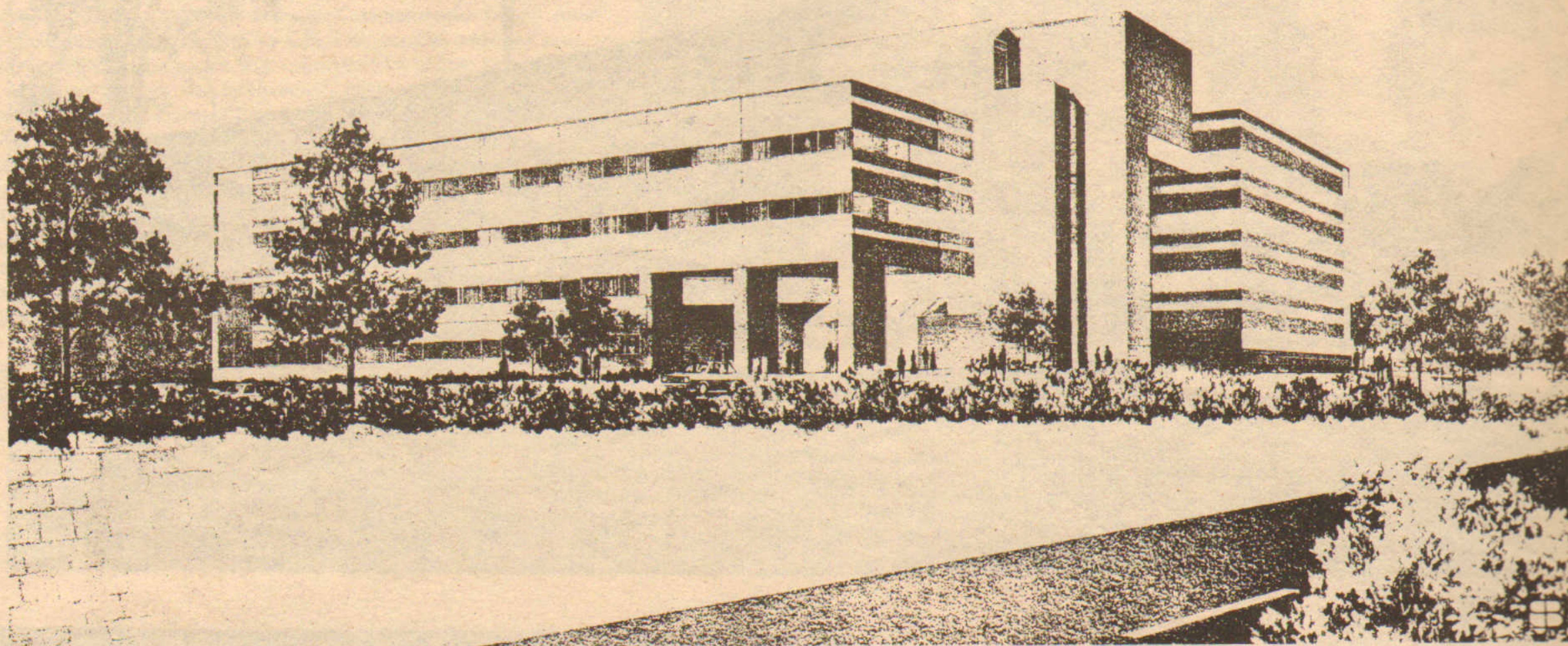
60,000 s.f. Office Building
Westboro, Rt. 9 at I-495

Heafitz

HEAFITZ & CO., INC.

31 MILK STREET / P.O. BOX 1742
 BOSTON, MASSACHUSETTS 02105
 617-426-0788

BRAINTREE EXECUTIVE PARK



Braintree Executive Park, a four story 105,000 square foot first class office building, is being designed by Jung/Brannen Associates.

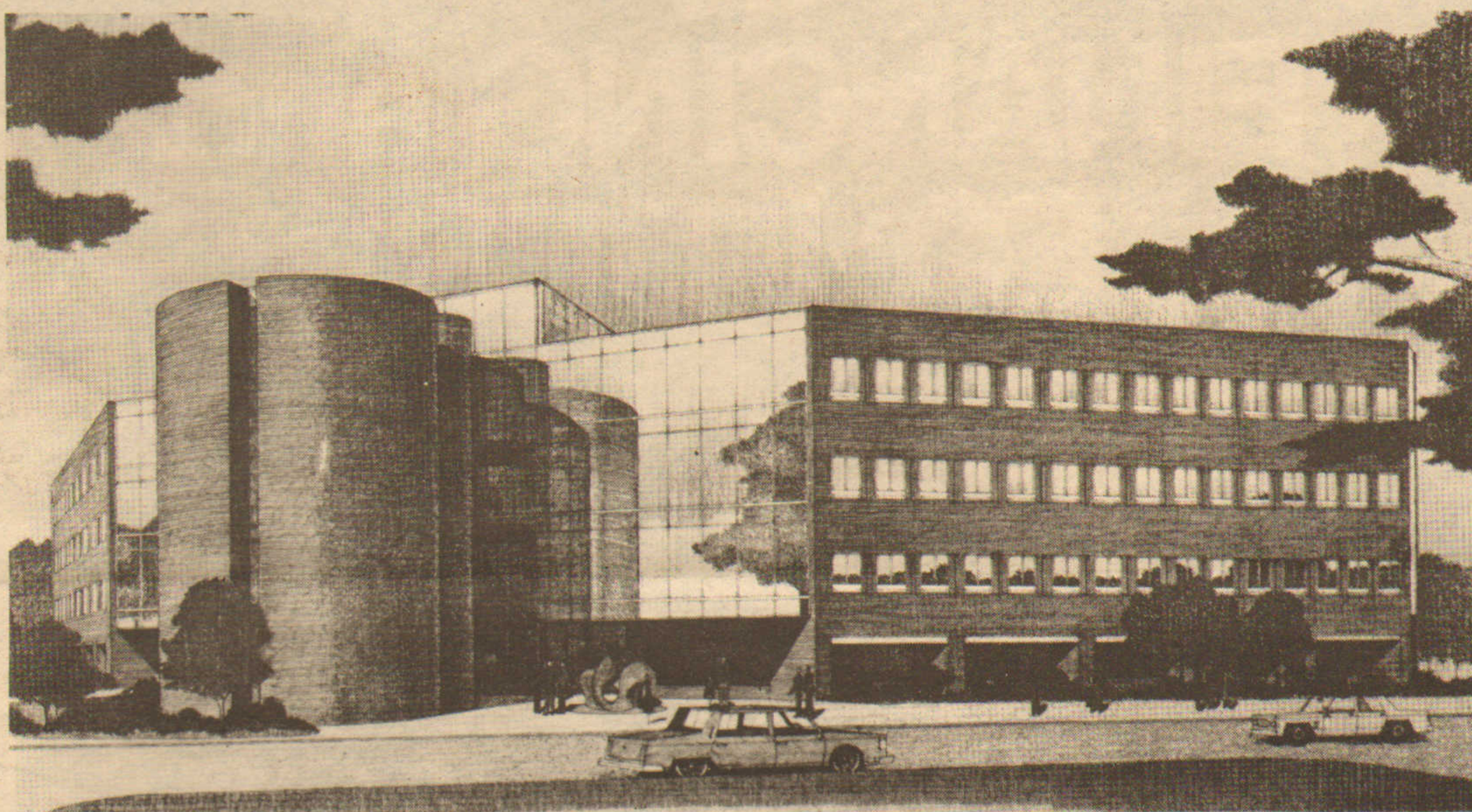
Located on a five acre site at the Union Street exit of Route 3, tenants in the building will have easy access to the MBTA Red Line, Braintree Station across the street. Creative landscaping will surround both the building and its parking area, complementing the site. The building configuration features two intersecting rectangles designed around a dramatic atrium entrance. The floor plan is adaptable to single or multi-tenant occupancy.

Exclusive Leasing Agent

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125 High Street, Boston 02110 (617) 482-5330

University Office Park Waltham Sublease

12,952 Square Feet Available Immediately



- Conveniently located minutes from the Massachusetts Turnpike/Route 128 interchange
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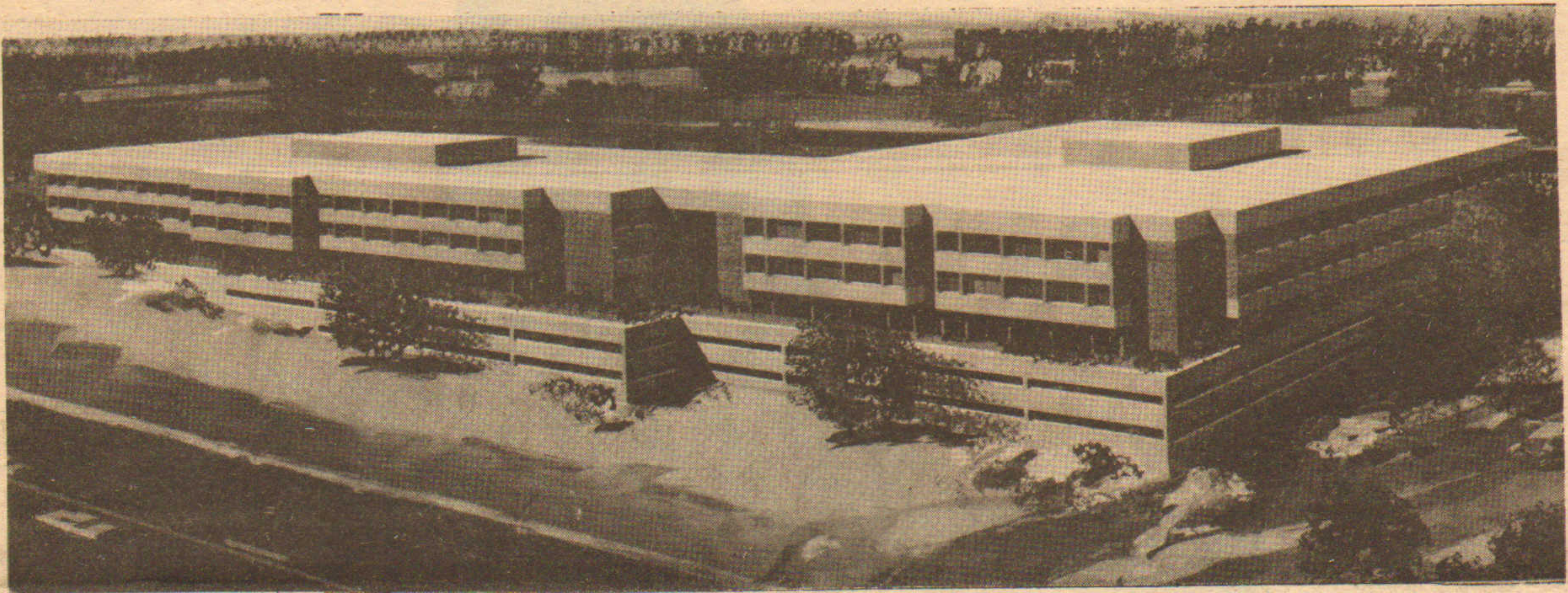
cooper-horowitz, inc.

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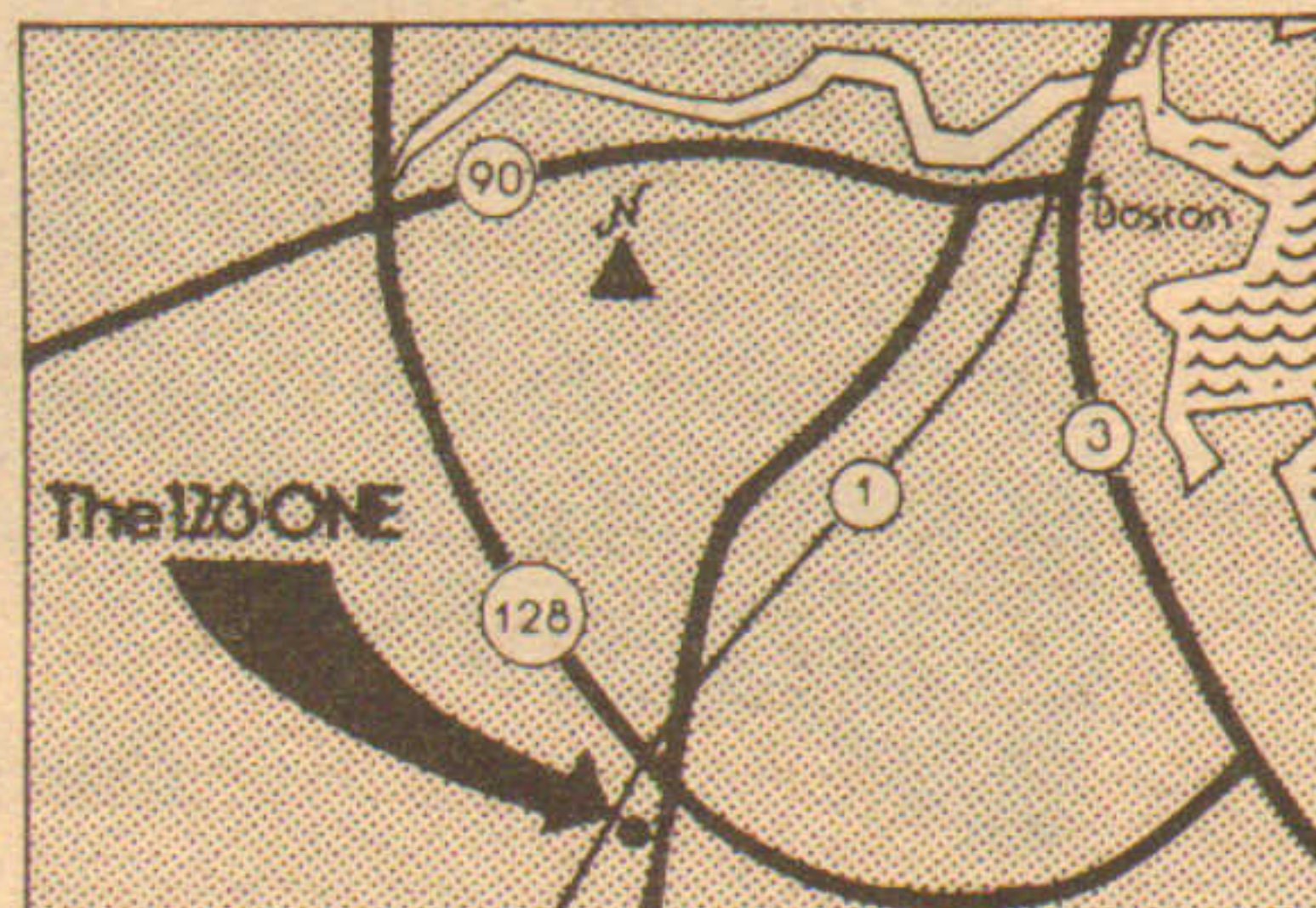
- 25,000 sq. ft. of contiguous First Class ALL NEW Office Space
- Will subdivide ● Will build-to-suit

A Great Executive Office Building Delivering Great Features:

- In-door garaged parking
- Security
- On-site management
- Panoramic views
- Professional space planning
- Excellent cafeteria on premises
- First Class nightly cleaning
- Great location

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Call us now for all the details.
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990 WASHINGTON STREET, DEDHAM, MASSACHUSETTS

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Shopping Center Developer

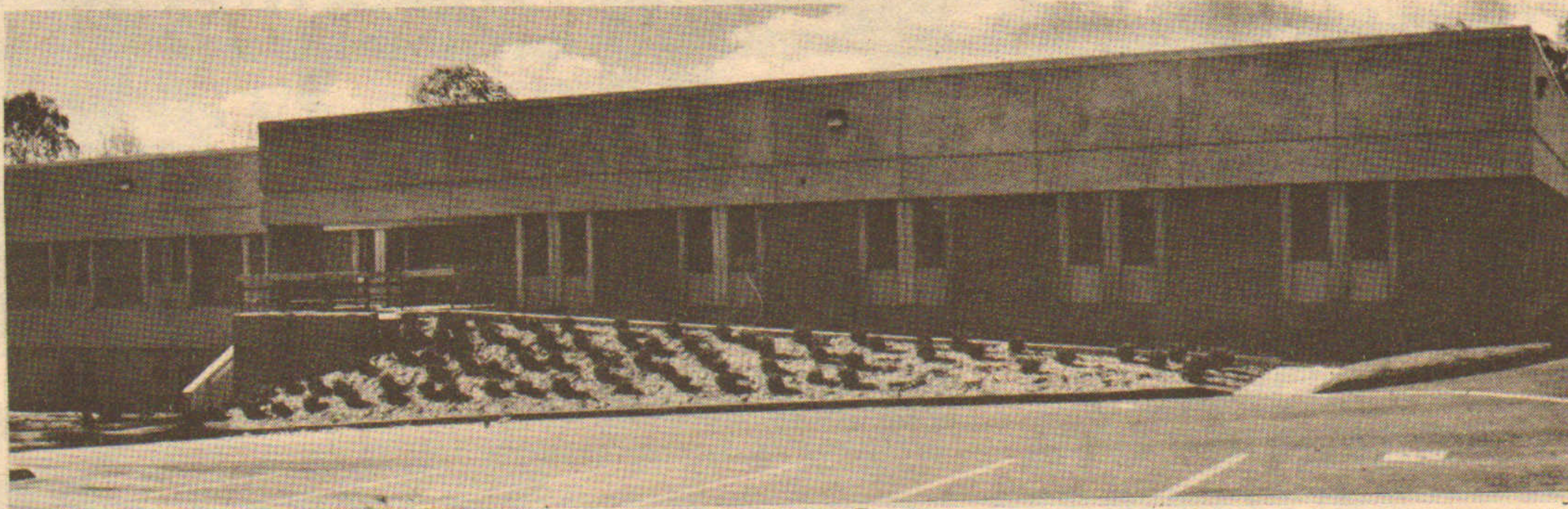


We invite inquiries as to available space.

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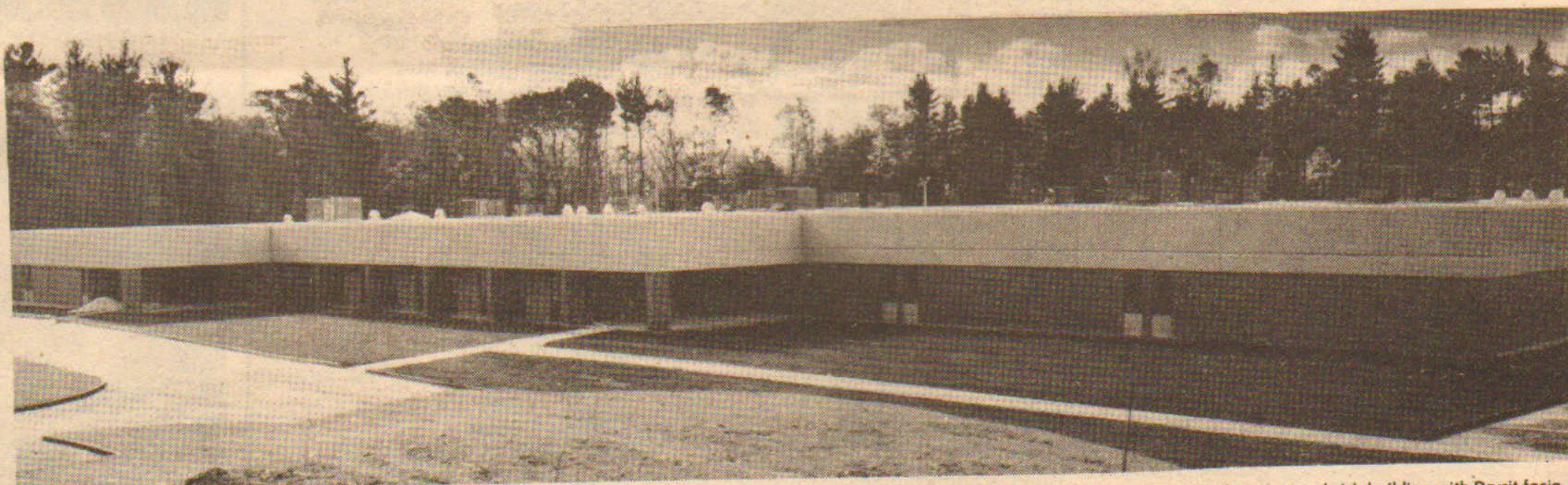
Join these dynamic companies. Inquire about Nordblom's design/build lease plan.



Lexidata Building
755 Middlesex Turnpike
Billerica, Mass.

41,229 sq. ft. two-level building of brick and split ribbed block with Dryrit band.

"Lexidata has been in a period of high growth for the past two years. Nordblom Company, through its development team, has been able to provide the space we need when we need it," according to P. J. Murphy, Controller of Lexidata.



Applicon, Inc.
829 Middlesex Turnpike
Billerica, Mass.

120,000 sq. ft. one story brick building with Dryrit facia.

"A rapidly growing company such as Applicon Inc., requires expansion facilities to be provided in a timely manner. We engaged the Nordblom Company knowing of their experience in the development field and their proven track record in the design and building business. Our new facility was completed within six months from the date of the lease signing which was an outstanding accomplishment for a project of this magnitude."

*Donald W. Feddersen
President, Applicon Inc.
Burlington, Mass.*

Call Nordblom 482-7000

50 Congress Street
Boston, Massachusetts 02109

NOVEMBER

Hines Int. opens 66,150 s/f Bldg. 1 at Point West Center in Framingham; LM&W leases 24,760 s/f to Lumber Mutual Insurance Claremont Co. gets \$7.12 million from MHFA for rehab of 173 units in 10 buildings in Springfield, Mass.

Scott Management completes and leases 36,000 s/f at West Roxbury Mass., office park to Liberty Mutual Insurance.

480 Associates names Peter Elliot & Co. leasing agent for 11,000 s/ offices in Norwood, Mass.

John Cruz names Alta Management to rent and manage 73 units o Sec. 8 housing in Roxbury, Mass.; Richard Walwood architect.

Kelly & Picerno, Donatelli Bldg. and Joseph Beretta to build \$12. million 302,000 s/f Narragansett Mall in Pawtucket, R.I.

Smith Hill Assoc. signs N.Y. Life Insurance for major space at new Providence office building; already 80% leased.

William Slattery Jr. and Norman Baretta sell \$190,000 56,000 s/ building in Central Falls, R.I., to F.K.C. Engineering Corp.

U.S. Finance & Dev. starts 85 townhouse condos at Sea Watch Village in Bourne, Mass.; \$44,000 to \$56,000 price range.

Algonquin Inc. closes sale of 168 acres (former Pleasure Island site in Wakefield) to Carabetta Ent. for \$536,000; plan 190 units.

Francis Castignetti of Crestwood R.E. brokers \$525,000 sale of Framingham offices, 8,100 s/f for Shamrock Realty to S.E.S.

Peter Mathiesen of Old Forge Realty sells \$315,000 Beacon st., Boston, townhouse for Joseph DeMarco to Lee Kennedy Co.

Ed Migneault brokers sale of former Lizzie Borden home in Fall River, Mass., for Frank Silvia to Robert Dube; \$60,000.

Weed Realtors & Werner R.E. cobroker sale of \$370,000 Stratford, Ct., property for European American Auto Sales to Club Dev. Corp.

Schwartz R.E. brokers sale of Hartford apartments for Israel Grody & Frank Novik to Thomas Lane for \$288,000.

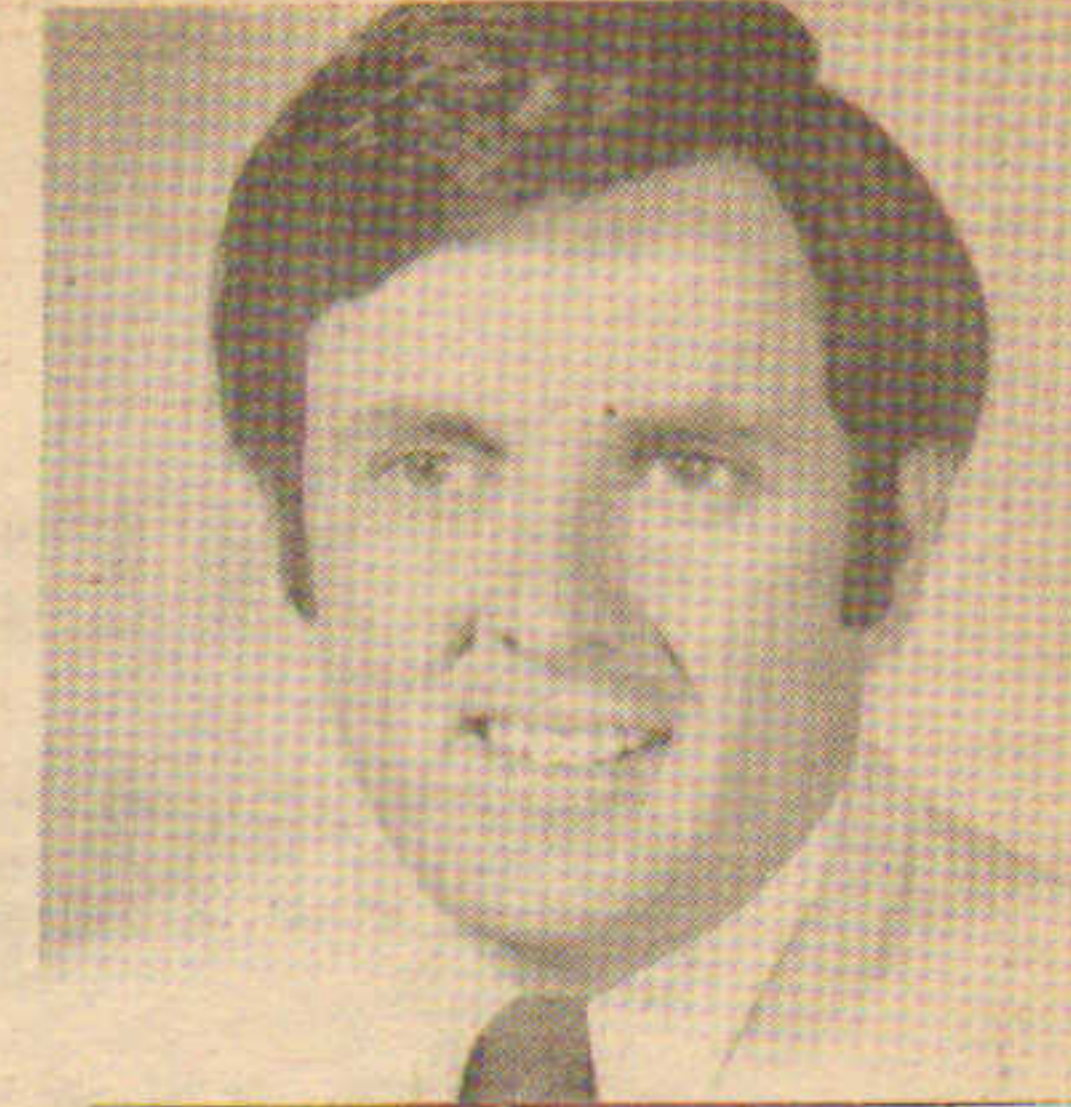
Mussman Assoc. sells 12,000 s/f warehouse in New Britain, Conn., for Hadco Ptrsp. to Spurgas Medical Equipment for \$140,000.



ERVING SIMONDS
SIMONDS OF HOLLIS



GERALD NASH
NASHUA, N.H.



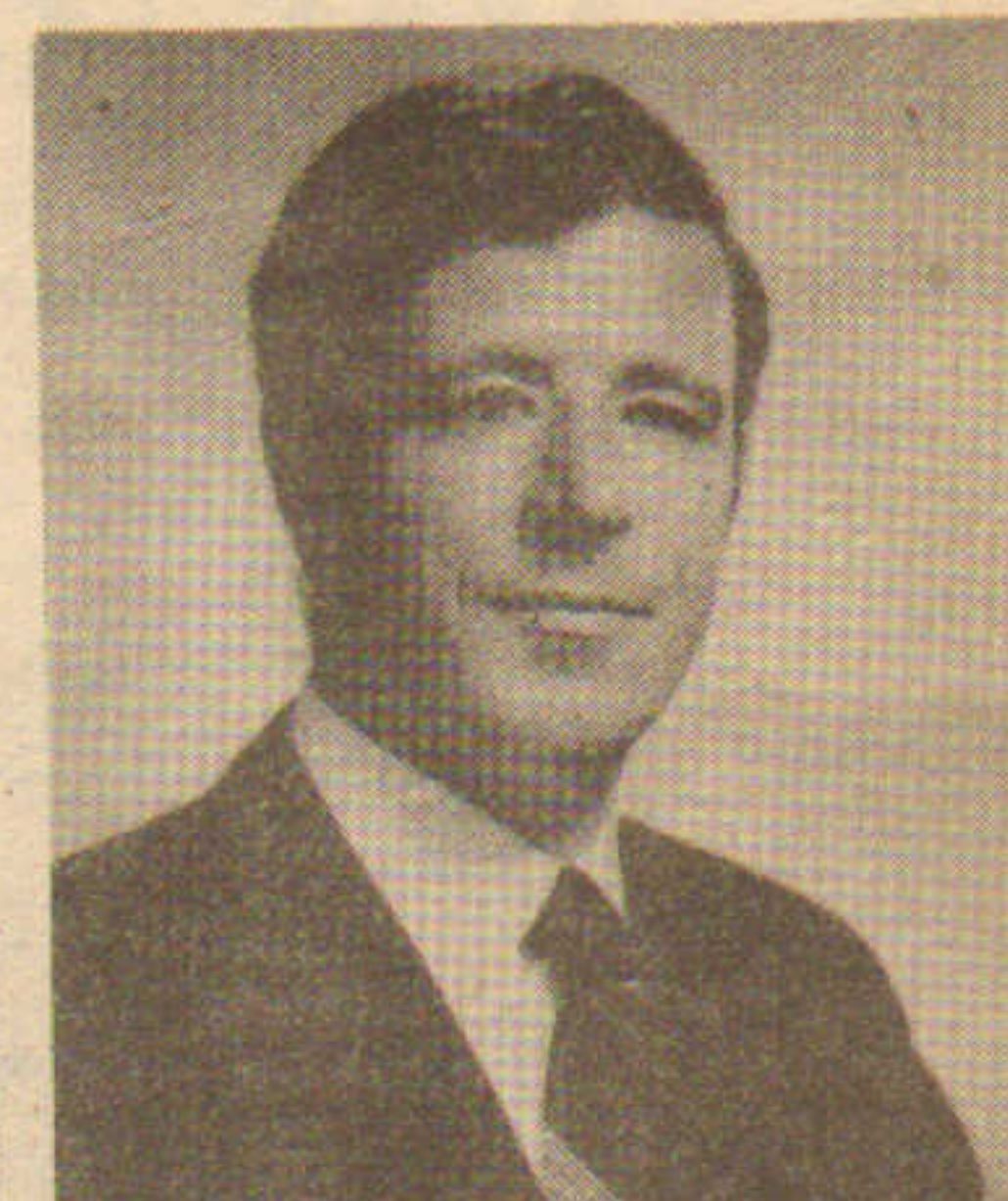
Edward Houck
NEW HAMPSHIRE



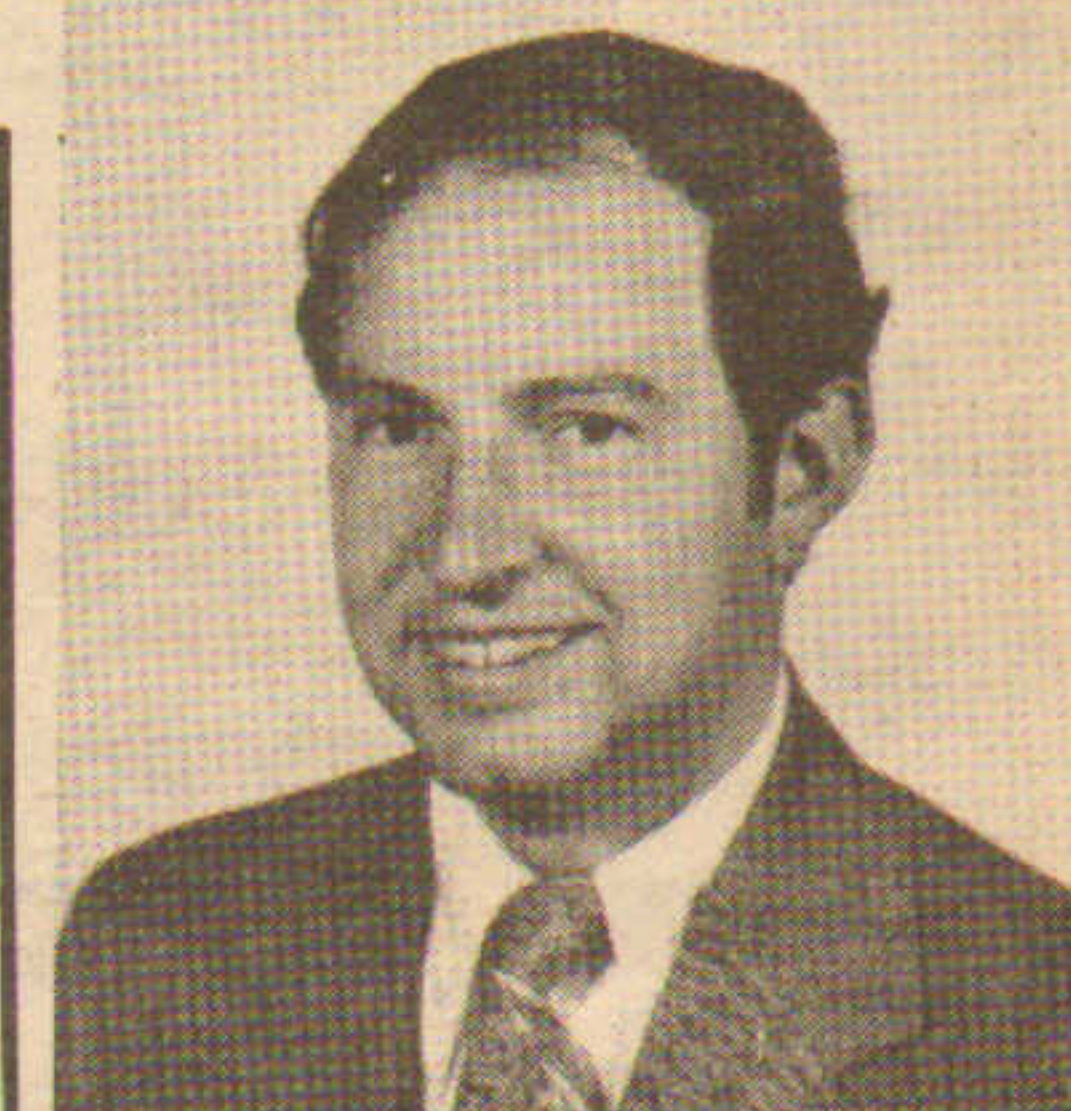
FRED MARETZ
CONNECTICUT



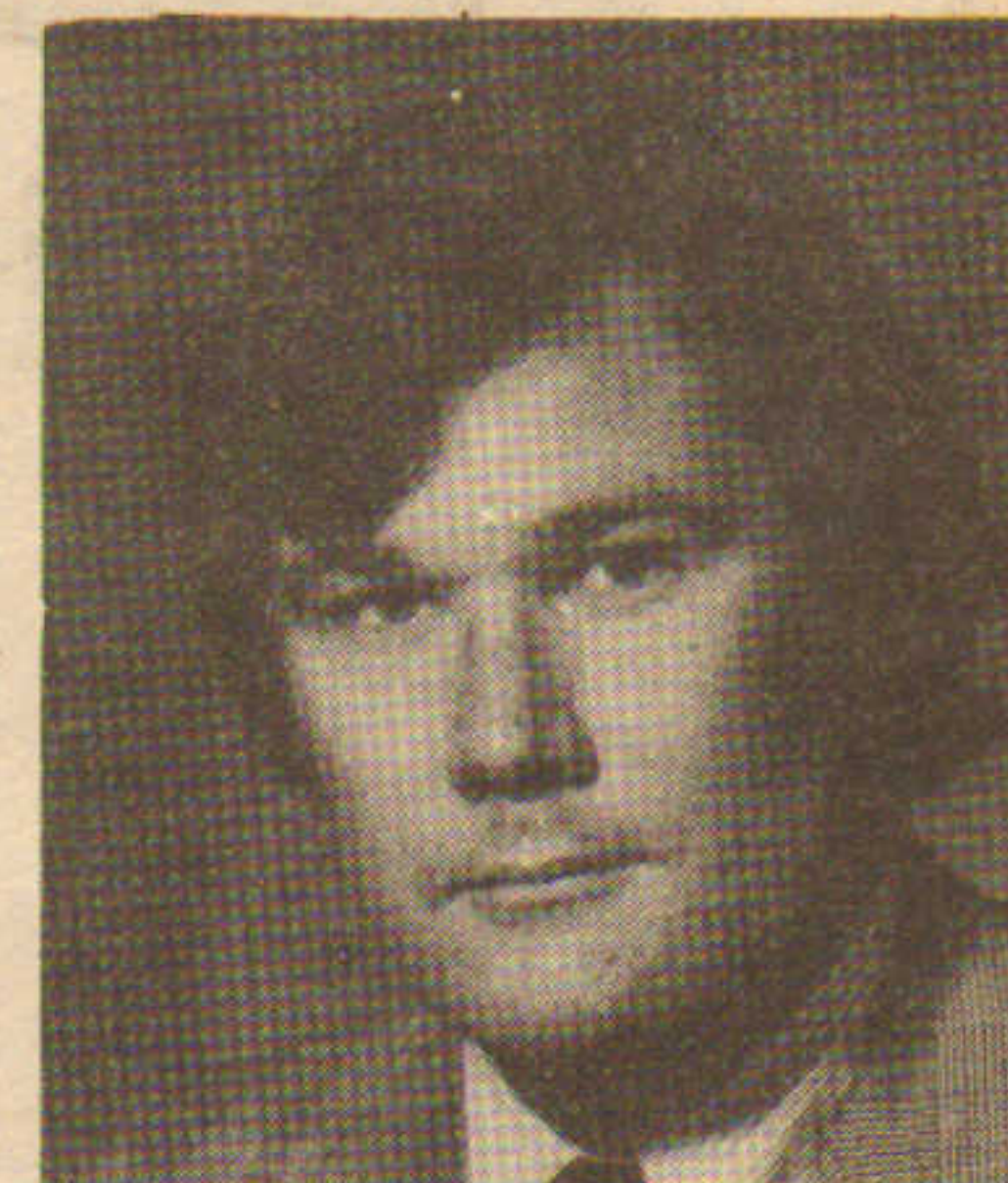
GEORGE BOYER
CONNECTICUT



BILL MCCALL
LEGGAT MCCALL WERNER



LEW HEAFITZ
BOSTON



TOM WALSH
CODMAN COMPANY



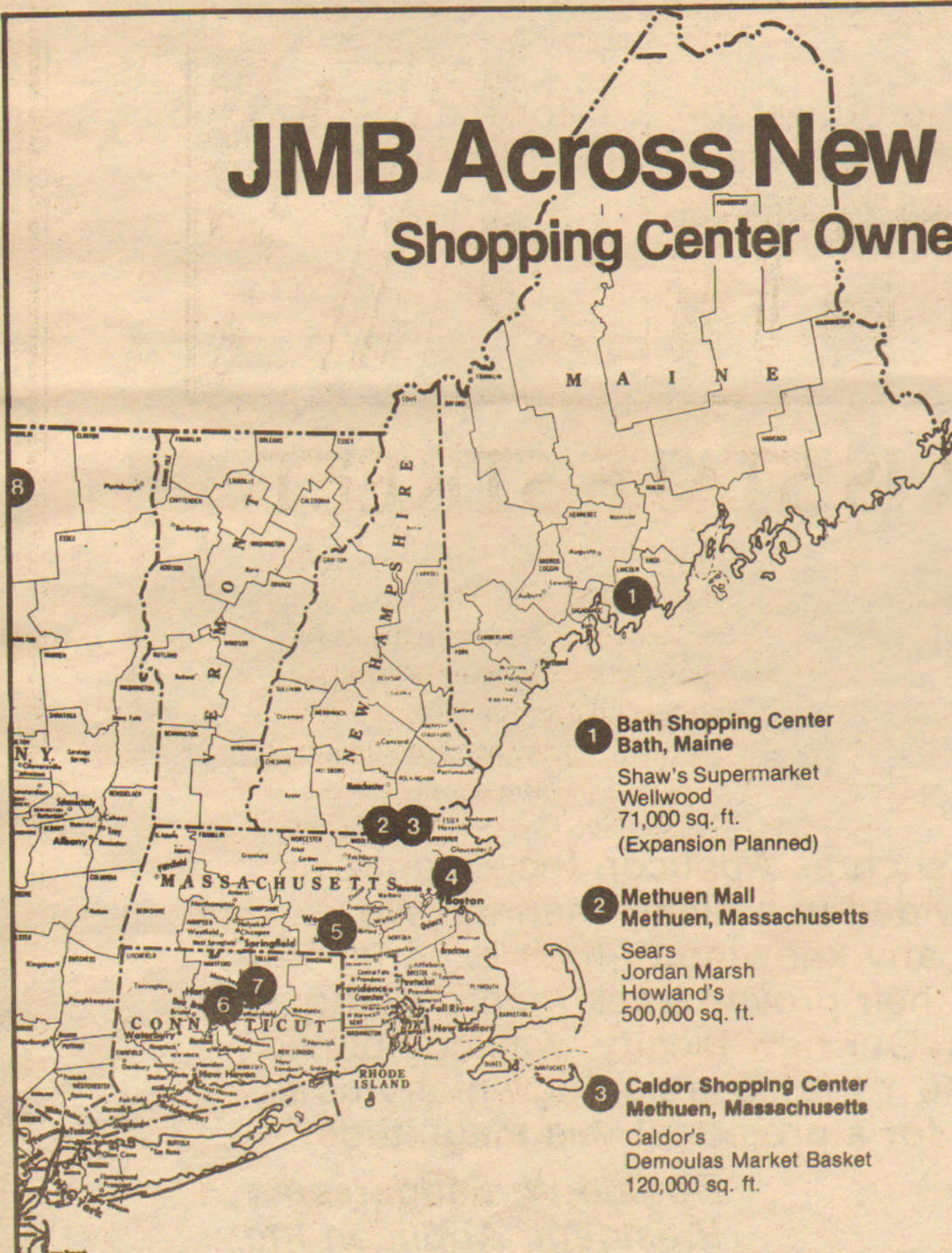
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JMB Across New England!

Shopping Center Owners and Managers



- 1 Bath Shopping Center
Bath, Maine
Shaw's Supermarket
Wellwood
71,000 sq. ft.
(Expansion Planned)

- 2 Methuen Mall
Methuen, Massachusetts
Sears
Jordan Marsh
Howland's
500,000 sq. ft.

- 3 Caldor Shopping Center
Methuen, Massachusetts
Caldor's
Demoulas Market Basket
120,000 sq. ft.

- 4 Loehmann/Caldor
Burlington Village Mall
Burlington, Massachusetts
Caldor's
Loehmann's
Demoulas Market Basket
182,000 sq. ft.

- 5 Auburn Mall
Auburn, Massachusetts
Sears
The Outlet Company
432,000 sq. ft.

- 6 Corbins Corner
West Hartford, Connecticut
Sears
D & L Department Store
Stop & Shop
250,000 sq. ft.

- 7 Manchester Parkade
Manchester, Connecticut
Sears
D & L Department Store
Channel
Food Mart
356,000 sq. ft.

- 8 (Also, in New York)
Potsdam Plaza
Potsdam, New York
J. C. Penney
P & C Food Market
Fay's Drug
100,000 sq. ft.

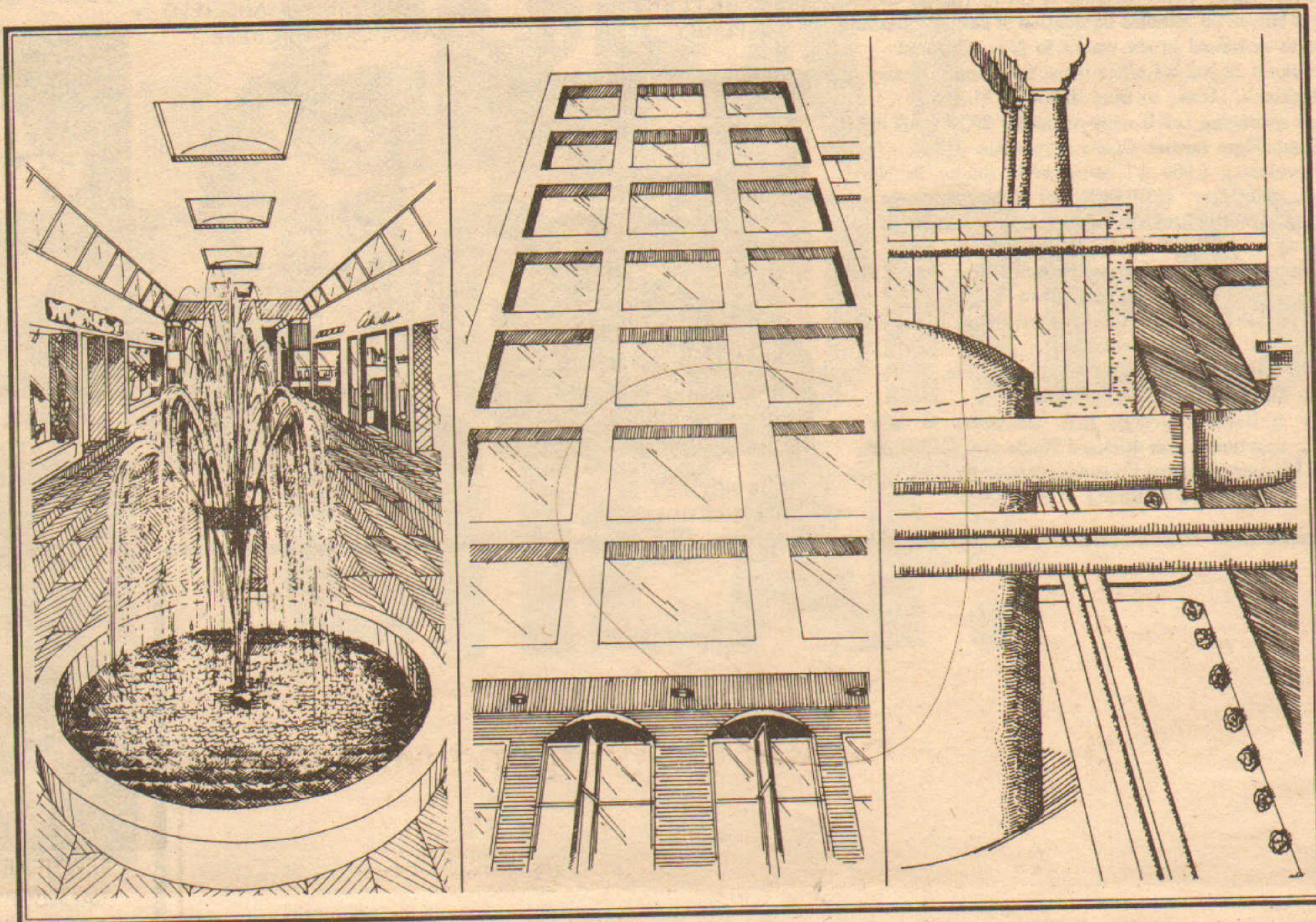
For leasing information, contact:
Mark Harrington - Director of Leasing
or
Claudia J. Miksen - Leasing Representative
617-935-9780



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LOOKING FOR A LEADER IN CONSTRUCTION FINANCING?



THE ANSWER IS STATE STREET

New England developers know they can count on State Street to respond to their changing requirements for construction financing. A lender's professional and creative approach is needed to ensure a successful project. State Street addresses this need in the tradition that has become our hallmark — banking services aimed at keeping a strong New England growing. If you are considering financing for commercial or industrial development in New England, find out what many developers already know: For Quality Banking, The Answer is State Street.

 **State Street**

Real Estate Division, Commercial Banking Group, 225 Franklin Street, Boston, MA 02110.
State Street Bank and Trust Company, wholly-owned subsidiary of State Street Boston Corporation, Member FDIC
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NOVEMBER

Joseph Keller places \$5.5 million loan to Glacier Co. for Analog Devices' HQ in Norwood, Mass.; 130,000 s/f building.

Simon Konover & Harry Gampel plan Commerce Center with one million s/f in East Hartford, Ct.; hotel, luxury apts., marina.

MB Group signs Gulf & Western for 36,000 s/f new building in Wellesley, Mass.; John O'Hearn of M&G and TREC cobrokers.

So. N.E. Telephone names Landmark Dev. to redevelop 74,000 s/f New Haven building for 66 apartments, retail and office space.

Spaulding & Slye building 37,000 s/f for Congoleum Corp. in Portsmouth, N.H.; ADD designs corporate headquarters.

Shetland Properties re-leases 342,000 s/f at former Raytheon properties in Andover, Mass.; Bruce Erikson & Barry Linton handle.

Rodger Dashow of Hilyer Co. handles liquidation of sites for Garland Companies; 32 stores re-leased in six weeks in New England.

Joseph O'Neil brokers 12,000 s/f office lease for Robert Healey at Accord Park in Rockland, Mass., to Blue Shield of Mass.

Beal & Co. named managing and leasing agent for 200,000 s/f multi use property in Cambridge; former Crane properties.

John Hashem developing 6,000 s/f commercial condos in North Ready; L&R Const. contractor; John DeMarco architect.

Boston Mortgage places \$1.77 million loan to Alpha Dev. for 92,750 s/f industrial building at Alpha Park, Chelmsford, Mass.

Arlington IDFA approves first industrial revenue bond loan of \$1m for Arlington Motor Sports' 11,000 s/f expansion.

InBank loans \$2.1 million to Durban Assoc. to redevelop 30,000 s/f in Chestnut Hill, Mass., for office and restaurant.

Previews markets five acres on Lake Winnepesaukee, N.H., for Alexander Standish to John Beaver for \$395,000.

Inglennook Realty & Beverly George R.E. cobrokers in sale of Somersworth, N.H., apartments for Richard Rouleau for \$345,000.

Leggat McCall & Werner Financial arranges loans of \$5.3 million for Andec in Andover, Mass., & R&W Realty in Bedford.



FRANK PERRY
AW PERRY



F. COLLOREDO-MANSFIELD
CABOT CABOT FORBES



TOM LEGGAT
LEGGAT MCCALL WERNER



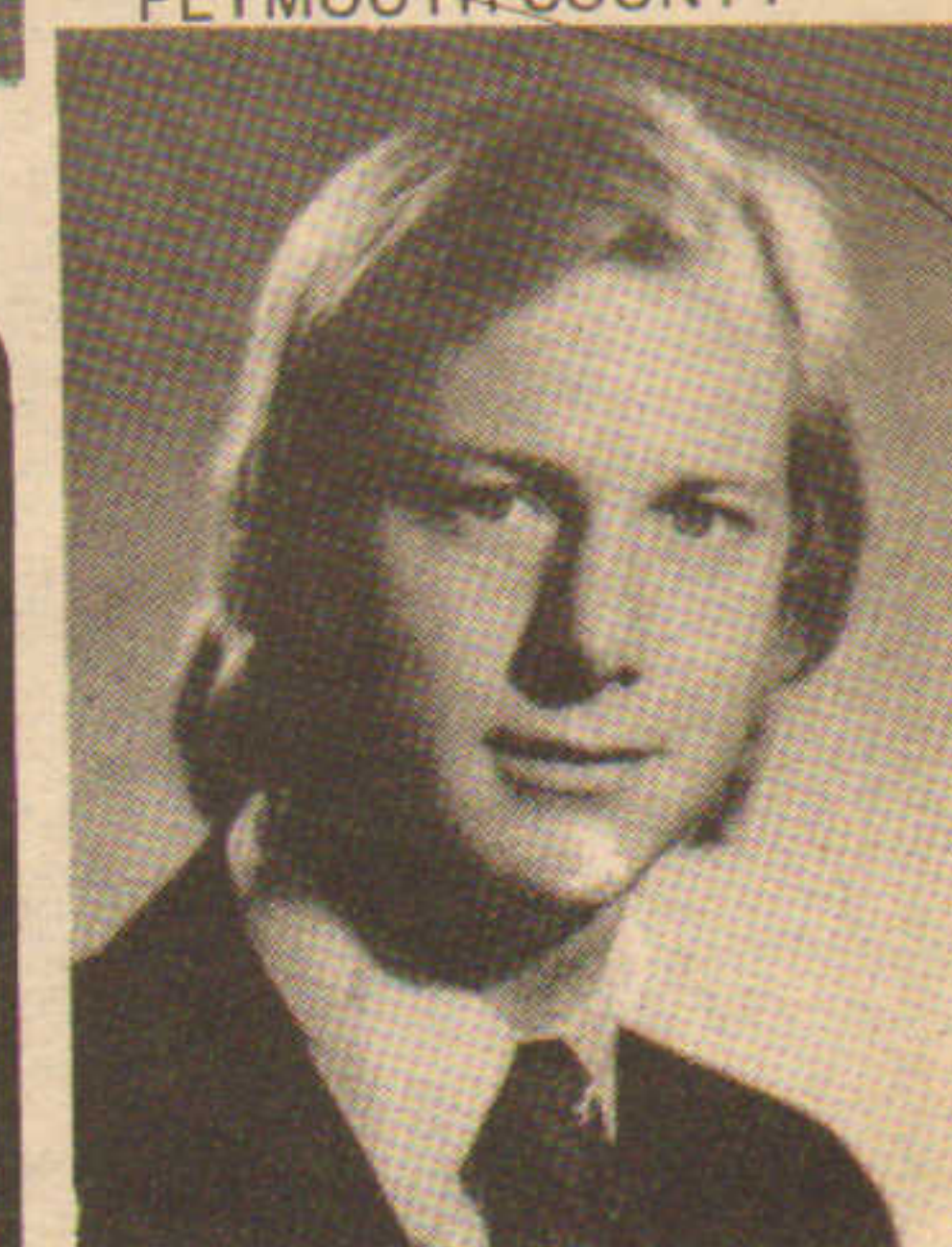
BOB HOLMES
ROBERT HOLMES CO.



NED WERNER
LEGGAT MCCALL WERNER



BROOKS KELLY
PLYMOUTH COUNTY



GREG JORDAN
SAUNDERS & ASSOC.



RAY DRAKE
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DON GREENE
NEW HAMPSHIRE



TED COMBS
MEREDITH & GREW

The people with the know-how and
the know-where.

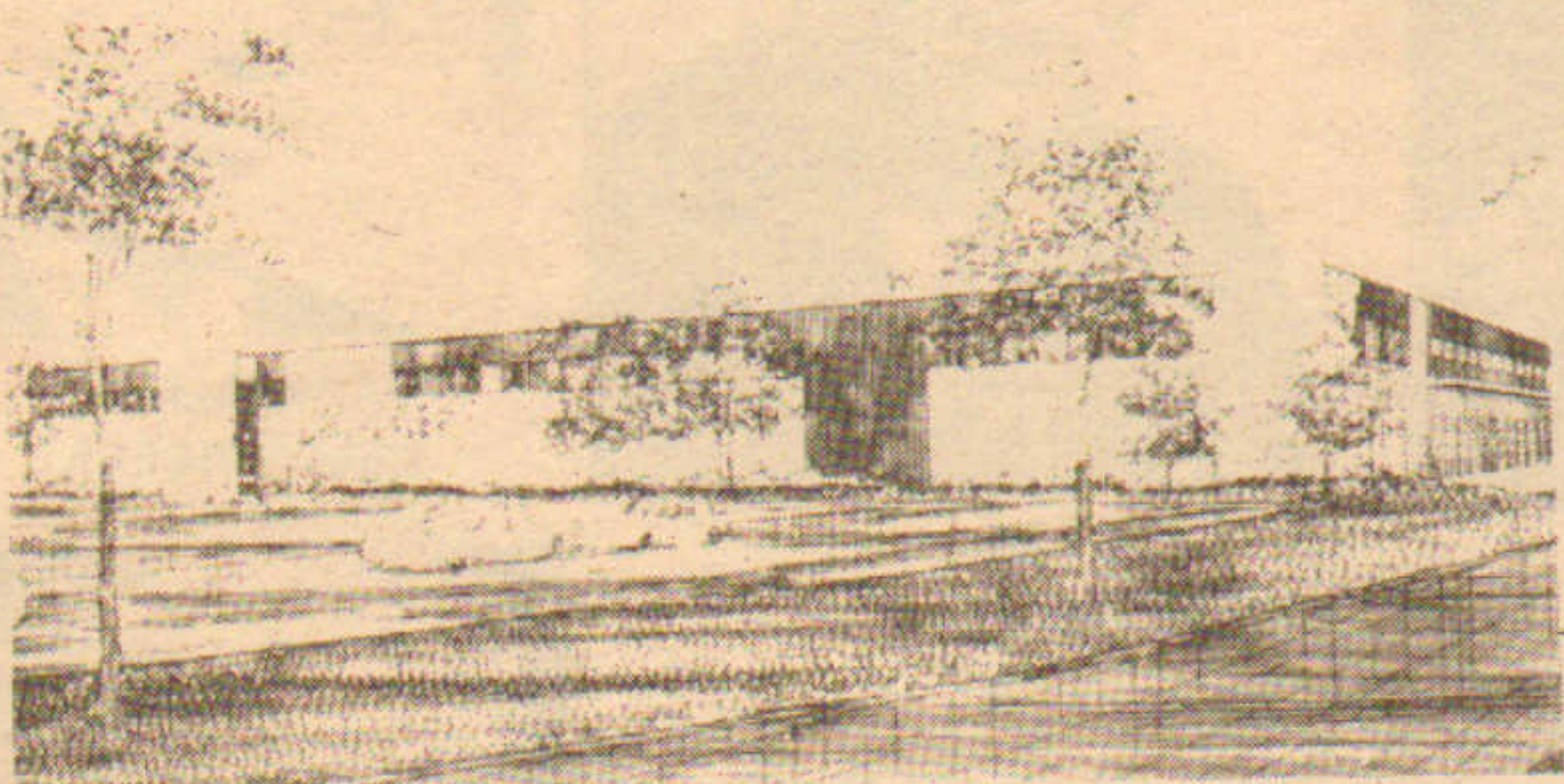


The DeWolfe Company, Inc.
REALTORS
17 Canton Avenue, Milton, Mass. 02187
(617) 696-0075

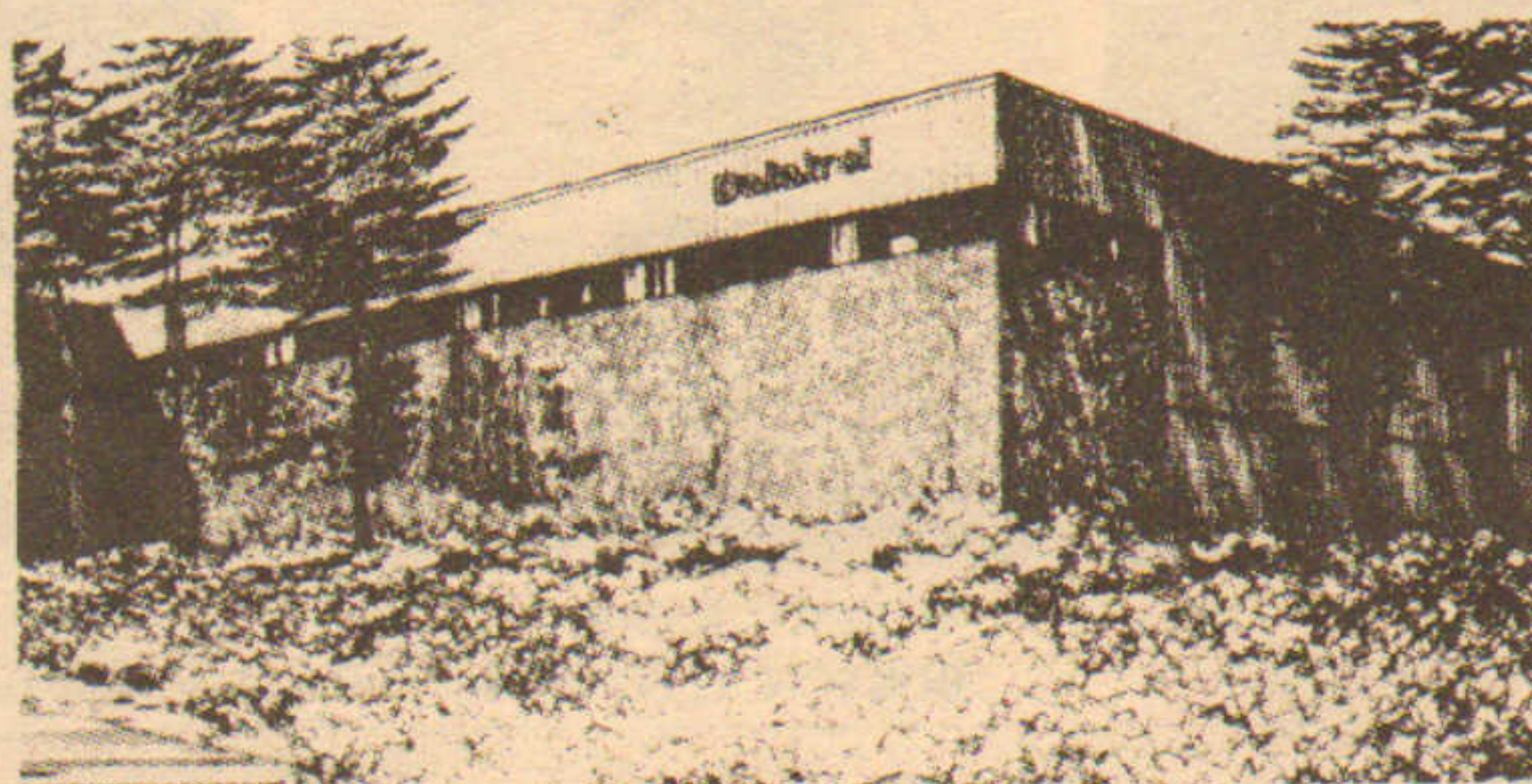
ALL OVER THE SOUTH SHORE

Quality Clients Choose The Stone Company

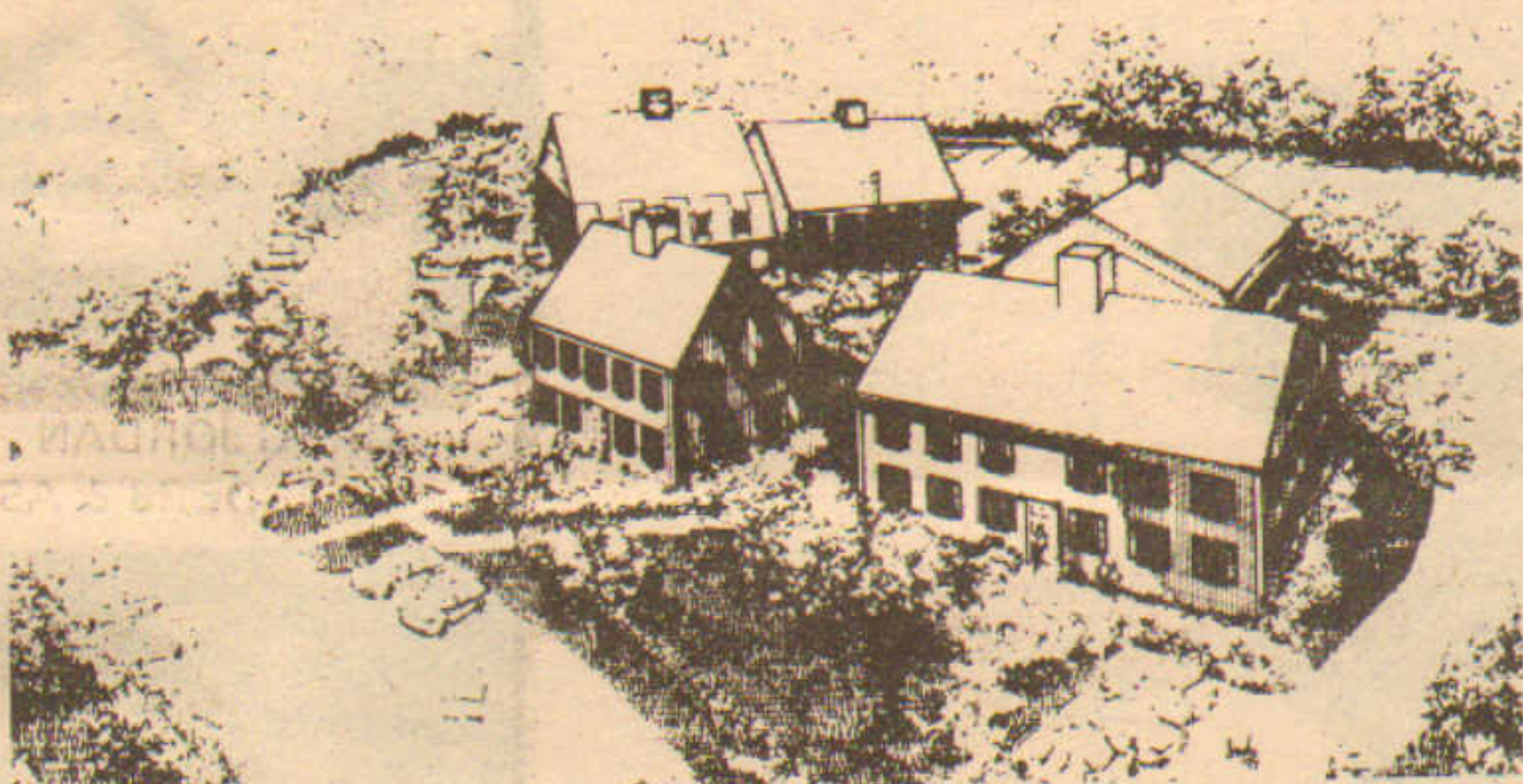
Specialists in
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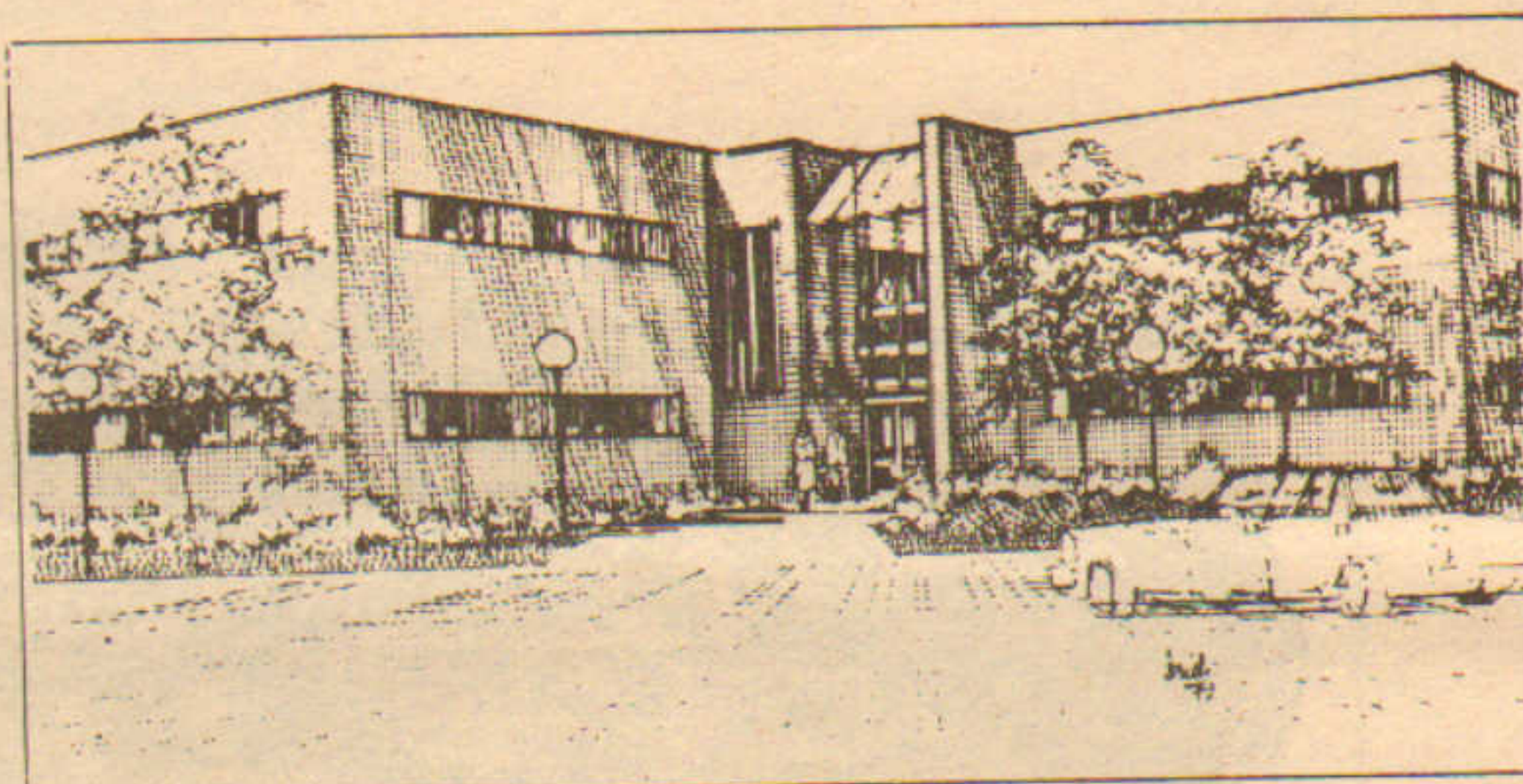
LECHMERE
210,000 sq. ft. corporate office, warehouse & distribution
Woburn, Mass.



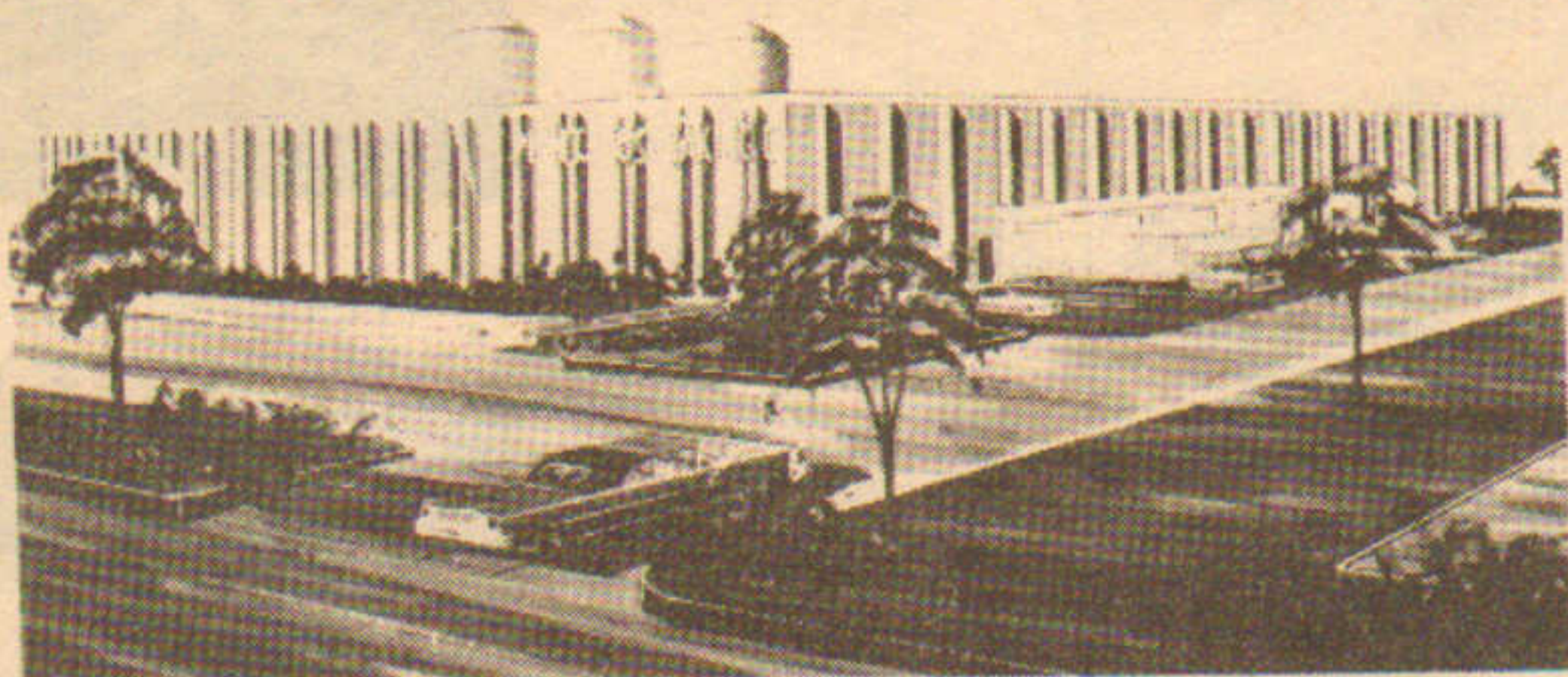
DATATROL
62,000 sq. ft. corporate office, production & R&D
Hudson, Mass.



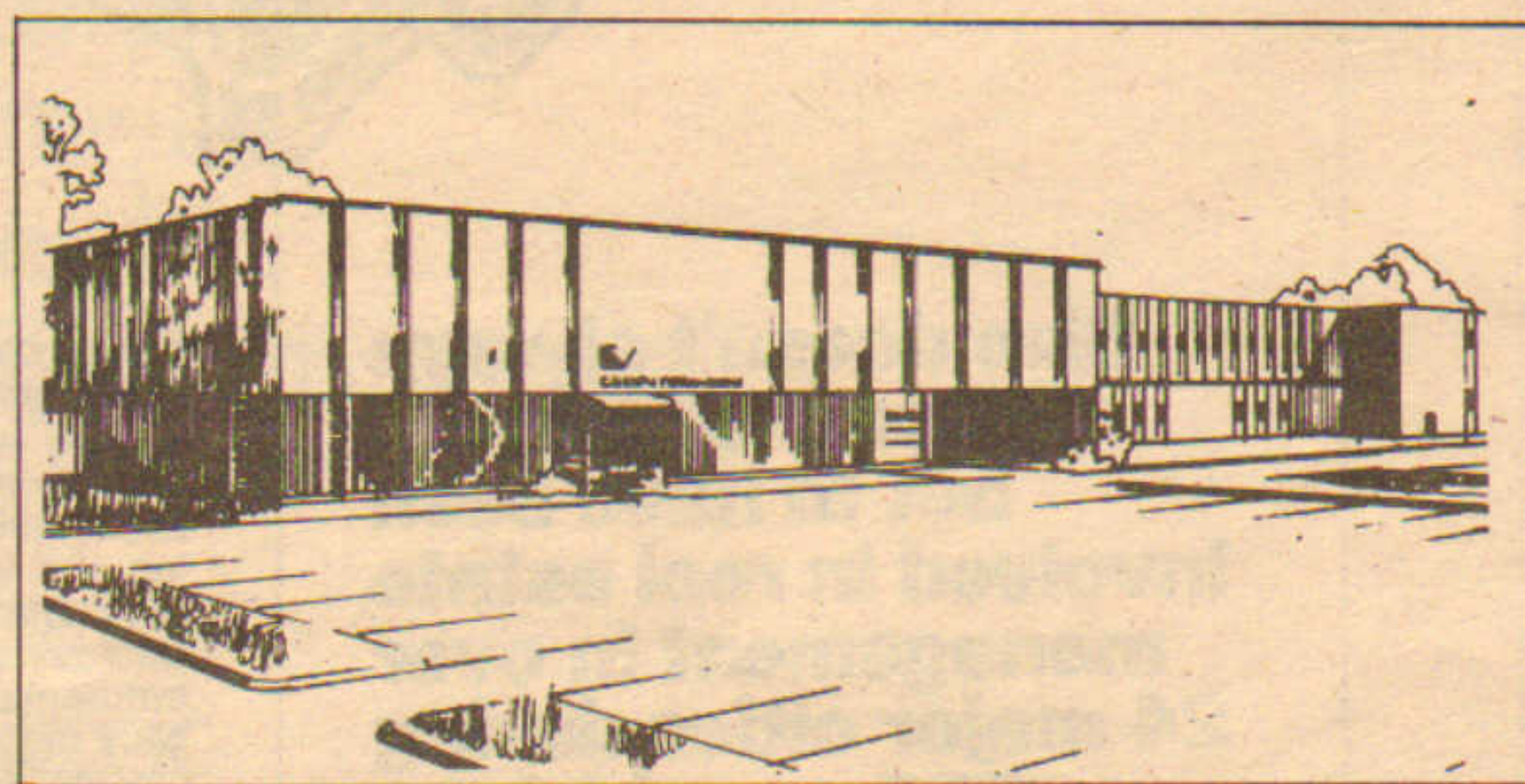
LYNNFIELD OFFICE PARK
25,000 sq. ft.
Lynnfield, Mass.



FRAMINGHAM OFFICE BUILDING
18,000 sq. ft.
Rte. 30 & 126
Framingham, Mass.



PIANTEDOSI BAKING COMPANY
48,000 sq. ft. office, mfg., freezer, distribution
Malden, Mass.



COMPUTERVISION CORPORATION
60,000 sq. ft. corporate office, R&D
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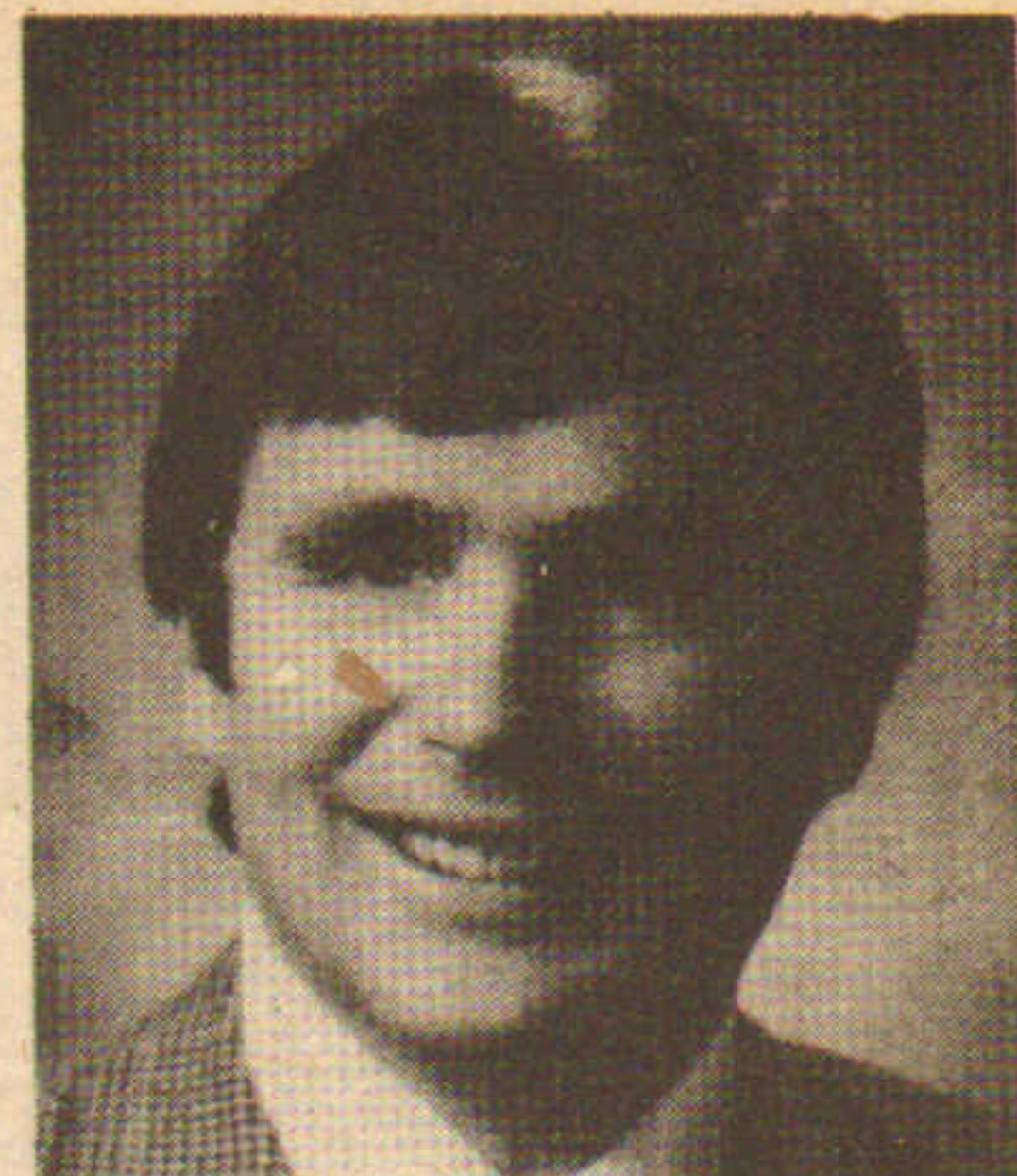
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MARK SHAIR
KELLY PICERNE



JAMES SANDBERG
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PETER SMALL
SPAULDING SLYE



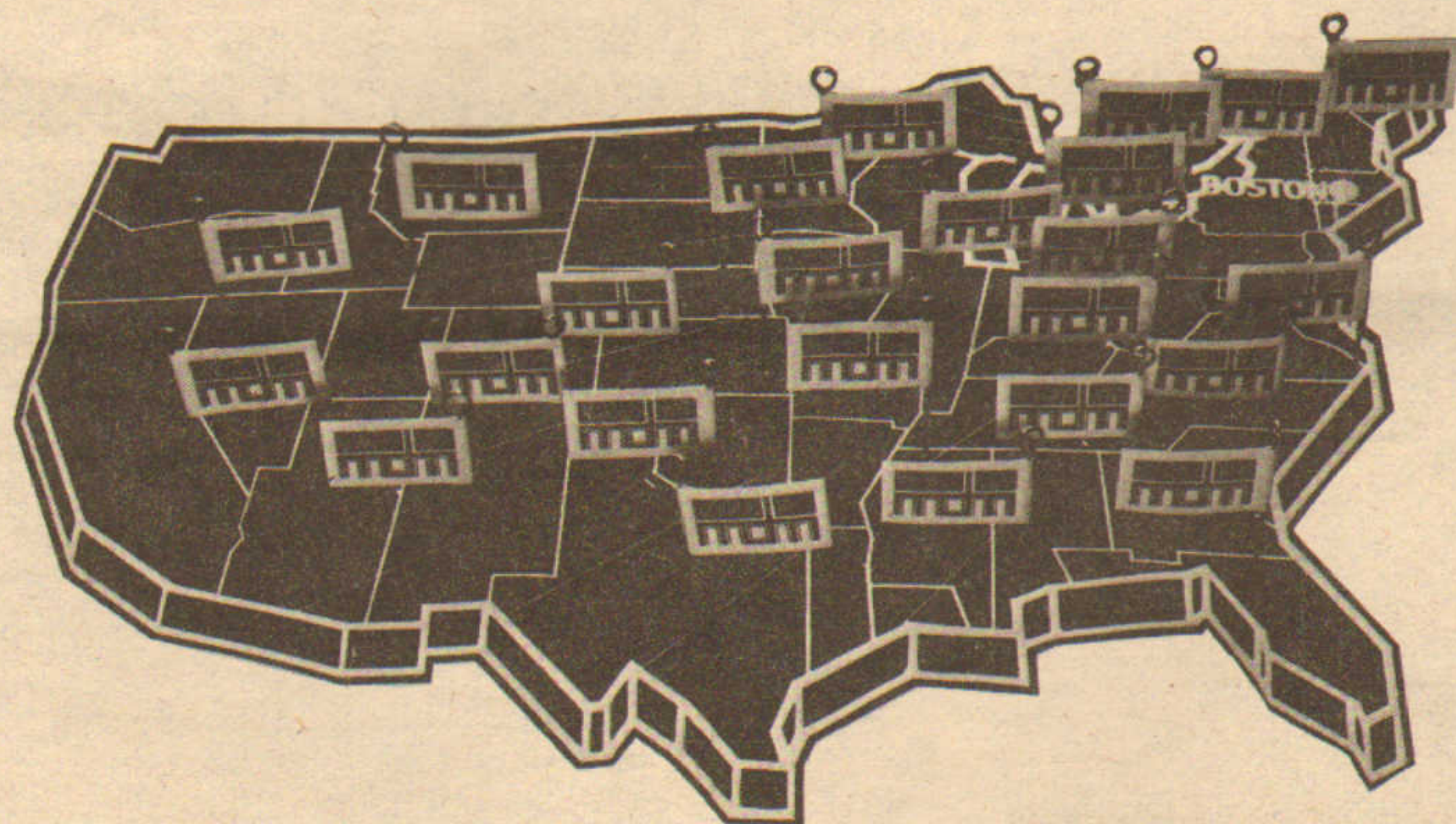
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A series of informative messages about the real estate services we offer ...

REAL ESTATE MANAGEMENT



Size doesn't always indicate success... but to have been involved in real estate management in over 24 major cities during our 200 year history has to say something!

That's right! Minot, DeBlois & Maddison, Inc. is involved with office buildings, industrial parks, shopping centers, warehouses and retail stores right here in Boston and in over 24 cities from coast to coast.

If you're impressed with statistics ... we have them!

Real estate management and administration has been one of the main building blocks of our firm since it was founded in 1782. Ask us and we'll furnish you with an impressive list of over 50 major U.S. corporations that we have served. Our firm and our individual members maintain membership and are active in 25 professional real estate-related professional organizations. We will gladly provide you with our credentials.

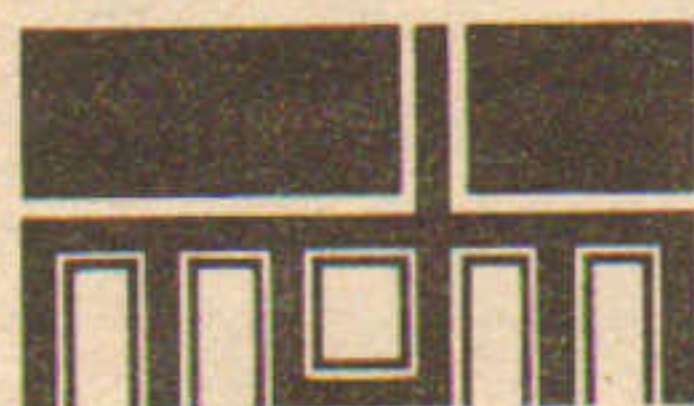
We provide all the diversified services you would ever need!

Here is a partial list of the services we offer: construction supervision, computerized accounting and budgeting; advertising; leasing and lease negotiation; bill paying and rent collection; contracting for goods and services; real estate tax abatement work; governmental regulation compliance; physical plant maintenance and energy analysis; forecasting and management information systems; tenant solicitation; and human relations.

Above all, our aim is to make real estate work!

We want to provide our clients with maximum returns on their property, while preserving the economic life of the asset, and provide relief from daily burdens with sound property management.

Contact us today for a confidential interview.



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Stability and integrity since 1782 ... and more of the same into the '80's.

presenting



Canton Commerce Center

Route 138 (at Dan Road), Canton, Massachusetts

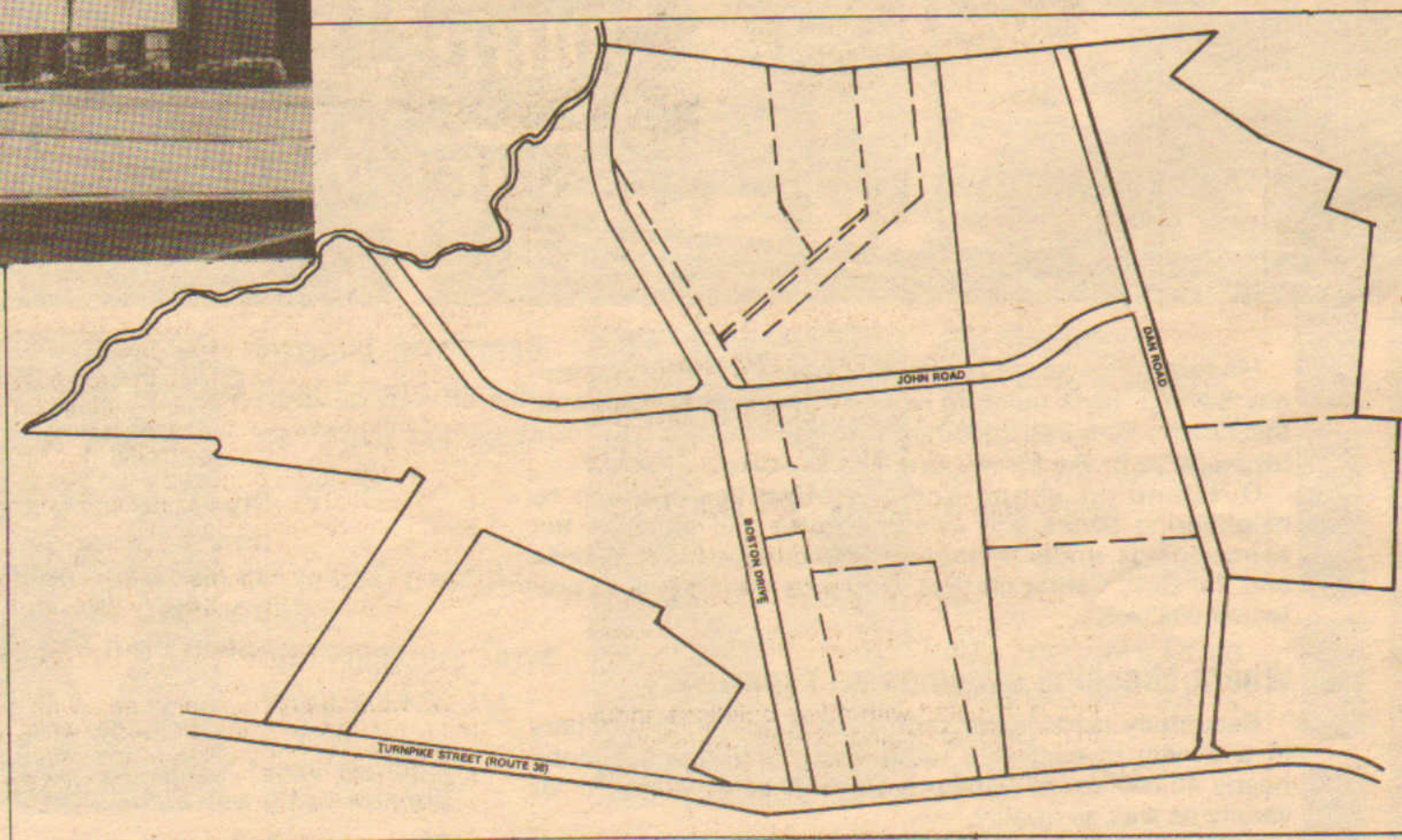
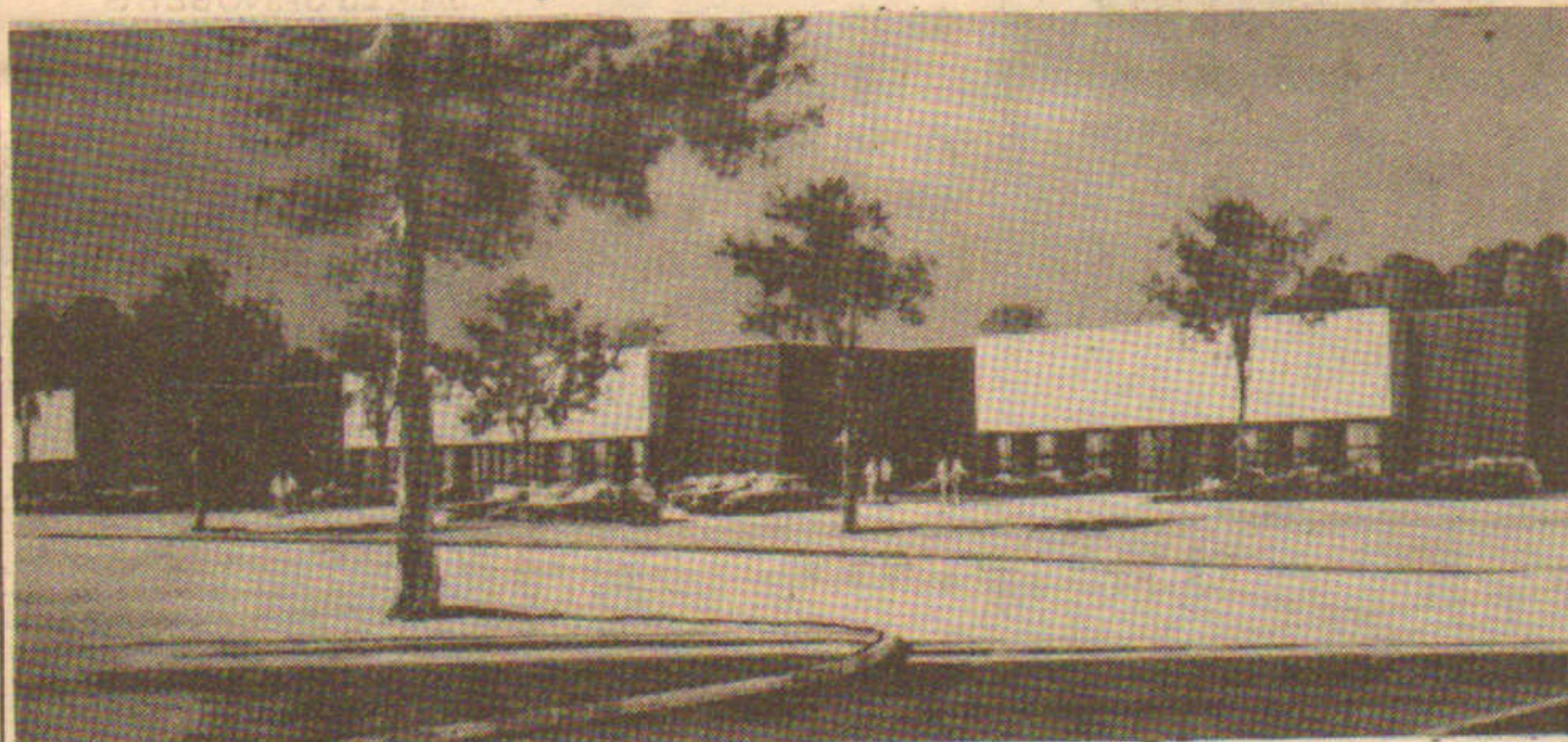
67,200 S/F Available Immediately

A 360 Acre Business Park Zoned Limited Industrial, complete with all municipal services/utilities, over one mile of road, over 60 improved acres ready to go.

We are located 2 miles south of Route 128 next to Morse Shoe headquarters. We are also near Route 1, Route 95, Route 24, and convenient to Routes 90 and 3.

Canton Commerce Center offers build-lease with purchase options, expansion capability and a wooded setting. Complete design/engineering services.

Join: Barrow Assocs., Hills Executive Offices and Sarna Polymer, Inc.

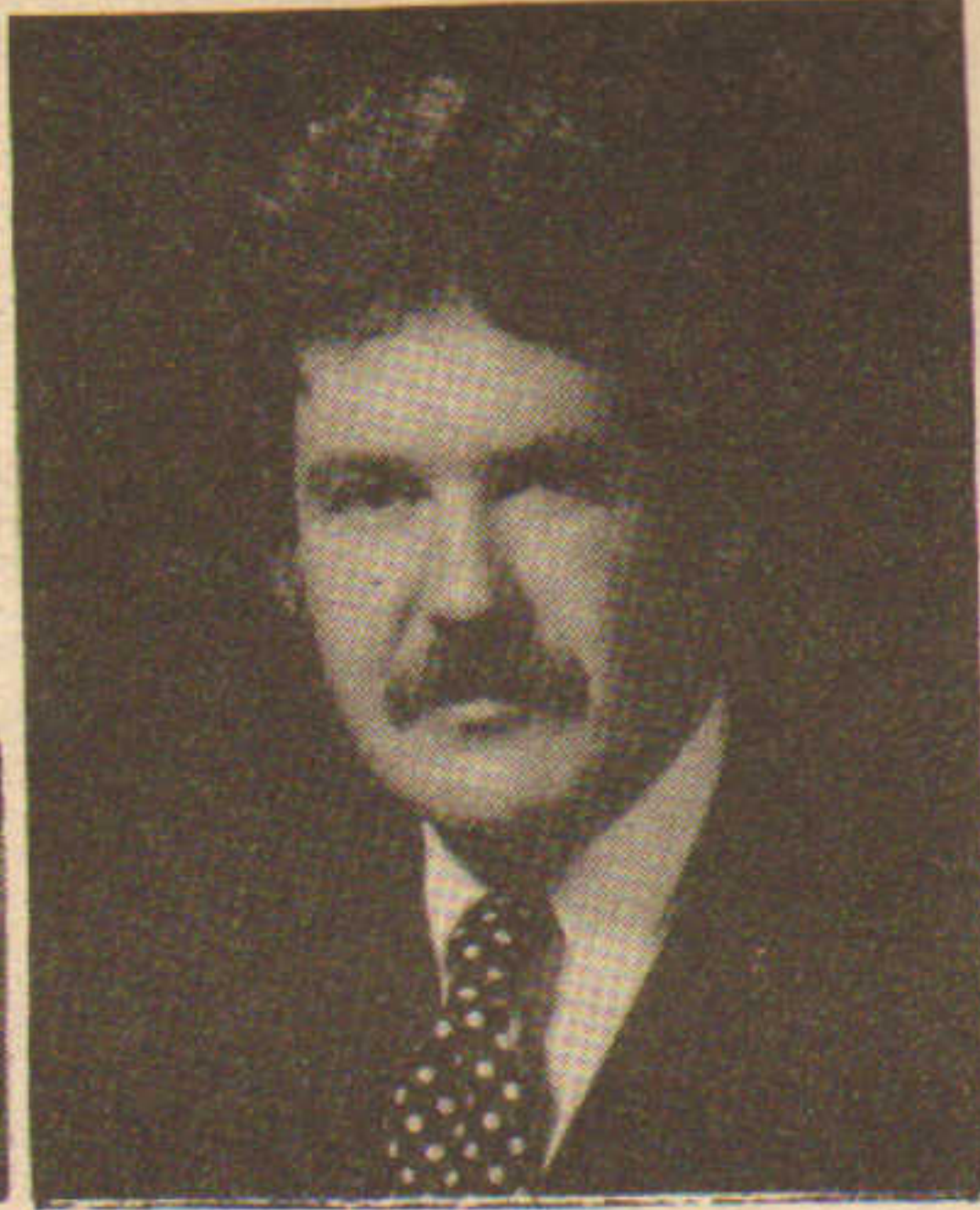


Developer/Owner: Canton Hills Realty Trust/Boston Sand & Gravel Company
Master Planning: Schoenfeld Associates, Boston, Massachusetts
Leasing Agent: R. W. Holmes Realty Co., Inc.

Please call Ed Stevenson
617-848-8444
for additional information



WILLIAM KELLEY
BOSTON



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SAM TAMPOSI
NEW HAMPSHIRE



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KARL NORWOOD
NORWOODS



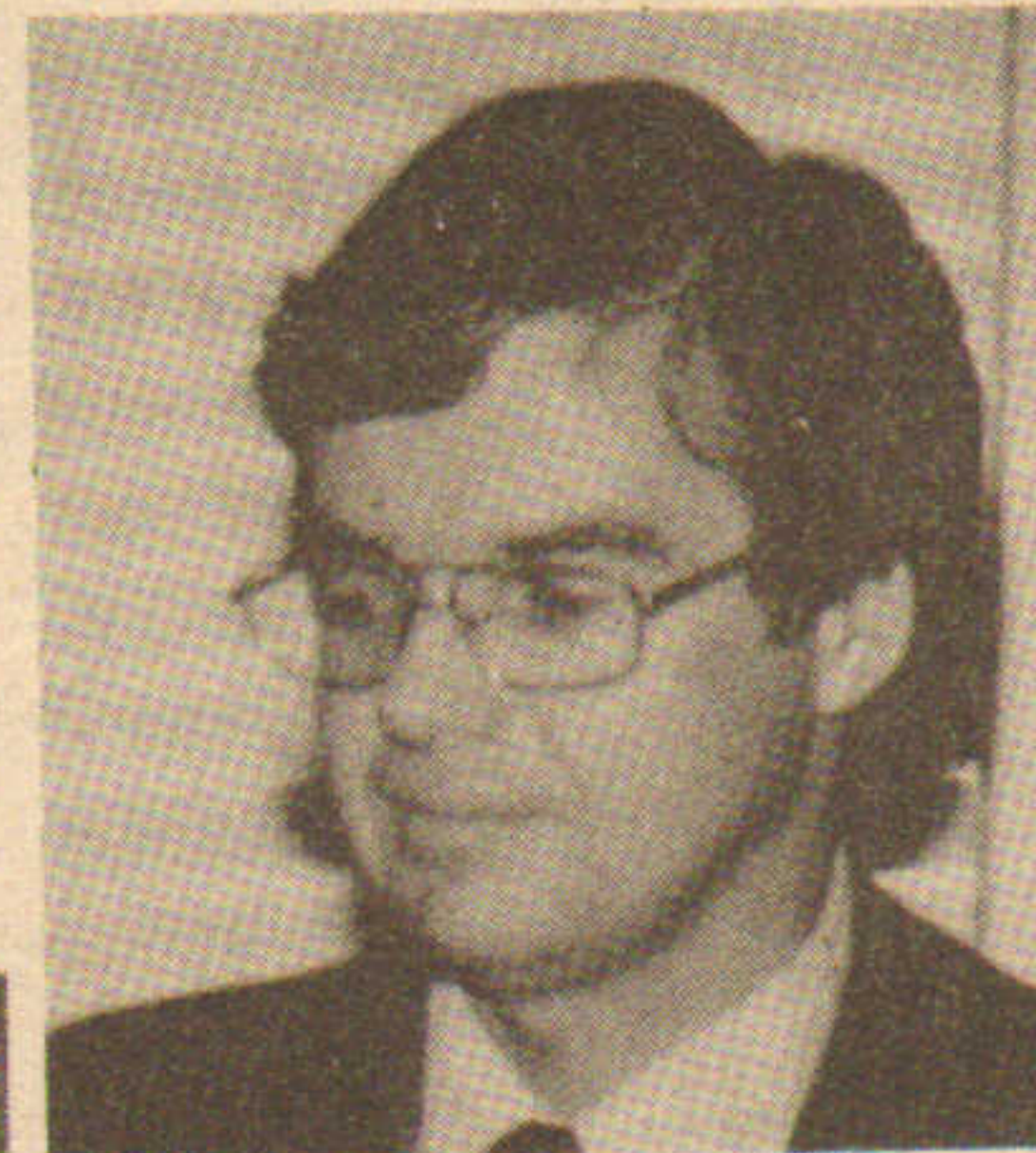
THOMAS PEDULLA
HOWARD JOHNSON



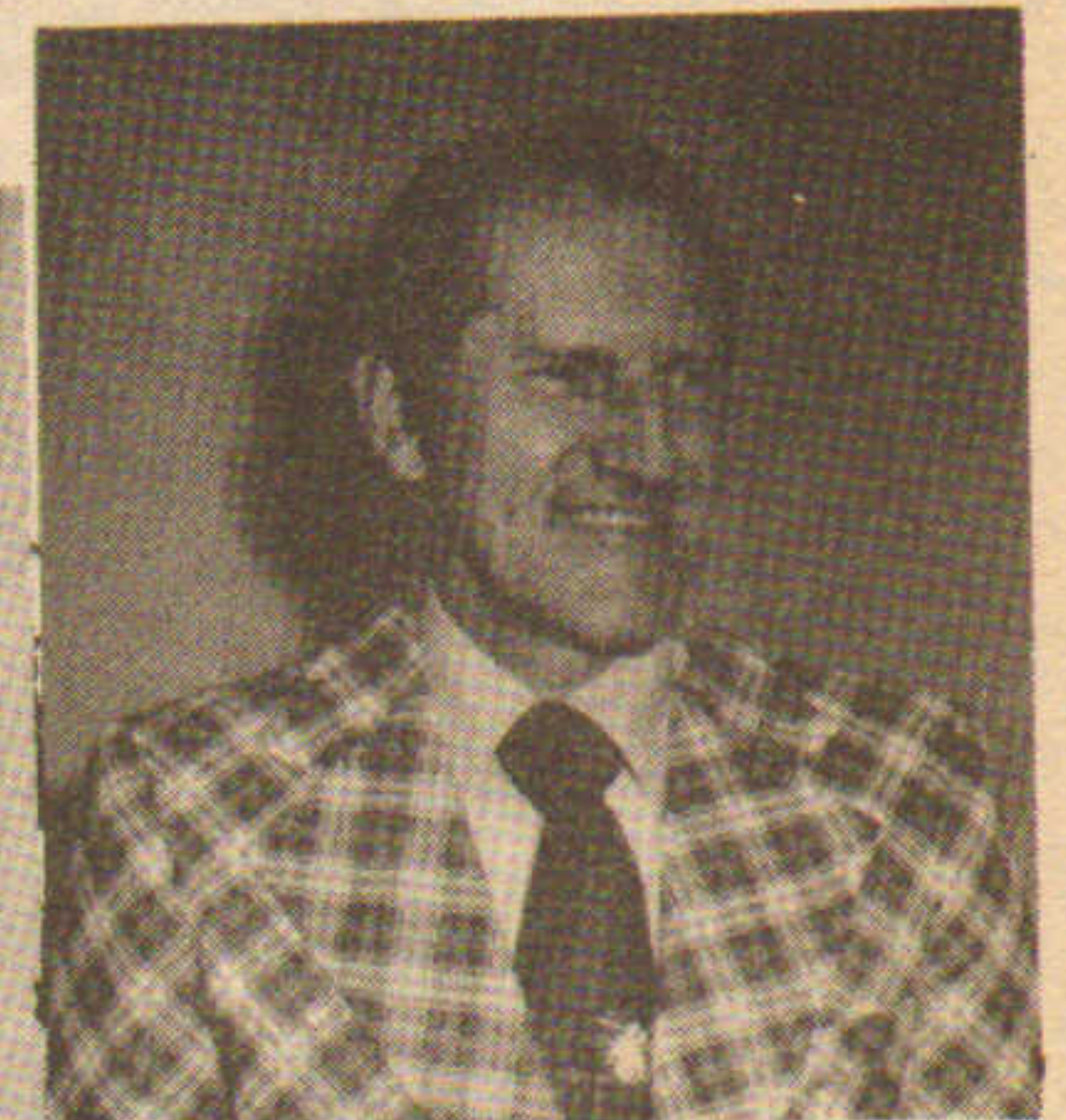
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DADAKIS & COMPANY



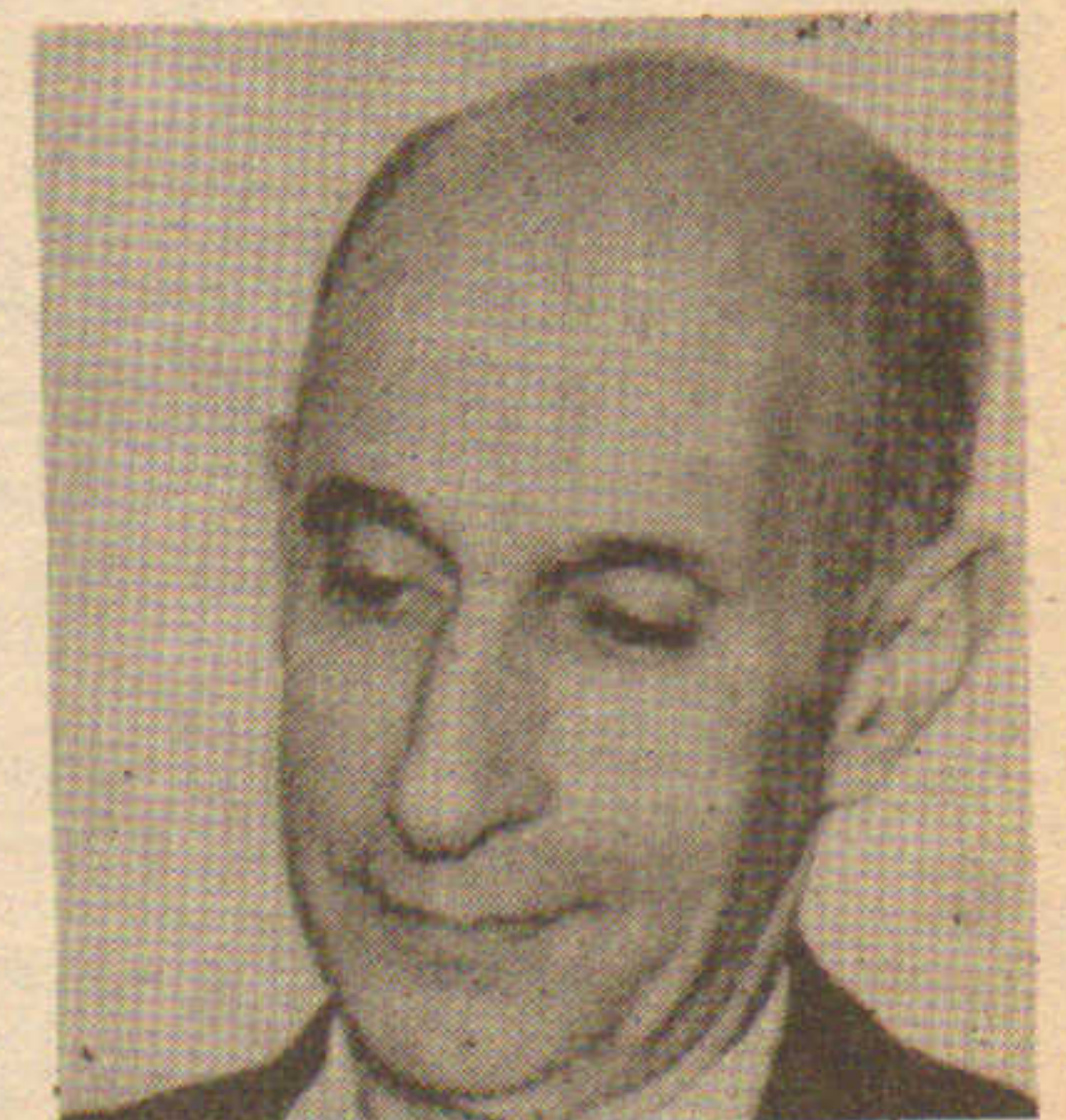
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WHEELER REALTY



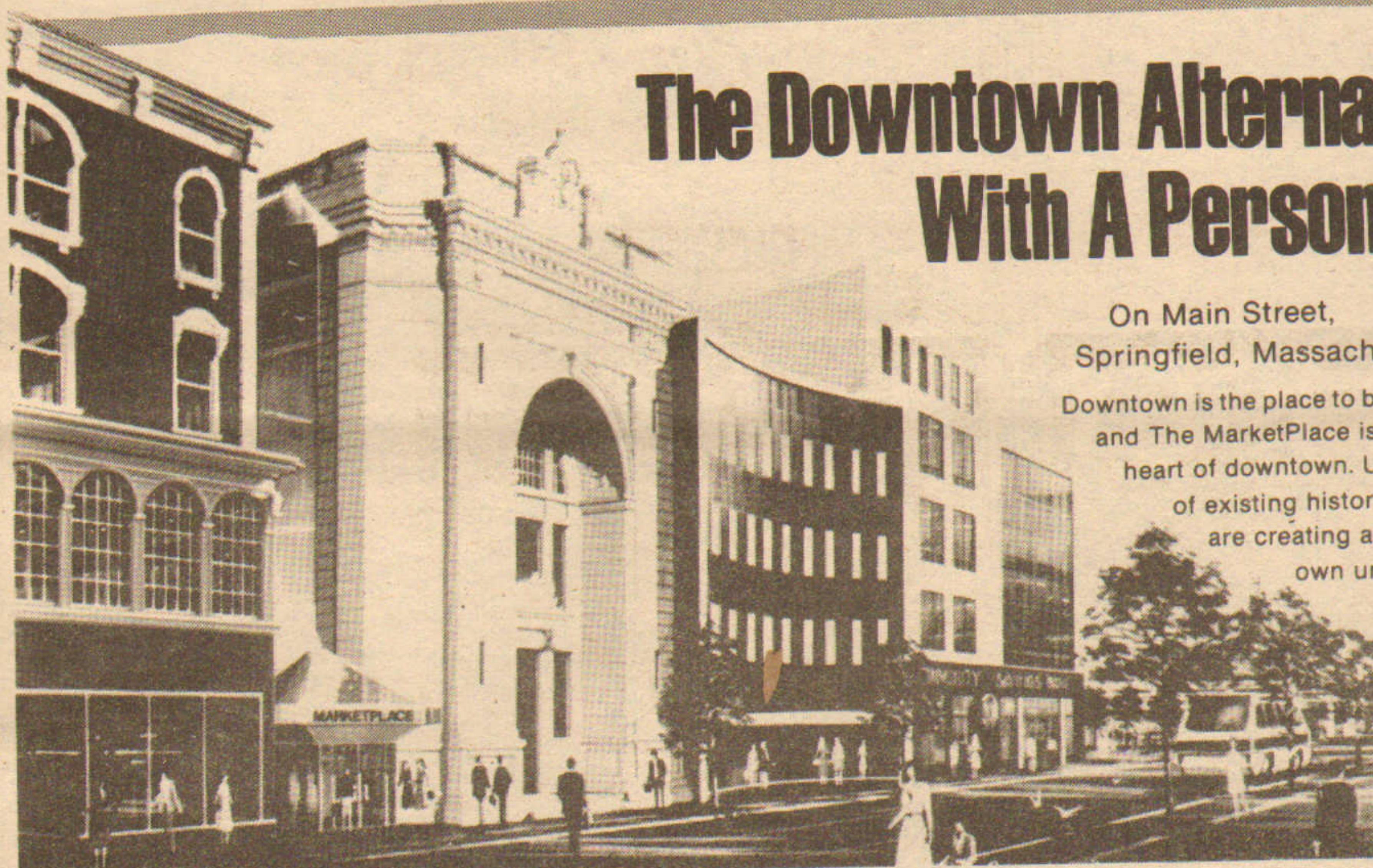
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BANGOR, MAINE



The Downtown Alternative With A Personality!

On Main Street,
Springfield, Massachusetts

Downtown is the place to be in the 80's
and The MarketPlace is right at the
heart of downtown. Using the charm
of existing historic buildings, we
are creating a complex with its
own unique personality.

Modern office space is already available in the Commu-
nity Savings Bank building (which now also encompasses
the former Peerless building). And more space will soon
be available in the former Brigham building.

Outstanding shops and restaurants adjacent to
neighboring banks and existing stores will enhance the
surroundings under a shimmering glass canopy. These
and the Civic Center Garage will all be connected by pro-
tected walkways.

Where shopping becomes an experience

Beautifully landscaped promenades will lead shoppers
to a variety of exclusive retail shops which will occupy
nearly 40,000 sq. ft. Retailers are now being selected for
variety as well as quality.

Dining with an international flavor

A diversified choice of distinctive restaurants will offer
everything from snacks for the busy shopper to complete
and elegant dinners — all with a special MarketPlace flair.

A stimulating business environment

More than 65,000 sq. ft. of office space, (including entire
floors, up to 10,000 sq. ft.), is available at this prestigious
location. Interiors are completely new and spaces can be
designed to suit individual tenants. Rental includes
finished space, and all utilities.

Heritage and Progress

Some of the buildings in the MarketPlace are listed on
the National Register of Historic Buildings. This preserva-
tion and incorporation of the city's architectural heritage
promises to be a highlight in the rebirth of Springfield's
downtown.

Office and Retail Space Now Available

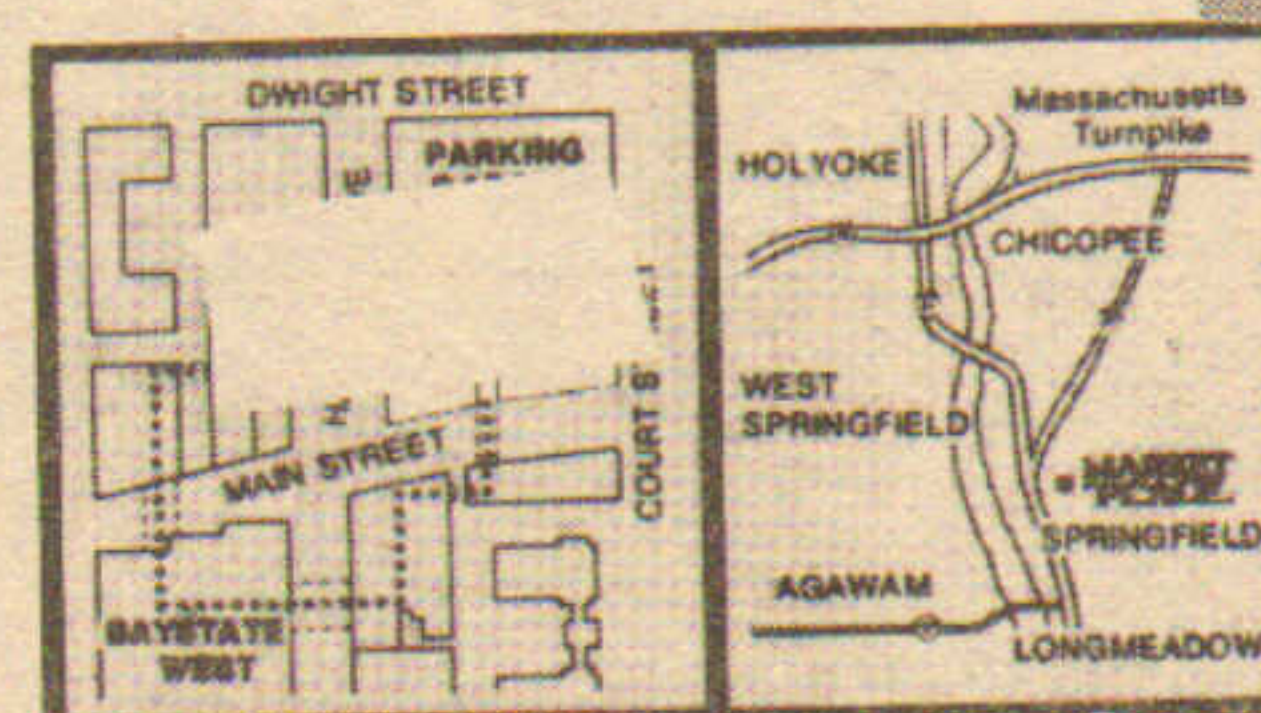
Short or long term leases can
now be arranged. Rates include
all taxes and utilities. Office units
from \$10 per square foot, retail
space from \$13 per square foot.

Inquiries about taking part in this exciting development
are now being accepted.

Please write to:

Jean M. Fontaine
The MarketPlace
66 Industry Avenue
Springfield, MA 01104

Telephone:
(413) 737-5057
(413) 781-2020



CC&F is completing a building-a-month in Mansfield.

Jan. 1981

*Now Available!
60,000 s.f.
dual-occupancy
building.*

Feb. 1981

*Now Available!
23,000 s.f.
single-occupancy
building.*

Mar. 1981

*Now Available!
77,000 s.f.
dual-occupancy
building.*

Apr. 1981

*Now Available!
205,000 s.f.
multiple-occupancy
building.*

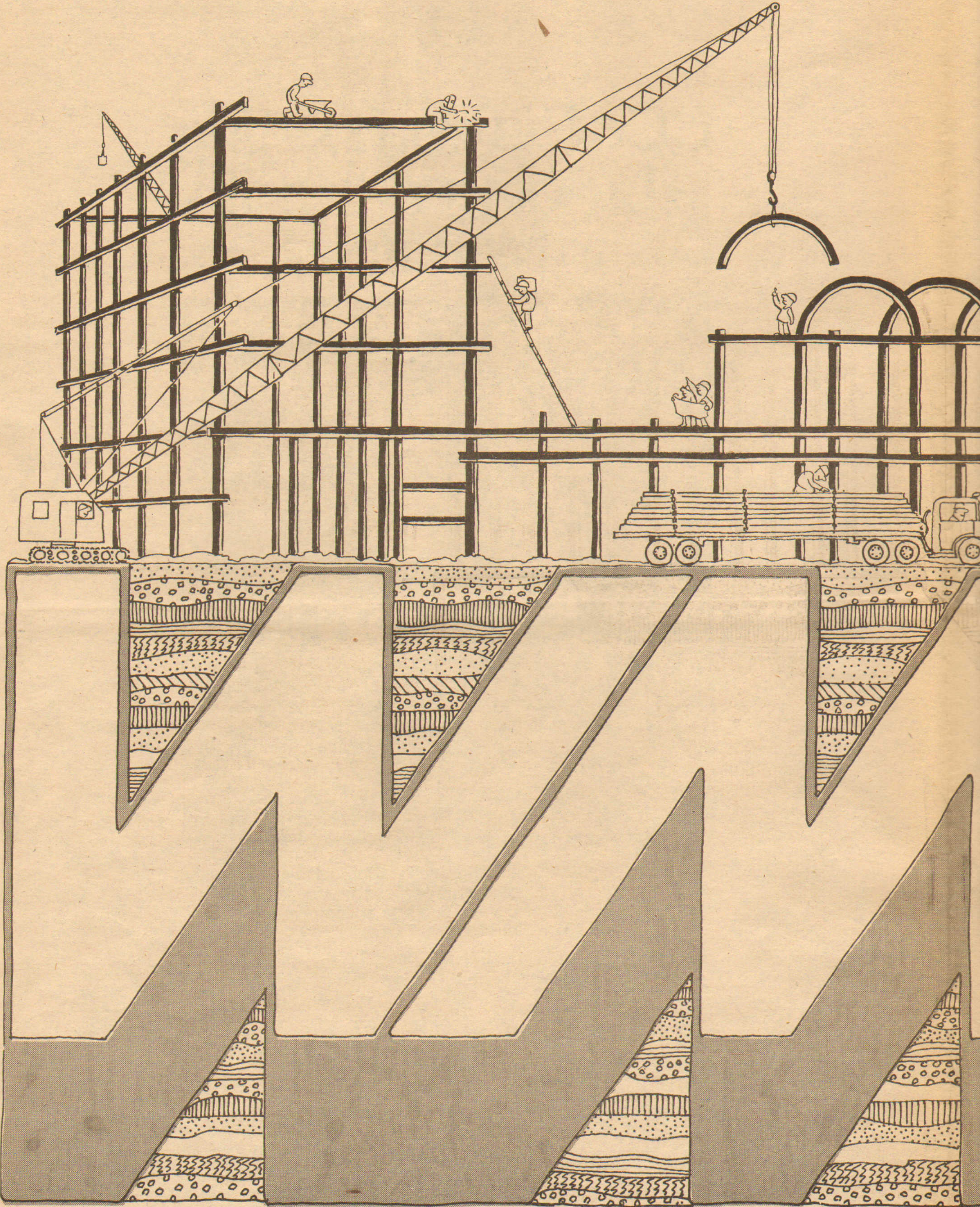
These four new, quality buildings are ideal for light manufacturing, distribution and attendant office use. They are located in the 800-acre Interstate 95 Industrial Center at 495 in Mansfield and Foxborough.

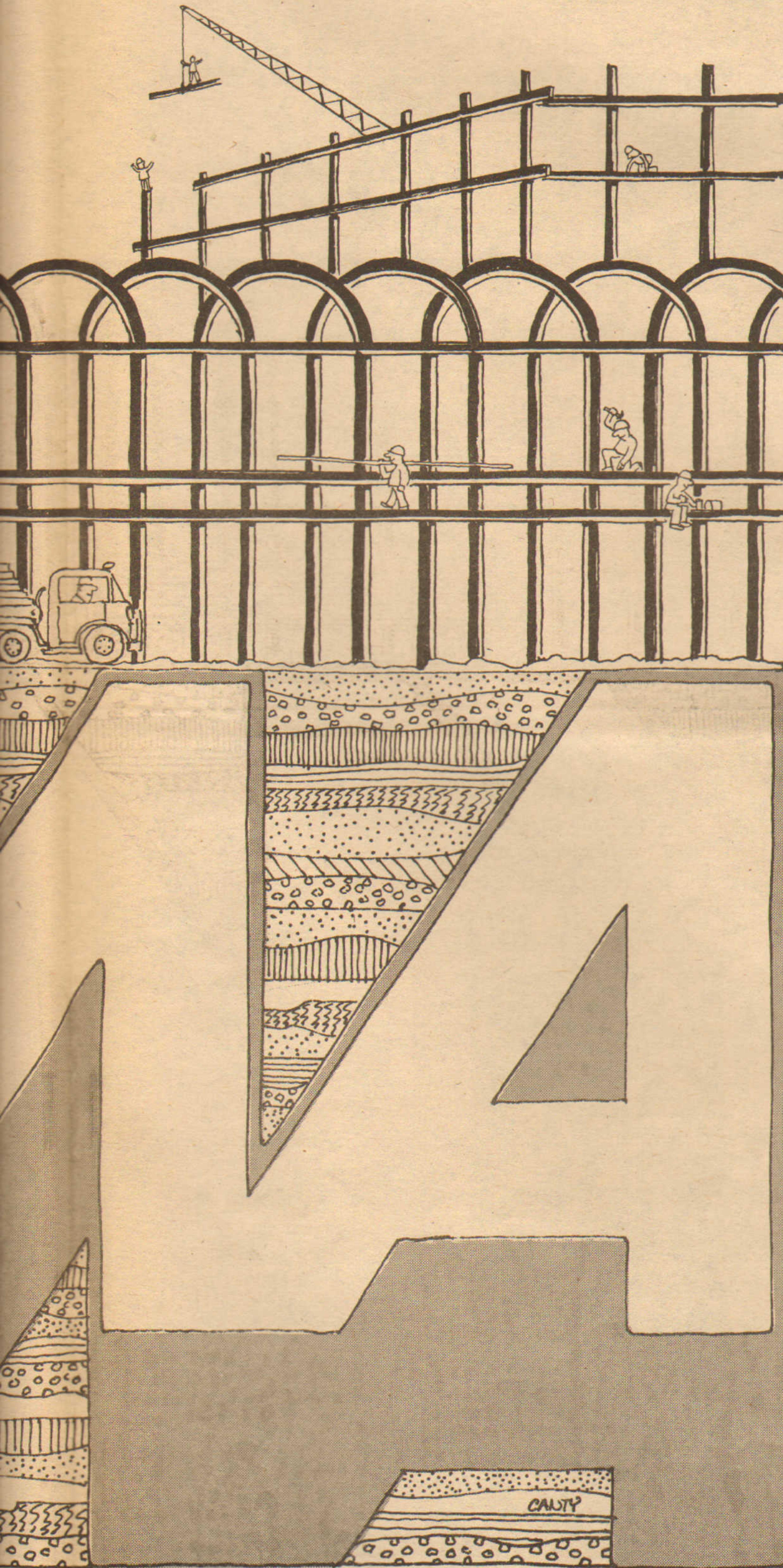
For complete information, call or write the New England Industrial Division of Cabot, Cabot & Forbes.



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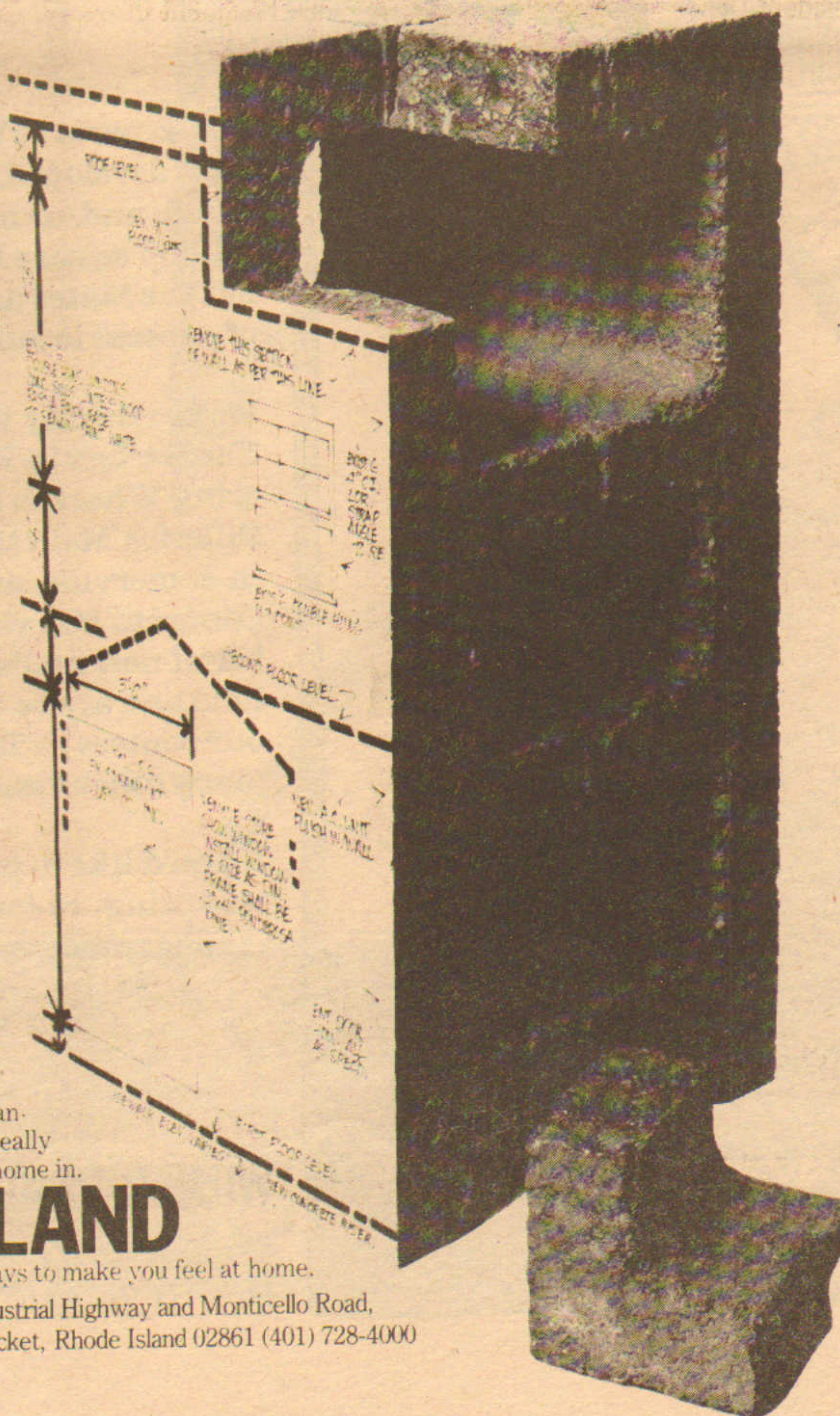
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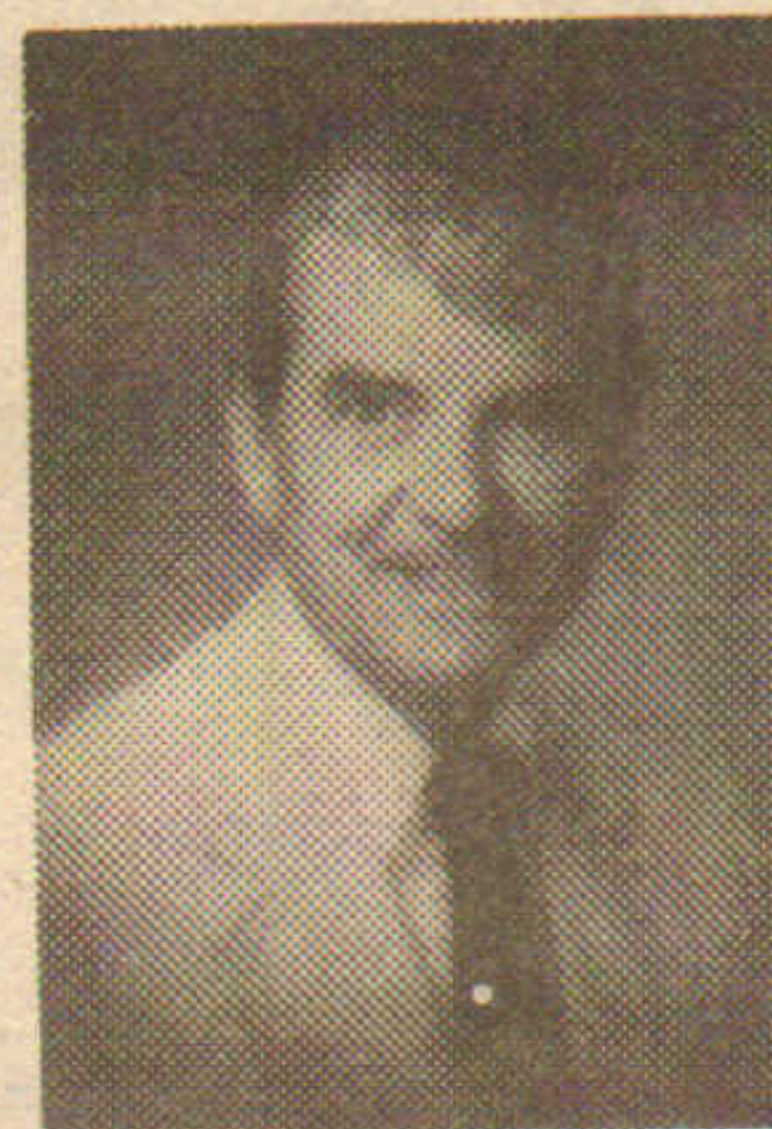
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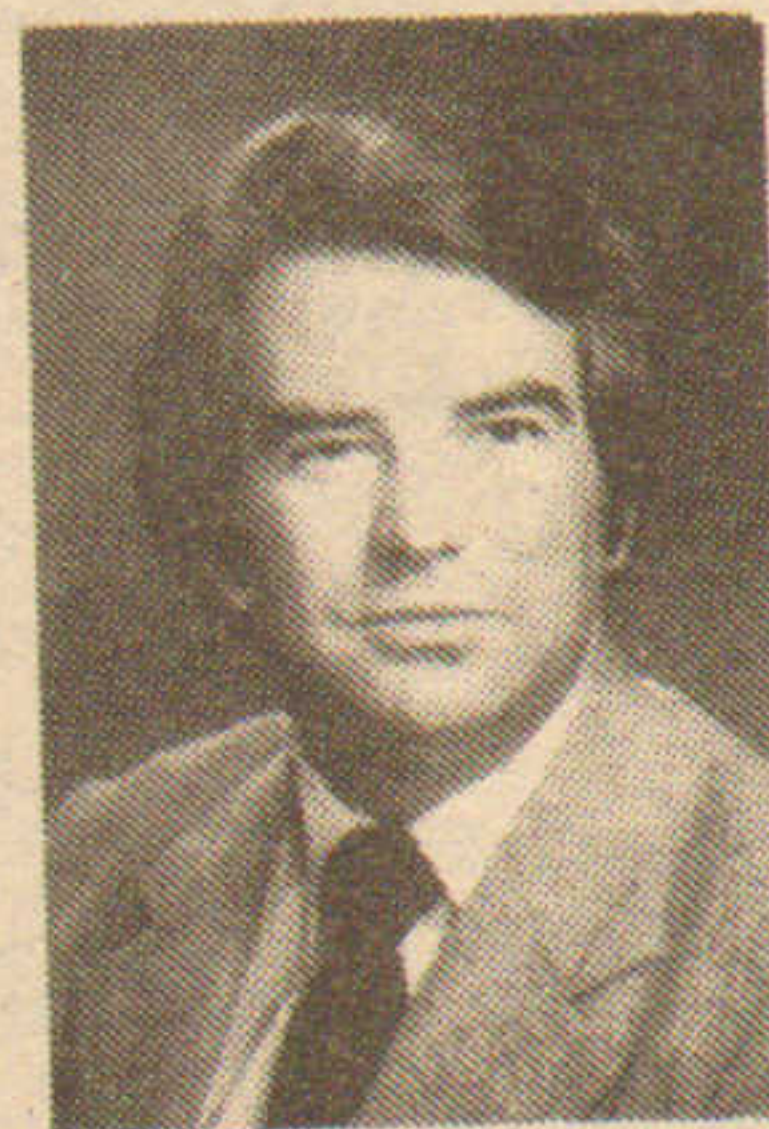
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DECEMBER

Bronson-Hutensky Cos. to develop North River Plaza in Pembroke, Mass.; Caldor, Stop & Shop to anchor 205,000 s/f site.

Henriette McNiff of Ryan, Elliott & Co. handles \$1.5 million industrial revenue bond financing for 83,000 s/f purchase.

Boston Properties tops off 13 story \$20 million 250,000 s/f first building in Cambridge [Mass.] Center.

Marini Co. starts 24,000 s/f office and R&D site at Aquidneck Industrial Park in Newport, R.I.; Ryan, Elliot & Co. to lease.

Charles Kenny of C.W. Whittier & Bro. sells North Reading, Mass., site for 70,000 s/f building; Shawmut County Bank seller.

James Killalea of Street Assoc. & Peter Colgan of Hunneman & Co. handle \$265,000 sale of 10,000 s/f Boston building.

Brad Tighe brokers \$150,000 Brockton, Mass., land sale for Campanelli Inc. to Newport Creamery for 3,000 s/f restaurant.

Brad Jenkins of Codman Co. sells \$1.9 million 60,000 s/f Brockton industrial building to the Foxboro Company.

Richard Bray, formerly a Uniroyal official, buys its property in Holyoke, Mass.; plans warehousing and leasing of 309,000 s/f.

Harold Sadowsky of Bob & Lee Mathieu uses Journal ad to help sell 10,000 s/f Worcester bowling alley to Skyline Skating Center.

Arthur Gutierrez, Helen & George Sellow start 400,000 s/f \$16 million Natick Executive Park; Jim Gorman of R. W. Holmes broker.

BayBank Middlesex adds 83,500 s/f for offices and garage at New England Executive Park main site in Burlington, Mass.

Starrett Housing converts former Taft Hotel, New Haven, Conn., to 195 apartments, stores, offices in \$7 million rehab project.

Travelers Ins. first tenant in Southington Executive Park, Conn.; leases 7,500 s/f in 70,000 s/f building from Merv Blank.

Gelardin/Bruner/Cott begins rehab of former American Woolen Mill in Winooski, Vt.; \$6.7 million investment.

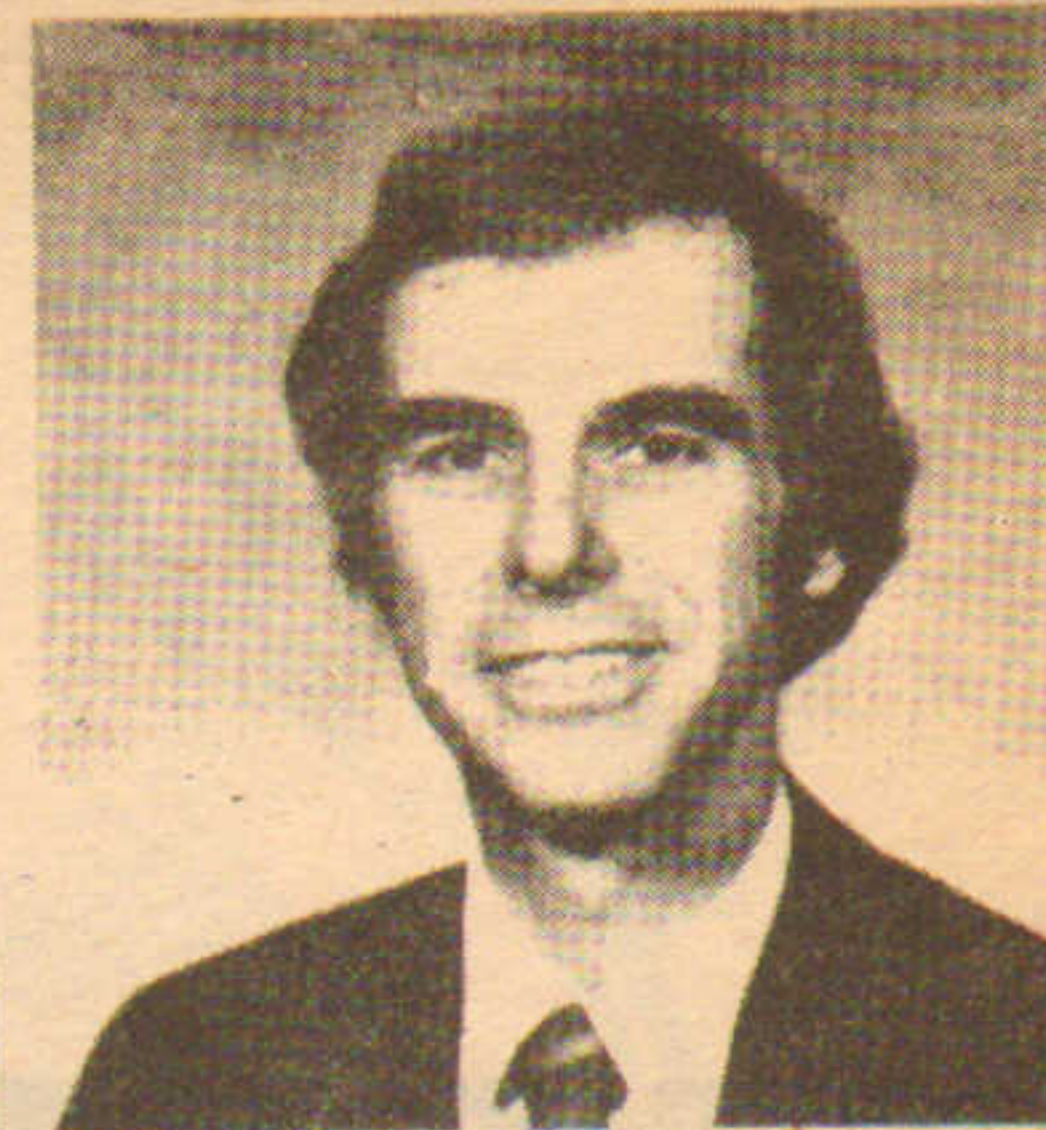
Spectrum Financial arranges \$17.15 million loan package for 320,000 s/f site for C & S Wholesale Grocery in Brattleboro, Vt.



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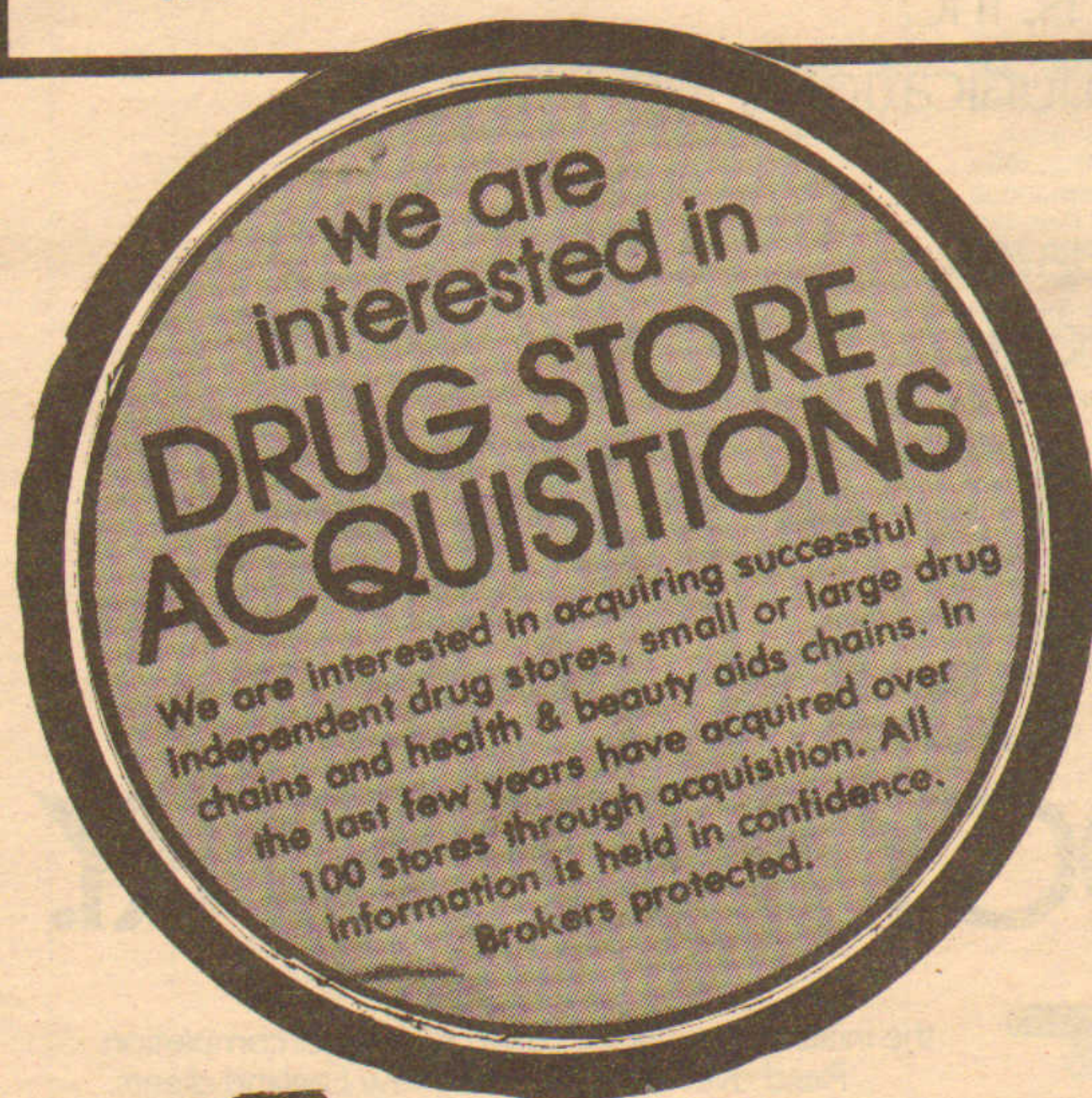
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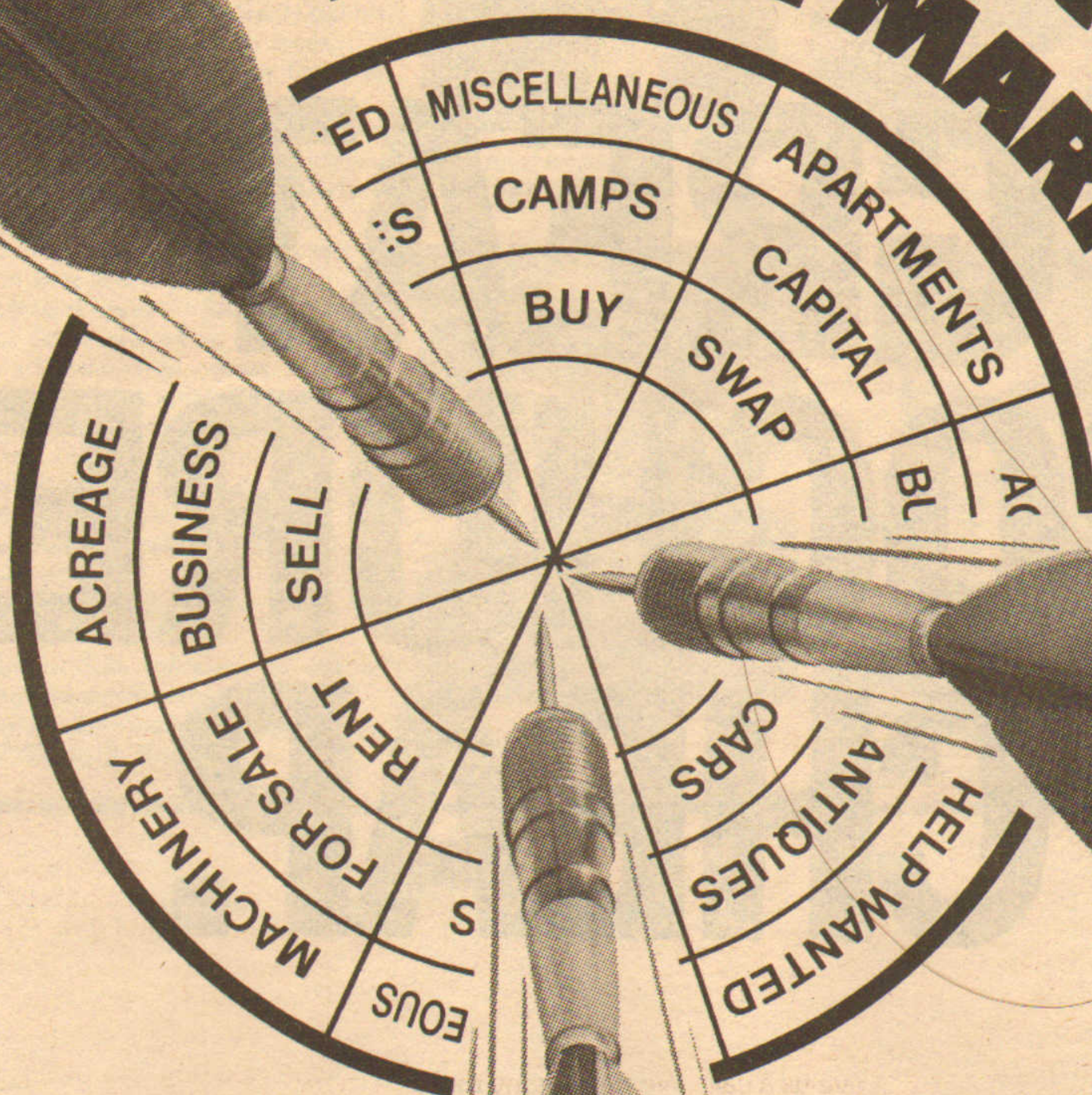
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LEASING VS BUYING.

When you buy your office furniture, one of two things happen: you are required to pay a large amount of cash that might be spent more wisely or just kept in the company to maintain a good cash flow situation, or you finance it on monthly payments (take a look at how much extra that costs you).

When you lease, you spread payments out over a period of time. And you can lease to fit your budget. There's no interest. There's no maintenance expenses. Your money isn't tied up in ownership.

You can tailor your furniture to the needs of your work force; add or delete items as your business needs change. We offer a tremendous selection of office furniture (for budget or prestigious offices) for reception areas, private offices and general office areas with no heavy capital investment.

Did you know that leasing office furniture is a legitimate 100% tax write-off, too?

WHY PUTNAM FURNITURE LEASING?

1. We probably have the largest selection of office furniture for lease in the whole New England area.
2. Our giant showrooms make it easy to select the items that best fit your taste as well as your needs.
3. We can lease furniture for a one-person office or a 500-person office, and all the numbers in between.
4. And you can have an entire office overnight in most cases.
5. We will set up your office as well as deliver it.
6. Putnam is operated by the Barron family who have over 41 years of experience in the furniture leasing business. They put their knowledge and expertise at your disposal, whether it be selection, concept, picking of the right lease or planning the timing of delivery.

The Barrons stand behind Quality Service, and Quality Service means: **COURTESY AND WARMTH** from our sales staff.

SPEEDY DELIVERY from our truckmen and cooperation in setting up your furniture.

PROMPT ATTENTION to any problems or questions a customer might have.

IDEAS FOR THE LEASOR OF COMMERCIAL REAL ESTATE.

A furnished office might help space that's tough to rent or a furniture lease plan might help to close the long-term lease.

THE SELLING OF THE CONDO OFFICE

Will the offices sell better with a leased furniture option — you bet they will.

Give us a call. We have many more ideas to help you at a time when you need everything working for you.

THE BIG GUYS LEASE, THAT SHOULD TELL YOU SOMETHING.

Our satisfied customers are from one-person firms to Fortune 500 companies. They can buy or lease from anyone, anywhere, but they choose to lease from Putnam. It's not an accident. It's just smart business. When it comes to office furniture leasing there is no better name than Putnam.

We're proud of that.

WE'RE ALSO THE OLDEST AND LARGEST FIRM IN NEW ENGLAND FOR LEASING HOUSEHOLD FURNITURE.

At Putnam, our 41 years of experience is not just in office furniture. Carl is an honorary lifetime director of the Rental Housing Association of the Greater Boston real Estate board. This has given him great insight into people's problems when looking for housing. And Ruth, along with her many years of experience dealing with customers, is an interior decorator of some note. Add this to her easy-going manner, and you have a very nice person to work with when you're setting up your new home.

Leasing furniture for your house or apartment makes a lot of sense for many reasons, one being that you can have a house full of furniture of your choice as quickly as 24 hours. Truly, an instant home. and when you move, (no matter how far), there's no furniture to move.

Putnam Furniture Leasing is the largest company of its kind in the Northeast. Our size gives us tremendous buying power which is reflected in our prices as well as great selection.

So, you're bound to find something you like for your home, at the budget you can afford, without getting rid of all your cash.



THE BARRONS

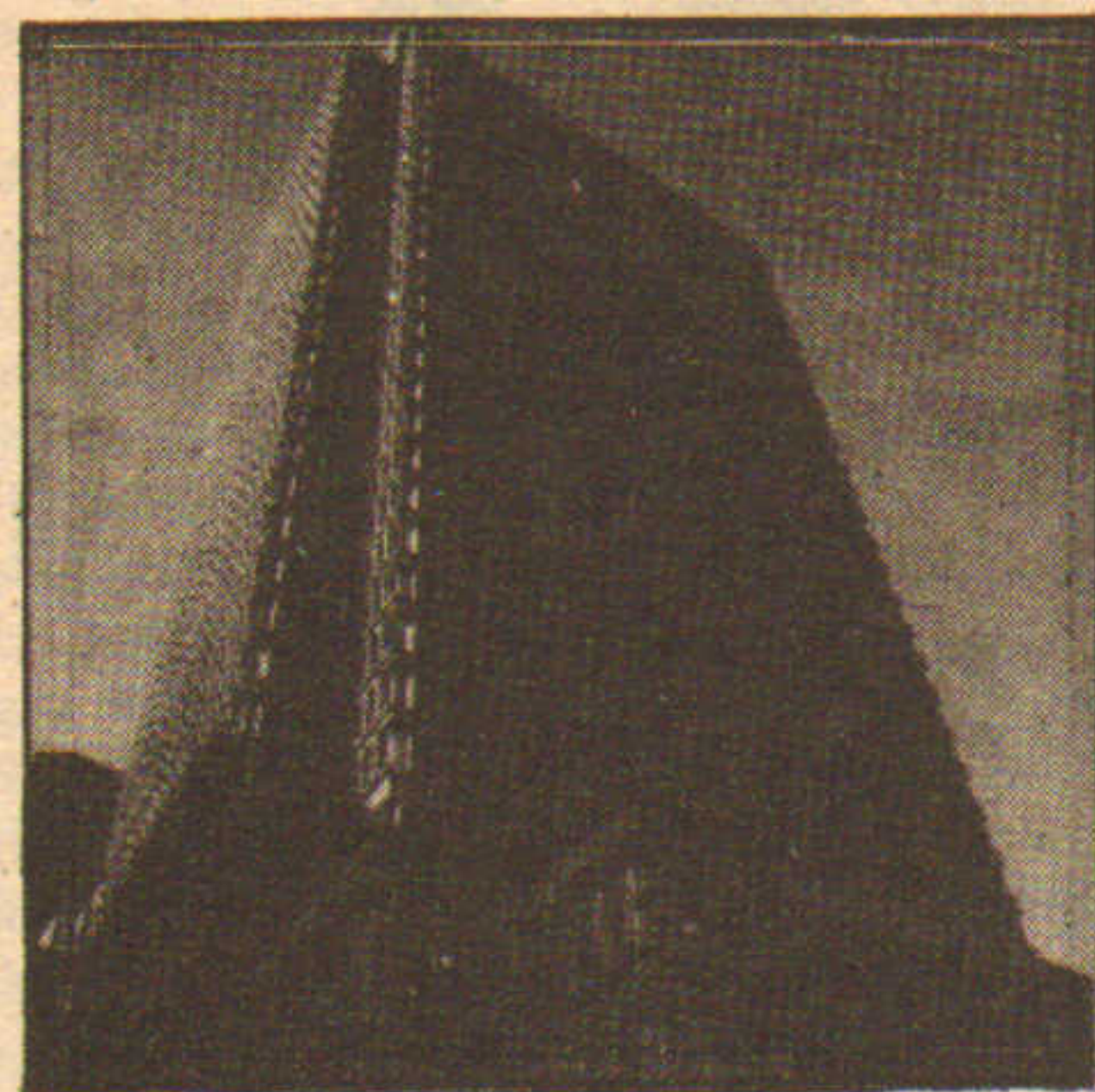
"All of our staff are ready, willing and able to provide good furniture, excellent service, and courtesy — at all times.

We all look forward to being given the opportunity to be of service to you to fulfill your furniture needs."

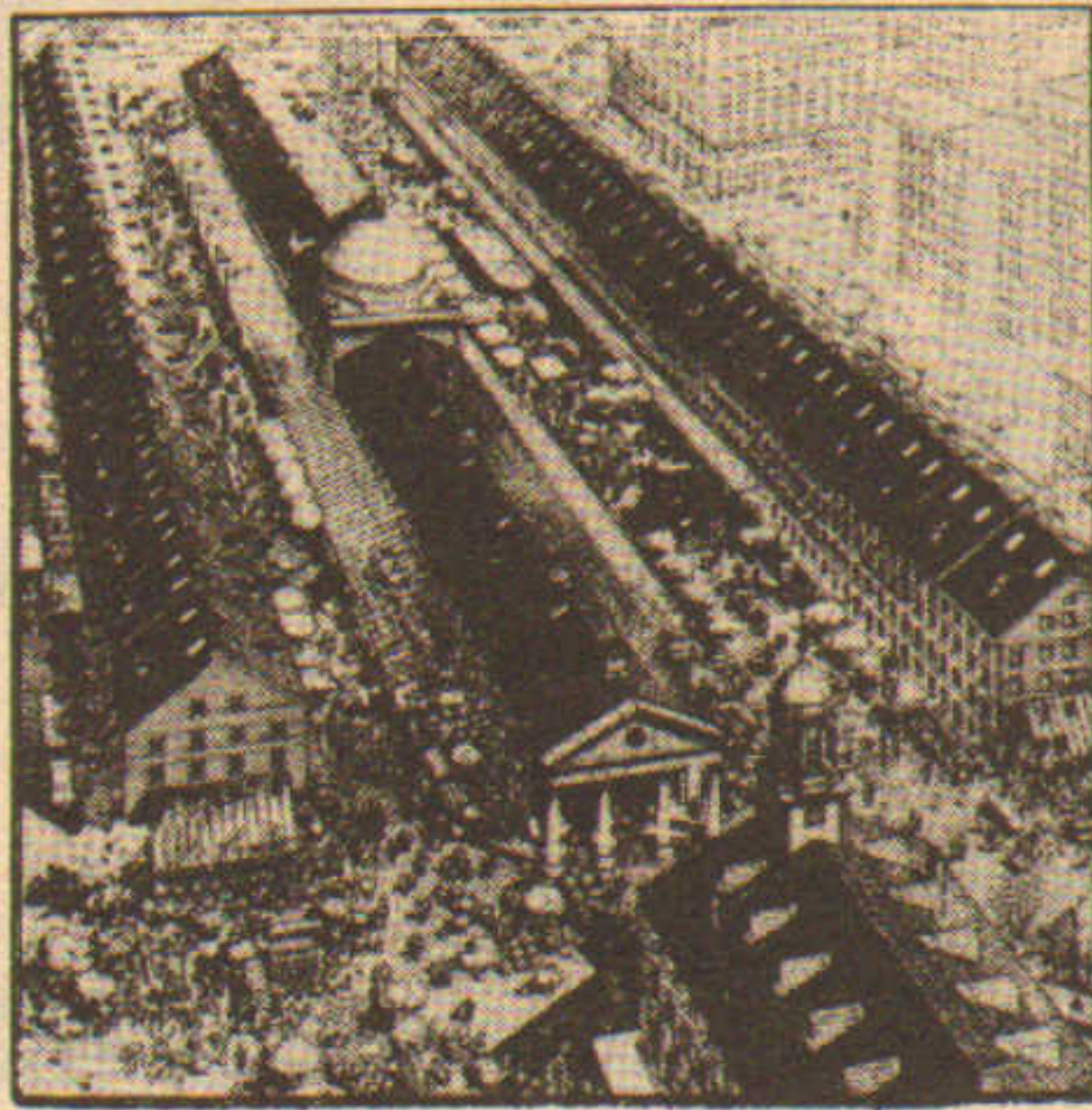
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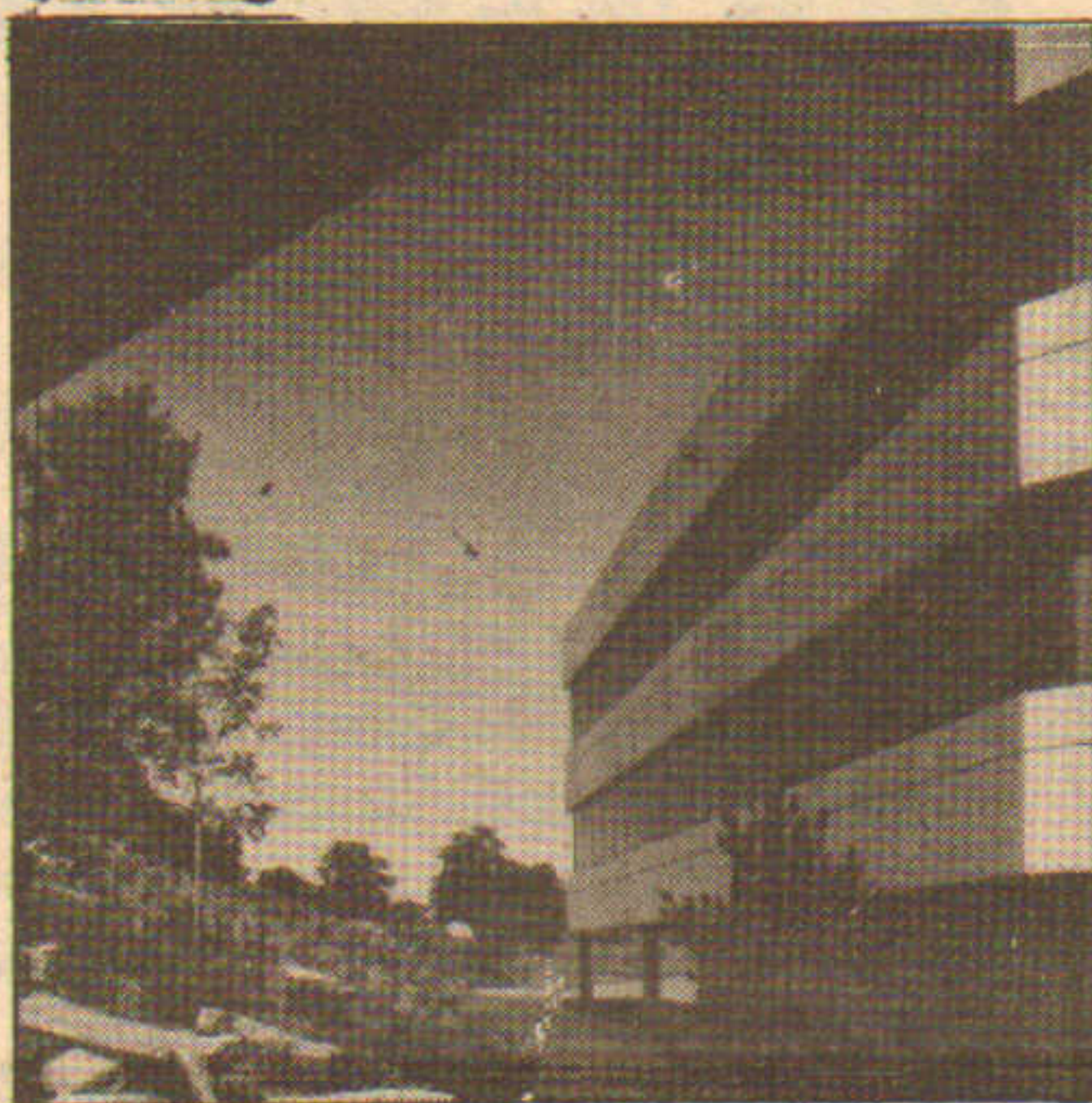
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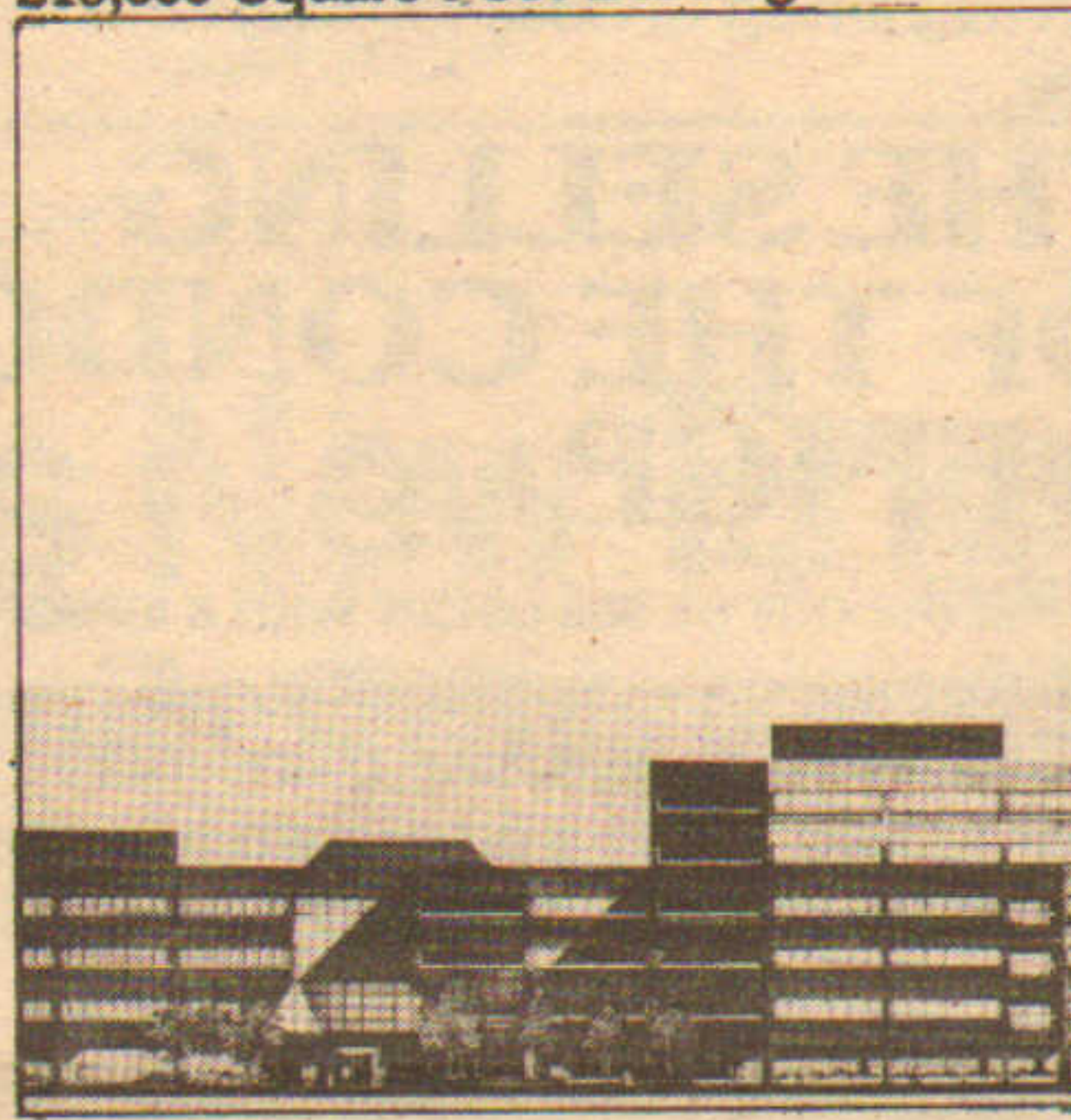
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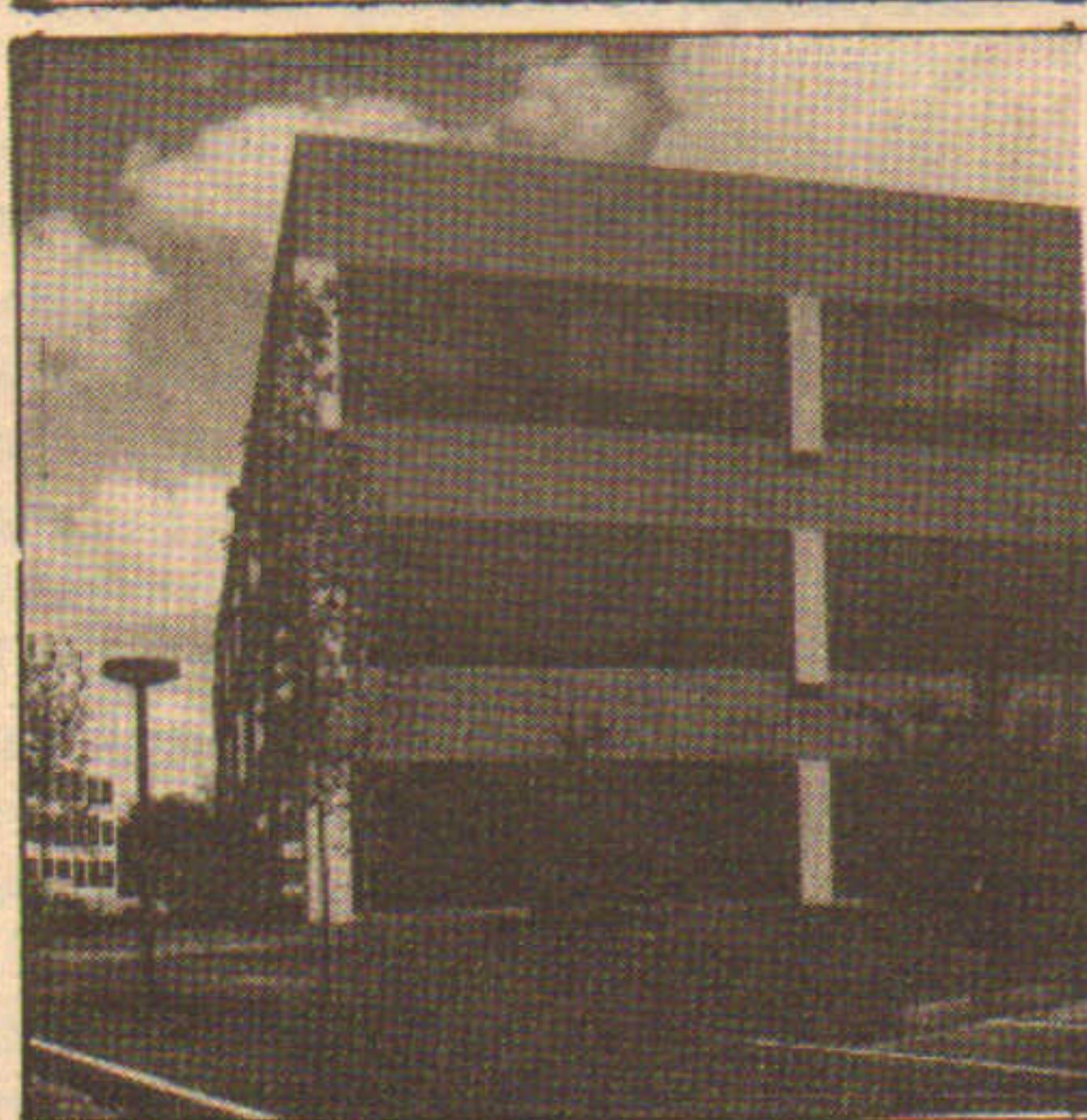
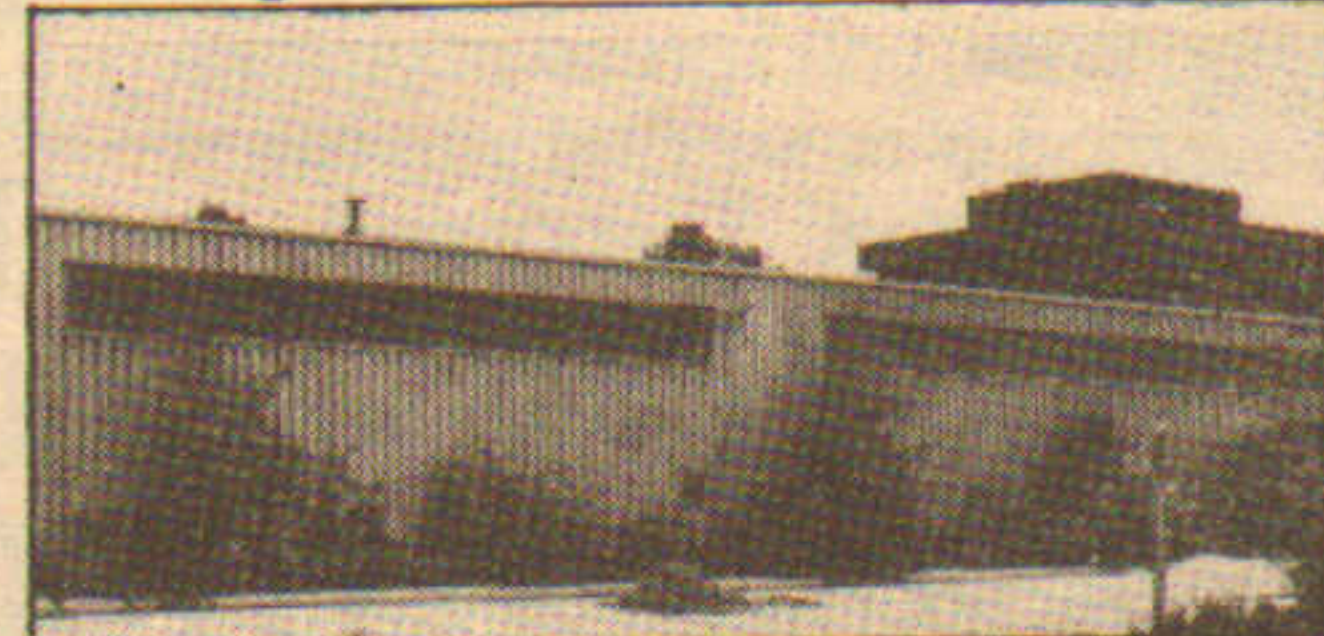
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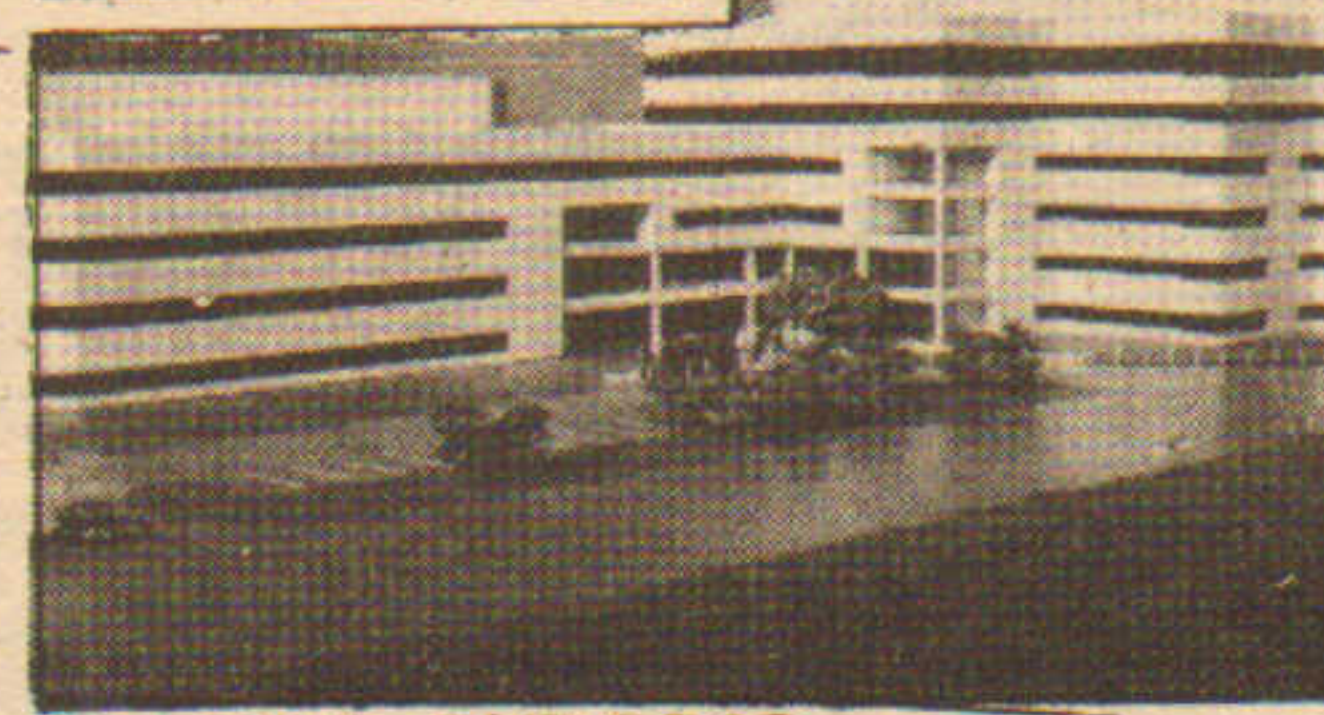
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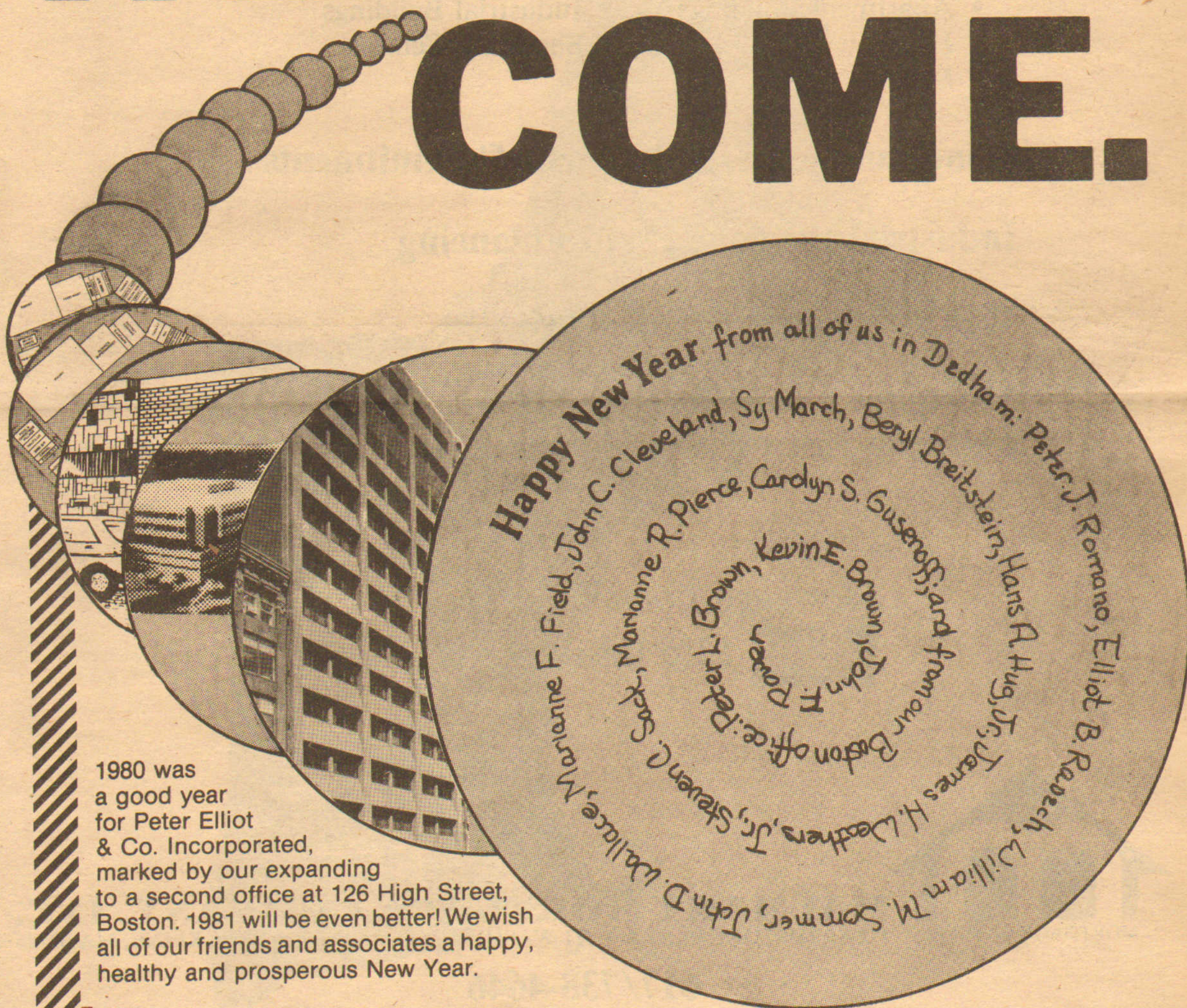


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