New England Real Estate Journal

december 31, 1982 supplement of the new england real estate journal 48 pages

Massachusetts International Southeastern Mass. Multi-Family Housing Greater Boston New Hampshire Maine Rhode Island Connecticut Vermont

1982 Real Estate In Review

and those who made it happen!

Sincere Thanks to "the company we keep" for making 1982 our best year ever

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McDonald's
Burger King
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Papa Gino's
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Mobil
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2,431,200 Square Feet

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EXECUTIVE PARK
Burlington, Massachusetts

ROCKLEDGE EXECUTIVE PLAZA
Bethesda, Maryland

HAMPSHIRE PLAZA
Manchester, New Hampshire

SHADY GROVE
EXECUTIVE CENTER
Rockville, Maryland

Joint Developments with

New England Life

The undersigned is the Developer, General Contractor, Property Manager and Exclusive Leasing Agent for the above properties.

Spaulding&Slye

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New England Executive Park, Burlington, MA 01803 617-523-8000
Birmingham, AL/Boston, MA/Charlotte, NC/Manchester, NH/Oklahoma City, OK/Washington, DC

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216,931 Square Feet

IBM®

Long-Term Leases at

NEW ENGLAND
EXECUTIVE PARK
Burlington, Massachusetts

ROCKLEDGE
EXECUTIVE PLAZA
Bethesda, Maryland

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300,000 Square Feet

digital
EQUIPMENT
CORPORATION

A $20 million customer service and sales facility situated on 80 acres. Off Route 117 in Stow, Massachusetts.

The undersigned acted as General Contractor for the above property.

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1,580,521 Square Feet

TECHNOLOGY SQUARE
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PROSPERITY BUSINESS
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Fairfax, Virginia

MONTGOMERY
EXECUTIVE CENTRE
Gaithersburg, Maryland

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The undersigned is the Property Manager for the above properties.

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Birmingham, AL/Boston, MA/Charlotte, NC/Manchester, NH/Oklahoma City, OK/Washington, DC

JANUARY

Leggat McCall & Warner leases 70,500 s/f at Quincy [Mass.] Center Plaza for Campanelli Ind. to Mass. Dept. of Education.

Thomas Flatley names 163,000 s/f offices at Braintree Hill Park William G. Brooks Bldg.; honors long time I.D.C. chairman.

Georgie Sanders of Ryan, Elliott & Co. leases 32,000 s/f at Berkeley Pl. [Boston] to Mass. Higher Educ. Assist. for Salada Assoc.

James Sandberg handles sale of 65,000 s/f plant at Avon Industrial Park (Mass.) to Century Sportswear; $2 million project.

Cliff Hurley & Bruce Grean of Norwood Group, Sargent Nichols lease 16,500 s/f in Peabody, Mass. for Stan Bradford at Northway Pk.

Elliot Ravech & Sy March of Peter Elliot & Co. lease 3,000 s/f at Langley Pl., Newton to Home Owners Federal with Richard Sternberg.

BMFC places $5.5 million financing for 140 bed Boston nursing home; North End. Comm. Health developer; Sidney Const. contractor.

$1.15 million BayBank Middlesex loan to Richard Martin and Richard Gourdeau for 18 townhouse condominiums in Beverly, Mass.

Susan Allen of Star Realty brokers sale of Boston offices and diner for Adams Realty & Michael Plakas to Harold Brown; $645,000.

Motel Consultants of Cape Cod brokers $350,000 Dennis sale of Barnacle Motel for Joseph Skelly to Thomas Gallagher; 35 units.

Boston Mortgage places $1.545 million loan with Teachers Ins. to Thomas Cargill, Edward Masterman, Andrew Culbert for offices.

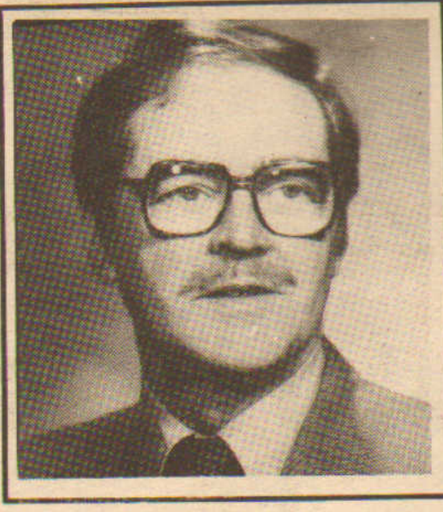
Carlson Corp. starts 576,000 s/f $23 million Towle/Leonard Mfg. Co. plant in Revere, Mass.; Aldrich Co. designer and engineer.

David Connolly of LM&W & David Neelon handles $2.2 million 51,000 s/f industrial site sale in Lexington, Mass. for Millipore.

Boston Mortgage places $5.94 million for R.J. Kelly's $158,000 s/f Corporate Plaza 128 in Wakefield, Mass. with Teachers Insurance.

Richard Zarse of Nordblom Co. leases 50,000 s/f Billerica, Mass. building for Normac-Billerica Assoc. to Lexidata Corp.

Michael Knapp of Algonquin Realty sells $280,000 Woburn, Mass. property for James Martin to B&M Associates of Waltham.



RALPH BARNES
TOWNE & COUNTRY REALTY



GINO SACCHETTI
GINO SACCHETTI ASSOC.



THOMAS DIMEO
DIMEO CONSTRUCTION



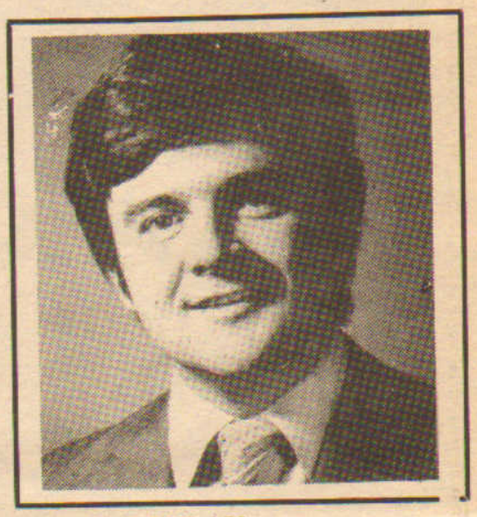
JOSEPH BETTENCOURT
CAMPANELLI INC.



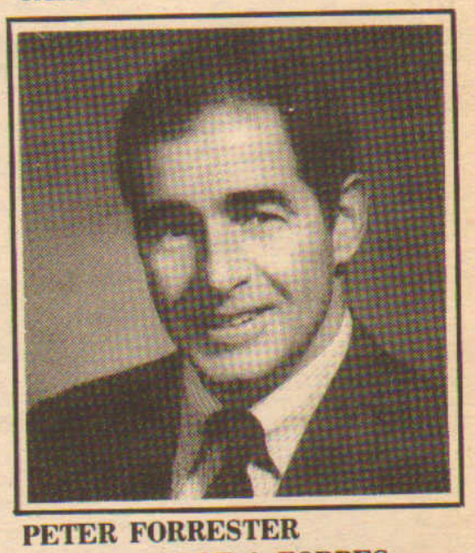
MERV BLANK
SOUTHINGTON EXEC. PARK



MARK DICKINSON
DICKINSON DEV. CORP.



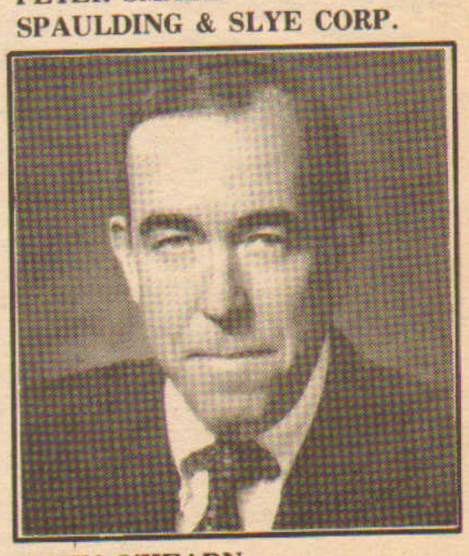
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JANUARY

Fidelity Group, Boston, plans $12 million data service center in Lewiston, Me.; city to issue $10 million IRBs, OKs UDAG loan.

Richard Flier sells North County Bank Building in Berlin, N.H. for $416,000 to Fuel Storage Corp.; Lawrence Hirsch assists.

Commonwealth Mortgage provides $3 million end loans for 112 unit condo project in Brighton, Mass.; interim loan by Capital Bank.

$4.2 million MIFA loan for Methuen, Mass. nursing home; Arlington Trust handles financing for Charles Construction's 137 units.

Algonquin Realty sells 42,000 s/f Newton, Mass. offices to Goldberg-Zoino Assoc. for Fulcrum Computer Corp. for $1.6 million.

David Richardson of LM&W leases 15,000 s/f at 50 Milk St., Boston to Bank America National Trust with Cushman & Wakefield of Calif.

Hunneman & Co. named agent for 200,000 s/f of space at Crosstown Industrial Park in Roxbury, Mass. by EDIC/Boston and C.D.C.

$2.2 million Teachers Ins. loan through Boston Mortgage to Ryan, Elliott & Co. & Health Systems Inc. for Boston offices rehab.

Lowell Peabody of Spaulding & Slye leases 32,400 s/f for Walter Grover to Hybrid Components in Peabody, Mass.

William White builds $4 million 60 unit office condominium in Londonderry, N.H.; ten buildings planned at Towne Square.

Stephen Tunick, Mark Rosenberg of Twin Realty cobroker sale of 112 Brighton, Mass. apartments for $2.6 million; Capital Bank loan.

Frank O'Neill of LM&W sells 97,000 s/f buildings in Norwood, Mass. to Emerson-Swan for $1.925 million.

Tim Pearson of Bradgate Assoc. starts 66 condo townhouses in West Yarmouth, Mass.; appoints James Holland to market $3.3 million site.

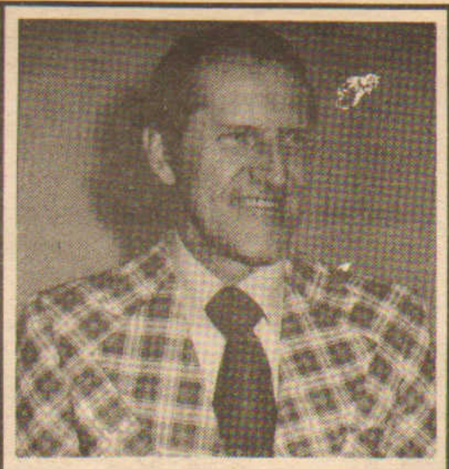
Monitor Inc. brokers $1 million 12,000 s/f Bloomfield, Conn. offices to Merrill Lynch Hubbard; Hayden Assoc. cobroker.

Robert Wickett of Pierson & Smith leases 52,000 s/f in Fairfield, Conn. for First Post Corp. to Interrad Corp.

H. Pearce Co. buys 129 acres in North Haven, Conn. With Donald Lippincott & DeForest Venter from Penn. Central for $800,000.



ROBERT SCOTT
BEAZLEY COMPANY



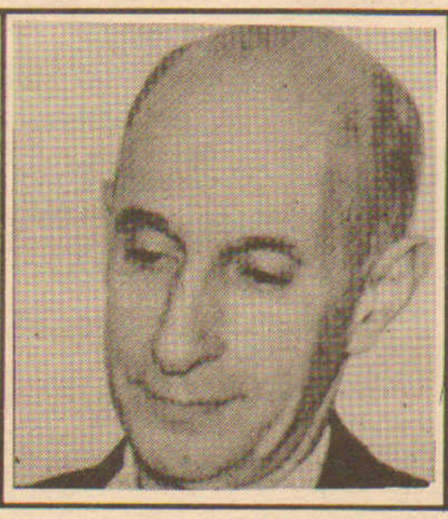
WILLIAM BIGDA
UNIVERSAL REALTY



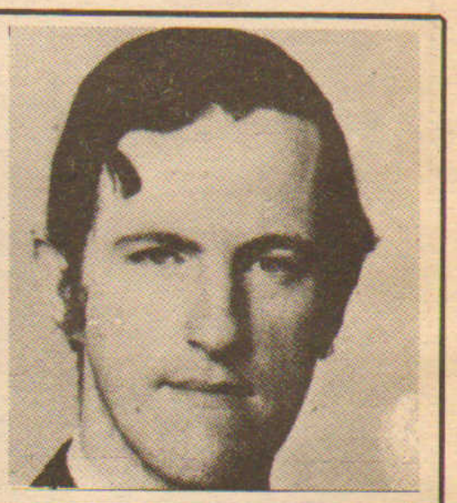
VICTOR KLEIN
VICTOR KLEIN ASSOC.



DANIEL SEPPALA
SEPPALA & AHO



FRED ROSENBAUM
WHEELER REALTY



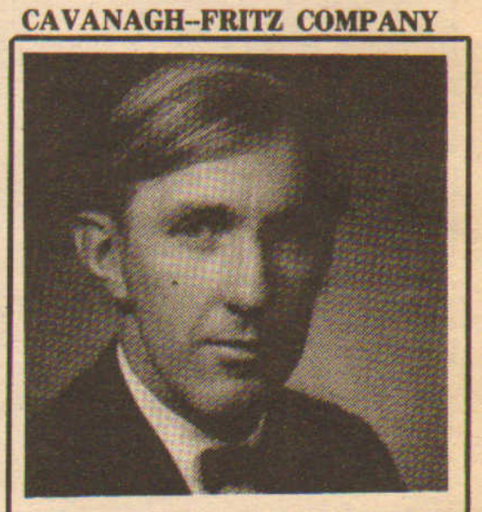
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The Greater Boston Real Estate Board is composed of four divisions. This diversity of membership makes the Board one of the Industry's most productive associations — serving members in 56 metropolitan communities.

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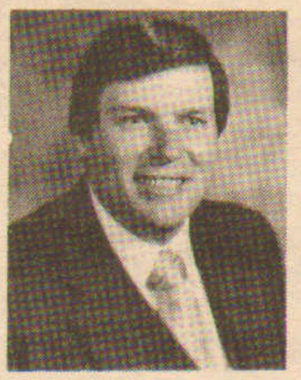


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OFFICERS

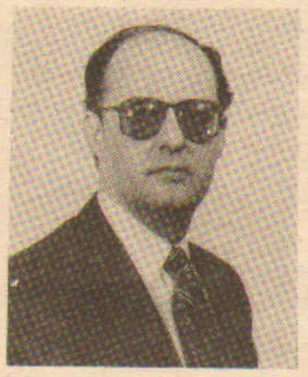
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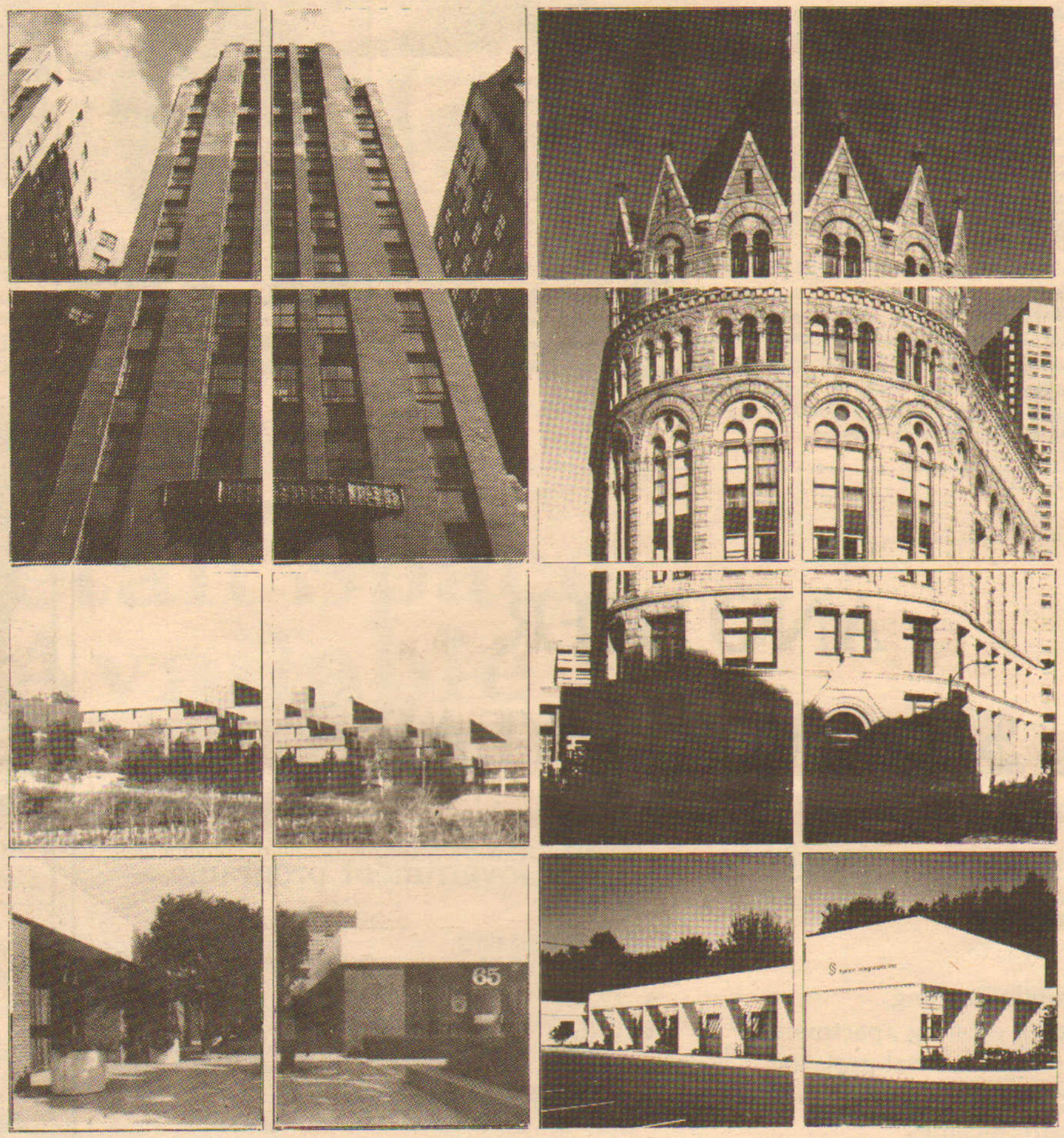


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PROPERTIES AS THEY APPEAR CLOCKWISE FROM UPPER LEFT: THE BATTERYMARCH BUILDING. ● THE GRAIN EXCHANGE BUILDING ● TECHNOLOGY PARK III ● CAMBRIDGE EAST OFFICE PARK ● LEDGEMONT RESEARCH CENTER.

FEBRUARY

Ernest Wronka of Ryan, Elliott & Co. brokers $5.5 million sale of 15 acres in Norwell, Mass. for Philip Mack to Eastern Uniform

Previews Inc. & Jim Burns of Isgood Realty handles $1.2 million sale of Sacred Heart School, Lenox, Mass. to Martin Eisenberg.

Spaulding & Slye developing 46,100 s/f building at Research Center at Manning Park in Billerica, Mass.; Keyes Assoc. architect.

Joyce O'Connor of Blackstone New England sells Bayer & Mingolla Const. Co. site in Millbury, Mass. to Gus Mantia & Paul Riccardi.

Flatley Co. leases 70,750 s/f at South Braintree Park to Delmed Corp. of Canton; 225,000 s/f available at renovated property.

Malcolm Fryer Jr. and Richard Dobroth start $9 million rehab at Wannalancit Mill in Lowell, Mass.; converting 290,000 s/f.

Warburton Agency negotiates sale of 46 acres in East Providence for Catholic Diocese to John Marshall for $650,000.

R.M. Bradley agent for 180,000 s/f Marlboro, Mass. offices being built by Canton Hills Realty; $10 million complex.

C.W. Whittier brokers $4 million sale of 208,000 s/f in Waltham, Mass. for Reece Corp. to Dimeo Const.; leases 80,000 s/f to Reece.

Tomlinson Brown buys $1.25 million 65 unit Bridgeport, Conn. apartments from Brighton Park Realty; People's Savings Bank loan.

Merwin Rubin group buys Howard Johnson Springfield, Mass. property; plans 30,000 s/f restaurant and offices in $2 million project.

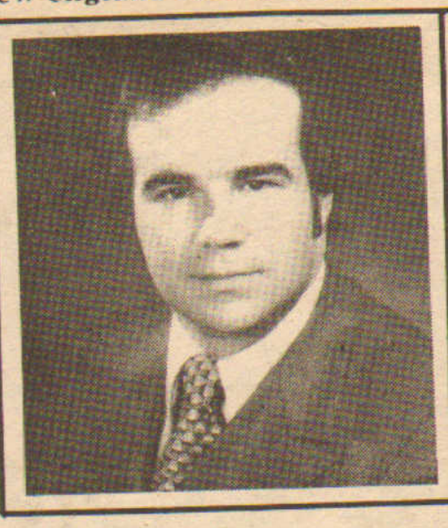
Codman Co. & Winchester Savings convert Winchester, Mass. school to 18 condos; to sell for $2.4 million; BAT architect.

C.J. Miano R.E. & Rittenhouse & Garojola cobroker $1.4 million sale in Hartford to Leonard Udolf.

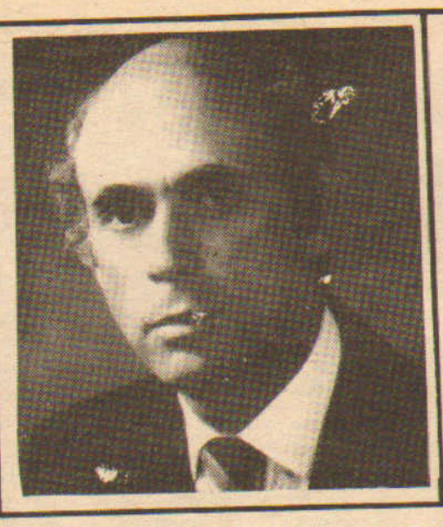
Bernard Kershner brokers $400,000 sale of Sunset Motel in Branford, Conn. for William Hackley to Robert Worsham; 19 units.

Walter & Edward Guleserian, Joseph Tellier, Joel Abramson & James McGuire buy Hugo's Rest., Cohasset, Mass. for $1.425 million.

Anthony Covalli of Macmillan & Son sells $620,000 40,000 s/f plant in Springfield, Mass. for Kloth Kutters to arrow Elastic.



RICHARD FERLAND
FERLAND COMPANY



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Highlights in Financing

$85,000,000	Four Seasons Hotel & Condos, Boston, Mass.
$25,000,000	Riverfront Office Park, Cambridge, Mass.
$37,500,000	Prospect Hill Executive Office Park, Refinancing, Waltham, Mass.
$10,000,000	One Marlboro Place, Marlborough, Mass.
$ 8,600,000	LTX Corporation Headquarters, Westwood, Mass.
$ 6,060,000	7 Wells Avenue Office Bldg., Newton, Mass.
$ 4,800,000	100 Pennsylvania Ave. Office Bldg., Framingham, Mass.
$ 4,000,000	324 Apartment Units, Manchester, N.H.
$ 3,500,000	Codex Corp. Bldg., Canton, Mass.

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FEBRUARY

Massport names FMR Properties for $85 million Commonwealth Pier rehab; 1.1 million s/f center for computer, communications firms.

Northland Investment acquires $3.7 million Bedford (N.H.) Exec. Park; Norwood Group broker and leasing agent.

Bay Development Corp. buys Pollard Bldg., Lowell, Mass. for $300,000 from GRL Realty; John Georges and Foster Porter brokers.

BRA appoints Coldwell Banker for 1.275 million s/f buildings at former Charlestown Navy Yard; developers, tenants sought for rehab.

Koala Inns opens 124 rooms at Andover [Mass.] Technology Park; Cutler Assoc. designs and builds $4 million property.

David Connolly of LM&W leases 80,000 s/f in Waltham, Mass. for Conn. Gen. Life to N.A.P. Commercial Electronics.

Spaulding & Slye building 31,000 s/f River Place offices in Wellesley, Mass.; Huygens & DiMella architect.

Boston Mortgage place $4.4 million for Gutierrez Co. renovation of 1 Milk st., Boston; will occupy offices in 49,000 s/f property.

Lawrence Bianchi of Codman Co. & Roy Papalia of Carpenter & Co. lease 12,000 s/f for New England Life to Jos. Bank Clothiers.

Whitney-Pehl develops $30 million Danvers Executive Park; plan 20 buildings; Selecterm to occupy 32,000 s/f.

Frank Forsythe & David Chapin of Niles Co. broker $650,000 53 unit apartments in Brighton, Mass. for State St. Bank to M&M Condos.

Harsch Agency brokers $350,000 sale of 270 acre Williamstown, Mass. Walter Hoover site to H. Allen.

Epstein Funding arranges $9 million for Two Monument Sq., Portland, Me.; 151,000 s/f offices owned by William & Murray Finard.

Industrial National Bank to provide $2.7 million construction loan for 51,900 s/f Winsor Building in Worcester, Mass.

MB Associates opens $7 million 170 unit Falmouth Foreside multi-family complex in Falmouth, Me.

Jerry Levin & Duncan McGowan start $9.5 million Eagle Square Marketplace in Condord, N.H.; office and stores opposite State House.



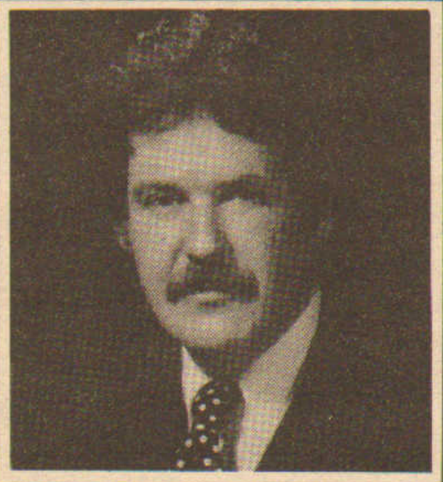
BERNARD SINGER
SINGER ASSOCIATES



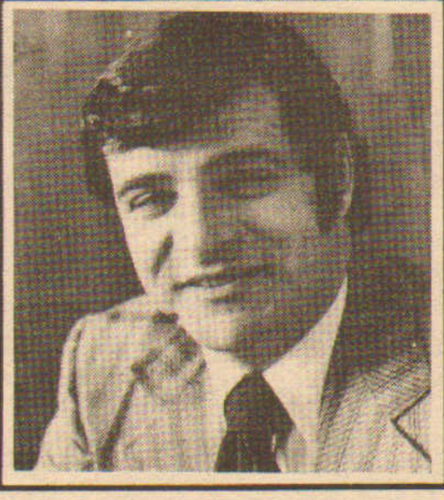
HAL SMITH
R. S. ROBIE



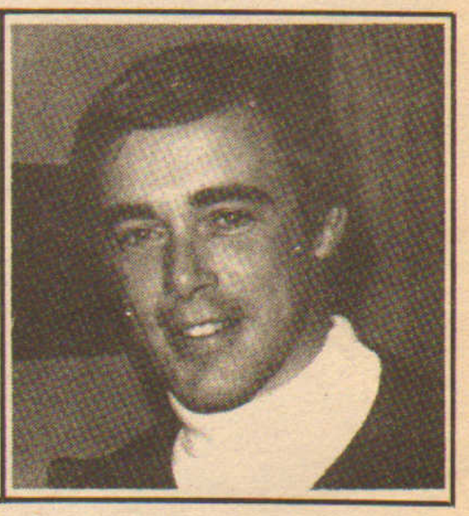
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COMMONWEALTH MTGE. CO.



RICHARD CARLSON
CARLSON REAL ESTATE CO.



CARY TARPINIAN
STATE PROPERTIES OF N.E.



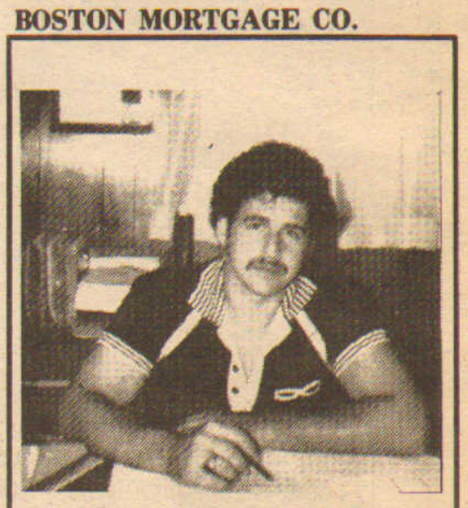
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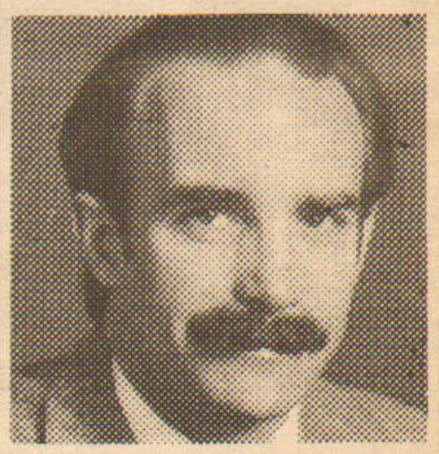
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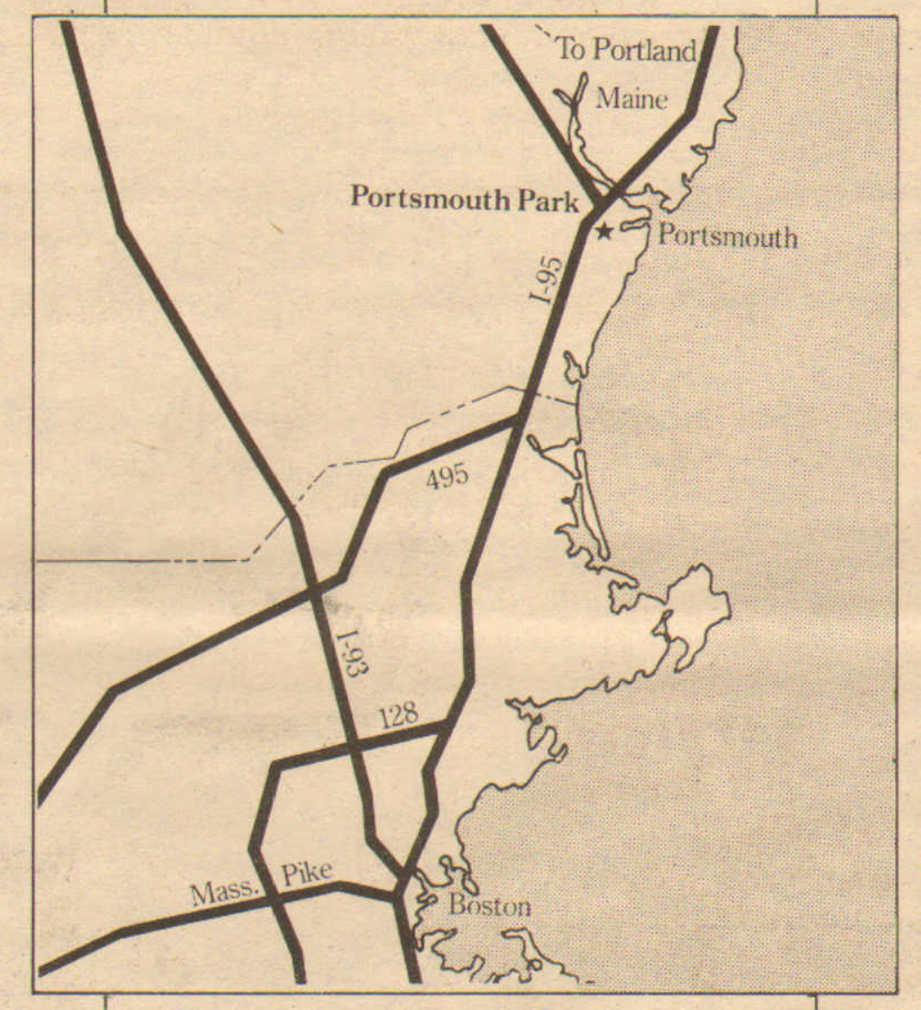
Portsmouth Park is a new 50 acre controlled development project in Portsmouth, New Hampshire which will set a new standard of excellence in commercial park design.

Ideally Suited For Corporate Headquarters, R&D, Light Assembly Or Training Centers.

Built in one of New England's most attractive and prosperous cities, Portsmouth Park represents the product of a master plan developed and executed by The Druker Company.

Zoned for office and light industry, this strategically located property is ideally suited for corporate headquarters, research and development laboratories, light assembly plants and educational training centers.

Directly Along Interstate 95, One Hour From Boston.



Situated directly along Interstate 95 at Portsmouth Circle, Portsmouth Park offers convenient access to major area highways. Served by U.S. 4, New Hampshire 16 and 101 to the west, and the Spaulding Turnpike and U.S. Route 1 to the south, its accessibility is apparent.

Midway between Portland, Maine and Boston, Portsmouth is within a one hour drive from the region's major economic centers and Logan Airport.

Available for Purchase or Build/Lease.

Opportunities are now available for purchase of this attractive property or for participation in a build/lease program.

We welcome requests for site visits or general information on Portsmouth Park. For further information please contact Leggat McCall & Werner Inc., 60 State Street, Boston, MA 02109, [617] 367-1177.

PORTSMOUTH PARK

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

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New Centers, New Markets, New Opportunities

Remember when developers were actually building new malls? We still are. Lots of them! And right now. That's why, for 1982 and beyond, the retail action is with State Properties.

Opening this fall will be *Apple Blossom Mall,* in northern Virginia, home for Sears, JCPenney, Leggett and a fourth anchor, all in virgin retail territory. Slated for spring of '83 is *Fox Run Mall* serving New Hampshire and southern Maine, with Sears, Jordan Marsh, Filene's, and a proposed JCPenney.

The *Arsenal Marketplace* will also open next spring, right outside Boston, housing Ann & Hope, Marshalls, dozens of shops, an International Food Pavilion, Farmer's Market, and Bazaar. And the *Arsenal* is surrounded . . . by phenomenal demographics with virtually no competition!

For fall '83 another powerhouse is opening in Connecticut: *Crystal Mall,* with Sears, Jordan Marsh, JCPenney and two additional anchors. Again, *Crystal* will "own" the market. In spring '84 *Rivergate Mall* will serve New Hampshire and northern Massachusetts shoppers with four major department stores.

And among our existing centers there are three of which we're very proud: *The Mall of New Hampshire,* the state's largest, with Filene's, Sears, and Lechmere; and two Boston area centers, *Liberty Tree Mall* with Ann & Hope, Lechmere, and Marshalls, and *Meadow Glen Mall,* featuring Bradlees, Marshalls and soon to undergo a major wing expansion.

That's retail action! Through partnerships with key realty firms, State Properties isn't just managing centers, we're building them . . . major regional centers. That's why we're putting more retailers in their place than anyone else! And that's opportunity.

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State Properties of New England

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MARCH

Albert Phelps, Metropolitan Life, Union Carbide joint venture 235,000 s/f at Merritt 7 Corporate Park in Norwalk, Conn.

New England Ind. Properties brokers $282,000 Fitchburg, Mass. sale of 66,300 s/f site to Gene Marsh for Hunter Sportswear.

Henry Busconi of Algonquin Realty sells $300,000 7,689 s/f office building in Natick, Mass. for Electron Realty.

Macomber Dev., Dickinson Dev. & Cornu Corp. appoint Codman Co. to lease 150,000 s/f office building in Quincy, Mass.

Seppala & Aho build 43,000 s/f Littleton, Mass. offices for Dean Comeau, Bruce Gurall, David Winstanley & Forge Development.

Dimeo Construction renovates two schools in Pawtucket, R.I. and Hartford to 173 elderly units in $6.77 million projects.

Kimco of New England completing leases at expanded Searstown Mall in Leominster, Ma.; 40,000 s/f former R.H. White's store.

Mugar Group leases space at Beverly Plaza to Audrey's Hideaway; joins Zayre, Star Markets, F.W. Woolworth and C.V.S.

15 story Gold Building in New Haven, Conn. bought by Carl Traub group from Mortgage Guarantee Ins. for $4 million; seller loans $3m.

Peter Holms of Farley Co. brokers $1 million Hartford building sale with Miano R.E. & Rittinhouse & Garofolo to Leonard Udolf.

Quincy & Co. & Robert Wallace to convert 72 units in Boston to condos in $900,000 project; Workingmens Coop. Bank financing.

Leon Resnick handles 35,000 s/f lease at Holden (Mass.) Ind. Park to Risdon Corp. of Naugatuck, Conn.

James Neckerman brokers $350,000 sale of two buildings at Spruce Brook Ind. Park in Berlin, Conn.; 55,000 s/f to N.E. Insulated Wire.

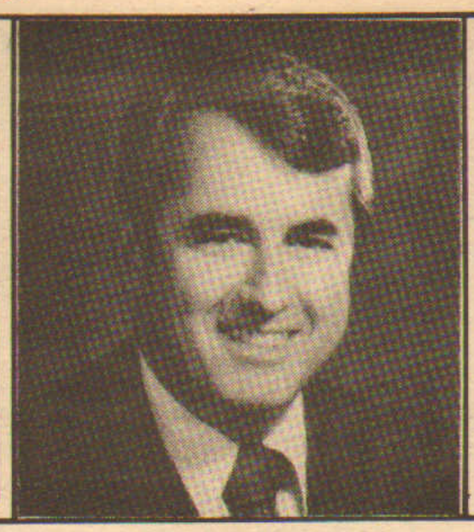
John Robinson to convert Middletown, Conn. plant to 43 condos in $3 million project at former Wilcox Crittenden property.

Steve Crowley of Vidal Realtors brokers 5,000 s/f shopping center sale in Norwalk, Conn.; purchase price $275,000.

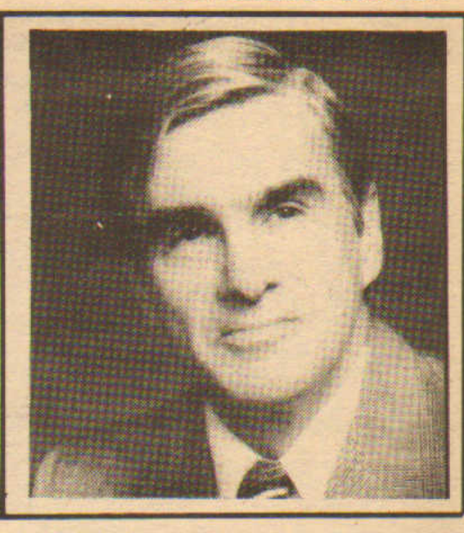
Daniel Chimes of Beazley Co. & Philip Backus cobroker $487,000 sale in West Haven, Conn.; 51,200 s/f sold by Richard Haury to R. Kenney.



RICHARD QUINN
BOSTON MORTGAGE CO.



JOHN PECKHAM III
PECKHAM BOSTON CO.



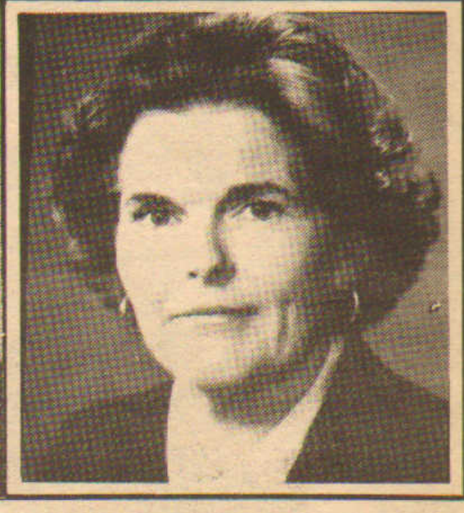
JAMES GORMAN
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ANTHONY ZIFCAK
ZIFCAK REALTORS



HAROLD BENSEN
HAL BENSEN, REALTOR



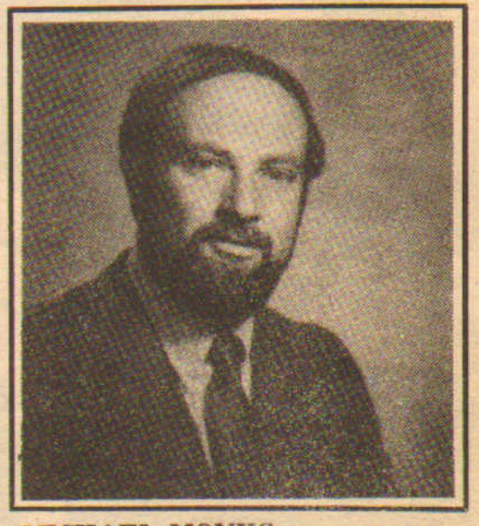
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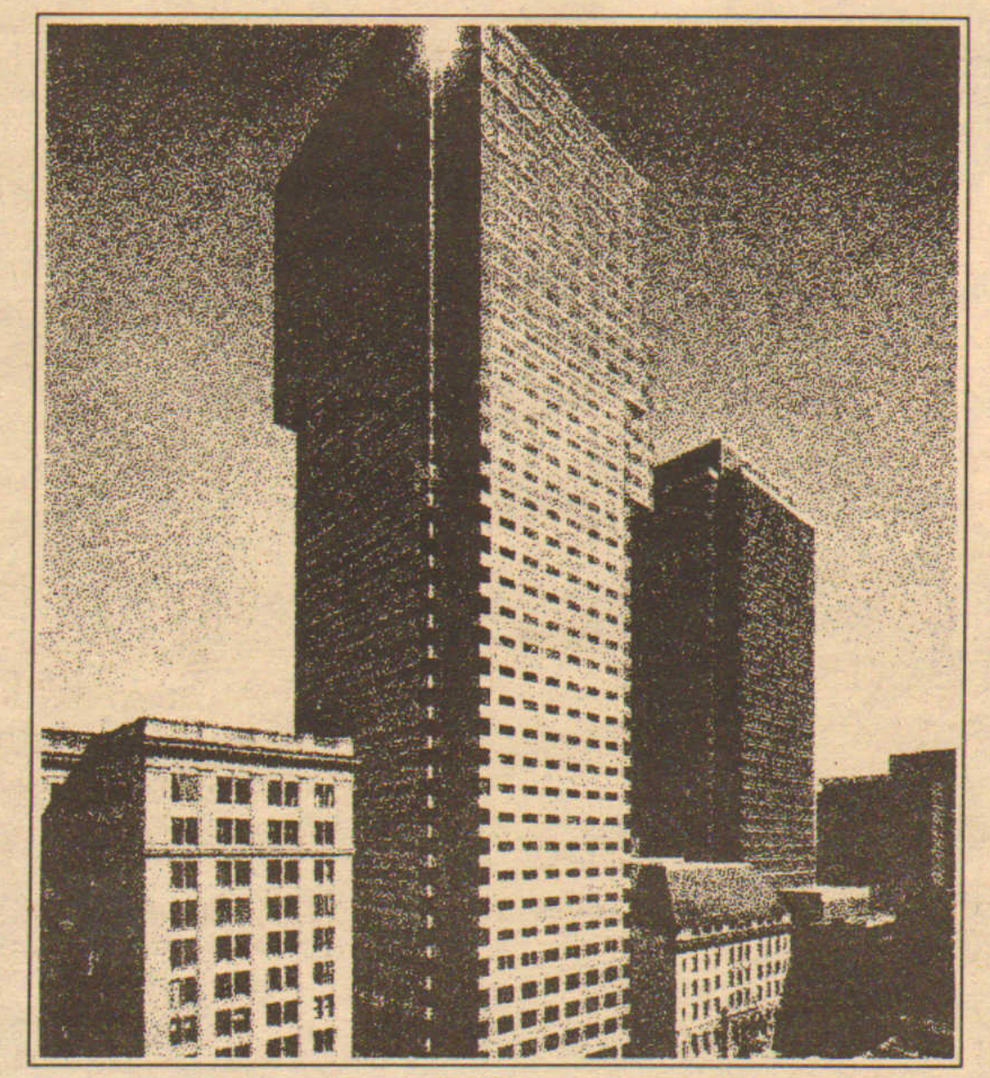
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1,900 S/F 36TH FLOOR	7,800 S/F 3RD FLOOR
1,300 S/F 35TH FLOOR	2,500 S/F 2ND FLOOR

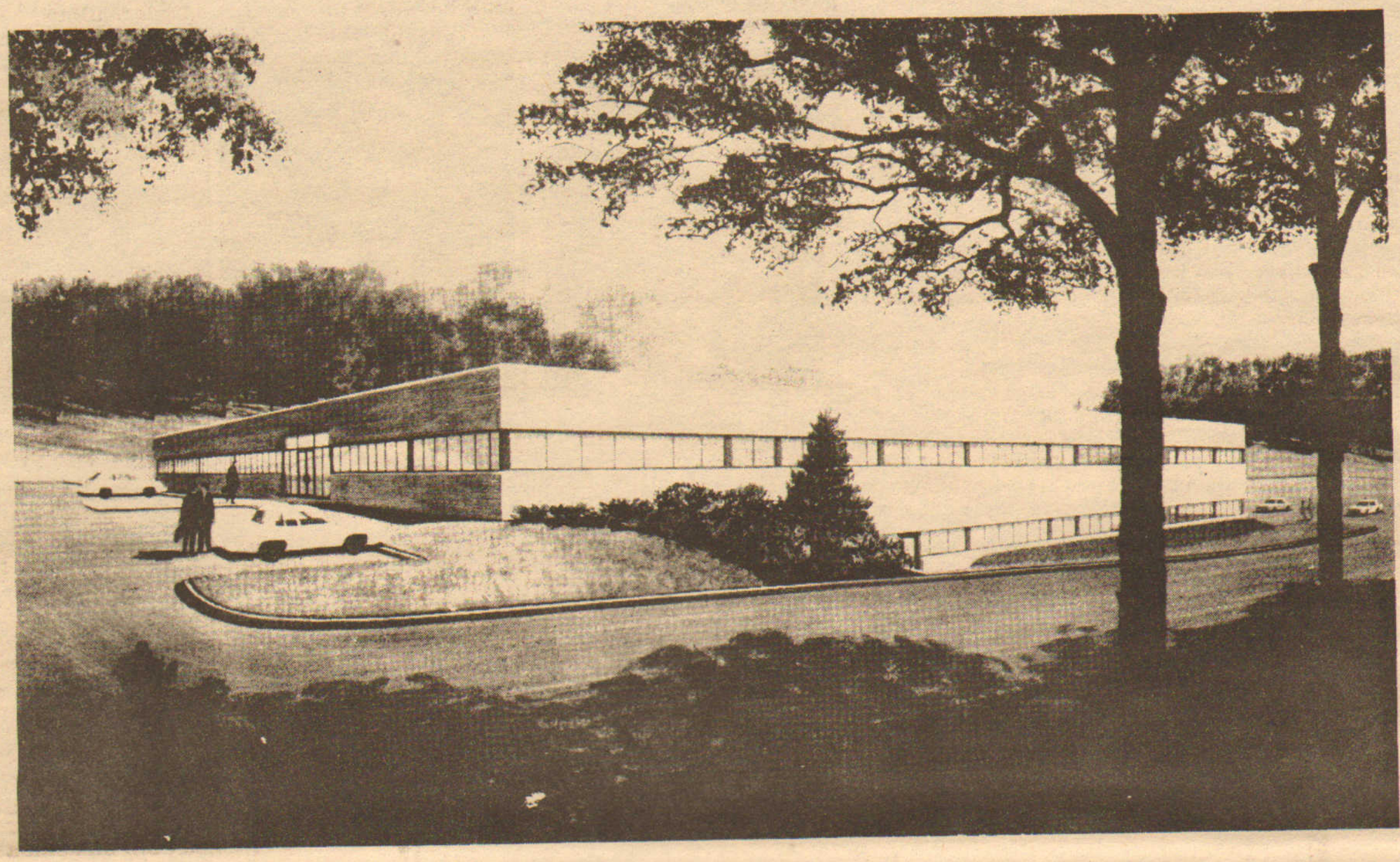


One Post Office Square

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MARCH

Beal Companies buys $8m Batterymarch Bldg., Boston; Meredith & Grew broker; Continental Illinois National loan for 250,000 s/f.

Seppala & Aho designs and builds 271,000 s/f $7.7m plant for Kidde Co.'s Craig Systems in Amesbury, Mass. with IRB financing.

Garrison Realty brokers $575,000 sale of 32 apartments in Epping, N.H. for Barbara Murphy to Mark McCaddin.

Boston Mortgage arranges $4.96 million permanent loan for 166,000 s/f Corporate Place in Burlington, Mass.; R.J. Kelly developer.

Spectrum Financial arranges $800,000 loan for 60,000 s/f multi-tenant building in Billerica, Mass.

U.S. Trust lead bank in $4.85 million construction loan for Inn America's Sheraton Sturbridge Inn expansion; to add 100 rooms.

Gordon Page of Flavin & Flavin brokers $125,000 Quincy, Mass. land sale for John Johnson to Brooks Robbie for new offices.

Wilder-Manley Assoc. names Studley Inc. to market One Canal Plaza in Cambridge, Mass.; 230,000 s/f multi-use complex with museum.

Stephen Karp, Stephen Weiner, Chase family & Gilbane Prop. start $45 million [Watertown, Mass.] Arsenal Marketplace; 39 acre rehab.

Daniel Lordan brokers $7.34 million 230 unit Waltham, Mass. site for Waltham Venture Fund to Gerald Fineberg; Home Owners financing.

$5 million Freedom Federal Savings loan for 88 unit Dockside Place in Boston; Town Rose Prop. names Codman Company condo agent.

Ronald Cahaly of National Fire Protection Assn. leases 9,500 s/f at Batterymarch Park, Quincy, Mass. with Codman Co. & Peter Elliot Co.

Cooper-Horowitz places $9.3 million loan to Schochet Assoc. for 142,000 s/f Alewife Place offices in Cambridge, Mass.

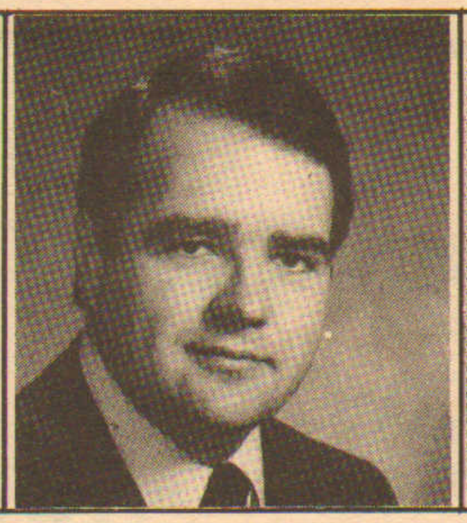
Cabot, Cabot & Forbes appoints Coldwell Banker agent for 270,000 s/f $35 million Riverside Place offices in Cambridge, Mass.

Jordan Rittenberg & James Sandberg lease 40,000 s/f for Neponset Assoc. in Norwood, Mass. to Syms Haberdashery.

Bob Conrad, Peter Farnum & Dave Flouton of Coldwell Banker sell Granary Marketplace in Hingham, Ma. to Anthony Praznik; $397,000.



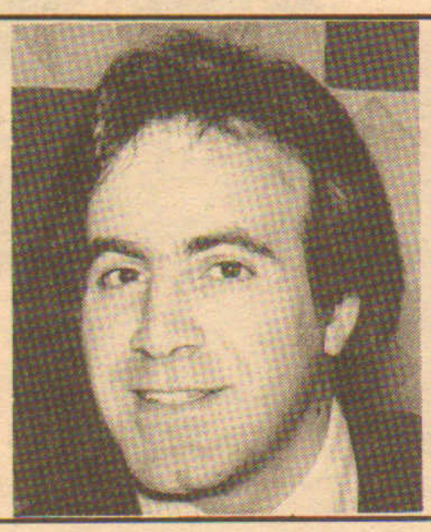
RICHARD BONZ
MINOT DeBLOIS & MADDISON



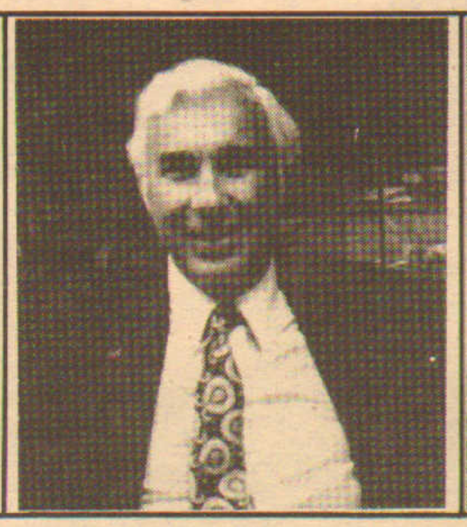
DAVID FERRON
CONSUMER VALUE STORES



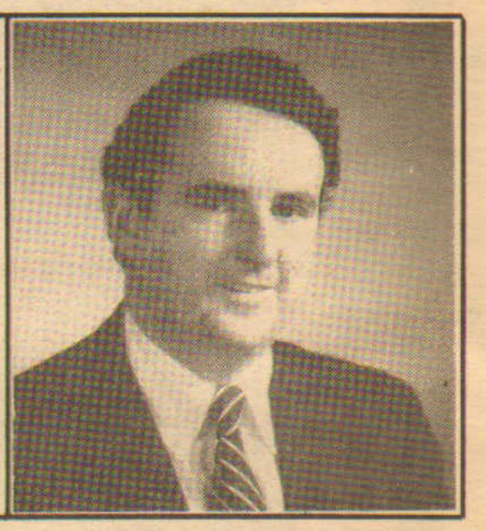
WILLIAM FARLEY
FARLEY COMPANY



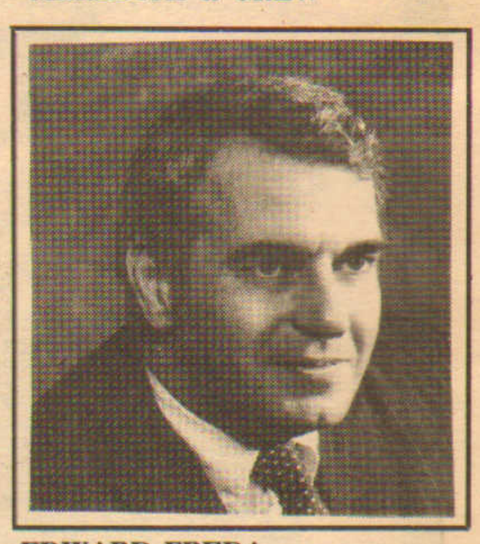
ROBERT TAMBONE
TAMBONE CORP.



ARNOLD KAHN
CARPENTER & COMPANY



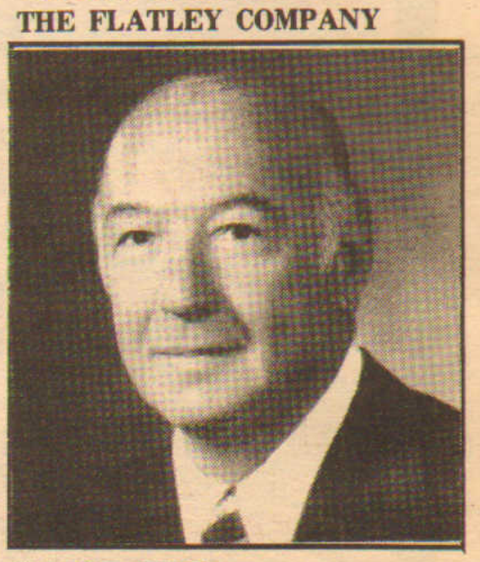
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APRIL

Boston Mortgage arranges $16 million loan for Cabot, Cabot & Forbes' Burlington [Mass.] Business Center; 180,000 s/f u/c.

Spaulding & Slye and Dupree Assoc. lease 28,000 s/f at 1000 Mass. Ave., Cambridge to Mitchell & Co.; Columbia Const. builder.

Kelly & Picerne buy Bath [Me.] Shopping Center for $3.1 million; JMB Properties sells 71,000 s/f anchored by Shaw's and CVS.

$2.2 million construction loan arranged by N.E. Financial Services for Joe Burkhardt's 750 condo homes in Yarmouth Port, Mass.

Industrial National Bank providing $2.4 million for construction of R&D facility by Raymond Carye at Alpha Ind. Park, Chelmsford, Mass.

Mark Gottesman & Greg Lucas of Codman Co. broker 91,000 s/f sale in Brookline, Mass. for $1.39 million; Stone Co. redeveloper.

James Gorman of R.W. Holmes handles office lease for Morris Alper & Sons in Framingham; Electric Corp. occupies 4,000 s/f.

Foxboro Corp. buys 34 acres in Plymouth, Mass. Industrial Park for $250,000; corporate expansion planned over several years.

Jeffrey Becker of Ryan, Elliott & Co. brokers $1.3 million sale of King Terminal Ind. Pk., Boston; 14 buildings on 14 acres on Summer st.

Smith & Reynolds & Macmillan & Son cobroker $1.1 million sale of 13 acre property in E. Longmeadow, Mass. to Hoover Universal Inc.

R.W. Robinson & David Massey of DiScala Fairfield sell 31,000 s/f $3.5 million Darien, Conn. office building to Air Express Int'l.

David Chapin & Frank Forsythe of Niles Co. sell 56 units in Brighton, Mass. for N. Coast Prop. to William Haney for $385,000.

Tofias Co. brokers sale of 30,800 s/f building, 10 acres in Milford, N.H. for Dart Ind. to AMP Keyboard for $575,000.

Cooper-Horowitz arranges $9 million loan for 59,000 s/f office building in Stamford, Conn.; Robert Vegh handles mortgage.

R.I. Hospital Trust buys $3 million 64,000 s/f offices in Warwick, R.I. from Boeng Corp.; Charles Francis of Ryan, Elliott of R.I. broker.

Ken-Mike Corp. names Clem Passariello agent for $1.5 million offices in Orange, Conn.; to build 30,000 s/f property.



DONALD TOFIAS
TOFIAS COMPANY



JACK CONWAY
JACK CONWAY, REALTOR



PAUL BEAUDRY
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APRIL

Prudential Apartments, Boston, to become Back Bay's first luxury co-op; BJF Development to convert 781 units in three towers.

Tim Sheehy/R.M. Bradley & Michael Flynn/Meredith & Grew lease 9,230 s/f for Provident Inst. in Boston to MCI Telecommunications.

Saunders & Assoc. agent for newly opened Greater Providence Bank Building after completion of $6 million 80,000 s/f restoration job.

Capitol Hill Assoc. to develop 36,000 s/f offices in Providence; Henry Cooke Co. named to lease $2 million facility.

Susan Allen of Star Realty brokers $14 million sales for York & Brook Realty in Boston to Harold Brown & Petros Palandjian.

O. Ahlborg & Sons rebuilds school in Portsmouth, R.I. to 70 units for elderly; RIHMFC finances $2.1 million project.

Hartford Insurance occupies 93,000 s/f at Griffin Office Center in Windsor, Conn. developed by Culbro Land Resources.

$9 million 170,000 s/f plant at Windsor Locks, Conn. for American Hondo Motors built by FIP Corp. assisted by Conn. IRBs.

C.A. White brokers 30,000 s/f lease to Child World at Forum-95 Shopping Center in East Haven, Conn.; Donna David handles lease.

C-21 George Smith & Son Brokers over 30,000 s/f at Milford (Conn.) Office Park to Westinghouse Broadcasting Co.; Borden Powers broker.

Ever Right Realty & Inv. plans $1.5 million remodeling of 181,000 s/f in Hamden, Conn.; Levey Miller Maretz appointed leasing agent.

Edwin Lasner brokers sale of 82,000 s/f plant in Trumbull, Conn. to Bunker Ramo Corp. for Mortimer Schwartz for Info. Systems Div.

Seppala & Aho to build 44,300 s/f distribution center in Berlin, Conn. for Summit Corp.; a $1 million development.

Tofias Corp. R.E. Services develops and leases $12 million office facility in Waltham, Mass.; Reservoir Place to contain 164,000 s/f.

Richard Flier leases 28,000 s/f at Ledgemont Research Center in Lexington, Mass. for Beal Companies to New England Telephone.

Peter Quinn brokers 38,000 s/f warehouse lease in Braintree, Mass. for Harry Fireman to Century Mailing Co.



RICHARD DENNIS
CASEY & DENNIS



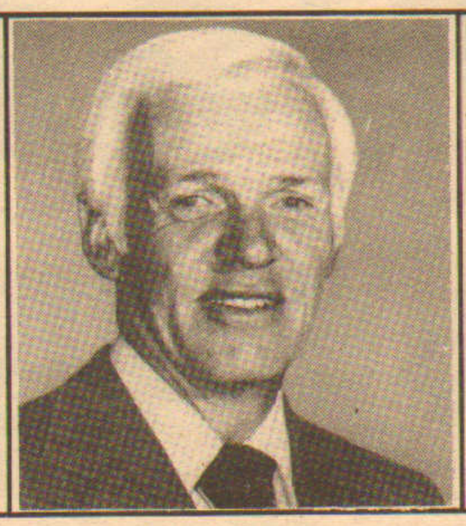
JAMES SHANLEY
JIM SHANLEY, REALTOR



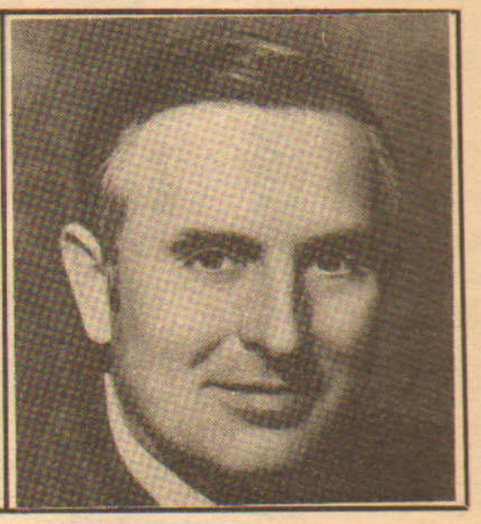
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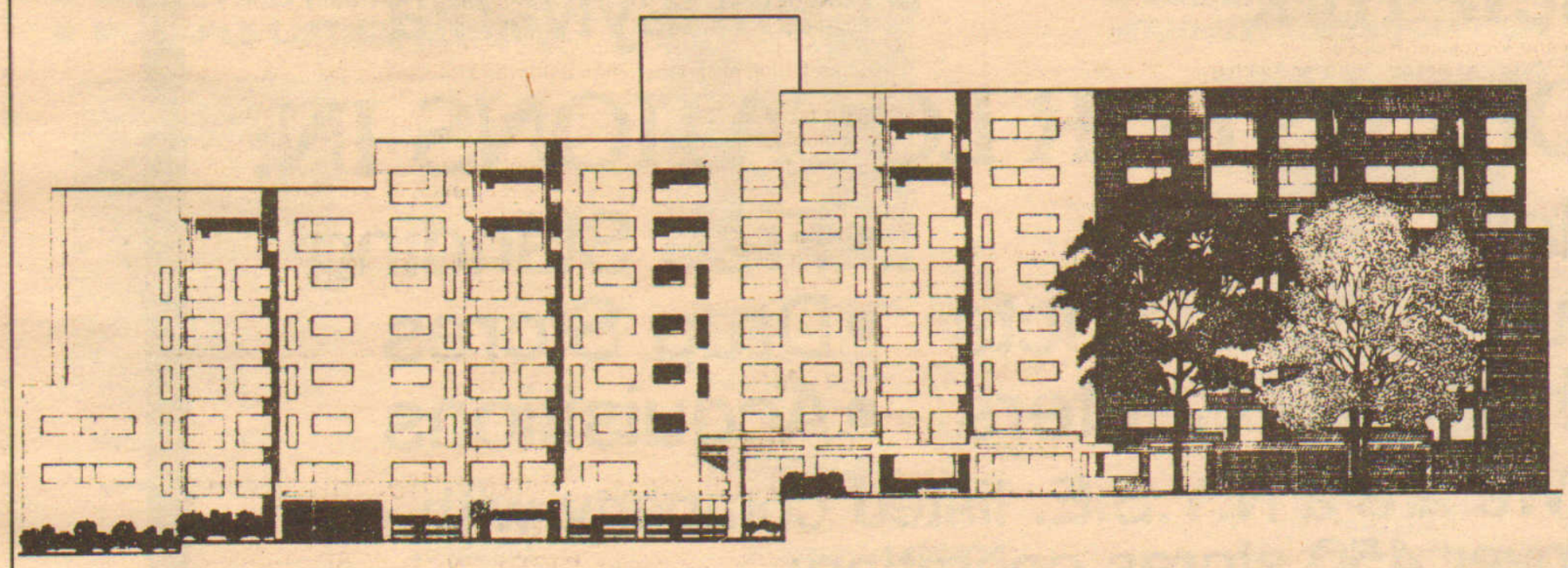
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as lead company for its affiliates Goldstein and Gurwitz Auctioneers, Inc., Going. . . Going. . .Gone!, Pioneer Acceptance Corporation, Bema Realty and Pioneer Consolidated Corporation offers its unique range of services and investment opportunities to the new Central Massachusetts investor.

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OXFORD - Over 125 acres of industrial land on the Depot Road Interchange of Route 52, just south of the Mass. Pike Interchange. Easy access to excellent labor supplies in Worcester and Northeastern Connecticut plus rail service by the efficient Providence and Worcester Railroad.

AUBURN - Approx. 1.5 acres of prime business zoned land with over 200 ft. of frontage on high traffic Routes 12 and 20. Great for all traffic related businesses including service stations. Will build to suit.

WORCESTER - A fully approved, 385 unit, 83 acre, duplex residential subdivision in a city with proven pent-up housing demand. Near Holy Cross College, just 1.5 miles from I-290 Interchange.

E. BROOKFIELD - Fully approved 90 lot, single family subdivision in one of Worcester's delightful bedroom towns. Just off Route 9. Terms for builders.

SPENCER - Approx. 2000 sq. ft. store location in Shopper's Village. Ample free parking in intown location. Flexible lease terms.

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REAL ESTATE BROKERAGE - Selected offerings of realistically priced commercial-industrial properties from the I-495 belt to the Sturbridge Area backed up by complete transportation and community data.

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MAY

Harold Theran converts Jewelers Building, Boston, to office and retail condominiums; $1.3 million project for 140,000 s/f.

Codman Co. leases 11,160 s/f at Saddlebrook Bldg., Riverside Office Park, Cambridge with David Richardson of LM&W.

MB Assoc. completes $3.2 million rehab of 148 Sec. 8 apartments in Springfield, Mass. assisted by Mass. Housing Finance Agency.

Boston Properties opens 400 room Boston Marriott Long Wharf Hotel overlooking Boston Harbor; Araldo Cossutta architect.

Alan Serroll of Data Realty Corp. handles $720,000 48 unit Allston, Mass. sale for G&I Realty to Ronald Cahaly.

Jordan Rittenberg buys 15,000 s/f block in Stoughton, Mass. from Emile Ouellet; Walter Parshley brokers stores and offices.

Flatley Co. leases 51,750 s/f at South Braintree Park to United Supply Co. for offices and warehouse.

Stuart Pratt & Peter Benke of Hunneman & Co. sell 160,000 s/f Marblehead, Mass. site for Forty Steps to Hood Sailmakers for $1.25m.

Realtech Properties brokers 250,000 s/f Fall River, Mass. sale to Max Gold for Frito-Lay Inc. for $360,000.

William Korsak develops 72,000 s/f $3.6 million Nashua, N.H. offices; Tamposi Co. leasing agent; Teachers Annuity financing.

Robert Brooks of HABS/ERA Realtors sells $1.45 million offices in Manchester, N.H. to Hesser College; Merchants & Amoskeag loans.

Epstein Funding arranges $7 million for Schnip Dev.'s Mariner Sq. offices in New London, Conn.; 115,000 s/f site completed.

Dorman & Wilson close $7.5 million loan to Chimblo Assoc. for 75,000 s/f offices in Stamford, Conn. with Conn. General Life Ins.

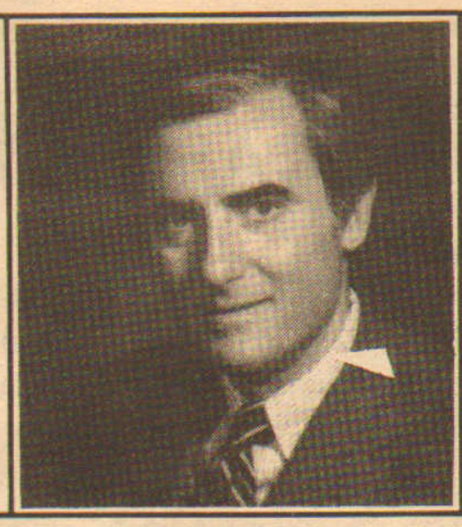
Colonial Bank lends $9 million to Hoffman Brothers for 71,450 s/f offices in Stamford, Conn.; Price Waterhouse to occupy 24,000 s/f.

Industrial National, Gilbane Building & Nortek Inc. plan $50 million 475,000 s/f Providence offices with Hinckley & Allen.

Karin Leonard of Norwood Group leases 39,000 s/f in Nashua, N.H. for Ferd Gaukstern to Cooper Electronics.



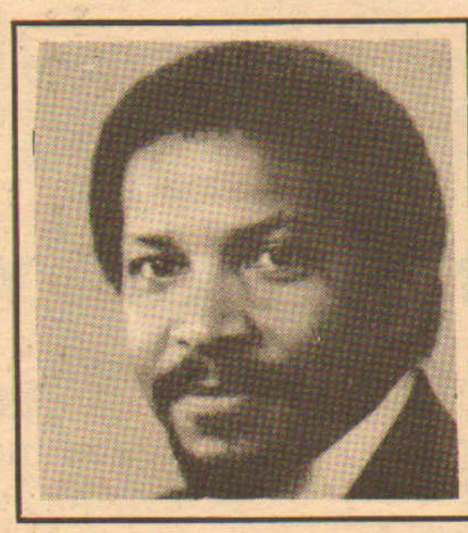
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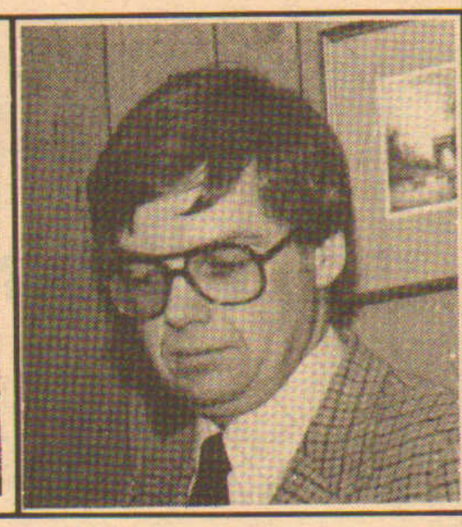
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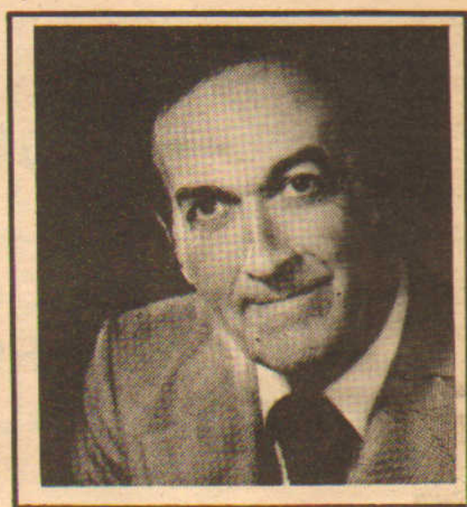
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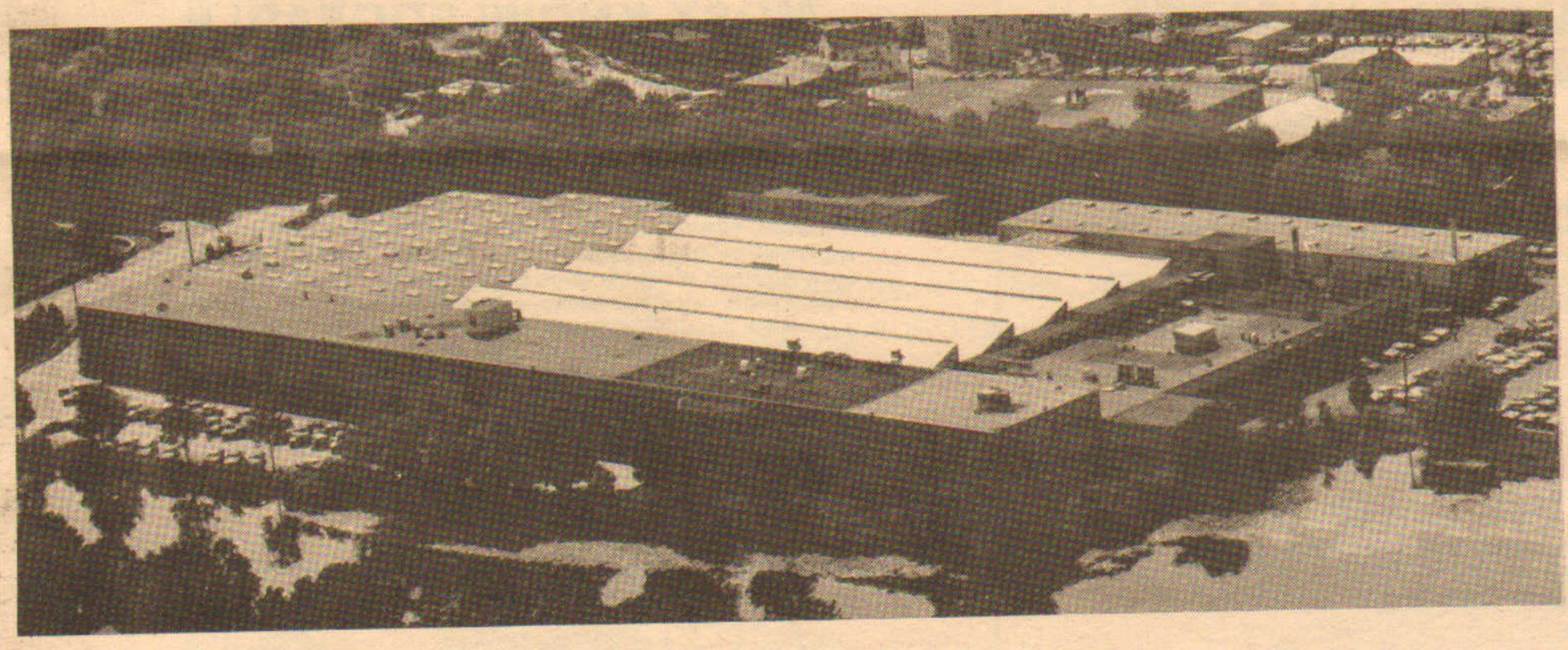


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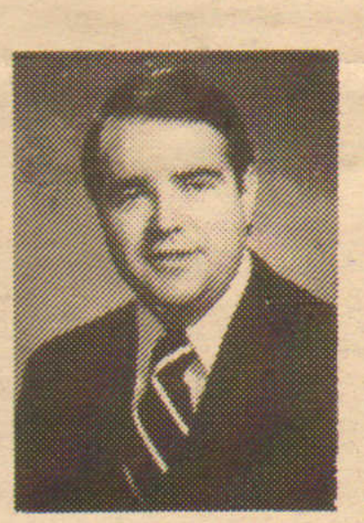
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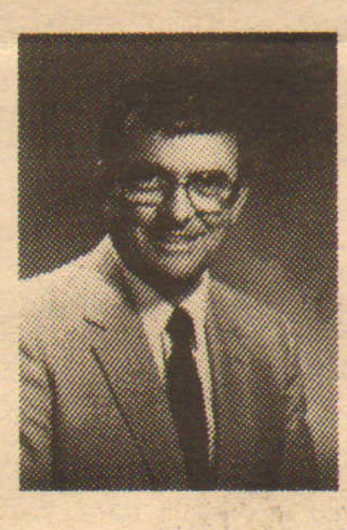
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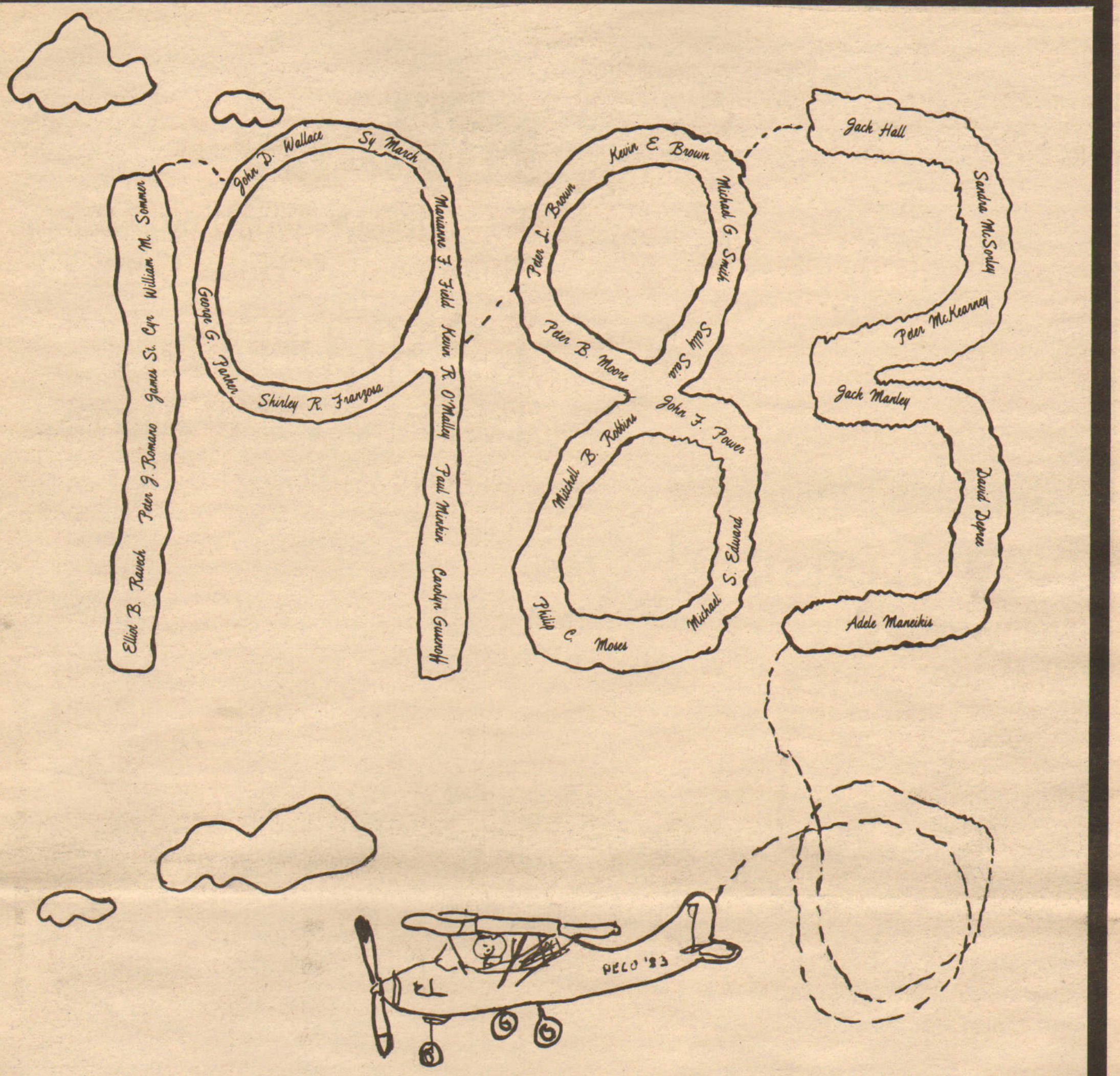
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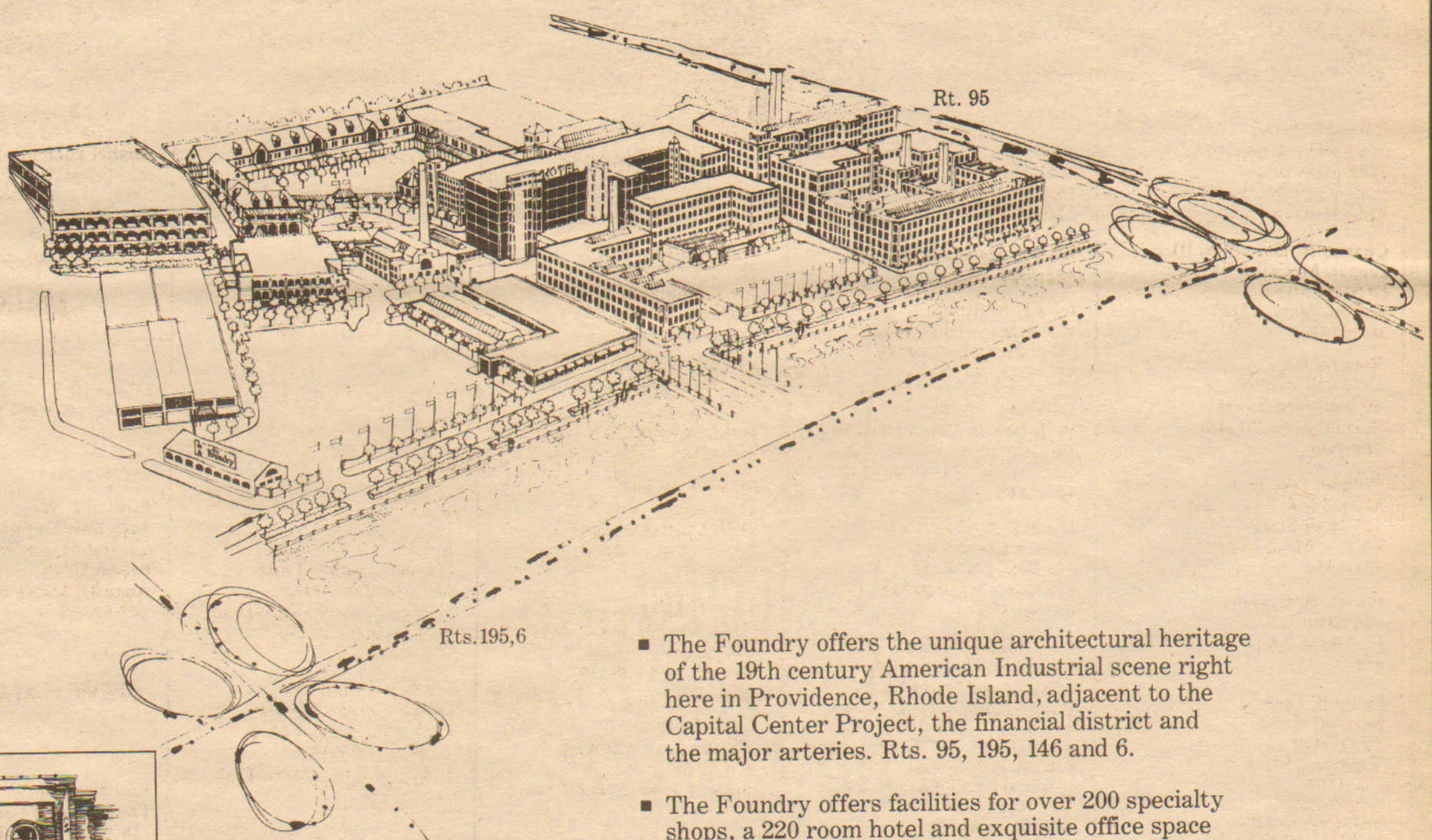
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JUNE

Wellington Realty Co. to develop $50 million Wellington Park in Medford--Malden, Mass.; Spaulding & Slye to market 725,000 s/f.

Boston Mortgage arranges financing for Dupree Assoc.'s Kiln Brook Office Park in Lexington, Mass.; Teachers Ins. loans $5.65 million.

Claremont Co. chosen to develop 103 units in West Haven, Conn.; Joseph Kelly contractor; Peter Kosinski architect.

Orloff R.E. brokers $1.2 million sale of Stratford, Conn. industrial site; 13.5 acres sold to Hudson Paper Co.

Mass. Mutual opens $6.6 million Baystate West's Shops; Evans Dev., Godine & Stunda redevelop Springfield, Mass. property.

Consumer Value Stores leases 7,800 s/f at Iandoli shopping center in Westborough, Mass.; Howard Grossman & Graham Waddill brokers.

Joseph Previte of Independence Realty handles 7,200 s/f lease at Riverview Business Park in Malden, Mass.; Hunneman & Co. cobroker.

Keith Bennett of Cabot Co. brokers $625,000 sale of restaurant property by ARB Realty Trust to Elaine Heffernon; 14,000 s/f site.

Zack Mandravelis starts 57,600 s/f offices in Nashua, N.H.; BayBank Middlesex financing $2 million site; Tamposi Co. leasing agent.

Peter Schribman of Neelon Co. brokers 4,000 s/f lease at LaCava's Waltham, Mass. office building to Mass. Assn. of Realtors.

Richard Flier leases 9,800 s/f with Sargent Goodchild of LM&W to New England Telephone for Stride Rite Corp. in Cambridge, Mass.

Minerva Gordon brokers $400,000 sale of 5,100 s/f building by Boston Edison Co. to Mass. Eye & Ear Infirmary.

Warner Lambert Co. sells 94,505 s/f plant in Brattleboro, Vt. to Moore Associated Cos. of R.I. for $1.9 million.

Sands Realty arranges $2.5 million renovation of 80,000 s/f in Hartford for offices by Howard Levy and Robert Johnson.

Cooper-Horowitz secures $6 million first mortgage for 72,700 s/f renovated office building in downtown Hartford.

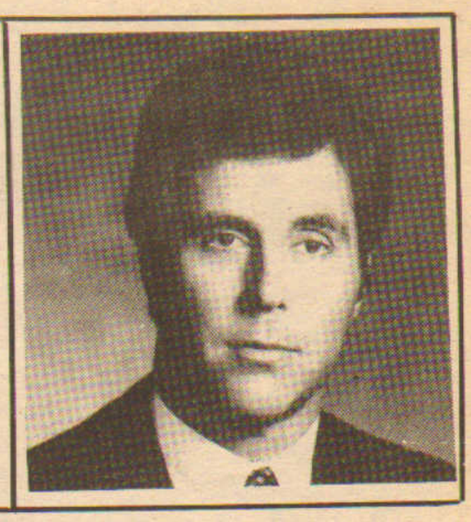
BayBank Middlesex opens 83,000 s/f office wing addition at Burlington, Mass. headquarters property in N.E. Executive Park.



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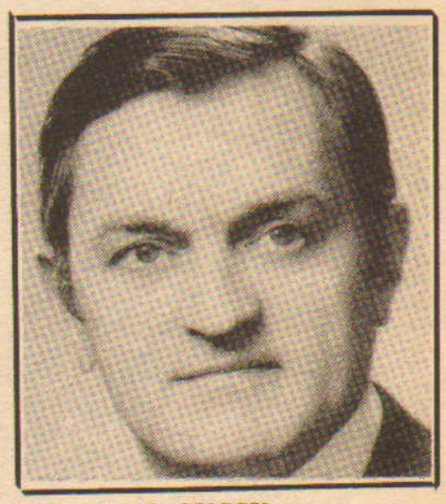
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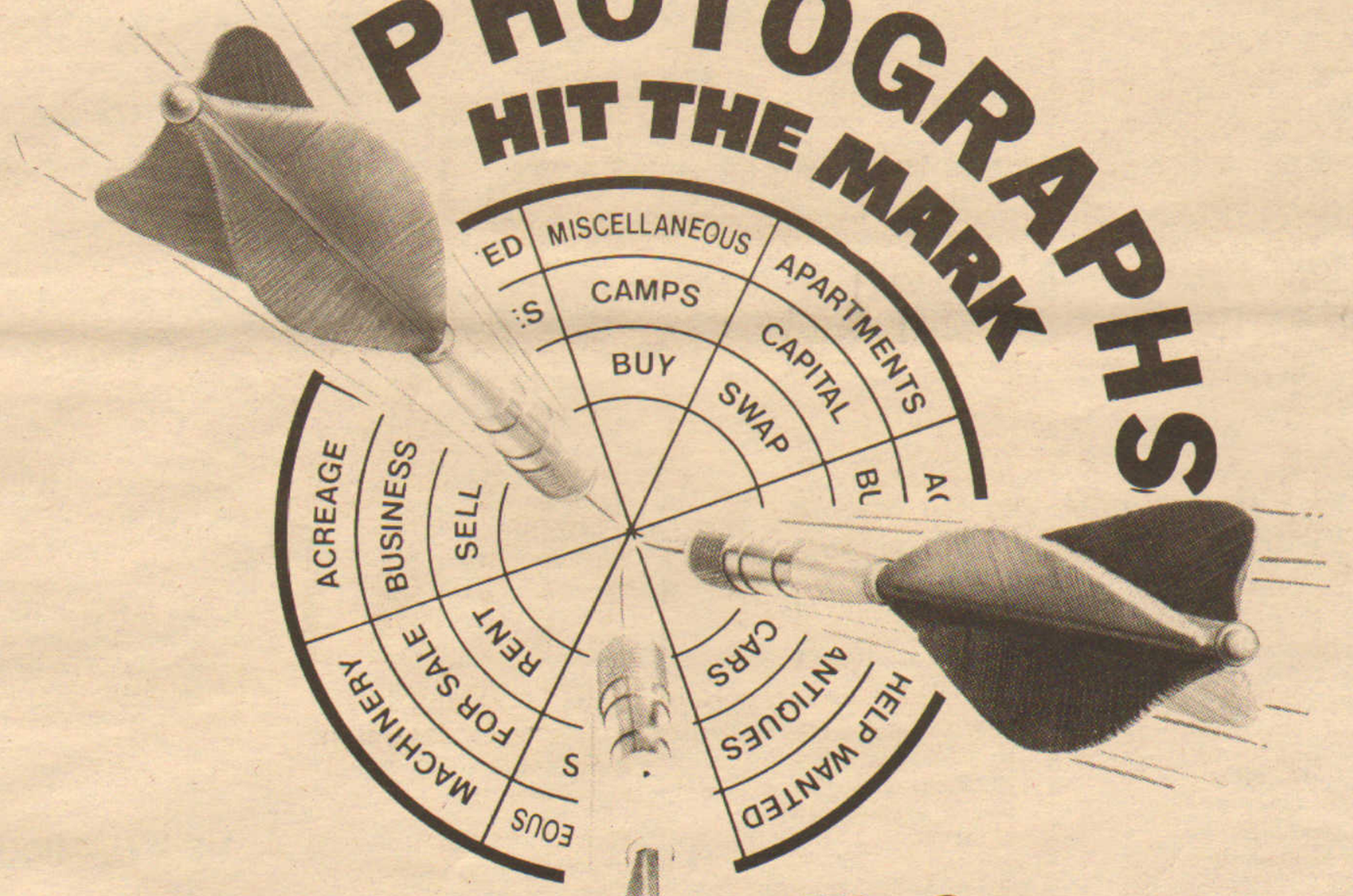


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Detail of the wrought-iron fence enclosing Boston's Public Garden is mirrored in the Georgian-style design of the renovated Garden Building's entrance at 250 Boylston Street.

The past is prologue

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JUNE

Simon Konover Assoc. starts his first ind. park and first Vermont property; 43,000 s/f for Appropriate Technology in Brattleboro.

Mall Land Co. renovating 70,000 s/f Seigal Bldg. in Providence for offices; Old Stone Bank loans $750,000.

Marshall Contractors starts data processing center for R.I. Hospital Trust; 140,000 s/f in Westminster Park in East Providence.

Rodman R.E. brokers $400,000 sale of a 10,000 s/f Providence industrial building for Charles Land Co. to I.C.&M. Associates.

Spectrum Financial arranges $1.9 million IRB for Stimpson Prop.'s 48,000 s/f in Cambridge leased to Kurzweil Computer Products.

Pellegrini & Blair named leasing agent for Michael Valerio's Dedham [Mass.] Marketplace with Corporate Space inc. office agent.

Robert White of Gateway Realty appoints Coldwell Banker, Boston to lease 200,000 s/f Gateway Center over Mass. Tpke. in Newton.

LandVest named to market former Sen. Leverett Saltonstall's farm in Dover, Mass.; 158 acres being offered for $1.7 million.

Wiggin & Nourie rehabbing 28,000 s/f Manchester, N.H. parish house for law offices; four pension funds finance $2 million project.

Bernard Kershner and Fred Maretz cobroker $360,000 sale of 15 building Branford, Conn. motel for Merle Walker to Patel family.

Cohen Properties to oversee $500,000 renovation of 38,000 s/f Hartford Plaza Towers for offices and stores.

Urban Reinvestment Group & John Lomenzo to develop $60 million Bridgeport [Conn.] City Center with 350 room Radisson Hotel.

Hines Industrial, Harvard Univ. to develop 200,000 s/f University Place in Cambridge; Macomber Co. to develop, Codman Co. to lease.

Shaw's opens 40th supermarket, 35,000 s/f, at John & Robert Alevizos' plaza in Norwood, Mass.; former Kings discounter.

Cavanagh & Fritz lease 20,000 s/f to Aetna Life & 60,000 s/f to Travelers Ins. at One Corporate Center in Hartford, Conn.

Arthur Blackett, Konrad Gesner & Frank Rogerson start 100,000 s/f renovation at Cordage Park in Plymouth, Mass. for retail marketplace.



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JULY

Thomas Dimeo starts $27 million Old Stone Place in Providence; 200,000 s/f offices to be leased by Ryan, Elliott & Co.

U.S. Trust lead bank in $3 million loan to Abe Gosman for 18 condos in Newport, R.I.; Goenter, Roesler Assoc. architect.

$2.2 million MHFA loan to Sacro Corp. for 50 units in Everett, Mass.; CWC Builders & Siegried Corp. joint contractors for conversion.

Robert Fickeissen of H. Pearce leases 92,000 s/f industrial plant in North Haven, Conn. from Foremost-McKesson Inc. to Kenyon Marine.

Jeffrey Swartz of LM&W brokers site at Marlboro [Mass.] Industrial Park to Apple Computer for 50,000 s/f offices and warehouse.

Robert Strelke of R.W. Holmes sells Easton Ind. Park site for Paramount Development Assoc. to S&D Printing for 12,000 s/f building.

George Macomber starts $130 million Mass. Tech. Ctr. at Logan Airport in Boston; 850,000 s/f offices, research and manufacturing.

LaBonte Div. Dev. building 402 unit White Cliffs Seacoast Condos in Cedarville (Plymouth), Mass.; luxury units start at $150,000.

Frank O'Neill of LM&W sells Rustcraft 56 acre site, 493,000 s/f buildings, in Dedham, Mass. to Cable group for $10.1 million.

Peter Brown of Peter Elliot & Co. leases 53,570 s/f for Duffy Bros. at Waverly Oaks Park, Waltham to Computer Design.

Inn America Corp. opens $5 million Sheraton Inn & Conference Ctr. in Strubridge, Mass.; 248 rooms, exhibit hall, VIP suite.

Stone Co. and Rauseo & Co. complete third building, 10,000 s/f at Lynnfield (Mass.) Office Park; already 50% leased.

Susan Allen of Star Realty handles $865,000 Cambridge, Mass. sale of 32,000 s/f for Ralph Epstein to Epic Realty.

Abacus Group negotiates $4 million second mortgage for Andrew Lane for 743 apartments in Westborough and Framingham, Mass.

Boston Mutual Life to finance 29 units for John Marini in Canton, Mass.; $580,000 construction and permanent financing.

$28 million in pension funds to be invested in Mass. mortgages; 17 municipal, county and state employees groups participating.



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See the new "De Prisco" Jewelers, Wellesley, Mass. at Linden St. Mall
See the new "Mullen" Jewelers, Fall River, Mass. at So. Main Mall
See the new "Freed's" Men's Shop, So. Main St., Fall River, Mass.
See the new "Taymor Shoe Store," Burlington Village Mall, Burlington, Mass.

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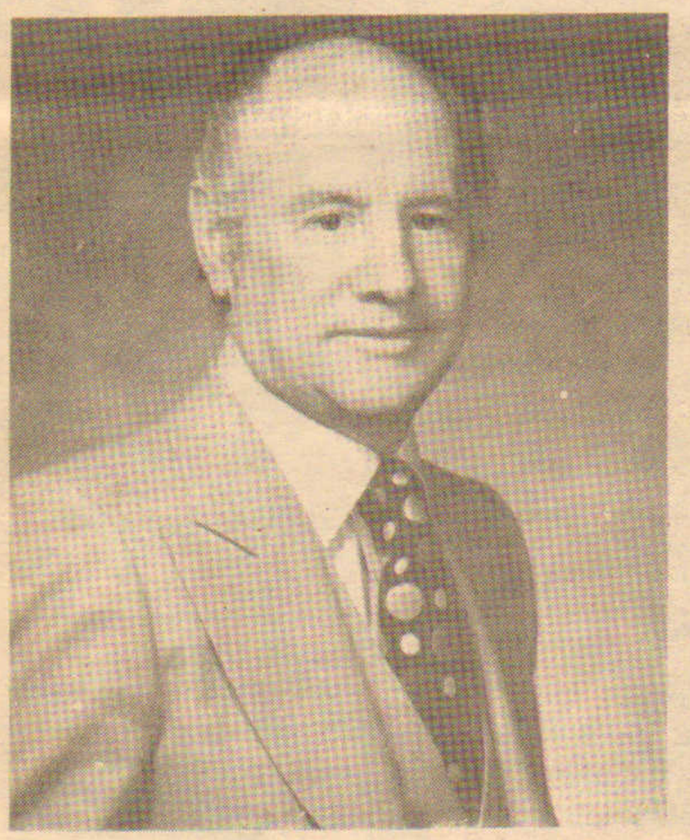
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Tobacco Stores
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Specialty Stores
Music Stores
Bank Interiors
Shoe Stores
Book Stores
Hotel Interiors
Cocktail Lounges
Restaurants
And all types of other interiors

MULLEN JEWELERS, Fall River, Mass.
DEPRISCO JEWELRY, Wellesley, Mass.
SAWYERS CAMPUS SHOP, N. Dartmouth, Mass.
HICKOX CAMERA, Meridith, N.H.
LEYS CENTURY DEPT. STORE, Long Wharf Mall, Newport, R.I.
LEYS MEN'S & BOY'S SHOP, Long Wharf Mall, Newport, R.I.
SAWYERS CAMPUS SHOP, Hancock St., Quincy, Mass.
SAWYERS CAMPUS SHOP, So. Main St., Fall River, Mass.
KARTEN'S JEWELRY, Purchase St., New Bedford, Mass.
KARTEN'S JEWELRY, Nashua Mall, Nashua, N.H.
KARTEN'S JEWELRY, No. Dartmouth Mall, Mass.
KARTEN'S JEWELRY, Swansea Mall, Swansea, Mass.
MR. J & SONS JEWELRY, Harborlite Mall, Weymouth, Mass.
LYNN CARD & GIFTS, Harborlite Mall, Weymouth, Mass.
STODDARD'S, Temple Pl., Boston, Mass
ROBERT CAPARELLA'S, Bryerbrook Rd., Milton, Mass.
DENNIS DRESS SHOP, No. Dartmouth Mall, No. Dartmouth, Mass.
RAY CARYE, Beacon St., Boston, Mass.
ALVES PHOTO, Storrs Ave., Braintree, Mass.
WARREN'S TAVERNS, Charlestown, Mass.
PERKINS TOBACCO STORES, Worcester Mall, Worcester, Mass.
PERKINS TOBACCO STORES, Portland Mall, Portland, Me.
PERKINS TOBACCO STORES, Liberty Tree, Danvers, Mass.
PERKINS TOBACCO STORES, Meridan Mall, Meridan, Conn.
PERKINS TOBACCO STORES, Enfield Mall, Enfield, Conn.
PERKINS TOBACCO STORES, Chestnut Hill Mall, Brookline, Mass.
PERKINS TOBACCO STORES, Bergen Mall, Paramis, N.J.
BAILEY'S BANKS & BIDDLE JEWELRY, Schaumberg, Ill.
DEROY JEWELERS, Sandy, Pa.
ZALE JEWELERS, Brookwood Village, Birmingham, Ala.
ZALE JEWELERS, Alton Mall, Orlando, Fla.
ZALE JEWELERS, St. Clair Sq., Fairview Heights, Ill.
ZALE JEWELERS, Volusia Mall, Daytona, Fla.
ZALE JEWELERS, Massapeequa Mall, Massapeequa, N.Y.
HESS CULBERTSON JEWELERS, Como Mall, N.Y.
JACOBS JEWELERS, Daytona Beach, Fla.
LAMBERT JEWELERS, Massapeequa Mall, Massapeequa, N.Y.
KAY JEWELERS, Bashford Mall
KAY JEWELERS, Cheektewaa, N.Y.
THACKERY RESTAURANT, Walpole Mall, Walpole, Mass.
BORACHI' RESTAURANT, Rte. 128, Dedham, Mass.
AL'S SHOE, Meridian St., E. Boston, Mass.
WILBAR SHOES, Braintree, Mass.
WILBAR SHOES, Orange, N.J.
MORSE SHOE, Nashua Mall, Nashua, N.H.
THE PIPE RACK, Tri Town Mall, Canton, Mass.
AQUA WORLD, Tri Town Mall, Canton, Mass.
FINEBERG DEPT. STORE, Main St., Marshfield, Mass.
LEEN SHOES, Main St., Falmouth, Mass.
LEEN SHOES, Main St., Hyannis, Mass.
HANCOCK BANK, Walpole Mall, Walpole, Mass.
MT. AUBURN HOSPITAL, Cambridge, Mass.
DOCK SQ. CIGAR, Dock Sq., Boston, Mass.
MILTON'S MEN'S STORE, Hancock St., Quincy, Mass.
ROGERS PHARMACY, Main St., Waltham, Mass.
PANTELIS JEWELRY, Haverhill, Mass.
DAVID ROUGH JEWELERS, Newport, R.I.
FREED'S MEN'S SHOP, So. Main St., Fall River, Mass.
BUTTNERS, Sandwich, Mass.
BUTTNERS, Kingston, Mass.
ALPHA CAMERA, Laconia, N.H.
GRANT PLAZA JEWELERS, Grant Plaza Mall, Newport, R.I.
CLARK DRUG, Malden, Mass.
ATLANTIC PHARMACY, Atlantic St., N. Quincy, Mass.
GOVT. CENTER TOBACCO, #1 Center Plaza, Boston, Mass.
CROWFOOT BOOK STORE, Main St., Falmouth, Mass.
FANCY THAT BATH SHOP, Centre St., Newton, Mass.
RAYBURN MUSIC, Huntington Ave., Boston, Mass.
ROBERT HURWITZ RES., Newton, Mass.
METROBANK, Milton Sq., Milton, Mass.
LYNN SIGN PLASTIC CORP., Cambridge, Mass.
FRANK VENTOLAS, Brookline, Mass.
GATES DEPT. STORE, North Scituate, Mass.
FISCHER SPORTSWORLD, Cambridge, Mass.
BITTS & BAGGAGE, Cape Cod Mall, Hyannis, Mass.
ROSS JEWELRY, Lynn, Mass.
DORNER JEWELER, Newport, R.I.
AVIS, Boylston St., Boston, Mass.
THE NOVELTY KING, Boston, Mass.
TECK-OP, One Beacon St., Boston, Mass.
DOCTOR SCHEUPLEIN PROJECT, Boston, Mass.
ORIENT WORLD TRADING CORP., Boston, Mass.
PANTELIS JEWELRY, Merrimac St., Haverhill, Mass.
IRVING RABB, Memorial Dr., Cambridge, Mass.
PETER'S MEN'S IMPORTS, Meridian St., East Boston, Mass.
MARTIN'S MEN'S SHOP, N. Dartmouth Mall, N. Dartmouth, Mass.
BITTS & BAGGAGE, Falmouth Mall, Falmouth, Mass.
SYLVIA LEE'S DRESS SHOP, Framingham, Mass.
DISCOUNT JEWELERS, King's Dept. Store, Durham, N. Carolina
DISCOUNT JEWELERS, King's Dept. Store, Rutland, Vt.
DISCOUNT JEWELERS, King's Dept. Store, Danbury, Conn.
DISCOUNT JEWELERS, King's Dept. Store, Durby, Conn.
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DISCOUNT JEWELERS, Hills Dept. Store, Indiana, Pa.
DISCOUNT JEWELERS, Hills Dept. Store, Christianbury, Pa.
DISCOUNT JEWELERS, Hills Dept. Store, Bristol, Tenn.
DISCOUNT JEWELERS, Jamesway Dept. Store, Brockton, Mass.
TONI'S MEN'S STORE, Brockton, Mass.
SAGERMAN'S, Main St., Hyannis, Mass.
INTERNATIONAL HOTEL SUPPLY CORP., Boston, Mass.
JOSEPH'S WOMEN'S APPAREL, Hanover, Mass.
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STOP & SHOP CO., So. Boston, Mass.
STANDARD HOTEL SUPPLY CORP., Boston, Mass.
ADMIRALS CLUB, AMERICAN AIRLINES, Logan Airport Boston, Mass.
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"(And many, many more)"

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AUGUST

LaCava Assoc. to build $50 million complex in Fitchburg, Mass.; 150 room hotel, 130,000 s/f R&D, 720,000 s/f offices.

Arthur Robbins builds 100 Hancock st., Quincy, Mass.; Marshall Cont. builder; Meredith & Grew agent for $19 million 203,000 s/f.

Northland Inv. & Winthrop Financial buy $2.15 million Foxboro Plaza; Bradlees new anchor for 102,000 s/f; Omega Prop. seller.

Gary Simon & Alfred Cicconi buy $900,000 20,000 s/f office and retail block in Salem, Mass. from Welch Tr.; BayBank Trust loan.

Codman Co. agent for 150,000 s/f 200 Newport Ave., Quincy, Mass. offices; Macomber, Dickinson & Cornu developers.

Lawrence Rubin Starts 190,000 s/f office-retail building in Back Bay, Boston; Beacon Const. builder; J.J. Studley leasing agent.

Jules Cavadi & Charles Farrell of Little & Co. and Marianne Macdonald sell $700,000 7,200 s/f site in Boston to Maynard Winston.

Stanley & King Weinstein get OK for $8 million 78 unit condo in Haverhill, Mass.; Maroney Const. contractor; ADC architect.

Hugh Beckett of Abacus Group places $6.8 million loan for 124,500 s/f Twin City Mall, Somerville, Mass. to Norman Prendergast.

Bruce Grean & Bill Ingalls of Norwood Group lease 22,000 s/f in Woburn, Mass. to Computer Proc. Inst. for Chomerics Inc.

Ed Simon of ABCO Realty brokers sale of 40,000 s/f $450,000 industrial site in Andover, Mass. for Barclays American to A.Sheehy.

McNeil & Assoc. buys 49,400 s/f Needham, Mass. school for $350,000; plans 35 condos; Sturdy Oak Construction contractor.

Paperama opens 30,000 s/f prototype in Weymouth, Mass.; SBA, South Weymouth Savings and Lincoln Trust finance $1.25 million site.

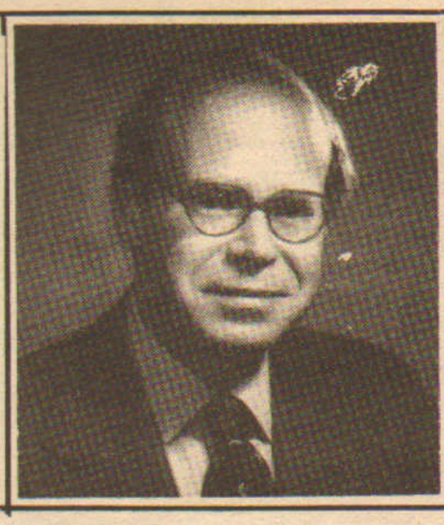
Keewaydin Properties developing first phase of $17 million Wildwood Village condominiums in Laconia, N.H.

BMFC to provide $17.6 million financing for 158 unit Douglas House in Brockton, Mass.; W. Winchester & J. Gallagher developers.

Cooper-Horowitz arranges $5.9 million construction loan for 55 luxury condo conversion in Worcester, Mass. by Paul Varadian.



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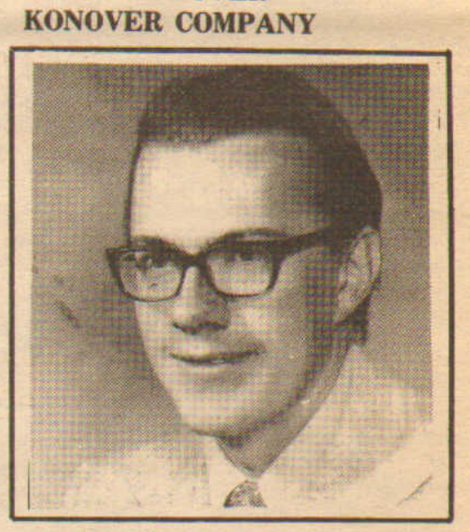
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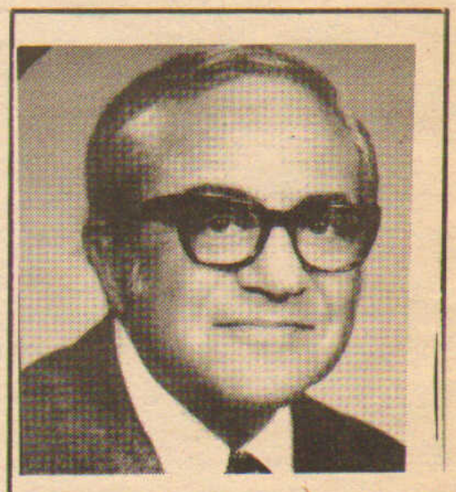
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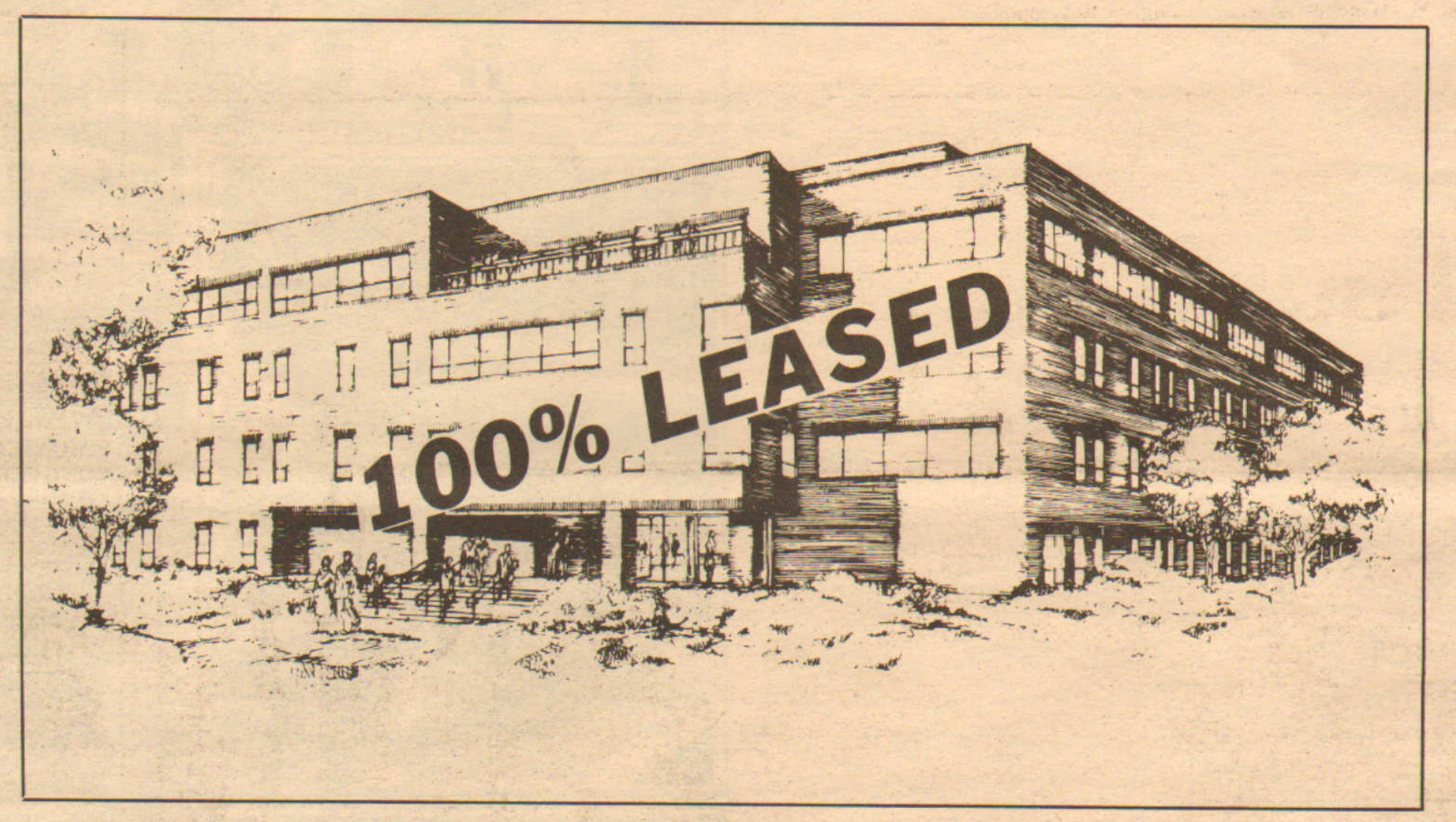
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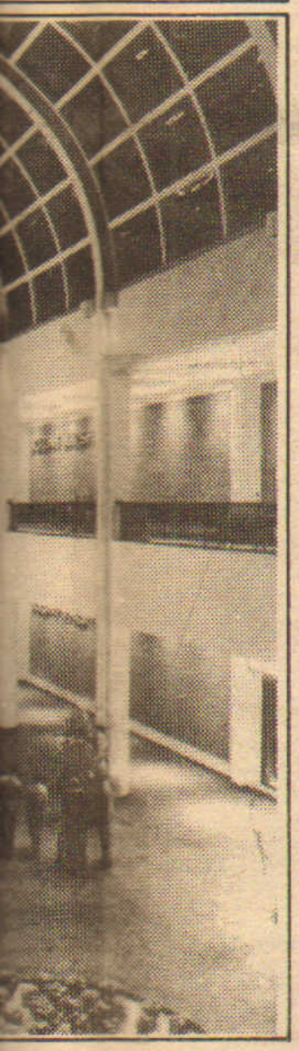
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AIRPORT MALL Bangor, Maine
PICKERING WHARF Salem, Massachusetts
LONG WHARF Boston, Massachusetts
FELLSWAY PLAZA Medford, Massachusetts
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TWELVE CORNERS Brighton, New York
THE BROADSTREET PARKADE Manchester, Connecticut
NEW MILFORD PLAZA New Milford, Connecticut
CHARTER OAK MALL Hartford, Connecticut
YORKTOWN MALL Lombard, Illinois
PLAZA RIO HONDO Bayamon, Puerto Rico
EL SENORIAL Rio Piedras, Puerto Rico
PLAZA DEL ATLANTICO Arecibo, Puerto Rico
REXVILLE PLAZA Bayamon, Puerto Rico
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WMA

WILDER-MANLEY ASSOCIATES, INC.
66 LONG WHARF
BOSTON, MASSACHUSETTS 02110
PHONE (617) 726-1500

SEPTEMBER

Colonial Bank loans $4.5 million to Chinook Salmon Assoc. for 60,000 s/f office building at Glastonbury, Conn.

BMFC to provide $2.5 million financing for Sigmund Capachin's 82 bed nursing home in Wrentham, Mass.; backed by GNMA.

Richard Flier handles sale of 50% of 260,000 s/f in Boston to Miller-Klutznick-Davis-Gray and N.H. Gorin Assoc.; 75 Federal st.

Westcott Assoc. buys W. Warwick, R.I. school for $203,000; plans 156 elderly units; O. Ahlborg contractor; Northeast Prop. agent.

Daniel Chimes of Beazley Co. brokers $875,000 sale of 24,000 s/f sites in Milford, Conn. for Abraham Goldman.

Ron Marsella & Henry Collins plans $1.3 million renovation at Manning Plaza in Providence; lease 12,000 s/f to American Univ. Inc.

Bea Miliefsky & Madalyn Fafard of Fafard R.E. sell $500,000 150 seat Marlboro, Mass. restaurant for Michael Abu.

LWA Assoc. buys Long Wharf factory, 300,000 s/f, in New Haven, Conn.; plans $10 million conversion for offices and industrial use.

Aberthaw Construction gets contract for $13 million AVCO Systems Div. addition, 200,000 s/f, in Wilmington, Mass.

Linpro Co. buys 9 acres in Marlboro, Mass. from Metropolitan Life Ins. for $295,000; plans 100,000 s/f offices.

Joseph Linsey, Jeffrey Kosow & Leo Allen start 99 luxury condos in Newton; U.S. Trust financing; Vitols Assoc. architect.

Norwood Group agent for Hill Executive Office Park, 28,100 s/f, in Milford, Mass.; built by Carrie Construction.

Hines Ind. starts work on 200,000 s/f University Place mixed use urban village in Cambridge, Mass.; George Macomber contractor.

O'Connell Div. and Corcoran Mullins Jennison redeveloping $18 million Hoosac Pier in Charlestown, Mass.; 150,000 s/f for offices.

FIP Corp. breaks ground at 42,200 s/f One Medway Park in Meriden, Conn.; $2.8 million project.

Robert Andrews building 90 home condos in Westport, Conn.; Stevens Westport contractor; Yost & Associates architect.



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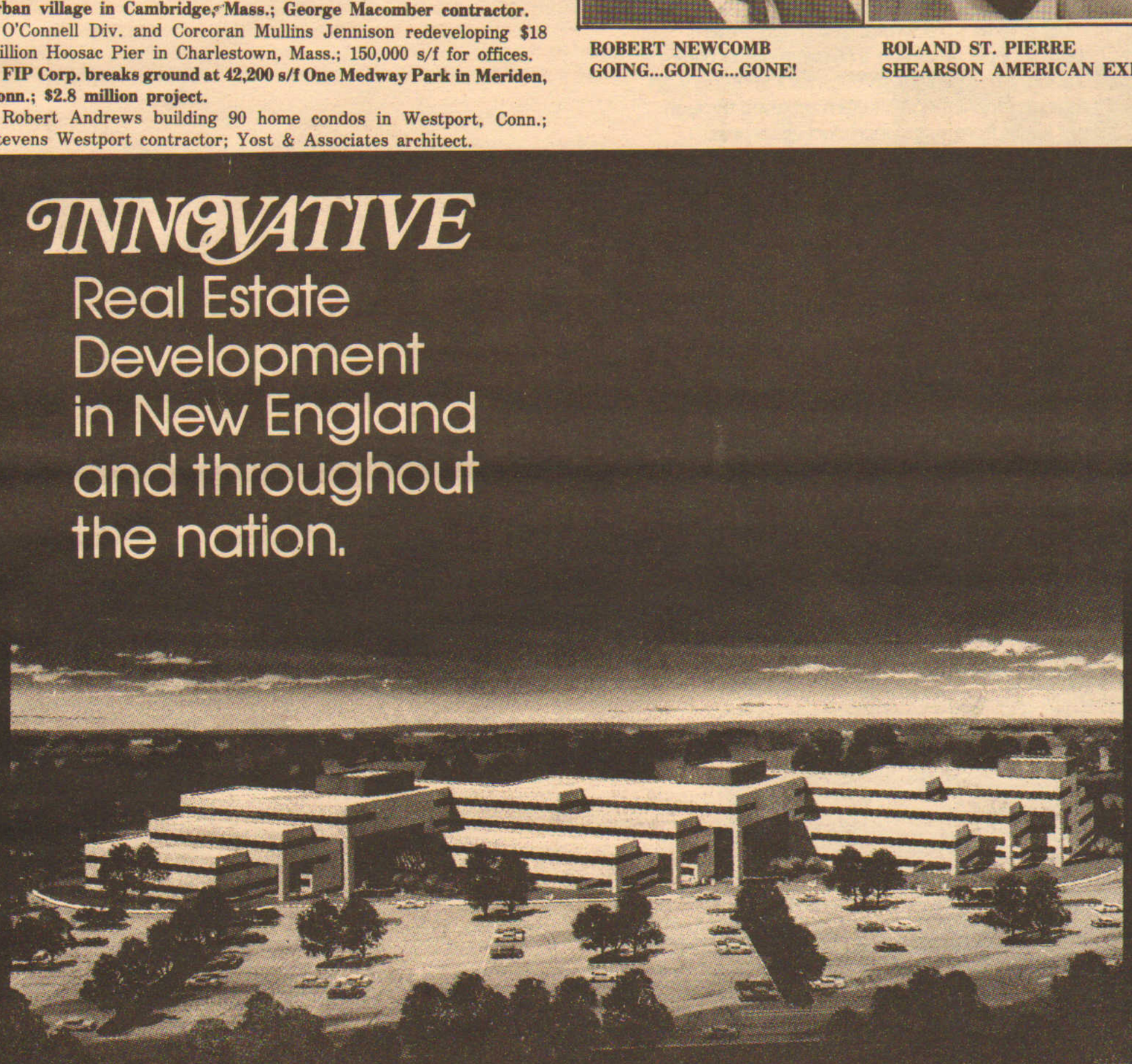


ROLAND ST. PIERRE
SHEARSON AMERICAN EXP.



VINCENT VAPPI
VAPPI CONSTRUCTION

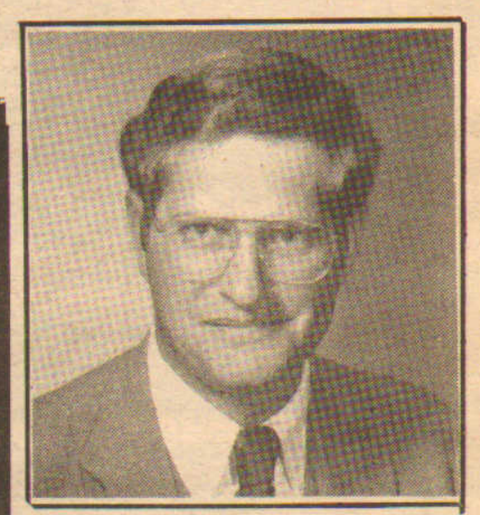
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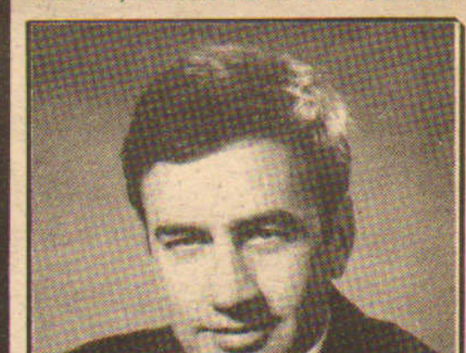
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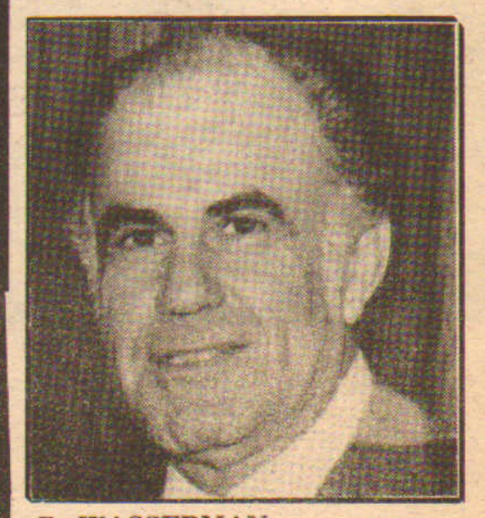
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DAVID PERGOLA
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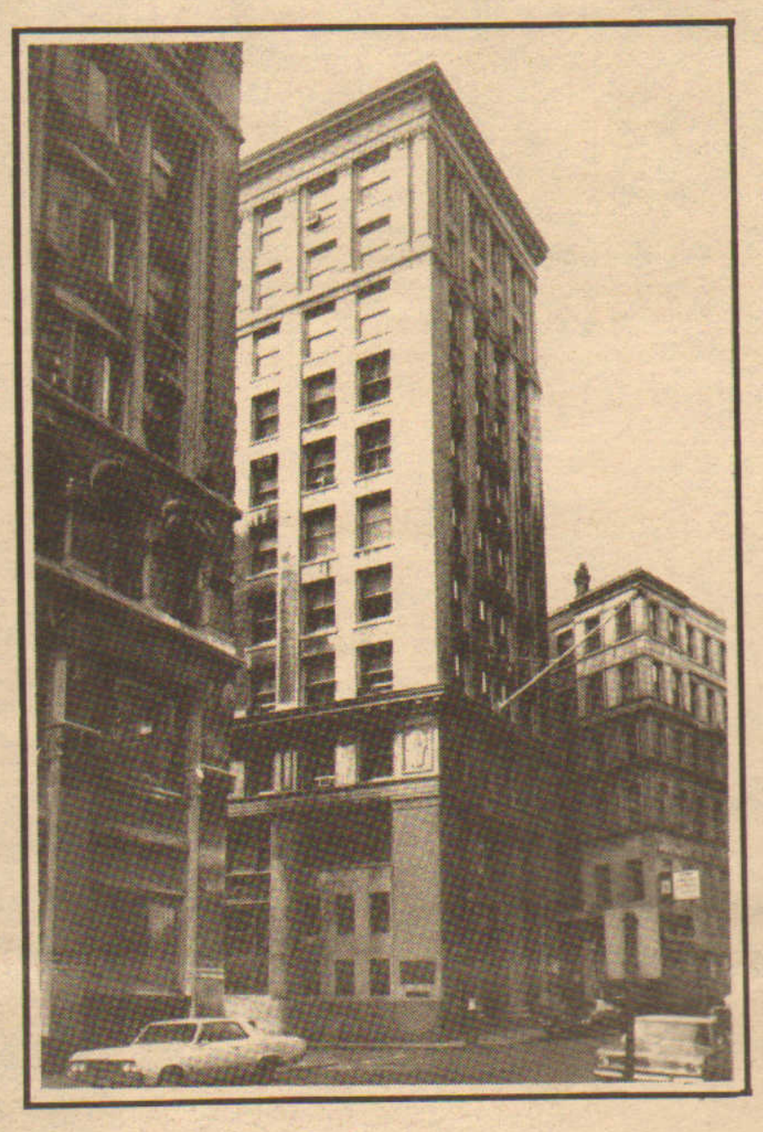


Z WASSERMAN
STATE PROPERTIES OF N.E.

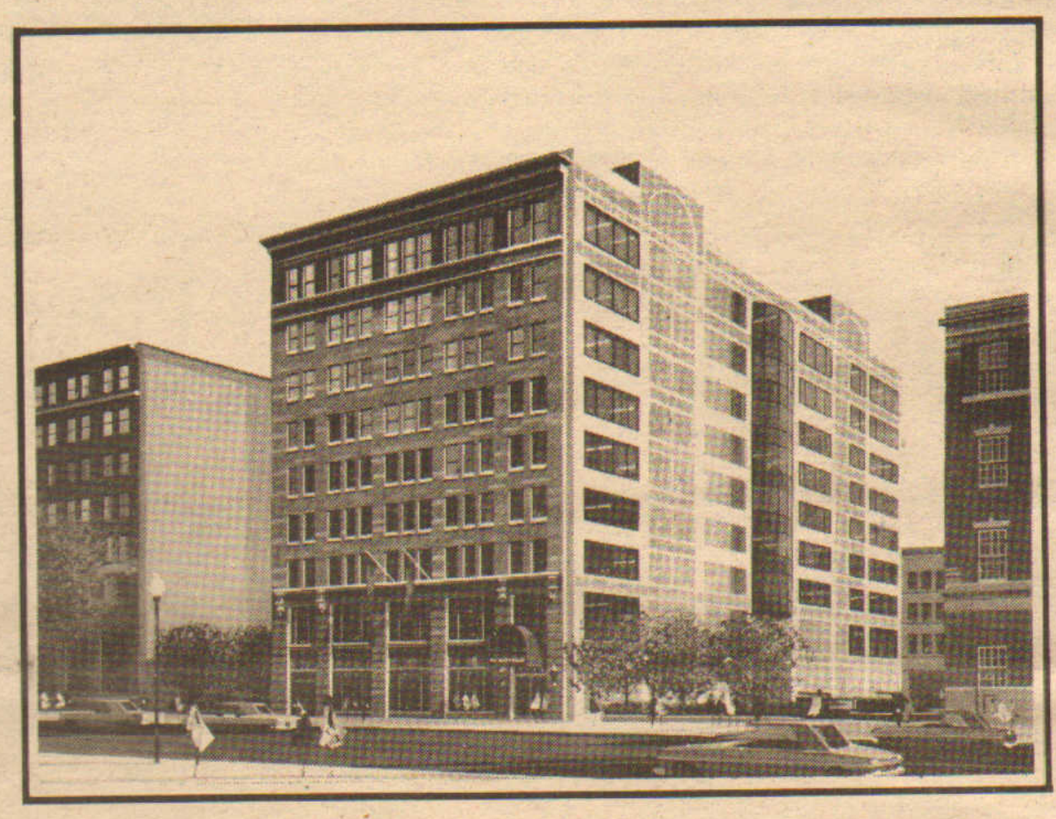


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31 Milk Street, in the heart of Boston's financial district, offers 108,000 square feet of modern office space, ideal for small professional suites.



The Stuart Building
The Stuart Building, located at 380 Stuart Street, is in the heart of Boston's Back Bay, opposite the John Hancock Complex. This nine story structure has been rehabilitated into 140,000 square feet of first class office space. Only three floors remain available.

Other Boston office properties include:
84 State Street • 160 State Street •
137 Newbury Street • 636 Beacon Street

And in New Hampshire:
Bedford Executive Office Park
Rte. 3 and Rte. 293 Bedford, New Hampshire

Under Construction:
2150 Washington Street, Newton, Mass.

Selected shopping center locations:
Caldor/Loehmann's Mall, Burlington, Mass.
Marshall's Center, Newton, Mass.
Crimson Galeria, Cambridge, Mass.
Frenchtown Plaza, No. Kingstown, R.I.
Marshall's Center, Cranston, R.I.
K-Mart Plaza, Wallingford, Conn.
Five Points Plaza, Biddeford, Maine
Bradlees Plaza, Foxborough, Mass.

Northland investment corporation

Northland Investment Corporation has acquired, developed and currently manages over $75 million of commercial real estate. Northland and its limited partners own nineteen properties with over a million and a half square feet of space, all located in New England.

20 Walnut Street, Wellesley Hills, Mass. 02181 Telephone (617) 235-2900

OCTOBER

Robert Price brokers $840,000 sales in Chicopee, Mass.; 30,850 s/f properties for Richard & Martin Sweeney and WMDC.

Robert Francis of Hunneman & Co. and Joseph McLaughlin of Prime Properties cobroker $300,000 downtown Quincy 28,000 s/f sale.

Finlay Co. plans $1 million renovation for 24,340 s/f offices in Portsmouth, N.H.; Franklin Building is former theater.

Berge's Real Estate sells Salem, N.H. land to Diversified Realty for 27,000 s/f strip center adjacent to Marshall's store.

Spectrum Financial aids in $1.3 million permanent financing for 35 acre Beaumont Nursing Home in Northbridge, Mass.

MacArthur/Nathan Assoc. gets $2.52 million IRB to expand Boston Scientific's 102,000 s/f in Watertown, Mass.; MIFA issues funds.

John Brown group buys 17,900 s/f Cambridge office building for $630,000; Workingmen's Coop. loans $400,000.

Metropolitan Properties completes 10,000 s/f Newton, Mass. mini mall rehab in $300,000 project; Brookline Sav., Bank of N.E. loans.

David Ritchie of R.W. Holmes handles Penn Machinery purchase of Wrentham, Mass. site for 22,000 s/f building; Michael Pacella seller.

James Sandberg leases 15,000 s/f for North American Assoc. in Stoughton, Mass. to Diebold Inc. for South Shore Bank offices.

Robert Nahigian of Norwood Group sells $1.45 million Natick, Mass. office building, 18,200 s/f, for Lakewood Park Co.

Concord Prop. Mgmt. leases 21,000 s/f at Littleton (Mass.) Office Center for Russell St. Assoc. to Computer Design.

acciardo assoc. brokers $425,000 sale of 14,000 s/f Johnston [R.I.] Shopping Plaza for Alphonso Paolontonio to R.J. Colardo.

Consumer Value Stores opens 7,800 s/f drugstore in K mart Shopping Center, Cranston, R.I.; leased by Berdon Inc.

Allan Serroll of Data Realty brokers 16 Brookline, Mass. apts. for Charles River Tr. to Catherine Chan for $495,000.

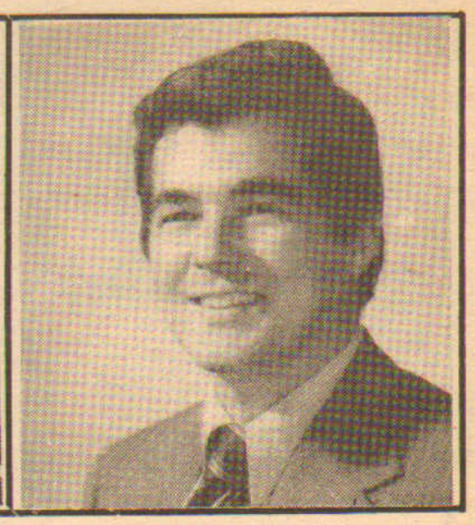
Rauseo & Co. handles $220,000 sale of 13,000 s/f Lynn, Mass. plant for Rubber & Plastics Corp. to A&G Manufacturing.



DONALD SAUNDERS
SAUNDERS & ASSOCIATES



STEPHEN KARP
STATE PROPERTIES OF N.E.



THOMAS TEUTEN
A. W. PERRY



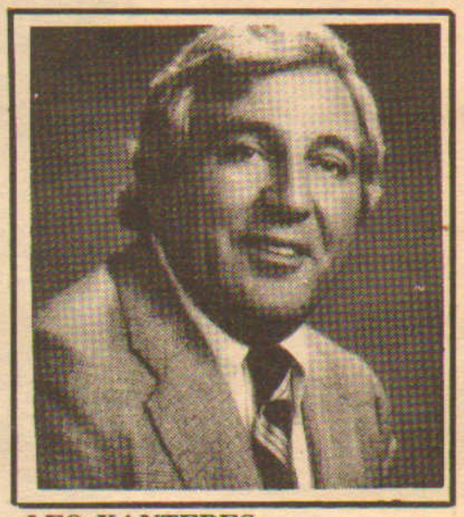
ANTHONY TAMBONE
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RICHARD REYNOLDS
HINES INDUSTRIAL



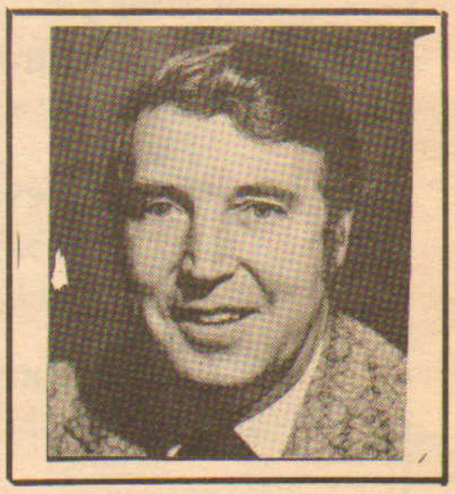
WILLIAM CRONIN
STATE PROPERTIES OF N.E.



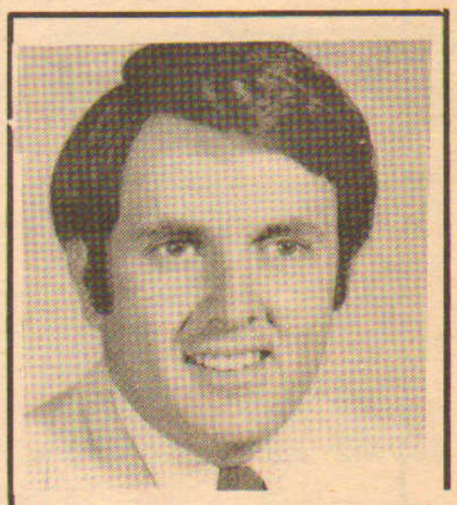
LEO KANTERES
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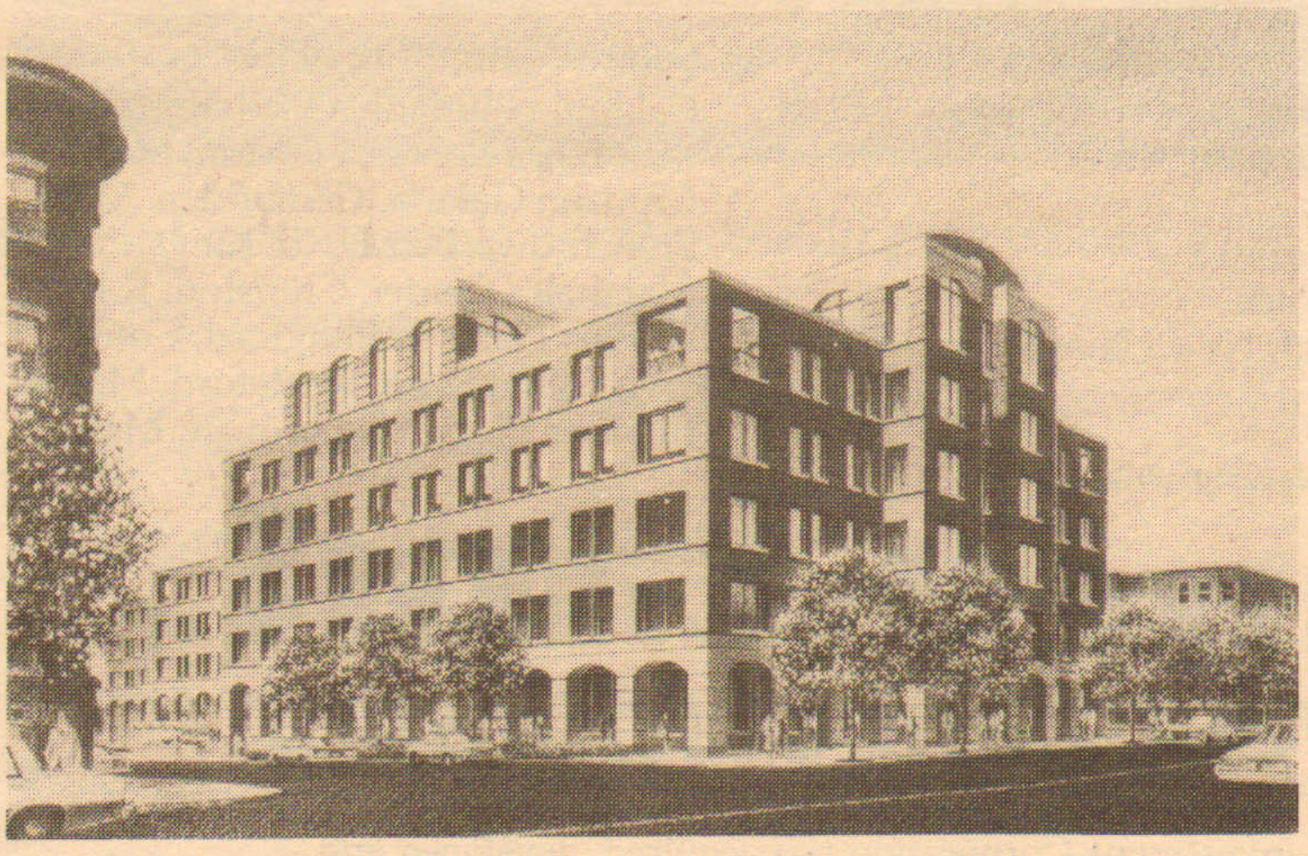
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Real Estate Financing

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NOVEMBER

Meredith & Grew named agent for Linpro Company's $6.3 million 72,000 s/f Westborough [Mass.] Executive Park.

Coldwell Bank & State Properties cobroker $1.85 million 23,000 s/f Needham, Mass. industrial site for Union Carbide to Interface Group.

Channel builds 56,000 s/f offices and plant in Billerica, Mass. for C.R. Bard in $2.5 million project.

Peter Elliot & Co. named agent for 453,300 s/f Fargo Center in Boston by Leonard Finkel; former Fargo Building.

Huygens & DiMella design 68,000 s/f Biogen Inc. headquarters in Cambridge Center developed by Boston Properties.

Flatley Co. buys 180 acres in Norton, Mass. for $500,000; former Dever School property to become office and technology park.

Tofias Corp. R.E. Services adds 20,000 s/f at Ocean Spray corporate offices in Plymouth, Mass.; Vappi builder; Symmes Maini McKee archt.

Beal Companies handles State Street Boston option sale for 225 Franklin st. to Hexalon R.E. in $21.75 million transaction.

Joe Henefield chooses Carlson Assoc. to market 135 unit Tuck Point Condo in Beverly, Mass.; Peabody Const. builds $20 million property.

Glenn Powell & Genelle Richards of Colby Realty sell $1.25 million Seminole Point on Lake Sunapee, N.H. for Styles to O'Neills.

Robert Ferris of Niles Co. & Lynne Barron cobroker $1.41 million joint venture purchase of 35,000 s/f downtown Cambridge property.

Brad Jenkins of Codman Co. handles $375,000 turnkey project in Raynham, Mass.; Hoag builds 20,000 s/f for Hub Thread Co.

Al Miller of Old Forge Realty sells Back Bay, Boston apartments for $300,000; Tosi Trading sells 11 units to Alpha Group.

Melvin Gordon brokers 23 apartments in Brookline, Mass. for Norton Ellman to Saul Glassman for $360,000; South Boston Savings loan.

Nash & Steelos Families buy 118,788 s/f Nashua, N.H. industrial complex from Melville, Corp. for $1.25 million; Nash Group to lease.

BMFC to provide $13.4 million for Centennial Island Apts. in Lowell, Mass.: Yelton, Standel & Scagel develop 118 units.



WILLIAM McCALL JR.
LEGGAT McCALL & WERNER



FRED MARETZ
LEVEY, MILLER, MARETZ



LEWIS HEAFITZ
THE HEAFITZ COMPANY



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THE CODMAN COMPANY



BARRY HOROWITZ
COOPER-HOROWITZ INC.



PETER BLAMPIED
BOSTON 5 CENTS SAV. BANK



KARL NORWOOD
THE NORWOOD GROUP



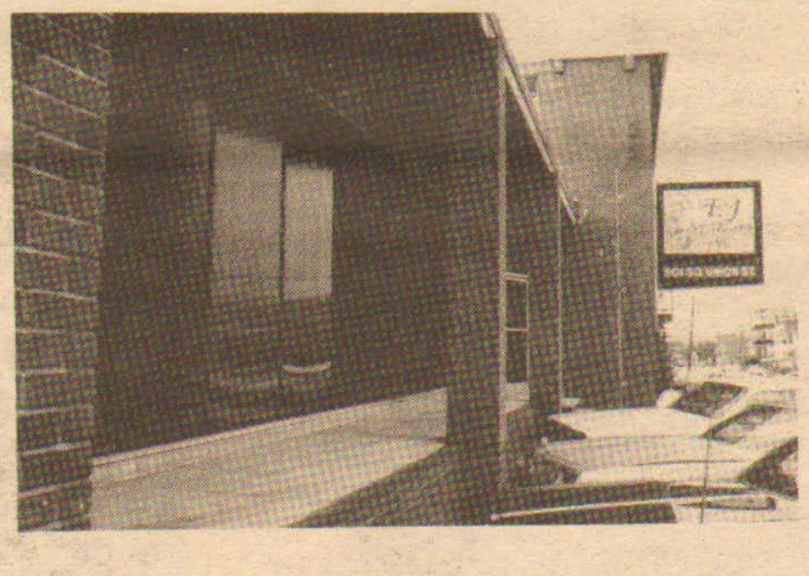
ROBERT HOLMES
R. W. HOLMES REALTY CO.



MATTHEW HOBBS
B M F C INC.



SIDNEY ROSENTHAL
MEREDITH MANAGEMENT



E. J. Systems first opened its doors on February 6, 1978, the day of the great Blizzard.

But despite this inauspicious beginning, the designer and maker of electronic test equipment has experienced a rate of growth faster than even they had hoped for. Starting with only two employees, by 1981 they were employing 75 and looking to hire even more. But first they had to find suitable space for their growing firm, and a way to finance it.

With the help of a low interest bond from the Massachusetts Industrial Finance Agency (MIFA), E. J. Systems was able to buy and renovate the 35,000 square foot facility seen here. The building has allowed E. J. Systems to continue on its path of rapid growth and added employment.

If you are a smaller company looking to expand, maybe MIFA can help you, just as we've helped E. J. Systems and 1,100 other growing firms across the state. Give us a call, or write:

Robert E. Patterson, Executive Director
MASSACHUSETTS INDUSTRIAL FINANCE AGENCY
125 Pearl Street
Boston, Massachusetts 02110
(617) 451-2477

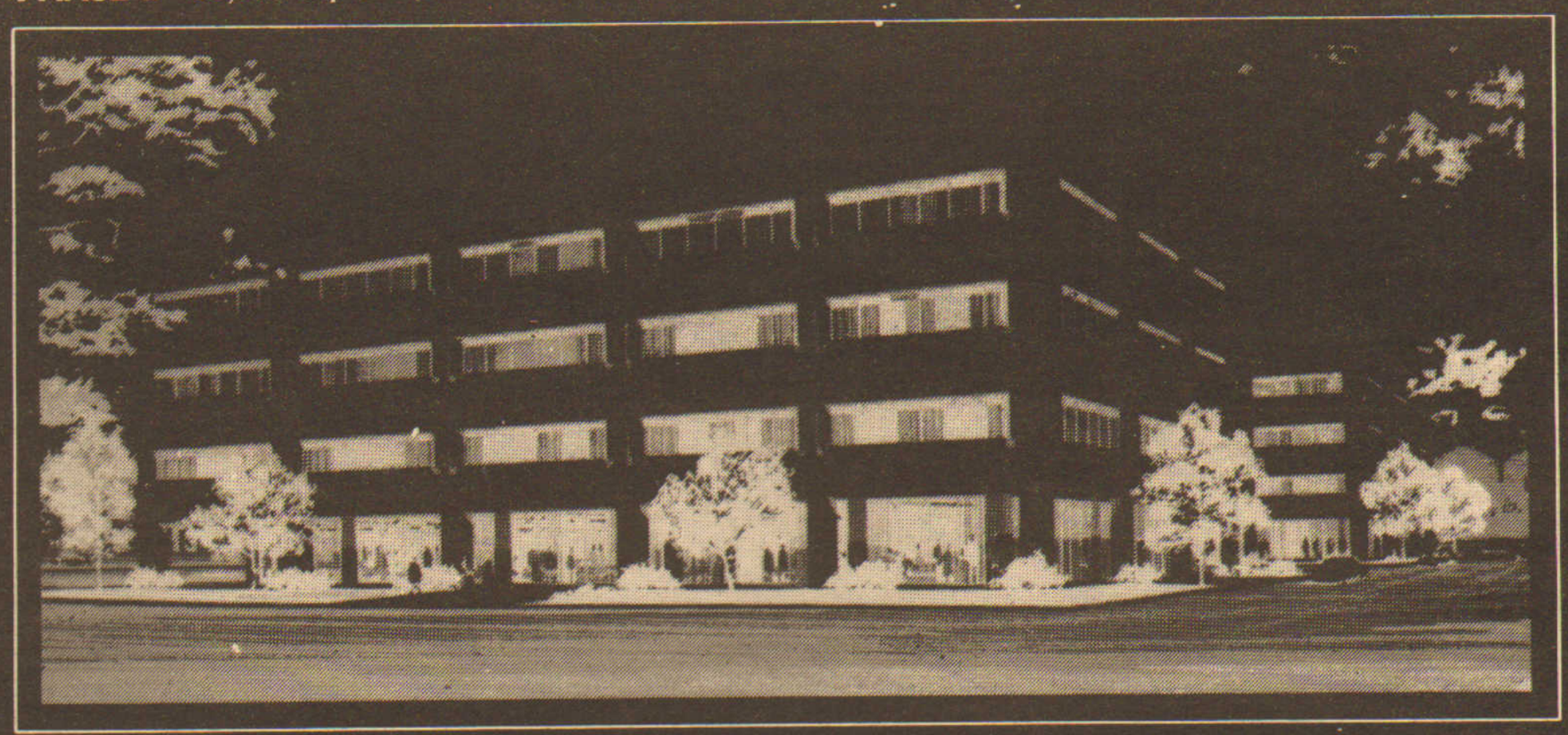
MIFA Can Mean The Difference

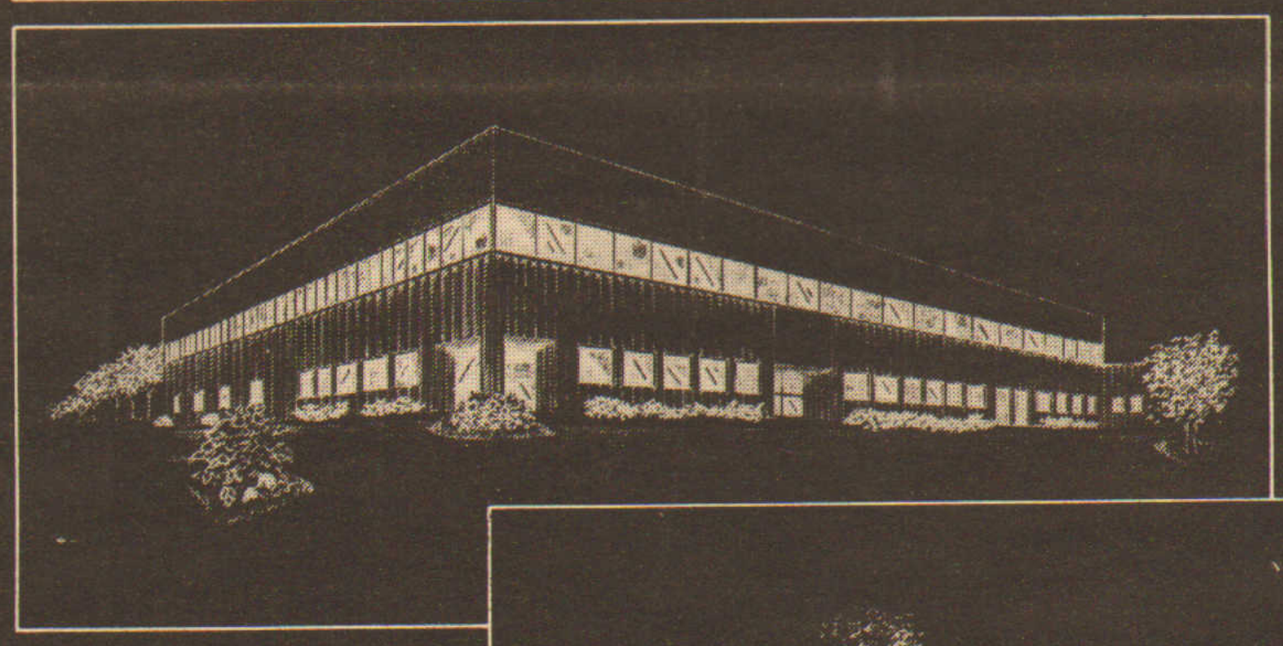
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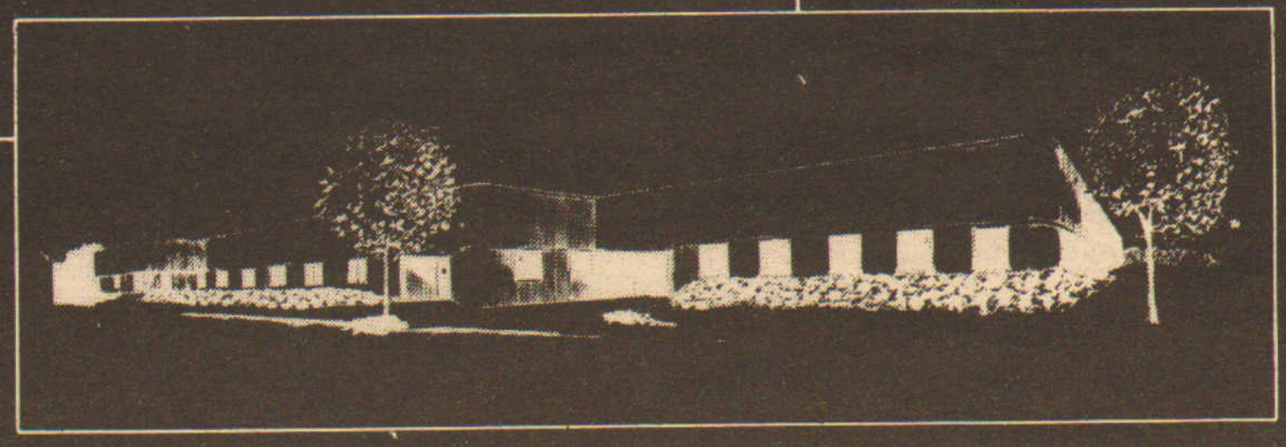
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INDUSTRIAL and COMMERCIAL REAL ESTATE

NOVEMBER

BFTG and CMC arrange $3 million financing for Osceloa Dev. Corp. for 58 room condo/hotel at Summit at Waterville Valley, N.H.

Fleet National Bank provides $2 million for 18,000 s/f renovation by Kleco Realty in Greenwich, Conn.; Cooper-Horowitz brokers loan.

BMFC places $9.5 million loans to Doherty, Prendergast, Stone for 85 elderly units in Somerville, Mass.; Stone Co. contractor.

Sy March of Peter Elliot Co. leases Langley Place, Newton, Mass. space to MHA Financial for safe deposit facility.

Patrick Ford of N.E. Hotel Realty sells $900,000 In-Towne Motel in Dover, N.H.; Zaven Hagopian sells 50 units.

Schuster Co. places $1.15 million loan to Elio DiBiase for 48 units to be built at Prospect Hill Park in Rowley, Mass.

State Properties of N.E. takes over Cloverleaf Marketplace in Natick, Mass.; signs Burlington Coat and Paperama.

Stephen Murphy of Codman Co. sells 30,300 s/f Natick, Mass. site with 7,200 s/f building to R&E Assoc. for Hoover Co. for $420,000.

O. Ahlborg to build $5.6 million Westminster Place in Providence; St. Elizabeth Housing Corp. constructs 150 units.

Corporate Space leases 20,800 s/f for Goldberg/Zoino Assoc. in Newton, Mass. to three firms; GEO Building now fully leased.

Robert Sage opens 367 room Back Bay Hilton Hotel; $31.5 million site built by Vappi Co.; J. Hancock, Bank of N.E., Citibank loans.

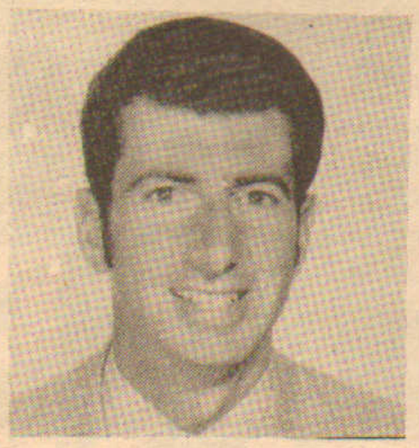
Westinghouse Credit provides $6.3 million loan for Linpro's 200 units in Plainsboro, N.J.; site includes 18 hole golf course.

Leonard Cline & Jordan Rittenberg group buys 96 Waterville, Me. apts. from Maine Dev. I for $3 million; ERA McCann Realty broker.

Condyne Inc. designs and builds $2 million 80,000 s/f offices in Holliston, Mass. for W.A. Wilde Co.; Kastler Assoc. consultant.

Kelleher & Sadowsky places $1.75 million to refinance Publick House in Sturbridge, Mass. for Restaurant Associates Inc.

Spaulding & Slye contractor in Newton, Mass. for Northland Inv. Corp.'s 24,000 s/f offices; State Street Bank financing.



THOMAS DeFELICE
DeFELICE REALTORS



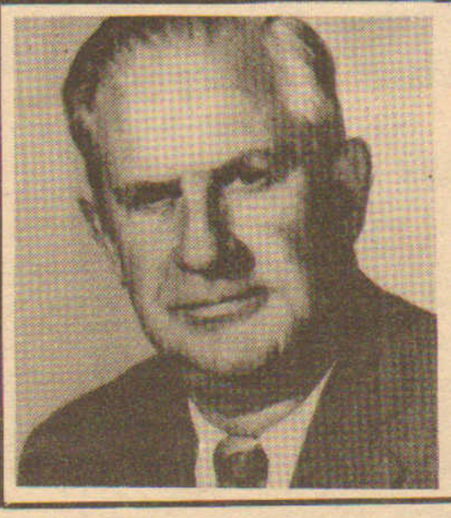
GEORGE LOVEJOY
MEREDITH & GREW



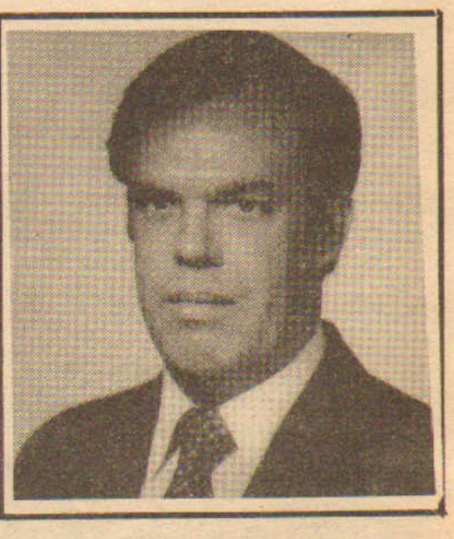
SARGENT GOODCHILD
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JOSEPH FINN
JOSEPH FINN AUCTIONEER



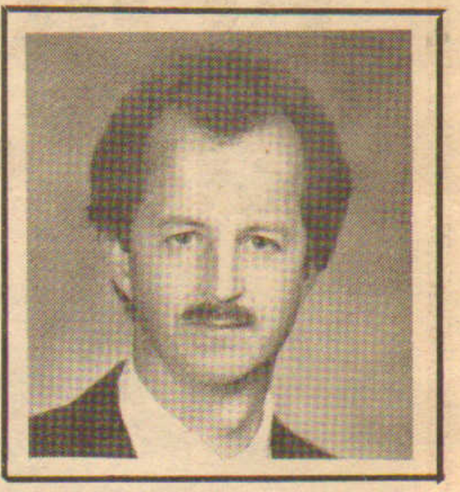
STEPHEN HOPKINS
STEPHEN HOPKINS INC.



BRAD GRIFFITH
LEGGAT McCALL & WERNER



RICHARD FRIEDMAN
CARPENTER & COMPANY



BRIAN CURTIS
CURTIS REALTY



HOWARD KATZ
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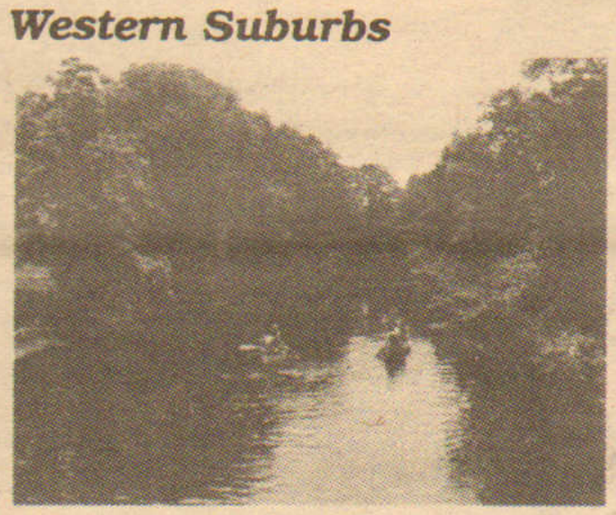
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LANDVEST

Our 25th Year 'CONWAY COUNTRY'

Boston

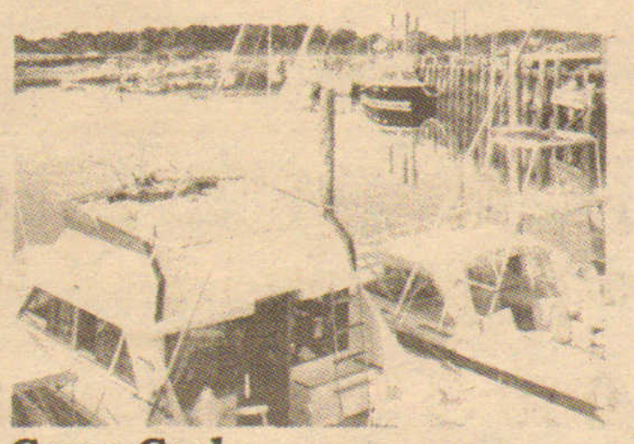


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South Shore



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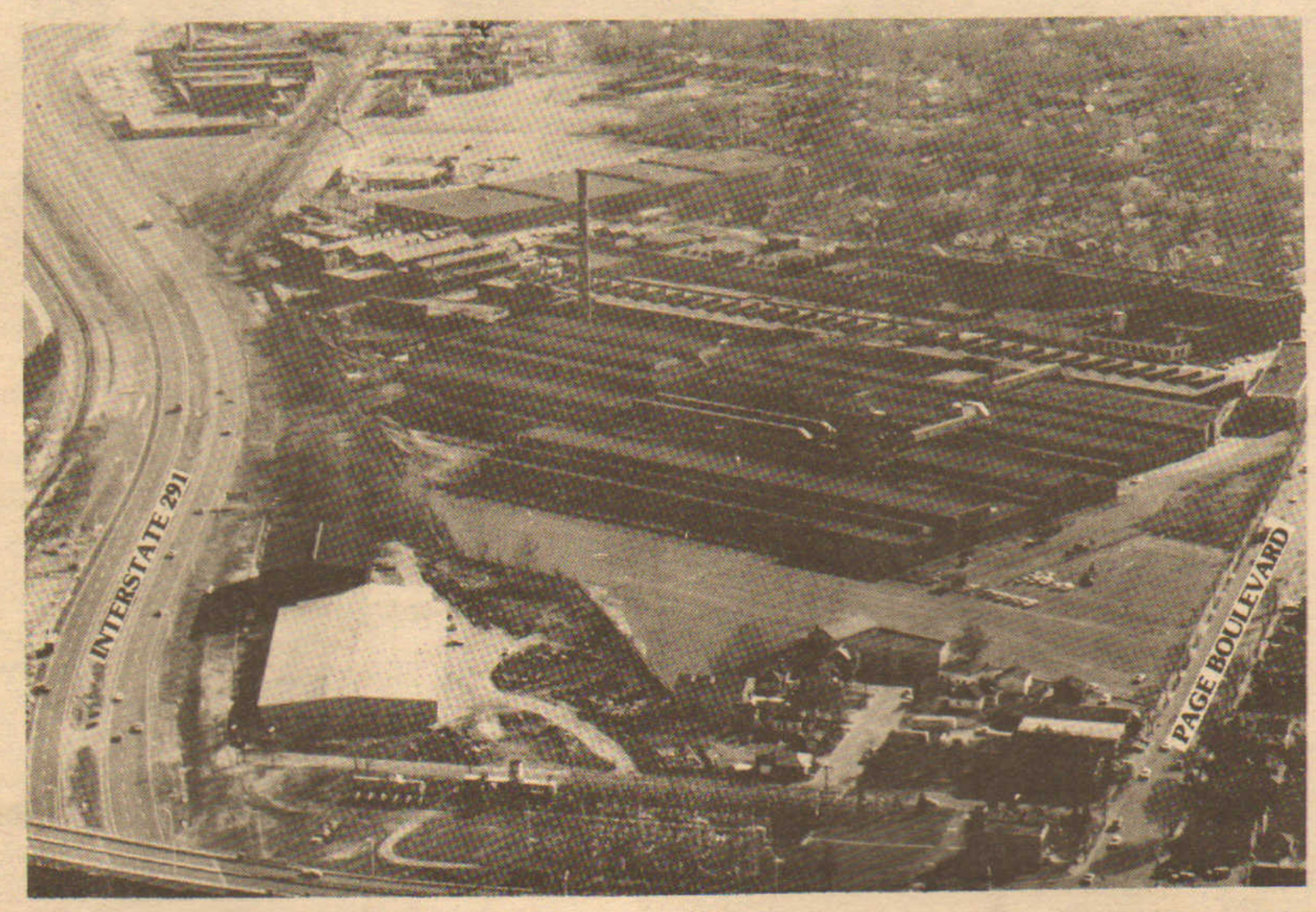
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BROKER COOPERATION INVITED

DECEMBER

Leggat McCall & Werner, Robert Elder open 150,000 s/f Westborough Office Park; Teachers Ins. loan; Turner Const. builder.

William Gulliver of Boston Mortgage places $16.5 million loan. on 1,032 apartments for Bay Colony Property in Collingswood, N.J.

James Gorman & Robert Strelke of R.W. Holmes broker Easton Ind. Park site sale for Paramount Dev. to Shaw Glass for 60,000 s/f plant.

Jonathan Kay of Peter Elliot leases 14,500 s/f warehouse-offices in Woburn with Joseph Otolo of Corporate Space to Crate & Barrel.

Town & Country Dev. plans $12.5 million mall and office park in Londonderry, N.H.; Comprehensive Architectural Services designer.

J.J. Studley named leasing agent by Lawrence Ruben for 210,000 s/f $30 million Exeter Place offices-stores in Boston's Back Bay.

Garry Reilly of Realty House completes leases for 20,000 s/f office building in Cranston, R.I.; Realty Ent. contractor.

Spaulding & Slye completes 8 New England Executive Park in Burlington, Mass.; New England Life occupies 180,000 s/f.

Riesman, Marshall, Glumicich & Thomas to develop 100 acre Commerce Park at Middleborough [Mass.] Circle.

Aberthaw Const. completes $2.2 million 51,000 s/f expansion at Alpha Industries headquarters in Woburn, Mass.

Robert Strelke of R.W. Holmes sells Easton Ind. Park parcel for Paramount Dev. Assoc. to Alumitron Corp. for 15,000 s/f plant.

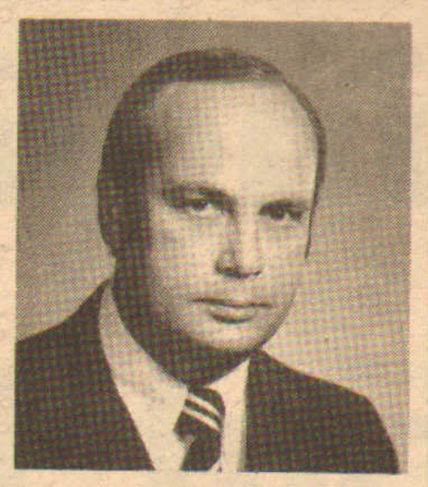
Wang Labs selects Symmes, Maini & McKee for 200,000 s/f facility in Holyoke, Mass.; Daniel O'Connell's Sons contractor.

Simon Konover to develop $5 million Cromwell, Conn. shopping center with 40,000 s/f Stop & Shop and 70,000 s/f Bradlees stores.

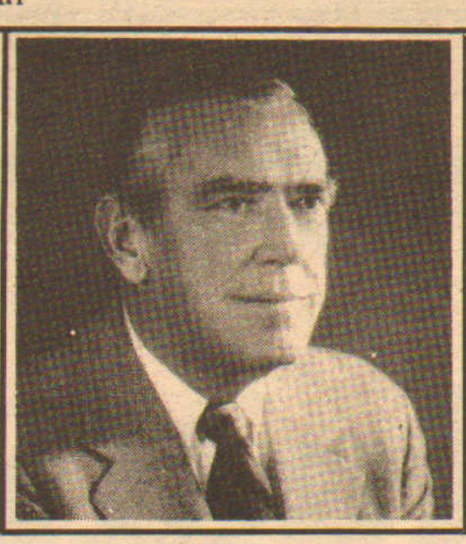
American Realty & Beaudry Assoc. cobroker sale of 40,000 s/f industrial condo in Stamford for Glendale Commerce Park.

Ted Hampe of Cross & Brown brokers sale of 5 buildings in Westport, Conn. for Jennings Realty to R.B. Financial for $2 million.

Culbro Land Resources leases 26,520 s/f at Griffin Center in Windsor, Conn. to Combustion Engineering.



JAMES SCHAFFER
COLDWELL BANKER



JOHN FALLON
R. M. BRADLEY & COMPANY



WILLIAM WHITE
B M F C INC.



RALPH ROTKIN
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RICHARD FLIER
FLIER CITY INTERESTS



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ELLIOT RAVECH
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THOMAS LEGGAT
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(617) 322-4024


BOSTON'S
FINANCIAL DISTRICT
IS LOOKING UP.
Dewey Square Tower is being built according to plans. Your plans. Located right off the Southeast Expressway, and right across the street from South Station's train and bus lines, Dewey Square Tower will let you spend less time on the road to work and more time on the road to success.
A joint venture of Metropolitan Life Insurance Co. and Rose Associates, Dewey Square Tower will provide the financial district with 46 stories of quiet and efficient office space. In addition, restaurants, movie theatres and retail shops will occupy the ground floor and mezzanine. Leasing on the building, which will be ready for occupancy in early 1984, has already begun. Dewey Square Tower.
A building in Boston's financial district you can really look up to.
Leasing now available through the Tower's exclusive leasing agent: The Codman Company, Inc. (617) 423-6500.
DEWEY
SQUARE
TOWER

LOCATION



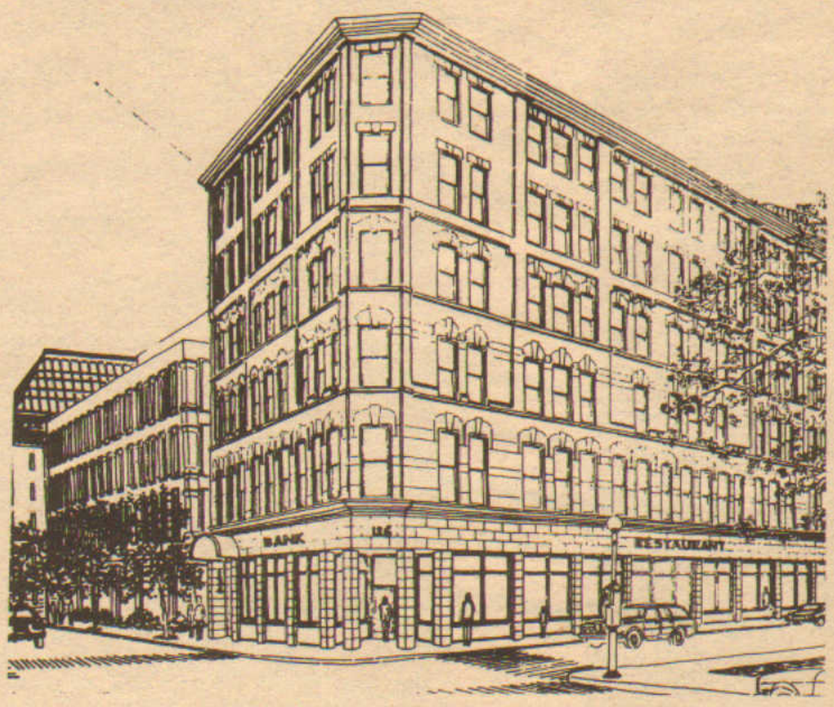
* FOR LEASE
10,630 sq. ft. of quality office space on a single floor.
2,600 sq. ft. of ground level retail space facing busy Stuart Street.

Choose
BERKELEY PLACE
And You'll have The Most Famous Front Door in Boston.

People working here are excited about Berkeley Place.. even about the cherished bas-relief sculpture telling the story of the Boston-Ceylon tea trade since 1917.

A front door might seem like a small detail. But to us, details count. Join publishing, education and media organizations who agree, and now occupy 85% of this historic building.

Exclusive Leasing Agent:
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Move Into 126 High Street And You'll Move Into The Cornerstone of The Financial District.

126 High Street distinguishes your firm as a prominent member of Boston's business community. Originally constructed for the Wentworth Company, 126 High Street has been superbly renovated. It is a quality office address. With a new lobby. Efficient HVAC. Offices built to tenant specifications. Thermapane windows. Other amenities.

The original water-struck brick, granite keystones, and elegant cornice of 126 High Street are Boston's architectural history. At 126 High Street, two of the city's biggest banks, one of America's oldest law firms, and a world-class hotel are your neighbors.

* FOR LEASE
6,594 - 7,128 sq. ft. well-lighted floors making single floor identity feasible for the small to medium size organization.
Exclusive Leasing & Managing Agent:
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Breathtaking Executive Office Space

NEWTON CENTRE

Langley Place Executive Office Building

Architecturally one of the most dramatic landmark revitalizations of any property in the United States. A picturesque 100-year old stone church turned into offices and commercial space. Select areas still are available featuring floor to ceiling windows and offices of geometric design.

* FOR LEASE
4th Floor: 2,500 rentable sq. ft.
Exclusive Leasing & Managing Agent:
329-6780

VALUE

$2.50 SQ. FT.
FARGO INDUSTRIAL CENTER

With out a doubt Boston's best real estate value!
Good manufacturing, warehouse and office space.
In Boston, Just off Summer Street at 451 D Street.
A short walk to South Station, the waterfront
and right on public transportation. Features include:
* 50,370 sq. ft. on each floor * Every floor subdivisible
* 3 passenger, 4 service elevators * 7 easy access tailboard docks
* Parking available

* FOR LEASE
200,000 Square Feet
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HEADQUARTERS
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