

New England Real Estate Journal

december 30, 1983

supplement of the new england real estate journal

56 pages

Massachusetts International
Family Housing Greater Boston New
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1983
Real Estate
In Review

and those who made it happen!

*We at
Meredith & Grew
wish everyone
a very happy
holiday season.*



Meredith & Grew

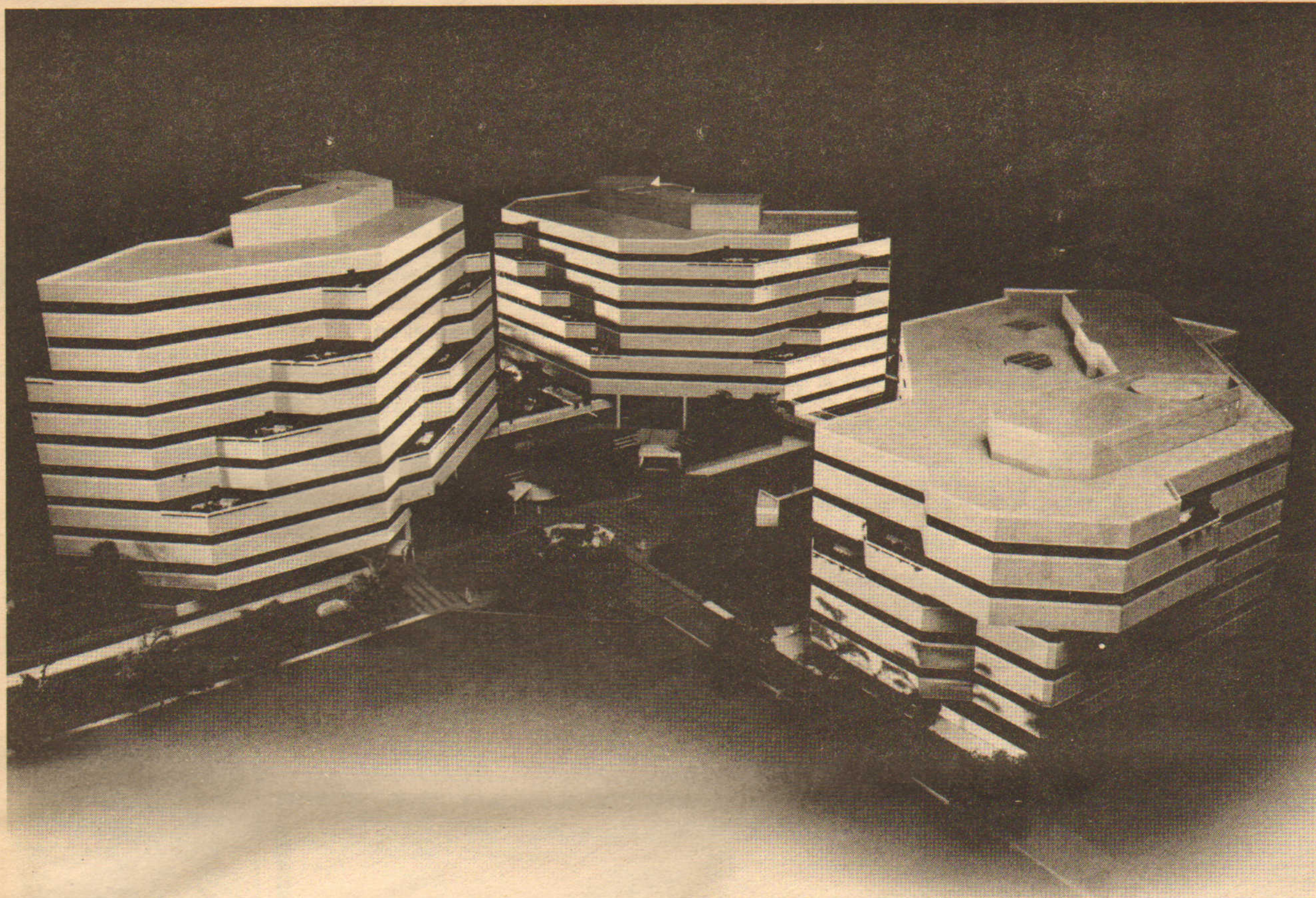
Meredith & Grew, Incorporated 125 High Street, Boston, MA 02110 • (617) 482-5330



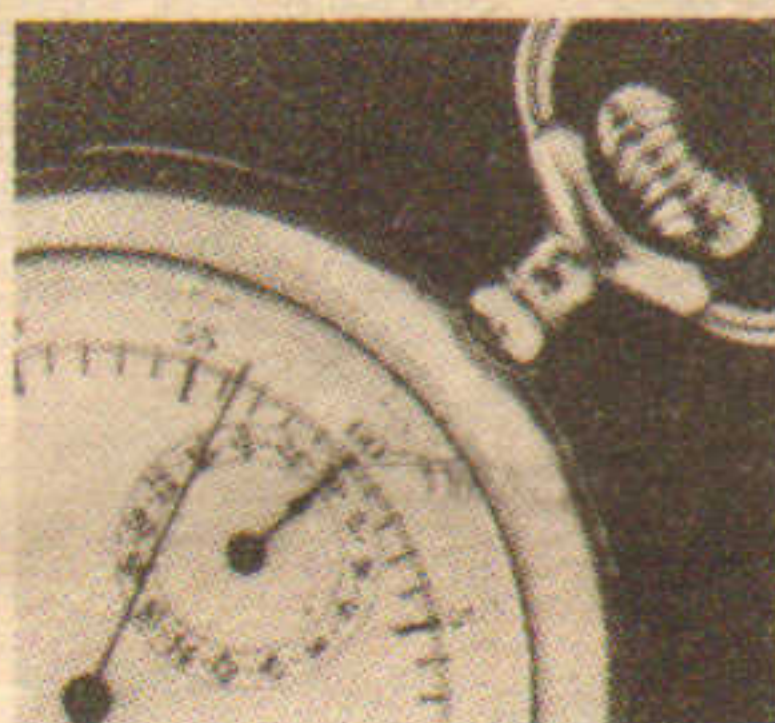
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Member



Boston Affiliate
The Office Network, Inc.



CambridgePark



Eight minutes to Routes 128, I-93 and the Mass Pike. Ten minutes to Boston's financial district. Fifteen minutes to Logan Airport. Located at Route 2 and the new Alewife MBTA Station, this superior 670,000

square-foot office complex is being developed by Spaulding & Slye and Copley Real Estate Advisors.

Designed by architect Eduardo Catalano, CambridgePark is an imaginative combination of urban and suburban features—skylit atriums, brick plazas, landscaped courtyards, exterior balconies, oak and glass accents.

Here to there in minutes...CambridgePark... an outstanding office environment in the most accessible location to Boston and the Route 128/I-495 marketplace. Now leasing for occupancy in the summer of 1984.

Spaulding & Slye

Brokerage/Construction/Consulting/Development/Property Management

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

JANUARY

Coldwell Banker sells \$2.7 million 304,110 s/f Cott Bottling site in Millis, Mass., for Ann & Hope distribution center.

Wesley Marans of R. M. Bradley Co. sells 40 apartments in Fenway section of Boston to J. G. Properties for \$675,000.

John Bailey & Fred Alpert convert New Bedford, Mass., warehouse to 30 apartments; \$1.7 million site signed by Anderson Notter.

Denis Walsh opens 35 unit Cutter Condos in Arlington, Mass.; Arlington Five loan for \$3 million conversion from school.

Commonwealth of Mass. designates Faraca Co. & Rialto Assoc. to develop retail space at Transportation Building in Boston.

Bruce Parker & David Ritchie of R.W. Holmes Co. broker \$1.05 million sale in Woburn, Mass., for C.C. & F. to Woburn R. & D. Corp.

Cooper-Horowitz places \$10.75 million loan in Houston for 108,850 s/f Foundation at Park 10 office complex.

Spectrum Financial Corp. arranges \$8.15 million loan to Woburn R. & D. Center for 122,000 s/f facility.

Ryan, Elliott & Co. of R.I. and Codman Co. sell \$1.7 million 81,000 s/f property in Providence to Coto Corp. for PRISA Group.

Stone Co. completes two sites in Lynn, Mass., 90,000 s/f, for over \$3 million for John Boyd Chip Co. and Standard of Lynn.

Continental Homes of New England sells 6,000th manufactured home to Brightwood Development Corp. of Springfield, Mass.

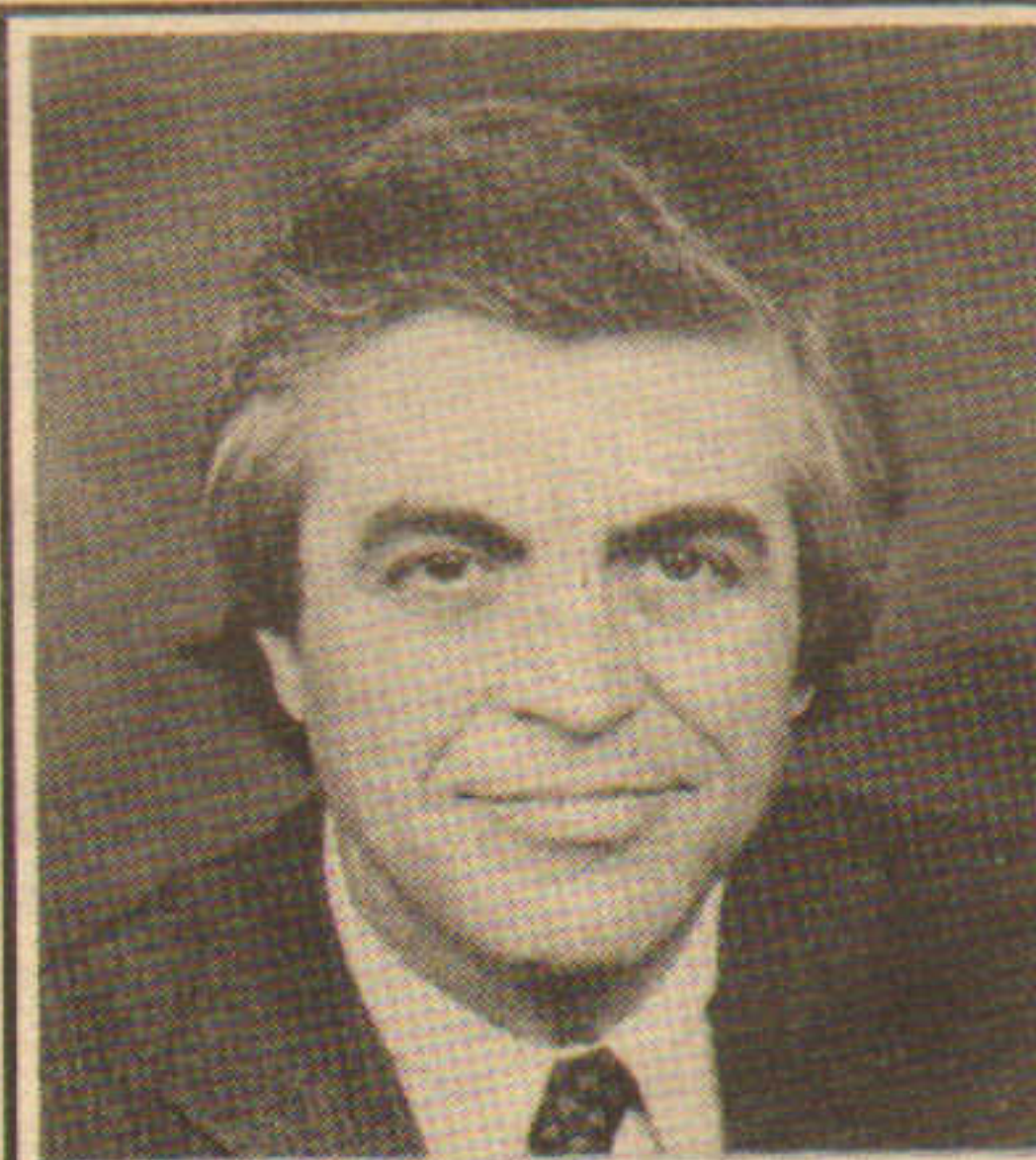
Norwood Group sells out 14,400 s/f first phase of Northwood Executive park office condominiums in Amherst, N.H.

Druker Co. to develop 50 acre Portsmouth [N.H.] Park for office, research and development and light manufacturing.

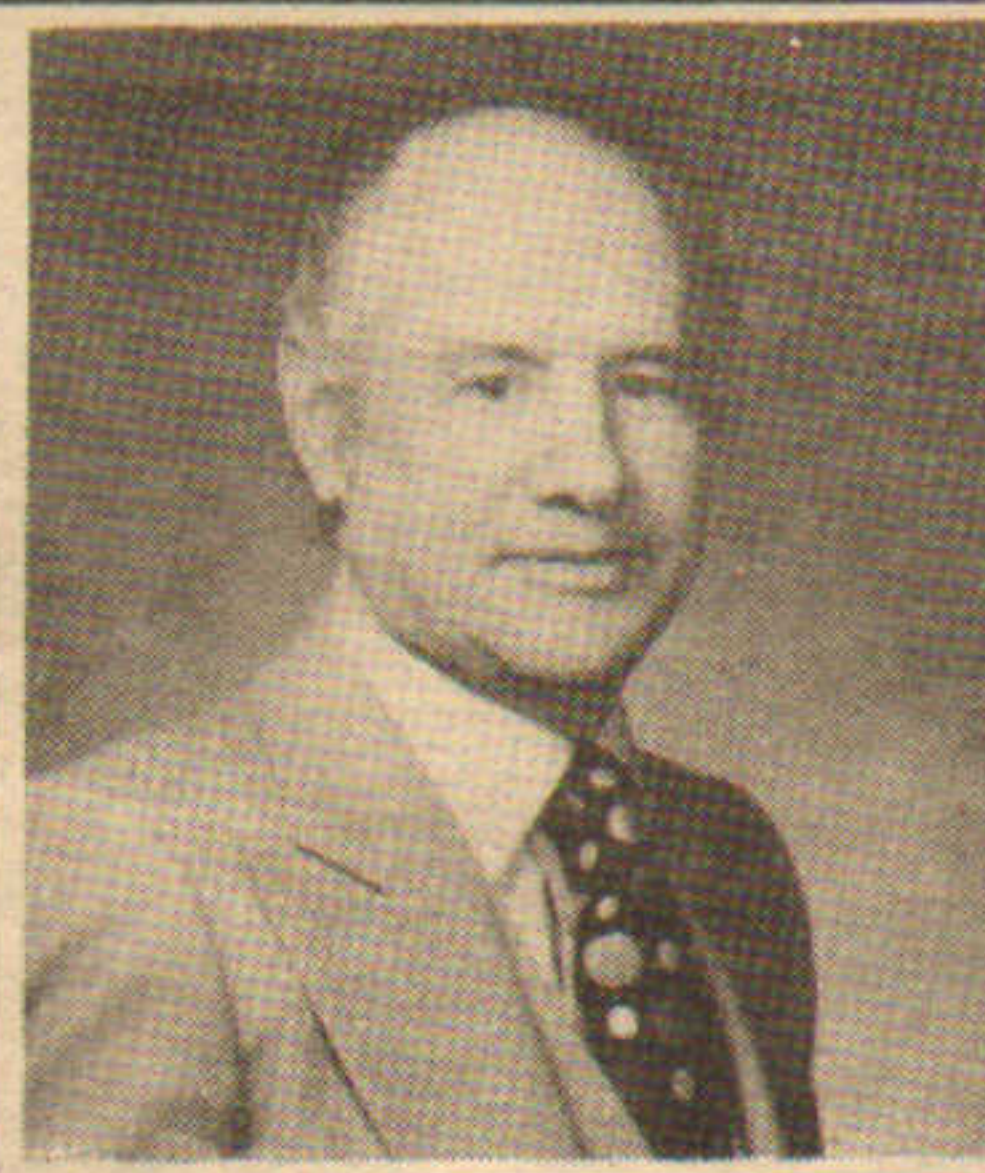
Fleet National Bank to provide \$9.5 million for Indian Head and H&H Dev. Partners' 120,000 s/f Nashua, N.H., office building.

Leatherbee Mortgage Co. places \$1.3 million loan for Ed Zuker's Hampton Court Apartments, 68 units, in Brookline, Mass.

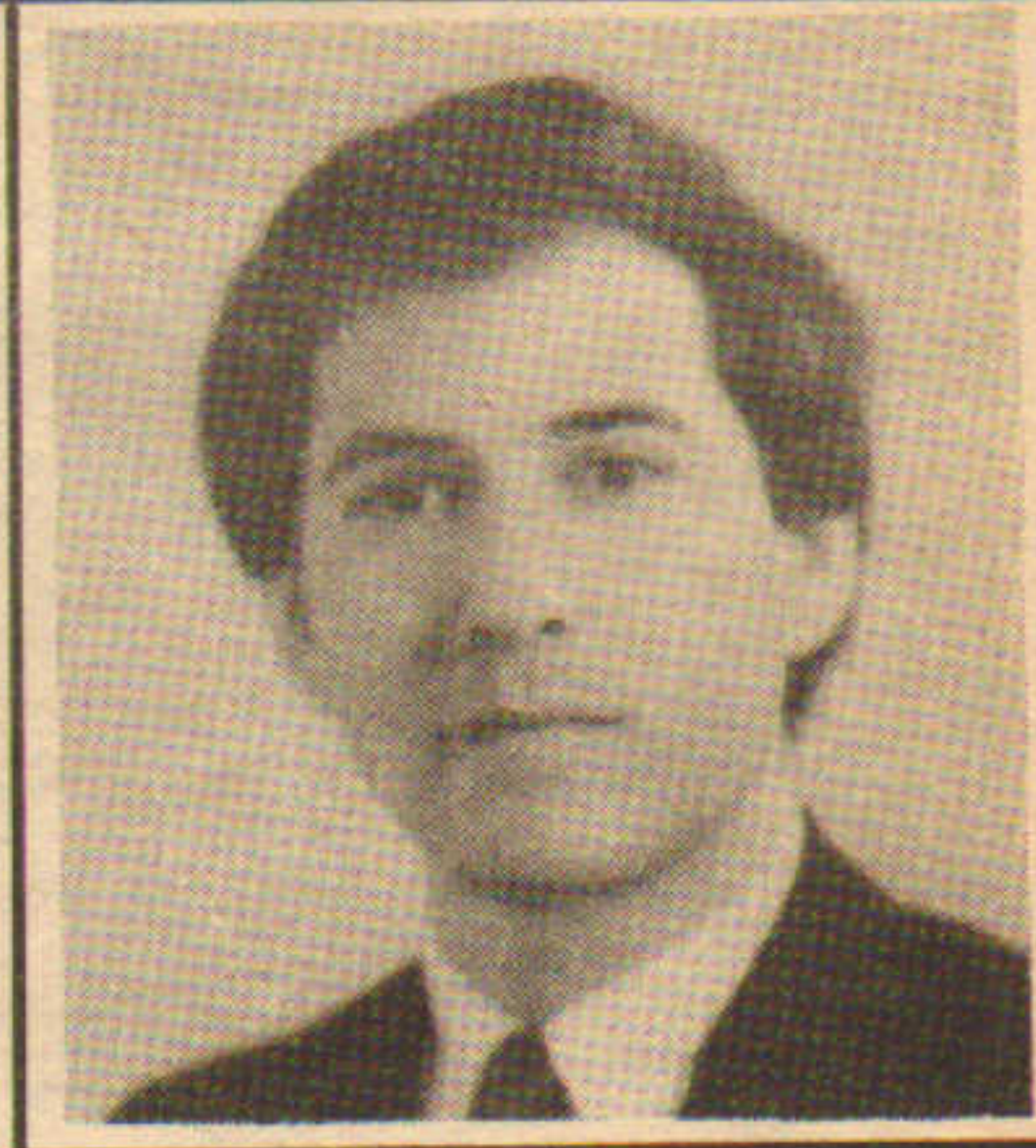
Stewart Lamprey of N.H. Business Sales brokers \$750,000 sale of 3.5 acre First National Stores site in Concord, N.H., to David Murry.



DONALD MOULTON
MEREDITH & GREW



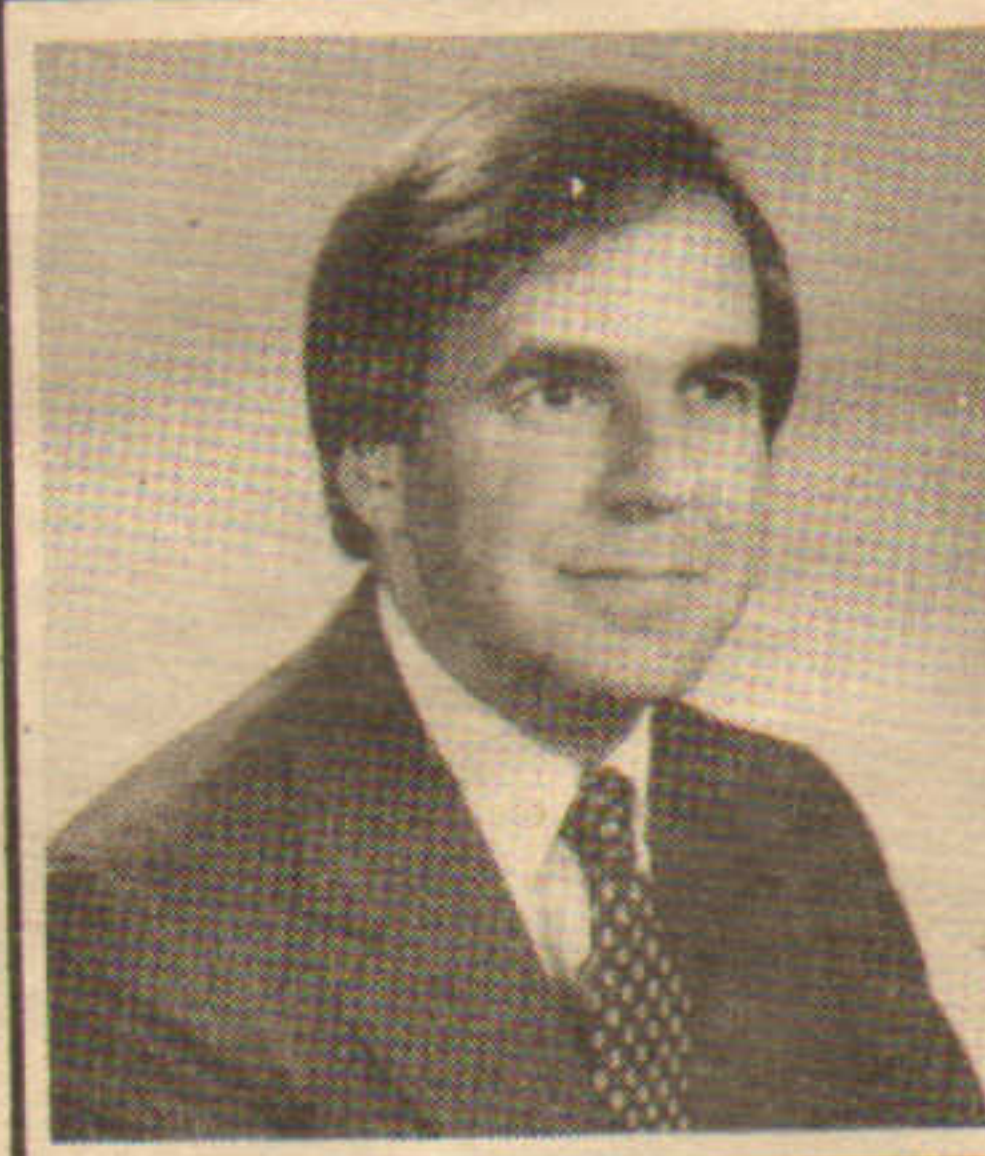
GINO SACCHETTI
GINO SACCHETTI ASSOC.



MICHAEL KONOVER
KONOVER & ASSOC.



JOSEPH BETTENCOURT
CAMPANELLI INC.



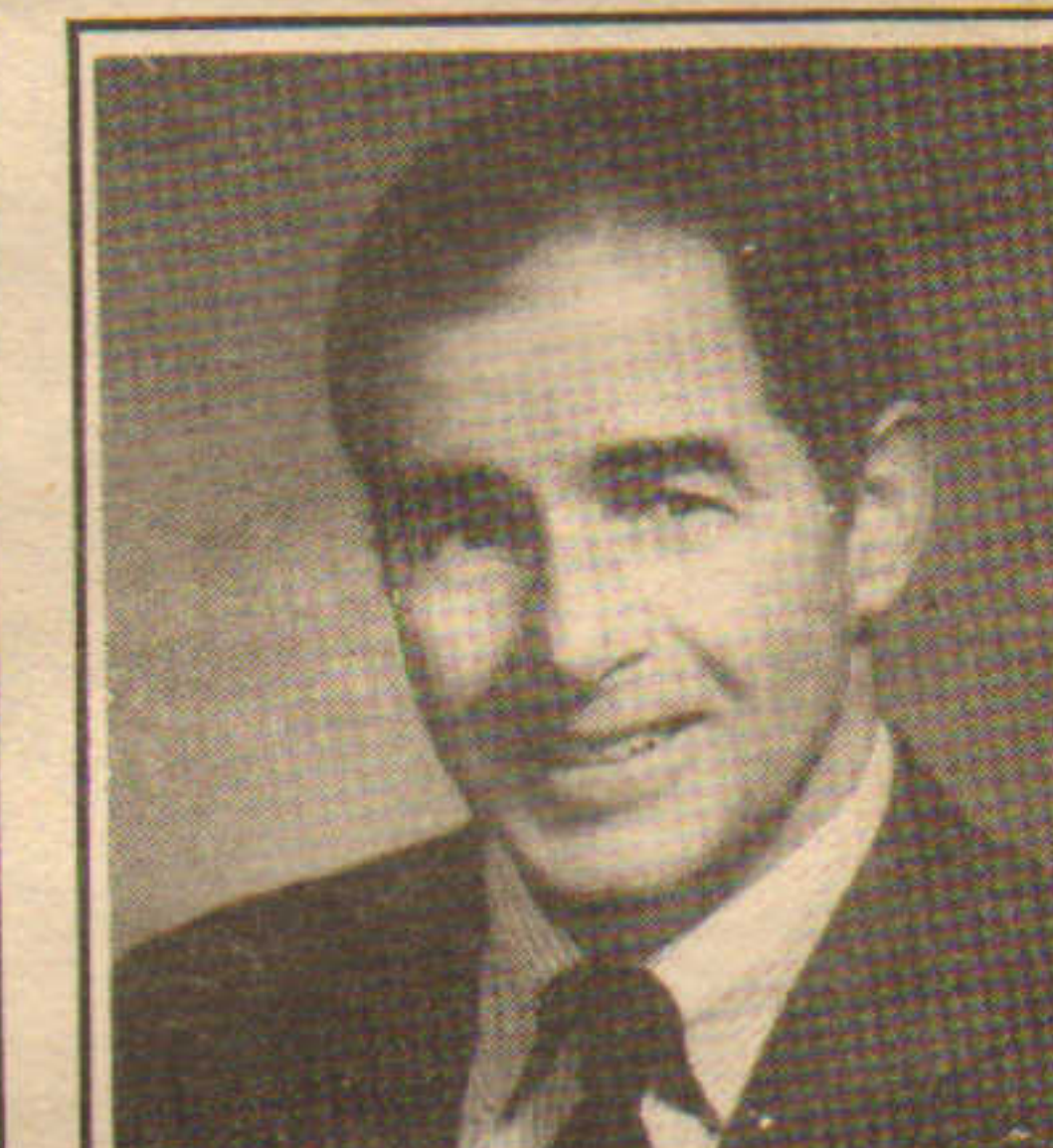
JOSEPH BOULOS
THE BOULOS CO.



MARK DICKINSON
DICKINSON DEV. CORP.



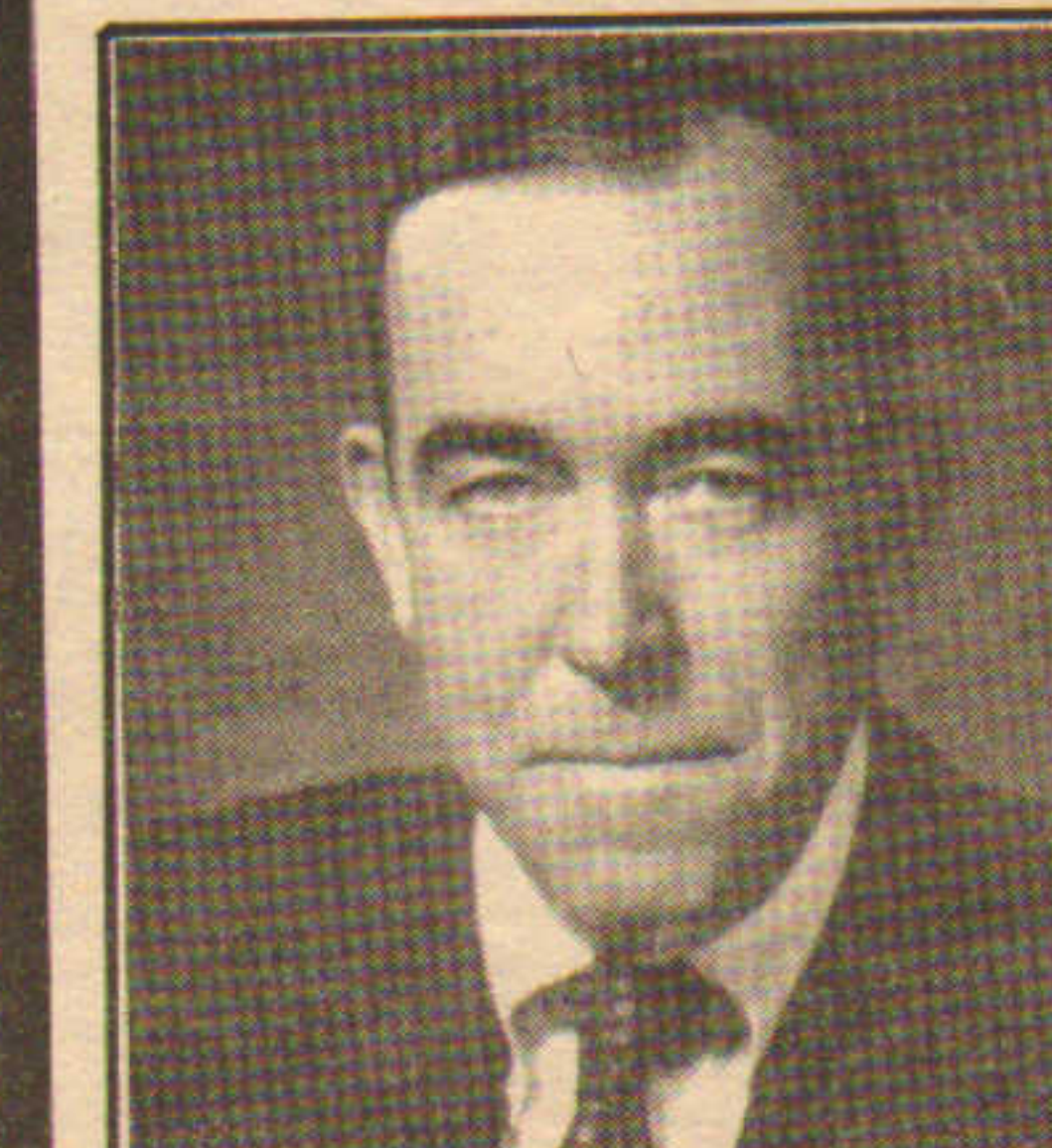
FRAN DONLAN
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If you need retail space anywhere from New England to the Southeast, come to the developer with the commitment to quality and unmatched responsiveness. SIMON KONOVER & ASSOCIATES.

NEW PROJECTS IN 1983

City	Major Tenant	Total S/F
#75 Cromwell, CT	Stop & Shop Supermarket Bradlees Department Store (pad location available)	120,000
#76 Brookfield, CT	Shop Rite Supermarket Medi Mart Drugstore (pad location available)	95,000*
#77 Troy, NY	Price Chopper Supermarket Fay's Drug Schatz Stationery Fotomat (pad location available)	80,000*
#78 Wethersfield, CT	FINAST Supermarket (pad location available)	52,000
#79 Hartford, CT	Blatche's Supermarket McDonald's (pad location available)	55,000*
#80 Milford, NH	Ames Department Store IGA Supermarket (pad location available)	100,000
#81 Pittsfield, MA	Stop & Shop Supermarket (pad location available)	85,000
#82 Gastonia, NC	Food Lion Supermarket Rite Aid Drug Store (pad location available)	65,000*
#83 Mint Hill, NC	Food Town Supermarket Revco Drug Store (pad location available)	50,000

*Now leasing, limited space still available.

For more information, call (203) 232-4545

 **SIMON KONOVER
& ASSOCIATES**

8 Shawmet Road
PO Box 17-098
West Hartford, CT 06117

JANUARY

Ryan, Elliott & Co. sells Bayside Mall, Dorchester, Mass., to O'Connell Bros., Corcoran Mullins Jennison for \$5.5 million.

Norwood Group agent for \$3.8 million 69,600 s/f R&D property in Woburn, Mass.; Channel builder for Commerce Way Associates.

Craig Dunston of C.W. Whittier sells \$380,000 16,500 s/f site in Dorchester, Mass. for Plymouth Rock Trans. to plumbers union.

Rich Murphy of Coldwell Banker leases 100 Summer St., Boston, offices, 12,000 s/f, to Pannell Kerr Forster.

Rotkin & Sydney and G.L. & H.J. Gross cobroker 41,469 s/f in Providence to Kooloian Realty for Hope Theatre Co. for \$500,000.

Linpro Co. starts Marlboro (Mass.) Executive Park; \$4.7 million offices contain 52,122 s/f; Meredith & Grew leasing agent.

Jack Manley of Peter Elliot & Co. leases 77,000 s/f at Fargo Industrial Center, Boston to sportswear manufacturers.

Rauseo & Co. brings 60,000 s/f Synthon Industries plant to \$2.15 million building at Murray Industrial Park in Chelsea, Mass.

Jordan Rittenberg purchased Arnold Baking's 8,000 s/f store and warehouse in Springfield, Mass., from GBR Trust; First National loan.

Mike Shaw of ADAP signs five new locations in Mass., N.H. and R.I.; 44,500 sq. ft. brings chain to 33 stores in New England.

Bradlees Department Stores opens 91,000 s/f at Konover Assoc.' Farmington Valley Mall in Avon-Simsbury, Conn.; joins Stop & Shop.

Robert Hiler of Dow & Condon brokers land sale for 104 room \$2 million Super "8" Motel in Hartford, Conn.; 3.6 acre site.

S. Crowley & Assoc. brokers 10,000 s/f in Carriage Hill North offices, Westport, Conn. to A.C. Nielsen Co.

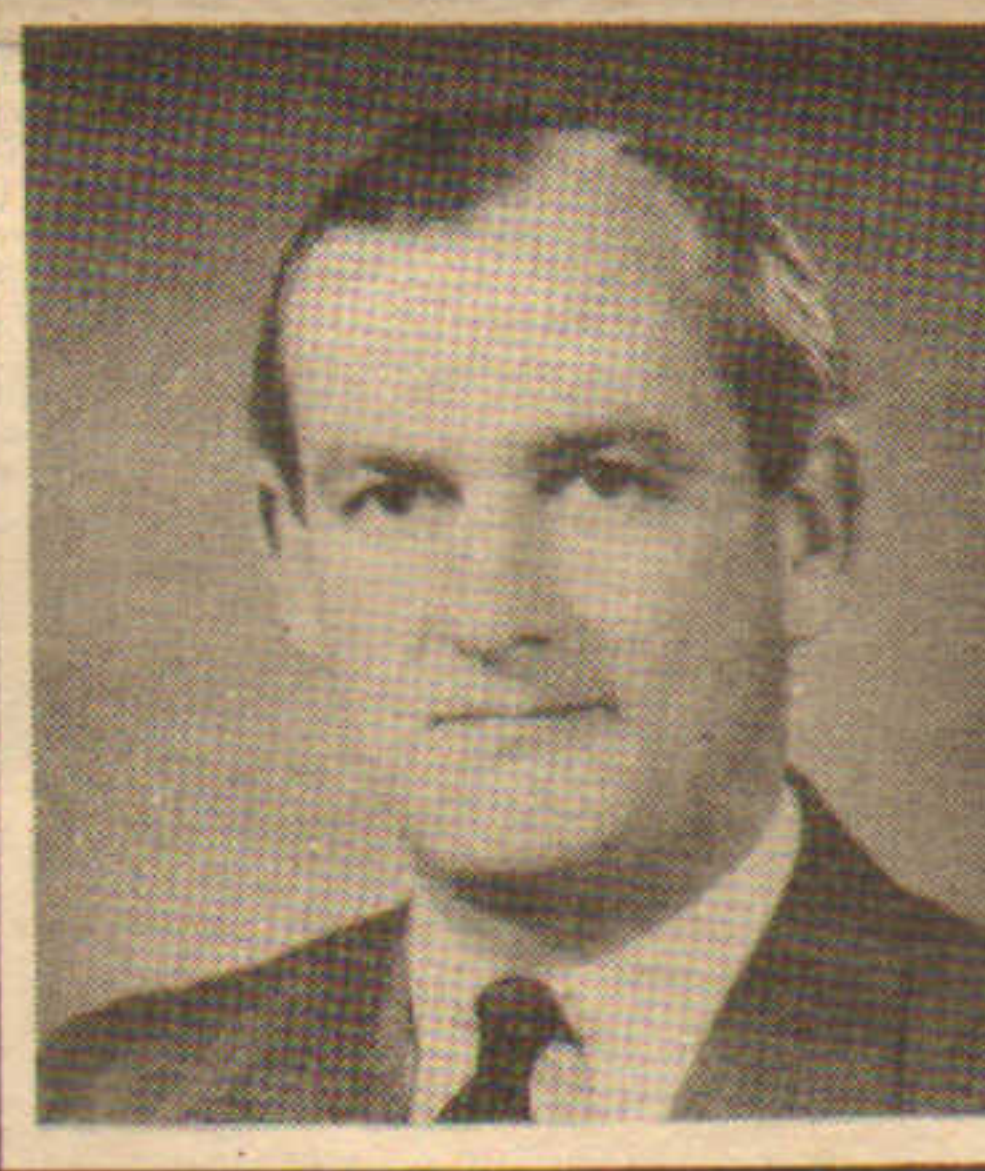
Cushman & Wakefield named agent for 90,000 s/f One Plaza West office in Danbury, Conn., by World-Wide Realty Corp.

Albert Ashforth & R.F. Brooks cobroker 32,000 s/f lease at One Greenwich Plaza in Conn. to Navios Corp. of New York City.

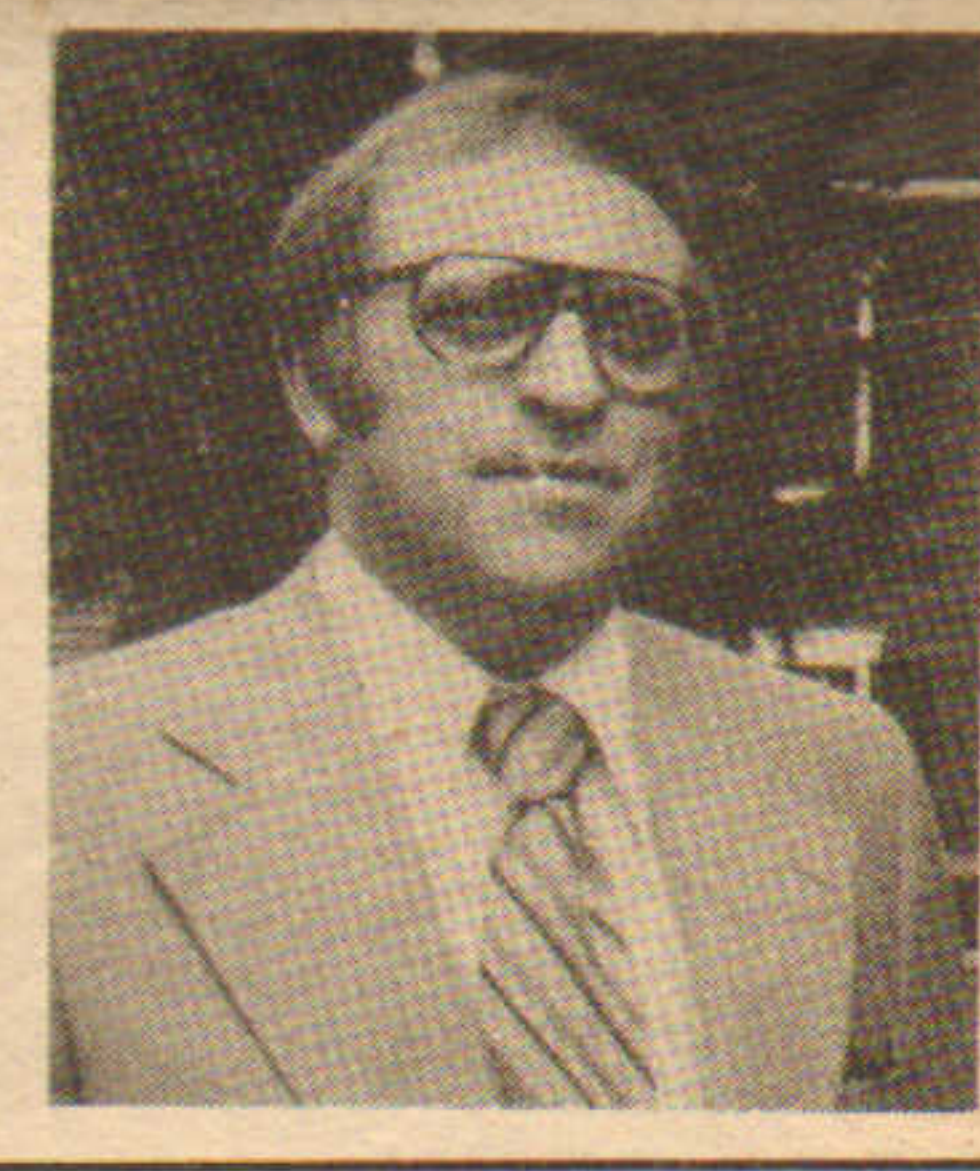
Culbro Land Resources breaks ground in Windsor, Conn., for 40,000 s/f industrial building at Hazelwood Business Center.



STUART PRATT
HUNNEMAN COMMERCIAL



ROBERT CRONIN
CRONIN & CO.



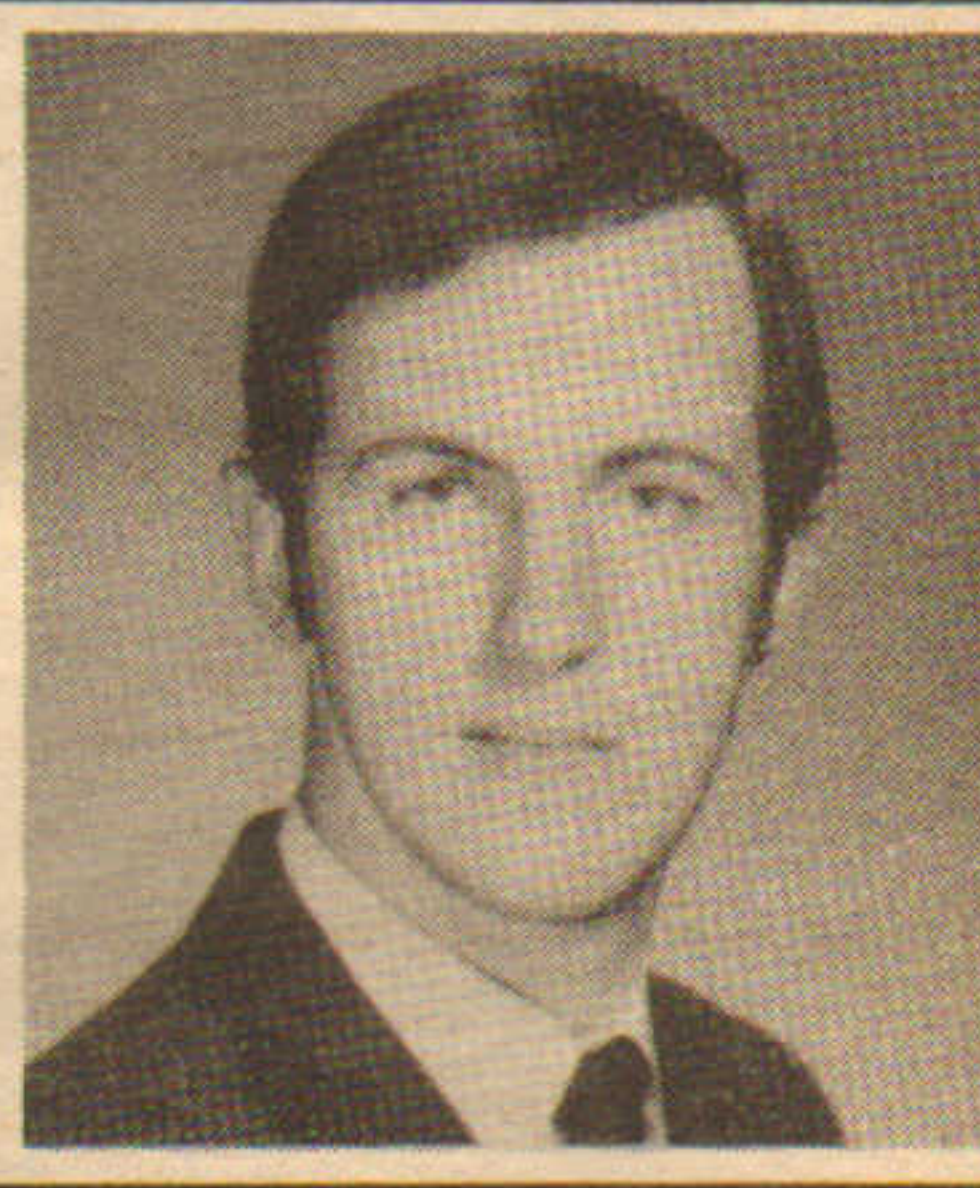
VICTOR KLEIN
VICTOR KLEIN ASSOC.



DANIEL SEPPALA
SEPPALA & AHO



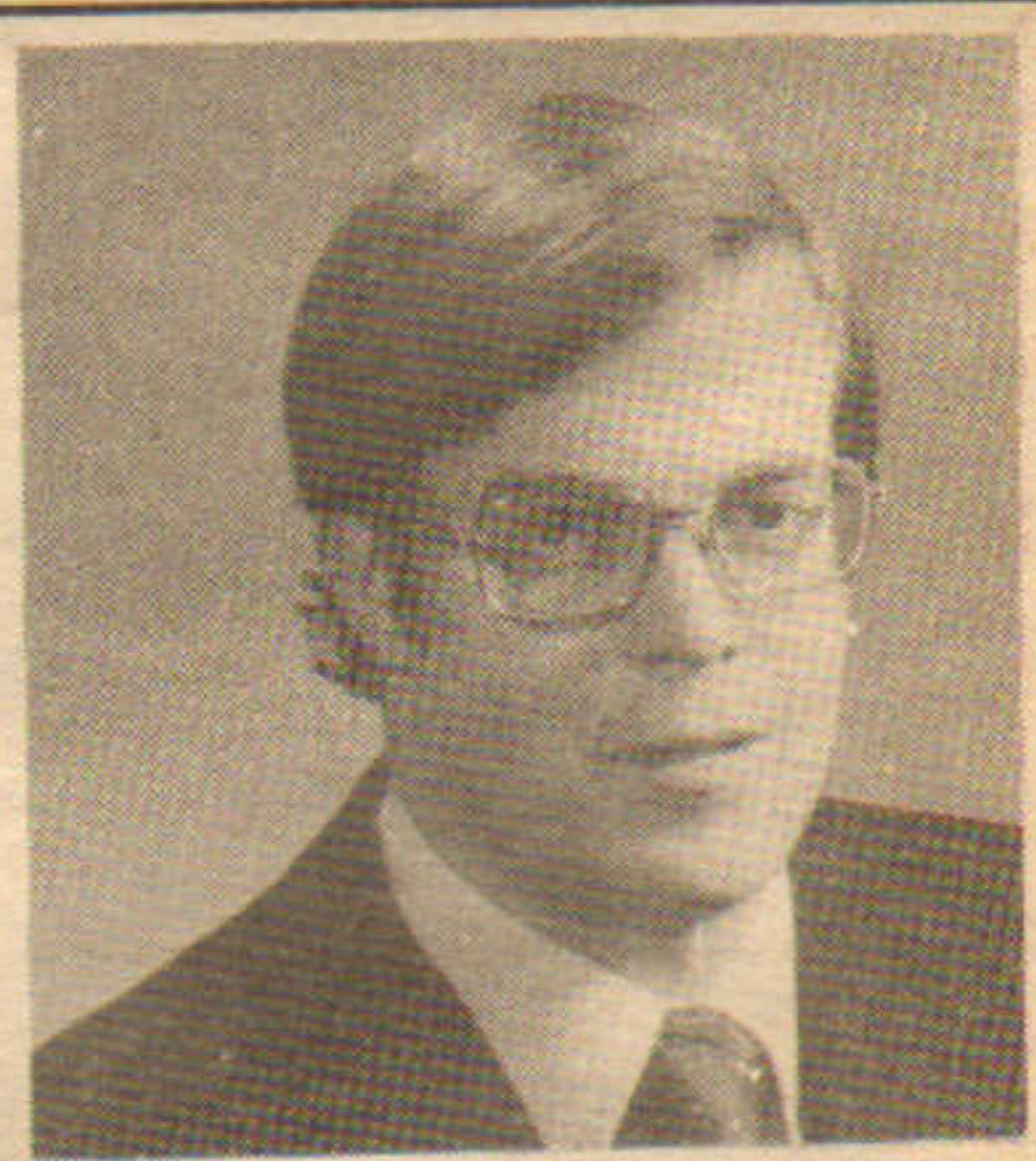
WILLIAM KELLAR
WILLIAM KELLAR, INC.



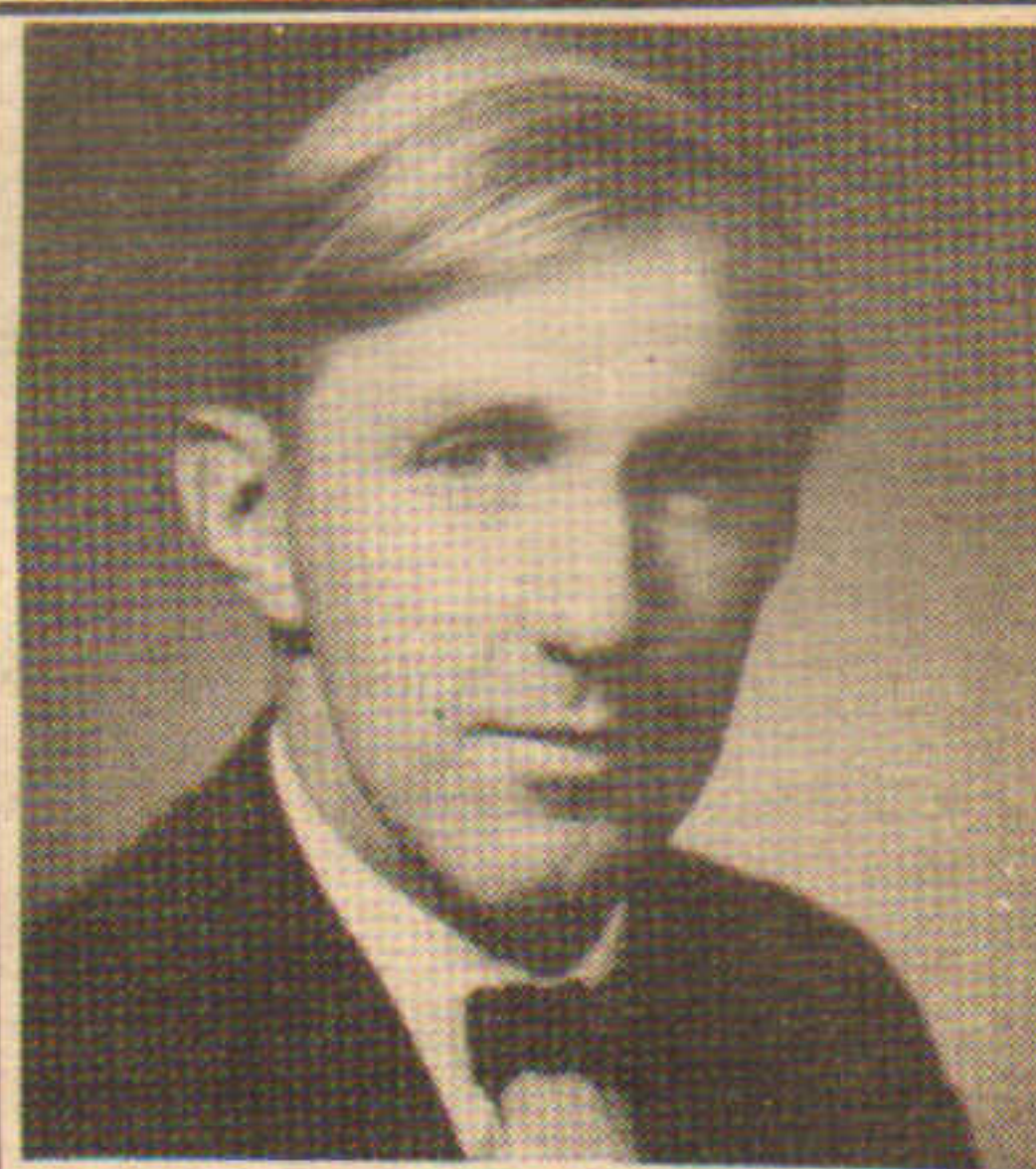
DUFF RAMSEY
DUFF RAMSEY REAL ESTATE



NORMAN LEVENTHAL
BEACON COMPANIES



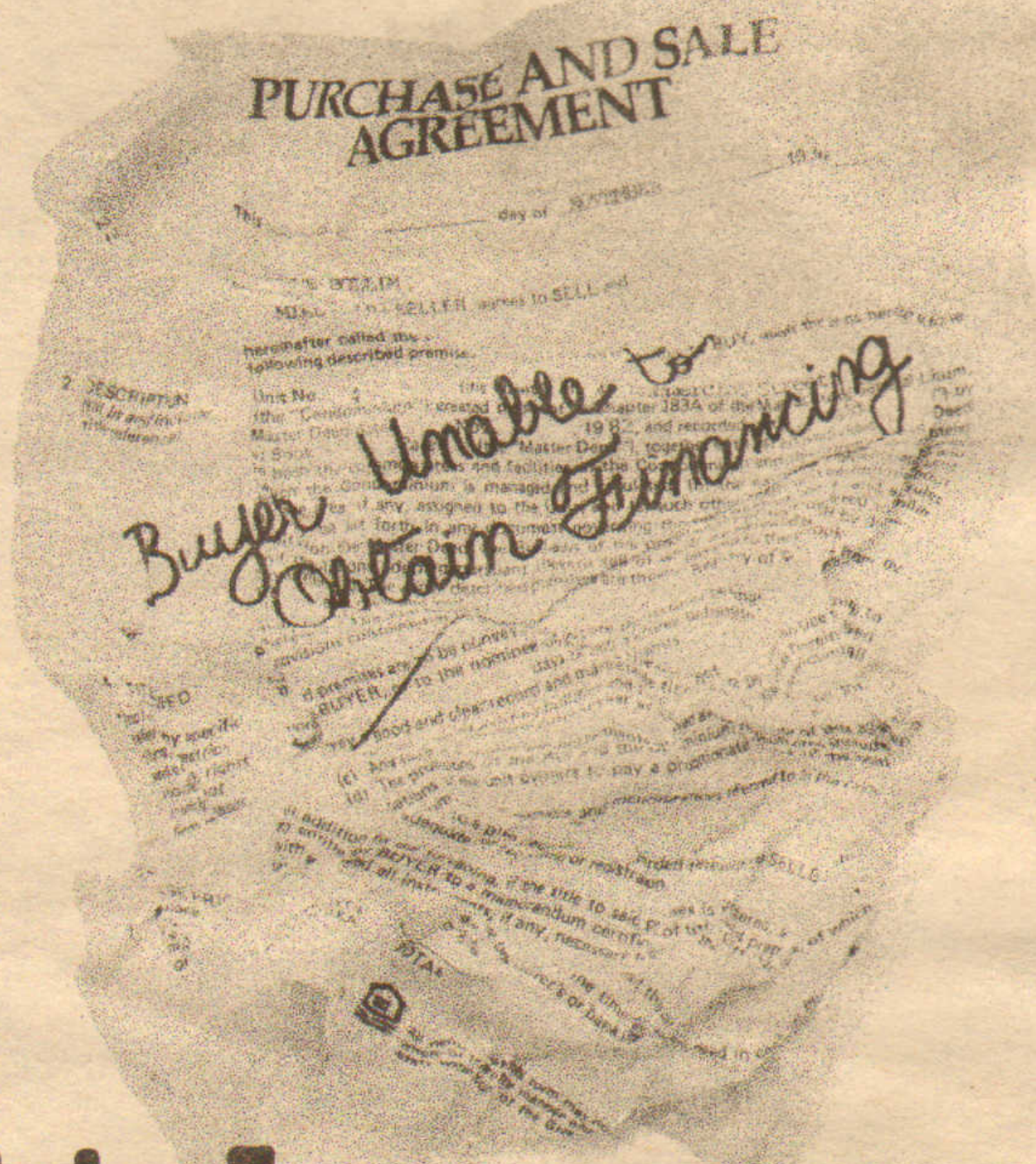
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When times have been tough in the real estate business, you've always been able to count on The Boston Five for help. And we're ready when you need us now.

The Boston Five is the number one mortgage lender in Massachusetts and the expert in secondary mortgage markets. That means we can make mortgage money available even in the toughest times. And we're always one step ahead looking for new types of mortgage financing.

Our loan experts work individually with brokers, contractors and builders. They get involved in every aspect of the housing market. And our exclusive network of Loan Centers makes financing and closing convenient for you and your clients.

So, if you and your agents are kind of lonely these days, call us for help. For complete information, call The Boston Five's Mortgage Origination Department at 742-6000, Ext. 350, or the Loan Office convenient to you.

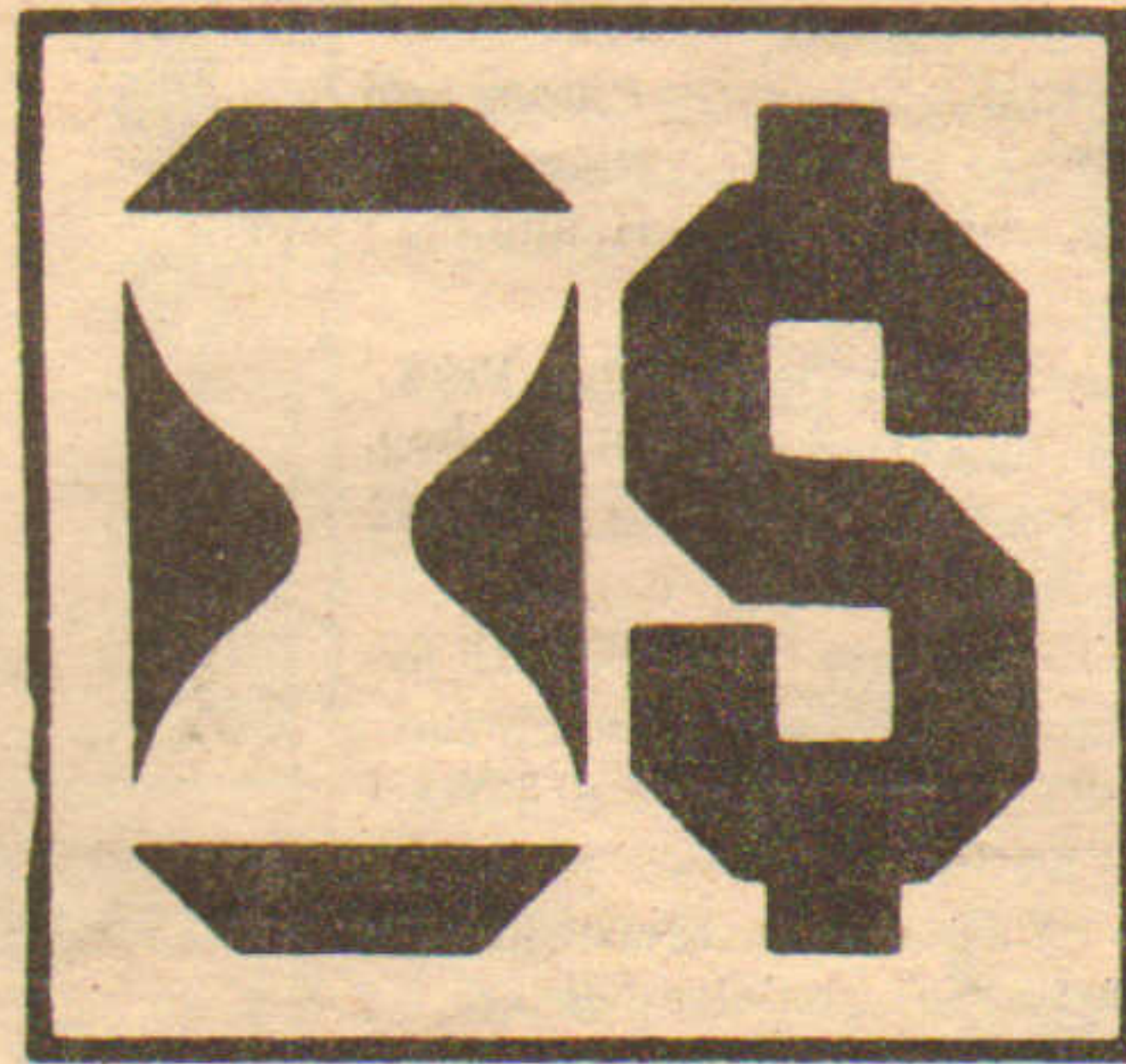
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REVERE, 385 Broadway, 289-9000
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DANVERS, 175 Andover Street, 777-5888
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MEANS
MONEY**



seppala & aho

CONSTRUCTION CO INC

New Ipswich NH (603) 878-2424

FEBRUARY

Stanton Black starts 27,000 s/f City Center office condos in Malden, Mass.; Stone Co. contractor; \$300,000 UDAG loan assists.

Weybosset Hill Dev. Corp. leases major portion of one Empire Plaza in Providence to General Accident Insurance.

Dow & Condon handles \$1.8 million 96,000 s/f industrial sale in Windsor, Conn., for JMB Properties to Walter Rose.

Ronald Nicholson opens 322 unit luxury Greenhouse apartments in Back Bay, Boston; \$30 million site opposite Prudential Center.

Ryan, Elliott & Co. brokers 27,000 s/f Boston sites to Oliver Wendell Realty for 313,000 s/f 20 story office building.

Charles Reilly of Flatley Co. leases 10,800 s/f at Cherry Hill Park in Danvers, Mass., to Kaiser Systems Inc.

Tambone Corp. to build 100,000 s/f office and research park in Chelmsford, Mass.; Chip Detwiller of LM&W brokers land sale.

Sheraton Inns approves franchise for Plymouth Five's \$10.5 million hotel and conference center, 175 rooms, in Plymouth, Mass.

Slate Co. names Hunneman & Co. marketing agent for 36,000 s/f Omni SpaceCenter in Wareham, Mass.; First Bristol financing.

Brad Snow of Carlson Assoc. sells 765,000 13,760 s/f office building in Danvers, Mass. for October Realty Trust.

R. W. Holmes and Peter Quinn cobroker Easton [Mass.] Ind. Park site for Paramount Dev. Assoc. to Plastic Suppliers of New Jersey.

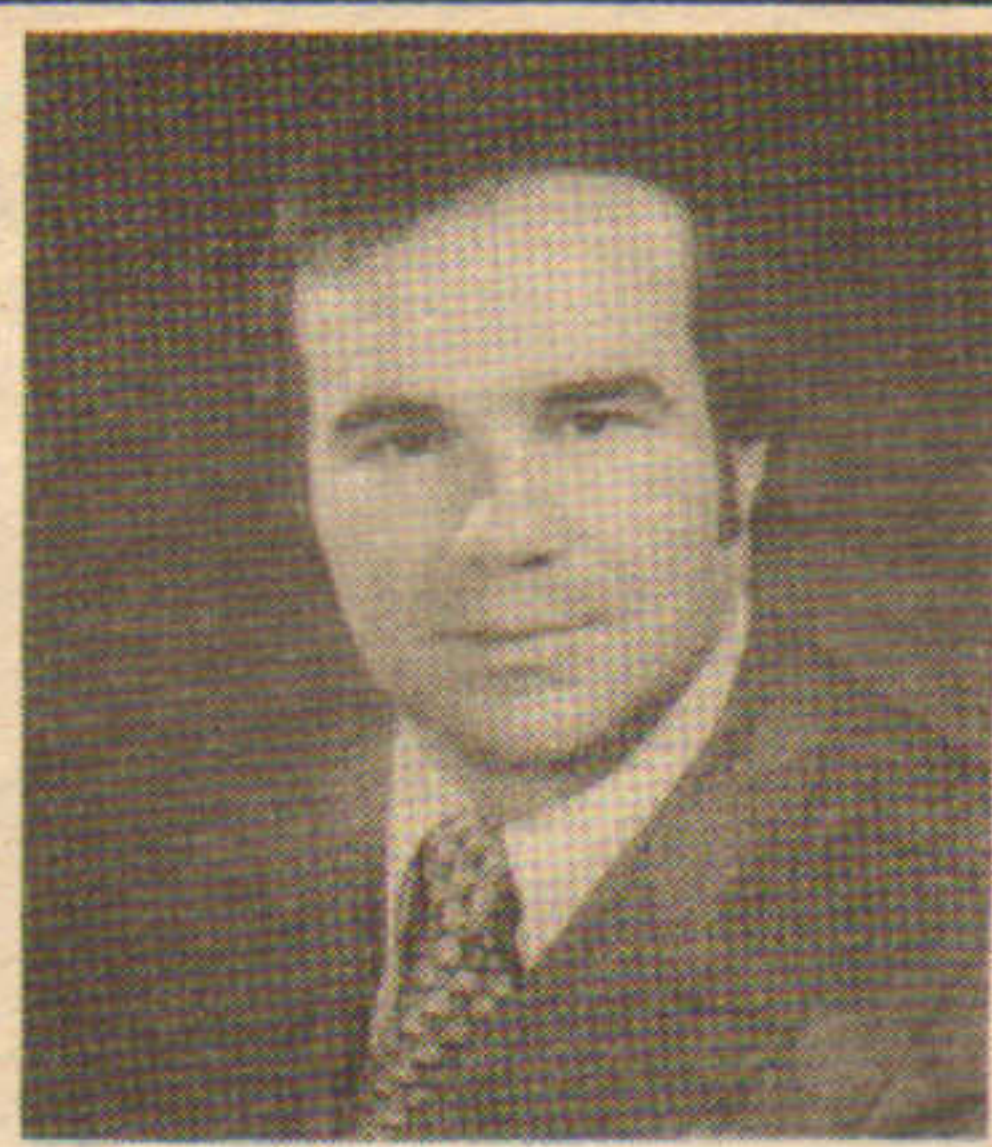
Steve Tenofsky of Data Realty sells 400 Boston apartments for Max & Paul Kateman to Gerald Fineberg for \$4.8 million.

Digital Corp. leases 68,000 s/f at New England Tech Center in Concord, Mass., from Spaulding & Co.; Channel Building contractor.

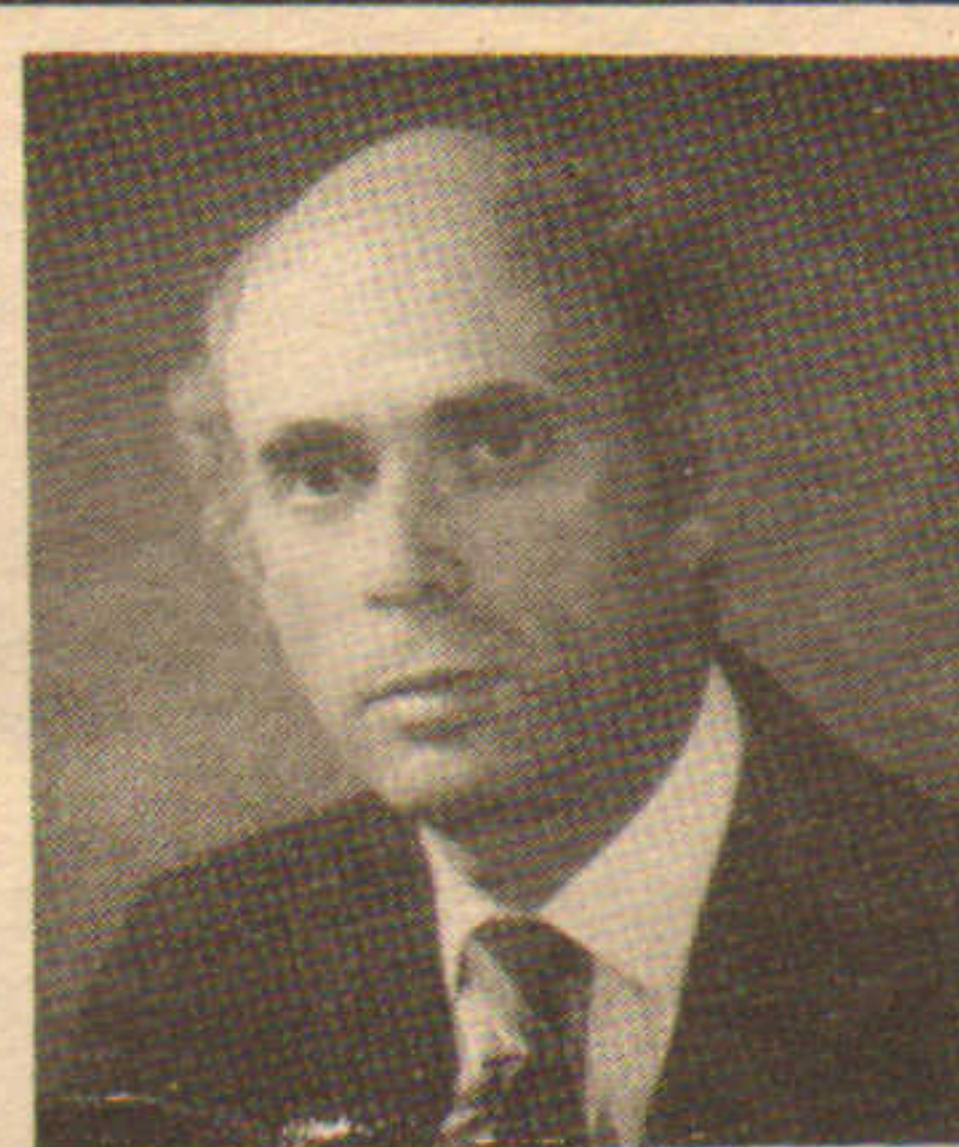
Cavanagh Fritz & Co. leases 16,500 s/f at One Financial Plaza, Springfield, Mass., to A.T.&T. and E.F. Hutton.

Shaw's Realty plans 70,000 s/f more at its Apple Tree Mall in Londonderry, N.H.; to join Shaw's Supermarket and Osco Drug.

\$35 million 100 store Fox Run Mall to open this month in Newington, N.H.; S. Karp, S. Weiner, R. Druker & CPI developers.



RICHARD FERLAND
FERLAND COMPANY



BRUCE BEAL
BEAL COMPANIES



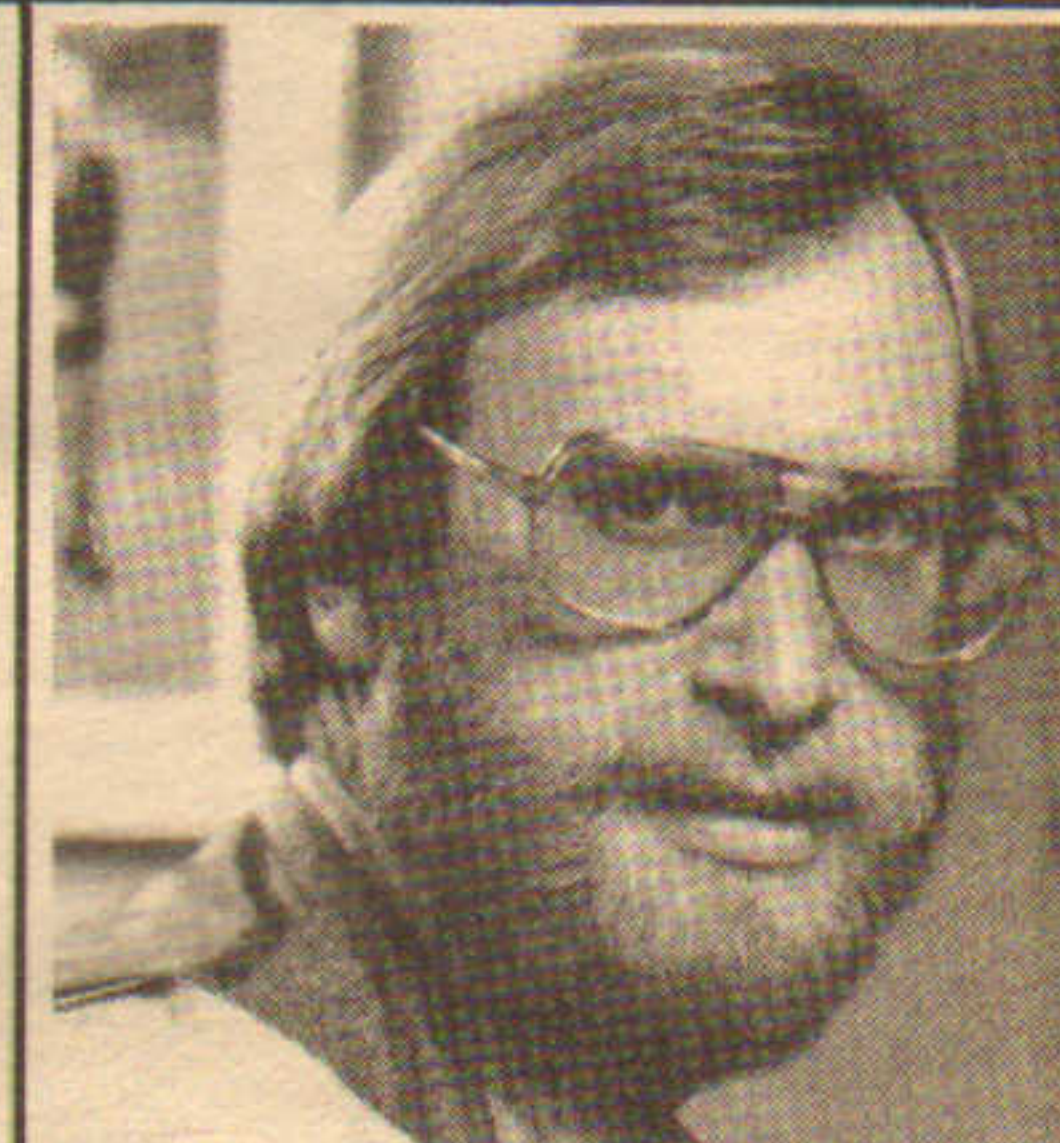
CHARLES SMITH
PREVIEWS INC.



RON SILVERSTEIN
DBG DEVELOPMENT



PETER BROWN
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NORTH SHORE INDUSTRIAL AND COMMERCIAL PROPERTIES



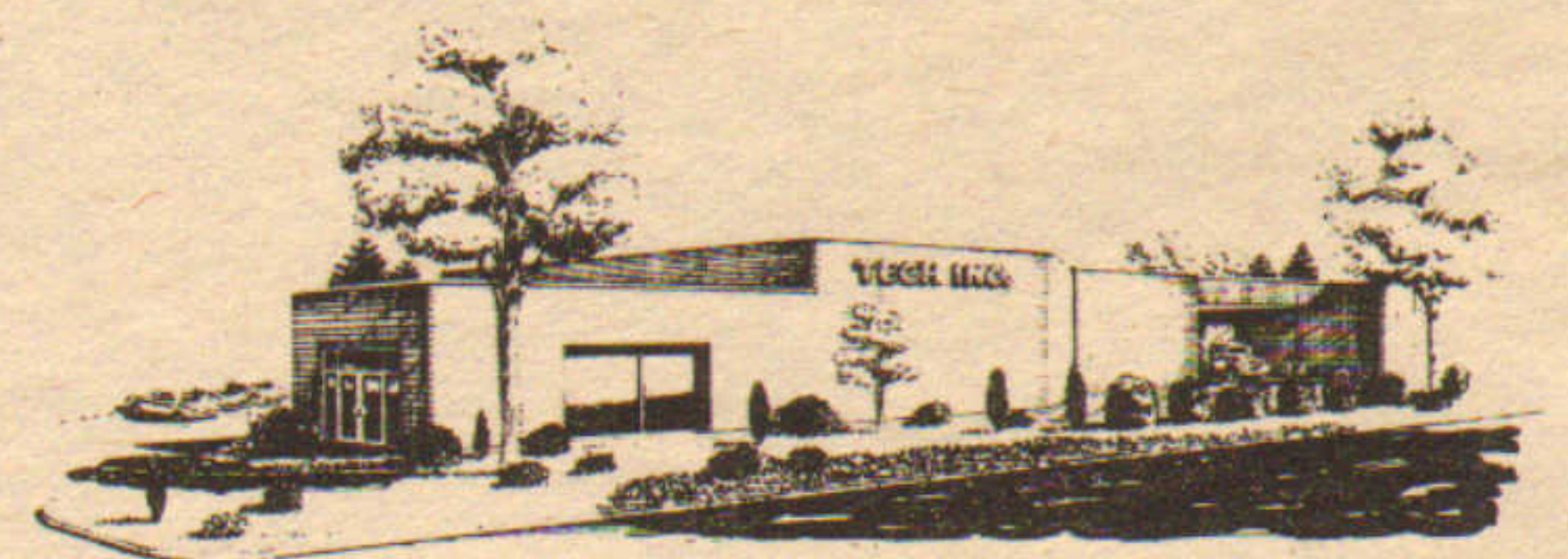
BASS RIVER RESEARCH CENTER
Beverly, Route 128
40,000 sq. ft. available
Office/Research



LYNNFIELD OFFICE PARK
Lynnfield, Route 128
Some 1,000 sq. ft. prime office units
coming available this Fall



DANVERS INDUSTRIAL PARK
Danvers, Route 1
12,000 sq. ft. available
Office/Research/Manufacturing



151 ANDOVER STREET
Danvers, Route 114 at Route 1
6,000 sq. ft. available
Office/Research/Retail/Storage

Exclusive Agents 245-0001

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Rauseo & Co., Inc. - Downtown
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Boston, Mass. 02114 (617) 720-0101

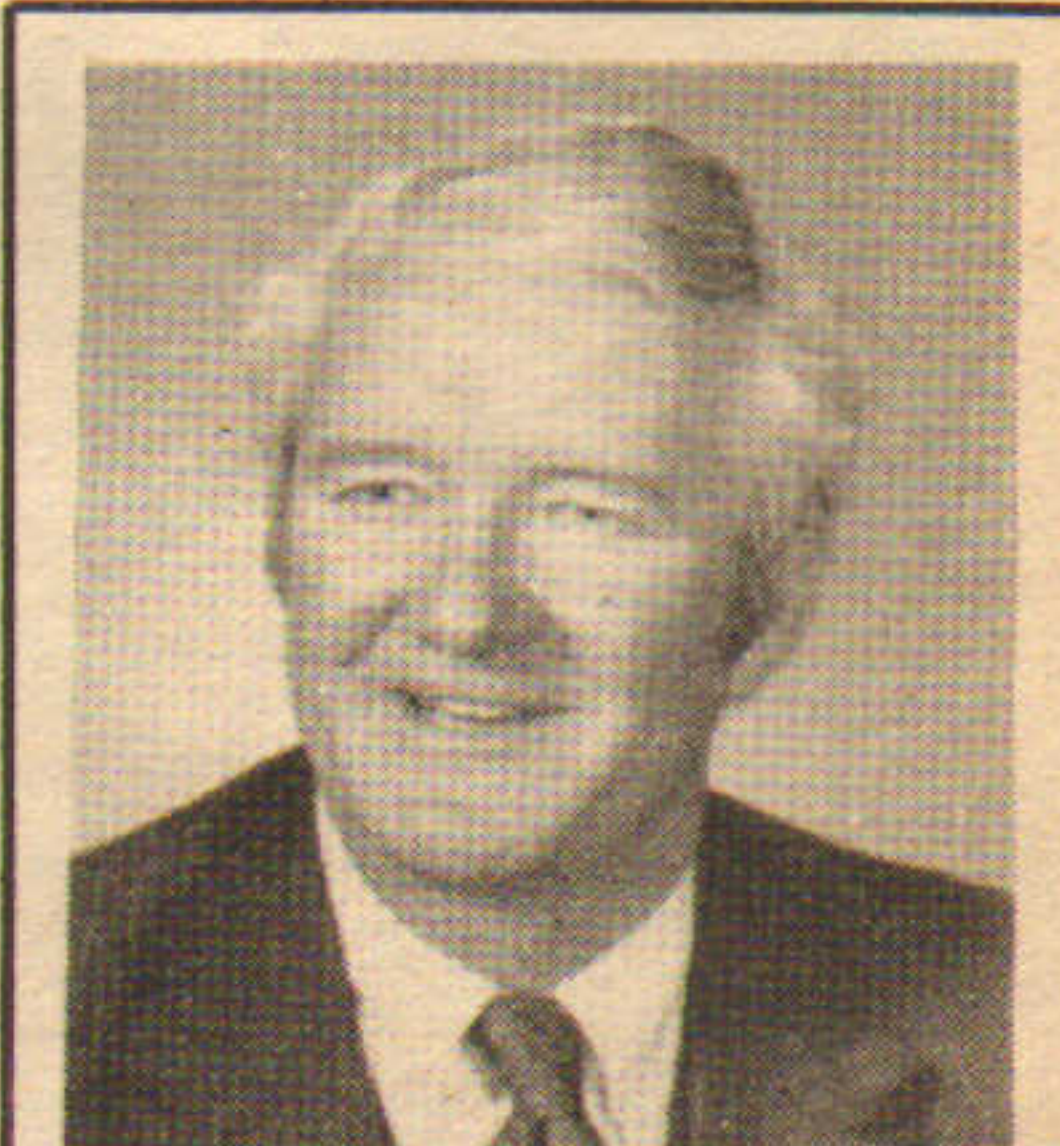
Rauseo & Co., Inc. - Route 128
Box 56, 40 Salem St., Lynnfield Office Park
Lynnfield, Mass. 01940 (617) 245-0001



TERRY COOK
AMERICAN TITLE INS.



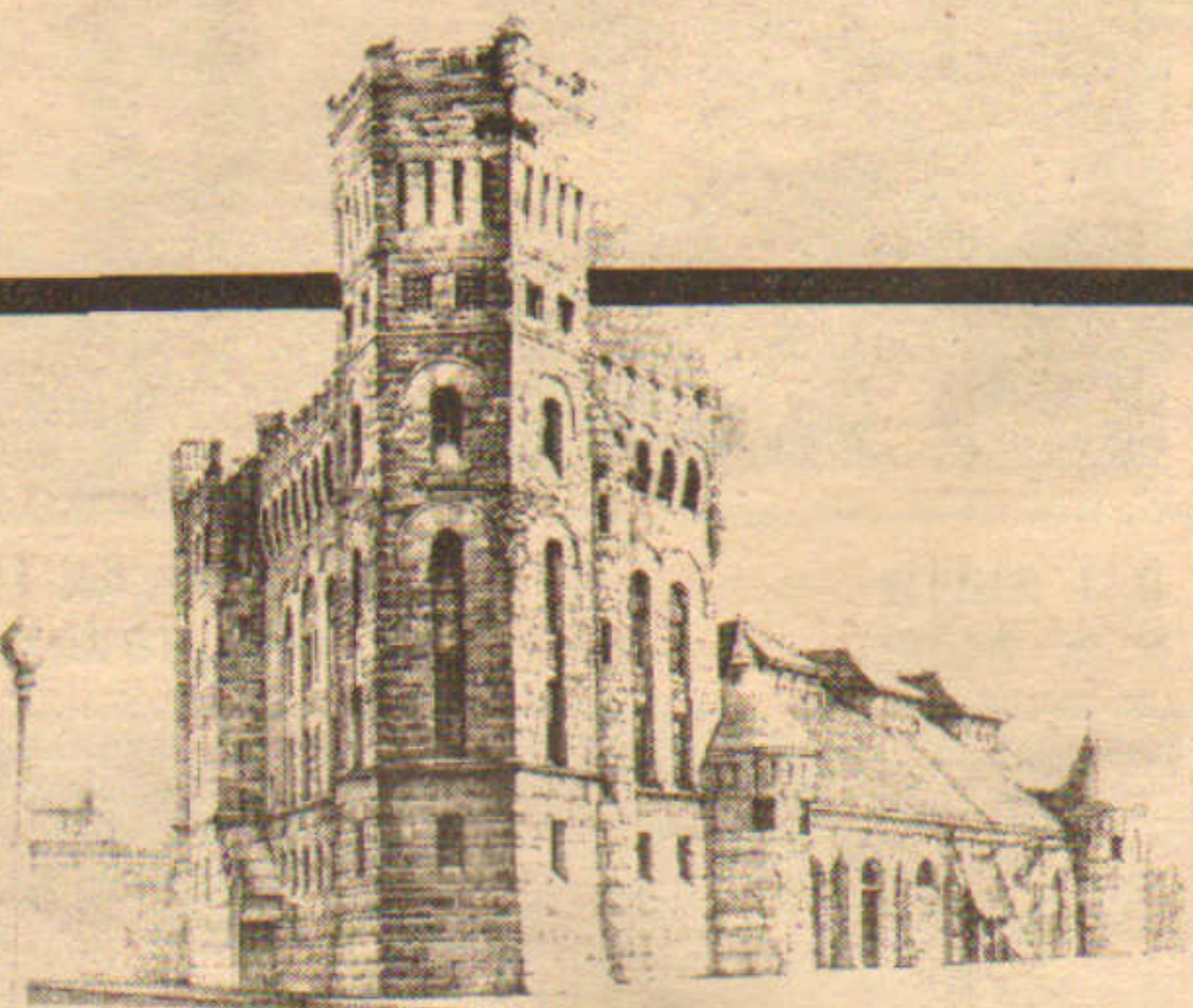
RICHARD SMISHKISS
SMISHKISS ASSOC.



ROBERT BRITTON
R. I. HOSPITAL TRUST



ED HOBBS
ALBERT ASHFORTH CO.



The Plaza Castle
130 Columbus Avenue, Boston MA



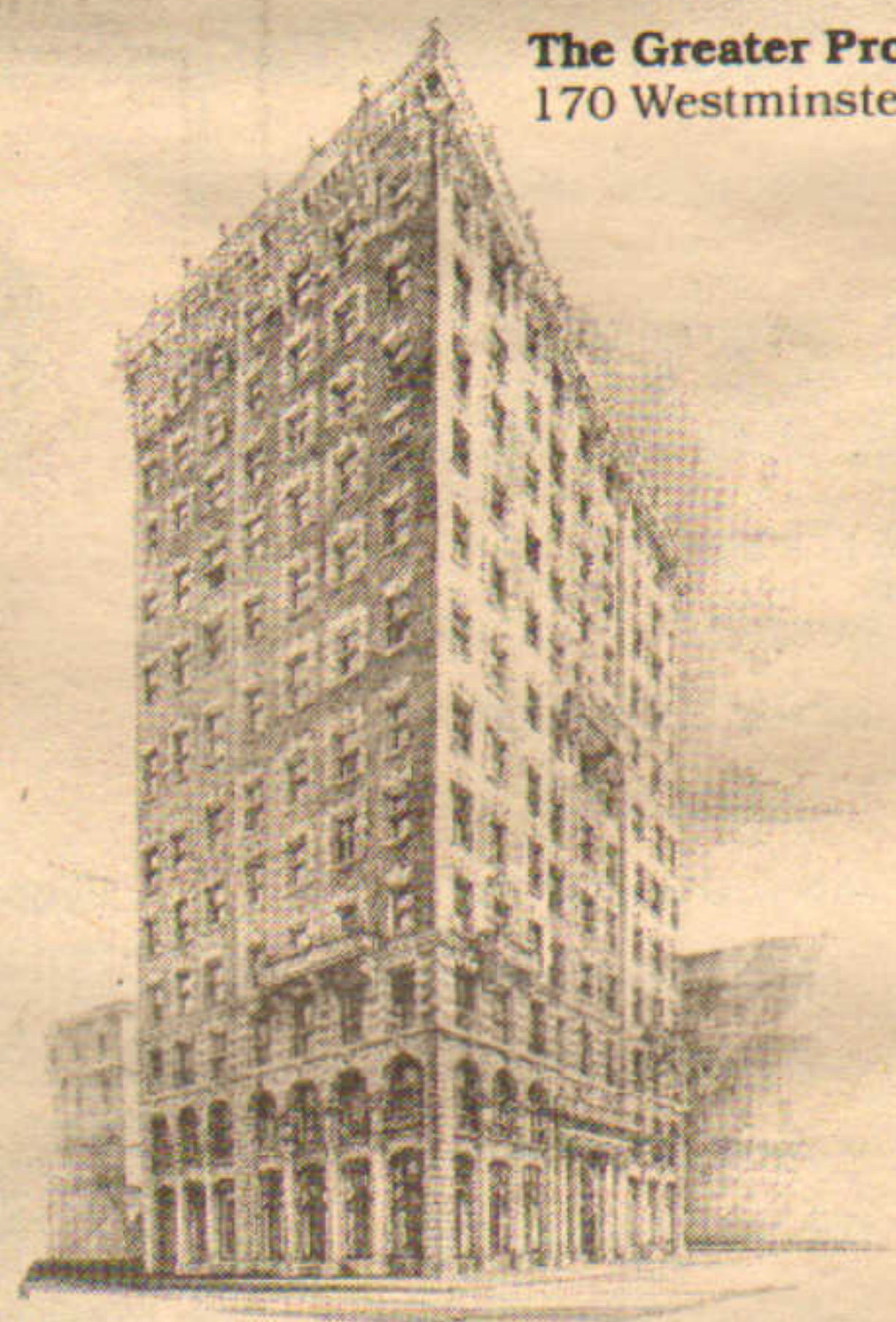
Stoneholm Street Apartment Complex
12 Stoneholm Street, Boston MA



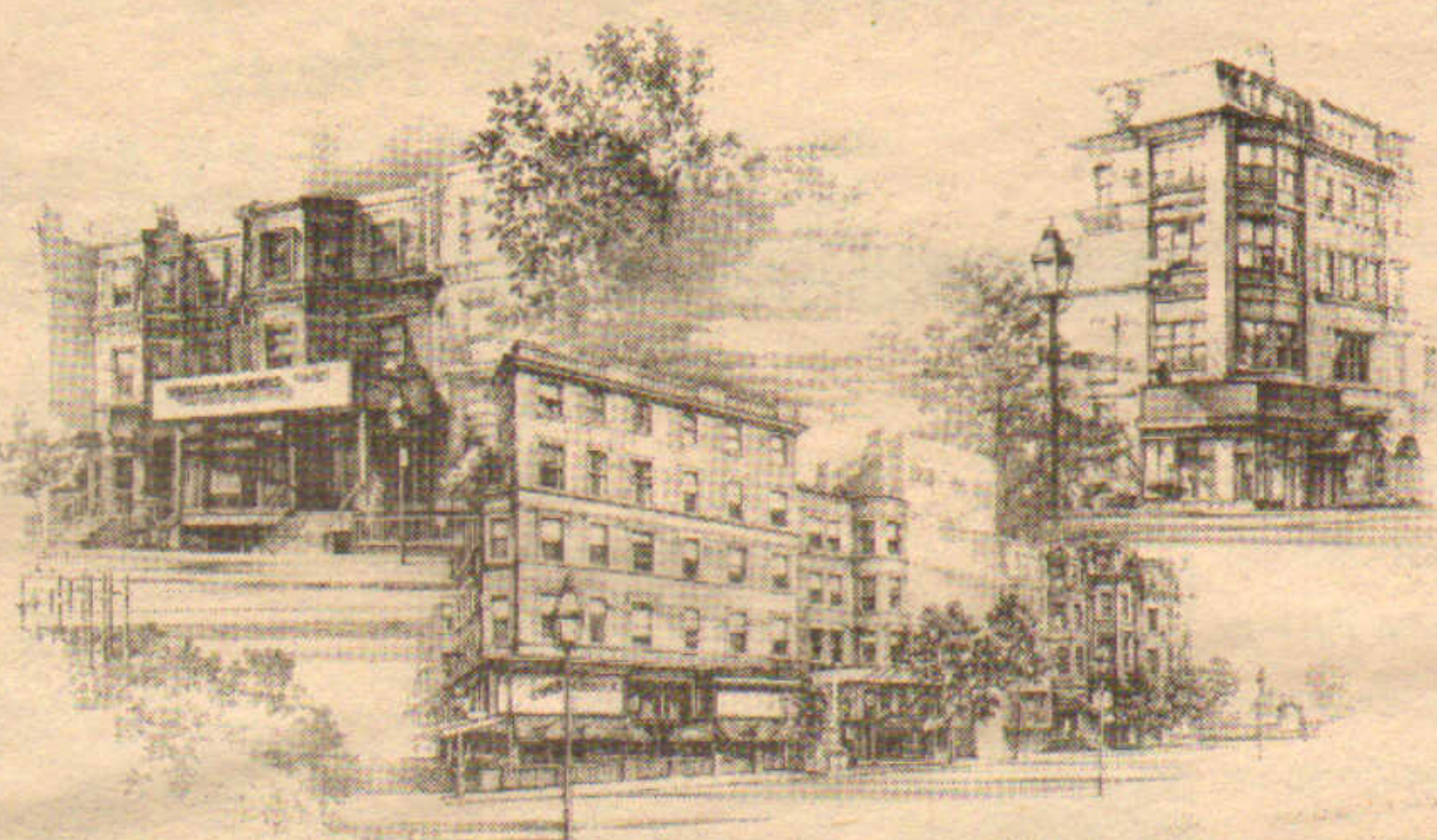
Fresh Pond Shopping Center and Office Park
186 Alewife Brook Parkway, Cambridge MA



The Statler Building
20 Park Plaza, Boston MA



The Greater Providence Bank Building
170 Westminster Street, Providence RI



229 Newbury Street
Boston MA

29-33 Newbury Street
39-45 Newbury Street

18-19 Arlington Street

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FEBRUARY

U.S. Trust Co. approves \$3 million construction financing for A.D. Gosman's BonnieCrest II luxury condominiums in Newport, R.I.

Spectrum Financial arranges \$2.4 million for Barletta Group's Norwood Park South; 38,944 s/f in Building II; LM&W agent.

BFTG arranges \$3.4 million with National Shawmut Bank for recycling of Adams Mill in Dorchester, Mass., to 58 apartments.

William Dube and Richard Cabral purchase apartments in Hudson & Milford, N.H., from Rodgers Brothers for \$3.44 million.

Corporate Space and Meredith & Grew sells \$3 million Newton, Mass., site, 97,688 s/f, 8.6 acres, to HNU Systems.

David Corkery of H. Lotman leases 56,000 s/f in Somerville, Mass., to M.W. Carr & Co. for Gael Coakley.

Greenwood Country R.E. sells \$495,000 office site in Brattleboro, Vt., for William Corey with assist to NERE Journal.

Centros R.E. sells 90,000 s/f University Centre in Norwood, Mass., to PRISA for \$4.2 million; Codman Co. managing agent.

Leggat McCall & Werner, R.E. Brokers of N.E. cobroker 11,700 s/f lease at Point West Office Center, Framingham, Mass. for Hines.

Cabot, Cabot & Forbes to build 350,000 s/f \$50 million 23 story offices in downtown Boston; Stubbins Associates architects.

Jonathan Davis buys 100,000 s/f in Cambridge, Mass., to rehab for offices and stores; George Fantini of BFTG mortgage broker.

Codman Co. and R.W. Holmes cobroker sale of 51,000 s/f in Avon, Mass., to Burke Distributing Co. for \$975,000.

Hines Industrial to build 107,620 s/f at 2 Westborough Business Park; TREC signs Consumers Bank for 25,000 sq. ft.

Seppala & Aho and Tamposi Properties joint venture 550,000 s/f design/build offices for Sanders Assoc. in Hudson, N.H.

Hunneman & Co. handles site sale in Boston to Children's Museum; \$3.2 million deal financed by four banks; 60,000 s/f property.

Epstein Funding places \$2.5 million for 38,000 s/f building in Stratford, Conn., to Rowan Associates.



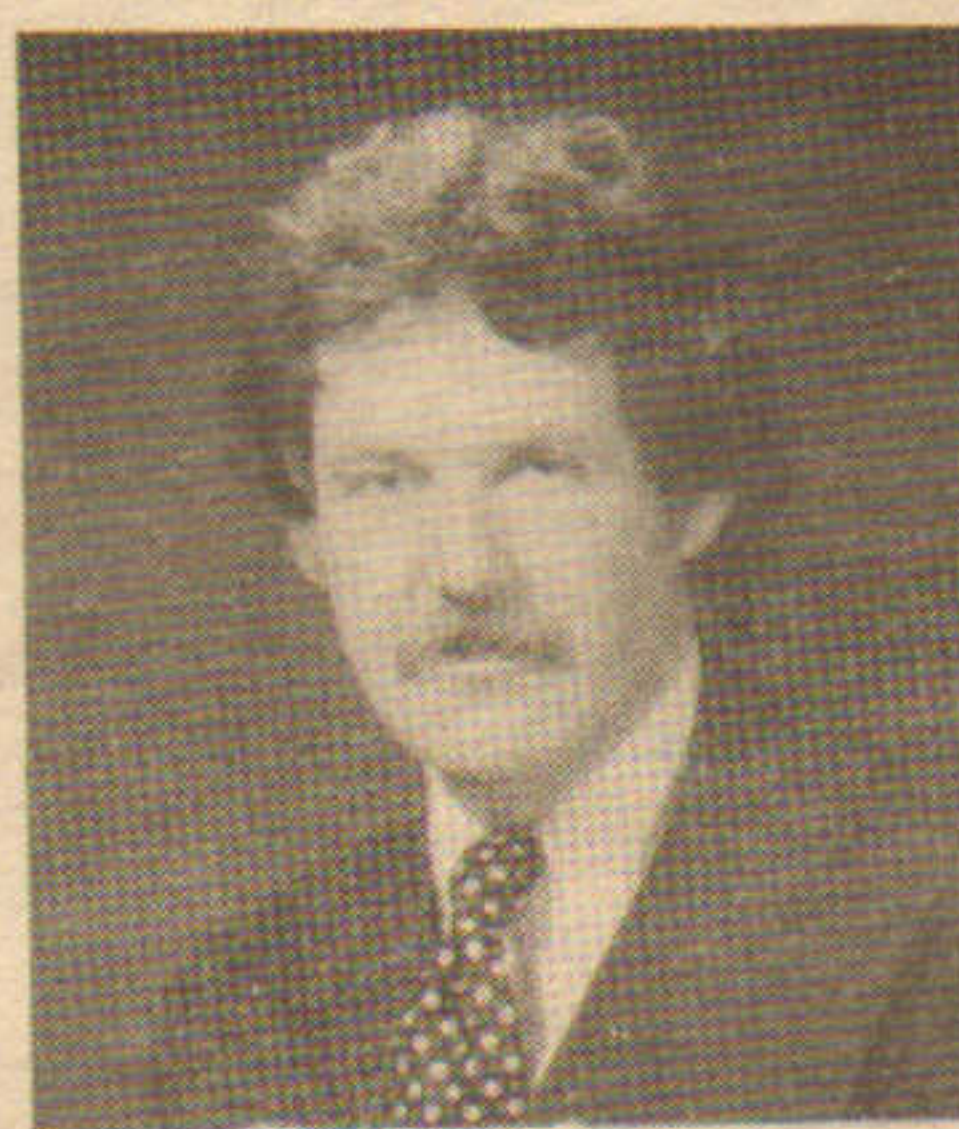
BERNARD SINGER
SINGER ASSOCIATES



HAL SMITH
R. S. ROBIE



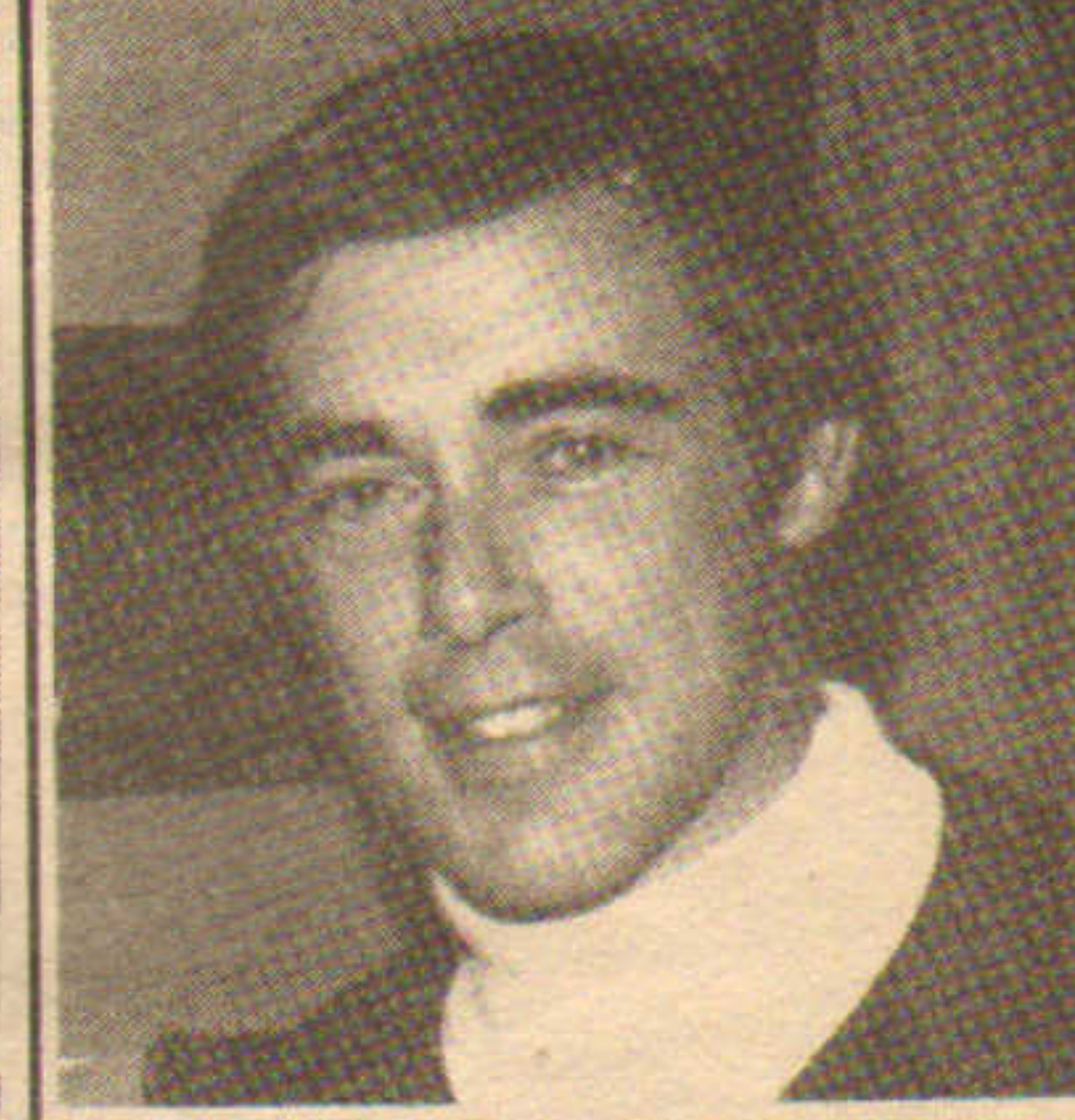
JOHN SOUSA JR.
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RICHARD CARLSON
CARLSON REAL ESTATE CO.



CARY TARPINIAN
STATE PROPERTIES OF N.E.



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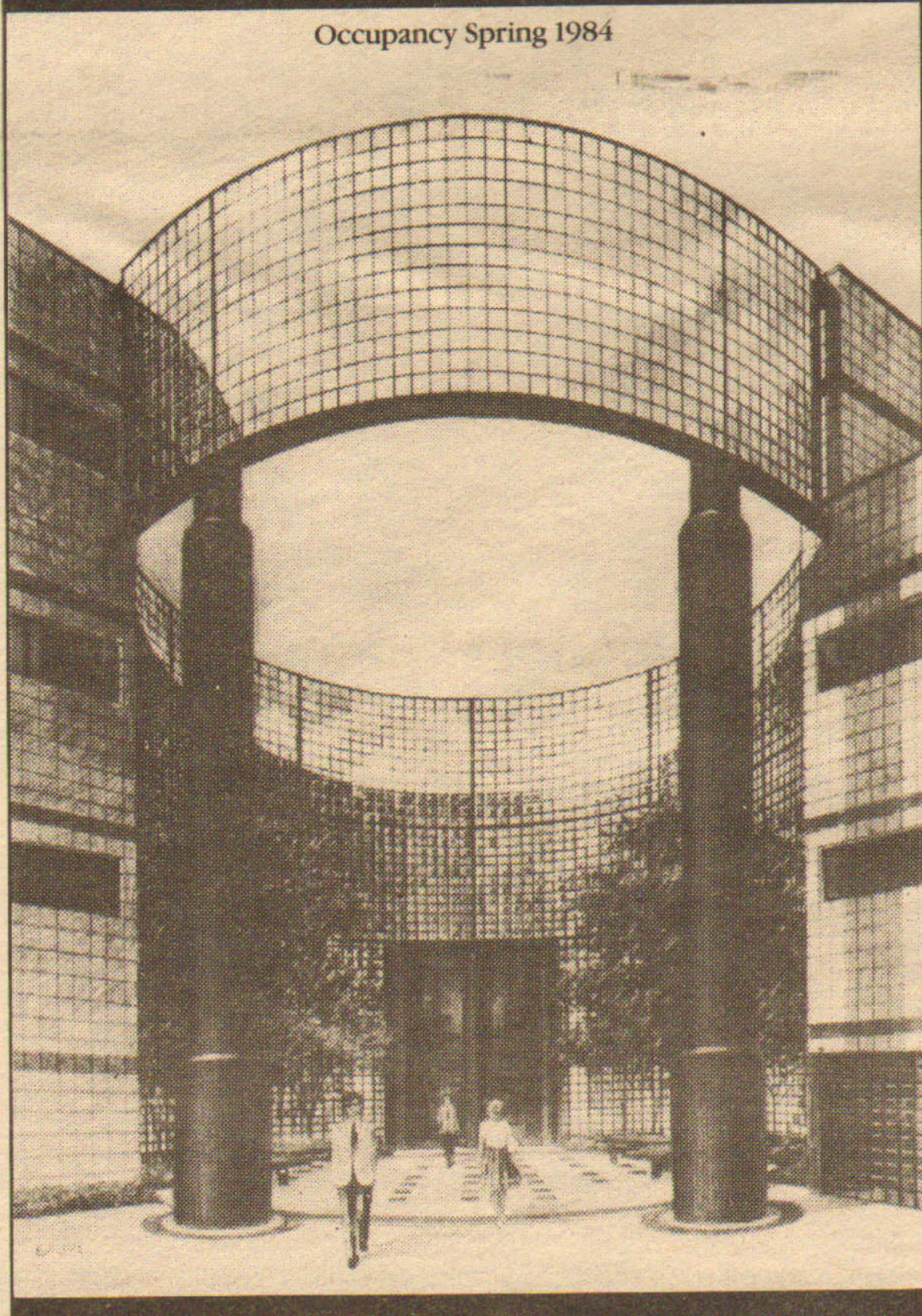


Two Westborough Business Park

**Reflecting
new ideas.**

With its dramatic solar court entryway, Two Westborough Business Park is a striking example of progressive architecture. Sunlight reflects off the mirrored glass block walls of the solar court, and radiates into the two-story lobby.

Occupancy Spring 1984



A development of
HINES INDUSTRIAL

The unusual ceramic tile facade of the 107,600 sq. ft. building, with its curved corners and continuous windows, complements the rolling landscape at the interchange of I-495 and Rte. 9.

Two Westborough Business Park creates a strong, contemporary image ... the ideal setting for the development of important ideas.

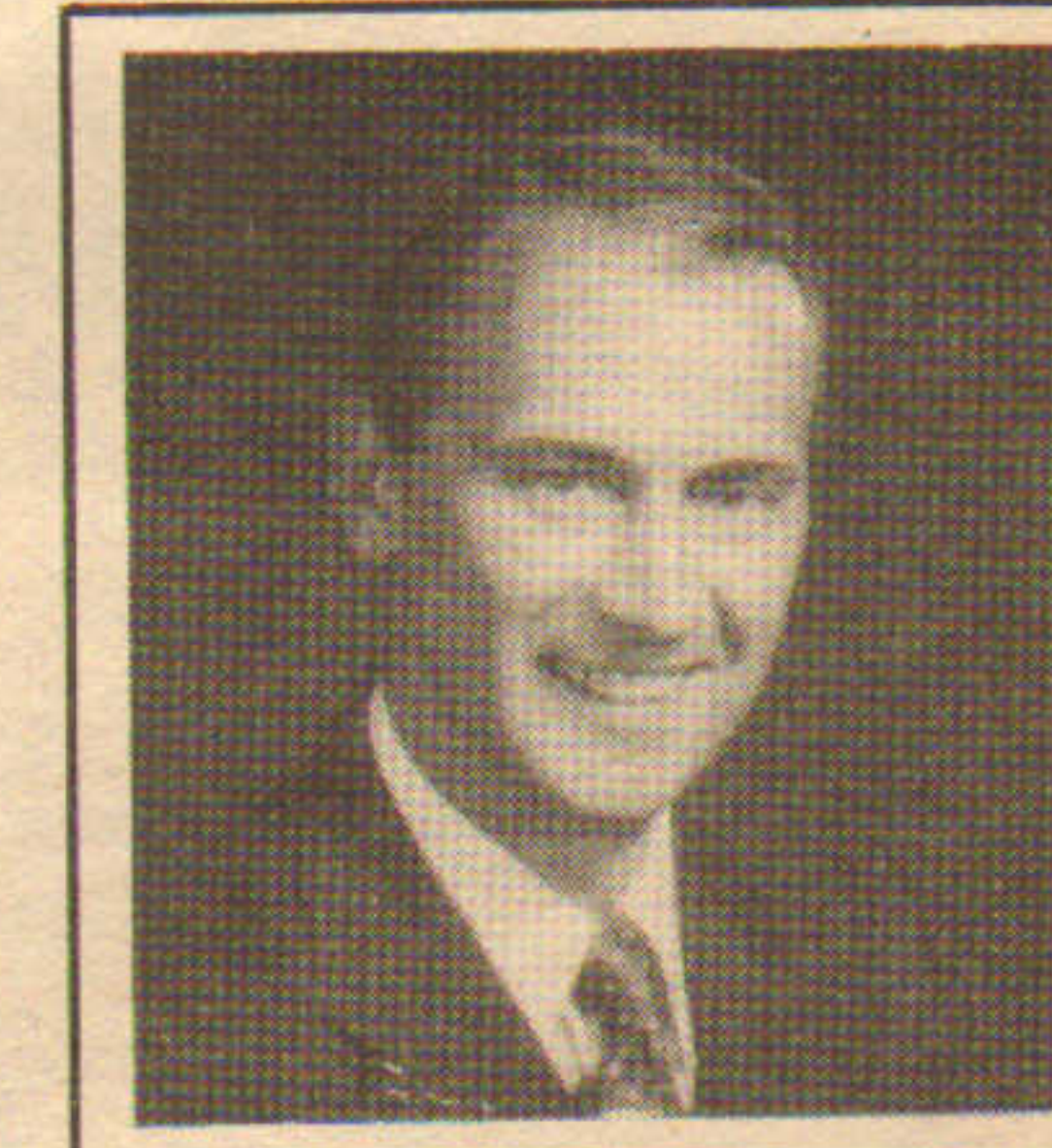
Exclusive leasing agent,
The Real Estate Collaborative,
31 Milk St., Boston,
(617) 423-0410.



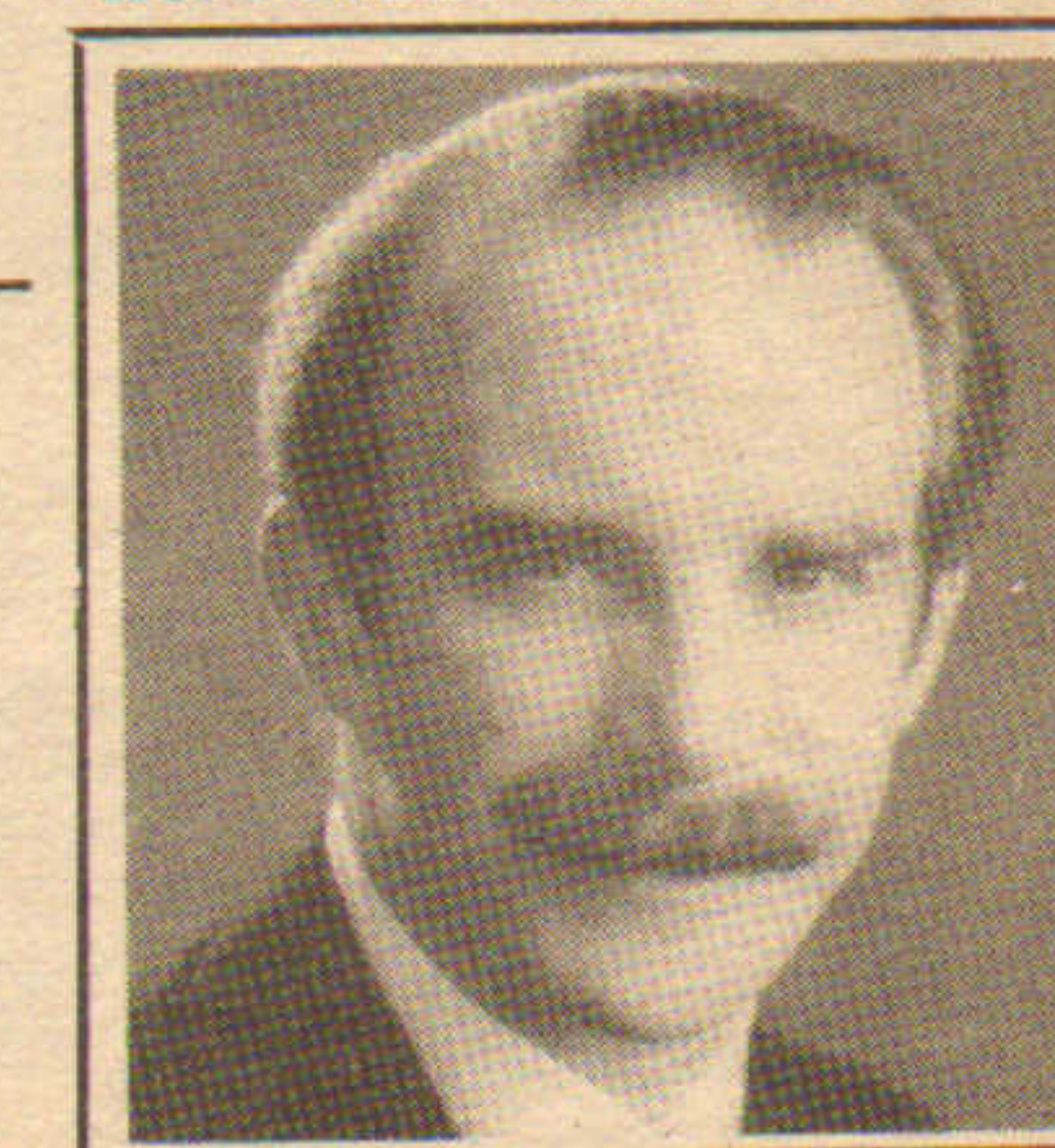
STEVEN RIOFF
M B GROUP



HAROLD McKENNA
BOSTON MORTGAGE CO.



RICHARD LUNGREN
HUNNEMAN COMMERCIAL



CHARLES RICHARDS
STOP & SHOP COMPANIES

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THE
BEAL COMPANIES ■

15 Broad Street, Boston, Massachusetts 02109
617 742-1500

New Centers, No New Oppor

**One developer
has been
putting retailers
in their place
for over a
dozen years.**

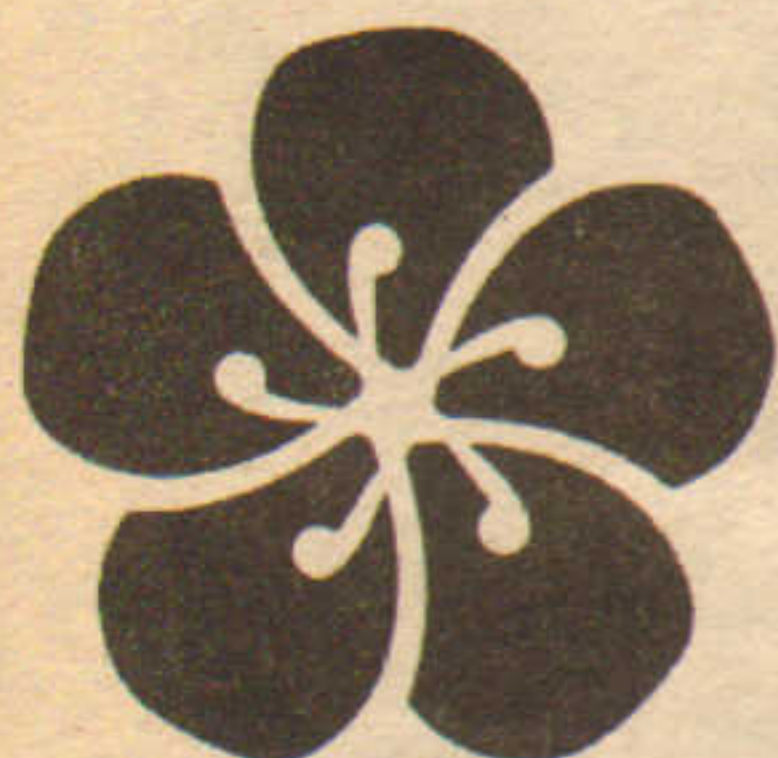
State Properties! And through partnerships with key realty firms we offer retailers going places an entire family of quality mall locations.

Where a retailer does its business is almost as important as how a retailer does its business. Because the right location and environment go a long way toward making any store more successful.

So whenever a retailer goes looking for a new location they look very carefully. We know, because we help them.

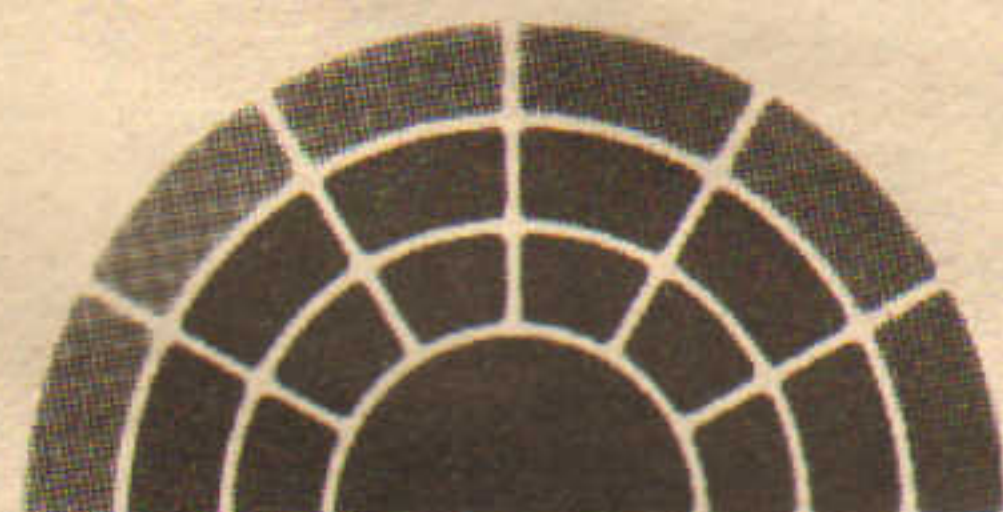
**Any retailer that wa
should rememb**

New Markets, opportunities.



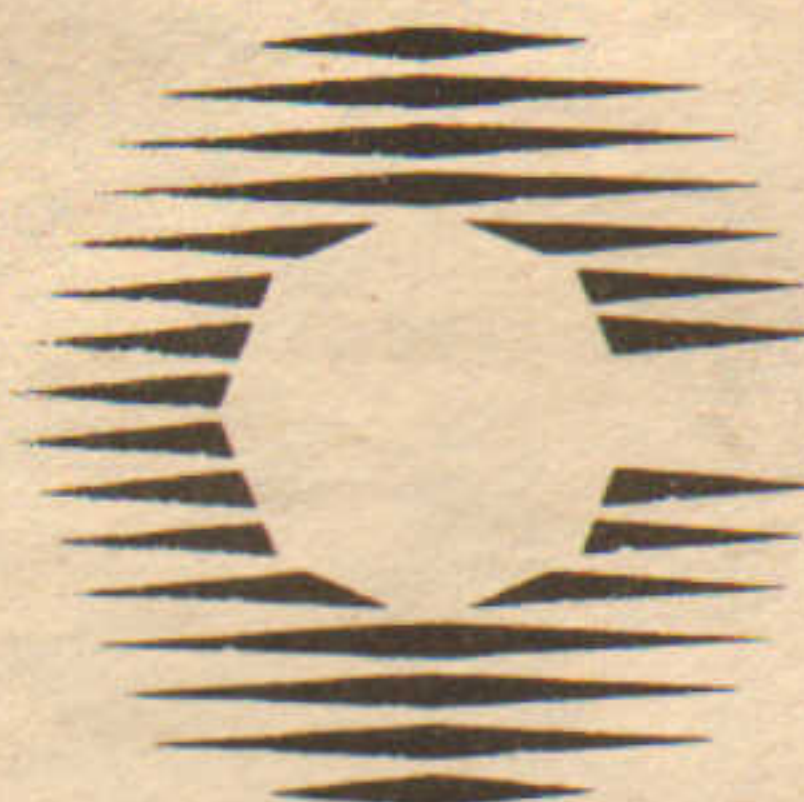
APPLE BLOSSOM MALL, Winchester, VA

Over 90 shops and stores make up this brand-new center with Leggett, JC Penney, and Sears.



ARSENAL MARKETPLACE, Watertown, MA

Opening this fall with over 100 shops plus Ann & Hope and Marshalls, and featuring The Food Emporium.



CRYSTAL MALL, Waterford, CT

Slated for a fall '84 opening with 130 retail stores anchored by Filene's, Jordan Marsh, JC Penney, and Sears.



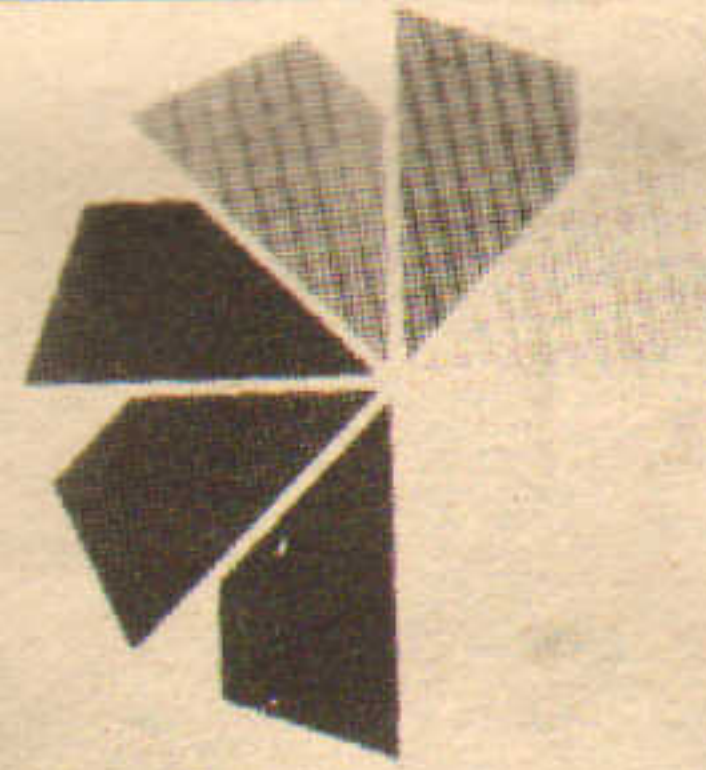
FOX RUN MALL, Newington, NH

New Hampshire's largest mall with over 100 stores including Filene's, Jordan Marsh, and Sears.



LIBERTY TREE MALL, Danvers, MA

115 fine shops and stores, an International Food Pavilion, and anchored by Ann & Hope, Lechmere and Marshalls.



MEADOW GLEN MALL, Medford, MA

60 retail stores are the core of this center anchored by Bradlees and Marshalls.



N. E. SHOPPING CENTER, Saugus, MA

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MARCH

Chiofaro Co. & Hillman Co. plan \$360m International Place in Boston with 2.1m s/f of offices in 44 and 51 story towers.

William Stein handles \$3.375m sales of 87 apartments in Chestnut Hill, Mass., for Wyco Realty to Frederick Clayton.

Anthony Bianca Sr. and Roland LaBonte buy \$7m 260 unit apartments in Vernon, Conn.; 21 buildings on 55 acres.

Rogerson House names Barkan Construction Co. to renovate 143 unit Beacon Chambers on Beacon Hill, Boston; \$7.6m project.

Roger Sonnabend starts \$22m 400 room Sonesta Hotel expansion on Charles River, Cambridge, Mass.; Citicorp financing.

Meredith & Grew to lease 130,000 s/f at American Twine Bldg., Cambridge, for General Inv. & Dev. Corp. and ARDC.

Jordan Marsh appoints Kelleher & Sadowsky to market 73,000 s/f at Worcester [Mass.] Center with 360 parking spaces.

George Fantini of BFTG arranges \$1.9m loan for Marc Slotnick & Theodore Trivers to rehab Hildreth Building, Lowell, Mass.

Tambone Corp. starts 300,000 s/f offices, R&D in Windsor, Conn.; Farley Co. broker and agent; Fleet National Loan.

David Mullen of Norwood Group sells 60,000 s/f building in downtown Manchester, N.H.; Goodman-Aimis plan \$2m renovation.

Steven Tenofsky and David Dorfman of Data Realty sells \$1.8m apartment-store site at Cleveland Circle, Boston to Circle Realty.

Hamilton Realty buys 180 Worcester apartments for \$2.4m from John Nahigian & Roland Gray; Redwood Hills on 27 acre site.

Marianne Macdonald & Previews broker \$602,500 eight acre property on South Dartmouth [Mass.] harbor.

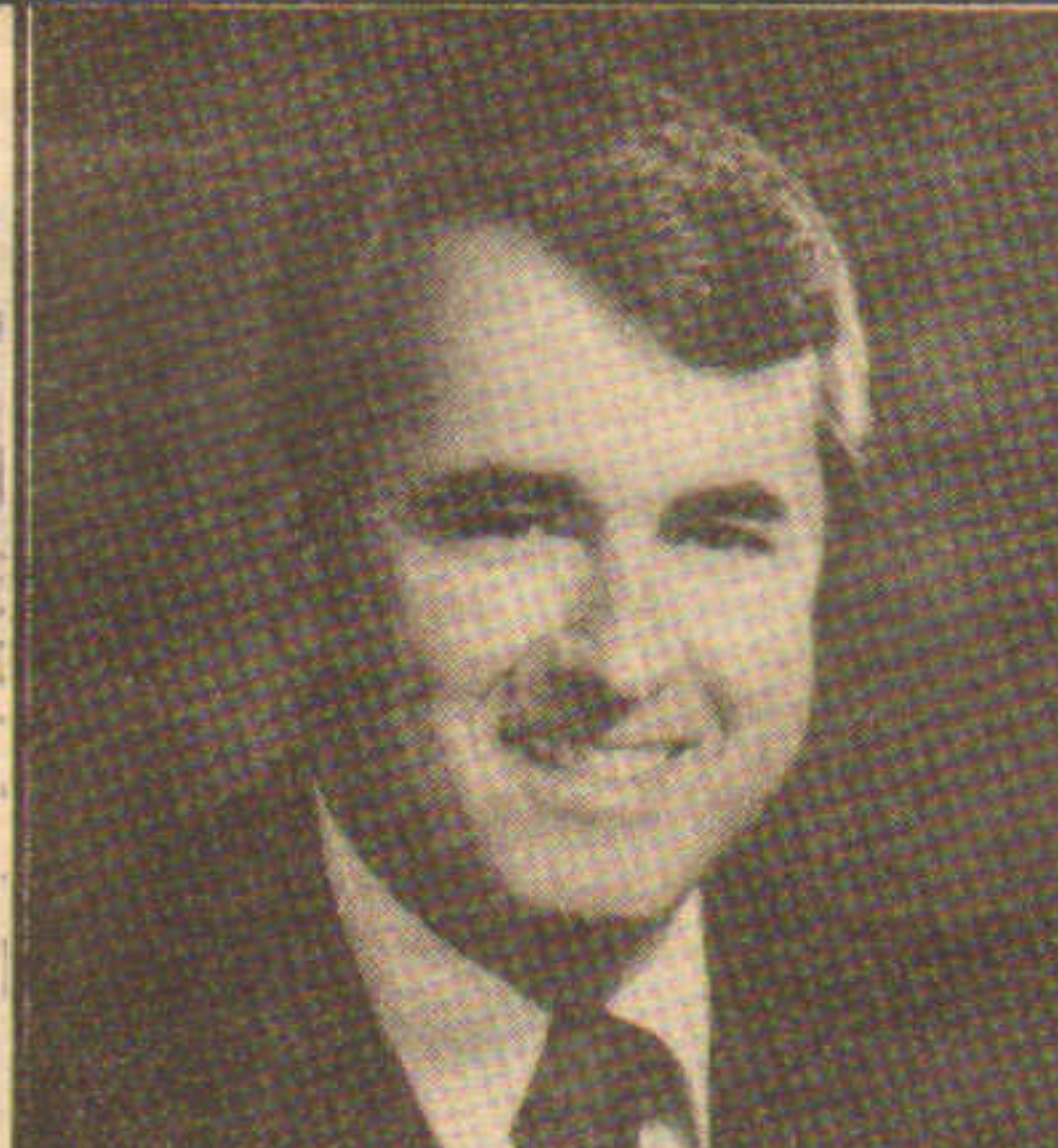
William Warburton brokers 4.7 acre apartment site in Fall River, Mass., for \$545,000 to Flint-Lafayette Ltd. Prsp.

David Keating of Wharf Dev. starts \$8m 68,000 s/f office building on Ft. Point Channel, Boston; Hunneman & Co. agent.

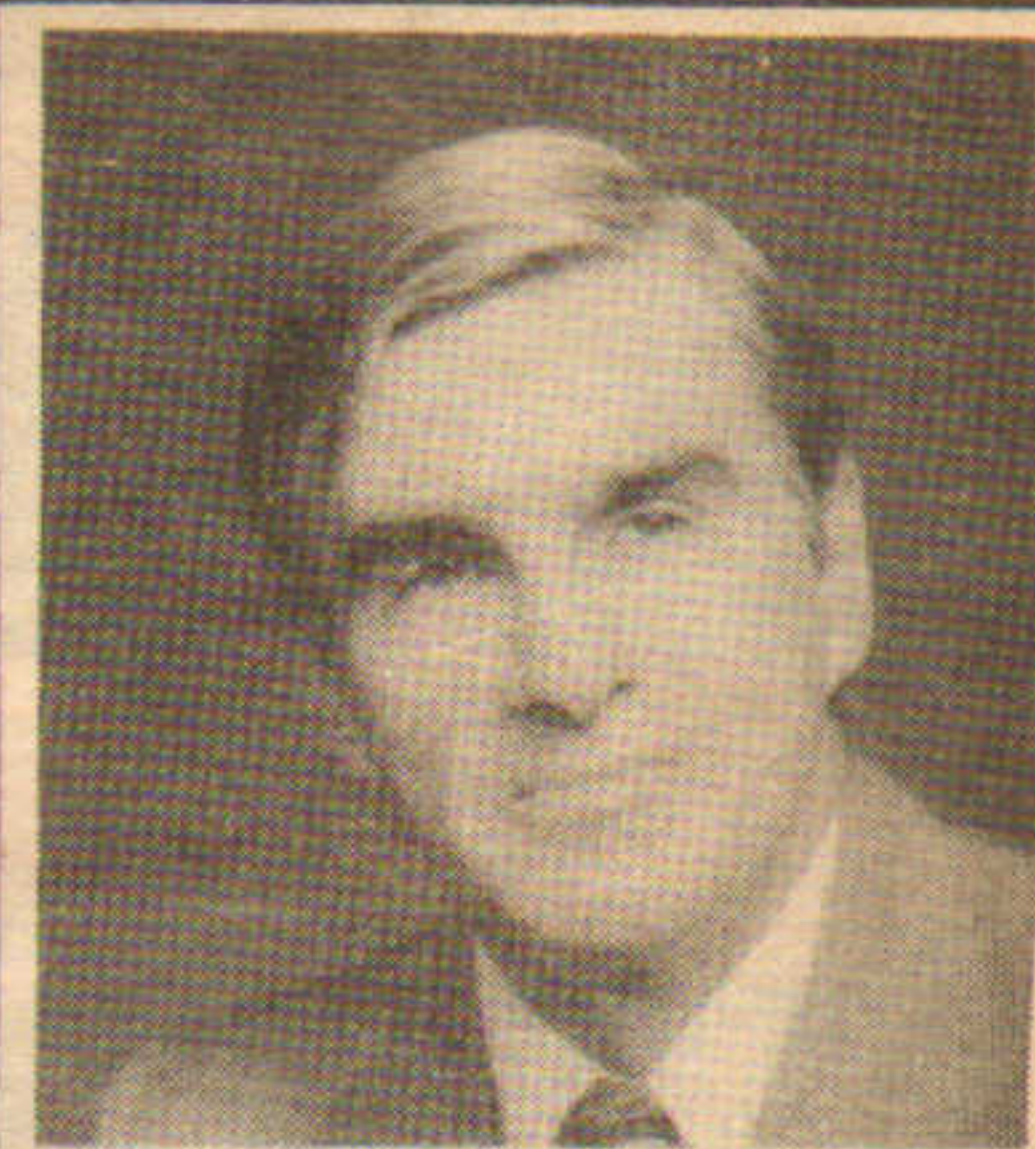
James Gorman of R.W. Holmes signs Codex Corp. for 80,000 s/f building at Dean Boylan's Canton (Mass.) Commerce Center.



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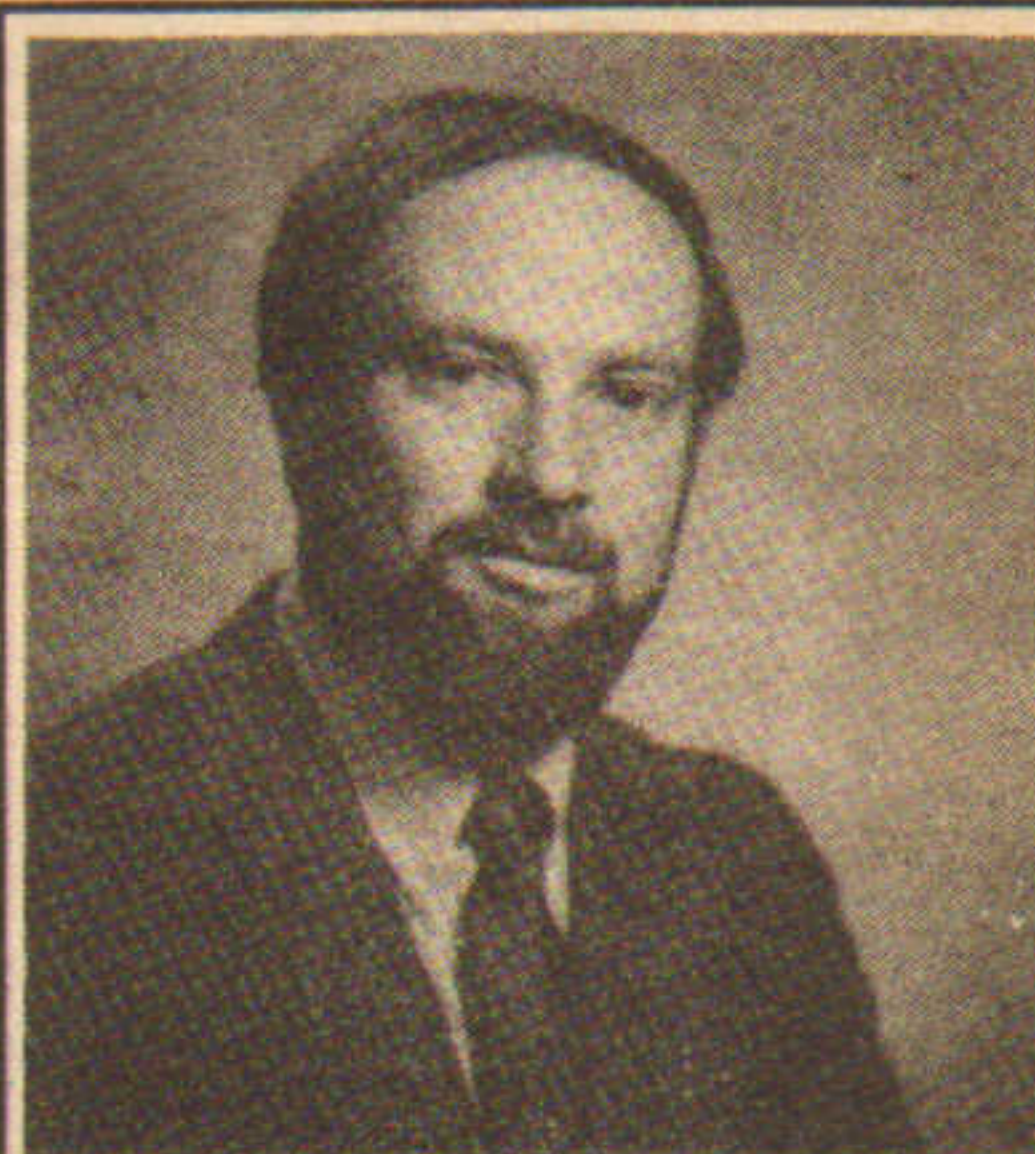
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FIRST MORTGAGE FINANCING



247,000 Square Feet
North Dartmouth, Massachusetts

arranged by

Spectrum Financial

131 CLARENDON STREET, BOSTON, MASS. 02116 617-536-0675

MARCH

Ryan, Elliott & Co. handles sale of 265 Franklin st., Boston site to Oliver Wendell Realty for 313,000 s/f offices, stores.

Casco Bank loans \$675,000 to Peter Weeks, Gregory Whalen & Richard Gamester for 27,000 s/f Lafayette Crossing, Portsmouth, N.H.

Dobroth & Fryer plan 230,000 s/f Interstate Executive Center in Lowell, Mass.; ADD design for 17 acre property.

Dunkin' Donuts opens 43,000 s/f New England distribution center in Westboro, Mass.; attended by Secretary Evelyn Murphy.

Tambone Corp. appoints Leggat McCall & Werner agent for 100,000 s/f Chelmsford [Mass.] Office & Research Park.

Hines Industrial signs first tenant, Management Analysis Ctr., to 28,000 s/f at University Place in Harvard Square, Cambridge.

David Richardson of LM&W and Almon Townsend III of Meredith & Grew cobroker 20,000 s/f lease for Boston Co. to Wang Labs.

Hamlen, Collier & Co. buy 30,000 s/f Boston building; plan \$2m restoration near North Station; credit by Fleet National.

Coldwell Banker arranges \$9.6m sale of 77,000 s/f 45 Milk st., Boston; Joseph Sciolla, Kevin Barry, Richard Murphy brokers.

Peter Christopher of Hunneman & Co. handles \$573,500 sale of 179 South st., Boston, 23,000 s/f, to Hospital International.

Jack Dumser of New England Ind. Properties handles \$650,000 sale of 25,400 s/f Pepperell, Mass., building to S.C. Johnson.

Hartford Steam Boiler & Gerald Hines open \$50m One State St., Hartford, Conn.; 500,000 s/f 24 story offices

Equitable Life Assurance appoints Cushman & Wakefield of Conn. to lease 192,000 s/f corporate campus in Milford, Conn.

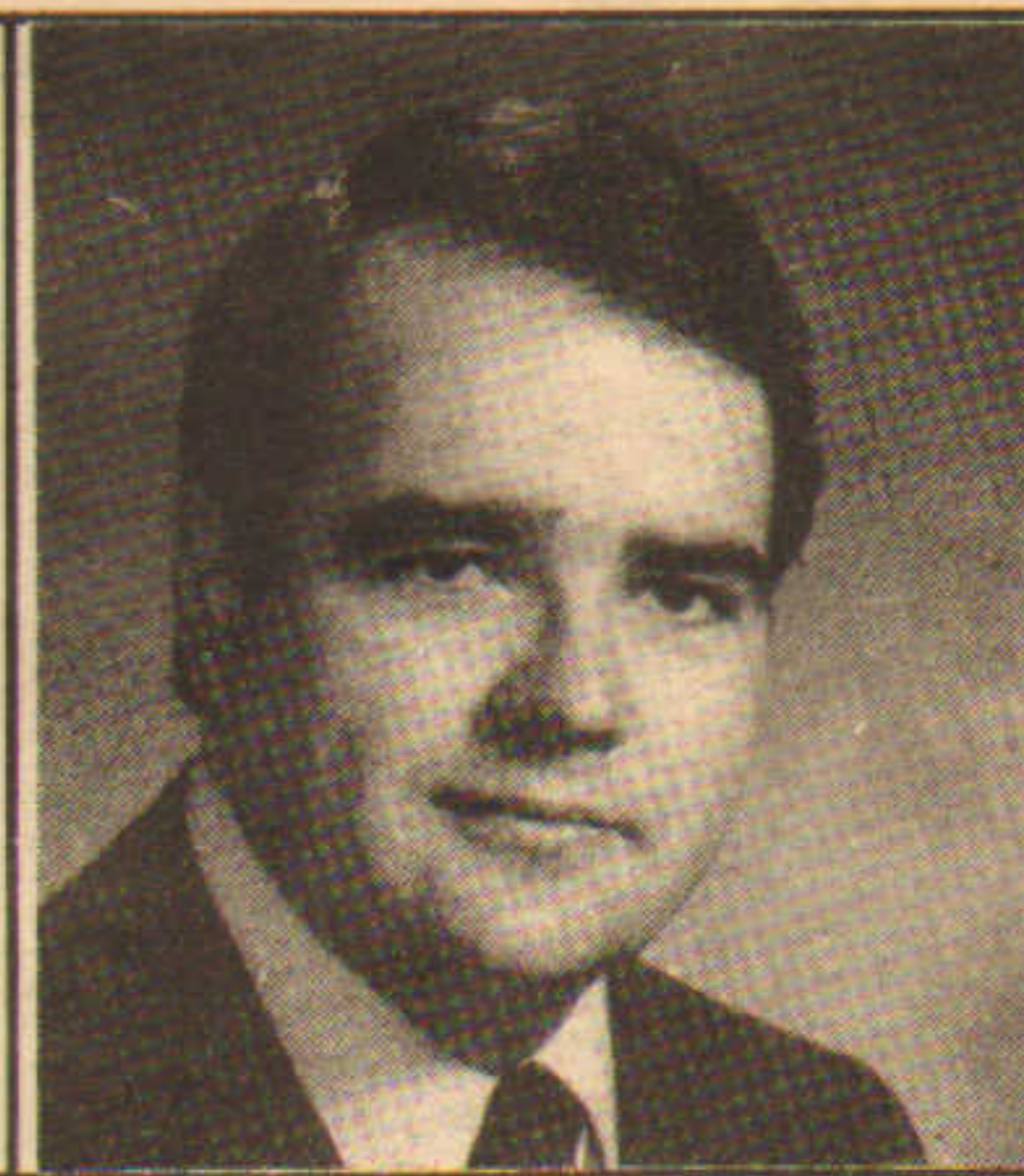
Epstein Funding & S.B. Durfee arrange \$4m sale of 41,000 s/f office building in Stamford, Conn., to Soling Patent Co. of N.Y.

James River Corp. to relocate to 134,000 s/f at Prudential Insurance's RiverPark in Norwalk, Conn.

Michael Diamond of Glastonbury Park Assoc. opens 60,000 s/f Salmon Brook Park in Glastonbury, Conn.



RICHARD BONZ
MINOT DeBLOIS & MADDISON



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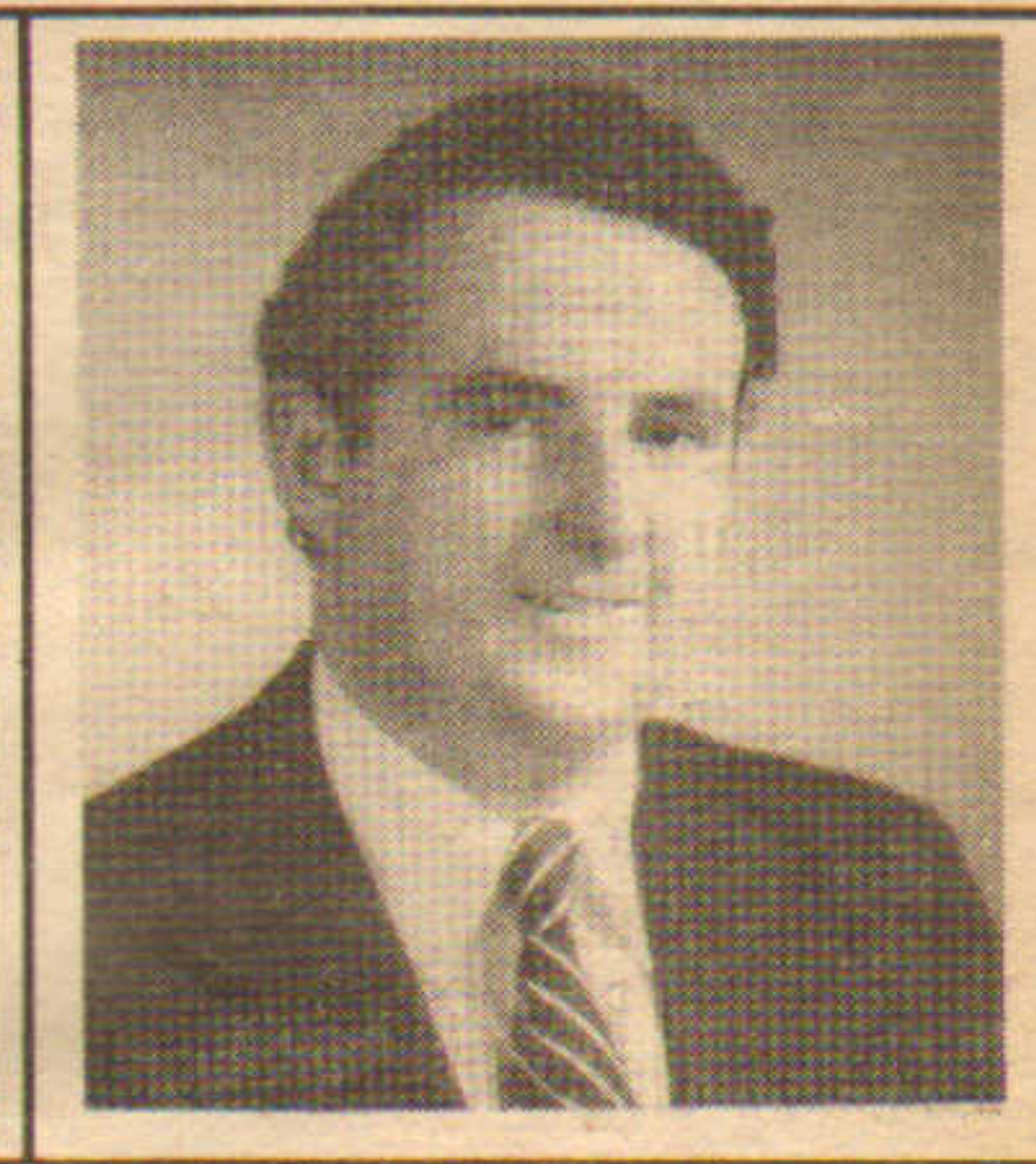
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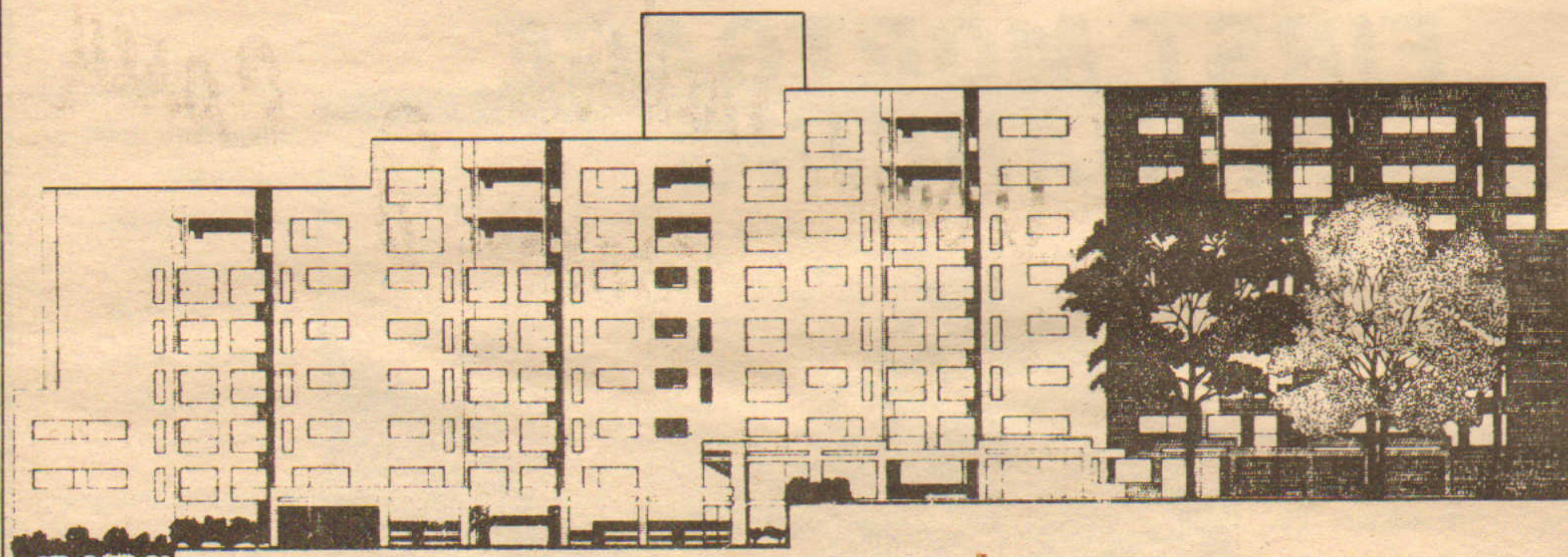
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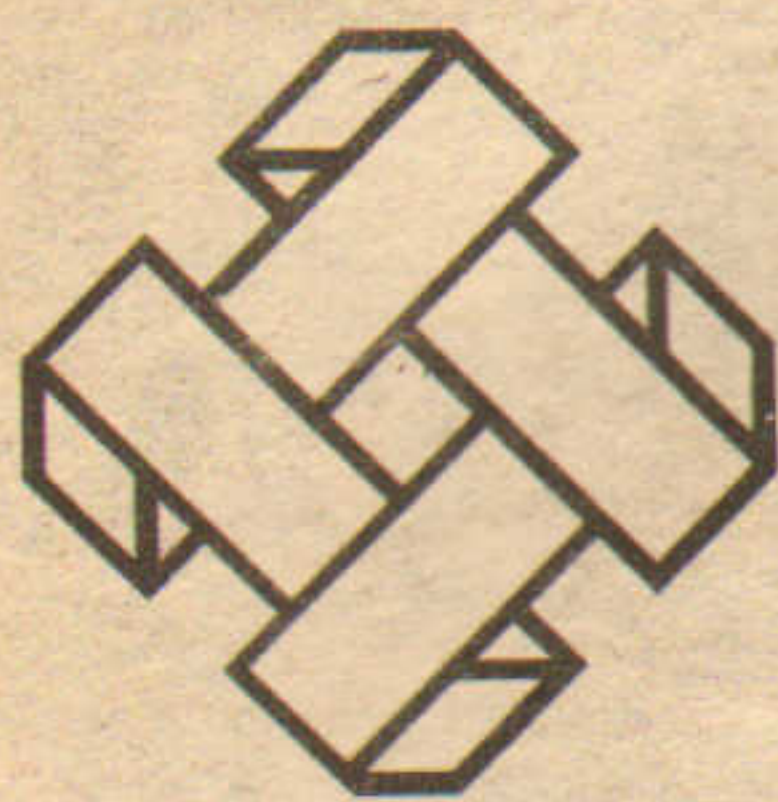
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President

John J. Casey, Esq.
President

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and the best of everything
in 1984.*

*Yours truly,
John J. Casey*

APRIL

Gillespie & Co. and Ryan, Elliott & Co. handle sale of Carter's Ink site in Cambridge, Mass., for \$30m to Congress Group.

Thomas Walsh & Stephen Murphy of Codman Co. sell \$2m Needham, Mass. site for Upjohn to 410 Assoc.; 37,615 s/f on 96,960 s/f.

John O'Hearn & David Pergola of Meredith & Grew names agents for 70,000 s/f former Underwood headquarters in Westwood, Mass.

Boston Mortgage arranges sale of 72,000 s/f offices in Bedford, Mass., for \$7.5m for Spaulding & Slye to Pan American Prop.

Travelers Corp. to buy 560,000 s/f twin towers in Hartford, Conn., from Gordon Interests for \$83m; kills Wallingford plans.

Arthur Robbins opens \$3m Winsor Building in Worcester, Mass.; Consumers Bank to lease 7,000 s/f in 45,000 s/f building.

Cutler Assoc. building \$4m 142 unit nursing home in Westboro, Mass., for Dan Salmon; 63,000 s/f to open in February 1984.

Conn. Bank & Trust buys 43,000 s/f building on 8 acres in East Hartford, Conn.; Farley Co. handles \$2m transaction.

Codman Co., Pilgrim Mgmt. & N.E. Life start \$36m offices and retail space at 399 Boylston st., Boston; 220,000 s/f of space.

Intercontinental Dev., Coolidge Bank & Harold Brown build \$10m 40,000 s/f offices, stores in Harvard Sq., Cambridge, Mass.

Lowell Peabody of Spaulding & Slye, Scott Hughes of Neelon Cos. lease 73,200 s/f for Metropolitan Ins. to Scott Systems.

\$130m Lafayette Place, Boston, 300,000 s/f, to open in Oct.; Mondeve International builds 187 stores, 23 restaurants, garage.

John Kavanagh of Nordblom Co. sells 87 Boston condos for \$1.94m for Carol Simons, Charles Nesson, Ivy Ogg to Garrison Hall.

\$9.5m construction loan with Fleet National completed for Indian Head Plaza's 120,000 s/f in Nashua, N.H.

Richard Flier negotiates sale of 24,000 s/f Flanders Building in Nashua to Cambridge, Mass., trust for \$590,000.

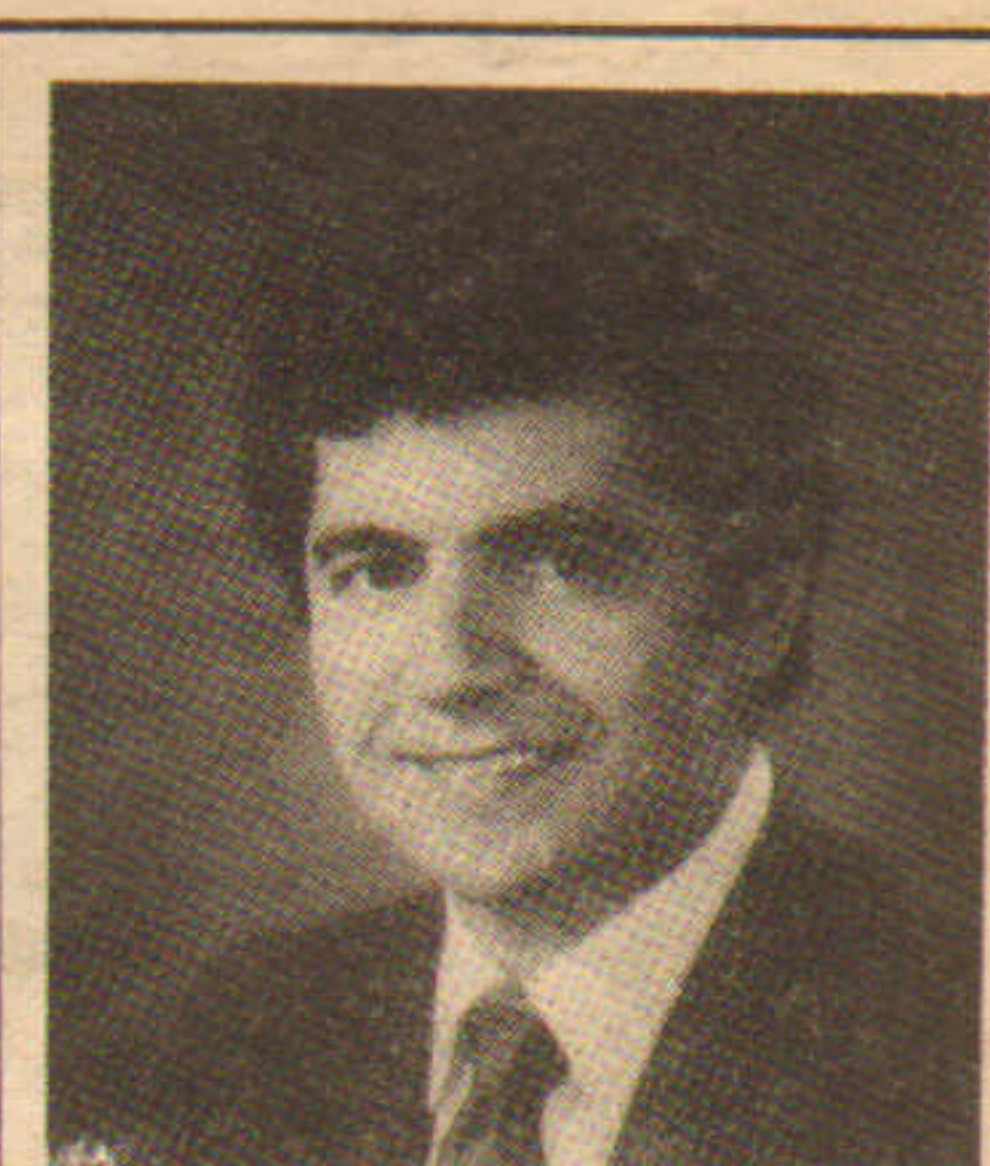
Boston Mortgage Co. arranges \$575m financing for 106,300 s/f office, R&D facility in Chelmsford, Mass. for Raymond Carye.



DONALD TOFIAS
TOFIAS COMPANY



JACK CONWAY
JACK CONWAY, REALTOR



JOSEPH TRODELLA
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APRIL

Arthur Robbins, Robert Borah, Michael Harrington to open \$19m 200,000 s/f HarborSouth offices in North Quincy, Mass.

Charles Francis of Ryan, Elliott of R.I. leases 140,000 s/f industrial building in Pawtucket to Elmwood Sensors for Lares.

Meredith & Grew arranges \$25m loan with Citicorp R.E. for Sonesta Hotel's 400 room expansion in Cambridge, Mass.

Beacon Ventures sells \$4.75m Holiday Inn, Hyannis, Mass., for Motor Realty to Orion Partners of N.J.; 225 guest rooms.

Jack Manley of Peter Elliott & Co. leases 14,500 s/f at Fargo Ind. Center, Boston, to Bernard Print.

Charles Rosenblum buys 100 units in Arlington, Mass., from Ulysses Realty for \$3.6m; plans conversion to condominiums.

Harold Brown & Petros Palandjian to buy Hotel Essex, Boston, from Carter Hotels; plans \$6m renovation to apartments.

Saunders & Assoc. leased 10,000 s/f in Greater Providence Bank Building to Wooding & Housely.

Vazza Assoc. starts 70,000 s/f R&D building in Bedford, Mass.; Fleet National financing for \$5.5m property; Nash-Phillips arct.

Susan Allen & Carol Dushman of Star Realty sell 136 units in Brockton for Lewis Busconi to Harold Brown for \$3 million.

Tomasso Bros. building \$4m offices in Farmington, Conn.; 43,000 s/f at Twenty Batterson Park Road.

Abraham Gosman of Mediplex Group to start \$25m Mediplex Village on 55 acres in Southbury, Conn; 240 unit life care center.

Ed Lasner brokers sale of former CMA building in Bridgeport, Conn., to Calzone Bros. for \$655,000; CDA loan for 25,000 s/f.

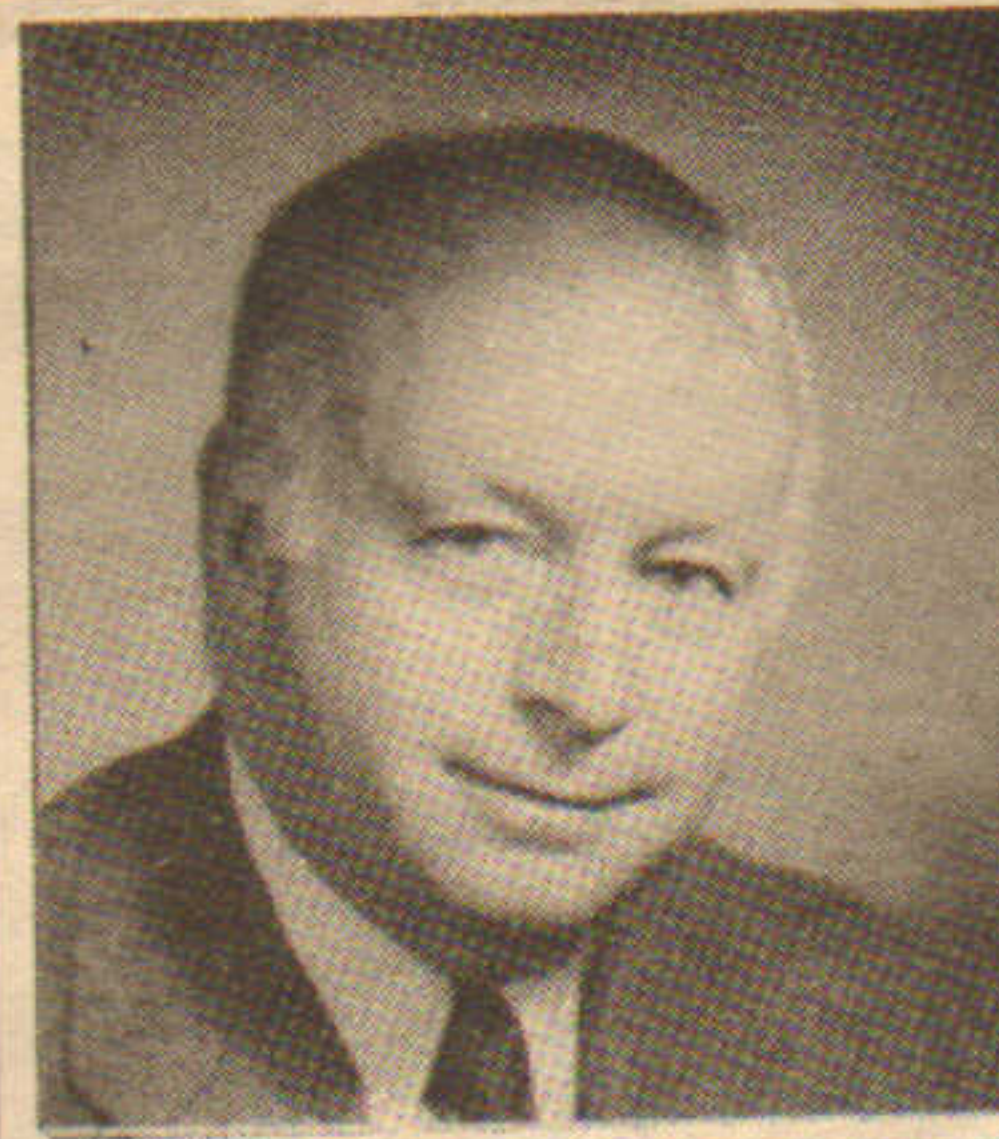
Commonwealth Mortgage writes \$9.1m end loans for 326 unit Parkview Condominium in Winchester, Mass.; Edward Berndt owner.

\$930,000 Boston Mutual loan for Haines Insurance Group offices in Avon, Conn.; 14,000 s/f in Avon Park South.

Northland Investment appoints Meredith & Grew leasing agent for 100,000 s/f Atlantic Building, Boston waterfront.



RICHARD DENNIS
CASEY & DENNIS



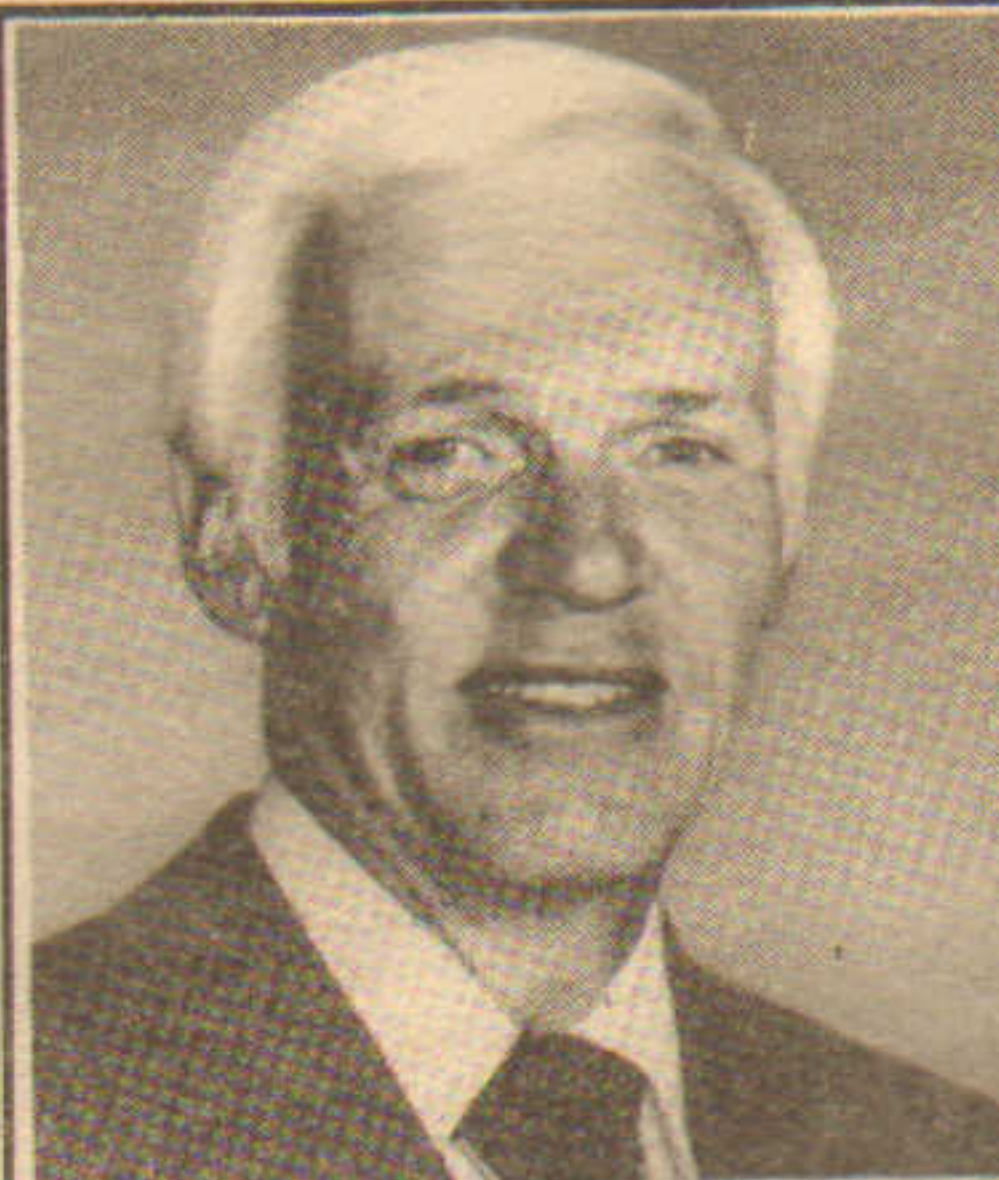
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JIM SHANLEY, REALTOR



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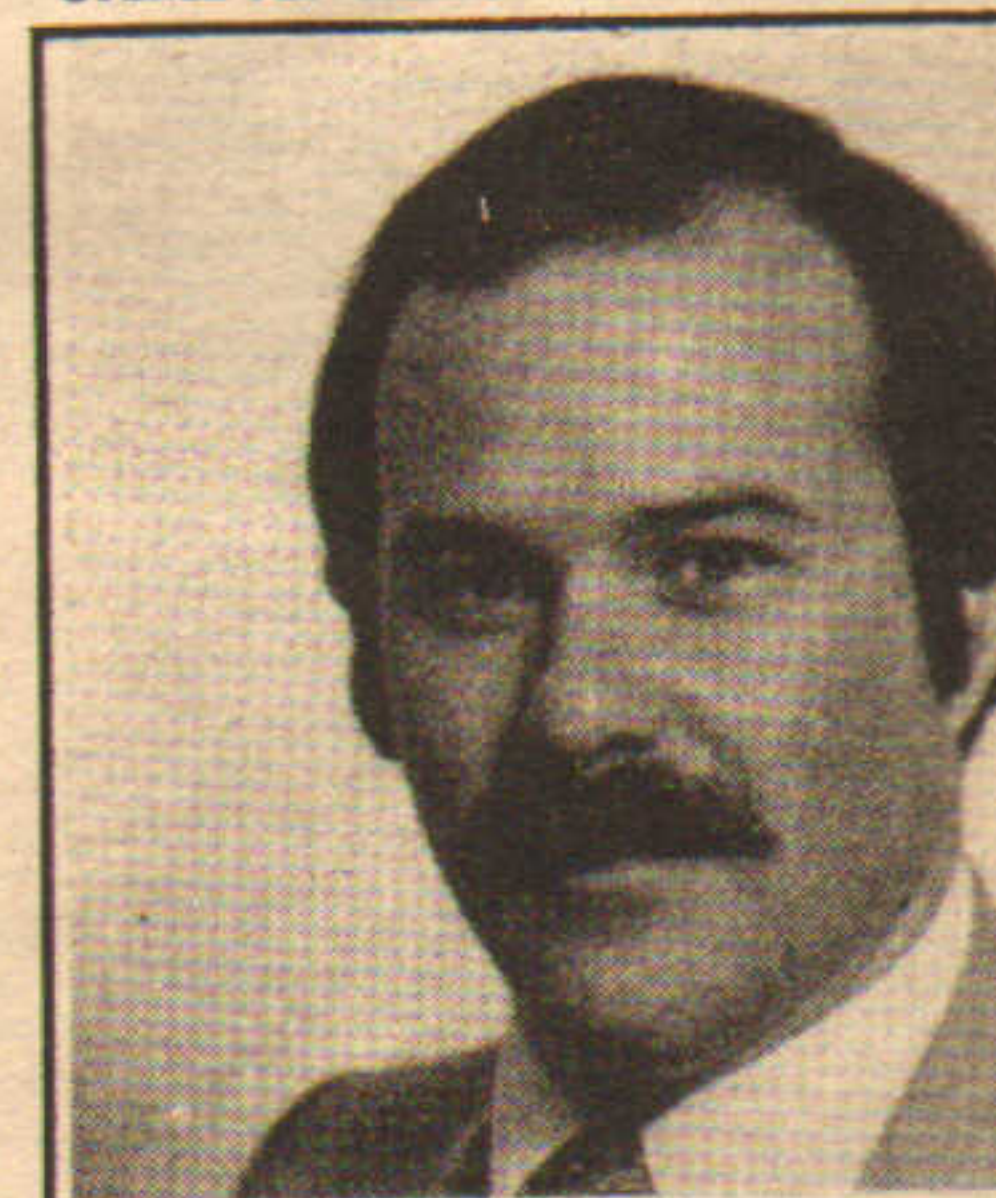
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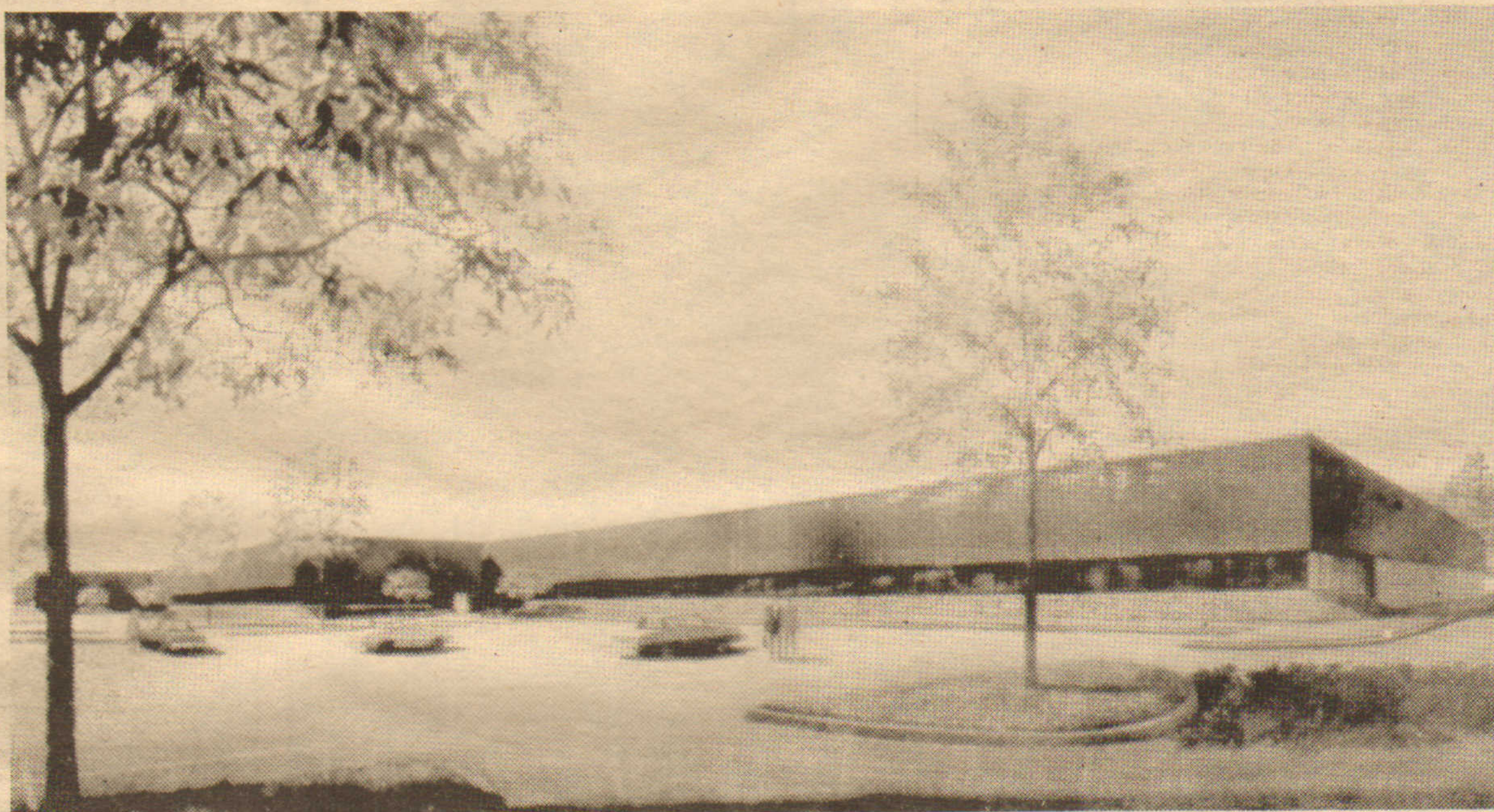
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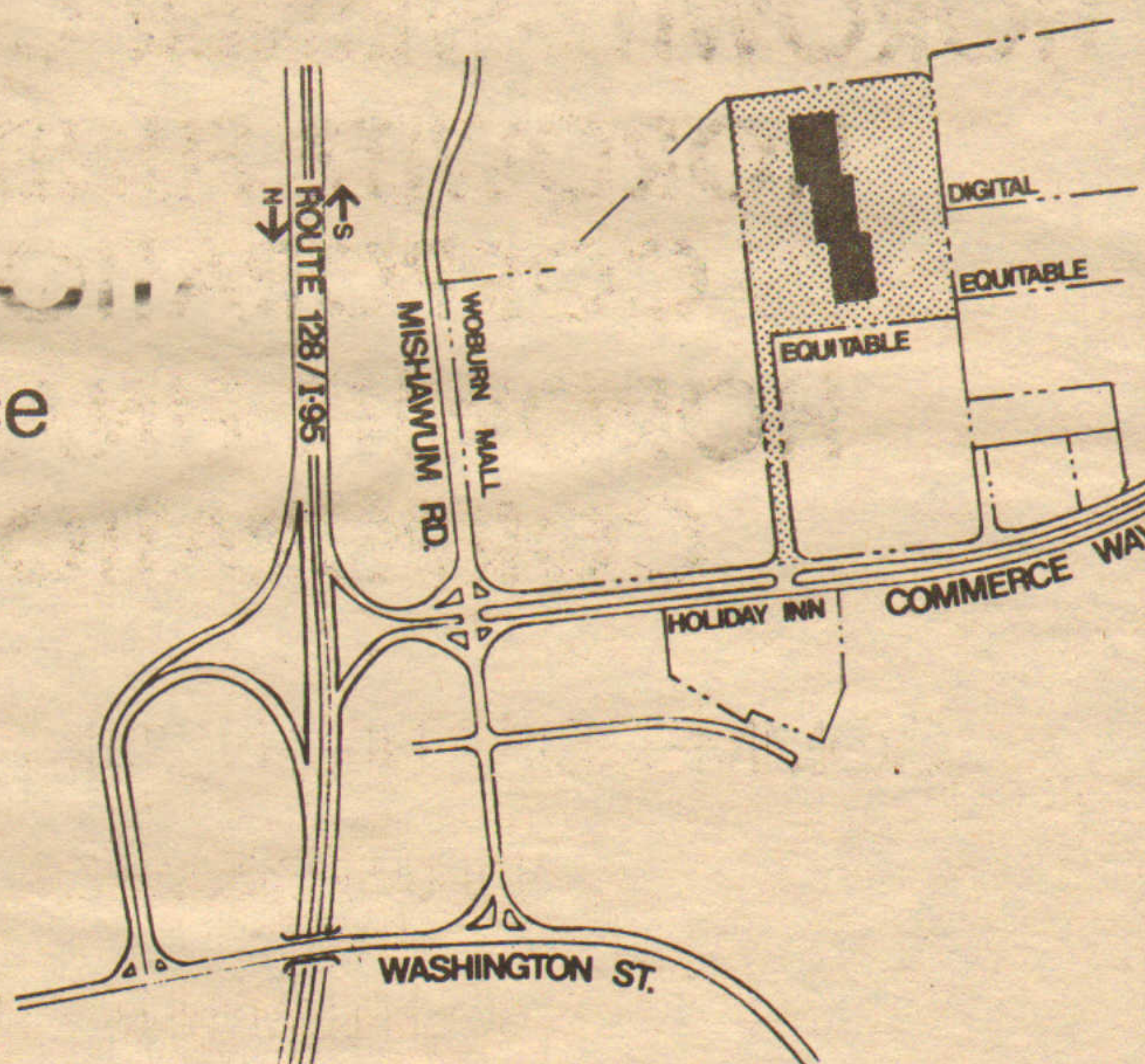
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MEET AN EXTREMELY ENERGETIC FOUR YEAR-OLD.

It's unusual to see this much activity from a broker who's been in the business only four years.

In fact, some of the most experienced brokers in Boston would be more than pleased to have the kind of enormously successful, multi-million dollar sales year just logged by Marianne Macdonald Real Estate, Inc.

Take the Old English High School building at 65 Anderson Street on Beacon Hill, for example. In February,



Marianne represented both buyer and seller in the sale of this choice piece of Boston real estate.

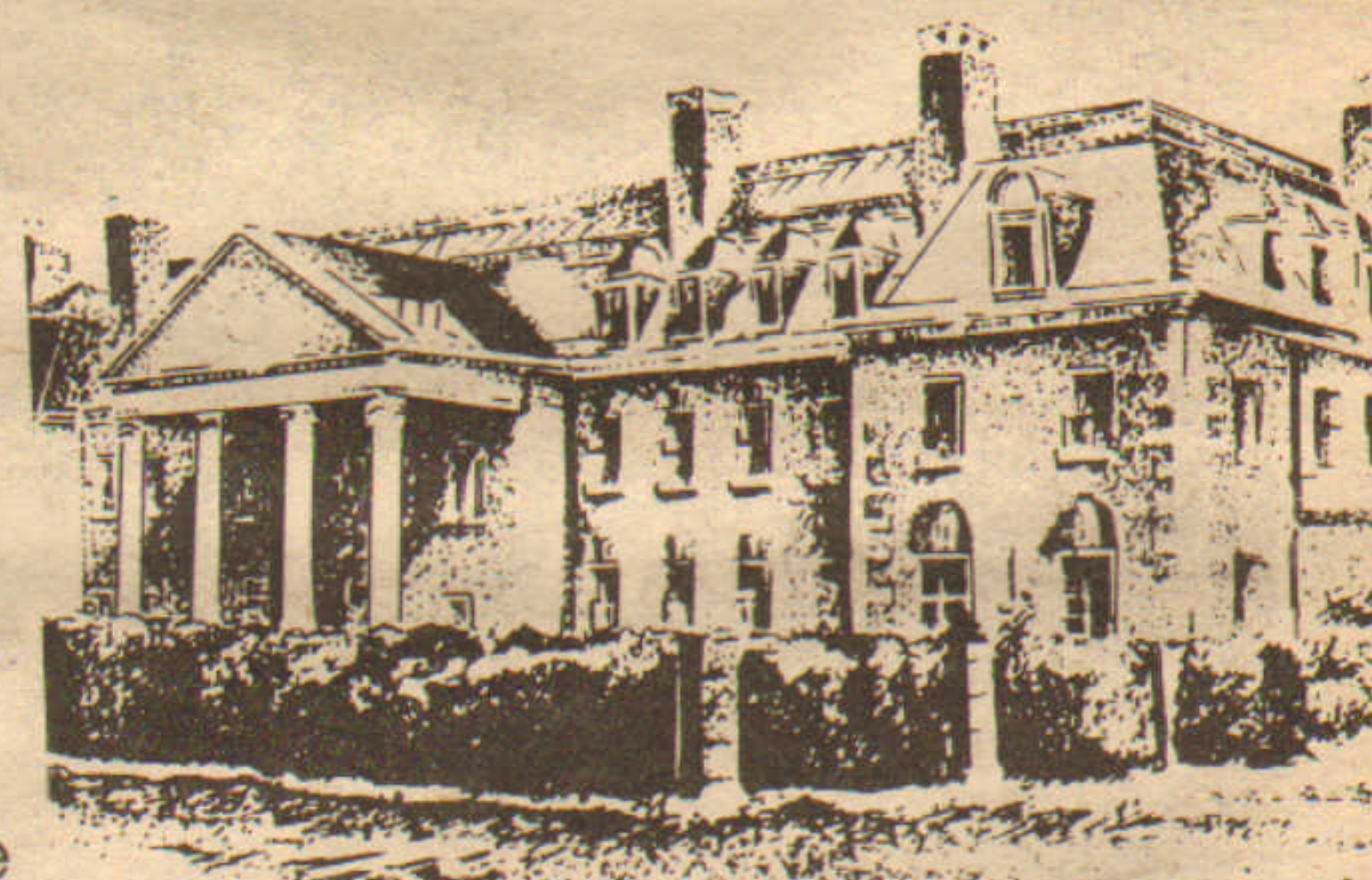


A double sense of satisfaction came in April with the sale of adjoining buildings at 312-314 Dartmouth Street in the Back Bay, in which Marianne represented the seller. She then went on to lease 47% of the combined space (12,000 square feet) to Boston Publishing Company, a subsidiary of Time, Inc.

But that's only half the story. Because Marianne's activity in the Boston market was easily equalled by her impressive record of residential and land sales in the elegant summer resort area of South Dartmouth, Massachusetts.

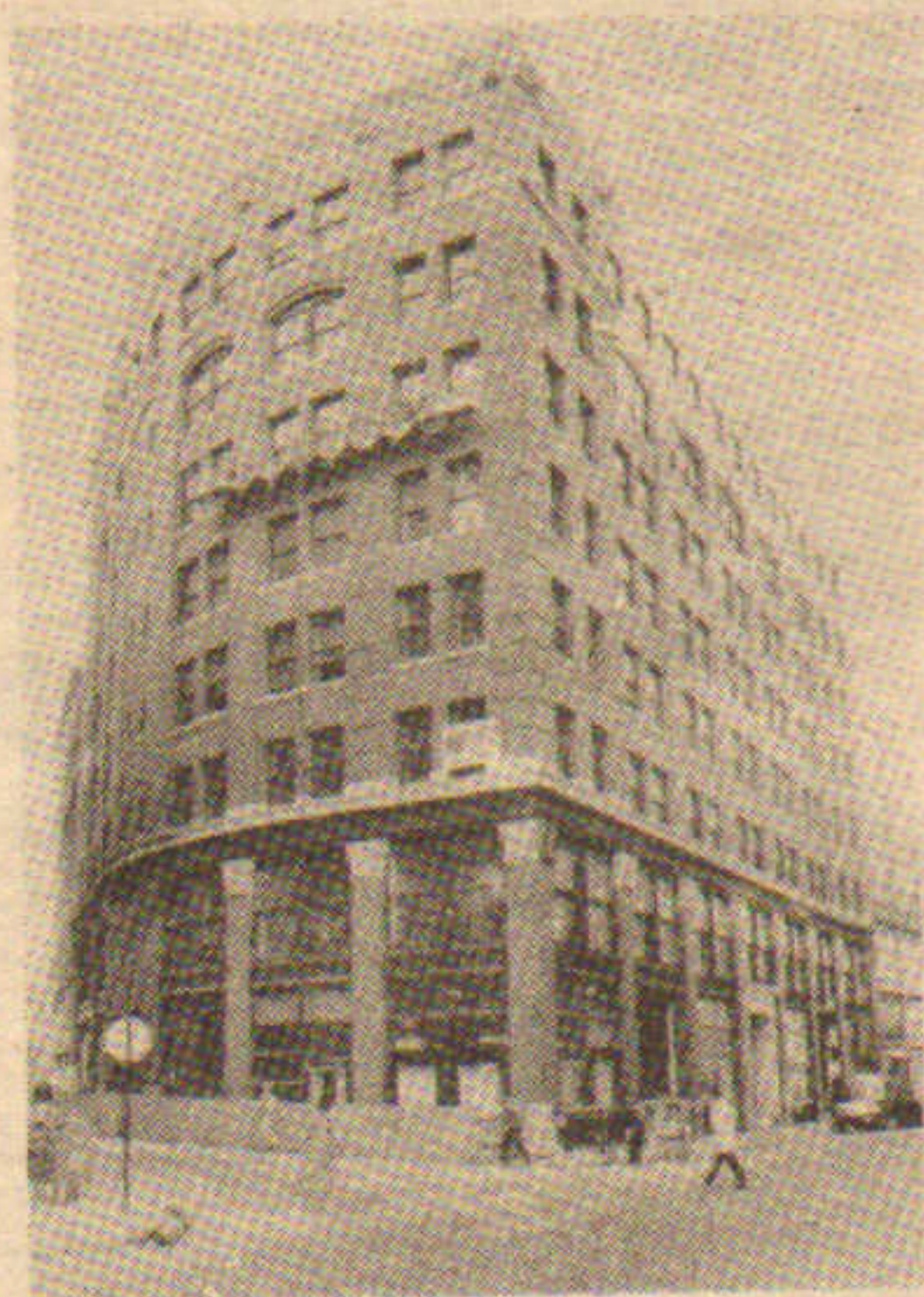
There, she represented both buyer and seller in the largest single residential transaction in the area — the sale of a five-acre harborside compound at 150 Elm Street in Padanaram. Marianne was controlling broker for the Previews property, which included heated swimming pool, tennis court, dock, boathouse, private beach and several separate guest apartments.

It was also in 1983 that Marianne was named exclusive sales agent for Round Hill, a luxury oceanfront condominium development in South Dartmouth. Once the legendary summer estate of Colonel Edward Robinson Green, Round Hill's 231 acres of vast lawns, sweeping meadows, woods and shoreline are considered to be among the most beautiful in the Northeast. By year's end, Marianne had sold 21 of the project's 27 Phase I units consisting of converted mansion residences and new, free-standing homes overlooking the estate's private beach.



Add to all this activity the brokering of single family homes in nearby Nonquit and Shore Acres, a farmhouse and 25 acres of prime farmland in Westport, and a three-unit residential building in Boston's Bay Village, and you can see why 1983 was such a very good year for Marianne Macdonald Real Estate.

★★★



A few months later, she successfully co-brokered the sale of the eight-story, 74,000 square foot commercial building at the corner of Essex and Chauncy Streets in the Downtown Crossing section of Boston. Acquired for \$1.8 million, the new owner is renovating this turn-of-the-century structure into first-class office and retail space.

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C. Allen Foehl III, Branch Counsel

MAY

Druker Co. to build 250,000 s/f at Newton [Mass.] Place; \$30m offices and stores to be leased by Leggat McCall & Werner.

Marianne Macdonald and Robert Doherty of Beal Companies co-broker \$908,000 Boston sale for Society of Jesus to partnership.

John Wallace & Peter McKearney of Peter Elliot & Co. lease 15,870 s/f at Commerce Park, Woburn, Mass., to Crown Lift Trucks.

Richard Gretsich Jr. of Albert Ashforth leases 31,000 s/f for C.F.C. Assoc. in Stamford, Conn., to Dim Hosiery Corp.

Nathan Berkowitz of C.W. Whittier & James McManus of Fox & Hounds Prop. cobroker \$1.9m Natick, Mass., sale of 6.78 acre site.

FirstBank to finance \$4m Northbridge Business Center in Nashua, N.H.; to be marketed by Norwood Group for Robert Nolte.

Warburton Agency handles \$545,000 sale of Fall River, Mass., high school site to Flint-Lafayette Prsp. for Jesus & Mary Sisters.

Dartco Corp. appoints Jordan Rittenberg agent for 100,000 s/f Mars Shopping Plaza in South Dartmouth, Mass.

Gary Widett, Stephen & Bruce Roberts, Arnold Feinerman buy \$375,000 10 store block in Natick, Mass.; BayBank Middlesex loan.

Corcoran & Co. starts \$8.5m 100,000 s/f 128/South offices in Braintree at Rtes. 128 & 37; Meredith & Grew leasing agent.

Gary Simon & Alfred Cicconi of Copley Inv. buy \$2.1m Back Bay, Boston property from Neil Raymond, David Tjorne, Paul Faraca.

Martin Paley of Frontier Dev. sells 60,000 s/f Brookside Park, North Billerica, Mass. to Connolly group for \$1.5 million.

D.T. Marini Co. developing 35 acre Newport [R.I.] Corporate Park 400,000 s/f for Allmar Assoc.

Ram Dev. Breaks ground for \$3.5m The Maine Outlet in Kittery; Dexter Kamilewicz & Howard Goldenfarb partners.

Prolman & Stabile begin construction on 71,000 s/f Birch Pond office park in Nashua.

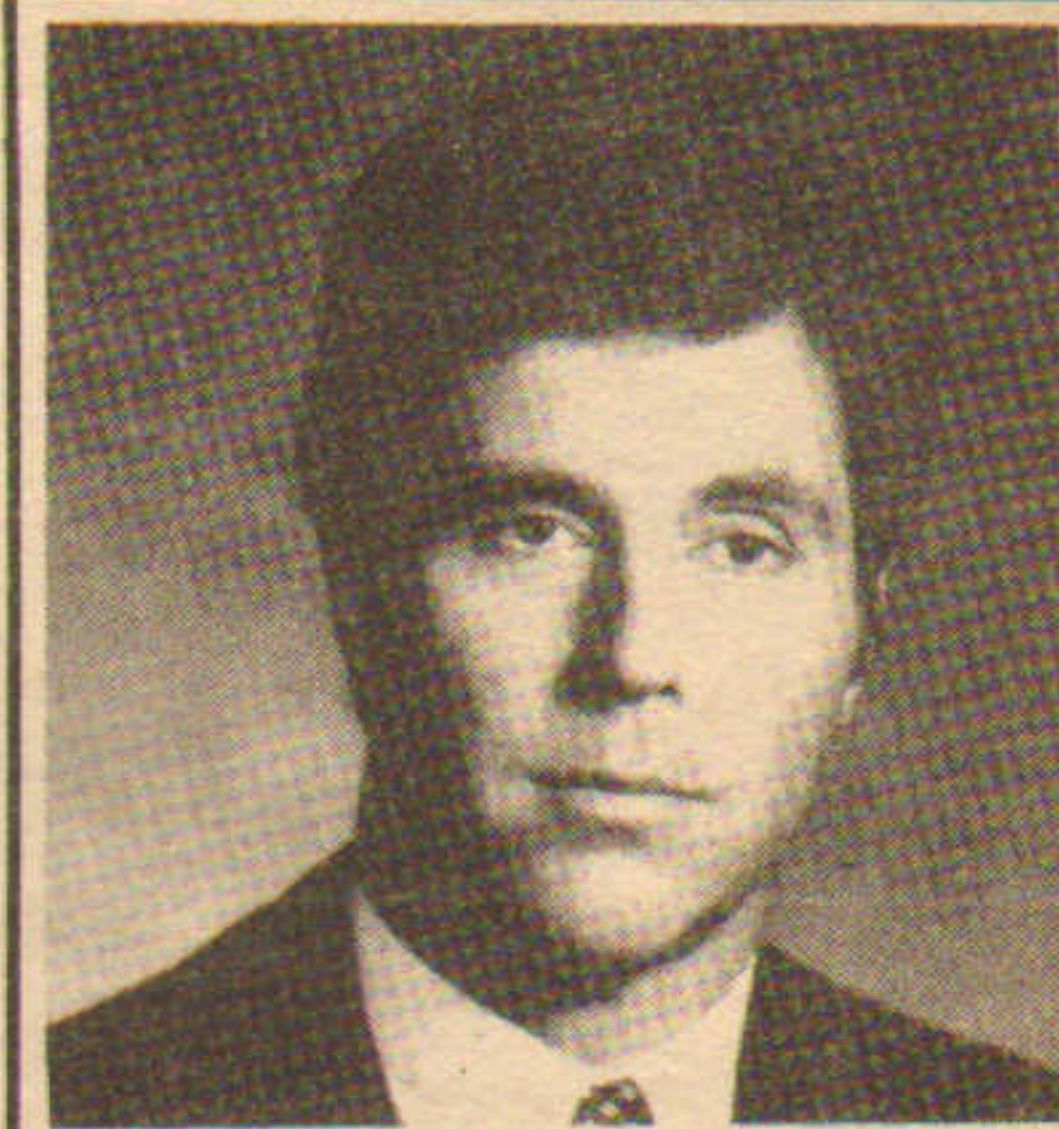
Mutual Bank to finance \$3m Emerson School conversion to 32 condominiums in Newton, Mass.; Codman Co. to handle marketing.



JORDAN RITTENBERG
AMES INVESTMENT CO.



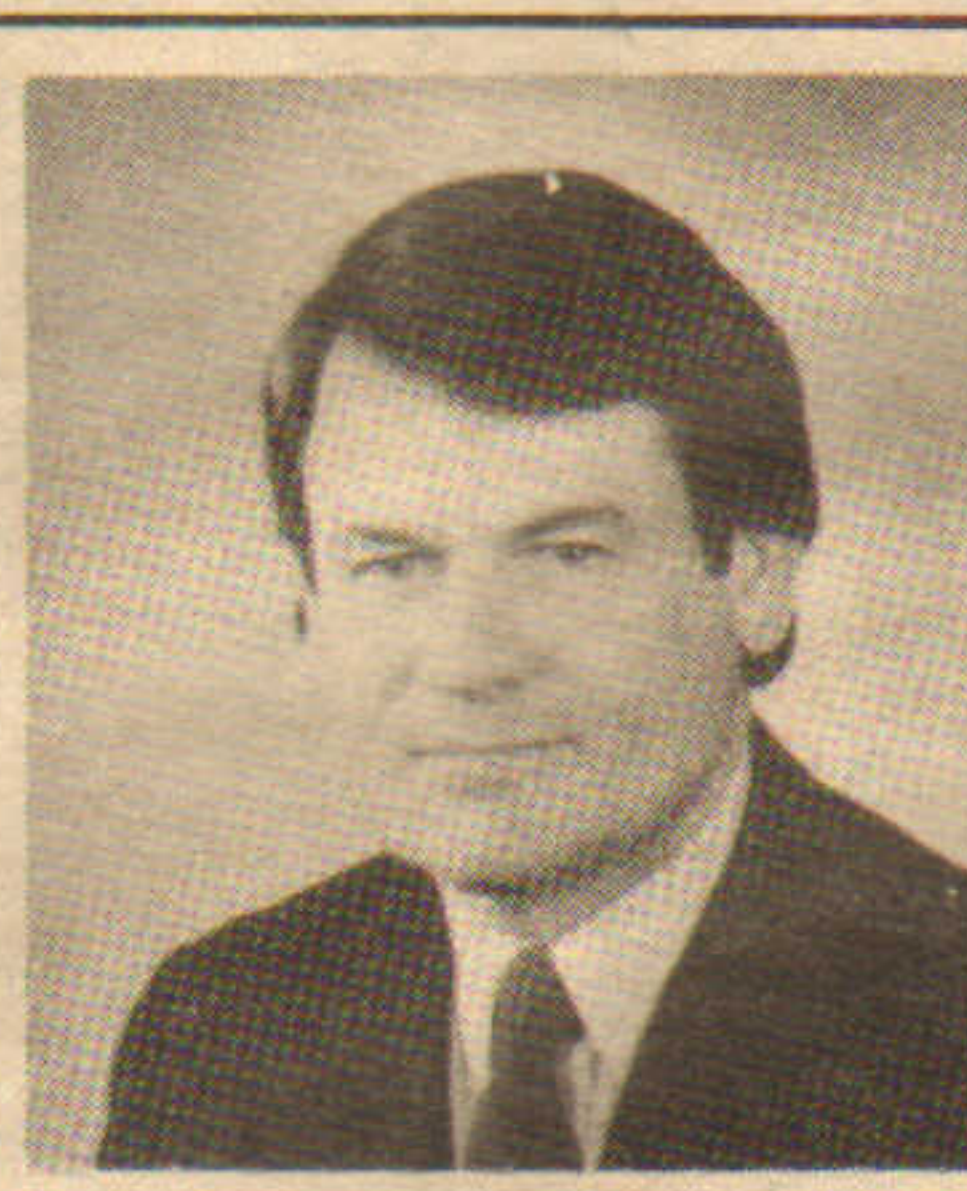
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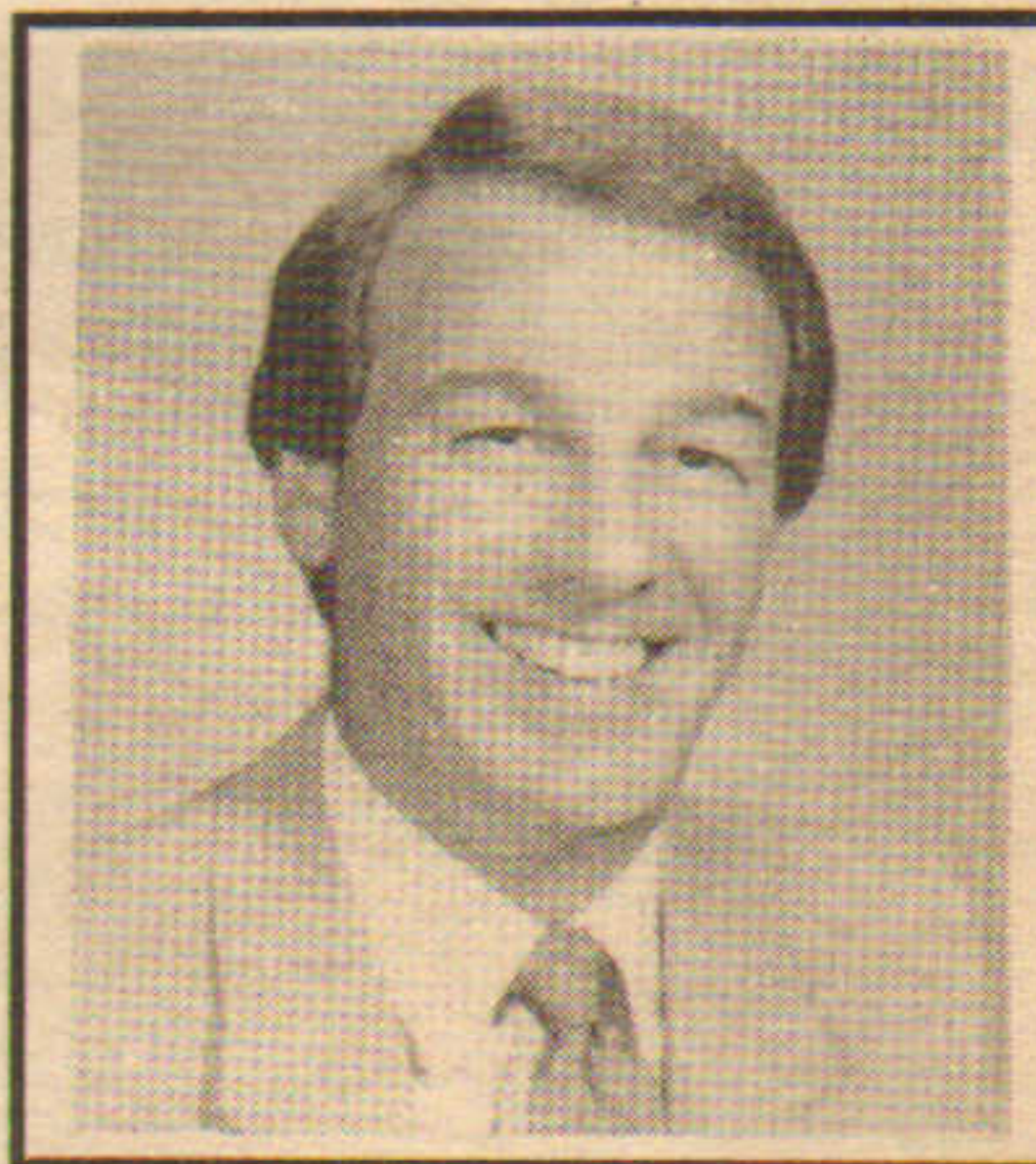
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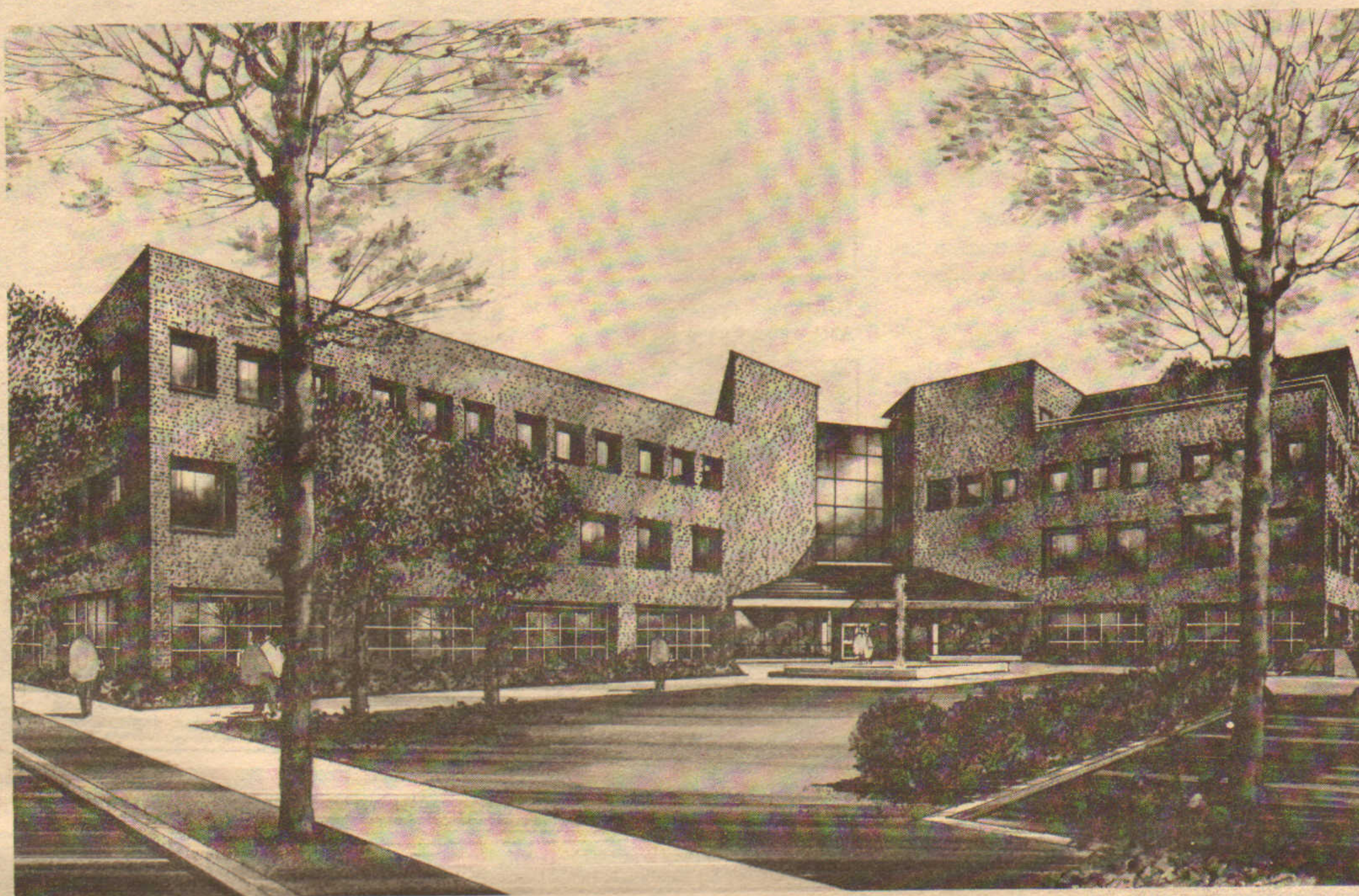


DONALD MARINI
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DANIEL ROSE
ROSE ASSOCIATES





METRO CENTER

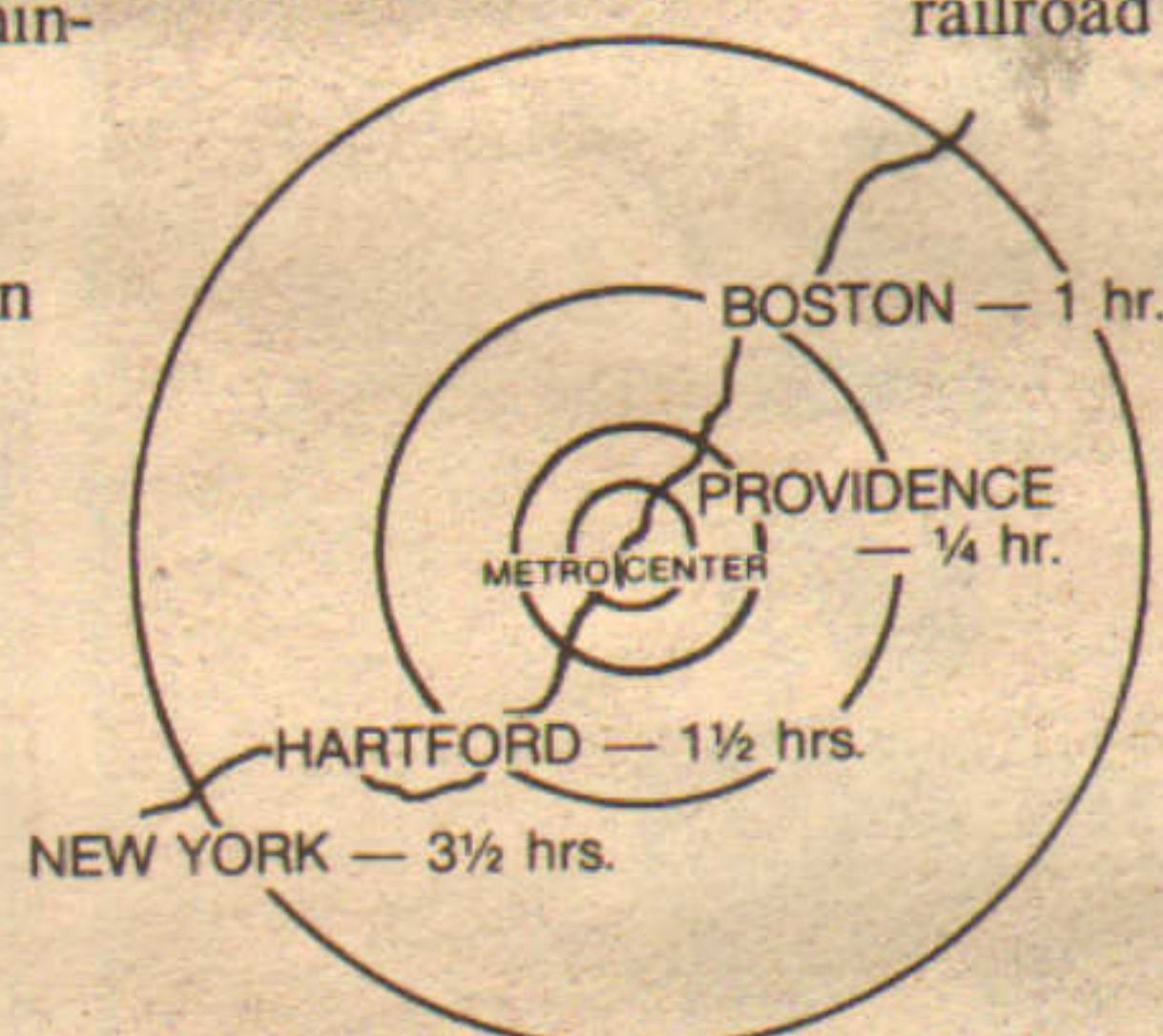
So close. And yet so far away.

You're four minutes from I-95. Three minutes from T. F. Green Airport. Fifteen minutes from downtown Providence. And only thirty seconds from abundant free parking.

And yet you look out across the landscaped lawn and see ducks gliding across the surface of the pond nearby.

You're at Metro Center, a 29-acre executive office park located in the heart of Rhode Island. It's so close to everything you need, yet so far away from the city hassles you don't need.

You're at the center of a vast commercial network that puts Boston, Hartford and New York within easy driving distance and links you by air to most cities in the U.S. You're on the edge of the major commuter and freight



railroad corridor serving the East Coast.

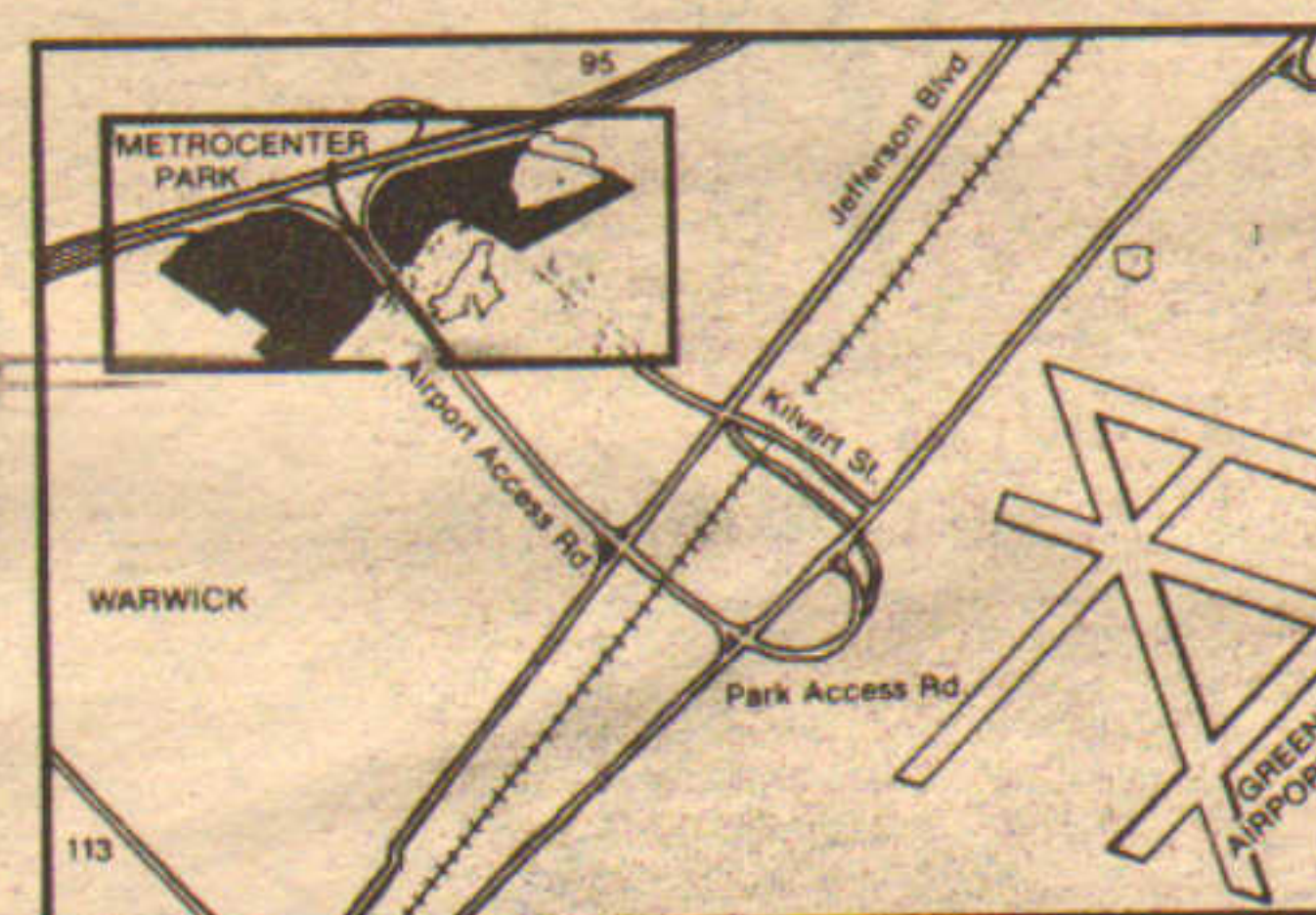
At the same time, you're only minutes away from southeastern New England's major shopping malls and your home in one of Rhode Island's executive communities.

You can be at Metro Center as early as August, 1984, when we open Metro Center 2, an 85,000-square-foot office building. This

distinctive building offers you up to 20,000 square feet per floor. The two wings — three-story and four-story — are connected by a common core. Here, a three-story atrium rises from the grand landscaped lobby, and two elevators are ready to whisk you to your floor without delay.



If you're interested on owning or leasing your own building at Metro Center, our construction management team will work with you to design and build your facility on one of our choice office sites.



Enjoy the comfort and convenience of first class office space in a first rate location. For more information on leasing space or planning your own building at Metro Center, call Ryan Elliott and Company of Rhode Island, Inc., exclusive leasing agent, at **401-331-0350**.



Developed by Metro Center Park Associates and Old Stone Development Corporation.
Construction Management by Dimeo Construction Company. Architectural Design by Drummey Rosane Anderson, Inc.

Beaver Builders opens Fox Run Mall in Newington, N.H.; \$55m site anchored by Filene's, Jordan Marsh, Sears, Roebuck & Co.



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JUNE

Metropolitan Insurance breaks ground for first building at Metropolitan Technology Park, 140,468 s/f, in Tewksbury, Mass.

Spaulding & Slye starts work on 120,000 s/f Watermill Center in Waltham, Mass.; Drummey Rosane Anderson architect.

John Kerrigan and Charles Detwiler III of Leggat McCall & Werner lease 20,000 s/f at Point West to Northern Telecom.

Stone Co. breaks ground in Westboro, Mass., for 27,500 s/f for Dover Instrument Corp.; Guarantee Bank buys \$1.4 IRB.

Ryan, Elliott & Co. and Meredith & Grew cobroker 53,478 s/f lease at 265 Franklin st., Boston, to Goldstein & Manello law firm.

Grossman Companies wins bid for 14,000 s/f post office building in downtown Plymouth, Mass.; pays \$180,000; for retail and offices.

Concord Mass. Assoc. sells 20,000 s/f offices in Concord to Celebro Realty Trust for \$630,000; Goulet & Smith Assoc. broker.

JMB Realty, Beal Cos., Urban Consulting Assoc. plan \$185m 41 story 897,000 s/f office, stores, garage at Fort Hill, Boston.

Paul Simard of Codman Co. and Dennis Must of Corporate Space inc. lease 162,400 s/f at Office Mall West, Natick, for OMW Assoc.

Stephen Kasnet of R.M. Bradley and David Pergola of Meredith & Grew lease 50,000 s/f at Unicorn Park, Woburn, to Burroughs Corp.

Boston EDIC names Codman Co. agent for 825,000 s/f, Building 114 at former Boston Army Base; site totals 1.65 million s/f.

Richard Perkins & Godfrey Wood of LandVest sell Saltonstall estate in Dover, Mass., 120 acres, for \$1.36m to Rev. Lyle Hall.

Steven DeSisto of King Davis Agency brokers \$350,000 Haverhill, Mass., sale of 13 acres for Cole's Express to Wellbery Movers.

Indian Head National Bank to finance construction of 12,000 s/f in Nashua, N.H., for Cotton-Ride Prop.; Monks & Co. agent.

Kanteres R.E. negotiates sale of 4.5 acres in Manchester, N.H., to Hannaford Bros. for 48,000 s/f Shop 'n Save supermarket/drug.

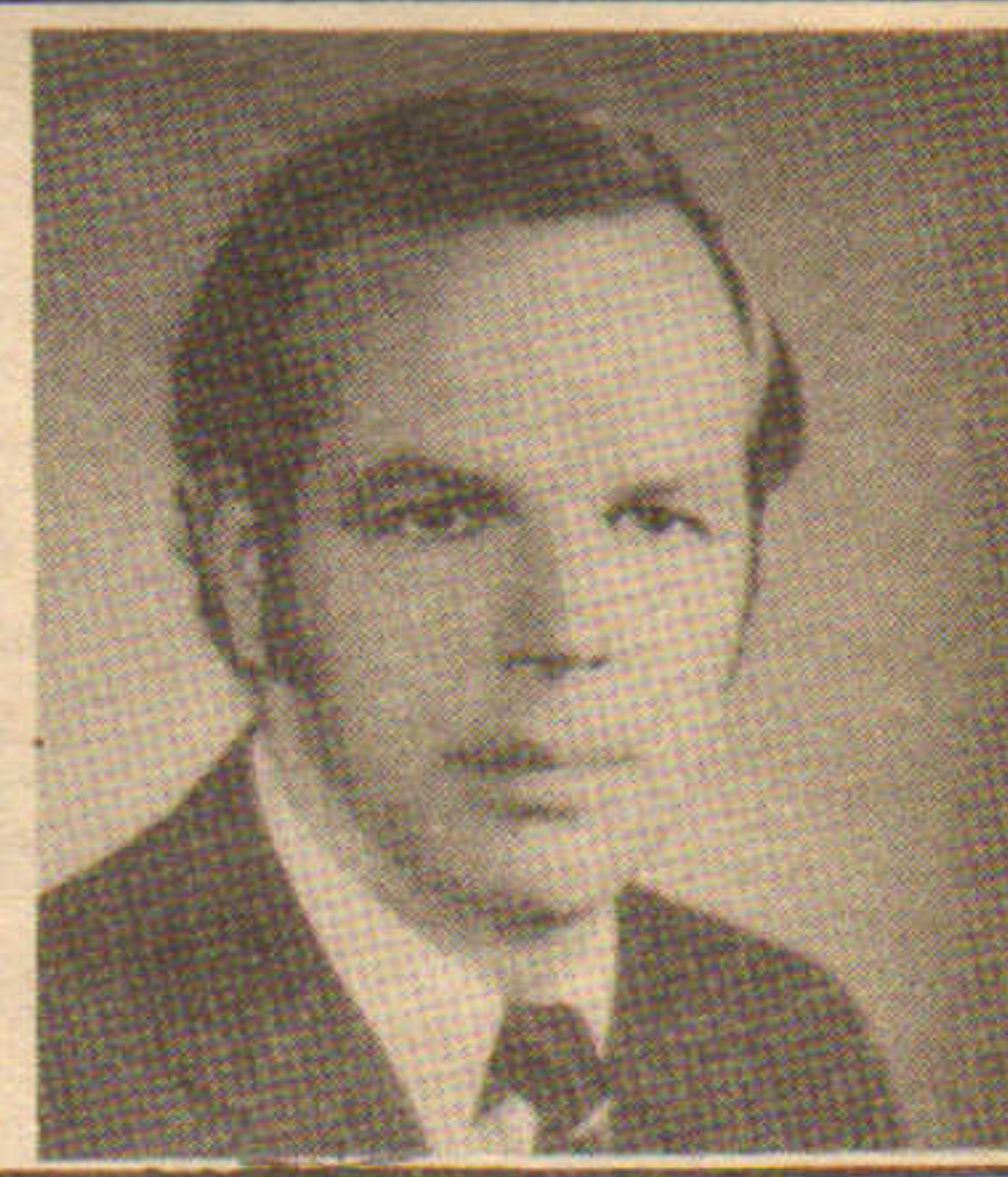
Fleet National Bank to finance 25,000 s/f Stamford, Conn., offices for Peter Underhill & William Fox Jr.; loan \$3 million.



JOHN CODMAN JR.
JOHN CODMAN ASSOCIATES



JAMES ST. CLAIR.
NORDBLOM COMPANY



THOMAS NILES
NILES COMPANY



ROBERT GOODFELLOW
GOODFELLOW-ASHMORE



HAROLD BURNS
HAROLD BURNS AGENCY



STEVE CROWLEY
S. CROWLEY & ASSOC.



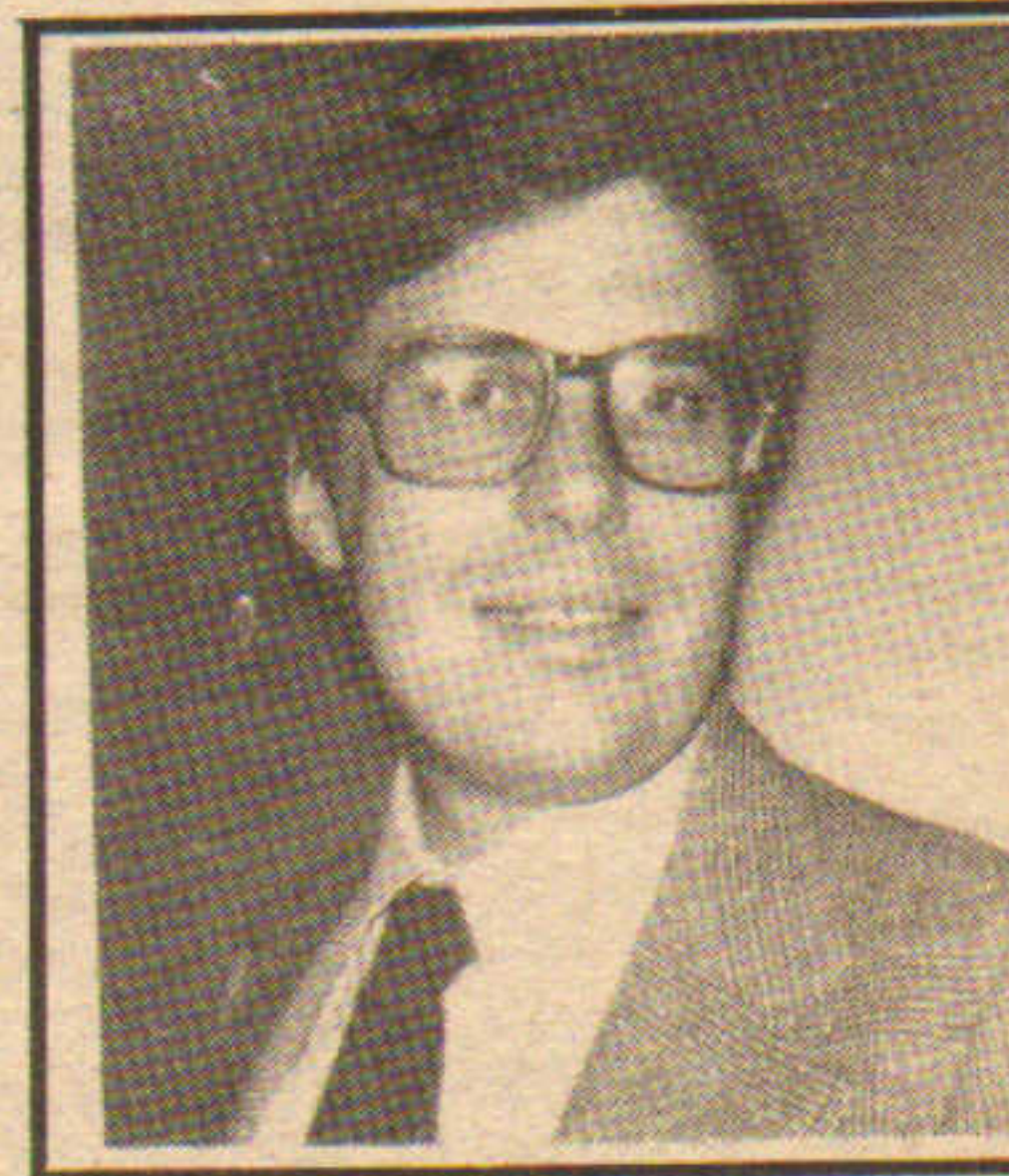
JOHN GRIEFEN
HINES INDUSTRIAL



JOSEPH KELLER
JOSEPH KELLER COMPANY

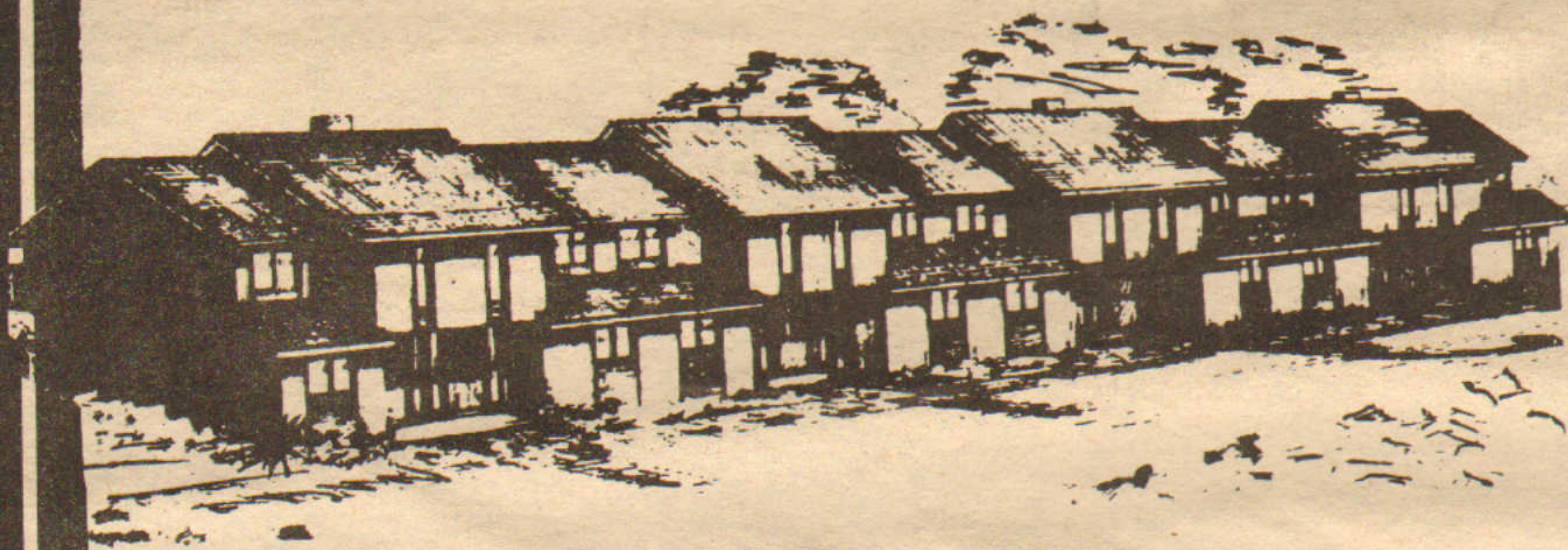


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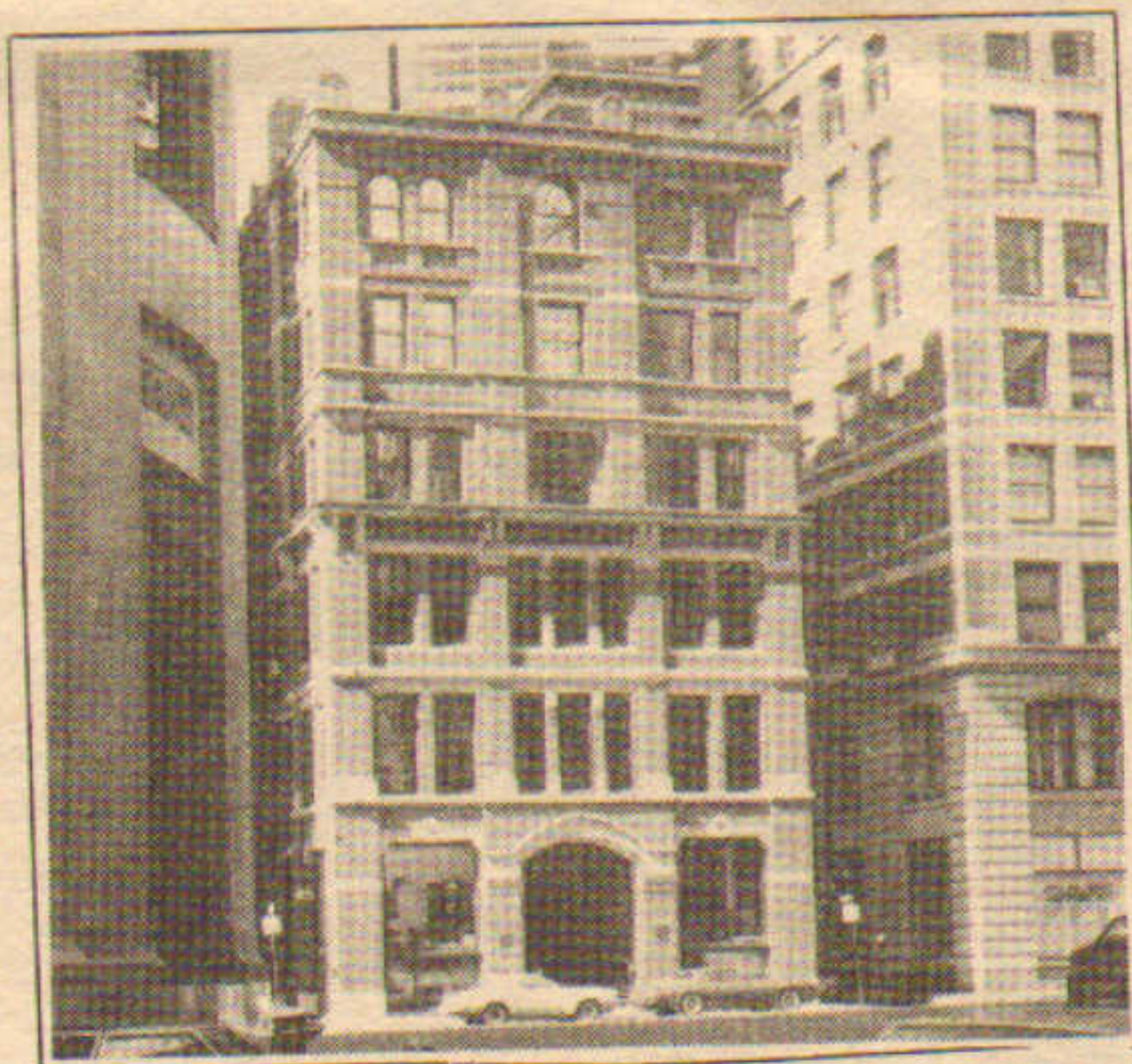


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JUNE

Harold Brown & Petros Palndjian to build 122,000 s/f multi-tenant industrial building in Manchester, N.H.; Norwood Group agent.

Property Capital Trust invests \$2.5m in Stouffer's Bedford (Mass.) Glen Hotel; Oscar & Isadore Wasserman developers.

David Buchanon Jr. of Dorman & Wilson arranges \$2.2m loan to Krewth Assoc. for 20,000 s/f offices in New London, Conn.

Fleet National Bank to provide \$8m construction loan for Corcoran & Co.'s 100,000 s/f offices in Braintree; M.&G. agent.

Ryan, Elliott & Co. signs IBM [200,000 s/f] and Shawmut Bank [45,200 s/f] for Copley Place, development by UIDC in Boston.

Stephen Squibb of R.M. Bradley and John Kerrigan of L.M.&W. lease 32,465 s/f for Xerox-Ginn in Lexington to Fay, Spofford.

Tambone Corp. names Leggat McCall & Werner agent for 102,000 s/f Chelmsford [Mass.] Park; offices, engineering, R&D space.

George Parker of Peter Elliot & Co. lease 18,600 s/f in Dedham, Mass., for McNeil & Assoc. to Albany International Research.

\$60m 475,000 s/f Fleet Center under construction in Providence; Fleet Financial Group, Gilbane Properties & Nortek Inc. partners.

Construction started on \$20m Old Stone Plaza in Providence; Ryan, Elliott & Co. exclusive agents for 142,000 s/f.

Nordblom Co. starts 110 acre Drum Hill Technology Center in Lowell, Mass.; 58,000 s/f under construction; designing 72,000 s/f.

Macomber Dev. Assoc. starts \$130m 20 acre Mass. Technology Center at Logan Airport, Boston; first such project in the U.S.

Ernie Wronka of Ryan, Elliot sells \$734,000 120,000 s/f site in Lynn, Mass., for Pleasant Wheeler Trust to Office of Econ. Dev.

Bronson & Hutensky to start \$30m Midpoint office park in Bloomfield, Conn.; Colonial Bank financing for 70,000 s/f Phase I.

Stanley Works breaks ground on \$8m 110,000 s/f headquarters in New Britain, Conn.; 55 acre tract.

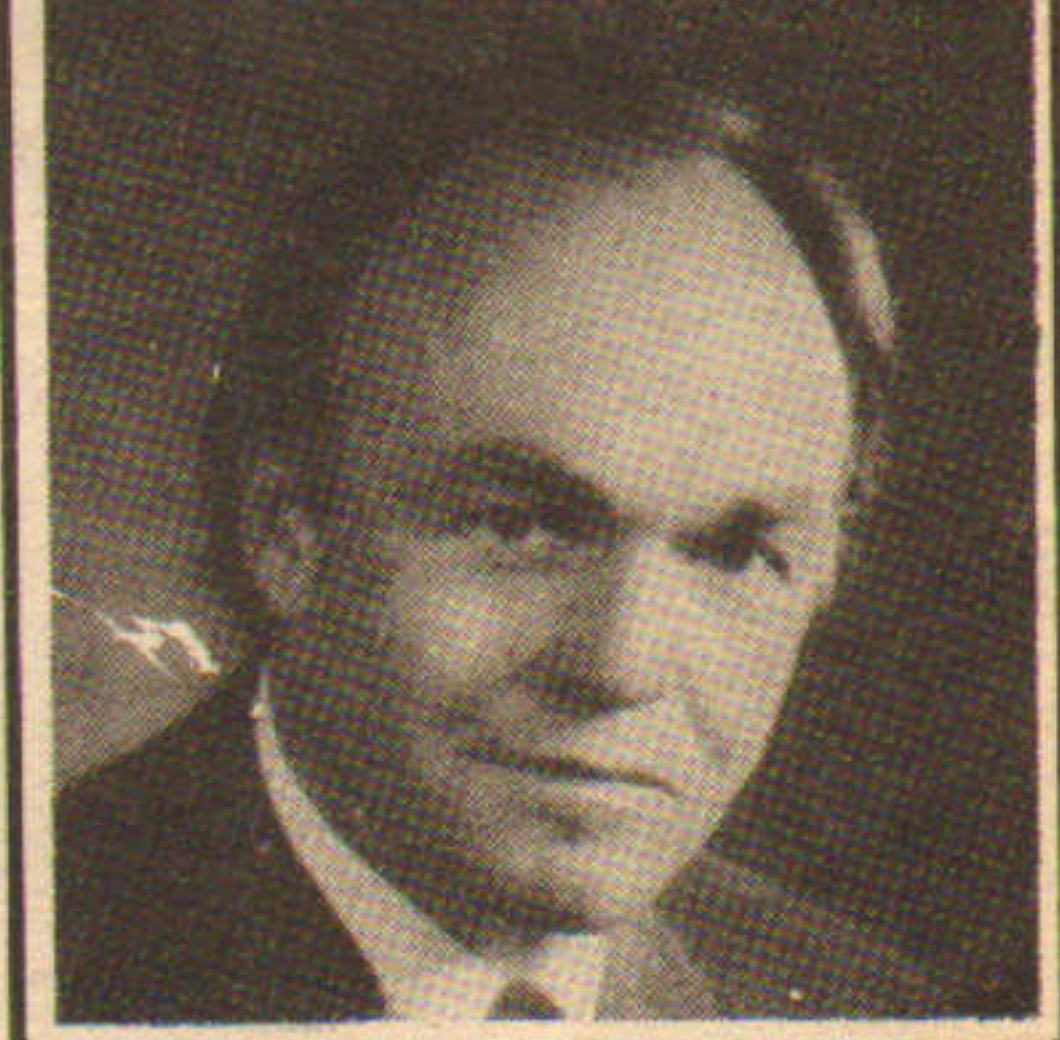
Discala Fairfield arranges 369,000 s/f lease in Newton, Conn., to Pitney Bowes; Michael Discala and Sal Buono brokers.



THOMAS DeFELICE
DeFELICE REALTORS



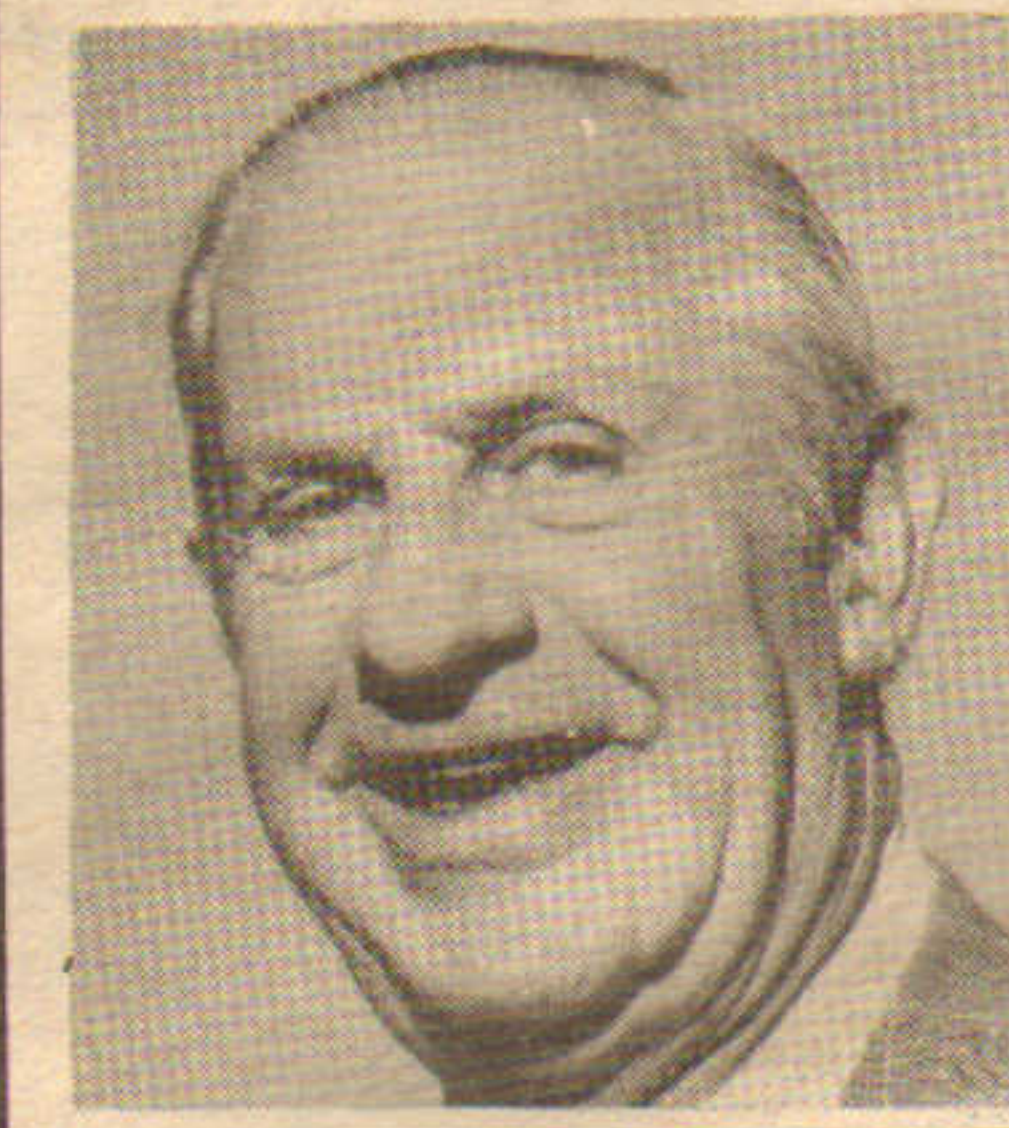
GEORGE LOVEJOY
MEREDITH & GREW



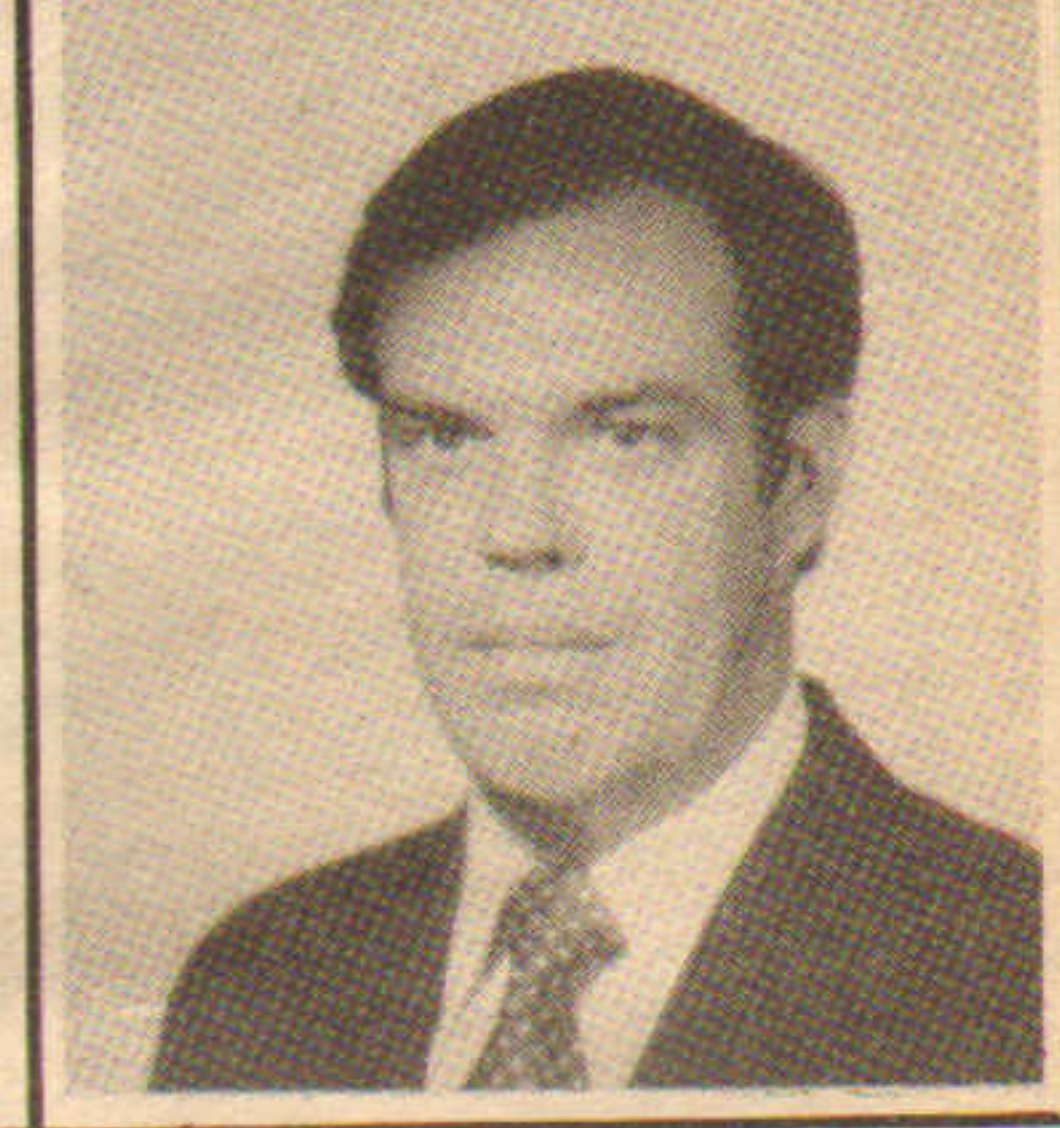
SARGENT GOODCHILD
LEGGAT McCALL & WERNER



JOSEPH FINN
JOSEPH FINN AUCTIONEER



STEPHEN HOPKINS
STEPHEN HOPKINS INC.



BRAD GRIFFITH
LEGGAT McCALL & WERNER



Center Plaza



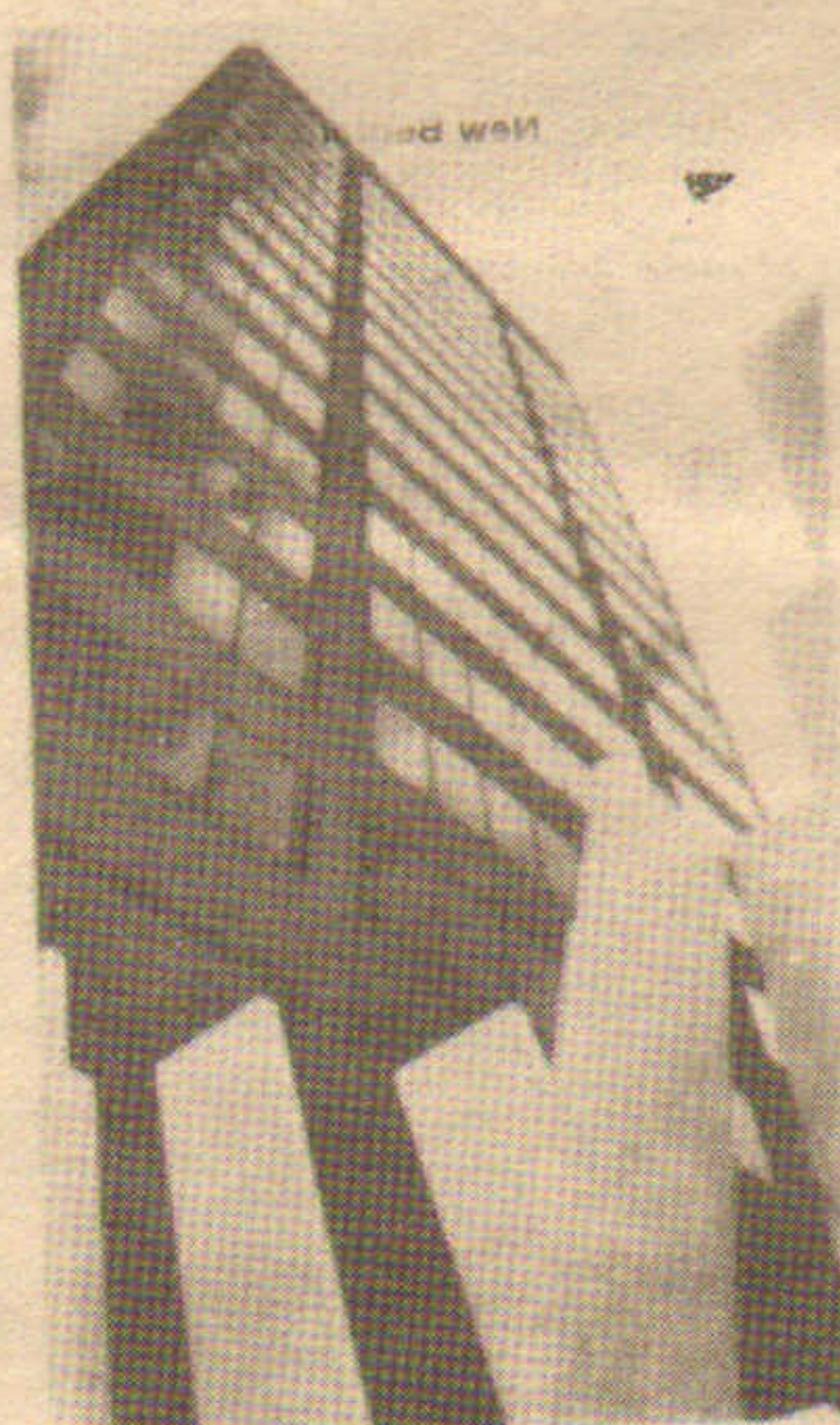
Wellesley Office Park

Wellesley, Ma.



Fiduciary Trust Bldg.

Boston, Ma.



One Lincoln Center

Syracuse, N.Y.



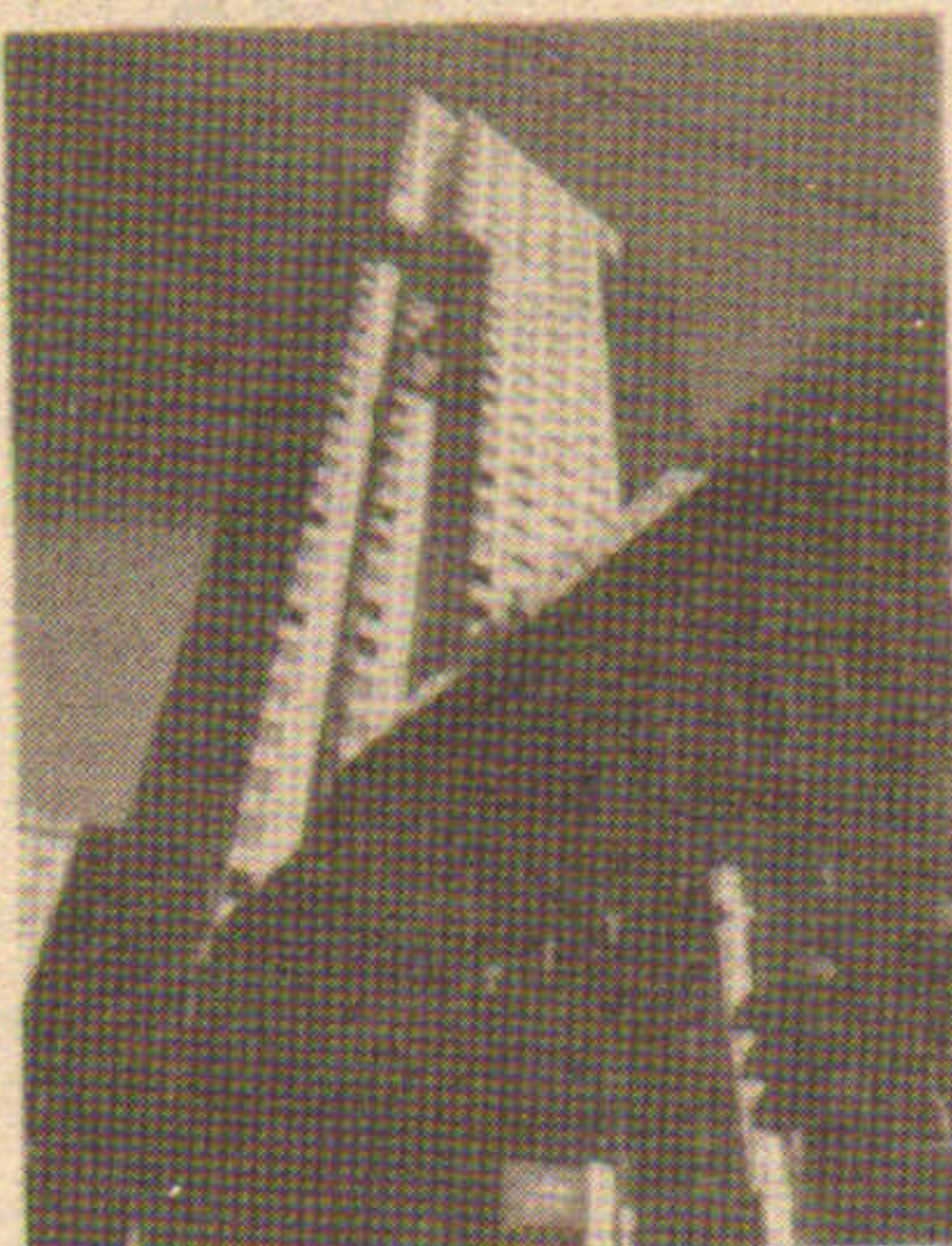
Hotel Meridien

Boston, Ma.



Bedford Research Park

Bedford, Ma.



One Post Office Square

Boston, Ma.

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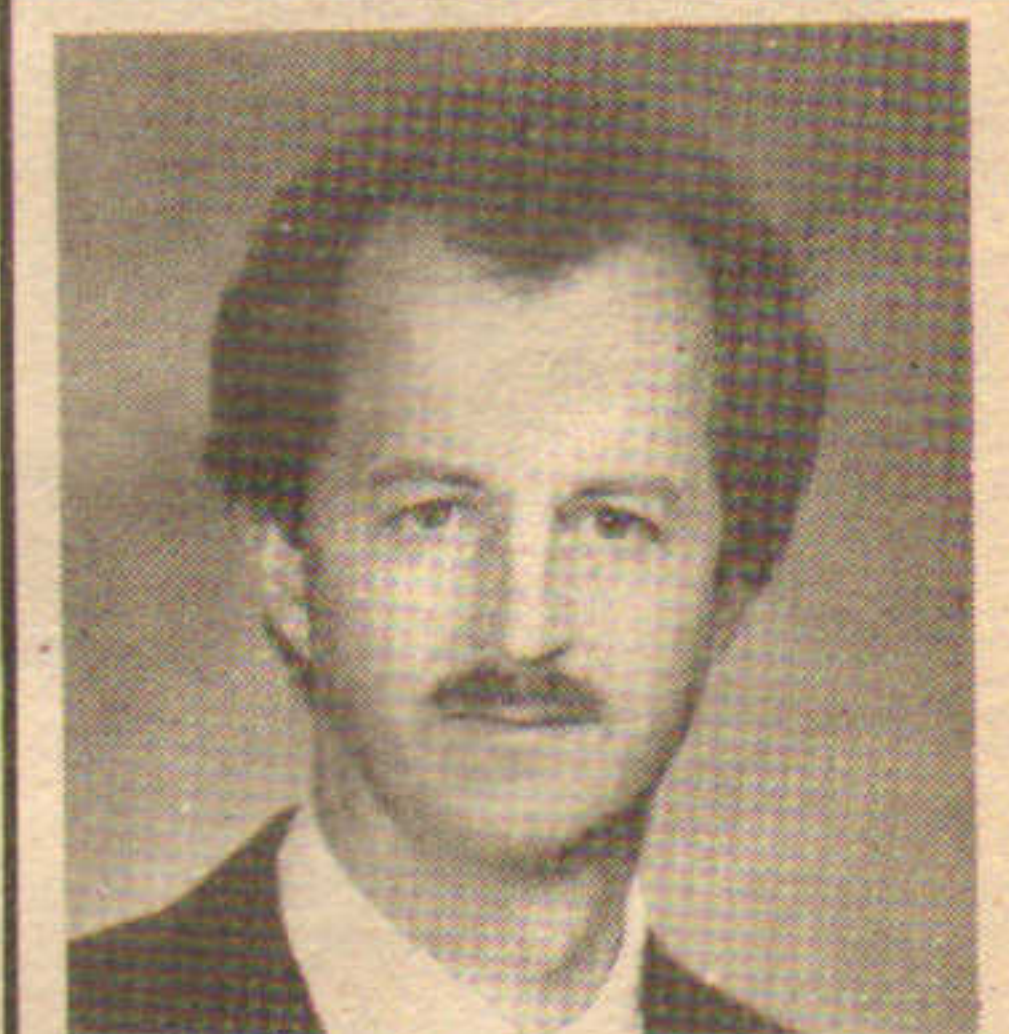
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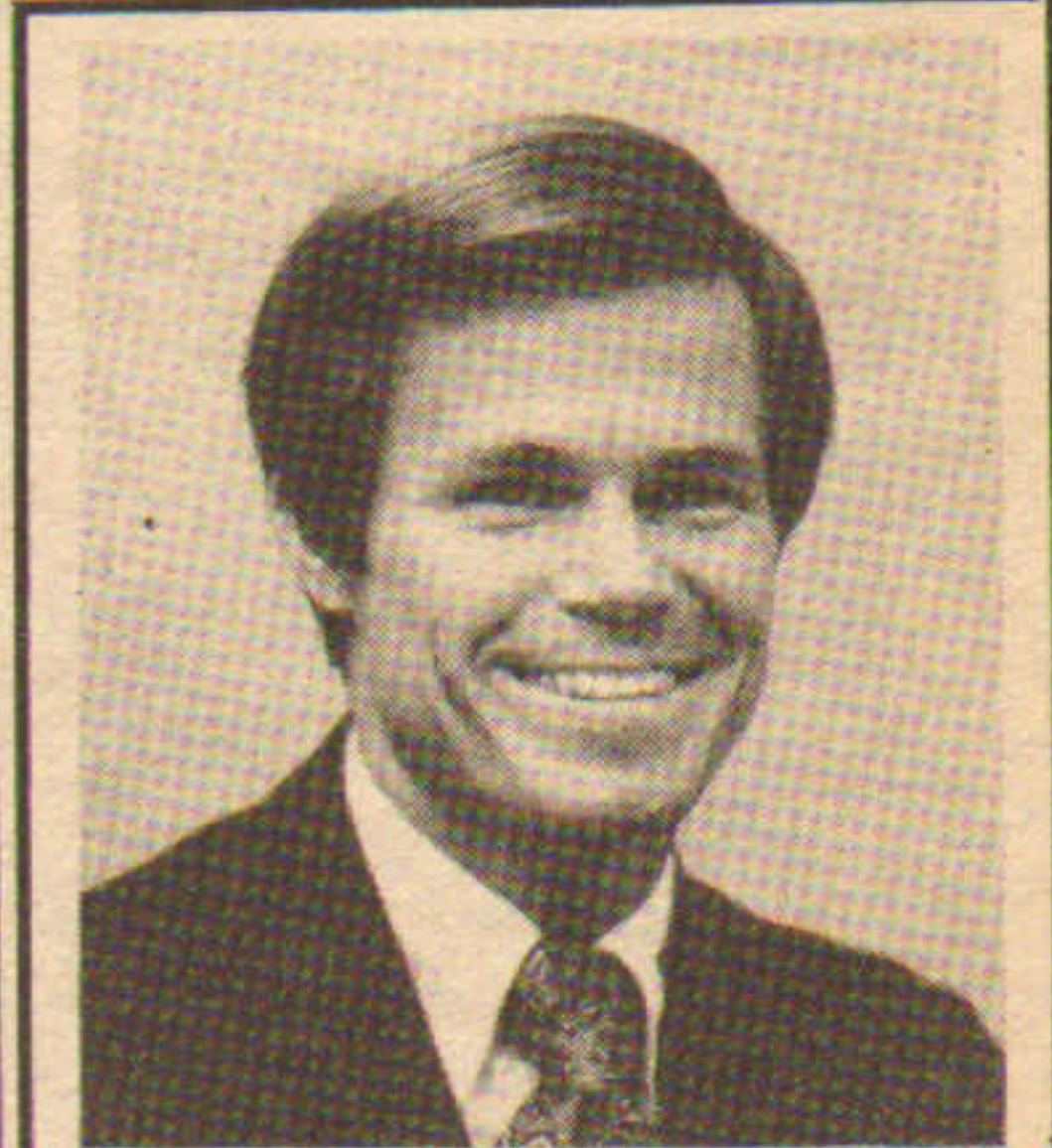
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 See the new "De Prisco" Jewelers, Wellesley, Mass. at Linden St. Mall
 See the new "Mullen" Jewelers, Fall River, Mass. at So. Main Mall
 See the new "Taymor Shoe Store," Burlington Village Mall, Burlington, Mass.
 Now watch for the new "Taymor Shoe Store" opening, Rte. 9, Natick, Mass.

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 Drug Stores
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 TV & Appliance Stores

Gift Shops
 Self Service Department Stores
 Tobacco Stores
 Liquor Stores

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, Schaumburg, 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, Cheektewa, 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.
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 BUTTNER'S, Kingston, Mass.
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 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.
 DISCOUNT JEWELERS, King's Dept. Store, Norfolk, Va.
 DISCOUNT JEWELERS, Hills Dept. Store, Indiana, Pa.
 DISCOUNT JEWELERS, Hills Dept. Store, Christianburg, 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.
 SHERATON CORP., Atlantic Ave., Boston, Mass.
 THE TEDDY CLUB, Park Square, Boston, Mass.
 STOP & SHOP CO., So. Boston, Mass.
 STANDARD HOTEL SUPPLY CORP., Boston, Mass.
 ADMIRALS CLUB, AMERICAN AIRLINES, Logan Airport
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"(And many, many more)"

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JULY

Spaulding & Slye and Copley R.E. Advisors start \$100m 670,000 s/f CambridgePark offices; Edward Catalano architect.

Centros R.E. Boston starts 160,000 s/f \$16m Centros House offices in Framingham; M&G places Travelers financing.

Bongiorno Assoc. nears completion of 85,000 s/f Strawberry Hill offices in Acton, Mass.; Bergmeyer Assoc. architect.

B.R.A. picks Beacon Companies for \$130m Rowes-Foster Wharfs site; plan 290,000 s/f offices, condos, retail, garage.

Ryan, Elliot & Co. brokers \$220,000 sale of 7 acres in Lawrence, Mass. to Finelle Industries for 100,000 s/f plant.

New Hampshire Savings Bank provides \$4.7m financing for Eagle Square Marketplace in Concord; largest loan by bank.

Kevin White launches last link in Boston's retail and office corridor; \$425m plan for 2m s/f offices, .2m s/f retail, 560 apts.

Bronson-Hutensky starts \$30m 70,000 s/f Midpoint offices in Middletown, Conn.; Monitor Management leasing agent.

C.G. Inv. Group buys 76 unit Concord, N.H. apartments for \$1.45m; Keewaydin Properties, Norwood Group cobrokers.

Citicorp invests \$11.8m in Trapp Family Lodge, Stowe, Vt.; lodge reconstruction and timeshare guest houses planned.

Leatherbee Mortgage arranges \$6.25m second mortgage for Edward Zuker's purchase of 324 apartments in Norwood, Mass.

Boston Financial Tech Group arranges \$1.25m loan for John Corcoran's 84 unit rental apartments on Longwood, ave., Boston.

Colonial Bank provides \$5m for Trolley Square, 102,000 s/f shopping center and offices in East Haven, Conn.; Stop & Shop anchor.

Jeffrey Swartz of Leggat McCall Werner sells \$4.2m 228,000 s/f building on 13 acres in Woburn, Mass. to Purity Supreme Inc.

Kevin Duffy of Algonquin Realtors sells Pembroke, Mass., land to S.S. Lincoln Press for 16,000 s/f plant; \$82,500 transaction.

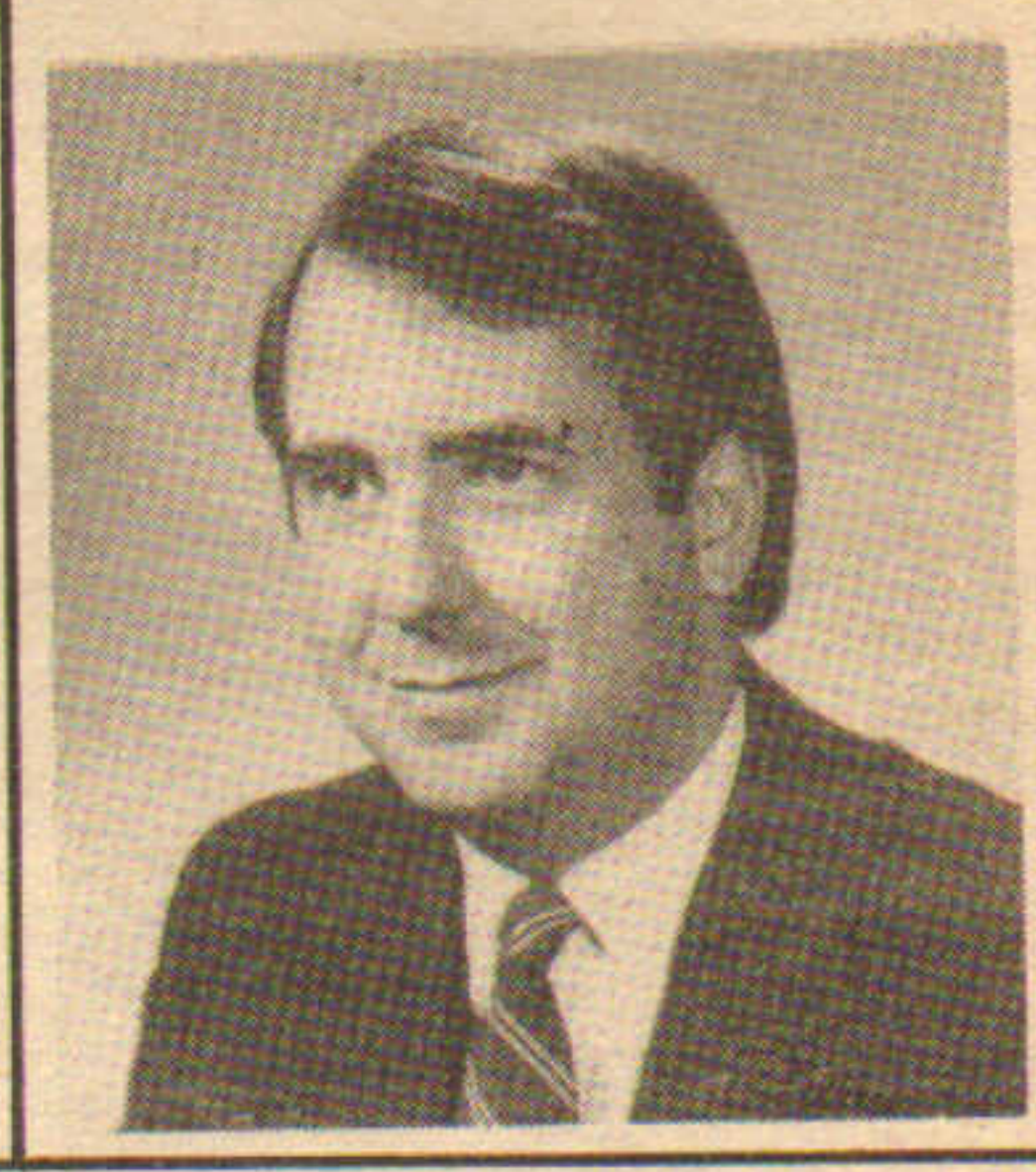
Condyne Inc. designs and builds 40,000 s/f plant for C.D. Realty at Taunton ind. park to be leased to Chas. Gilman & Sons.



STANLEY SIDEL
SPECTRUM FINANCIAL



RODGER NORDBLOM
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WILLIAM CONNAUGHTON
ALGONQUIN INC.



ALVIN MILLER
TWIN CITY CORP.



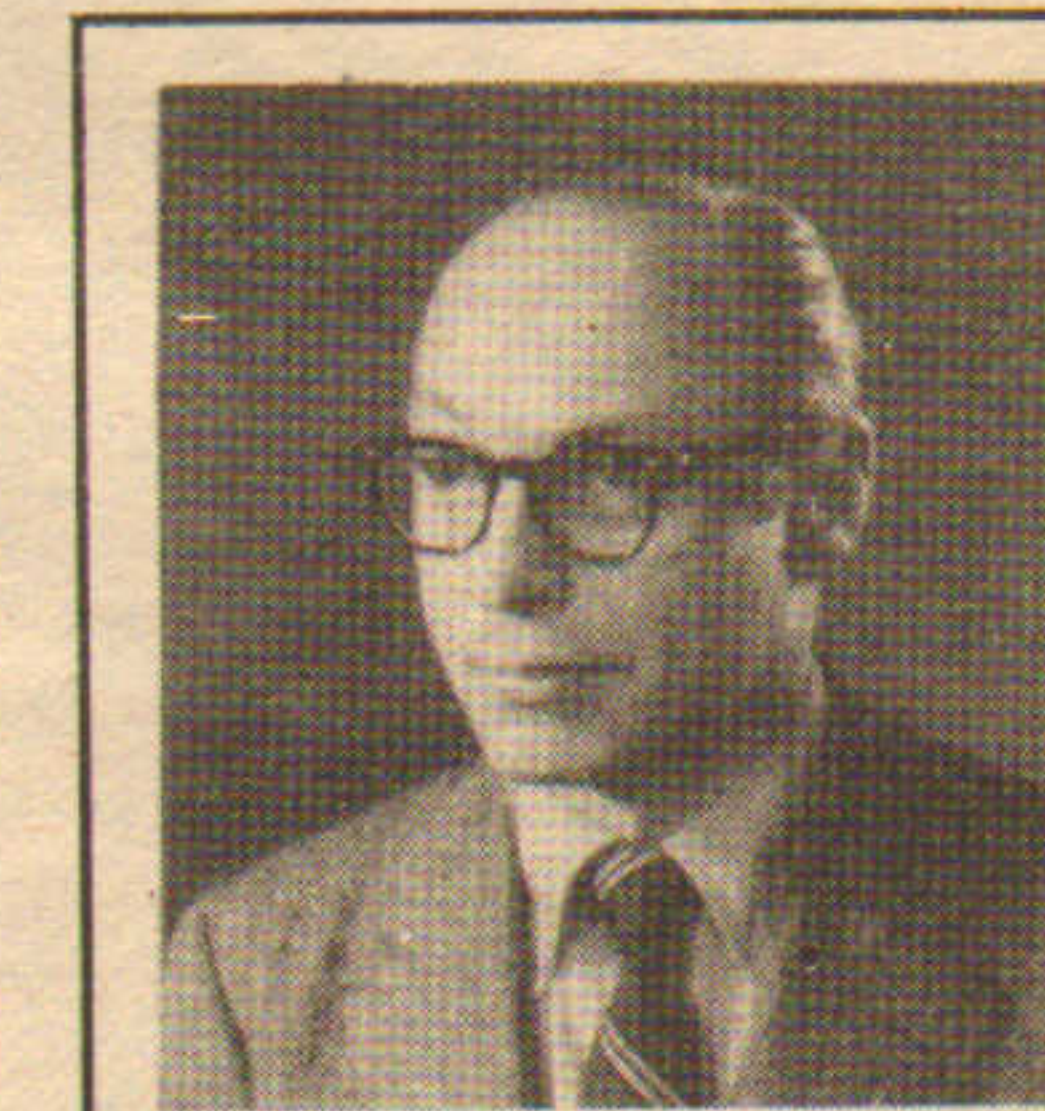
DEXTER MARSH
MEREDITH & GREW



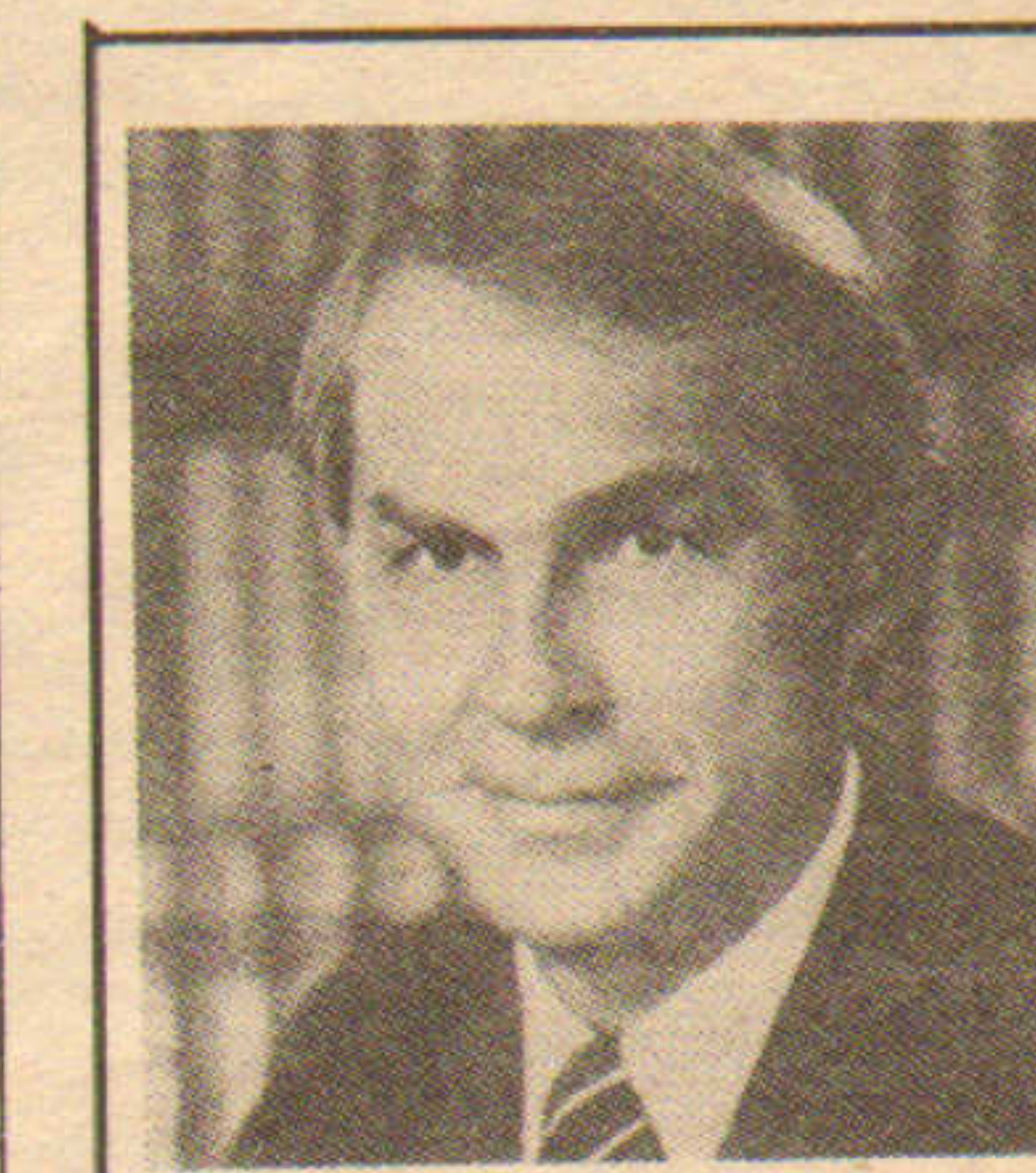
JAMES COULL
CHANNEL BUILDING CO.



EDWARD HADDAD
CODMAN COMPANY

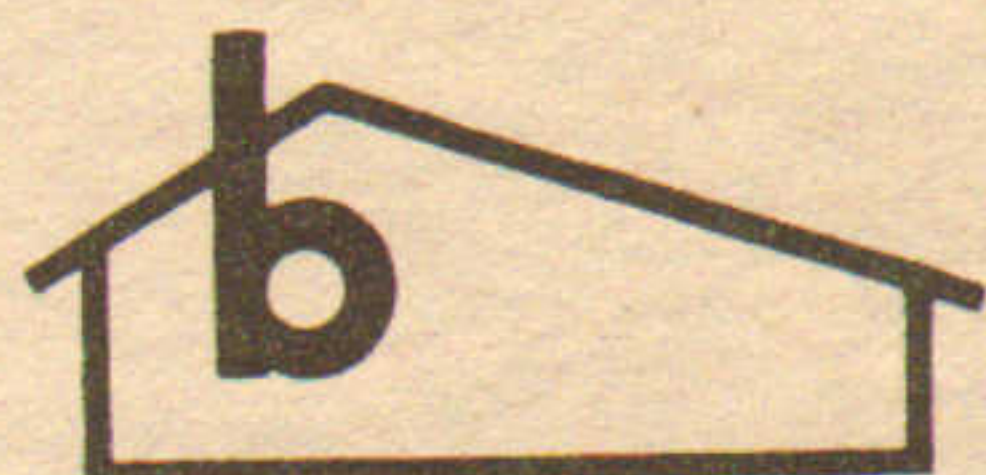


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of Industrial Realtors

JULY

Brad Jenkins of Codman Co. sells Messina offices in Braintree to Indo-Suez Banque of Paris for \$4m; 80,000 s/f.

Downing Assoc. breaks ground for \$60m Louisquisset Country Club condos in North Providence-Lincoln, R.I.; Woonsocket Sav. loan.

Spaulding & Slye builds \$70m Tysons Executive Plaza, 500,000 s/f, in McLean, Va.; 16 acres on Capital Beltway intersection.

Boston Mortgage places \$16m loan with Mutual Benefit Life for Equity Investors' 150,000 s/f offices in Rocky Hill, Conn.

Pilgrim Properties to build 90 acre Lakeside Corporate Center in Bridgewater, Mass.; Harold Basser and Gerald Doherty principals.

Pritham Singh buys 211 unit Fountain Lane Condos in Weymouth, Mass., from Northeast Transfer for \$9.9m; HOFs handles financing.

Samuel Oddo of Codman Co. handles \$1.2m sale of 25,815 s/f building on 5 acres in Billerica, Mass., for Sandvik to CSPI.

FIP Corp. breaks ground for 150,000 s/f Southern N.E. Tel. building in Medway Business Park, Meriden, Conn.

Carl Traub & Jane Colaccio of Cushman & Wakefield lease 14,000 s/f at Hamden [Conn.] Center to Commercial Union Insurance.

General Health Mgmt. Starts 120 bed, \$8m facility and \$37m, 216 unit retirement community in Danbury, Conn..

P.J. Stella starts 90,000 s/f \$6m offices at Hanscom Air Force Base, Bedford, Mass., for Corps of Engineers.

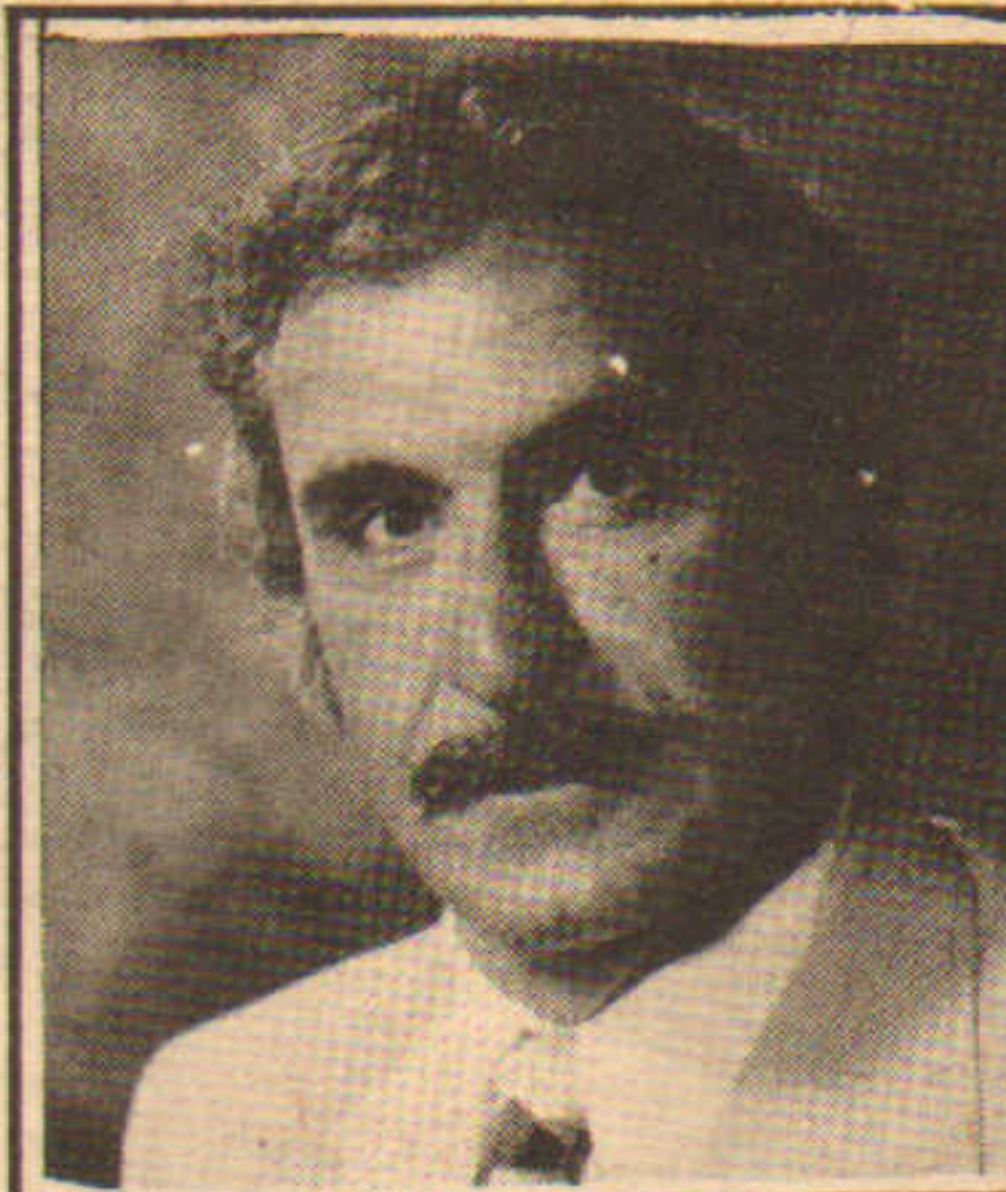
Spectrum Financial arranges \$14.5m for Apple Hill Associates' 188,000 s/f offices and stores in Natick; Old Stone financing.

Schuster Co. places \$4.5m loan for 63 condos in Medford, Mass.; Wellington Prop. Assoc. develop; Guaranty-First lead bank.

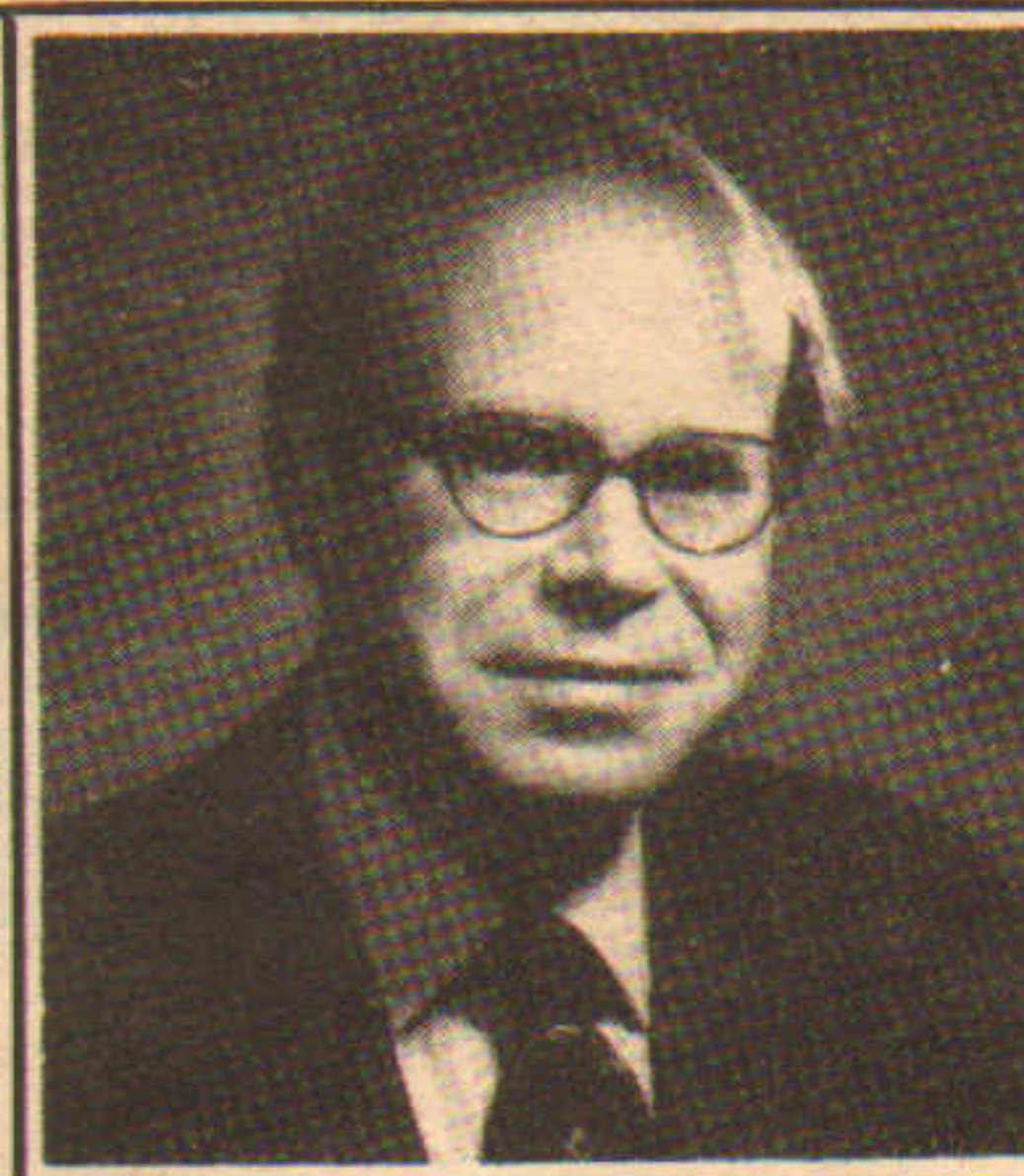
Franklin Simon names Codman Co. to lease 44,000 s/f office addition in Braintree; Peabody Construction contractor.

Seppala & Aho completes 40,000 s/f Littleton [Mass.] Office Center for David Winstanley & Bruce Gurall; designed by ADD Inc.

Benjamin Caggiano building 17,700 s/f offices and stores in Stoneham, Mass.; Bergmeyer Assoc. designs Rosetree Plaza.



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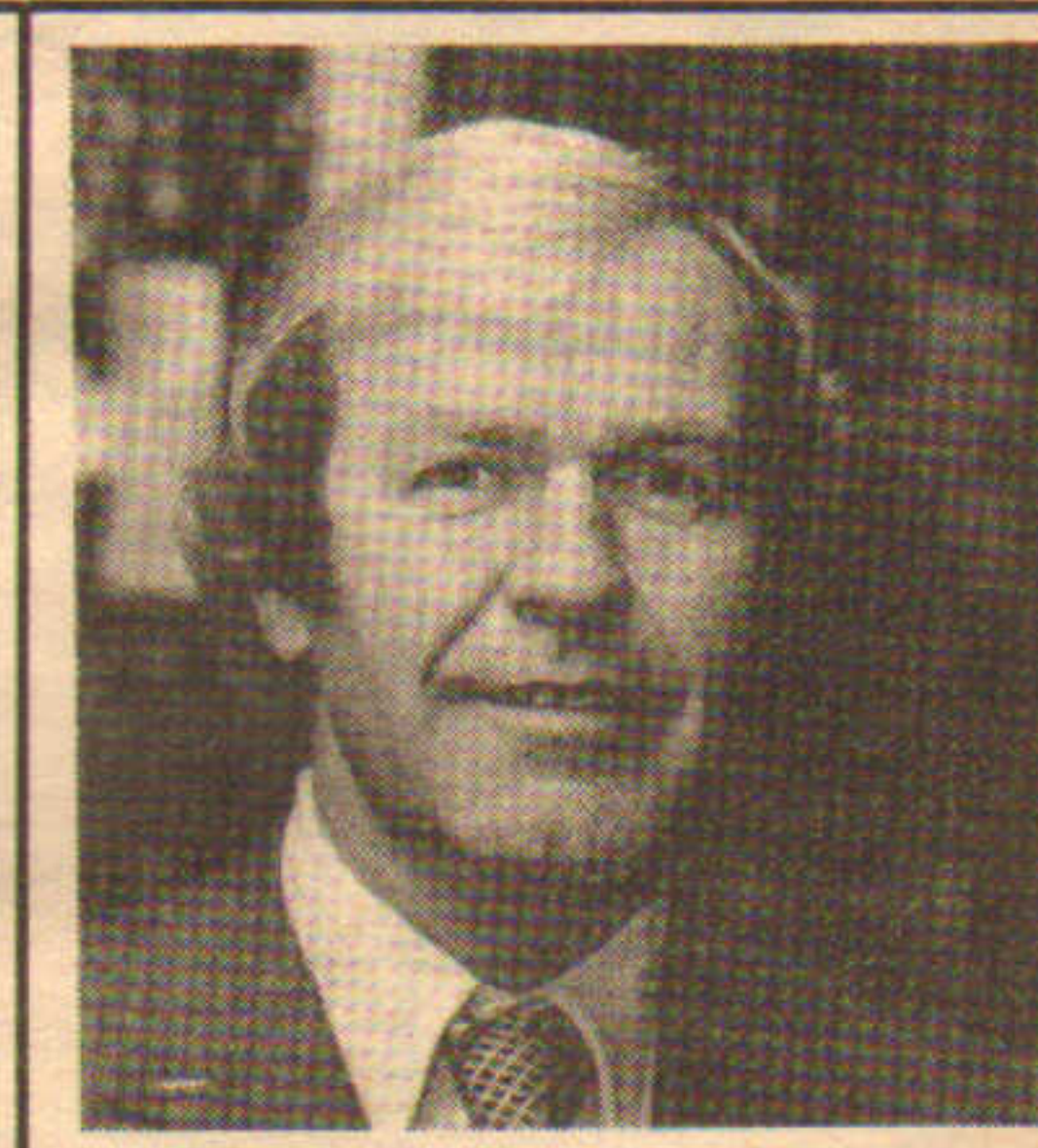
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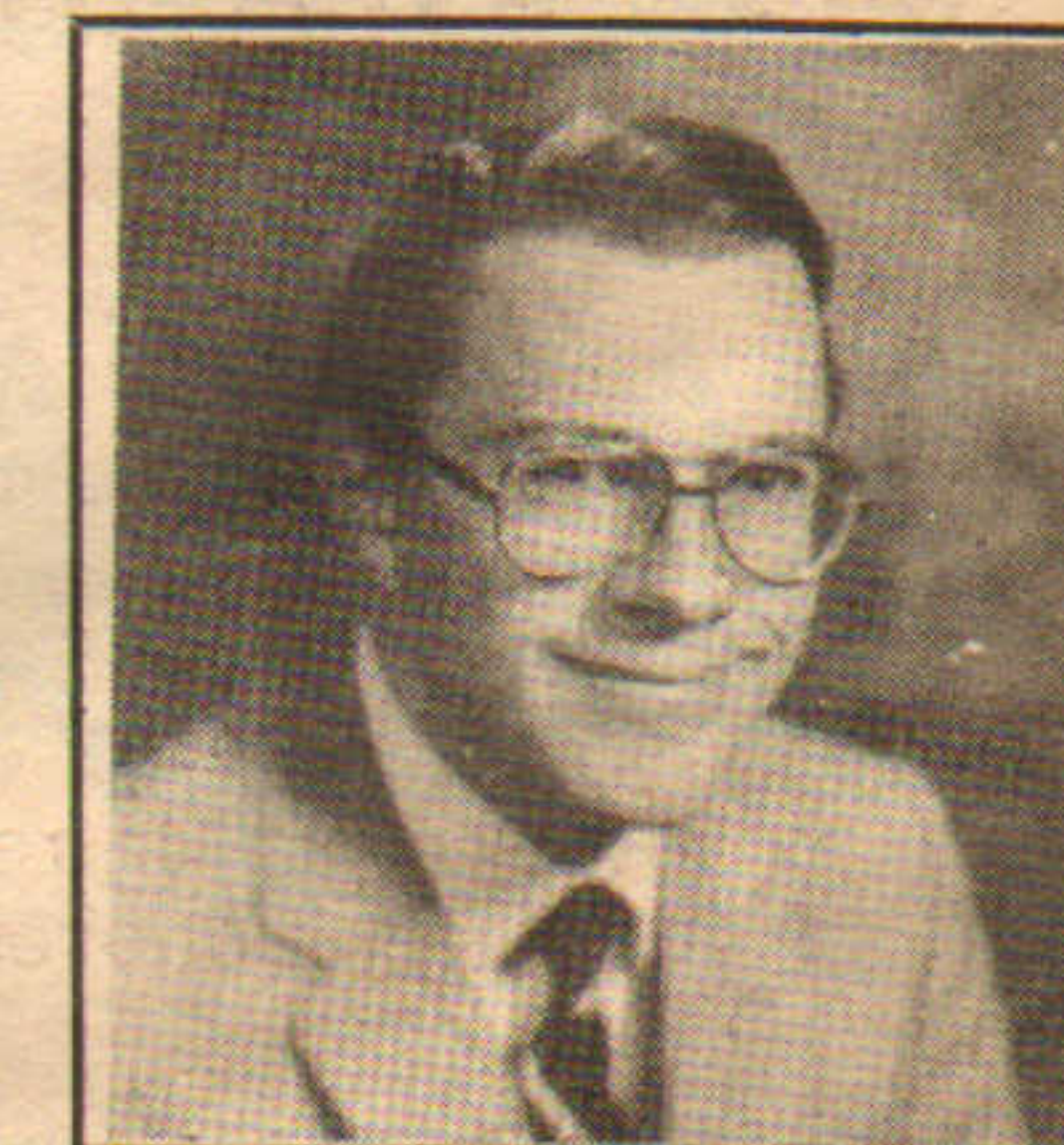
MICHAEL RAUSEO
RAUSEO & COMPANY



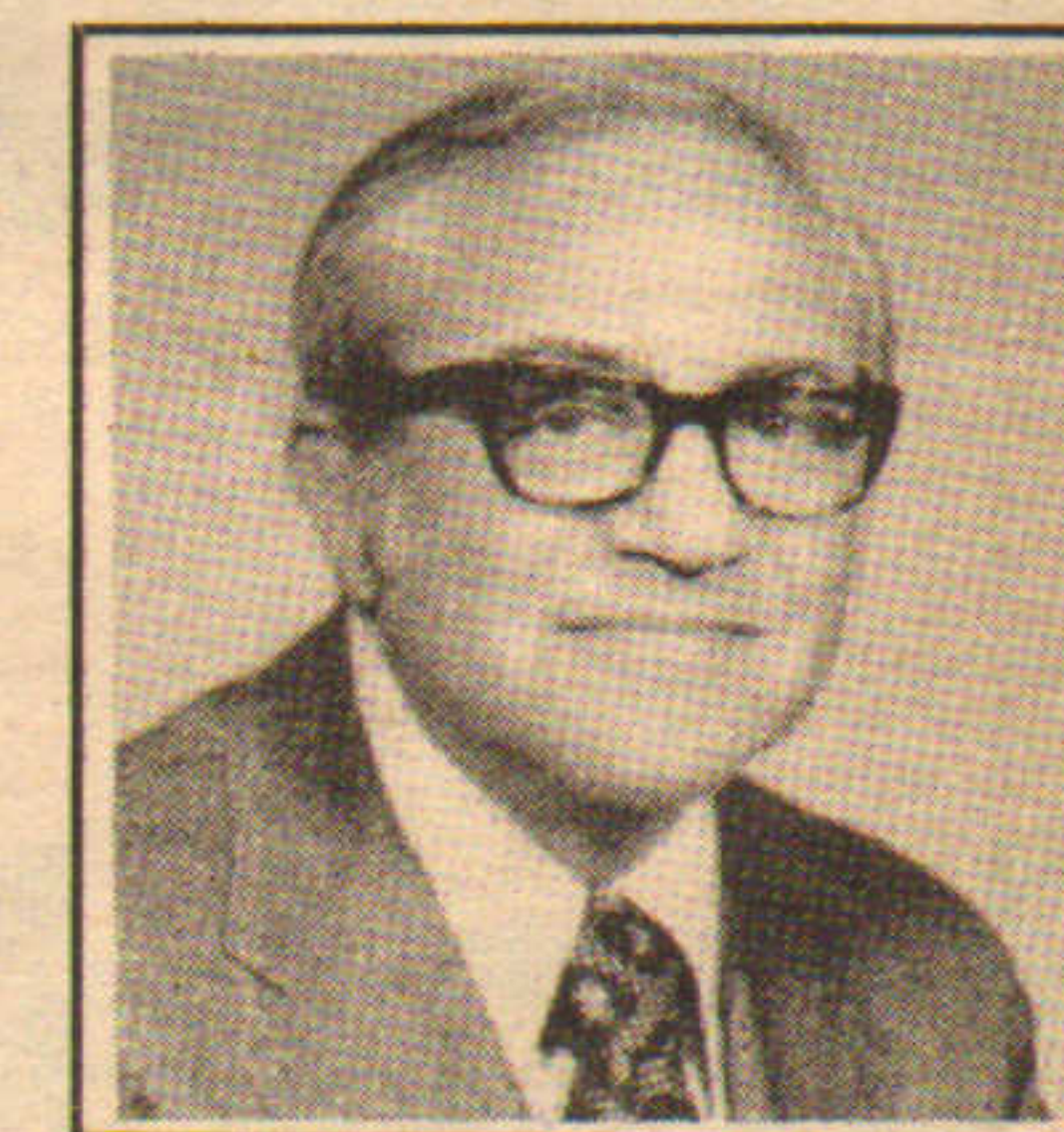
FRANK PIETROSKI
FDPIETROSKI & COMPANY



SIMON KONOVER
KONOVER COMPANY



DAVID NEELON
NEELON MANAGEMENT



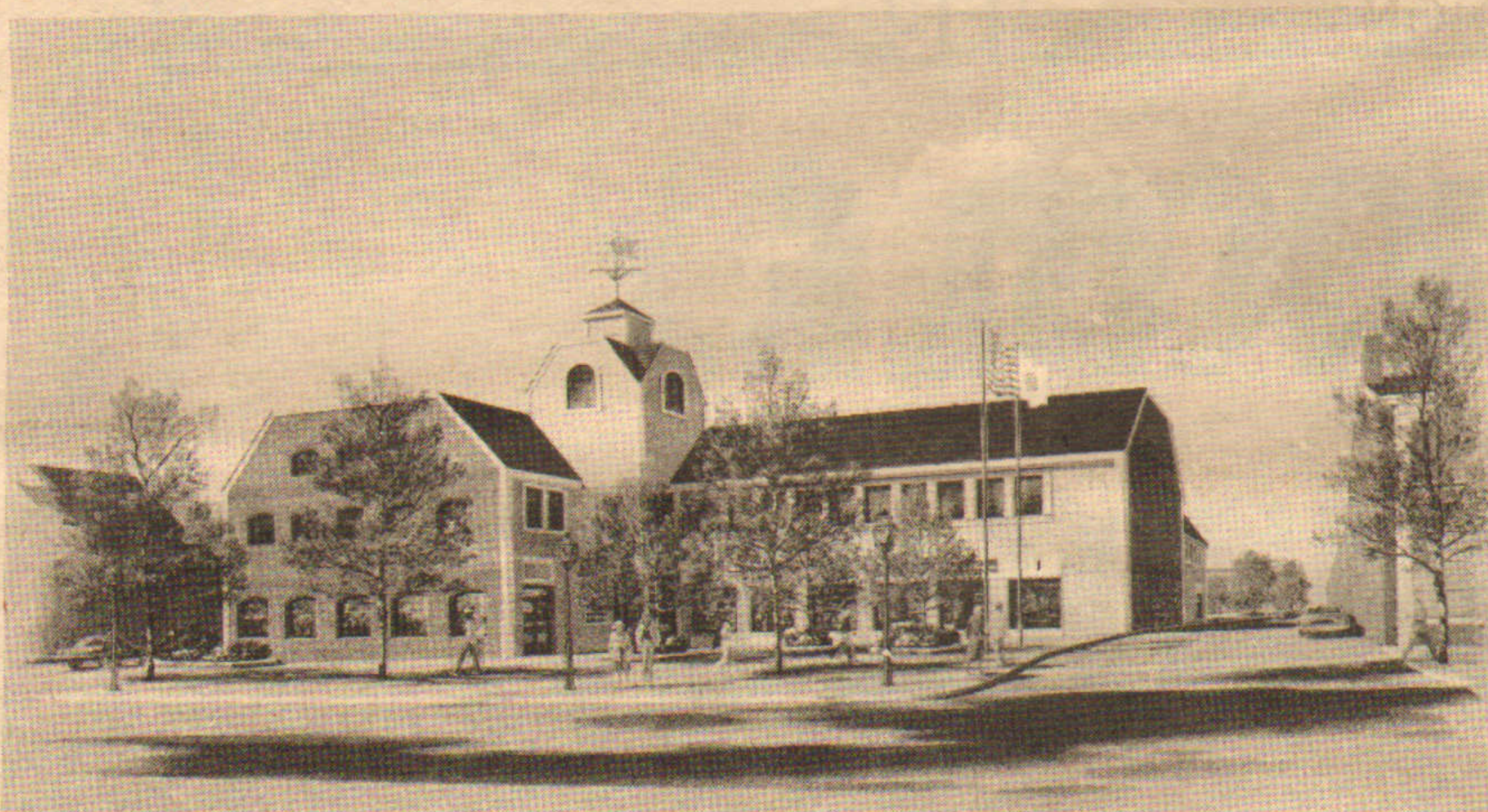
EDWIN LASNER
EDWIN R. LASNER CO.



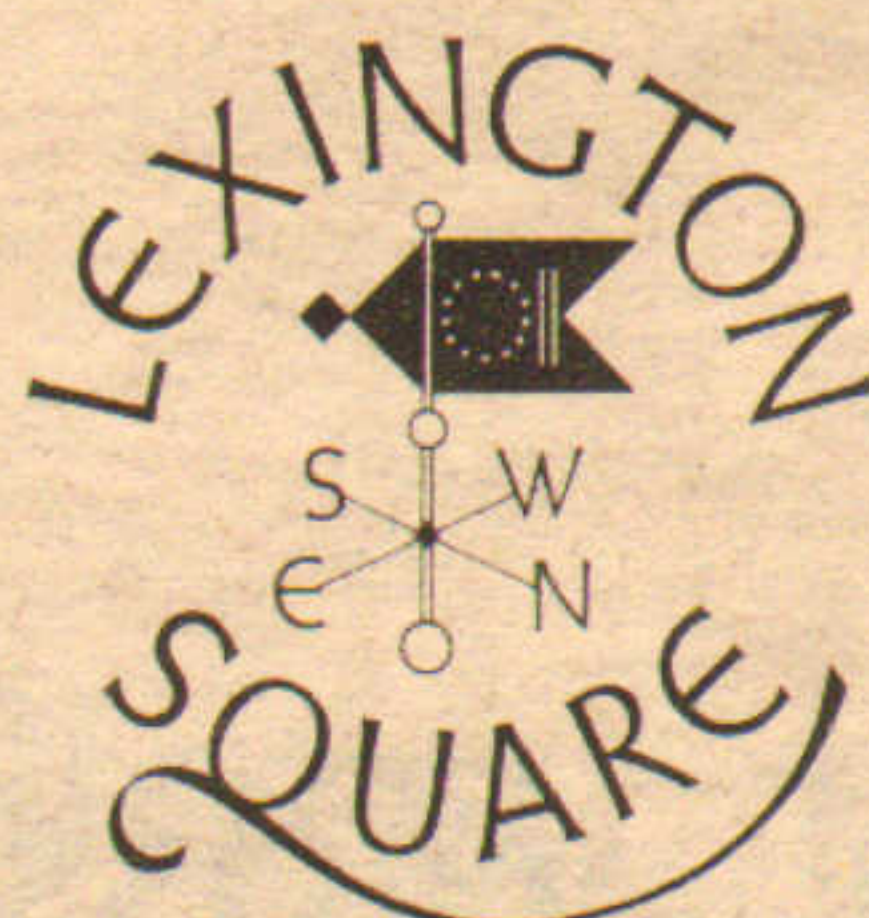
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Kings, IGA

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Star, Osco Drugs

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Dedham, Massachusetts
Zayre, Woolworth, Pier I Imports

WESTGATE SHOPPING CENTER

Westfield, Massachusetts
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J. C. Penney, Finast

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Portland, Maine
Zayre, Child World, Shaws

SOUTHEAST REGION

PANAMA PLAZA SHOPPING CENTER

Panama City, Florida
Winn-Dixie, Zayre, Super X Drugs

NAPLES SHOPPING CENTER

Naples, Florida
Publix, Walgreen Drugs,
Zayre, Marshalls

PARK SHORE PLAZA

Naples, Florida
Grand Union, J. Byrons, K-Mart,
Eckerd Drugs

VENETIAN ISLES SHOPPING CENTER

Lighthouse Point, Florida
Publix, Zayre, Eckerd Drugs

SHOPPERS HAVEN SHOPPING CENTER

Pompano Beach, Florida
Winn-Dixie, L. Luria & Son, J. Byrons,
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J. Byrons, Walgreens Drugs

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A&P, Genovese Drugs

PARKWAY PLAZA SHOPPING CENTER

Carle Place, New York
Waldbaums, Consumer Distributing

TURNPIKE PLAZA SHOPPING CENTER

Huntington Station, New York
Waldbaums, Nescott Drugs

KINGS PARK SHOPPING CENTER

Kings Park, New York
Key Foods, Ben Franklin

VANDERBILT PLAZA SHOPPING CENTER

Central Islip, New York
King Kullen, Consumer Distributing,
Pergament Homecenter

THREE VILLAGE SHOPPING CENTER

East Setauket, New York
Sweezys

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SUFFOLK PLAZA SHOPPING CENTER

Setauket, New York
Waldbaum, Nescott Drugs

COLLEGE PLAZA

Selden, New York
King Kullen, Child World,
Channel Home Centers

ROANOKE PLAZA

Riverhead, New York
A&P, Super X Drugs,
Pergament Homecenter

MORRIS HILLS SHOPPING CENTER

Parsippany, New Jersey
Acme, McCrory, General Cinema

BOYERTOWN PLAZA SHOPPING CENTER

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Acme, Ames

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AUGUST

Paul Simard of Codman Co. and R.M. Bradley cobroker \$6.2m 78,500 s/f office transfer for Progressive Realty in Framingham.

Jack Manley of Peter Elliot & Co. leases 16,000 s/f at Fargo Industrial Center, Boston, to Simon Katz Co.

John Hynes of Codman Co. brokers \$8m sale of One Winthrop Sq., Boston, 107,000 s/f, to St. Paul Properties with Richard Ellis.

Realty Dev. Group starts \$3m 40,000 s/f Portland reconstruction; MacBride Dunham Group leasing agent; Fleet National financing.

Max Kargman & George Shapiro report 70% Tremont on the Common condos sold; First Realty manager.

Cabot, Cabot & Forbes starts 345,000 s/f 265 Franklin st., Boston, offices; Continental Illinois loan; Stubbins architect.

R.E.I. Assoc. plans 35,000 s/f Bedford Village Shops in Bedford, N.H.; Merchants Savings Bank financing; Architects Four design.

Spectrum Financial places \$2.35m loan for Haynes Management's 43,000 s/f office building in Wellesley, Mass.

Graham Gund starts \$9.5m Bulfinch Sq., Cambridge, office and retail reconstruction at former Middlesex County Courthouse.

Peter Elliot and Meredith & Grew lease all 138,725 s/f offices at The Devonshire, Boston, to American Telephone & Telegraph.

A.J. Lane builds \$5.5m 72,000 s/f office building in Southbridge, Mass.; State Street Bank financing; Algonquin Realtors leasing agent.

Christopher Rogers of Leggat McCall Werner leases 11,826 s/f at One Liberty Sq., Boston, for Olympia & York to Eastern Utilities.

William Callahan starts 60,000 s/f The Fields offices in Billerica, Mass.; Meredith & Grew leasing agent; plan 320,000 s/f.

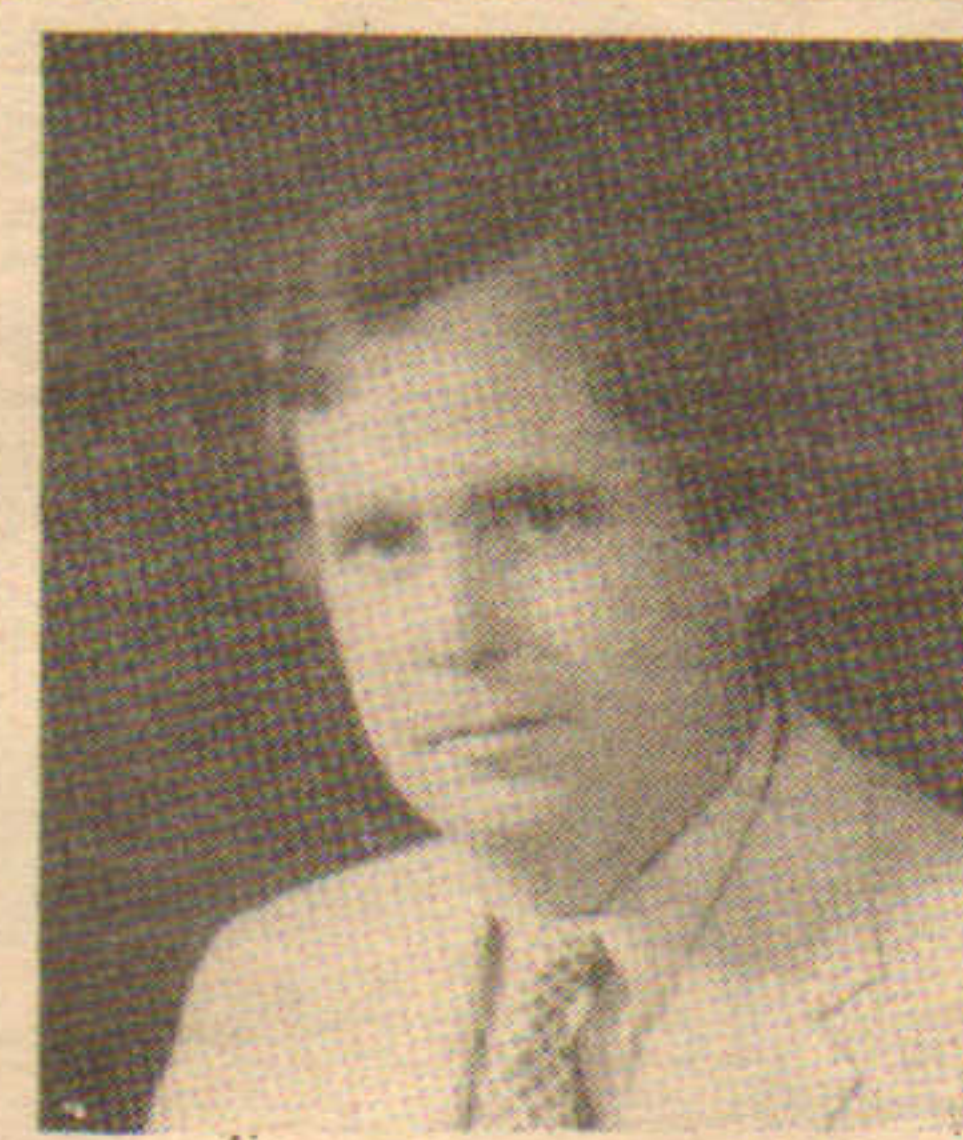
Peter Shribman of Neelon Companies leases 42,500 s/f for Howland Dev. to Hamilton Avnet in Wilmington, Mass.

Coldwell Banker sells Rockingham [N.H.] Mall to Longfellow Management, Boston, 201,477 s/f, for \$4.55m.

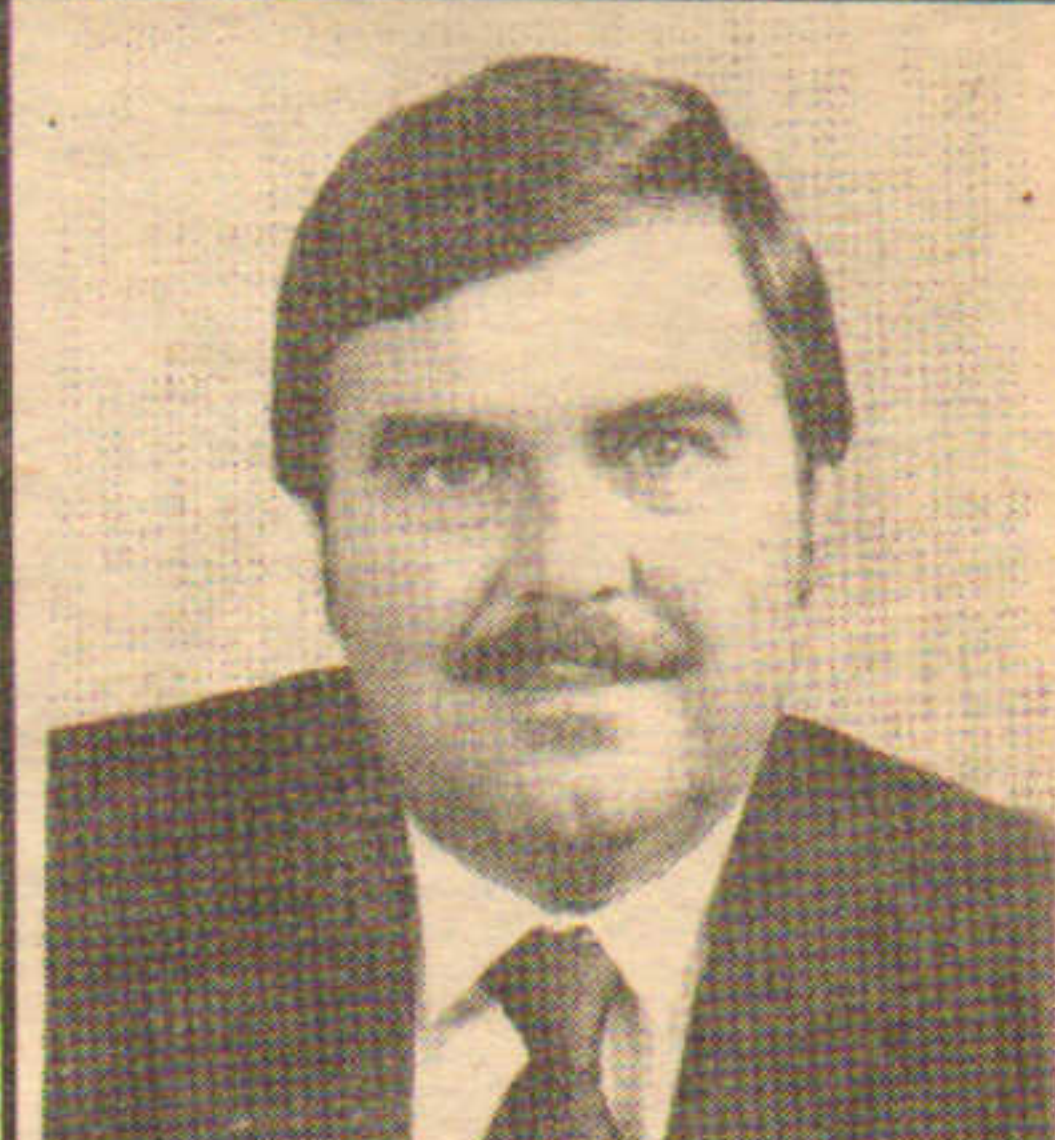
Cavanagh, Fritz & Co. brokers 160,000 s/f lease at One Commercial Plaza, Hartford, to International Business Machines.



ARA DEMURJIAN
ALLEN & DEMURJIAN



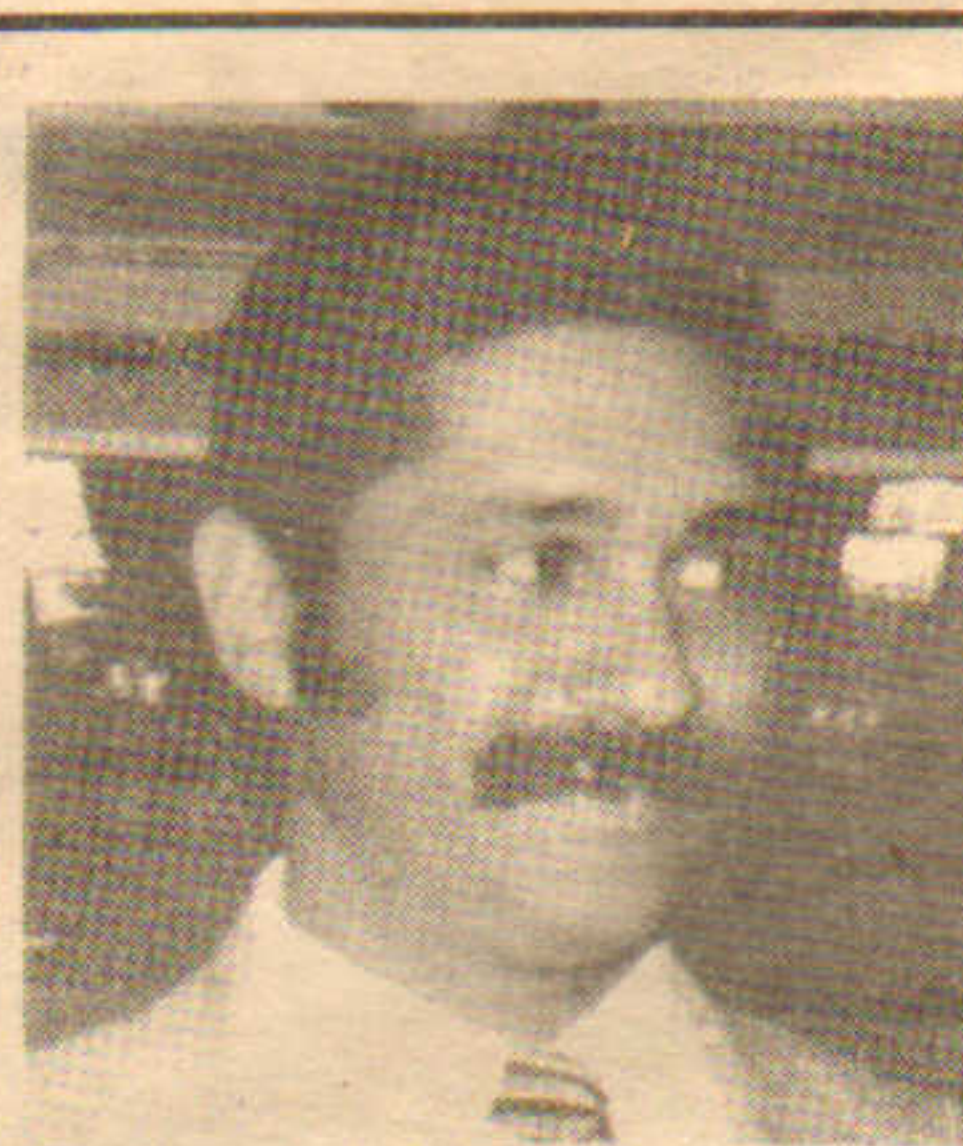
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MEREDITH & GREW



ARTHUR GUTIERREZ
GUTIERREZ CONSTRUCTION



PETER ROY
DEFELICE REALTORS



ANTHONY ORBE
METROPOLITAN R. E. INV.



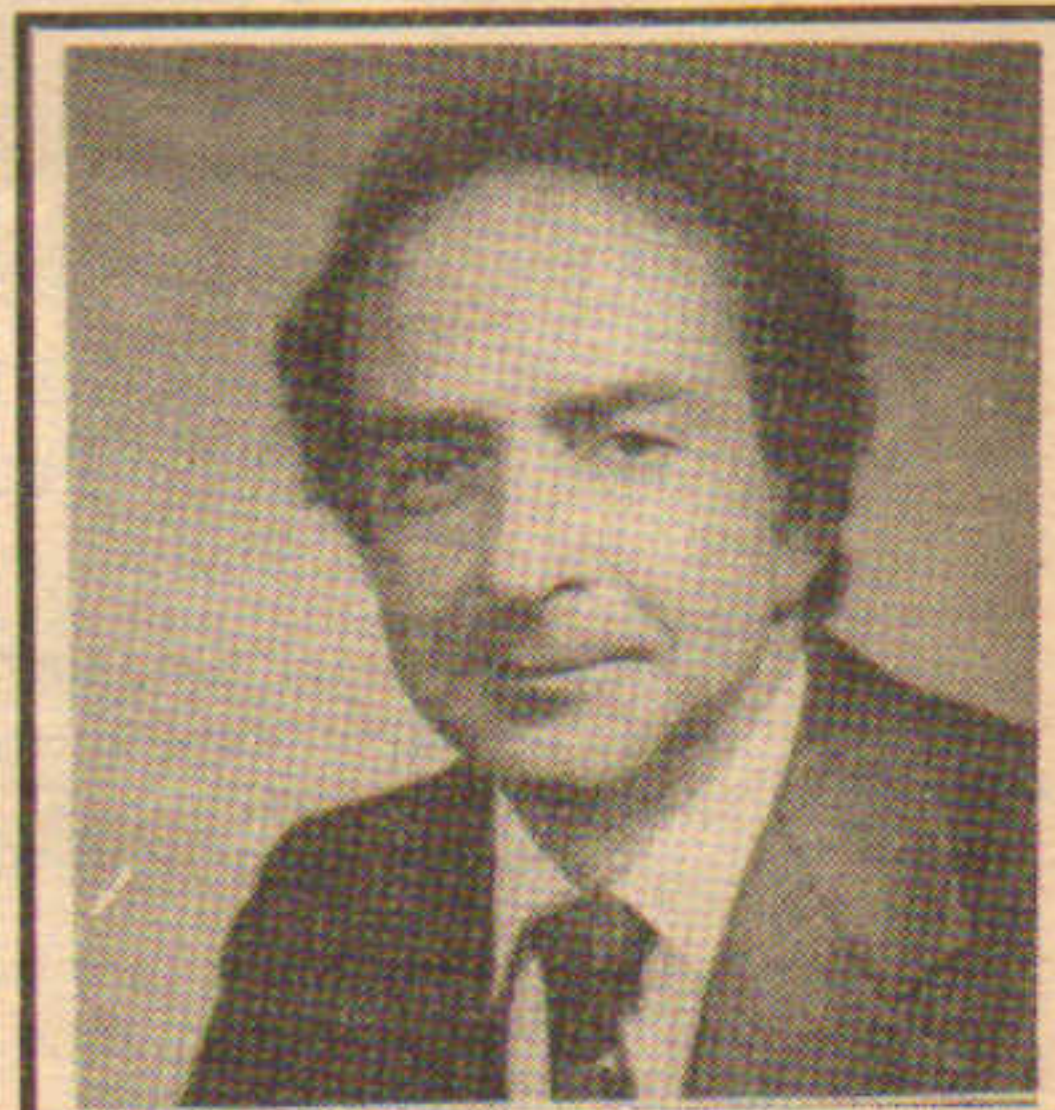
RICHARD KROCK
WEDGESTONE REALTY INV.



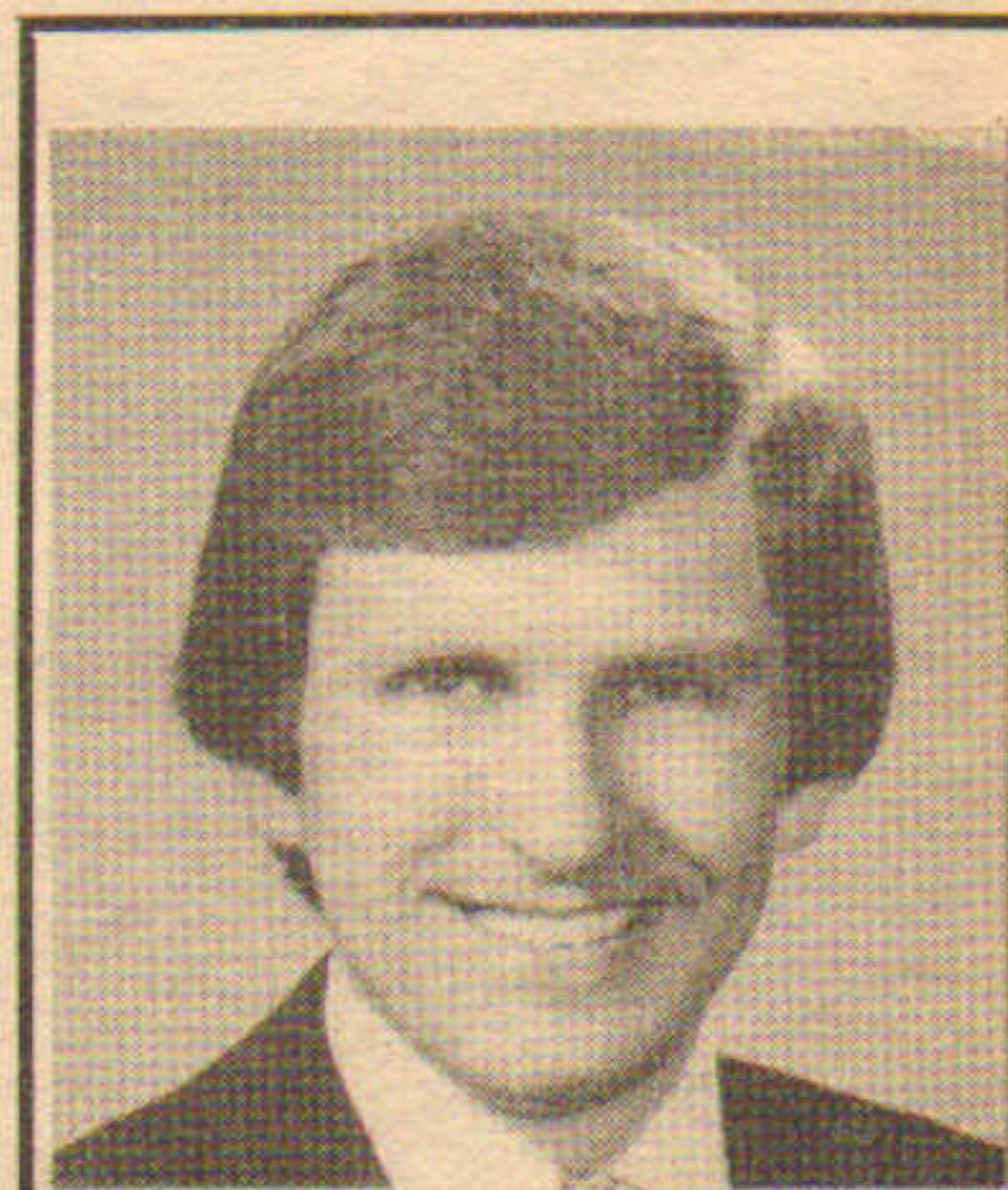
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President

SEPTEMBER

Dobroth & Fryer and Parklee Corp. get \$5.2m MIFA IRB for Wannalancit Center, Lowell; US Trust, BarclaysAmerican perms.

Prendergast Dev. picks R.W. Holmes leasing agent for 20,000 s/f offices at Twin City Plaza, Cambridge; Abacus Group financing.

\$3.2m Guaranty-First loan for 54 attached singles by Linden Park Homes in Cambridge, Mass.

Mitchell Robbins of Peter Elliot leases 42,963 s/f at One Empire Plaza, Providence for Reynolds-Gilbane to A.T.&T.

William Connaughton & Richard Kelley of Algonquin Realtors lease 38,000 s/f for Westinghouse Electric to R&E Associates.

Fleet National provides \$2.6m loan to Realty Dev. Group for 40,000 s/f purchase and refurbishing in Portland, Maine.

Welch Management starts construction of \$12m 224 room Howard Johnson Hotel in Westboro, Mass.; Julian Borowko architect.

David Pergola of Meredith & Grew brokers land sale in Bedford, Mass. to Trammell Crow for 165,000 s/f office and R&D center.

Charles Francis of Ryan, Elliott & Co. sells \$8m Leesona site in Warwick, R.I., to Lares Group; Woonsocket Savings loan.

L.L. Bean chooses Harvey Const. for 25,000 s/f addition and 75,000 s/f reconstruction in Freeport, Maine.

Northland Inv. gets \$1.45m Citizens Savings loan to renovate 160 State st., Boston; 30,000 s/f designed by Anderson Notter.

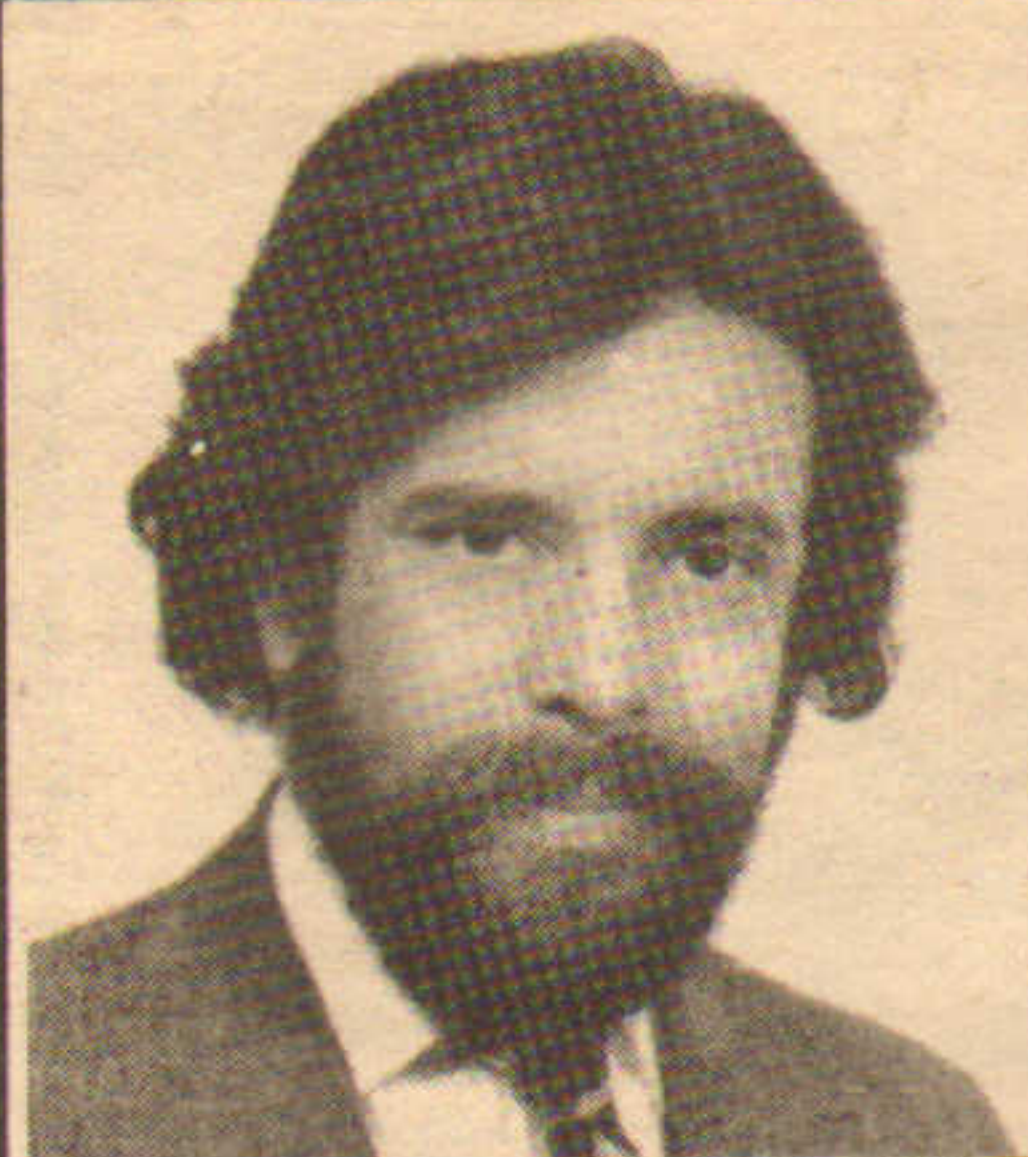
Susan Allen & Carol Dushman of Star Realty sell \$1m 17,000 s/f Framingham office building for Merloni-Chiappini to Harold Brown.

David Zussman buys \$9m Pickering Wharf in Salem, Mass.; forms Ltd. prsp. with March Co.; Leggat McCall Werner agent for Salem 5.

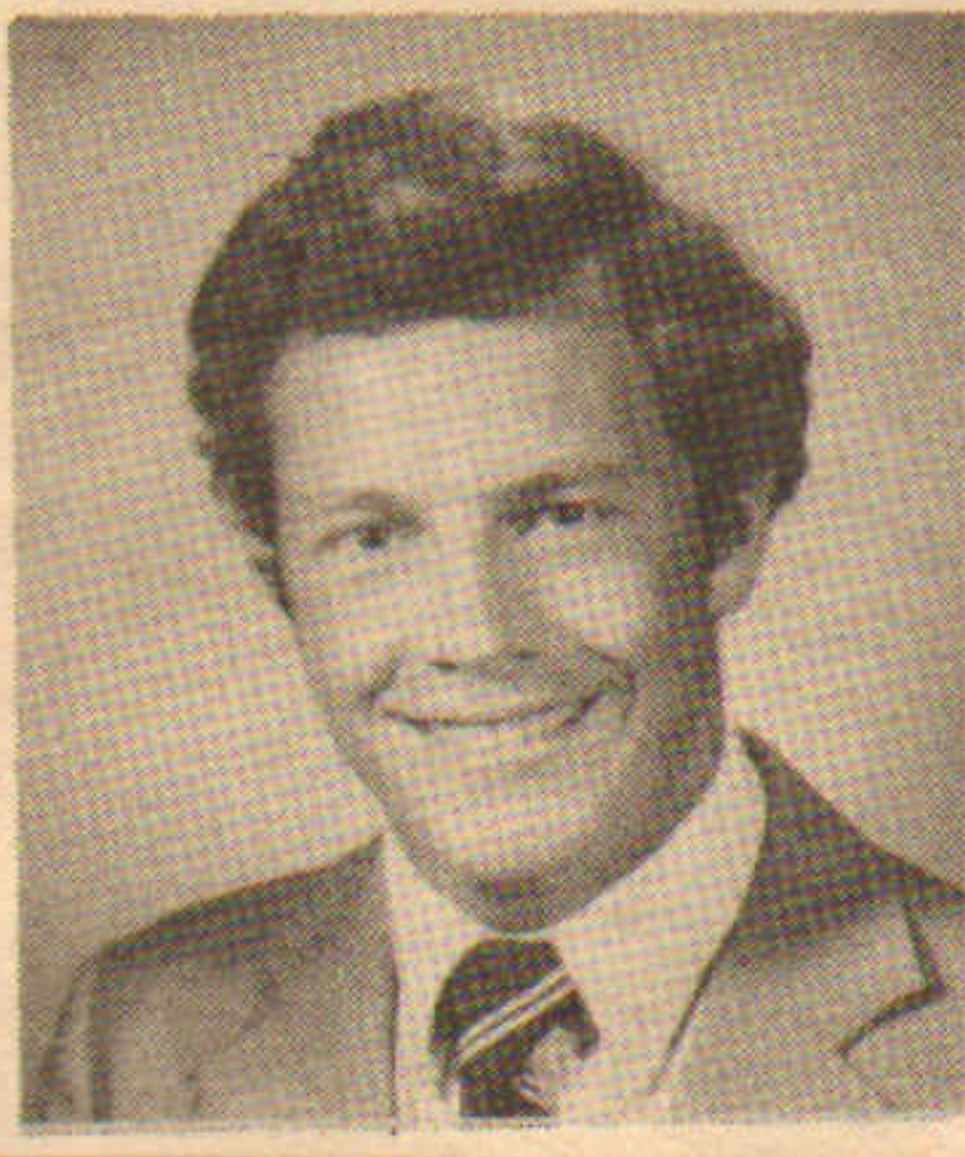
F.D. Rich leases 68,000 s/f at Six Landmark Sq., Stamford, to Headquarters Companies and ABEX Corporation.

Richard Zarse of Nordblom Co. & Lynda Cowles of Showcase of Homes sell Billerica, Mass., drive-in theater site to Mutual Dev.

Howard Johnson leases 141,000 s/f at State St. South, Quincy; Ryan, Elliott & Co. and Leggat McCall & Werner cobrokers.



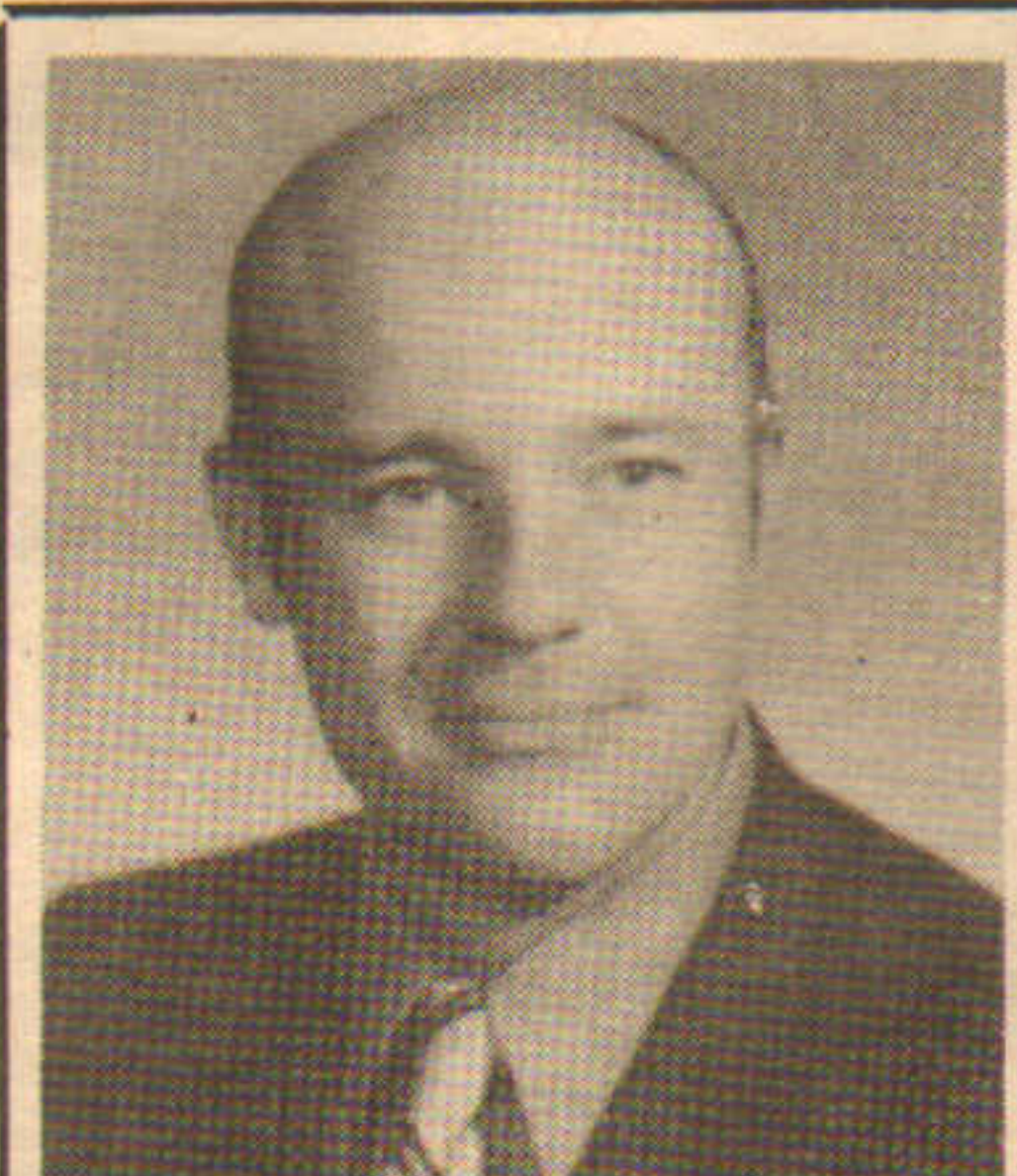
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ROBERT GILBANE
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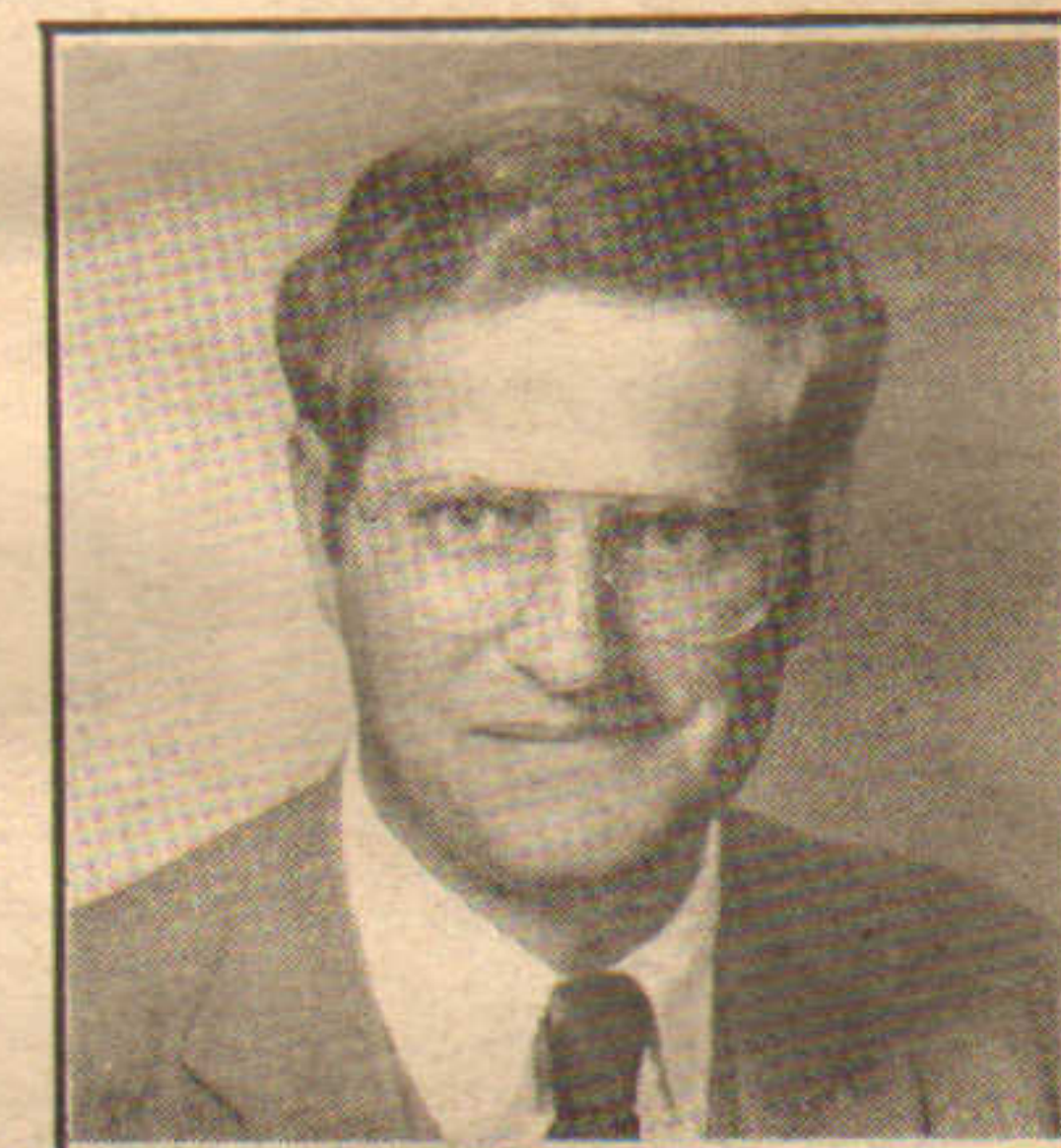
DAVID GOMPERS
MARPLE ASSOCIATES



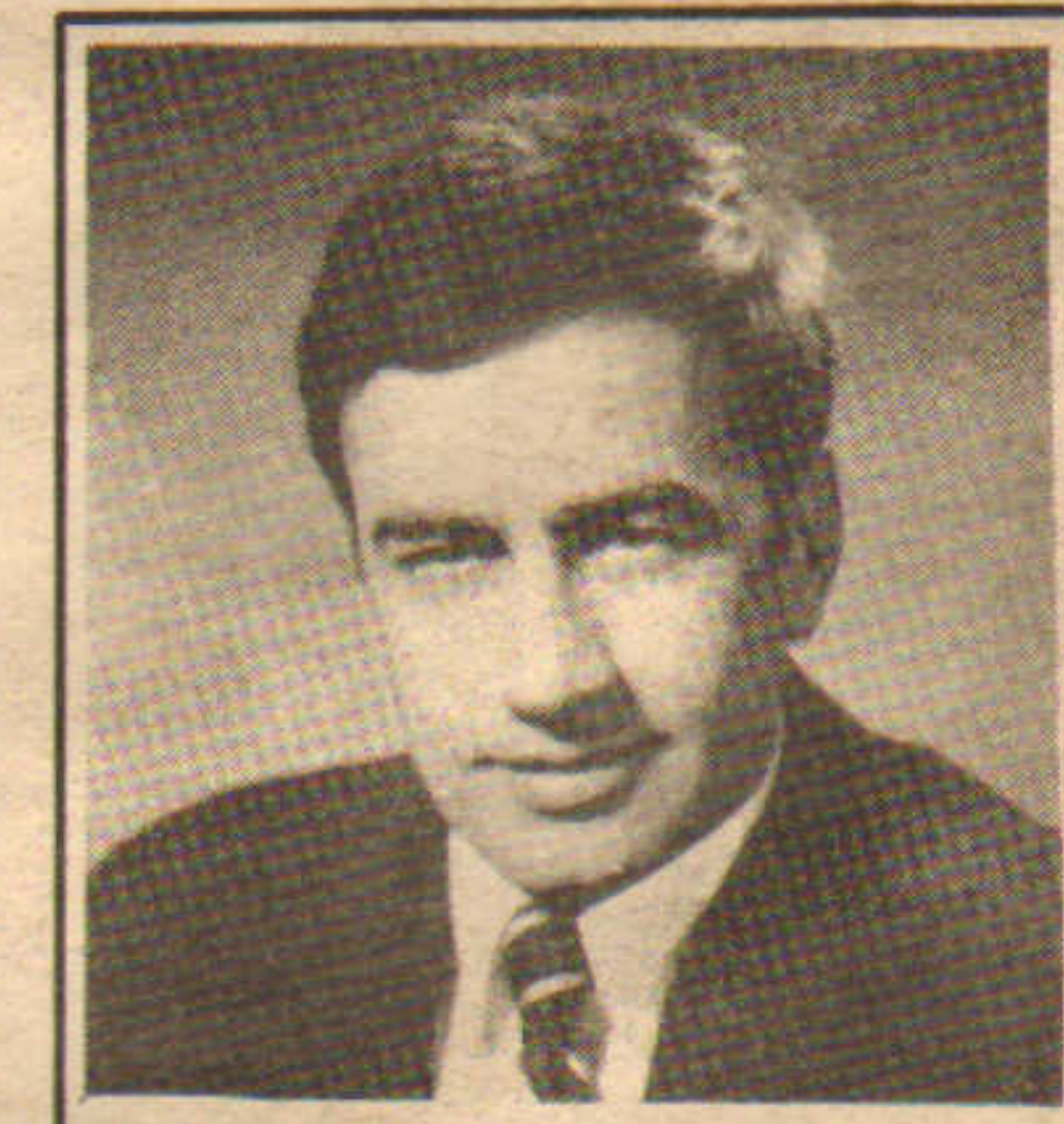
JOSHUA TAYLOR
MEREDITH & GREW



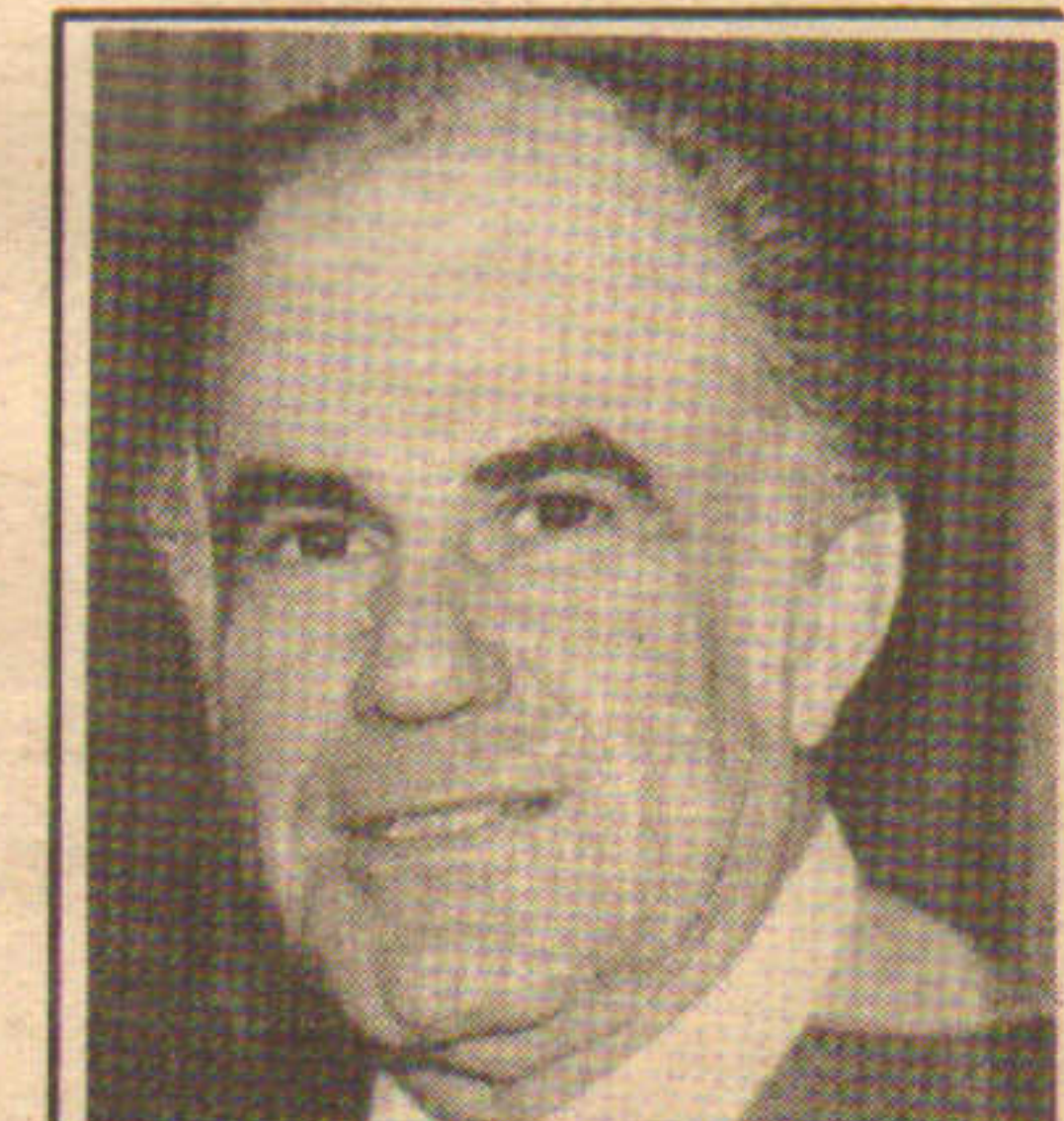
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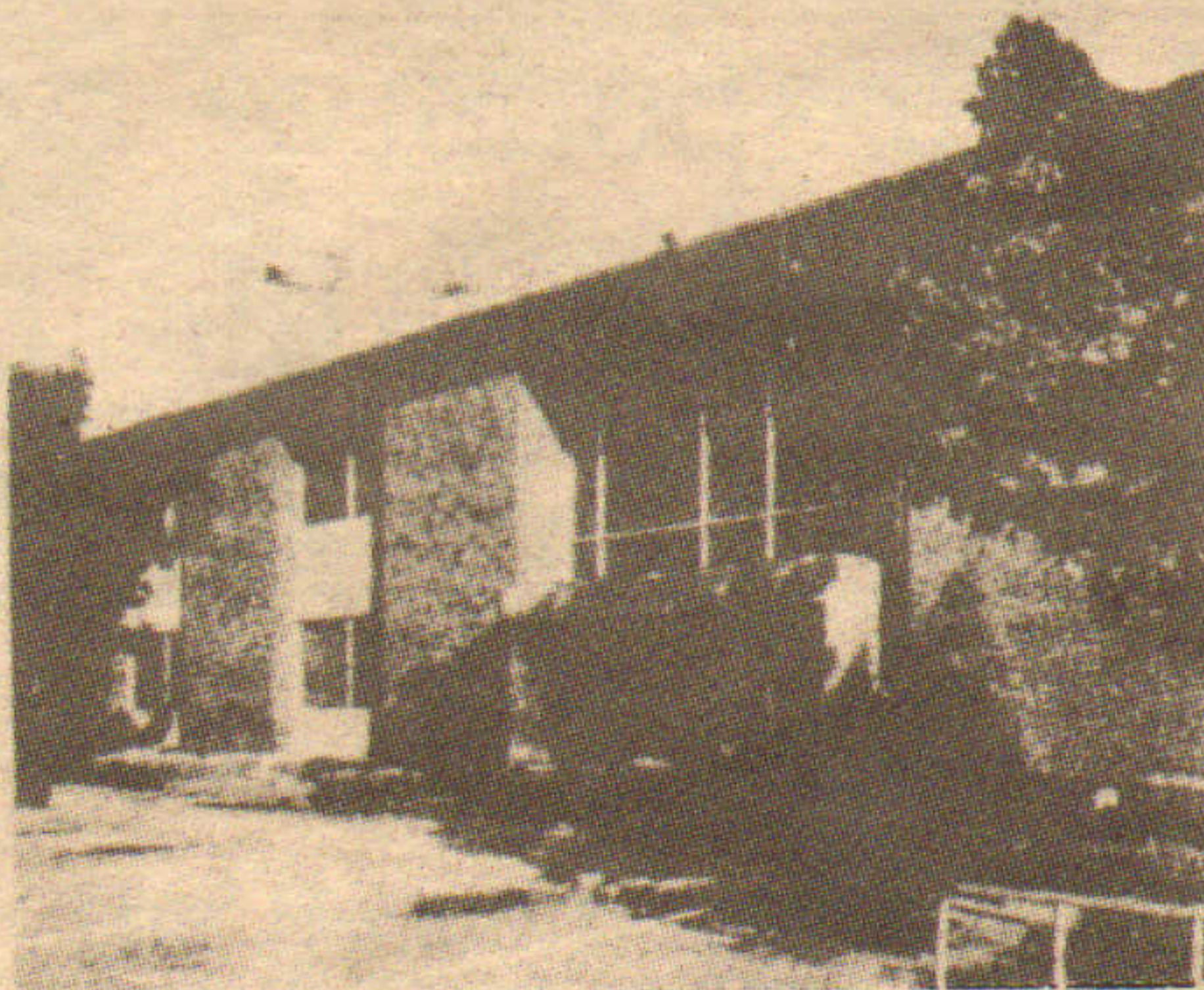
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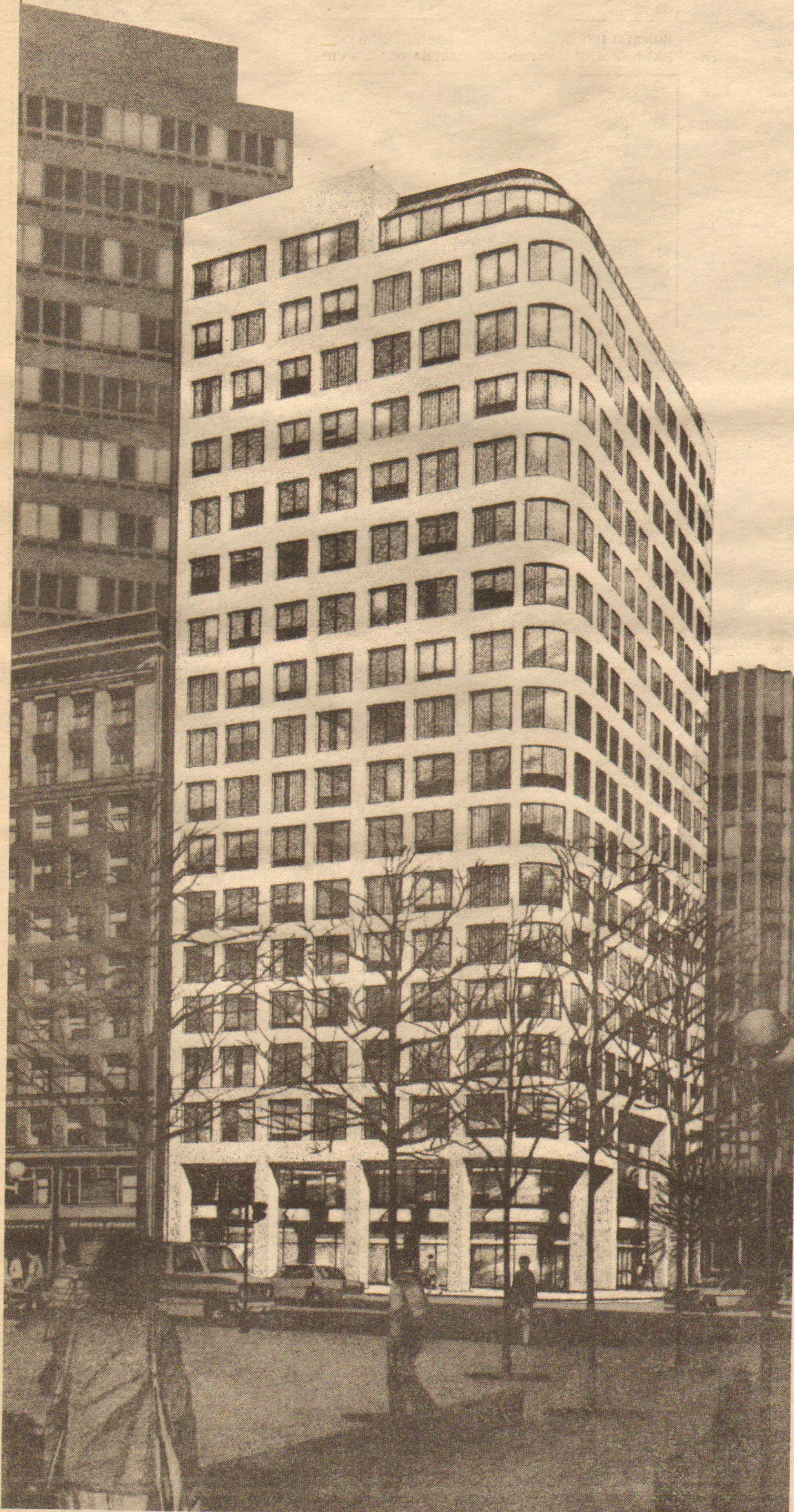
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COMMERCIAL AND INDUSTRIAL REAL ESTATE

OCTOBER

Anthony LaCava building 330 room \$15m Best Western Hotel in Marlboro, Mass.; Group One design for swimming pool, health club.

Mugar & Finard open 420 room Marriott Burlington Hotel with 12,000 s/f for meetings and three swimming pools.

Fidelity Group starts work at 1.3m s/f BOSCOM computer and communications center on Commonwealth Pier, Boston.

R. W. Holmes brokers \$4.5m sale of Timex 12 acre site in Ashland, Mass., 355,100 s/f buildings, to Gothic House.

Robert Salvon & Raymond Gamble of Collins Assoc. cobroker \$2.3m sale of 76,320 s/f office buildings in Springfield, Mass.

Robert Cronin brokers \$8m sale of 90,000 s/f SOLVation site in Westboro, Mass., for C.C. & F. to Northland Investment.

Seppala & Aho to design and construct 114,000 s/f plant for Norden Systems in Merrimack, N.H.; 85,000 s/f addition in 1984.

Meredith & Grew arranges \$1.75m loan with Travelers Ins. for 36,000 s/f business park in Nashua by 400 Amherst Assoc.

Colonial Bank closes \$4m loan to David Lattizori for 55,000 s/f office and restaurant project in Rocky Hill, Conn.

Mitchell Robbins of Peter Elliot & Co. leases 40,000 s/f with Robert Cunningham, Spaulding & Slye to A.T. & T. for Bostan Dev.

N.E. Hotel Realty brokers \$1.7m sale of 128 room Best Western Hotel in Danvers, Mass. to Solow Corp. for North Shore Financial.

Robert DiCenso leases 22,400 s/f former Fernandes store at Raynham, Mass. to Sears, Roebuck for catalog and surplus store.

Harvey Construction starts 108,000 s/f addition for Sanders Assoc. in Manchester, N.H.; or Group brokers \$7m site.

Corcoran & Co. builds 48,500 s/f 495/3 Tech Center, Chelmsford, Mass.; Nordblom Co. agent for \$3.5m property for offices, R&D.

RFT Properties starts 65,000 s/f Marlboro Tech. Center; Fleet National financing; Leggat McCall & Werner leasing agent.

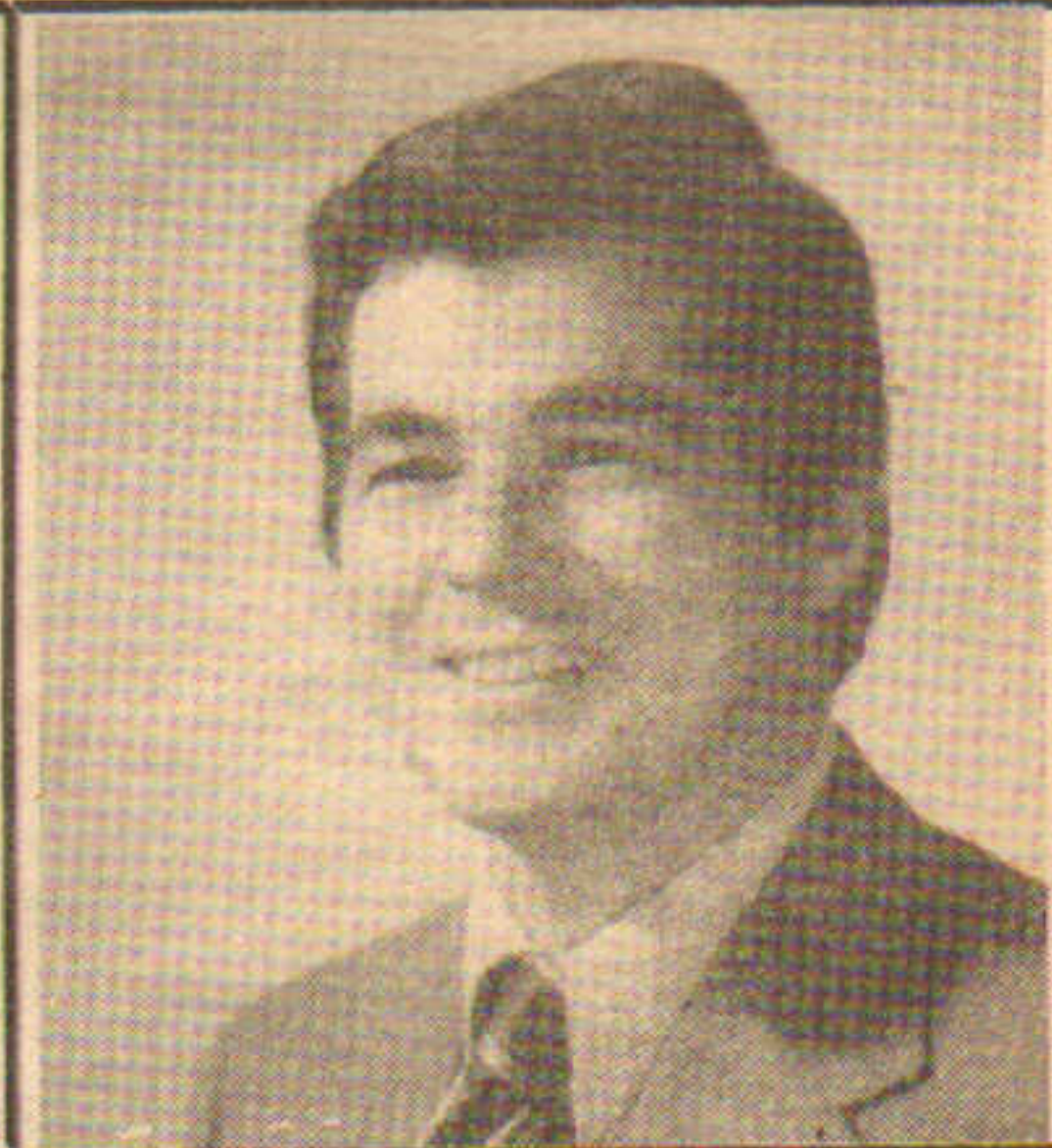
H. Pearce and Farley Co. arrange \$1.95m sale of 115,000 s/f industrial property in North Haven, Conn. to International Honeycomb.



DONALD SAUNDERS
SAUNDERS & ASSOCIATES



STEPHEN KARP
STATE PROPERTIES OF N.E.



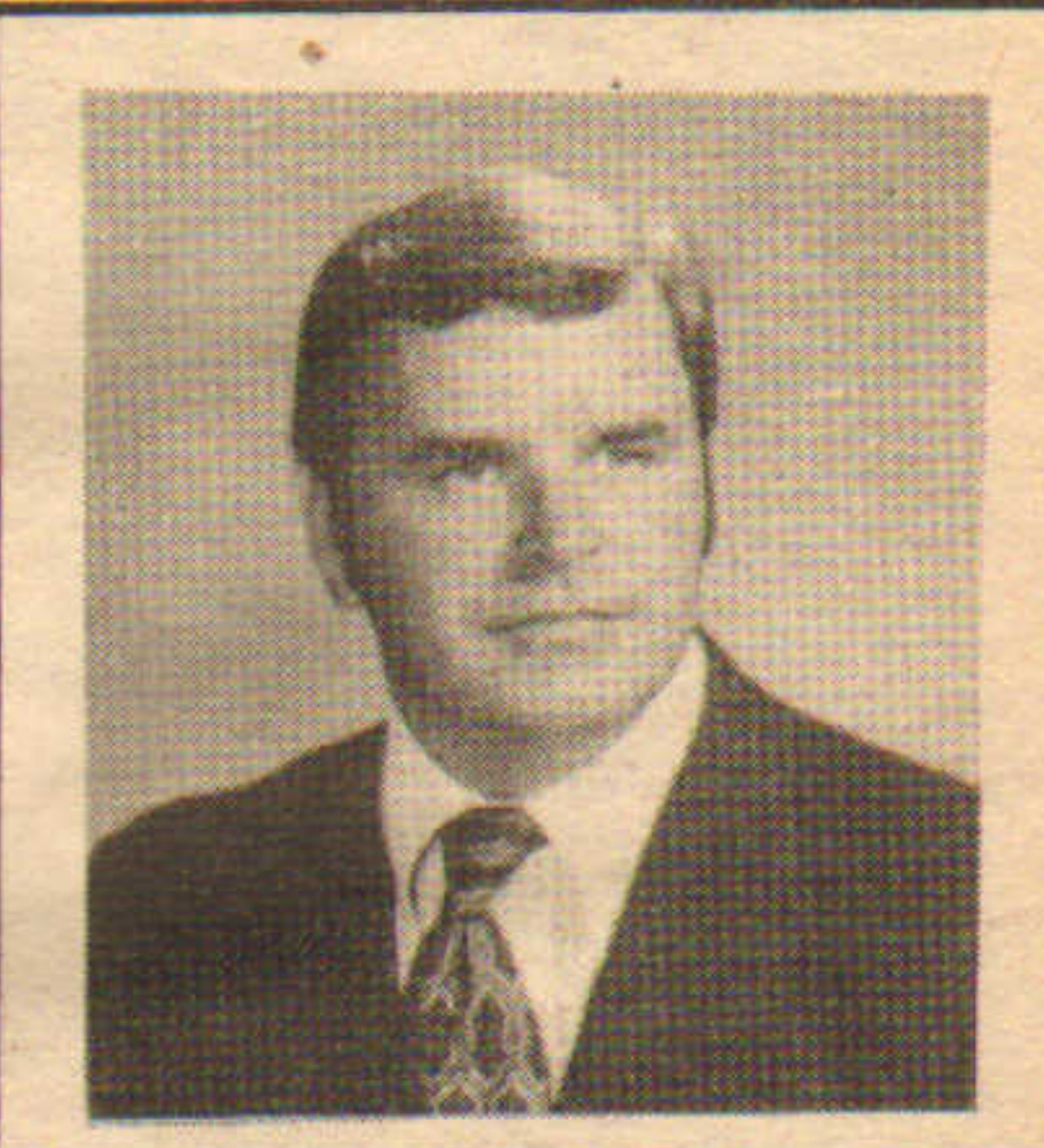
THOMAS TEUTEN
A. W. PERRY



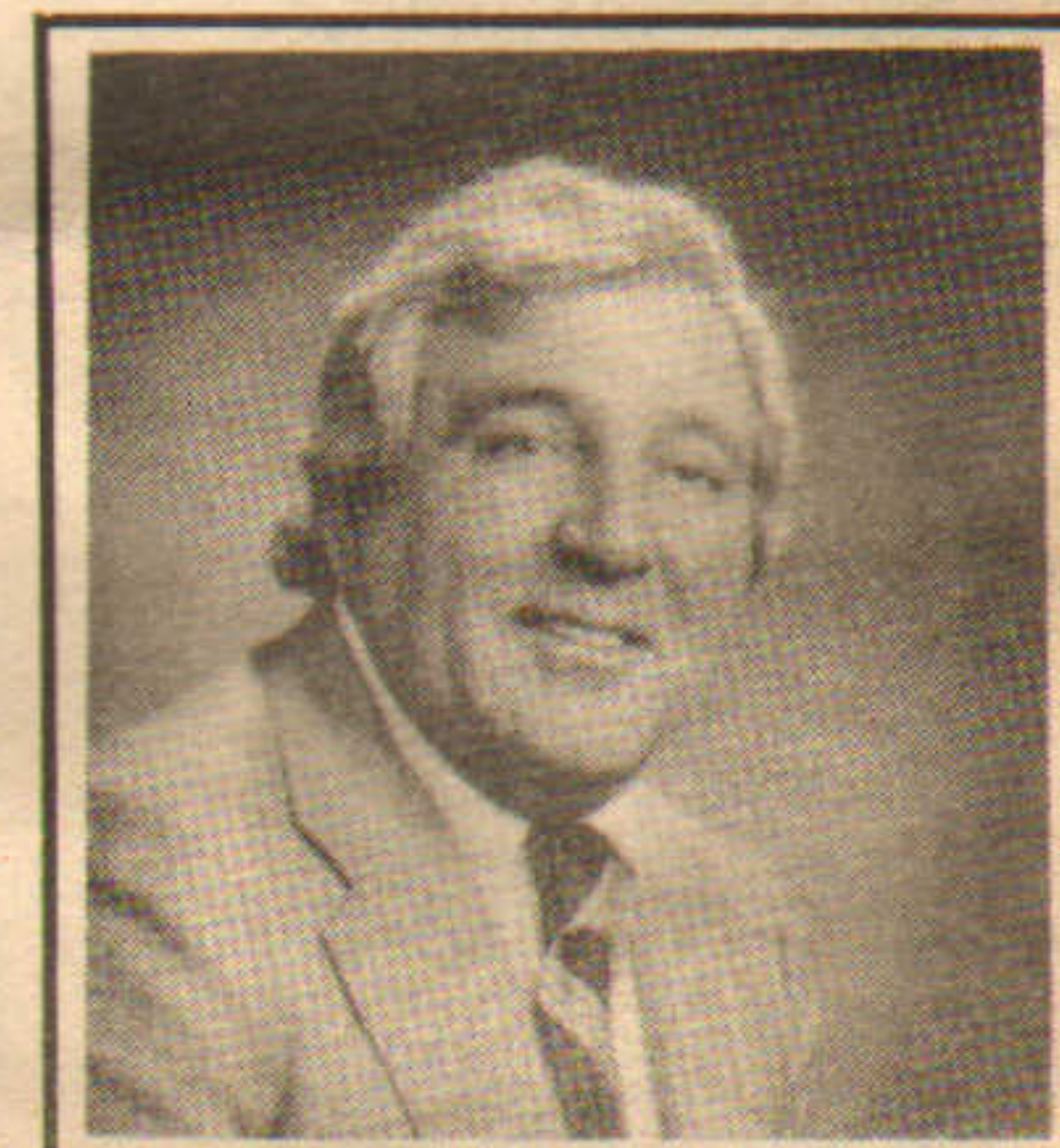
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Charles H. Detwiller, III Leggat, McCall & Werner 60 State St. Boston, Mass. 02109 367-1177	Michael H. Monks Monks and Company 400 Amherst St. Nashua, N.H. 03063 603-881-7030	Thomas A. Walsh The Codman Co. 211 Congress St. Boston, Mass. 02110 423-6500	Donald J. Chiofaro Chiofaro Co. One Post Office Sq., Suite 3100 Boston, Mass. 02109 423-9090	
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Charles T. Francis Ryan Elliott & Co. of R.I. 187 Westminster St., Room 406 Providence, R.I. 02903 401-331-0350	David E. Neelon Neelon Companies 255 Bear Hill Road Waltham, Mass. 02154 890-4610	SALESMAN ASSOCIATE	Kent Hallowell Cabot, Cabot & Forbes 60 State St. Boston, Mass. 02109 742-7600	
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Sargent Goodchild Leggat, McCall & Werner 60 State St. Boston, Mass. 02109 367-1177	Karl Norwood The Norwood Group 116 South River Rd. Bedford, N.H. 03102 603-668-7000	Richard Borden The Codman Co. 211 Congress St. Boston, Mass. 02110 423-6500	Robert Melzer Property Capital Trust 200 Clarendon St. Hancock Tower - 47th Floor Boston, Mass. 02116 536-8600	
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NOVEMBER

Meredith & Grew and Corporate Space cobroker \$8.75m sale of former Underwood property in Westwood, Mass. to MEDITECH.

David Connolly of Leggat McCall & Werner leases 34,000 s/f at Peabody Ind. Park for Essex Group to Boston Acoustics.

Flier Interests leases 40,000 s/f in Jordan Marsh warehouse in Newton, Mass. with Coldwell Banker to Cambridge Dry Goods.

H.J.P. Construction contractor for 50,000 s/f \$4m corporate headquarters in Rockland, Mass. to American Automobile Assn.

Vazza Assoc. starts \$8.5m 62,500 s/f Baldwin Park II offices in Woburn, Mass.; Leggat McCall Werner leasing; Fleet National loan.

Carpenter & Co. and KSA Properties start \$75m mixed use Charles Square on Charles River, Cambridge; Turner Construction contractor.

Thomas True & Winchester Savings appoint C.W. Whittier agent for 43,000 s/f Eastern Harbor Office Park in Dorchester, Mass.

Todreas/Hanley selected to lease and merchandise \$18m 200,000 s/f One City Center in Portland by Fisher Group.

Bert Paley converts 250,000 s/f at Baker Mills in Dorchester to Chocolate Mills Marketplace; Stephen Const. designs and builds.

Journal ad leads to \$2.35m sale in Brighton offices; Olde Forge Realty broker for Eric Rubin to J. Humbert and S. Barnes.

Robert Griffin & Steven Jones of Coldwell Banker sell Woburn Ind. Park for Aetna Life to BHS Co. of California for \$11.8m.

David DePree of Peter Elliot leases 5,246 s/f office space in Cambridge, Mass. to Monacelli Associates.

State Prop., S. Weiner, Ann & Hope, Gilbane Prop. open \$35m Arsenal Mktpl., Watertown, MA.; Ann & Hope, Marshalls anchors.

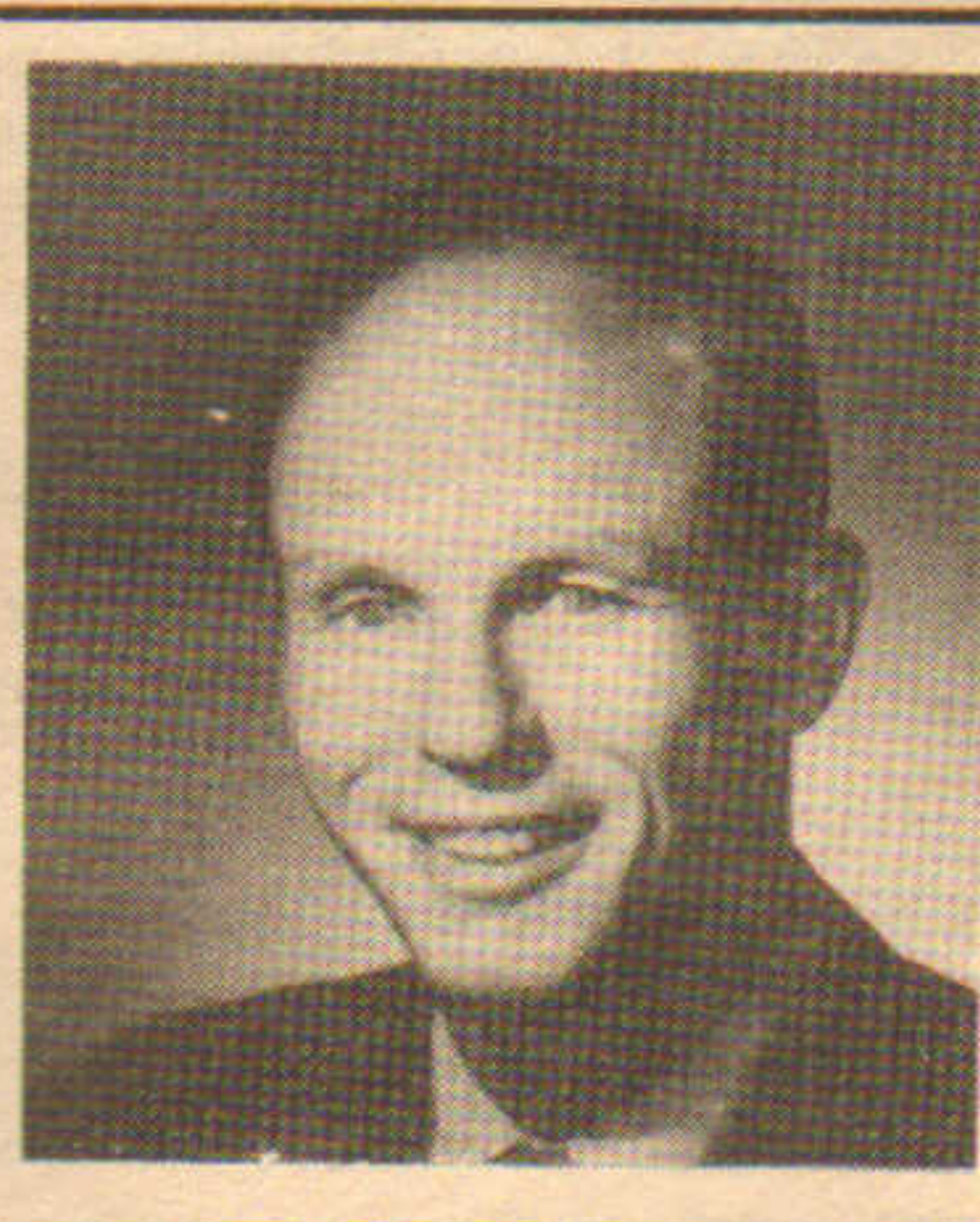
Charles Francis of Ryan, Elliott & Co. sells \$7.4m Howard Building in Providence to H.B. Real Estate Trust.

Hamilton Dev. and Hammerson Prop. building \$60m East Ridge Executive Office Park in Danbury, Conn.; 400,000 s/f planned.

George Huang starts 45,000 s/f Center One Corp. Office Park in Hamden, Conn.; Discala Fairfield leasing broker.



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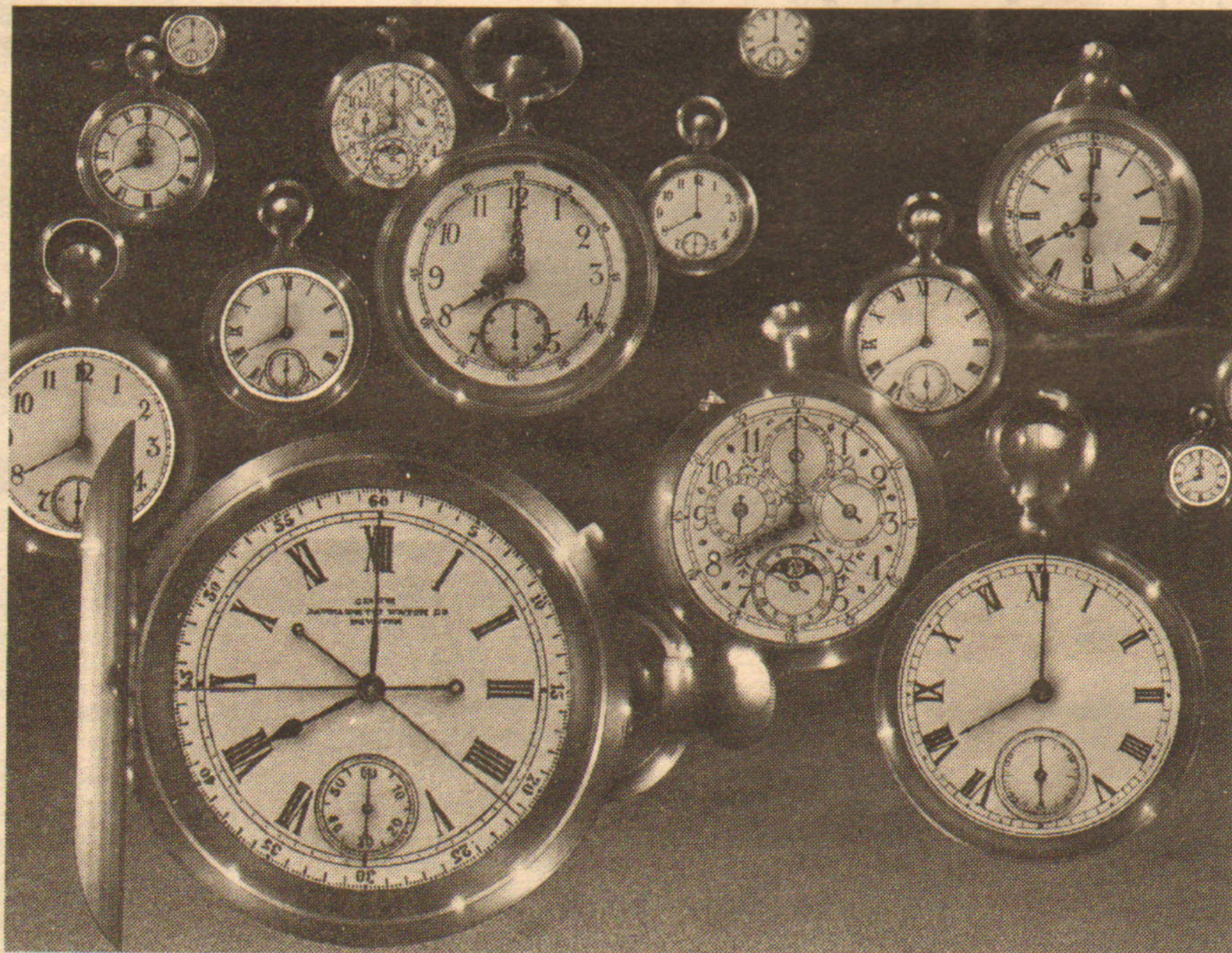


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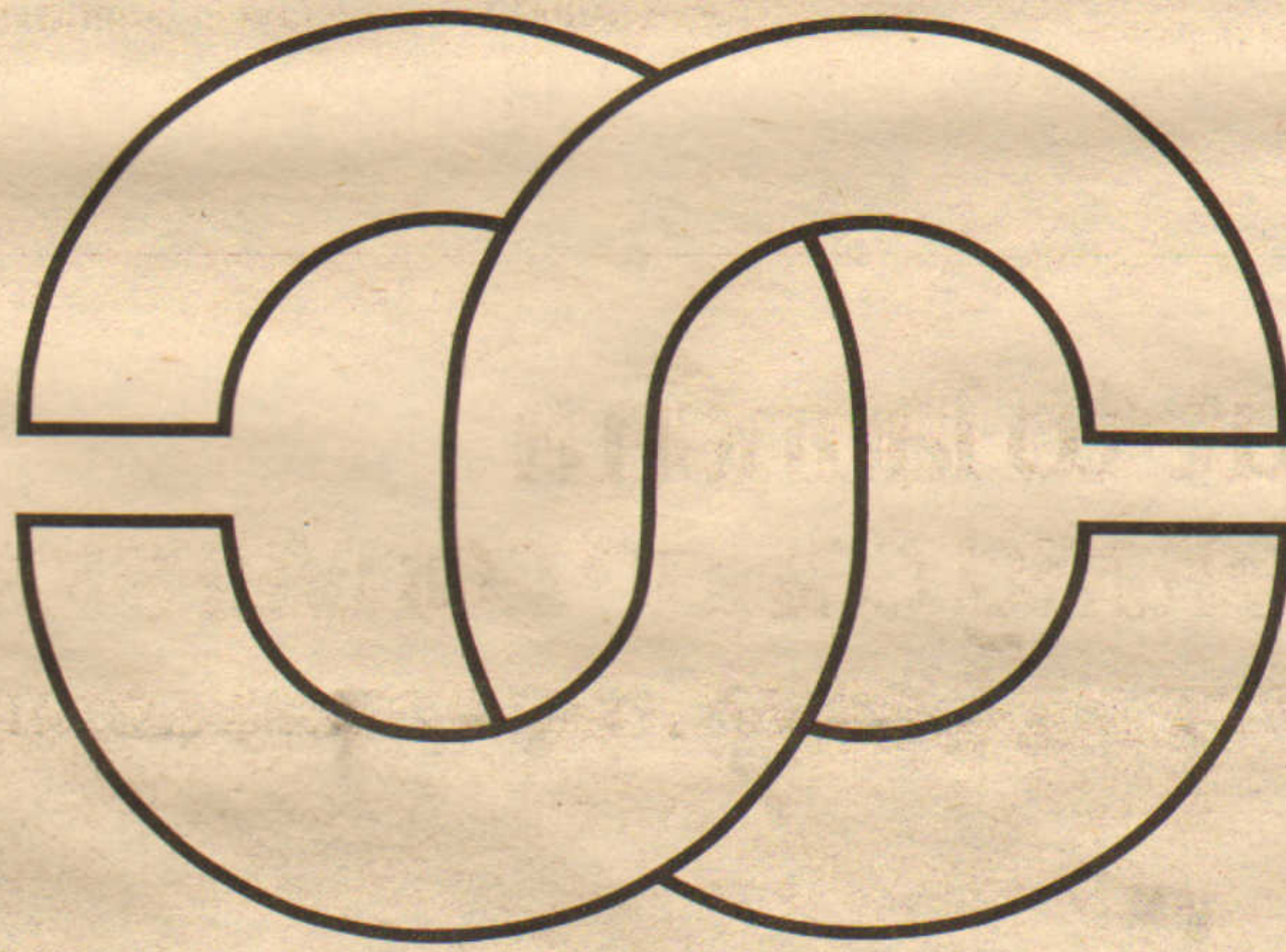
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DECEMBER

Thomas Walsh of Codman Co. leases entire Ballardvale I, 106,000 s/f, for Vazza Assoc. to Ztel in Wilmington, Mass.

William Kellar building 33,000 s/f Lexington Square retail and office property for Spaulding & Co.; ADD Inc. architect.

Dennis Must of Corporate Space brokers \$1.75m sale of 33,000 s/f site in Wellesley, Mass., for N.E. Inv. Realty to North Coast.

John Wallace of Peter Elliot & Co. sells 20,000 s/f site in Marlboro, Mass. for Alfred Lepore to High Voltage Engineering.

Cabot, Cabot & Forbes starts 273,000 s/f Riverside Plaza offices in Cambridge; Coldwell Banker leases 105,000 s/f to Lotus Dev.

Martin Paley of Frontier Dev. sells 36,000 s/f site in Lowell, Mass., to Stanley Freedman group for \$830,000.

Beacon Companies starts 200 room Holiday Inn at Windsor Locks, Conn.; \$14m project financed by Conn. Dev. Authority bonds.

Benjamin Terry & William Farley of Farley Co. broker \$1.297m East Hartford land sale to Linpro for 155,000 s/f offices.

Commonwealth Mortgage to provide mortgages for \$5.8m 64 unit Forge Hill Condos in Franklin, Mass. by R. Bixby and F. Molla.

RFT Properties starts 73,000 s/f \$4m office and research site in Chelmsford, Mass.; Winchester Savings, Bank of Boston loans.

Frank Roche of Century 21 Keewaydin Prop. sells \$235,000 Winnisquam Motor Inn, Tilton, N.H., to Shalimar Resort Corp.

Rauseo & Co. completes 12,160 s/f at Danvers Exec. Park; leases 14,000 s/f in first building to NTW Inc.

Jeffrey Swartz of Leggat McCall & Werner signs Stratus Computer for 102,408 s/f at Marlboro, Mass. for Cabot, Cabot Forbes.

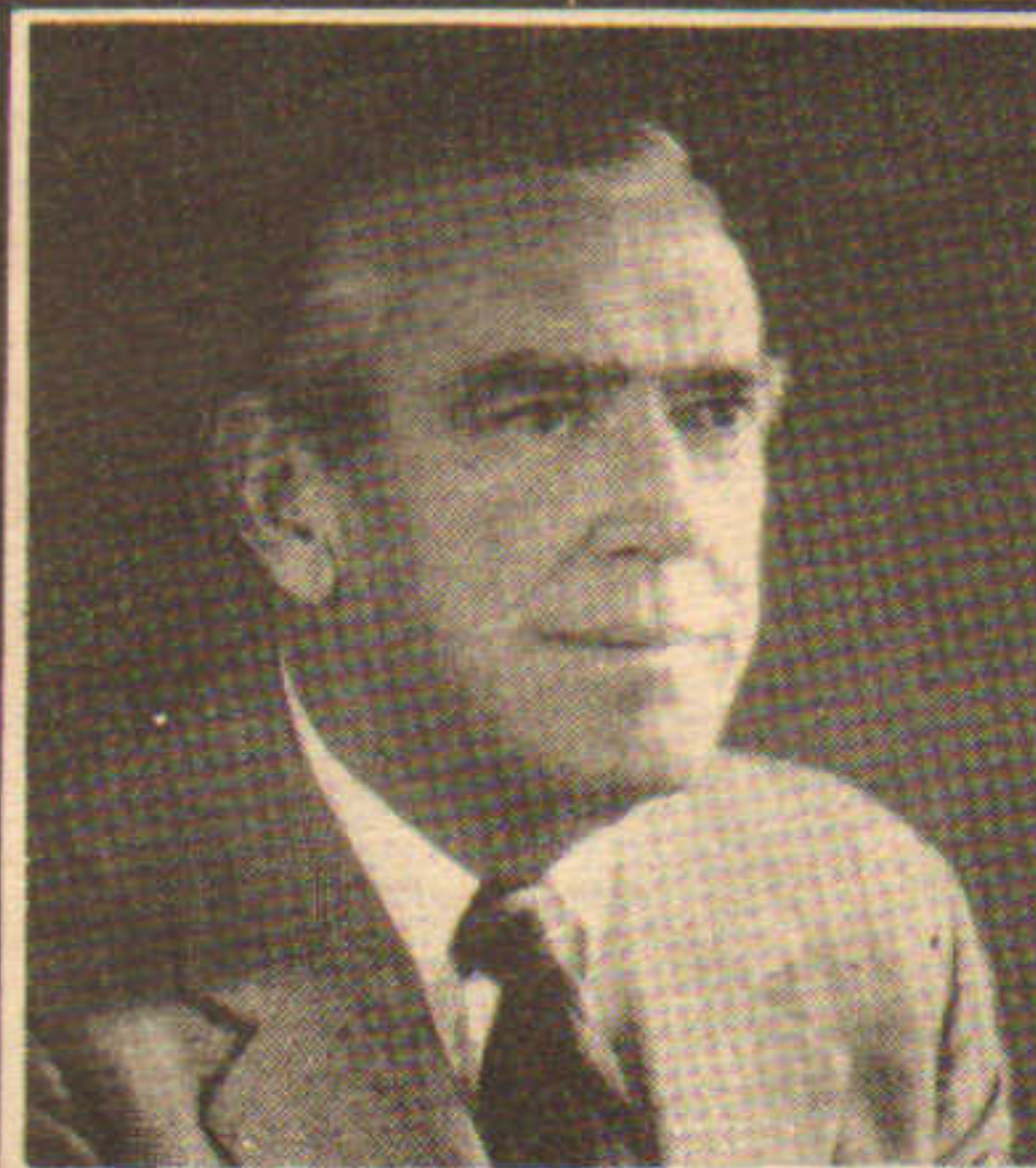
Susan Allen & Carol Dushman of Star Realty sell 42,000 s/f Boston office building to Harold Brown for \$3m.

\$3.8m Commonwealth Place, Woburn, nears completion; Norwood Group marketing 69,000 s/f; Channel Builders contractor.

Rosenfeld Realty breaks ground for \$20m Riverview, 240,000 s/f corporate center in Trumbull, Conn.



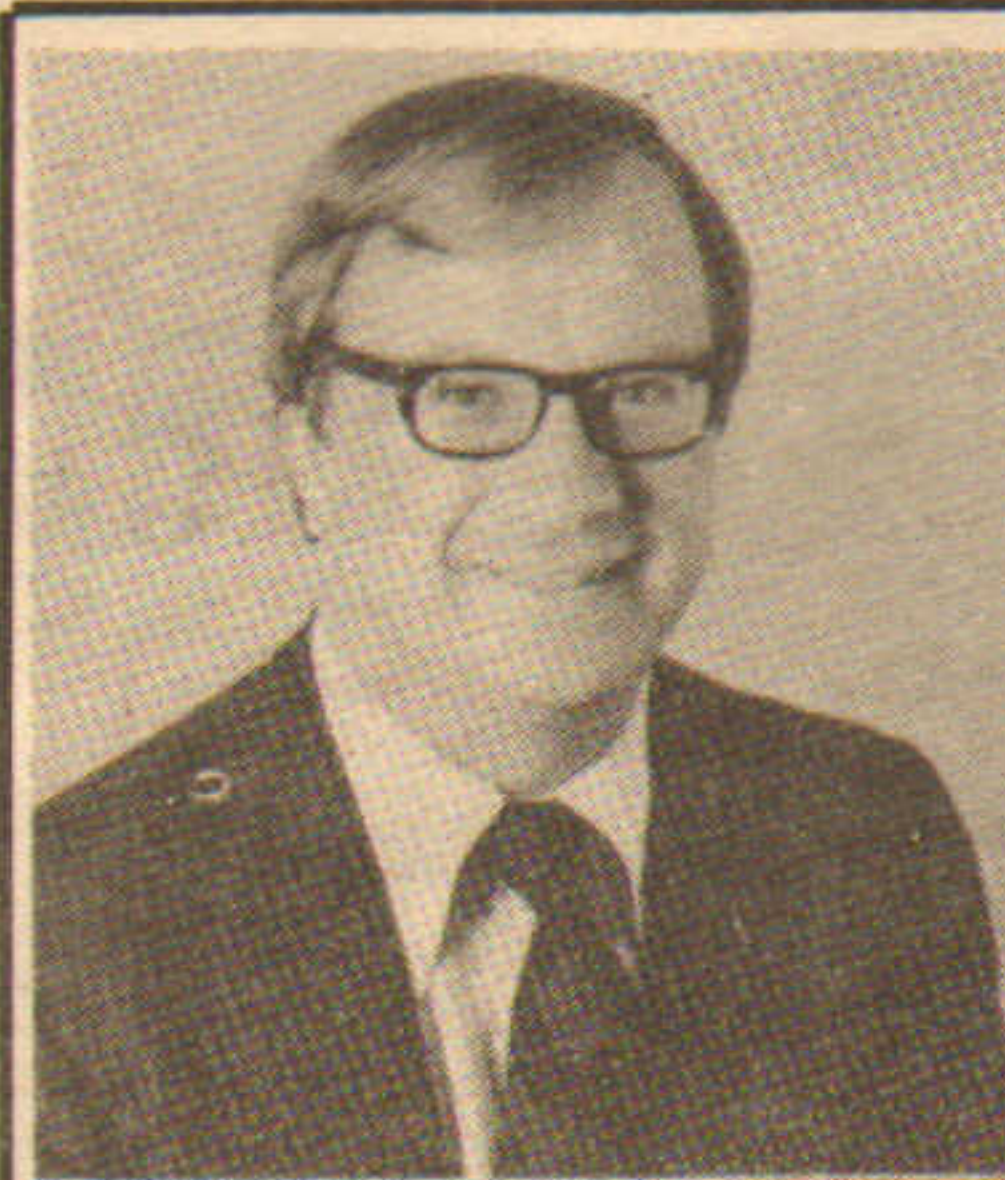
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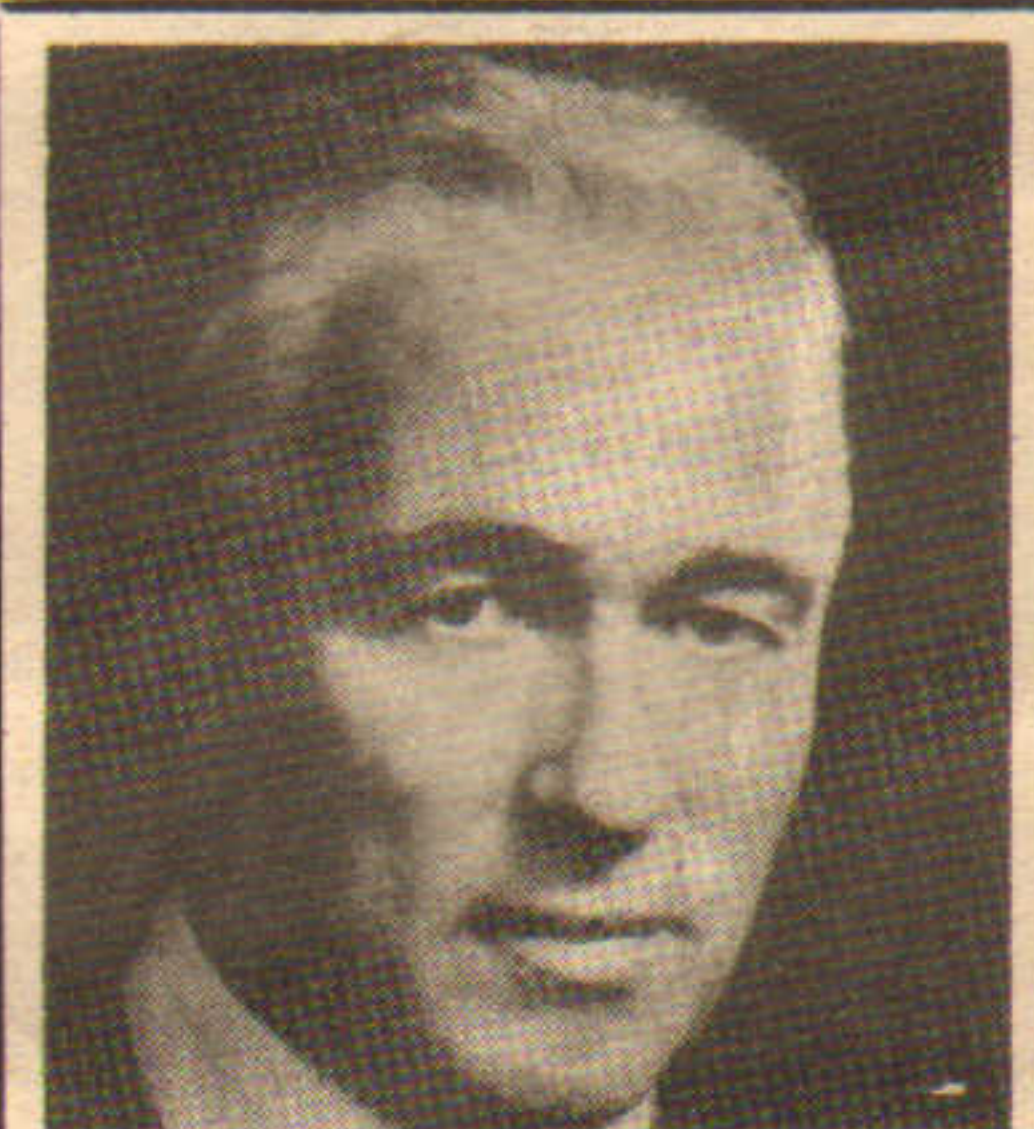
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