New England Real Estate Journal

1985 Annual Review | Supplement of the New England Real Estate Journal | december 31, 1985/36 pages

1985 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

Boston Affiliate
The Office Network Inc.

Individual
Member

FOR LEASE



104,000 Square Feet
The Westborough Office Park
Westborough, Massachusetts

- Four-story office building offers 104,000 square feet of distinctive office space in a truly magnificent setting.
- Third building of a twelve building, master planned development.
- Located in a wooded environment at the interchange of I-495 and Route 9. Easily accessible to Mass Pike and I-290.
- Tenant amenities include full service cafe offering breakfast and lunch; shower and locker room facilities; 24-hour security; loading docks.
- Corporate neighbors within the Park include Blue Cross/Blue Shield, Digital Equipment Corp., Mitchell Systems, Burger King, TRW, Inc.

For further information please contact Christopher P. Tosti, Leggat McCall, 367-1177.

LEGGAT McCALL

Leggat McCall & Werner, Inc., Office & Industrial Real Estate Services
Exchange Place, Boston, MA 02109-2809 617-367-1177

JANUARY

Aberthaw Const. designes/builds 200,000 s/f for LTX Corp in Westwood, Mass.; $13 million project for Glacier Co.

Claremont Financial Services acquires 167 unit Southwood Apts. in Amherst, Mass. from L. Cohen, R. Leclerc, D. Elder.

Peter Brown of Peter Elliot & Co. leases 20,000 s/f at Waverly Oaks Park, Waltham, Mass. to Computer Design.

S. Konover, H. Gampel, B. Fischman start 104,000 s/f Commerce Center offices on Conn. River, East Hartford.

Julia Freedman names C.W. Whittier agent for renovated Windsor Bldg., Boston; 60% of 120,000 s/f already leased.

Peabody Const. builds 84,000 s/f air cargo building at Logan Airport for King Interests; T-A-M-S architect for $3.5m site.

S. White & G. Vervet of Carlson Commercial broker $305,000 sale of 15,000 s/f in Lynn for Demakes Realty to Minton Bldg.

Equitable Life Assurance acquires Bank of Boston building for $363m; T. Harwood & G. Clagett handle 1.4 million s/f sale.

Jack Kerrigan of Leggat McCall & R.W. Holmes lease 16,212 s/f at Point West Place, Framingham, for Hines Ind. to WVJV. T.V.

A. Itzkan of I&Q Realty & S. Hoffstedt of Conway Co. Ltd. cobroker $2m Back Bay building for Triad Dev. to Swiss Properties.

Richard Lannan of Dube, Cabral & Co. sells $850,000 Nashua building: 25,000 s/f, 36 apts., with Terri Reffi of Dube Realty.

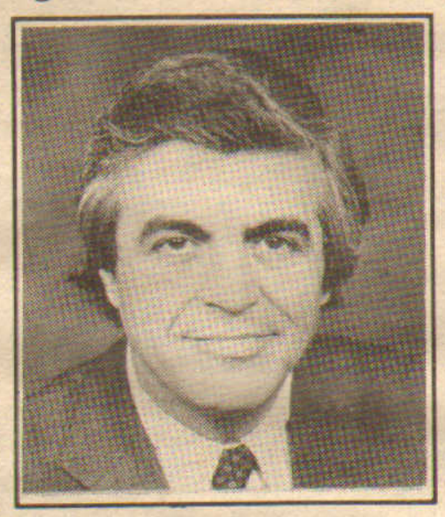
Cahners & Co. buys 85,000 s/f office-rental buildings in Framingham from A. Bonazzoli & Sportswear Store for $2.85m

Rauseo & Co. brokers $1.8m 120,000 s/f South Boston industrial site for Milin Realty to Patriot/Reading Associates.

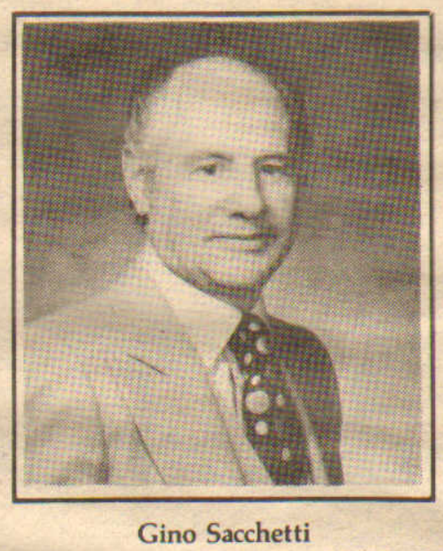
James Ryan & Co. sells $7.3 Miss. mall for MaceRich-Provident Life to DeMatteo Const., Quincy, Mass. with Robert Lamm Co.

Fowler, Goedecke, Ellis & O'Connor arranges $12.5m for Dascomb Research Park, Andover, Mass.; 135,000 sq. ft.

ComFed Realty Credit provides $3.52m to Evergreen Resources for 2 North Andover Office Park properties.



Donald Moulton
MEREDITH & GREW



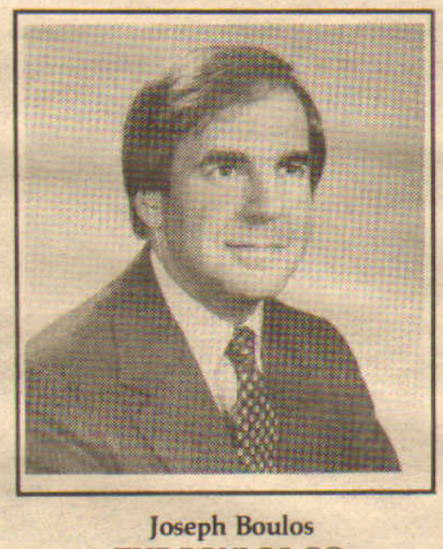
Gino Sacchetti
GINO SACCHETTI ASSOC.



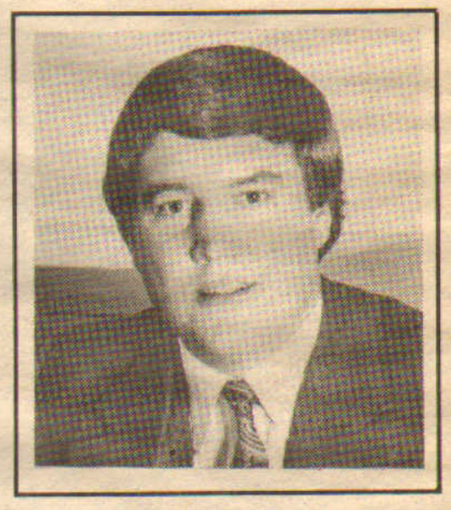
Michael Konover
KONOVER & ASSOC.



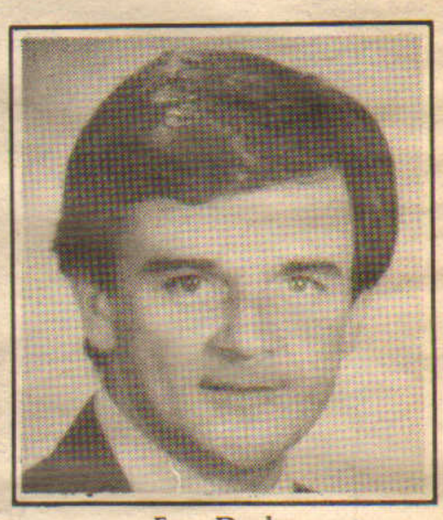
Joseph Bettencourt
CAMPANELLI INC.



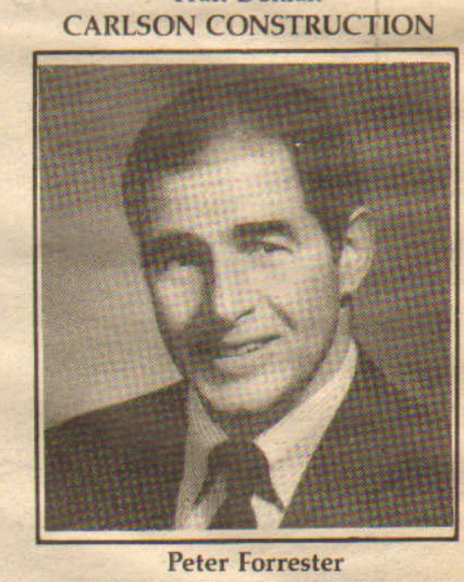
Joseph Boulos
THE BOULOS CO.



Mark Dickinson
DICKINSON DEV. CORP.



Fran Donlan
CARLSON CONSTRUCTION



Peter Forrester
CABOT, CABOT & FORBES



Peter Small
SPAULDING & SLYE CORP.



John O'Hearn
MEREDITH & GREW



"We shopped around. Found the right house. Found the right mortgage, too.

At The Boston Five."

Finding the right house at the right price is usually the result of hard work and good luck. Fortunately, finding the right mortgage at the best rate can be quick and easy.

That's because the people at The Boston Five have the knowledge and the experience to create a mortgage that suits *your* needs, and they are committed to taking the hassle out of home-buying.

For example, The Boston Five has established a statewide network of loan centers, making their expertise and knowledge available to every Massachusetts resident. Which is why The Boston Five continues to be one of the state's leading residential lenders.

So, whether it's a new home, condominium, vacation home, or investment property, let The Boston Five help you. With adjustable or fixed rate mortgages. VA or FHA loans. Even refinancing.

You don't need "luck" to find the right mortgage. You need The Boston Five on your side.

The Boston Five Member FDIC EQUAL HOUSING LENDER

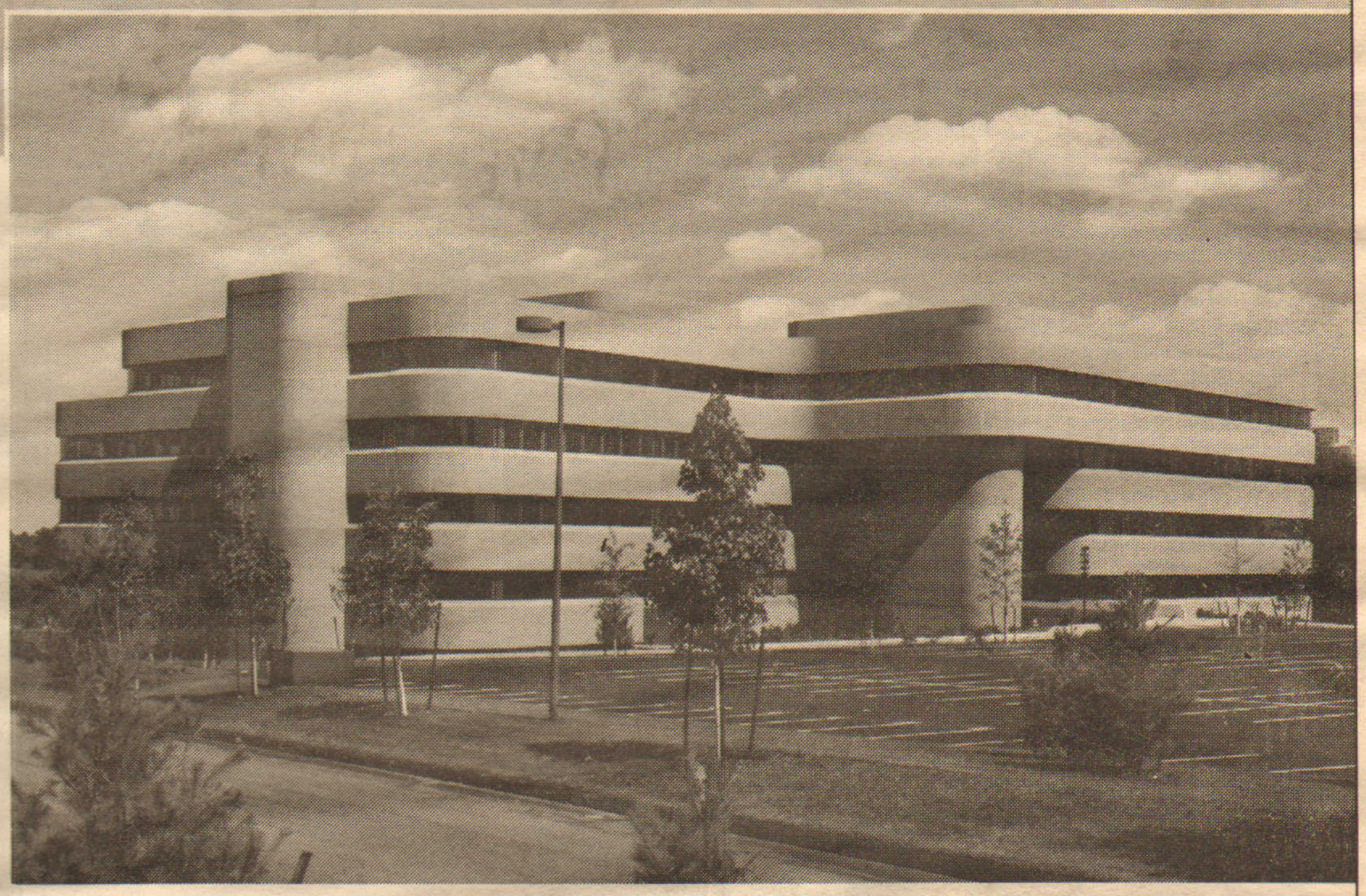
10 School Street, Boston 742-6000



"Come to The Boston Five. We're on your side."

Bob Spiller
Chairman and CEO

Burlington Business Center Two



Is one Building that has it all...

Exceptional accessibility
Dramatic architecture
Unmatched flexibility
Prestigious corporate neighbors

The second building in this handsome office complex on a master planned 17 acre site overlooking Route 128 is now available. The five-story, 145,000 sq. ft. building is elegant and unusually efficient. Each floor combines two wings of 12,000–15,000 sq. ft. connected by a dramatic four-level atrium. Here you will be surrounded by companies who demand top quality in their working environment. Tenants in Burlington include: Wang Laboratories; NYNEX; Peat Marwick & Mitchell; Toshiba America; and Tucker Anthony.

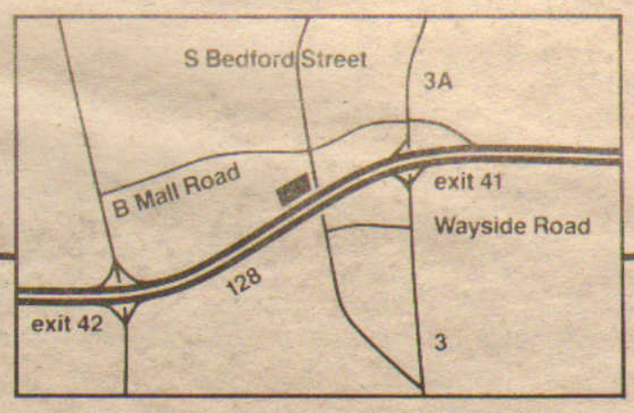
In the midst of a thriving business community only 20 minutes from Boston, with proximity to Routes 2, 3, and 93, Burlington Business Center Two also offers great visibility from Route 128. An overall emphasis on quality is evident in the selection of all building standards. Great attention has been paid to every detail to ensure the comfort, safety, and convenience of all tenants.

Come see for yourself. Compare. You will agree this is one building that has it all.

For leasing information, call:

Peter C. Forrester, Vice President
or Susan L. Houston
Cabot, Cabot & Forbes
60 State Street, Boston, MA 02109
(617) 722-8200

Cabot, Cabot & Forbes



Burlington Business Center Two • 77 South Bedford Street • Burlington, Mass.

JANUARY

Spectrum Financial places $4.2m financing for Village Mall, Methuen, Mass.; A.J. Derderian develops 93,505 sq. ft. center.

Beacon Cos. tops out $37m Embassy Suites in Boston; CIGNA financing 310 unit hotel; Jung/Brannen archt. River.

G. Mulherin of G.J. Smith & F. Maretz of Levey-Miller-Maretz cobroker $1.5m 54,000 s/f Milford, Conn. shopping center sale.

Roy Papalia of Carpenter & Co. leases 10,000 s/f in Belmont, Mass. for Locatelli Tr. to Windward Mgmt. for J. Bildner store.

D. DePree & P. Sullivan of Peter Elliot & Co. lease 24,366 s/f with J. Kerrigan of LMW at Duffy's Waverley Oaks Park.

Kay Swift of Hunneman & Co. brokers $2m sale of Milton Hill House, 45 units, restaurant, in Milton, Mass. to James Sullivan.

Mutual Development names Ryan, Elliott & Co. agent for 85,000 s/f Pinehurst Park in Billerica, Mass.

J. Davis, R. Lang & E. Conviser redevelop 23 units, 8,000 s/f stores in Boston; Arrowstreet Inc. architect for $2.7m project.

Kent Group starts 60,000 s/f $5m Kent Office Park in Warwick, R.I.; DeFelice Properties to handle sales and leasing.

P. Daly & R. Sweeney of Henry Cooke Co. broker sale of 99,840 s/f $2.75m Warwick, R.I. property to GTECH for Assn. for Lutherans.

A. Miller & R. Dellecese of Olde Forge Realty broker $4.95m Weymouth, Mass. shopping center, 126,000 s/f for Prudential Ins.

L. Buzzeo & M. Lasalandra of Pitt R.E. & R Gretsch of A. Ashforth cobroker 62,000 s/f Trumbull, Conn. lease to Electrolux.

D. Pergola & J. Flaherty of Meredith & Grew lease 31,000 s/f for Boston Properties to Sprague Electric for HQ in Lexington, Mass.

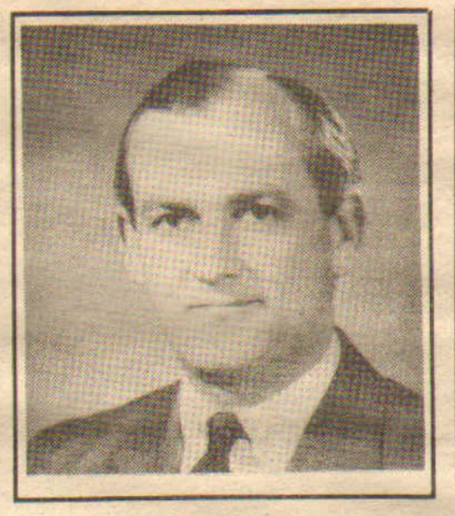
B. Jenkins of Codman Co. leases 15,000 s/f in Easton, Mass. for Hoag Construction to Marine Optical, Inc.

CLC Properties develops 110,000 s/f $11.5m Day Hill Corporate Center in Windsor, Conn.; Newman & Shadford architect.

C. Traub & D. David of Cushman & Wakefield broker $4m 600,000 s/f New Britain, Conn. site to J. Amodio Moving for new HQ.



Stuart Pratt
HUNNEMAN COMMERCIAL



Robert Cronin
CRONIN & CO.



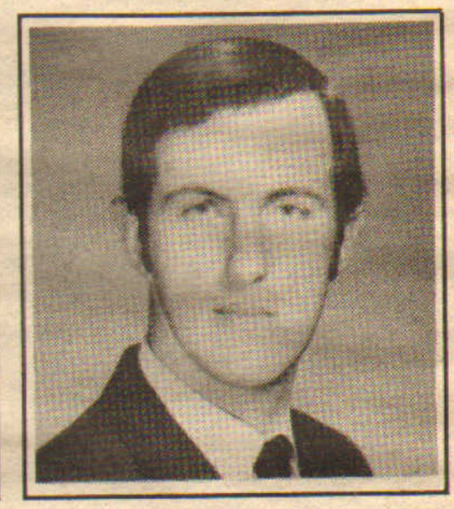
Earl Wason
GRIBBEL, WASON & JONES



Daniel Seppala
SEPPALA & AHO



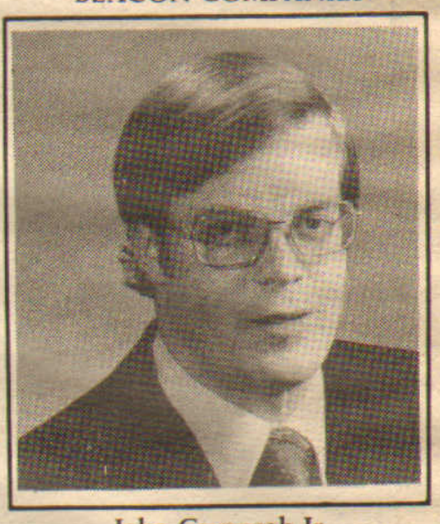
William Kellar
WILLIAM KELLAR, INC.



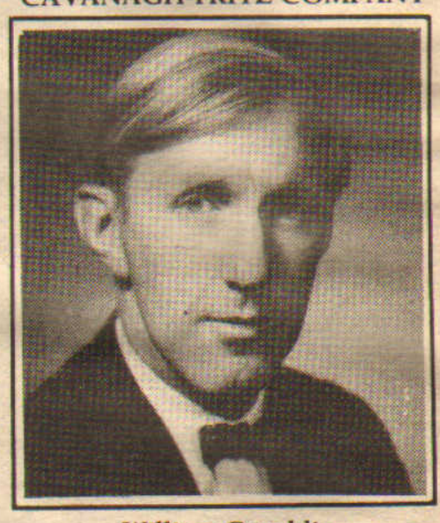
Duff Ramsey
DUANE HILLIS CO.



Norman Leventhal
BEACON COMPANIES



John Cavanagh Jr.
CAVANAGH-FRITZ COMPANY



William Coughlin
RYAN, ELLIOTT & COMPANY



Carl Barron
PUTNAM FURNITURE

Real Estate Consulting
Development
Restoration
Construction
Financing
Marketing
Management

SPAULDING & CO INC
Newton Lower Falls • Massachusetts 02162 • 617-244-5000

On your way to the top, it's nice to know one company knows the way.

New England is filled with successful corporations, partnerships, financial institutions, real estate developers and large and small business organizations whose real estate needs have been met through the insight of one rather special company.

1985 was a banner year for The Codman Company.

Today, The Codman Company is a sophisticated, multi-faceted firm of 200 people, each of whom makes a special contribution to our strength as a corporation. As an innovator and leader in the real estate industry, we are consistently involved in quality real estate ventures, including some of the most exciting projects being developed in New England. Our long record of proven achievement has earned the respect of our competitors and the confidence of an ever-increasing list of satisfied clients.

Wrapping up '85 at this rate, we're opening up '86 with great expectations.

THE Codman COMPANY, INC.

FEBRUARY

Beal Cos. sells Batterymarch Bldg., Boston, 250,000 s/f, to Hamilton Realty for $36m; bought 3 years ago for $8m.

Hunneman Comml. leases floor at rehabbed Channel Realty Boston building to Olympic Int'l. Bank with Independence.

M. Cochran & J. Stout of Farley Co. sell $1m 154,000 s/f Fafnir plant, New Britain, to CFM Realty, Hartford.

E. Arnold of Peter Elliot & Co. completes leasing at 30,000 s/f offices in Newton with three new tenants.

S. Katz of Realty Systems sells $1m Worcester building for Worcester County Institution for Savings.

David Pergola of Meredith & Grew leases 165,000 s/f in Bedford, Mass., to Mitre Corp.; developed by Trammell Crow.

Spaulding & Slye, Meredith & Grew lease 53,000 s/f at Northland's Atlantic building to Goulston & Storrs.

C. Detwiller of Leggat McCall leases 80,000 s/f at Marlboro Ind. Park to Digital Equipment Corp.

Charter Dev. opens 450,000 s/f Cedar Hill Business Park, Marlboro; Neelon Cos. agent; Cooper LaserSonics takes 75,000 s/f.

C. Detwiller of Leggat McCall leases 100,000 s/f to Apollo Computer at Tambone's Chelmsford Office & Research Park.

Brookside Assoc. builds 92,000 s/f in Norwood; R.M. Bradley leasing and managing; Symmes Maini & McKee architect.

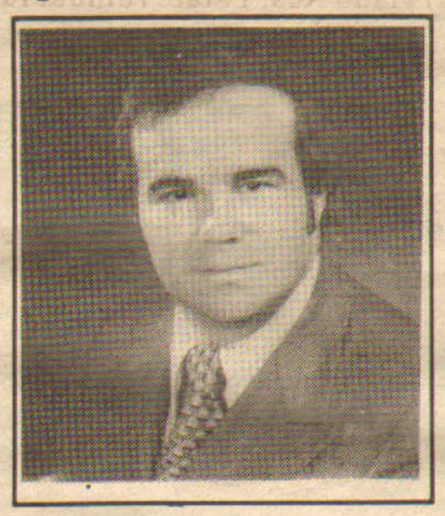
OTP Group appoints Finlay Co. to market 45,000 s/f Merrimack Technology Park in New Hampshire.

Fowler, Goedecke, Ellis & O'Connor places $32.5m mortgage for N.E. Life-Codman Pilgrim's 266,000 s/f Back Bay offices.

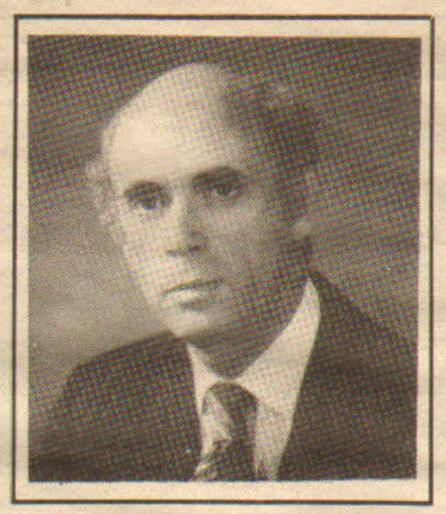
Omni Funding arranges $42.5m loan for Cohen Properties' 1,020 unit Waterview Apartments in Framingham.

Spectrum Financial places $2.15m mortgage for Franchi Cont.'s 30,000 s/f University Office Building in Natick.

H. Lotman brokers sale of 60,000 s/f Brighton office building for OTIC Realty to Ronex Corp. for $3.45m.



Richard Ferland
FERLAND COMPANY



Bruce Beal
BEAL COMPANIES



Judy Tinkham
TINKHAM REALTY



James Marshall
WM. R. WARBURTON AGENCY



Peter Brown
PETER ELLIOT & COMPANY



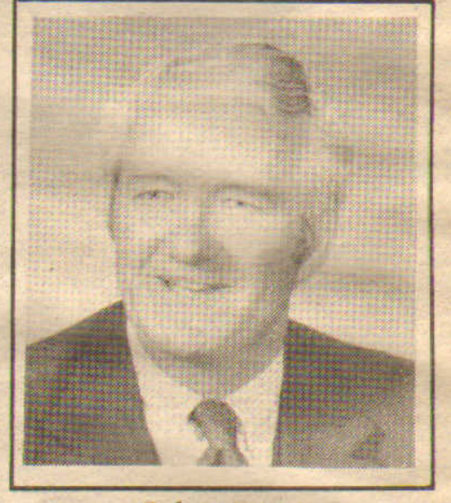
William Finard
FINARD COMPANY



Terry Cook
AMERICAN TITLE INS.



Richard Smishkiss
ST. JAMES PROPERTIES



Robert Britton
R. I. HOSPITAL TRUST



Ned Hobbs
ALBERT B. ASHFORTH, INC.

177 MILK STREET

Rarely do we have the opportunity to offer space in one of Boston's most striking buildings. The Grain Exchange Building was designed by Shepley, Rutan and Coolidge and was constructed in the early 1890's. The impressive granite block exterior is elaborately detailed and reflects a creative craftsmanship that could not be duplicated today. It is an office building of unmatched character that has been enhanced by modernization and dramatic interior architectural treatments.

IMMEDIATELY AVAILABLE
5,000 to 6,951 square feet of office space located on the 6th floor.
$23.00 per sq. foot - net electric

Unique space planning is made possible through the use of natural light from numerous windows, graceful Gothic columns, vaulted ceilings, and expansion capabilities through the discreet use of elegant mezzanines.

For further details, contact:
John Gregg-Tim Fife





THE BEAL COMPANIES

15 Broad St., Boston, Massachusetts 02109
617 742-1500

3M SILVERLUX FLUORESCENT REFLECTORS TURN ON ENERGY: SAVINGS AND TURN OFF HIGH LIGHTING COSTS.



Silverlux Fluorescent reflectors offer a revolutionary new way to cut your lighting costs in half.

REMOVE HALF OF YOUR LAMPS

By installing Silverlux fluorescent reflectors you can remove as many as 50% of your fluorescent lamps currently in use.

Silverlux fluorescent reflectors are made with a silver film from 3M that has 95% reflectivity—the highest reflectivity of any material available. So even with half of the lamps removed you get nearly the same amount light.

AND CUT LIGHTING COSTS BY 50%

The result of removing half of the fluorescent lamps should come as no surprise.

Remove half of the lamps and you cut your lighting costs in half as well.

WITHOUT SACRIFICING GOOD LIGHTING LEVELS

Silverlux reflectors cut costs while still maintaining optimum lighting levels and a "fully lamped" look.

PAYBACK IN 1-2 YEARS

Silverlux reflectors do such a good job trimming lighting bills that they generally pay for themselves in 1-2 years.

EASY TO INSTALL

Silverlux fluorescent reflectors install easily in **existing fluorescent** fixtures.

BUILT TO LAST

Designed to withstand aging, Silverlux reflectors **are** UL approved. And the reflective performance is warranted for seven years by 3M. So if you're looking for a new way to solve an old problem. Namely the high cost of lighting. Contact us today for more information on Silverlux fuorescent reflectors.

FOR A DEMONSTRATION, CONTACT YOUR LOCAL DEALER.

In Connecticut & New York: Elmore Associates, Inc. 67 Woodland Street Manchester, CT 06040 (203) 647-1411 (CT) 1-800-437-0052 (NY)	In Rhode Island & Massachusetts: New England Sun Control, Inc. 25 Thurber Boulevard Smithfield, RI 02917 (401) 232-2300 (RI) (617) 367-1302 (MA)	In New Hampshire, Vermont & Maine: The Kiley Company 119 Old Turnpike Road Concord, NH 03301 (603) 224-8468 (NH)

FEBRUARY

Financial Resources places $6.2m permanent to 347 Congress St. Ltd. Prsp. for 88,781 s/f Boston offices.

Codman Co. leases 31,130 s/f at 200 Newport ave., Quincy, to USF&G for Dickinson Dev. and Macomber Dev. Assoc.

P. Moses of Peter Elliot & Co. leases 20,000 s/f to five tenants at 545 Boylston st., Boston.

M. Miano brokers $1.5m sale of 84 room Howard Johnson Motel in Est Hartford for I. Pleszko & A. Reposi to three.

Aladdin Inv. Mgmt. brokers $11.2m sale of 360 Salem, Mass. apartments; Lester Morse Co. places $9.5m financing.

R. Schaye of Ryan, Elliott & co. brokers Woolworth Bldg., Boston, sale for Franklin-Washington Assoc. for $15m.

Meredith & Grew and R.M. Bradley lease 42,000 s/f Park Sq. Bldg. offices to Liberty Mutual for Boston Co., Beal-Gorin.

Schuster Co. completes $14.57m mortgage for L. Farese's 189 condos in Medford with Guaranty-First Trust Co.

A. Cook of C.W. Whittier leases 85,000 s/f at HarborSouth in quincy to Blue Cross-Blue Shield.

Gerald Fineberg buys 150 Causeway st., Boston, from P. Mannos, W. Smith, R. Linnell for $22m; 500,000 s/f.

S. Murphy of The Codman Co. handles 30,868 s/f lease for Equitable Life to Codex Corp. on Fobes blvd. in Mansfield.

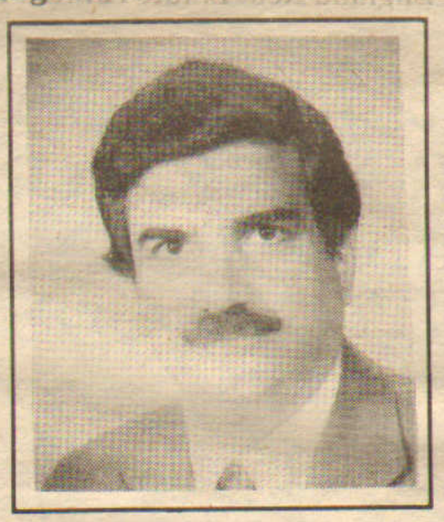
Bay Colony Prop. tops off 280,000 s/f Corporate Center in Waltham; Leggat McCall leasing; Sasaki archt.; Chase loan.

R. Hanigian of Norwood Group finds Marlboro site for Superior Print's 25,000 s/f plant; sold by Assabet Realty.

J. Fagan & J. Dunne of Coldwell Banker represents LFE Corp. sale-leaseback of 115,000 s/f in Hamden, Conn.

Gunn Commercial R.E. sells Groton Shopping Center in Conn. to Groton Plaza Assoc.; 10 acres for $4.2m.

Gutierrez Co. names C.W. Whittier agent for 20,000 s/f Middlesex Office Place in Malden designed by Vitols Assoc.



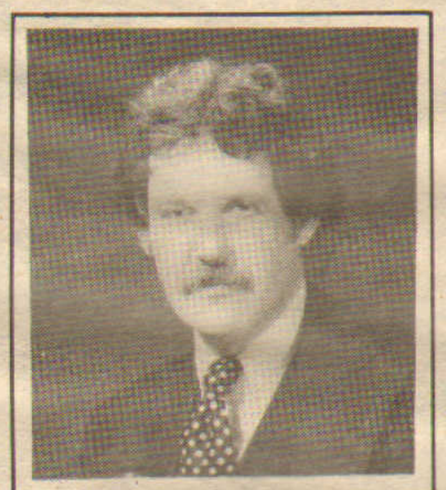
Arthur Lagios
HARVEY CONSTRUCTION CO.



Dan Jones
GRIBBEL, WASON & JONES



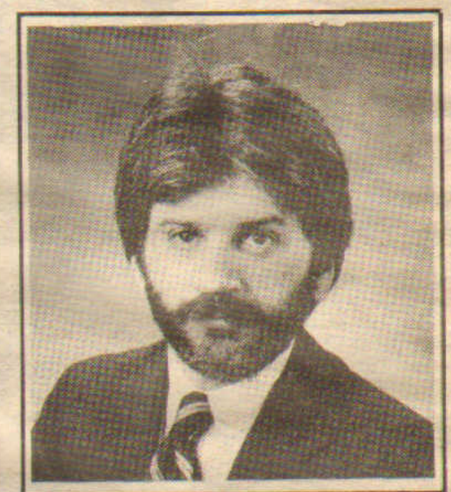
John Sousa, Jr.
COMMONWEALTH MRTG. CO.



Richard Carlson
CARLSON REAL ESTATE CO.



Cary Tarpinian
KURT SARACEN REAL ESTATE



Stephen Press
PRESS PROPERTIES

THE BEAL COMPANIES

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APPRAISALS

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PROPERTY MANAGEMENT

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LEDGEMONT TWO
LEXINGTON, MASSACHUSETTS

51,000 SQUARE FEET
AVAILABLE MAY, 1986



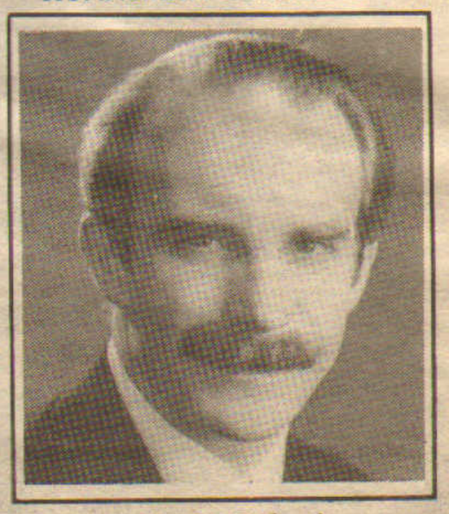
Norman Levenson
THE COPLEY GROUP



Harold McKenna
BOSTON MORTGAGE CO.



Richard Lundgren
HUNNEMAN COMMERCIAL



Charles Richards
STOP & SHOP COMPANIES

ONE YEAR AGO

TODAY

SMALL IS BIG.

Results count. In just two years, The Leggat Company, Inc., with only seven employees has sold and leased a total of 1.4 million square feet of space and 180 acres of land in the suburban and downtown markets.

We've also been appointed exclusive leasing agent for more than a million square feet of commercial/industrial space and over 900 acres of industrial land.

We're a small company that gets big results. We can turn around fast to meet your needs...no matter how large or complex the transaction. Let a small company make a big difference for you.

The Leggat Company, Inc.
27 State St., Boston, Ma. 02109 617 • 227 • 4848

SMALL IS BIGGER.

Results count. In three years, The Leggat Company, Inc., with only seven employees has sold and leased a total of 2.1 million square feet of space and 900 acres of land in the suburban and downtown markets.

We are currently the exclusive agents for over 770,000 square feet of commercial/industrial space and 210 acres of land and another 700,000 square feet to be built.

We're a small company that gets big results. We can turn around fast to meet your needs...no matter how large or complex the transaction. Let a small company make a big difference for you.

The Leggat Company, Inc.
27 State St., Boston, Ma. 02109 617 • 227 • 4848

MARCH

Peter Elliot & Co. agent for 50,000 s/f Harvardview offices in Boston built by Hertiage Assoc.; $4.75m project.

A. Lewis and R. Banker name Hunneman Inv. Mgmt. to manage 88,000 s/f in Boston purchased for $7.2m.

R. Bens of Acton R.E. brokers $2m 24 acre former racquet ball club site in Acton to Dawson Dev. Corp.

E. Golden of Slate Co. sells $1.245m Quincy block, 13,270 s/f to P. Kelly for B. & S. Roberts, A. Feinerman, G. Widett.

R. Conrad of Coldwell Banker brokers 41,274 s/f offices at Accord Pond Park, Norwell for $2.6m in three separate deals.

S. Thomas of SPT Assoc. brokers $3.3m six building sale for Robert Webster to Liberty Group in Andover, Mass.

Farley Co. leases 50,000 s/f at Capital West Office Center, Hartford, to Conn. Mutual Life Insurance Co.

Mirrione Dev. starts $3.3m 72 unit apartment in Brockton: Koretz & Assoc. architect; People's Savings Bank loan.

H. Brauer & P. Bryson of Spaulding & Slye lease 33,172 s/f at Cambridge Park for Spaulding & Slye to Infocom, Inc.

Spectrum Financial arranges $16m for Apple Hill Assoc.' 112,000 s/f offices, 76,000 s/f retail space in Natick.

Boston Mortgage places $6.35m financing for Ram Dev.'s 73,719 s/f Citicorp Park in South Portland.

R. Currier of Dobroth & Fryer leases 19,981 s/f at Wannalancit, Lowell, to Univ. of Lowell and Interactive Syst.

Nordblom Cos. leases 90,000 s/f at Drum Hill tech. Ctr., Chelmsford, to Wang Labs; Erland Construction contractor.

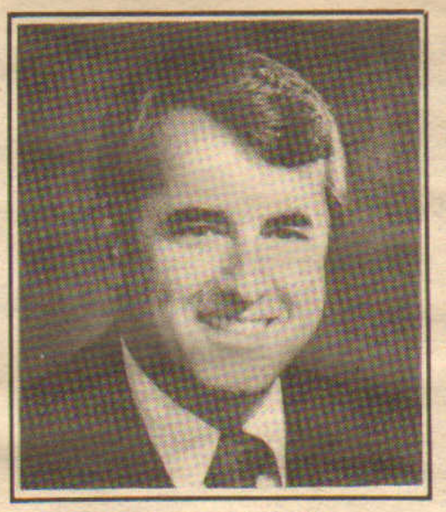
BCA, E. Conviser, J. Davis & R. Lang start $3m Boston rehab for 32 condos and rentals; Arrowstreet archt.; U.S. Trust loan.

J. Wallace of Peter Elliot & T. Fennessey of CSI lease 10,000 s/f for Gill Realty to CW Graphics in Holbrook.

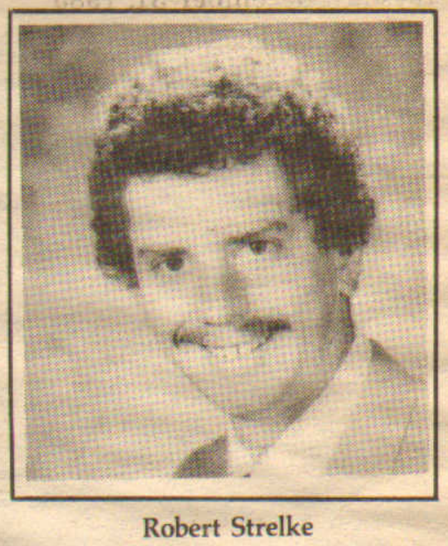
G. Nugent of Leggat McCall & H. Hunsaker of T.R.E.C. cobroker 11,688 s/f lease for Dupree Assoc. in Lexington.



Aaron Brown
R. W. HOLMES CO.



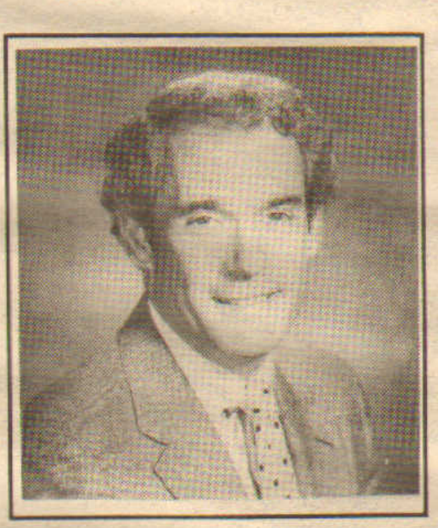
John Peckham III
PECKHAM BOSTON CO.



Robert Strelke
R. W. HOLMES CO.



Anthony Zifcak
ZIFCAK REALTORS



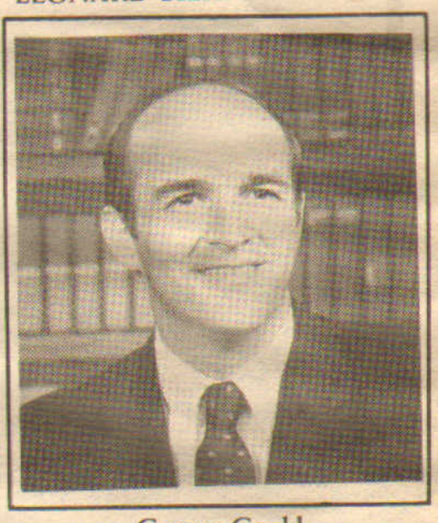
Henry Kates
KATES PROPERTIES



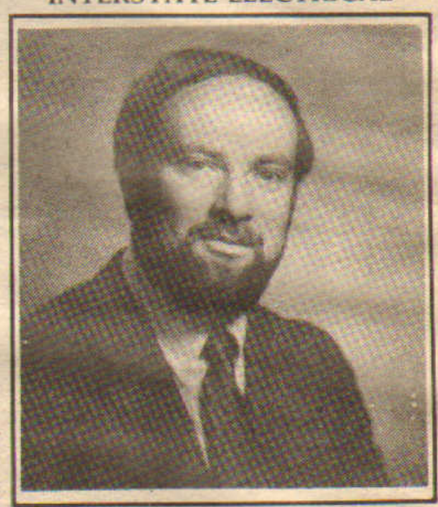
Susan Conway
CONWAY REAL ESTATE DEV.



Leonard Bierbrier
LEONARD BIERBRIER ASSOC.



George Gould
INTERSTATE ELECTRICAL



Michael Monks
MONKS & CO. INC.



Dennis McMullen
CONSUMER VALUE STORES

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If you've resolved in 1986 to improve
your real estate portfolio through purchase,
sale, consolidation or exchange,
you'll need the services of a qualified real estate professional.
A knowledgeable, experienced broker who can ensure that
you'll receive the information you need
in language you can understand with alternatives and options
that meet your requirements, goals and dreams.
A broker from Gribbel, Wason & Jones, Realtors.

At Gribbel, Wason & Jones our services include the brokerage of:

hotels and motels

investment real estate

commercial and residential land for development

outstanding and unusual condominium developments

We also offer specialized services
including buyer representation and real estate consulting.

Back up your 1986 resolution with a call to:

Gribbel, Wason & Jones

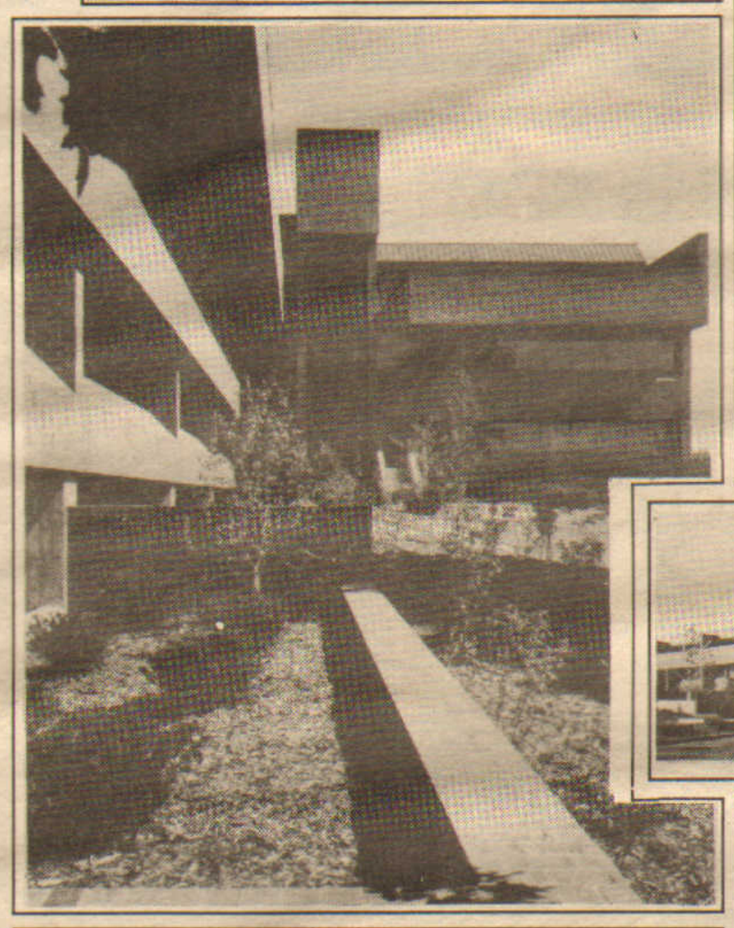
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Junction Routes 16 & 302, Glen, New Hampshire 03838 · 603-383-6857
111 Commercial Street, Custom House Square, Portland, Maine 04101 · 207-871-7575

DEVELOPING BUSINESS SOLUTIONS

Corporate decision-makers face a difficult task as they assess the many factors that influence the future expansion of a company. Kurt Saracen is recognized as an innovator in real estate development for implementing a distinctive style in the creation of commercial office solutions. We offer the dynamic expertise in development, construction and property management to address the challenge of long-range growth planning.



Kurt Saracen will build to suit according to a client's needs.



Red brick pier construction and the use of unusual geometric angles, overhangs, atria and reveals, as seen in this building at 333 Elm St. in Dedham, MA, are a hallmark of Kurt Saracen properties.



Norfolk Place in Dedham is prominently visible from Route 128.

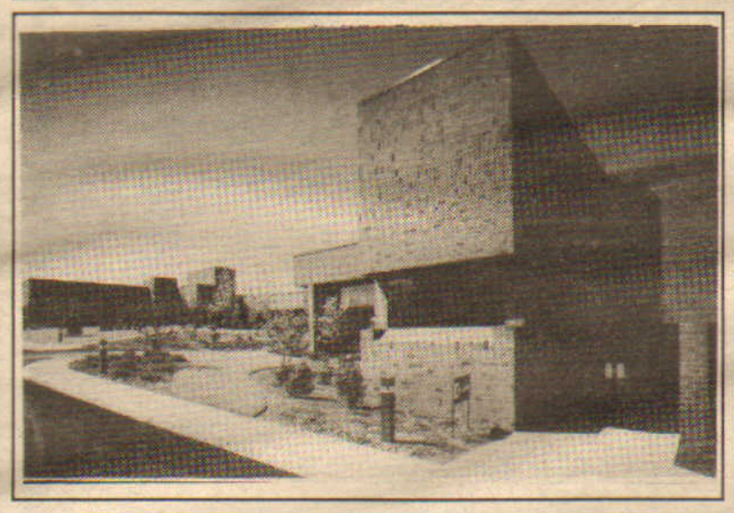


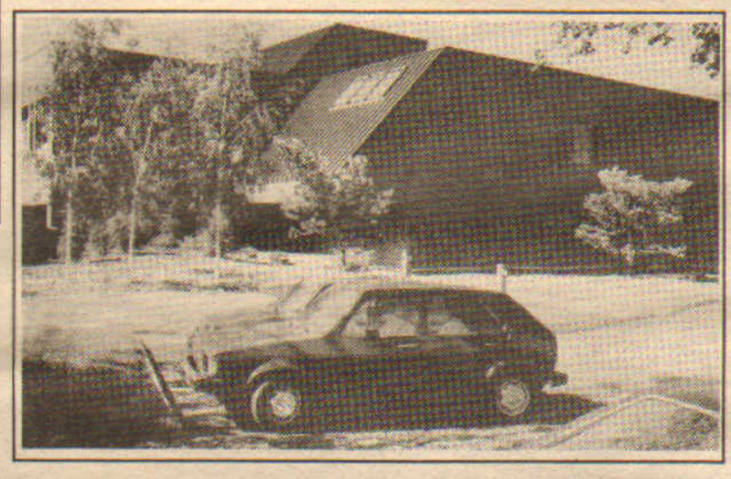
Site selection and development involves planning for human resources requirements such as the open and multi-level parking built for 7 Wells Avenue in Newton.



Distinctive quality of design and construction is a Kurt Saracen trademark that has become a standard for dramatic, contemporary office property.

Through the application of the adaptive reuse concept, industrial properties have been transformed into exceptional office developments like the 128 Technology Center.





River Park in Needham was developed to respond to smaller client requirements.

199 Wells Avenue in Newton utilizes varied architectural lines and nuances to reflect the character of the natural surroundings.



KURT SARACEN
REAL ESTATE DEVELOPERS

57 Wells Avenue
Newton Centre
Massachusetts 02159
(617) 965-8030

MARCH

Amity Assoc. completes 30,000 s/f Amherst, Mass. offices designed by Gillen Prsp.; K. Stefan leases to Valley Health.

F. Schaeffer gets $2m IRB for business center in Danvers; E.R. Racek Assoc. archt. for turn of century village.

N. Fairfield of Coldwell Banker leases 15,000 s/f for Triton Ind. at Park Plaza in Framingham.

Northland Inv. & Lazard Freres buy 13 Portland office bldgs., 234,000 s/f, from Ram & Co. for $15.8m; Travelers Ins. loan.

C. Kenny & E. Bacon of C.W. Whittier sell $1.31m Back Bay bldg. for Mass. Gen. Hosp. to B. Libert of Milestone Assoc.

G. Melanson of Chase Group brokers $4m sale of 80 apartments in Abington for Kingswood Realty to Sullivan & Co.

Rosenshein Assoc. starts $5m 350,000 s/f Hamden, Conn. recycling; former manufacturing site to multi-use center.

Linpro Co. begins work on $7.6m phase two of RiverBend Executive Park, East Hartford; Farley agent for 76,314 s/f.

Dorman & Wilson places $50 permanent financing for First Stamford Place with Aetna Realty Investors.

P.J. Stella Const. contractor for 148,000 s/f Timberland HQ in Hampton, N.H.; JSA architect; Nightingale roofing.

J. Corcoran & Co. & E. Darman Co. lease 80,000 s/f at Southboro Office Park to Bytex; B. Grean of Leggat broker.

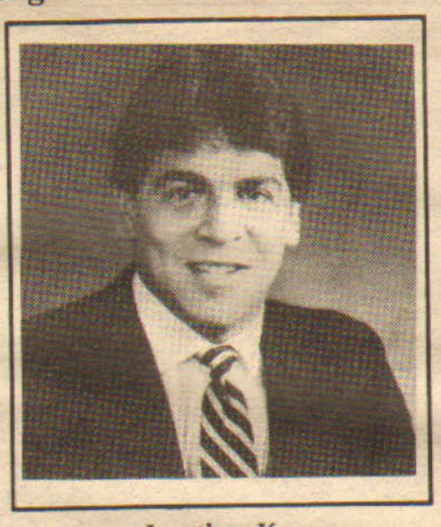
M. Marks of Hurwit & Simons sells 31 units in Windsor Locks, Conn. for A. Dalene to partnership for $1.15m.

S. Conant of R.M. Bradley & S. Pratt-P. Benke of Hunneman Comml. lease 38,000 s/f for J. Salah at Centennial, Peabody.

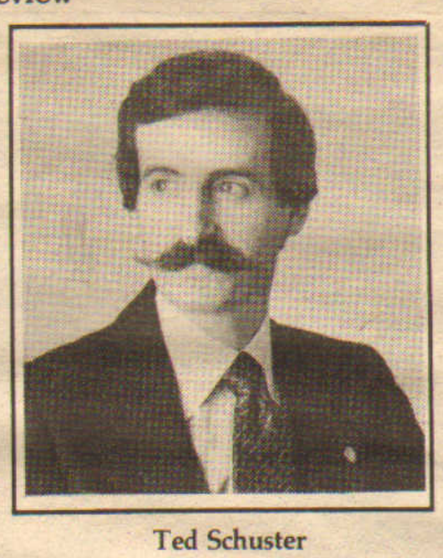
Newport Building Corp. names Leggat McCall agent for 97,000 s/f Newport Office Park in North Quincy.

$6.6m Boston Five loan to McCourt Co. & Niles Co. for 158 unit Edgewater Place condos in Quincy; Welch Group contractor.

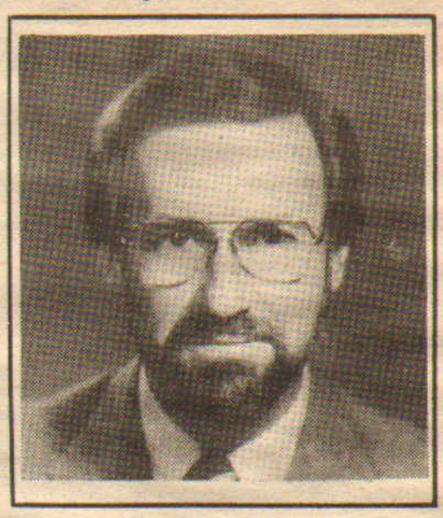
OTP Group names Ryan, Elliott of R.I. agent for 45,000 s/f Lincoln Technology Park in Lincoln Technology Park in Lincoln, R.I.



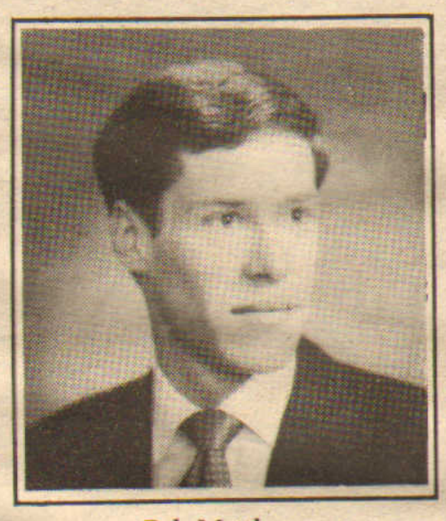
Jonathan Kay
THE KAY COMPANIES



Ted Schuster
THE SCHUSTER CO.



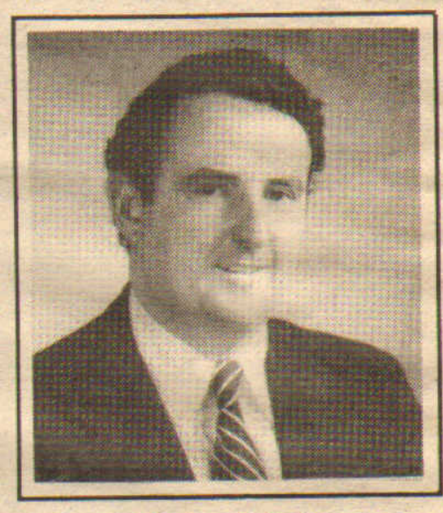
William Farley
FARLEY COMPANY



Bob Matthews
CONNECTICUT FACTORS, INC.



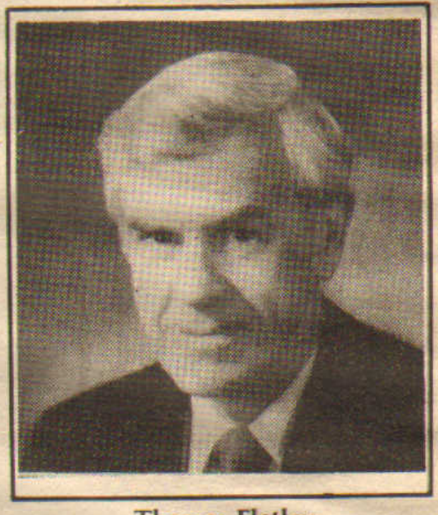
Arnold Kahn
CARPENTER & COMPANY



Kevin Phelan
MEREDITH & GREW



Edward Freda
PEOPLES SAVINGS BANK



Thomas Flatley
THE FLATLEY COMPANY



Edward Roberts
C. W. WHITTIER, INC.



Dom Saraceno
KURT SARACEN REAL ESTATE

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20,400 Sq. Ft.

Hudson: For Lease - includes 2,000 sq. ft. of office, sprinklered, 2 loading docks, close to major highways, new construction.

Prime Office

Nashua: For Lease - up to 26,000 sq. ft. available, excellent visibility from F. E. Everett Turnpike, ample parking, located off Northeastern Boulevard.



176,000 Sq. Ft.

Portsmouth: For Sale or Lease - includes 16,000 sq. ft. of office (A/C), sprinklered, 15 loading docks, 33 acres of land, 500 car parking, close to I-95.

31,000 Sq. Ft.

Derry: For Lease - includes 3,000 sq. ft. of office, sprinklered, 4 loading docks, 2 drive in doors, 16' ceiling height, new construction, close to I-93.

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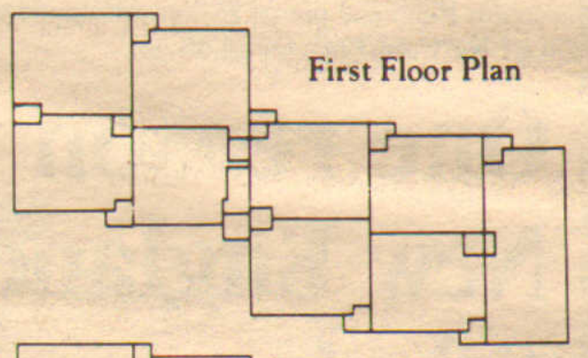
Westford Office Park

Westford Office Park offers first class office space to the client who desires to be located near Route 495 in the Northwestern suburban market. The building which contains 59,200 sq. ft. is divisible to 2000 sq. ft. and provides for individual exterior signage, multiple atrium entrances and individual tenant restrooms. Ample parking and efficient gas heat are also provided.

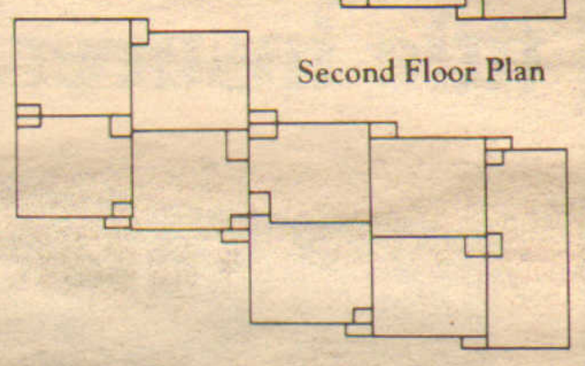
Close by is the Westford Regency Inn and conference center with restaurant, convention and banquet facilities. Neighbors include Digital Equipment Corporation, Intel, Mass Comp and Apollo Computer. The Westford Office Park is a quality alternative for the small as well as large client desiring a Route 495 location.

Developer
Burke, Schaab and Guaraldi

Location
239 Littleton Road • Exit 32 on Route 495 • 1/4 mile from New Westford Regency Hotel • Visibility to Route 495 • Office Park Environment



First Floor Plan



Second Floor Plan

Building
Total 59,200 square feet • Available 2000 sq. ft. suites and larger • Ample free parking • Individual tenant restrooms • Individual exterior signage • Eight individual atrium entrances • Separate Gas Heat, Electric, and Air Conditioning, roof mounted units.



Construction
Two story red brick building on steel-frame • Thermopane bronze tinted ribbon windows • First class construction

For Further Information Call
Bruce Lee or Gary Lemire

COLDWELL BANKER
COMMERCIAL REAL ESTATE SERVICES

Exclusive Agents, Coldwell Banker
80 William St., Wellesley, MA 02181
(617) 239-1855

Information contained herein has been obtained from the owner of the property or from other sources we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it.

APRIL

Meredith & Grew agent for Linpro Co.'s $7m 71,272 s/f Westboro Executive Park phase two.

ComFed Realty Credit funds $2.26m loan to L. Slen for 114,628 s/f purchase in Hamden, Conn. for Kidstuff warehouse.

Parkview Assoc. builds $10m 110,000 s/f Worcester office tower; WCIS financing; TASC architect.

LM&W and Codman Co. lease 95,395 s/f at One Financial Ctr., Boston to Colonial Management for Rose Assoc.-Metro. Life.

Peter Elliot & Co. named to manage and lease Two Oliver Bldg., Boston by Jaymont Properties; 212,000 s/f.

B. Grean of The Leggat Co. leases 73,000 s/f offices-R&D in Chelmsford for RFT Properties to Apollo Computer.

L. Rosen starts 34,000 s/f at Shrewsbury Central Park; Cutler Assoc. GC; Supercon Inc. occupies 35,000 s/f in first.

Dimeo Const. to build 240,000 s/f $43m facility for B.U. Medical Center, Boston; one of the largest of its type in N.E.

C. Dushman & V. Kudirka of Star Realty broker 18,606 s/f Framingham offices for $1.5m for Daboul & Karas Realty.

K. Barry of C.W. Whittier & R. Murphy of Coldwell Banker lease 60,000 s/f at Charles River Park to Lexington Ins.

Spaulding & Slye & Copley R.E. Advisors start 250,000 s/f 150 CambridgePark designed by Eduardo Catalano.

Congress Group starts 600,000 s/f $70m One Memorial Dr., Cambridge; Huygens & DiMella archt.; Robbins Group agent.

W. Dube & R. Cabral buy 56 unit apartment in Hudson, N.H. from PAK Rodgers for $1.568m.

Conn. National Bank provides $26m for Equity Ventures' 255,000 s/f offices and high tech space in Rocky Hill, Conn.

Merrill Lynch R.E. arranges $58m financing for 231,000 s/f mixed use, 106 apts., garage for D. Crandall in Stamford.

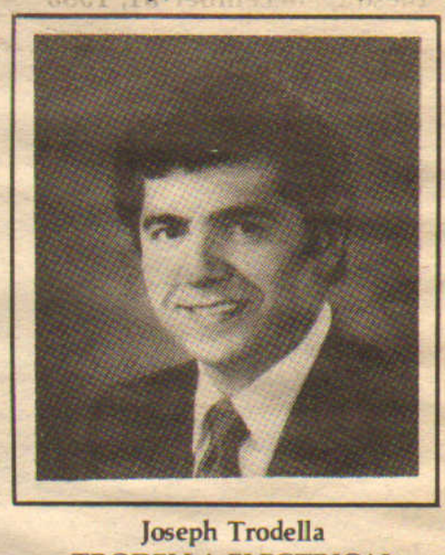
Spectrum Financial places $5.35m mortgage to Barletta Group for 65,250 s/f Norwood Park South offices.



Donald Tofias
TOFIAS COMPANY



Jack Conway
JACK CONWAY, REALTOR



Joseph Trodella
TRODELLA ELECTRICAL



Rene Poyant
RENE POYANT REAL ESTATE



Rhys Stanger
GEIGERICH MORTGAGE CO.



Dorothy Hickox
DOROTHY HICKOX, REALTOR



Richard Spaulding
SPAULDING & CO., INC.



Lawrence Bianchi
THE CODMAN COMPANY



Martin Berman
BERMAN & SON COMPANY



Skip Bronson
BRONSON & HUTENSKY

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Stamford, CT • (203) 348-9777
New Haven, CT • (203) 773-0101

*Based on difference in "direct premiums written"—1983 and 1984—as reported by companies in the Annual Statement (Form 9).

Season's Greetings and Happy Holidays To Our Friends and Clients With Our Best Wishes For A Prosperous 1986

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BOSTON, MASSACHUSETTS 02110

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100 housing units

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Professional Staff:
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Lindsay Smith Barkan
Daniel F. Clifford
Cynthia L. Hoffman
Larry R. Berger
David A. Boyarsky
Claude Howard



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APRIL

Harvey Const. to build 139,000 s/f $20m Manchester, N.H. offices for Numerica Savings Bank; REI Assoc. developer.

$31m Bank of Boston loan to R. Flier & Trammell Crow for 500,000 s/f Boston Design Center with Shawmut & State St. Banks.

R. Borden of Codman Co. handles $360,000 purchase by Miller Golf Co. of South Shore Ind. Pk. site for 50,000 s/f building.

Kearney St. Realty names Peter Elliot & Co. to manage and lease 30,000 s/f Needham offices undergoing renovations.

Beacon Ventures brokers sale of $6.25m 120 room Howard Johnson Hotel, Portland for Northern Lodging to H.J. Assoc.

R. Nahigian of Norwood Group sells Westborough parcel for 92,000 s/f $6m R&D center by Route 495/9 Assoc.

Condyne Inc. builds 30,000 s/f at Myles Standish I.P. in Taunton for Creative Eng.; South Shore Bank financing.

Ferris Co. agent for renovated 52,000 s/f 60 Temple Place, Boston, for Stanhope Development Co.; $8.5m project.

T. Cahill of Flatley Co. signs Orion Research to 170,000 s/f at Schrafft's Center, Charlestown; move from Cambridge.

J. Cavadi of Dartmouth Co. brokers $1.6m 7,800 s/f Back Bay bldg. for L. Morris & A. Minassian to Japanese firm.

J. O'Hearn of Meredith & Grew leases 92,000 s/f in Boston for Linpro Co. Mass. Dept. of Public Welfare.

William Pitt and Warwick Malkin lease 37,000 s/f at Soundview Plaza, Stamford to Equitable Relocation Mgmt.

Cavanagh Fritz leases entire 68,000 s/f offices in Hartford for RGS Assoc. to State of Connecticut.

HJP Const. completes $3.5m 45,000 s/f addition for Strehlke Co. in Needham to be leased by Consolidated Group Trust Inc.

Seppala & Aho design/build for $4.5m 140,000 s/f Patriot Sq. shopping center in Dennis, Mass.

T. Schuster places $2.177m Mutual Bank loan to DiBiase Cos. for 42,120 s/f Hawthorne North Business Mal in Danvers.



Fred O'Neill
CONDYNE, INC.



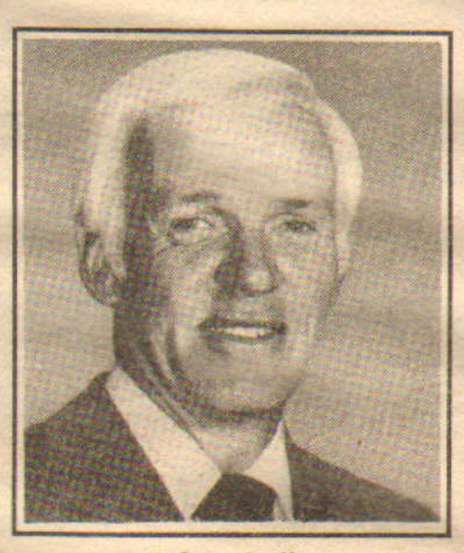
James Shanley
JIM SHANLEY, REALTOR



George Fantini
BOSTON FINANCIAL



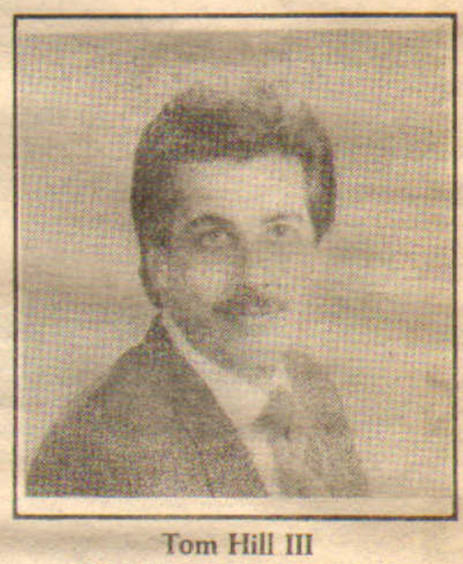
Saul Cohen
HUNNEMAN COMMERCIAL



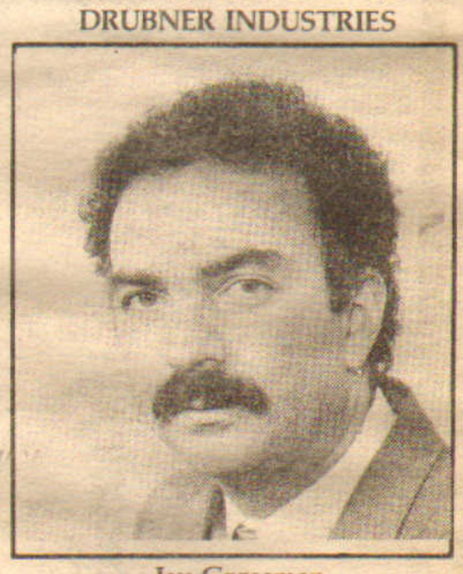
Robert Spiller
BOSTON 5 CENTS SAV. BANK



Richard Marquis
MARQIUS-WHITMAN ASSOC.



Tom Hill III
DRUBNER INDUSTRIES



Jay Grossman
THE CODMAN COMPANY



Michael Siegel
CUSHMAN & WAKEFIELD



Charles Kenny
C. W. WHITTIER, INC.

CONDYNE, INC. THANKS YOU FOR MAKING 1985 A SUCCESSFUL YEAR

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· MEREDITH & GREW · R.M. BRADLEY & CO. INC.
· DUANE, HILLIS, & CO. · LEGGAT, MCCALL, & WERNER
· RYAN ELLIOT & CO. · PETER ELLIOT · NORDBLOM CO.
· HUNNEMAN & CO. INC. · ALGONQUIN INDUSTRIAL REALTY INC.
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In 1985

We Placed Business In Excess Of

$35,000,000

This Figure Covers A Multitude of Development and Existing Income Producing Properties With Loan Sizes Ranging From $500,000 to $11,000,000

We Wish All Our Friends and Clients
A Happy and Prosperous 1986

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(617) 653-8623

MAY

Centros R.E. Boston leases up 173,200 s/f Centros House, Framingham; 142,000 s/f to Prime Computer; 28,890 s/f to Puma.

Patriot Bank starts $8.5m 261,000 s/f condo office park in Chelsea; Masta Corp. developer of 10 acre site.

J. Bingle of Blackstone New England & P. Watson of Heritage Assoc. cobroker $630,000 Amesbury sale of 32 acres.

P. Moses of Peter Elliot & Co. & M. Edward of Ferris Co. cobroker 11,000 s/f Boston lease for A. Mason.

Condyne Inc. builds 58,000 s/f plant at Myles Standish I.P., Taunton for American Lighting Fixture Corp.

J. Swartz of Leggat McCall brokers 204,000 s/f Brockton sale for American Brush to Northern Isles Trust.

Chase Inv. Mgmt. names Codman Co. to manage 6 bldgs. with 352,000 s/f in Mansfield, Norwood and Westwood.

Wallace, Floyd Assoc. archt. for 270,000 s/f Digital Equipment Corp. first phase in Littleton, Mass.

Bernat Yarn names Kelleher & Sadowsky to market 320,000 s/f Uxbridge, Mass. mill complex; will leaseback 165,000 s/f.

G. Lemire, M. Foster & J. Katzenberg of Coldwell Banker lease 180,000 s/f at Macomber's Logan Airport center.

Commercial Assoc. develops 218,000 s/f Warwick, R.I. S.C.; Lechmere, TJ Maxx & Paperama to anchor; Ahlborg & sons G.C.

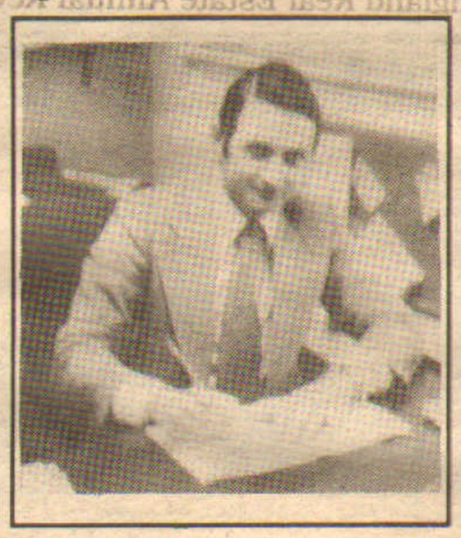
J. Mueller of Hunneman Comml. leases 29,000 s/f for H. J. Davis Dev. to Conran's at Exeter Street Theatre Building.

J. Hubball of Northland Inv. leases 90,000 s/f with N. Leeming of TREC in Westborough to Digital Equipment.

D. Richardson of Leggat McCall leases 50,000 s/f at Exchange Place, Boston to Testa, Hurwitz & Thibeault for O & Y.

J. Ryan appoints J. F. O'Neil marketing agent for 60,000 s/f office/warehouse condos at Reservoir Park in Rockland, Mass.

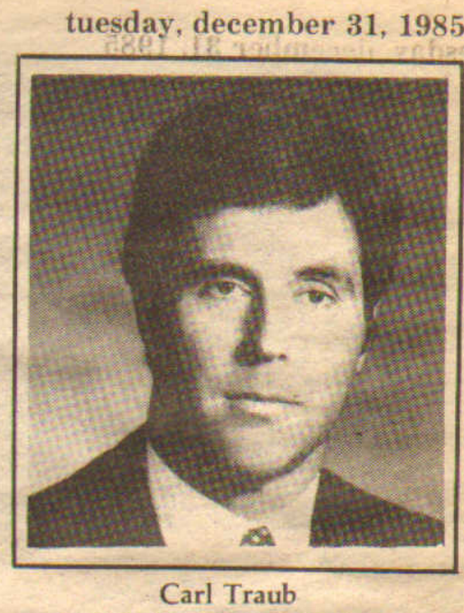
G. Hinchey of Corporate Space brokers $6.4m sale of 26 acres, Wilmington, Mass. for Kelmor Realty to trio.



Jordan Rittenberg
J. RITTENBERG & ASSOC.



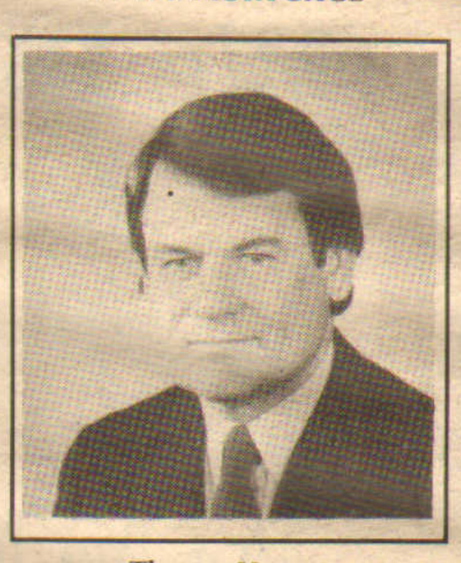
Roland Kratzer
N. B. I. MORTGAGE



Carl Traub
CUSHMAN & WAKEFIELD



Edwin Sidman
BEACON COMPANIES



Thomas Hynes
MEREDITH & GREW



Timothy Halloran
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Betsy Rudolph
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The East Greenwich Marketplace will be anchored by an upscale supermarket that will draw 10,000 to 12,000 customers per week. The center shall also feature a wide range of shops, restaurants, and stores that will satisfy a variety of needs, creating a unique one-stop shopping experience.

Designed in the Old-World tradition, the East Greenwich Marketplace shall feature individual Victorian style storefronts, all separate and distinct so as to enchance each proprietor's ability to create their own identity.

GENERAL INFORMATION

SIZE 9½ acres

CENTER SIZE 75,000 sq. ft.

PARKING 360 spaces

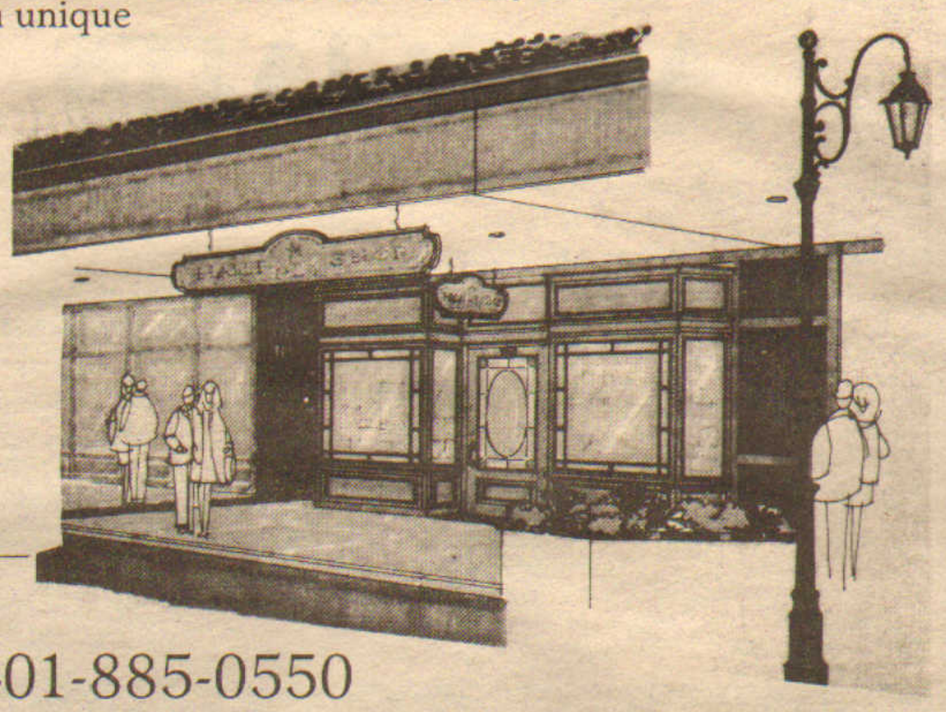
TENANT AREAS 1,400 sq. ft. to 12,000 sq. ft.
Smaller areas available upon request.

BASE ANNUAL RENT $10-12 per sq. ft., triple net

MARKET DATA

- 18,000-20,000 cars per day traffic count
- Highest income level within the state
- Market population approaching 70,000

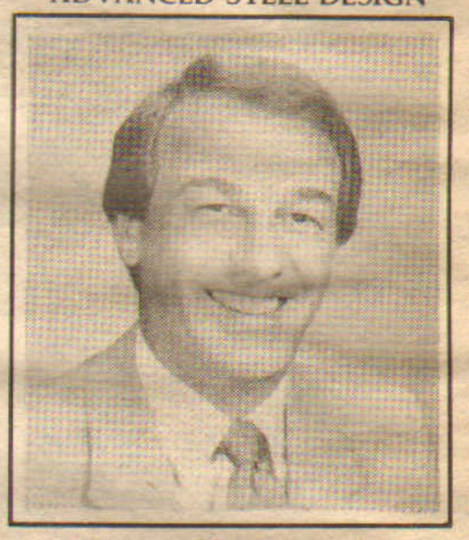
OCCUPANCY January 1986



for further information, contact
CARMINE J. D'ELLENA 401-885-0550



Martin Barnes III
ADVANCED STEEL DESIGN

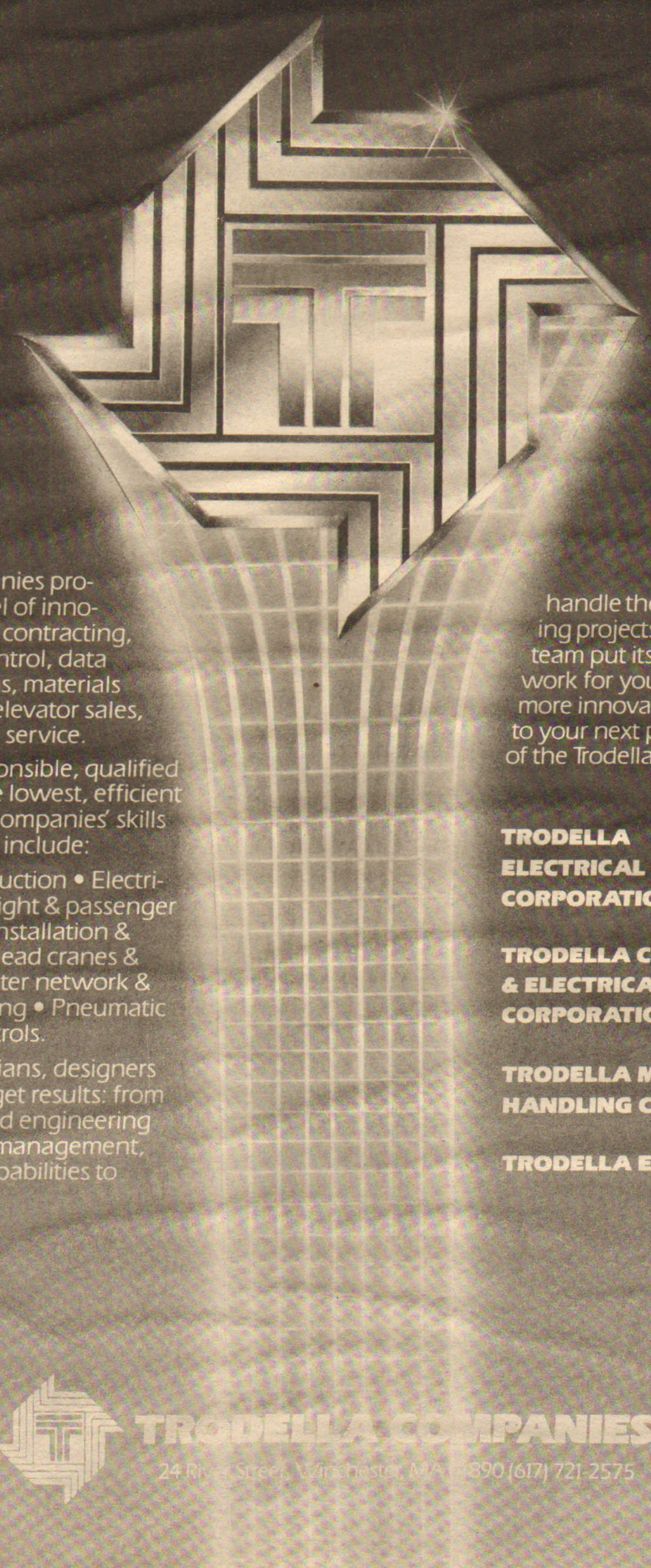


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MA LIC. #10322

MAY

Humbert & Barnes Inc. buys 288 Gardner, Mass. apts. for $6.3m; Philadelphia National Bank financing.

Flatley Co. leases 36,000 s/f at Nashua Office Park to Continental Insurance; plans 160,000 s/f Building Three.

Fowler, Goedecke, Ellis & O'Connor arranges $5.6m loan to Seaboard Dev. for rehab of 71,981 s/f in Boston.

Boston Mortgage arranges $5m loan to Vazza Assoc. for Phase 2, 106,000 s/f, at Ballardvale Park, with Mutual Benefit Life.

S. Allen of Star Realty brokers $4.3m 72,000 s/f office sale in Boston for G. K. Hall to Harold Brown.

M. Gottesman, S. Lynch & P. Hayes of Codman Co. lease 90,196 s/f at Boston Marine Park to five firms.

J. Kerrigan of LM&W and G. Cahill of Nordblom Co. cobroker 45,687 s/f lease for One Nevada Realty in Newton.

E. Wronka & D. Brown of Ryan, Elliott & Co. lease 24,000 s/f in Brighton with J. Lowe of Leggat Co. to Cort Furniture.

R. Danais & L. Klevana of Norwood Group broker $780,000 sale of 72,500 s/f Manchester mill for Habitant Soup.

Heritage Group building 280 room Holiday Inn Crowne Plaza in Natick for $18m; CBT architect; Belz Const. contractor.

60,000 s/f Harbour Executive Park, Chelsea, near completion; ACS Dev. Corp. developer; Peter Elliot & Co. leasing agent.

Harvey Const. named manager for UNH's $15m Science & Eng. Research Ctr. in Durham; SBR&A and JSA design 115,000 s/f.

R. Baldacci plans 84,000 s/f office complex in Bangor; $2m project will contain 30,000 s/f in first phase.

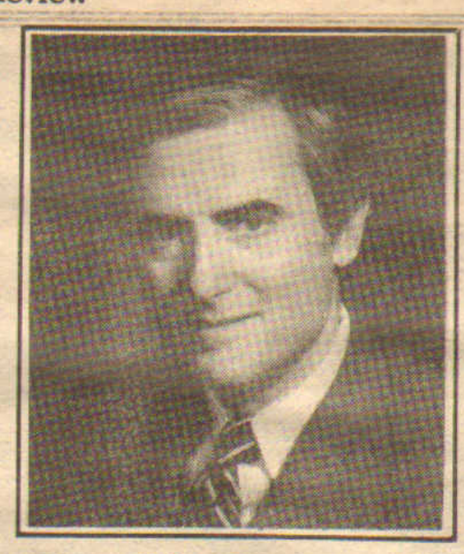
W. Collins & E. Bacon of C. W. Whittier broker $11m 160,000 s/f sale in Marlboro for D. Boylan & J. Keller.

L. Cuttler of Hunneman Comml. sells $1.25m downtown Boston offices for Synagogue Council to Harold Brown.

R. Peterson of Coldwell Banker & F. Feitelberg of Realtech cobroker $1.4m 115,000 s/f Somerset industrial sale.



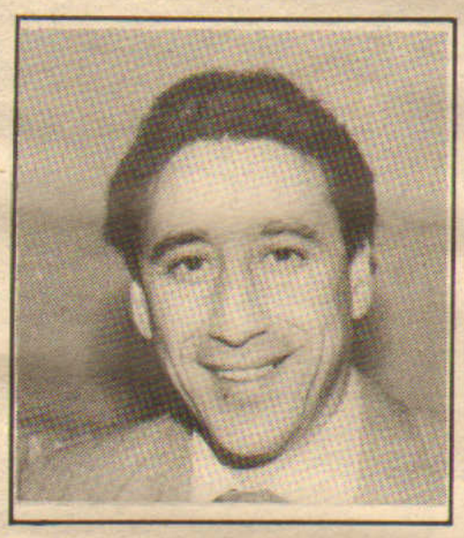
Andrew Ala
STATE STREET BANK



Robert Danziger
NORTHLAND INVESTMENT



Nancy Lang
LANG INVESTMENTS



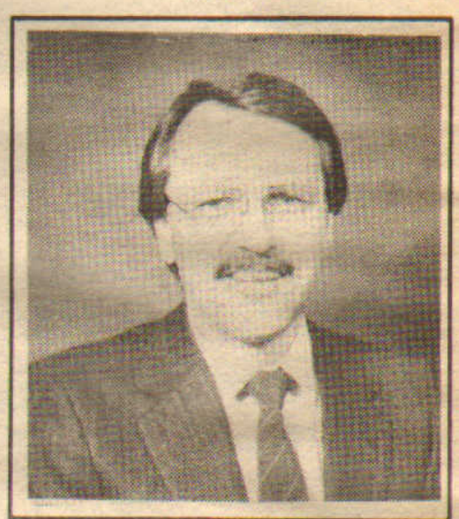
Richard Manzelli
ADVANCED STEEL DESIGN



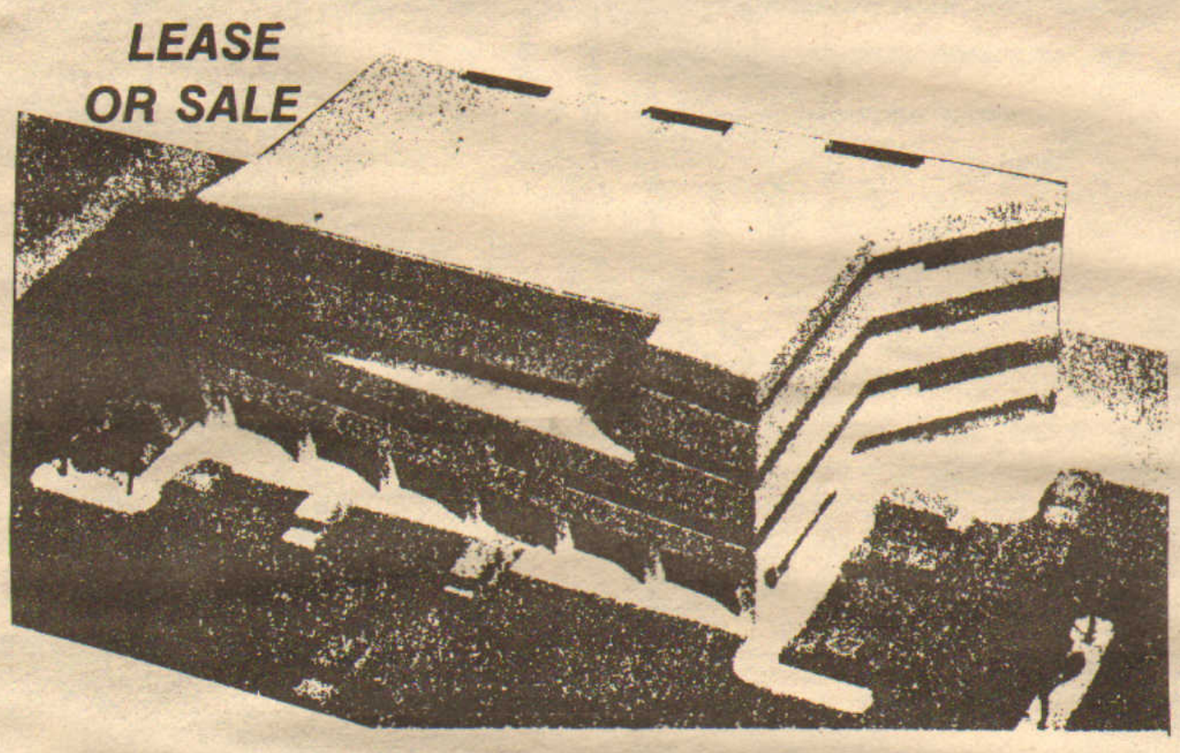
Ranne Warner
CENTROS REAL ESTATE



James DeMund
DOW & CONDON INC.



Wiliam Dube
DUBE, CABRAL & CO.





Michael Manzo
BEAL COMPANIES



Stephen Weiner
S. R. WEINER ASSOC.



Alvin Epstein
EPSTEIN FUNDING

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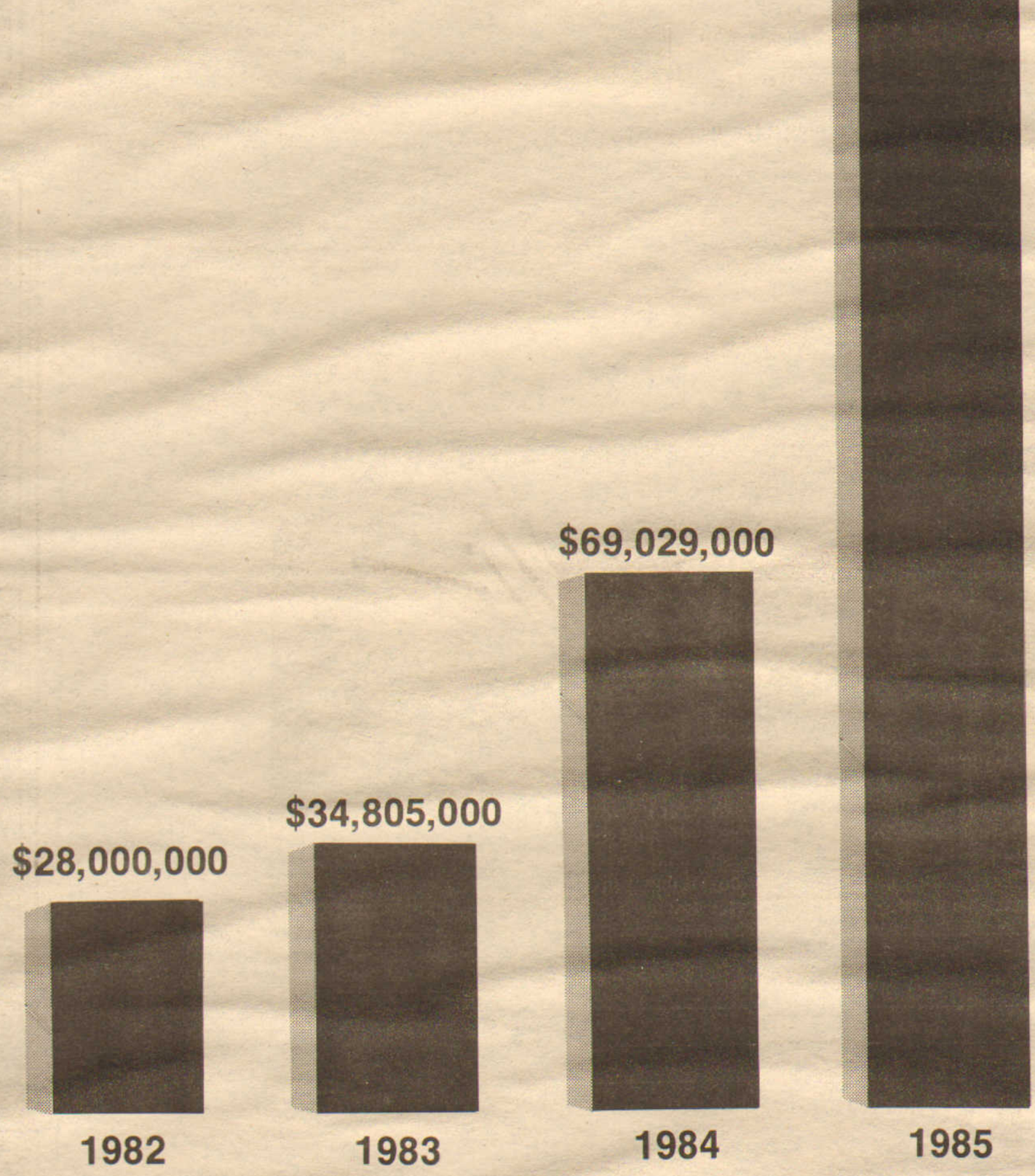
400 Amherst Street, Nashua, N.H. 03063
Contact: Richard Lannan, V.P. Acquisitions

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Hospital Trust

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Robert H. Britton
Vice President
Telephone (401) 278-8621

MAY

Darvel Realty, Macomber Dev. & Codman Co. start 330,000 s/f Riverfront Office Pk., Cambridge; Cambridge 7 designs $34m site.

Newport Group starts 22,000 s/f $2m Chestnut Green office condo in Danvers; HNF Const. builder; Merchants Coop. loan.

S. Konover, B. Fishman & H. Gampel start 100,000 s/f at Commerce Center, East Hartford; SIKON contractor.

A. J. Sessa Realty completes $10.5m sale of 211 apartments and 565,000 s/f ind. bldg. in Hamden, Conn.

Cesar Pelli & Assoc. archt. for Collins Dev.'s Fairfield Corporate Park; plan $70m 420,000 s/f office complex.

M. Cochran of The Farley Co. brokers 55,000 s/f lease at One American Plaza, Hartford, to Connecticut National Bank.

Harwen Assoc. tops off 168,500 s/f $20m Trap Falls Center, Shelton, Conn.; George Harkin devleoper.

Centros R.E. Boston builds 160,000 s/f Westwood Business Centre; August Assoc. archt.; Erland Const. GC; TREC leasing.

A. Overfield of Beazley Co. brokers 45 acres to National Properties in Wallingford for $50m 450,000 s/f office park.

L. Bierbrier & R. Webster buy Medford land and 22,000 s/f building for $2m for Wellington Circle Park retail space.

Marathon Group & M. Bergmeyer start $10m 120,000 s/f retail-office site in Revere; $5.25m IRB and $1.2m UDAG assist.

Meredith & Grew and Leggat McCall cobroker 17,000 s/f lease for Corcoran Const. to Cullinet Software in Braintree.

Tambone Corp. builds 62,500 s/f at Hopkinton Office & Research Park; Chestnut Hill GC; August archt.; Fleet loan.

EDIC/Boston leases 51,597 s/f at Boston Marine Park to Acme Northeast, M.D. Baseman and Cahill Displays.

Kizmak-Olins R.E. Services obtains $1.425m loan from Society for Savings for M. Franford's New Haven building.

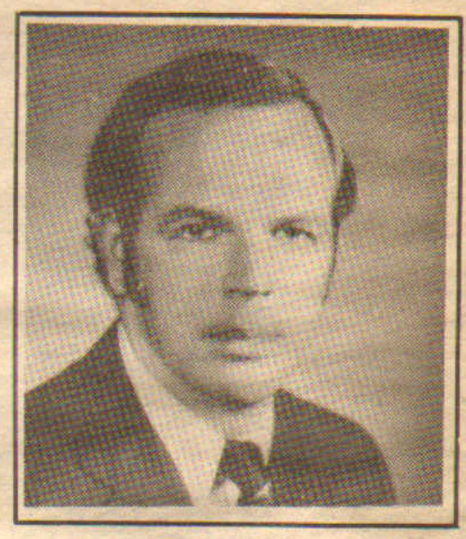
Mussman Assoc. handles sale of 24,000 s/f New Britain building to Continental Machine Tool for $600,000.



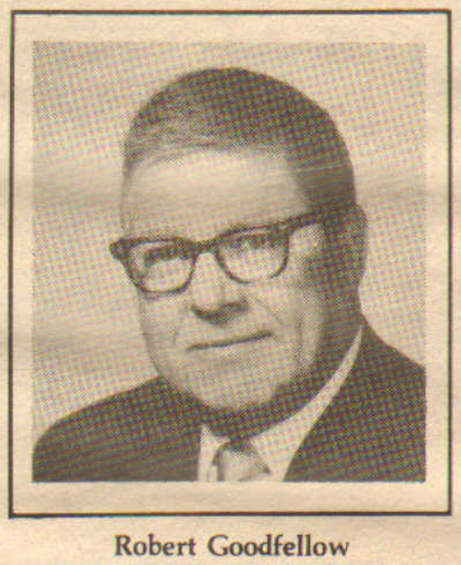
Lawrence Goldman
GOLDMAN ENVIRONMENTAL



Richard Dobroth
DOBROTH & FRYER



Thomas Niles
NILES COMPANY



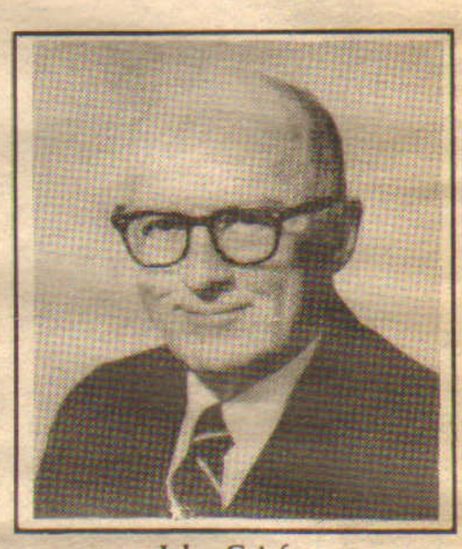
Robert Goodfellow
GOODFELLOW-ASHMORE



Harold Burns
HAROLD BURNS AGENCY



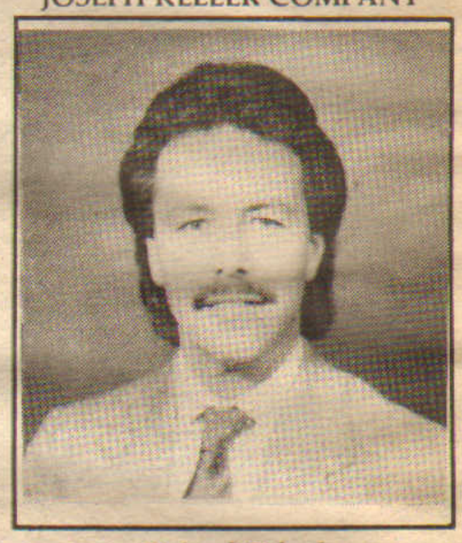
Steve Crowley
S. CROWLEY & ASSOC.



John Griefen
HINES INDUSTRIAL



Joseph Keller
JOSEPH KELLER COMPANY



Richard Cabral
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Joseph Hegenbart
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50,229 square feet of high quality office/R&D/light manufacturing space

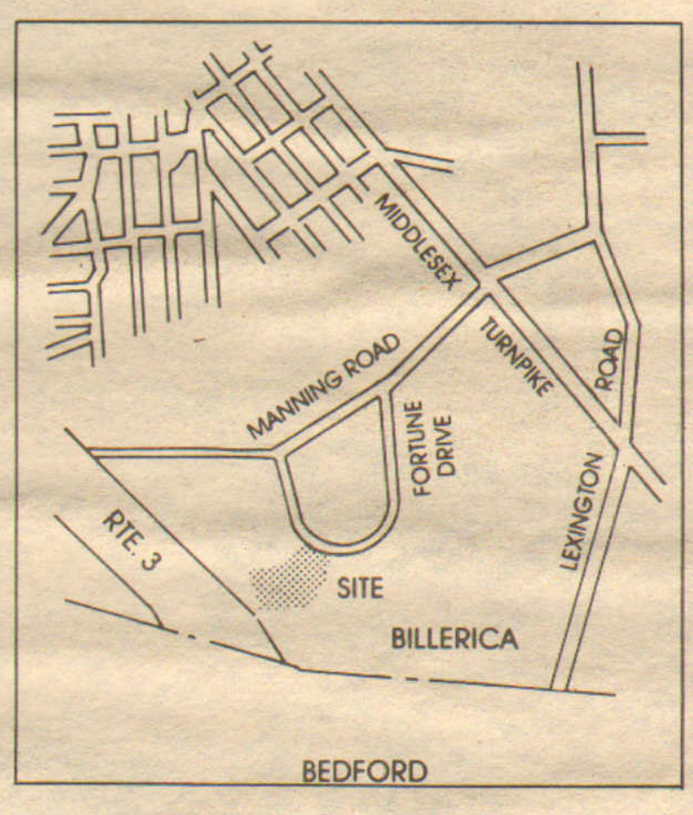
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BILLERICA, MASSACHUSETTS

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Nordblom Company
50 Congress Street
Boston, Massachusetts 02109
(617) 482-7000

JUNE

$25m Kurt Saracen rehab in Newton adds 110,000 s/f; acquired 85 Wells ave. for $11.3m; Joseph Schiffer archt.

W. McCall of Leggat McCall brokers $2.73m Cranwell Estate in Lenox, Mass. for Soc. of Jesus to D. Roche & R. Mullen.

Heafitz & Co. & Newport Group start $15m 55,000 s/f office and living condos in Peabody; Merchants Coop. loan.

J. Cavadi of Dartmouth Co. brokers 122 Brighton apartments for $5.2m; for Bay Mgmt. to M. Perry and S. Yellin.

Coldwell Banker & R.W. Holmes cobroker 106 acres in Mansfield, Mass. to J. Drew & S. Wolf for performing arts center.

Strehlke Corp. buys 26,000 s/f Lowell bldg. for rehab; $2.5m project; Travers Assoc. archt.; Finlay Co. agent.

M. Katz of Realty Systems brokers $1.75m 450,000 s/f ind. space in Worcester to Humbert & Barnes.

Tambone Corp. starts 101,000 s/f at Wilmington Tech. Park; Shawmut Bank loan for $5m site; ADD Inc. architect.

CG Investment Group buys 16 strip centers from Fernandes Realty in 12 G.ss. cities for $18m; M. Wallace brokers 662,000 s/f.

Beacon Cos. & Equitable launch $180m Rowes Wharf mixed use site; Skidmore, Owings & Merrill architect.

K. Herblum of Noonan & Co. sells $2.45m 10,000 s/f property in Cambridge for P.W. Roosevelt to Cambridge Co.

Rosewood buys Northboro property for $1.88m; Dallamora Inc. leasing agent for 12,000 s/f; Vanguard Savings loan.

Spaulding & Slye starts 275,000 s/f Burlington offices; Jung/Brannen architect on 15 acres; total S. & S. project.

$4.8m Chemical Bank loan for China Trade Center, Boston; 105,000 s/f historic rehab by Bay Group.

R. Smith Assoc. buys 53 acre Concord, Mass. farm from P. Demogenes for single condos; gets $3.4m Essexbank loan.

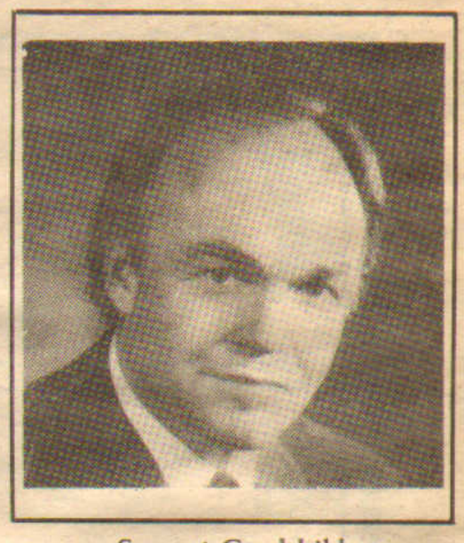
Marlborough Place Assoc. names Leggat Co. to lease 160,000 s/f offices at 251 Locke Drive.



Thomas DeFelice
DeFELICE REALTORS



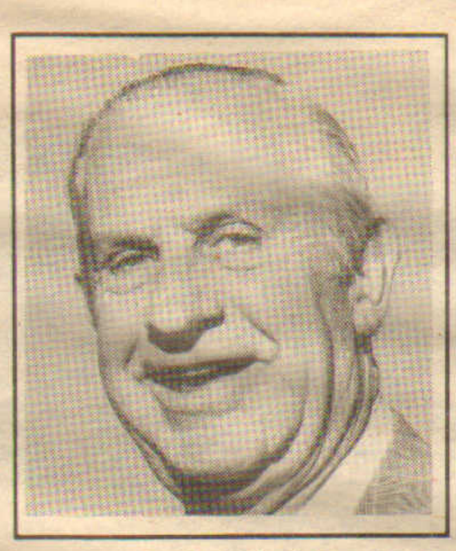
George Lovejoy
MEREDITH & GREW



Sargent Goodchild
LEGGAT McCALL



Joseph Finn
JOSEPH FINN AUCTIONEER

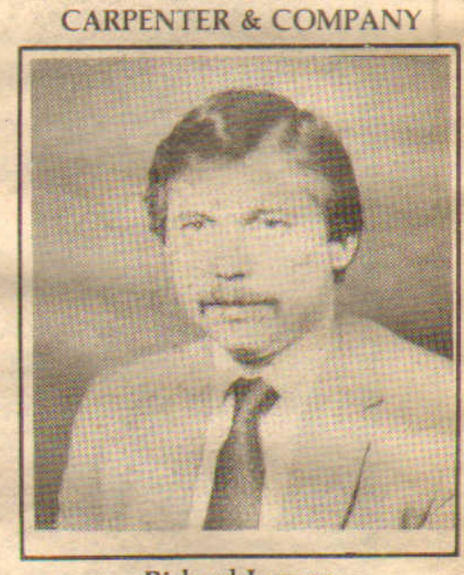


Stephen Hopkins
STEPHEN HOPKINS INC.

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Howard Katz
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Jaymont Properties Incorporated
Suite 2250
260 Franklin Street
Boston, Mass. 02110
(617) 439-0260



260 Franklin Street

JUNE

Epstein Funding arranges $15.5m for Fusco Corp.'s 145,000 s/f medical center in New Haven; R. Wendler architect.

Boston Financial Tech. Group places $5.5m loan for Chatham Inv. Trust's 68,500 s/f in Newton; Codman Co. leasing agent.

P. Lord & I. Gillespie name Leggat McCall for 160,000 s/f Westford Corp. Ctr.; $12.5m venture with Old Stone, L. Kennedy.

Ginter Assoc. & Seaboard Dev. plan 70,000 s/f at Stamford Landing; William Pitt agent for multi-use and marina site.

J. Rittenberg buys $250,000 8,000 s/f Weymouth store block from A. Martin and Factory Shoe Store; Greater Boston Bk. loan.

DeBartolo Corp. & Vazza Assoc. top off $20m 153,000 s/f University Office Park in waltham; Leggat McCall leasing.

National Dev. Assoc. appoints Codman Co. for 80,000 s/f R&D Tewksbury Tech. Center; Huygens & DiMella architect.

H.G. Johnson of Norwood Group brokers $650,000 Railyard site in Keene for T. Wiechers to S. Meekins, S. Bonura, A. Mesiti.

Ryan, Elliott & Co. leases 42,000 s/f to HCW Inc. for R. Rubin; Goody, Clancy & Assoc. Archt. for 270,000 s/f, Boston.

G. Fuller Co. builds $38.5m 450,000 s/f Xerox Centre in Hartford; W. Becket archt. for offices, apts. and garage.

Berge's R.E. handles lease of 12,000 s/f Salem, N.H. bldg. for A. & C. Berni to NAMCO Leisure World.

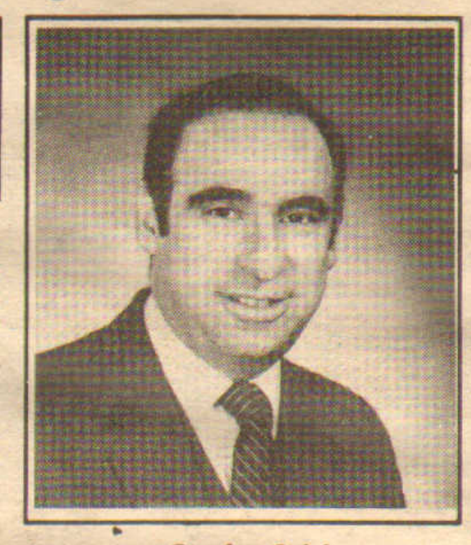
Charter Dev. leases 56,250 s/f at Cedar Hill Park in Marlboro to Encore Computer; S. Hughes of Neelon Cos. broker.

R. & D. Bengloff buy 28 Brighton apts. from M. Shahidi for $1.3m; People's Federal Savings financing.

First phase of $250m Long Wharf Maritime Ctr. u/c in New Haven; Fusco Corp. developer; SNET to occupy 420,000 s/f.

Nutmeg R.E. Services lease 55,000 s/f at Venture Center in Shelton, Conn.; Cushman & Wakefield's F. Brown broker.

T. Hampe of Cross & Brown signs seven tenants at 20,000 s/f Westport, Conn. office complex.



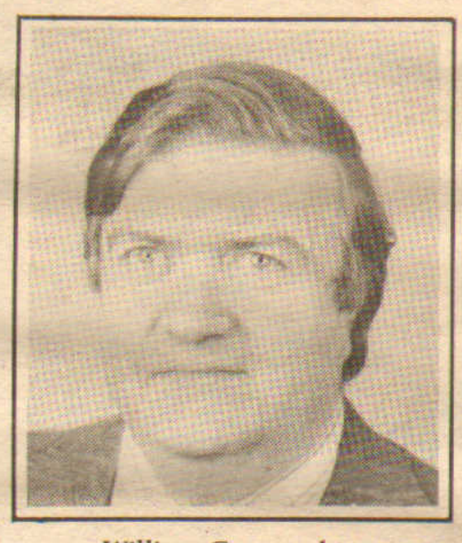
Stanley Sidel
SPECTRUM FINANCIAL



Rodger Nordblom
NORDBLOM COMPANY



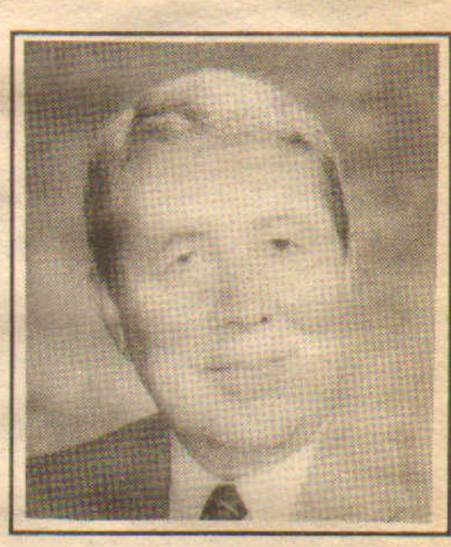
Gregory Boulos
THE BOULOS CO.



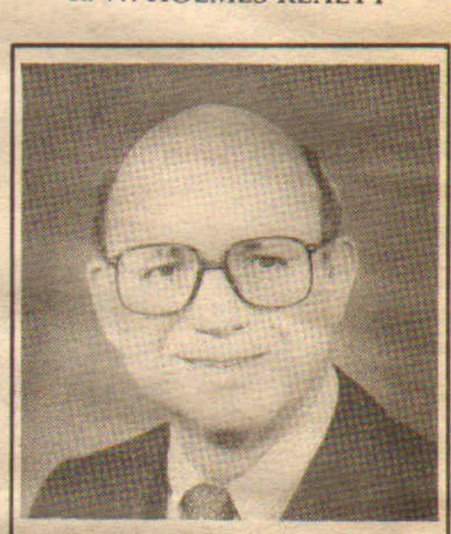
William Connaughton
ALGONQUIN INC.



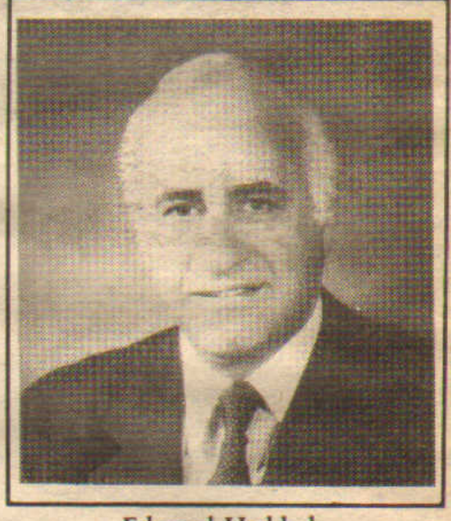
Alvin Miller
TWIN CITY CORP.



H. David Ritchie
R. W. HOLMES REALTY



Ted Hampe
CROSS & BROWN



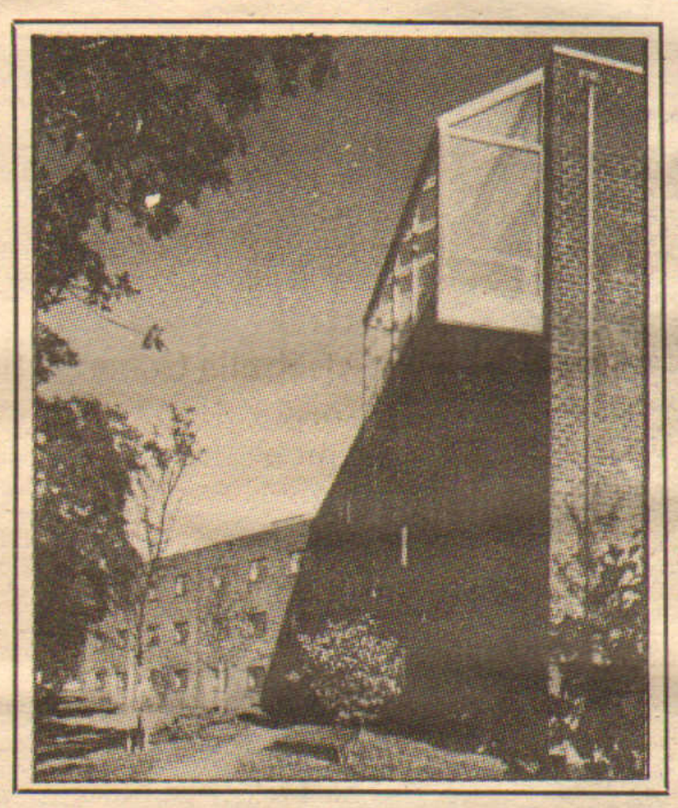
Edward Haddad
CODMAN COMPANY



Lester Janowitz
BOWDOIN CONSTRUCTION



Allen Misiph
AMERICAN WIRING CORP.



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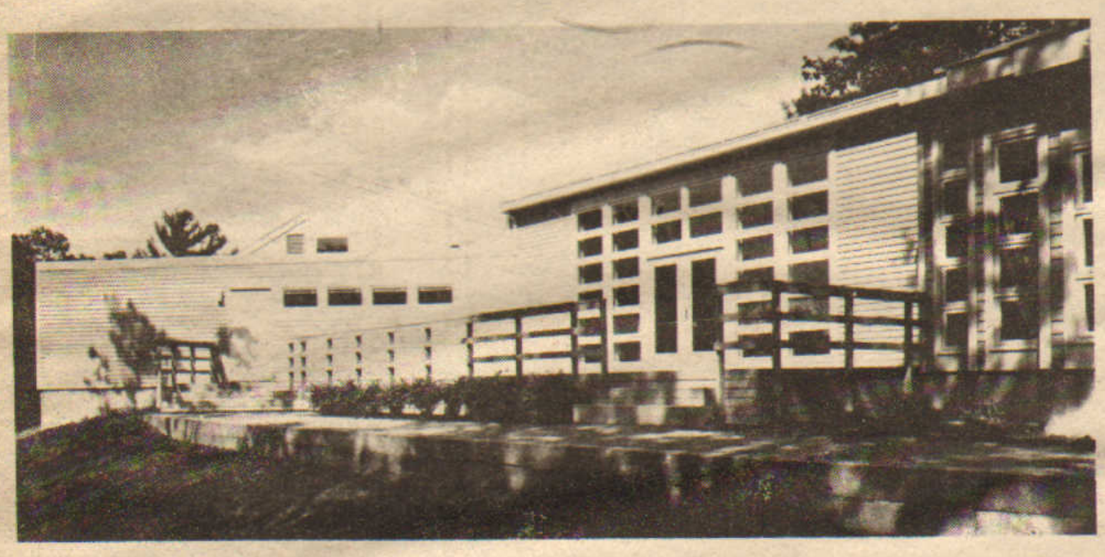
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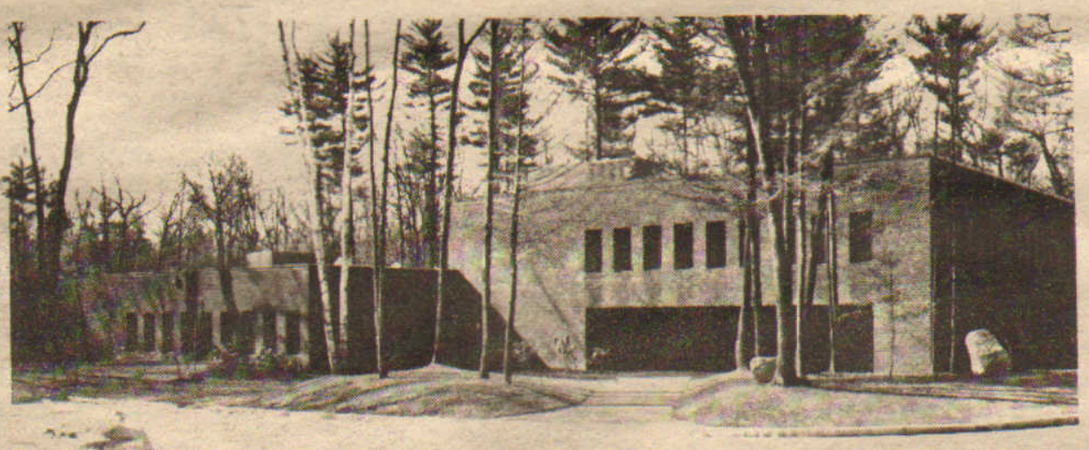
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JULY

Spaulding & Co. 62,000 s/f at New England Tech Ctr. in Concord, Mass. to Computervision; Meredith & Grew agent.

H. Pearce & C. Sterling of Levey, Miller, Maretz sell $1.2m 24,000 s/f bldg. in No. Haven for Axton Cross to L. Weinberg.

J. Nolan of Restaurant Brokers of America sells $900,000 Brockton restaurant for R. Beineke to Weylu-Weyli Inc.

Boston Properties starts $40m 431 room Marriott Hotel at Cambridge Center; M. Safdie architect for 25 story tower.

T. King of Macmillan & Sons sells 72 Chicopee apts. for $1.22m; for K. Altman, F. Sanders, L. Kelley to Colton Assoc.

J. Hooper of Spaulding & Slye leases 100,000 s/f at Int'l. Place for Chiofaro Co. to Arthur Andersen & Co.

P. Benke of Hunneman Commercial leases 52,993 s/f at Shawmut Ind. Park, Canton, for J. Salaah to BLH Electronics.

Kelleher & Sadowsky & H. Lotman & Co. cobroker $1.15m 165,000 s/f Clinton site for Van Brode Ind. to Currie Ent.

American Land Co. buys 100,000 s/f Stoneham bldg.; plans $8.5m offices; Corporate Space inc. agent; August Assoc. archt.

C. Sheridan & M. Siegel of Cushman & Wakefield sell 238,000 s/f $30m Norwalk offices for Field Bros & Grillo Const.

P. Brown & P. Moses of Peter Elliot & Co. lease 22,000 s/f at renovated Little Building in Boston.

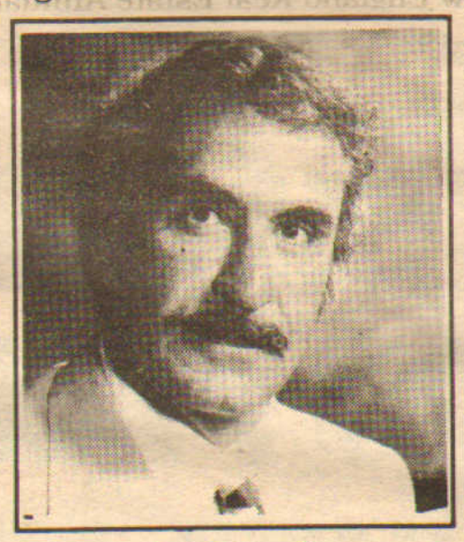
S. McGuire of Coldwell Banker sells 112,000 s/f $12m Orion Bldg., Cambridge for Unicorp American to Cohen Properties.

Condyne Inc. builds 75,000 s/f $3.8m industrial condo in Stoughton; P. Quinn of CSi brokers land; Guaranty First loan.

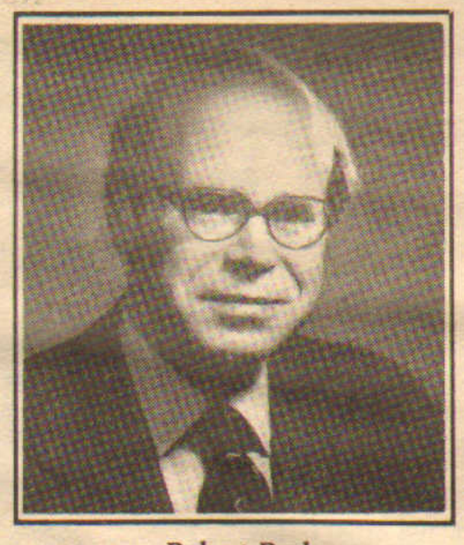
R.W. Holmes agent for 80,000 s/f at Scotland Highstock's Scotland Park in bridgewater; Alley Construction contractor.

Spectrum Financial arranges $11m for Meadows Office Bldg. in Framingham; Perini Corp. GC; Sasaki Assoc. architect.

Harvard Group to develop $6m 110,000 s/f Londonderry Commons; Seppala & Aho contractor; Tinkham Realty marketing agent.



Pat Alibrandi
INTERSTATE ELECTRICAL



Robert Beal
BEAL COMPANIES



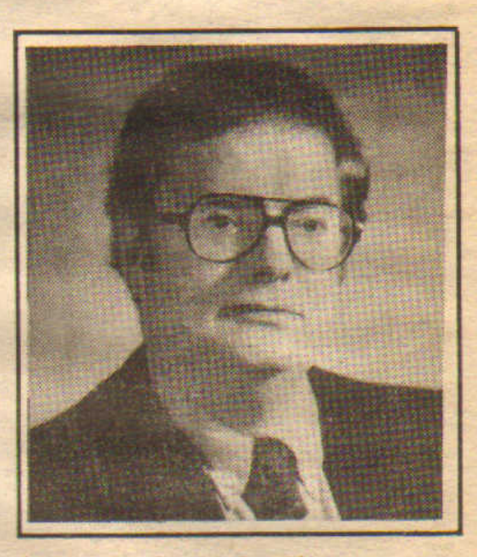
Joseph Einhorn
EINHORN ASSOCIATES



Harland Shapiro
MILLER - SHAPIRO CO.



Michael Rauseo
RAUSEO & COMPANY



James St. Clair
NORDBLOM COMPANY



Simon Konover
KONOVER COMPANY



David Neelon
NEELON COMPANIES



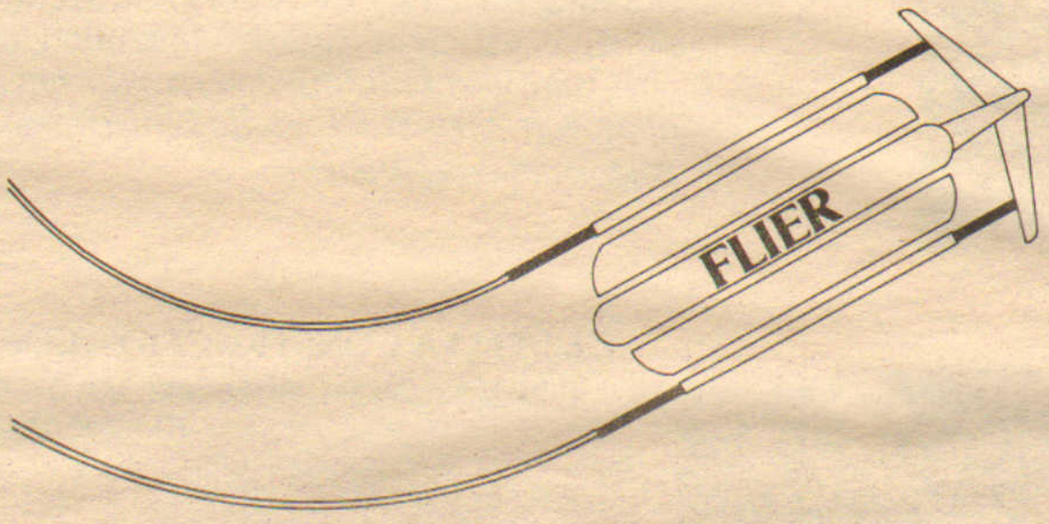
Peter Forrester
CABOT CABOT & FORBES



Christopher Fleming
ST. JAMES PROPERTIES

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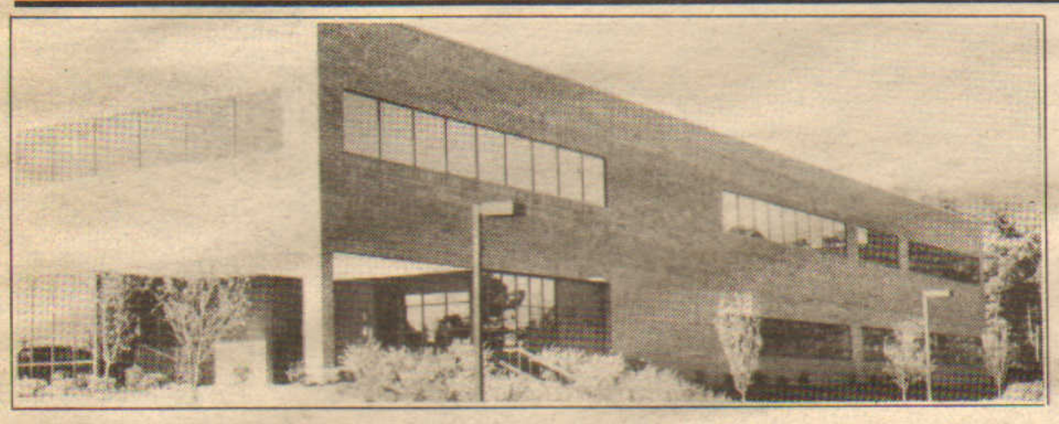
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Richard A. Flier Interests
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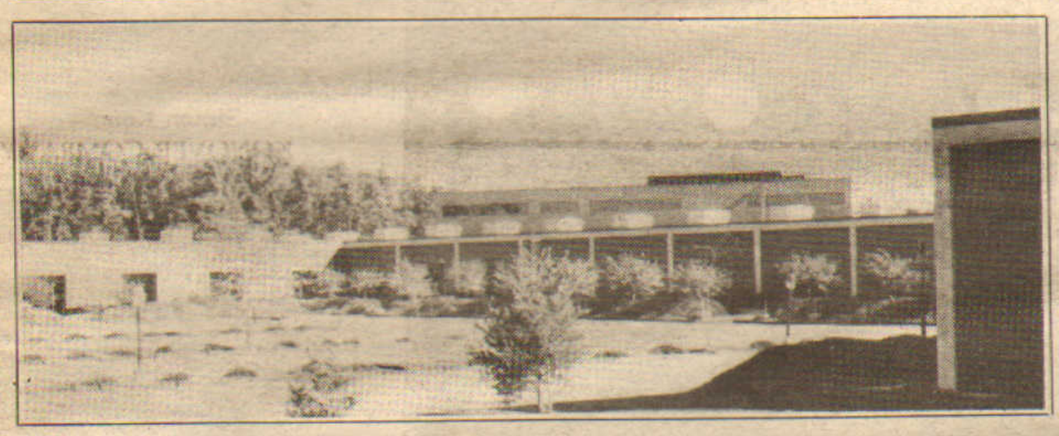
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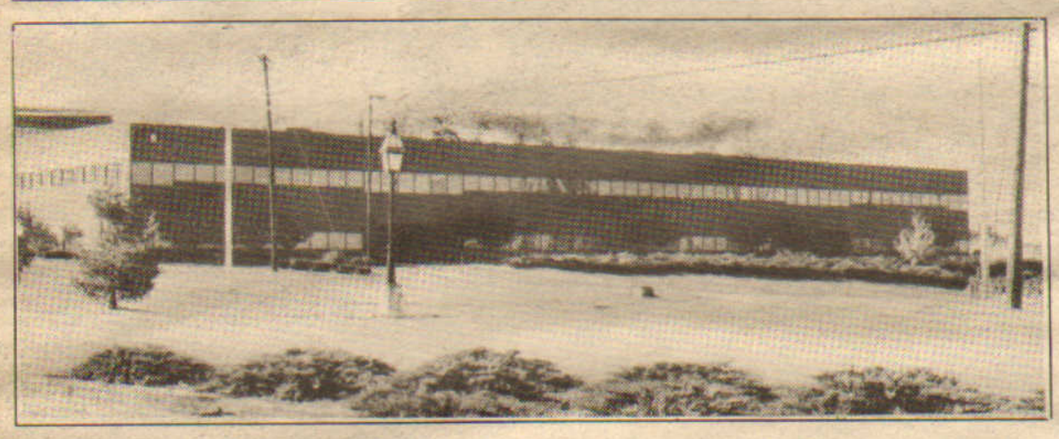
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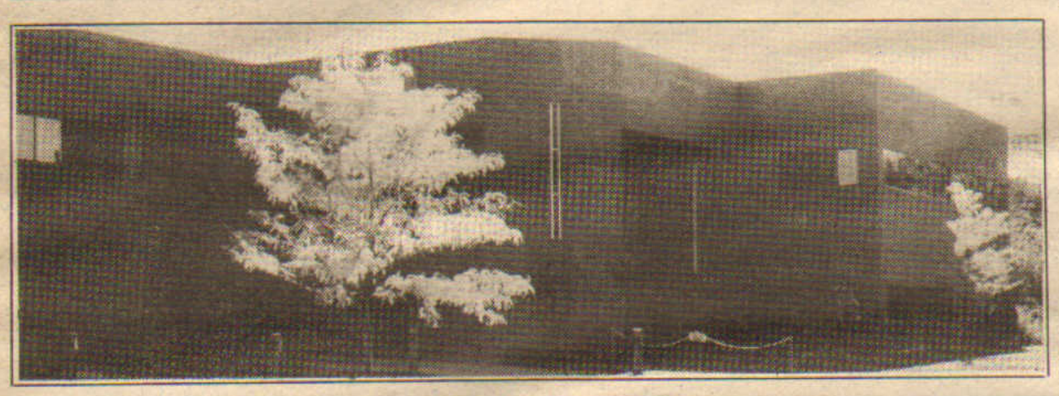
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JULY

G. Rachins & H. Lotman broker 60,000 s/f Brighton office bldg. sale for $3.45m for OTIC Realty to Ronex Corp.

Copley Group buys 20 units from G. & A. Schwartz in Chestnut Hill for $1.65m; US Trust Co. financing.

Ryan, Elliott & Co. appointed leasing agent for 620,000 s/f World Trade Center; Fidelity, Forge, O'Connell, Drew project.

J. Swartz of Leggat McCall leases 196,000 s/f at Ballardvale Tech. Park for N.E. Communities & Princeton prop. to Lechmere.

J. Cavadi & S. Ullman of Dartmouth Co. sell 90 Brookline apts for Egmont Corp. to M. Perry & S. Yellin for $4.2m.

M. Simon & Bronson & Hutensky plan 972,000 s/f shopping center in So. Windsor, Conn.; G. Fox & Sage-Allen to anchor.

Abbey Group starts work on 250 condominiums at Seasons on Mt. Snow in West Dover, Vt.; gross sellout value at $45m.

J. Corcoran & Co. leases 58,000 s/f at 495/3 Tech Ctr. in Chelmsford to DEC; J. O'Neil of Nordblom broker.

B. Pape & D. Foehr of S. Crowley & Assoc. sell 25,000 s/f $5.1m bldg. in Stamford for P. Underhill & W. Fox to Heron.

S. Allen & W. Oman of Star Realty sell $1.4m 40,000 s/f Pembroke Shopping Center to Pembroke Realty Assoc.

D. Salmon to build $19.5m 207 unit Willows at Westborough community; Cutler Assoc. contractor; Regent Assoc. archt.

Deane/Lyman Prsp. & Liberty R.E. redevelop 40,000 s/f in Amesbury; former woolen mills for stores and offices.

Claremont Financial buys $25m 412 unit Dexter Pk., Brookline, from Brookline Housing Assoc.; BayBank Harvard Trust loan.

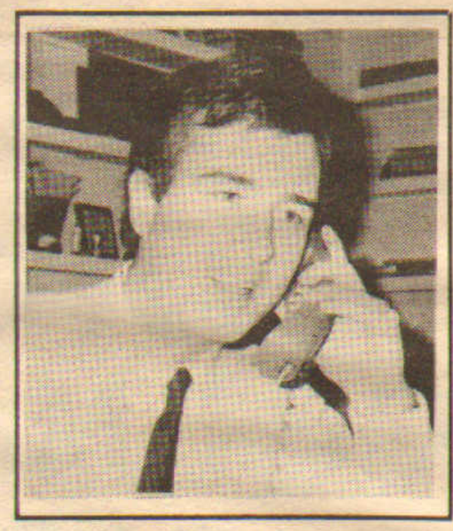
L. Fierman of Otis-Ahearn & L. Cuttler of Hunneman Comml. sell $1.41m 12,000 s/f for R. Banker to D. Katz in Back Bay.

SIKON to build $8m 185 room Mystic Inn Hotel, Stonington; Konmar Assoc. developer; Welton Becket & Assoc. archt.

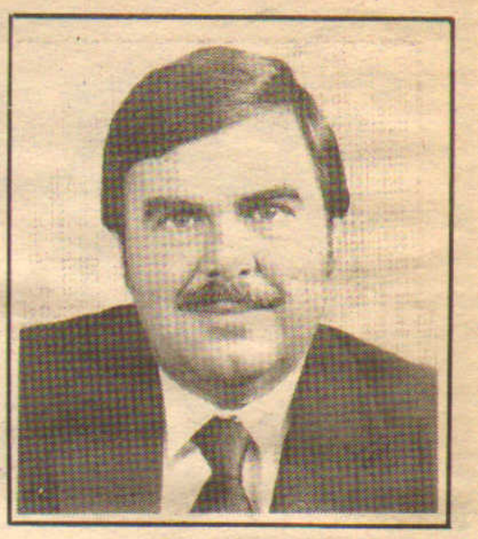
C. Cuddihy of Cushman & Wakefield broker 25,000 s/f lease with N.E. Land Co. to Nashua Trust Co. in Greenwich, Conn.



Ara Demurjian
ALLEN & DEMURJIAN



Scott Hughes
NEELON COMPANIES



Arthur Gutierrez
GUTIERREZ CONSTRUCTION



Peter Roy
DEFELICE REALTORS



Anthony Orbe
METROPOLITAN R. E. INV.



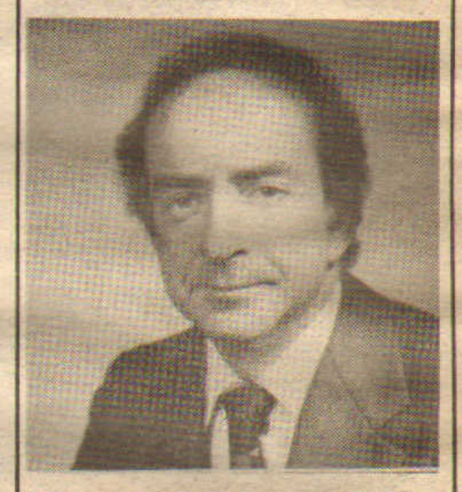
Richard Krock
WEDGESTONE REALTY INV.



Victor Leon
CUSHMAN & WAKEFIELD



Malcolm Fryer
DOBROTH & FRYER

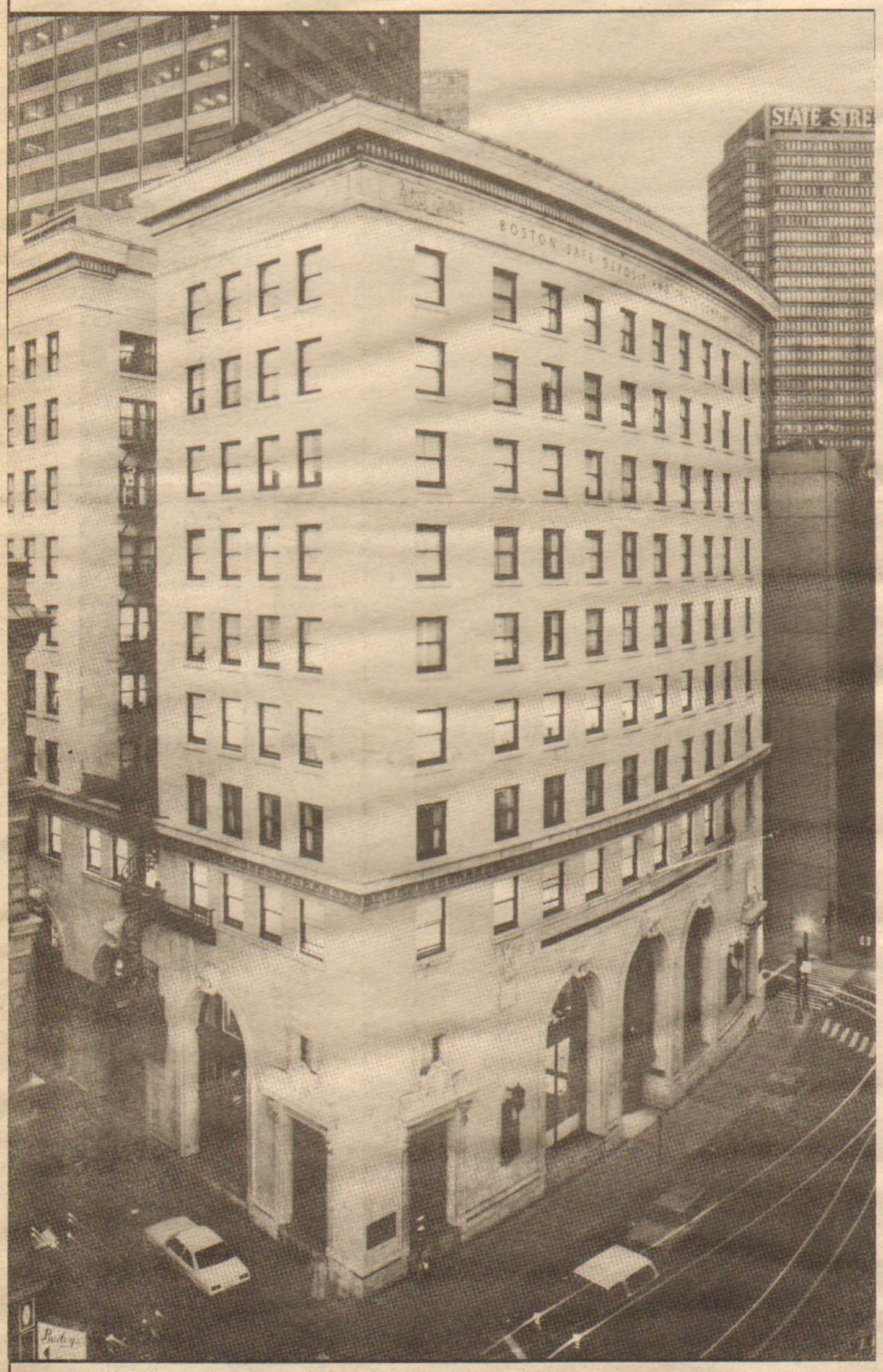


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THE MARCH CO.



John Dziadul
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260 Franklin Street, Boston, MA 02110 ☎ 617·439·9100
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North·land (north′-land) *n* (1970): **1.** owner, developer and manager of New England area office, retail and industrial properties with potential to add value through renovation, conversion or expansion; in the last 5 years over 1.2 million square feet purchased **2.** developer of new construction and rehabilitation of office, retail and industrial buildings, with project experience of 1 million square feet **3.** manager of over 2.25 million square feet of commercial properties **4.** purchaser, planner and marketer of prime waterfront properties for residential, recreational and retirement use.

synonyms: see added value, creative, location, New England, opportunity, high quality, joint venture, flexibility

North·land (north′-land) *adj*: **1.** describing a building or site with great location and opportunity for adding value, as in "This should be a Northland building." **2.** describing one of Northland's 37 commercial properties in Boston, MA, Portland, ME, Bedford, NH, Cranston, RI, Walpole, Burlington, Foxborough, Newton, Westborough, Southborough, Marlborough, Lexington, MA and Falmouth, ME; and residential shorefront projects throughout northern New England.

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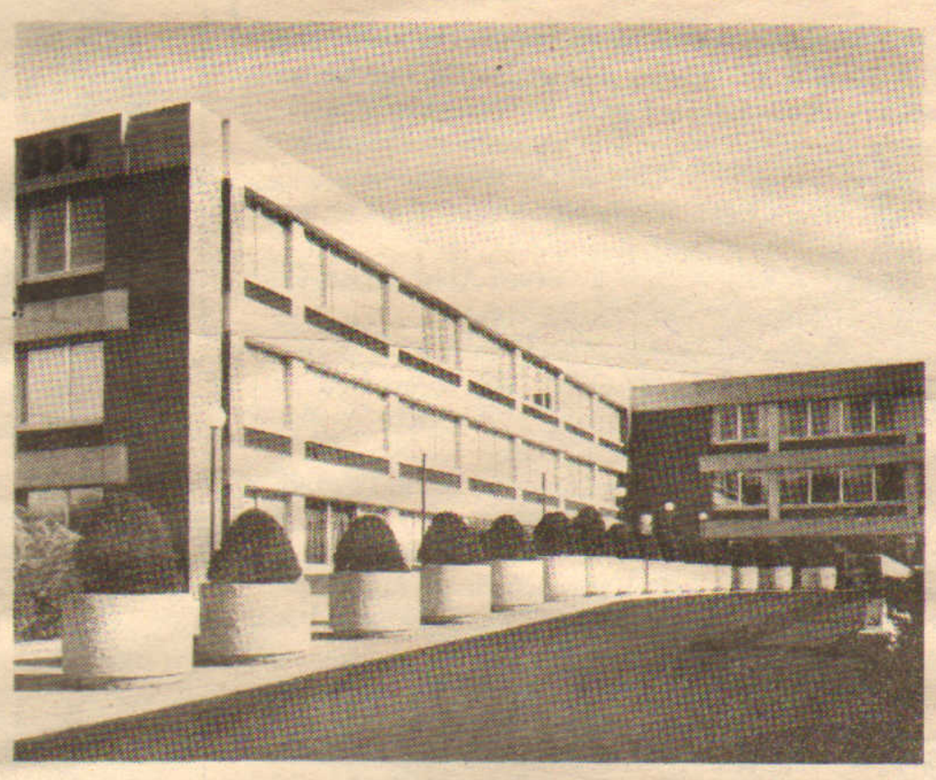
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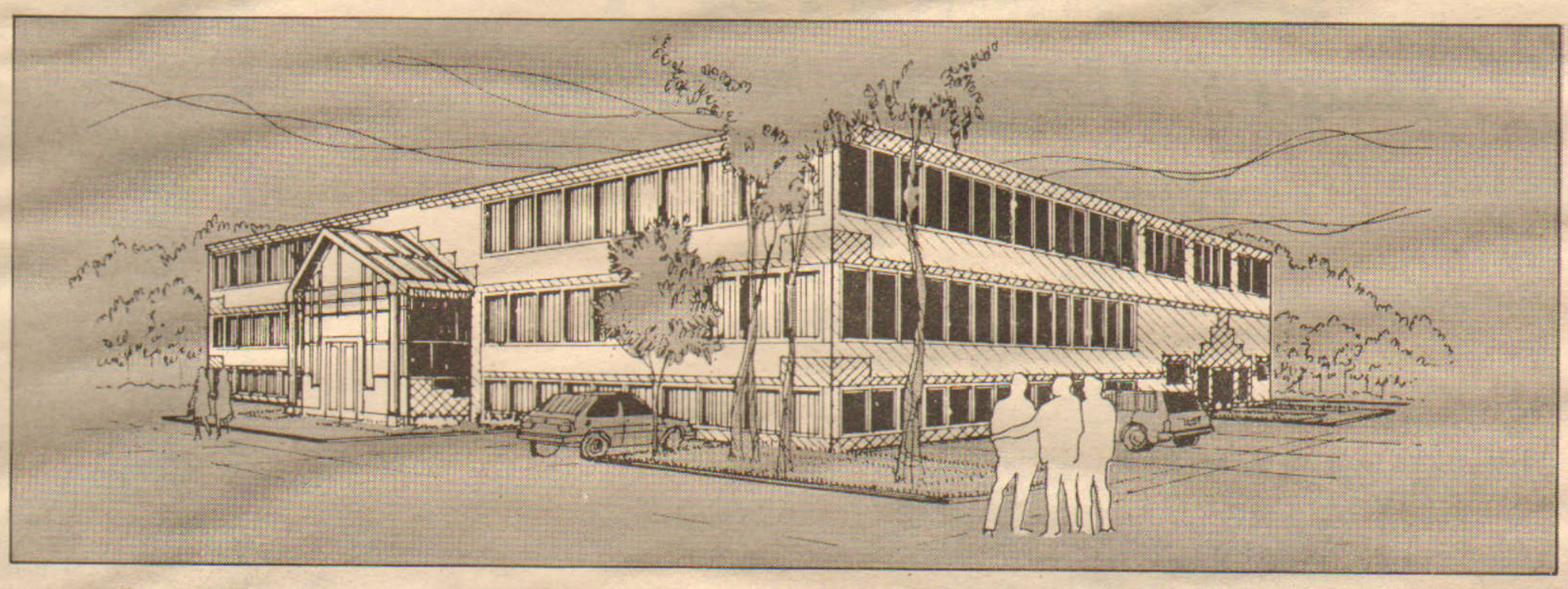


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AUGUST

T. Leggat, B. Grean & C. Hurley of Leggat Co. handle joint venture for Gutierrez Co.'s 1.1m s/f park in Westford, Mass.

Codman Co. leases 144,443 s/f at Constitution Plaza in Charlestown; R. Delaney represents Hoosac Pier Associates.

Peter Elliot & Co. offers full commissions for 3,000 s/f or more leases at 128/One Building in Dedham.

Winn Dev. builds $11m 85 unit Church Corner Apts., Cambridge; Peabody Const. GC; Eisenberg-haven Assoc. architect.

D. Buchanan of Dorman & Wilson closes $5.35m loan on Carriage Hill North offs. in Westport, Conn. with Aetna Rlty. Inv.

Cabral Co. buys 187 apts. in Dover, N.H. from P. Widmark for $5.6m; N.H. Savings & Southeast Savings financing.

Patrician Group leases 85,000 s/f at New Harborlight Mall in No. Weymouth to Stuart's Department Store.

Awdeh & Co. builds 277 unit Hingham Woods Condo; Homar Inc. GC; Boston Architectural Team design; Howard Group marketing.

W. Fallon of R.M. Bradley leases 180,000 s/f at Brookside Park, Norwood to Northrop Corp.'s Precision Products.

Cronin & Co. agent for 210,000 s/f Batterymarch Park II in Quincy; Claremont Dev. & National Fire Protection developers.

J. Eysenbach & R. Holmes of R.W. Holmes sell $6m 355,100 s/f Ashland Tech. Centre to K. Goldberg and M. Sherman.

K. Herblum of Noonan & Co. & S. Casler of Gallery Realty sell $1.35m 112,500 s/f to Boston Equity Prop. Inv.

T. Clancy of Tamposi Co. brokers $550,000 15,000 s/f bldg. in Nashua for S. Tamposi & G. Nash to L. Armbruster.

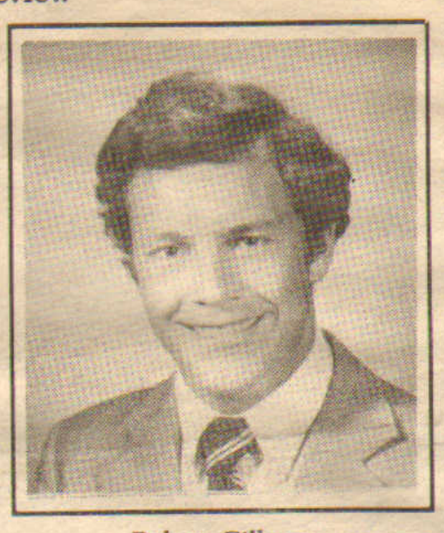
C. Reilly of Flatley Co. & W. Kendall of Spaulding & Slye lease 21,400 s/f at South Braintree Park to Sheraton ITT.

Circon Technology starts $10m site at Woonsocket park; Schnip of Conn. contractor; Clinton Design architect.

Mutual Bank issues $8m loan to Yankee Technology for $50m Riverwalk reuse projec in Lawrence; plan 1.6m s/f offices.



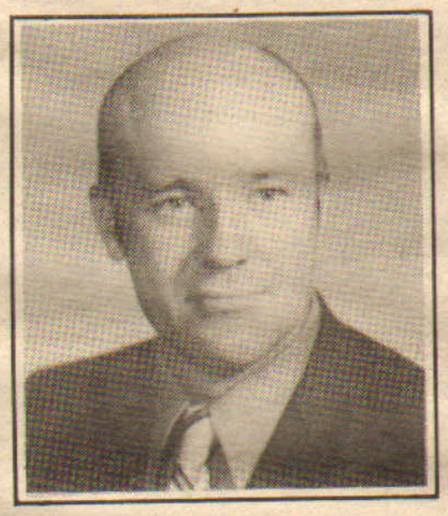
Ronald Druker
DRUKER AND COMPANY



Robert Gilbane
GILBANE PROPERTIES



Arnold Peck
ARNOLD PECK COMPANY



David Gompers
MARPLE ASSOCIATES



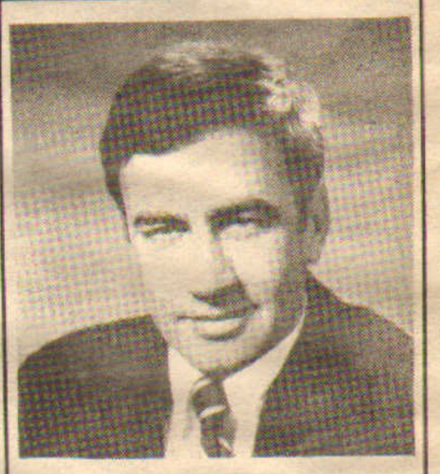
Joshua Taylor
MEREDITH & GREW



Vincent Vappi
VAPPI CONSTRUCTION



Charles Francis
RYAN, ELLIOTT & CO. OF R.I.



David Pergola
MEREDITH & GREW



Z Wasserman
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William Sommer
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Holliston - 70,000 Sq. Ft. Office/R&D/Warehouse
Sudbury - 5,700 Sq. Ft. Office
Marlborough Area - 51,200 Sq. Ft. Warehouse/Office
Marlborough - 22,000 Sq. Ft. Manufacturing/Warehouse/Distribution
Northborough - 5,700 Sq. Ft. Office
Natick - 25,000 Sq. Ft. Office/R&D
Marlborough - 37,000 Sq. Ft. Office
Bridgewater - 20,000 Sq. Ft. Industrial
Randolph - 54,000 Sq. Ft.
Ashland - 120,000 Sq. Ft. Office/R&D/Mfg.
Hopkinton - 45,000 Sq. Ft.
Easton - 9,735 Sq. Ft. Office

FOR SALE

Sudbury - 110,000 Sq. Ft. Industrial/Warehouse
Randolph - 10,000 Sq. Ft. Office

FOR SUBLEASE

Mansfield -6,630 Sq. Ft. Office/R&D

FOR SALE OR LEASE

Worcester - 123,000 Sq. Ft. Industrial Plant

Best Wishes For A Happy Holiday Season



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Exclusive Agents

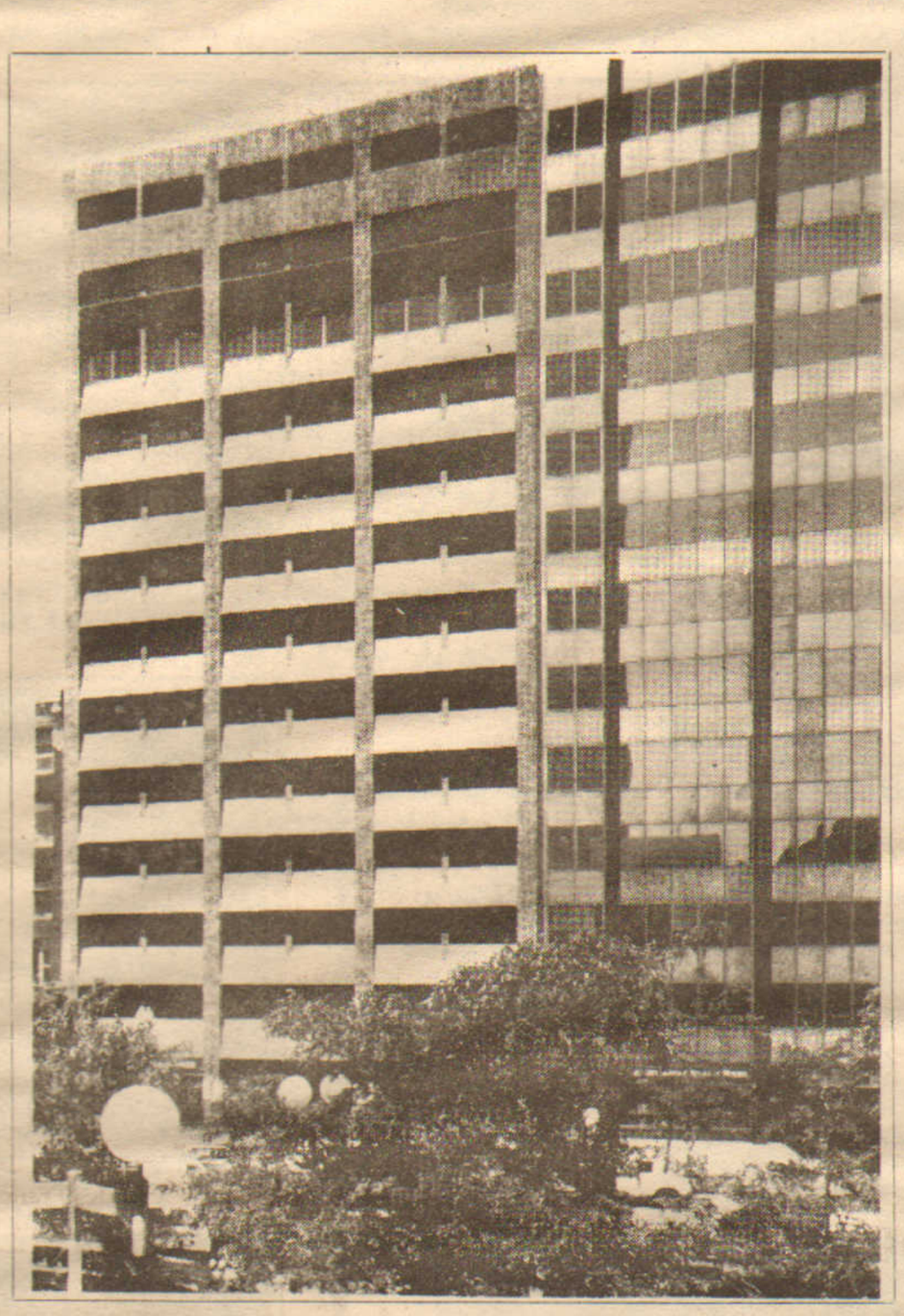
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AUGUST

Spectrum Financial places $5.45m mortgage with J. Hancock Mutual Life for 138,000 s/f West Peabody Office Park.

S. Morrissee & W. Zielinski of Hunneman Comml. broker two bldg. sale in Salem, N.H.; 92,000 s/f for $4.1m.

Wilder-Manley & Beacon Cos. enter phase two at Worcester Galleria; Sumner Schein archt. for $1m renovation job.

Marcus Org. starts 500,000 s/f Canal Park, Davenport Bldg. recycling, Cambridge; appoints Codman Co. leasing agent.

Chiofaro Co. leases 55,000 s/f at International Place to Hill & Barlow law firm; J. Hooper of Spaulding & Slye broker.

Finch Group starts 118 condos in Stoneham; Fleet National loan; Steffian-Bradley archt.; CCC Const. contractor.

Mugar/Finard appoints Codman Co. agent for 150,000 s/f at Burlington Woods; WZMH Group architect.

Four Seasons, Macomber, Galbreath-Ruffin & Equitable ,Life open 228 room hotel and 100 condos on Public Garden, Boston.

Dorman & Wilson closes $5.65m CIGNA financing to R. Scinto for Data Switch HQ building in Shelton, Conn.

R. Epstein of Comml. R.E. Consultants brokers $3.7m 72 unit apartment in Hudson, Mass. to International Dev. Assoc.

$3m Heritage Park Inn, 108 rooms, u/c at East Gardner Ind. Park; No. American Petroleum developer; Cormier Archts.

CC&F sells 175,500 s/f Burlington Business Ctr. to Sumitomo Life Realty; R. Heller of Richard Ellis negotiates.

Hillis & Co., C.W. Whittier, Meredith & Grew & Hunneman Co. leases 25,000 s/f for Jaymont Properties to 5 tenants.

V. Kudirka & W. Kemper of Star Realty sell 60 Springfield apts. for R. Goldberg to L.G. Realty for $1.375m.

Ewuitable R.E. Inv. Mgmt. completing 180,000 s/f Milford, Conn. offices; Morganti Inc. const. manager.

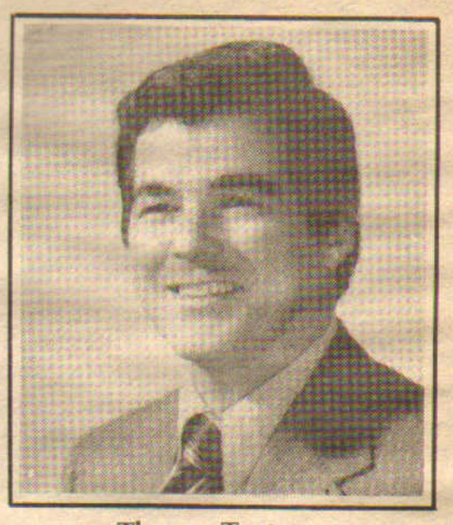
T., J. & R. Durkin start 15,000 s/f Lowell addition, rehab; DeWolfe Comml. agent; $1.5m IDB form BayBank Middlesex.



Donald Saunders
SAUNDERS & ASSOCIATES



Stephen Karp
N.E. DEV. & MGMT. CO.



Thomas Teuten
A. W. PERRY



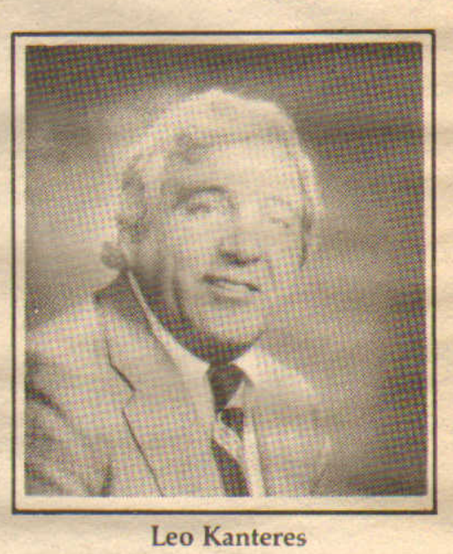
Charles Norton, Jr.
ST. JAMES PROPERTIES



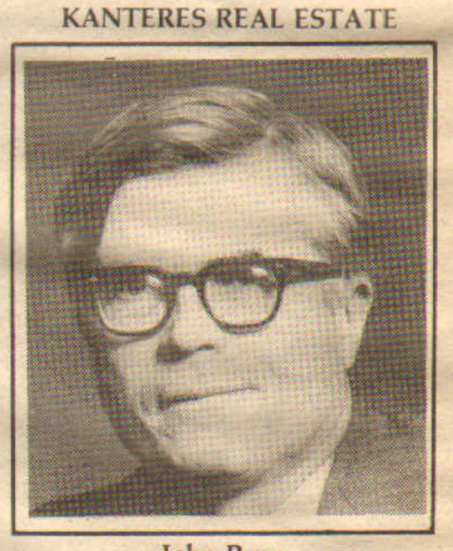
Edward McKeon
CITY OF BANGOR



Bert Paley
HISTORIC MILL PROPERTIES



Leo Kanteres
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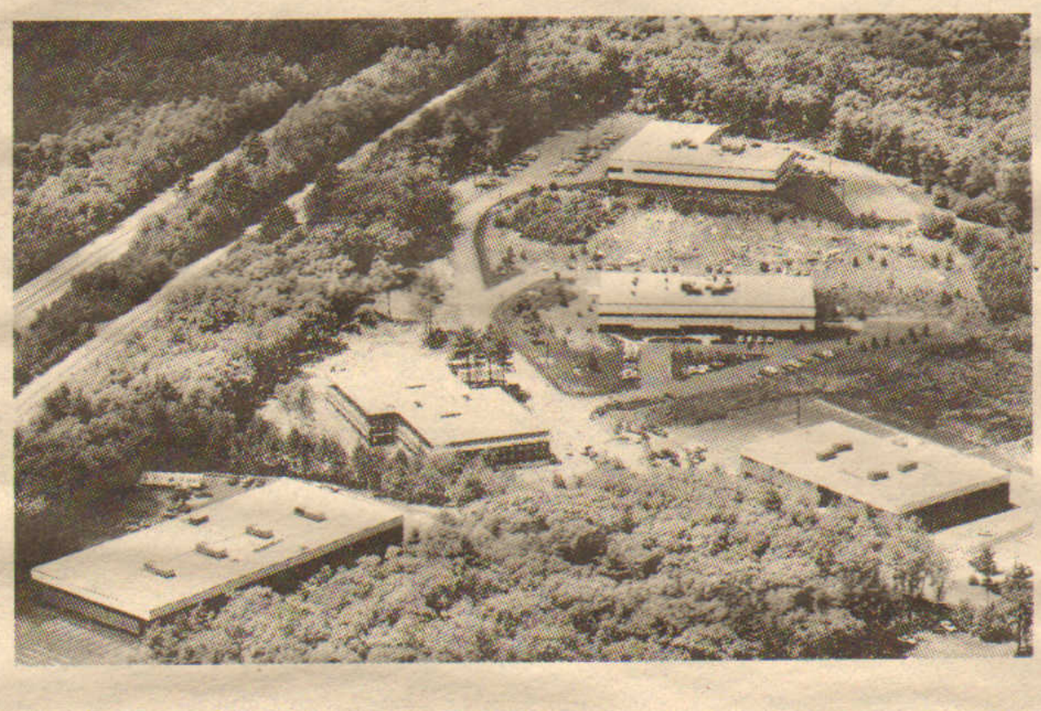
■ **Location.** Conveniently located between the Middlesex Turnpike and Route 3 in Billerica. Minutes from Route 128, 20 minutes from downtown Boston and Logan International Airport.

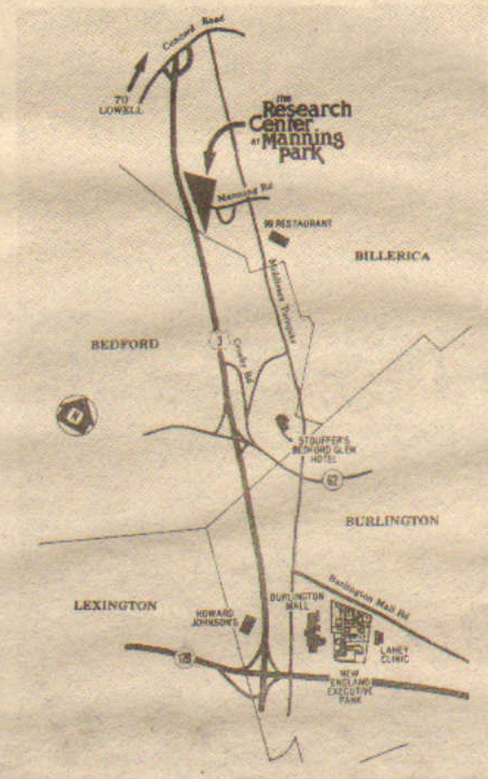
■ **Setting.** A 230,000 square foot, master-planned research and development/office community. Designed to preserve its 22 acres of natural pine trees and sloping landscape, the Center has a total of five buildings, each in its own private setting.

■ **Design.** Two-story brick buildings, each subdividable to 5,000 SF, providing separate entrances and shipping areas for each tenant. Twelve-foot ceilings, fully air-conditioned and sprinklered, recessed lighting, V.C.T. flooring, finished perimeter walls and ample parking.

■ **Community.** Corporate neighbors include Applicon, Computervision, Digital, GCA, Nixdorf Computer, RCA and Wang Labs. Park tenants include Aeonic Systems, Aerodyne Research, Questek and Optrotech.

■ **Amenities.** The 99 Restaurant and Stouffer's Bedford Glen Hotel and Conference Center are around the corner, and the Burlington Mall is only 10 minutes away.





The Research Center at Manning Park is developed, constructed, leased and managed by Spaulding & Slye. The architect is Keyes Associates of Waltham.

The Research Center at Manning Park — individual identity in a campus-like atmosphere — ready for immediate occupancy. Spaulding & Slye Real Estate Brokerage welcomes your inquiry.

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Metropolitan Life
AND AFFILIATED COMPANIES
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Boston Office

AUGUST

Mycko R.E. Co. sells Laconia land site for Laconia Inv. Prop. to R. Bruno for $2.375m; to build 119 condos on Pagus Bay.

T. McCarthy Co., Prendergast Dev. & CRES start 300,000 s/f Stow Business Park; Drummey Rosane Anderson architect.

Kahn-Quinn Group plans over $7m home for elderly in Ipswich; 112 units in 114,000 s/f addition and 39,000 s/f building.

Raymond Miller Assoc. & Robert Elder Assoc. break ground for 160,000 s/f Stamford offices; Stubbins Assoc. architect.

Albert Ashforth leases 44,000 s/f at Merrittview Office Bldg. in Norwalk to Pitney Bowes for Greycoat Real Estate Corp.

E & F Construction tops out 120,000 s/f Whitney Grove Square in New Haven; $22m development with 38 townhouses, garage.

R. Stanger of Giegerich Co. leases 30,000 s/f at Wilton Plaza to U.S. Plywood; Cushman & Wakefield agent.

R. Flier brokers $24m sale of Paine Building for Shearer family to Arbella Property Trust; 230,000 s/f.

G. Lemire & R. Griffin of Coldwell Banker sell 54,115 s/f Lexington bldg. for H.G. Partners to lextech for $7.9m.

R. Nahigian of Norwood Group & . White of Dallamora Co. leases 42,300 s/f in Southboro for Grayson-Suburban to Diebold.

Highview Assoc. sells 238,000 s/f Norwalk offices to Greycoat R.E.; C. Sheridan, M. Siegel of Cushman-Wakefield agents.

D. Richardson of Leggat McCall leases 19,636 s/f at Exchange Place for Olympia & York to Goldman, Sachs & Co.

Bank Meridian loans $6m for 120,000 s/f at Exeter (N.H.) Ind. Park to Willey Creek Dev.; Marple Assoc. agent.

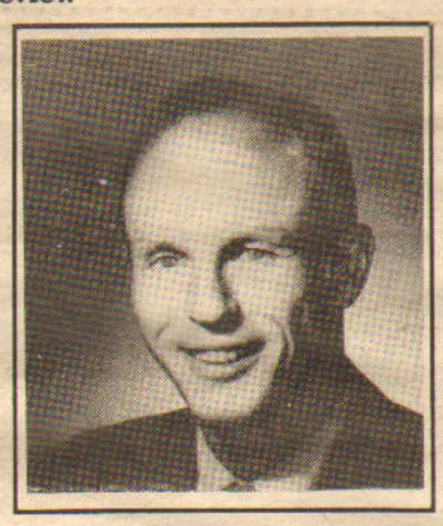
FIP Corp. selected to design/build 19,000 s/f corporate offices for First Federal Savings in Clinton, Conn.

Commercial Inv. Group plans $2.5m 50,000 s/f athletic club in Portsmouth; Salmon Falls Assoc. architect.

Spaulding & Slye tops off 65,000 s/f offices, stores in Cambridge at 1030 Mass. ave.; ADD Inc. architect.



William McCall Jr.
LEGGAT McCALL



Fred Maretz
LEVEY, MILLER, MARETZ



Lewis Heafitz
HEAFITZ & COMPANY, INC.



Don O'Neill
CONDYNE, INC.



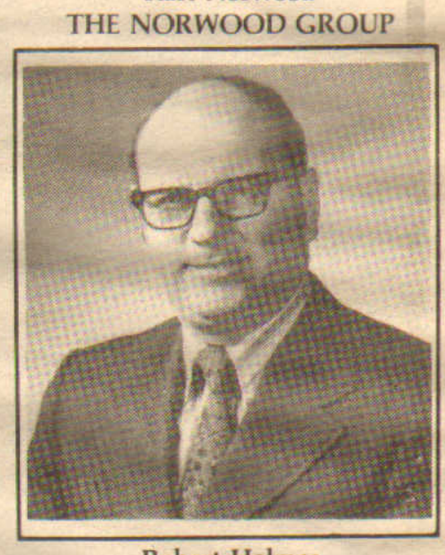
Barry Horowitz
COOPER-HOROWITZ INC.



Peter Blampied
BOSTON 5 CENTS SAV. BANK



Karl Norwood
THE NORWOOD GROUP



Robert Holmes
R. W. HOLMES REALTY CO.

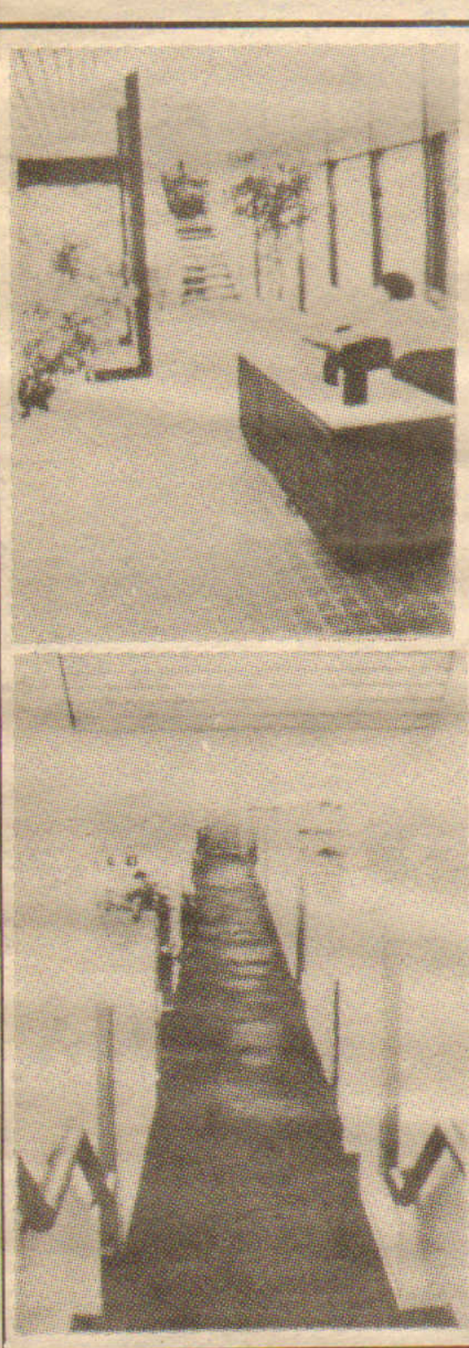


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Sidney Rosenthal
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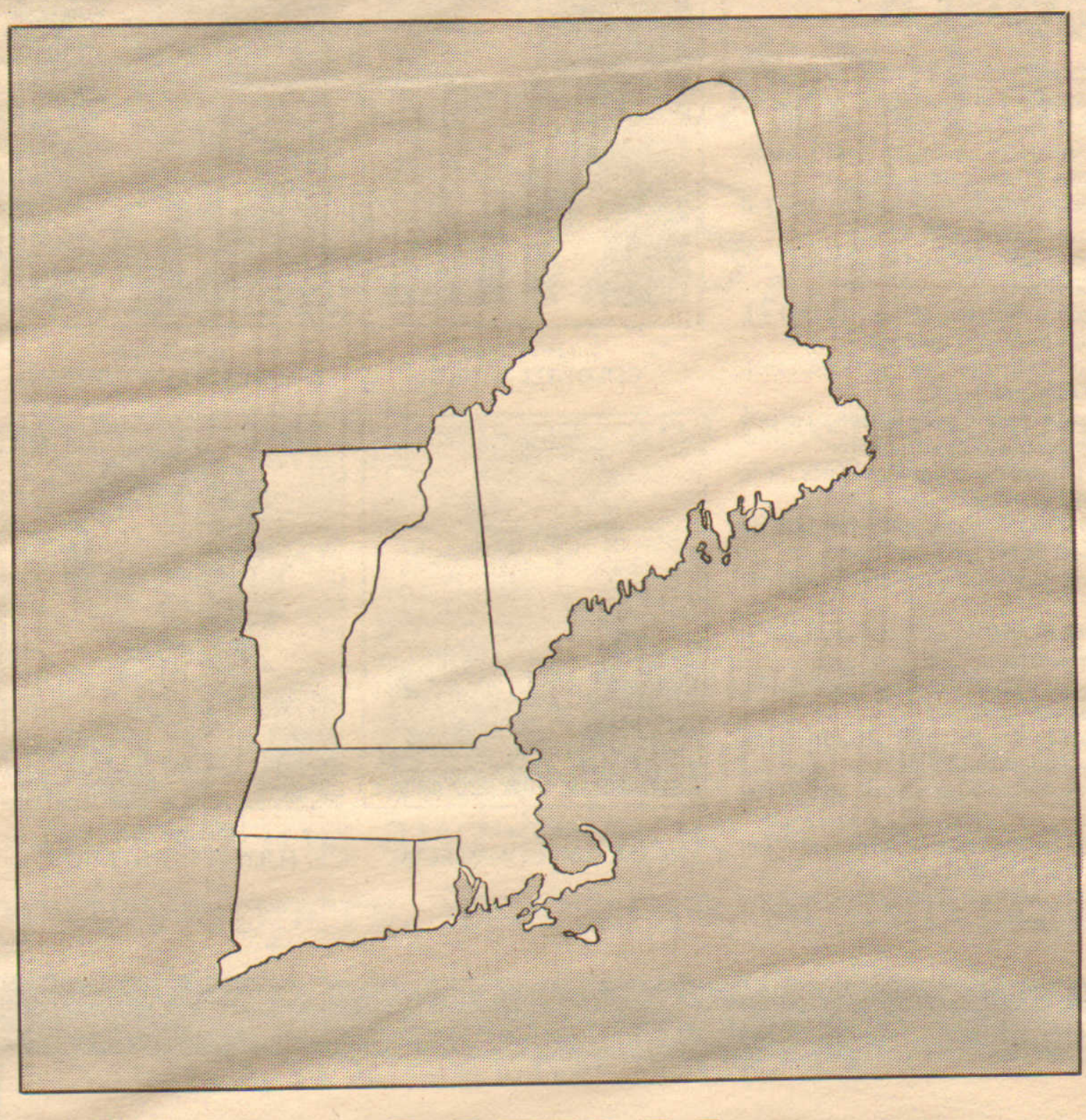
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The Beacon Companies
Bloomingdale's
Connecticut General
Dean Whitter & Co.
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COMMERCIAL, DEVELOPMENT & INVESTMENT REAL ESTATE

SEPTEMBER

R.I. Hospital Trust leads $15.5m loan to Ricciardo Co. for 302 unit second phase of condominium on Quincy Bay.

EPI Assoc. plans $4.5m 60 unit Jamaica Plain condo; Eckert Assoc. archt.; Pasco Construction GC; Greater Boston Bank loan.

M. Grealish & J. Wallace of Peter Elliot & Co. leases 5,000 s/f at South Shore business Center, Holbrook for Gill Realty.

Rosewood Dev. names R.W. Holmes agent for 320,000 s/f Bronx Park in Marlboro; Huygens & DiMella architect.

M. Tarkinow brokers $5m sale o Newton offices, 67,000 s/f, Harold Brown finances; Hamilton Realty to manage.

Denis Walsh received $2.6m Provident Inst. for Savings loan to rehab former West Roxbury school to 30 condominiums.

Northland Inv. names Spaulding & Slye to lease 94,000 s/f at 250 Summer st., Boston; Lazard Freres subsidiary co-owner.

A.J. Lane & Co. starts 60,000 s/f Westfield Executive Office Park; appoints Cavanagh, Fritz & Co. leasing agent.

Diversified Funding buys 445 Framingham units for $15.5m from Hodan properties for condos; $24m USTrust loan.

Combined Properties plans $8m renovation of 270,000 s/f in Chelsea bought from FT. Howard Paper.

R. Zarse of Nordblom Co. leases 62,000 s/f at Drum Hill Tech. Ctr., Chelmsford to Frequency Sources.

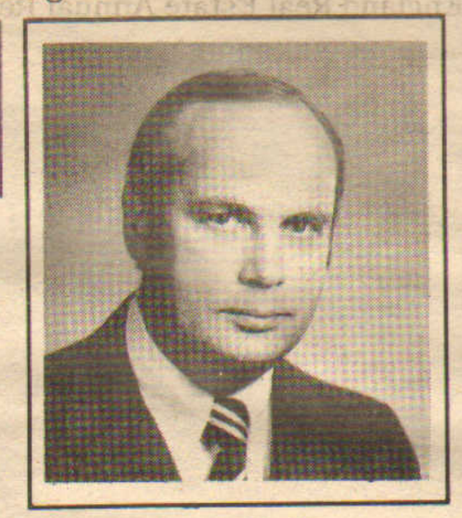
John Kunz constructing 12,000 s/f $1.15m offices, first in Middleton; S. Gilfillen architect; Wakefield Savings tenant.

Spectrum Financial arranges $11.2m for BTU Engineering for 200,000 s/f at North Billerica Industrial Park.

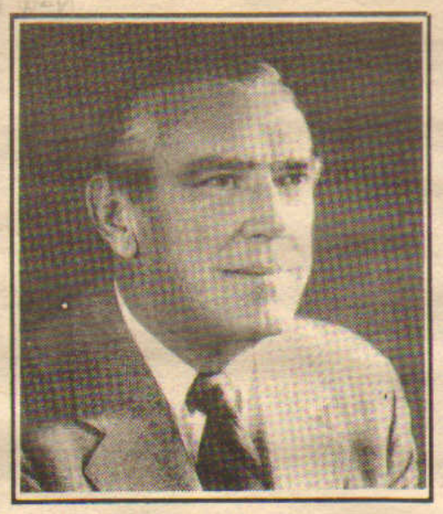
Cooper-Horowitz closes $5m loan to Syfeld-Keene Assoc. for 152,500 s/f shopping center in Keene, N.H.

Boston Financial Technology Group places $5m loan for 178,000 s/f Edgewater Business Park in Wakefield, Mass.

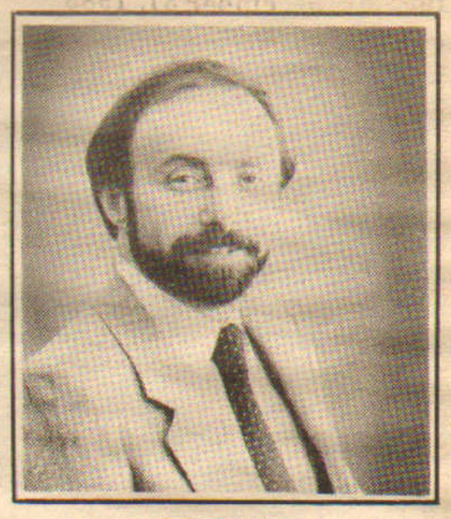
Ron Moskowitz dedicates $30m Harris Pond, 46 acre mixed use site in Merrimack, N.H.; Norwood Group broker.



James Schaffer
COLDWELL BANKER



John Fallon
R. M. BRADLEY & COMPANY



Ralph Calabrese
R. CALABRESE AGENCY



Peter Benke
HUNNEMAN COMMERCIAL



Richard Flier
FLIER CITY INTERESTS



Edward Fish
PEABODY COMPANY



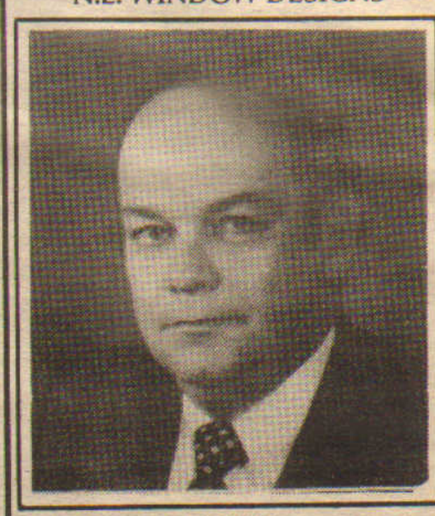
Elliot Ravech
PETER ELLIOT & COMPANY



C. Brendan Noonan
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Joel Wilder
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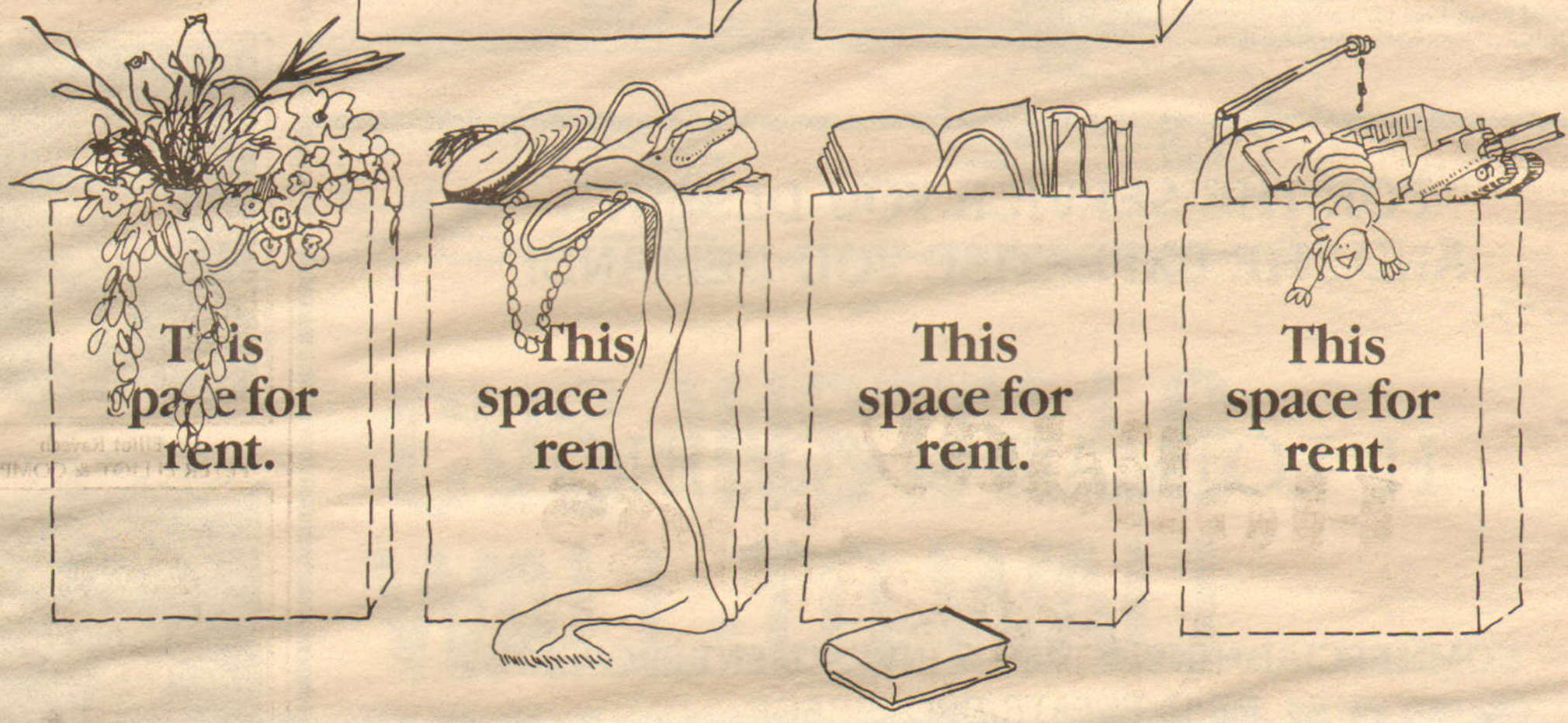
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SEPTEMBER

$6.2m MIFA loan to Norwood Physicians & American Dev. Team for 86,000 s/f medical office building; J. Perry archt.

J. Terista of Talanian Realty sells $2.16m 40,000 s/f bldg. in Cambridge for First Central realty to Mass. ave. Realty.

Peter Elliot & Co. agent for 39,000 s/f in Waltham; R.I.D. Realty developer and owner of 72,000 s/f property.

Condyn Inc. builds 86,600 s/f at Myles Standish Ind. Park, Taunton, for Midas Int'l; D. Cavanaugh of Hunneman broker.

Gendron Comml. brokers $2.5m sale of 52,716 s/f Portland building for N. Reef & D. Mooers to R. Coffin.

W. Kanteres handles sale of $1m 32,000 s/f Manchester bldg. for L. Lanteres to J. Gikas.

A. Kahn of Carpenters & Co. leases 12,500 s/f for Berwind Corp. in former Boston Kresge bldg. to Eye World, Record Town.

Claremont Dev. builds 83,000 s/f Times Square mixed use site in downtown New Bedford; Hresko Yost Assoc. architect.

Flatley Co. tops of 50,000 s/f bldg. at Norton Commerce Ctr.; plans one million s/f $46m park on 180 acre site.

Acton Tech Center Realty starts 80,000 s/f $5m office bldg; Mercantile Const. contractor; Project Planners architect.

M. Broderick of Global Comml. sells Bedford, N.H. property for J.& J. Mos to D. Genest for $101,000; Bank of N.H. loan.

Metropolitan Life tops off 100,000 s/f Corporate Center in Marlboro; Spaulding & Slye leasing and managing agent.

Napert Realty begins $7.8m 150 room Quality Inn in Comwell, Conn.; financing with Conn. Dev. Auth. IRBs.

N. Morizio & J. DeMund of Dow & Condon broker $7m sale of 330,000 s/f bldg., 36 acres, for Insilco Corp. in Meriden.

$1.4m deepwater marina at Sandcastle Assoc.' 103 unit Spinnaker Island & Yacht Club condos in Hull.

I. Nickerson of Finlay Comml. R.E. sells $550,000 14,000 s/f bldg. in Plaistow, N.H. for G. Lambert to Bertholet Ent.



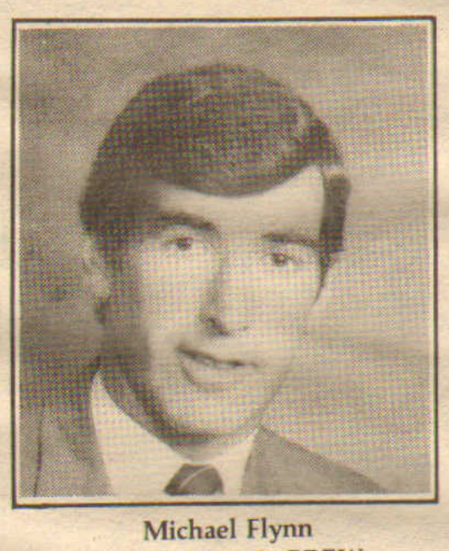
Christopher Finlay
THE FINLAY CO.



Betsy Olson
SAUNDERS & ASSOC.



Paul J. Stella
P. J. STELLA CONST. CO.



Michael Flynn
MEREDITH & GREW



Makram Awdeh
AWDEH & CO.



Stephen Rice
COLDWELL BANKER



James O'Brien
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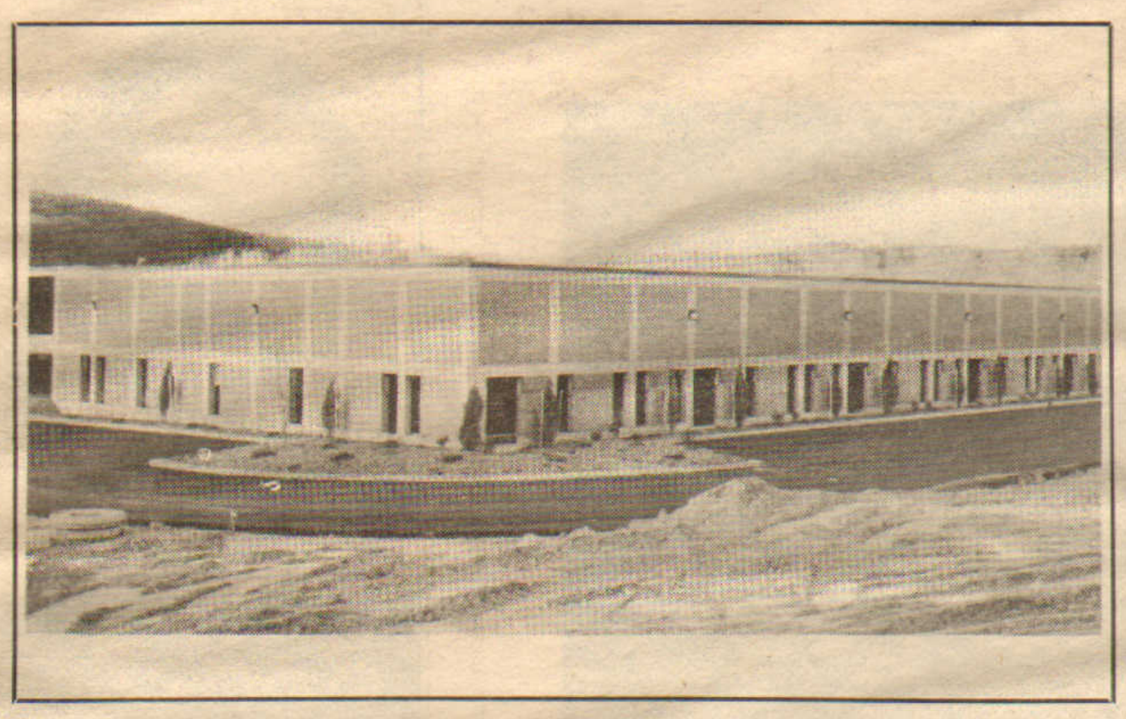
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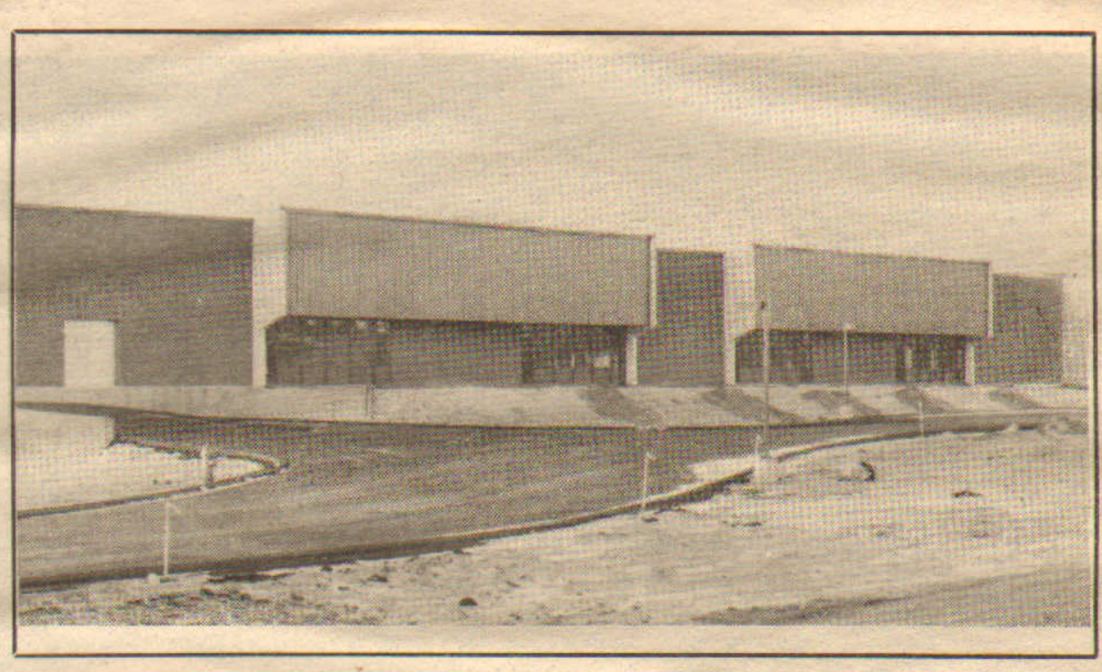


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- 17' clear stud height
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OCTOBER

J. Nadherny of Meredith & Grew leasing 75,000 s/f for S. Mack at Assinippi Park, Norwell; DCM archt.; Fleet loan.

Metropolitan R.E. Inv. does $5m renovation at Methuen Mall; Greenberg, Farrow & Assoc. archt.; Gilbane Const. contractor.

R. Stoddard of Realty Assoc. brokers $2.7m Dedham strip center to Dela Park Realty for Eastern Trust; 37,000 s/f.

N.E. Financial Resources loans $6m to Linwood Realty for 54 condos at Old Orchard Beach; Bruner/Cott archt.

Prendergast Dev. adds 41,000 s/f at Twin City Plaza, Cambridge; 14,000 s/f offices, 27,000 s/f retail 90% leased.

F. Nelson of Cushman & Wakefield brokers 11,300 s/f lease for Jaymont Properties at 260 Franklin st., Boston to NASD.

J. Chirstian & A. Deery of Ryan, Elliott & Co. lease 76,000 s/f for Rubin Cos. to N.E. Tel. at Paine Webber Bldg.

R. Mycko R.E. closes condo site sales to Bradgate Assoc. in Portsmouth for $1.3m; 191 units planned.

Flatley Co. starts 180,000 s/f Southwind Plaza, Hyannis; Stop & Shop and Bradlees to anchor 27 acre property.

Fowler, Goedecke, Ellis & O'Connor places $3.1m loan to Druker Co. for Shreve bldg. in back Bay; 64,000 s/f.

P. Quinn & D. Must of Corporate Space lease 105,768 s/f for EDIC/Boston to Nagle & Co.; aublease 48,000 s/f to ESI.

Jaymont Properties names Peter Elliot & Co. to lease and manage 345,000 s/f 23 story offices at 260 Franklin st.

E. Wronka, D. Brown & B. Levine of Ryan, Elliott & Co. lease 27,000 s/f at Lowell Research Ctr. for Iver Co. to Spartacus.

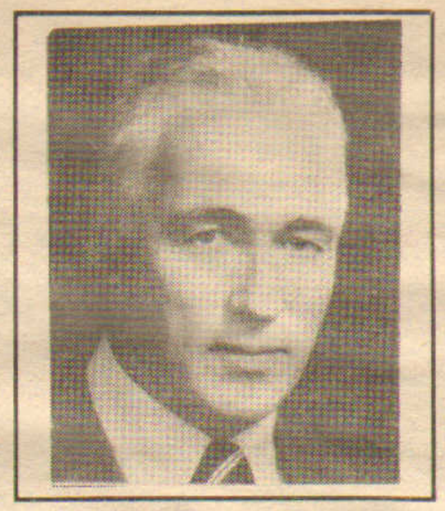
Spectrum Financial places $3.2m loan to Grossman-Keefe Co. for 59,235 s/f Cranberry Crossing in Kingston, Mass.

Congress Group starts $43.5m 645,000 s/f Constitution Park ofices/retail in Charlestown; Huygens & DiMella archt.

S. Rosenthal & Copley Inv. building 105 condos in Needham; Larkin, Glassman & Prager archt. fo $10m site; Bay Bank loan.



Lisa M. Saunders
SAUNDERS & ASSOC.



Thomas Leggat
THE LEGGAT COMPANY



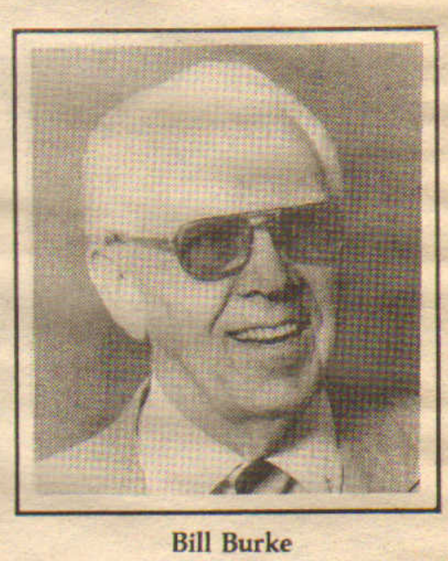
Carol Todreas
TODREAS/HANLEY ASSOC.



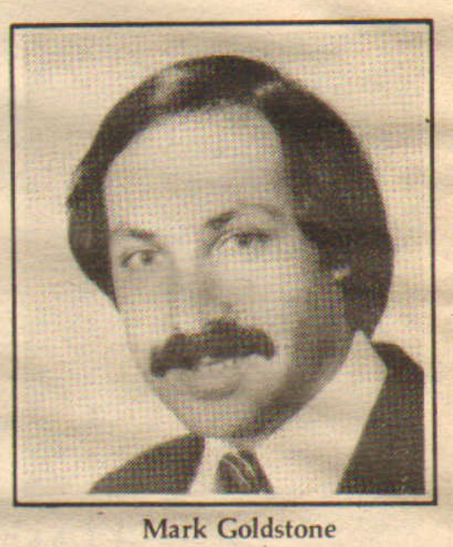
Theodore Jakubowski
EASTLAND PROPERTY MGT.



Webster Collins
C. W. WHITTIER, INC.



Bill Burke
ARTHUR FITTS RE



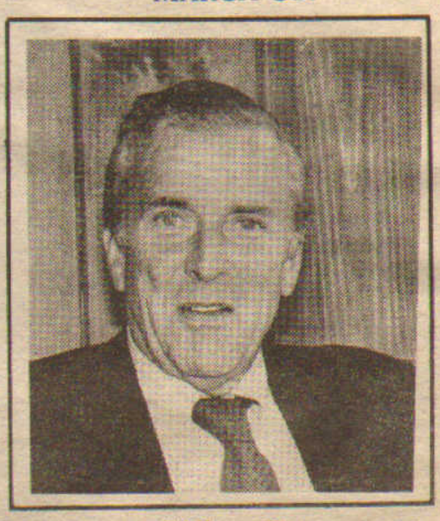
Mark Goldstone
SAUNDERS & ASSOC.



John Schiffman
MATS, INC.



Jay Montgomery
MARCH CO.



William Pitt
WILLIAM PITT, INC.

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—Electrical Service
—Preventative Maintenance
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—Tele/Data Communications
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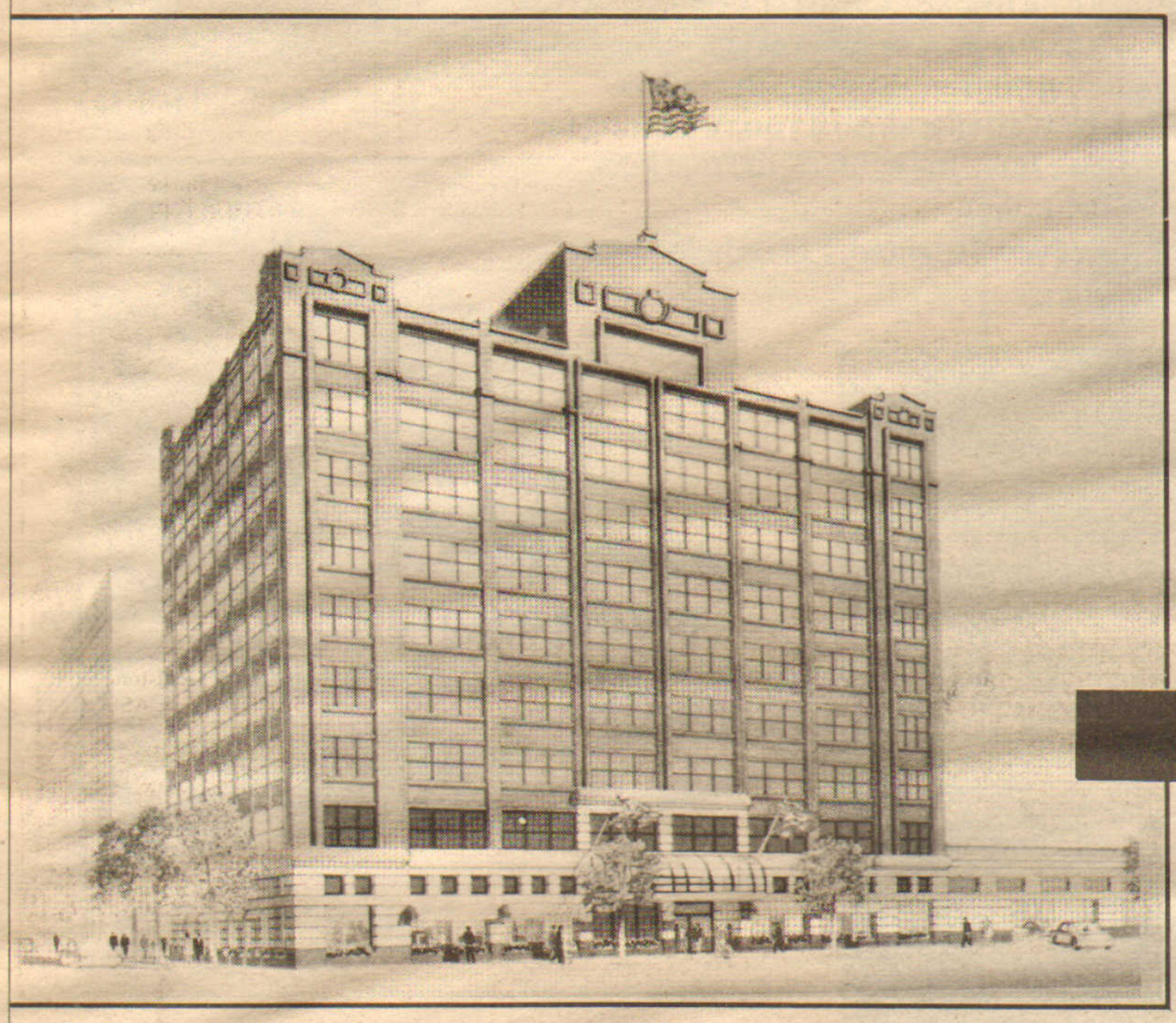
—Engineering
—Design
—Fabrication
—Installation of Overhead Crane Systems
—Hoists
—Monorails & Conveyors
—Rack Systems & Dock Levelers
—Overhead Crane & Hoist Repair Service
—Freight Lifts & Robotics

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That's because *where* a retailer does its business is just as important as how the business is done. And in the New England marketplace the right location *and* environment can go a long way towards making a retailer's store more successful.

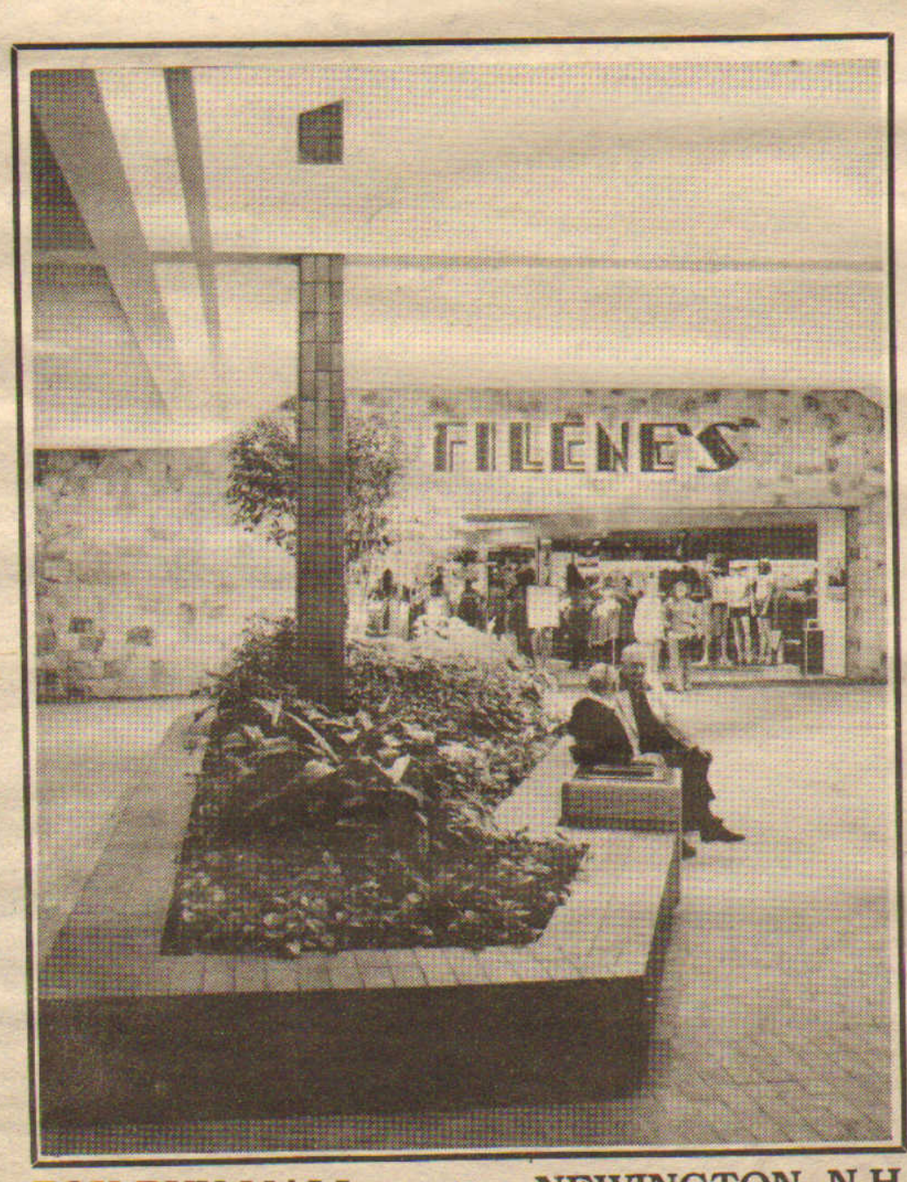
Through partnerships with key realty firms we're busy building new malls in exciting locations, expanding our family of *quality* centers throughout New England. So if you're looking for retail action, we have the centers, the markets, and the opportunities.

We know New England. Let us help you get to know it better.



CRYSTAL MALL WATERFORD, CONN.

INTEGRITY
QUALITY
RESPONSIBILITY



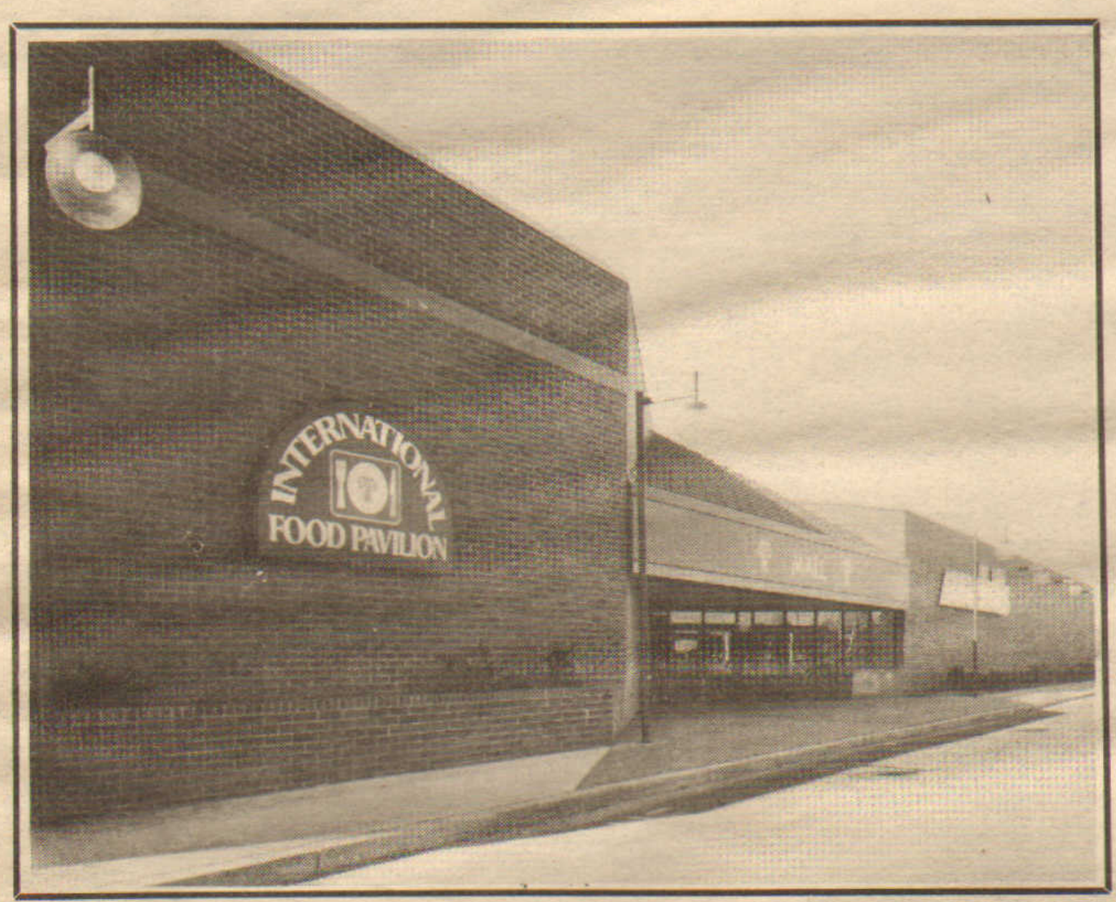
FOX RUN MALL NEWINGTON, N.H.



MALL OF NEW HAMPSHIRE
MANCHESTER, N.H.



LIBERTY TREE MALL DANVERS, MA.



LIBERTY TREE MALL
DANVERS, MA.



ARSENAL MALL WATERTOWN, MA.

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- THE ATRIUM, CHESTNUT HILL, MASS.
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OCTOBER

Winn Dev. rehabs 175 units at Jefferson Park, Cambridge; Mass. Housing Finance Agency grants $11.9m const. loan.

Berman & Sons acquires 2 Briantree office bldgs., 81,000 s/f, from Banque Indo Suez for $68m; both 100% leased.

A. Levy of Finlay Comml. R.E. agent for 90,000 s/f Symmes Park Business Ctr., Londonderry; Bay Banks loan for $1.85m site.

Condyn Inc. builds 30,000 s/f $1.2m site for L&M Realty in Billerica; M. Cail developer; N. Sutphin archt. for Memtek.

Leggat McCall & Coldwell Banker lease 31,000 s/f at Tambone's Chelmsford O.&R. Park to Thron EMI Computer Software.

Bond Bros. & Dugan & Meyers get $111m Hynes Center renovation in Boston; joint venture to expand site to 360,000 s/f.

C. Bibby of Carlson R.E. brokers $1.325m sale of 39 apts. in Lynn for C. Goutzos to Warren shepard Ltd. Prsp.

G.J. Smith & Son brokers 30 acre site in Milford, Conn. to Shopco Corp. for $2m; plans $30m 284,000 s/f offices.

Druker Co. reveals $80m plan for Heritage on the garden in Boston; TAC designs 40,000 s/f retail, 118,000 s/f offices.

S. Allen & V. Kudirka of Star Realty sell 168 units in Rutland, Mass. for Lancaster Realty to H. Gertel for $6.225m.

Channel Bldg. Co. breaks ground for 31,500 s/f $1m HQ siute for Skaff Mfg. in Lowell; MIFA & Union National Bank loans.

Diane Pergola of Otis & Ahearn & G. Salvucci R.E. cobroker $1.25m Boston bldg. for Danelle Shoe to American Dev. Co.

Fowler, Goedecke, Ellis & O'Connor places $267m loans to Chiofaro Co. for 1.8m s/f International Place.

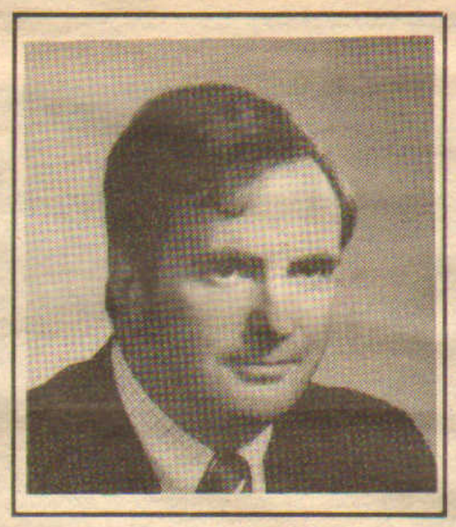
Meredith & Grew leasing agent for P. Webster's 67,000 s/f Waltham offices designed by Sutphin Associates.

Dimeo Const. Co. builds 54,000 s/f $4.6m GTE Corporate Research Ctr., Waltham; Architectural Resources designer.

Eastco opens $1.8m 64,000 s/f floor covering warehouse in Franklin, Mass.; seppala & Aho builder; MIFA loan.



Jack Podgur
JACK PODGUR RE



Sargent Collier
HAMLEN-COLLIER & CO.



Hank Lotman
H. LOTMAN & CO.



Terrence Sullivan
BOSTON BAY CAPITAL



Joseph Shapiro
LUNDERMAC CO., INC.



John Woefel
SAUNDERS & ASSOC.



Fred Rubin
COMMERCE PARK CORP.



Henry Wyner
JOHNSTOWN AMERICAN



Nancy Sewall
CITY OF BREWER



Patricia Barry
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Waltham, Mass. 02154

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(Minimum
Mortgage
$2 Million)

NOVEMBER

M. Grealish of Peter Elliot & Co. sells 27 acres in No. Weymouth to Belair Const. for Hallwood Group for $3m.

Rauseo & Co. brokers $725,000 sale of Wakefield medical office building for A. Donovan to R. Abate.

Callan Int. plans $141m 1m s/f Edgewater Office Park in Wakefield; Xyvision leases 78,000 s/f; 178,000 s/f u/c.

W. Clough of BFTG places $16m loan to Arabella Property Tr. for 230,000 s/f Paine Building in Boston.

R. Epstein of CREC brokers Preston Hotel, Marlboro, sale to Samia Cos. for New England Ent.; 55 rooms for $1m.

O. Lattanzi of Coldwell Banker & K. Barry of C.W. Whittier cobroker 43,000 s/f Boston bldg. sale for $4.9m.

R. Goldberg R.E. & R. Kates of Data Realty cobroker $450,000 Roxbury sale fo 48,000 s/f for A. Schaeffer.

Codman Co. & Coldwell Banker sell East Randolph Ind. Park for Prudential Ins. to Hamilton Realty for $9.8m; 348,000 s/f.

Northland Inv. opens 39,000 s/f offices/R&D at Southborough Technology Park; Beaver GC; Sasaki archt.; State St. Bank loan.

C. Warren & B. Lieberman of Olde Forge Realty sell 39 apts. and stores in Woburn for F. DePanfilo to Vista for $2.89m.

R.D.I. Realty names Peter Elliott & Co. agent for 30,000 s/f at ward Hill Industrial Park in Haverhill.

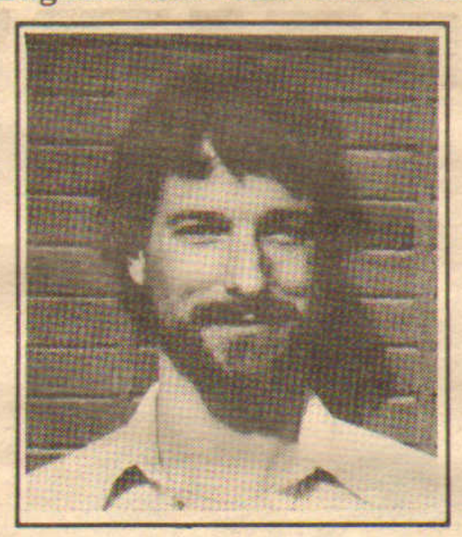
H.J. Davis Dev. starts Stetson Place, Weymouth, rehab; $8m joint venture with E. Darman & Lincoln Trust; 100,00 s/f.

Altid Ent. completes 511,000 s/f at Apollo Park, Exeter-Stratham, N.H. Apollo's largest manufacturing facility.

Radot Inc. developing $5.5m 60,000 s/f Spectrum Office & Technology Park in Newington, Con.

Fleet National provides $7.1m financing for Oakland Dev.'s 62,000 s/f Farmington Mountain Office Park in Conn.

Flatley Co. breaks ground for 48,000 s/f, Bldg. 1, at Malley Farm Business Centre in Somersworth, N.H.



Mark Nash
THE NASH GROUP



John Curtin
CURTIN INSURANCE



Debbie Nash
THE NASH GROUP



Alan Leventhal
BEACON COMPANIES



Richard Dennis
CASEY & DENNIS



Ernest Wronka
RYAN, ELLIOTT & CO.



Jean Quinn
BUSINESS ASSETS MGT.



DeForest Smith
G. J. SMITH & SON



Robert Monahan
ARLINGTON I.D.C.



Thomas Standish
HARTFORD DEVELOPMENT

ACTION EQUIPMENT

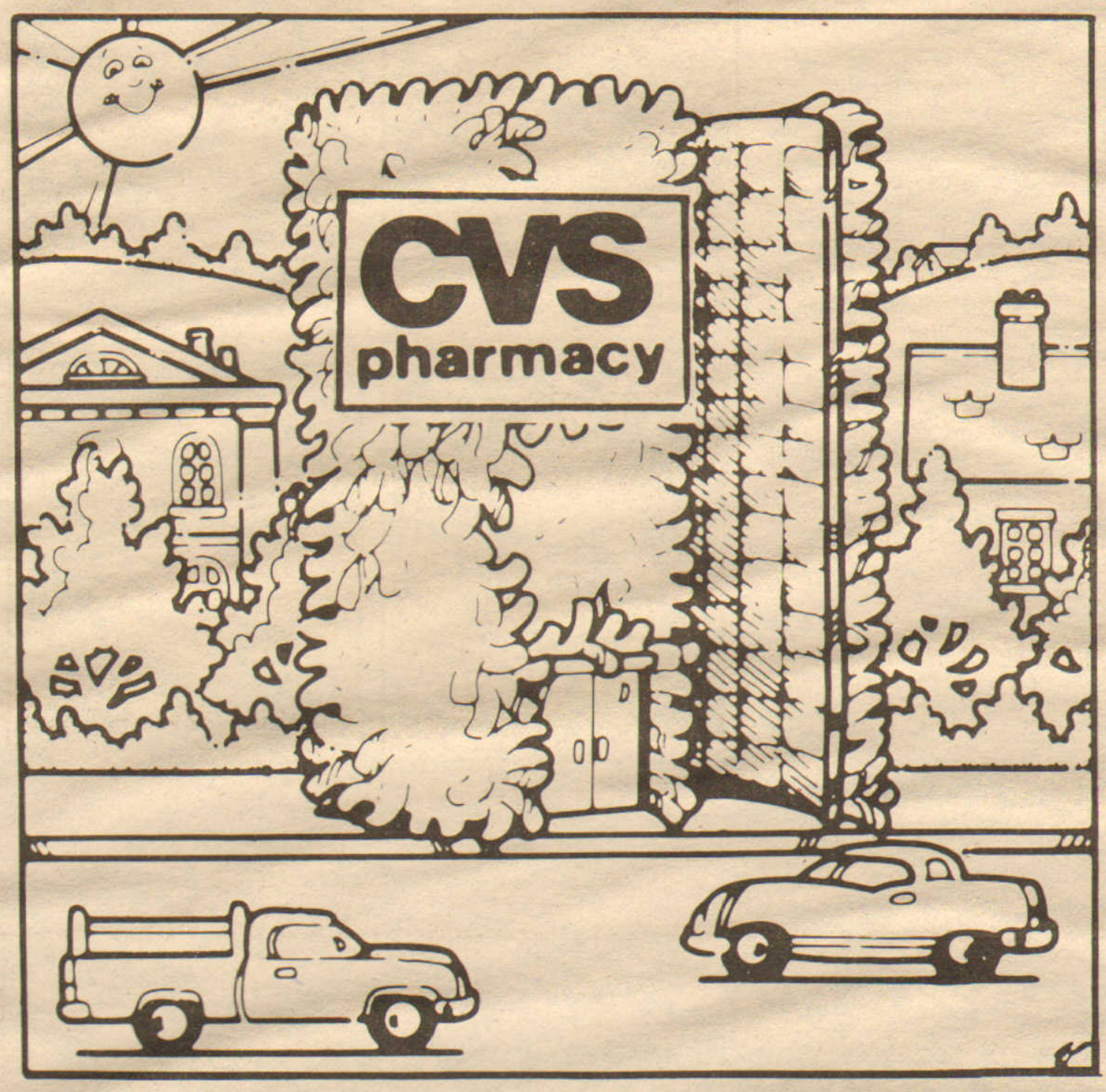
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LOWER MAIN ST. ● GORHAM, MAINE 04038 ● TELEPHONE (207) 856-6707
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Your space just might become a lot more valuable to you.

CVS

A DIVISION OF MELVILLE CORP.

NOVEMBER

Keller Co. places $47.69m for Kurt Saracen's Dedham Place; Hilton Conf. Ctr., 160,000 s/f offices; Schiffer Assoc. archt.

R. Riemer buys $660,000 condo space at Patriot Bank Park in Chelsea; 12,000 s/f from Masta Dev. in 45,000 s/f building.

Capital Realty Serv. arranges $3.9m mortgage to Bruk Co. for 64,000 s/f R&D bldg. in Andover leased to Vicor Corp.

Spectrum Financial places $11.25m loans to Koala Inns for 184 rooms in Andover, Mass. & 105 rooms in West Haven, Conn.

Wedgestone Realty Inc. places $2.5m with University Bank & Trust for 43,000 s/f downtown Boston office building.

Keller Co. places $12.4m const. loan to Corcoran, Mullins, Jennison for Ocean Edge Inn & Conf. Ctr., Brewster, Mass.

The Architects Collaborative designs 70,000 s/f HQ for New england Telephone Co. in South Burlington, Vt.

A.W. Perry & Main St. Archts. team up for 20,000 s/f theme shopping center, Brigantine Square, in Pembroke, Mass.

MARIC Inc. buys Hearthstone Plaza, Brookline from Combined Ins. Co. of America for $14.75m; Cutler/Hunneman broker.

Neelon Cos. agent for A.J. Lane's 102,000 s/f Medfield Ind. Park; Algonquin Builders GC for $3m site; R. Hunt archt.

W. Spiegel, J. Eysenbach, R.W. Holmes broker $720,000, 18,000 s/f Westboro offices-plant for Vee-arc to investors.

R. Cibotti of Flatley Co. leases 11,000 s/f at Braintree Hill Park to Citicorp Acceptance Co.

R.K. Assoc. builds 81,000 s/f offices in Marlboro; Ford Const. contractor; Bank of New England financing.

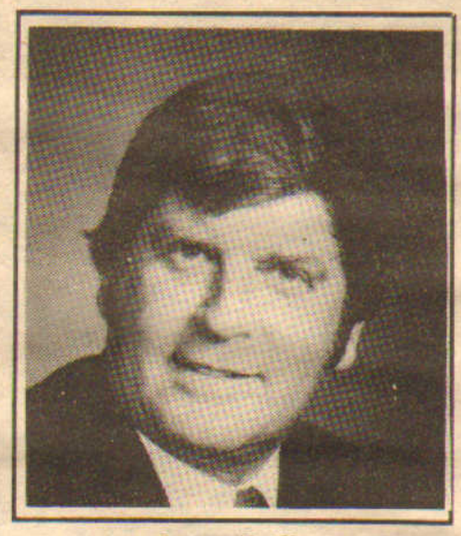
J. Otolo of CSi leases 12,000 s/f for Industrial Prop. Tr. in Malden to Bailey's of Boston for mfg., offices, retail.

Humbert & Barnes Inc. buys 408 apts in Salem, N.H. from Consolidated Capital for $20m; V. Kudirka of Star Realty broker.

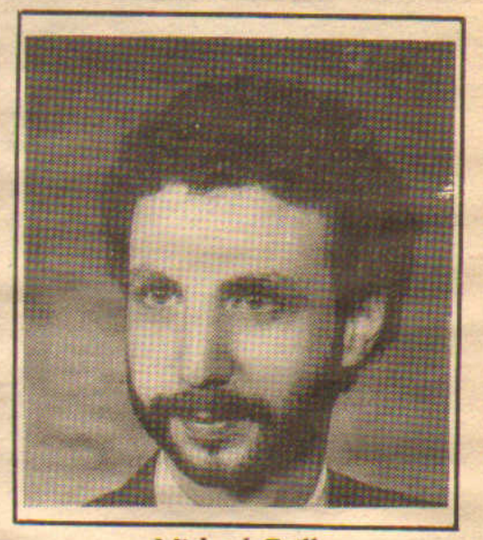
Provest Corp. develops $7m British Landing, 60 condos and yacht club in Wareham; Chestnut Hill Realty marketing agent.



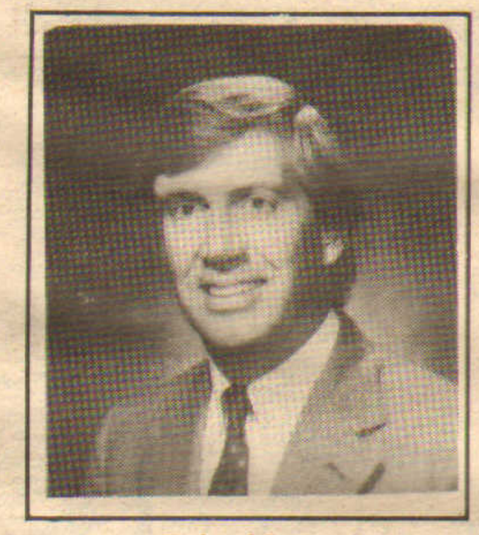
Walter Brown
C. R. KLEWIN, INC.



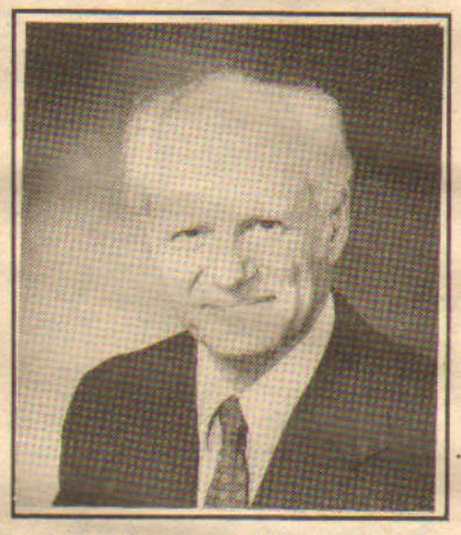
James Reilly
ACTION EQUIPMENT



Michael Grill
NORTHLAND INVESTMENT CORP.



Richard Jumpp
THE JUMPP CO.



J. Leonard Schatz
J. L. SCHATZ & CO.



Robert Adnopoz
BEAZLEY CO., REALTORS



Richard DeAgazio
EXCHANGE GROUP, INC.



Nicholas Iacuzio
LAVENTHOL & HORWATH



Paul Daqui
EQUITY VENTURES, INC.



Robert Gunn
GUNN FINANCIAL

Connecticut Factors, Inc.

Real Estate Development
Property Management
Investment Opportunities

Robert V. Matthews
President

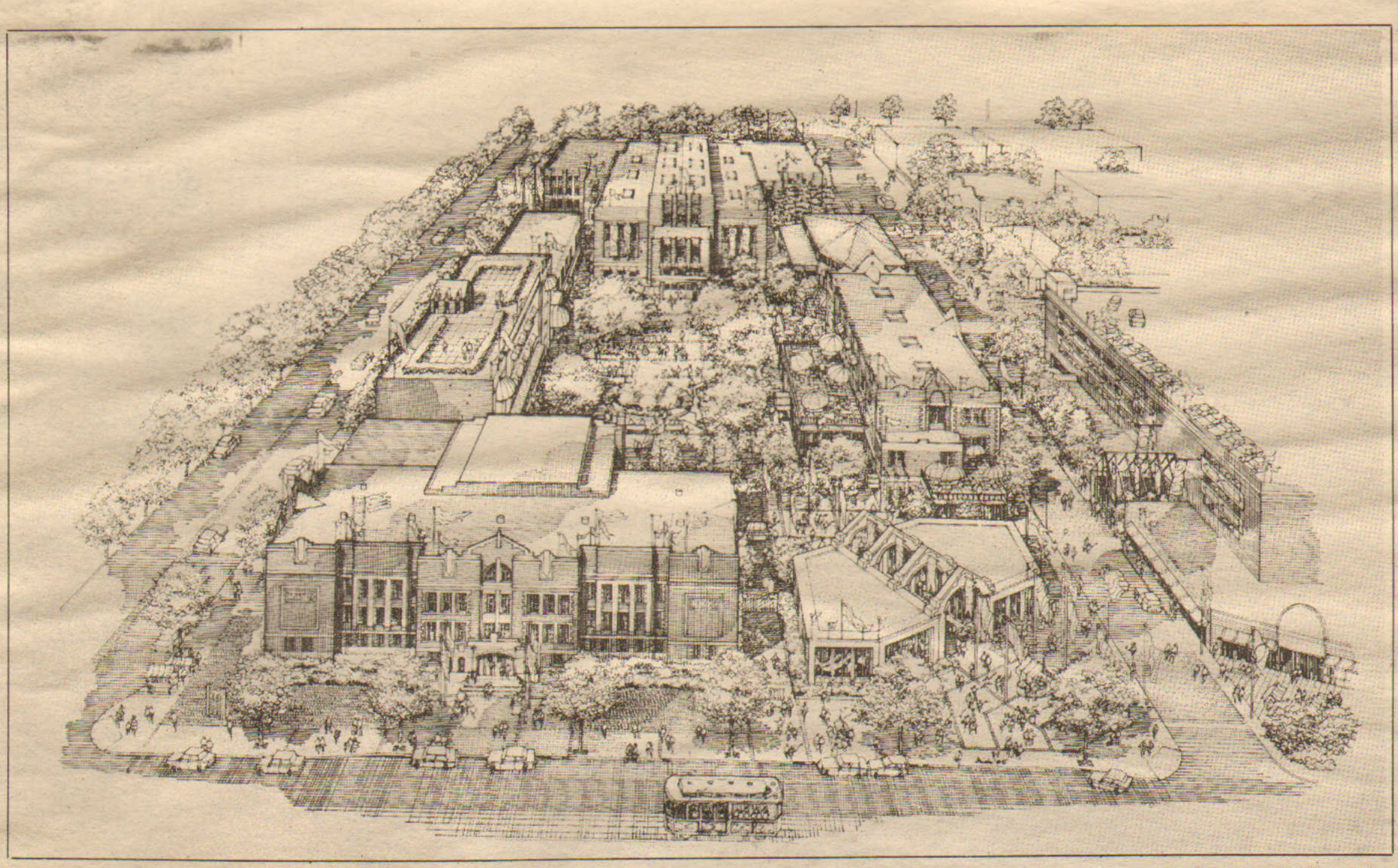
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Gary Irish **Graphics/Rendering**

NOVEMBER

N. Azarian of Vidal Realtors sells $950,000 6,700 s/f offices in Fairfield for A. Silvestri to J. Bender.

First Concord Financial investments near $15m; acquire 55,000 s/f offices and 155,000 s/f shopping center.

B. Jenkins of Codman Co. & R. Nesseralla of Chase Group sell 13,000 s/f Hingham bldg. for Gem-O-Rama to H.H. Hawkins.

Charles Parlee names Jumpp Co. agent for $2m 26,000 s/f Vinal Square offices and stores in Chelmsford, Mass.

Downing Corp. & Wayland Sq. Assoc. start twin bldgs., 86,000 s/f, in Cranston, R.I.; R. Cardarelli architect.

Jason Kravetz group proposes 3rd Boston aren complex; $500m site includes hotel, parking offices stores, medical bldg.

O.Hunnewell of Northland Inv. signs USPS, NYNEX & CIBB at Building 2 at Bedford (N.H.) Executive Office Park.

Spaulding & Slye named to lease Moore First Realty's 82,570 s/f Brookside Park offices/R&D in Waltham.

Flatley Co. building 40,000 s/f offices, 75,000 s/f spec bldg. at Cherry Hill Park in Beverly-Danvers, Mass.

B. Warwick & P. Malkin develop $50m 275,000 s/f Metro Center in Stamford; Skidmore, Owings & Merrill architect.

R. Gordon & Prospect Co. to develop 674,000 s/f State House Square offices, retail, parking in Hartford.

S. Crowley & Assoc. brokers $1.285m sale of 27,000 s/f ind. site for Fairfield County Liquidators in E. Norwalk.

Peter Elliot & Co. & Golub & Co. start $18.5m 135,000 s/f offices in Needham; Chicago firm's first Boston area project.

March Co. forms partnership to buy, restore and operate 99,920 s/f Boston bldg.; R. Cohen general partner.

Kelly Ent. signs Mass. state agency for entire 16,400 s/f Quincy offices; Barron Realty agent; L&R Const. contractor.

C.J. Miano R.E. & Rockton Realty cobroker $3.45m sale of 80 units in **Rocky Hill** for Sprucewood Assoc. to General Dev.



Edward Barry
THE CONGRESS GROUP



Dean Stratouly
THE CONGRESS GROUP



Edwin Lasner
WILLIAM PITT, INC.



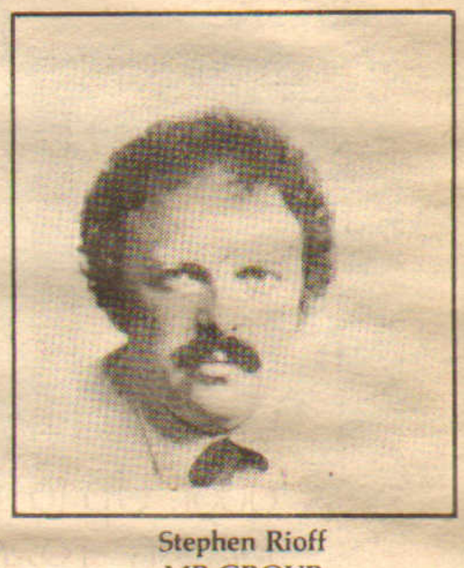
Bernard Singer
SINGER ASSOCIATES



Herb Pearce
H. PEARCE CO.



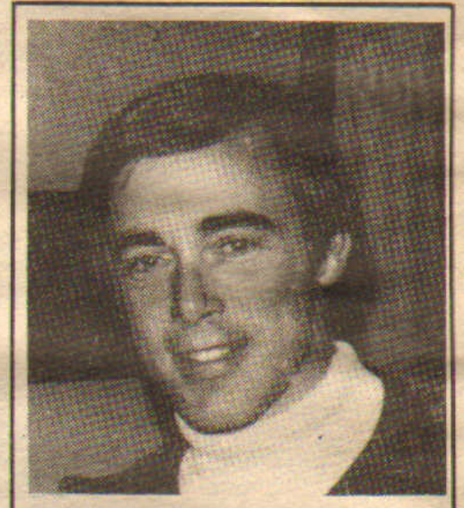
Daniel Neiditz
M. J. NEIDITZ CO.



Stephen Rioff
MB GROUP



Wesley Marans
R. M. BRADLEY & CO.



Art Keefe
GROSSMAN-KEEFE CO.



John Stabile
PROLMAN & STABILE

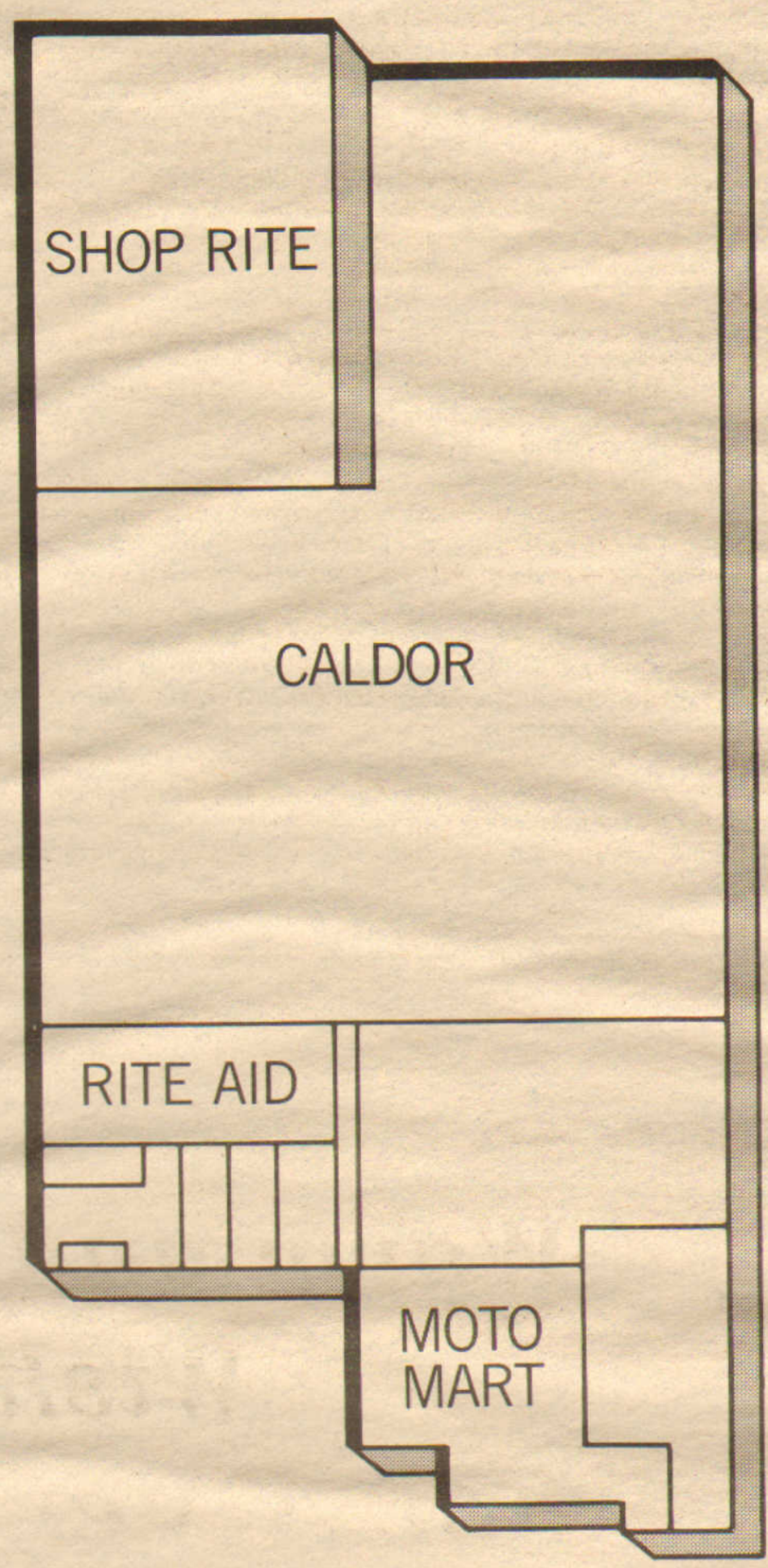
Warm and Sincere Wishes For A Very Happy Holiday Season And A Promising New Year

Horowitz Finance Corporation
407 Essex Street
Millburn, New Jersey 07041

A Horowitz-Weiner Company

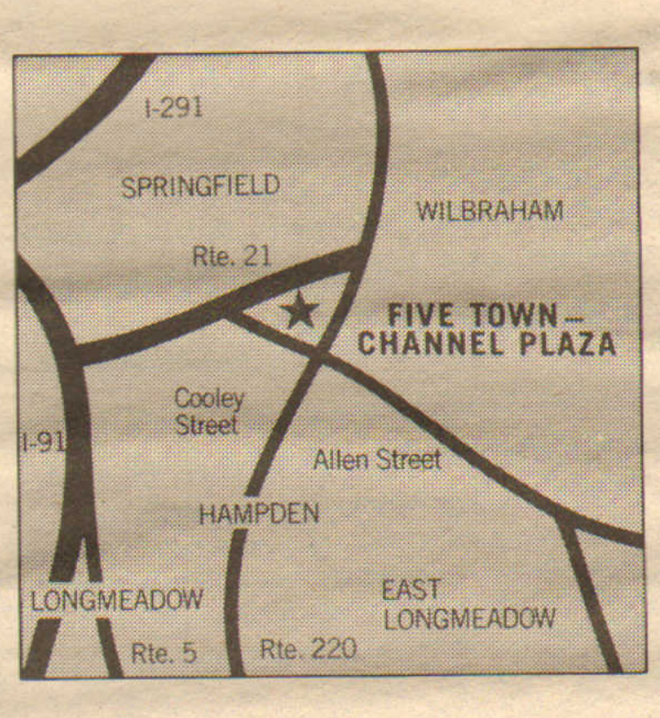
Meet the neighbors

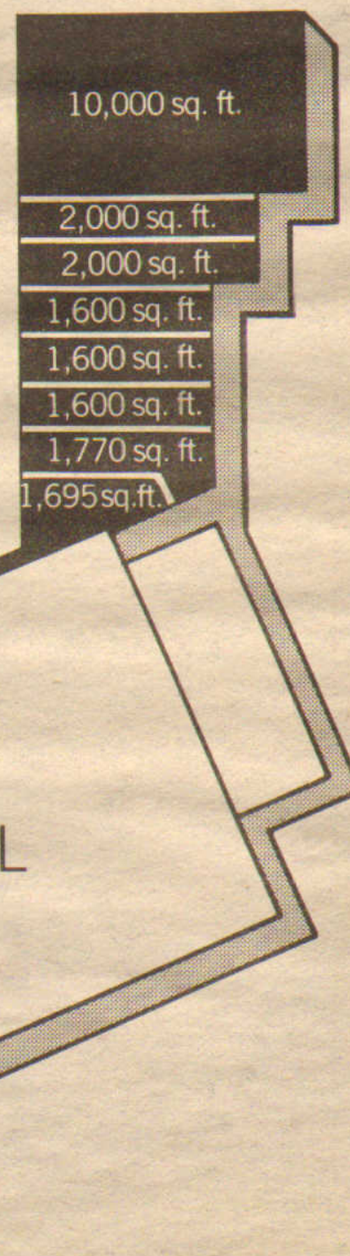
Neighbors like Caldor, Shop Rite, Channel Home Center, Rite Aid and Moto Mart will make any retailer feel right at home. And the 300,000 + neighbors in the five surrounding towns of Springfield, Wilbraham, Hampden, Longmeadow, and East Longmeadow are sure to make you feel welcome too. Five Town Plaza was recently renovated, and the addition of Channel Plaza, right next door, means convenience for shoppers that brings them out in droves . . . and right to your door. Up to 10,000 sq. ft. will be available in March, 1986. Call today, so we can roll out the welcome wagon for you!



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Springfield, Massachusetts





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BRONSON & HUTENSKY

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DECEMBER

Leggat McCall & Ingalls Assoc. top off $30m 162,000 s/f 885 Boylston st., Boston; LM&W leasing; TAC archt.

Regency Inns to develop $15m 250,000 s/f inn-conference ctr. at Myles Standish I.P., Taunton; Iyanough Mgmt. owner.

R. Peterson of Coldwell Banker sells 20 Mansfield acres for WRC Properties to Nissan Motor Corp. for over $1m.

Mass. Govt. Land Bank leads $9m funding for revitalization of Walter Baker Factory to 133 apts. in Dorchester.

Corcoran, Mullins, Jennison starts $6.7m Queen Anne's Gate 110 unit addition in Weymouth; CMJ Builders contractor.

Income Property Fin. arranges $7.5m loan for 54,000 s/f in Stamford built by A. Collins & W. Fox; Graham archt.

Cronin & Co. brokers $7.35m sale of 300,000 s/f Bird Inc. properties in E. Walpole to M. Viano and D. Wakefield.

R.M. Bradley leases 128,000 s/f at Andover Tech Ctr. for Prudential Dev. Group to LISP Machine.

Peter Elliot & Co. leases 70% of 38,000 s/f South Shore Business Ctr., Holbrook, for Gill Realty Trust.

Druker Co. breaks ground for $15m 110,000 s/f Two Newton Place; State St. Bank loan; Drummey Rosane Anderson archt.

M. Kenealy of Key Realty brokers $1m Quincy building sale for North East/Wollaston Trust to Ocean Cove Corp.

Einhorn Assoc. sells 5 bldgs. in New Haven redevelopment district to Klein & Jay Development for $6m.

Konover Mgmt. named by TCW Realty Fund to manage 151,000 s/f Corbins Corner Shopping Center in West Hartford.

Bronson & Hutensky develops 225,400 s/f Riverdale Plaza in West Springfield, Mass. with F.L. Roberts & Colebrook Corp.

Capital Realty Serv. places $15.8m loan with Union Mutual Life for 170,200 s/f Constitution Plaza in Charlestown.

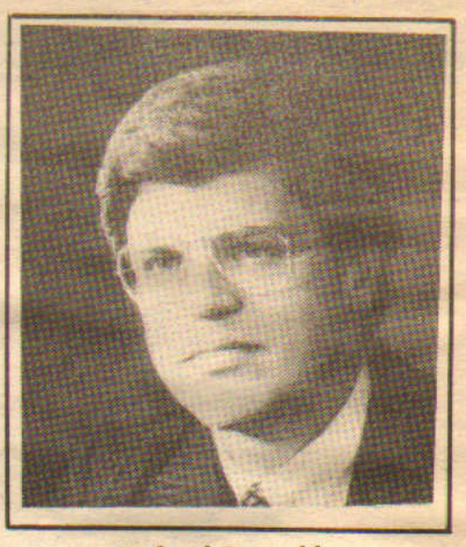
Winstanley Assoc. & Forge Dev. names Leggat McCall agent for 450,000 s/f Monarch Technology Park in Littleton, Mass.



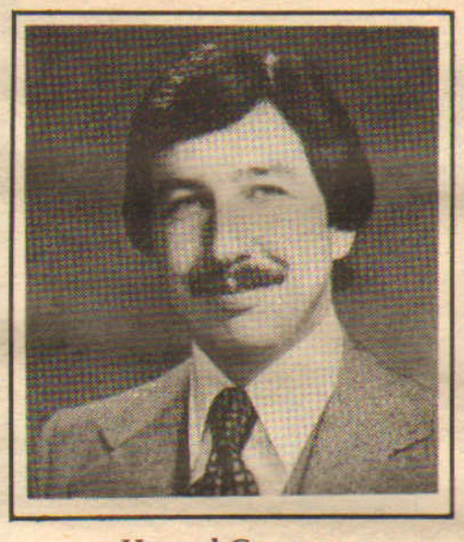
Walter Schultz
M. J. NEIDITZ CO.



Richard Hayes
THE HAYES CORPORATION



Richard Reynolds
HINES INDUSTRIAL



Howard Grossman
GROSSMAN-KEEFE CO.



Thomas Walsh
THE CODMAN COMPANY



Gregg Jordan
HUNNEMAN COMMERCIAL



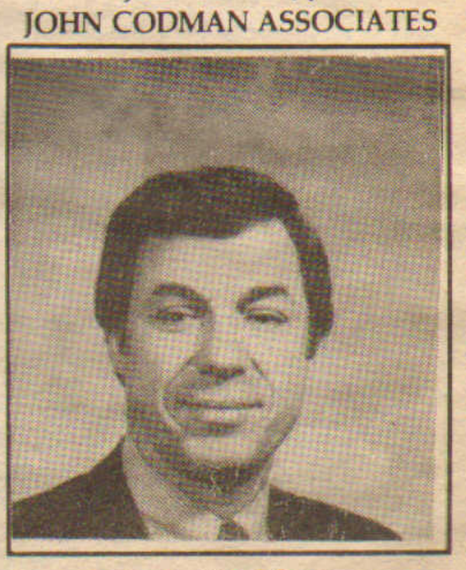
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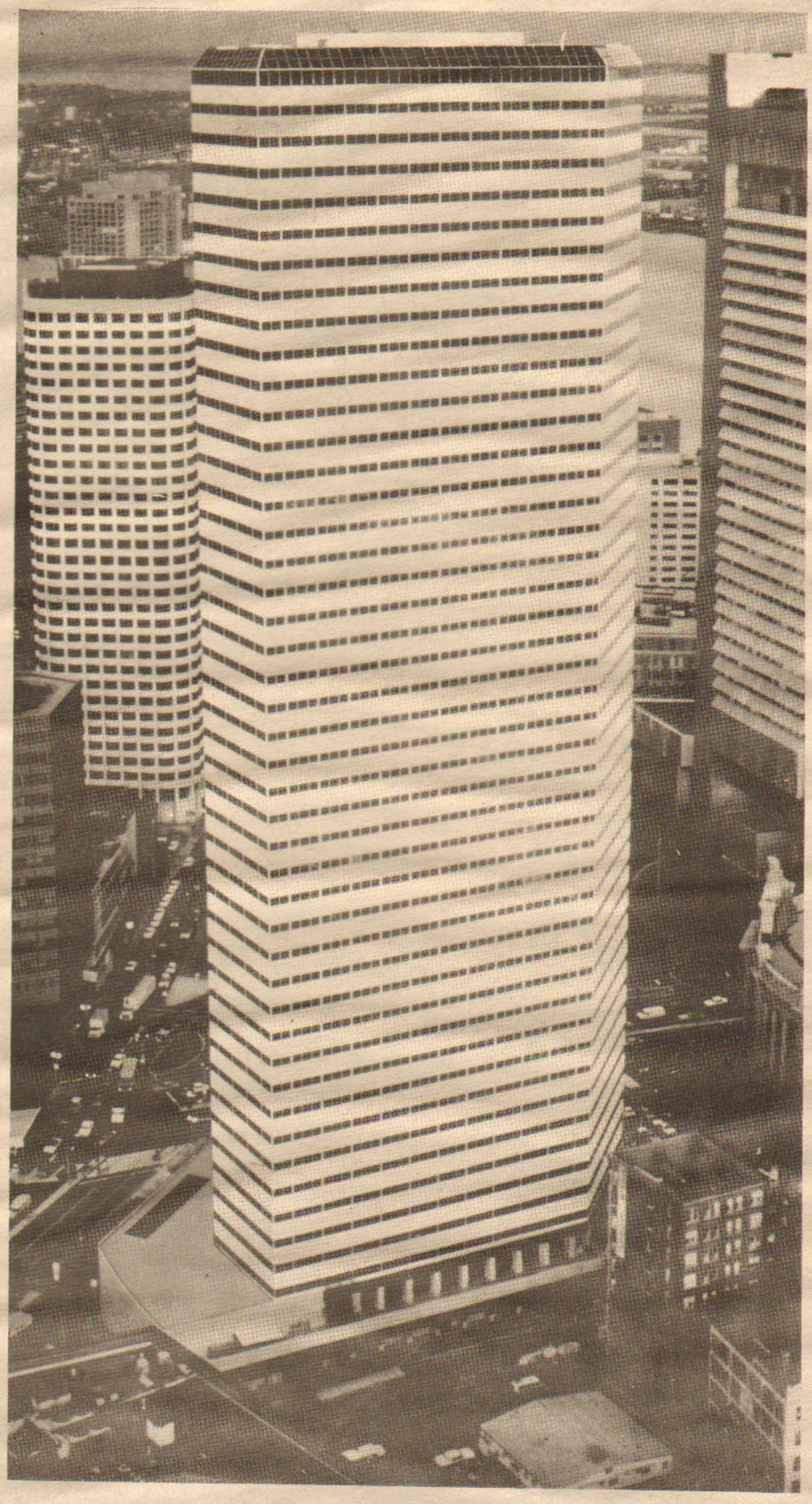
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DECEMBER

J. Kerrigan of LM&W and J. Clunie of Algonquin Realty lease 11,462 s/f at Point West Place for Hines Ind. to AT&T Systems.

Mirrione Dev. starts 210,000 s/f $18m Brockton Executive Park; ADD Inc. architect; Coldwell Banker agent.

Metropolitan Life Cos. buys full interest in Unicorn Park, Woburn from tech/Ops Inc.; 407,000 s/f for $3.8m.

Peckham Realty & Caruso Co. start $7m Hollis Village Mktpl. in Hollis, N.H.; Leonard, Lee & Co. agt.; Numerica loan.

UT/Otis Elevator breaks ground for $15m 131,274 s/f tower on 15 acres at 229 Technology Park in Bristol, Conn.

R. Miller & R. Elder building 170,000 s/f offices in Stamford; William Pitt leasing broker; Stubbins Associates archt.

Winn Dev. & MARIC top out 150,500 s/f Brookline Place medical bldg.; Beaver Builders GC; Eisenberg Haven Assoc. archt.

Highwood Assoc. starts 85,400 s/f offices/R&D in Tewksbury; Codman Co. exclusive agent for $6m site.

E. Wronka of Ryan, Elliot & J. Delaney of Meredith & Grew lease 140,000 s/f at Metro. Tech Pk., Tewksbury, to Avco Syst.

S. Kaplan starts $26m 117 unit luxury condos at Seal Harbor in Winthrop; ADDInc. archt.; Sanford Group marketing.

Hunneman Comml. leasing agent for Real Property Resource's 60,000 s/f Boston offices; Bergmeyer archt.; Moscone GC.

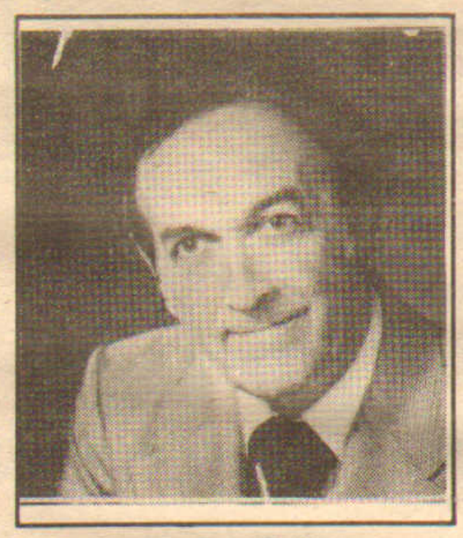
Boston Mortgage places $10m permanent with Teachers Ins. for R. Scinto's 130,000 s/f Enterprise Center, Shelton, Conn.

Cabral Realty buys $20m 480 unit Nashua complex from CMC-Cantebury Ltd.; Meredith & Grew places G.E.C.C. financing.

Conifer Hill Assoc. plans $25m 232,000 s/f Danvers office condos and rentals: Berry & Son const. manager.

J. Ford and C. Russell of G.J. Smith sell 80 acres to D. Mack for $1.2m 500,000 s/f offices in Middletown, Conn.

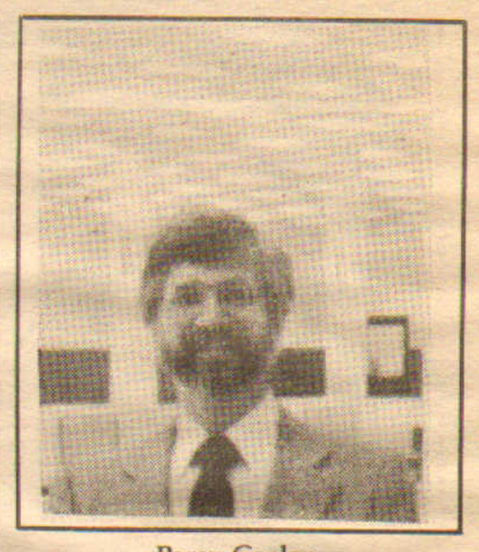
E. Barrueta of Peter Elliott & Co. sells $15m 100,000 s/f Boston Safe Bldg. for Devonshire Land Tr. to N. Lerenson of Copley Group.



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Hal Bensen
HAL BENSEN, REALTOR



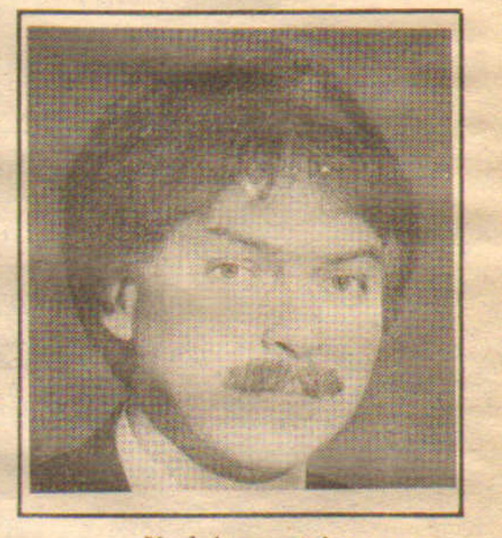
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Lynne Barron
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Karl Augenstein
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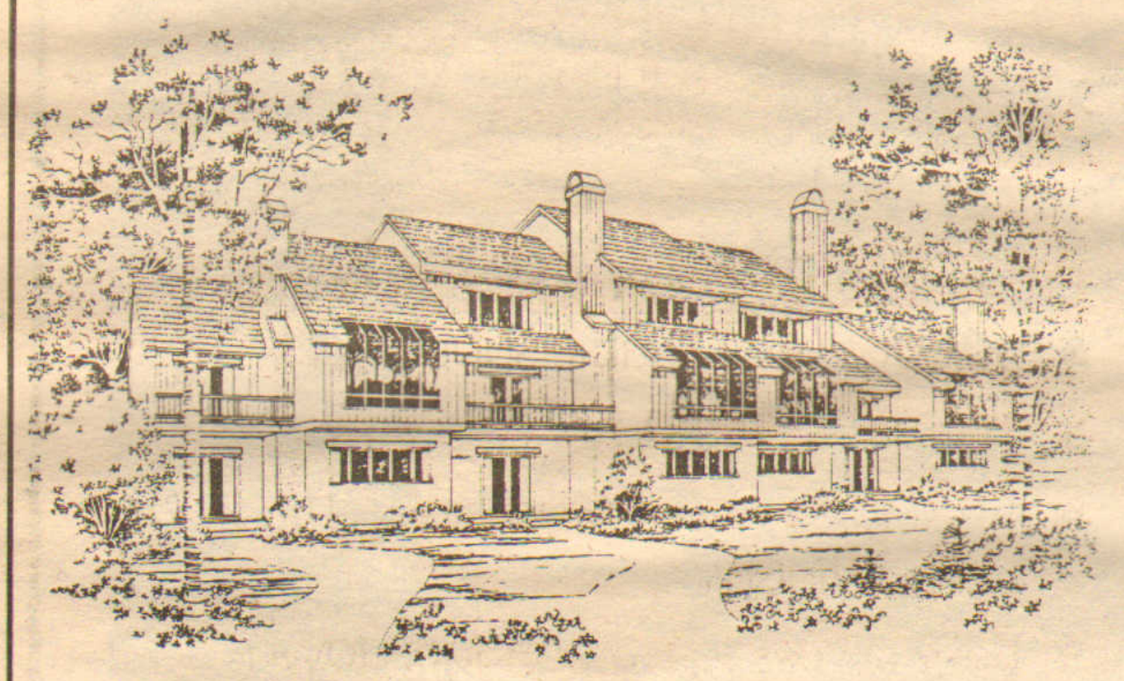
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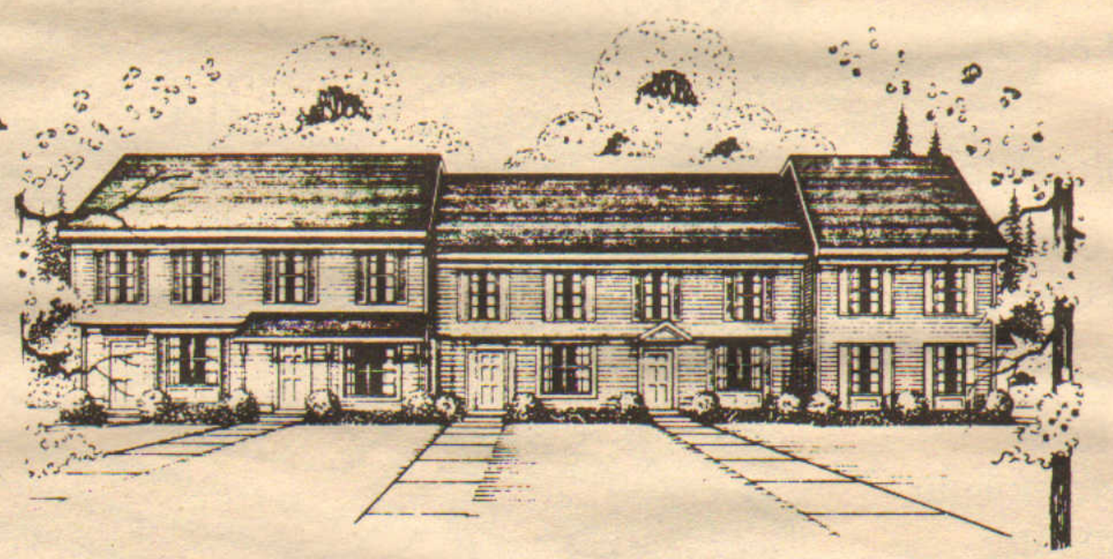
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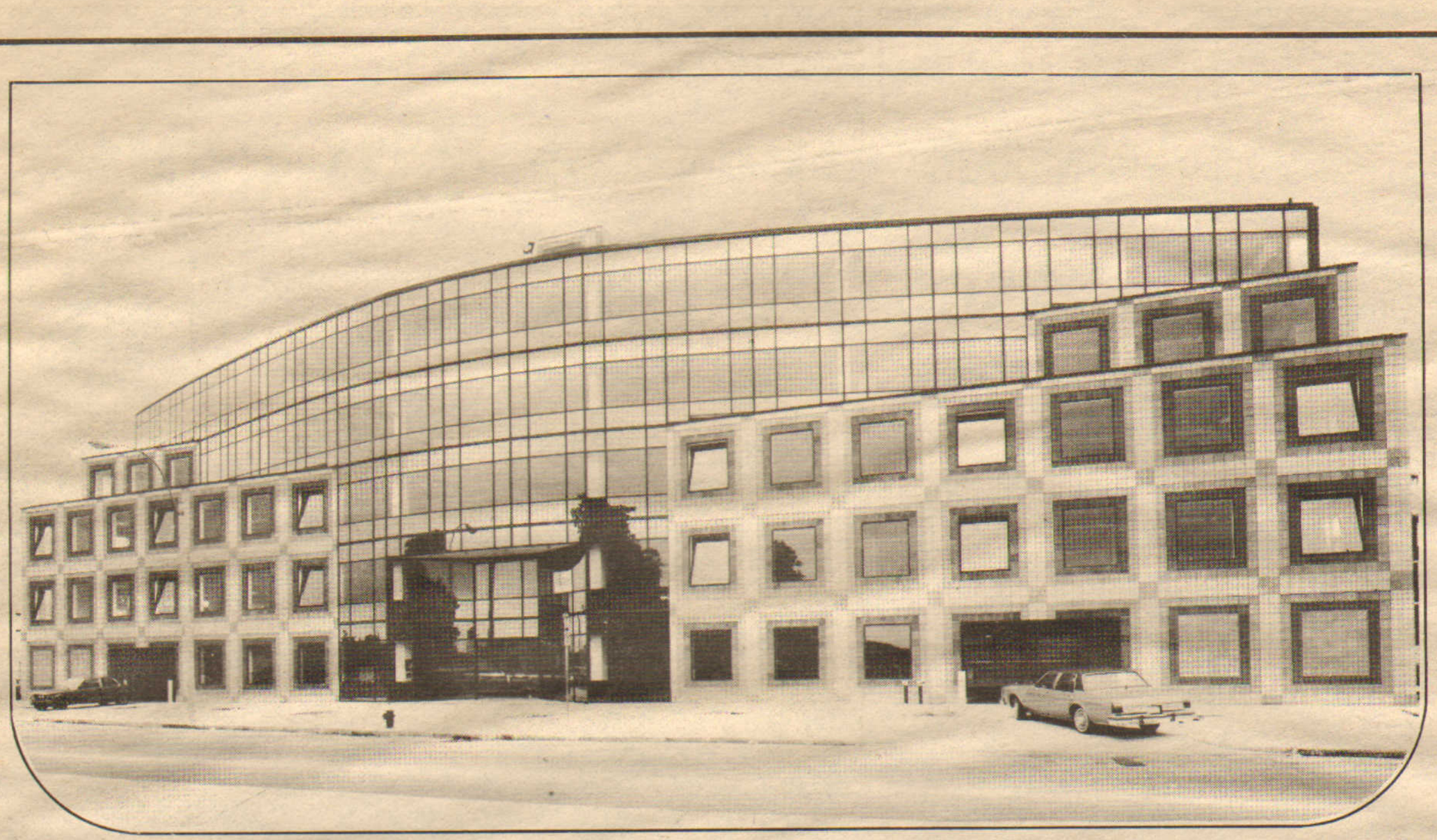
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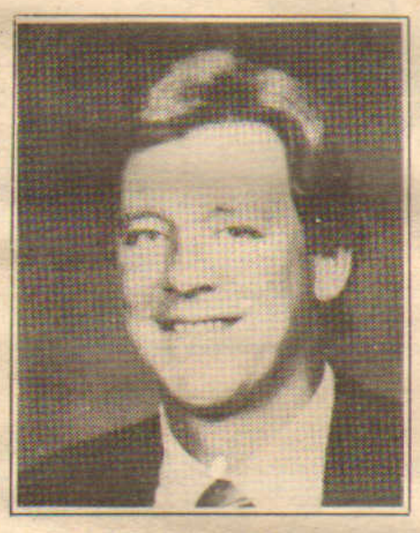
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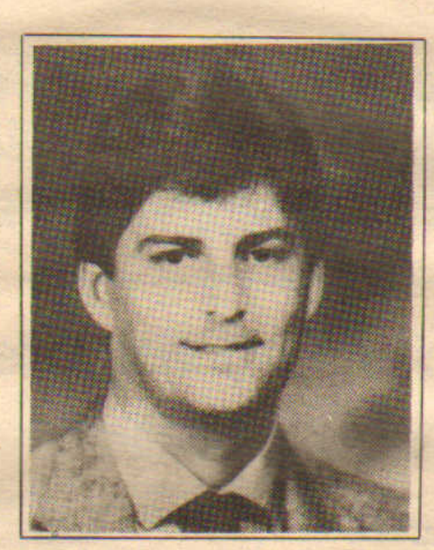
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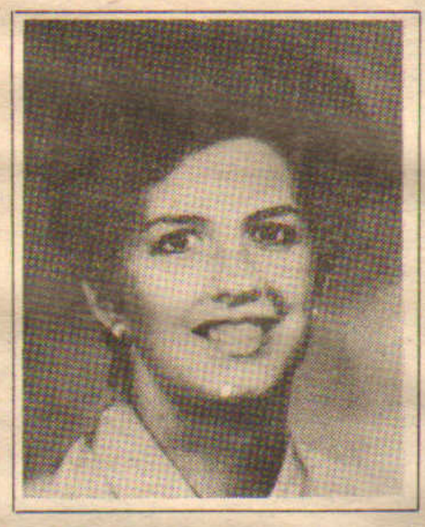
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