

1986 REAL ESTATE REVIEW

Section A

december 30, 1986 / 40 pages

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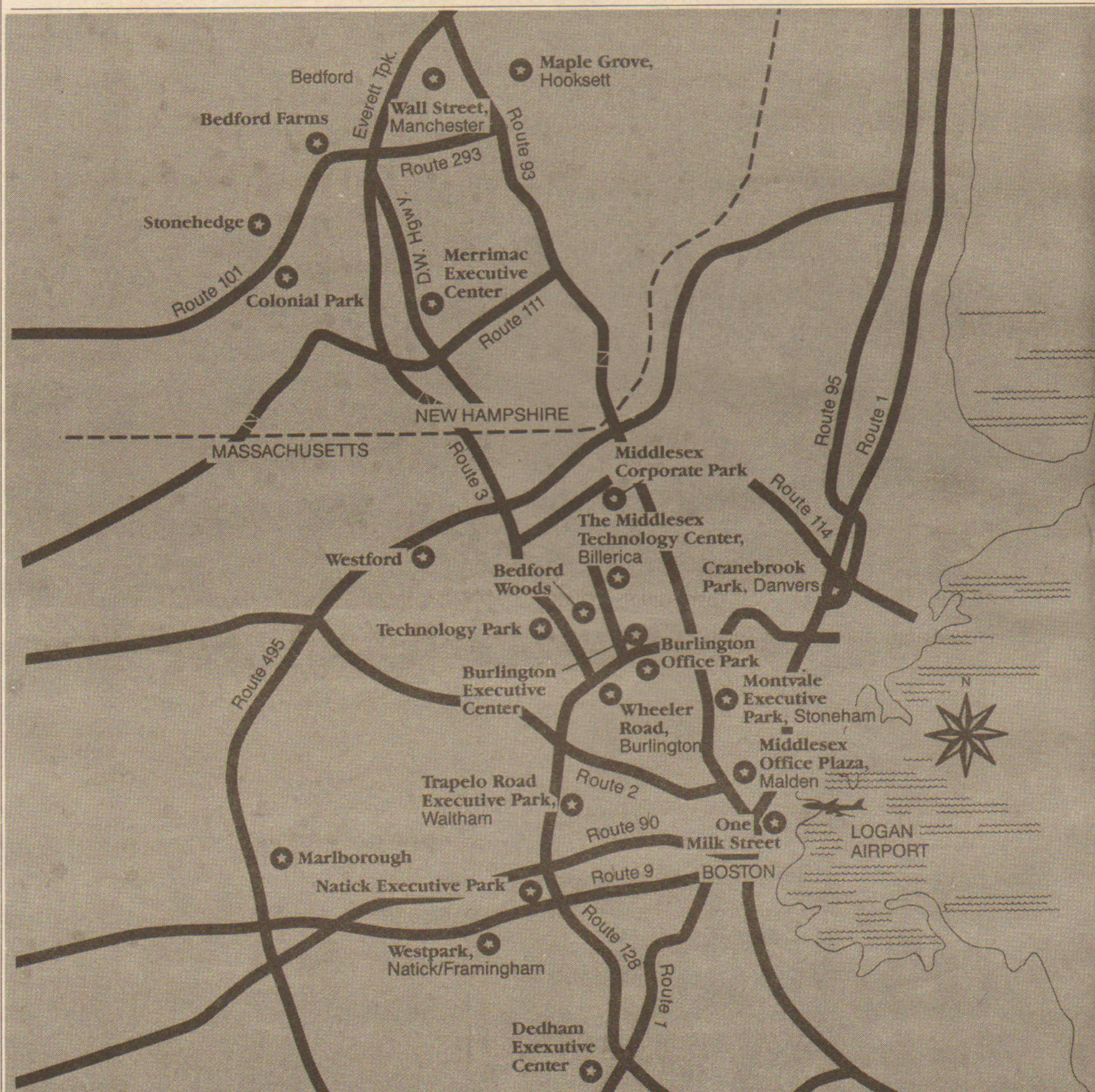
With the help of you—our clients and friends—1986 has been a record-breaking year for Peter Elliot, now serving over 35 million square feet throughout New England and the Southeast. And we look forward to an even brighter future in 1987.

Season's Greetings and warm wishes for a happy and prosperous New Year from all of us.

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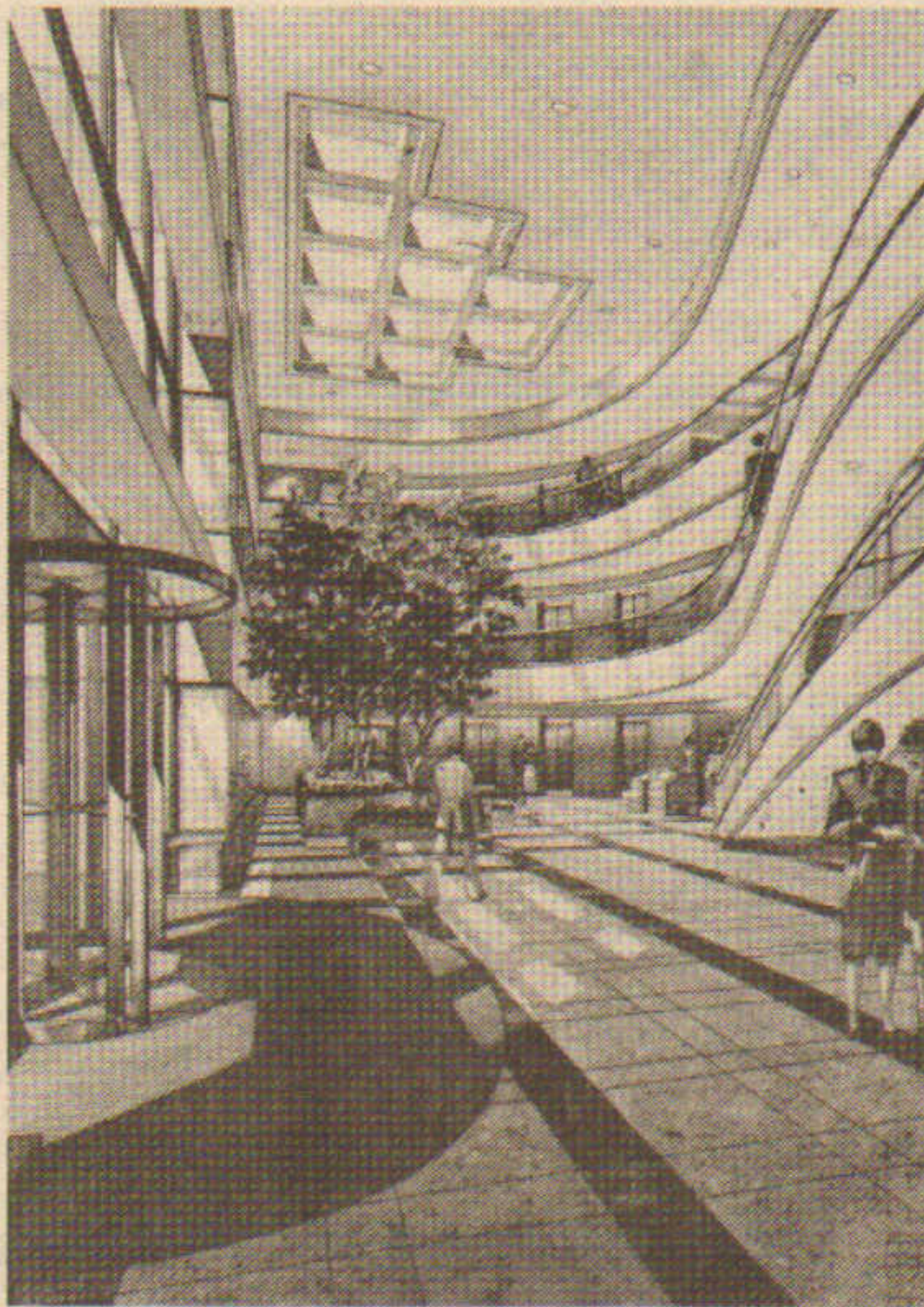
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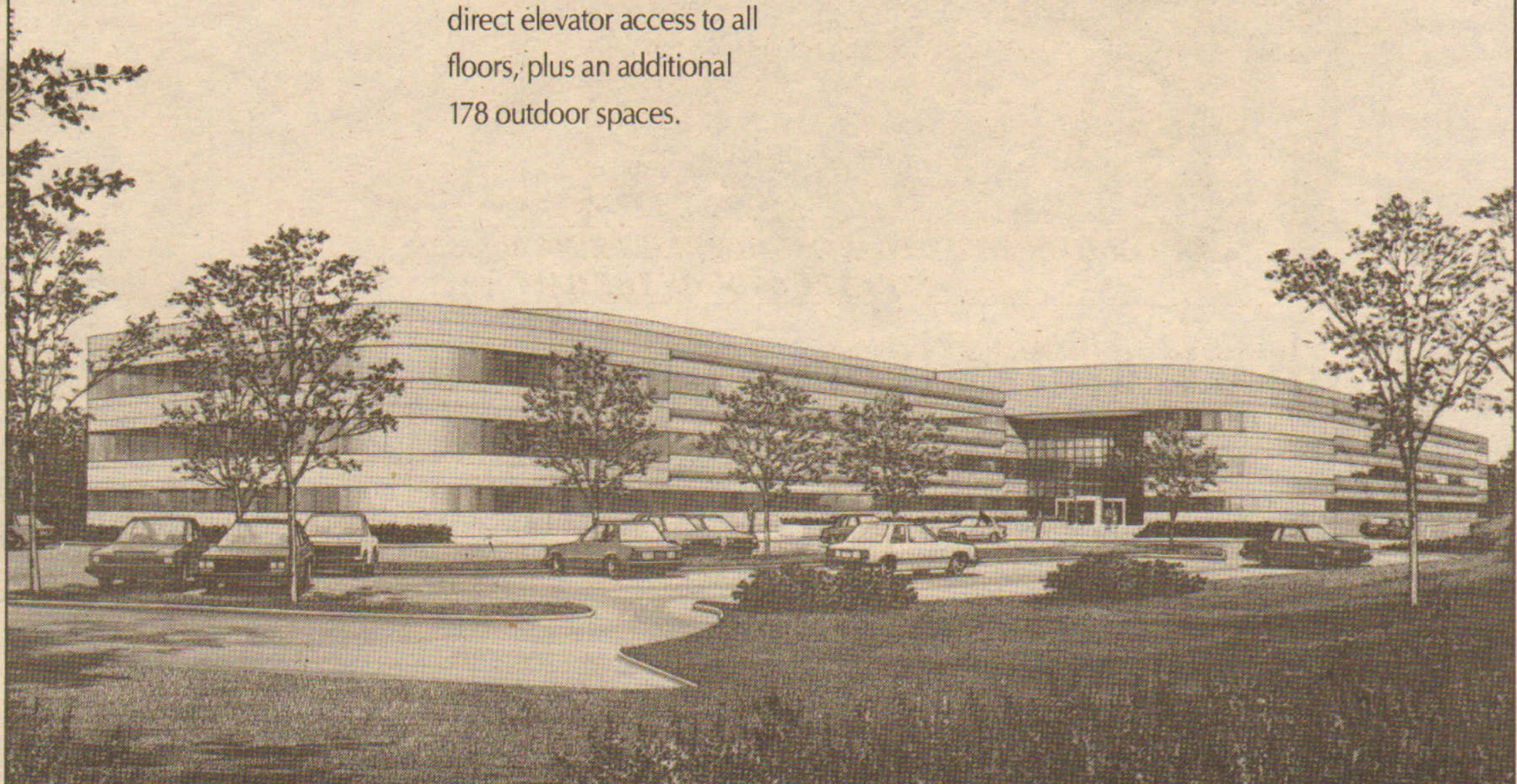
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JULY

Eagle Inv. converts and sells 96 condos in Tyngsboro in 6 months for \$6.24m; Sherburne Village sold by Arnold Katz.

CMA&S Realty names Architects Four for \$1.5m 60 unit low rent apartment building in Manchester, N.H.

Paul Mattaliano of Niles Co. sells \$1.3m 50,000 s/f building in Boston for Int'l. Mfg. Co. to Museum of Fine Arts.

D. Brown of Ryan Elliott, D. Perfolo and J. Flaherty of M&G lease 50,250 s/f in Wilmington for Tambone Corp.

FGE&O brokers sale of \$13.2m 135,000 s/f Hartford offices to Northland Investment for 750 Main Street Associates.

David Chapin of Niles Co. handles sale of 121 apartments in Boston for State St. Bank & Northcoast for \$4.25m.

Olde Forge Realty and U.S. Realty Trust sell 2.6 acres in Hull for Sandonato Trust to Peter Mullane for \$1.4m.

Peter Elliot and Golub & Co. top off \$18.5m 135,000 s/f Needham Corporate Ctr.; Beaver Builders GC; ADD Inc. archt.

Richard Zarse of Nordblom Co. leases 27,000 s/f at Northwest Park, Burlington to Raytheon Co.

Dizenzo Co. and Calabrese Agency cobroker 52,000 s/f sale in Waterbury's Capt. Neville Ind. Park for \$2.15m.

Trammell Crow to start \$25m 162,000 s/f offices/stores in Boston; Stubbins Assoc. archt.; Gilbane Building const. manager.

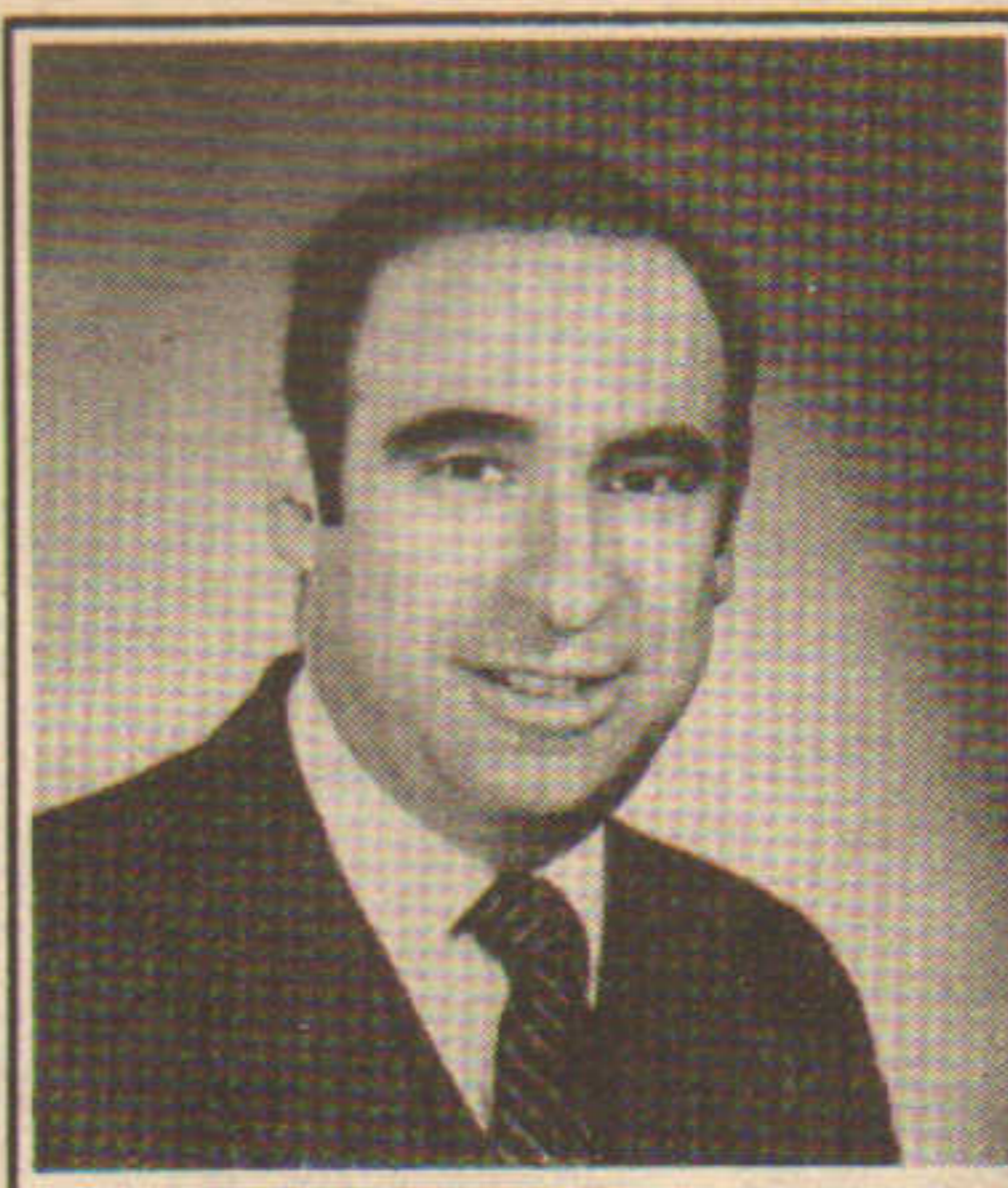
Income Property Finance places \$3.5m Mutual Benefit Life loan to 234 Church St. Assoc., New Haven, for 61,040 s/f offices.

Robert Connors of Niles Co. and Frank Nelson of Cushman & Wakefield lease 17,367 s/f at Trafalgar Sq. to Eastman Kodak.

Gretchen Blomendale of Dakota Group sells 278 New Bedford units for Claremont Corp. to Eagle Investment for \$12m.

Charles Farrell and Stephen Tunick sell 228 Waterbury units for Claremont Corp. to Ridgeview Realty for \$9.2m.

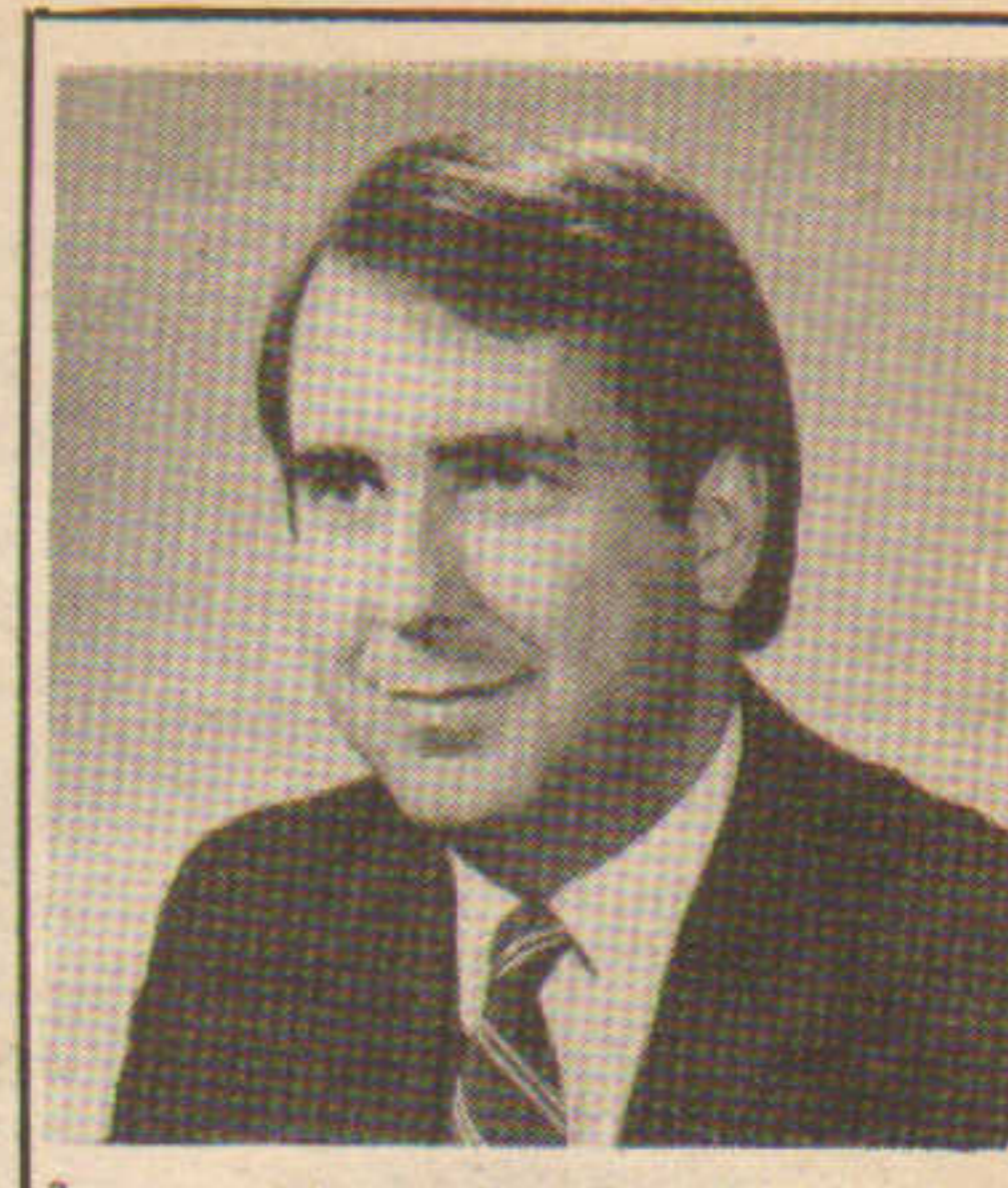
Joseph Fallon of Spaulding & Slye and Leggat McCall/G&E lease 31,201 s/f in Framingham for Frass Assoc. to Visag Inc.



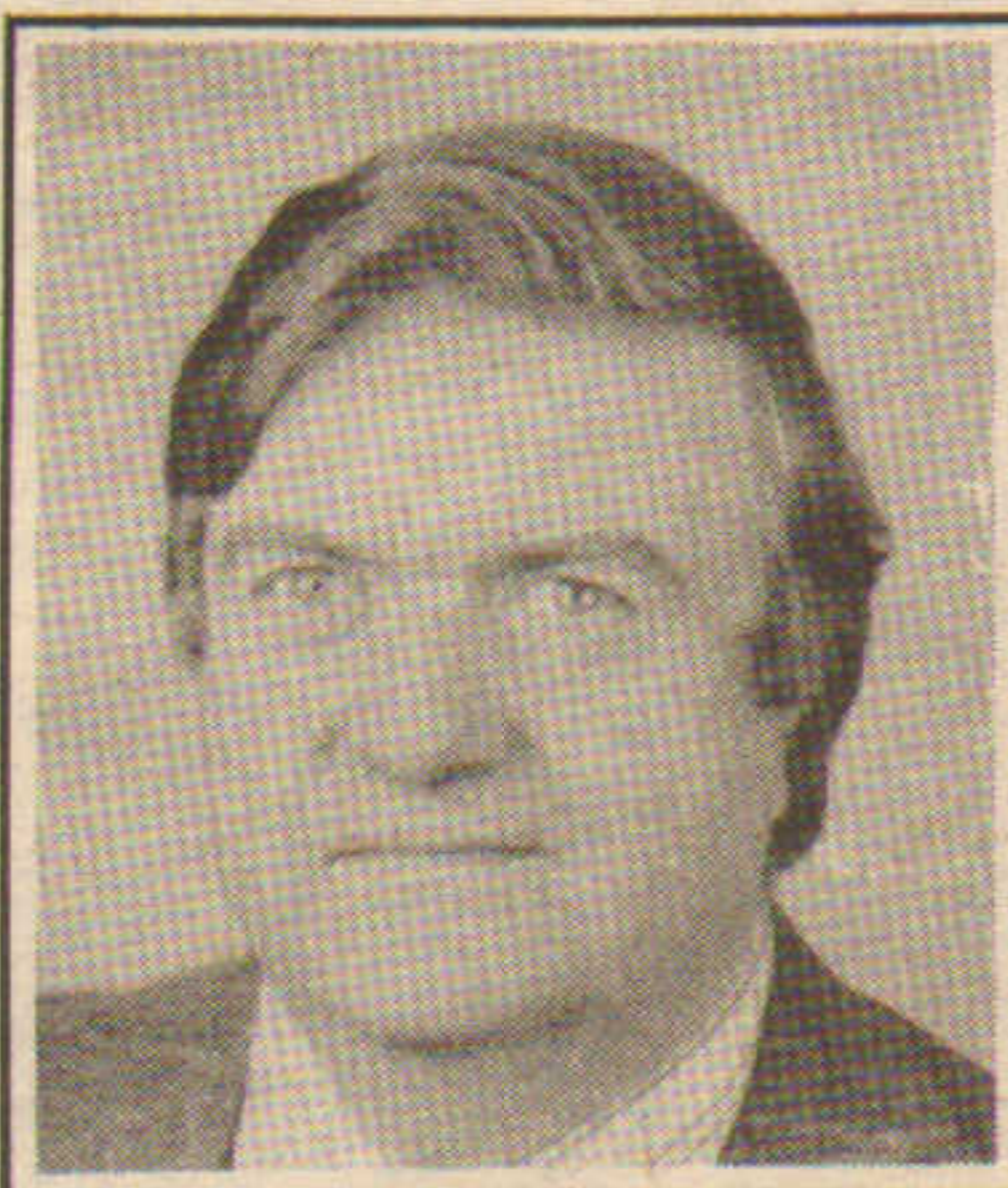
Stanley Sidel
SPECTRUM FINANCIAL



Rodger Nordblom
NORDBLOM COMPANY



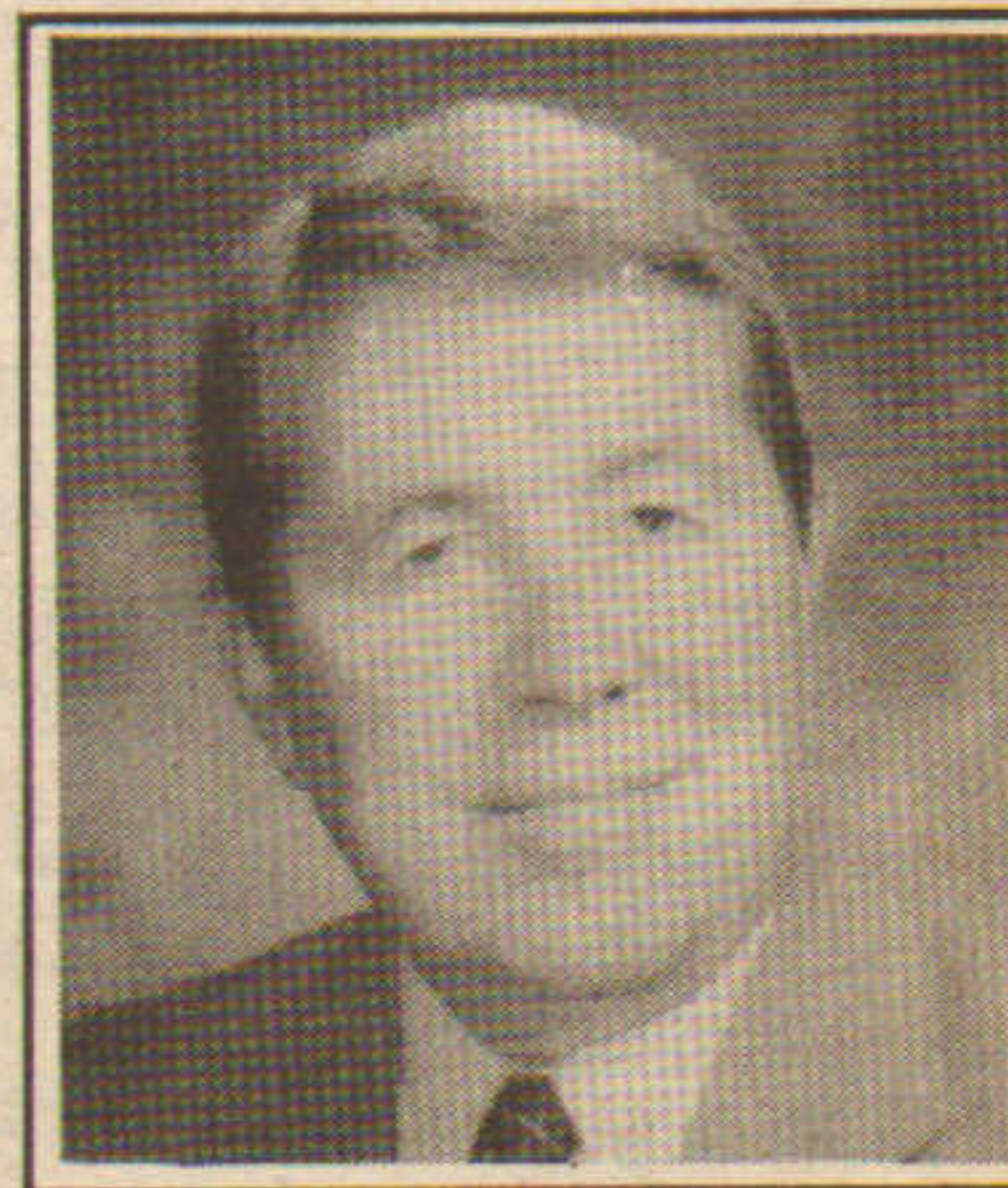
Gregory Boulos
THE BOULOS CO.



William Connaughton
ALGONQUIN INC.



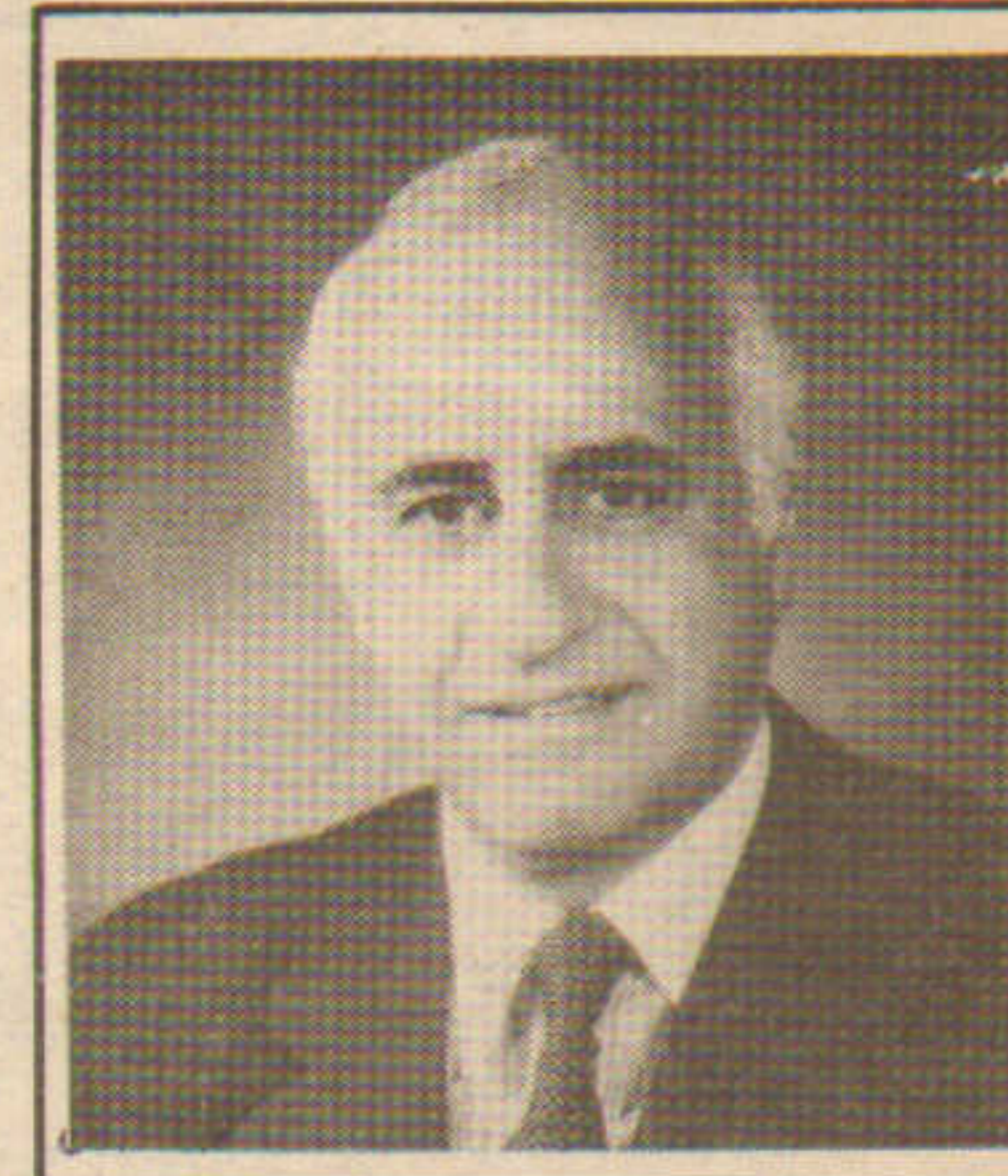
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TWIN CITY CORP.



H. David Ritchie
R. W. HOLMES REALTY



Ted Hampe
CROSS & BROWN



Edward Haddad
CODMAN COMPANY



Lester Yanowitz
BOWDOIN CONSTRUCTION



Gordon Hurwitz
BARDENCO

Commonwealth Land Title...



Clockwise from back left:
Lou Preveza, Dave Merrill,
Steve Regan,
Marc Frankenstein,
Haskell Shapiro,
Mary Ellen Kessinger,
Peter Devaney

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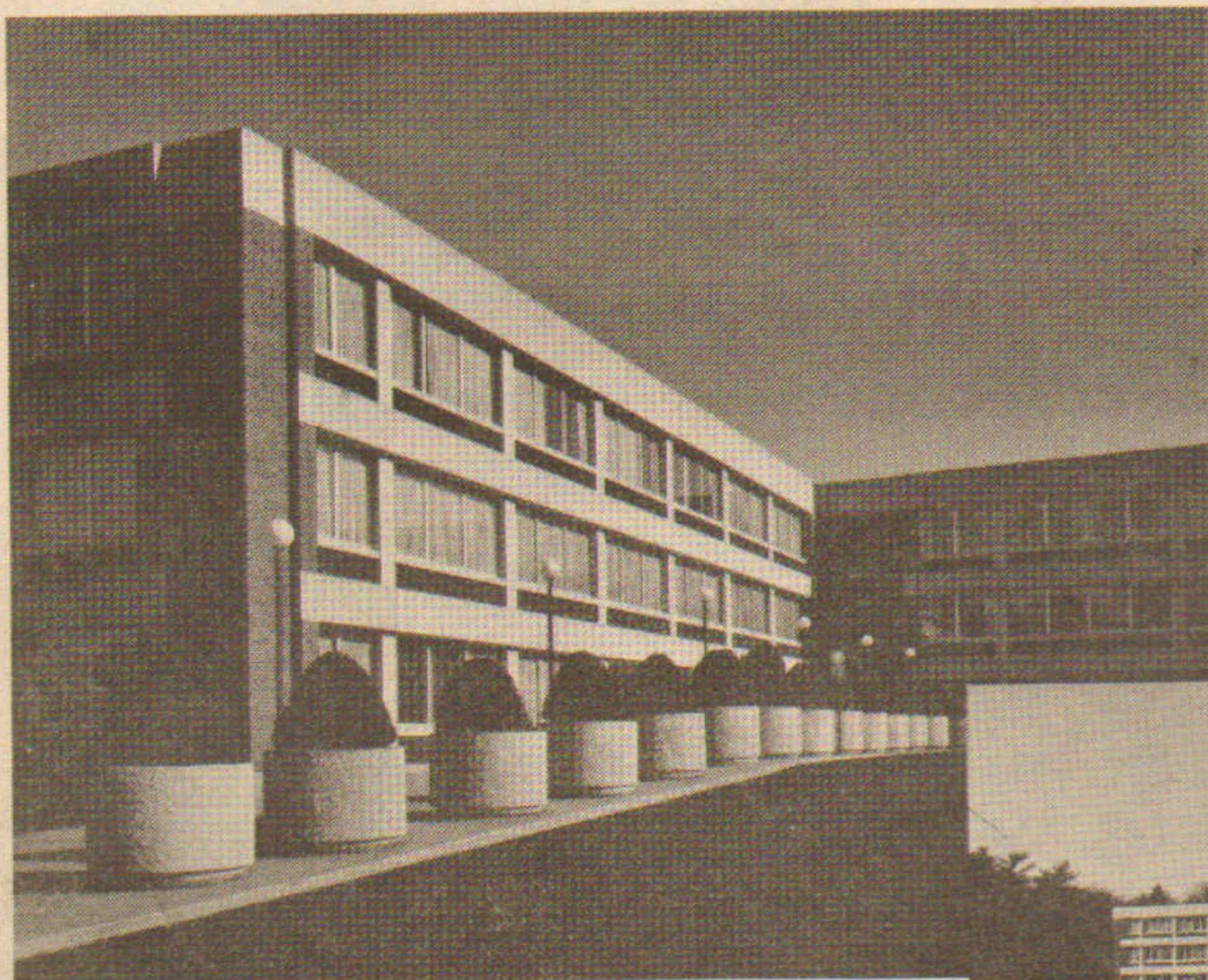
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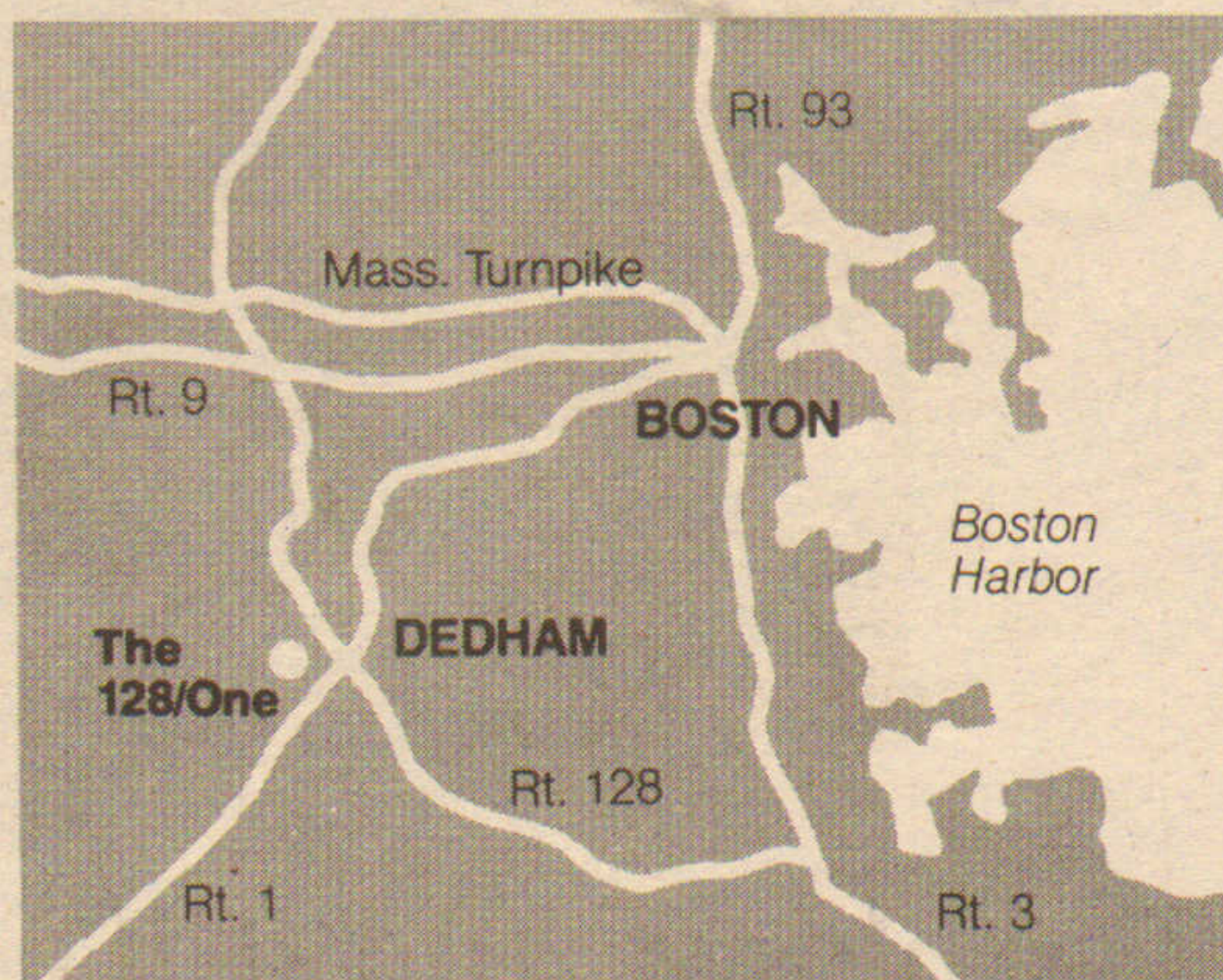
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AUGUST

Cabral Realty Inv. buys 180 apartments in Milford, N.H. from Leonard Cline for \$7.3m; Meredith & Grew places GECC loan.

C. Clark & J. Wallace of Peter Elliot and J. Clunie of Algonquin Realty sell 18,000 s/f for Eastman to Canam Steel.

Cooper-Horowitz arranges \$10m sale of 812 acre Grossinger Hotel to Hotels International, Rubin Margules, Larry Frenkel.

Kurt Saracen develops \$45m 350,000 s/f Dedham Place office and Hilton Hotel complex; 256 room hotel and conference center.

Gribbel, Wason & Jones brokers sale of \$1.2m Conway S.C. to Tom Marquis for IDGAF Inc.; Indian Head Bank financing.

Whitford Bond and Gregory Cahill of Nordblom Co. lease 42,510 s/f in Norwood; 10,075 s/f with Peter Hayes of Codman Co.

Leggat McCall and Cronin & Co. lease 63,738 s/f for Claremont Dev. at Batterymarch Park, Quincy, to CIGNA; Sasaki archt.

Hines Interests and The New England start \$280m 640,000 s/f 500 Boylston St. offices; Meredith & Grew agent.

Apostolicas Properties starts 74 unit \$15m Manchester condo; Boston Five, John Hancock funding; Kanteres R.E. marketing.

Antonio Guerra signs 300 room Sheraton Hotel for \$120m The Foundry, former CIC complex, in Providence.

Condyne Inc. and C.D. Morgan Group start \$23m 168 luxury unit Crane's Landing condo in Taunton.

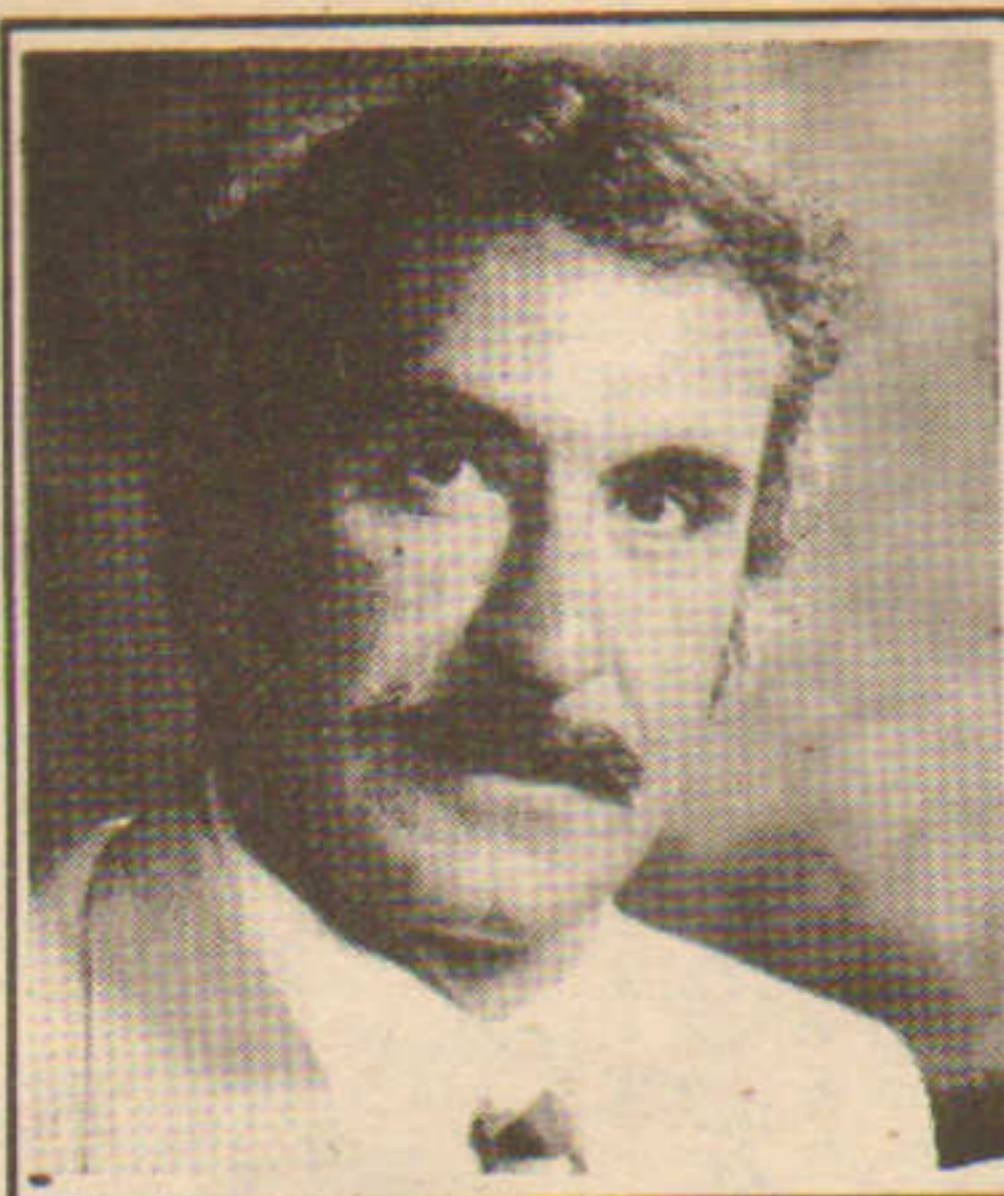
Seaboard Dev. nears completion of 110,000 s/f mixed use Harbour Place in Portsmouth; Finlay Commercial R.E. agent.

Joan Jarsen of Nicotra-Wieler Inv. Mgmt. closes \$790,000 sale of Mt. Hope Apartments in Mansfield, Conn.

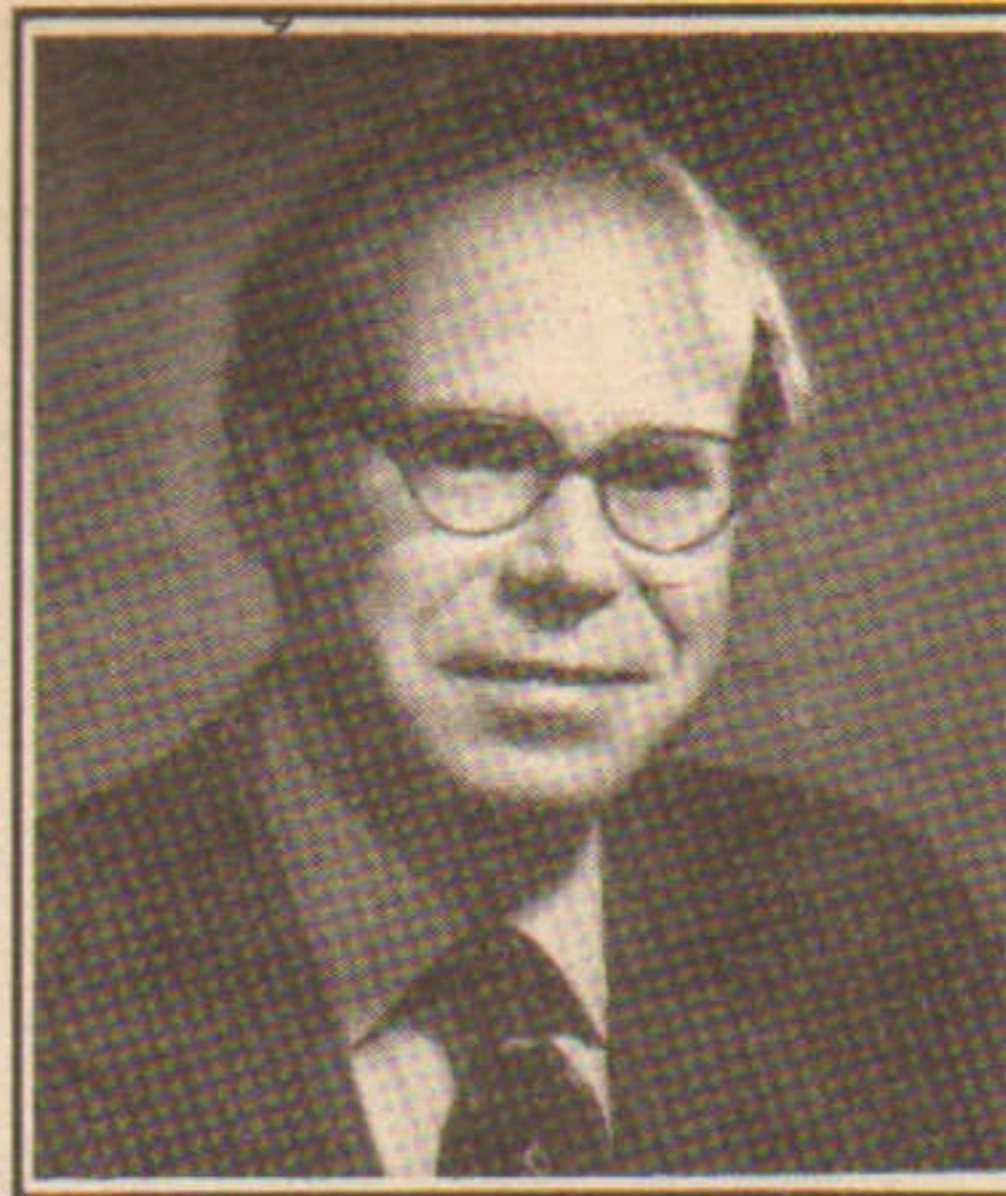
Harris Gardner and Leonard Hochman of Olde Forge sell \$4.55m 48,000 s/f Mill Village, Sudbury, to Light House Properties.

Macomber Dev., Codman Co., Darvel Realty top off 330,000 s/f Riverfront Office Park II in Cambridge; Cambridge Seven archt.

Cabral Realty buys 92,000 s/f \$4.4m Outlet Mall, North Hampton; David Gompers of Marple Assoc. brokers sale.



Pat Alibrandi
INTERSTATE ELECTRICAL



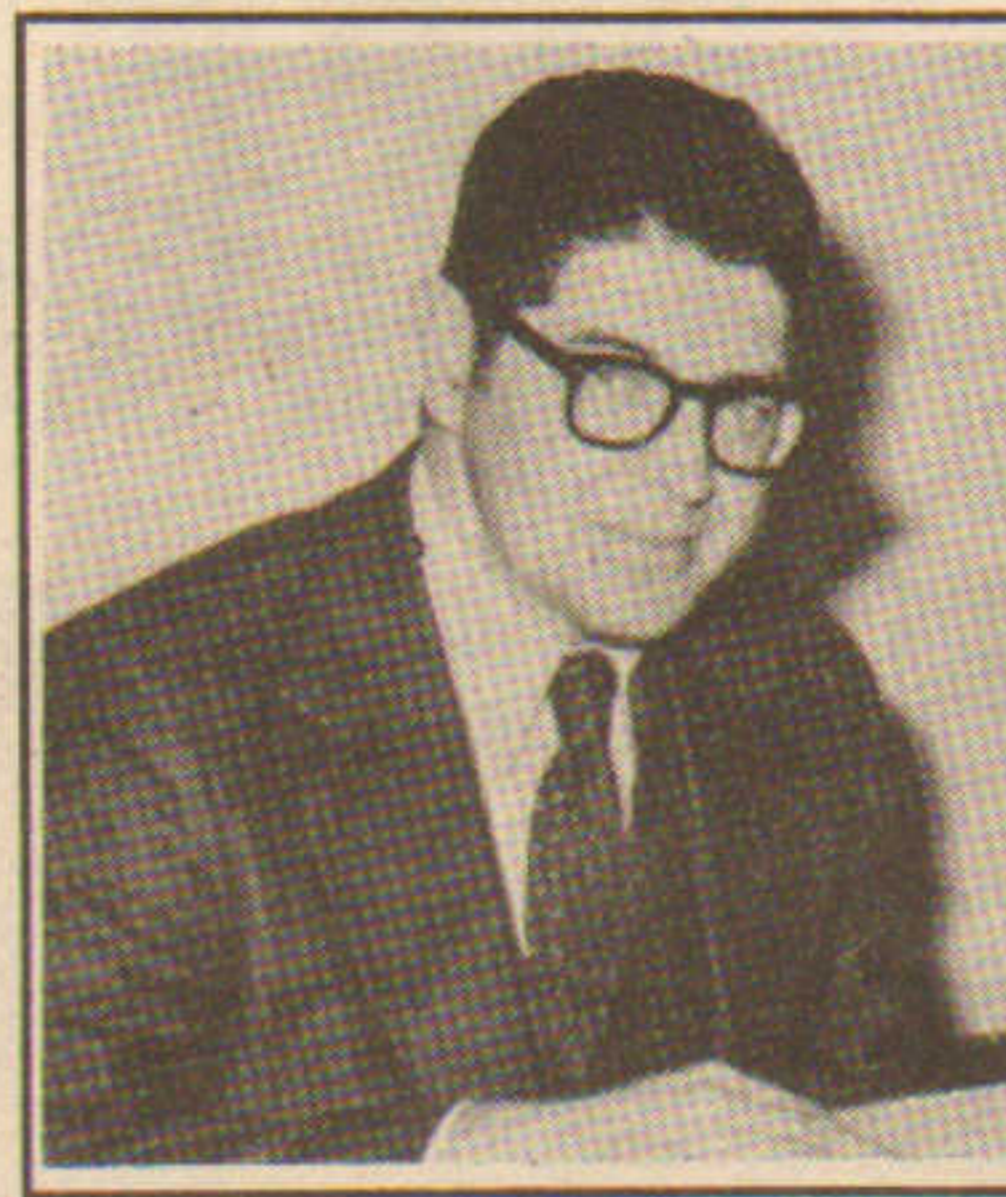
Robert Beal
BEAL COMPANIES



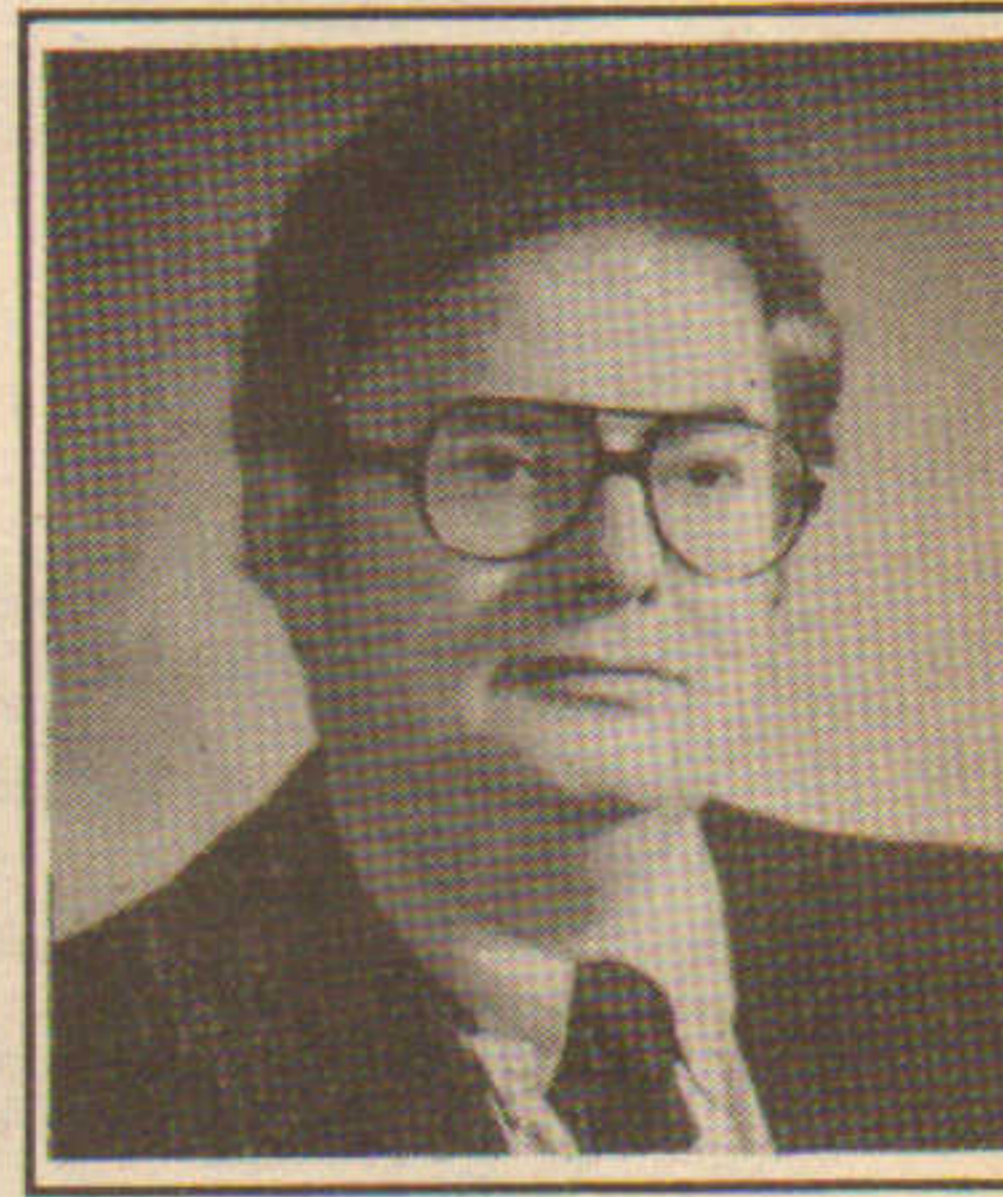
Joseph Einhorn
EINHORN ASSOCIATES



Harland Shapiro
MILLER - SHAPIRO CO.



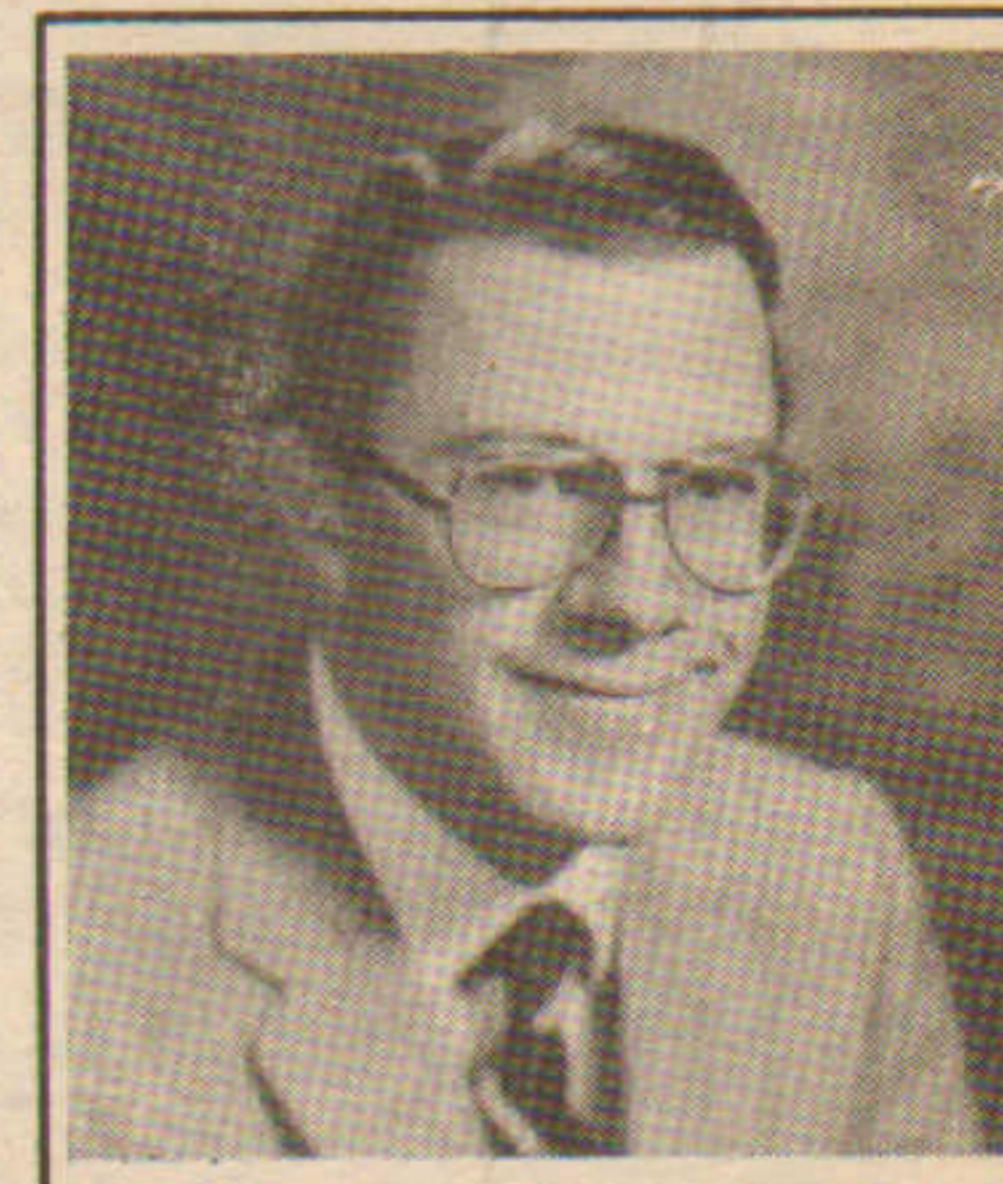
Michael Rauseo
RAUSEO & COMPANY



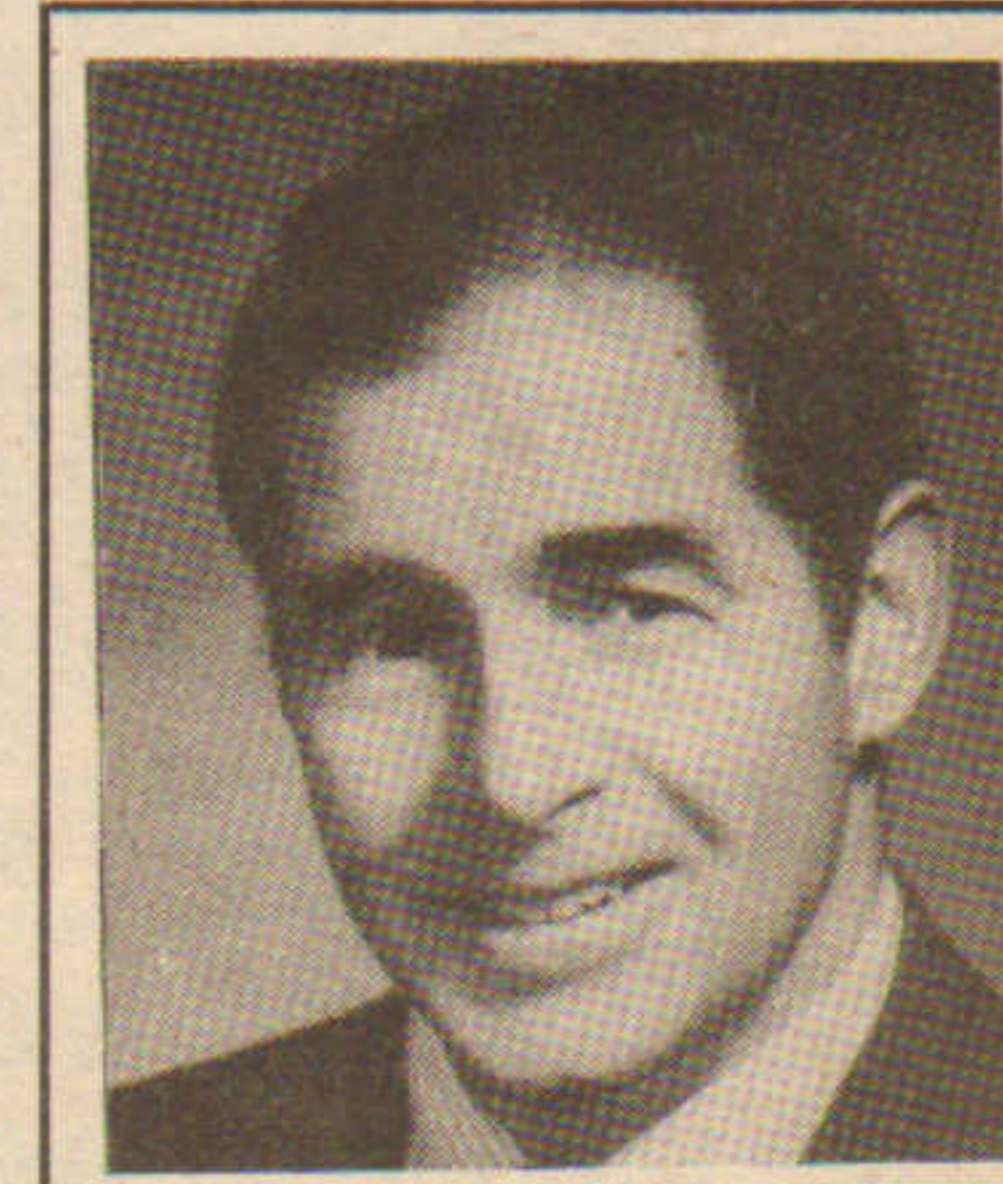
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Simon Konover
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for a Happy Holiday
Season!

Ryan, Elliott and Company, Inc.

77 Summer Street, Boston, MA 02110 (617) 357-8220



AUGUST

Boston Financial Group arranges \$16.8m for Thomas Graves Landing in Cambridge; Unihab builds 108 luxury condos.

Boston Mortgage Co. arranges \$6m financing for Robert Scinto for 52,000 s/f offices in Trumbull; Crown Life places mortgage.

Eric Thal, Philip Wieler, Steve Witten of Nicotra-Wieler broker 160 West Haven apartments to William Dizenzo for \$5.8m.

Finch Group buys 100,000 s/f Portland warehouse from Porteous, Mitchell & Braun for \$1.6m; to convert to 62 apartments.

Alex Dauria of Leggat McCall/Grubb & Ellis leases 56,117 s/f at Blue Hills Office Park for Vazza Assoc. to Reebok International.

Henry Reusch of Norwood Group and David Player of Coldwell Banker cobroker 35,400 s/f lease at Chelmsford Tech Center.

Cronin & Co. leases 44,000 s/f at Braintree Business Center for Vazza Assoc. to Clean Harbors; Algonquin starts Bldg. 2.

Coldstream Assoc. starts 50,000 s/f Commerce Park in Bedford, N.H.; Harvey GC; Hoyle Tanner leases 30,000 s/f.

Restaurant Brokers sells Boston restaurant for R. White and L. Kaplin to R. Chang for \$2.1m; plans Weylu's Seasons.

WBDC names Scola & Co. to develop 30,000 s/f Biotech Business center in Worcester; Hines Ind. manager; Cushman & Wakefield agent.

Crowley & Assoc. brokers \$4.2m sale and leaseback of 15,000 s/f building and land in Westport for Lindblad Travel to DiNardo.

George Fantini of Boston Financial Group arranges \$30m loan for Parencorp's St. George Condo & Beach Club in Revere Beach.

Kuzmak-Olins negotiates \$3.7m financing for Kane Street Assoc. for 35,000 s/f offices in West Hartford; Peoples Bank lender.

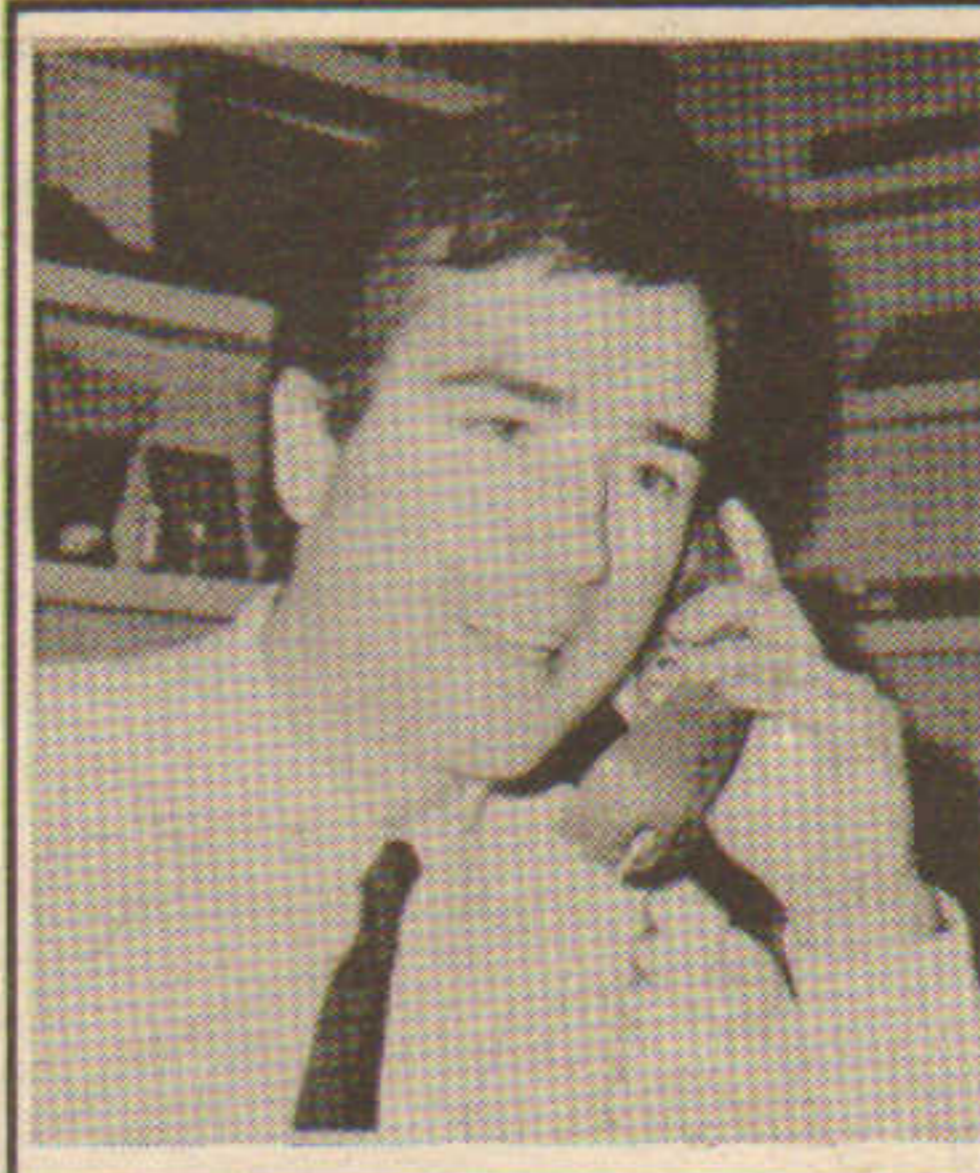
BRA OKs Jaymont-Perry's \$100m 483,000 s/f office tower; Kohn Pedersen Fox archit.; \$1.3m for Chinatown housing.

Trevor Davis of Farley Co. and Alan Weidt of H. Pearce cobroker \$1m 48 unit apartment sale in Hartford to H&P Associates.

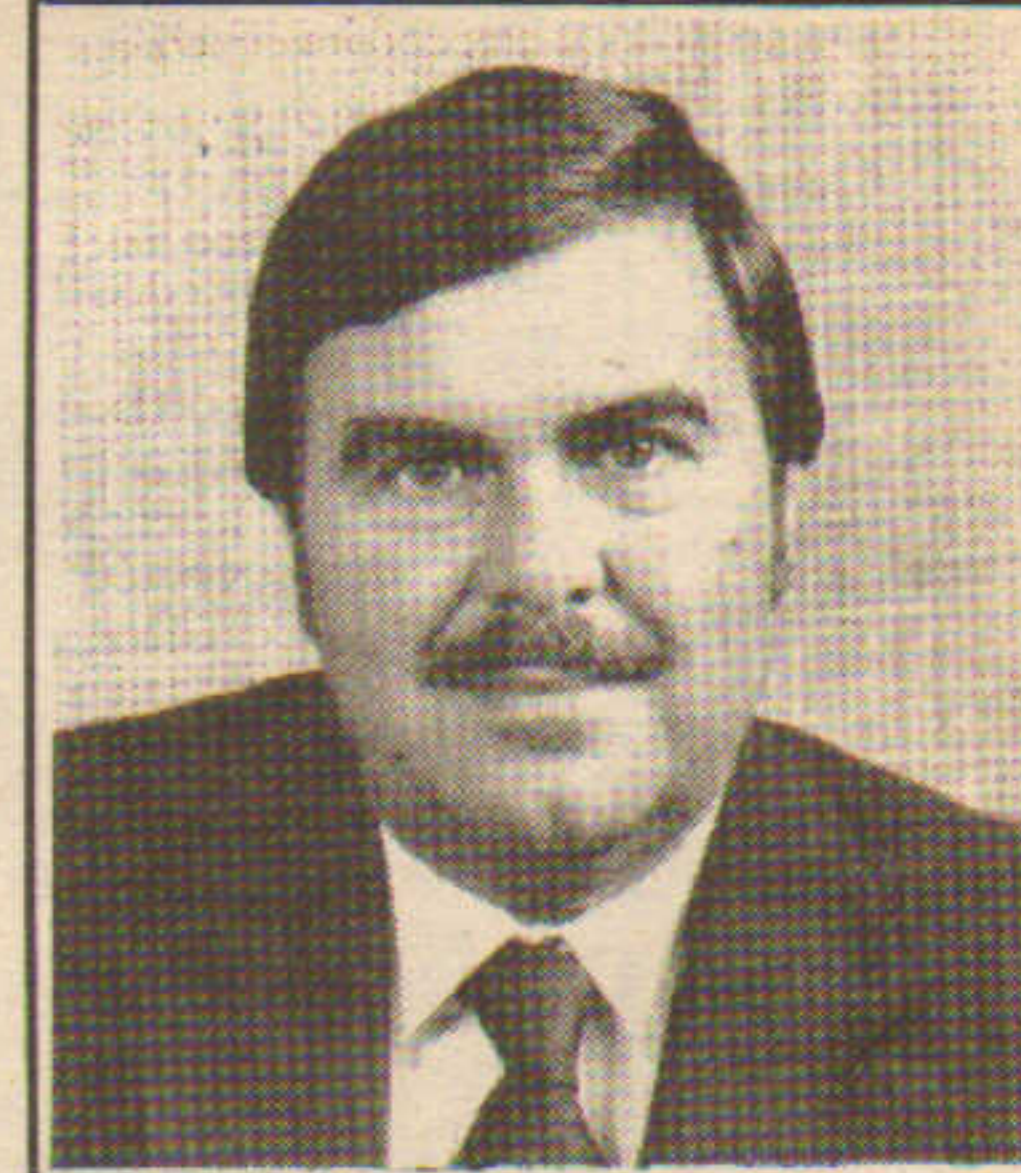
Michael Flynn of Meredith & Grew leases 15,000 s/f at Marketplace Center to E.F. Hutton & Co.



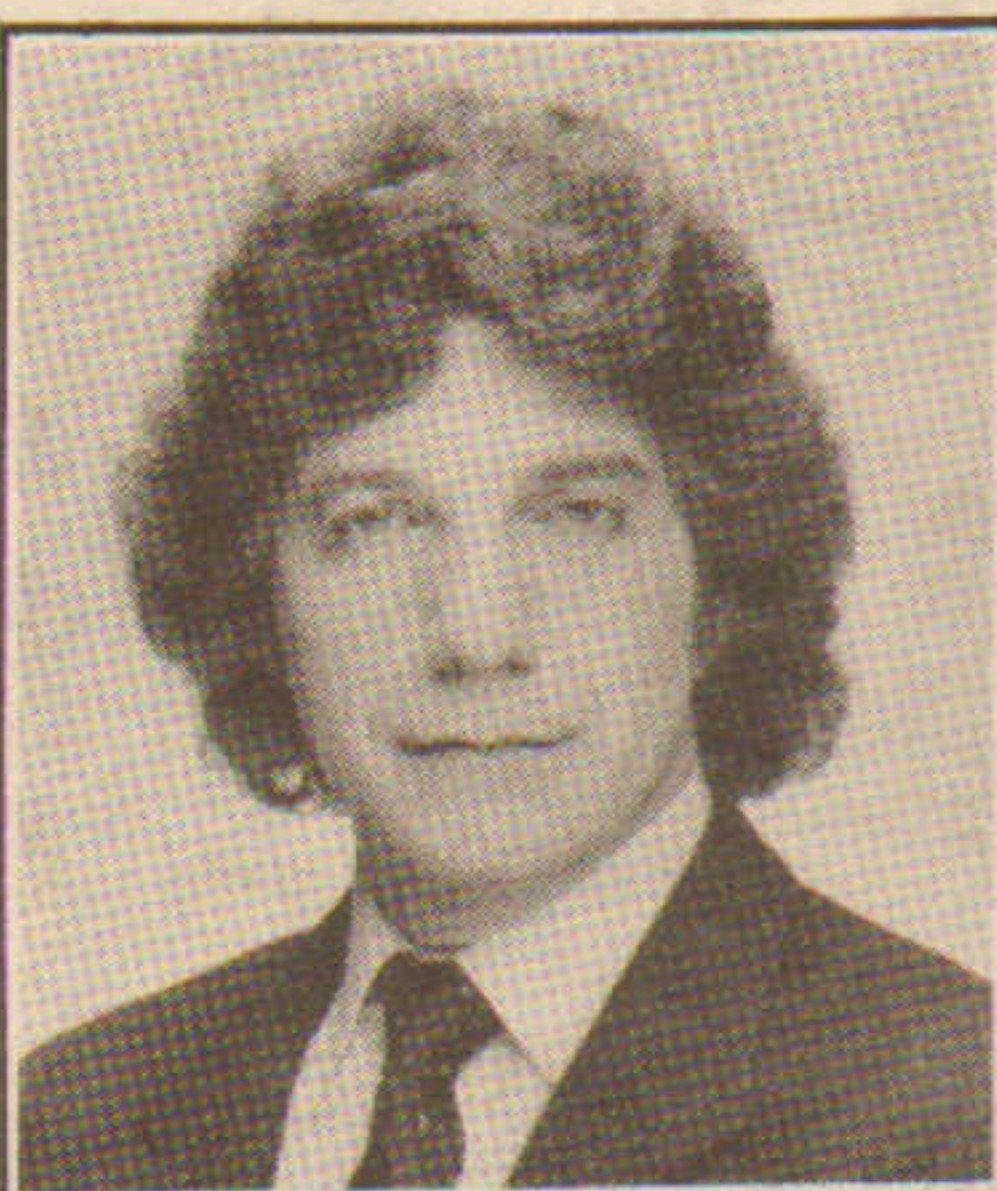
Ara Demurjian
ALLEN & DEMURJIAN



Scott Hughes
NEELON COMPANIES



Arthur Gutierrez
GUTIERREZ CONSTRUCTION



Peter Casallo
AMERICAN ASBESTOS



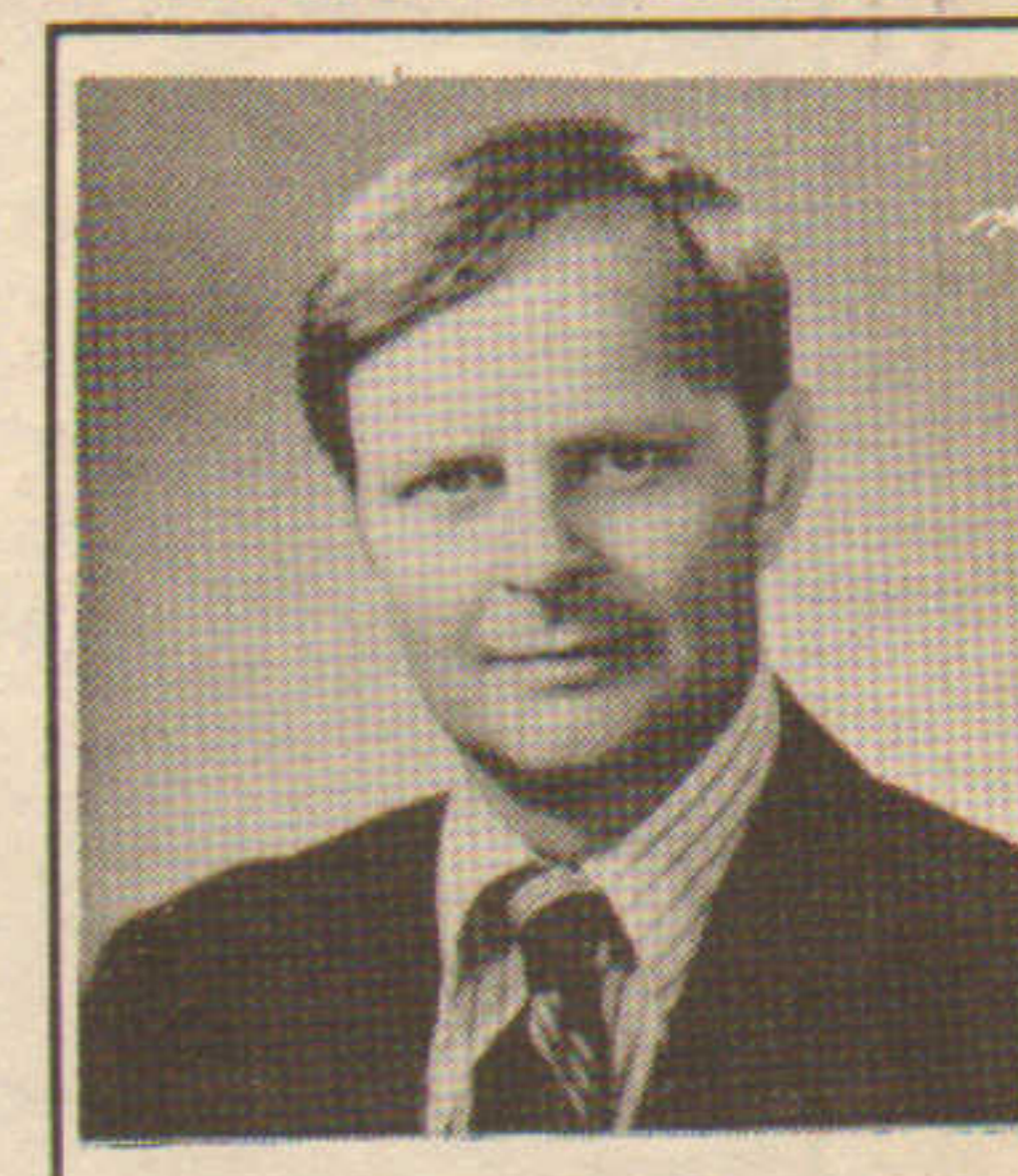
Joan Schneider
SCHNEIDER & ASSOC.



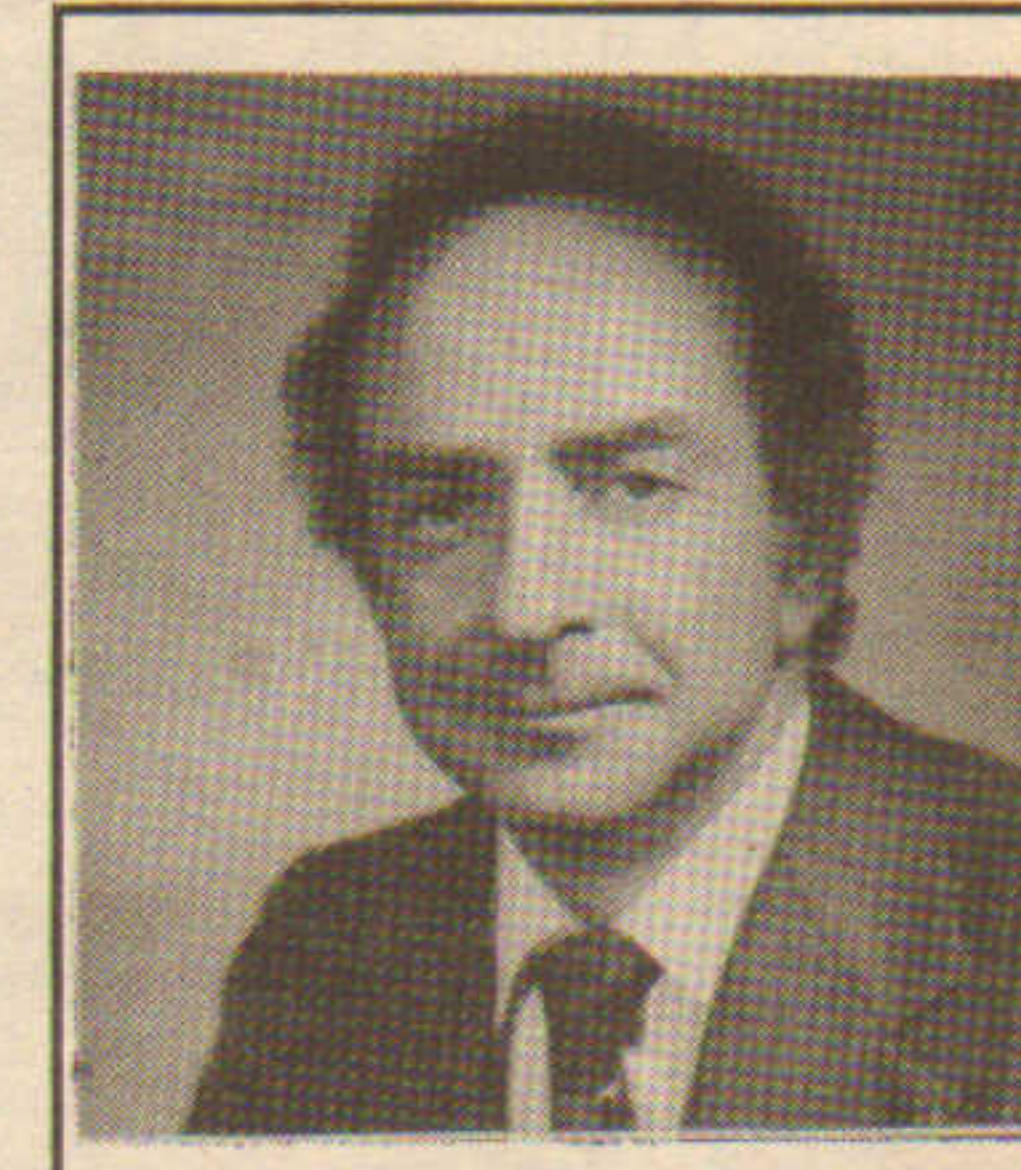
Richard Krock
WEDGESTONE REALTY INV.



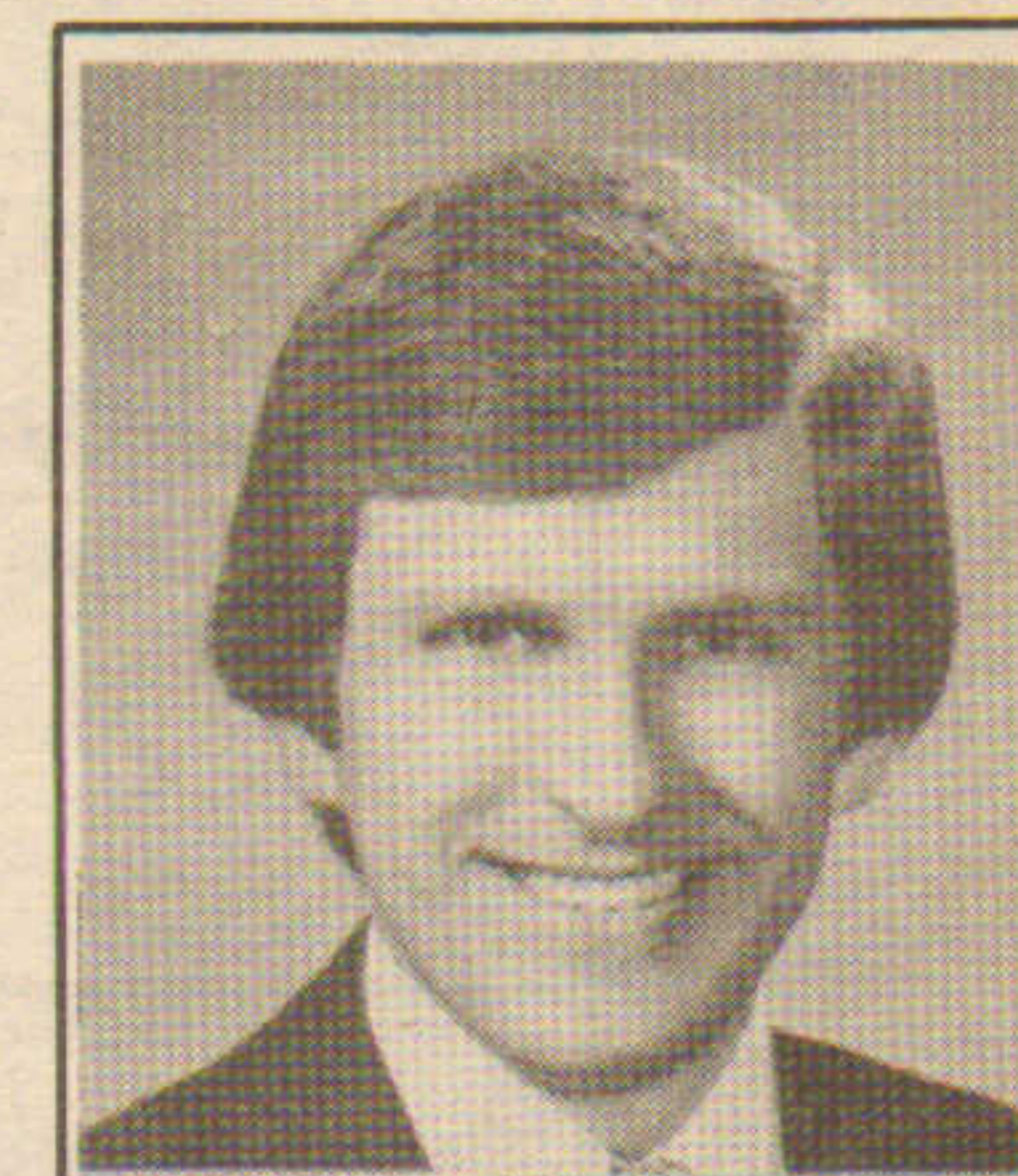
Victor Leon
CUSHMAN & WAKEFIELD



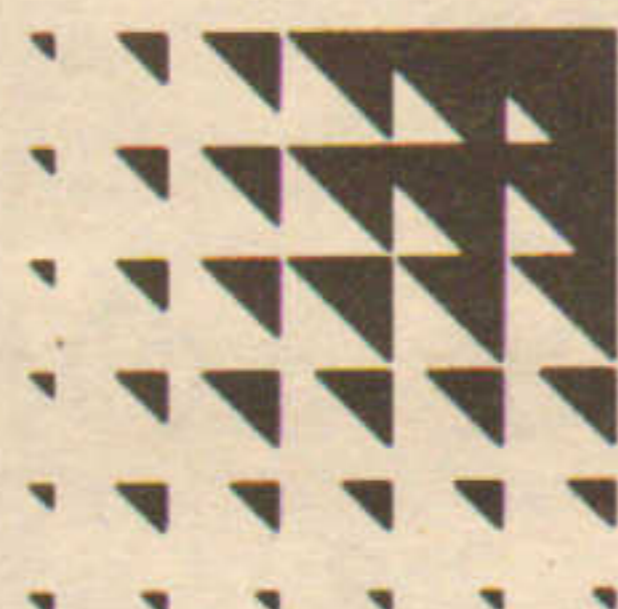
Malcolm Fryer
DOBROTH & FRYER



Peter Karoff
THE MARCH CO.



John Dziadul
LOMAS & NETTLETON



Boston Financial Consulting Group

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- ▶ Real Estate Counseling
- ▶ Marketability and Absorption Studies
- ▶ Highest and Best Use Analysis
- ▶ Development Feasibility
- ▶ Acquisition Analysis

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The Boston Financial Group
Incorporated

David S. Kirk, MAI, CRE
Director
225 Franklin Street
Boston, Massachusetts 02110-2892
Tel. 617-542-4475

Thanks For A \$200 Million Year.

Ashworth Mortgage Corp. would like to extend thanks to all our clients who made 1986 a most successful year. Well over \$200,000,000 of debt and equity financing was placed during the past year in deals ranging in size from \$1,000,000 to over \$30,000,000.

Happy Holidays and Best Wishes for the Coming Year.



Ashworth Mortgage Corp.

181 Wells Avenue, Suite 210
Newton, Massachusetts 02159

Creative Financing for the Real Estate Community

AUGUST

General Inv. & Dev. names The Codman Co. agent for 107,000 s/f Riverbend Office Park, Watertown; Swain Assoc. archt.

Town of Reading chooses Homart to develop 33 Rte. 9 acres; to develop office park on \$5.5m parcel; hotel possible later.

Farley Co. leases 16,100 s/f to Deloitte, Haskins & Sells at CityPlace, Hartford; UIDC signs 32nd tenant at tower.

Parencorp starts 240 unit \$30m St. George Seaside Condos at Revere Beach; Huygens and DiMella architect.

Mel Izen of Spencer Group & Peter Quinn of Corporate Space cobroker 6,000 s/f Stoughton ind. condo for Condyne to Dacon.

James Chamness of The Chase Group leases 20,000 s/f for S. Hingham Dev. Tr. on Recreation dr. in South Hingham.

Realvest Ltd. names Jack Conway R.E. agent for \$1.275m S. Boston conversion/construction to condos.

Fowler, Goedecke, Ellis & O'Connor arranges \$9.7m for 210 South st., Boston; Cohen Prop. developing 100,000 s/f offices.

Cheshire Mgmt. receives \$12m financing from American Savings Bank for new CMC Limited Partnership for property management.

Housing Assoc. appoints Ferris Co. for 10,000 s/f offices, 50 apts. at Craigie Arms in Harvard Square.

Michael Flynn of Meredith & Grew brokers 17,000 s/f lease at 200 State st. for Marketplace Ctr. to Braxton Assoc.

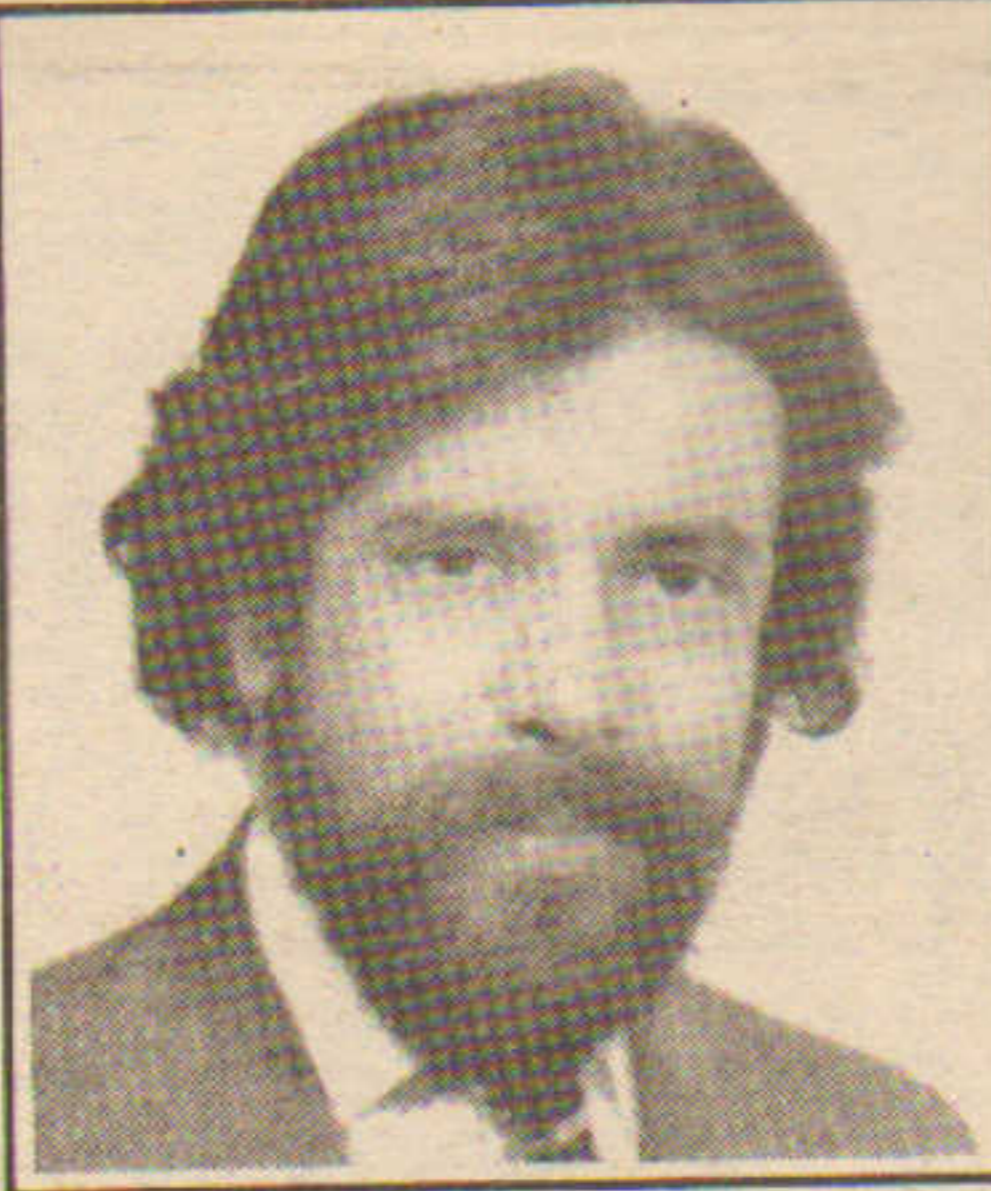
Cambridge Dev. & Inv. signs Conran's to 30,000 s/f at Porter Exchange rehab site formerly occupied by Sears, Roebuck & Co.

J. Flaherty of M&G and T. Wilson of C.B. leases 18,000 s/f at Wilmington Technology Park for Tambone Corp. to Woolrest.

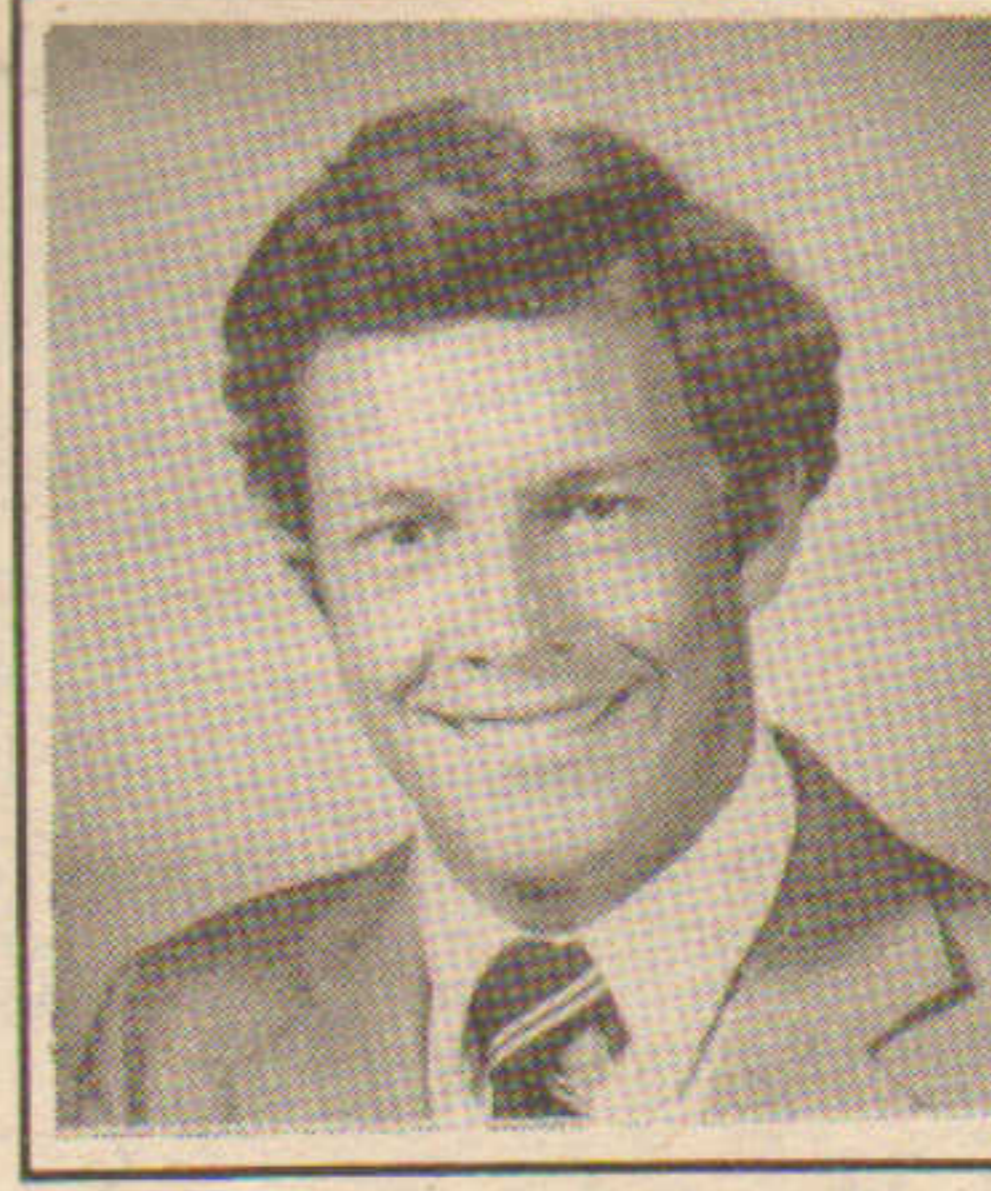
Diane Pergola of Otis & Ahearn sells 11,000 s/f Boston office condos for American Dev. Co. at \$185 per sq. ft.

Claremont Fin. Services builds 108 Clinton apts. for \$9.5m; MHFA financing for Larkin Glassman Prager designed property.

Oakwood Assoc. & TRR Assoc. to build 25,000 s/f office condo in East Providence; DeFelice Prop. named to market.



Ronald Druker
DRUKER AND COMPANY



Robert Gilbane
GILBANE PROPERTIES



Arnold Peck
ARNOLD PECK COMPANY



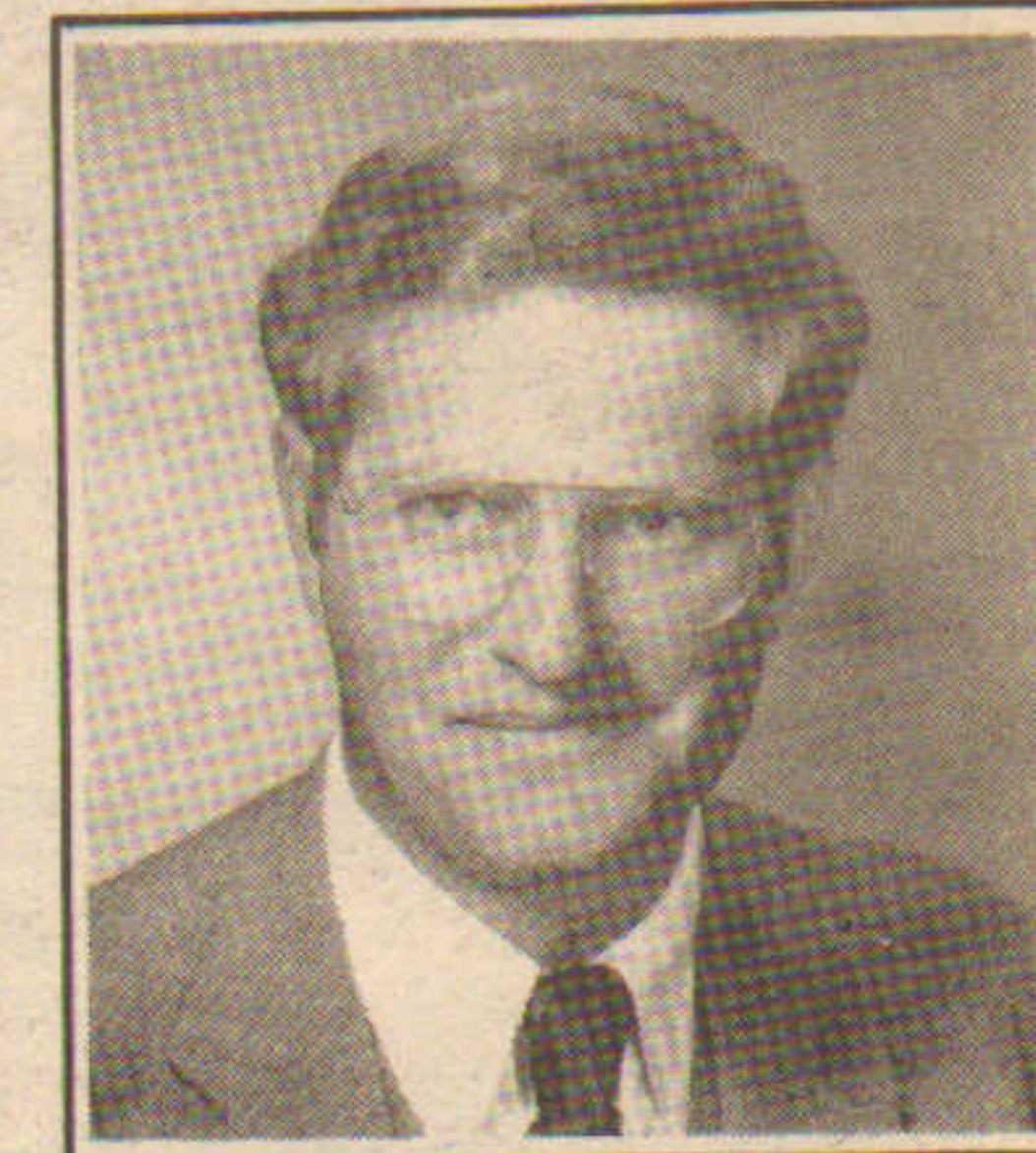
David Gompers
WILLEY CREEK DEV.



Joshua Taylor
MEREDITH & GREW



Vincent Vappi
VAPPI CONSTRUCTION



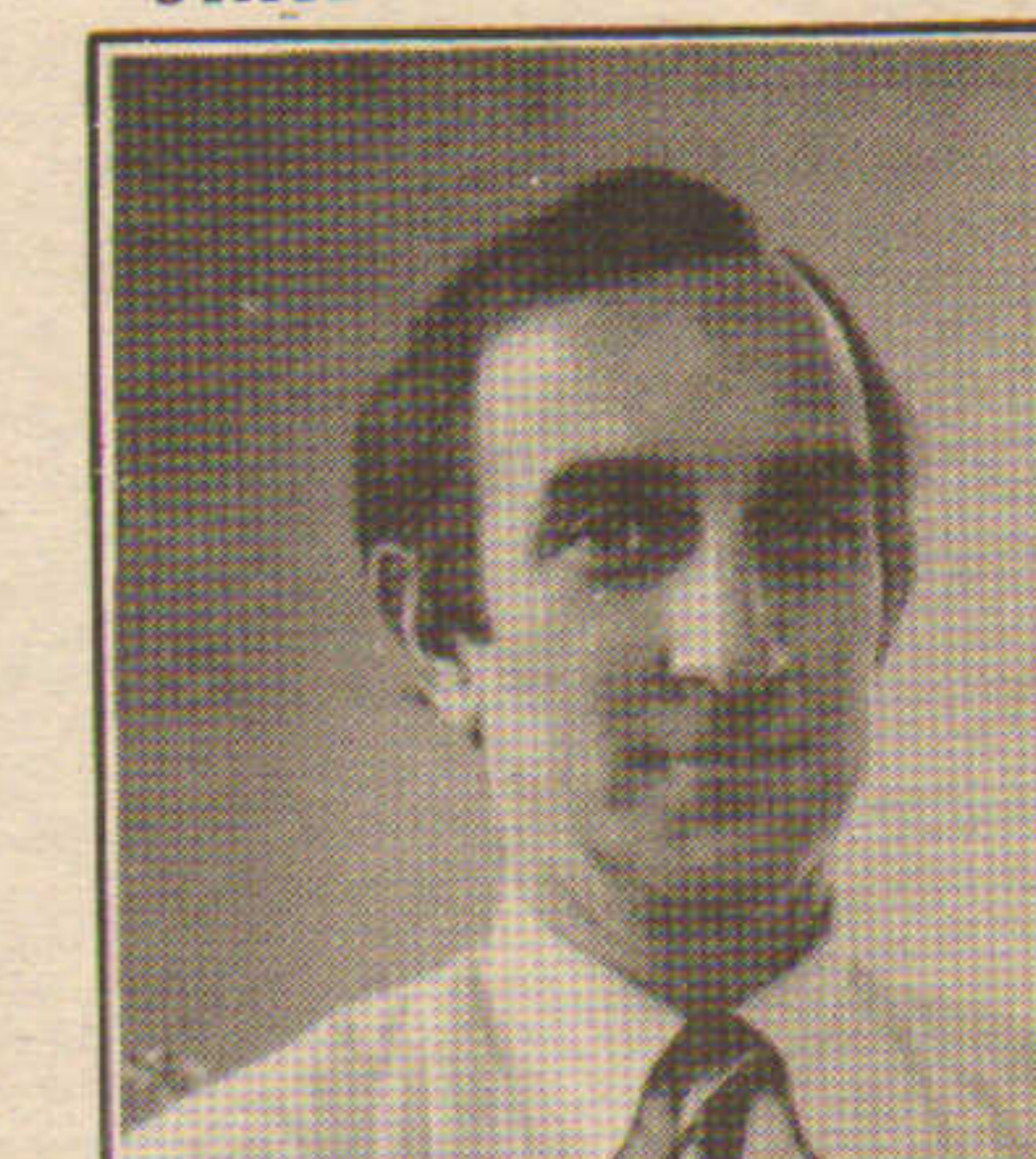
Charles Francis
RYAN, ELLIOTT & CO. OF R.I.



David Pergola
MEREDITH & GREW



Z Wasserman
STATE PROPERTIES OF N.E.



William Rizzo, Jr.
RIZZO ASSOCIATES



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It takes more than a good idea to succeed. It takes hard work... and the ability to surround yourself with experienced professionals. Like those at The Boston Five.

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to work.

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

Bob Spiller
Chairman and CEO

If we got this much coverage for an 8,000 sq.ft. rehab, imagine what we can do for you.

THE BOSTON LEDGER
to handle a special project for its Government Systems Division. The project involves developing an inter-organizational communications program for Kodak's "Project SOAR." SOAR is an acronym for Sales Opportunities and Rewards. It is a sales incentive program...
Schneider & Associates, a public relations firm, has purchased a building on Cambridge Street in Boston for new headquarters. Joan Schneider, managing principal, says the company will move from its present Brookline office to the 8,000 sq. ft. building which is being renovated. Prompting the agency's move was the addition of a number of accounts in the past year, including Metropolitan Life and Affiliated Companies, Methuen Mall, Auburn Mall, New England Federal Savings Bank, and Lincoln Trust Company. Lincoln Trust of Hingham is financing the building. David Keeler and Jeff Schwartz of Newbury Real Estate and David Chapin of Niles Real Estate brokered the purchase.

Boston Herald
25 Cents
Monday July 14, 1986
WEATHER
TODAY: Cloudy
High around 68
Tomorrow: Sunny
High around 72
Details on Page 24

Boston Business Journal
Volume Six Number Twenty
Journal on delivery
REAL ESTATE MART
Total development cost is about \$50,000, and work will be completed by late spring, said Schneider. She said the company plans to lease out one of the floors to one or more firms in related businesses such as graphic design, photography or typesetting.

Boston Sunday Globe
REAL ESTATE MART
Three new retail outlets were opened recently at the Lafayette Place shopping mall on Washington Street, Downtown Crossing. They are Sun Vision, which sells fashion and designer sunglasses; Parfums de France, imported French perfumes and South Philly Steak and Fries, a new quick-service restaurant for the Lafayette Place Food Garden.

New England Real Estate Journal
Schneider Assoc. acquires 8,000 s/f Boston offices
In a move outgrown our space, Schneider & Associates, a Boston public relations firm, has purchased the building at 556 Cambridge St. to house the six year old agency.
According to managing principal, Joan Schneider, the 8,000 sq. ft. building now being renovated in late spring, reported to be \$500,000.
"Our business has increased tremendously in the last few years, and we've completely outgrown our space," she said. "The move of the building's three floors to one or more firms in related businesses, such as graphic design, photography or typesetting, Lincoln Trust Co. of Hingham is providing the financing for the purchase and renovation. Steven Paul, a partner in the firm, is the architect with David Keeler and Jeff Schwartz of Newbury Real Estate and David Chapin of Niles Co. were the brokers."

Of course, we think our new 8,000 square foot headquarters building is big news.

But how did we get so many other people to agree?

Maybe it's our detailed knowledge of Boston's real estate market. Or the outstanding quality of our marketing and media materials. Maybe it's our extensive network of media contacts. Or our persistent follow-up.

When it comes to telling a real

estate story, we're extremely persuasive. Which explains why we have more real estate clients than any other public relations firm in town.

For marketing strategy, public relations, brochures, ads, and events, Schneider & Associates is the real estate choice.

To see our portfolio, make an appointment to come by our new office. And find out what all the fuss is about.

Schneider & Associates

Public Relations, Marketing Communications, Promotions
556 Cambridge Street, Boston, MA 02134-2431 Telephone (617) 277-5955

SEPTEMBER

R. Cabral, S. Tamposi, W. Dube, J. Stellos, D. Gottesman acquire 318 acres in Dover, N.H. for \$2m; largest in city.

Sam Thomas of SPT Corp., Joe Howard of CC&F cobroker \$650,000 7.8 acre Mansfield site for WRC Properties to Greif Brothers.

Daniel Connelly and Peter Smith of Finlay Commercial R.E. sell 21,615 s/f building in Andover, Mass. for \$1.2m.

Condyne Inc. building 50,000 s/f at Stoughton Corporate Ctr. with Milton Trading Corp.; first of proposed 200,000 s/f site.

Real Estate Resources arranges \$8.3m for Waldco-Wiener Dev.'s 40,000 s/f Riverside Plaza in Norwalk; Colonial Bank loan.

National Dev. building 163 condos in Franklin on 382 acre mixed use site; Codman Co. marketing; Boston Five financing.

Fields Point Corp. unveils \$7.7m Mashpee Commons civic, retail, commercial and residential complex in town center.

Stephen Hopkins and Robert Tighe cobroker \$5.3m sale of Brockton Holiday Inn to Nick Mirrione and Edward Blair.

Cushman & Wakefield leases 22,360 s/f at 6 Stamford Forum for F.D. Rich; G. Lees and C. Cuddihy broker to law firm.

John Leggat of Cabot, Cabot & Forbes arranges construction of 33,000 s/f at Myles Standish Park in Taunton.

Simon Konover & Assoc. plans 200,000 s/f Hillside Plaza shopping center on 25 acres in Naugatuck, Conn.

Northland Investment buys 290 acres at Canton Commerce Center from JMD Realty for \$11.4m; W. Collins-D. Narlee of Whittier agts.

Robert Dion building \$4m 27,000 s/f Hampshire Crossings office and retail site in Milford; Finlay Commercial R.E. marketing.

Fowler Goedecke Ellis & O'Connor arrange \$68m loan for Pheasant Lane Mall on Nashua-Mass. line.

R. Moss, R. O'Connor and W. Foley buy 141,322 s/f Queen Anne Plaza in Norwell from Equity Properties for \$5.373m.

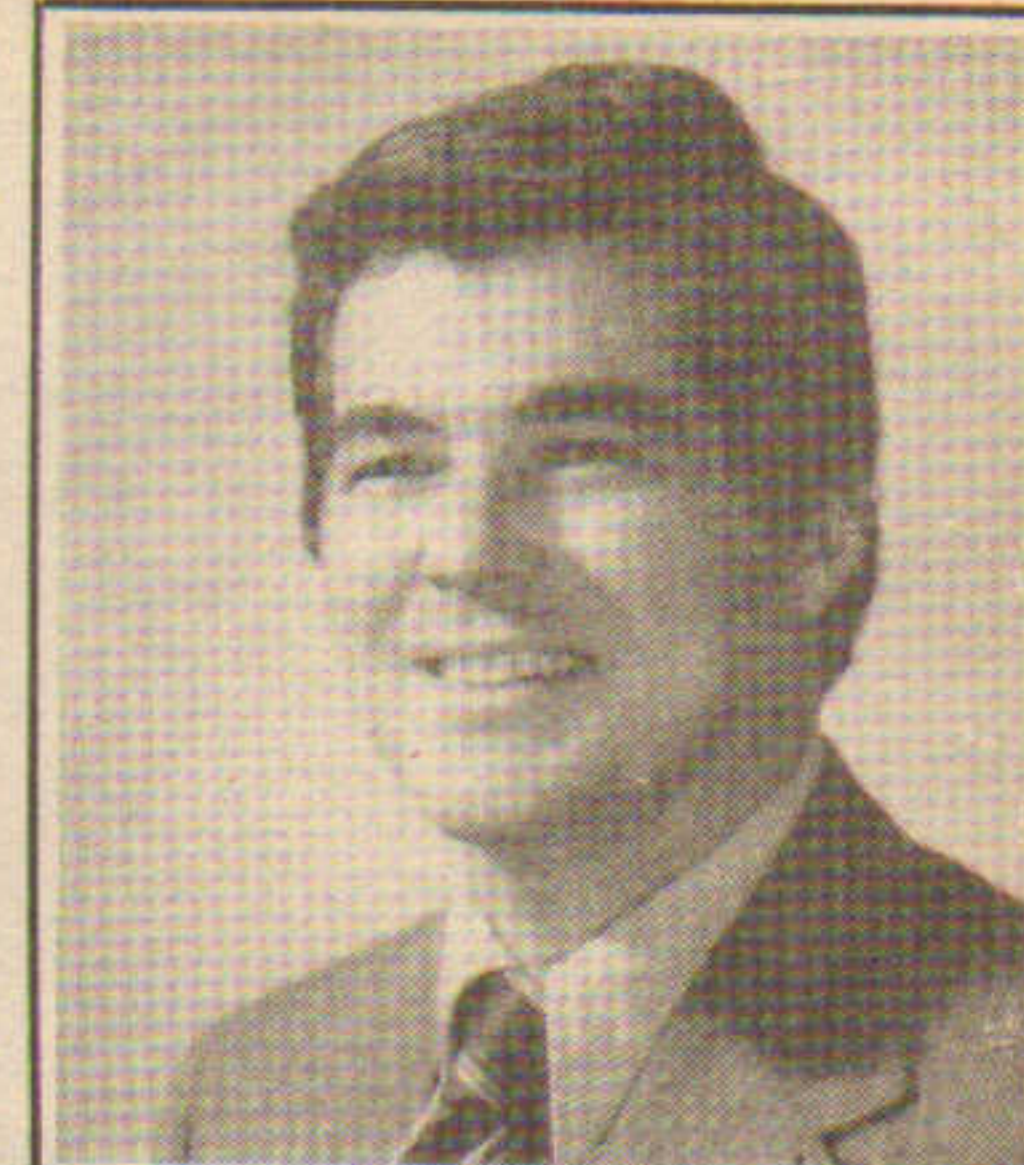
Christopher Tosti of Leggat McCall brokers 29,594 s/f lease for LM&W Prop. and Alcor Inv. to Prime Computer in Natick.



Donald Saunders
SAUNDERS & ASSOCIATES



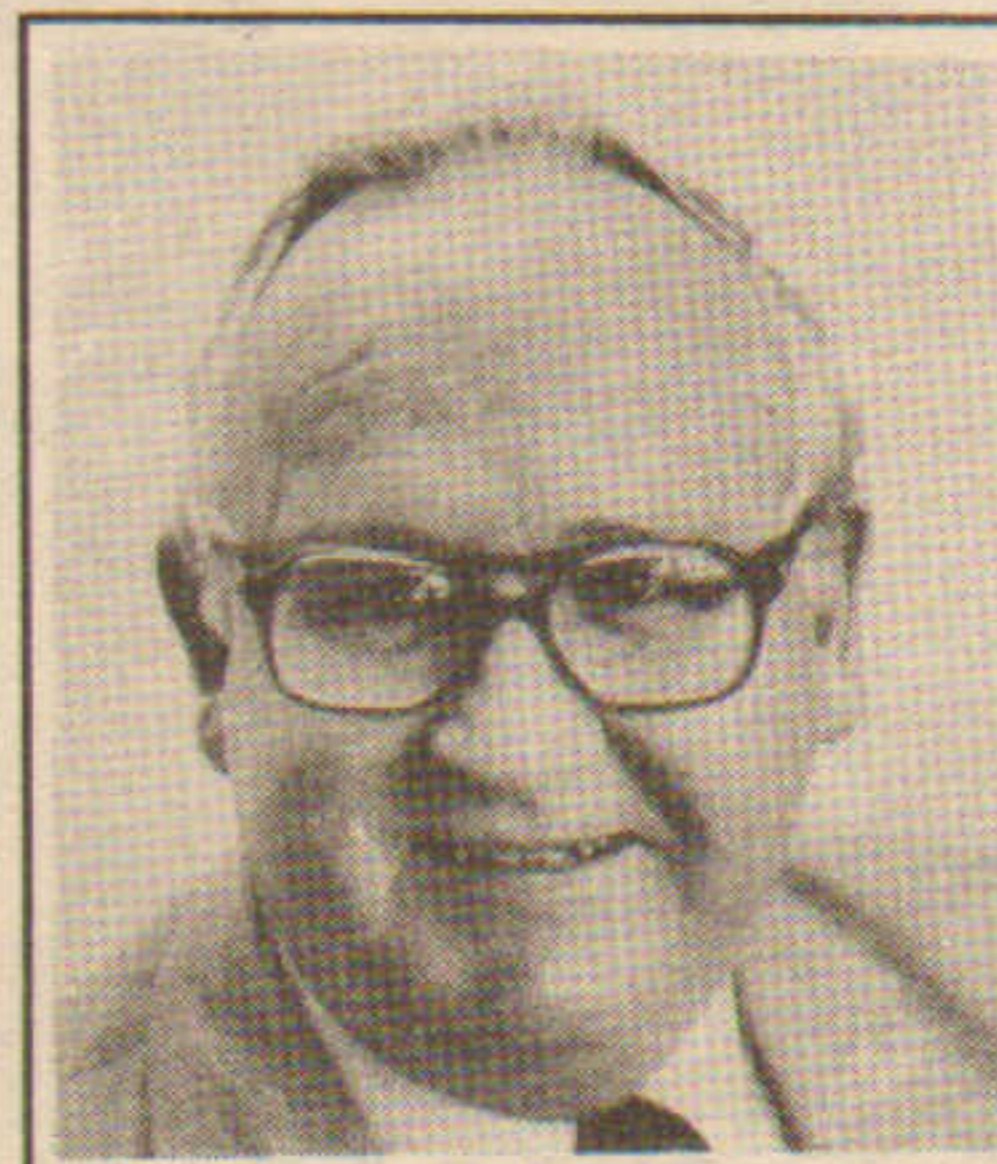
Stephen Karp
N.E. DEV. & MGMT. CO.



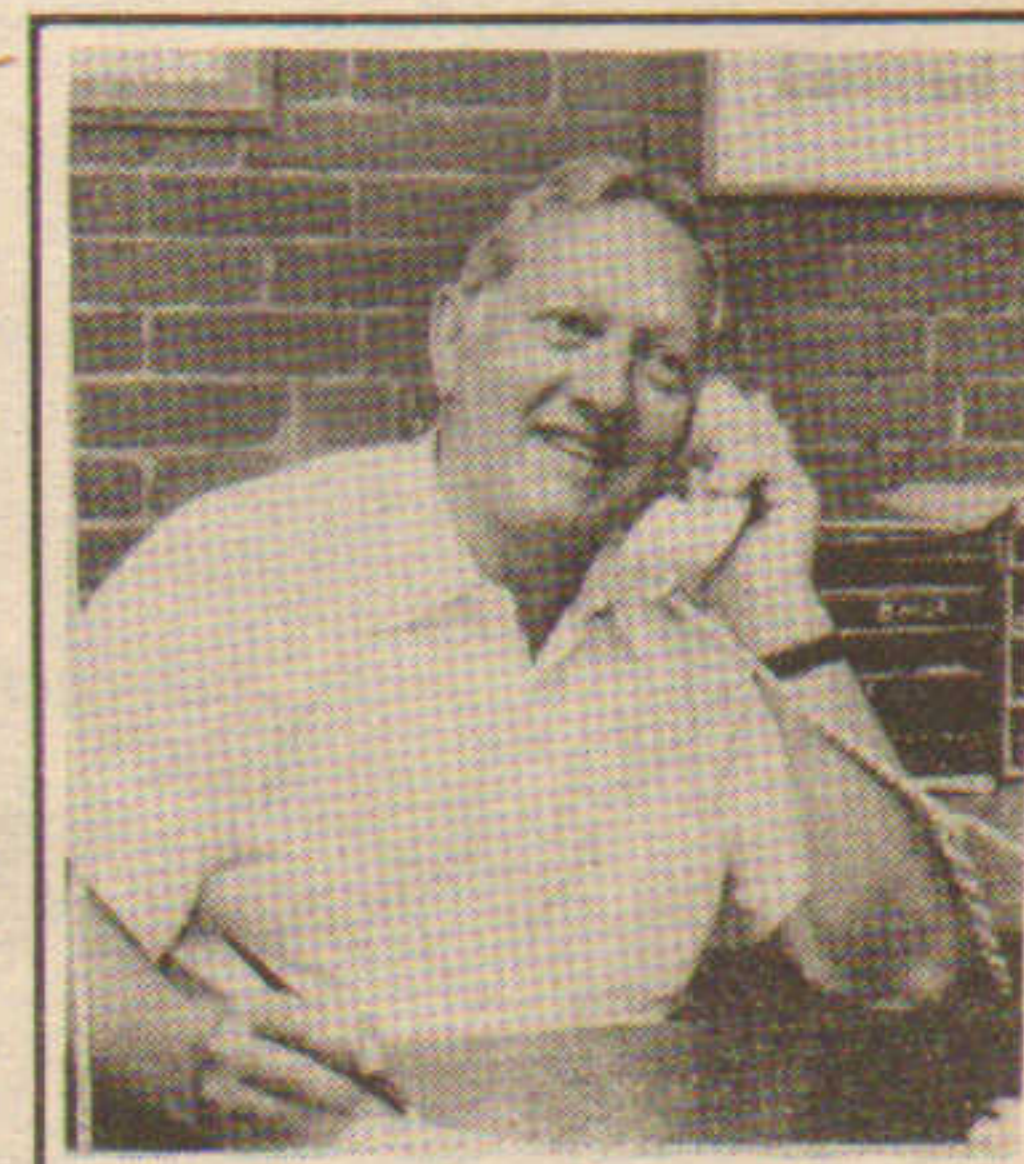
Thomas Teuten
A. W. PERRY



Melvin Roebuck
FOREST CITY DEVELOPMENT



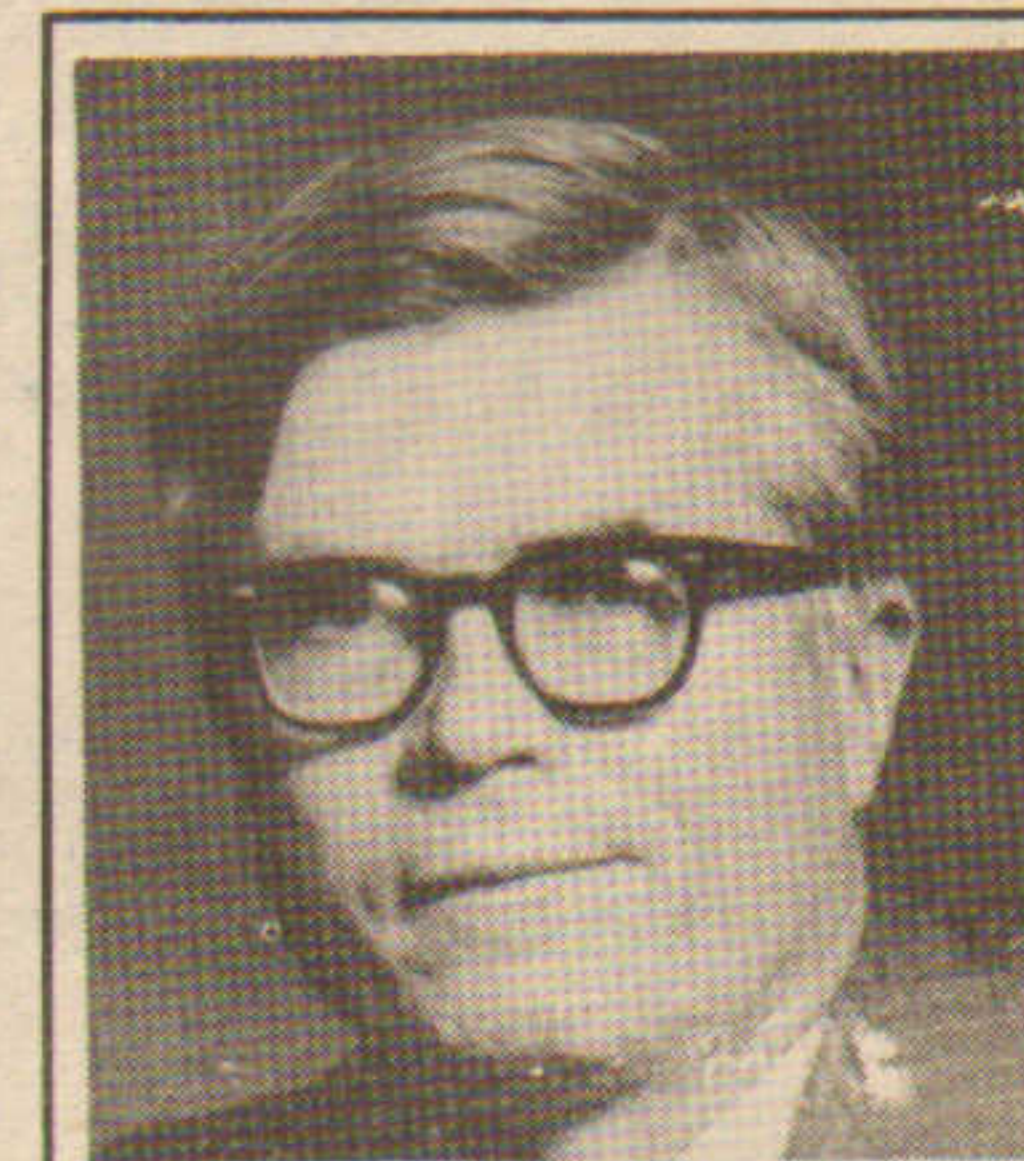
Edward McKeon
CITY OF BANGOR



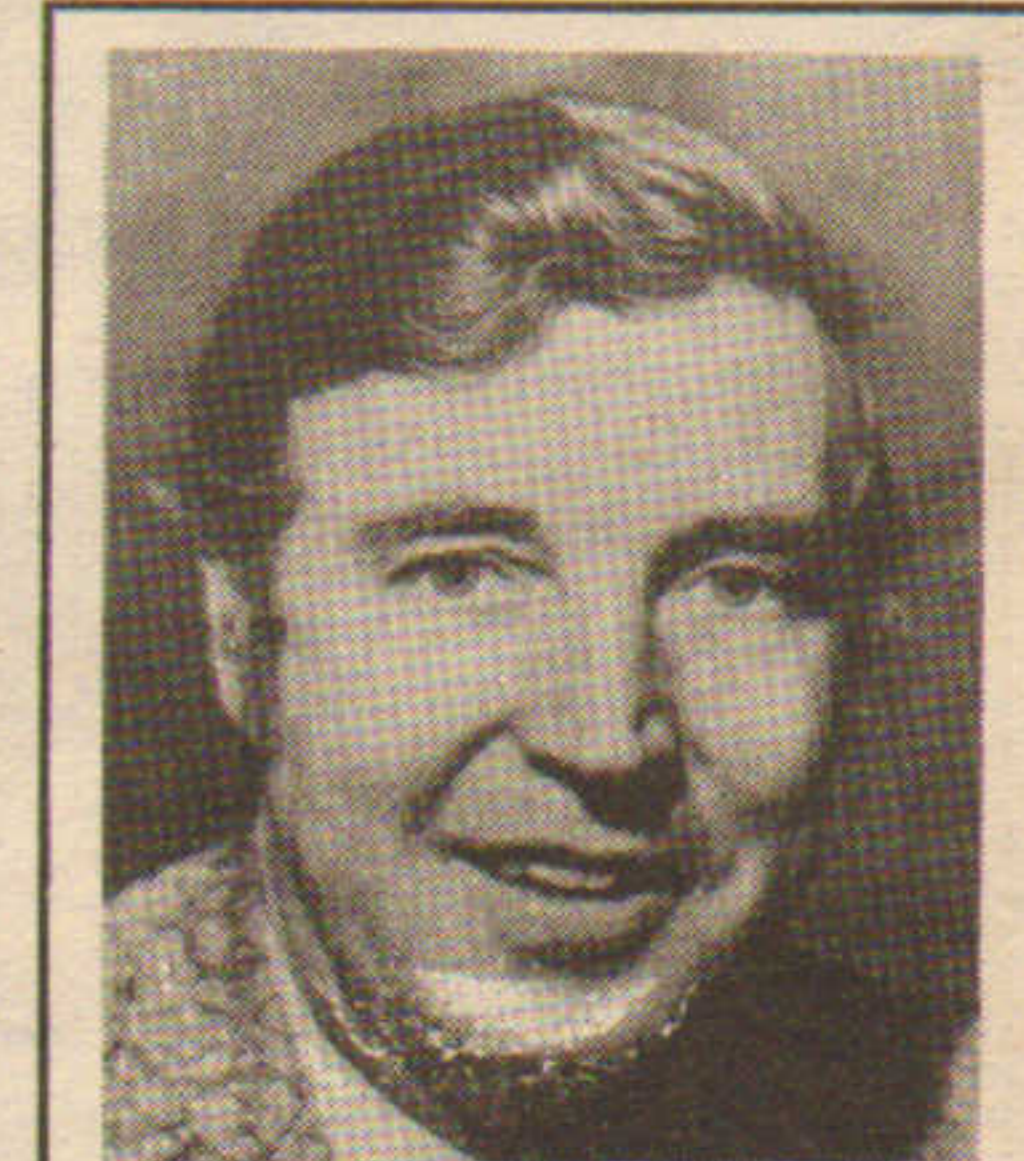
Bert Paley
HISTORIC MILL PROPERTIES



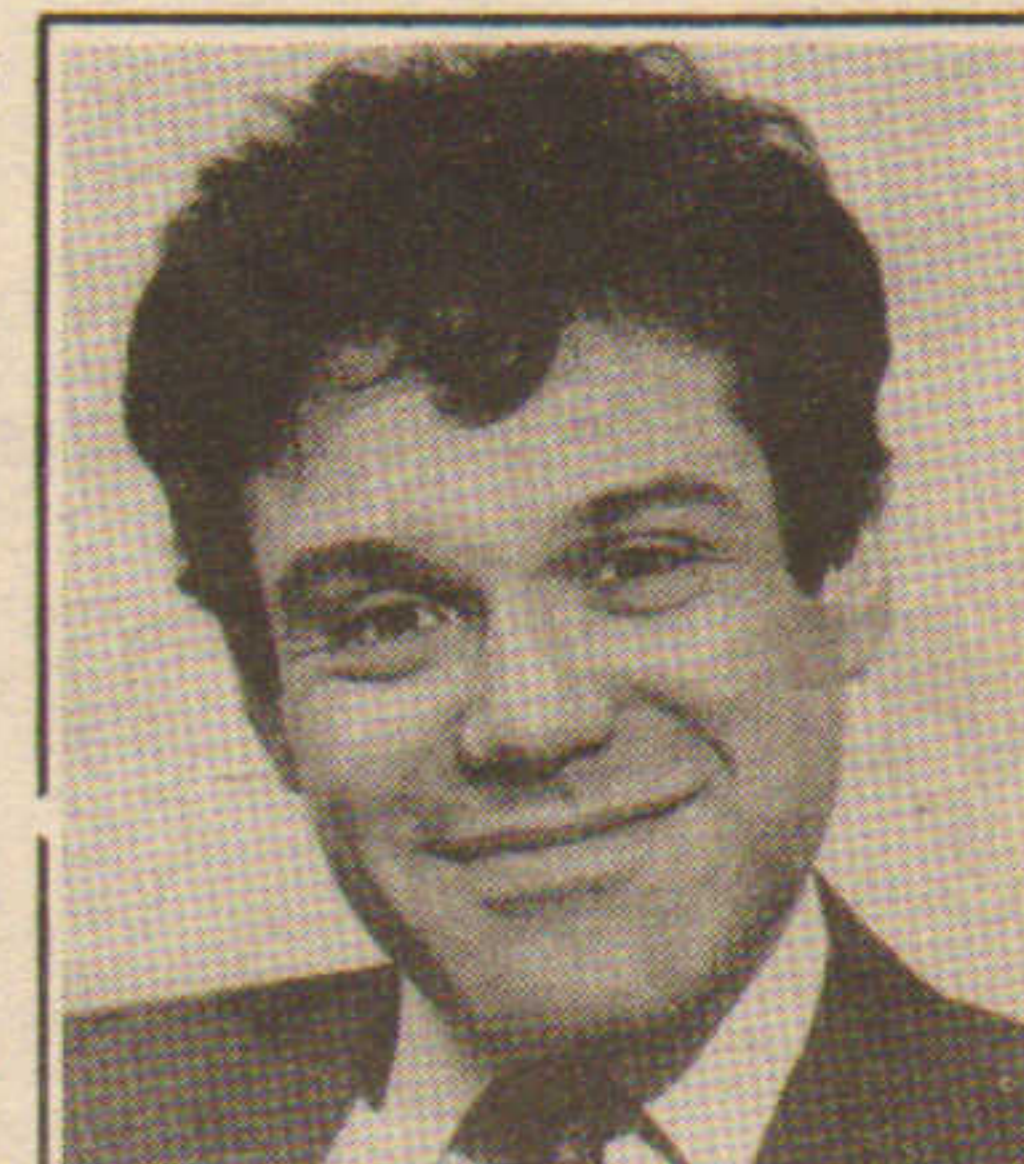
Susan Larkin
R.E. RESOURCES, INC.



John Ryan
RYAN, ELLIOTT & COMPANY



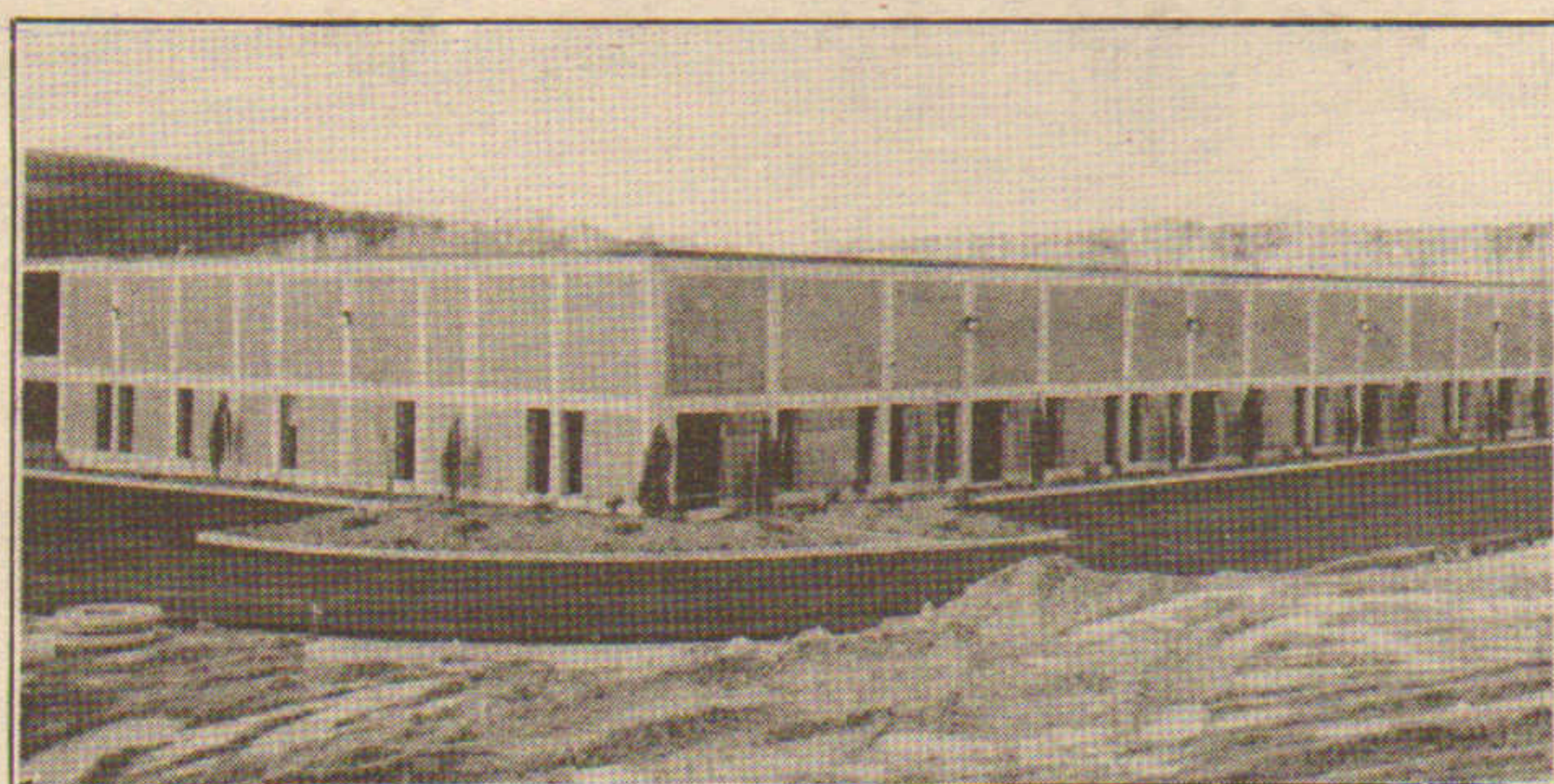
Gerald Nash
THE NASH GROUP



Irwin Barkan
I.J. BARKAN, INC.

NEELON COMPANIES PROUDLY PRESENT:

The 495 Technology
Center West
at Routes 20/495
Marlboro, MA



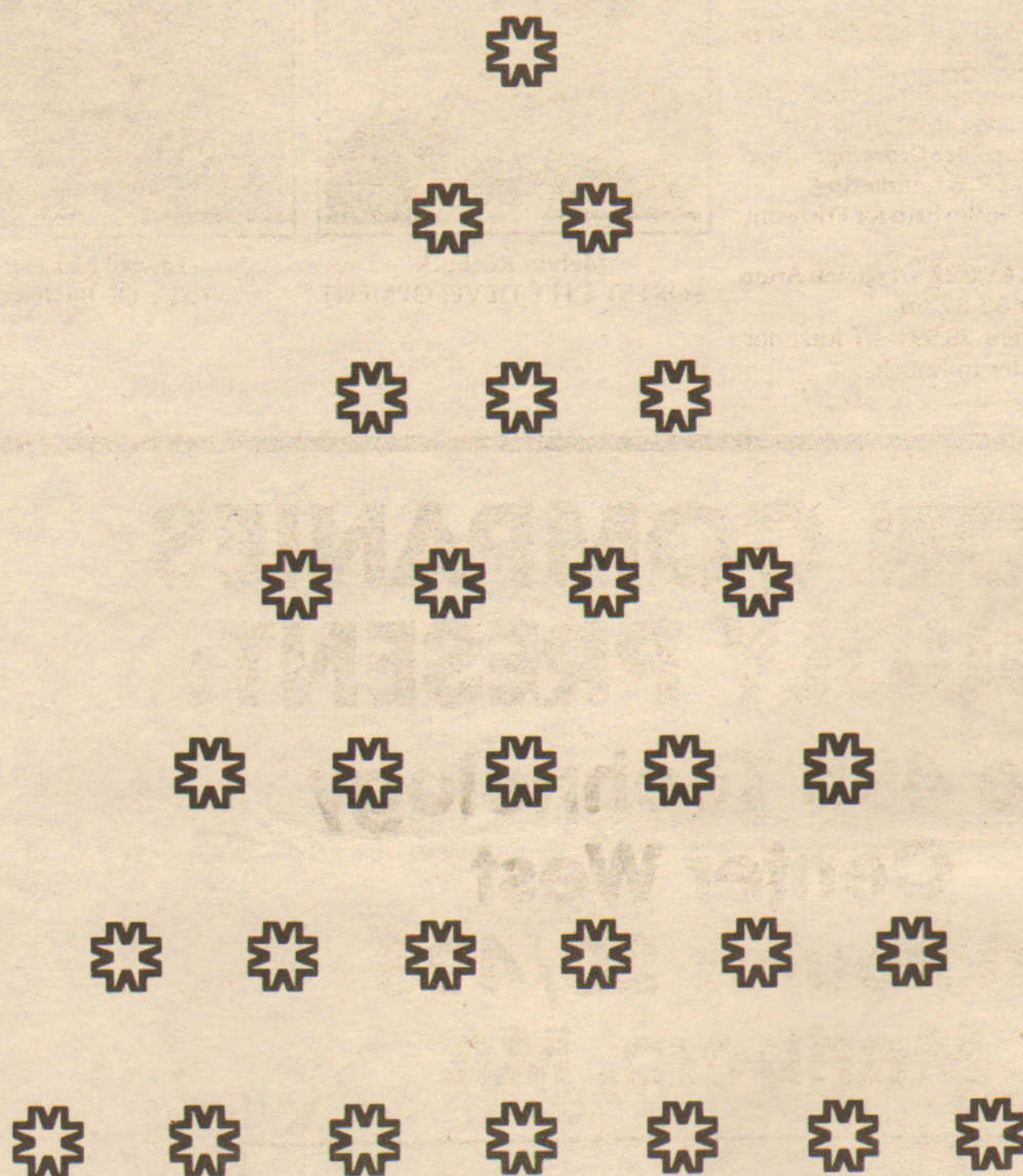
BUILDING II

- 70,625 S/F single story architectural split rib masonry block building
- 17' clear stud height
- Tailboard loading docks
- Subdividable to 5,385 S/F units
- Available immediately
- Second of three buildings totalling 352,585 S/F
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- 49,000 S/F remaining

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Scott Hughes
(617) 890-4610

Neelon Companies

The Boston Office of
Metropolitan Life
Real Estate Investments
wishes you a Happy
and Healthy Holiday Season



Holiday Greetings

SEPTEMBER

Scandinavian Design to open 132,000 s/f distribution center in Norwood; Project Planners archt. for \$7m facility.

Northland Investment buys 37,500 s/f \$2.8m Providence office building from H&S Realty; James Moore of Horizon Prop. cobroker.

Picerne Properties begins \$3.8m Commerce Park West in Cranston; D'Ambra Const. GC for 74,250 s/f office/warehouse.

C.W. Whittier named agent for 2.5m s/f Altid Business Park in Chelmsford for Raymond and Barbara Carye.

The Strehlke Corp. completes \$8m Springfield rehabs at Colonial Block and Board of Trade Block.

Leggat McCall and Codman Co. cobroker 360,000 s/f lease at Brickstone Properties' North Andover Mills to Gould Ind.

Gene Healy and Barbara Pape of S. Crowley Assoc. broker \$5.5m 18,000 s/f office building in Westport to Tauck Tours.

Donald Brunetto of Vidal Realtors brokered a 30,000 s/f lease at Research Park, Stamford, to Pyne Corp.

AJON to acquire former Myrtle Mills, 66,000 s/f, for \$1.75m in Hamden; plans \$4m rehabilitation.

Lawrence Bianchi & Timothy Halloran of Codman Co. lease 265,000 s/f at 500 Boylston st. to Mass. Financial Services.

Dan Myers of Global Commercial brokers \$1.55m 150,000 s/f Bedford Mill for Elbes Assoc. to Lee Marden group.

Austin Spinella of Minco Dev. brokers \$1.45m 25,000 s/f Lawrence sale for D. Moore to Piquette & Howard.

CG Inv. Group adding 250,000 s/f at 5 southeastern Mass. shopping centers; State Street Bank & Trust financing.

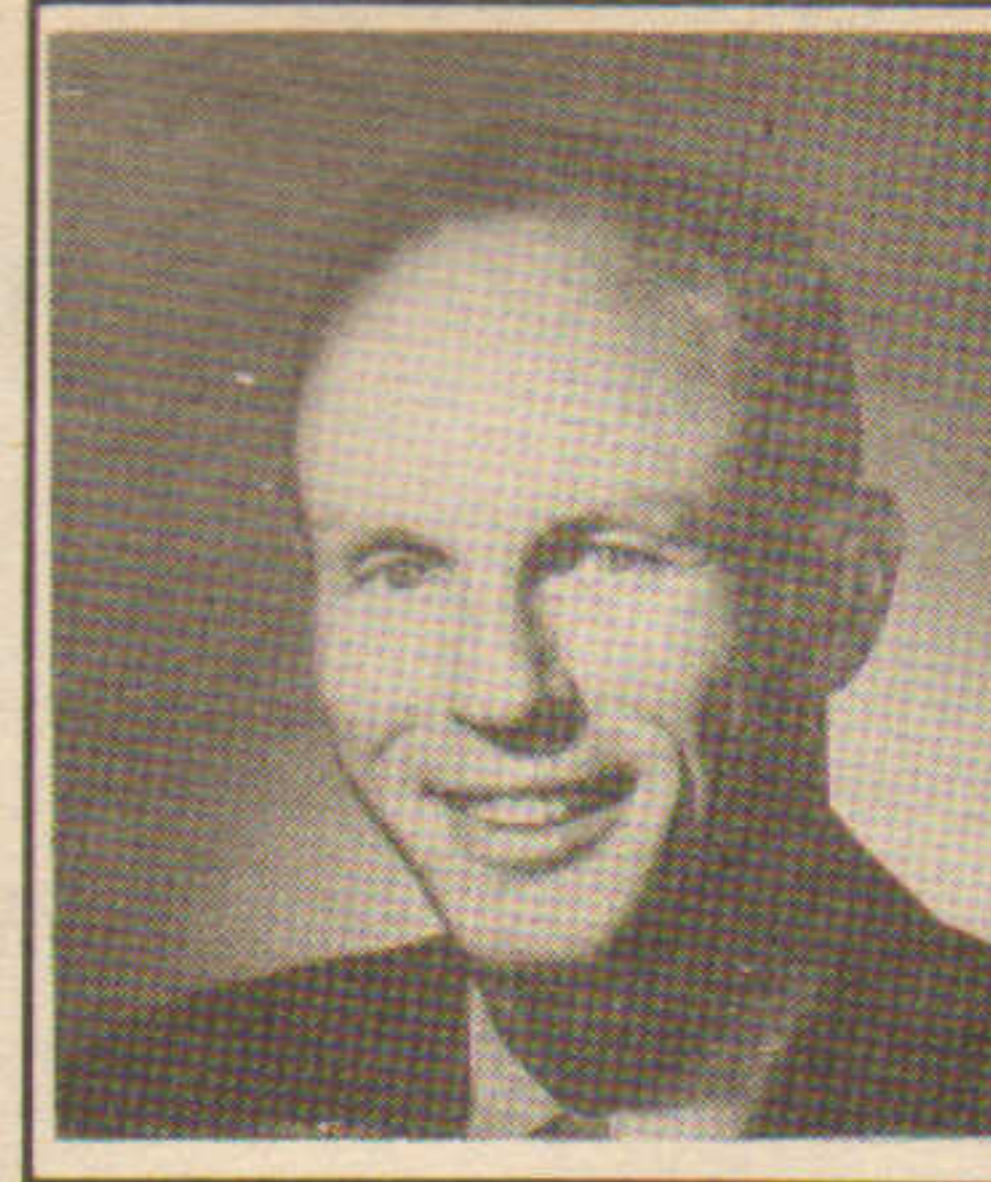
Arthur Collins and Bill Fox building 114,000 s/f Stamford offices; Bruce Campbell Graham architect.

Edward Dalton of Pat Demarais Assoc. brokered the \$3.75m land sale in Salem, N.H. to AMG for 2½ acre BJ's Wholesale Club.

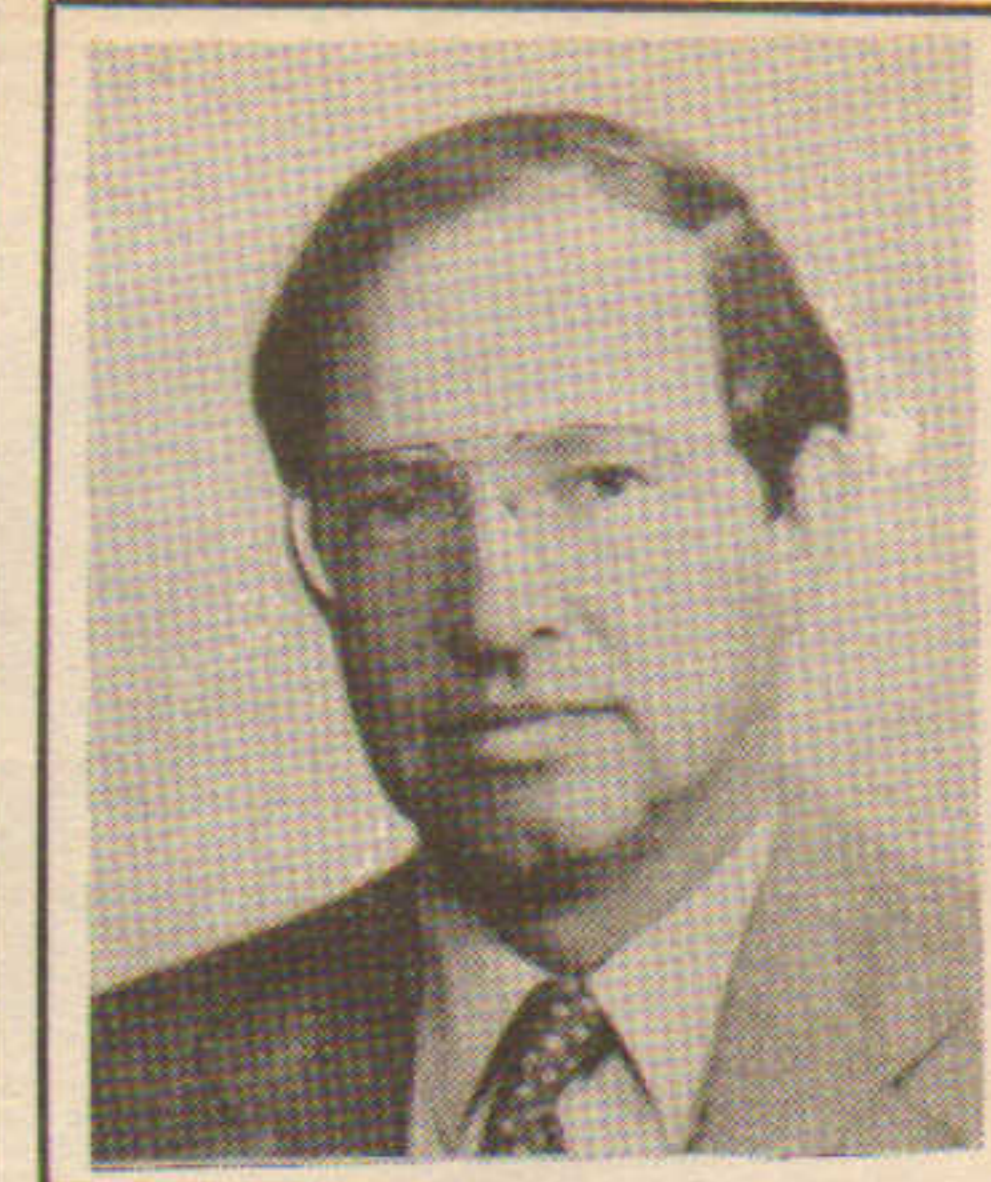
Rachel Goldberg R.E. brokers \$5.375m 90,000 s/f Boston bldg. to Arnold Parker for rehab near North Station.



William McCall Jr.
LEGGAT McCALL



Fred Maretz
LEVEY, MILLER, MARETZ



Lewis Heafitz
HEAFITZ & COMPANY, INC.



Don O'Neill
CONDYNE, INC.



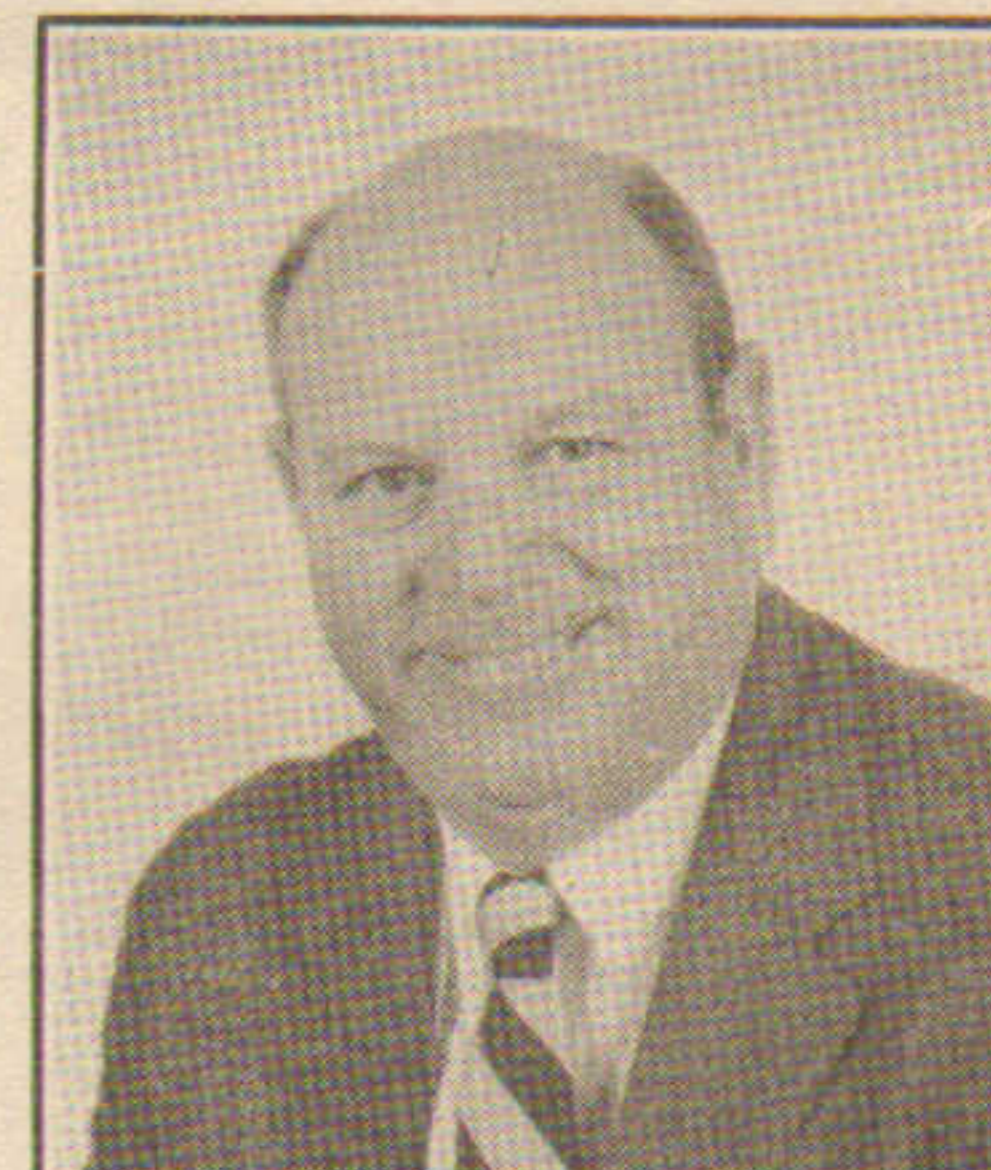
Barry Horowitz
COOPER-HOROWITZ INC.



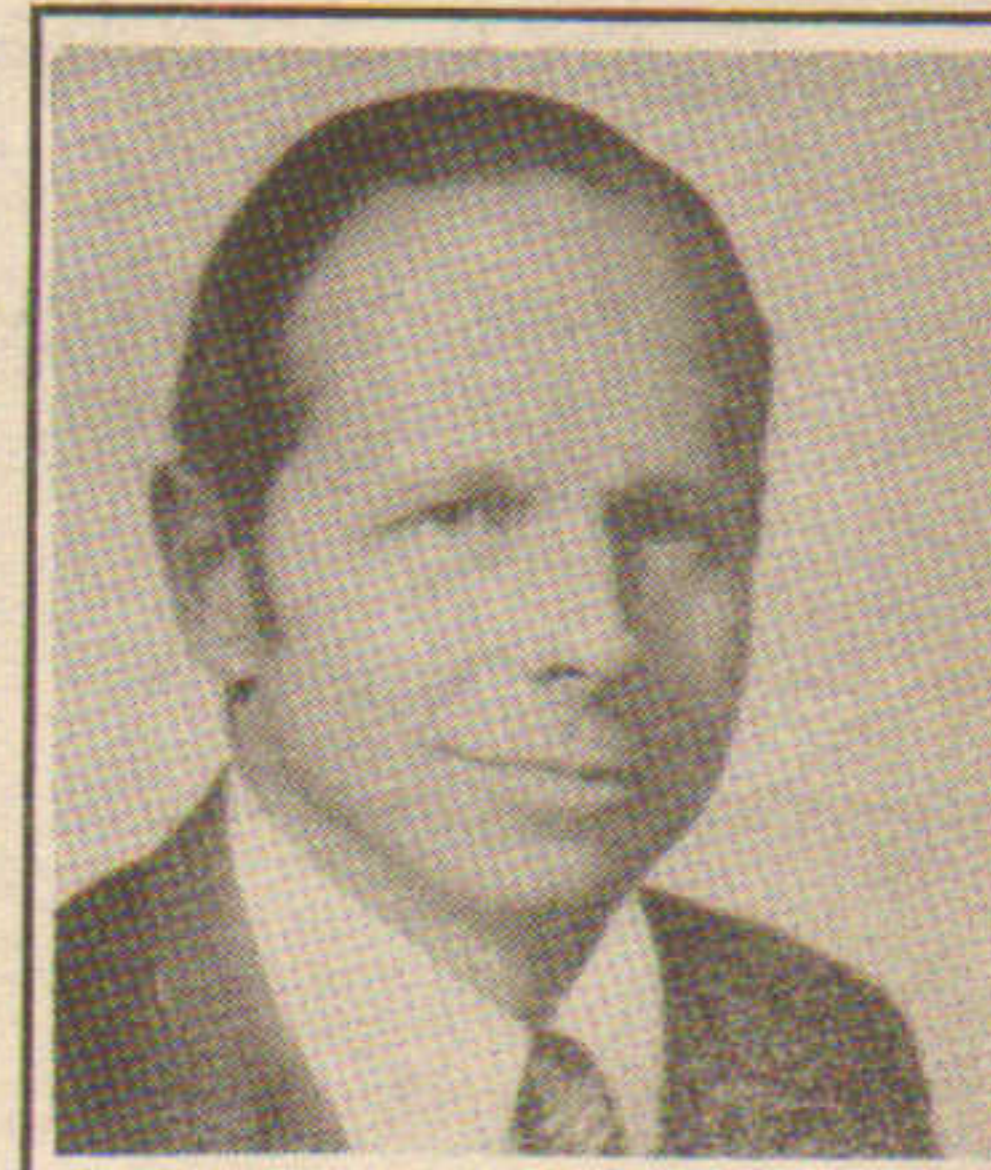
Peter Blampied
BOSTON 5 CENTS SAV. BANK



Karl Norwood
THE NORWOOD GROUP



Robert Holmes
R. W. HOLMES REALTY CO.



Shephard Brown
THE NILES CO.



Sidney Rosenthal
MEREDITH MANAGEMENT

REAL ESTATE RESOURCES

*We Wish To Thank All of Our
Clients, Lenders And Friends
For Helping To Make Our First
Year A Success*

Best Wishes For The New Year

REAL ESTATE RESOURCES

Susan M. Larkin
Edward K. Sentivany, Jr.

REAL ESTATE FINANCING
DEVELOPMENT CONSULTING

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- Rodman and Rodman
- Boston Fund Advisors



The North Star Building has available 20,000 square feet of first class office space and 5,000 square feet of retail space. Call us to arrange a showing for your client of this Historic Landmark Building and the custom office interior we design. For more information contact Kevin Barry at C. W. Whittier. Telephone (617) 482-6000.

C.W. WHITTIER

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155 FEDERAL STREET, BOSTON, MA 02110
(617) 482-6000

SEPTEMBER

National Dev. Assoc. builds 107,000 s/f Mansfield Corporate Ctr.; Meredith & Grew agent; D.R.A. architect.

R.W. Holmes & McPherson Corp. sign Worcester Controls to 28,000 s/f at Northland Inv.'s 33 Locke dr. in Marlboro.

Boston Wharf Co. converting 1.6m s/f for retail, offices, res. condos and parking in its 150th year.

Sidney & John Rosenthal buy 40,000 s/f in Springfield for conversion to office condominiums for \$2m.

Gerri Rachins of H. Lotman sells \$1.4m 12,000 s/f Brookline apt.-retail bldg. for Robert Fish to Frederic Clayton.

R. Calabrese Agency brokers dual sales in Waterbury involving church, Donald Santopietro and Westgrand Assoc.; \$800,000.

Spaulding & Slye, Leggat McCall lease 41,000 s/f Metro Corp. Ctr. bldg. in Marlboro to Ilex Corp.; J. Fallon, R. Graham cobroker.

Spectrum Financial arranges \$10.3m mortgage for 235 room Catch Penny Inn economy hotel in Lexington.

Marquis Whitman Assoc. marketing 60,000 s/f industrial condominiums, Park West, in Goffstown, N.H.

Capitol Growth starts on 26,500 s/f Admiral's Gate addition in Newport; Newport Collaborative archt. for \$2m site.

Simon Konover begins 54,855 Super Stop & Shop in Westerly with two 3,500 s/f satellite buildings.

ADD Inc. archt. for Hewlett-Packard Co.'s 108,000 s/f in Burlington; Columbia Construction general contractor.

Summer St. Dev. renovating 42,000 s/f Crown Point in downtown Fitchburg; Finch Group to market office space.

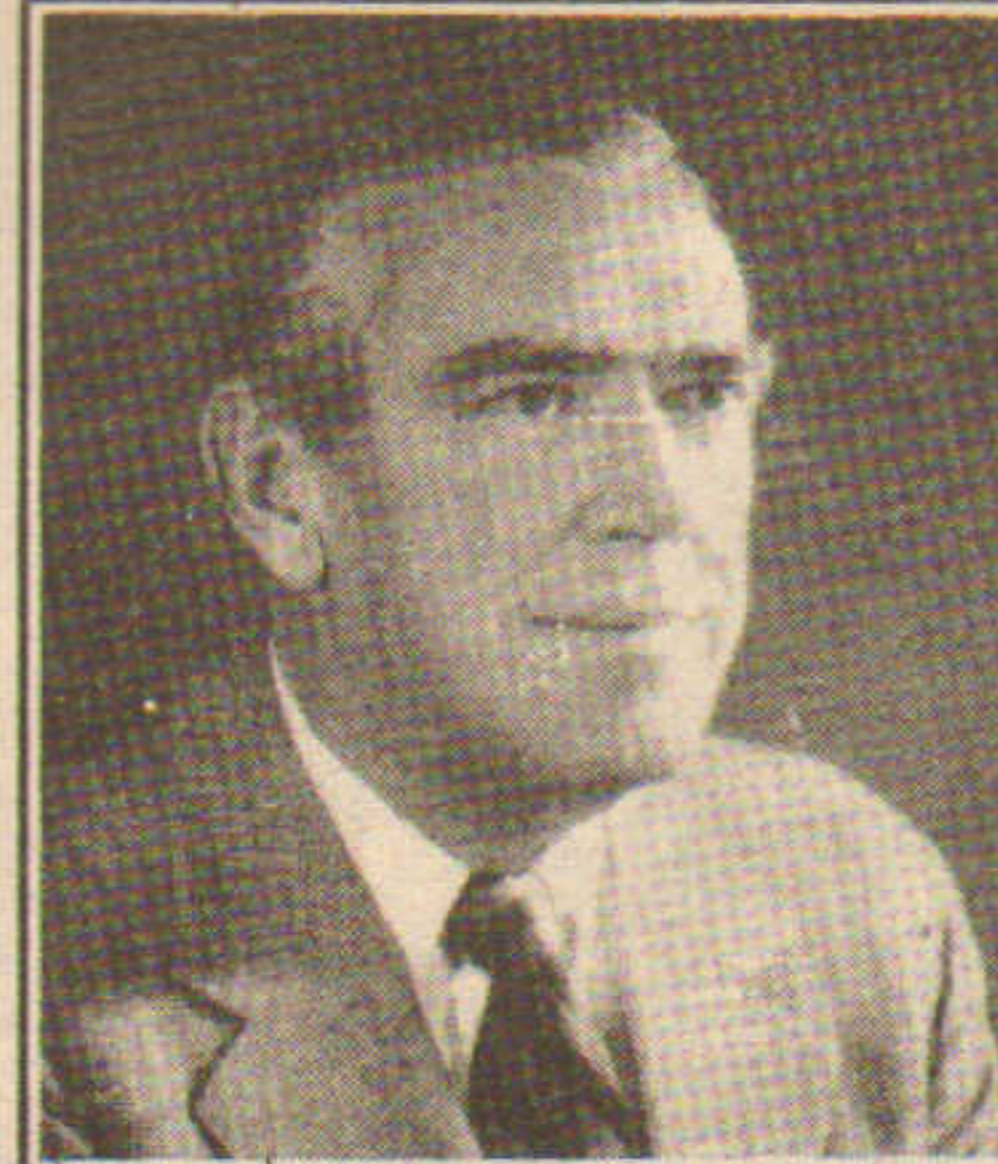
Bulfinch Dev. does \$4m rehab on Frost Building, Boston; Bergmeyer Assoc. archt. for 70,000 s/f; Hunneman leasing.

A.J. Lane names Hunneman Comm. agent for 60,000 s/f offices under construction in Framingham; ADD Inc. architect.

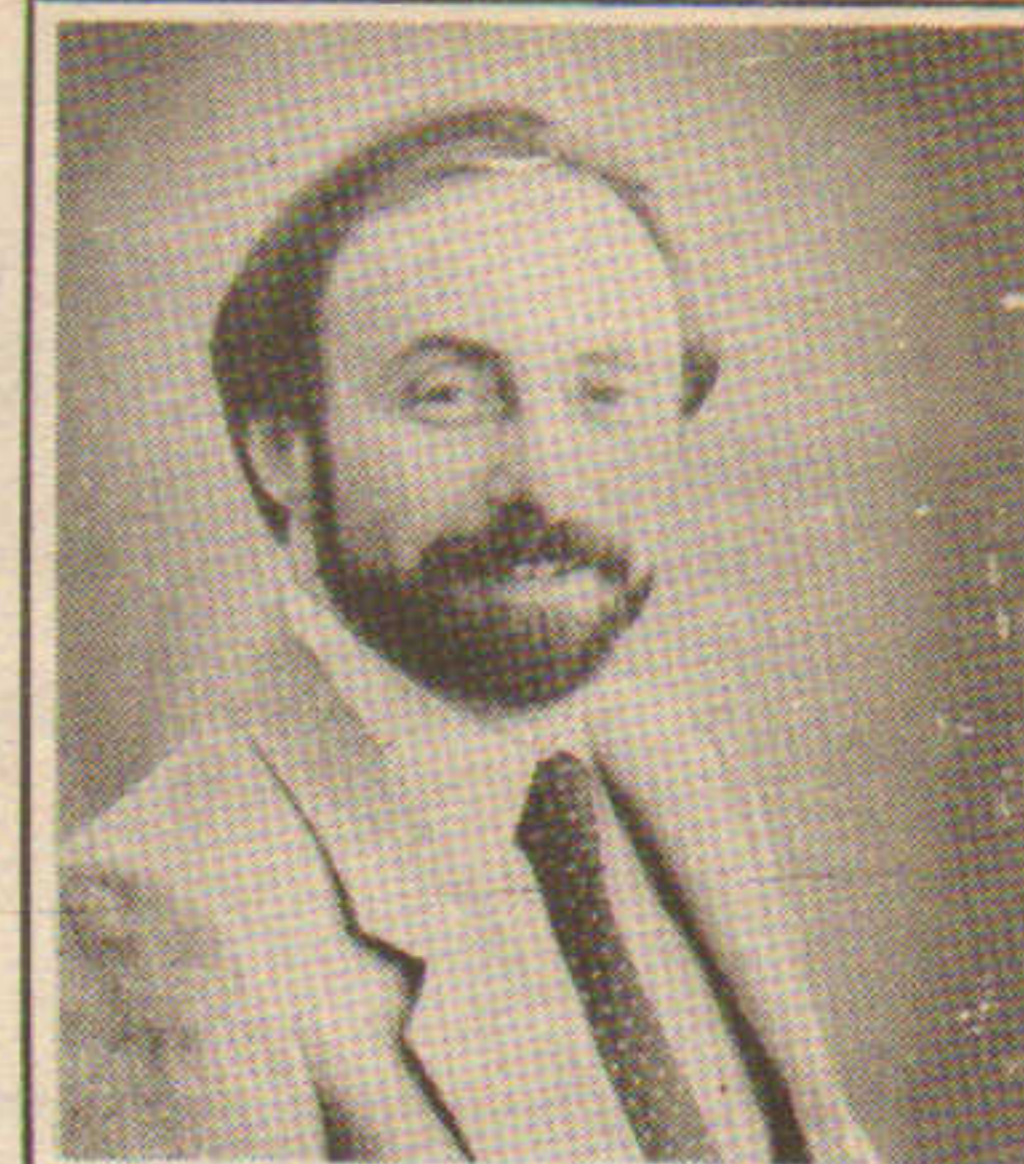
Gary Chabot of Cassidy & Cassidy leases up Gatepoint I offices in Nashua to Rasco Inc. and ERA Drivick Real Estate.



James Schaffer
COLDWELL BANKER



John Fallon
R. M. BRADLEY & COMPANY



Ralph Calabrese
R. CALABRESE AGENCY



Peter Benke
HUNNEMAN COMMERCIAL



Michael Sucoff
H.N. GORIN ASSOC.



Edward Fish
PEABODY COMPANY



Elliot Ravech
PETER ELLIOT & COMPANY



C. Brendan Noonan
C. BRENDAN NOONAN & CO.



Nancy Yost
HRESKO-YOST



Joel Wilder
WILDER-MANLEY ASSOC.



Commercial/Construction Loan Officer, Senior Vice President Ben Asselin

At First Federal each of our Banking Experts wears a different hat

...and our construction loan expert's hard hat fits well with the successful builders and developers who come to us. The more our team of experts — led by Ben Asselin — know about construction lending, the more you know. Give Ben and his team a call today. (603) 882-8242.

- Construction Financing
- Permanent Financing
- Lines of Credit
- Letters of Credit



The seven roofing blunders we never made thanks to Nightingale Roofing Inc.



We're a high tech company. A leaky roof would cost us thousands of dollars in lost time and damaged products. And we know that a roof—any roof—does not last forever. It's hotter, wetter, colder and windier up on a roof than anyplace else.

I've talked with other Facility Managers and they tell me the most common blunders are these:

ONE

Not insulating under a new roof.

TWO

Not requesting a bond from the roofing contractor.

THREE

Not checking the roofing contractor's references.

FOUR

Not informing the roofing contractor of your needs and problems.

FIVE

Not getting a full, complete roof system.

SIX

Not having a proper AIA contract.

SEVEN

Not visualizing the roof as a complex system.

Armed with this list of warnings about how not to get a quality roofing job, I began to interview roofing companies. One company, Nightingale, clearly impressed me as the kind of company I wanted to do business with.

First, Nightingale is the most professional roofing company I ran into. Computers, 60 employees, 40 vehicles, clean, honest.

Second, they have a reputation as contractors, not just roofers. They look and act like professionals. And they are capable of handling my entire project, whether it concerns skylights, carpentry, plumbing or structural considerations.

Third, Nightingale must be doing something right because the firm is expanding 30% each year.

And they are doing business with many of the giants in New England, firms like Digital, Wang, Hewlett-Packard, Sanders, and Grossman. Doing repeat jobs, too.

If my roof should develop a leak, I'll want it repaired immediately. Yes, I know the manufacturer guarantees the roof material. But *who* is going to make the actual repairs? Nightingale gives me the confidence that they'll be here if and when I need them.

I've learned that a roof is a lot more than just a 1/4" piece of rolled rubber. Just like the grass at my country club is a lot more than a bag of grass seed. You need training, care and experience to both grow a fine lawn, and construct a waterproof roof.

As a facility manager, I know a lot about buildings. I also know enough about roofs to realize that I should take the same care in selecting a roofing constructor as I did in selecting the construction company who originally built this valuable facility.

There are a lot of blunders I *could* make. Maybe the biggest blunder of all would be not calling in Nightingale.

Call Peter Owens, Sales Manager

NIGHTINGALE ROOFING, INC.

10 Clinton Drive, P.O. Box 449
Hollis, New Hampshire 03049
Telephone 603-880-1414
Approved Firestone Rubber Guard
EBDM Roof Contractor

OCTOBER

Sard Corp. buys Finast property in West Hartford for \$6m; plans \$20m project with Burton Hoffman.

Ronex Corp. sells 86 Danvers apartments to Edward Dolan of Franklin Realty Co. for \$5.655m; to convert to condos.

Ellen Euse & Jack Riordan of Conway Co. and Beverly Brown cobroker \$357,000 office condo for Can-Four Corp. in Canton.

Christopher Rogers of Leggat McCall leases 7,836 s/f office for LM&W Properties to LandVest, Inc. at Ten Post Office Square.

Boylston Properties signs six at CityPlace in State Transportation Building totalling 16,200 s/f.

Dorman & Wilson arranges \$6.1m Conn. Mutual Life loan to Robert Martin Co. Stratford Dev. & EJM Management in Stratford.

Waverly Corp. brokers \$2.2m 57 unit Cambridge apartment sale for Cambridge Holdings Trust to A. Steinbergh & S. Bowden.

Marlene Jazayeri of Investment Property Specialist brokers a three-way exchange in Framingham and Natick worth \$818,000.

Dobroth & Fryer leases 30,000 s/f at Wannalancit in Lowell to Baron Peters Corp., manufacturer of ladies apparel.

Jumpp Co. handles \$2.575m sale of Black Brook Industrial Park in Lowell, 55,000 s/f, for FLK Realty to P&D Realty.

Kevin Brown and Travis Powell of Peter Elliot lease 13,518 s/f for Jaymont Properties to Cigna Financial It 260 Franklin St.

Sherman Durfee and Carmen Minnin of S.B. Durfee lease 87,000 s/f in Shelton for Warwick Malkin to Union Trust Co. for \$8m.

Arlon Brown and David Ritchie of R.W. Holmes sell 123,000 s/f in Worcester for Peter Salzer, David & Reva Goldrose for \$2m.

Diversified Funding purchases Medway Shopping Ctr., 114,000 s/f for \$4.2m; shawmut Bank provides financing.

Tedeschi Realty holds grand opening for \$5m 88,000 s/f Middleboro Square S.C. anchored by Purity Supreme super store.

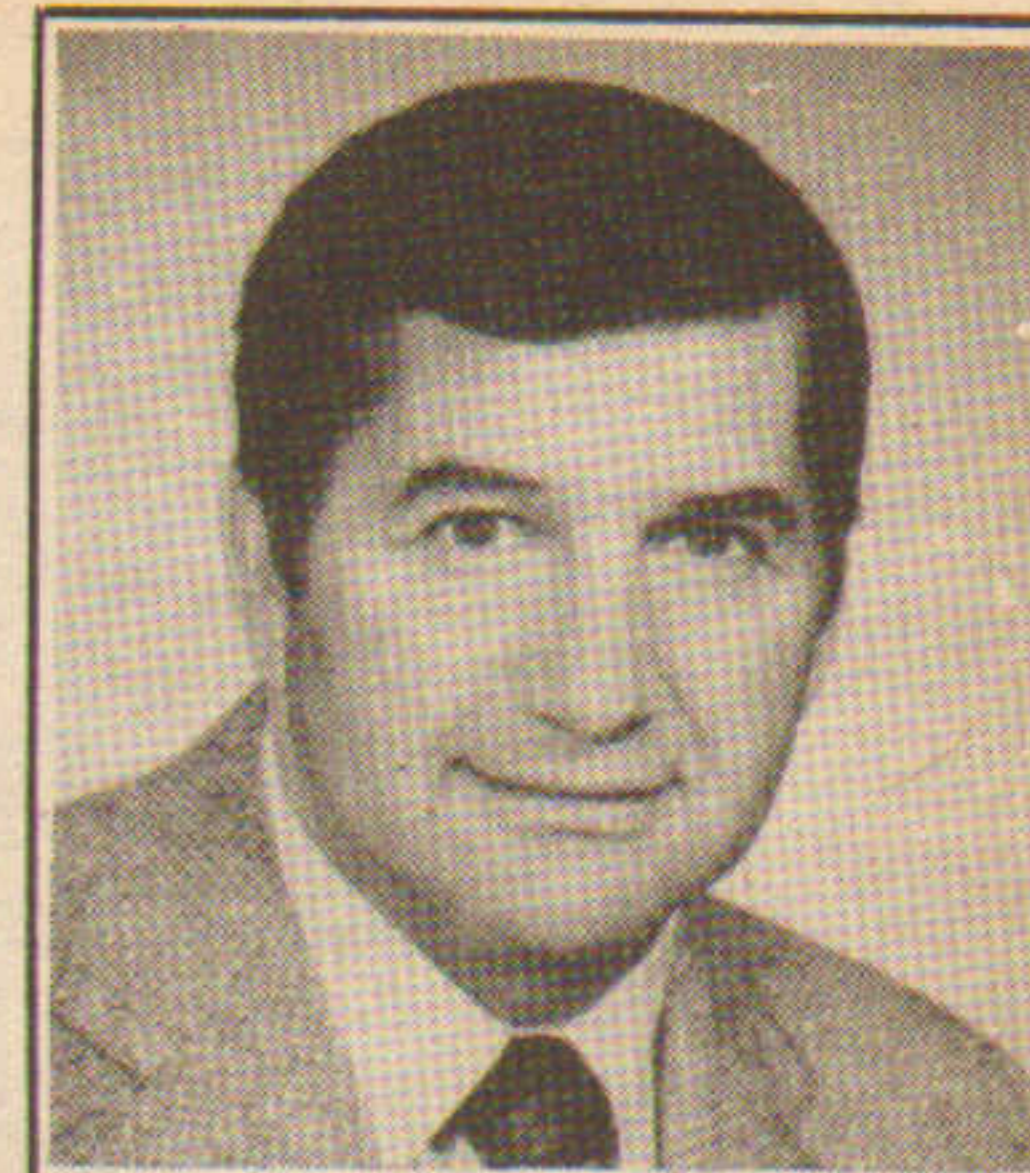
Winn Dev. created 36,000 s/f The Market at Brookline Place; Beaver Builders const. manager; Levin Inc. leasing agent.



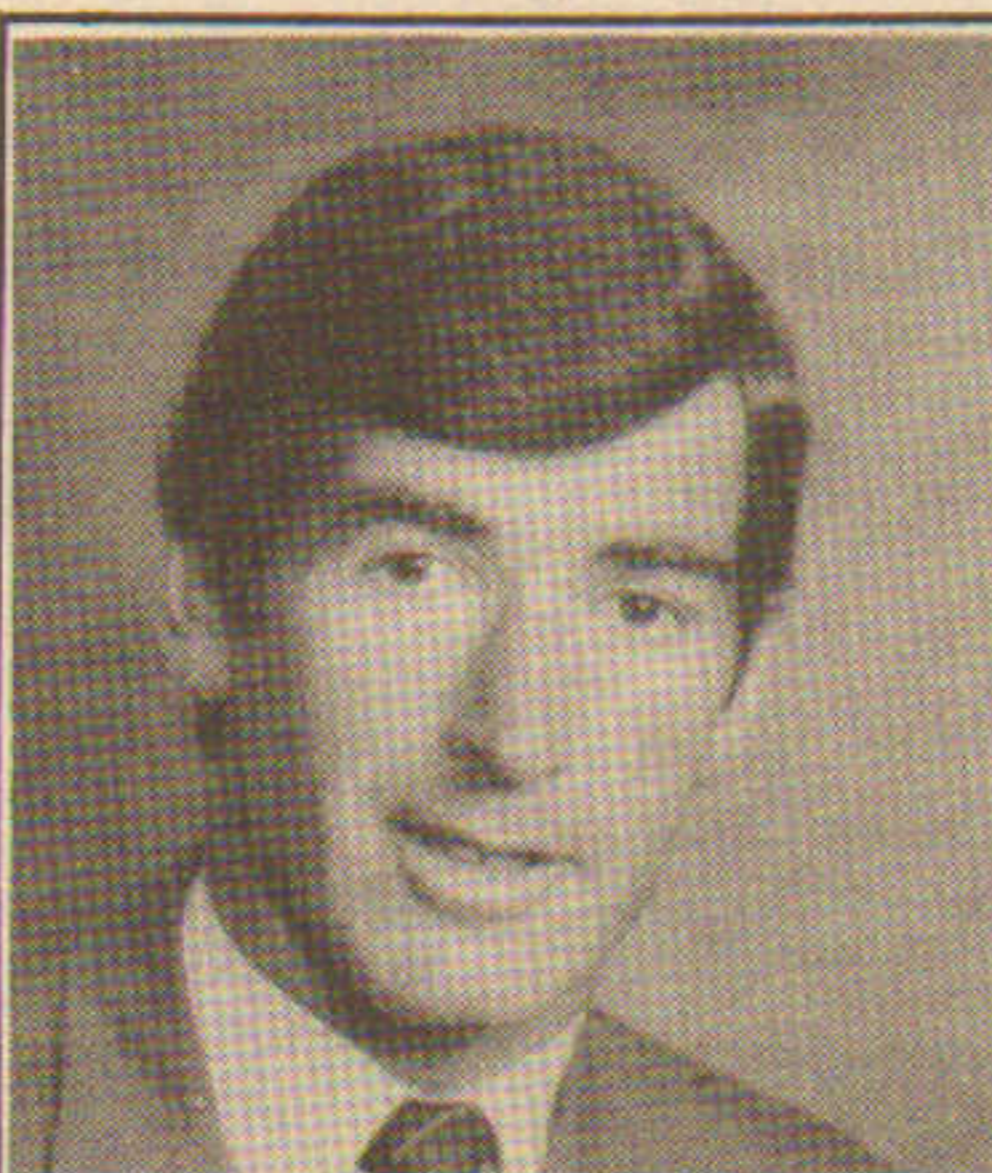
Christopher Finlay
THE FINLAY CO.



Betsy Olson
SAUNDERS & ASSOC.



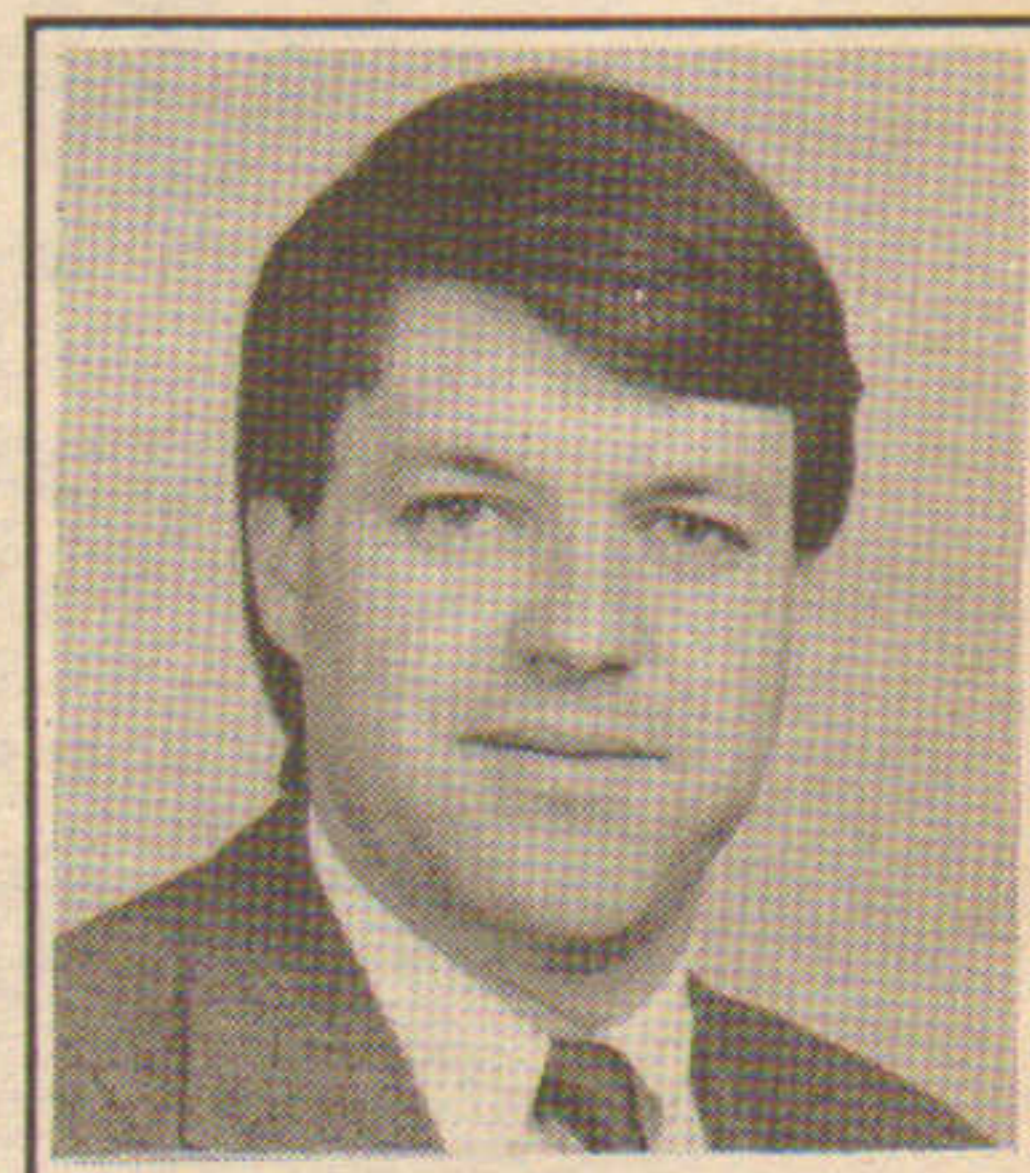
Paul J. Stella
P. J. STELLA CONST. CO.



Michael Flynn
MEREDITH & GREW



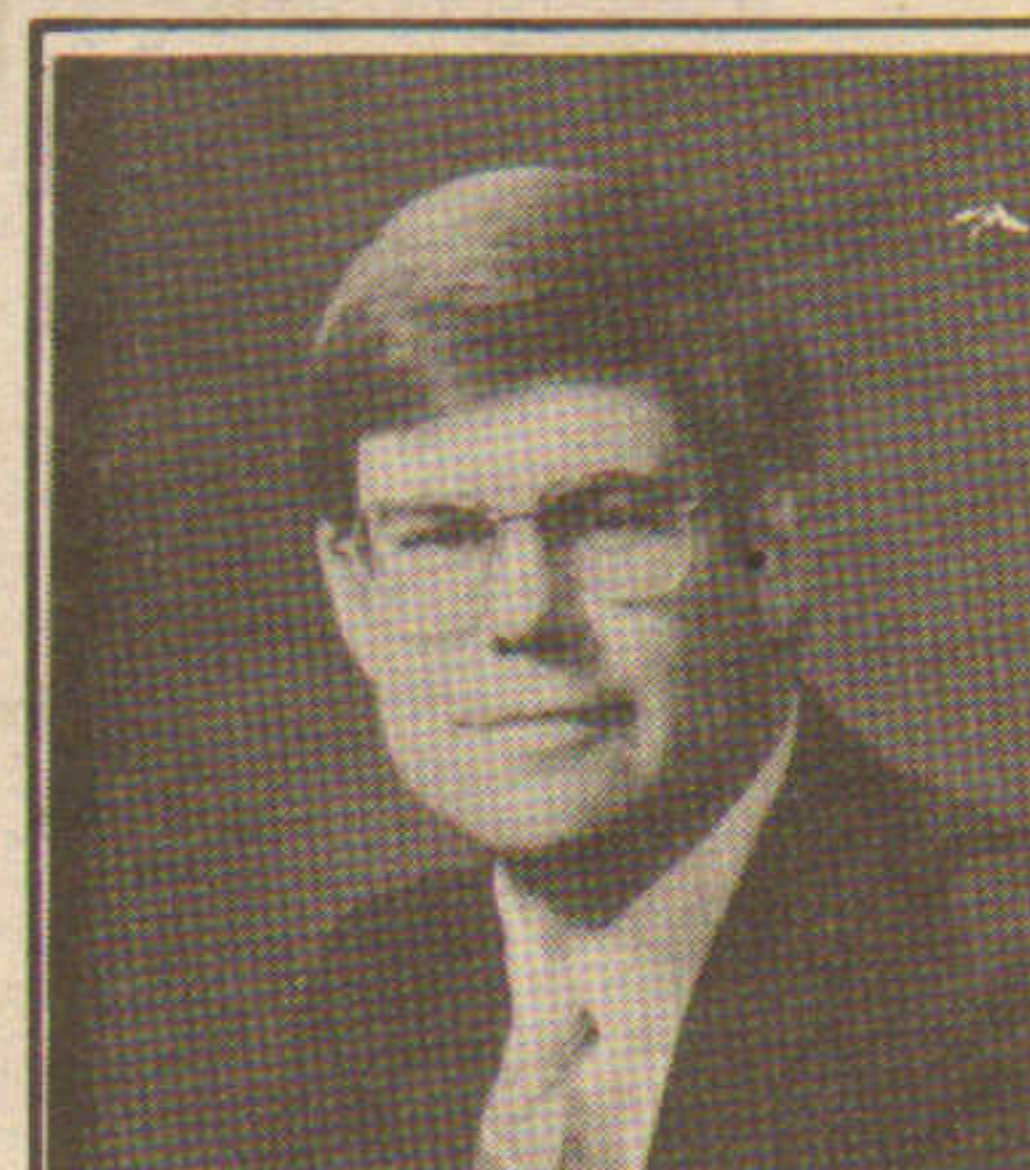
Makram Awdeh
AWDEH & CO.



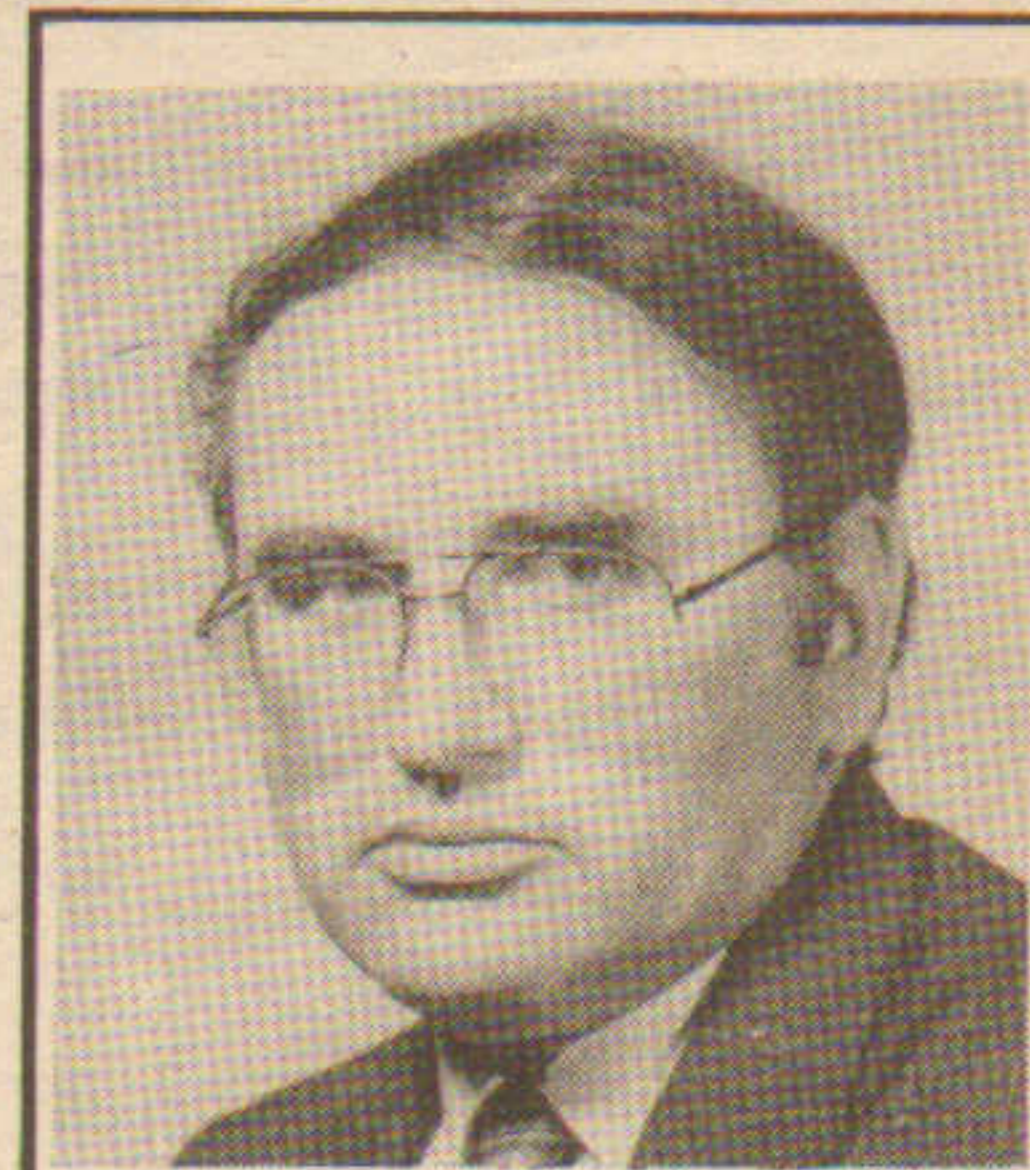
Stephen Rice
COLDWELL BANKER



James O'Brien
COLDWELL BANKER



Richard Einhorn
JAYMONT PROPERTIES, INC.



Mark Shair
SAUNDERS & ASSOC.

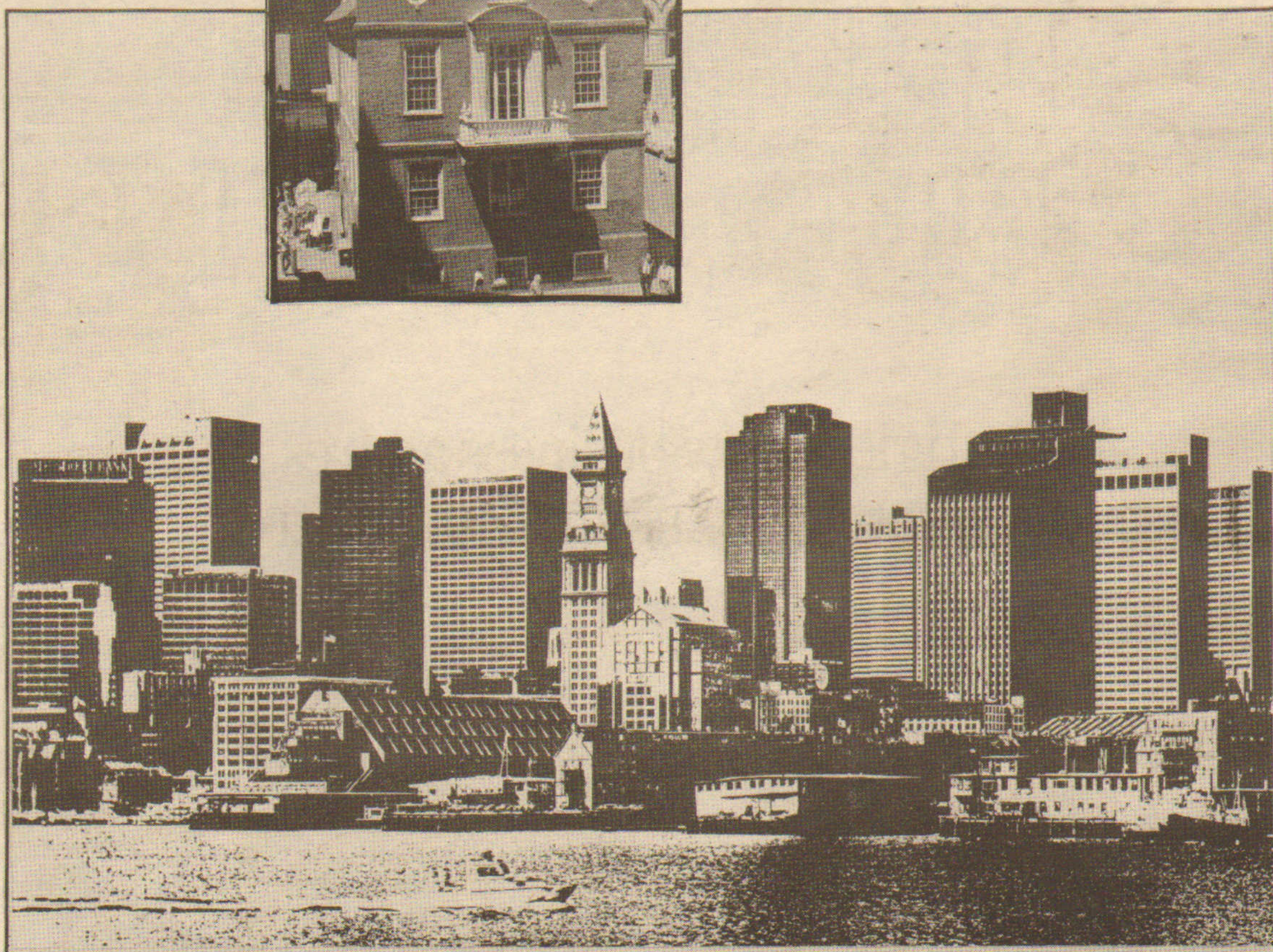
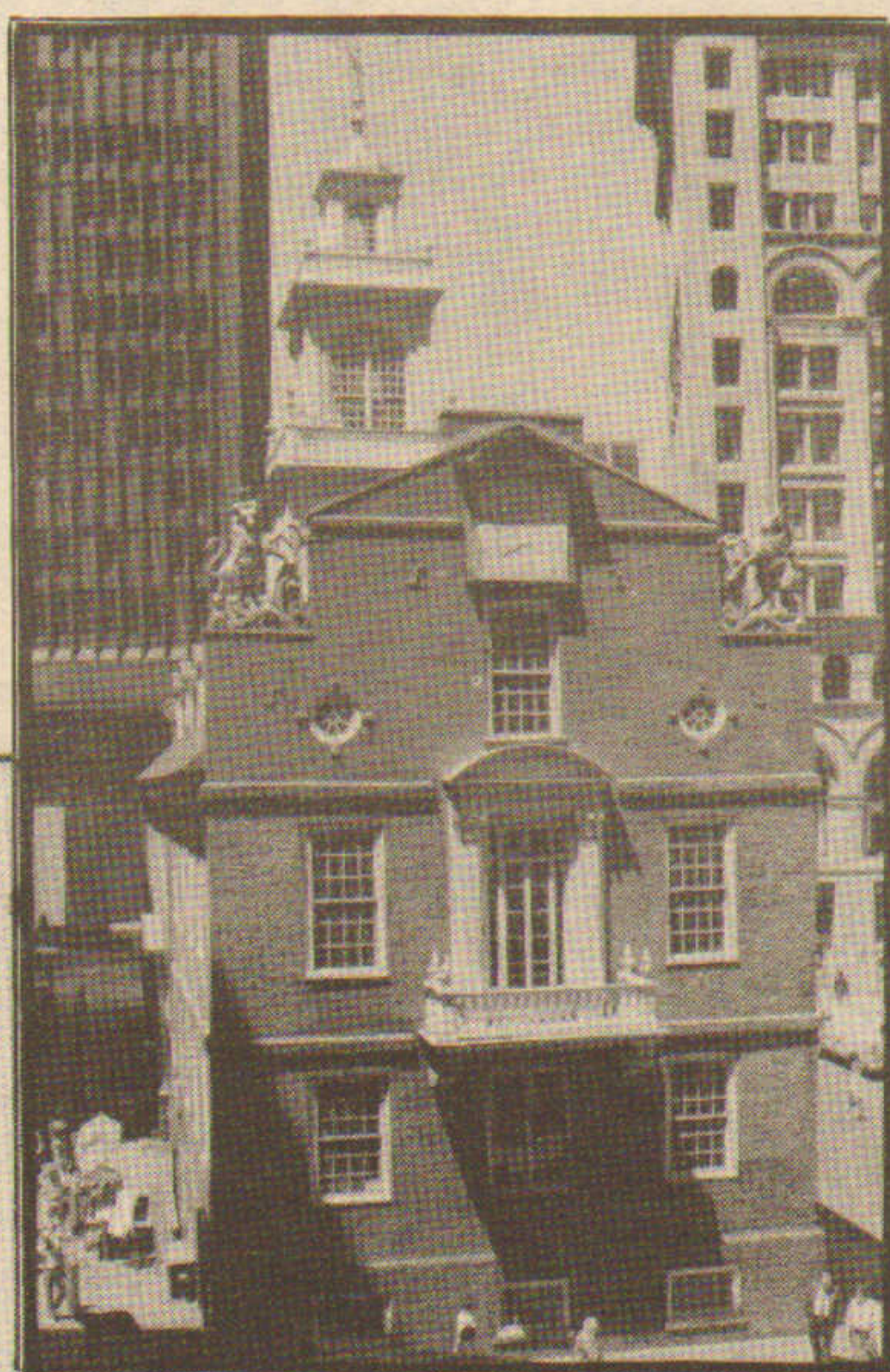


Deborah Hanley
TODREAS/HANLEY ASSOC.

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And see all that Fleet financing can do for you.

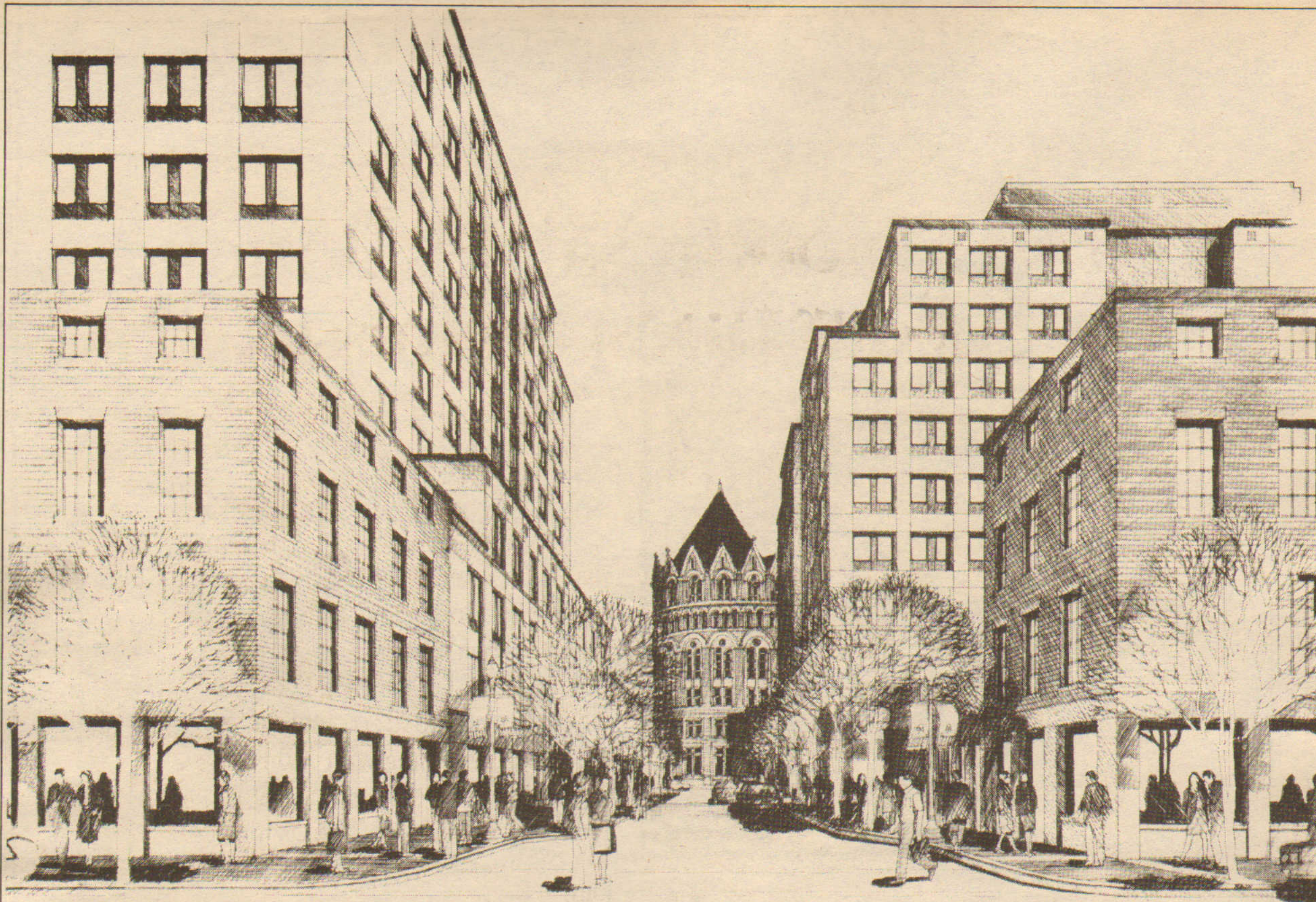
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COMMERCIAL REAL ESTATE GROUP
Boston · Providence · Hartford



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- PROPERTY MANAGEMENT
- CONSULTING SERVICES

27 STATE STREET BOSTON, MASSACHUSETTS 02109 (617) 523-3090

REAL ESTATE
FERRIS
COMPANY



A prestigious new business address is being created on Custom House Street.

Jaymont Properties announces the development of two new executive office buildings at 20 & 21 Custom House Street. Each reflects the history and scale of Boston's Custom House district.

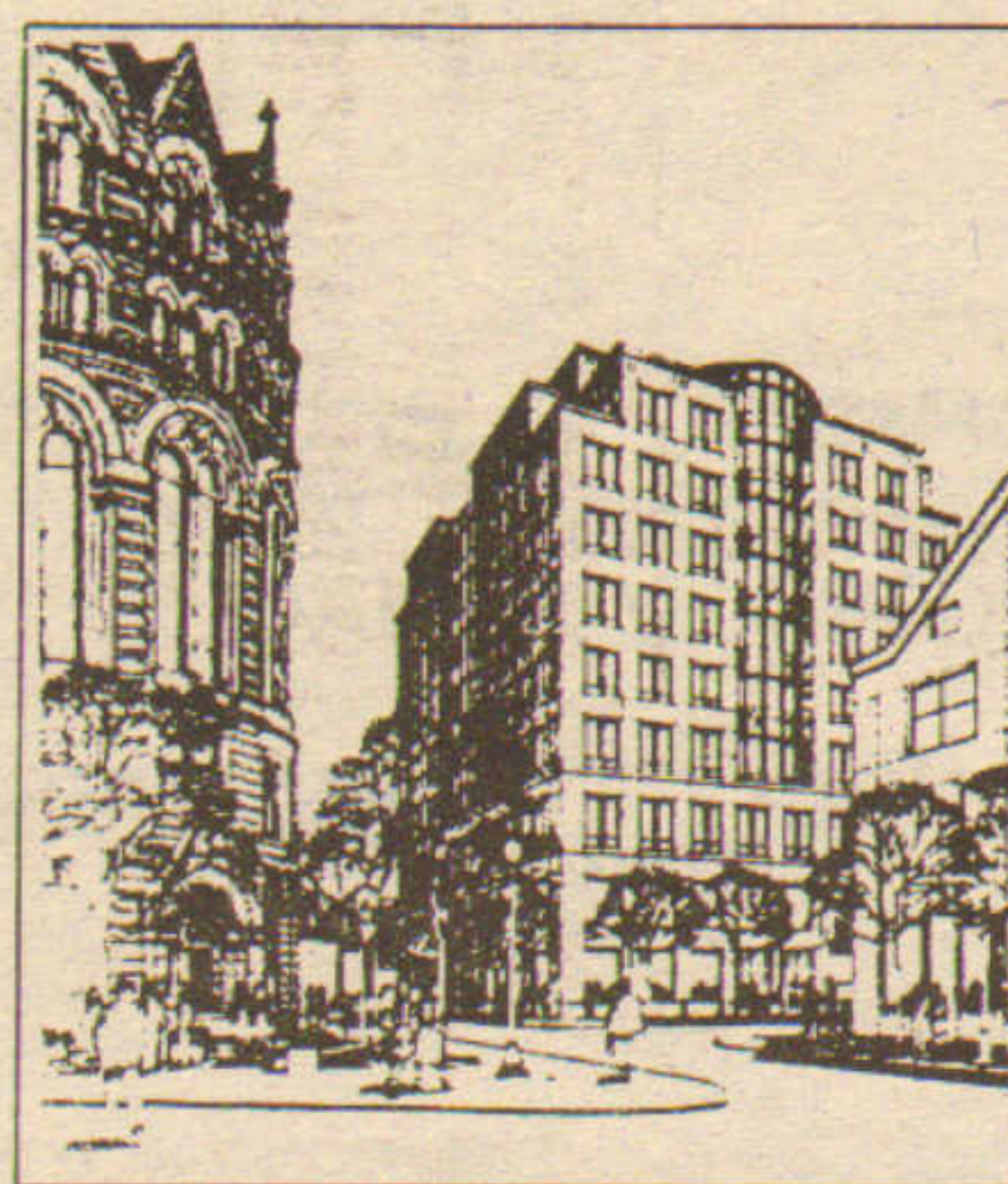
Professionals at 20 & 21 Custom House Street enjoy elegant surroundings right in the heart of the financial district. 20 Custom House Street will accommodate 145,000 sq. ft. over twelve floors, while 21 Custom House Street will offer 90,000 sq. ft. over ten floors.

Both buildings feature: ♦ Responsive management ♦ Executive parking ♦ Granite lobbies with mahogany and brass accents ♦ Prime downtown location and access ♦ Finely crafted interiors ♦ 24-hour security ♦ Individual tenant identity

New landscaping, lighting, sidewalks and benches will create a park-like setting for tenants and visitors to enjoy. The restoration planned for three adjacent 19th century Bulfinch buildings completes the Custom House project.



20 Custom House Street



21 Custom House Street

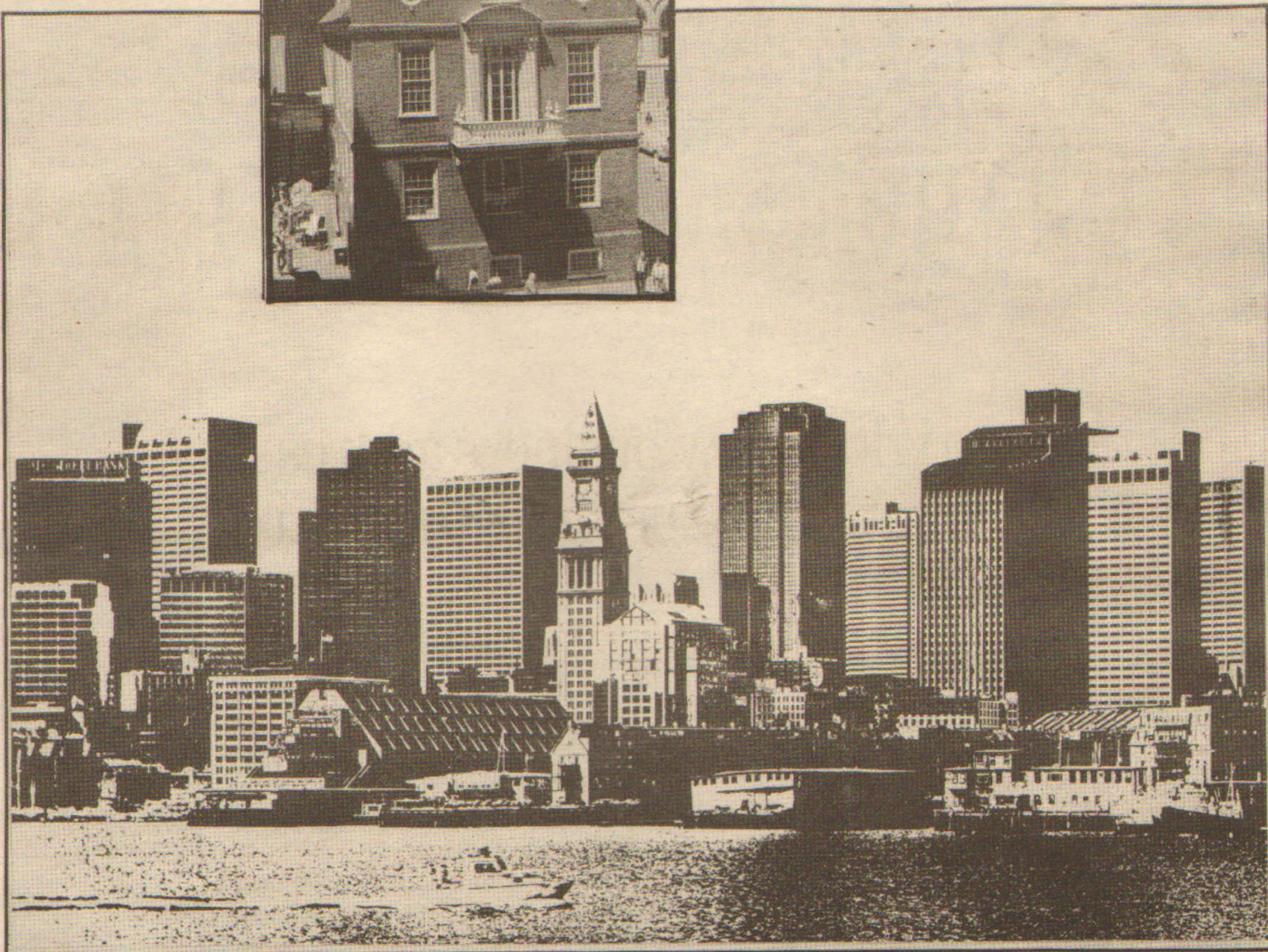
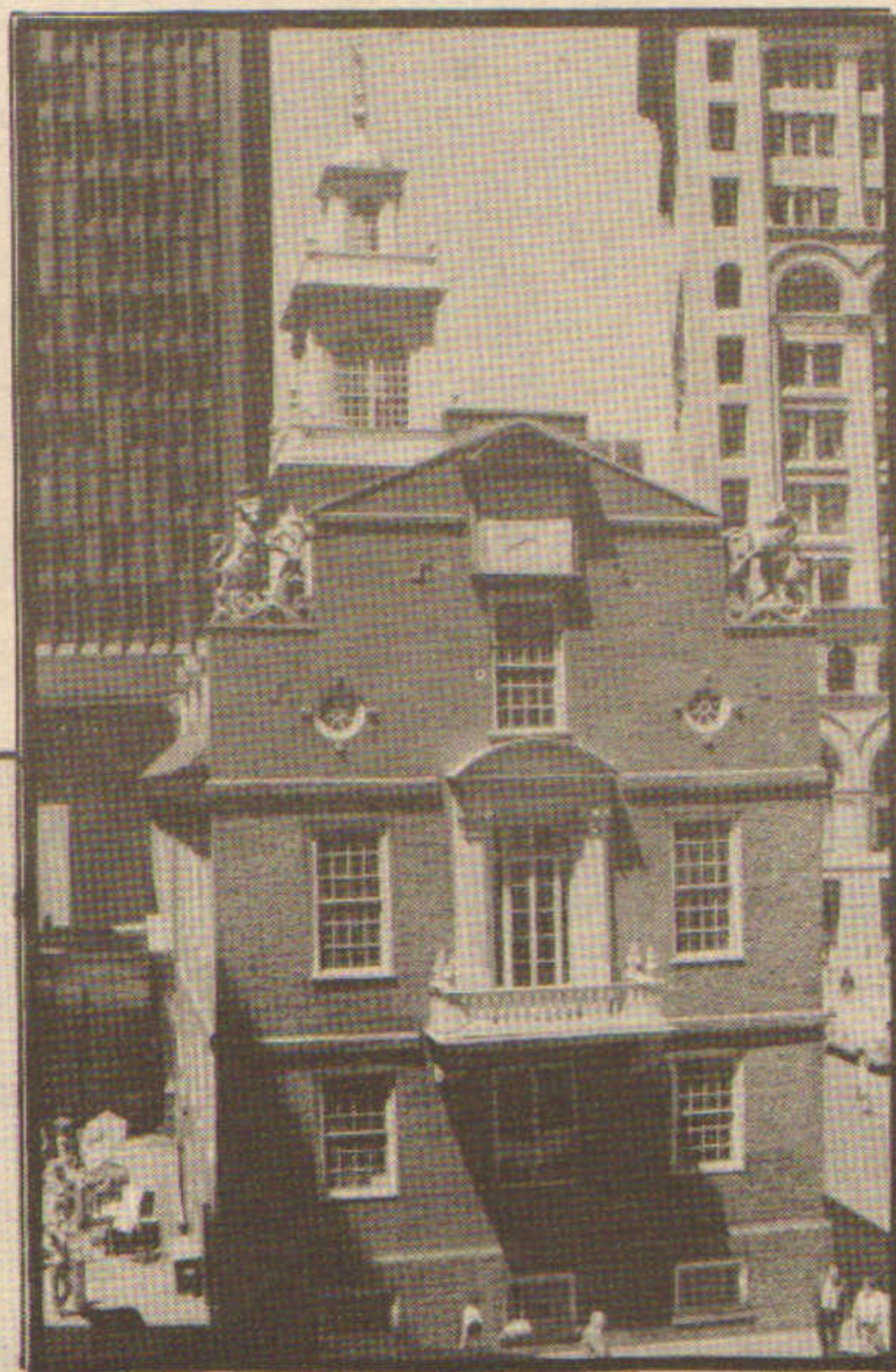
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Jaymont Properties Incorporated

Exclusive leasing agent:

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Peter Elliot & Co., Incorporated, 260 Franklin Street, Suite 1860, Boston, MA 02110 (617) 439-9100



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- CONSULTING SERVICES

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REAL ESTATE
FERRIS
COMPANY

OCTOBER

Jones Lang Wootton does \$5m 115,000 s/f rehab for US West Flier Interests signs Yankee Bank for over 50,000 s/f.

HRW Resources and Cheshire Ten Assoc. build 51,000 s/f office center; Watson Beach to lease; Jeter, Cook, Jepson archt.

Marl Mastrococco of R.E. Hill & Co. brokers 20,000 s/f lease in Burlington for Graham Assoc. to Eastern Microwave.

Steve Witten of Dizenzo Co. closes \$2.9m sale of Wethersfield offices; Boston Five Mortgage Corp. financing.

Hartford Dev. Group buys 125,000 s/f Hartford offices for \$2m; plan extensive renovations.

William Callahan starts \$13m 132,000 s/f Woodland Park in Andover; David Pergola of Meredith & Grew brokers site sale.

Simon Konover, Richard Hertz, Carroll Blundon open \$15m Mystic Hilton Hotel; SIKON GC, Welton Becket Assoc. architect.

Cronin & Co. and J. Studley cobroker 52,800 s/f lease for Emerson-Swan to USA Today in Norwood.

Barclays American/Business Credit funds \$26m mortgage for Boston Park Plaza Hotel & Towers and Statler Office Building.

Ashworth Mortgage places \$3.2m for 74,490 s/f building in Worcester bought by First American realty.

Carpionato Corp. signs Purity Supreme for 250,000 s/f Westerly shopping center; Bowen & Assoc. archt. for third in two years.

Mark Gottesman of Hunneman Commercial leases 146,000 s/f at Combined Properties' Mystic Commerce Center in Chelsea.

Anthony Covalli of Macmillan & Son to sell \$3.5m former USPS property in Springfield for Poorvu Family to city.

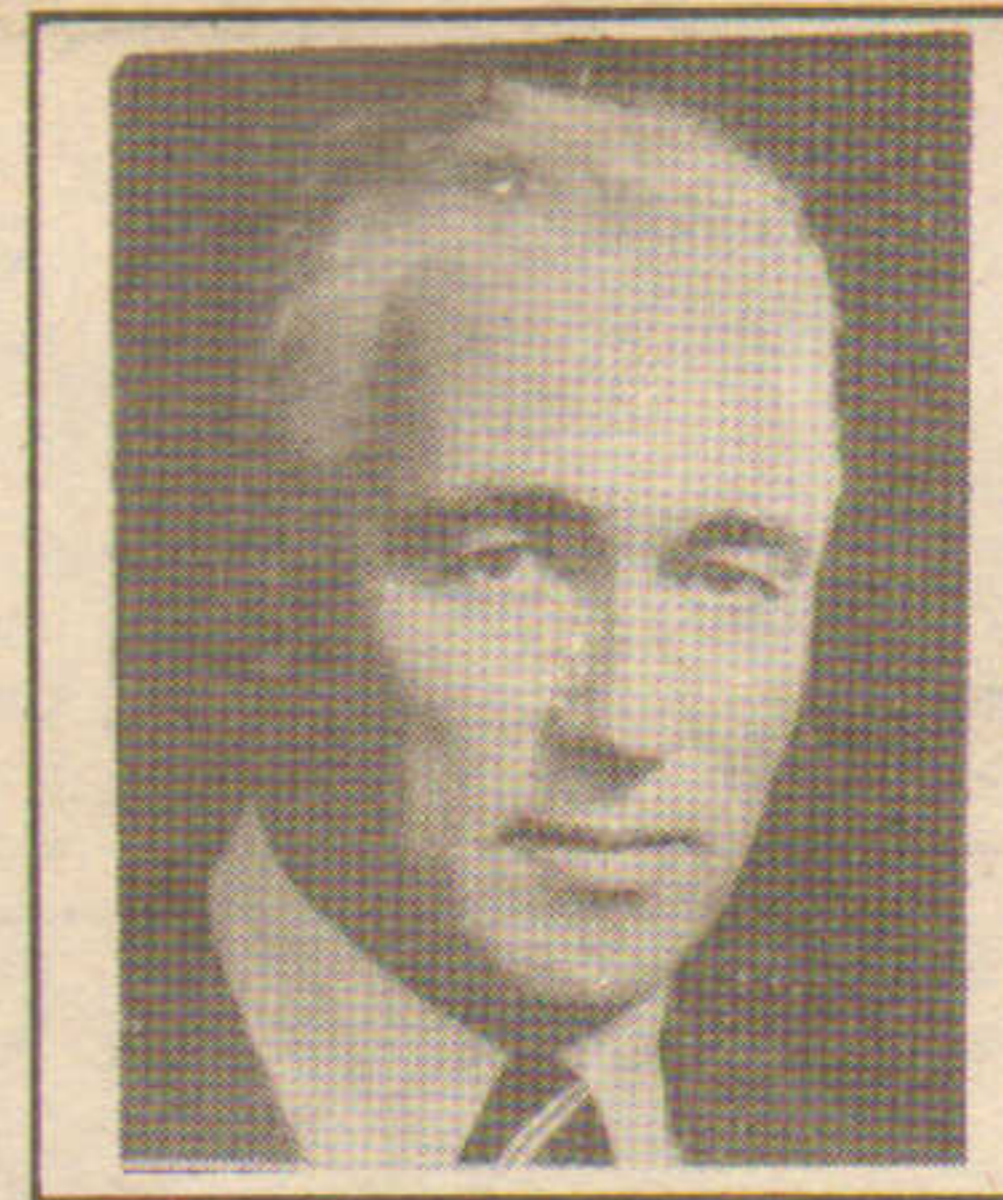
Sam Gildea of Dartmouth Co. sells \$3.45m office-retail building in Back Bay for L&C Realty to Sam Wong; 23,000 s/f.

Robinson Green Beretta \$4m renovation for Scarborough Beach Pavilion in Narragansett underway.

Auction Services sells \$1.6m 61,000 s/f East Providence building for Johnson-Mathey Bankers to Matrix Corp.



Lisa M. Saunders
SAUNDERS & ASSOC.



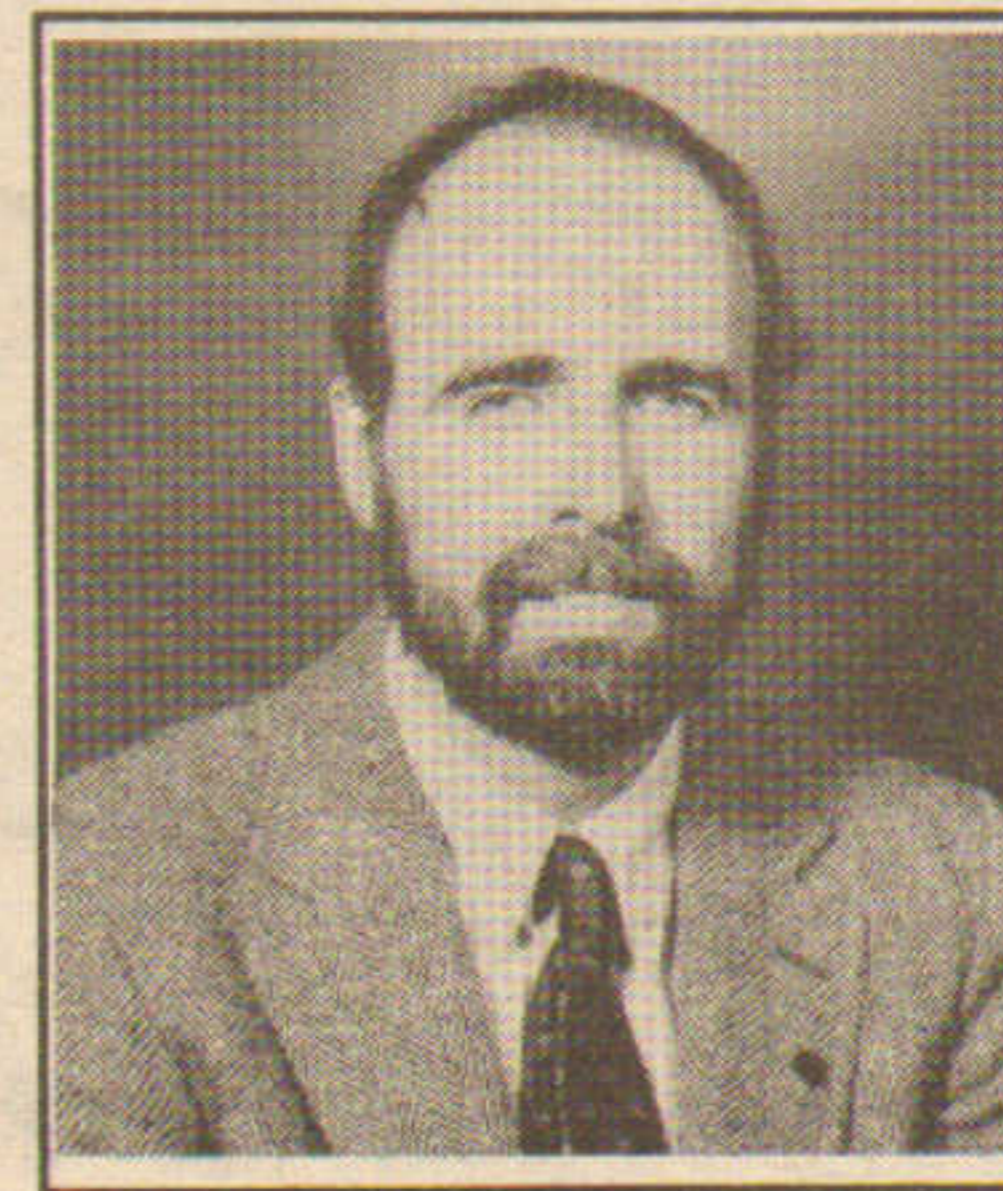
Thomas Leggat
THE LEGGAT COMPANY



Carol Todreas
TODREAS/HANLEY ASSOC.



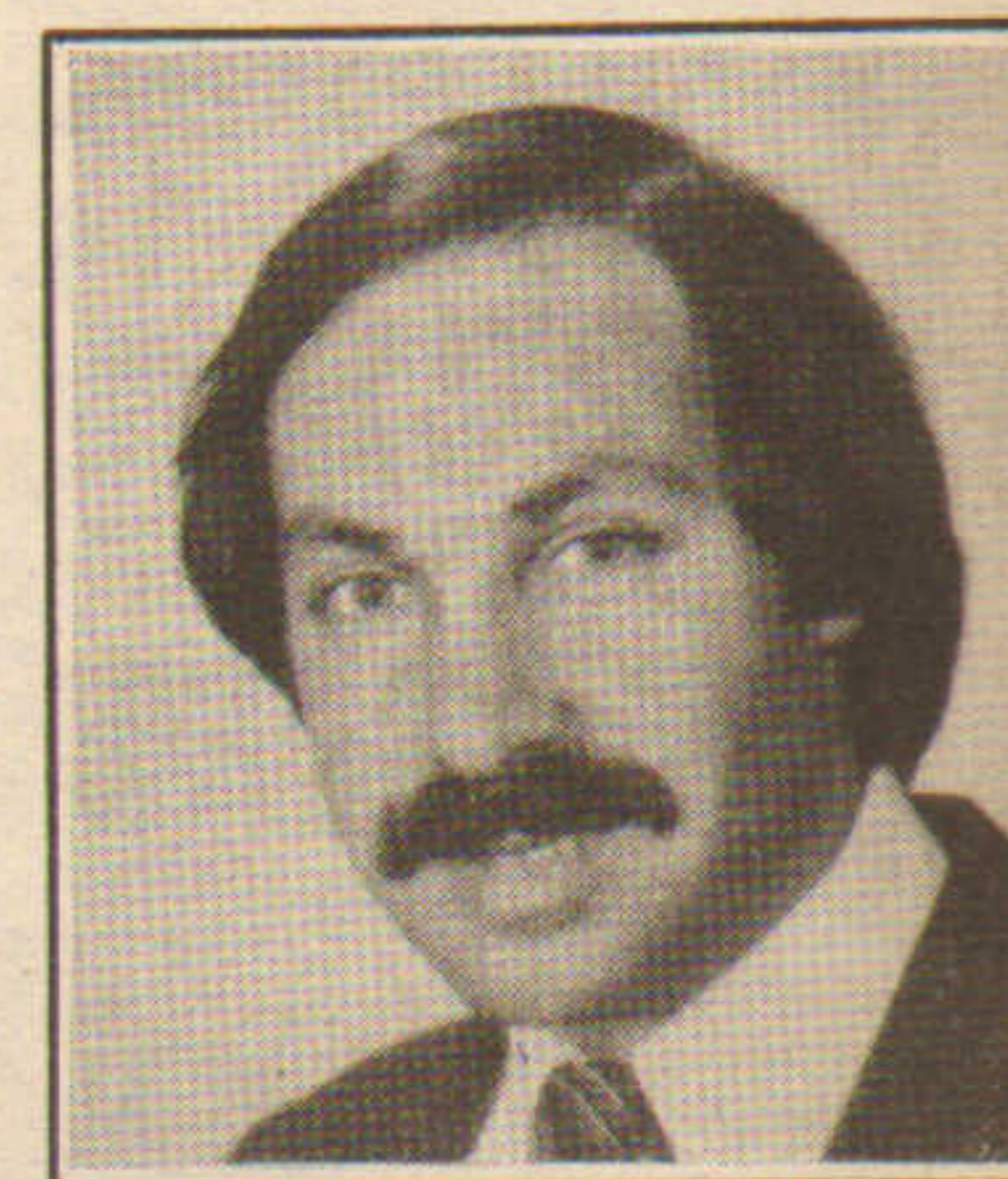
Theodore Jakubowski
EASTLAND PROPERTY MGT.



John Nightingale
NIGHTINGALE ROOFING



Richard DeWolfe
DeWOLFE COMMERCIAL



Mark Goldstone
SAUNDERS & ASSOC.



John Schiffman
MATS, INC.



Jay Montgomery
MARCH CO.



William Pitt
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First Class Office Space
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A landmark building located next to the historic King's Chapel, 18 Tremont Street, boasts imported Italian marble and brass trim. Presently, the following suites are available—7,475 s/f, 3,217 s/f, 1,991 s/f.

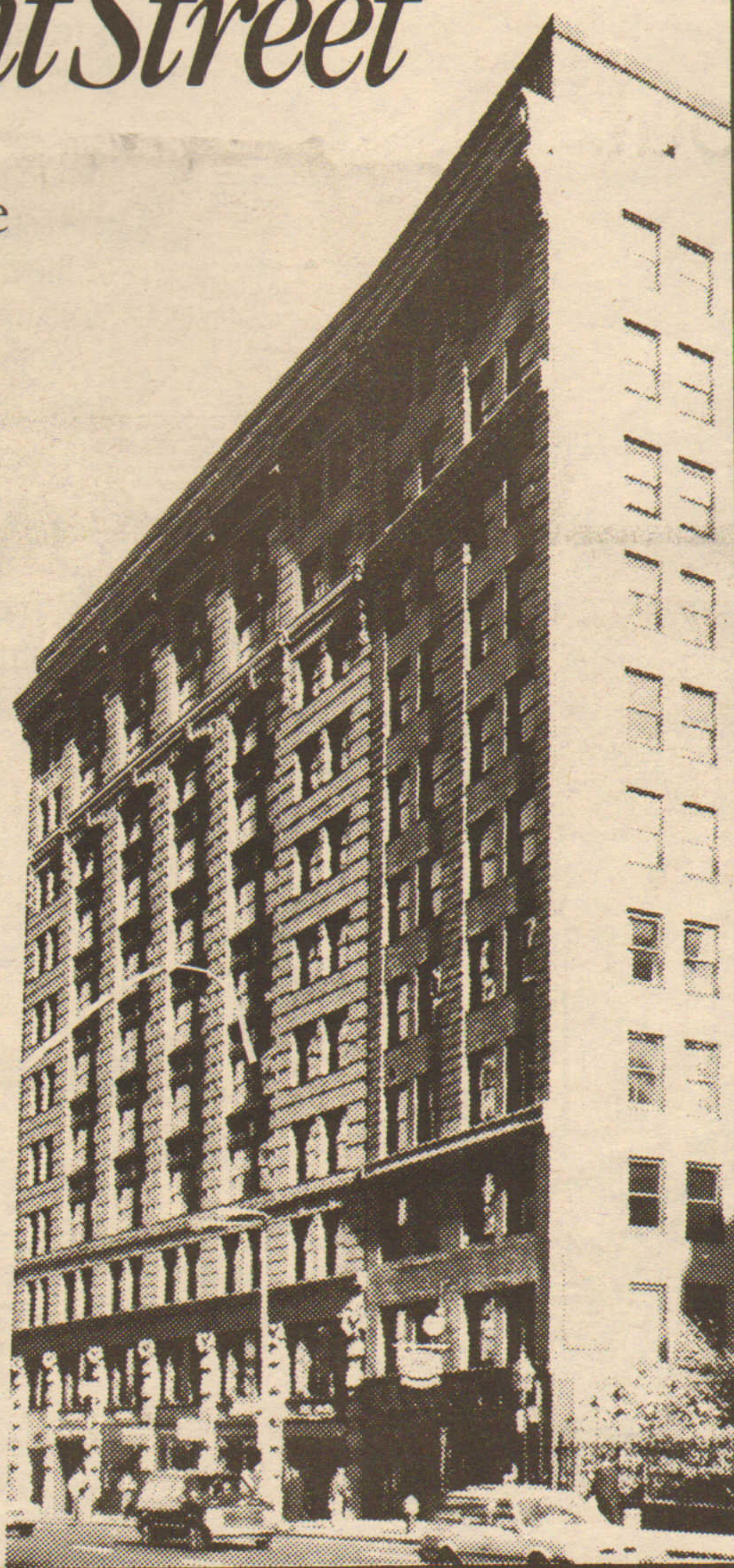
Personalized office design and space planning are offered to tenants free of charge.

For more information, please contact



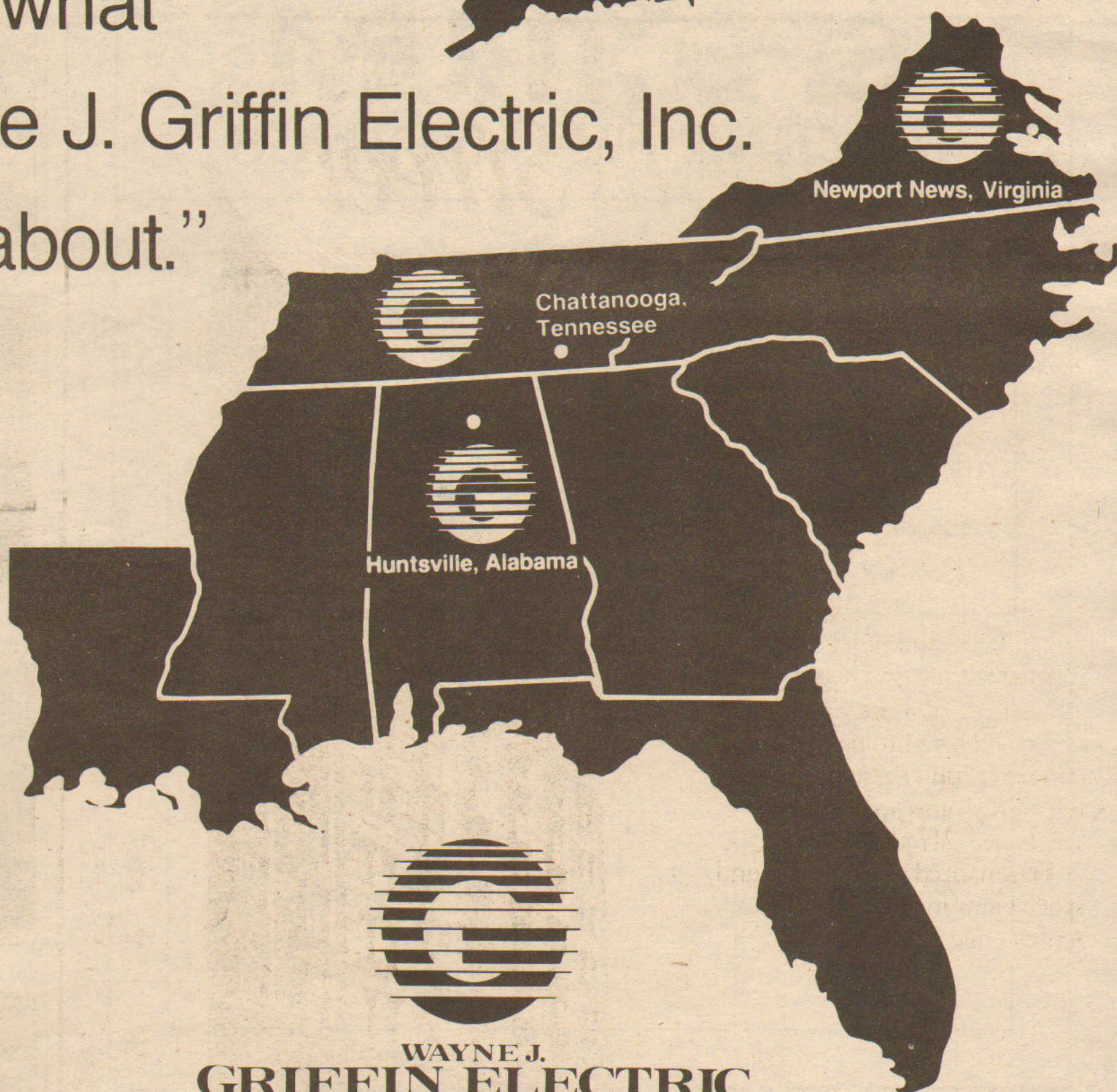
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INC.

ELECTRICAL CONTRACTORS FOR BUSINESS AND INDUSTRY

Case history review on request.

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OCTOBER

Ricciardi Co. appoints Niles Co. agent for \$260m 1.5m s/f Yankee Heights corporate center in Quincy; offices, R&D, hotel.

Robert Forcier, Arthur Kramer, Stephen Penick buy \$6.7m Crossroads Office Plaza, Cranston from Mac-Fitz, Atlantic Realty.

Robert Tito of Dartmouth Co. sells 131 Lowell apartments for B&W Trust to England Investments for \$6.8m.

Centros Real Estate Boston tops out 81,000 s/f Boston office and retail rehab; August Assao. archt., Vappi contractor.

Ryan, Elliott & Co. appointed by 1330 Centre St. Trust for 110,000 s/f Centre Place offices in Newton.

Southington Assoc. starts \$5m 122 room Comfort Inn in Southington; Conservation Const. GC; Bank of Boston loan.

Robert Imperator of Boston Realty brokers \$1.31m 10,000 s/f Boston building for Edward Madden to Steven Tenofsky.

Tamie Thompson of Spaulding & Slye brokered 13,500 s/f lease for Cabot, Cabot & Forbes in Burlington to Peat, Marwick, Mitchell.

Taber Keally of Algonquin Industrial Realty sells \$1.825m 57,000 s/f in Woburn for 30 Nashua St. Tr. to Custom Machine.

Colbert & Pariseletti sell The Office Green in Avon to Richard Roberts Co.; 134,000 s/f complex sold for \$14.5m.

Jack Krieger & Ted Hampe of Cross & Brown broker sale of 14,000 s/f Westport offices to Ketchum Properties for \$1.9m.

Codman Co. and Leggat McCall lease 90,000 s/f for Adams Realty in Quincy to Putnam Cos.; State Street financing.

Willow Dev. starts 290,000 s/f at Milford Place Corporate Ctr.; Fusco GC, Cushman & Wakefield leasing.

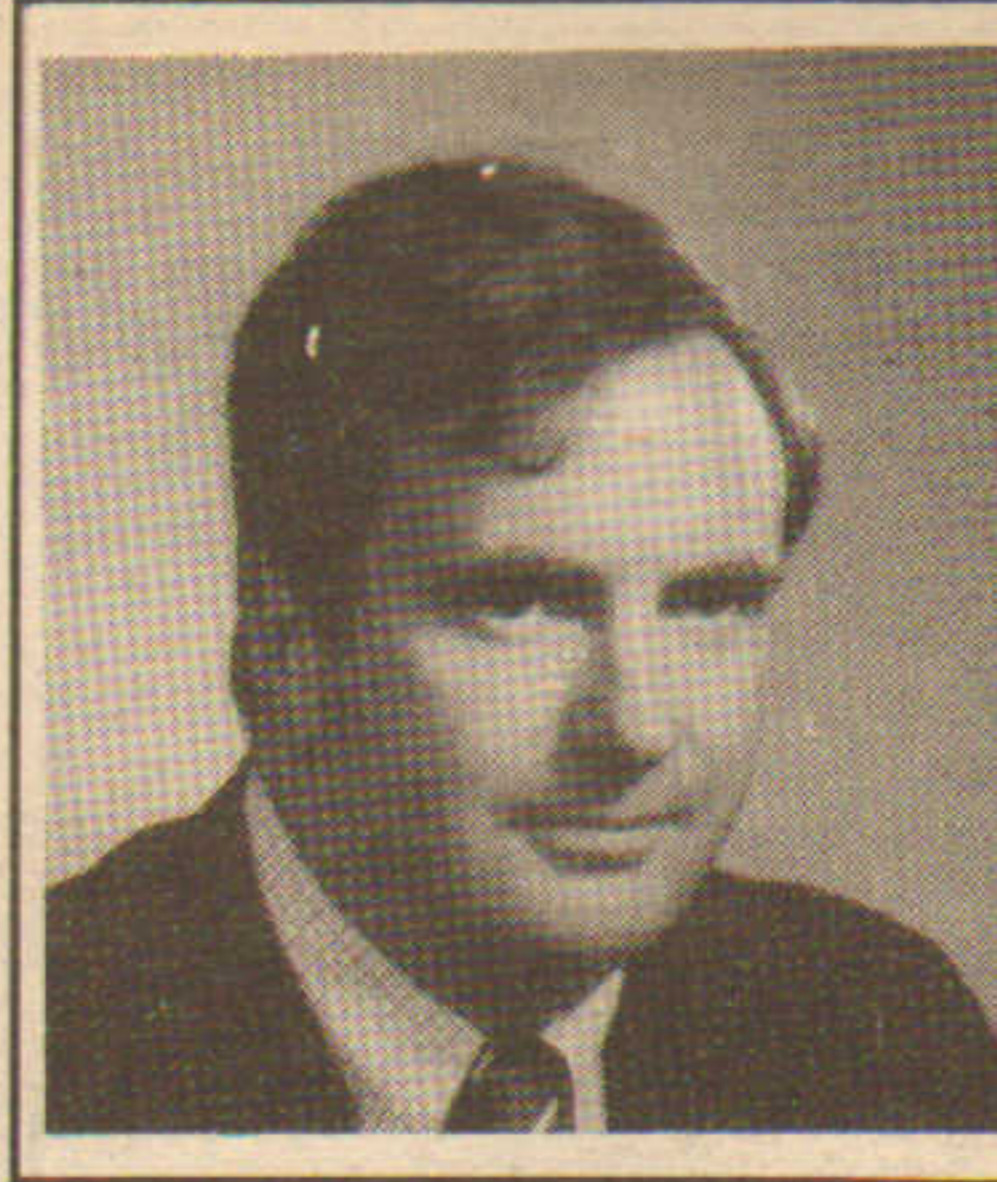
Karam Mgmt. starts 44,000 s/f \$4.5m Fall River offices; Hresko-Yost architect, McNally Construction contractor.

Michael Harrington, David Tonneson, Jacob Segal buy Hawthorne Inn, Salem, from Henry Audesse, Richard Barger for \$4.2m.

Peter Farnum of Ryan Elliott brokers \$2m 30,000 s/f Boston building for Keystone Realty to U.S. Properties.



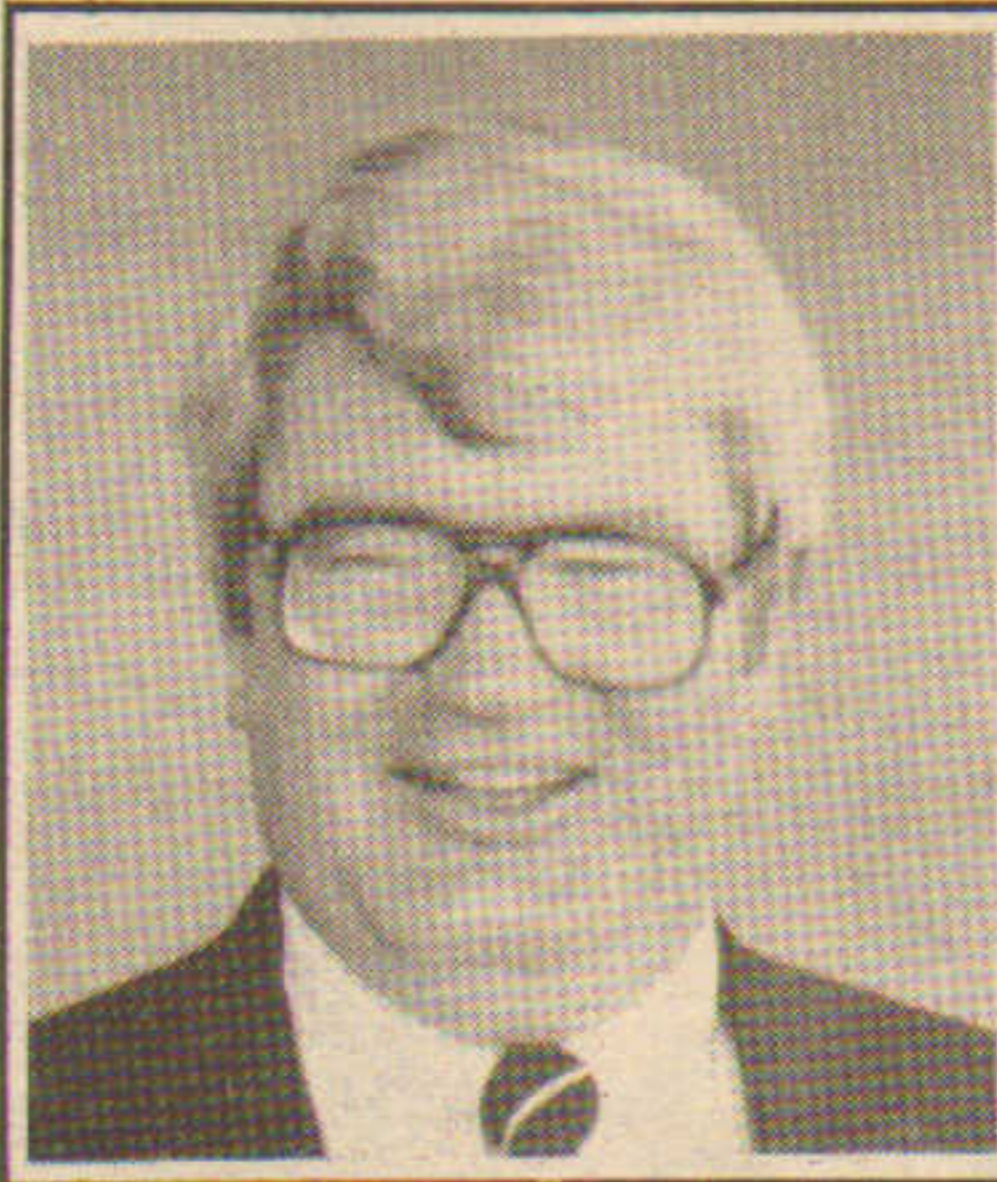
Jack Podgur
JACK PODGUR RE



Sargent Collier
HAMLEN-COLLIER & CO.



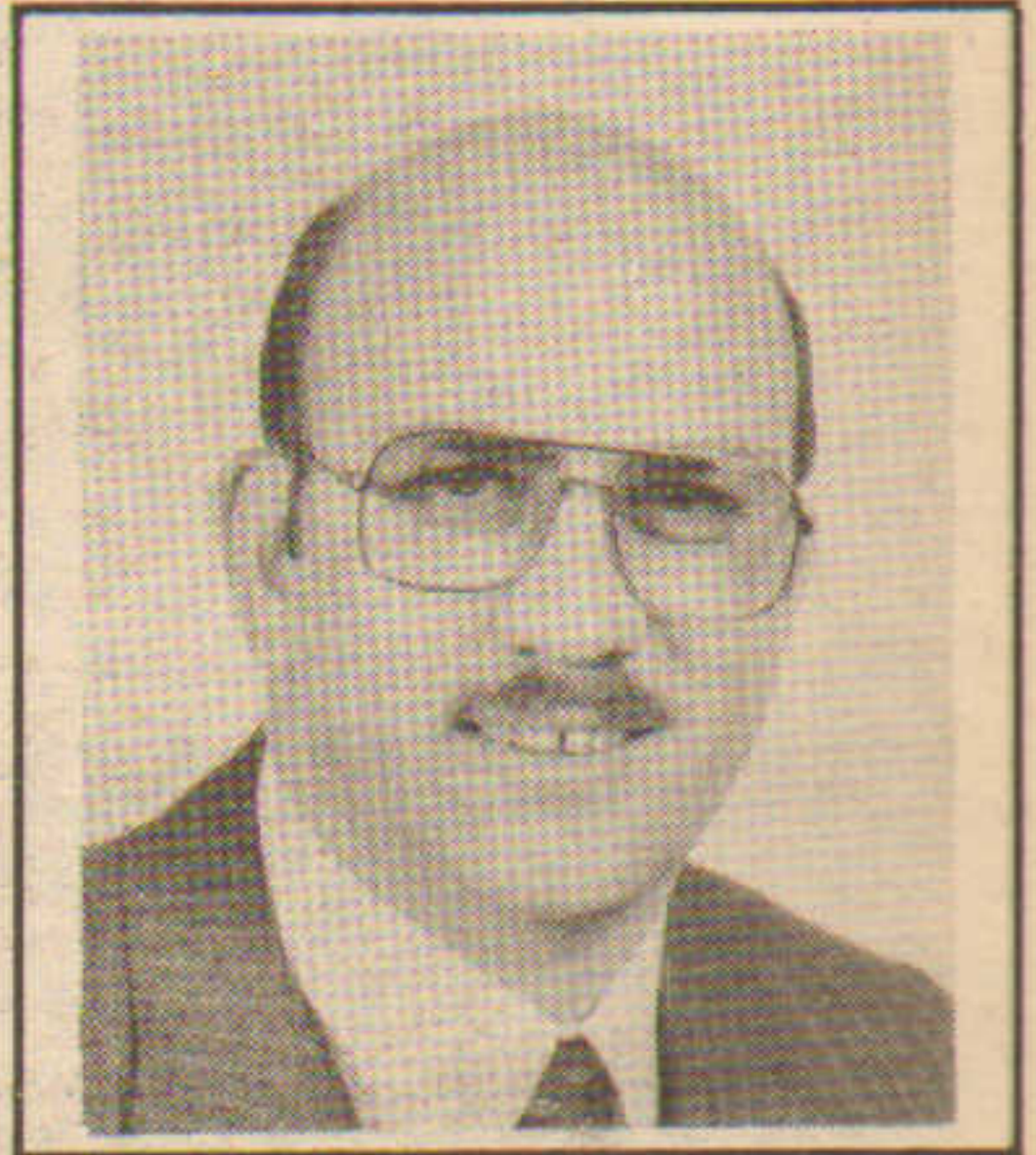
Hank Lotman
H. LOTMAN & CO.



Terrence Sullivan
BOSTON BAY CAPITAL



Joseph Shapiro
LUNDERMAC CO., INC.



John Woefel
SAUNDERS & ASSOC.

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**\$4,900,000
WALPOLE
PARK
SOUTH**

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Building I
105,200 Sq. Ft.
Office/Mfg. Bldg.

**\$26,000,000
KOALA
INNS
INC.**

Braintree, Mass.
Framingham, Mass.
Hyannis, Mass.
Woburn, Mass.
Bangor, Maine
521 Rooms

**\$14,800,000
SETTLER'S
GREEN**

No. Conway, N.H.
Mixed-Use Complex

**\$18,600,000
FRANKLIN
CROSSING**

Franklin, Mass.
250,000 Sq. Ft.
Shopping Mall

**\$10,000,000
CATCH
PENNY
INN**

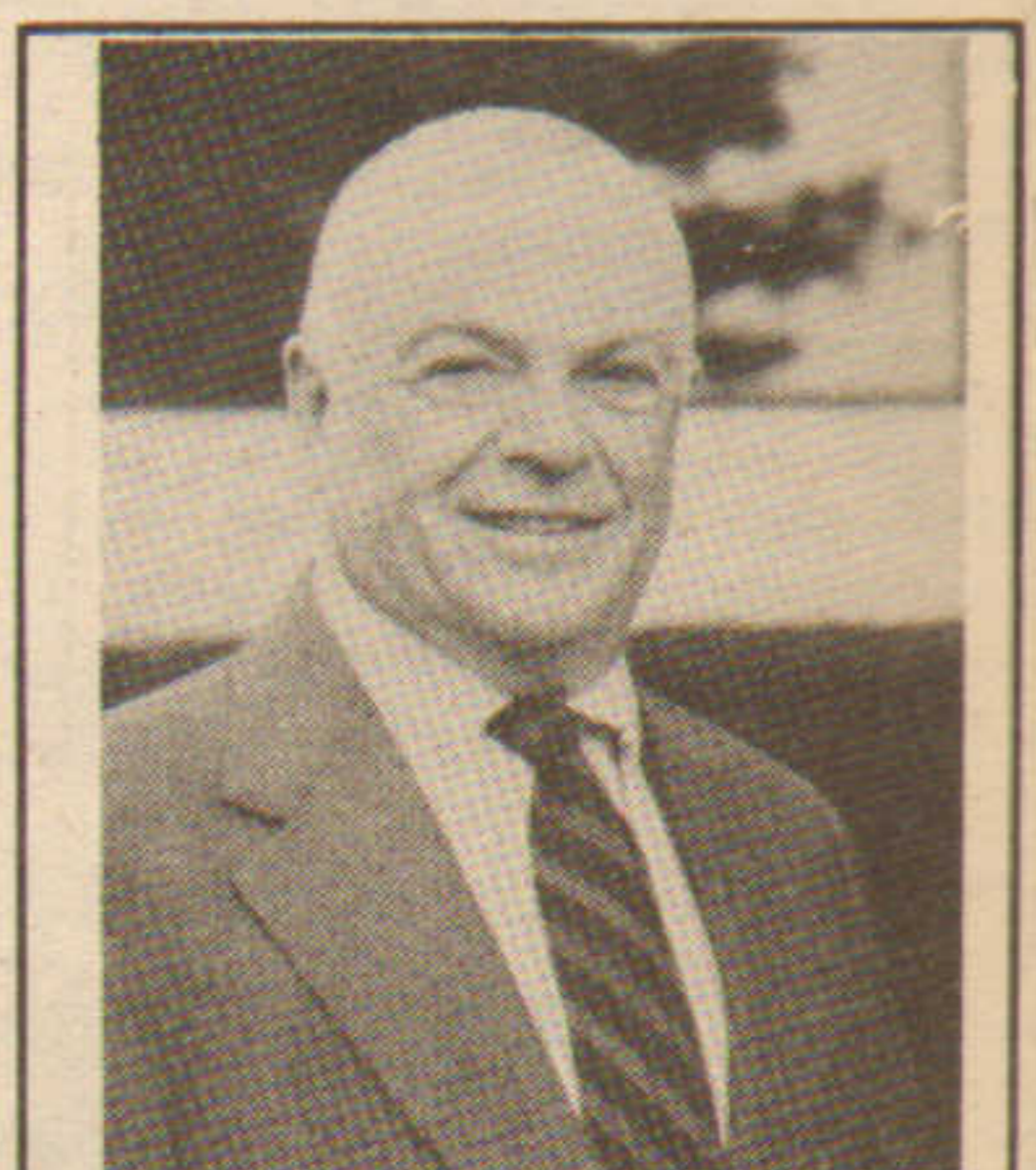
Lexington, Mass.
250 Room Motel

**\$8,500,000
50/60
WORCESTER
ROAD**

Framingham, Mass.
61,450 Sq. Ft.
Office/Retail Building



Fred Rubin
COMMERCE PARK CORP.



Arnold Tofias
TOFIAS COMPANY



Patrick Carney
CLAREMONT FINANCIAL



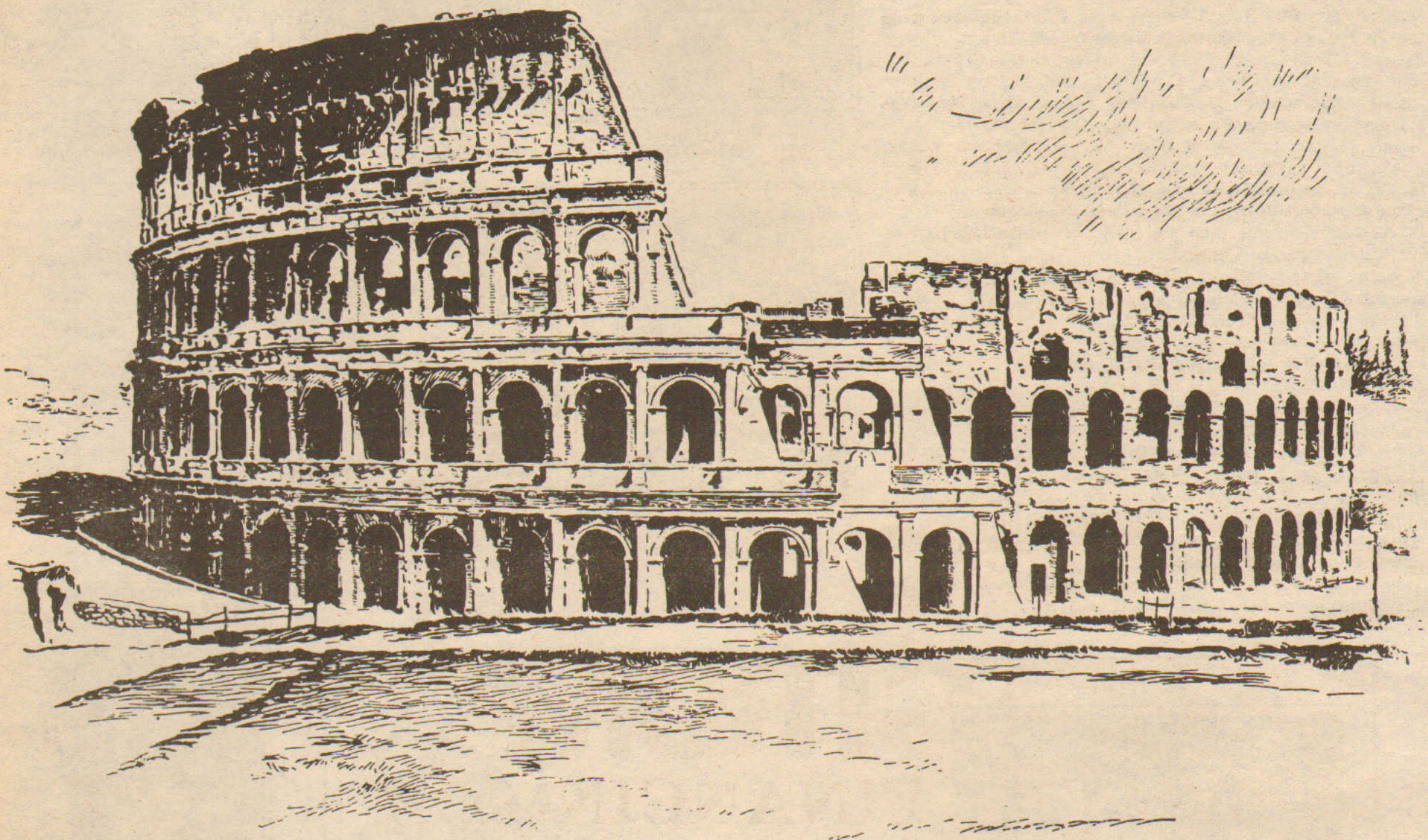
Scott Simpson
CANNON BOSTON

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NOVEMBER

Bay Colony starts 280,000 s/f at Corporate Center, Waltham; phase two of \$125m plan; Sasaki archt., LM/G&E leasing.

Quechee Corporate Center building \$4m Newton Inn executive conference center in Vermont to open in Jan. 1988.

Scott Hughes and Robert Burr of Neelon Cos. brokered three leases for Haynes Management in Marlboro—16,113 s/f.

Eugene O'Neill Jr., Kenneth Leibowitz, Marianne Biron of FGE&O broker \$6.5m sale of 45,660 s/f Cambridge building.

Chester Zakrzewski of Channing Assoc. sells Wellesley Playhouse for Bendslev Tr. to First Inv. Cos. for \$2.4m.

McNeil & Assoc. developing \$5.5m Washington Square office complex in Norwell; phase one office condos to include 37,000s/f.

McNiff Co. handles \$2.7m sale of 50,000 s/f Boston building for Paul & Robert Horlick to Vanderweil Engineers.

Bobson Realty Tr. acquires \$4.5m 75,000 s/f Norwood building from John Gaziano; \$4m Bank of Boston financing.

Stebbins Assoc. rehabs Theatre District in downtown Manchester for \$7m; Global Real Estate agent for 100,00 s/f.

Richard Peterson of Ryan Elliott/Southeast negotiated the sale of a 98,000 s/f Foxboro property for \$3m.

Peter Elliot & Co. and Leggat McCall cobroker \$1.7m Needham building; 20,000 s/f sold by R.&E. Fields.

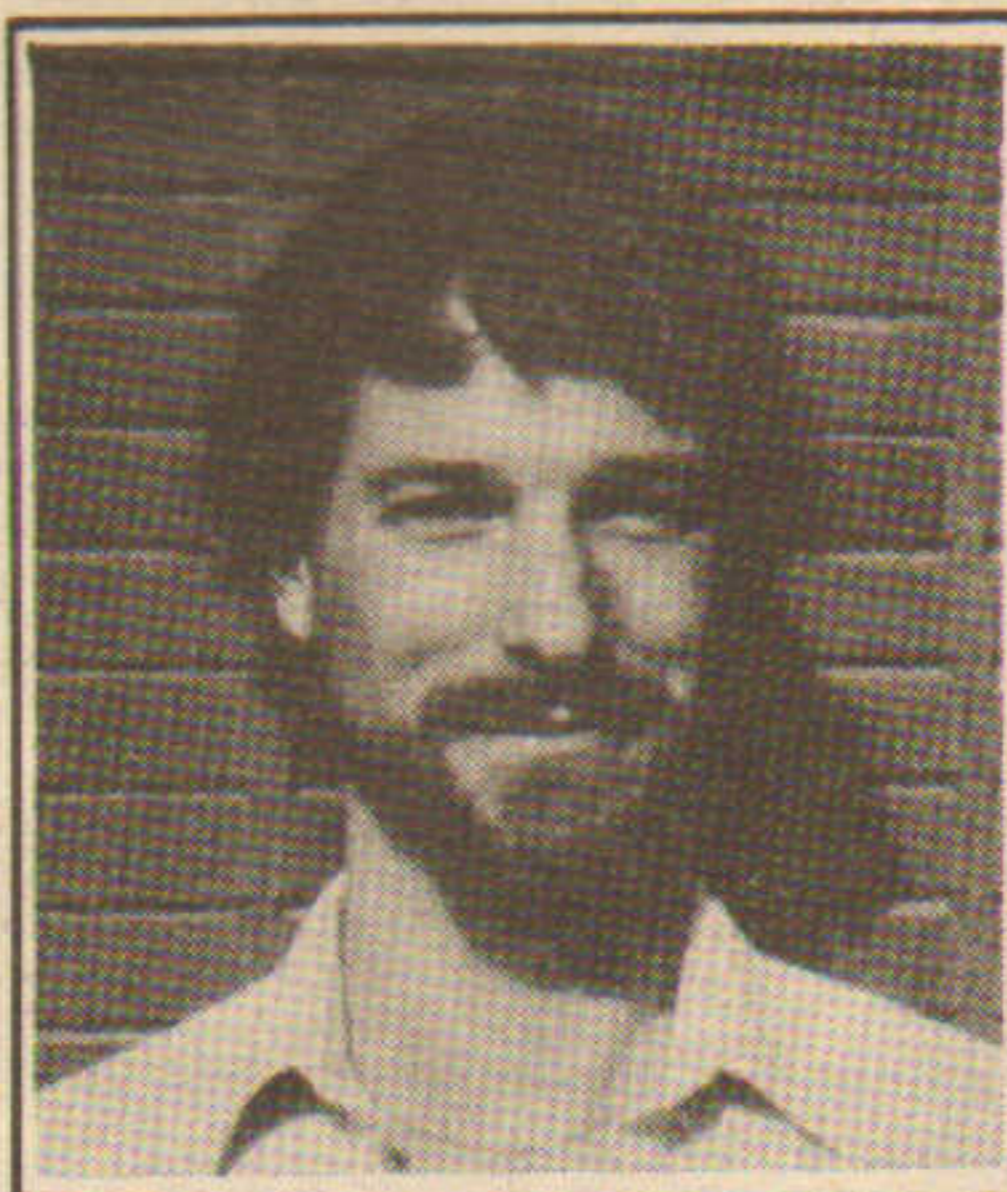
Dube, Cabral & Co. brokers \$3.84m sale of 80 apartments in Keene for DCM Investments to Maple Tree Realty Trust.

Coldwell Banker completes sale of \$9.5m Stanley Works 326,000 s/f property; George Lambros & Randall Coladis.

Ian Gillespie, Lee Kennedy & Old Stone Dev. Corp. 87 acres in Littleton from GenRad for \$5.8m; TREC broker.

William DeLuca of Weichert Realtors sells \$2.25m 11,500 s/f property in Stamford to RealVest Corp..

John Kopka and Michael Callahan complete 66,460 s/f CrossRoads Mall in Londonderry; Kopka and Finlay leasing agents.



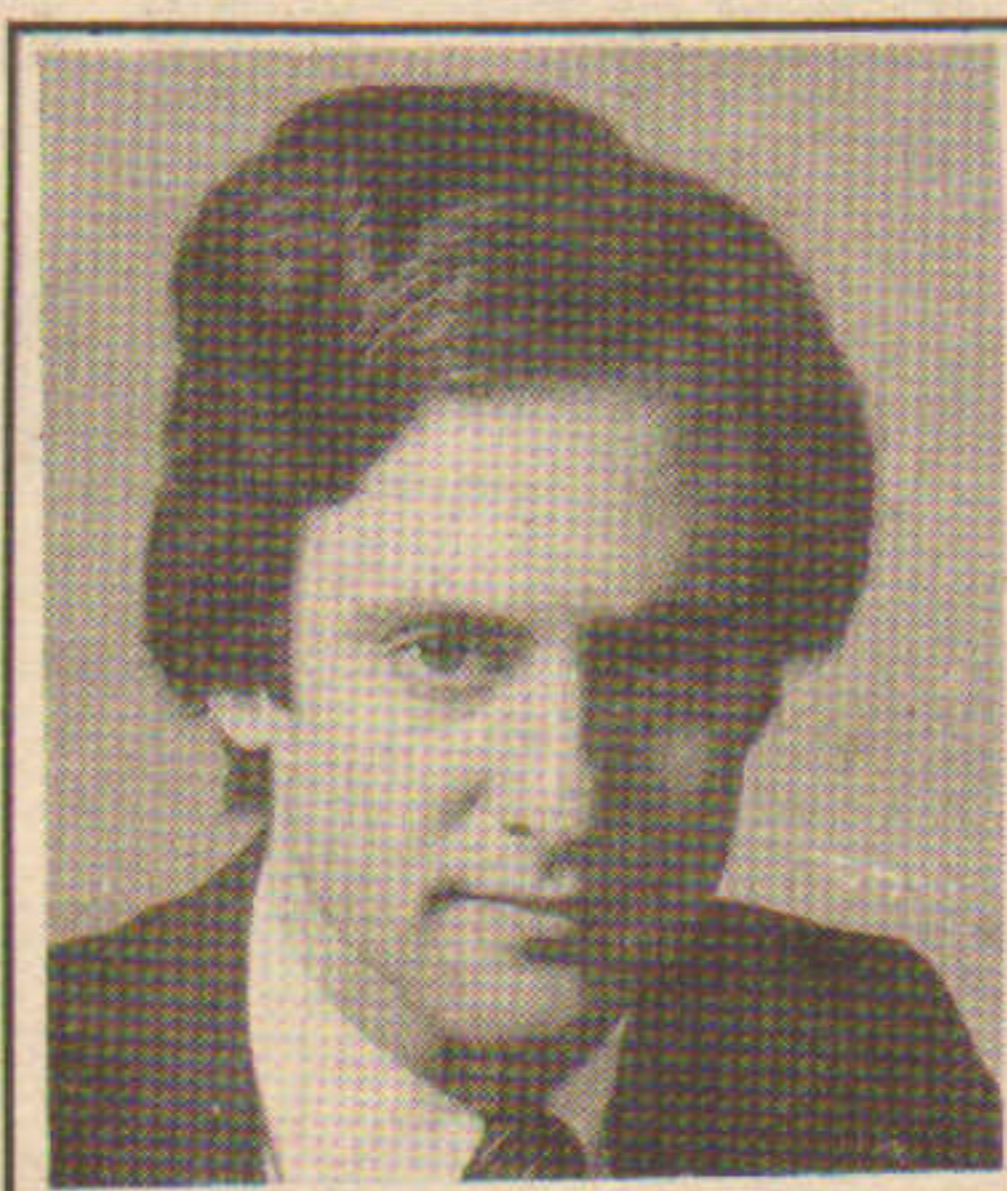
Mark Nash
THE NASH GROUP



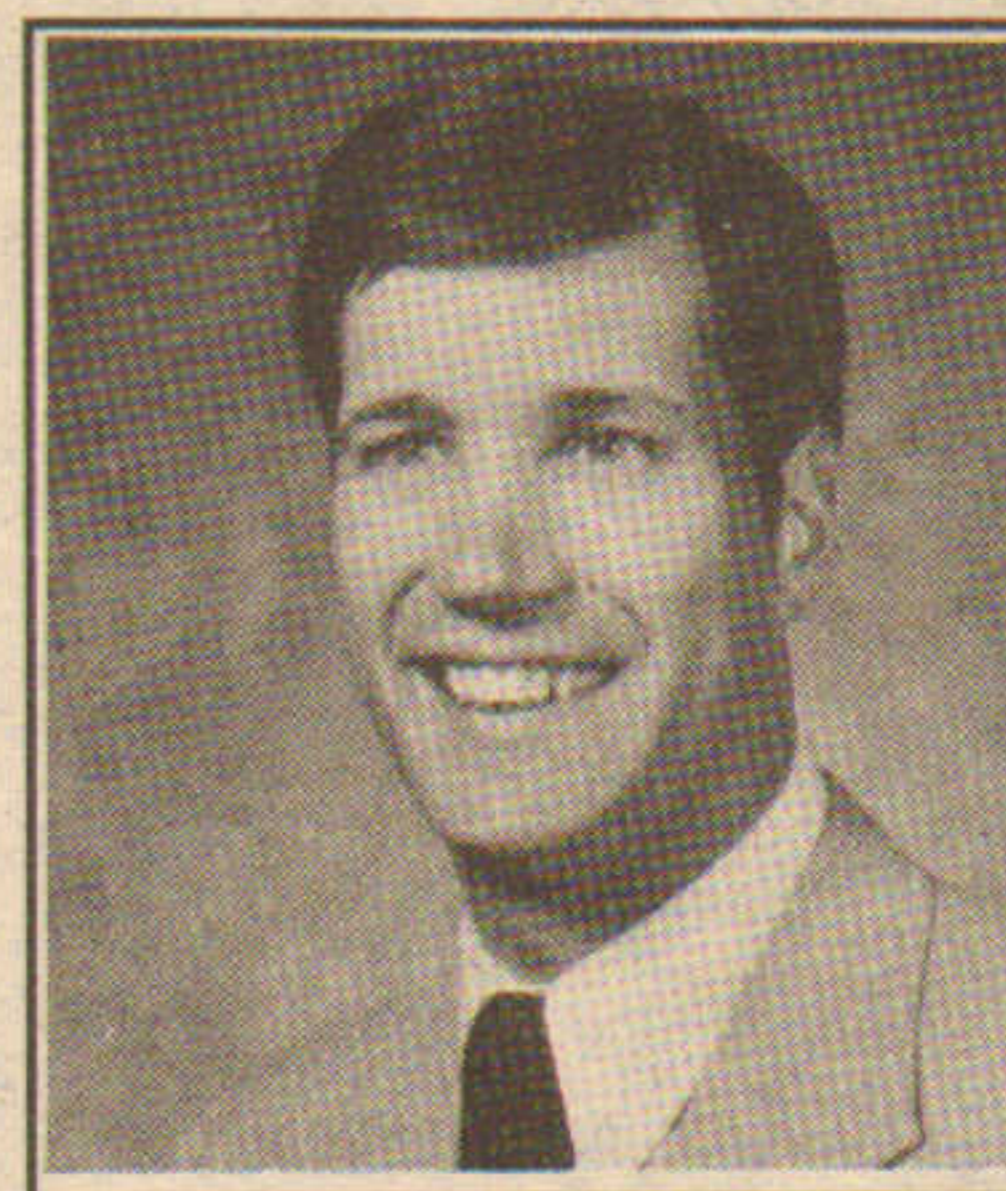
John Curtin
CURTIN INSURANCE



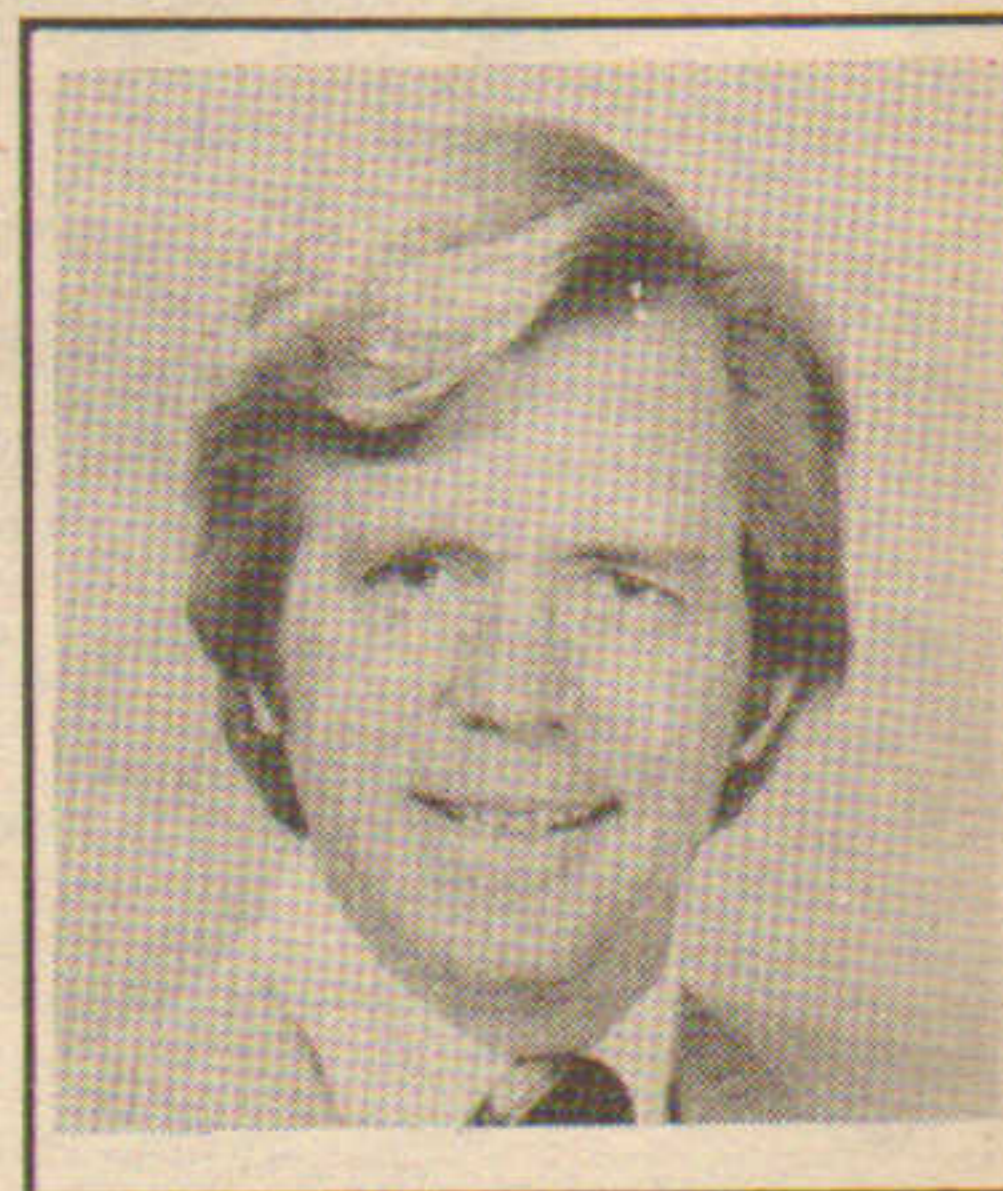
Debbie Nash
THE NASH GROUP



Alan Leventhal
BEACON COMPANIES



Duane Hillis
DUANE HILLIS & CO.



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



**Annemark Nursing Home,
140 Bed Health-Care Facility,
Architect: Joseph Paley**

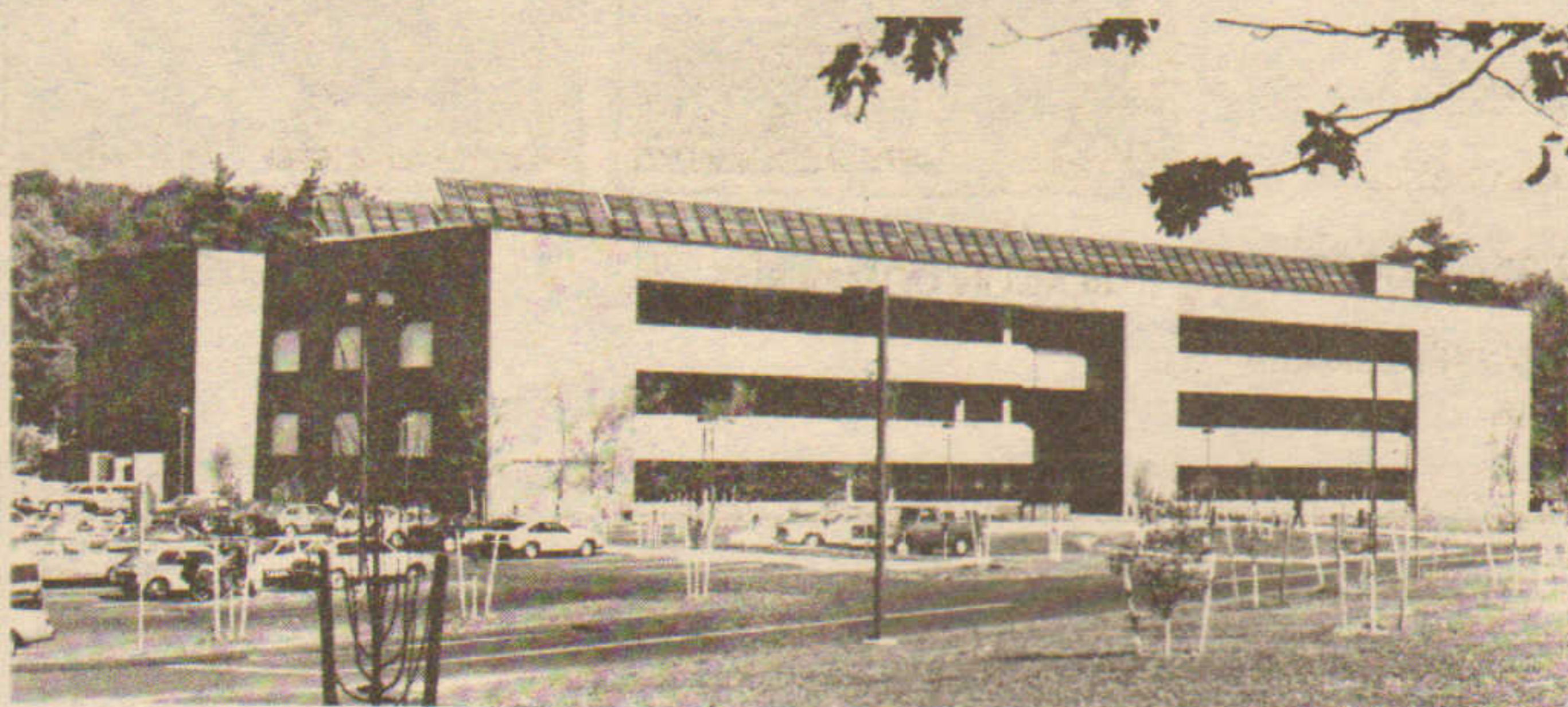
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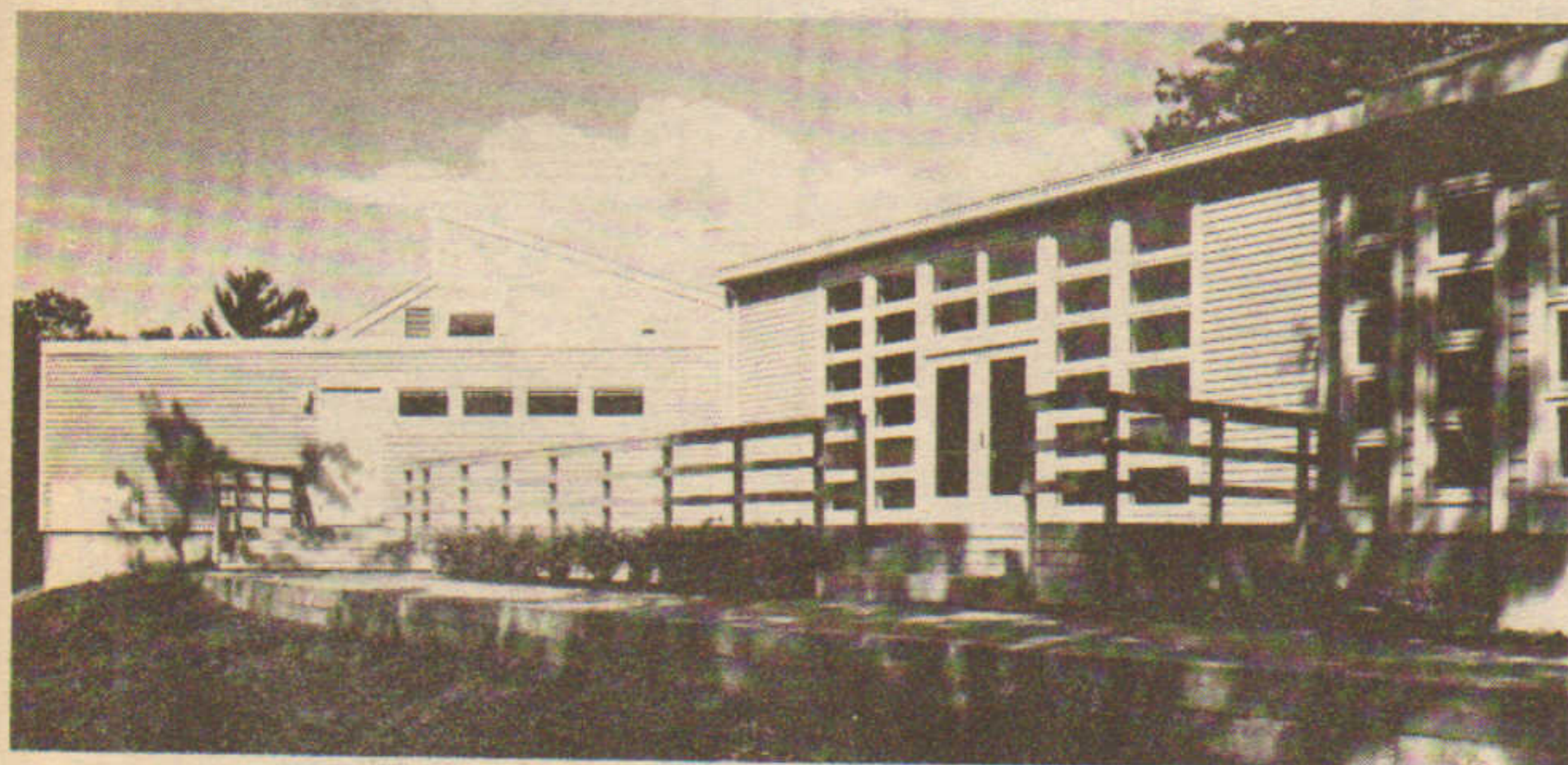
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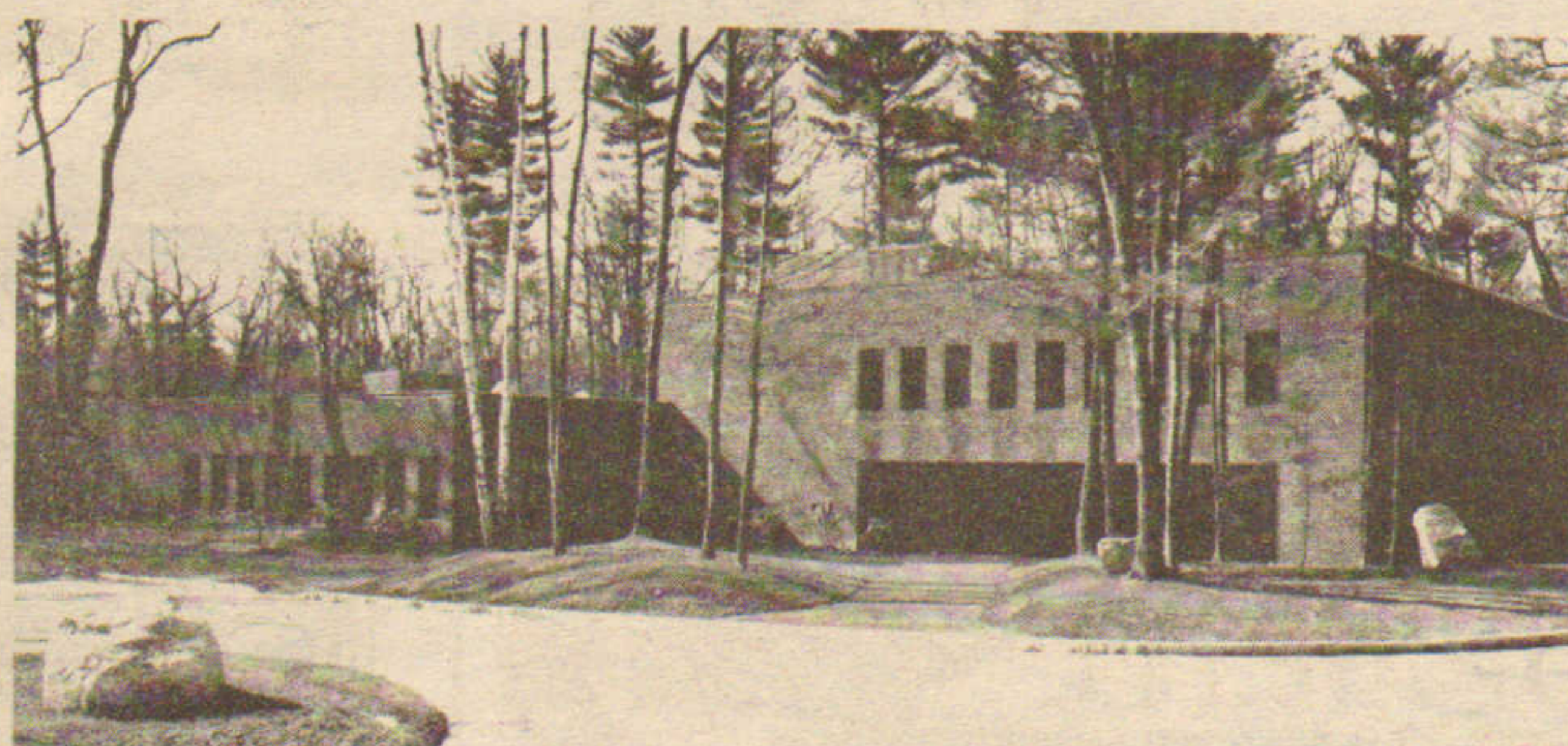
SYSTEMS MANAGEMENT
ENGINEERING FACILITY
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Bedford, MA



FILENE'S
Fox Run Mall, N.H.



M.I.T.
Lecture Hall & Seminar Facility



SETRA SYSTEMS
Office & Manufacturing Building
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GAINSBORO STREET CONDOS
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P.J. Stella Construction Corporation is the team which consistently has won awards for its ability to turn building programs and projects into realities, without sacrificing anything in cost, time or quality.

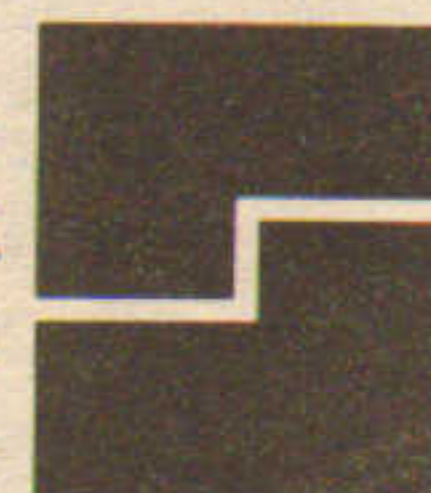
P.J. Stella Construction has an impressive list of completed projects which demonstrate its solid competence

in all areas of construction—from office buildings, educational and recreational facilities to government contract work.

It's the team which speaks the same language as building owners, developers and architects: it's competitive, efficient, tightly controlled and effective.

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617-245-8844



NOVEMBER

Mark Goldman and Tom Seaman of Beazley Co. cobroker \$2.8m sale of 37,000 s/f Midway Mall in Niantic; N.E. Sav. Bank.

Cavanagh, Fritz & Co. brokers sale of \$7.75m 120,000 s/f Springfield office building for IBM Corp. to Forge Dev. Corp.

Ira Dick of H. Pearce Co. handles sale of \$775,000 14 unit apartment in East Hartford for E. Olson to Burnside Assoc.

Diane Almeida of Flatley Co. leases 10,000 s/f at Nashua Office Park to National Mortgage Co.; first at 10 Tara Blvd.

American Savings Bank arranges \$11m first mortgage to R. & G. Schlesinger and B. Alpern for 330 units in Stamford.

Spectrum Financial arranges \$4.9m for Barletta Group's 105,000 s/f at Walpole Park South; LM/G&E leasing agent.

Fowler Goedecke Ellis & O'Connor arranges \$6.75m for 61,000 s/f offices for Hines Ind. from Mutual of New York.

Eckman Const. building 30,000 s/f in Londonderry for Al Cu Met; Kaminski archt. for \$1.5m site.

Condyne Inc. developing \$8m Avon Industrial Park condos, 212,000 s/f in 3 buildings all sold or leased.

Peter Roy of DeFelice properties brokered the sale of a 3,200s/f building in Warwick for John Ridlon for \$145,000.

Samuel Oddo of Codman Co., Gerard Gillis & William Zielinski of Hunneman Comm. handle 50,000 s/f lease in Reading.

Garofalo starts 24,000 s/f headquarters at Metro Center South in Warwick; Eastland Bank financing.

Warwick East Assoc. opens 100,00 s/f Loehmann's Plaza in Warwick; Todreas/Hanley leasing; Lomas & Nettleton financing.

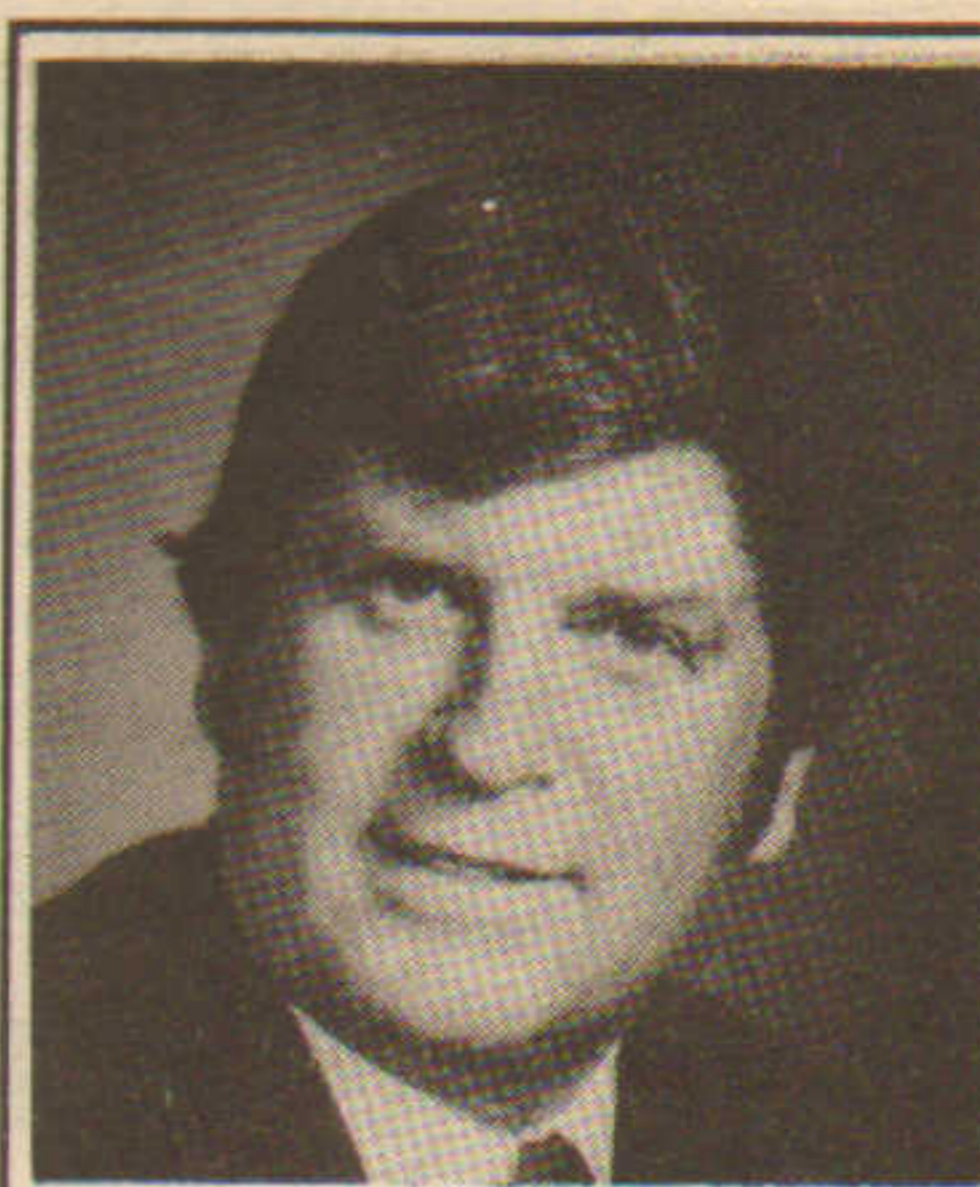
Richard Swartz and Norman Levenson acquire 334 Natick apts. from U.S. Shelter; Shawmut Bank of Boston financing.

Steve Witten of Dizenzo Co. sells \$1.8m 27,300 s/f building in New Haven to Baker Salisbury and Lansing Crane.

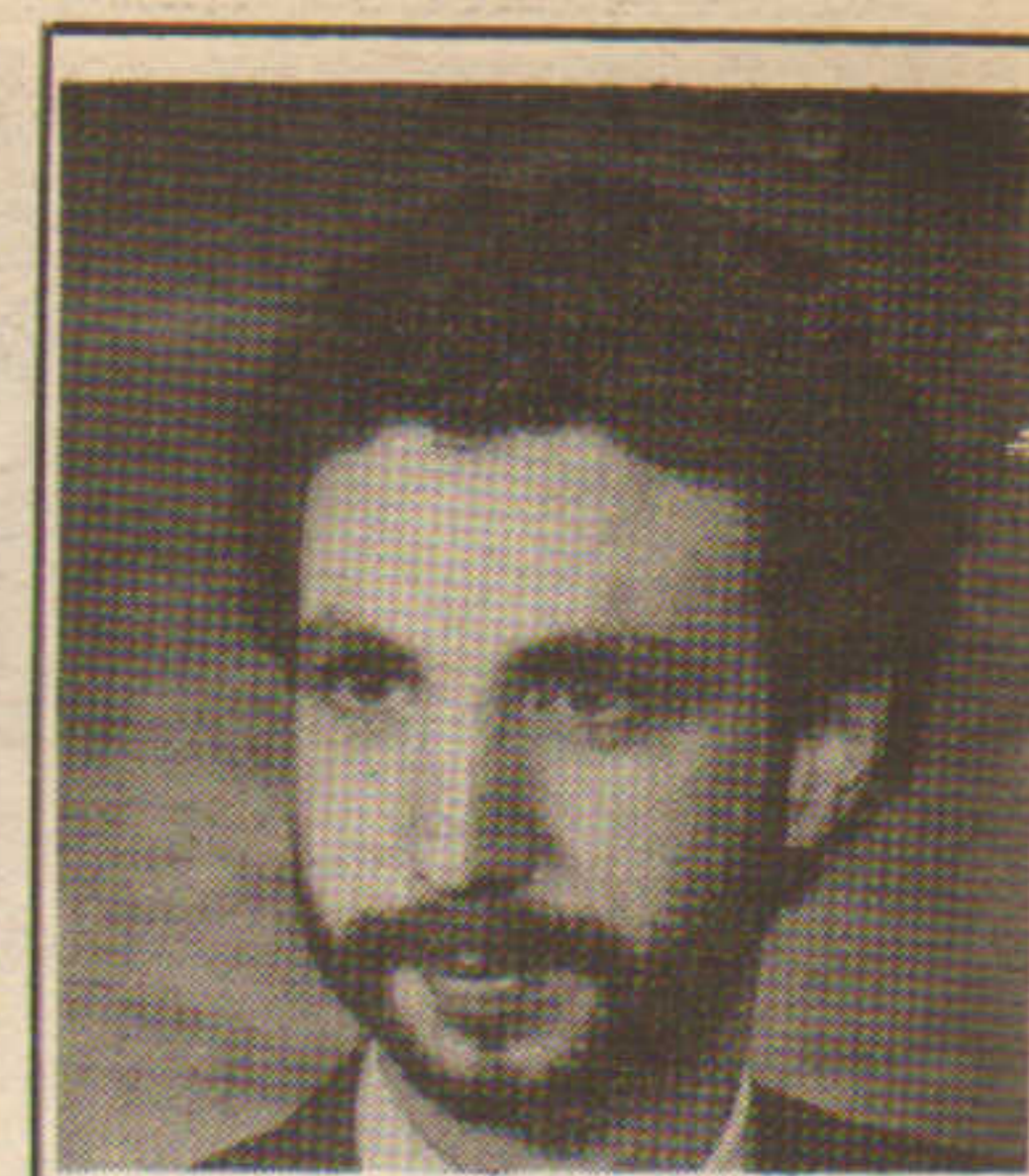
Stanley Shmishkiss, William Thompson, Harvey Jaffe buy 332 units in Agawam for \$17m from Metro-Aspen Properties.



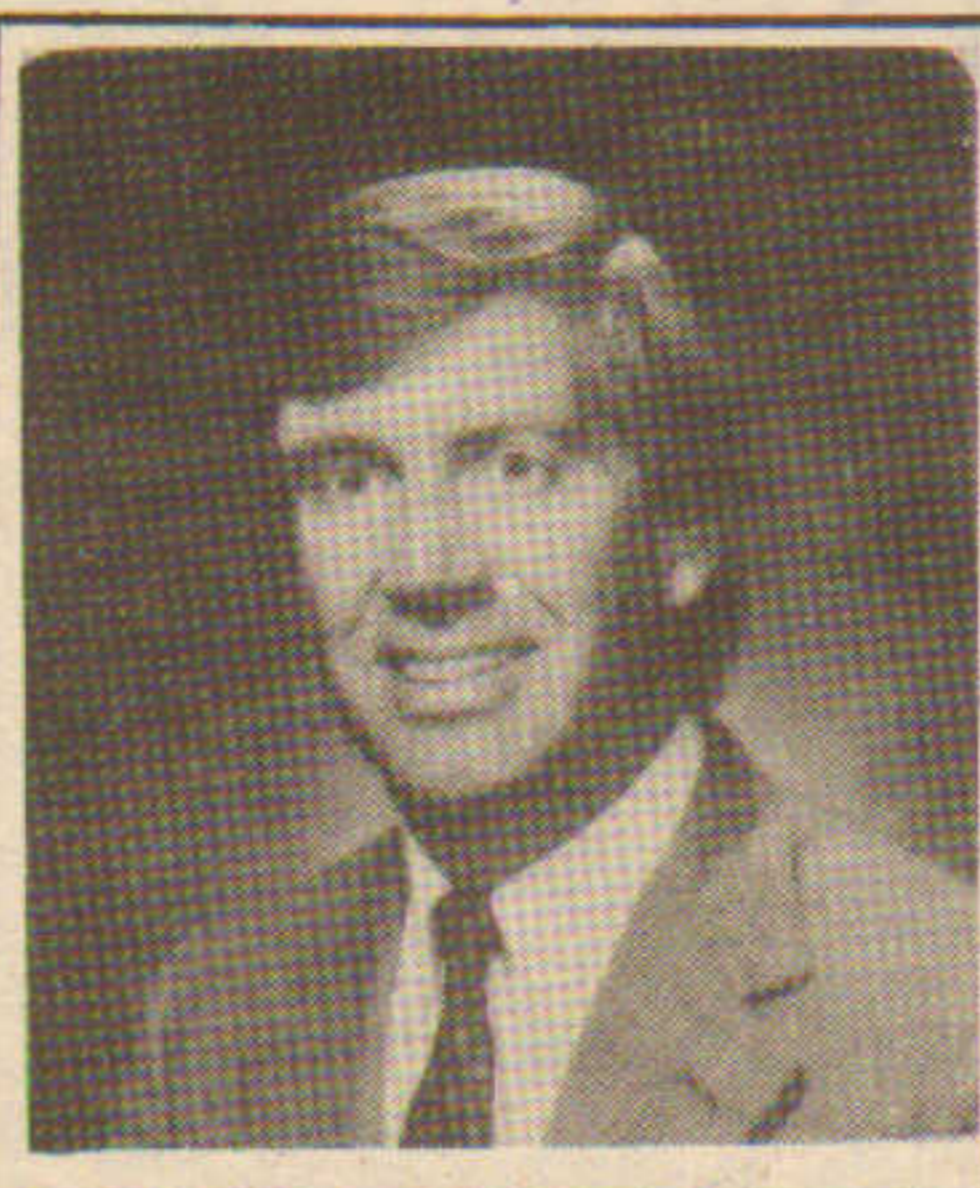
Walter Brown
C. R. KLEWIN, INC.



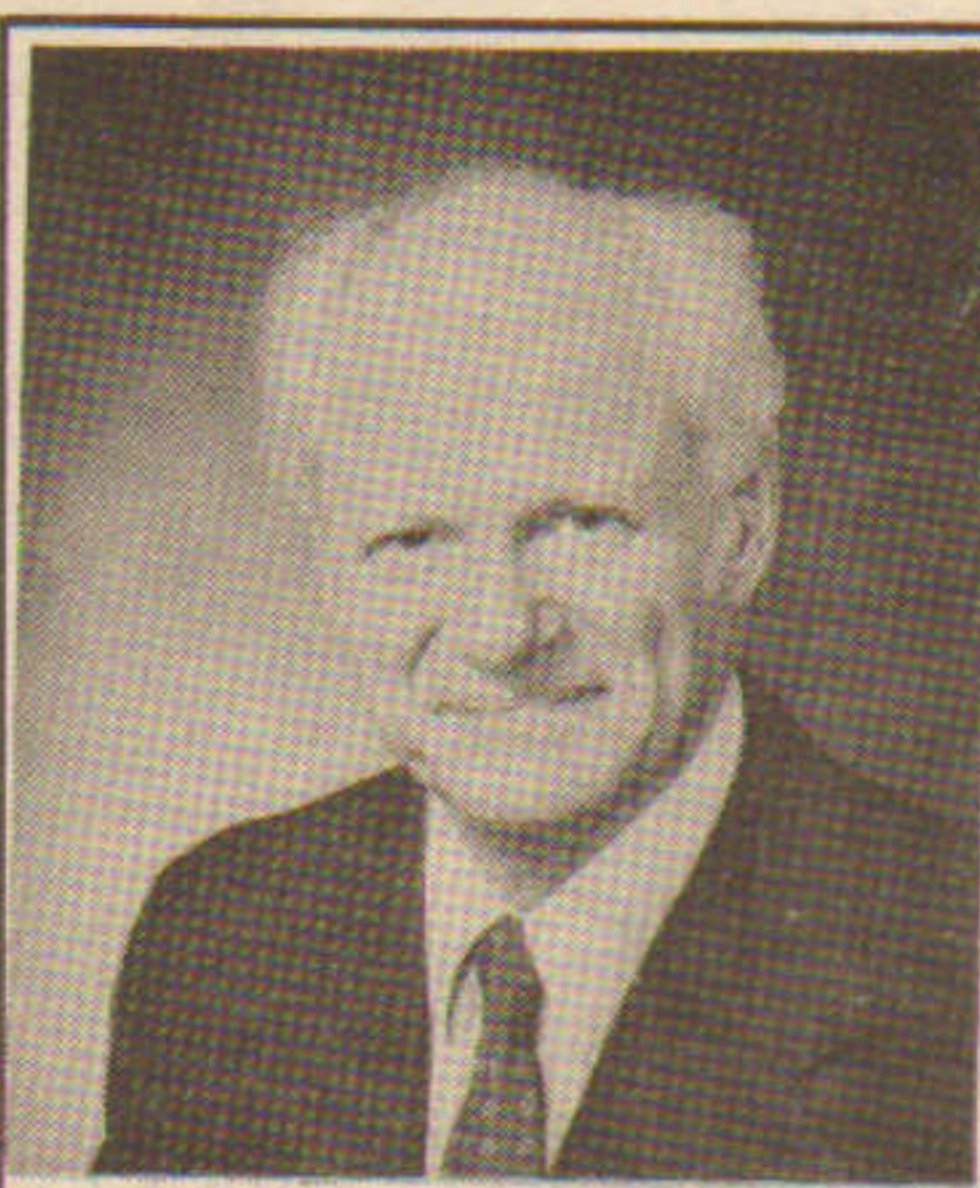
James Reilly
ACTION EQUIPMENT



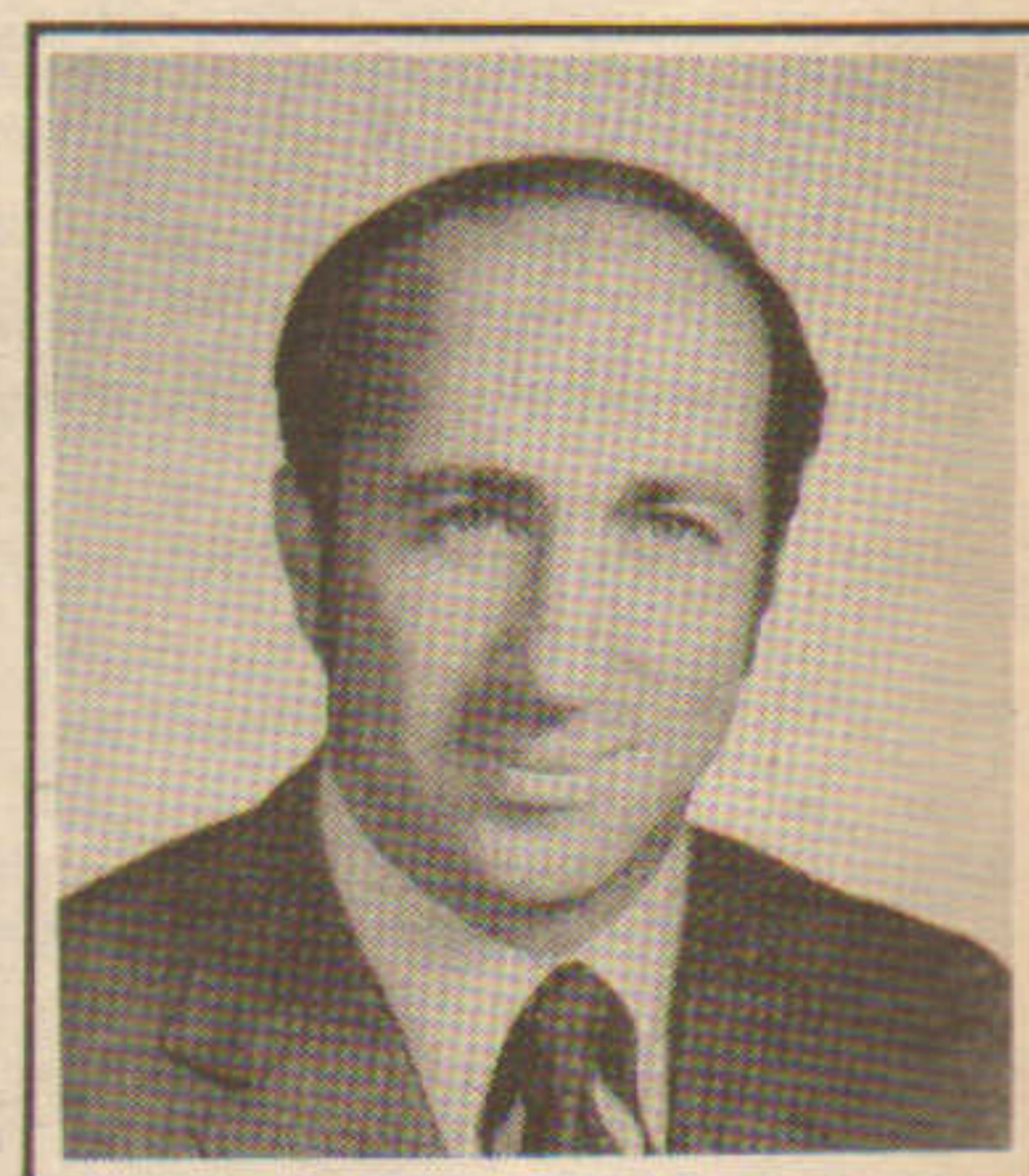
Michael Grill
NORTHLAND INVESTMENT CORP.



Richard Jumpp
THE JUMPP CO.



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



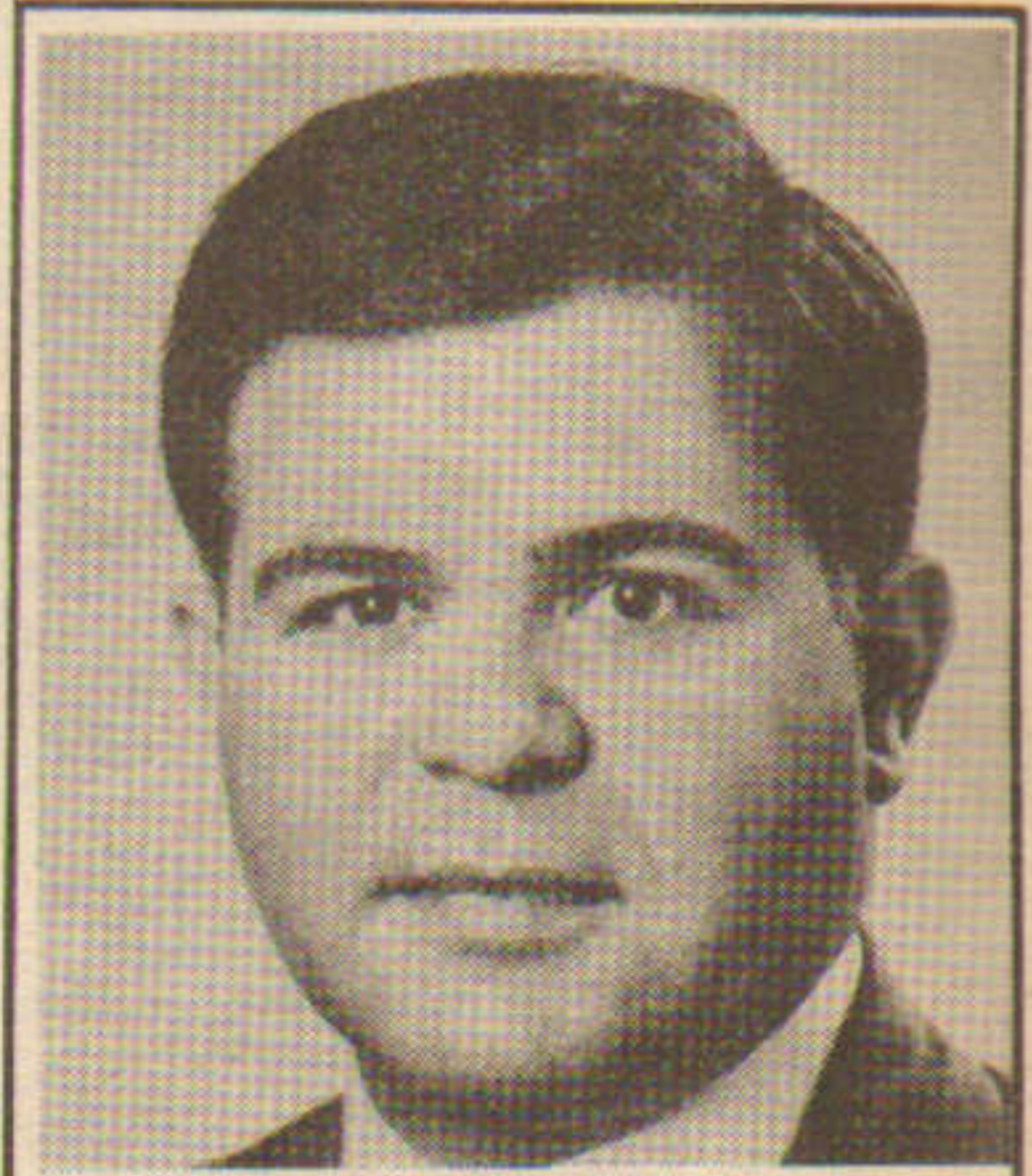
Robert Adnopoz
BEAZLEY CO., REALTORS



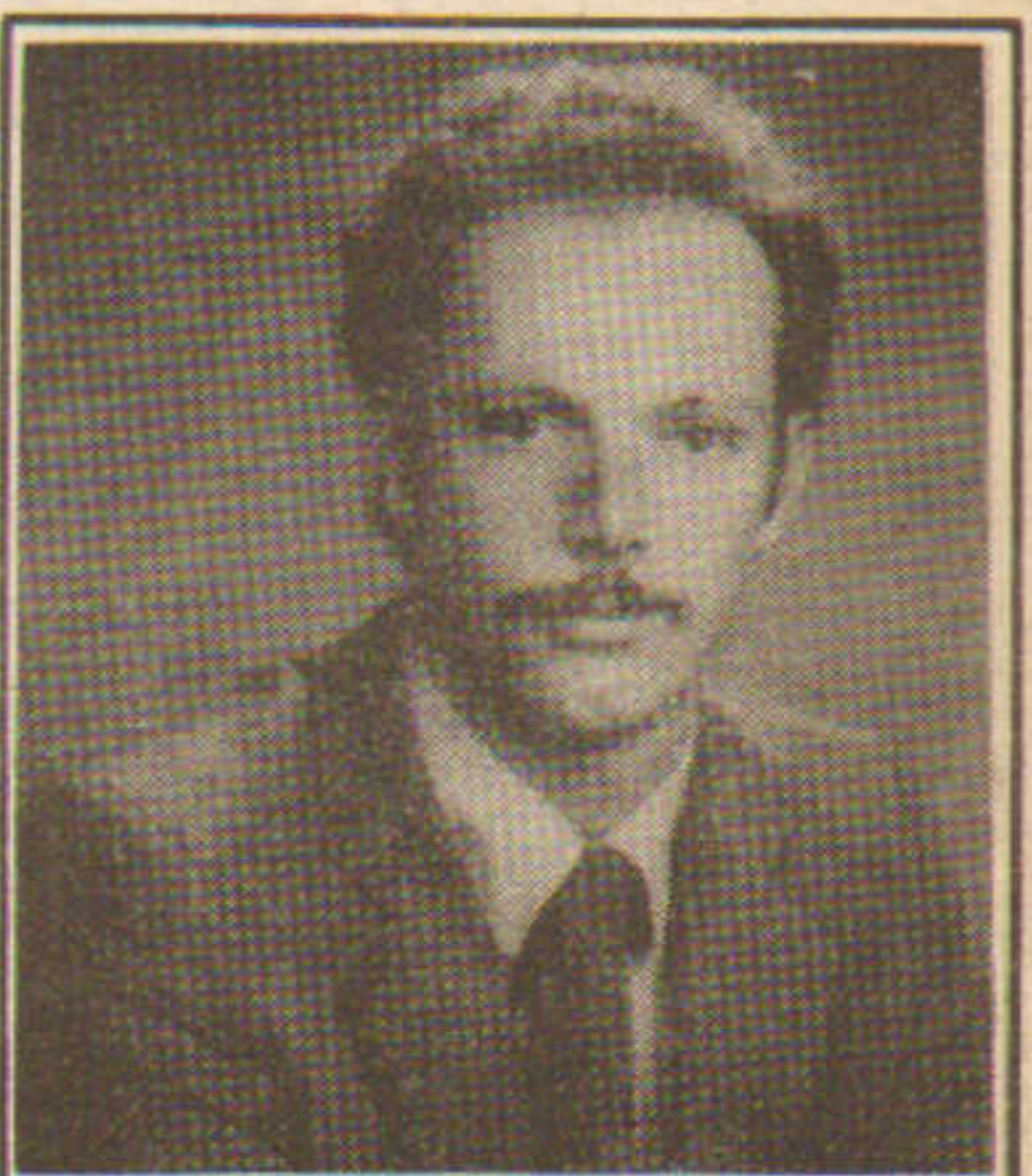
Fran Schiffman
S-C MANAGEMENT



Nicholas Iacuzio
LAVENTHOL & HORWATH



Paul DaQui
DAQUI BELDING

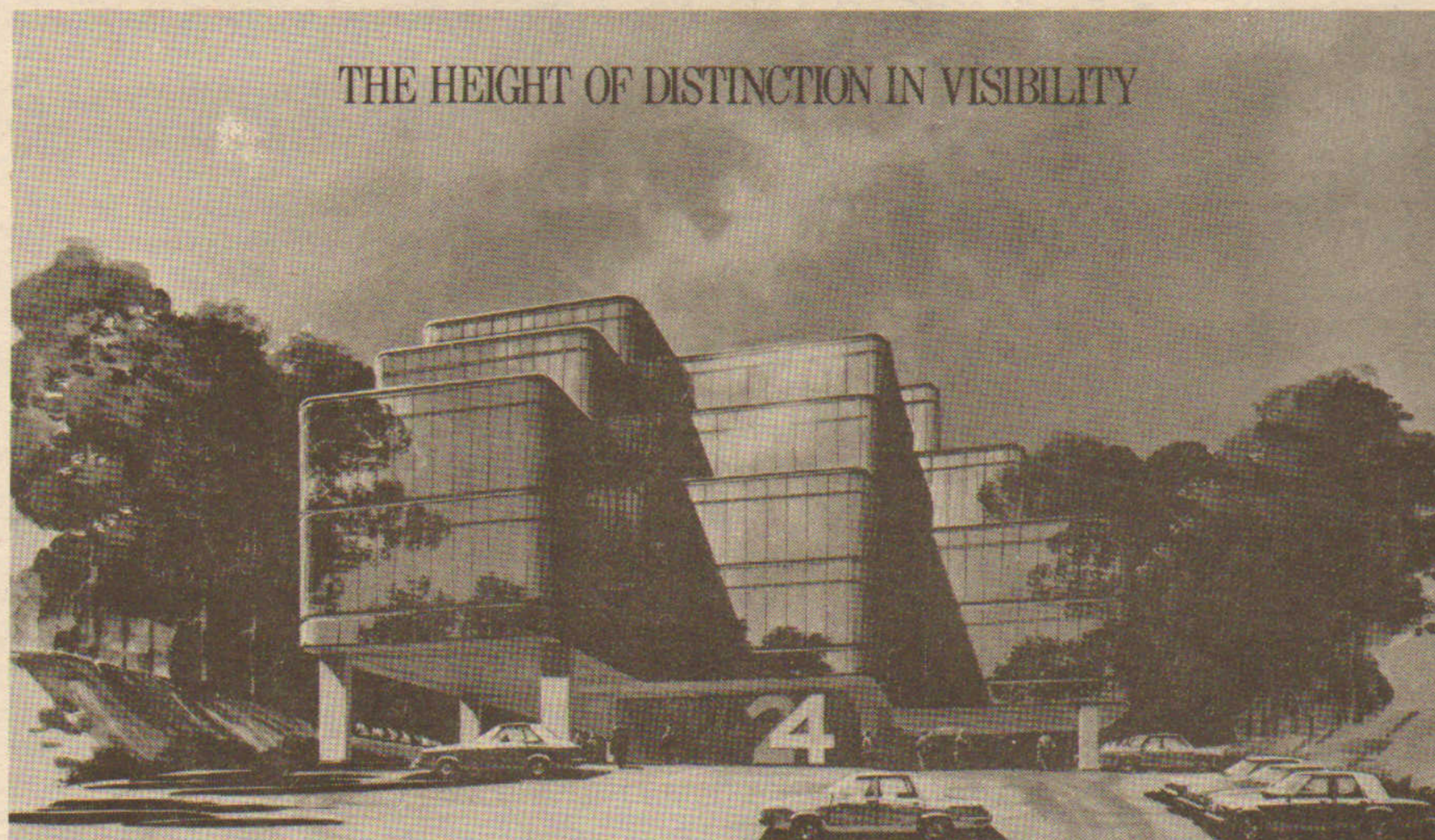


Myles Vance
TOTAL PROP. SERVICES

SUMMIT PLACE

M A R L B O R O U G H

THE HEIGHT OF DISTINCTION IN VISIBILITY



For the discriminating professional office user, Summit Place on Route 20 in Marlborough, Massachusetts, is a highly distinctive address in a highly distinctive building at the heart of the dynamic Metro West area.

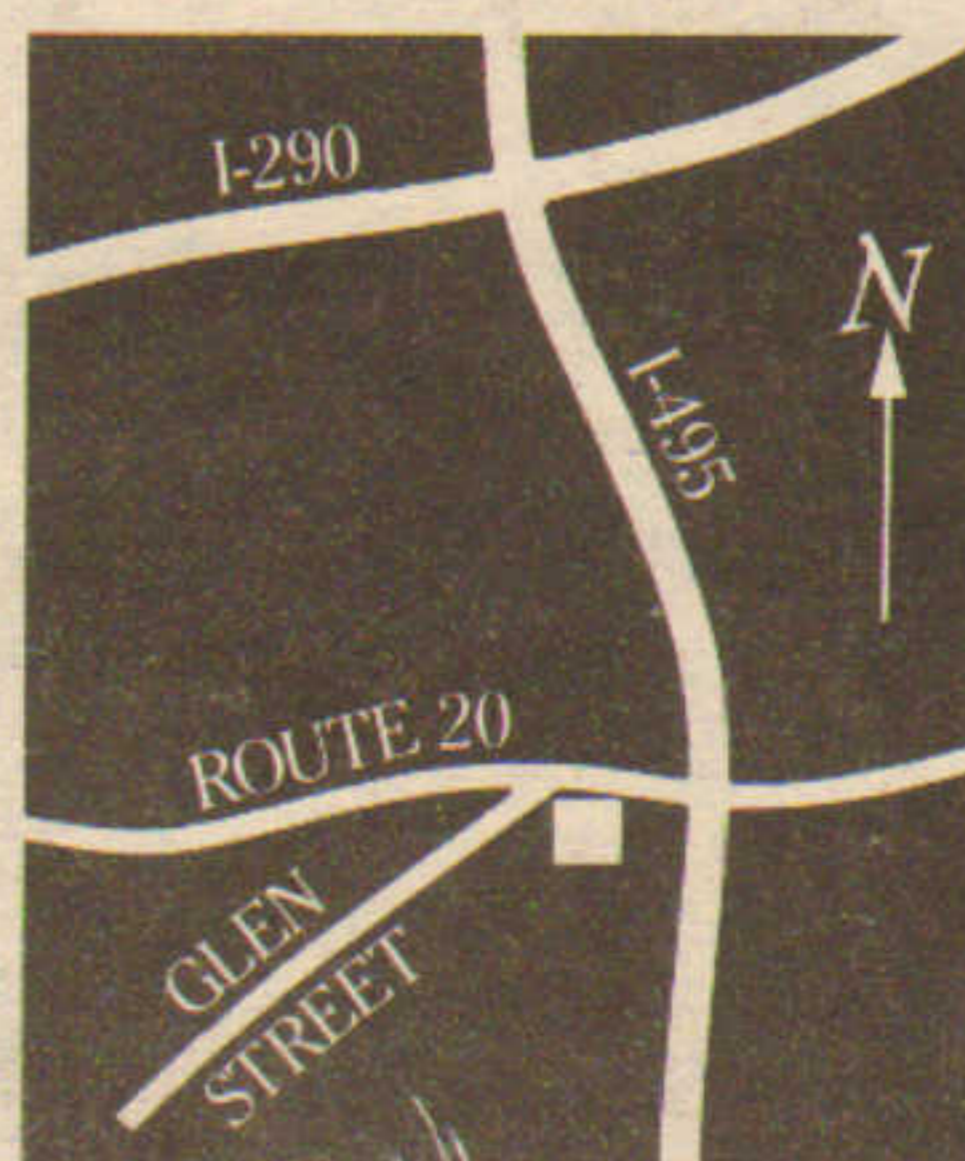
Commanding panoramic views of the countryside and I-495, Summit Place offers a total of 29,860 square feet on four levels, and with its unique design establishes a high image presence for tenants in this vigorous marketplace. At Summit Place there is a far greater expanse of window area per square foot than any other property constructed along I-495 to date.

Summit Place is within forty minutes' drive of downtown Boston and Logan International Airport and provides easy access to I-495, the Mass. Pike and many of New England's major cities. Three hotels are nearby as are good shop-

ping and service support facilities including banks and restaurants.

If you feel out of place in a typical suburban office building, consider Summit Place. Contact New England Industrial Properties, exclusive leasing agents.

THE HIGH POINT FOR A BETTER IMAGE
...SUMMIT PLACE.



Exclusive leasing agent:

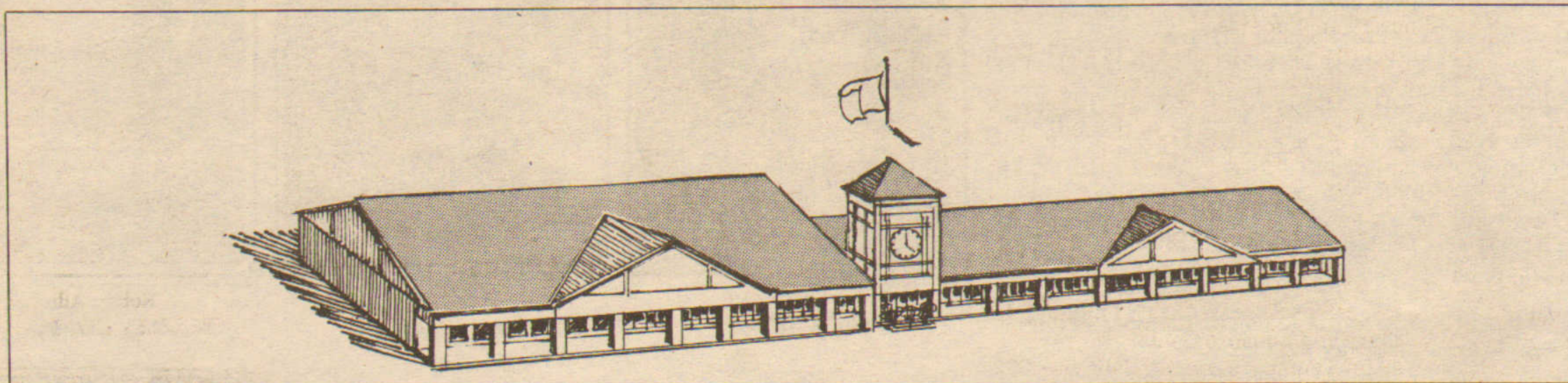
NEW ENGLAND INDUSTRIAL PROPERTIES
1740 Massachusetts Avenue, Boxborough, MA 01719
617-263-6995

PRIME COMMERCIAL SMITHFIELD COMMONS

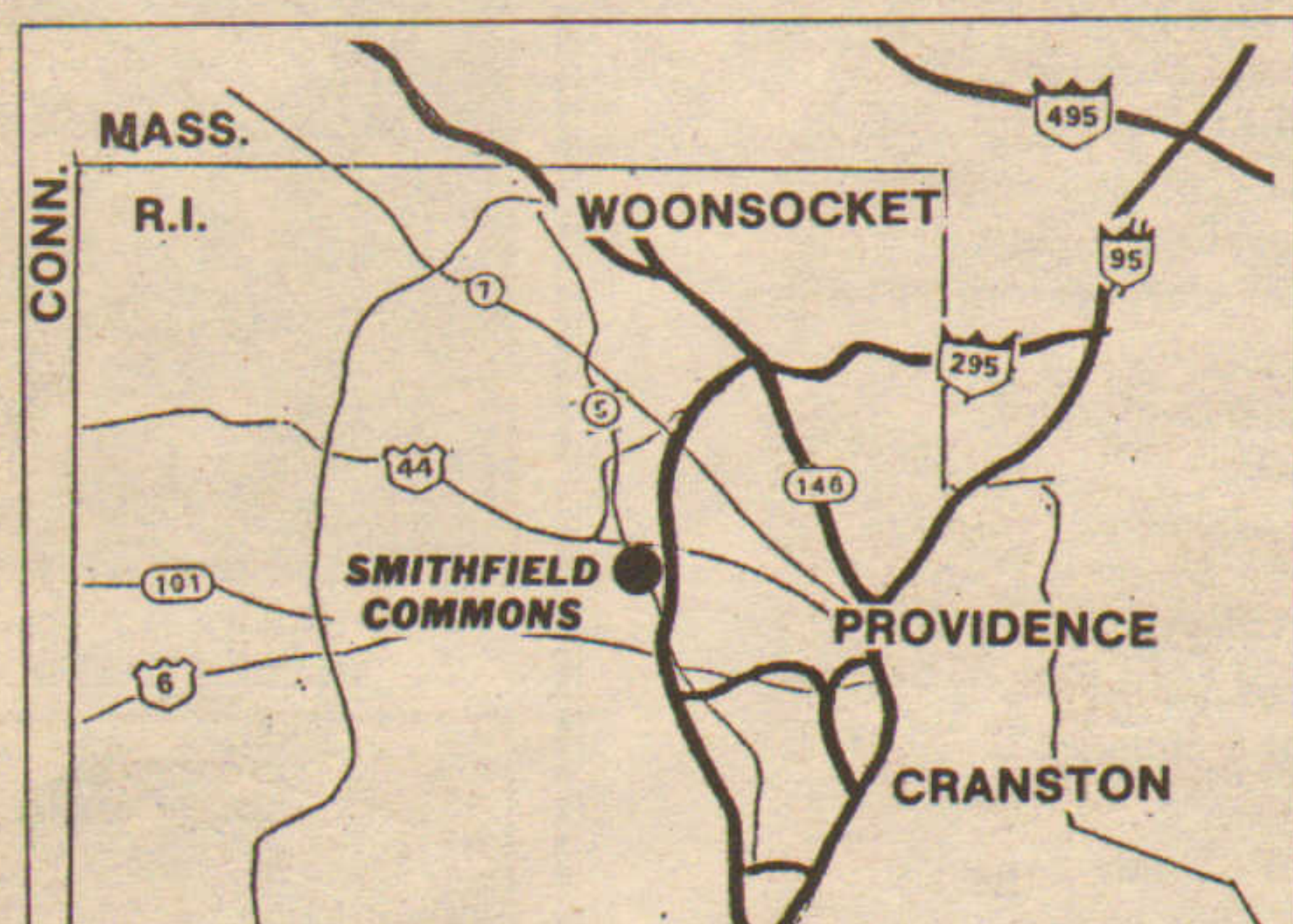
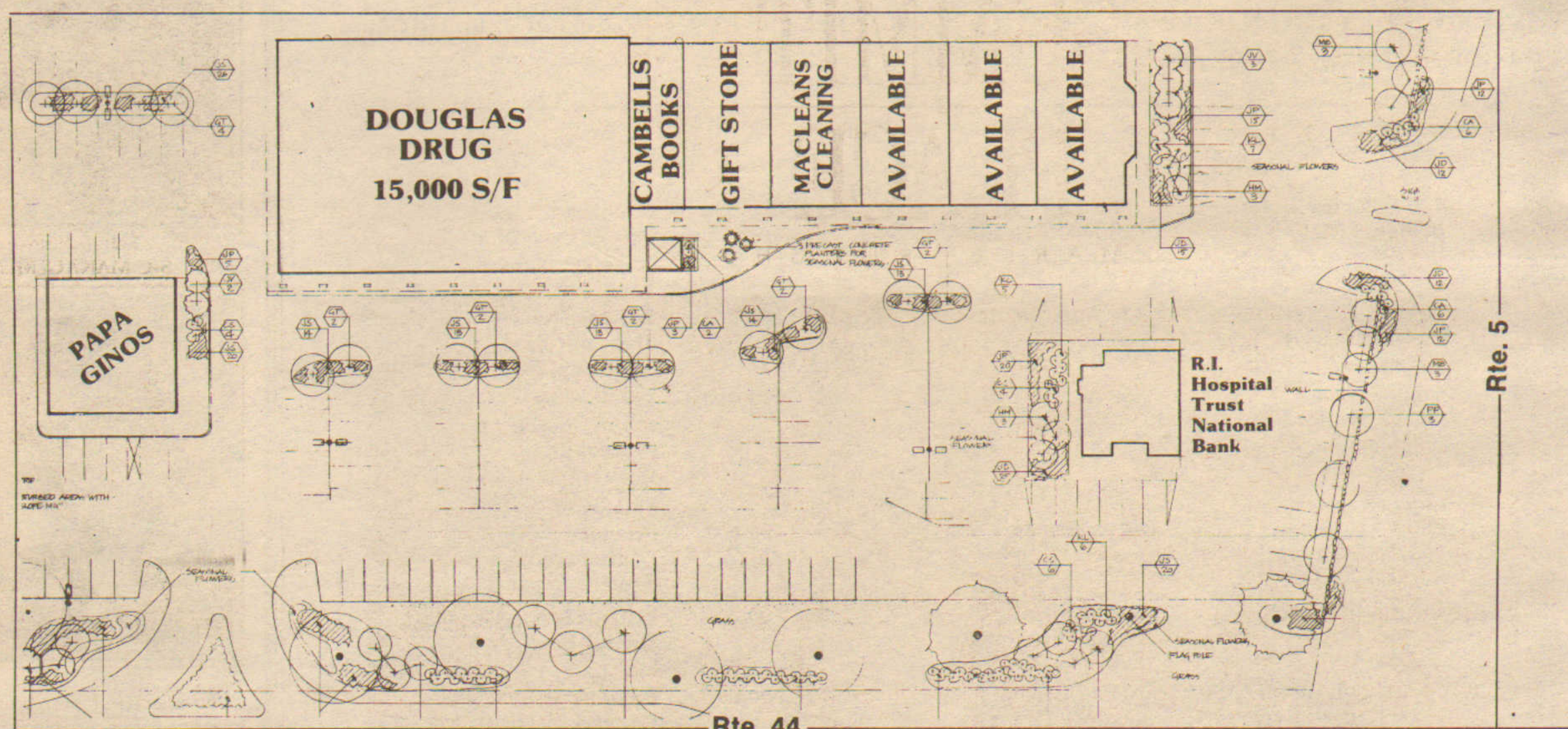
37,000 S/F Total

1330 - 15,000 S/F Subdivisions Available

Corner of Rte. 44 and Rte 5 (Just off Interstate 295) Smithfield Rhode Island



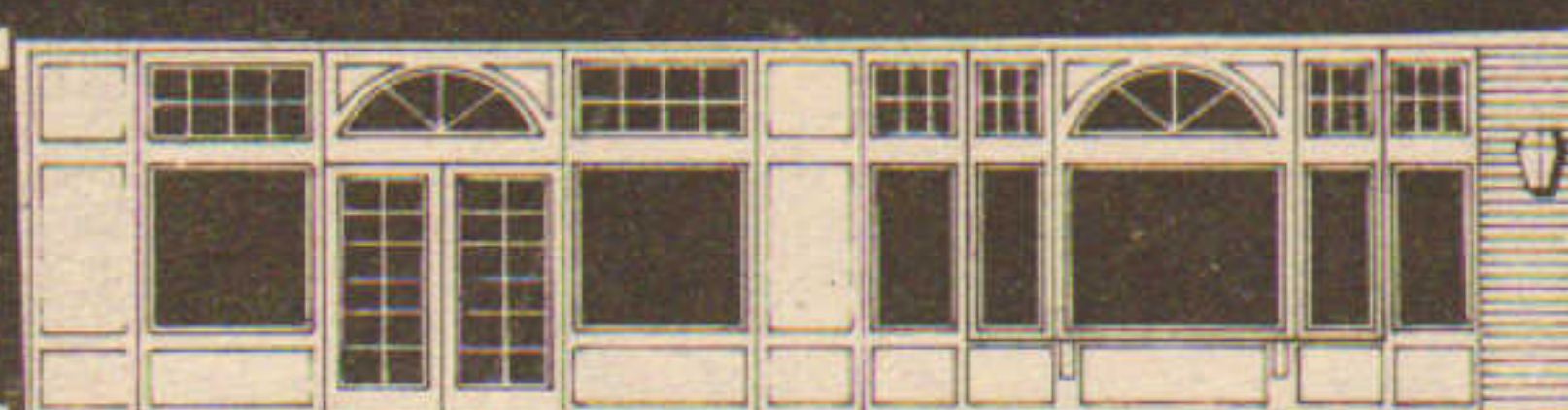
Northern Rhode Island's Fastest Growing Community



- 26,00 Car Count Per Day
- Excellent Visibility
- Rhode Island's 3rd Highest Income Per Capita
- All Utilities
- Ample Parking
- February 1, 1987 Occupancy
- Ideally Suited for Fine Men's/Women's Clothes Shop or Fine Restaurant.

Join the team with Douglas Drug (R.I.'s largest)
Hospital Trust National Bank, Papa Ginos and Cambells
Books
Developed and Marketed by

RSR ASSOCIATES II



1 (401) 232-3200 1 (401) 231-8327

NOVEMBER

Properties of Boston buys 14,000 s/f Boston building from Rosario Lemone for \$950,000; Guarantee First financing.

Balcor Co. sells 318 unit Natick Green to Robbins Group for \$23.9m; acquired from Trammell Crow in 1984.

Dorman & Wilson places \$2.5m with Conn. Mutual Life for 15,600 s/f offices building in Southport.

Lilyan Cutler of Hunneman Commercial Corp. sells the Hall Estate in Hull for Bally's Grand for \$3.5m to Gen. Inv. & Dev.

Marlene Jazayeri of Investment Property Specialists sells Franklin Cinema Plaza for Paradise Realty for \$1.3m; 35,000 s/f.

Laurel Group redevelops Sea Crest in Falmouth; \$7m renovation of 266 unit resort on 21 acres and beach.

William Cordner of Beaudry Assoc. brokers 80,000 s/f lease at Waterbury Ind. Commons to Arett Sales Corp.; \$1.6m deal.

Michael Trolle and Michael Weissleder of Coldwell Banker brokered the lease of 86,464 s/f at Westcott Office Pl. Stamford.

William Pitt brokers 15,585 s/f at One Main Place, Stamford, for Quantum Dev. and Guinness Peat Prop. to BTR Inc.

Robert Daglio and Clara Verosky of Farley Co. lease 12,000 s/f at Manchester Industrial Park to Start Const. and Dev.

Dorman & Wilson arranges \$120m for Wilmore Org.'s Danbury Fair Mall; Aetna Realty loan for 1.2m property.

Arkwright-Boston Mfrs. Ins. and IBM to joint venture 413,000 s/f offices at Hobbs Brook Park in Waltham; R.M. Bradley agent.

National Dev. starts 3m s/f Forge Park in Franklin; Meredith & Grew agent for 341 acre master planned business park.

Stephen Murphy of Codman Co. and John Cluney of Algonquin Prop. cobroker 23,000 s/f lease for Kendall Sq. Assoc.

Raymond Loveland brokers sale of 72 units in Chicopee for Colton Assoc. to Fairview Arms Assoc. for \$2.25m.

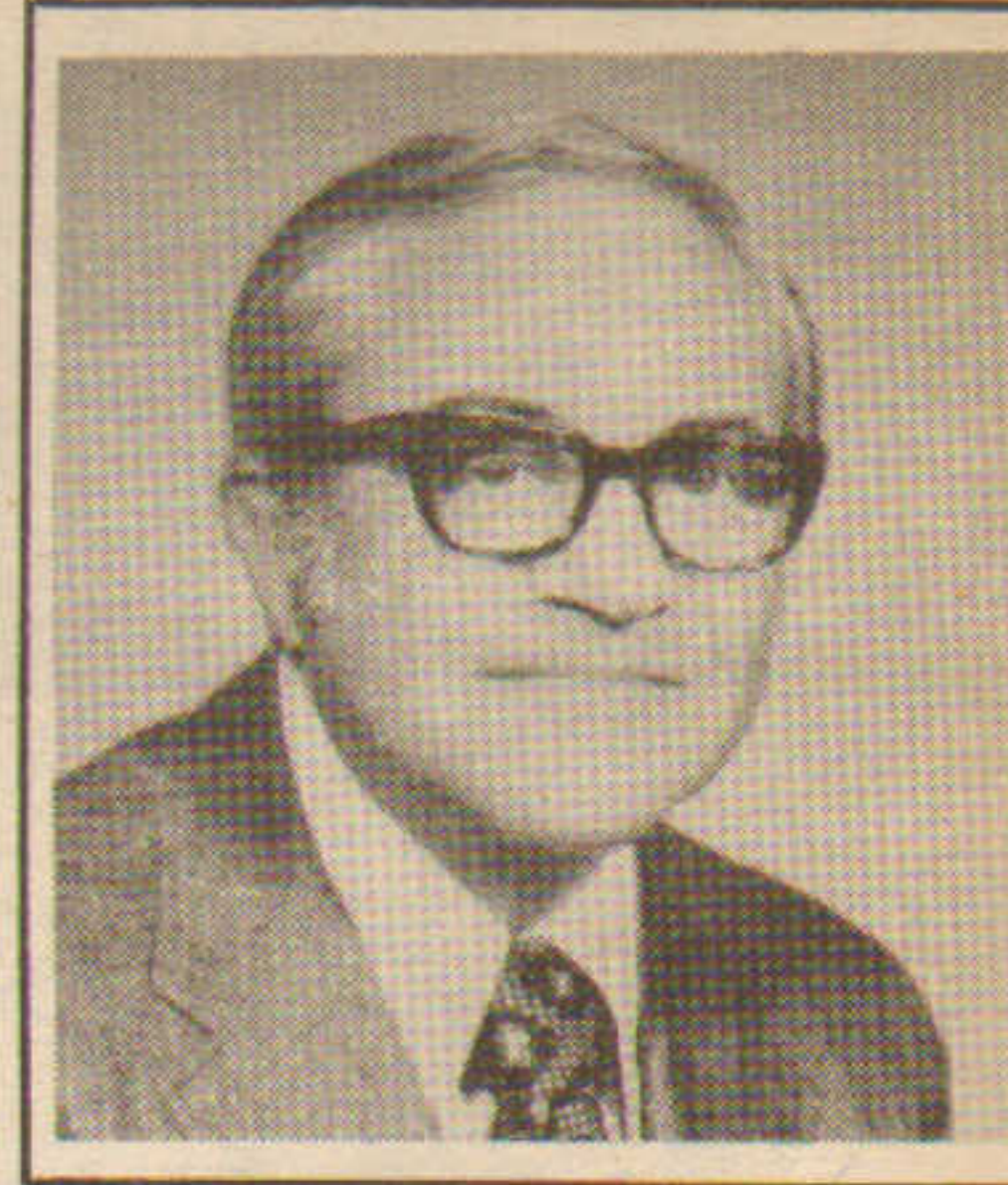
Cathy Thompson and Karyn McFarland of Robbins Group lease 28,300 s/f for Centros Real Estate Bostons to law firm.



Edward Barry
THE CONGRESS GROUP



Dean Stratouly
THE CONGRESS GROUP



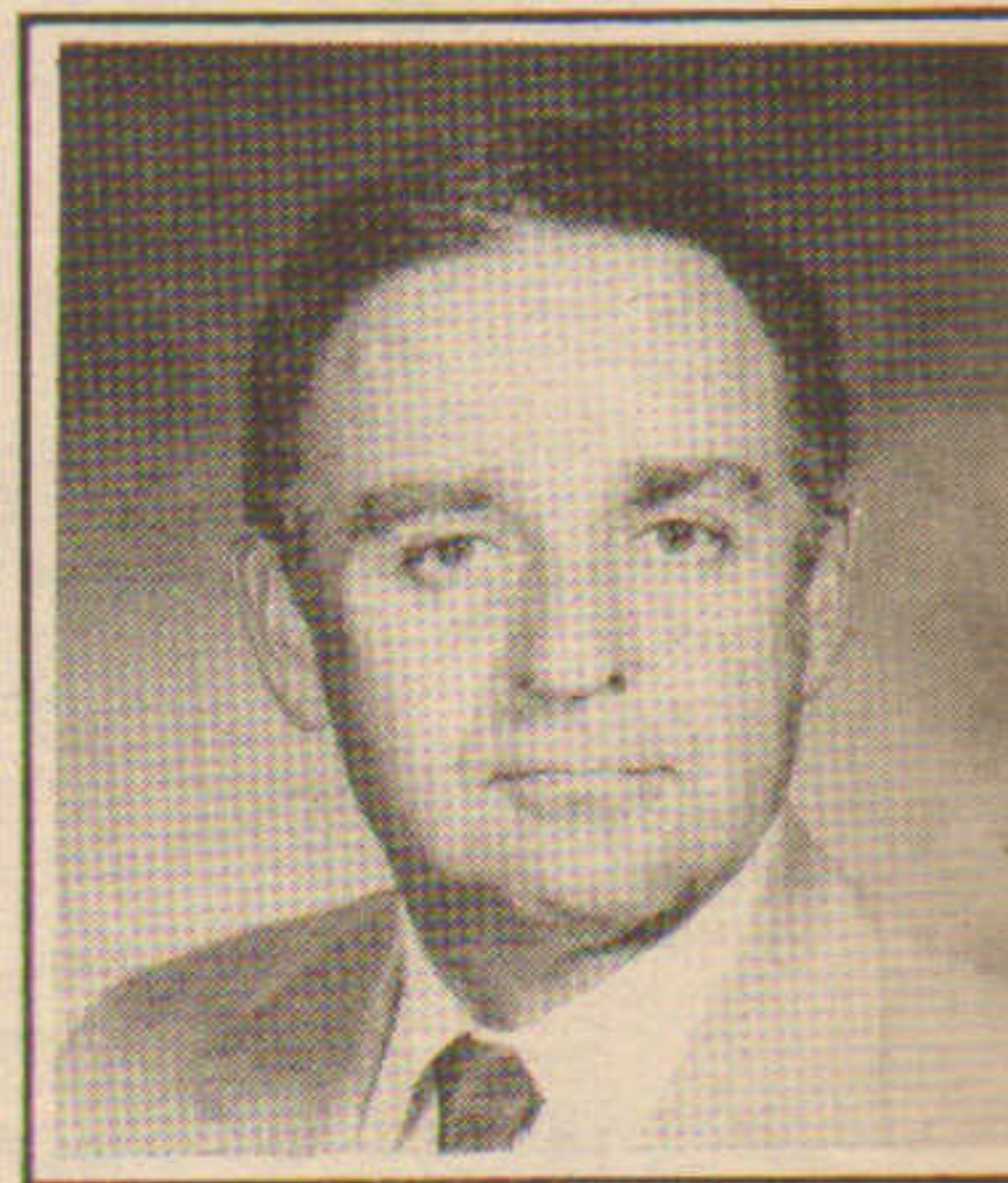
Edwin Lasner
WILLIAM PITT, INC.



Irma Schretter
S-C MANAGEMENT



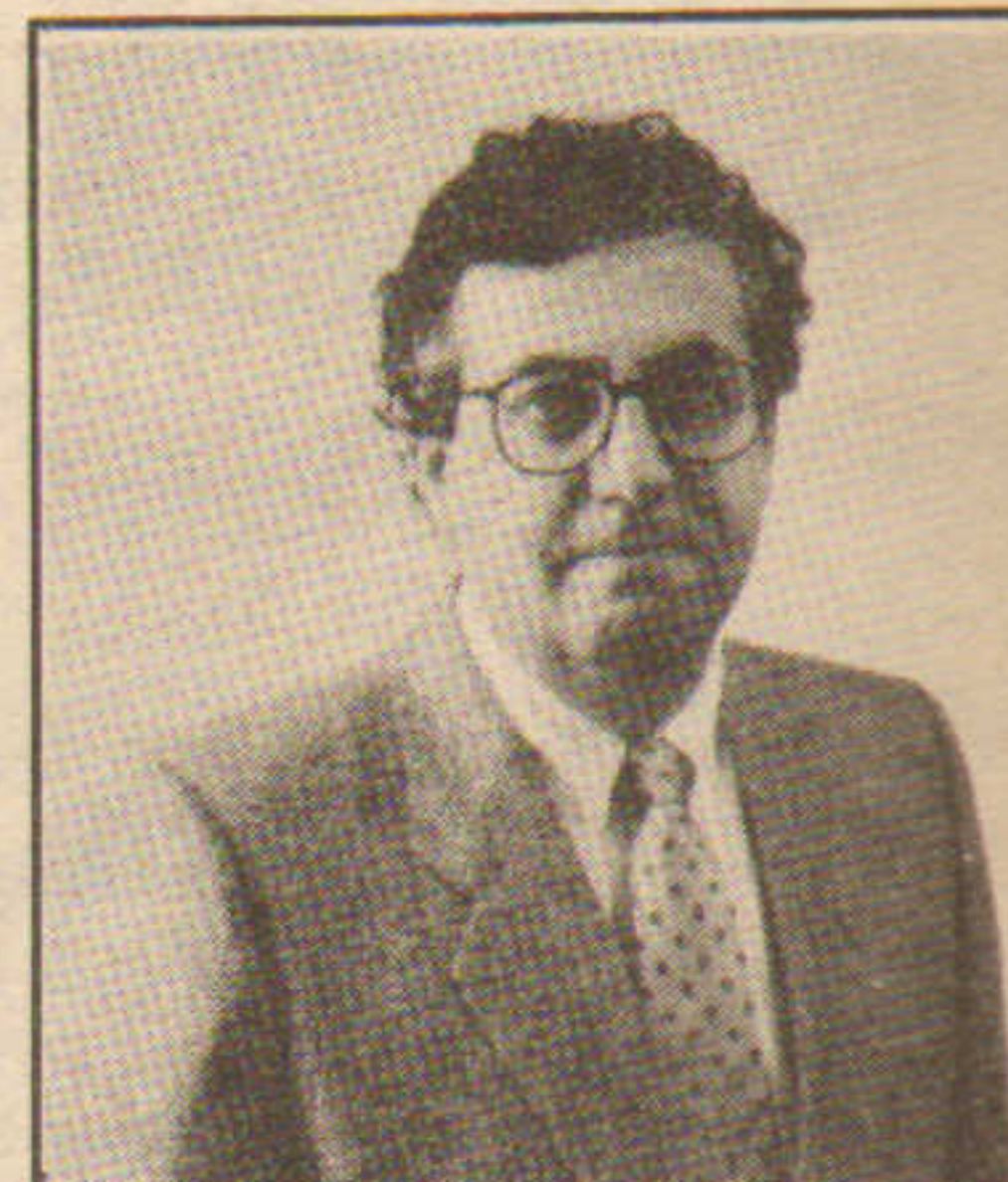
Herb Pearce
H. PEARCE CO.



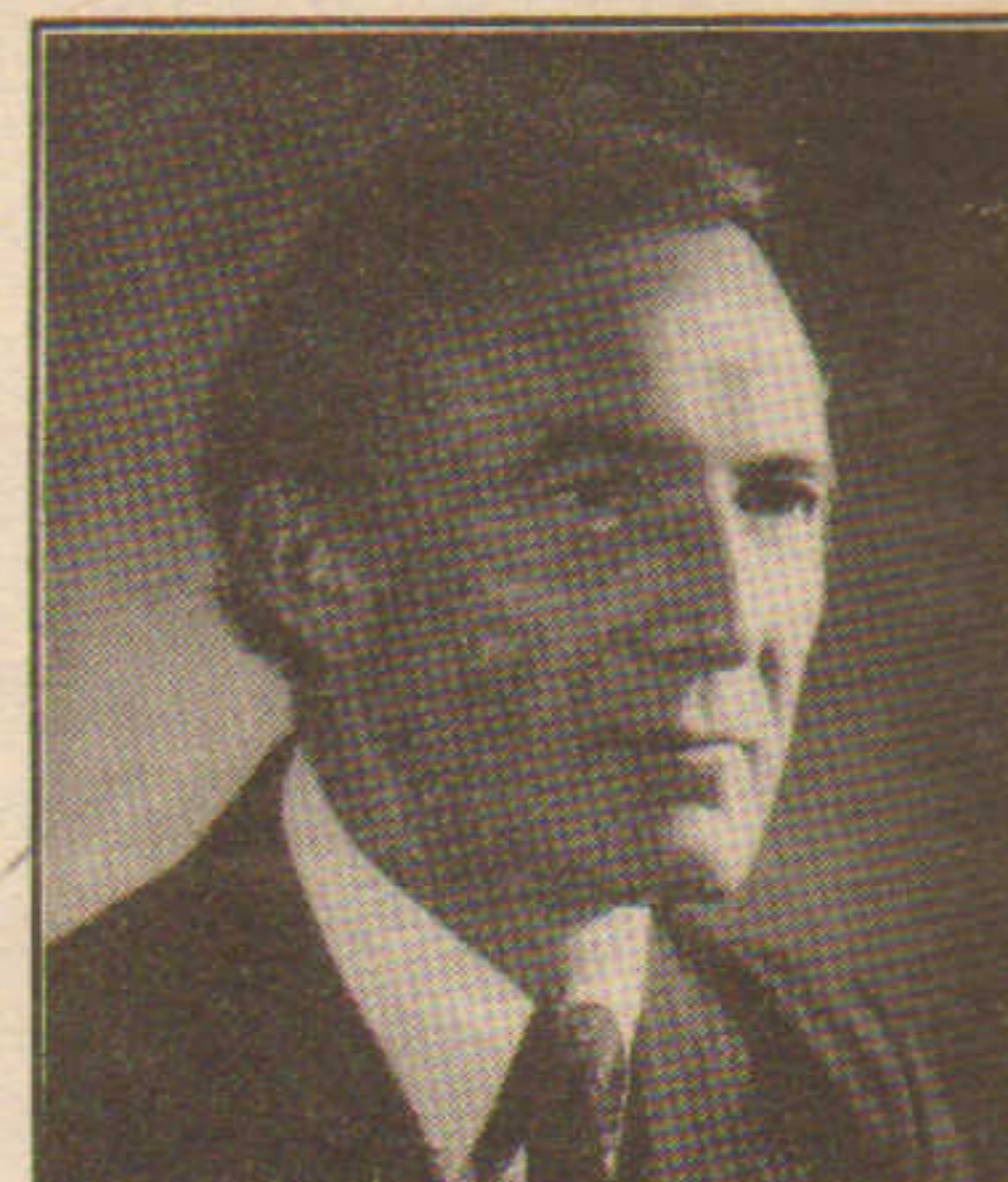
Daniel Neiditz
M. J. NEIDITZ CO.

THE COPLEY GROUP would like to thank our financial institutions for assisting us in having an outstanding year.

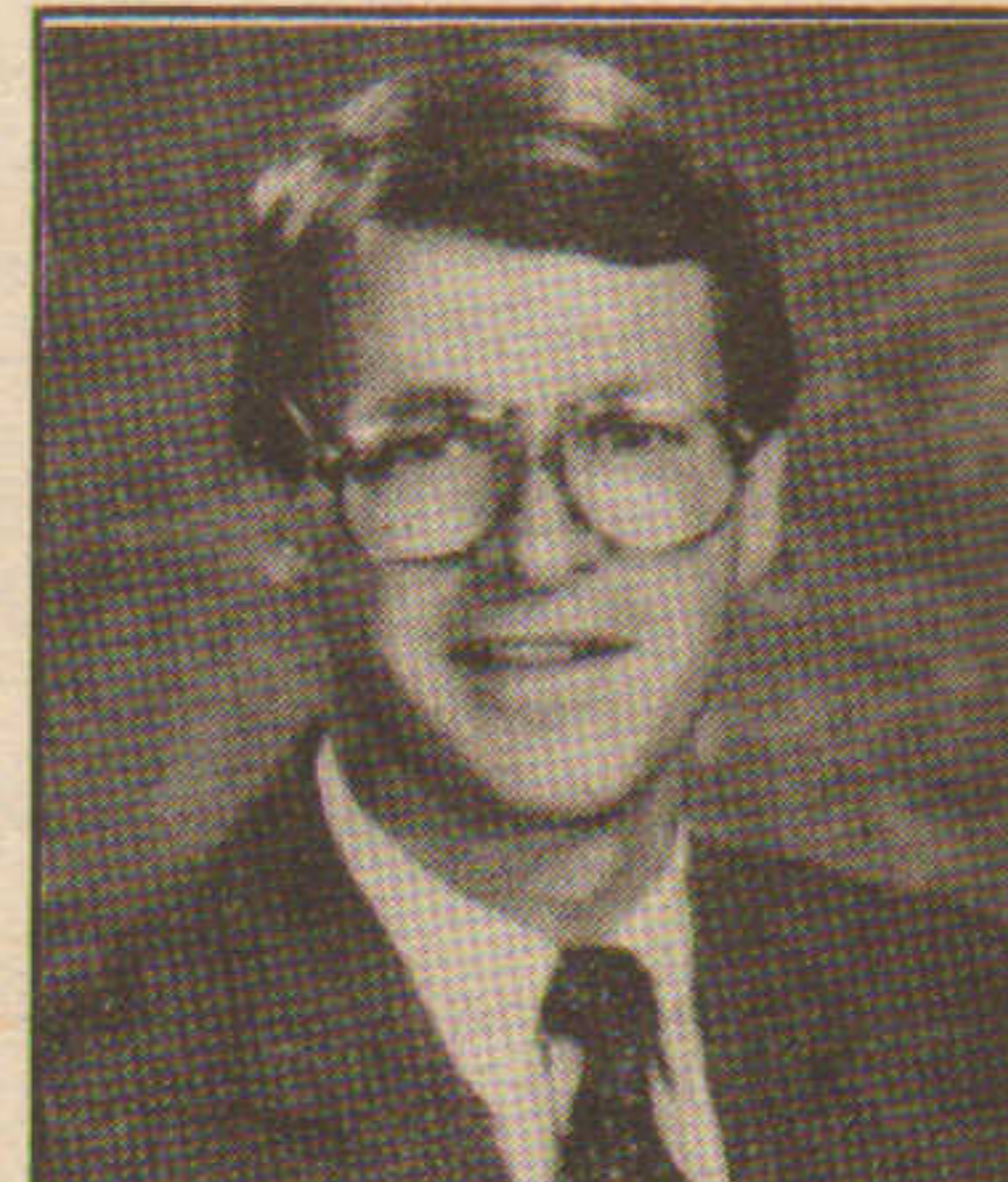
100 Franklin Street Boston, MA	100,00 S/F Prime Office and Retail Space	\$12,000,000	Provided by Patriot Bank N.A and Fleet National Bank
Deerfield Forest 1 Walden Drive Natick, MA	334 Apartments	\$30,000,000	Provided by Shawmut Bank of Boston, MA
Copley Place 7400 Haverford Ave. Philadelphia, PA	158 Apartments	\$ 6,000,000	Provided by John Hancock Mutual Life Insurance Co. and Patriot Bank, N.A
Plaza Apartments 105-115 Market St. Rockland, MA	84 Apartments	\$ 5,000,000	Provided by Capital Bank and Trust Company
145 South Street Boston, MA	50,000 S/F Prime Office and Retail	\$ 6,300,000	Provided by Patriot Bank, N.A.
98-106 Queensberry St. 111-117 Park Drive 108-112 Jersey St. 191-195 Park Drive Boston, MA	204 Apartments	\$17,000,000	Provided by General Electric Credit Corporation
896 Beacon Street Boston, MA	12,000S/F Prime Office Space		Provided by General Electric Credit Corporation
320 Hammond Pond Pkwy. Brookline, MA	20 Apartments		Provided by General Electric Credit Corporation
Mid State Office Park Auburn, MA	90,000 S/F Prime Office and Research and Development Space, and Vacant Land	\$ 7,100,000	Provided by Patriot Bank, N.A.
35 Park Drive Boston, MA	25 Apartments	\$ 1,200,000	Provided by United States Trust Company
Chelbourne Plaza Elkins Park Jenkintown, PA	99 Apartments	\$ 3,600,000	Provided by Boston Trade Bank



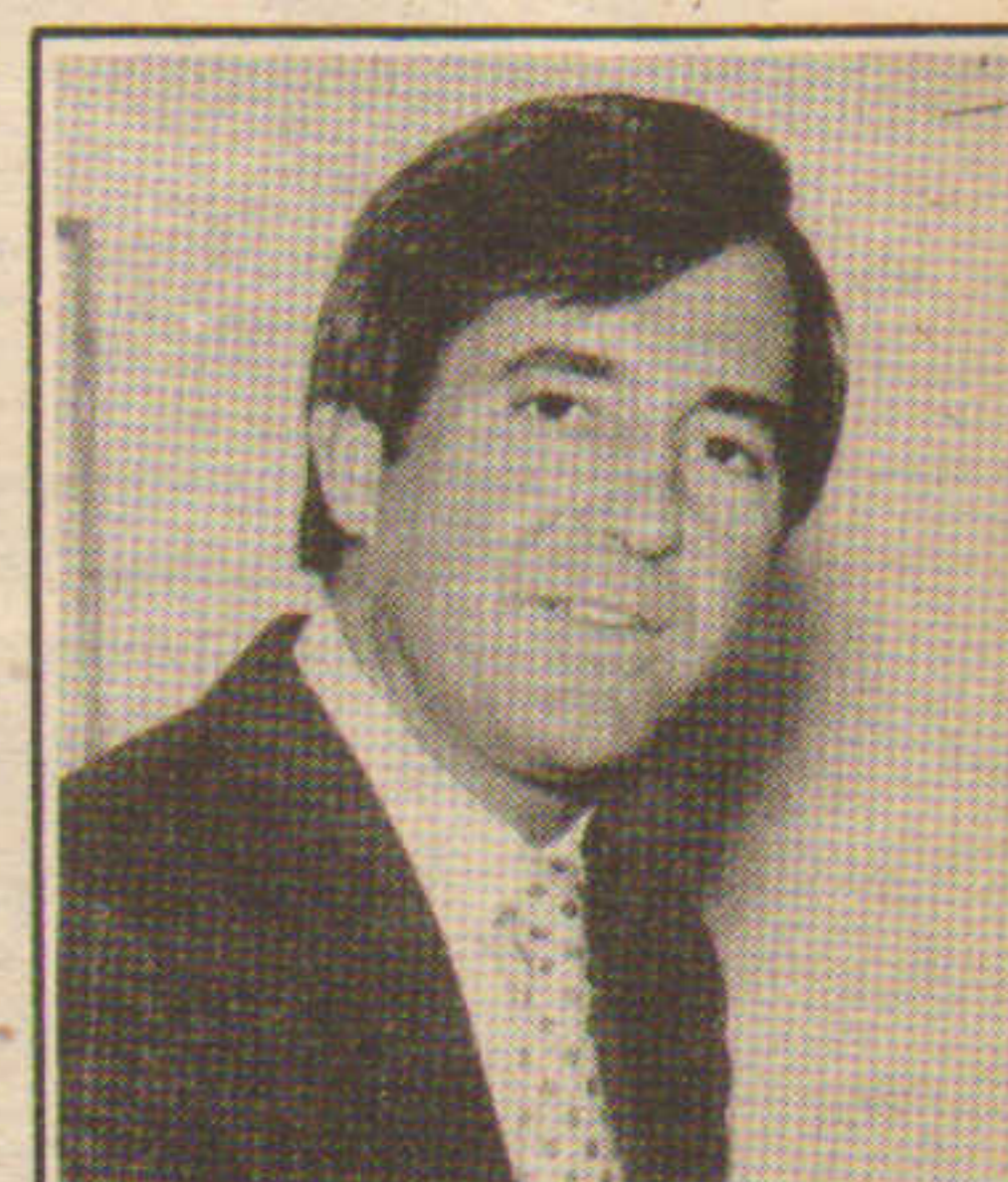
Bruce Nadeau
BANKE ASSOC.



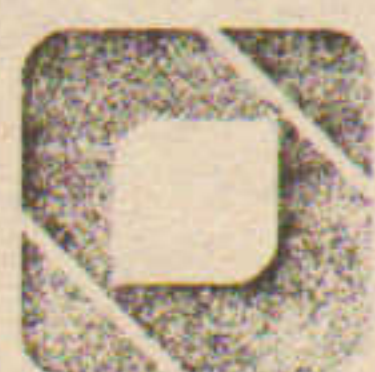
Harold Brown
HAMILTON REALTY



Robert Boothroyd
WILLIAM RAVEIS CO.



John Stabile
H.J. STABILE & SONS



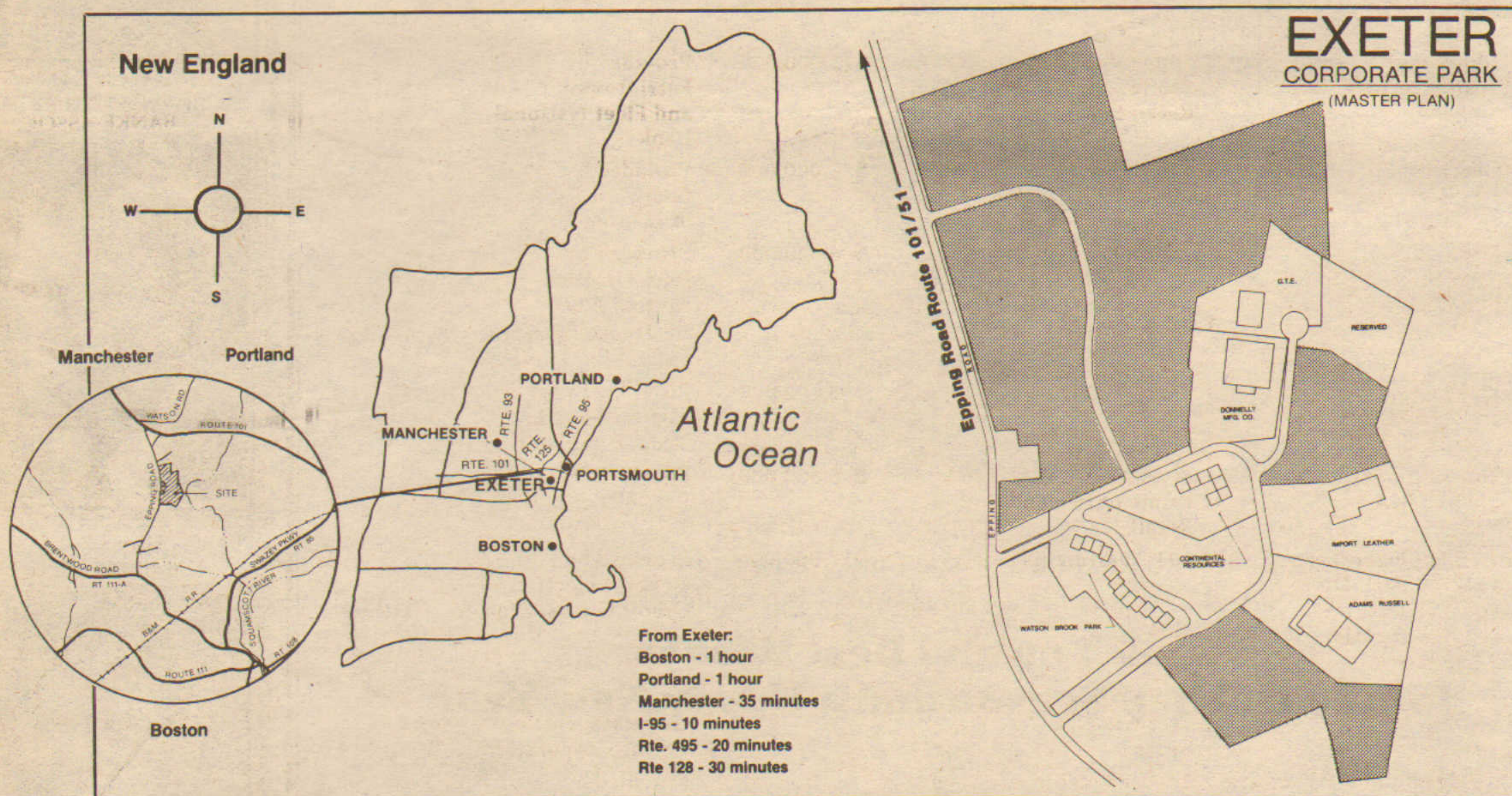
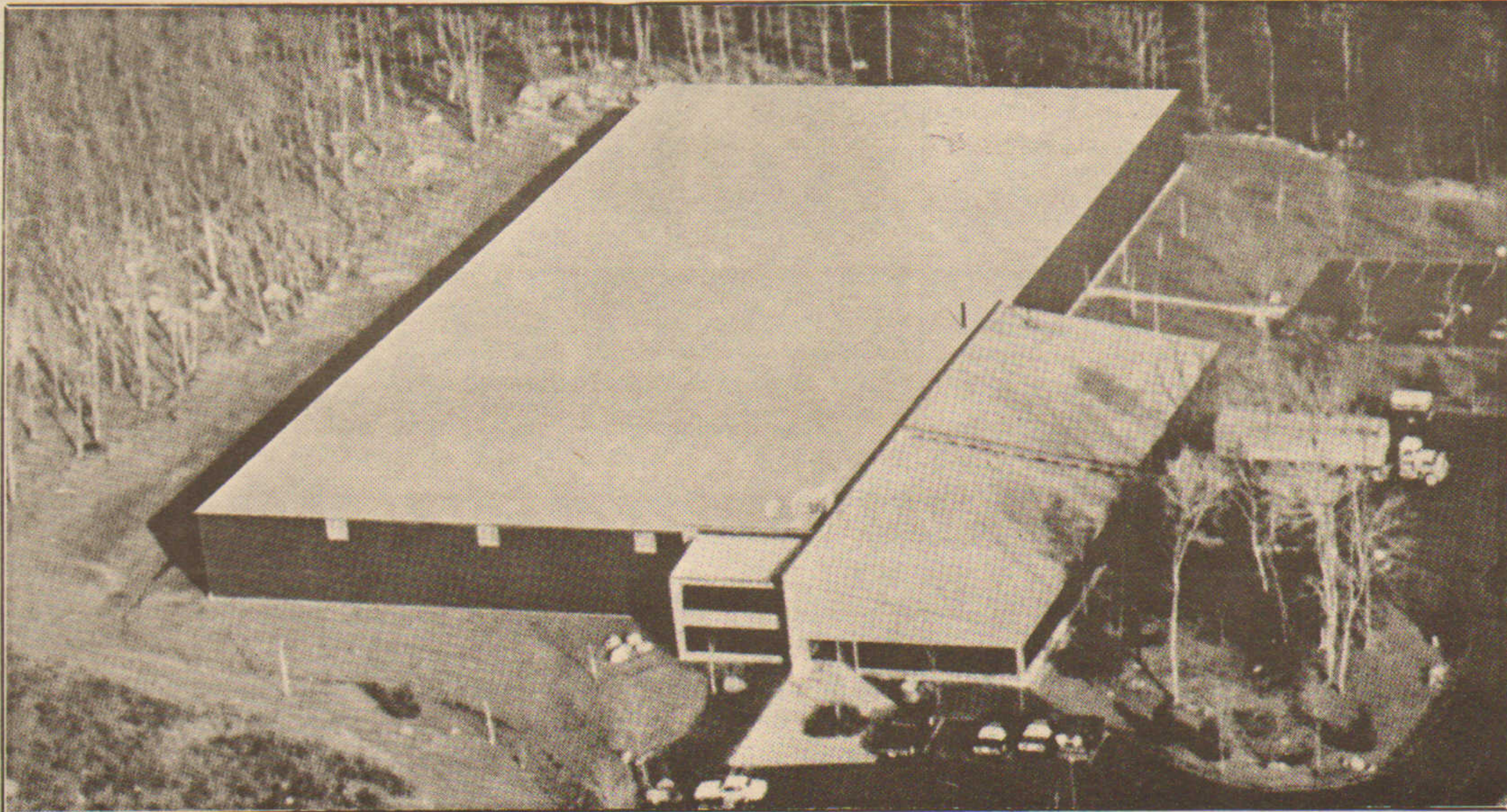
THE COPLEY GROUP

The Copley Group
896 Beacon Street
Boston, Massachusetts 02215
617-262-3930

Exeter Corporate Park

Developed by Willey Creek Development Co.

- * Turnkey Design Build
- * Custom Design Build
- * Lease/Option/Sale



WHY LOCATE IN EXETER CORPORATE PARK?

- Extraordinary accessibility to Route 51, I-95, I-93, Route 495, Route 128, Boston, Manchester, Portland all within an hour's travel time.
- Invaluable municipal utilities, water and sewer plus electric power. Low insurance rates. No sales or income tax. Strong, dedicated, New Hampshire work-ethic, labor force is plentiful.
- All sites in beautiful natural wooded settings. Park located in heart of the Seacoast, yet close to mountains, lakes and vacation country. Unpolluted water and fresh air the rule.
- Exeter has excellent public schools, is the home of world renowned Phillips Exeter Academy, is close to the University of New Hampshire (10) miles, beaches, recreational facilities and offers an unrivaled quality of life.
- Exeter is the former revolutionary capital of New Hampshire, is now the county seat, has a manager/town meeting form of government, is a zoned/master planned community of 11,000 and is unalterably committed through the corporate park to fostering a suitable environment for corporate prosperity and growth.
- Exeter Corporate Park was conceived by the town fathers and has been wholeheartedly endorsed by voters at town meeting. The park's exceptional proximity and physical characteristics make it the most desired corporate location in the popular Seacoast area.

Call David E. Gompers
603-778-8107



Willey Creek Development Co. Inc.

Watson Brook Road
 P.O. Box 1070
 Exeter, New Hampshire 03833 USA

DECEMBER

Peter Elliot and C.W. Whittier sell 126 High st., Boston, 70,000 s/f, for D&G Realty to First Claremont Corp. for \$12.7m.

Northgate Management building 60,000 s/f office condominiums in Londonderry, N.H.; Page Michaelis & Rudolph architect.

Marianne MacDonald brokered a seven acre parcel on New Bedford's waterfront for \$2.9m to Julius Cavadi; 360,000 s/f.

Leggat McCall and Linell & Co. lease 55,632 s/f at Hillside Offices Bldg., Needham, to G.T.E. Gov't. Systems Corp.

Norwood Group to develop \$8m 93,500 s/f New England Corp. Ctr. in Westboro; Symmes, Maini & McKee architect.

Condyne Inc. to design/build \$2.6m 100,000 s/f headquarters for Richard Klein at Stone Industrial Park, Wrentham.

Kay Cos. leases 50,000 s/f at Independence Park, Hyannis, to Fibronics Int'l.; \$3.6m Shawmut Bank of Boston financing.

Arlon Brown of R.W. Holmes handles 16,220 s/f in two leases in Natick to Bacon Assoc. and Microwave Labs.

Wayne Spiegel of R.W. Holmes sells land for 99,000 s/f \$5m industrial condo by Otis-Lawrence in Northboro.

Rudi Lazarus and Joanne Townsend of William Pitt broker 7.5 acre \$3m sale of condo site in Norwalk for Burndy Corp.

Peter Elliot and Coldwell Banker sell \$1.6m 12,000 s/f Newton building for Robert Morris to Kurt Saracen.

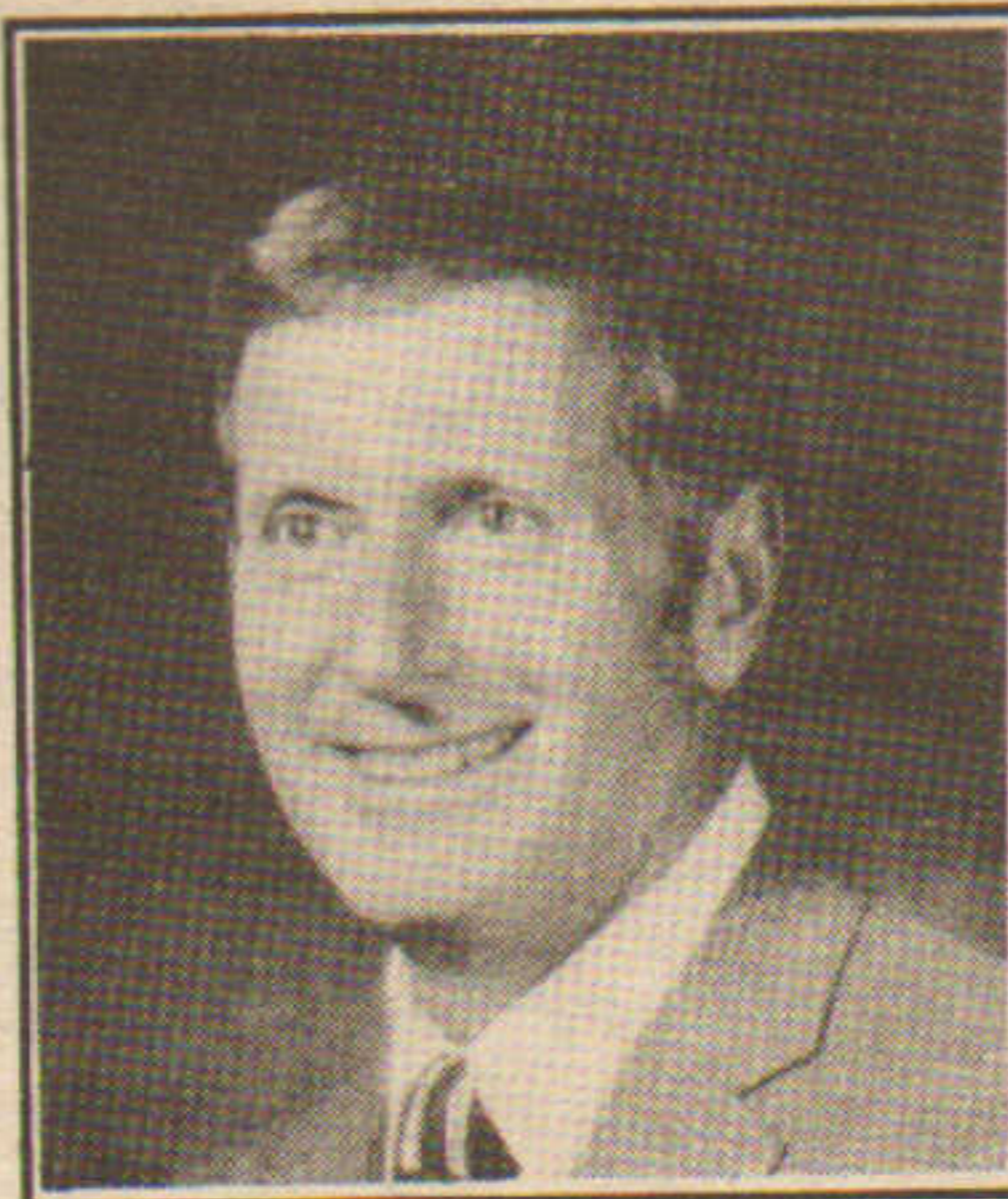
David Bisbee of Rene Poyant handles \$1m sale of Hyannis property for John Gikas to Dan'l Webster Realty.

Northland Inv. starts \$20m One Portland Sq. offices with J.B. Brown & Sons and Atlantic Shopping Centers.

Joseph Buscone builds 228 Plymouth condos for \$22m; Milford Savings financing 26 acre parcel; Pyramid Construction builder.

Steven Druth and Christopher Davies of Finlay Comm'l. R.E. broker \$925,000 sale of 12,500 s/f in Lowell.

DaQui Belding reaches 60,000 s/f leased at I-91 Tech Center in Rocky Hill; Aetna signs for 13,000 s/f.



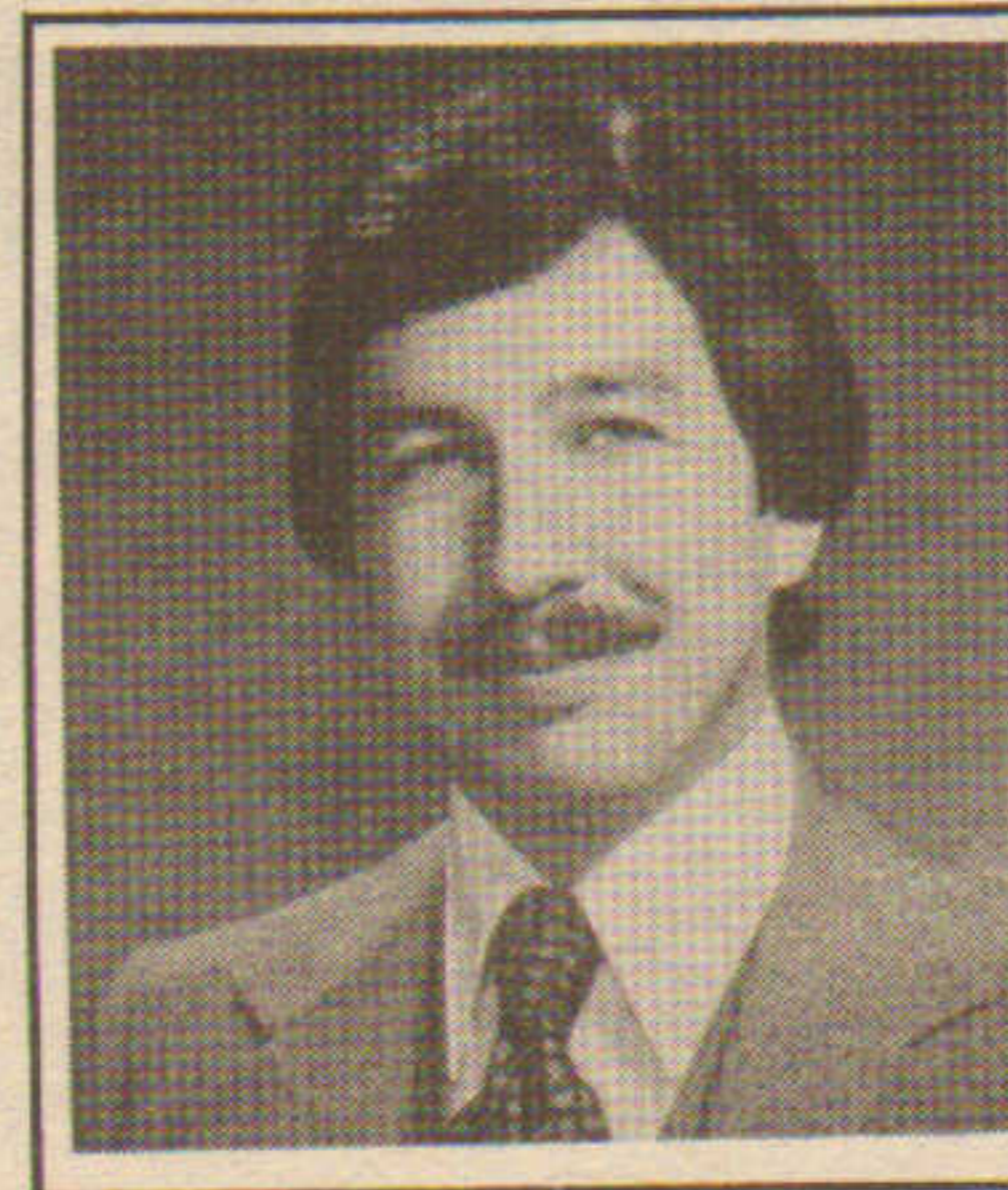
Walter Schultz
M. J. NEIDITZ CO.



Richard Hayes
THE HAYES CORPORATION



Richard Reynolds
HINES INDUSTRIAL



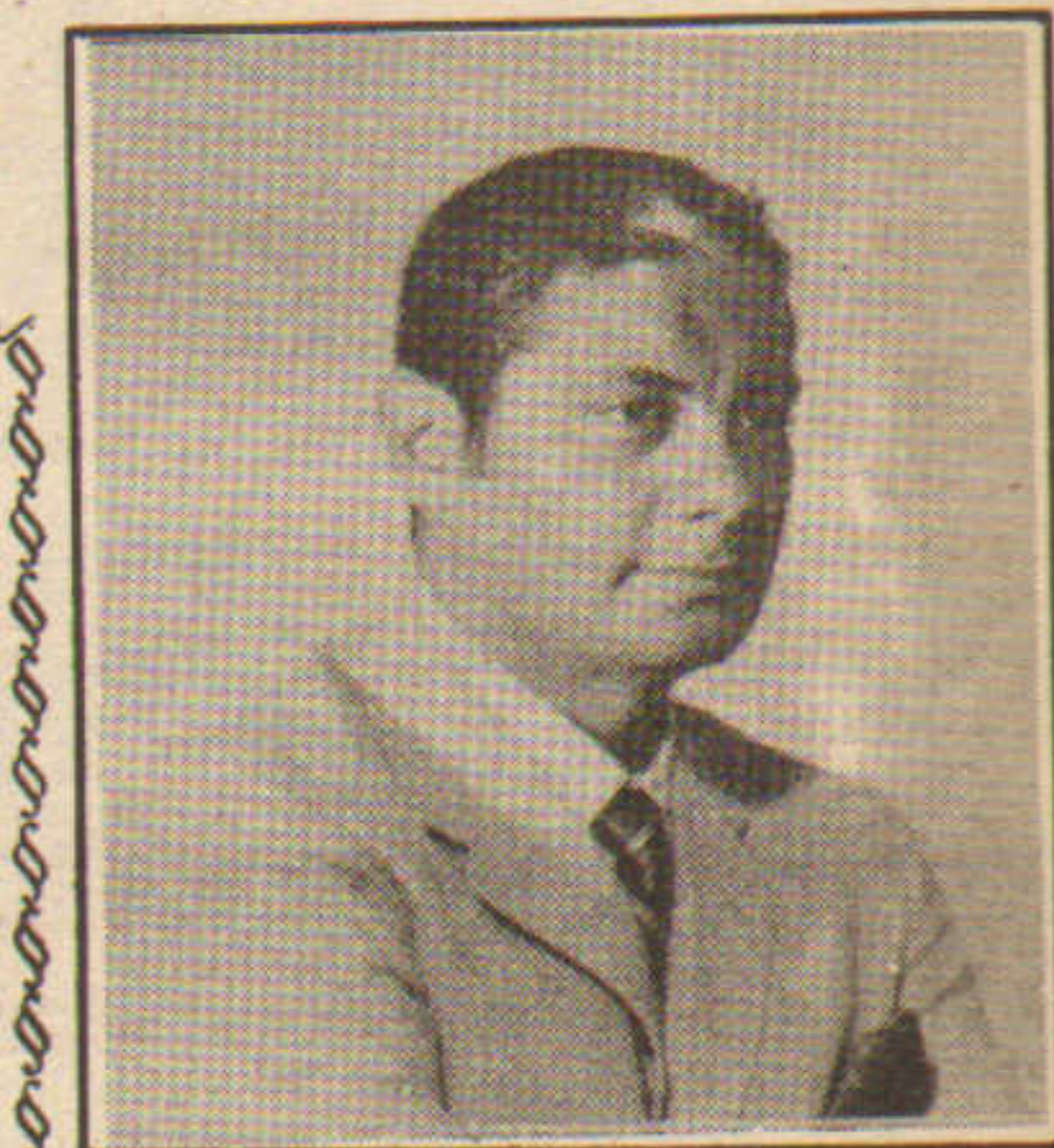
Howard Grossman
HOWARD GROSSMAN CO.



Thomas Walsh
THE CODMAN COMPANY



Gregg Jordan
HUNNEMAN COMMERCIAL



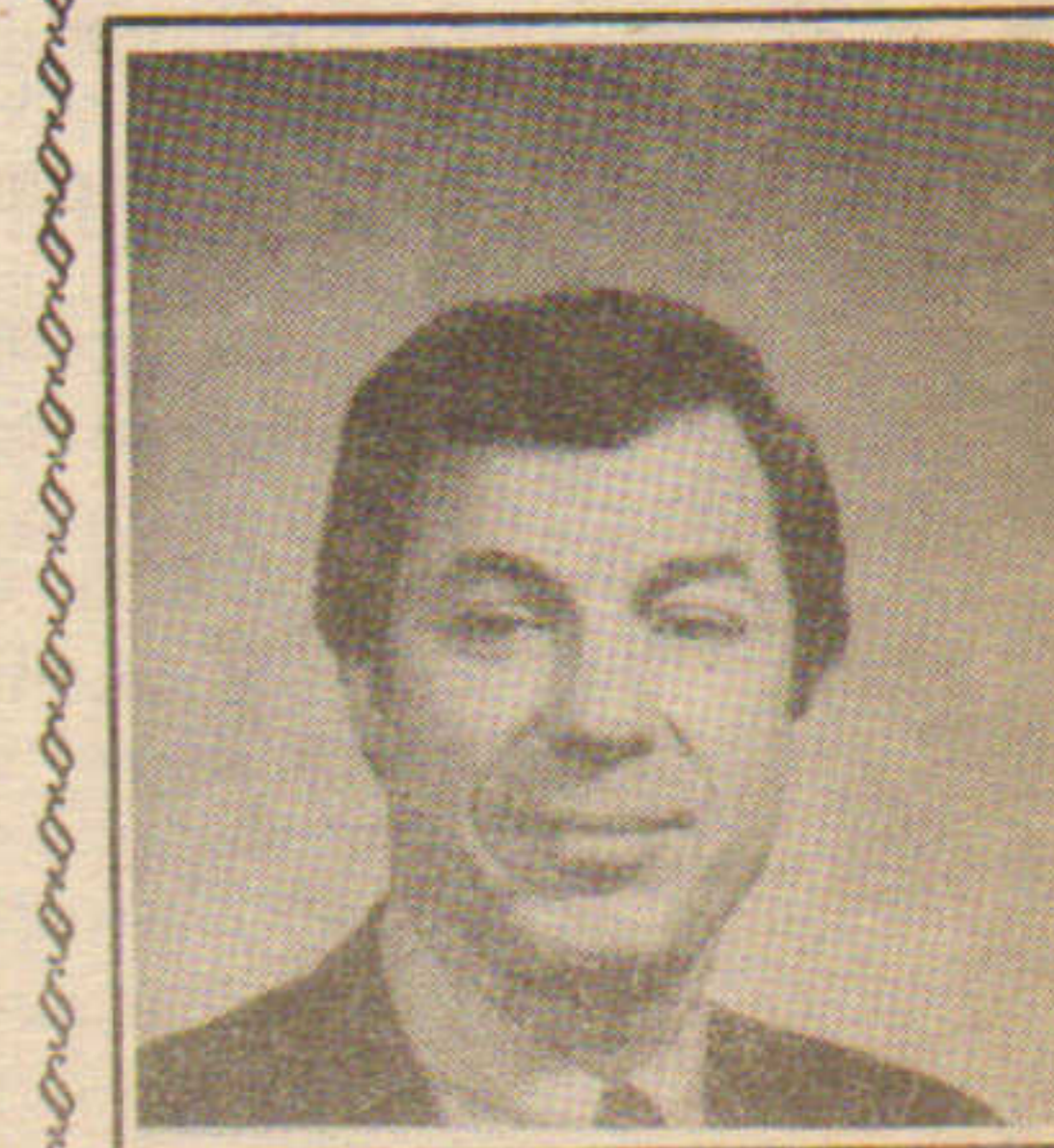
Berge Nalbandian
BERGE'S REAL ESTATE



Kevin Geenty
THE GEENTY GROUP



Jay Aleck
ELAINE DEV. CO.



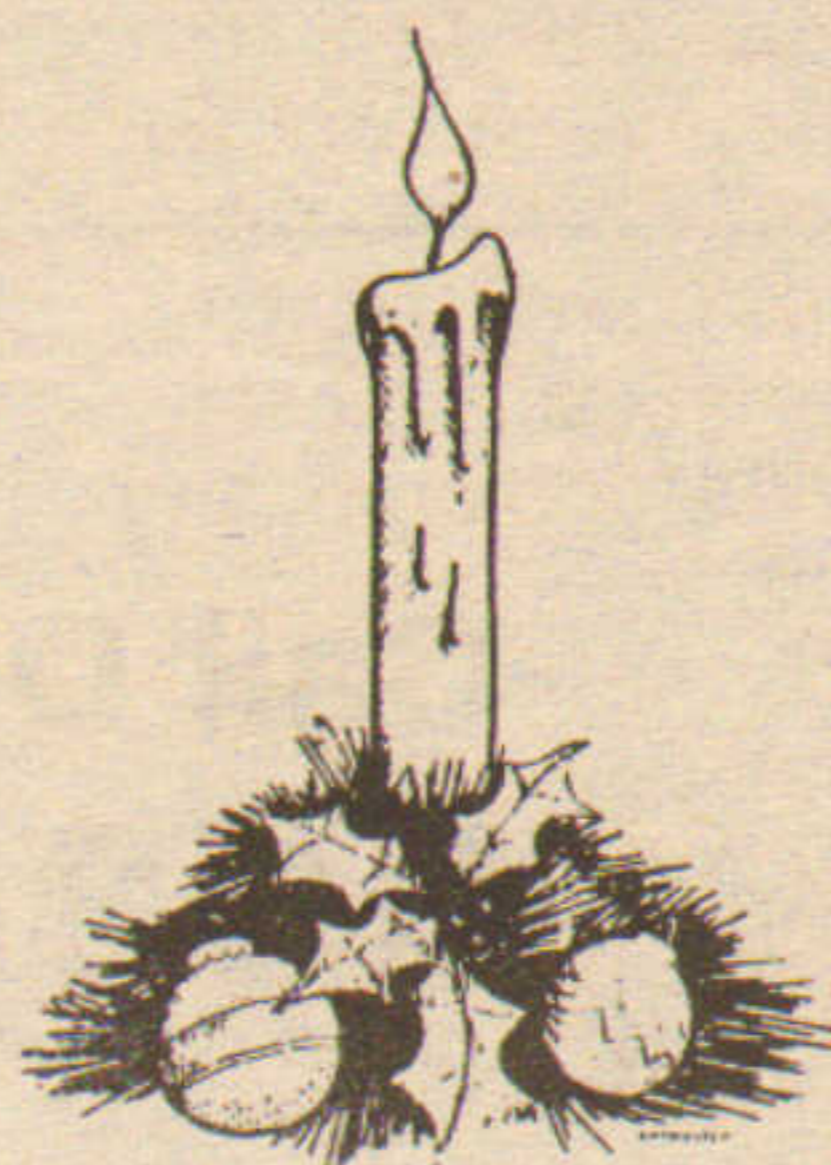
Robert DeMarco
CAMPANELLI INDUSTRIES

HAPPY HOLIDAYS!



During the Holiday Season more than ever, our thoughts
turn gratefully to those who have made our progress possible.
And in this spirit we say, simply but sincerely

**Thank You and Best Wishes
for the Holiday Season and a Happy New Year**



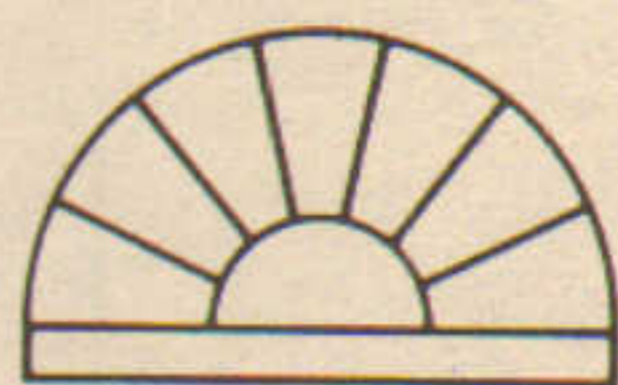
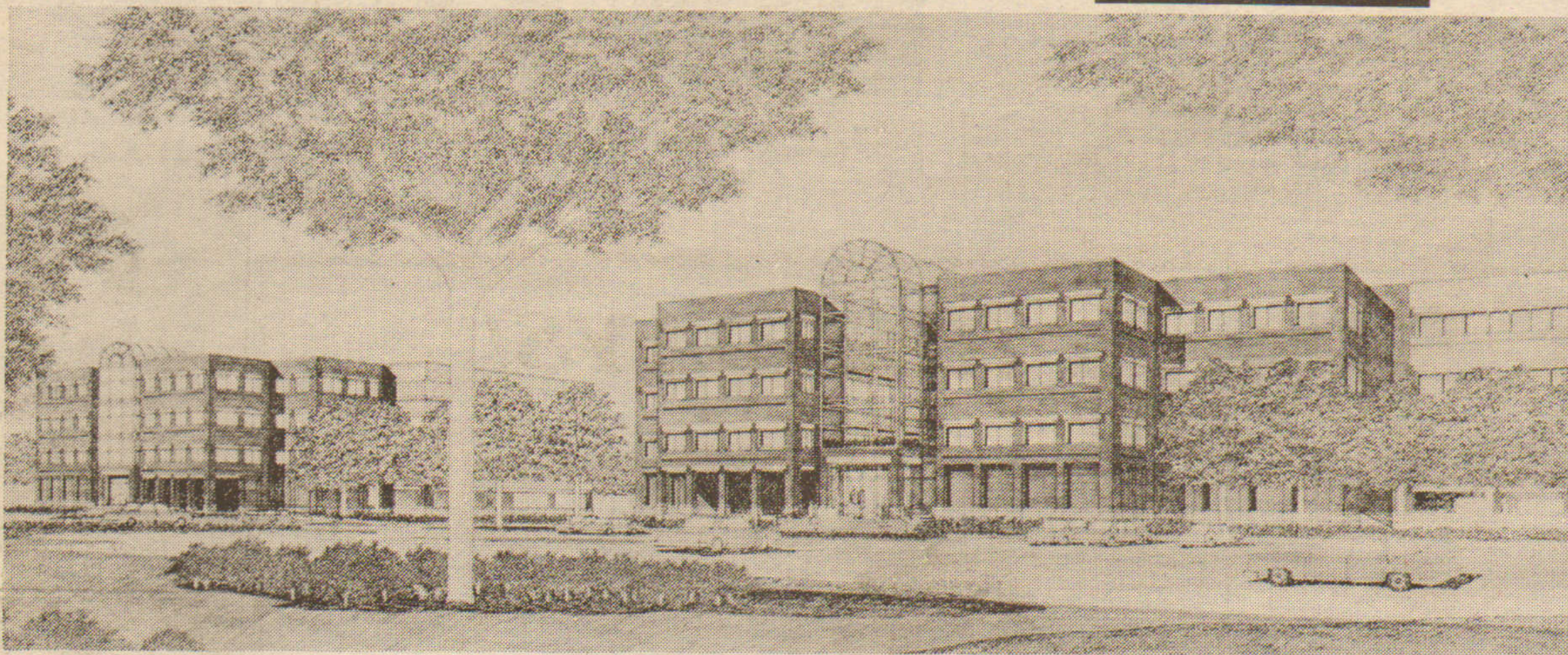
**Rachel Goldberg, Peter Frenette
Jan Stevens, Mark Watson**

RACHEL GOLDBERG REAL ESTATE

FOUR COPLEY PLACE #705, BOSTON, MA

Look for the Feb. 1, 1987 opening of our Florida office
at 3920 RCA Boulevard, Palm Beach Gardens, FLA. 33410

An Office Address That Puts You On The Right Track... In Seconds.



Braintree Executive Park

Here's a location that takes the time and aggravation out of your commute.

For a start, travel to and from the office is easy. A short walkway provides a direct link between Braintree Executive Park's twin buildings and the adjacent MBTA Red Line station—the only complex in Braintree to offer

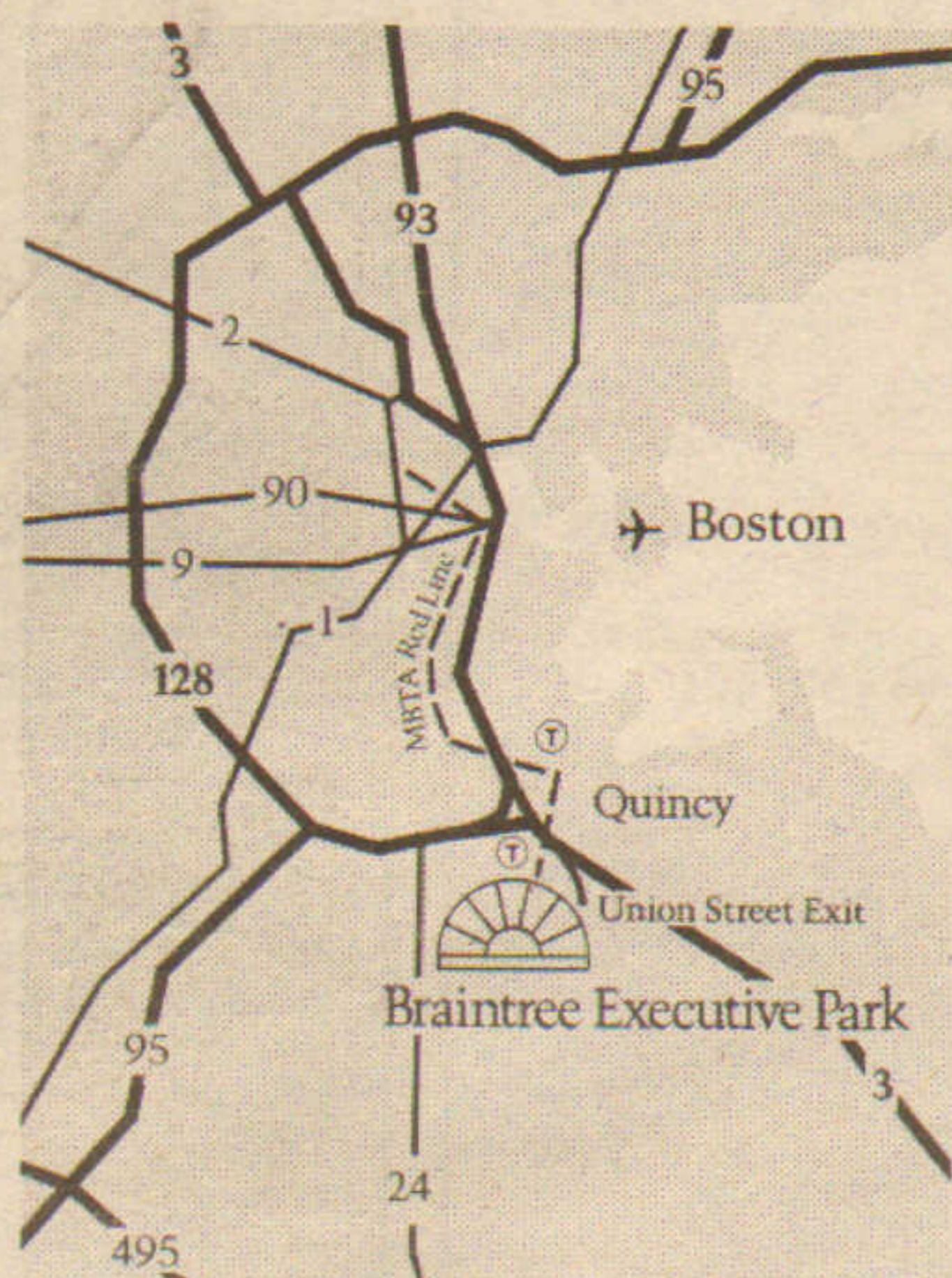
such a commuting bonus. Located at the Union Street interchange of Route 3, drivers will find access to the Park from the South Shore, Route 128 and I-93 superb. Driving time to Boston is only 20 minutes. Parking is easy too, with 100 covered parking spots and over 300 surface spaces.

The twin buildings are clad in a combination of rich materials including brick and exposed aggregate pre-cast panels. Facade details include pre-cast lintels above the windows and contrasting accent brick bands below the windows. Interior lobby materials meet today's corporate needs for quality and image with polished granite walls, quarry tile floors, brass lighting and lush interior landscaping.

Together they provide 124,000 square feet of first-class office space reached through an imposing 4 story glass-enclosed atrium that creates a pleasant atmosphere for employees. A surplus of prestigious corner offices are available on each floor as well as interior offices overlooking the grand lobby atrium.

Braintree Executive Park is located in a vibrant business environment and it's also close to hotels, restaurants and shopping (the South Shore Plaza is only minutes away). Corporate neighbors, who bring cachet to the area, include Procter & Gamble, Howard Johnson's, Citicorp, Boston Edison and Dean Witter Reynolds.

Take advantage of this rare opportunity and contact our leasing agent or your broker for more information.



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BANKER**

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A Joint Venture of Dickinson Development,
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Life Insurance Co.



DECEMBER

Thomas Walsh of Codman Co. brokers \$11.85m No. Woburn Ind. Ctr. sale for Prudential Insurance to Cummings Properties.

Richard Morris of Peter Elliot & Co. sells 33,000 s/f office building in Nashua for Dunstable Assoc. to Thompson Prop.—\$1.95m.

John Moynihan and Louis Zuliani start \$7m 130 unit Days Inn in Foxboro; Foxborough Savings, Woburn Five loans.

Spectrum Financial arranges \$26m for 5 Koala Inns; TFG-K Inns Assoc. acquires 521 rooms in Mass. and Maine.

ComFed Realty Credit provides \$7.2m financing for 190 unit Candlewood Apts. in South Windsor, Conn. to Mill Meadows Assoc.

Boston Mortgage Co. arranges \$28.8m loan for 144,000 s/f offices developed by Ingalls Assoc. and Leggat McCall.

David Dean and Edward Belair of Bredice & Dean sells \$3.36m Torrington Extend-a-Care Ctr. to Beverly Enterprises.

Gerri Rachin of H. Lotman & Co. brokered a sale, leaseback and lease in Allston; \$575,000 sale for P. Sprecher to K. Crystal.

\$6.9m Hospital Trust financing for 144,000 s/f Tower Triangle at Portsmouth, R.I. Business Park; Lerner Assoc. architect.

Carlson Commercial handles sale of 15,080 s/f in North Andover for \$831,555 for Elm Square Builders to Captaire.

Robbins Group buys 156 units in Burlington, Mass. for \$11.1m from Aurele Cormier; plans conversion to condominiums.

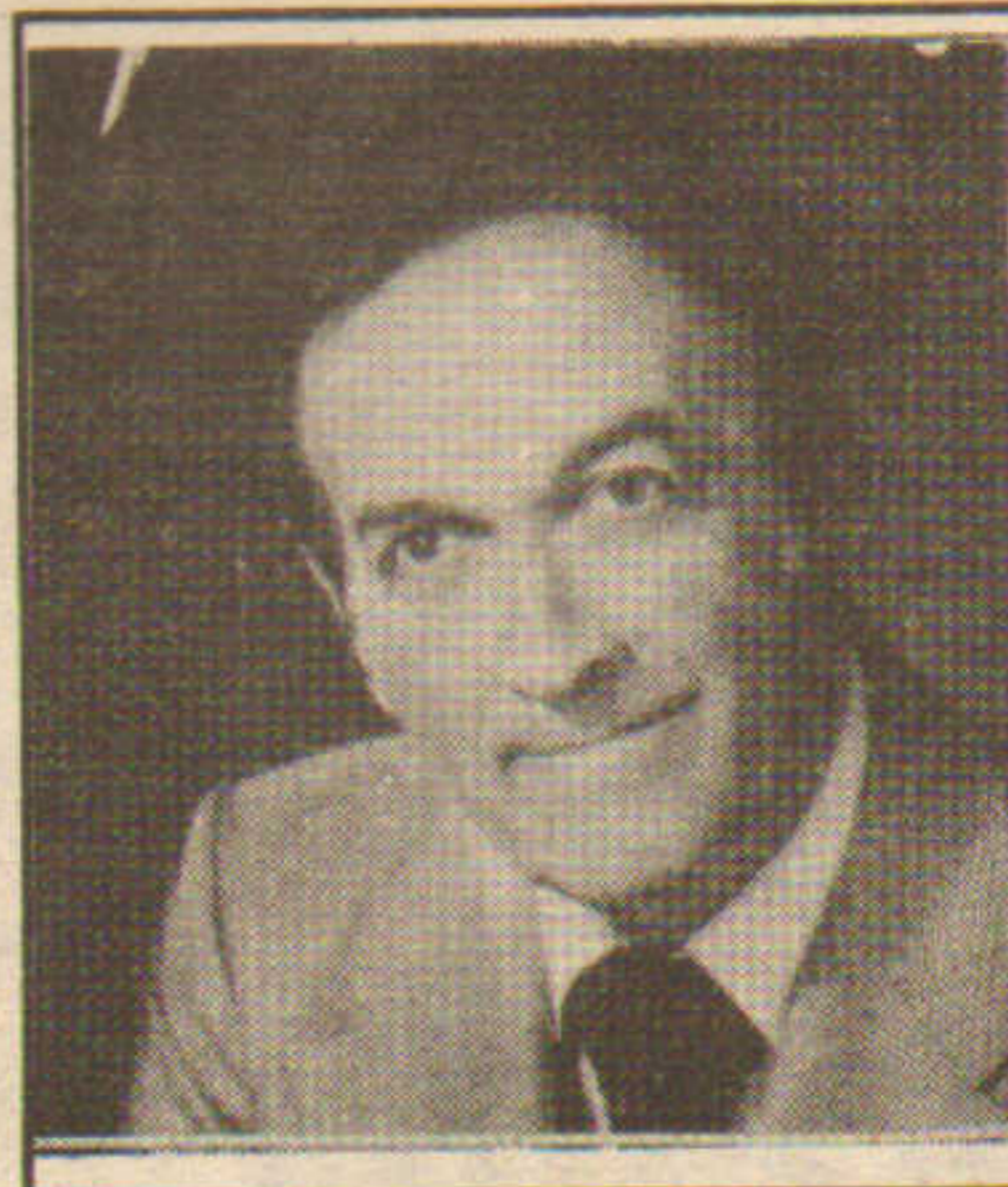
Ashworth Mortgage places \$3.2m mortgage for 125,000 s/f Putnam Shopping Center anchored by Kmart, First National.

Arthur Bonin sells 72,000 s/f Haverhill building to Cambridge Equity Assoc. for \$1.1m; Steven Cohen plans 86 condominiums.

Smith & Reynolds and Robert Price cobroker \$1.45m West Springfield sale for A.J. Lane to Pieroways; 49,770 s/f building.

Health Dev. Corp. and A.D. Makepeace acquire \$4m Lexington Club; First Bank Bristol & Parker Mills finance 55,000 s/f.

Coldwell Banker, Forsthofer Group lease 40,000 s/f for Keith Group at Goodwin Square, Hartford to law firm.



Milton Cail
CAIL REALTY



Lucia Kittredge
MATARAZZO DESIGN



Paul Maggiore
THE MAGGIORE COS.



Lynne Barron
BARRON CO.



Lynn Swain
BRONSON & HUTENSKY



James Murphy
CAPITAL REALTY SERVICES



BUILDING OWNERS AND MANAGERS ASSOCIATION
24 School Street, Boston, Mass. 02108

1986 OFFICERS

Jeremy Hubball, President

Northland Investment Corporation

John A. Elliott, Jr., CPM, Vice President

Northland Investment Corporation

Irving Busny, Secretary

The Slater Company

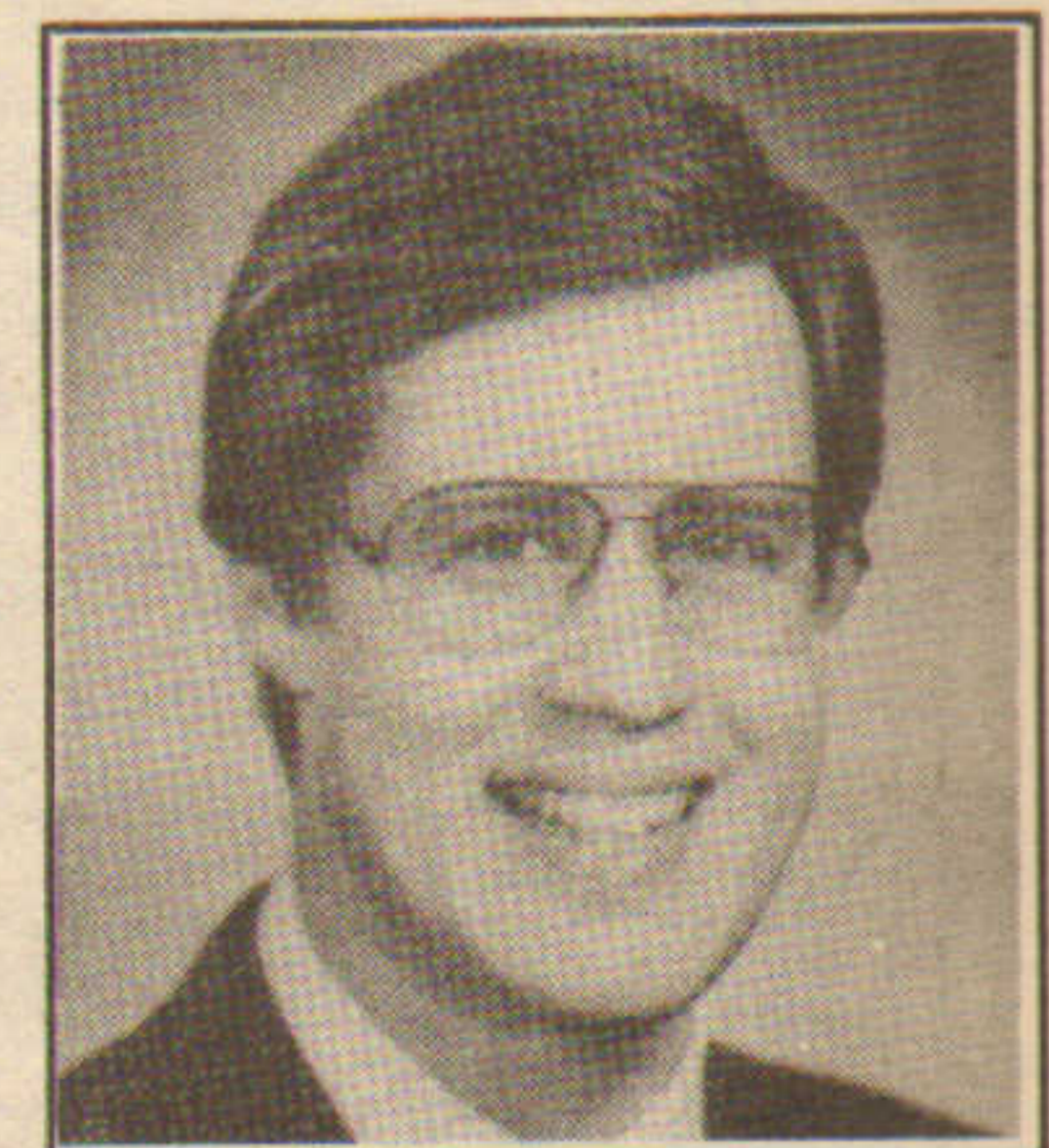
1986 EXECUTIVE BOARD

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Allan Bisk
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Dennis Callahan, CPM
Leggat McCall
David W. Clarke, Jr.
Ronald R. Dion
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COM/Energy Services Company
Dana J. Harrell
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Maribel Ossorio, Secretary



Leo Kamin
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TRODELLA ELEVATOR



TRODELLA COMPANIES

24 River Street, Winchester, MA 01890 (617) 721-2575

DECEMBER

H.J.Davis starts \$50m 171 unit River Court, Cambridge, condos; Otis & Ahearn mktg., Bank of N.E. loan; Niles mgr.

Von Kohorn arranges 5 loans, \$125m, to Beacon Hotels in 3 states with Westinghouse, CIGNA & ITT; 1,250 suites & rooms.

James Nicoletti of The Codman Co. leases 75,843 s/f at the I-95 Ind. Ctr. at 495 in Mansfield to Brooks Drug for M&E Printers.

\$46.67m Boston Mortgage Co. loan with Teachers Ins. to Bay Colony Corporate Ctr., Waltham for 275,000 s/f.

Paul Rodia of Drubner Ind. sells \$4m 50,000 s/f office building in Southbury to Professional Property Associates.

Fred Raucci of Levey Miller Maretz brokers \$4m sale of 126 apts. in East Haven to Joe Lukas and Paul Kozloski.

P.J. Stella builds 89 Shipside Green condos for \$9m in Medford; Unihab archt. and owner; Essexbank financing.

Codman Co. & Leggat McCall/Grubb & Ellis cobroker 101,000 s/f lease for Chiofaro Co. to Proteon in Westboro.

SPT leases 20,377 s/f for Rosewood Dev. at Northwoods in Danvers; E. Hunter and B. Richardson brokers for offices.

David Gompers brokers \$5.2m 15 acre parcels in Exeter, N.H. to Arbor Group for condos, apts., offices; Stahl/Sturges archt.

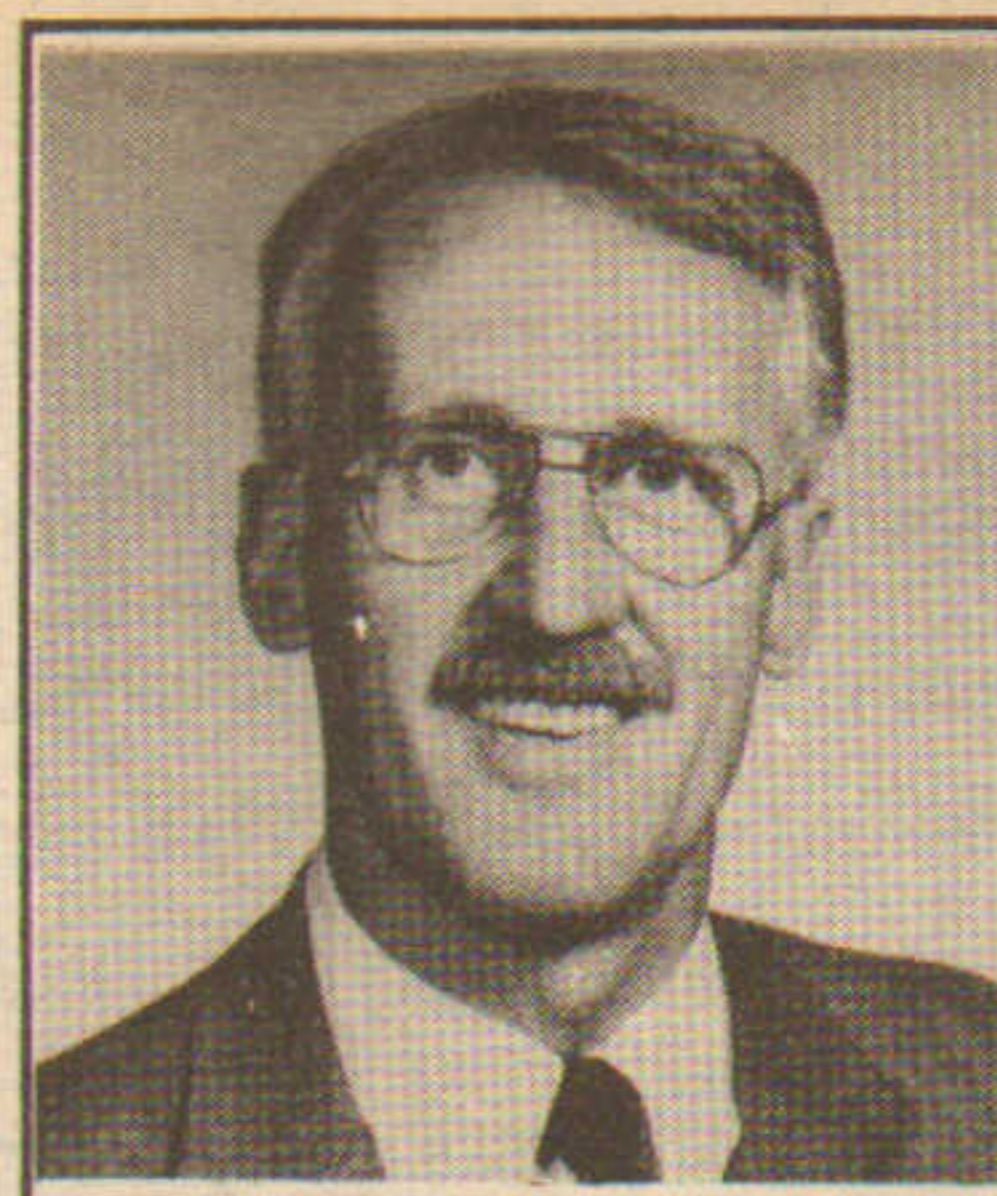
Bruce Lee of Coldwell Banker leases 12,000 s/f building in Bedford, Mass. for Meadow Brook Associates.

Peter Elliot and Coldwell Banker cobroker 10,392 s/f for R—G Dedham Ltd. to Combined Insurance in Dedham.

National Dev. buys 100,000 s/f Mansfield building for \$4.5m from BDF; Thomas Walsh and Steven Clancy broker.



Cristy Maltas
THE STREHLKE CORP.



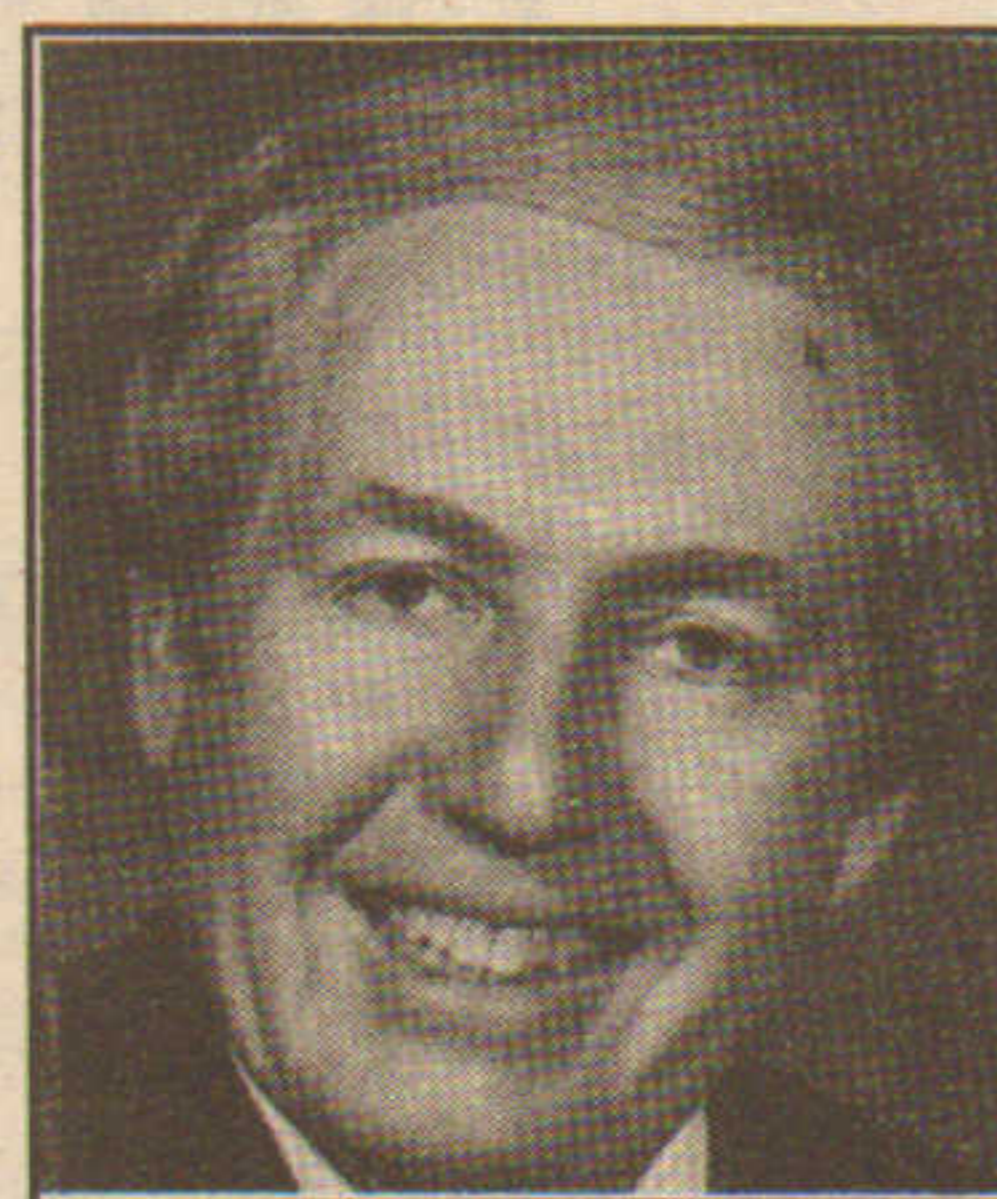
Peter Hourihan
CANNON BOSTON



William Bliss
W.L. BLISS ASSOC.



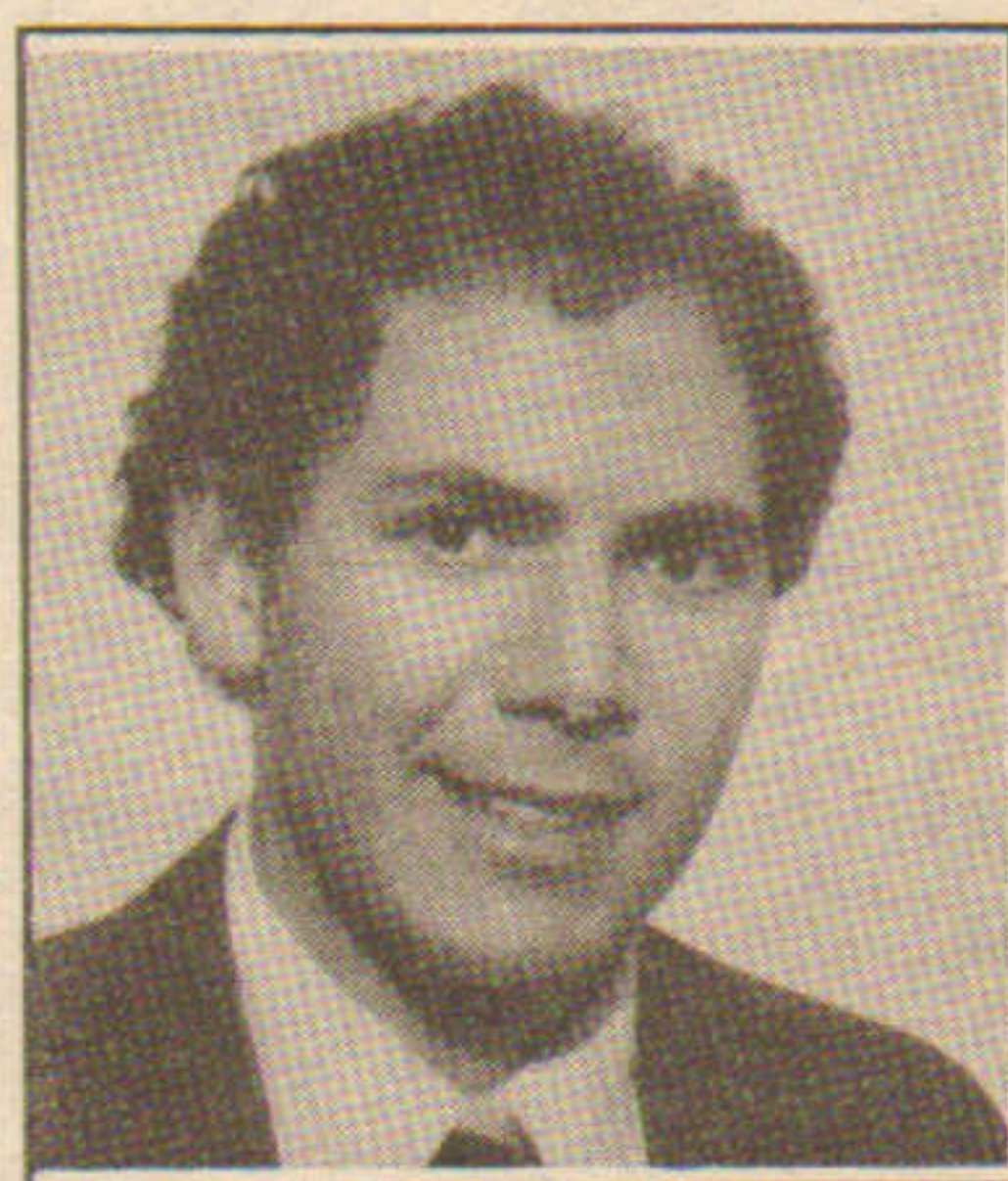
Carol Nadeau
BANKE ASSOC.



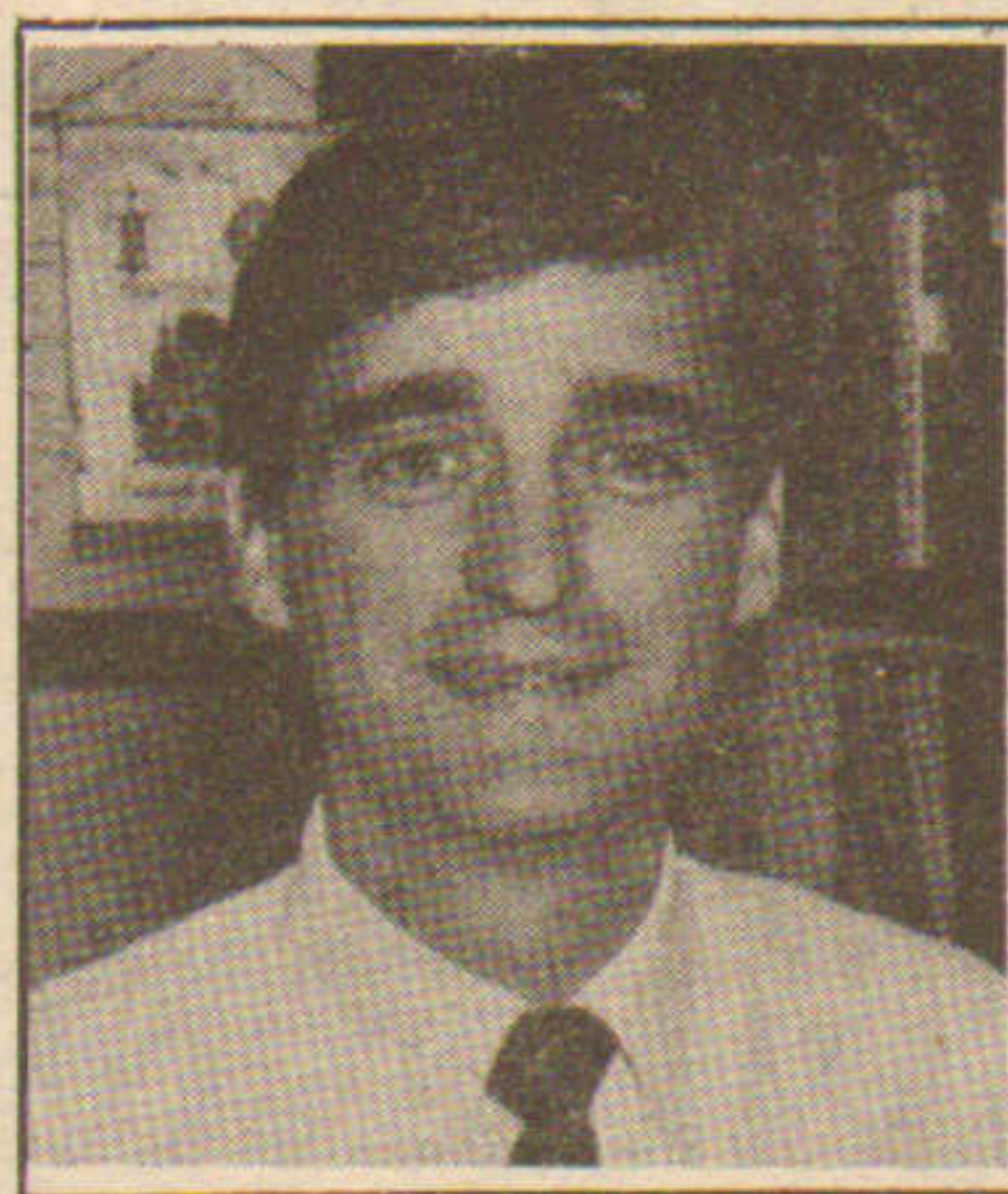
Bernard Rosenshein
ROSENSHEIN ASSOC.



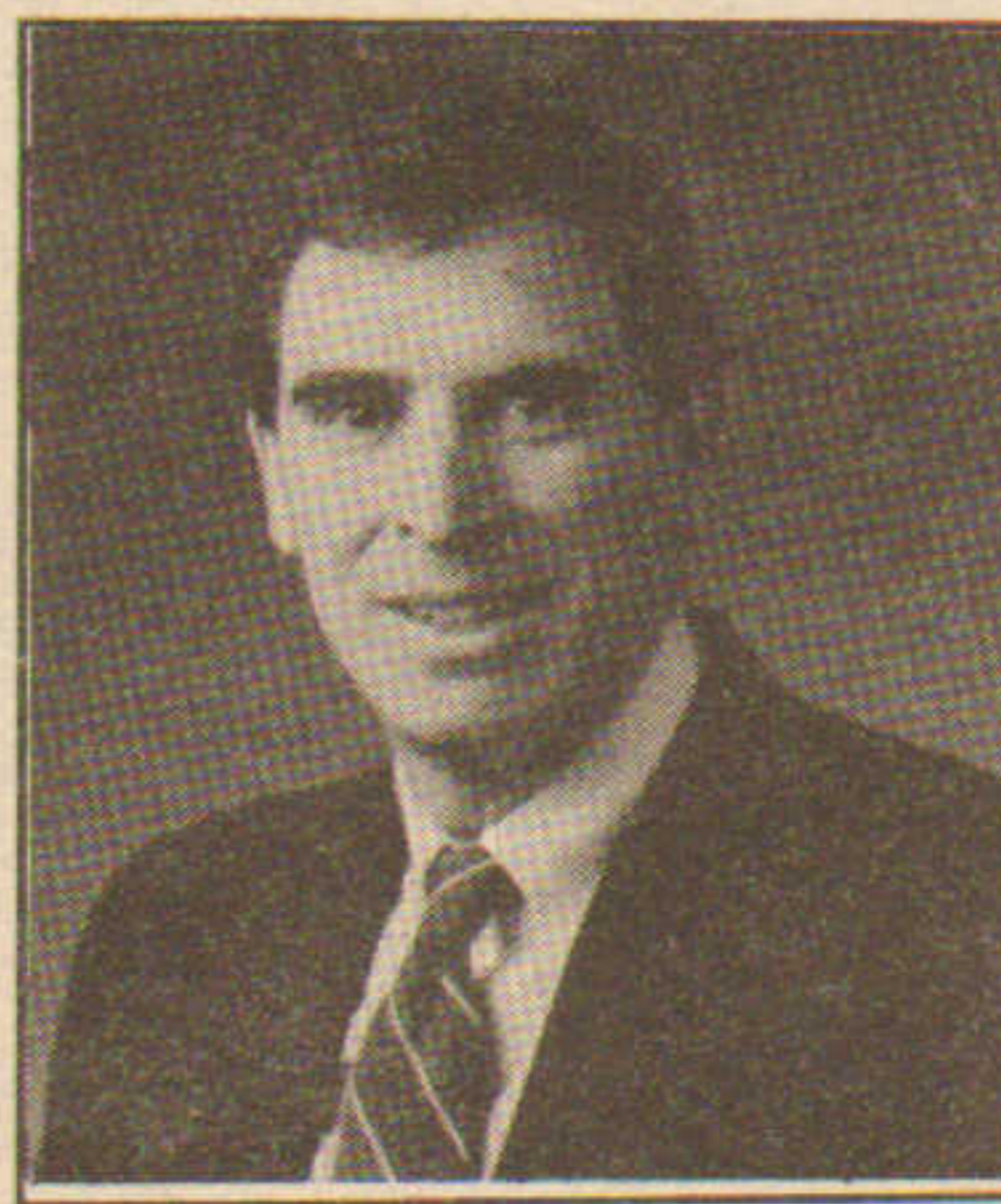
Paul Tortolani
MASS. DEPT. COMMERCE



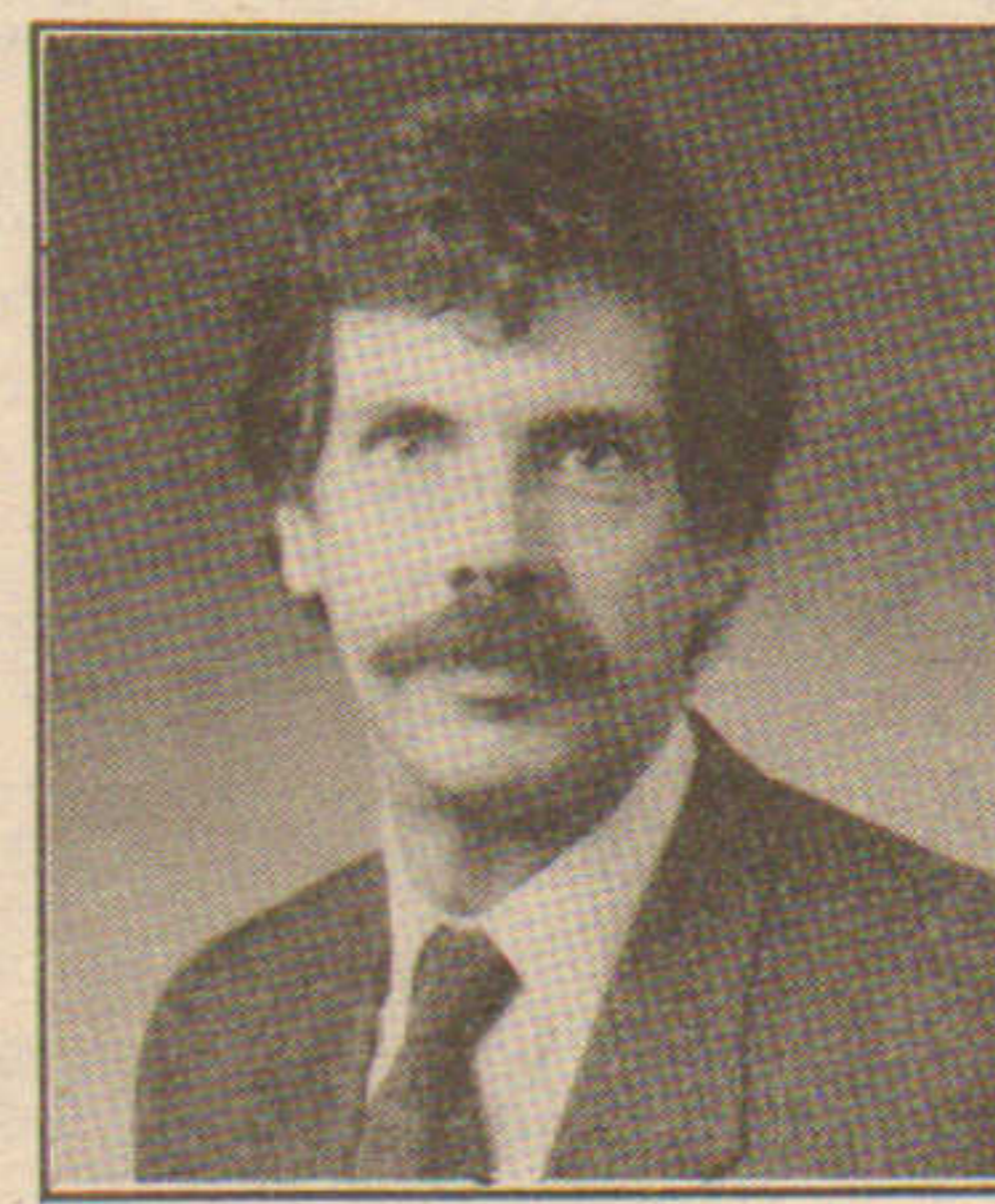
Robert Schlager
BULFINCH COMPANIES



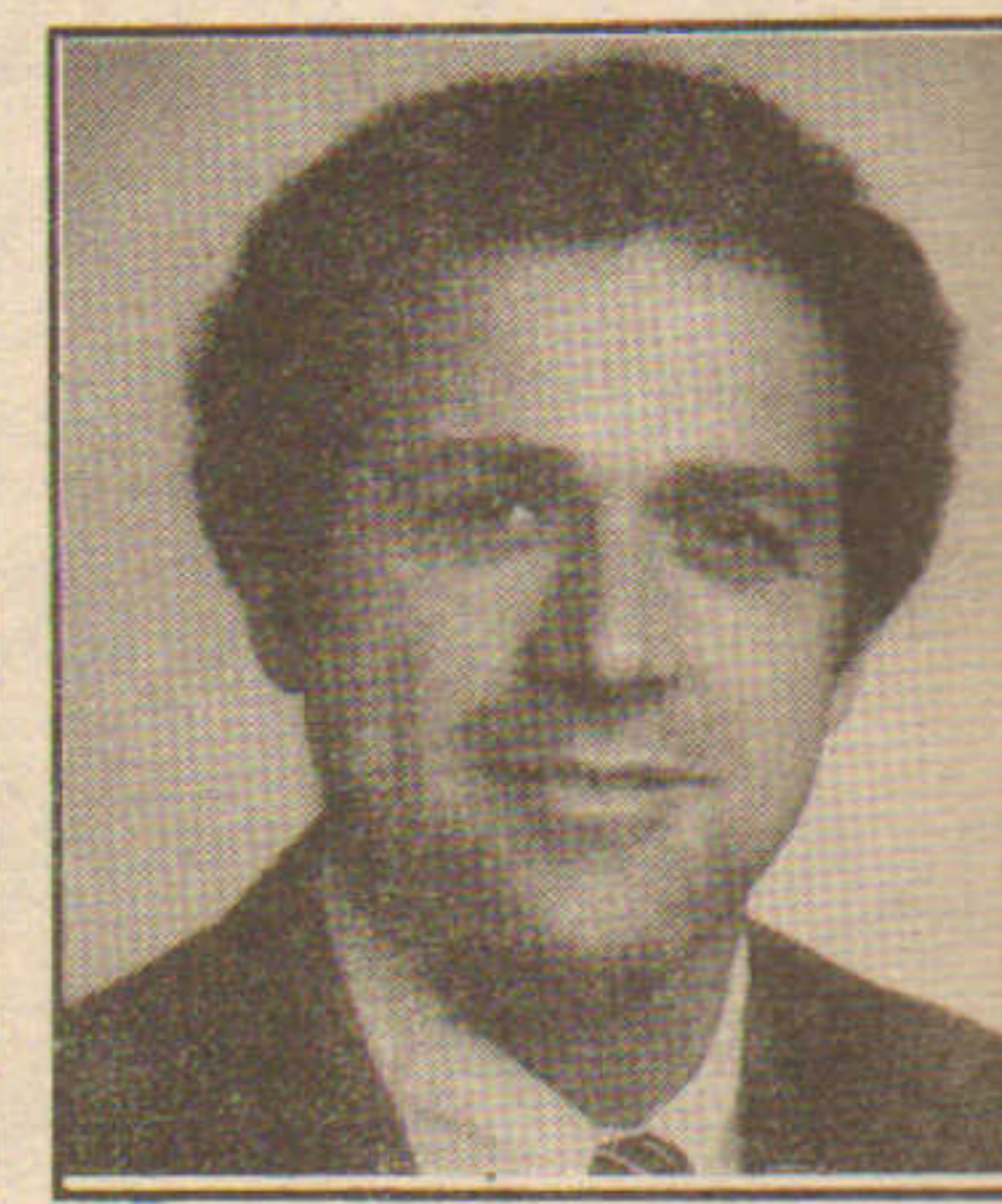
Marcel Valois
BLACKSTONE VALLEY C of C



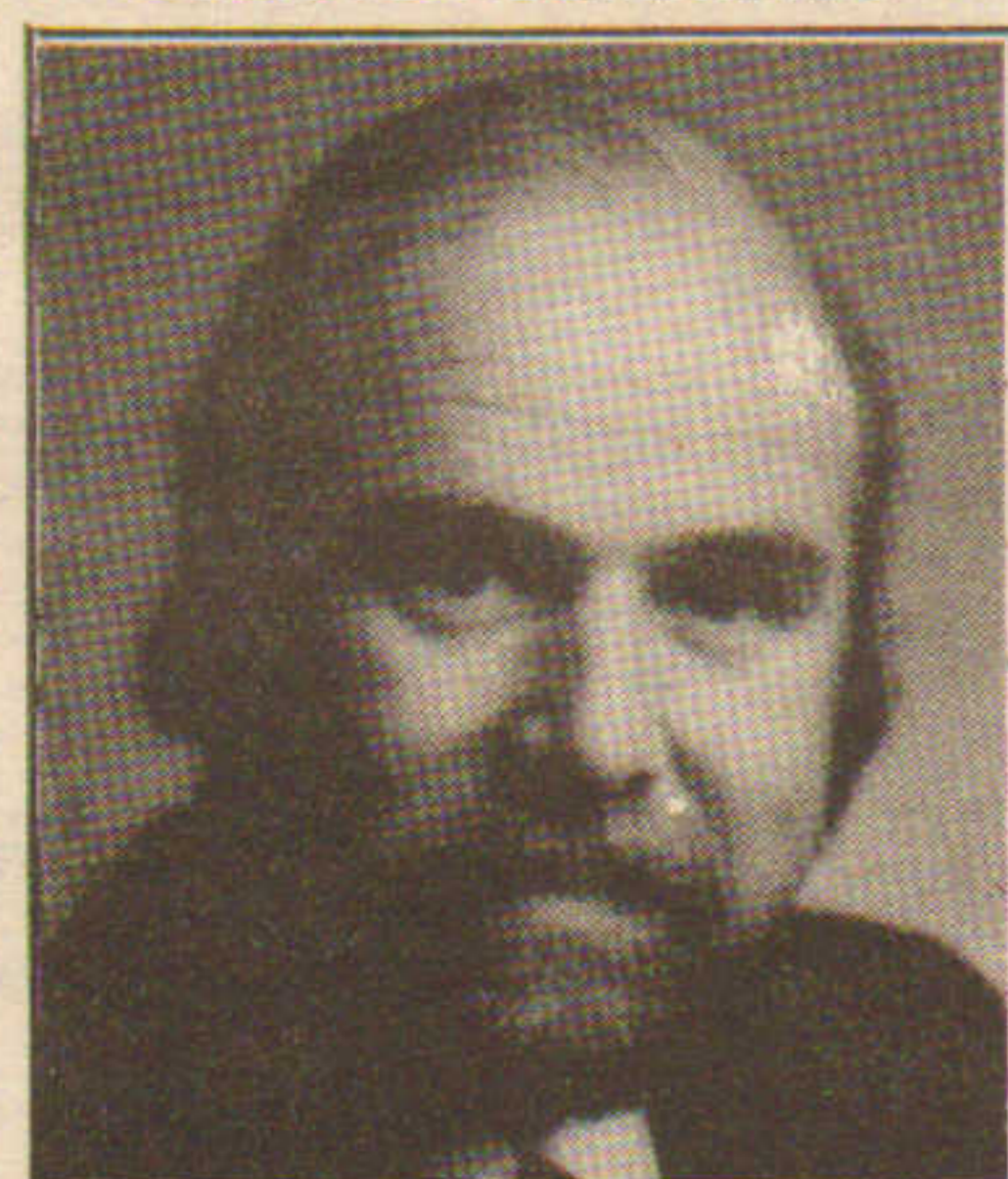
Harold Howell
BOSTON FINANCIAL



Fred Pratt
BOSTON FINANCIAL



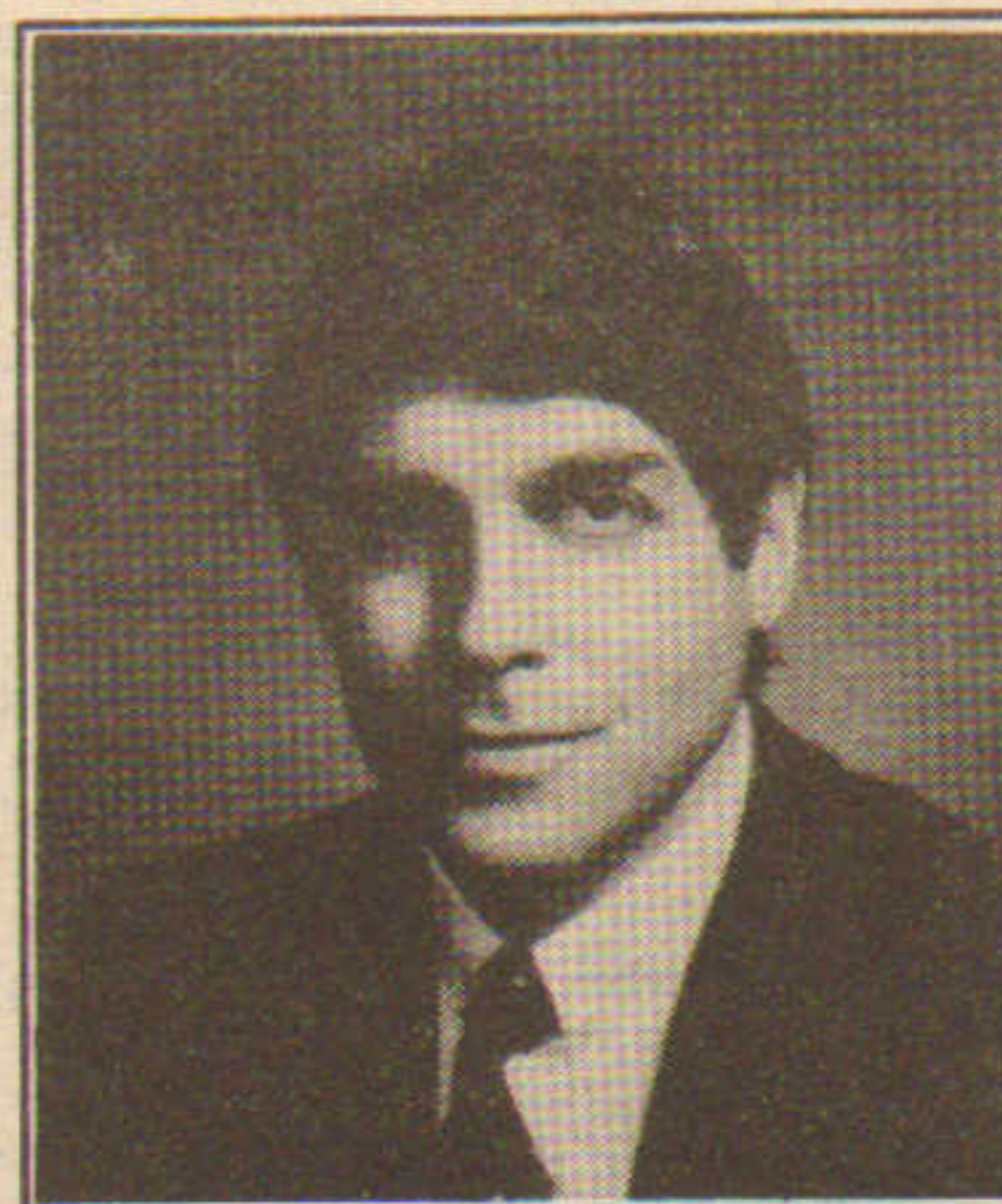
Richard Gallivan
PELLEGRINI & BLAIR



George Yerman
YEREMIAN ADVERTISING



Barbara Pearce
H. PEARCE CO.



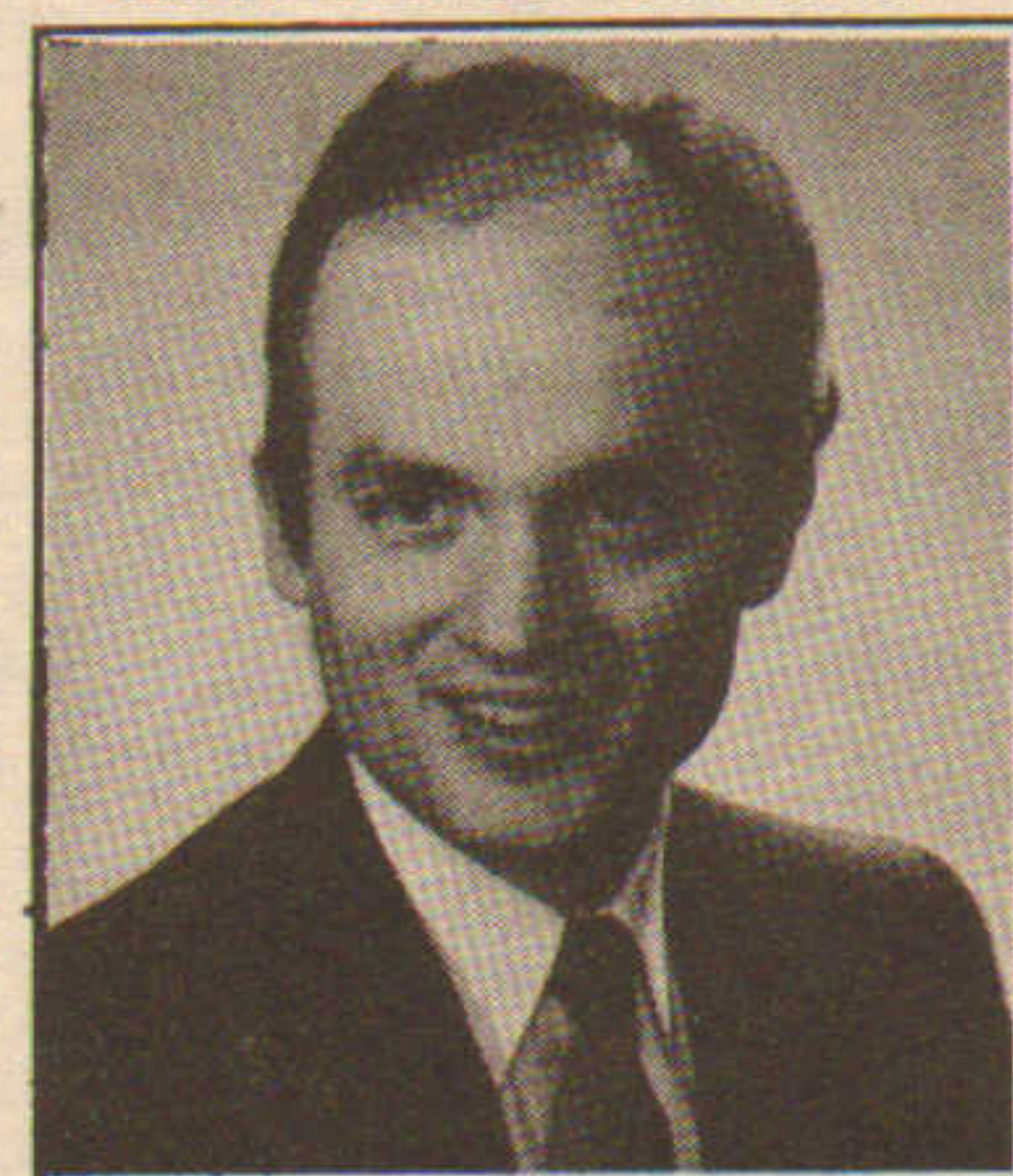
Merrill Diamond
PARENCORP



Randy Anagnostis
FIP CORP



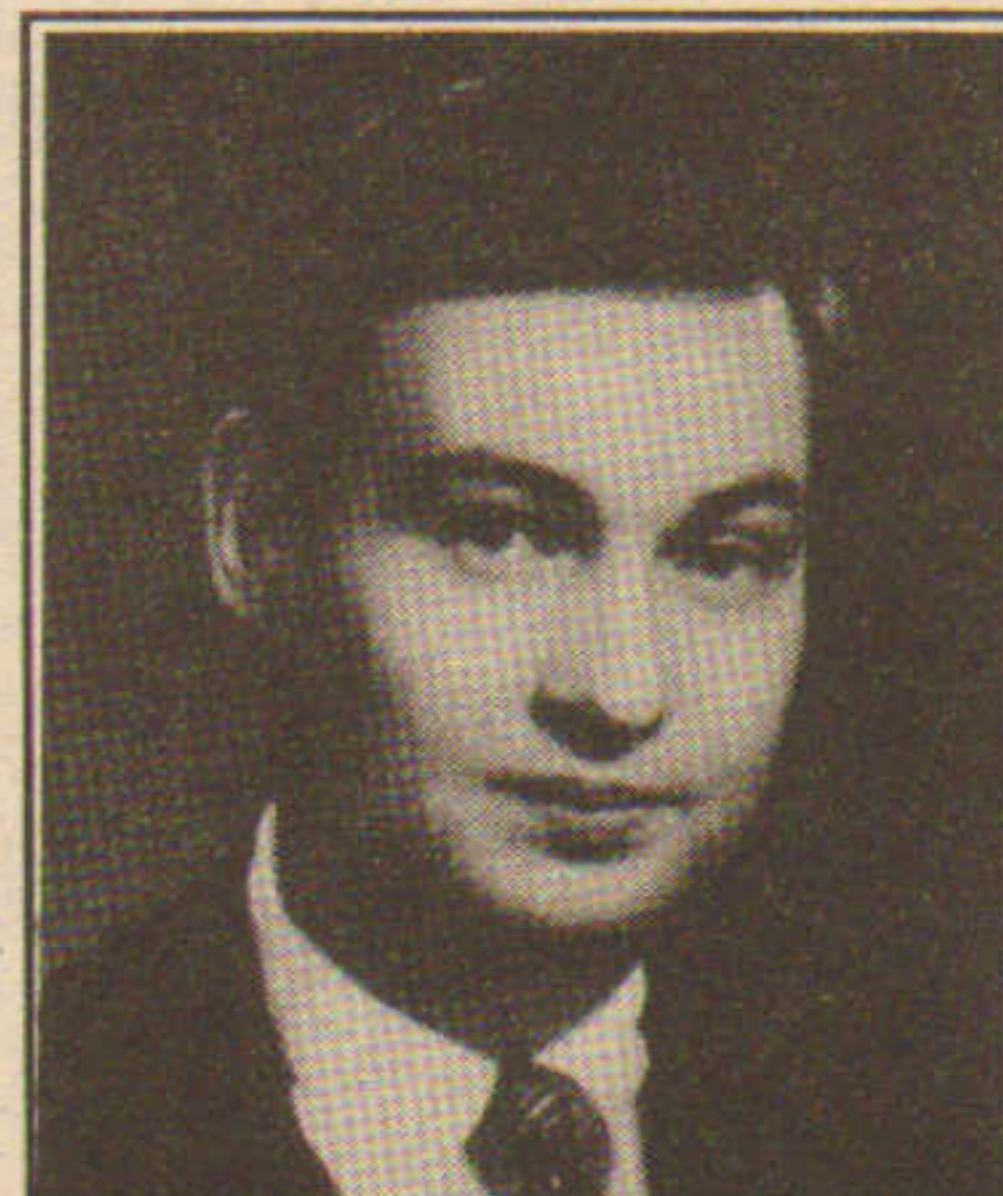
Maria White
PLYMOUTH IND. COMMONS



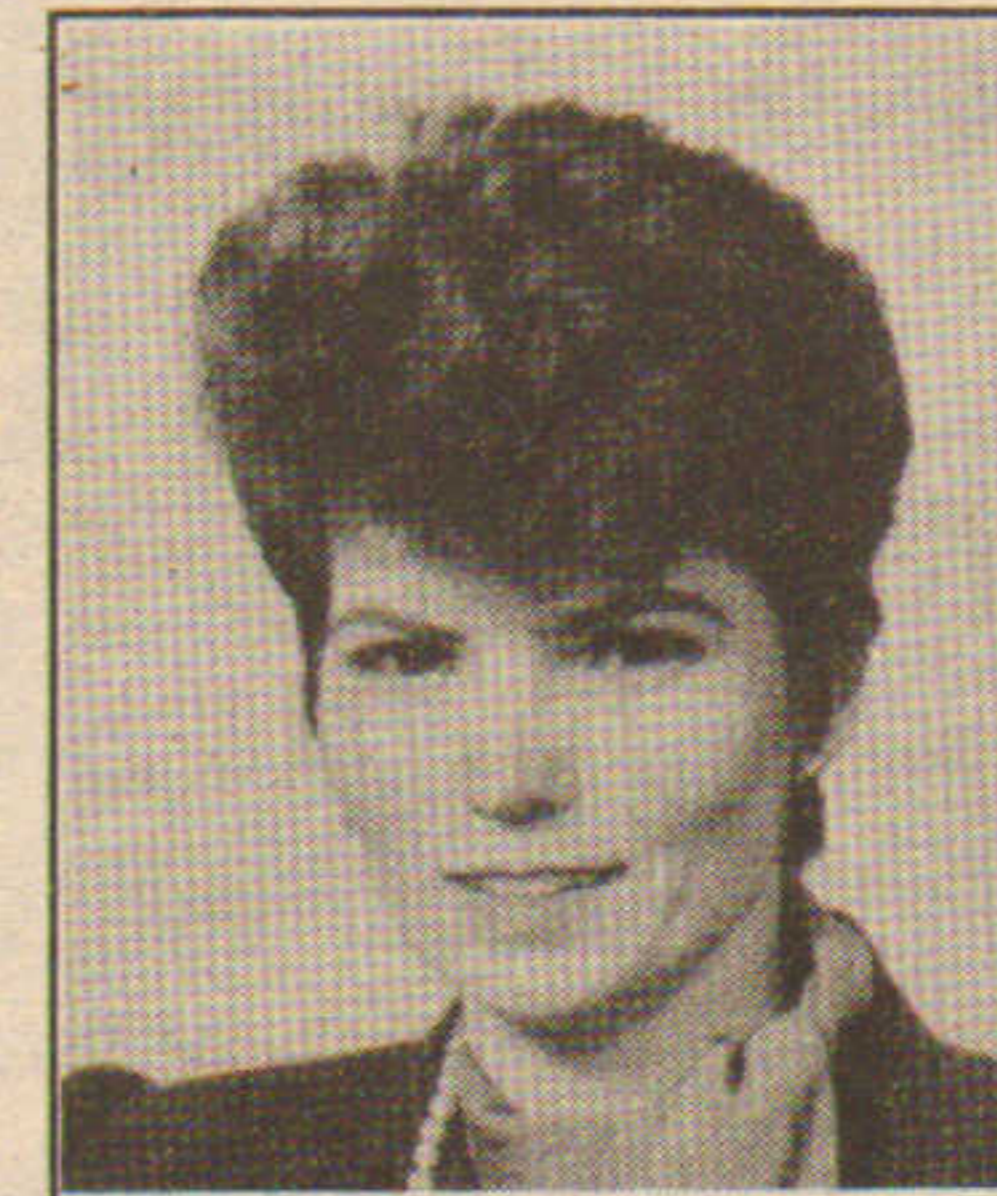
Joshua Massey
METRO LIFE



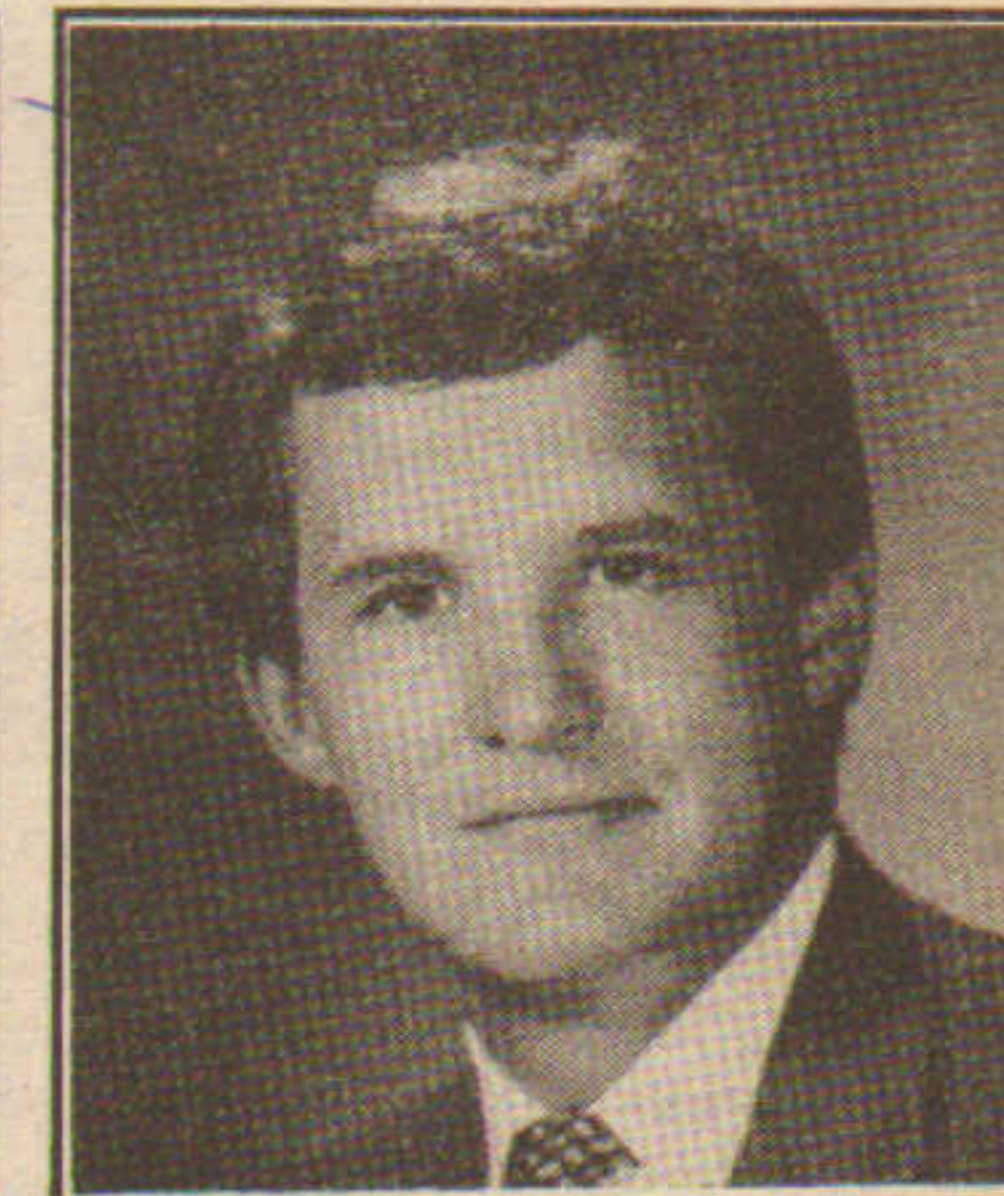
Gayle Freidland
FOREST CITY DEVELOPMENT



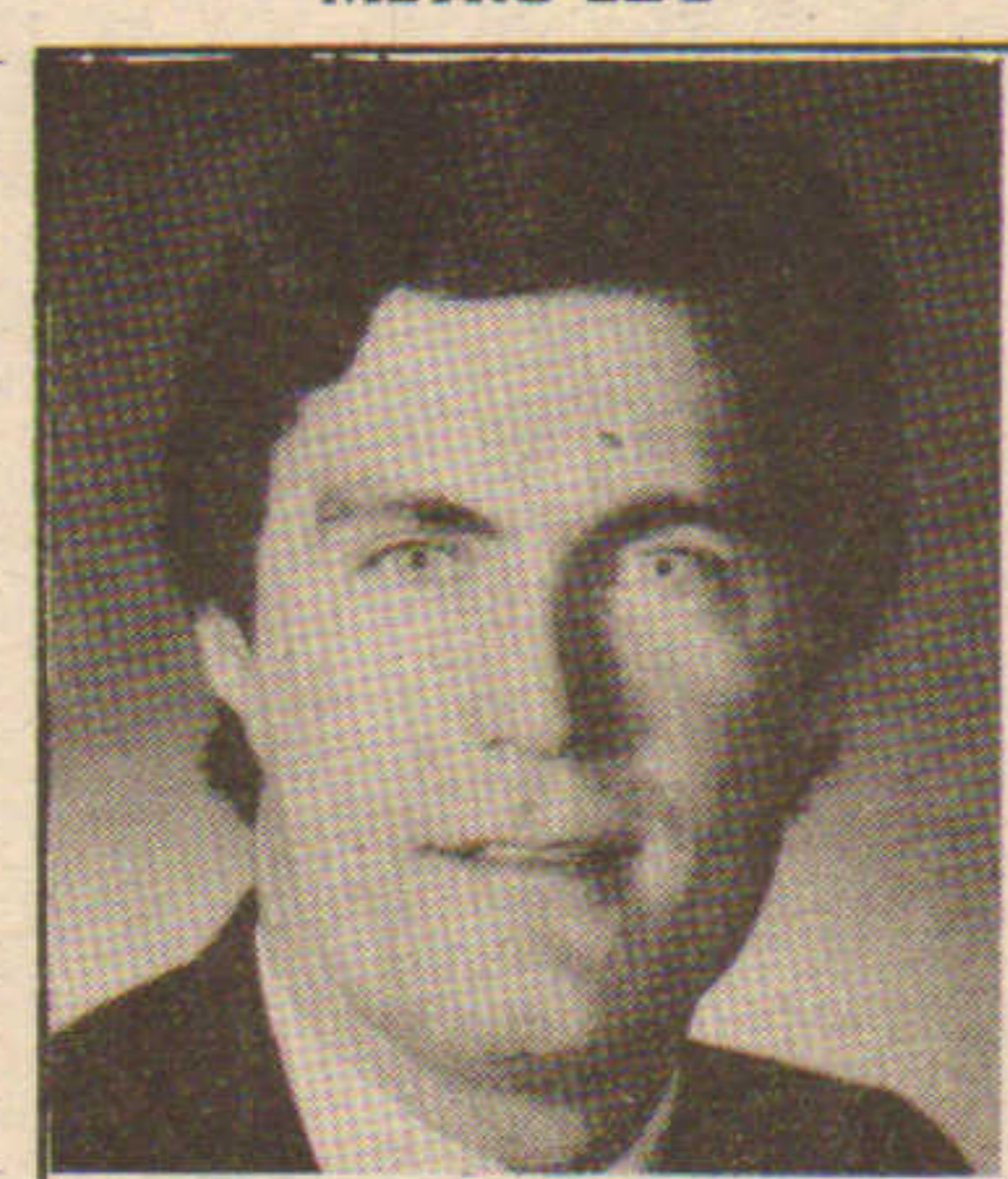
Paul Messina
HINES INDUSTRIAL



Colleen Sheridan
CUSHMAN & WAKEFIELD



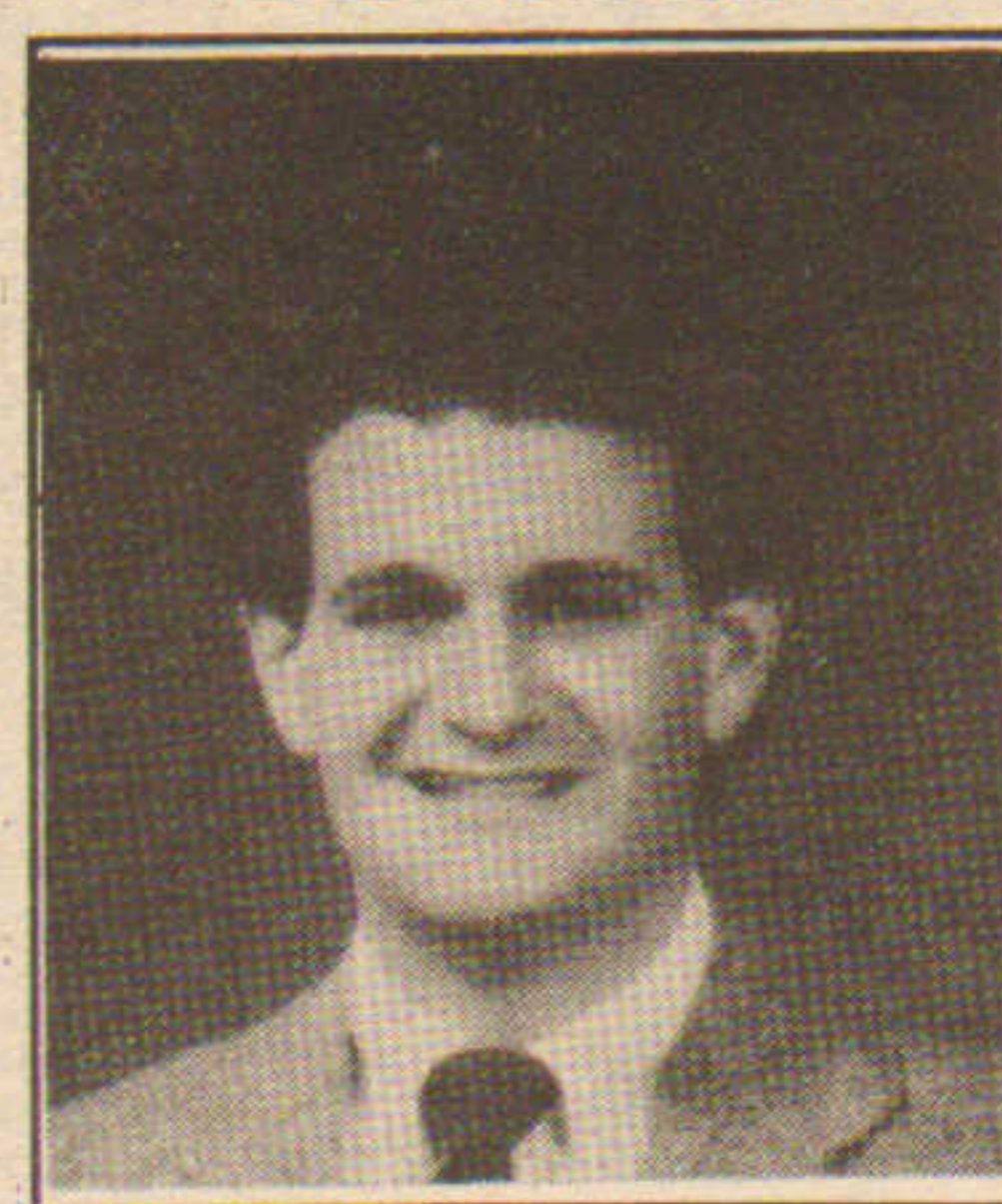
William Daughenbaugh
CAPITAL REALTY SERVICES



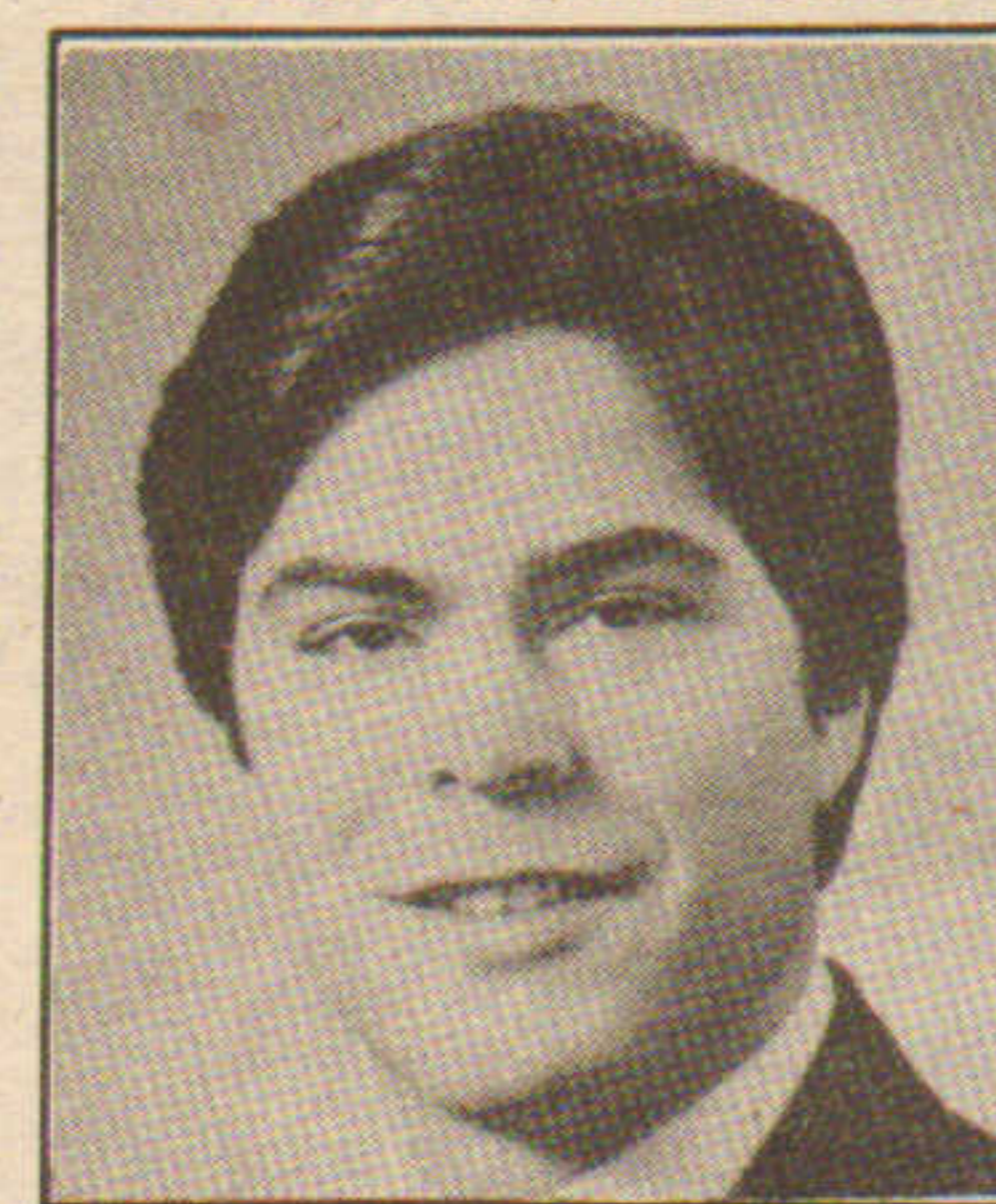
Andrew Boyle
ALBERT D. PHELPS, INC.



Leo Spang
THE PROVIDENT



Jonathan Davis
H.J. DAVIS DEV.



Harley Hiscock, Jr.
CUSHMAN & WAKEFIELD



Drew Leff
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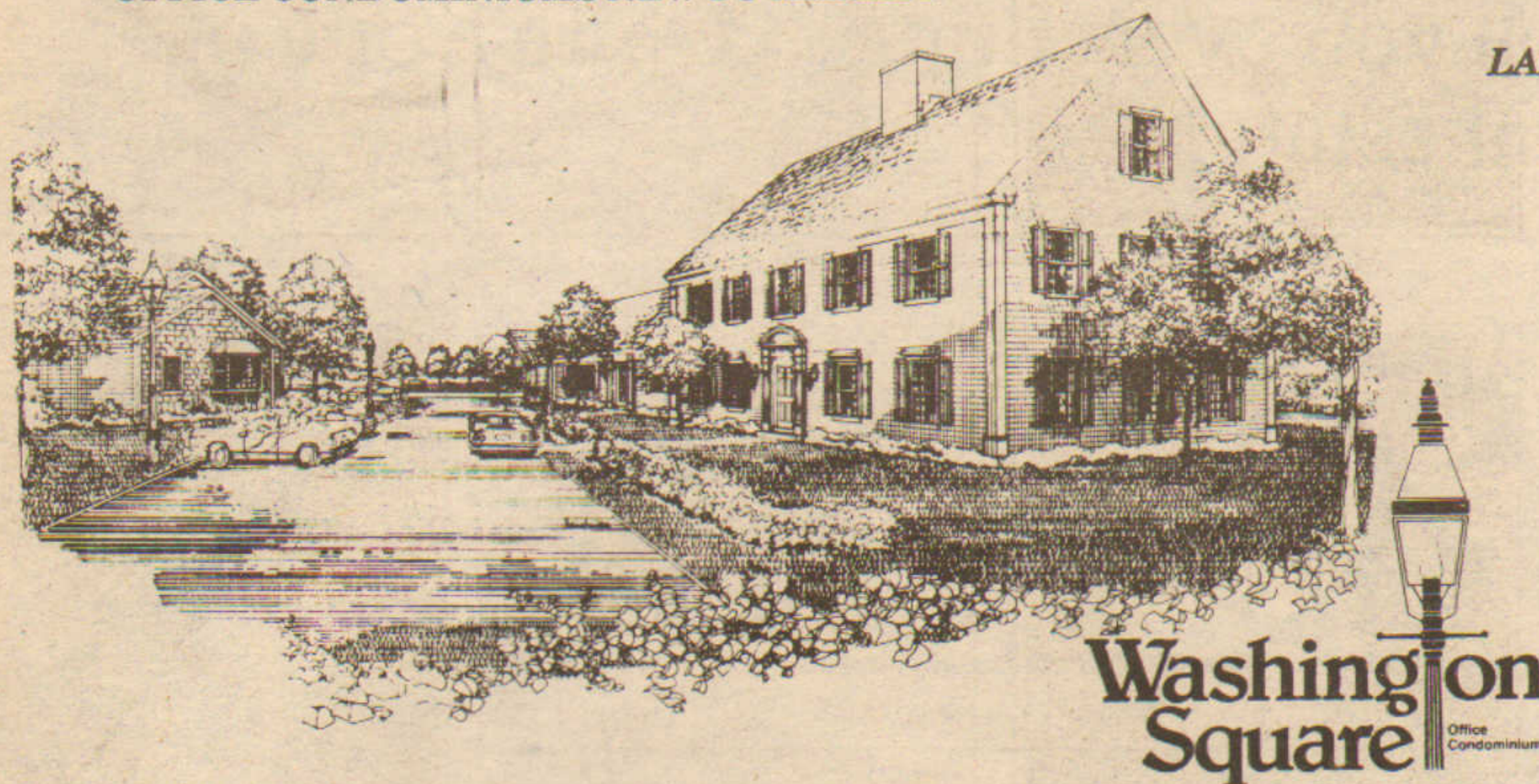
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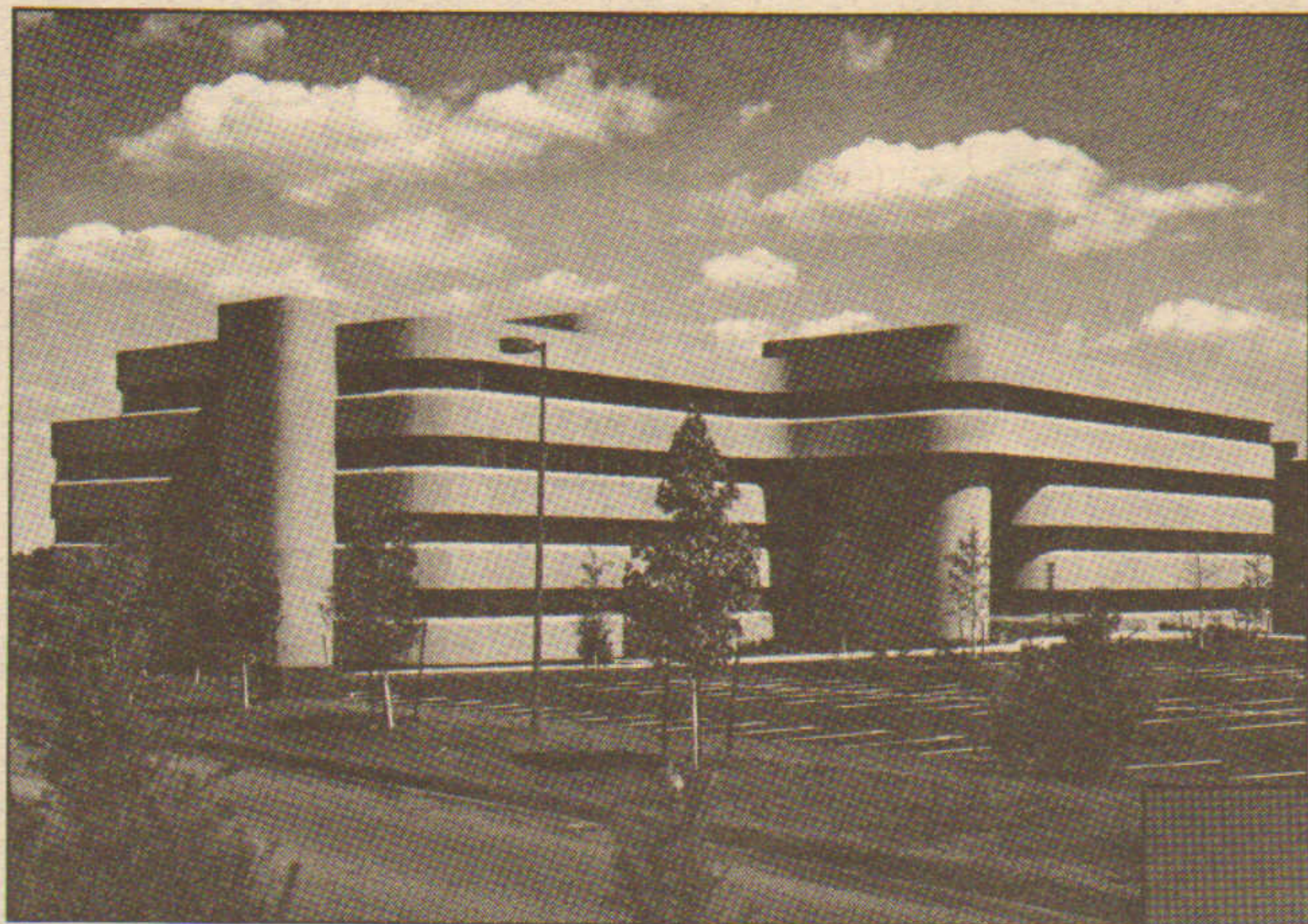
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All of our
friends
and
associates
a*

*Happy
Holiday
Season*

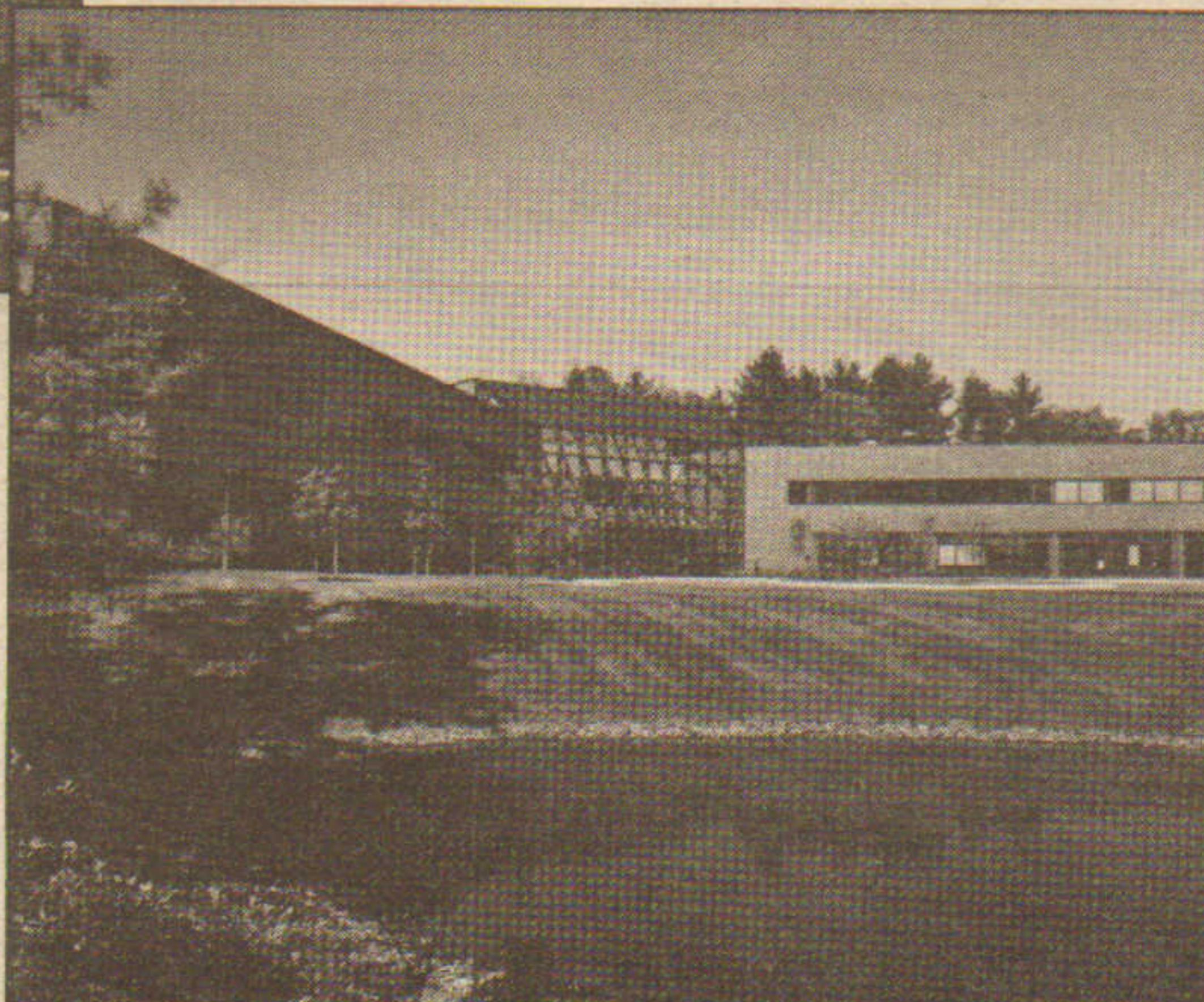
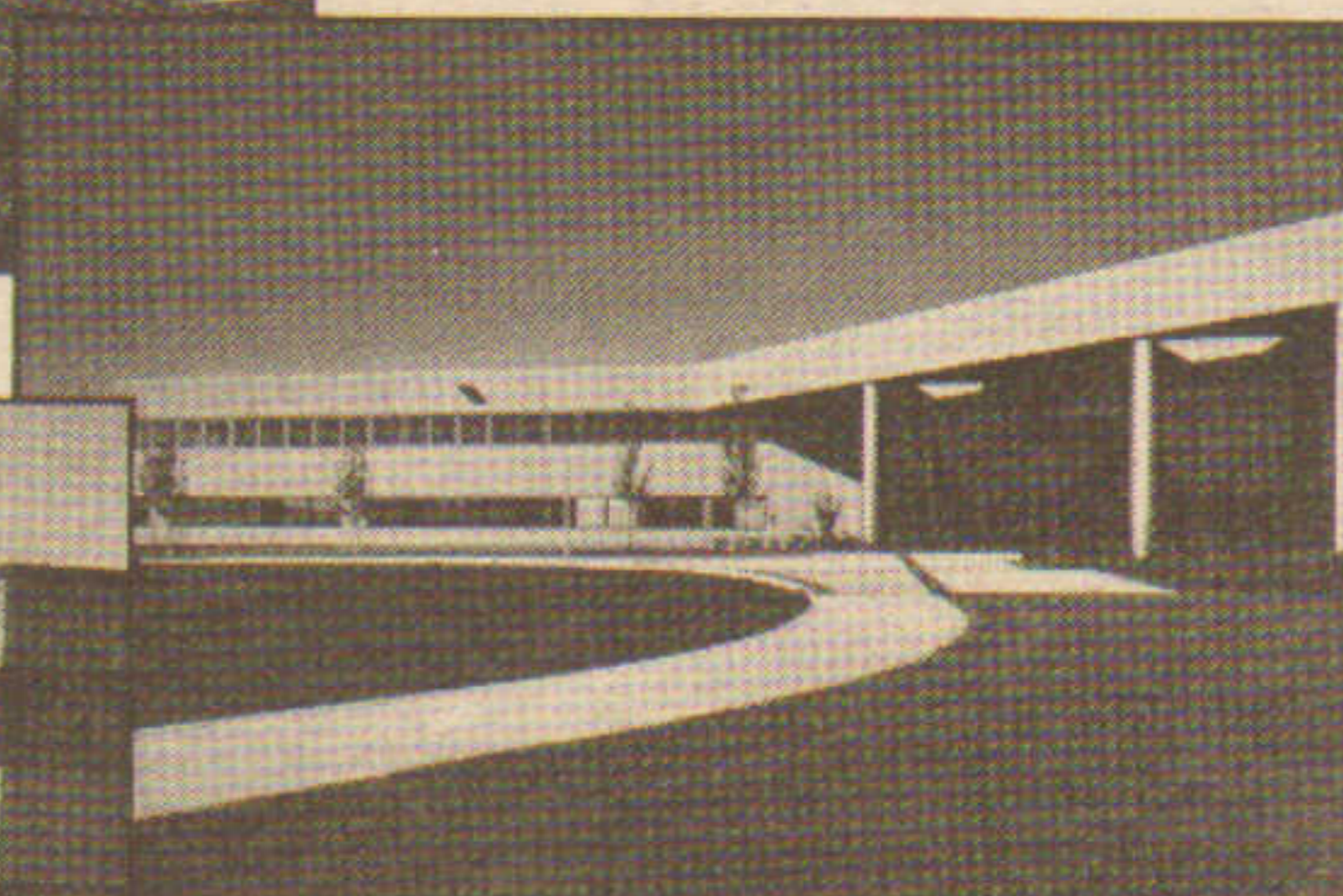
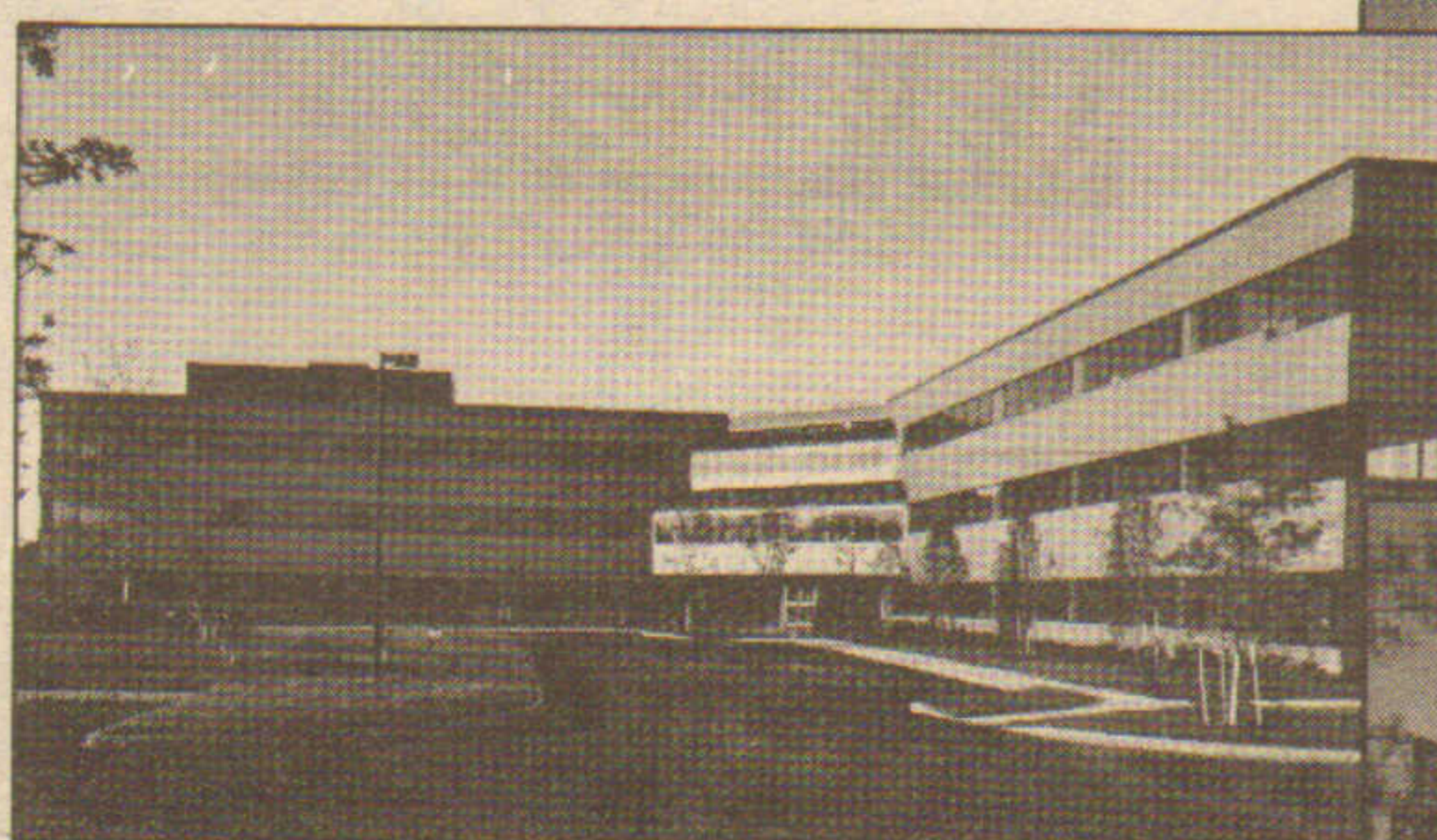
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