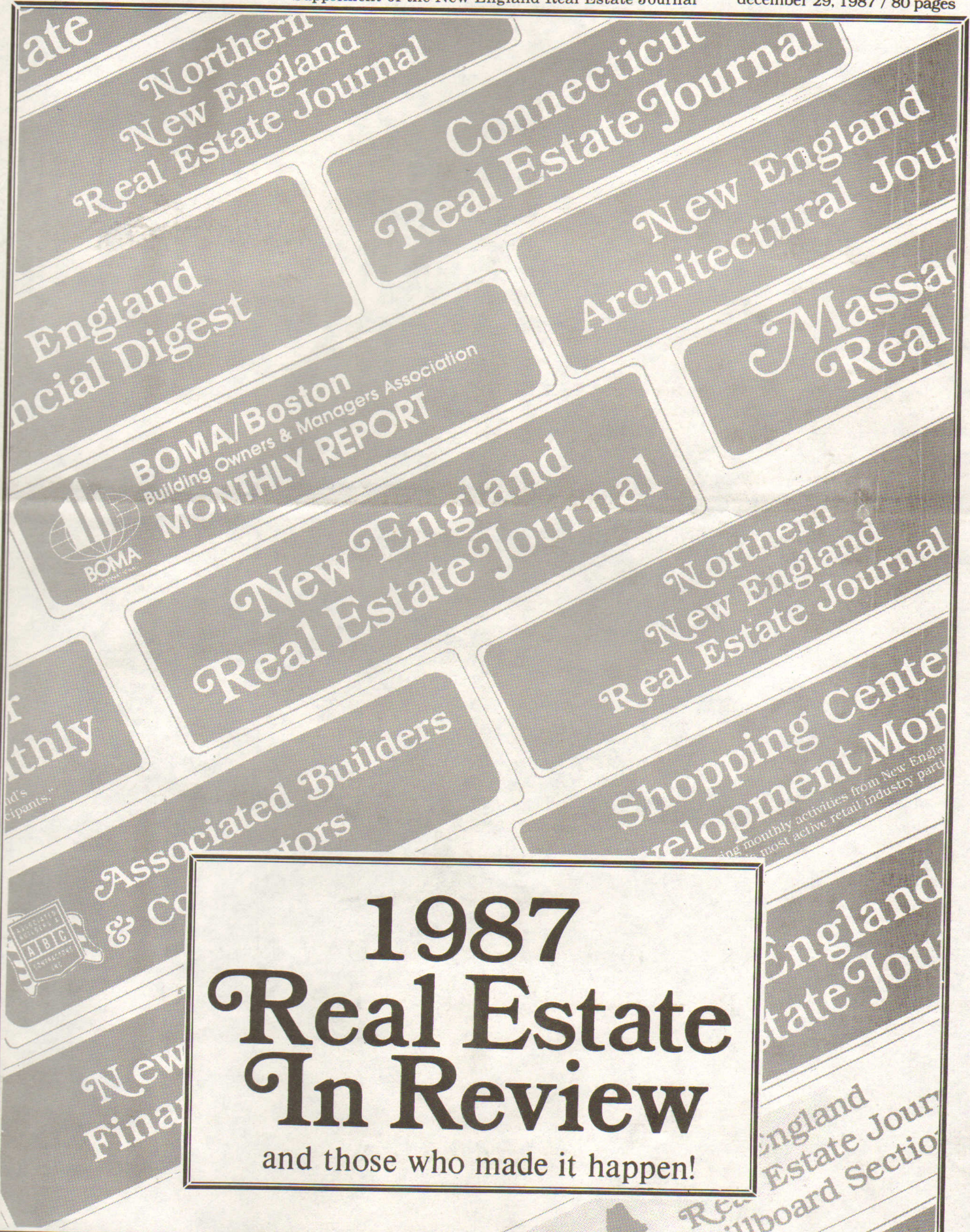


# New England Real Estate Journal

1987 annual review

Supplement of the New England Real Estate Journal

december 29, 1987 / 80 pages



## 1987 Real Estate In Review

and those who made it happen!





S · E · A · S · O · N · S  
G · R · E · E · T · I · N · G · S

### Meredith & Grew

Meredith & Grew, Incorporated 160 Federal Street, Boston, MA 02110-1701  
(617) 330-8000





Season's  
Greetings  
and  
Best Wishes  
for the  
New Year



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By Roland Hopkins, Sr., publisher

# "Look for the silver lining" in the coming year

A very popular song of the late 1940s was "Look for the Silver Lining," sung by Doris Day in a movie of the same name. That lining isn't always as shiningly apparent as we would like it to be. The nation has enjoyed a silver lining boom since Ronald Reagan curbed the Carter Administration runaway inflation where he took office in 1980.



Our readers ask if the explosive event in the Stock Market will affect the real estate industry and if so, in what way. During the past 10 years most real estate values in New England have skyrocketed. 1986 and 1987 saw a leveling off in this trend. Investment counselors will advise you that real estate is not liquid, while the stock market is. On the other

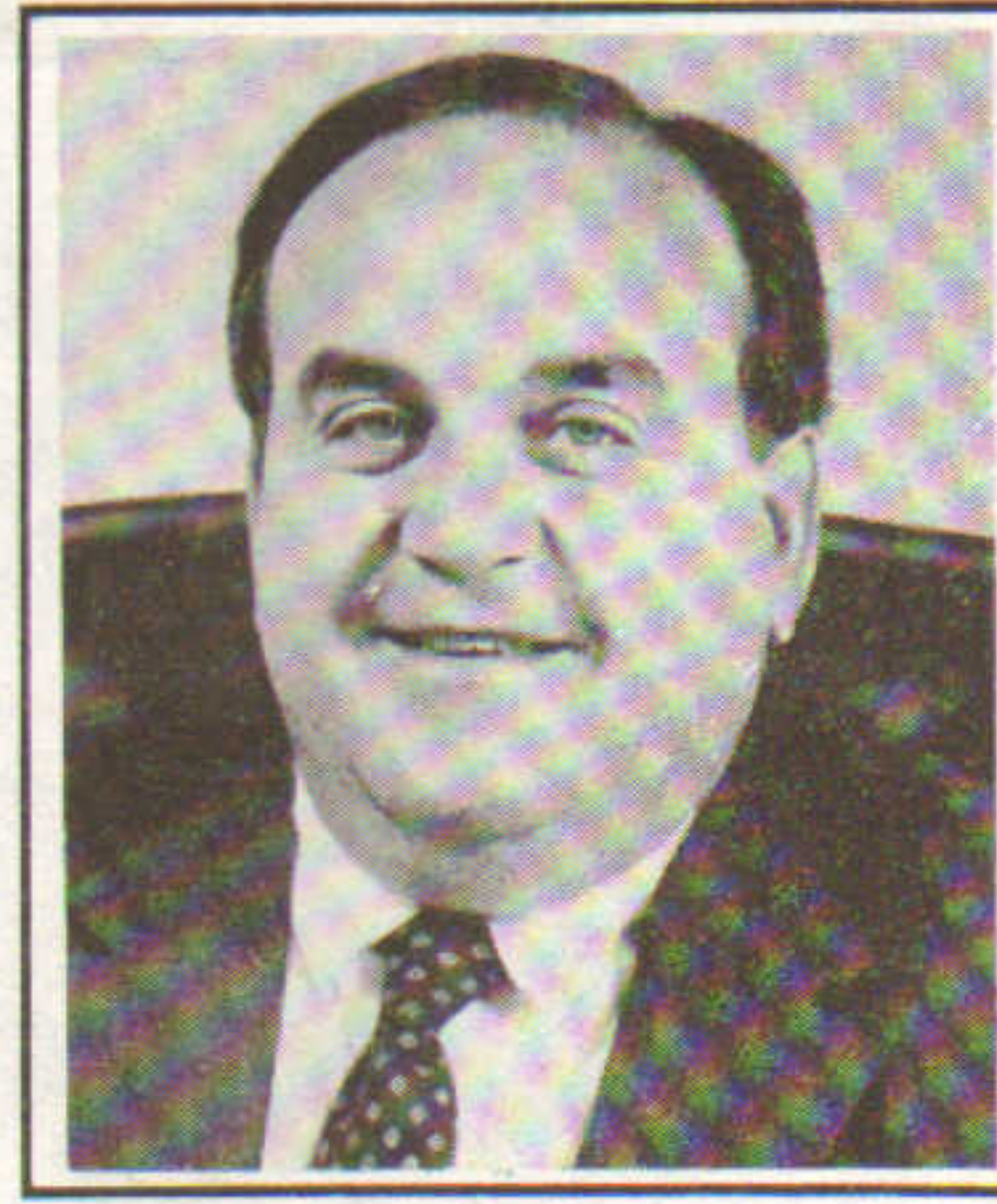
hand, in a critical financial lull, real estate may deflate slightly, but never 20, 30 or 50% in one day, such as was experienced in the market.

The money removed from the market after October 19 became a very liquid asset and had to be reinvested. Some of it has been recirculated back into the market by those tough, positive thinkers who feel certain stocks have bottomed out and are on the rise once again.

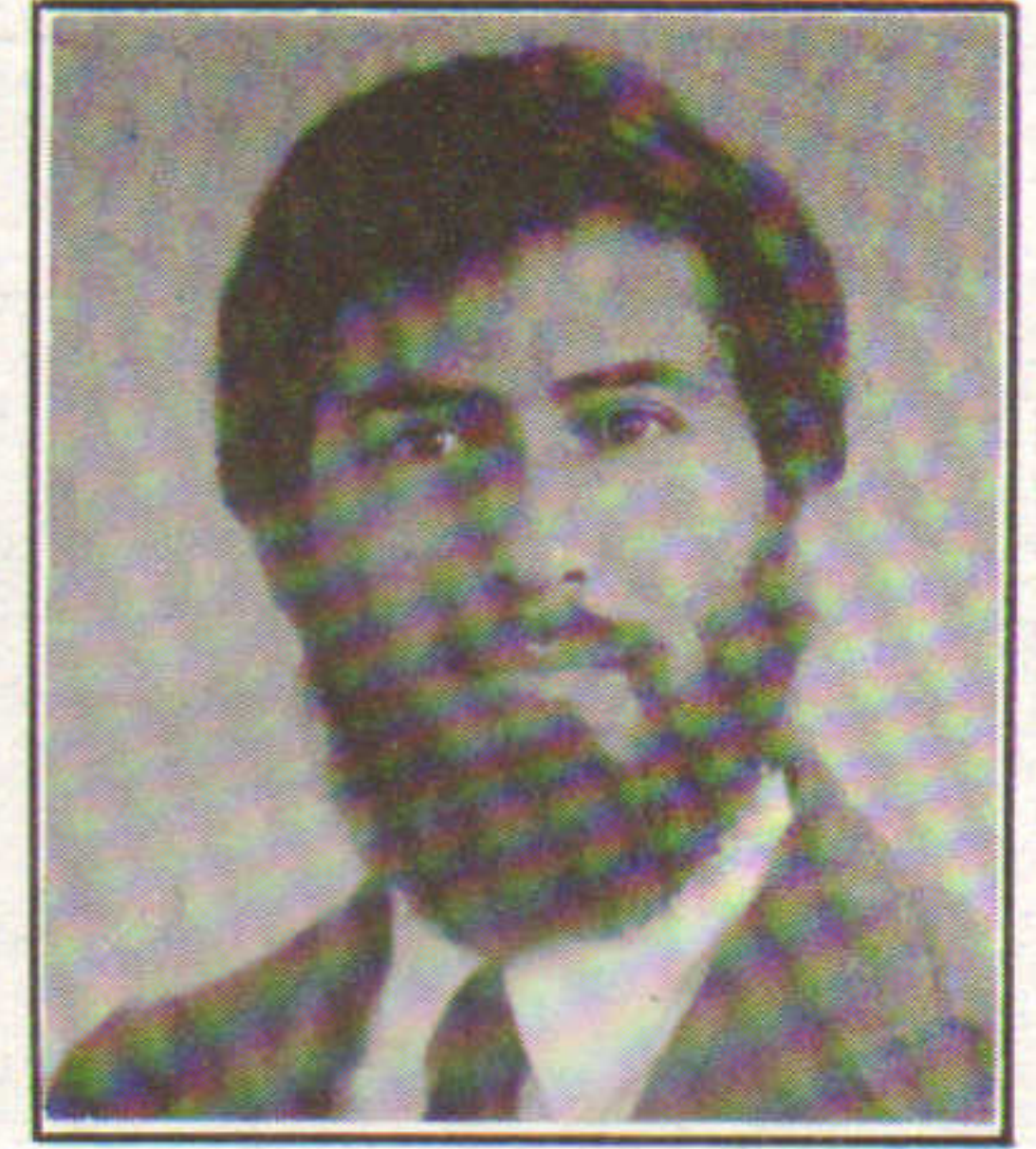
Some of that liquid money will find its way into real estate investment with the help of our readers whose job it is to always seek that silver lining and sell the idea to the investment public. So the answer to how the Stock Market woes will affect real estate is that it can be a positive effect. Real estate does not deflate in one day and while not liquid, can be the best possible investment in one's portfolio.



Christopher Finlay  
THE FINLAY CO.



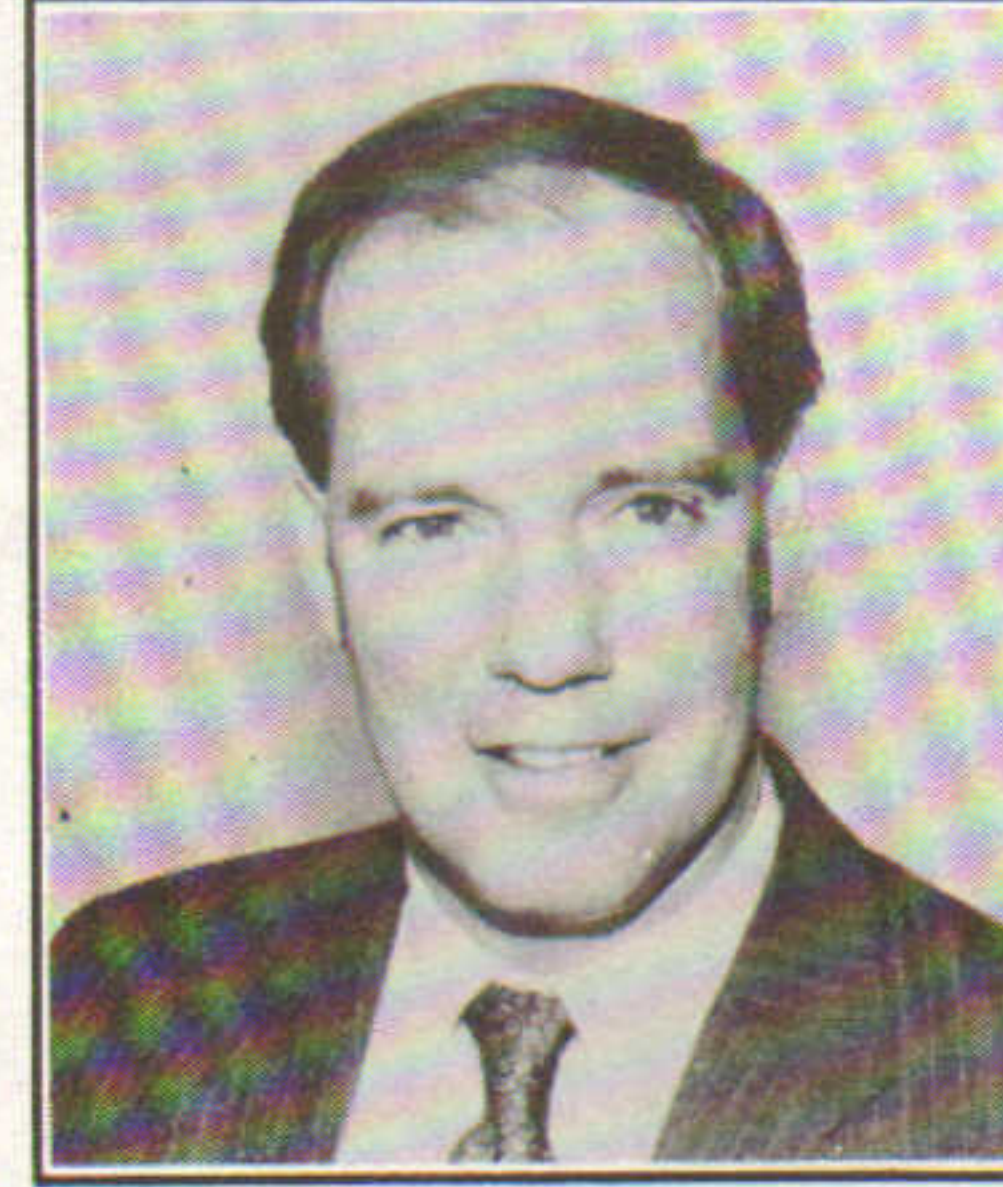
Richard Ashworth  
ASHWORTH MORTGAGE



Michael Konover  
KONOVER & ASSOC.



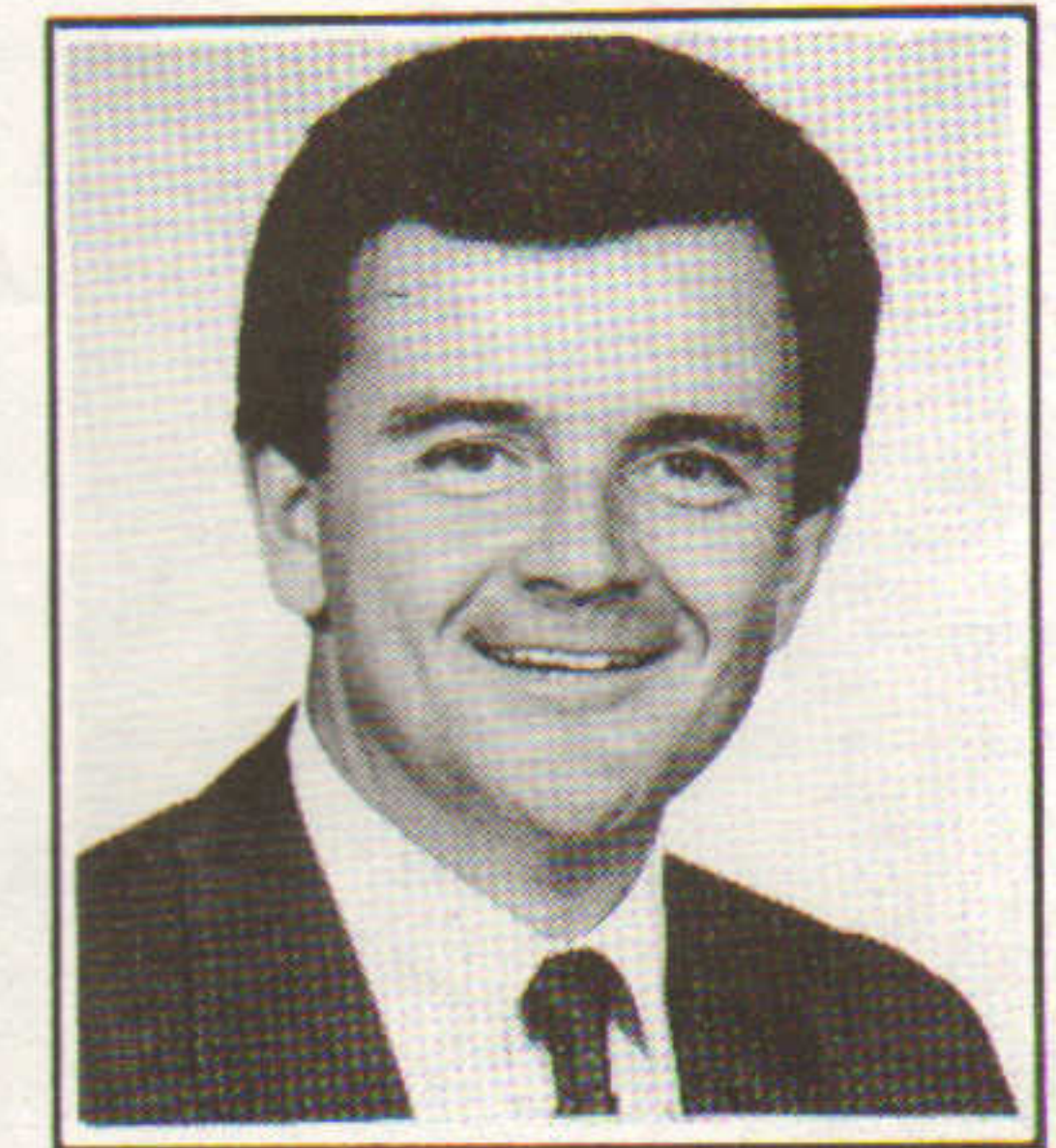
Joseph Bettencourt  
CAMPANELLI INC.



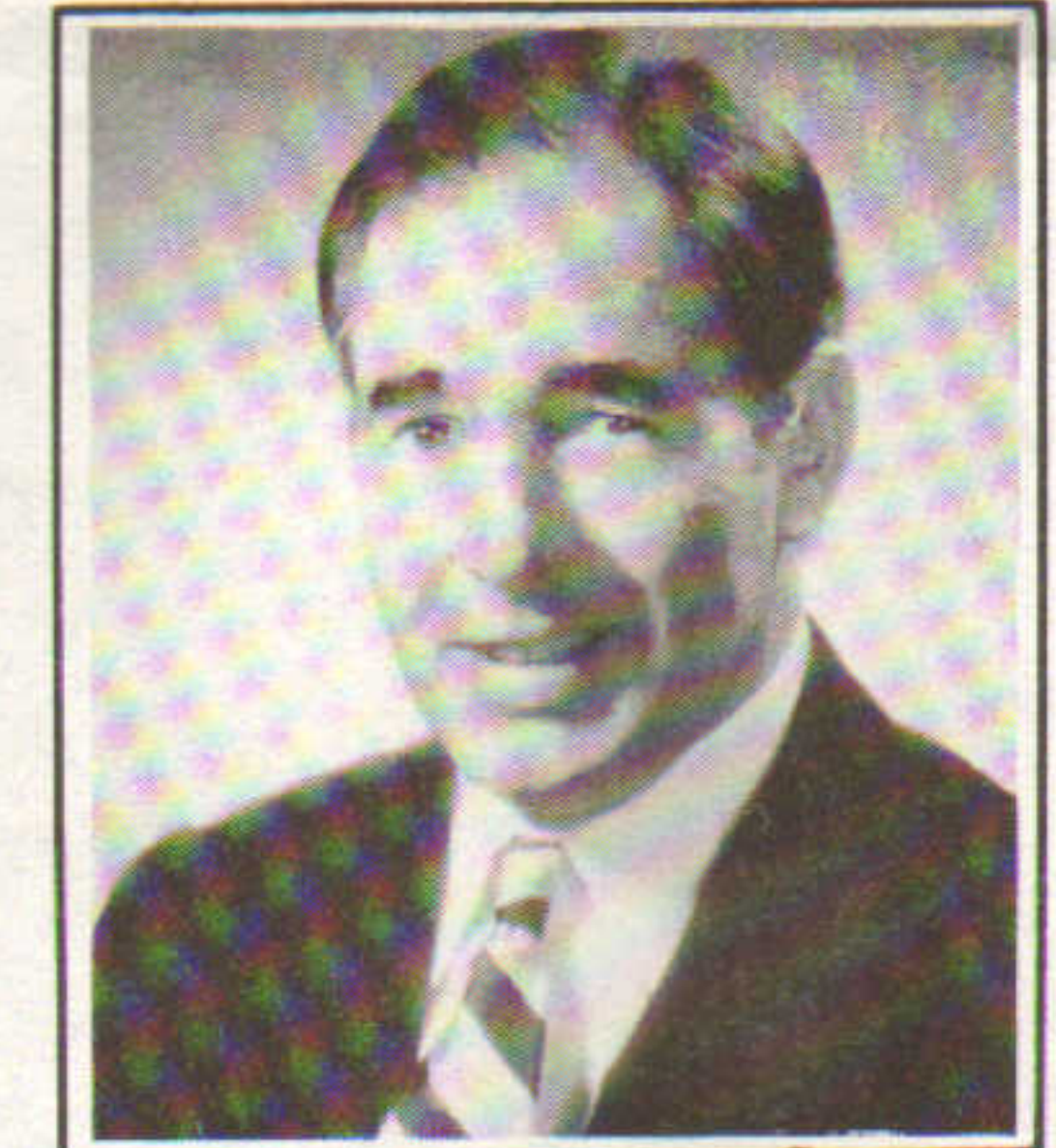
James Gray  
THE STONE CO.



Mark Dickinson  
DICKINSON DEV. CORP.



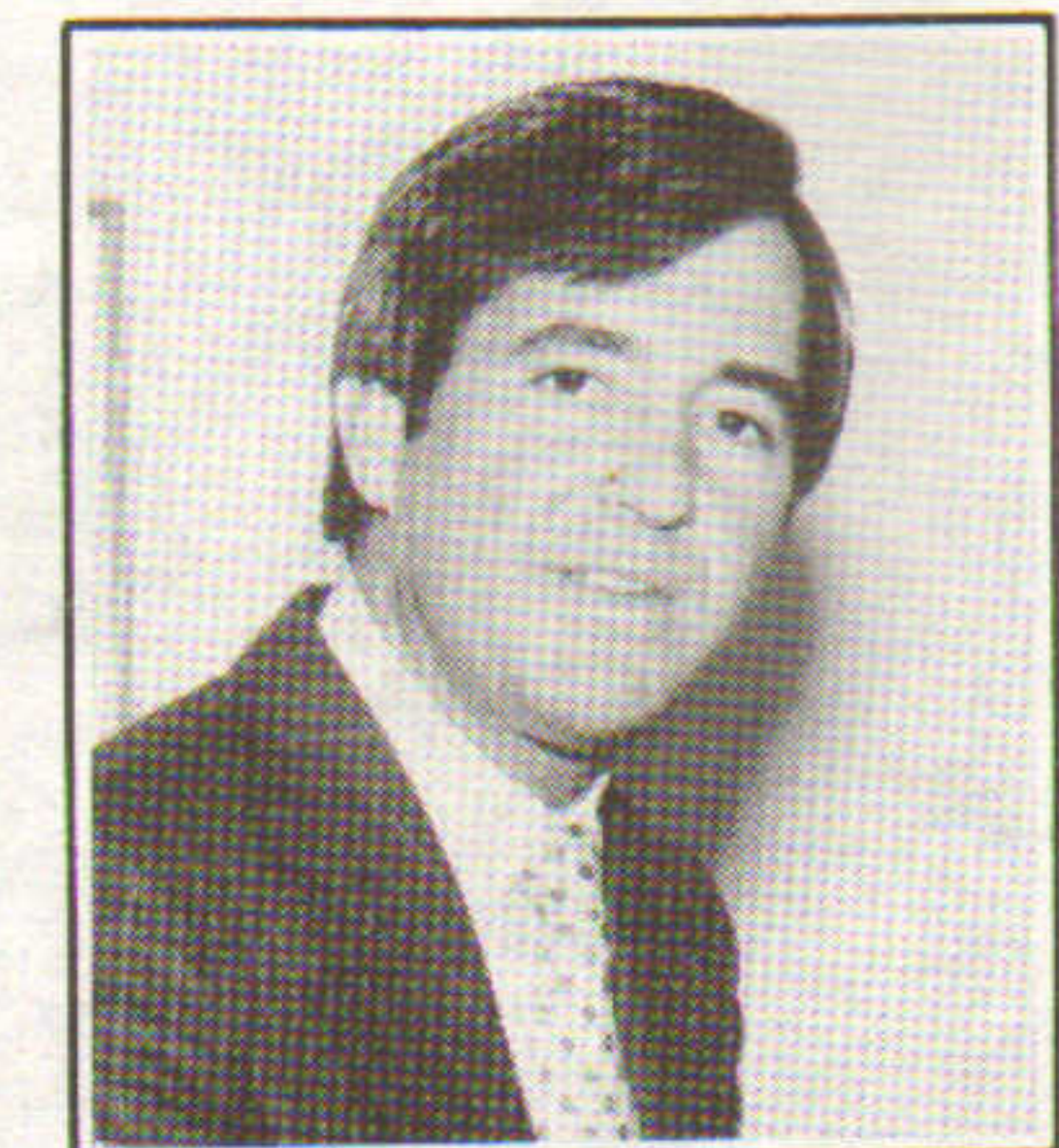
Fran Donlan  
NORTHEASTERN MRTG.



Peter Forrester  
CABOT, CABOT & FORBES

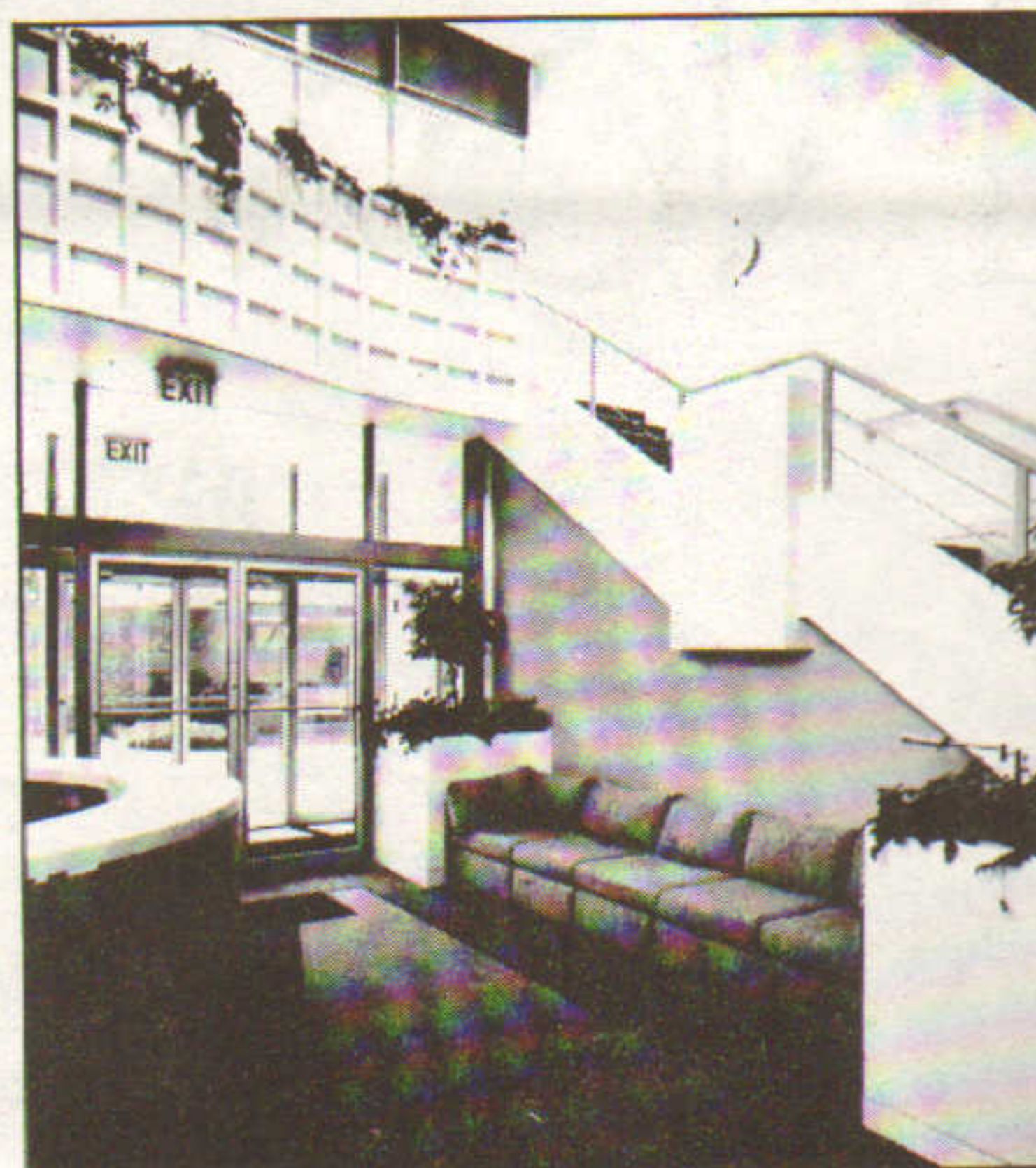


Peter Small  
SPAULDING & SLYE CORP.



John Stabile  
H.J. STABILE & SONS

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**CHAIN CONSTRUCTION CORPORATION** 23 Concord Street, Wilmington, MA 01887 Telephone 617-657-8882



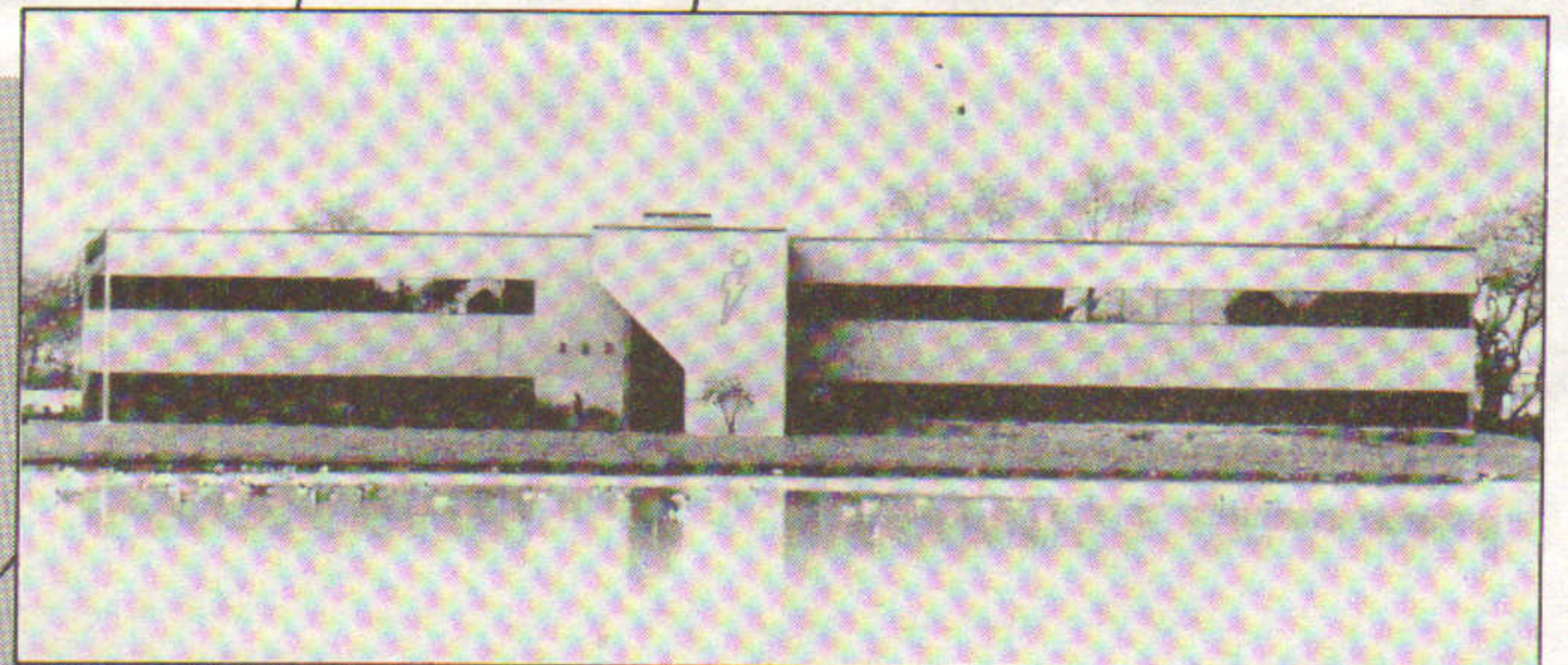


## CONTINUED GROWTH... FOR BETTER SERVICE

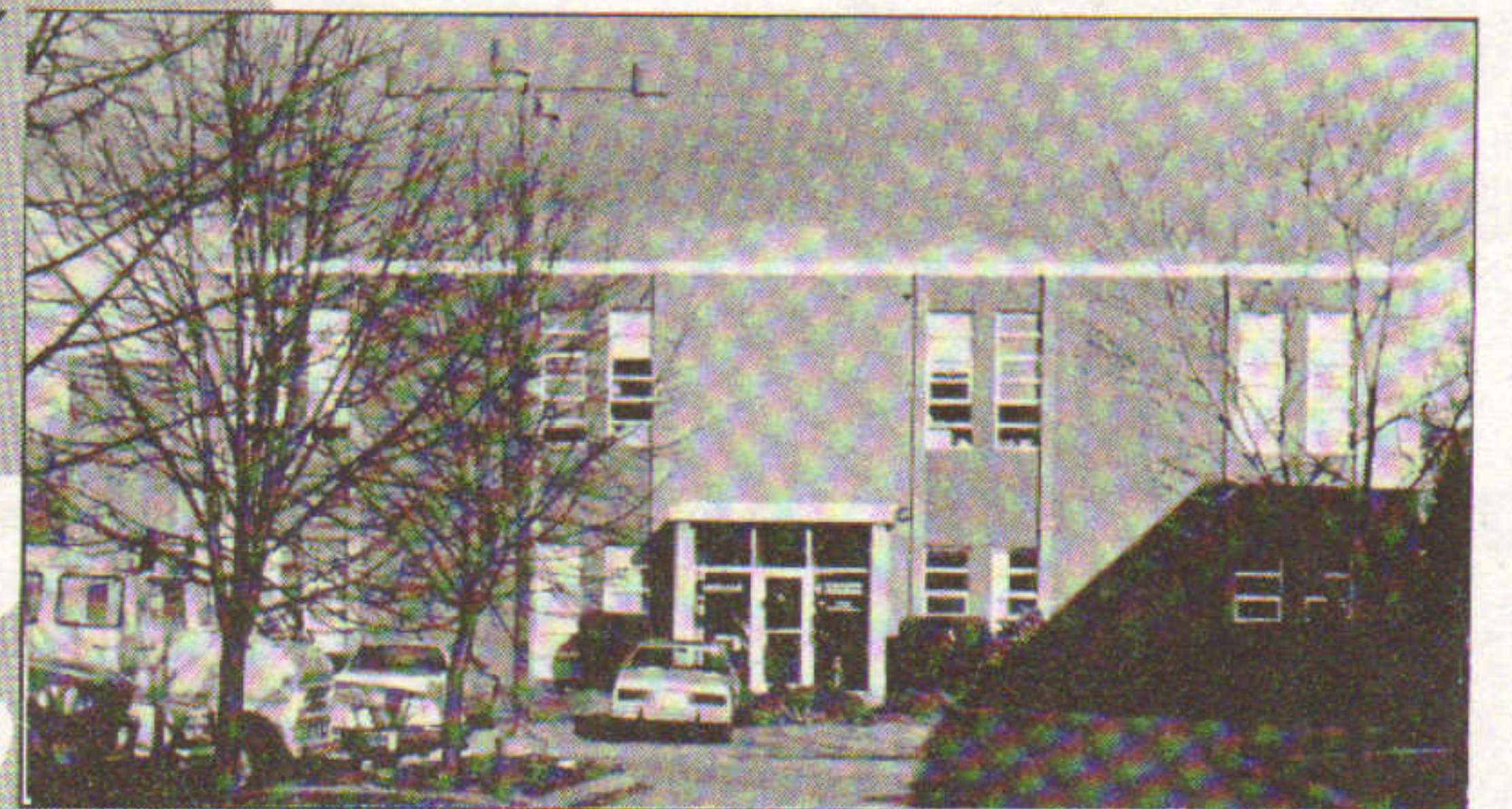
Successful businesses understand supply and demand. Interstate Electrical Services Corporation's expanded facilities, increased staffing and enhanced bulk purchasing capabilities reflect its understanding of this theory. They know that even *better* service requires an investment in their own growth... and in their clients' future.

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Burlington Engineering  
N. Billerica, Massachusetts



IES Tri-State Division  
Bedford, New Hampshire

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15 Cote Lane, Bedford, NH 03102, 603/627-3230  
BURLINGTON ELEVATOR  
Northwood Executive Park, 70 Treble Cove Rd., N. Billerica, MA 01862, 617/663-7870  
BURLINGTON ENGINEERING  
Northwood Executive Park, 76 Treble Cove Rd., N. Billerica, MA 01862, 617/663-7133

Our People Are Our Greatest Resource



# JANUARY

Julias Tofias Co. completes 530,000 s/f Reservoir Place in Waltham; Vappi Co. contractor, Symmes, Maini, McKee archt.

Trafalgar House R.E., New York, builds \$16 million 100,000 s/f multi-use site in Greenwich, Conn.; Cushman & Wakefield agent.

David Gompers brokers 15 acre Exeter, N.H. parcels for Exeter Partners to Arbor Exeter L.P. for \$5.2 million.

Cabral-Riley Realty Investors buys two buildings, 70 units, in Manchester, N.H. for \$2.45 million; Fleet National loan.

Braeburn Development holds open house for The Mill in Chelmsford, Mass. Finlay Real Estate leasing \$12 million site.

Bruce Levine of Ryan, Elliott & Co. subleases 18,400 s/f in Wilmington, Mass. for Polymer Technology to ER&T.

John Coburn Jr. of LandVest Inc. brokers \$10.5 million Gimbel estate in Greenwich, Conn. to Peter Seaman.

Pamela Winninghoff & Leslie Moran of Hunneman & Co. sell \$4 million Cole's Island, Gloucester, to Essex Bay Estates.

Richard Mycko R.E. sells \$1.75 million Salem, N.H. site for SBR Realty to AMG Properties for BJ's Wholesale Club.

Keith Corp., Colebrook, Corp. & David Kuzmak start \$200 million Shops at Somerset Square in Glastonbury, Conn.

George Fantini of Boston Financial Corp. places \$19.2 million for Cambridge Dev. & Inv. Assoc.'s 175,000 s/f Porter Exchange.

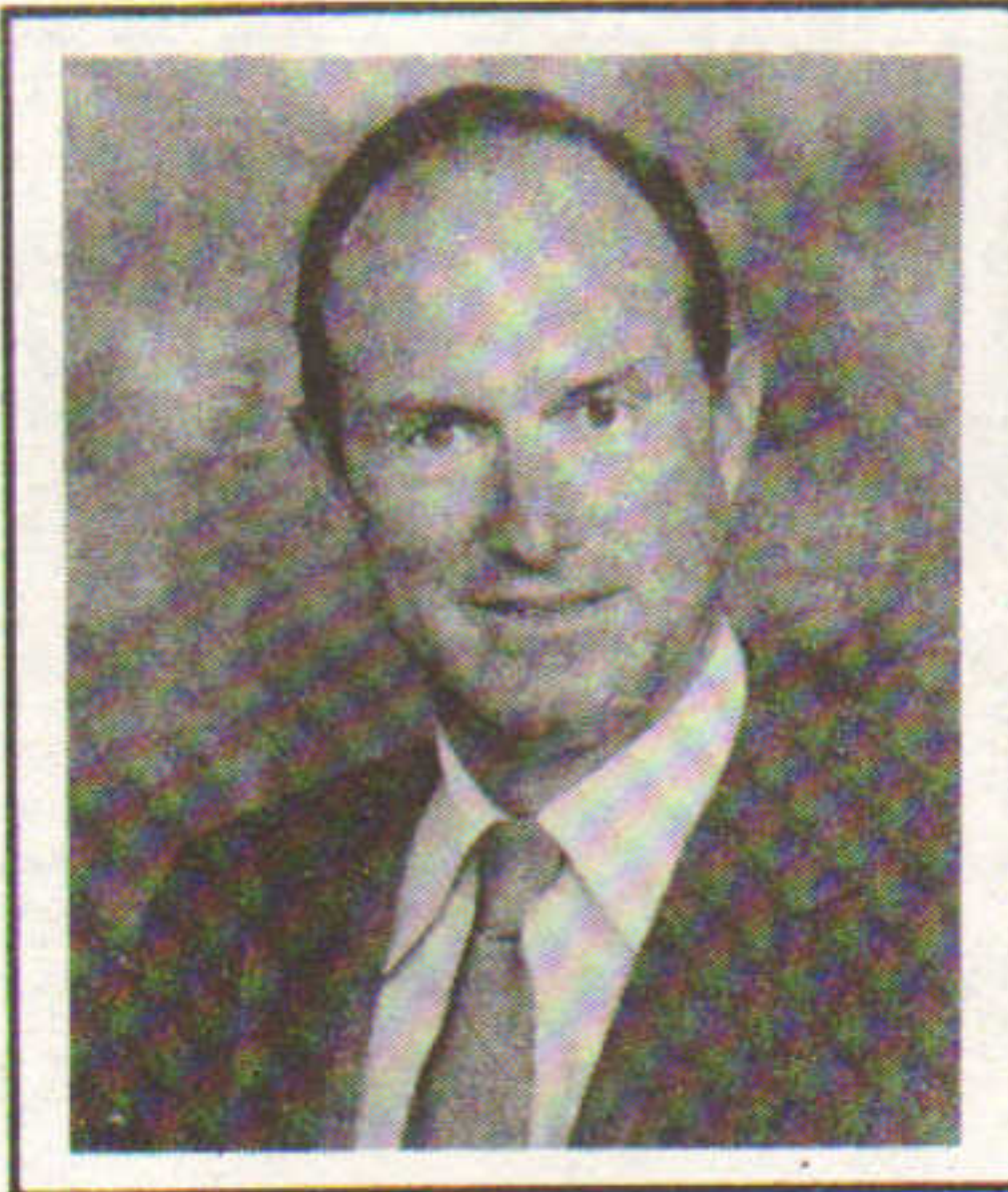
Investors Mortgage sells \$1.25 million Bridgeport, Conn. building for E&F Dev. Co. to Norman Pollack; 21,750 s/f.

John Williamson of Samuel Plotkin & Assoc. brokers sale of Chicopee property for United Technologies; 130,000 s/f for \$2.1m.

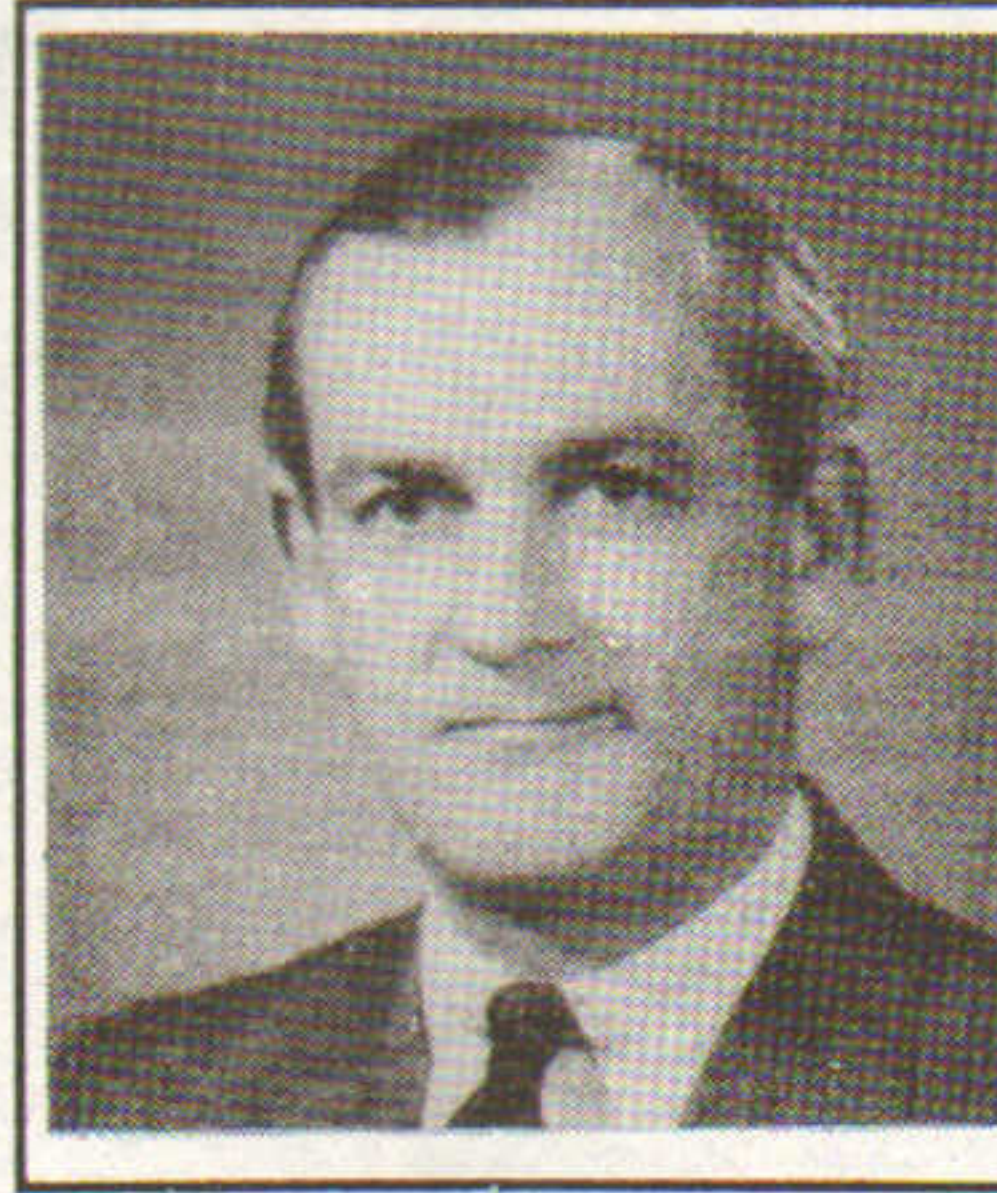
Devcon Ent., Cenvest Inc. & Waterman & Co. plan \$12 million Silver Hill Center, Meriden, Conn.; 430,000 s/f.

Atlantic Design builds \$5 million 50,000 s/f auto dealership in Hanover for Prestige Nissan-Dodge; South Shore Bank loan.

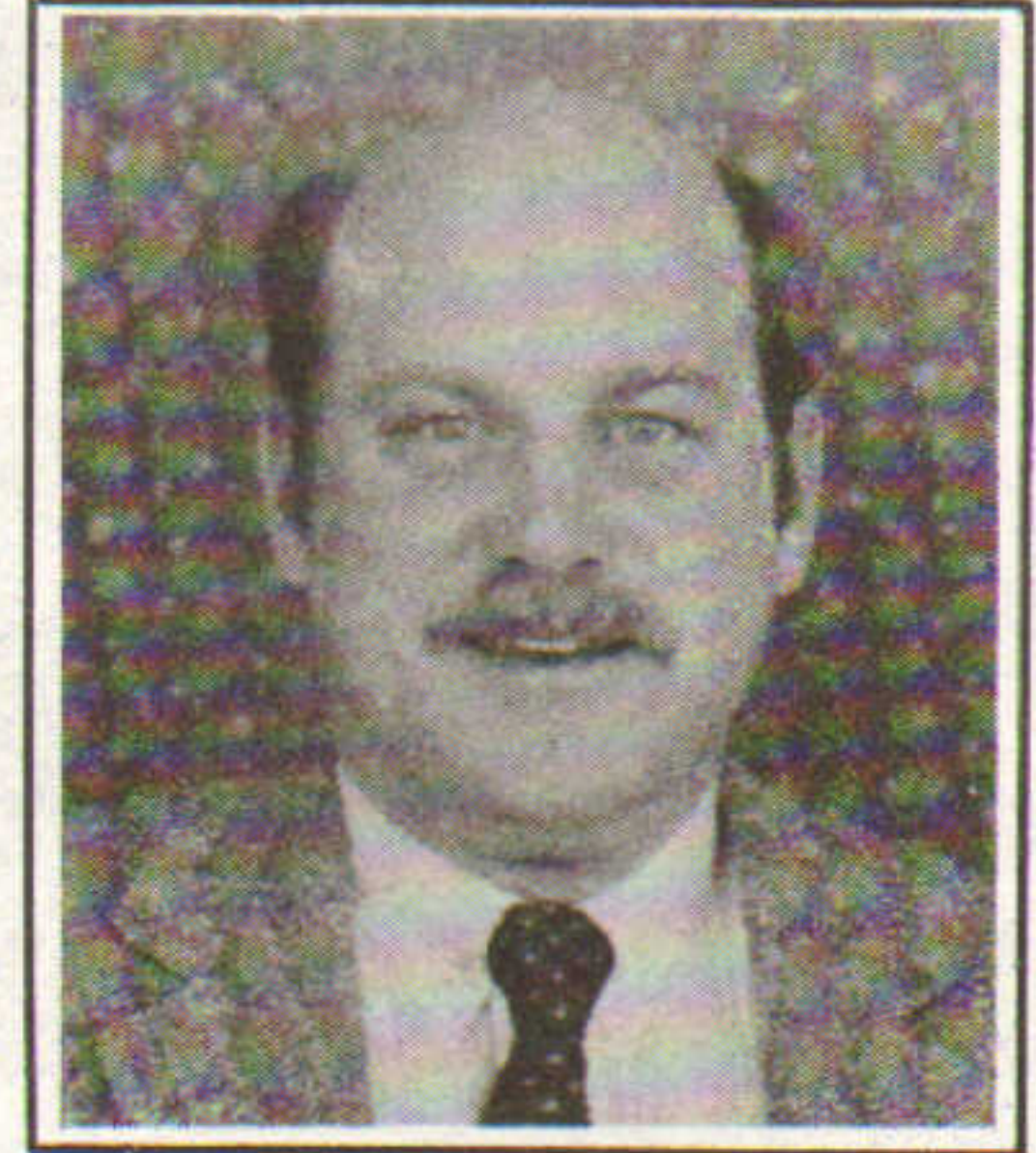
Scott Hughes & David Neelon of Neelon Assoc. lease 24,600 s/f in Woburn to Staples Inc. for George Albrecht.



Stuart Pratt  
HUNNEMAN COMMERCIAL



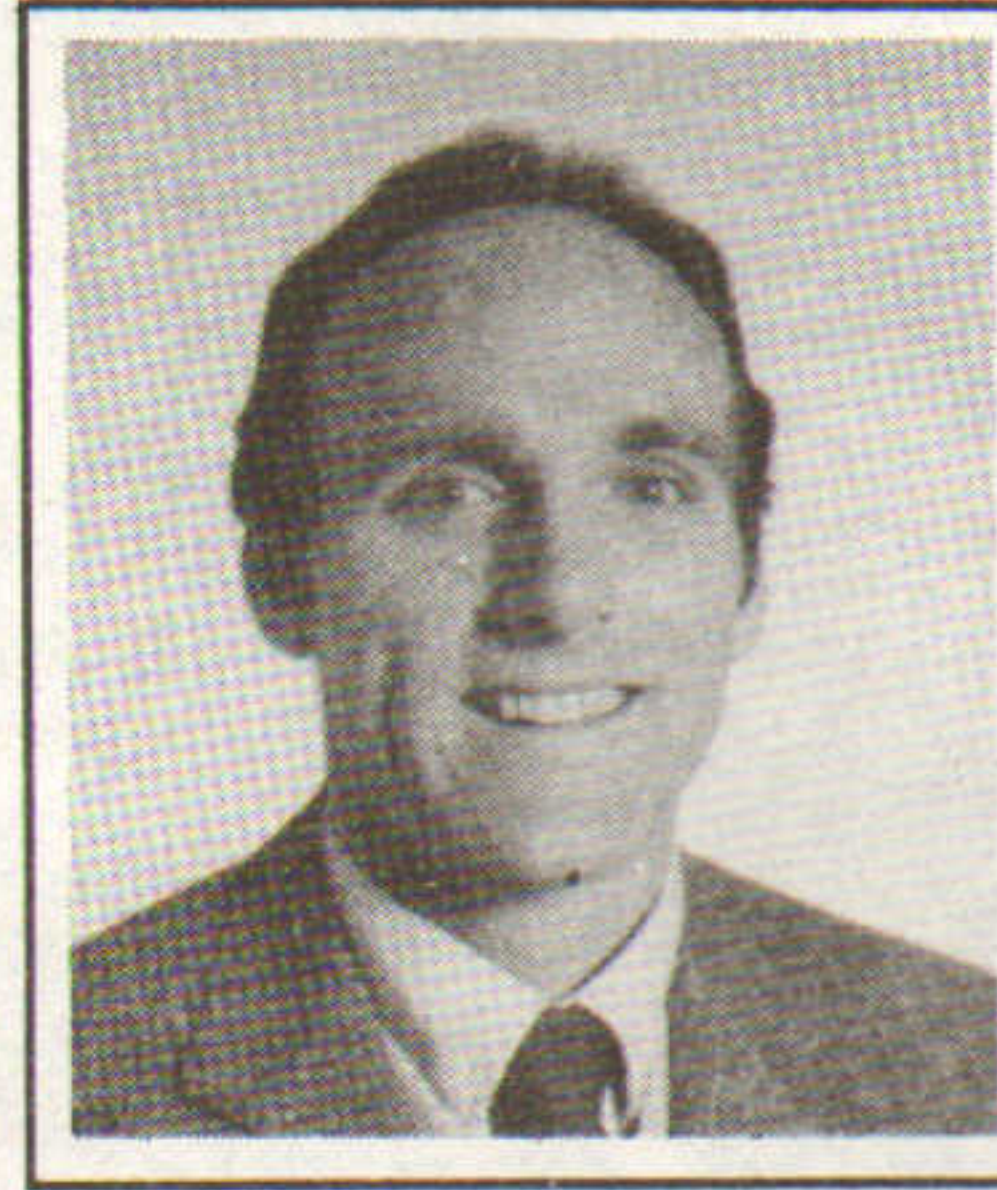
Robert Cronin  
CRONIN & CO.



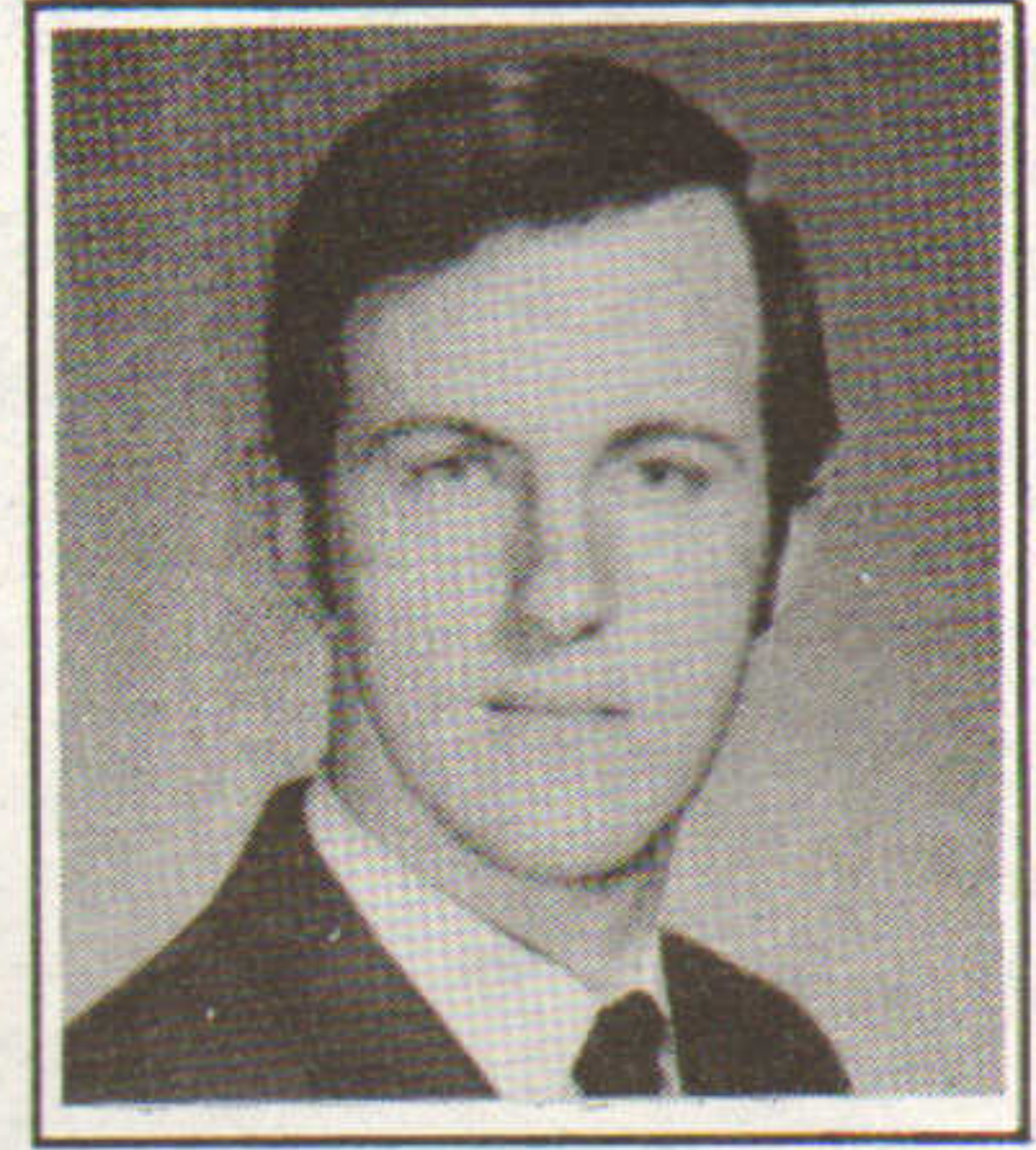
Earl Wason  
GRIBBEL, WASON & JONES



Daniel Seppala  
SEPPALA & AHO



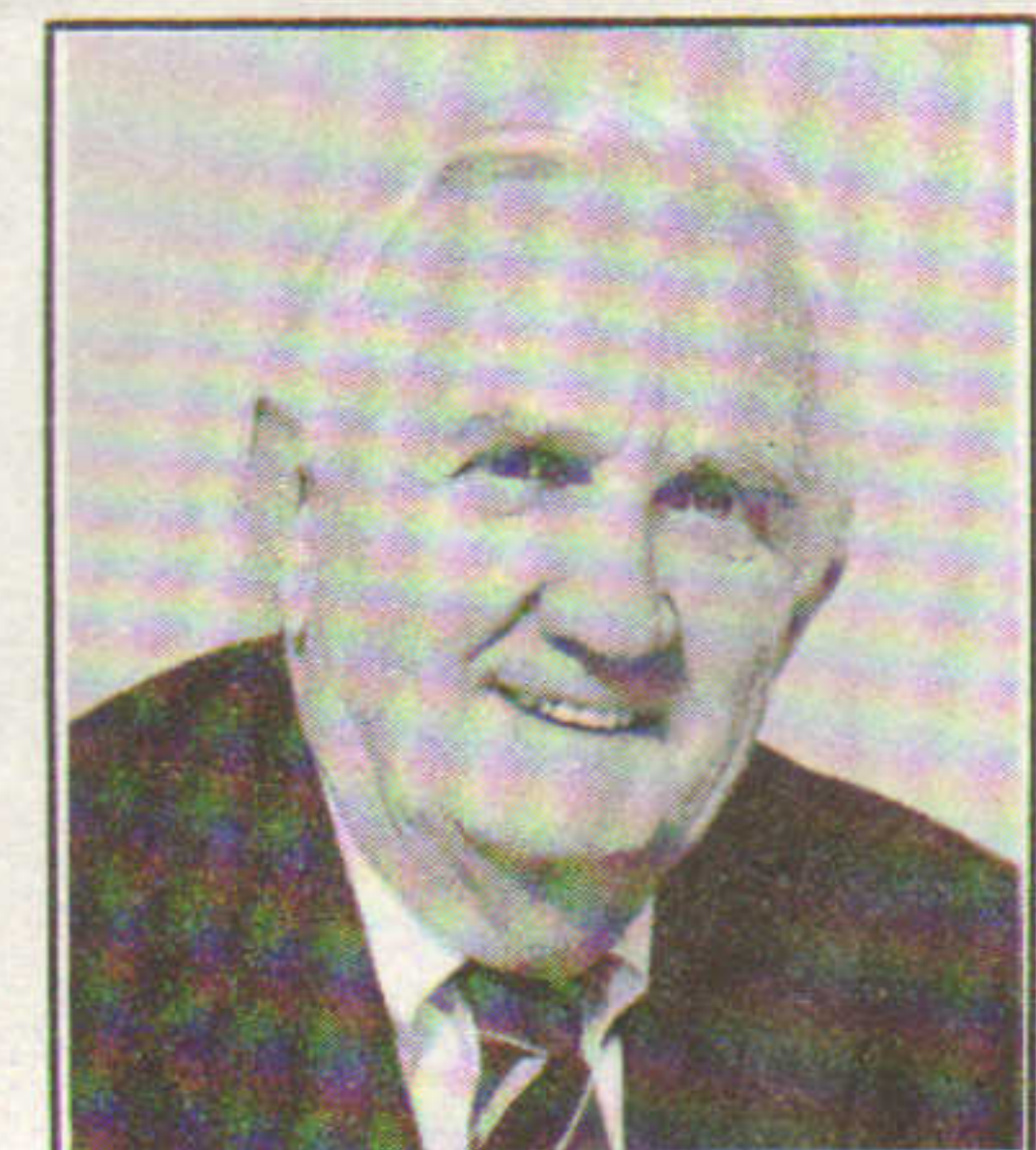
William Kellar  
WILLIAM KELLAR, INC.



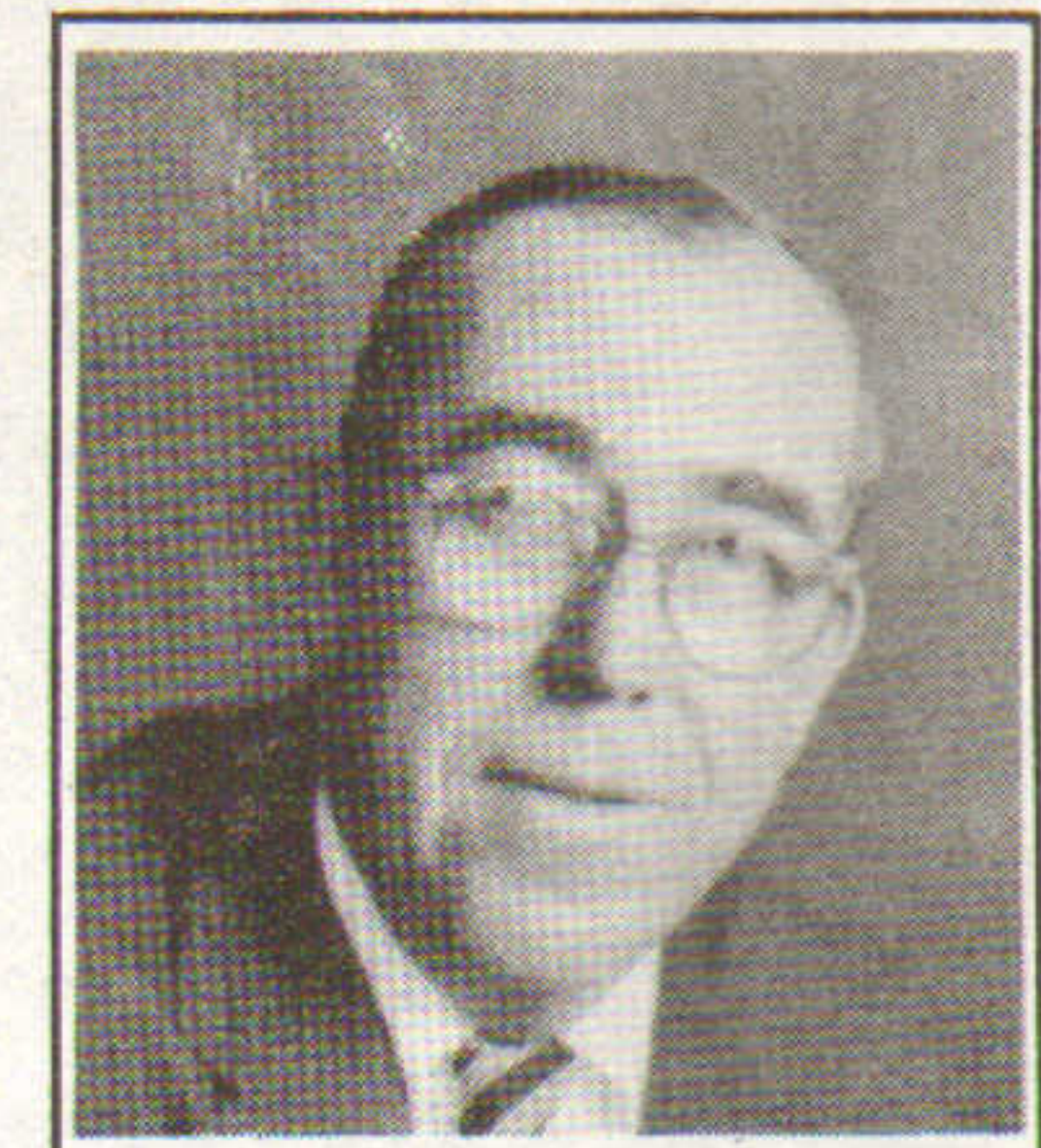
Duff Ramsey  
DUANE HILLIS CO.



Norman Leventhal  
BEACON COMPANIES



James Sullivan  
SULLIVAN DESIGN GROUP

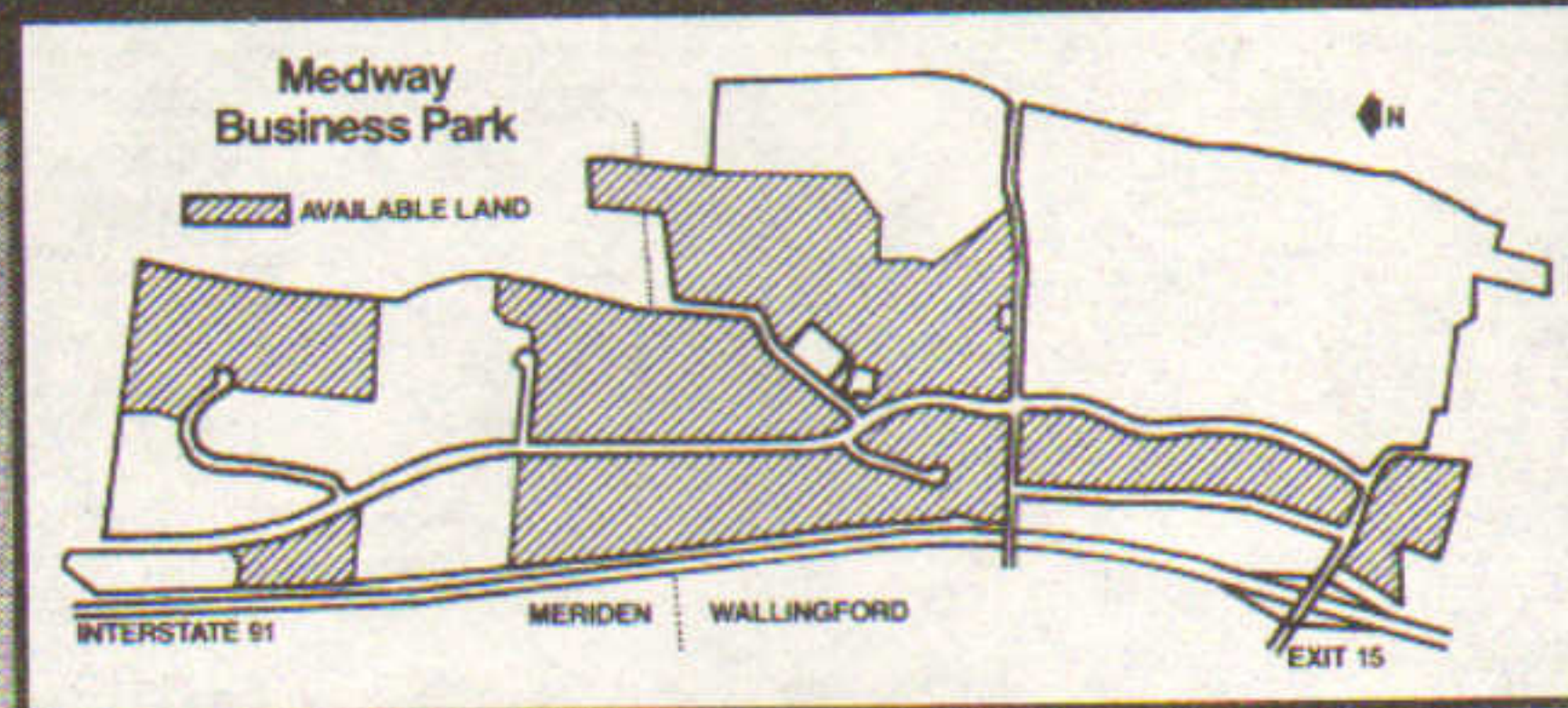
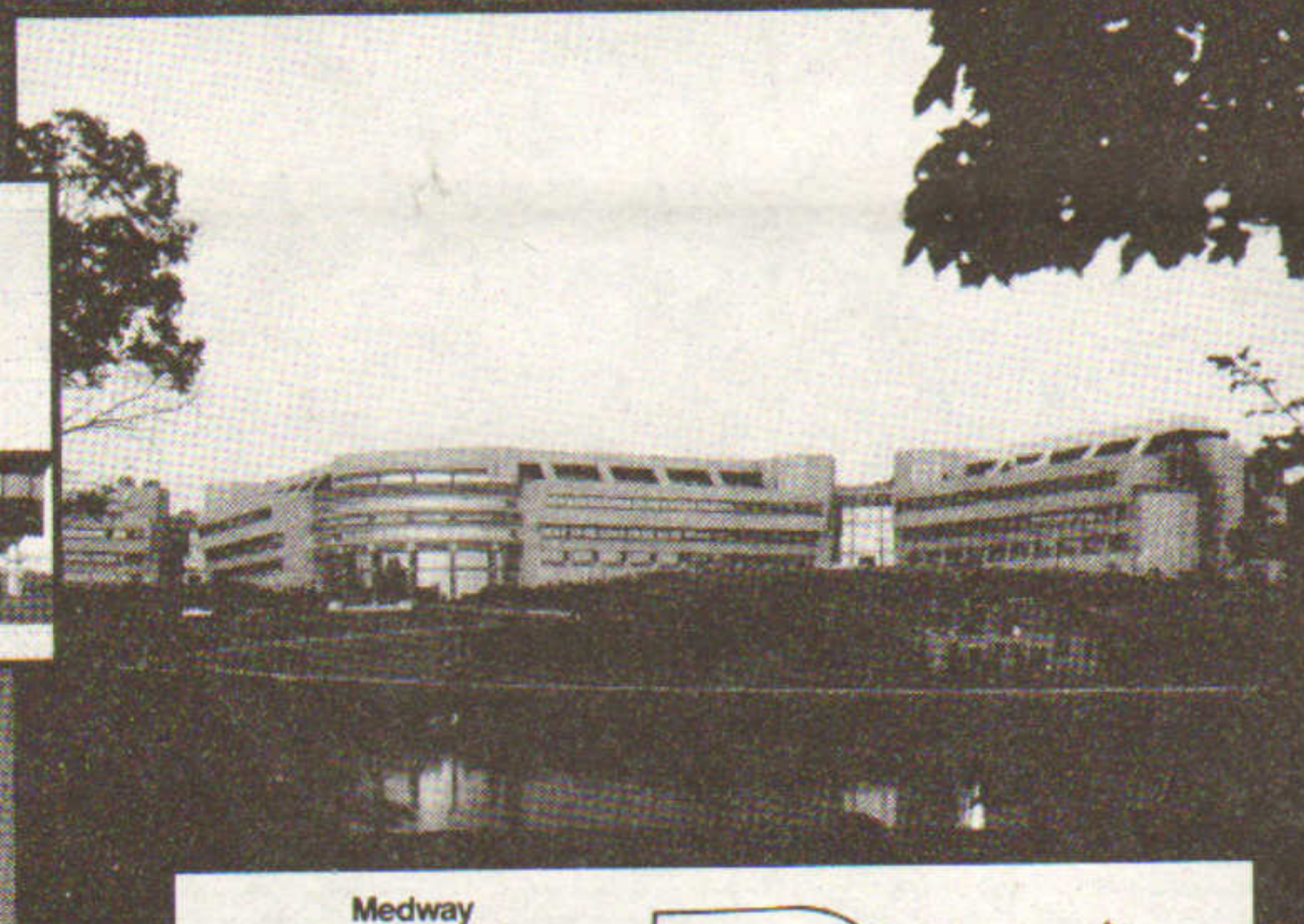


John O'Hearn  
MEREDITH & GREW



Carl Barron  
PUTNAM FURNITURE

# Welcome to Medway



The FIP Corporation, Connecticut's largest developer of business and industrial parks, offers you a different work environment - Medway Business Park. Located in Meriden and Wallingford, Connecticut, with over 9,000 feet of frontage along Interstate 91, it's the home of some of the state's most prestigious businesses: Bristol-Myers Company, SNET, Digital, and many more.

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We invite you to drive out and take a closer look at Medway or call us to arrange a convenient tour. It would be our pleasure to welcome you into Medway Business Park.

For more information on this premier business park, contact Randy Anagnostis, Vice President Marketing, at The FIP Corporation.

**FIP** THE FIP CORPORATION  
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The elegant, curved facade of brick and cast stone encompasses subdividable floorplates as large as 45,000 s.f. Naturally, the building has state-of-the-art security and mechanical systems. The structure's focal point, an expansive atrium with its terrazzo floor, coffered ceiling, and European ash finishes, makes a perfect statement about the special tenants attracted to this building.

Two Newton Place offers free underground parking, adjacent public transportation, and nearby shops and restaurants.

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*Executive Vice President,*  
*Leggat McCall/Grubb & Ellis*  
**(617) 890-8887**

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Exclusive leasing agent:  
Leggat McCall/Grubb & Ellis.



# JANUARY

The Schuster Co. places \$4.75 million mortgage with Home Federal Savings for American Dev. Co.'s Marlboro shopping ctr. Watch Town Corp. opens 30,000 s/f Framingham office building; Travers Assoc. architect for \$3 million site.

Julie Barber of Boulos Co. leases 18,400 s/f in Portland to Save-A-Buck Inc. discounter.

Rob Griffin of Coldwell Banker sold a 135,000 s/f Brighton building to Hamilton Realty for \$7 million.

Equity Ventures to develop \$9 million 120,000 s/f in Narragansett Industrial Park, Pawtucket; Dimeo contractor.

Beal Companies buys American Mutual Ins. Co.'s 36 acre site in Wakefield; 225,000 s/f building sold for \$38 million.

Fred Raucci Jr. of Levey Miller Maretz brokers \$2.25 million 39 unit New Haven apartment.

Lomas & Nettleton arranges \$5.6 million mortgage for Downing Corp.'s 55,000 s/f Warwick (R.I.) Commons.

The Niles Co. and Meredith & Grew cobroker sale of \$12 million 324,500 s/f site in Dedham by Allied Container Corp.

John Sullivan Jr. renovating 35,000 s/f school in Nashua, adding 14,000 s/f wings in \$2.8 million project.

Harley Hiscock Jr. and Michael Gordon of Cushman & Wakefield sell \$13.5 million New Haven building for Cambridge Assoc.

Iyanough Management picks R.W. Granger & Sons for \$8 million 150 room Taunton Regency Hotel at Myles Standish Park.

Beal Companies sell Keany Square, Boston, building to Vazza Assoc. for \$9.25 million; paid \$3.65 million for 140,000 s/f.

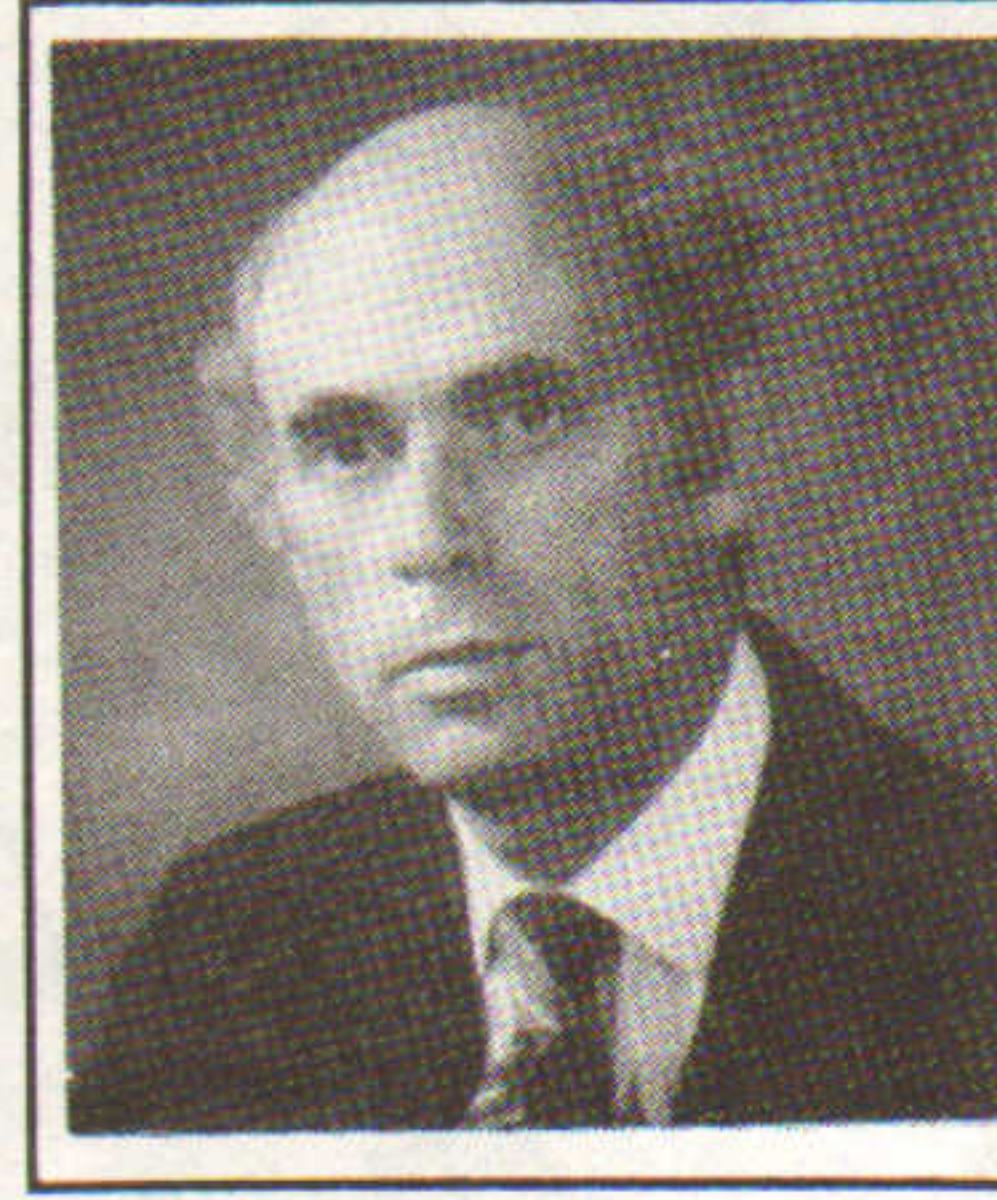
Bradley Richards & Benjamin Osgood buy Lamie's Tavern & Motor Inn in Hampton, N.H. for \$1.8m from OMNI-Dunfey Hotels.

Stone Co. completes \$5.5 million addition for Analogy Corp. headquarters in Peabody; 186,000 s/f at Centennial Park.

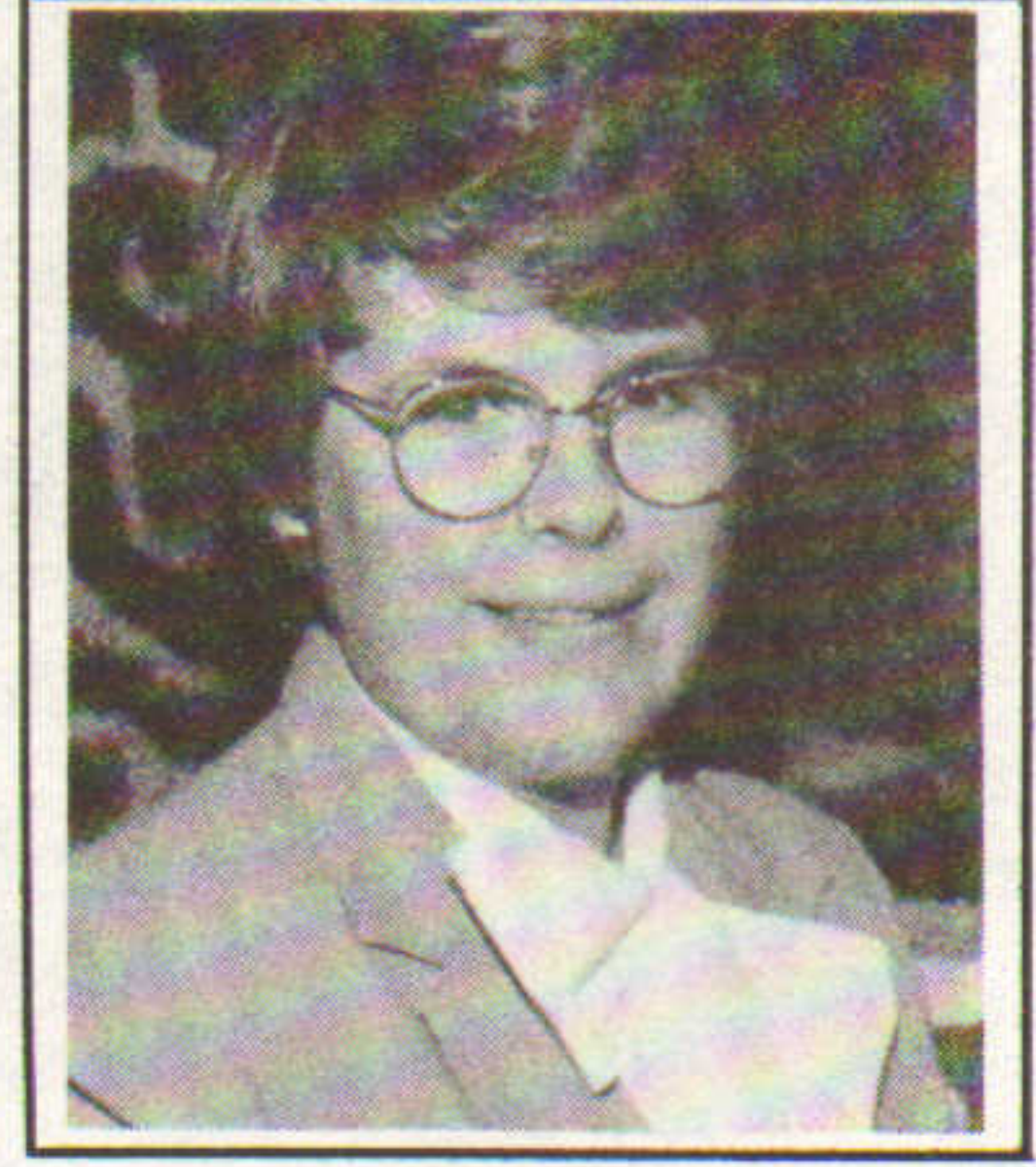
Samuel Oddo of The Codman Co. leases 50,000 s/f at Nagog Park in Acton to Concord Co-operative Bank.



Barbara Pearce  
H. PEARCE CO.



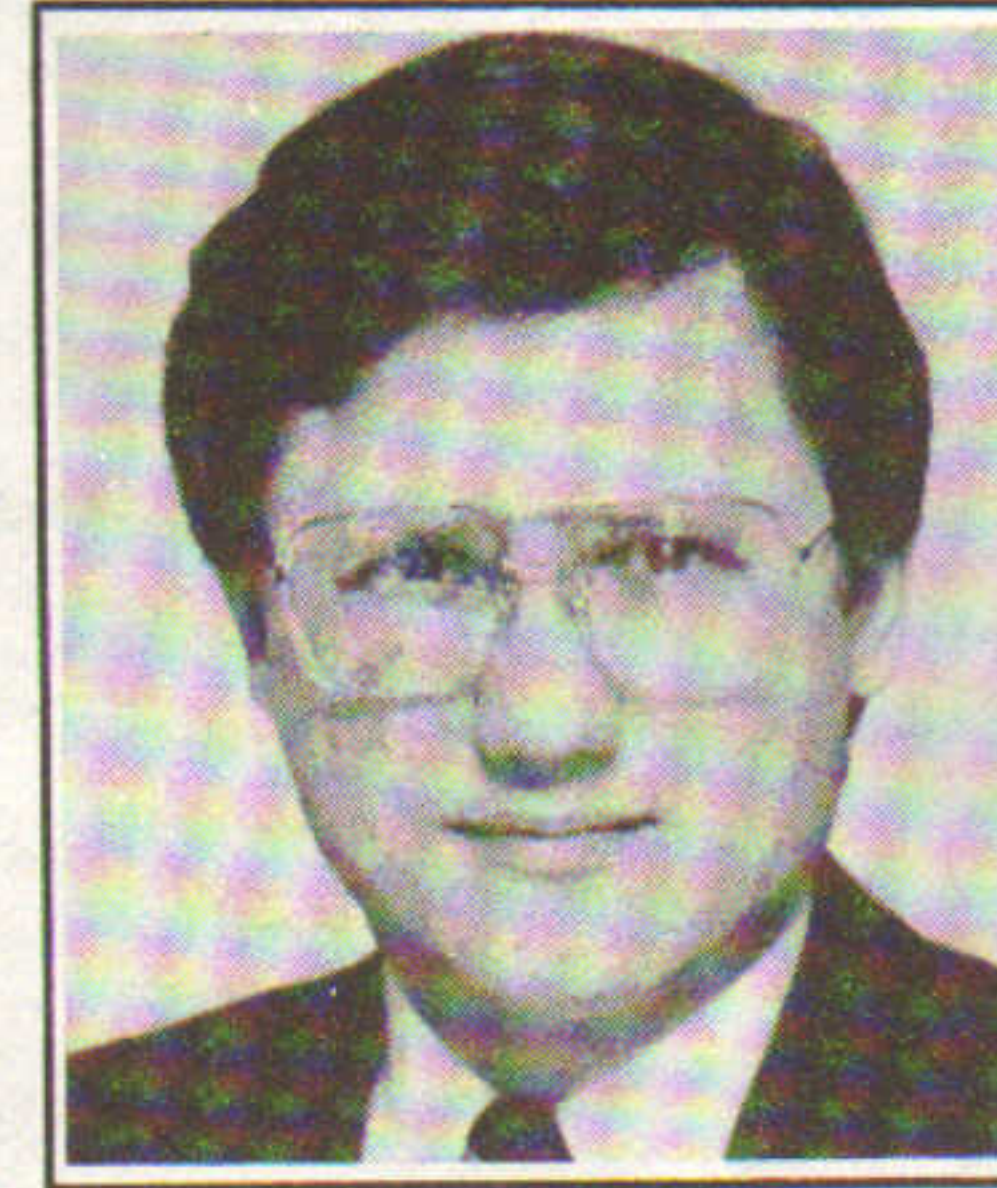
Bruce Beal  
BEAL COMPANIES



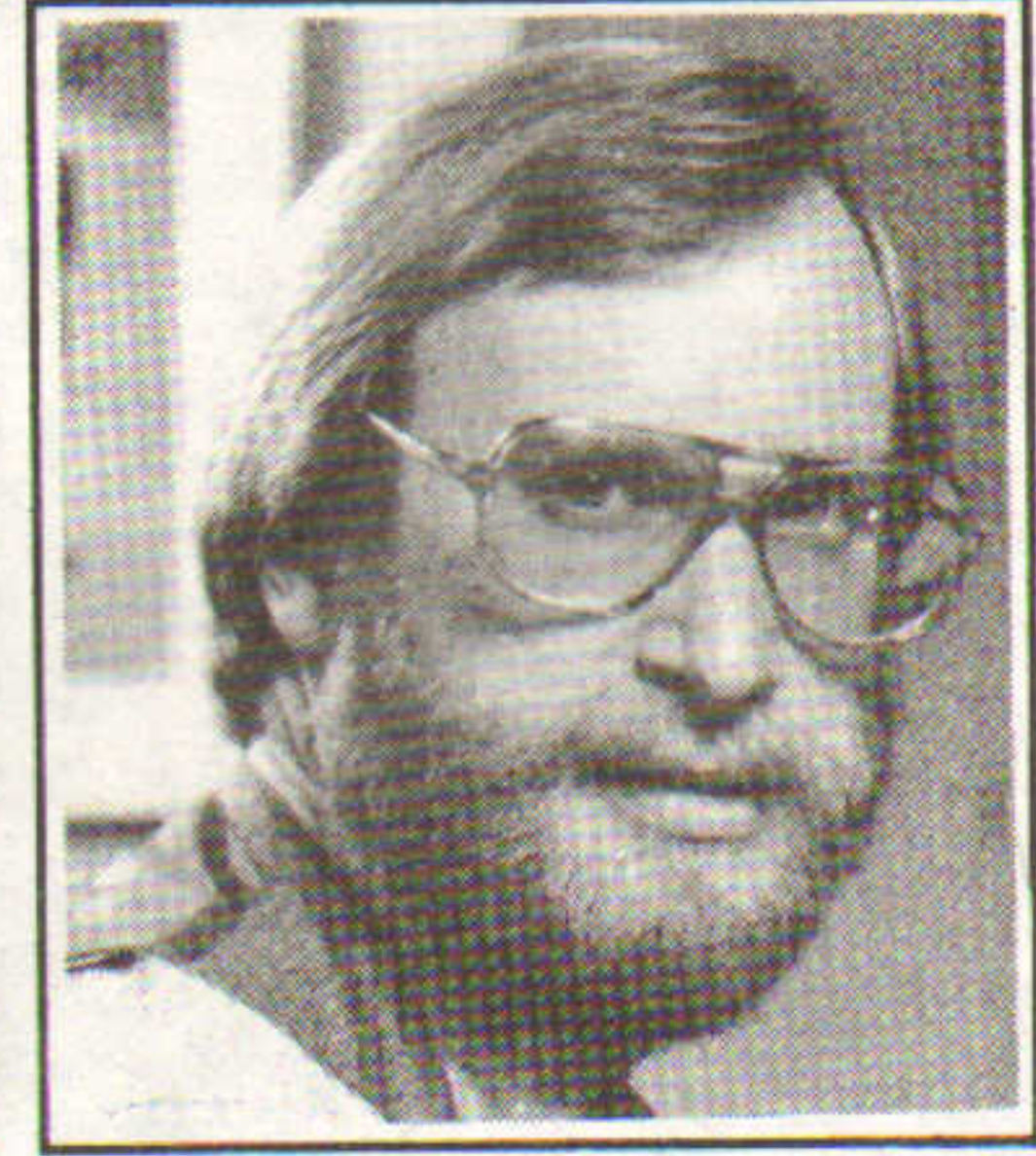
Judy Tinkham  
TINKHAM REALTY



Nick Mirrione  
MIRRIONE DEVELOPMENT



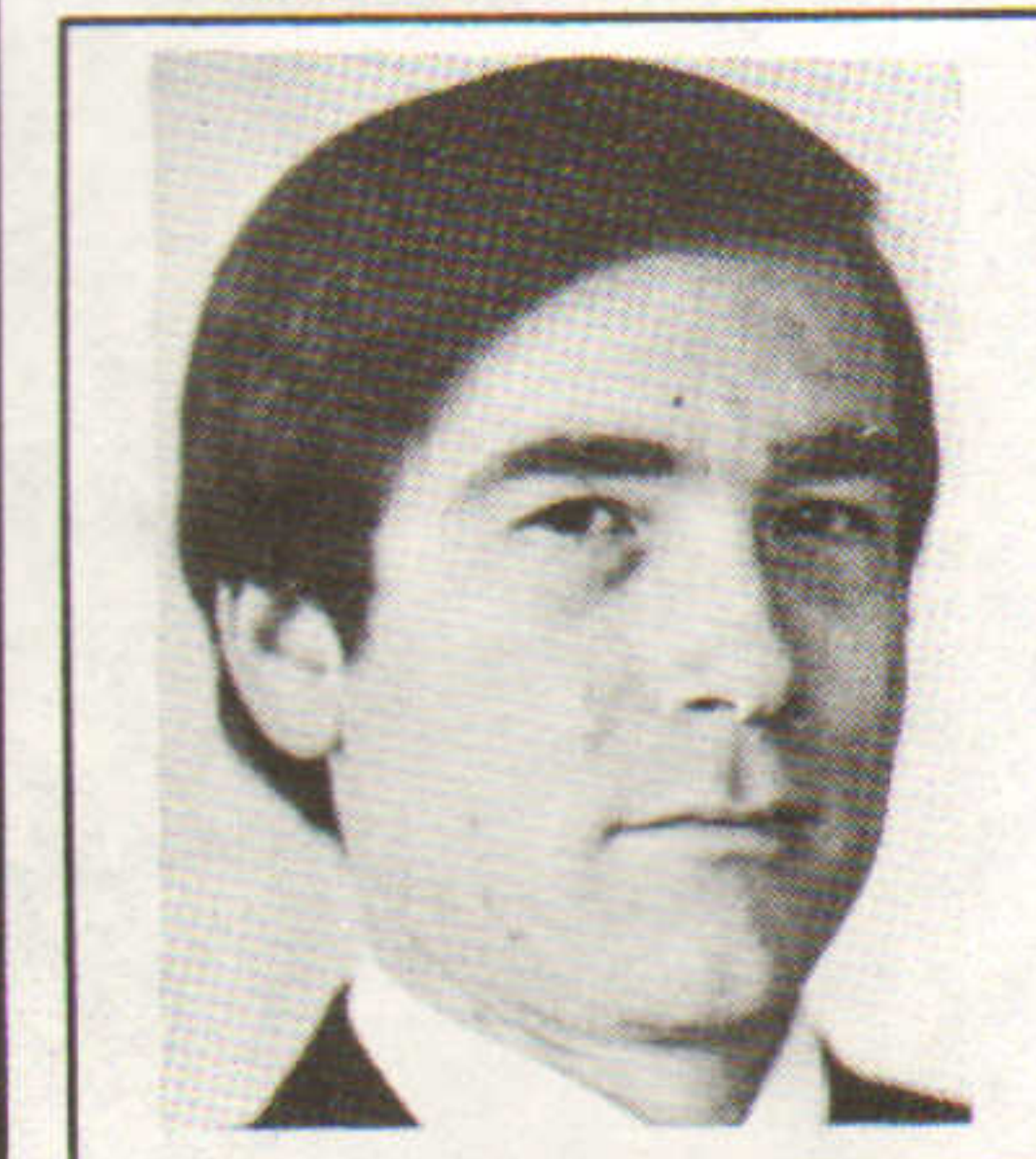
Peter Brown  
PETER ELLIOT & COMPANY



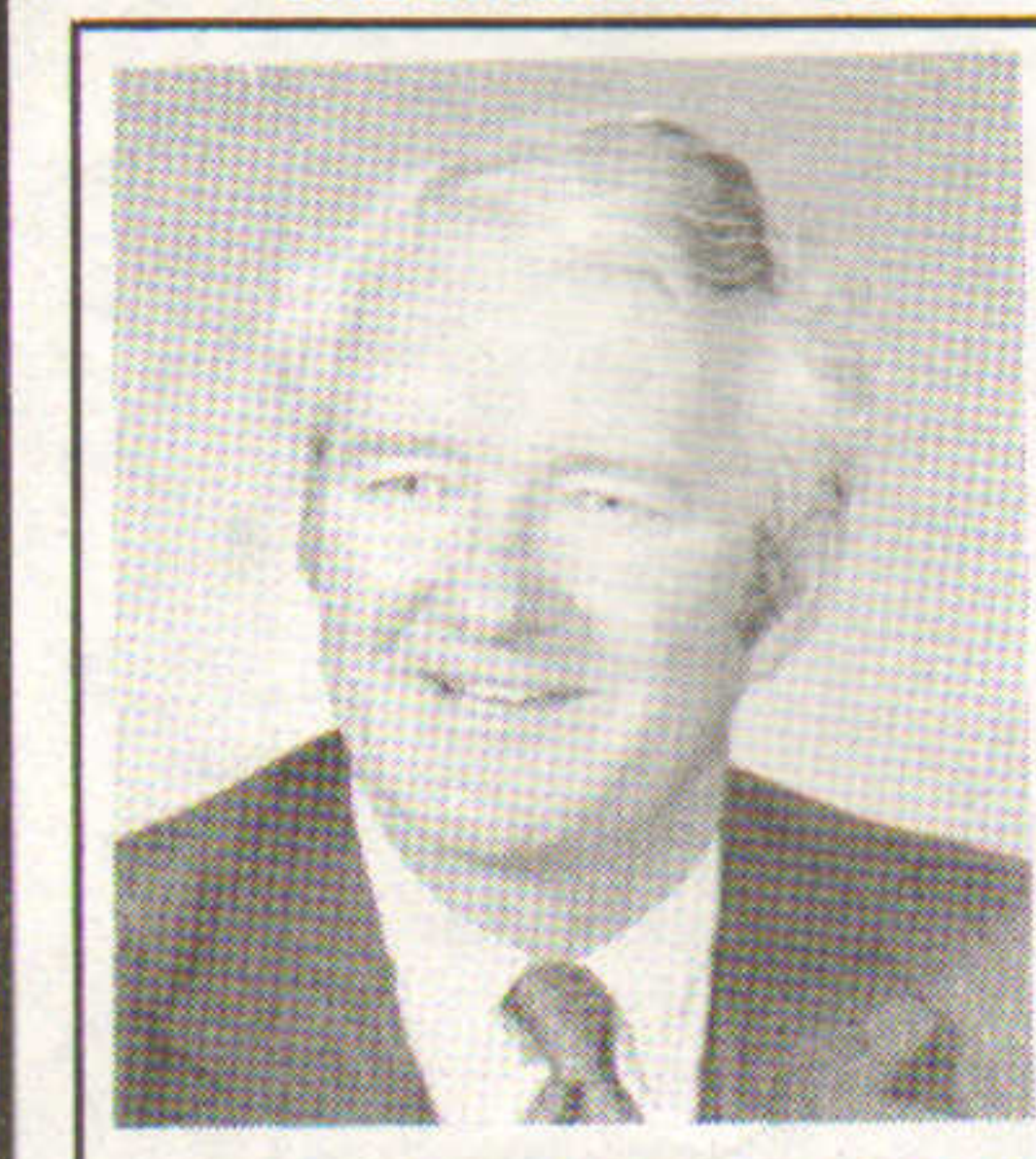
William Finard  
FINARD COMPANY



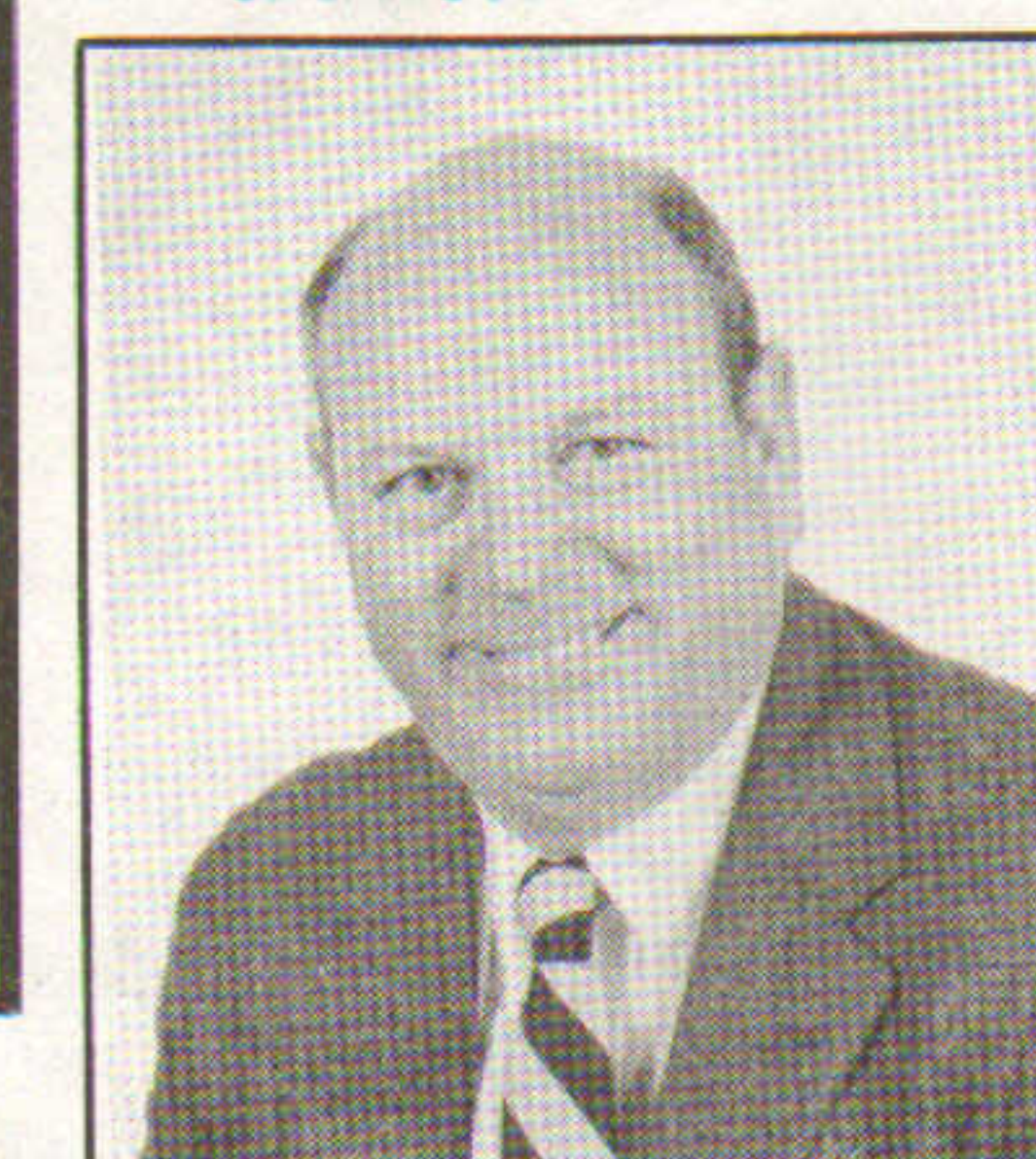
Terry Cook  
AMERICAN TITLE INS.



Richard Smishkiss  
THE SMISHKISS CO.



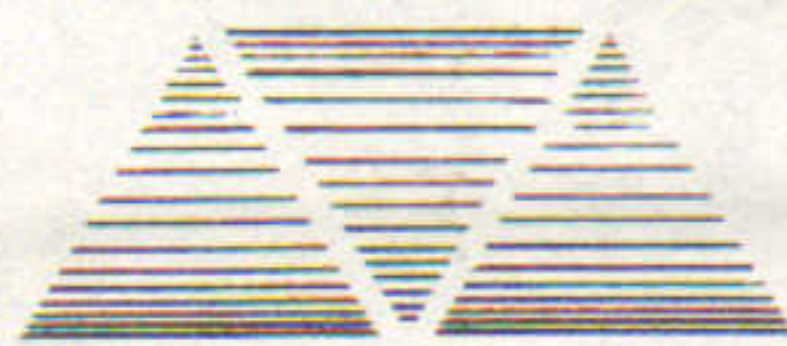
Robert Britton  
R. I. HOSPITAL TRUST



Robert Holmes  
R. W. HOLMES REALTY CO.



## THE TRIAD GROUP

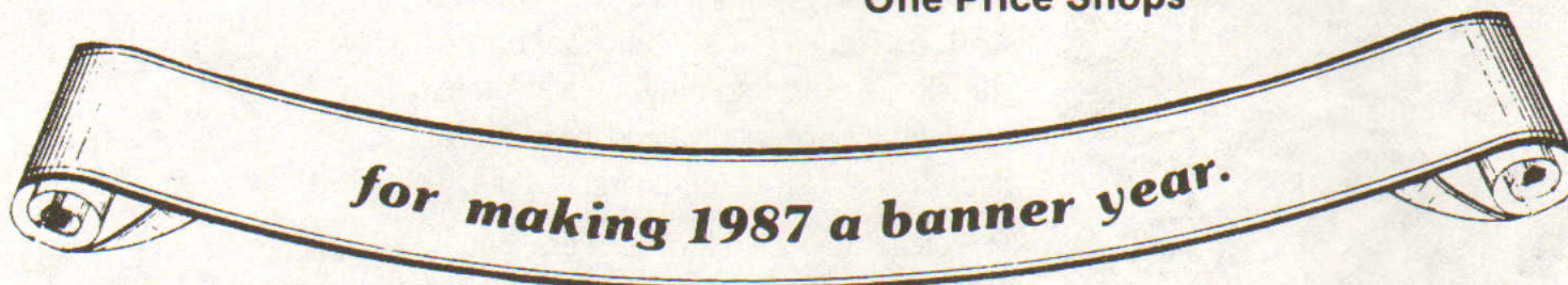


The Triad Group would like to extend their best wishes for a happy holiday season. We wish to thank all of our clients, some of whom include:

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College-Town  
Reebok  
Walgreen's

Sherwin Williams  
Big D - Wondermarkets  
Price Club  
La Sweaterie

TCBY (The Country's Best Yogurt)  
Step-In Shoe (Parade of Shoes)  
Sizes Unlimited  
Promod  
One Price Shops



The Triad Group would also like to take this opportunity to introduce a new member of their team: Mr. Robert Allard, Jr., who recently joined their retail division.

*Happy Holidays from Rick Sternberg, David Smookler, Bob Allard and Lynne Cohen.*

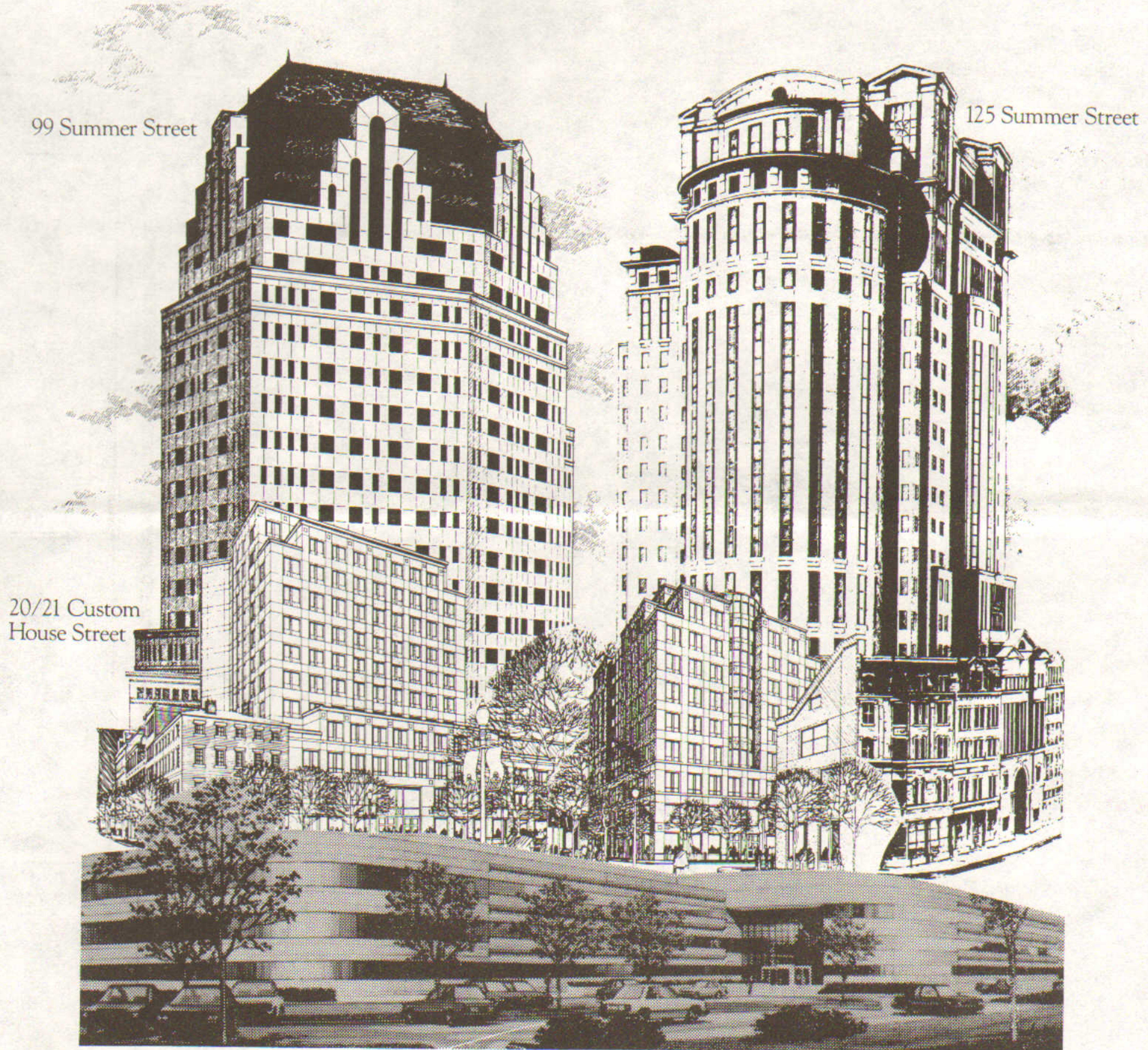
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# 1987 was a towering success.



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125 Summer Street

20/21 Custom House Street

Needham Corporate Center

# Thanks.

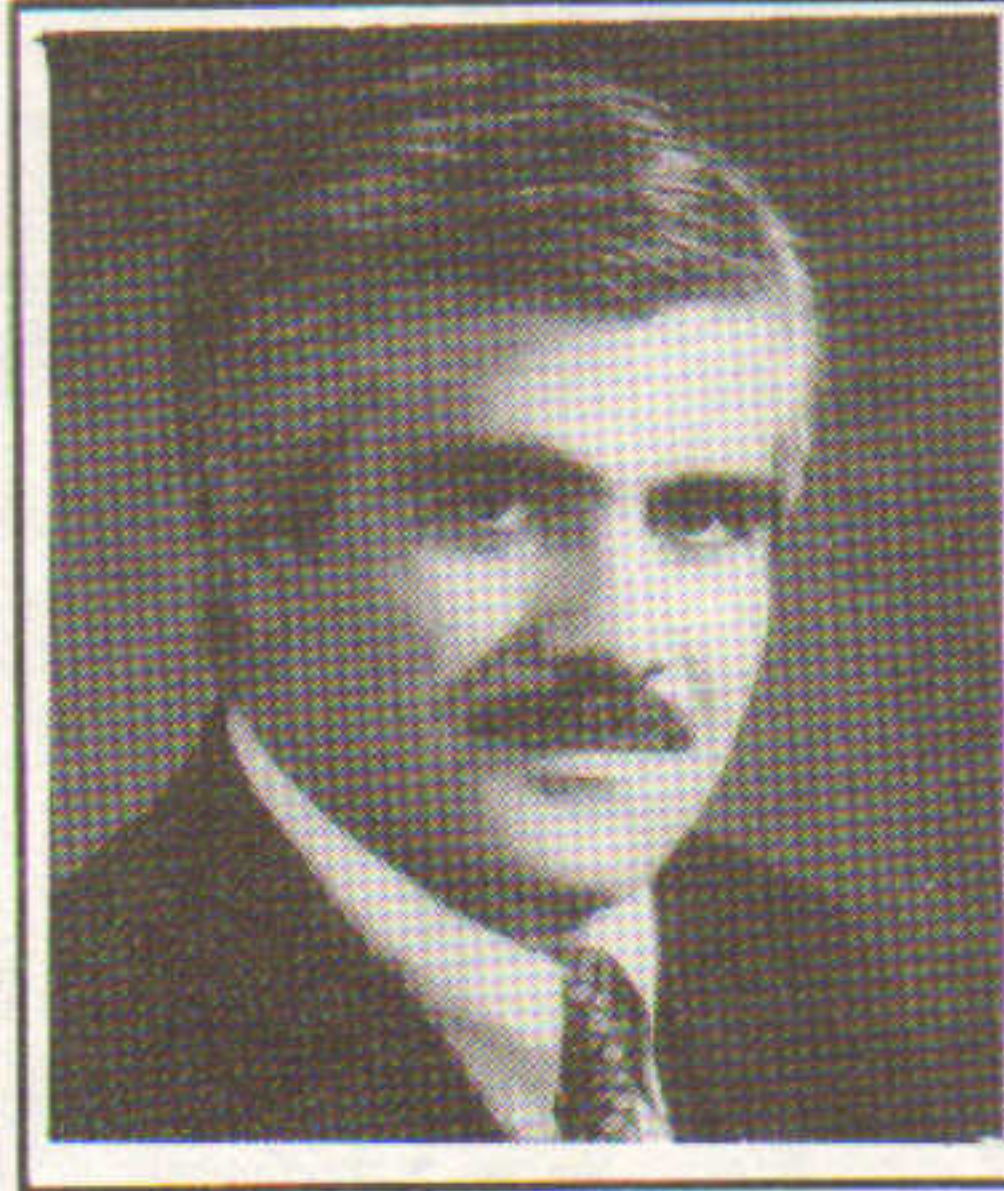
**PETER·ELLIOT**

990 Washington Street, Dedham, MA 02026 (617) 329-6780  
260 Franklin Street, Boston, MA 02110 (617) 439-9100  
55 Park Place, Atlanta, GA 30303 (404) 223-0055



# FEBRUARY

Kelleher & Sadowsky and Gary Caplan cobroker \$5.5 million sale in Worcester to N.E. Dev. & Mgmt. for 420,000 s/f offices-mall.  
 Kuzmak-Olins R.E. arranges \$3.2 million shopping center loan with Society for Savings for Park Washington Realty.  
 Robert Shain & Richard Kates of Date R.E. Mgmt. broker sale of Boston rooming house for \$3 million.  
 RREEF Funds acquires \$5.35 million Back Bay retail-office building from London & Boston Dev. Corp.  
 Travelers, Spaulding & Slye & N.E. Telephone to build \$400 million offices in Boston; Jung/Brannen archt. for 1.4m s/f.  
 Shelter Group builds \$22 million Sheraton Portsmouth Hotel; Weitz Co. contractor for 150 rooms.  
 Northland Inv. Corp. sells Foxboro Plaza to Phillips Int'l. Holding for \$6.4 million; 102,000 s/f anchored by Bradlees.  
 Von Kohorn & Assoc. arranges \$20.25 million financing for Holiday Inn in Westport, Conn.; to expand to 315 rooms.  
 Edward Hobbs of Albert Ashforth brokers \$13.5 million sale for Schulman Realty Group to Urbco Inc. in Stamford, Conn.  
 David Corkery and Michael Ripp of The Codman Co. sell \$3.7 million 27,000 s/f site in Boston.  
 Buzz Wires brokers \$4 million sale of Parwick Hotel and restaurant in Chicopee to Oakdale Hotels.  
 \$5.2 million Pine Tree Place in Bedford, N.H. to open in spring; Nicholas Shakra marketing agent.  
 Lillyan Cutler and David Cavanagh of Hunneman Commercial sell 1.5 million s/f \$17 million Dighton, Mass. property.  
 Willow Construction builds 14,400 s/f office/warehouse condos in Hooksett, N.H. for Char-Mer Enterprises.  
 McNeil & Assoc. builds 36 condos at Collins Grove, Salem, Mass.; \$4.5 million Bank of Boston loan.  
 Hayden, Tolzmann & Assoc. negotiates \$13 million joint venture in Hartford to Capital-MONY for CIGNA.



Donald Chiofaro  
THE CHIOFARO COMPANY



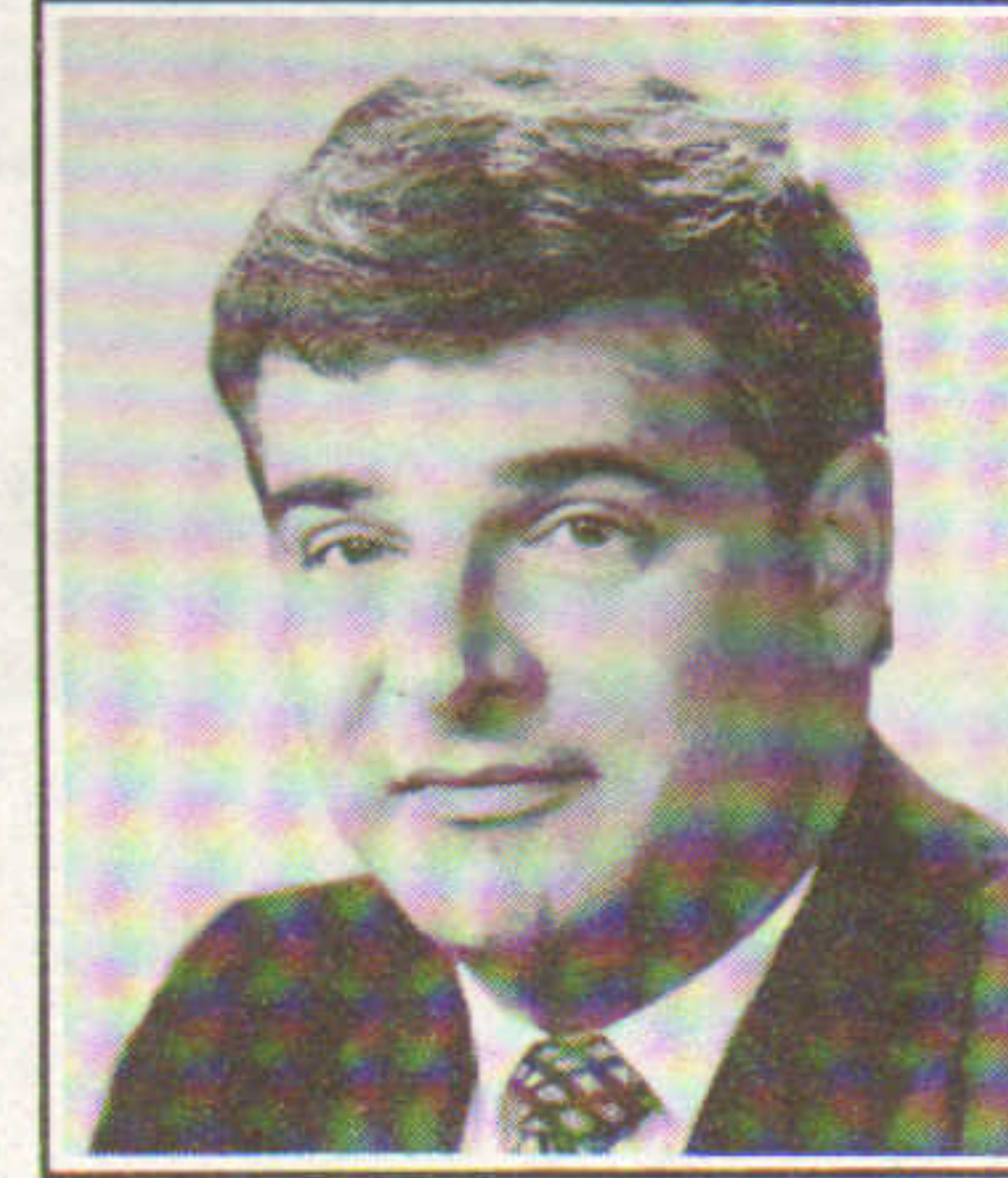
Karl Norwood  
THE NORWOOD GROUP



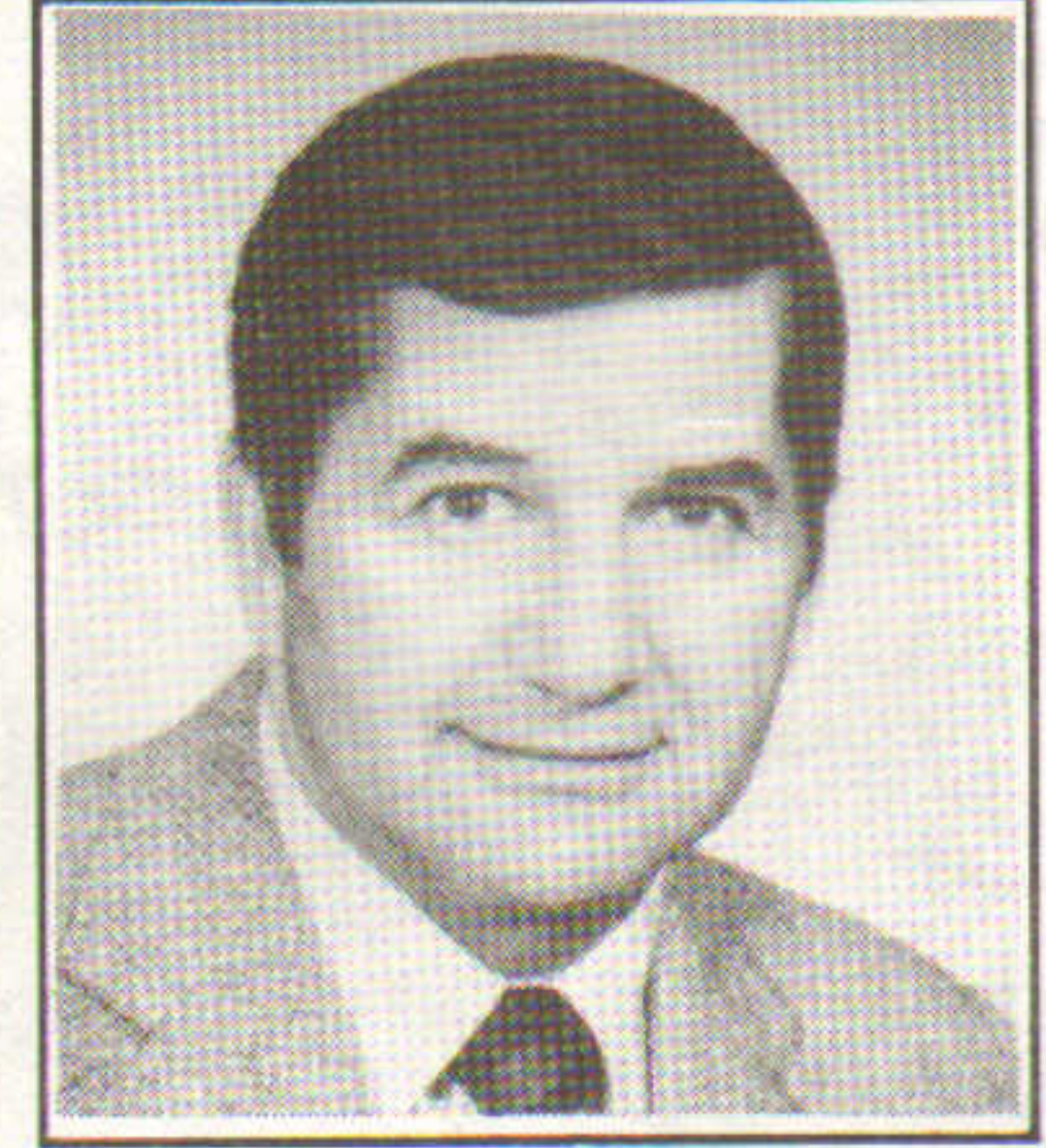
John Sousa, Jr.  
COMMONWEALTH MRTG. CO.



Richard Carlson  
CARLSON REAL ESTATE CO.



Cary Tarpinian  
KURT SARACEN REAL ESTATE



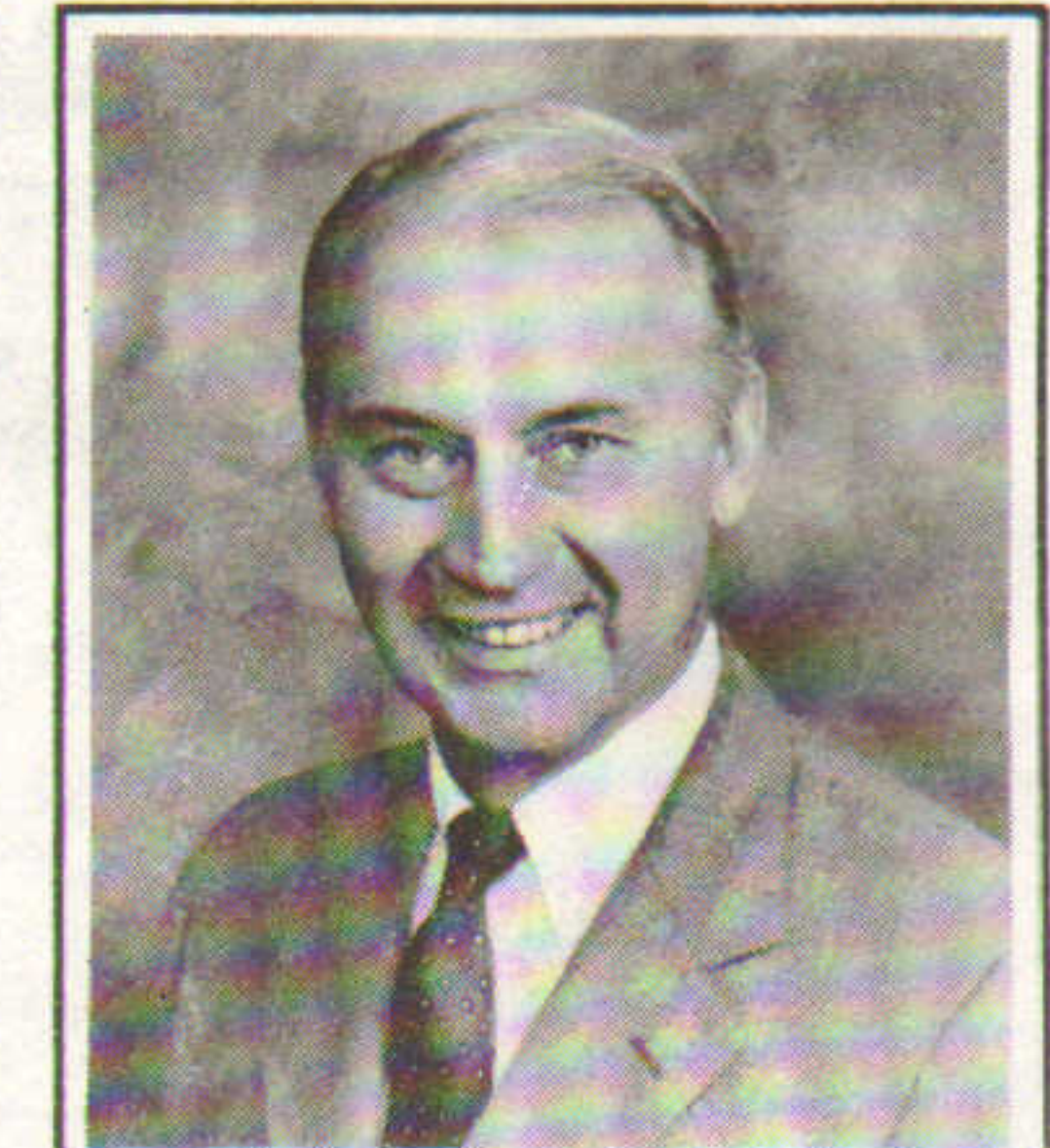
Paul Stella  
P.J. STELLA CONST. CO.



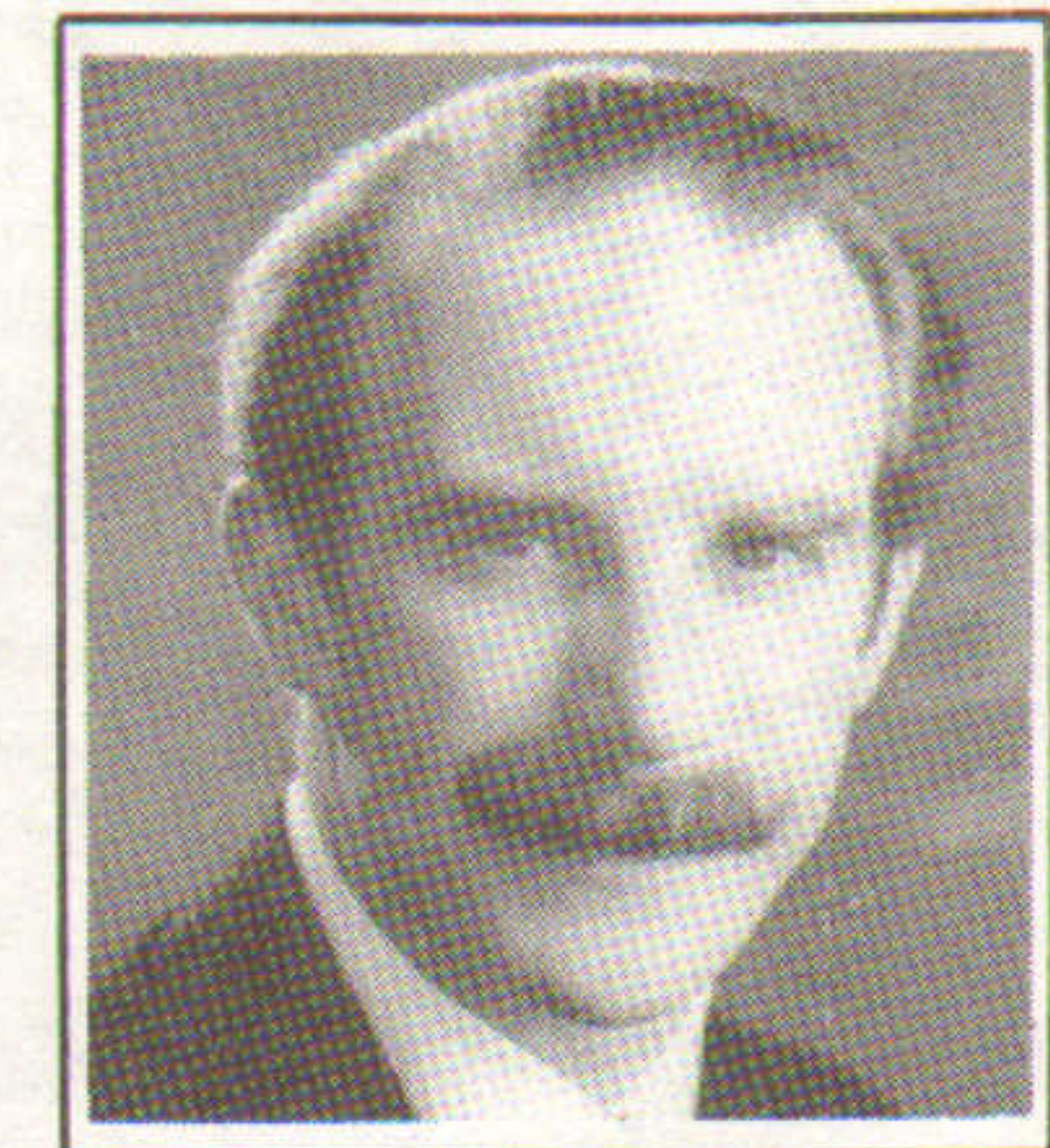
Norman Levenson  
THE COPLEY GROUP



Harold McKenna  
BOSTON MORTGAGE CO.



Richard Lundgren  
HUNNEMAN COMMERCIAL



Charles Richards  
STOP & SHOP COMPANIES



*We Wish All of Our  
Clients and Friends  
A Happy and Prosperous  
New Year*

*Thank you for making our  
first year a success*



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Manchester, NH 03101  
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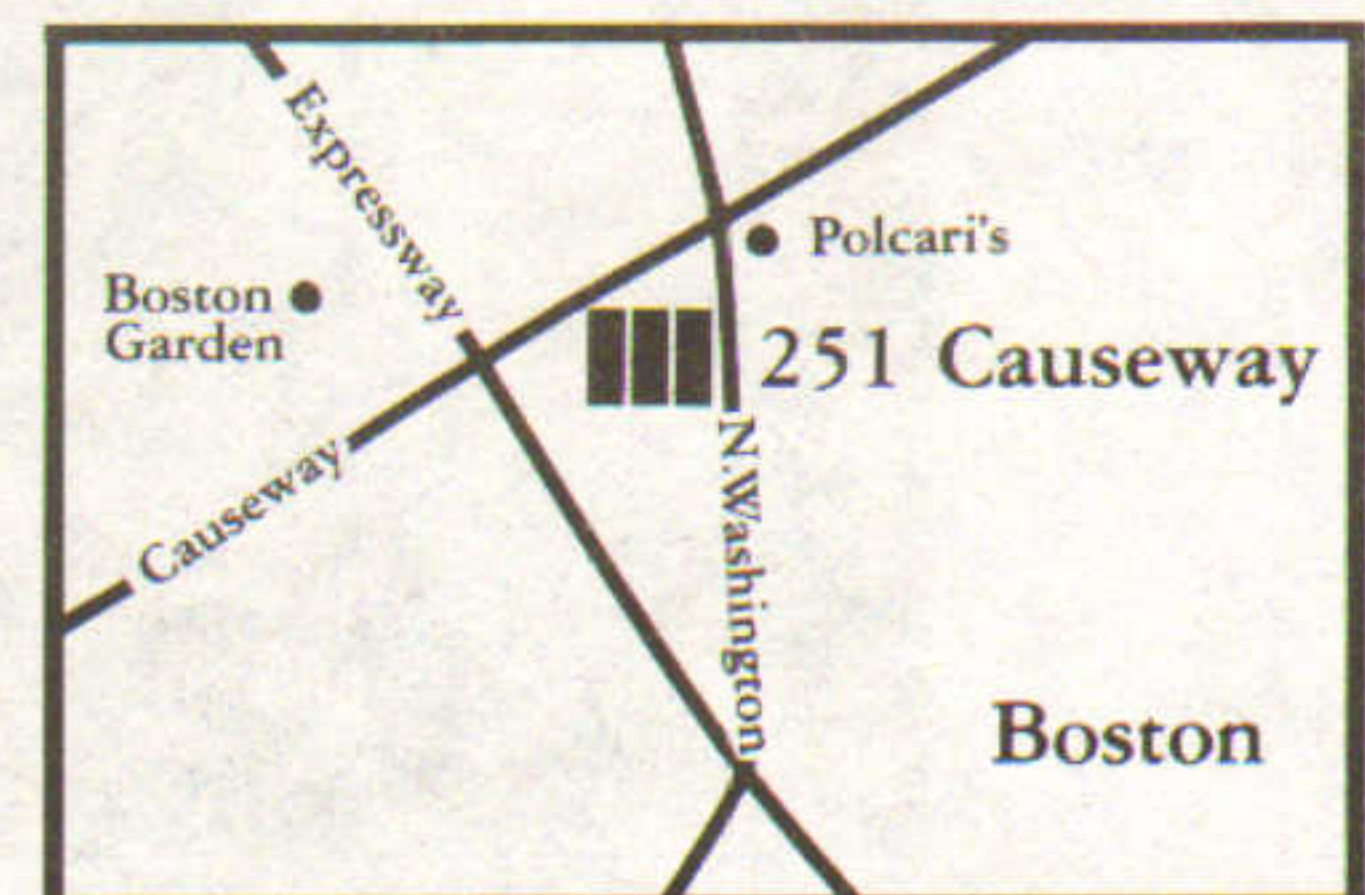


251



# Causeway

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- 156,000 sq. ft. of meticulously restored first class office space
- Convenient to Government Center and the Financial District
- Immediate access to major highways, North Station and the MBTA
- Sweeping harbor views
- Flexible floor plates averaging 16,000 sq. ft.
- Across the way from Boston's finest North End restaurants
- Grand lobby and dramatic full-height atrium



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# FEBRUARY

Leatherbee Mortgage Co. provides \$23.62 million for Pine Realty, Fineberg Cos., Farlow Realty & Rich's Plaza.

EIR Assoc. starts 102 acre Woodlands Park in Branford, Conn.; Fleet National finances: Dow Realty agent.

John Harris of Spaulding & Slye and David Pergola of Meredith & Grew cobroker 100,000 s/f lease in Billerica.

Hillsgrove Assoc. sells two Warwick, R.I. properties for over \$5 million: 80,000 s/f to Downing and Post Road Assoc.

Lyle Fain agrees to buy Brown Univ. gym site for \$2.8 million if \$25 million luxury condo plan is approved.

Journal Billboard and Donald Ruffer sell \$1.5 million Pittsfield, Mass. building to The Strehlke Co.

Max Jacobs of Horne & Hastings brokers 74 apartments in West Springfield for \$4.48 million; Eliot Savings loan.

Einhorn Assoc. brokers \$1.3 million sale of 240,000 s/f in Middletown, Conn. to Russell Square Associates.

Webster Collins of C.W. Whittier brokers 100,000 s/f in Cambridge for \$8 million to Hamilton Realty.

Richard Palmer and Jonathan Bell of Beaudry Assoc. handle \$800,000 industrial site sale in Stamford to Bruno Daraz.

Marc Koenig of Markon Realty handles \$11.95 million sale of 160 Framingham apartments for Reservoir Realty.

Meredith & Grew and Independence Realty cobroker 60,000 s/f lease in Boston to Lexington Ins. and Atty. Robert Long.

Cushman & Wakefield brokers \$10.5 million sale of Wilton Plaza in Conn. to Silverman Realty; 83,000 s/f offices.

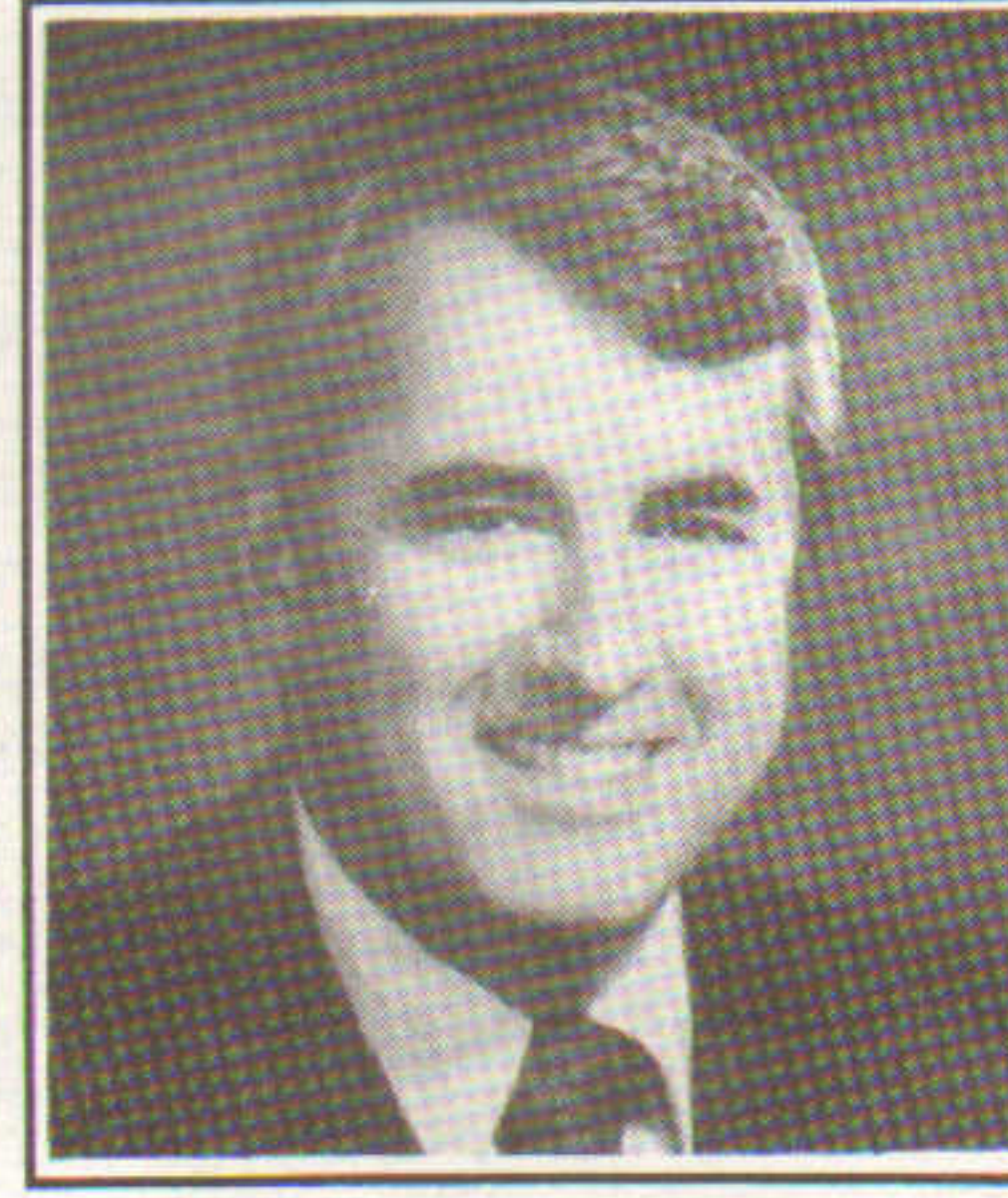
Star Realty negotiates sale of Midstate Office Park in Auburn, Mass. to Copley Mgmt. & Dev. for \$6.35 million.

Tocci Building Corp. construction manager for \$6.5 million renovation by Bulfinch Dev. on Summer St., Boston.

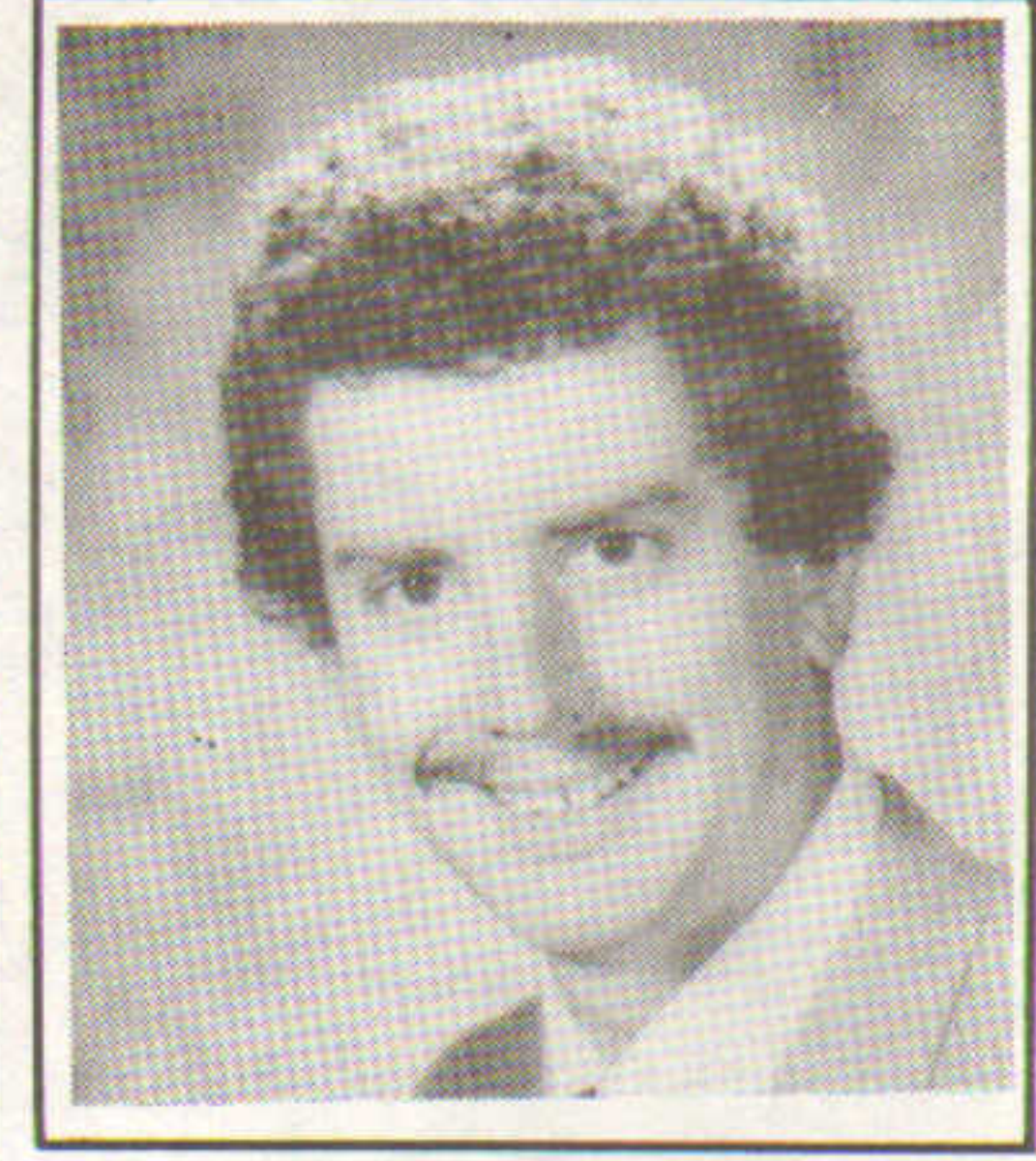
Pro Con Inc. constructs \$10 million 120,600 s/f operations center in Hooksett, N.H. for First New Hampshire Banks.



Leo Spang  
THE PROVIDENT



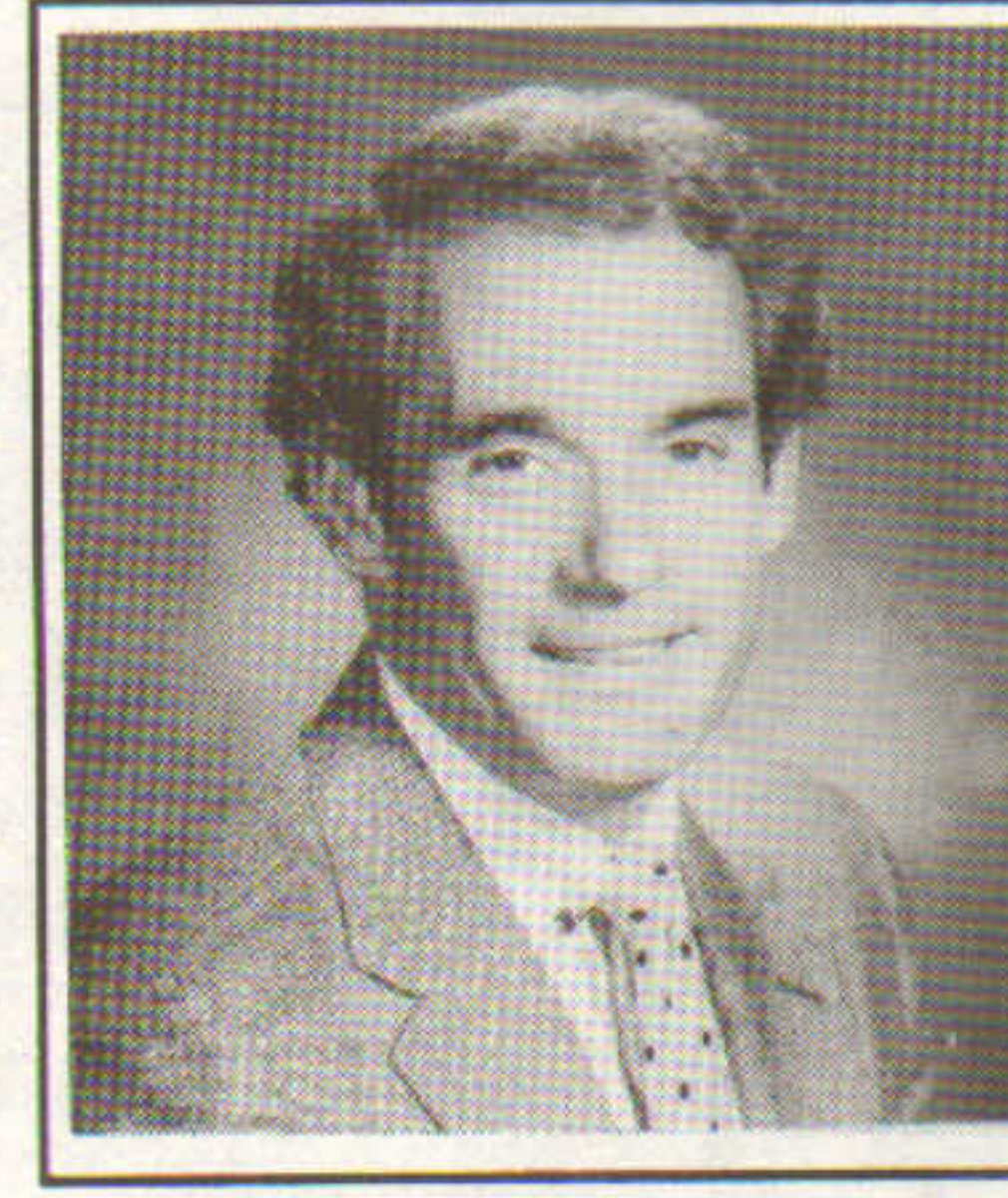
John Peckham III  
PECKHAM BOSTON CO.



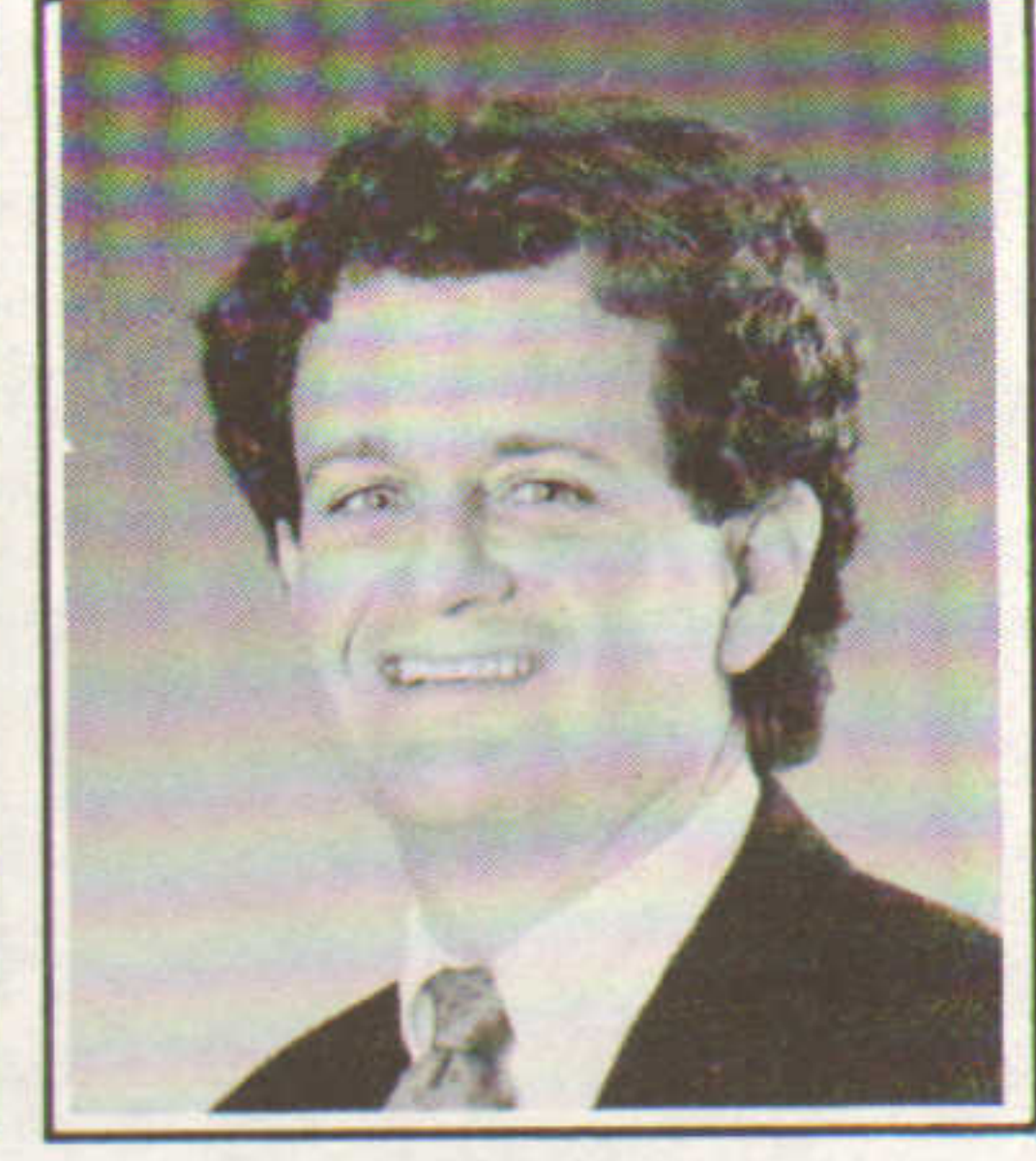
Robert Strelke  
R. W. HOLMES CO.



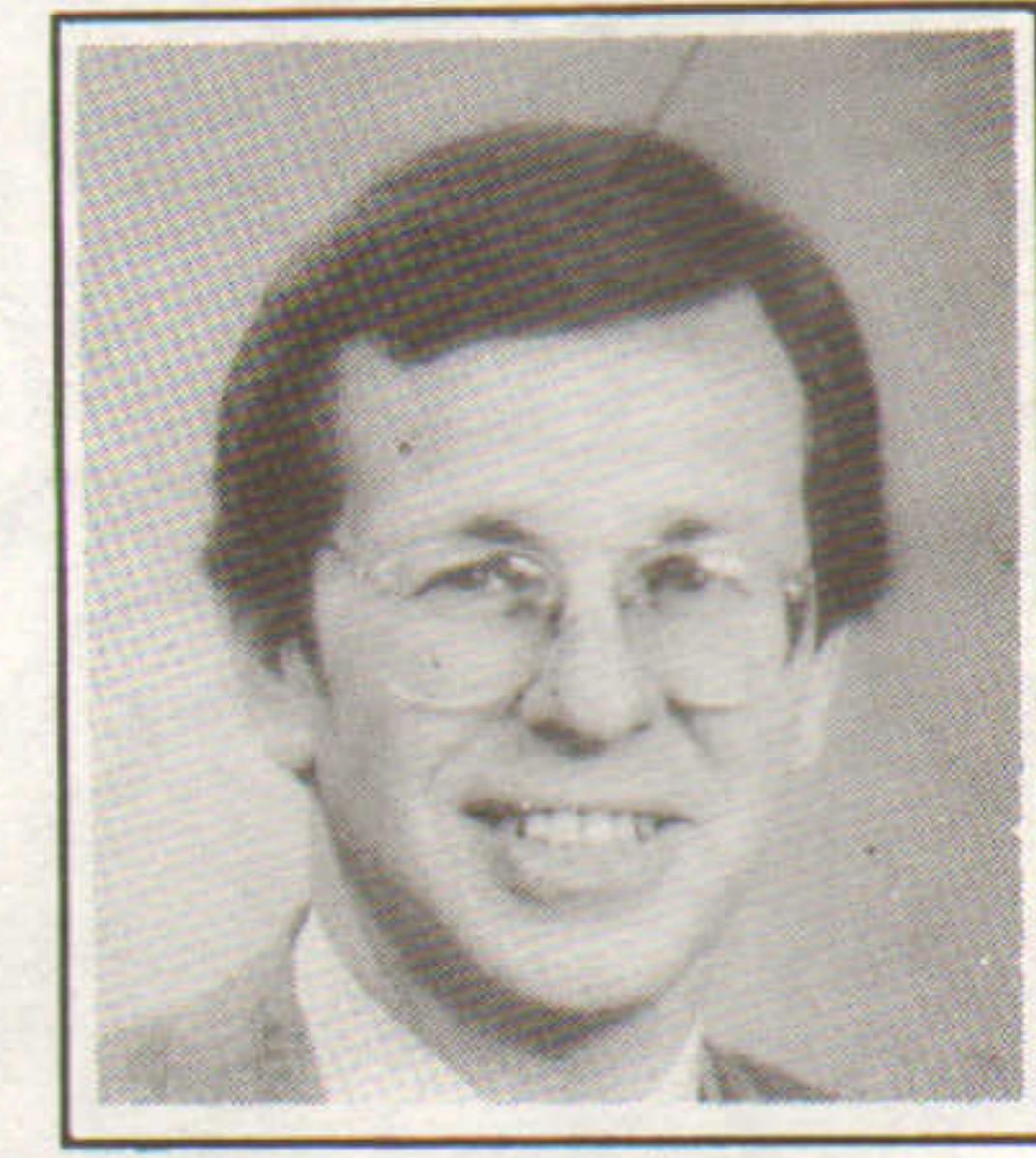
Adrienne Stella  
QUANNAPOWITT DEV.



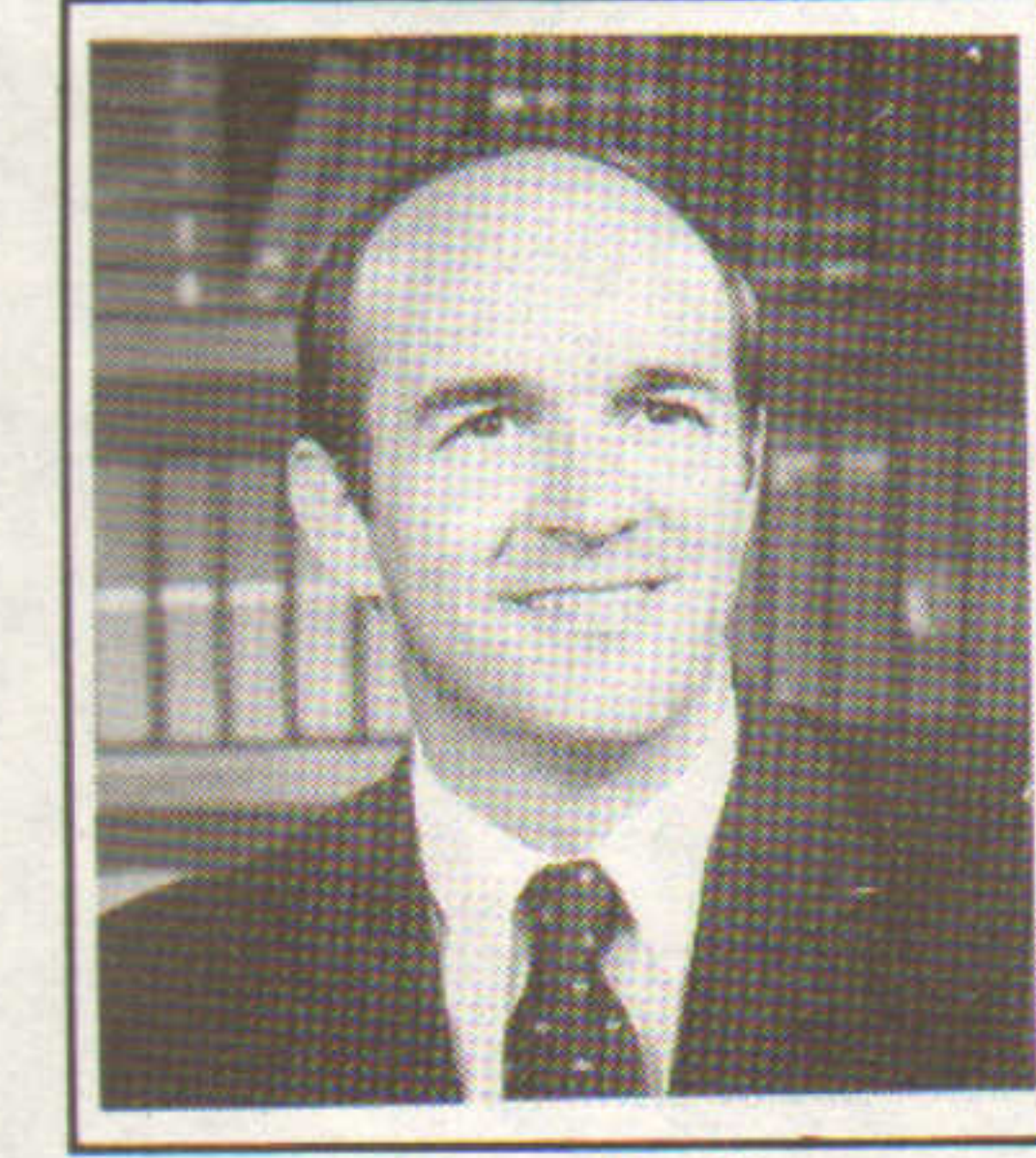
Henry Kates  
KATES PROPERTIES



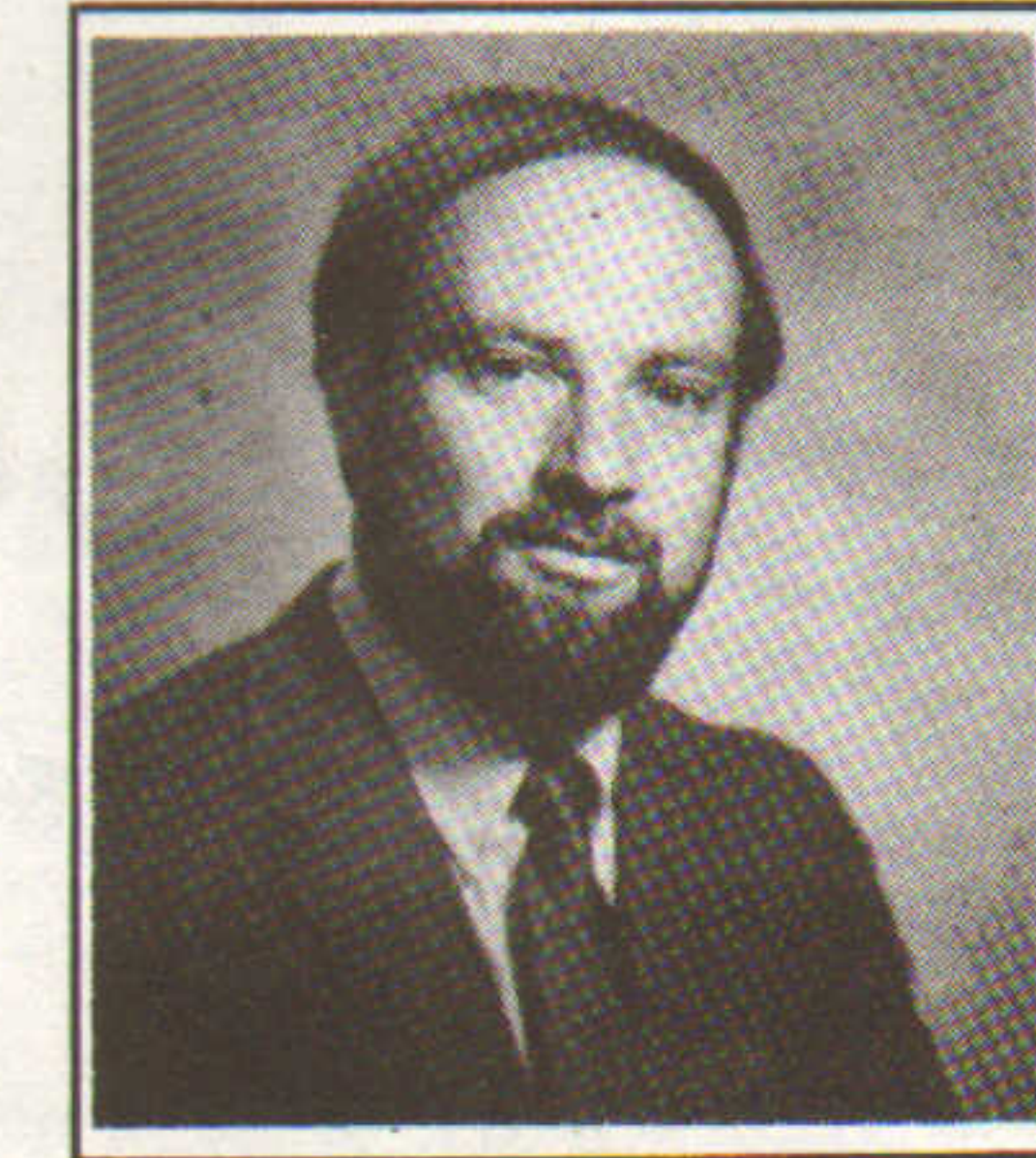
Jonathan Davis  
H.J. DAVIS DEV.



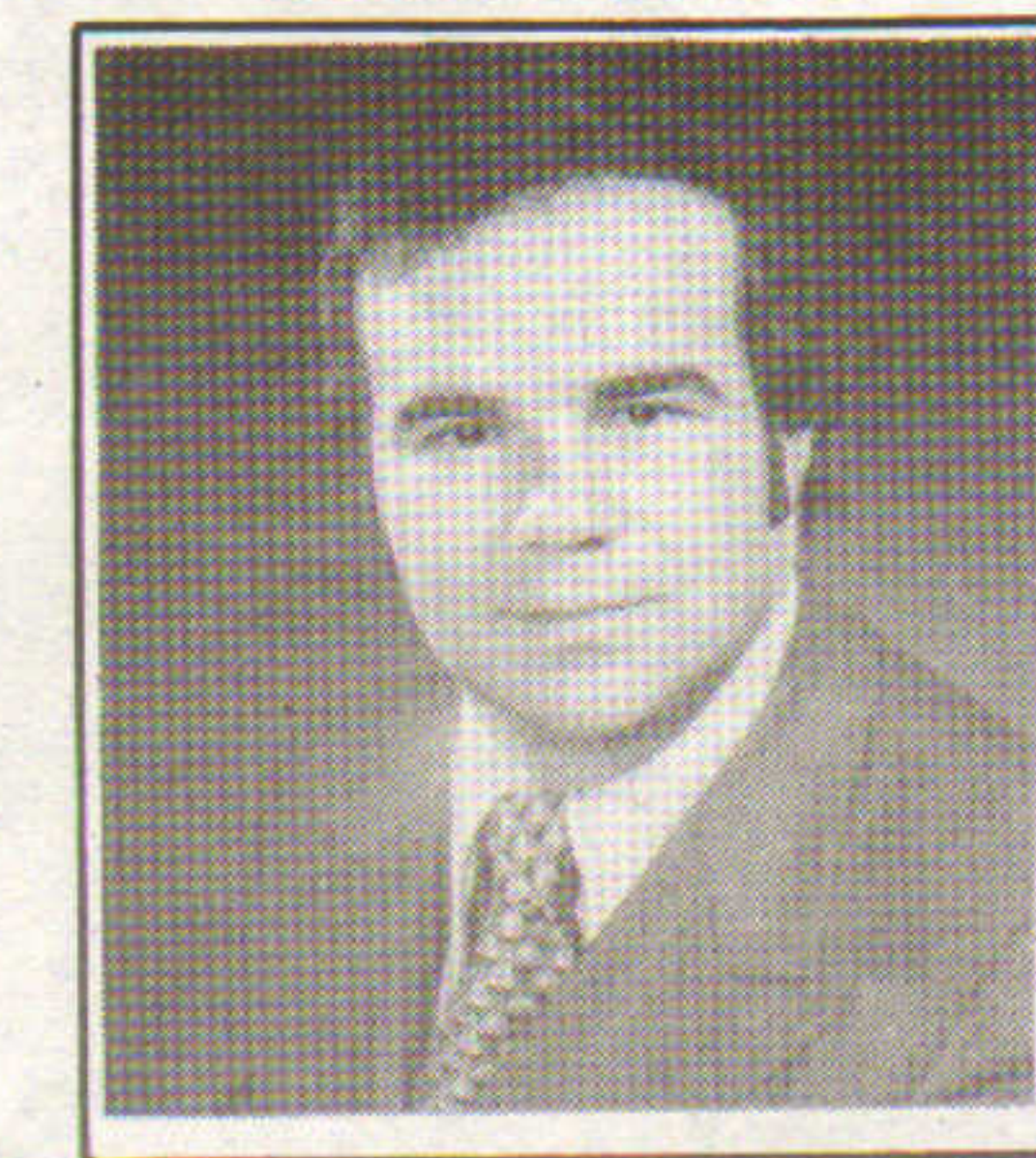
Leonard Bierbrier  
LEONARD BIERBRIER ASSOC.



George Gould  
INTERSTATE ELECTRICAL



Michael Monks  
MONKS & CO. INC.



Richard Ferland  
FERLAND COMPANY

TAC

*Thanks to our clients, staff  
and many others who  
made 1987 a banner year.  
Best wishes for the new year.*



TAC's offices in Harvard Square

46 BRATTLE STREET, CAMBRIDGE  
MASSACHUSETTS 02138 617/868-4200  
639 FRONT STREET, SAN FRANCISCO  
CALIFORNIA 94111 415/392-4200

THE ARCHITECTS COLLABORATIVE



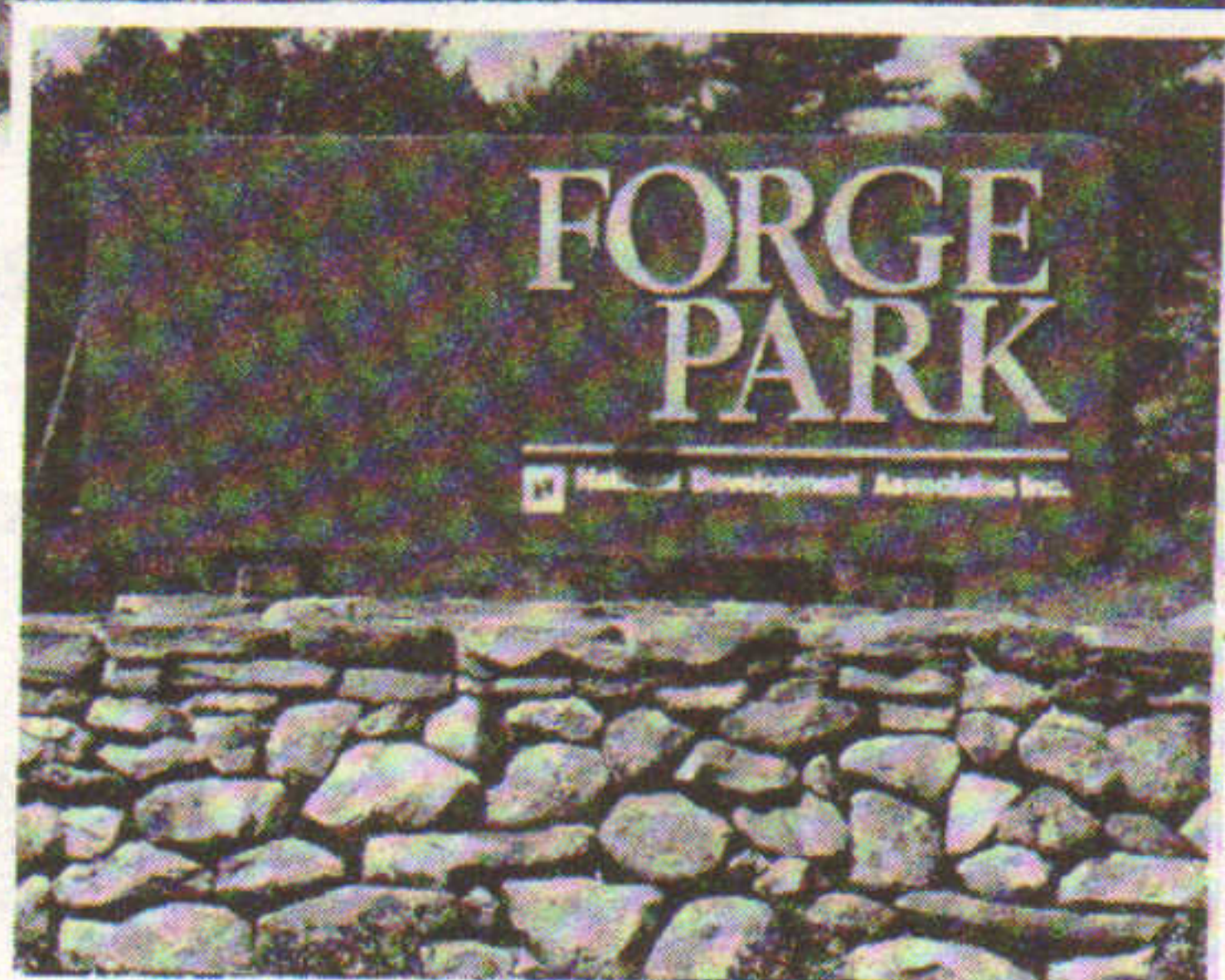
*Gamewell. 10 Forge Park.  
 Thermo Electron. 8 Forge Park.  
 Daddario. 5 Forge Park.  
 USCO Distribution. 12 Forge Park.  
 Victaulic. 7 Forge Park.*

***These Companies Share the Same Set of Values.***

*A 341-acre master-planned business park with ample room for expansion • A superb location at the interchange of I-495 and Rte. 140 in Franklin • Less than 15 minutes from the Mass. Pike and I-95 • An on-site MBTA commuter rail station • Competitive pricing • Excellent local labor market.*



**10  
 FORGE  
 PARK**



Now, 10 Forge Park invites your company to share these values—in a newly-completed, well-designed brick building totalling 99,000 square feet, subdividable down to 12,000 square feet. Standard building fit-up includes 10% office, with flexibility to finish the space to your specifications.

**National Development Associates, Inc.**  
 A National Development Company

FRANKLIN, MASSACHUSETTS

Exclusive leasing agent:

**Meredith & Grew**

Meredith & Grew, Incorporated 160 Federal Street, Boston, MA 02110-1701  
 (617) 330-8000

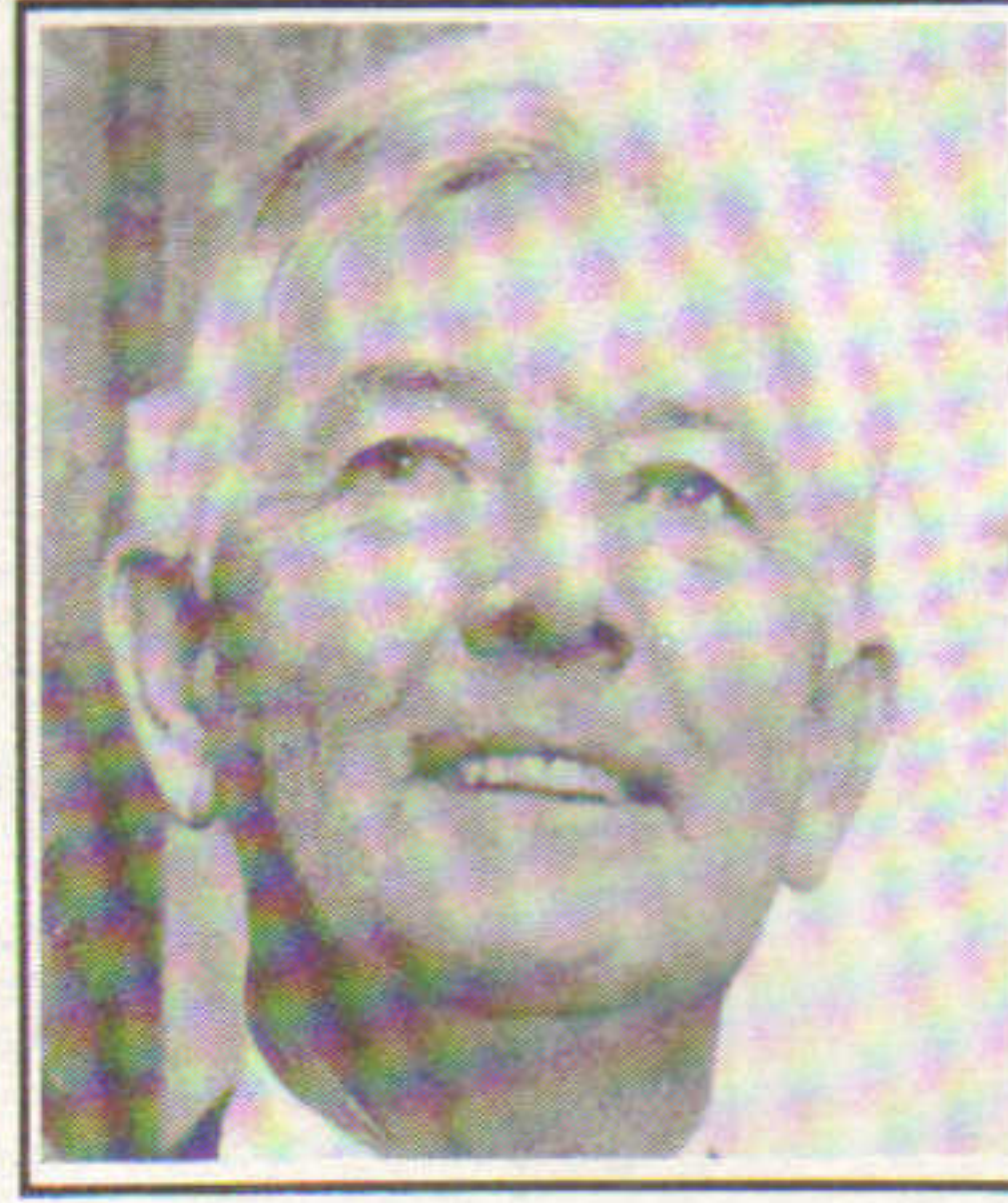


# FEBRUARY

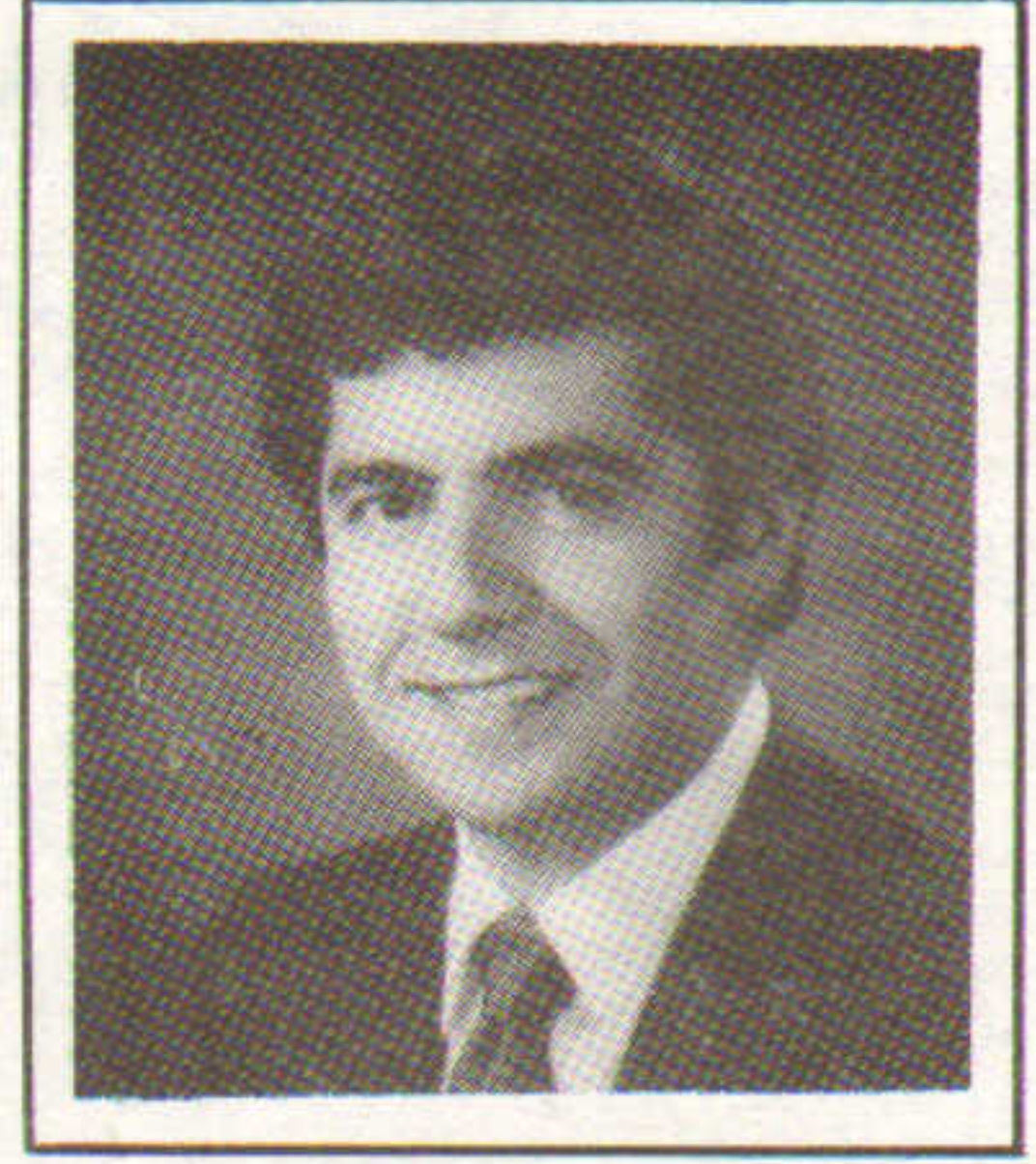
Triad Group leases 154,000 s/f for College-Town to Reebok with Brad Jenkins of The Codman Co. in Randolph, Mass.  
 Ryan, Elliott & Co. and R. M. Bradley & Co. cobroker \$1.45m sale of 100,000 s/f in Boston to N.E. Bias Binding.  
 Kelleher & Sadowsky handles \$3.8m sale of 63,000 s/f in Westborough for 3-Way Van Lines to Astra Pharmaceutical.  
 Condyne, Inc. builds 77,000 s/f Taunton Corporate Center at Myles Standish Industrial Park; Hunneman & Co. sells site.  
 \$5m Lomas & Nettleton loan to Prime R.E. Investment for 150,000 s/f warehouse at Kenwood Industrial Park, Franklin.  
 Coldwell Banker leases 31,250 s/f for Tambone Corp. at Hopkinton Office & Research Park to Electronic Designs.  
 Jean Winchester of Lester Savage R.E. sells 31,000 s/f Billerica building for Affiliated Dev. Group for \$2.2m.  
 Ashworth Mortgage places \$7m permanent mortgage for Cooks Corner Shopping Center in Brunswick containing 260,000 s/f.  
 Vincent Kudirka and Sandra King of Star Realty broker 102 units for Regal Arms Assoc. in Townsend, Mass. for \$5.53m.  
 Spaulding & Slye and Meredith & Grew cobroker 100,000 s/f lease at The Fields in Billerica for William Callahan.  
 Alan Bolotin of Carlson Commercial sells Chelsea site to Lazarus Assoc. for \$1.8m 240 unit condominium.  
 Forsthoffer Group and Lexington Co. cobroker 21,000 s/f lease at Talcott Plaza, Hartford, to Group American Insurance.  
 Boston Mortgage places \$34m first mortgage with Teachers Insurance on Beal Cos.' 200,000 s/f Ledgemont Ctr., Lexington.  
 Edward Tartufo of Gerry Abbott sells Mansfield land to Walmark Corp. for \$400,000 for residential subdivision.  
 Beaver Builders begins \$4.4m renovation for General Inv. & Dev.'s Riverbend Office Park in Watertown.  
 Windham Village Green Assoc. in Windham, N.H. appoints Norwood Realty for 30,000 s/f shopping plaza.



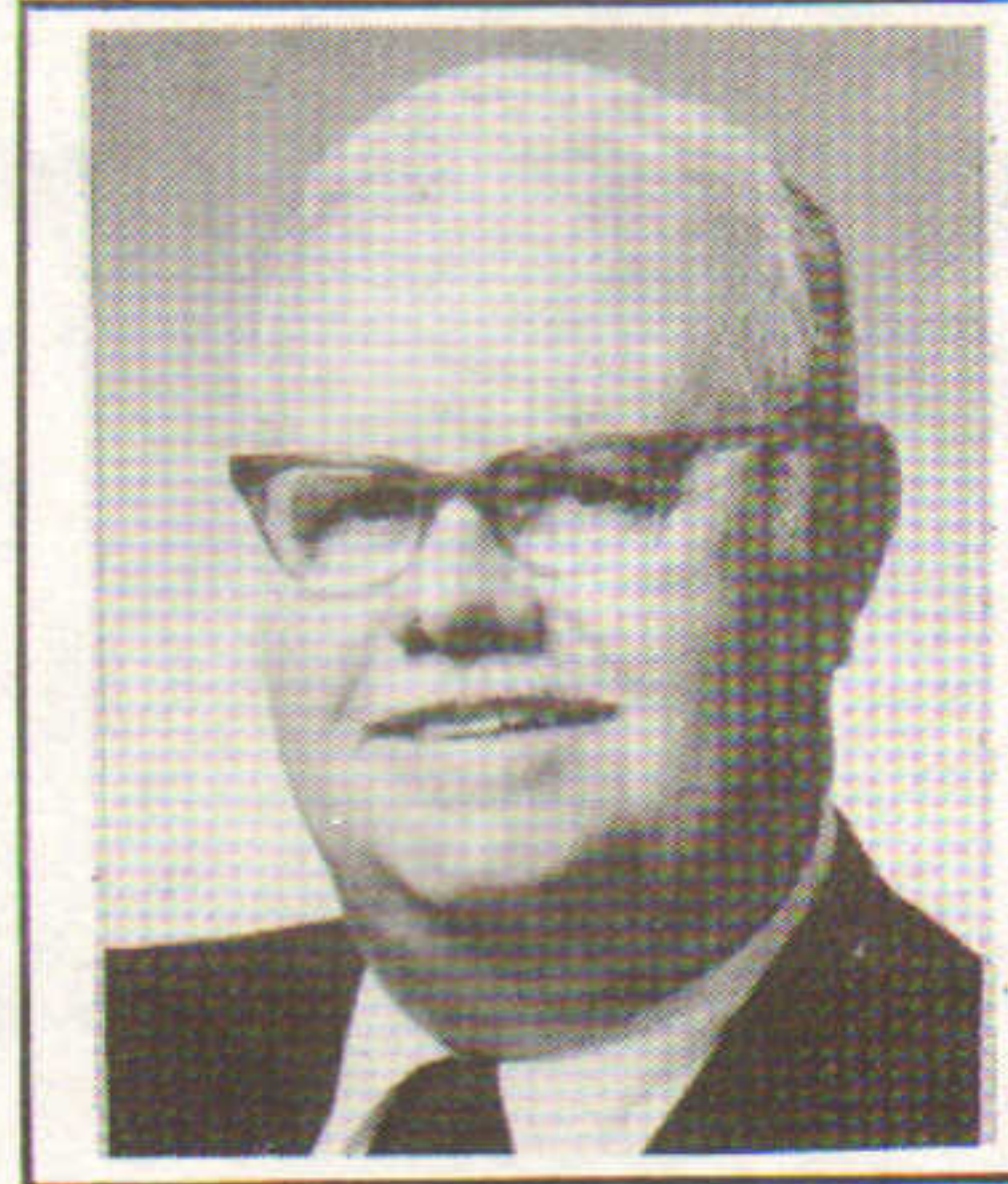
Donald Tofias  
TOFIAS COMPANY



Jack Conway  
JACK CONWAY, REALTOR



Joseph Trodella  
TRODELLA ELECTRICAL



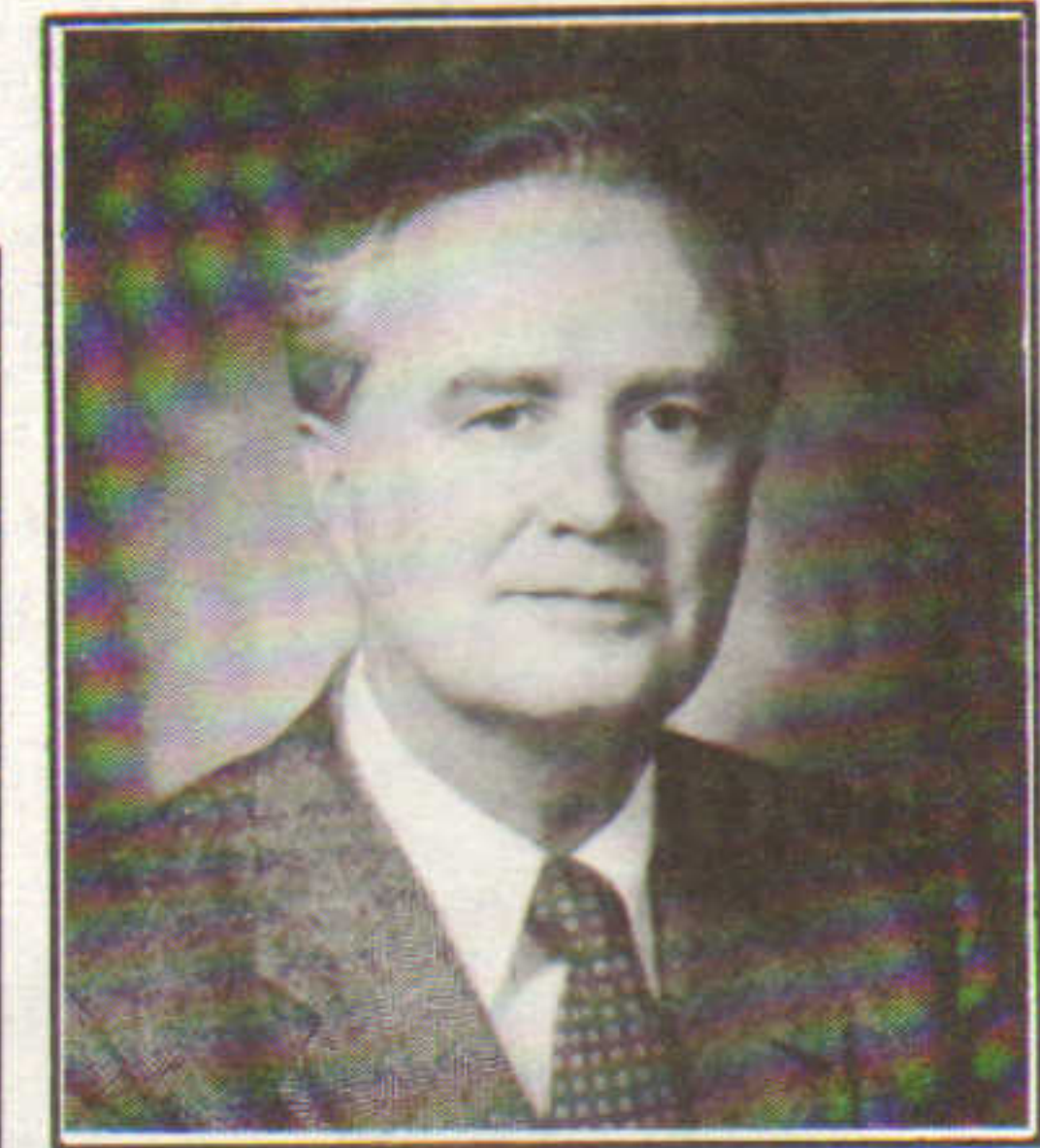
Rene Poyant  
RENE POYANT REAL ESTATE



Rhys Stanger  
GEIGERICH MORTGAGE CO.



Dorothy Hickox  
DOROTHY HICKOX, REALTOR



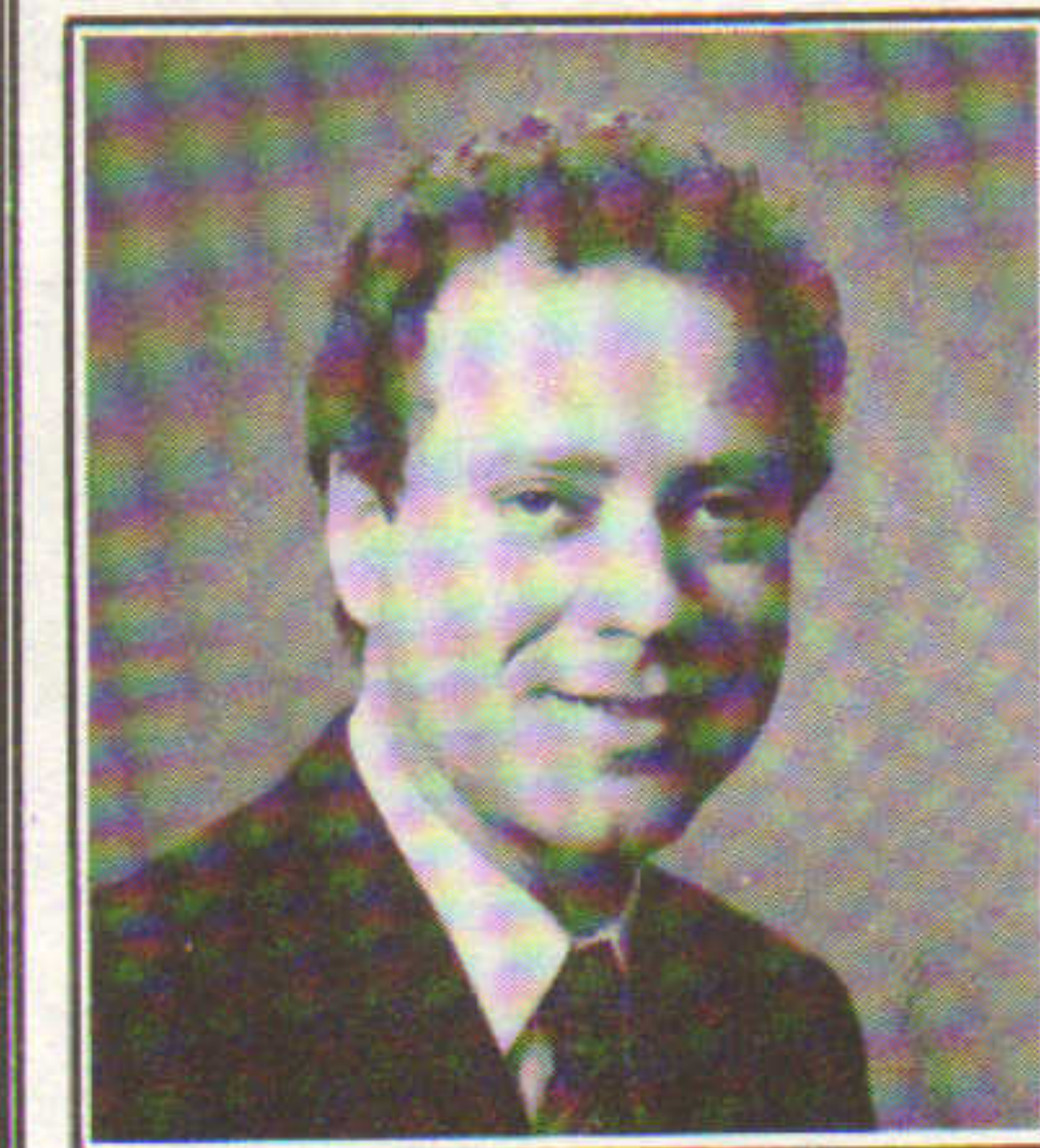
Richard Spaulding  
SPAULDING & CO., INC.



Lawrence Bianchi  
THE CODMAN COMPANY



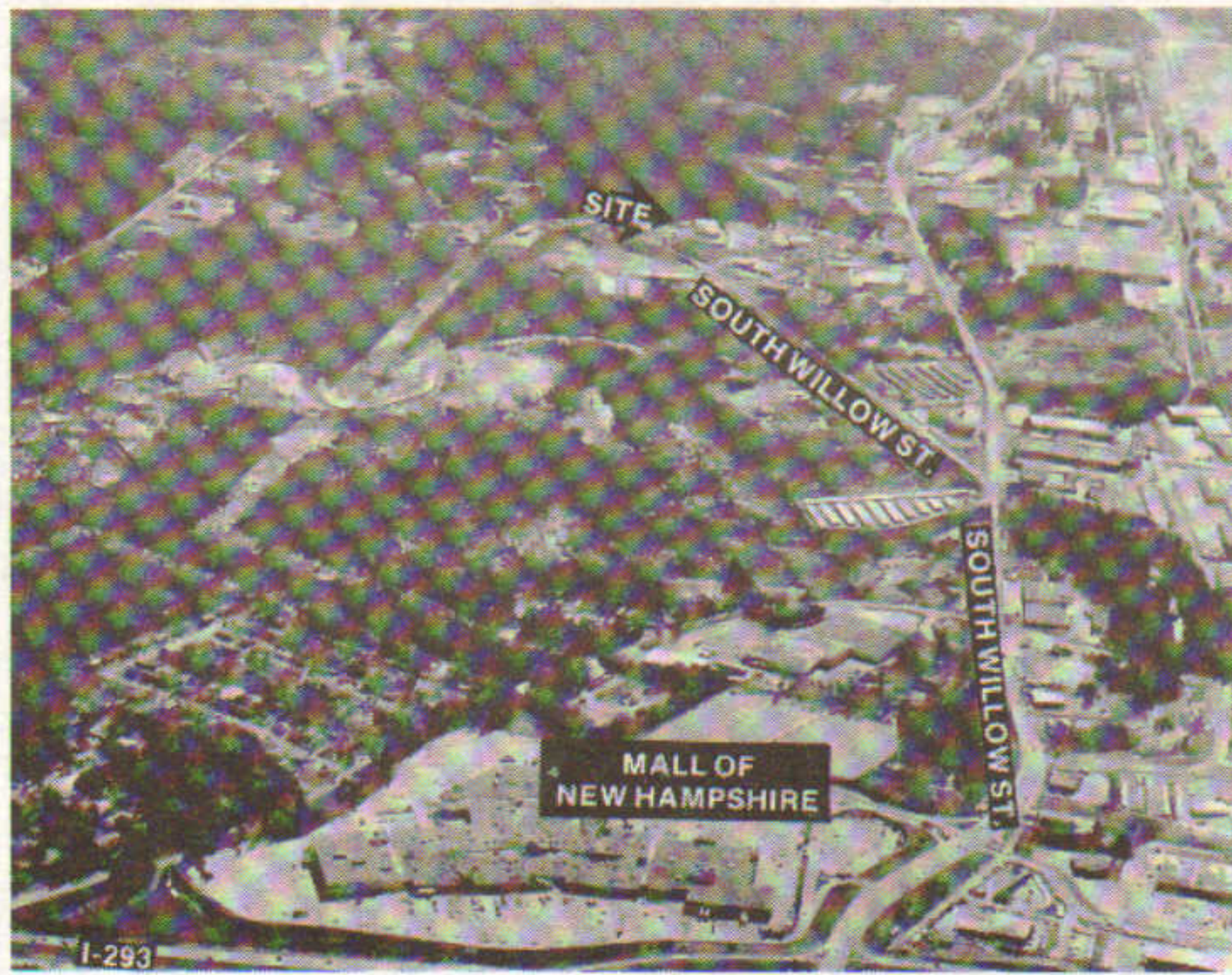
Martin Berman  
BERMAN & SON COMPANY



Richard Bronson  
BRONSON & HUTENSKY

FOR SALE

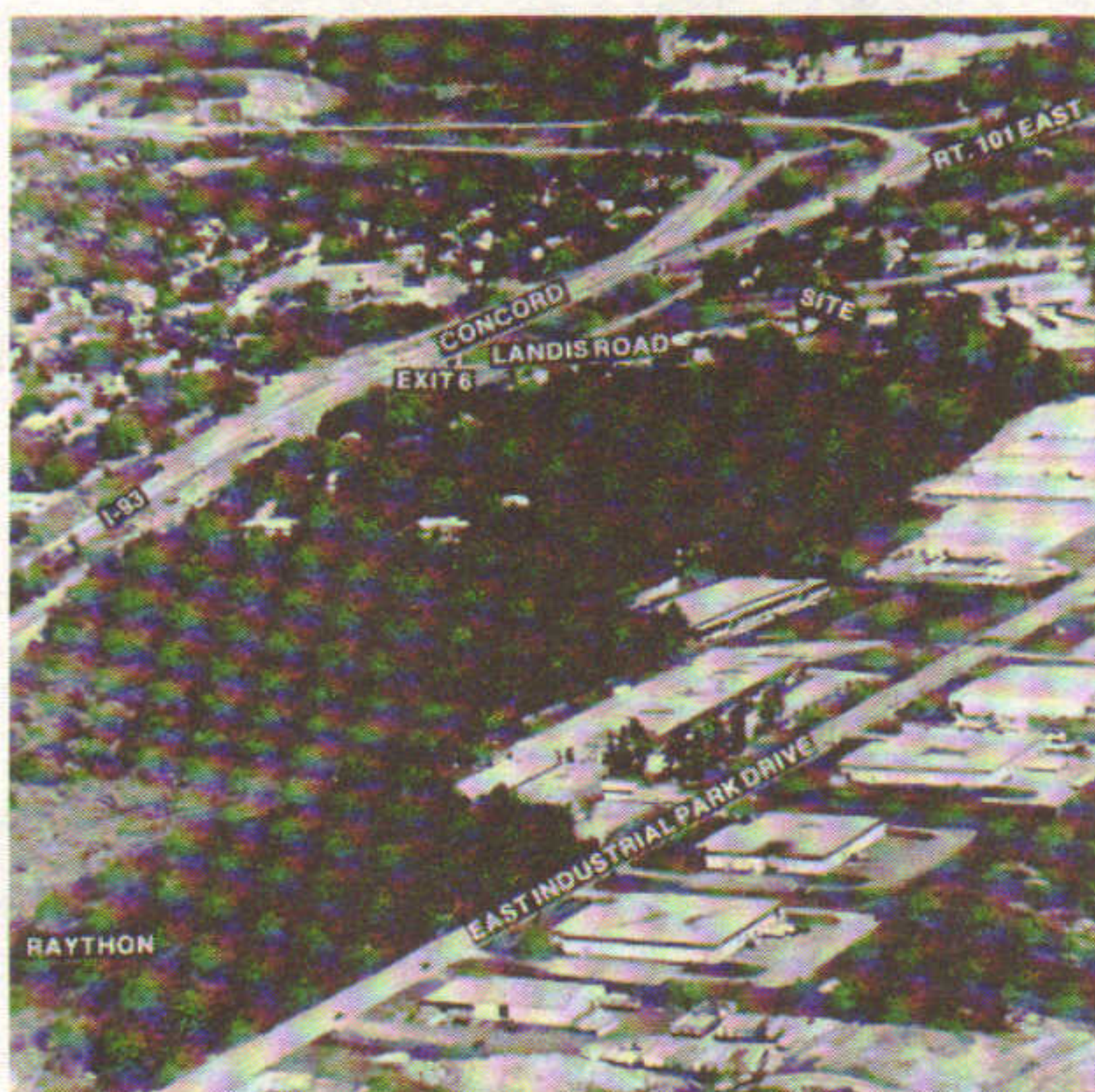
## MANCHESTER, NEW HAMPSHIRE MANCHESTER, NEW HAMPSHIRE



### 8051 SOUTH WILLOW STREET

- 20,000 SQ. FT.
- 2 1/2+- ACRES
- 4,800 SQ. FT. OFFICE, SHOWROOM

- Minutes from State's Major Retailers and Auto Dealers
- Easy Turnpike Access
- High Bay Storage



### ● 9.7 ACRES

- Prime Candia Road (Exit 6) Location
- Ideal multi-tenant, condo or mini warehouse location
- Town water and sewer available
- Zoned I-2

Exclusive Agents:



2 Townsend West, Nashua, New Hampshire 03063  
603-883-7030







## *Planning Construction*



### *What was OPUS thinking of when they chose ASDI?*

When the time came to select a builder, the people at OPUS Inc. had plenty to consider.

**FUNCTION** A building that is constructed with emphasis on function, not only improves your efficiency but is an asset that will retain its value.

**IMAGE** The largest physical representation of a company or corporation is the site and building it occupies. You want to maximize the project's potential to reflect your corporate image.

**COST** You want to develop and maintain a reasonable and realistic budget for your individual needs.

**PEOPLE** You want to work with people who can understand your goals and help you to achieve them.

ASDI has the resources, the talent and the imagination to take your building from an idea to an asset.

So what does OPUS Inc. think now?  
"Dealing with people of integrity always makes for a smoother relationship. We've learned over the last few months that your word is your bond!"

*Leon and Irene Gainsboro of OPUS Inc. Bellingham MA. 28,000 sq. ft. of executive offices, manufacturing and warehouse.*

*Advanced Steel Design Inc.  
27 River Street  
Dedham, MA 02026  
(617) 364-5400*



# MARCH

Cronin & Co. brokers 100,000 s/f for Heafitz & Co. and Old Stone Dev. in Boxboro to Digital Equipment Corp.

Vidal Realtors negotiates \$2.3 million sale in Southport, Conn. to Palisades Ave. Corp. for Slick Bar Inc.

Jay Miller of H. Pearce Co. brokers \$6.7 million exchange of two buildings in Manchester, Conn. for Annulli & Sons.

The Codman Co. negotiates \$12 million sale of 128 Corporate Center; Bank Five buys 106,000 s/f building.

Finch Group acquires 13th floor at 160 Federal St., Boston for \$3.9 million; Meredith & Grew consultants and agents.

Properties of Boston and Renbel buy 152 Lexington units from Emerson Garden Realty Trust for \$24 million.

RoBeck Co. and Sterling Cos. purchase \$4 million Cumberland Plaza in R.I.; 45,000 s/f retail strip, 9 acres.

Boston Financial arranges \$9.4 million loans for two Wilder-Manley shopping centers in Bangor and Medford.

Lomas & Nettleton arranges \$7.6 million for Hidden Valley condos in Warwick, R.I., 120 units built by Downing Corp.

Richard Cabral and Bruce Nadeau purchase Newberry building in Portsmouth for \$1.05 million.

Robert Conrad of Coldwell Banker brokers \$3.3 million sale of 375 acres in Braintree for Tricon Realty Trust.

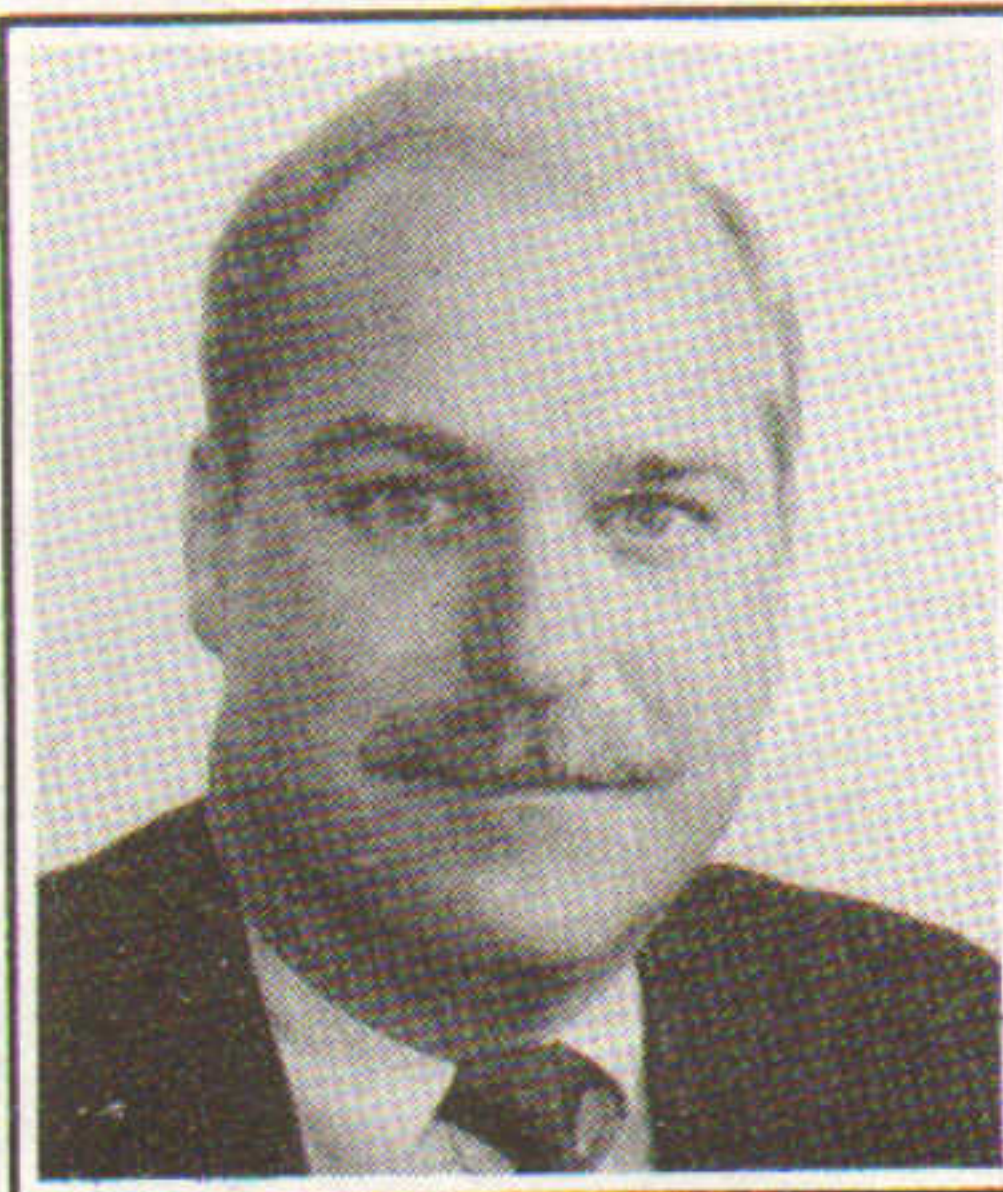
First Federal Prop. buys 72,000 s/f 400 Amherst St. Office Park in Nashua for \$7.2 million from Nash & Tamposi Funds.

JDC Properties sells Apple Hill Tech. Park, Tewksbury, to Raytheon Co. for \$24 million; Comml. Fac., Leggat McCall agents.

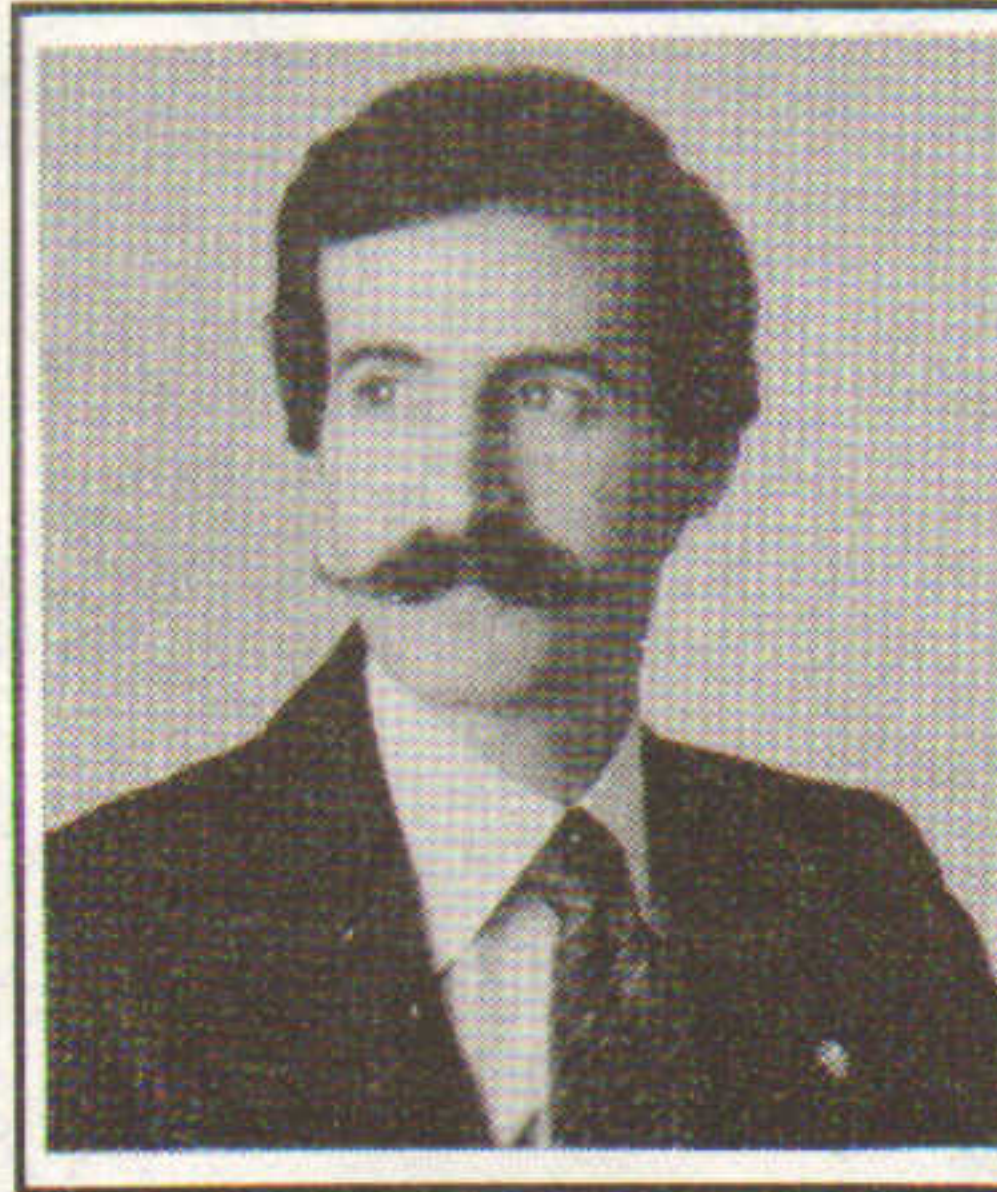
\$45 million Metro. Life loan to Keystone/Centre Assoc. for 780,000 s/f Keystone Building in Boston.

Marc Koenig handles \$8.6 million sale of 62,300 s/f in Woburn to Growth R.E. Group for Baldwin Park II.

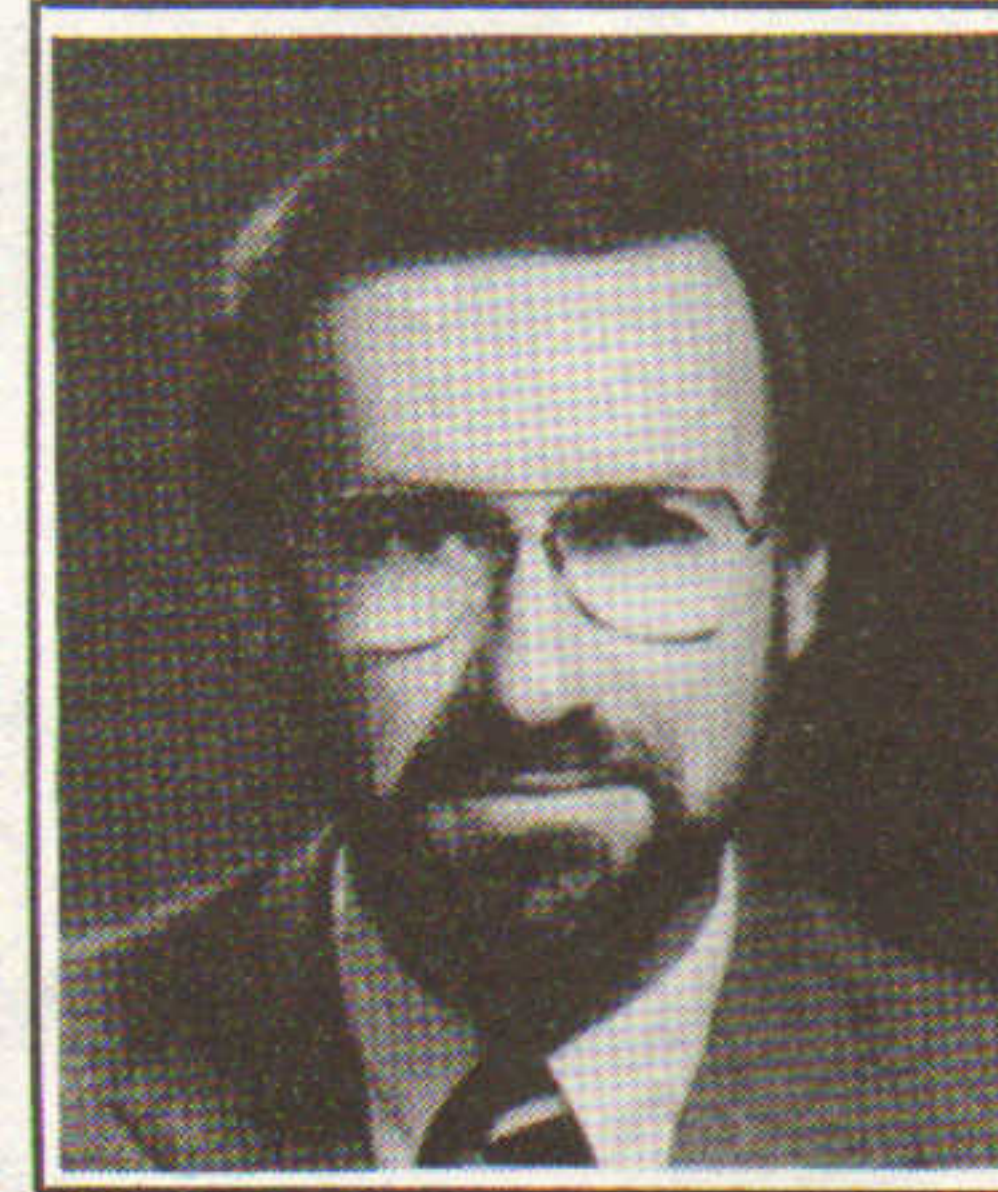
Dorman & Wilson arranges \$57 million mortgage at Stamford Place with Aetna Realty Inv. for 308,171 s/f Bldg. 300.



Robert Ferris  
THE FERRIS COMPANY



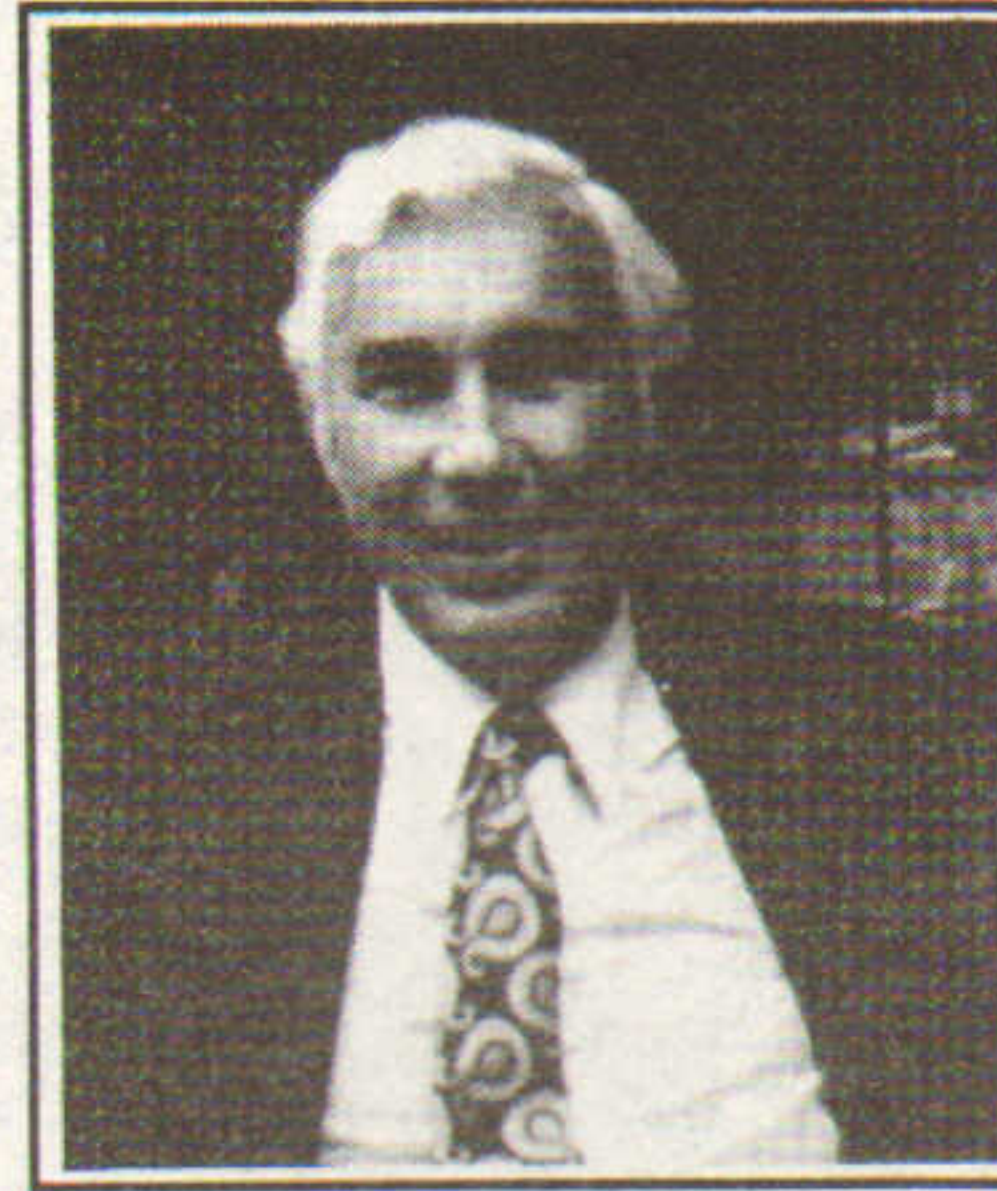
Ted Schuster  
THE SCHUSTER CO.



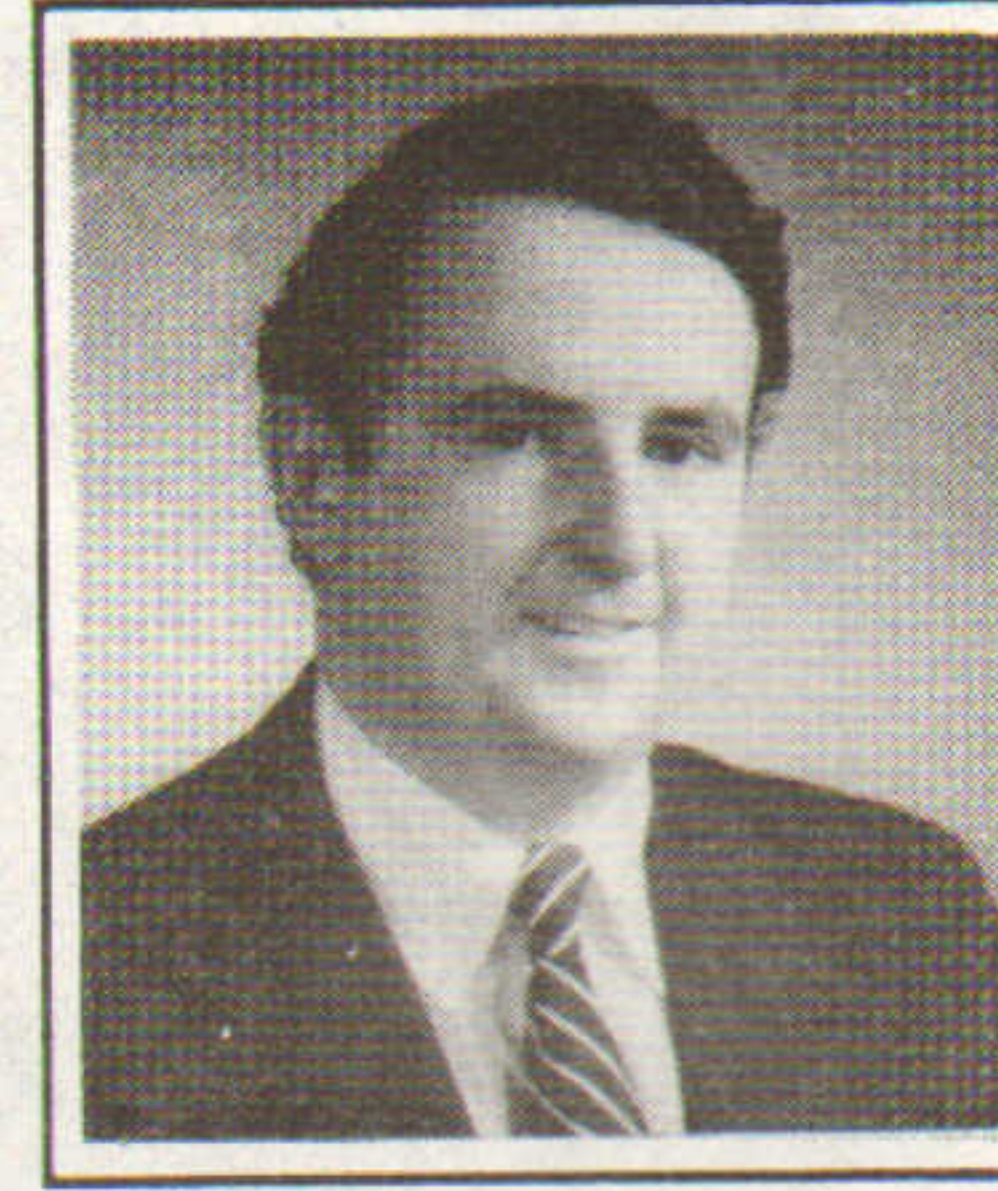
William Farley  
FARLEY COMPANY



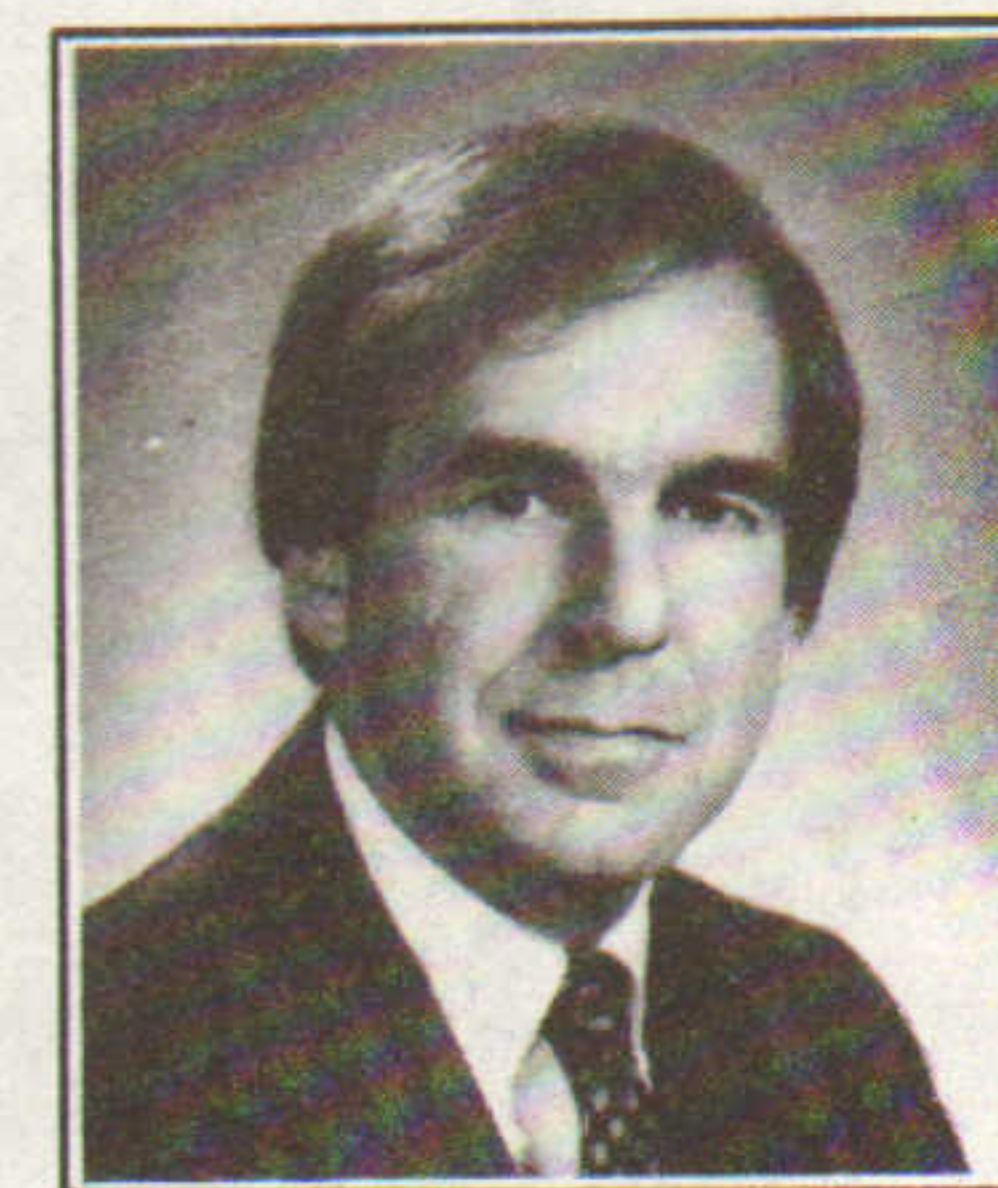
John Curtin  
CURTIN INSURANCE



Arnold Kahn  
CARPENTER & COMPANY



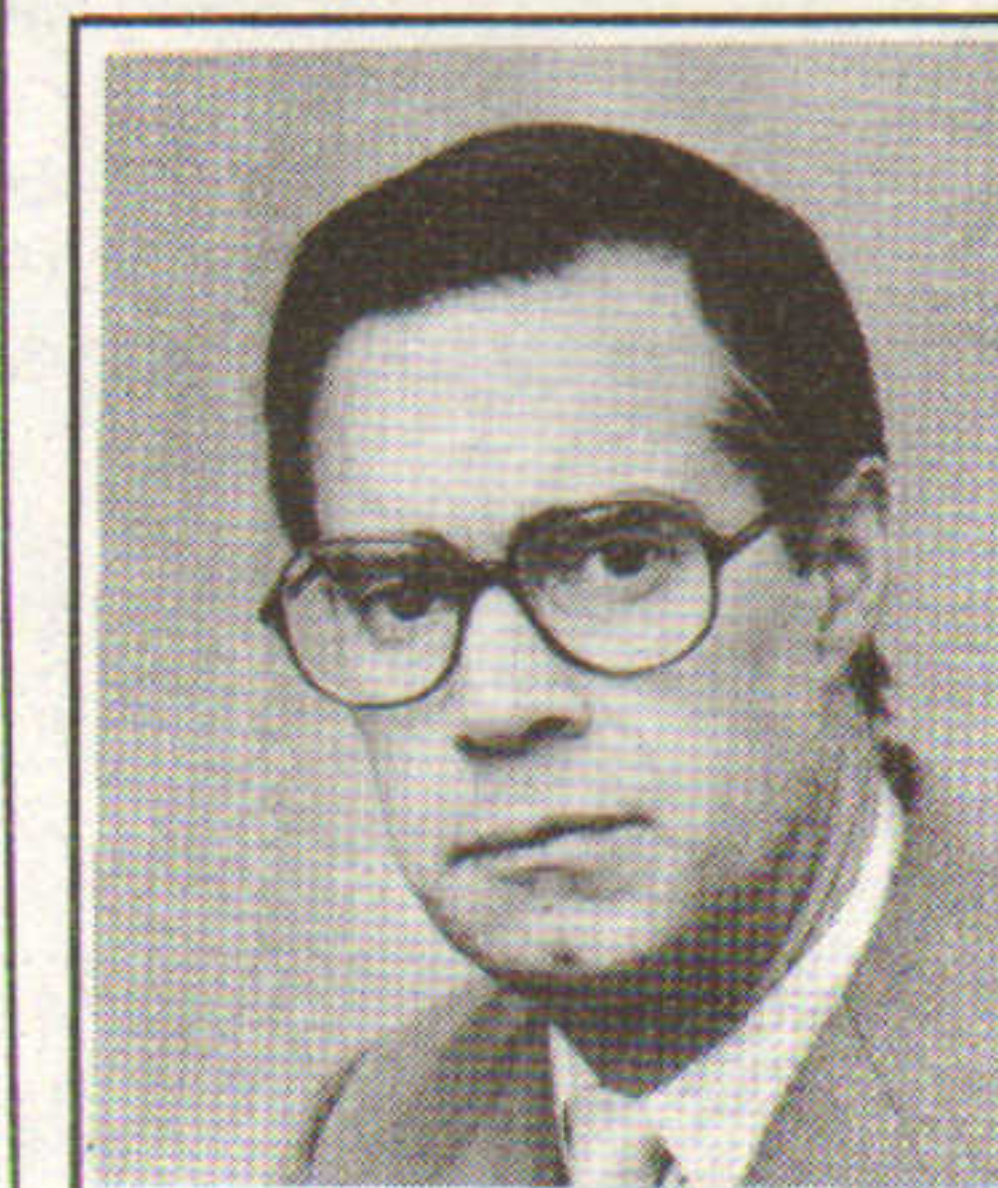
Kevin Phelan  
MEREDITH & GREW



Joseph Boulos  
THE BOULOS CO.



Nancy Yost  
HRESKO-YOST



Edward Roberts  
C. W. WHITTIER, INC.



Dom Saraceno  
KURT SARACEN REAL ESTATE



## CLAREMONT CORPORATION

OFFICE BUILDINGS

INDUSTRIAL BUILDINGS

APARTMENT COMPLEXES

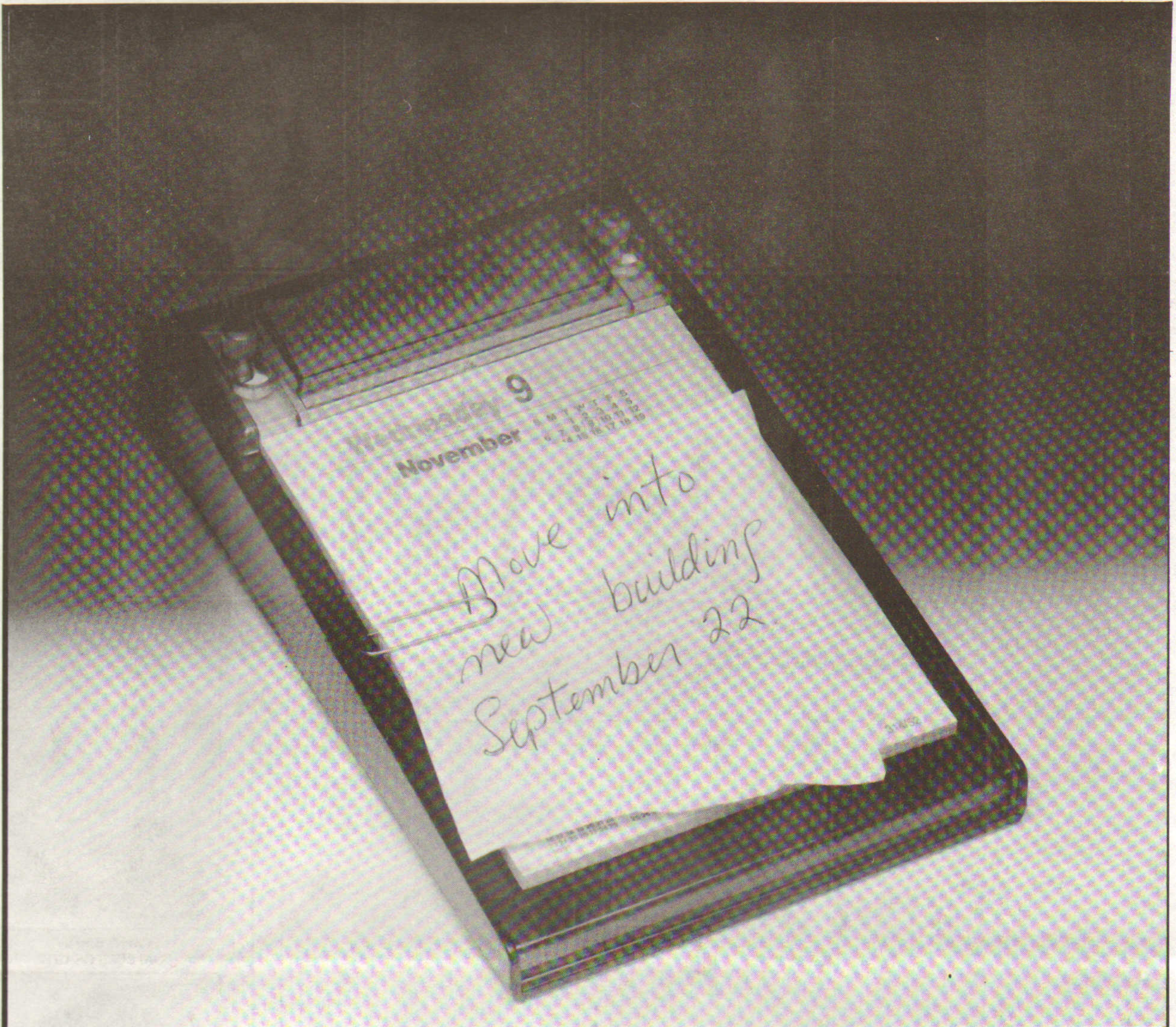
DEVELOPMENT SITES

CLAREMONT seeks major commercial and residential real estate opportunities in New England.

Contact Michael S. Grill,  
Senior Vice President, Acquisitions

175 Federal Street, Boston, Massachusetts 02110  
(617) 722-0900





## It's November. Why isn't your building finished?

The value of design/build construction is a fact. A single team of designers, engineers and builders work together toward a mutual goal: the best structure for the owner or developer. On time. Within budget. With more value per square foot than any other construction approach.

But some design/build construction companies achieve value at the expense of meeting schedules. One reason: their "in-house" subcontractors restrict the company to available time that meets their own schedule, not the schedule of the client. And it's not easy to hire independent subcontractors when needed. Their loyalty is already vested elsewhere.

The Stone Company commitment to design/build construction with independent subcontractors provides both value and commitment to schedule. By keeping its options open, Stone serves you better.

The Stone Company has completed a design/build construction project every three weeks for the past 15 years. For a free copy of "The Seven Most Important Considerations Before Signing Your Next Construction Contract," call or write.

The Stone Company  
30 Boston Post Road  
Wayland, MA 01778  
617/237-9765

**stone**  
planners • engineers • builders



# MARCH

Boston Mortgage arranges \$4.9 million Teachers Ins. loan to Vazza Assoc. for 44,000 s/f offices in Braintree.

James Bee and Richard Nelson of Norwood Realty lease 20,000 s/f offices in Manchester, N.H. for William Kelly.

Forsthoffer Group & Clayton Co. cobroker 49,000 s/f of office lease for CFS Corp. to Advo-System in Windsor, Conn.

Norman Prendergast & Thomas McCarthy buy 550,000 s/f Foster Grant site in Leominster for \$7 million.

Real Estate Resources arranges \$3.6 million for 17,751 s/f Riverside Common in Westport, Conn.

\$8m MIFA loan assists Combined Properties build 250,000 s/f at Mystic Commerce Center in Chelsea, Mass.

Peter Elliot & Co. leases up 9,500 s/f Garden City Plaza in Newton; Roderick Robertson & Evans Arnold broker.

Bride Epstein R.E. brokers \$650,000 sale of 62,230 s/f in Bangor for Pine Tree Realty to Marden's Inc.

George Cranshaw & Carol Brooklyn of DeFelice Properties handle 45,000 s/f \$4 million sale in Cumberland, R.I.

R.W. Granger completes \$15 million Mass. State Archives Museum in Dorchester; Arrowstreet Inc. architect.

James Philbin & Thomas Laudani develop 54 North Hampton, N.H. acres with \$4 million loan from Woburn Five, others.

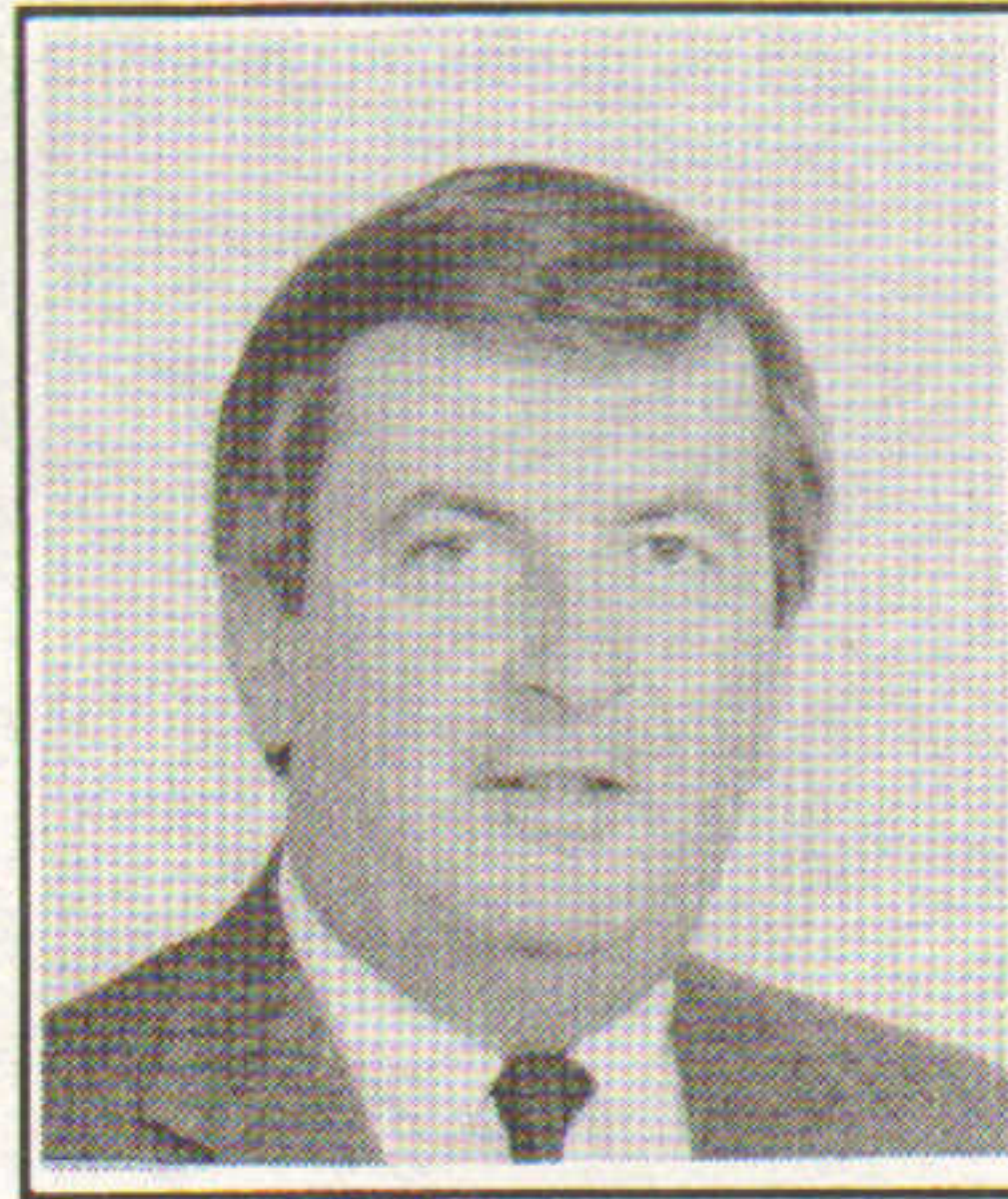
Peters-Hartel Corp. sell half interest to Egerton Trust of Great Britain for \$12.9 million.

Peter Penczer & Robert Rowan top off \$6 million 42,300 s/f Stratford, Conn. office building; Vidal Realtors agent.

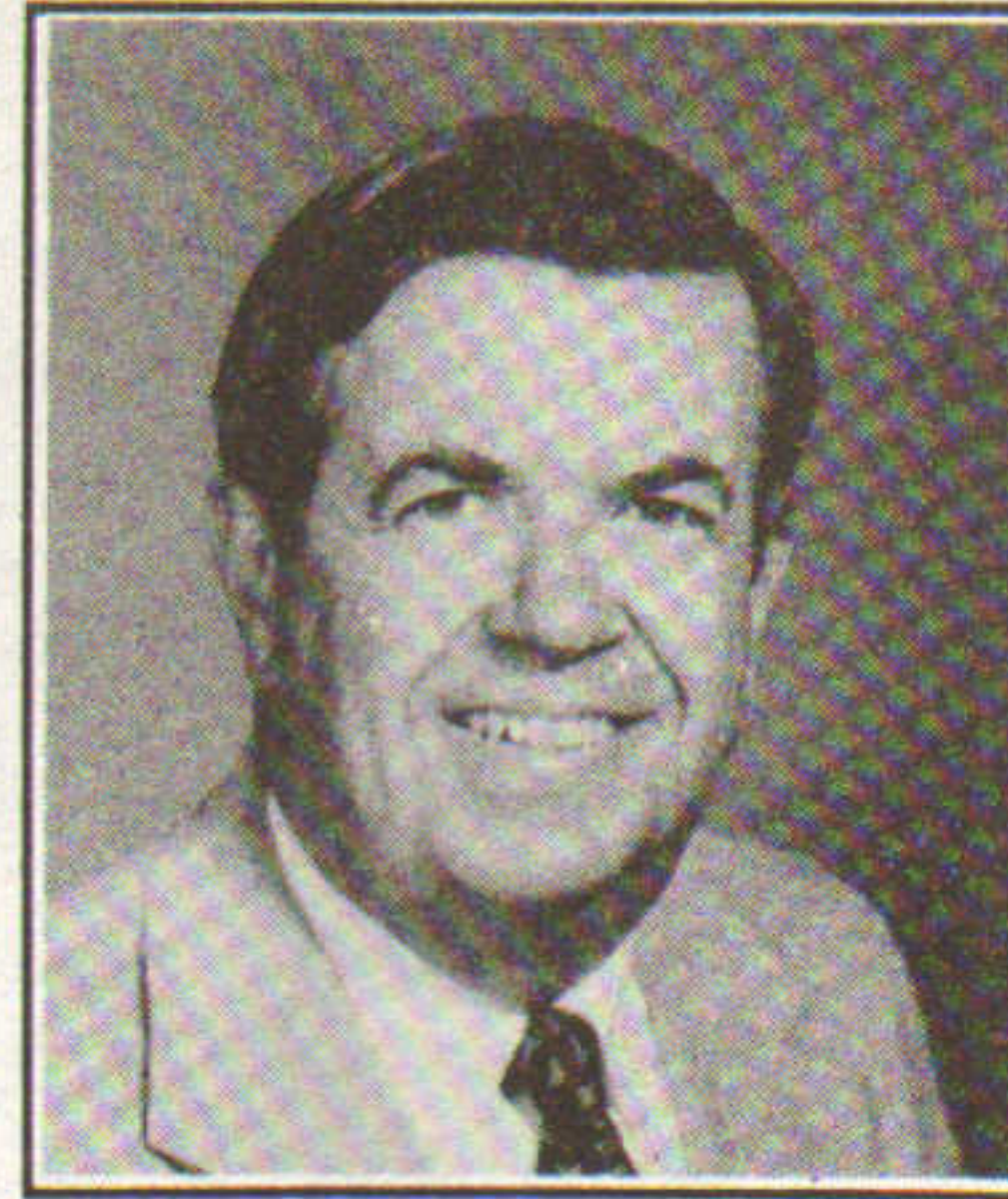
Richard Kelley of R.W. Holmes Realty sells \$1.4 million Southboro property to Farrell Motors; 9,500 s/f building.

Stone Co. completes 16,800 s/f renovation on Miller Golf building in Rockland, Mass.; Building Design architect.

Lillyan Cuttler & Leslie Moran of Hunneman Comml. sell \$5.7 million 87,000 s/f Boston sites to Eliot Conviser.



Fred O'Neill  
CONDYNE, INC.



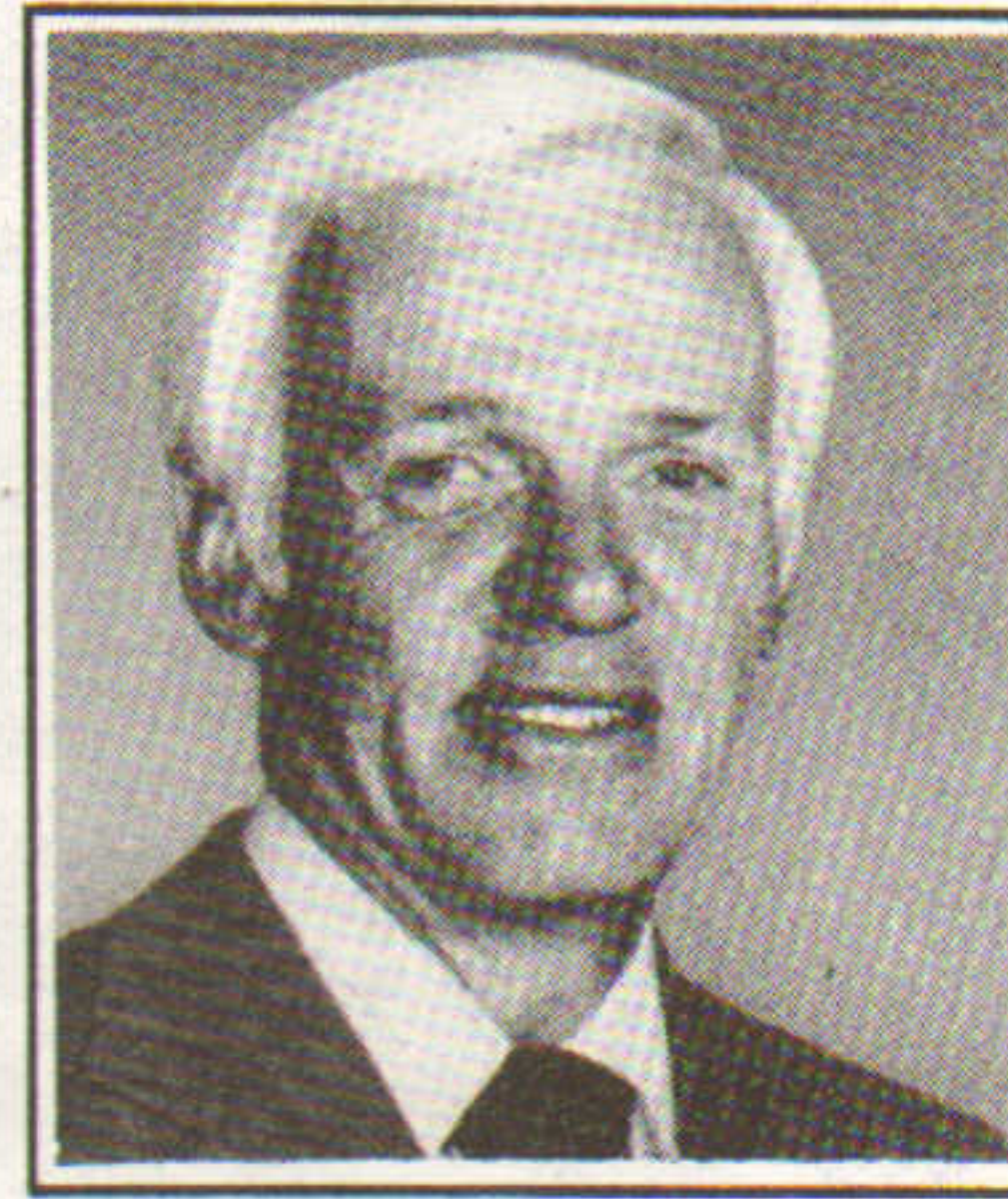
William Cummings  
CUMMINGS PROPERTIES



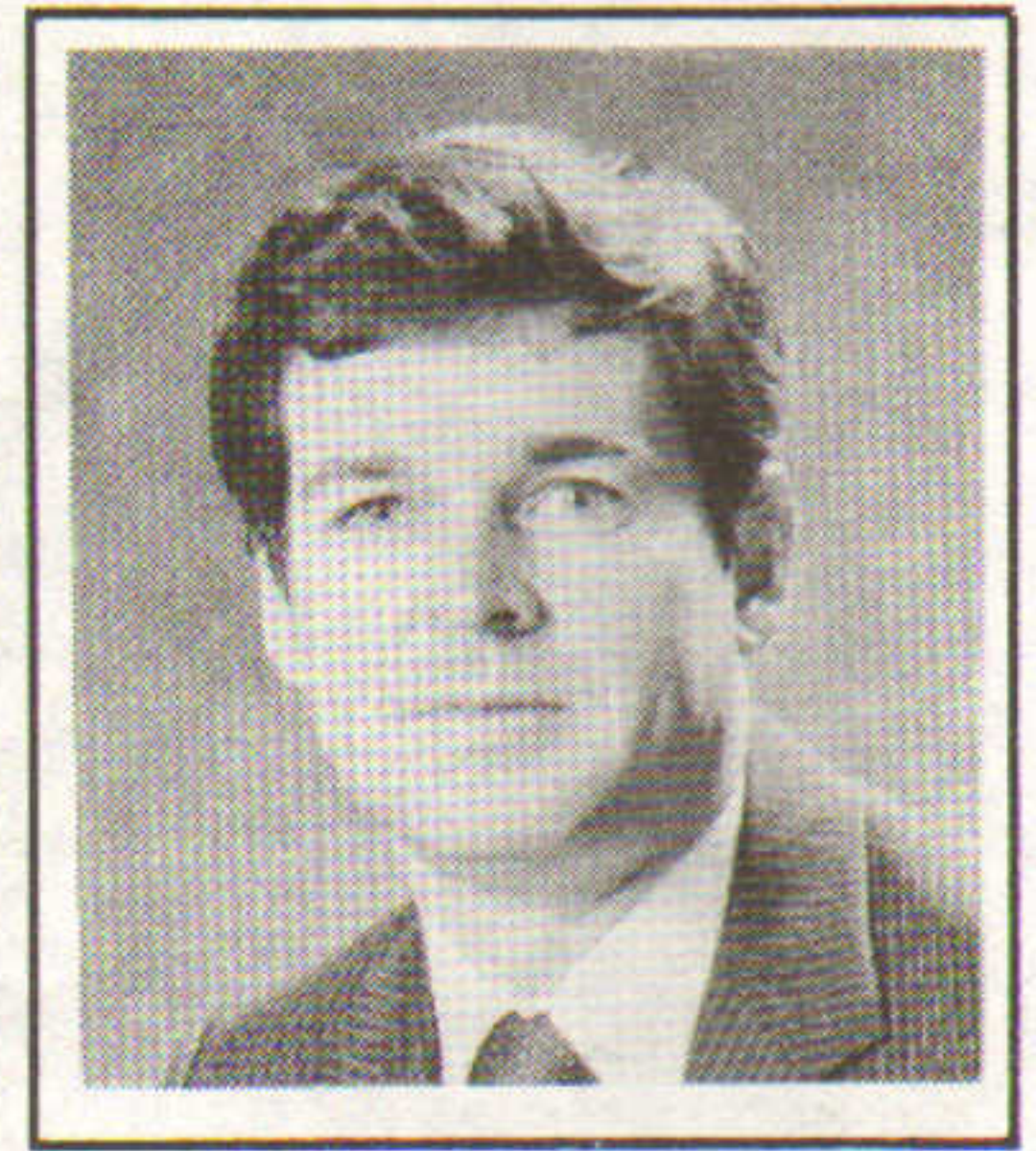
George Fantini, Jr.  
BOSTON FINANCIAL



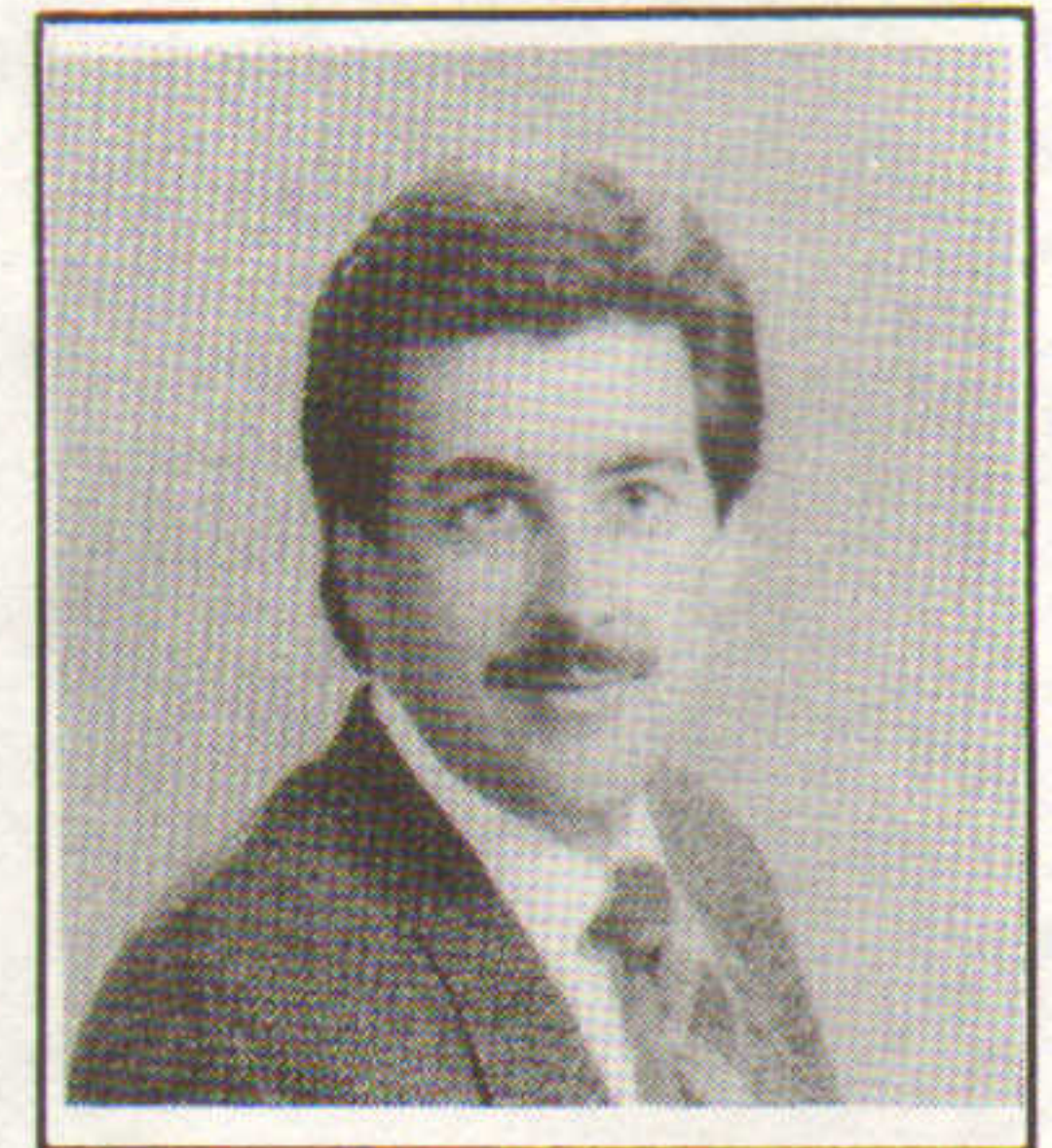
George Matarazzo  
MATARAZZO DESIGN



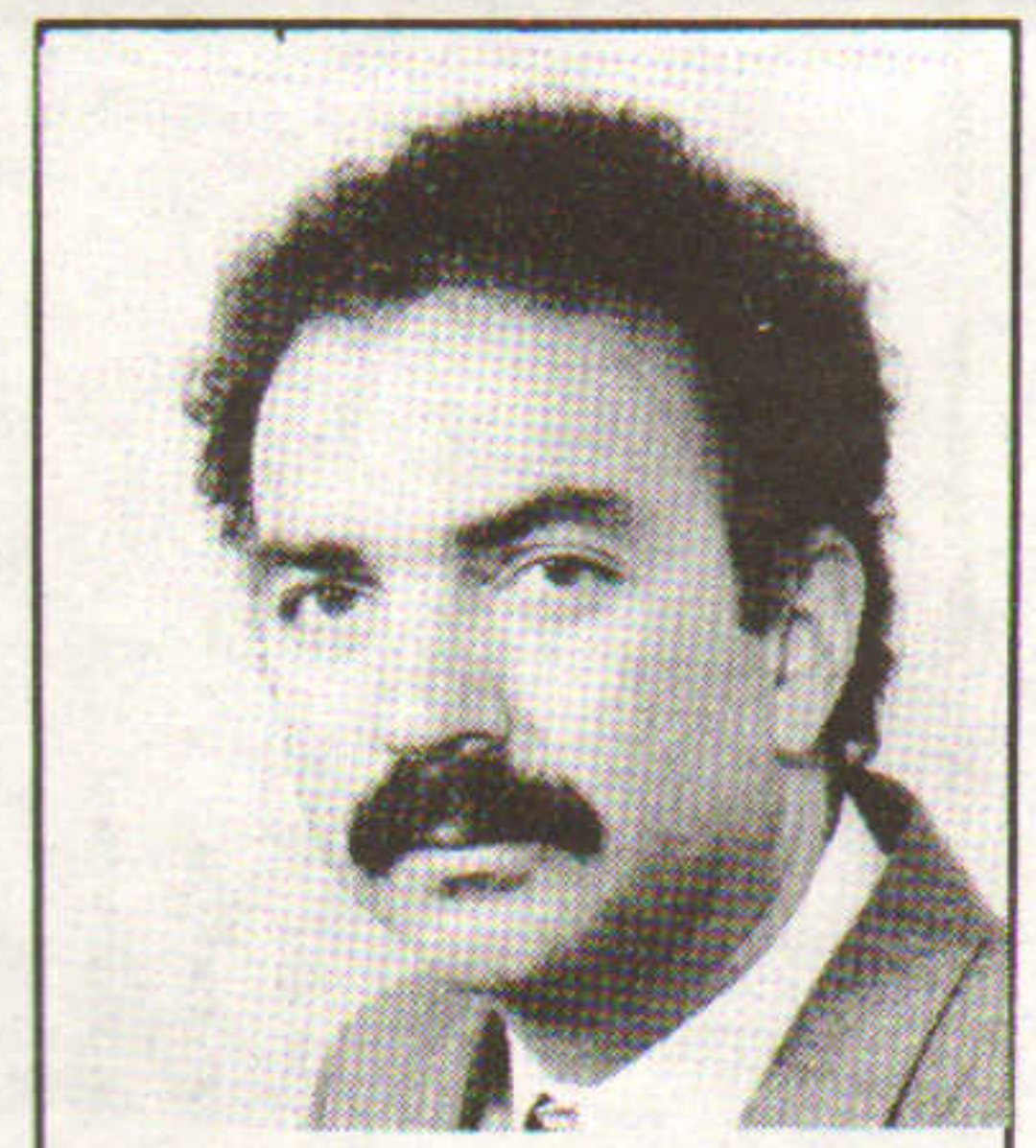
Robert Spiller  
BOSTON 5 CENTS SAV. BANK



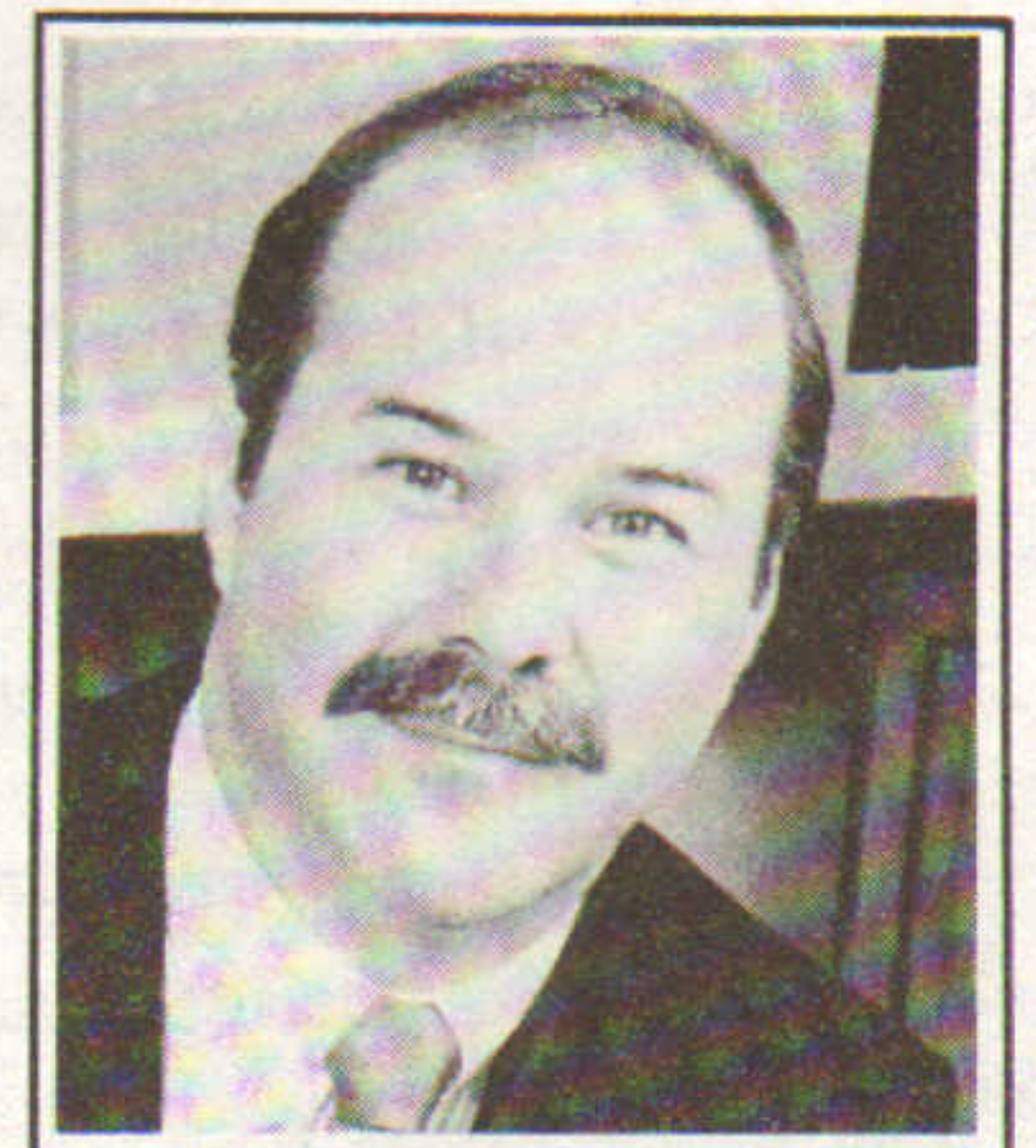
Richard Marquis  
MARQUIS APPRAISAL



Tom Hill III  
TOM HILL REALTY



Jay Grossman  
THE CODMAN COMPANY



Michael Siegel  
CUSHMAN & WAKEFIELD



Charles Kenny  
C. W. WHITTIER, INC.

*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



# TOFIAS PROFILES:

## RICK TAYLOR

AGE: 43

HOME: Belmont, MA (transferred from Kona, Hawaii)

TITLE: Assistant Vice President

COMPANY: Wells Fargo Credit Corp.

NATURE OF BUSINESS: Commercial real estate secured mortgage lending.

HOBBY: Coffee Farming (has two farms in Kona)

FAVORITE BOOK: *Atlas Shrugged*, Ayn Rand.

LATEST ACCOMPLISHMENT: Motorcycle tour of eastern Australia, from turtle tagging on the Great Barrier Reef to cross-county riding in the fern forests of Kenilworth. "When you get along in life, you accumulate a lot of baggage. It's always important to go back to being self-sufficient, unload all the baggage."

WHY I DO WHAT I DO: "Farms aren't able to pay for themselves. My goal is to pay for them and retire. I came to Boston because I felt that this was the big league in finance. After 10 years in Hawaii, I wanted to measure myself against the best in the business."

PROFILE: A wanderer—has traveled all over the world, sailed almost all of the seven seas.

QUOTE: "I think I have a good idea of the kind of life I want to live. I have a pretty good focus on what that quality means, and there is a cost to that kind of quality."

### HIS BUSINESS LOCATION:

Reservoir Place  
1601 Trapelo Road  
Waltham, MA 02154

Developed by: Julius Tofias & Company

"Our company is very strong, but there are special requirements to doing business in Massachusetts and one is location—like being at Reservoir Place. It is splendidly located from everywhere we want to do business—including Boston. It is the perfect center point from the north and south shores. Personally, I like the surroundings. I'm from the country and like the views. It balances out the urban realities elsewhere in this business. I view myself as an enabler; I can get people to do what they need to do. Reservoir Place is of the same mind in what they are trying to do, enable. In other office buildings where I've been, people come and go. Here, you get to know who you're sharing space with."



Reservoir Place  
1601 Trapelo Road  
Waltham, MA 02154  
617-890-5511



# Konover

Twelve months make a year. What fills those months can make a year great!

Konover & Associates enjoyed another great year in 1987, a year filled with accomplishment.

In 1987, we completed or initiated projects which added more than 1.9 million square feet of retail space in 13 shopping centers; more than 1400 new rental housing units in five residential developments; more than 400 guest rooms in three new hotels; and 45,000 square feet of office space.

What makes every year special at Konover & Associates is the continuing loyalty and support of our 2000 employees, our associates, partners and tenants. We thank them all for making 1987 another great year.

**January 3 – Full Occupancy  
Clocktower Mill, Rental Apartments,  
Manchester, CT**

The conversion and historic renovation of the 102-year old Cheney Silk Spinning Mill into 185 luxury rental apartments was substantially completed on June 30, 1986. Sustaining occupancy achieved six months later.

**January 16 – Completed  
Enfield Magnolia, Rental Apartments,  
Hartford, CT**

Rehabilitation of 20-units of rental housing for low to moderate income families, consisting of 10 two-bedroom, 7 three-bedroom and 3 four-bedroom apartments, of section 8 rental subsidies had been completed on January 16, 1987.

**February 2 – Grand Opening  
Parade of Shoes, Lechmere Plaza,  
Newington, CT**

A 140,000 square foot shopping center, anchored by a 76,000 square foot Lechmere with an additional 65,000 square foot of satellite space now occupied by a variety of retail stores. The first store openings were Parade of Shoes on February 2, Gentlemen's Warehouse on March 3 and Card Gallery on April 2.

**March 1 – Groundbreaking  
Centennial Inn, Farmington, CT**

Come Spring 1988, travelers to the greater Hartford area will experience the "All-Suite" concept, which is ideal for those seeking temporary quarters and all the comforts at home, or for the business person who needs to be in the area for just a few days. Phase 1 with 56 rooms is scheduled to open on Feb. 1, 1988, with an additional 56 rooms, a pool, jogging and hiking trails following in Phase II to begin later next year. The hotel sits on 11.96 scenic acres, which also has a gatehouse and garage on site.

**March 3 – Groundbreaking  
Goff Brook Shops, Wethersfield, CT**

Construction has begun on this 71,450 square foot shopping center, which is slated to open in the fall of 1988. The center is anchored by Three-D Bed & Bath, which will be relocating its existing operation into its new 15,000 square foot store. Peter Harris Clothing and Peter Harris Plus are two additional anchors in this center. It will be a colonial design motif in keeping with the architecture of the surrounding community.

**March 30 – Completed  
Crown Gardens, Condominiums, Hartford, CT**

A 54-unit condominium in Hartford's inner city, offering quality housing at innovative below-market financing, has been fully reserved since its completion in September, 1987.

**March 31 – Sold-Out  
Southridge Estates, Luxury Homes, Avon, CT**

Custom homes developed and built by Konover & Associates attract upscale buyers.

**April 4 – Grand Opening  
Super Stop & Shop, Stop & Shop Plaza,  
Westerly, RI**

A 115,000 square foot center located in a popular tourist area of Rhode Island had a grand opening of its anchor store, a 54,855 square foot Super Stop & Shop. Construction of Phase II is expected to begin in the spring of 1988.

**May 15 – Completed and Sold  
The Long Estates, Luxury Condominiums,  
Bloomfield, CT**

Phase I of the development was completed and sold by Konover.

**May 19 – Grand Opening  
Sheraton Hotel at Bradley Airport,  
Windsor Locks, CT**

The new \$30 million, 185,000 square feet, 237 rooms, Sheraton Hotel serves the newly renovated and expanded Bradley International Airport, since its grand opening on May 19, 1987.

**May 30 – Grand Opening  
Indian Springs, Rental Apartments,  
South Bend, IN**

Acquired and renovated 568-units within 36 two-story, woodframe buildings faced with brick and aluminum siding, a swimming pool, clubhouse, a fenced-in tot lot. New community room with exercise and recreation facilities.

**June 25 – Groundbreaking  
Speedway Plaza, Westborough, MA**

Construction has begun on this 195,747 square foot shopping center, which will have two anchors, a 104,710 square foot BJ's Wholesale Club and a 59,987 square foot Super Stop & Shop. There are three outparcels totaling another 31,000 square feet.



# over '87

**June 26 – Groundbreaking  
Air National Guard Building,  
Windsor Locks, CT**

Construction began on June 26, 1987, for a new 45,000 square foot space being renovated for executive offices. Development, construction and management will be handled by Konover & Associates. The site is located off the Ella Grasso Highway, and the building proper is situated on Airport property, making it highly accessible to travelers and residents. The project is scheduled for completion in the spring of 1988.

**June 30 – Grand Opening  
Hechinger Plaza, DeWitt, NY**

A 182,961 square foot shopping center located in a suburb of Syracuse had the grand opening of its second anchor store, Price Chopper Supermarket, a 55,000 square foot superstore. The other anchor is a 90,000 square foot Hechinger Home Improvement Center.

**July 6 – Conditional Local Approval  
Monadnock Mall, Keene, NH**

Conditional local approval received for a 500,000 square foot enclosed mall to be anchored by a department store of 85,000 square feet; a discount department store of 80,000 square feet; two department stores between 50 – 60,000 square feet and small stores between 140 – 160,000 square feet.

**August 12 – Grand Opening  
Glen Hollow, Rental Apartments,  
Croydon, PA**

Extensive renovations to include interior and exterior improvements, were made to this 615-unit rental complex, including common areas, three tot lots, a swimming pool, new appliances, painting, and carpeting, plus the property is situated on 47-acres.

**August 14 – Grand Opening  
Chamberlain Plaza, Meriden, CT**

Waldbaum's Food Mart had a grand opening for its 50,000 square foot store in this center which includes an additional 8,400 square feet of retail stores.

**August 15 – Grand Opening  
Purity Supreme, Wethersfield, CT**

Purity Supreme Supermarket had a grand opening for its 45,000 square foot store. Other stores are slated to open early summer in the remaining 5,000 square feet of free standing space.

**August 15 – Grand Opening  
Ames Department Store, Abington Plaza,  
Abington, MA**

With construction completed on Phase I of this 66,500 square foot shopping center, Ames Department Store had its grand opening. Phase II will begin construction in the spring of 1988. An additional 66,650 square foot will be added with a supermarket as its anchor.

**September 1 – Groundbreaking  
Hazard Avenue, Plaza, Enfield, CT**

Groundbreaking ceremonies were held for a 97,000 square foot shopping center, anchored by a 59,987 square foot Stop & Shop. Construction is under way with a grand opening slated for late summer. There are 33,000 square feet of outparcels.

**September 3 – Groundbreaking  
Days Inn, Middleboro, MA**

Ground was broken for this new Inn scheduled to be opened in June of 1988. The hotel will include 116 king-bedded rooms; hospitality suite; 750 square feet of meeting space with kitchen facilities and a swimming pool, along with complimentary continental breakfast served daily in private lounge.

**September 9 – Groundbreaking  
Ames Plaza, Hamburg, PA**

Ground was broken for this 105,650 square foot shopping center to be anchored by a 55,650 square foot Ames Department Store. The center is slated to open in late winter of 1988.

**September 20 – Grand Opening  
Zayre Department Store,  
Hechinger/Zayre Plaza, Newington, CT**

Zayre Department Store had a grand opening for its 80,000 square foot anchor store in this 170,000 square foot center. Zayre will soon be joined in the plaza by a 61,000 square foot Hechinger Home Improvement Center with a 28,000 square foot garden center which is slated to be opened early spring. An additional 25,000 square feet of retail space will include a restaurant and other retail stores. The new plaza is a result of a complete renovation by Konover of the former Gem Membership Store.

**November 12 – Groundbreaking  
Diamond Point Plaza, Baltimore, MD**

Groundbreaking ceremonies were held for this 320,577 square foot shopping center now under construction. The featured anchors are a 141,754 square foot Makro and a 78,823 square foot Zayre Department Store.

**December 7 – Completed  
Velvet Mill Apartments, Manchester, CT**

The conversion of this historically significant property into a 210-unit apartment complex was completed. It is similar to its historic neighbor, the Clocktower Mill.

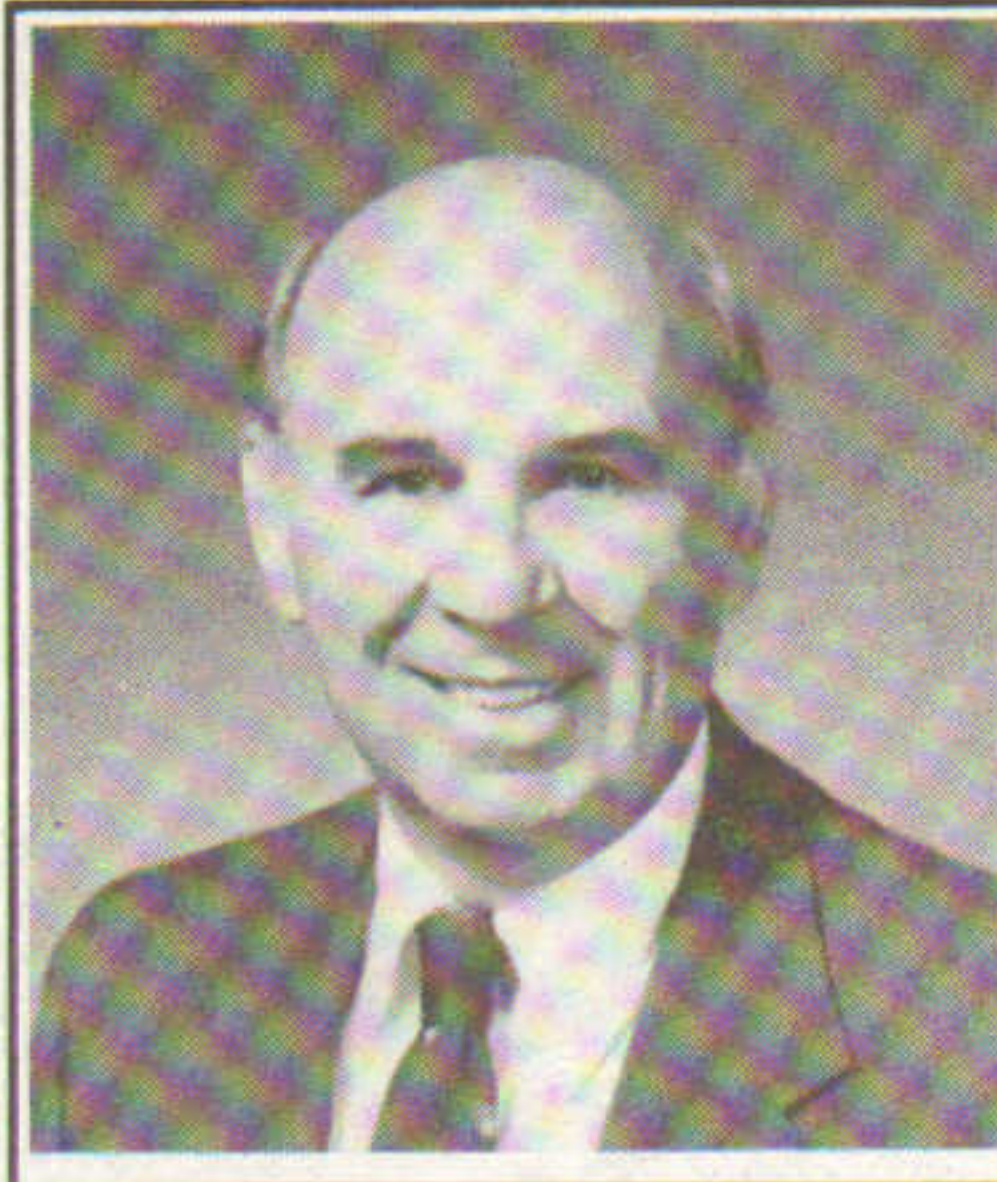
## Konover

**Konover & Associates, Inc.**  
2410 Albany Avenue  
West Hartford, CT 06117  
203 232 4545



# MARCH

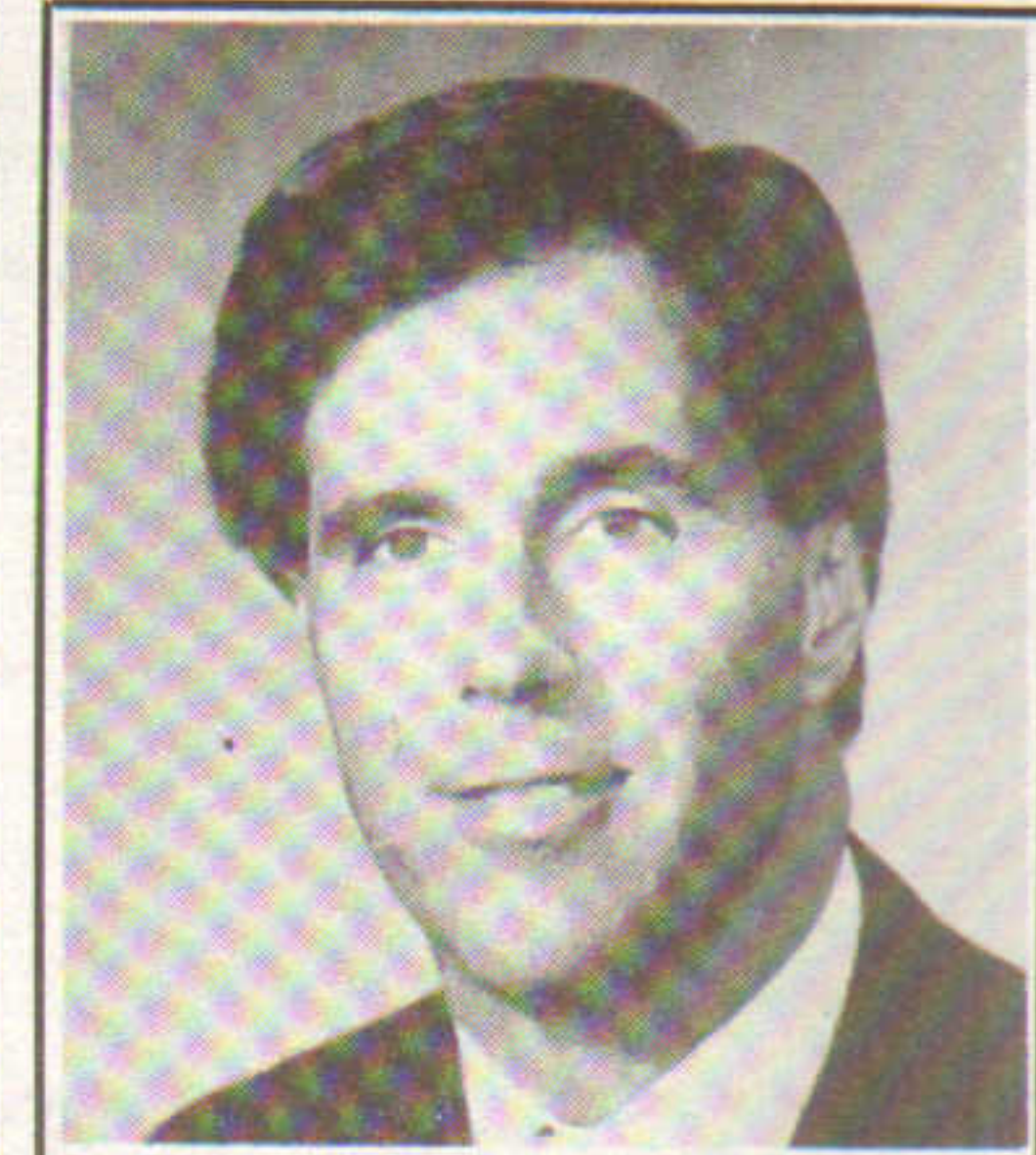
Marc Koenig (formerly of Coldwell Banker) brokers \$7m sale of 135,000 s/f Brighton building to Hamilton Realty.  
 H. Pearce Co. handles \$6.7m exchange of buildings containing 175,000 s/f in Manchester, Conn.  
 MacBride Dunham Group acquires 106,000 s/f K mart Shopping Center in Falmouth, Me. from Micoh Associates.  
 Albert Ashforth brokers sale of 57,000 s/f in Stamford to partnership for \$12 million.  
 ABCO Realty Co. sells 15,000 s/f Lawrence building for Robert Gauthier to Carmine Repucci and Nancy Fowler for \$.565m.  
 Eckman Construction to build 37,200 s/f \$3m site for Cricenti's Market in New London, N.H.  
 Cabot, Cabot & Forbes sells 76,630 s/f in Hopkinton to EMC Corp. for \$6m; James O'Neill of Nordblom Co. broker.  
 Beal Cos. brokers \$2.2m 17,420 s/f residential buildings in Back Bay, Boston to Paul Faraca and Carlo Sgroi for UBS.  
 Stephen Tunick R.E. brokers \$2.5m sale of 54 apartments in Northampton for Barrett Trust to Amark Realty.  
 Joseph Cerilli, Joseph Rubien & Samuel Molony get OK for \$28m 124 unit luxury condominiums in Providence.  
 Tambone Corp. appoints Leggat McCall/Grubb & Ellis for 730,000 s/f \$50m Chelmsford Office & Research Park.  
 Anthony Covalli of Macmillan & Son brokers Springfield parcels for Young R.E. for \$325,000.  
 Peter Elliott and Realty Assoc. cobroker 30,100 s/f leases for Bobson Realty to Carpnet Giant and Mark Bell in Norwood.  
 Cambridge Assoc. sells Hartford parcels to Cutter Realty for \$23m; had paid \$12.2m for sites in 1985.  
 Lomas & Nettleton loans \$12m to Downing Corp. for 175,000 s/f Salt Pond Shopping Center in Narragansett, R.I.  
 JDC Properties buys 33 acres in Tewksbury from Merrimac Valley Ind. Park Trust; Commercial Facilities broker.



William Maini  
SYMMES, MAINI & McKEE



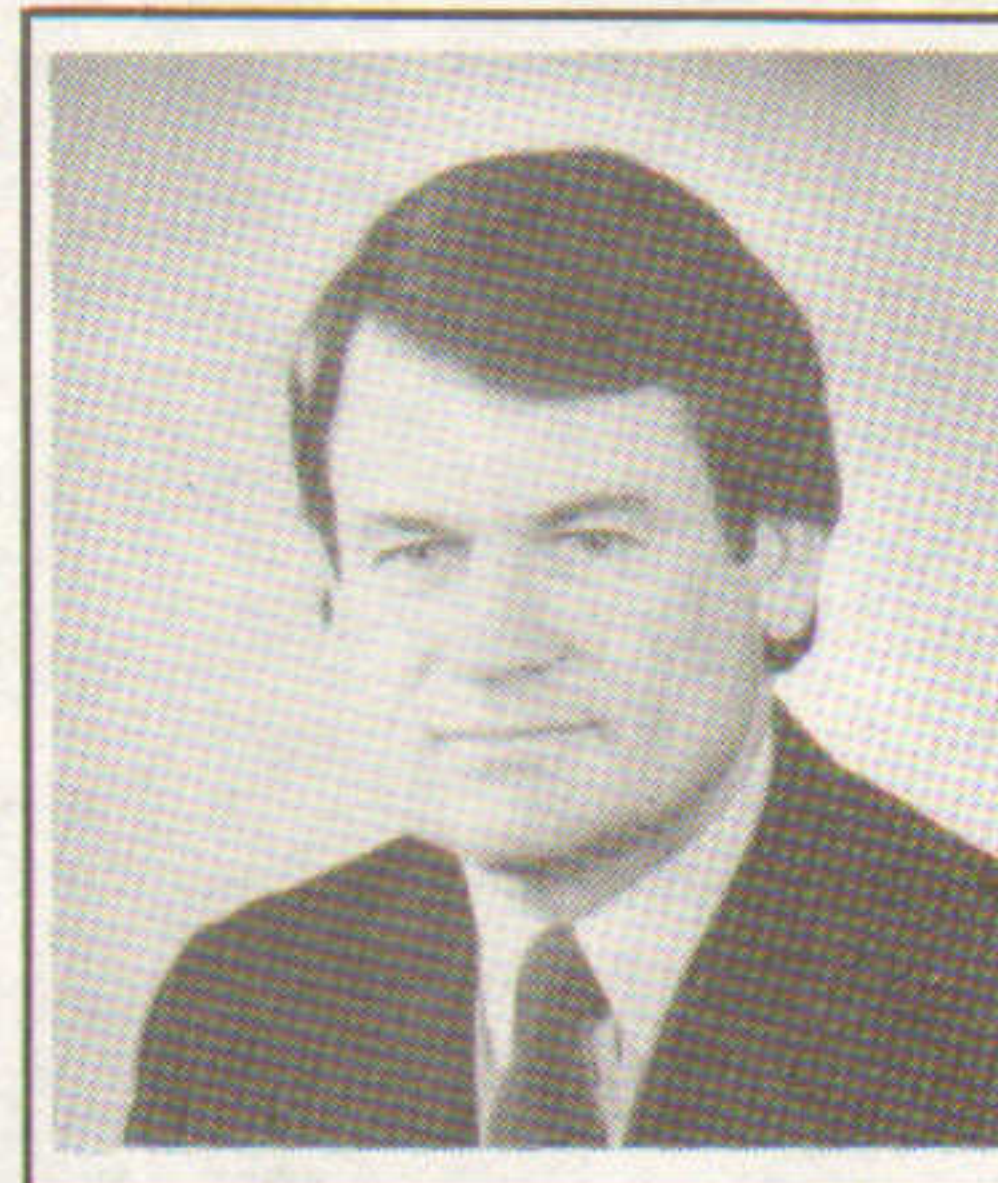
Roland Kratzer  
N. B. I. MORTGAGE



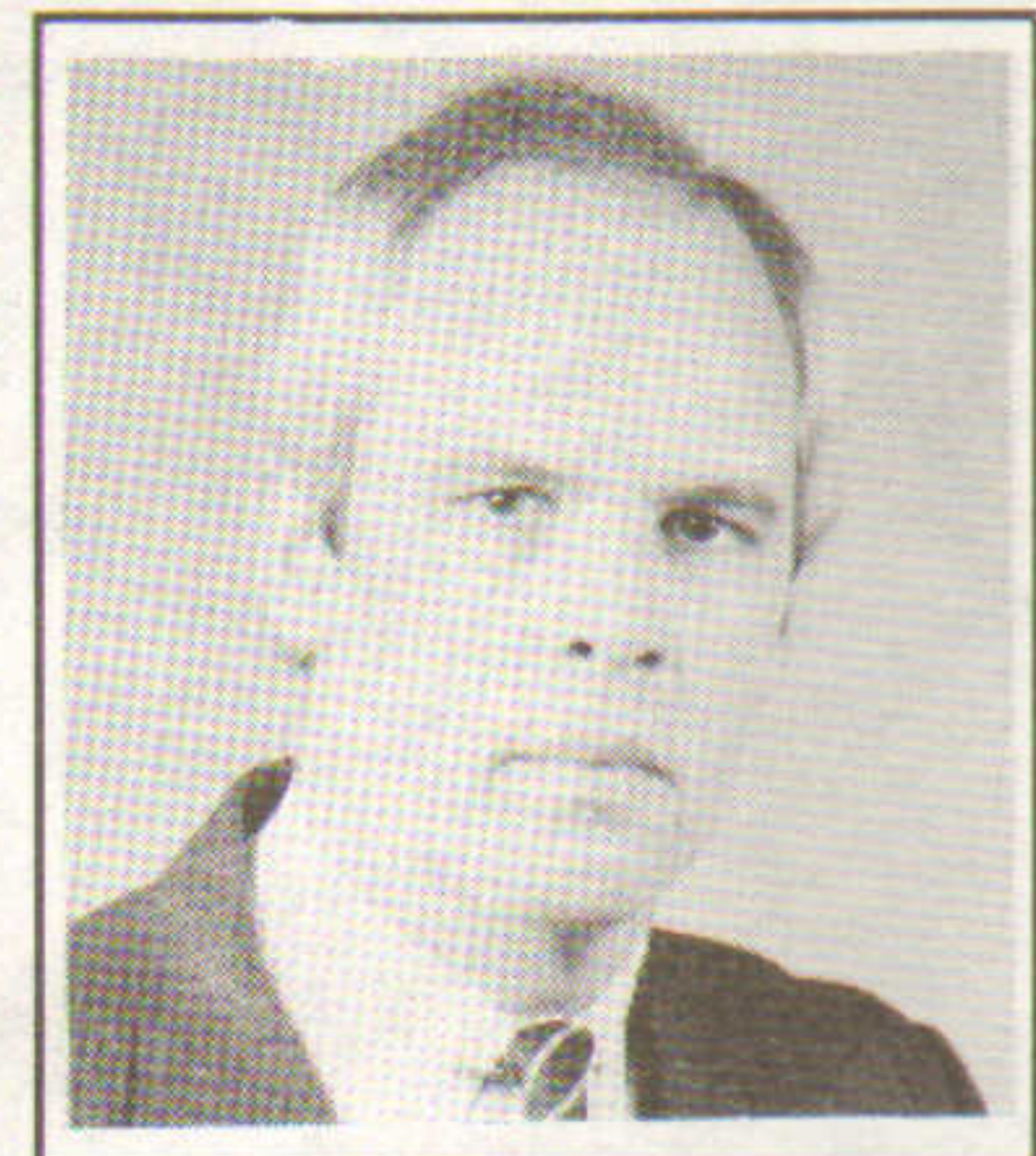
Carl Traub  
CUSHMAN & WAKEFIELD



Edwin Sidman  
BEACON COMPANIES



Thomas Hynes  
MEREDITH & GREW



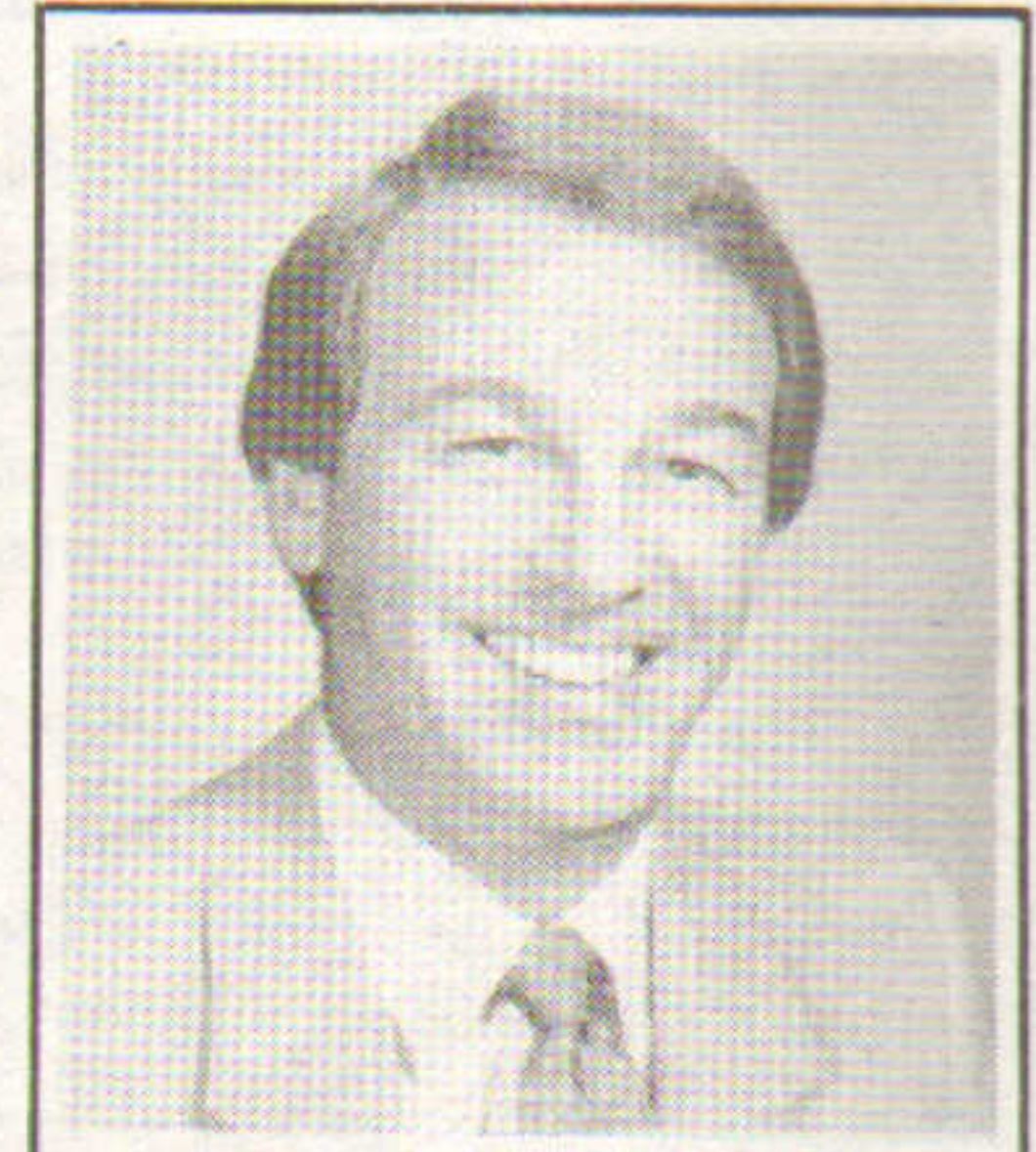
Timothy Halloran  
THE CODMAN COMPANY



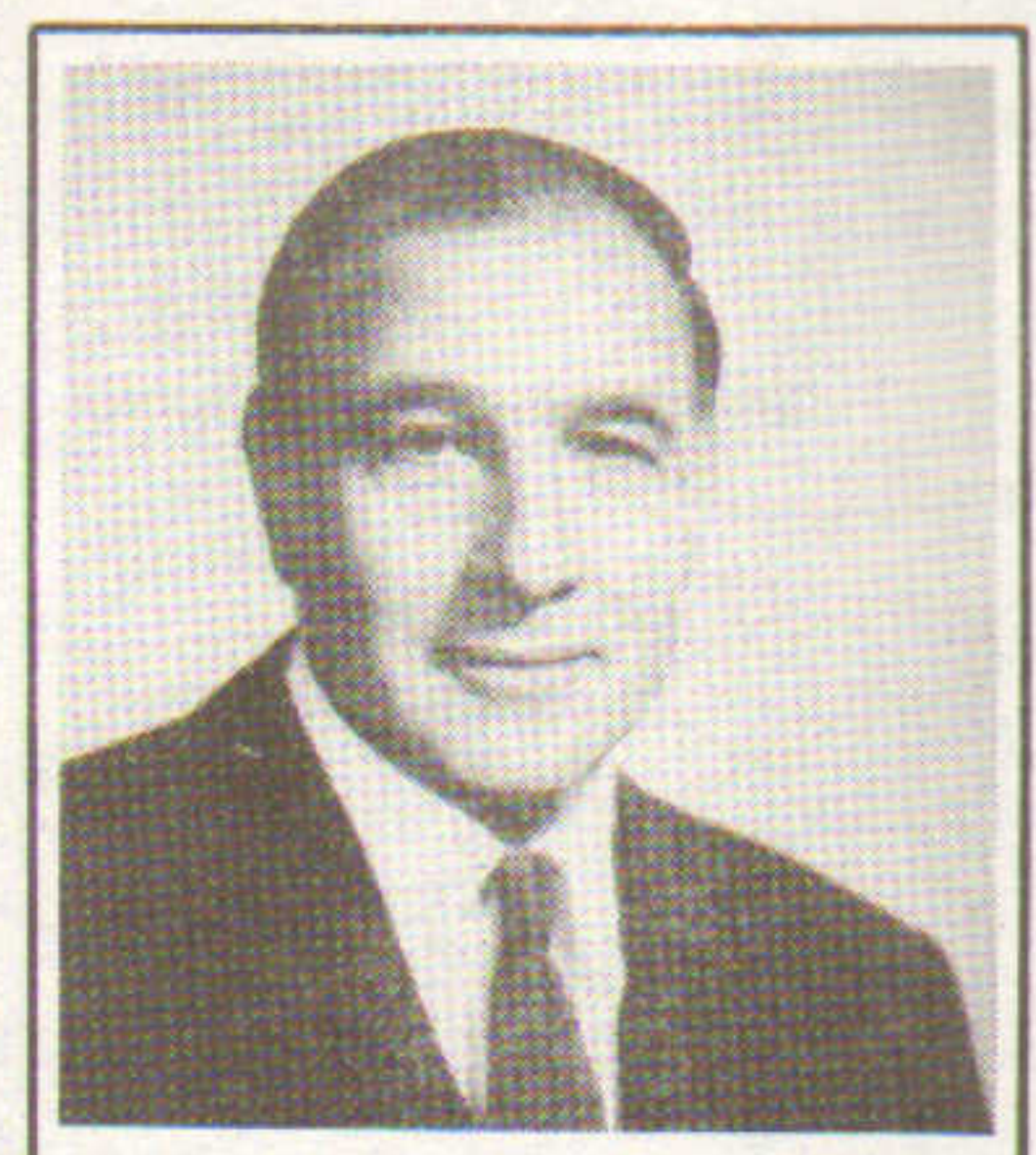
Betsy Rudolph  
L. RUDOLPH ELECTRICAL CO.



Martin Barnes III  
ADVANCED STEEL DESIGN



Donald Marini  
D. T. MARINI CO.



Daniel Rose  
ROSE ASSOCIATES

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Happy  
Holiday  
Season*

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ASSOCIATES, INC.**

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Boston, Ma. 02109

(617) 482-7008



# APRIL

Super Heartland to anchor \$30 million 300,000 s/f North Attleboro center developed by Carpionato Corp.

Louis Buzzeo & Michael Lasalandra of William Pitt Inc. lease 41,600 s/f for Allen Siberman in Stamford.

Barry Slosberg buys Bedford, Mass. strip center from Jasi family for \$1.4 million; 1.4 acre parcel.

Chris Tosti of Leggat McCall/G&E leases 34,960 s/f at Metro West Park for Trammell Crow Co. to Banyan Systems.

Jaymont Properties builds and restores 450,000 s/f offices in Boston in \$50 million project; Peter Elliot & Co. agent.

George Caffrey of H. Pearce Co. leases 14,400 s/f in Meriden, Conn. building with Geenty Group & S.B. Durfee.

James Harnden handles \$3 million sale of 25,000 s/f Freeport Village Square in Maine to Renwood Companies.

Turner Construction begins Phase II at Bay Colony Corporate Center in Waltham; 407,000 s/f, \$20 million.

Turner Construction starts \$240 million 745,000 s/f 75 State St., Boston, offices/retail for Beacon & Equitable.

John Errichetti Assoc. to build \$15 million 92,000 s/f offices and retail in Waterbury; Michael Stein architect.

Frederick Schaeffer gets \$1.25 million from First Essex Savings for reconstruction of Wadsworth Village, Danvers.

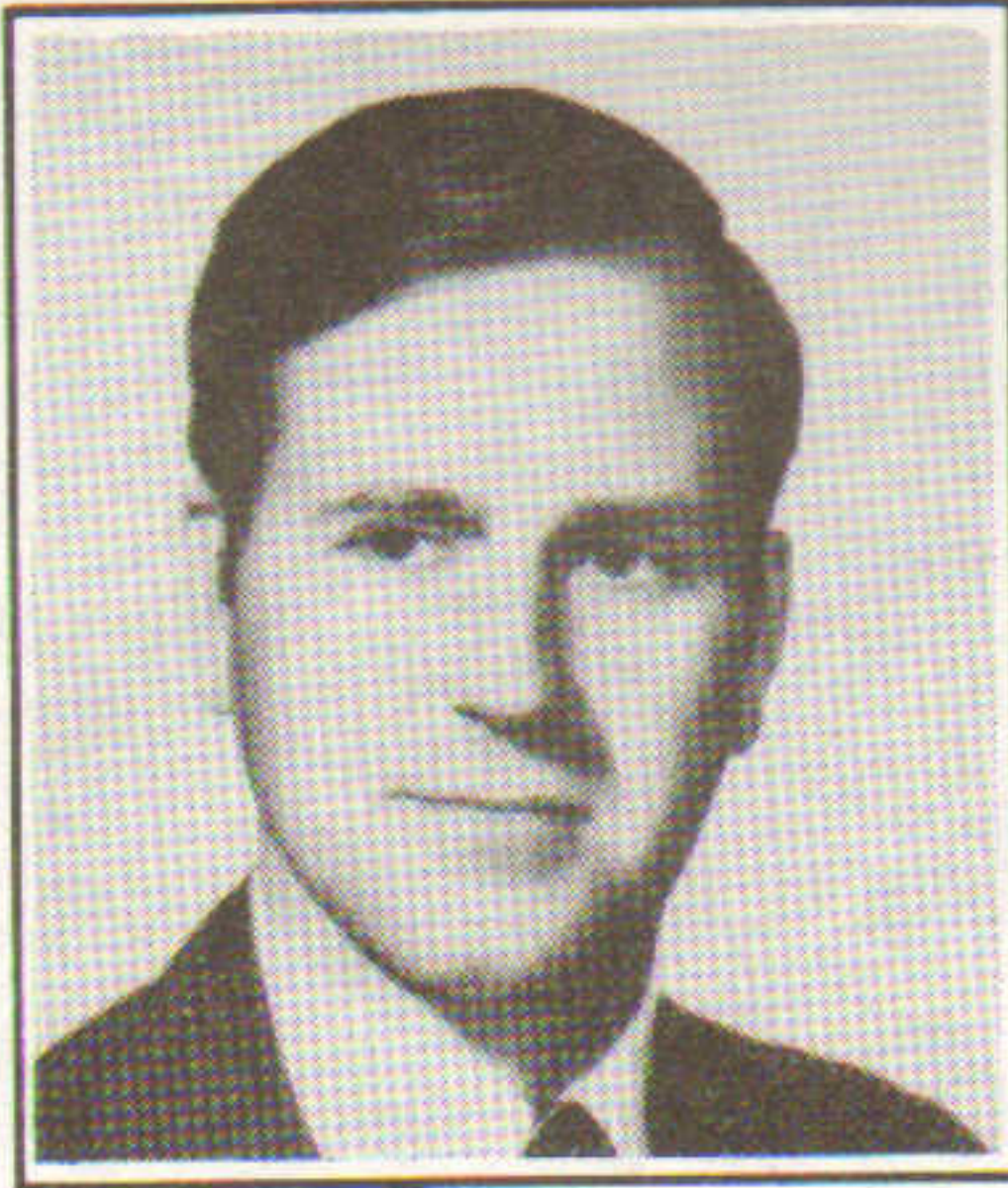
Unity R.E. Trust builds 29,860 s/f Summit Place offices in Marlboro; names Ryan, Elliott & Co. leasing agent.

Bridget Realty Trust to build 62,700 s/f \$7 million Dartmouth Commons in Manchester, N.H.; R.E. Concepts agent.

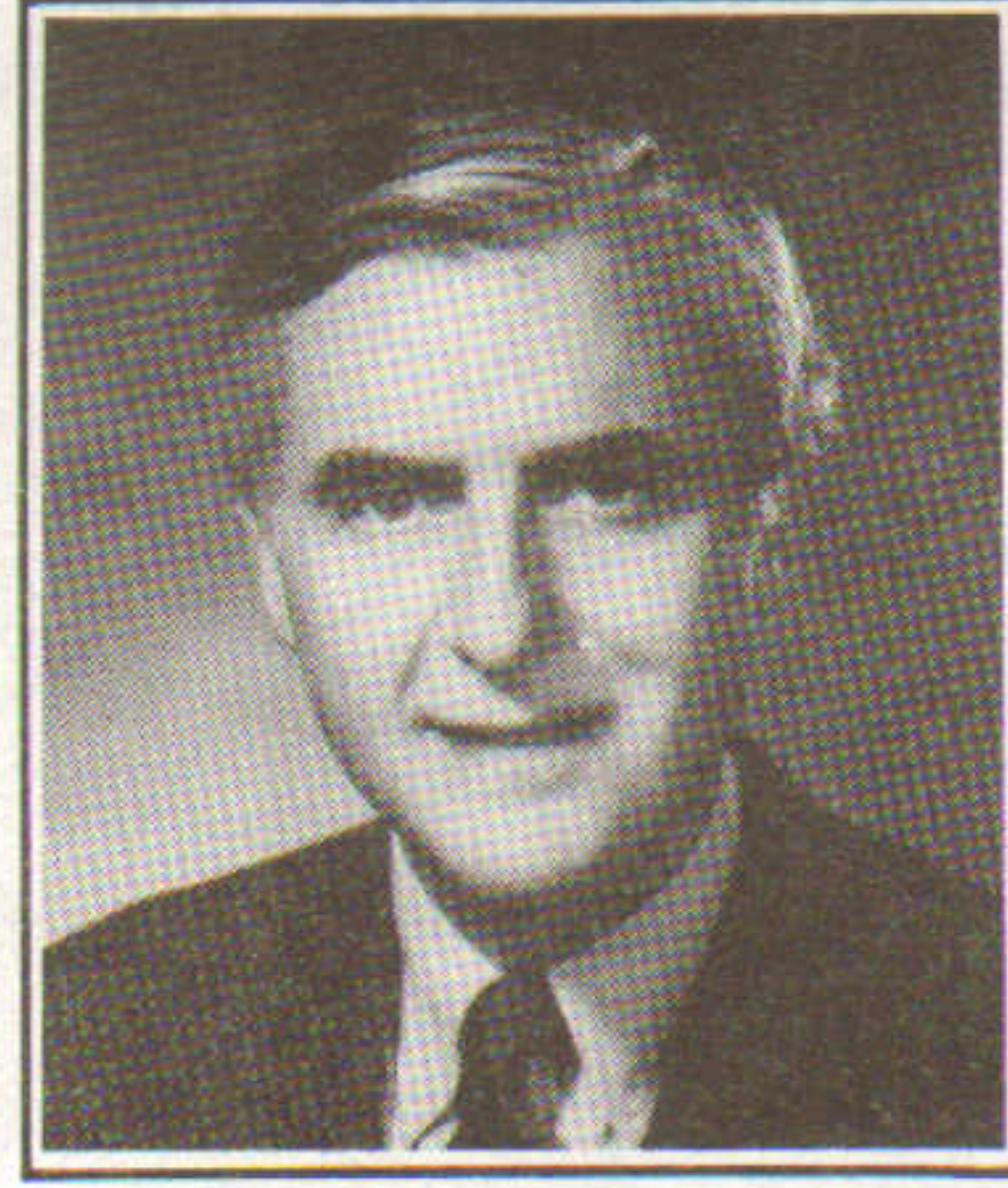
Dobroth & Fryer lease 35,000 s/f at Wannalancit Office Center, Lowell, to University of Lowell for computer dept.

Thomas Clancy of The Tamposi Co. leases 49,496 s/f at Oak Hollow in Hudson, N.H. for J. Stellos and S. Tamposi.

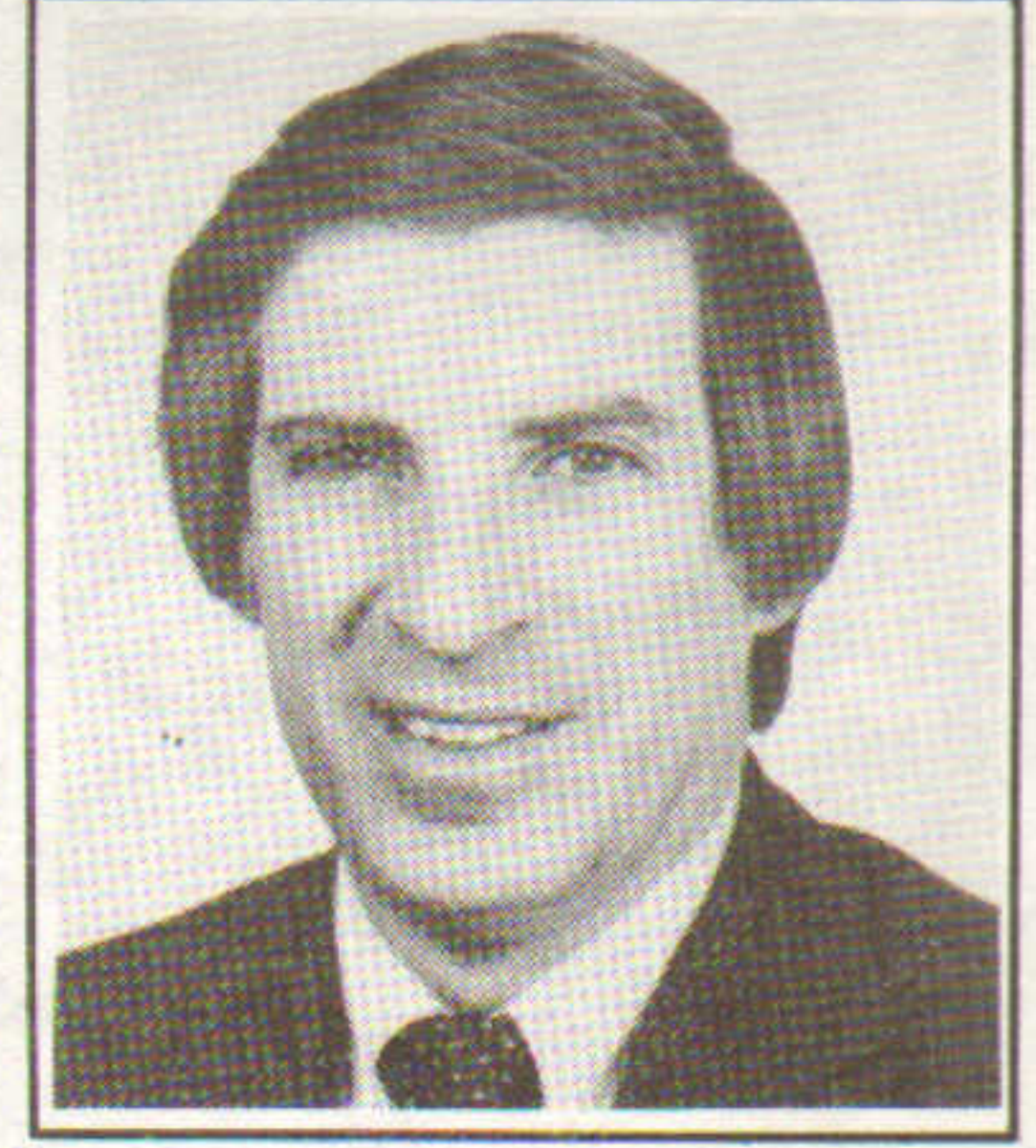
Spaulding & Slye, R.E. Hill Co. & The R.E. Collaborative cobroker 25,300 s/f lease for Mutual Dev. at Pinehurst Park.



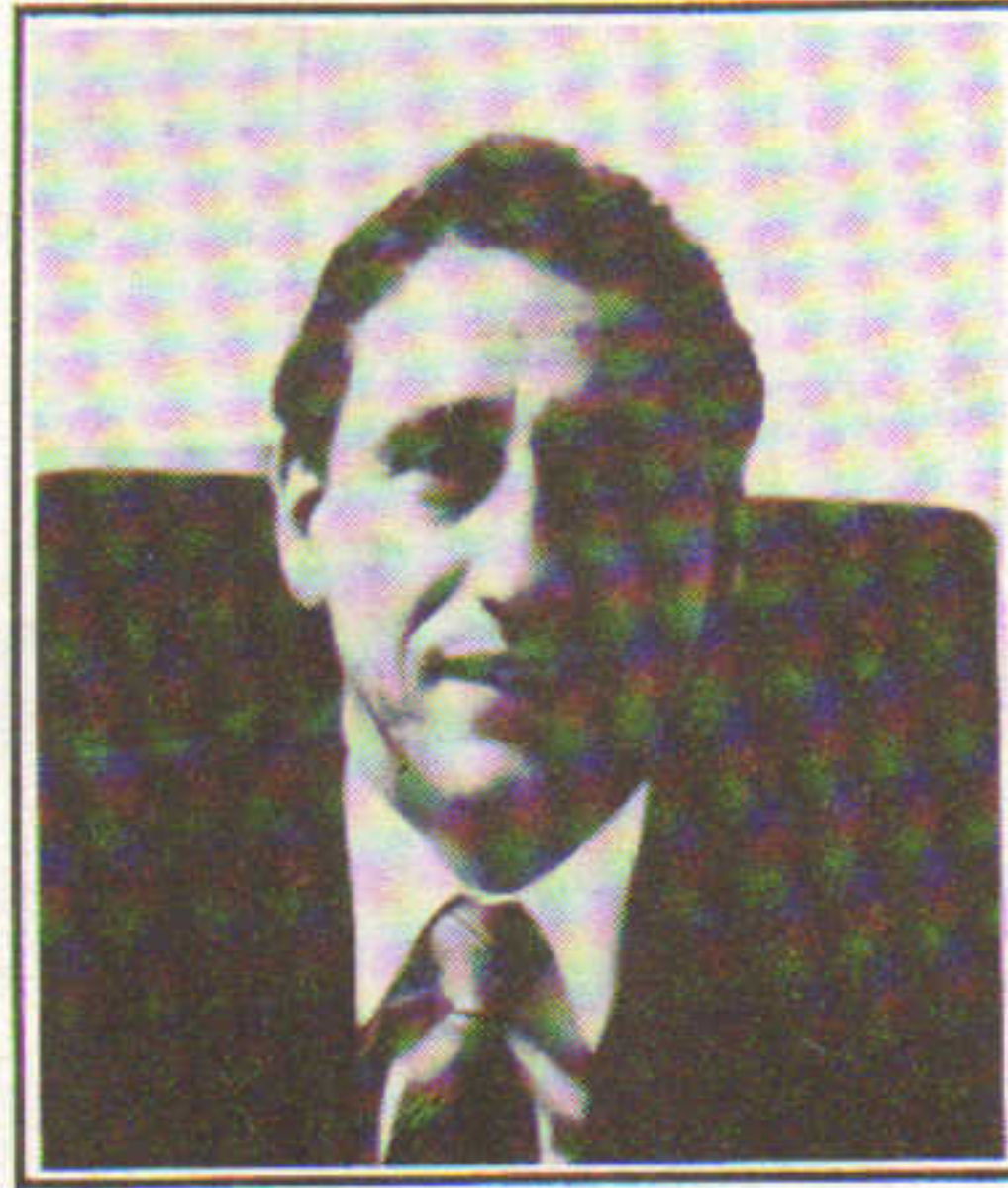
Andrew Ala  
CAPITAL REALTY SERVICES



Robert Danziger  
NORTHLAND INVESTMENT



Robert Eisenberg  
N.E. FINANCIAL RESOURCES



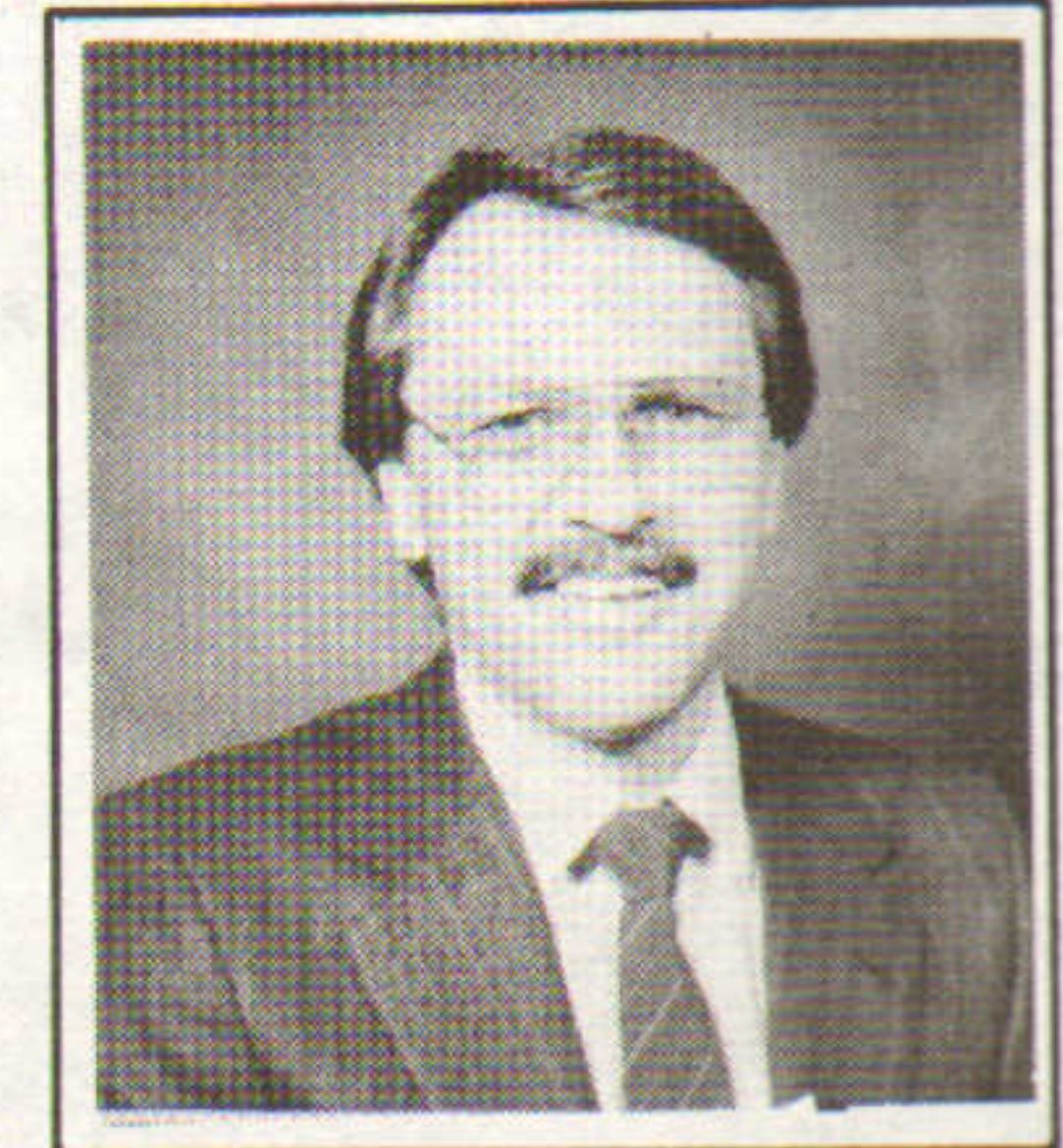
Richard Manzelli  
ADVANCED STEEL DESIGN



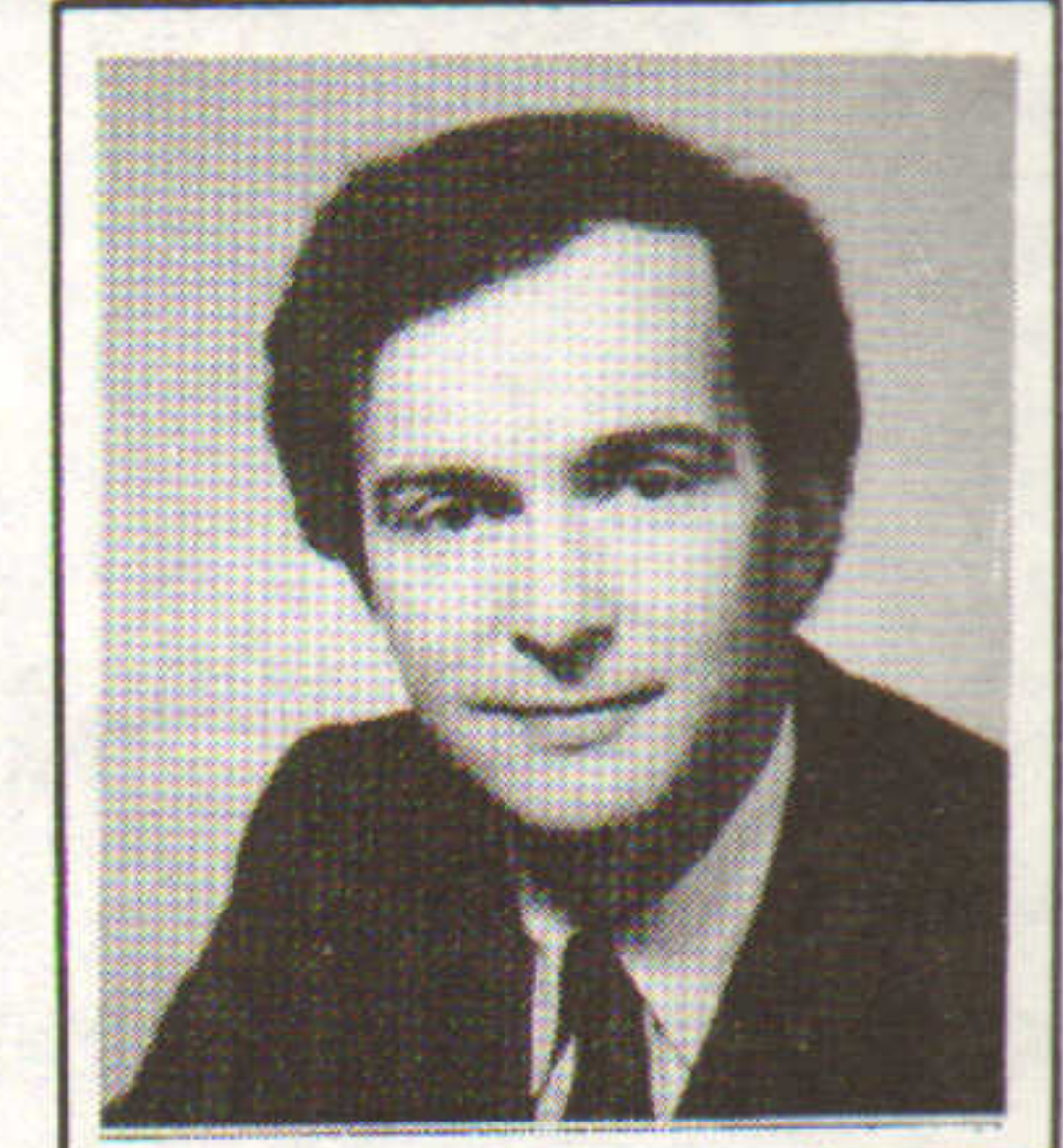
Ranne Warner  
CENTROS REAL ESTATE



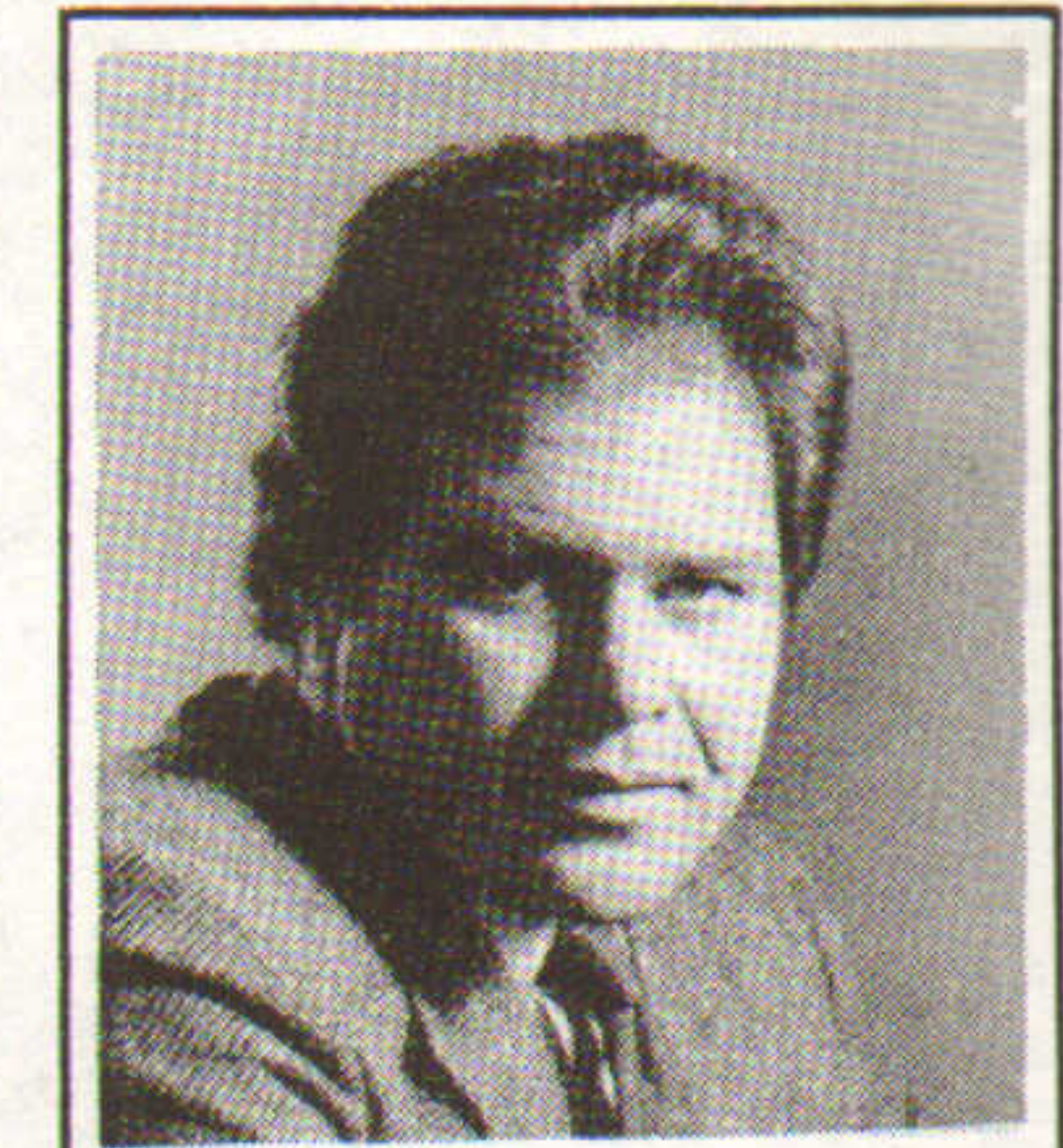
Colleen Sheridan  
CUSHMAN & WAKEFIELD



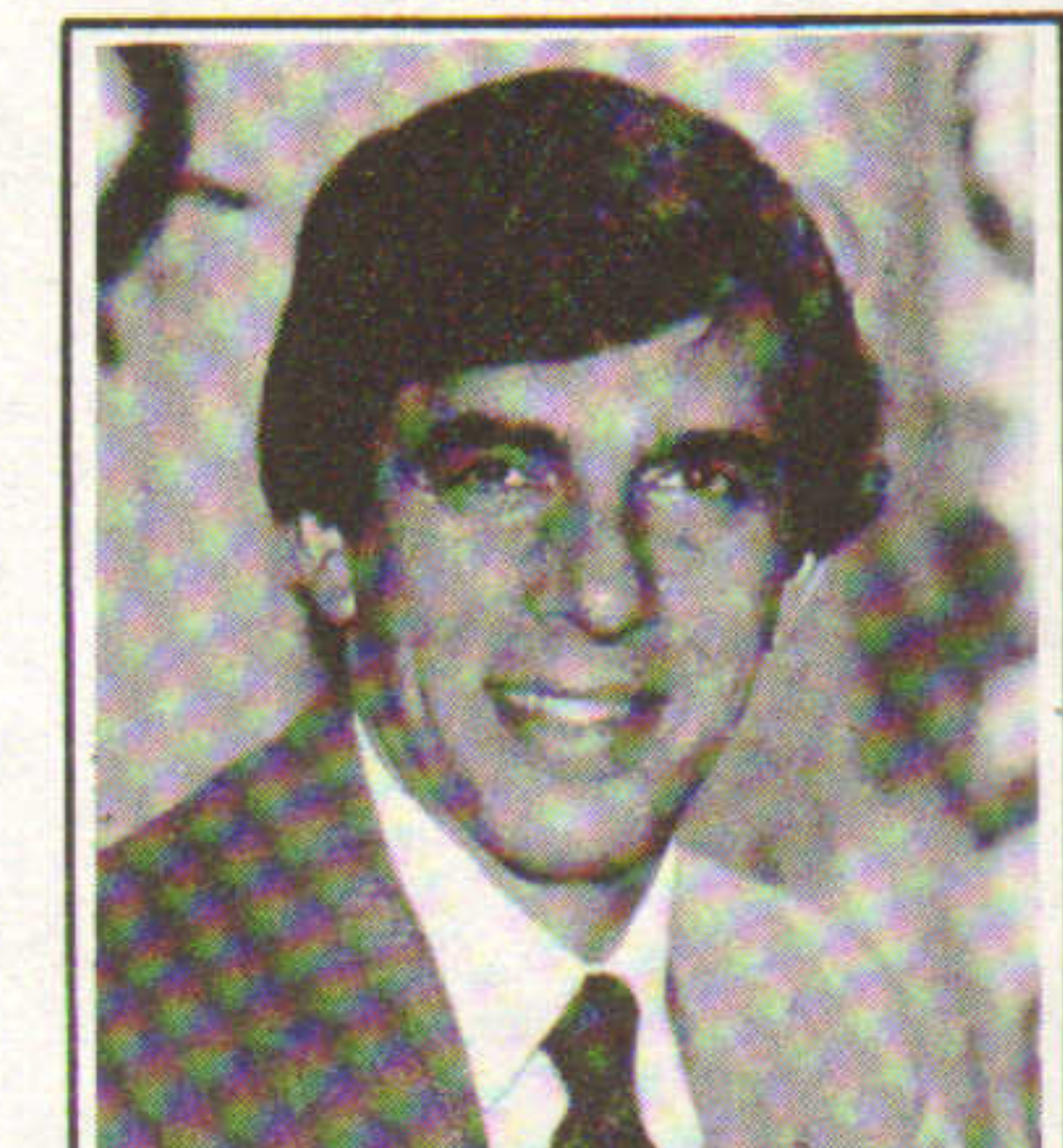
William Dube  
DUBE, CABRAL & CO.



Michael Manzo  
BEAL COMPANIES



Stephen Weiner  
S. R. WEINER ASSOC.



Alvin Epstein  
EPSTEIN FUNDING

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Construction  
Financing  
Marketing  
Management



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- BERGMEYER DEVELOPMENT
- C.G. INVESTMENT
- CHARTER DEVELOPMENT CORPORATION
- CODMAN COMPANY
- DICKINSON DEVELOPMENT
- DOBROTH & FRYER
- D.T. MARINI
- HERRING RUN ASSOCIATES
- JDC GROUP
- JOHN M. CORCORAN & CO.
- METROPOLITAN LIFE
- NATIONAL DEVELOPMENT ASSOCIATES, INC.
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- ONE HUNDRED GROUP
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Corporate brochure for John M. Corcoran & Co.



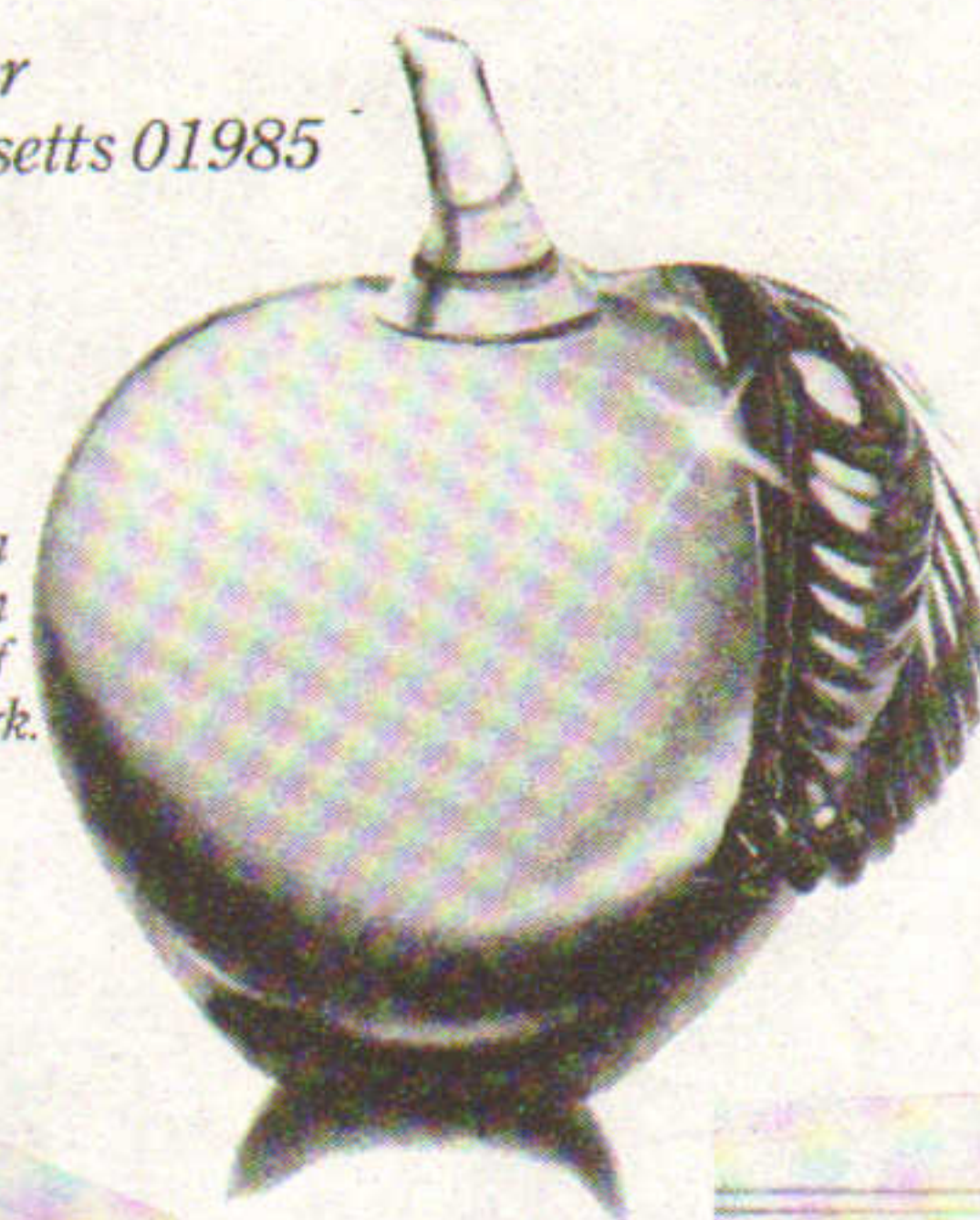
Full color leasing brochure on the Federal Reserve Plaza for Ryan, Elliott & Company, Inc.

## MARKETING, ADVERTISING & PUBLIC RELATIONS FOR REAL ESTATE

# YEREMIAN

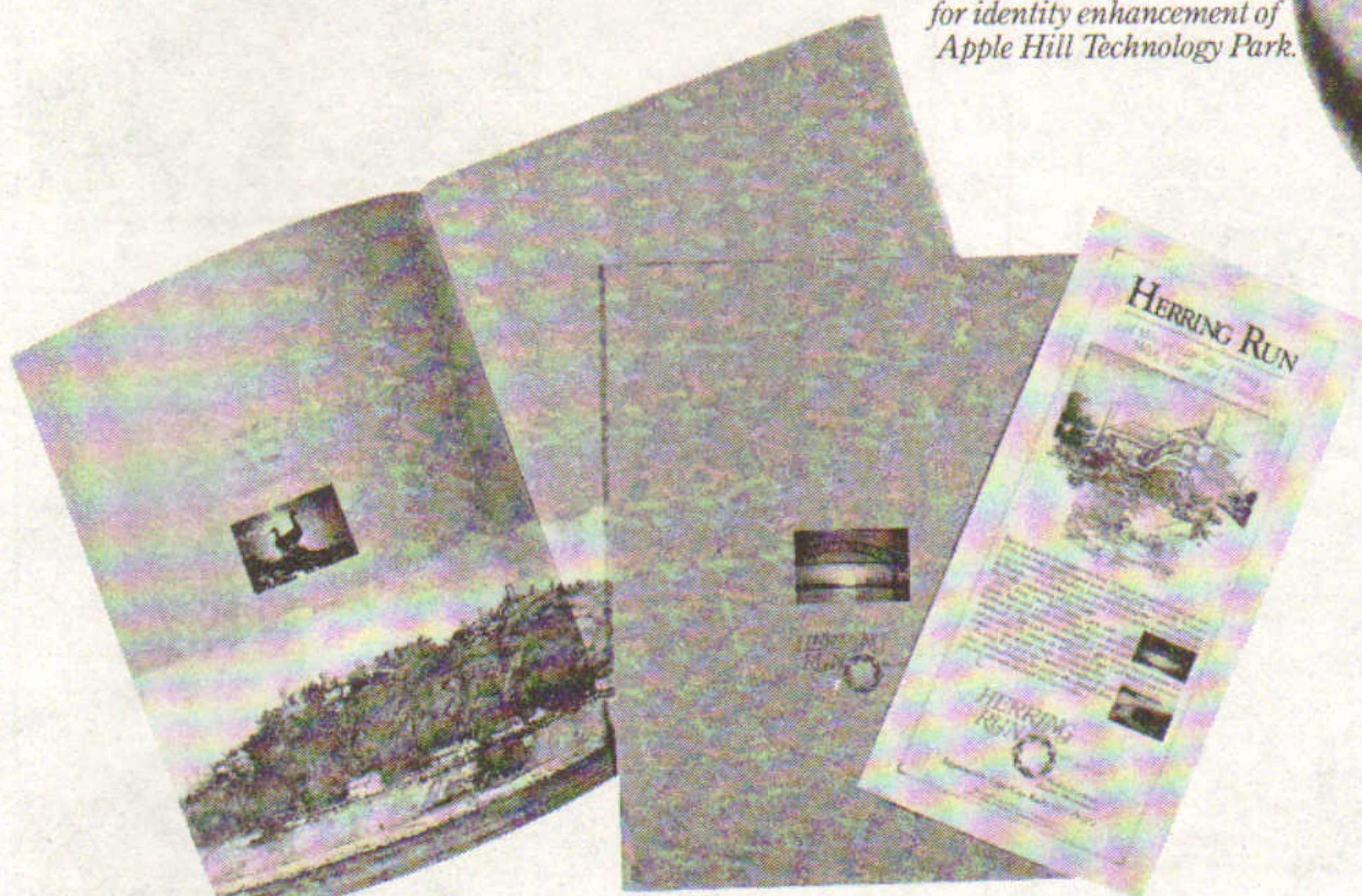
Way to the River  
West Newbury, Massachusetts 01985  
462-7062

Crystal apple as part of a direct response campaign for identity enhancement of Apple Hill Technology Park.

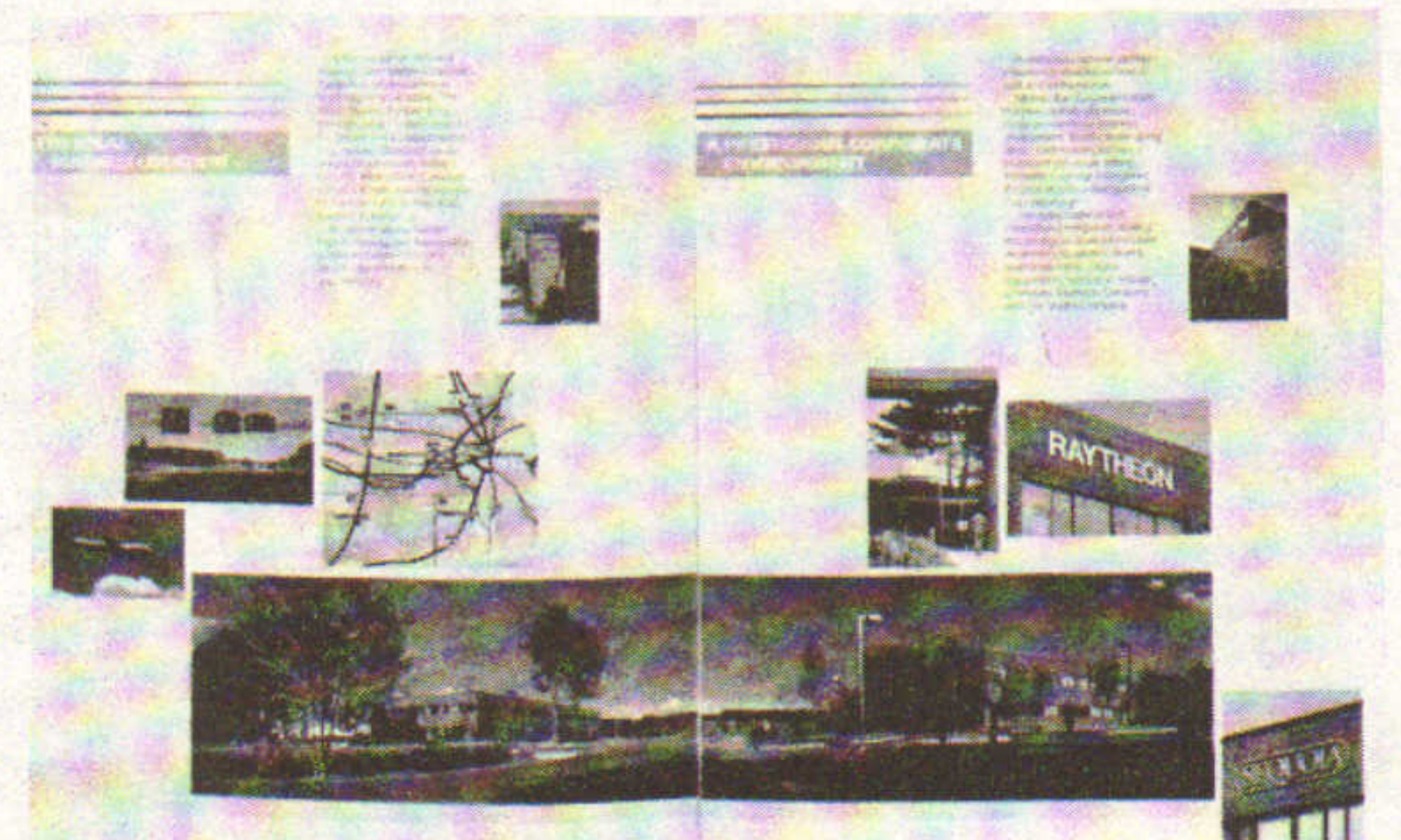


Feature story on Tambone Corporation in Boston Sunday Globe.

Advertisements for Wannalancit Office & Technology Center, a 400,000 sq. ft. rehab in Lowell.



Two elements of a total campaign that included broadcast, special events, trade shows, and corporate identity for Herring Run, an



Brochure for a 1000-acre office, R & D development by



# APRIL

Boston Mortgage Co. arranges \$4.5 million for Allan Hackel's 94,770 s/f Newton office complex with Crown Life.

Konover & Assoc. to develop 250,000 s/f mall in Torrington, Conn. with three anchors.

Flatley Co. to build 100,000 s/f at Cherry Hill Park in Beverly to Dynapert; Meredith & Grew brokers parcel.

Coppins Co. & Minco Dev. Corp. cobroker \$950,000 sale of 22,000 s/f building in Lawrence for Arlington Trust.

David Chapin of The Niles Co. brokers \$3.58 million sale of 96 units in Allston for North Coast Trust to Laconia Corp.

Lynn Hamm of Harry Bennett & Assoc. sells 15,000 s/f \$1.25 million Norwalk building for Jones & Jones Inc.

Rob Griffin and Brian Burns of Coldwell Banker sell \$8.6 million 62,300 s/f Woburn building for Baldwin Park II.

James Umphrey & Richard Greenspan of Kelleher & Sadowsky sell \$1.1 million 9 acre site with 43,000 s/f building.

Forest City Dev. tops off 97,525 s/f at University Park at MIT, Cambridge; \$250 million 27 acre mixed use project.

Ivan Bairamov of William Pitt Inc. brokers \$3.7 million 37,000 s/f Fairfield building for Moore & Munger Inc.

Real Estate Resources arranges \$3.95 million in financing for American Equities Group's 221,150 s/f in Wallingford, Conn.

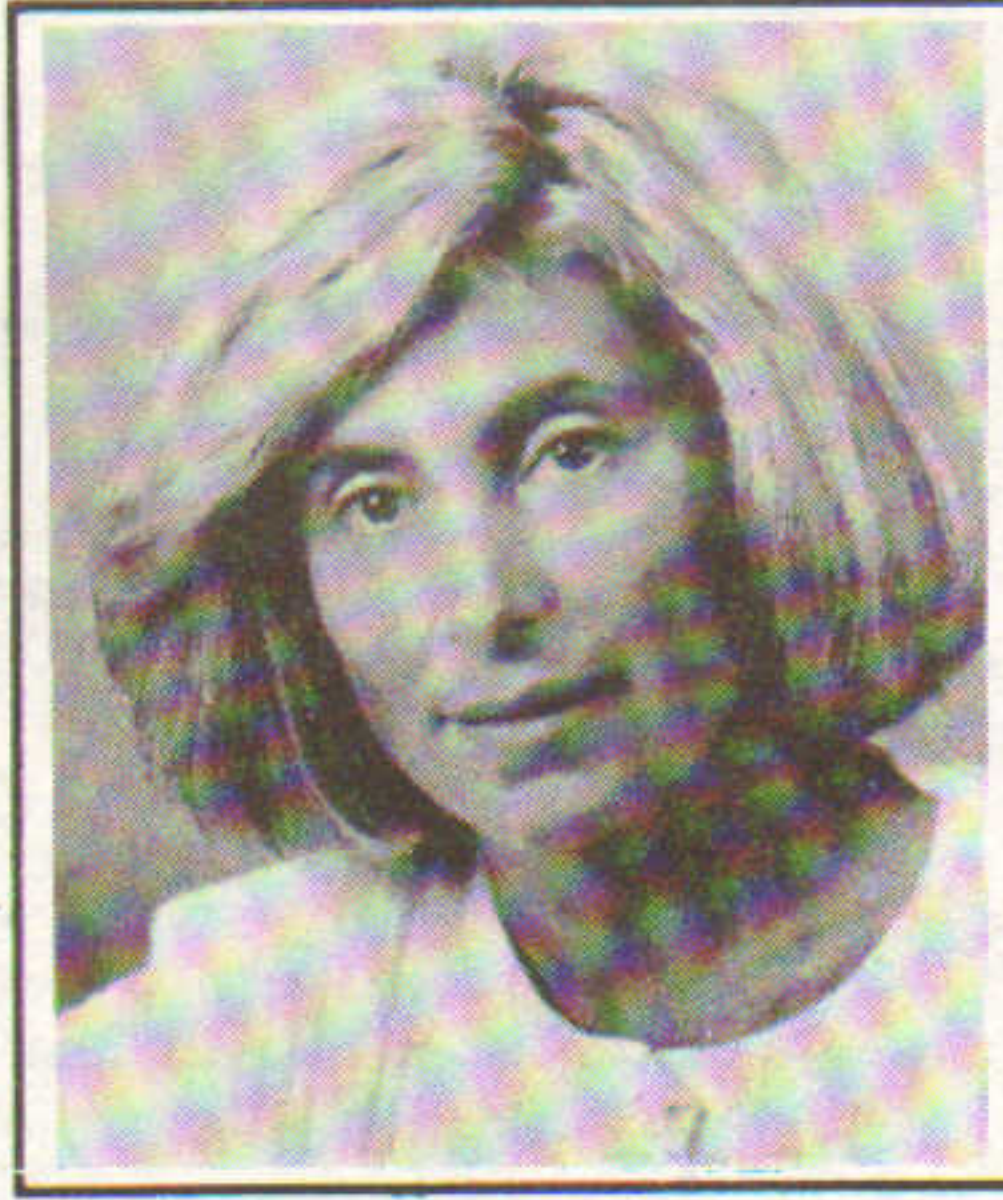
Bruce Minoff & Mark Zucker buy 40,000 s/f multi-tenant Norwalk building for \$4.1 million; Continental Realty brokers.

Richard McGoldrick builds 30,000 s/f \$3 million Portland office building; Commercial Properties leasing.

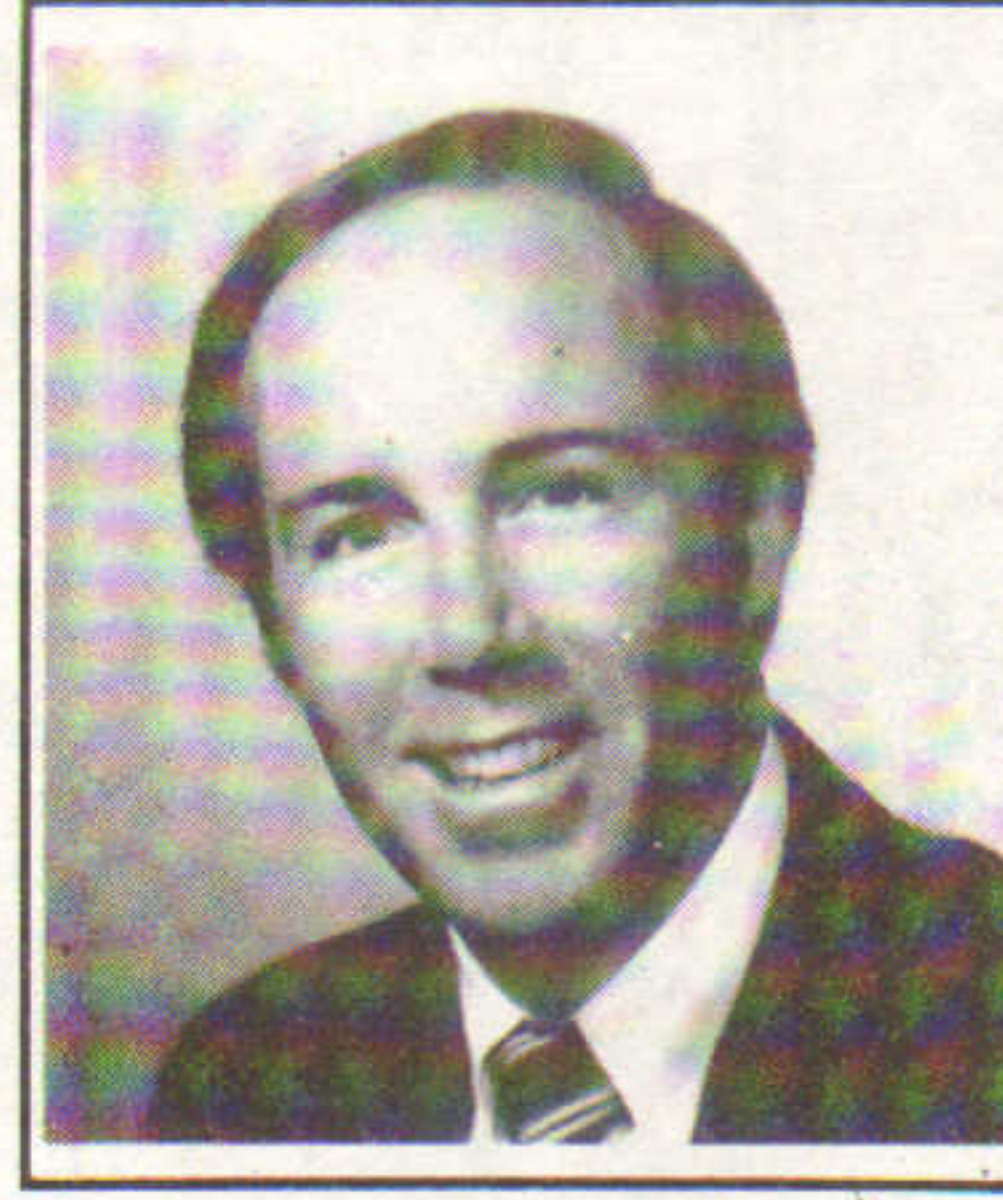
Vincent Kudirka & Marilyn Brecher of Star Realty sell \$1.195 million 48 unit apartment in Westfield, Mass.

John LaPlant of Kelleher & Sadowsky leases 43,400 s/f in Worcester at Liberty Central I.P. to Prov. & Worc. RR.

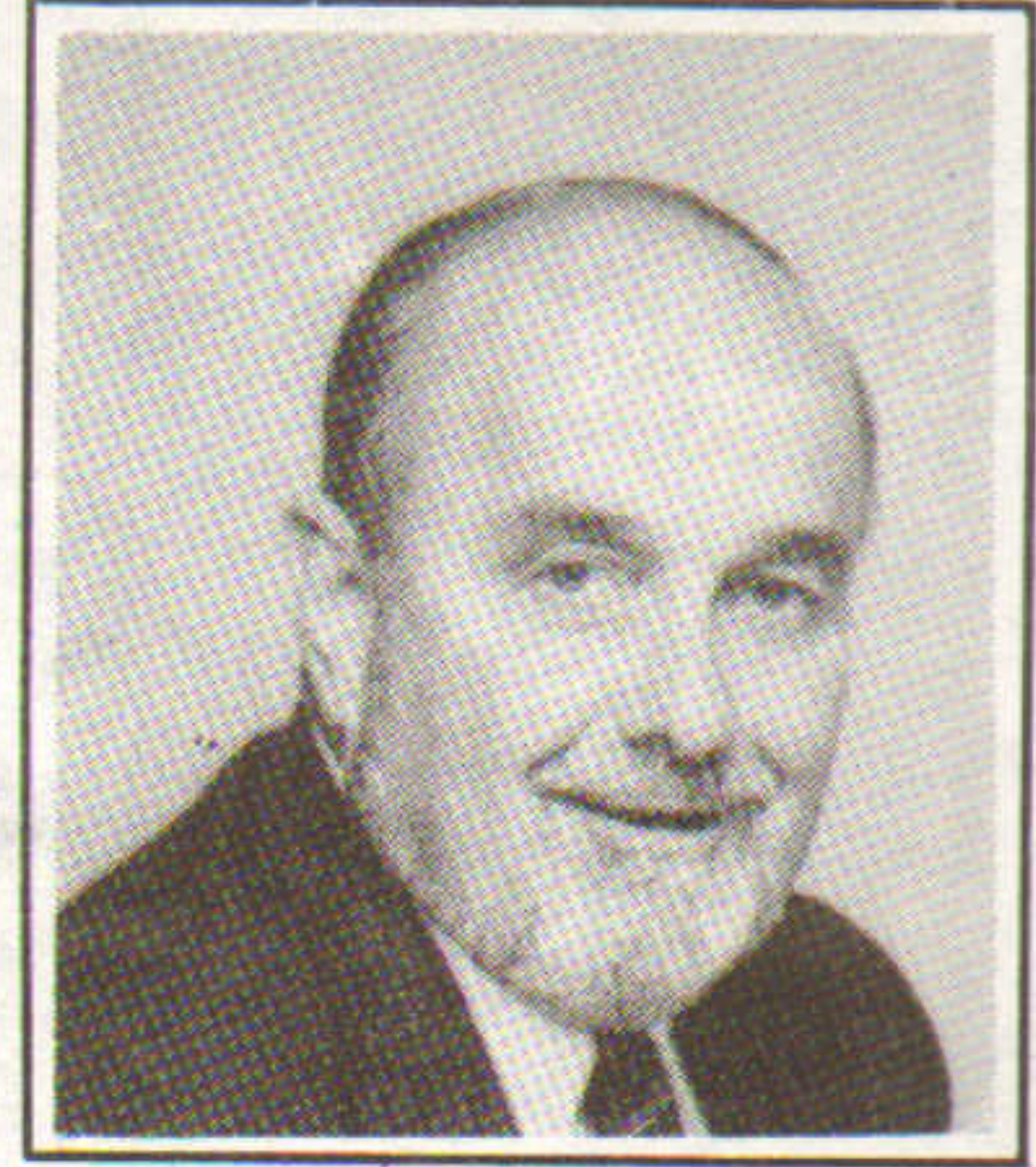
Condyne Inc. completes 30,000 s/f \$1.4 million addition for Bowmar/ALI in Acton, Mass.; Shawmut Bank financing IRB.



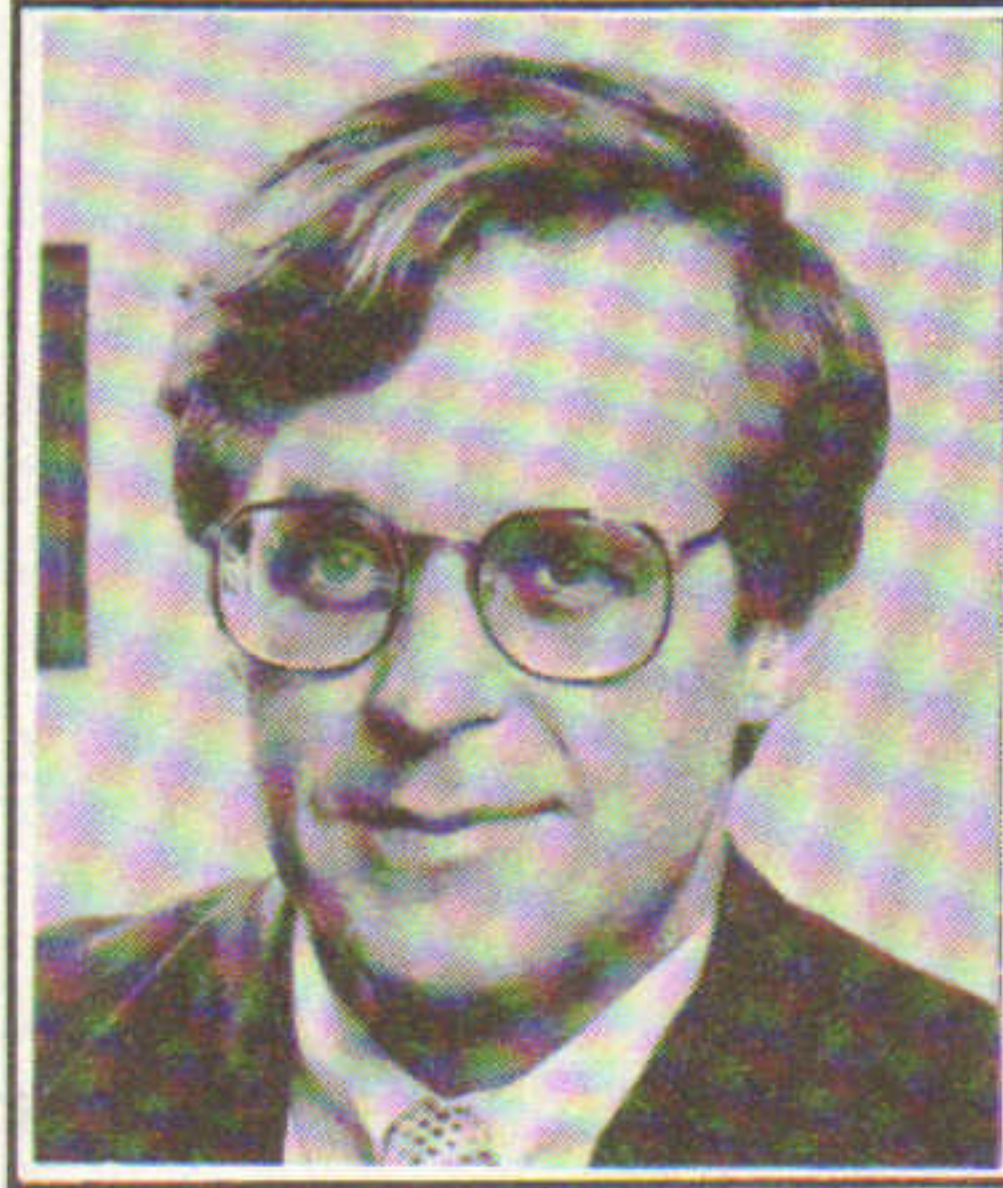
Cheyrl Shapiro  
THE COMMERCE CENTER



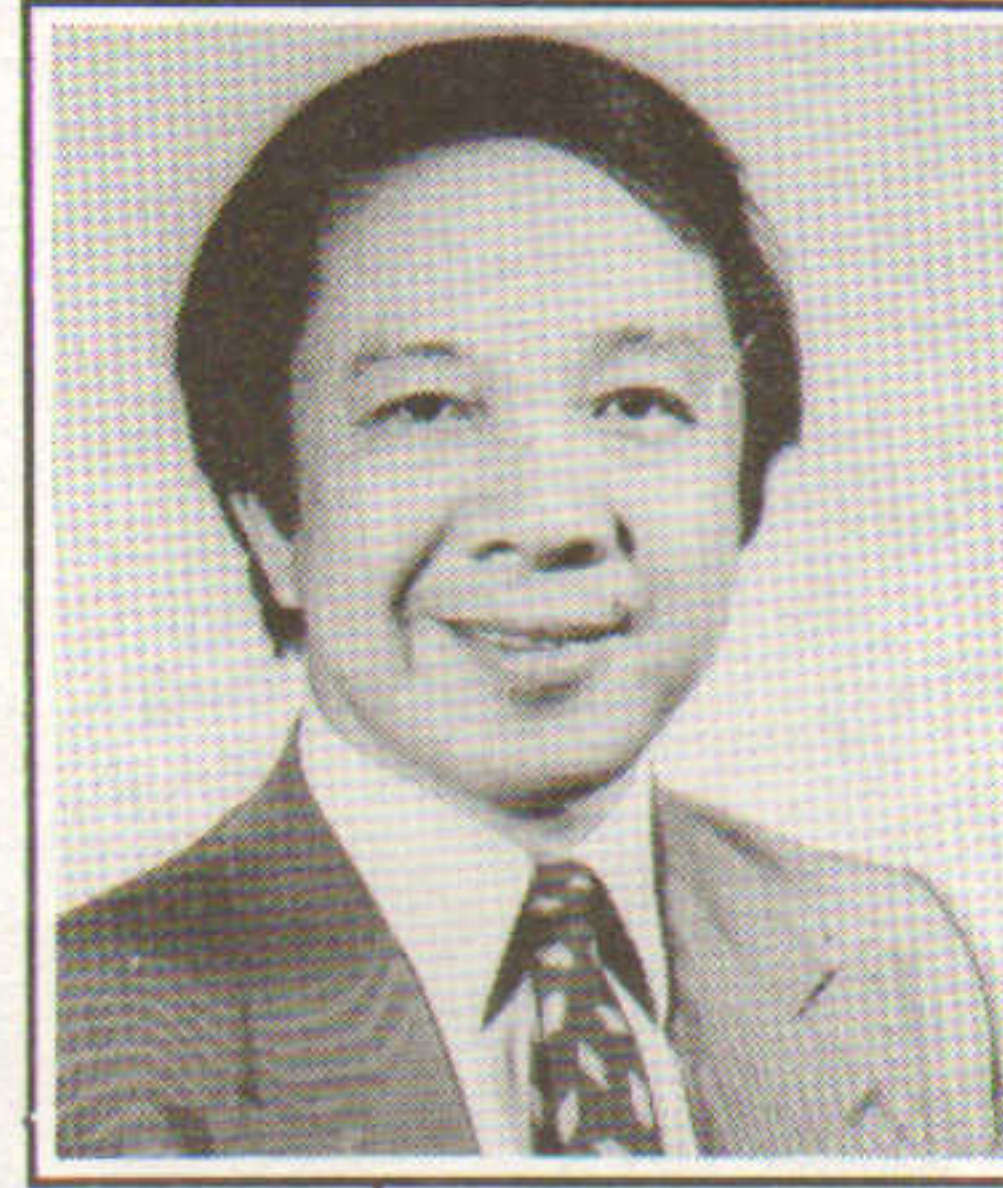
Thomas Rowland  
INCOME PROPERTY FINANCE



Albert Phelps, Jr.  
ALBERT D. PHELPS, INC.



William Raveis  
WILLIAM RAVEIS R. E.



Chung Lee  
CANNON BOSTON, INC.



Edward Sentivany Jr.  
R. E. RESOURCES, INC.



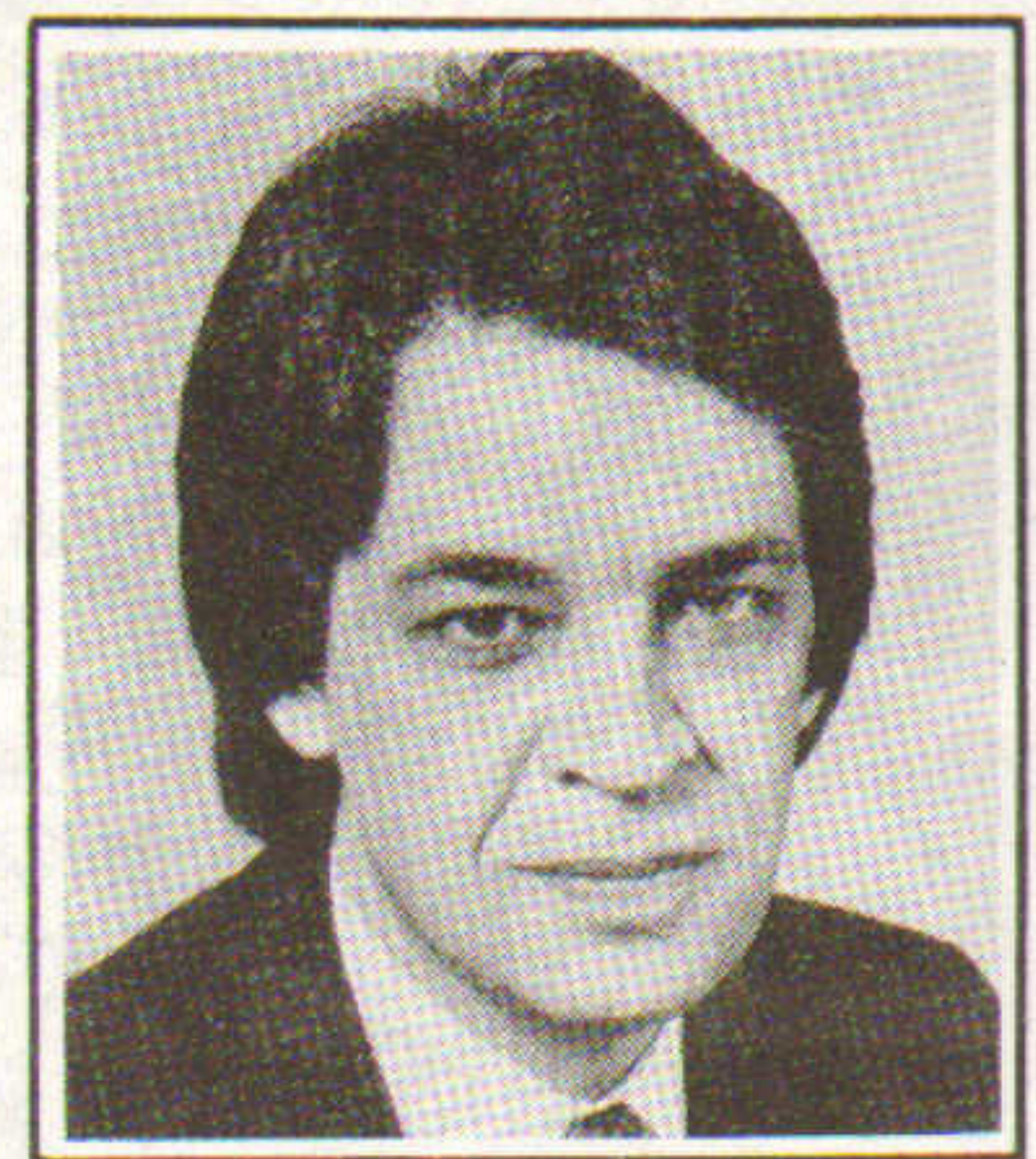
Philip Hresko  
HRESKO-YOST ASSOC. INC.



David Kirk  
BOSTON FINANCIAL



Jack Carr  
CONDYNE, INC.



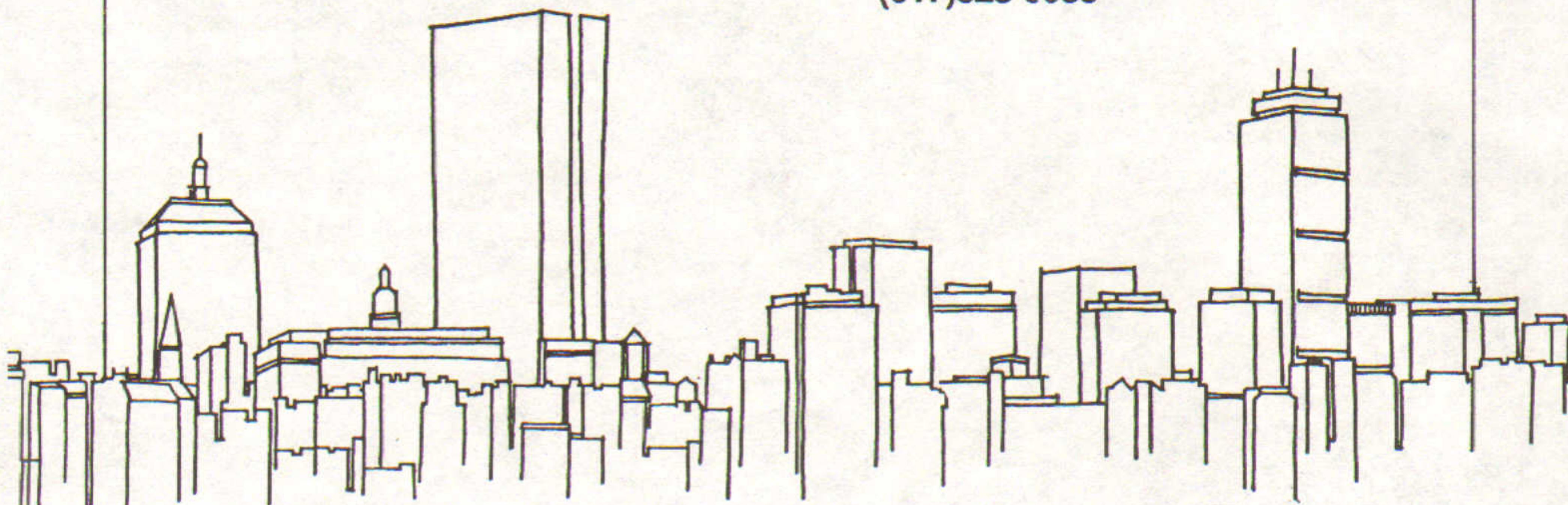
Brian Carty  
MIFA

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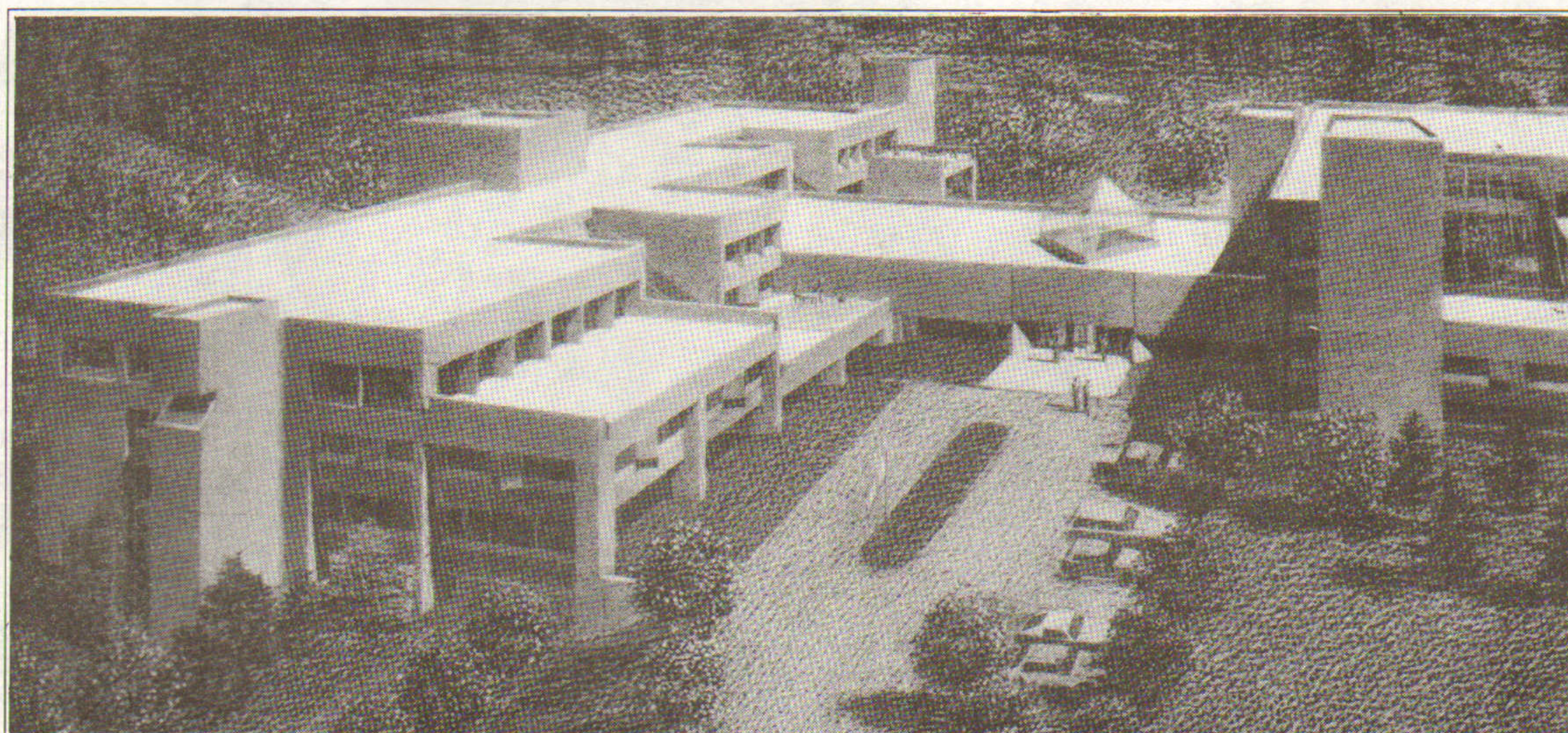
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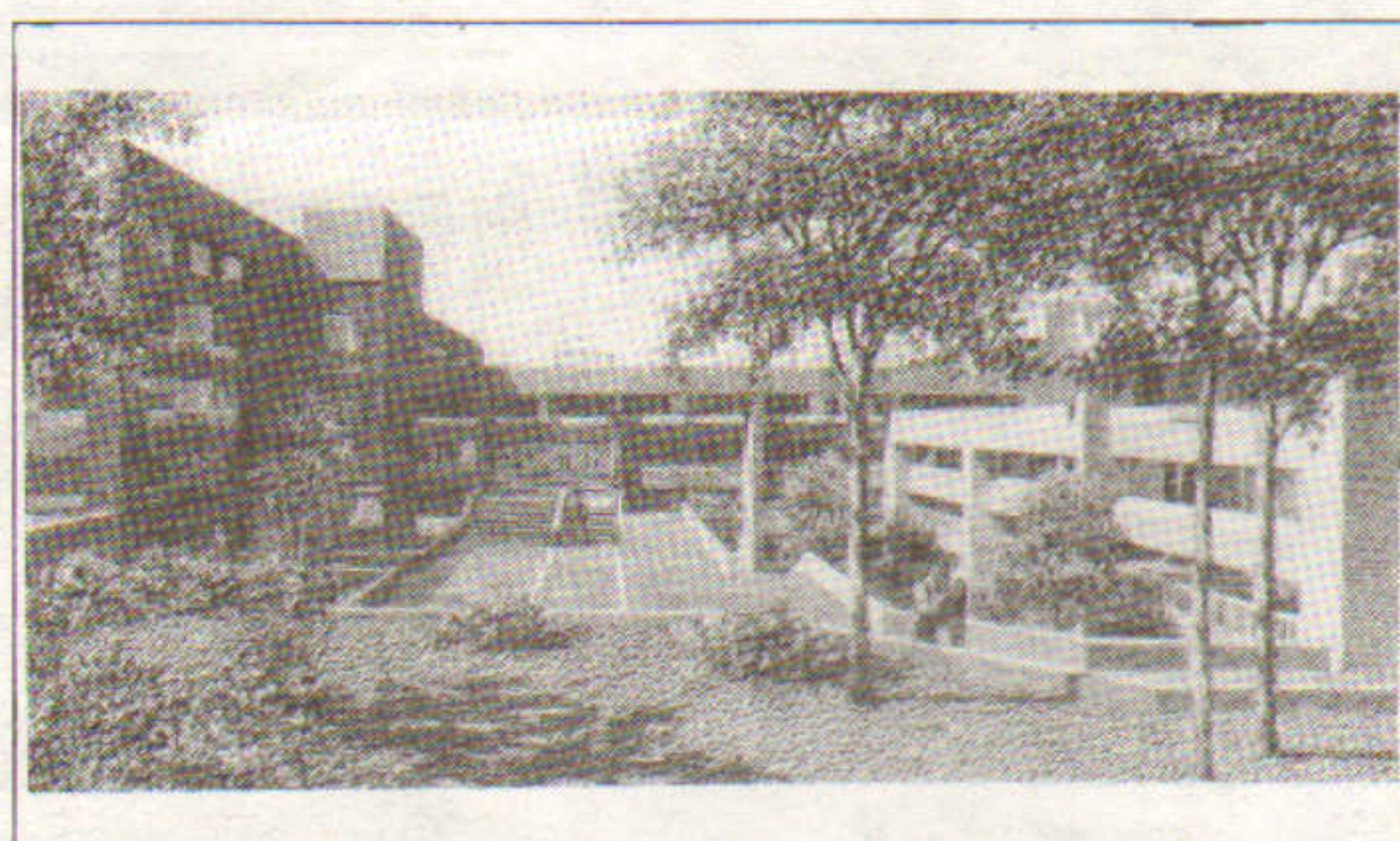
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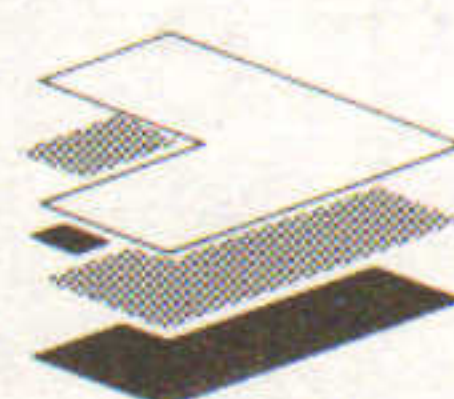


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# APRIL

Hardwicke American Properties appoints Ferris Co. to lease renovated 85,000 s/f 185 Devonshire St. in Boston.

Mirrione Cos. opens 41,000 s/f Brockton Executive Office Park; occupies 10,000 s/f for headquarters office.

Robert Price Inc. leases-up 27,000 s/f office building in Longmeadow for L.P.P. Assoc.; \$418,000 construction cost.

Meredith & Grew leases 74,237 s/f at The Landmark in Boston to Scudder, Stevens & Clark.

Kevin Barry of C.W. Whittier leases 27,800 s/f to six tenants at 185 Devonshire Street, Boston.

Leggat McCall and Coldwell Banker leases 26,415 s/f at Vazza Associates' University Office Park in Waltham.

Hunneman Commercial and Leggat McCall cobroker 12,530 s/f lease for BPK Assoc. to No. American Security Life in Boston.

Key Bank purchases 151,000 s/f One Canal Plaza in Portland from Plaza Realty Co. for \$6.3 million.

Ashworth Mortgage places \$26m loan to James Daley and Robert Merowitz for 293 room Bradford Hotel buy and rehab.

Spectrum Financial Corp. arranges \$9.25m mortgage for 105,000 s/f building at Rosewood Dev.'s NorthWoods Park.

Rauseo & Co. leases 35,000 s/f at Danvers Industrial Park's Wesson Building to Fishery Products Inc.

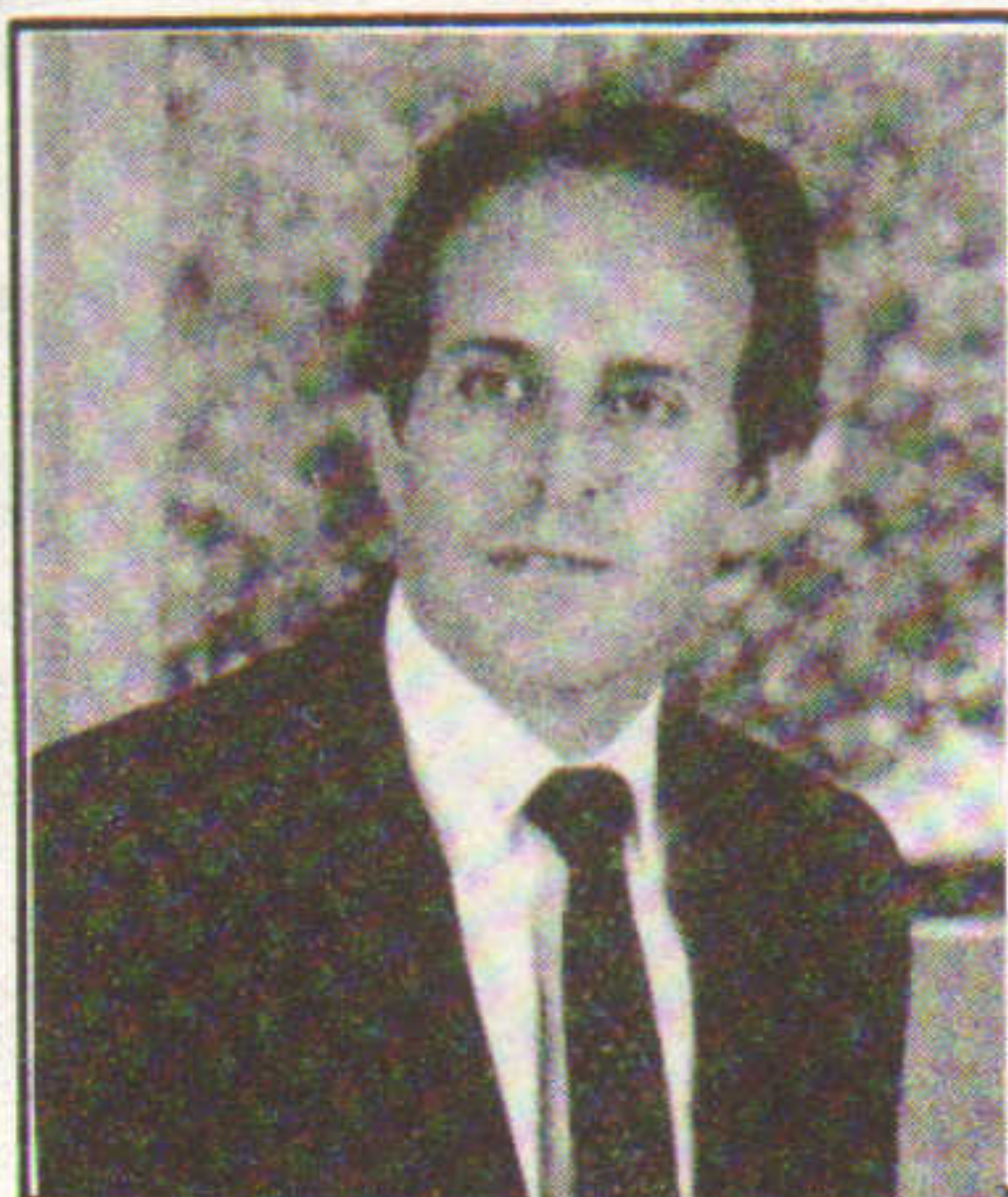
Brian Hines & Peter Hayes of Codman Co. lease 16,500 s/f for Boston Properties at Waltham Office Center.

Newstar Chataqua Assoc. appoints Hunneman Commercial agent for 77,000 s/f offices/R&D at M. Standish Park in Taunton.

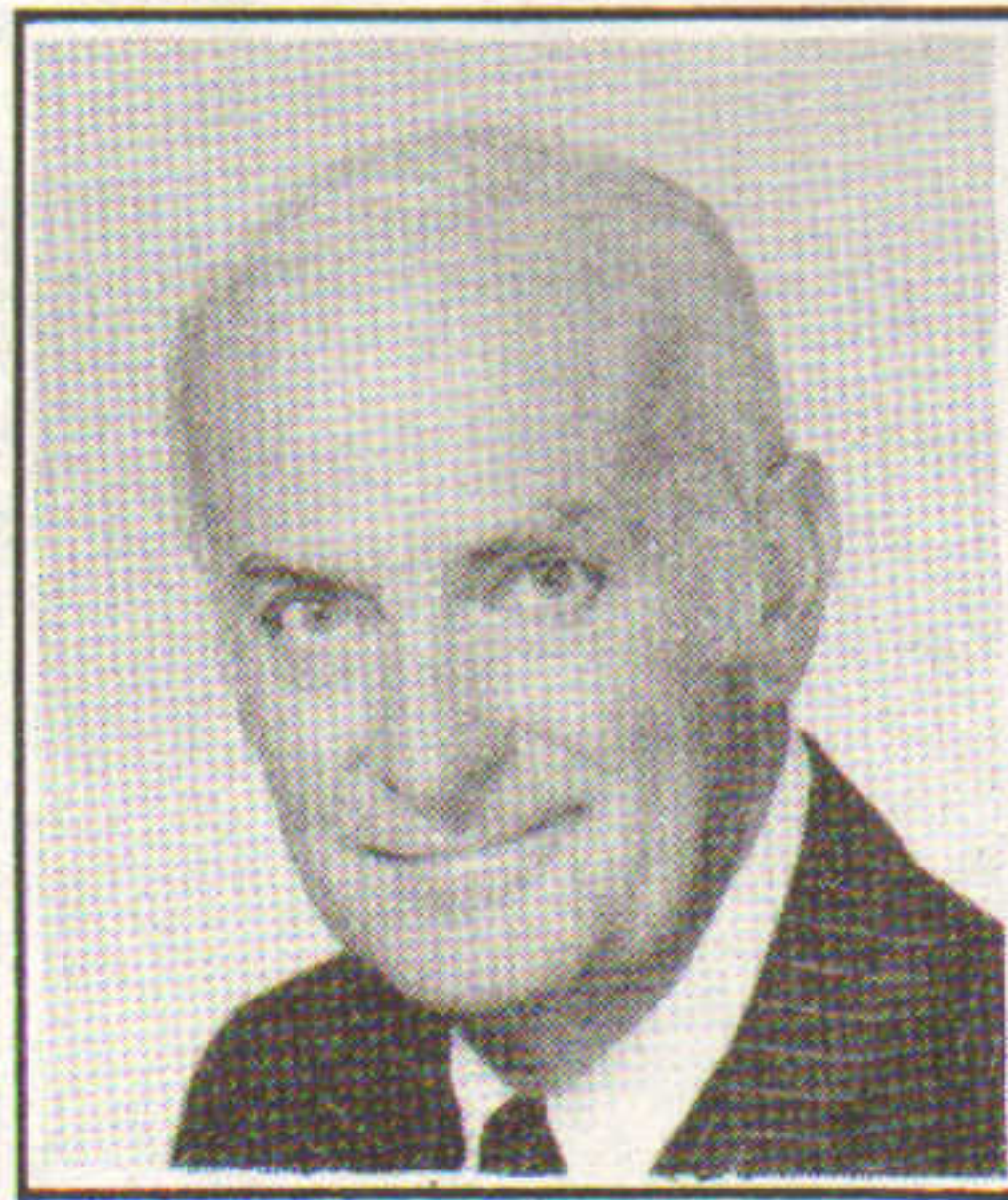
HJP Construction completes \$1m 20,000 s/f plant in Wilmington, Mass. for Polyvinyl Chemicals Inc.

First Page Inc. builds 59,000 s/f industrial condo in Stoughton; Capital Contracting builder; Hunneman marketing.

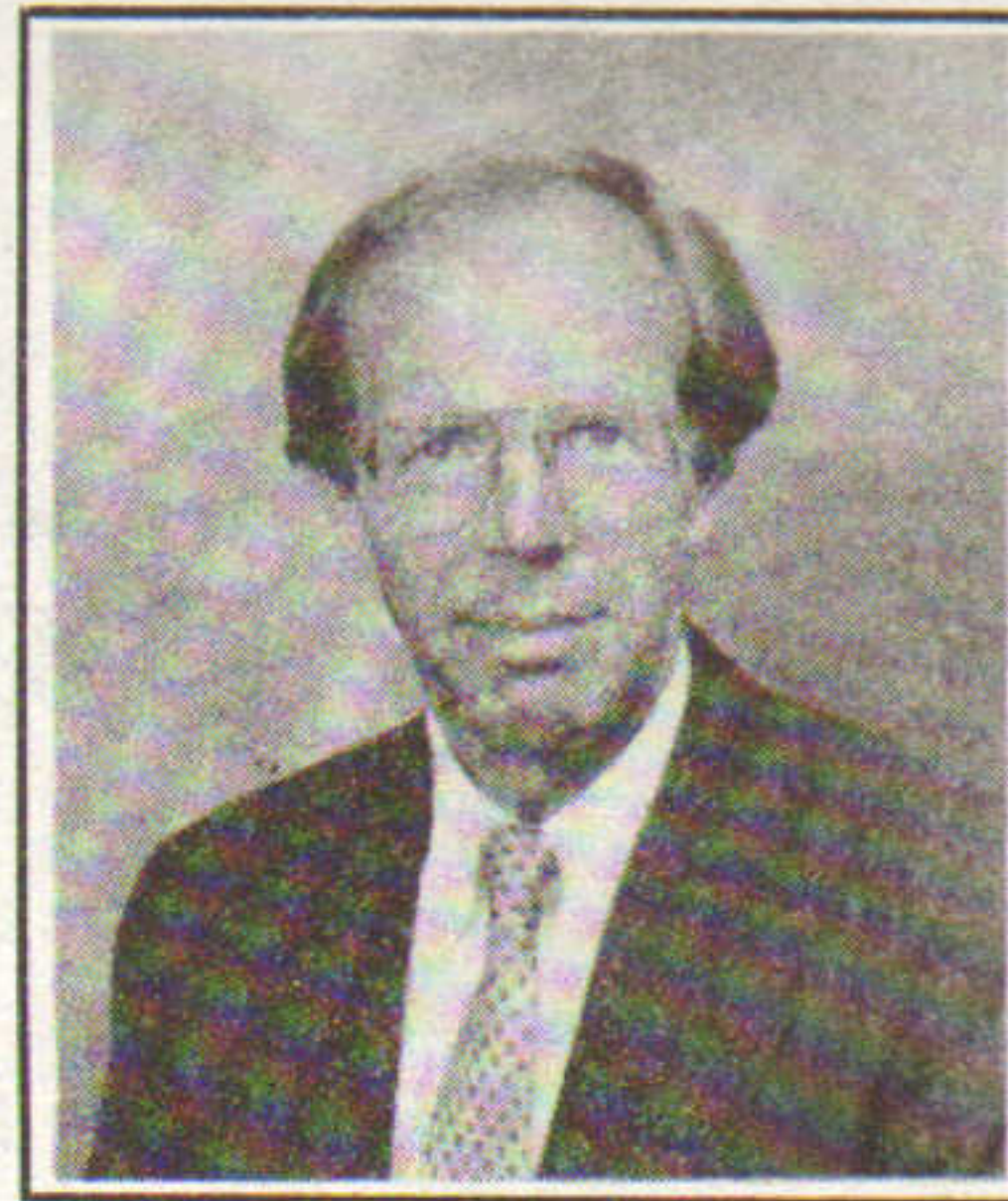
Joseph Goodman renovates 27,000 s/f Malden retail block; Alterisio Construction remodels \$400,000 project.



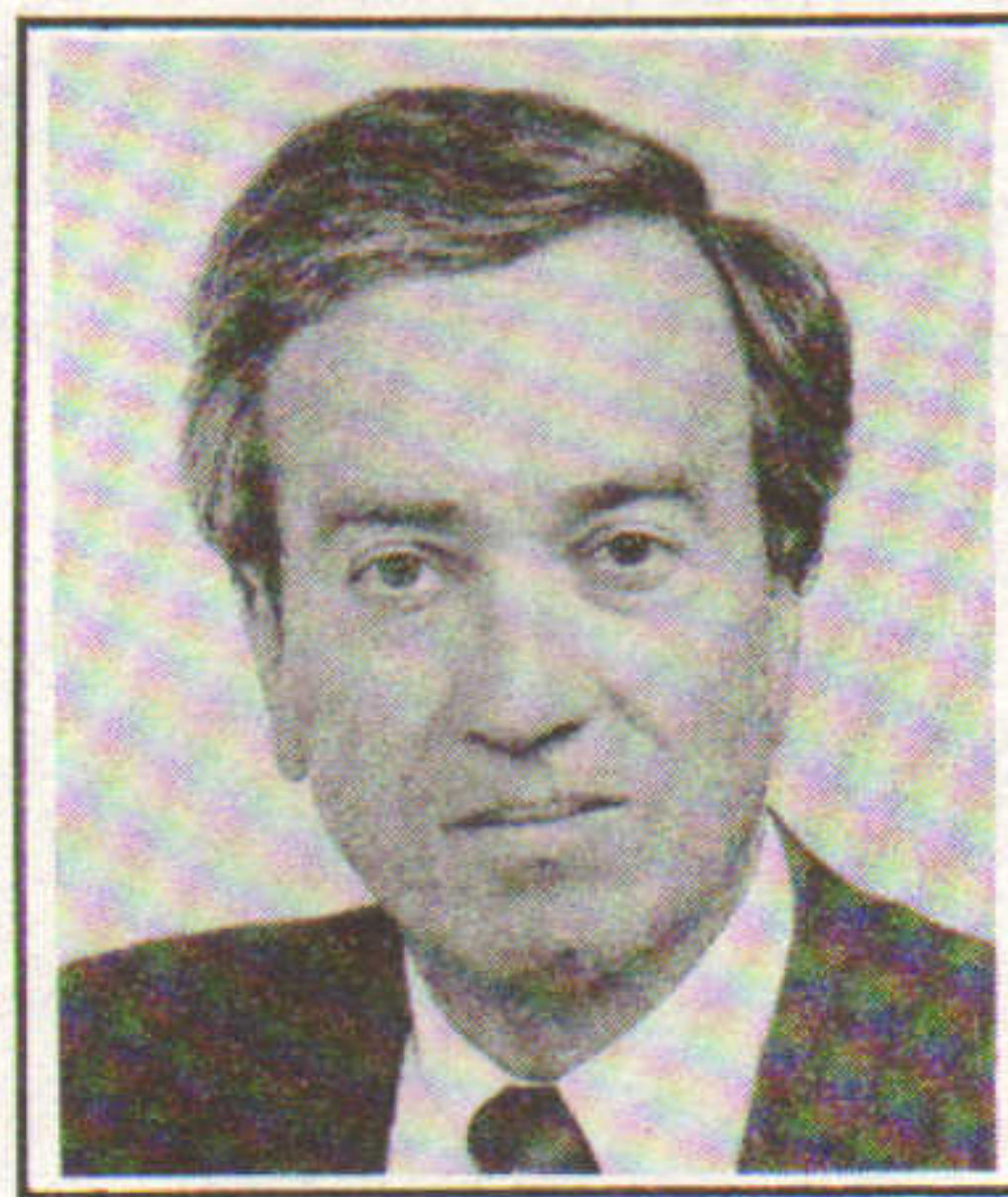
Anthony Tambone  
TAMBONE CORP.



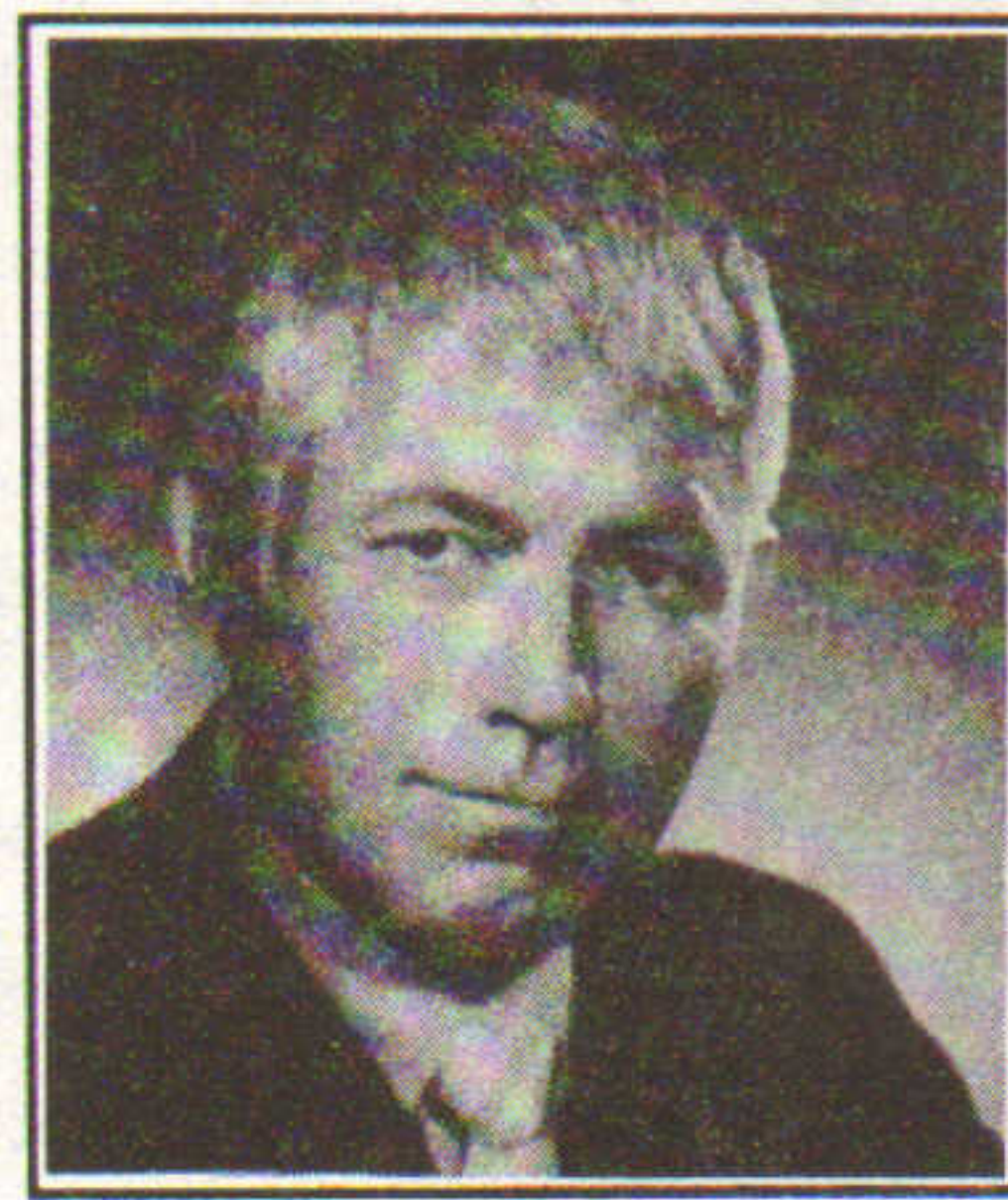
Richard Dobroth  
DOBROTH & FRYER



Thomas Niles  
NILES COMPANY



Douglas Hall, III  
BAY COLONY PROP.



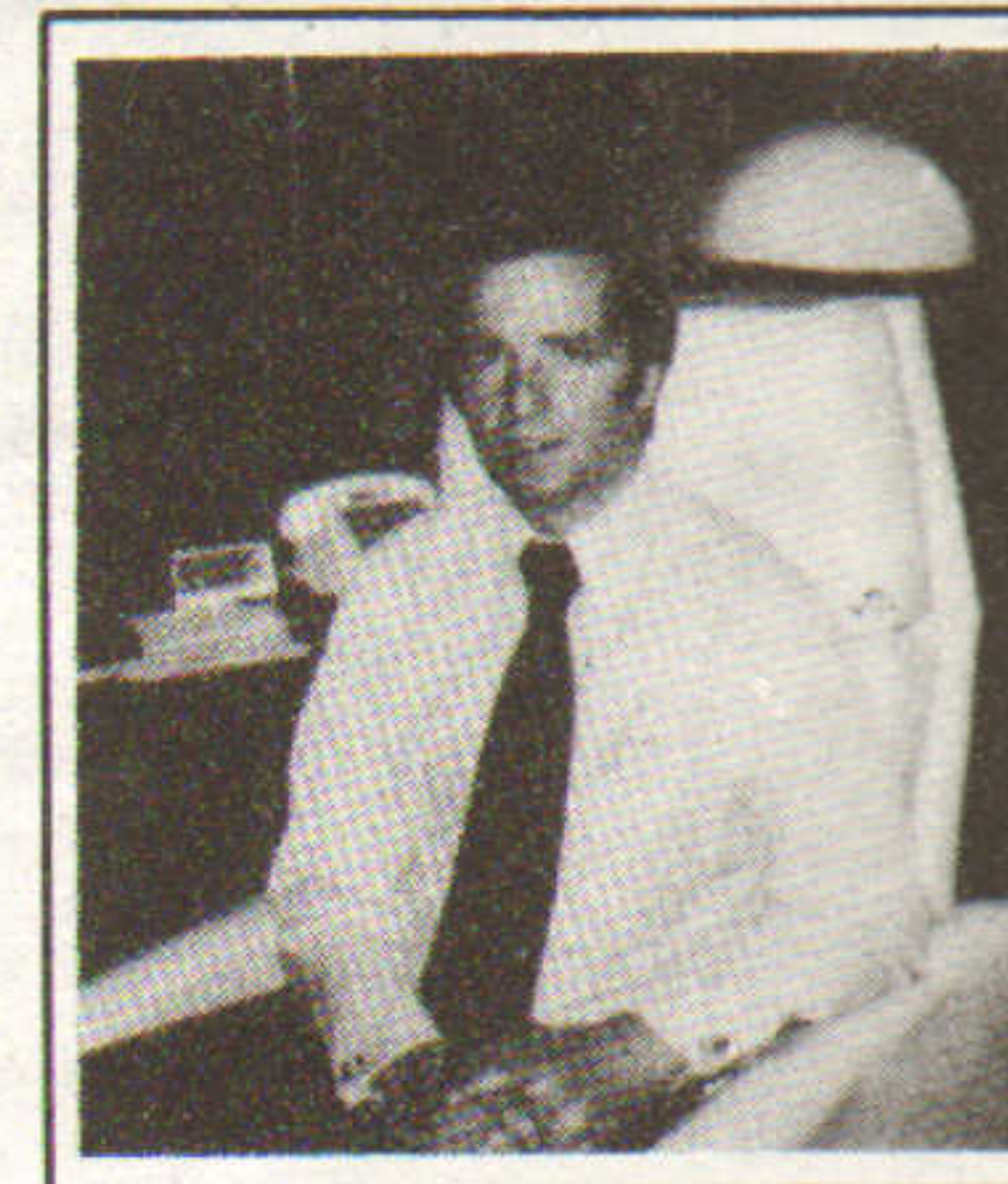
John Corcoran  
JOHN M. CORCORAN & CO.



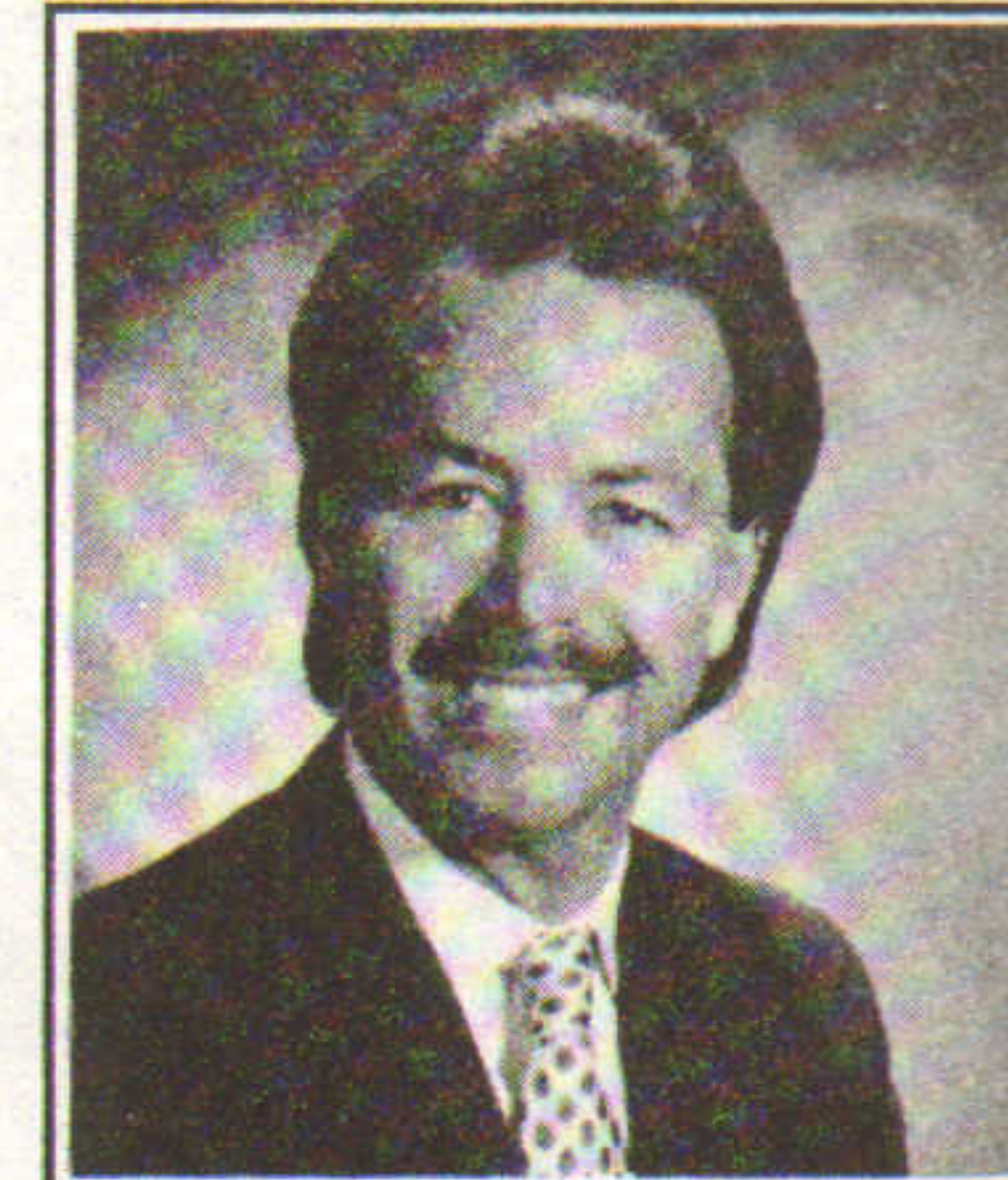
Ronald Agababian  
AGABABIAN ASSOC.



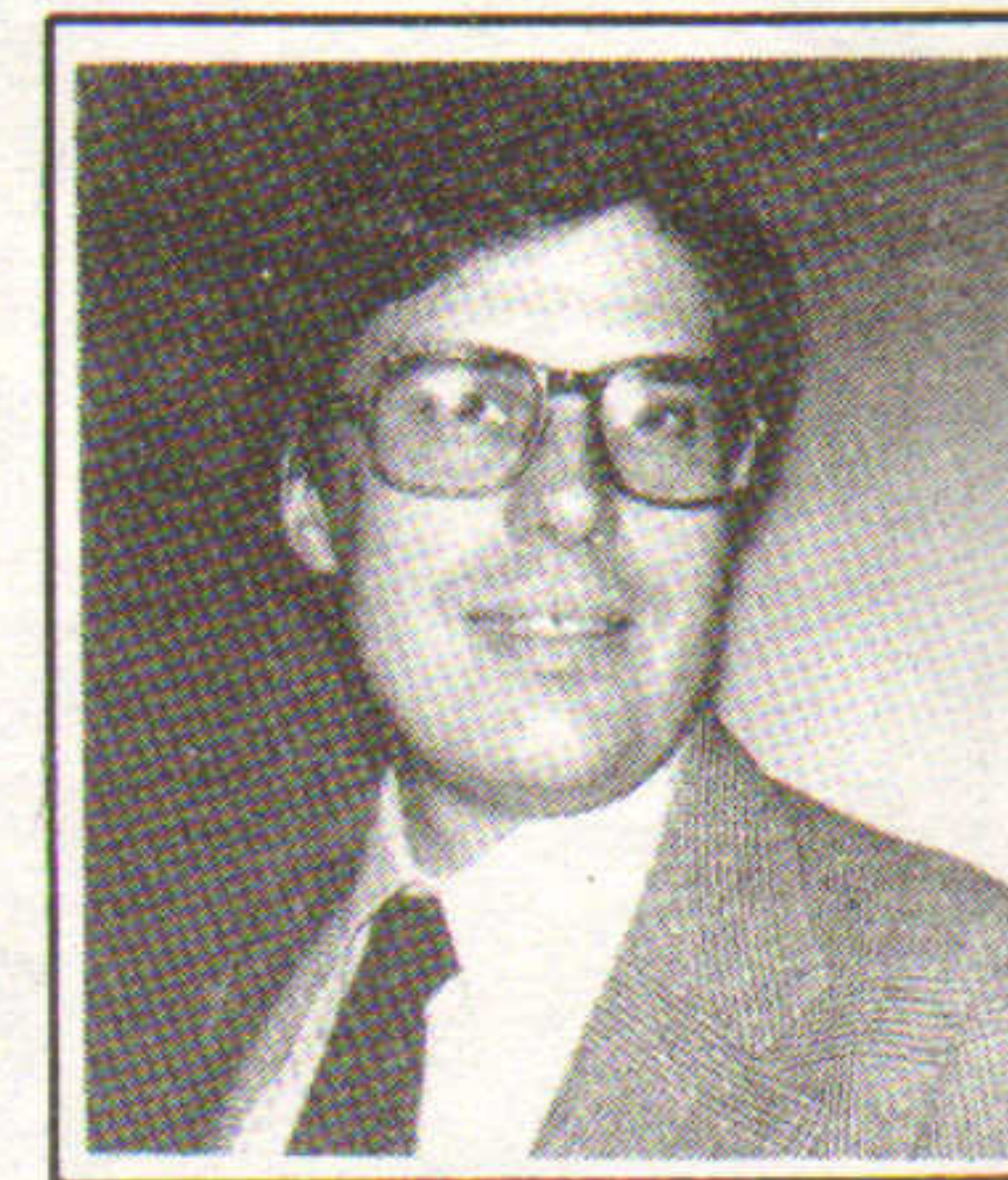
John Griefen  
RVM&G



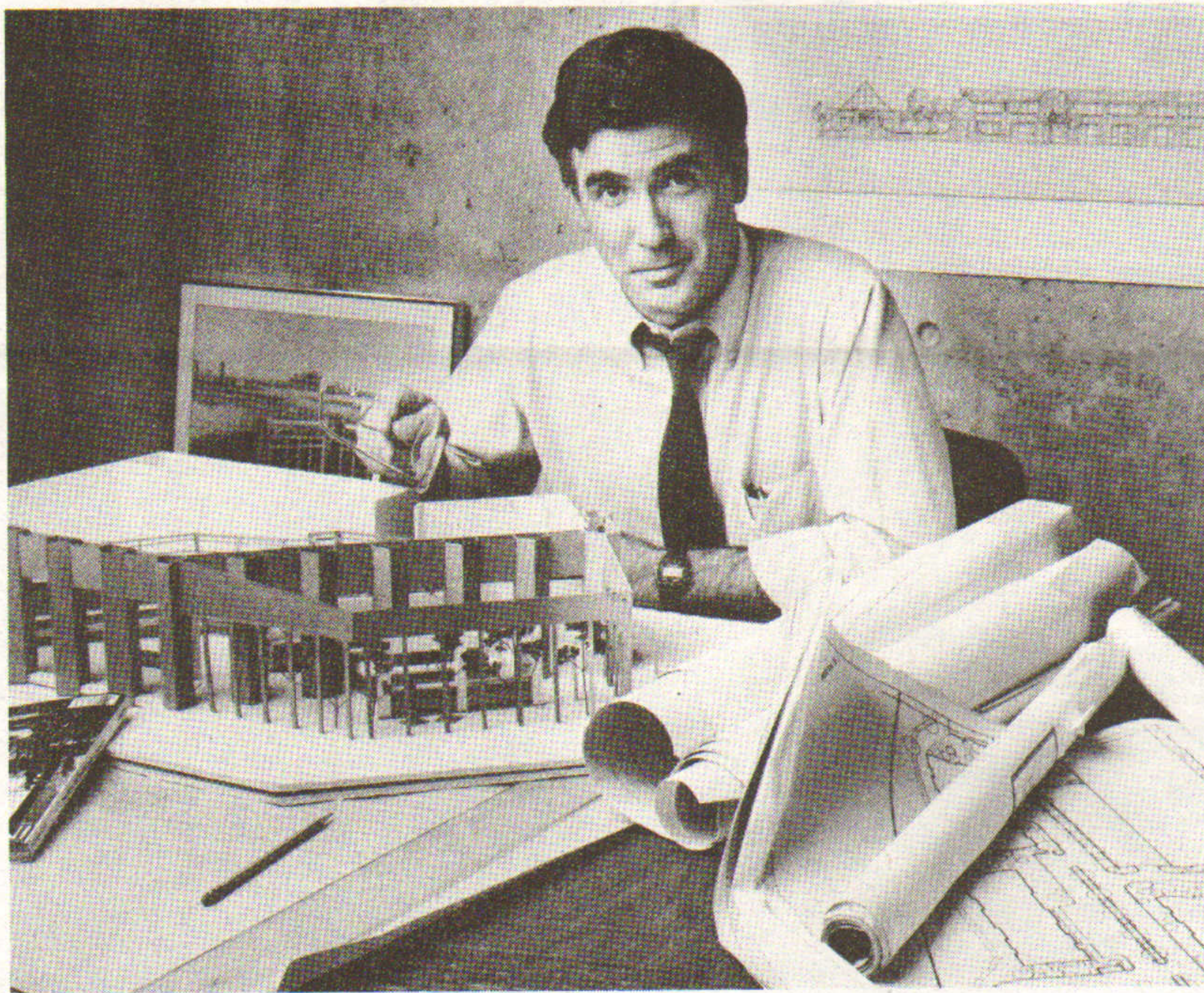
Joseph Keller  
JOSEPH KELLER COMPANY



Richard Cabral  
THE CABRAL CO.



Joseph Hegenbart  
SPECTRUM FINANCIAL CO.



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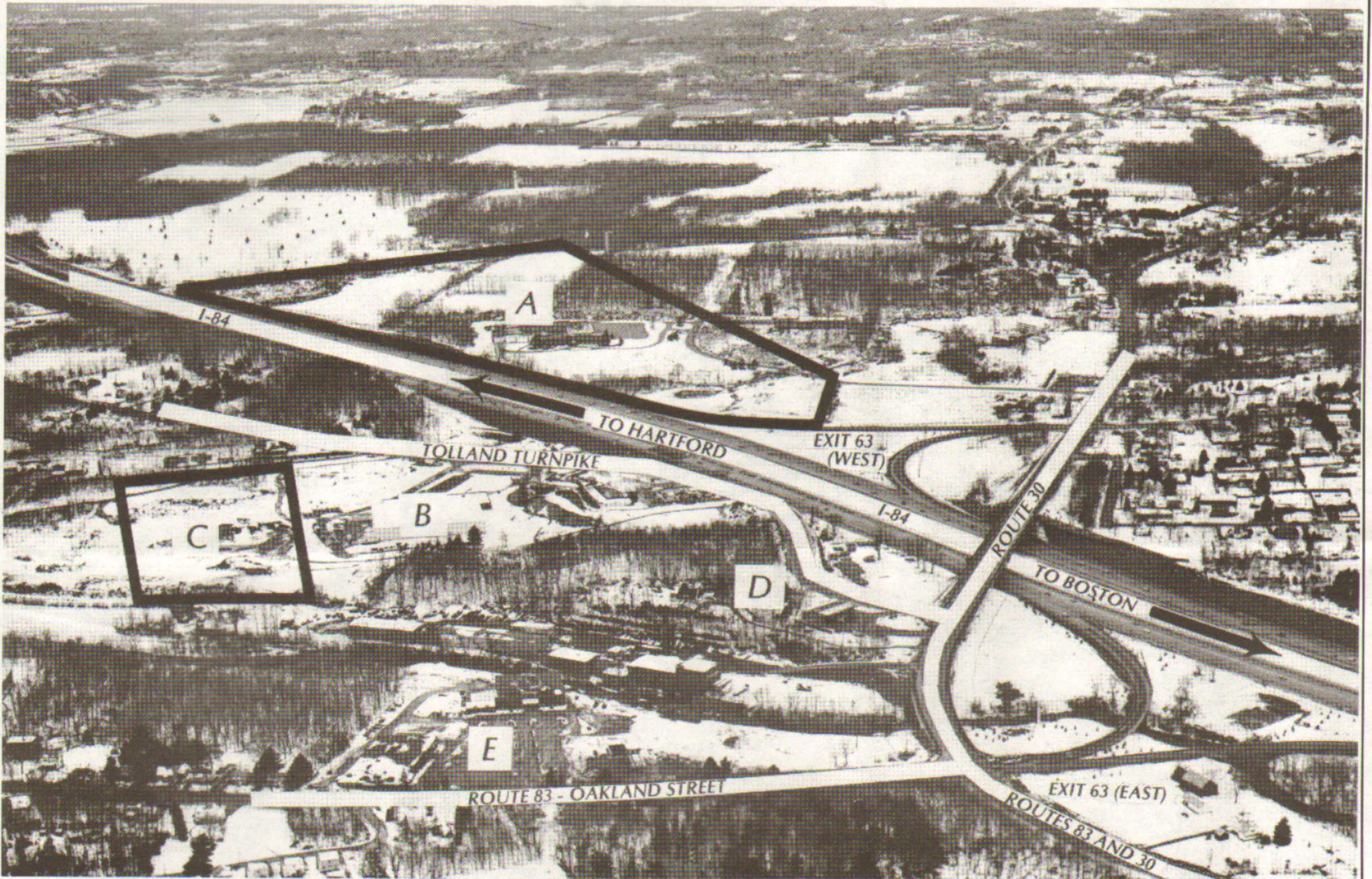
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Bob Spiller  
Chairman and CEO



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Local government vigorously seeks out new development and growth. It has attracted more than \$200,000,000 of new development construction within one mile of these sites, including a proposed new 785,000 square foot regional mall to be developed by Homart and the Melvin Simon organization on 113 acres, featuring five anchor tenants.

- A - 49 acres and 89,000 S.F. building.
- B - 8 acres and 72,000 S.F. building. SOLD.
- C - 9 acres.
- D - 4 acres, hotel approval granted.
- E - 6 acres and 2 buildings (30,000 & 20,000 S.F.)

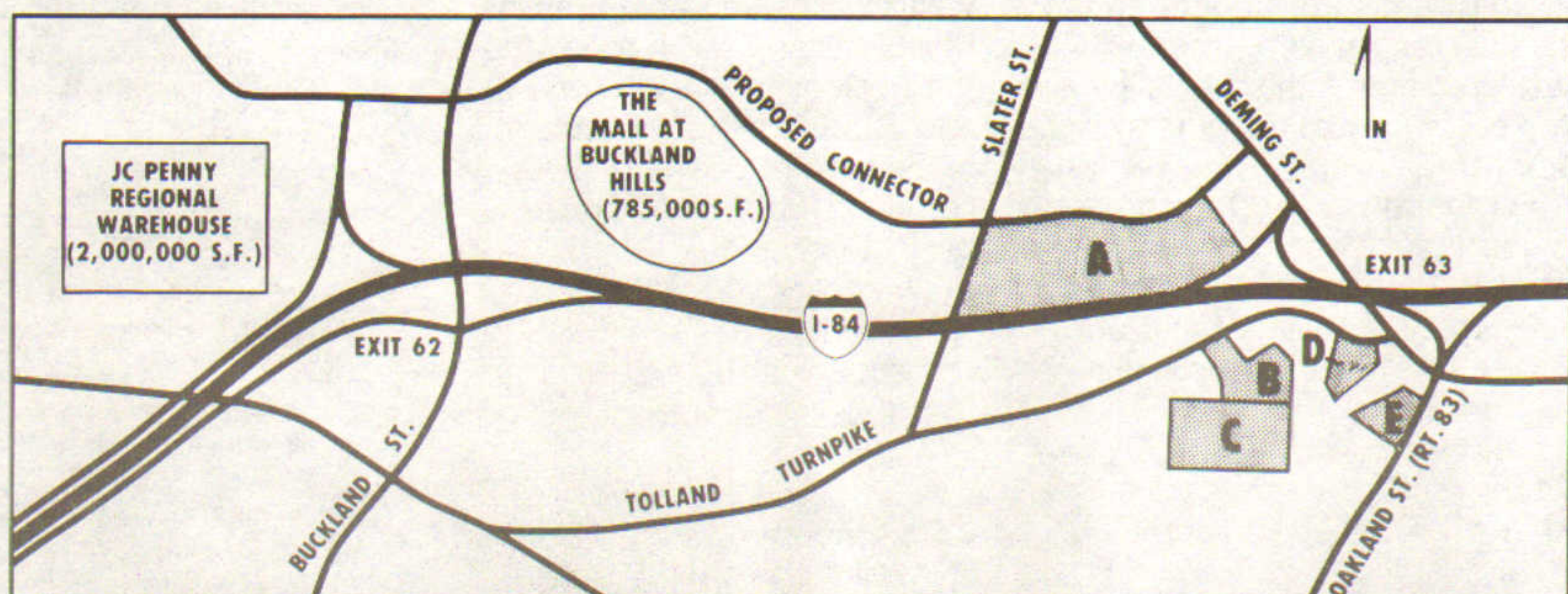
These sites are situated 12 minutes from downtown Hartford, 90 minutes from Boston, 150 minutes from New York City and easy traveling distance on interstate highways to Providence, Springfield, Albany, Vermont and New Hampshire.

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# MAY

Red Auerbach & Ken Battles sell \$20.3m Sea Crest Hotel in Falmouth, Mass. to Gene Marchand of Laurel Group.

Farley Co. & Jackson Cross cobroker 250,000 s/f \$30m Hartford buildings for Conn. Gen. to MONY-Capitol Venture.

American Trading R.E. Properties plans 1.5m s/f office campus; \$200m Trefoil Park in Trumbull-Monroe, Conn.

Arnold Heflin of Peter Elliot & Co. leases 100,000 s/f in Atlanta for Marathon U.S. & Metropolitan Life.

Francis Madigan Jr. & Edouard St. Martin buy Corazon Aquino estate in Brookfield, Mass. for \$600,000.

Flatley Co. starts 100,000 s/f for Dynapert at Cherry Hill Park, Beverly; Meredith & Grew agent for transaction.

Well-Lex Realty Mgmt. Corp. appoints Finlay R.E. for 20,000 s/f \$2.2m office site in Merrimack, N.H.

Peter Bertolami of McPherson Corp. brokers 25,000 s/f build to suit lease for Dundee Park Prop. in Woburn.

Boston Financial Group arranges \$3.55m permanent loan to New Englander Industrial Park for 112,000 s/f, Holliston.

Atlantic Design complete \$1.2m 57,000 s/f addition for Rand McNally Book. Mfg. Co. in Taunton.

FIP Construction completes expansion to 30,000 s/f at Barnes Industrial Park, Wallingford, Conn. for Precision.

Wayne Spiegel of R.W. Holmes does \$4.5m 30,000 s/f sale-leaseback in Sudbury, Mass. for STW to Tall Pine Realty.

E. Hobbs & E. Tonnessen of Albert Ashforth lease Norwalk offices for Grillo Development to Marriott Corp.

Leggat McCall/Grubb & Ellis brokers \$26.7m Riverbend Executive Park (150,000 s/f) in East Hartford for Linpro.

Charles Magyar sells 63,000 s/f offices in West Haven for \$7.7m for Ted Ruderman & Ross Sanders.

Realco renovates 300,000 s/f and 103,000 s/f malls in Fall River and Fairhaven; Harbour Mall and Berndon Plaza.



Thomas DeFelice  
DeFELICE REALTORS



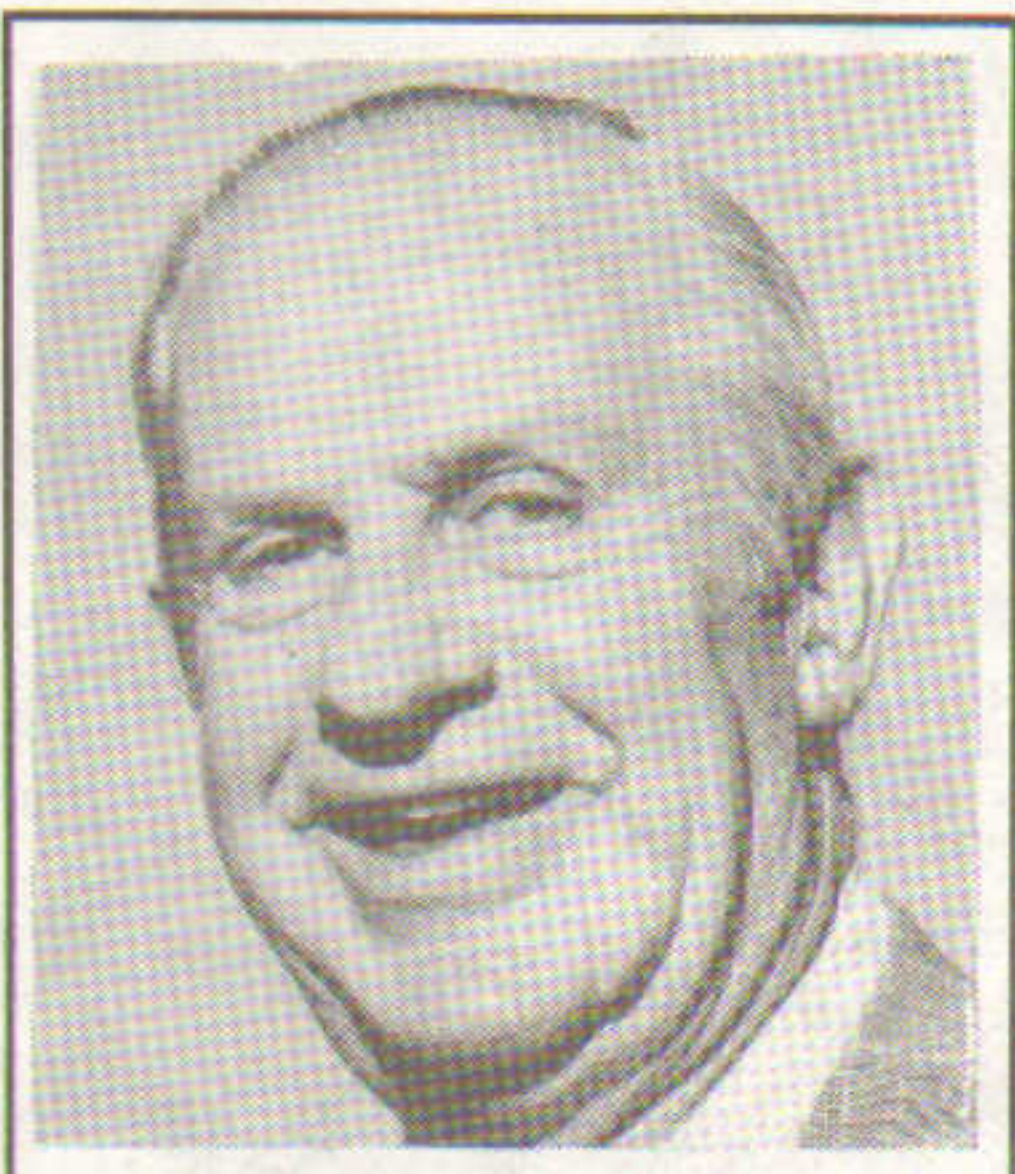
George Lovejoy  
MEREDITH & GREW



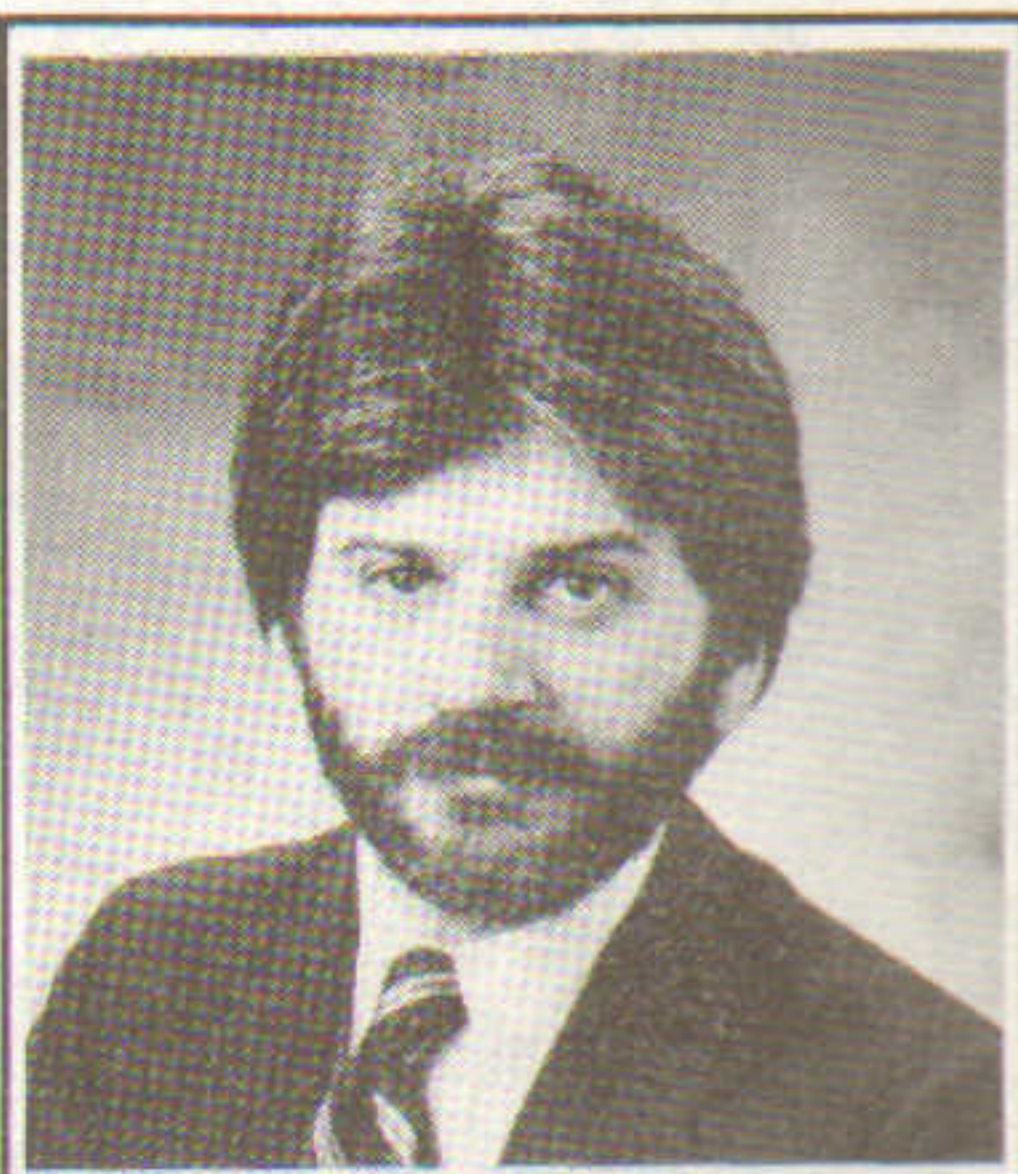
Sargent Goodchild  
LEGGAT McCALL



Joseph Finn  
JOSEPH FINN AUCTIONEER



Stephen Hopkins  
STEPHEN HOPKINS INC.



Stephen Press  
PRESS PROPERTIES



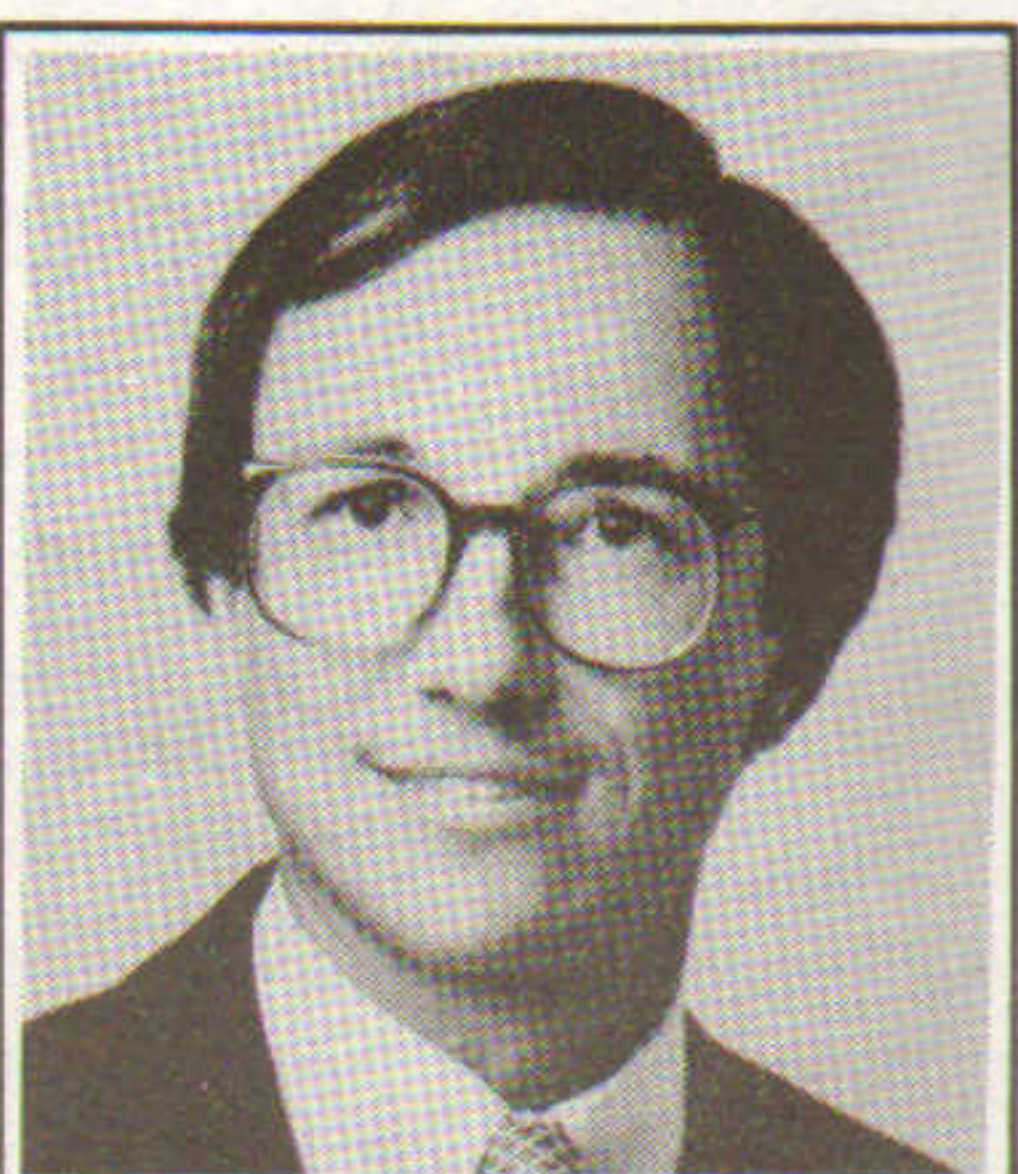
Richard Freidman  
CARPENTER & COMPANY



Richard Lannan  
THE CABRAL CO.



Howard Katz  
HOWARD KATZ REAL ESTATE



Del Bishop  
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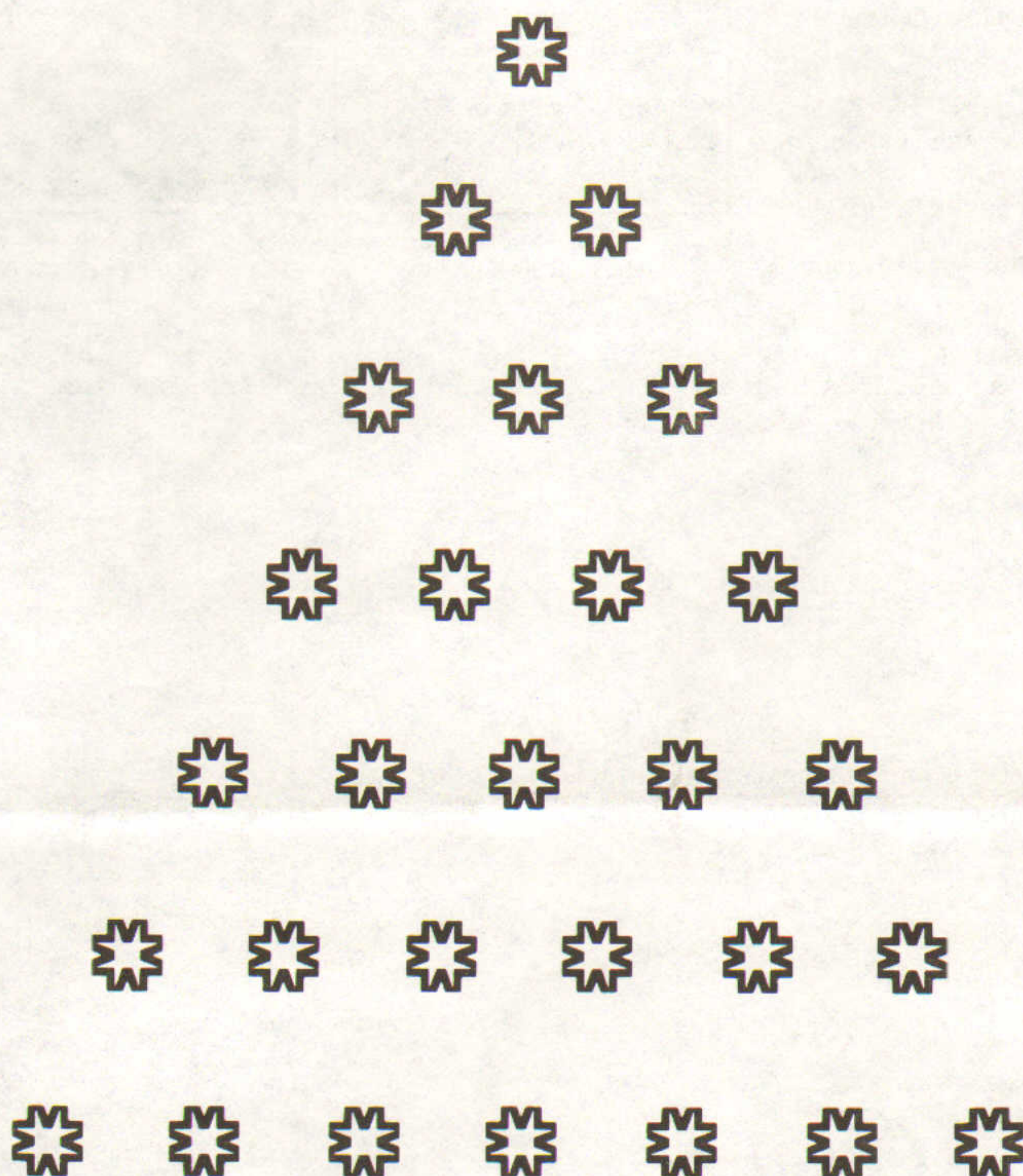
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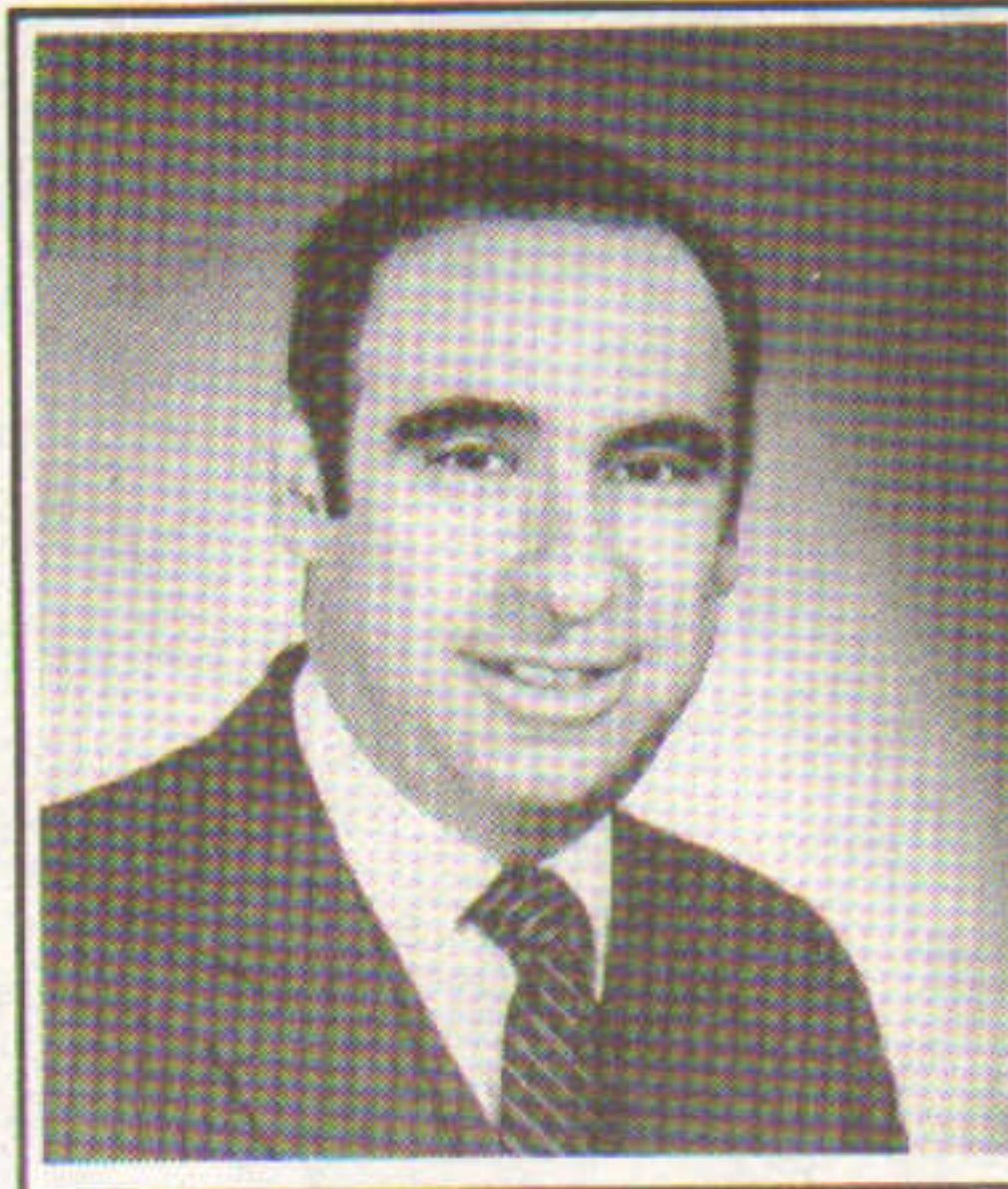


*Holiday Greetings*

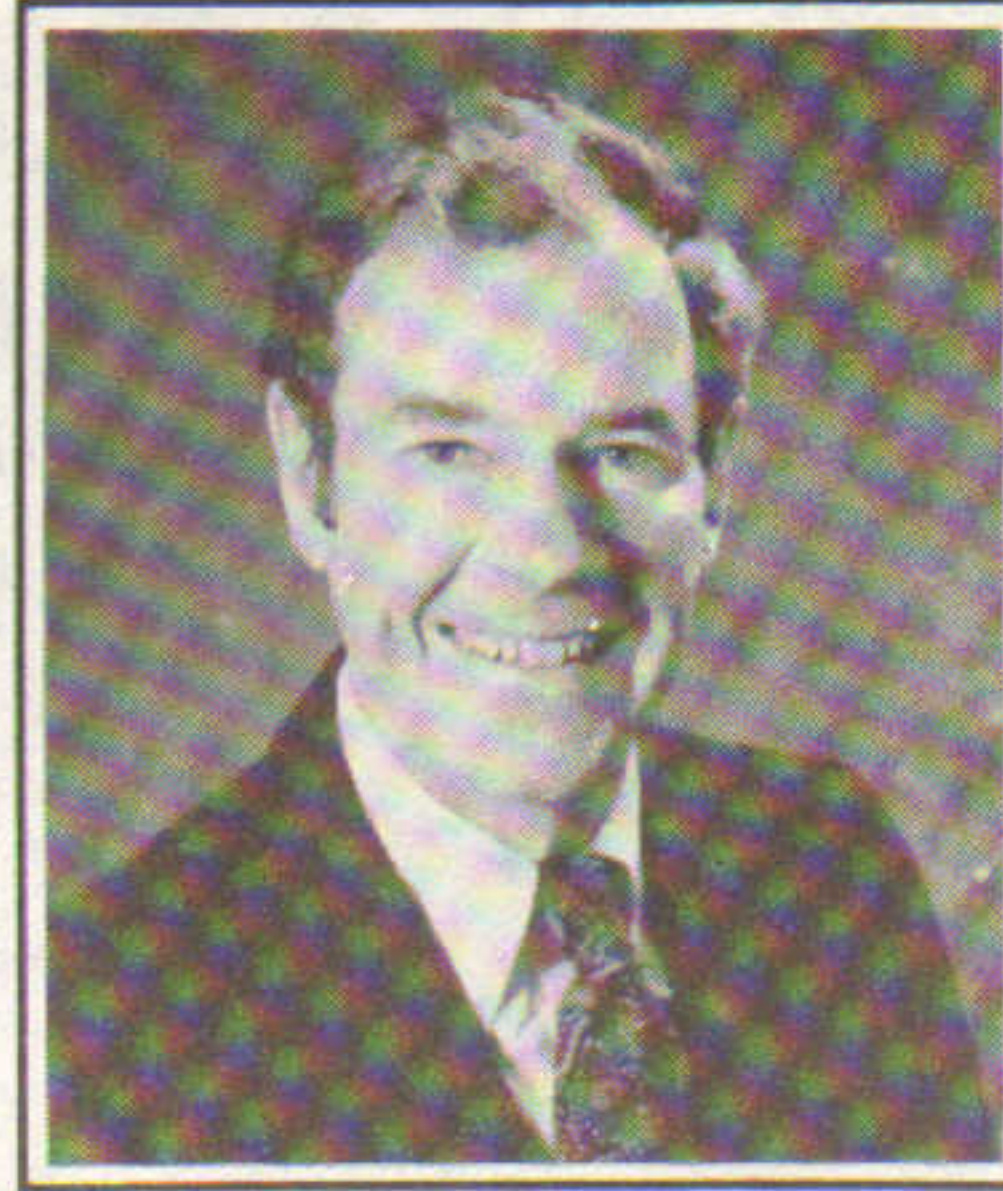


# MAY

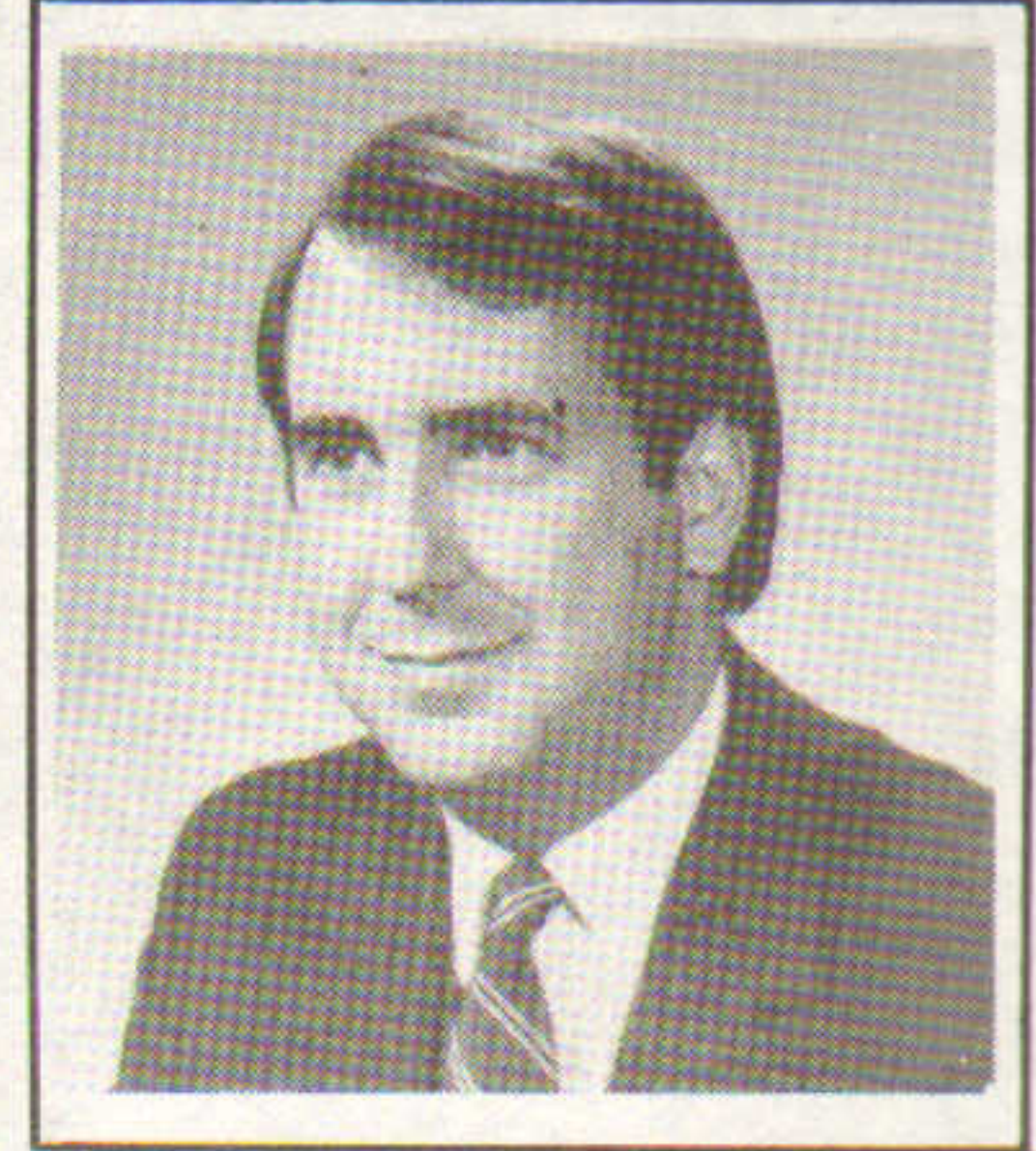
Metropolitan Life completes \$3m renovation of 450,000 s/f Auburn (Mass.) Mall; Sumner Schein archt., Kay-Locke Dev. GC.  
 Rob Griffin & Kevin O'Malley of Coldwell Banker broker \$5m 120,000 s/f in West Roxbury for Sybron Barnstead to A. Blank.  
 Monks & Co. leases 25,000 s/f in Hollis (N.H.) Ind. Park for Nightingale Roofing to Label Arts and ARC Inc.  
 John Kerrigan Jr. of Leggat McCall/Grubb & Ellis leases 22,672 s/f in Waltham for Vazza Assoc. with K. Barry of Whittier.  
 David Bateman plans \$25m restoration of Ft. McKinley on Great Diamond Is., Me. into 134 unit condominium resort.  
 Briggs Assoc. named leasing agent for Heritage Associates' 360,000 s/f Sundial Center offices in Manchester, N.H.  
 Leggat Co. brokers \$9.7m sale of 120,000 s/f Bedford, Mass. offices for GCA Corp. to Signature Interests.  
 Lilyan Cuttler & Raymond Kenney of Hunneman Comml. sell 101 E. Hartford apts. for H. & R. Brown to Ron Cahaly for \$4.2m.  
 \$10m Union Warren loan for Charlestown Navy Yard condos to May/Basilica Assoc. and Delorey of Natl. Assn. of Govt. Emp.  
 Epstein Funding arranges \$13m financing for Textron's 136,000 s/f in Stratford, Conn.; Giegerich Co. mortgage broker.  
 Dorman & Wilson places \$4.6m loan with Conn. Mutual for 74,311 s/f in two buildings in East Hartford, Conn.  
 Sullivan Design Group designs 42,000 s/f offices for R.F.T. Properties in Hopkington, Mass.; Leggat Co. agent, Delcon GC.  
 Shelter Group tops off 150 room \$22m Sheraton Portsmouth Hotel; Weeks, Whalen & Gamester market res. and retail condos.  
 Polly Bryson & Matthew Dwyer of Spaulding & Slye lease 14,305 s/f at CambridgePark to BBN Laboratories.  
 Provident Inst. for Savings lead bank in \$20m loan to Trammell Crow for 110 Waltham condominiums.  
 Boston Red. Auth. approves 1.4m s/f 125 High Street site by The Travelers, N.E. Telephone and Spaulding & Slye.



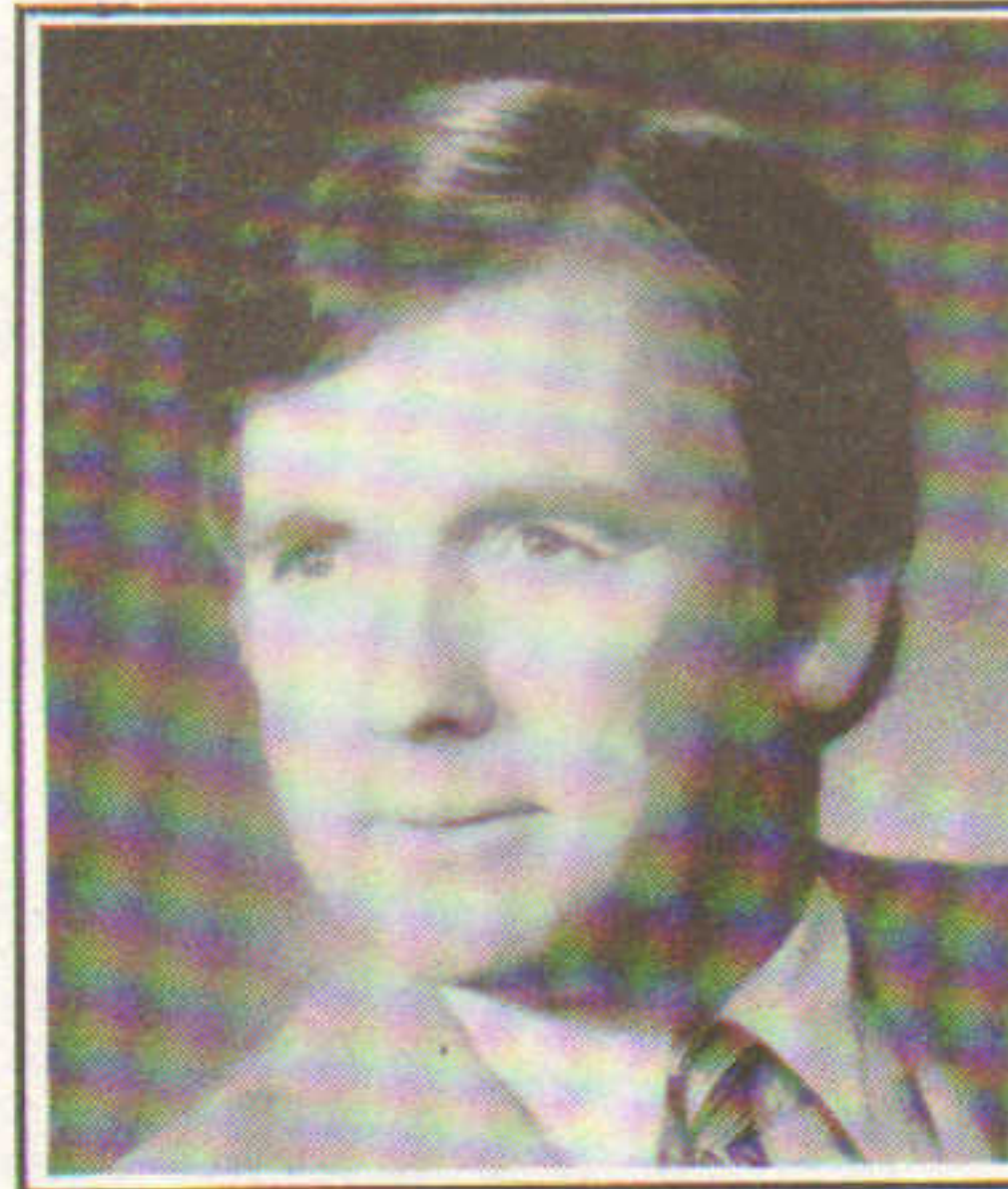
Stanley Sidel  
SPECTRUM FINANCIAL



Rodger Nordblom  
NORDBLOM COMPANY



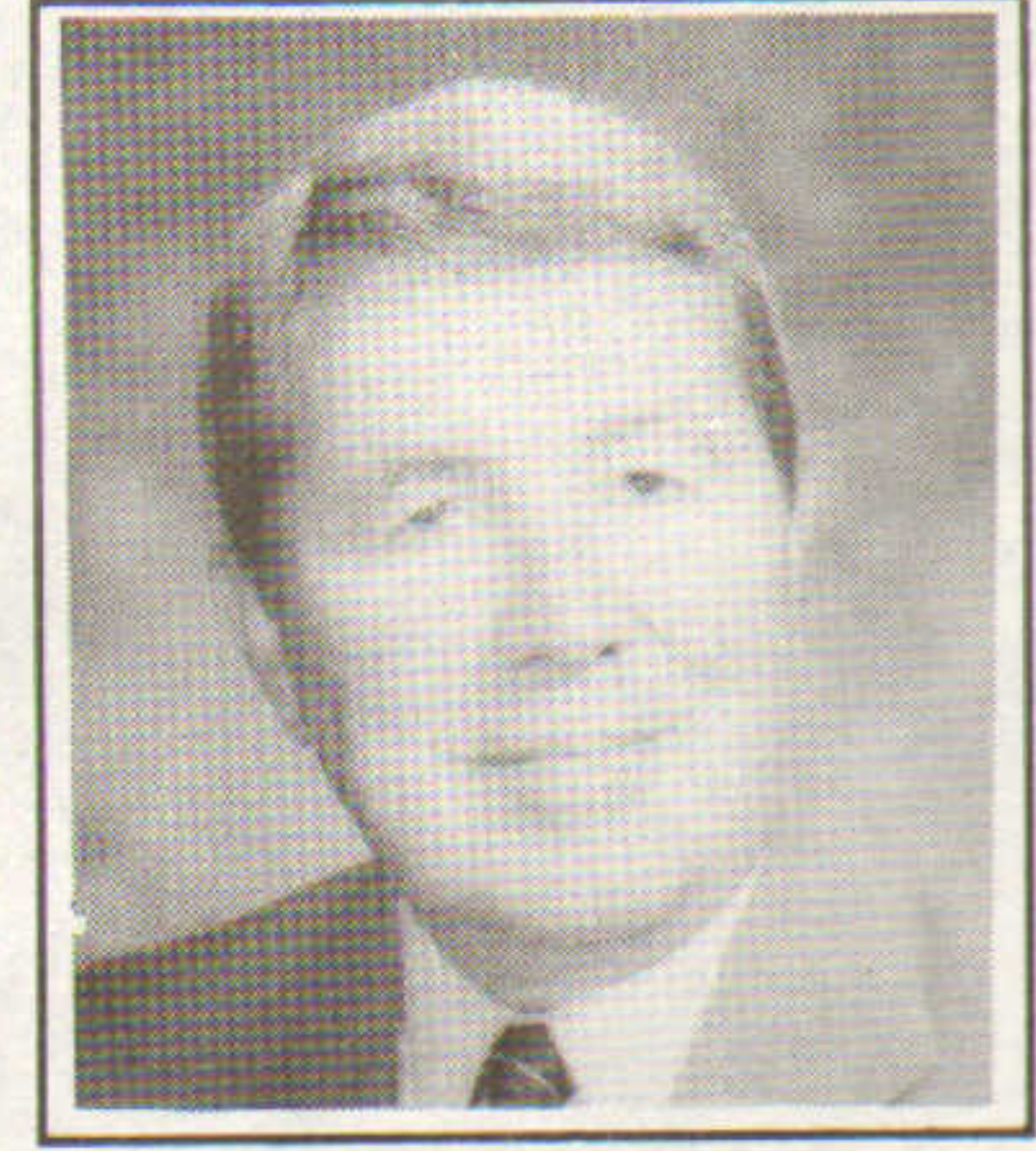
Gregory Boulos  
THE BOULOS CO.



Eugene McPherson  
McPHERSON CORP.



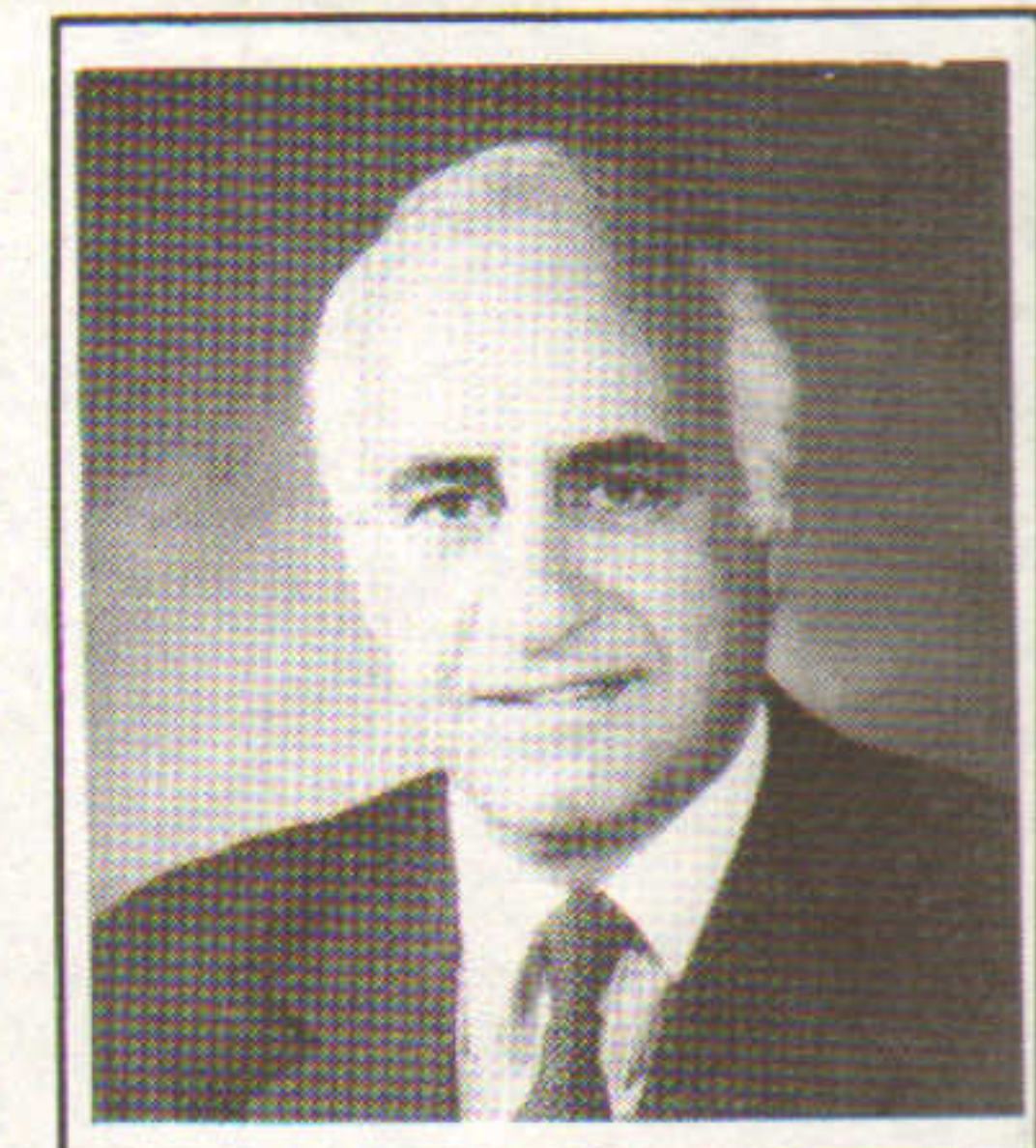
Alvin Miller  
TWIN CITY CORP.



H. David Ritchie  
R. W. HOLMES REALTY



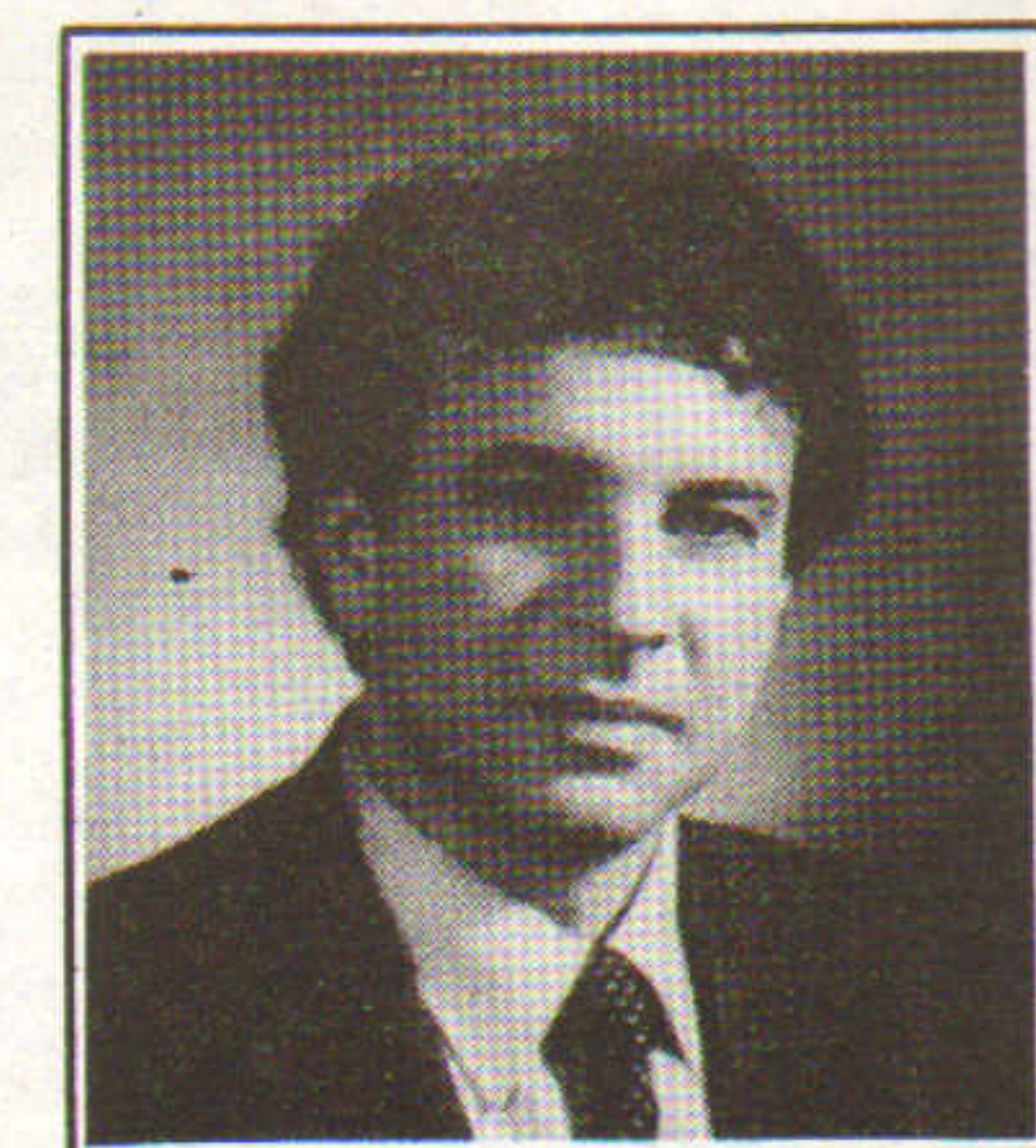
Ted Hampe  
CROSS & BROWN



Edward Haddad  
CODMAN COMPANY

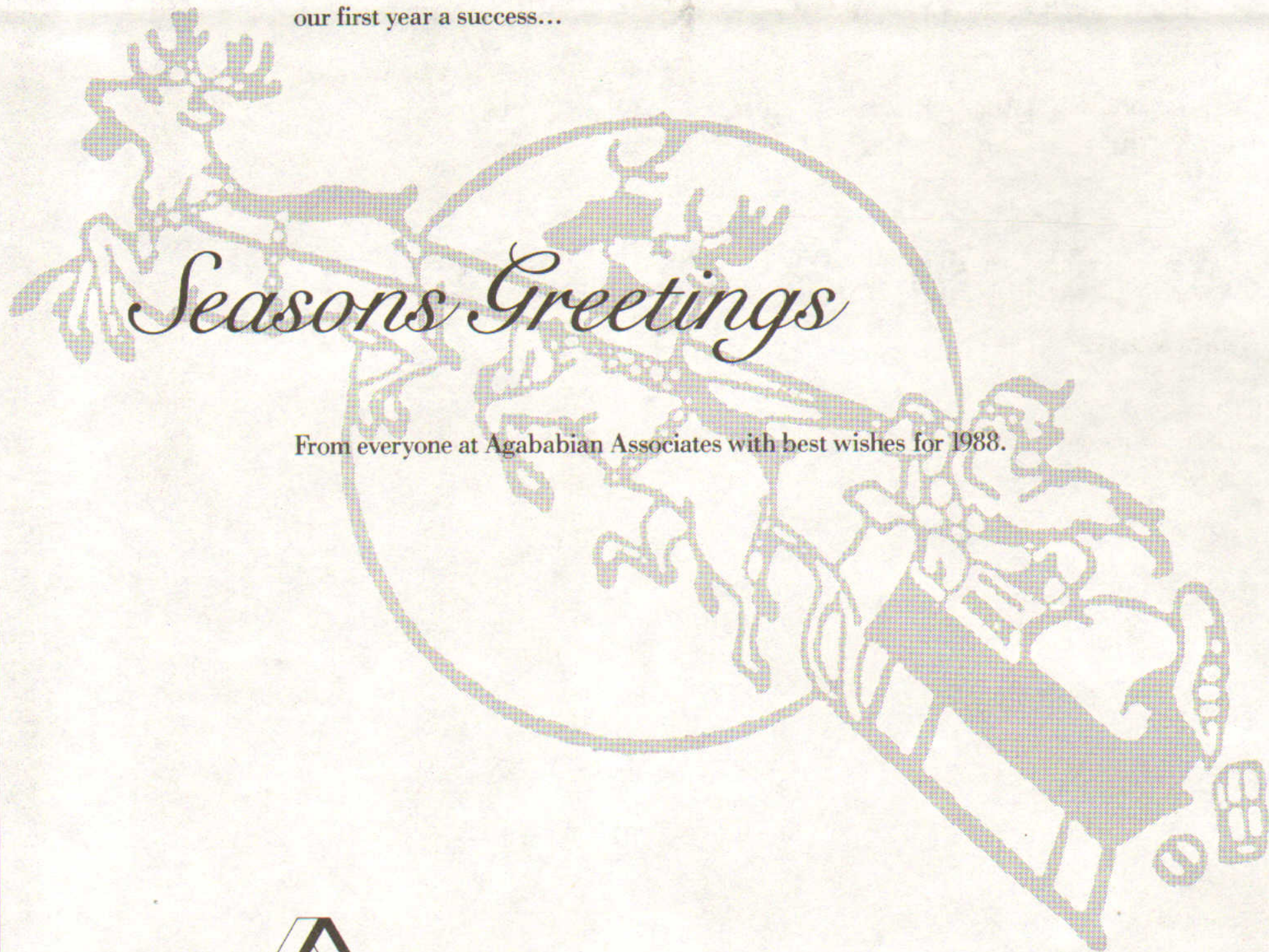


Lester Yanowitz  
BOWDOIN CONSTRUCTION



Gordon Hurwitz  
PARENCORP

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First Middleborough Corp.  
The Real Estate Collaborative  
The Leggat Company  
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Imperia Cabinet Corp.  
Park Cardiographics  
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Del-Six Realty  
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Crane's Landing  
Pallvault Storage  
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State Street Door Company  
Tighe Warehousing  
Cuming Corp.  
H & D Distributors  
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American Development Group  
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# MAY

Conroy Co., M. Simon & Assoc., Landow & Co. plan \$300m 1.6m s/f Providence Place shopping, offices, hotel site.

Hunneman Comm. & Charles R.E. cobroker 218,560 s/f sale in Dedham for Bar Dan Trust to Lechmere Inc. for distribution.

Equity Ventures named to develop \$7m 90,000 s/f Jillson Square retail and office complex in Willimantic, Conn.

M. Glick of Paragon Properties plans \$20m 336 unit rental apartments in 14 buildings in downtown Taunton.

Koproski Realty handles \$3.75m sale of Williamson Trucking 40,000 s/f site in Stamford, Conn. to Marble Partners.

Financial Acctg. Foundation leases 50,000 s/f at A.D. Phelps' Merritt 7 Corporate Park in Norwalk, Conn.

Farley Co. & Jackson-Cross cobroker \$85m 315,000 s/f Metro Center in Hartford for Colonial Realty to Cigna Corp.

Investors Comm. Mortgage places \$2.25m loan to Cobblestone R.E. for 46 units purchased from Solomon Gopin in Brighton.

David Pergola & Peter Mackie of Meredith & Grew, R. Graham & R. Fahey of Leggat McCall lease 76,400 s/f in Tewksbury, Mass.

Guaranty-First Bank lends \$22m to M. Post, D. Harrington & P. Walsh for 219 Quincy condos; P.F. Walsh GC. J. Sheskey archt.

Bread Loaf Construction completes \$1m 23,000 s/f addition for Continental Precision in Middlebury, Vt.

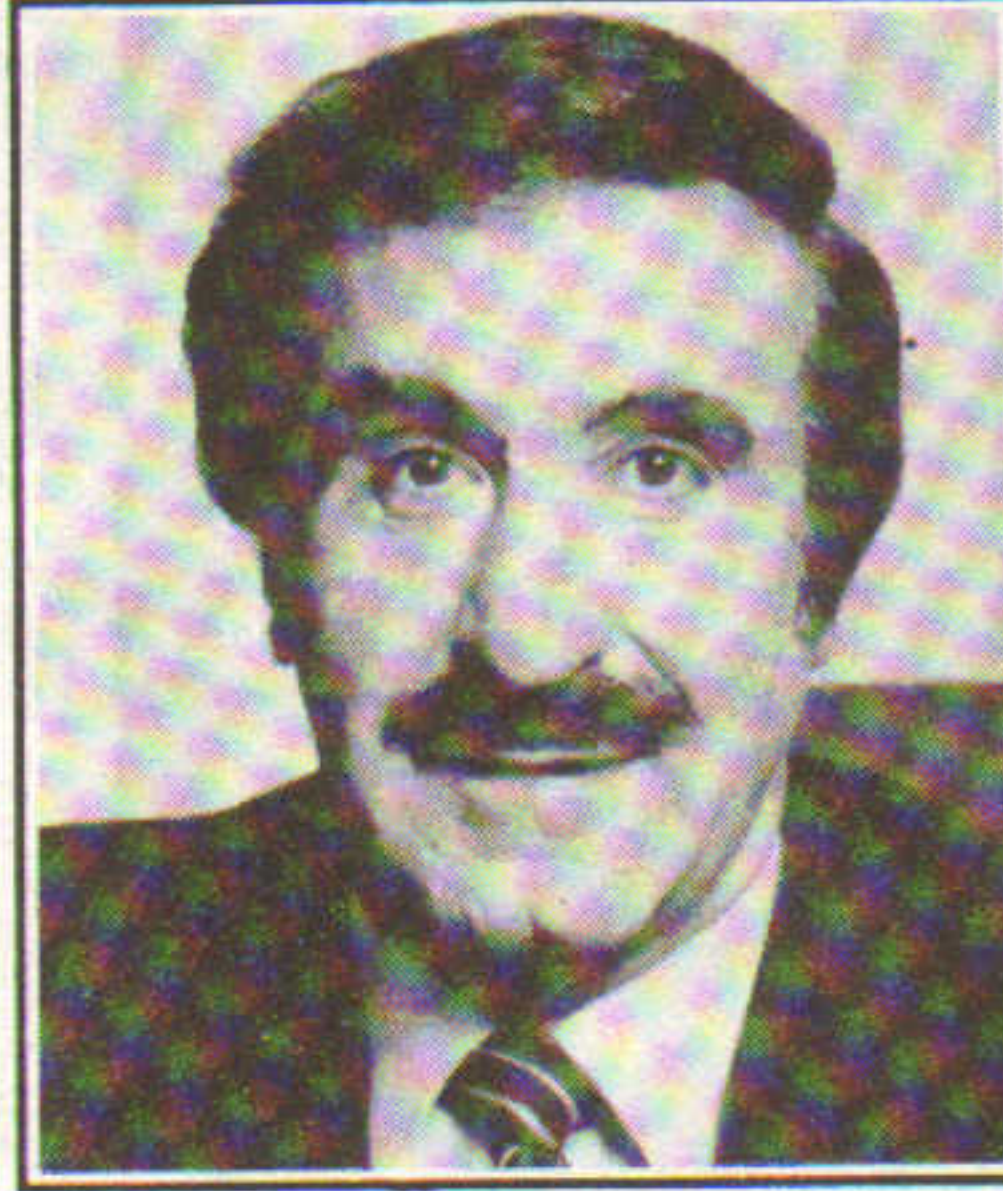
Terrusa & Massey and M.R. Wachob lease 240,000 s/f for Robert Rosenfeld at Riverview in Trumbull to Norden Systems.

Prendergast Dev. Corp. leases 72,000 s/f in Somerville to Lotus Dev. Corp. with Corporate Space Inc.

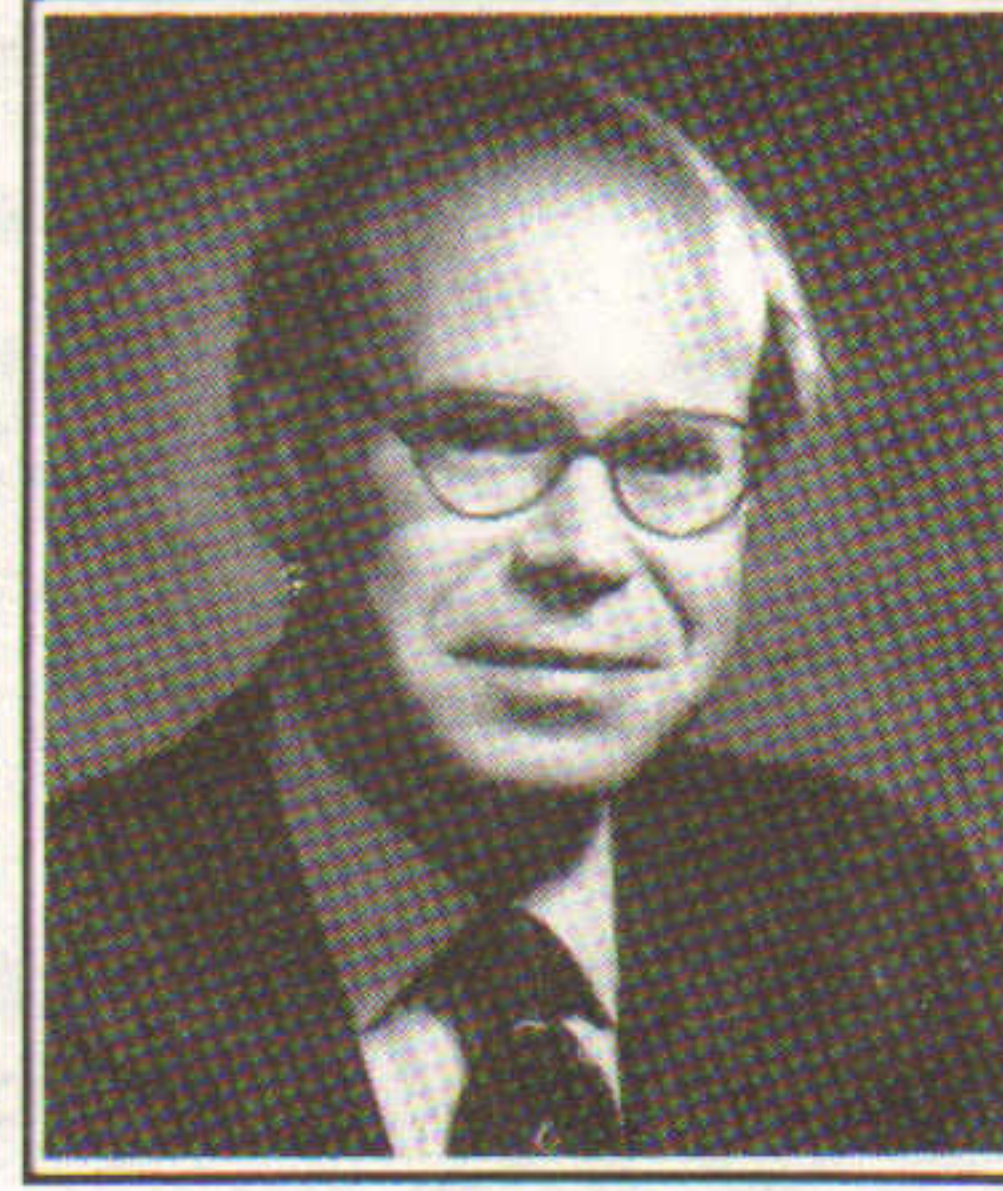
E. Wronka, J. Claffey & S. Thomas of Hunneman Comm. broker \$2.4m 42,410 s/f Stoughton site with Algonquin Industrial R.E.

Admiral Construction builds \$2.5m 60,000 s/f Somerset Court offices in Waltham for London & Edinburgh R.E. Dev. of England.

Hresko Yost Assoc. designs The Highlands elderly apartment complex; Claremont Co., J. Karam Mgmt., developers.



Pat Alibrandi  
INTERSTATE ELECTRICAL



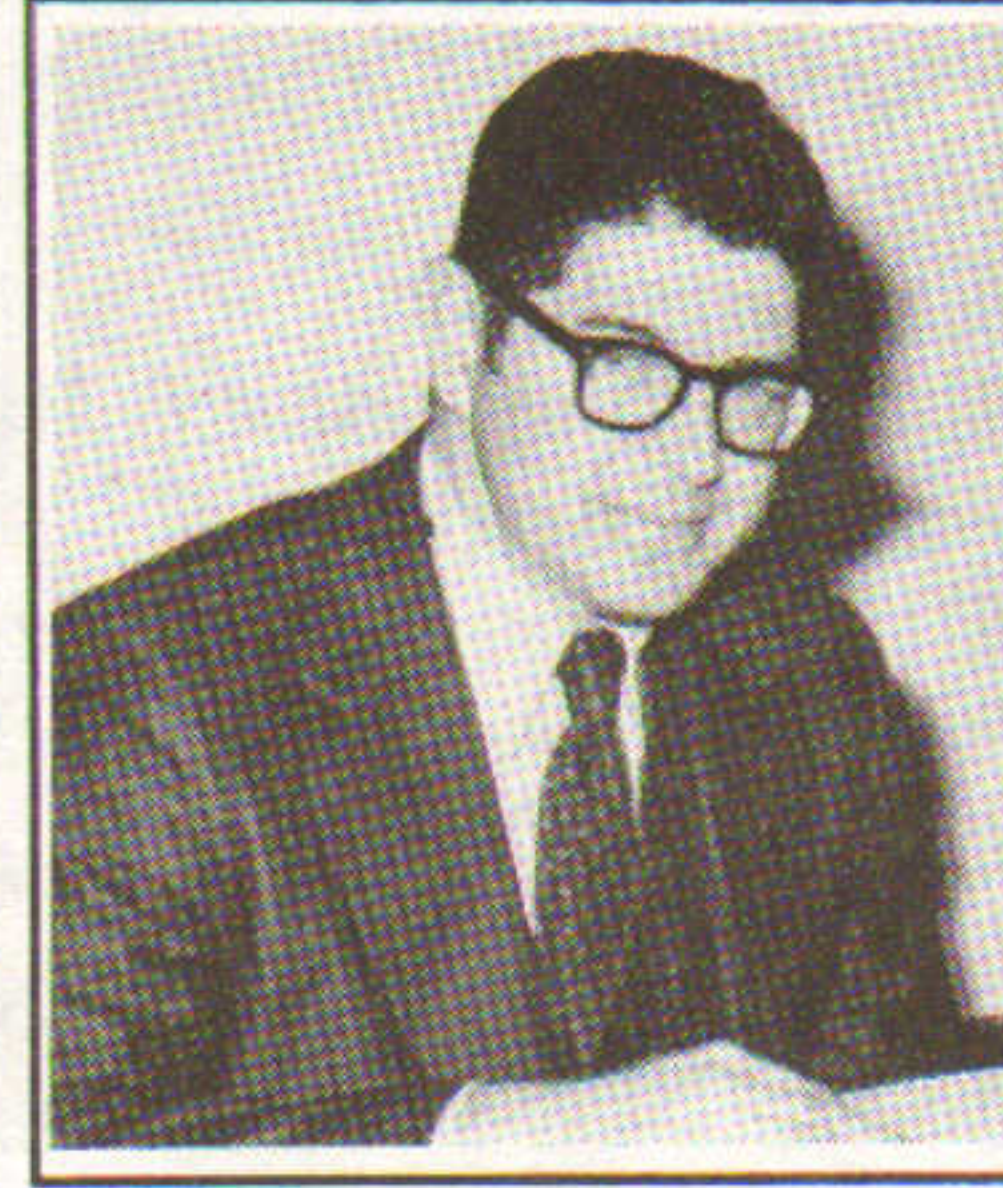
Robert Beal  
BEAL COMPANIES



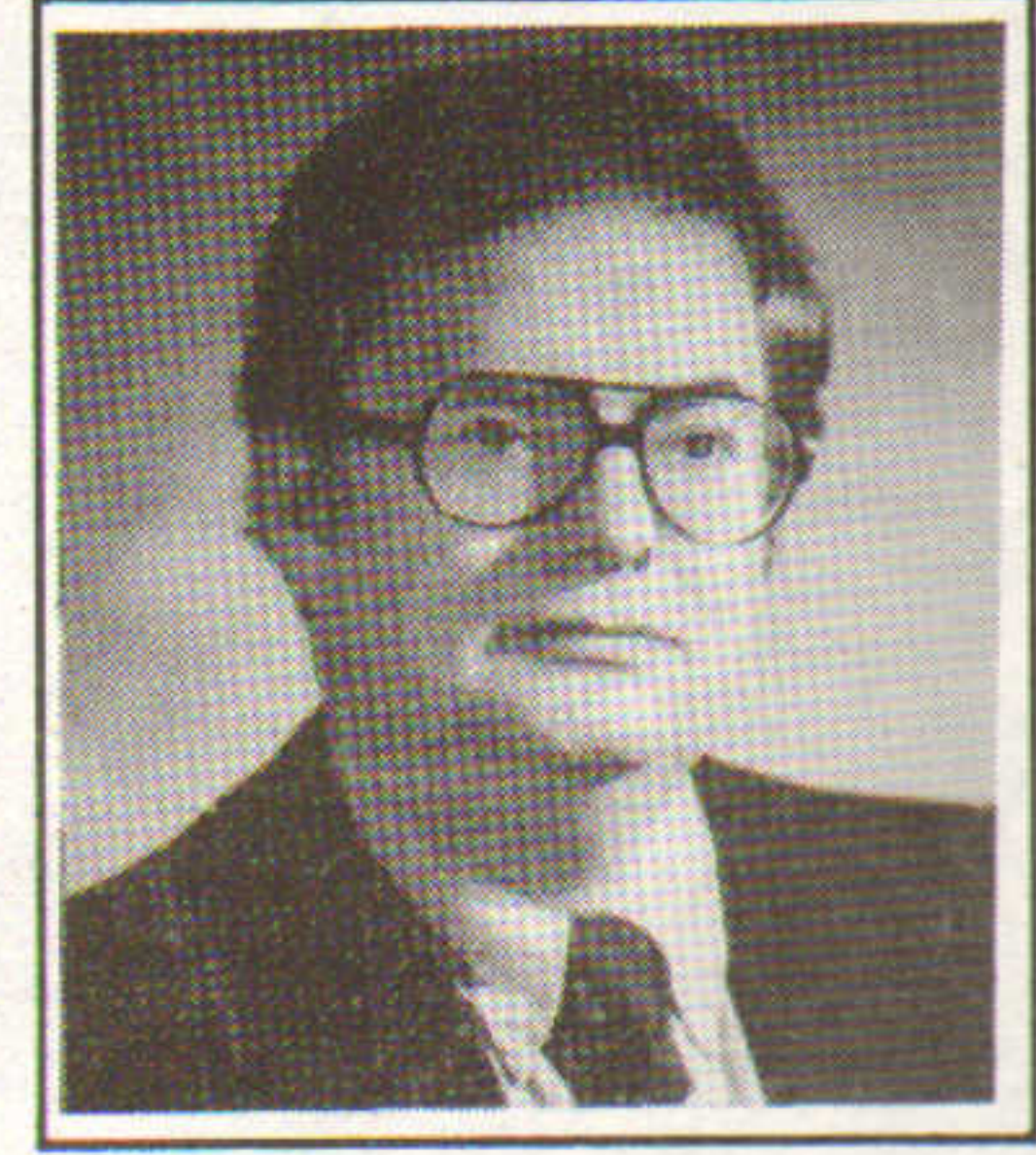
Joseph Einhorn  
EINHORN ASSOCIATES



Harland Shapiro  
MILLER - SHAPIRO CO.



Michael Rauseo  
RAUSEO & COMPANY



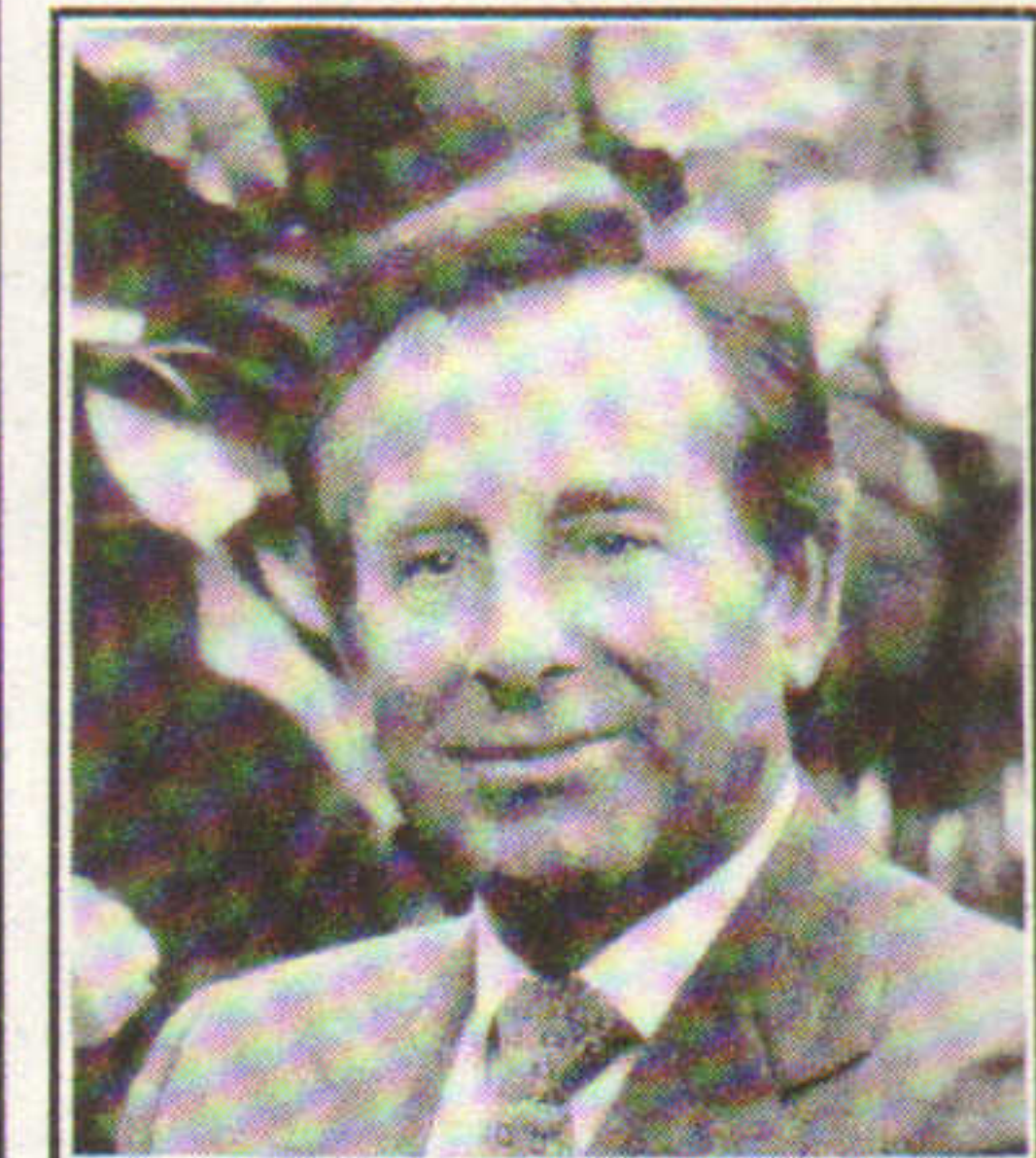
James St. Clair  
NORDBLOM COMPANY



Simon Konover  
KONOVER & ASSOC.



David Neelon  
NEELON COMPANIES



A.J. Tambone  
TAMBONE CORP.

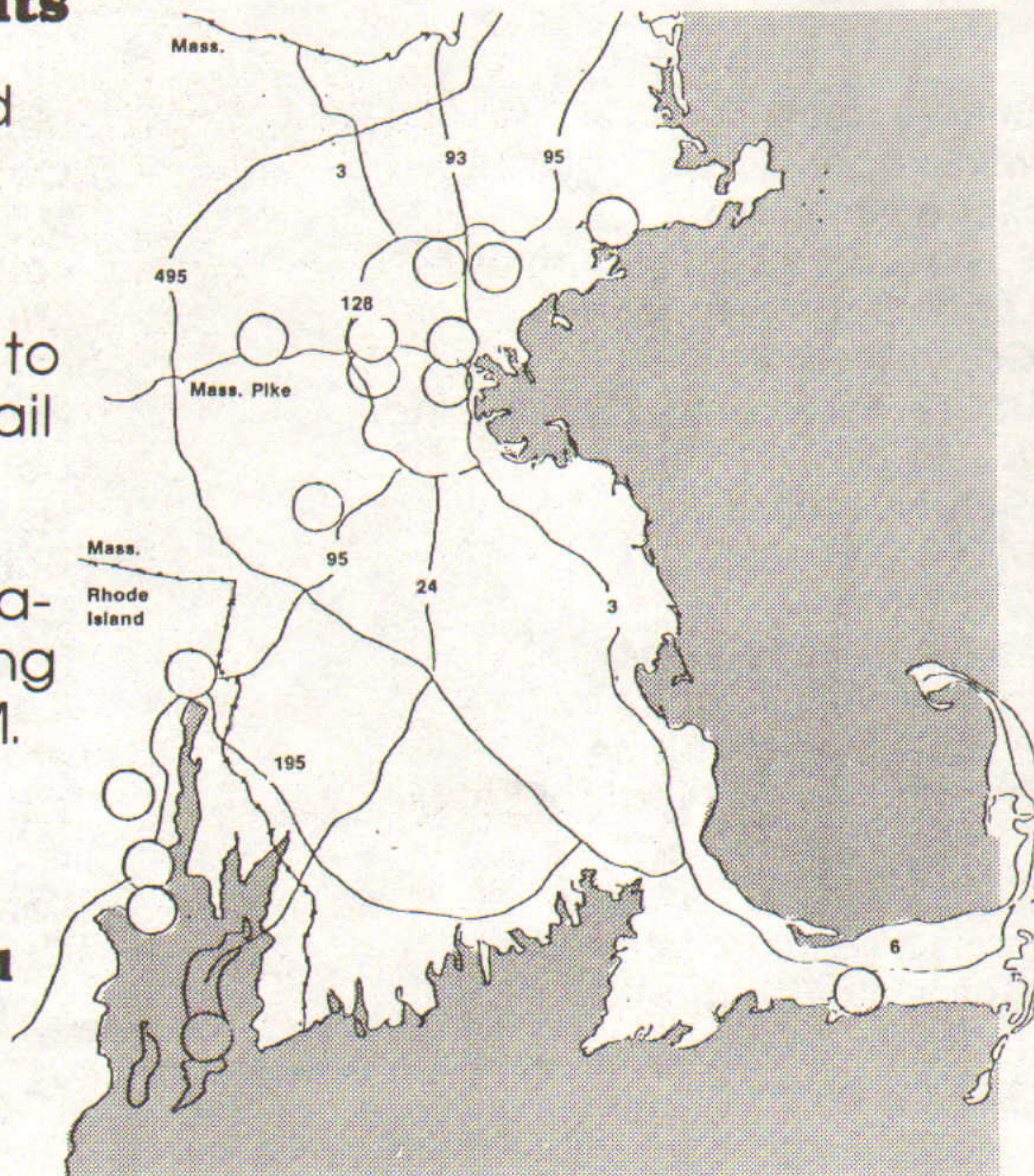


Christopher Fleming  
ST. JAMES PROPERTIES

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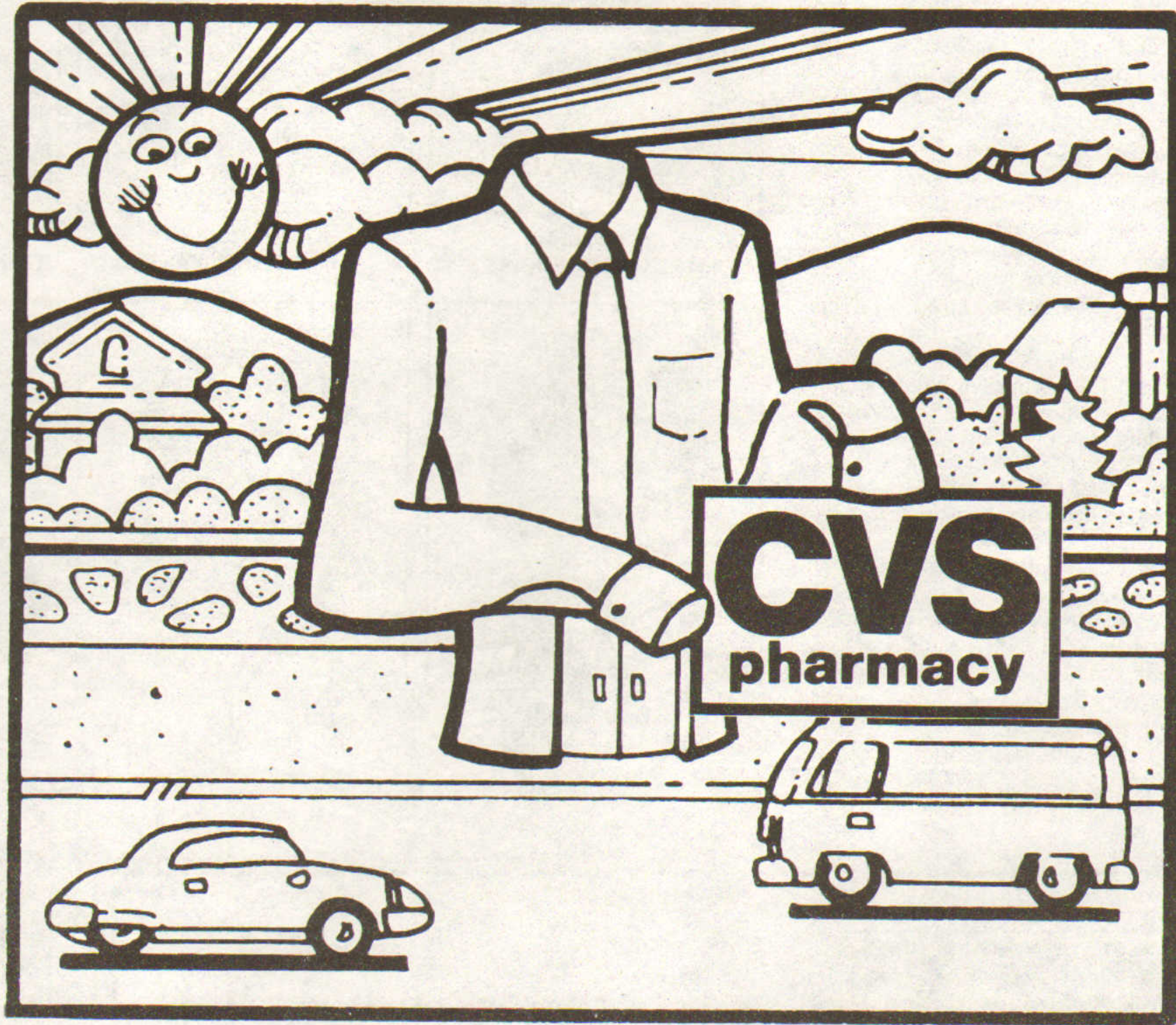
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# CVS

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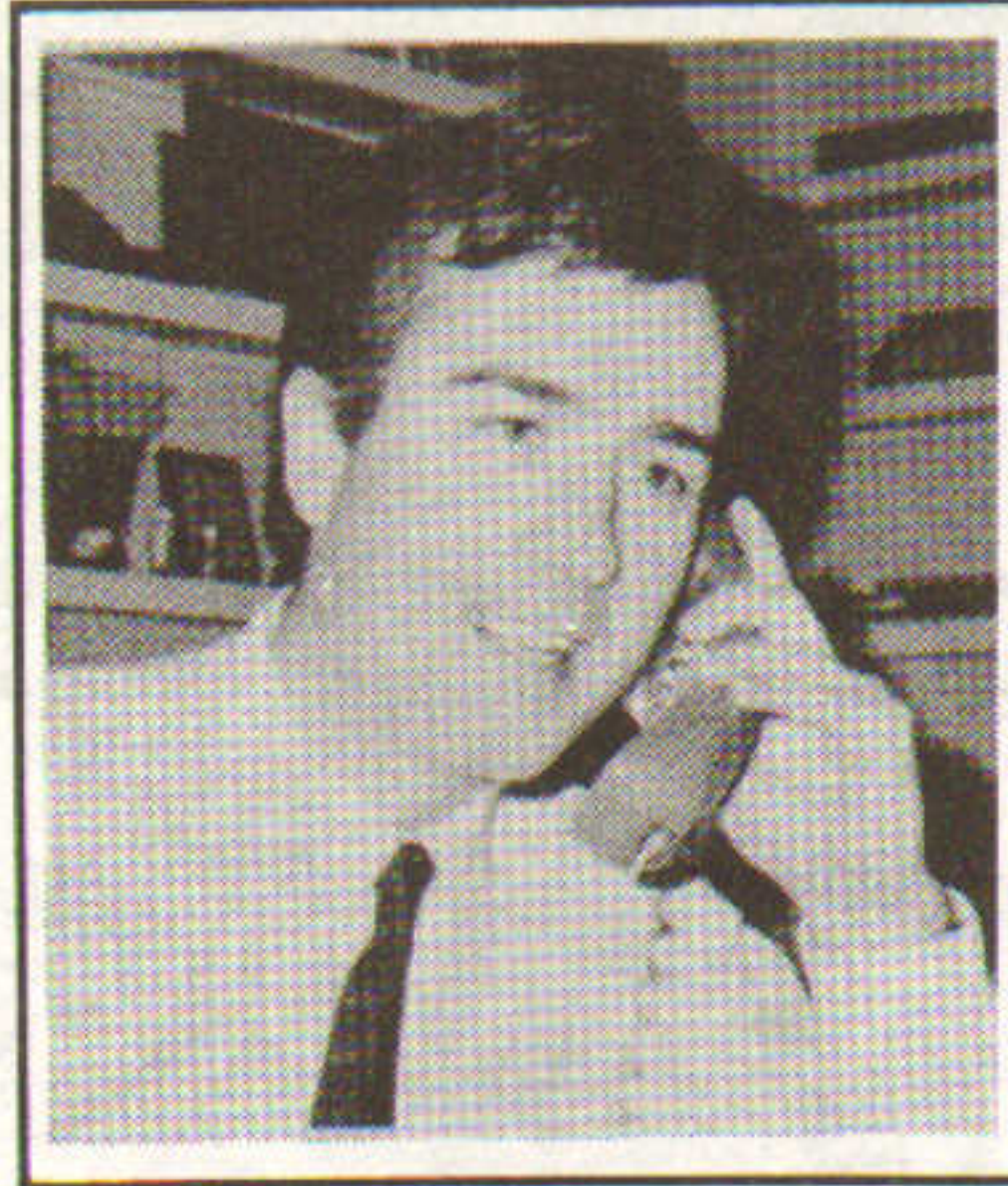


# JUNE

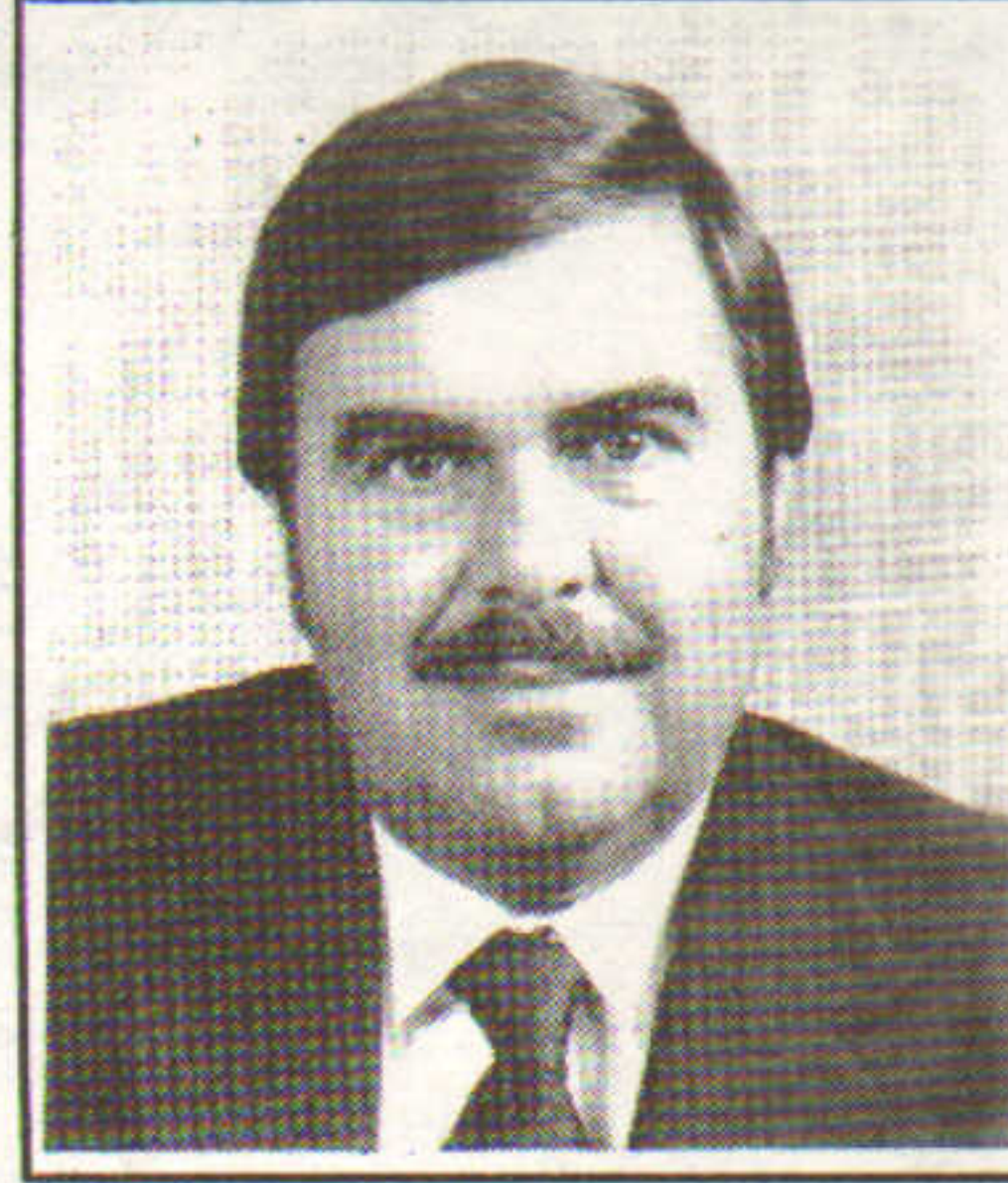
M. Ryan & A. Deery of Ryan, Elliot & Co. lease 47,742 s/f for Bedford Kingdon Realty Trust to New England Telephone.  
 R. Daglio & W. Bourque of Farley Co. lease-up 482,000 s/f Manchester (Conn.) Industrial Park with 56,000 s/f deal.  
 Comm. R.E. Consultants brokers \$1.2m 20,000 s/f sale of Village Plaza strip for Holliston Plaza Trust to D. Askins.  
 Sard. Corp. plans 184,000 s/f Town Centre offices-retail in W. Hartford in over \$28m development; RGV architect.  
 Condyne Inc. builds \$1.9m 26,670 s/f Park Cardiographics HQ at M. Standish Ind. Park in Taunton; Hunneman, CSI cobroker.  
 R. Tito of The Dartmouth Co. brokers sale of \$18m 576 unit apartments in Schererville, Ind. for Balcor to Mass. L.P.  
 Robbins Group of Boston acquires 276 apts. in Chicopee, Gardner and Leominster for \$11.63 million.  
 Terrence Allen of Fleet National Bank gets \$1.55m loan for Wilson Properties' 10,600 s/f Kent Park offices in Wilton, Conn.  
 M. Bolotin & J. Reiley of Carlson Comm. broker \$600,000 sale of 20,000 s/f Beverly, Mass. building.  
 Spectrum Financial arranges \$18.6m for shopping center in Mass. for Franklin Village Trust's 225,000 s/f.  
 Press Properties & Franford Cos. sell New Haven apartments to Margate Properties for \$1.1 million.  
 Spaulding & Slye leases 173,690 s/f at Metropolitan Corp. Ctr. in Marlborough, Mass. to Digital Equipment Corp.  
 Boston Mortgage arranges \$3.8m with Teachers Ins. for 53,000 s/f Northland Investment offices at Bedford (N.H.) Exec. Park.  
 William Fallon of R.M. Bradley leases 16,100 s/f at Unicorn Park, Woburn, Mass. with Leggat McCall to GMAC.  
 Stebbins Assoc. & Matarrazo Design start \$100m office park in Hooksett, N.H. with 120,600 s/f; Pro Con, Inc. CM.  
 Paul Gallant of Norwood Realty negotiates \$392,000 sale of 14.5 acres in Epping, N.H. to The Caruso Group. of Mass.



Ara Demurjian  
ALLEN & DEMURJIAN



Scott Hughes  
NEELON COMPANIES



Arthur Gutierrez  
GUTIERREZ CONSTRUCTION



Peter Cavalla  
AMERICAN ASBESTOS



Joan Schneider  
SCHNEIDER & ASSOC.



Richard Krock  
WEDGESTONE REALTY INV.



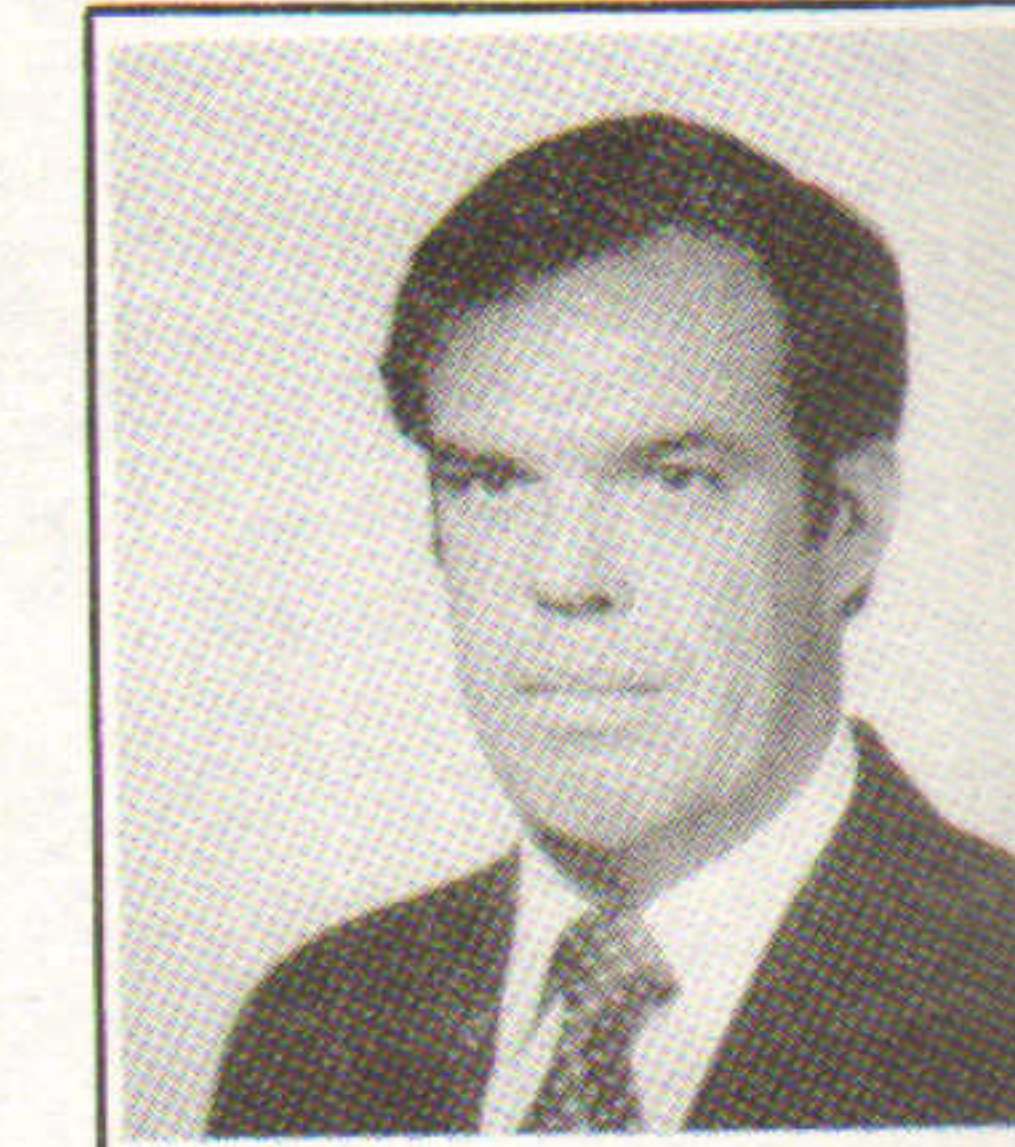
Victor Leon  
CUSHMAN & WAKEFIELD



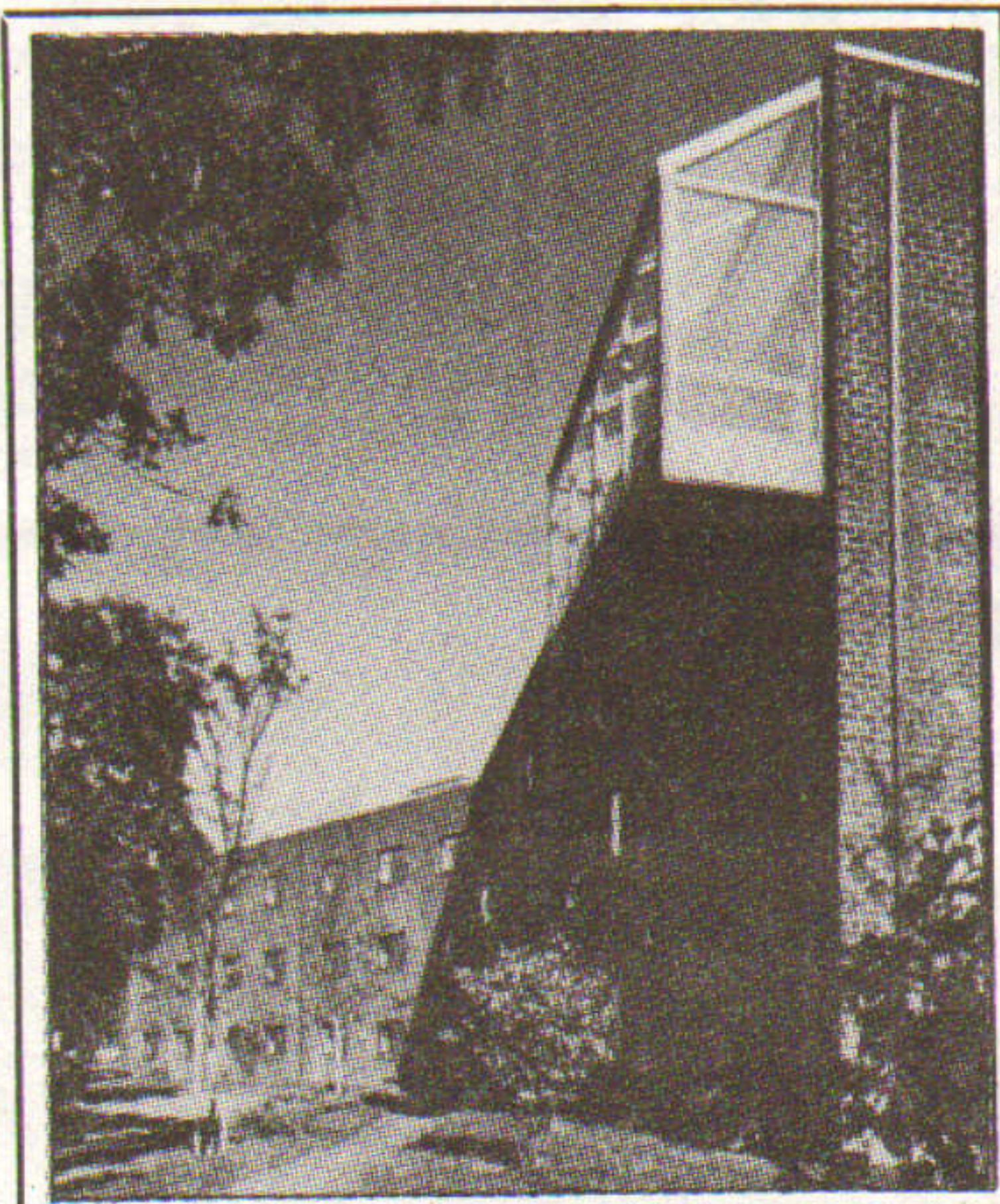
Malcolm Fryer  
FRYER GROUP



John Dziadul  
LOMAS & NETTLETON



Brad Griffith  
LEGGAT MCCALL



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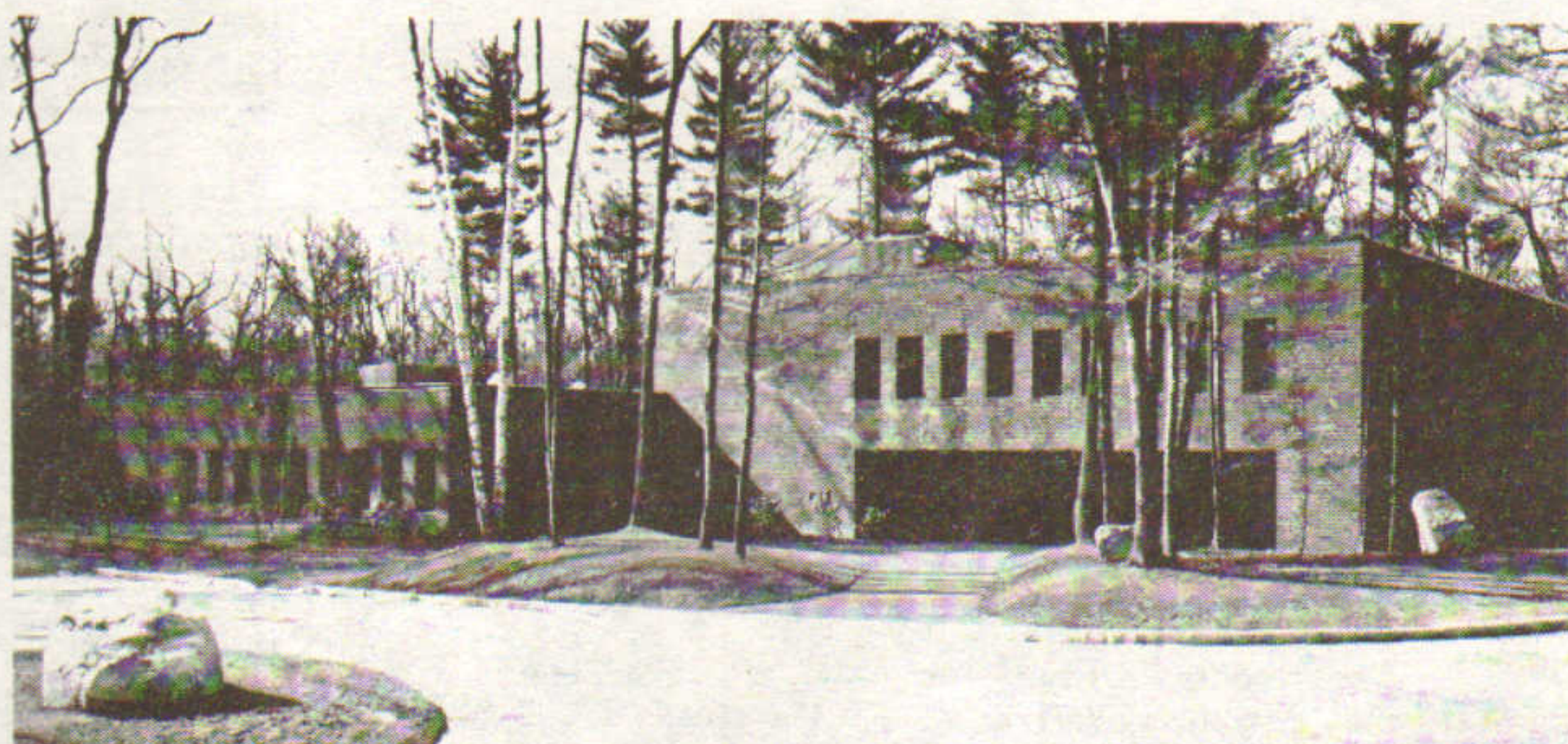
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Hanscom Air Force Base, Bedford, MA



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Fox Run Mall, N.H.



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# JUNE

Linpro Co. starts 375,000 s/f \$50m Crown Colony Place in Quincy; Meredith & Grew agent, Cannon Boston architect.

Colonial Realty leases 11,000 s/f at Stratford Executive Park (Conn.) to International Technology Corp.

Union Warren financing for \$25m Medford condominiums (164) developed by J. Raudano & A. Marotta; Peter deMeo archt.

Comras Co. places \$16.5m mortgage for 115,590 s/f offices in Tysons Corner, Va. by Tycon Developers.

Fowler Goedecke Ellis & O'Connor arranges \$2.5m first mortgage with John Hancock for 76,128 s/f for DSN Realty.

Judd Brown Designs plans \$5m Toll House Village in Whitman, Mass. Callahan Construction to rebuild famed restaurant.

Amaprop Dev. builds \$13m 56 unit Cambridge condominium; Citizens Bank loan; Bruner/Cott archt.; Condo Coll. marketing.

MacBride Dunham Grp., R. Barton, White Bros. build 11,000 s/f Roundwood comml. site in S. Portland; \$750,000 project.

Richard Zarse of Nordblom Co. leases 126,000 s/f at Billerica, Mass. for Nordblom to Eastman Kodak unit.

Forest City Dev. appoints Beacon Mgmt. for 97,525 s/f first building at University Park in Cambridge, Mass.

Ferland Corp. breaks ground for Tech Ninety Five Commerce Park in Warwick, R.I.; 90,000 s/f, \$3.5m project.

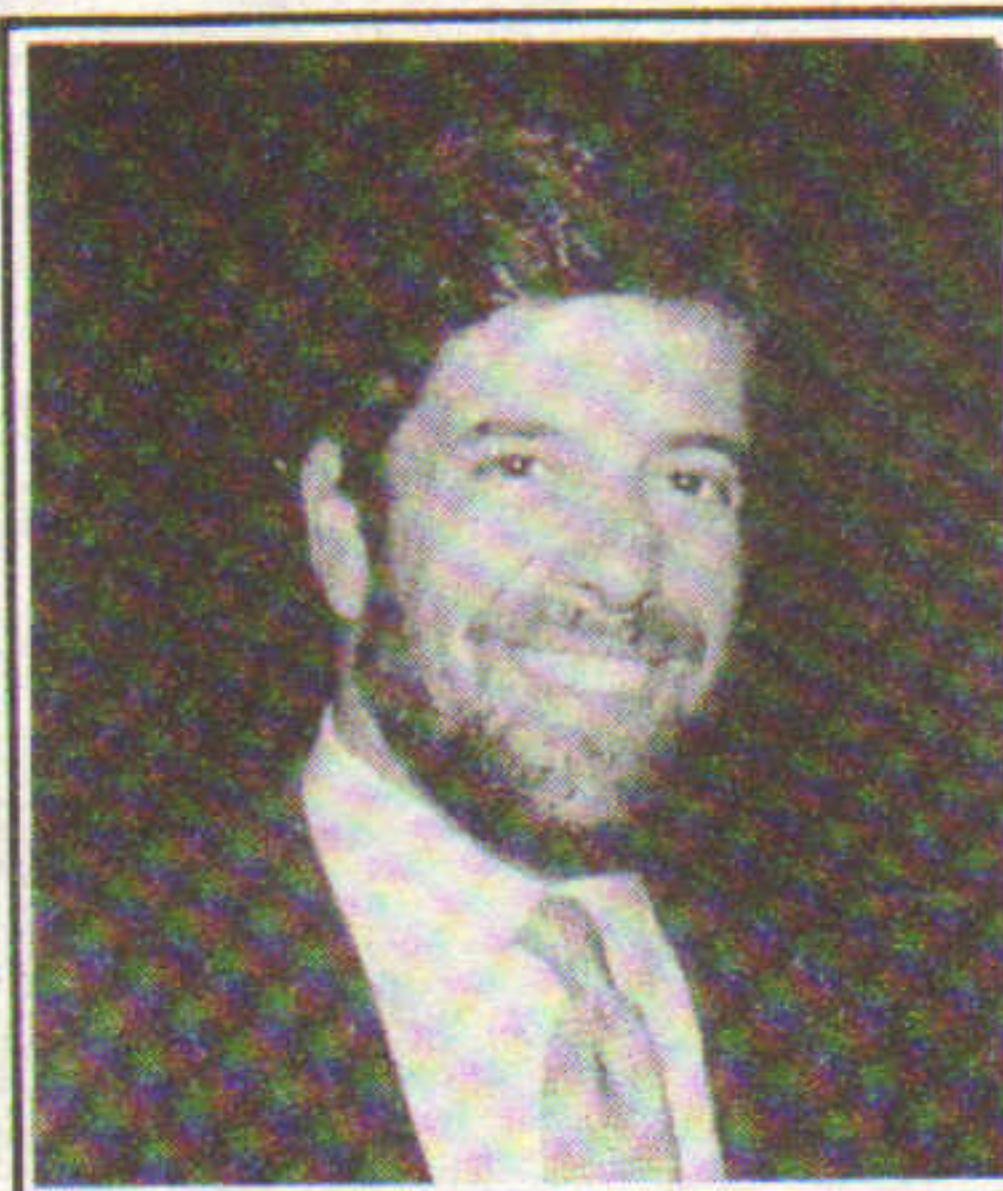
Spectrum Financial arranges \$18.7m for 162,000 s/f Office Purchase Mall West in Natick with Westinghouse Credit.

Chip Denton & Kip Kimble of Coldwell Banker sell \$1.25m 19,250 s/f site in Manchester, N.H. with Kanteres R.E.

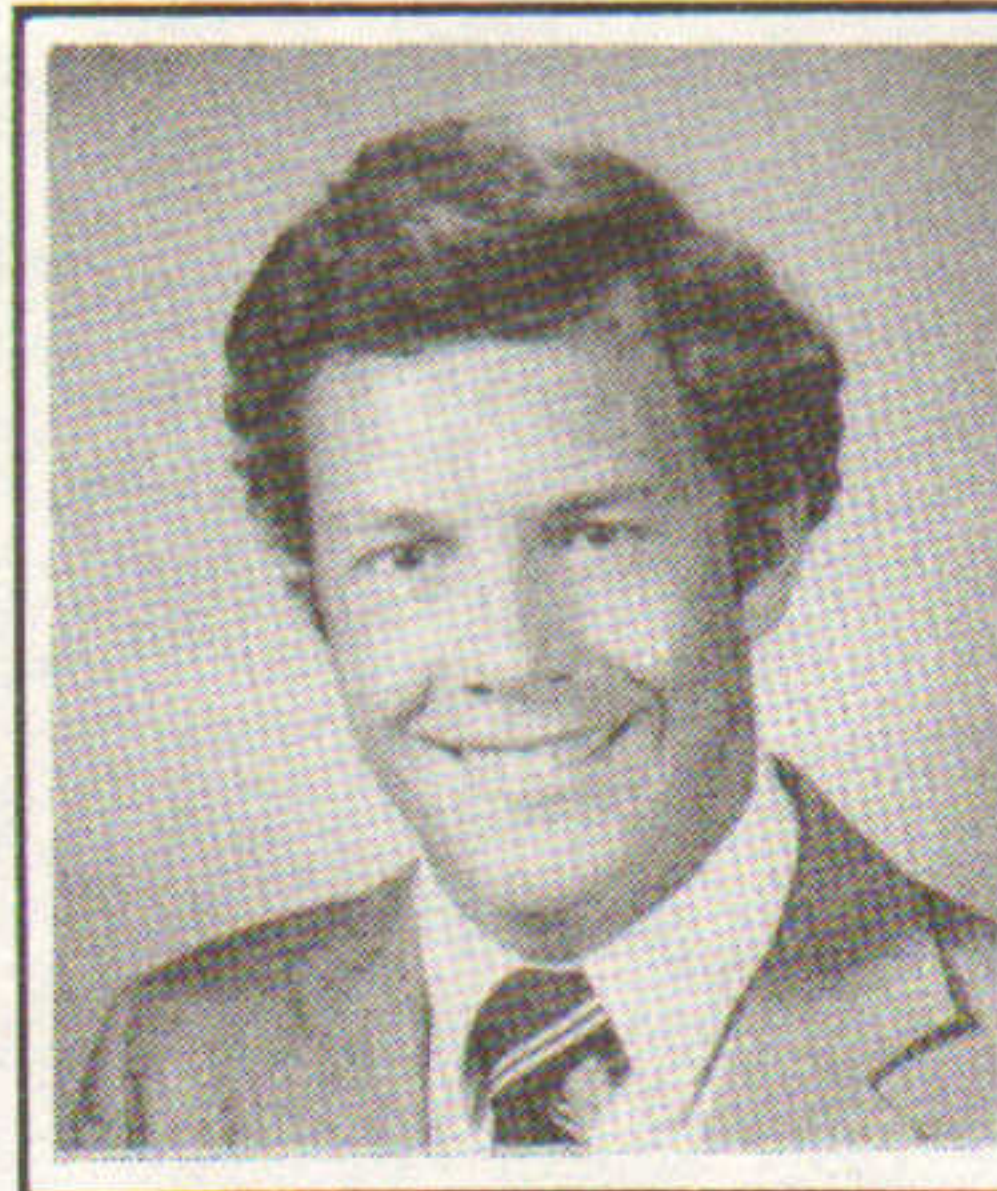
Investors Comml. Mortgage arranges \$2m loan for Somerville comml.-res. condo rehab by Century 21-Silva Realty.

Elder Assoc. & Miller Assoc. complete 163,000 s/f Stamford office building; name Pierson & Smith leasing agent.

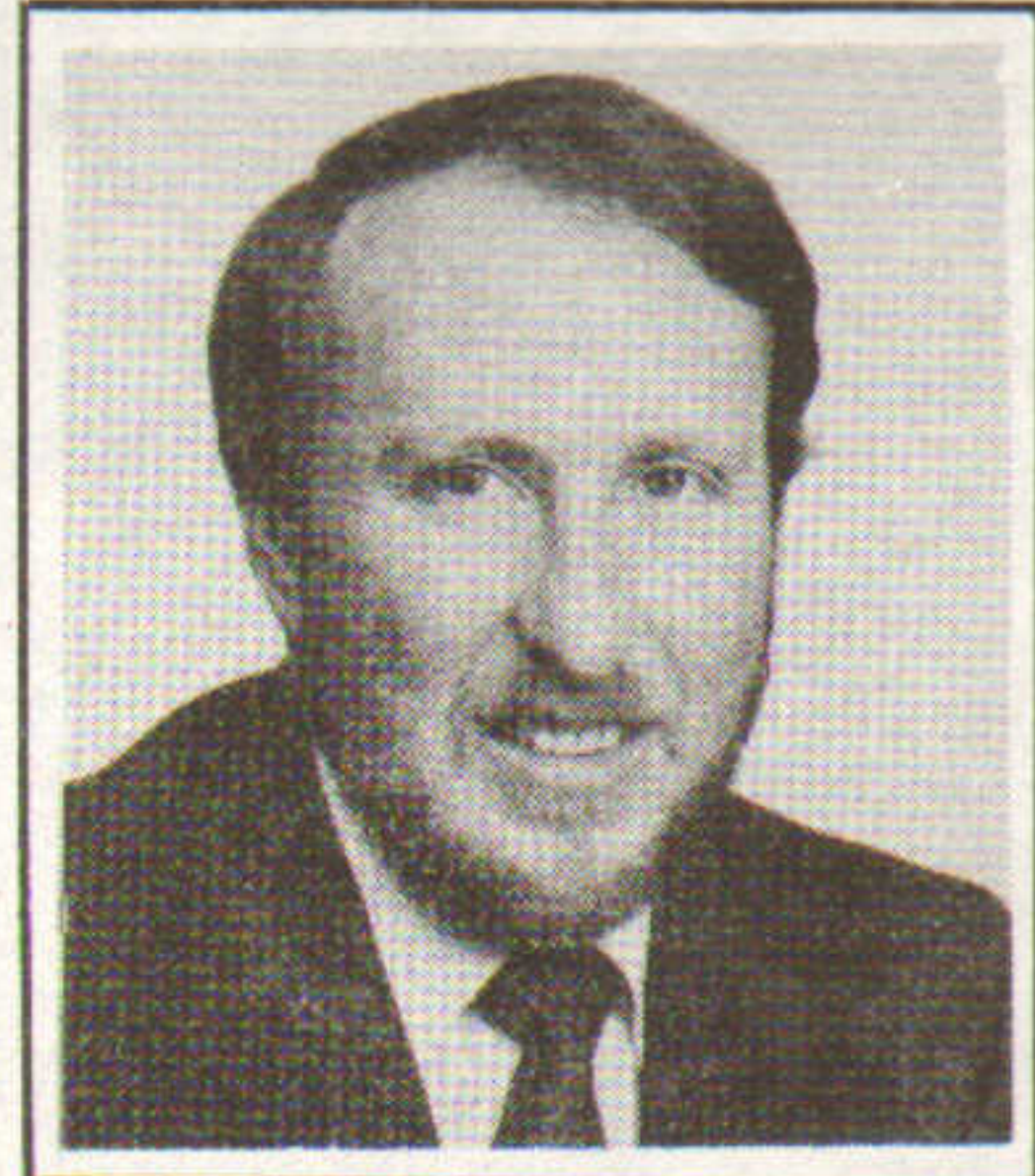
Charles Real Estate of Norwood, Mass. brokers \$1.1m 14,000 s/f in Manchester, Conn. for Peach Realty to Aaron Cook.



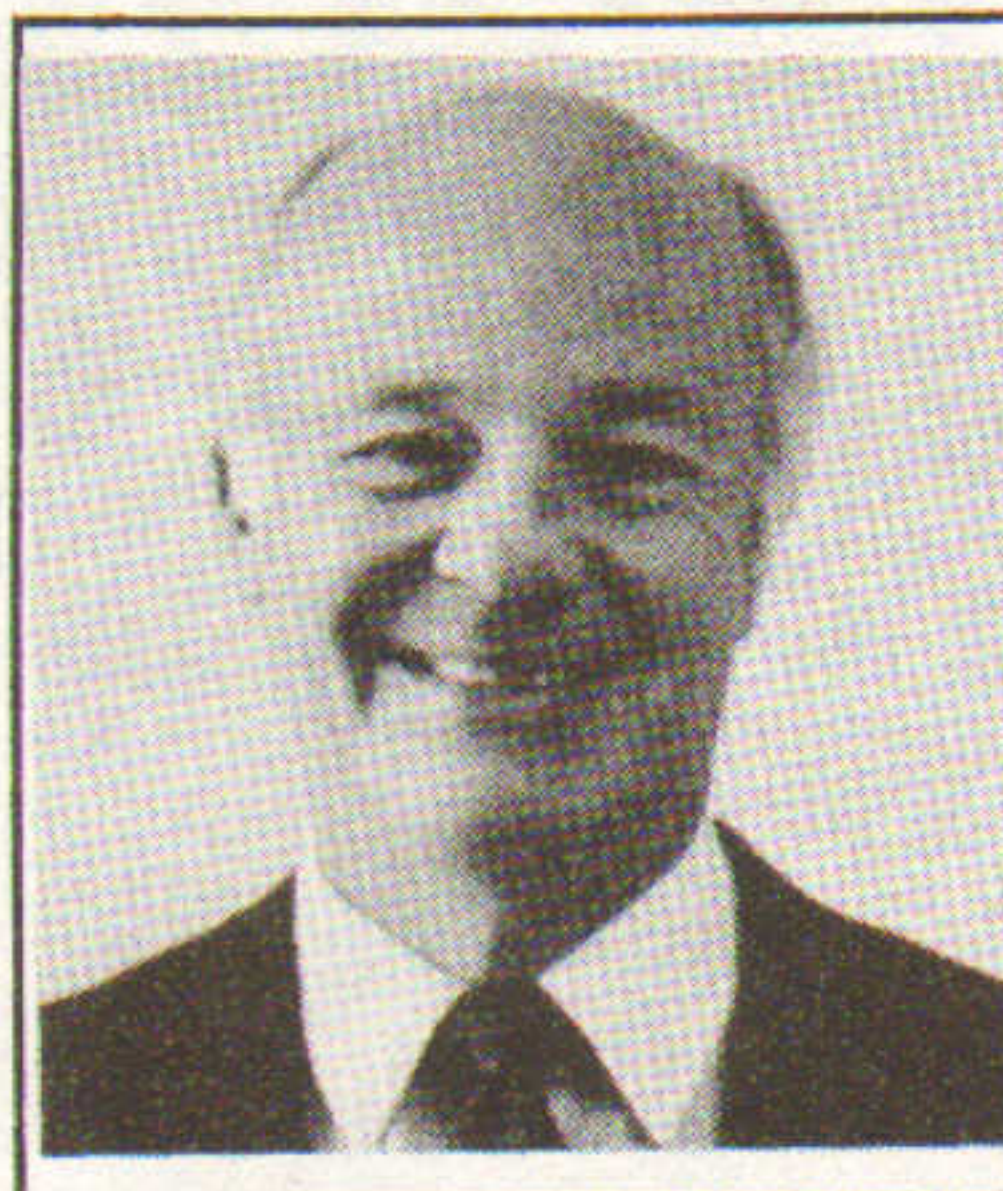
Ronald Druker  
THE DRUKER COMPANY



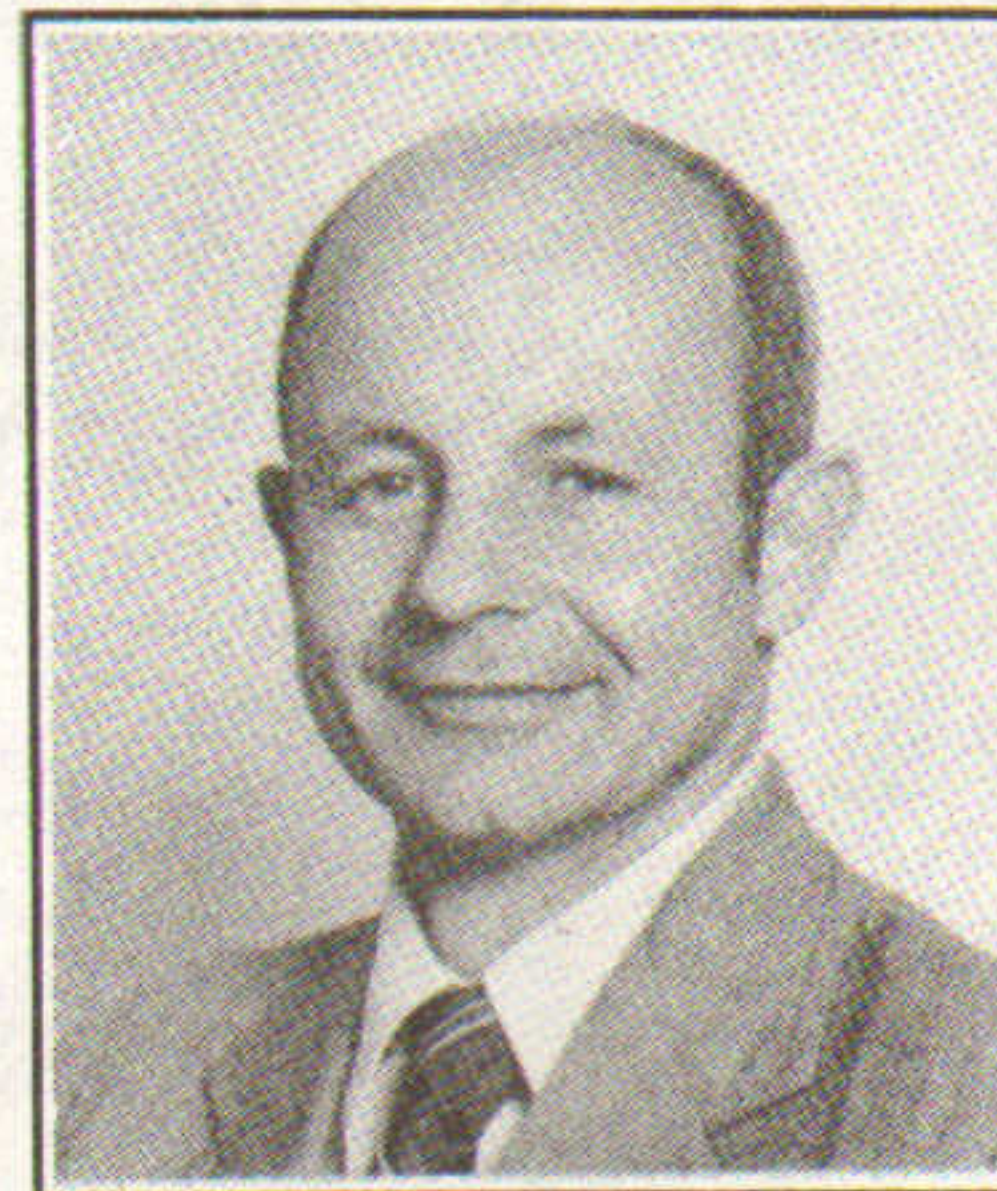
Robert Gilbane  
GILBANE PROPERTIES



Arnold Peck  
ARNOLD PECK COMPANY



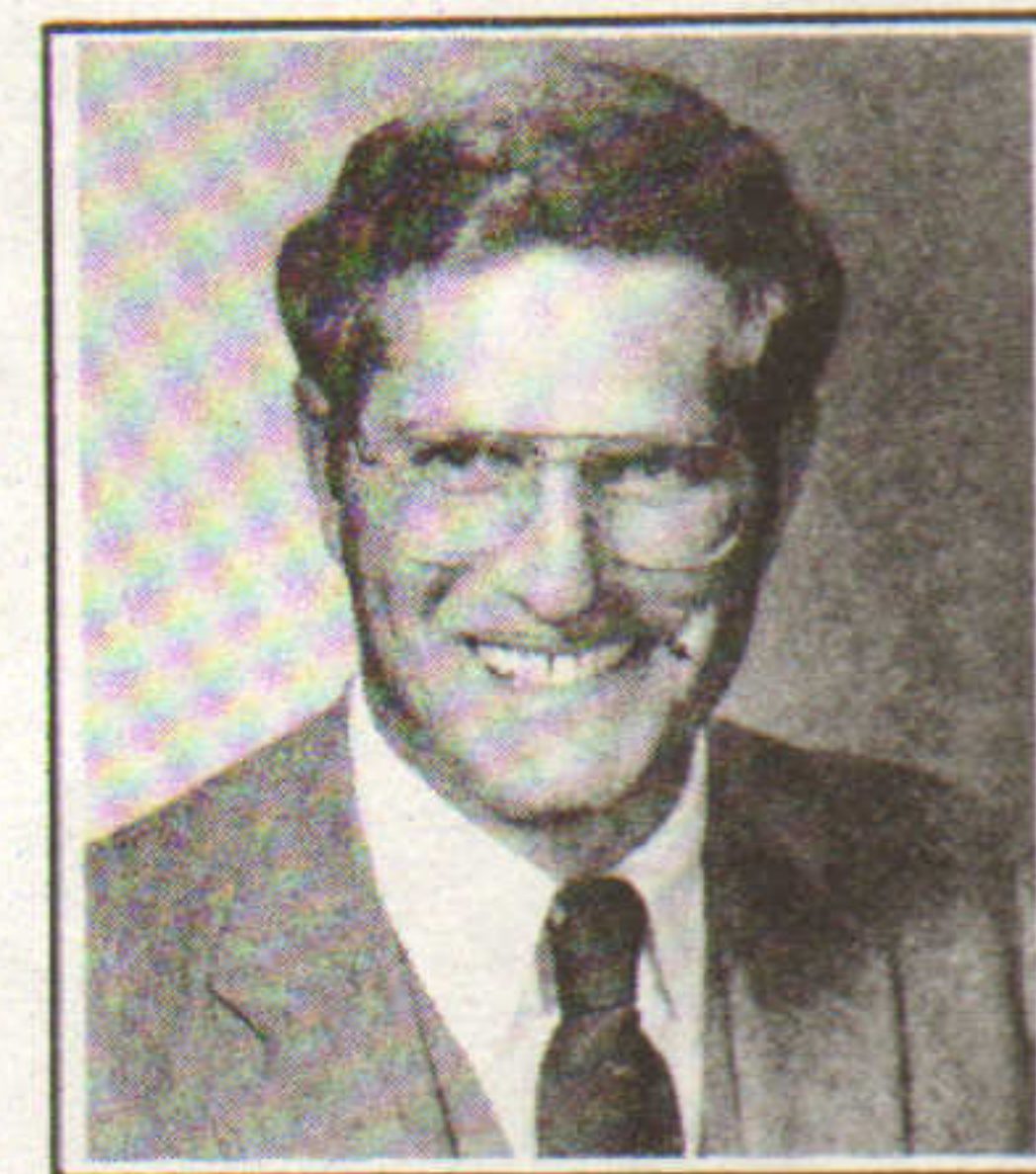
David Gompers  
DAVID GOMPERS



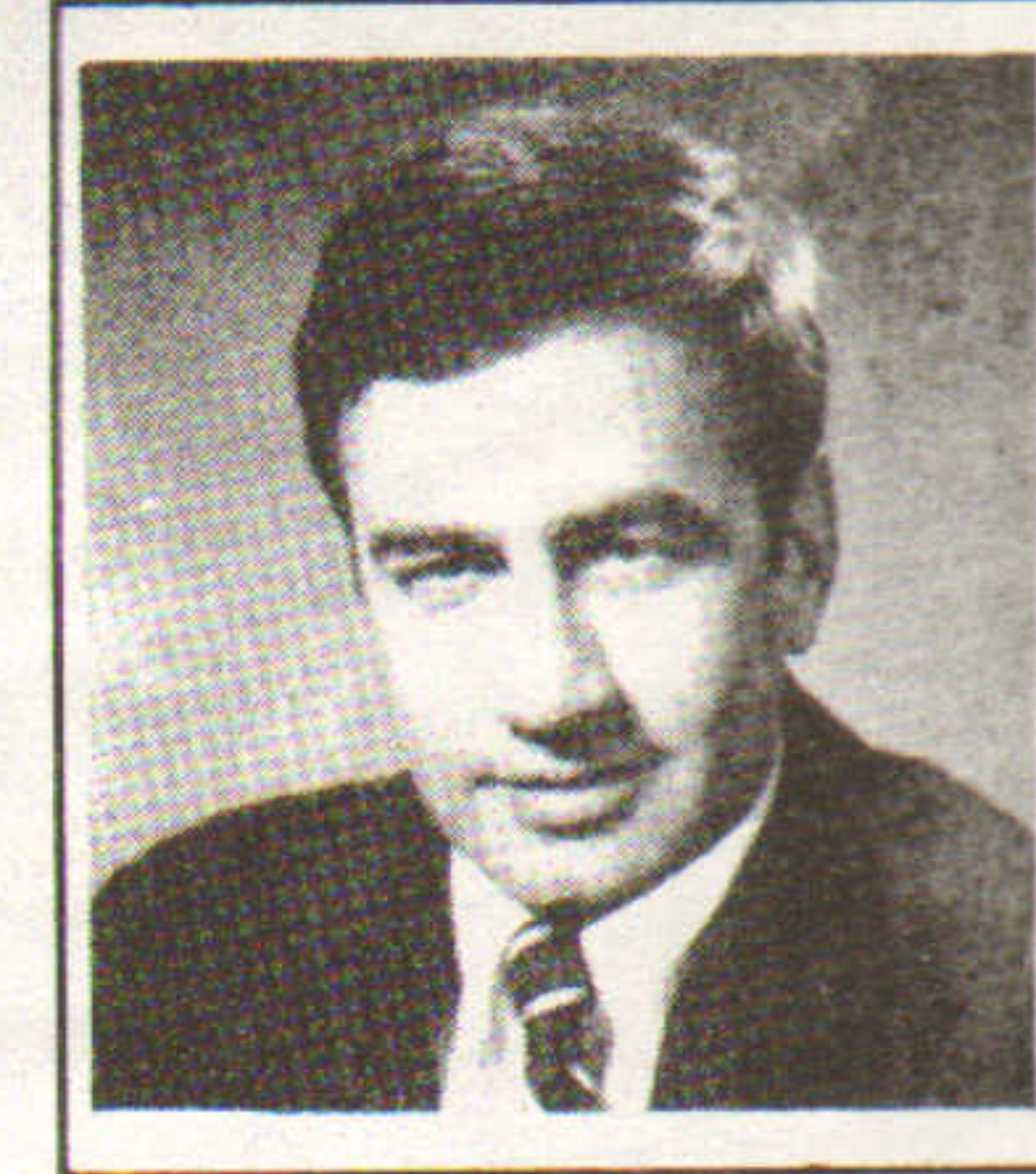
Joshua Taylor  
MEREDITH & GREW



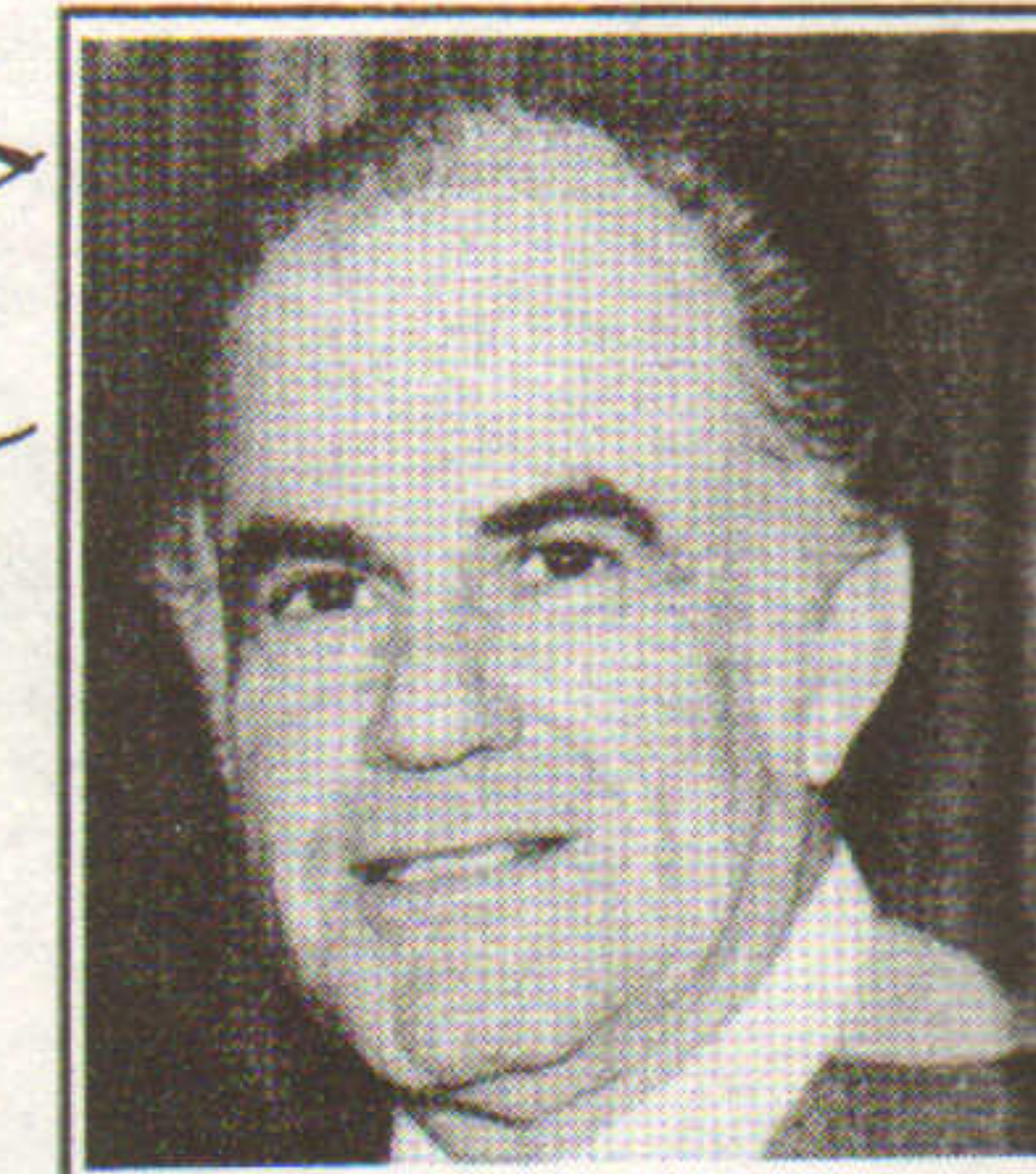
Arlon Brown  
R.W. HOLMES CO.



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



David Pergola  
MEREDITH & GREW

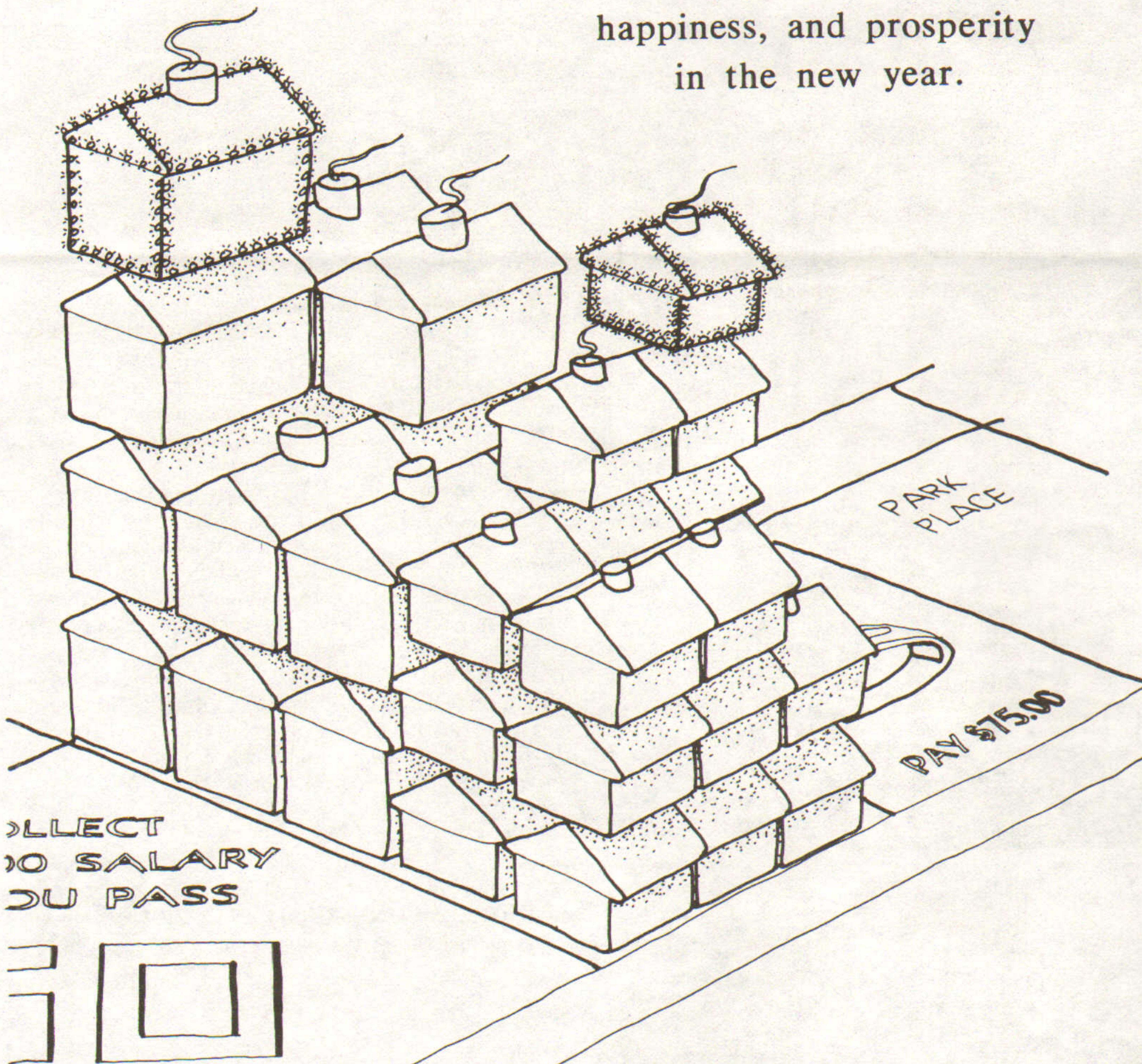


Z Wasserman  
STATE PROPERTIES OF N.E.



William Rizzo, Jr.  
RIZZO ASSOCIATES

Wishing you good health,  
happiness, and prosperity  
in the new year.



COLLECT  
NO SALARY  
DU PASS

## The Robbins Group

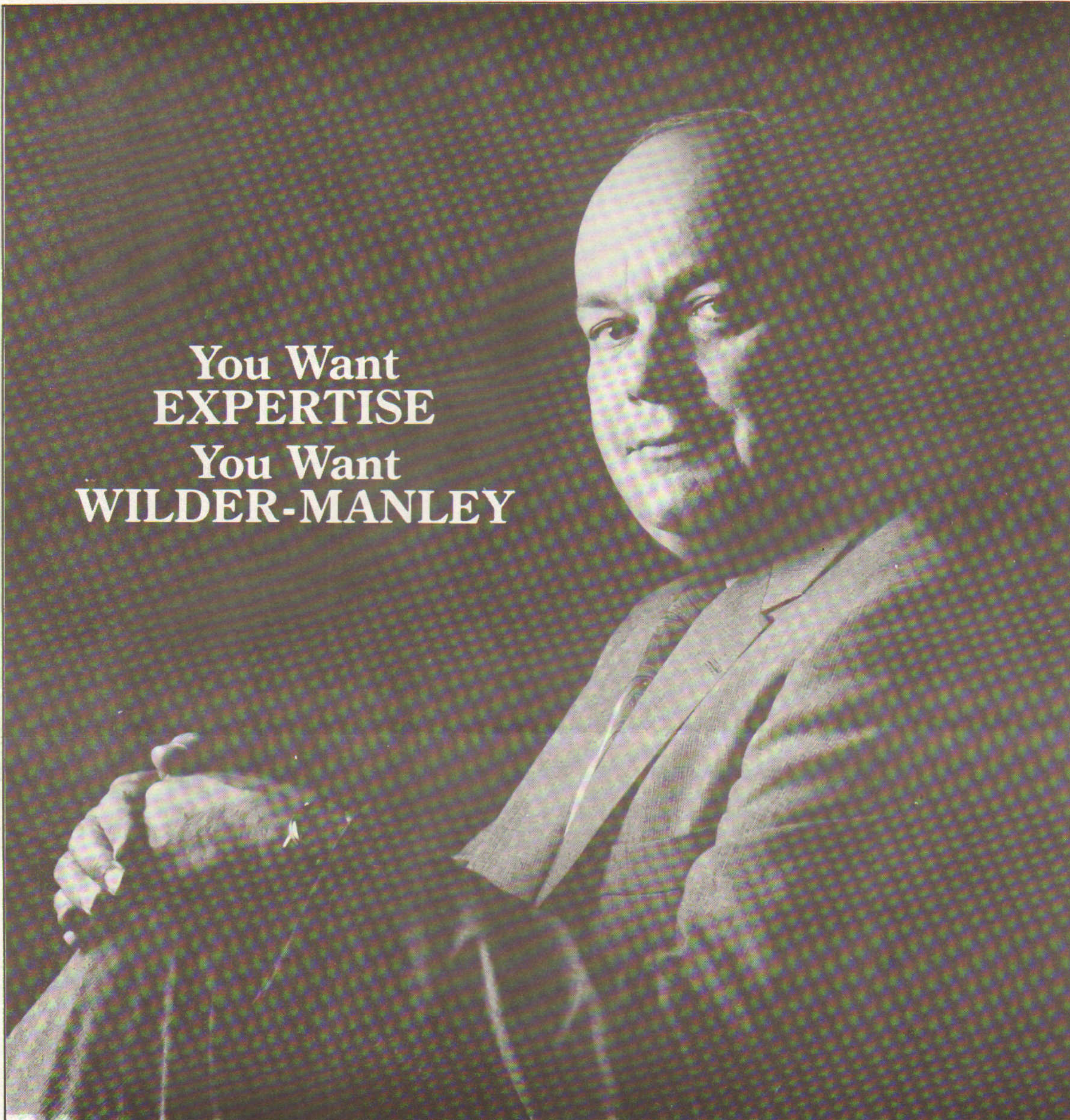
Acquisitions  
Development  
Leasing  
Management

The Robbins Group, Inc.  
One Memorial Drive  
Cambridge, MA 02142  
(617)621-6000

Cambridge, MA  
Hartford, CT  
Portland, ME  
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*Joel B. Wilder, Chairman of the Board*



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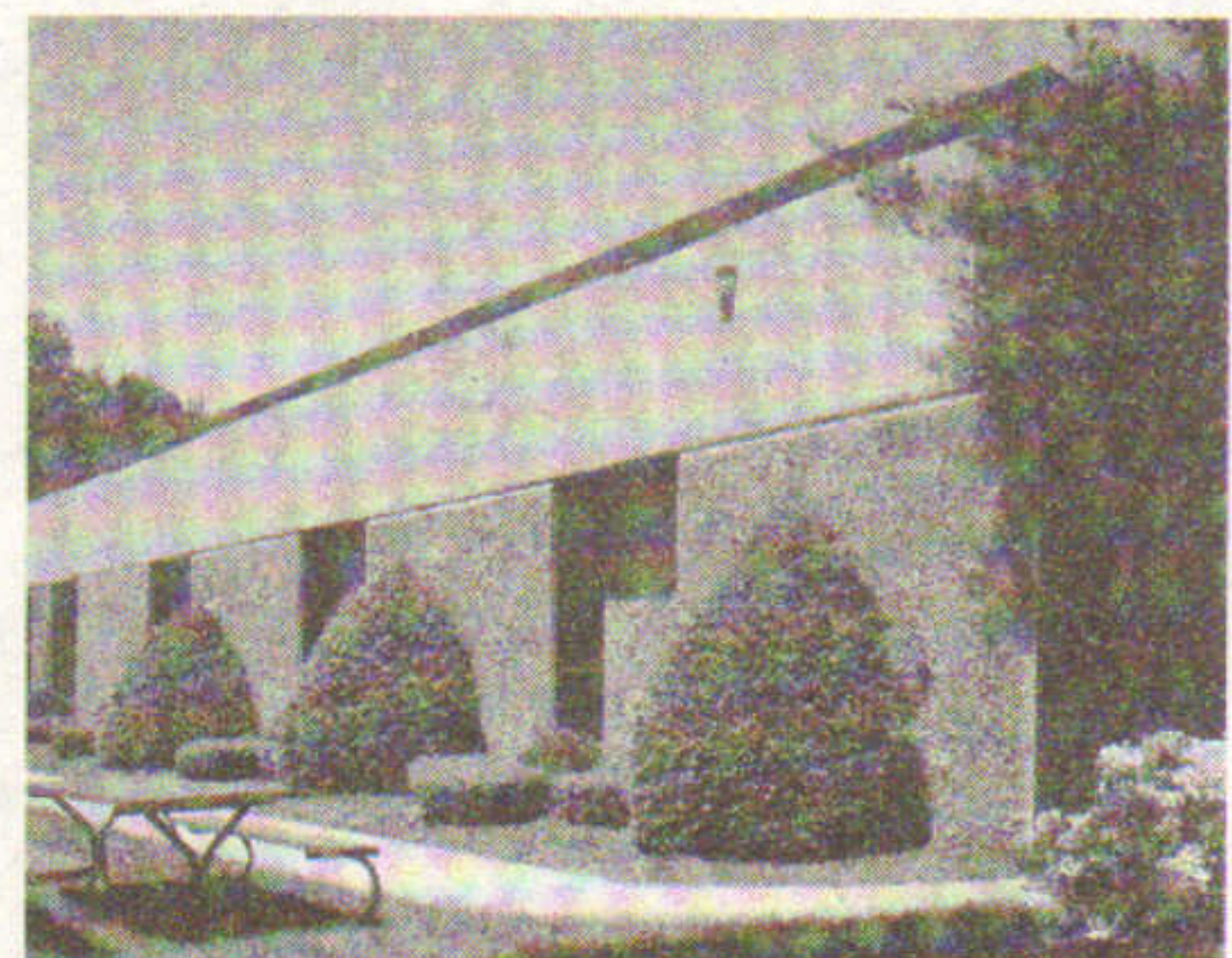
Your business idea takes off, and almost overnight you must hire new people, purchase more equipment—and find the right office space.



At *Northwest Park*, we can ease the transition to larger space because we have more than 40 buildings within our 160-acre complex. Expansion opportunity has long been a key benefit of the park. No wonder companies like Raytheon, Nixdorf and

Xylogics have maintained facilities here for over a decade.

*Northwest Park's* location at Routes 128 and 3 in Burlington, Massachusetts means easy access to downtown Boston, Logan Airport, and the restaurants and shopping amenities of the Burlington Mall.



As your company grows, *Northwest Park* will match your pace step for step. Call Nordblom Company or your broker for a brochure.

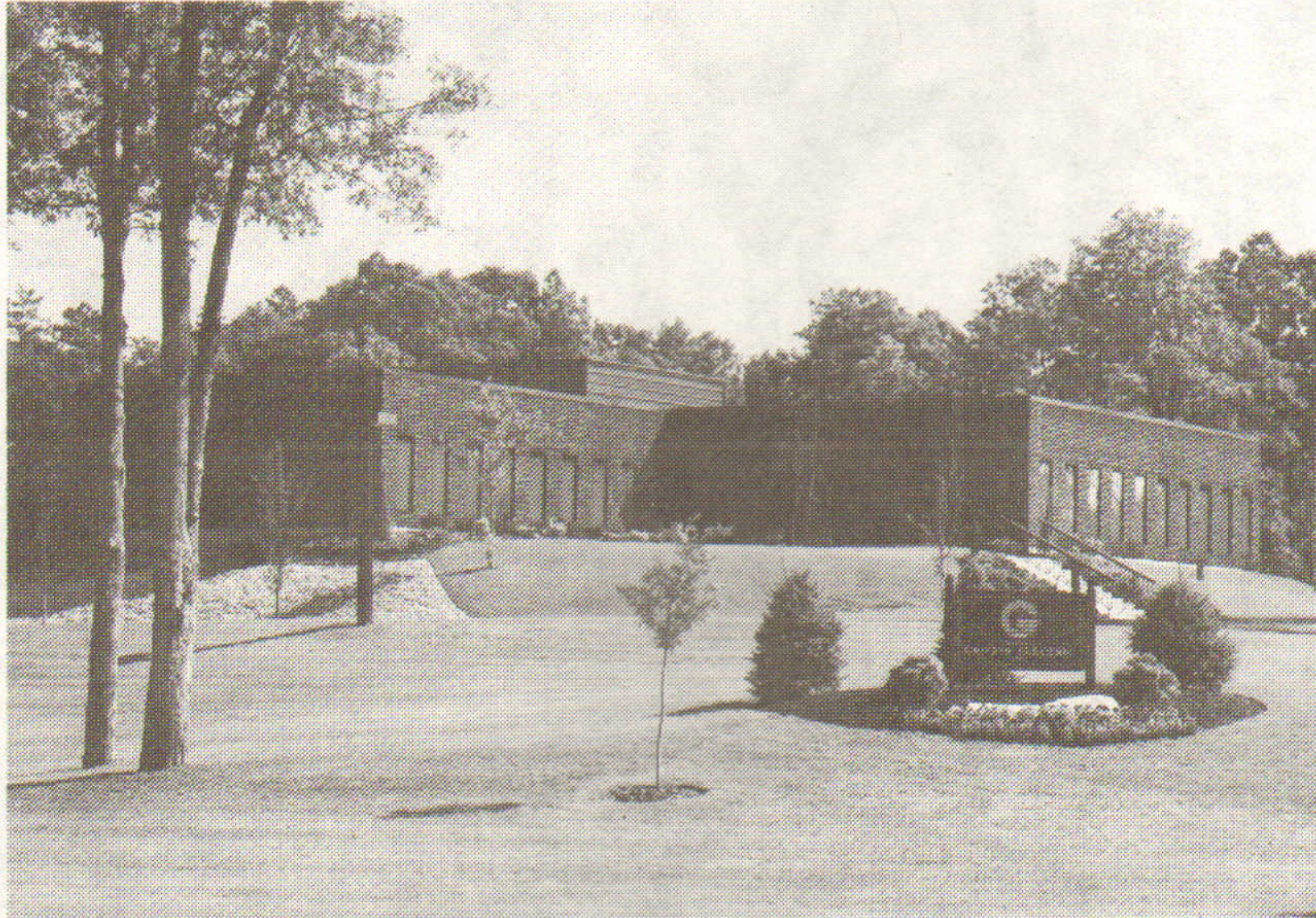


**Nordblom  
Company**

31 Third Avenue  
Burlington, MA 01803  
(617) 272-4000



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GRIFFIN ELECTRIC  
INC.**



CORPORATE HEADQUARTERS

HOLLISTON, MA

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HAPPY HOLIDAY  
AND  
PROSPEROUS NEW YEAR**



**WAYNE J.  
GRIFFIN ELECTRIC  
INC.**

116 Hopping Brook Road

Holliston, Massachusetts 01746

617/429-8830





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*from*  
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Boston

RYAN, ELLIOTT AND COMPANY  
OF RHODE ISLAND, INC.  
Providence

RYAN, ELLIOTT/SOUTHEAST, INC.  
Fall River



# JUNE

Norwood Group and Forest Ridge Assoc. start \$12.5m 200,000 s/f research park in Billerica, Mass.; Old Stone financing.

Coldwell Banker and Albert Ashforth cobroker 18,000 s/f Stamford lease for SCI Real Estate to Wahlstrom & Co.

T. Ballars & T. Wheatley of Coldwell Banker broker \$11.8m 83,000 s/f Govt. Ctr., Boston offices to Gunwyn Development.

Realty World-Litchfield & Assoc. marketing 95,000 s/f Stedman Park in Lowell for A. Ligouri & J. Ferry.

Charles Matheny of Cummings Properties adds 10,000 s/f lease in Woburn's Cummings Park to Romicon Inc.

Leggat McCall Cos. buys \$25m Point West Office Center in Framingham; three buildings containing 227,000 s/f.

Keystone Properties arranges sale of \$26.4m offices, retail and garage in Portland (One City Ctr.) to Burton Fisher.

Y. Menuti & K. Deedy of First Mutual of Boston close \$12m loan in Somerville with Unional National & National Shawmut.

Gutierrez Cos. appoints Leggat Co. agent for planned 1.2m s/f Westford Technology Park; 90 acre former Michelson Farm.

Dedicate \$5m Frank Licht Judicial Complex in Providence; Robinson Green Beretta architect for 250,000 s/f.

Boston Mortgage arranges \$9.5m financing to Fusco Corp. with Allstate Life for 80,000 s/f Meriden Executive Park.

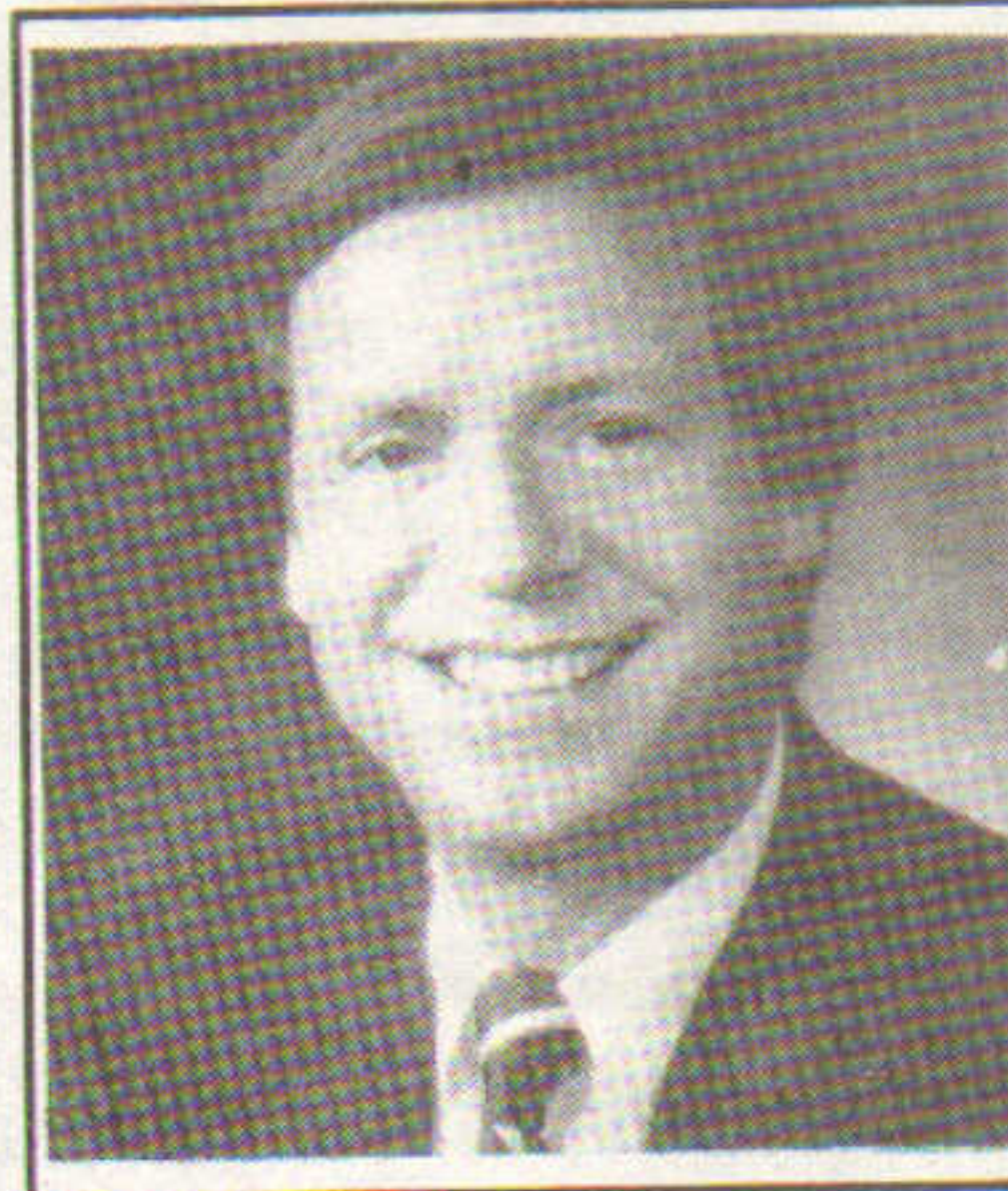
Peter Elliot & Co. handles \$5.6m sale of 42,900 s/f Eastern Harbor Offices for Awdeh Co. to Heritage Clipper Trust.

Gretchen Blomendale & Doreen Fallon of Dakota Group lease 23,000 s/f in Boston for Foreign Motors to Clipper Comm. Tr.

R. Miller & P. Valley of H. Lotman & Co. broker \$731,000 15,388 s/f Norwood retail building to Hugh Beckett.

D. Hark & D. Shactman of Drumlin Group broker \$575,000 22,215 s/f lot, 2,442 s/f Lynn building to Ted Regnante.

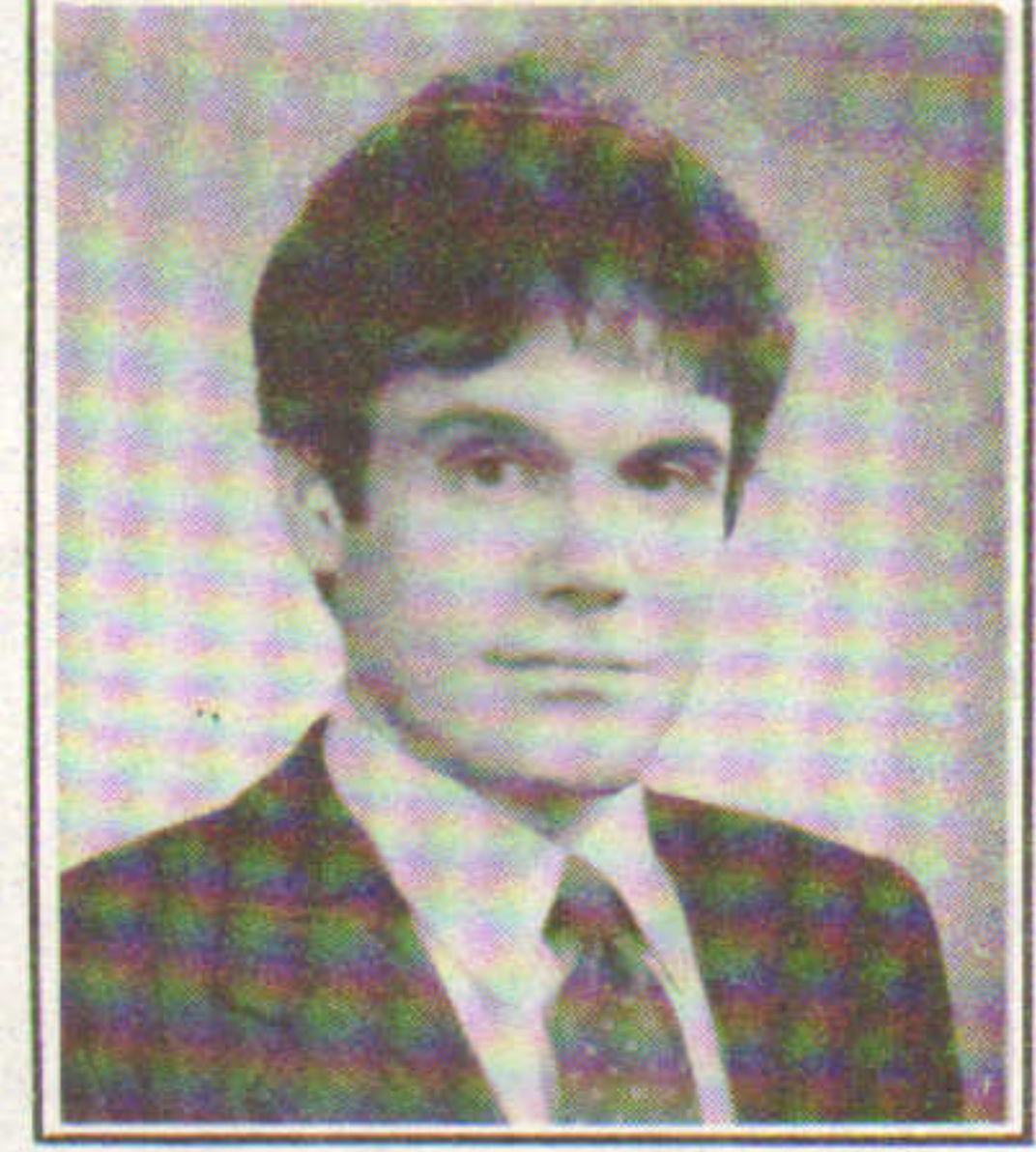
Paramount Development buys 409 acres for Raynham Woods Commerce Ctr.; R.W. Holmes agent; Sasaki plan for 2.5m s/f.



Donald Saunders  
SAUNDERS & ASSOCIATES



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



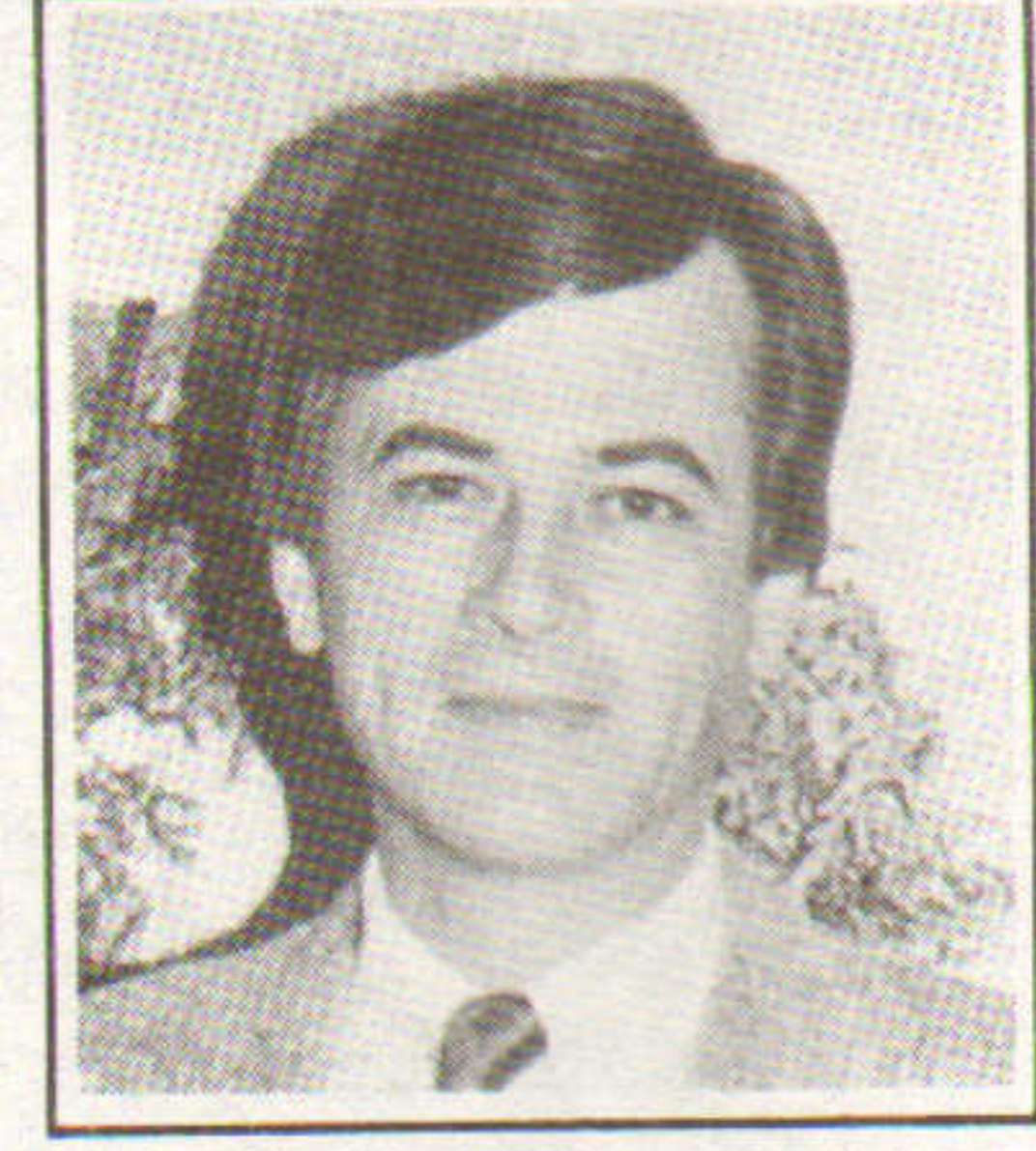
Irwin Barkan  
I.J. BARKAN, INC.



Melvin Roebuck  
FOREST CITY DEVELOPMENT



Edward McKeon  
CITY OF BANGOR



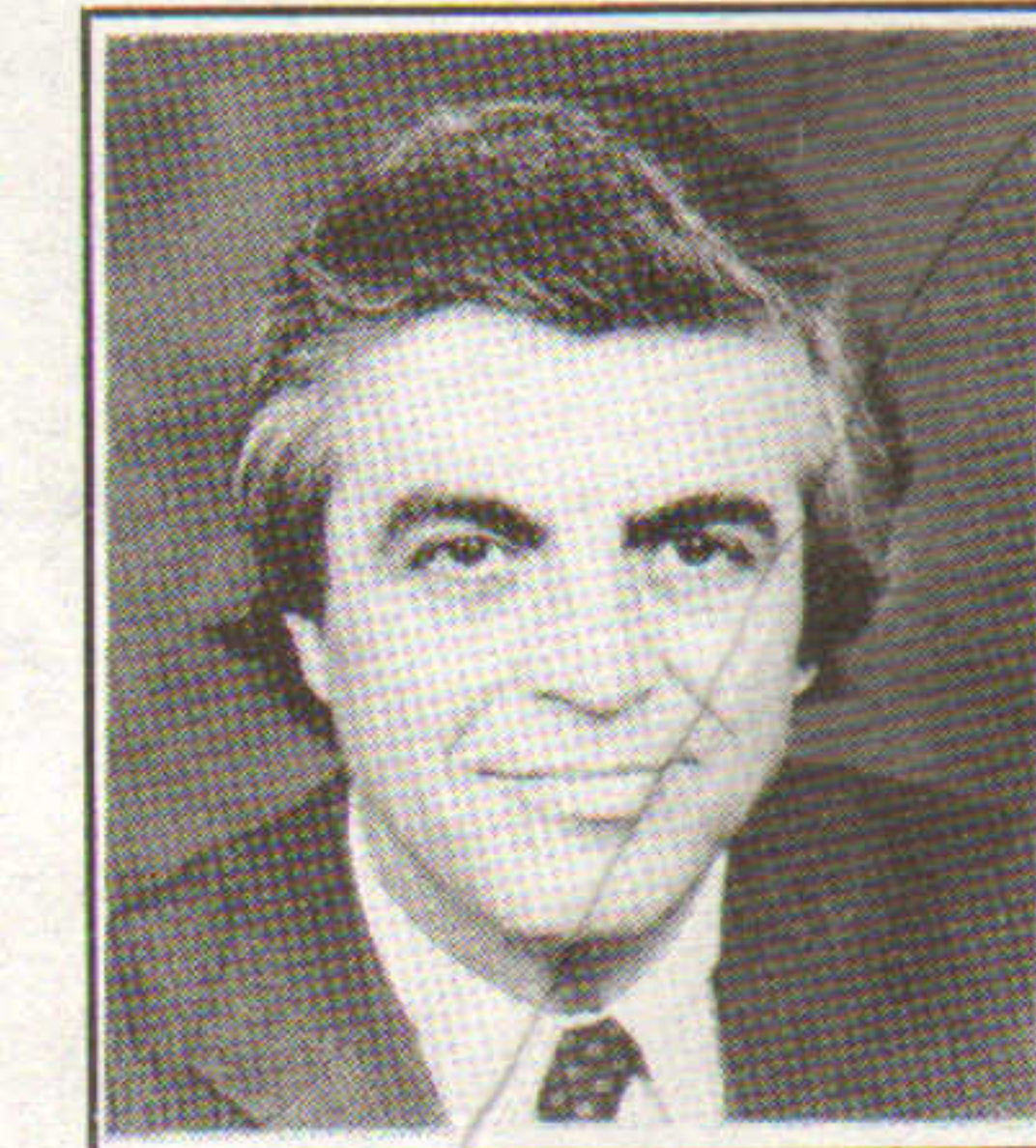
Dan Jones  
GRIBBEL, WASON & JONES



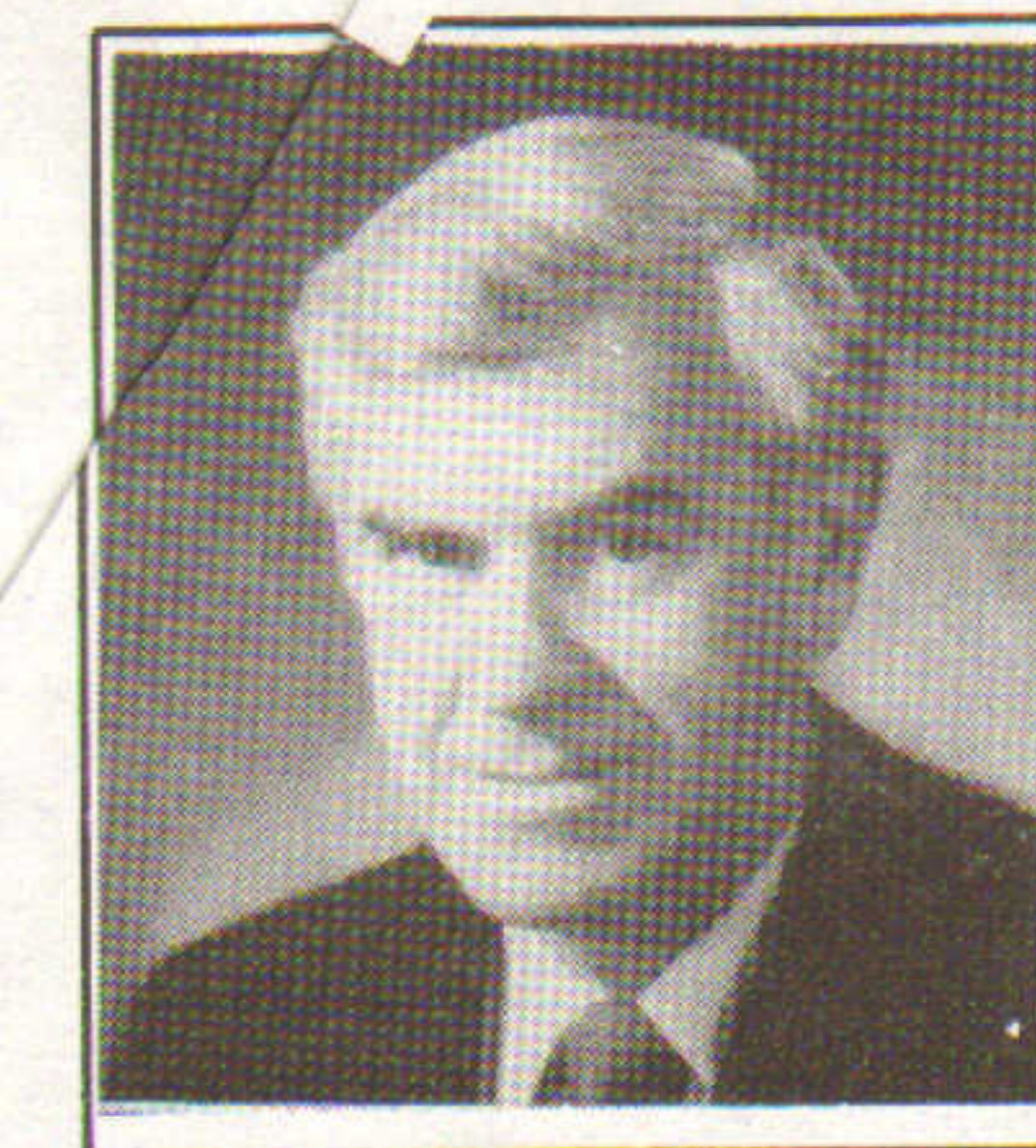
Susan Larkin  
R.E. RESOURCES, INC.



John Ryan  
RYAN, ELLIOTT & COMPANY



Donald Moulton  
DITH & GREW



Thomas Flatley  
THE FLATLEY COMPANY

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# JULY

Gregory Lucas of Codman Co. leases 83,000 s/f for Marcus Org. to Lotus Dev. at One Canal Park, Cambridge.

Regency Co. plans \$60m New Haven multi-use: 204 apts., offices, garage, recreation space; Kagan Co. architect.

Leggat McCall/G&E and Commercial Facilities cobroker \$23.7m Apple Hill Technology Park sale in Tewksbury, Mass.

Corcoran Mullins Jennison tops off \$16m 237 unit Avondale in Laurel, Md.; joint venture with Mortgage Growth Inv.

Boulos Co. starts 31,000 s/f first building at Eastern Mall Office Park in South Portland; plan two more, 62,000 s/f.

Vaughan Pratt of LandVest sells \$6.75m Bar Harbor Inn in Maine with Island Realty to David Witham of N.H.

Brooks Properties plans \$60m 370,000 s/f twin office towers in Methuen, Mass. with health-fitness facilities, parking.

Jerry Sybertz of Coldwell Banker brokers sale of 13,000 s/f Boston building for Sprague Bros. for \$1.1 million.

Satter Cos. breaks ground for \$1.3m recreation center at Deer Park in N. Woodstock, N.H.; 16,700 s/f facility.

R.W. Granger & Sons completes first phase (28 townhouses) at \$12.5m Quail Run in Shrewsbury; Unihab designer/developer.

Evans Enterprises buys \$5.75m 120,000 s/f Ward Hill Ind. Park building from Bartex Industries in Lowell.

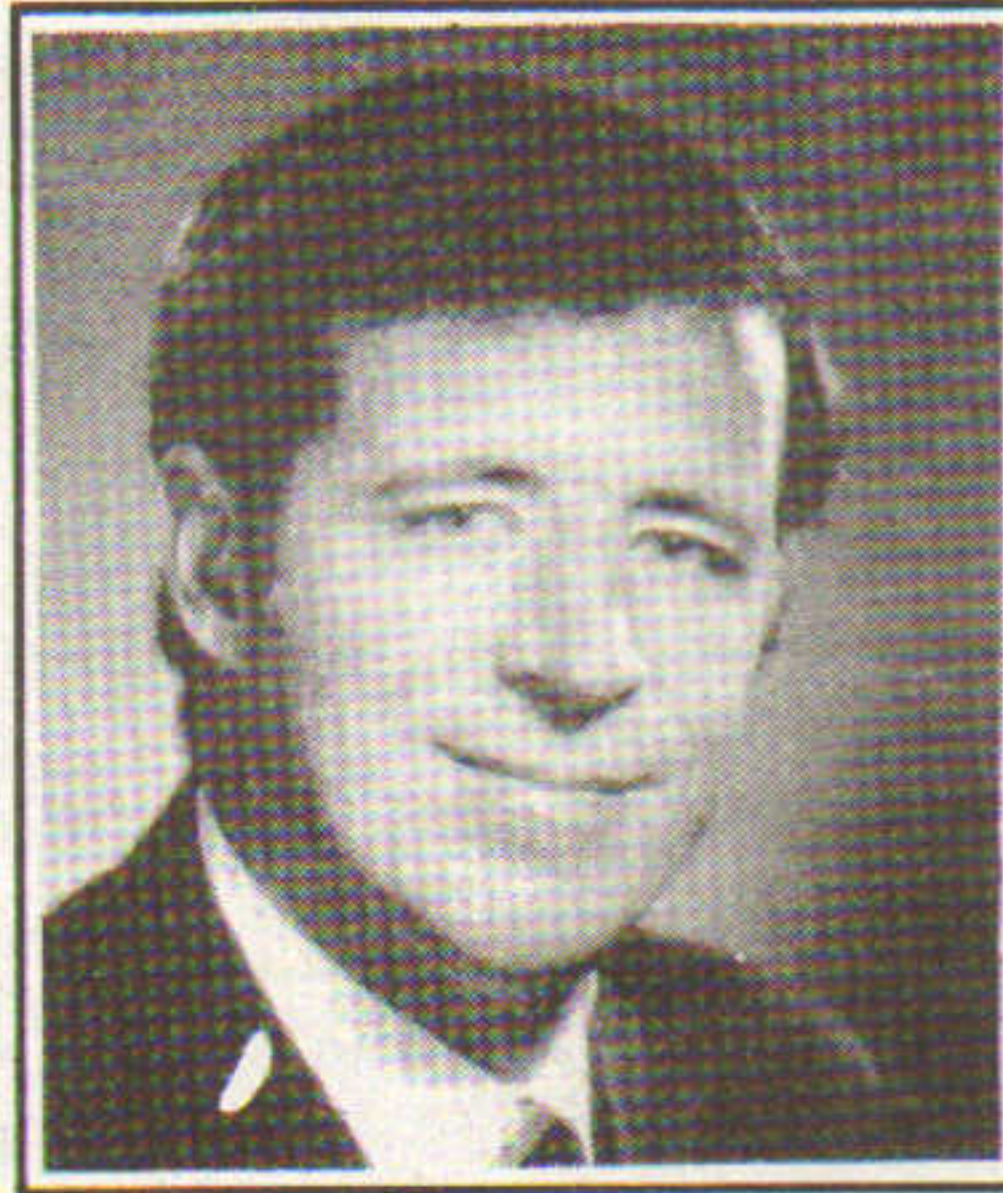
Burns/Taupier R.E. brokers \$13.5m 203,000 s/f building on 183 acres in Holyoke for Wang to Monarch Capital Corp.

Boulos Co. starts 58,500 s/f Turnpike West Business Park in Portland; Sheridan Corp., contractor; Coastal Bank loan.

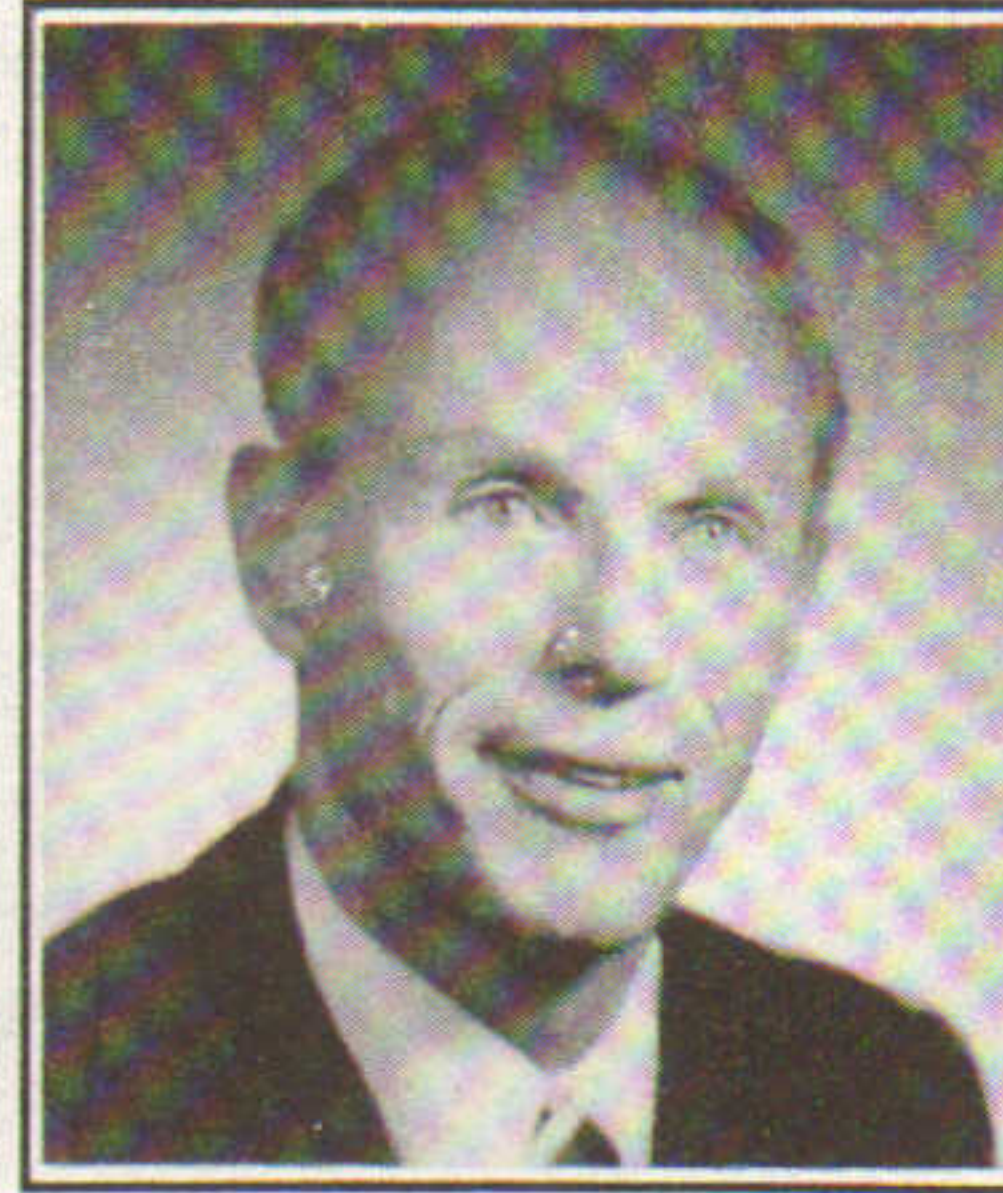
Trammell Crow starts 50,000 s/f offices/R&D at Metro West Business Park in Westboro; plan 400,000 s/f in 5 bldgs.

D. Cavanagh & J. Claffey of Hunneman Commercial lease 191,920 s/f for Tedeschi Realty to Reebok & Wear Guard.

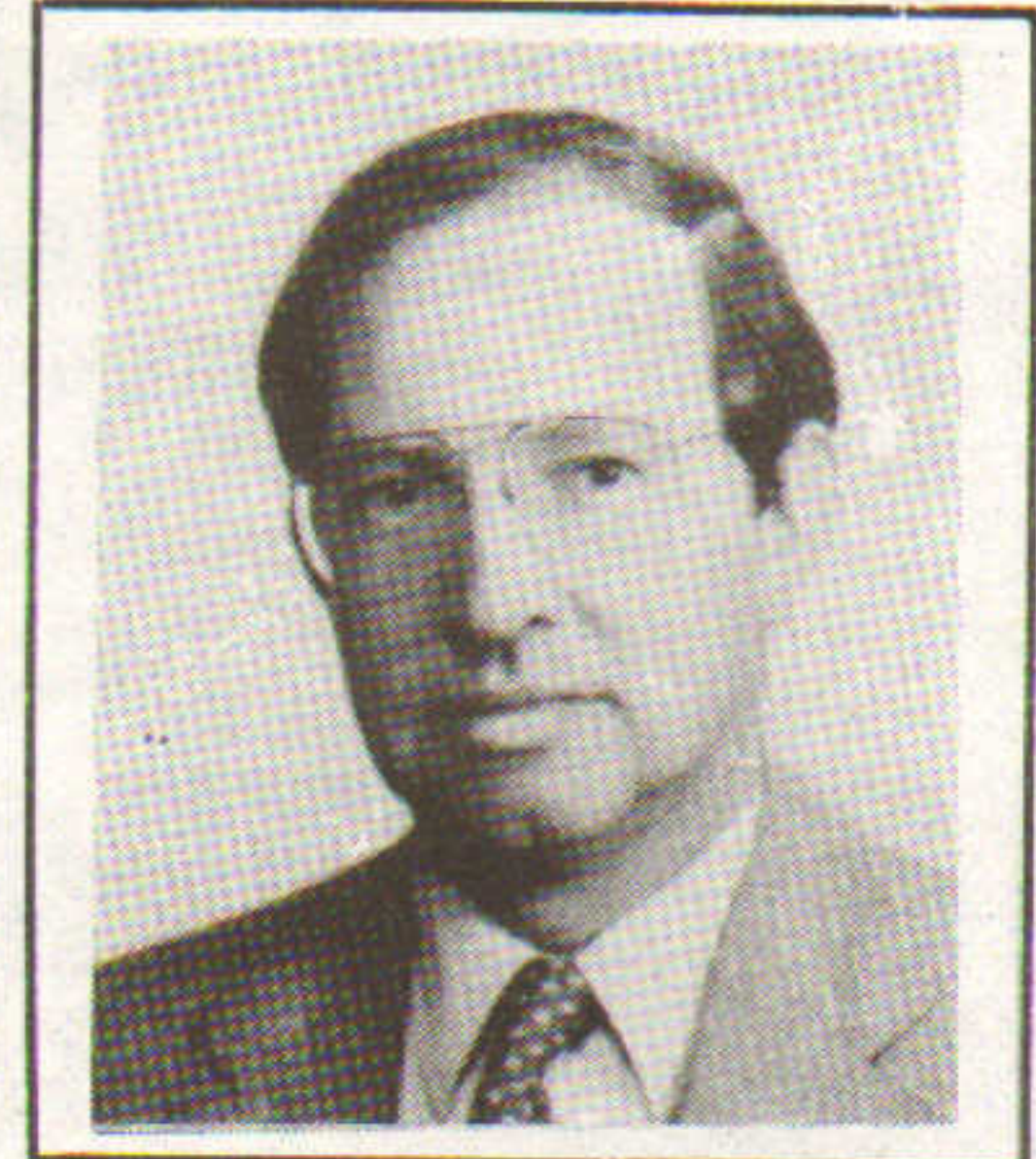
Zussman Dev. Group buys 52,400 s/f strip malls in Saugus from Augustino Luongo for \$5 million.



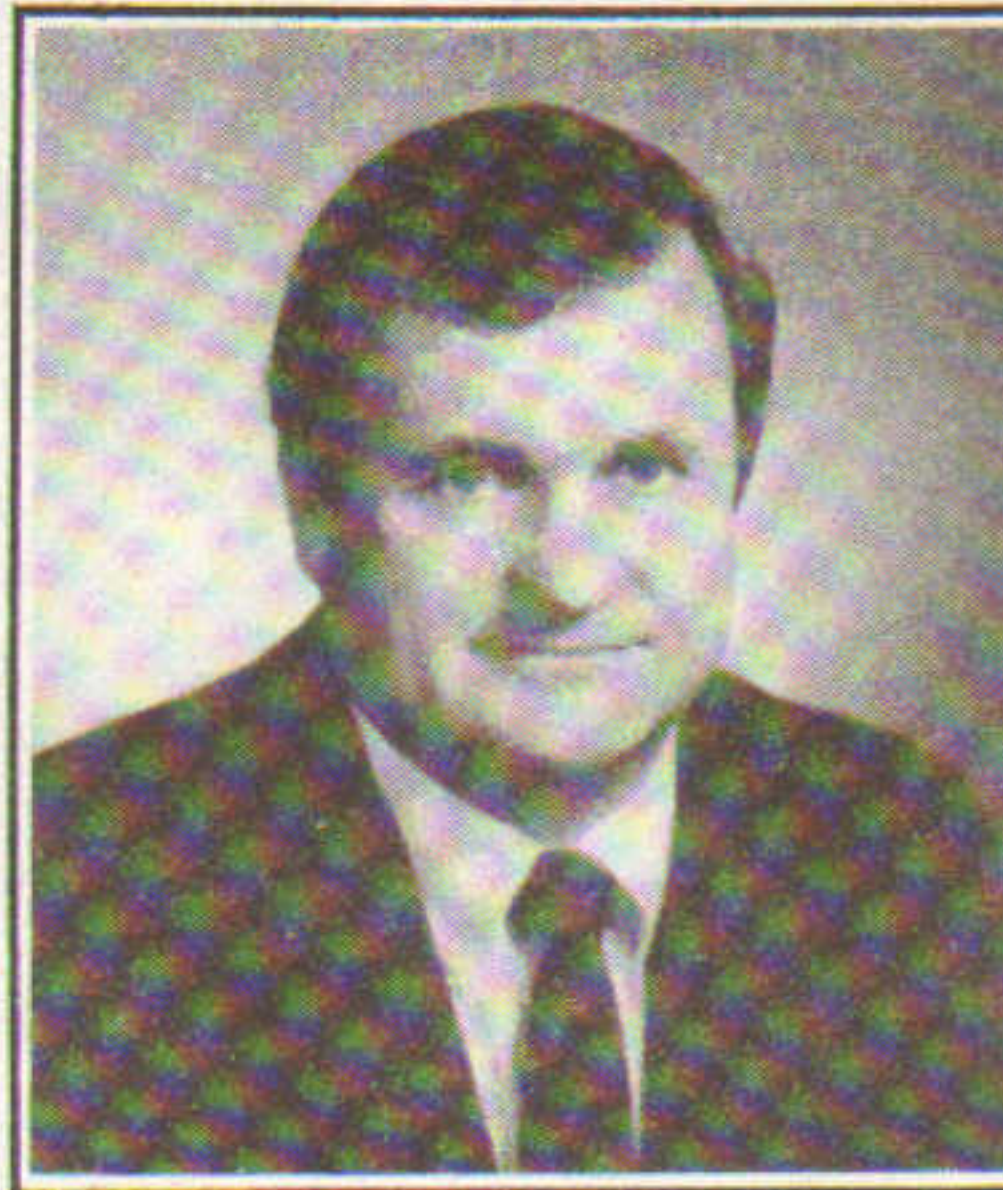
William McCall Jr.  
LEGGAT McCALL



Fred Maretz  
LEVEY, MILLER, MARETZ



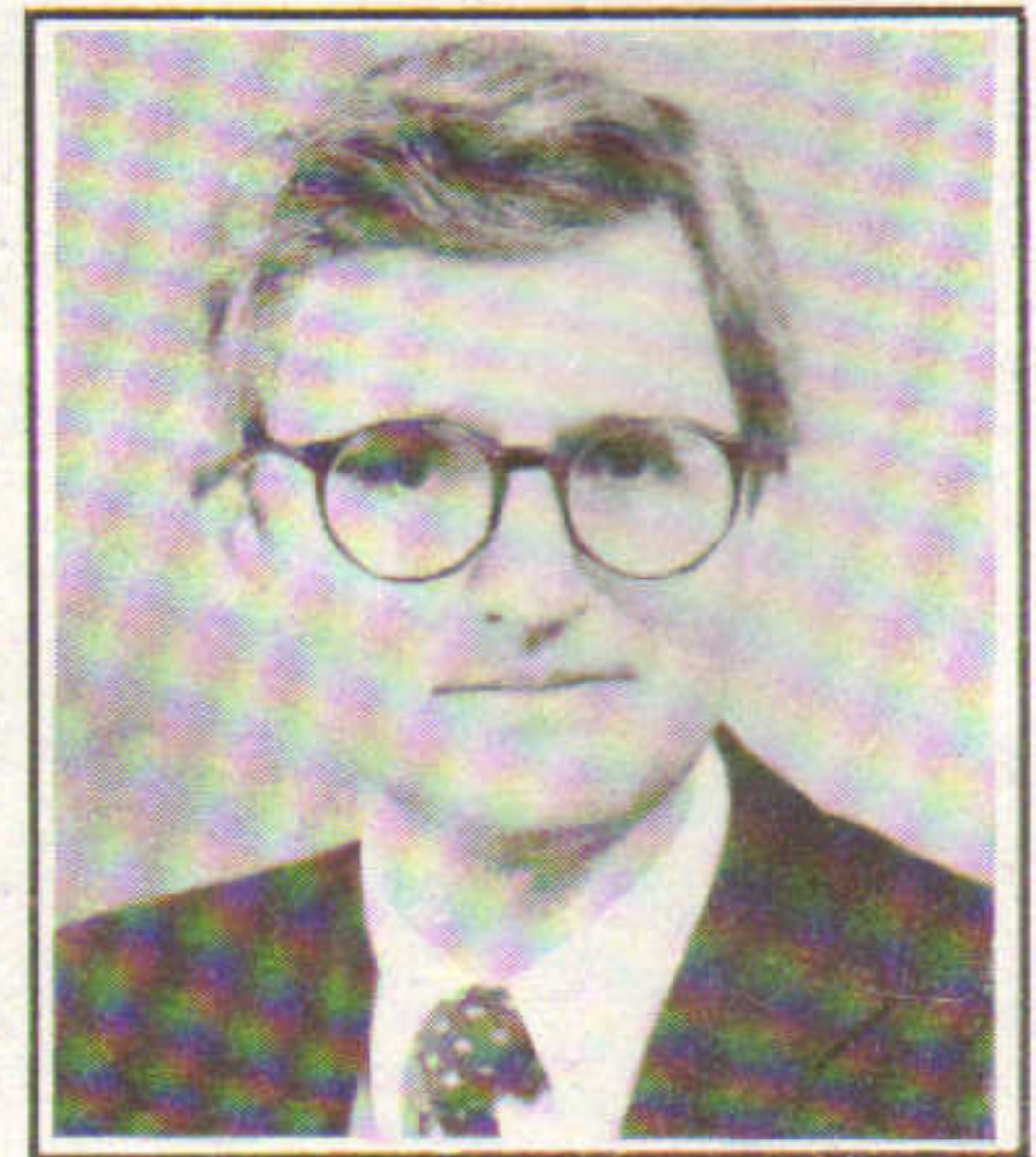
Lewis Heafitz  
HEAFITZ & COMPANY, INC.



Donald O'Neill  
CONDYNE, INC.



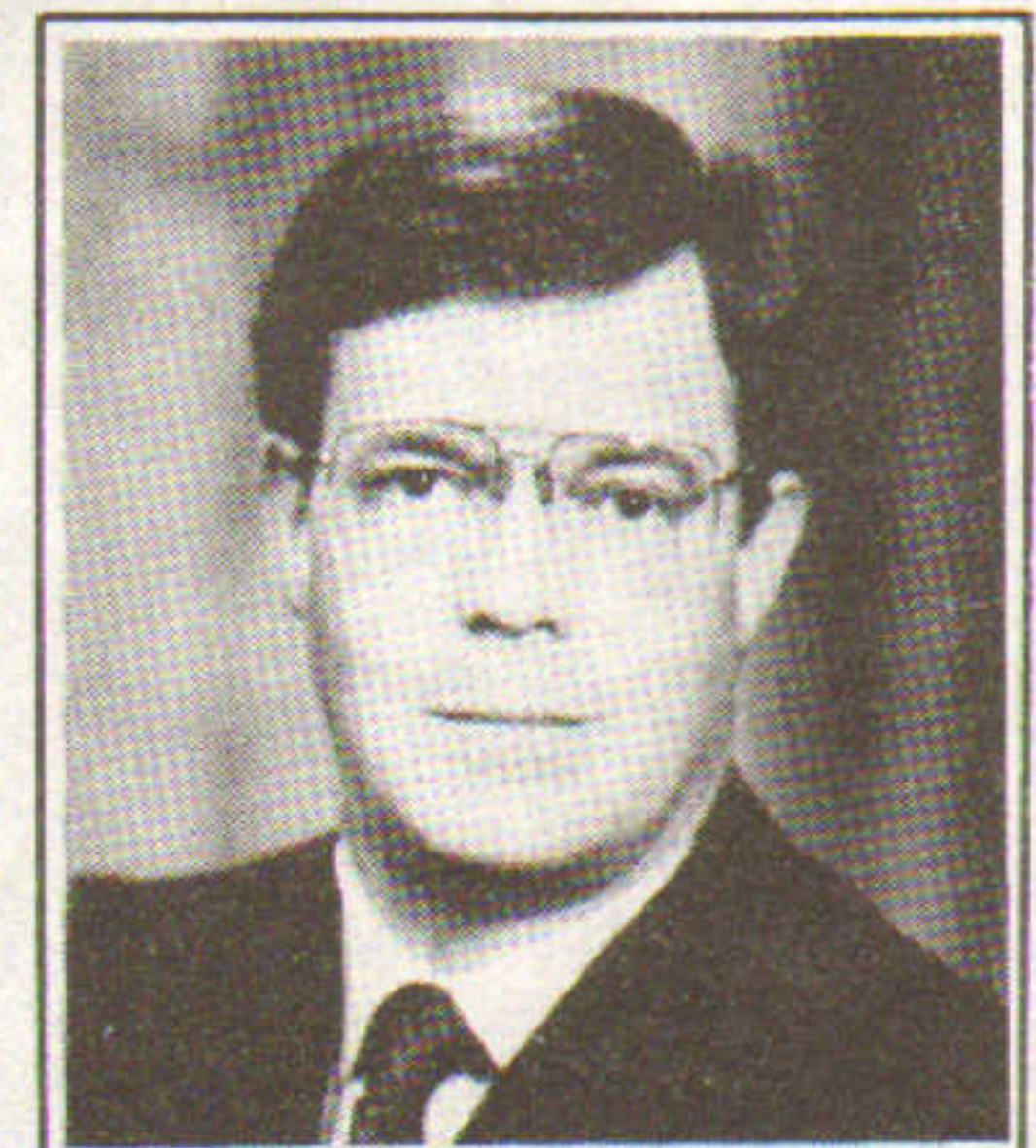
Barry Horowitz  
COOPER-HOROWITZ INC.



Peter Blampied  
BOSTON 5 CENTS SAV. BANK



Richard Galvin  
TRAMMEL CROW CO.



John Cavanagh Jr.  
CAVANAGH-FRITZ COMPANY



Shephard Brown  
THE NILES CO.



Sidney Rosenthal  
MEREDITH MANAGEMENT



*With our first decade of excellence  
behind us, we look forward to the next,  
and want you to be a part of it.*

*Best wishes for 1988.*

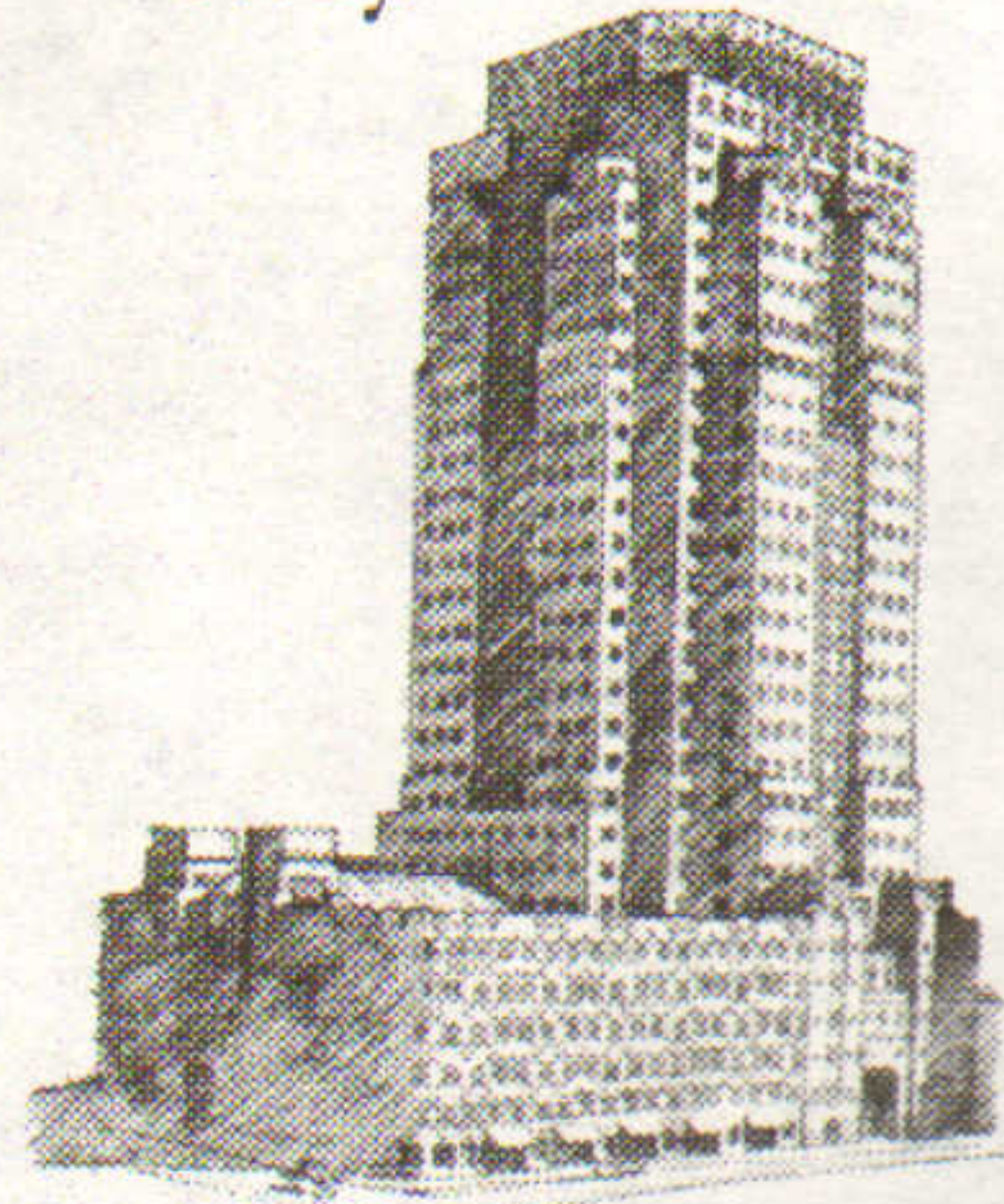
BOSTON FINANCIAL CONSULTING GROUP  
1977-1987  
David S. Kirk • David S. Dodge  
Douglas P. Koch • Patricia R. McGann  
Barbara F. Smith • Lise St. Germain

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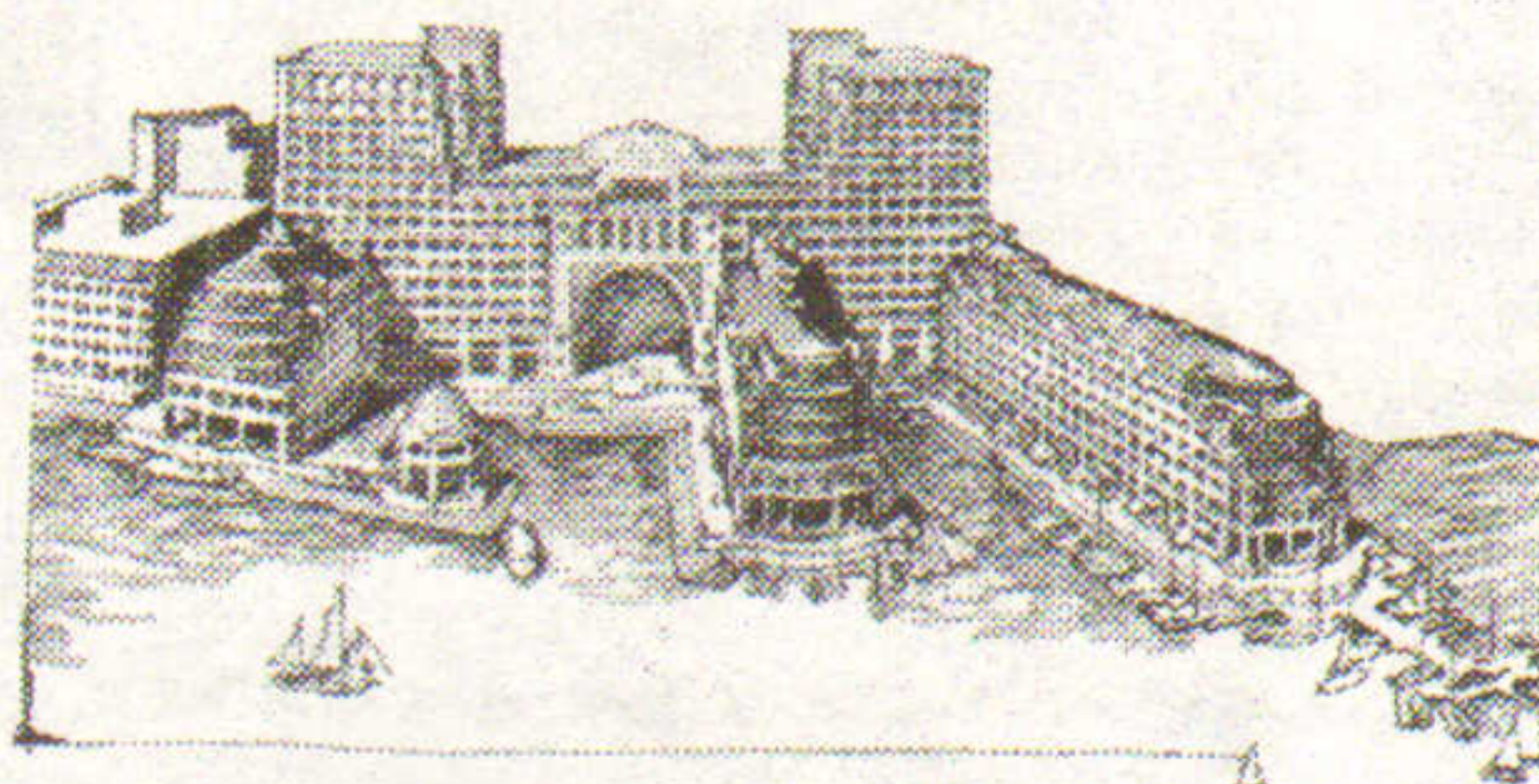


The Beacon Companies is pleased to record the signing of leases with the following firms in 1987. As an investment builder and owner-manager, we are pleased to count these distinguished firms among our important tenants.

We extend our thanks to these companies and to all of our tenants who have favored us with their space commitments, for the most active and rewarding year in our company's 41-year history.



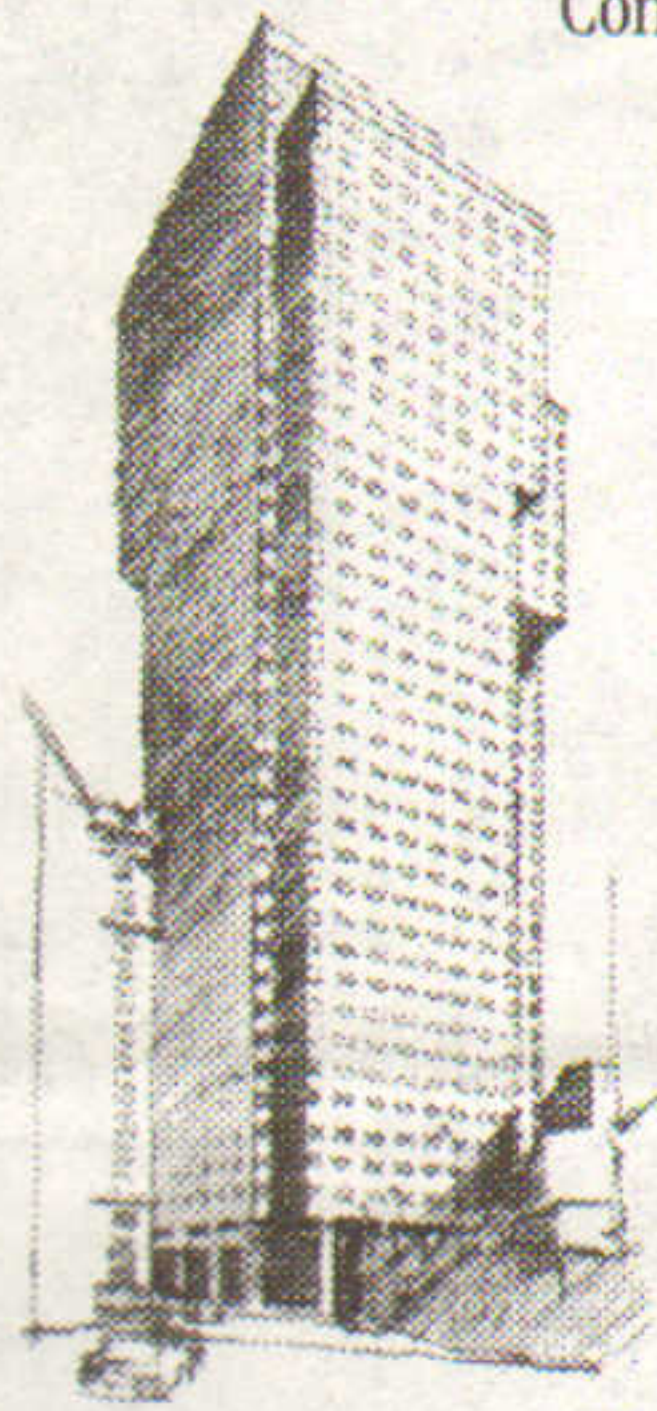
**75 STATE STREET**  
Warner & Stackpole



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Automotive Maintenance and Prevention Services • The Beacon Companies • Beacon Hotel Corporation • Beacon Management Corporation • Bon Vivant • Boston Capital Planning Group, Inc. • Boston Waterfront Realty Corporation • Clark & Gianatasio, Inc. • Combined Properties, Inc. • Robert M. Currey & Associates, Inc. • General Electric Information Services • Grantham, Mayo &

Van Otterloo • Guest Quarters Suite Hotels • Hambrecht & Quist, Inc. • Josephthal & Company, Inc. • Mortgage Growth Investors • Novation Design Corporation • Otis & Ahearn Real Estate, Inc. • Peabody & Arnold • Pell Rudman, Inc. • Rubin & Rudman • The Shoppes at Rows Wharf, Inc. • United States Fire Insurance Company • Westinghouse Credit Corporation • Westmark Real Estate Investment Services



**ONE POST OFFICE SQUARE**

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**CENTER PLAZA**

AT&T Information Systems, Inc. • Camp, Dresser & McKee, Inc. • Commonwealth Cooperative Bank • Coordination Council for North American Affairs Office in Boston, Republic of China • HBM/Creamer, Inc. • Sanford A. Kowal • Northwestern National Life Insurance Company • Weight Loss Clinic of Massachusetts, Inc. • Weiss, Angoff, Coltin, Koski and Wolf, P.C.

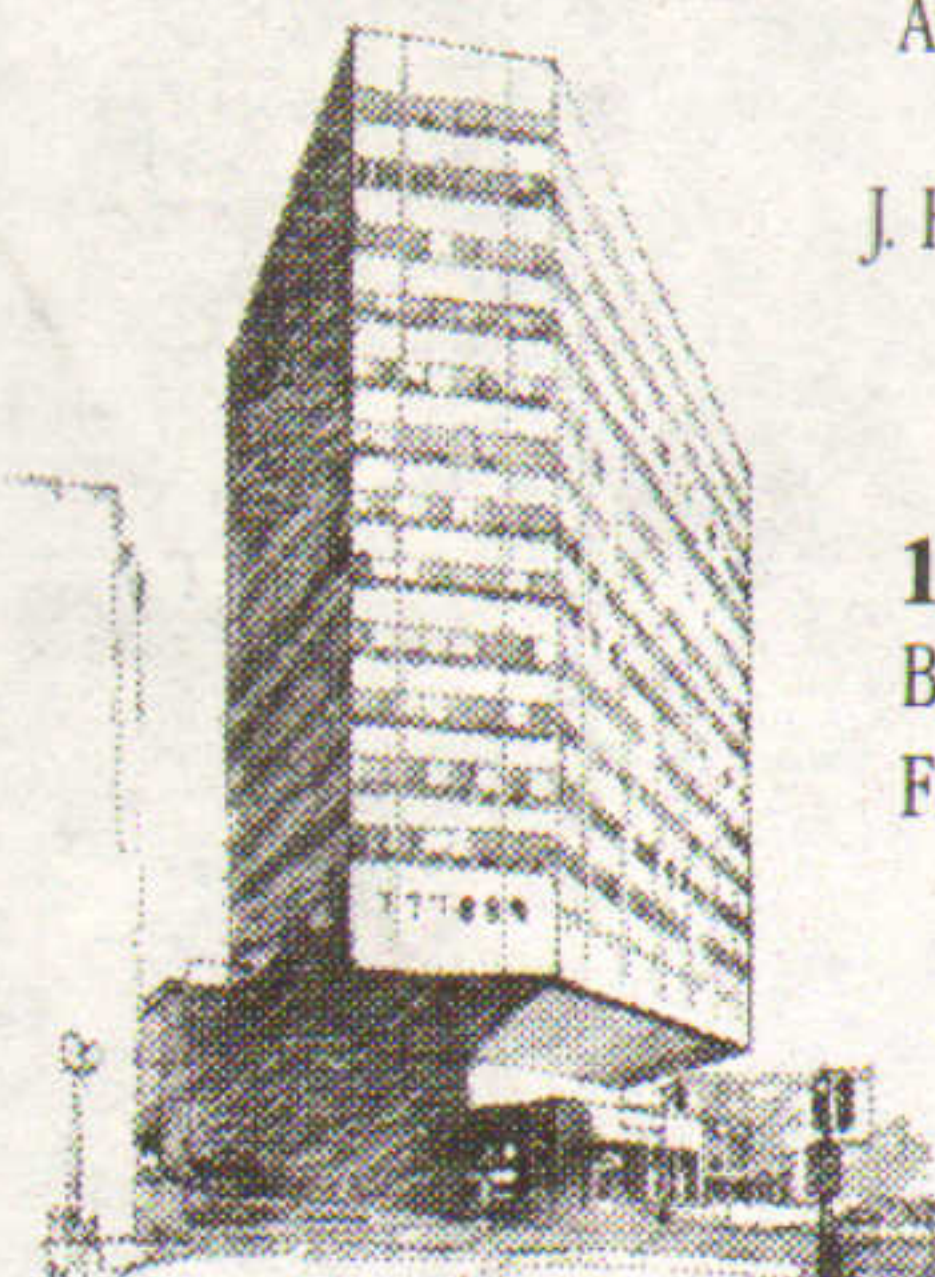


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The Austin Company • Donal B. Barrett • Bennett & Concannon Associates, Inc. • Bergson Ice Cream & Food Shops, Inc. • Boston Resources Financial Group, Inc. • Consulting Statisticians, Inc. • Daewoo International (America) Corporation • The Executive Career Resource Group • General Motors Corporation • Haussermann, Davison & Shattuck • Hearst Business Communications, Inc. • EM. Howell & Company • ICMA Retirement Corporation • Independence One Mortgage Corporation • Industrial Risk Insurers • Kellogg, Gardner & George • Jane V. King and Kenneth J. Zises • Mage Centers for Management Development, Ltd. • Marubeni International Electronics Corporation • Nagler and Company, Inc. • Safer Agro-Chem Inc. • Richard L. Seegel • The Upjohn Company • Wellesley Development & Construction Company, Inc. • David A. White • Whitman & Howard, Inc. • William Foley Corporation • The Wyatt Company

**WORCESTER CENTER**

Amgro, Inc. • Central Massachusetts Health Care Foundation, Inc. • KMG Main Hurdman, MFC Mortgage Company, Inc. • J. Herbert Sullivan Insurance Agency, Inc. • Touche Ross & Co.



**175 FEDERAL STREET**

Baybanks, Inc. •  
Fiduciary Trust Company

**The  
Beacon  
Companies**

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# JULY

Kuzmak-Olins R.E. negotiates \$6.5m John Hancock financing for David Lattizori's 62,000 s/f offices, garage in Rocky Hill.

Peter Elliot & Co. leases 48,122 s/f for Jaymont Prop. to Safety Ins. Co. at Custom House St. rehab in Boston.

National Properties to build 80,000 s/f multi-use building for Summagraphics Corp. in Seymour, Conn.

Watermill Assoc. starts 130 condo site in Arlington; CBT & Casendino architect; US Trust financing.

C. Detwiller & B. Gallagher of C.W. Whittier broker \$10.3m sale of 165,000 s/f office-mfg. building in Merrimack, N.H.

Richard Mycko R.E. sells \$3.9m 275 acre Rochester, N.H. site to Claude Rancourt for 567 unit adult community.

Vazza Assoc. starts \$28m renovation of 156,000 s/f at 251 Causeway St., Boston; Jung/Brannen Assoc. architect.

The Foundry signs first 9 tenants in Providence; gets \$8.8m UDAG for 1.5m s/f restoration; RGB architect.

S. Plotkin & Assoc. brokers \$1.4m sale of 45,000 s/f in Springfield, Mass. for Upjohn-Gilkey to Roosevelt Assoc.

Provident Inst. for Savings loans \$16m to Sherburne Assoc. to consolidate debt for Nantucket Island properties.

Dorman & Wilson closes \$16m blanket mortgage for Carriage Hill offices, Shopping Ctr. in Westport, Conn.

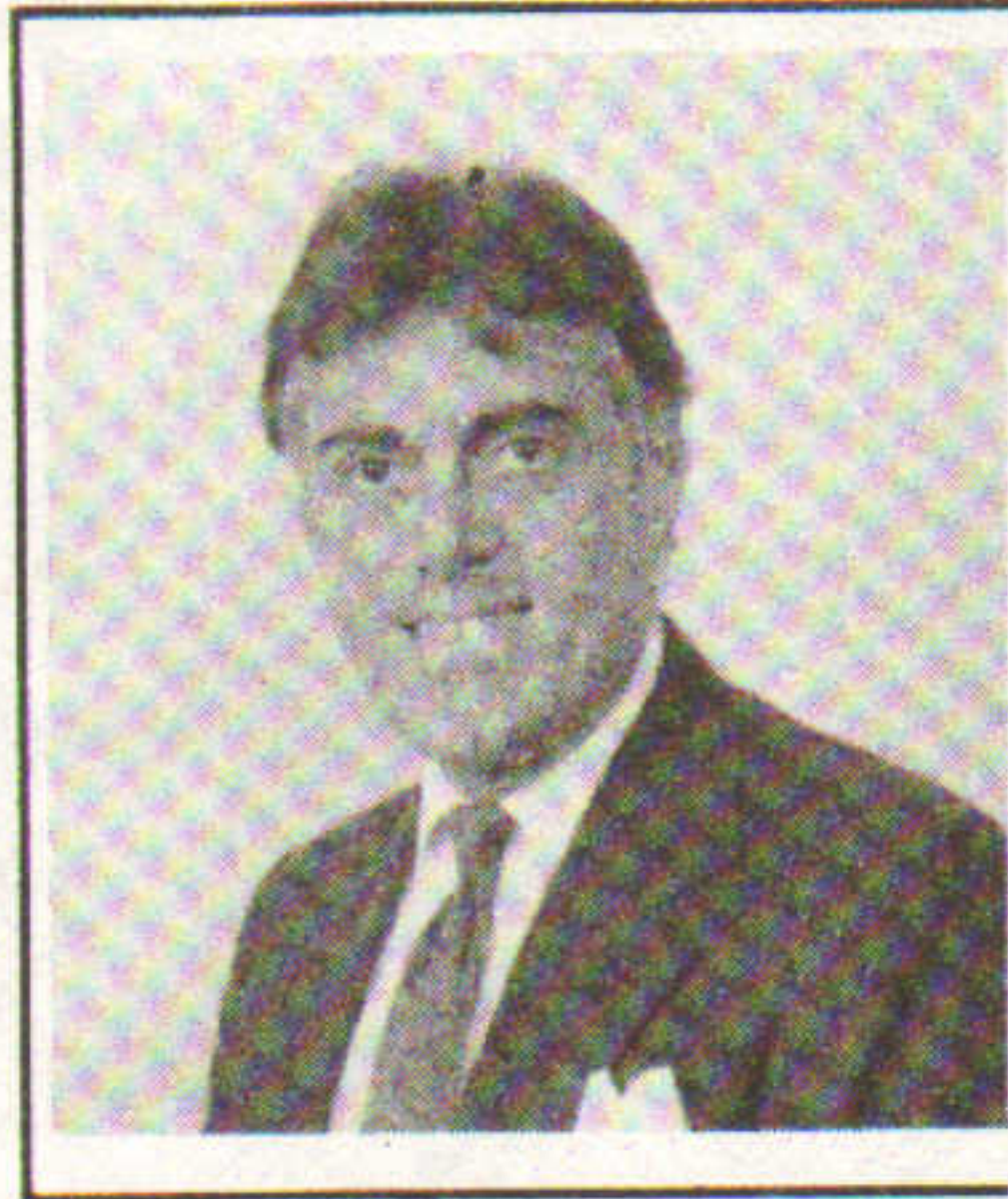
Tsoi/Kobus & Assoc. designs 150,000 s/f warehouse for Juniper Dev. Group at Highview Ind. Park in Tewksbury.

John Keating buys 50,000 s/f \$2m Portland, Conn. shopping center; RWB of Avon represented the buyer.

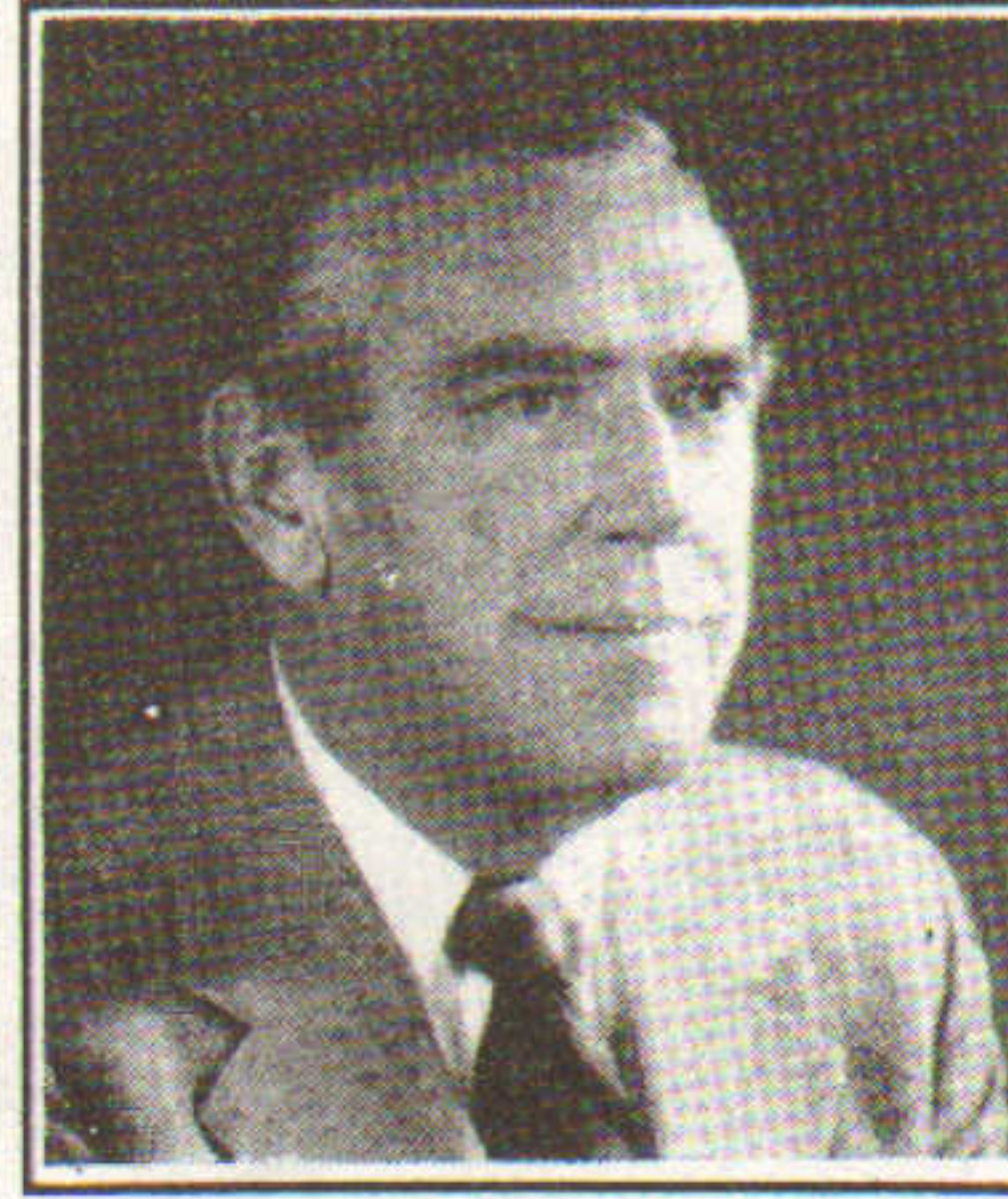
Northland Inv. Corp. names Codman Co. agent for 350 acre Canton Commerce Ctr.; to build 75,000 s/f first building.

Leggat McCall/G&E's R. Fahey, J. Swartz & C. Tosti lease 66,334 s/f in Natick for Ivecor to McCormack & Dodge.

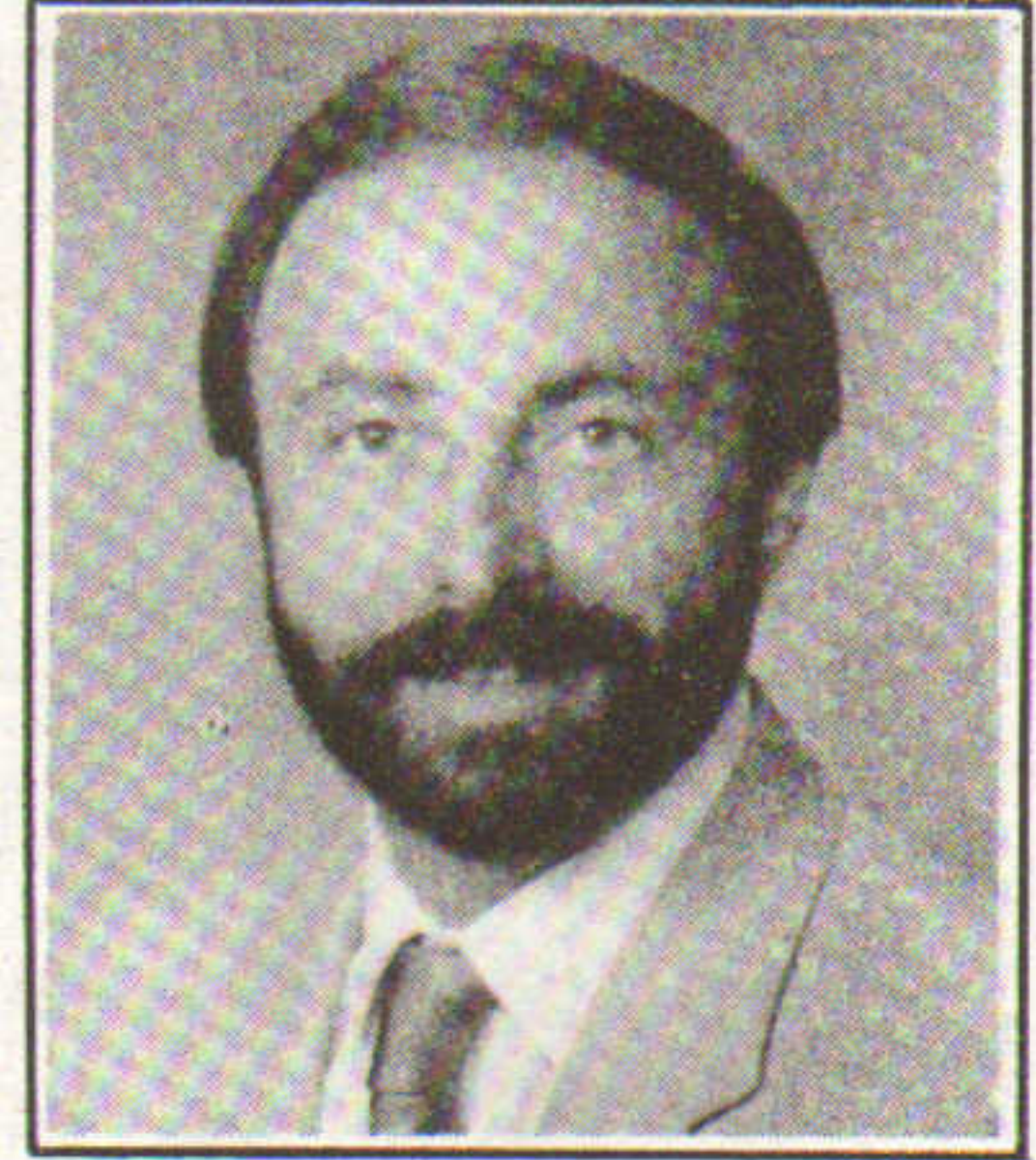
Beal Cos. starts work on 50,000 s/f One Ledgemont Ctr. in Lexington; Jung/Brannen Associates architect.



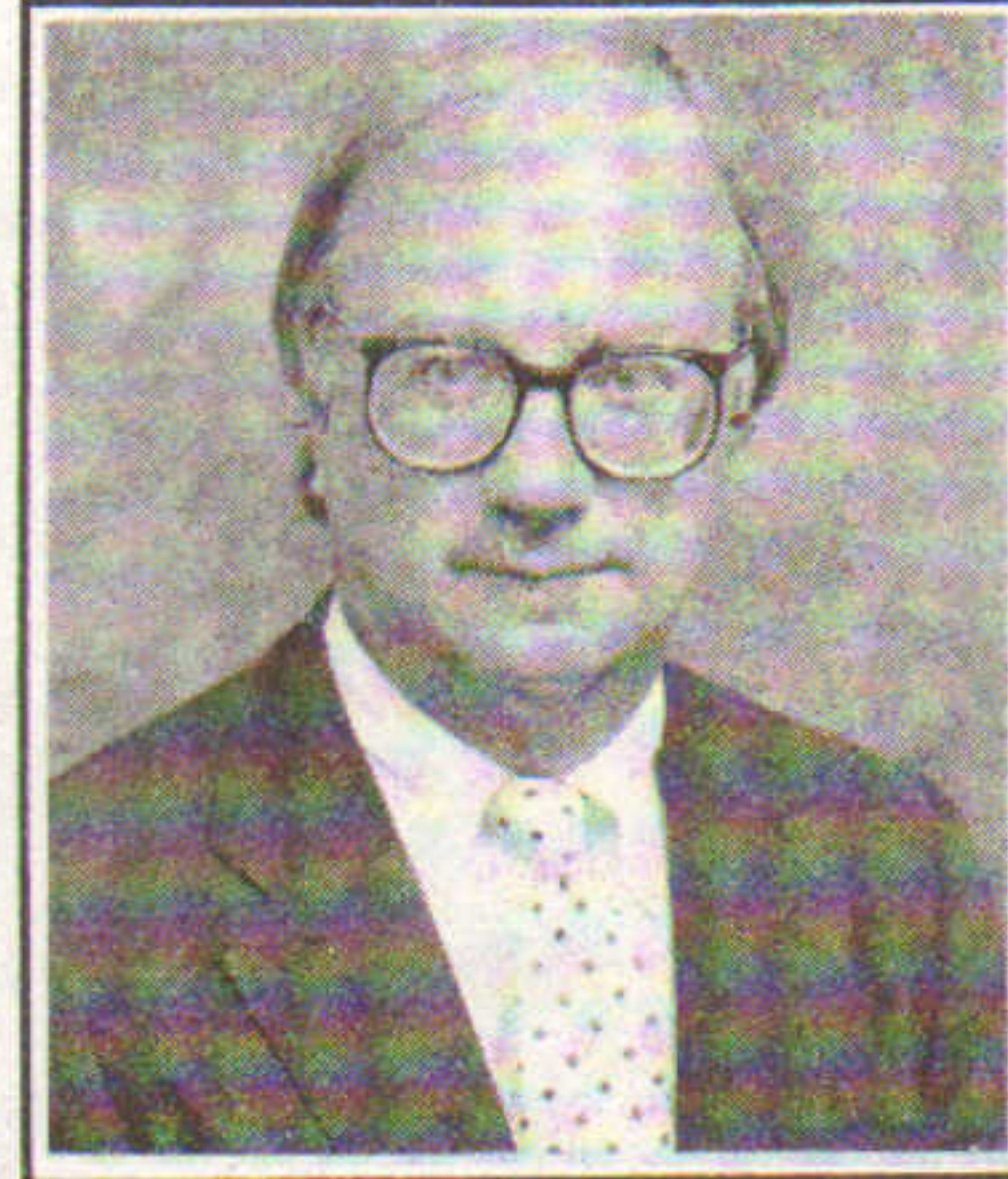
Julius Cavadi  
THE DARTMOUTH CO.



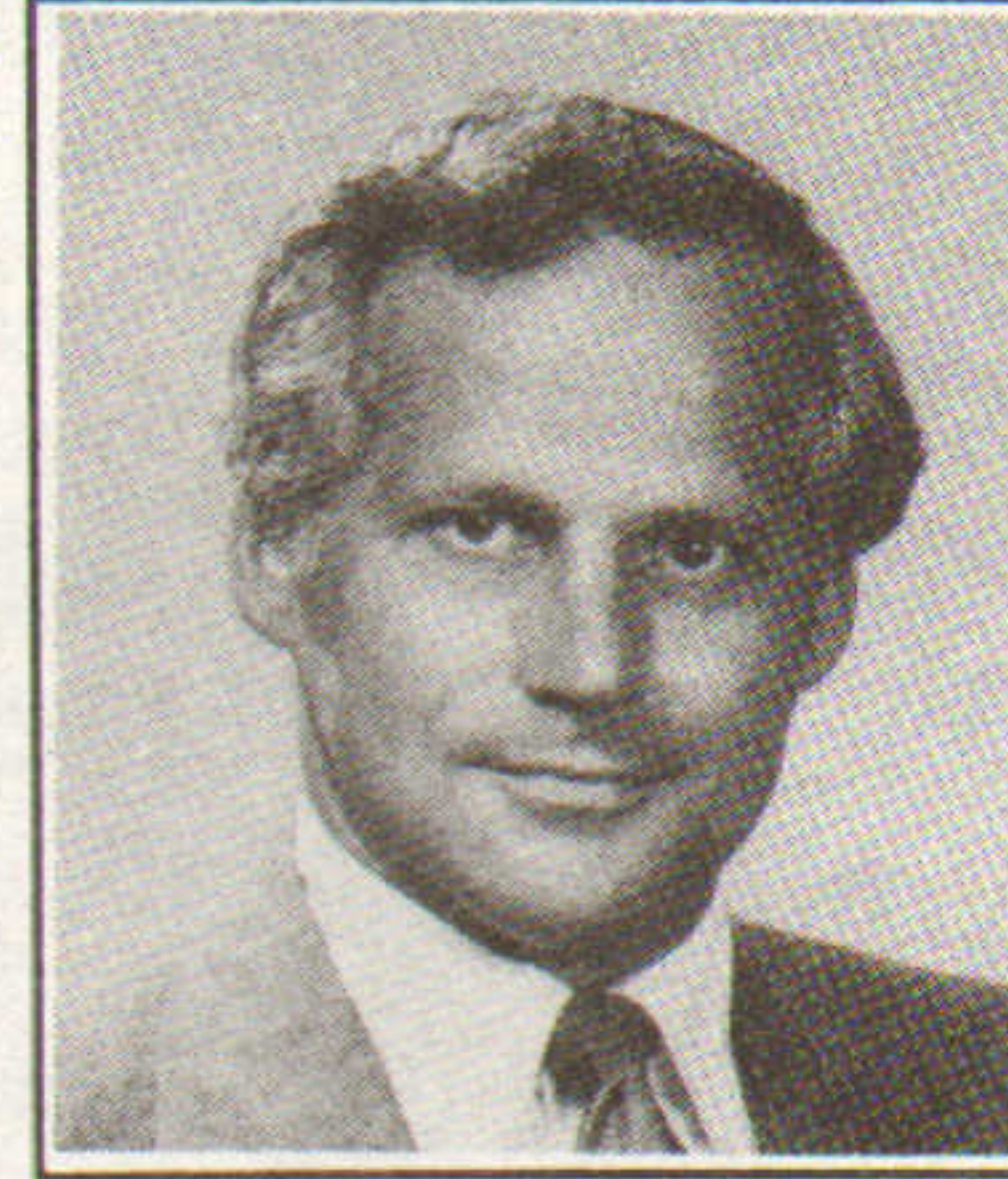
John Fallon  
R. M. BRADLEY & COMPANY



Ralph Calabrese  
R. CALABRESE AGENCY



Peter Benke  
HUNNEMAN COMMERCIAL



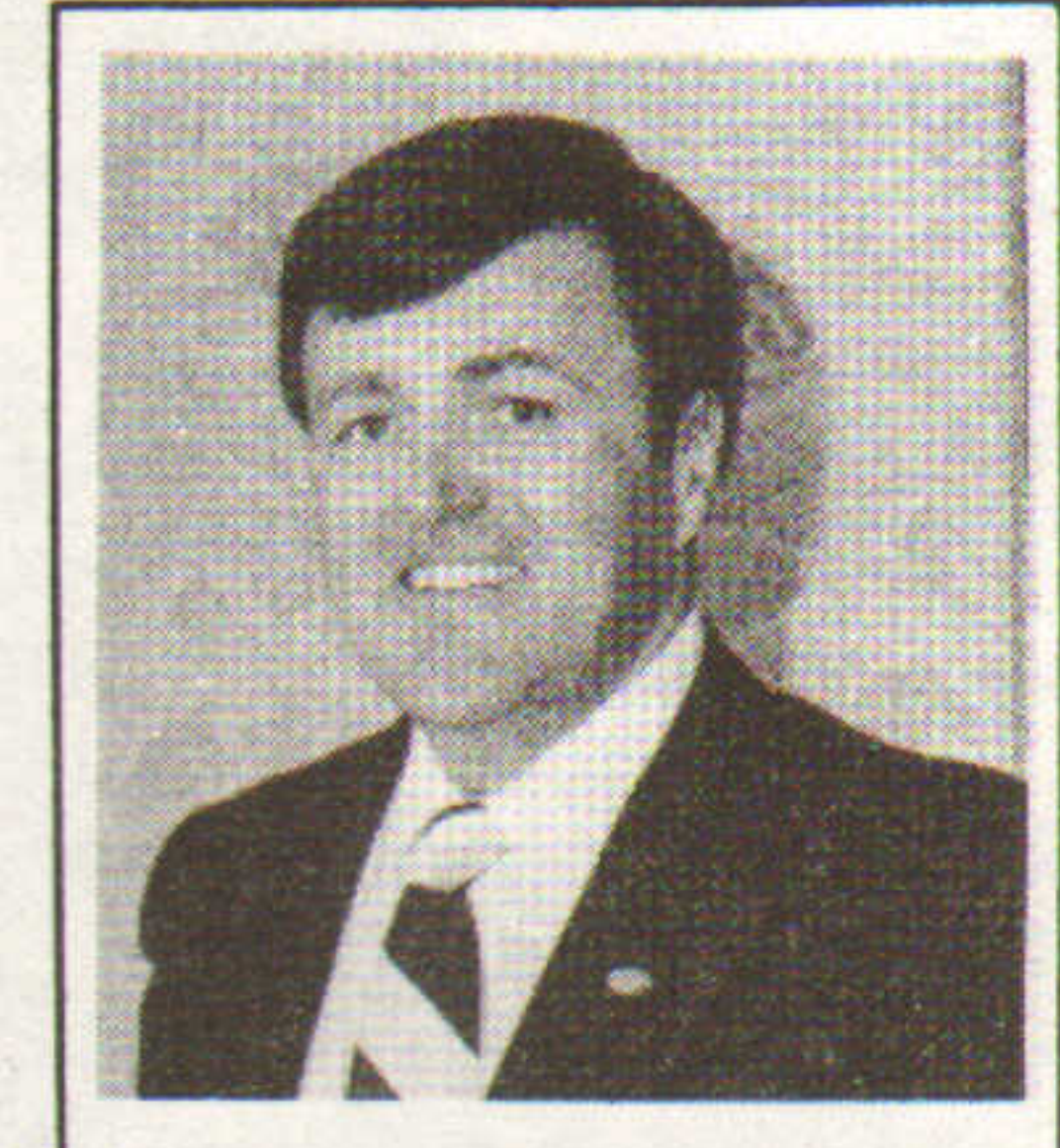
Michael Sucoff  
PETER ELLIOT & CO.



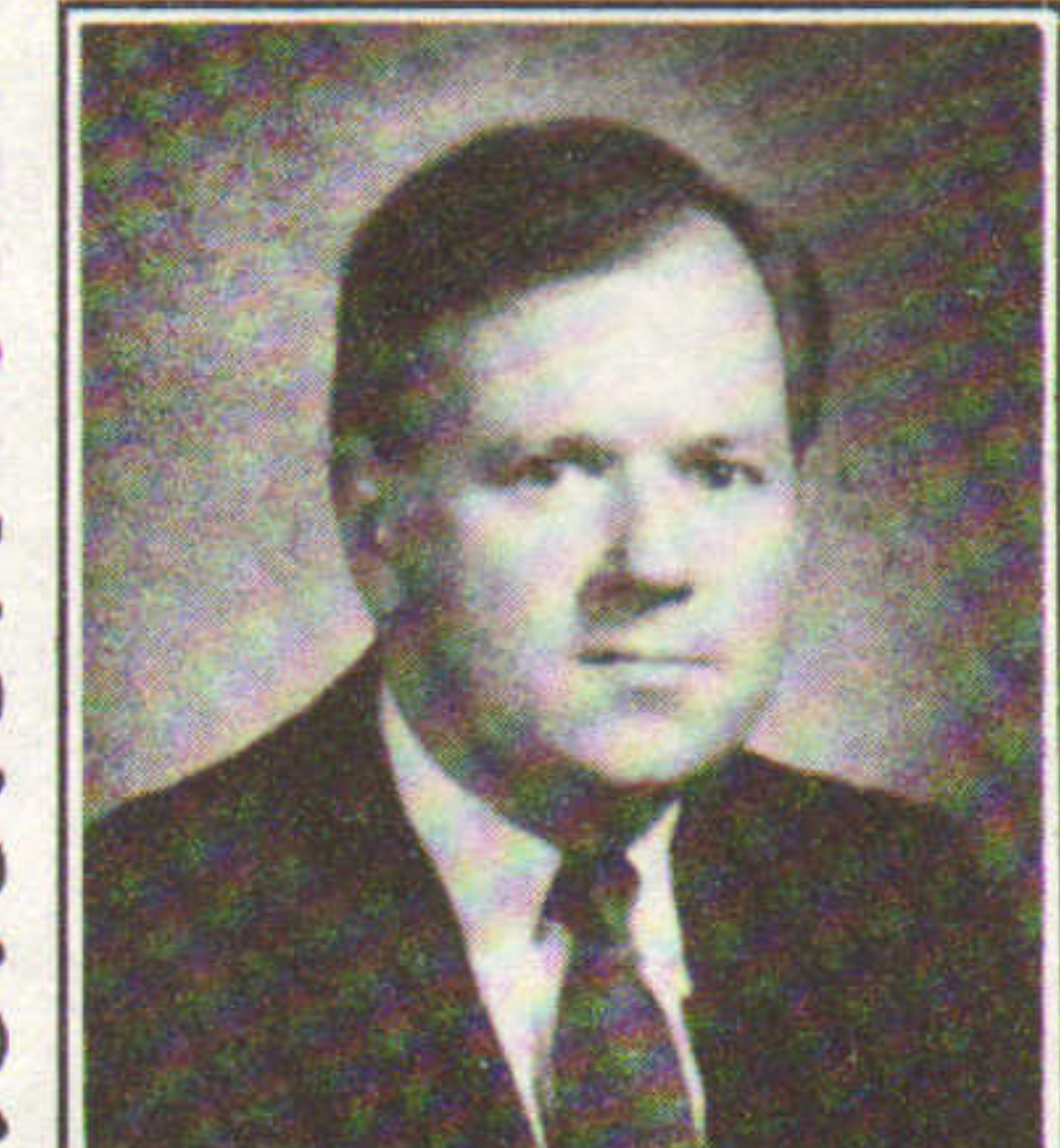
James Marshall  
WM. R. WARBURTON AGENCY



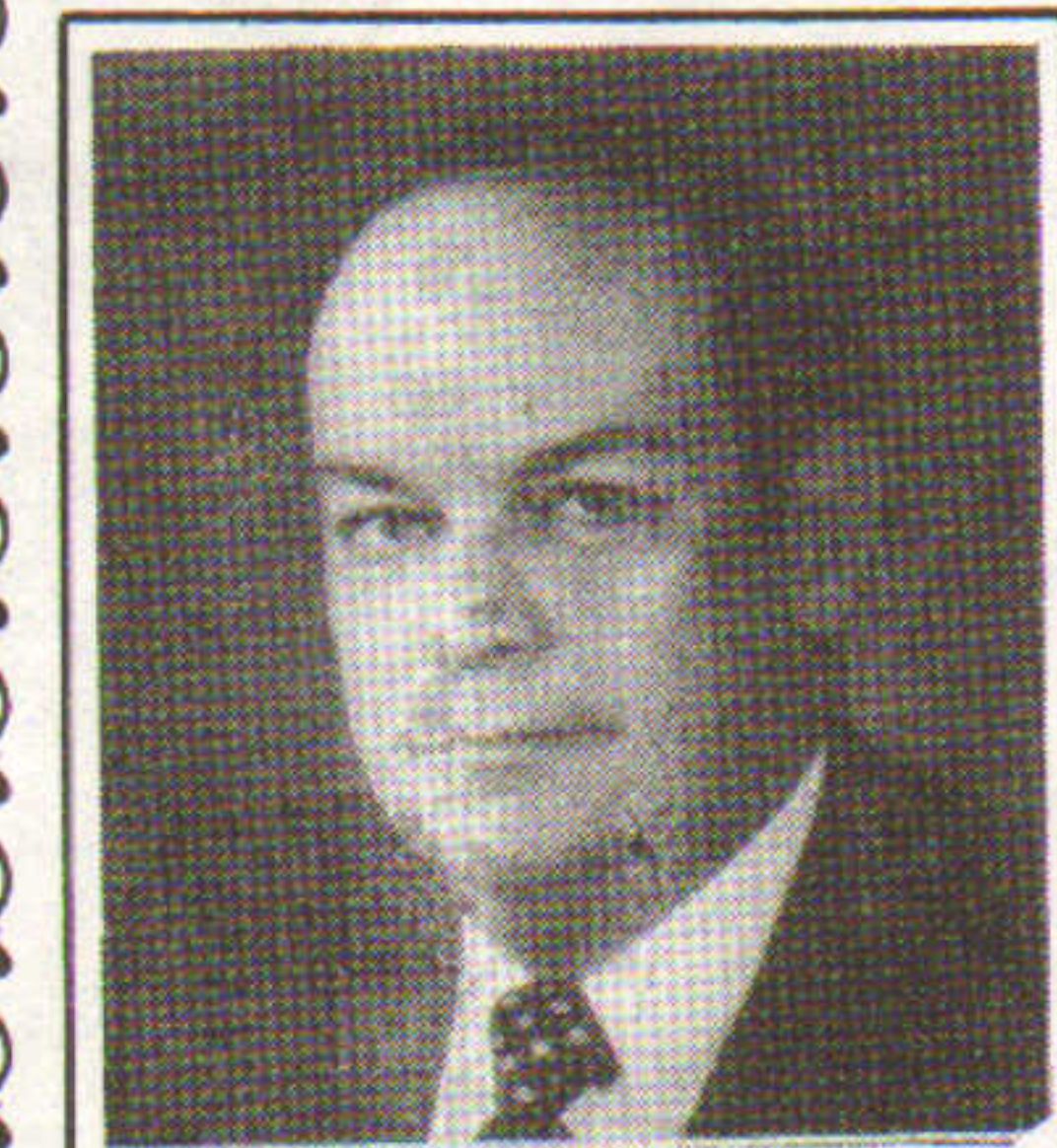
Elliot Ravech  
PETER ELLIOT & COMPANY



C. Brendan Noonan  
C. BRENDAN NOONAN & CO.



Neil Farmer  
RYAN, ELLIOT & CO.



Joel Wilder  
WILDER-MANLEY ASSOC.

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Rene L. Poyant, Chairman  
Marcel R. Poyant, President & Treasurer  
David F. Bisbee, Vice-President

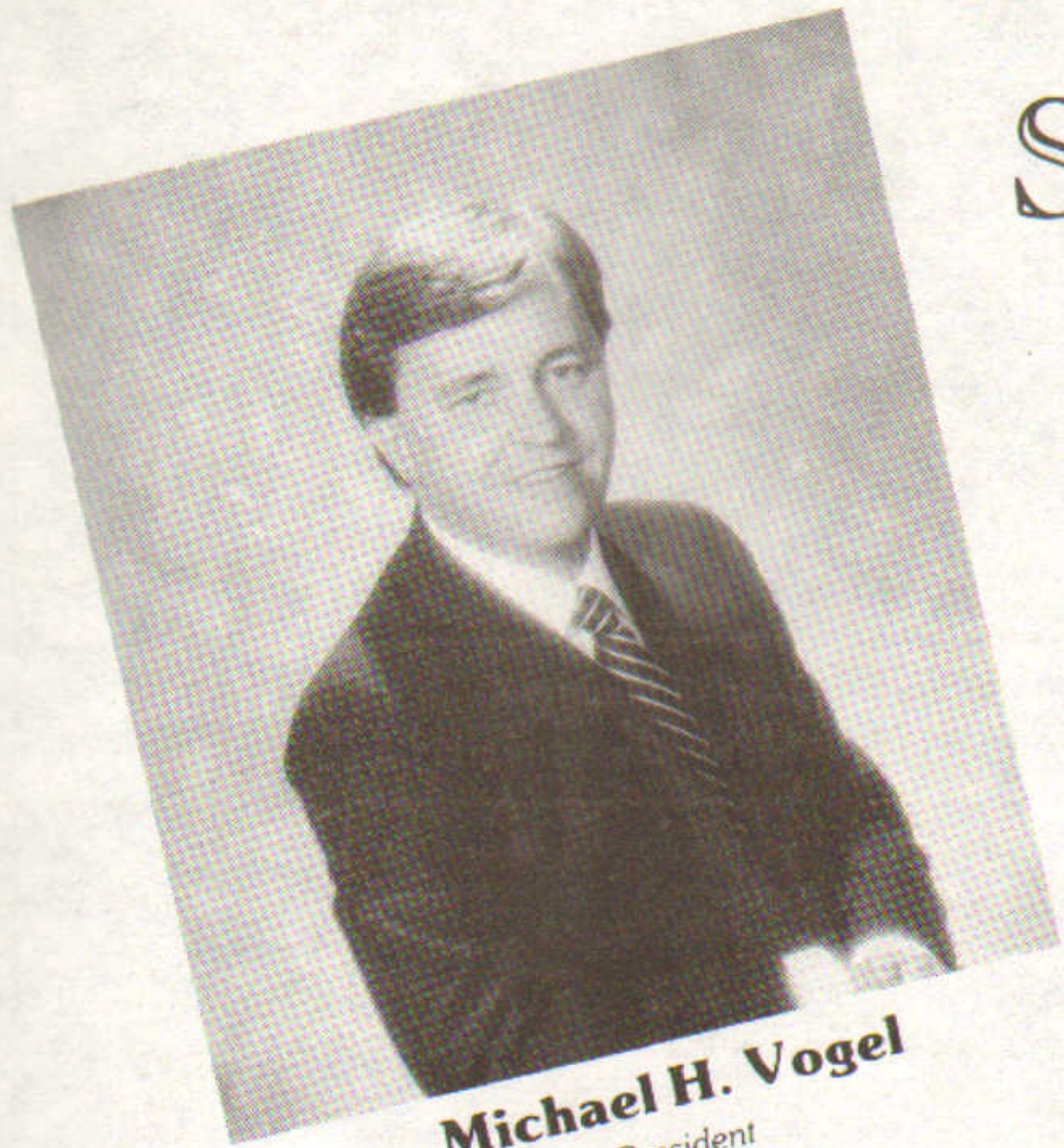


282 Barnstable Road, Hyannis, MA 02601

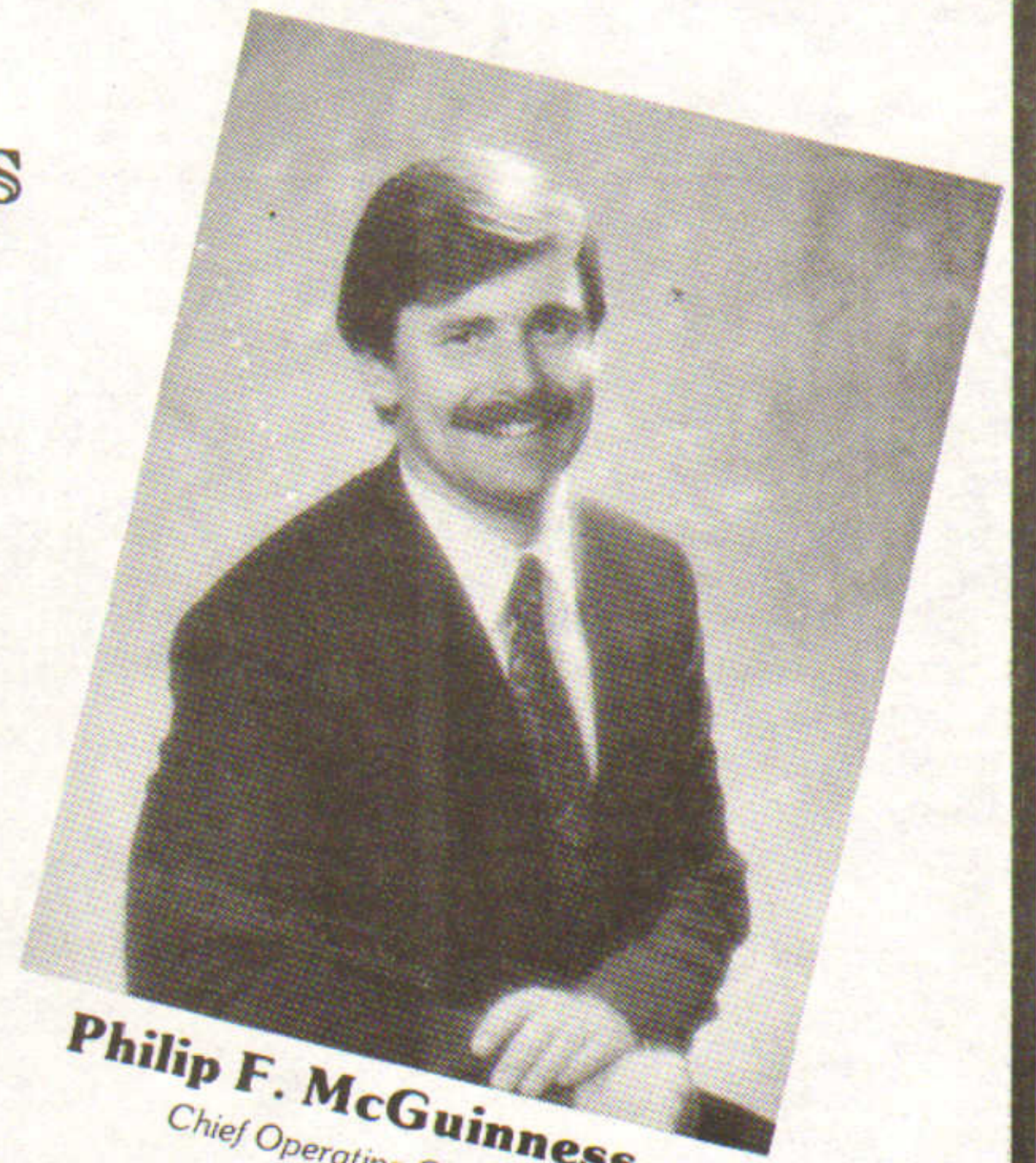
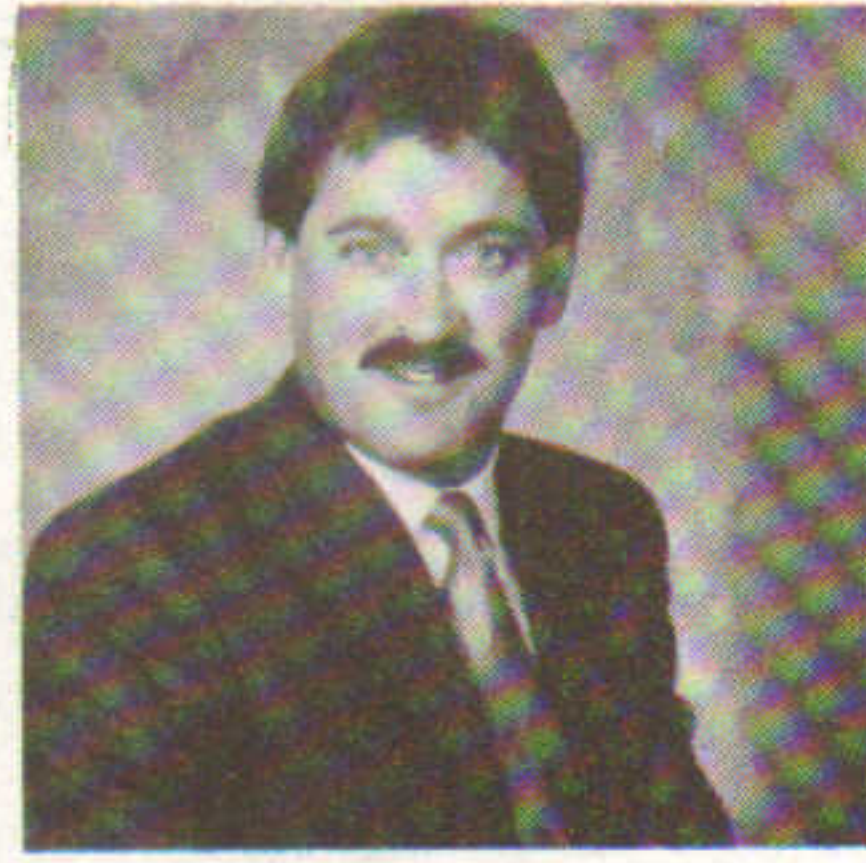
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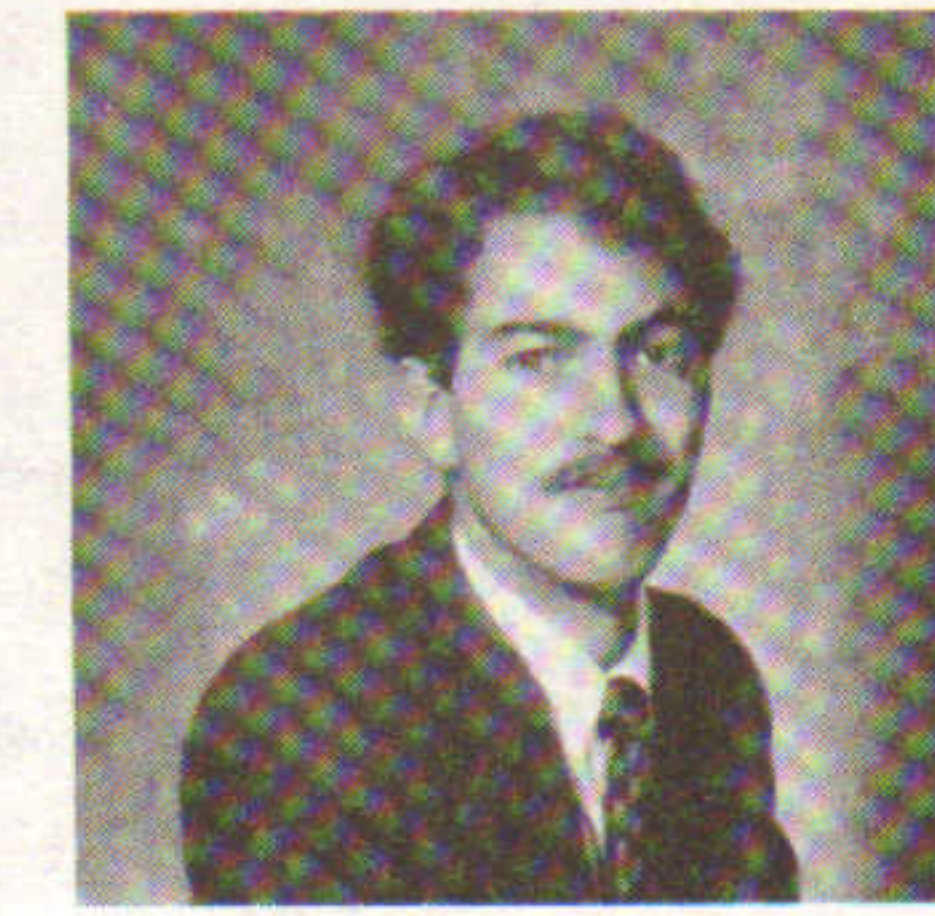
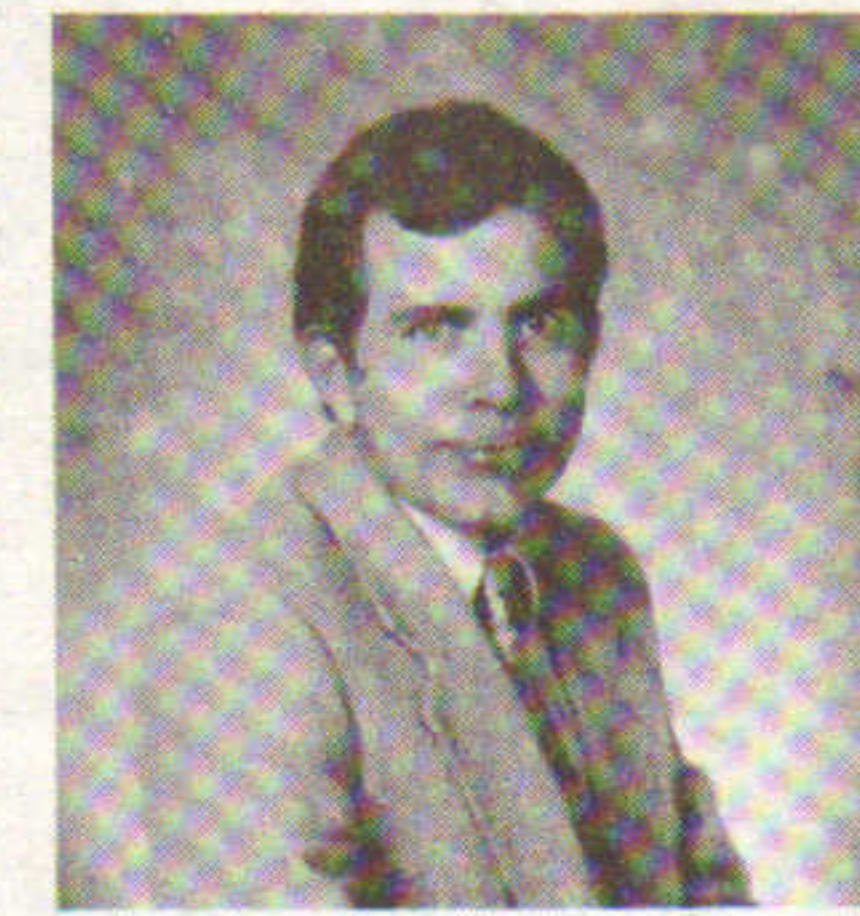
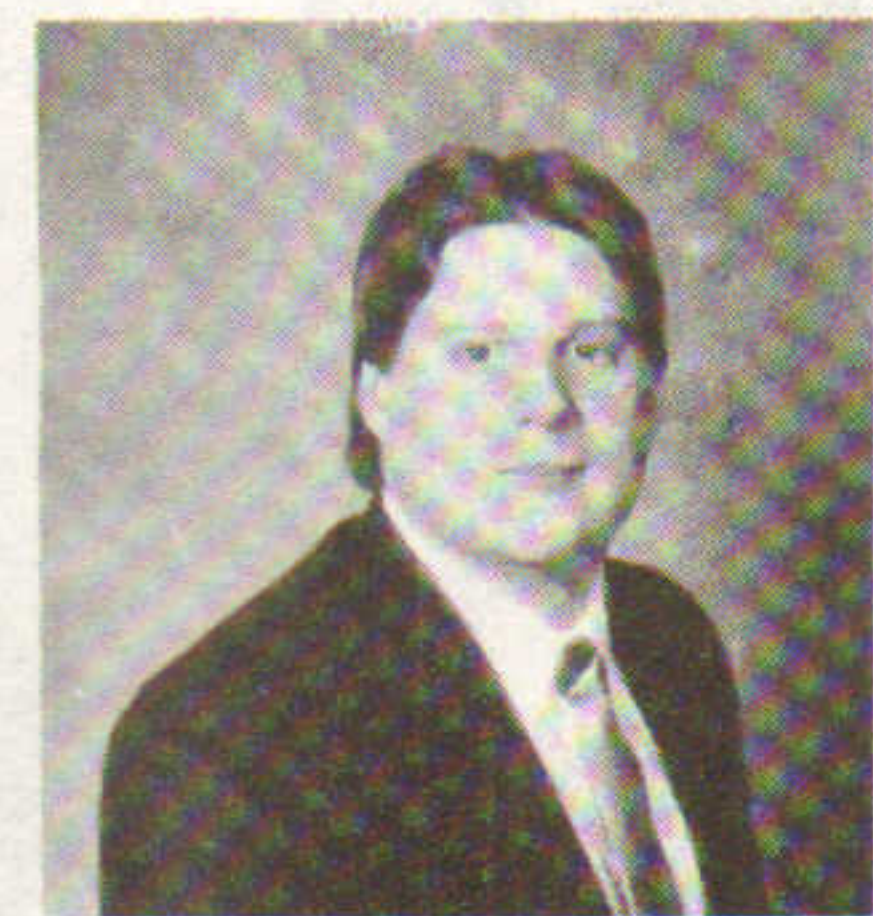
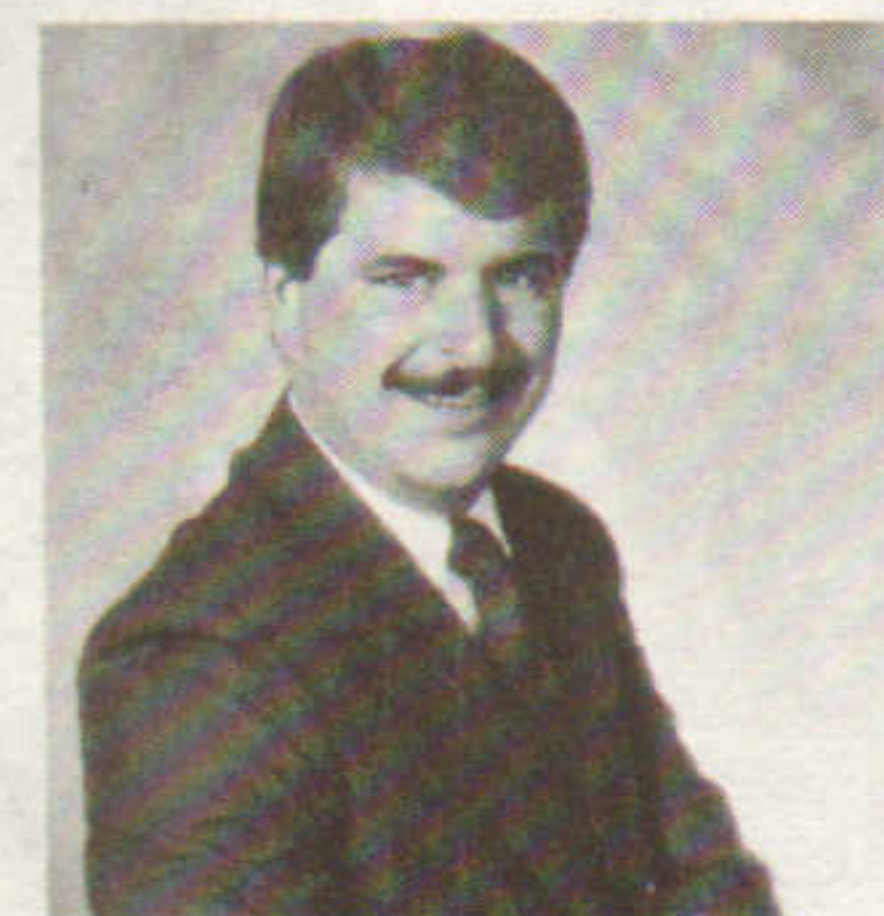
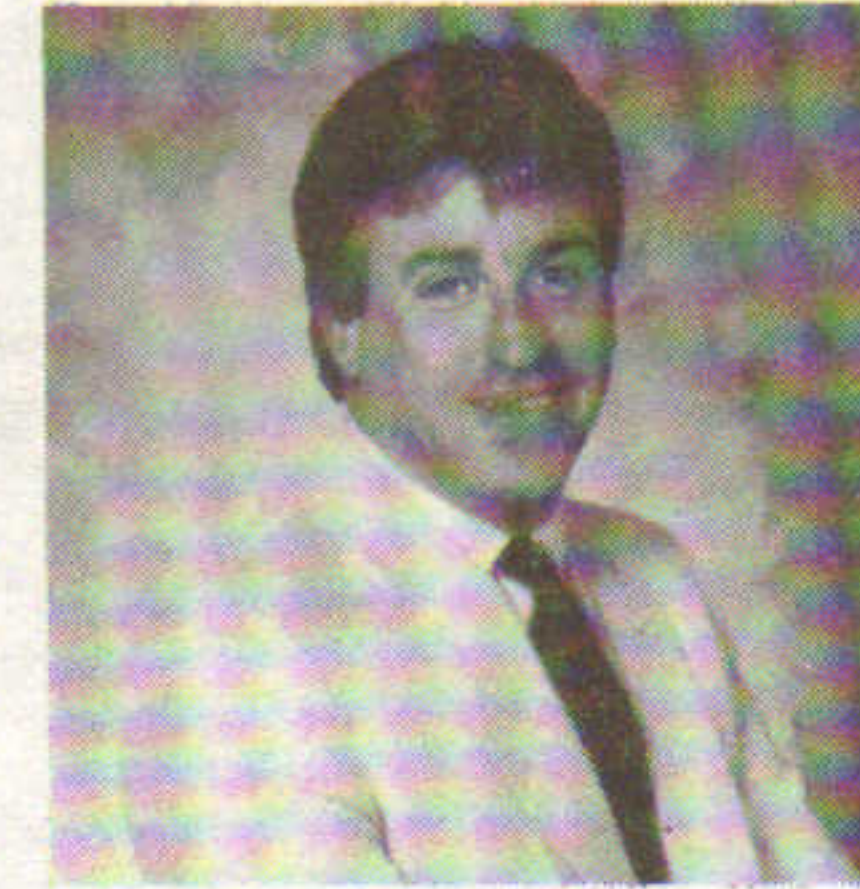
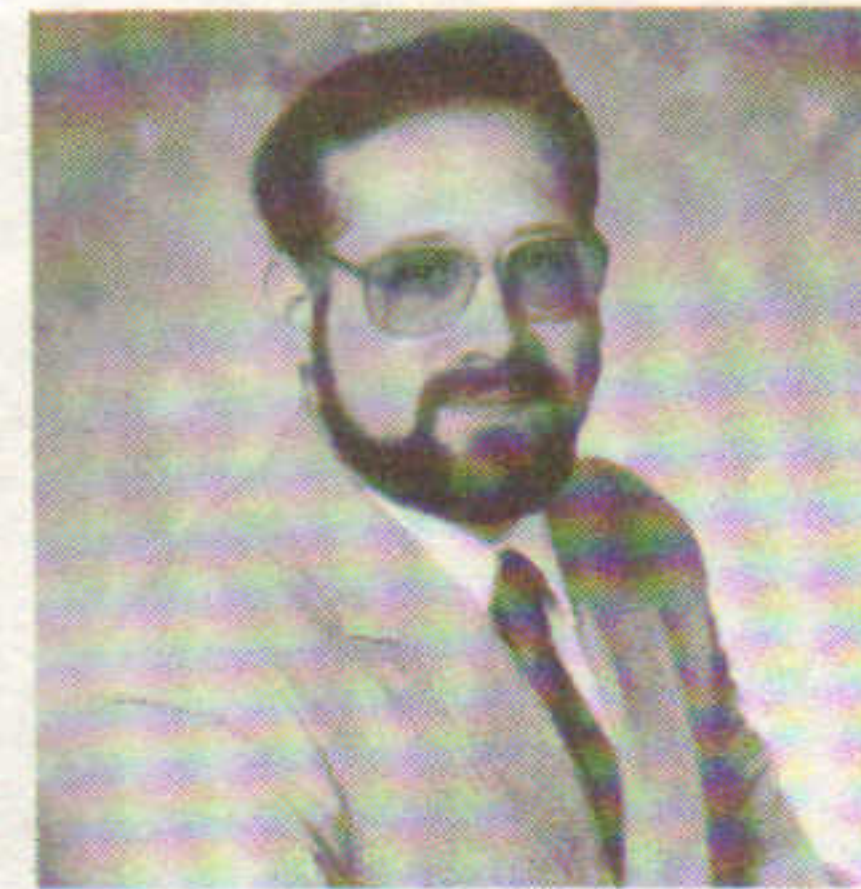
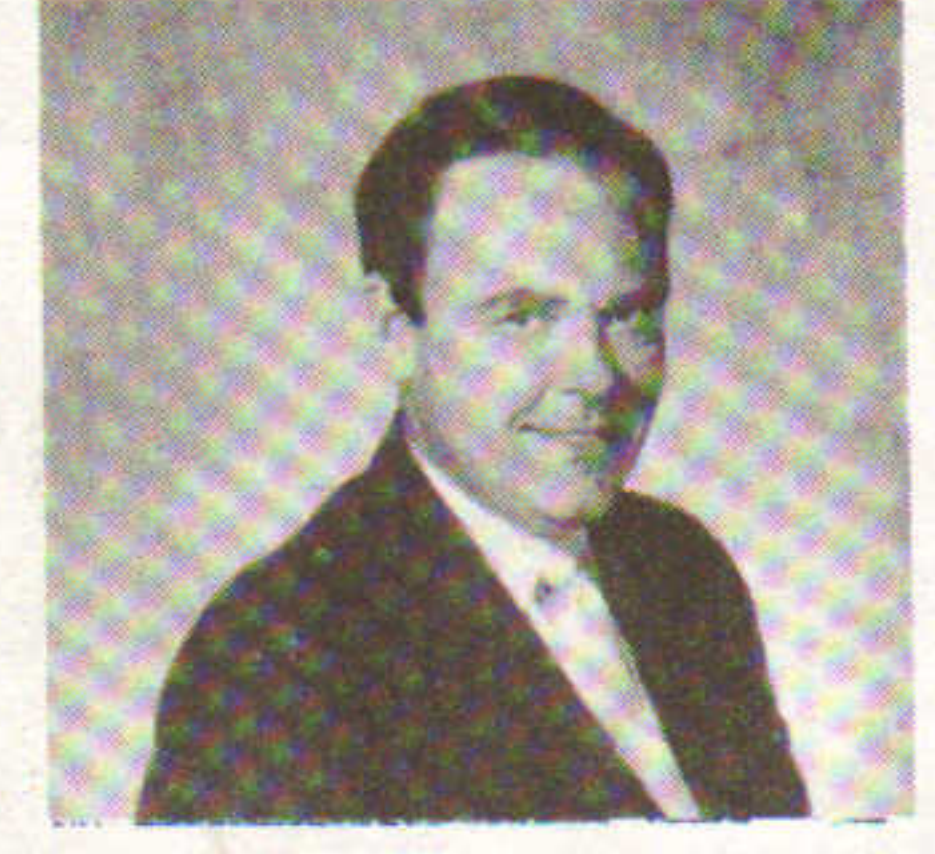
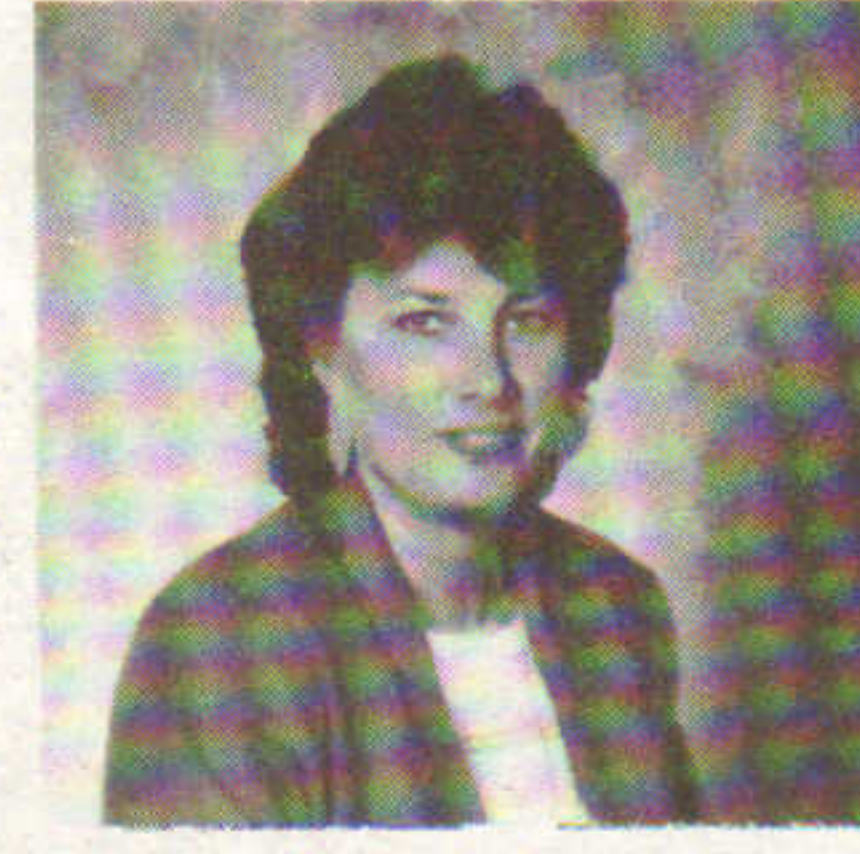
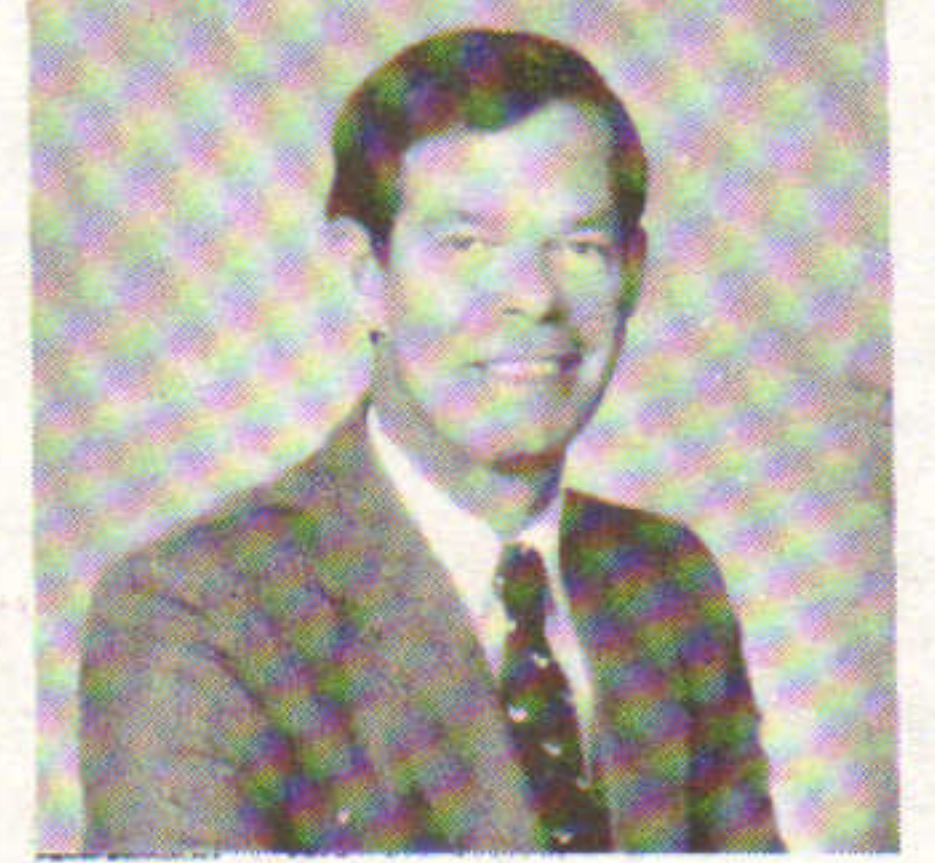
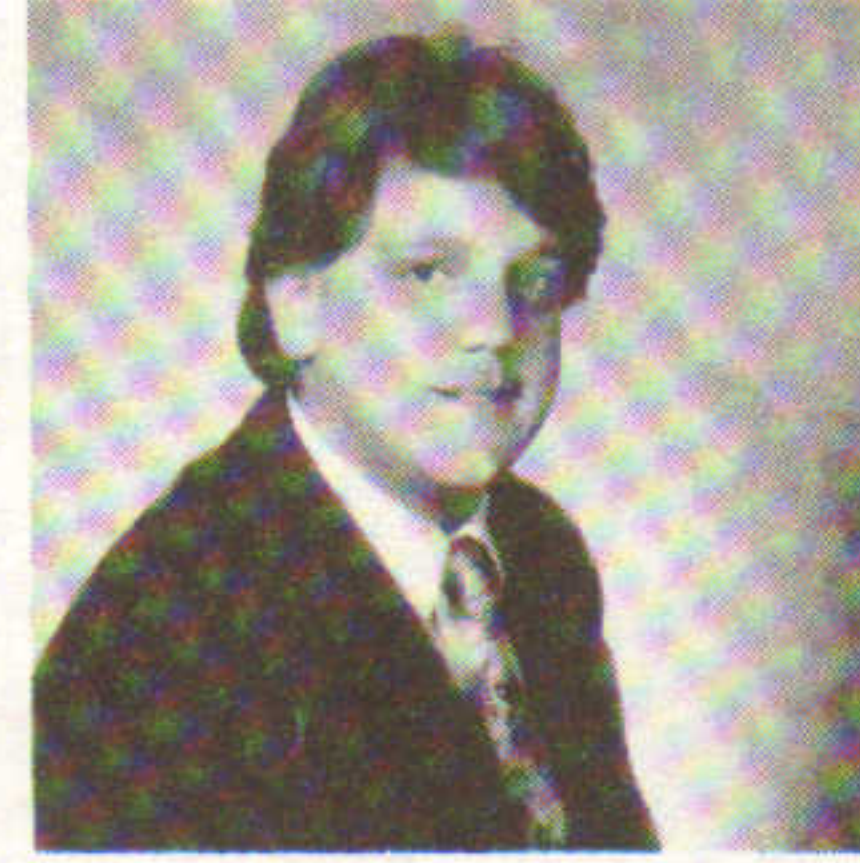
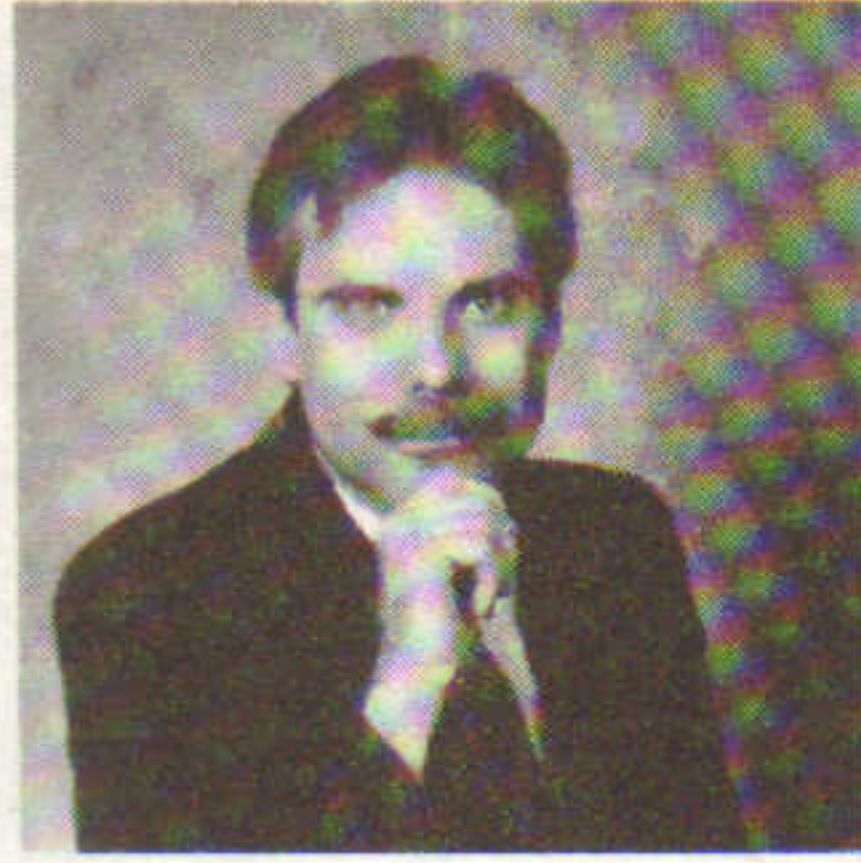
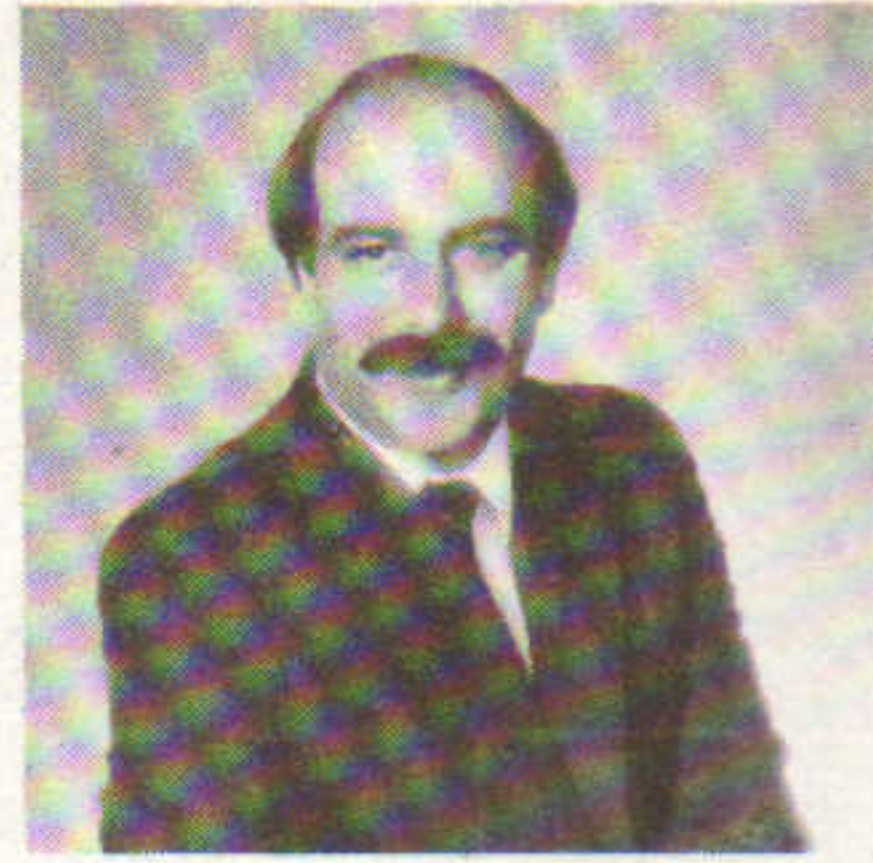
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from  
everyone at



**Michael H. Vogel**  
President



**Philip F. McGuinness**  
Chief Operating Officer



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LIMITED



# JULY

S. Chapman of Breckenridge/Weybossett L.P. names Heritage Assoc. to manage historic 28,000 s/f in Providence.

Ashworth Mortgage places \$22.8m loan for Ronald Cahaly's 175 unit Union Square condos in Allston; 8,000 s/f retail.

Judith Blaikie of Flatley Co. leases 140,000 s/f at Nashua Office Park to Digital in move from Merrimack.

Tocci Dev. Corp. builds 40 units \$3.2m Commons condo in Taunton; Buck, Smith & McAvoy archt.; Shawmut Bank loan.

N. Azarian of Vidal Realtors brokers \$11.34m sale of 182 condos in E. Haven for R.B. Financial and E.H. Assoc. L.P.

S. Witten of Dizenzo Co. brokers \$1.42m sale of Nutmeg Bldg. in N. Haven; Derby Savings financing.

Boston Mortgage arranges \$8m loan for R.D. Scinto's 65,000 s/f offices in Trumbull, Conn. with Teachers Ins.

The Winfield Group leases up Watch Town Corp.'s 30,000 s/f \$3m Framingham offices; Travers Assoc. architect.

Spaulding & Slye and Hunneman Realty cobroker \$810,000 sale of 5,885 s/f Cambridge building for CVNA to trust.

N. Drubner, J. Errichetti & T. Walsh get \$3.5m HUD grants for \$16.9m Hilton Hotel and garage in Waterbury, Conn.

R. Kelley of R.W. Holmes leases 45,000 s/f in Marlboro for L. Perkins to Parker Manufacturing Co.

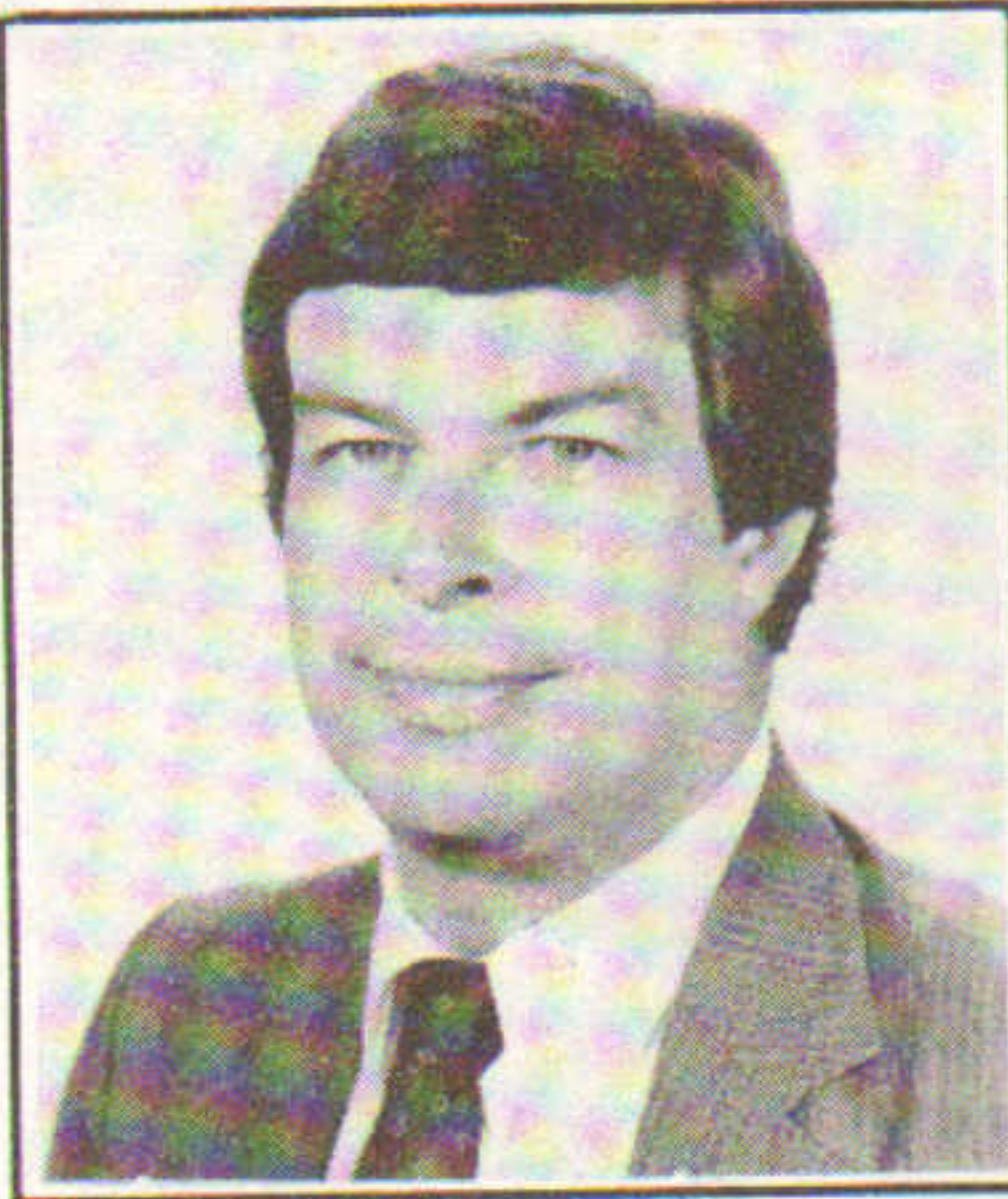
Lexington Co. brokers 18,000 s/f Hartford lease for M. Kenny to United Parcel Service.

Investment Prop. Specialists & Places cobroker \$1m sale of 20 units in Whitinsville for Richard & David Eldredge.

Brett Construction completes 173,000 s/f Landmark One in Burlington for American Landmark Partners.

Vazza Assoc. awards \$8m contract to R.W. Granger & Sons for 124,000 s/f offices at Crown Colony Place in Quincy.

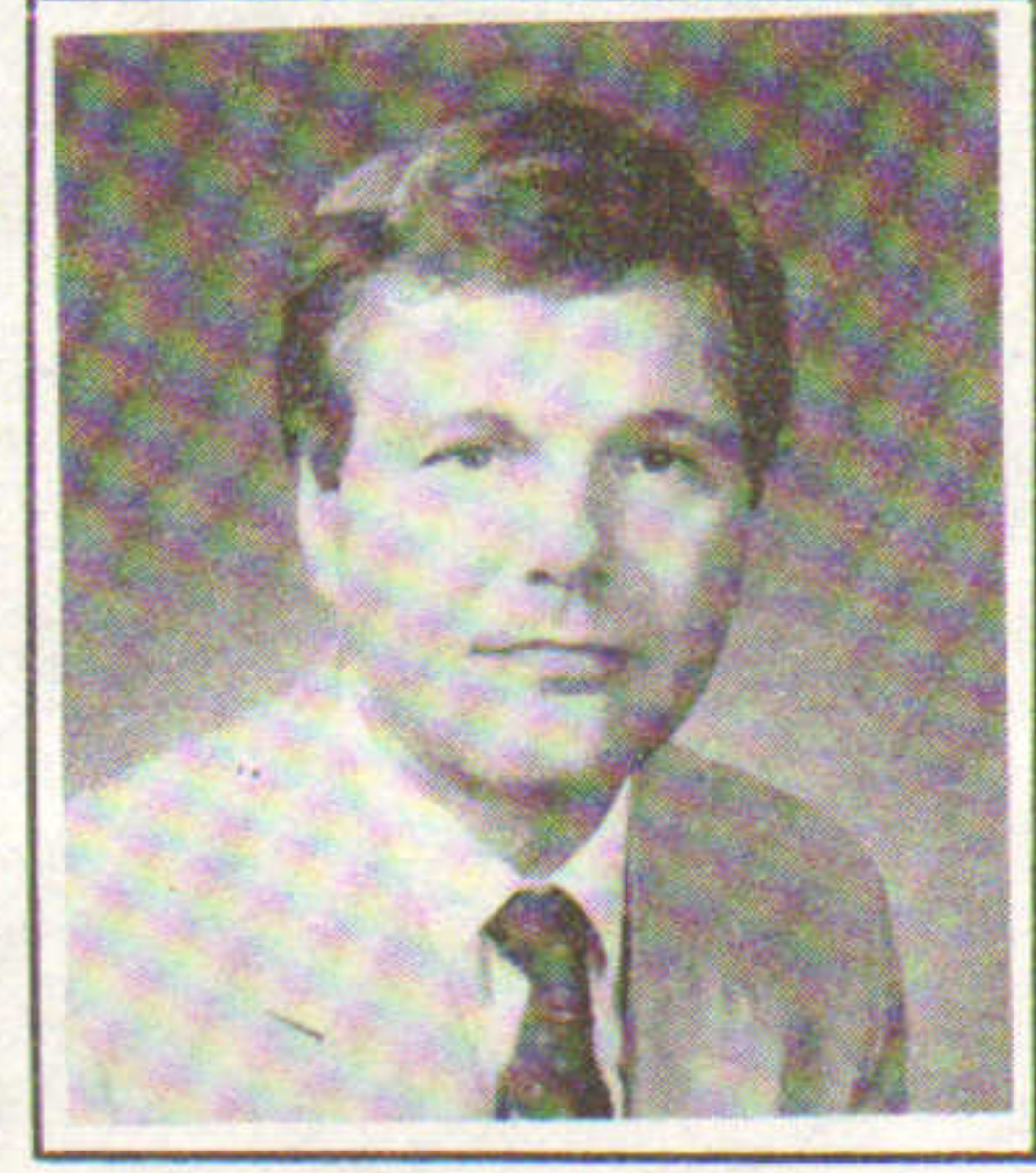
Jackson Construction building 120,000 s/f L.B. Mayer Research Labs at Dana Farber Cancer Institute in Boston.



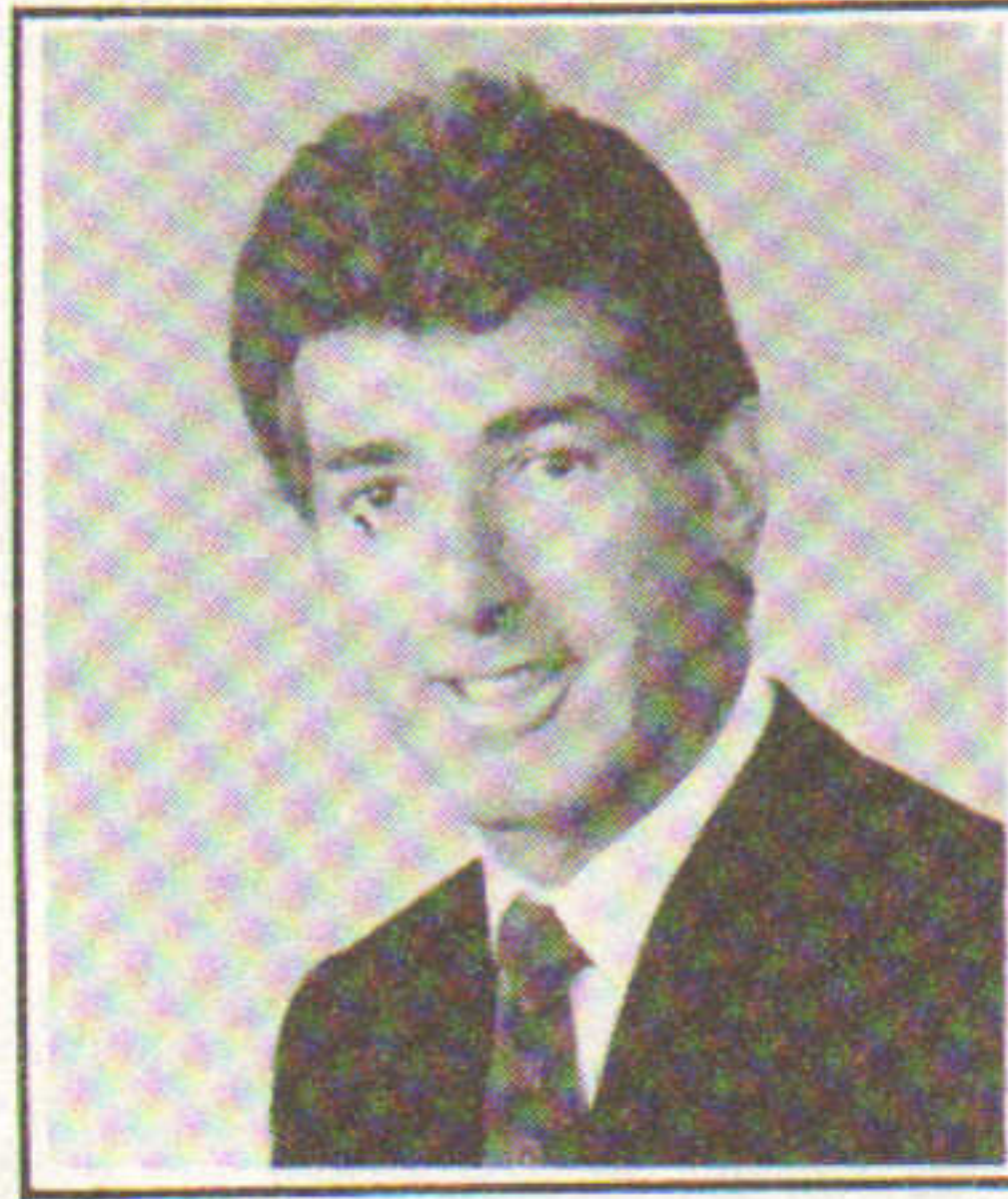
William Healy  
NORWOOD REALTY



Betsy Olson  
SAUNDERS & ASSOC.



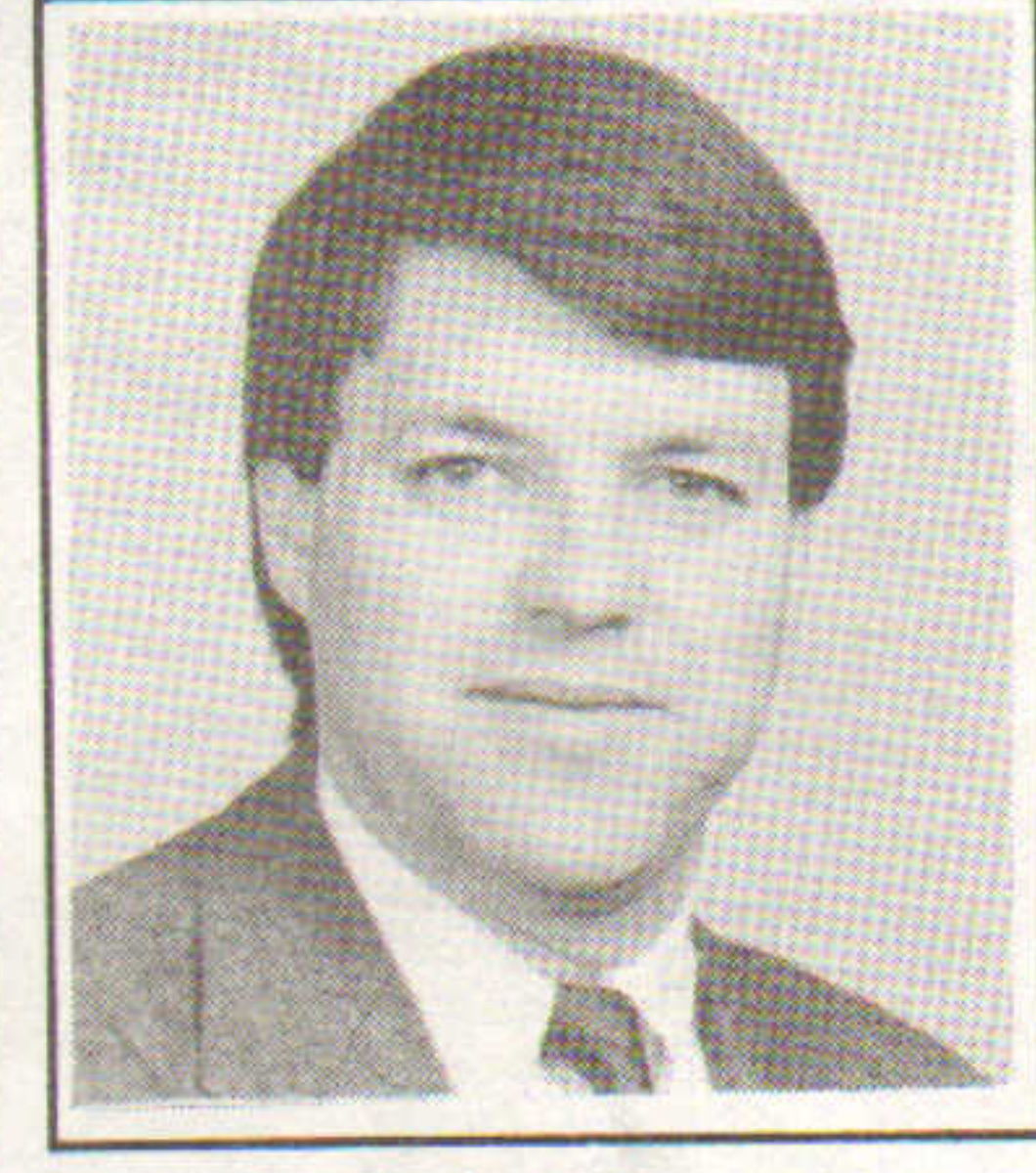
Thomas Vogel  
SYMMES, MAINI & McKEE



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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Partner

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**Robert S. Conrad,**  
Partner



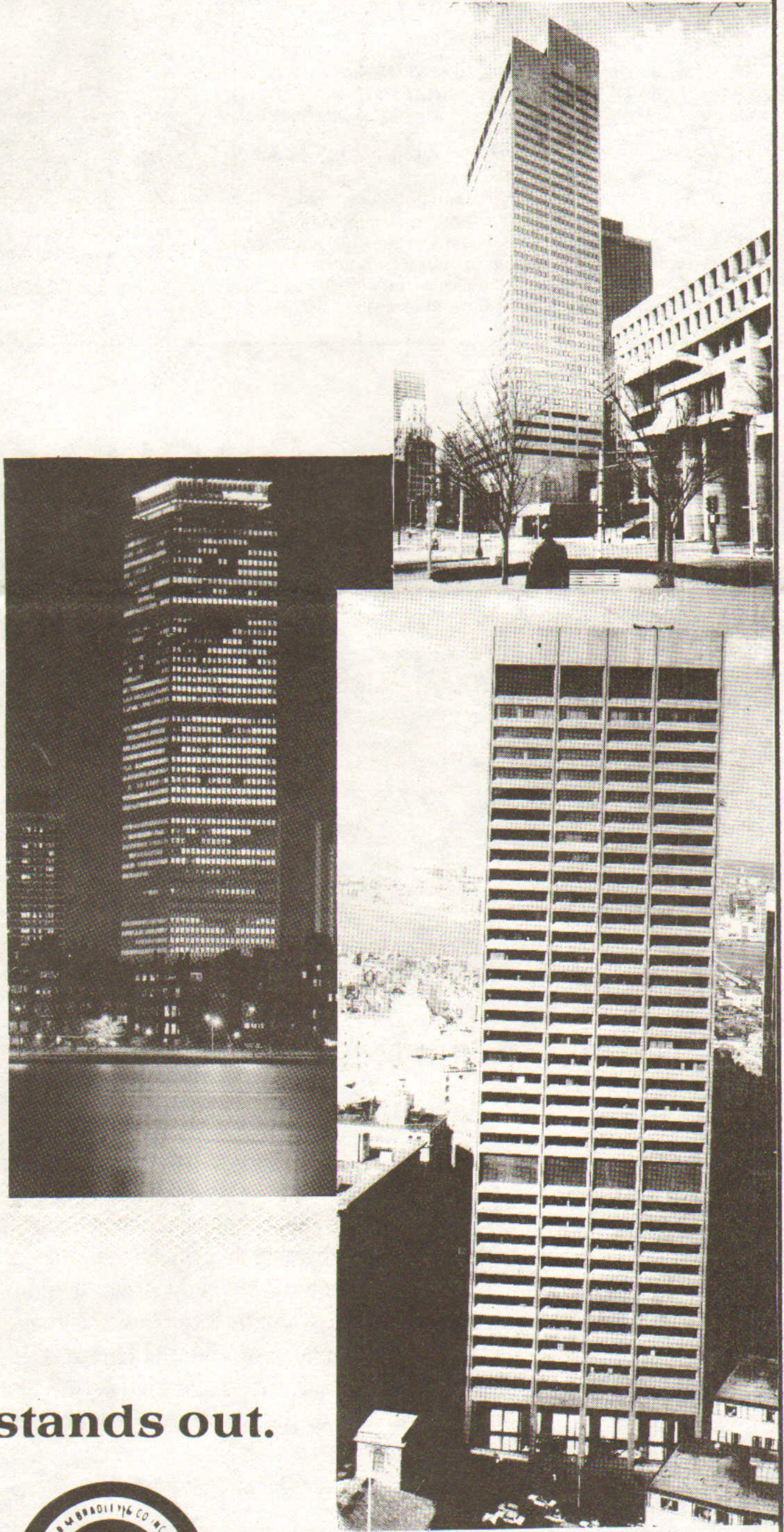


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# AUGUST

National Dev. Assoc. appoints Meredith & Grew agent for 98,000 s/f at Forge Park in Franklin, Mass.; plan 3m s/f.

A. Culveyhouse of Norwood Realty leases 17,900 s/f for Donald Bulia to City of Nashua for bus garage.

George Fantini & John Gorga of Boston Financial Group place \$18m to Tremont One for 93 unit Parkside condos, Boston.

Lillyan Cuttler of Hunneman Commercial sells \$4.4m 90-98 Tremont St., Boston for Province Inc. to H.J. Davis Dev. Corp.

G. Gibbons of R.M. Bradley brokers 40,000 s/f Readville site for J. Braff to Adams Sparging for \$1.44 million.

Mellon Bank & Trammell Crow loan \$33m for T.C.'s 165,000 s/f Boston offices designed by High Stubbins Assoc.

Goodfellow Ashmore & L. Buchman Co. lease 34,906 s/f in Danbury for Morganti to American National Can Co., Chicago.

RoBeck Co. & Sterling Co. acquire Spencer Shopper's Village plans \$1m addition of 15,000 s/f to 29,000 s/f renovation.

Levey Miller Maretz and Dow & Condon cobroker \$2.7m sale of one million s/f American Tread site in Willimantic.

R. Kennedy of Key America buys 130,000 s/f Wallingford warehouse from Allegheny Ludlum; F.J. Spilecki broker.

Condyne Inc. designs/builds 156,000 s/f for USCO Dist. Services at Forge Park, Franklin; TREC and Meredith-Grew agents.

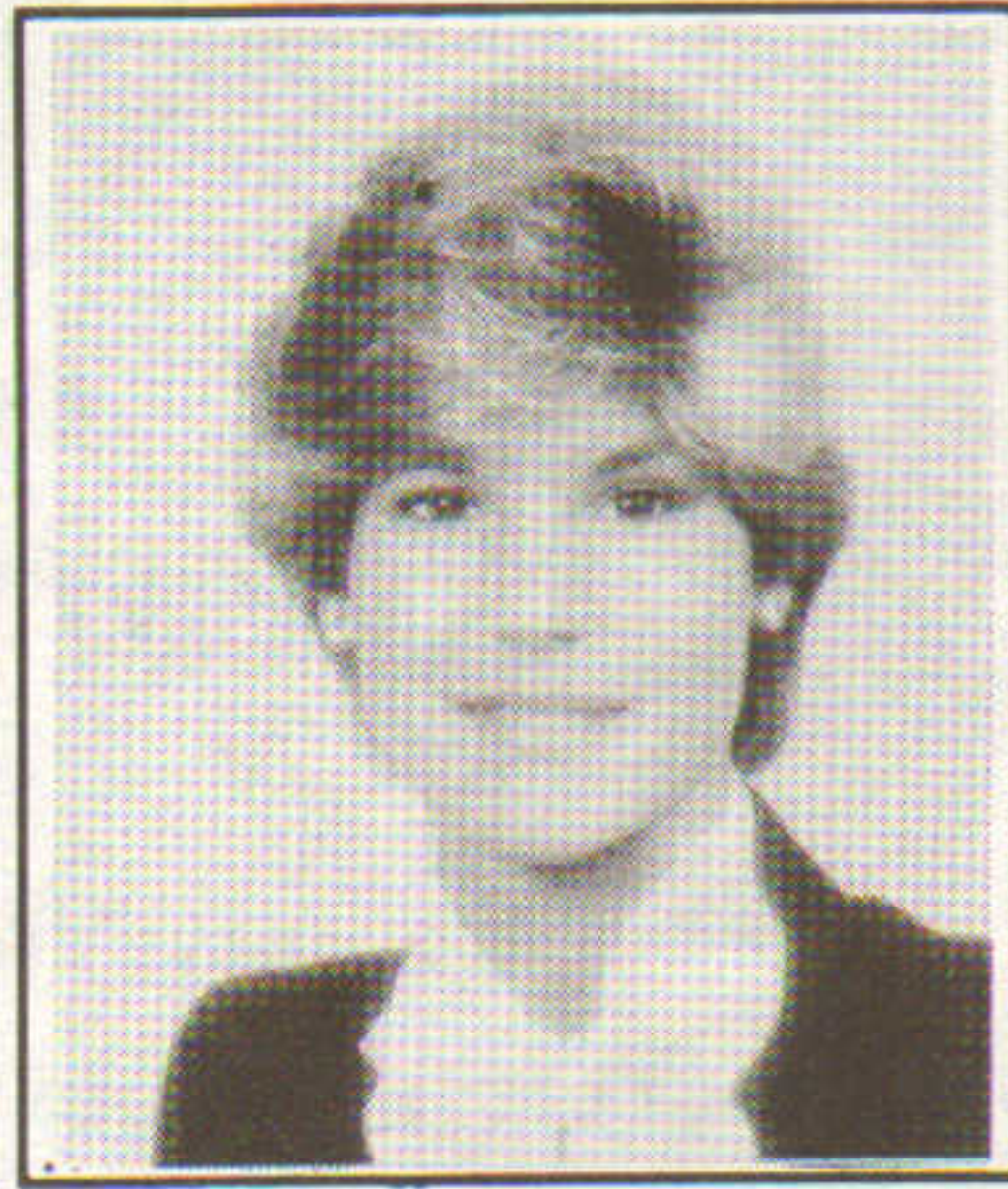
Ariel Corp. develops \$9.5m 83,100 s/f plaza for Key Bank in Augusta; CBT Casendino archt. for headquarters site.

S. Teague of Spaulding & Slye, McManus Wakeman & Ingram sell 78,000 s/f in Brockton for Foxboro Co. to Merchants Bank.

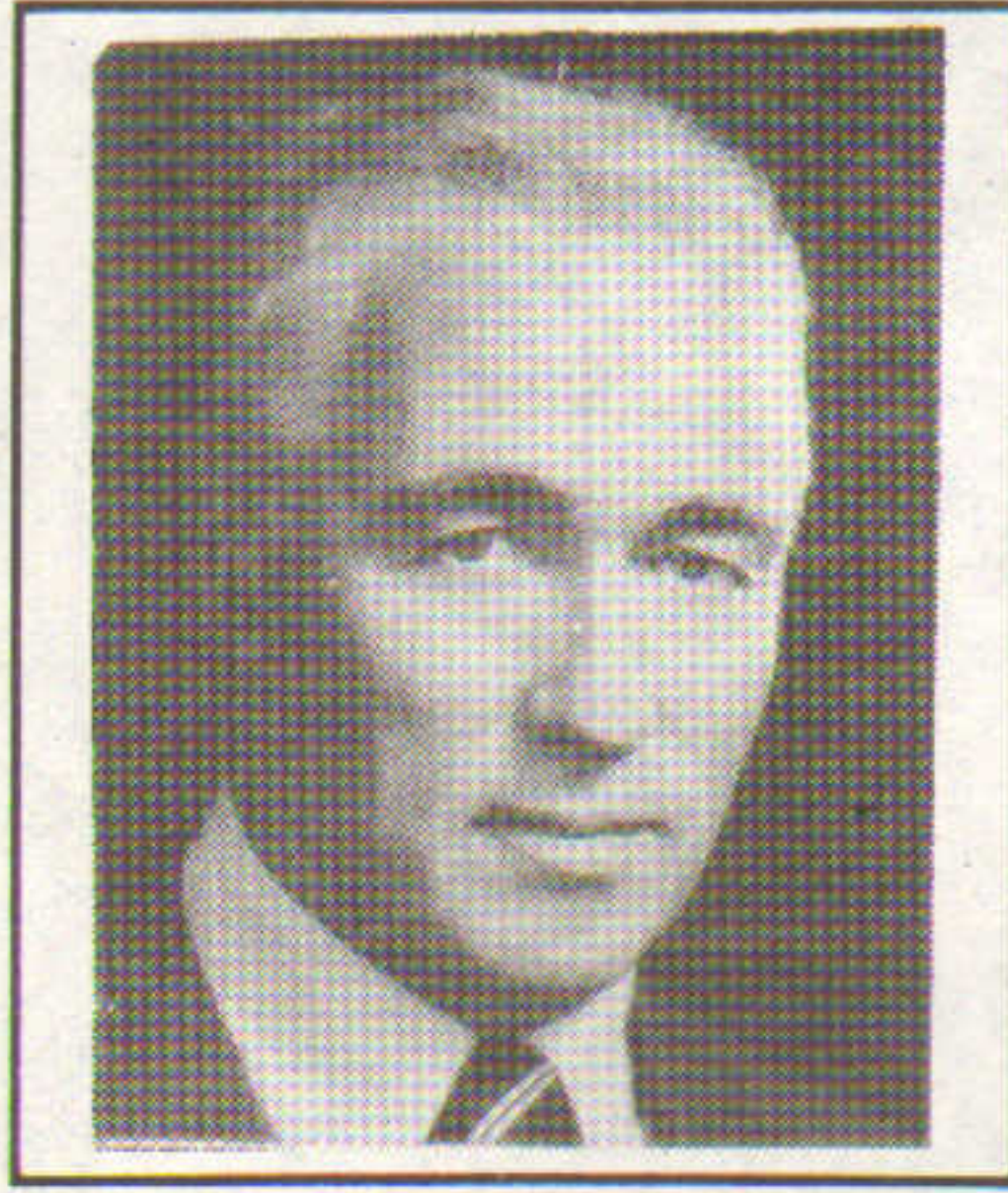
Brenner Assoc. builds 89 unit \$30m Summit Place condos in Norwood; BayBank Harvard loan; Tise Archts.; Homar Assoc. GC.

Bridget Realty develops 62,700 s/f \$7m Dartmouth Commons offices in Manchester; Derry Bank builds 10,000 s/f branch.

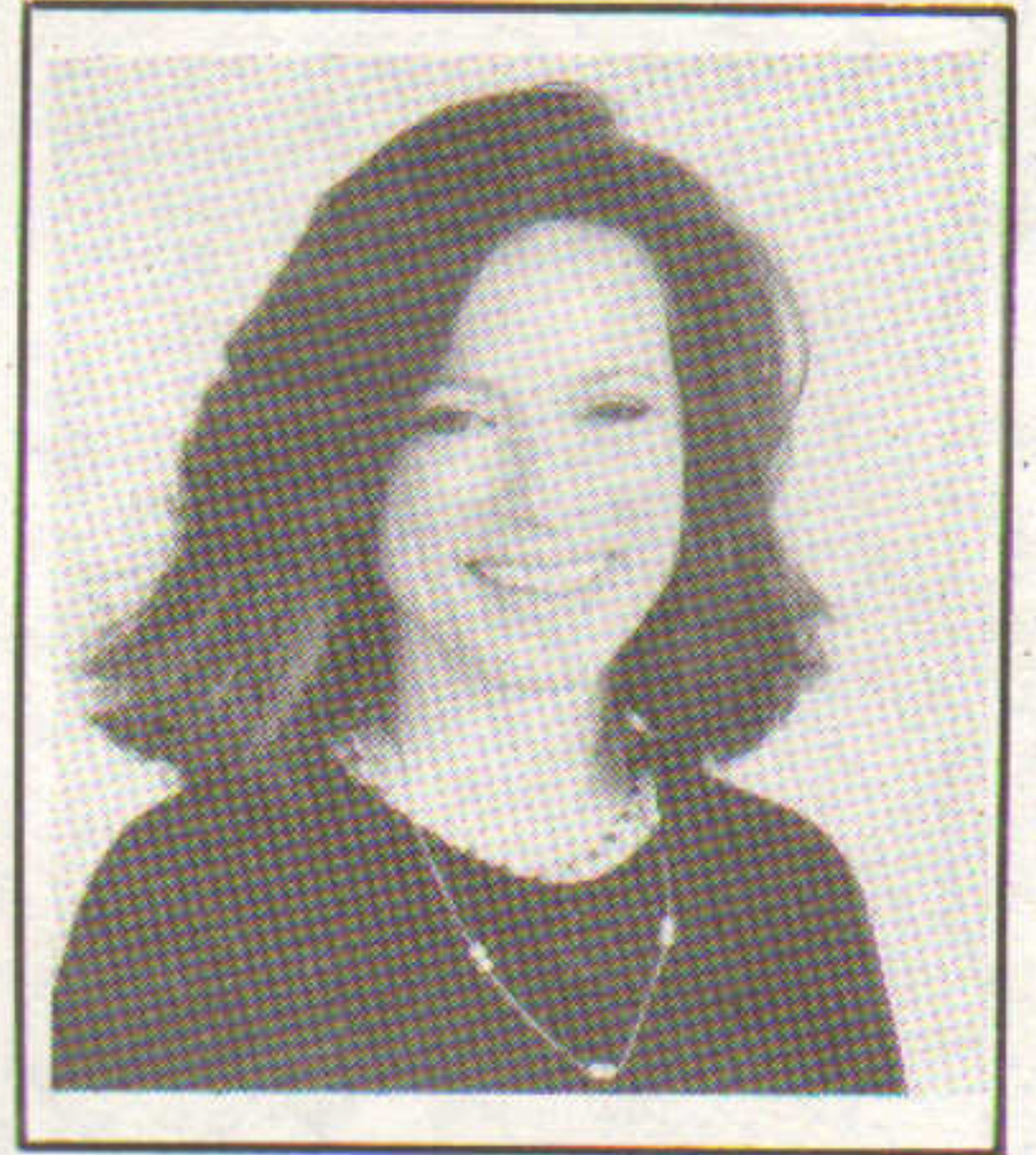
Fowler Goedecke Ellis & O'Connor arranges \$24m with CIGNA for Ocean Properties' 292 room Marriott Hotel in Andover, Mass.



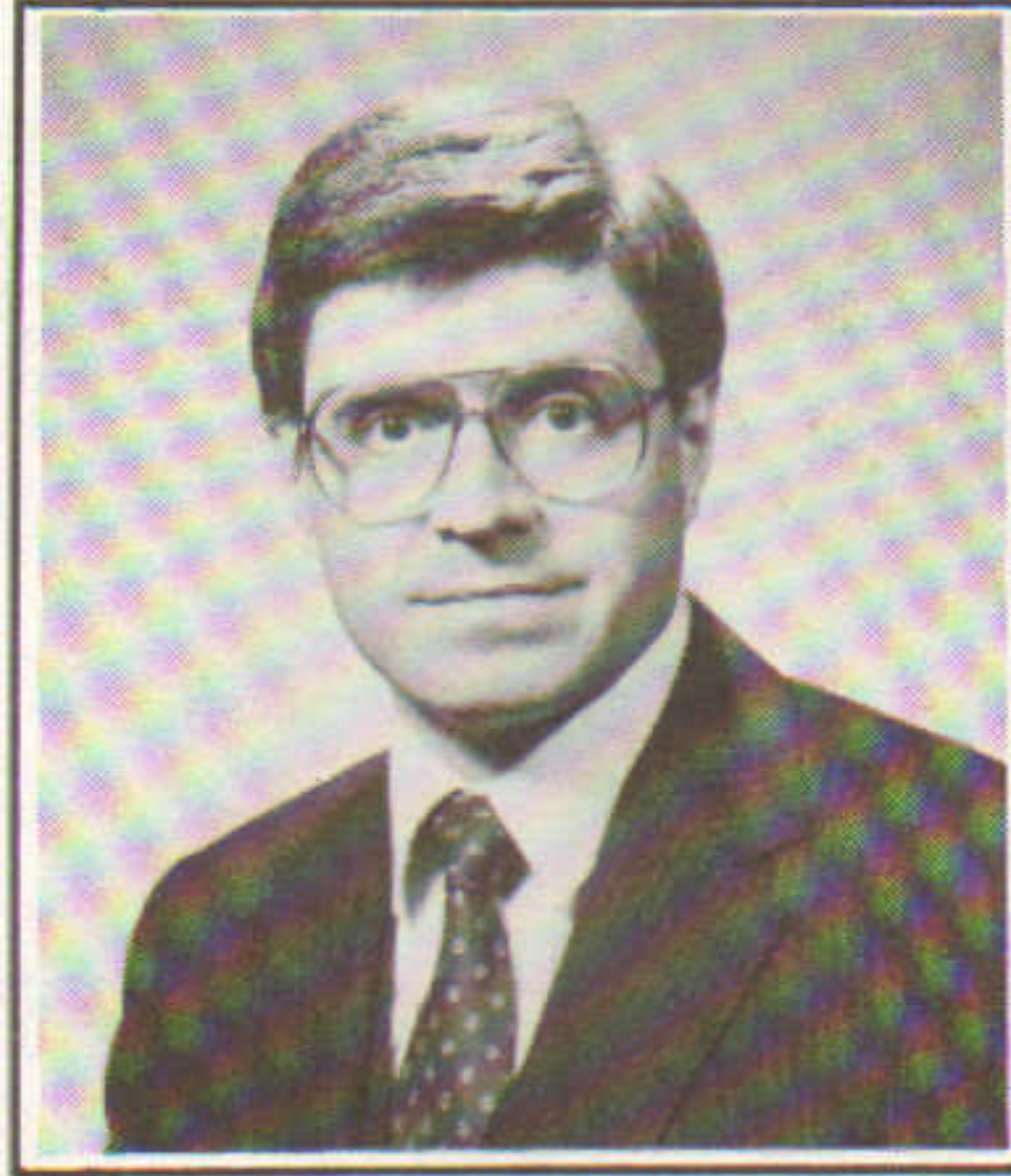
Lisa Saunders  
SAUNDERS & ASSOC.



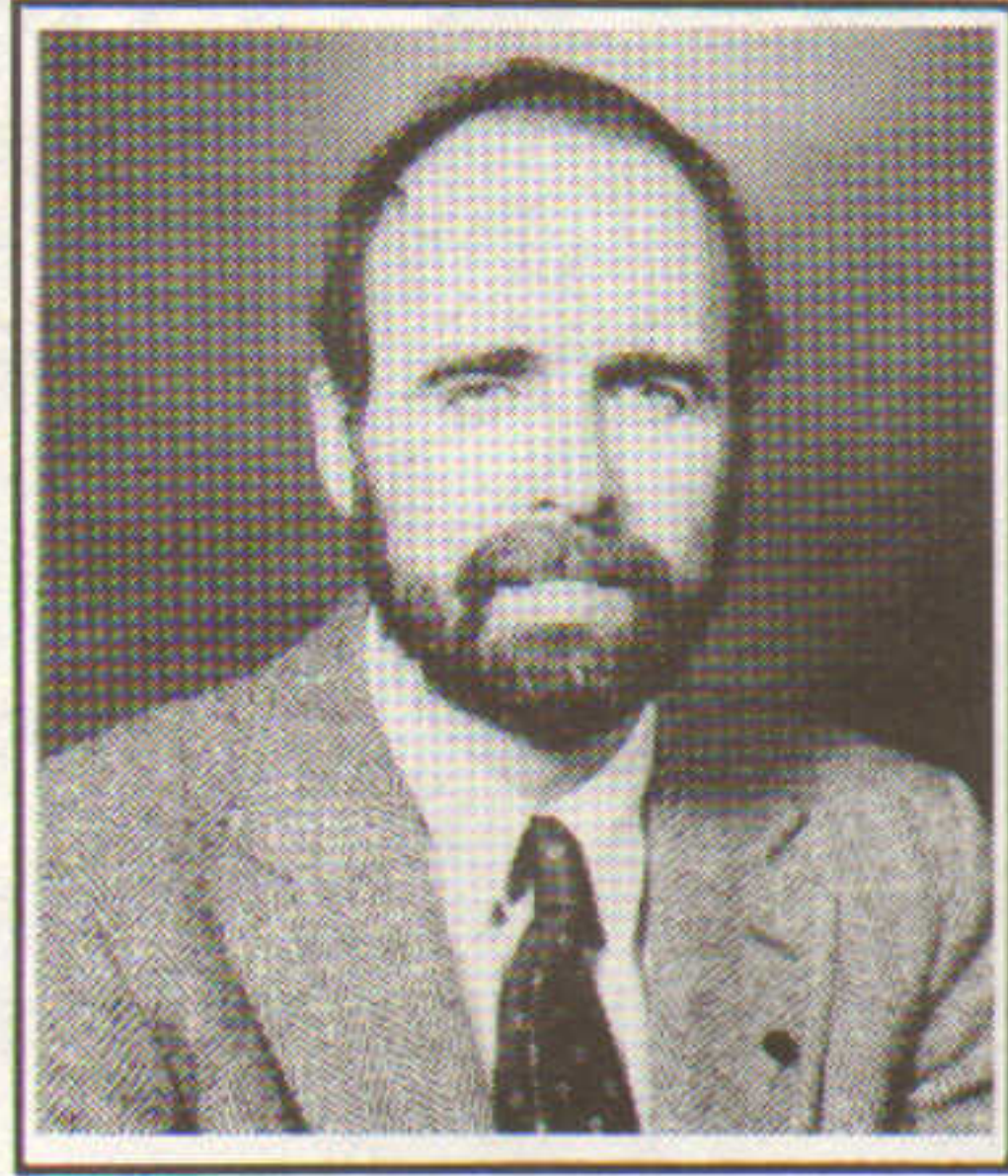
Thomas Leggat  
THE LEGGAT COMPANY



Carol Todreas  
TODREAS/HANLEY ASSOC.



Theodore Jakubowski  
EASTLAND PROPERTY MGT.



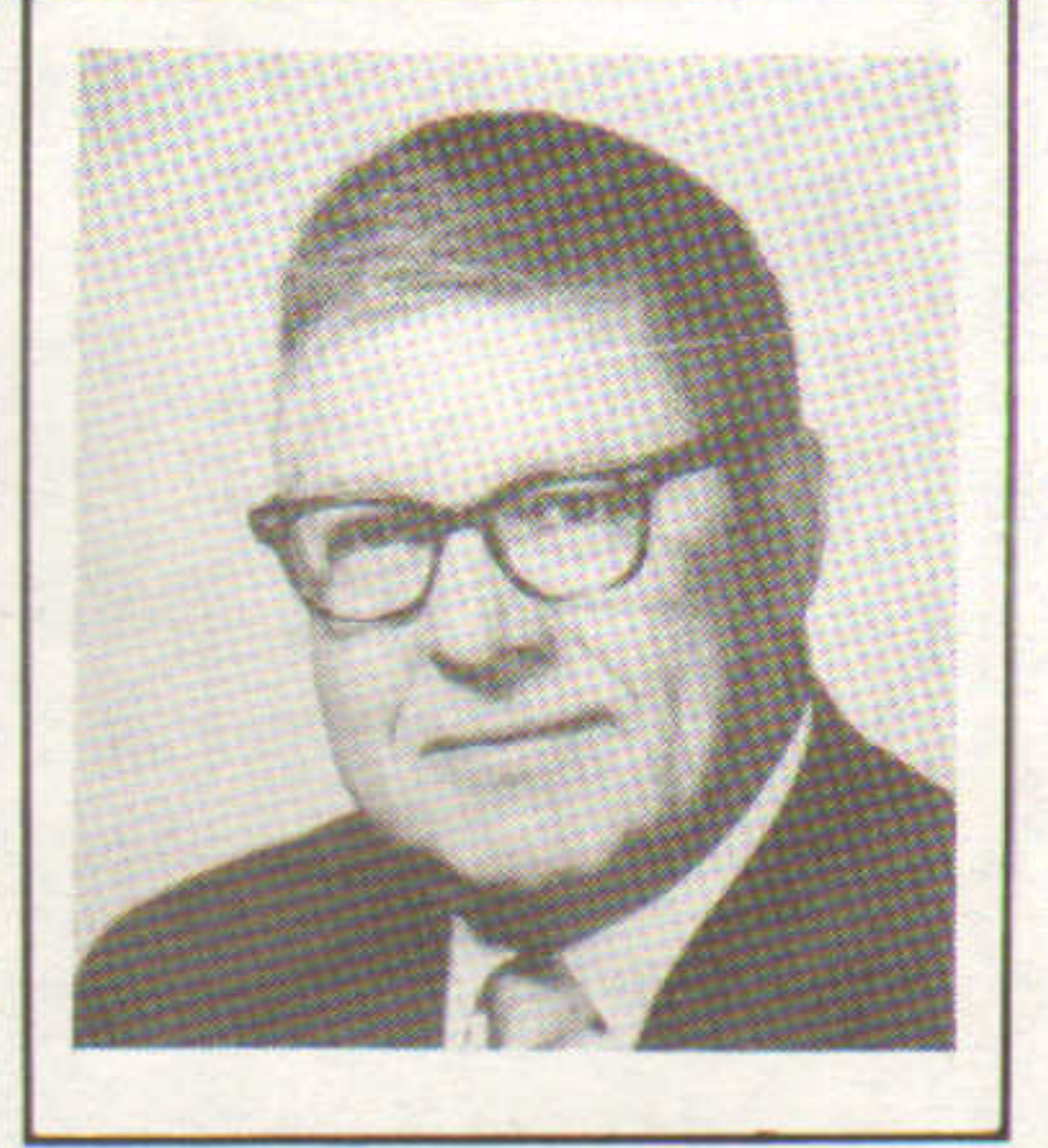
John Nightingale  
NIGHTINGALE ROOFING



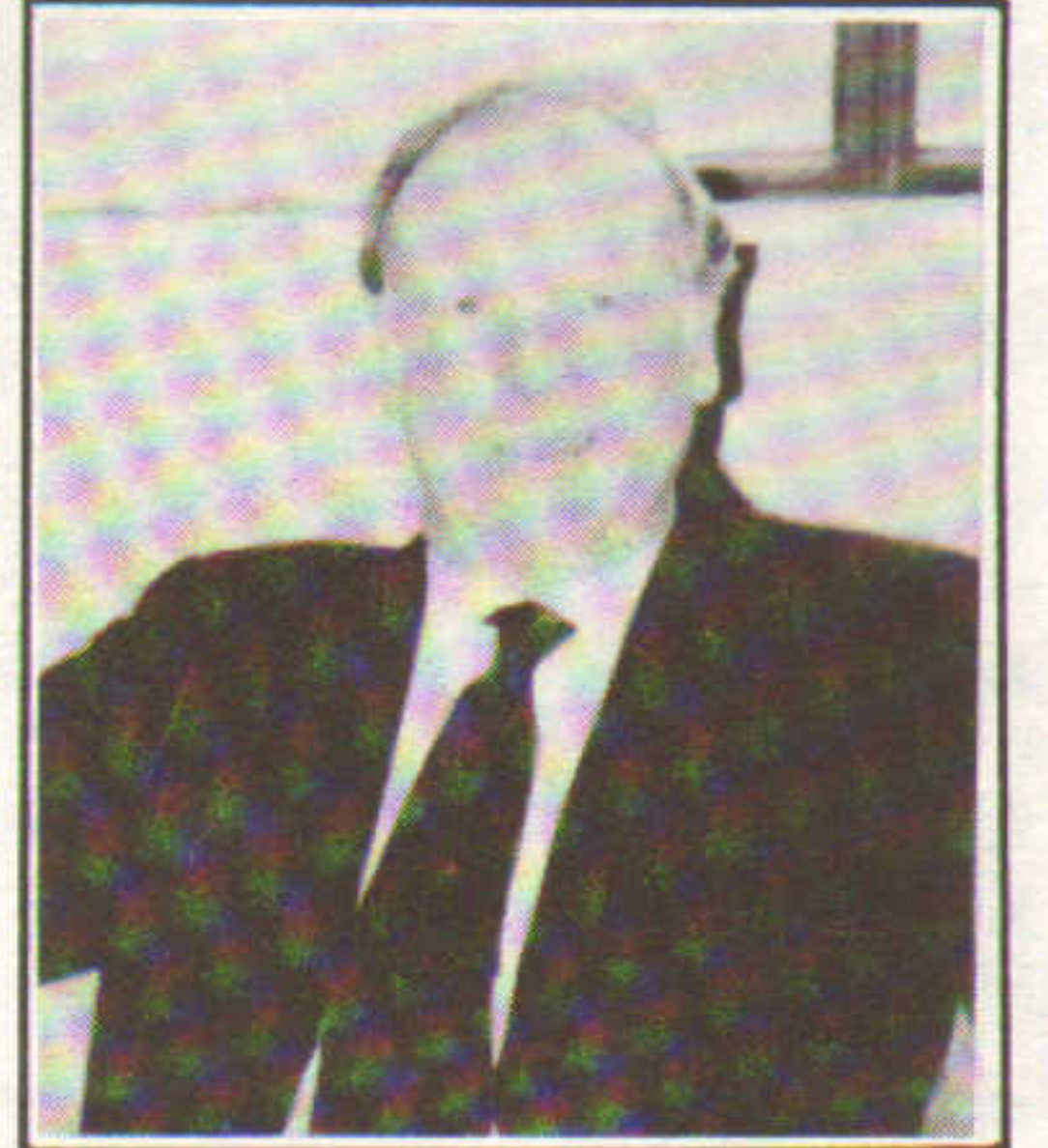
Howard Elkus  
ARCHITECTS COLLAB.



Lawrence Goldman  
GOLDMAN ENVIRONMENTAL



Robert Goodfellow  
GOODFELLOW-ASHMORE

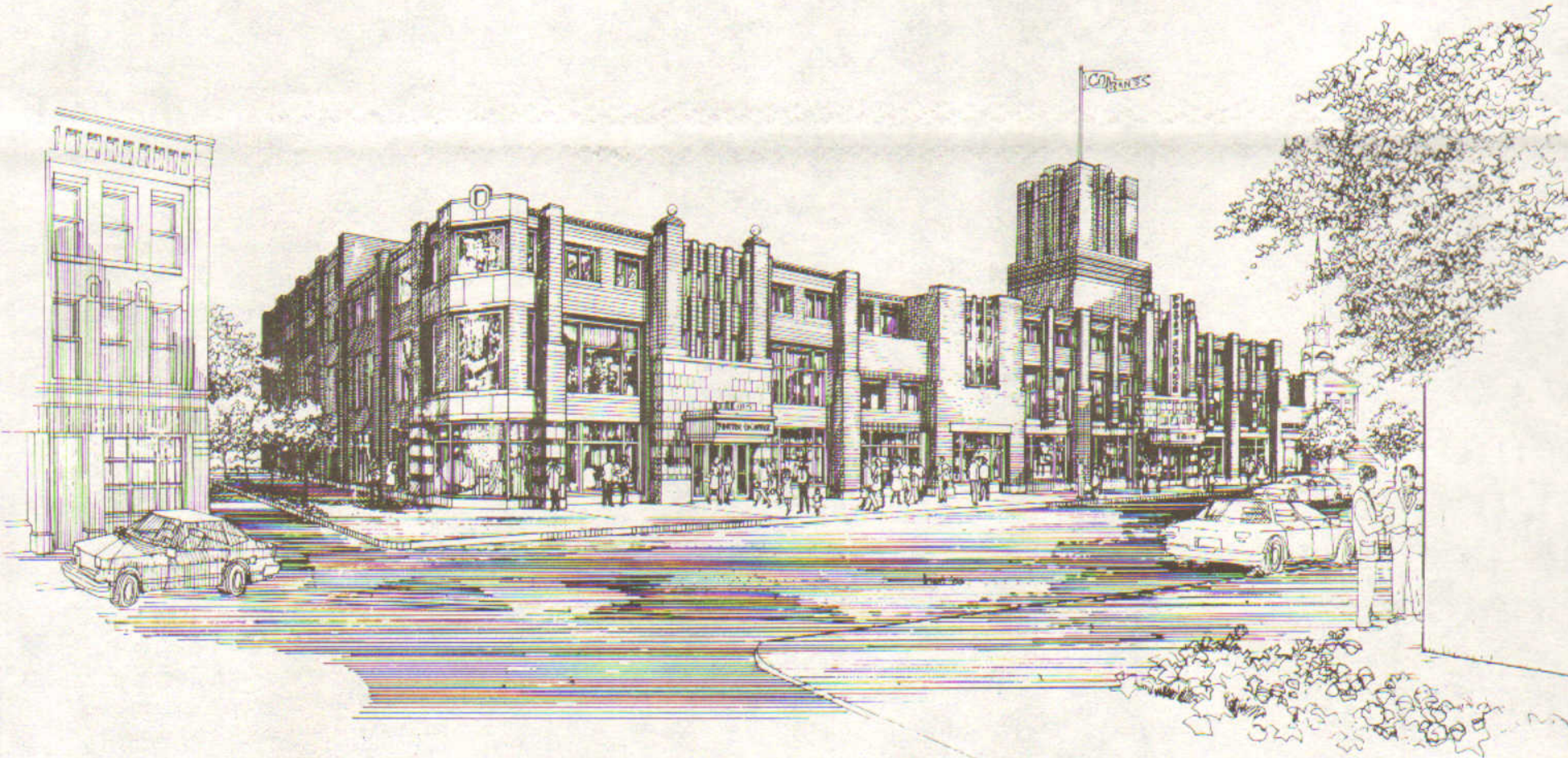


Robert Simons  
J&S DEVELOPMENT



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# AUGUST

Diversified Funding's K. Novakoff provides \$3.5m for Township Dev. Trust's 44 homes in Newburyport.

Epstein Funding obtains \$5.9m for SGM/Fusco's 72,800 s/f Super Stop & Shop Center in Branford, Conn.

Gary Bellard of Peck Realty brokers \$6.35m sale of 116 apts. in Waterbury from Whitewood Hills to Bunker Heights L.P.

Cabot, Cabot & Forbes starts 215,000 s/f NEC Info. Systems distribution center in Northborough; LM/G&E's G. Nugent broker.

Linda Piergeorge of Kates Properties and Ronald Rodman cobroker 55,000 s/f Pawtucket lease to Sealy Mattress of Conn.

Peterson Realty & Investment Prop. cobroker \$6.4m S. Portland waterfront site for Marineast to Diversified Funding.

P. Bryson & M. Dwyer of Spaulding & Slye lease 250,000 s/f at CambridgePark for Spaulding & Slye and Copley R.E. Adv.

Claremont Dev. Assoc. appoints Corporate Space inc. agent for 100,000 s/f offices in Stoneham; August Assoc. archt.

E. Barrueta & D. DePree of Peter Elliot & Co. cobroker \$1.95m Boston sale (13,000 s/f) with W. Marans of Hunneman Commercial.

Mortgage Resources places \$7.5m financing with N.E. Savings Bank for Dizenzo Realty's purchase of 245 Norwich apartments.

Bronson & Hutensky to build 134,000 s/f Hartford offices for \$20m; Conn. Education Assn. leases 23,500 s/f.

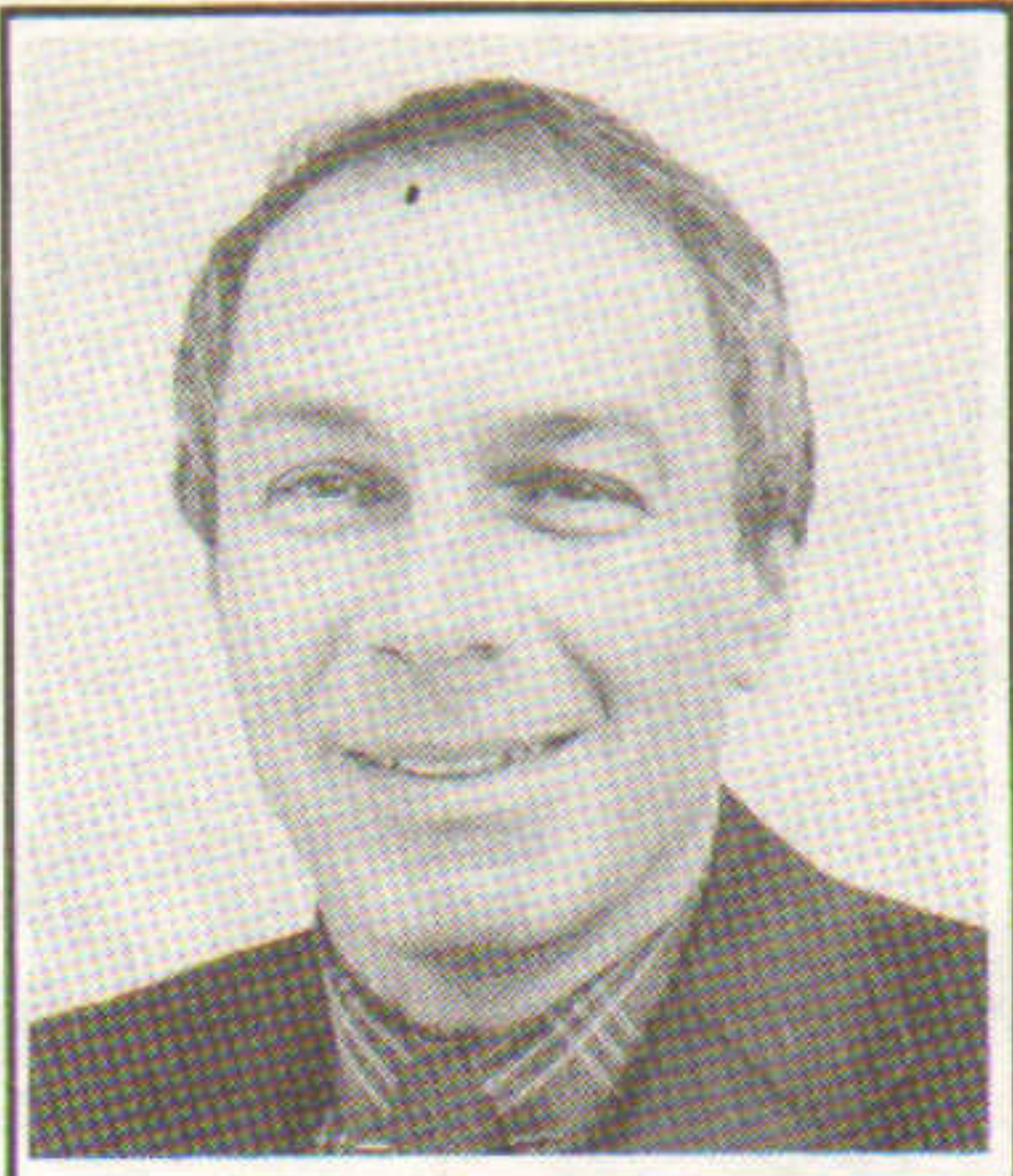
R.W. Holmes & Algonquin Industrial cobroker 53,793 s/f lease for McNeil Mgmt. to Geist Apparel in Norwood.

C. Gillis & M. Millane of Coldwell Banker broker \$2.7m 23,000 s/f office bldg. sale in Quincy for Navasaragian-Shirinian.

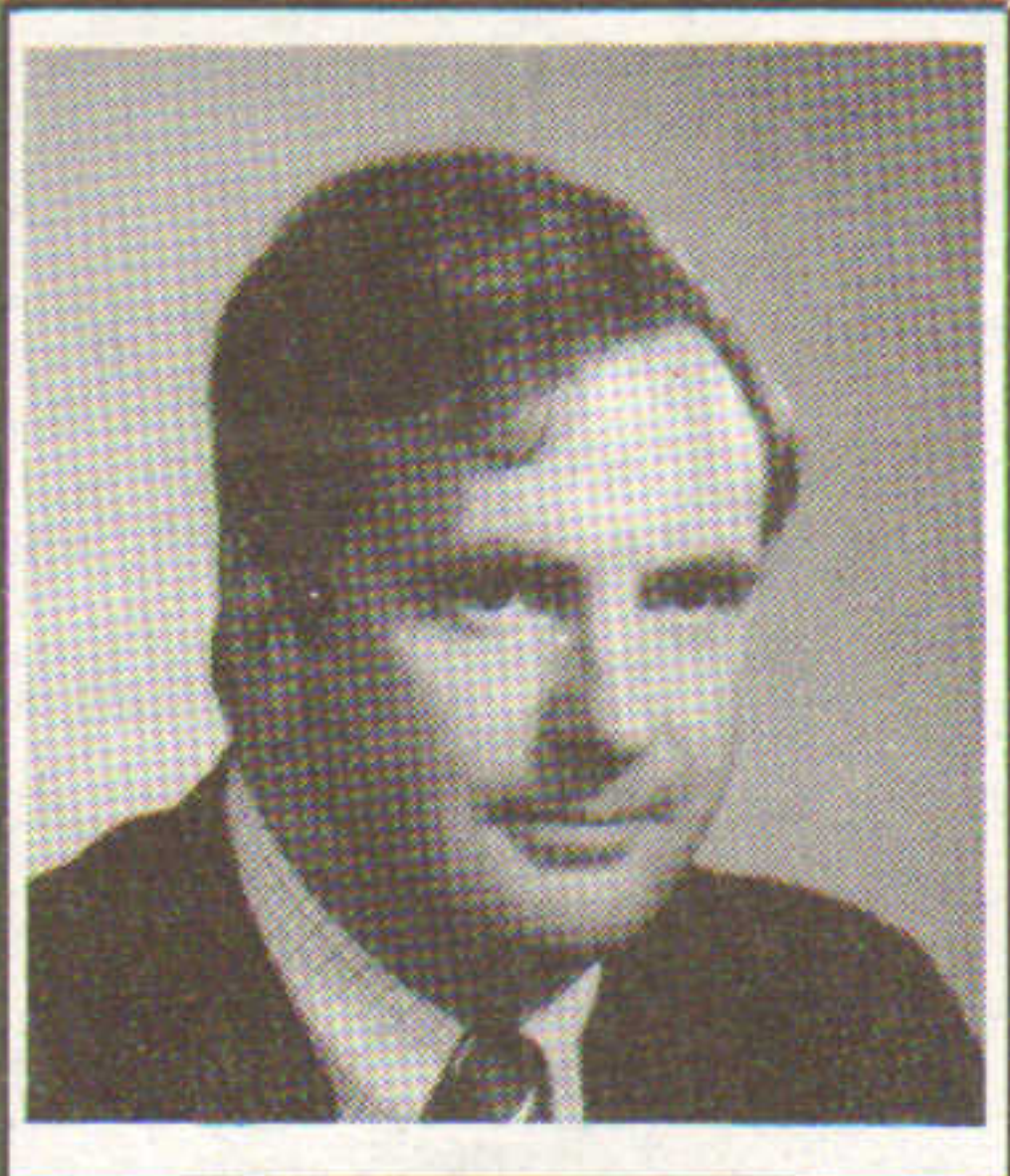
Gilbane Building chosen for Ocean Spray's 162,000 s/f headquarters site in Middleboro; Moore/Heder architect.

Comm'l. Inv. Group & Knightsbridge Dev. start \$8m 33,000 s/f office condos and sports fitness club in Portsmouth, N.H.

Quannapowitt Dev. named to build 162 unit Yarmouth Mayflower Place on Cape Cod; ARC architect.



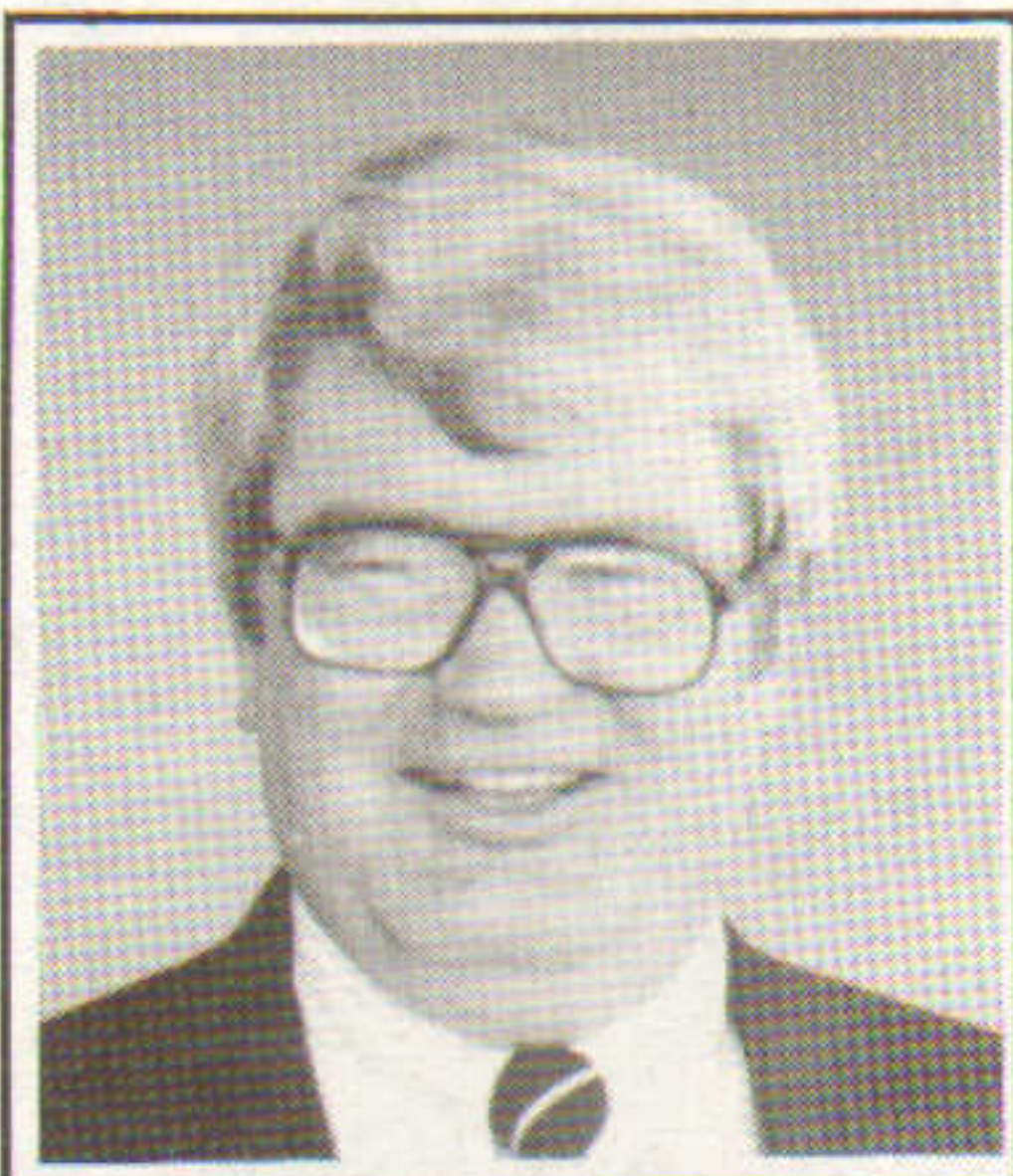
Jack Podgur  
JACK PODGUR RE



Sargent Collier  
HAMLLEN-COLLIER & CO.



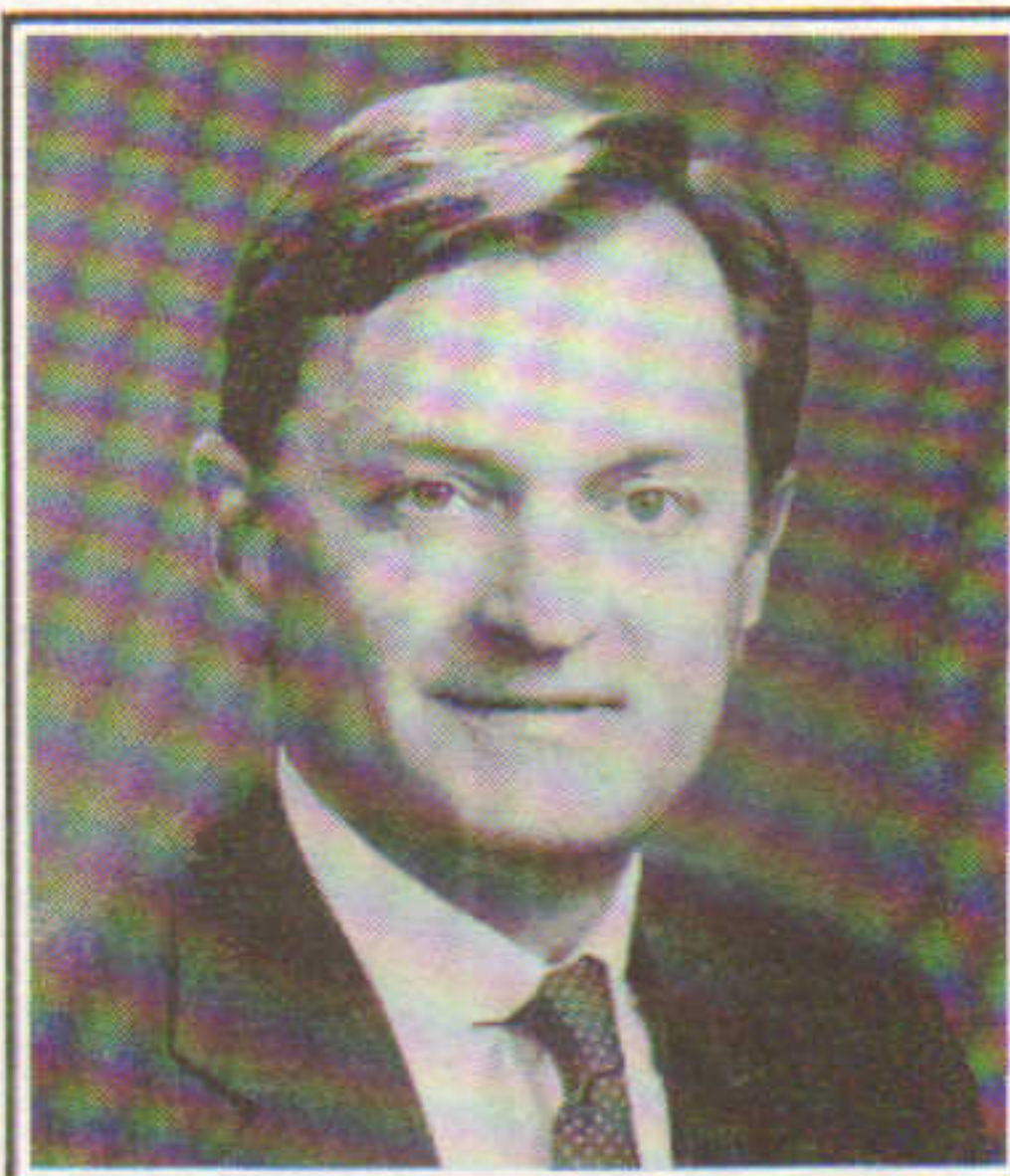
Hank Lotman  
H. LOTMAN & CO.



Terrence Sullivan  
BOSTON BAY CAPITAL



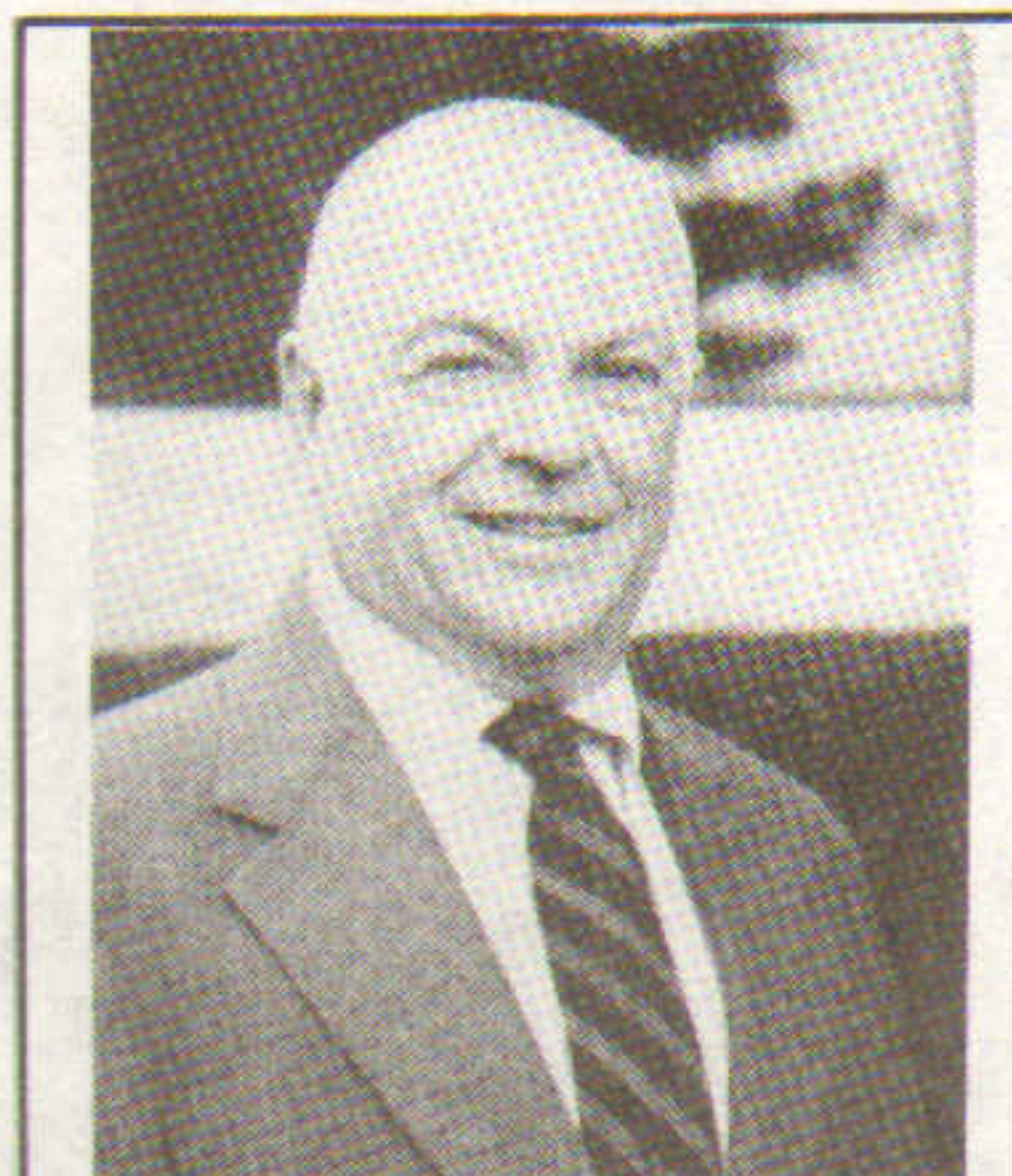
John Carney  
NEWGATE INTERNATIONAL



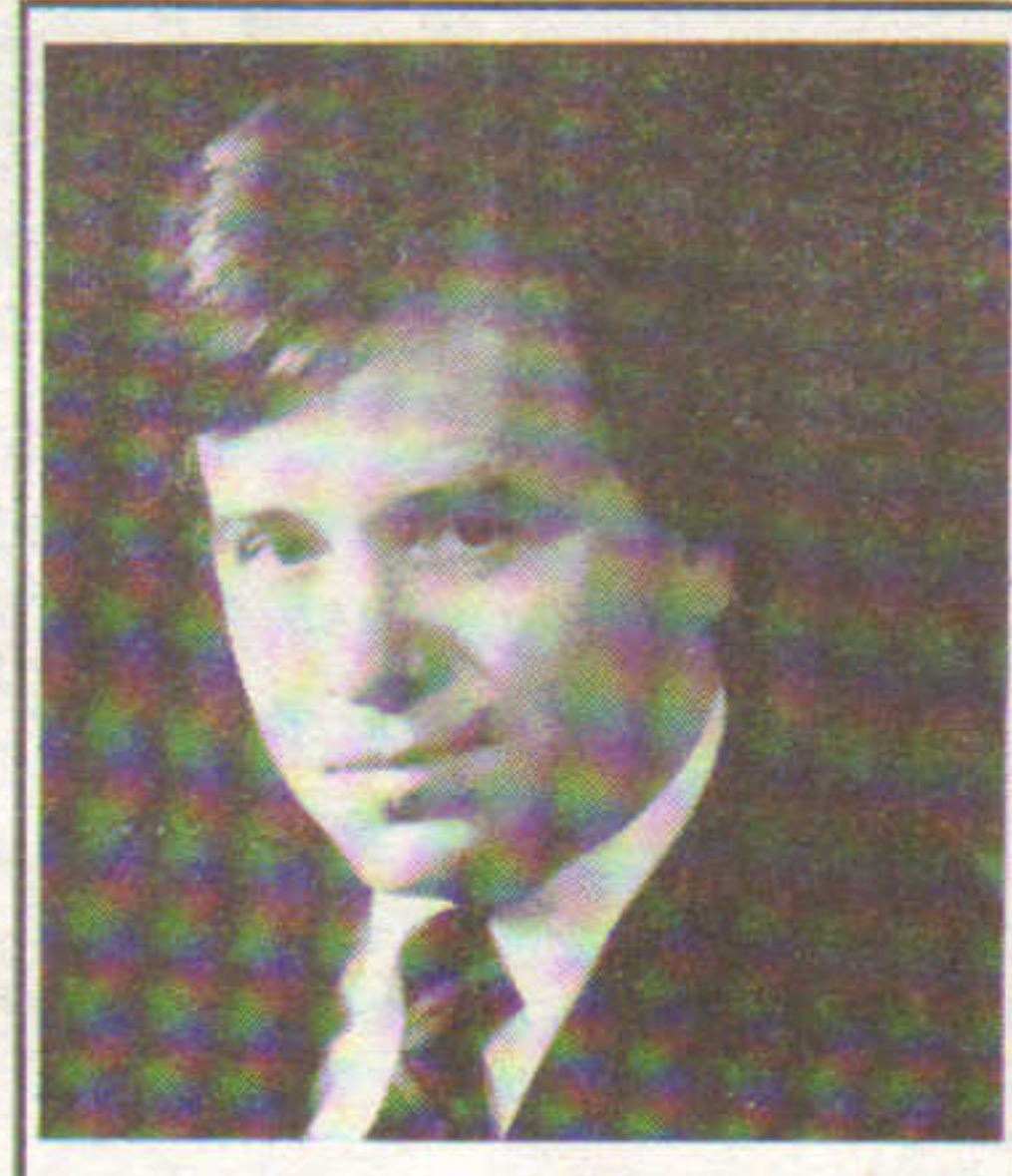
Leonard Suscy  
CULBRO LAND RES.



Harold Burns  
HAROLD BURNS AGENCY



Arnold Tofias  
TOFIAS COMPANY



Patrick Carney  
CLAREMONT CORP.



Scott Simpson  
CANNON

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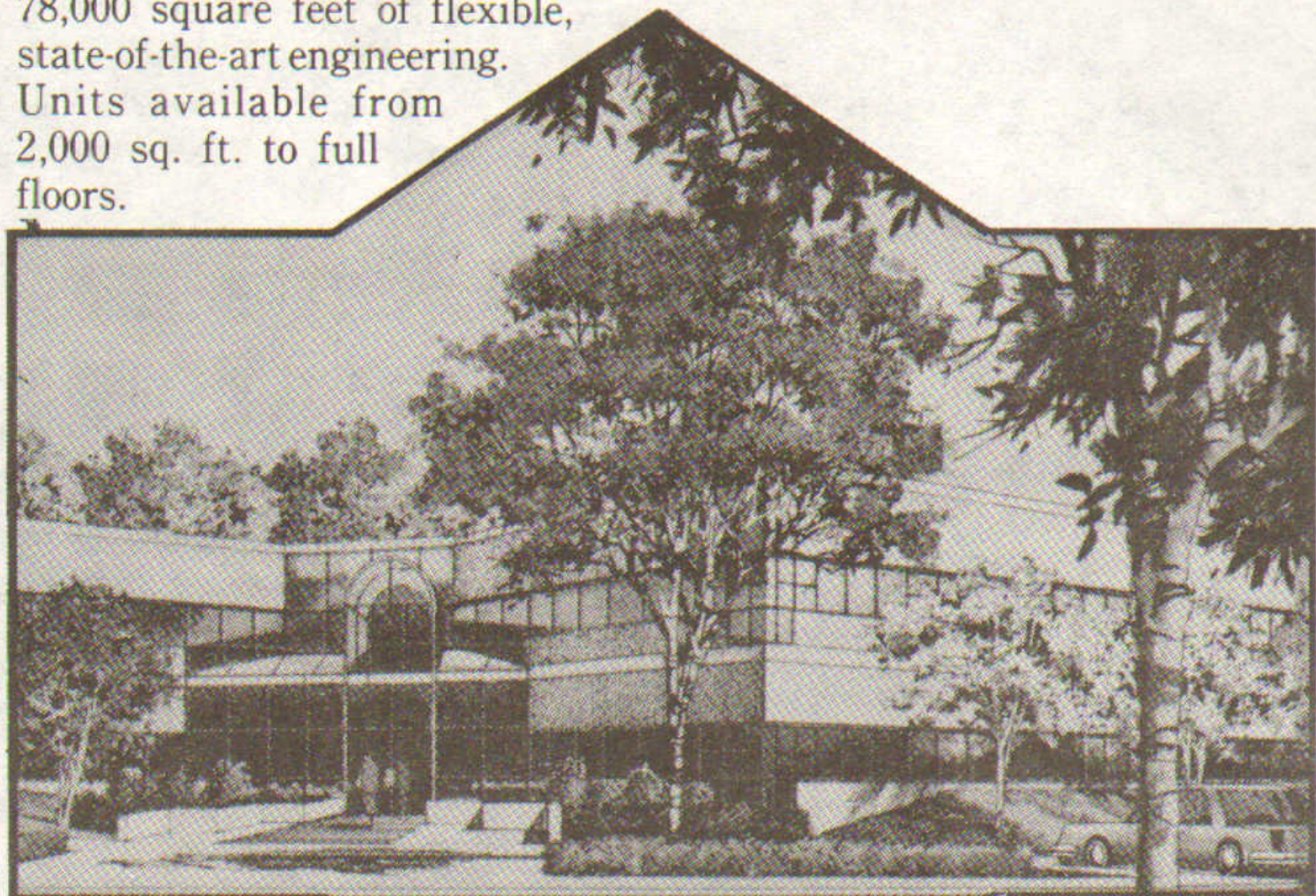
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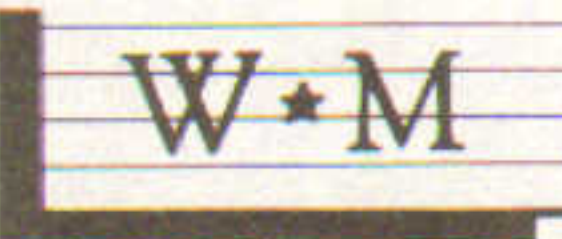
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**Heafitz & Company, Inc.**  
 Corporate Real Estate  
 77 Franklin Street / P. O. Box 1742  
 Boston, Massachusetts 02105  
 617-426-0788



# SEPTEMBER

Bruce Levine of Ryan, Elliott & Co. sells 90,000 s/f \$2.95m Medford building for REVLP to Peabody Office Furniture.

Fred Raucci Jr. of Levey Miller Maretz brokers West Haven apartments to Dieter Hauser for \$1.05 million.

Clifford Hurley and Bruce Gean of The Leggat Co. sold a 40,000 s/f \$3.8m building in Woburn to M.L. Properties.

Vappi & Co. construction manager for H.J. Davis Dev.'s \$55m River Court luxury condominiums in Cambridge.

Peter Quinn of Corporate Space sells and leases 64,000 s/f at Avon Corporate Ctr. for Condyne in \$3.5 million deal.

Worcester Business Dev. Corp. builds \$9m 86,000 s/f at Mass. Biotech Ctr.; R.W. Granger GC, Keyes Assoc. archt.

Stephen & Bruce Roberts, Louis Shuman & Leonard Jolles sell 50,000 s/f Brockton retail-office building for \$1.8 million.

National Dev. Assoc. plans \$30m 240,000 s/f Stallbrook Marketplace in Bellingham; Lonergan Co. marketing agent.

Richard Cabral buys \$4.5m 40,000 s/f White Birch Plaza in Portsmouth from Portsmouth Commercial Center.

David Cronheim Mortgage Co. places \$17m loan for Rosenshein Assoc.'s 188,593 s/f Groton Square Shopping Center in Conn.

Joseph Putnam of Cushman & Wakefield brokers 36,000 s/f lease in Wethersfield's Putnam Park to Vantage Computer.

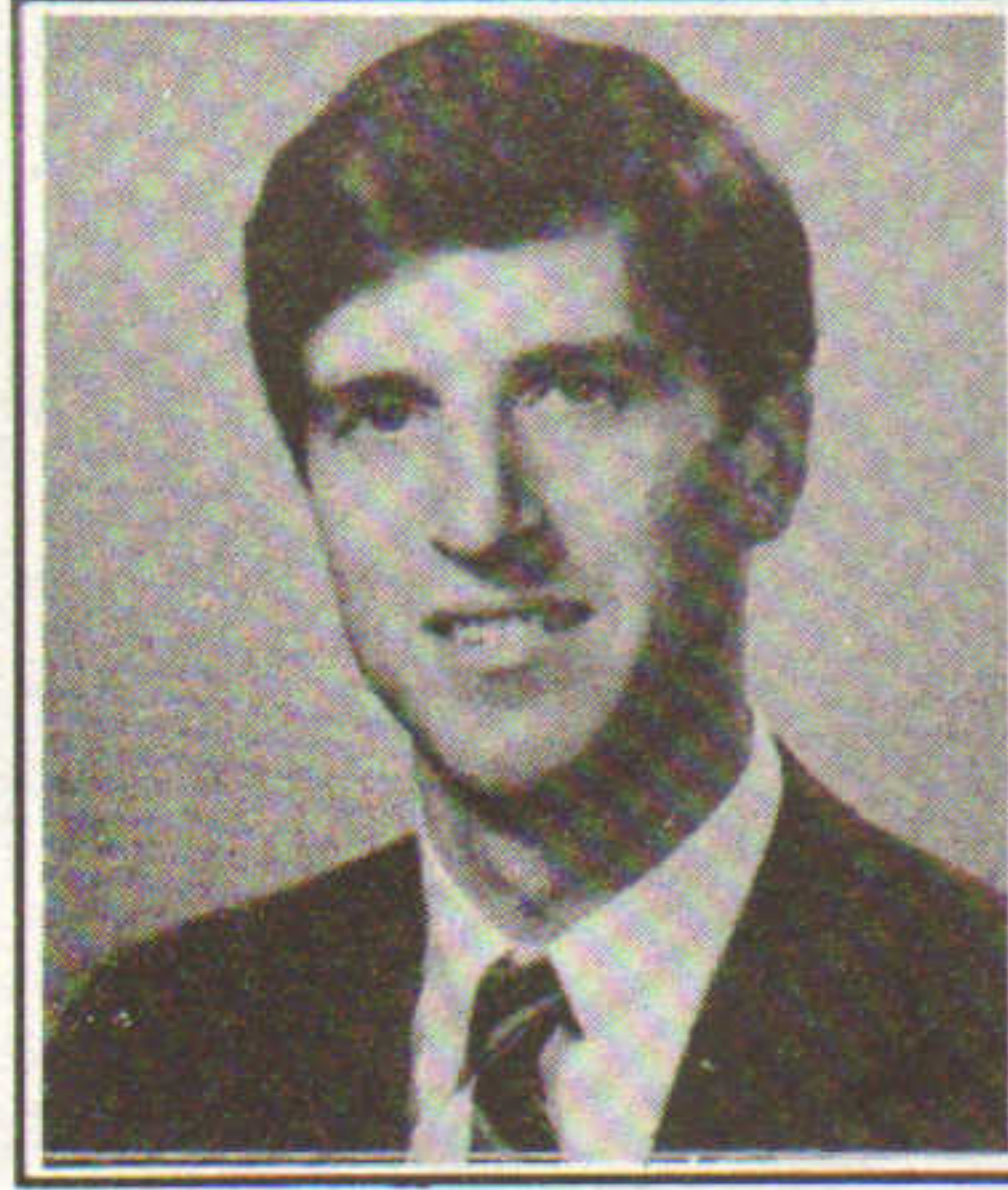
Konover & Assoc. opens Super Stop & Shop, Waldbaum's Purity Supreme & Price Chopper in three states: 224,855 s/f.

Peter Elliot & Co. leases 60,000 s/f at 125 Summer St. for A.W. Perry and Jaymont Properties to Gadsby & Hannah.

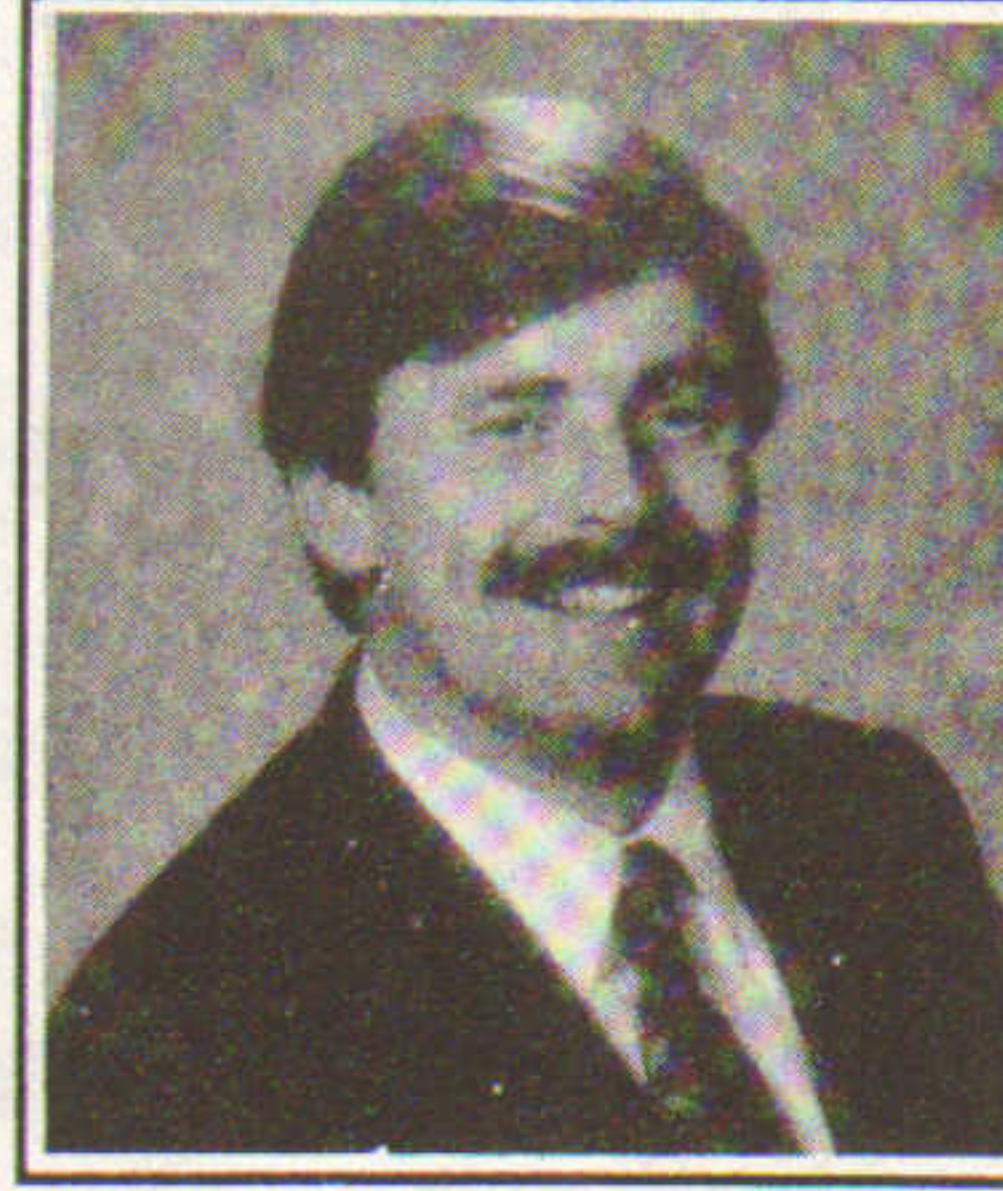
The Shepardson Group brokers 48,800 s/f offices for Linpro Co. to N.E. Business Properties in Westborough for \$2.4m.

Property Capital Assoc. acquires Three Canal Plaza, Portland, for \$6.4m (65,000 s/f) for Maine State Retirement System.

Soloff Management Corp. starts 56 room \$1.235m Airport Econo Inn, West Lebanon, N.H.; Engelberth Const. contractor.



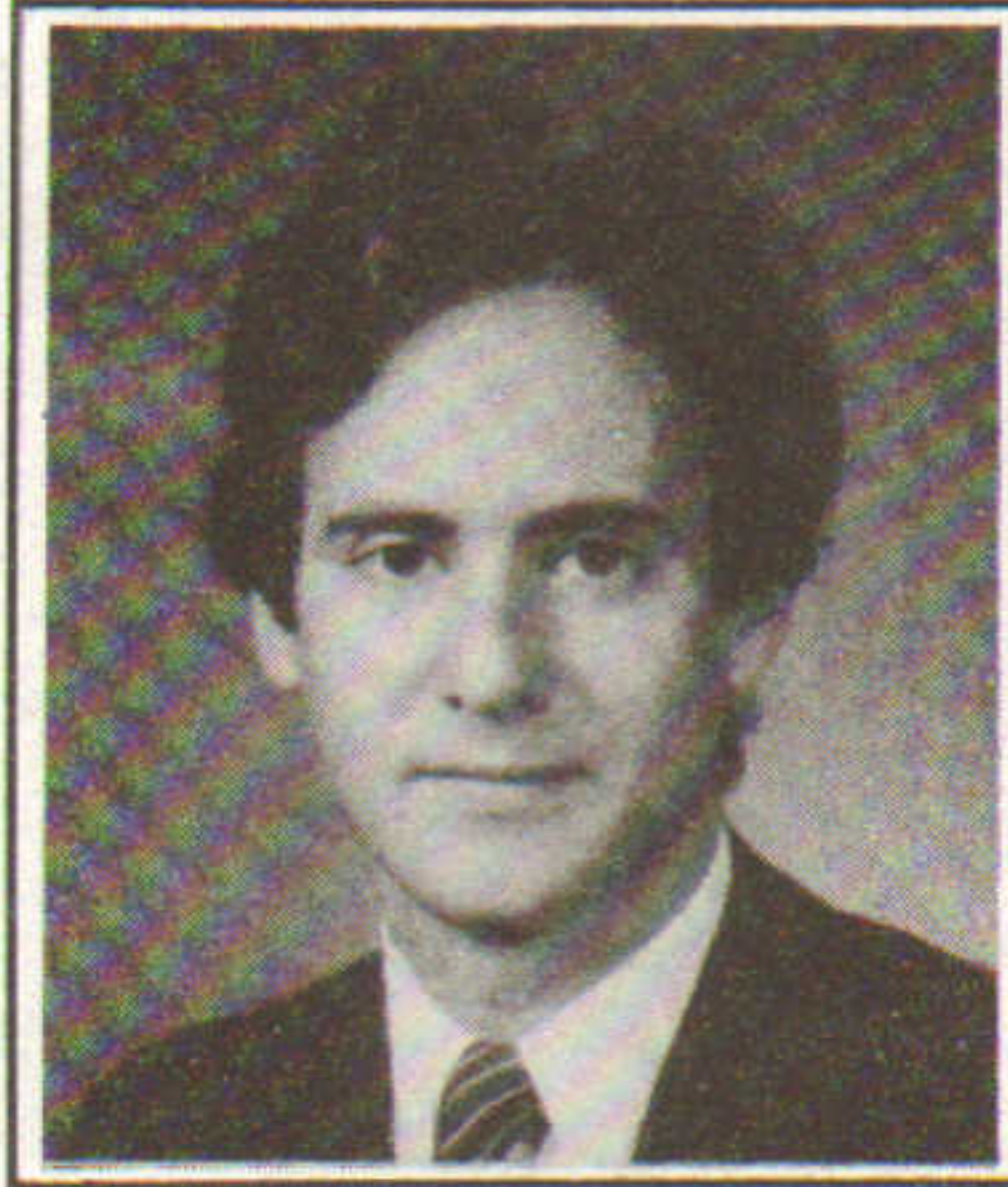
Peter Nordblom  
NORDBLOM COMPANY



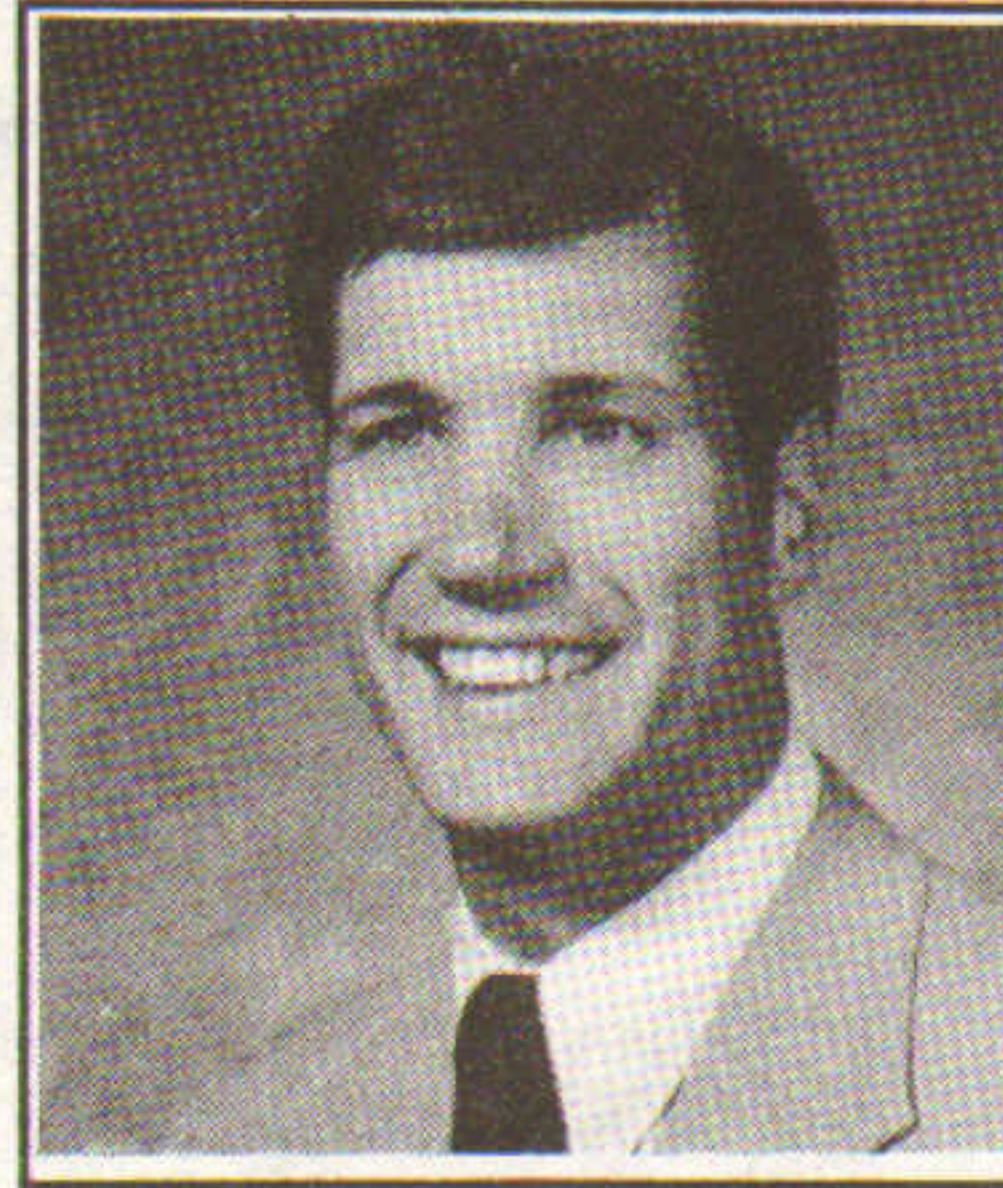
Philip McGuiness  
BARTON BROOKS



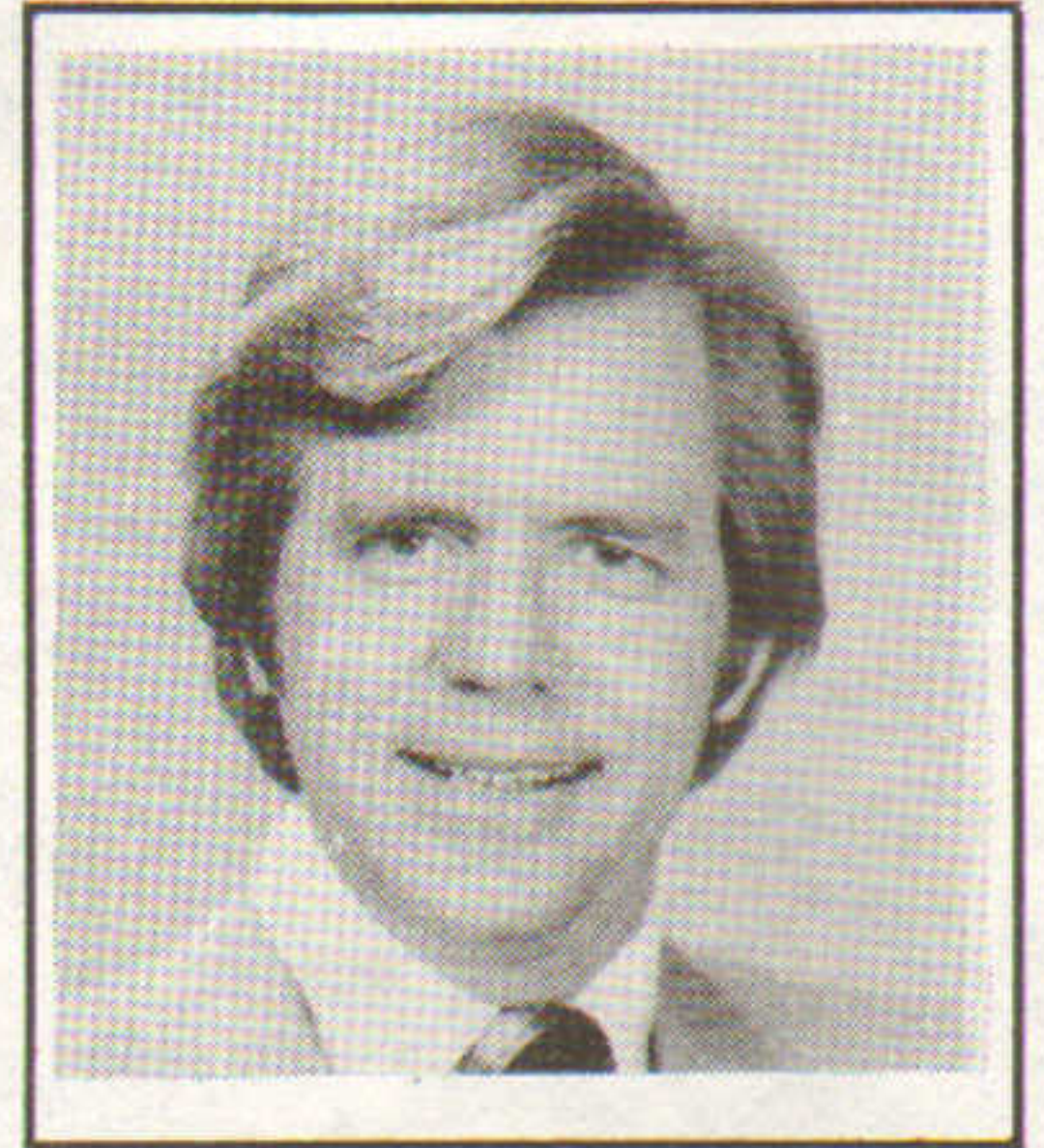
Steve Crowley  
S. CROWLEY & ASSOC.



Alan Leventhal  
BEACON COMPANIES



Duane Hillis  
DUANE HILLIS & CO.



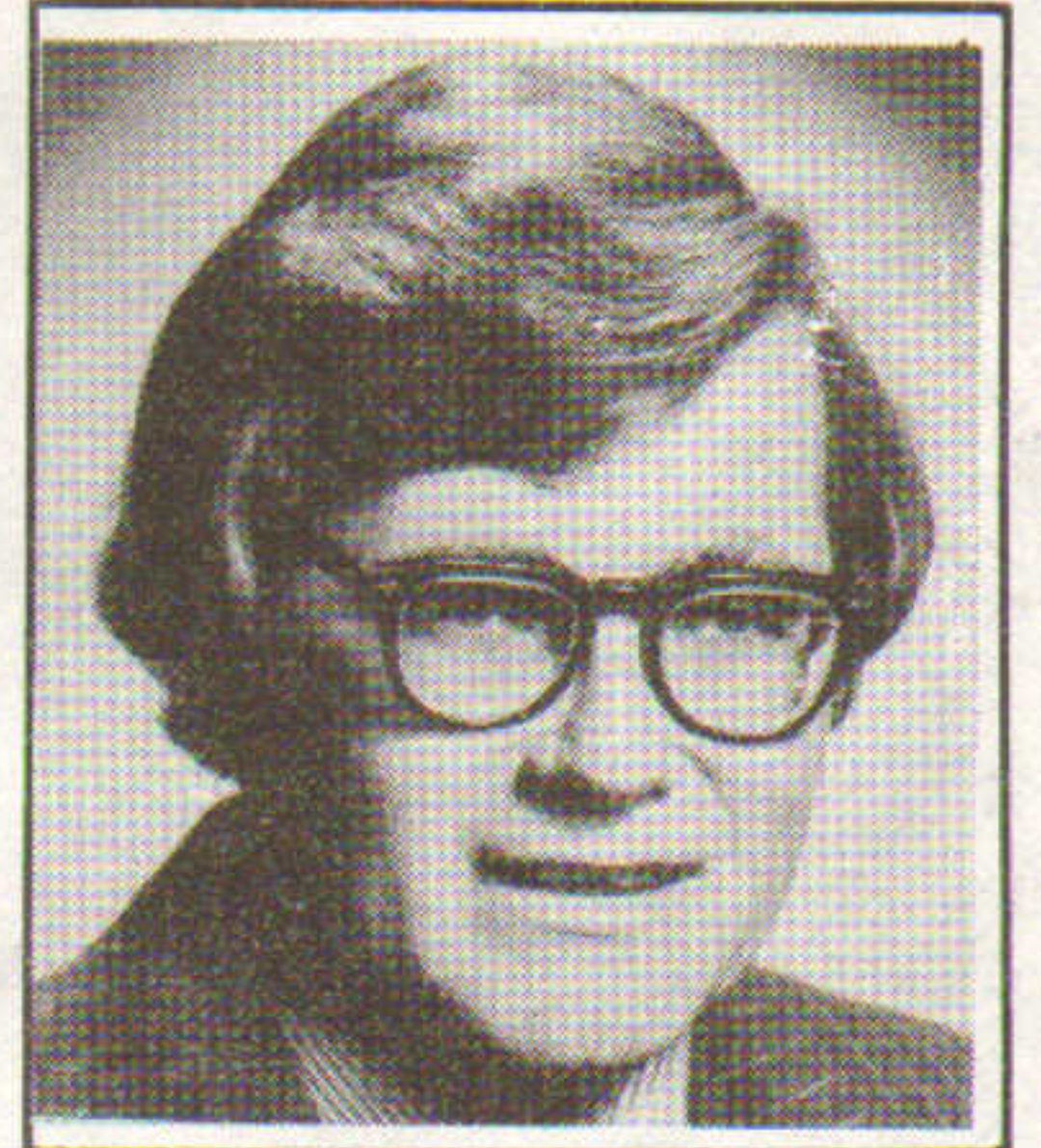
Ernest Wronka  
RYAN, ELLIOTT & CO.



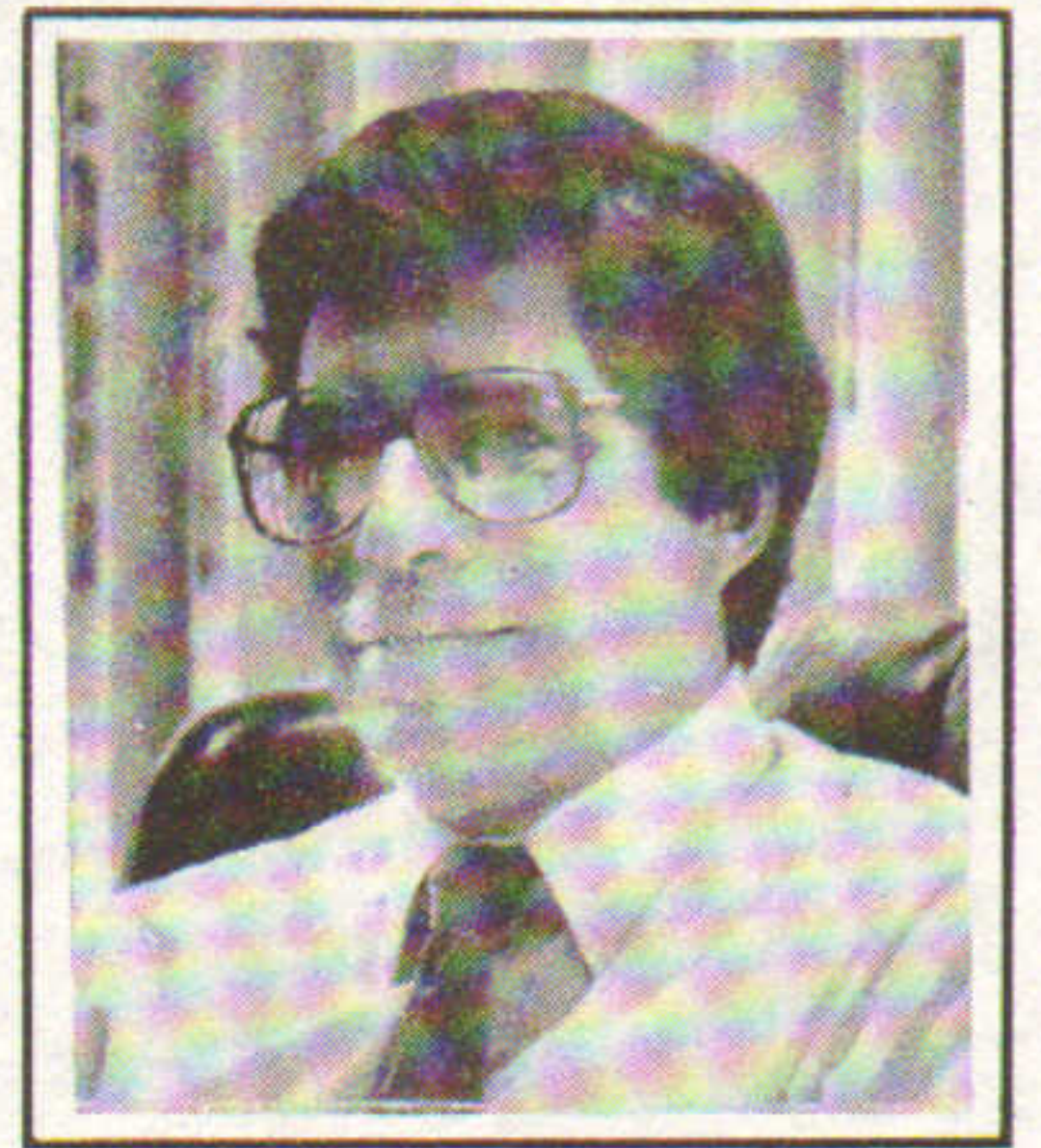
Jean Quinn  
BUSINESS ASSETS MGT.



DeForest Smith  
G. J. SMITH & SON



Robert Monahan  
ARLINGTON I.D.C.



Bruce Fischman  
CORNERSTONE COS.



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# SEPTEMBER

A.J. Sessa buys 66,000 s/f \$1.75m Farmington site; plans \$4m renovations; signs CVS for 10,000 s/f.

Brooks Properties leases 93,200 s/f building at Valley Office Park in Methuen to Genesys Software Inc.

Fleet National closes \$11m mortgage loan to Cabral Realty for 187,000 s/f North Hampton Outlet Mall.

Spectrum Financial arranges \$8.65m construction loan to Amaprop Dev. Inc. for 57 luxury condominiums in Cambridge.

Sasaki Assoc. planners and designers for \$61m renovations at Bigelow Carpet Mills in Enfield to apartments and offices.

Boston Financial places \$7.8m financing for Westside Colonial Realty's 180 apartments in Brockton.

Cushman & Wakefield and Leggat McCall lease 92,000 s/f at 101 Arch St., Boston, for Lincoln Prop. & Metropolitan Life.

Real Estate Resources places \$7m for E&F Dev. & TMCA Assoc.'s 31,975 s/f offices in Trumbull, Conn.

Nicholas Hodgson & Jonathan Lowe of Corporate Space sell \$5.2m U.S. Steel Brighton site (152,332 s/f) to Casey & Hayes.

Cabot Cabot & Forbes begins 300,000 s/f Andover Corporate Center on 24 acre site for offices and R&D.

CDM Dev. and Whittier & Dalton acquire Georgiaville Mill in Smithfield, R.I., plan \$11m condominium village.

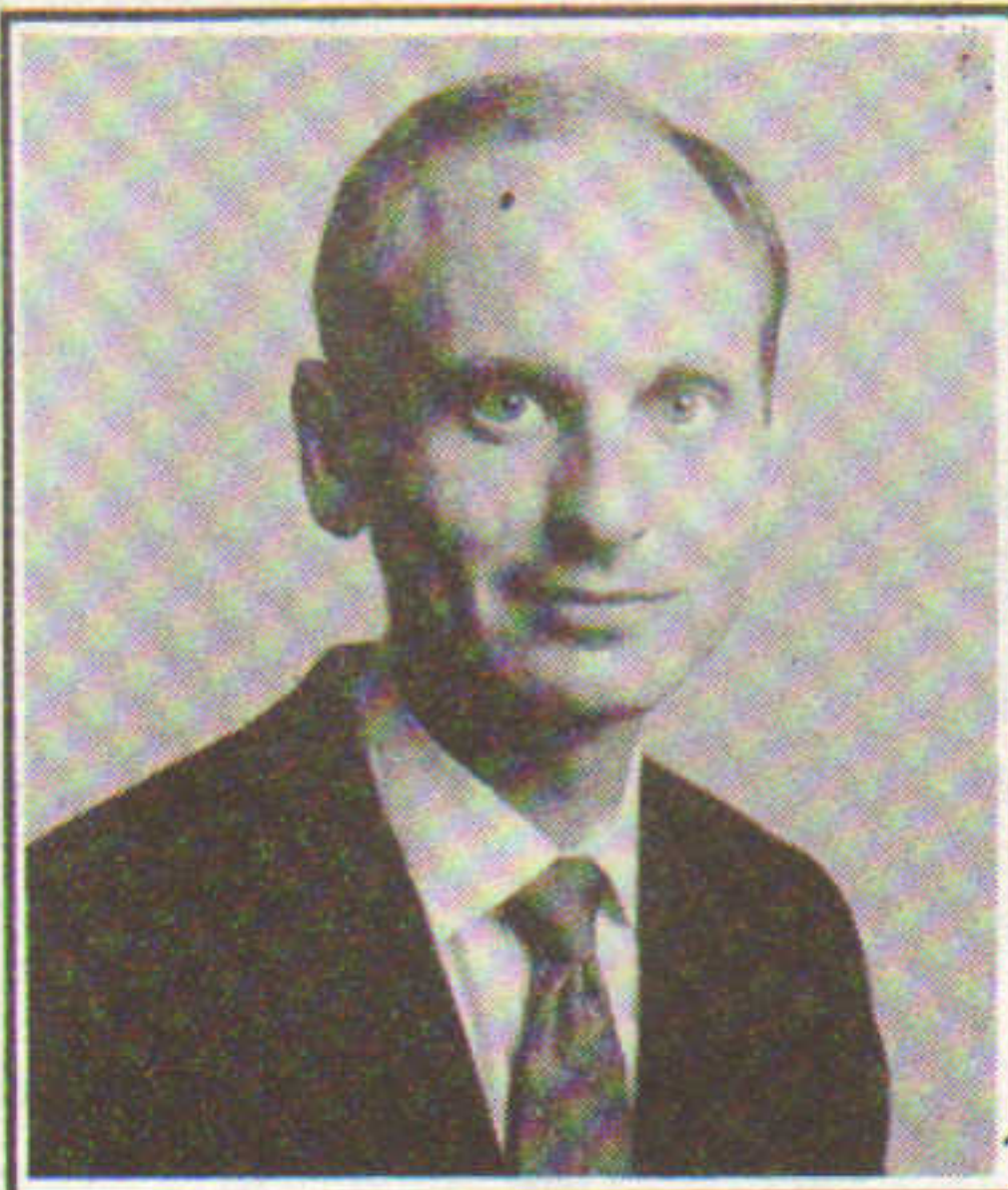
Rodman R.E. and Ryan, Elliott & Co. of R.I. cobroker \$925,000 sale of 70,000 s/f in Pawtucket to Bowcam Container.

Pilgrim Mgmt. Corp. names The Codman Co. for 123,000 s/f offices-retail in Boston; Bank of Boston loan; CBT archit.

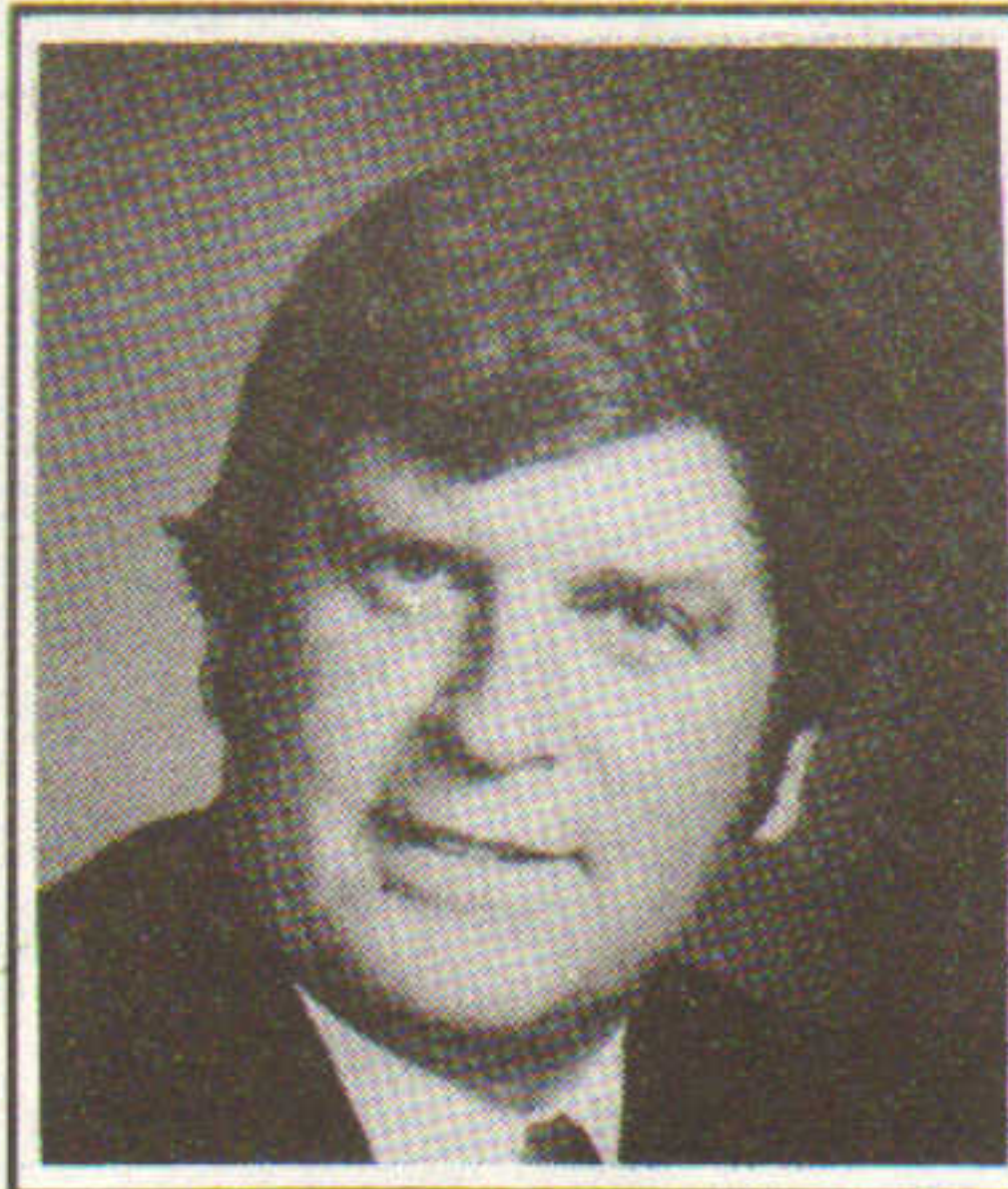
Hunneman Commercial & Ferris Co. lease 13,091 s/f for Equitable R.E. to Goldman Financial Corp. at 100 Federal St.

Micheal Kenealy of Key Realty brokers 106,295 s/f parcel in Quincy for \$2m; Quirk Ford buys 40,000 s/f buildings.

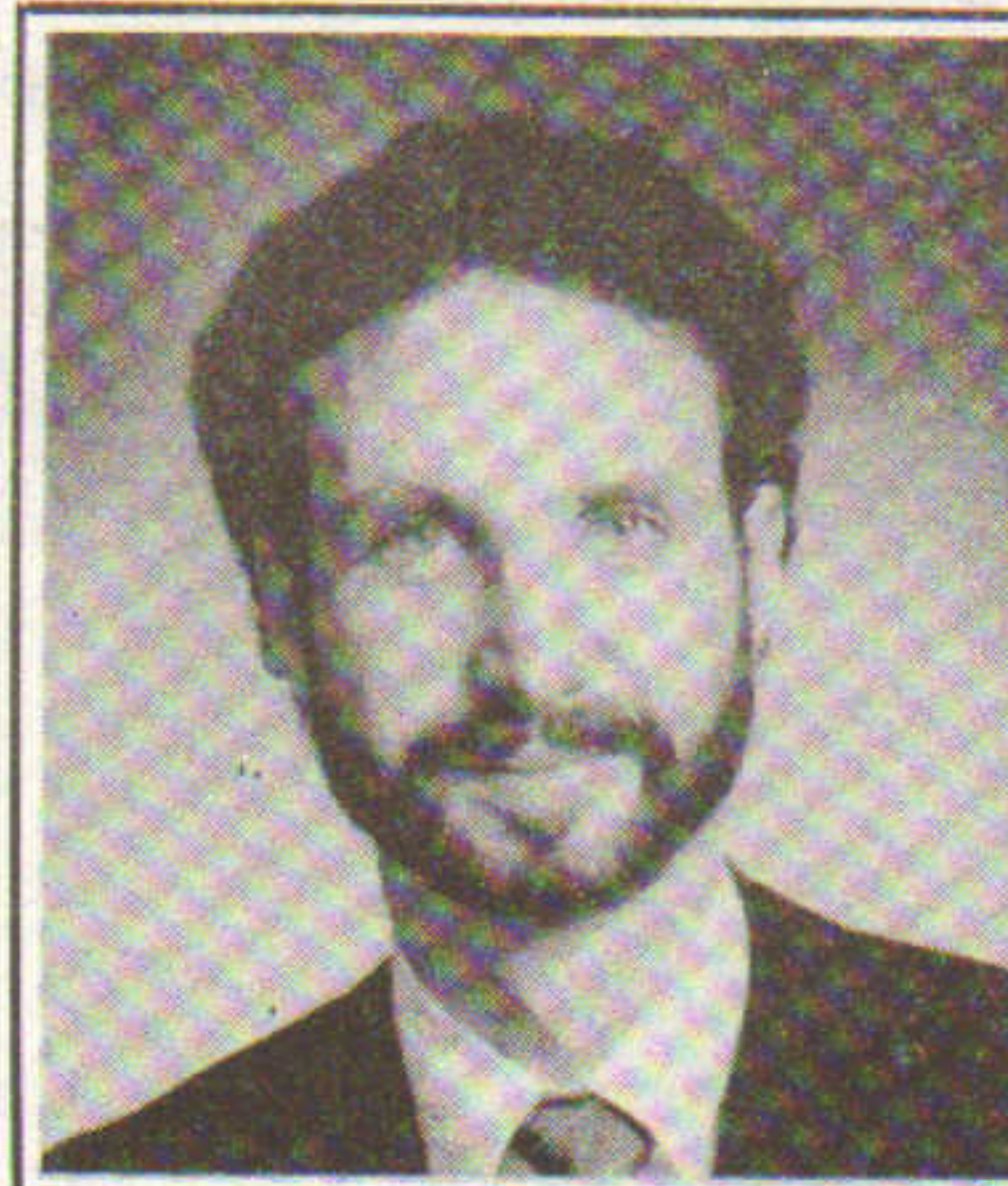
Four Mile River Industrial Park, Old Lyme, Conn., 80,000 s/f, nears completion; Beazley Co. named leasing agent.



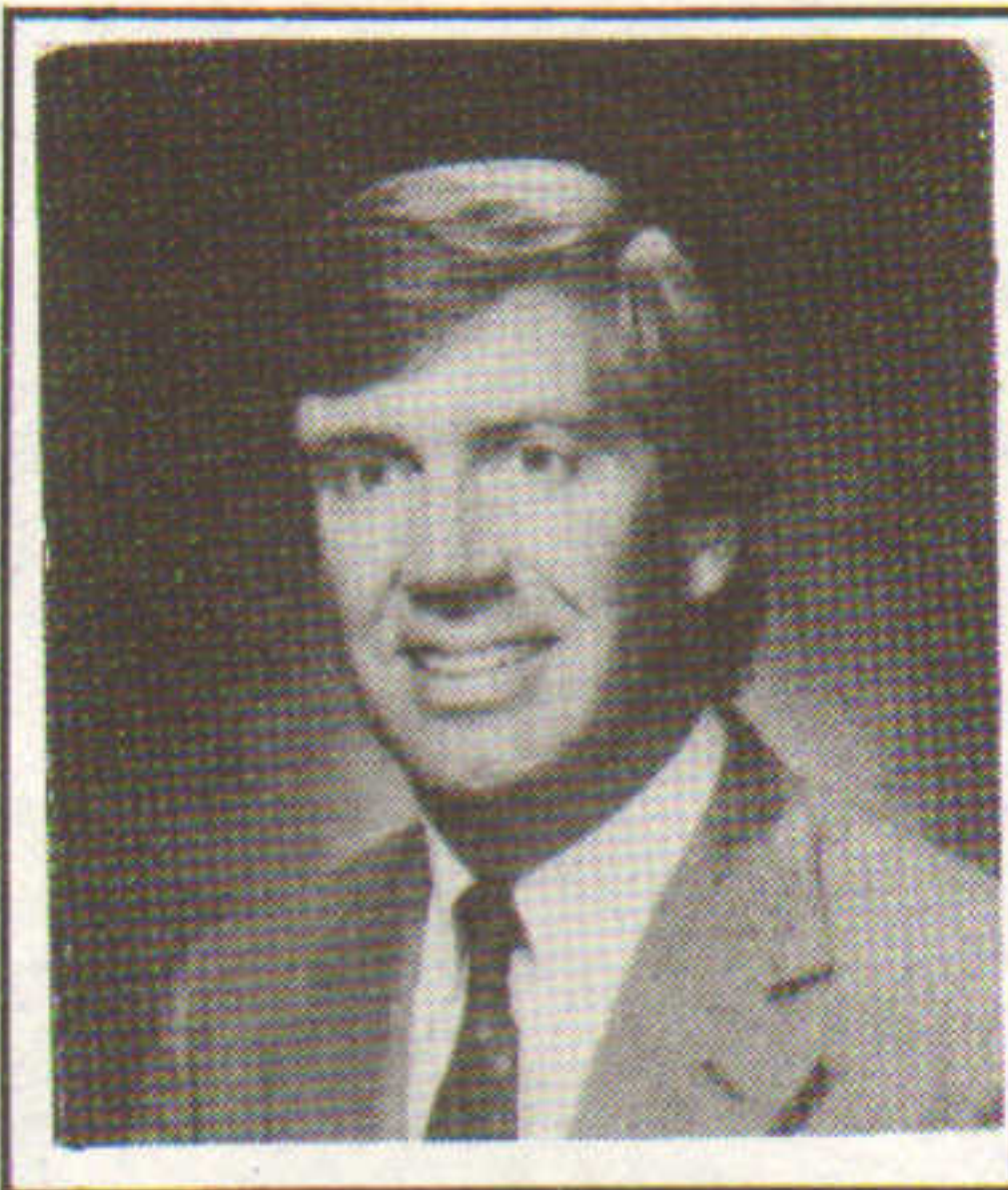
Frank Shuch  
COLONIAL PROPERTIES



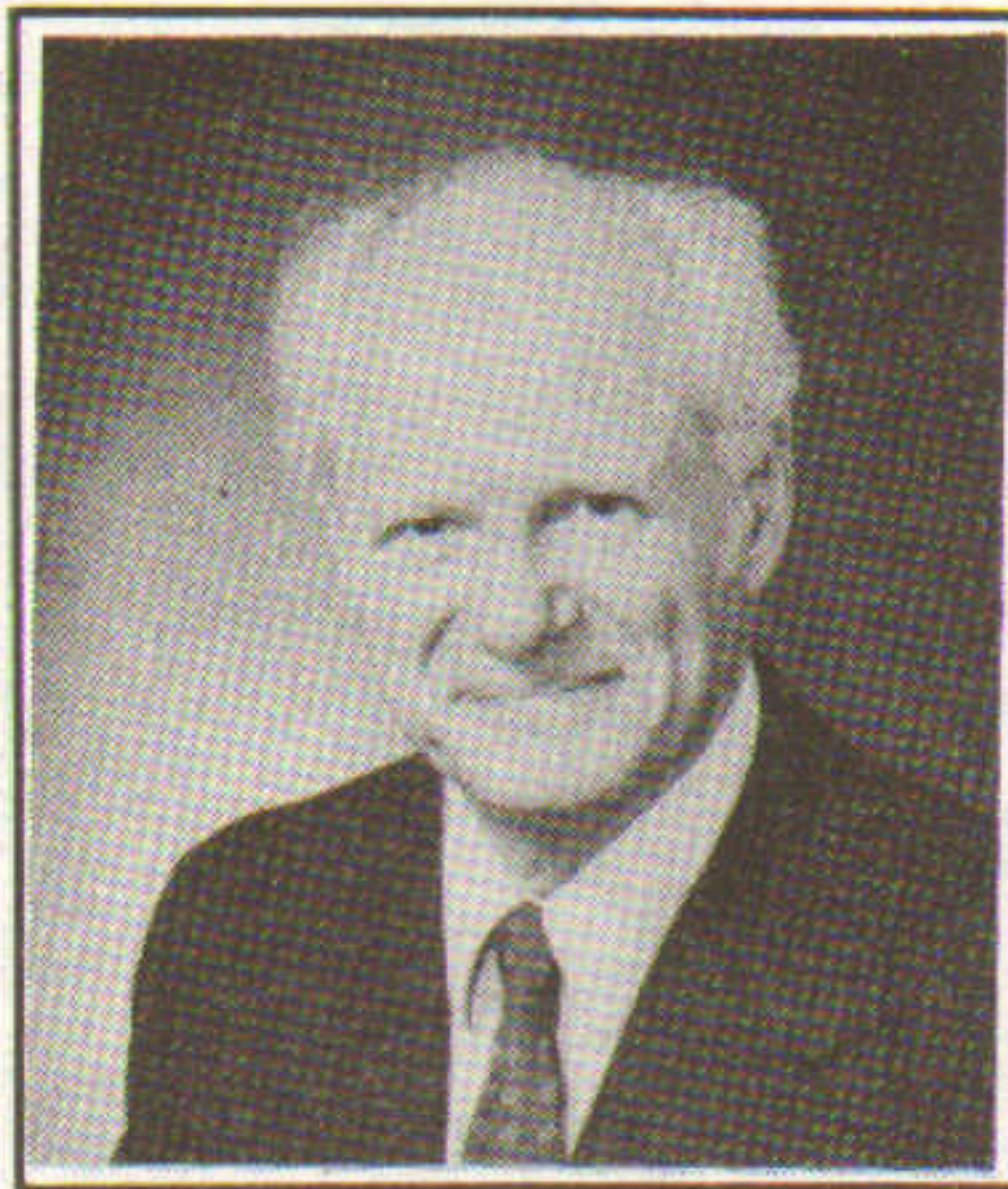
James Reilly  
ACTION EQUIPMENT



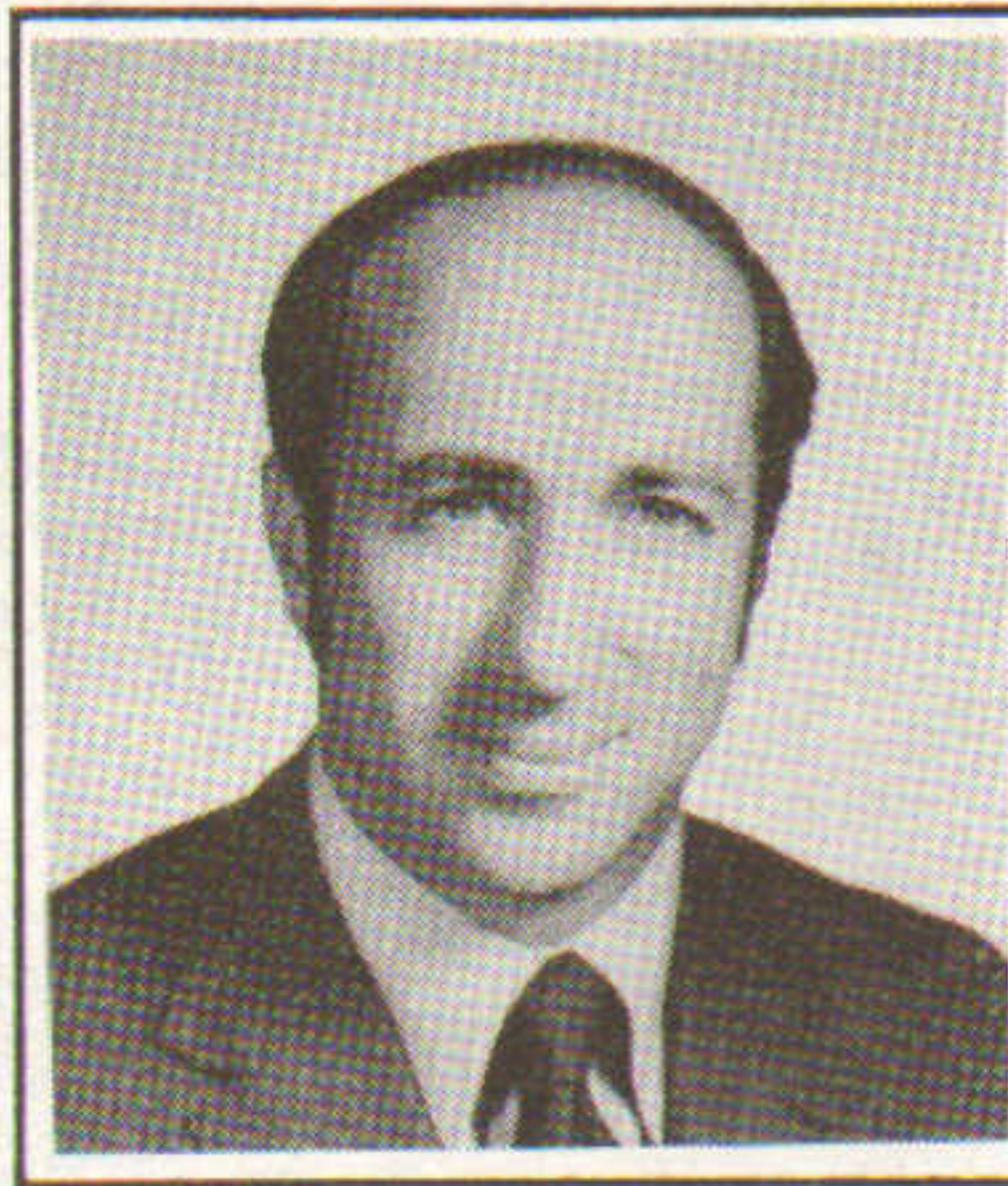
Michael Grill  
CLAREMONT CORP.



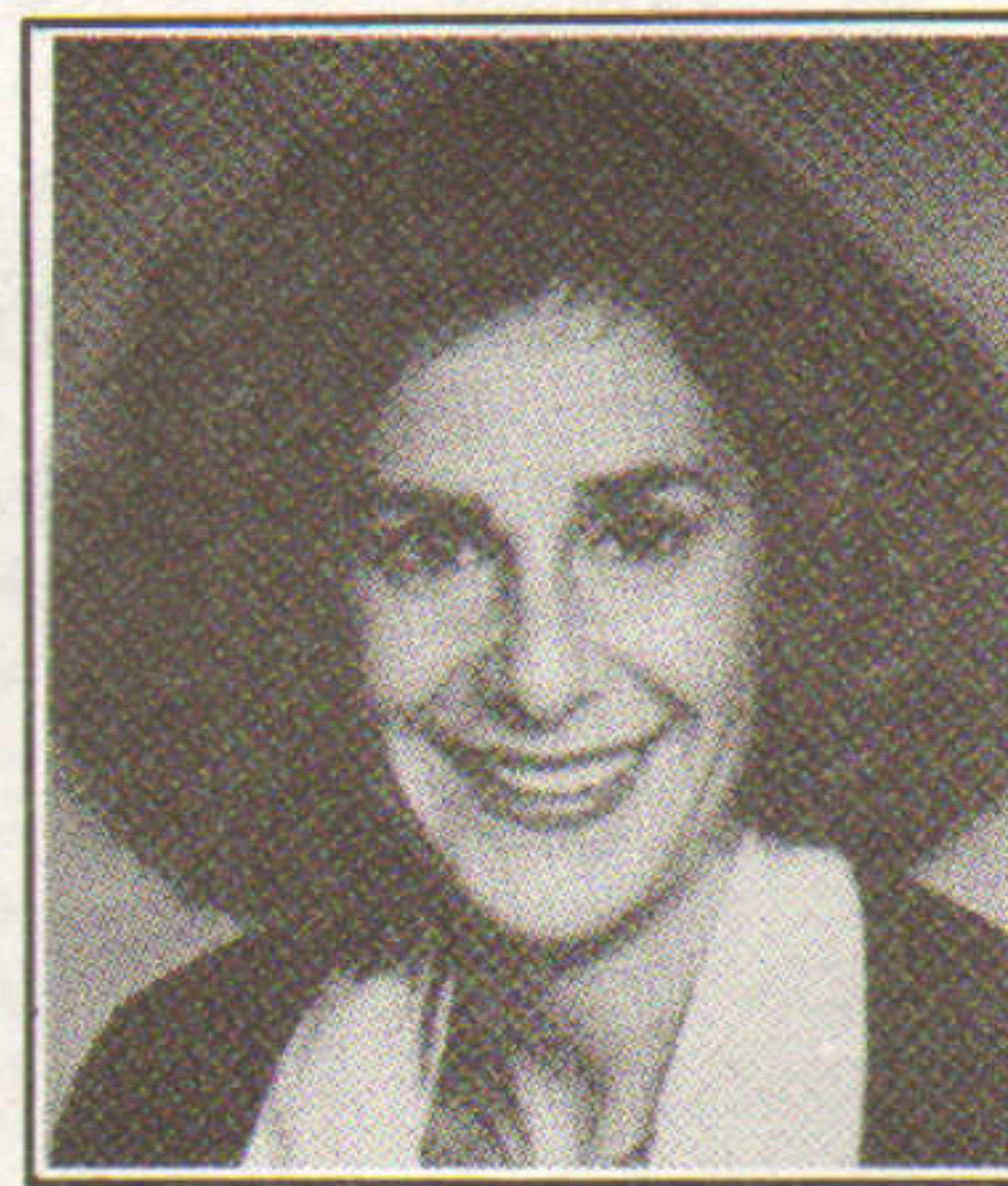
Richard Jumpp  
THE JUMPP CO.



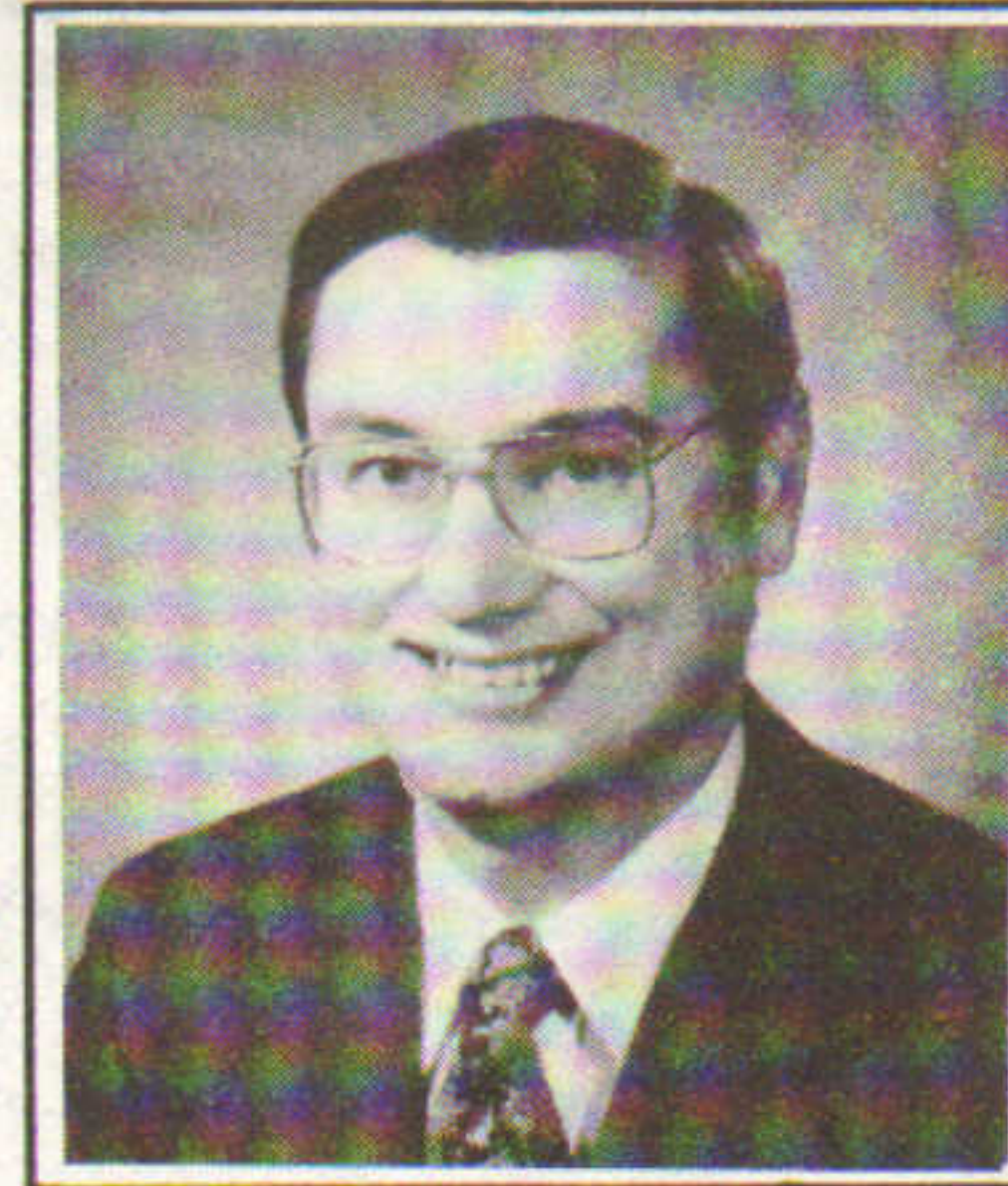
J. Leonard Schatz  
J. L. SCHATZ & CO.



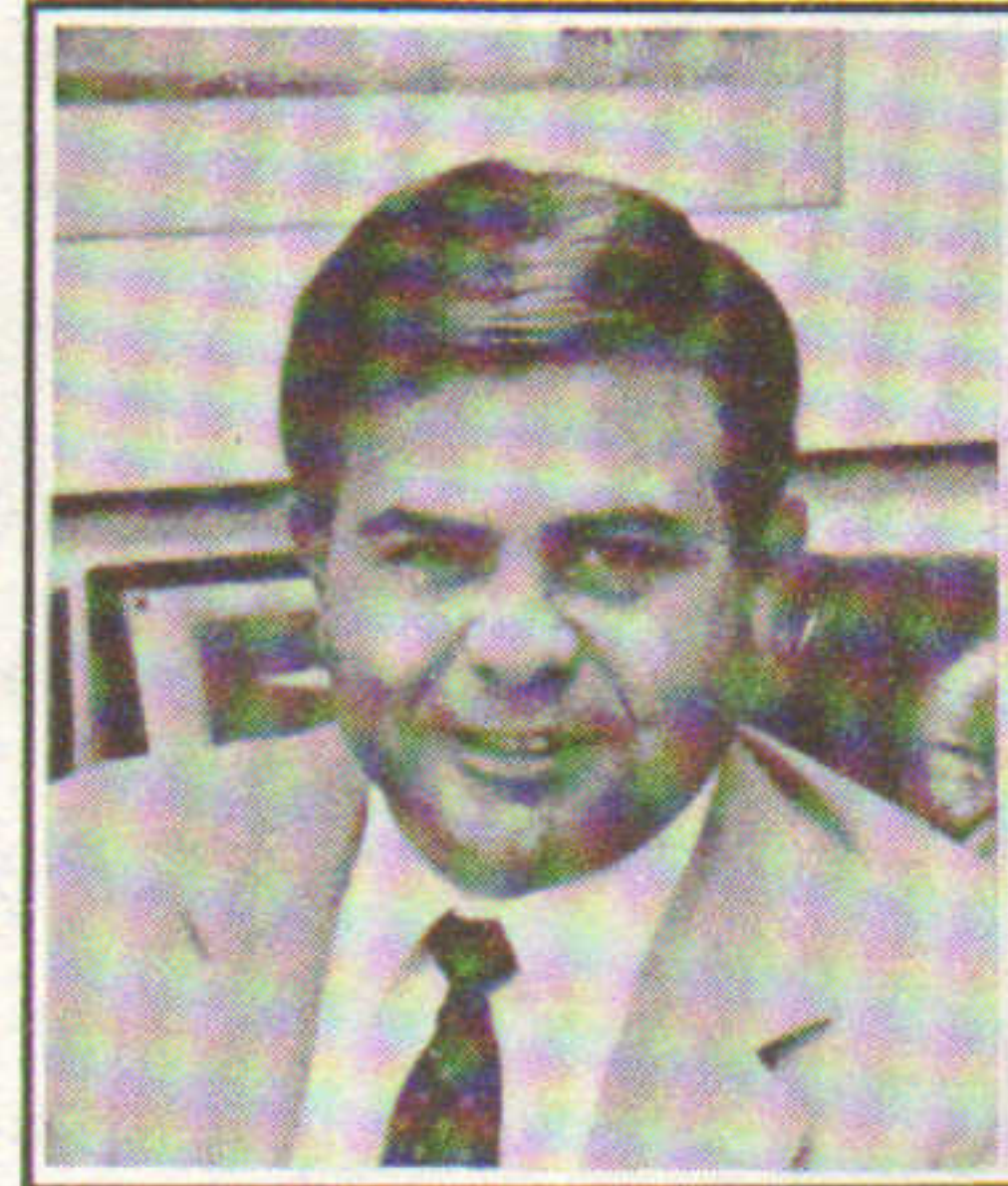
Robert Adnopez  
BEAZLEY CO., REALTORS



Fran Schiffman  
S-C MANAGEMENT



Nicholas Iacuzio  
LAVENTHOL & HORWATH



Paul DaQui  
DAQUI BELDING



Nelly Odenwaelder  
H. PEARCE CO.

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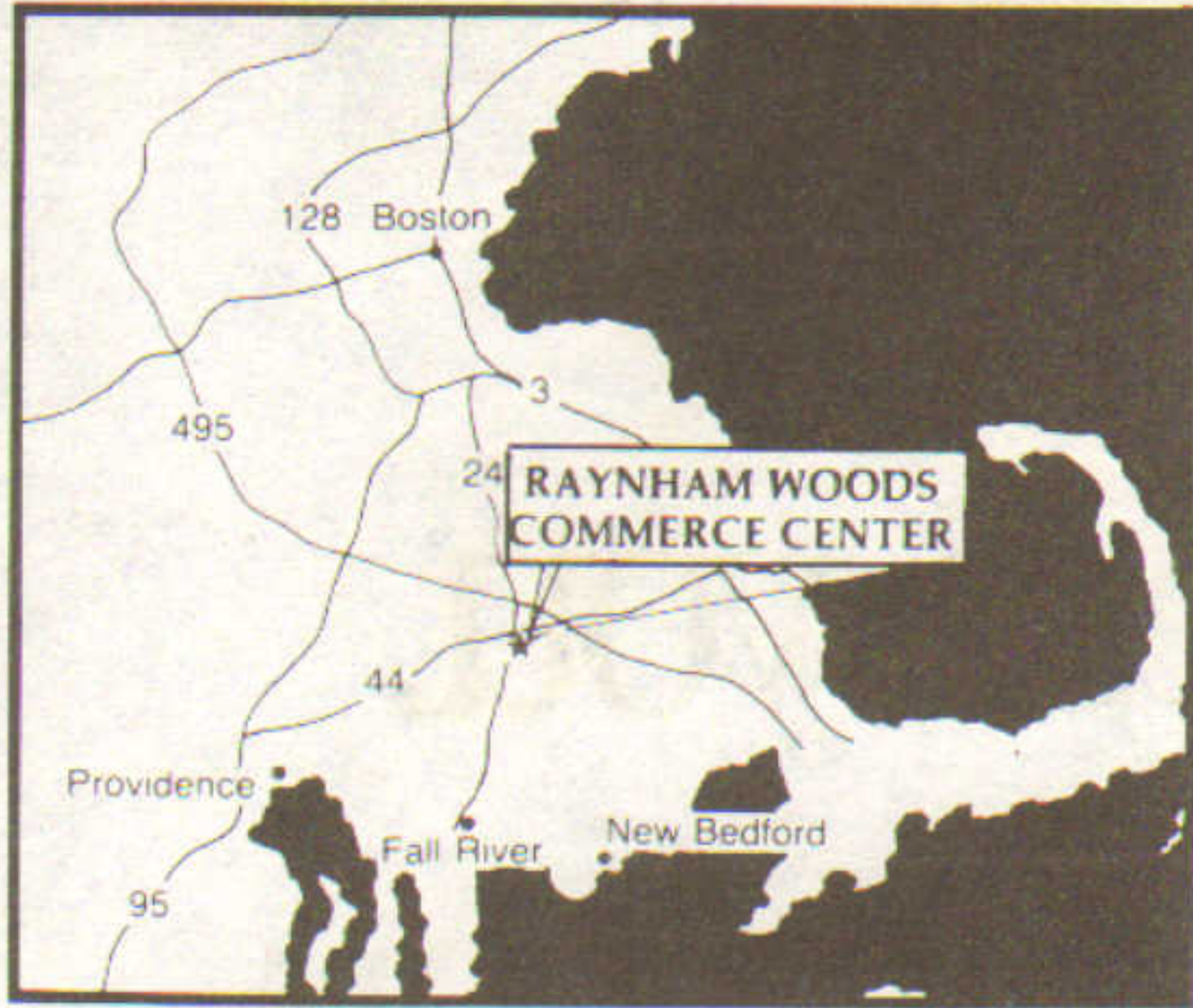
PROPERTY MANAGEMENT

15 BROAD ST., BOSTON, MA 02109 742-1500

LEDGEMONT TWO  
LEXINGTON, MASSACHUSETTS

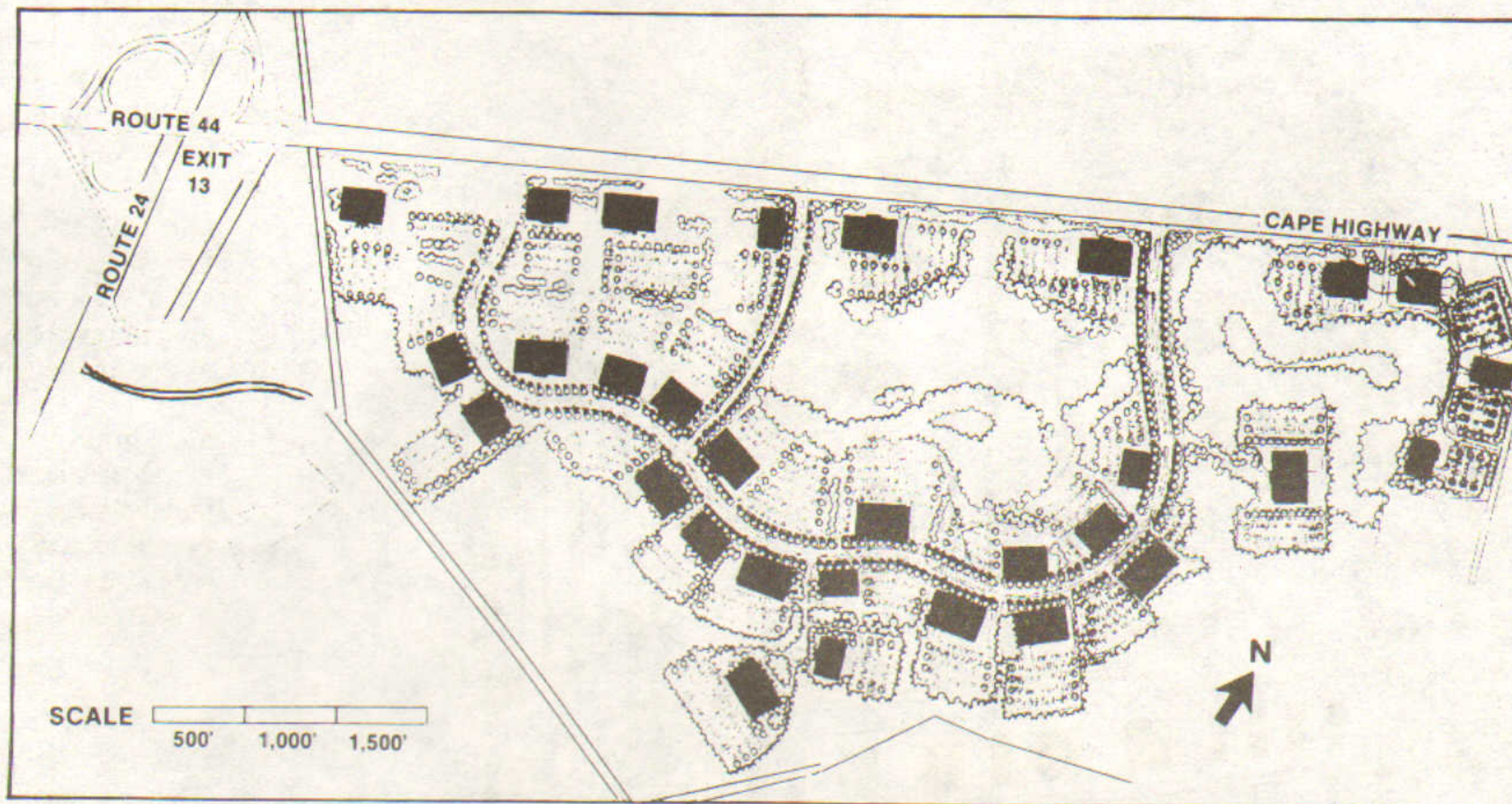
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### Superb Location

- Directly on the intersection of Route 24 and Route 44
- Outstanding access to Boston and Providence

### Highway Travel Proximity

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Boston	36
Providence	21
Cape Cod	32
Newport	32
Fall River	16
New Bedford	20
Worcester	53

- Plentiful local services include banking, restaurants, shopping, fitness, etc.
- Special "Designated Development District" zoning

### Sites from 2 Acres and Up

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- Topography and soil conditions excellent
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- Internal road network and infrastructure construction to begin soon: completion Fall 1988

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- The success story all of New England is talking about
- Population growth twice that of Massachusetts as a whole
- Large and expanding workforce
- Ample and affordable housing
- Easy access to educational, cultural and recreational opportunities

**Paramount Development Associates, Inc.**  
A Perini Company

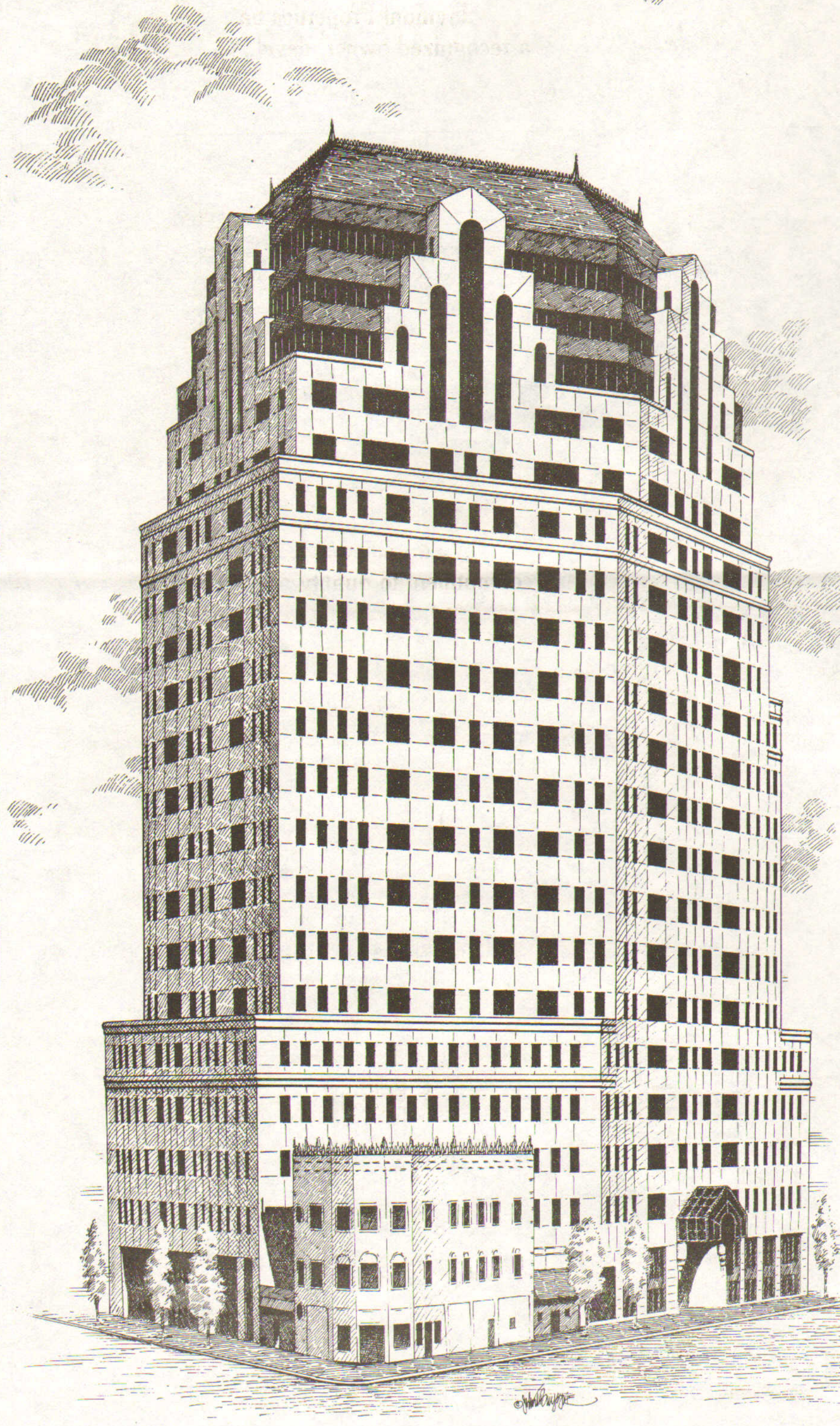
73 Mt. Wayte Avenue, Framingham, MA 01701  
Telephone Chris Maietta  
617-875-6171, Extension 550

We invite cooperating brokers to respond.

Exclusive Agent:  
R.W. Holmes Realty Co., Inc.  
617-237-5600



# The building will impress you. The opportunity will move you.



Jaymont Properties Incorporated proudly invites you to the new 99 Summer Street.

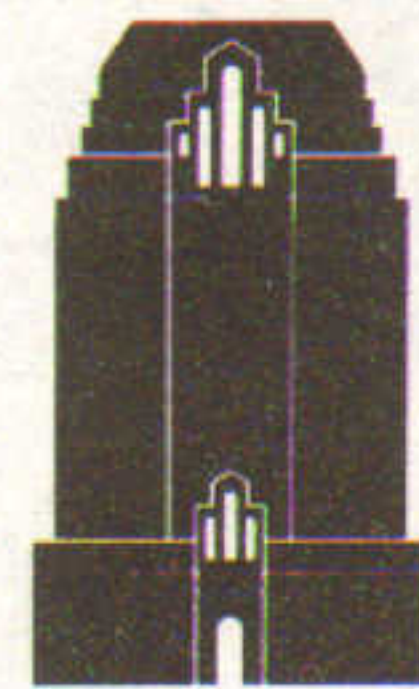
Comprising 271,000 square feet of first class office and retail space on twenty floors, 99 Summer Street offers abundant corner offices with exceptional views.

Most impressive is the skylit atrium which ascends five floors from the polished marble lobby. Lush greenery, a marble staircase and cascading watercourse surround you in splendor.

99 Summer Street is a short walk from South Station, Downtown Crossing, Courthouse and the heart of the Financial District. Access to the building garage is easy from the Surface Artery, Southeast Expressway and Massachusetts Turnpike.

The distinctive design of 99 Summer Street will impress you. The special leasing opportunities now available will move you.

For more information, call your real estate broker or **617 439-9100.**



## 99 SUMMER

Consulting agent:  
Peter Elliot & Co., Incorporated

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# Jaymont proudly salutes Boston, one of our finest addresses.

Jaymont Properties has become a recognized owner, developer, manager, and investor of premier office space in major cities across the United States.

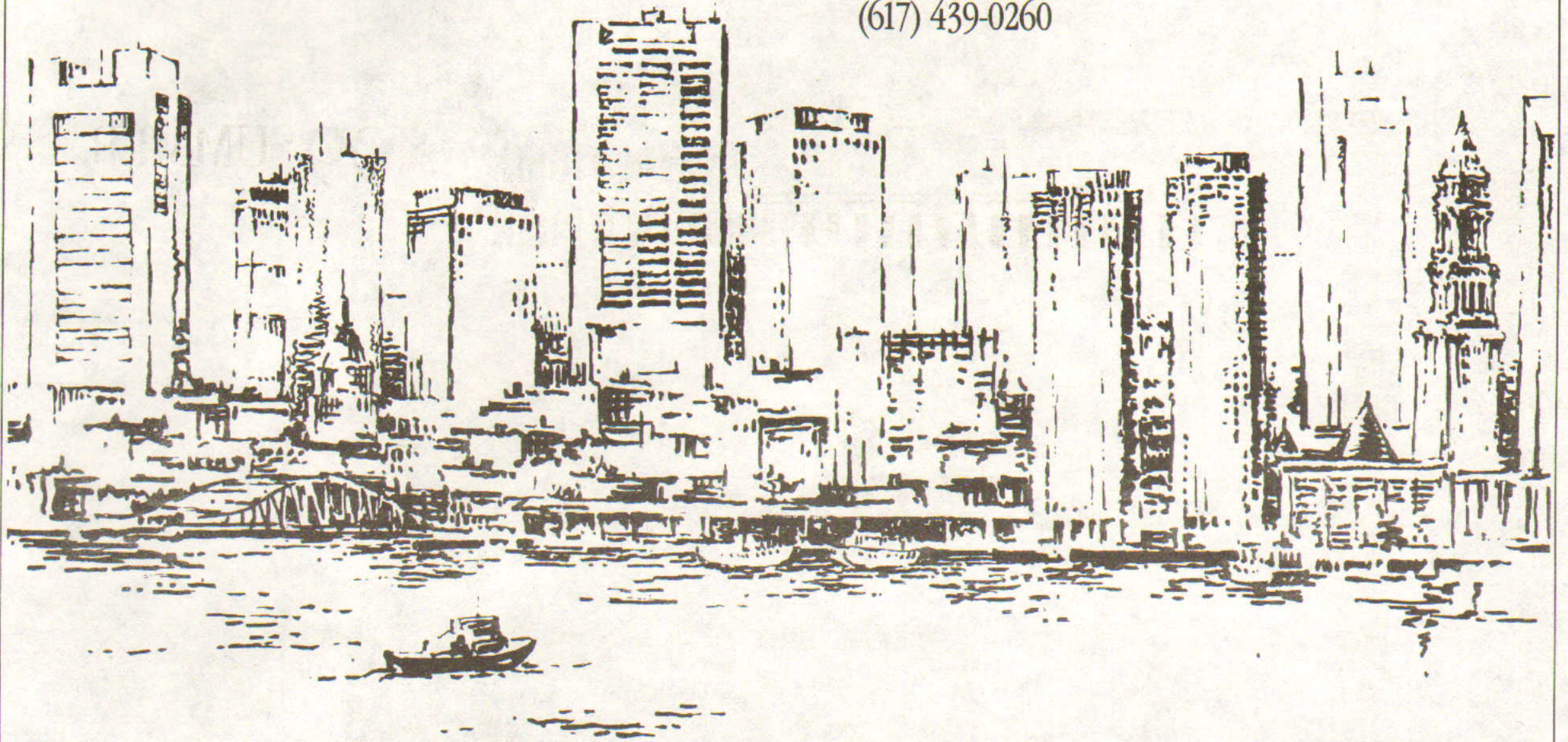
Our position among Boston's finest developers is a proud accomplishment. Our successes, beginning with 260 Franklin Street and The Two Oliver Building, continue today. Current Boston projects include 125 Summer Street, a major office/retail joint venture with A.W. Perry, Inc., 99 Summer St., and 20 and 21 Custom House Street, which is reshaping the historic grandeur of Boston's shipping district.

We are uncompromising in our commitment to quality and service. Sensitivity and sound management form cornerstones of the firm. Careful planning and vision structure each project.

Jaymont salutes Boston, one of our finest addresses.

## JAYMONT

260 Franklin Street  
Boston, Massachusetts 02110  
(617) 439-0260





# SEPTEMBER

Newgate International Business Center, East Granby, Conn. opens 52,500 s/f for Windsor Airmotive.

Woburn Five, Warren Five & Waltham Savings loan \$9.2m to Tom Laudani & Jay Philbin for 100 Haverhill townhouses.

S.B. Durfee & Alberth Ashforth cobroker 100,000 s/f lease in Shelton, Conn. to Pitney Bowes for Parrott Drive Assoc.

Jack Boyle & Tammie Thompson of Spaulding Investment lease 22,000 s/f at N.E. Executive Park to Dynatech Corp.

Jaymont Properties buys 270,000 s/f 99 Summer St., Boston for Bedford Kingston Assoc. for \$60m; Peter Elliot consults.

Gleichman & Co. buys Topsham Mill in Maine from Carlyle Inv.; names Ben Thompson archt. for conversion to condos.

Harold Cohen to update Sherwood Plaza, Natick; Brophy & Phillips GC and LEA engineer for \$3.5 million project.

Conservation Const. completes 120 room Comfort Inn in Niantic, Conn.; Napert Realty to manage.

Marshall Contractors tops off \$35m 500,000 s/f offices and laboratories for Raytheon in Marlborough, Mass.

Stone Co. starts 51,000 s/f Spruce Tree Business Ctr. in Andover for Quincy & Co.; Leggat McCall/Grubb & Ellis agent.

Peter Quinn of Corporate space sells out Terri R.E. Corp.'s 82,000 s/f South Shore Commerce Ctr. office condos for \$3.9m.

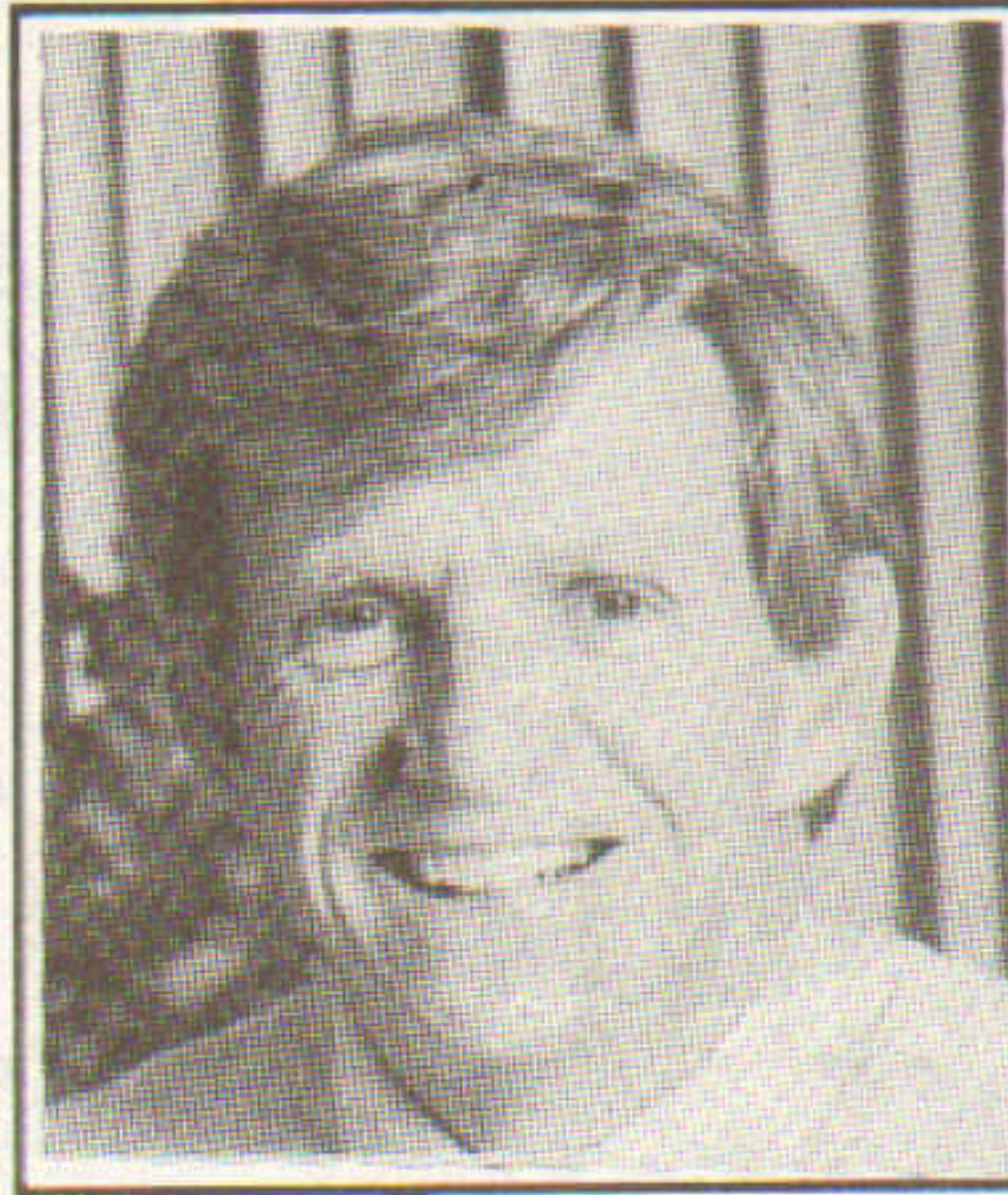
Gulick & Engelke complete 350,000 s/f offices at Norwalk Twin Towers; Discala Fairfield/Grubb & Ellis leasing agent.

Coldwell Banker brokers \$1.7m sale of 36,000 s/f building in Westwood for Unicorp American to Metro. Cabinet Distributors.

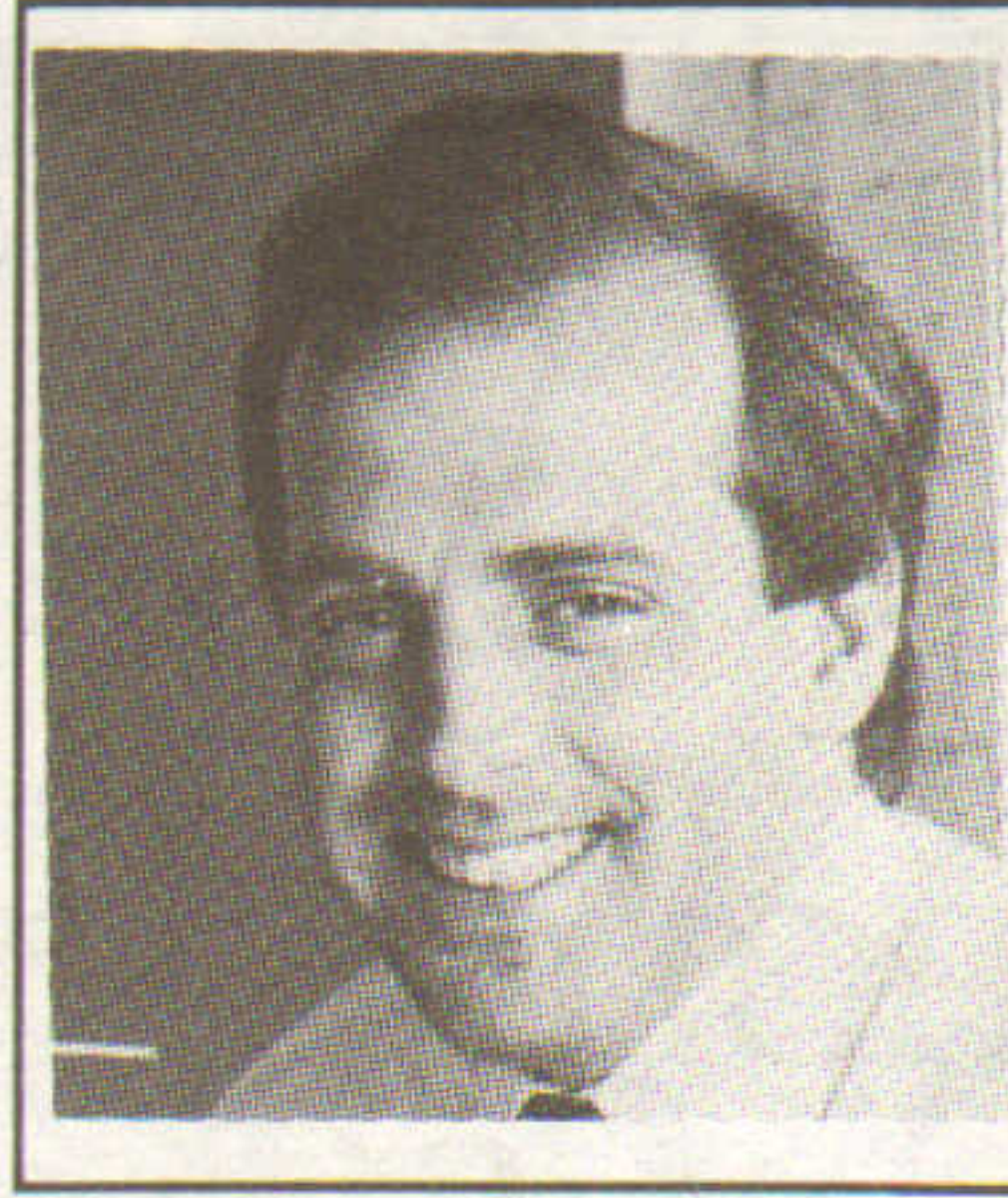
Chinese Consolidated Benevolent Assn. gets \$1.3m from Perry-Jaymont Venture for \$6.5m Boston apartments.

Cronin & Co. and Ryan, Elliott & Co. cobroker 20,000 s/f lease for Trammell Crow to Columbo Inc. in Andover, Mass.

William Korsak & Nels Palm choose Inn America Corp. to develop and operate 213 room Clarion Hotel in Nashua.



Edward Barry  
THE CONGRESS GROUP



Dean Stratouly  
THE CONGRESS GROUP



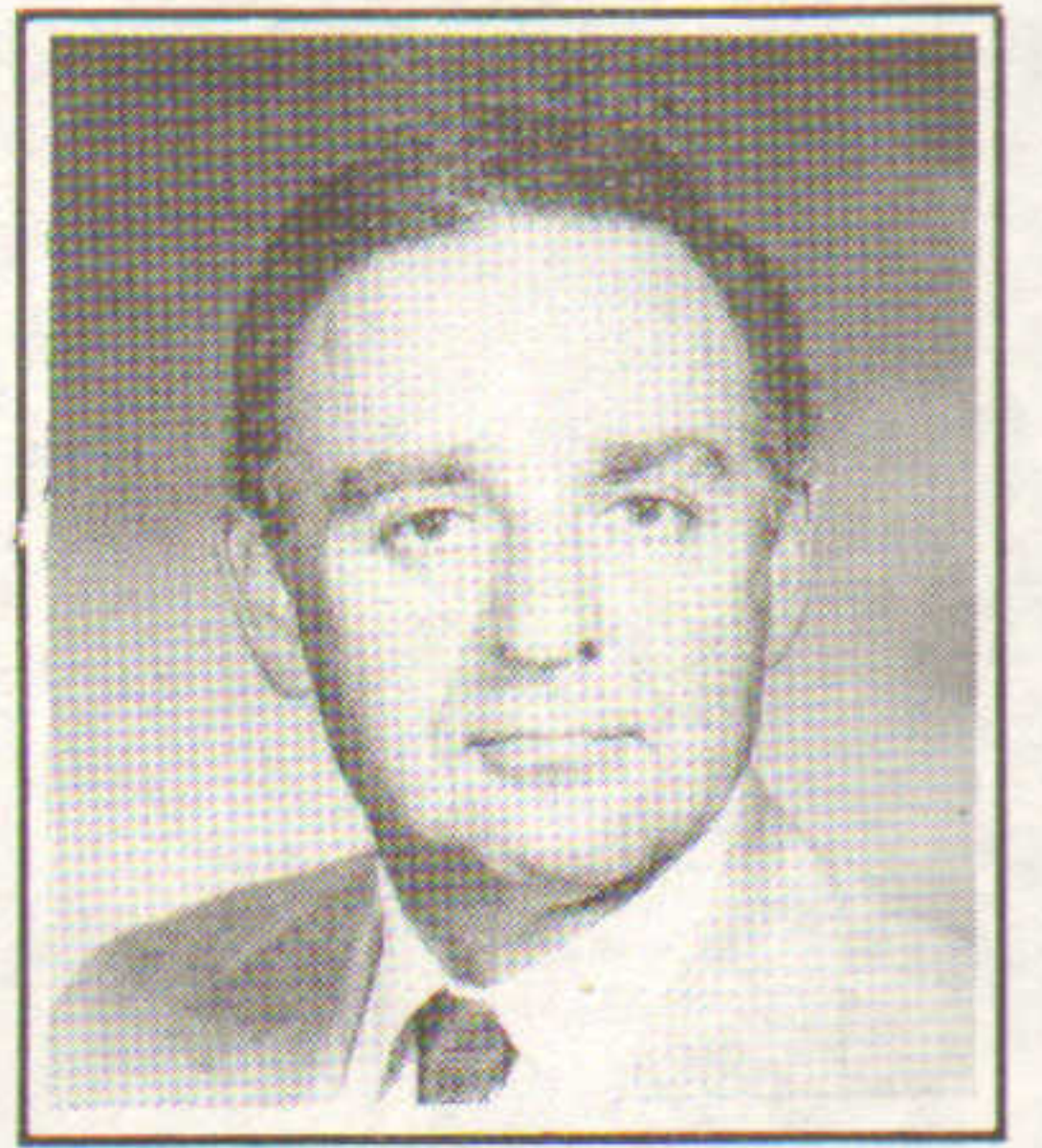
Edwin Lasner  
WILLIAM PITT, INC.



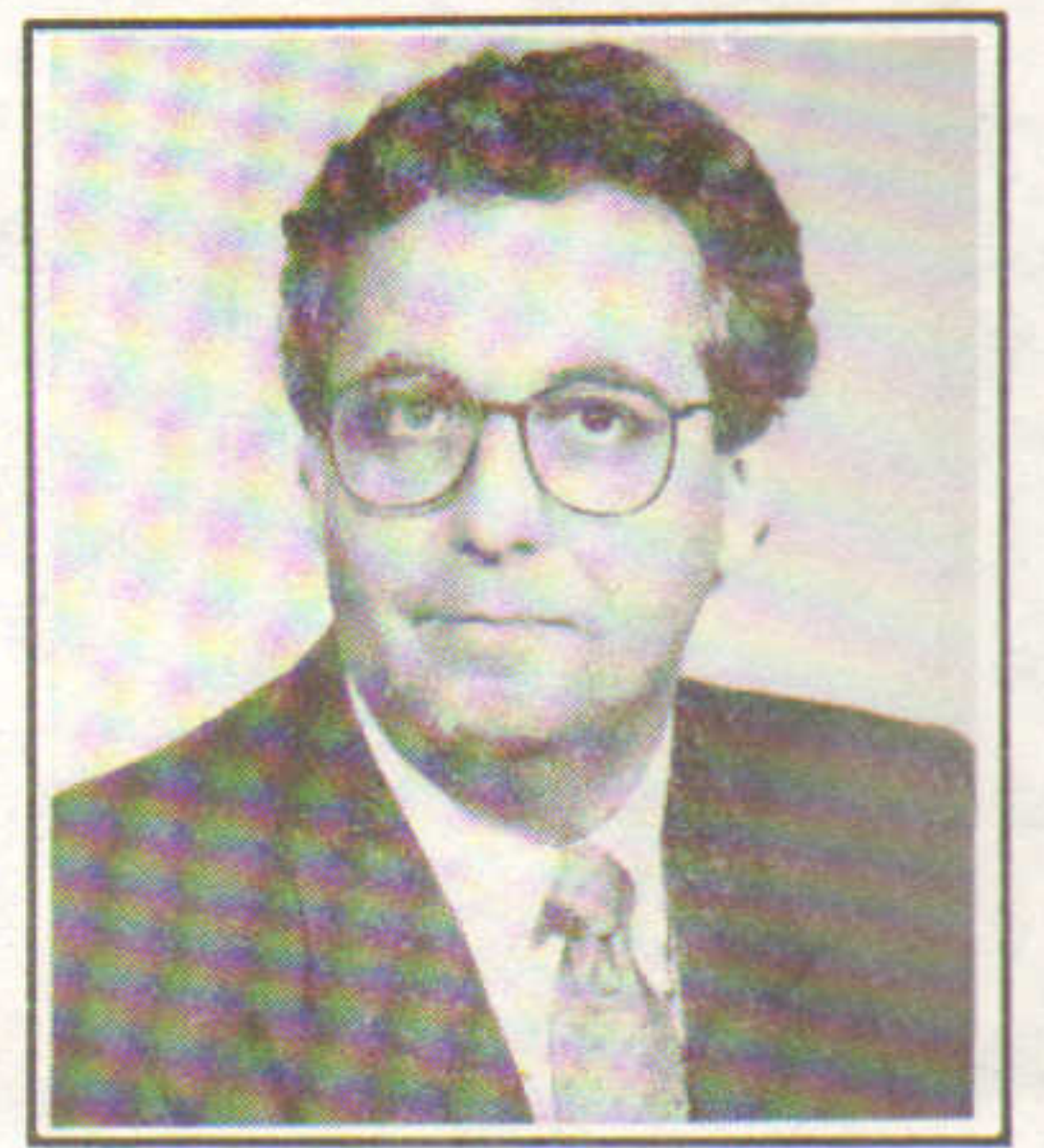
Irma Schretter  
S-C MANAGEMENT



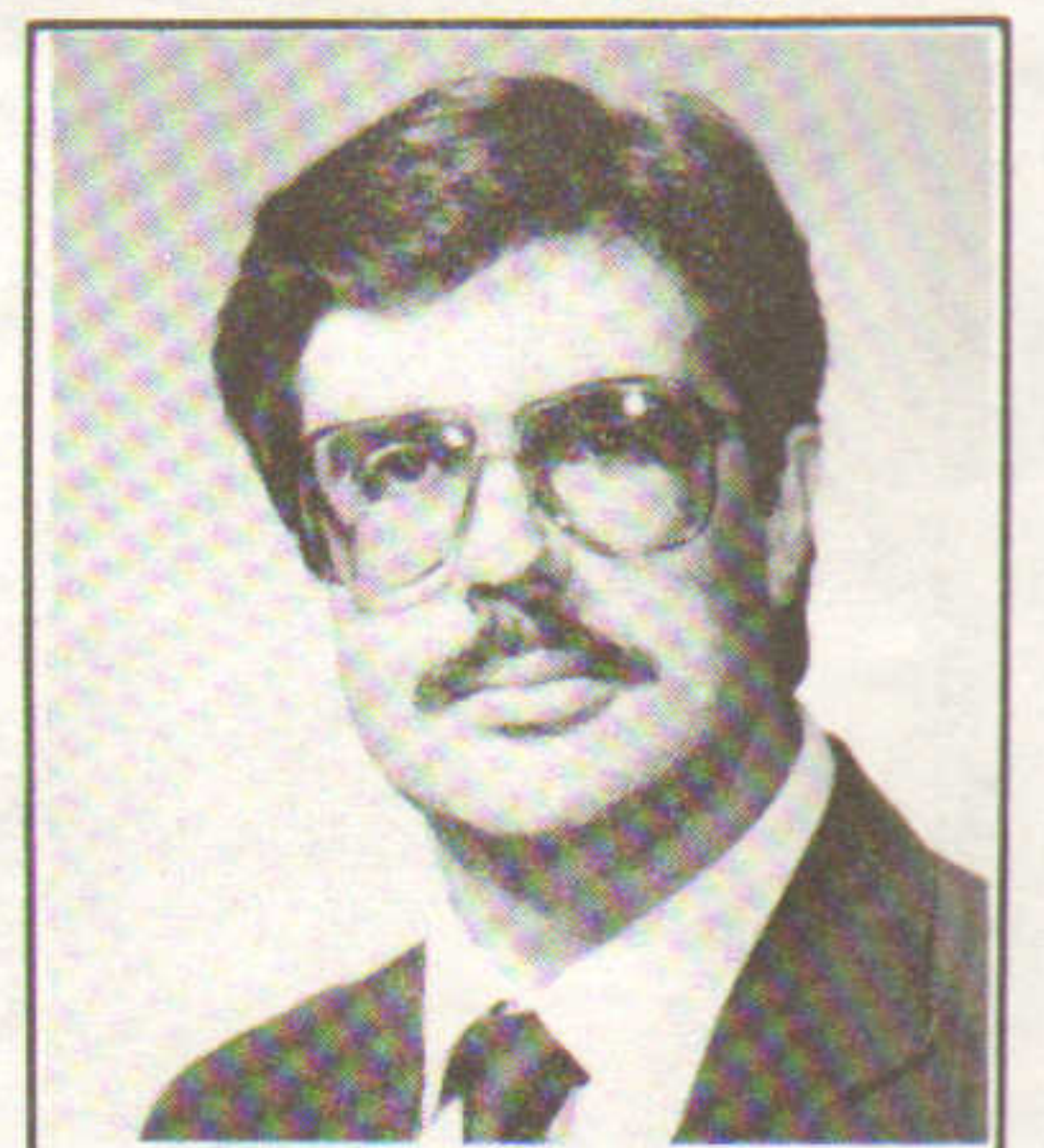
Herb Pearce  
H. PEARCE CO.



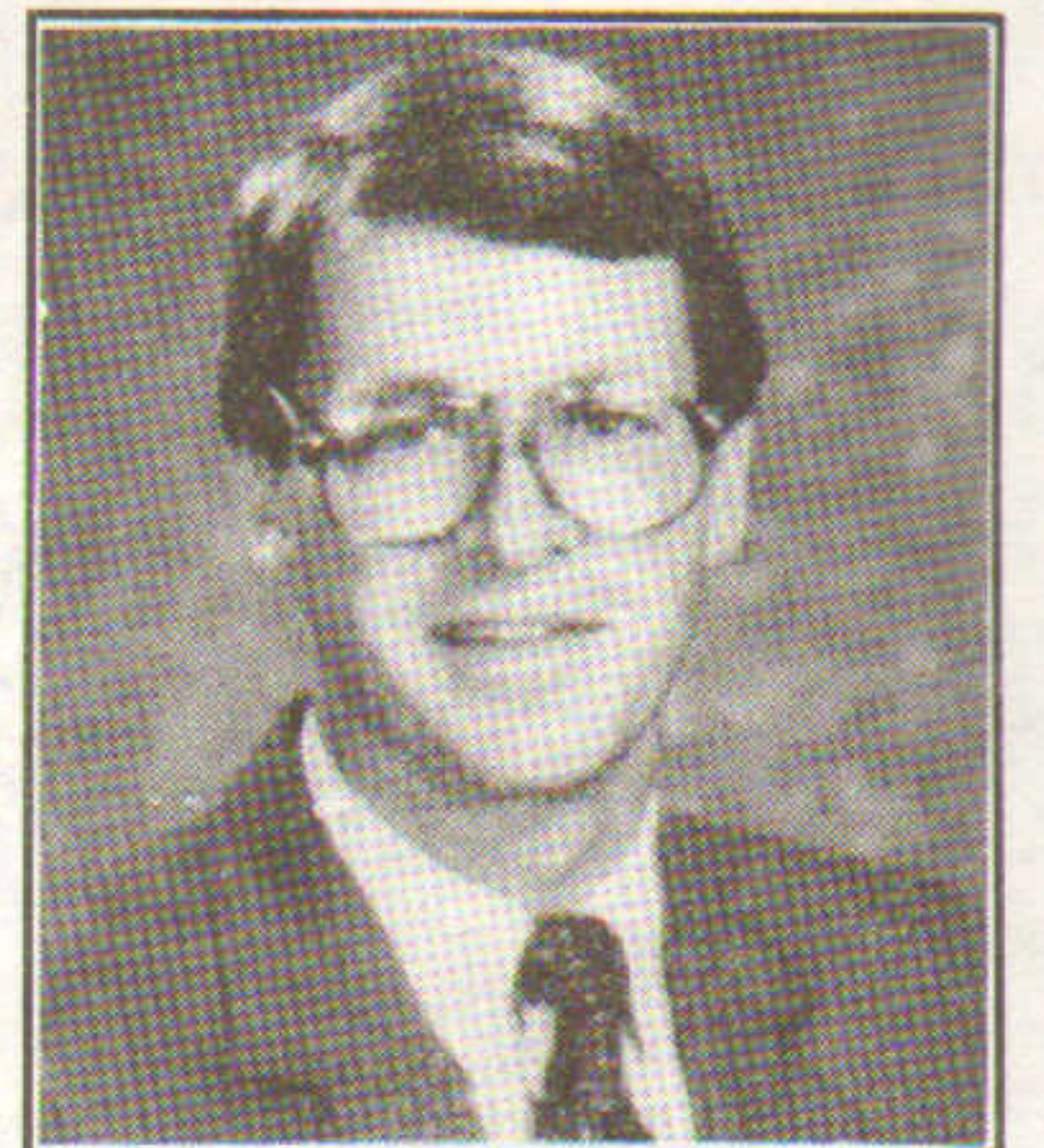
Daniel Neiditz  
M. J. NEIDITZ CO.



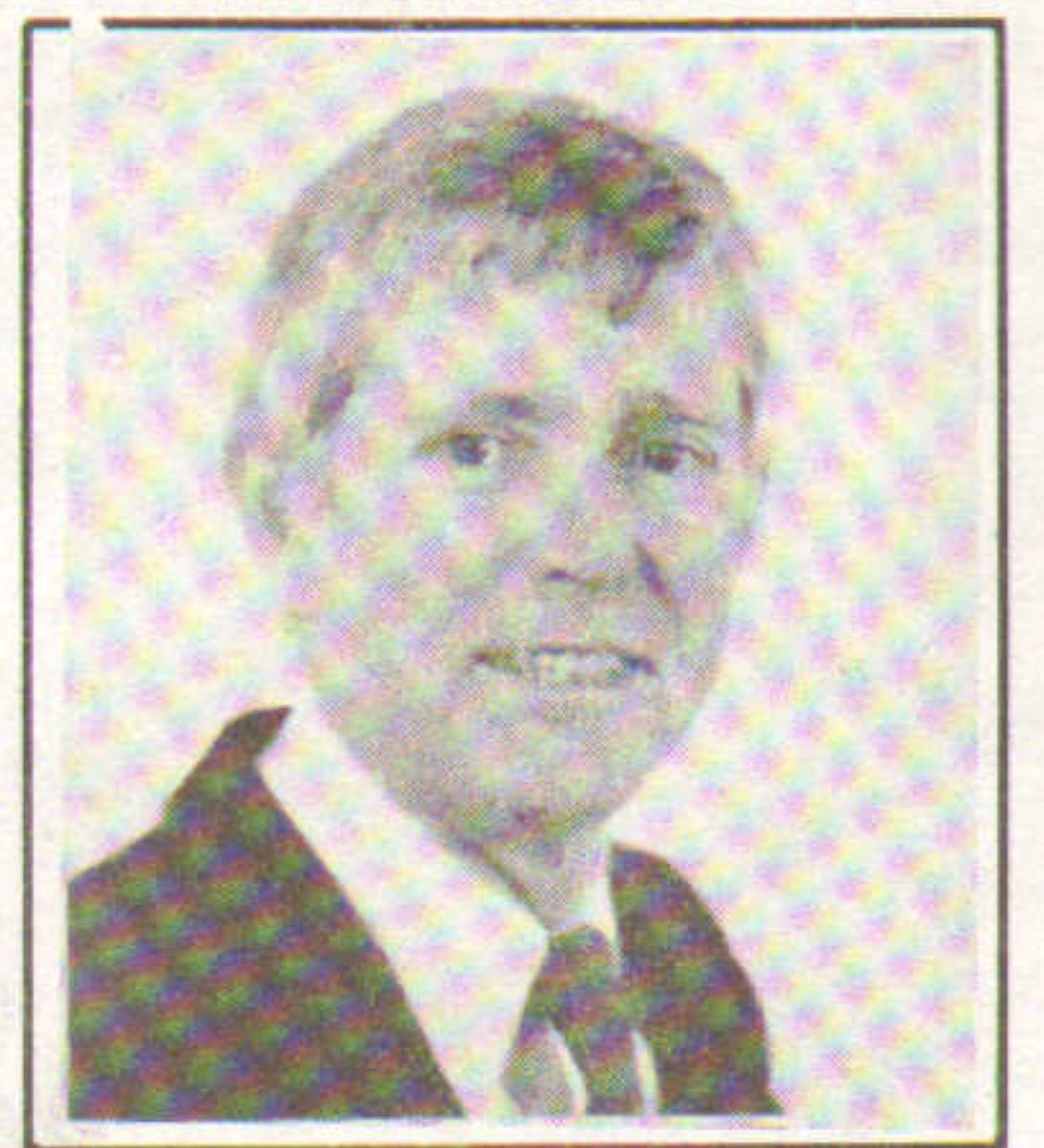
Bruce Nadeau  
BANKE ASSOC.



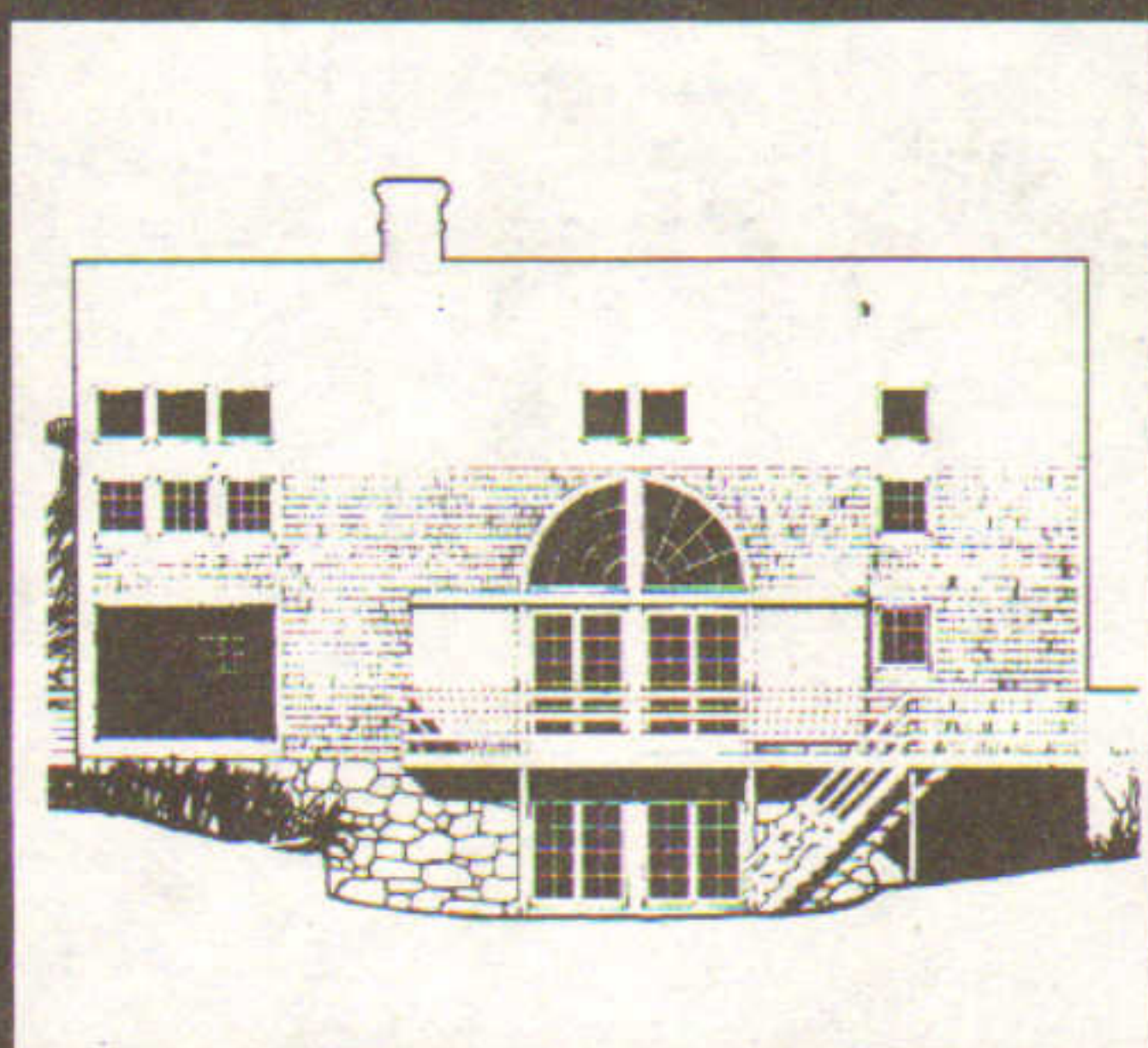
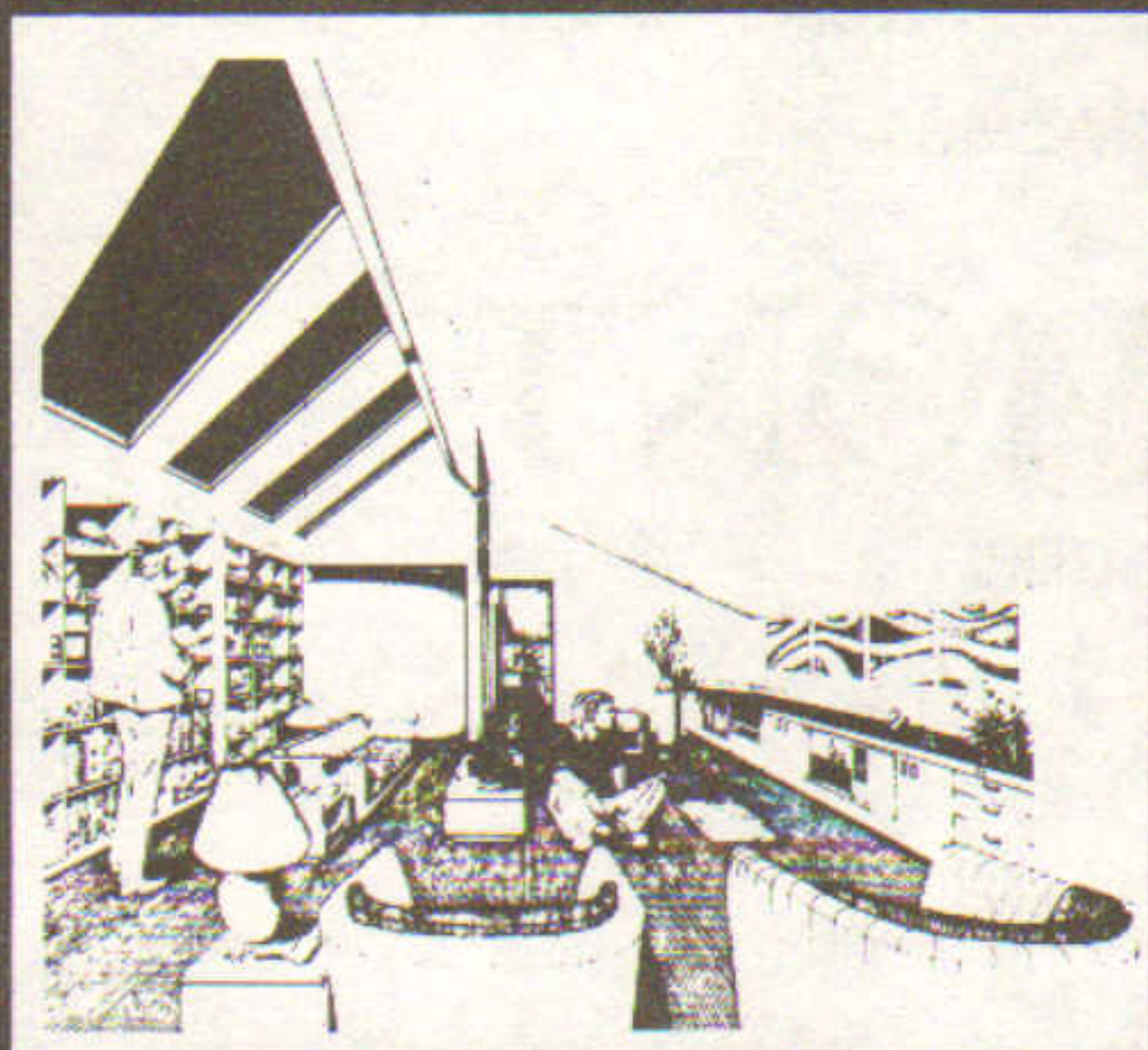
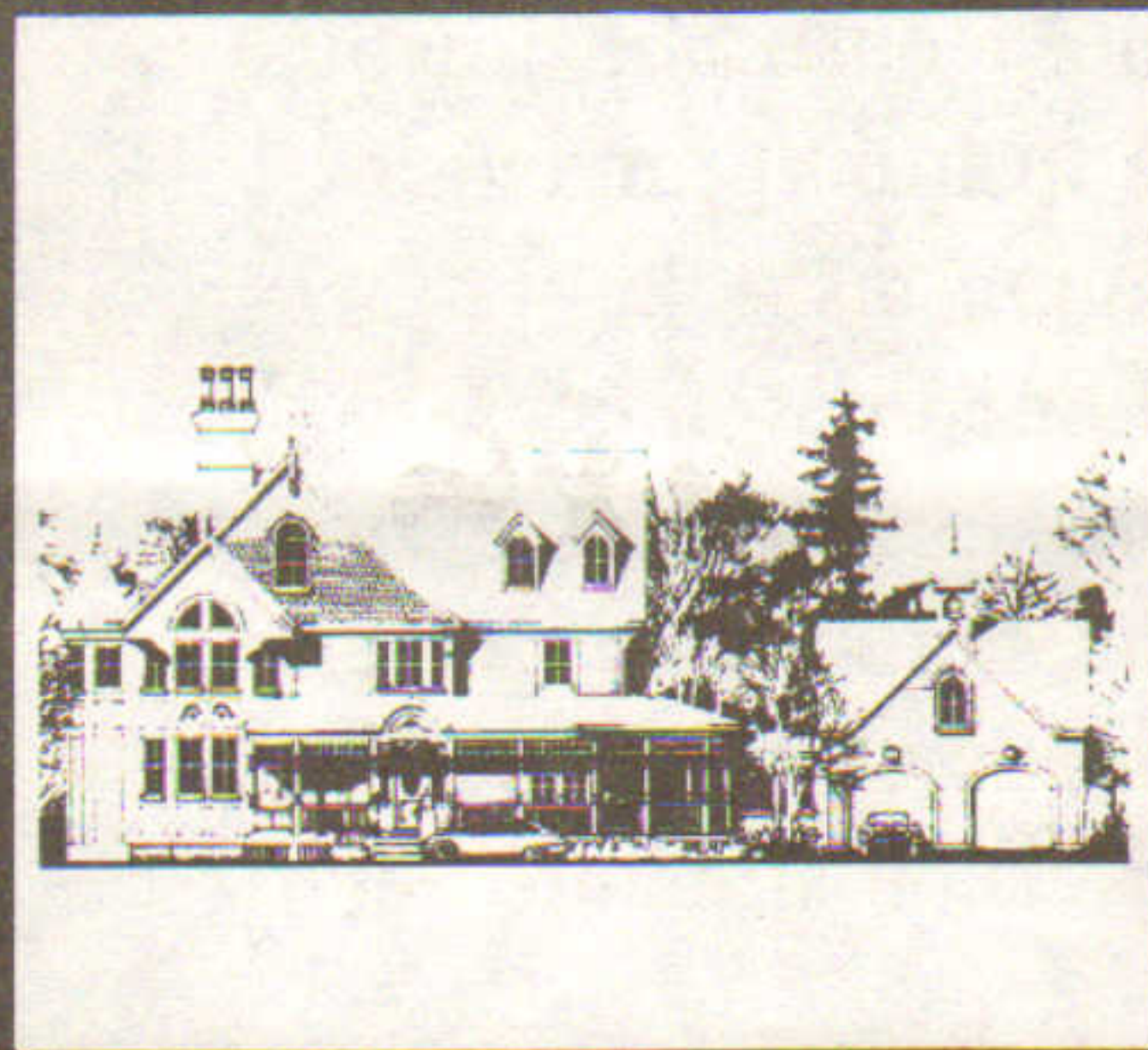
Ernest O'Brien  
BRETT CONSTRUCTION



Robert Boothroyd  
WILLIAM RAVEIS CO.



Thomas Baldwin  
GULL REALTY, INC.



## WHO WAS THE ARCHITECT?

### THE ULTIMATE COMPLIMENT

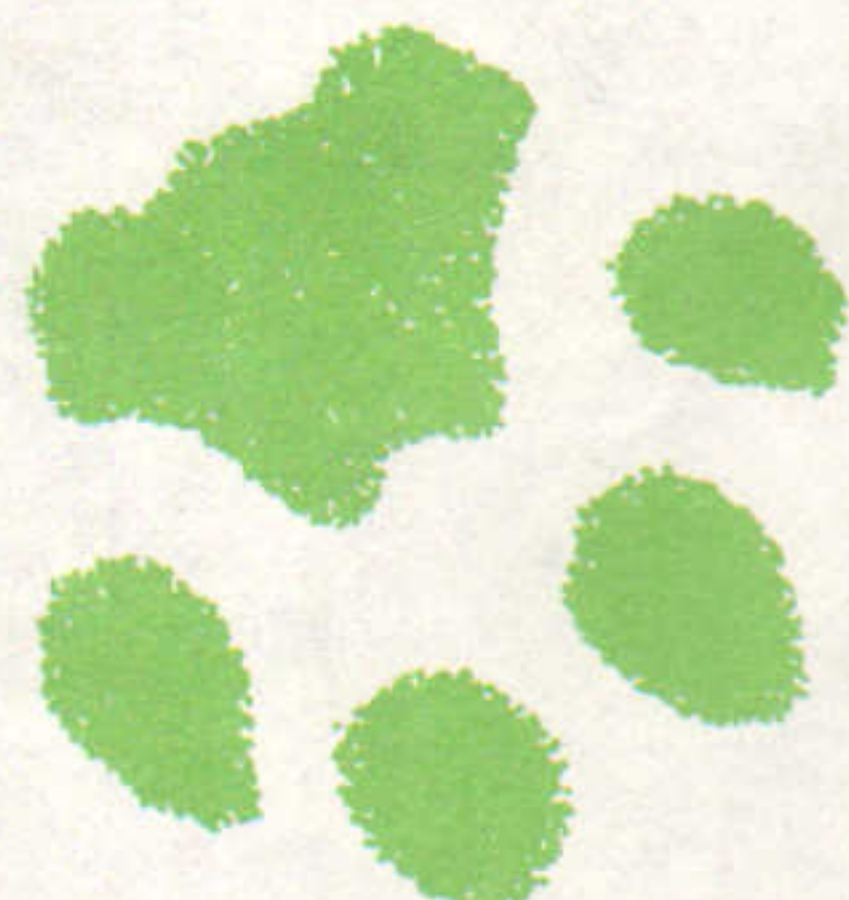
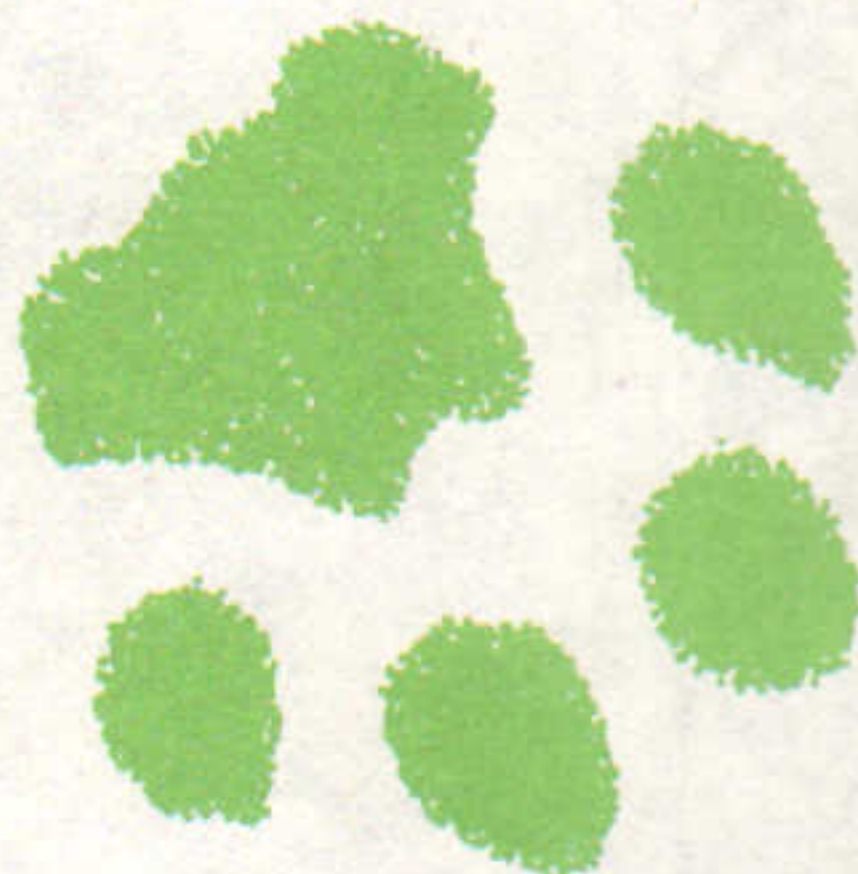
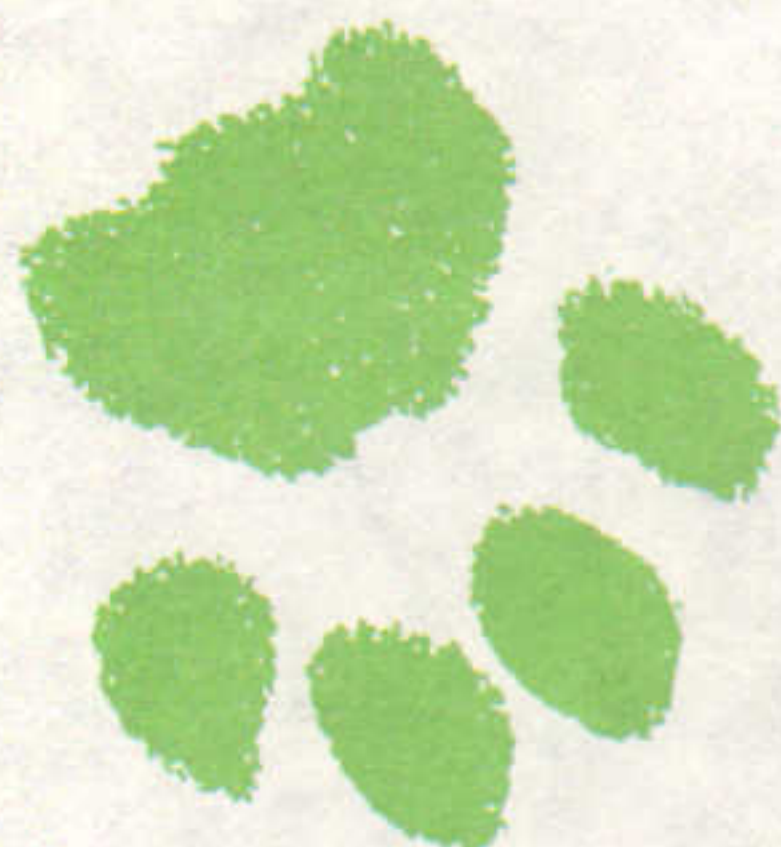
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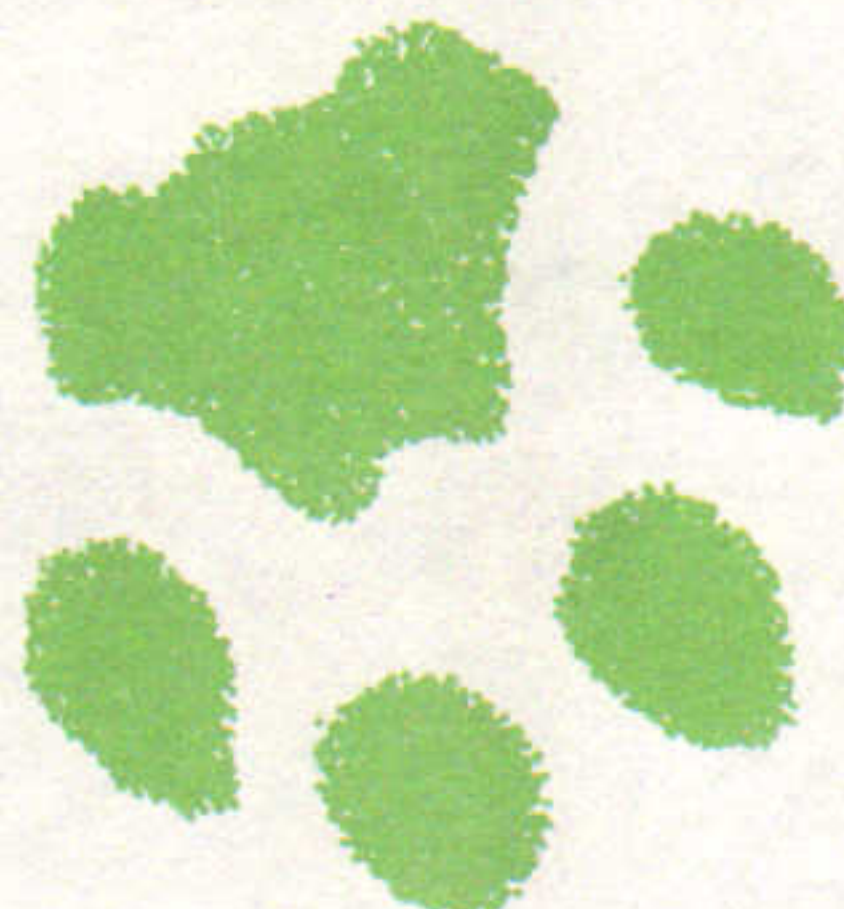
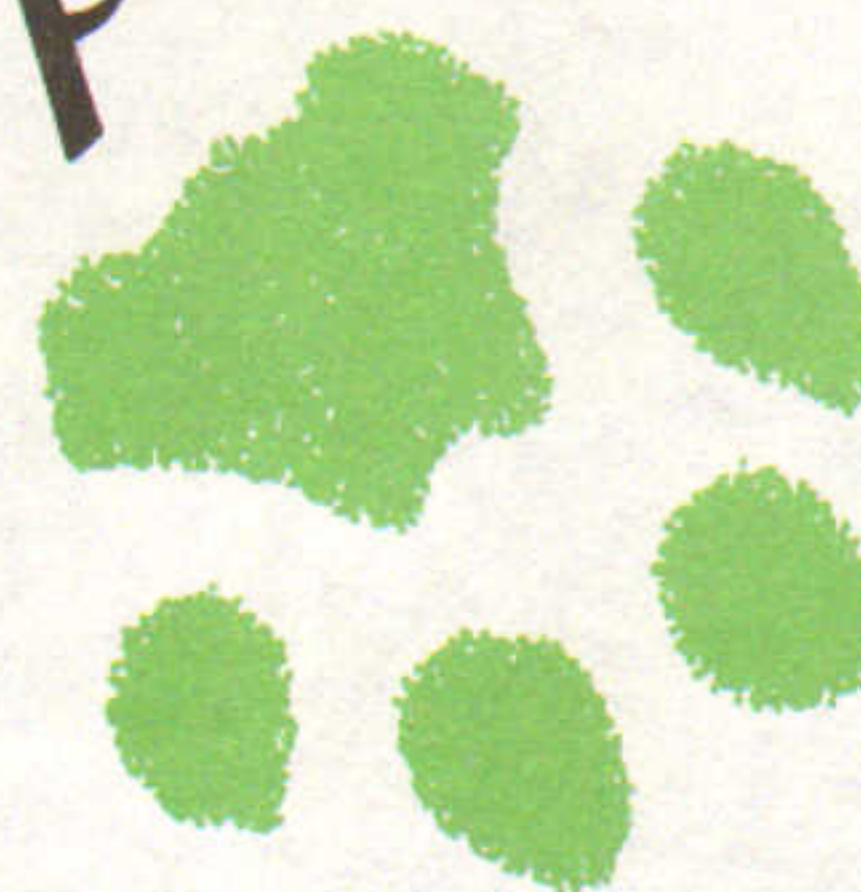






*Wherever we go,*

*the profits show.*



**The Downing Corporation**  
Real Estate Development  
200 Dyer St., Providence  
Rhode Island 02903  
Telephone 401-273-8000





# OCTOBER

Flatley Co. completing 90,000 s/f One Corporate Place at Ferncroft Village, Danvers; renovates Sheraton Tara Hotel.

William Langelier & Mark Badger finish \$2m renovation at Chatham Bars Inn; upgrade 153 rooms for year round use.

Howard Katz sells Worcester Historical Museum, 14,000 s/f, to Salisbury Realty Trust for \$850,000.

Lilyan Cutler of Hunneman Commercial sells 72,000 s/f Back Bay buildings to Mario Nicosia for \$3.34 million.

Art Randolph of Dow Realty brokers 20,000 s/f North Haven industrial site for Nustone Ind. to Lou Taft for \$850,000.

Welch Group starts Lynn condominiums for Sluice Property Interests; Woburn Five & Essex Bank loan for \$1m 20 units.

Highwood Assoc. & Copley R.E. Advisors to build 238 room Holiday Inn in Tewksbury; Codman Co. brokers site sale.

Konover & Assoc. and First Quebec Corp. start \$6m 52,000 s/f Days Inn in Marlborough, Mass; Gauchat Archts. designer.

Robert Tito of Dartmouth Co. brokers \$8.9m 419 unit sale in Columbia, S.C. for Southmark Equities to Clipper Riverbend.

Reynolds, Vickery, Messina & Griefen and W.R. Grace start 1m s/f Alewife Center in Cambridge; Monacelli Assoc. architect.

Northland Inv. buys 60,000 s/f Manchester ind. building; Meredith & Grew broker; \$1.6m Teachers Insurance financing.

Anthony Covalli of Macmillan & Son sells 336,000 s/f plant in Westfield for Savage Ind. to Strehlke Corp. for \$4.5m.

Ashworth Mortgage places \$2m loan for Cail Realty's 41,000 s/f Franklin (Mass.) Shopping Plaza.

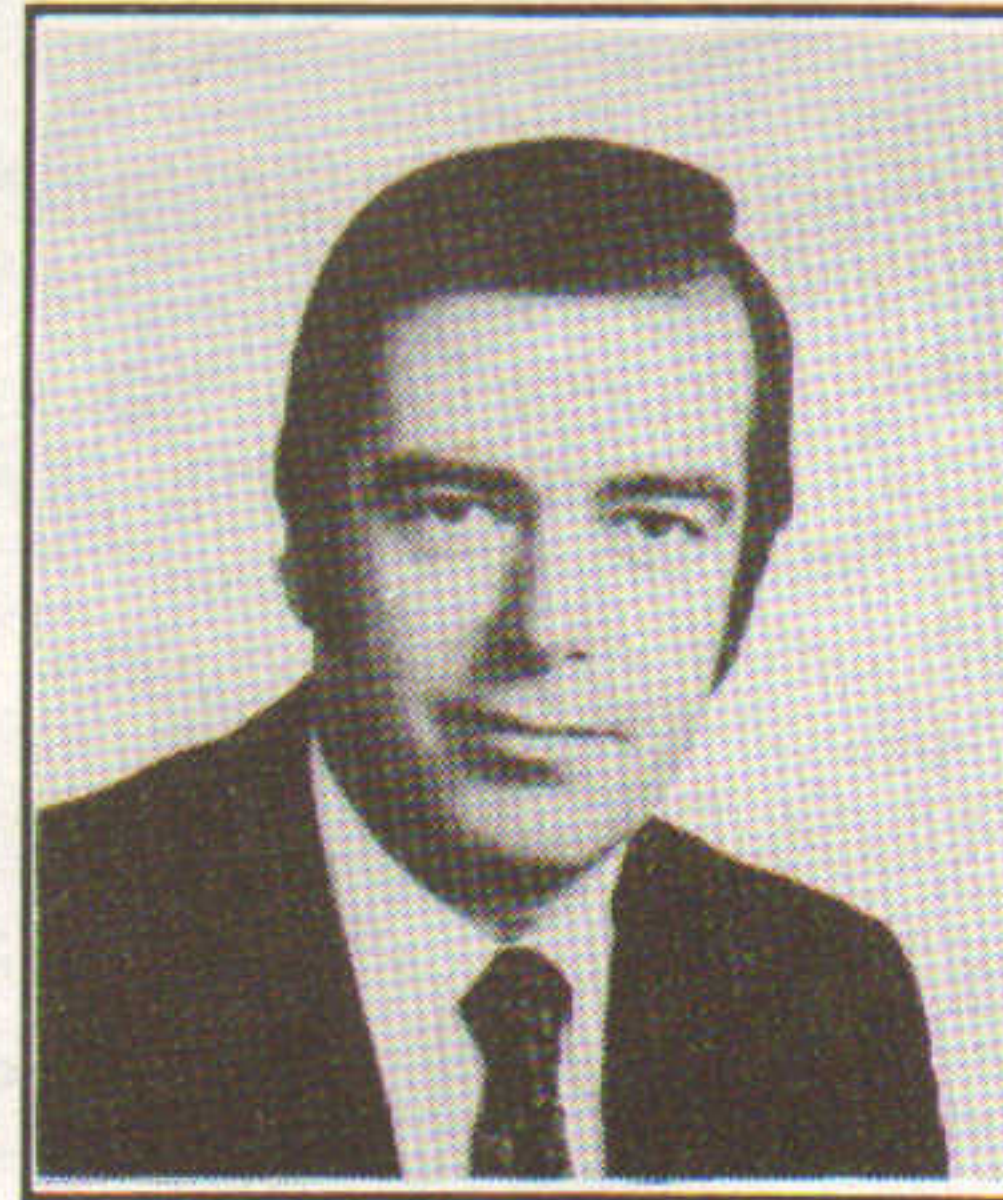
DiCenso Realty agent for ACS Dev. Corp.'s 50,000 s/f Stadium Plaza in Lawrence; converted from bowling alley.

Fowler, Goedecke, Ellis & O'Connor arranges \$1.6m loan for Westfair Inc.'s 16,000 s/f Westport, Conn. shopping center.

Cutter Financial Ctr., 1.24m s/f offices, apts., 20,000 s/f retail, parking, Hartford, \$350m, to be tallest in New England.



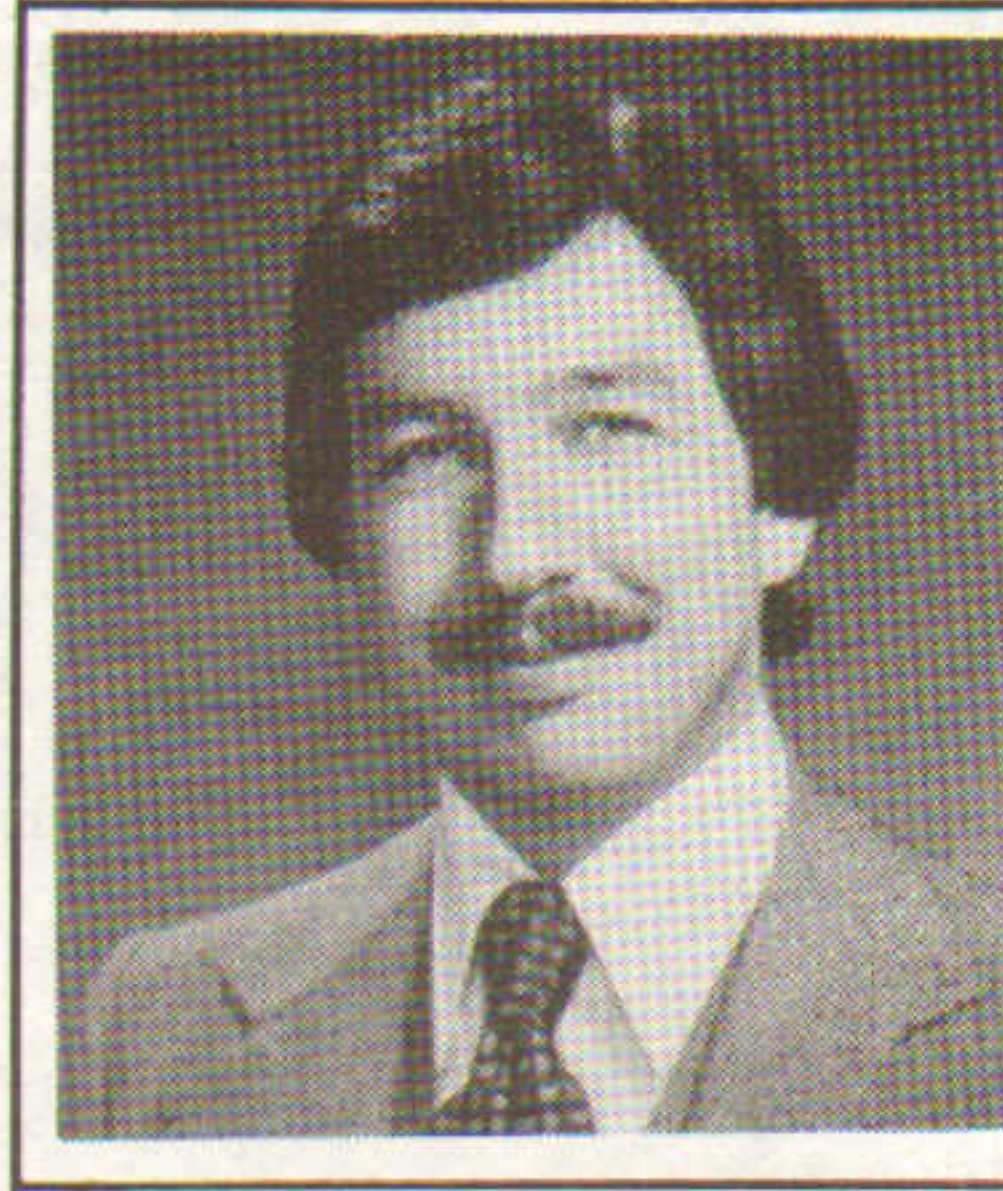
Walter Schultz  
M. J. NEIDITZ CO.



Richard Hayes  
THE HAYES CORPORATION



Richard Reynolds  
RVM&G



Howard Grossman  
HOWARD GROSSMAN CO.



Thomas Walsh  
THE CODMAN COMPANY



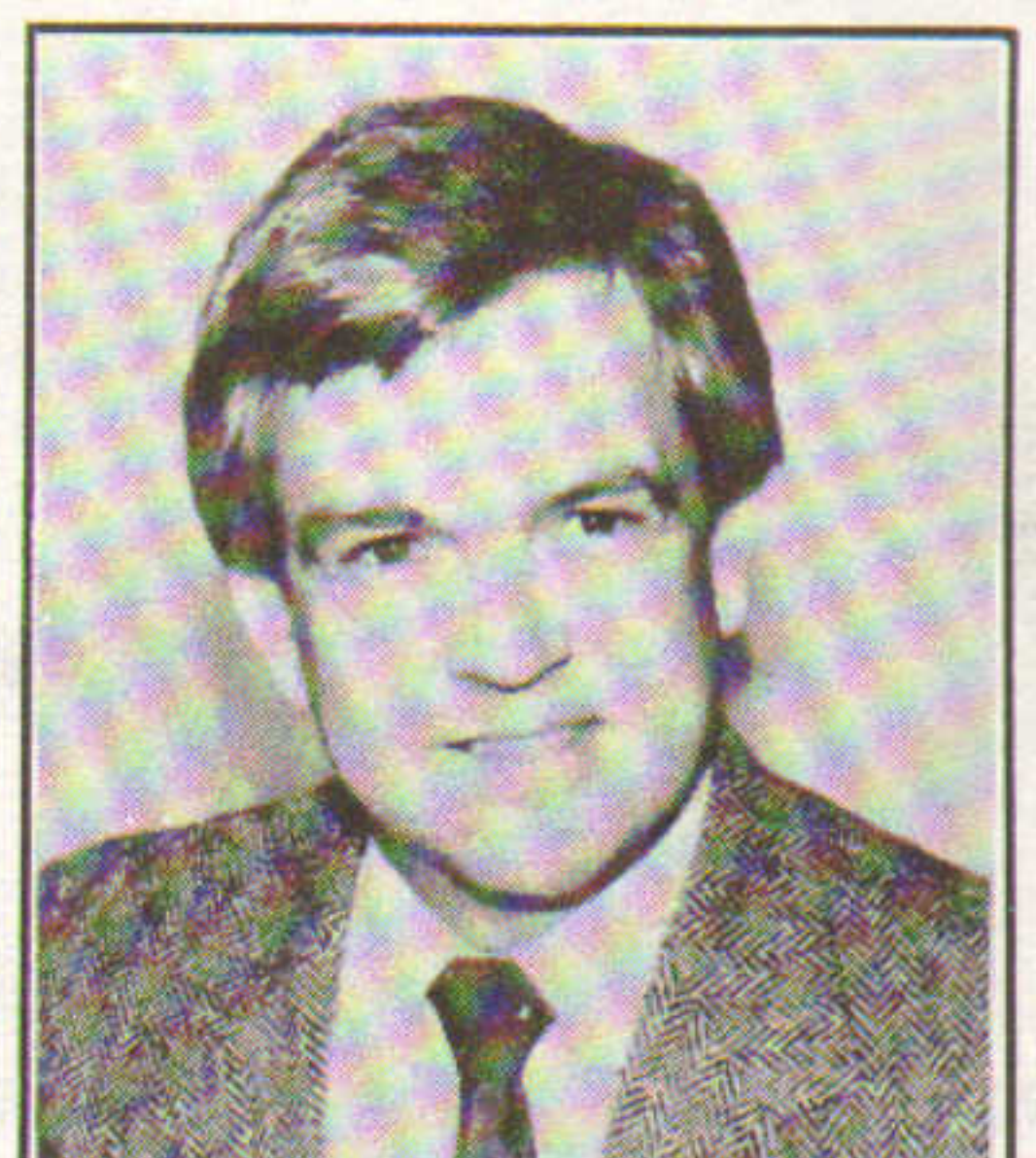
Gregg Jordan  
HUNNEMAN COMMERCIAL



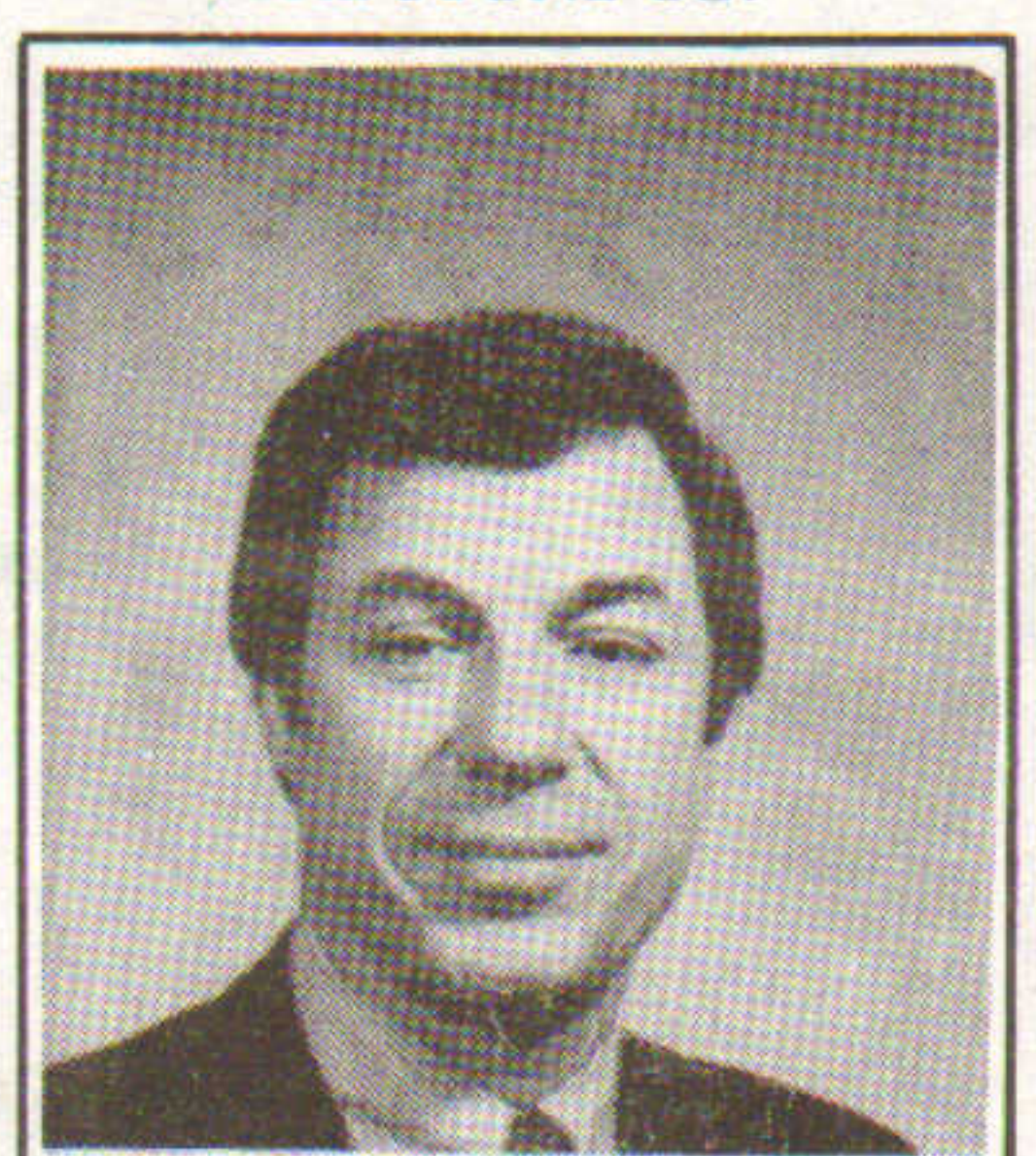
Berge Nalbandian  
BERGE'S REAL ESTATE



Kevin Geenty  
THE GEENTY GROUP



Rick Scudder  
THE STONE CO.



Robert DeMarco  
CAMPANELLI INDUSTRIES

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# OCTOBER

Coldwell Banker sells 109,000 s/f in Allston for Holsan Realty to Madden Asphalt for \$5.1 million.

James Claffey & David Cavanagh of Hunneman Commercial lease 200,000 s/f for Beta Realty to Wear Guard in Hanover.

Combined Properties signs 40,000 s/f at Center at Centennial Park, Peabody; Hunneman & Coppins cobroker.

Tamposi Co. and K&B Homes to develop \$60m Hollis Crossing in Nashua; start on over 400 townhouses and condominiums.

First Concord Financial buys 155,000 s/f Plaistow City Mall for \$9m; Meredith & Grew places GECC financing.

Jeffrey Swartz & Gary Lemire of Leggat McCall handle sale of \$35m 286,000 s/f Blue Hills Office Pk. for Vazza Assoc.

FGE&O of Conn. closes \$15m Allstate Life loan for Westcott Plaza (95,000 s/f) in Stamford; Donnelly Mktg. leases 85,000 s/f.

Peter Mackie of Meredith & Grew leases 76,400 s/f at Metropolitan Tech. Park, Tewksbury, to Bard Critical Care.

Boston Financial Group arranges \$7.4m loan for Tall Pine Realty's 100,000 s/f office park in Sudbury.

Spectrum Financial arranges \$6.5m for Northwoods Business Park's 80,000 s/f offices in Danvers.

Sullivan Design Group architect for 242,900 s/f Pentucket Shopping Ctr., Plaistow, for BCLM Realty Trust.

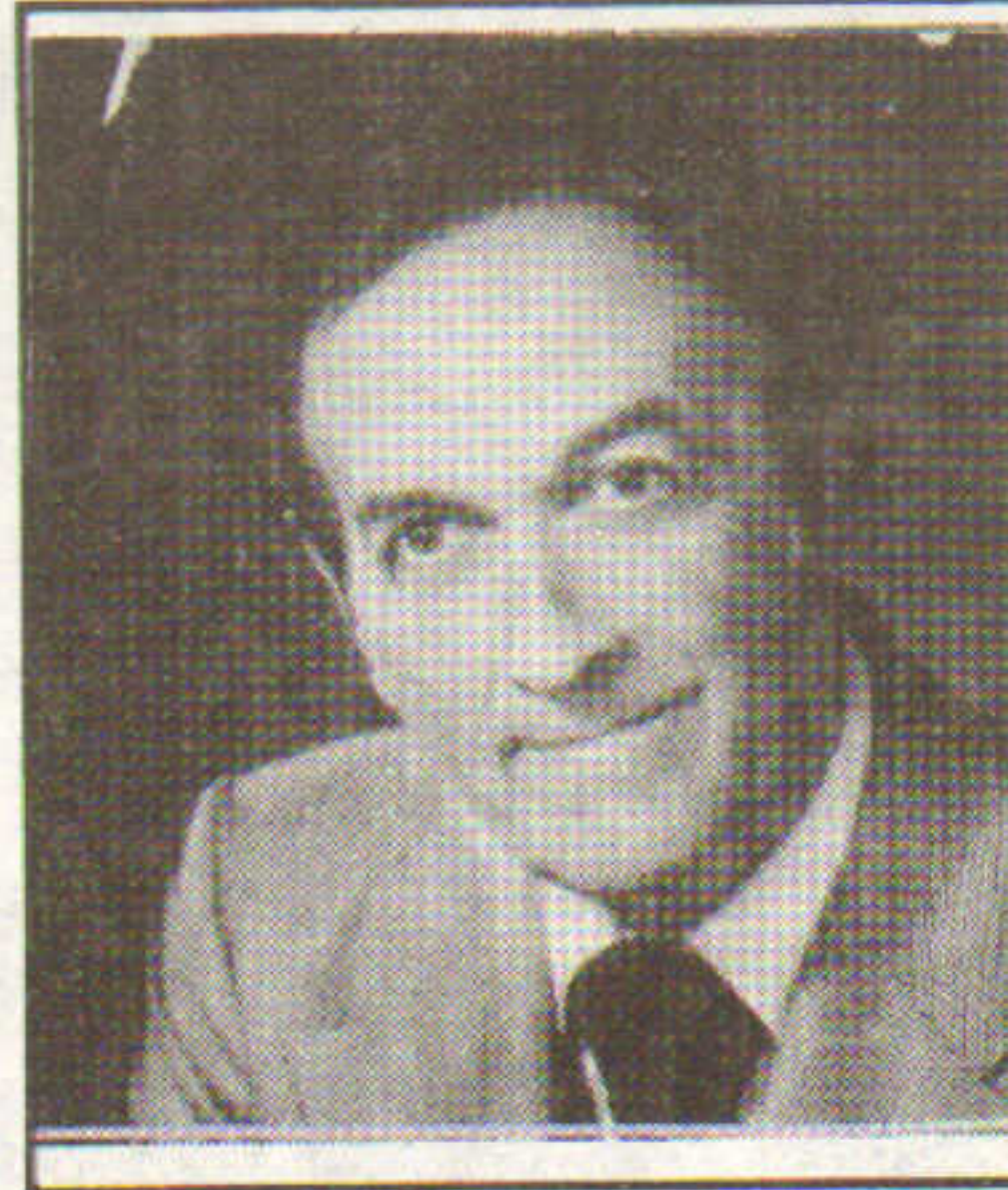
Macomber Dev. & Nordblom Dev. purchase 152 acres in Framingham from Bank of Boston for \$12.5m for offices, hotel.

Boulos Co. develops 40,000 s/f mfg. plant in Westbrook for Southworth Systems; Douglas Cutchin contractor.

Paula Dincer of Peter Elliot & Co. leases 10,260 s/f for Cambridge Co. to East Cambridge Savings Bank.

Meredith & Grew purchases 27,000 s/f office condo at The Landmark at 160 Federal St., Boston for new headquarters.

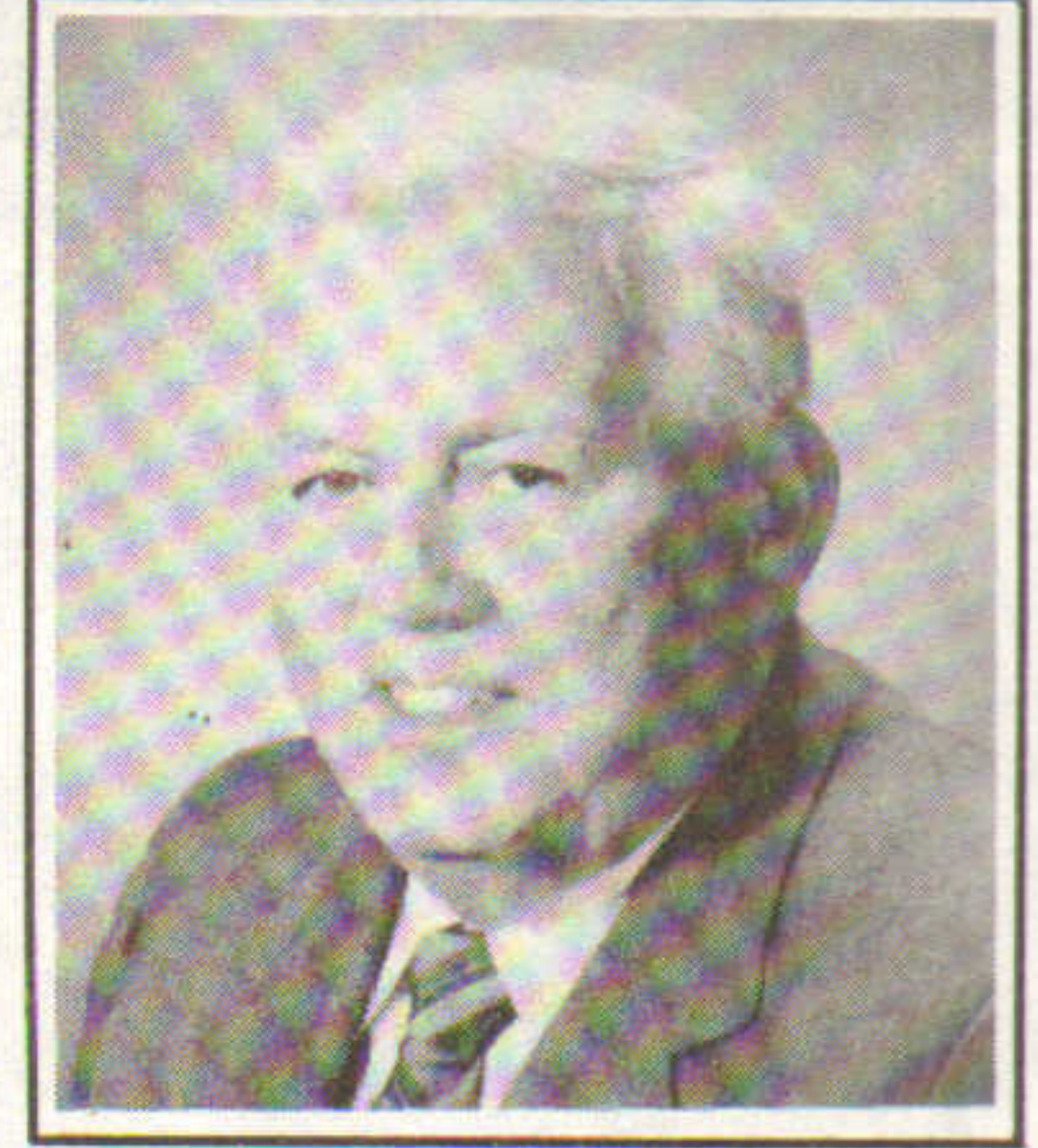
Stone Co. completing Downing Corp.'s \$7.2m 130,000 s/f Cowesett Corner shopping center in Warwick, R.I.



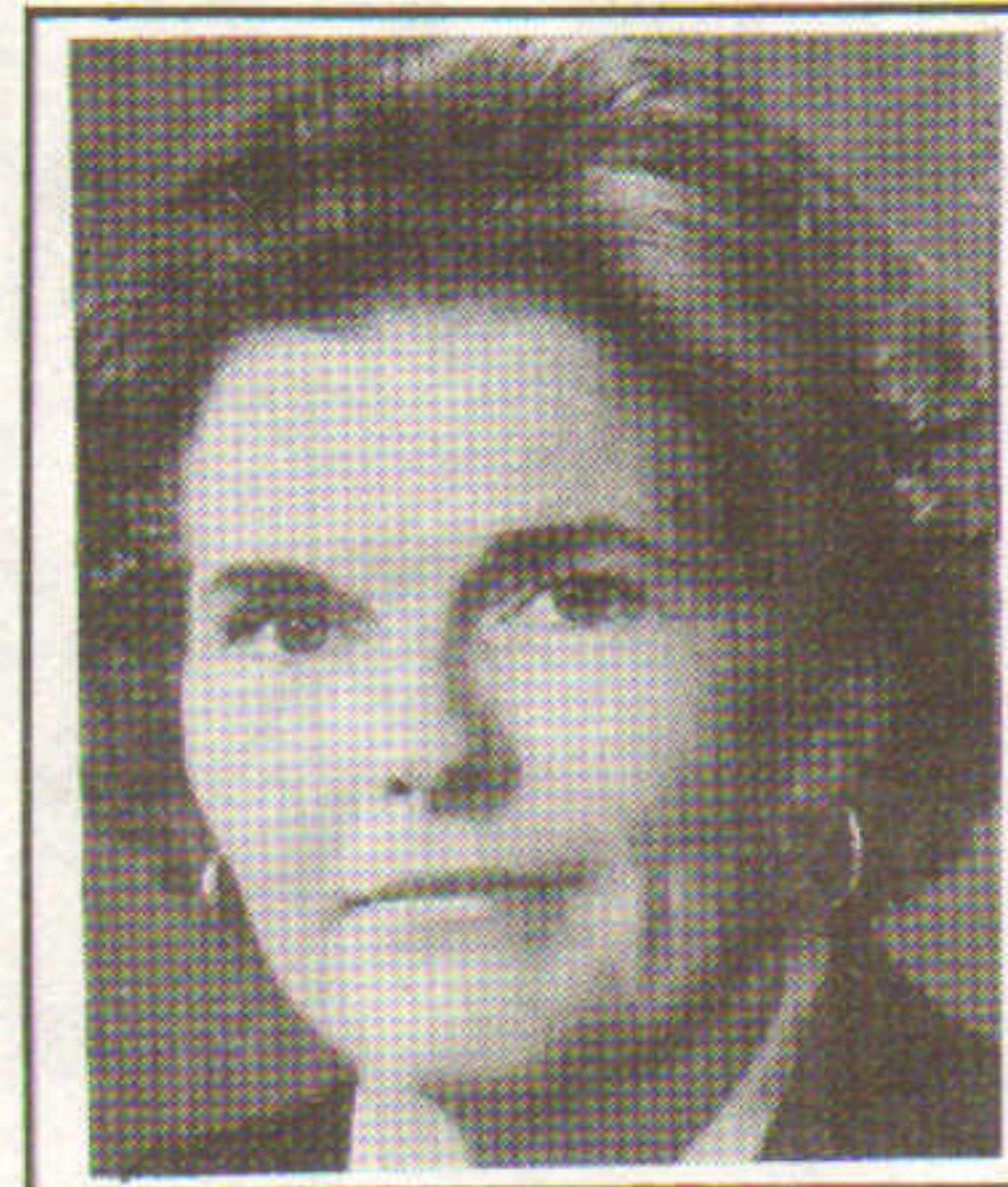
Milton Cail  
CAIL REALTY



Lucia Kittredge  
MATARAZZO DESIGN



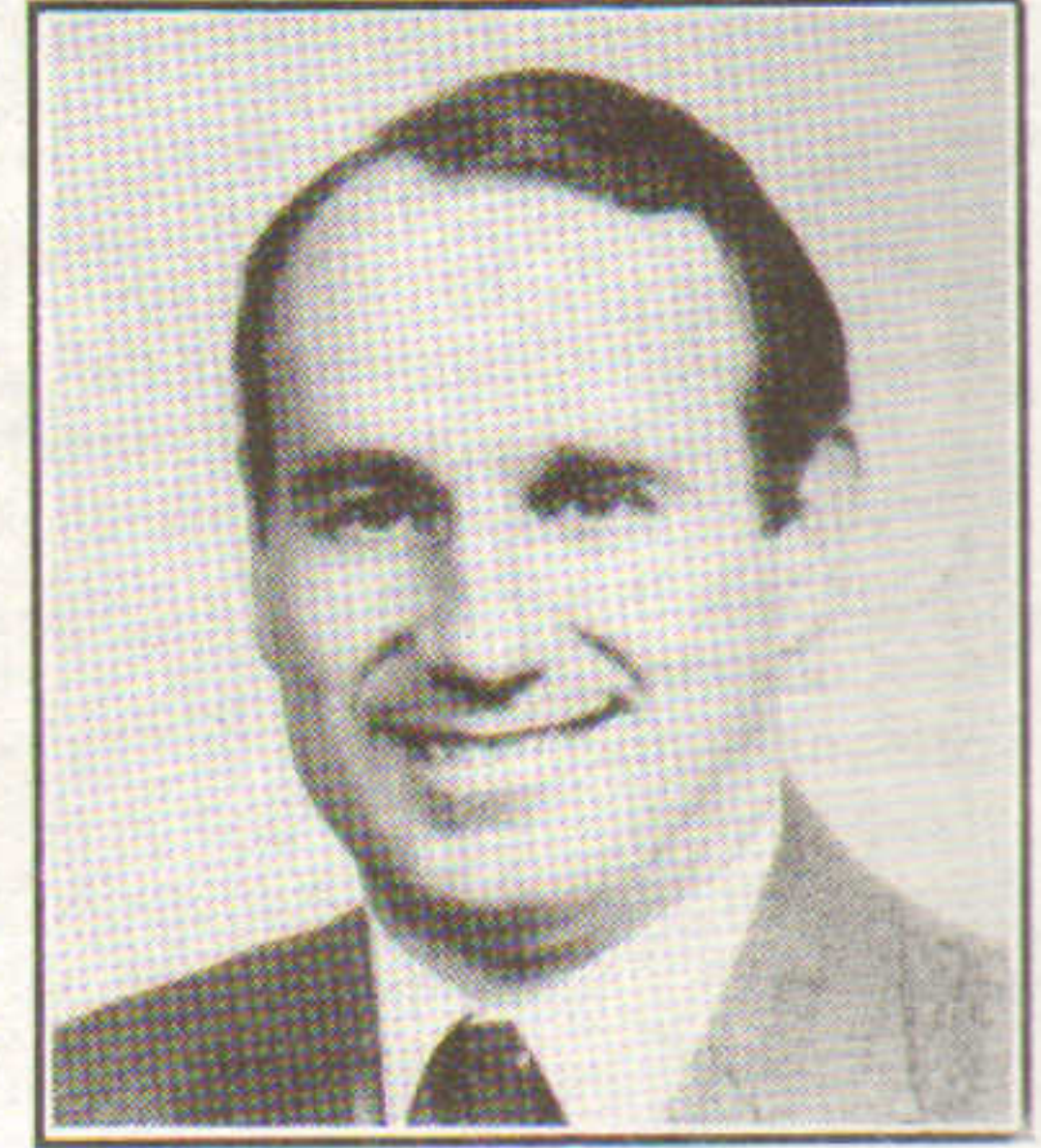
James Gibbs, Sr.  
CONDYNE PROP. MGMT.



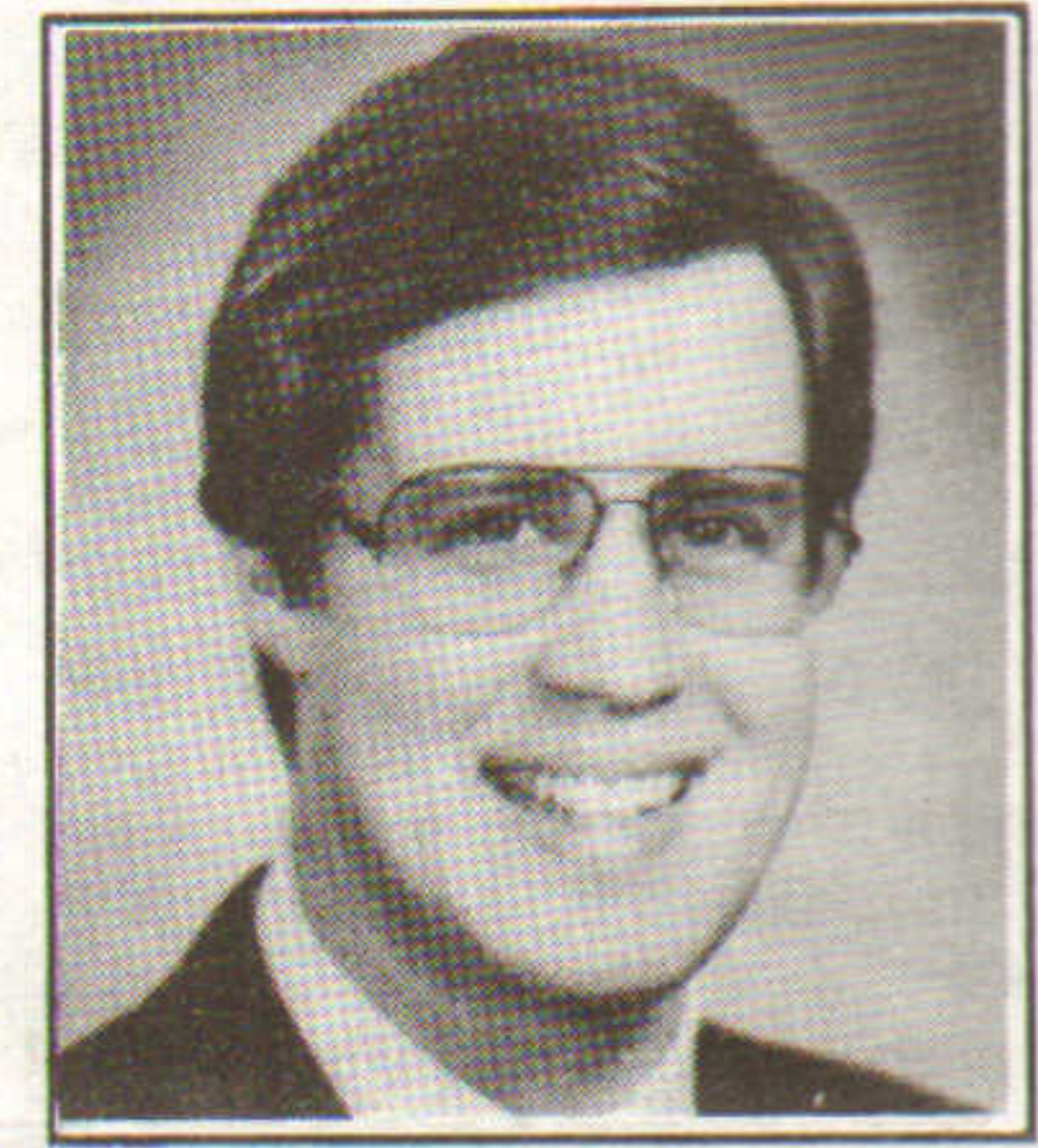
Lynne Barron  
BARRON CO.



Lynn Swain  
BRONSON & HUTENSKY



James Murphy  
CAPITAL REALTY SERVICES



Leo Kamin  
NICOTRA-WIELER



George Horn, Jr.  
WARWICK MALKIN, INC.



Walter Murphy  
BRISTOL DEV. AUTHORITY

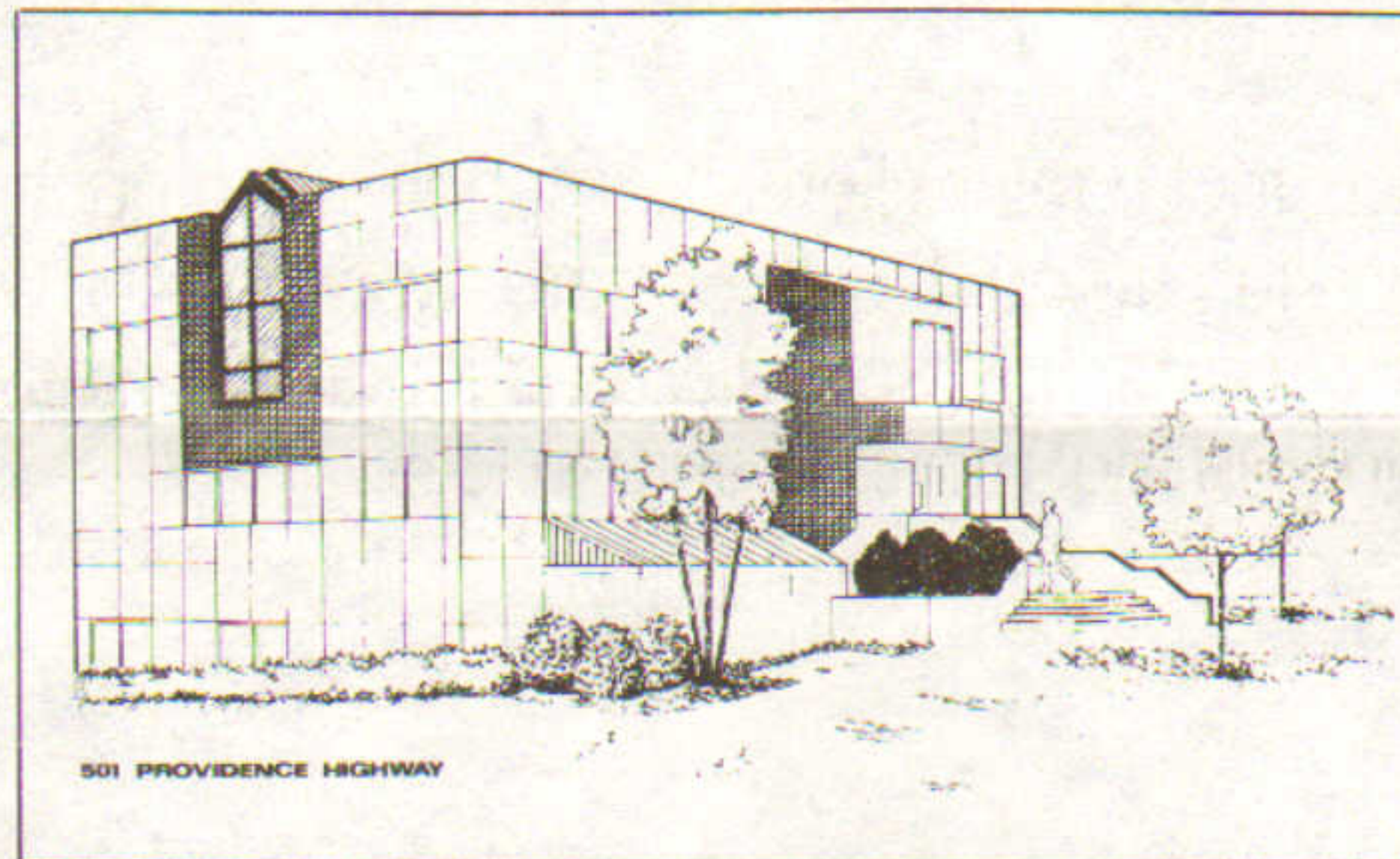


Edward Andrews  
THE STONE CO.

## 501

## PROVIDENCE

## HIGHWAY



### ON-SITE INSIGHT

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**Charles Real Estate  
On-Site Design & Engineering  
Shuffain & Zophin  
Berlin Sales**

**and all those who made it possible**

Architect: Comunitas & Wensley/Webster/Fry  
Site Engineer: On-Site Design & Engineering  
Structural Engineer: Ciro Pernice Associates  
General Contactor: The Forbes Company  
Subcontractors: Professional Electrical Contractors, Commercial Air Control, Edco Plumbing, A. Thomas & Sons, Inc., P.G. Bell, Novel Iron, Martowska Concrete, Centco Glazing

Construction Financing;  
Permanent Financing:

Neworld Bank  
Shawmut Bank, NA

### ON-SITE INSIGHT

PLANNING & DEVELOPMENT  
Capital needs assessment and replacement  
reserve analysis for multi-family developments  
501 PROVIDENCE HIGHWAY  
NORWOOD, MA. 02062/617-762-6870



# OCTOBER

Digital Equipment leases 212,000 s/f at Cabot Cabot & Forbes' Marlborough Business Center; 205,000 s/f being built.

Lilyan Cuttler of Hunneman Commercial brokers Province St. Garage to the Abbey Group for Province Inc. for \$10.5 million.

Coldwell Banker sells 59,000 s/f in Littleton for Foster Street Realty to Winstanley Assoc. for \$3.2 million.

Stone Co. builds 170,000 s/f \$2.8m Avon Corporate Center for Messina Enterprises; USTrust/Norfolk financing facility.

Schnip Dev. & Washington Ctr. Assoc. develop \$360m 2.4m s/f New Haven multi-use redevelopment.

Peter Elliot & Co. and Golub & Co. open 128,000 s/f Needham Corporate Center; Simon & Schuster to occupy 93,000 s/f.

Hayden, Tolzmann & Assoc. places \$9m loan for 60,000 s/f at Farm Hollow Corporate Ctr. Limited Partnership in Farmington.

George Nugent of Leggat McCall leases 60,000 s/f to NECIS in Boxboro for Bruce Gurall and David Winstanley.

Robert Piso develops 30,000 s/f \$3m Galleria by the Green center in Norwood; Spectrum Financial loan; Rich Const. GC.

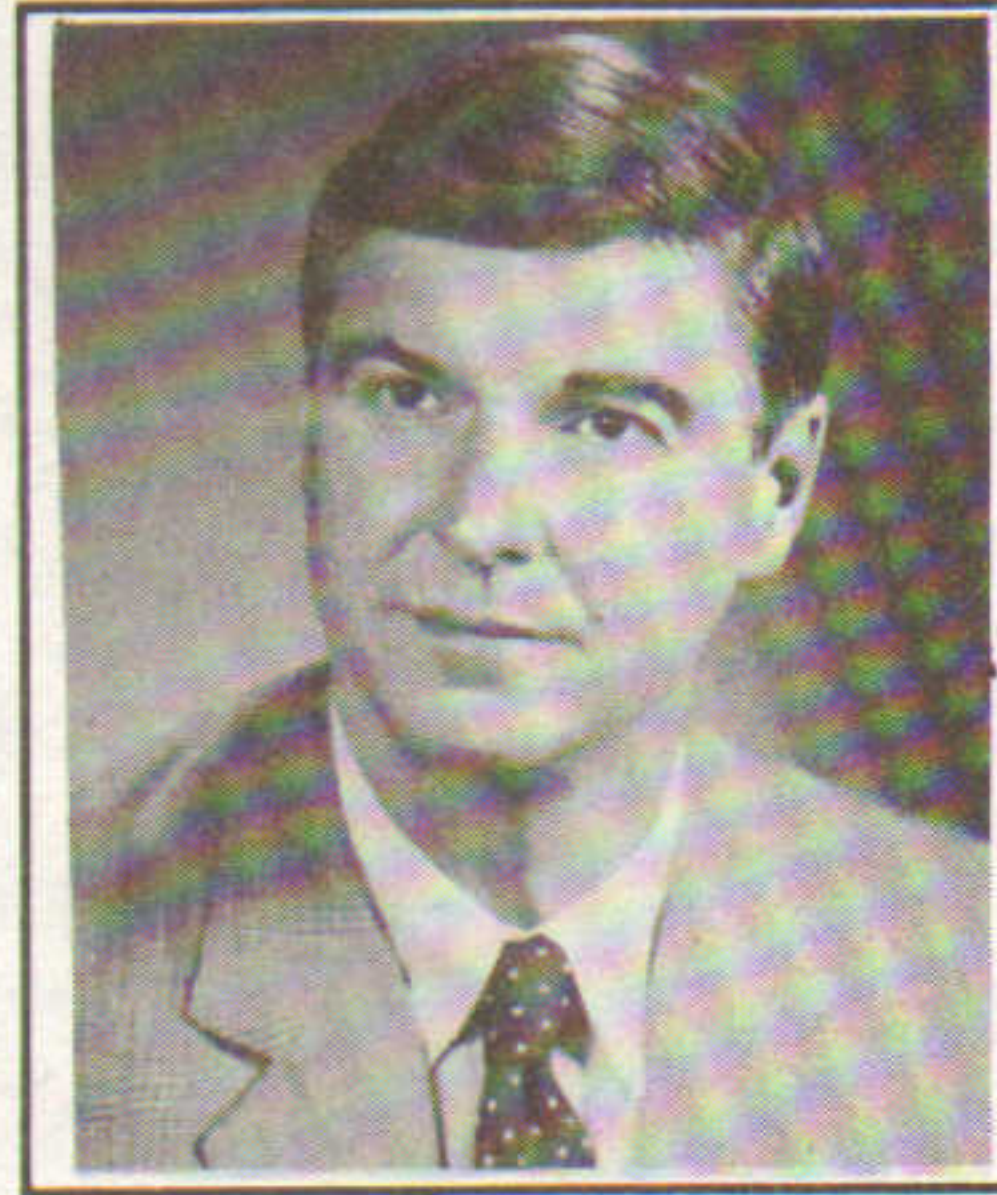
Condyne designs/builds 20,000 s/f for Copymaster at Myles Standish Ind. Park in Taunton; Hunneman brokers land sale.

Codman Co. brokers sale of \$23m 42,000 s/f Back Bay bus terminal for Linpro Inc. to Cohen Properties.

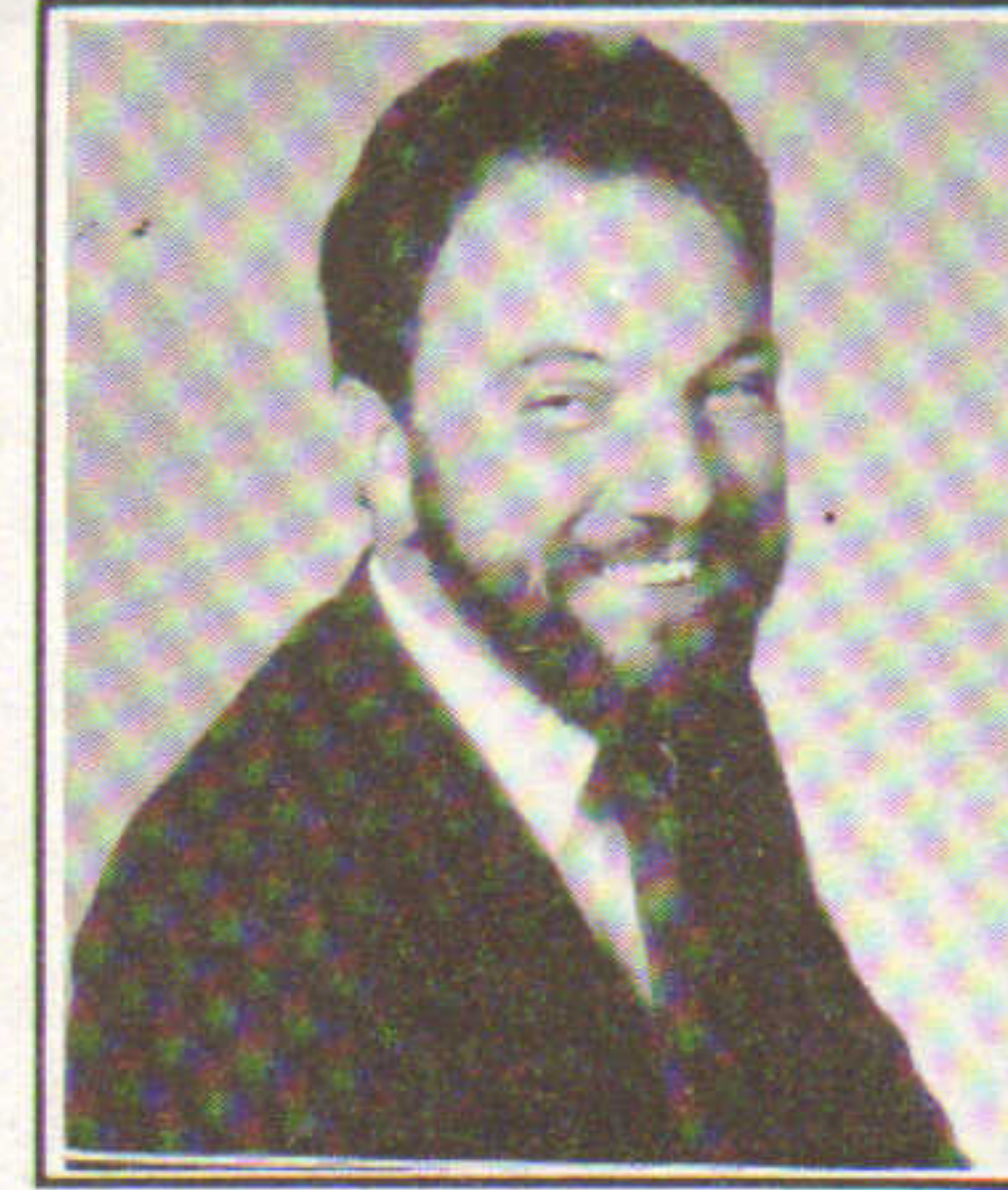
Hamilton Realty buys 100,000 s/f \$8m Allston offices from Mohawk Realty Trust; 90% occupied.

Morgan Memorial opens 104,000 s/f \$11m facility at Crosstown Industrial Park in Boston; R. White & Sons builder.

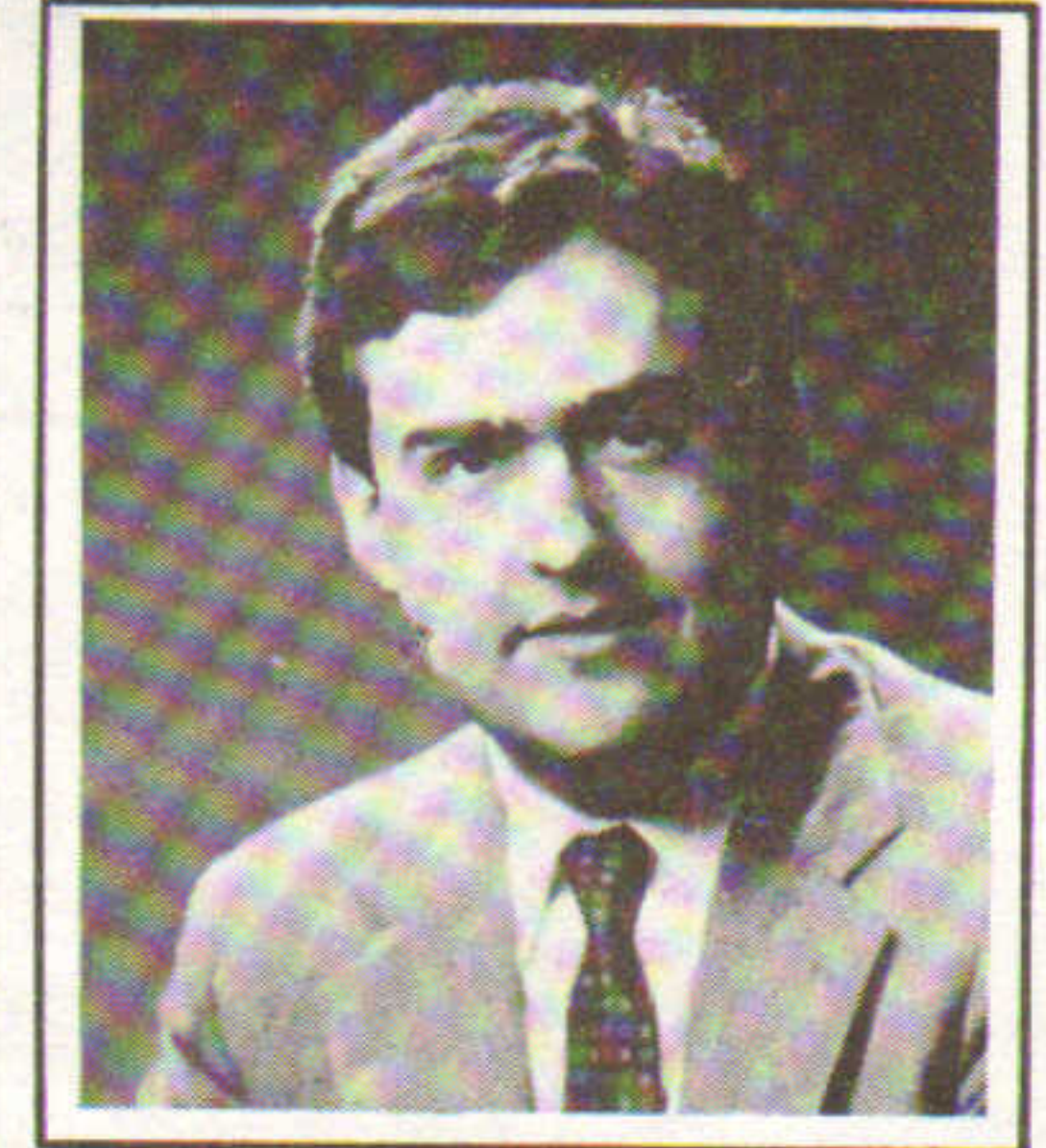
Belinda Scanlon of Albert Ashforth leases 18,500 s/f for First Stamford Corp. to Excel Systems in Stamford.



Gregory Downes  
ARCHITECTS COLLAB.



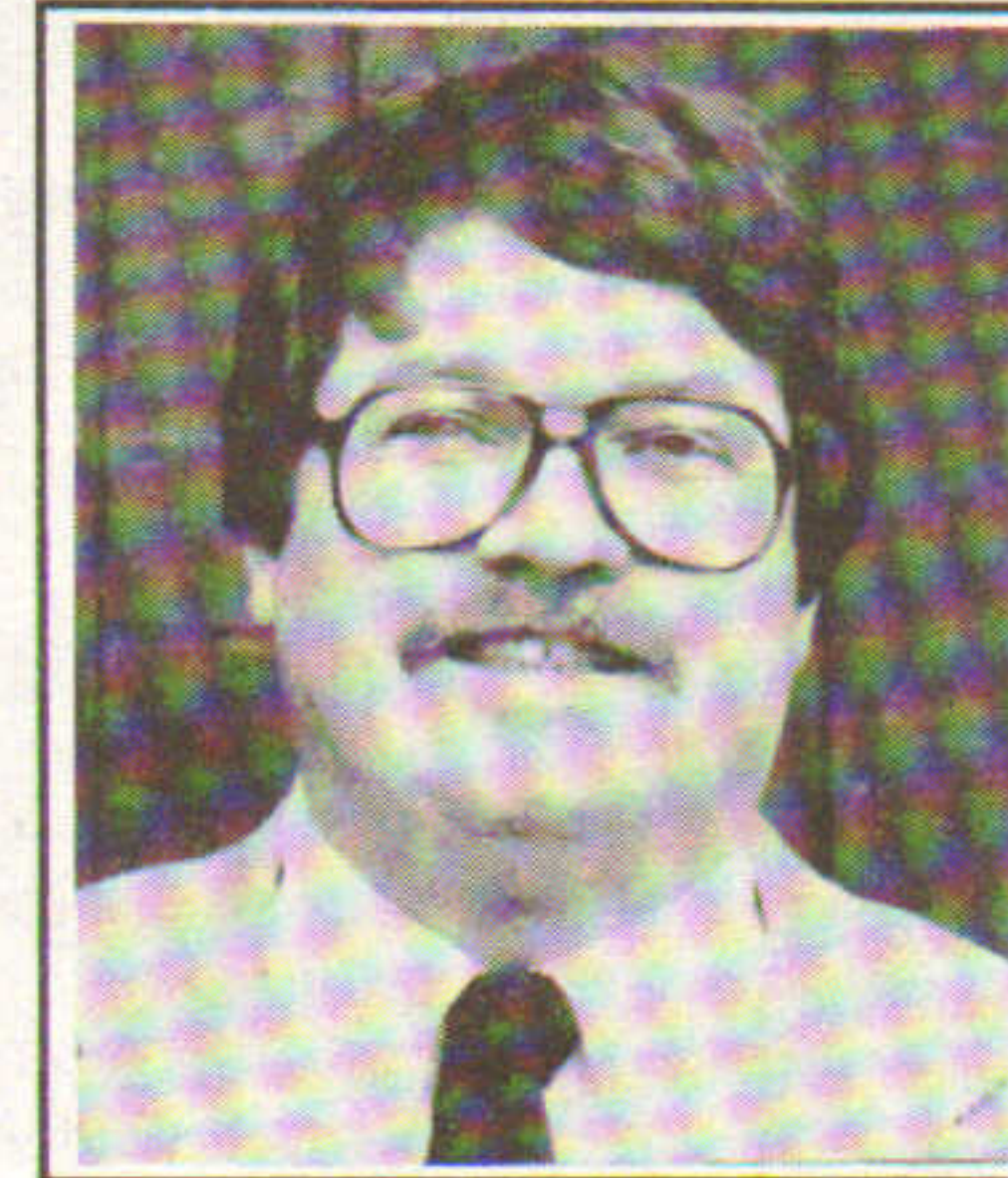
Paul Fleming  
PLYMOUTH AREA CONSTR.



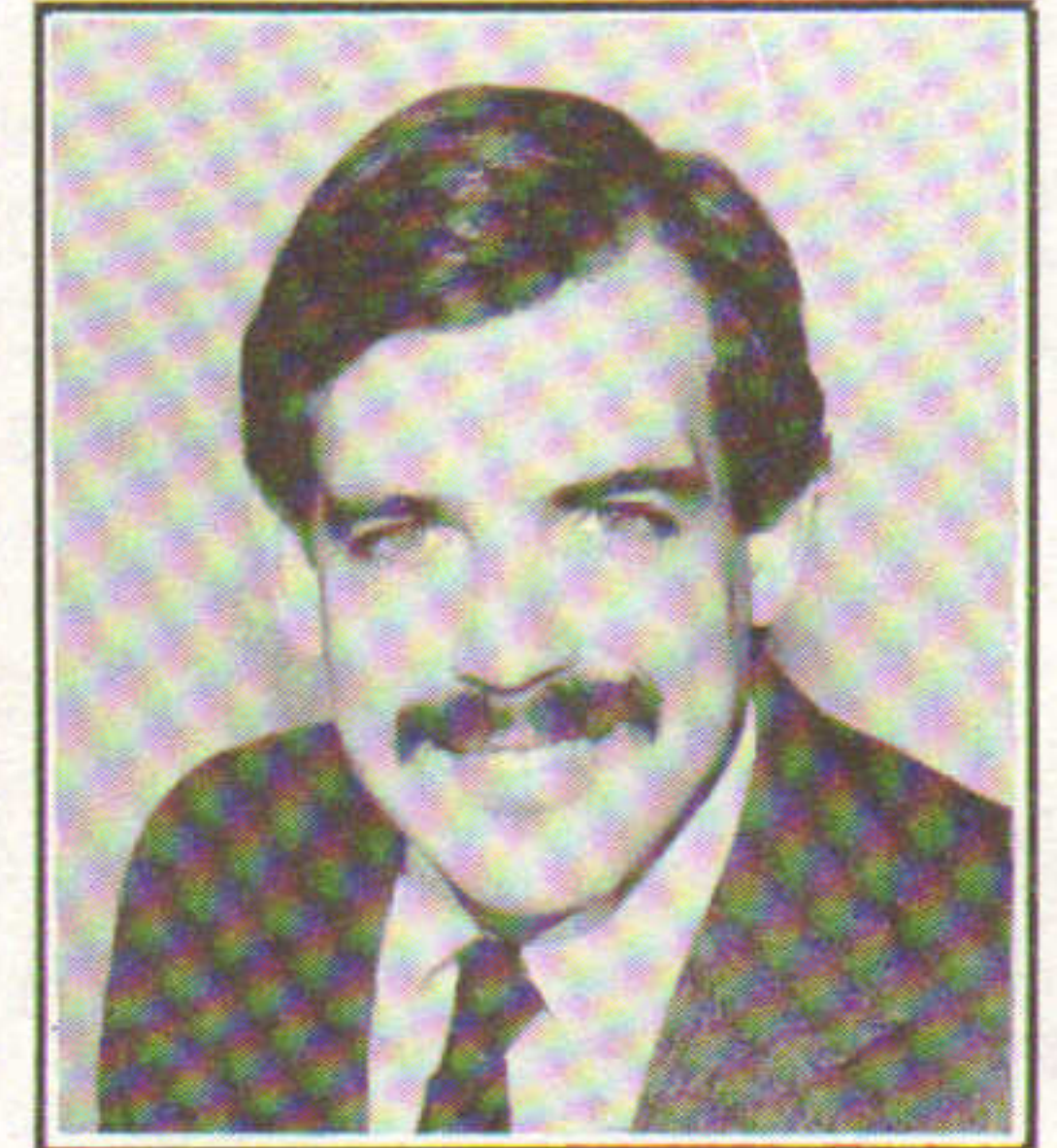
Brian Stack  
OAK TREE COMPUTER



Mark Shapiro  
OMNI INVESTMENT



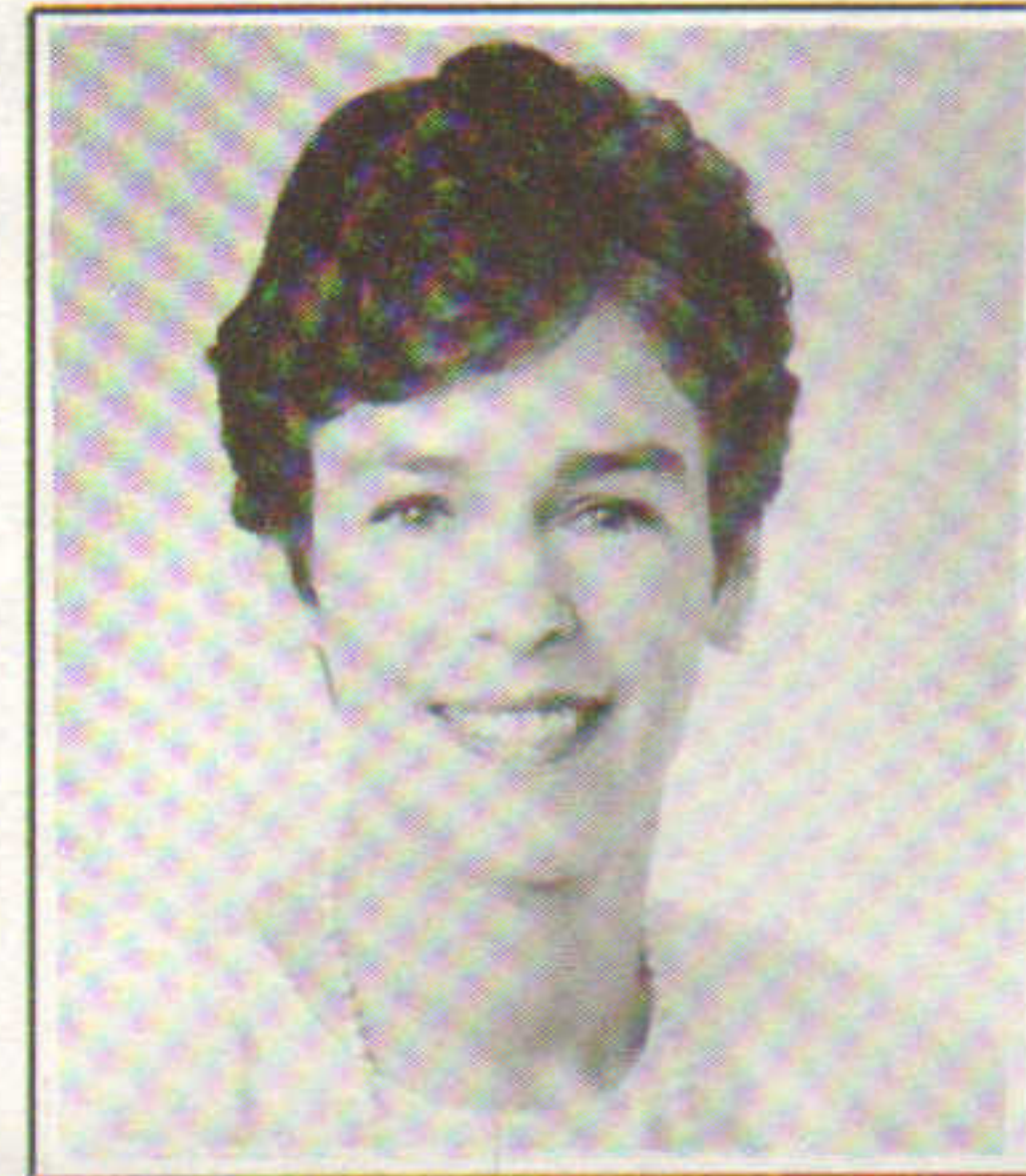
Steve Hallett  
COMM'L INV. GROUP.



John Dean  
THE STONE CO.



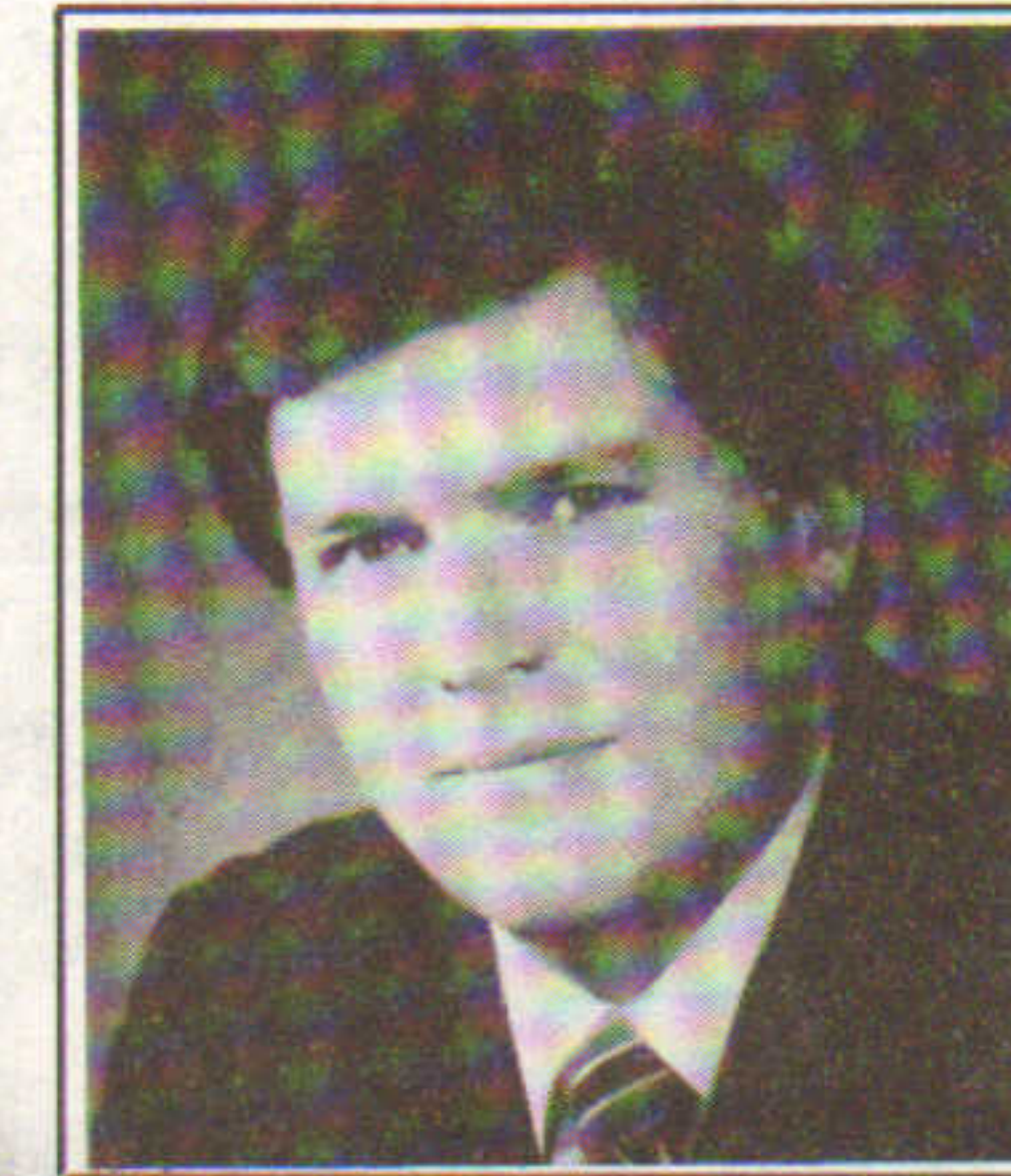
George Razoyk  
ARCH. DESIGN CONCEPTS



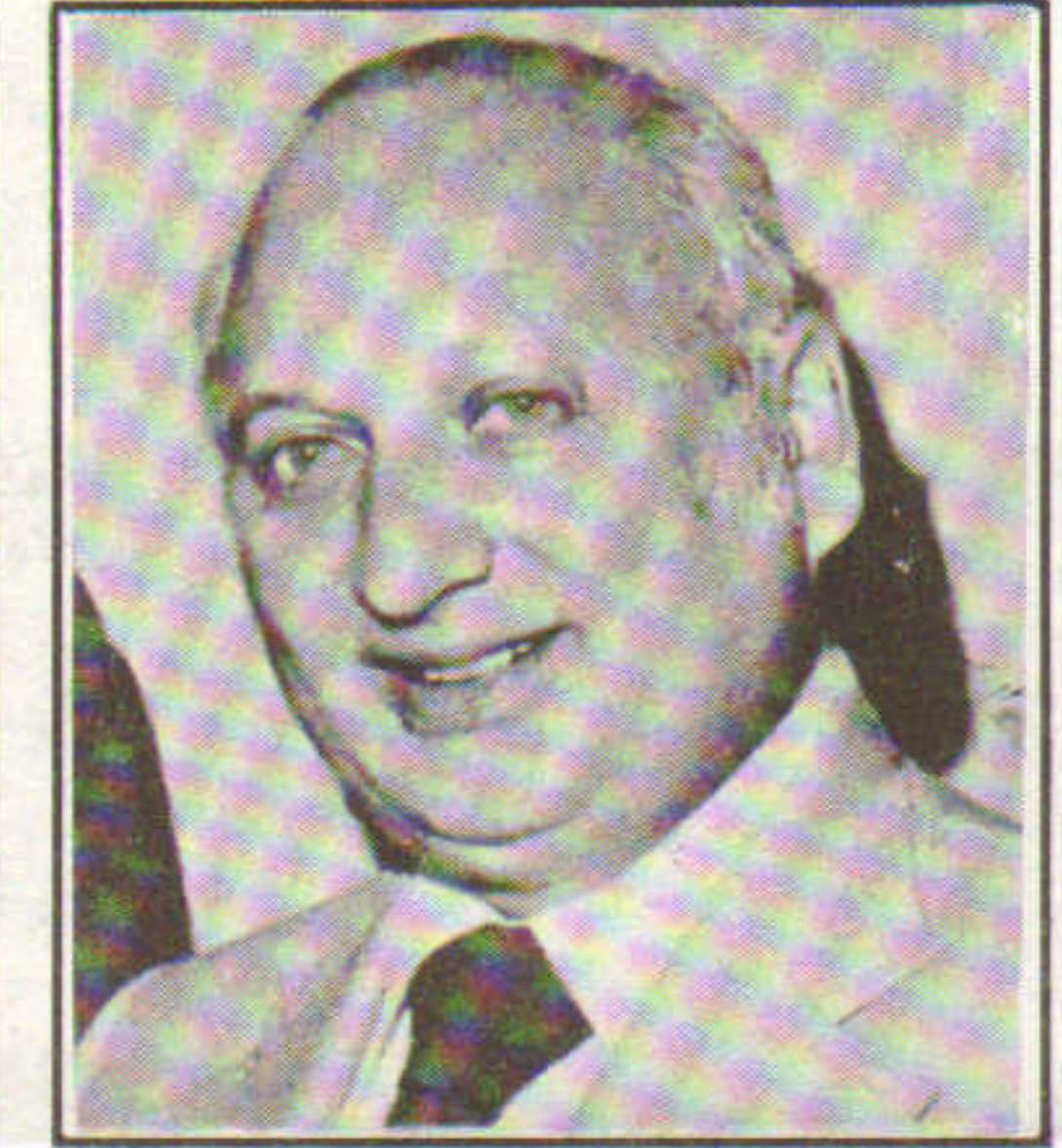
Sharon Furniss  
CULBRO LAND RES.



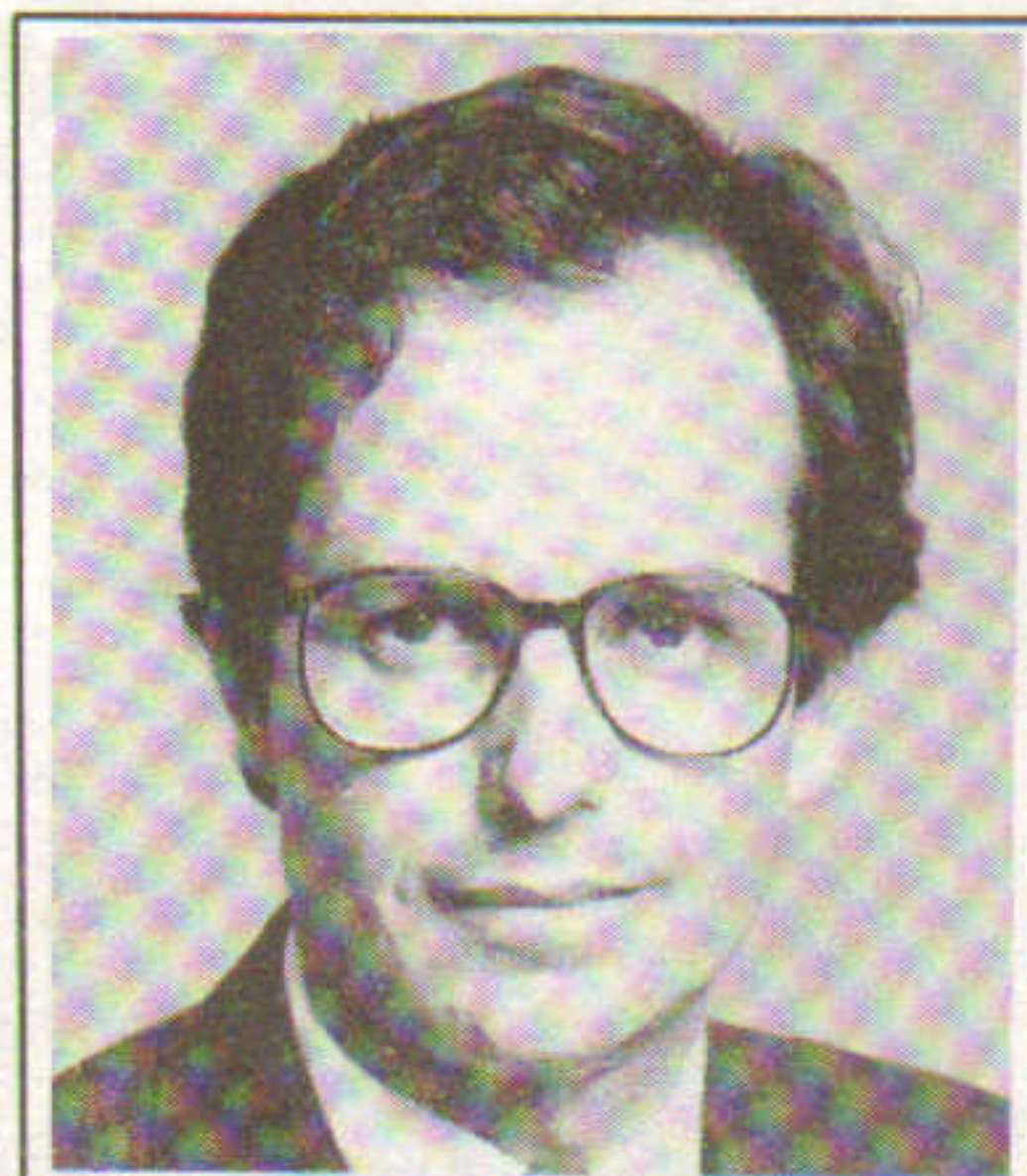
Bill Lonnergan  
COMM'L FACILITIES



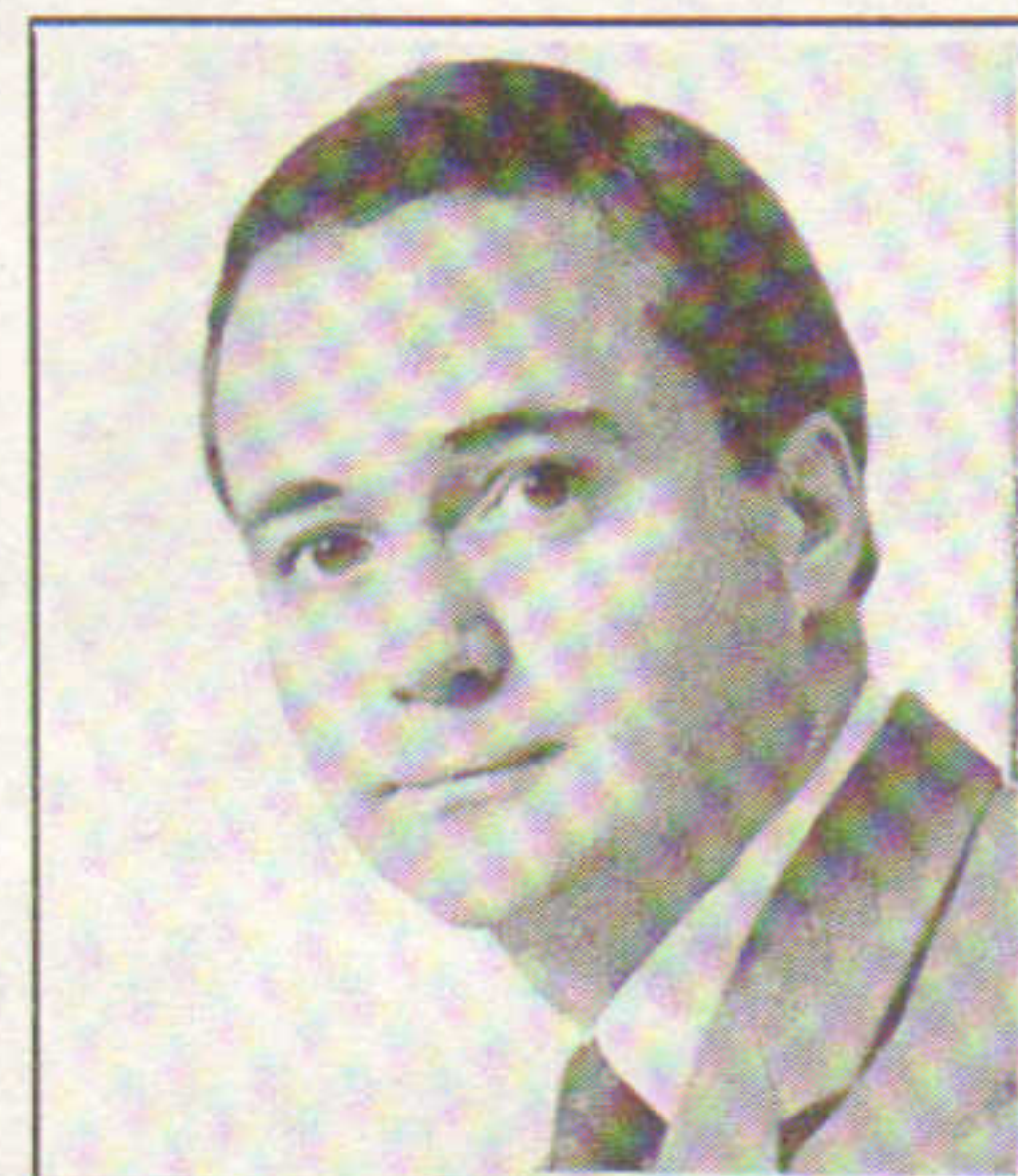
Thomas Marquis  
MARQUIS MANAGEMENT



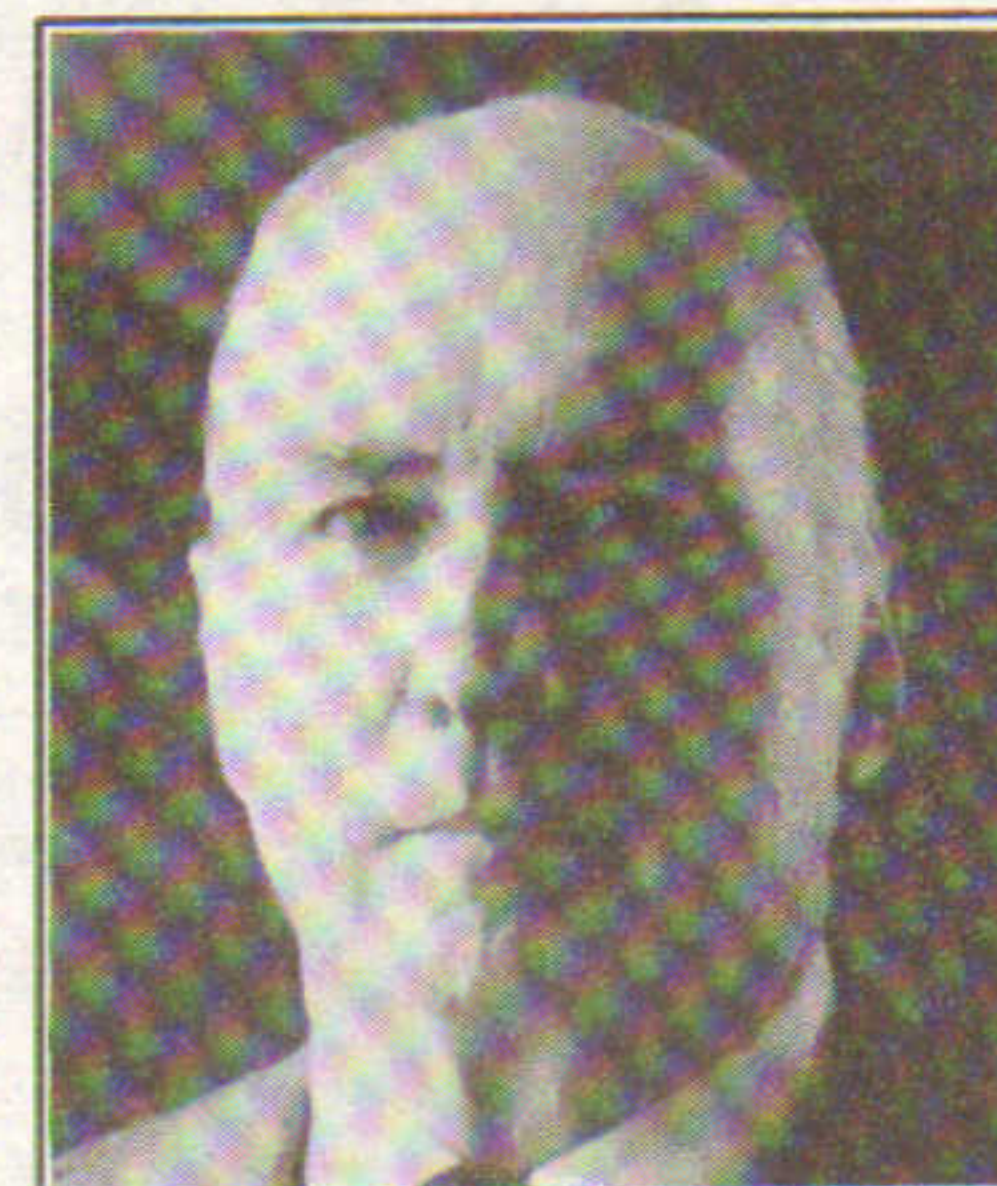
James Sandberg  
JAMES SANDBERG R.E.



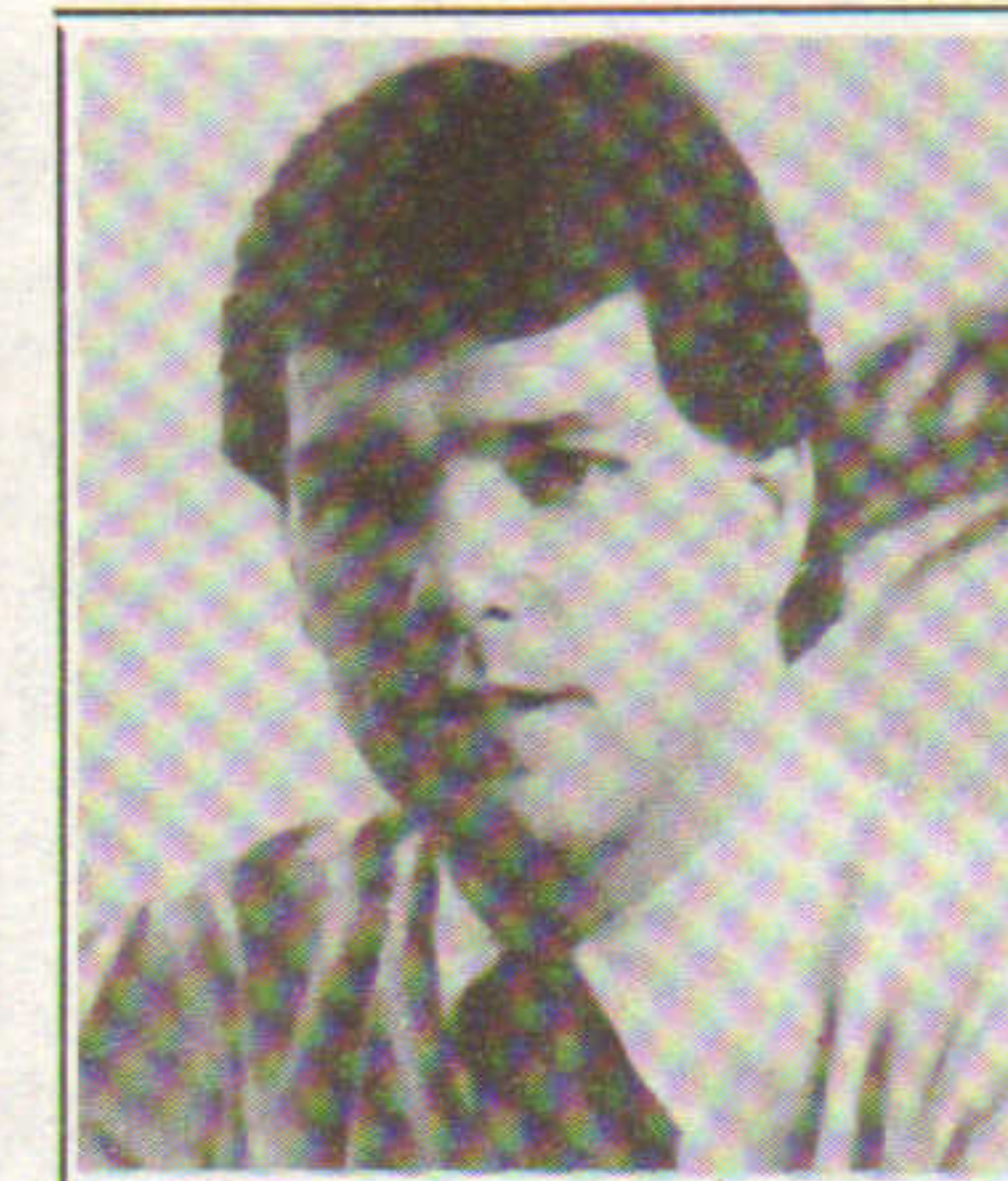
Peter Nelson  
BULFINCH DEV. CO.



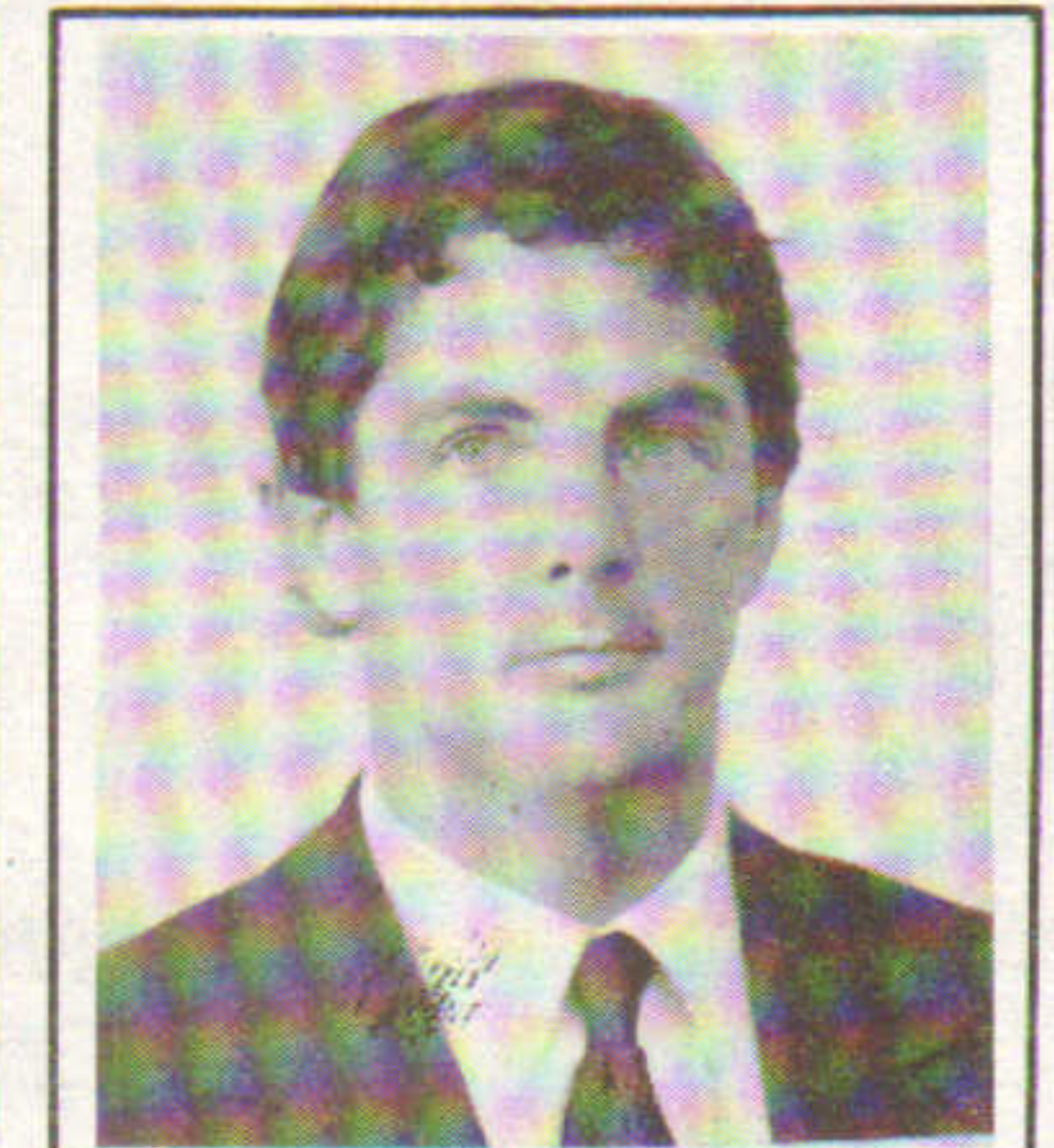
Phil Wieler  
NICOTRA-WIELER



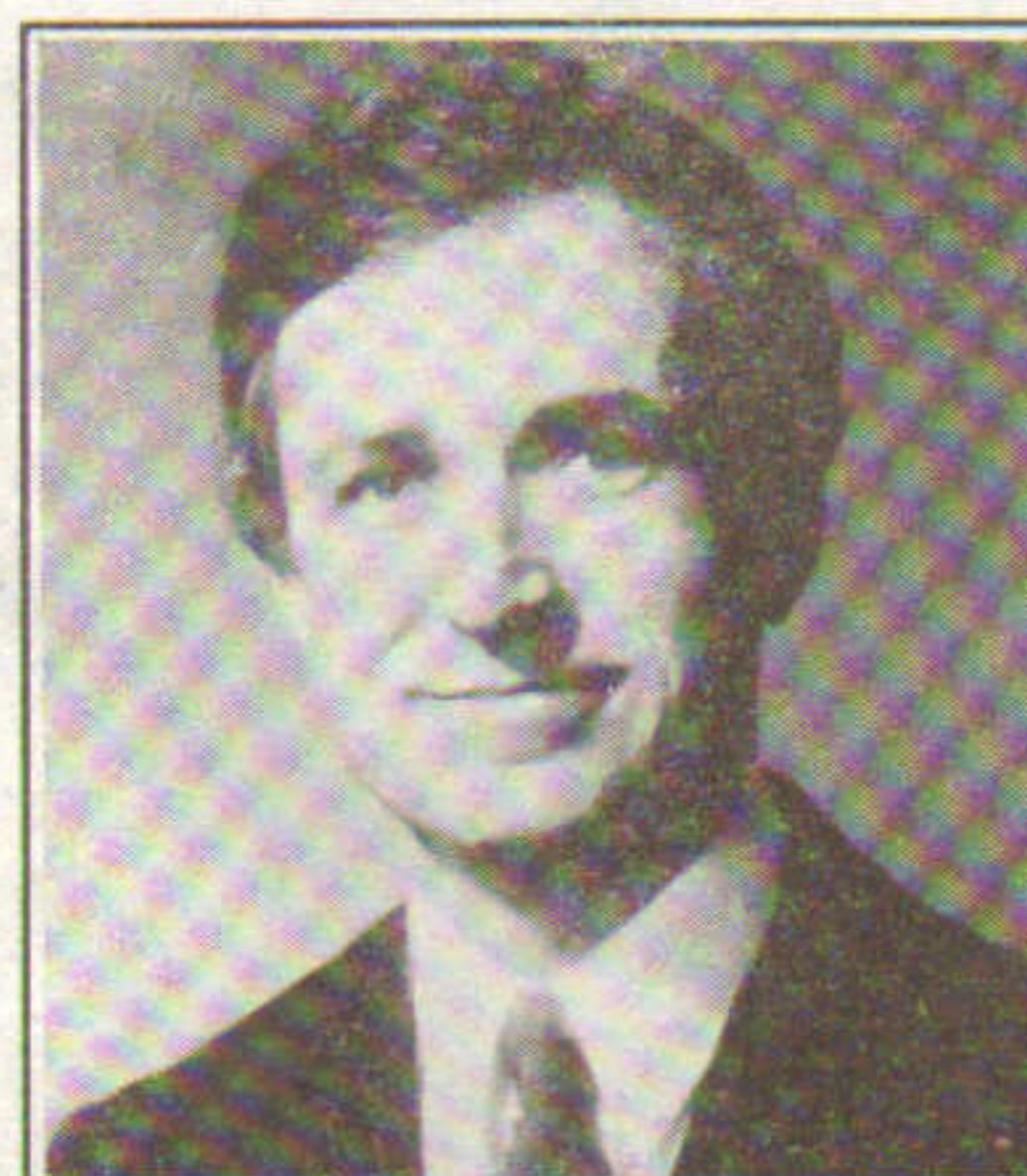
Hugh O'Neill  
WEATHER-REPS



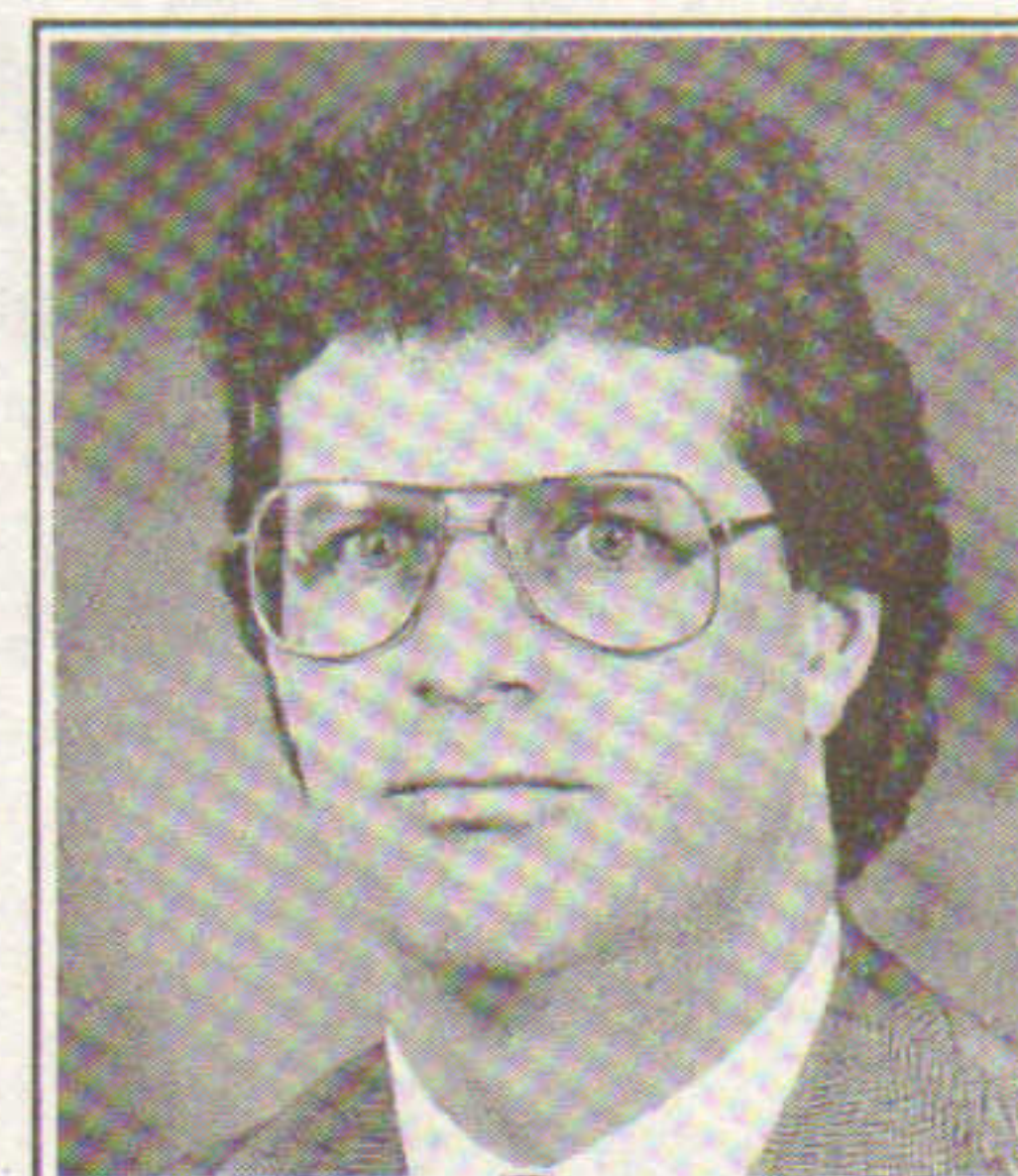
John Fish  
SUFFOLK CONSTRUCTION



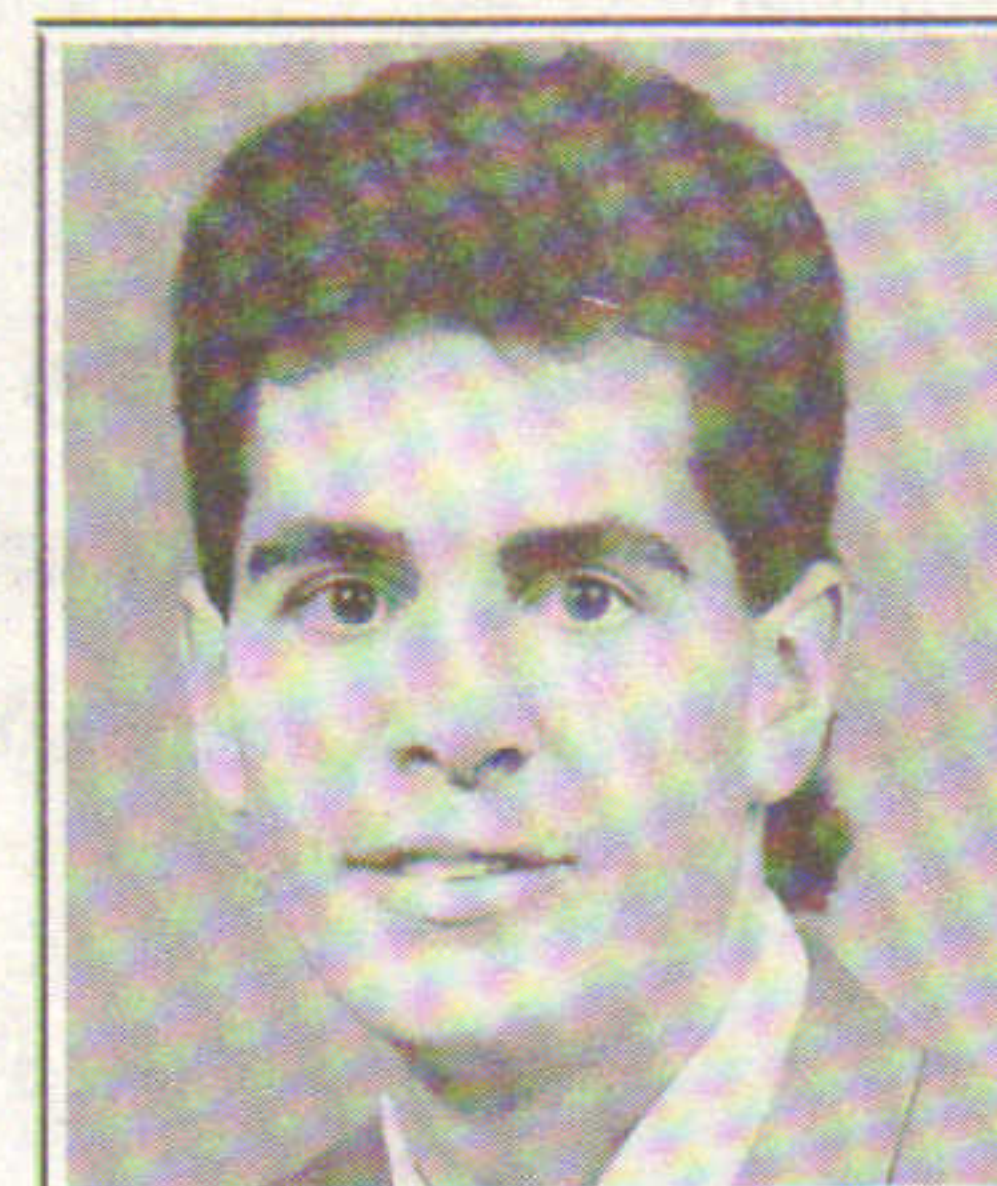
Sean Gildea  
THE DARTMOUTH CO.



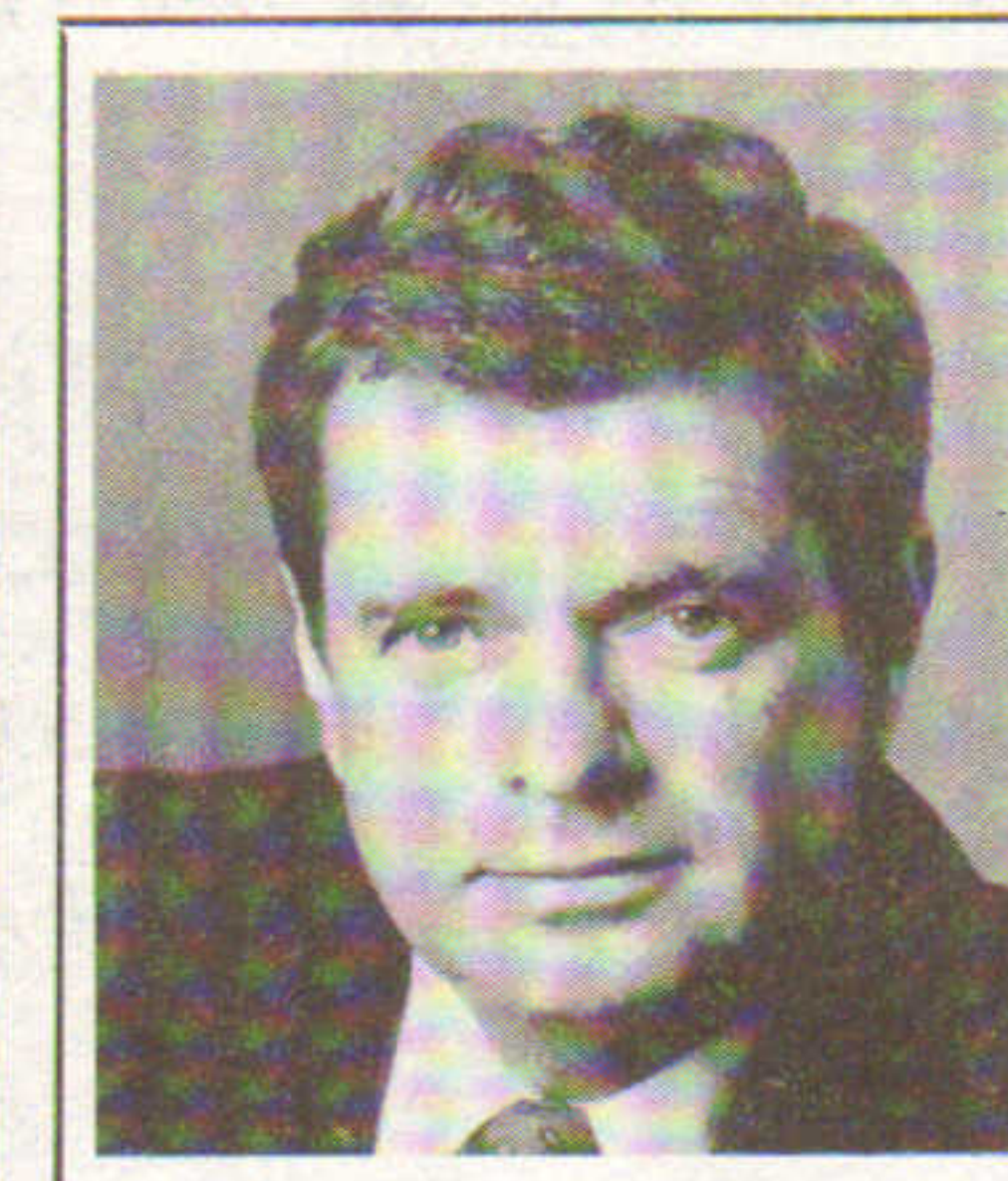
David Vickery  
RVM&G



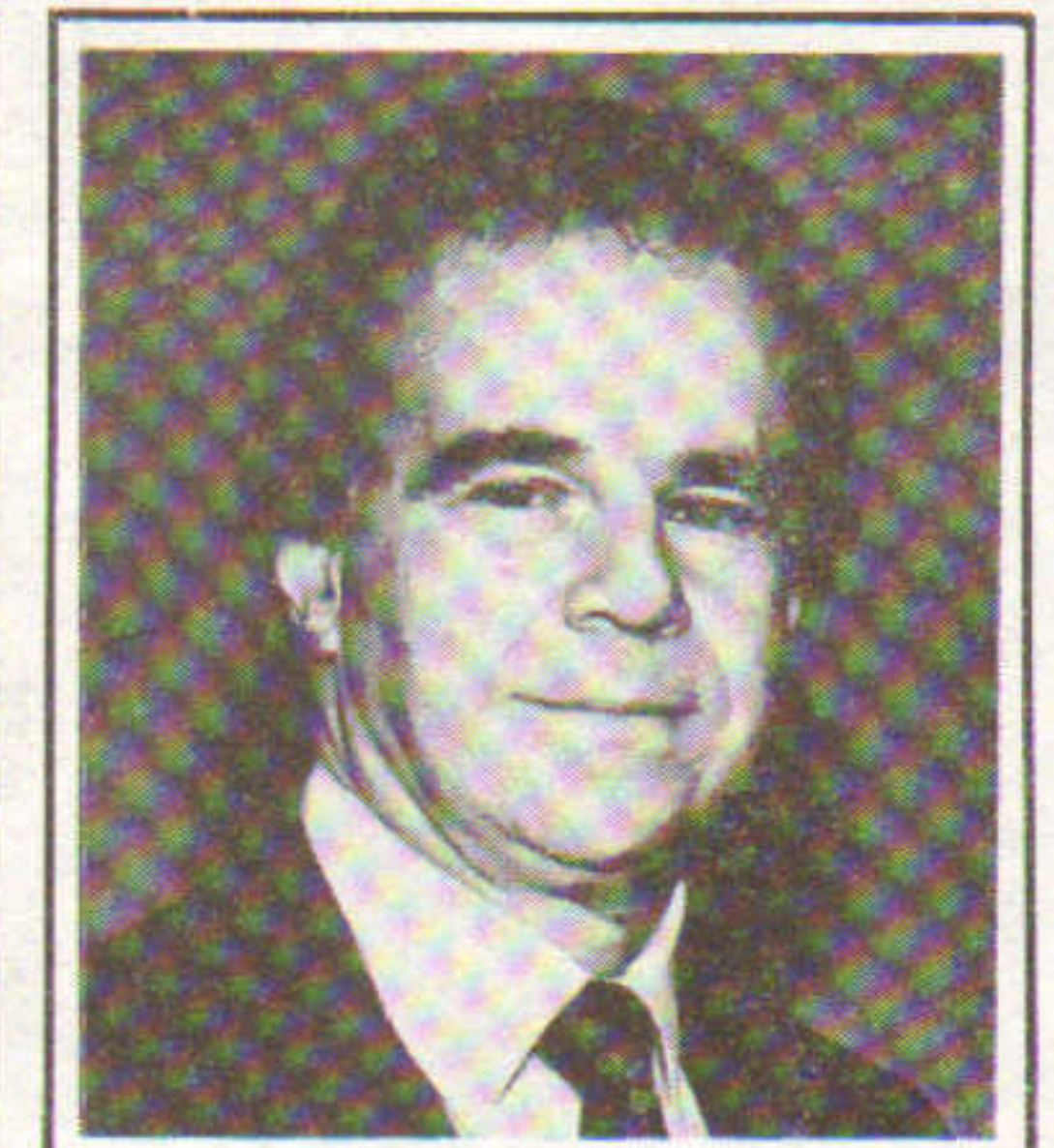
Jim Tonrey  
BAYSTATE FINANCIAL



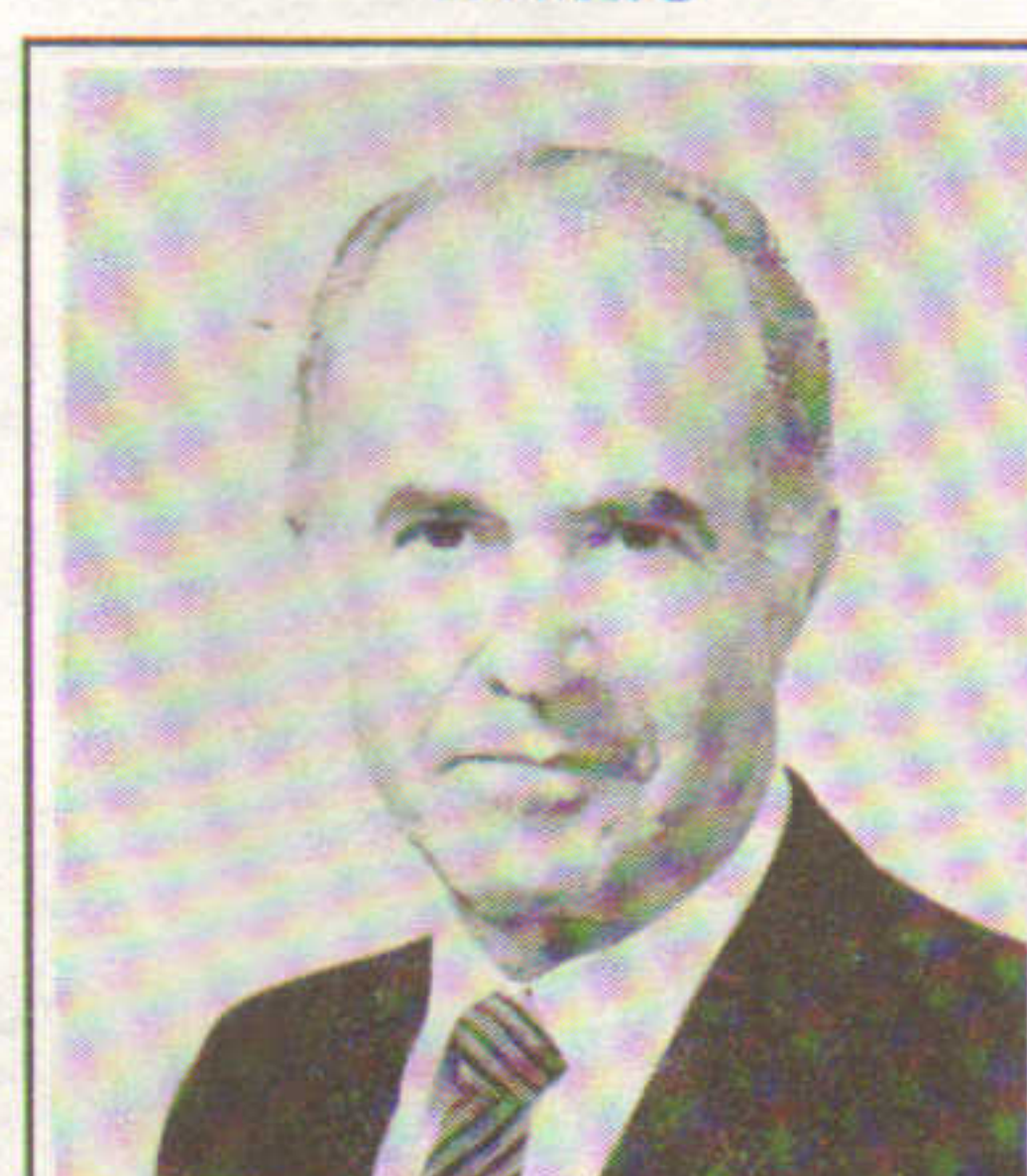
Mitchell Robbins  
THE ROBBINS GROUP



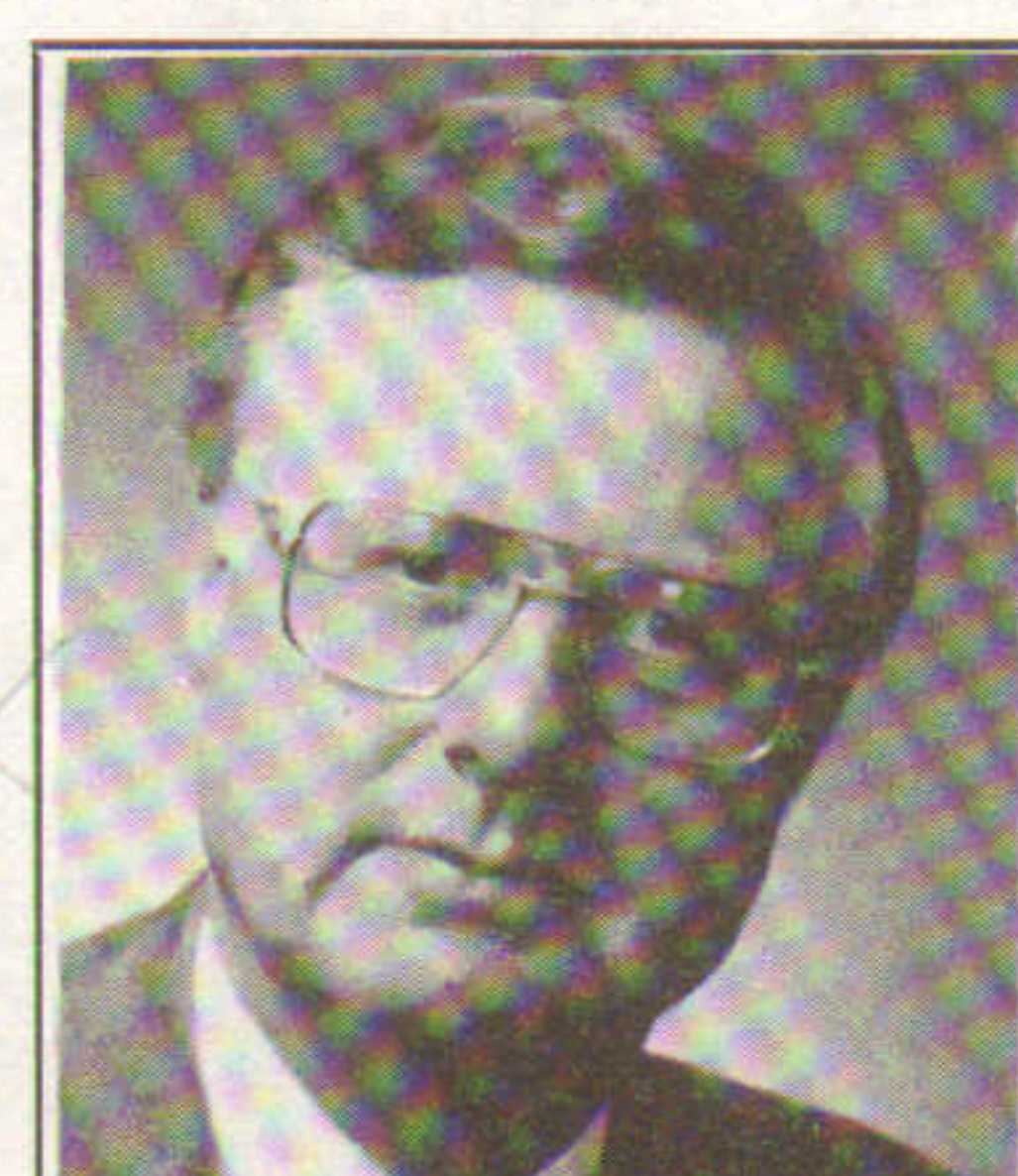
John McGovern  
WEDGESTONE REALTY INV.



Richard Ferland  
FERLAND CORP.



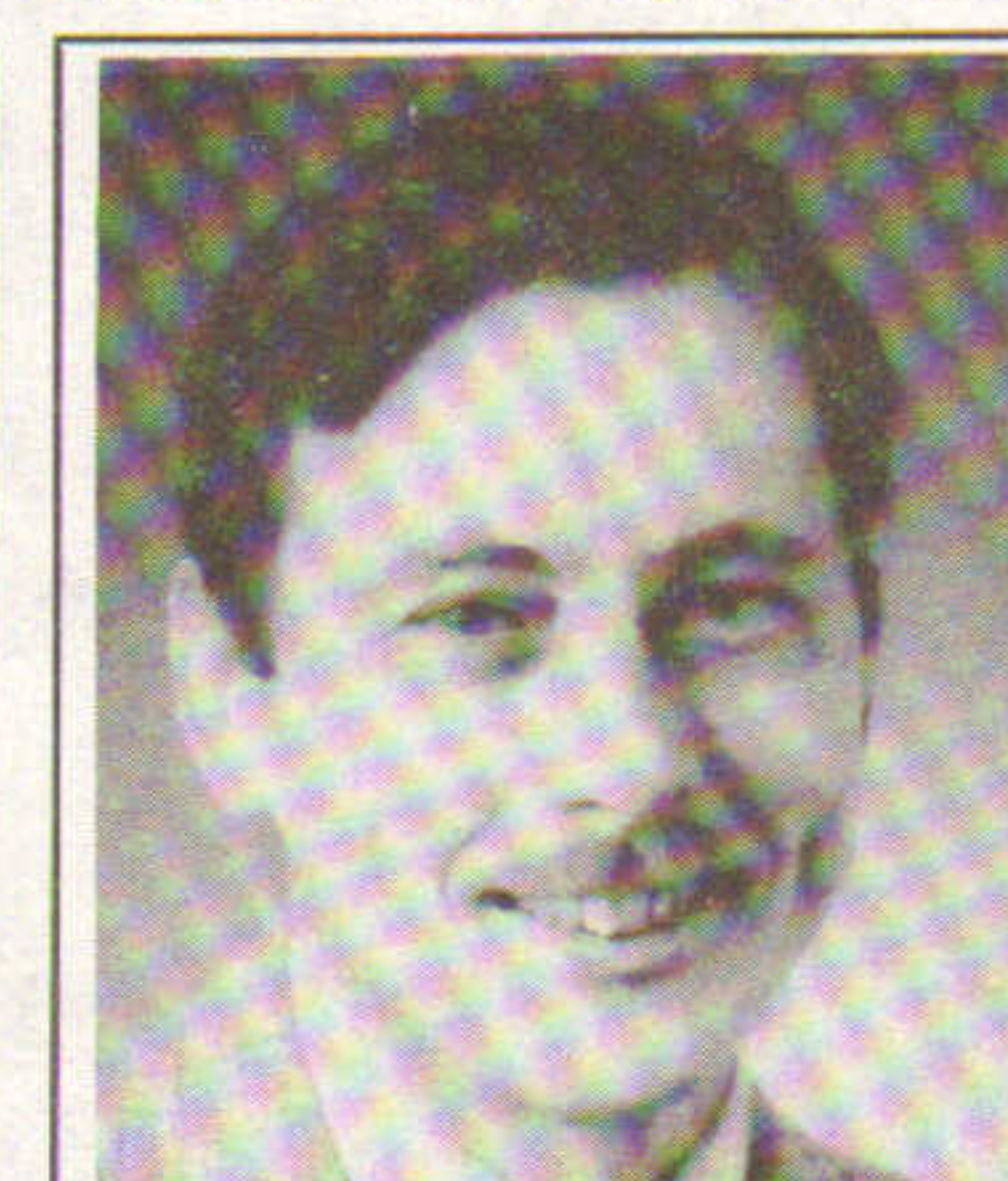
Oscar Wasserman



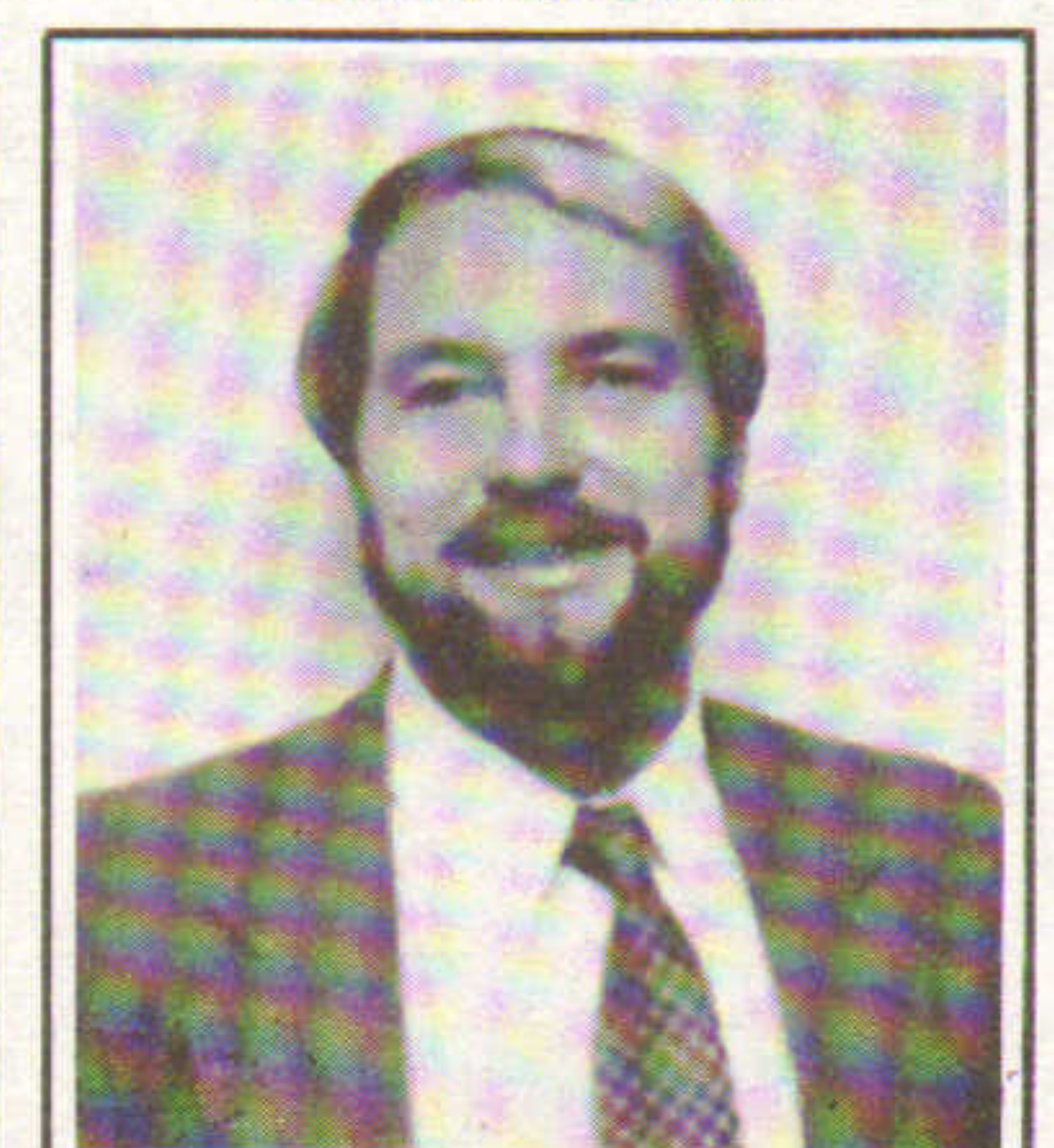
Gene Marchand



Richard Cabill



John Merkle



Stephen Bisson



# NOVEMBER

Cross & Brown and Leggat McCall cobroker \$12.5m 38 acres in Jamaica Plain for Boston Archdiocese to Showa Women's Univ. Helen Oppenheim of Hunneman & Co. and Clark Assoc. cobroker 45 acres in Natick with 54,000 s/f buildings for \$8.6 million.

Meredith & Grew and Codman Co. cobroker 35,000 s/f lease for Gunwyn Co. to Environmental Protection Agency in Boston.

Tocci Building Corp. chosen to build \$5.7m Berkeley School addition design by Earl Flansburgh + Associates.

Key Realty brokers sale of Quincy Assoc site to CD Realty & Kelly Enterprises for \$3m 28,900 s/f office building.

Papa Gino's of America opens \$5.8m 65,000 s/f Highland Plaza in Warwick, R.I.; RG&B archt., Calcagni & Sons builder.

Vazza Assoc. & Edward DeBartolo Corp. start \$24m 125,000 s/f Three University Office Park in Waltham; ADD architect.

Howland Development Co. completes 48,000 s/f \$3.4m offices, warehouse and manufacturing site in Wilmington, Mass.

Union National loan for \$4.8m 57,000 s/f Assabet Village Mktpl. in Maynard; John Sullivan GC; Stirling/Brown Archts.

Real Estate Resources arranges \$10.5m financing for 240,000 s/f Bloomingdale's By Mail office site in Cheshire, Conn.

Codman Co. brokers \$8.4m sale of 214,000 s/f R&D and industrial sites in N.H. for U.S. Properties to Signature Int.

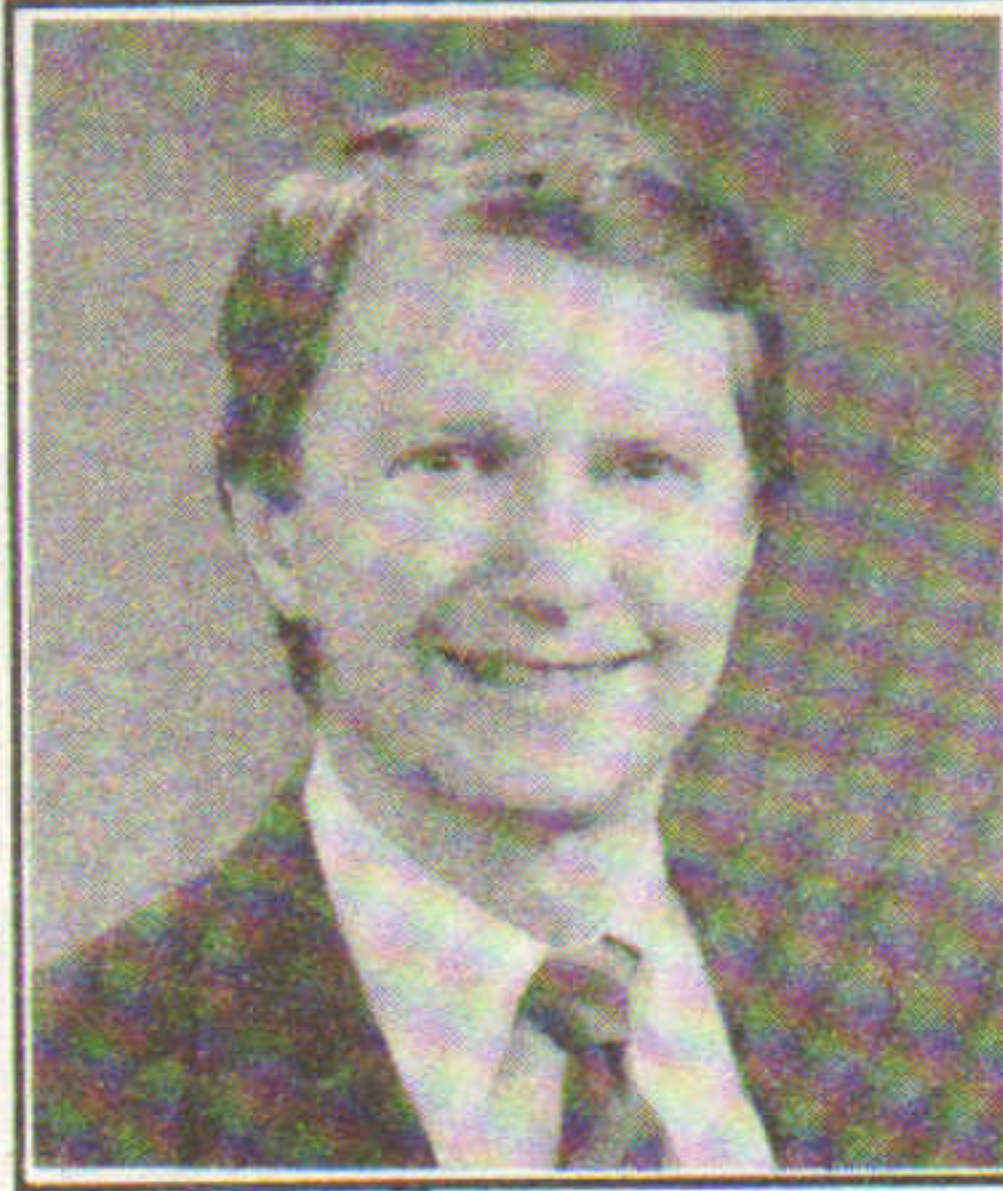
Moskowitz Co. & Century 21 Circle R.E. cobroker 28,312 s/f building in Clinton, Mass. for Nypro to Nat'l. Fuelsaver-\$600,000.

Geenty Group & Cheshire R.E. sell \$1m 64,000 s/f building in Cheshire for Opportunities Unlimited to Fazzone & Zima Dev.

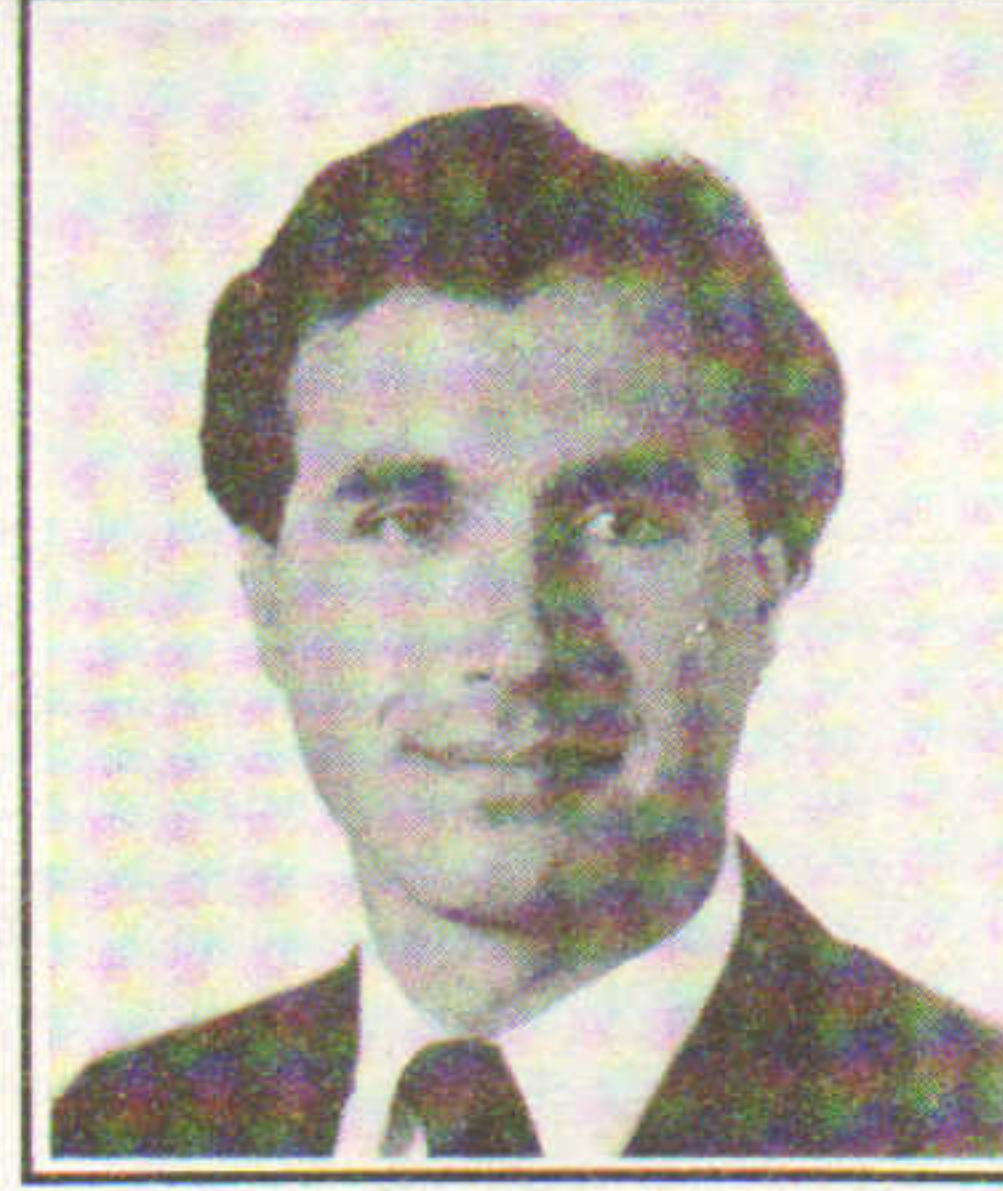
C.W. Whittier brokers 189,000 s/f lease at Altid Business Park in Chelmsford to Digital Equipment for Altid Enterprises.

Charles Real Estate arranges \$1.2m Newworld Savings loan for 12,452 s/f office condominium in Norwood.

Spectrum Financial arranges \$5.845m financing for Med-Tec 45,072 s/f office building in Natick for Kevin Giblin.



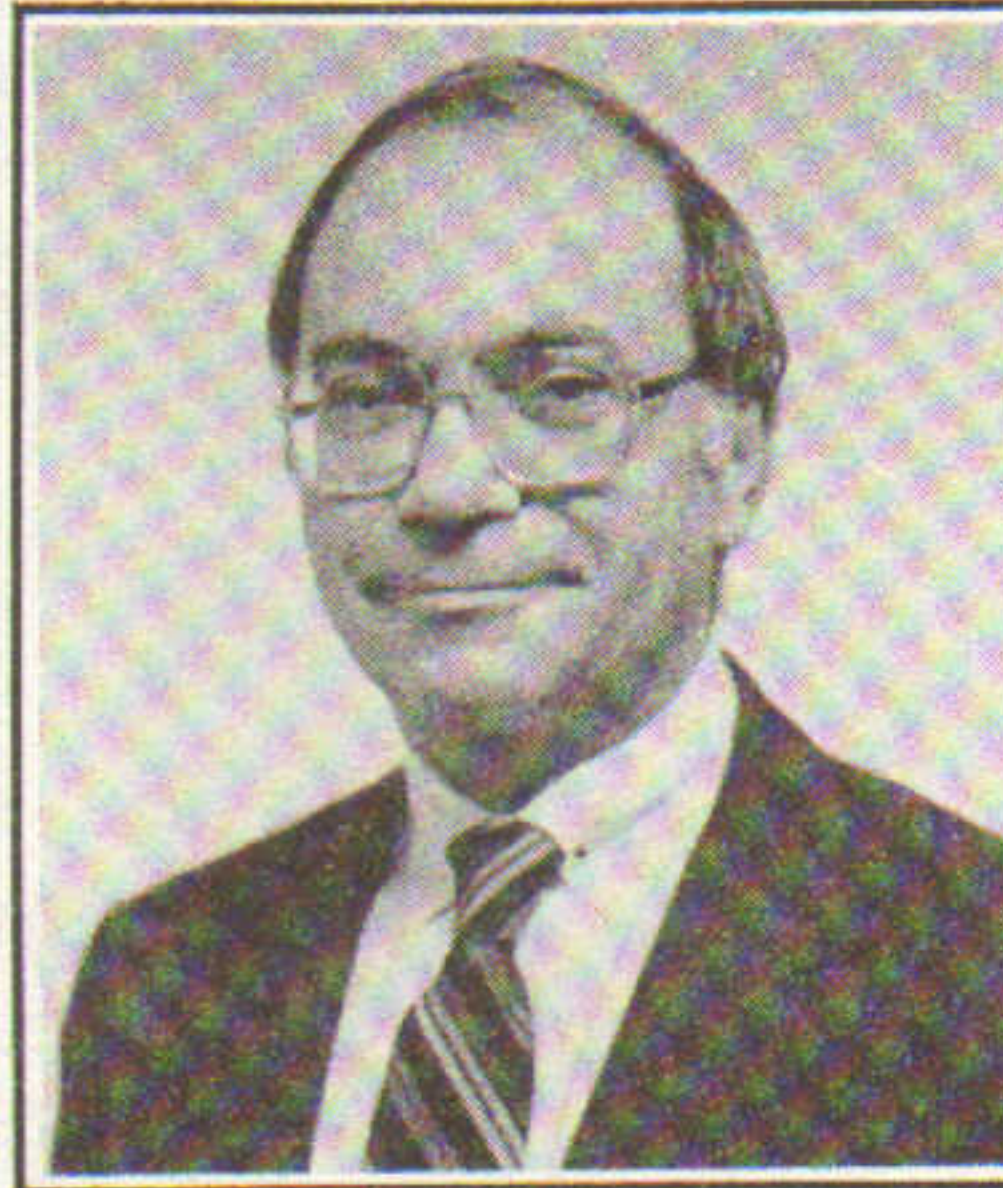
Donald Phelan  
CULBRO LAND RES.



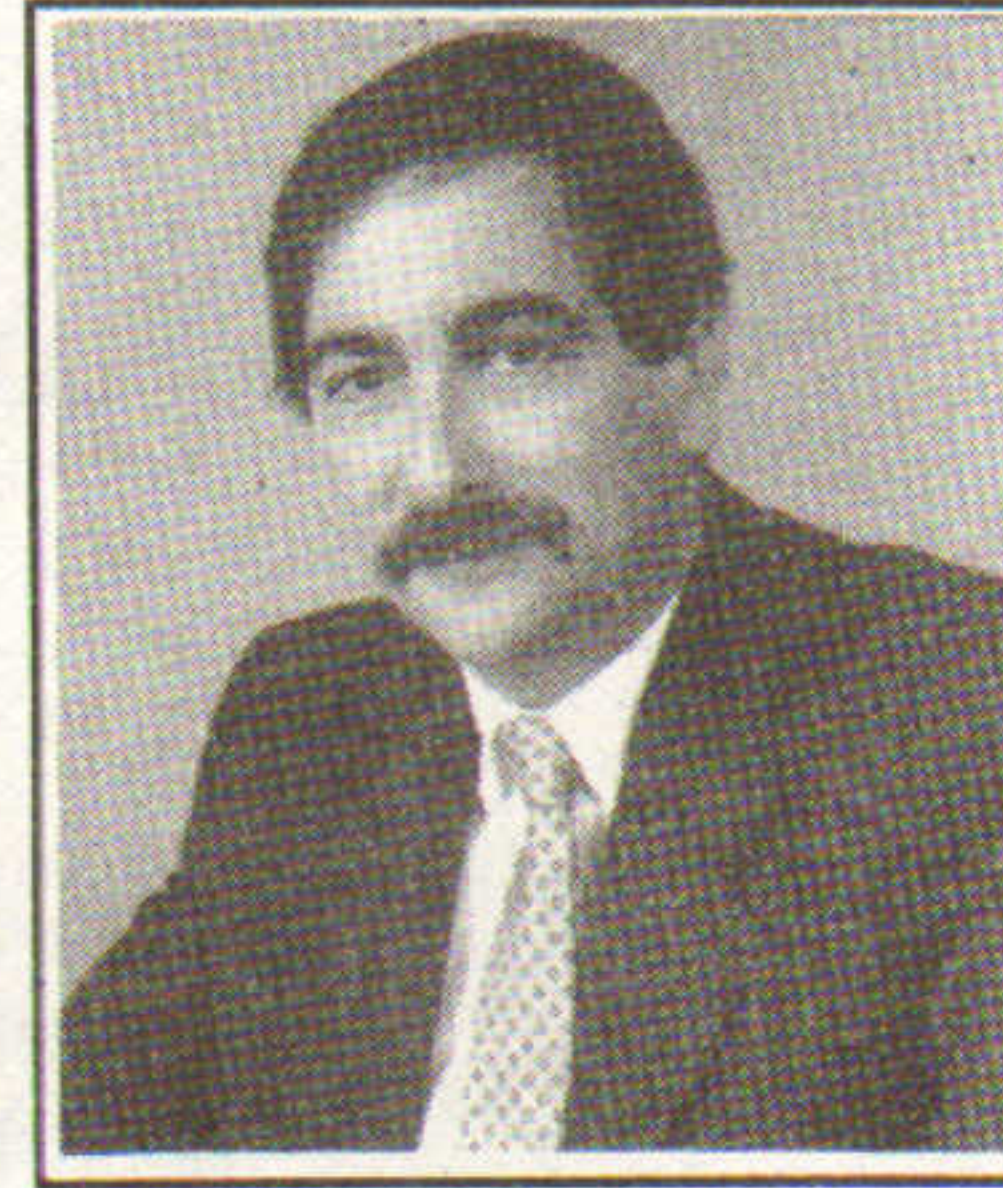
Ted Schaffer  
FIP REAL ESTATE



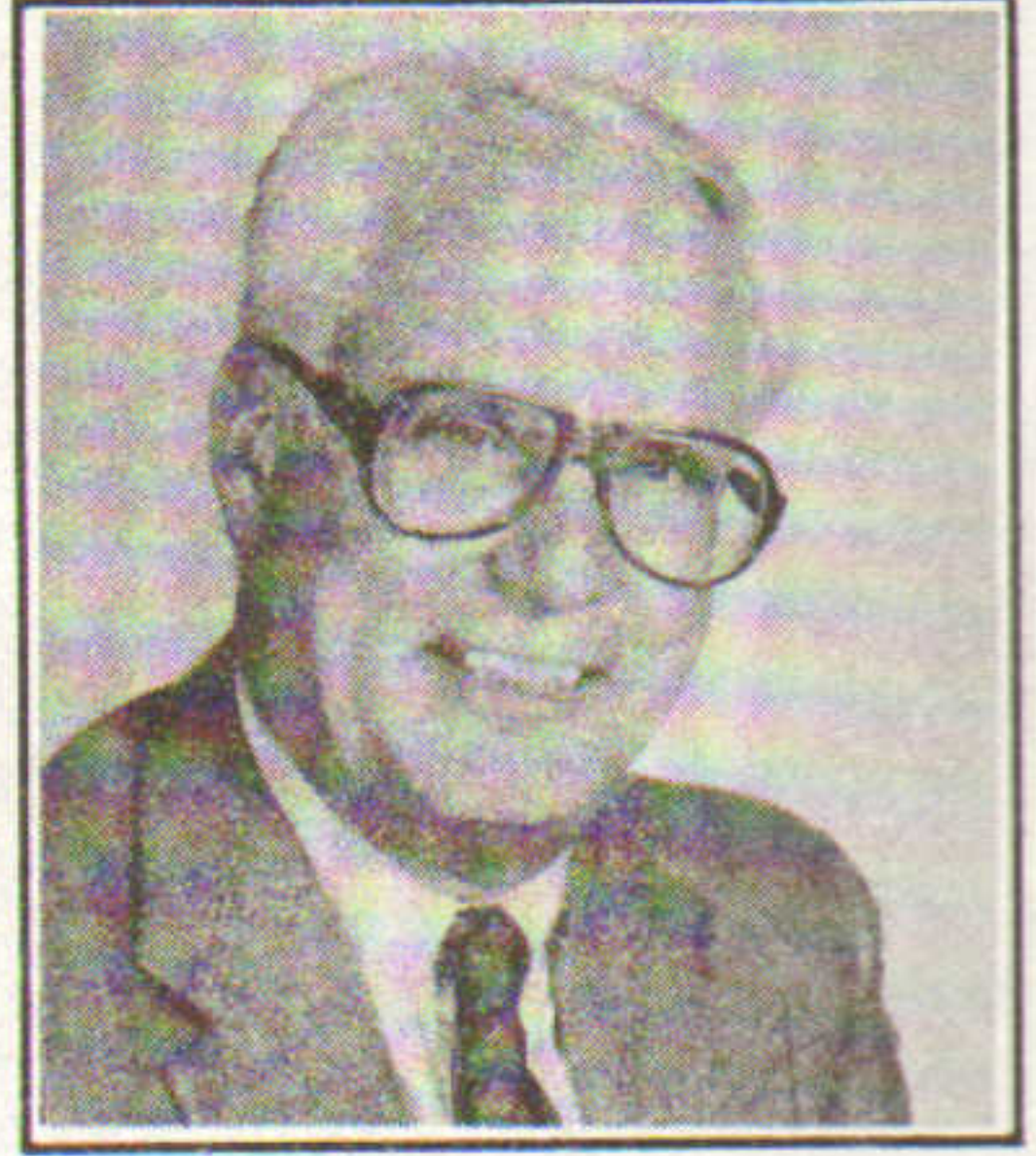
Martin Summit  
H. PEARCE CO.



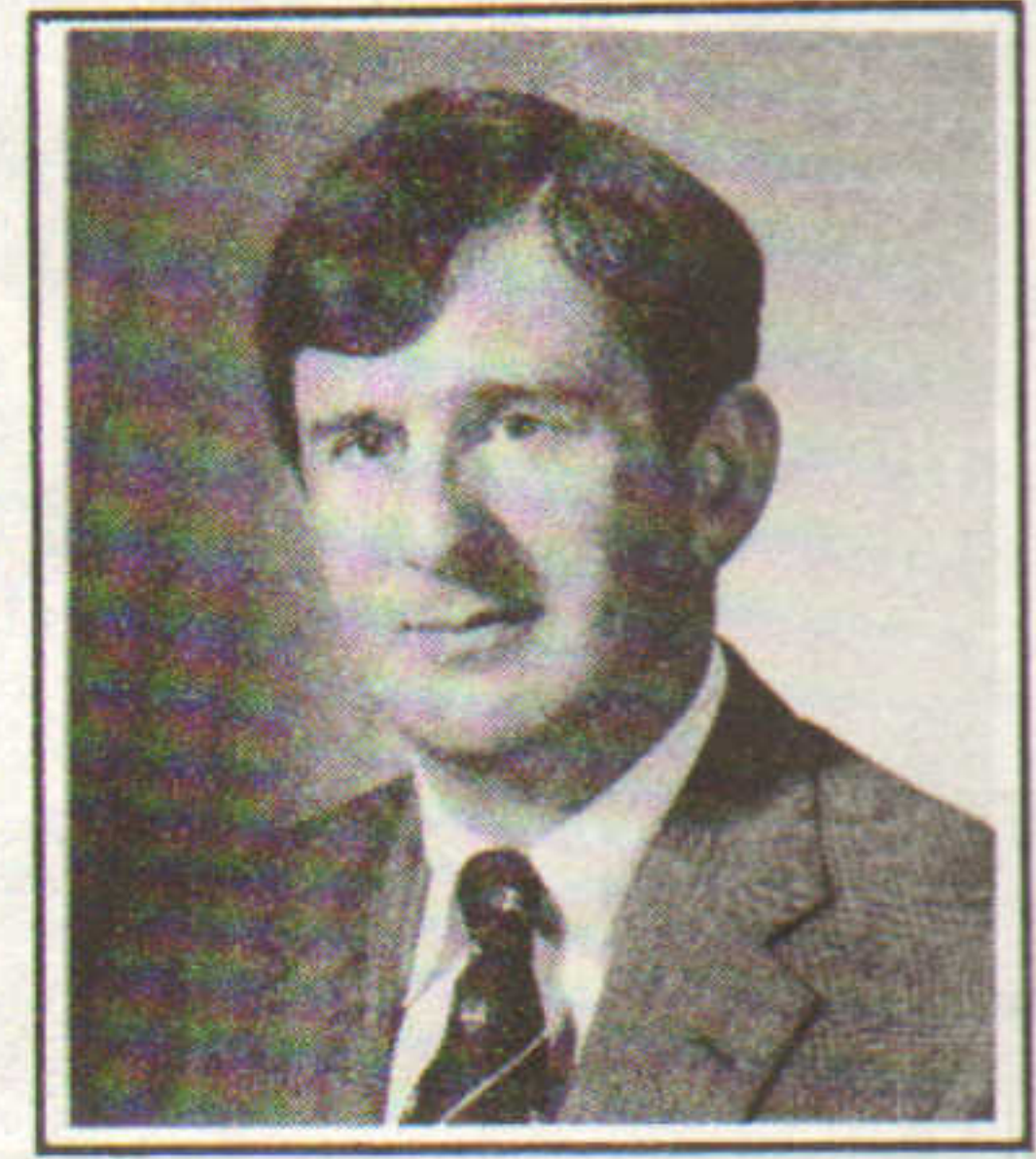
Marvin Siflinger  
MHFA



George Chabot  
BOWDOIN CONSTRUCTION



Roger MacKay  
CONDYNE, INC.



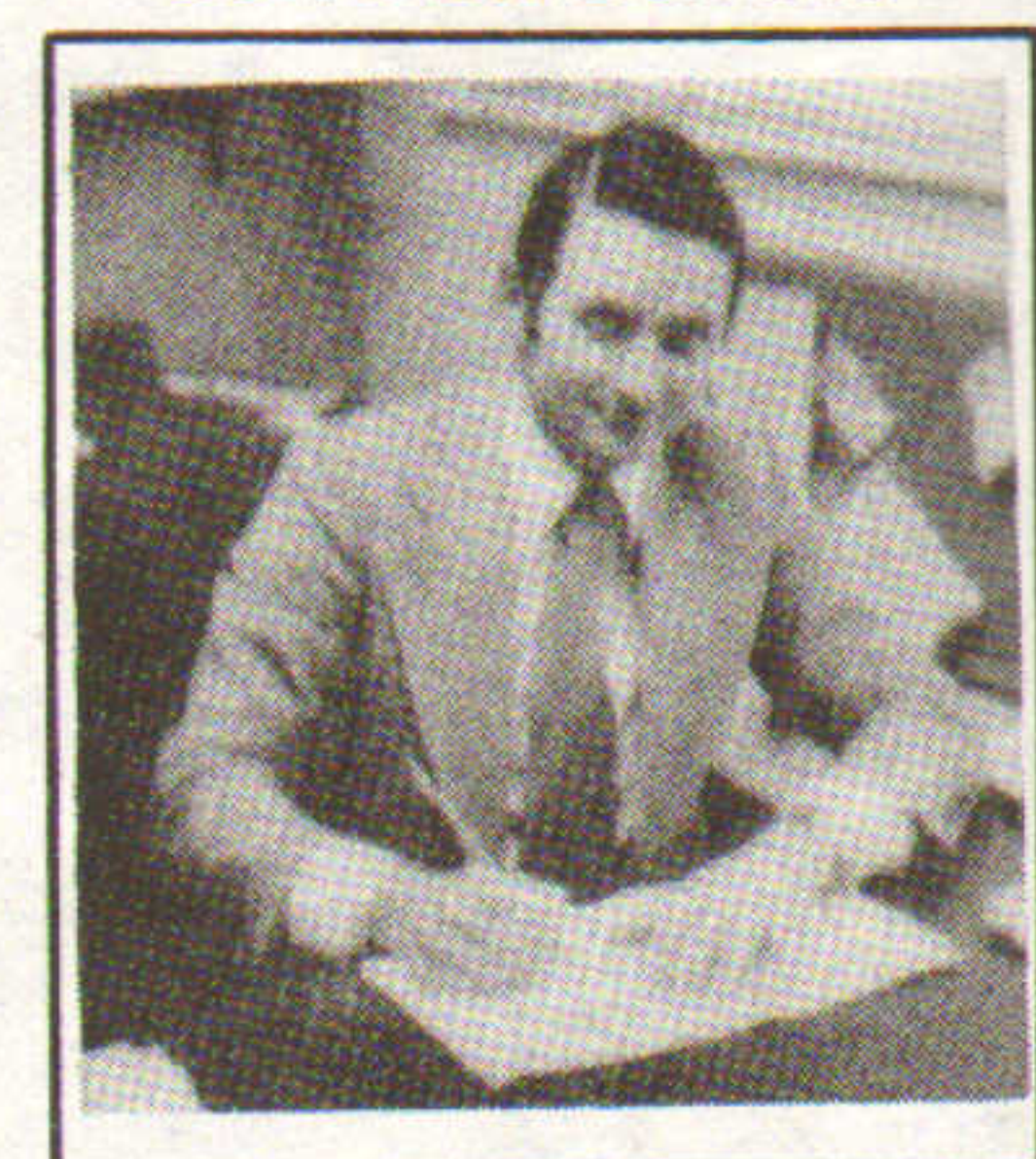
Jay Fluck  
RYAN, ELLIOTT & CO.



Rudy Landry  
BAY COLONY PROP.



James DeMund  
DOW & CONDON INC.



Jordan Rittenberg  
J. RITTENBERG & ASSOC.

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\$2 Million)

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A Happy and Prosperous New Year*



# NOVEMBER

Boston Financial places \$4.3m equity for 108 apartments and 14,000 s/f retail in Clinton by Claremont Company.

Leggat McCall/G&E sells 300,000 s/f Marlboro buildings for C.C.&F. to Prudential Insurance Co. for \$34.75 million.

David Crane of Meredith & Grew leases 100,000 s/f for National Dev. Assoc. at Forge Park, Franklin, to Thermo Inst.

Strawberry Hill Realty sells 20,000 s/f Littleton strip mall for \$1m to six investors.

John Feeley of Barton Brooks Ltd. brokers \$4.11m sale of 75,000 s/f Providence building for Lexwood Management.

I.J. Barkan leases 45,000 s/f Super Shaw's at Granite State Marketplace in Hooksett, N.H.; Zayre & Osco also anchor .25m s/f.

Chuck Reilly of Flatley Co. leases 68,800 s/f to six new tenants, to expansions at Schrafft Center in Charlestown.

Dacon Corp. designs/builds \$3.7m 78,000 s/f plant for Wear Guard at Assinippi Industrial Park in Norwell, Mass.

Joan Jarsen of Nicotra-Wieler Inv. Mgmt. brokers sale of 128 apartments in Wilmington, Conn. for \$5.85 million.

Konover & Assoc. builds \$19m Diamond Point Plaza in Essex, Md.; transforms former auto junk yard to 320,000 s/f.

Parkman Cos. & Ten Mile Assoc. buy and renovate 39,000 s/f Attleboro building; King/Warner Assoc. archt. for \$3.2m project.

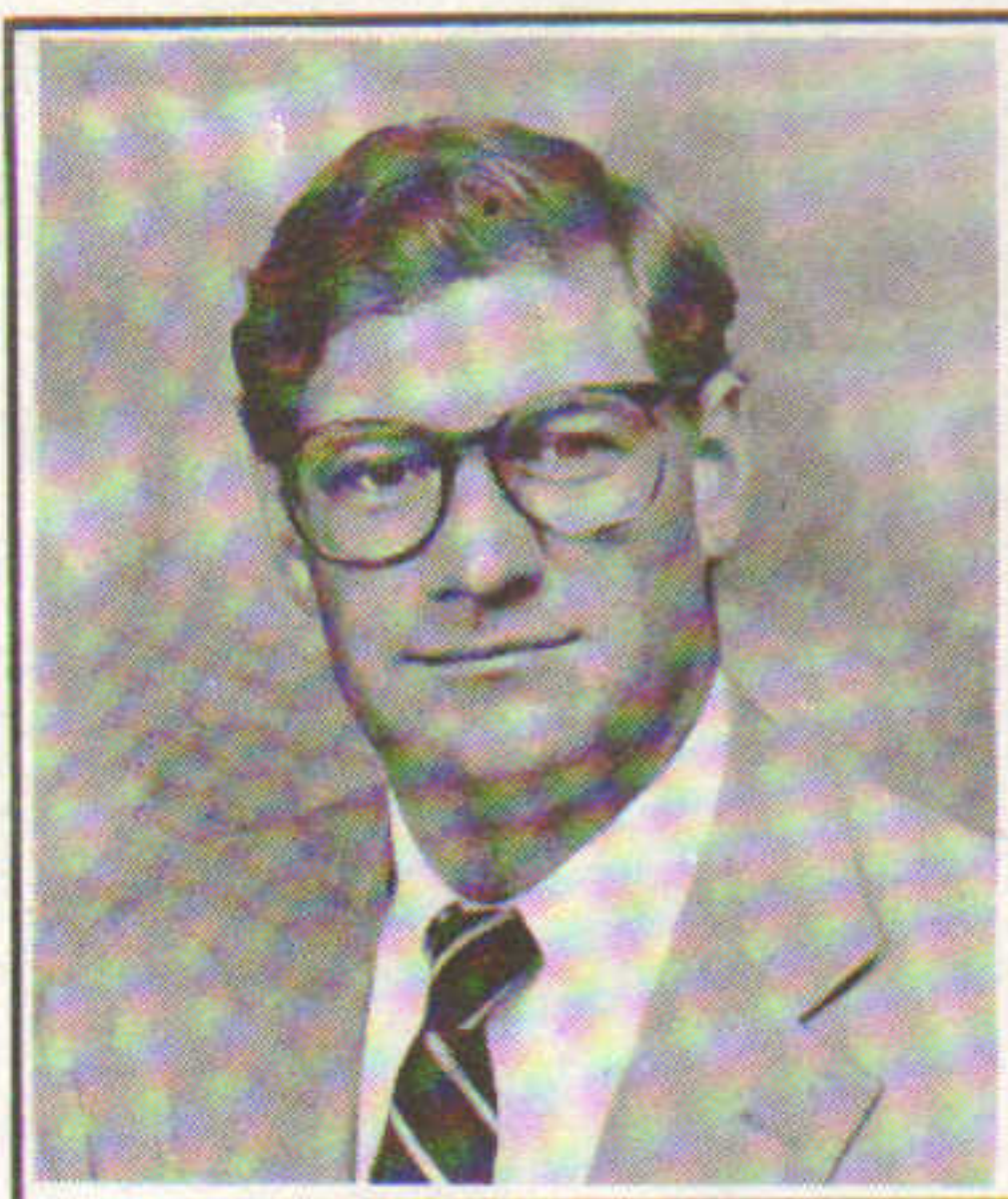
Fineberg Cos. undertakes \$1.4m renovation at 257,000 s/f Dedham Plaza; Sunco Corp. upgrading 18 acre shopping site.

Dacon Corp. designs/builds \$6.2m 47 unit Quincy residential condos for Adams Venture Realty; Bank of New England loan.

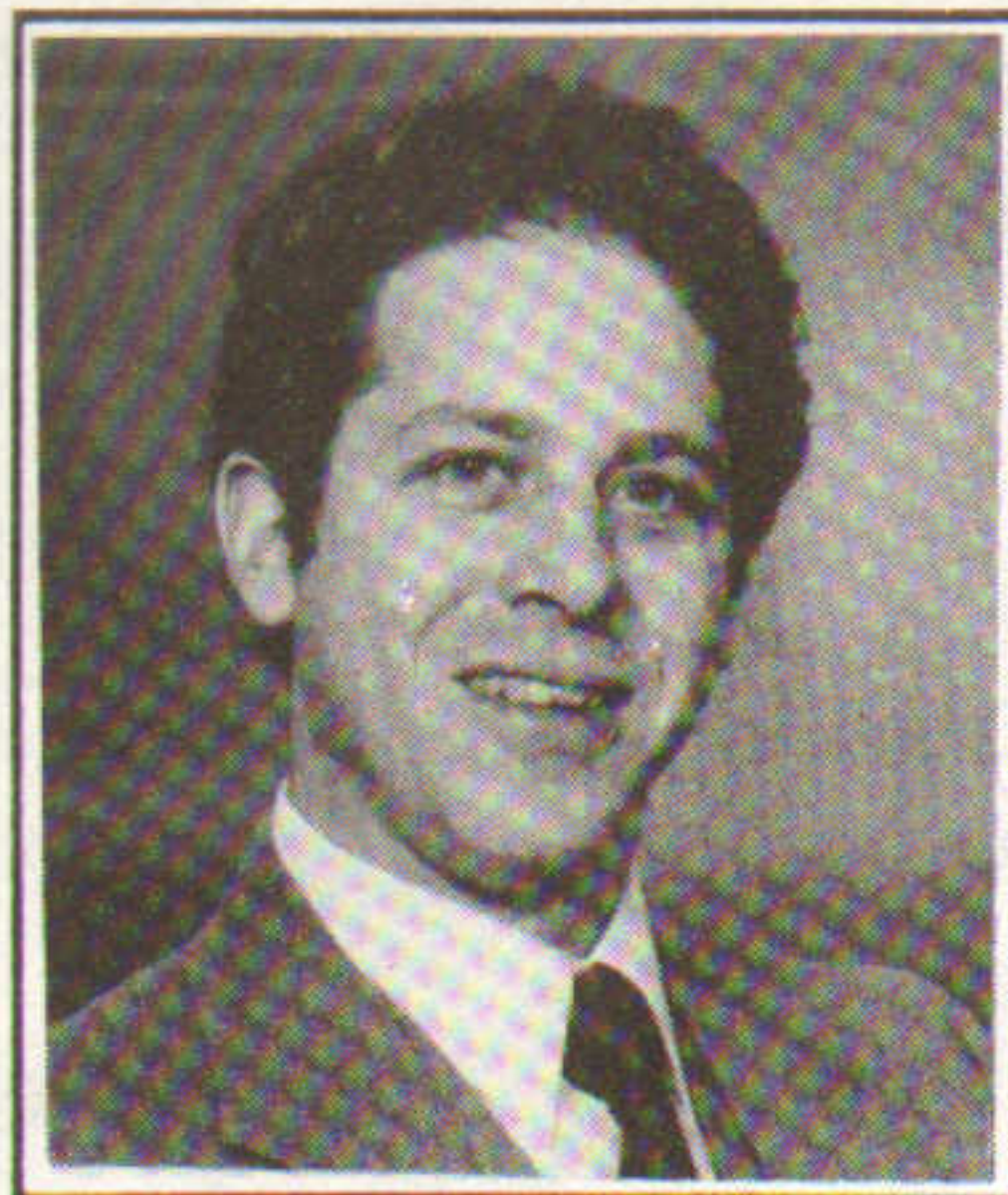
New England Dev. to start \$11m 550,000 s/f CambridgeSide Galleria anchored by Filene's, Sears Roebuck and Lechmere.

Gilbane Building Co. completes \$60m plant for Providence Journal; Lockwood Greene architect.

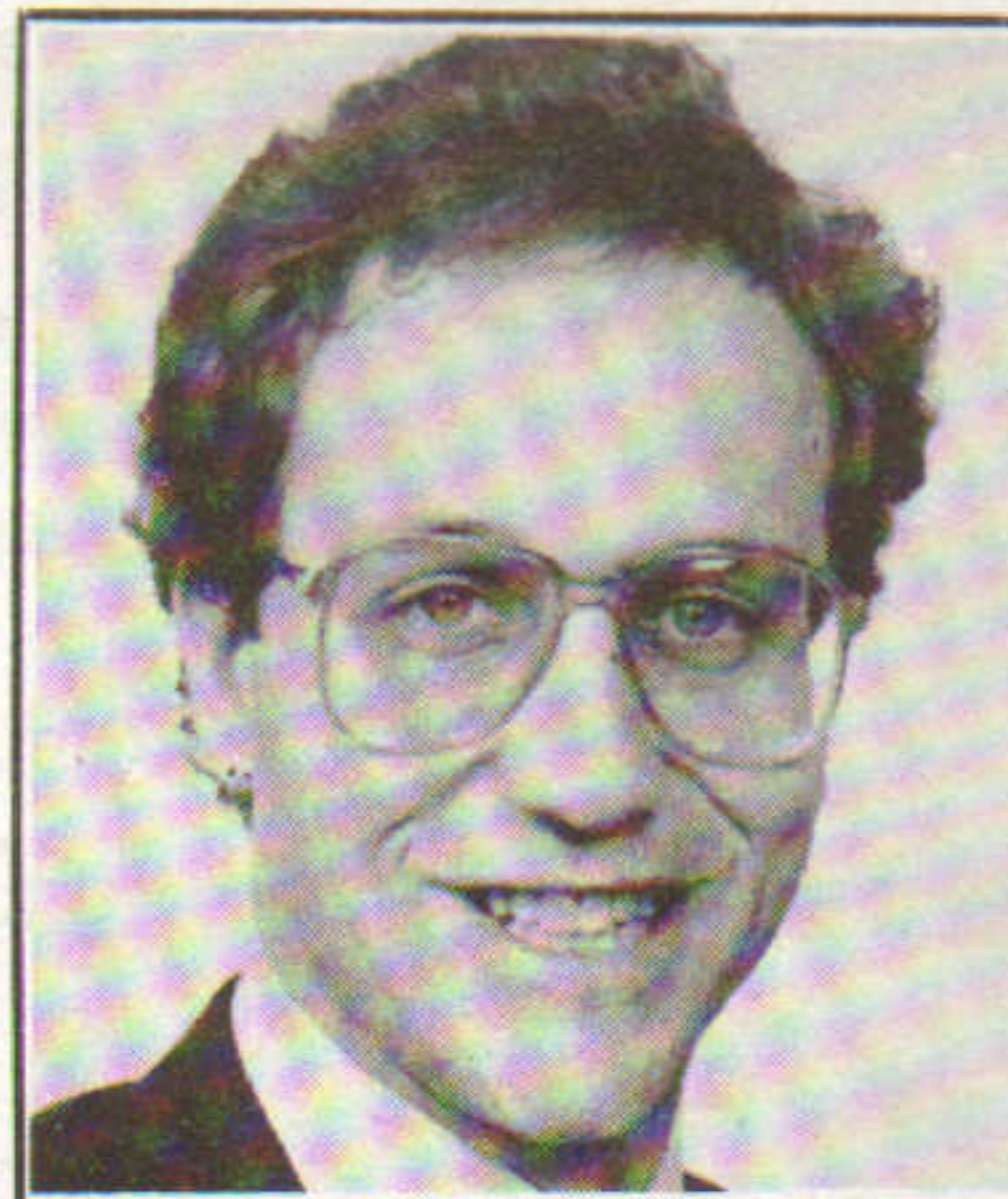
Investors Corp. of Vt./Conn. builds 50,000 s/f \$5m Gateway Corporate Park in Glastonbury, Conn.



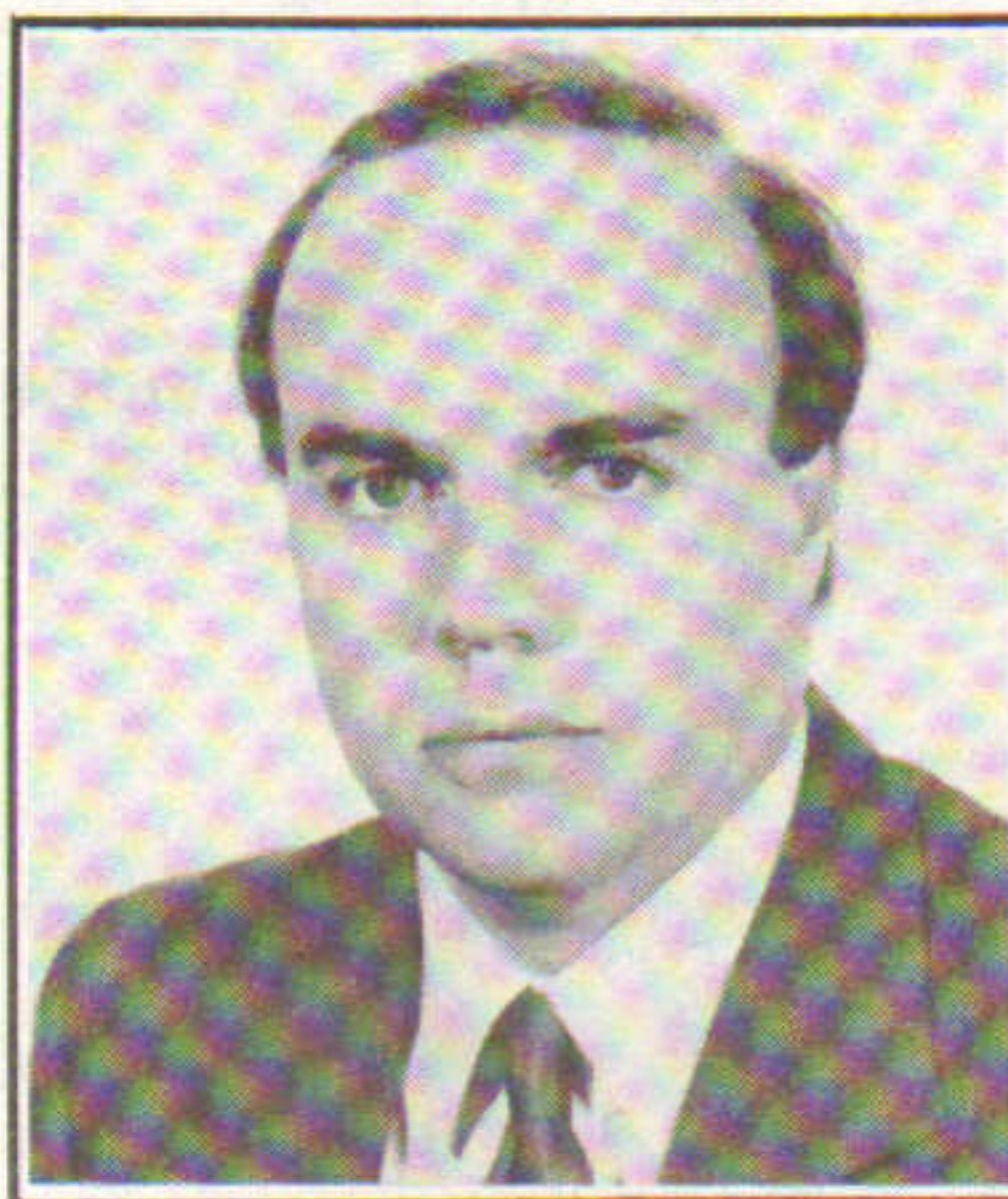
Jerry Ragosa  
THE NILES COMPANY



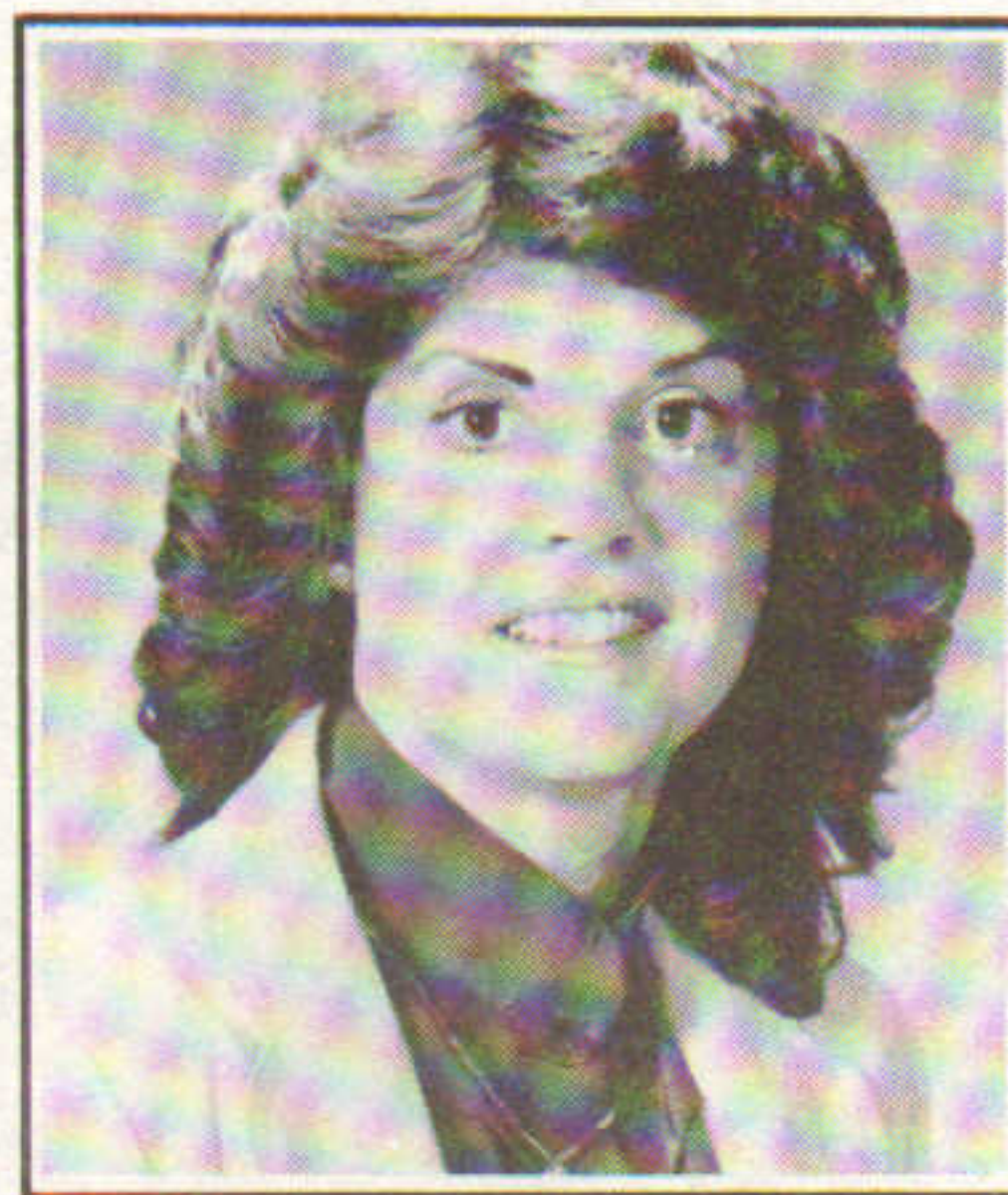
Andrew Levy  
FINLAY CO.



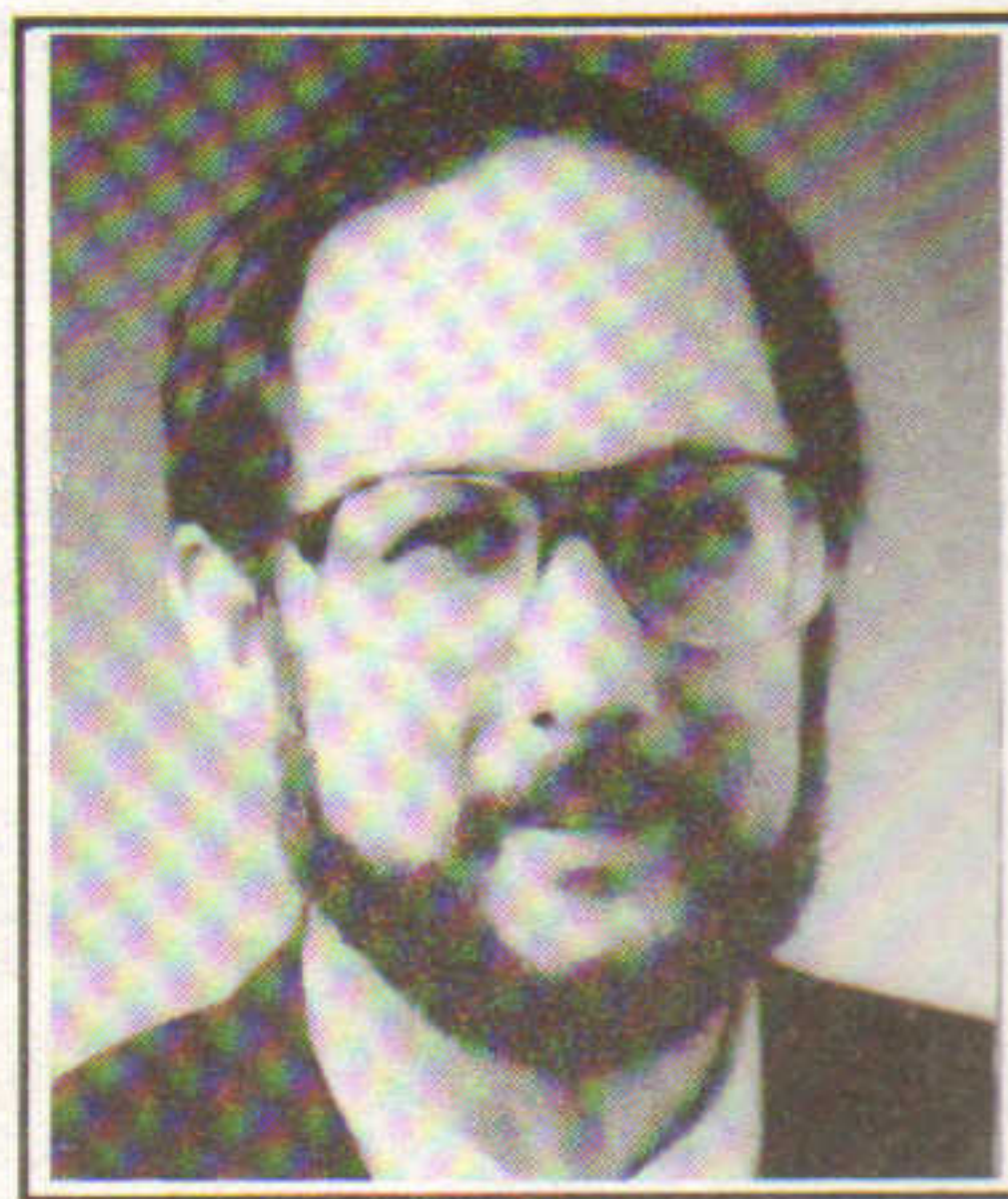
Thomas Alperin  
NATIONAL DEV. ASSOC.



Larry Ilfeld  
BRODERICK-ILFELD



Dana Evans  
EVANS ENTERPRISES



William Soupcoff  
TMS ARCHITECTS



Bruce Simons  
J&S DEVELOPMENT



David Belgelfer  
THE IVER CO.



Bart Perini  
PARAMOUNT DEVELOPMENT



Ellen Lee  
THE MUGAR GROUP

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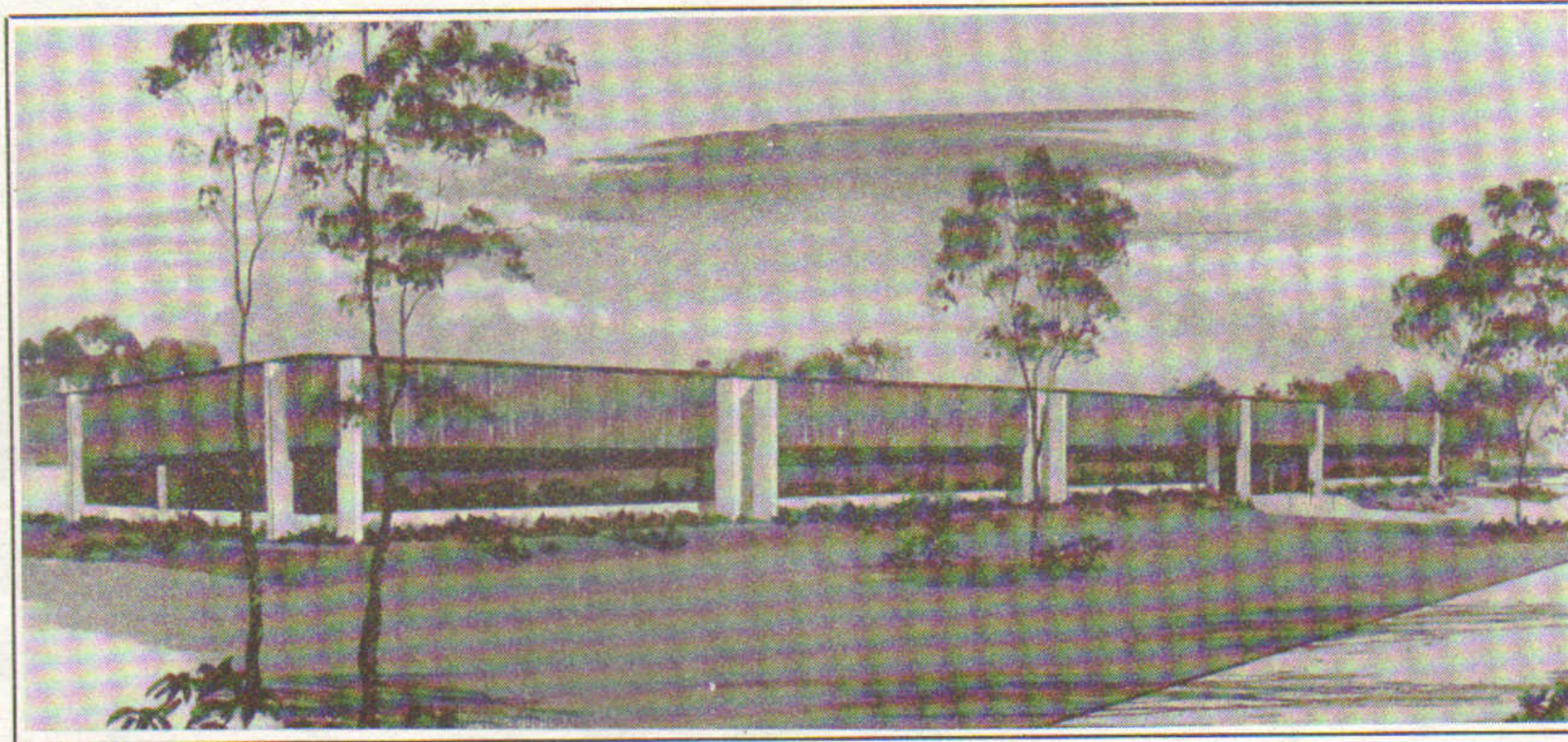
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# DECEMBER

Winn Dev. Co. and MARIC Inc. open 100,000 s/f \$23 million Brookline Place medical building.

The Codman Co. brokers sale of 35 acres in Sharon for Jeanette Cushing to Dickinson Dev. Corp. for \$875,000.

Meredith & Grew and Leggat McCall/Grubb & Ellis negotiate \$12.6 million sale of 125,000 s/f building in Haverhill.

HK Properties & Copley R.E. Advisors form joint venture to develop \$225 million Franklin Industrial Park.

Coldwell Banker brokers 105,000 s/f lease at Boston Harbor Ind. Park for Pappas Cos. to Sears, Roebuck & Co.

Finlay Commercial agent for Freeman Harrington Assoc.'s 35,000 s/f industrial condo underway in Newburyport.

Boston Mortgage places \$20.5m with Teachers Insurance for Edward Callan's 145,000 s/f Edgewater Office Park, Wakefield.

Terry Wilson of Coldwell Banker brokers 10 acre sale at Forge Park, Franklin, for HK Properties to Parker Products.

Hunneman Commercial & Julie Studley cobroker lease of 37,590 s/f for Hamilton Realty in Boston.

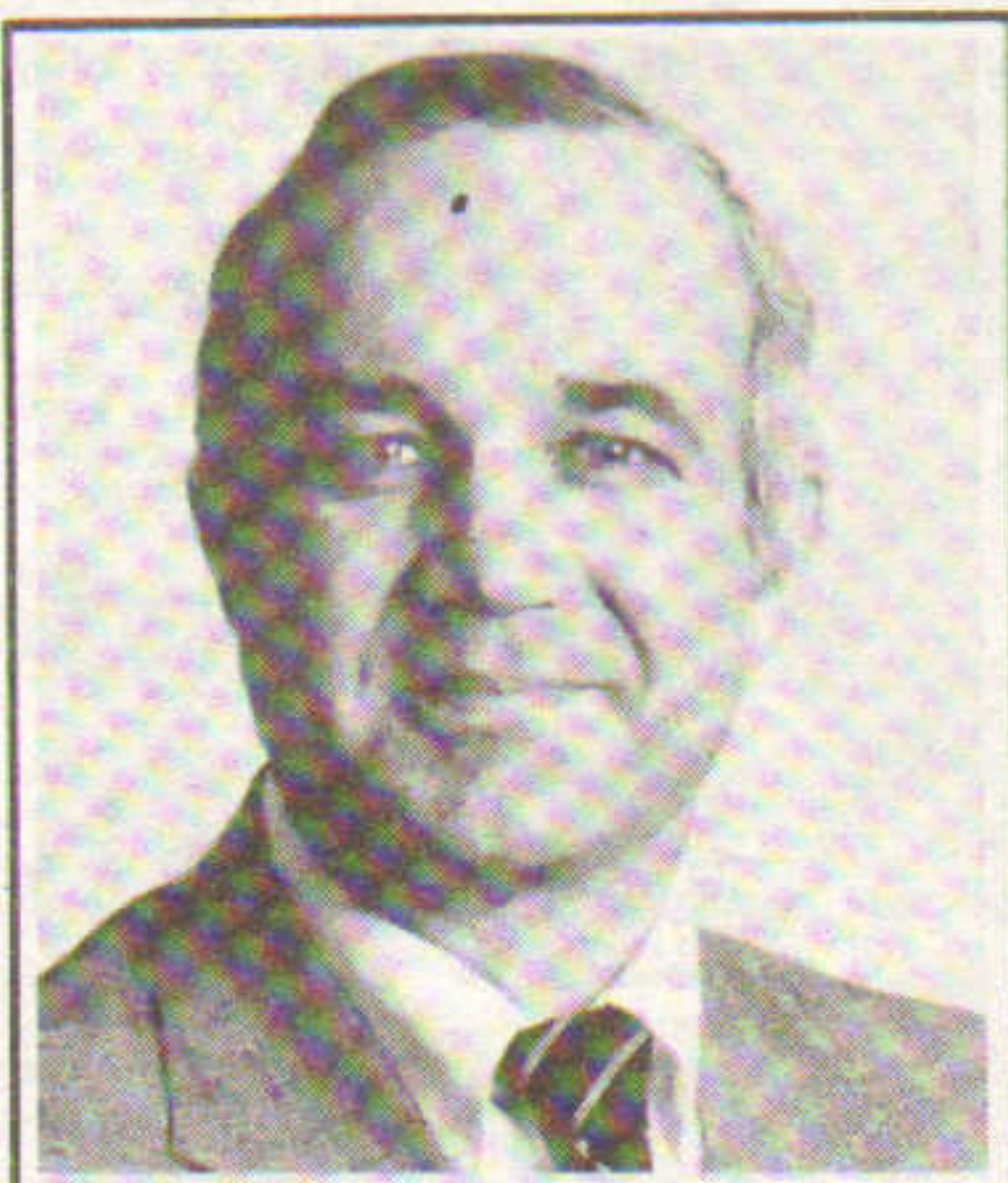
Philips Realco signs leases with Zayre, Fashion Bug and ADAP for 74,000 s/f at Berdon Plaza in Fairhaven.

Grove Inv. Group, Clifton Co., Ronald and George Abdow buy 179 apartments in Connecticut for \$11 million.

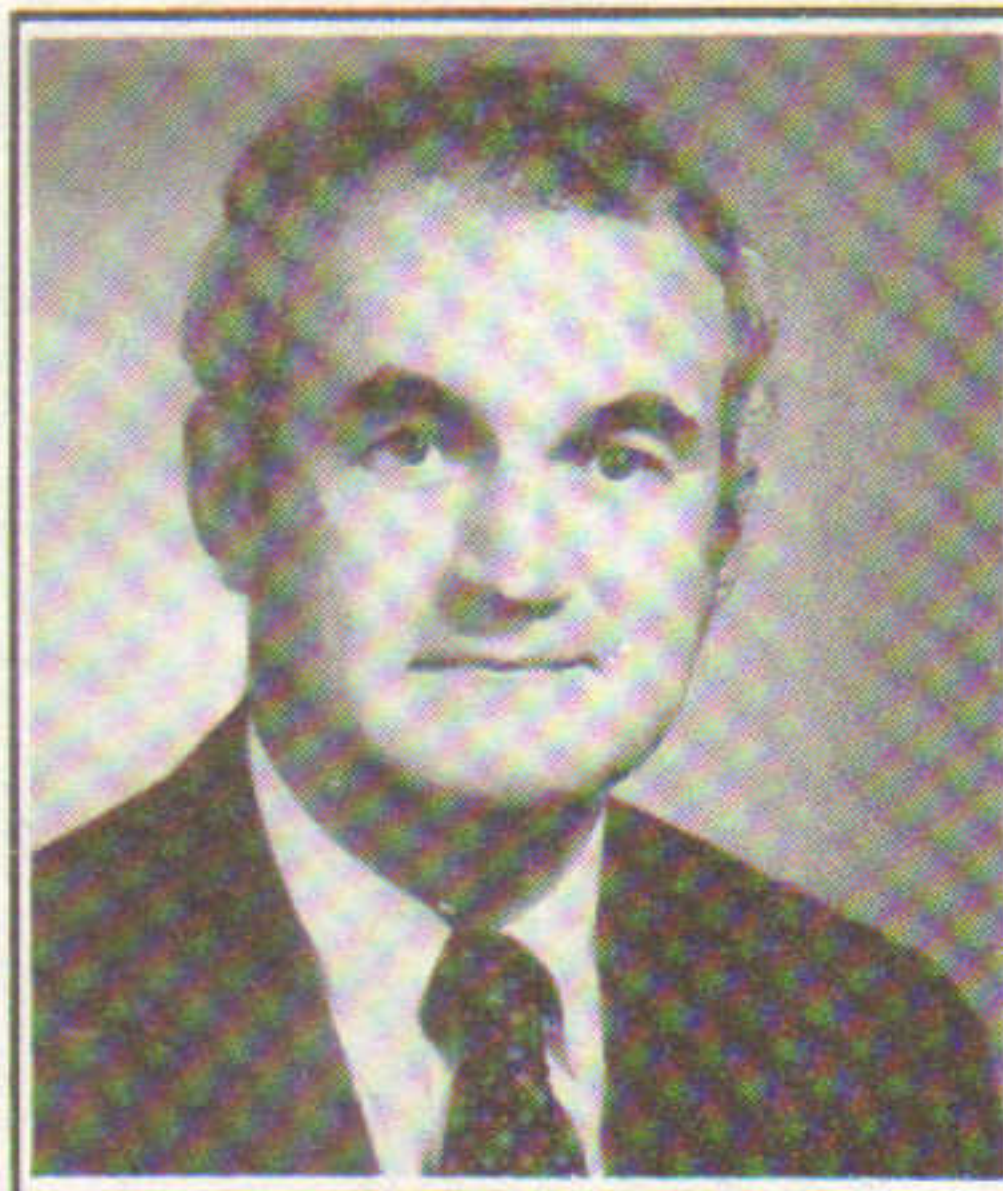
New England Dev. & Mgmt. opens 350,000 s/f Greendale Mall in Worcester; Arrowstreet architect, Beaver Builders GC.

Steven Perry of Beal Cos. brokers \$2.5m sale of shore site in Newburyport to Peter Bailey and Bob Doherty for condos.

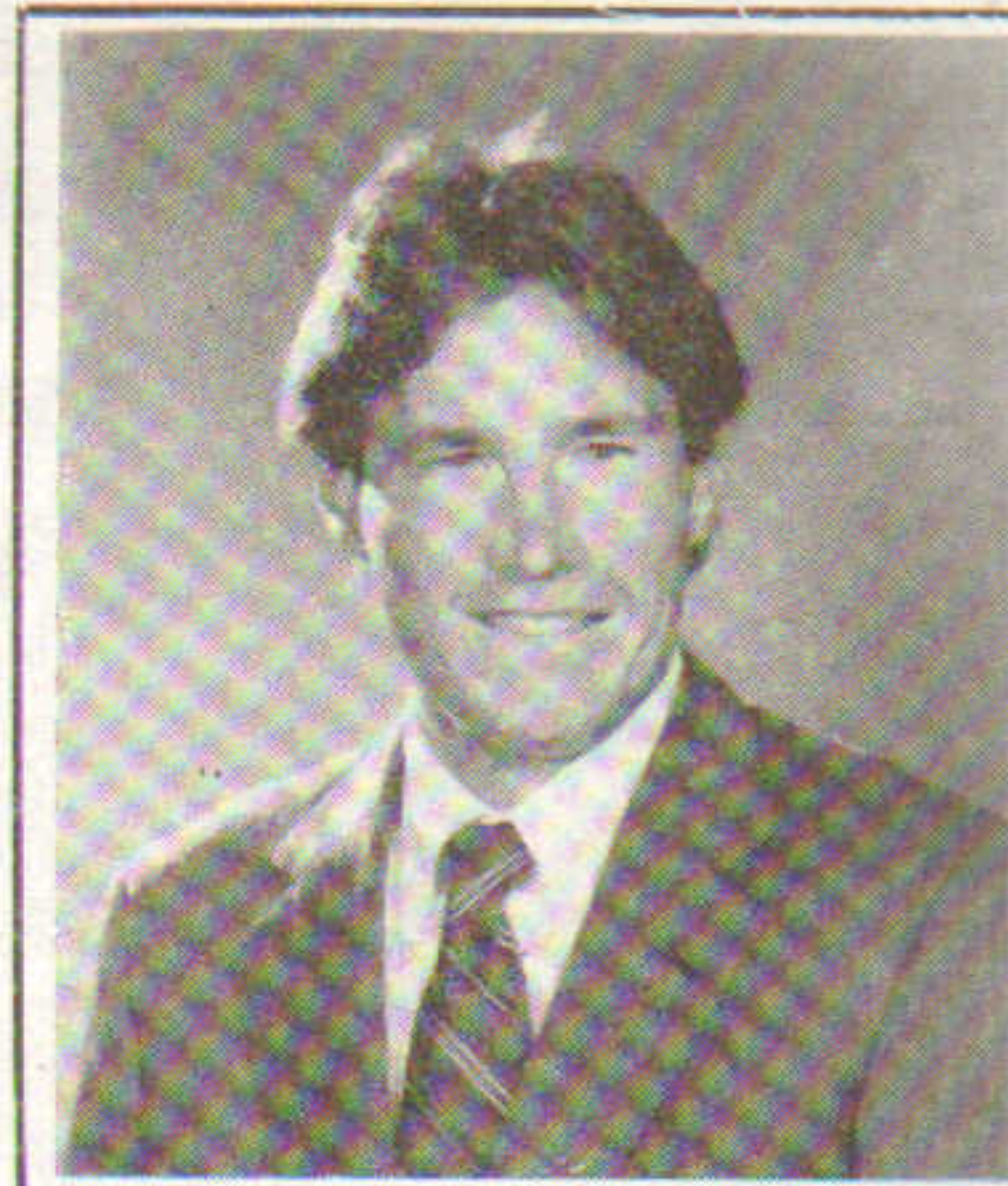
Vazza Assoc. names Leggat McCall for 211,552 s/f buildings at Ballardvale Park in Wilmington.



Raymond Renaud  
COLDWELL BANKER/DeFELICE



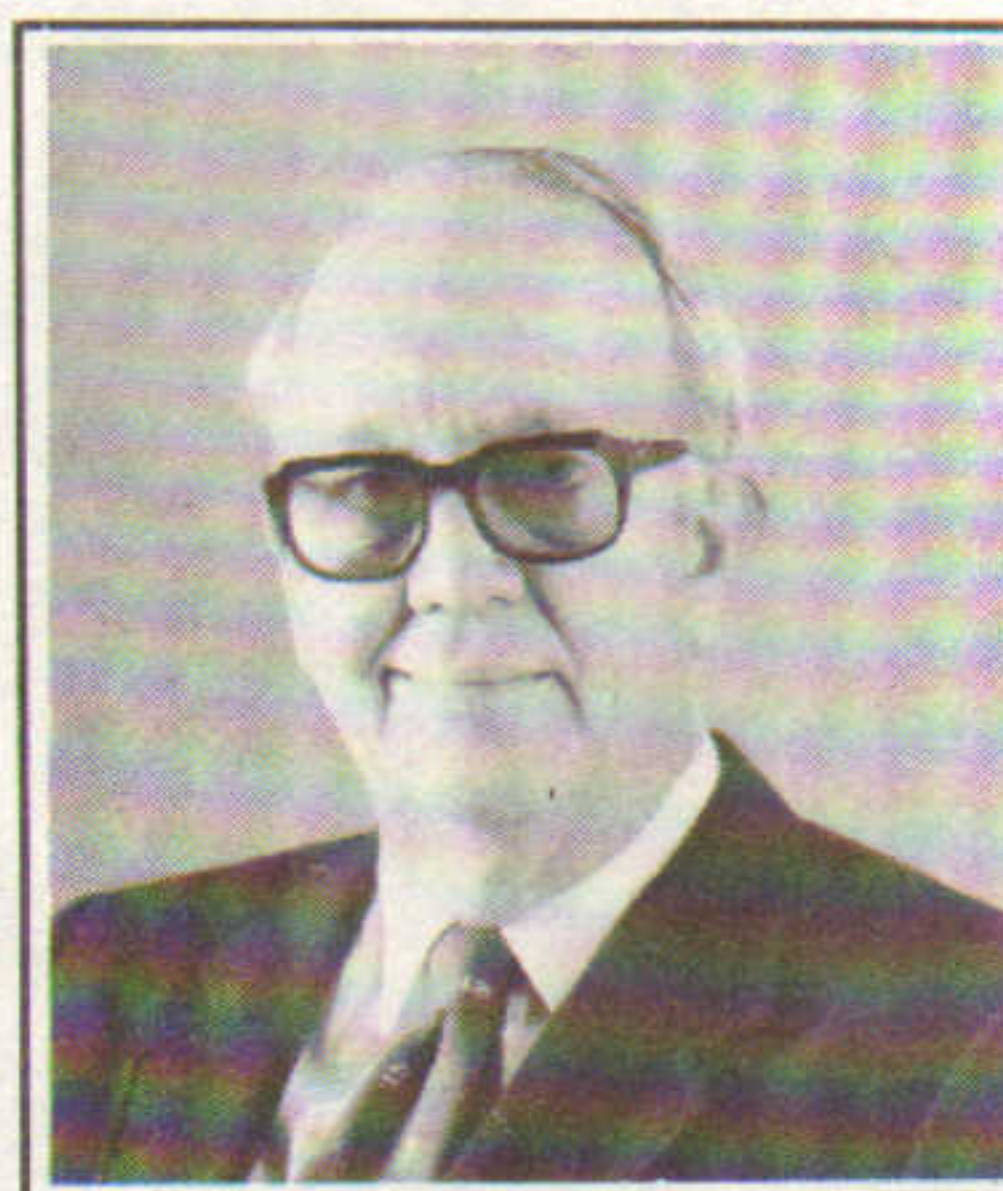
Joseph Corcoran  
CORCORAN, JENNISON



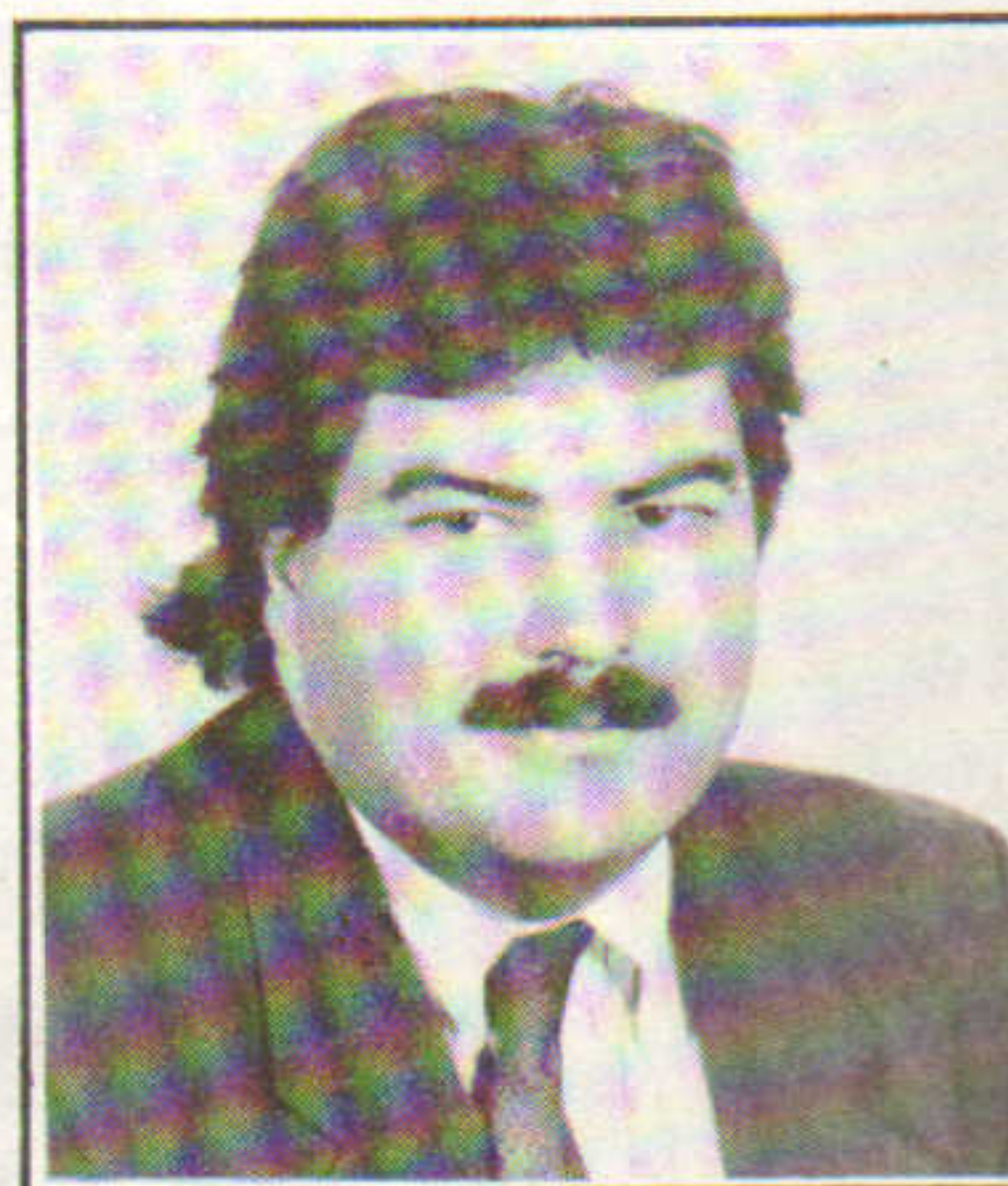
William McQuade  
THE FINLAY CO.



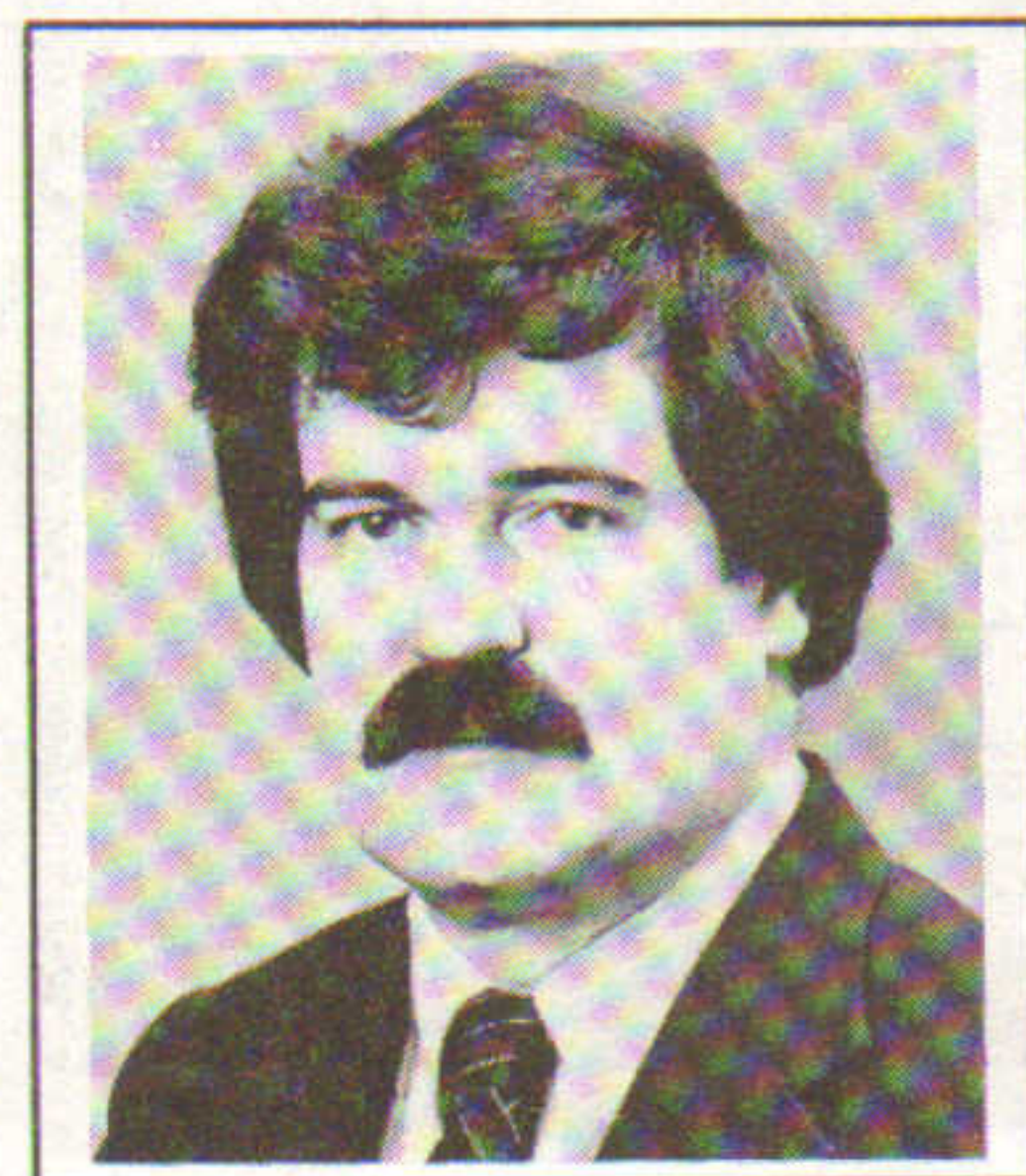
Robert Katz  
KATZ REALTY, INC.



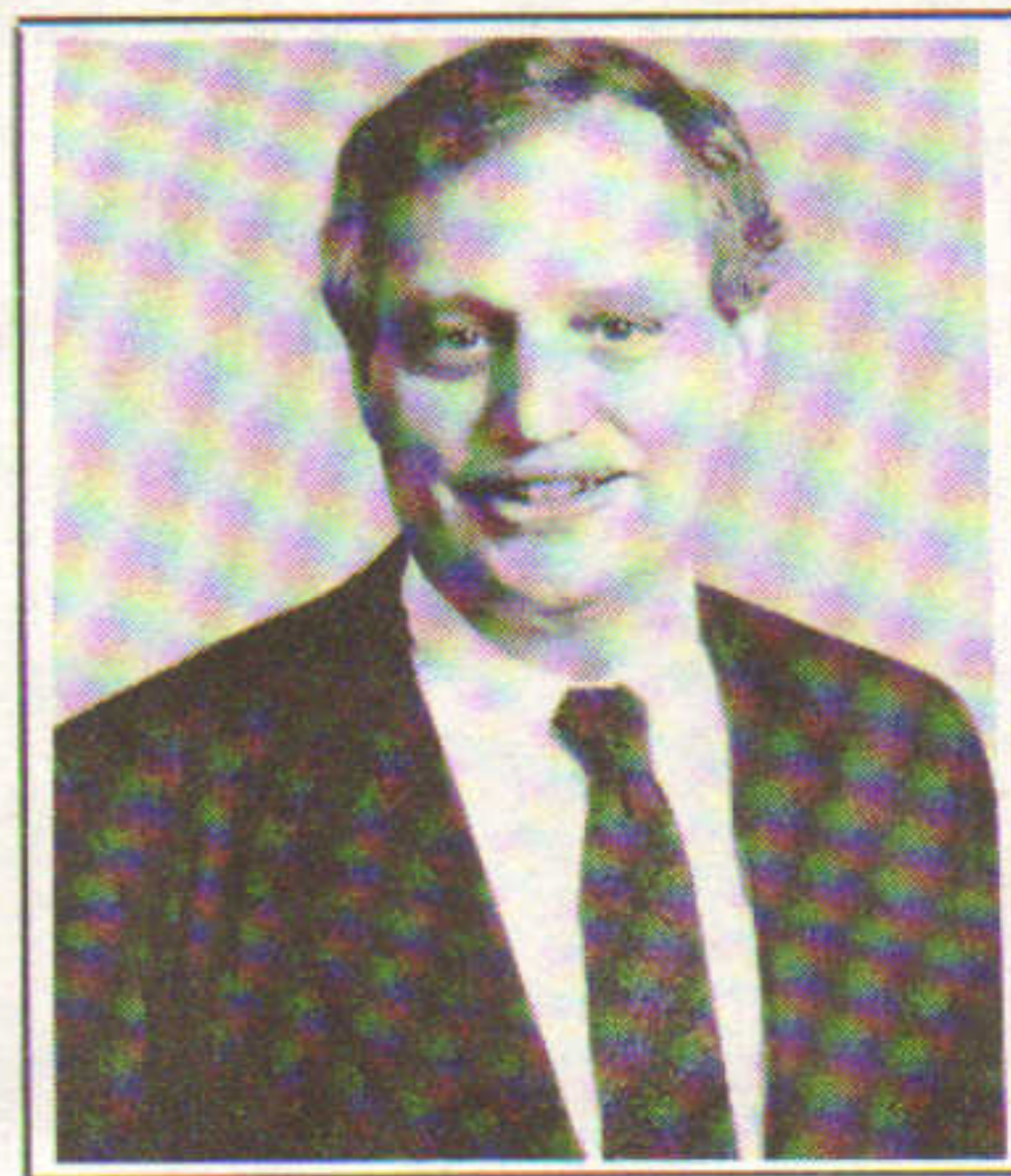
Robert Hunt, Sr.  
NEWGATE INTERNATIONAL



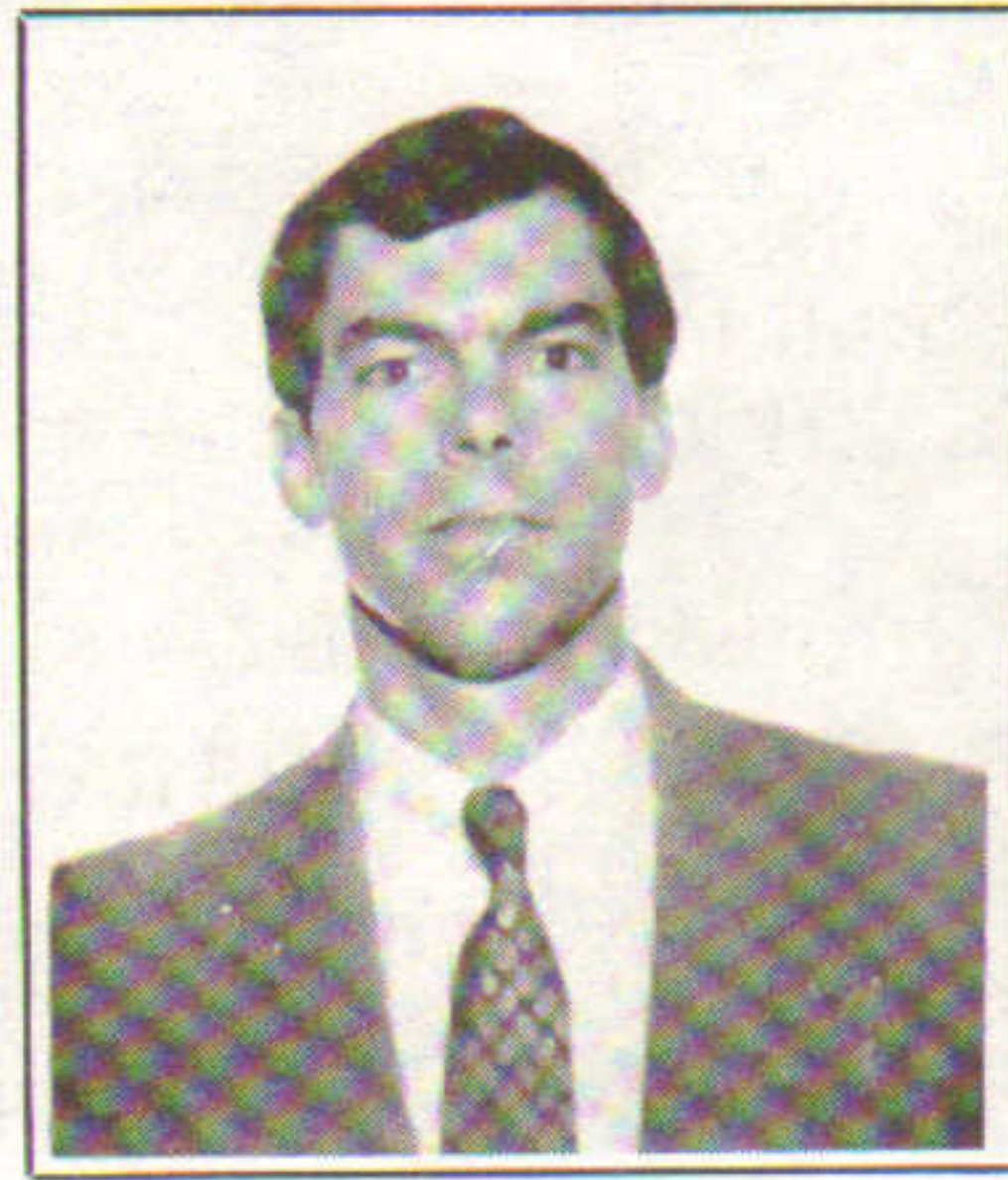
Mike Broderick  
BRODERICK-ILFELD



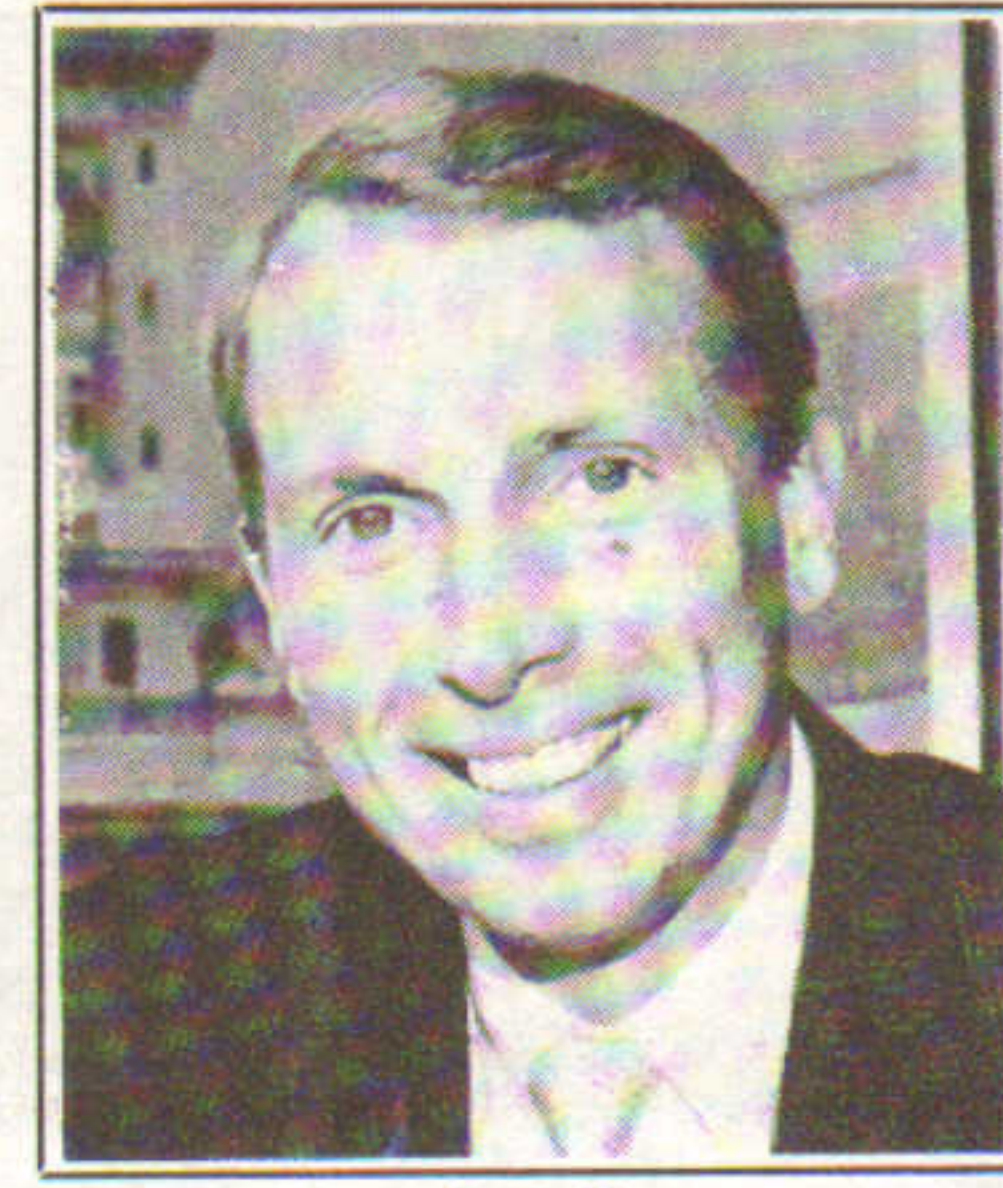
John Sheehy  
ARCHITECTS COLLAB.



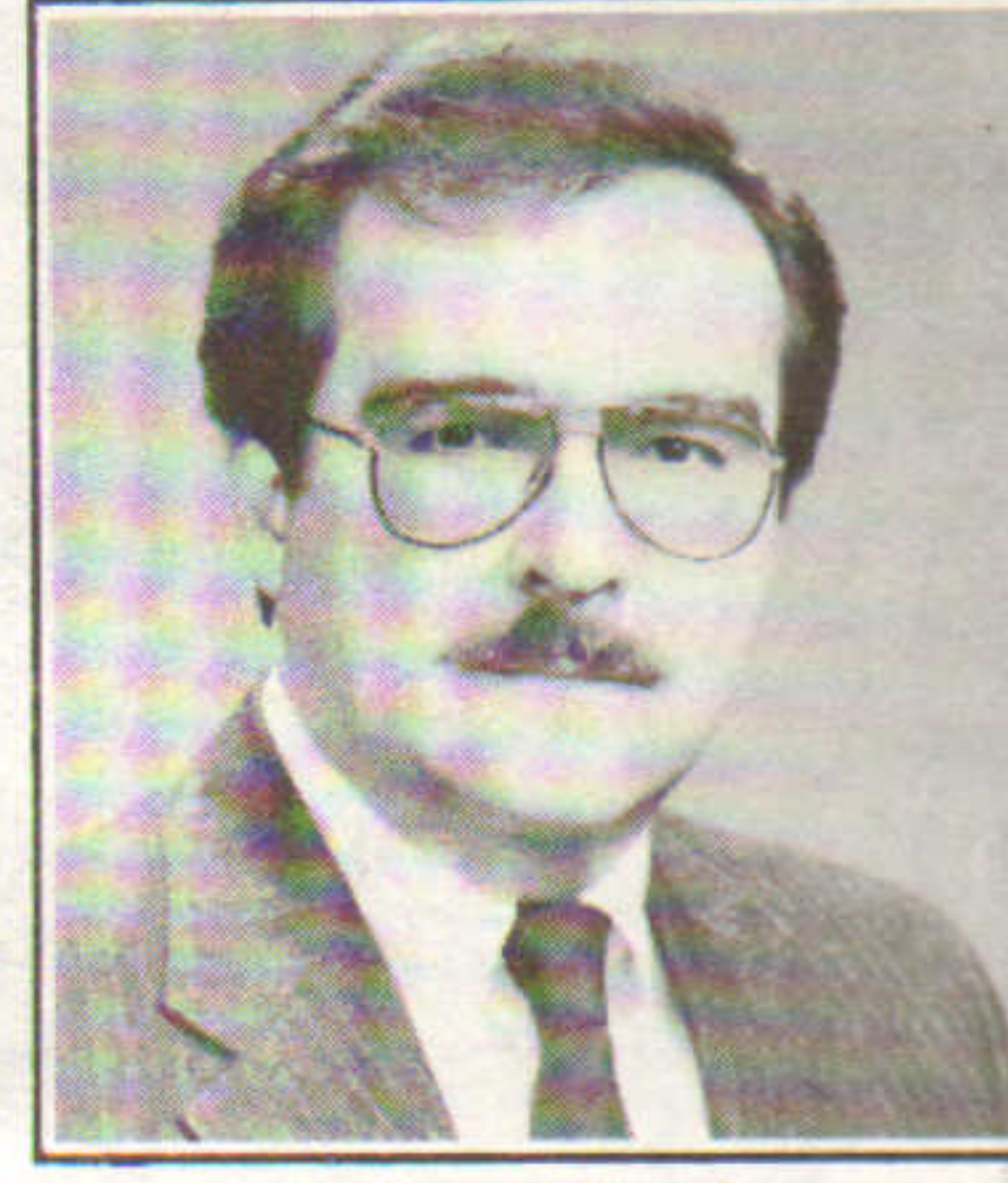
John Googel  
COLONIAL REALTY



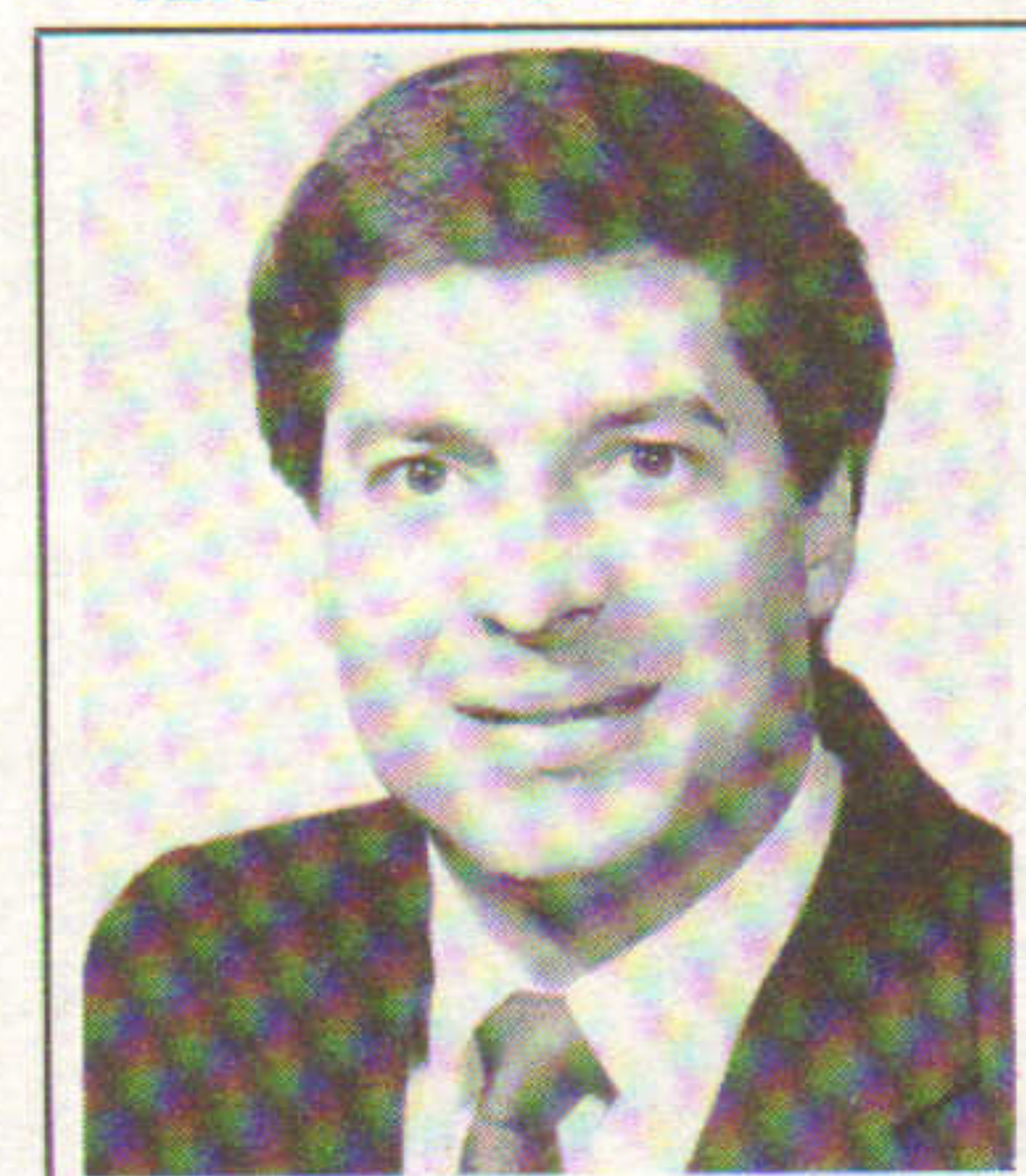
Paul Query  
BAKER PROPERTIES



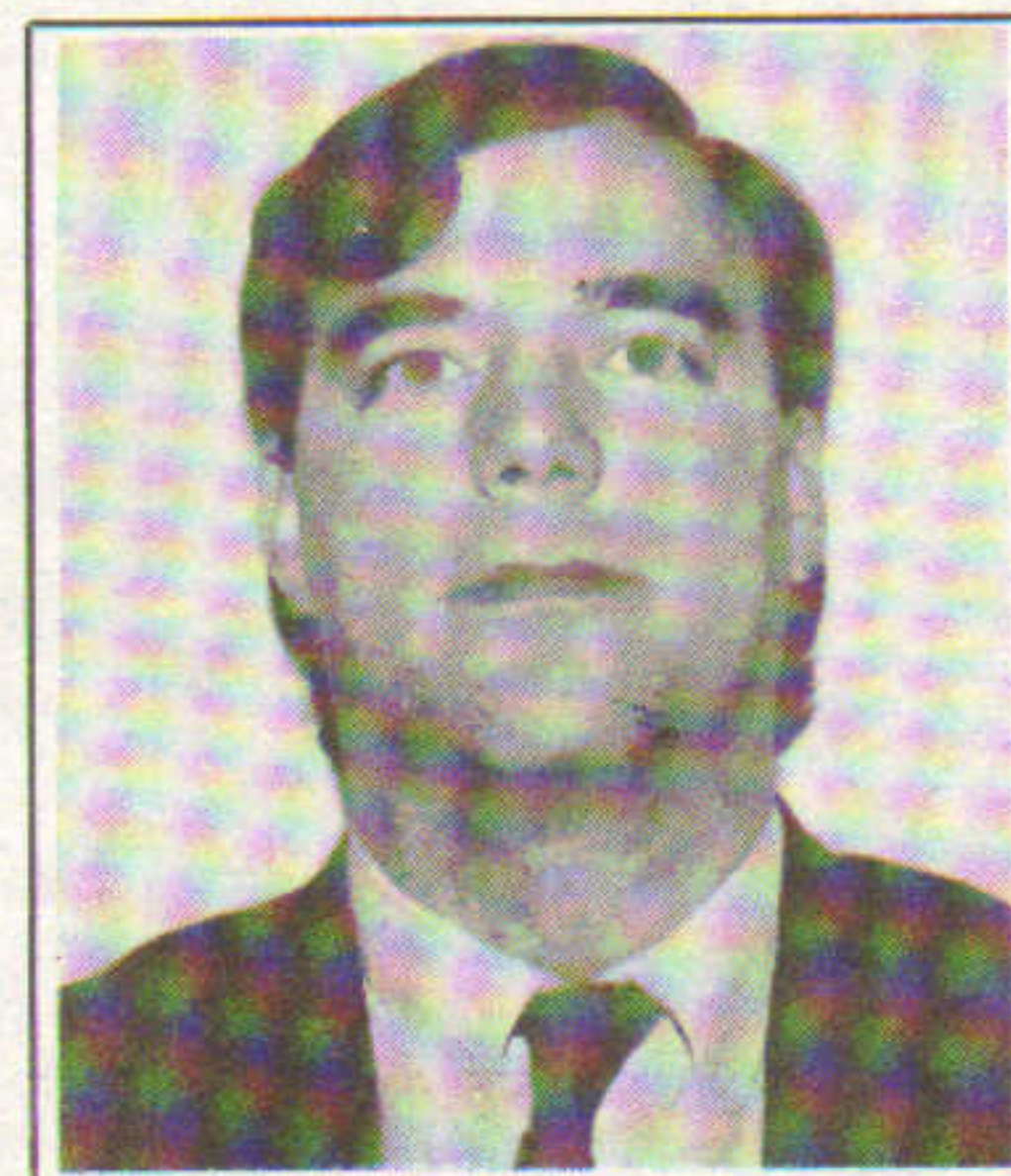
Joseph Fallon  
JAYMONT PROPERTIES



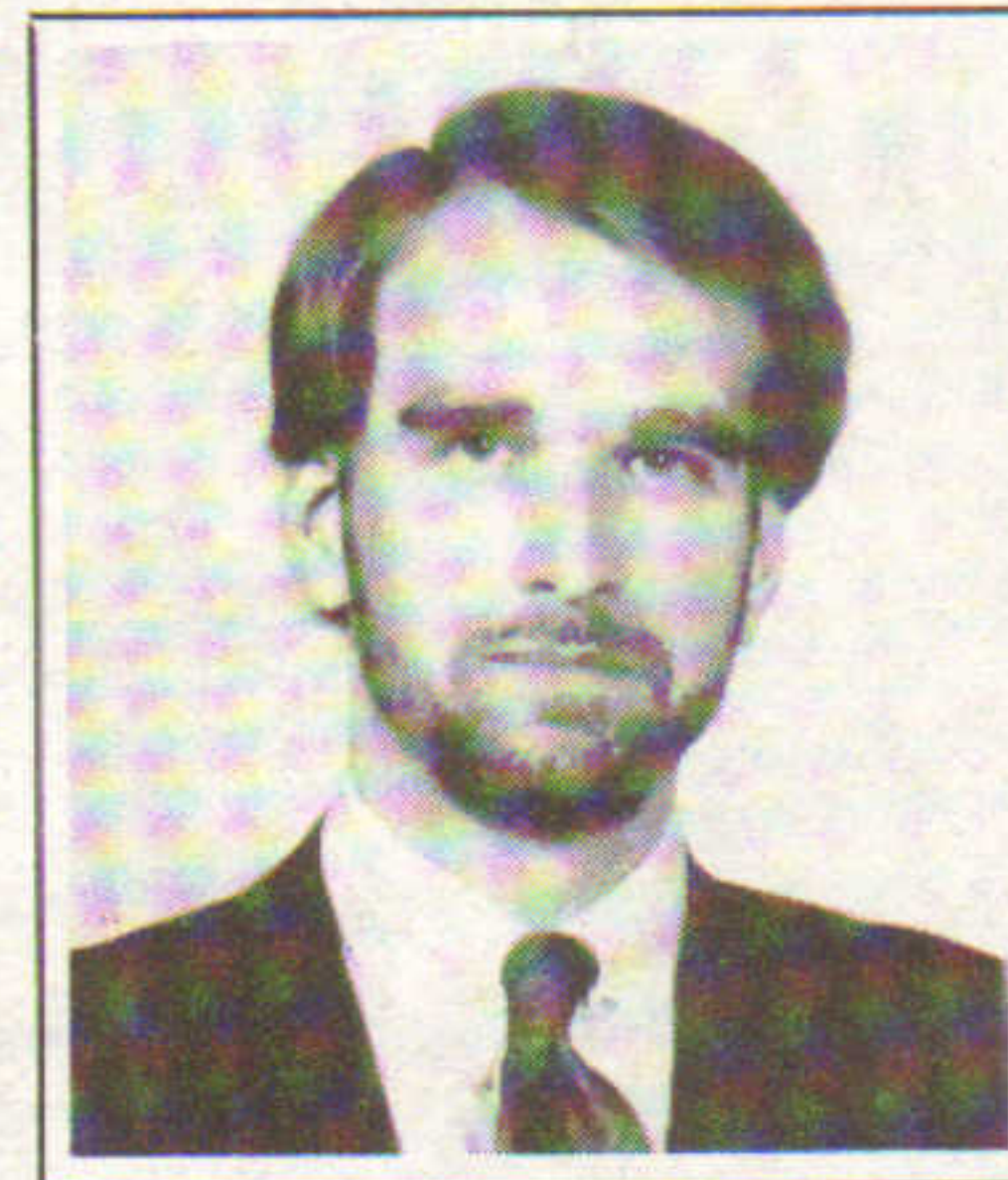
Anthony Giorgio  
CULBRO LAND RES.



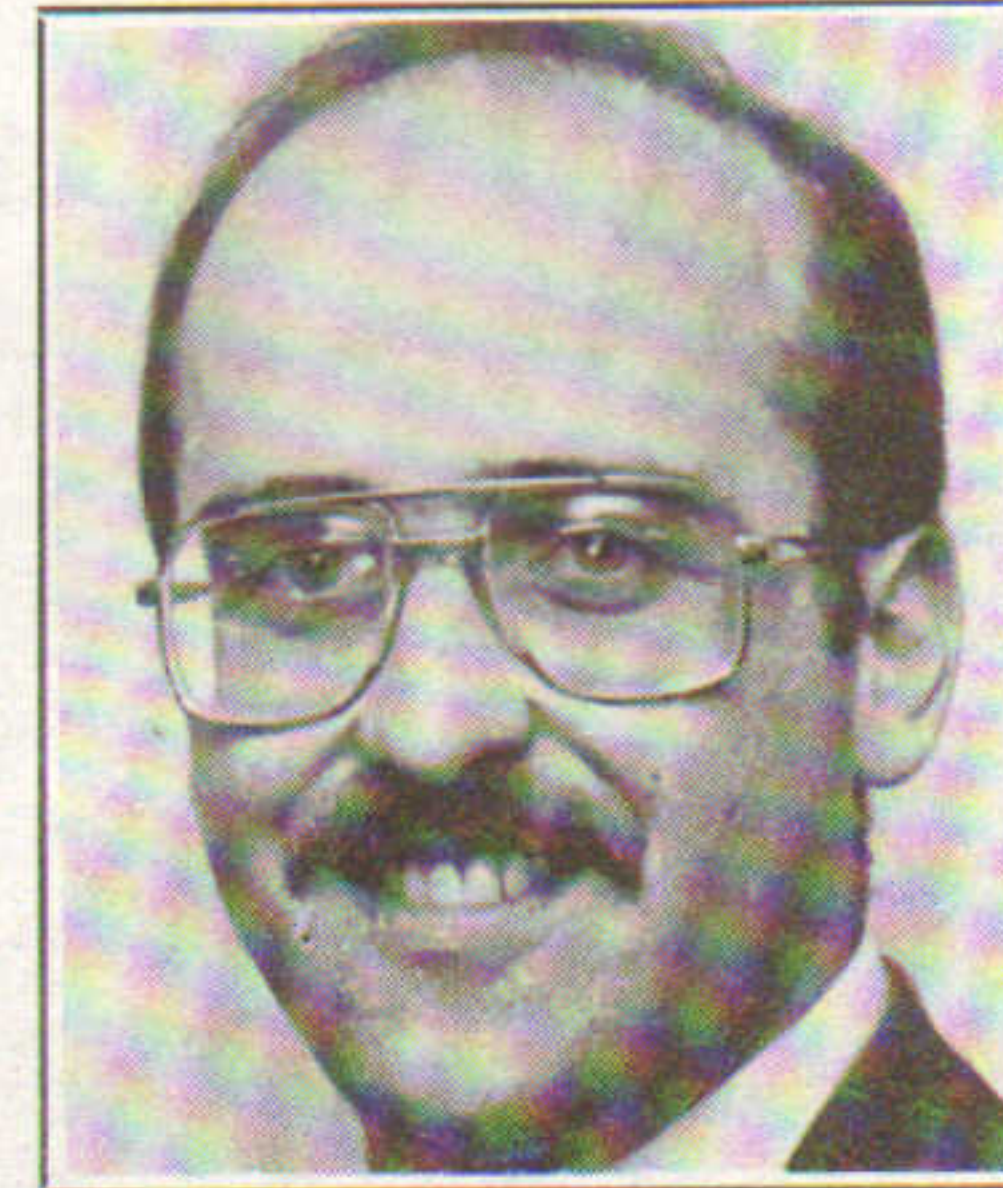
Jack O'Neill  
BAY COLONY PROP.



Russell Bartlett  
TOMASIA & ATTALLA



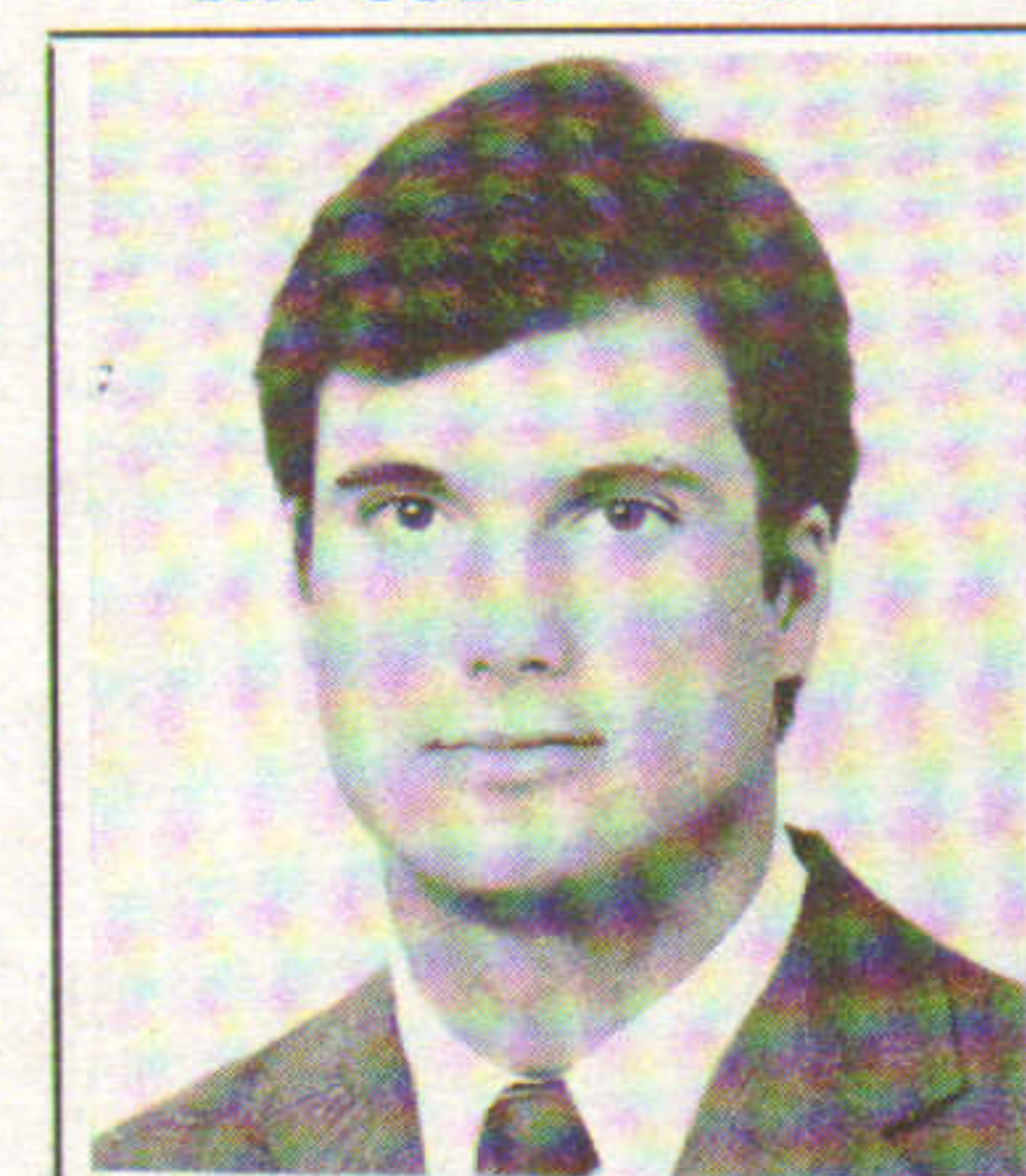
Stephen Chapman  
HERITAGE ASSOCIATES



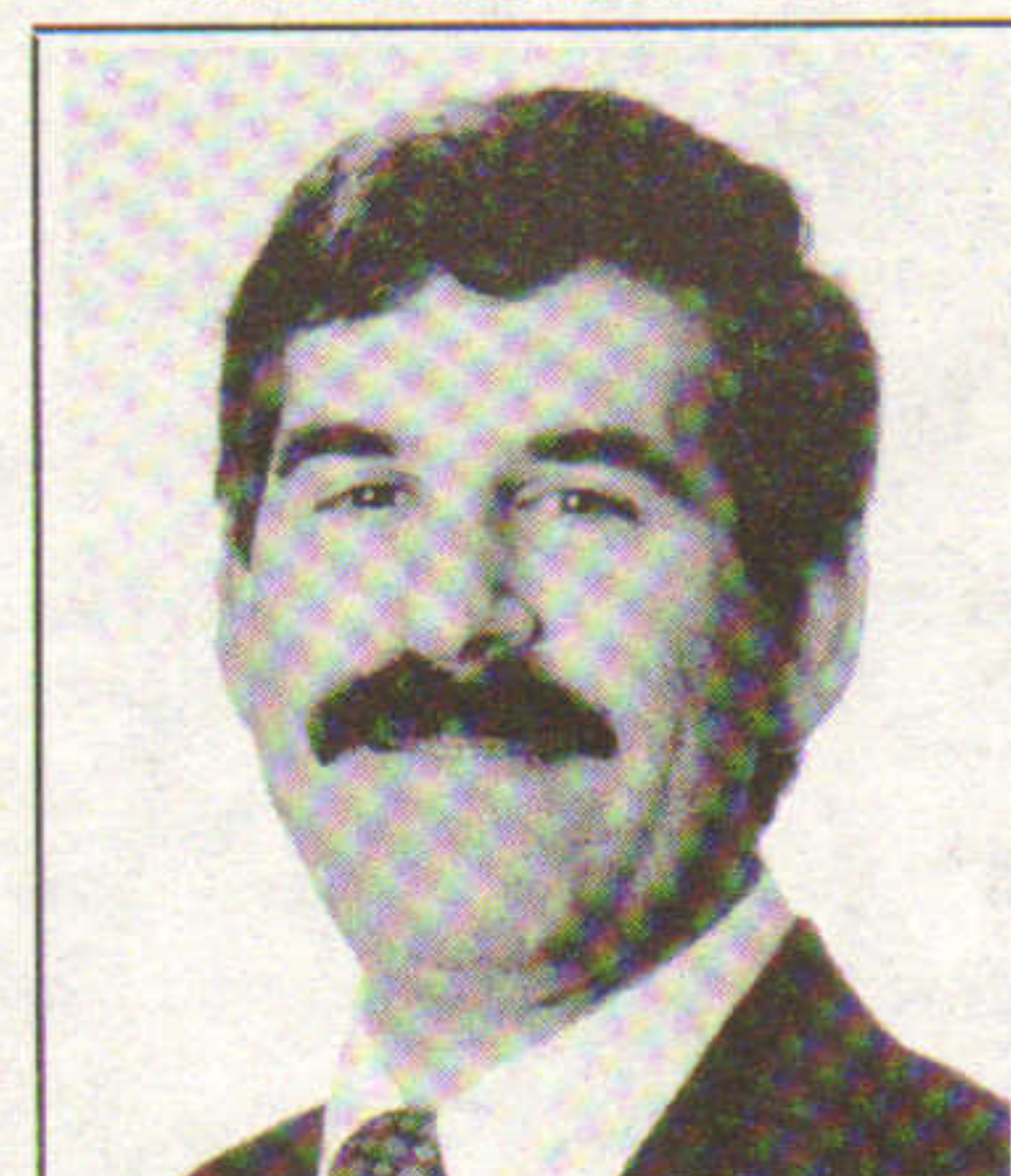
Jay Chaisson  
THE MARQUIS COS.



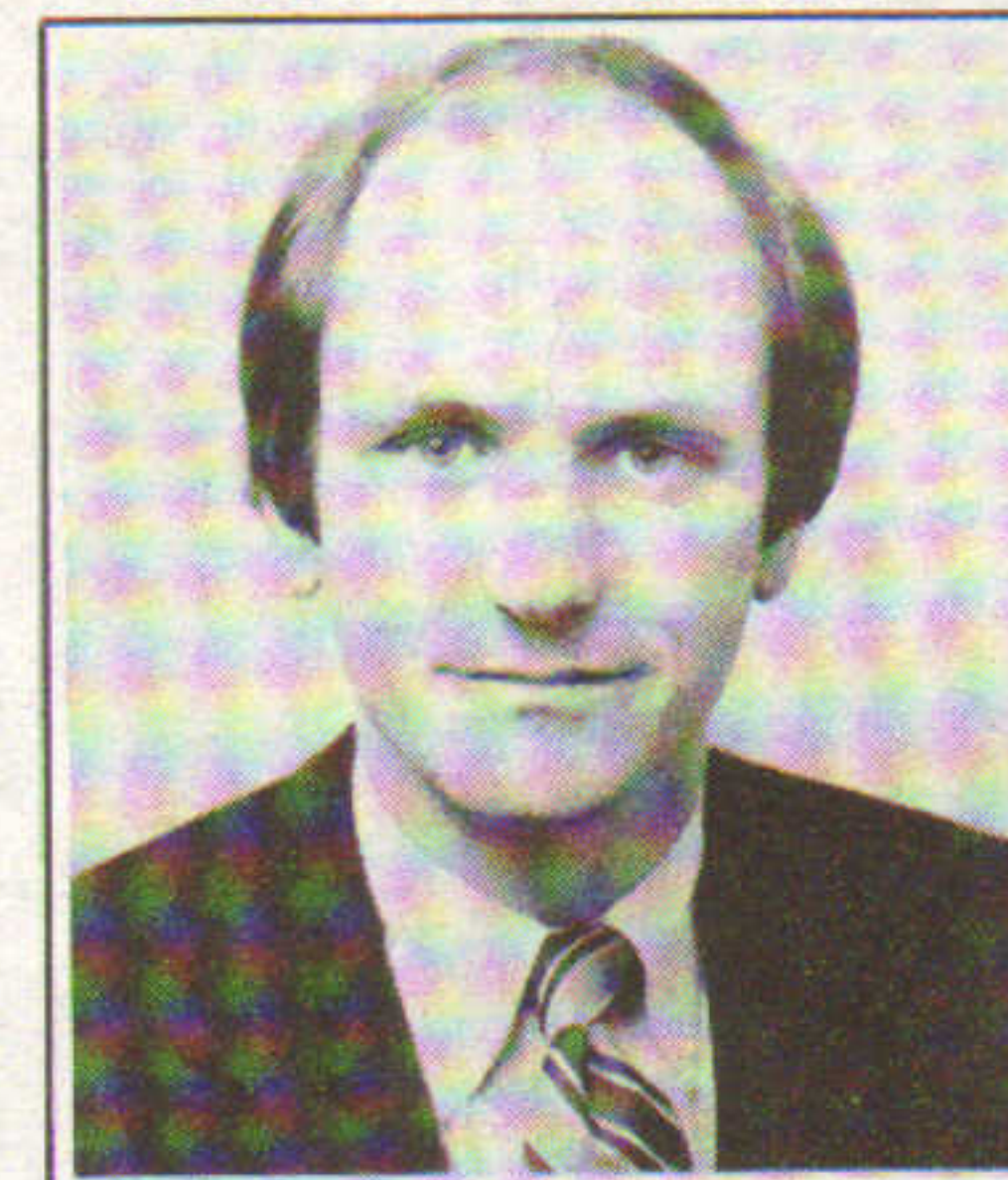
Gerald Steinberg  
J&S DEVELOPMENT



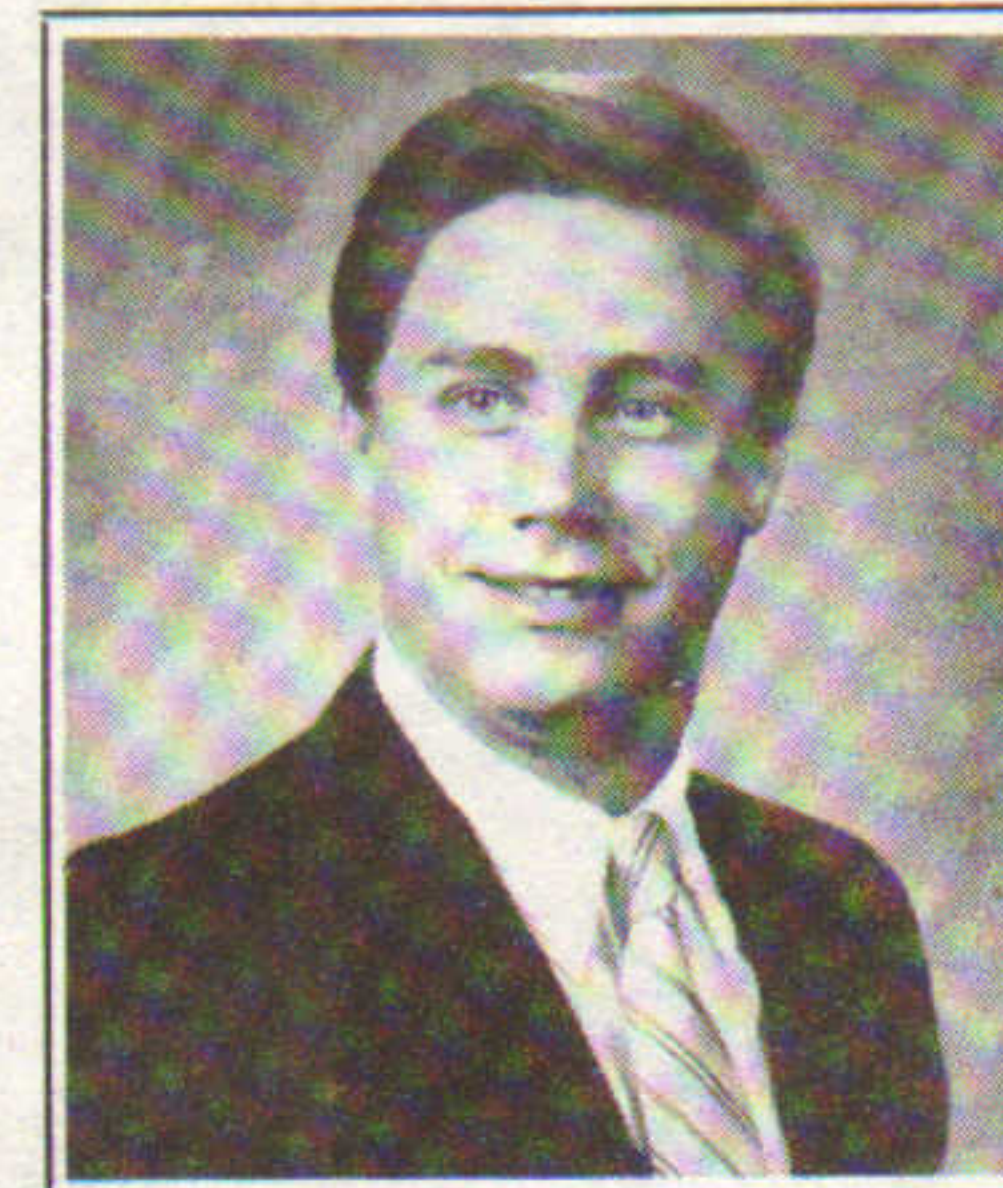
John Hynes, III  
LINCOLN PROPERTIES



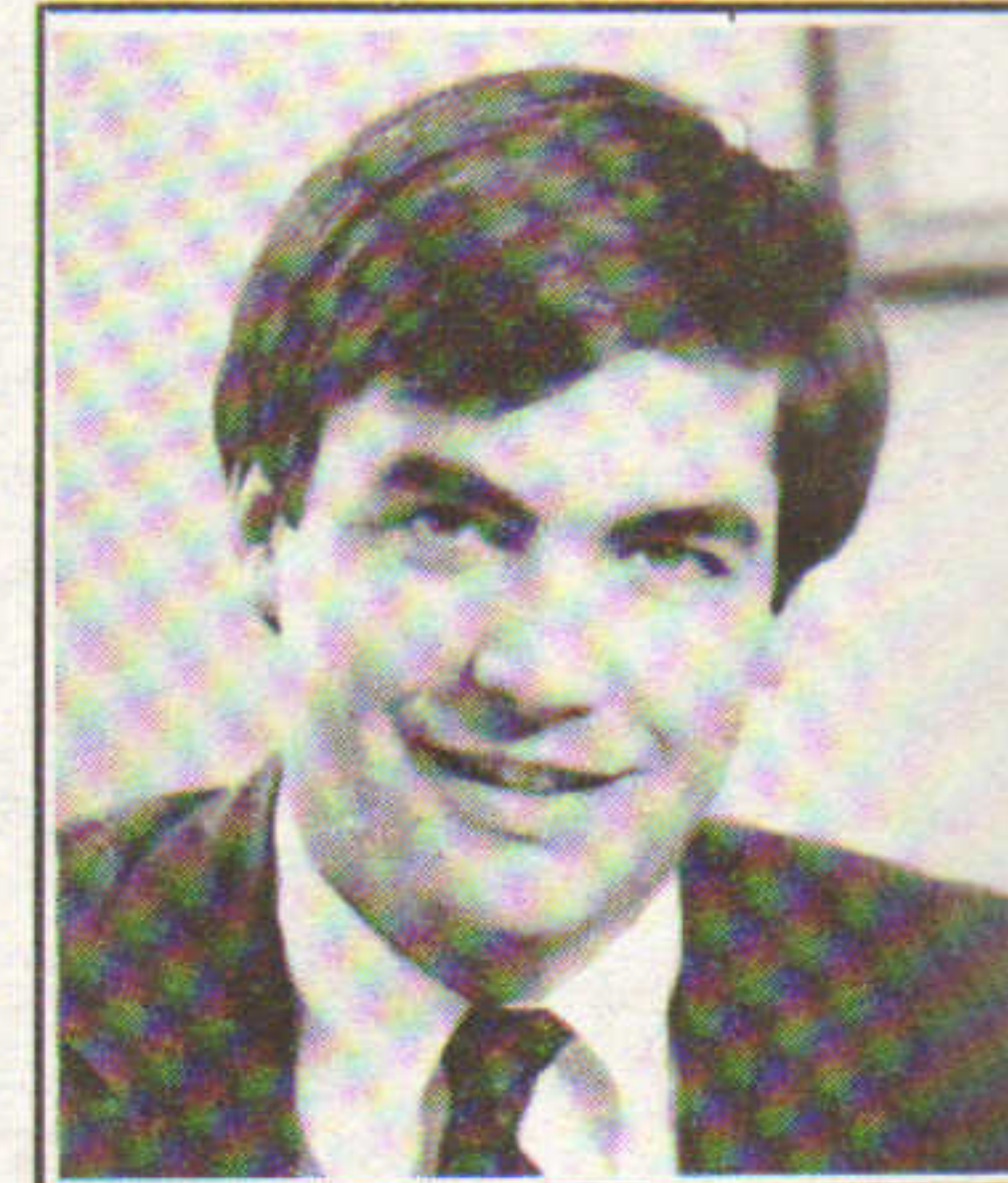
Frank Daversa  
URBAN INVESTMENT



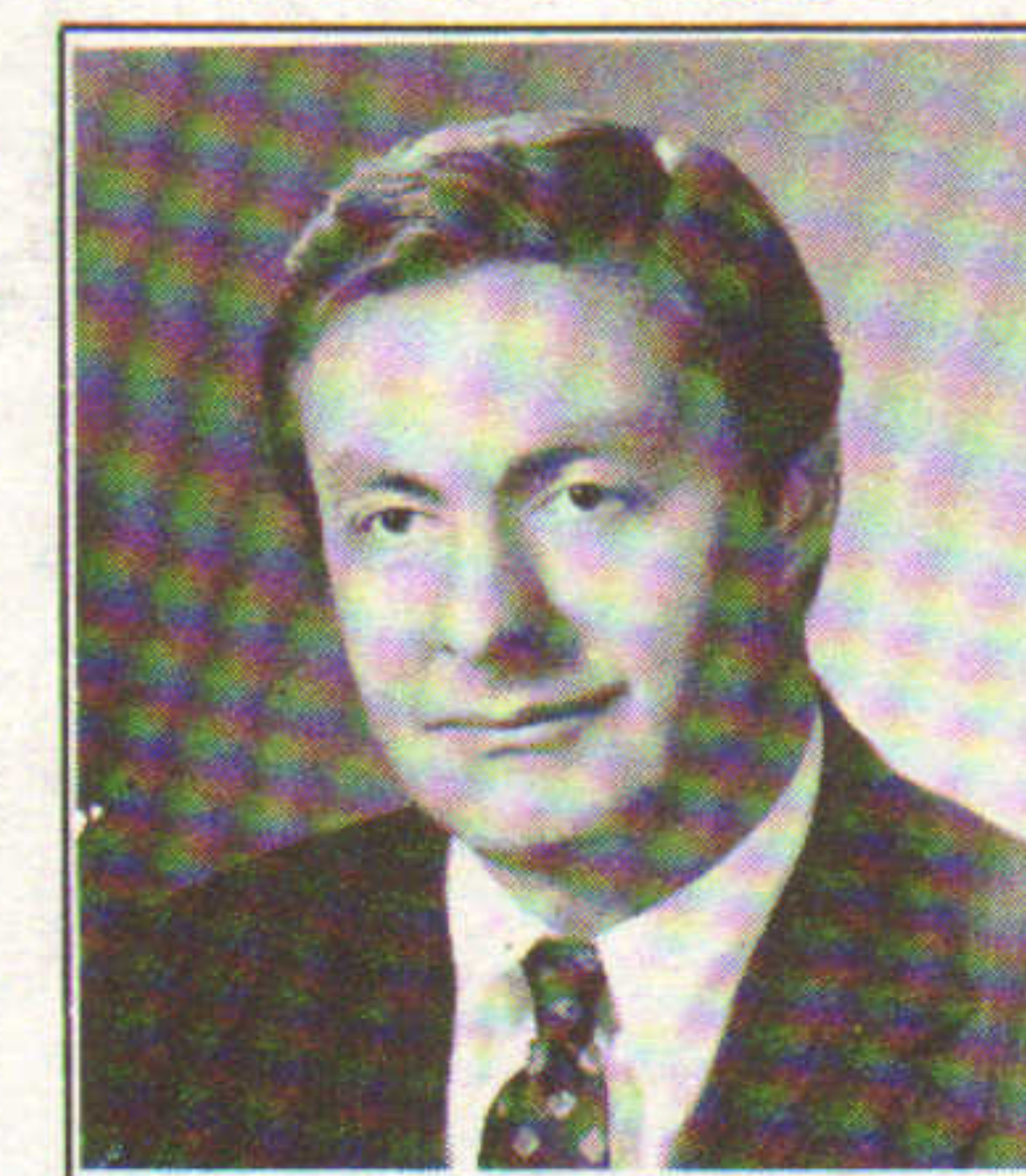
William Blackham III  
TAMBONE CORP.



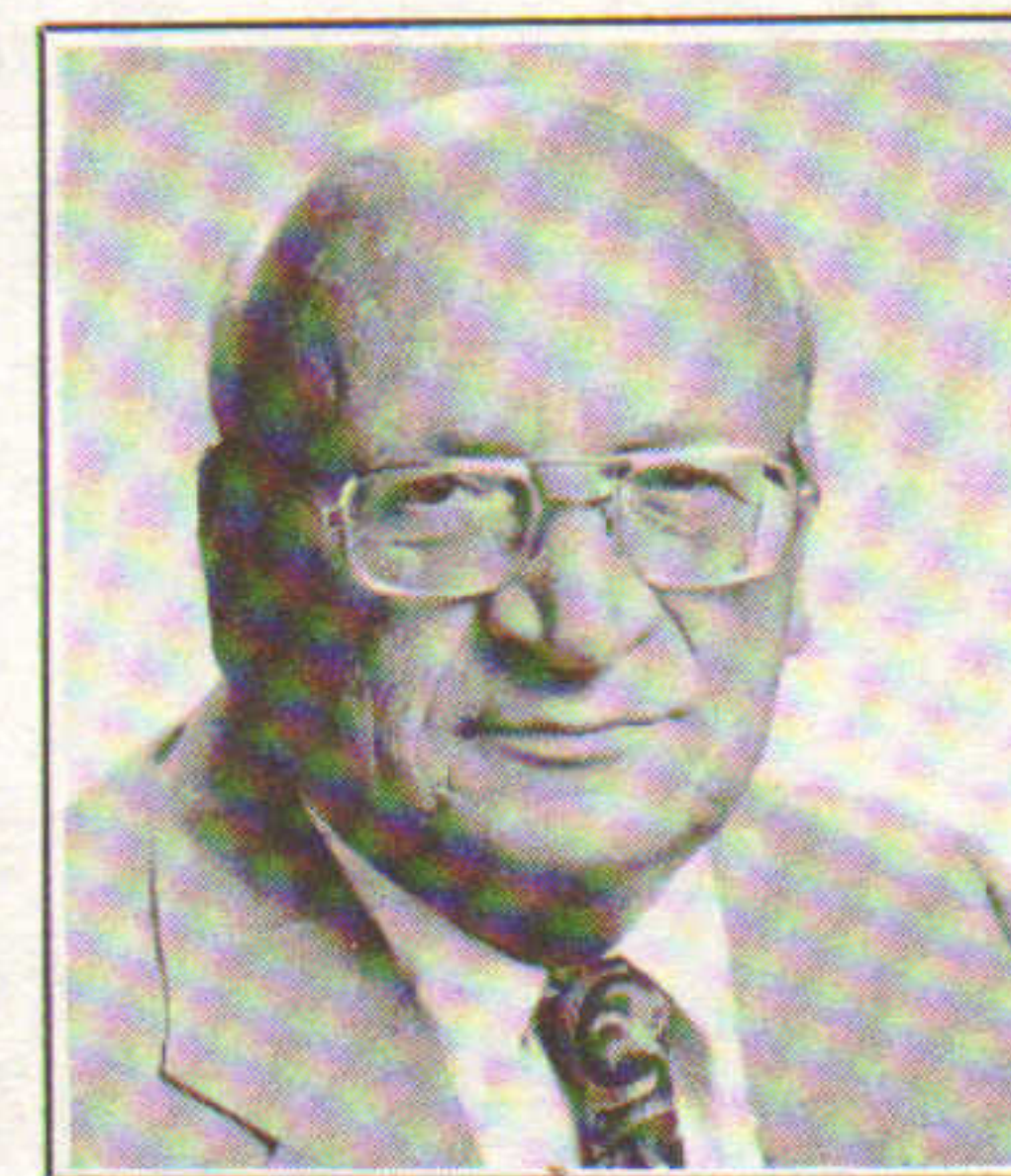
Karl Olsen  
PARAMOUNT DEVELOPMENT



Mark Smith  
JAYMONT PROPERTIES



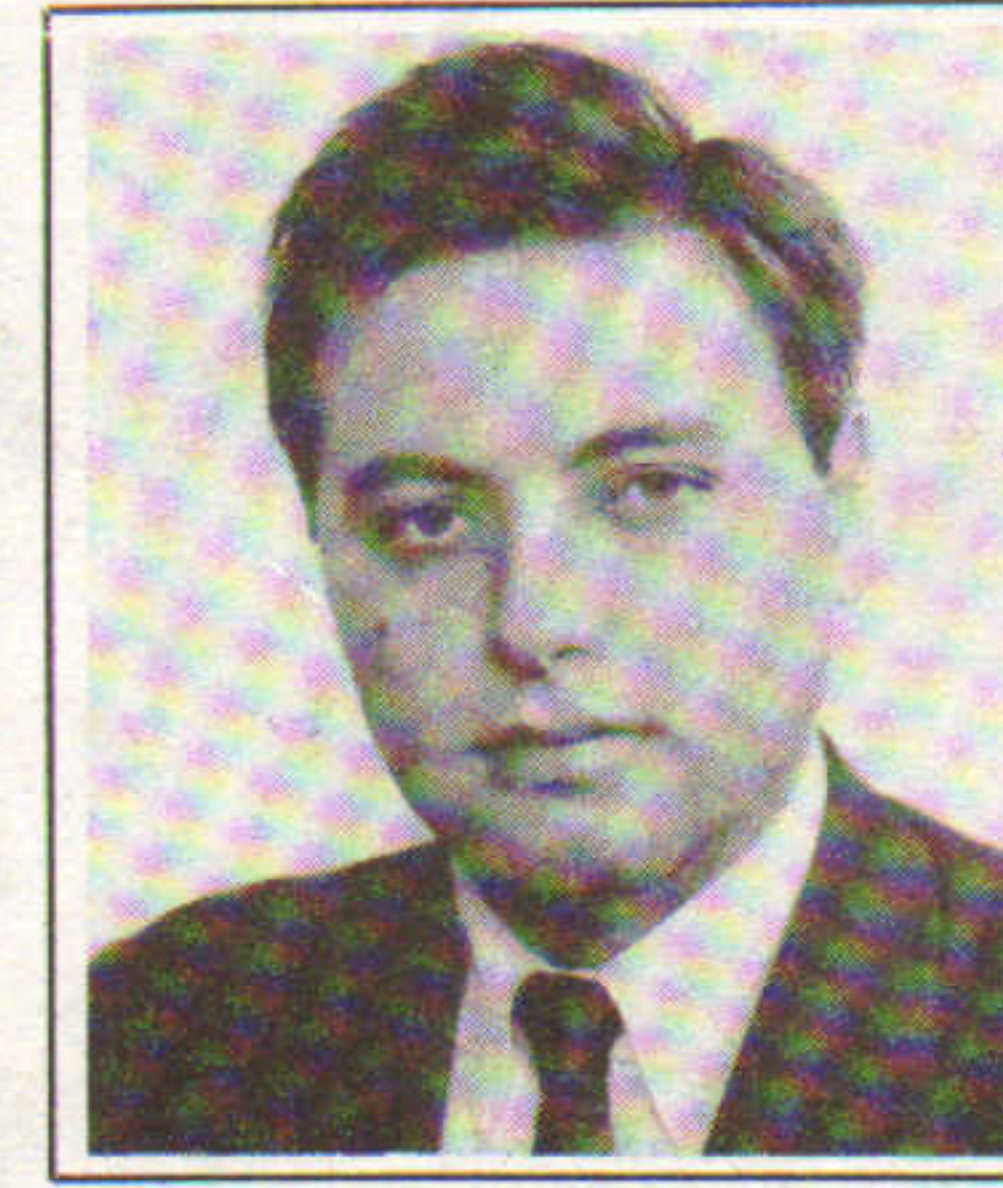
Paul Choquette  
GILBANE BUILDING CO.



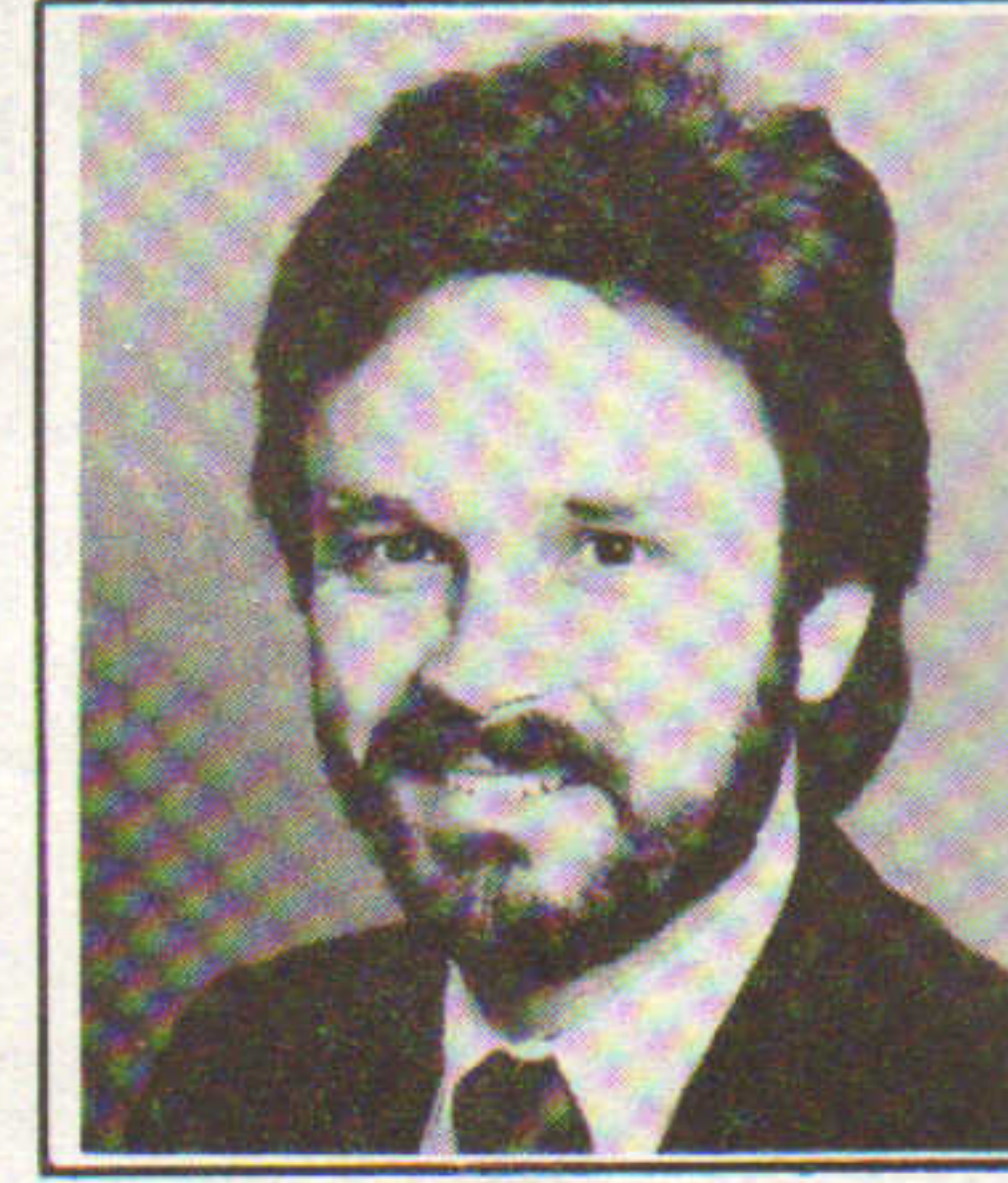
Anthony Sessa  
A.J. SESSA REALTY



Shelley Eager  
EAGER & MACIEJOWSKI



Michael Edward  
FERRIS CO.



Louis Bryant, Jr.  
THE STONE CO.





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# DECEMBER

Capital Contractings builds \$550,000 165,000 s/f commercial condos in Easton for P.S.B. Realty Trust; R.W. Holmes leasing.

Cabral Group breaks ground for 600 unit \$50 million The Meadows condominium community in Dover, N.H.

Commercial Properties marketing 30,000 s/f Turnpike Ind. Park in Portland for Portland Venture Partners III.

Keller Co. arranges \$22.25m for Liberty Group's 75,500 s/f mixed use Fisherman's Wharf in Portland with Teachers Ins.

Robert Kenney starts 68 condos at Burroughs Wharf in Boston; Notter Finegold & Alexander archt. for \$47m site.

Michael Kenealy of Key Realty brokers \$3m sale of 145,000 s/f Quincy building to Mellen Bray for 144 condos.

Condyne builds 34,000 s/f addition for W.R. Grace in Canton; Leggat Co. brokers site for \$1.5 million plant.

Scola Group building 32,900 s/f Beechwood at Biotechnology Park in Worcester: \$10m project includes 48 room hotel.

Leatherbee Mortgage arranges financing with Chase Manhattan for Fox Properties' \$150m 1,100 unit project in Quincy.

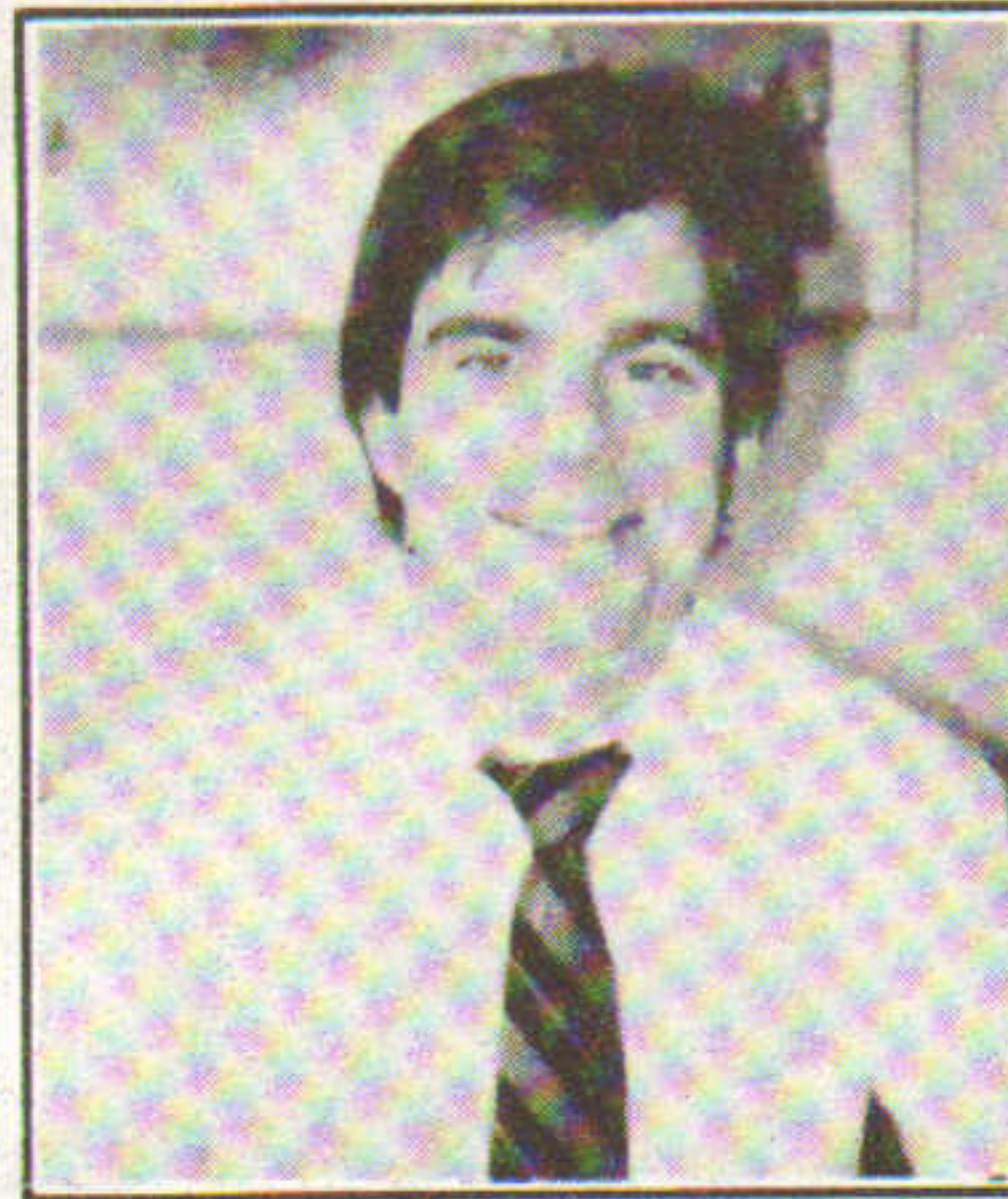
Ashworth Mortgage places \$20.8m loan for Robert Gorfinkle and Edward Zuker condo project in Walpole.

Beacon Cos. & Equitable R.E. top off \$286m 745,000 s/f offices at 75 State St., Boston; SOM and Gund Assoc. archts.

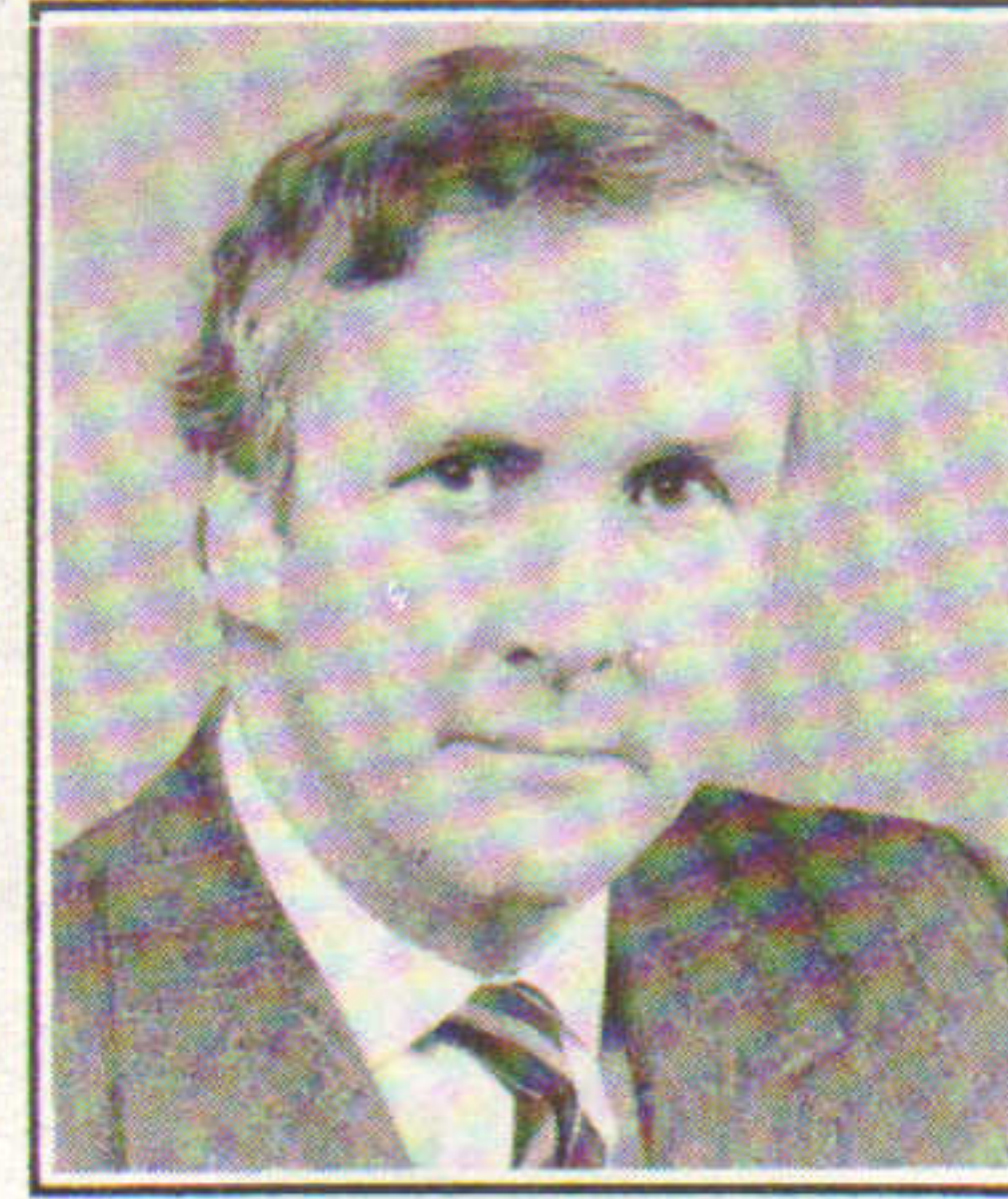
Allen Poole of Barton Brooks brokers 11,000 s/f \$575,000 sale of Carver strip center to Peter and Maria Georgitis.

Georgie Sanders of Leggat McCall leases 18,250 s/f at Offices at the Heritage on the Garden for Druker Company.

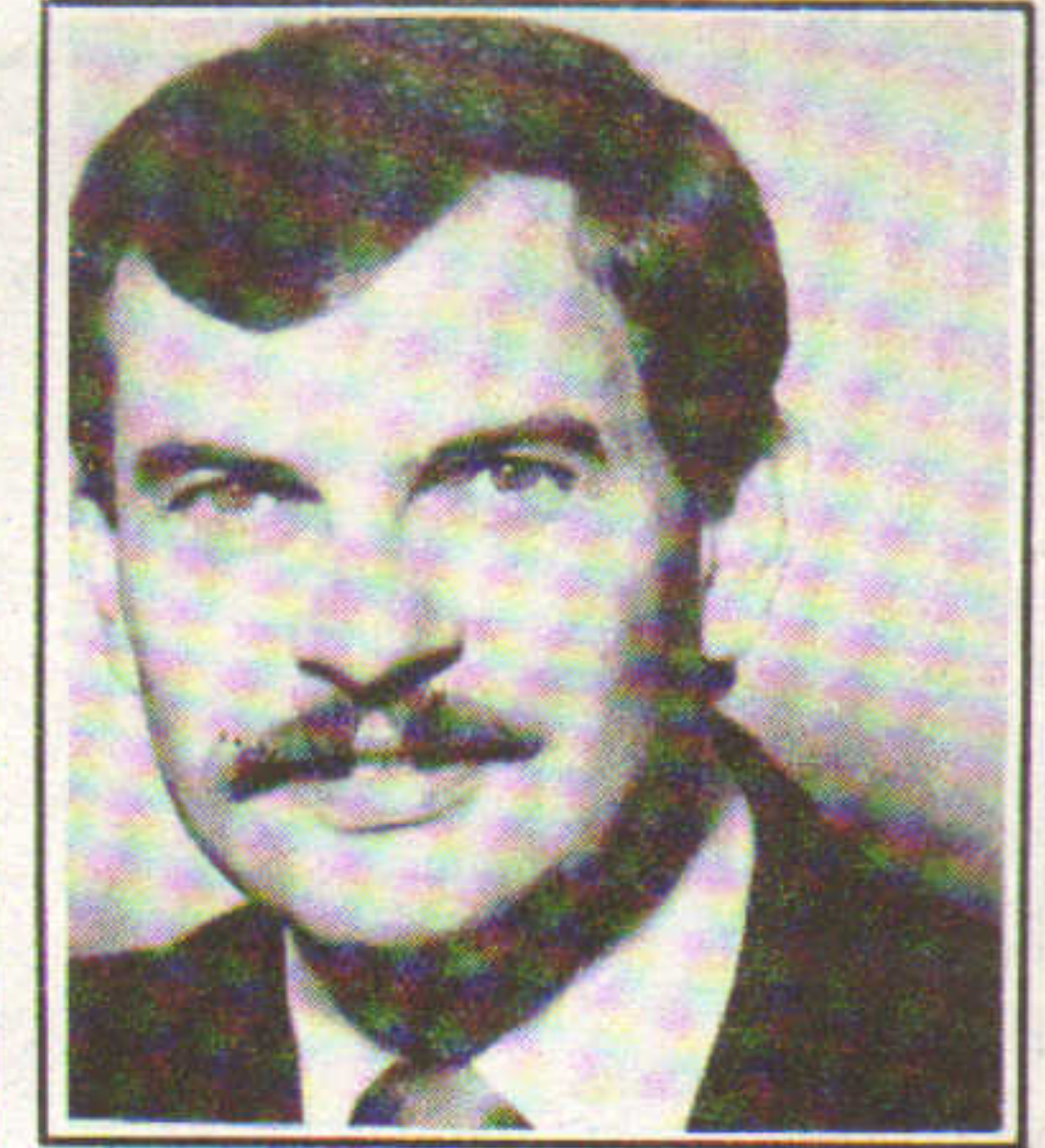
Jordan Rittenberg leases 15,000 s/f Stoughton Center building to town for use as temporary town hall.



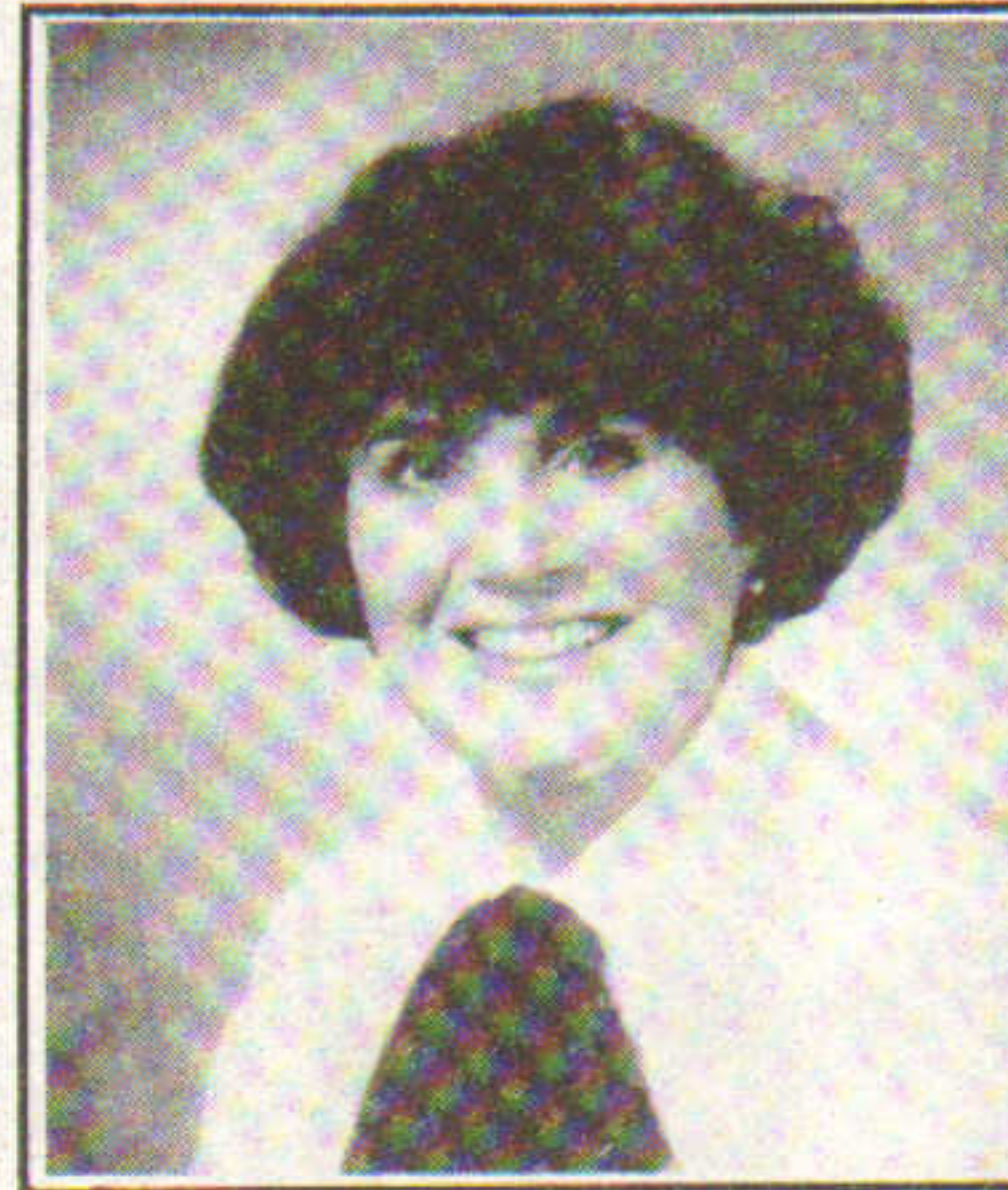
Jeffrey Steinberg  
J&S DEVELOPMENT



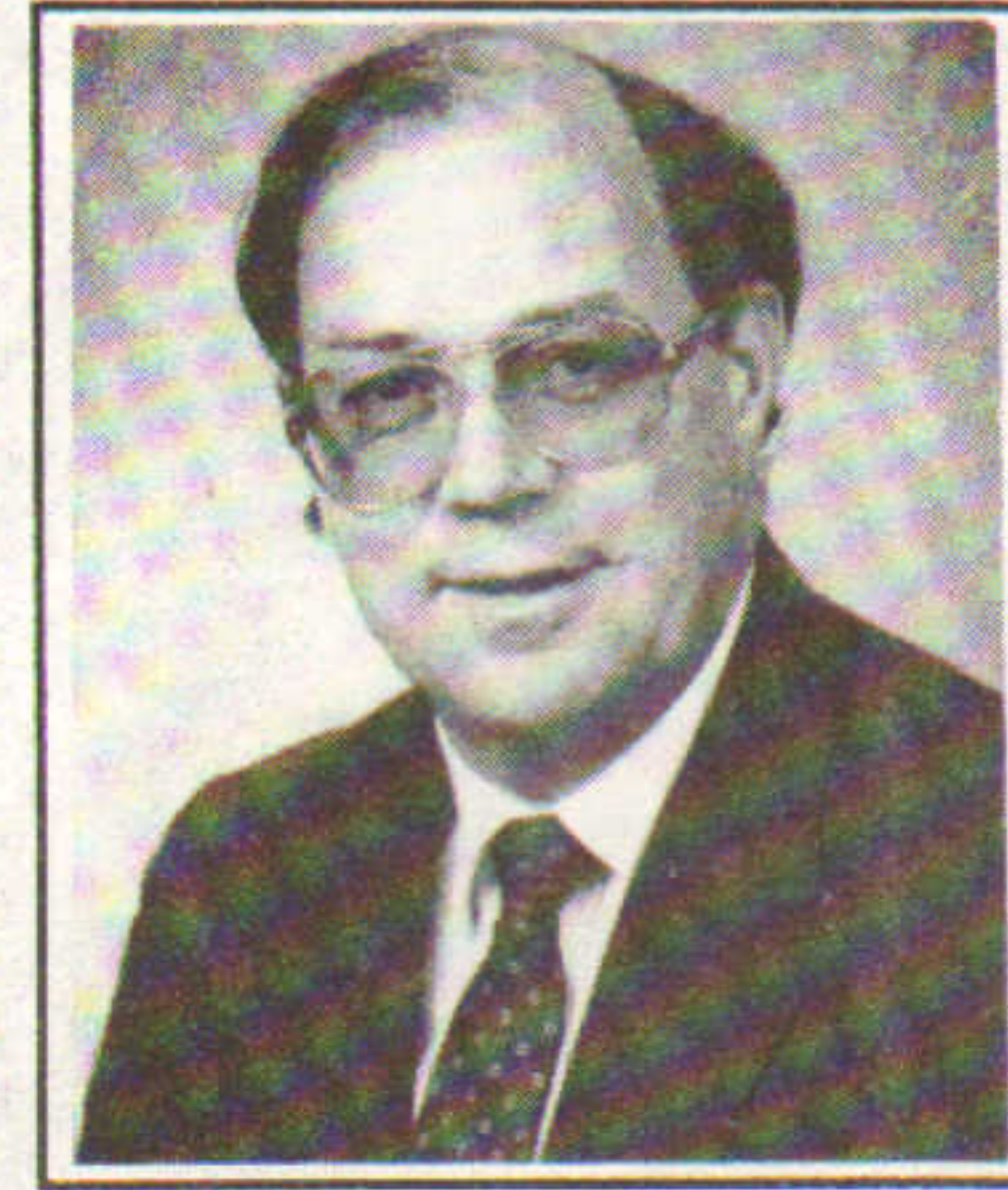
Peter Colgan  
THE GIFFORD GROUP



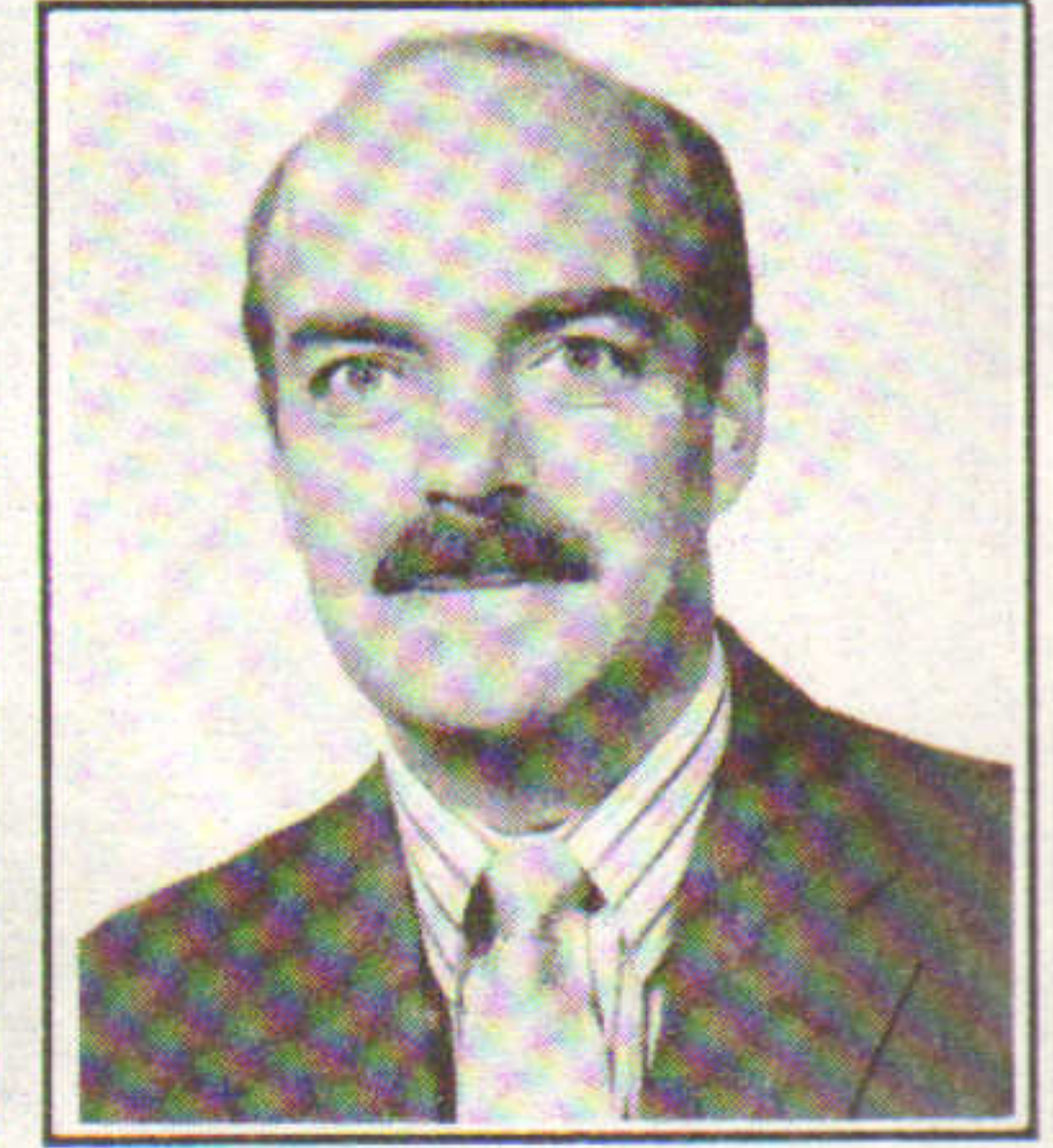
John Maciejowski  
EAGER & MACIEJOWSKI



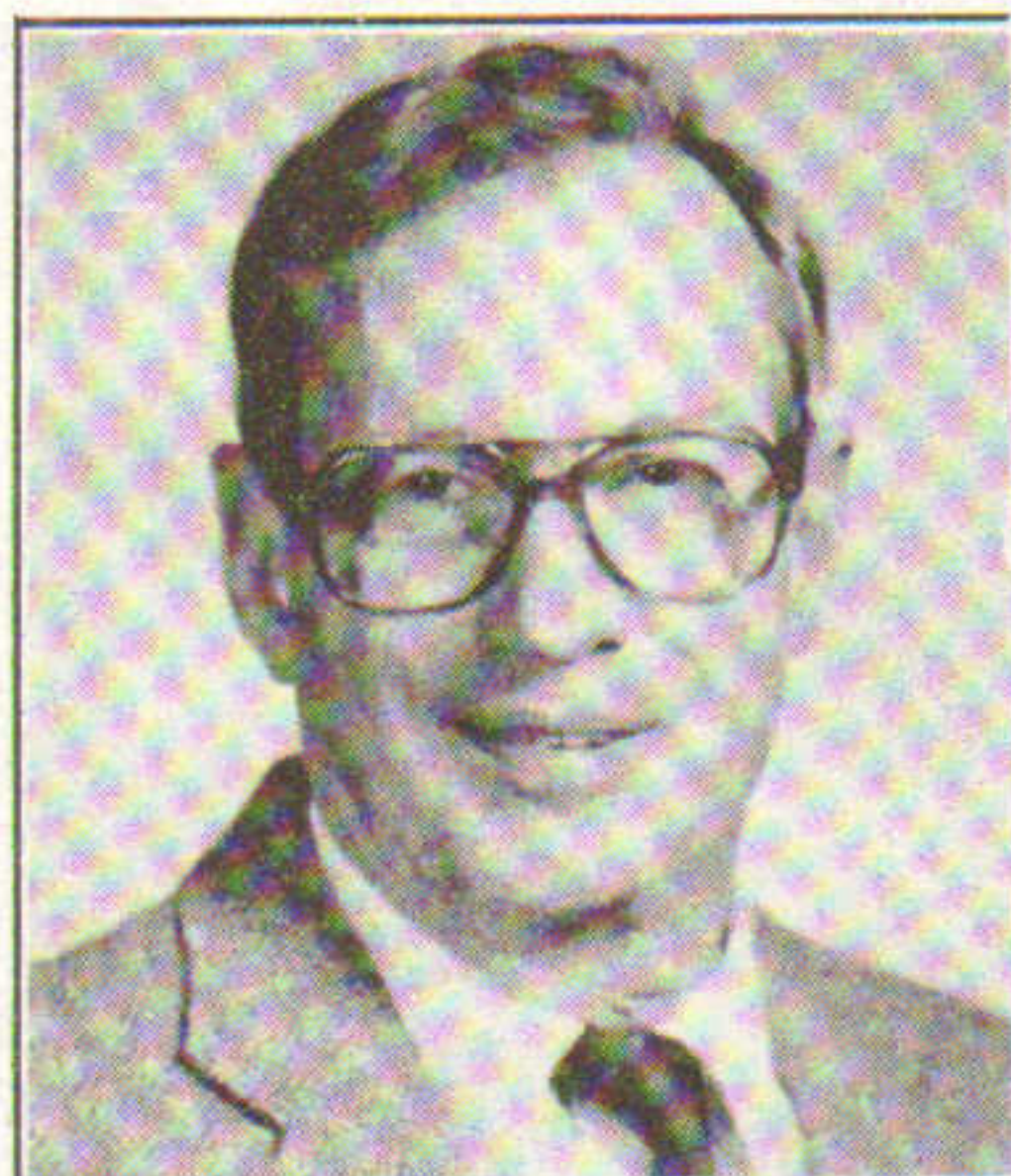
Sherry Caplan  
ARCHITECTS COLLAB.



Carl Gauthier  
PARAMOUNT DEVELOPMENT



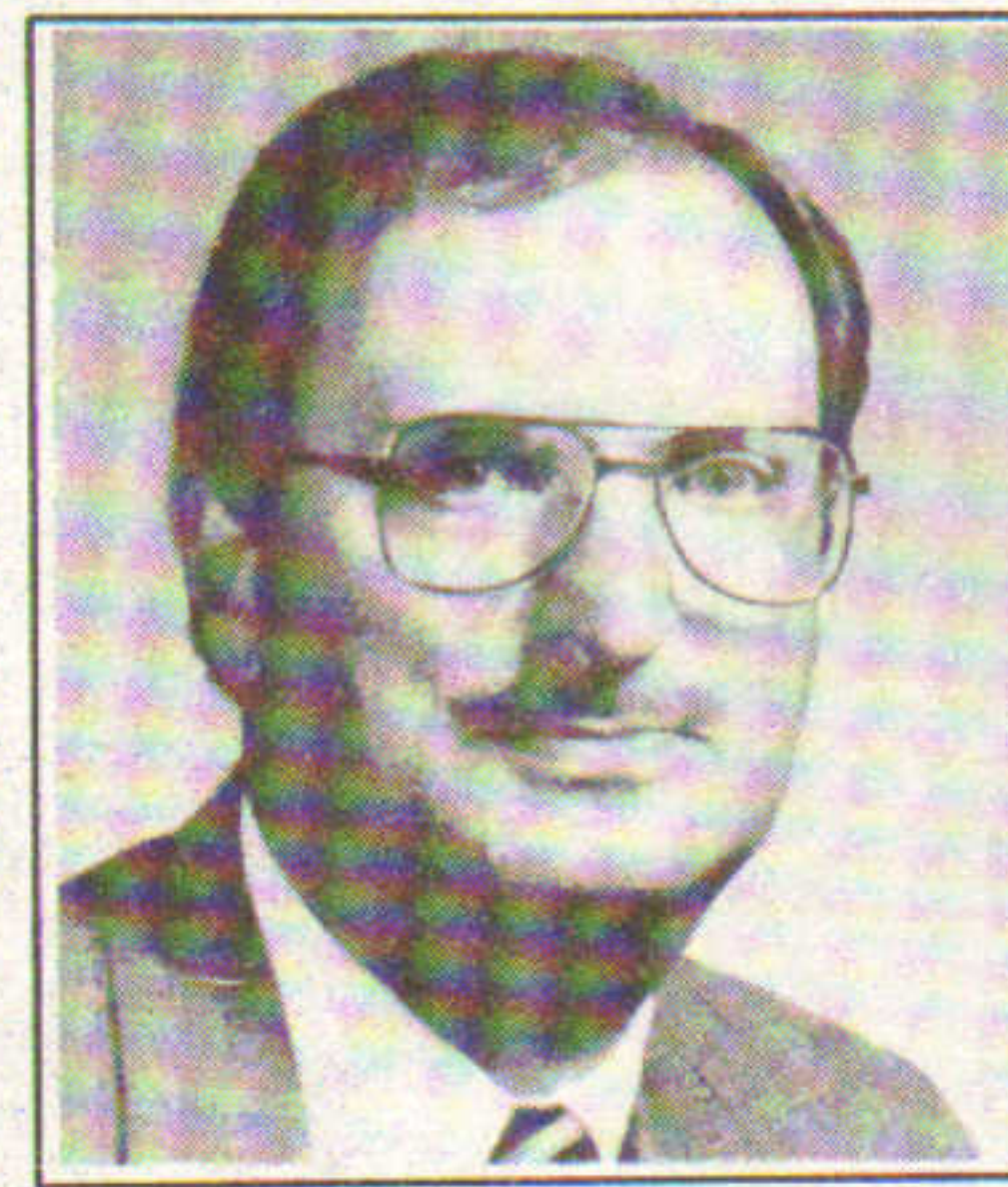
John Whalen  
JAMES KARAM MGMT.



Charles Gale  
GALE ASSOCIATES



Leighton Klevana  
I.P.R.E.



Roger Krystopa  
H. PEARCE CO.



Edward Beckett  
THE STONE CO.



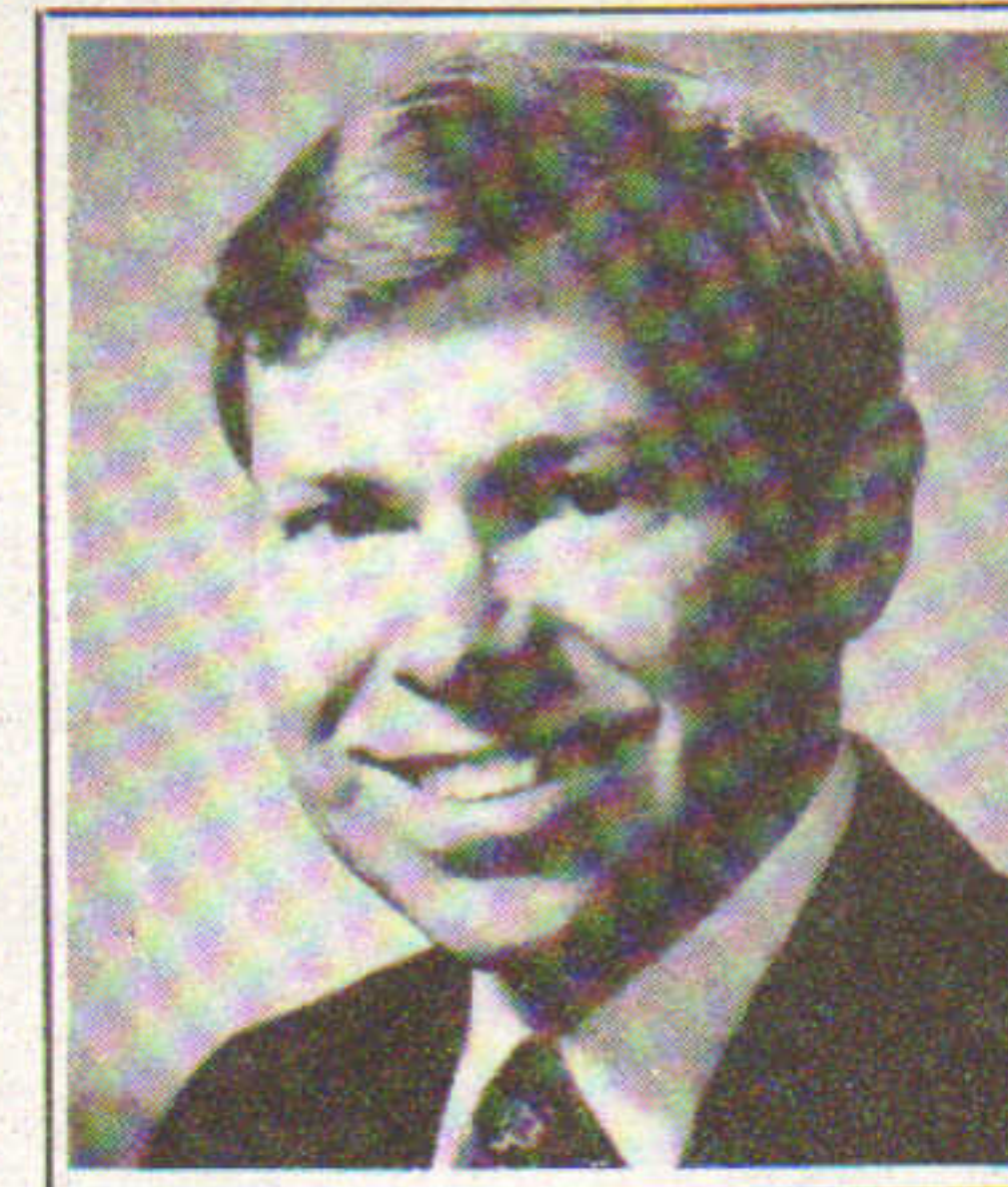
Thomas Clancy  
TAMPOSI CO.



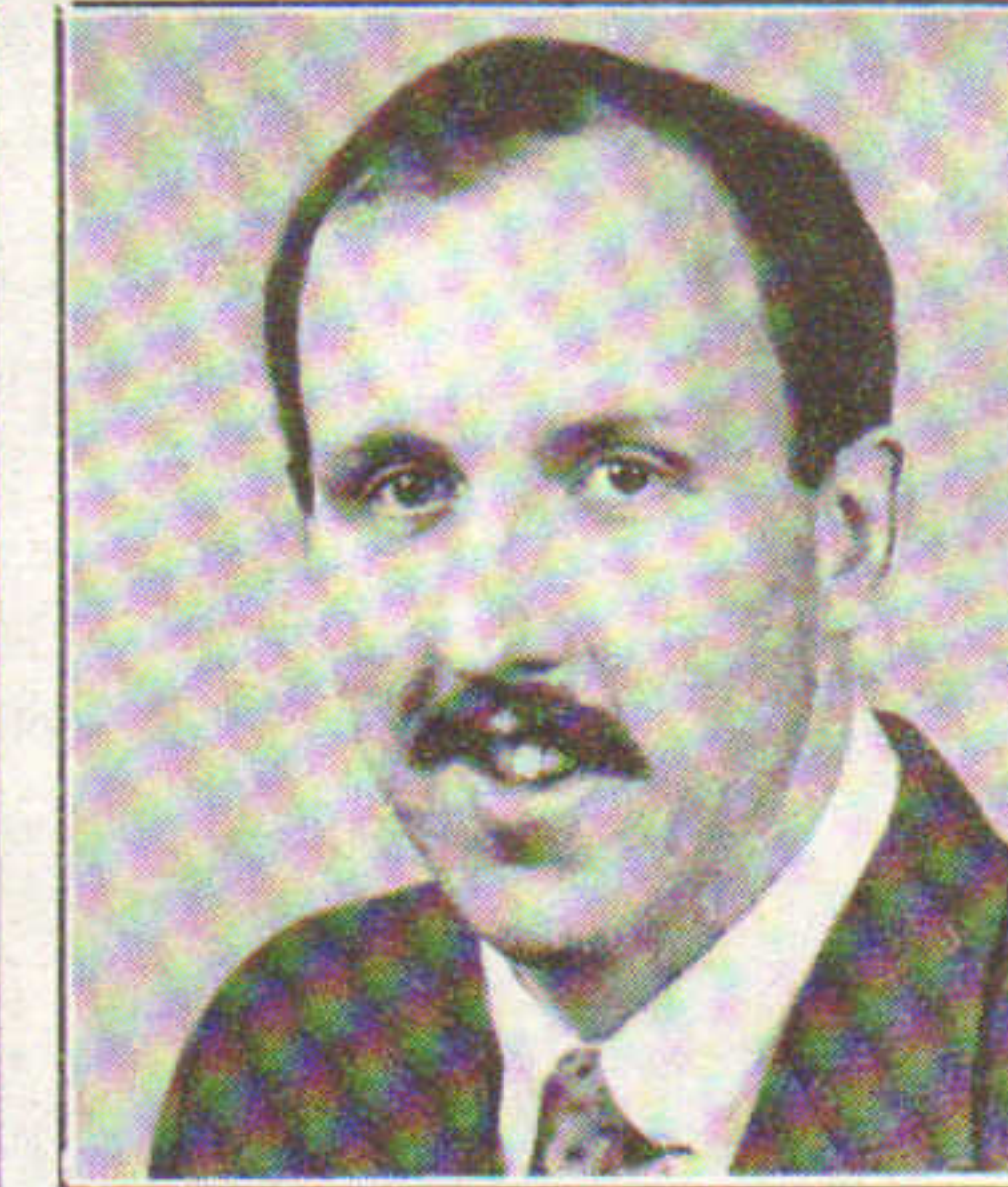
Lois Boemer  
BOEMER ASSOC.



Robert Fox  
FOX PROPERTIES



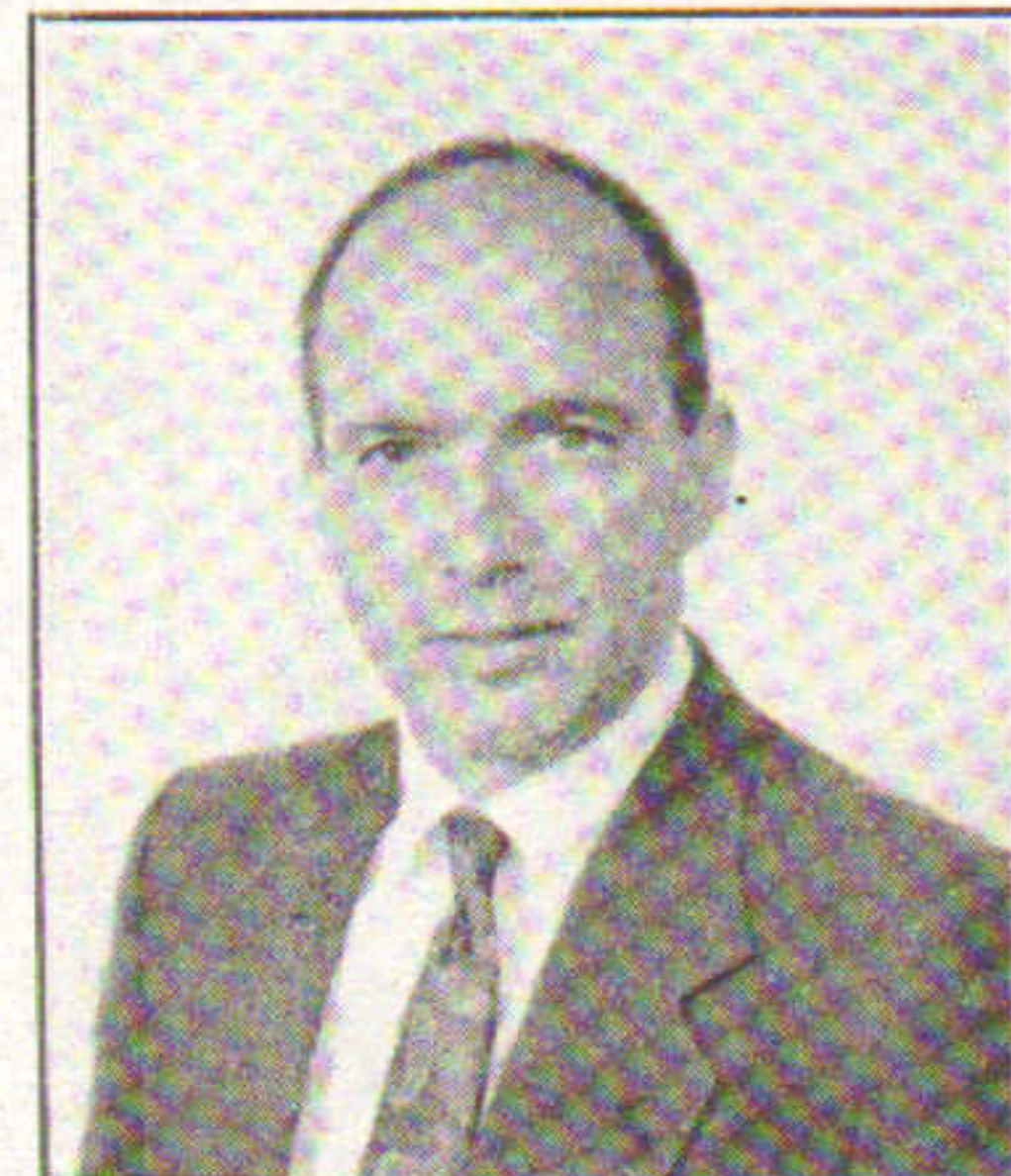
Gary Jennison  
CORCORAN, JENNISON



David Bolles  
SEPPALA & AHO



Anthony Costonis  
CORP. DEV. SERVICES



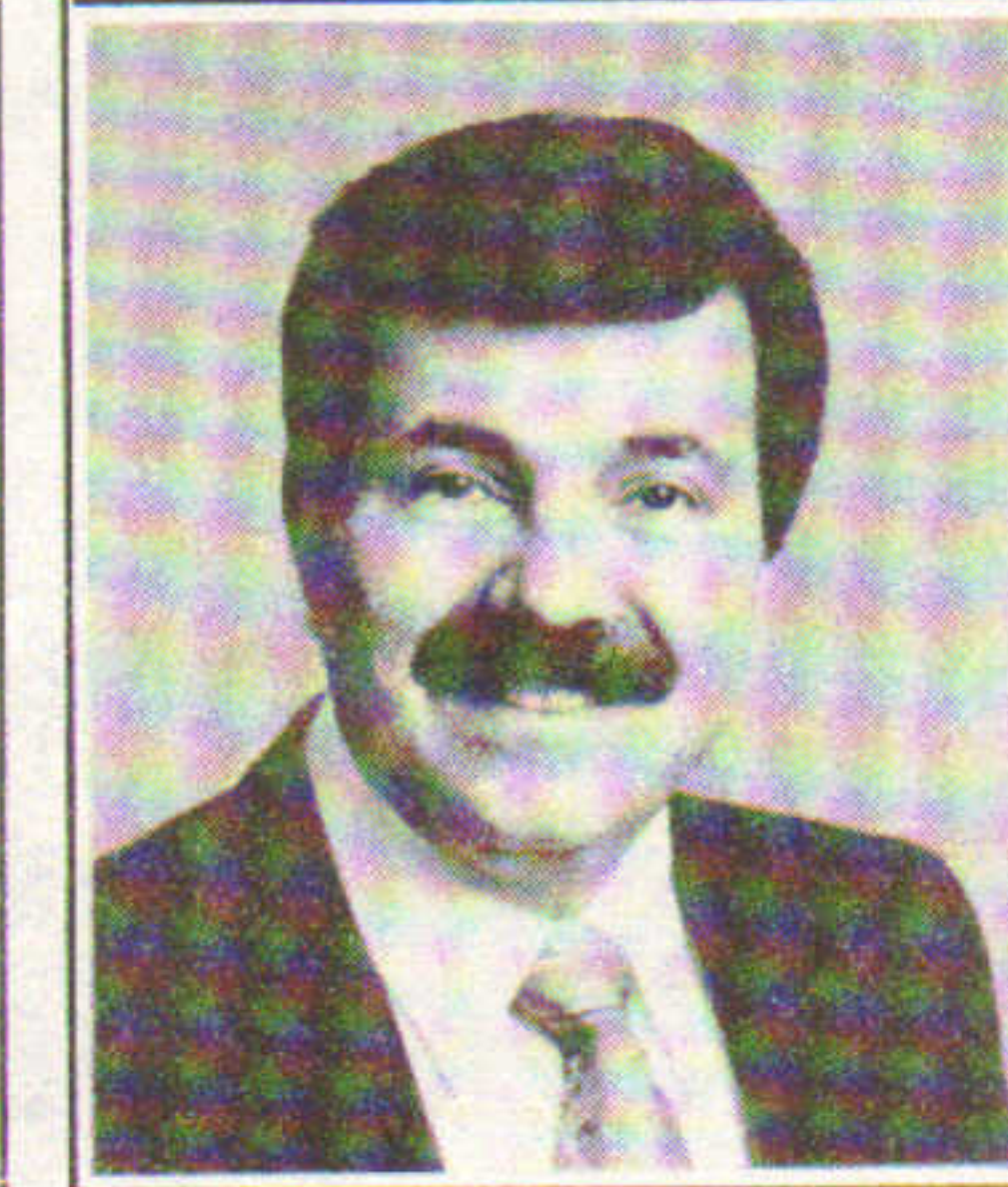
Robert Tito  
THE DARTMOUTH CO.



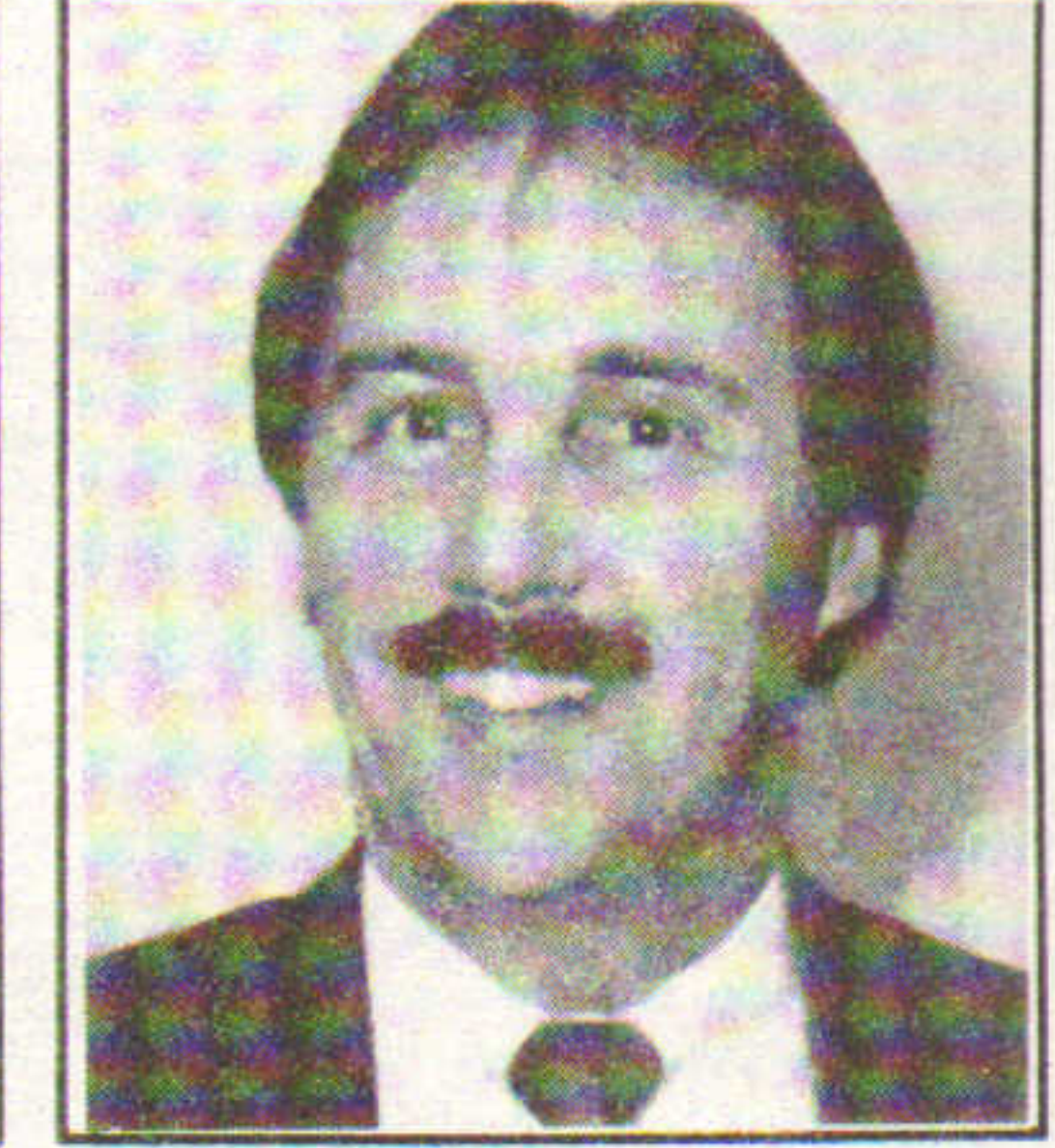
Constantine Yankopoulos  
EDIC



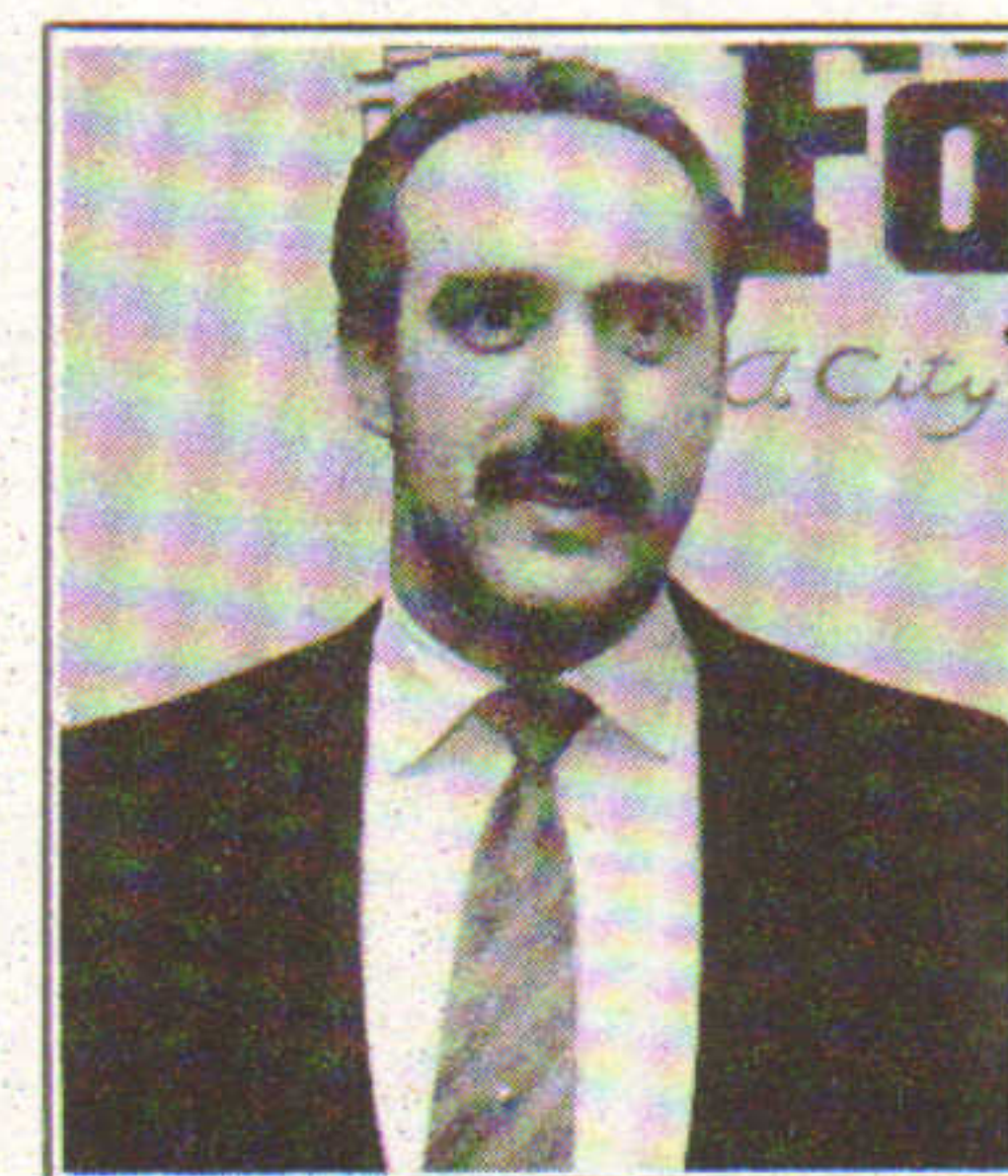
Theodore Tye  
NATIONAL DEV. ASSOC.



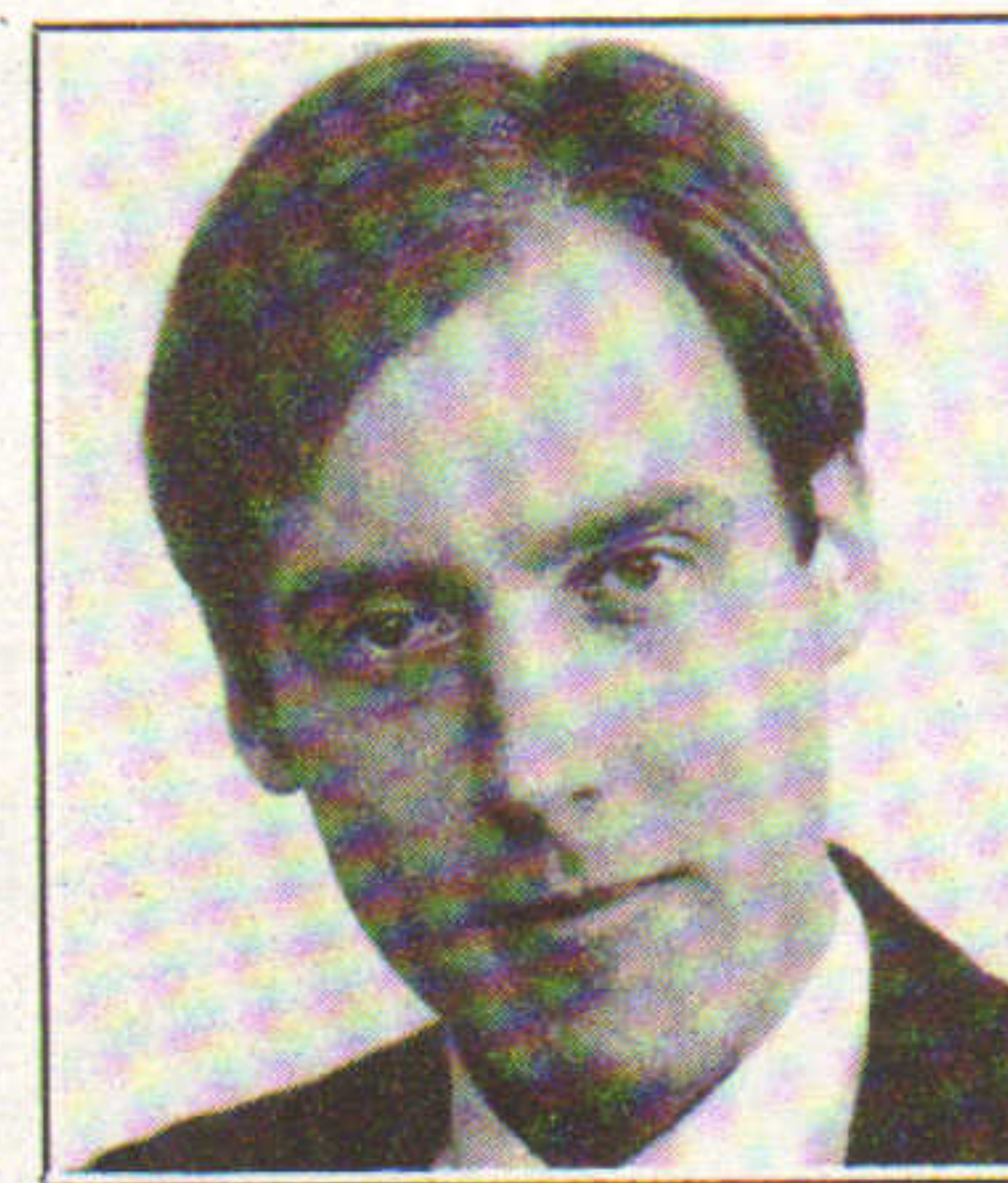
Ben Sisti  
COLONIAL REALTY



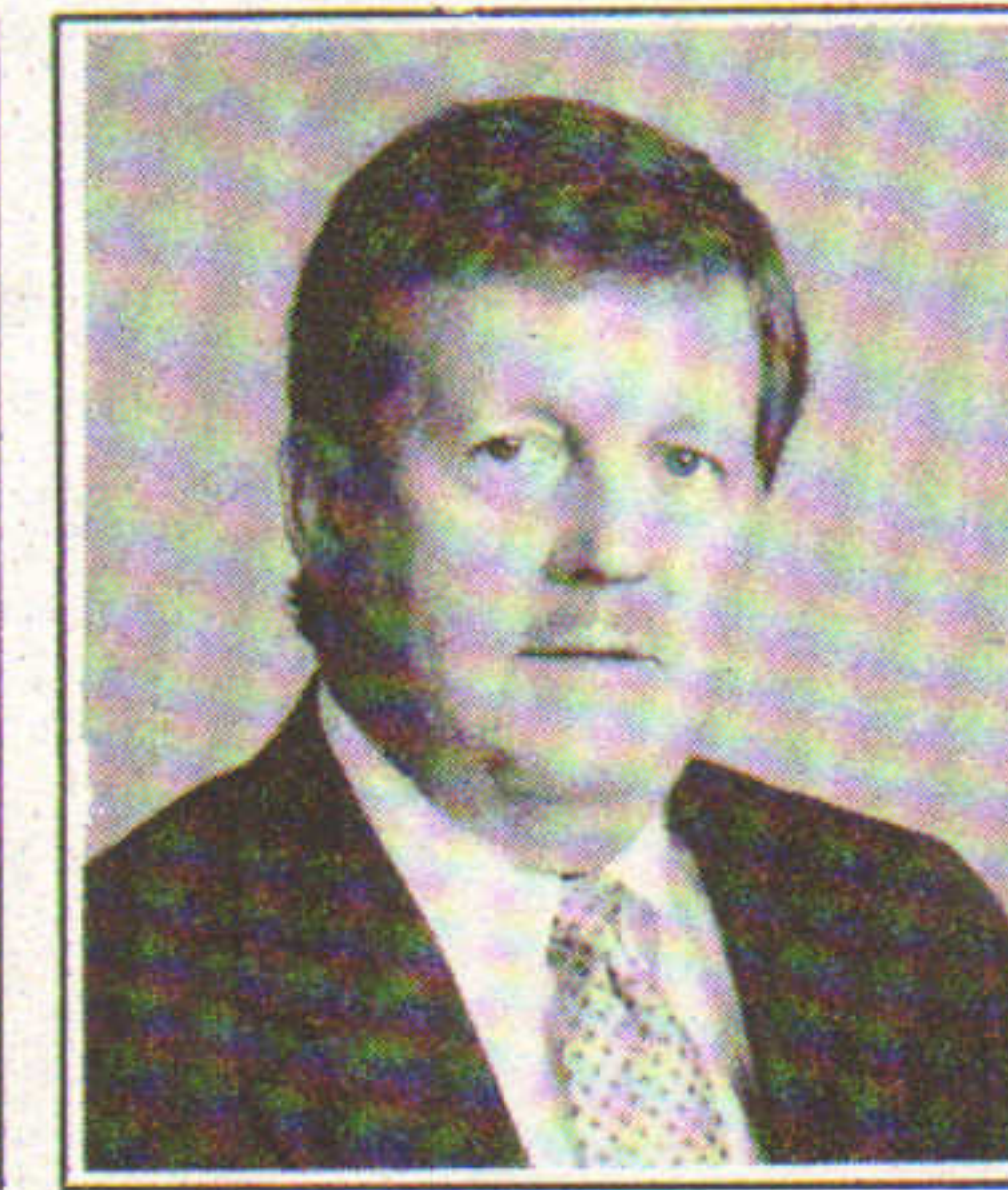
Jonathan Corrigan  
1ST CONCORD FINANCIAL



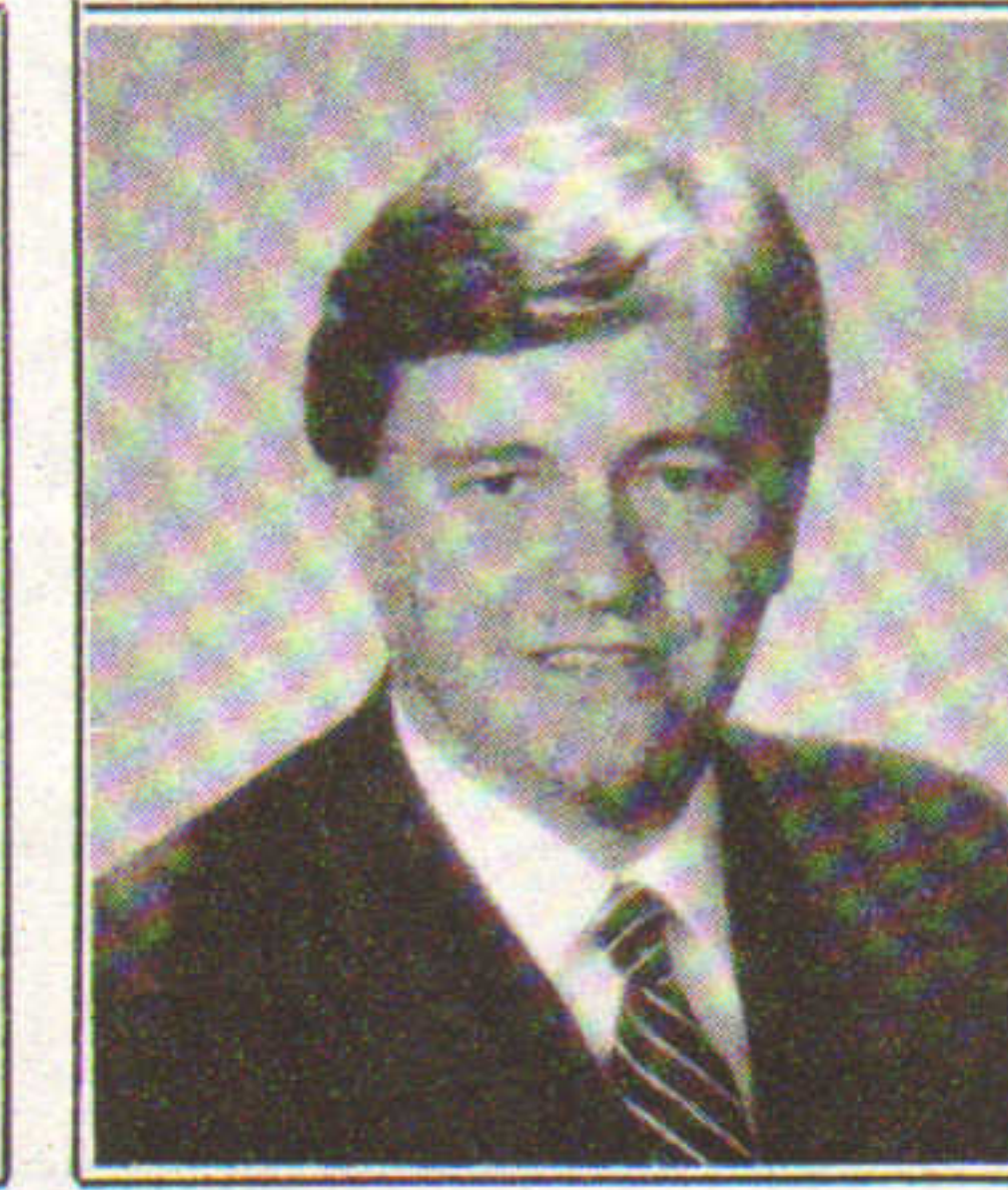
Carl Marcello  
THE FOUNDRY



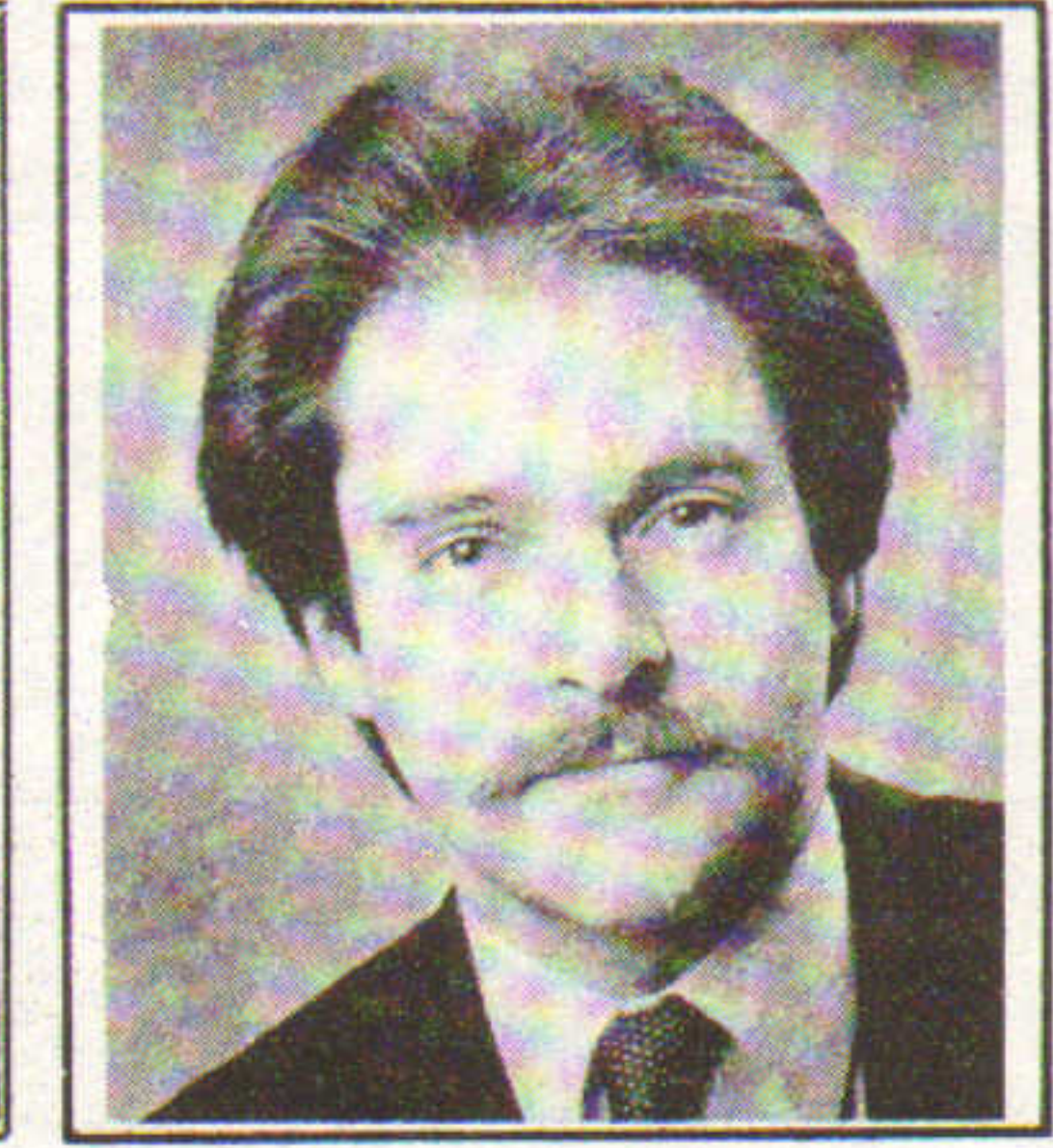
Gregory Larsen  
FERRIS CO.



Peter LaChance  
PARKMAN, INC.



Michael Vogel  
BARTON BROOKS



Andrew Cohen  
CENTURY INVESTMENT





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# DECEMBER

Robinson Green Beretta, architect for the 1.8m s/f The Foundry in Providence, leases 20,000 s/f for new headquarters.

Dana Britt of Boston Financial places \$17.6m construction loan for Arbor Group's Exeter Mill conversion.

Nelson Cos. building \$50m 348 room Vista International Hilton Hotel in Waltham; Beaver Builders contractor.

Jeffrey Swartz of Leggat McCall leases 282,383 s/f for NEC to Lechmere for warehouse-distribution in Wilmington.

Brooks Properties appoints Carlson Commercial to market 208,000 s/f former Wang Labs property in Lowell.

Montrose Group opens 155,000 s/f \$2m Howland Place fashion center in New Bedford; converts former mill.

Hunneman & Duane Hillis lease 28,500 s/f for Condyne in Stoughton to Business Products Unlimited.

Roderick Robertson of Peter Elliot leases 14,651 s/f at Needham Corporate Center to Federal Deposit Ins. Corp.

Delcon building 12,000 s/f for Cummins North Atlantic in Scarborough, Me.; Main Street Associates architect.

RREEF appoints Rostenberg-Doern agent for two buildings, 128,500 s/f, at Harrison, N.Y. executive office park.

Coldwell Banker brokers sale of 53,000 s/f Sears Crescent in Government Center, Boston, to Dean Witter for \$10.5m.

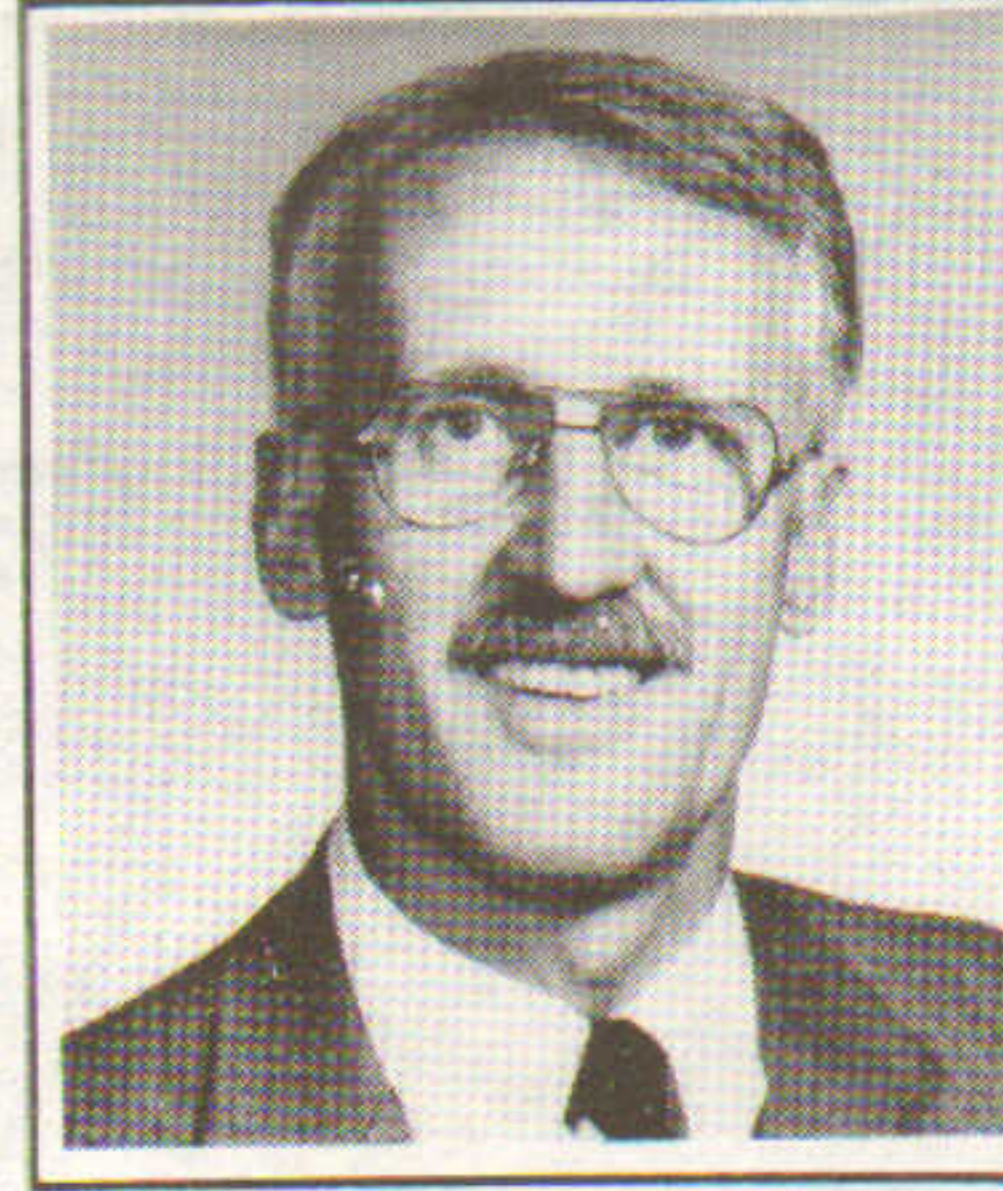
The Dartmouth Co. handles \$5.5m sale of 94,000 s/f property in Boston to Macomber Development Corp.

Kelleher & Sadowsky sells \$960,000 150,000 s/f property in North Brookfield for Sonetran to Quabaug Corp.

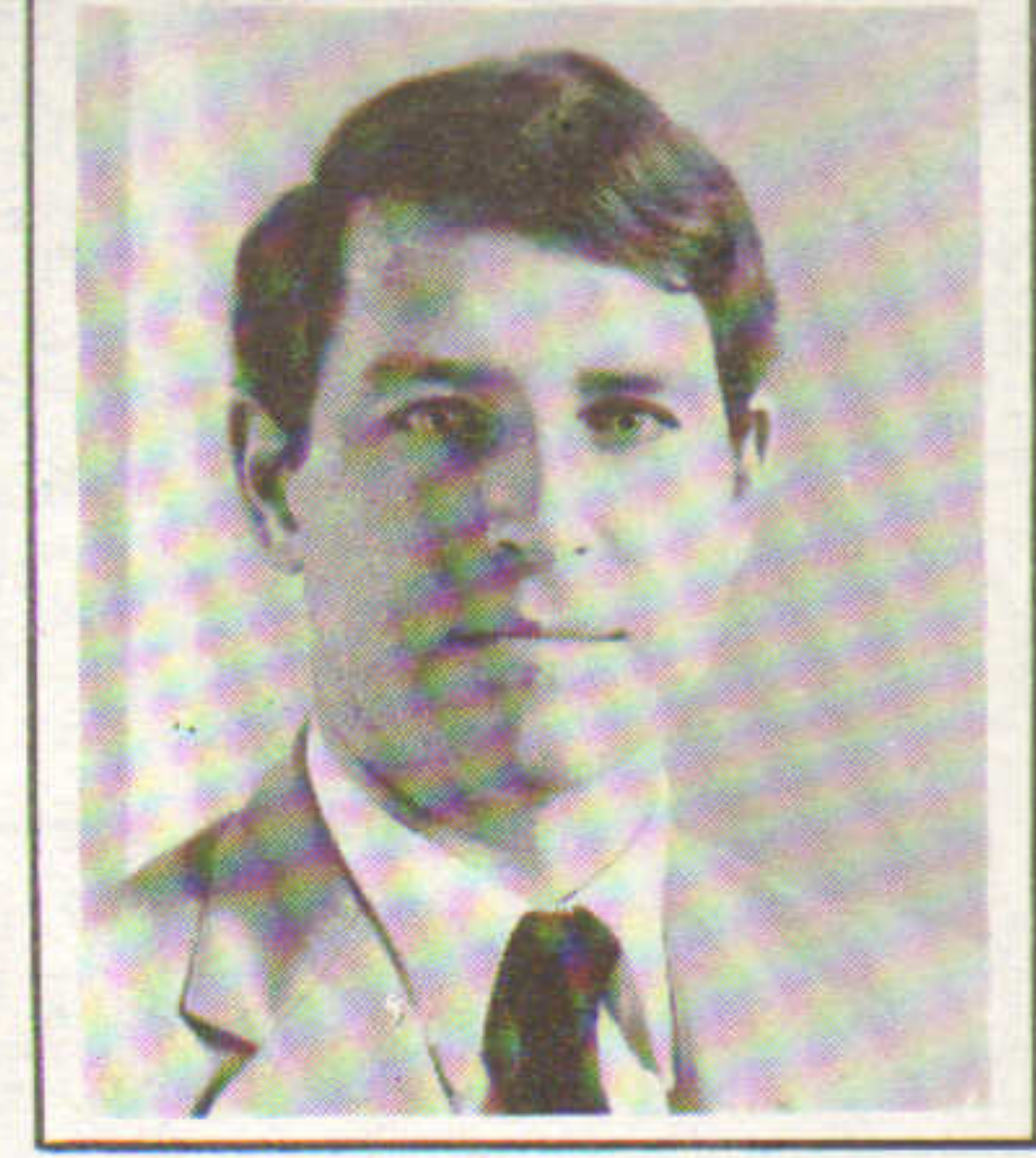
Bay Street Dev. Corp. starts 126 unit Savin Hill Green condos in Dorchester; DeWolfe New England marketing agent.



Cristy Maltas  
CONDYNE, INC.



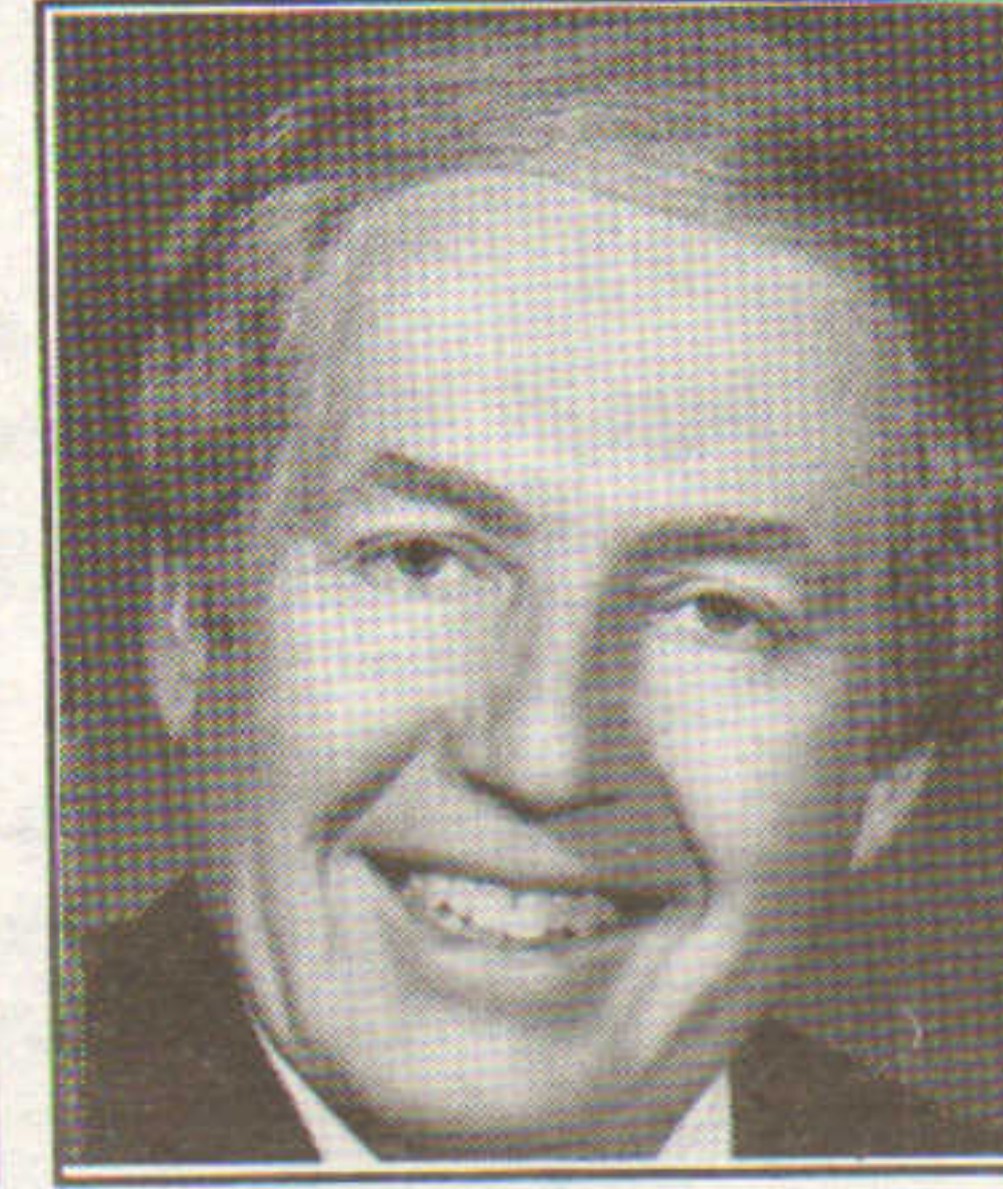
Peter Hourihan  
CANNON



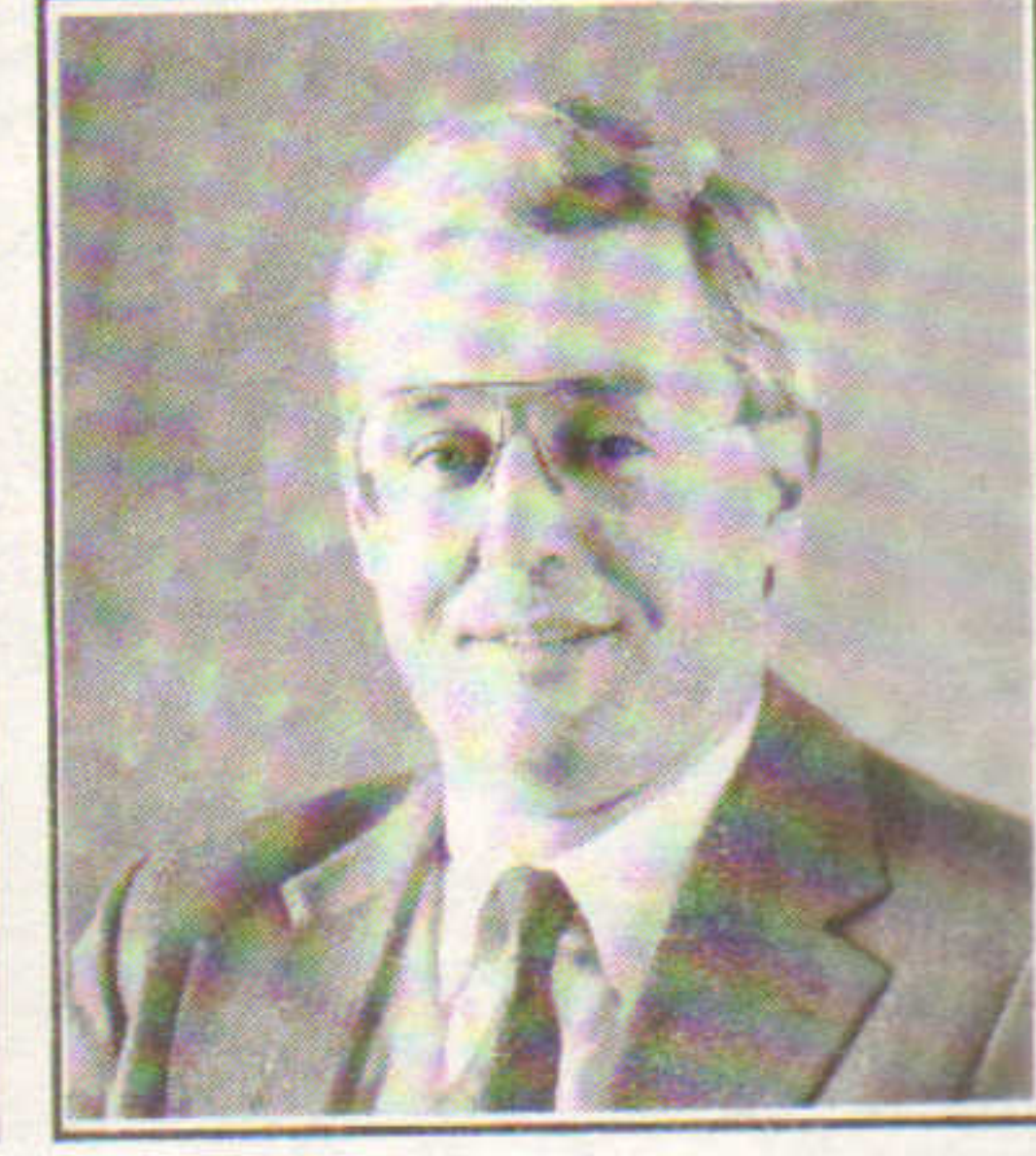
Winter Nordblom  
NORDBLOM MANAGEMENT



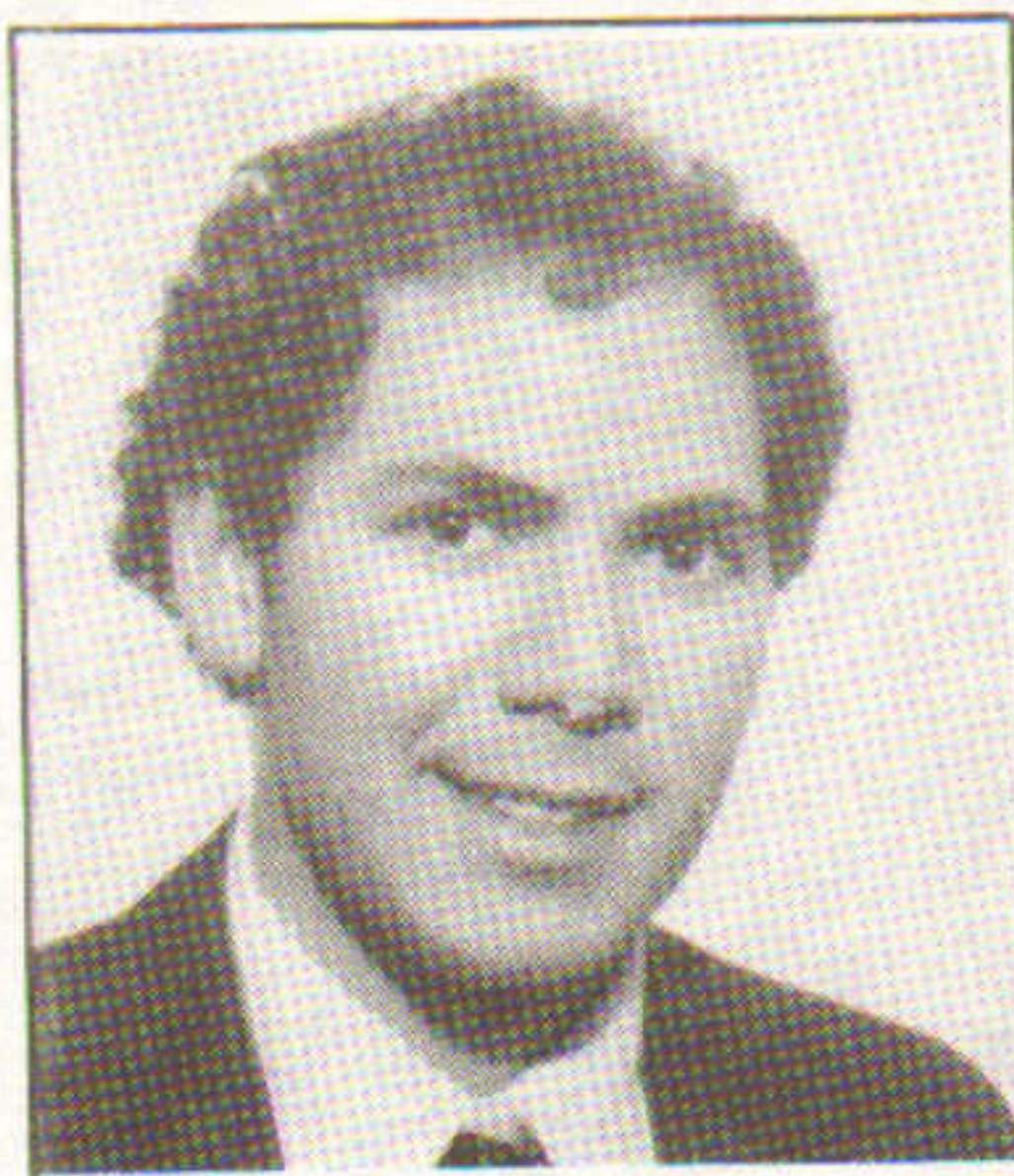
Carol Nadeau  
BANKE ASSOC.



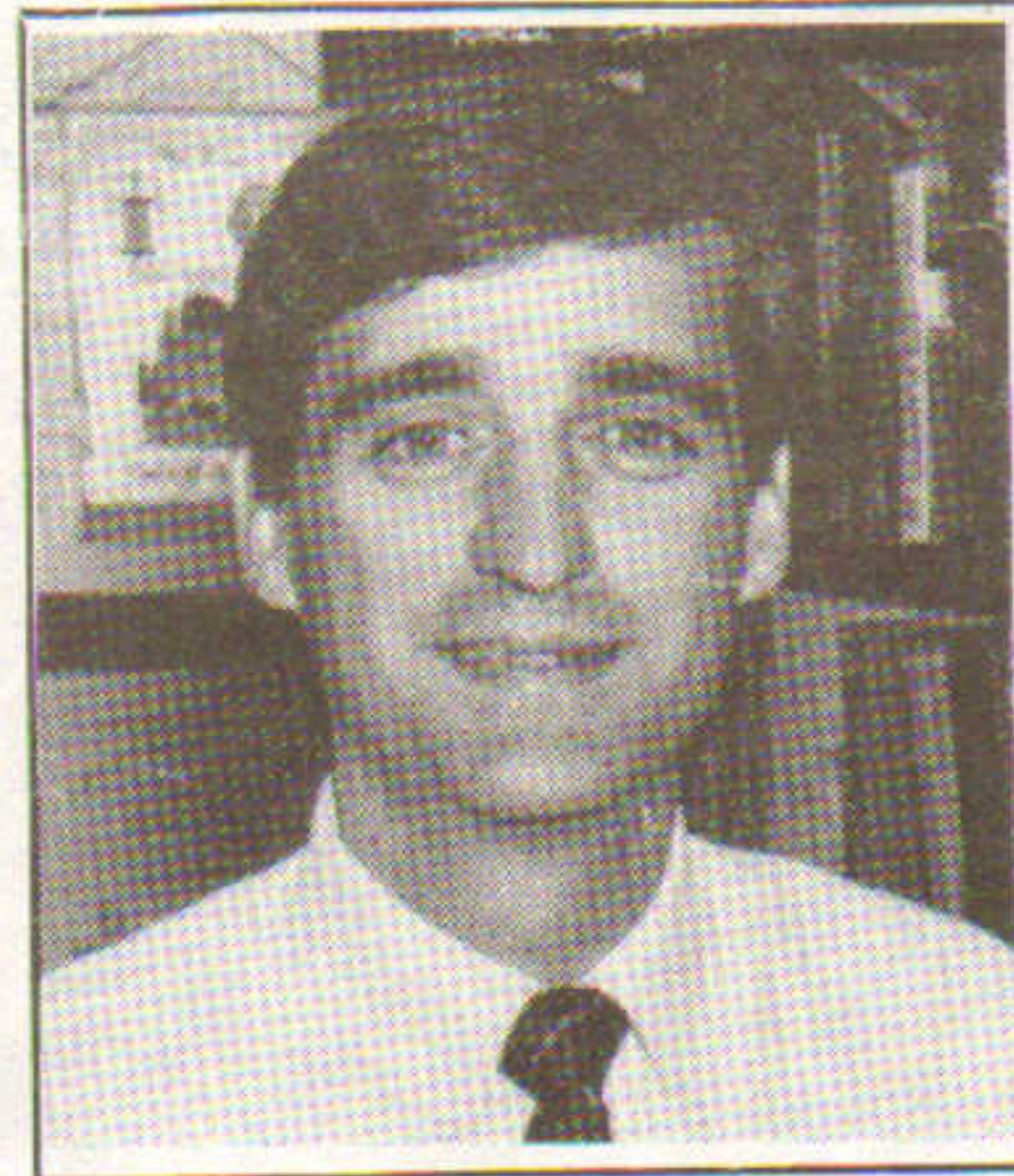
Bernard Rosenshein  
ROSENSHEIN ASSOC.



John MacNeish, Jr.  
NEWGATE INTERNATIONAL



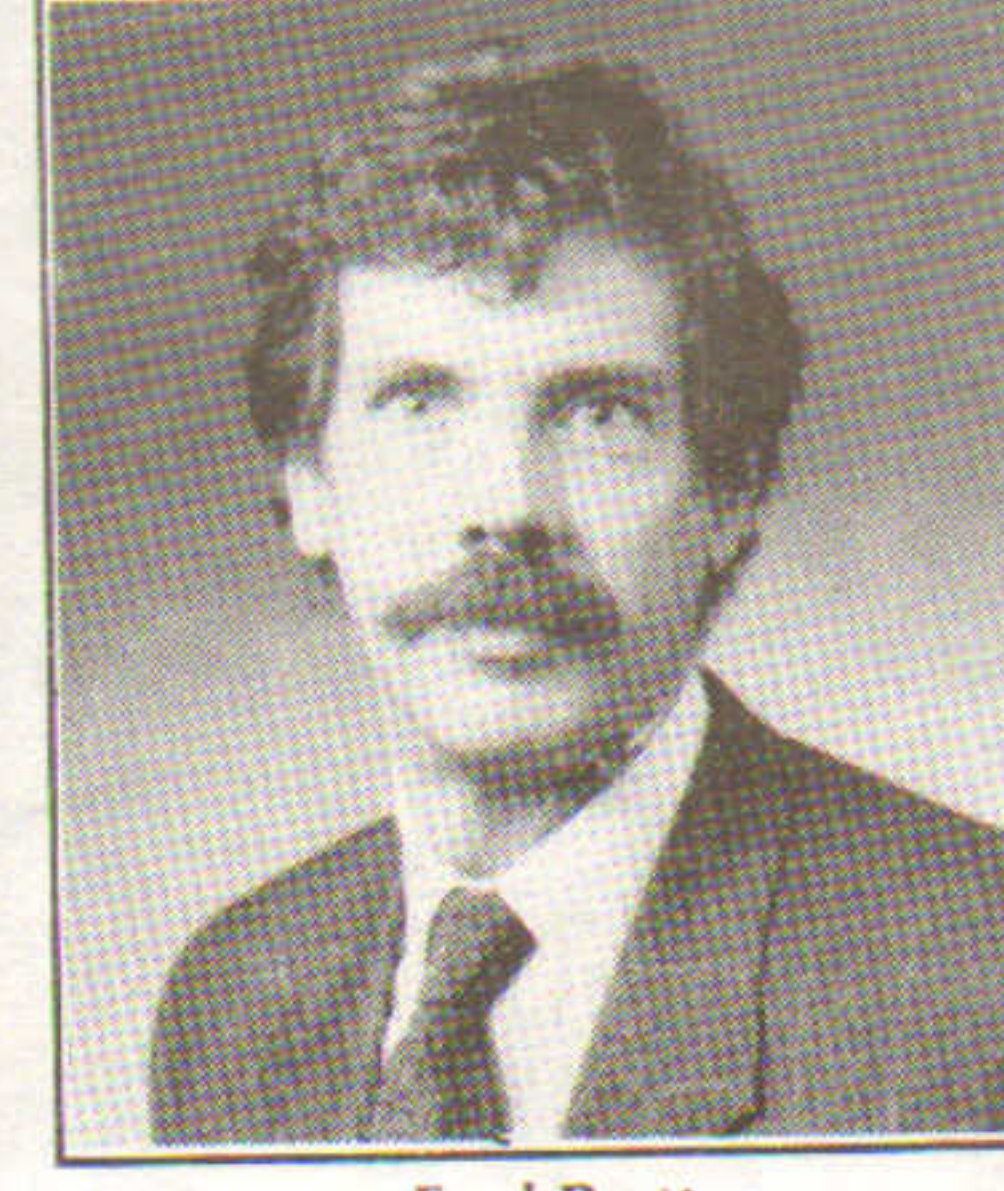
Robert Schlager  
BULFINCH COMPANIES



Marcel Valois  
BLACKSTONE VALLEY C of C



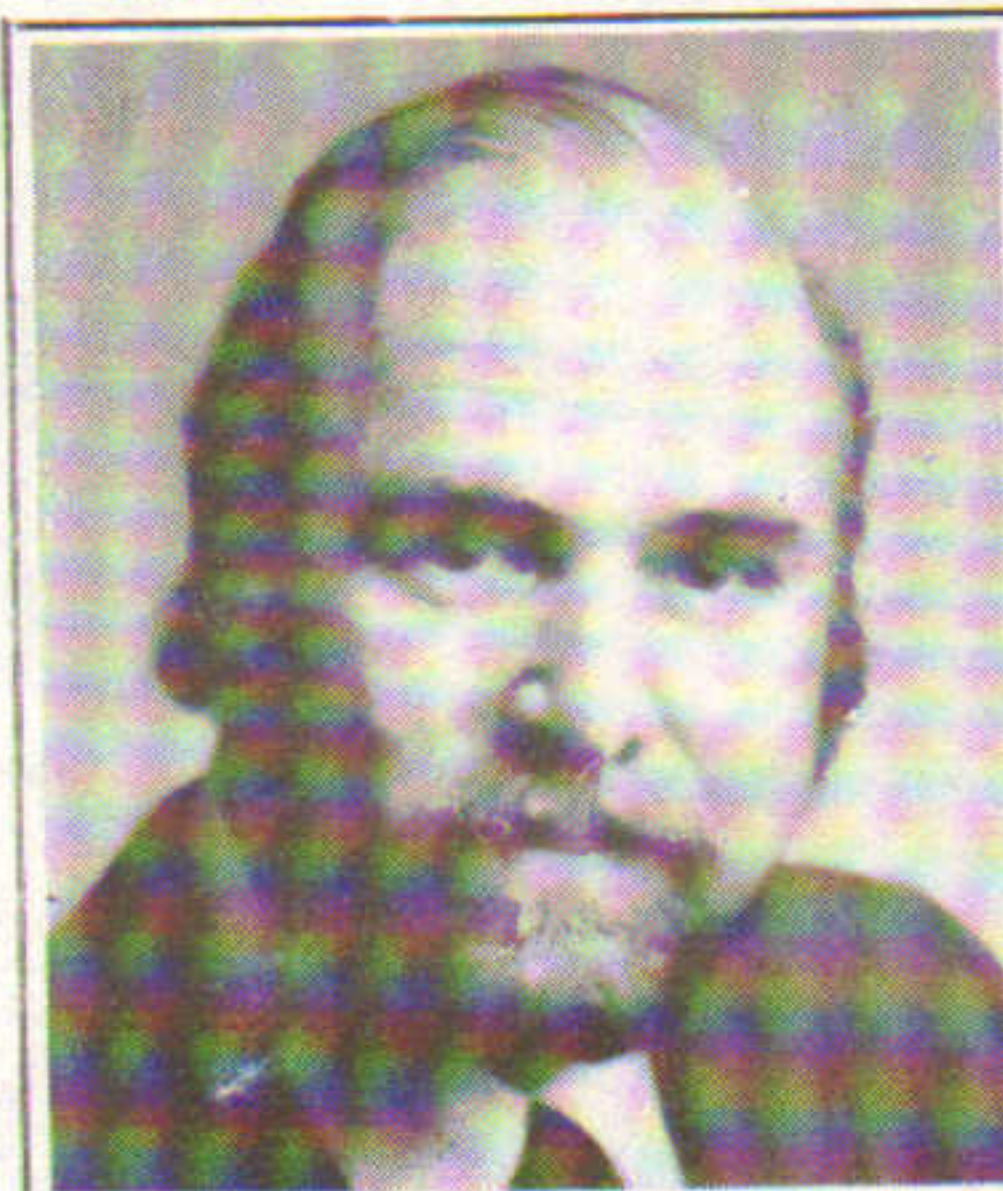
Harold Howell  
BOSTON FINANCIAL



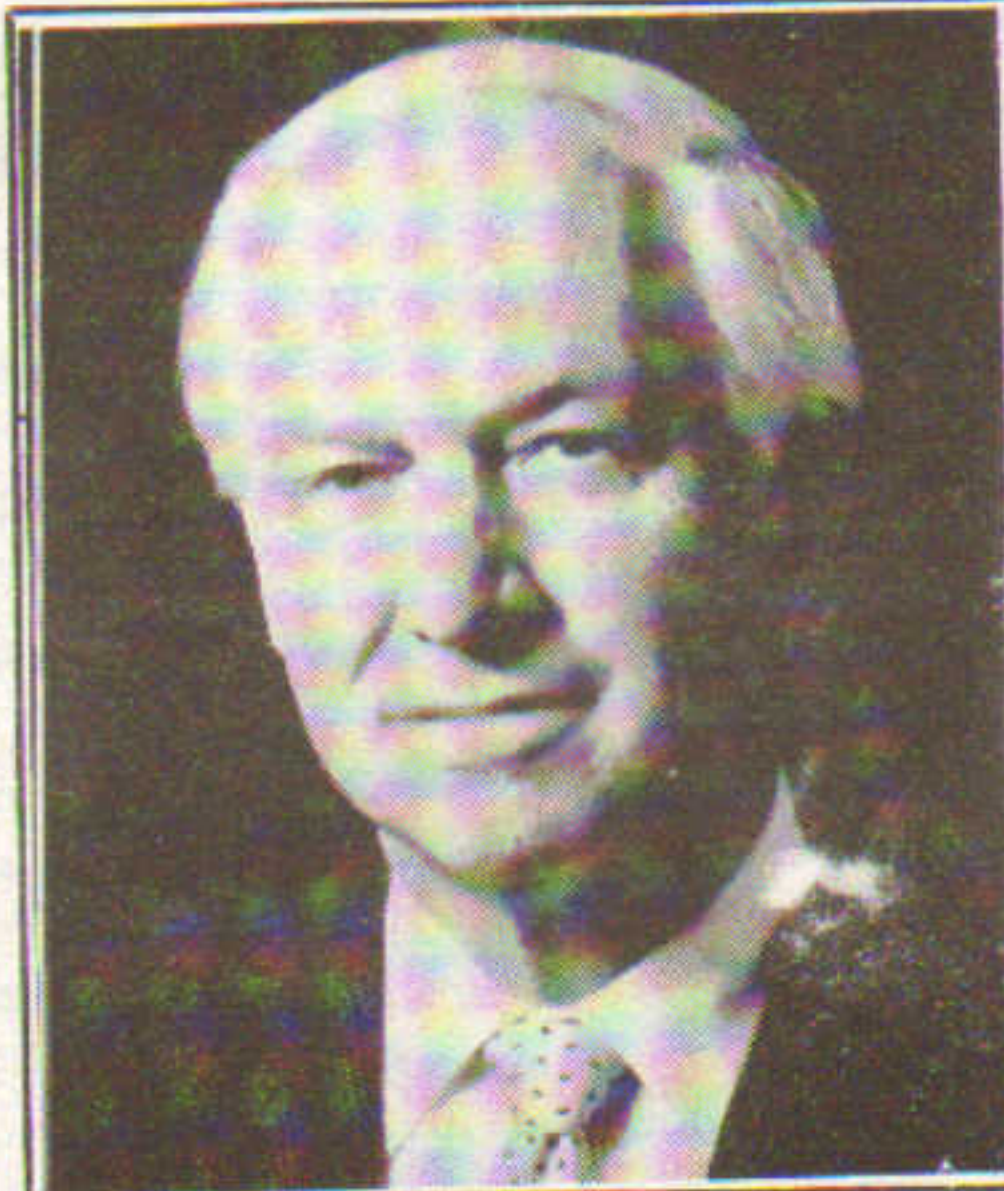
Fred Pratt  
BOSTON FINANCIAL



Richard Gallivan  
R.M. GALLIVAN & CO.



George Yeremian  
YEREMIAN ADVERTISING



Robert Webster  
CHANNEL BUILDING CO.



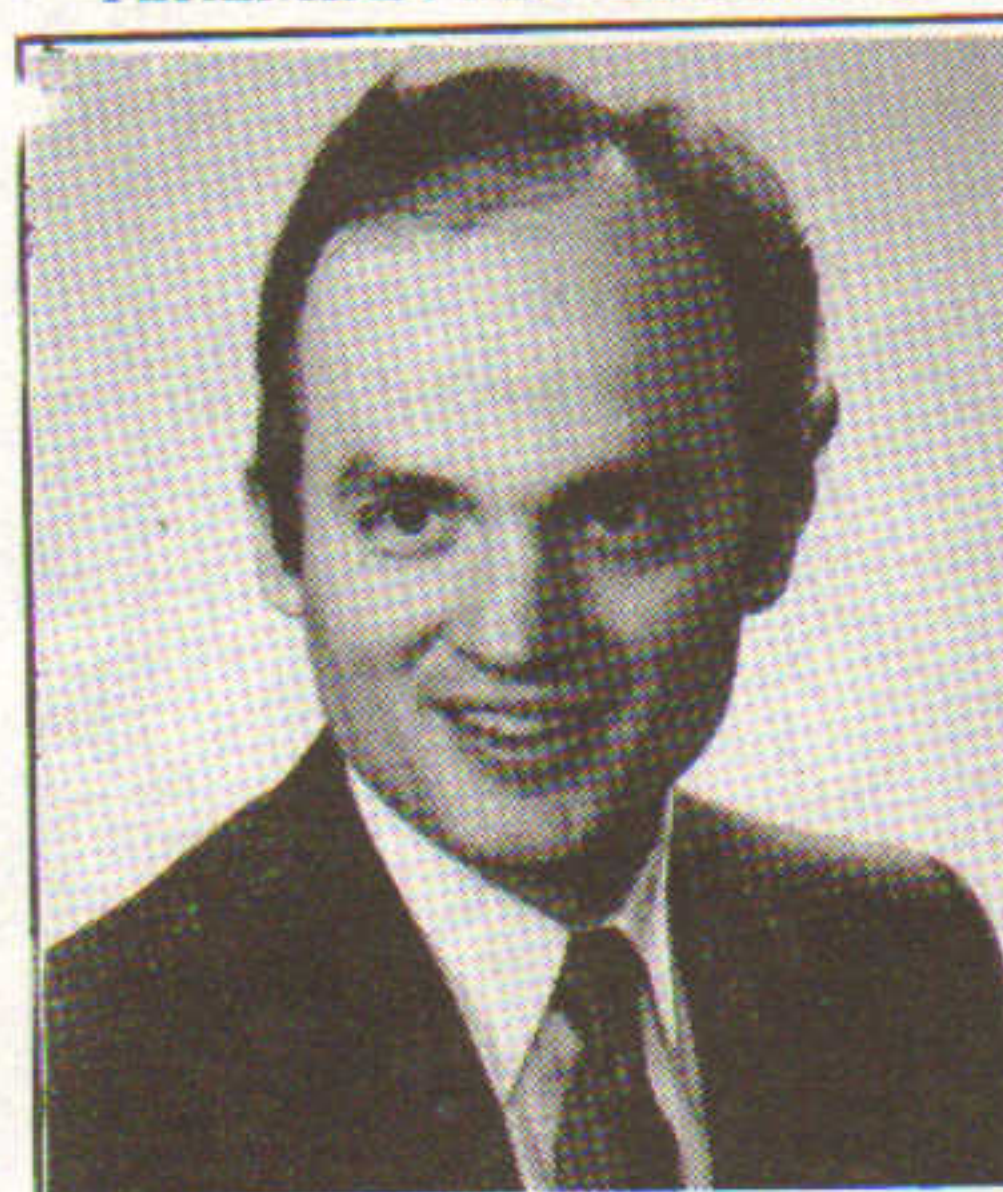
Merrill Diamond  
PARENCORP



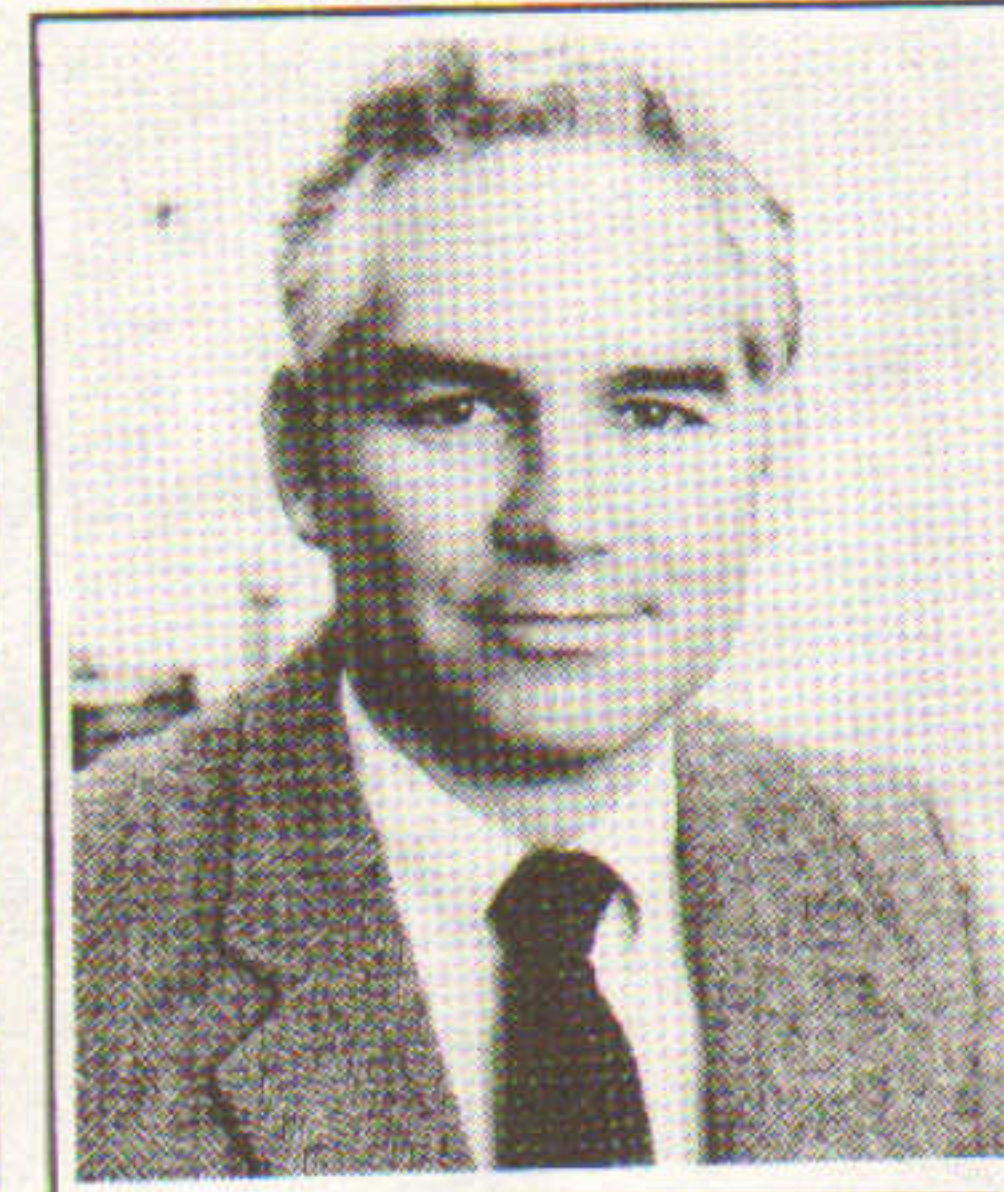
Randy Anagnostis  
FIP CORP



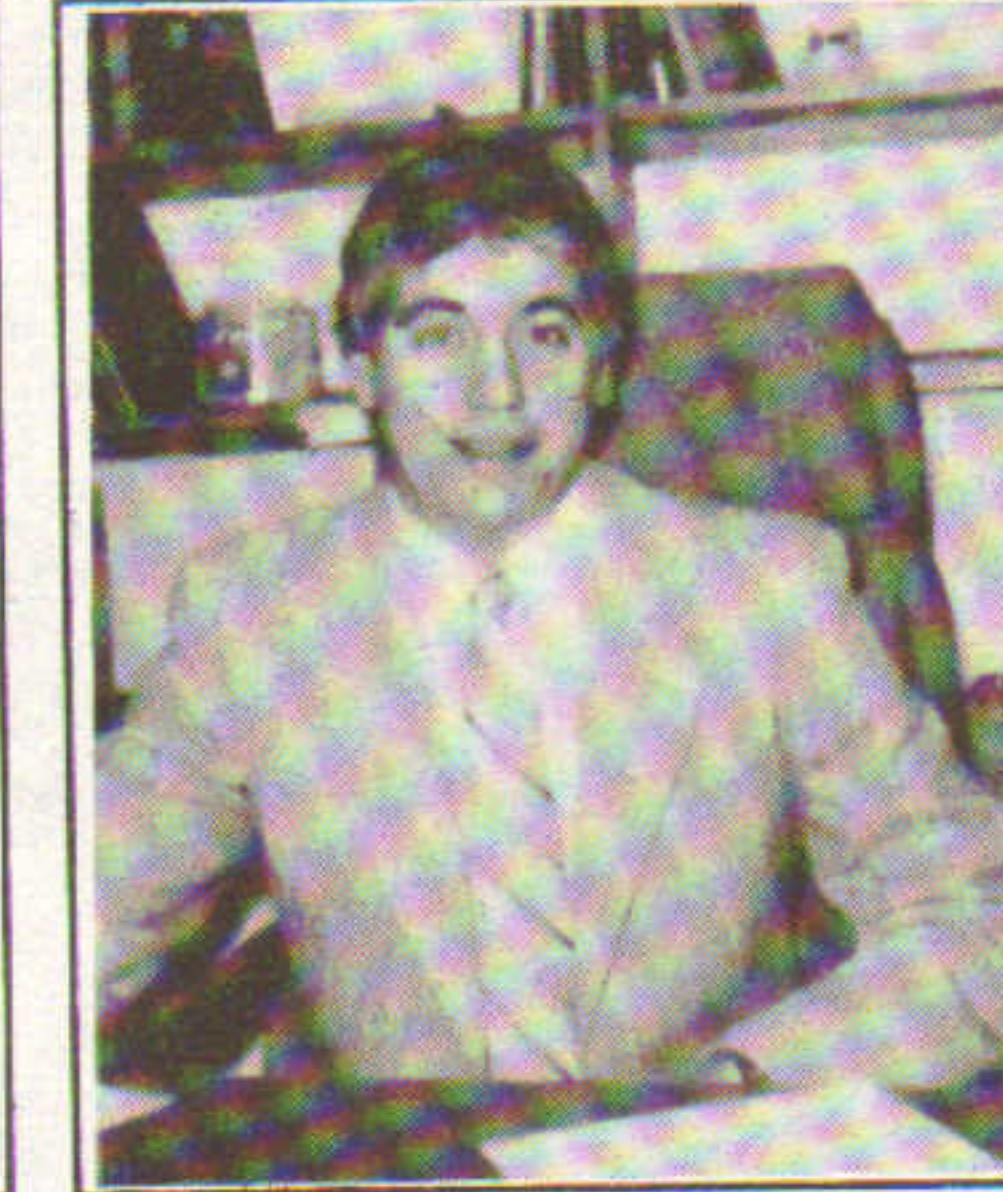
Maria White  
PLYMOUTH IND. COMM.



Joshua Massey  
METRO LIFE R.E. INV.



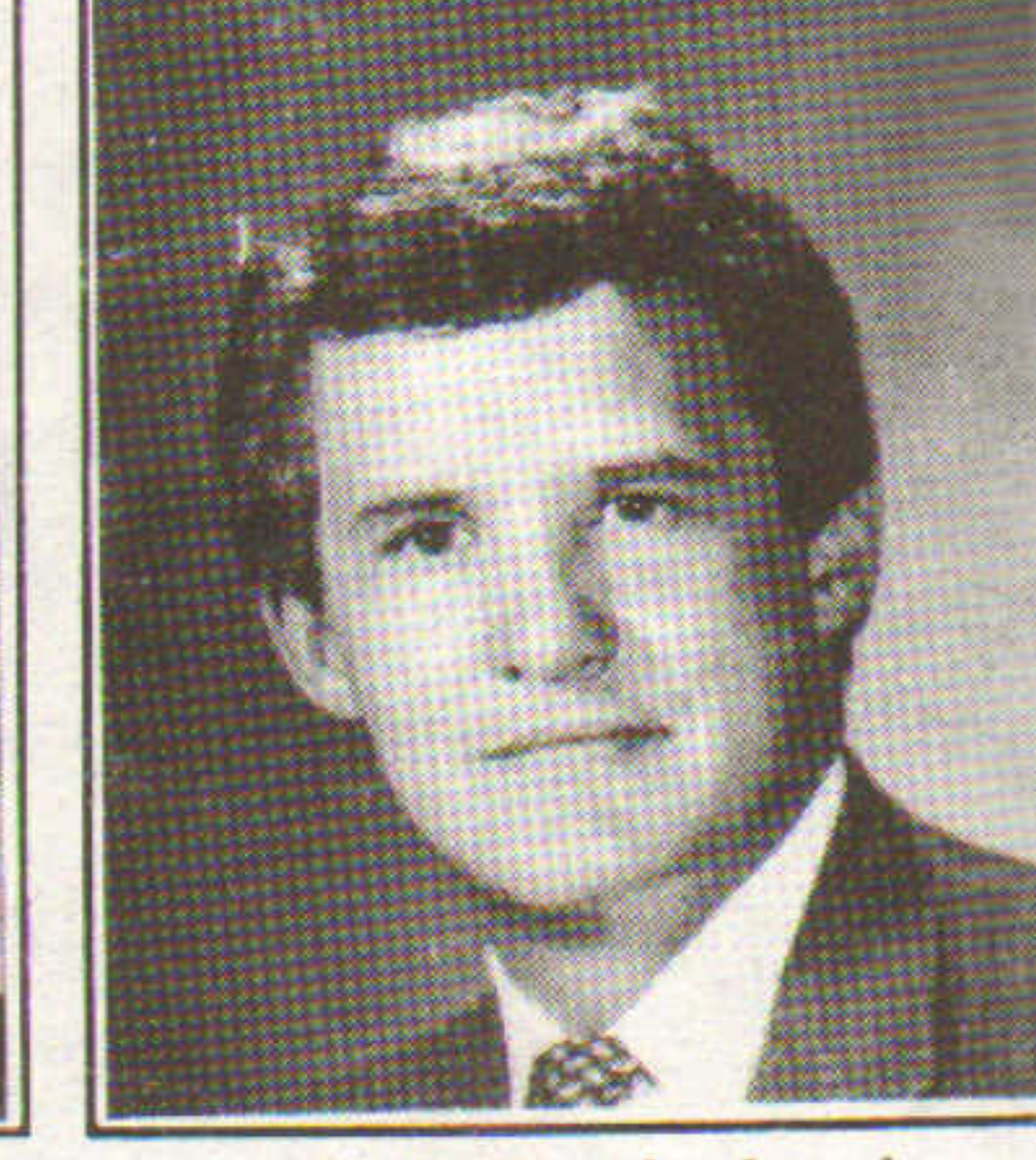
Robert Dow  
DOW REALTY



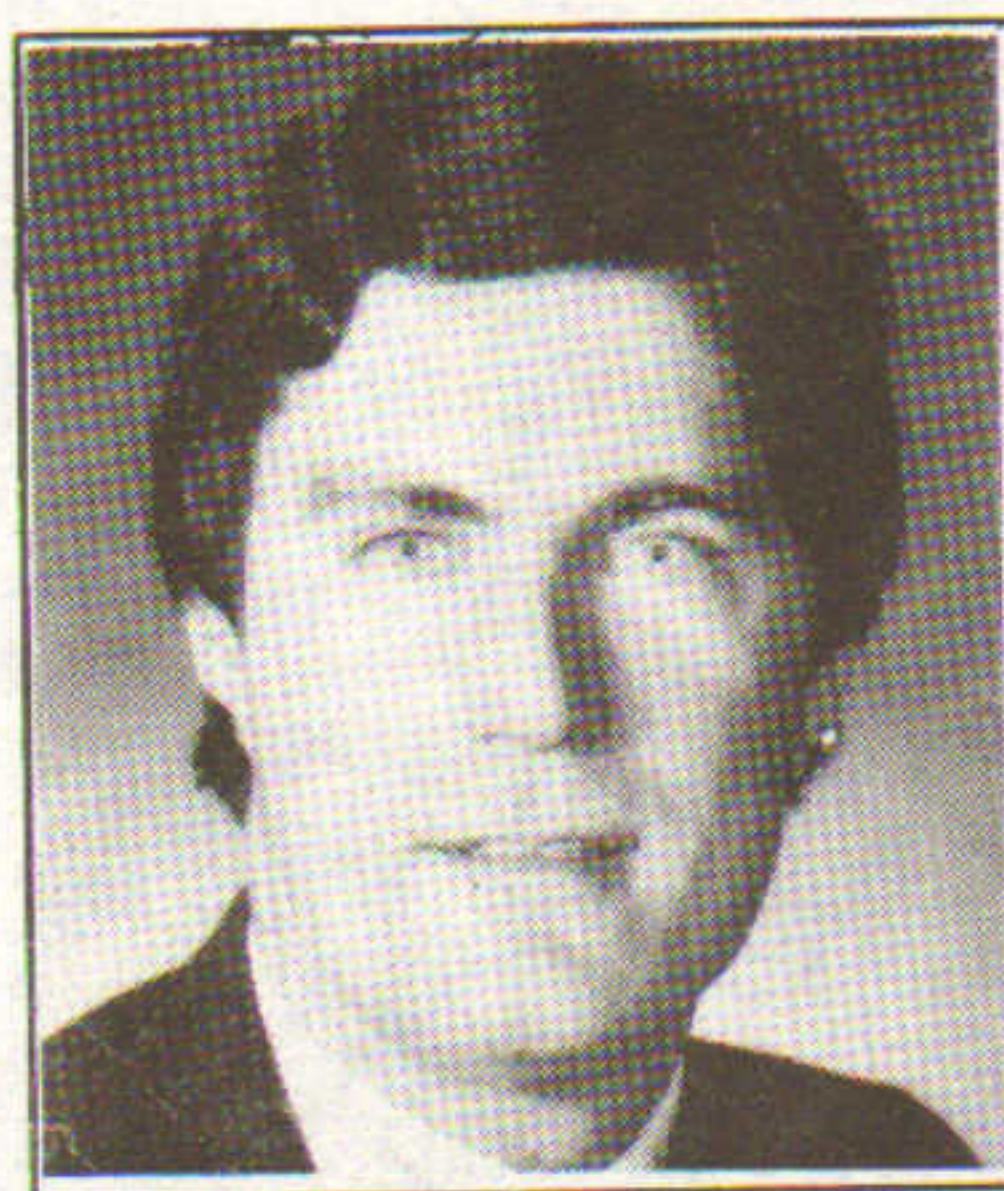
Michael Todd  
BEAVER CORP.



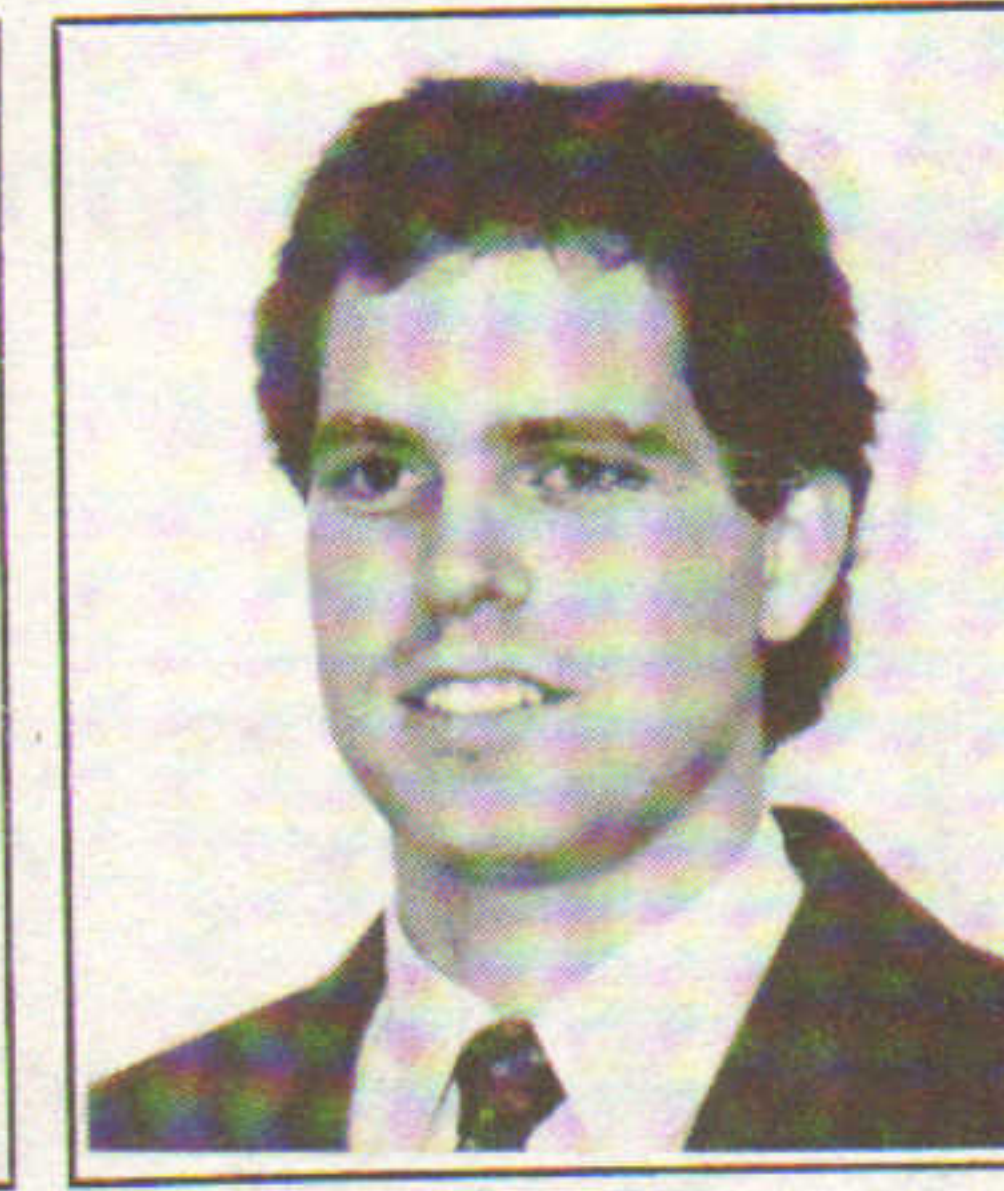
Frank Crotti  
COMM'L INV. GROUP



William Daughenbaugh  
CAPITAL REALTY SERVICES



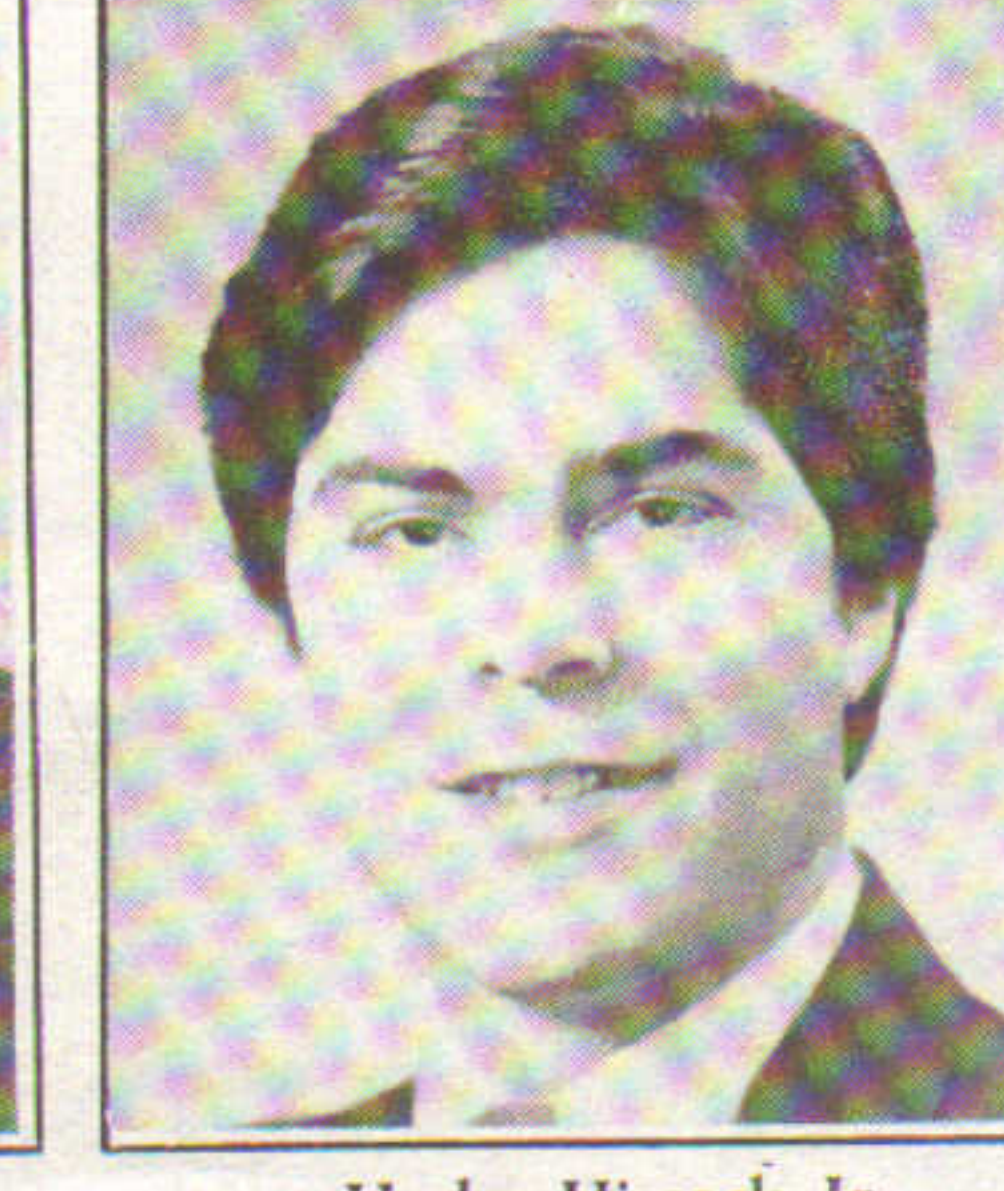
Andrew Boyle  
ALBERT D. PHELPS, INC.



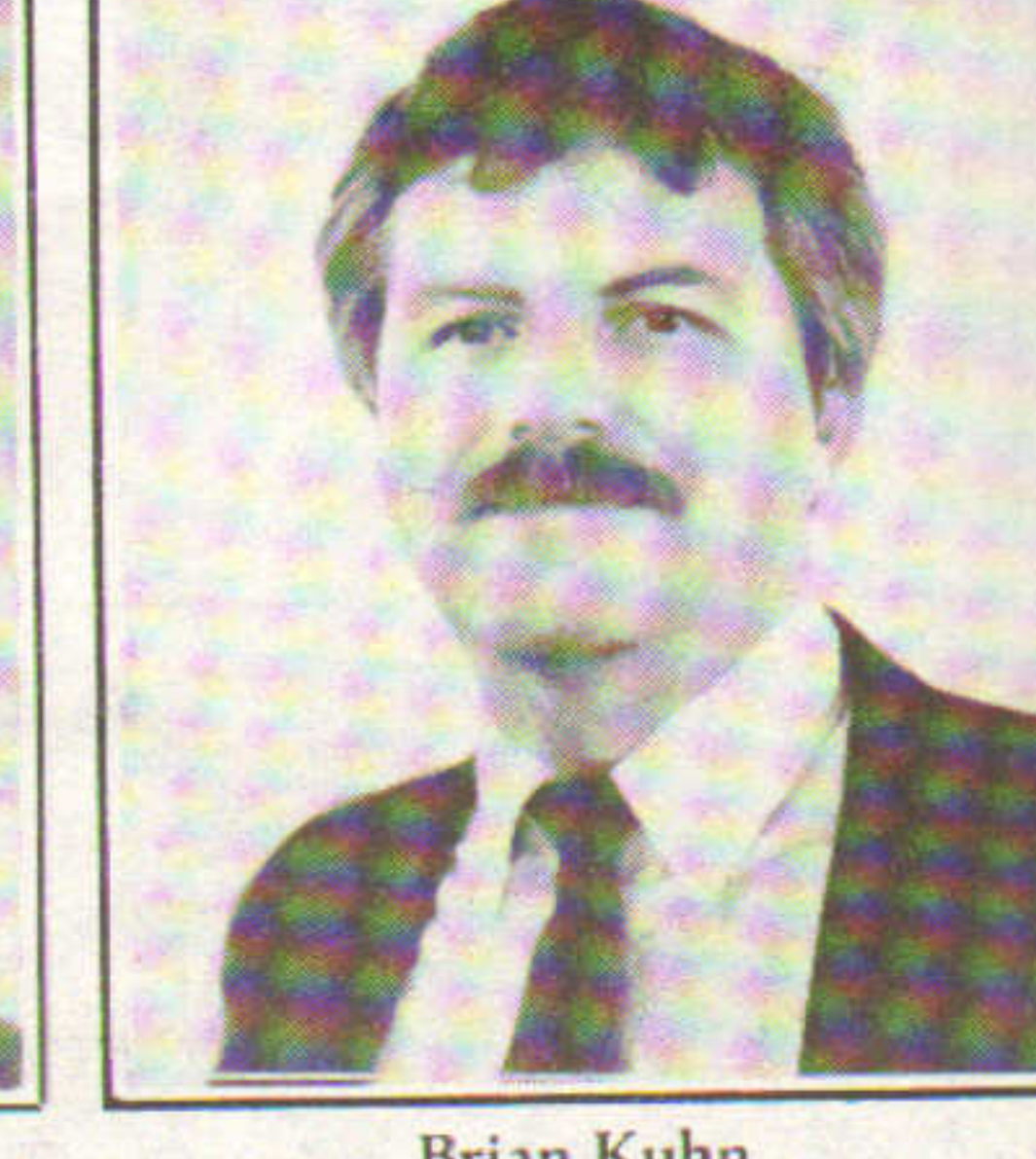
David Gilkie  
THE MUGAR GROUP



Daniel Settari  
COLDWELL BANKER ASSOCIATES



Harley Hiscock, Jr.  
CUSHMAN & WAKEFIELD



Brian Kuhn  
GULL REALTY, INC.



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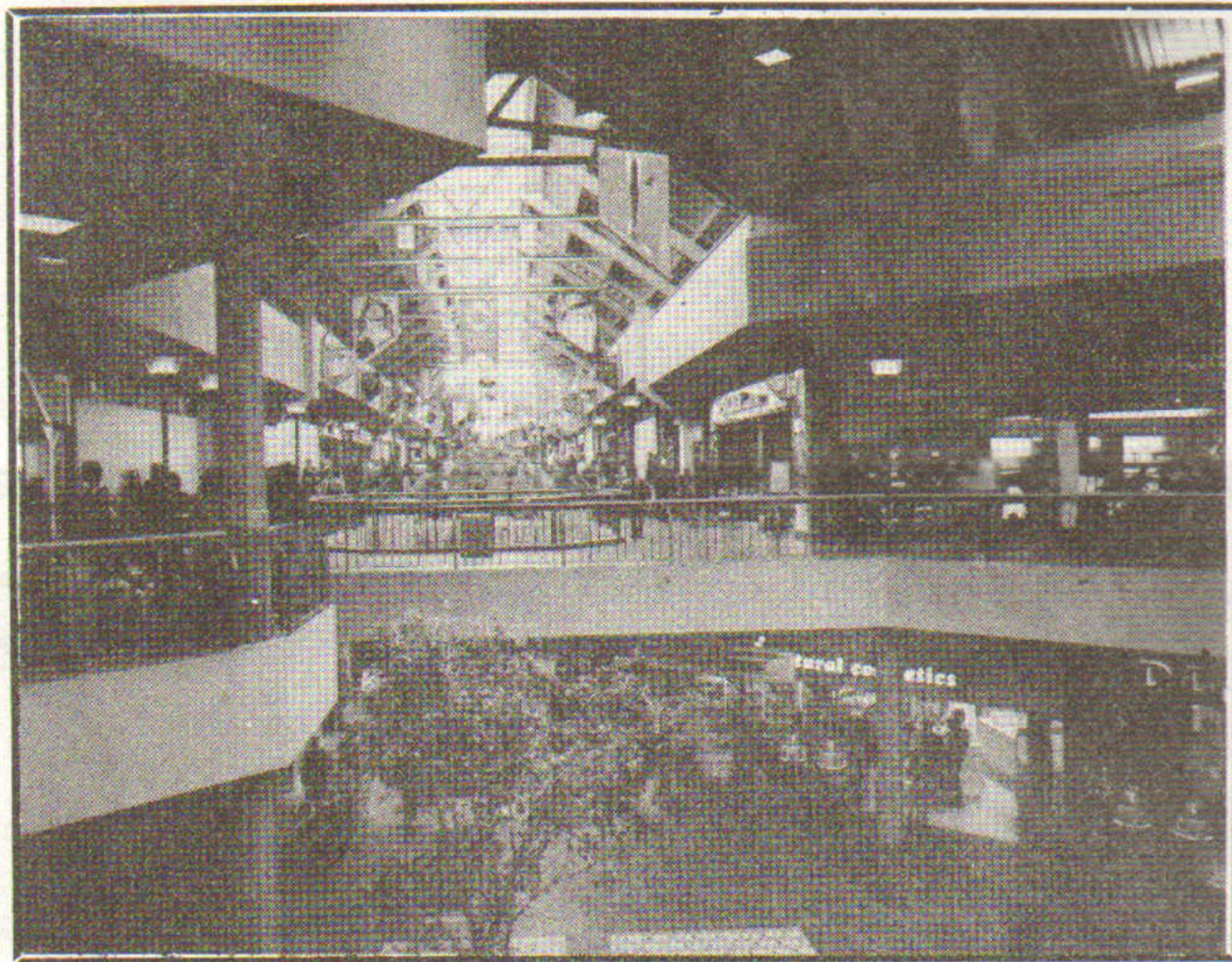
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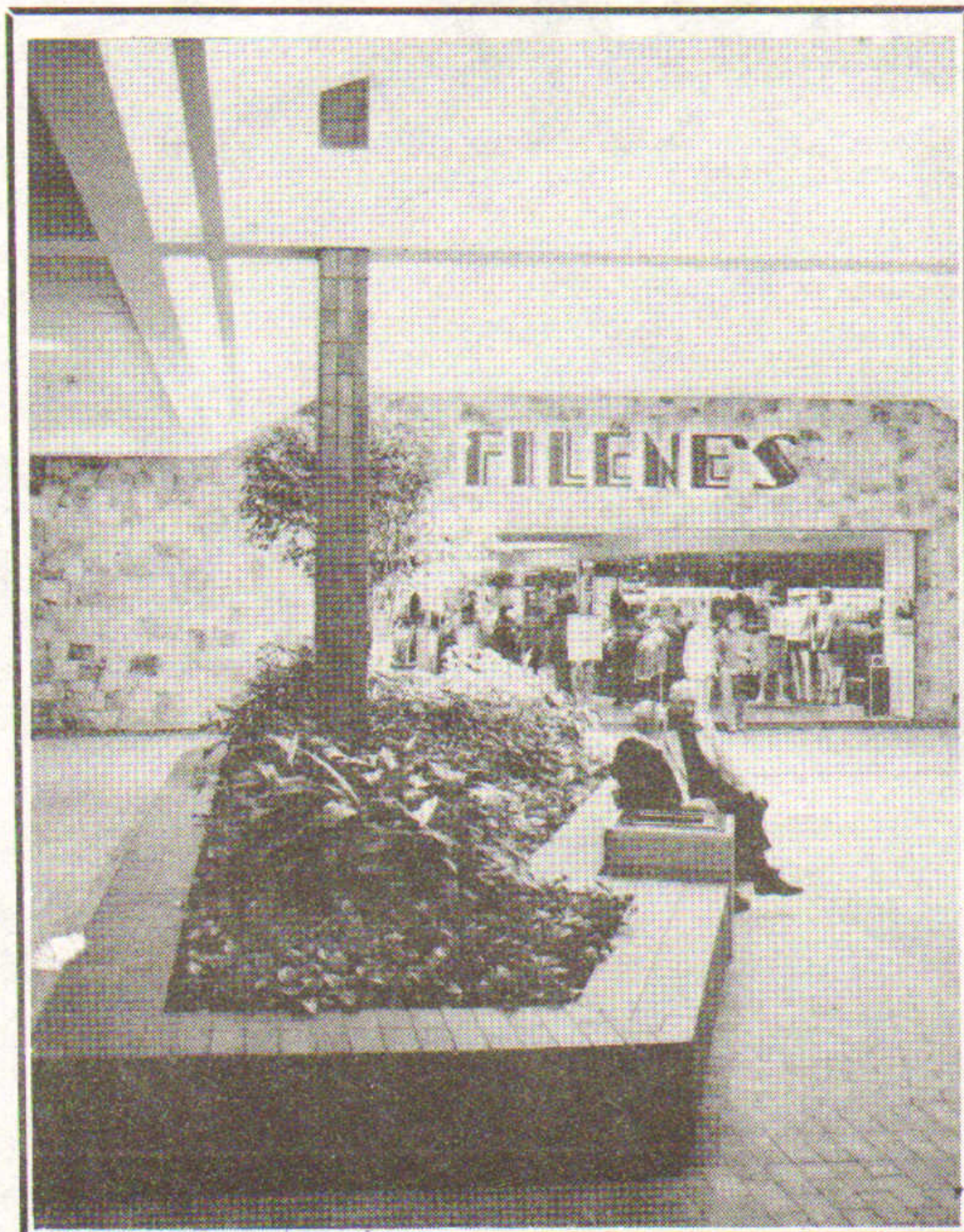
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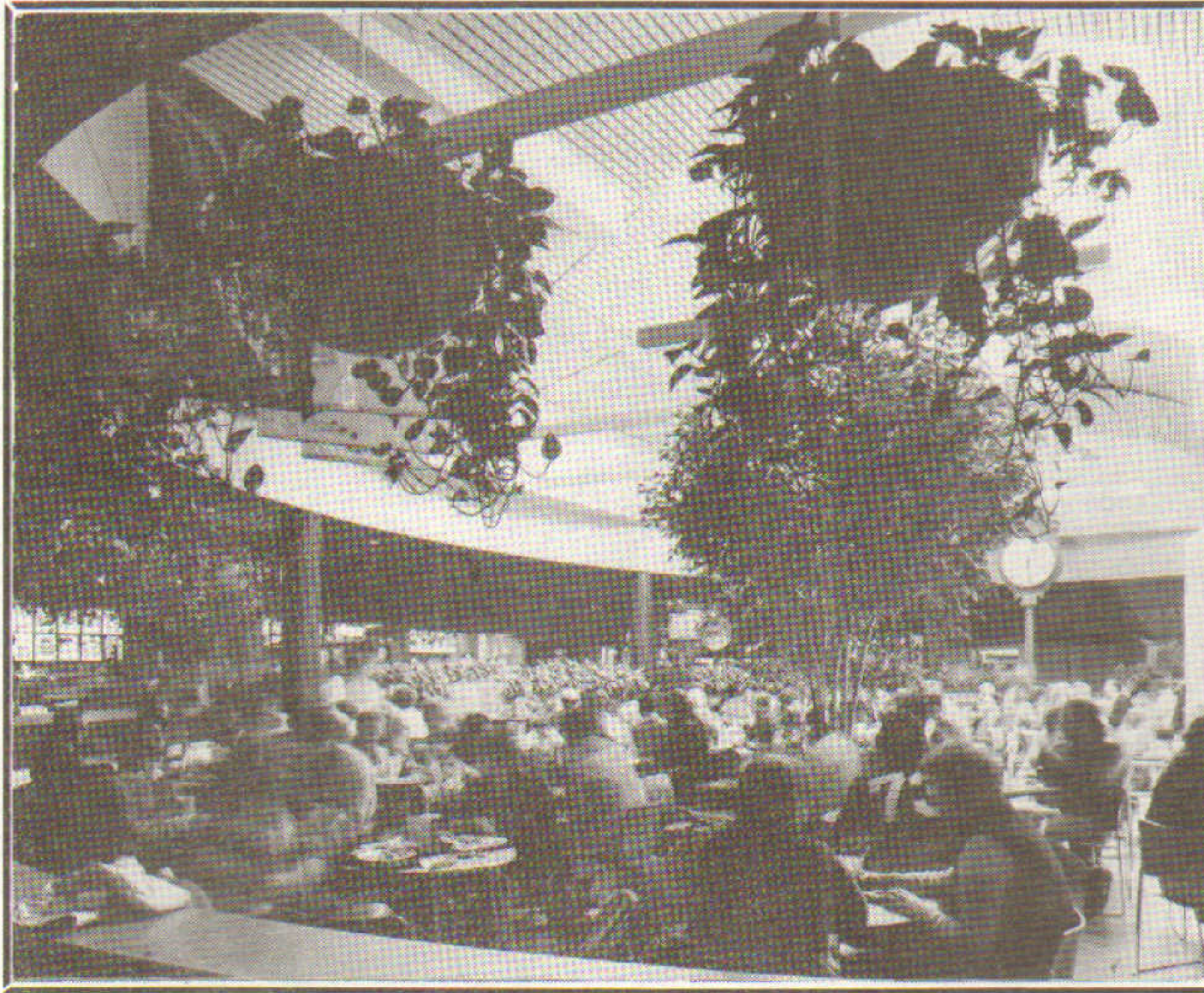
FOX RUN MALL

NEWINGTON, N.H.



MALL OF NEW HAMPSHIRE  
MANCHESTER, N.H.





LIBERTY TREE MALL

DANVERS, MA.



LIBERTY TREE MALL  
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- EMERALD SQUARE, NO. ATTLEBORO, MASS.
- MOUNTAIN LAUREL MALL, BERLIN, CONN.

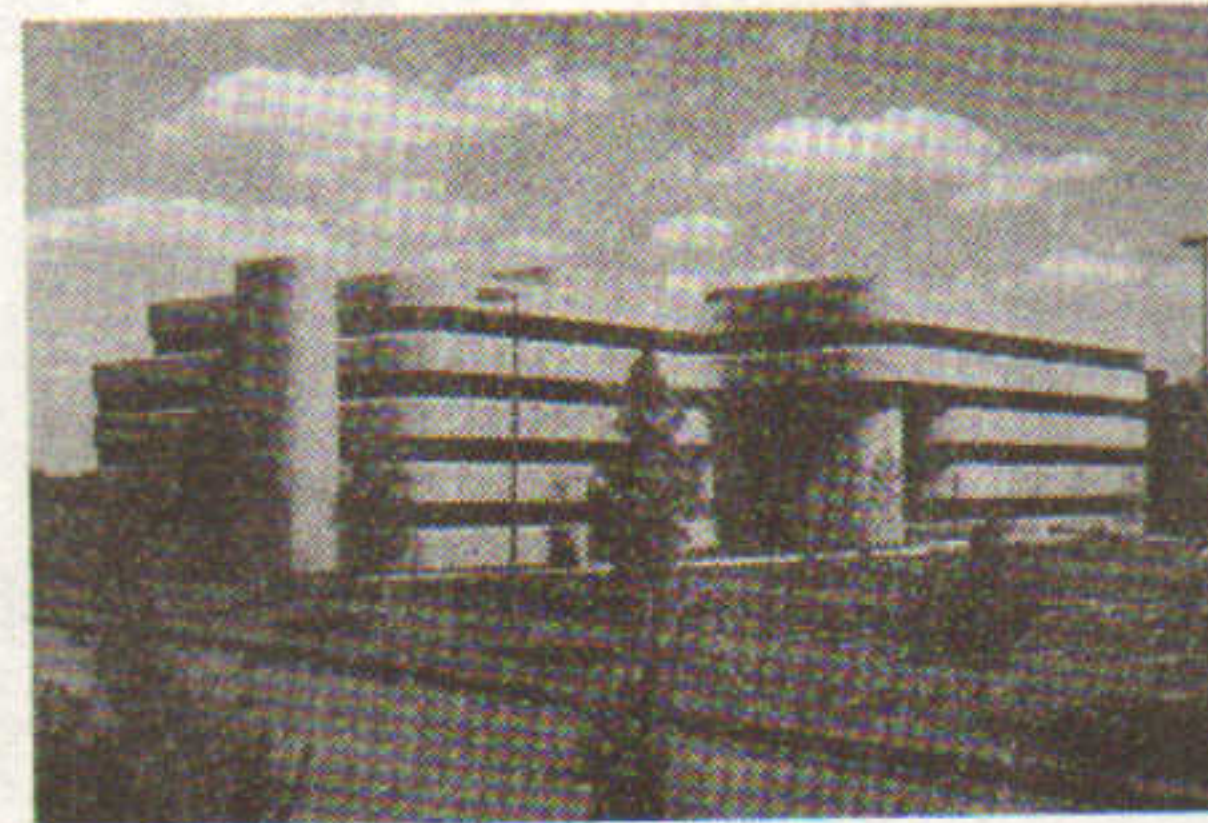
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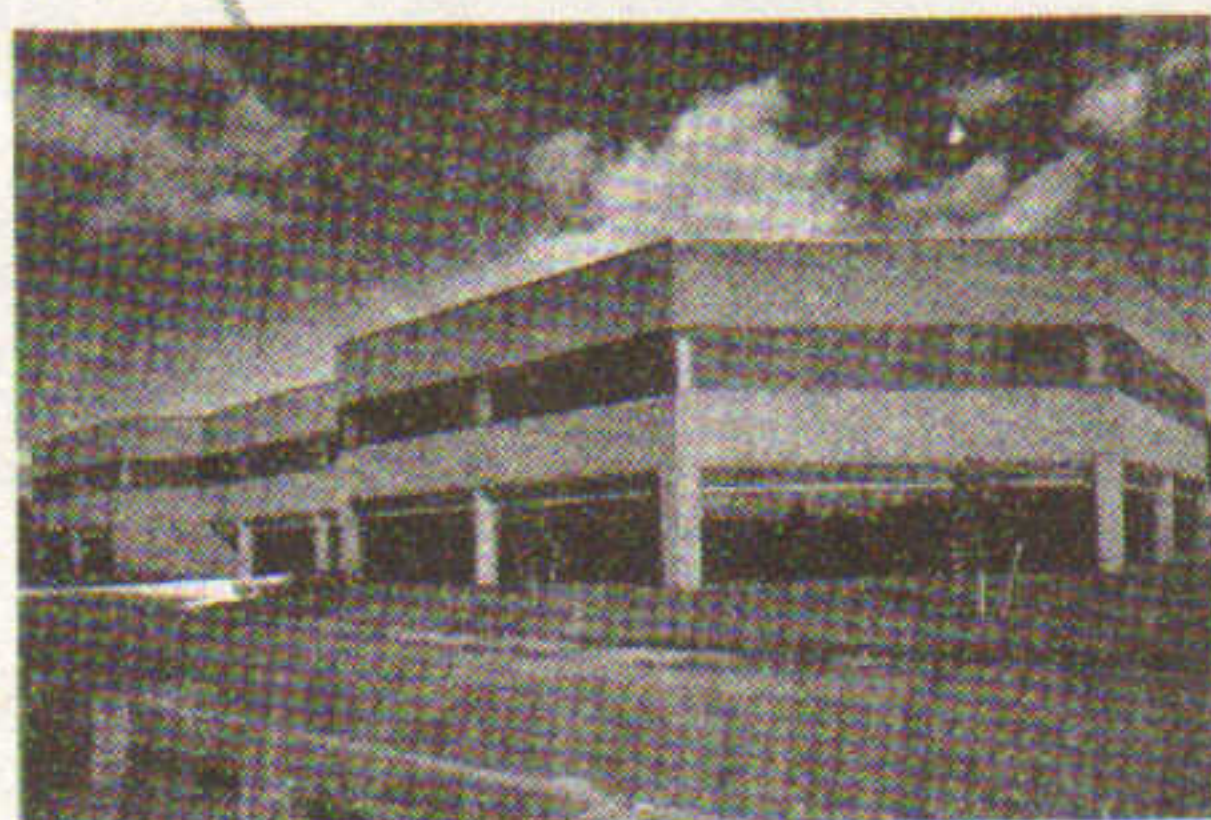
Andover  
Corporate Center

Mystic Center  
Medford

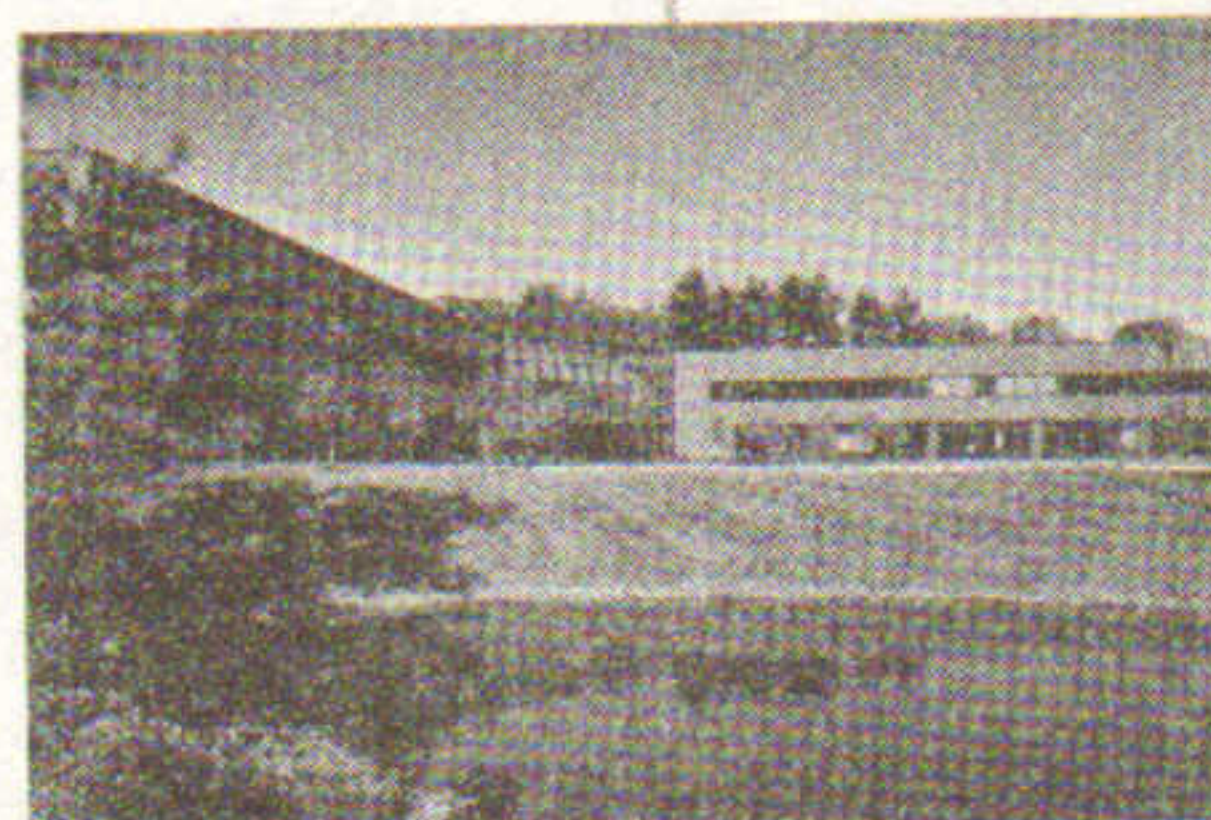
Waltham  
Corporate Center



Wellington  
Business Center  
Medford



Marlborough  
Business Centre



Hudson  
Corporate Center

Foxborough  
Business Center

Interstate 95  
Industrial Center  
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