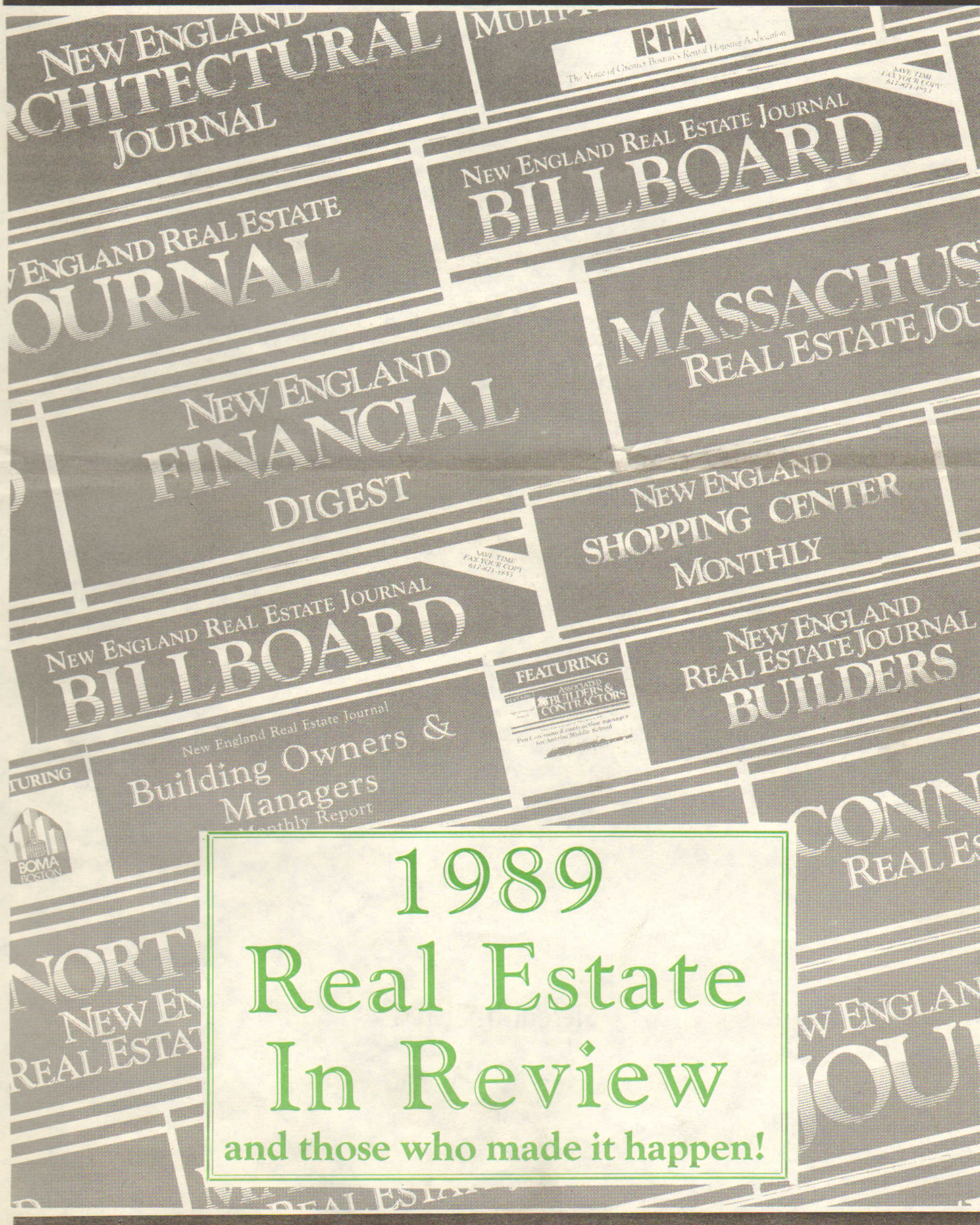


NEW ENGLAND REAL ESTATE JOURNAL

WINTER, 1989

SUPPLEMENT TO THE NEW ENGLAND REAL ESTATE JOURNAL

86 PAGES





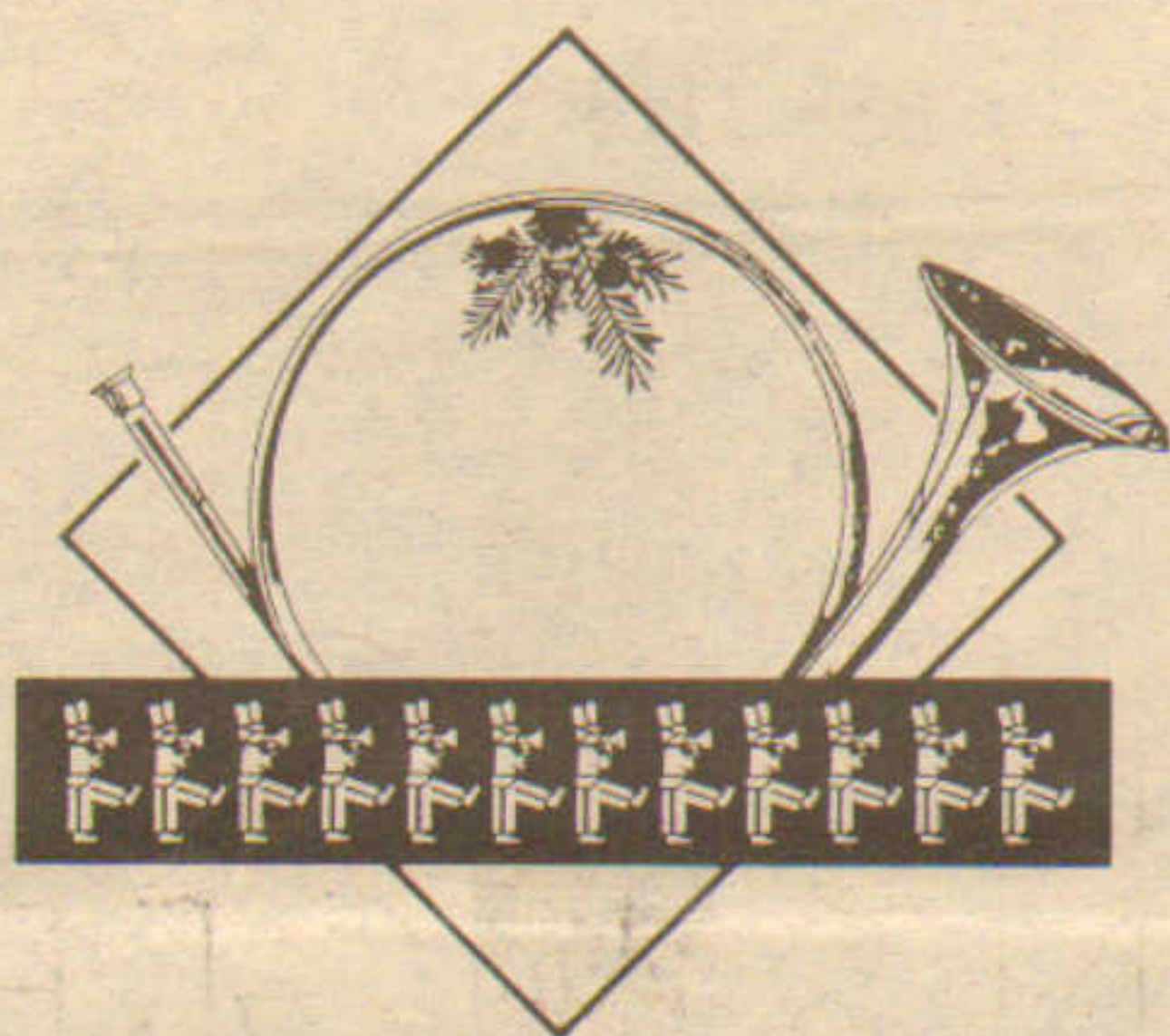
SEASON'S	❄️	GREETINGS
SEASON'S	🎄	GREETINGS
SEASON'S	📺	GREETINGS
SEASON'S	🔔	GREETINGS
SEASON'S	🎺	GREETINGS
SEASON'S	🎮	GREETINGS
SEASON'S	🌿	GREETINGS
SEASON'S	🍬	GREETINGS
SEASON'S	🎄	GREETINGS

FROM

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



Leggat McCall/Grubb & Ellis

Leggat McCall/Grubb & Ellis, Inc.
Exchange Place, Boston, MA 02109-2809 (617) 367-1177
Bay Colony Corporate Center
950 Winter Street, Waltham, MA 02154-1208 (617) 890-8887

JANUARY

Condyne, Inc. & General Inv. & Dev. Co. plan 2.4m s/f Middleborough (Mass.) Corporate Ctr., a \$125m project.

Coldwell Banker brokers sale of 60,000 s/f building at Cedar Hill Business Park, Marlborough, for \$4.15m.

Cushman & Wakefield sells 23,500 s/f distribution building in Loudon, N.H. to Penny Press for \$850,000.

Spaulding & Slye builds 137,000 s/f \$12m offices at 100 CambridgePark; Eduardo Catalano architect.

Columbia Construction restores 42,000 s/f at 585 Commercial St. on Boston waterfront, a \$3.5m project.

Thomas Farrelly of Cushman & Wakefield brokers \$1.2m sale of 72,000 s/f bldg. in Pittsfield, N.H.

Condyne Inc. designs/buildings 167,000 s/f \$9.2m site at Plymouth Ind. Park (Mass.) for KAO Infosystems.

Peter Farnum & Nickerson Fairfield of Ryan, Elliott & Co. sell 4,400 s/f in Back Bay office/retail for \$1.8m.

Algonquin Builders starts 250,000 s/f offices for Nynex in Middleton, Mass.; Keyes Associates architect.

Triad Group & Hunneman Commercial cobroker 80,000 s/f Billerica sale for Howland Dev. to Ginsburg Brothers.

Chapman, Halvorsen & Porcaro get \$12m Chase Manhattan loan to rehab 360,000 s/f mill in Manchester, N.H.

William Warner & Robinson Green Beretta design \$40m 120 unit India Point Club, Providence, condominiums.

Sasaki Assoc. designs 152,000 s/f \$25m Ford Sports Center at Brandeis University with Red Auerbach Arena.

Grossman Cos. buys 92,500 s/f Plaza Executive Ctr. in Braintree for \$10.15m; C&W and Conrad Group cobroker.

James White & Ptrs. and Trammell Crow Co. named for \$20m Custom House, Boston, rehab; DTS & BBB architects.

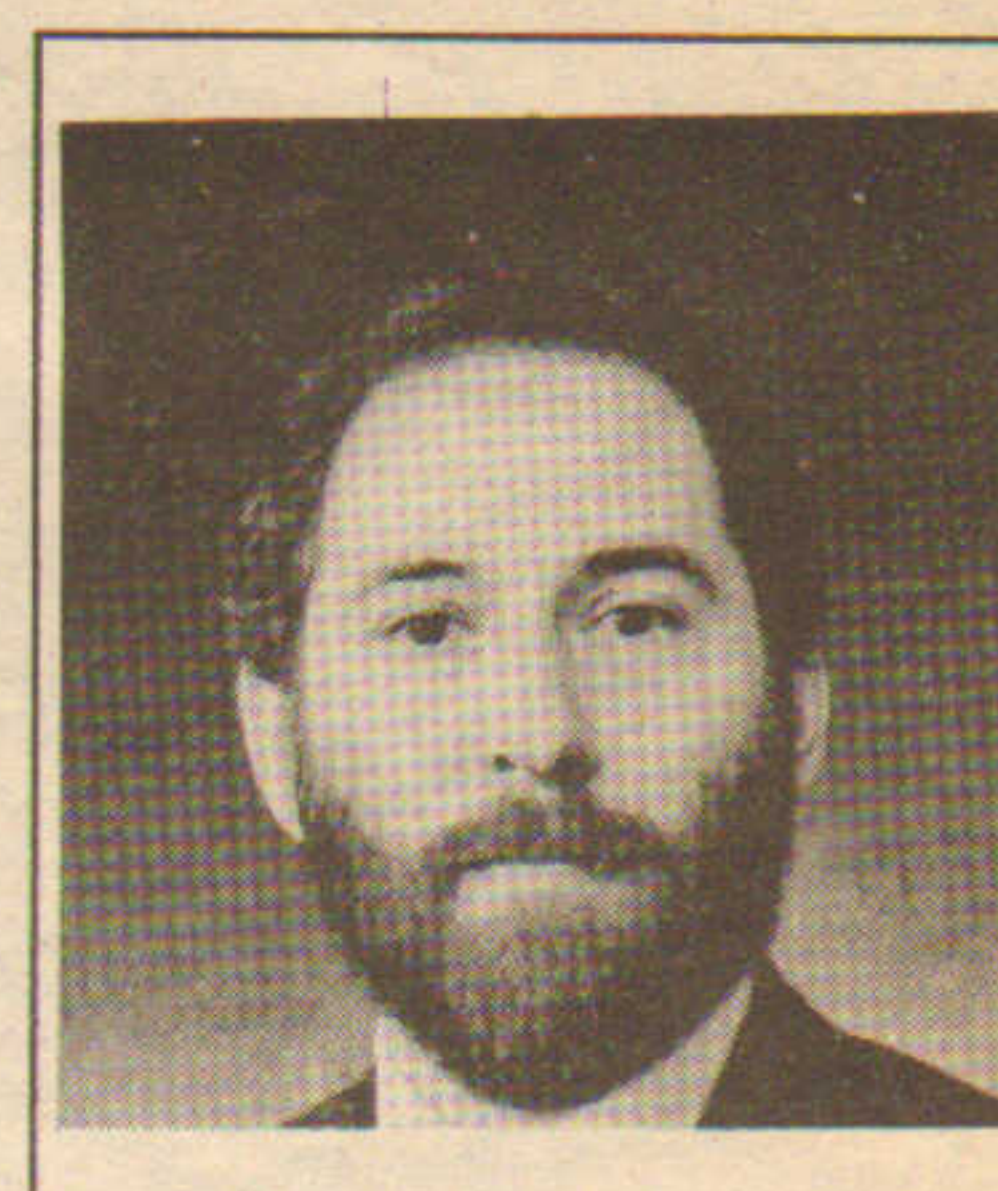
Chris Catjakis buys 400,000 s/f site in Chicopee for \$1.33m; appoints R.M. Gallivan broker.



George Lovejoy
MEREDITH & GREW



Richard Ashworth
ASHWORTH MORTGAGE



Michael Konover
KONOVER & ASSOC.



Thomas Walsh
CODMAN ASSOCIATES



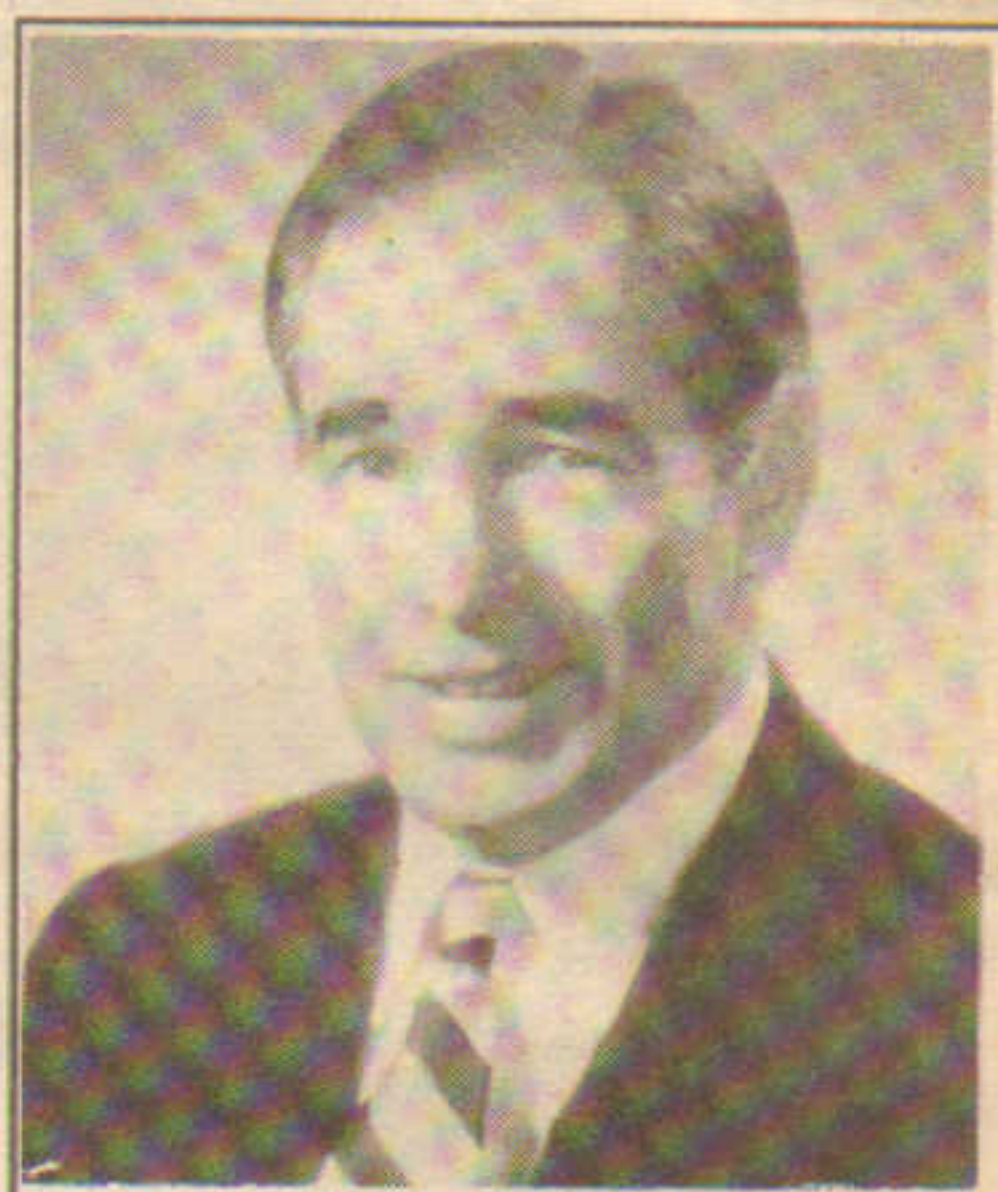
Richard Bronson
BRONSON & HUTENSKY



Carl Traub
CUSHMAN & WAKEFIELD



John Fallon
R. M. BRADLEY



Peter Forrester
CABOT, CABOT & FORBES

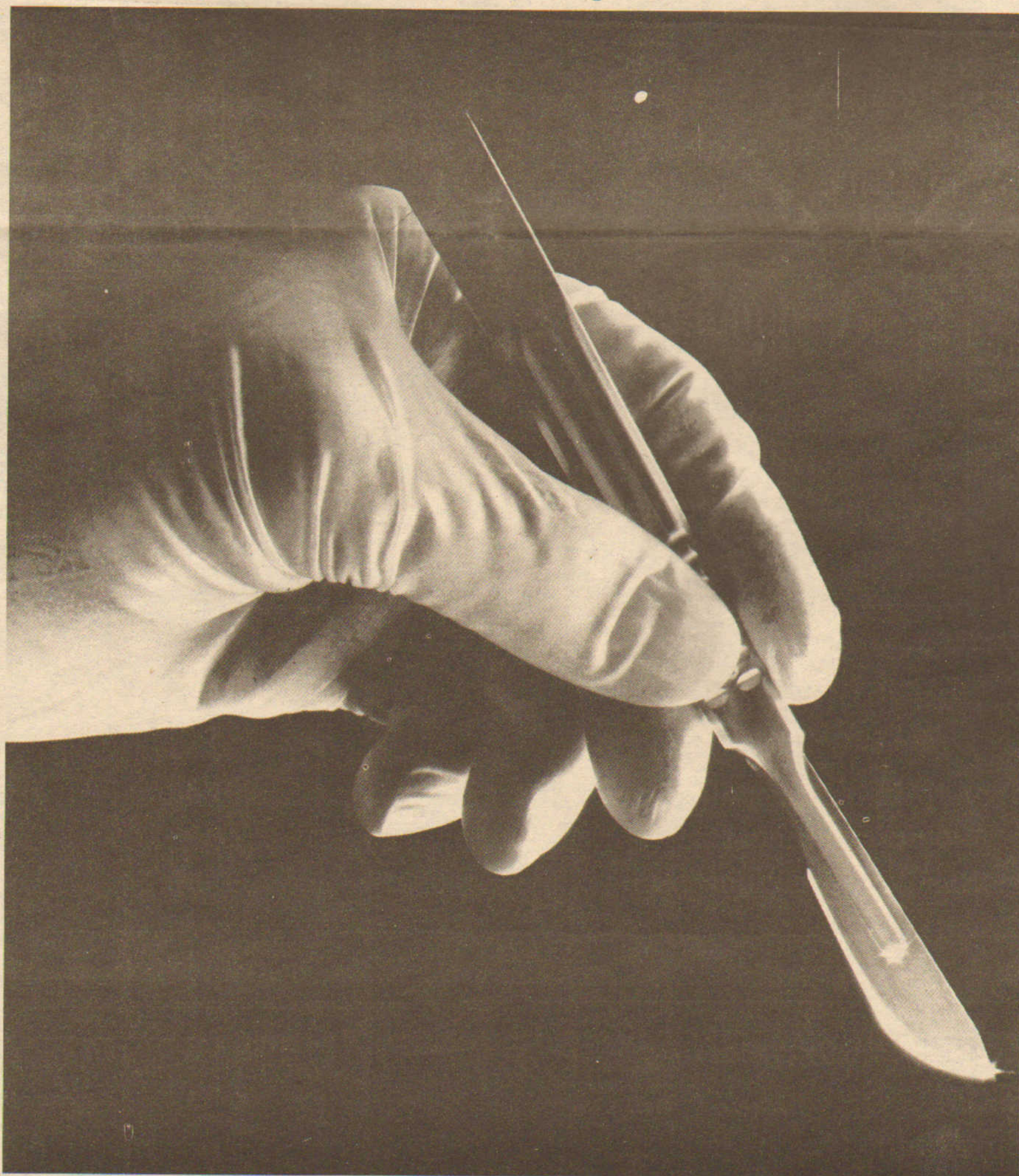


Peter Small
SPAULDING & SLYE



Richard Eicchorn
JAYMONT PROPERTIES

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NEW ENGLAND CHAPTER NO. 7
Ms. Lisa Pereira, Executive Secretary
24 School Street, Boston, MA 02108
617/523-2910



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space or build-to-suit? National and international corporate neighbors? Top-notch, on-site property management? Come and see for yourself why we call it the "Big Apple." Once you do, we're sure you'll pick Metropolitan Corporate Center. For more information contact Codman Associates, Exclusive Leasing Agent, at (617) 348-3800.



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JANUARY

Codman Assoc., Hamlen Collier & Meredith & Grew lease 52,522 s/f in Back Bay for Lester Grant & Barry Hoffman.

Macomber Const. renovates 157,000 s/f at 251 Causeway St., Boston, for Vazza Assoc.; Jung/Brannen architect.

Alan Ball, Charles McGill & Sargent Nichols buy \$4.8m 111,451 s/f in Peabody from Stern Family Trust.

McCormack, Baron & Assoc. & City of New Haven will develop a \$105m 530 new and rehab unit apt.

Thomas & William Zoppo building 53,000 s/f at Brookside Park, Norwood; appoint R.M. Bradley & Co. agent.

Cushman & Wakefield brokers 405,000 s/f, 35 acre Apple Hill in Natick for Stimpson Prop. & Bond Bros. for \$28m.

Boston Financial Group & Bank of Boston arrange \$22m mortgage for John Corcoran Co.'s 220 unit Andover Commons.

Ken Hecht & Brian Kelly of Coldwell Banker sell \$1.4m 14,000 s/f site in Newton to Bigalow Oil.

James Perrine of The Waverly Corp. brokers \$1.3m sale of 4.8 acres in W. Springfield, Mass. for KW Dev. Trust.

LBC starts \$3.7m 36,000 s/f Eaton Place at Centennial Park, Peabody, for Reedy; SPT Corp. marketing agent.

Jung/Brannen & Boston Society of Architects buys \$2.3m 8,954 s/f Boston building for new BSA headquarters.

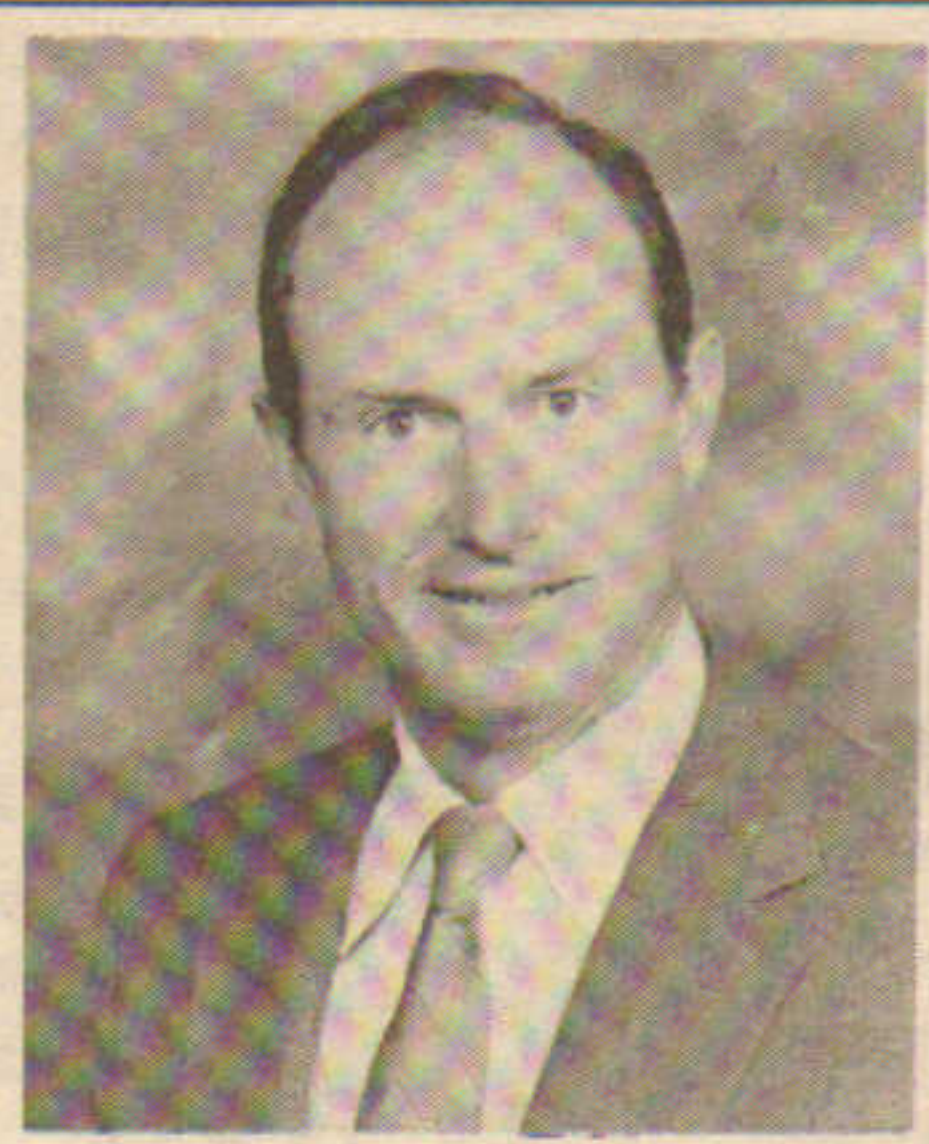
Frederic Weldon of Corporate Space brokers 13,000 s/f Andover, Mass. buildings for \$1.1m to Robert Finlayson.

Codman Co. starts \$60m 164 unit condo community in Bedford, Mass. for Pickman Family on 294 acres.

Philip McGuinness of The Stratton Group brokers the \$2.38m sale of a 22,000 s/f retail strip in Falmouth, Mass.

Carriage Trade Dev. gets \$2.1m from Somerset Savings Bank for 26 affordable condos in Harwich on Cape Cod.

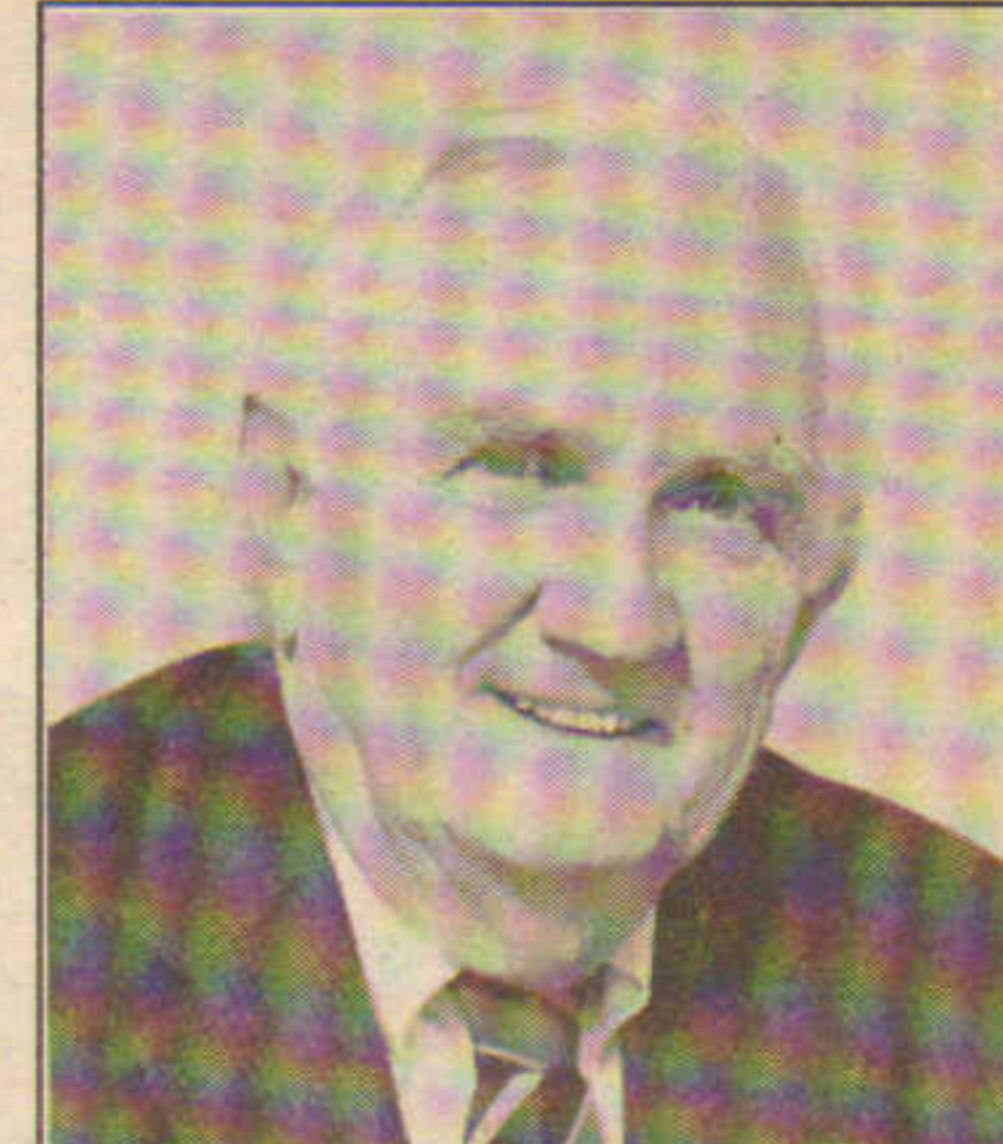
Marriott Hotels plans \$200m expansion program for its three hotel chains in the Boston area.



Pratt
HUNNEMAN COMMERC'L



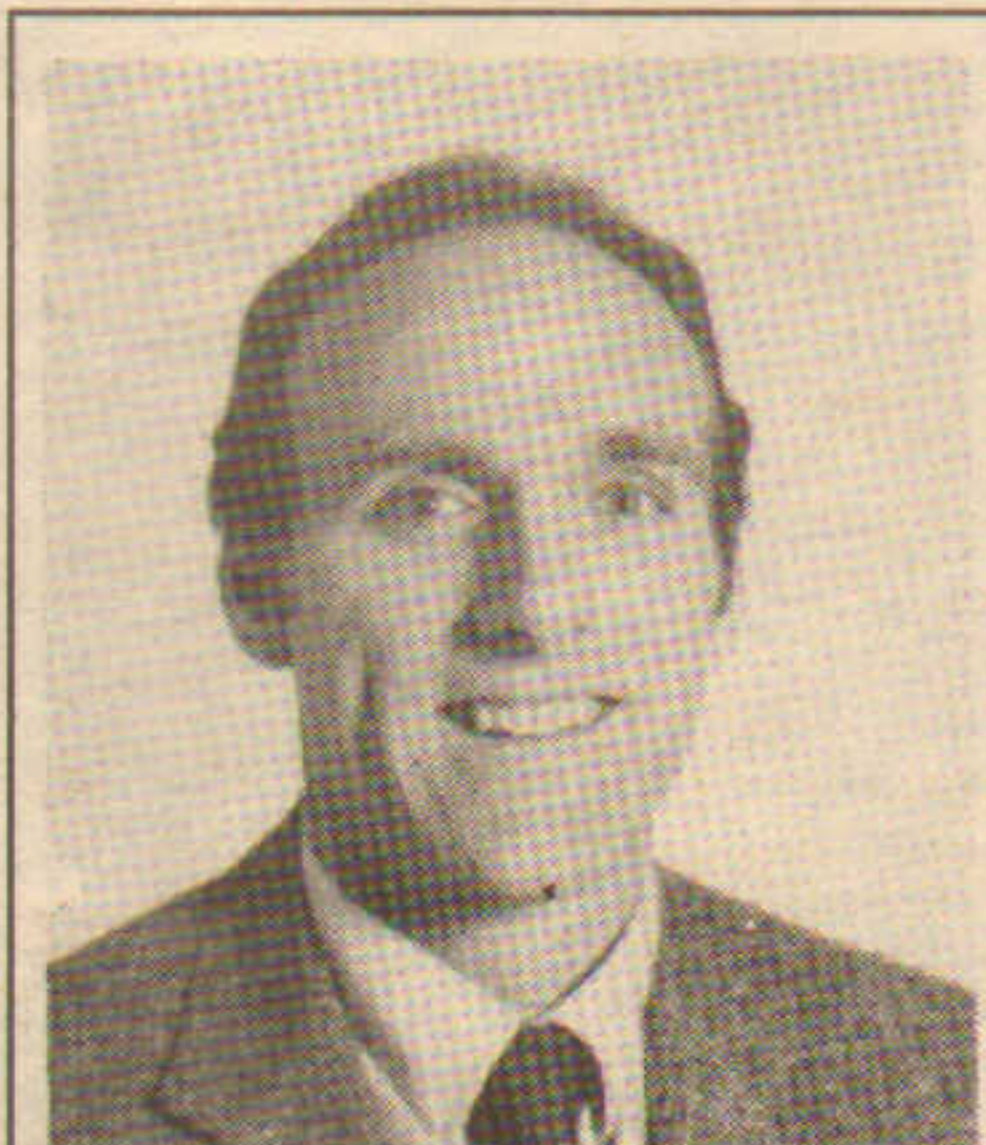
William McCall Jr.
LEGGAT McCALL/ G&E



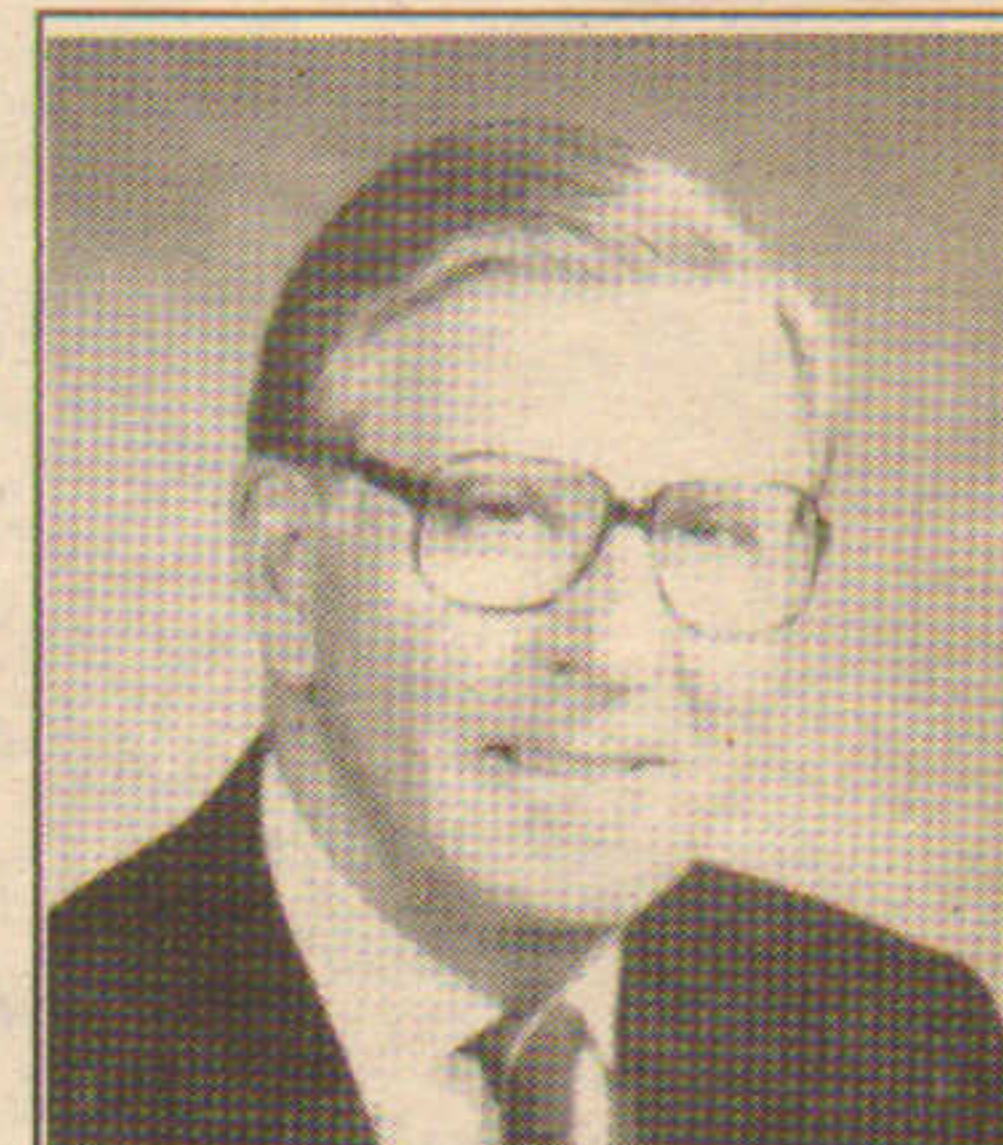
James Sullivan
SULLIVAN DESIGN



Joseph Bettencourt
CAMPANELLI REALTY



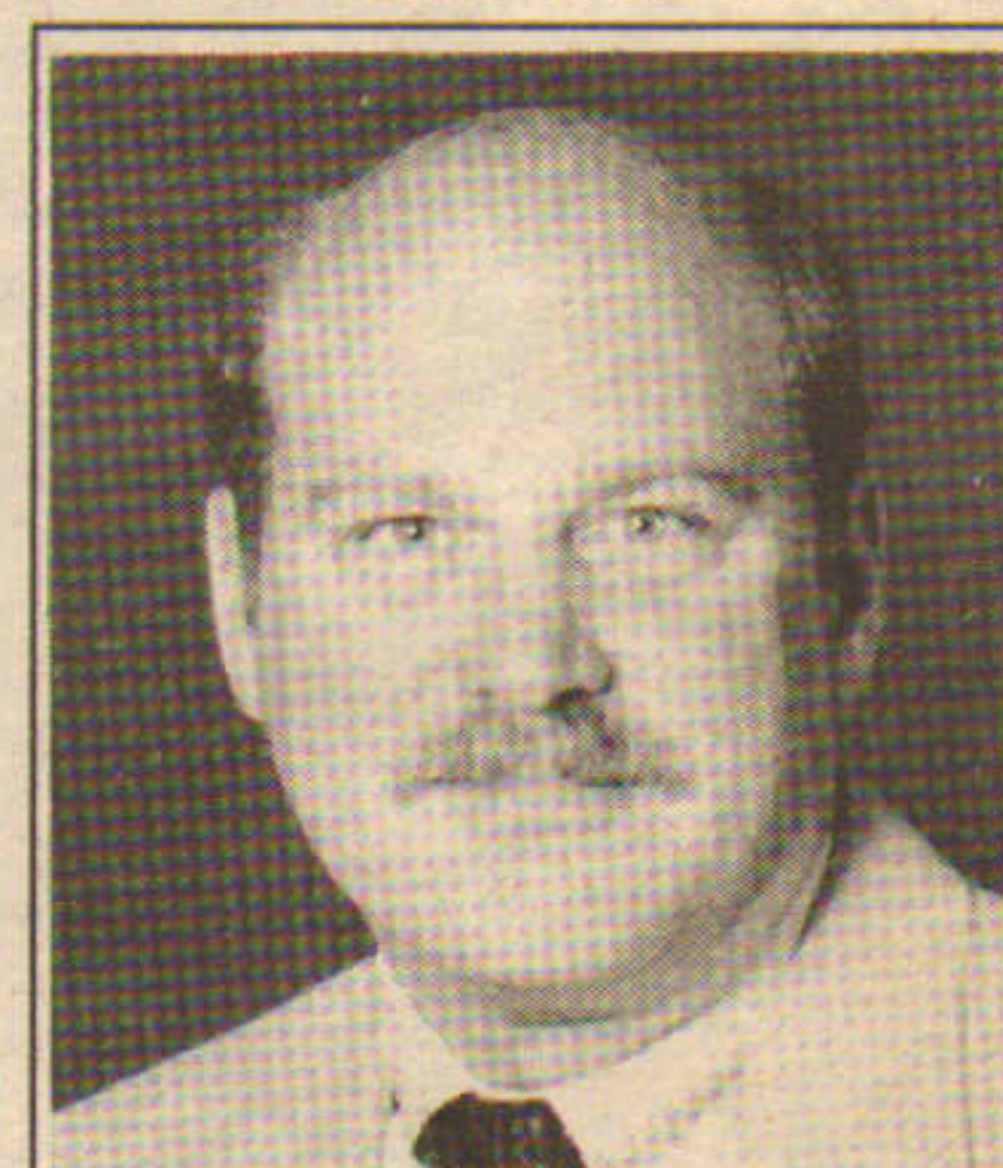
John Kellar
WILLIAM KELLAR, INC.



Norman Leventhal
BEACON COMPANIES



Fran Donlan
DONLAN MORTGAGE



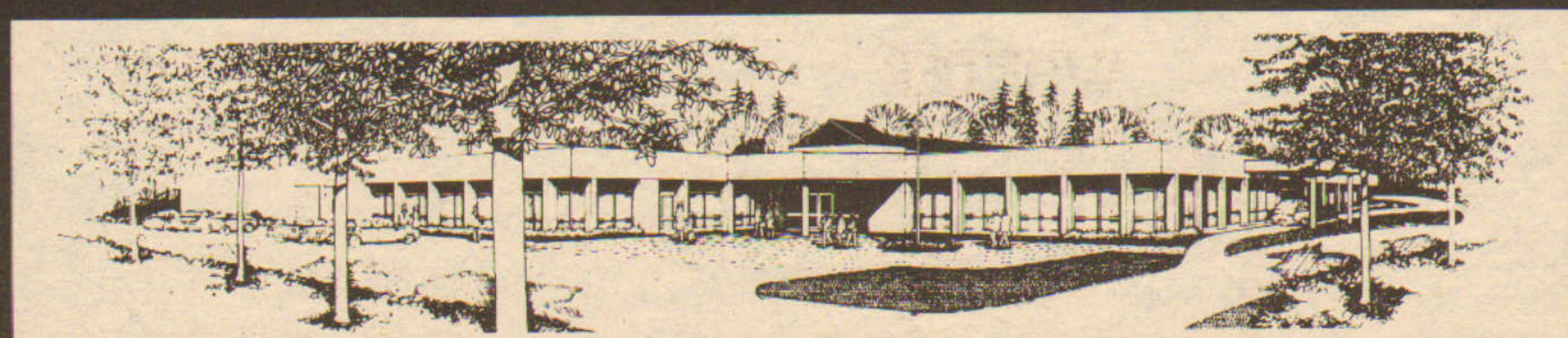
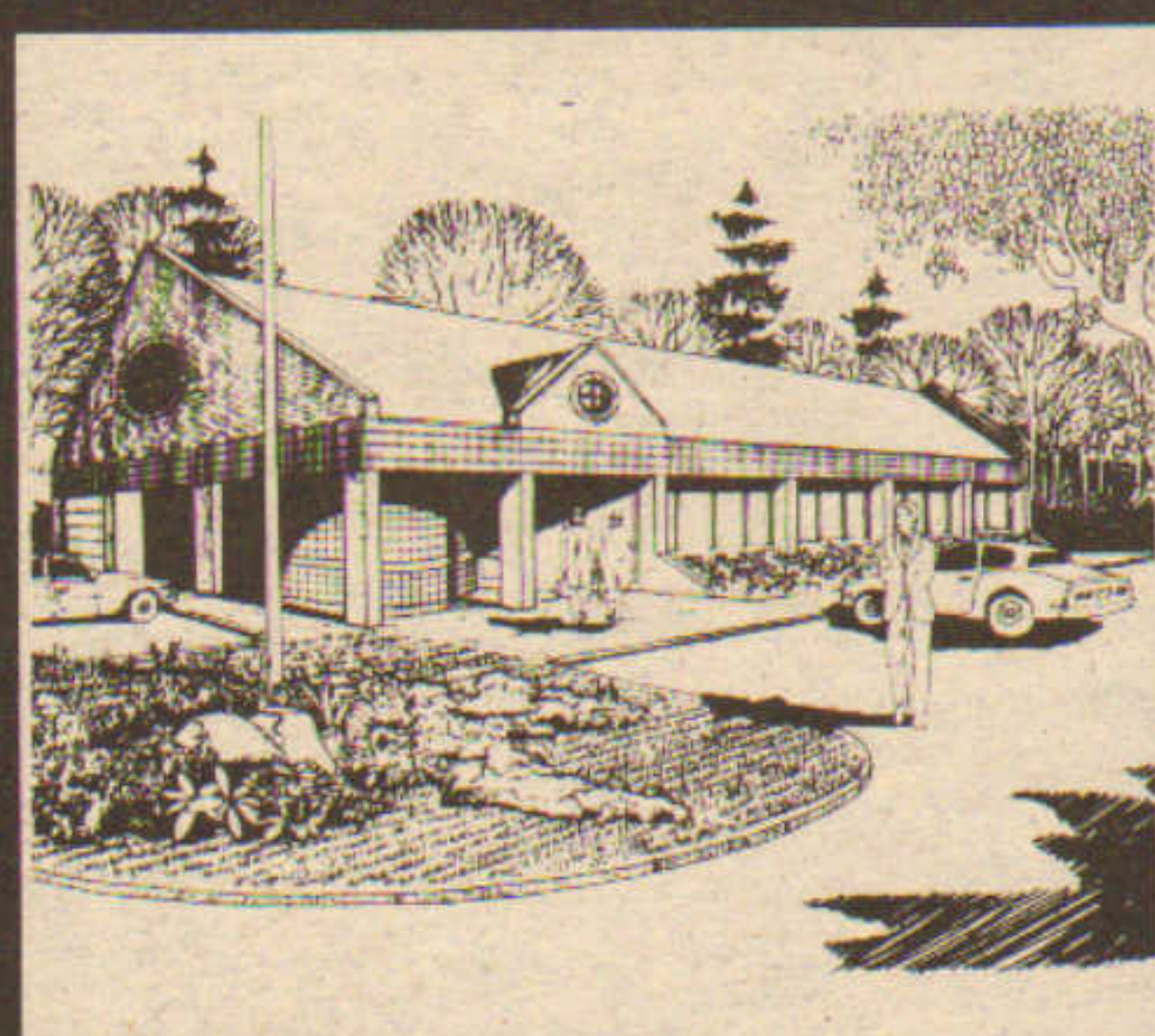
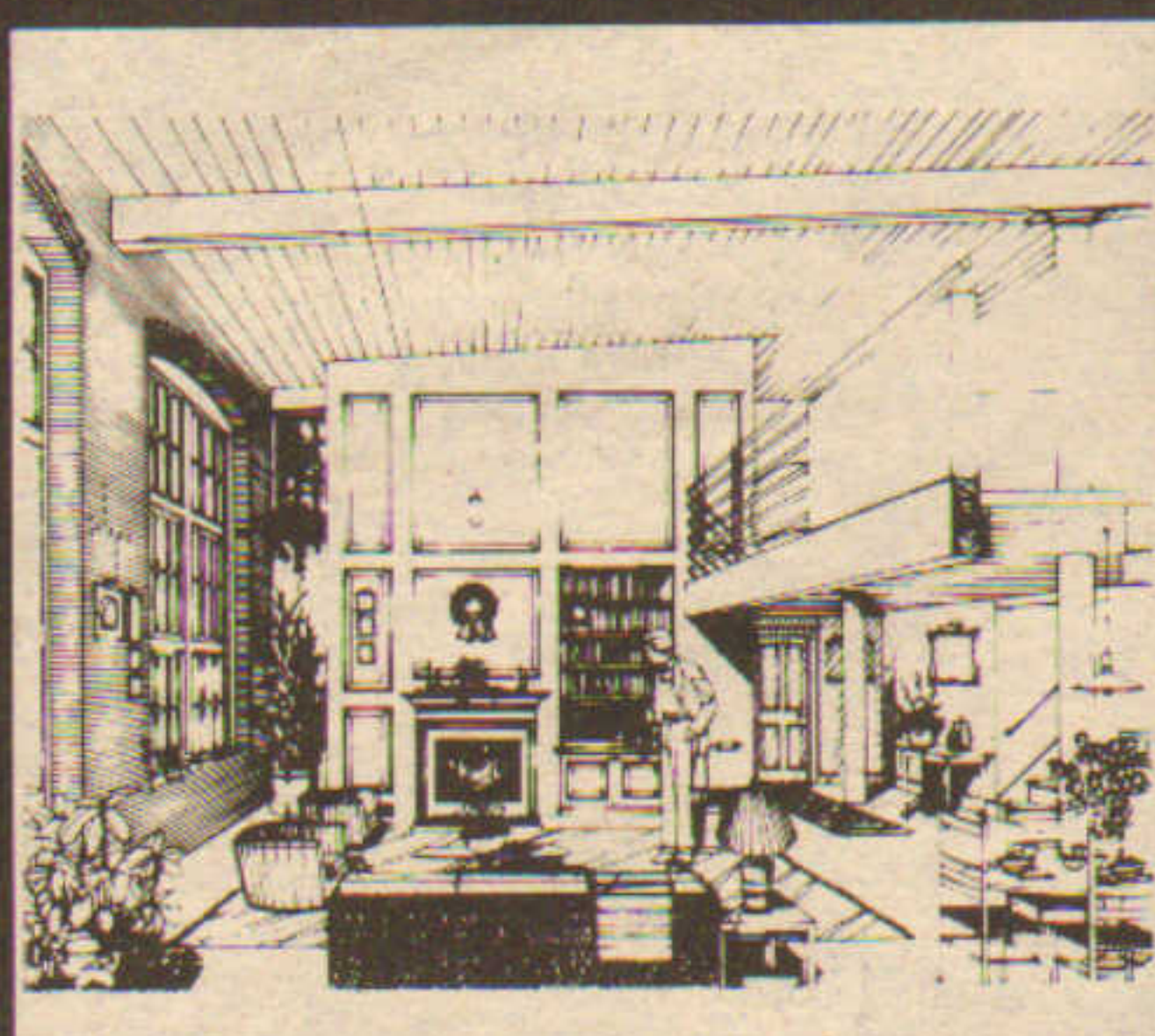
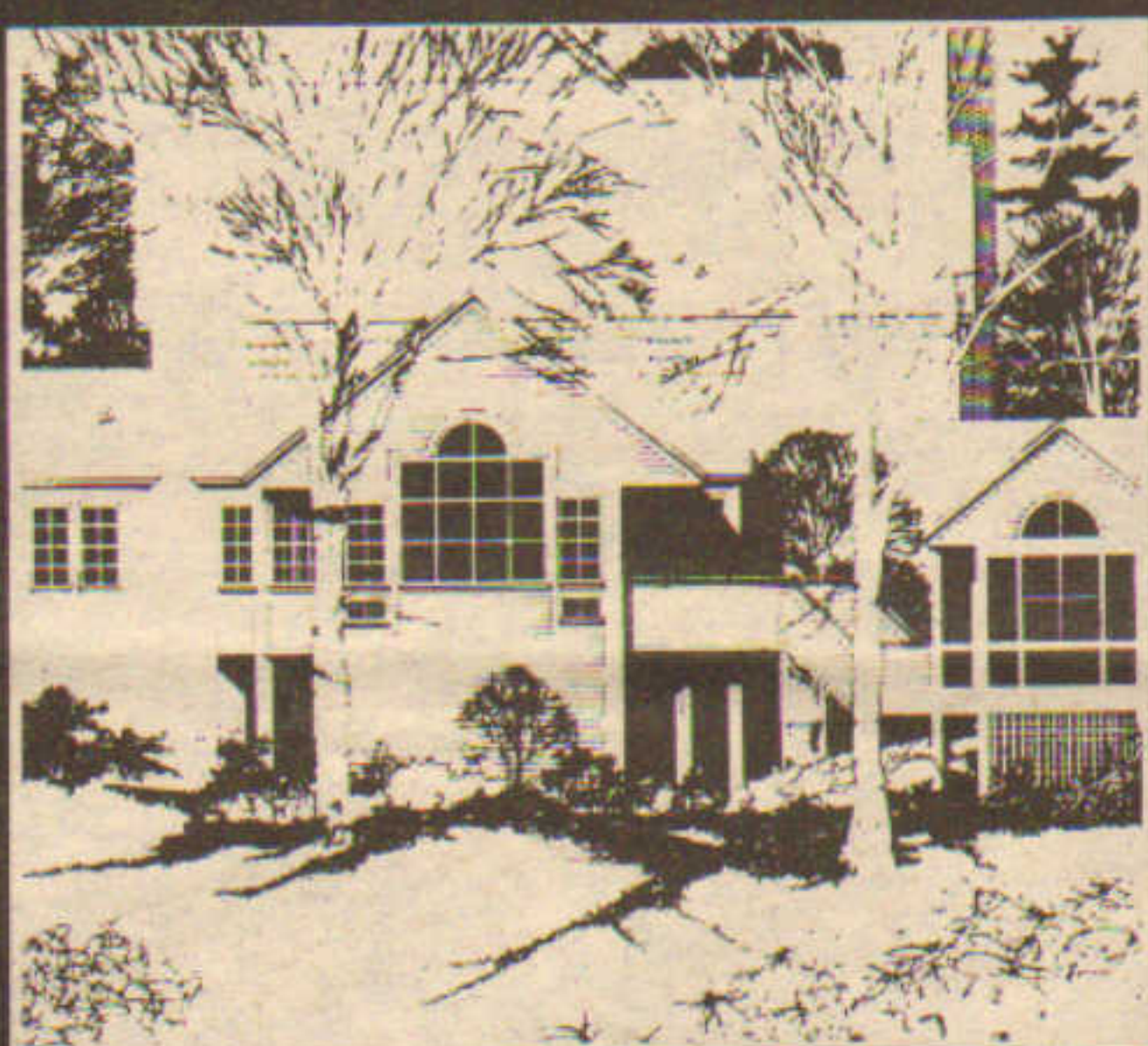
Earl Wason
GRIBBEL, WASON & JONES



Thomas Hynes, Jr.
MEREDITH & GREW



Carl Barron
PUTNAM FURNITURE



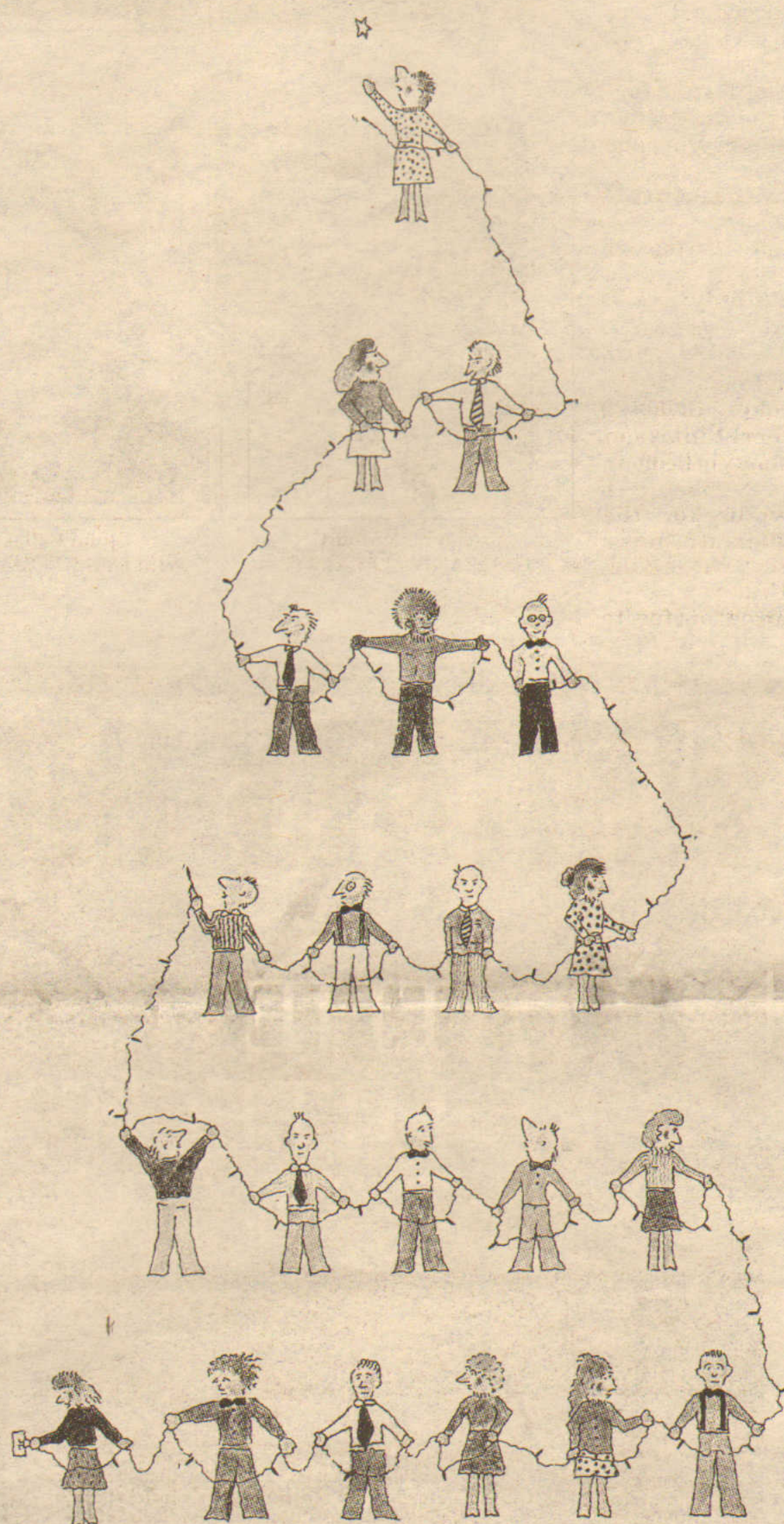
WHO WAS THE ARCHITECT?

THE ULTIMATE COMPLIMENT

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FEBRUARY

Abbey Group to start 169,000 s/f \$65m Boston offices - garage site designed by Bruner/Cott & Associates.

Mayor Raymond Flynn unveils \$100m Delaware North plans for 18,400 seat Boston Garden at North Station.

One Needham Place Assoc. appoints Triad Group for 41,000 s/f offices at Needham Industrial Park.

F.D. Rich & A.W. Perry purchase Paramount Theatre, Boston, for \$1.5m for \$10m restoration project.

Jones Lang Wootton arranges \$42m sale of One Liberty Sq., Boston, 162,000 s/f, to Grosvenor International.

Boston Mortgage arranges \$850,000 mortgage for two Norwood buildings, 22,000 s/f, to William McNamara Jr.

Grossman Cos. to rebuild a 17,000 s/f site in Hingham destroyed by fire at a cost of \$3 million.

Greater Boston Community Dev. buys 99,000 s/f Back Bay building from Graham Gund for \$7.3m.

Fowler Goedecke Ellis & O'Connor secures \$58m from J. Hancock for 150 Federal St. Trust's 254,291 s/f office condos.

Portland Street Assoc. buys 25,000 s/f in Boston from ElRay Realty for \$3.3 million.

David, Steven & Neil Rostoff start \$30 million 195 suite Long Wharf Hotel in Newport, R.I.

Income Property Finance completes \$21.2m funding on 134,000 s/f 1010 Washington St. in Stamford.

Cranberry Hill Assoc. tops off 120,000 s/f Lincoln North offices; Fallon Hines O'Connor marketing in Lincoln, Mass.

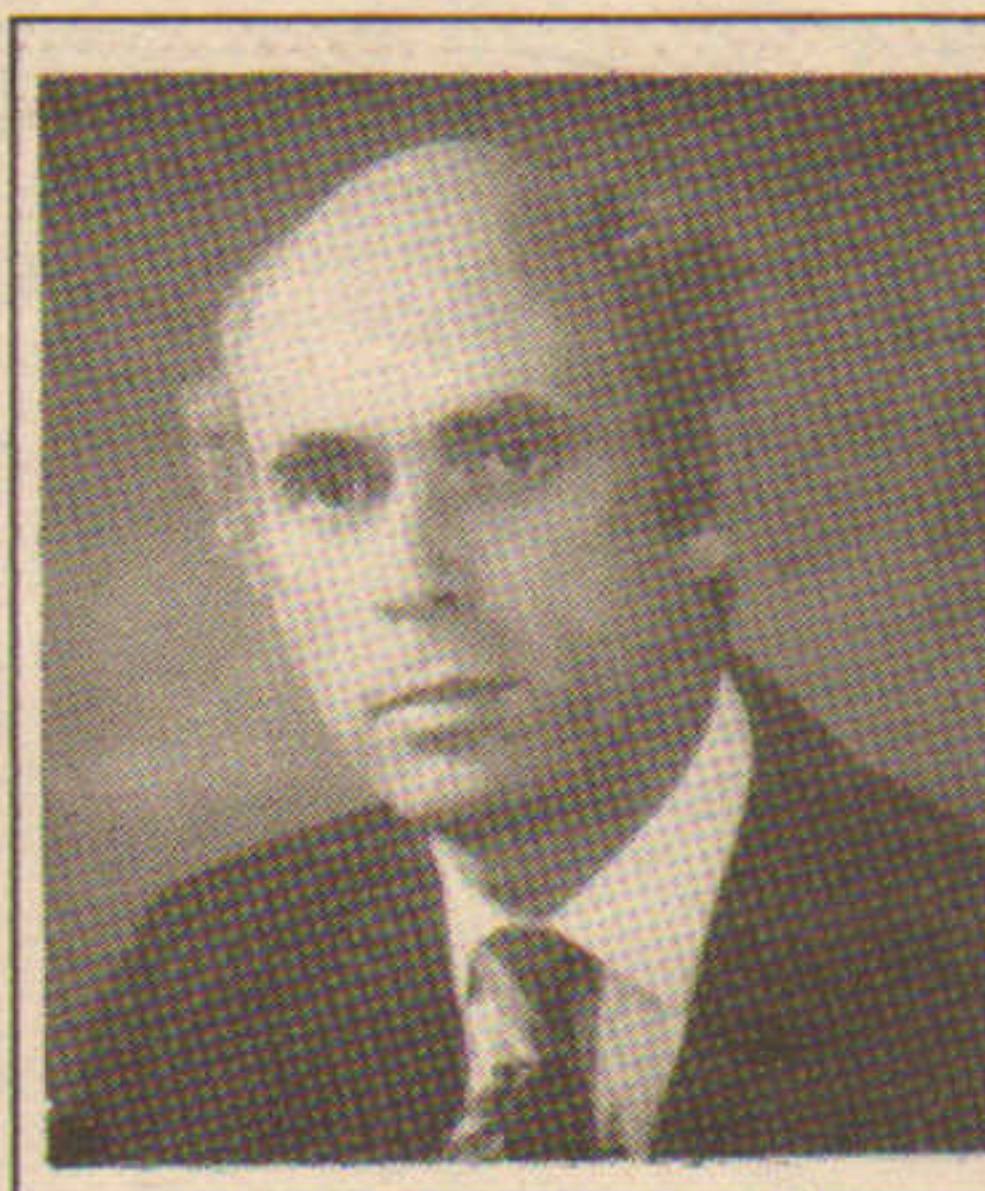
IPF Corp. places \$2.7m mortgage for Bounty Realty's 44,000 s/f in Portland with Mutual Benefit Life.

Tocci Building Corp. tops off 46,000 s/f Concord, Mass. offices for 54 Baker Realty Assoc.

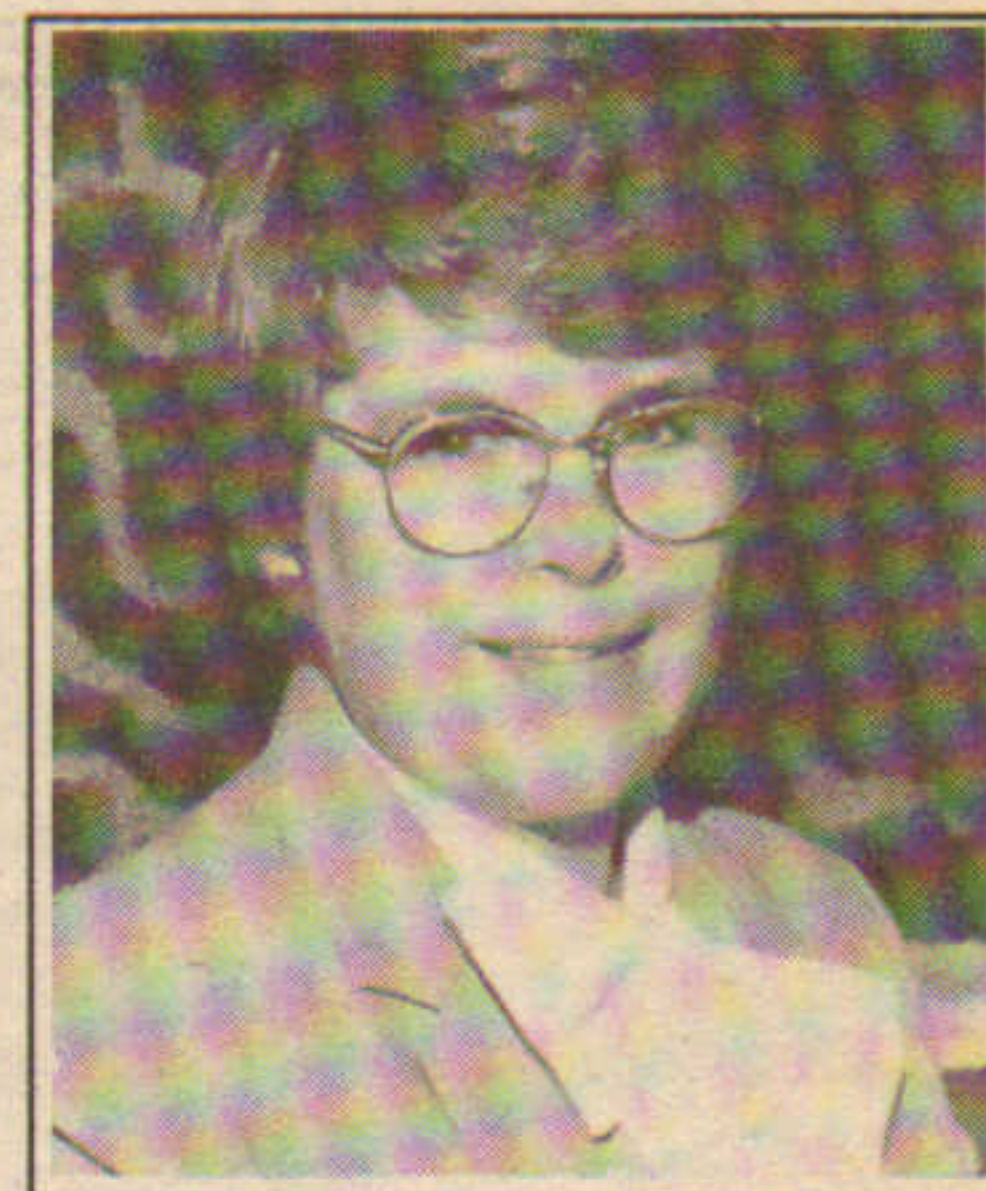
Bank of New England-West completes 100,000 s/f headquarters at Monarch Place in Springfield, Mass.



Barbara Pearce
H. PEARCE CO.



Bruce Beal
BEAL COMPANIES



Judy Tinkham
TINKHAM REALTY



Neil Farmer
SPAULDING & SLYE



Peter Brown
PETER ELLIOT & CO.



William Finard
FINARD COMPANY

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For
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Complexes
Located Throughout
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Trolley Commons
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East Haven, CT

\$5,500,000

For
Diamond Ridge
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Located In
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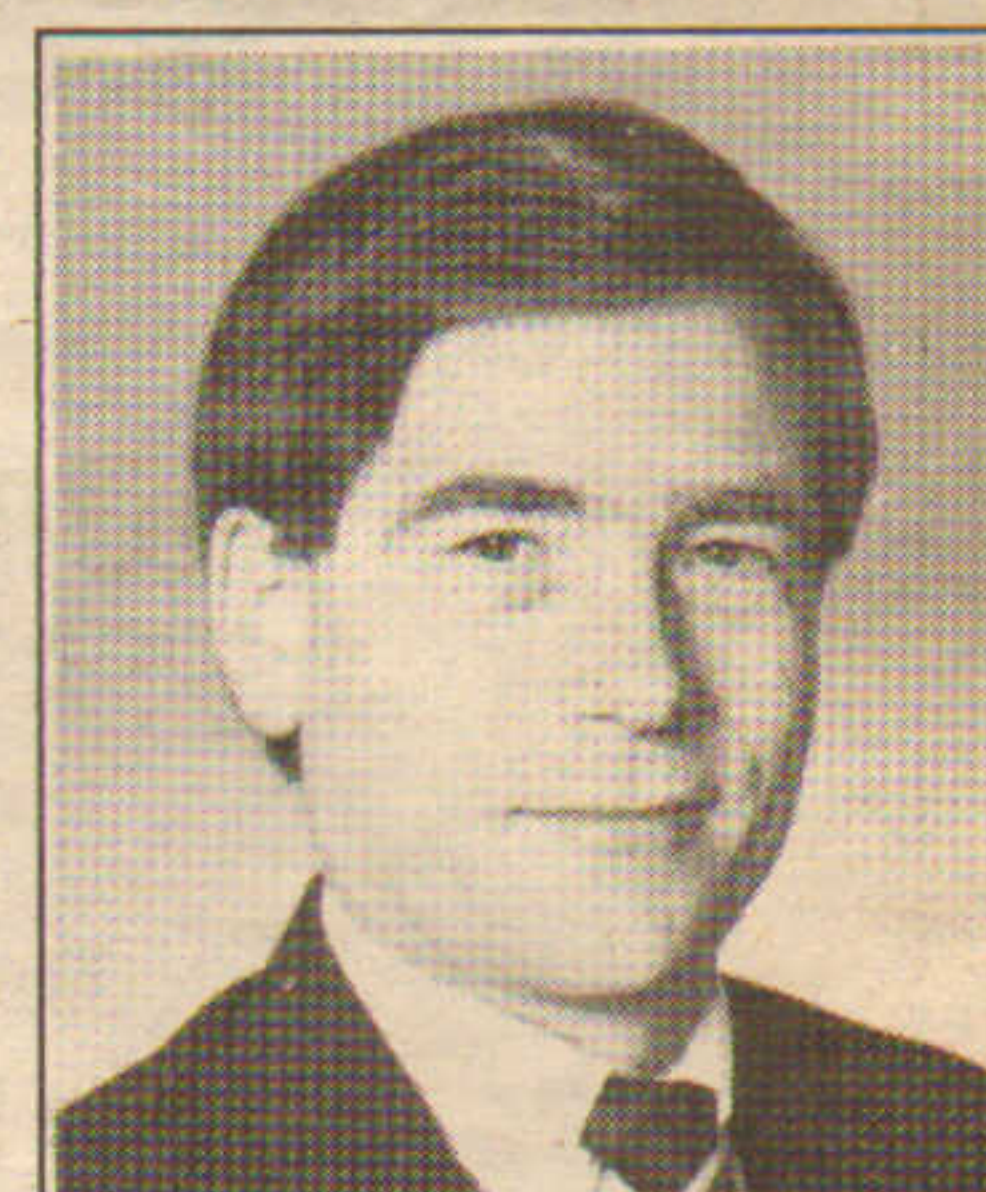
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Stephen Karp
N.E. DEV. & MGMT. CO.



Richard Shmishkiss
Seventeen Hundred Grp.



Johnathan Kay
THE KAY COMPANIES



Robert Holmes
R. W. HOLMES REALTY

RETAIL REVIEW.

DOWNTOWN CROSSING

One Washington Mall: Between State Street and City Hall Plaza. Street Level: 1,547 sf.

255 — 267 Washington Street: Between State and School Streets. Street Level: 2,135 — 6,885 sf.

BACK BAY

399 Boylston Street: Between Arlington and Berkeley Streets. Street Level: 2,547 and 3,100 sf. Basement Level: 3,000 sf.

745 Boylston Street: Between Exeter and Fairfield Streets. Lower Level: 8,700 sf.

52 Eliot Street:* Park Square. Basement Level: 1,000 sf. Street Level: 700 sf. Second Floor: 700 sf. Third Floor: 700 sf. Approx. 3,100 sf. total.

FINANCIAL DISTRICT

89 Broad Street: Between Franklin and Milk Streets. Street Level: 1,847 sf.

State Street: Between Merchants and Chatham Rows. Street Level: 2,000 sf. Basement space available.

NORTH STATION

251 Causeway Street: On the Corner of Causeway and North Washington Streets. Street Level: 4,420 sf. Lower Level: 8,589 sf.

SOUTH STATION

144 Lincoln Street: Between Beach and Tufts Streets. Upper Level: 2,500 sf. Lower Level: 1,800 sf.

FENWAY

1260 Boylston Street: Between Jersey and Park Drive. Street Level: 2,700 sf.

SUBURBAN

Tewksbury, MA: Route 38. Join Heartland Food Warehouse, Freedom Drug, Papa Gino's. 5,000 sf available.

Manchester, NH: South Willow Street. Join Bradlees, Alexanders, CVS. 4,800 sf available.

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FEBRUARY

Congress Group buys Boott Mills, 700,000 s/f, in Lowell for \$6.5m from Locks & Canals Inc.

Annette Given of The Charles Realty & Toni Gilardi of Landmark Realty cobroker 23 units in Fenway for \$1.65m.

Sam Thomas of SPT Corp. leases 48,731 s/f for Howland Dev. at Lowell Jct. Ctr. in Andover to Elatec Inc.

Jim Nicoletti of The Codman Co. leases 20,000 s/f for Hamilton Realty with David Pirog in East Randolph.

Spectrum Financial arranges \$11m for Faunce Corner Realty's Ann & Hope S.C. in North Dartmouth, Mass.

Bridget Realty completing 20,000 s/f Manchester, N.H. office condos; Real Estate Concepts marketing agent.

Philip Pilvesky, Irwin Barkan & Vin Carrega rehab 400,000 s/f Harbour Mall in Fall River; S. Schein architect.

James Sandberg leases 50,000 s/f for Grossman Family Prop. & J. Sandberg Prop. at Cochato Industrial Pk.

Welch Group & Kaminski Assoc. building \$1.25m 38,400 s/f headquarters in Lawrence for Brodie Inc.

Nordblom Co. & R.M. Bradley & Co. cobroker 40,000 s/f lease in Burlington for Nordblom Co.

Jaymont Properties & A.W. Perry lease 70,850 s/f at 125 Summer St., Boston; Peter Elliot & Co. broker offices-retail.

The Stratton Group negotiates \$700,000 sale of 11 apartments for Marshbury Inc. & Genlo Realty.

Tim Clapp & Ted Wheatley of Coldwell Banker lease 38,800 s/f at Fort Point Place, Boston, for O'Connell Dev. Co.

Richard Peterson of Ryan, Elliott & Co. sells 42,000 s/f \$2.7m office-warehouse, Taunton, for Condyne, Inc.

Ogden White III & Eric Bacon of C.W. Whittier lease 10,400 s/f for Longwood North Realty to Beth Israel Hospital.

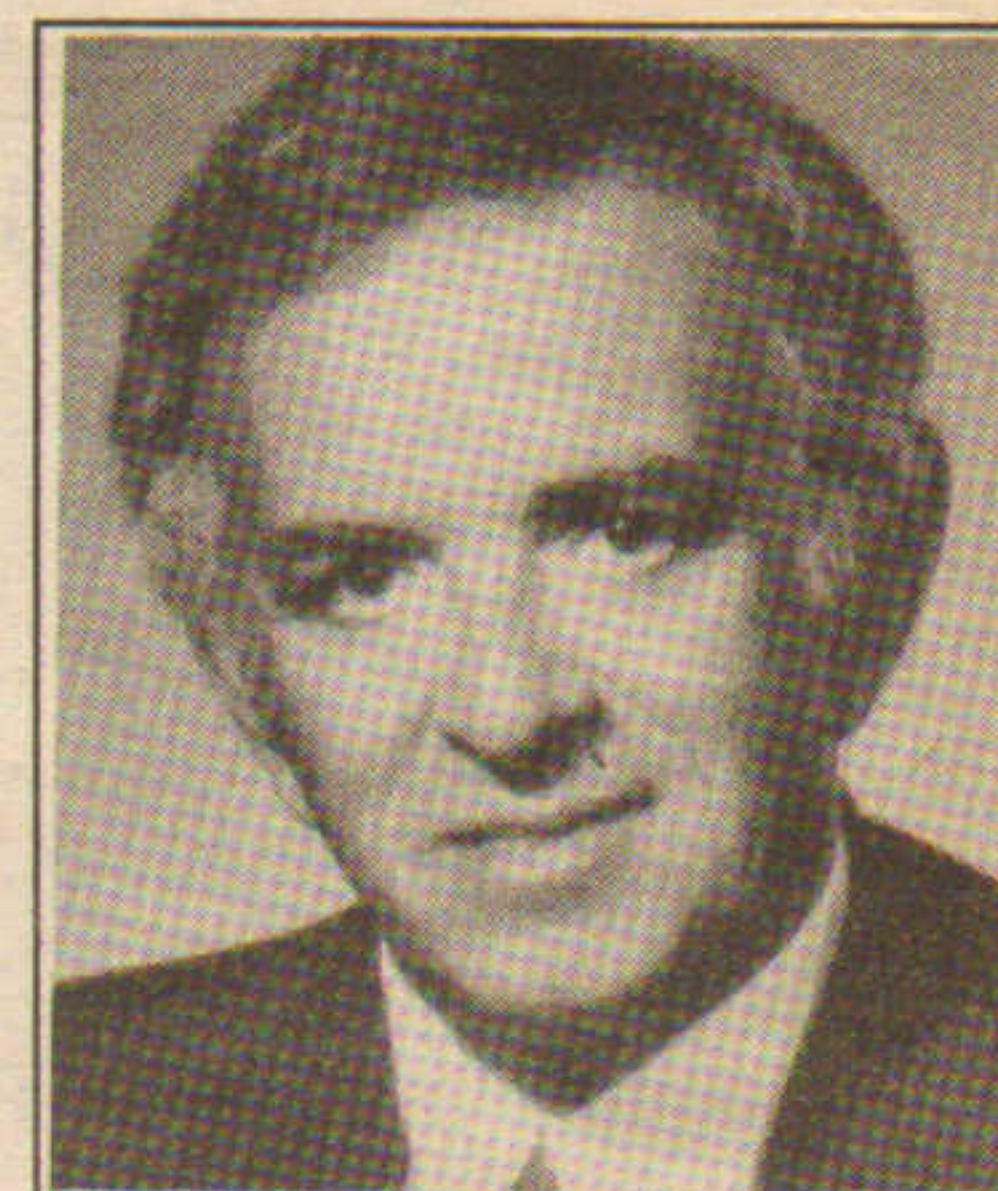
Vincent Kurdirka & Carol Dushman of Star Realty sell 5,000 s/f Waltham building to K&D Realty for \$650,000.



Simon Konover
KONOVER & ASSOC.



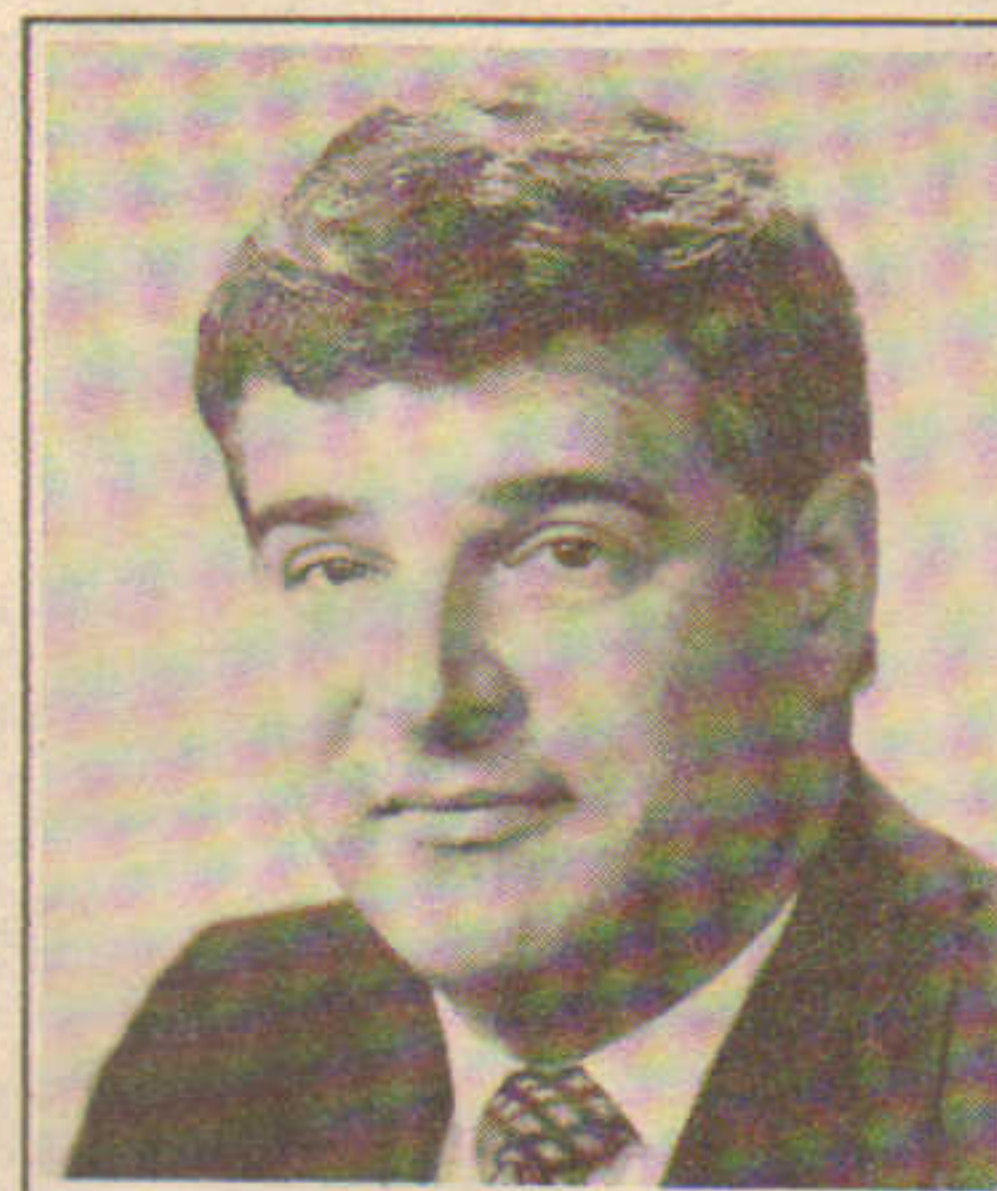
Karl Norwood
THE NORWOOD GROUP



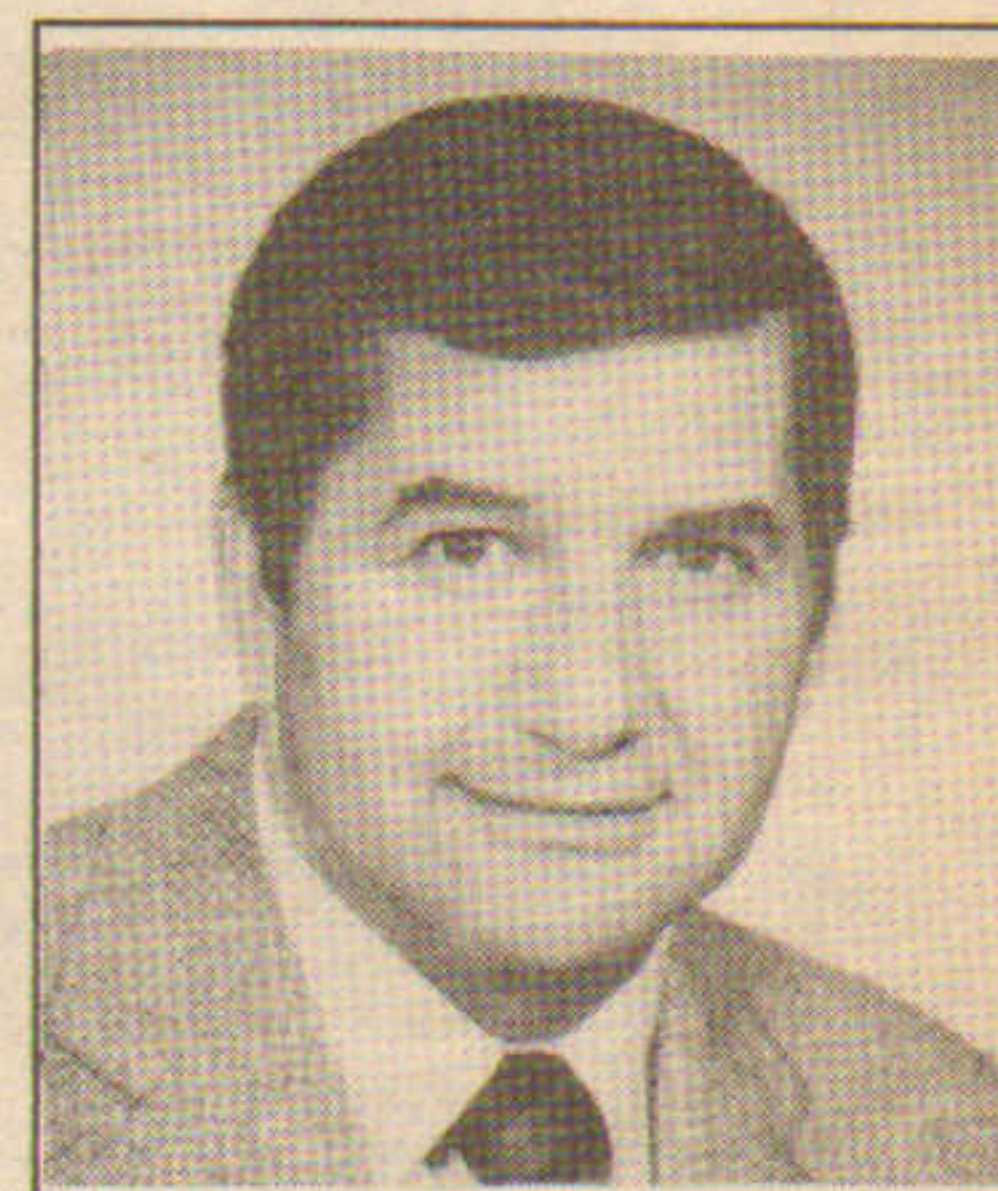
Martin Berger
ROBERT MARTIN CO.



Robert Weinberg
ROBERT MARTIN CO.



Cary Tarpinian
KURT SARACEN R.E.



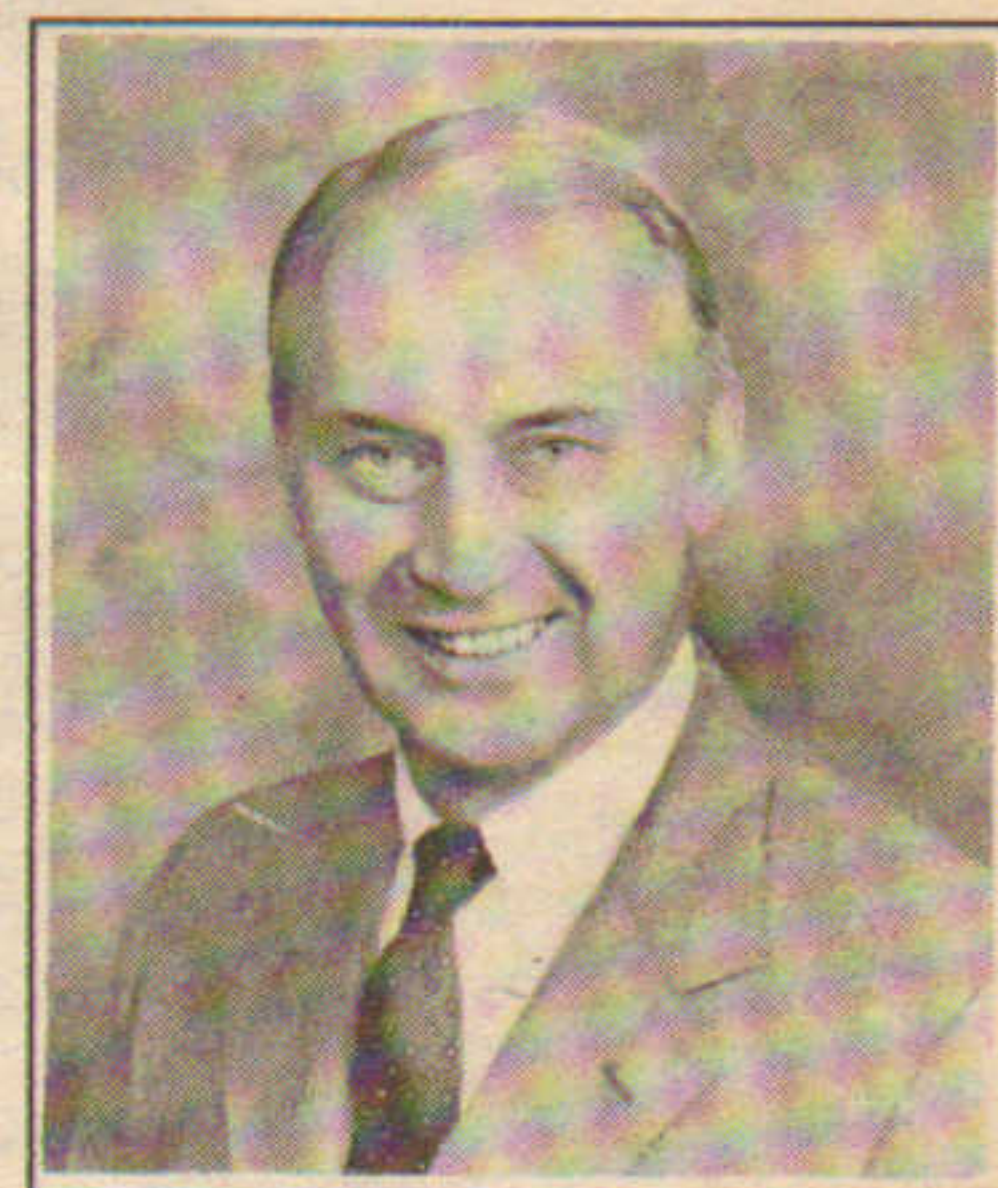
Paul Stella
P.J. STELLA CONST. CO.



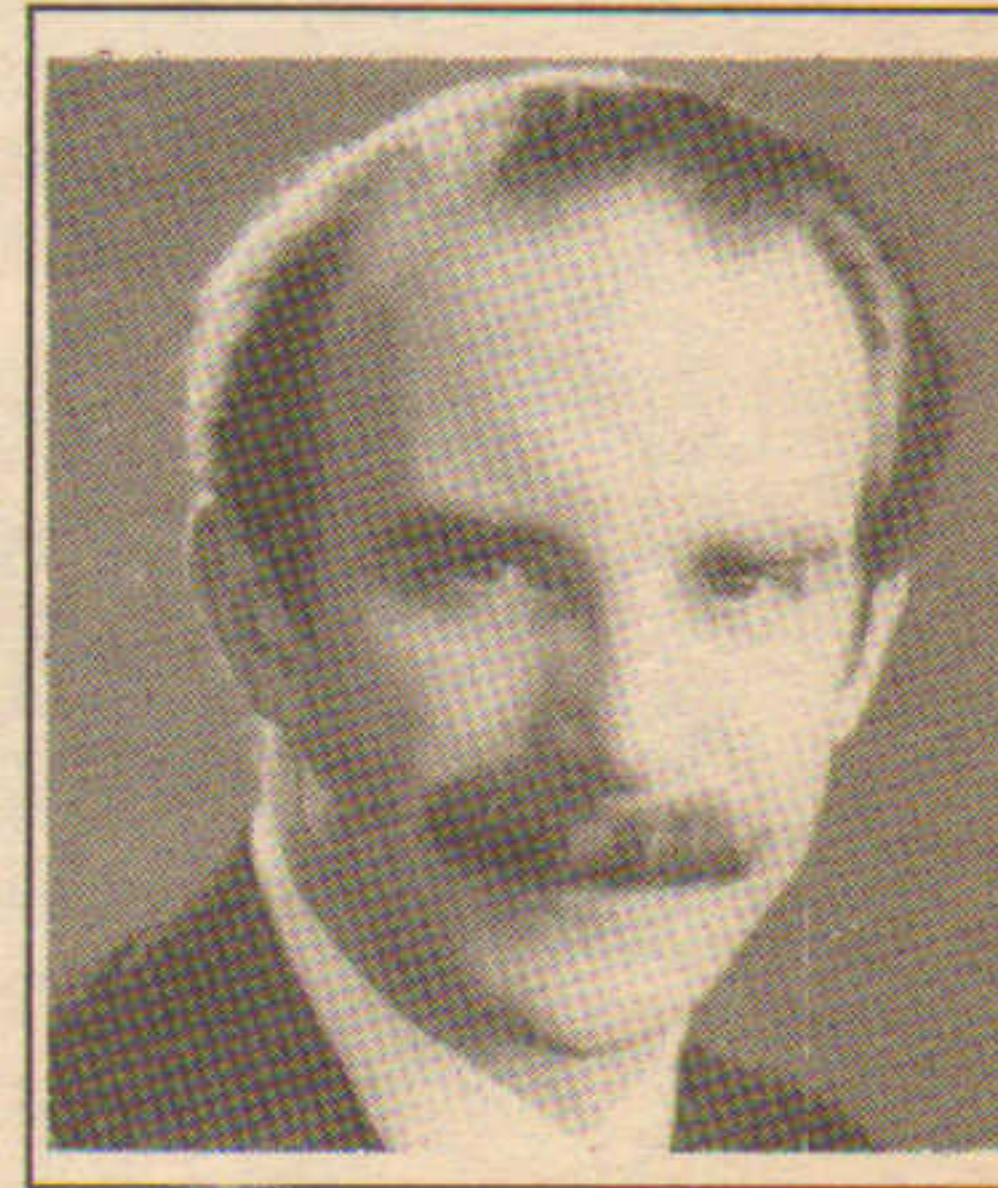
Norman Levenson
THE COPLEY GROUP



Harold McKenna
BOSTON MORTGAGE CO.

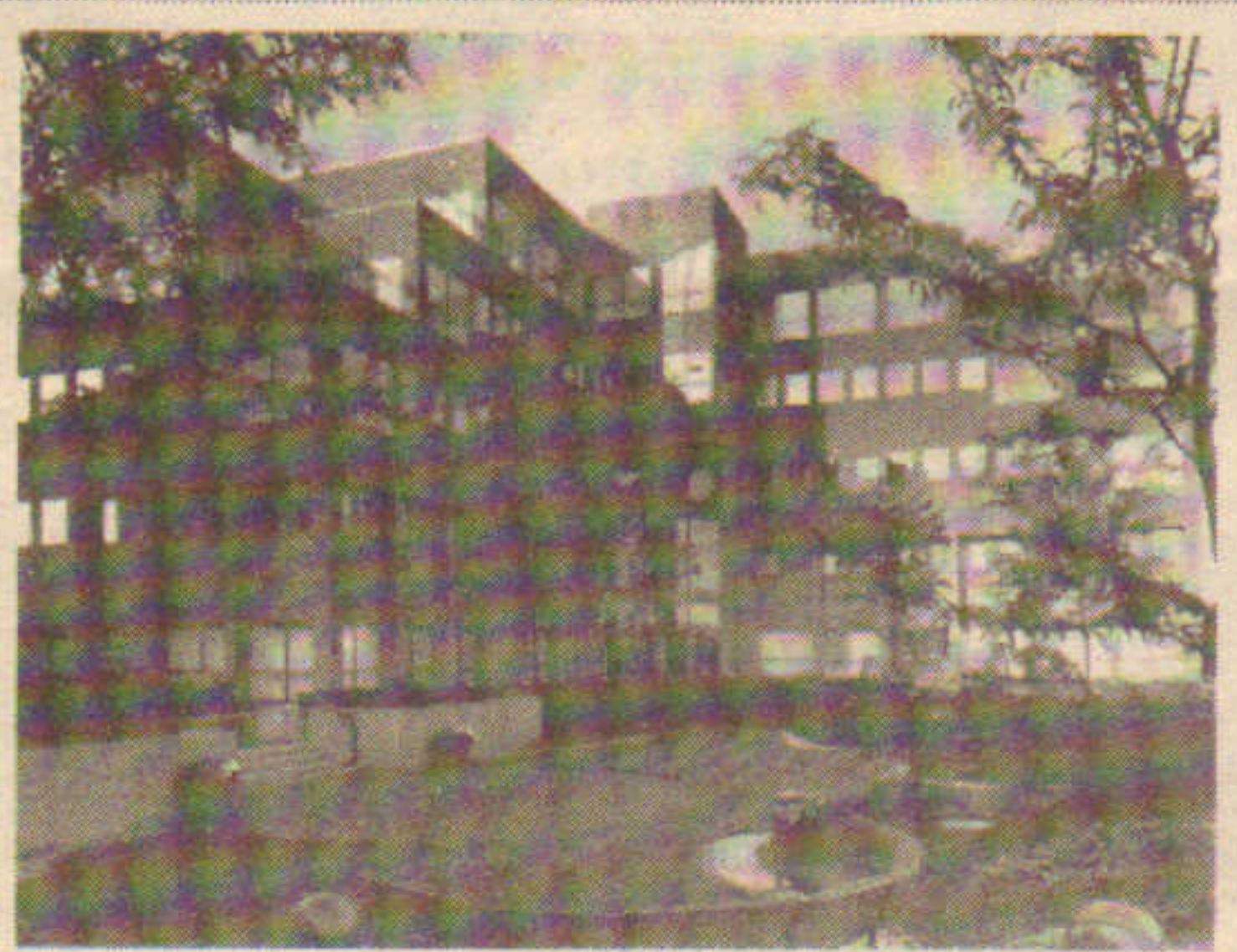


Richard Lundgren
HUNNEMAN COMMERC'L

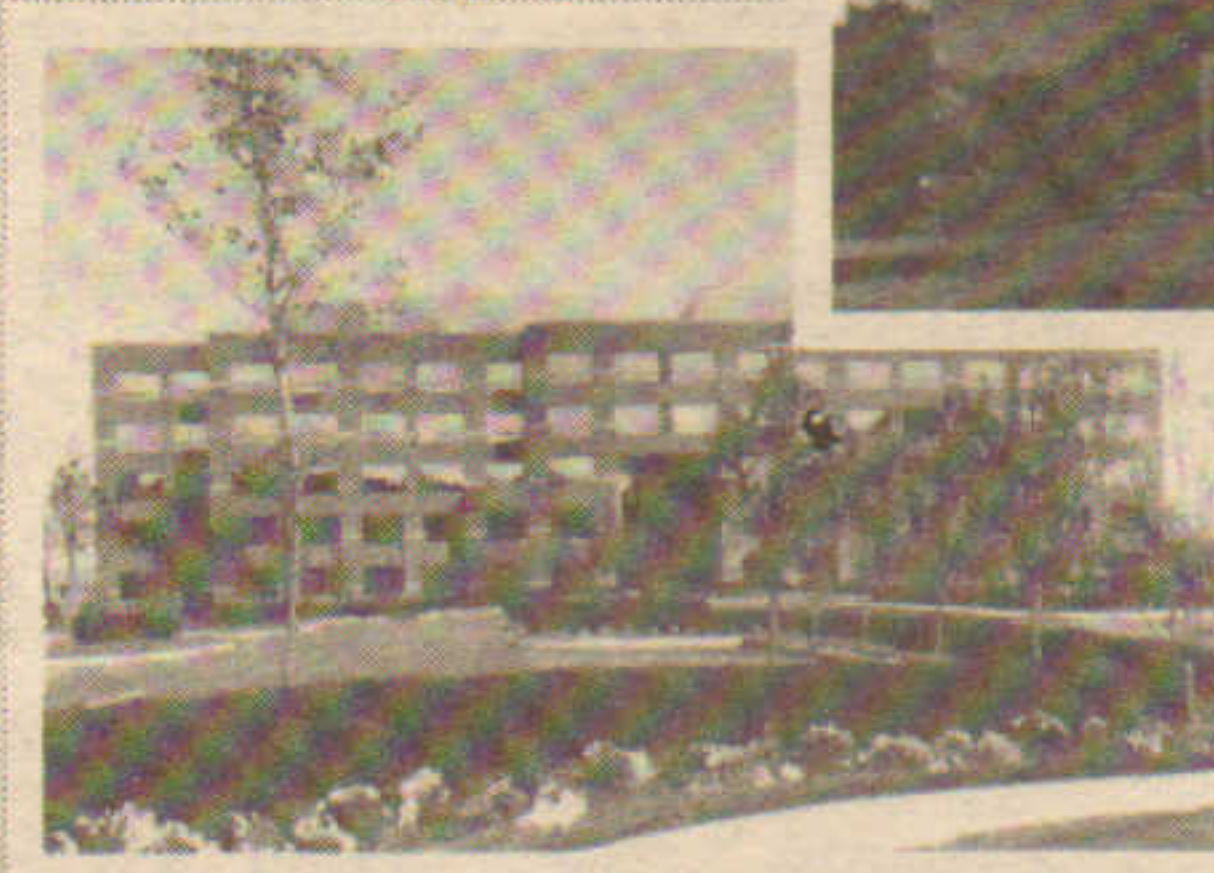


Charles Richards
STOP & SHOP COS.

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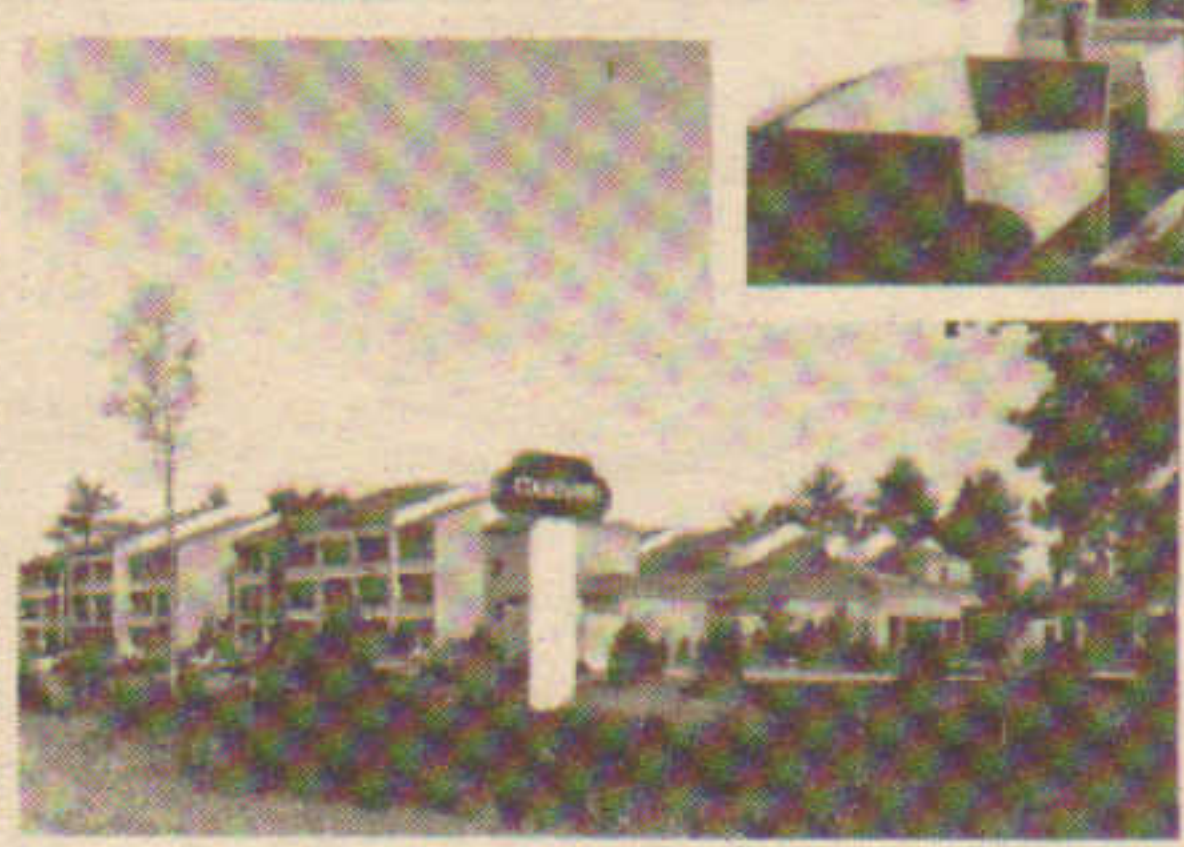
Battery March Park II
Quincy, MA



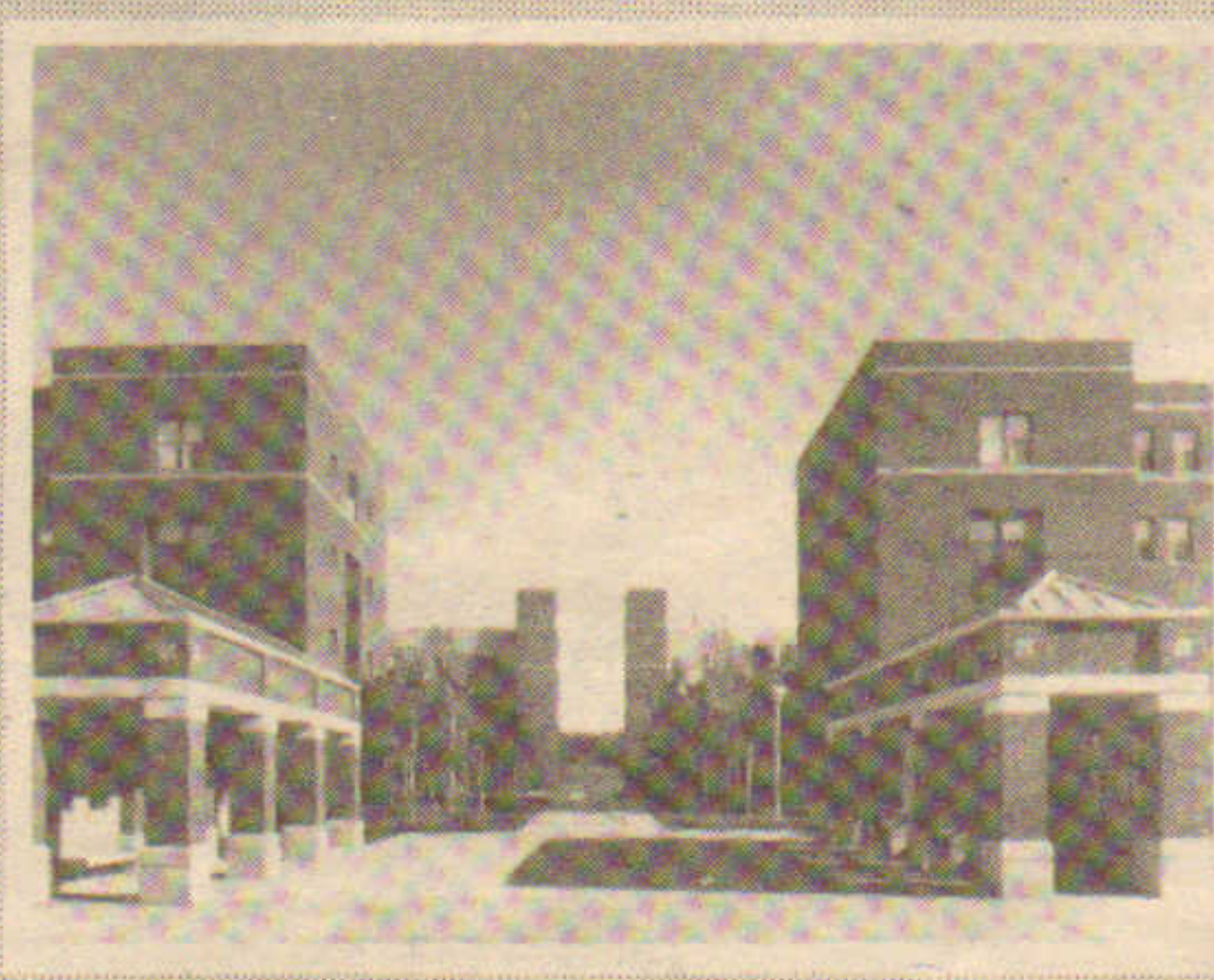
1100/1200
Crown Colony
Quincy, MA



Courtyard
by Marriott
Foxborough, MA



Bridgewater State College
Bridgewater, MA



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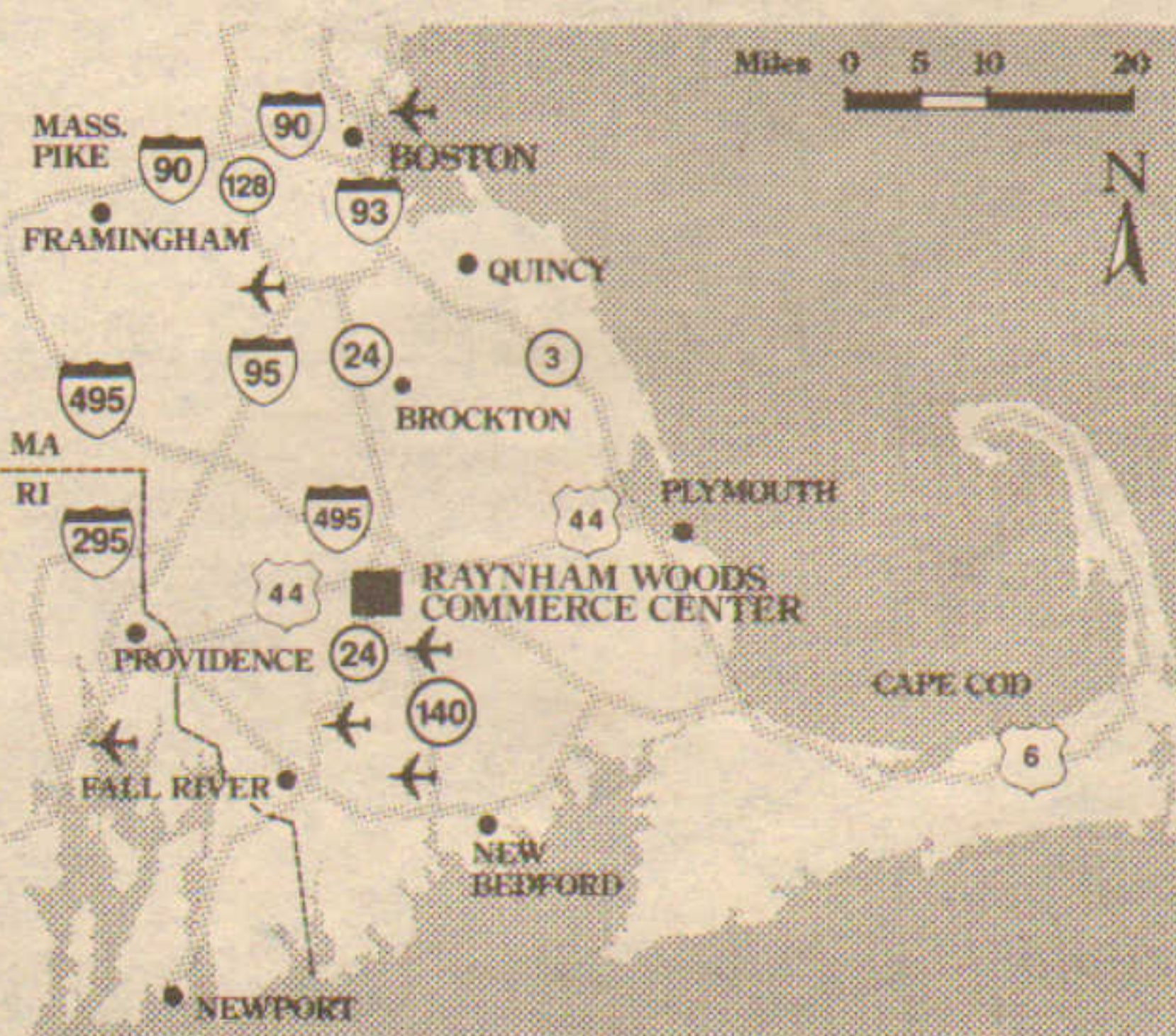
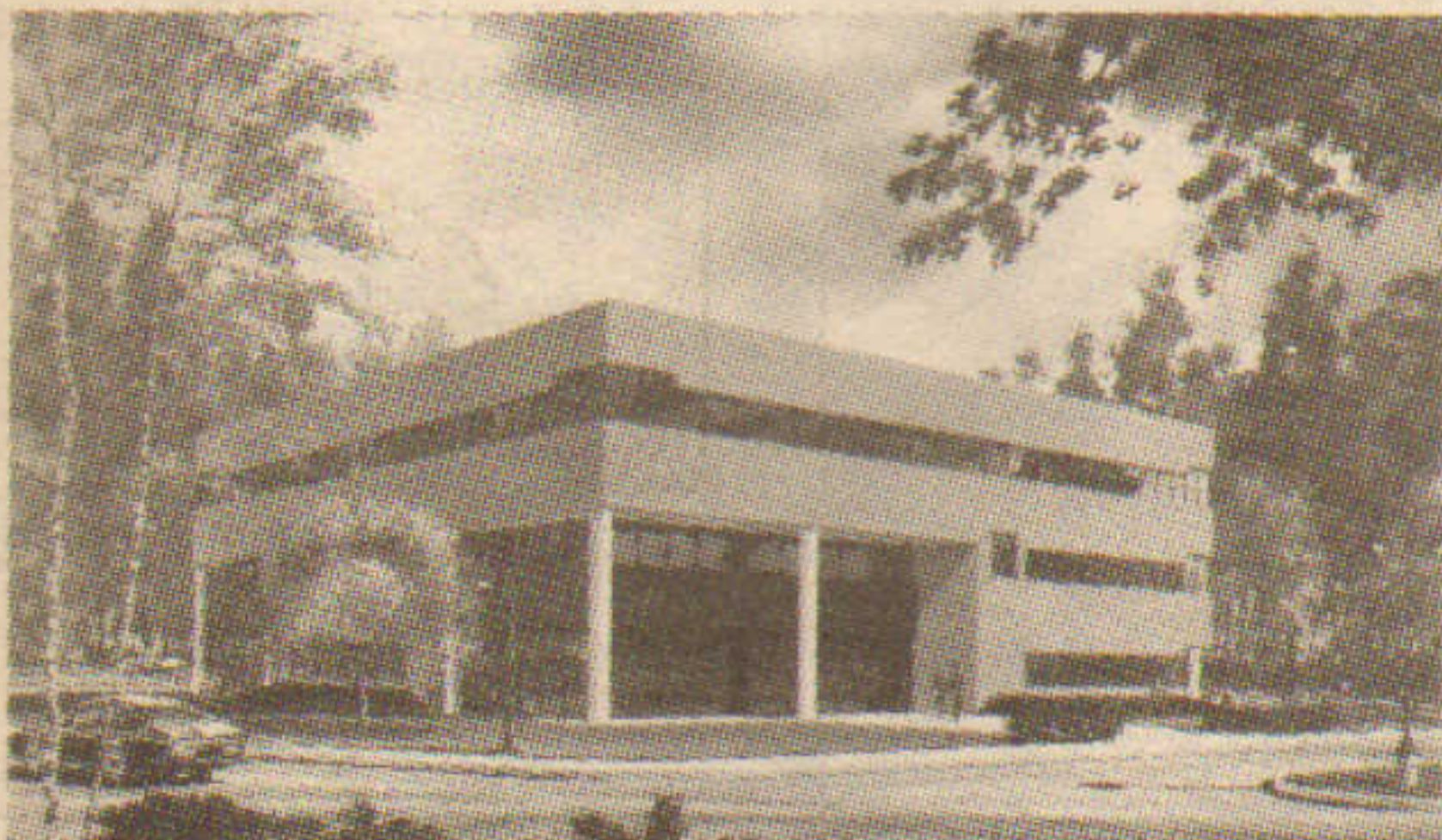
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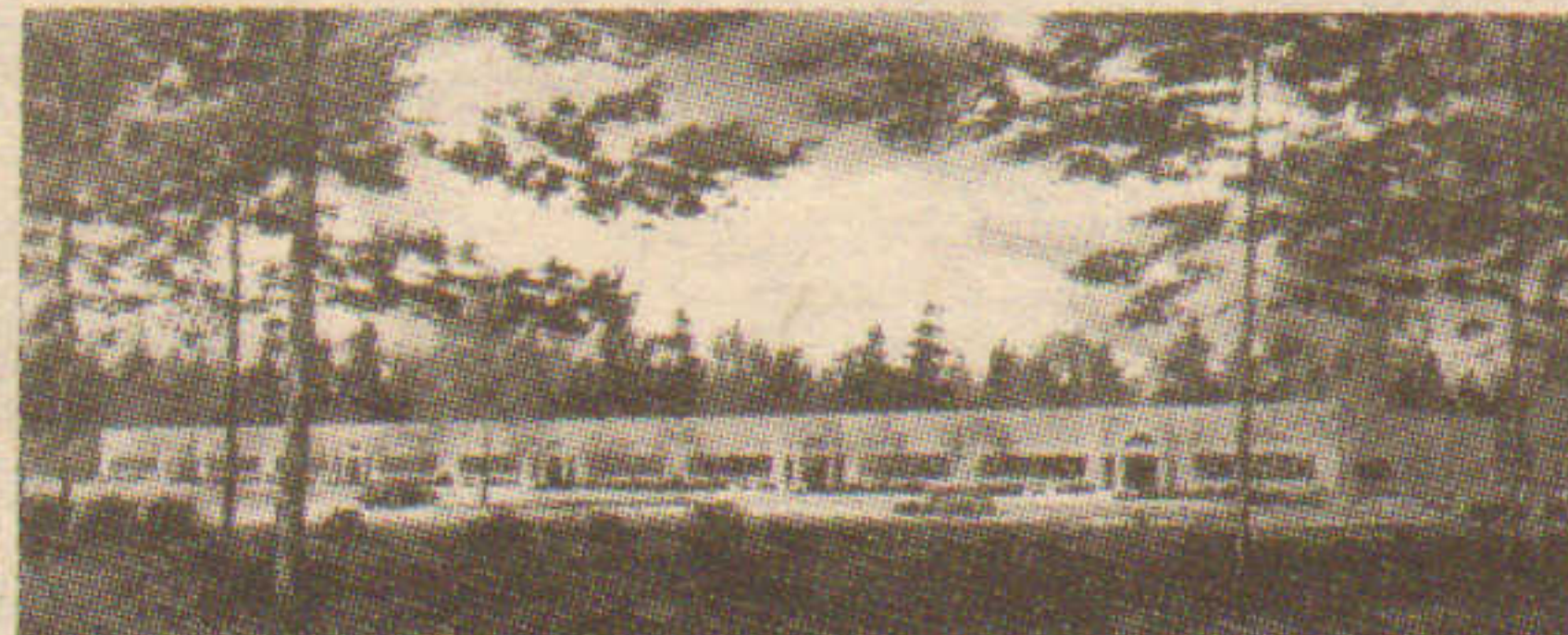
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COMMERCE CENTER

RAYNHAM, MASSACHUSETTS

MARCH

Harvey Construction chosen by firms in three states for over one million s/f, \$83m construction projects.

The Stone Co. tops out 65,000 s/f Saugus Executive Park for Route One Realty; Peter Elliot & Co. agent.

Leggat McCall/Grubb & Ellis and Hunneman Commercial cobbler 26,759 s/f lease for Connolly Bros. in Beverly.

Thomas Johnson of IRB Commercial leases 60,000 s/f for Charlesport L.P. at Davenport Bldg. in Cambridge.

Star Realty brokers 108 apartments on 11 acres in Greenfield, Mass. for \$3.8 million.

Coldwell Banker appointed agent for 103,000 s/f Monarch Technology Park's Bldg. II in Littleton, Mass.

Ryan, Elliott & Co., Badger Int'l. and Itskan & Marchiel cobbler sale of 15,000 s/f Newbury St., Boston, building.

Coldwell Banker brokers \$14.65m sale of 180,000 s/f Kinney garage, Boston, to Harold Brown.

Boston Mortgage places \$3.5m Crown Life mortgage for TKC Associates' 45,000 s/f Newton building.

Woburn Five Cents Savings Bank grants \$1.2m construction loan for James Cennarazzo's modular units.

Abington Mutual Insurance moves into \$4m 45,000 s/f new Brockton headquarters designed by CSS Architects.

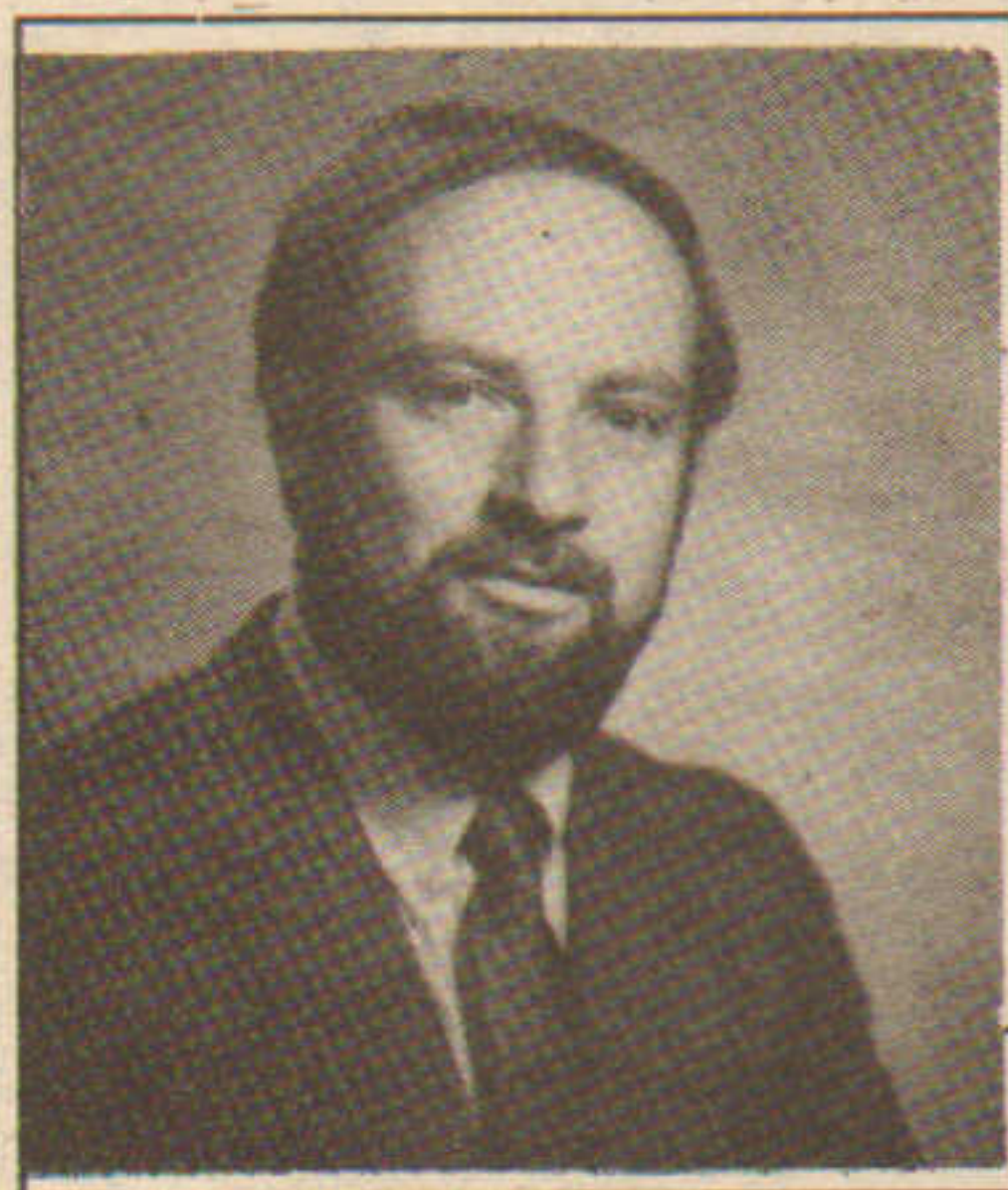
Boston Mortgage arranges \$18m Allstate Life loan to National Fire Protection Assn.'s 152,000 s/f in Quincy.

Jeffrey Swartz of LM/G&E brokers \$11.5m sale of R&D/manufacturing building in Hudson, Mass. for C.C.&F.

Boston Financial Group arranges \$43m for Frederic Rust III's 128 acre The Fairways in Derry, N.H.

Coldwell Banker negotiates \$4.056m sale of 72,000 s/f Newton warehouse for G.E. to CC&F Realty Advisors.

Heritage Assoc. purchases 37,000 s/f Corporate Place in Nashua from Prime Properties.



Michael Monks
MONKS & CO. INC.



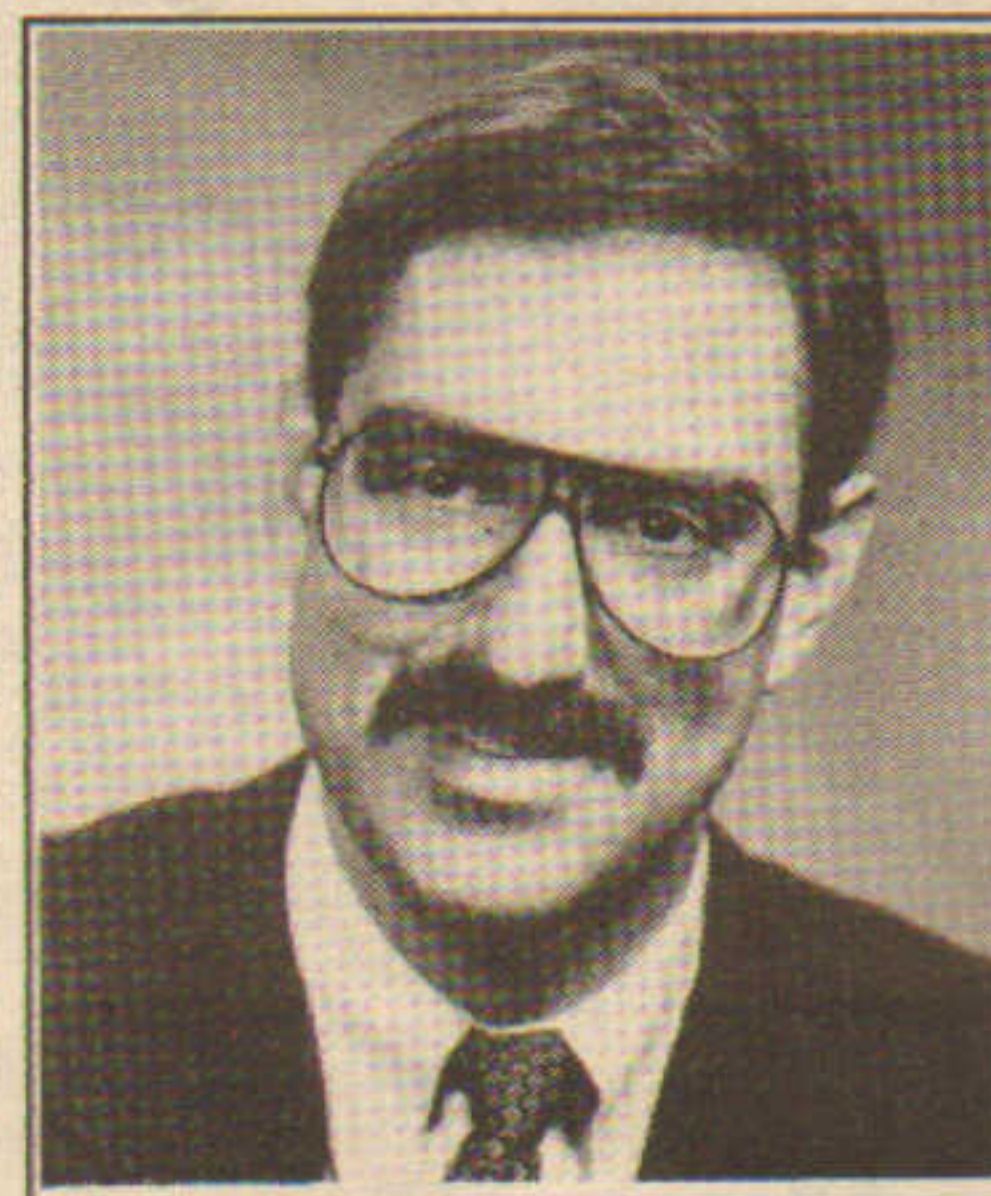
John Peckham III
INA



Thomas McCafferty
BEAVER BUILDERS



Adrienne Stella
QUANNAPOWITT DEV.



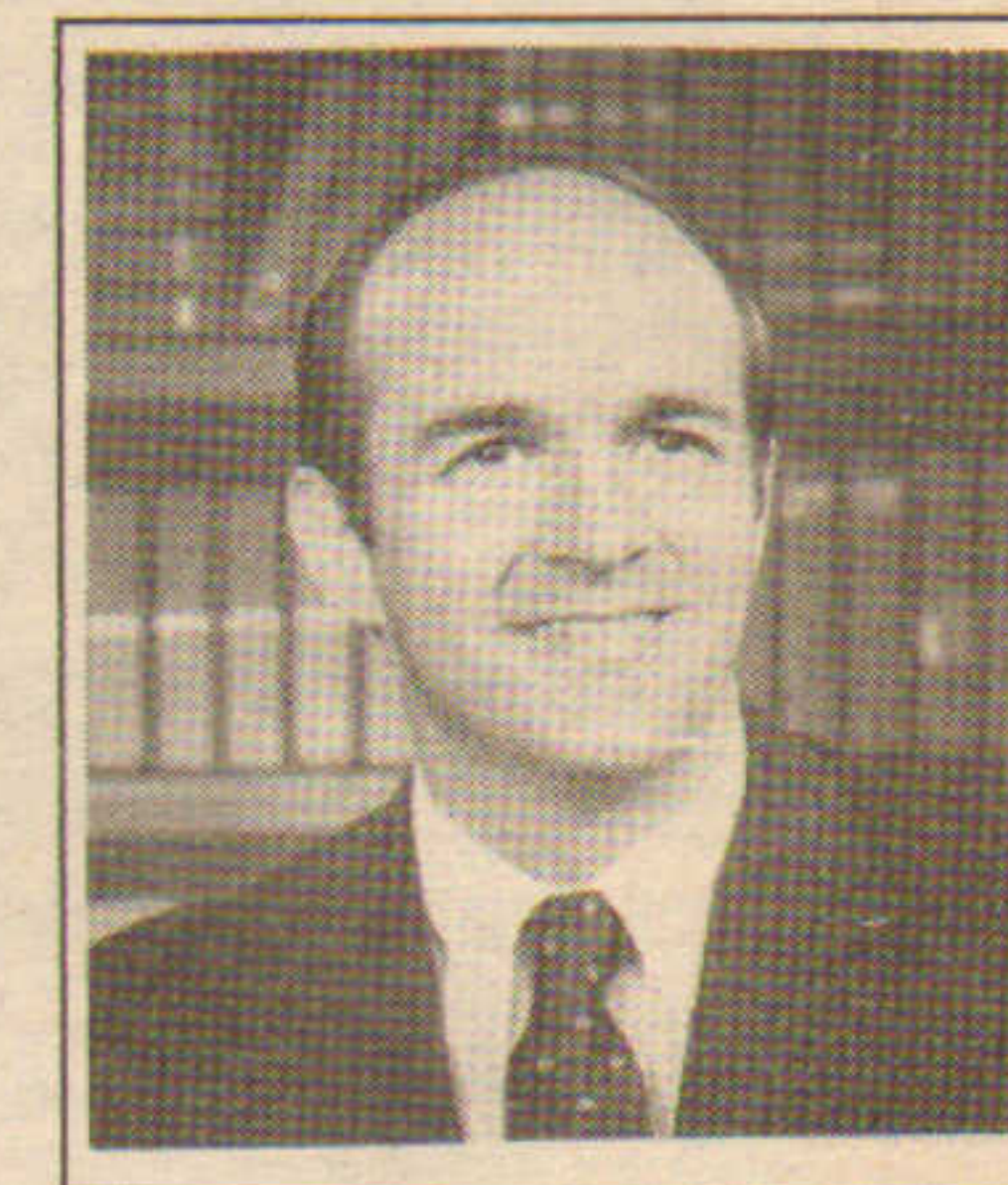
Theodore Tye
NATIONAL DEV. ASSOC.



Jonathan Davis
H.J. DAVIS DEV.



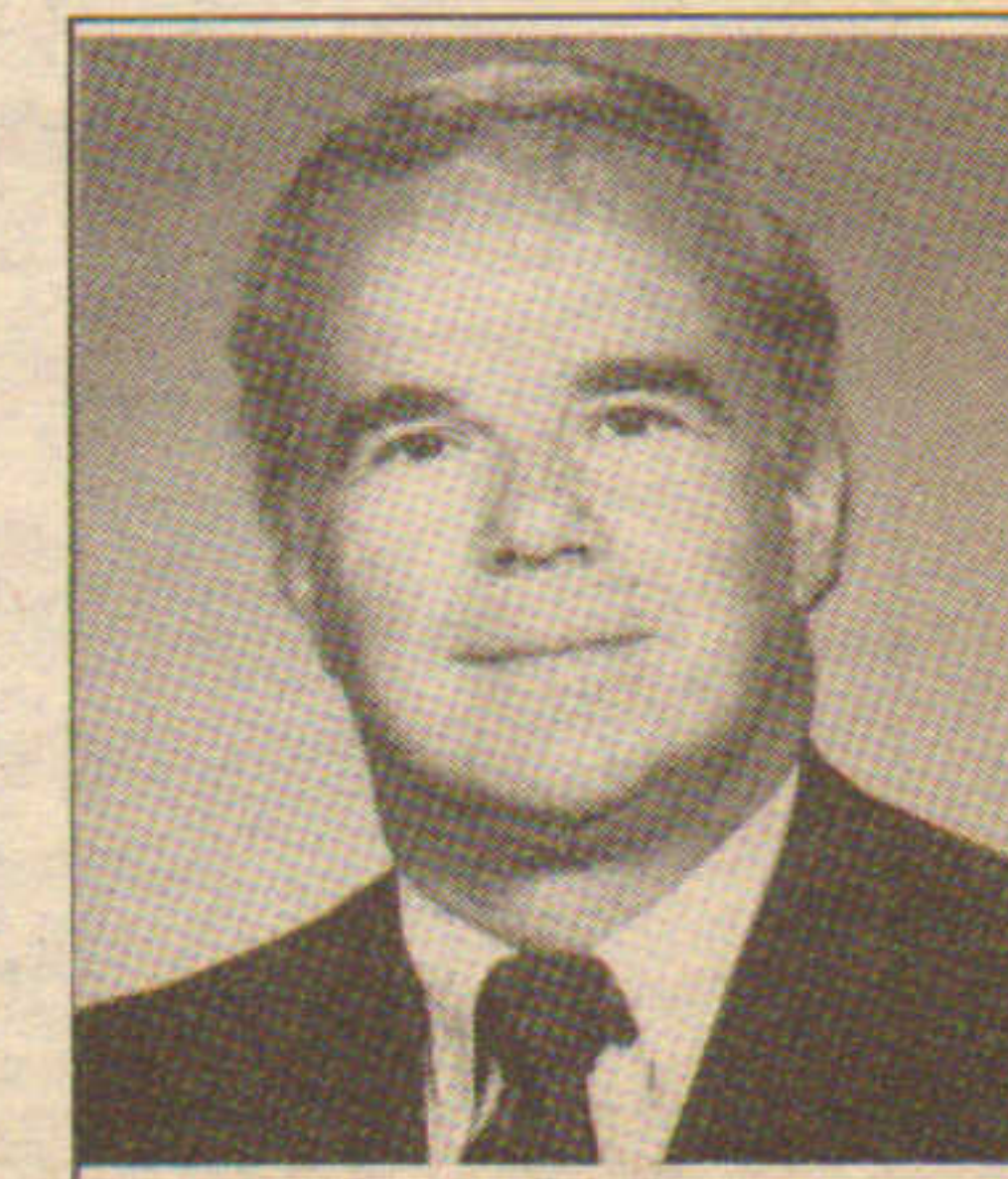
Leonard Bierbrier
BIERBRIER ASSOC.



George Gould
INTERSTATE ELECTRICAL



Peter Goedecke
FGE&O



Richard Ferland
FERLAND COMPANY

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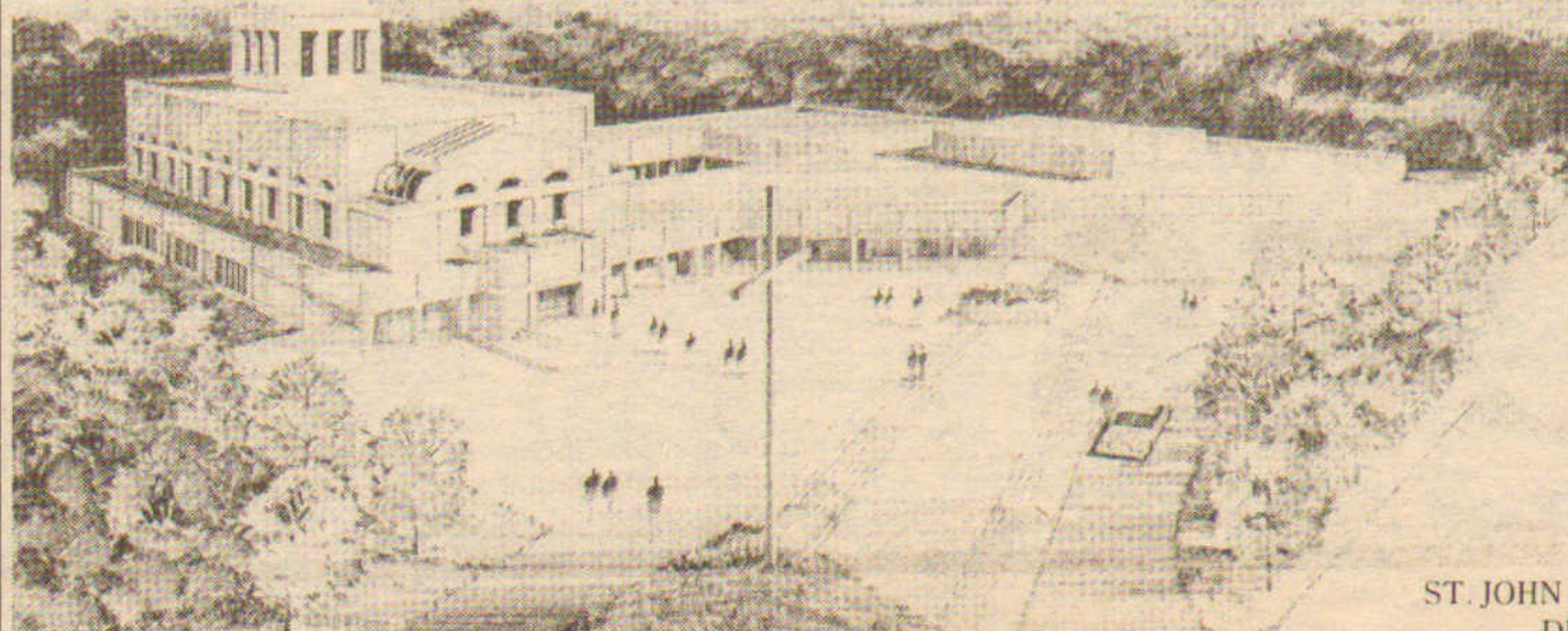
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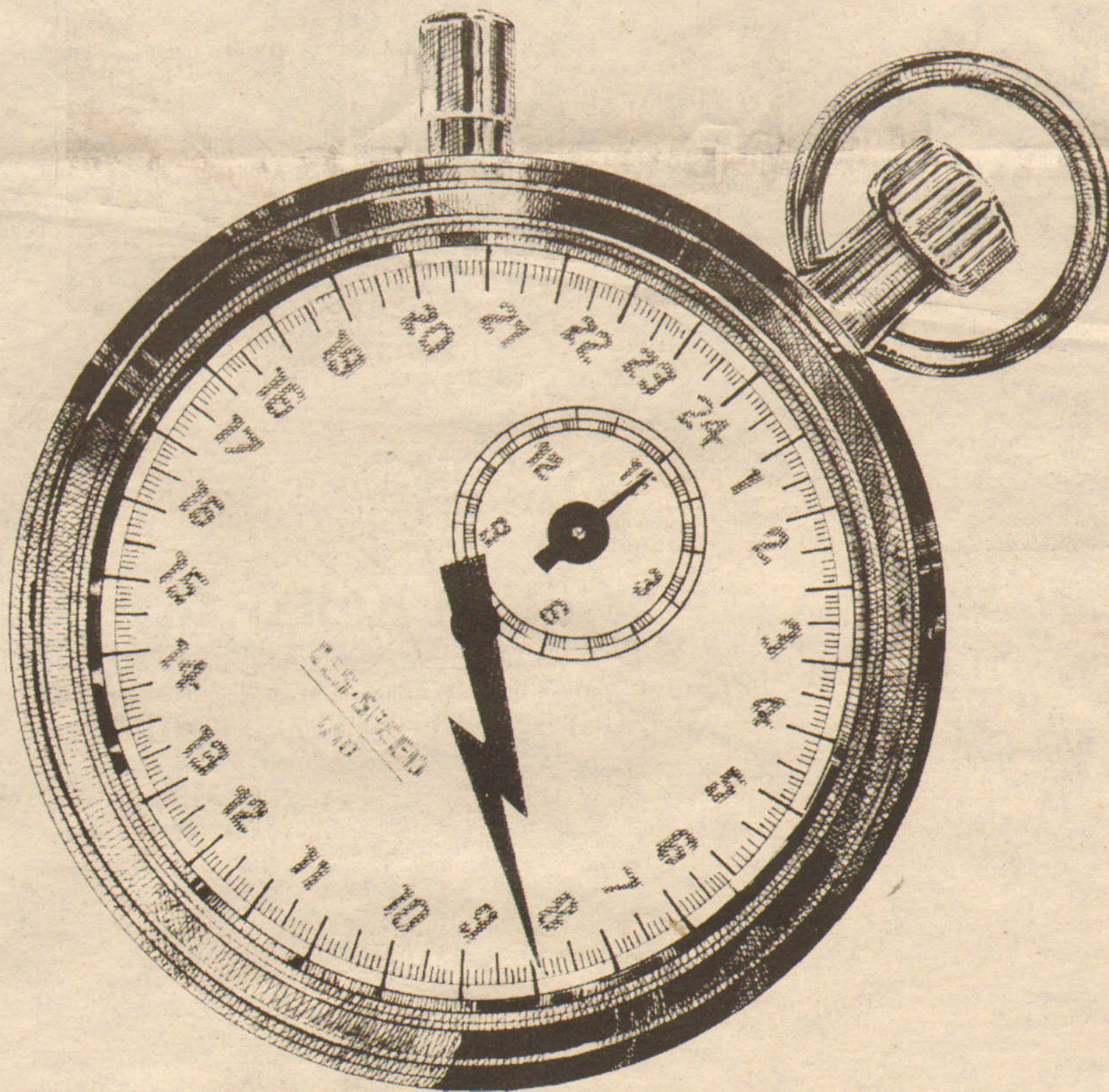
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1989

is not just the end of another year.
It is the beginning of a new decade, the last of the 20th century.

At Konover, we're already thinking about the year 2000! As we prepare for the challenges and opportunities that lie ahead, we look back with pride on the achievements of the past year and the three decades that preceded it.

Konover & Associates, Inc., has grown from a single entrepreneur to an organization of approximately 2,000 individuals whose talents and energies have contributed so greatly to our success and growth over the years. Their efforts are reflected in our year-end portfolio of Konover-owned properties totaling more than 16 million square feet. In addition, we also manage approximately 400,000 square feet for others.

Thanks to the loyalty and dedication of our employees, our partners, associates and tenants for what we've accomplished in 1989. Together we can look with confidence to the next decade and even to the 21st century. Because at Konover, we are not simply developing shopping centers, hotels, offices and residential communities.

We are developing leaders.
For today and the year 2000!

January 18

Donation to University of Connecticut
Simon Konover made donation in the form of a challenge grant to the University of Connecticut to house manuscripts and books on Polish/Jewish history and other topics.

January 23

Connecticut National Bank Signs Lease
Connecticut National Bank signed a 30,502 square foot lease at 800 Connecticut Boulevard, a 103,000 square foot office building, in East Hartford.

January 24

Construction Start-Up in Rocky Hill, Connecticut
35 Marshall Road, a 12,000 square foot office building, in Rocky Hill, Connecticut had official construction kick-off.

January 30

Residential Community Renovated
A \$1.5 million renovation began on 138 units at Steppy Place in Rocky Hill, Connecticut, on I-91/Silas Deane Highway.

February 3

Acquisition of Partners' Interest in Properties
Konover acquires partners' interest in 45 shopping centers, three apartment complexes and two hotels in eleven states along the east coast.

February 13

New Theatre for Hole-In-The-Wall Gang Camp in Ashford, Connecticut
Construction began on the 5,975 square foot, western-style performing arts theatre with 175 person capacity and an elevated stage designed for handicapped persons for access via a unique platform. Konover donates construction management fee.

February 13

Konover National Ranking
Konover ranked the 25th largest owner of retail property by Shopping Center World.

March 8

Ames Department Store Completed in Baltimore
Construction completed on the 78,823 square foot Ames Department Store and the 26,000 square feet of satellite shops at the 320,965 square foot Diamond Point Plaza in Baltimore, Maryland, completing Phase I.

March 9

Expansion at Ames Plaza in Pennsylvania
The 9,560 square foot expansion began at the Bi Lo Market at the 74,760 square foot Ames Plaza in St. Mary's, Pennsylvania.

March 9

One Century Tower Ceremony
The first beam of steel laid at One Century Tower, a 282,000 square foot super-structure, with Governor William O'Neill of Connecticut and Mayor Biagio DiLieto of New Haven.

April 14

Ames Grand Opening, Baltimore
The 78,823 square foot Ames Department Store had its grand opening at Diamond Point Plaza in Baltimore.

April 28

Stepny Place Dedication
Official dedication for Steppy Place and 35 Marshall Road in Rocky Hill, Connecticut.

May 23

Chili's Grill & Bar Opens in Newington, Connecticut
Ribbon-cutting ceremony was held for the 6,500 square foot Chili's Grill and Bar at the 166,320 square foot Hechinger Ames Plaza on the Berlin Turnpike.

June 17

Super Stop & Shop Opens in Westborough
Ribbon-cutting ceremony held for 60,743 square foot Super Stop & Shop in Westborough, Massachusetts. The 10th Super Stop & Shop deal for Konover. This new center was fully at time of opening.

June 21

Quality Market Expansion Begins
A 15,200 square foot expansion project began at Quality Market at the 79 square foot Jamesway Plaza in Nor Warren, Pennsylvania. Quality Market will increase to 37,150 square feet.

June 22

Bi Lo Market Expands
Ribbon-cutting ceremony held for newly expanded Bi Lo Market at Ames Plaza in St. Mary's, Pennsylvania.

July 1

Theatre Opens at Hole-In-The-Wall Gang Camp
Summer Performing Arts Theatre at Hole-In-The-Wall Gang Camp in Ashford, Connecticut, was opened.

July 10

Auburn Hills Shopping Center Approved
Application was made to the town of Auburn for a 230,000 square foot Auburn Hills Shopping Center on a one-acre site located on Route 20, one quarter mile from the 395 Interchange. Four retailers, two outparcels and 40,000 square feet of satellite space are currently undergoing negotiations.

July 28

Laurel Park Residential Community Renovated
Laurel Park, located in Riverdale, is a 387 unit residential community which completed its \$1.5 million interior and exterior renovation and opened fully leased.

August

Konover National Ranking
Konover is ranked the 13th largest center developer by Shopping Center World.

Shop Opens in

ceremony held for the Super Stop & Shop at the foot Speedway Plaza in Massachusetts. This is the first Super Stop & Shop deal for the company. The center was fully leased.

Expansion Begins

foot expansion project at the 79,850 square foot Plaza in North Carolina. Quality Market is the anchor. Total, 150 square feet.

Opens

ceremony held for the new Lo Market at Amesbury, Massachusetts.

at Hole-In-The-Wall

g Arts Theatre at the Camp in New York, was opened.

Shopping Center

ade to the town of 000 square foot Shopping Center on a 28 acre site on Route 20, one-half mile from the 395 Interchange. The center consists of outparcels and a 100,000 square foot of satellite store undergoing lease.

idential Community

ed in Riverdale, Georgia, the new residential community is \$1.5 million interior renovation and opened.

Ranking

the 13th largest strip Shopping Center

August 9

Enfield Commons Renovation
Renovation and redesign began on the 215,645 square foot Enfield Outlet Mall, renamed Enfield Commons. Anchors include Channel, Bob's Store, Super Card Gallery, Three-D Bed and Bath and the newly added Bradlees.

August 15

Air Exchange Tenant Signed
HQ Services and Offices opened a new office at the Air Exchange Building in Windsor Locks, Connecticut and occupies 7,500 square feet.

August 18

Outlets LTD Mall Acquired
Konover & Associates, Inc., entered into a joint venture with Company Stores Development of Brentwood, Tennessee, and acquired Outlets LTD Mall in Brunswick, Georgia.

August 20

Hotel Construction Start-Up
Konover Construction began work on Homewood Suites, a 140 unit hotel, located in Windsor Locks, Connecticut.

August 25

Topping-Out for One Century Tower
Official topping-out ceremony at the 282,000 square foot One Century Tower office building celebrated the placement of the final beam of steel.

August 30

Anchors Named at Middleboro Crossing, Middleboro, Massachusetts
The 35,340 square foot Super Place Supermarket and the 66,000 square foot Rich's Department Store anchors the 130,032 square foot Middleboro Crossing.

September 11

Shopping Center Opens in Florida
Square One in Jensen Beach, Florida is a 188,160 square foot center and had its grand opening for Home Depot, Freddy's and the Olive Garden. Ninety-five percent of the satellite stores are leased.

September 20

Riverside Park Opens in Lakeville
Official ribbon-cutting ceremony held for the first 24,000 square foot two-story office building in the 71 acre office/research/development park named Riverside Park in Lakeville, Massachusetts.

September 24

Groundbreaking for Jewish Center Addition
The Greater Hartford Jewish Community Center had an official groundbreaking ceremony for a 30,000 square foot addition and a 15,000 square foot renovation. Konover will donate construction management services.

September 24

New Beth El Chapel Dedicated
Dedication ceremony for the chapel at Beth El Temple and the expanded administrative offices were donated by Simon & Doris Konover, Arnold & Beverly Greenberg and Leonard & Phyllis Greenberg in memory of their parents. The chapel was built by Konover Construction Corporation.

September 29

Shopping Center Acquired in Florida
Konover South acquired a 300,000 square foot shopping center, The Plaza, in Davie, Florida, which is four miles from Ft. Lauderdale. The center is anchored by a 79,325 square foot X-TRA Supermarket, a 78,848 square foot Zayre and a 13,000 square foot Walgreens.

October 2

Rich's Department Store Opens in Middleboro, Massachusetts
The 66,000 square foot Rich's Department Store had its ribbon-cutting ceremony.

October 2

Centennial Inn Phase II Start-Up
Construction began on Phase II on the Centennial Inn, a three-building, 56 unit project located on Route 6 and Spring Lane in Farmington, Connecticut.

October 22

New Tenant for Air Exchange
Xi Tech, Inc., relocated its offices to the Air Exchange Building in Windsor Locks, Connecticut and occupies 4,400 square feet.

November 5

Quality Market Expands in Pennsylvania
Ribbon-cutting ceremony held for Quality Market expansion at Jamesway Plaza in North Warren, Pennsylvania.

November 13

New Tenants for Air Exchange
Fare Audit and Professional Pilot Testing relocated their corporate headquarters to the Air Exchange Building.

November 17

New Leases at Santee Village Square
Designs By Levi's, a 8,500 square foot store, marked its grand opening along with other new outlet tenants in the 152,558 square foot manufacturer's outlet center.

November 22

Konover Manages Colonial Plaza
Konover announced its plans to lease and manage Colonial Plaza, a 250,000 square foot strip shopping center, located at the junction of Thomaston Avenue and West Main Street in Waterbury, Connecticut, and is owned by Jocelyn Realty of Bethesda, Maryland.

November 27

Tenants Signed for Marshall Road
Konover signed two leases for 35 Marshall Road in Rocky Hill, Connecticut. The tenants are Arrow Industries, a commercial cleaning company, and American Frozen Foods.

December 1

Land Optioned for Center in Virginia
Konover took option on 12 acres of land in Tazewell, Virginia, for a 110,000 square foot center. Construction will begin in early spring and open in the fall of 1990.

December 8

Konover Handles Leasing/Management for Florida Center
Konover assumed leasing and management of Indrio Crossing in Ft. Pierce, Florida, shopping center.

December 8

Land Optioned for Center in Florida
Konover assumed option on land for a 20,000 square foot shopping center in Cooper City, Florida. Construction to begin after the first of the year.

December 11

Land Acquired for Center in New Jersey
Konover acquired land in Lumberton, New Jersey, for Evergreen Plaza, a 180,000 square foot shopping center, on Route 38. Construction to begin in early spring on Phase I which includes the first 85,000 square feet.

Konover

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

MARCH

H.J. Davis Dev. starts construction on \$18m 121,000 s/f 201 Broadway, Cambridge, office building; Codman Assoc. agent.

Thompson Properties completes \$1.5m 18,000 s/f The Merrimack Shoppes in N.H.; R.M. Aho & Sons contractor.

Condyne Inc. signs contract to construct \$3.4m nursing home in Falmouth, Mass. for owner/architect William Dobson.

Terry Wilson of Coldwell Banker brokers 64,000 s/f lease for Fafard Companies to Dunkin' Donuts in Milford.

Gansett L.P. acquires 198,000 s/f \$9.25m East Providence center; FGE&O places Conn. Mutual financing.

Thompson Properties builds \$3m 30,000 s/f Second Street Shoppes; Landry & Assoc. architect.

First Whitney arranges \$8.5m for Pacific Dev.'s 54,117 s/f Stamford Landing offices.

Meredith & Grew & Leggat McCall/G&E cobroker 12,000 s/f lease for Linpro Co. at Crown Colony Office Park.

FGE&O arranges \$15.5m for CC&F and The New England for 213,000 s/f at Marlborough Business Ctr. leased to Digital.

Lilyan Cuttler & Jim Koury of Hunneman Commercial broker \$2.9m 50,000 s/f Concord, N.H. office park.

Cathy Thompson & Kevin Collins of The Robbins Group & Joanna Rizzo of Codman Assoc. cobroker 9,916 s/f lease.

CC&F starts 164,000 s/f offices at mixed use Mystic Center in Medford; Brian Thomson archt., Aberthaw GC.

Charles Real Estate & LM/G&E lease 72,960 s/f for WRC Properties to Lindenmeyr Monroe in Mansfield, Mass.

Highwood Office & Research Park, Tewksbury, leases 11,402 s/f; Codman Co., Codman Assoc., LM/G&E cobroker.

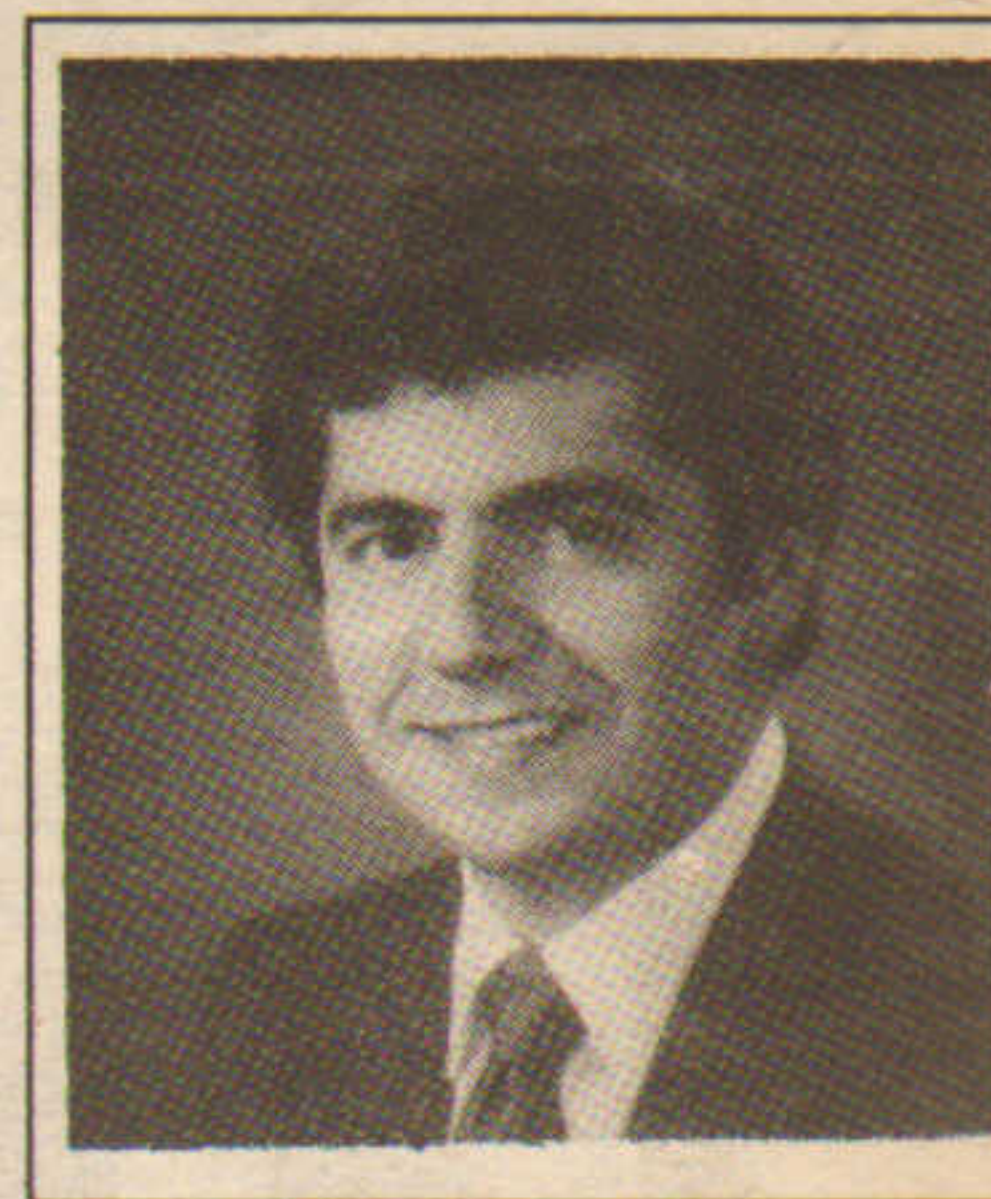
GFP Realty building 10,750 s/f at Birken Tech Center in Bloomfield, Conn.; Mussman & Associates agent.



Donald Tofias
TOFIAS COMPANY



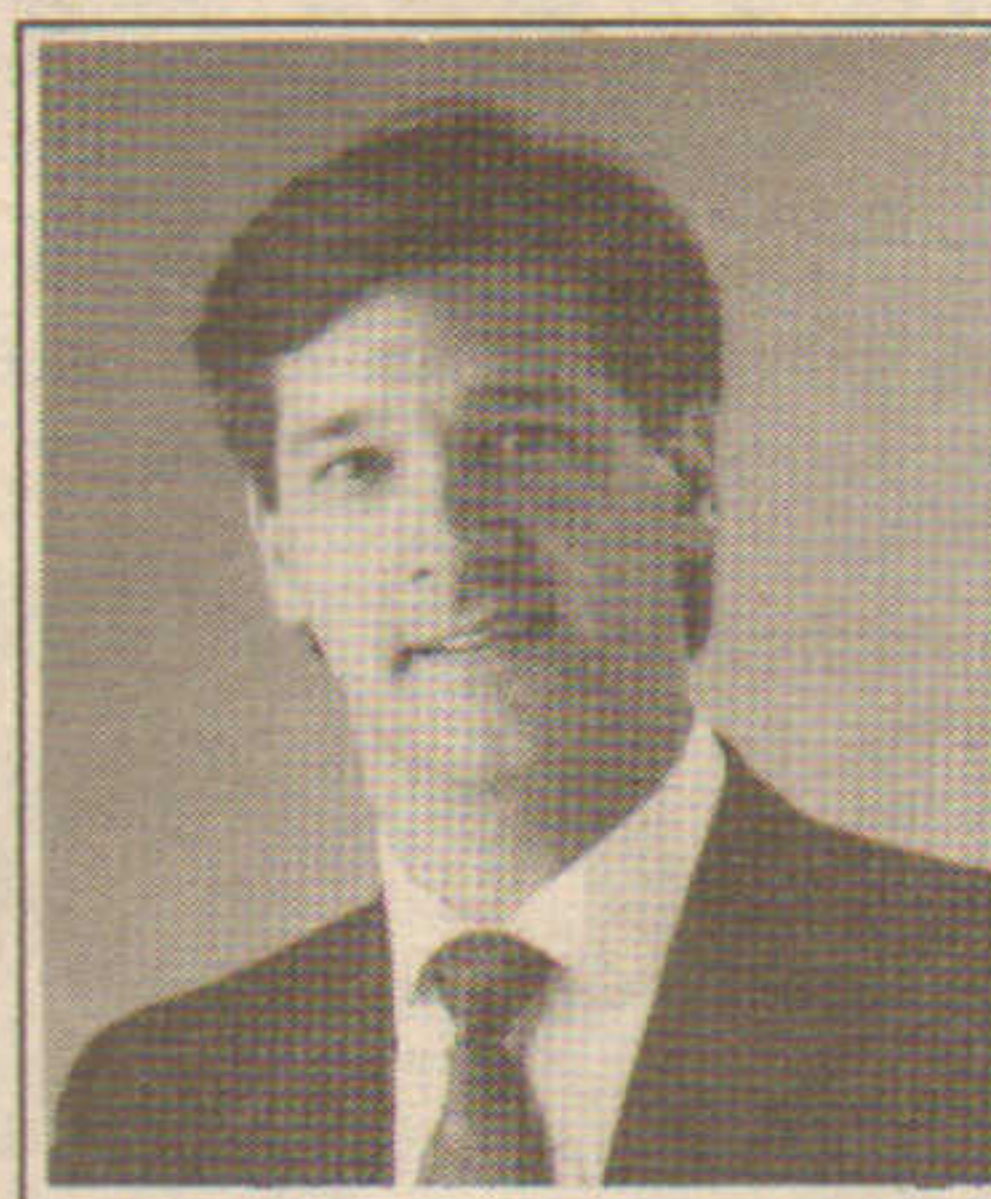
Bart Perini
PARAMOUNT DEV.



Joseph Trodella
TRODELLA ELECTRICAL



Rene Poyant
RENE POYANT R.E.



Joseph Sciolla
CUSHMAN & WAKEFIELD



Gary Green
LINPRO COMPANIES



Richard Spaulding
SPAULDING & CO., INC.



Lawrence Bianchi
CODMAN & ASSOCIATES



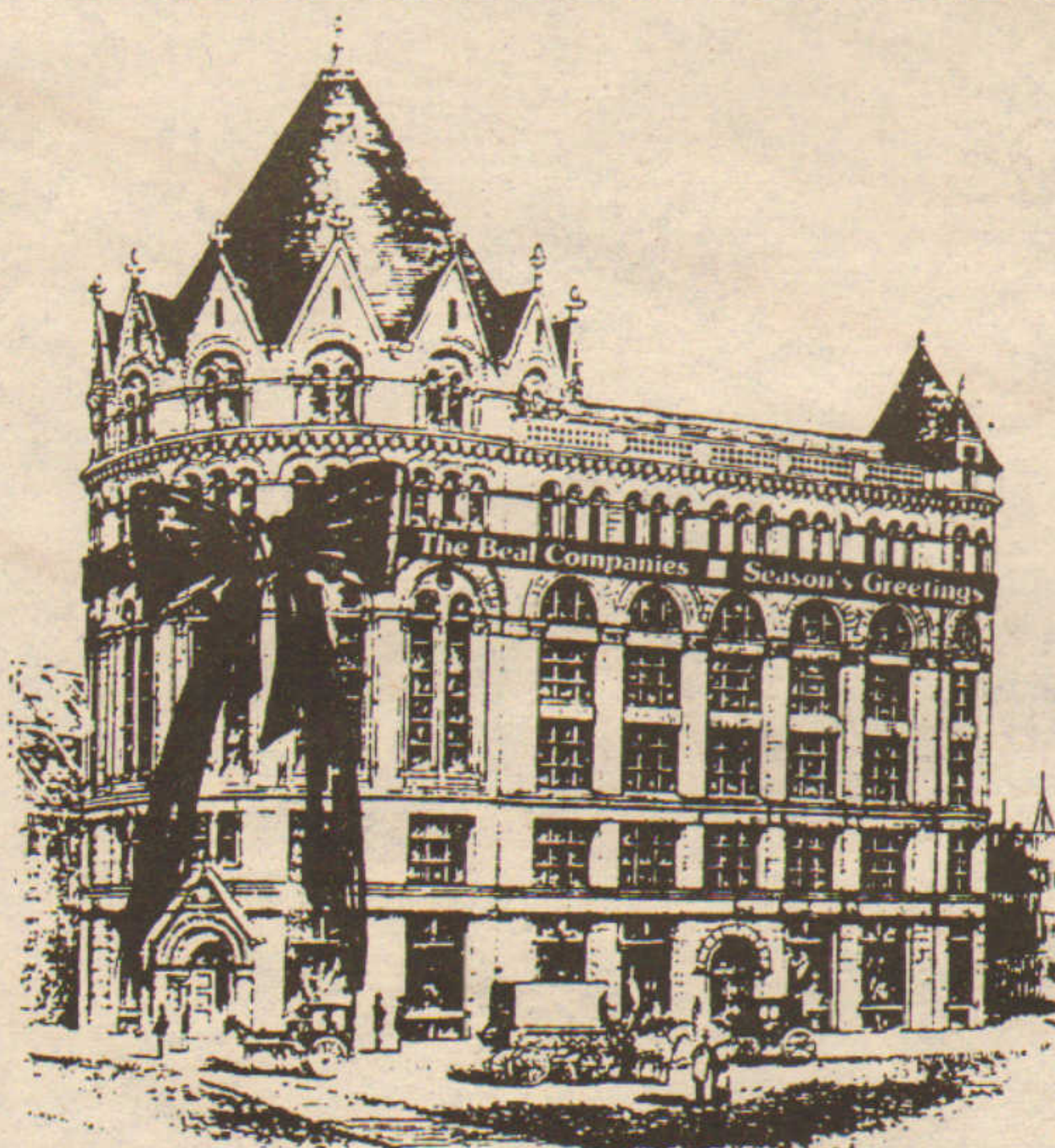
Martin Berman
BERMAN & SON CO.



James Hooper
SPAULDING & SLYE

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APRIL

National Dev. Assoc. tops off 65,000 s/f for Physical Sciences Inc. at New England Business Ctr. in Andover, Mass.

Joel Hausman & David Gorbach of Colonial Realty lease 34,000 s/f manufacturing space in Bristol, Conn.

Leggat McCall/Grubb & Ellis and Spaulding & Slye lease 10,930 s/f for The Druker Co. at Two Newton Place.

The Moskowitz Co. brokers the \$1m sale of a 10,000 s/f retail block for Investment Properties Nominee Trust.

Spectrum Financial arranges \$14m for the 214,000 s/f EMC Corp. headquarters in Hopkinton, Mass.

Spaulding & Slye and Leggat McCall/Grubb & Ellis lease 58,300 s/f for Franklin Federal Partners in Boston.

Park Lee of Gaklis Realty & Rustro Realty cobroker \$883,000 restaurant condo sale in Brookline, Mass.

Peter DeLorey of Condryne Inc. negotiates \$1m contract with Retail Print for 30,000 s/f Taunton addition.

Northland Investment leases 20,500 s/f at Canton Commerce Ctr.; Codman Assoc. & Hunneman Comm'l. cobroker.

Lilyan Cuttler of Hunneman Comm'l. brokers sale of 101 Allston apts. to Ron Cahaly for \$5.2 million.

Robert Daglio of The Farley Co. appointed sales agent by B.L. Golden for 36,700 s/f Hartford warehouse site.

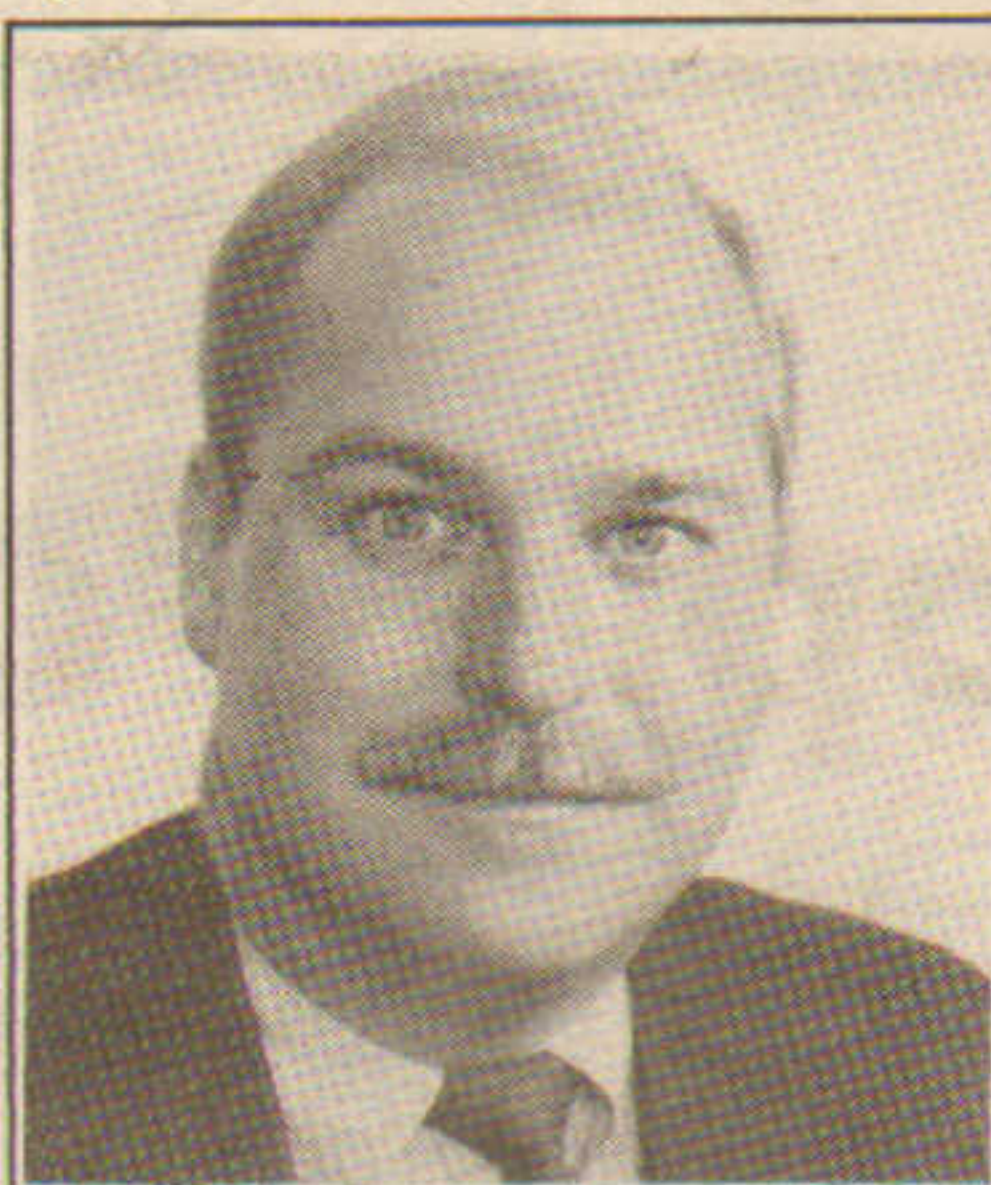
London & Leeds Dev. Corp. and Rosewood Dev. Corp. buy Northwoods Business Park in Danvers for \$40m.

James Sandberg & Co. and Joel Miller cobroker \$2.1m sale of 51,000 s/f Boston site to Seafood Enterprises.

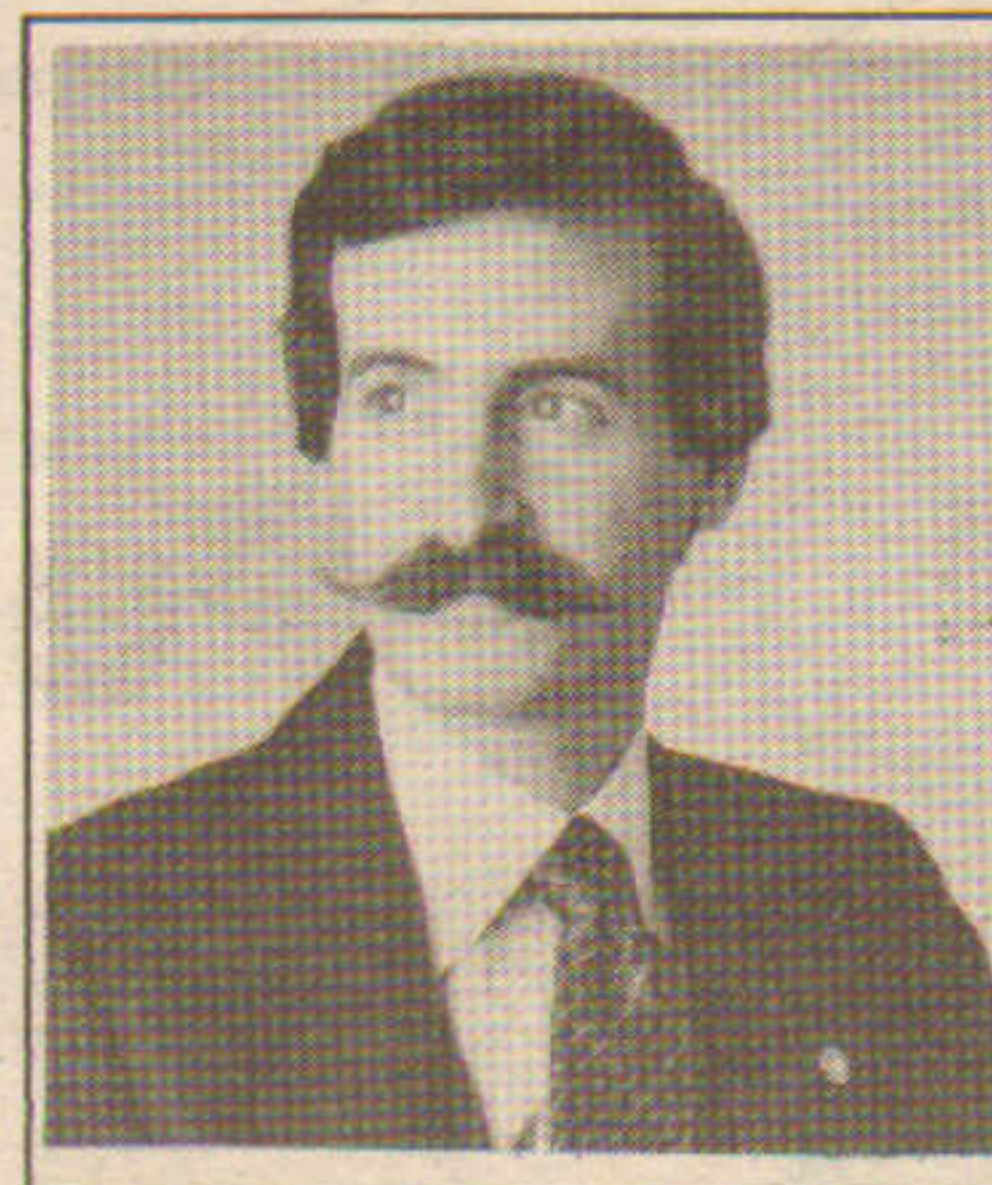
Peter Elliot & Co. chosen by Neponsett Meadows to market 62,184 s/f Norwood Airport Business Park condos.

Warren Howland Inc. & N.E. Investment Properties sell \$1.6m 20,000 s/f Manchester, Conn., property.

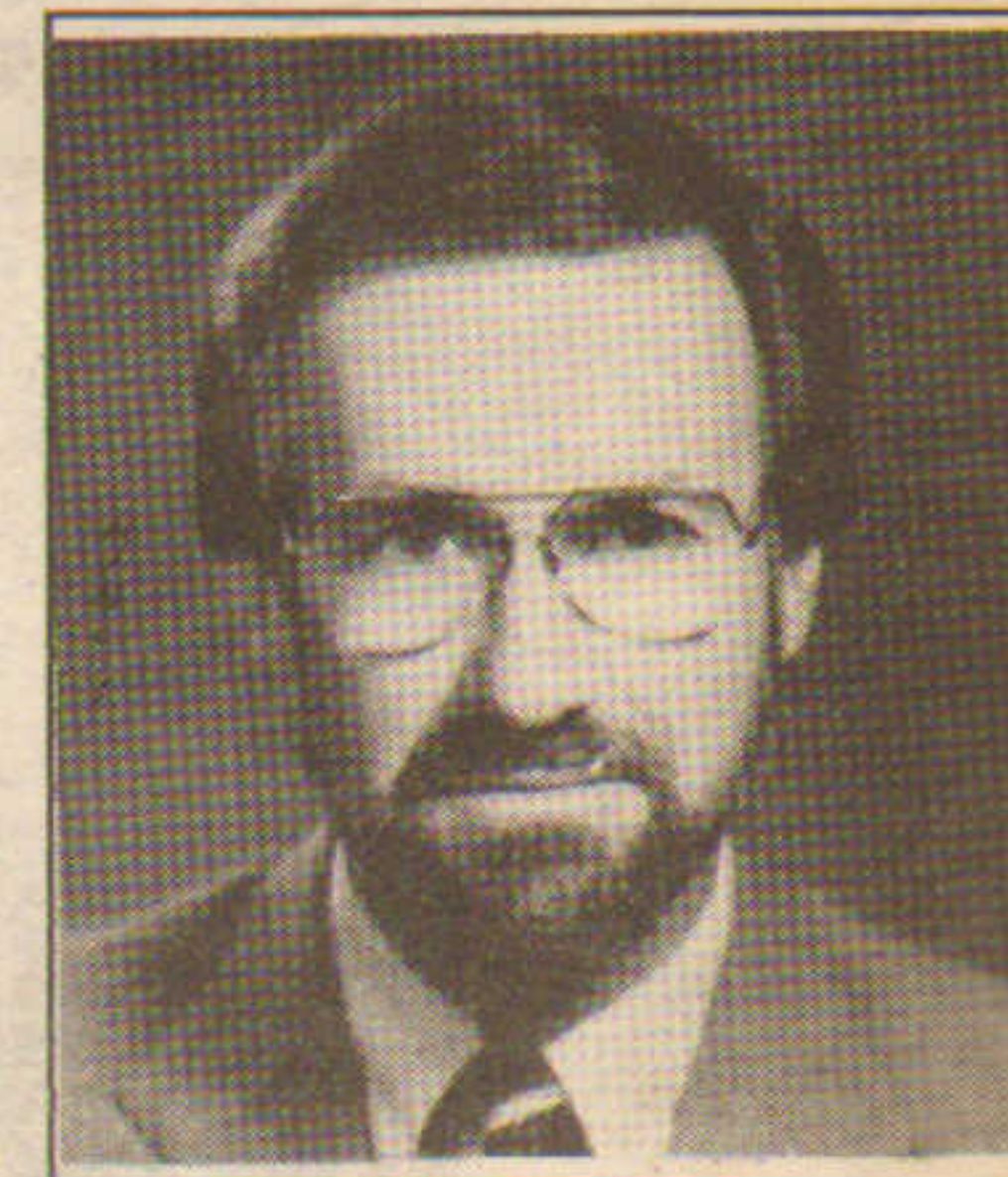
Ken Hecht & Corey Griffin of Coldwell Banker broker \$1.6m sale of 12,500 s/f in Newton, Mass. to Mark Const.



Robert Ferris
THE FERRIS COMPANY



Theodore Schuster
THE SCHUSTER CO.



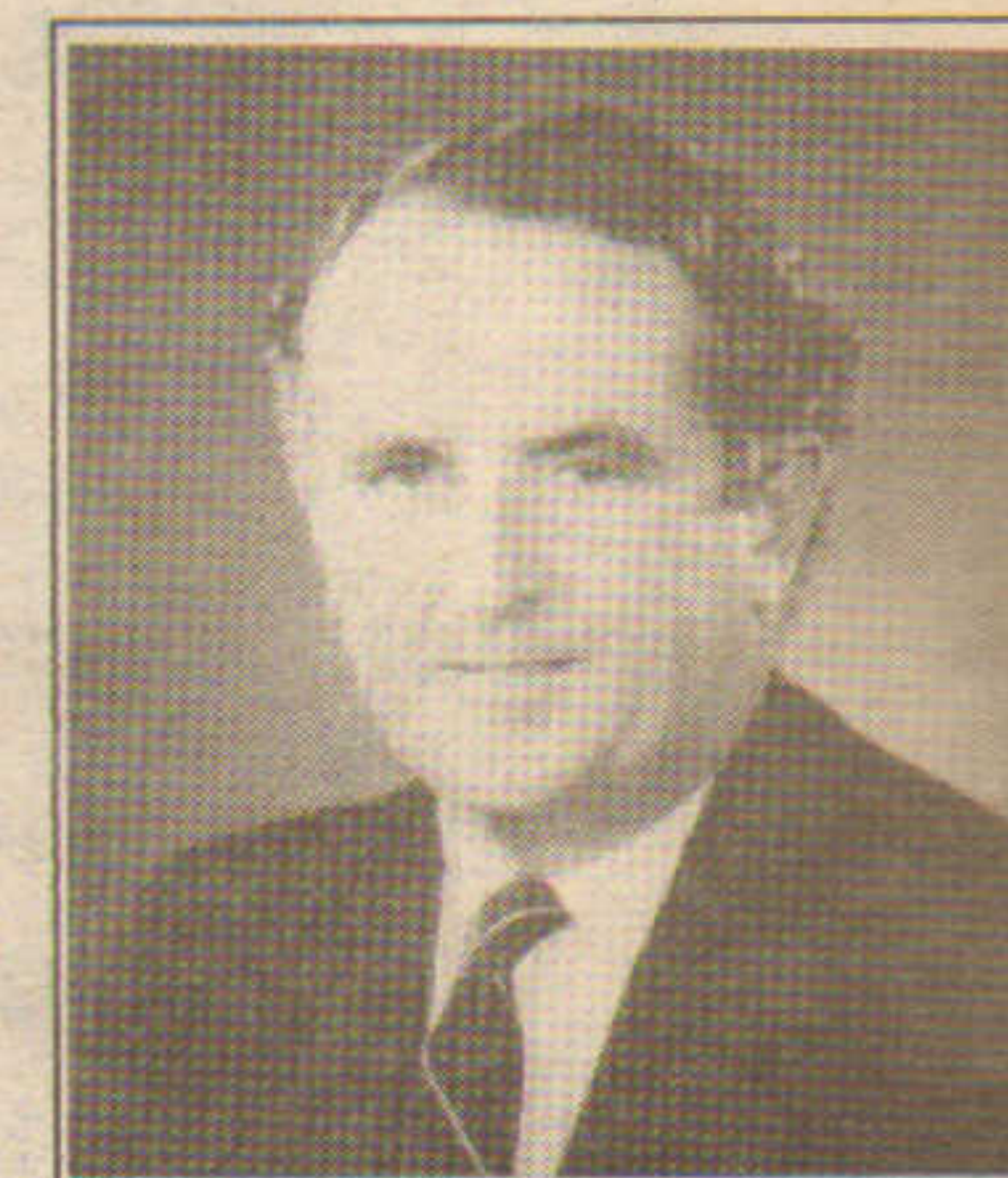
William Farley
FARLEY COMPANY



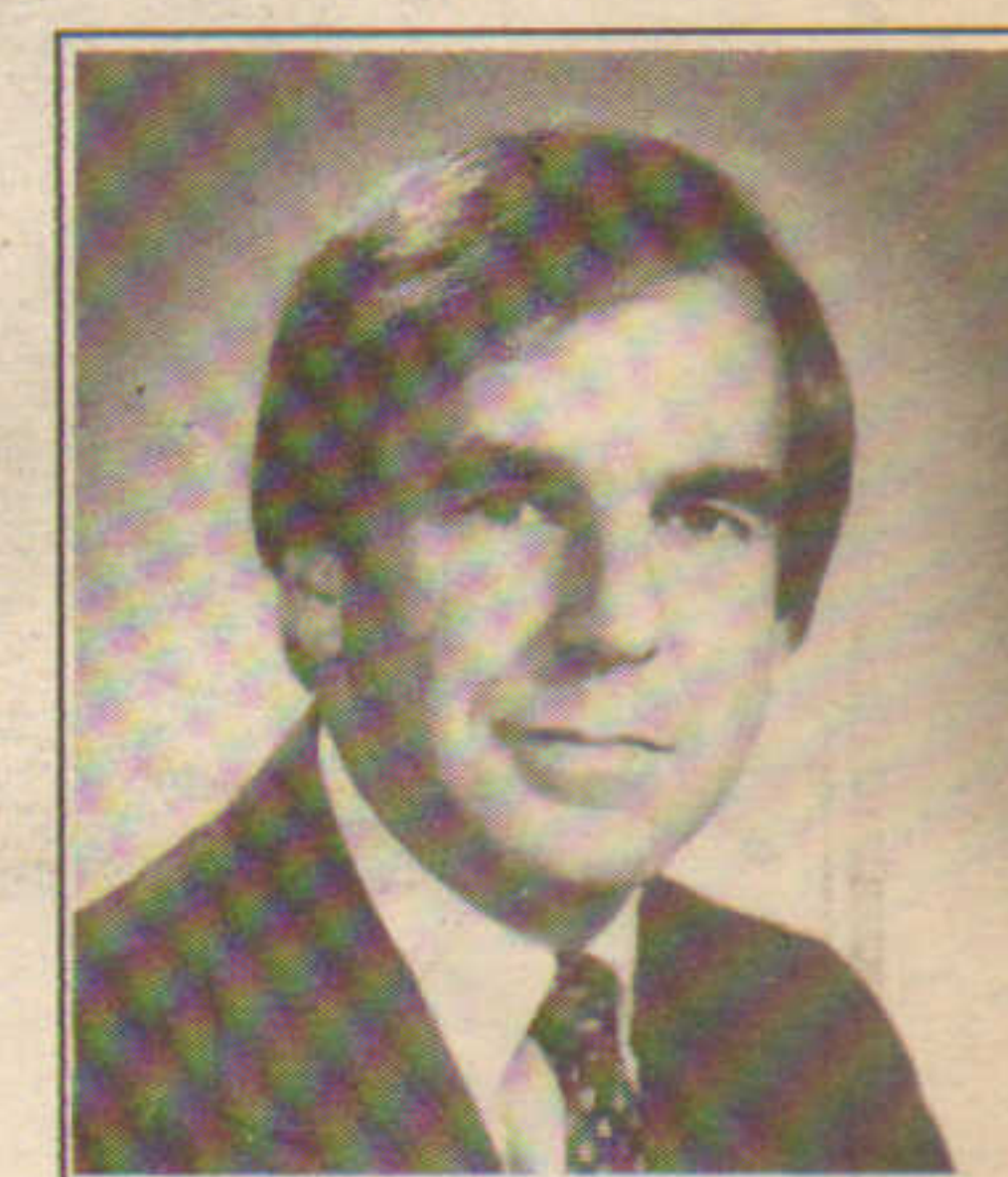
John Curtin
CURTIN INSURANCE



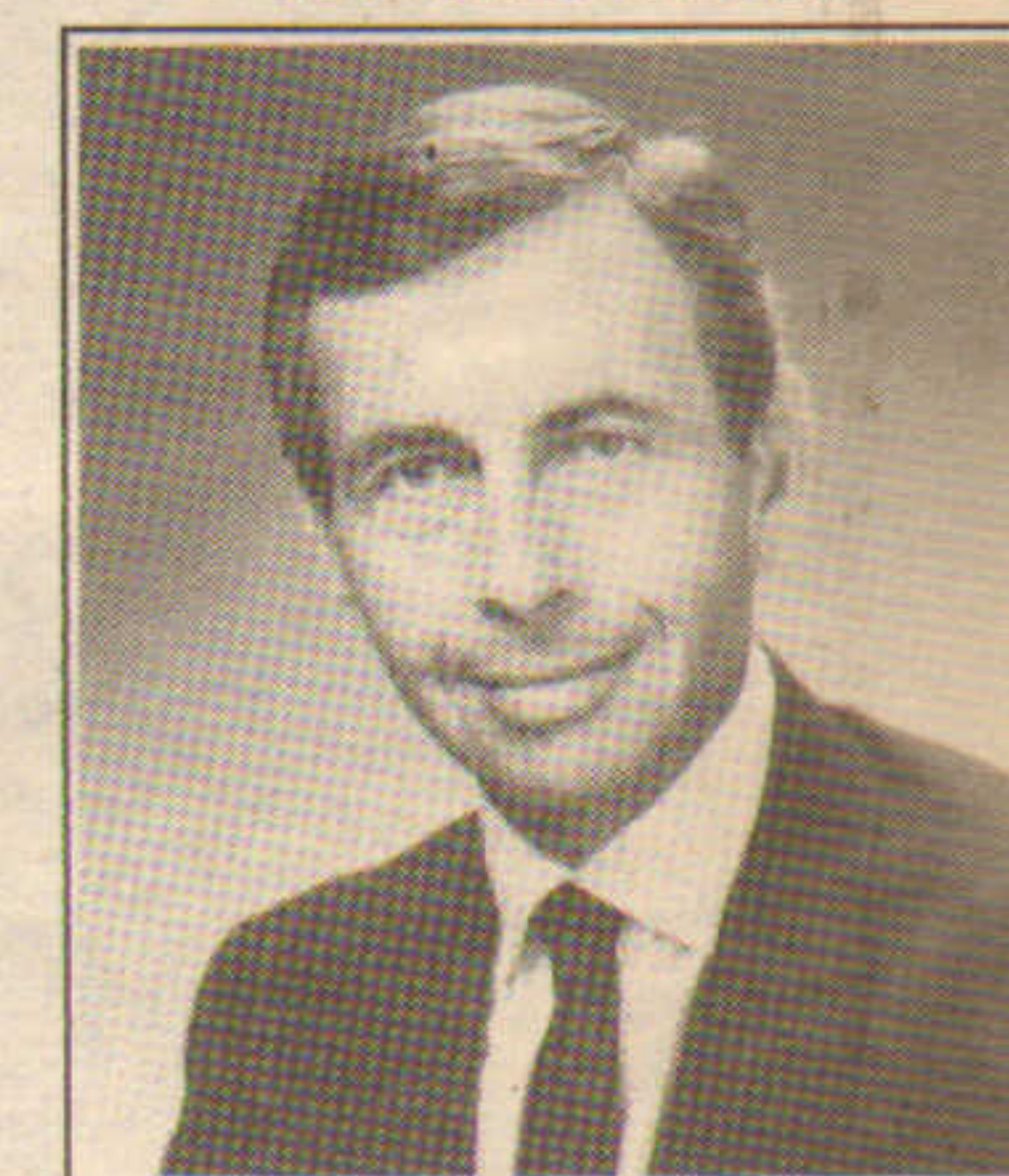
Arnold Kahn
CARPENTER & COMPANY



Kevin Phelan
MEREDITH & GREW



Joseph Boulos
THE BOULOS CO.



Allen Hutensky
BRONSON & HUTENSKY



Joseph Fallon
FALLON, HINES & O'CONNOR



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Northland
investment corporation

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Robert A. Danziger
President and Chief Executive Officer

APRIL

Meredith & Grew arranges \$10.5m Mass. Mutual Life loan to Ariel Inc. for 85,000 s/f Key Plaza in Portland.

Clifford Hurley & Barbara Kelly of The Leggat Co. lease 50,000 s/f for GCA Corp. to Iris Graphics in Bedford, Mass.

Jim Nicoletti of Codman Assoc. leases 46,248 s/f in Randolph, Mass. for Hamilton Realty to Century Mailing.

Levey Miller Maretz & Coldwell Banker cobroker \$320,000 sale of 2,167 s/f New Haven building.

National Dev. Assoc. builds 77,500 s/f \$7.5m offices/R&D at Mansfield Corporate Center; Meredith & Grew agent.

Cabot, Cabot & Forbes starts Killingly Oaks Business Park with 450,000 s/f Child World warehouse center.

American Trading R.E. leases 45,000 s/f at Trefoil Park, Trumbull, to Cadbury Schweppes Beverages.

Fowler Goedecke Ellis & O'Connor of Conn. arranges \$14.5m State Mutual loan for Somerset Retail.

Renaissance Properties develops 150 condo homes on 3 Boston sites for \$48.5m; Notter Finegold + Alexander archt.

Bernard Mussman Assoc. lease 20,000 s/f in Bloomfield, Conn. to Curtis-Wright affiliate.

Dow & Condon handles sale of 16,500 s/f Hartford building for David Snowman; Alan Monbaron & Nicholas Morizio broker.

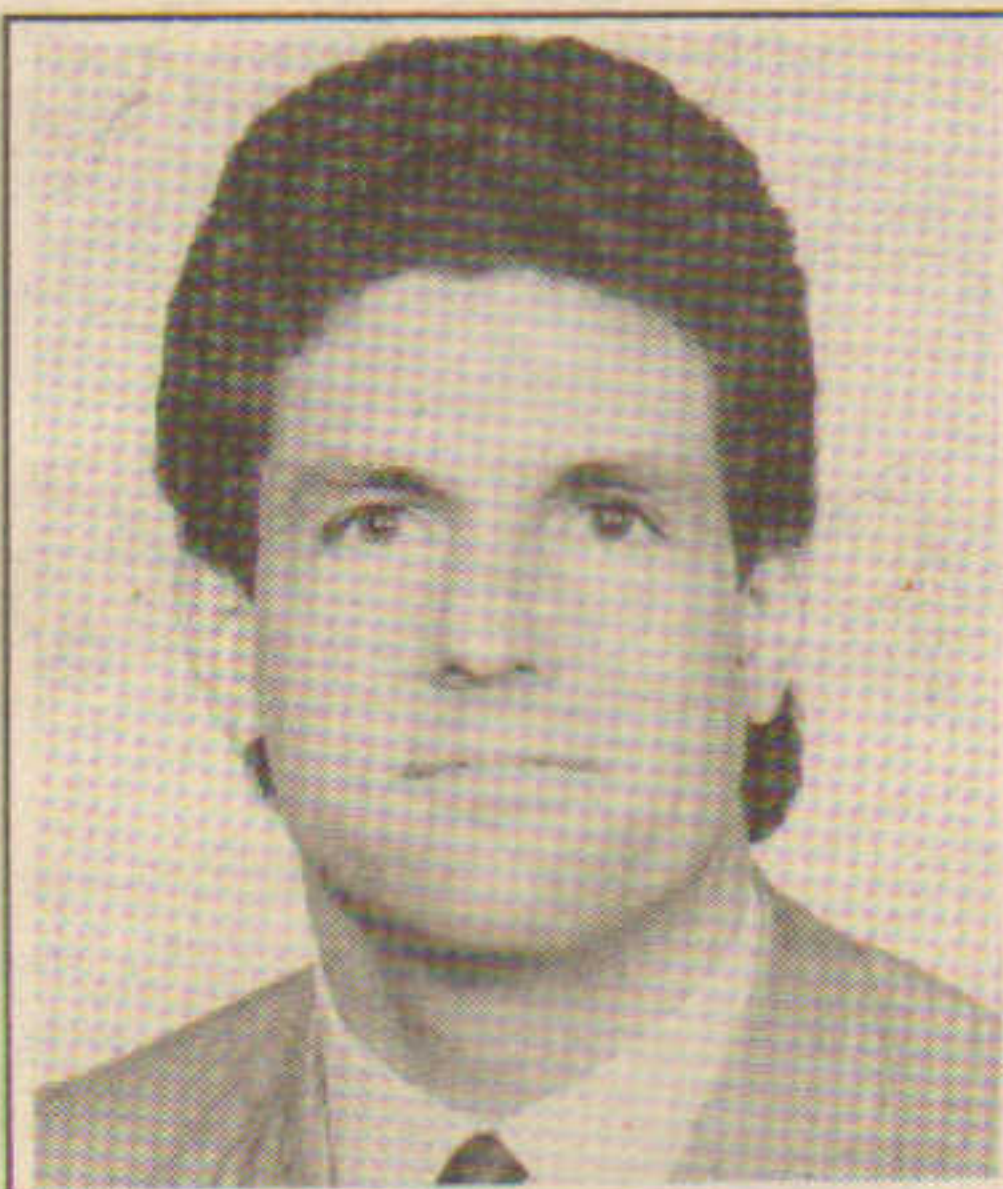
The Robbins Group appointed to lease 66,000 s/f phase one at World Trade Center in Boston.

The Nelson Cos. awards contract for 274,000 s/f Prospect Place offices/garage to Consolidated Electrical Services.

William Kimball Jr. of Codman Assoc. sells \$2.5m 13,400 s/f Newton offices for Steinway Musical Properties.

Needham Assoc. picks Peter Elliot & Co. for 48,000 s/f Needham offices designed by Manning and Linder & Assoc.

Wayne Spiegel & Charles Evangelakos of Hunneman Comm'l. leases 21,048 s/f for Heatherfield Realty.



Ron Davis
KELLER & CO.



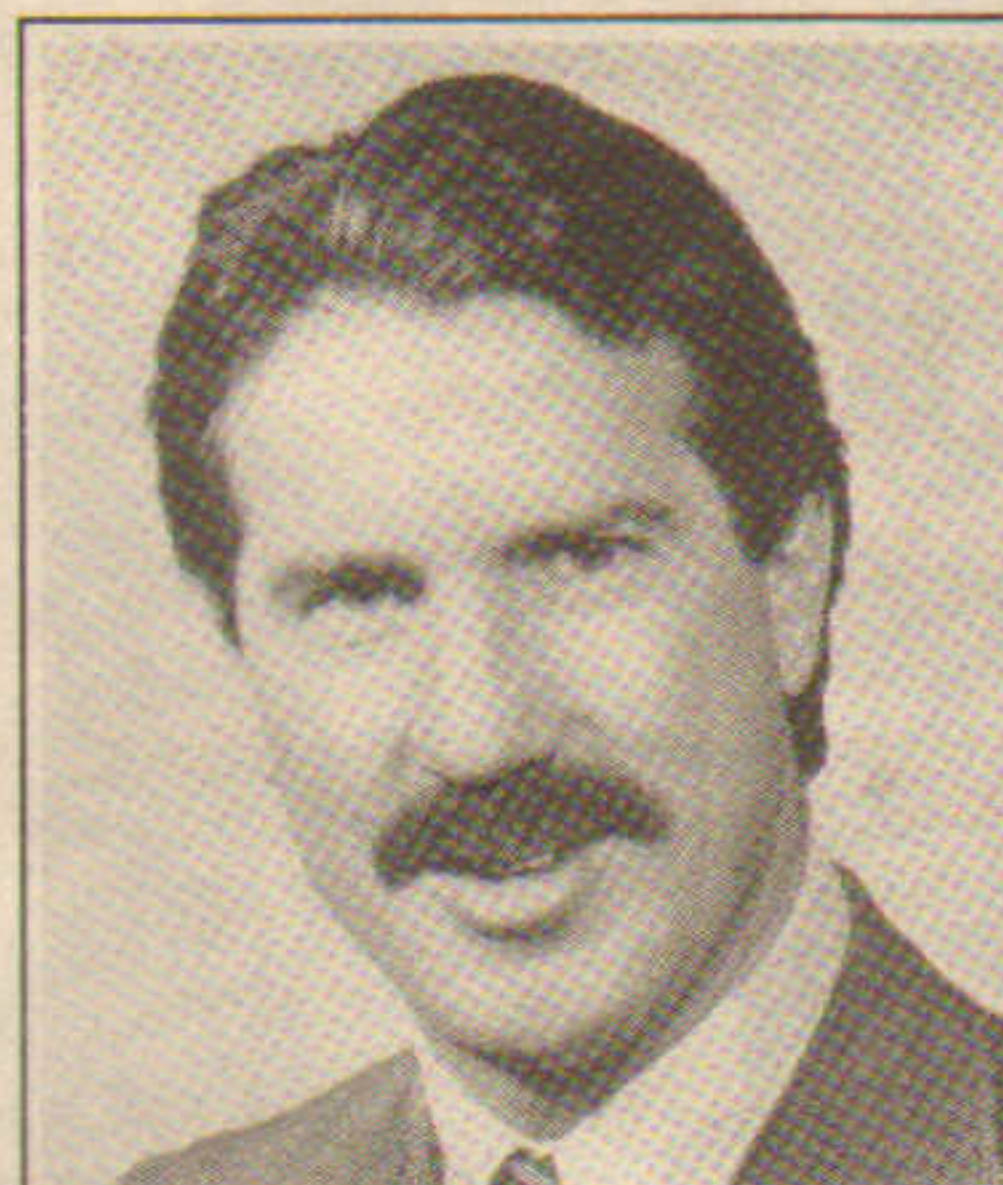
Charles Kenny
C. W. WHITTIER, INC.



George Fantini, Jr.
BOSTON FINANCIAL



Phyllis Marsh
INVESTORS MTG. COMPANY



Ian Gillespie
GILLESPIE & COMPANY



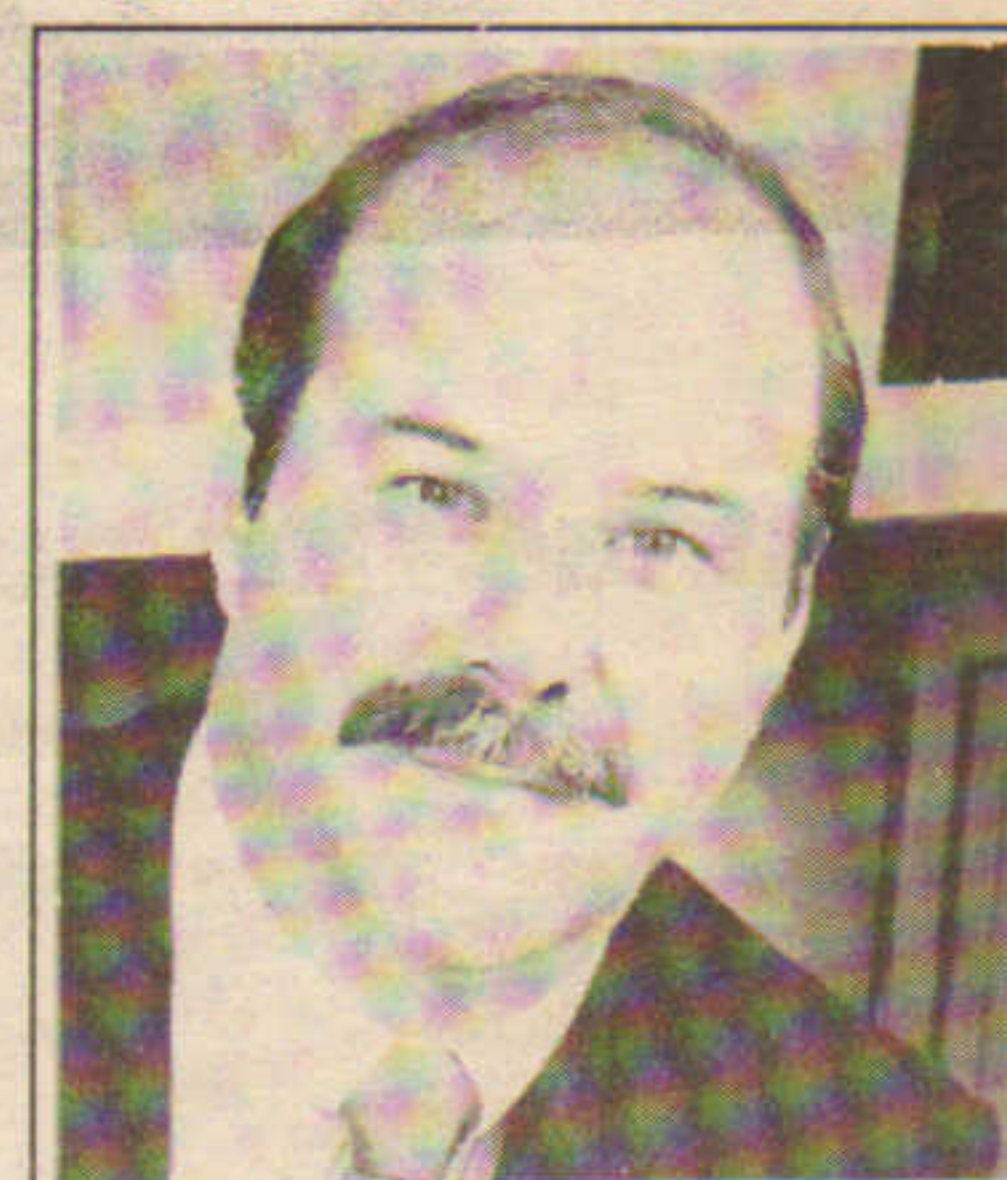
Richard Marquis
MARQUIS ASSOC.



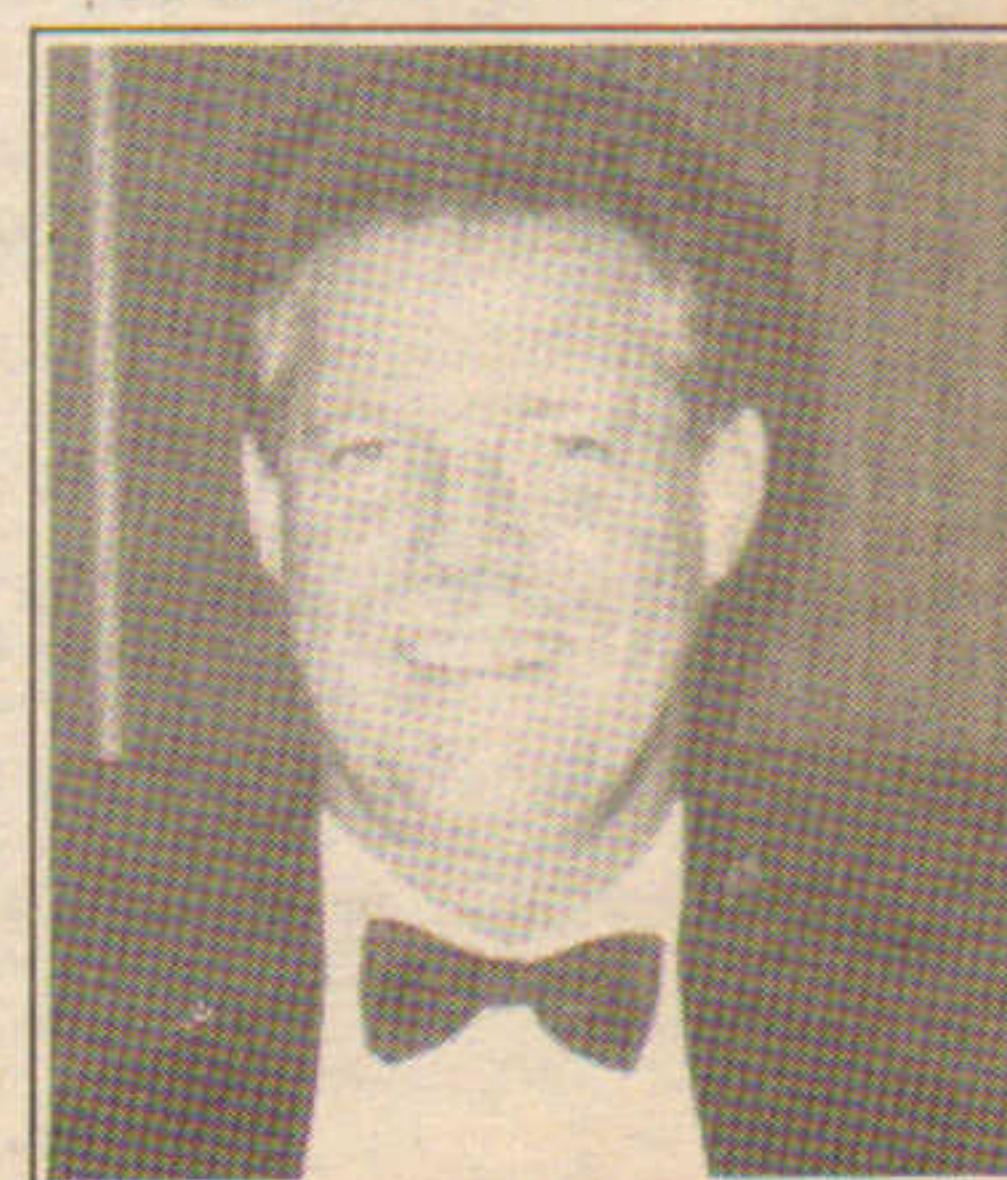
Tom Hill III
TOM HILL REALTY



Jay Grossman
THE CODMAN COMPANY



Michael Siegel
CUSHMAN & WAKEFIELD



John Spencer
THE NELSON COS.

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great amenities, and a
helluva location . . ."*

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AND AFFILIATED COMPANIES

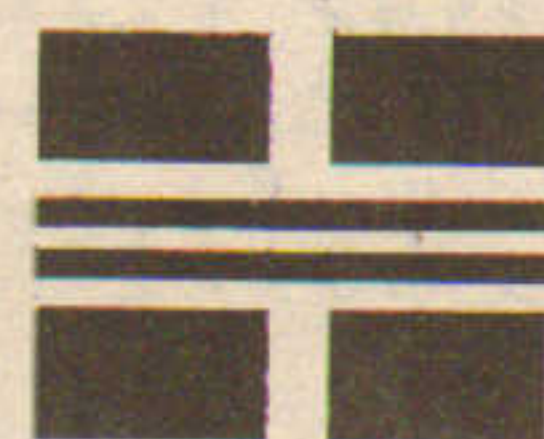


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MAY

Vappi & Co. tops off \$25m 200,000 s/f Union Square, Allston mixed use condos for Ron Cahaly; Arin Realty mgr.

Boston Mortgage arranges \$5.9m TIAA loan to Carye Assoc. for 80,440 s/f in Chelmsford, Mass.

Michael Ayers & Thomas Walsh of Codman Assoc. broker \$5.6m sale of 112,548 s/f Claremont Mall.

Eastern Air Center will build a 40,000 s/f, \$1.75m hangar and offices at Norwood Airport.

First Bristol Corp. leases 55,000 s/f to A&P at 180,000 s/f Fairhaven (Mass.) Commons.

Filene's building 115,000 s/f anchor at Independence Mall in Kingston, Mass. to join Sears and J.C. Penney.

Beacon Companies opens \$40m 275 suite Guest Quarters Suites Hotel in Waltham.

The Liron Co. purchases 35,000 s/f office-retail site in Nashua for \$1.35m from Hamilton Realty.

Cabot, Cabot & Forbes names Codman Assoc. for 285,000 s/f at CC&F Industrial Park in Mansfield, Mass.

Hunneman Commercial brokers \$1.4m sale of 25,000 s/f in Lawrence for Piquette & Howard Electric Service.

Deborah Foehr & Arthur Littman of S. Crowley & Assoc. handle \$1.2m sale of 4,761 s/f Southport, Conn. building.

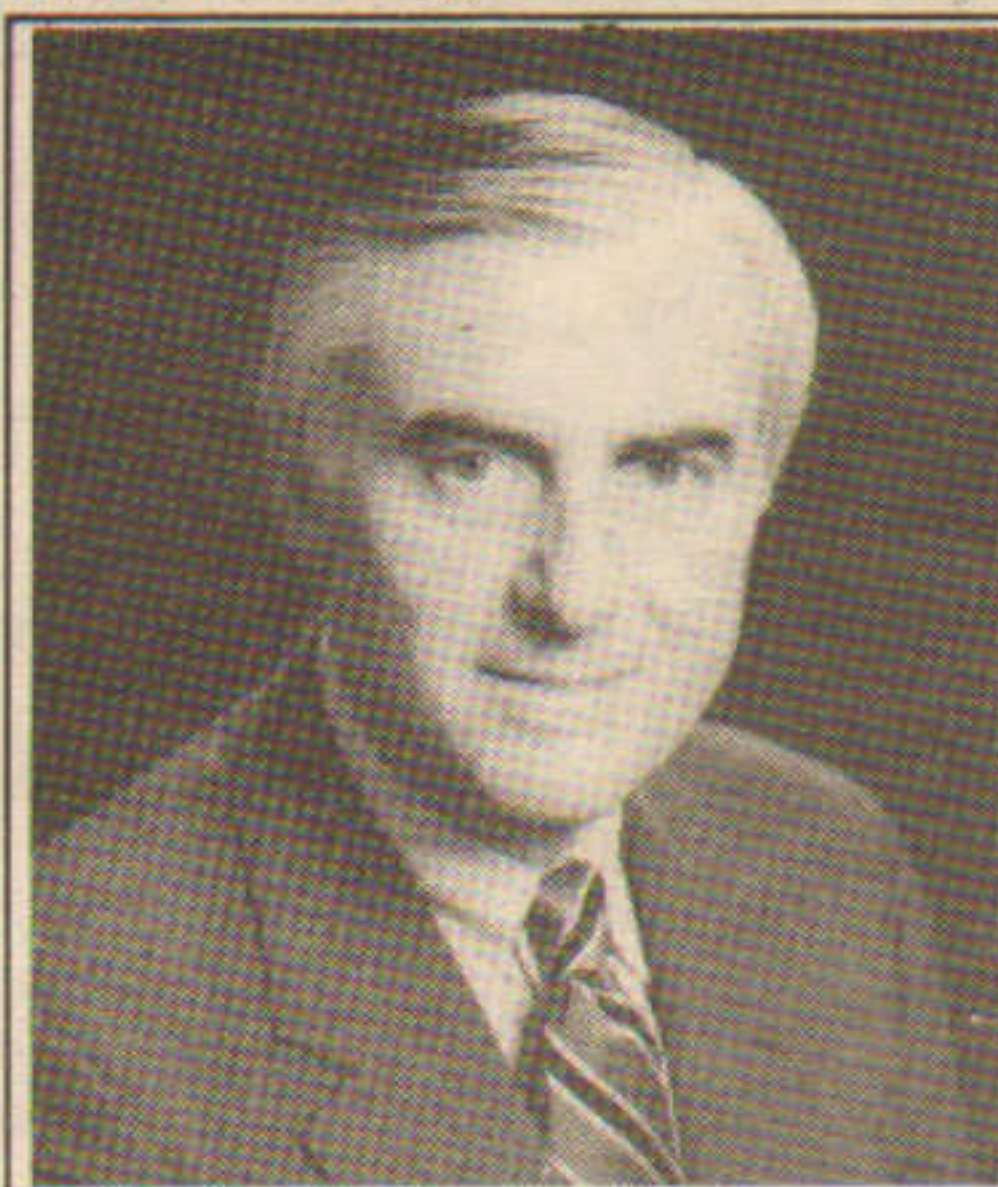
Cathy Thompson of Robbins Group & Will Lobkowitz of Leggat McCall cobroker 11,900 s/f Boston lease.

Ashworth Mortgage places \$24m loan for 124,500 s/f Grant-Hoffman Bldg. in Boston's Back Bay.

Donlan Mortgage arranges \$12m for Ricciardi Co.'s 96,000 s/f office building in Milton; Codman Co. agent.

Thomas Farrelly of Cushman & Wakefield brokers \$2.7m sale of 75,000 s/f warehouse in Greenland, N.H.

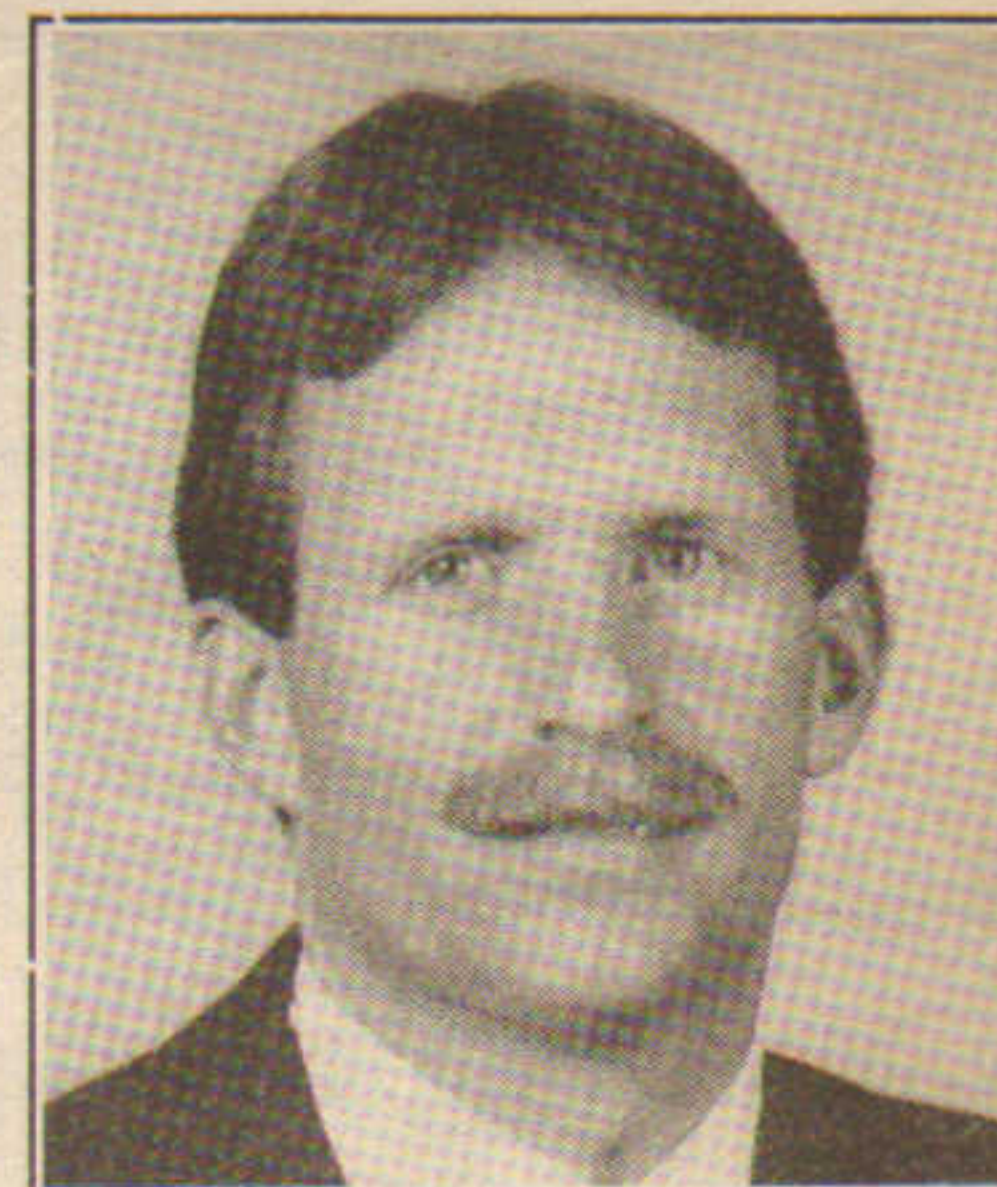
David Mack leases 50,000 s/f at Still River Corporate Center in Danbury to G.E. Credit Corp.



Robert Danziger
NORTHLAND INVESTMENT



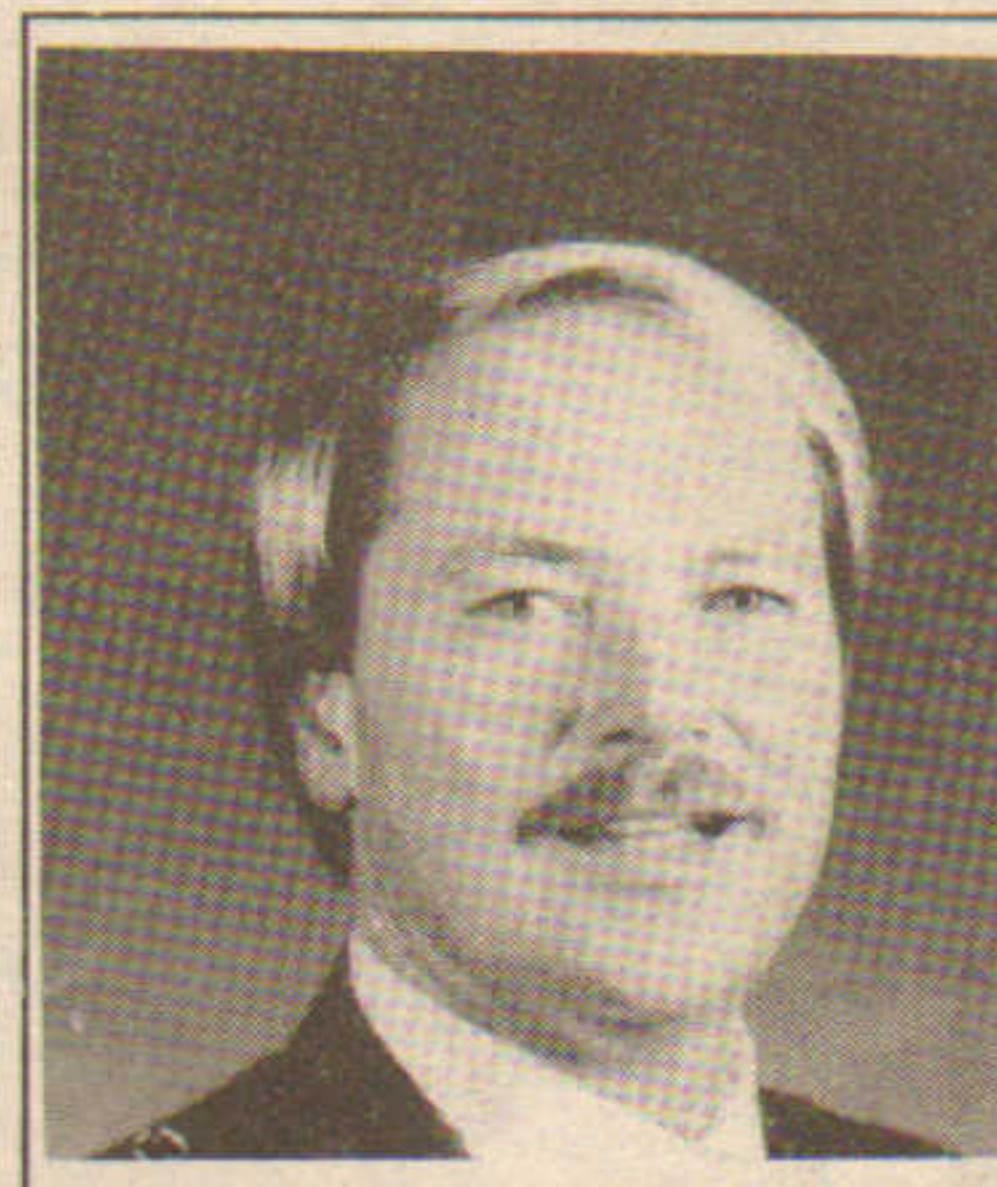
Roland Kratzer
N. B. I. MORTGAGE



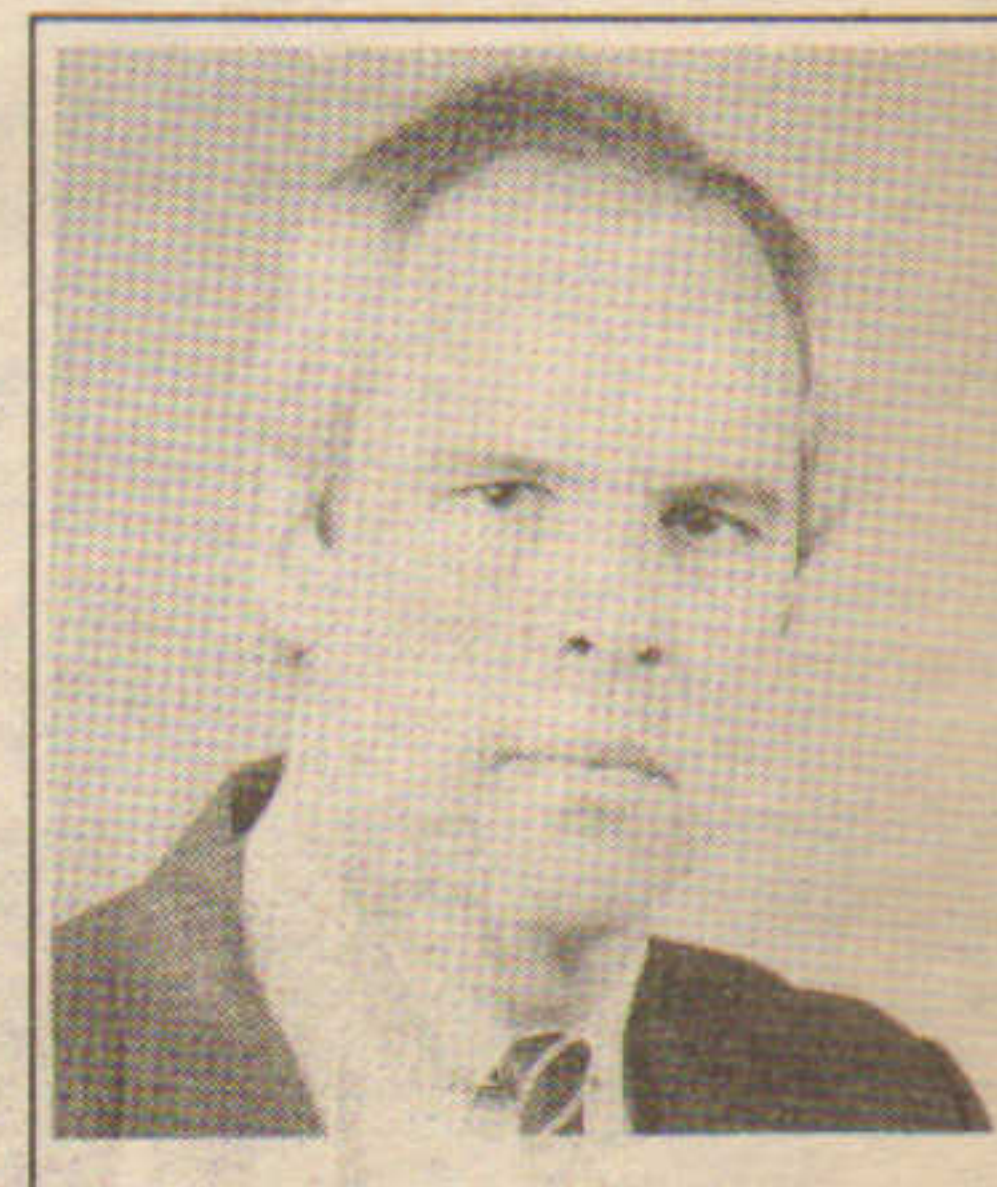
Gregory Lucas
CODMAN ASSOCIATES



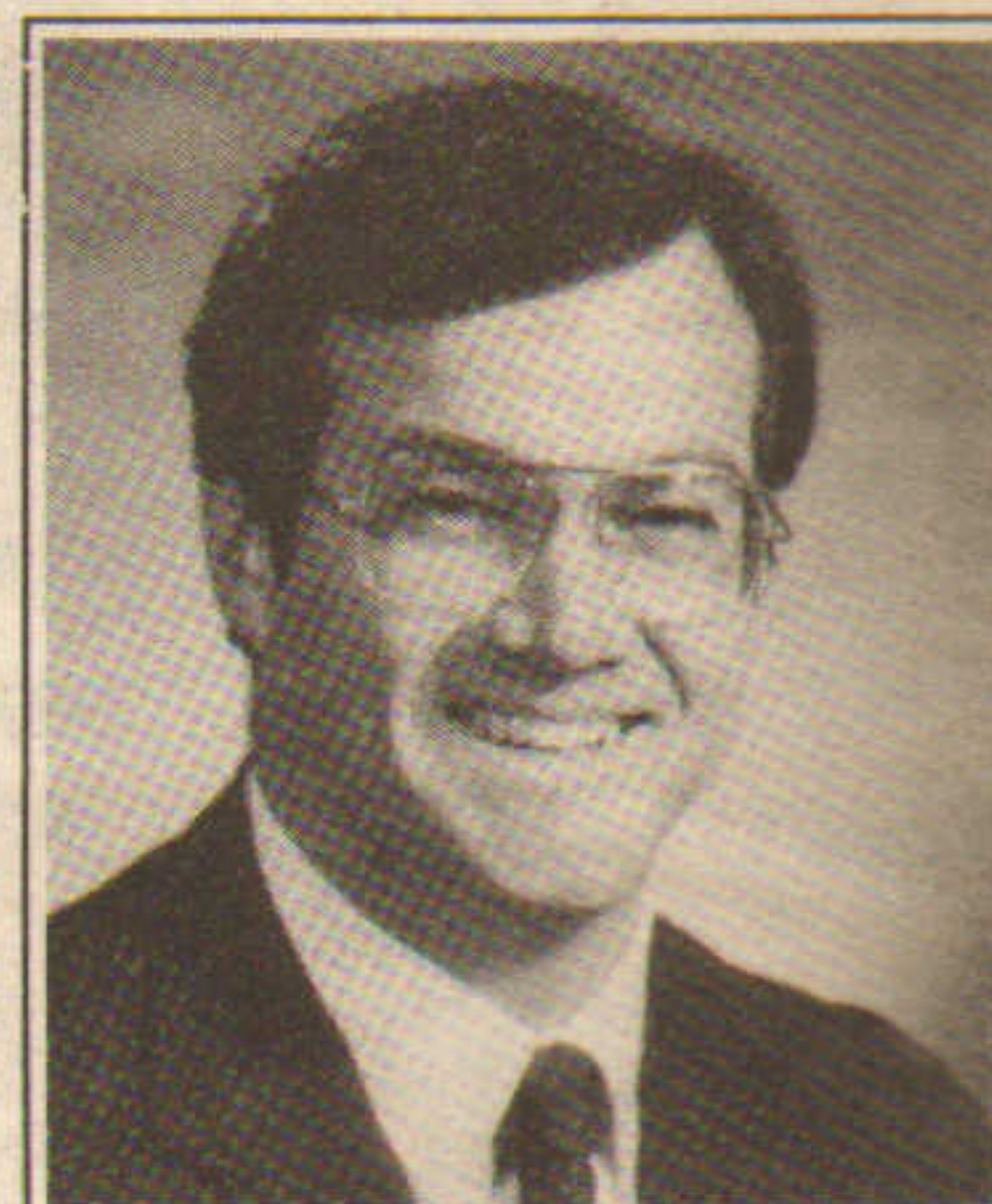
Edwin Sidman
BEACON COMPANIES



Stephen Bisson
CONSOLIDATED ELECTRICAL



Timothy Halloran
CODMAN ASSOC.



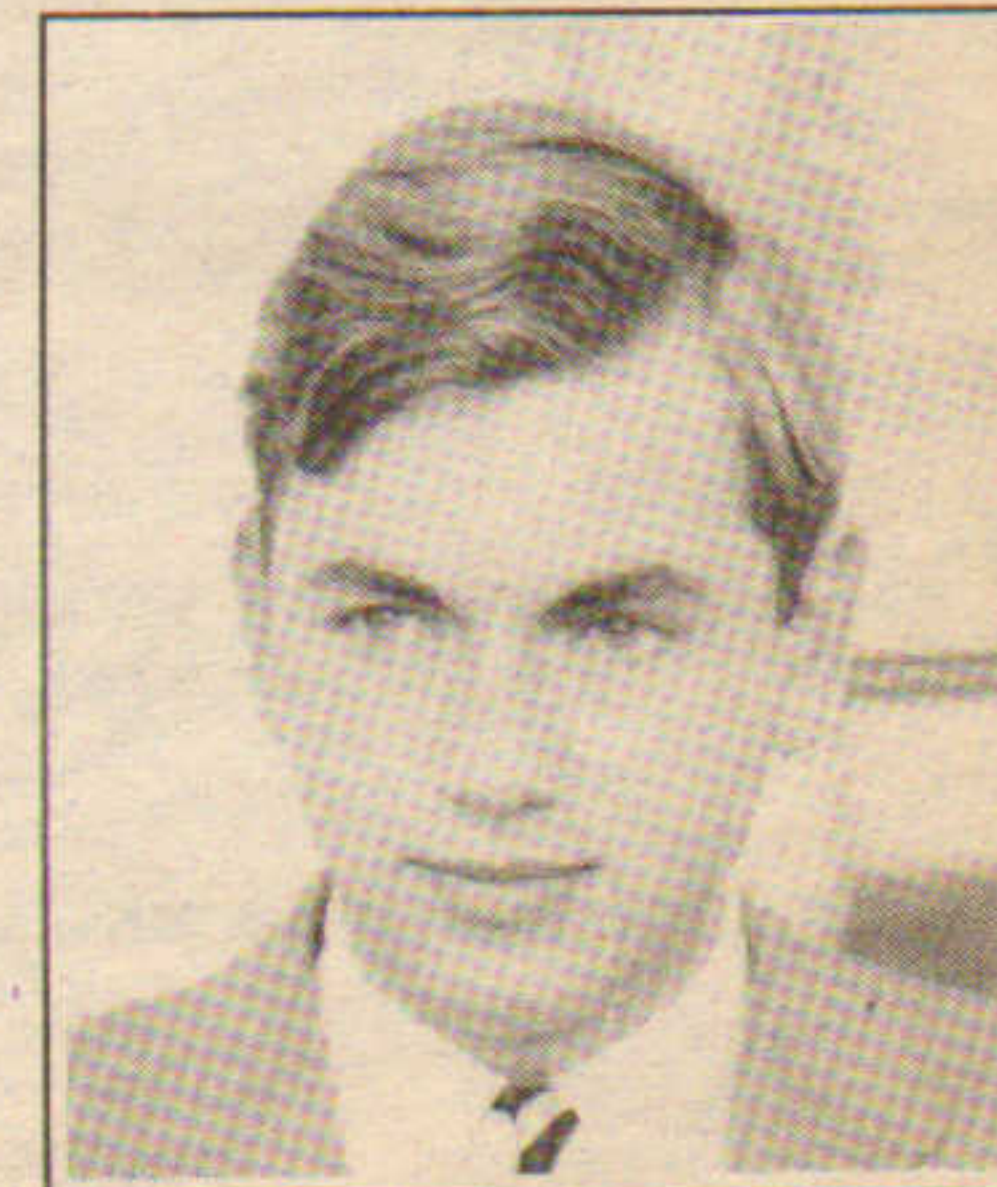
David Almy
LEGGAT McCALL/GE



Richard Graham
FALLON, HINES & O'CONNOR



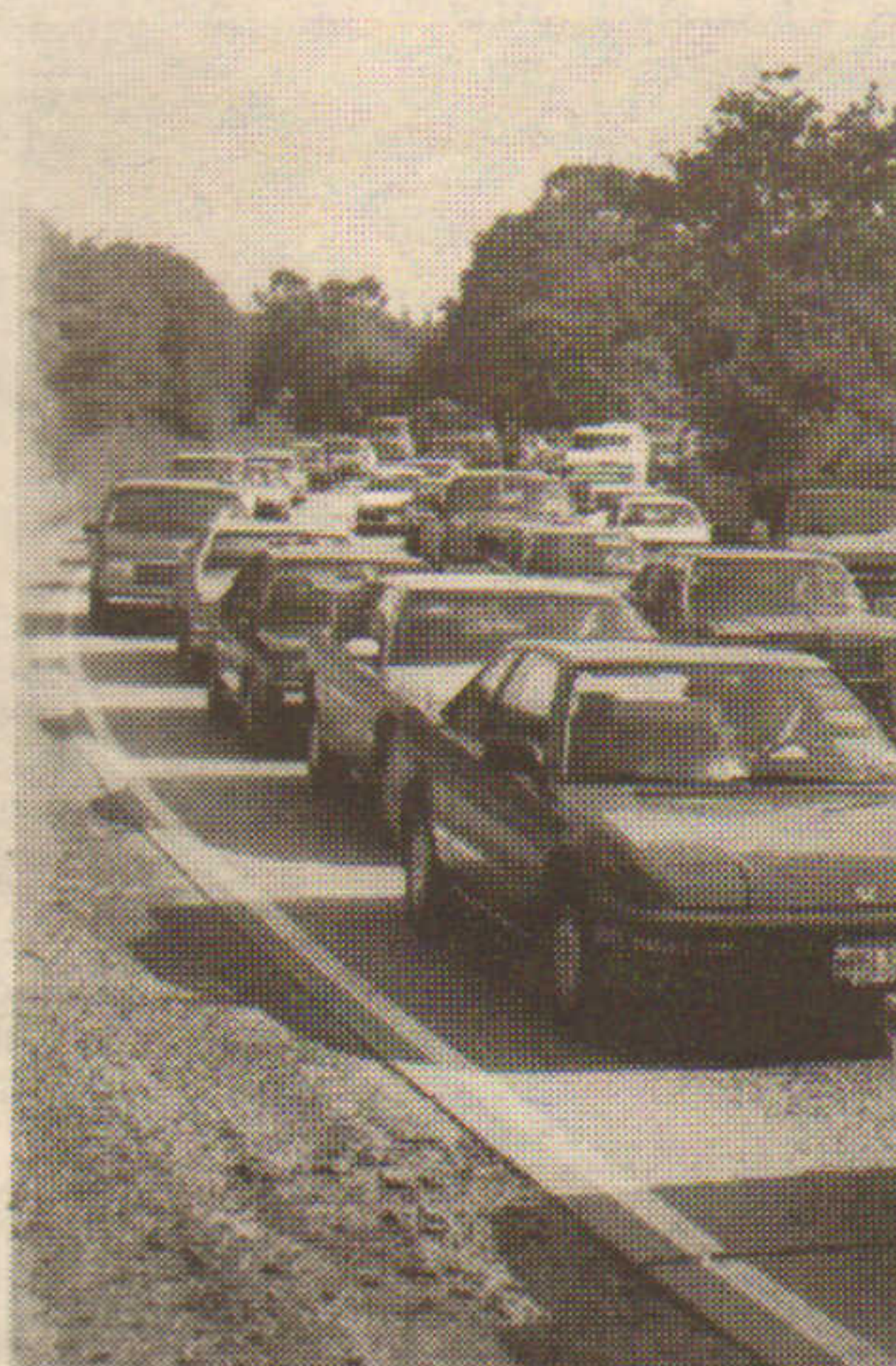
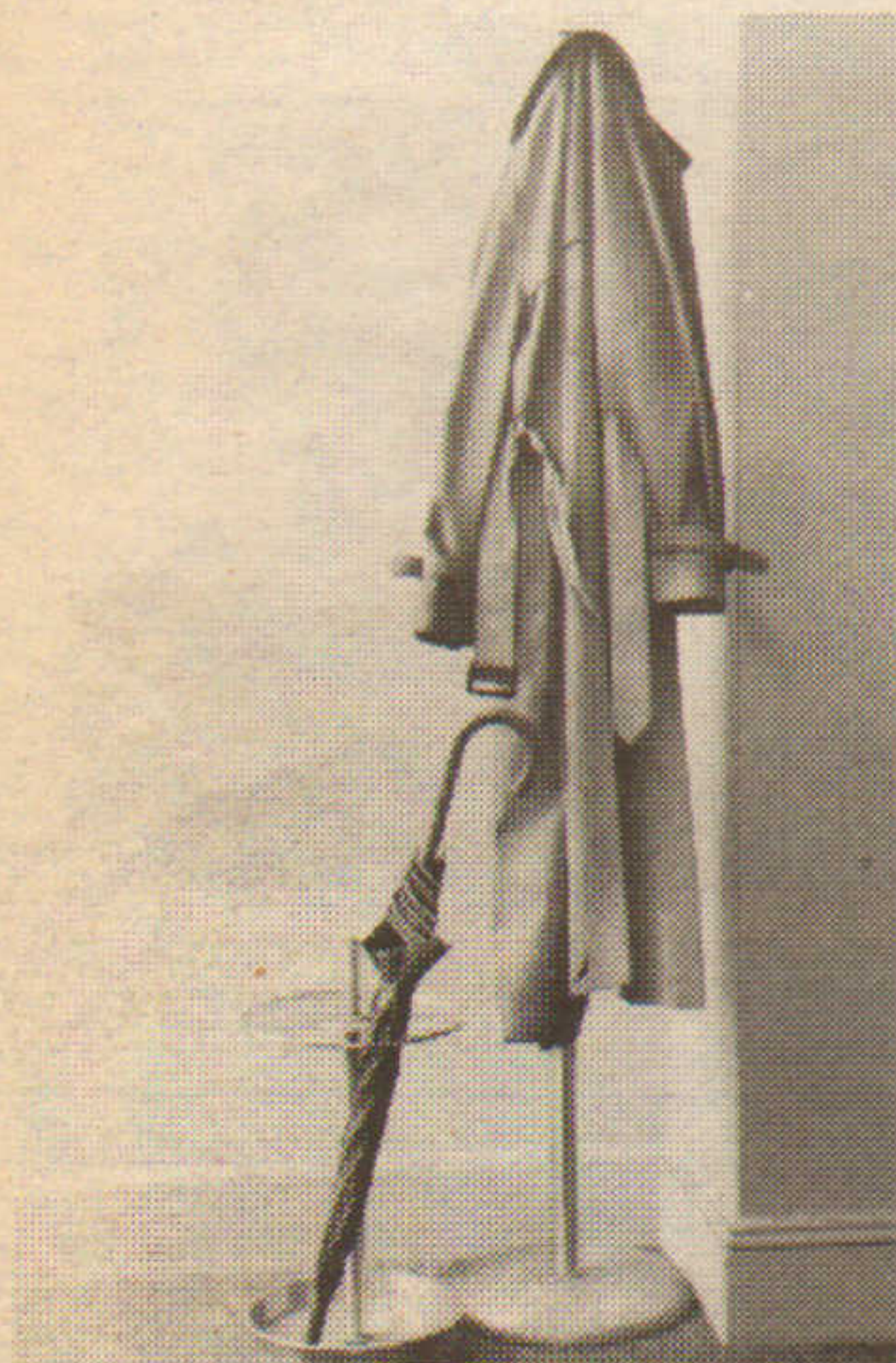
Harron Ellenson
HARRON & ASSOCIATES



John Read
RYAN ELLIOTT & CO.

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major highways, conference,
recreation, and retail centers,
hotels, great corporate
neighbors, visibility, parking
services, flowers, more
parking, restaurants, security,
terraced lobbies, distinctive
architecture, sunlight, lots
of sunlight, convenience,
more parking*

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MAY

Braintree Realty Trust appoints Rauseo & Co. to market 120,000 s/f industrial building in Allston.

Ken Spencer & David Wolos of Smith & Reynolds lease 29,820 s/f in Springfield to Harvey Industries.

\$12m H.J. Davis Dev. Corp. historic rehab set for 200 High St., Boston; Dev. Resources architect for 95,000 s/f.

The Conrad Group appointed marketing agent for 50,000 s/f Southeast Tech Center in Brockton.

Cutler Assoc. builds 18,000 s/f \$835,000 shopping center in Pelham, N.H. for Howard Grossman Co.

Edward Roberts Jr. & John Power of C.W. Whittier broker \$6m sale of 30,000 s/f in Copley Square, Boston.

Howard Smokler of Charles R.E. sells 36.5 acres in Canton, Mass. for Sanctuary Realty for \$2.8 million.

McNeil & Assoc. appoints R.W. Holmes Realty agent for 18,600 s/f building on Rte. 1 in Dedham.

R.M. Bradley & Co. leases 81,000 s/f at University Park, Waltham, to BayBanks for Vazza and DeBartolo.

Konover & Assoc. dedicates \$1.5m renovation of 138 unit Stepny Place apartments in Rocky Hill, Conn.

TCW Realty Advisers appoints C.W. Whittier for 680,000 s/f, five building Edgewater Office Park in Wakefield.

Juniper Dev. Corp. appoints Spaulding & Slye for 600,000 s/f Jackson Farms offices in Marlboro, Mass.

Sasaki Assoc. designs The Putnam Companies' 50,000 s/f offices at Two Adams Place in Quincy.

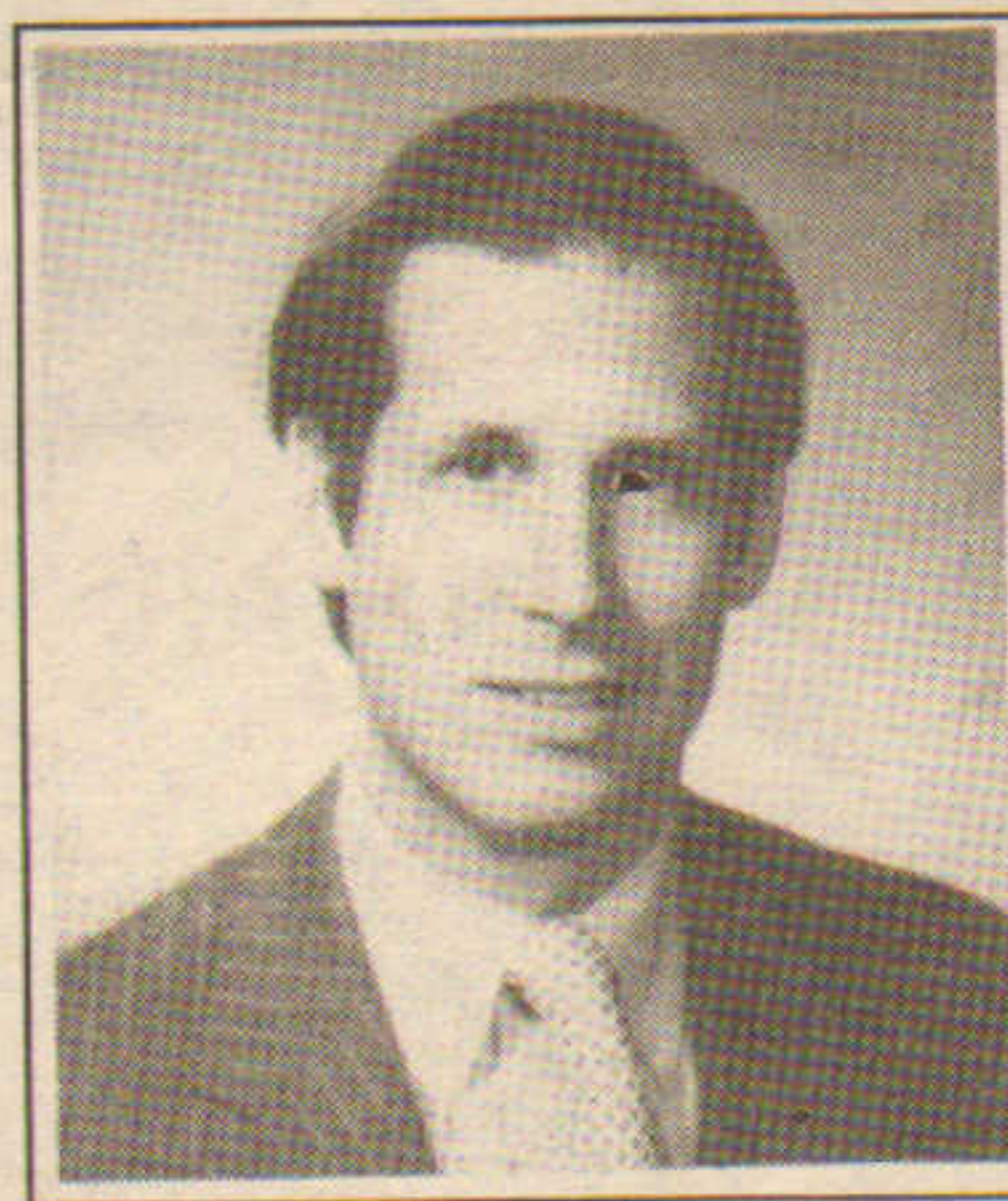
Konover & Assoc. renovates 45,200 s/f Air Exchange offices at Bradley Airport in Windsor Locks, Conn.

Agababian Assoc. arranges 10,000 s/f leases for Maric & Winn Dev. at One Brookline Place to two hospitals.

National Dev. Assoc. constructing 5,000 s/f Bright Horizons Child Care site at N.E. Business Ctr., Andover.



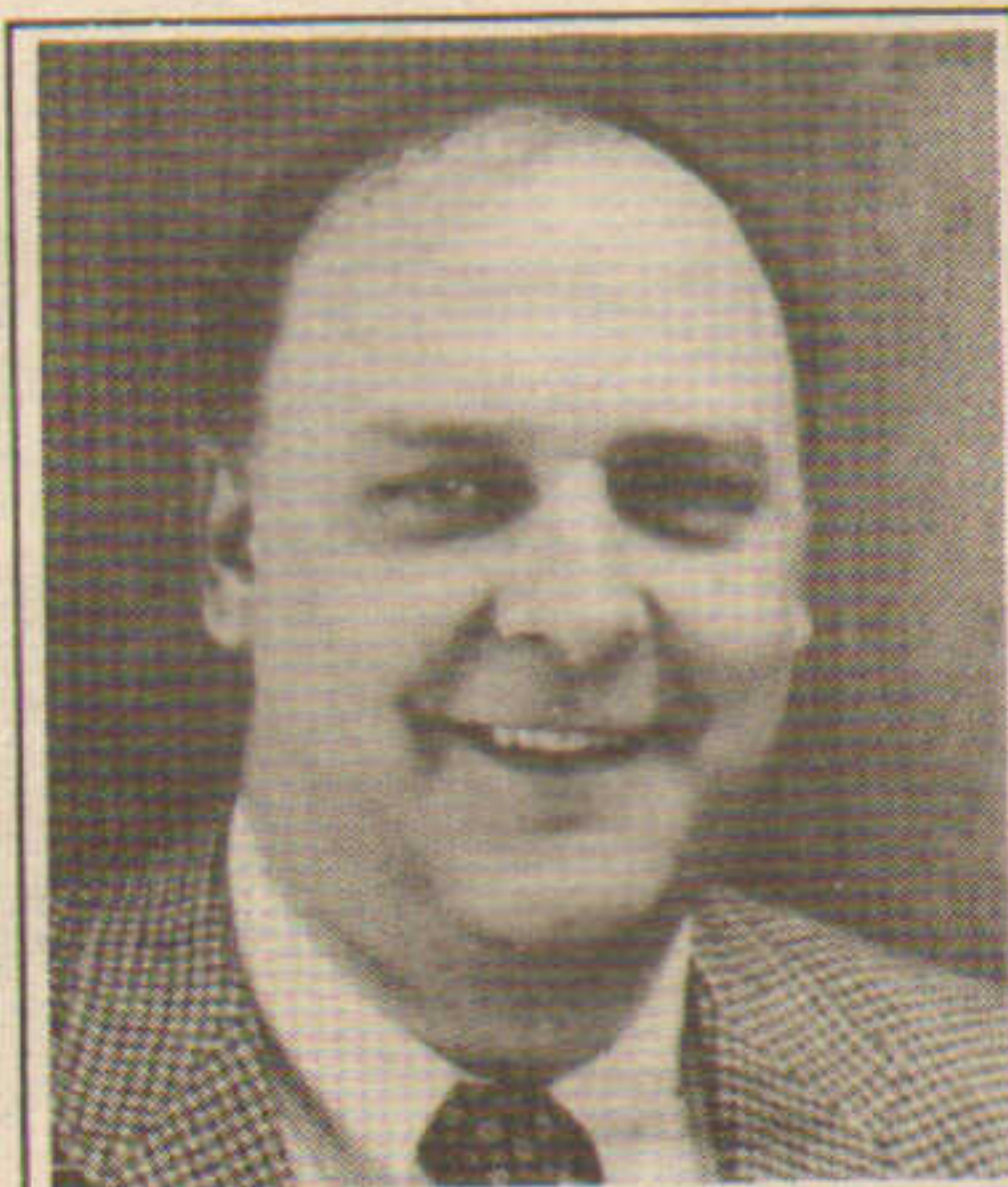
Andrew Ala
CAPITAL REALTY SERV.



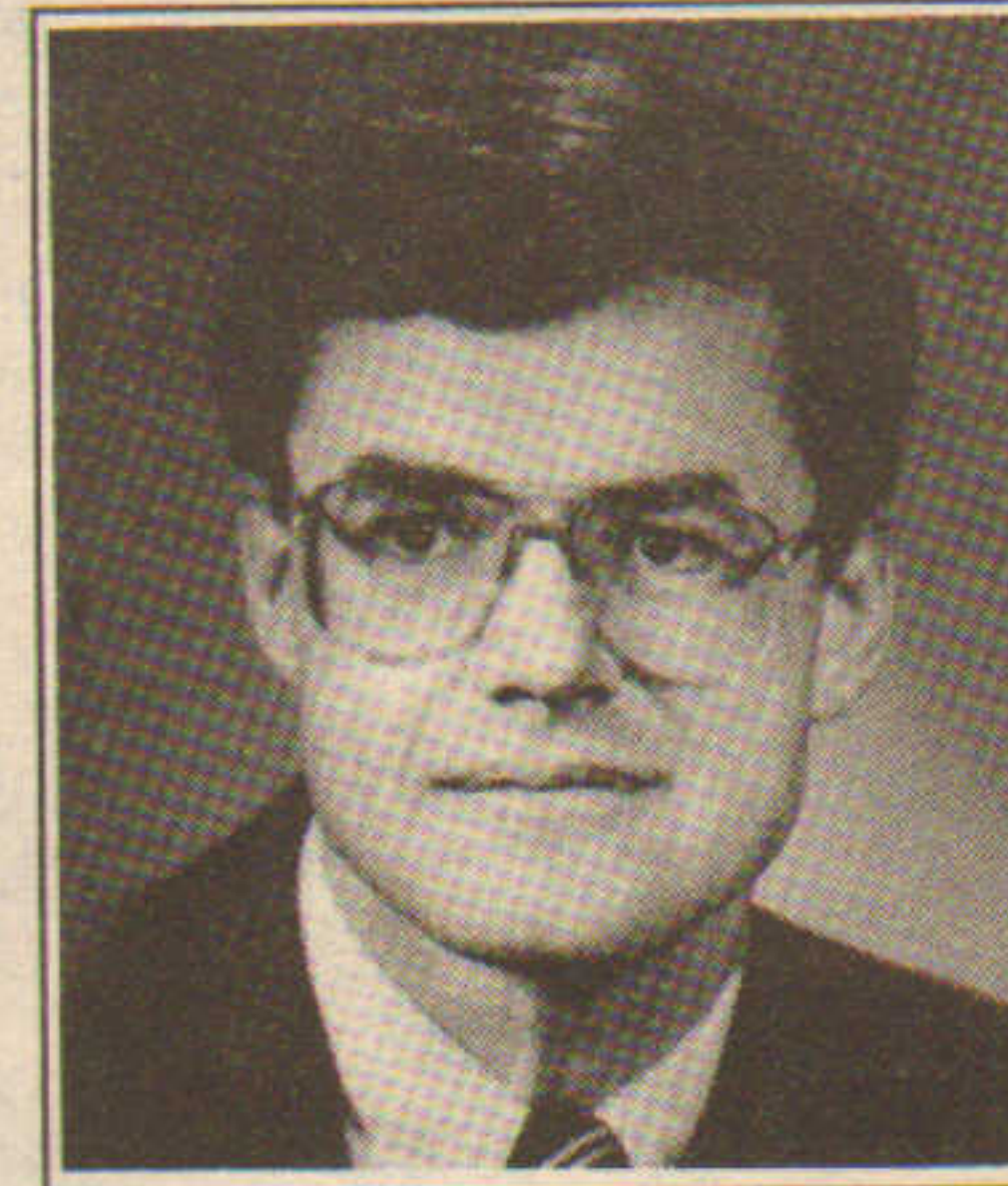
Jeremy Hubball
NORTHLAND INVESTMENT



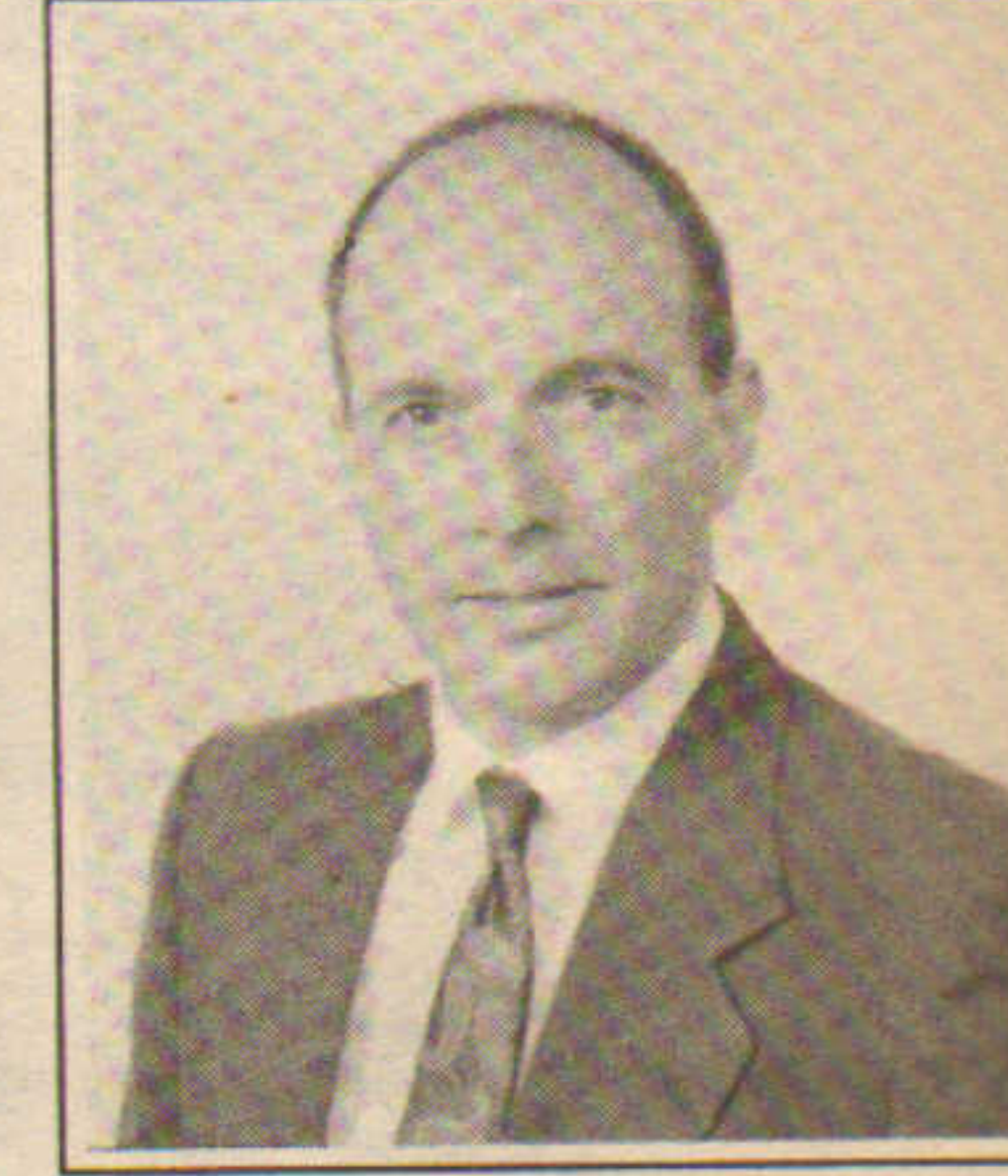
Pamela Gechjian
NORTHLAND INVESTMENT



Paul Kelleher
COMMUNITECH



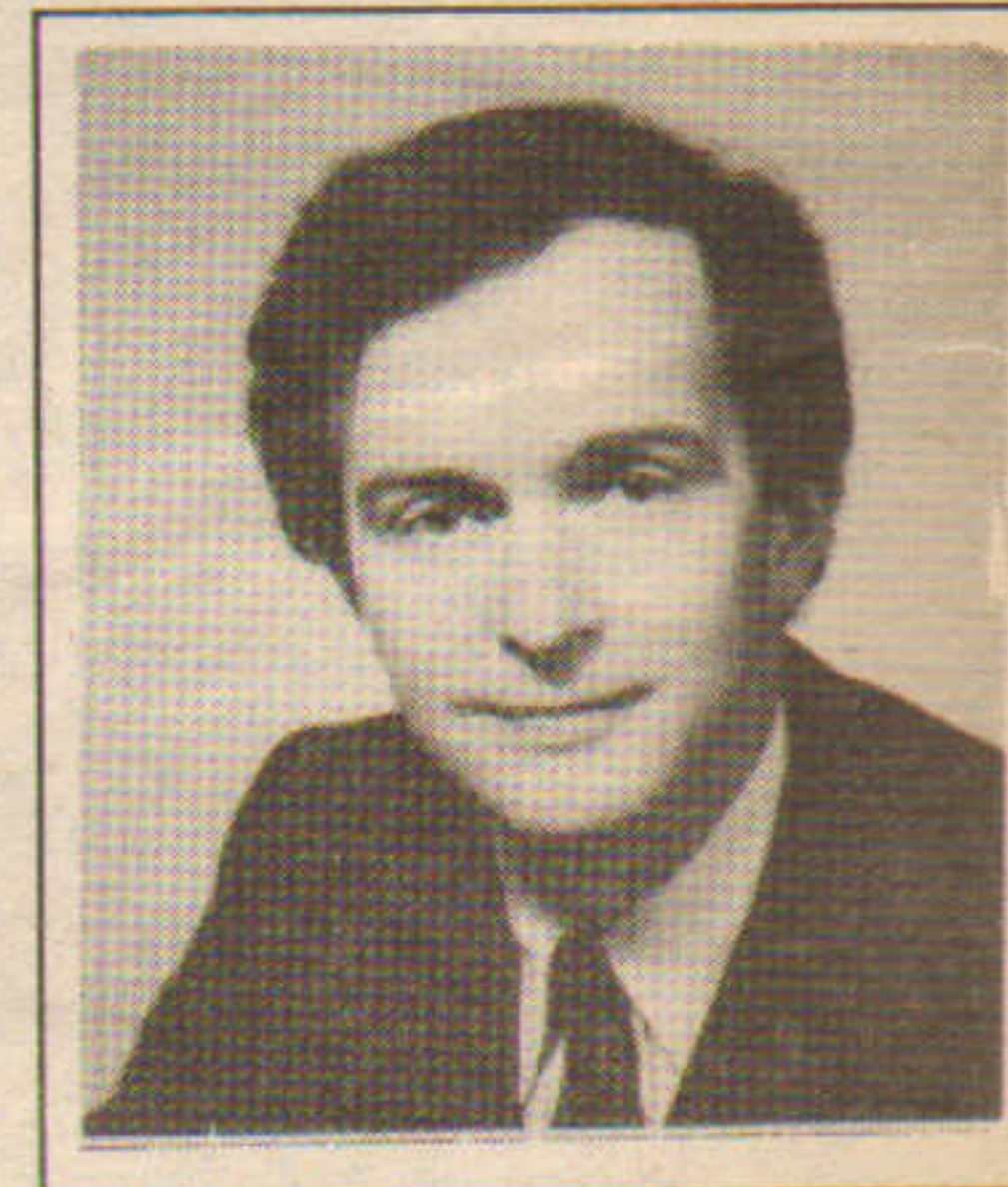
James Sukeforth
SASAKI ASSOCIATES



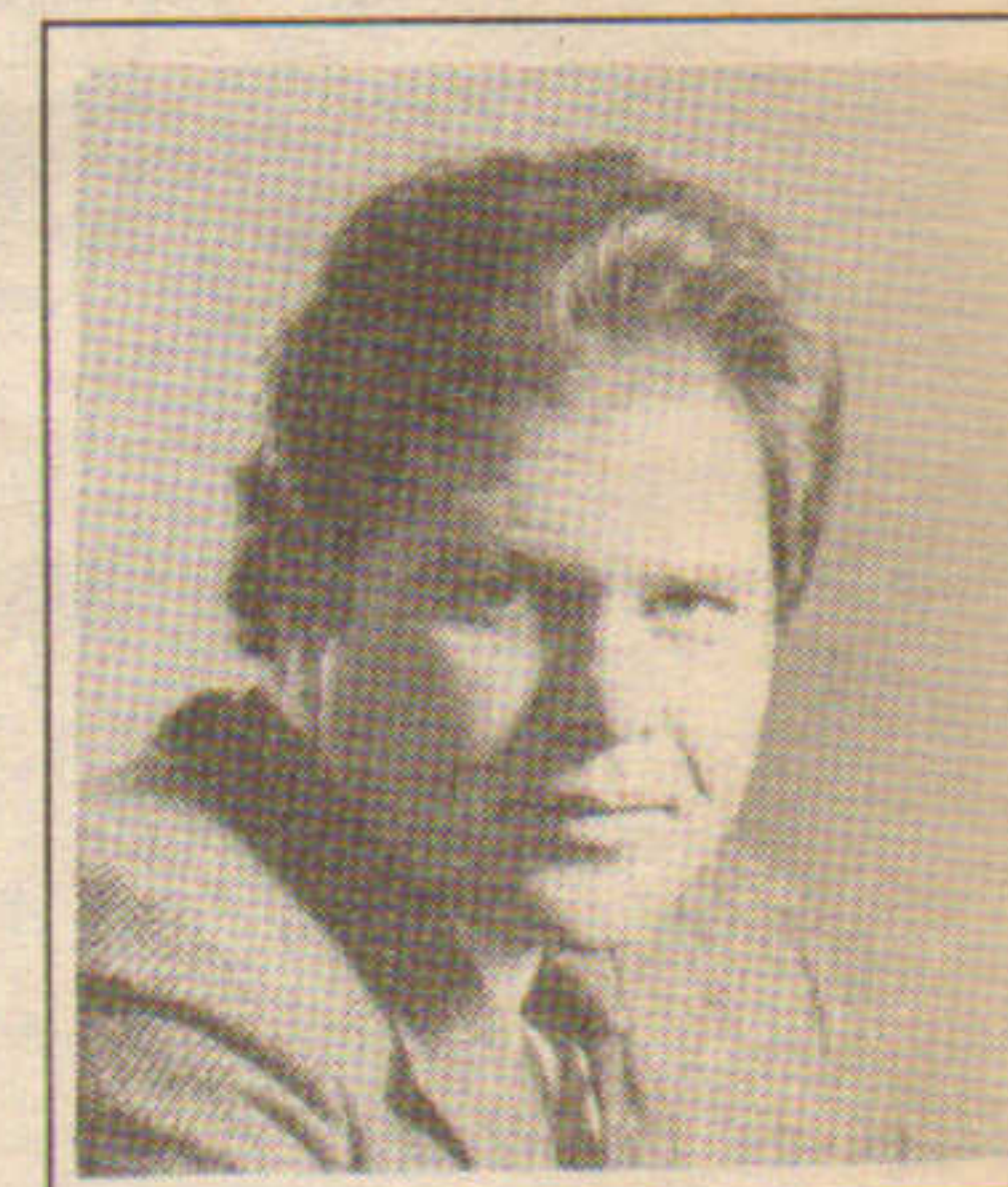
Robert Tito
THE DARTMOUTH CO.



Robert Eisenberg
N.E. FINANCIAL RES.



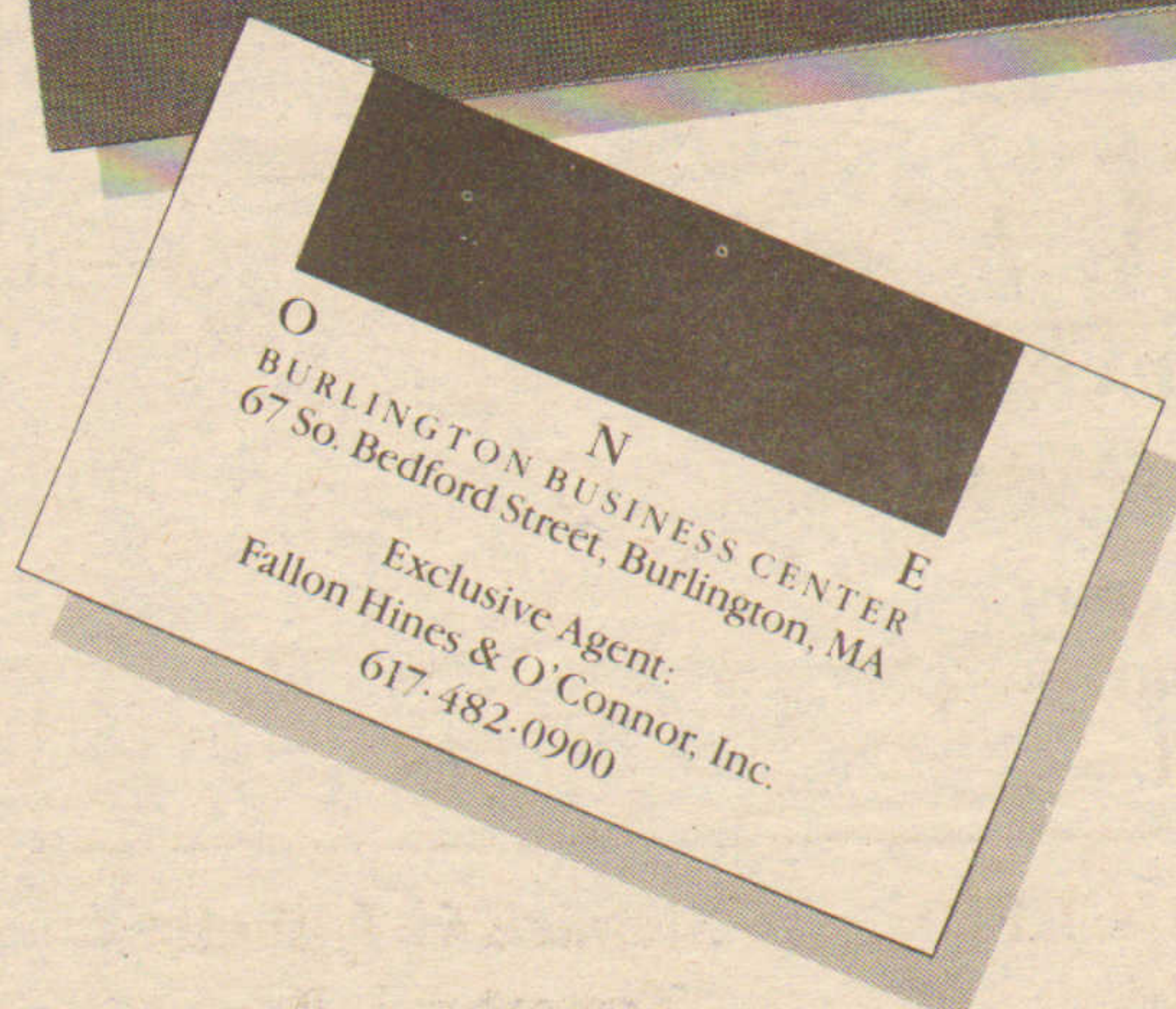
Michael Manzo
BEAL COMPANIES



Stephen Weiner
S. R. WEINER ASSOC.



Alvin Epstein
EPSTEIN FUNDING



"Ahhhhh."

RECENT TRANSACTIONS

\$6,500,000

The Connecticut Student Loan
Foundation
525 Brook Street
Rocky Hill, Connecticut

\$1,500,000

Nova Center Co.
395 West Main Street
Avon, Connecticut

\$2,100,000

Connecticut On-Line
Computer Center Trust
135 Darling Drive
Avon, Connecticut

**Boulevard West
Apartments**

West Boulevard
Hartford, Connecticut

\$5,200,000

Gordon Commerce Park
40, 50, 60 Weston Street
Hartford, Connecticut

\$6,000,000

Johnny Appleseed and
Pinney Hill Apartments
Ellington, Connecticut

\$4,350,000

Glaxo Warehouse
2500 South Alston Avenue
Durham, North Carolina

\$5,000,000

G. E. Supply Co.
24 Elizabeth Drive
Chester, New York

\$4,500,000

Glastonbury Center Apartments
Hebron Avenue
Glastonbury, Connecticut

\$4,900,000

Farmington Corporate Park
10 Executive Drive
Farmington, Connecticut

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(203) 243-1481

Bruce P. Hayden, CRE
Debra De Vries-Dalton

Marianne D. Bannan

David C. Tolzmann, CRE
Nelson C. Eddy

Stephanie S. Messner

Richard C. Liljedahl
Timothy J. Breda

JUNE

Harvard Community Health Plan leases 60,000 s/f at \$60m 350,000 s/f Presidents Place in downtown Quincy.

Carlson Commercial & Cardinal Properties sign P&S commitments for 41,451 s/f at Centennial Office Ctr.

Paul Simard & Mark Roth of Cushman & Wakefield lease 38,000 s/f for 80 Hayden Ave. L.P. in Lexington.

Konover & Assoc. and Fedder Co. open 78,823 s/f Ames Department Store at Diamond Point Plaza in Essex, Md.

Northland Inv. leases 100,000 s/f to Corporate Software at Canton Commerce Ctr.; Codman Assoc., FH&O cobroker.

A&S Development opens 143,000 s/f \$22m downtown Quincy Hancock Plaza rehab; Peter Elliot & Co. agent.

Rose Group partnership buys 32,700 s/f Professional Center in Nashua; interim loan from Bank of New England.

The Oxford Group acquires 18,700 s/f Colchester, Vt. office building for \$2.2m; Bank of Boston financing.

N.E. Hotel Realty handles \$3.1m sale of 48 unit Higbee Motel in Lebanon, N.H. for Ligetis-Russell to Duffys.

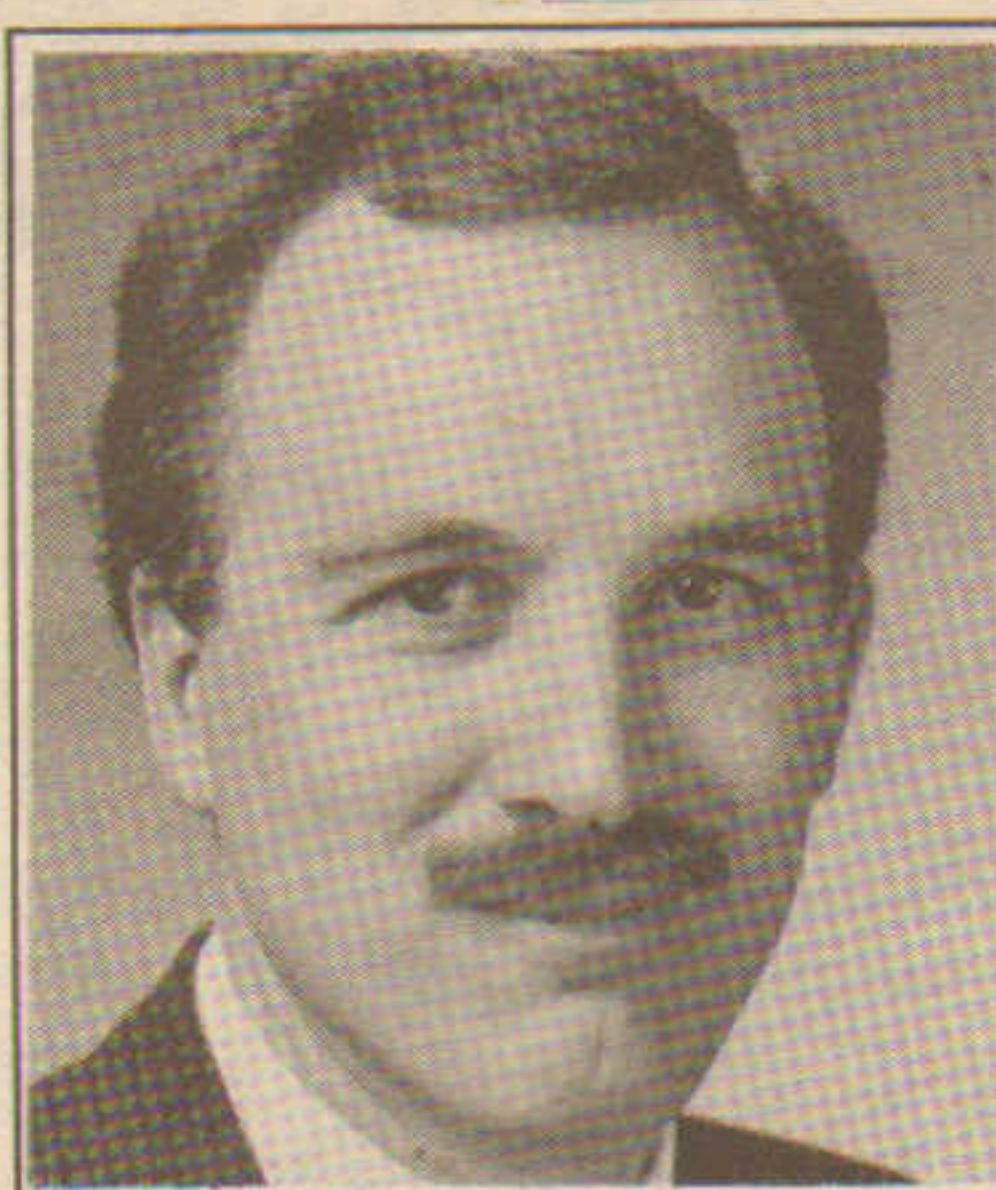
Thom Powers of Hurwit & Simons brokers \$3.5m 158,000 s/f A&P distribution center in East Hartford.

Society for Savings & Hines Interests to develop 1.15m s/f Society Center in Hartford; Cesar Pelli architect.

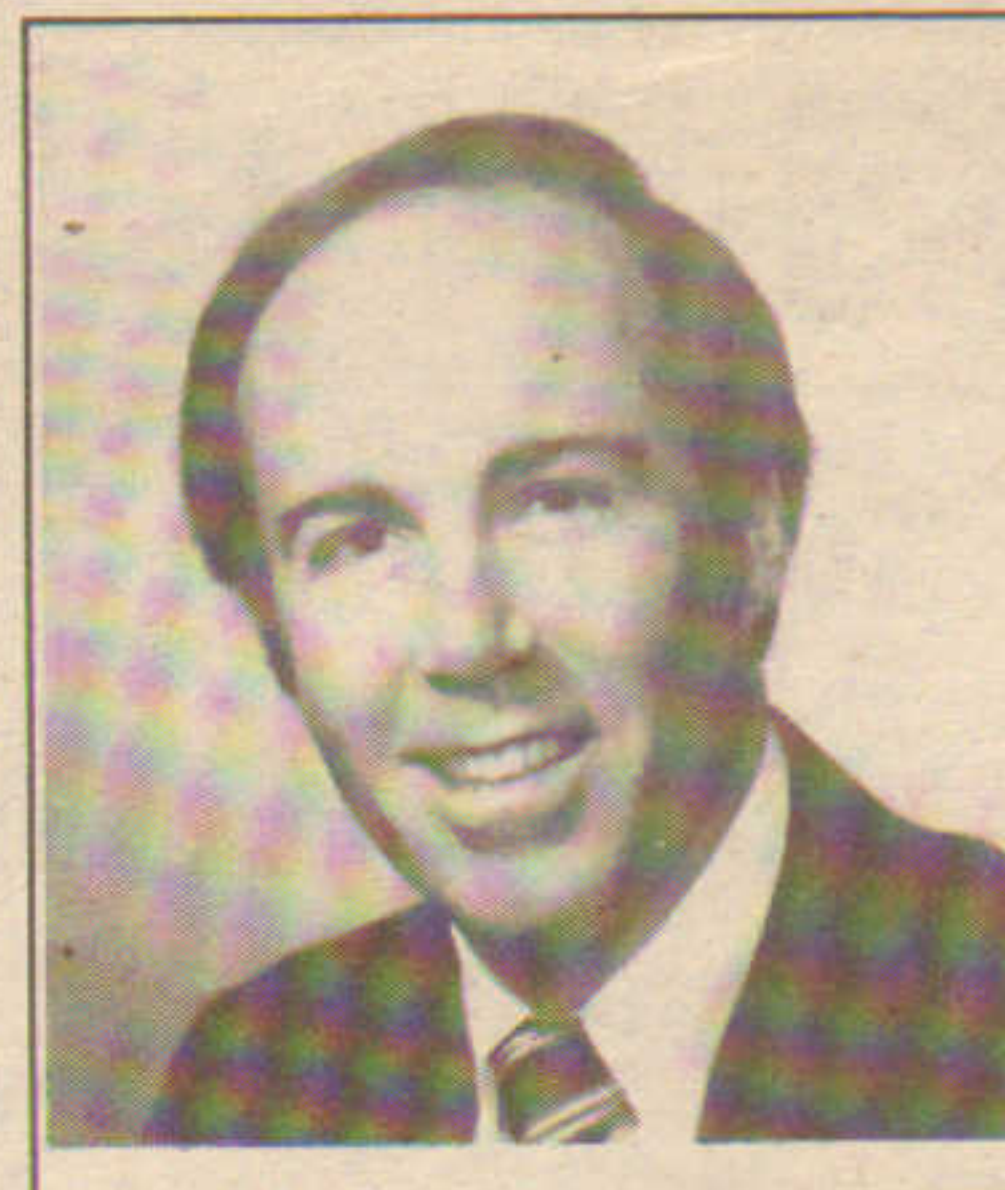
Konover & Assoc. opens 6,500 s/f Chili's at Hechinger/Zayre Plaza in Newington, Conn.

Austin Smith of Codman Assoc. & George Moses of Tighe R.E. lease 55,000 s/f for Campanelli Co. in Stoughton.

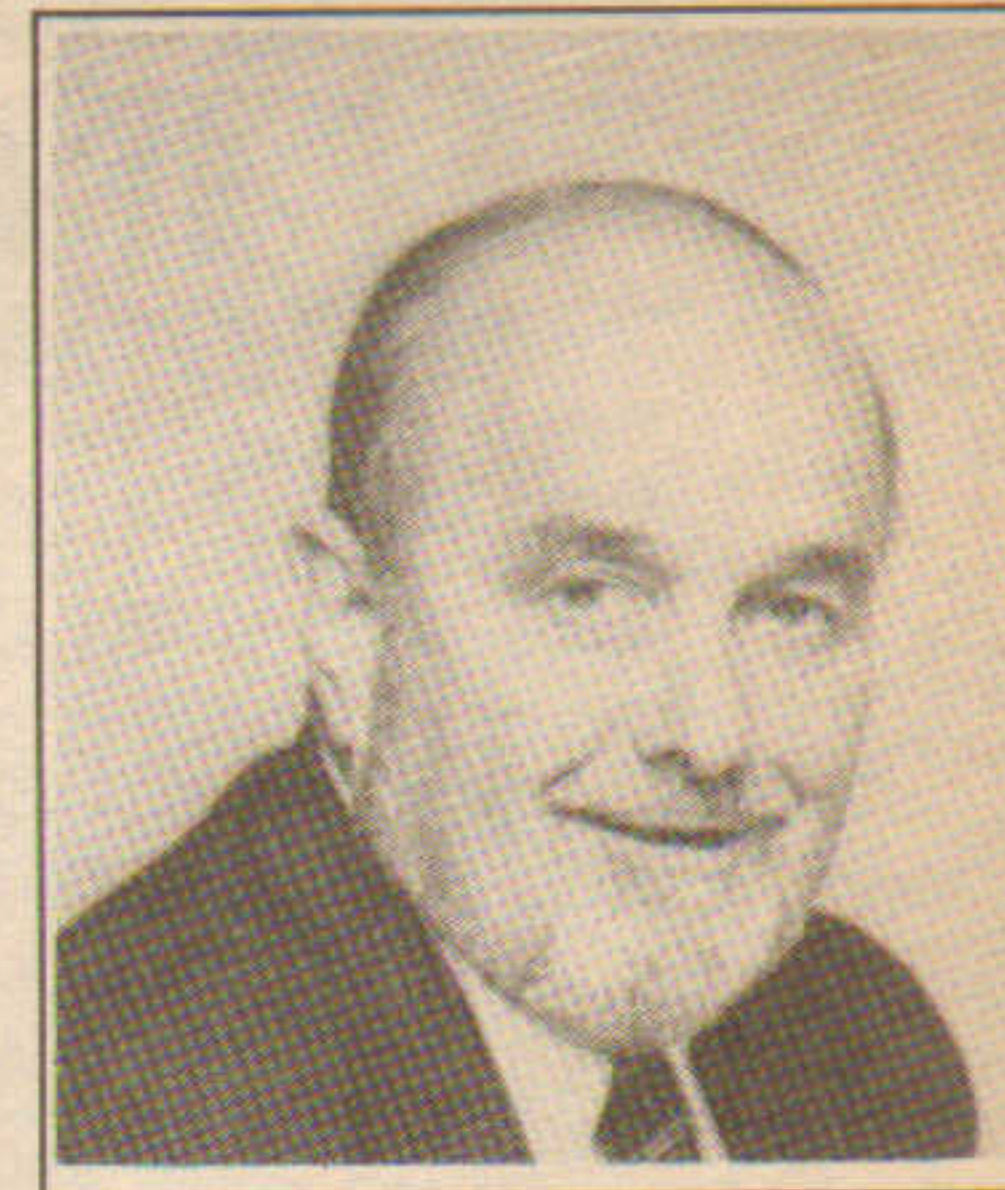
Leggat McCall/Grubb & Ellis handle \$5.2m tax free 110,000 s/f sale behind Fenway Park for Ipswich Crop.



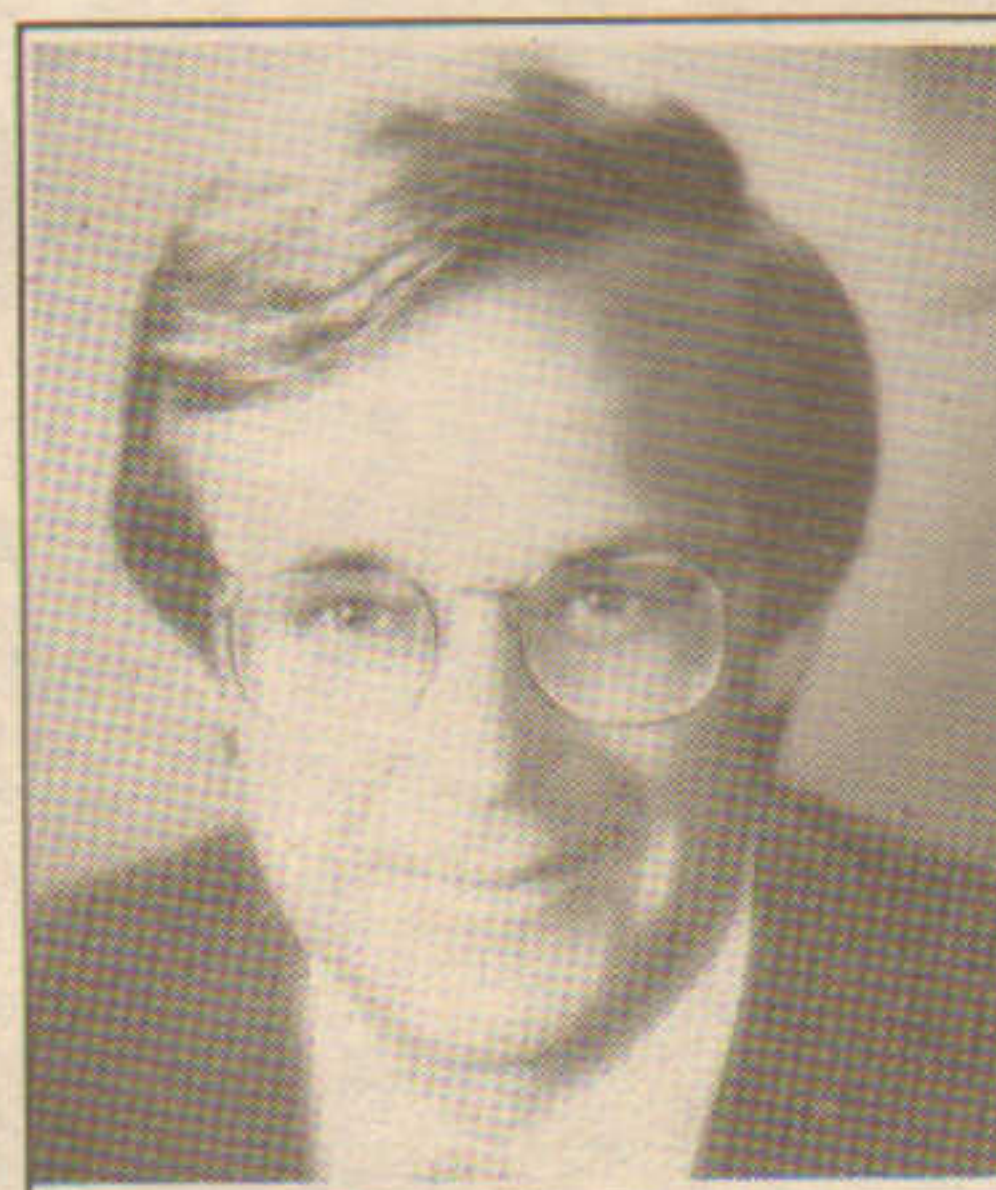
John Loehr
METRO LIFE R.E.



Thomas Rowland
INCOME PROP. FINANCE



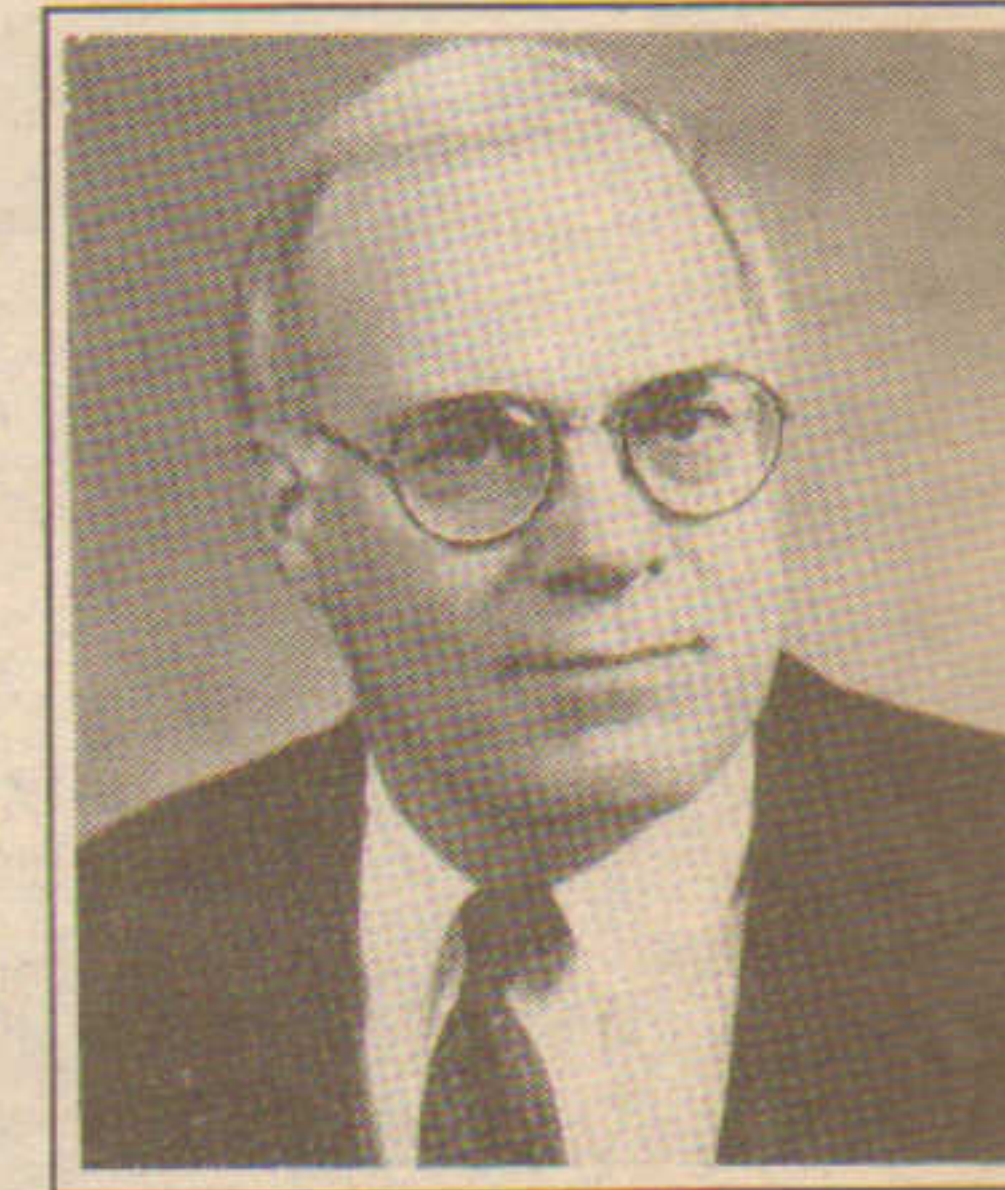
Albert Phelps, Jr.
ALBERT D. PHELPS, INC.



William Raveis
WILLIAM RAVEIS R.E.



Chung Lee
CANNON BOSTON, INC.



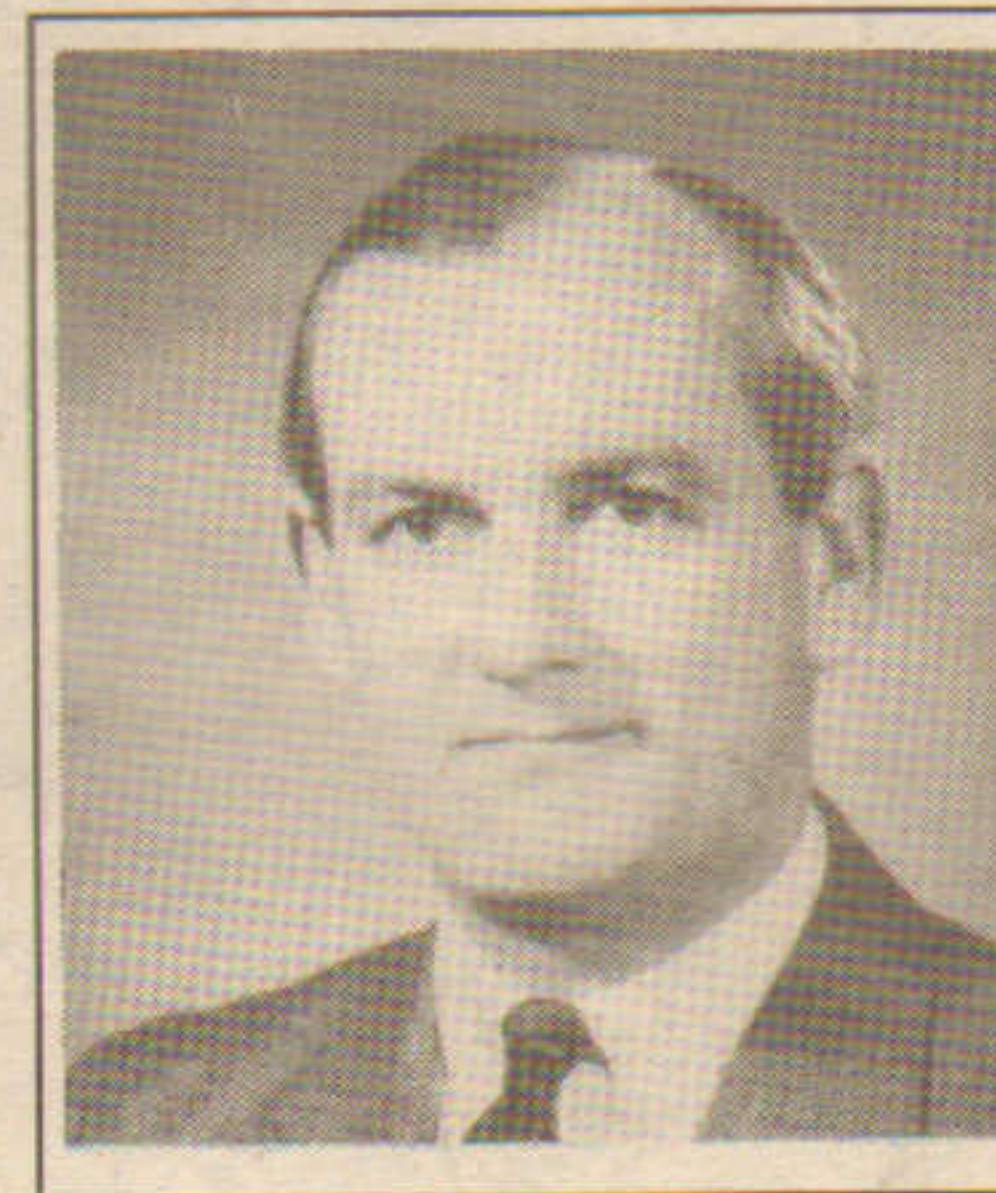
Edward Sentivany Jr.
R. E. RESOURCES, INC.



Eleanor Nelson
WORKPLACE CONNECTIONS



David Kirk
BOSTON FINANCIAL



Robert Cronin
LEGGAT McCALL/G&E



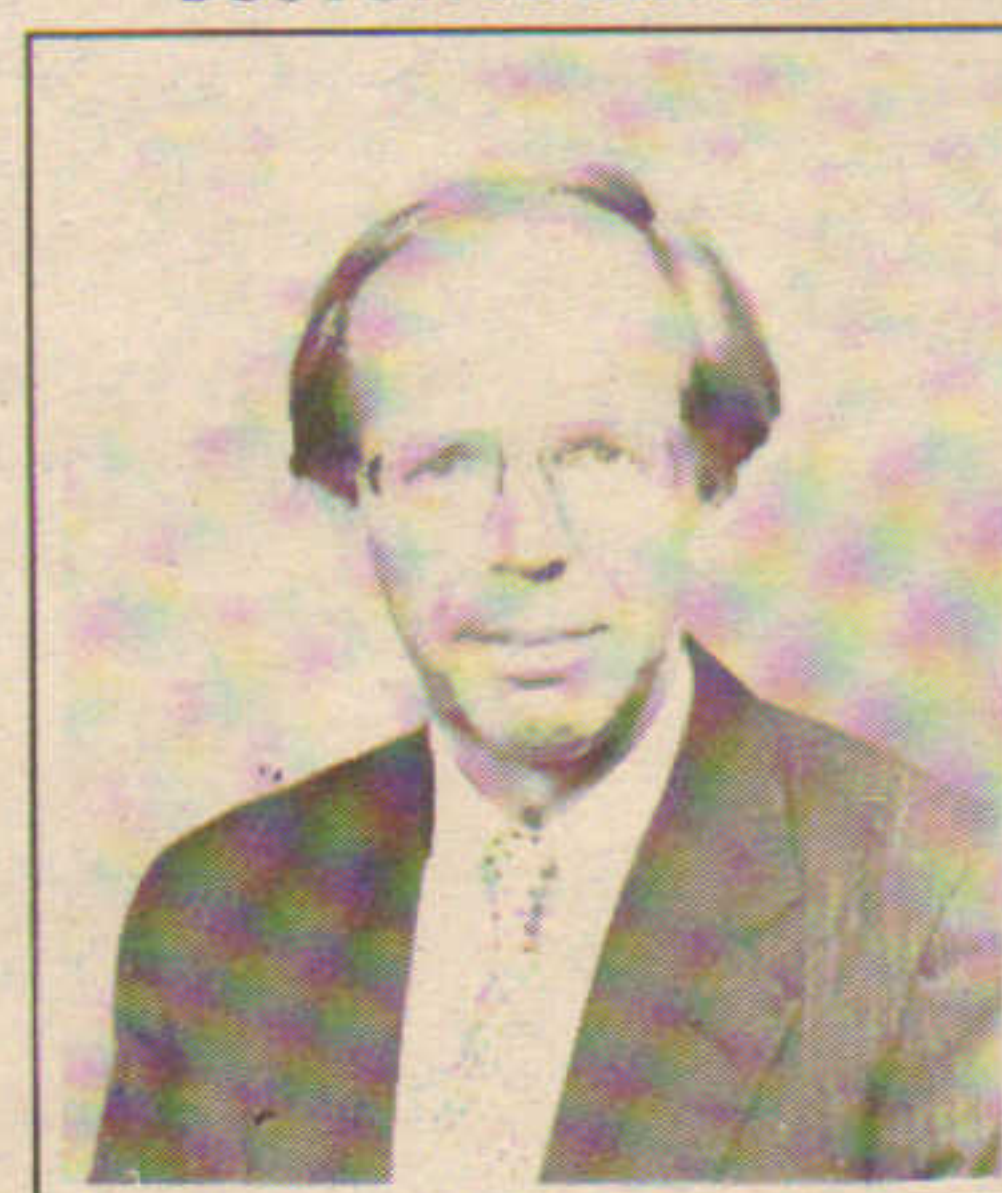
Brian Carty
MIFA



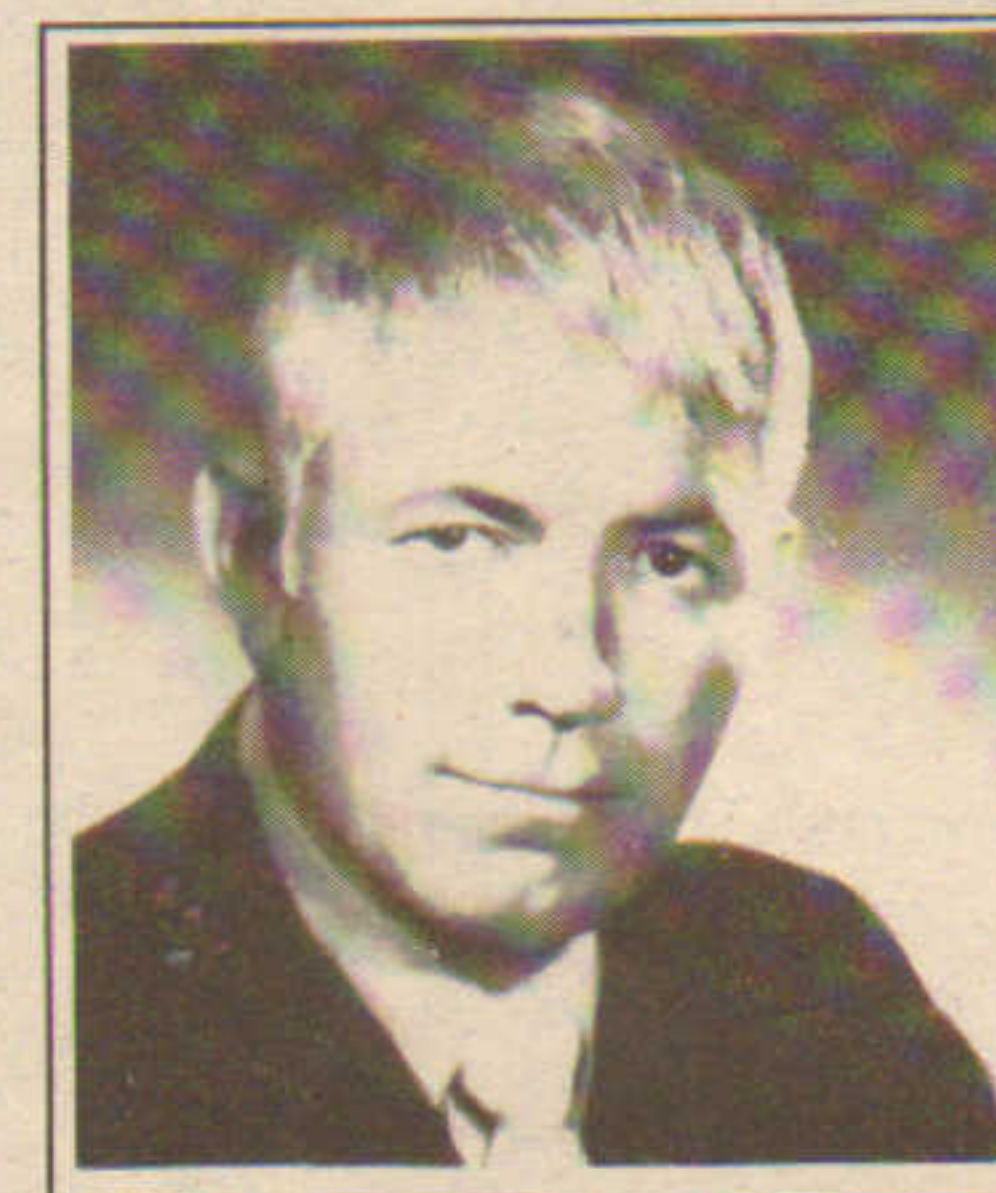
Anthony Tambone
TAMBONE CORP.



Richard Dobroth
CARDINAL PROPERTIES



Thomas Niles
NILES COMPANY



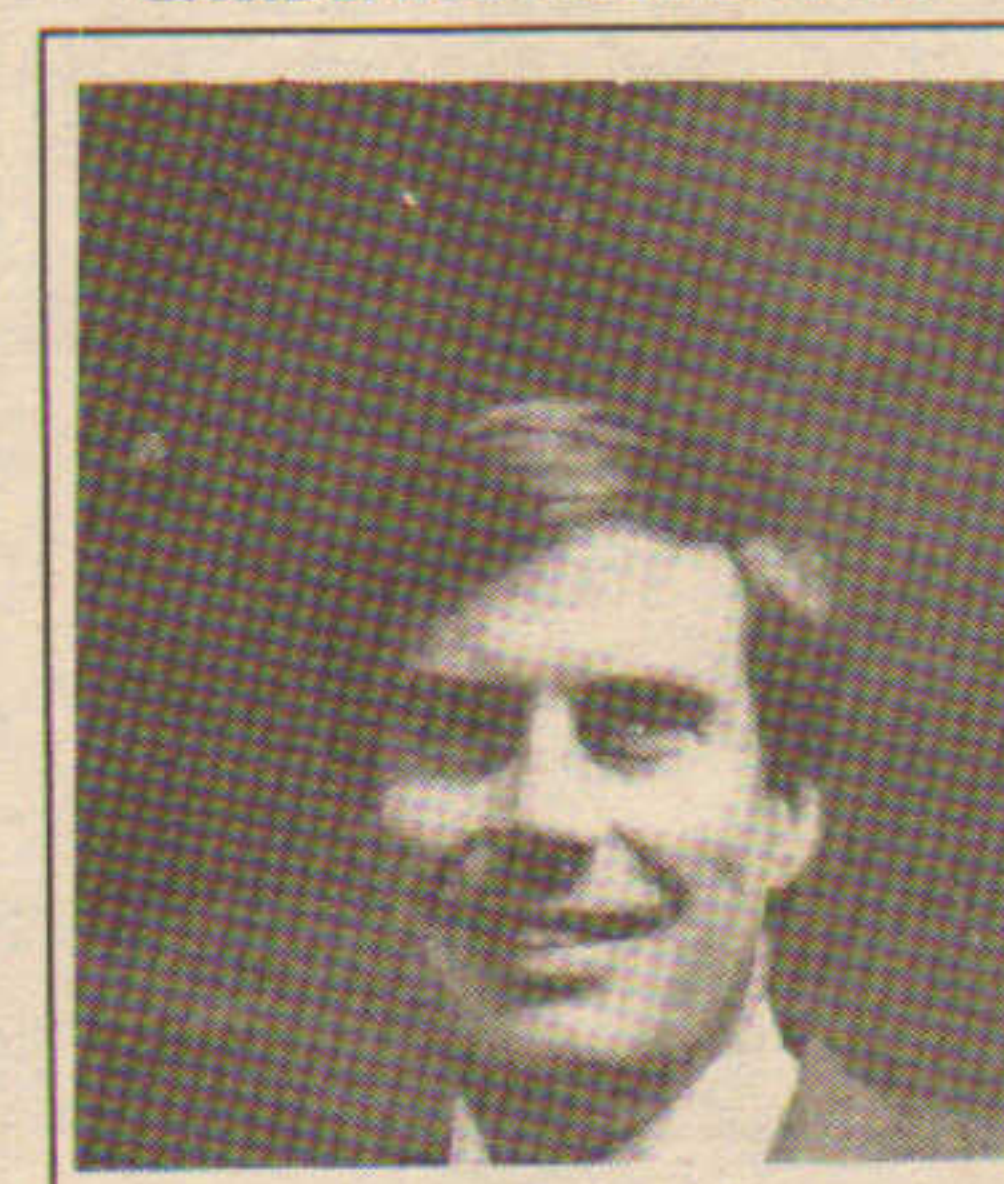
John Corcoran
JOHN M. CORCORAN & CO.



Paul Simard
CUSHMAN & WAKEFIELD



Richard Cabral
THE CABRAL CO.



Joseph Hegenbart
SPECTRUM FINANCIAL



Thomas DeFelice
DeFELICE REALTORS



Michael Brown
FALLON HINES & O'CONNOR



Sargent Goodchild
LEGGAT McCALL/ G&E



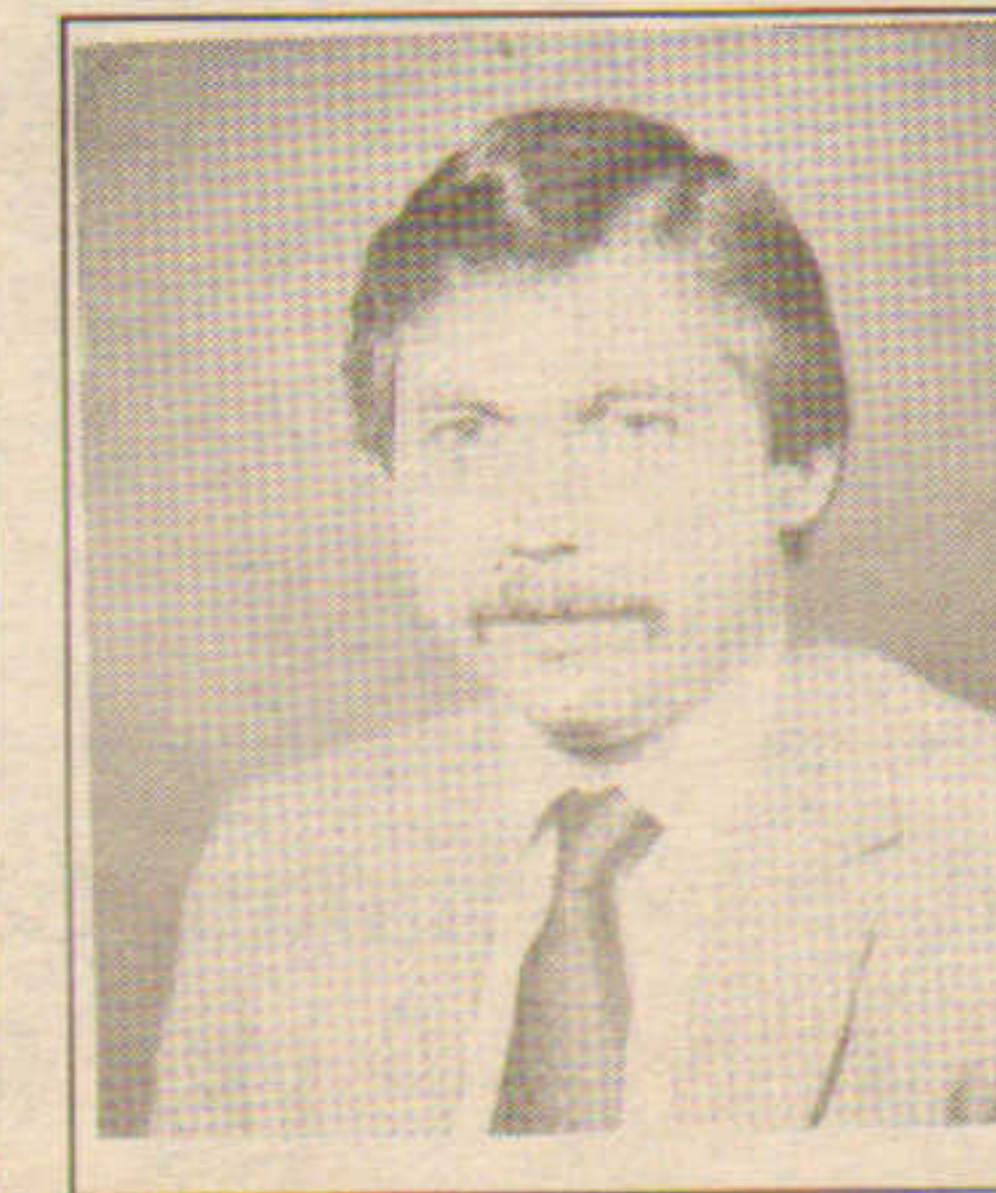
Joseph Finn
JOSEPH FINN AUCTIONEER



Stephen Hopkins
STEPHEN HOPKINS INC.



Richard Freidman
CARPENTER & COMPANY



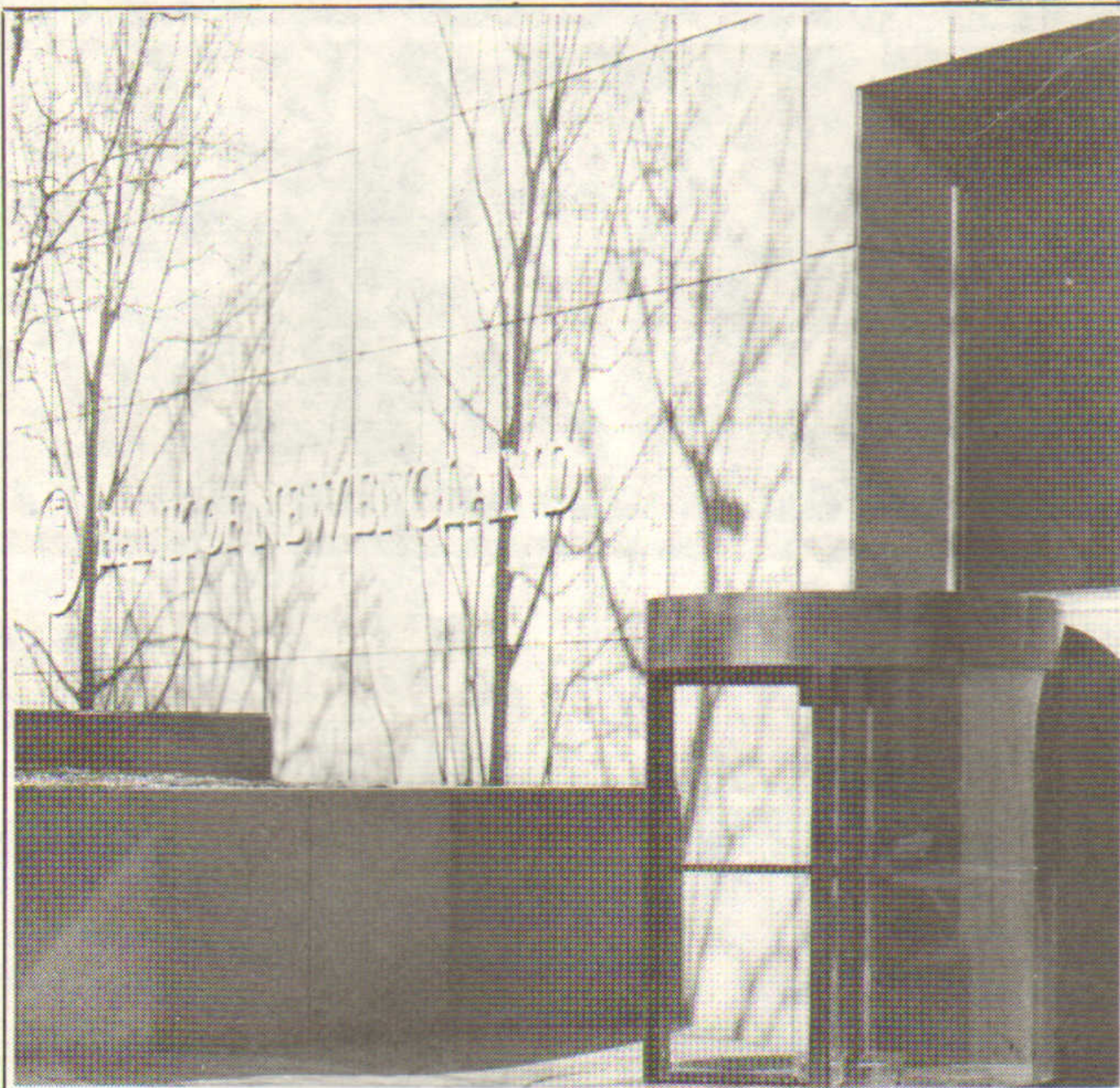
Richard Lannan
THE CABRAL CO.



Howard Katz
HOWARD KATZ R.E.



Jeffrey Mintz
CHAIN CONSTRUCTION



Bank of New England



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NEW ENGLAND REAL ESTATE JOURNAL

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1989 Real Estate Review

SECTION A

NEW ENGLAND REAL ESTATE JOURNAL

FRIDAY, DECEMBER 29, 1989

A child
could sell
your space.



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**WORKPLACE
CONNECTIONS**

Workplace Connections established the first office park child care center in Massachusetts at Prospect Hill Executive Office Park on Route 128 in Waltham. Our newest location is The Children's Place at the Navy Yard in Charlestown. We would like the opportunity to tell you more. Put "The Children's Place" in your Space. Call Rosemary Jordano or Grace Pantano, (617) 890-5820.

Risky Business or Why You Need to Wear Clean Shorts

In terms of serious injury, is it riskier to be a professional boxer or a professional baseball player?

Those who campaign to halt boxing because of its "brutality" should hang up their gloves and grab a bat instead. Dodging balls turns out to be far more perilous than dodging fists.

In which state is it most dangerous to drive or ride in an automobile? Which is the safest?

We'd have guessed California, but the most dangerous turns out to be New Mexico. All that wide-open space must be intoxicating. Meanwhile, wouldn't you know it, the safest state is sensible New Jersey.

In which line of work am I most likely to have an occupational injury?

The lumber industry. You're 20 times safer being a stockbroker, the safest of all jobs in terms of occupational injury.

Am I more likely to burn something or break something this year?

You're 2.7 times more likely to break your leg, arm, or neck than you are to suffer a burn serious enough to require medical treatment.

Are the rich at higher risk of having their homes burglarized?

No. Those with family incomes of less than \$25,000 annually are about 30% more likely to be burglarized than those with family incomes of \$50,000 and up.

In which state is it financially riskiest going to the hospital?

From the standpoint of cost, Massachusetts, where the average cost per stay is more than \$4,100. Lowest average cost per stay is in Mississippi, where the bill comes to a little over \$2,000.

What are the chances I'll still be working when I'm over 65 years of age?

15.8% of men and 7.3 percent of women over 65 are still in the labor force.

Am I more likely to become a top business executive if I start out as a laborer or as a lawyer?

Labor seems to provide better experience for leadership than does the law. About 10% of today's top executives climbed up from the bottom, where they began as "common laborers." Only 6 percent started out as lawyers.

How likely is it that the new office building I'm working in has the "sick building syndrome"?

According to the World Health Organization, up to 30% of all new and remodeled office buildings cause health problems.

If I drive a lot, on which day of the week is it most important that I wear clean underwear?

If you are determined not to humiliate your mother—or yourself, make sure your undergarments are particularly fresh on Saturday—far and away the most dangerous day of the week on which to drive. You can be considerably more careless about your hygiene on Monday and Tuesday, both nearly twice as safe as Saturday.

If you do not ask the questions, you will never know the answers. At Curtin Insurance we love questions—because it gives us a chance to provide answers that may help you personally or in the resolution of your business problems. Sometimes the best answer is "I do not know, but I will find out." It is always preferable to a canned response.

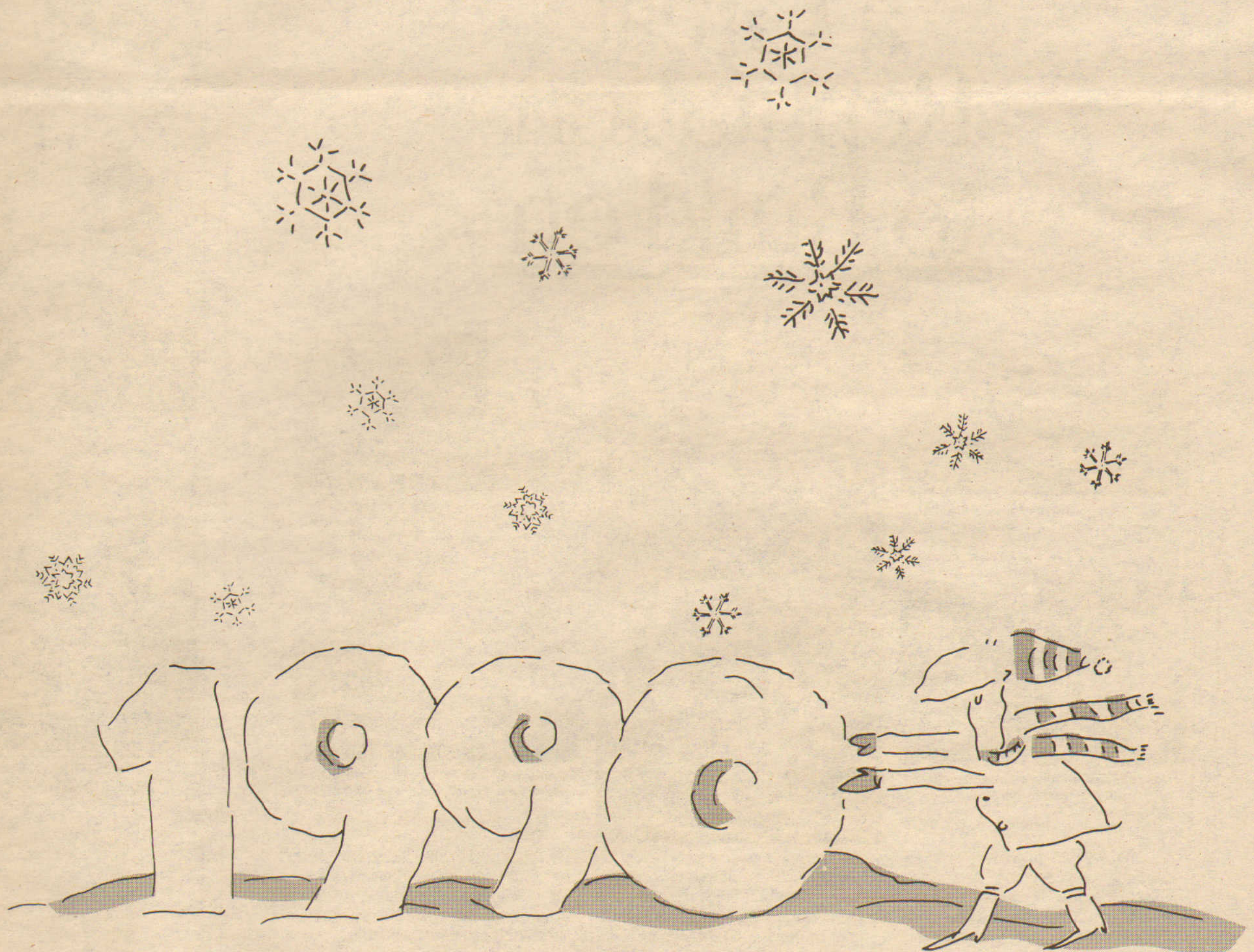
Try us. Ask us something!

Chances are... Curtin Insurance is the company that you've been looking for. For more information contact us at 701 Concord Avenue, Cambridge, Massachusetts 02138, (617) 492-4900.

Excerpted from "What are the Chances", By Siskind and Staller, Crown Publishers, Inc.

Curtin Insurance

Hope the 1990s
snowball into a fantastic
decade for you.



Best wishes from Spaulding & Slye.

JUNE

Bay Realty leases up 94% at 124,000 s/f Braintree Executive Park; Brewer & Lord Insurance takes 30,000 s/f.

Webster Collins of C.W. Whittier & Carol Epstein of Semba-Epstein cobroker \$8m sale of Lewinston Mall.

Needham Assoc. appoints Peter Elliot & Co. for 48,000 s/f office building at 144 Gould Street in Needham.

C.W. Whittier restructures, expands partnership to 13; M. Sherman pres., W. Collins, A. Cook, T. Quirk exec. v.p.s. BRA approves Abbey Group's \$65m, 164,000 s/f offices and garage complex on Province Street downtown.

John McKinley of Kelleher & Sadowsky and Andy Murray of Howard Katz R.E. handle \$1.77m sale.

Lenny Owens & Rob Griffin of Coldwell Banker sell \$3.9m 60,000 s/f ind. bldg. for Warner Lambert in Framingham.

Boston Mortgage arranges \$1.2m Capitol Bankers Life loan to McCarthy Prop. for 58,000 s/f in Concord, N.H.

Joel Hausman & David Gorbach of Colonial Realty & Grubb & Ellis cobroker 13,600 s/f lease to KT Corp. in Bridgeport.

Boston Financial arranges \$9.25m loan to Bulfinch Cos. & Slater Co. for 263,000 s/f Hills Dept. Stores.

Keller Co. arranges \$49m for Greyhound Assoc. for 425,000 s/f offices in Back Bay; Macomber-Cohen Cos. joint venture.

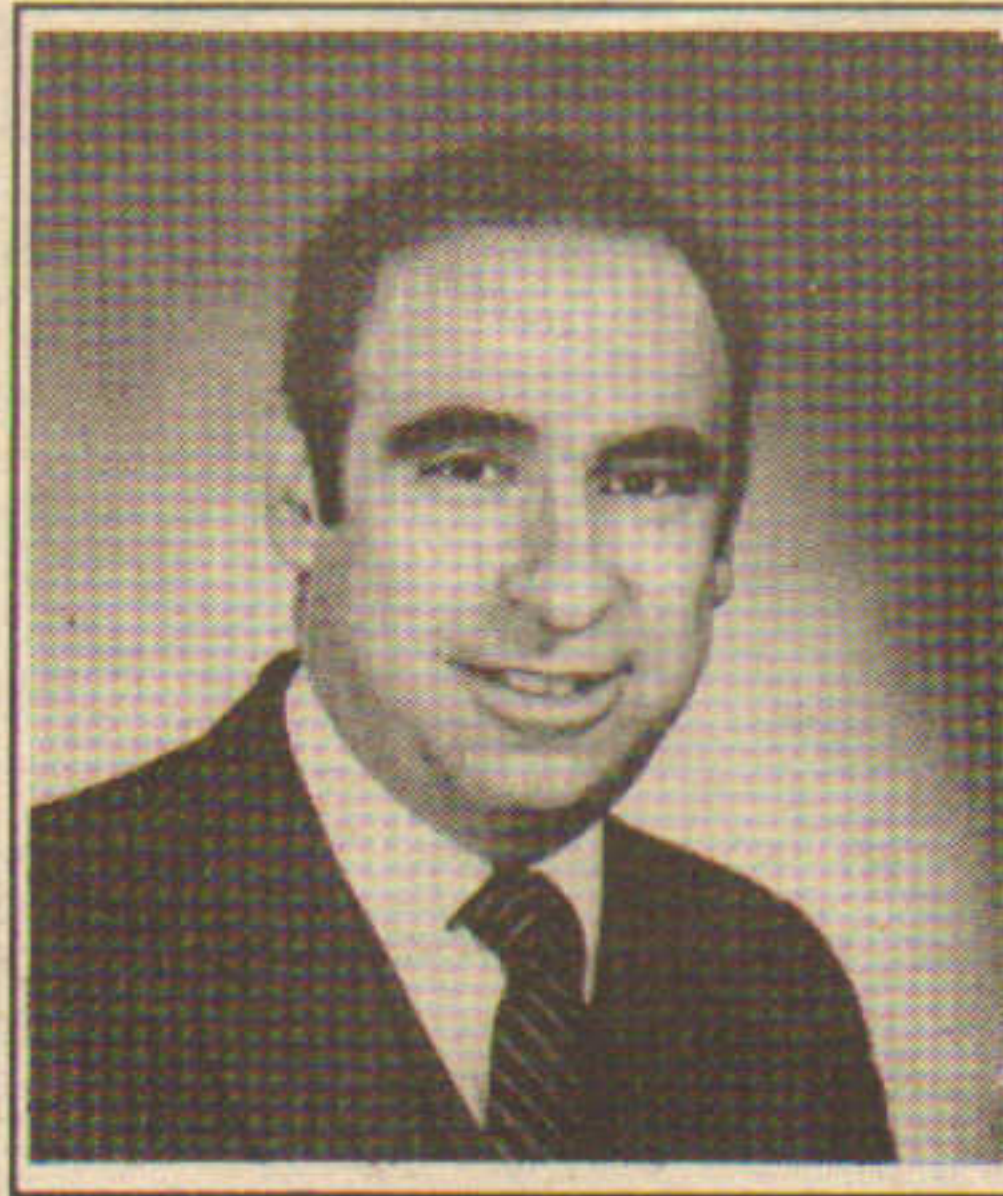
Macdonald R.E. sells 33 acres in North Dartmouth, for Frederick Toniciewicz to Dartmouth Realty for \$975,000.

Congress Group Ventures & Capital Properties tops off \$90m Gateway Center phase one in Providence.

Wm. Dolben & Sons builds \$20m 106,000 s/f Interchange office condos in Stoneham; Hunneman Commercial agent.

Rostenberg-Doern & J.P. Kovacs Assoc. cobroker 13,150 s/f lease at Ridgebury Offcenter in Danbury for Carver Dev.

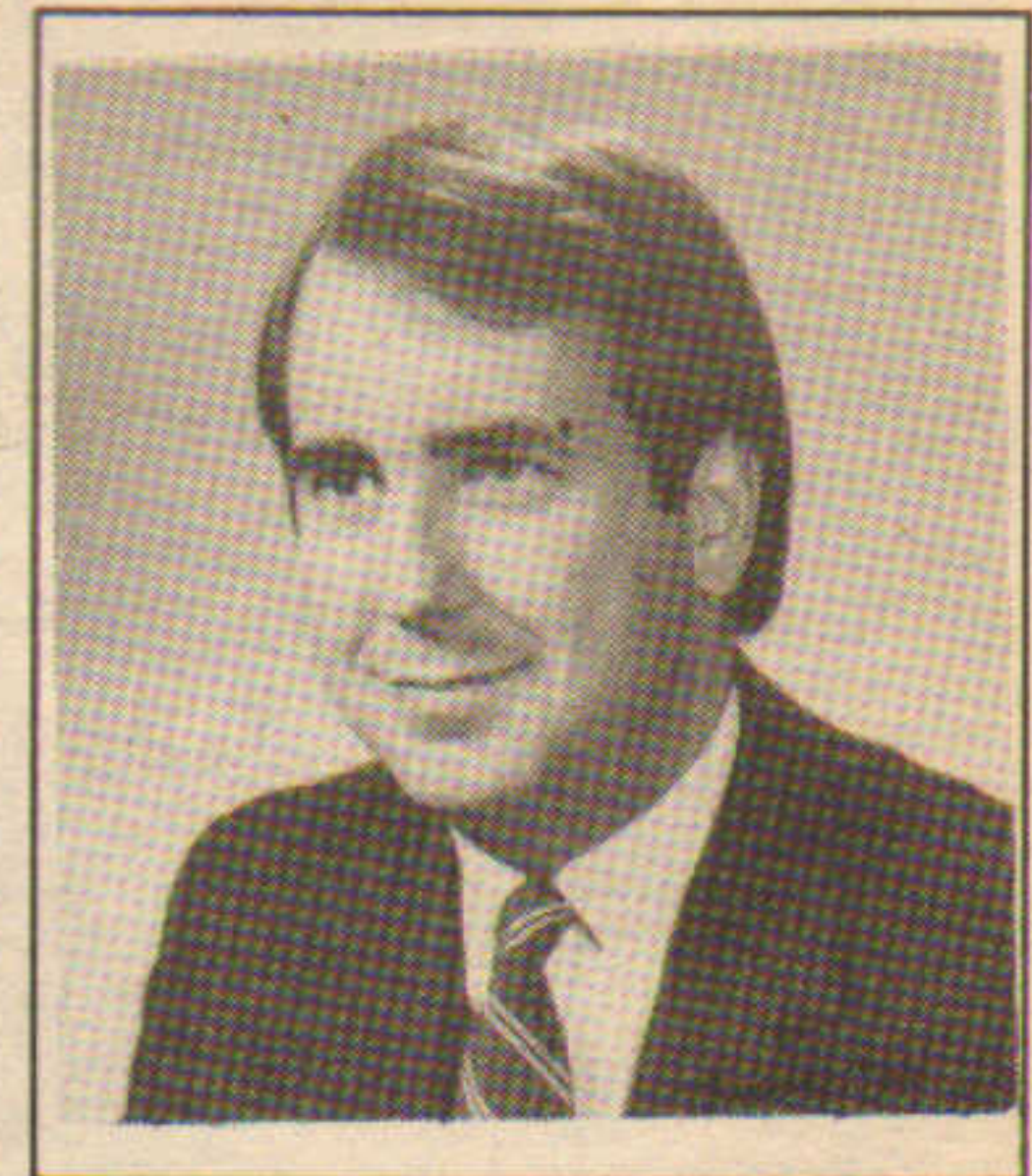
The Chiofaro Co. begins second phase, 750,000 s/f 35 story office tower, at International Place, Boston.



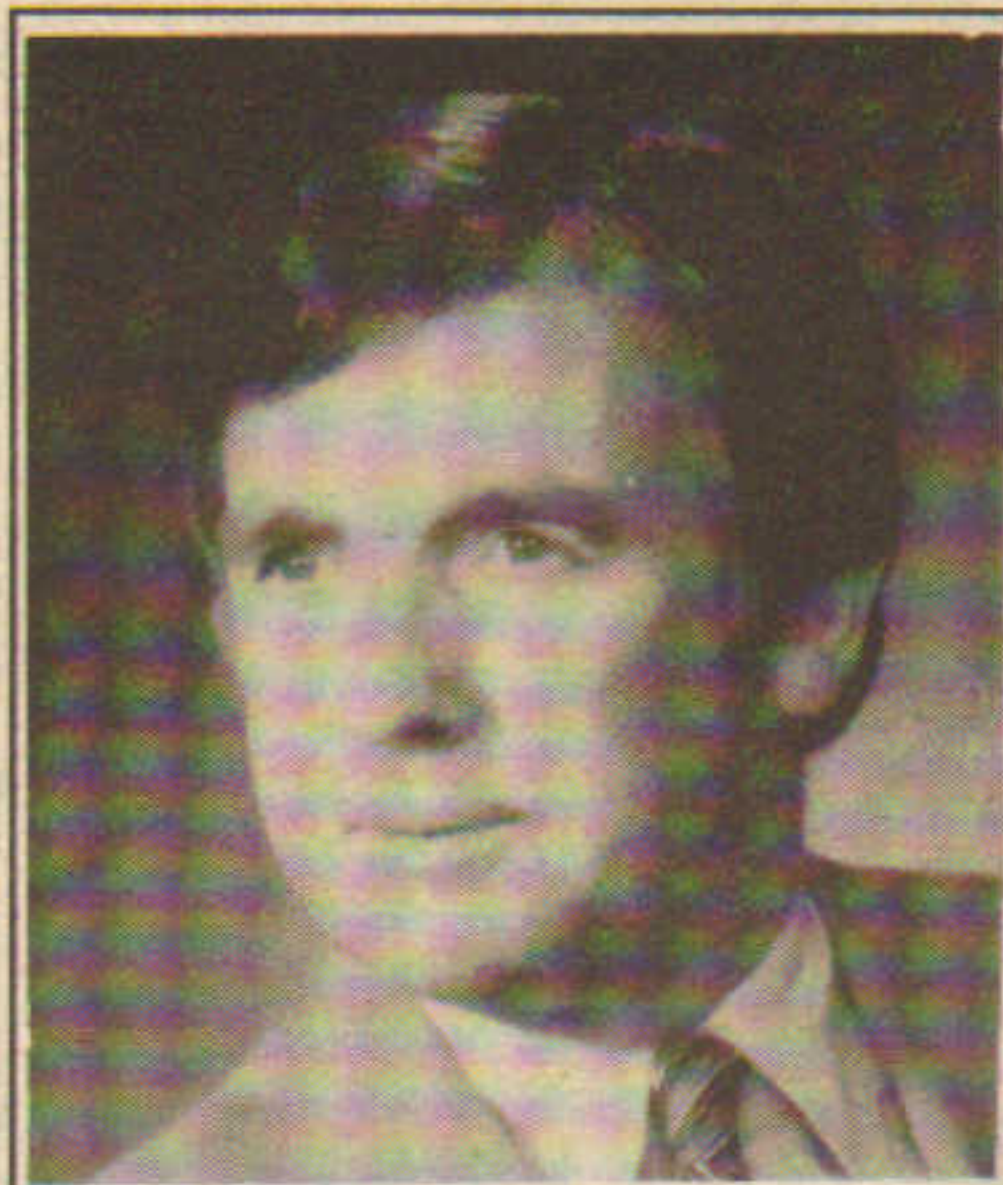
Stanley Sidel
SPECTRUM FINANCIAL



Rodger Nordblom
NORDBLOM COMPANY



Gregory Boulos
THE BOULOS CO.



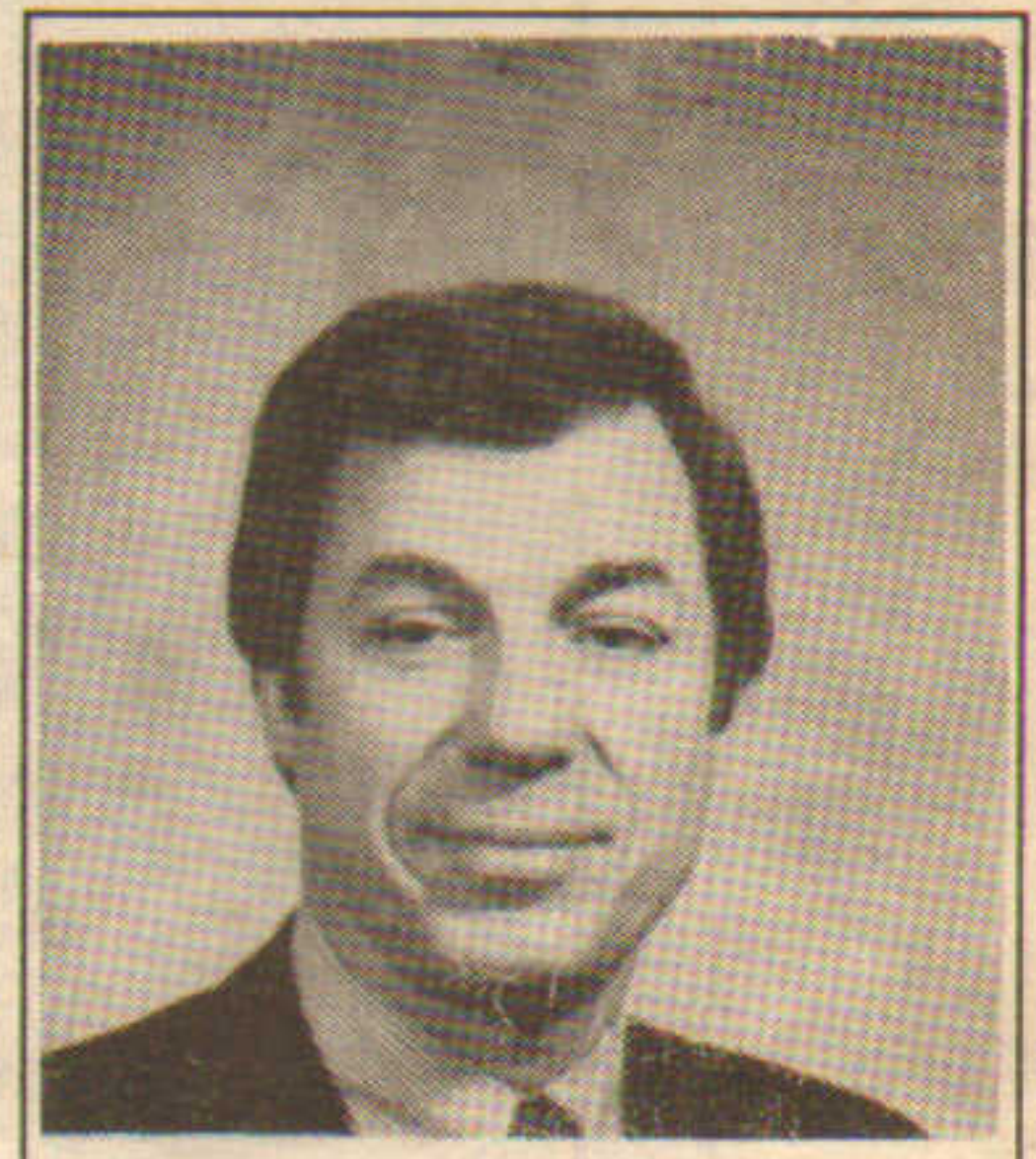
Eugene McPherson
McPHERSON CORP.



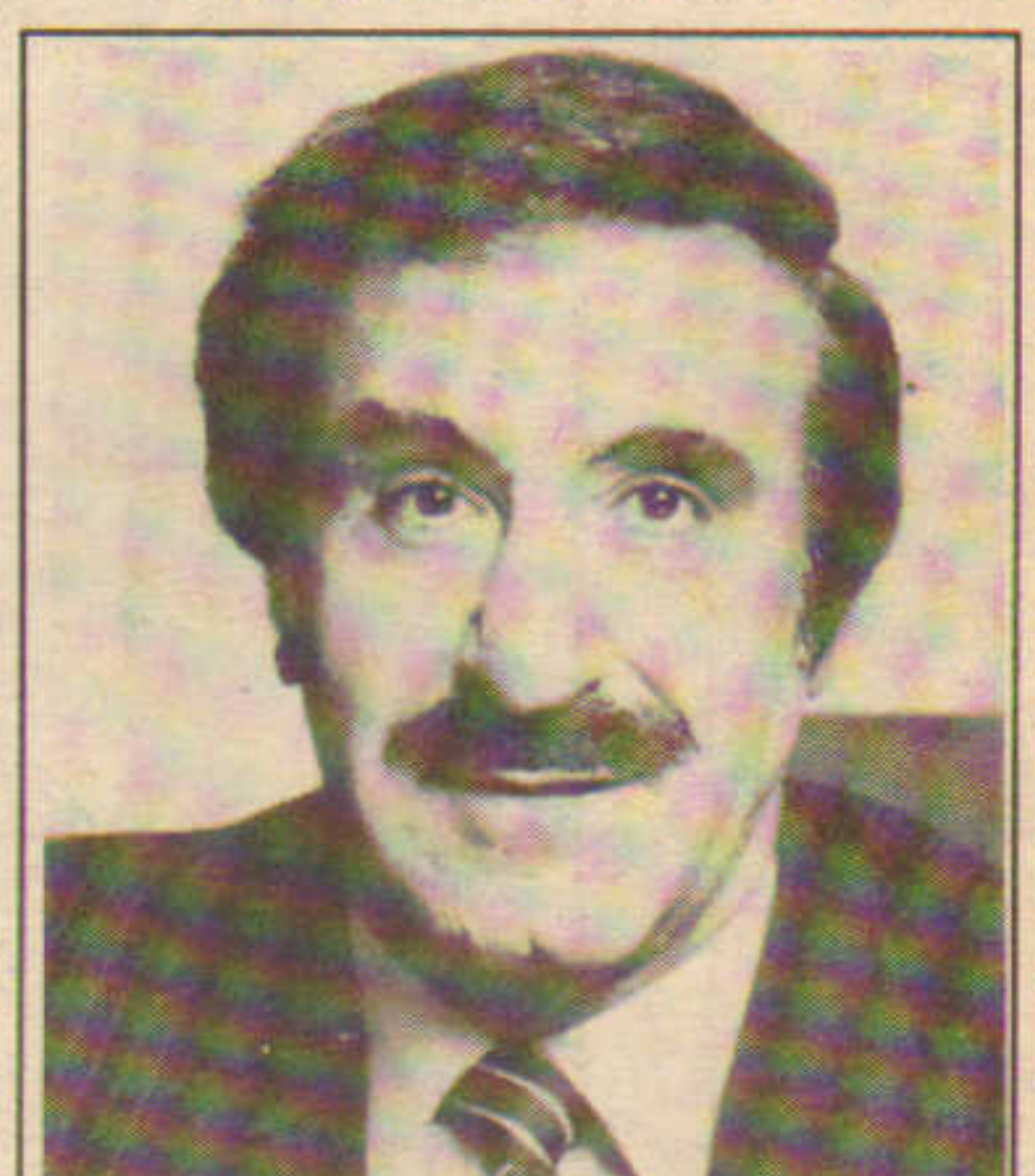
Edward Haddad
THE CODMAN COMPANY



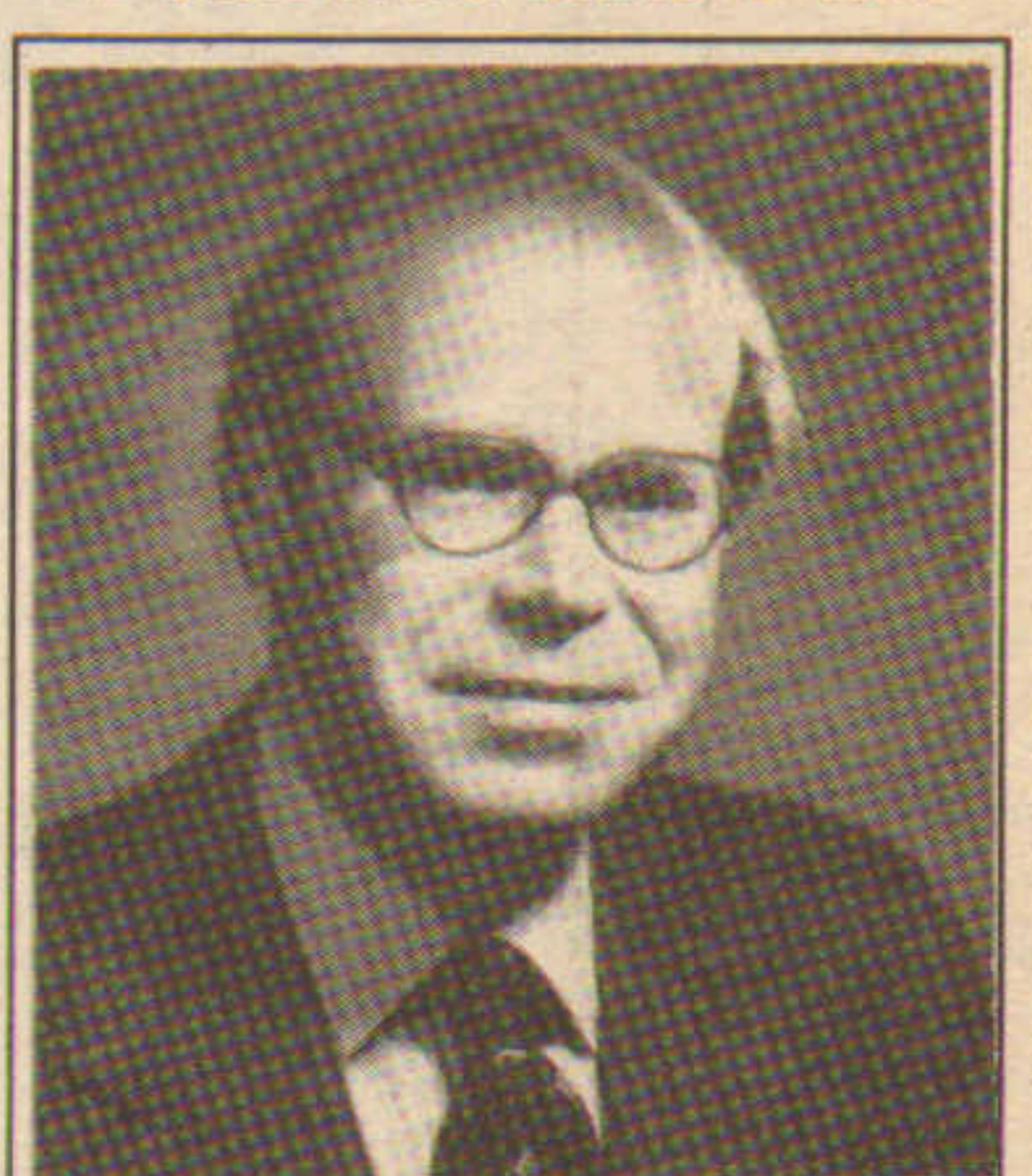
Lester Yanowitz
BOWDOIN CONSTRUCTION



Robert DeMarco
CAMPANELLI REALTY



Pat Alibrandi
INTERSTATE ELECTRICAL



Robert Beal
BEAL COMPANIES

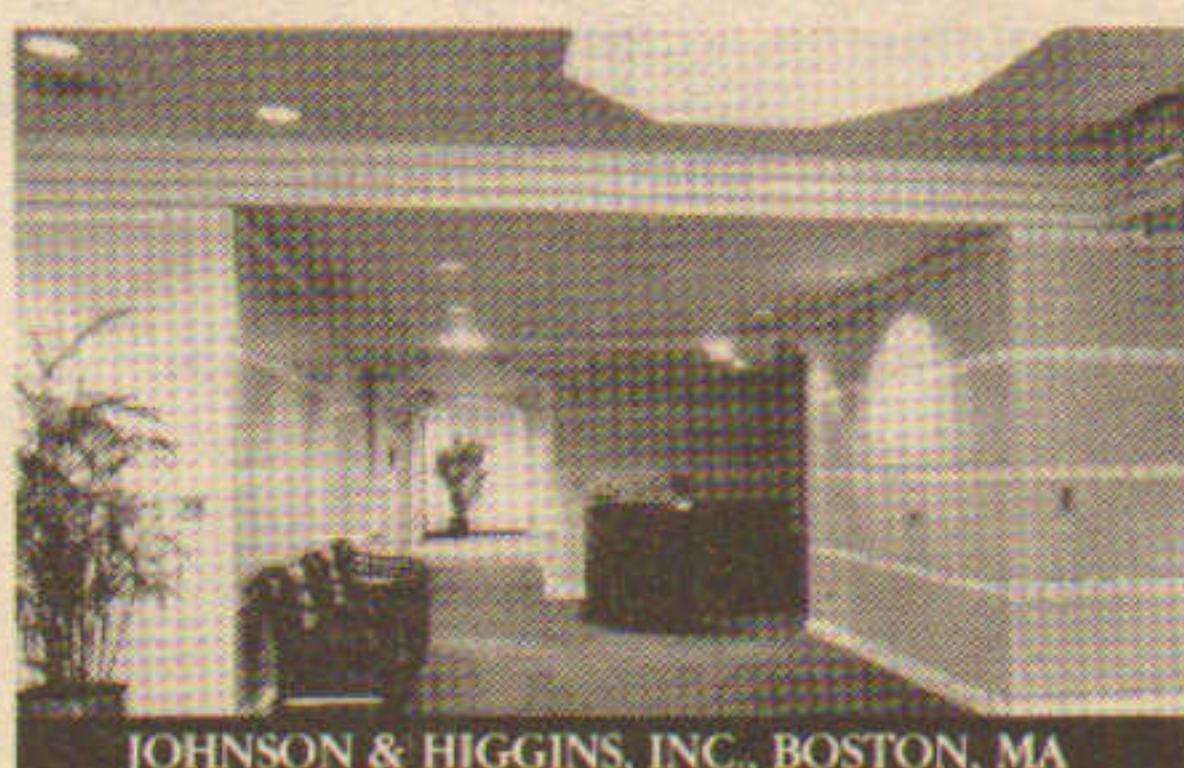


Joseph Einhorn

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—Gene Racek, E.R. Racek Associates



JOHNSON & HIGGINS, INC., BOSTON, MA
"Our requirements for a truly superior level of finish were met far beyond our expectations."
—Bob Cameron, Johnson & Higgins, Inc.

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TMP, HOLLISTON
"They managed to produce a top quality product and saved me money at the same time—I was very satisfied."
—George McDougall, TMP



CORNING MEDICAL, MEDFIELD
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—Barry Koretz, Barry Koretz Assoc.

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H.J. DAVIS DEVELOPMENT

DAVENPORT BUILDING



THE MARCUS ORGANIZATION

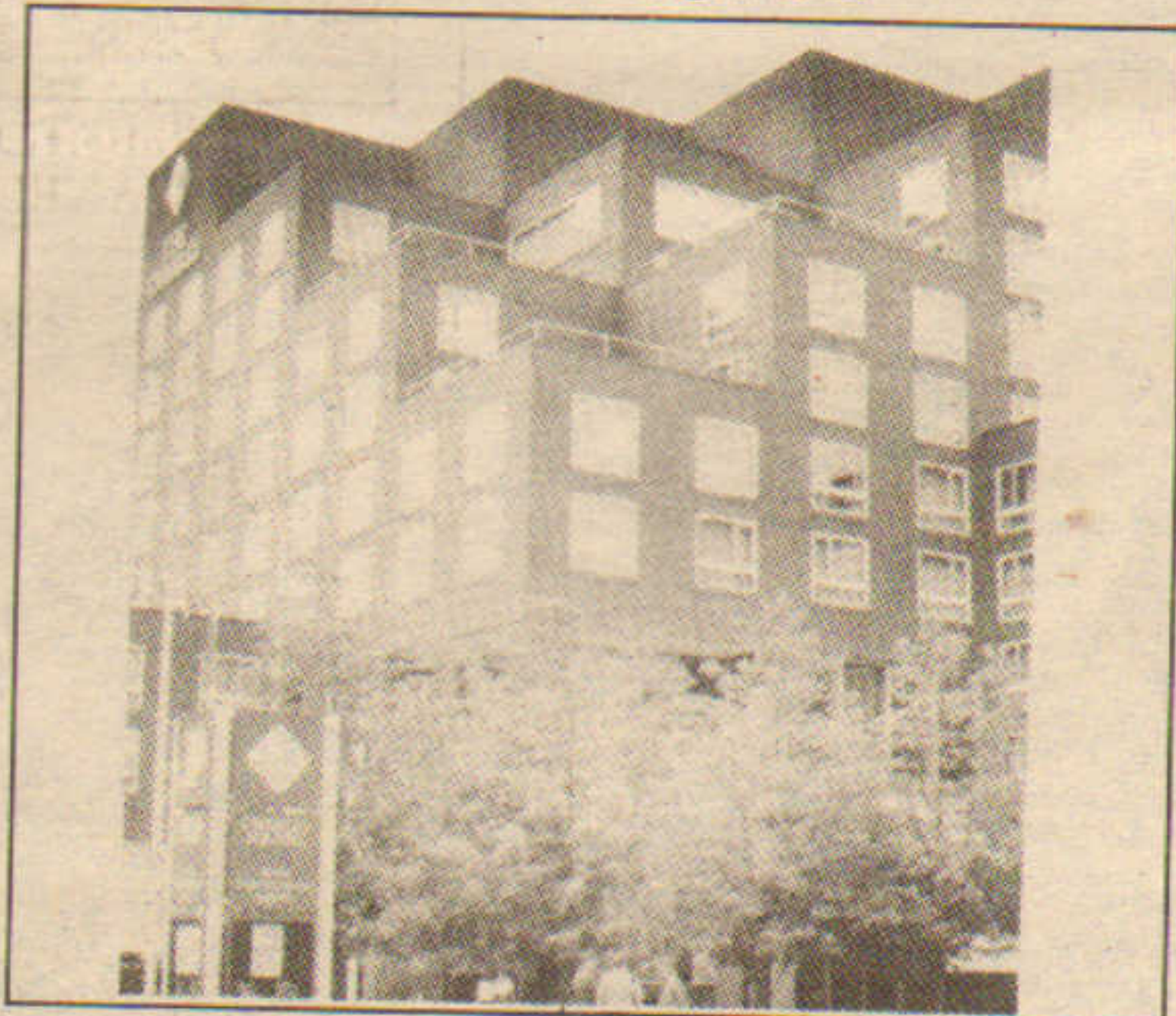
BAY SQUARE



UNIHAB

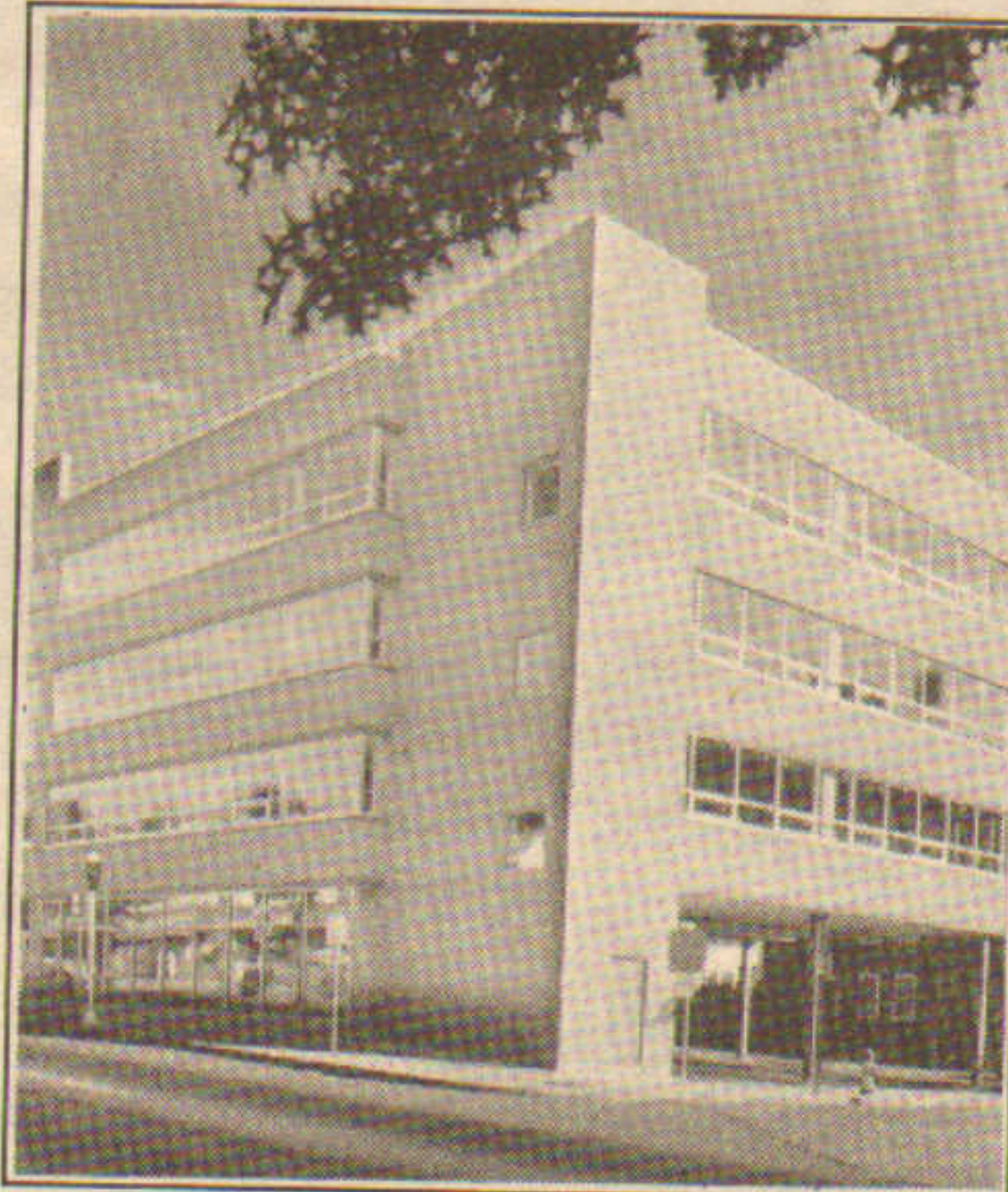
WE WORK FOR THEM.
NOW LET US WORK FOR YOU.

CHARLES SQUARE



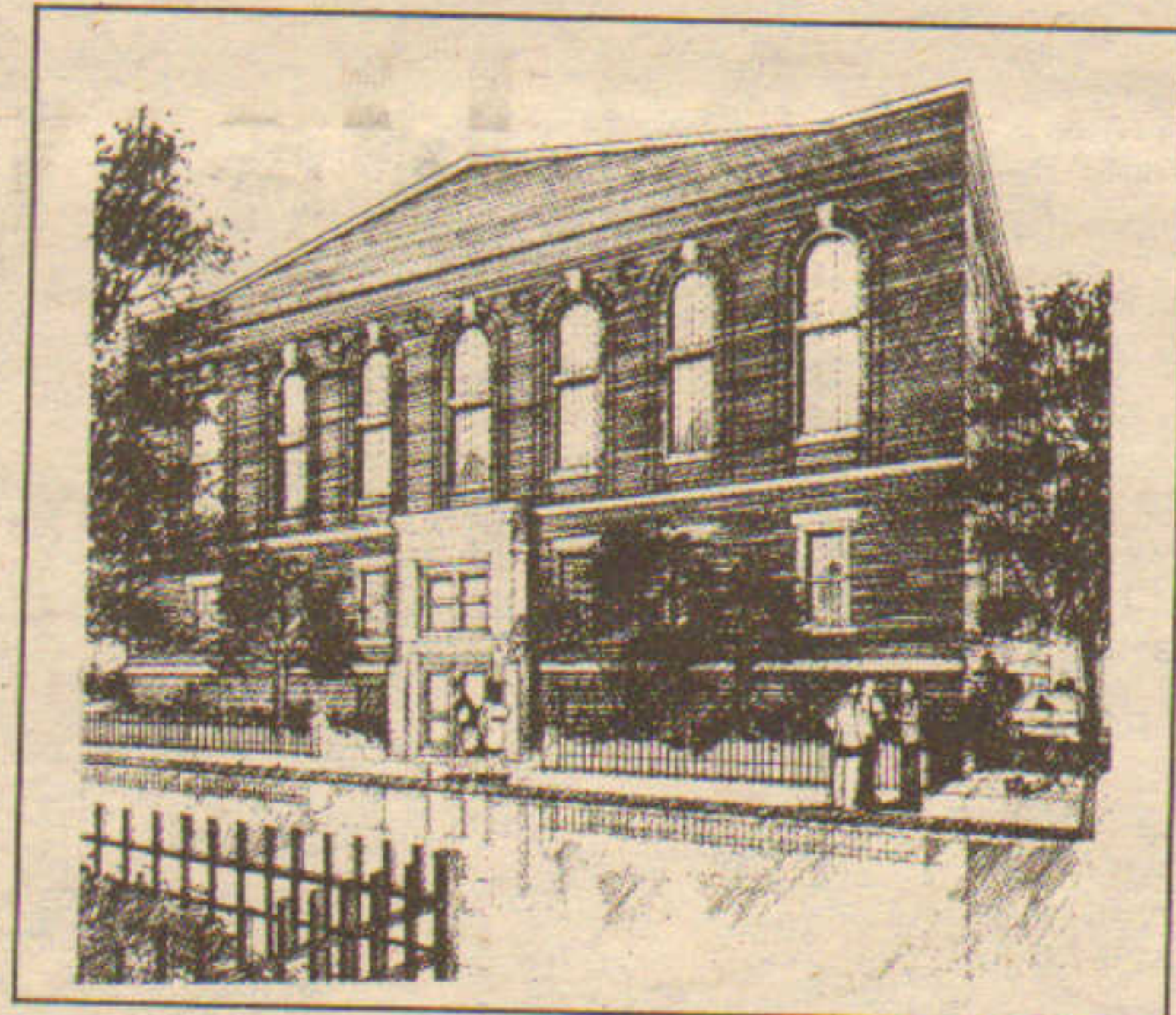
CARPENTER COMPANY

1310 BROADWAY

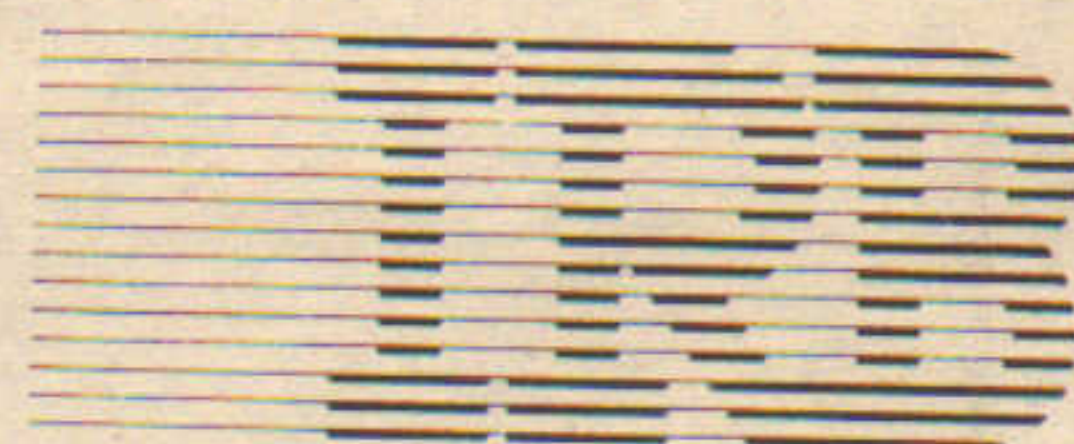


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CAMBRIDGE DEVELOPMENT CORP.



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UNIVERSITY PLACE

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617-497-4400

JULY

F.D. Rich & A.W. Perry select Peter Elliot & Co. for planned \$550m Commonwealth Center in downtown Boston.

Grossman Cos. building \$3m 10,000 s/f replacement for Hingham Center offices and retail — the Pride Building.

H.J. Davis Dev. Corp. opens \$55m 166 unit River Court luxury condominium in Cambridge.

LBC Inc. fast tracks 36,000 s/f Eaton Place office building at Centennial Place, Peabody, for Park One Assoc.

Paul Rodia of Drubner Industrials brokers \$7.45m sale of 174,000 s/f facility at Cheshire Park to Norman Drubner.

A.J. Lane completes 60,000 s/f Park Nine East offices in Framingham; names Hunneman leasing agent.

Charter Dev. Co. will renovate and expand a former Grant's in North Reading into a 160,000 s/f site for Super Stop & Shop.

Ruth McCarthy of CMR Investments brokers \$5.2m sale of 120,000 s/f industrial condo in Farmington

Nelson Cos. leases 20,240 s/f to Savin Corp. at Newton/Wellesley Executive Office Park with R.M. Bradley & Co.

David Cavanagh of Hunneman Commercial sells 27 acres in Taunton to GTE Tactical Systems for \$840,000.

Boston Properties starts on 63,500 s/f office/R&D in Waltham; appoints Meredith & Grew leasing agent.

Ryan, Elliott & Co. & J.F. O'Neil cobroker 19,300 s/f lease for Backland Group to Pilgrim Health Care.

Kelleher & Sadowsky brokers \$5m sale of 56,000 s/f office bldg. on 5 acres in Worcester to St. James Property.

Andover Mortgage Corp. places \$4m loan for 80,785 s/f property in Wilmington, Mass. to PGA Realty.

Fowler Goedecke Ellis & O'Connor secures \$8.6m loan for Citicorp Park, 73,228 s/f, in South Portland.

Judy Tinkham leases 36,100 s/f Hudson, N.H. plant for Park Ave. Realty Trust to Howtek Inc.



Harland Shapiro
MILLER - SHAPIRO CO.



Michael Rauseo
RAUSEO & COMPANY



David Neelon
NEELON COMPANIES



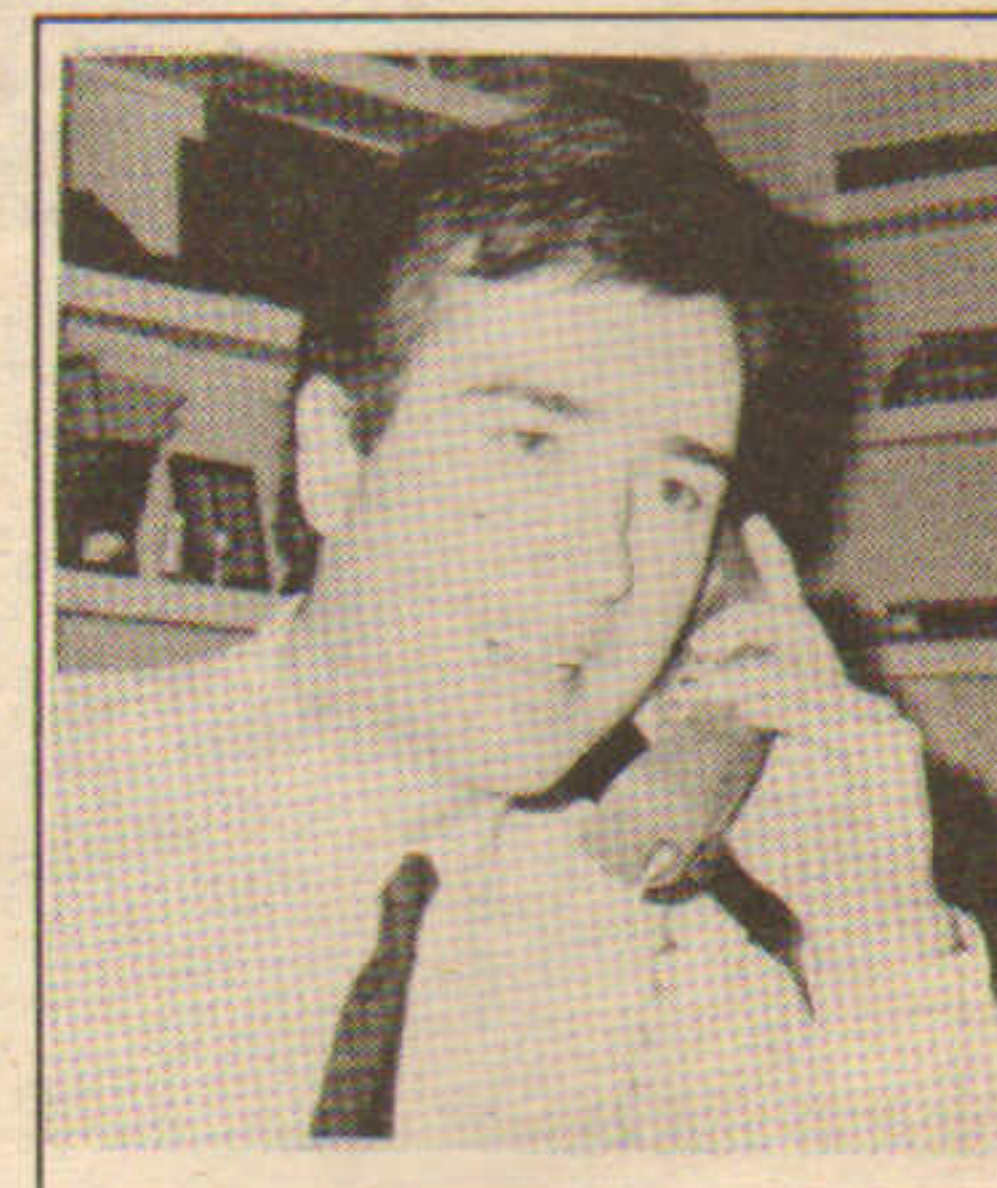
A.J. Tambone
TAMBONE CORP.



Christopher Fleming
ST. JAMES PROPERTIES



Marc Wexler
NORTHLAND INVESTMENT



Scott Hughes
NEELON COMPANIES



Michael Sherman
C.W. WHITTIER

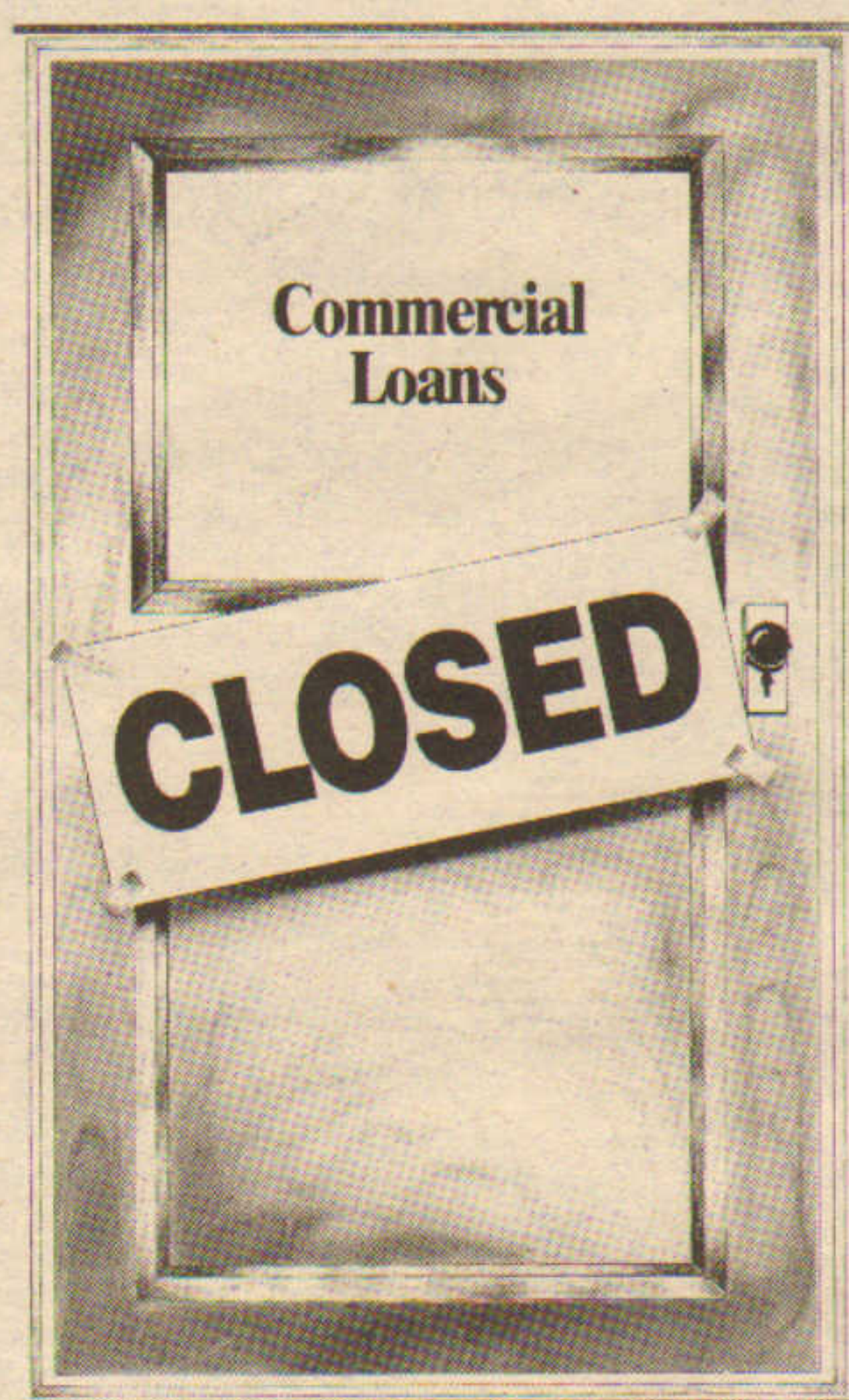


Daniel Adkinson
FGE&O



Malcolm Fryer
FRYER GROUP

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Real Estate Investments

U N I C O R N  P A R K

Other equity investments include: 101 Arch Street, Boston; The Pan Am Building, New York City; White Plains Plaza, White Plains, NY; Centre Square, Philadelphia; and 1615 L Street, Washington, D.C.

JULY

Grossman Cos. leases 15,500 s/f to Scudder, Stevens & Clark in Rockland; FH&O and Bay Realty cobroker.

R.E. Hill & Co. leasing 45,000 s/f Massachusetts Square rehab for United South End/Lower Roxbury Dev.

Mirak Properties selects Industrial Interests for 50,000 s/f offices on Arlington-Cambridge line.

Saunders & Assoc. completes \$2.4m rehab of 55,000 s/f at four Newbury St., Back Bay, office-retail properties.

Bay Colony Assoc. buys \$2m Blinstrub's Old Colony House in Dorchester; to remodel 16,000 s/f restaurant site.

Deruseau Realty appointed to lease \$8m Ironstone office and retail complex under construction in Uxbridge.

Altreuter Peabody appoints Codman Assoc. to lease 65 acre Griffin Brook Park in Methuen; plan 350,000 s/f.

James River Corp. renews 165,390 s/f lease at RiverPark in Norwalk with Rostenberg-Doern as consultant.

Linpro Co. buys Kendall Sq., Cambridge, site for 174,000 s/f offices for \$5.975m; FH&O and Peter Elliot cobroker.

Jack Boyle & Cheryl Flaman of Spaulding Inv. Co. lease 48,000 s/f at 8 New England Executive Park, Burlington.

Greater Boston Community Dev. leases 41,500 s/f at specialized Back Bay office building to nonprofit agencies.

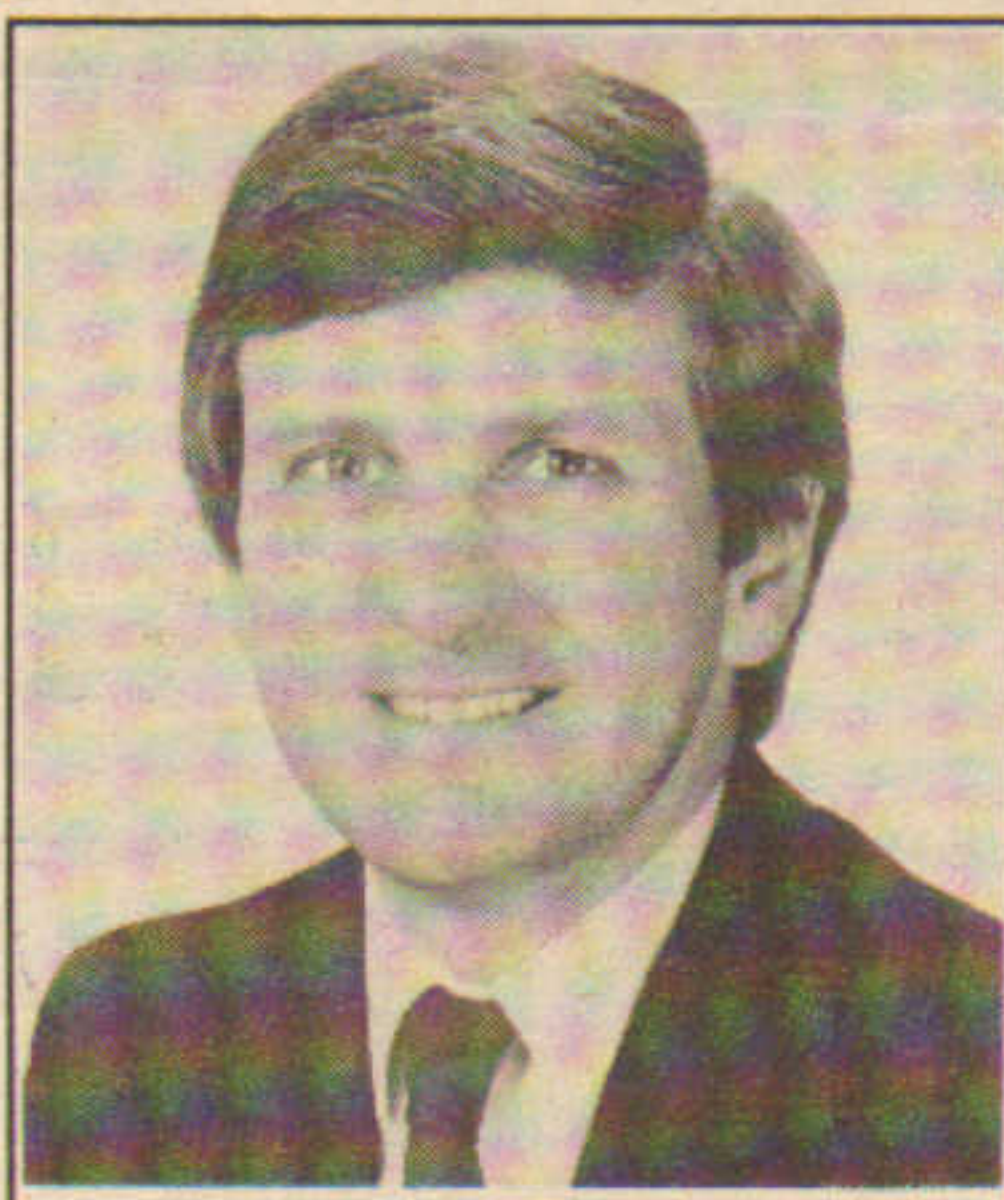
Anthony Covalli of Macmillan & Son sells \$575,000 48,700 s/f to Hannoush Properties Trust.

Johnson & Johnson Orthopedics to build 150,000 s/f at Raynham Woods Commerce Center; Paramount sells \$3m parcel.

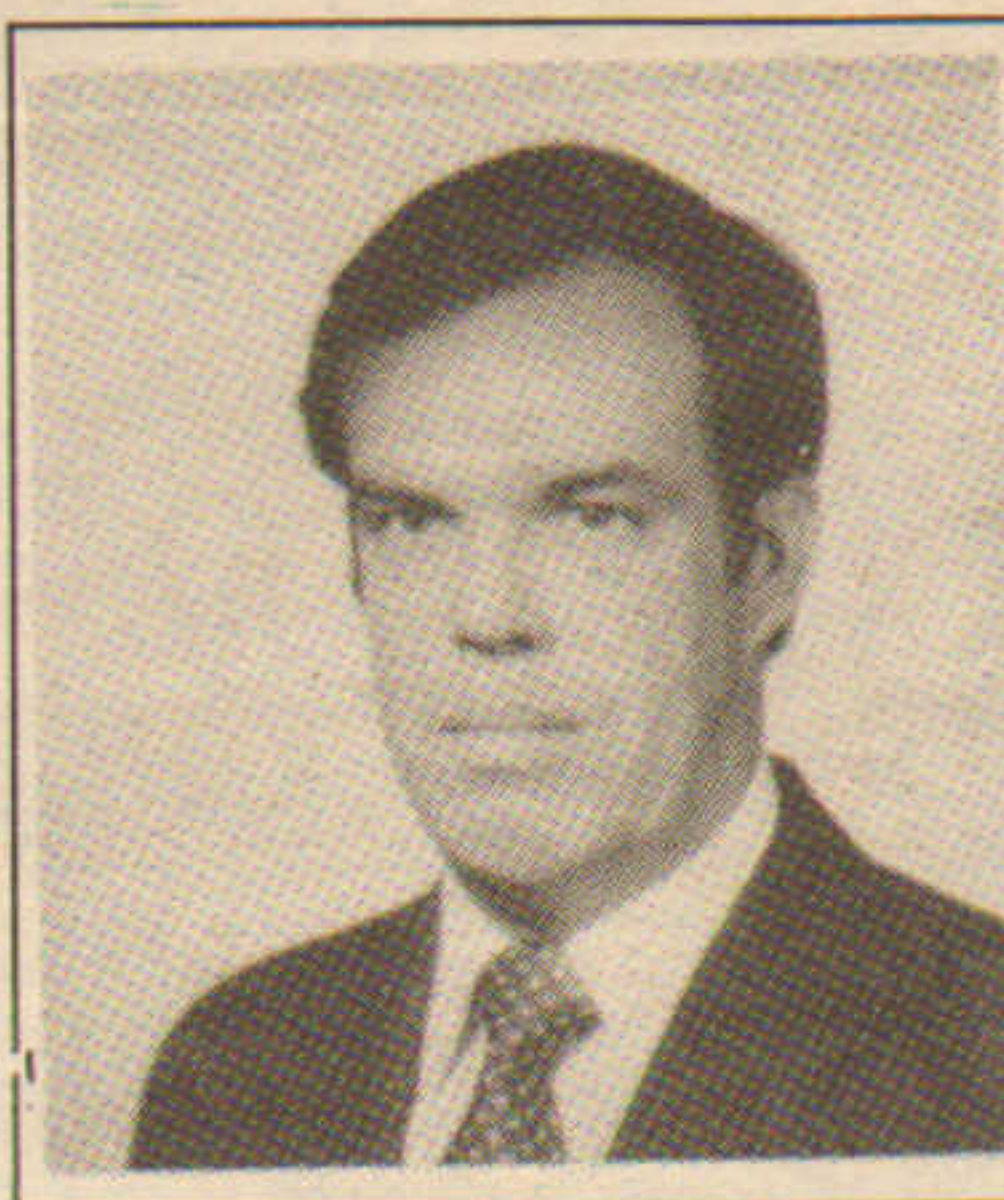
Equitable R.E. Inv., Stephen Karp & Stephen Weiner buy 607,500 s/f Fox Run Mall in Newington, N.H.

Worcester Commercial Group leases 67,000 s/f in Liberty Central Industrial Park to Millbrook Distributors.

John Sullivan Jr. Corp. building 97,000 s/f facility for Somerville Lumber Co. in Bedford, N.H.



John Dziadzol
ANDOVER PROP. CORP.



Brad Griffith
LEGGAT McCALL COMPANIES



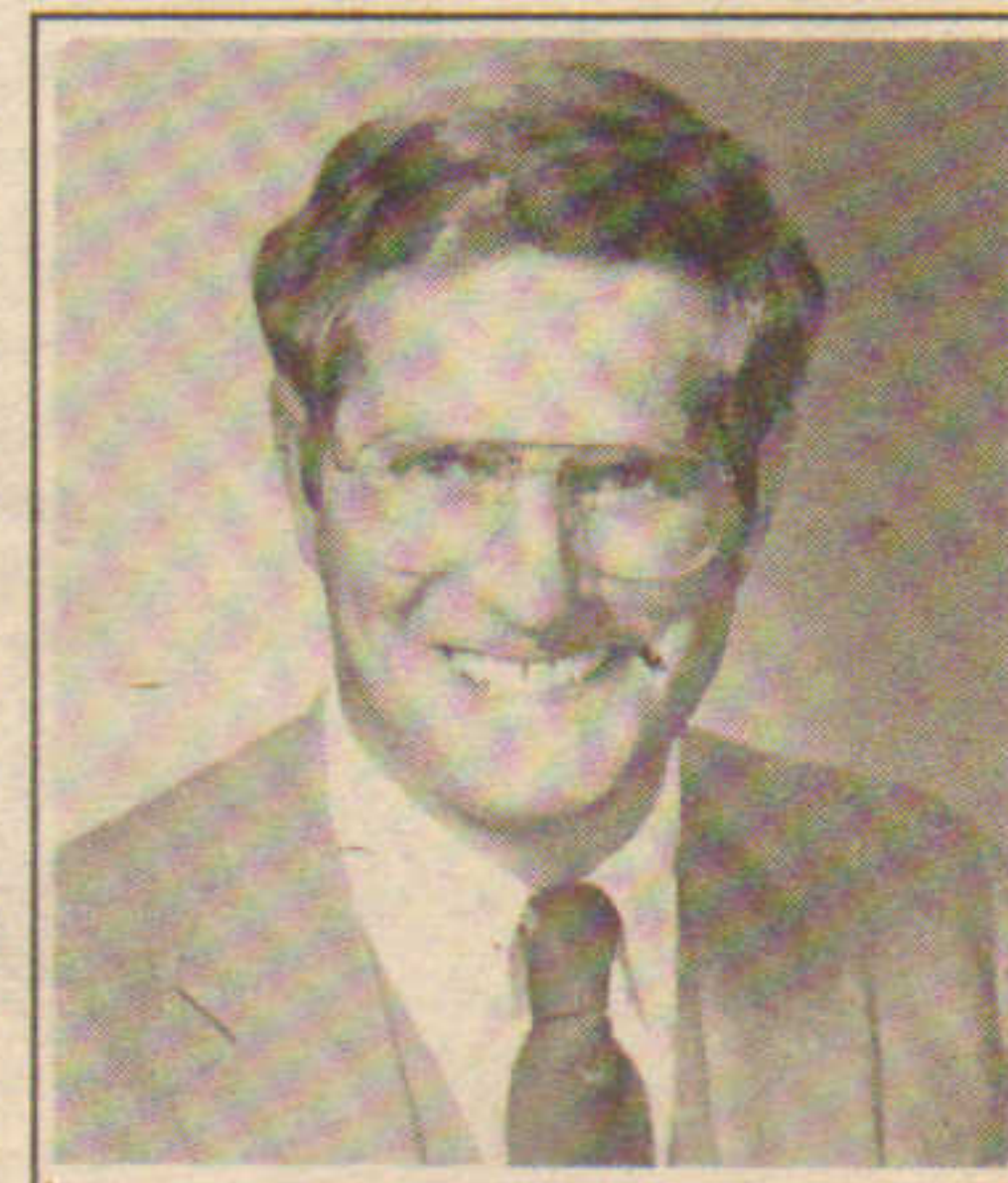
Ronald Druker
THE DRUKER CO.



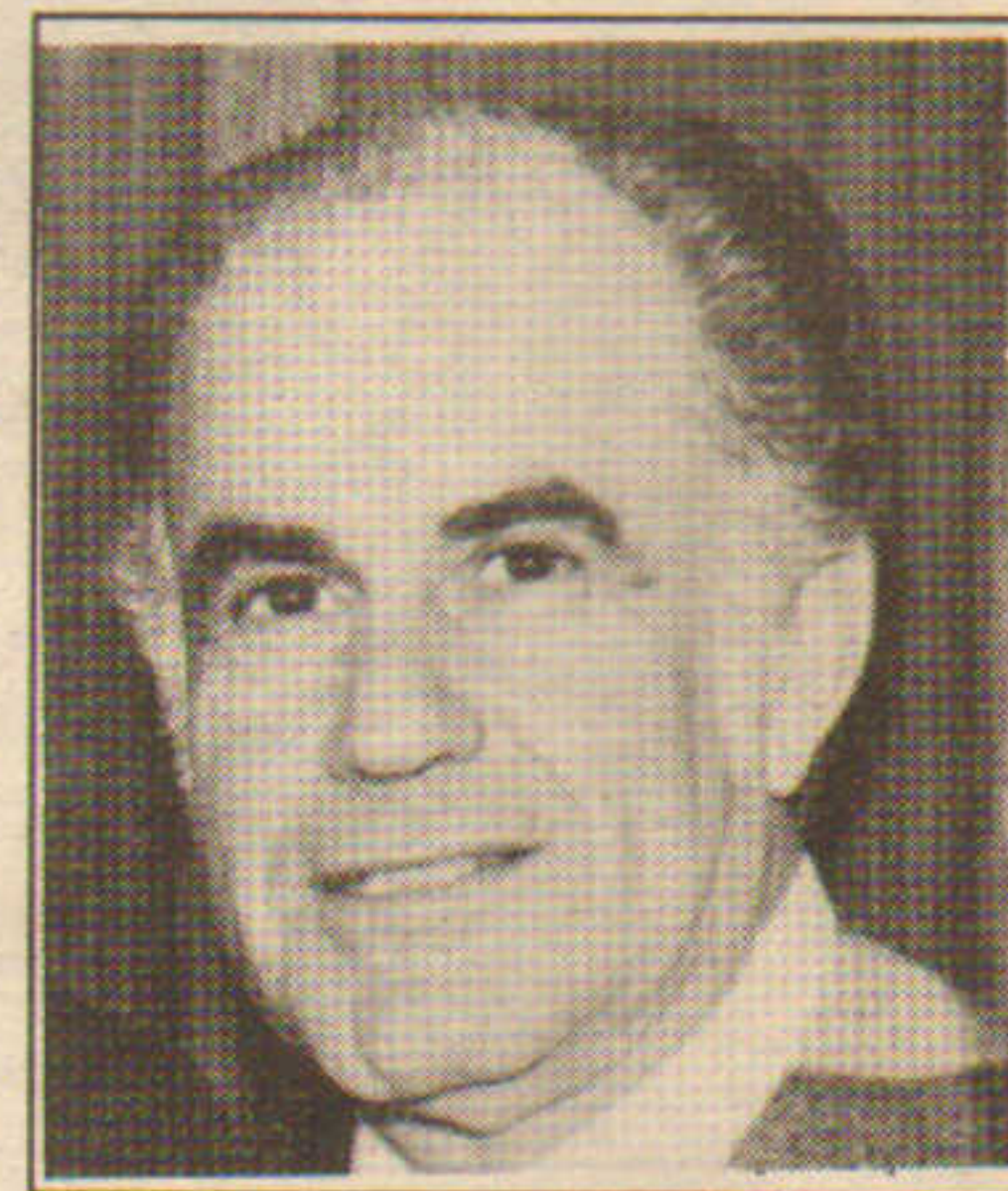
Arnold Peck
ARNOLD PECK COMPANY



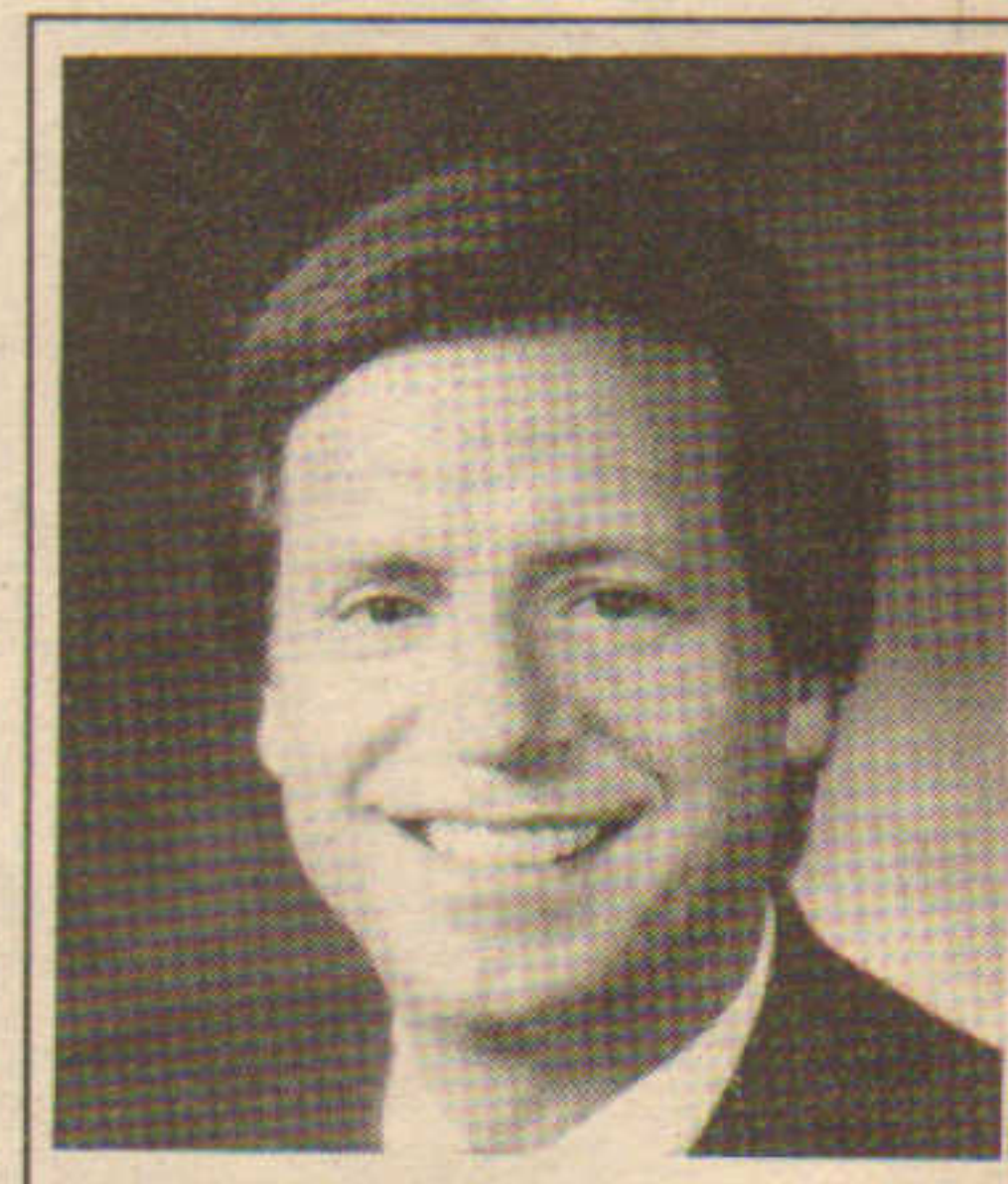
David Gompers
DAVID GOMPERS



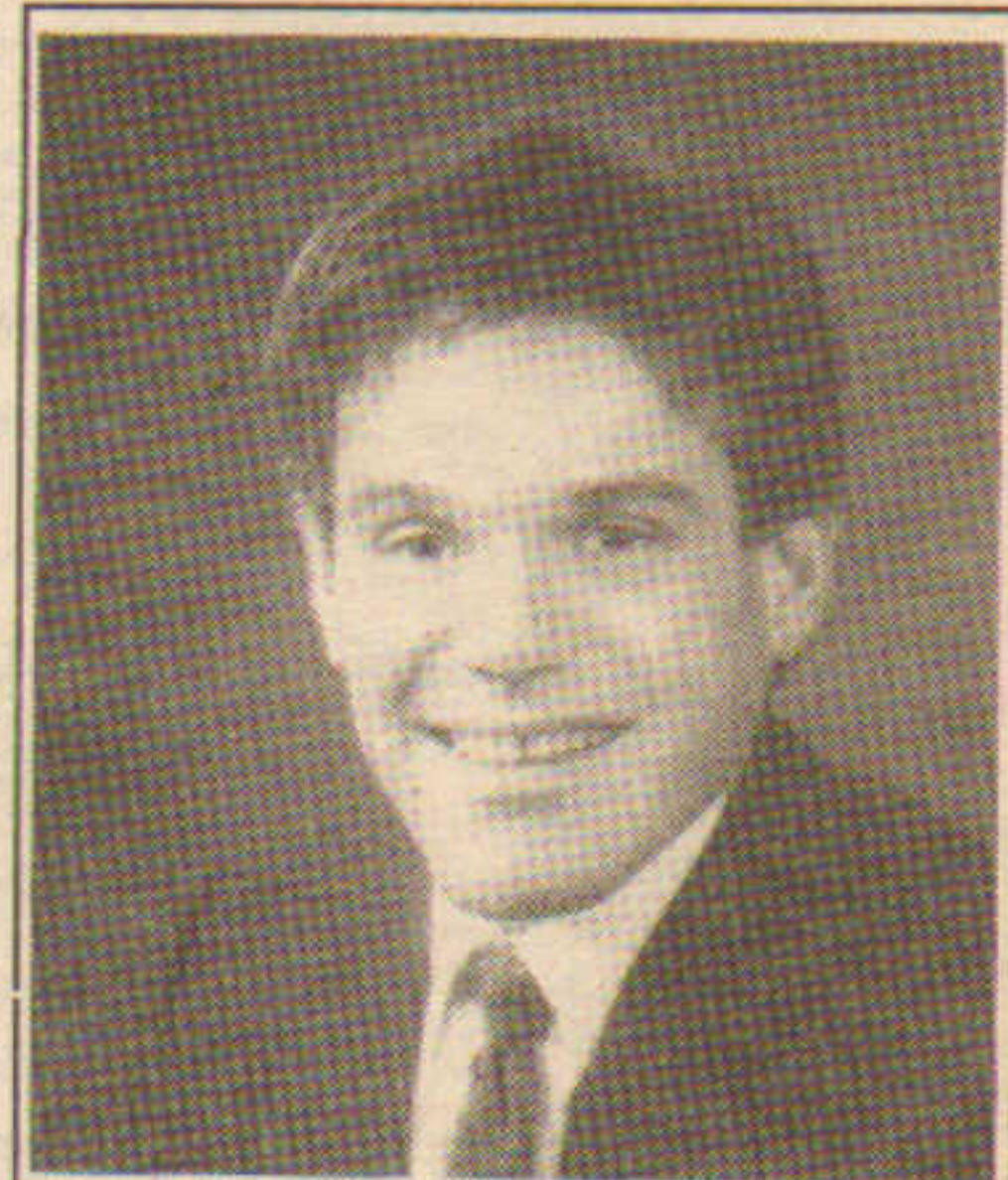
Charles Francis
RYAN, ELLIOTT & CO. OF R.I.



Z. Wasserman
THE WASSERMAN GROUP



Donald Saunders
SAUNDERS & ASSOCIATES



Irwin Barkan
I.J. BARKAN, INC.



Melvin Roebuck
FOREST CITY DEVELOPMENT



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A Happy Holiday Season

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(617) 951-4100

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617-849-7915

Robert S. Conrad,
Partner

Equity Ventures Inc.

Real Estate Developers



LINCOLN CENTER OFFICE PARK, Lincoln, RI

85-acre, master planned park on I-295 and Rt. 146
Building One 235,000 s.f. leased to Amica Mutual Insurance Company



METRO CENTER OFFICE PARK, Warwick, RI

On I-95 at Airport Exit
Building Two 90,000 s.f. leased
Marriott Residence Inn opened

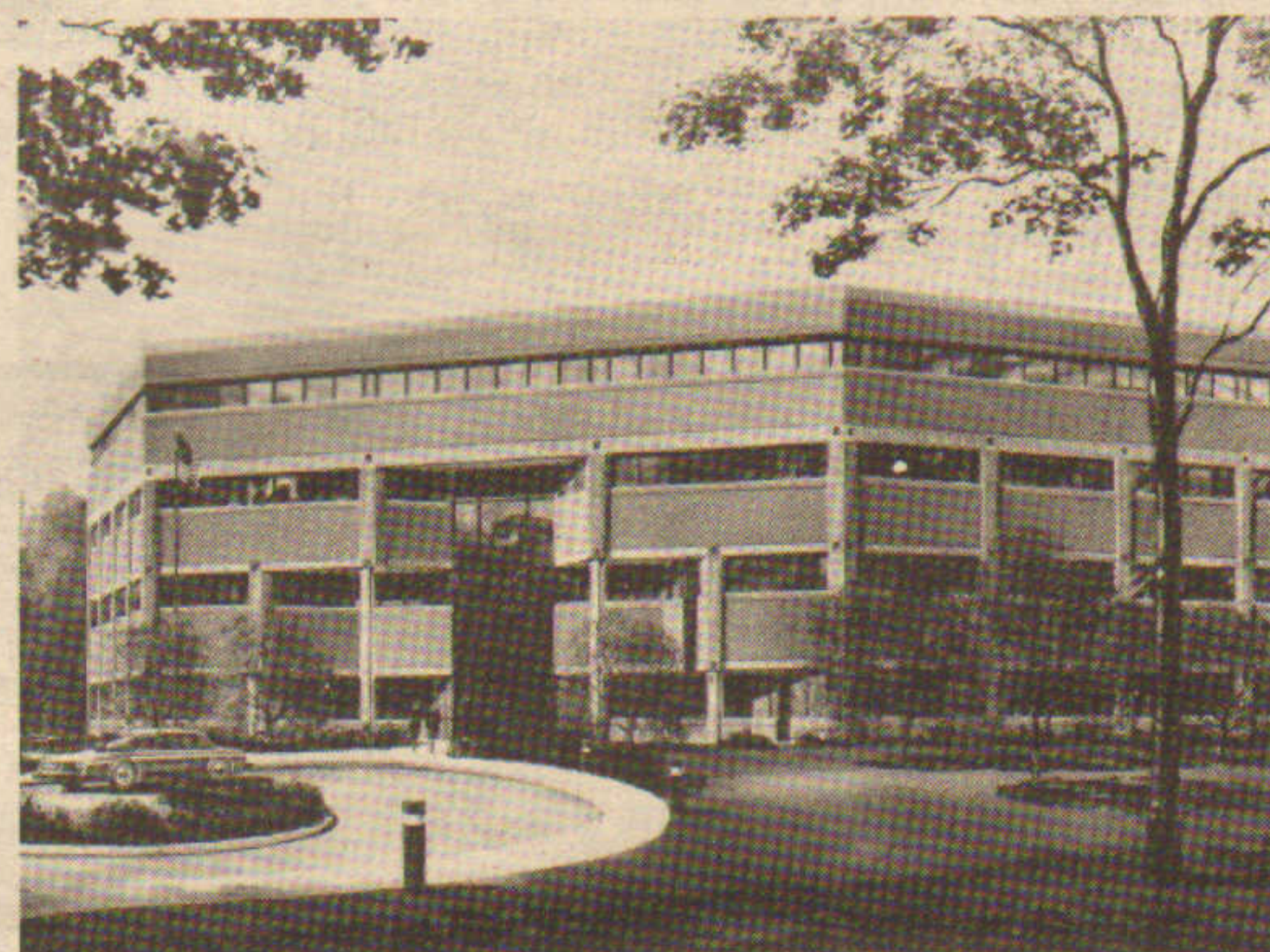
Thomas P. Dimeo
Chairman

Karl W. Olsen
President

Metro Center Office Park
Warwick, RI
401-732-4390

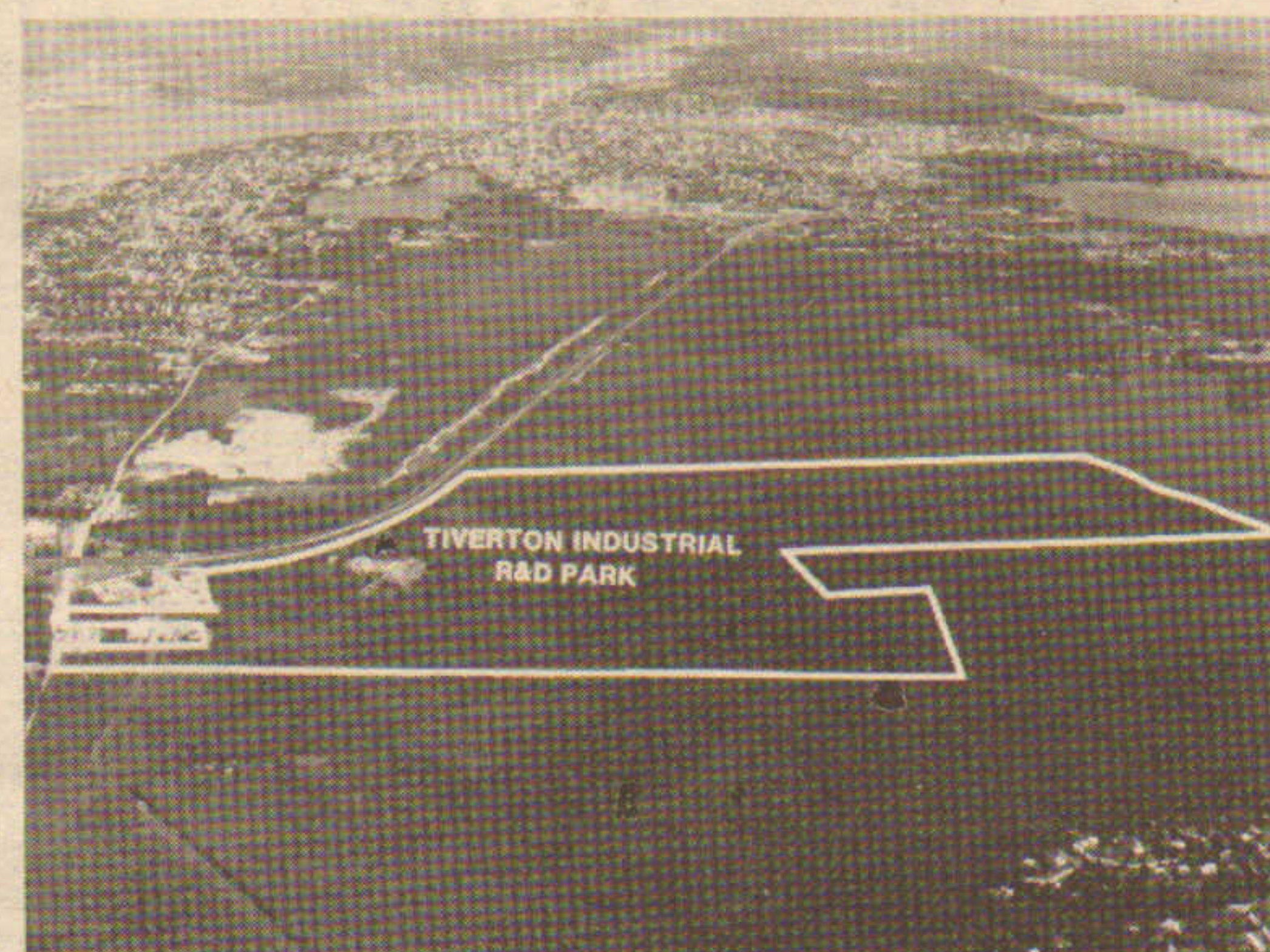
Rhode Island's Leading Suburban Office Park Developer

1989 Major Office and R&D Projects



LINCOLN CENTER OFFICE PARK

Rhode Island's suburban corporate address
Building Three 120,000 s.f., Spring, 1990
65,000 s.f. preleased, 55,000 s.f. available



TIVERTON RESEARCH & DEVELOPMENT PARK, Tiverton, RI

On Rt. 24; 230-acre master planned park
1,300,000 s.f. of R&D, office and light assembly.
Sites for purchase, build to suit or leasing;
available 1990

AUGUST

Spectrum Financial arranges \$14.5m for Farley Trust's 120,704 s/f Meadows Office Building in Framingham.

Middlesex Commons Assoc. builds 750 unit 100,000 s/f Affordable Self Storage site in South Norwalk, Conn.

James Claffey & William Griffin of Hunneman Commercial lease 30,000 s/f for Northland Mgmt. with Algonquin Realty.

Stephen Murphy & Steven Clancy of Codman Assoc. broker 87,893 s/f in Mansfield, Mass. for Hamilton Realty.

Tony Ianuale of The Druker Co. leases 27,000 s/f at 2 Newton Place to Data General; site now 80% leased.

Spaulding & Slye tops off 136,000 s/f 100 Cambridge Park offices, third phase at Alewife to open early 1990.

New England Dev. & Pyramid Cos. open 1 million s/f Emerald Square mall in North Attleboro; Fox, Sears & Penney anchors.

Stephen Kasnet & Tim Lyne of R.M. Bradley lease 90,790 s/f at 28 State Street, Boston, to Bank of NE.

Columbia Const. gets \$13.5m contract to rehab 130,000 s/f mfg. site in Cambridge for M.I.T. graduate student apartments.

Rick Royal of The Sommer Co. sold a 9,000 s/f Agawam, Mass. building to Atlantic Brighton Realty for \$1.065 m.

Northland Inv. Corp. buys 100,904 s/f Bronx Park Bldg. I in Marlboro, Mass. for \$9.875m; Phoenix Mutual financing.

Leggat McCall Prop. tops off \$60m 300,000 s/f 73 Tremont St.; Turner Const. GC for Unicorp American.

Codman Assoc. cobrokers 34,666 s/f with Leggat/McCall/Grubb & Ellis for Reynolds, Vickery, Messina & Griefen.

Income Property Finance gets \$2.3m National Life loan for David Winstanley & Bruce Gurall in Waltham.

Saunders Assoc. leases 56,000 s/f at Statler Building & Boston Park Plaza; 17,000 s/f to PWS-Kent Publishing.

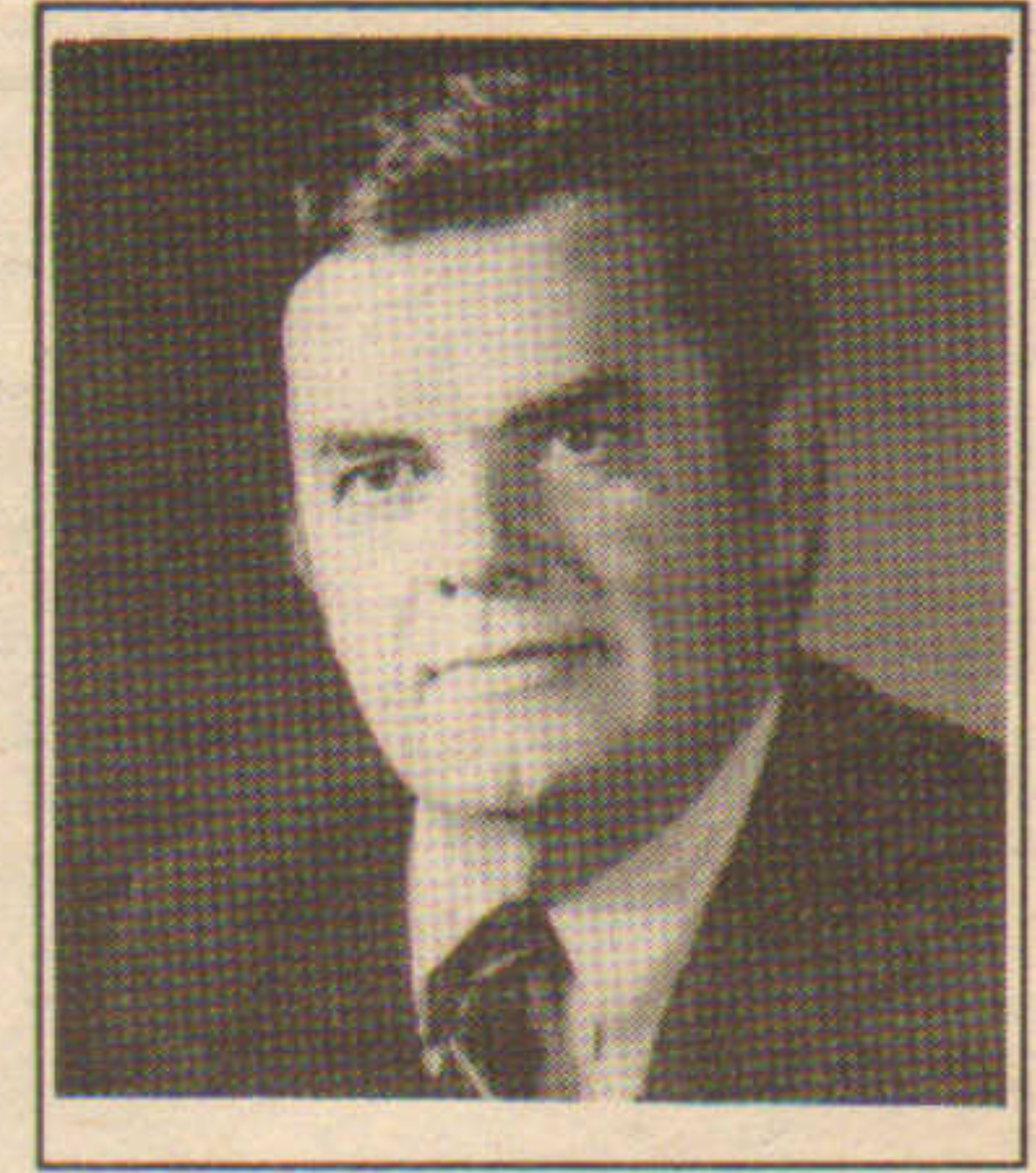
May Centers & Homart Dev. add 325,000 s/f at Meriden (Conn.) Square for Sears and more retailers.



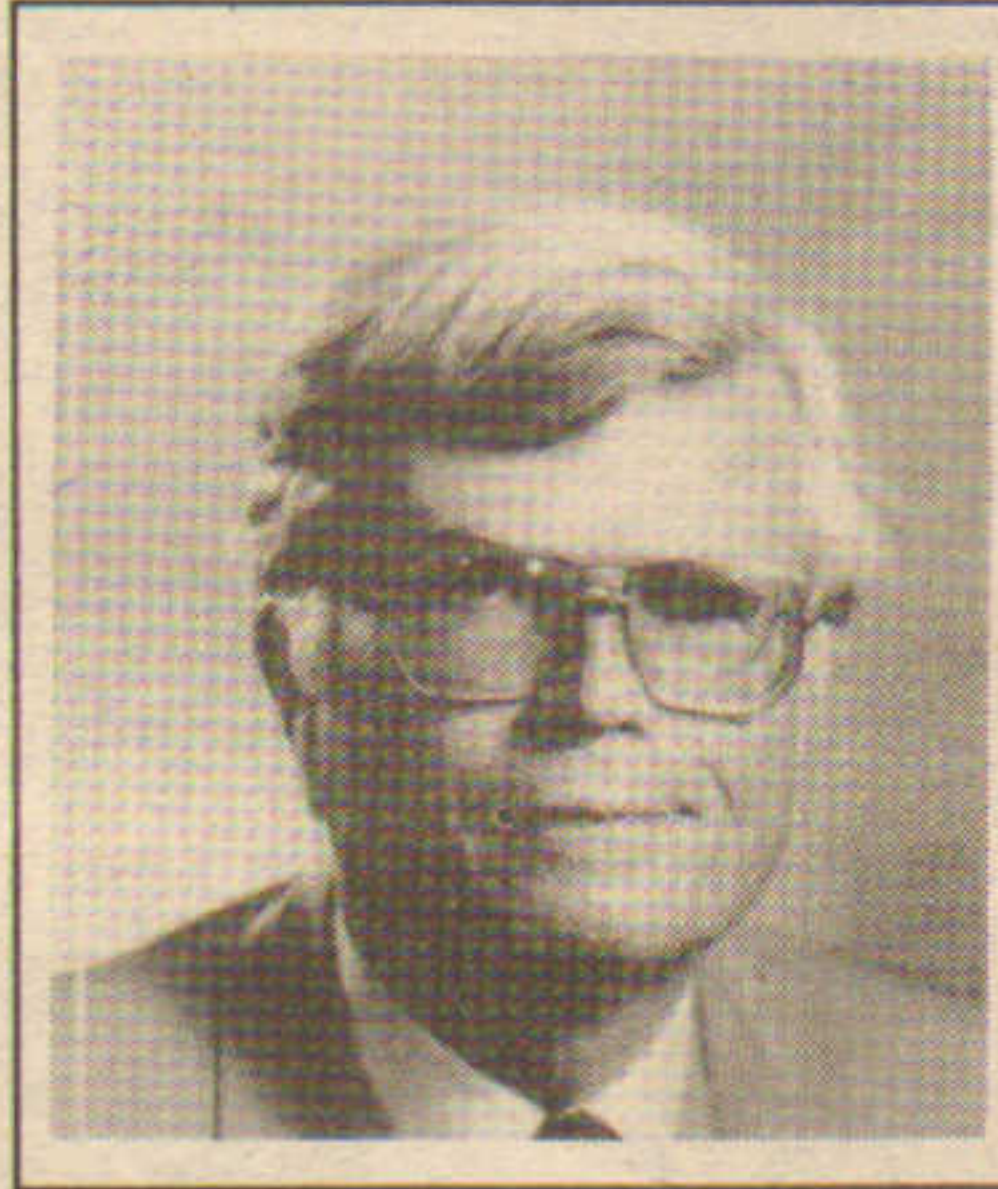
Edward McKeon
CITY OF BANGOR



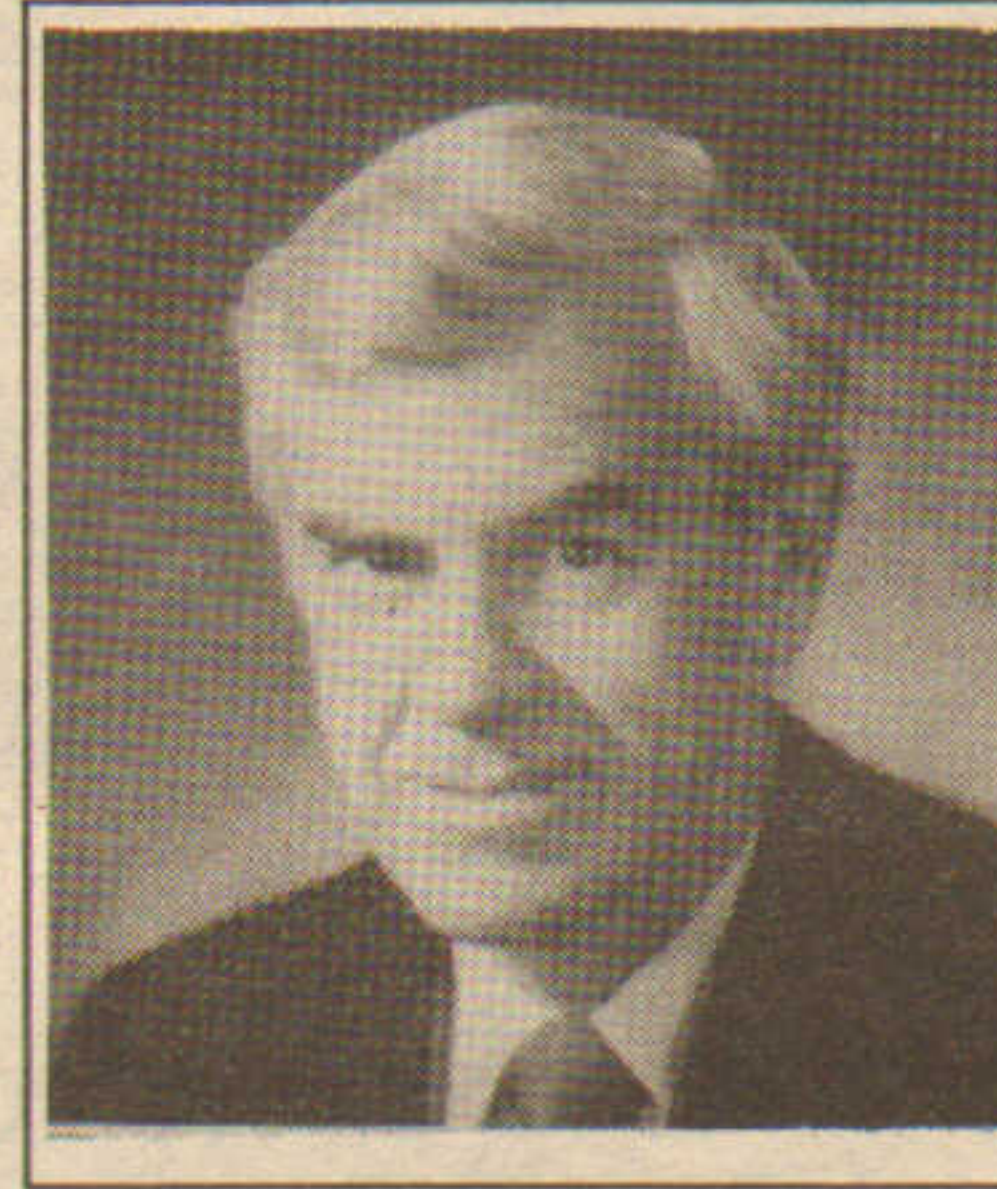
Dan Jones
GRIBBEL, WASON & JONES



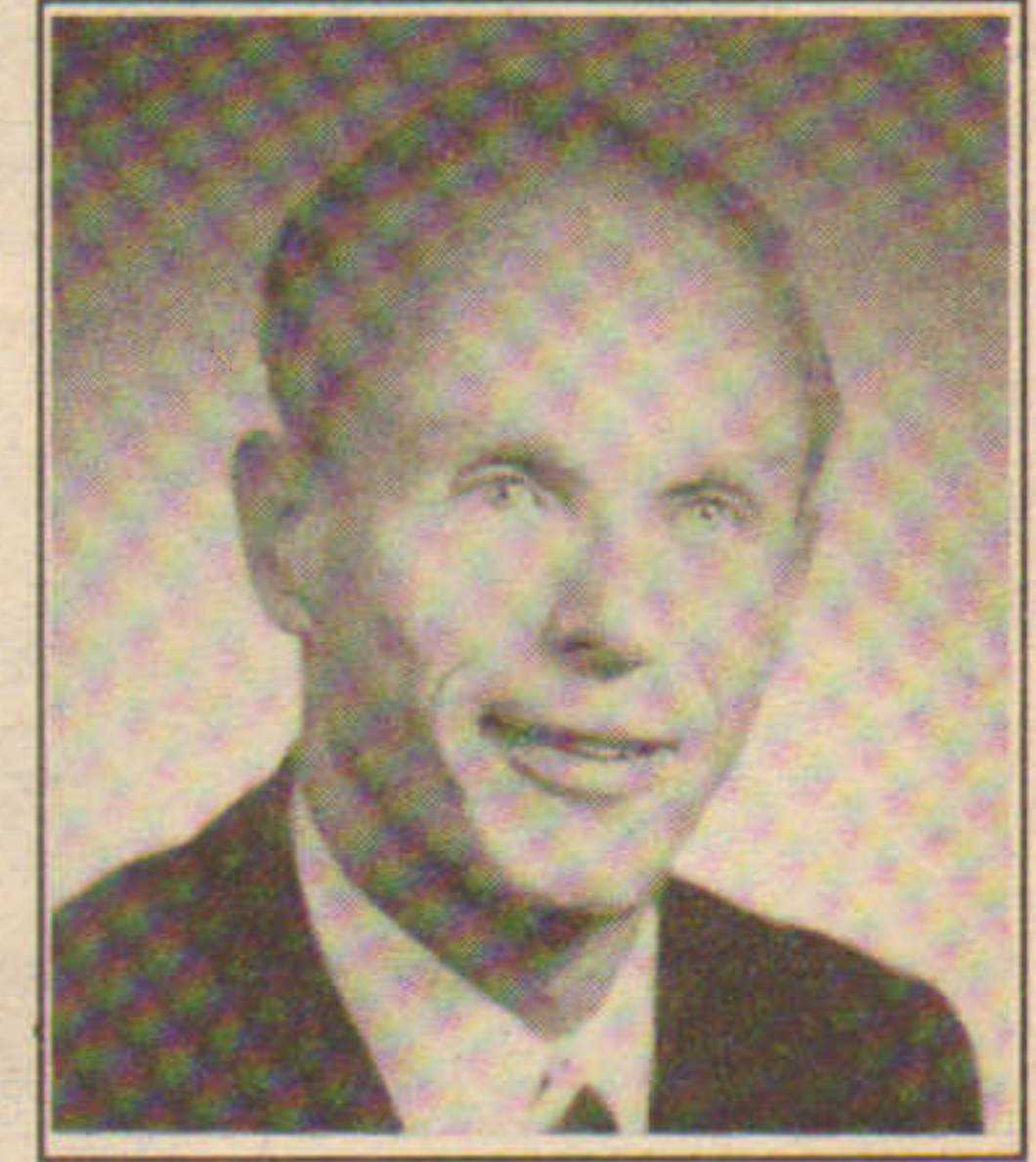
John Hayes
TAC



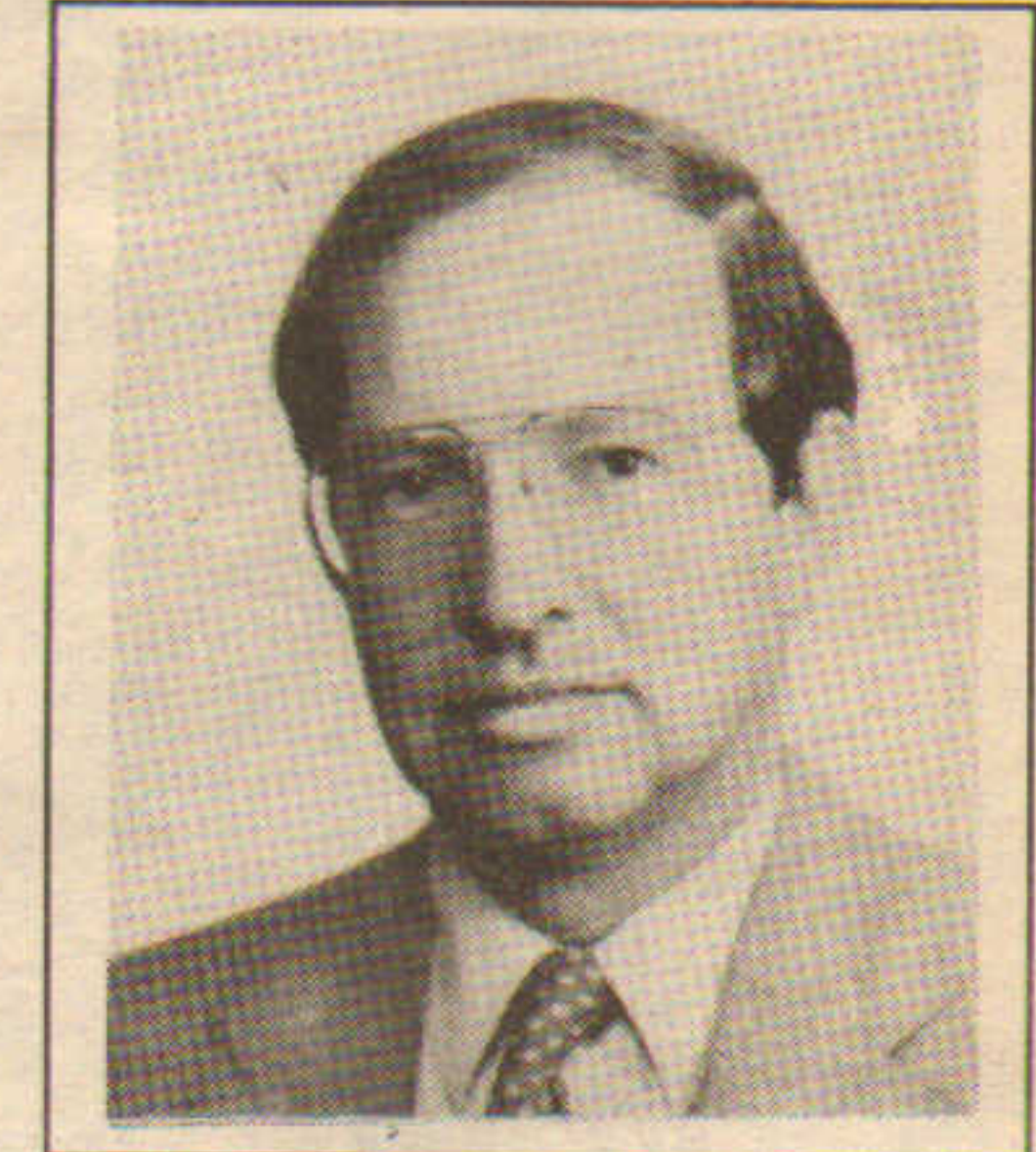
John Ryan
RYAN, ELLIOTT & COMPANY



Thomas Flatley
THE FLATLEY COMPANY



Fred Maretz
LEVEY, MILLER, MARETZ



Lewis Heafitz
HEAFITZ & CO. COMPANY,



Barry Horowitz
COOPER-HOROWITZ INC.



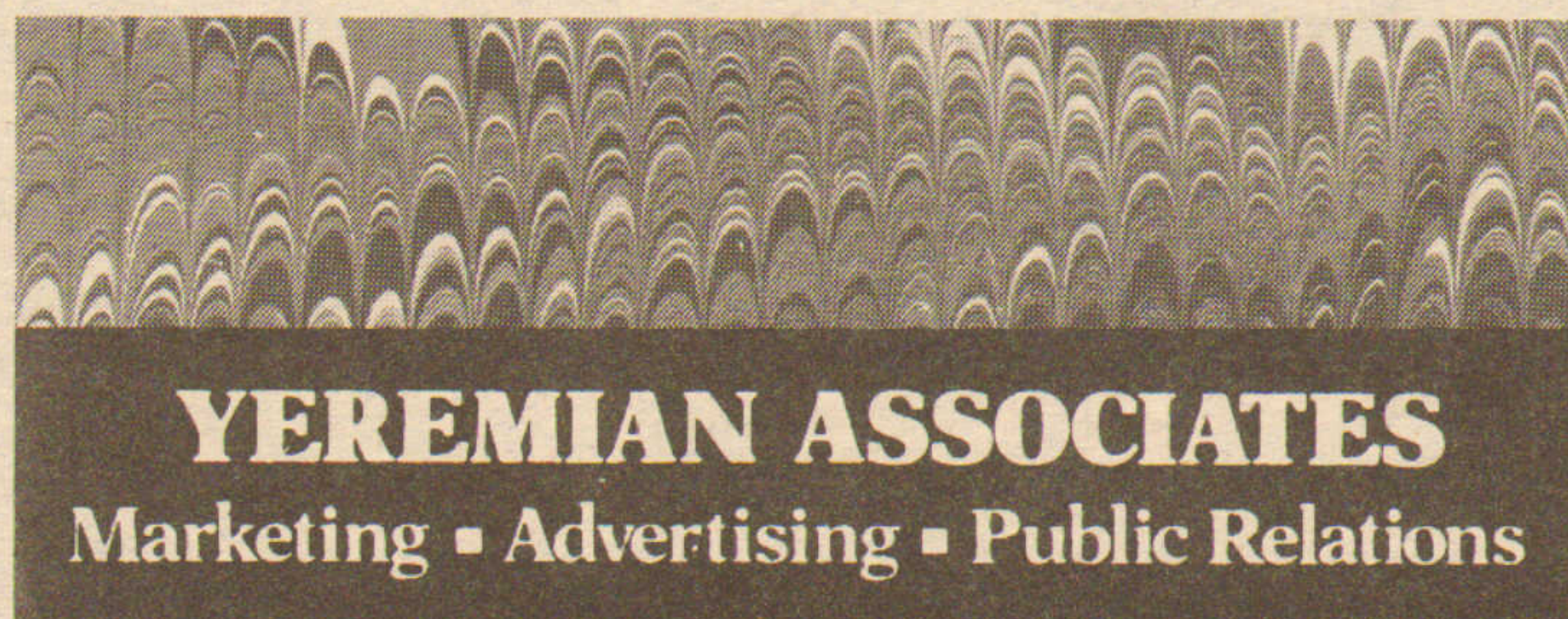
Richard Galvin
TRAMMEL CROW CO.



John Cavanagh Jr.
CAVANAGH-FRITZ CO.

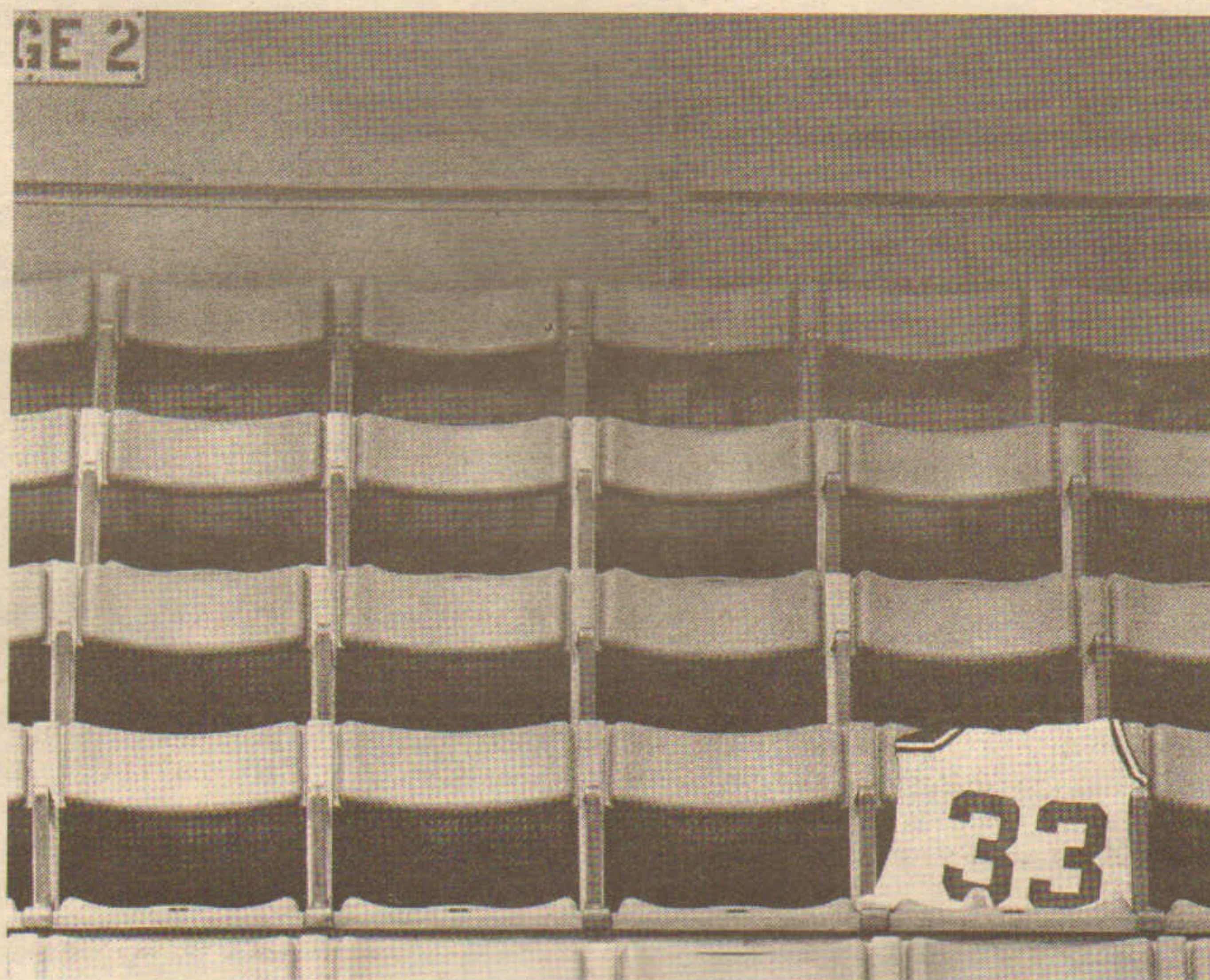
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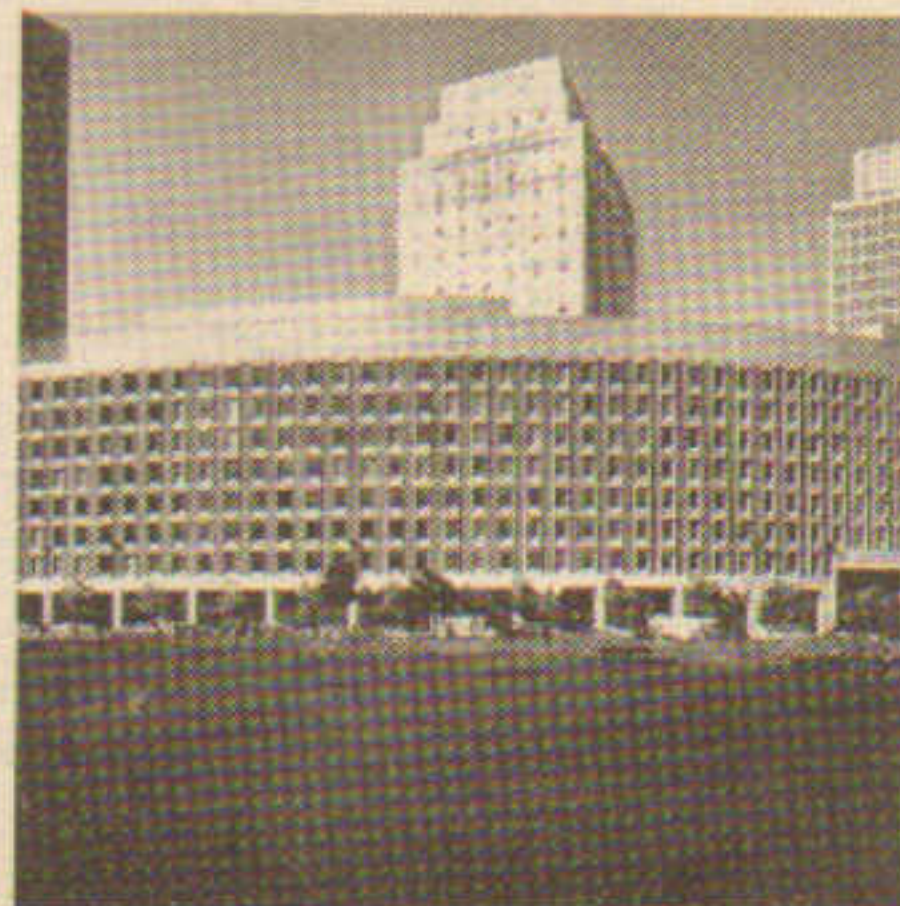
28 Green Street, Newbury, Massachusetts 01951 (508) 462-7062

At Boston Garden, the waiting period for season tickets can be as long as 15 years.



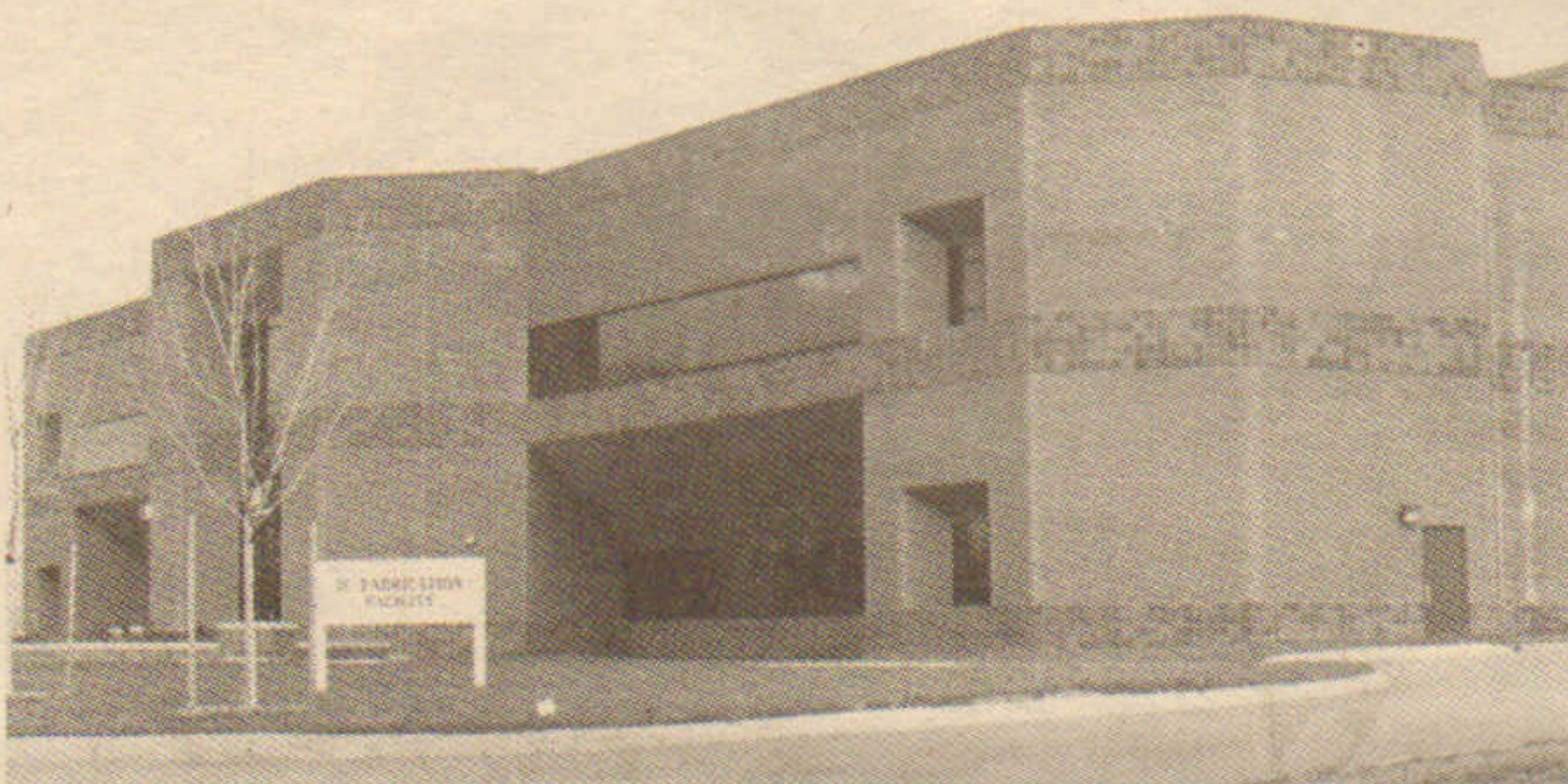
IN THE MOST COVETED LOCATIONS, SPACE BECOMES AVAILABLE ONLY EVERY SO OFTEN.

At Boston Garden, season tickets are held onto for years. ☉ At Center Plaza, tenants tend to do the same. ☉ You see, like those sitting courtside at Boston Garden, the people who have space at Center Plaza don't want to give it up. ☉ And why should they? Center Plaza's location couldn't be better. You're in the middle of Boston's Financial, Legal, and Government Districts. Access is remarkably easy. The parking is pretty remarkable, too, as are the views over City Hall Plaza, State Street and Faneuil Hall. ☉ Of course, there's one last detail. Center Plaza is a Beacon property. Which means at Center Plaza, like other Beacon properties, such as Rowes Wharf and One Post Office Square, The Beacon Companies is the builder, owner and manager of the building. ☉ It's a level of commitment you won't find anywhere else in Boston. ☉ Well, maybe in Boston Garden. ☉ To find out more about the available space at Center Plaza, call The Beacon Companies at (617) 227-6743.



CENTER PLAZA

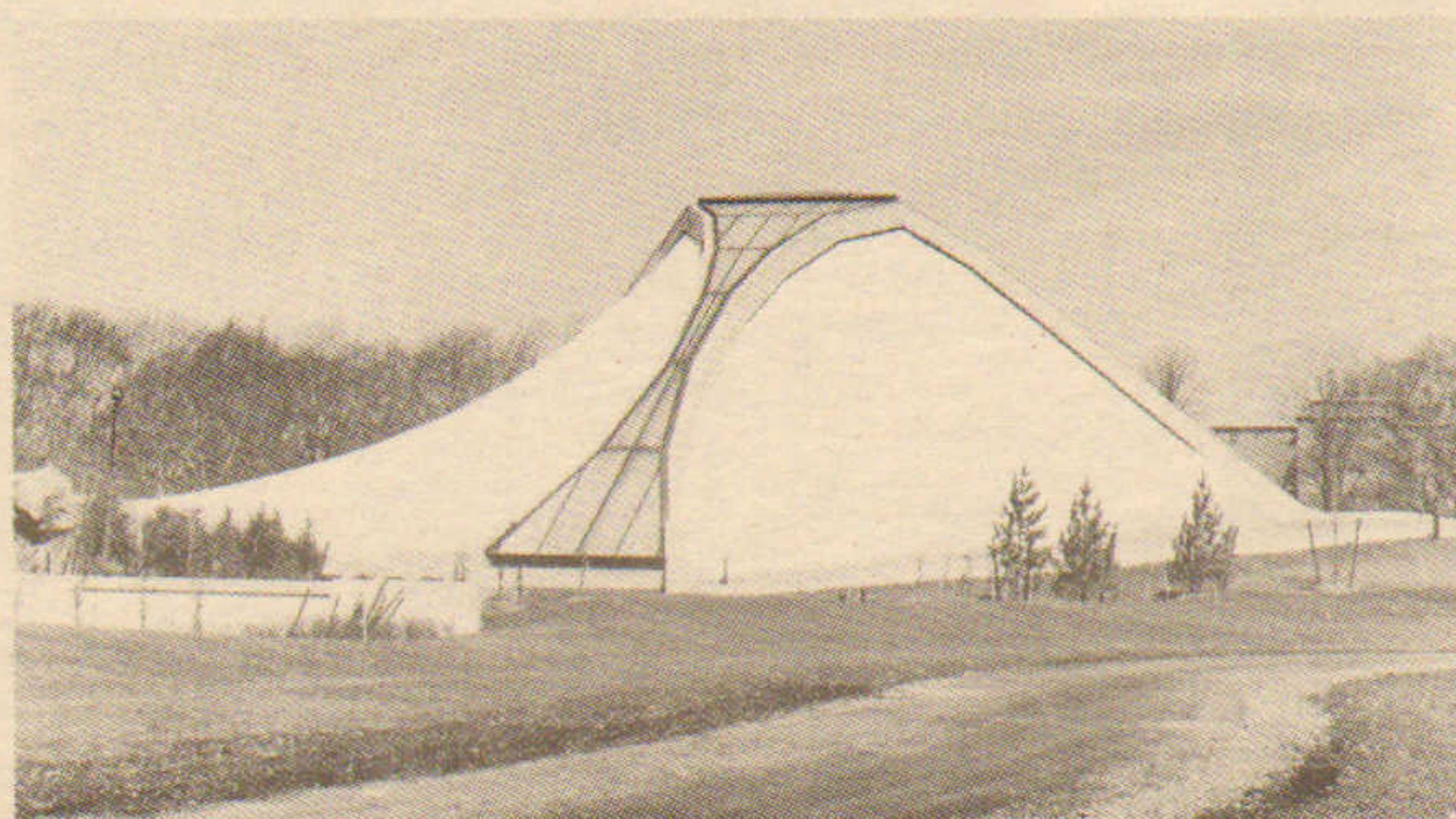
IN DIFFICULT SELECTING THE ELECTRICAL CO IS NOT VERY



Massachusetts MicroElectronics Center
Westborough, MA
General Contractor: Marshall Contractors, Inc.
Architect: Drummey, Rosane, Anderson, Inc.
Size: 70,000 s.f. fabrication facility, including 7,000 s.f. cleanroom



Somerset Savings Bank
Somerville, MA
General Contractor: J. J. Vaccaro, Inc.
Architect: Arrowstreet Architects
Size: 58,000 s.f. interior bank/office area and 14,000 s.f. underground parking



Franklin Park Zoo
Tropical Forest Pavilion
Boston, MA
General Contractor: J.F. White Contractors
Architect: Huygens, Di Mella, Shaffer & Associates, Inc.
Size: 28,000 s.f. exhibit space

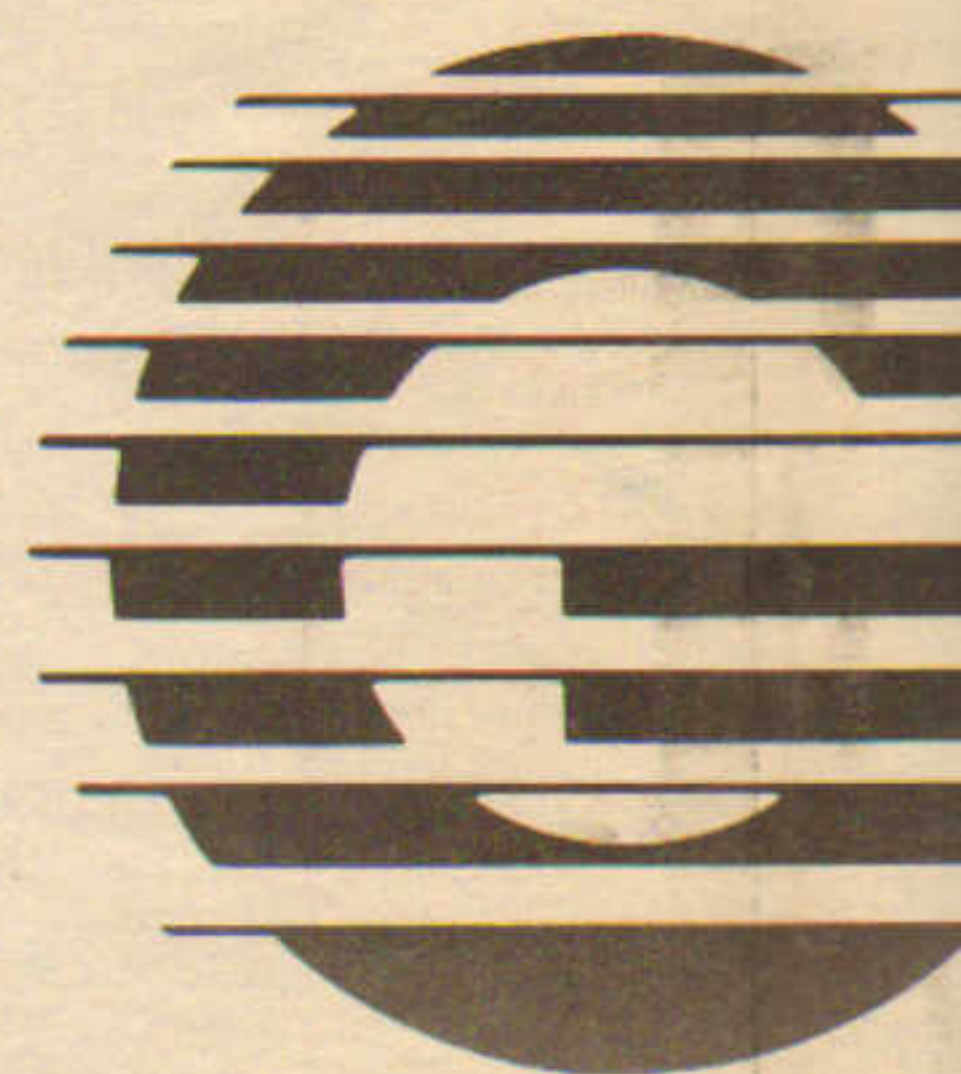
When times get tough in the construction industry, it's easy to see why leading general contractors rely on Wayne J. Griffin Electric. The one thing they worry about is the electrical work.

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Our highly skilled team of electrical technicians is experienced in all types of construction, including unique projects which demand creative solutions.

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meet specific requirements, on time and

s experienced in all aspects of electrical
demand complex lighting and power requirements.

ugh times is quite revealing. Take a close look at
o to hire for electrical work in 1990.

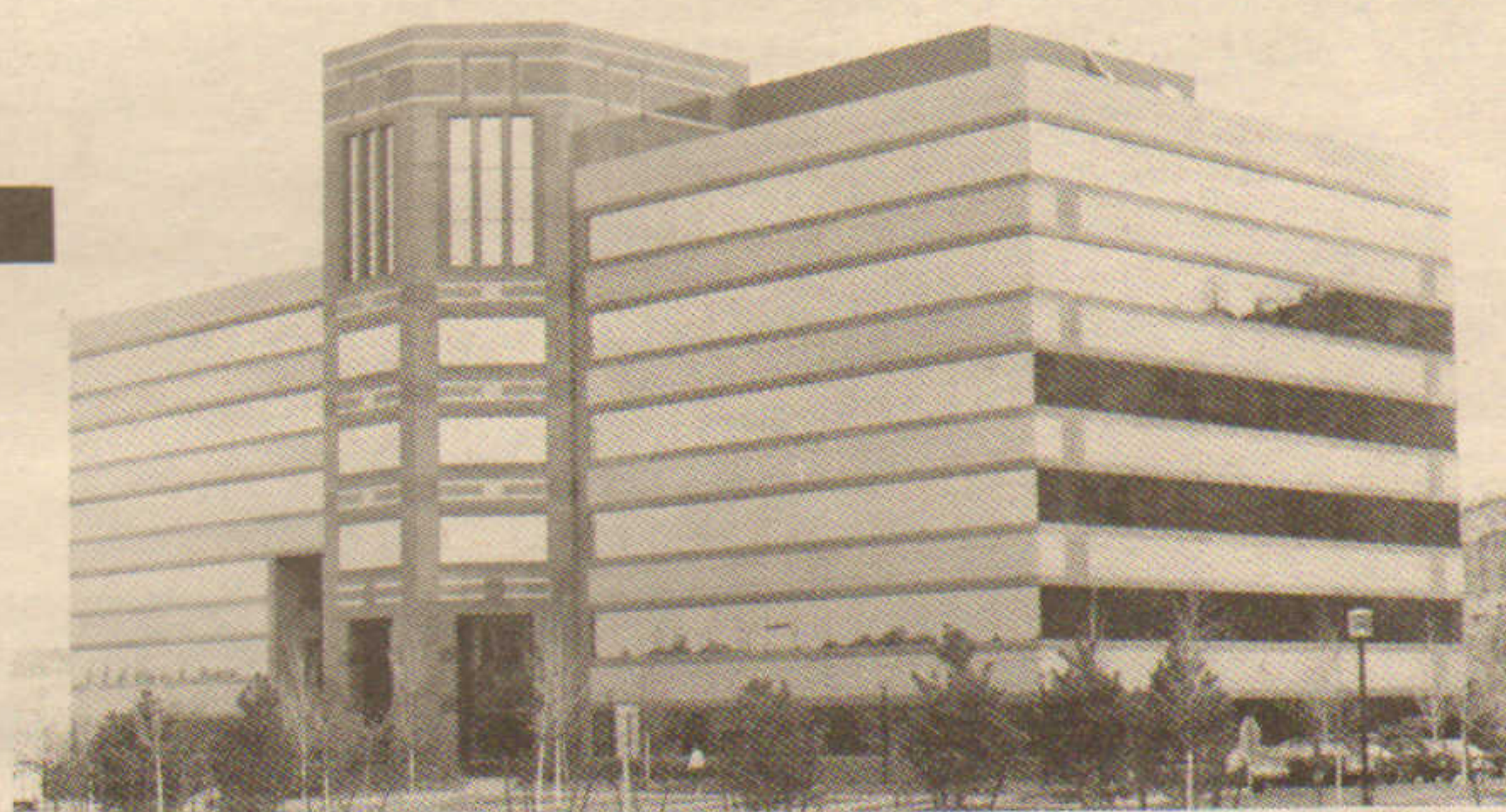
ther information detailing our complete services.



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400 Crown Colony Drive
Quincy, MA
General Contractor: R.W. Granger & Sons, Inc.
Architect: Cannon Boston, Inc.
Size: 125,000 s.f.



Digital Technology Center (renovation)
Salem, NH
General Contractor: Algonquin Builders, Inc.
Size: 33,000 s.f.



Clarion Somerset Hotel
Nashua, NH
General Contractor: Seppala & Aho Construction Co., Inc.
Architect: Seppala & Aho Construction Co., Inc.
Size: 160,000 s.f.

AUGUST

Howard Grossman, Howard Feldman & Capital Ent. develop 116,000 s/f Diamond Hill Plaza in Woonsocket, R.I.

JMB/Urban Dev. Co. & Macomber Dev. Assoc. choose Coldwell Banker for 1.68m s/f Olmstead Plaza.

Gregory Klemmer of Hunneman Commercial leases 75,818 s/f in Haverhill for Savoy Assoc. to Boston Filter Products.

Forest City Dev. dedicates 122,639 s/f Clark Building at University Park at M.I.T., Cambridge.

National Dev. Assoc. names Meredith & Grew to market 84,000 s/f building at Forge Park in Franklin, Mass.

Spaulding & Slye leases 105,537 s/f for Prudential Ins. to ISI Systems at Andover Technology Park.

Julius Cavadi of The Dartmouth Co. negotiates sale of 47,000 s/f offices-retail in Back Bay, Boston, for over \$5m.

Fleet National Bank provides \$12.4m for BDI Dev.'s 171 unit Pocasset Retirement Lodge in Johnston, R.I.

Nancy Van Sciver of The Norwood Group brokers \$736,000 110,000 s/f Bedford, N.H. sale to Payless Cashways.

Feinerman & Admiral Construction complete \$4m historic restoration of One Harvard St., Brookline Village.

Peter Sullivan of Peter Elliot & Co. brokers 64,000 s/f lease to GTE Government Systems Group in Needham.

Metropolitan Life provides \$114.4m refinancing for 821,000 s/f Landmark Square offices to F.D. Rich Co.

Nicholas Orlov & Paul Mattaliano of Niles Co. & Steve DiGiovanni of Commercial Realty cobroker \$2.65m Boston sale.

Lenny Owens & Phil Sullivan of Coldwell Banker lease 36,650 s/f to three at Centros House in Framingham.

Wayne Spiegel of Hunneman Commercial sells 23,100 s/f at Gainsborough Ind. Park, Northboro, for \$1.235 million.

Cushman & Wakefield leases 20,141 s/f for Julius Tofias & Co. at Reservoir Place, Waltham, to McDonnell Douglas.



Shepard Brown
THE NILES CO.



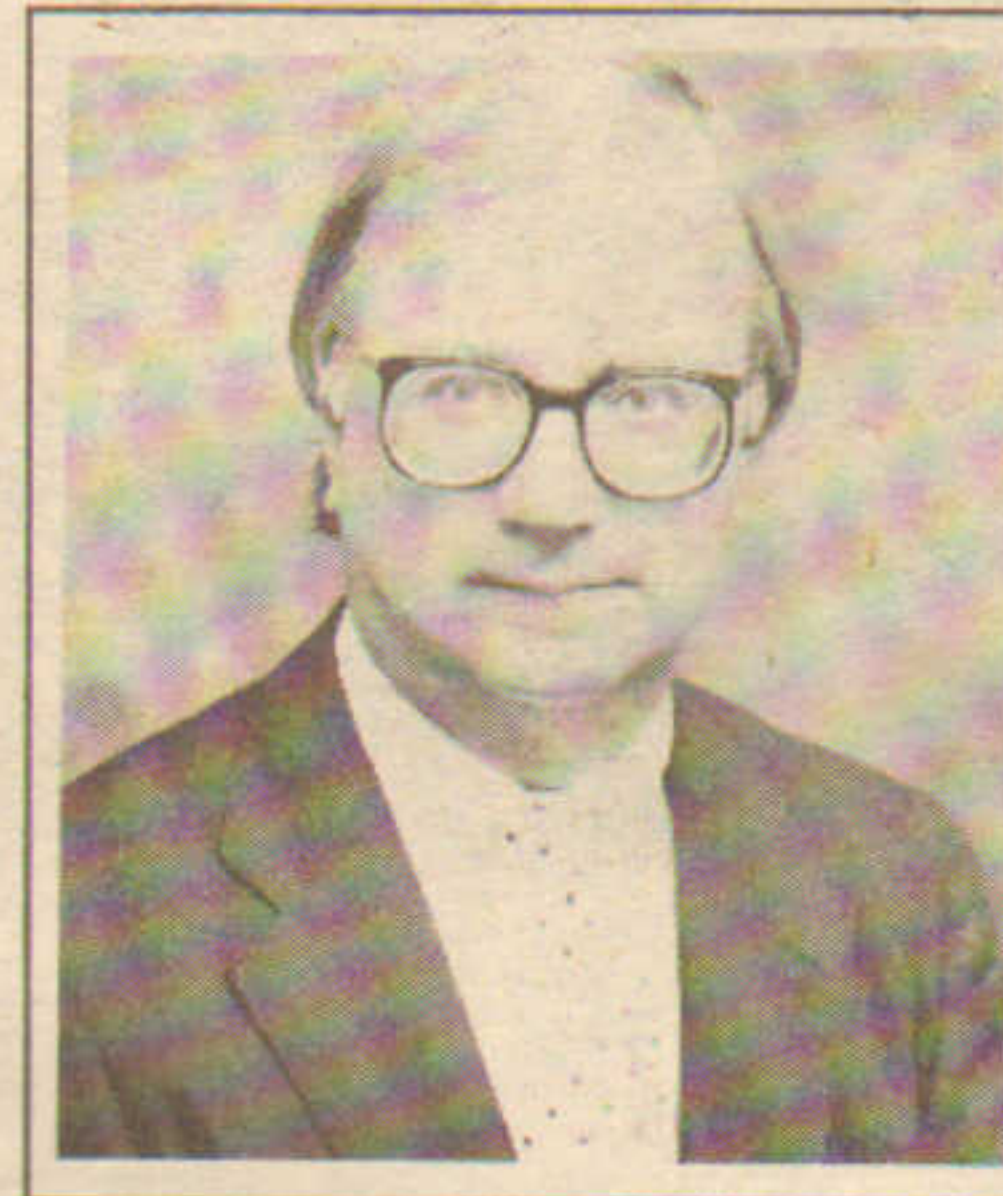
Sidney Rosenthal
MEREDITH MANAGEMENT



Julius Cavadi
THE DARTMOUTH CO.



Ralph Calabrese
R. CALABRESE AGENCY



Peter Benke
HUNNEMAN COMMERCIAL



Michael Sucoff
PETER ELLIOT & CO.



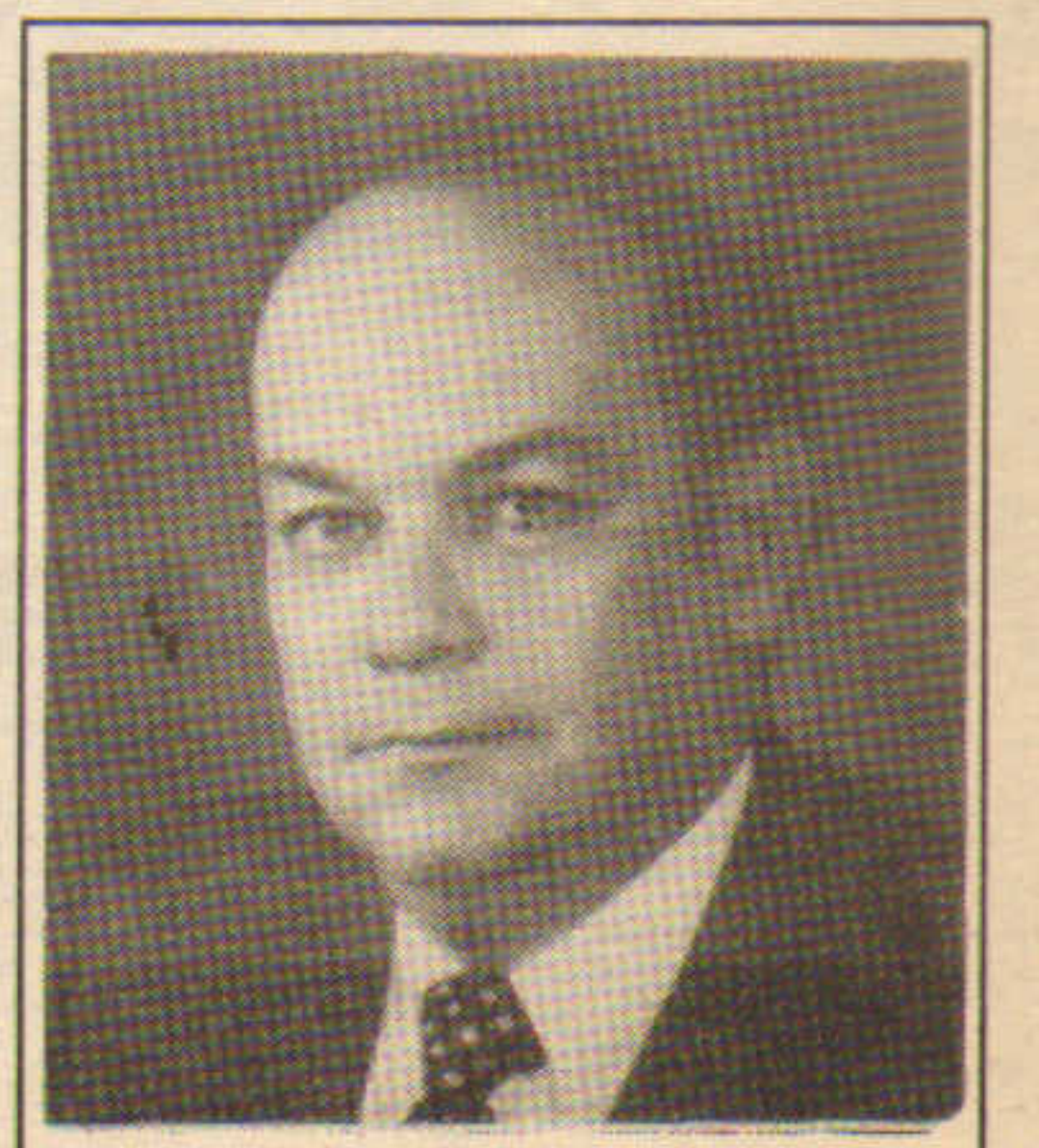
James Marshall
WARBURTON AGENCY



Elliot Ravech
PETER ELLIOT & COMPANY



James Stone
NORTHLAND INVEST.



Joel Wilder
WILDER-MANLEY ASSOC.

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Biotechnology Research Laboratory Design
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the New England Region's great success in 1989.*

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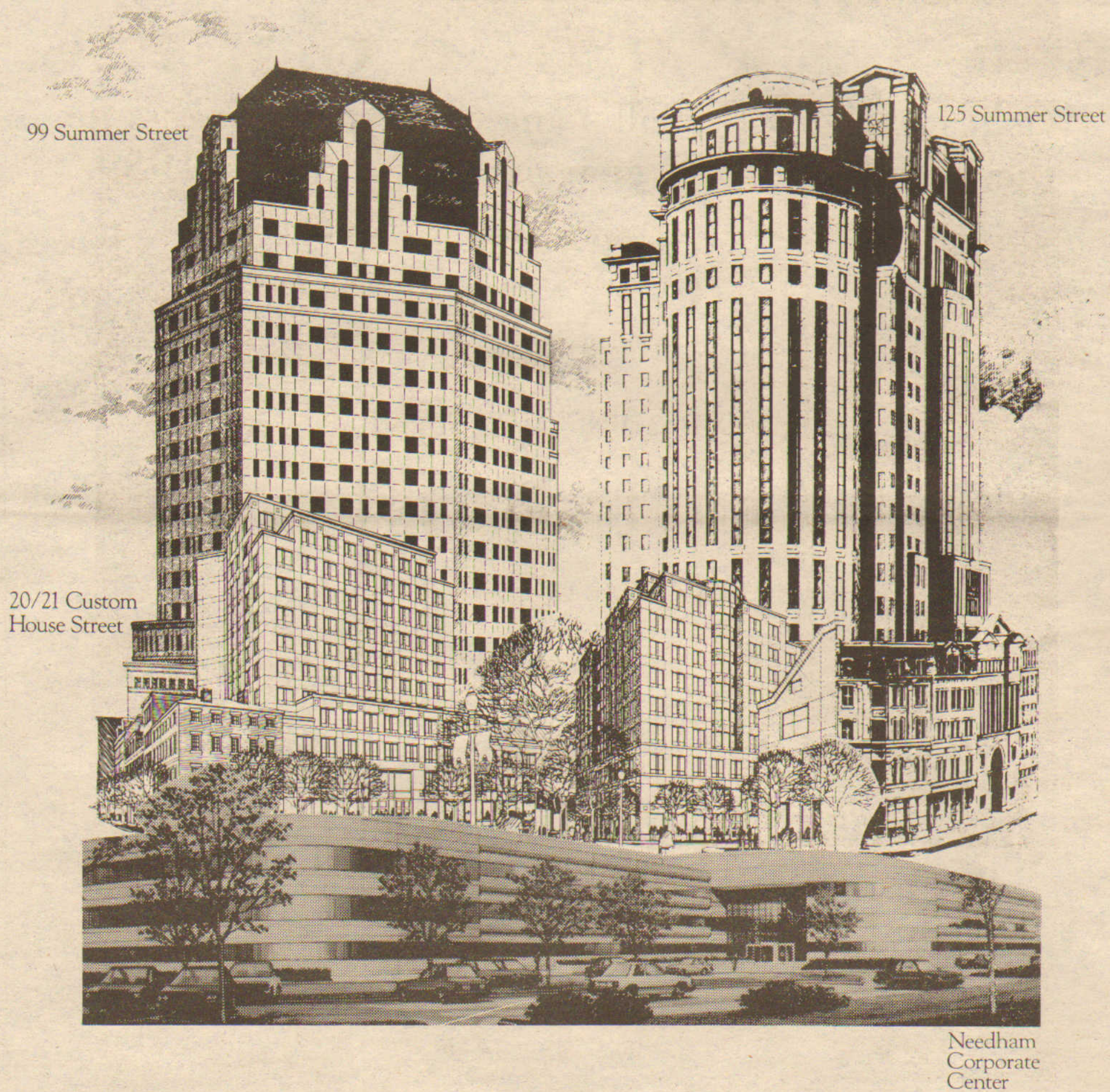
Benjamin C. Terry

The Linpro Company
Westboro Executive Park
112 Turnpike Road
Westborough, MA 01581
(508) 366-2090



LINPRO

1989 Was A Great Year.

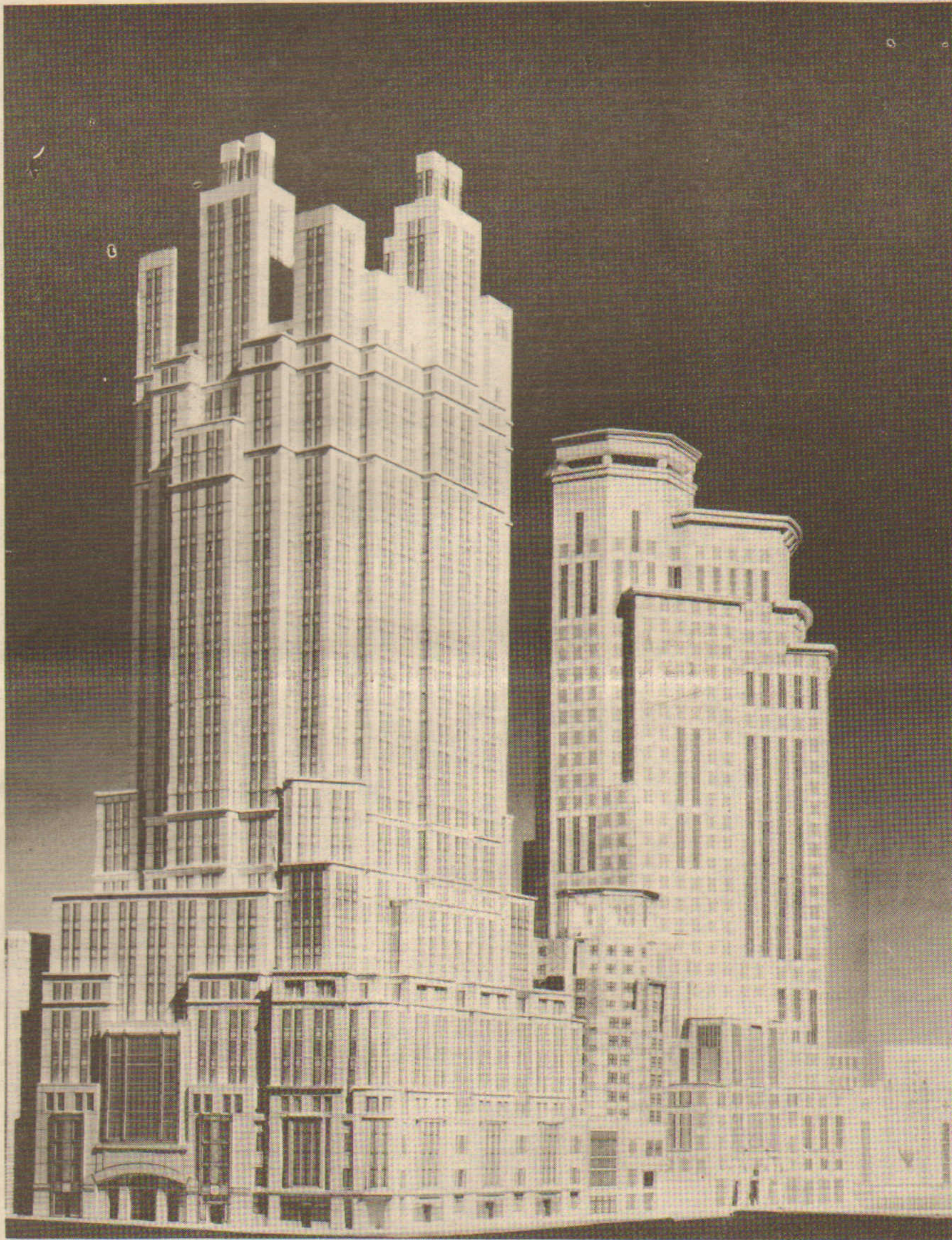


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Commonwealth Place, Boston, Mass.

PETER·ELLIOT

990 Washington Street, Dedham, MA 02026 (617) 329-6780
260 Franklin Street, Boston, MA 02110 (617) 439-9100

SEPTEMBER

London & Leeds Dev. & National Dev. Corp. buy \$123m 828,000 s/f Bay Colony Corporate Center in Waltham.

H.J. Davis Dev. plans Dec. occupancy for 121,000 s/f 201 Broadway, Cambridge, office building.

R. Calabrese Agency brokers sale of two medical walk-in centers in Naugatuck & Southington, Conn. for \$3.3m.

J.F. O'Neil Assoc. brokers 53 acre Hingham land sale to Rockman Realty Trust for Forbes Land Trust.

Leggat McCall/G&E and Robert Rowe negotiate 158,000 s/f Westboro lease for Northeast O&C Prop. to Bose Corp.

E. Wronka & B. Spencer of Hunneman Comm. & F. Kempton of Algonquin Realty lease 56,400 s/f in Woburn.

McLaughlin Co. & Peter Elliot & Co. sell 12,800 s/f in Burlington to Four Buck Realty Trust for \$1.3 million.

Grossman Companies leases 53,842 s/f at Plaza Executive Ctr., Braintree, to Kemper Insurance.

Codman Co. & Copley R.E. Advisors building 105,400 s/f at Highland Park in Tewksbury, Mass. in two phases.

National Dev. Assoc. for CIGNA Inv., engages The Leggat Co. to market 45,000 s/f in Research Park, Andover, Mass.

Chip Batchelder of R.M. Bradley leases 10,000 s/f at Hobbs Brook Park, Waltham, for Arkwright Mutual.

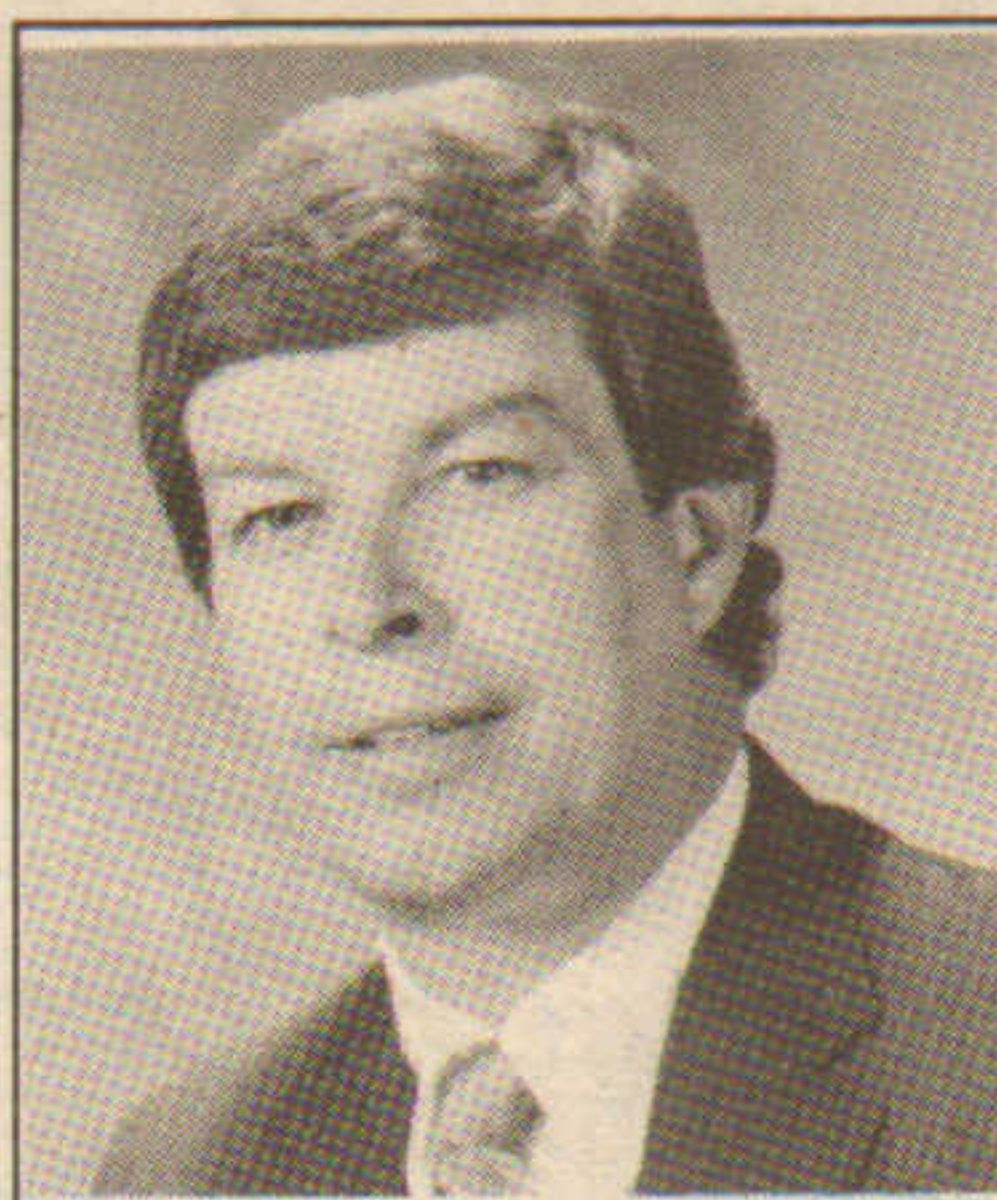
Colony International Resort expands to New England; acquires Eagle Mt. House, N.H. & Stratton Mt. Inn, Vt.

National Dev. Assoc. leases entire 88,000 s/f building at Forge Park, Franklin, to Stuart's Department Stores.

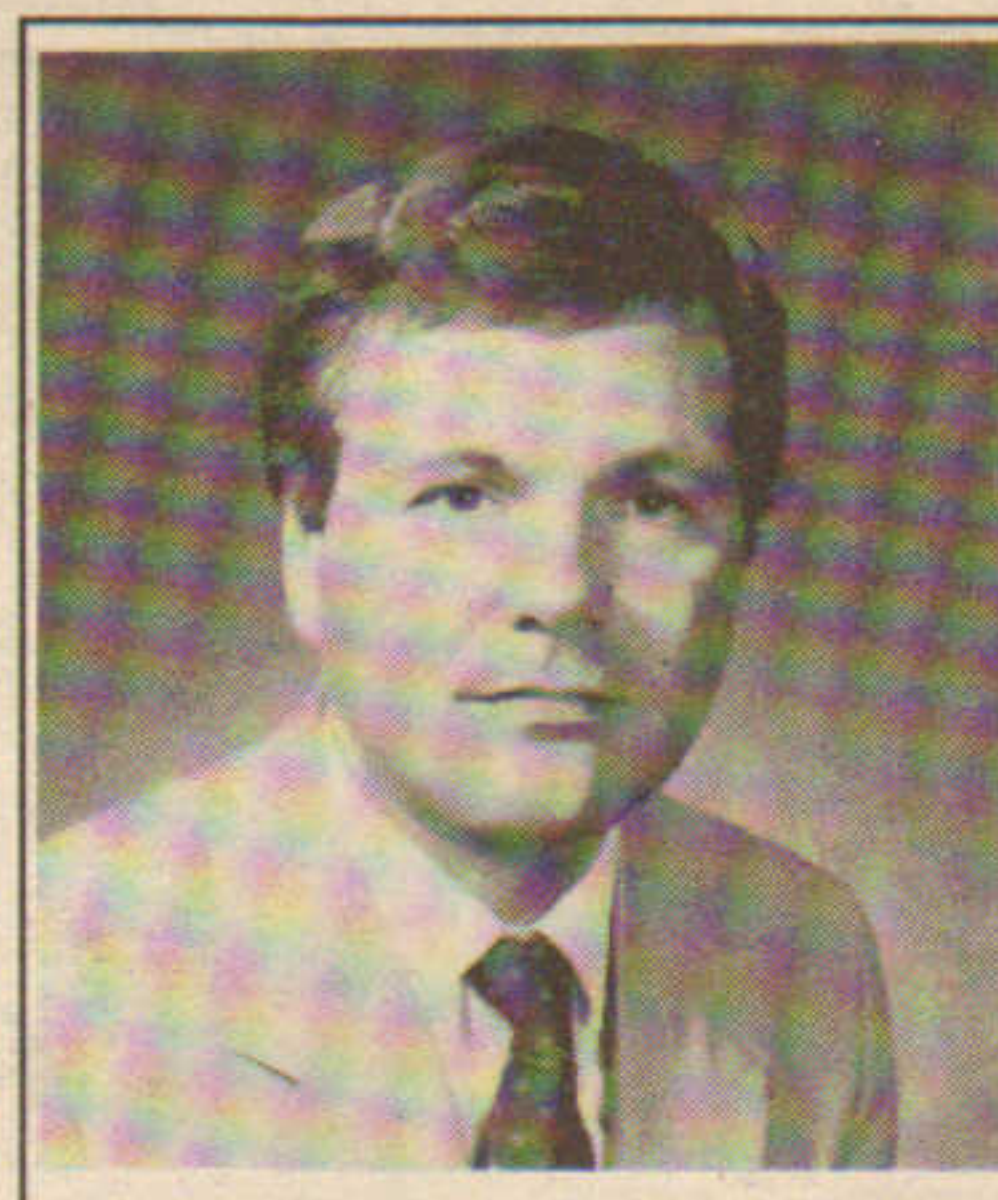
Success of Jaymont-Perry's 125 Summer St. (100% preleased) spurs shift of Boston's financial district.

Morse/Diesel is refurbishing 900,000 s/f State Street Bank Building for Hexalon Real Estate, a \$42m project.

Northeast Community Dev. Group appoints Linchris Hotel Corpl. for 100 unit Comfort Inn at Concord, N.H.



William Healey
THE WELLESLEY GROUP



Thomas Vogel
SYMMES, MAINI & McKEE



John Stabile
H.J. STABILE & SONS



James O'Brien
COLDWELL BANKER



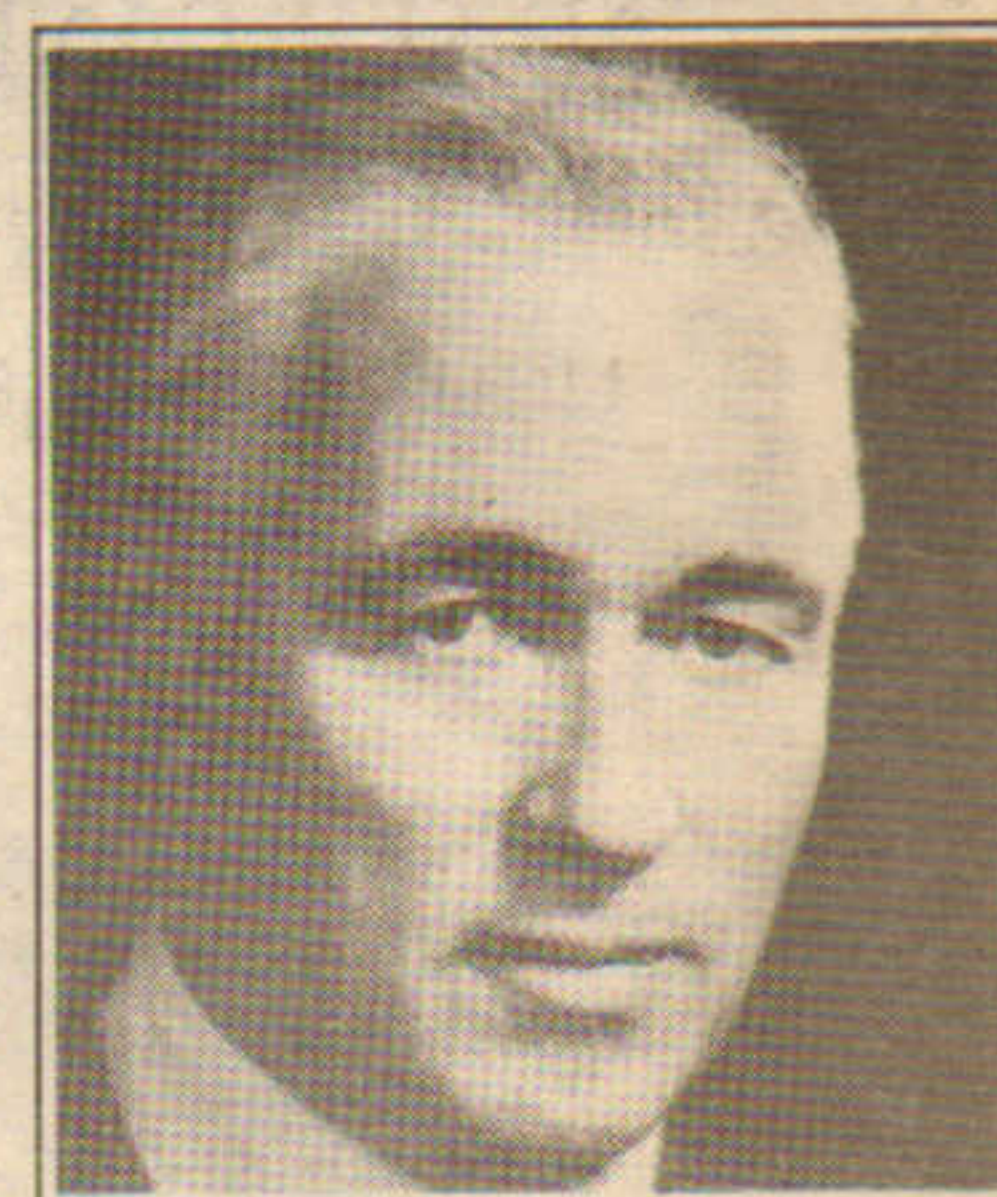
Mark Shair
M & J ASSOCIATES



Deborah Hanley
TODREAS/HANLEY ASSOC.



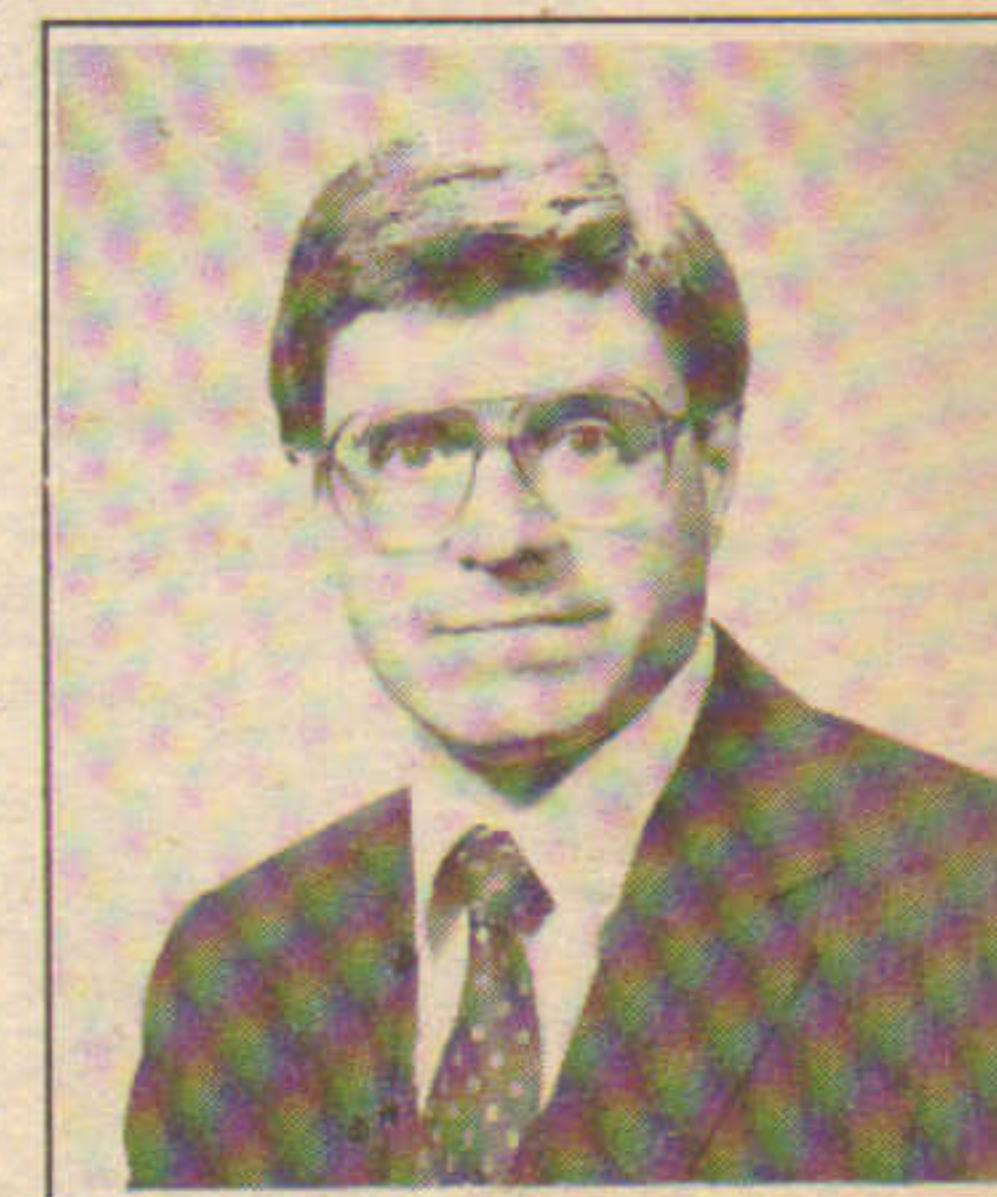
Lisa Saunders
SAUNDERS & ASSOC.



Thomas Leggat
THE LEGGAT COMPANY



Carol Todreas
TODREAS/HANLEY ASSOC.



Theodore Jakubowski
EASTLAND PROPERTY MGT.



We

would

like to wish

season's

greetings and all

of the best to

our clients, friends,

and associates.

Thank you for making

1989 an exciting

retail year. We look to the

90's with anticipation.



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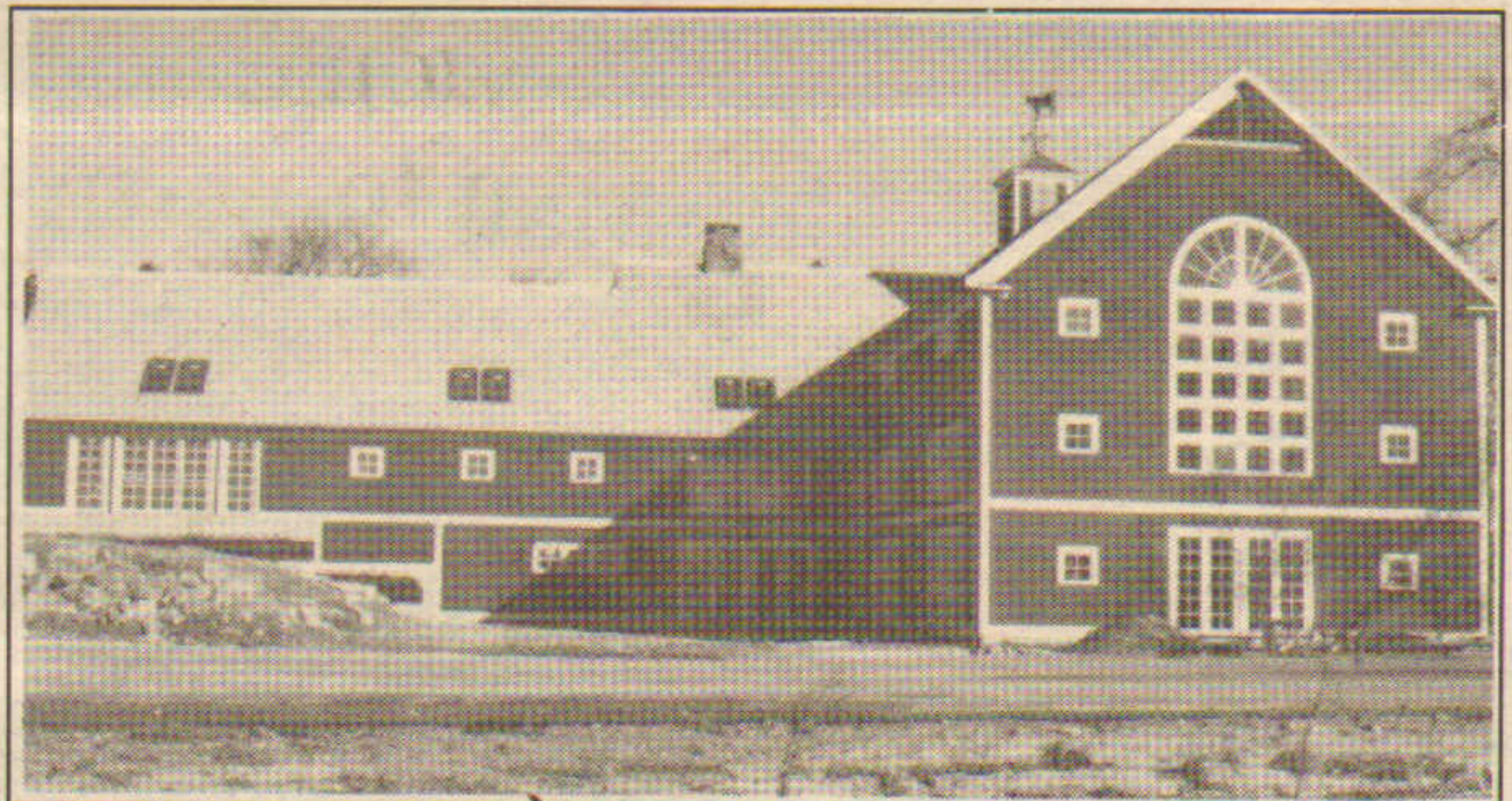
Whether you're a real estate investor, lender, owner or manager, there comes a time when you may need a professionally executed action plan and a catalyst to get the job done on-time and within budget.

SPAULDING & CO. INC. offers governmental approval skills, marketing, construction project feasibility and project implementation services on a fee basis for corporate and institutional clients. We specialize in the development and recycling of industrial, retail, lifecare, and office properties. In short, we can probably help you with most any real estate problem ... whether it involves a single task or a multi-faceted plan.

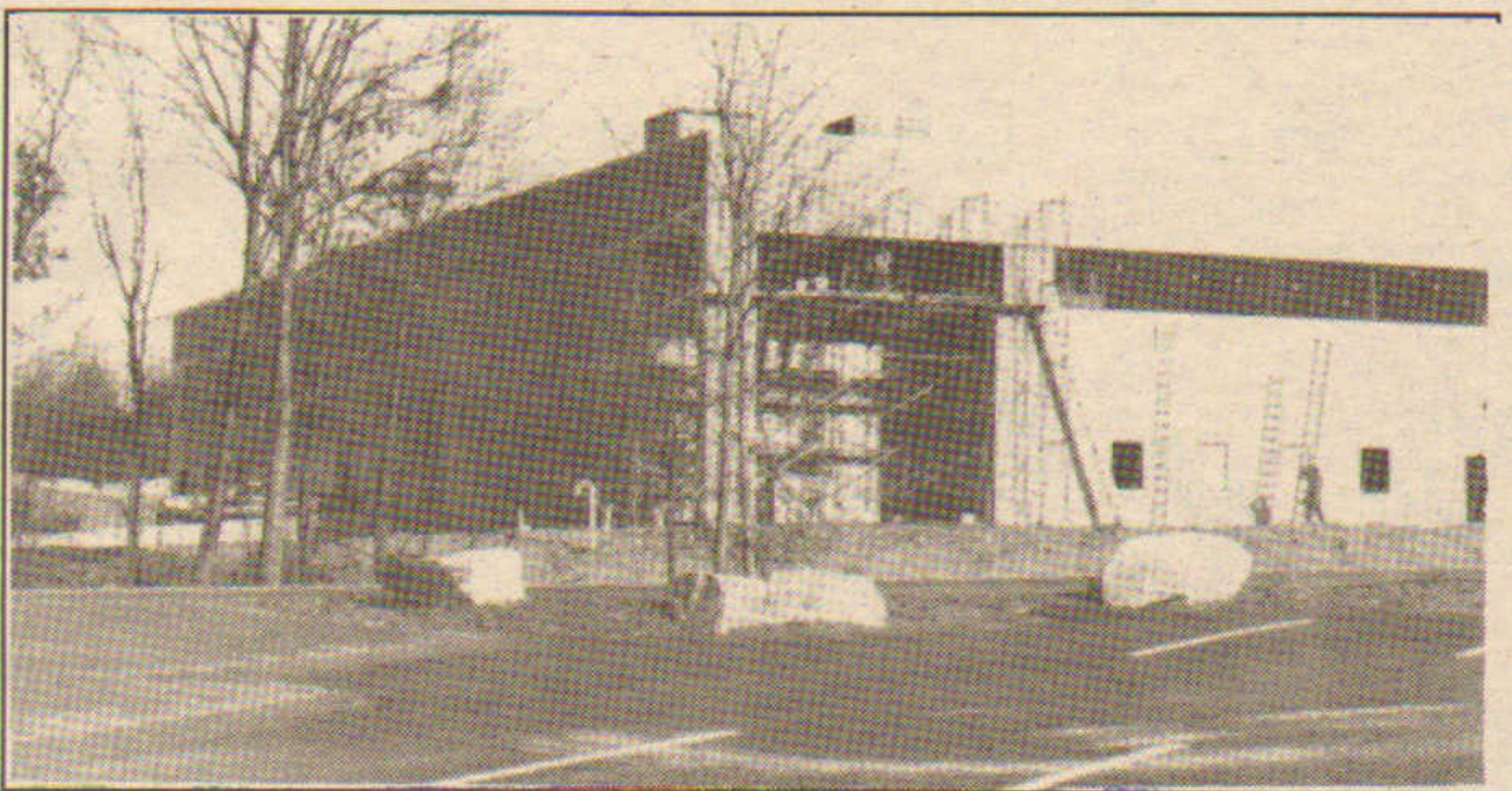
The next time you tackle a real estate problem ... rather than burdening your directors, executives and maybe the profitability of your principal business ... bring it to us, the group who knows the ropes ... SPAULDING & CO. INC.



81 Wyman, a first class office building is located adjacent to Route 128 in Waltham. Spaulding & Co Inc of Newton Lower Falls is the developer and will manage the property. ADD, Inc., Cambridge, is the architect and H.H. Hawkins & Sons, Hingham, the general contractor. Coldwell Banker is the exclusive leasing agent.



New England Farm, Concord, is a reconstruction of a 19th Century barn and 17th Century farmhouse. When complete, the facilities will include dining and conference areas for distinguished clientele. Developed and managed by Spaulding & Co Inc, Newton Lower Falls, designed by Adams-O'Neil, Belmont and built by R.L. Jeanotte, Shirley.



C.H. Robinson Paper Company regional headquarters/distribution center nearing completion in Billerica. Spaulding & Co Inc of Newton Lower Falls is the developer, Sullivan Design Group, Braintree, the architect and The Caruso Company, Littleton, the general contractor.



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617-244-5000

New England Development makes its mark.

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 <p>Pheasant Lane Mall</p>		
 <p>NEW ENGLAND SHOPPING CENTER</p>	 <p>ARSENAL MALL</p>	 <p>Emerald Square</p>

Atrium
Chestnut Hill, MA

Greendale Mall
Worcester, MA

Apple Blossom Mall
Winchester, VA

Crystal Mall
New London, CT

*Turnpike Mall
Augusta, ME

*Pheasant Lane Mall
Nashua, NH

Liberty Tree Mall
Danvers, MA

*Worcester Galleria
Worcester, MA



**Turnpike
Mall**



**The
Mall**
of New Hampshire



CambridgeSide

* Meadow Glen Mall
Medford, MA

* The Mall of New Hampshire
Manchester, NH

* New England Shopping Center
Saugus, MA

* Arsenal Mall
Watertown, MA

* Emerald Square
North Attleborough, MA

* Fox Run Mall
Portsmouth, NH

* CambridgeSide
Cambridge, MA

* Joint Venture

NewEngland
DEVELOPMENT

One Wells Avenue
Newton, Massachusetts
02159

617 965 8700

SEPTEMBER

Spectrum Financial arranges \$11.75m for West Village Assoc.' West Plymouth (Mass.) Square; 127,822 s/f.

The Leggat Co. handles 73,000 s/f lease to Harvard Community Health Plan for RFT Properties.

Marshall's and Dress Barn open at Rosenshein Assoc.'s 300,000 s/f Townline Square in Meriden, Conn.

Peter Quinn & Thomas Aitken of Corporate Space lease 52,000 s/f in Stoughton for Allied Industries to SEM.

Douglas Marr of A.F. Doyle Co. brokers \$2.61m sale of 47 unit Brighton apartment site to GPS Realty.

Bay Realty leases 62,000 s/f at Sharon Commerce Ctr. with Codman Co. & Hunneman Comml.

Bonfatti-McAlpine J.V. is completing an \$8.5 sludge compost facility for the City of Marlboro.

Epstein Funding arranges \$5m loan for United Properties' 33,452 s/f offices in Norwalk, Conn.

William Callahan Jr. names Spaulding & Slye for 226,000 s/f at Woodland Park in Andover, a 130 acre parcel.

Lucas of Codman Assoc. leases 112,000 s/f at Riverfront Office Park, Cambridge for Darvel-Codman-Macomber.

Congress Group Ventures leases 113,000 s/f at Capital Center, Providence, to American Express.

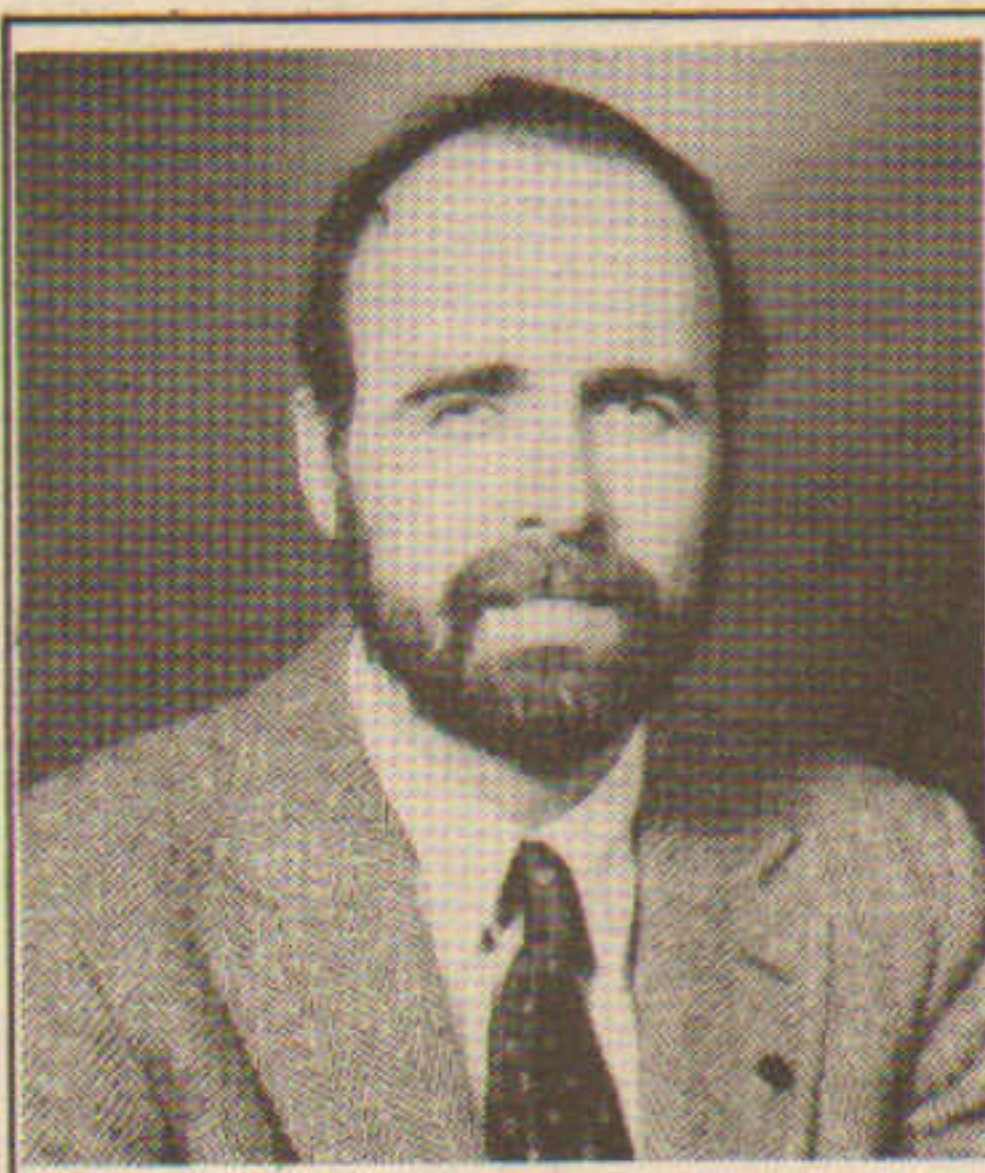
Gillespie & Co. appoints Leggat McCall/G&E for 640,000 s/f Littleton Common; Old Stone loan; Lee Kennedy CM.

A.J. Sulfaro Dev. completes 28,000 s/f Medford Square office condos designed by ESO.

Thomas Moore of Peter Elliot & Co. leases 10,550 s/f for Paragon Properties to Vistana Resort in Newton, Mass.

London & Leeds and Rosewood Dev. appoint Hunneman Comml. to lease their 186,000 s/f Tower at North Woods, Danvers.

JSA Inc. architect for 37,000 s/f medical center at Exeter (N.H.) Hospital recently completed.



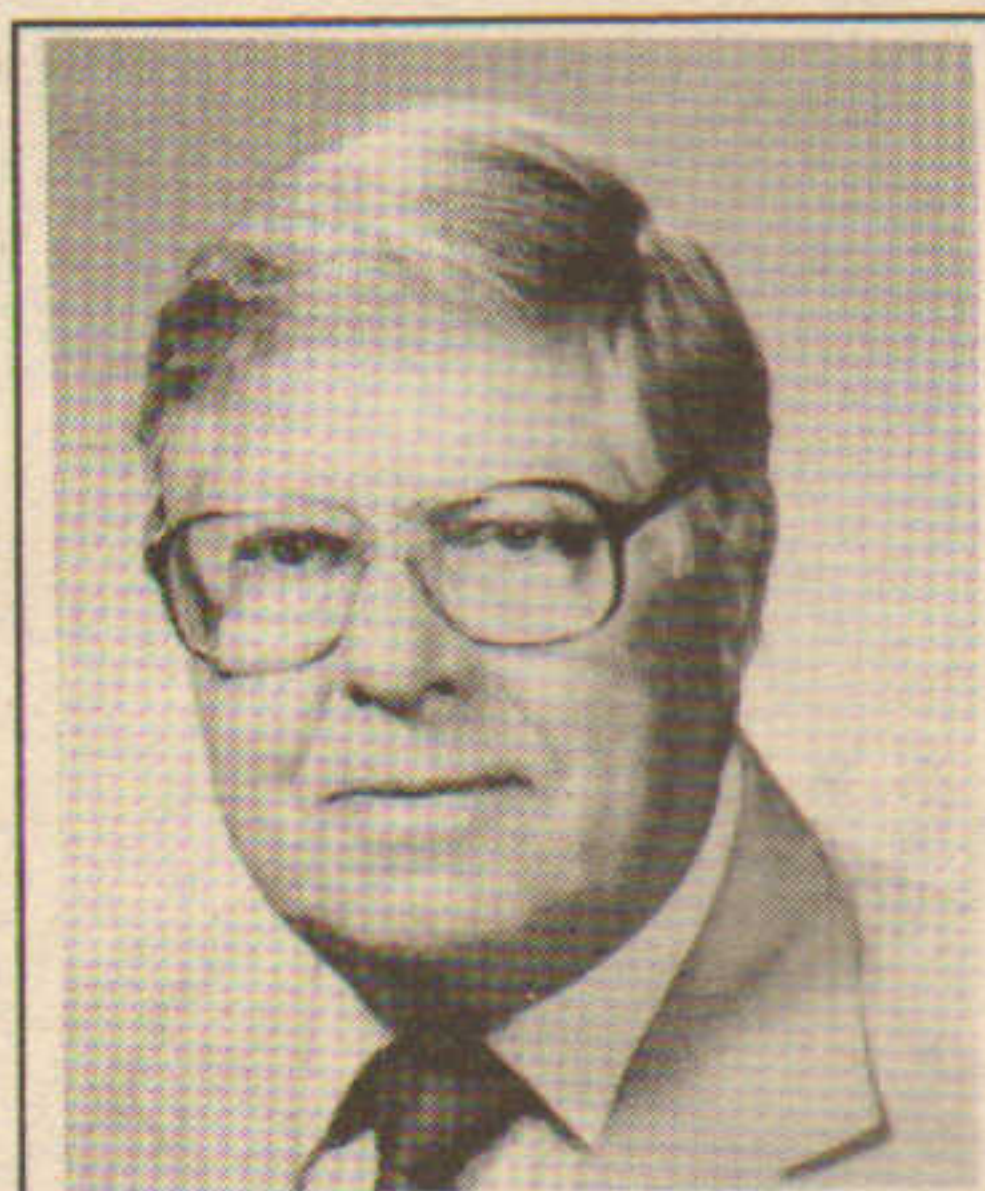
John Nightingale
NIGHTINGALE ROOFING



Lawrence Goldman
GOLDMAN ENVIRONMENTAL



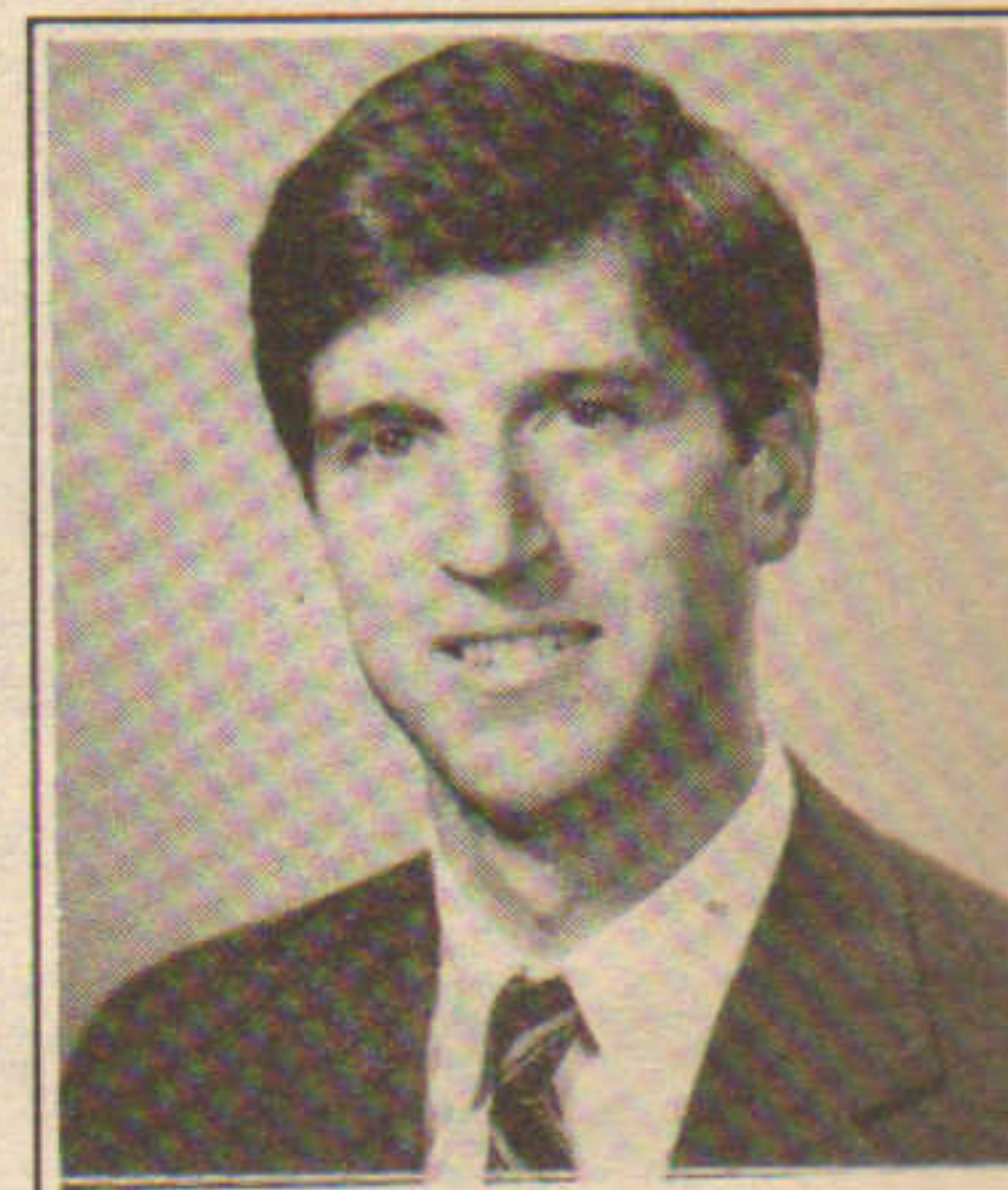
Soni Christensen
DESIGN EAST INTERIORS



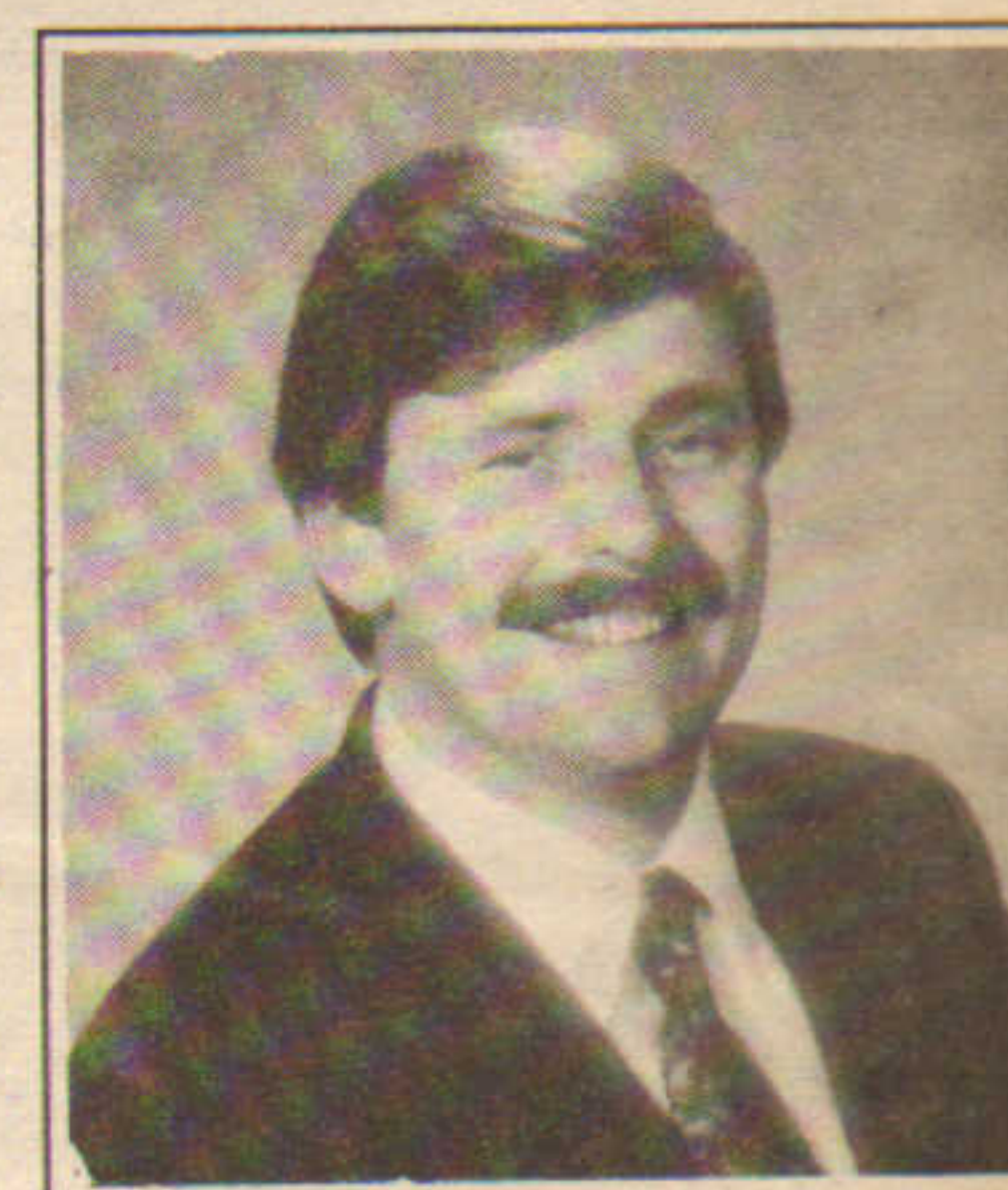
Robert Goodfellow
GOODFELLOW-ASHMORE



William Pitt
WILLIAM PITT, INC.



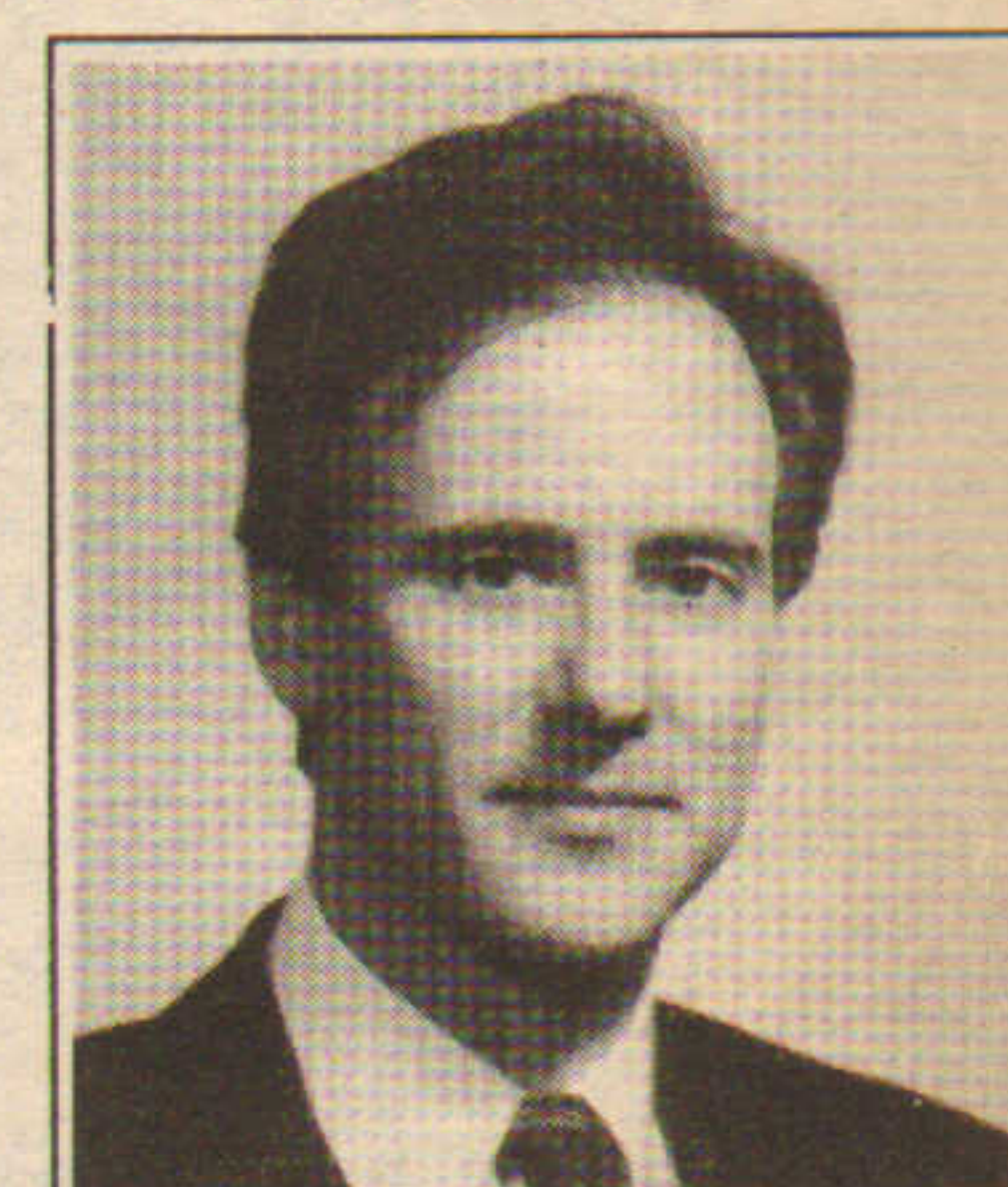
Peter Nordblom
NORDBLOM COMPANY



Philip McGuiness
BARTON BROOKS



Steve Crowley
S. CROWLEY & ASSOC.



Alan Leventhal
BEACON COMPANIES



Richard Liljedahl
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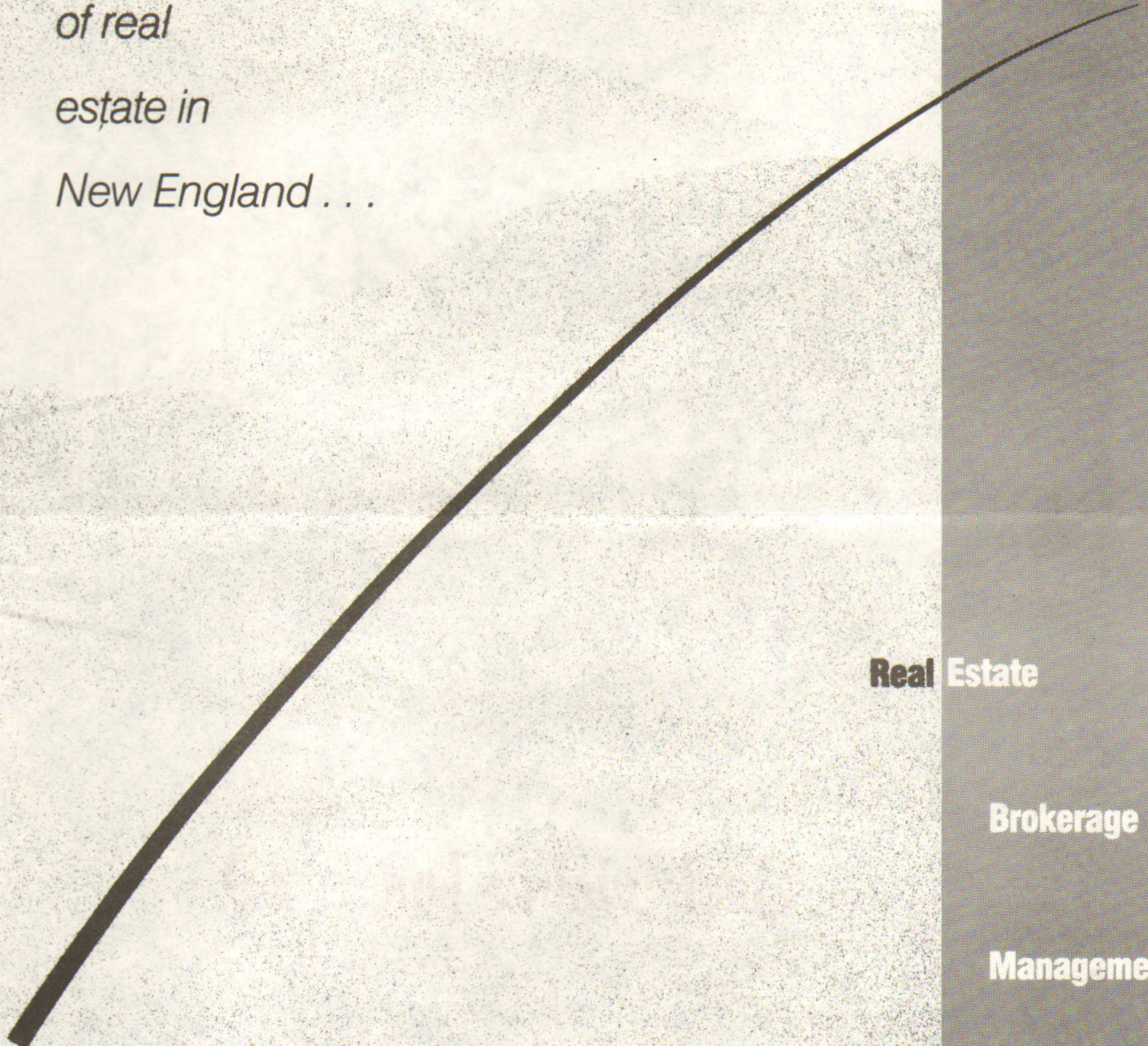
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Happy Holidays



Best wishes for 1989

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On your very first commute between Prospect Hill Office Park and Logan Airport, your spirits will soar. So will your feet, your head, your briefcase, and any business associates you happen to have with you. Because you'll all be zipping to Logan on a Hub Express helicopter from Prospect Hill's private helipad. It takes a

mere eight minutes, just enough time to look down upon those less fortunate than yourself.

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The whole place is like that. Every detail designed to make both clients and employees happy. Because we subscribe to the notion that happy people are productive people. If that sounds like your kind of business philosophy, now's the time to move your company to one of Prospect Hill's exceptional buildings, including our newest: Prospect Place.



PROSPECT HILL

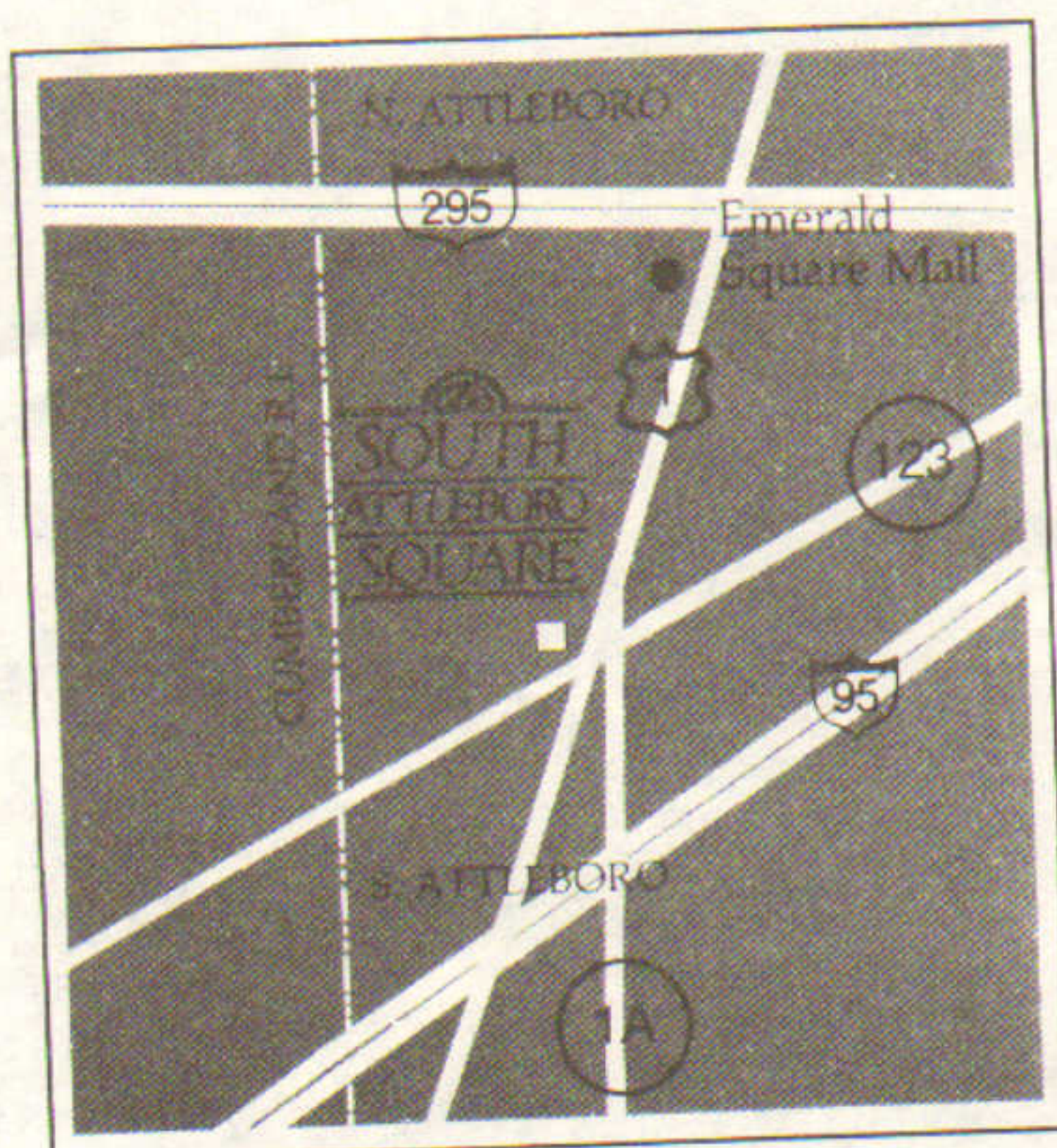
The Superpark™ on 128

Space is available now, so call John Spencer or John Craig at The Nelson Companies leasing department. (617) 890-0140.

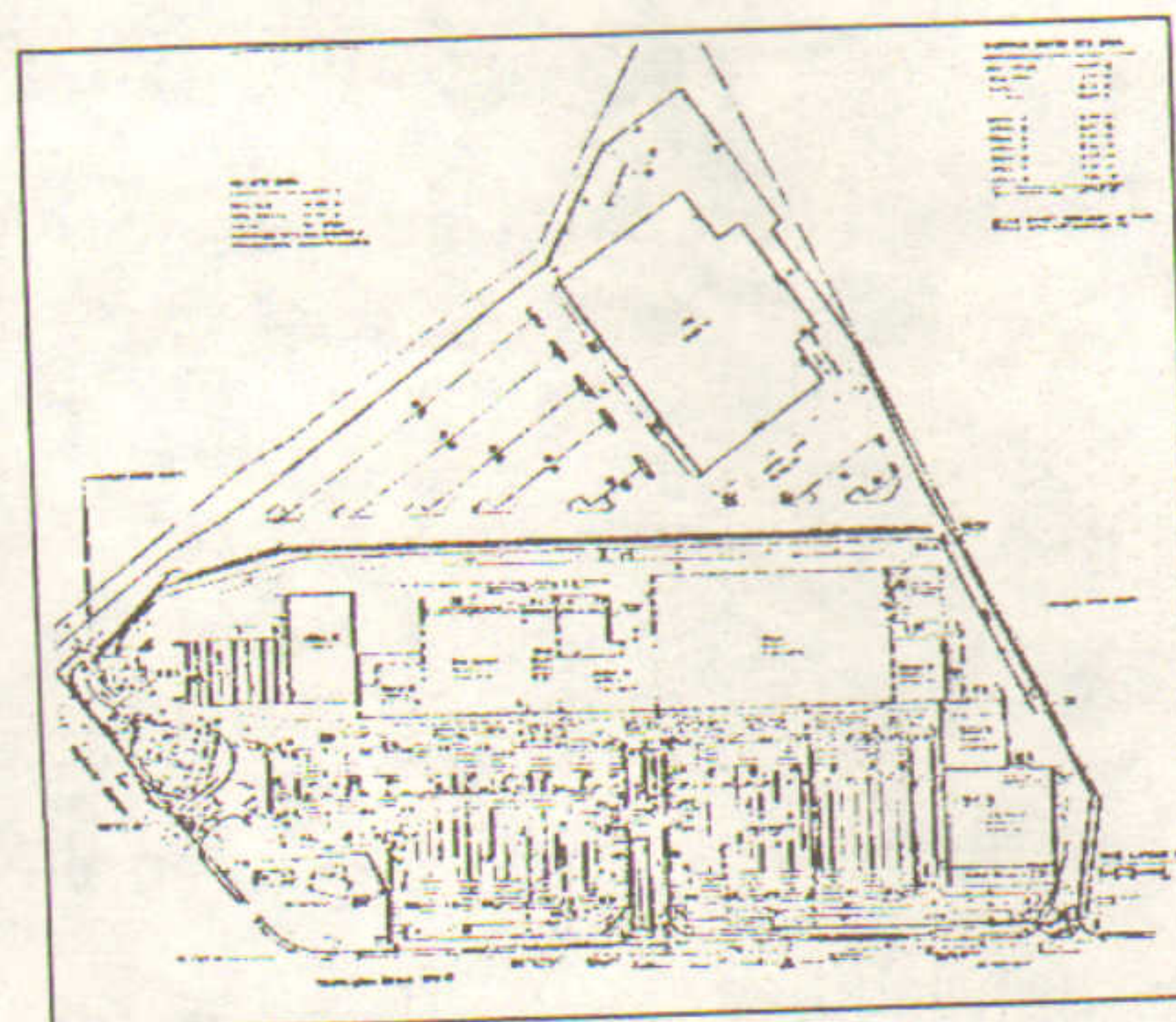
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STAR MARKET
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Johnston, RI

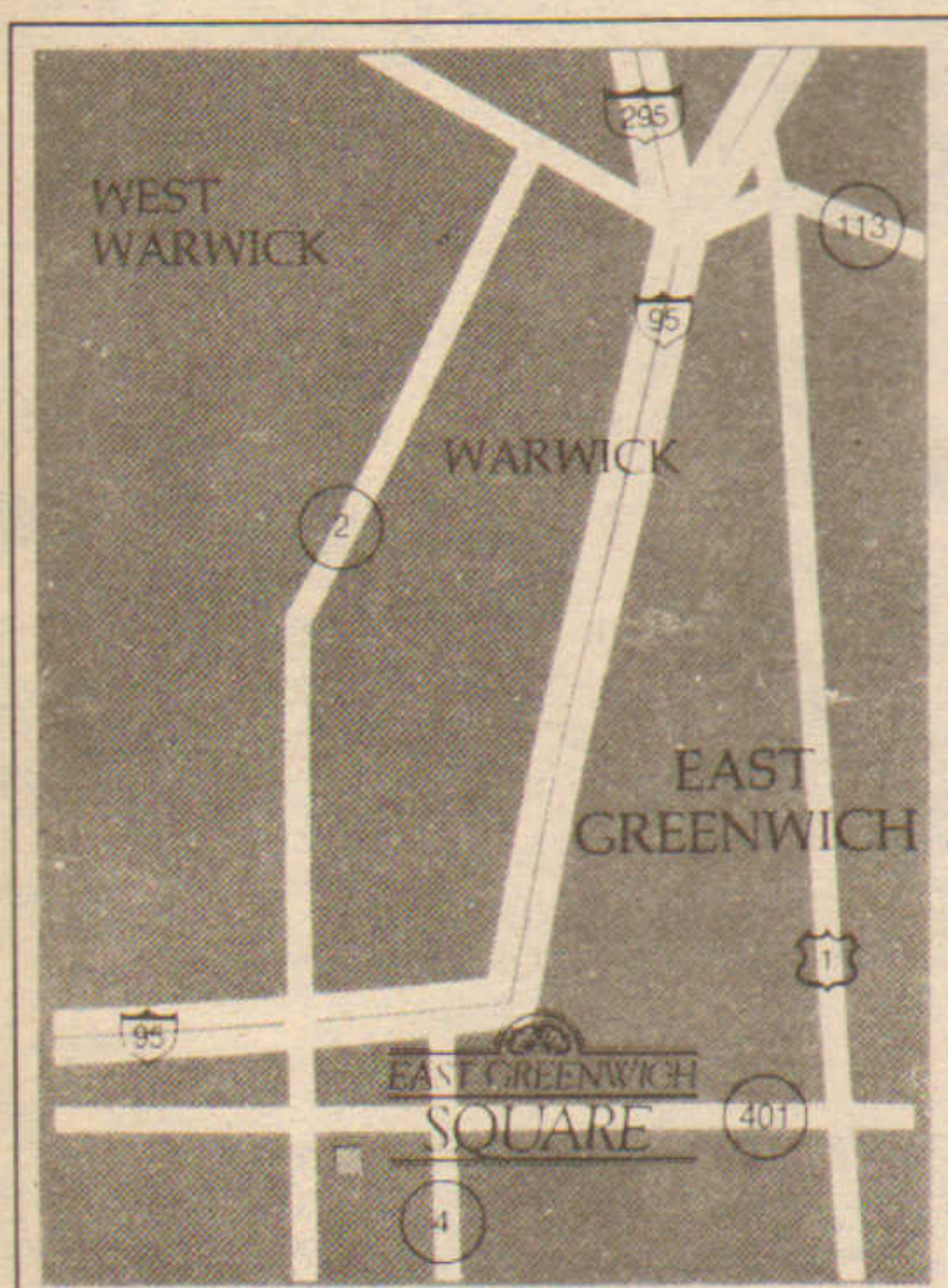
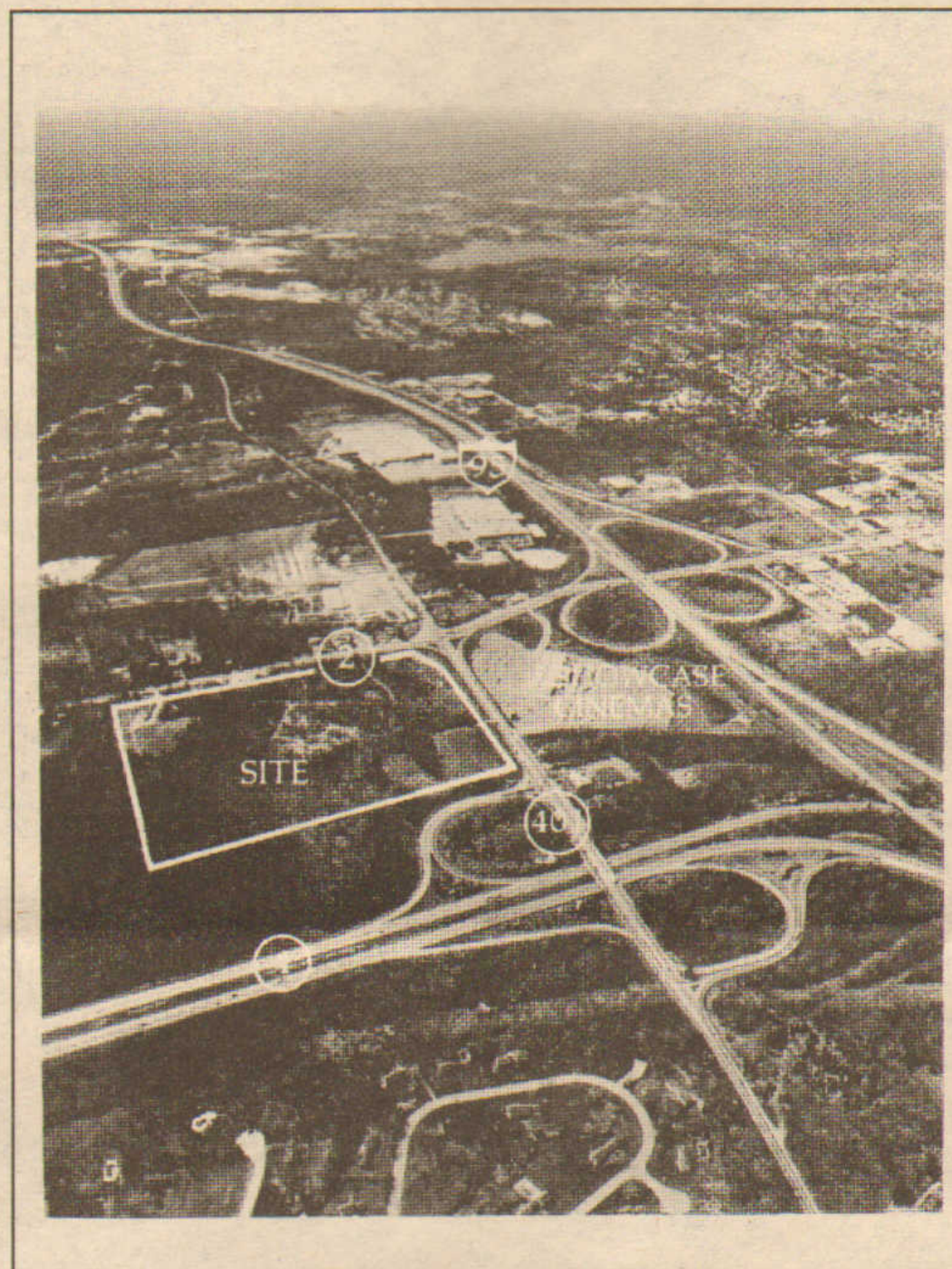
Narragansett Park Plaza
Pawtucket, RI

New Projects:

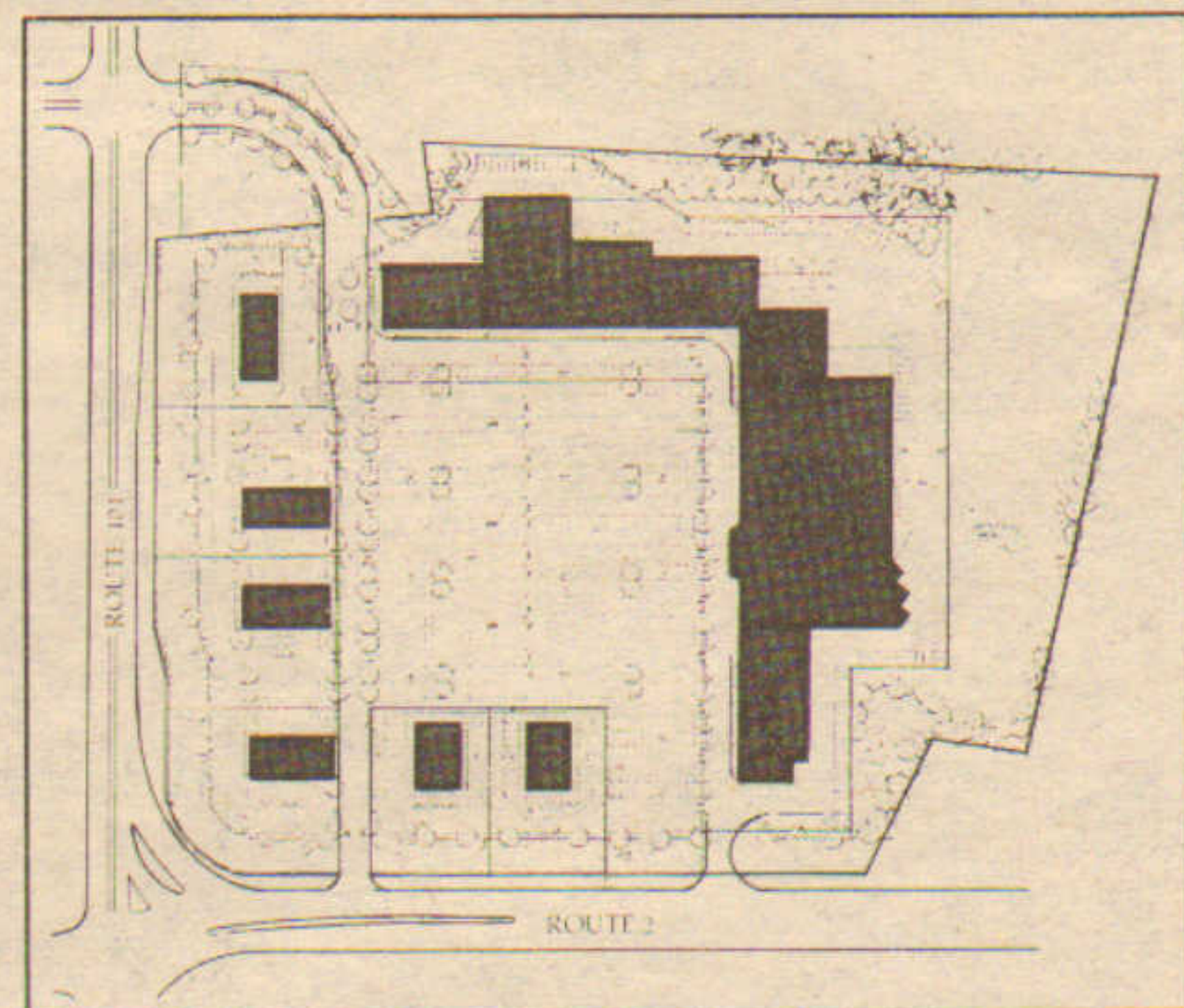
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When Considering New England — Consider Carpionato

OCTOBER

Jim Nicoletti of Codman Assoc. leases 20,340 s/f in Olde Medfield Sq. (Mass.) to Ciba Corning Diagnostics.

Northland Investment begins construction of \$18m Two Portland Sq., 140,000 s/f, designed by TAC.

Robert Cronin of LM/G&E sells 56,000 s/f Wright Line site in Auburn, Mass. on 6 acres to Cabot Cabot & Forbes.

Coldwell Bank leases 14,600 s/f Hampton, N.H. store for DeNiro Dev. to Yankee Bargain & Coastal Hydro Q.S.

Richard Sternberg of Triad Group sells 36,000 s/f Boston property for Lambert Co. to ZVI Assoc. for \$3.2 million.

Beacon Cos. & Equitable R.E. lease 31,500 s/f to five tenants at 75 State Street, Boston.

Vincent Kudirka of Star Realty brokers \$2.5m sale of Randolph, Mass., 22,450 s/f shopping plaza.

Marianne Macdonald brokers \$5m sale of former Taunton Dog Track to Taunton Expo. Ctr. Corp.

Fallon Hines & O'Connor & C.W. Whittier lease 42,000 s/f at One Burlington Center for Sumitomo Life Realty.

The Leggat Co. & Cushman & Wakefield cobroker 50,000 s/f Southboro lease for Corcoran-Darman Assoc.

Forges Field Dev. Trust starts Chilton Hall Golf & Country Club, \$170m Plymouth, Mass. development.

Northland Investment appoints Ram Harnden Inc. to finish lease-up to 190,000 s/f One Portland Square.

Lincoln Property Co. & Meredith & Grew cobroker 41,338 s/f at 101 Arch St., Boston, to Mass. insurance agencies.

Joseph Zink of The Flatley Co. leases 42,000 s/f to Sheraton Reservations at South Braintree Park.

F.D. Rich files plans for 30,000 s/f with Beacon Const. for Battery Wharf, Boston, plus 311 affordable apartments.

Trinity Properties appoints R.W. Holmes & Commercial Realty for 28,000 s/f at One Mifflin Place.



Daniel Rose
ROSE ASSOCIATES



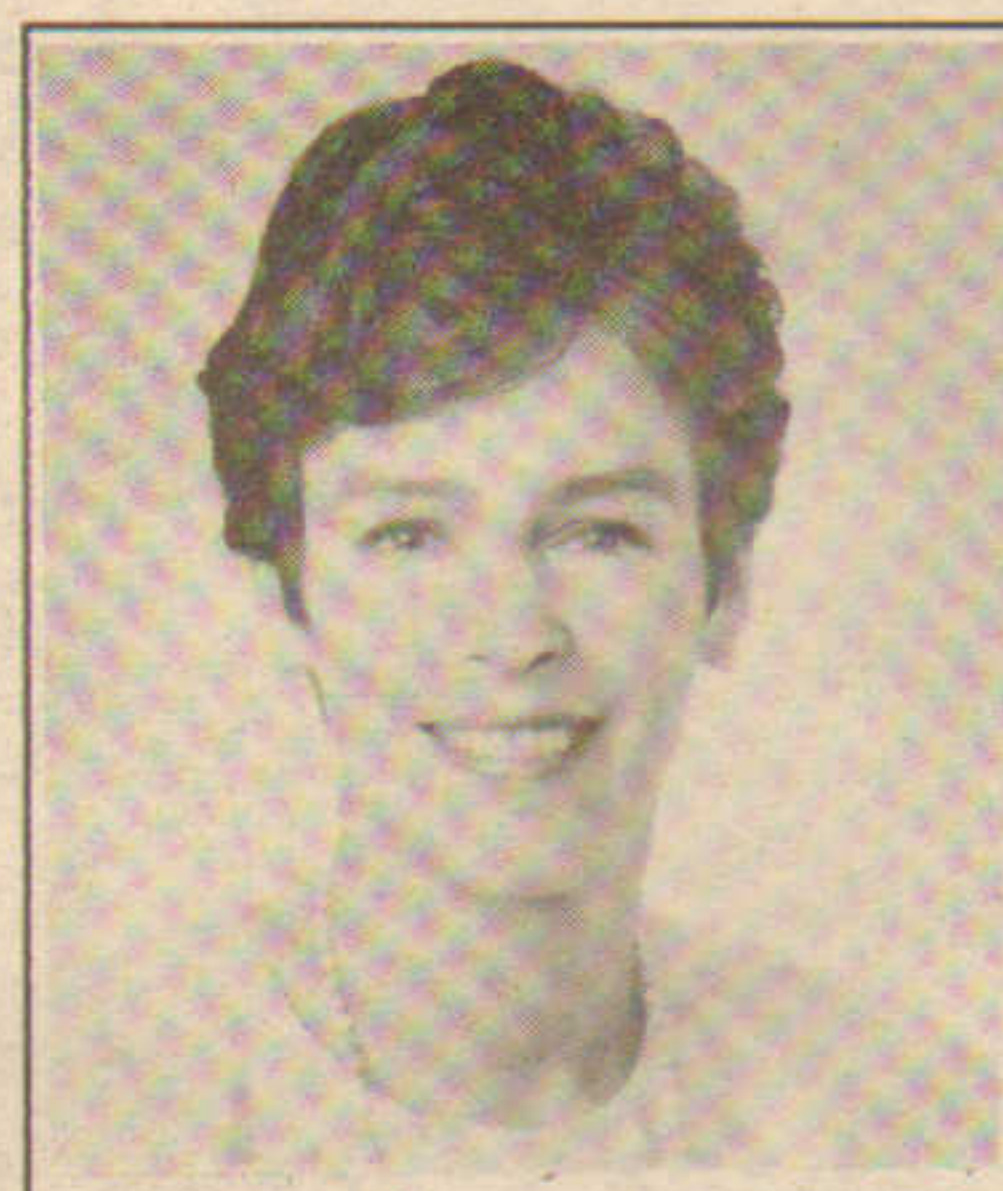
James Murphy
CAPITAL REALTY SERVICES



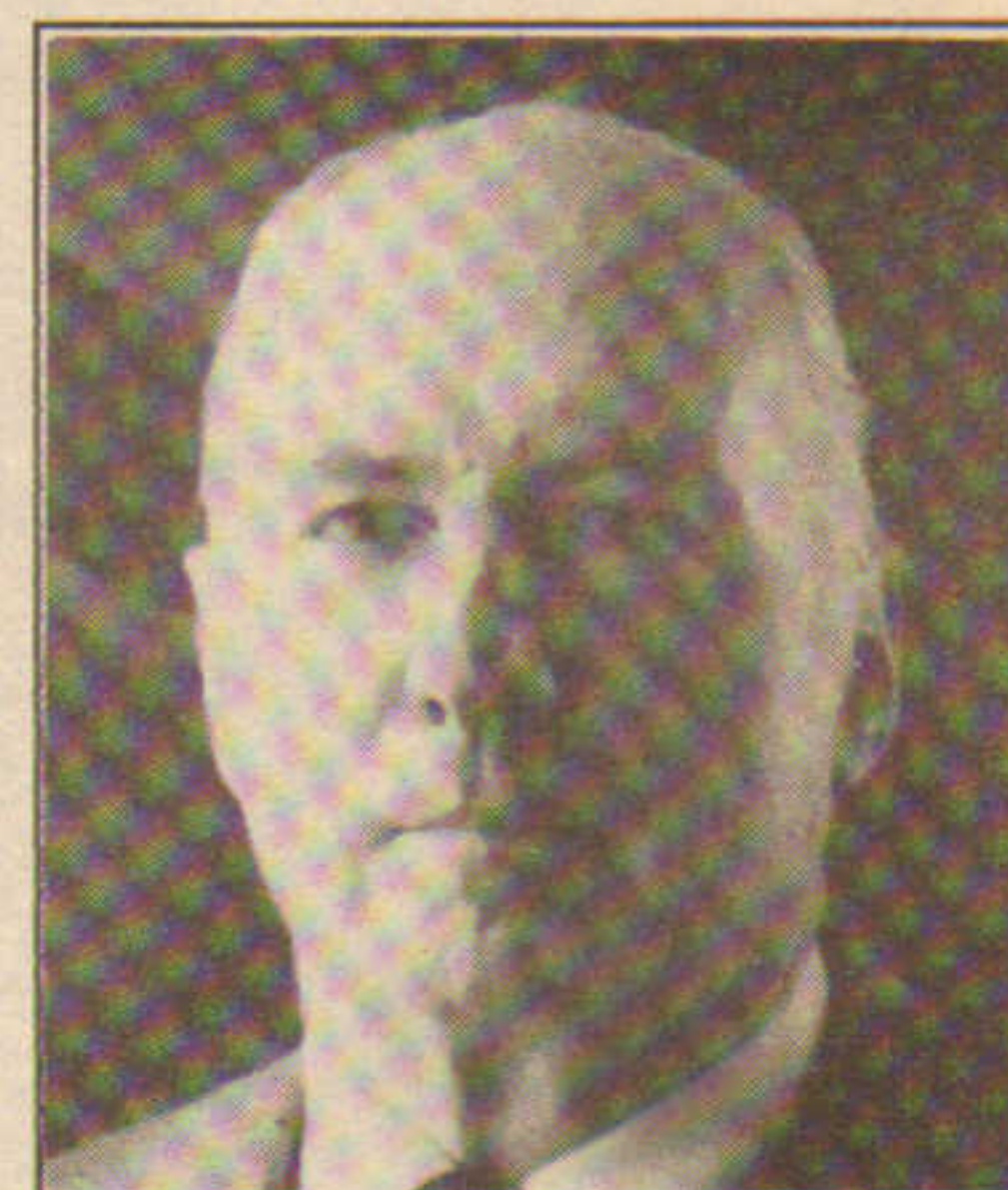
Robert Delaney
FALLON, HINES & O'CONNOR



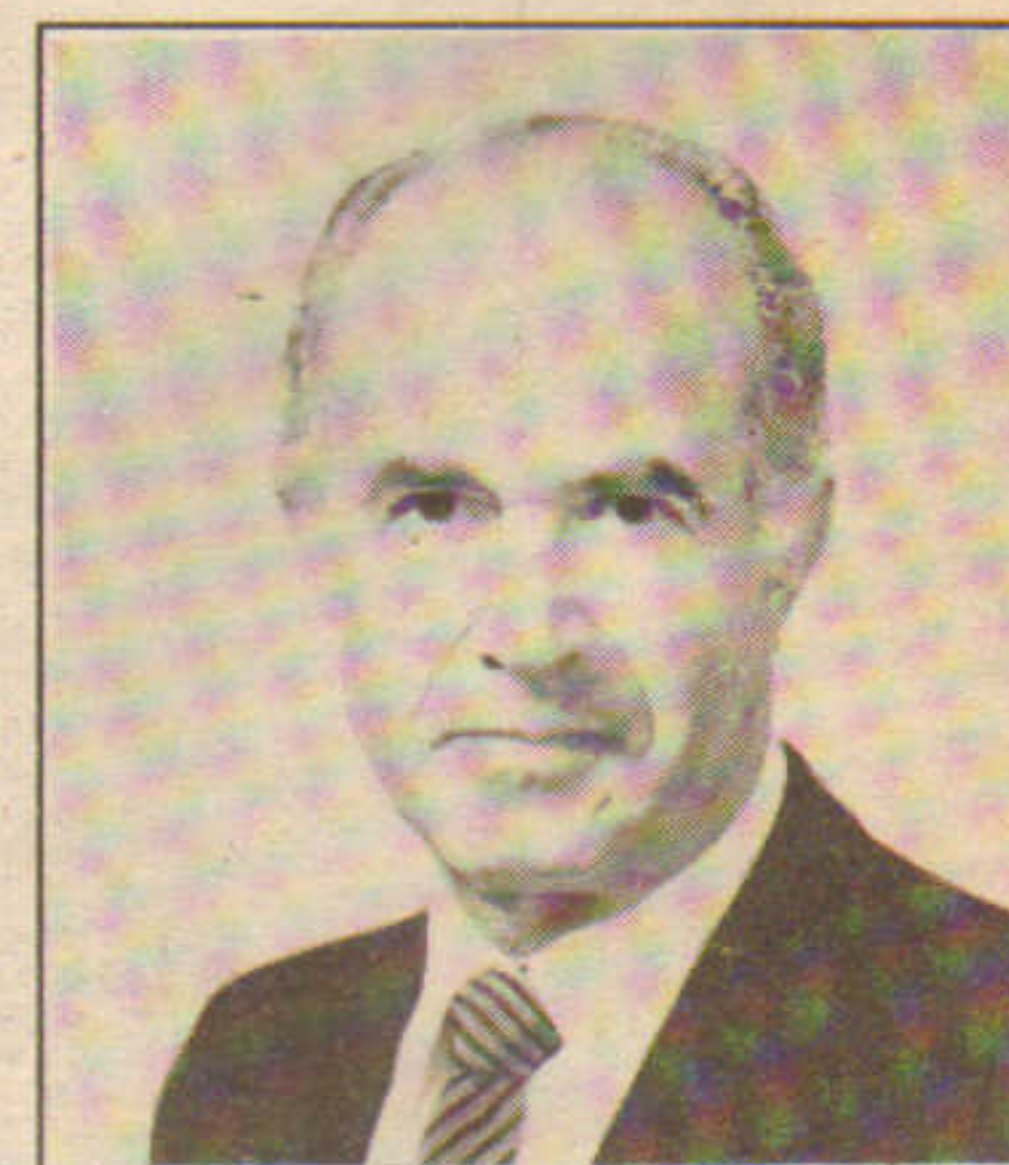
Walter Murphy
BRISTOL DEV. AUTHORITY



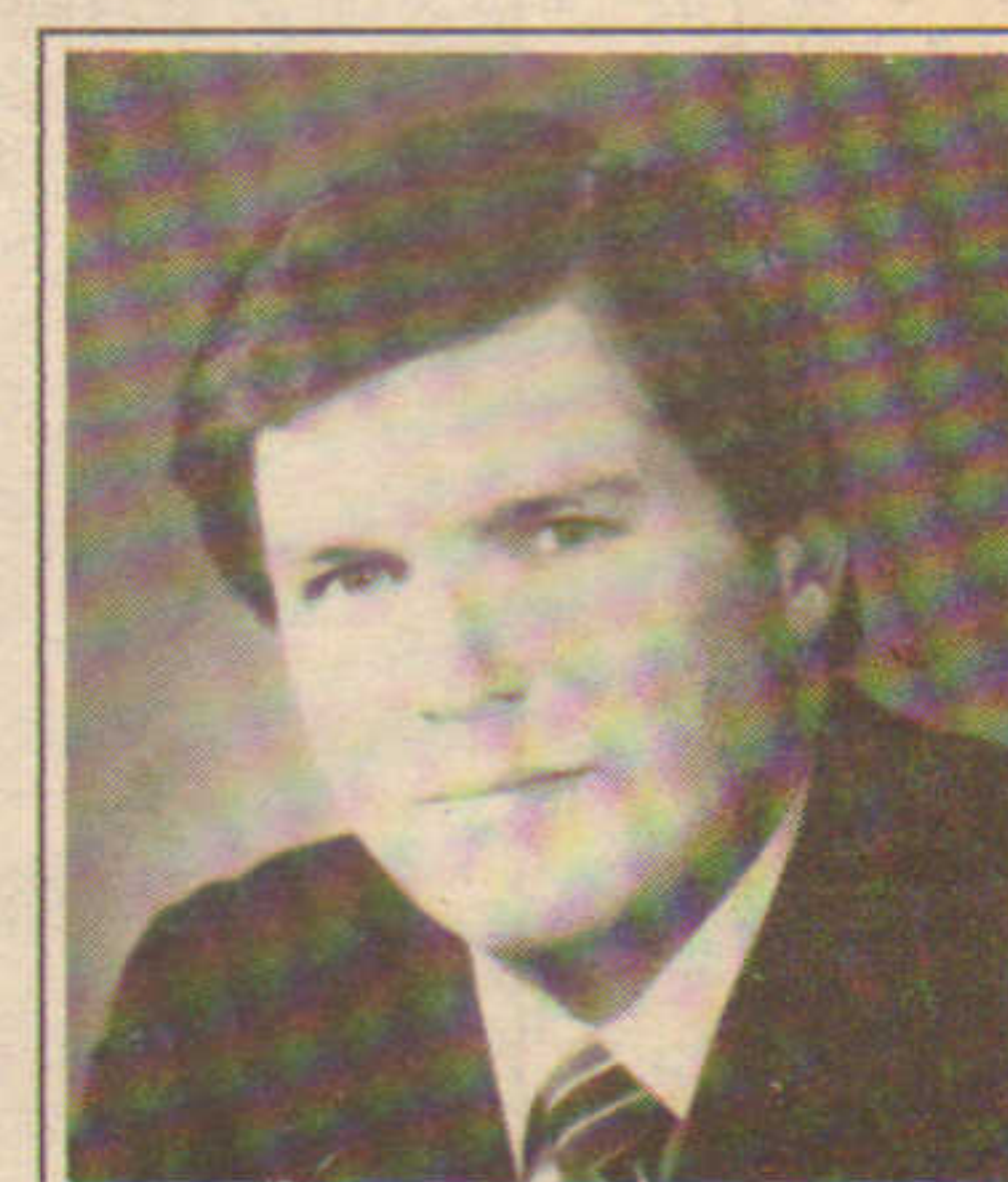
Sharon Furniss
CULBRO LAND RES.



Hugh O'Neill
WEATHER-REPS



Oscar Wasserman
1ST MUTUAL OF BOSTON



Thomas Marquis
MARQUIS MANAGEMENT



John Merkle
TMS ARCHITECTS



John Fish
SUFFOLK CONSTRUCTION

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IRONWOOD PLACE APARTMENTS

\$6,693,200
LONGWOOD VILLAS

\$7,220,800
WALDEN VILLAGE APARTMENTS

\$7,400,000
SUNDANCE VILLAGE II

\$11,915,800
FOX VALLEY VILLAGE II

\$12,600,000
LILY FLAGG STATION

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REMINGTON PLACE

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Boston

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

November

Dennis Nolfi & Evans Arnold of Peter Elliot & Co. lease 113,000 s/f at Norwood Ind. Park for Pioneer Co.

Johnson & Michalsen architects for \$3.2m 31,590 s/f Singer Sewing Machine hdqtrs. in Shelton.

Lenny Owens & Dan Cordeau of Coldwell Banker lease 130,000 s/f in Framingham for Equitable to Bose.

William Smith Realty brokers \$845,000 land and building sale in Enfield, Conn.; 4.5 acres and 6,400 s/f.

Joseph Otolo of Corporate Space & Robert Cronin of LM/G&E sells 55,650 s/f in Norwood for \$3.2m for URA to Gaggenau USA.

R.W. Holmes Realty & C.W. Whittier cobroker lease of 30,000 s/f for Gentle Giant move to Somerville.

Conning & Co. to occupy 33,000 s/f at JMB/Urban Dev. Co.'s CityPlace in Hartford.

Hunneman handles 27,355 s/f lease in Chelmsford for Altid Ent. to IMAgraph Corp. with Cushman & Wakefield.

Elliot Ravech of Peter Elliot & Co. sells \$17.5m Dedham Executive Ctr., 170,000 s/f, to G.E. Real Estate Services.

Barkan opens 250,000 s/f Granite State Marketplace in Hooksett, N.H. with Shaw's, Ames, Osco Drug & NHD.

Gary Booker of First Whitney arranges \$12m for Dennis Nicotra's 262 Middletown, Conn. apartments.

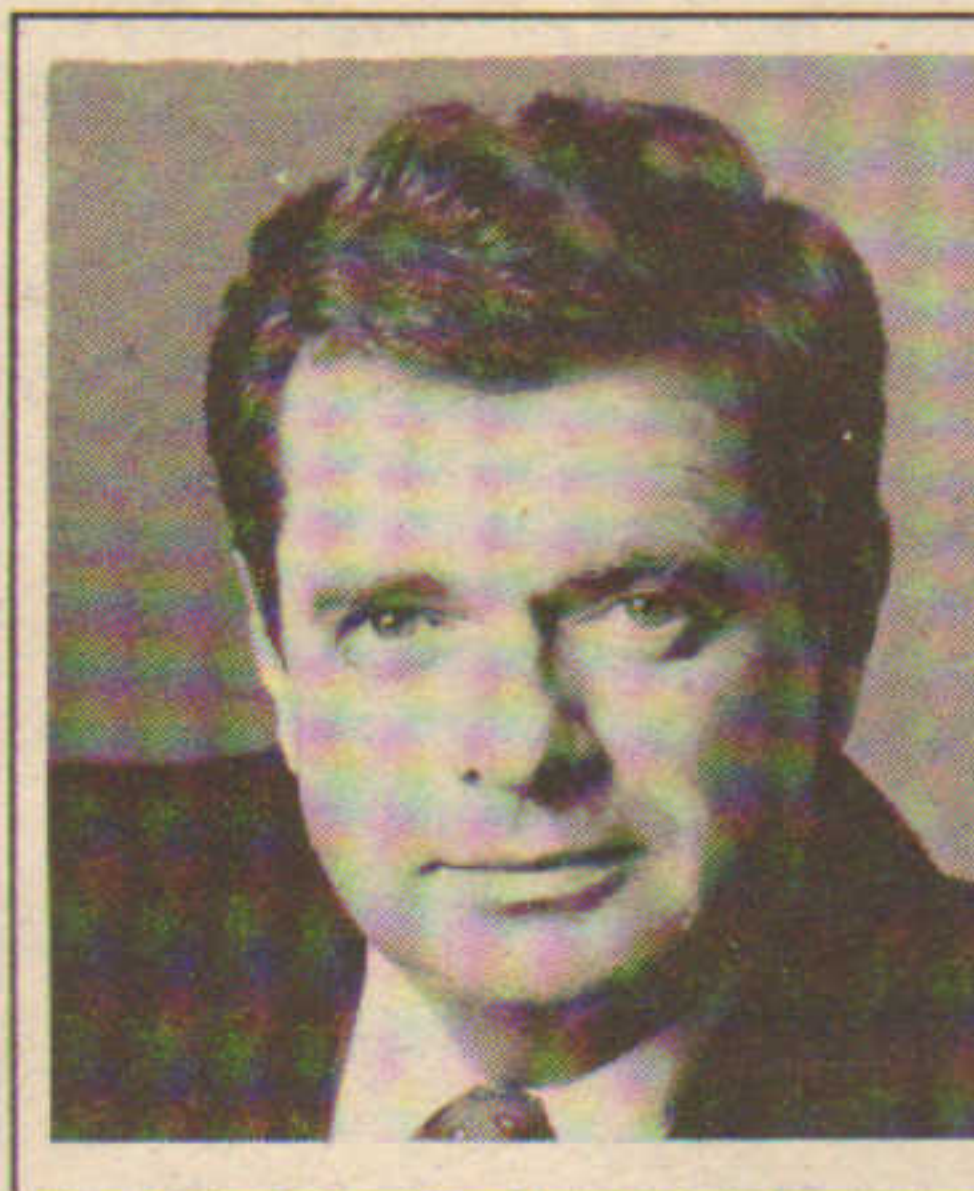
Coldwell Banker leases 10,000 s/f for Stellos Electric in Nashua to Maaco franchise; Kip Kimble is broker.

United Properties leases 65,000 s/f East End-Bridgeport warehouse to N.Y. 7-Up; St. Johnsbury Trucking next.

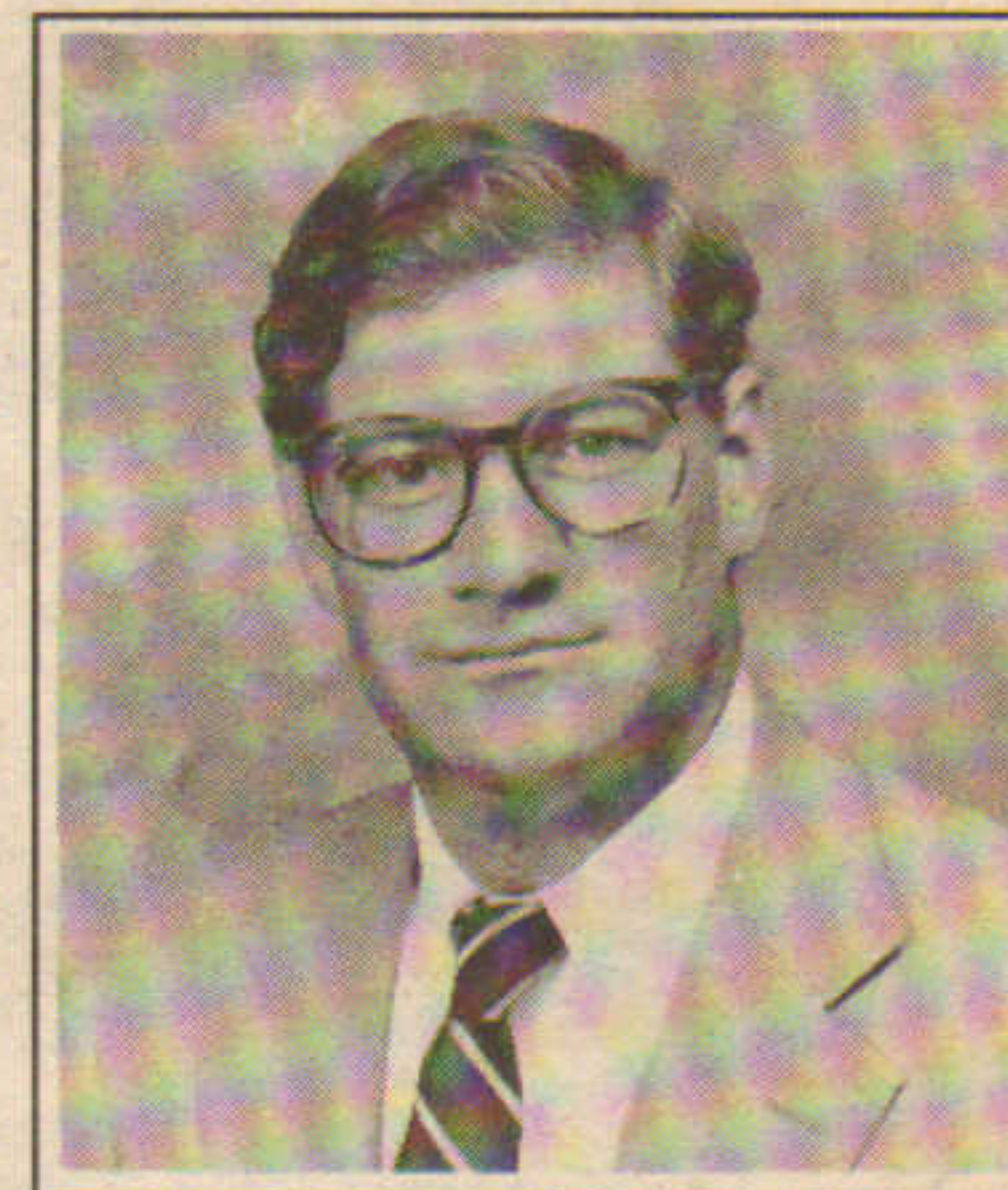
The Flatley Co. starts 60,000 s/f Cherry Hill Park building for Interventional Medical in Danvers.



Mitchell Robbins
THE ROBBINS GROUP



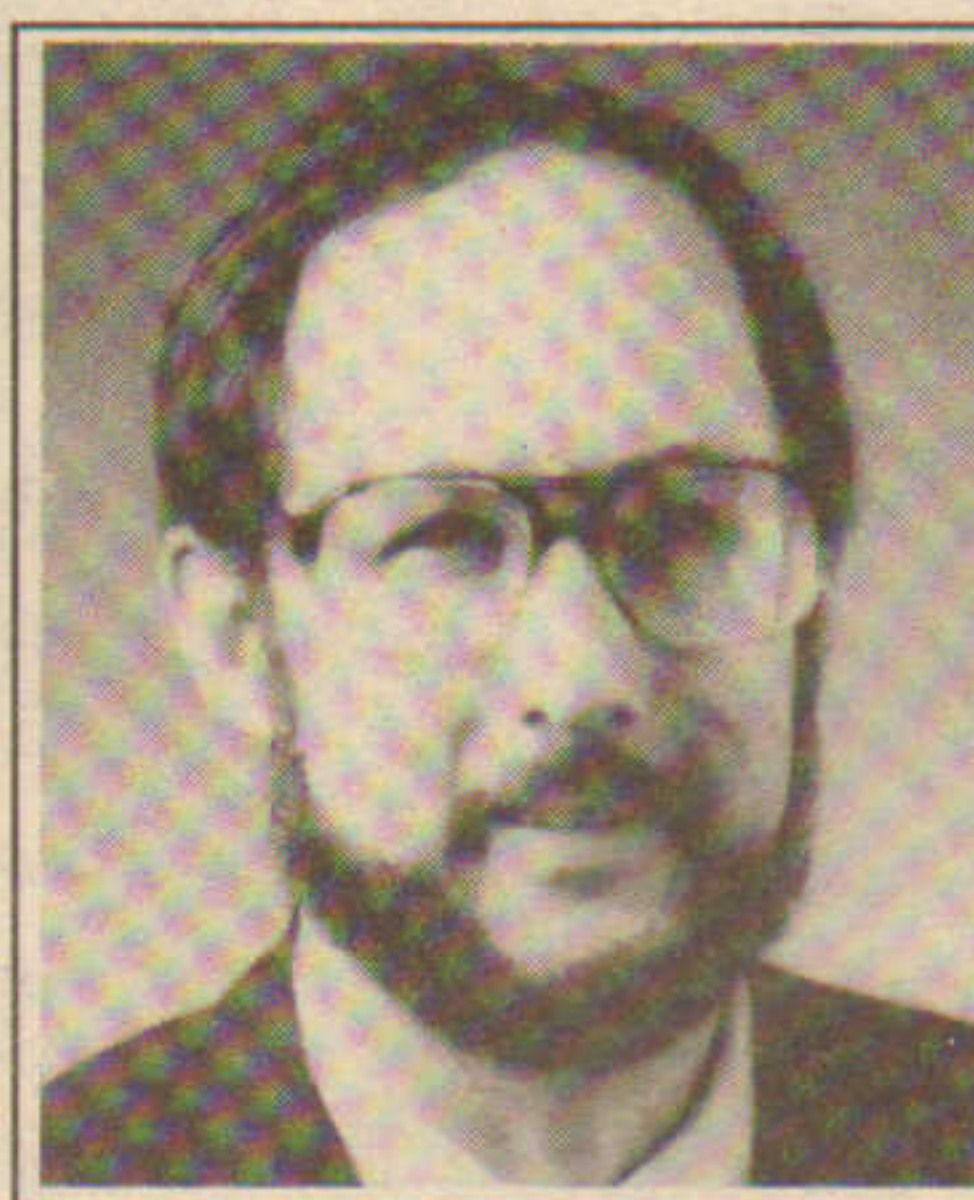
John McGovern
WEDGESTONE REALTY INV.



Jerry Ragosa
THE NILES COMPANY



Thomas Alperin
NATIONAL DEV. ASSOC.



William Soupcoff
TMS ARCHITECTS



David Belgelfer
THE IVER CO.



Richard Reynolds
RVM & G



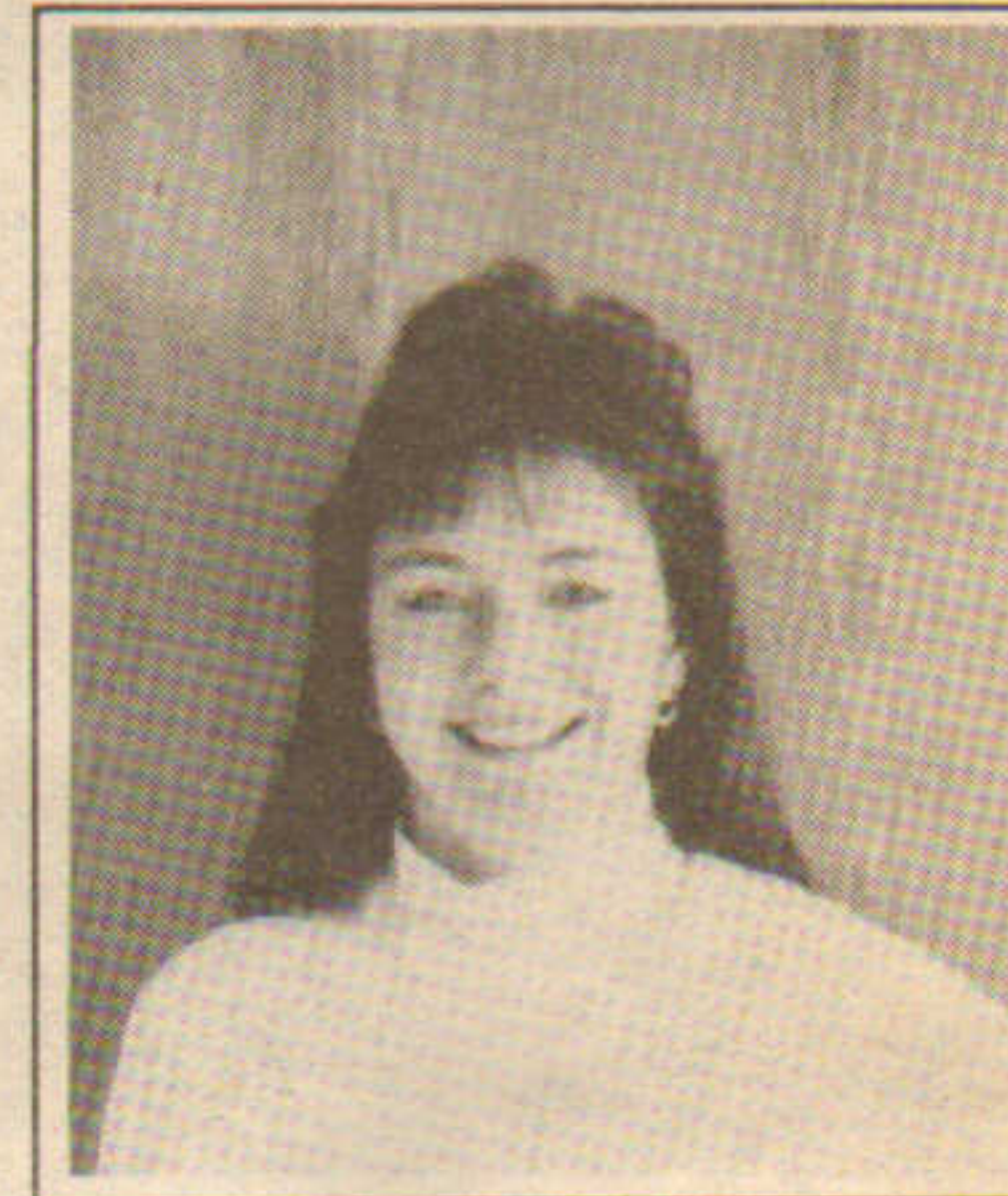
Brian Hines
FALLON, HINES & O'CONNOR



Joseph Keller
KELLER COMPANY



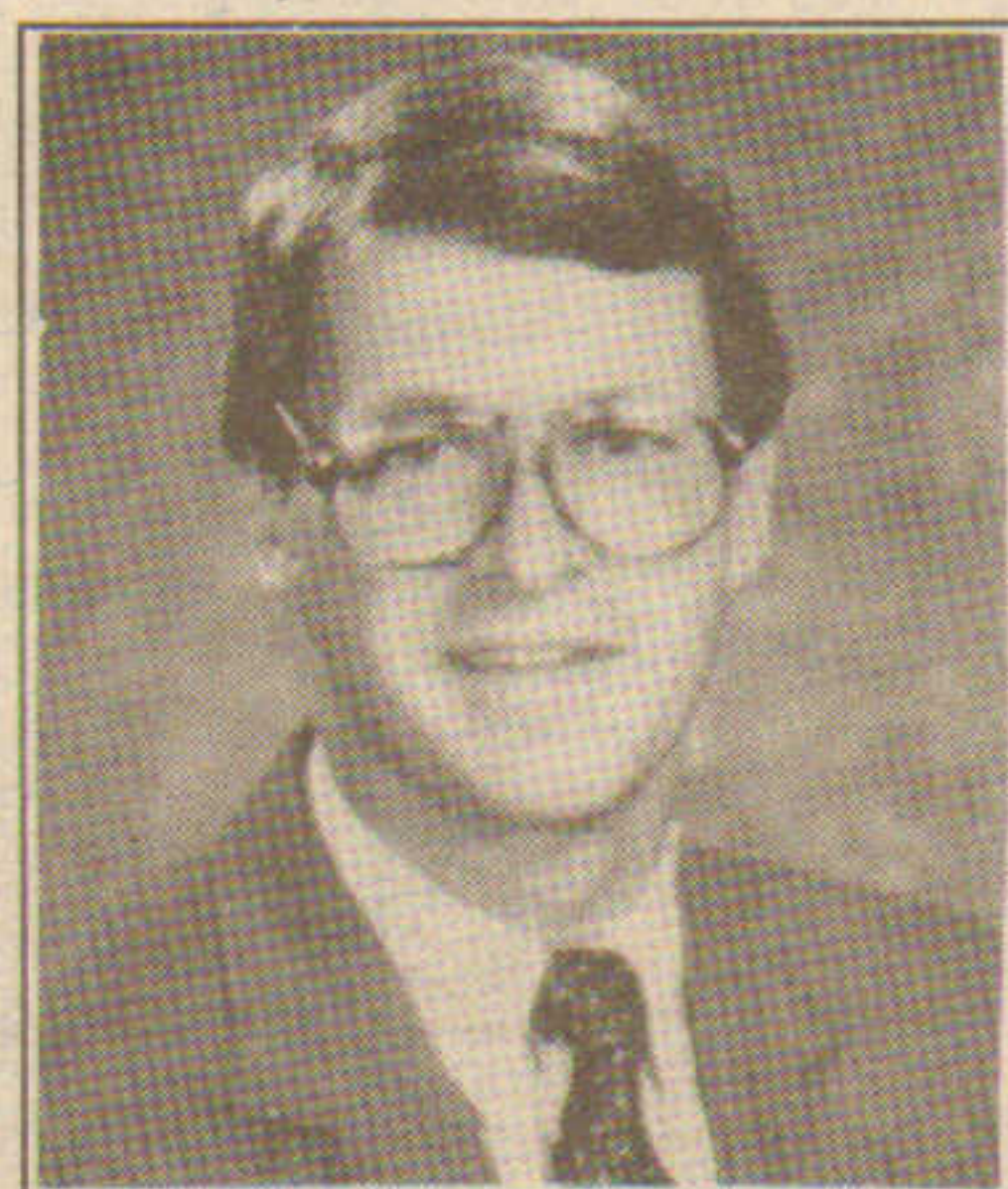
Thomas Baldwin
GULL REALTY, INC.



Ellen Lee
THE MUGAR GROUP



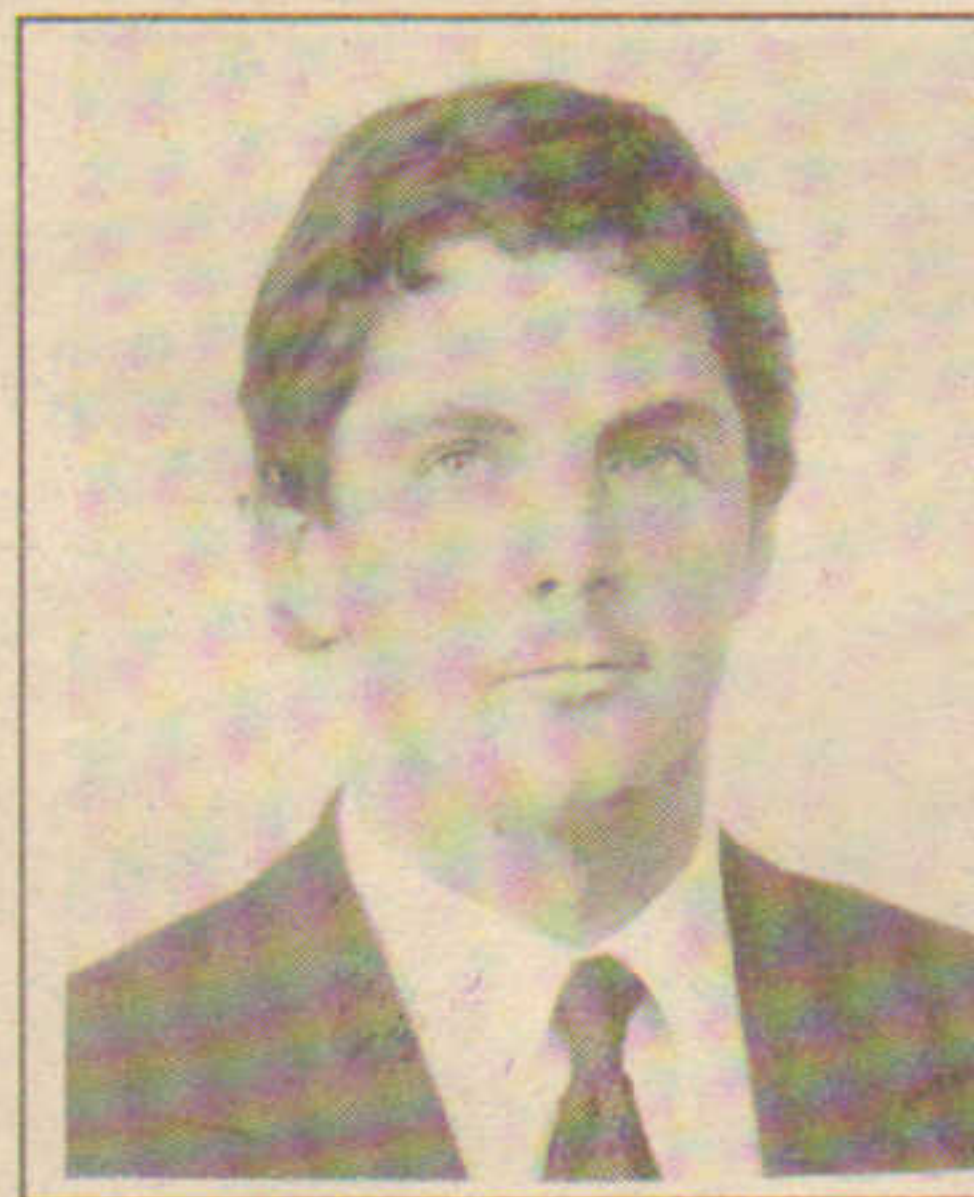
Herb Pearce
H. PEARCE CO.



Robert Boothroyd
WILLIAM RAVIES CO.



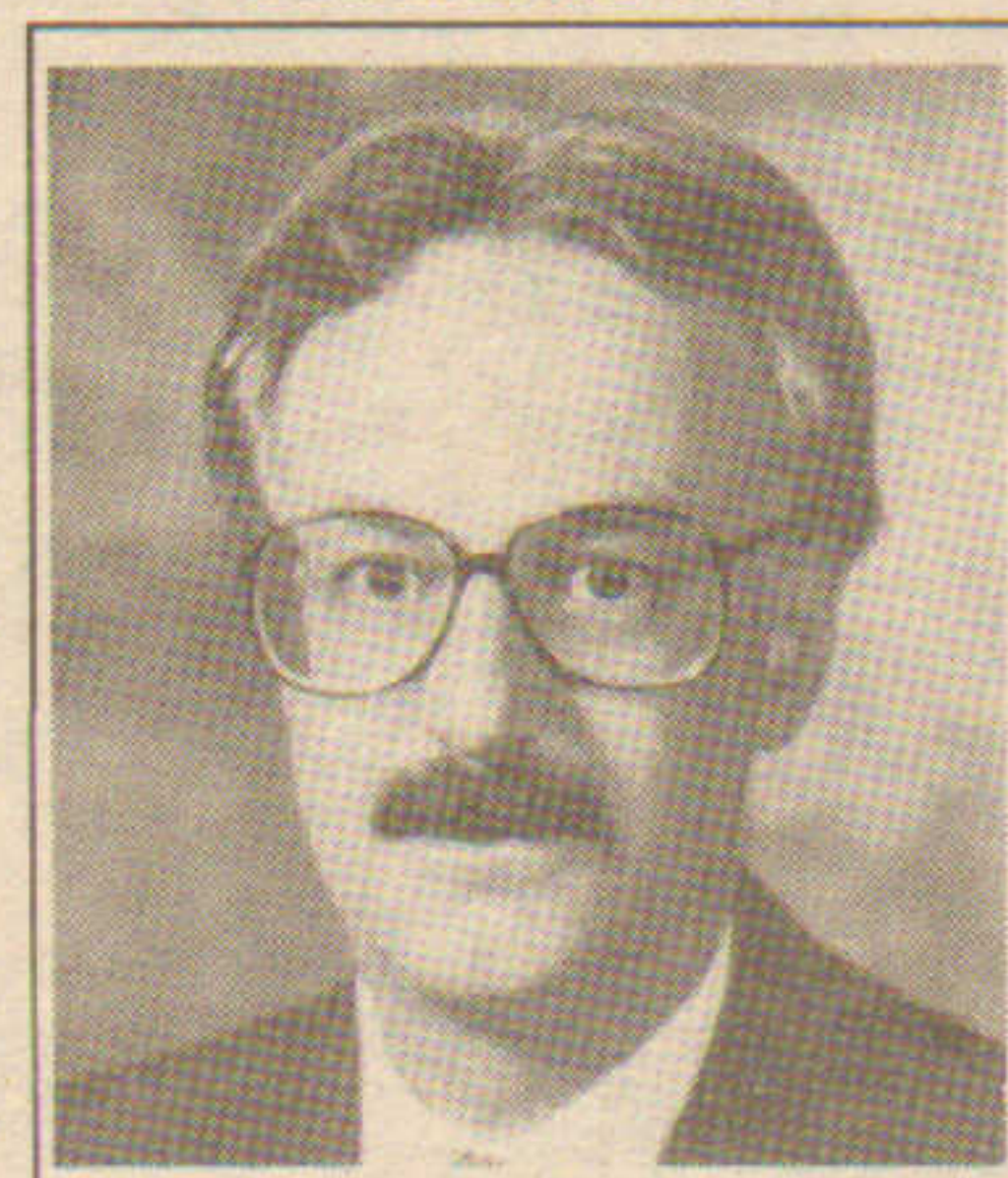
James Sandberg
JAMES SANDBERG R.E.



Sean Gildea
THE DARTMOUTH CO.



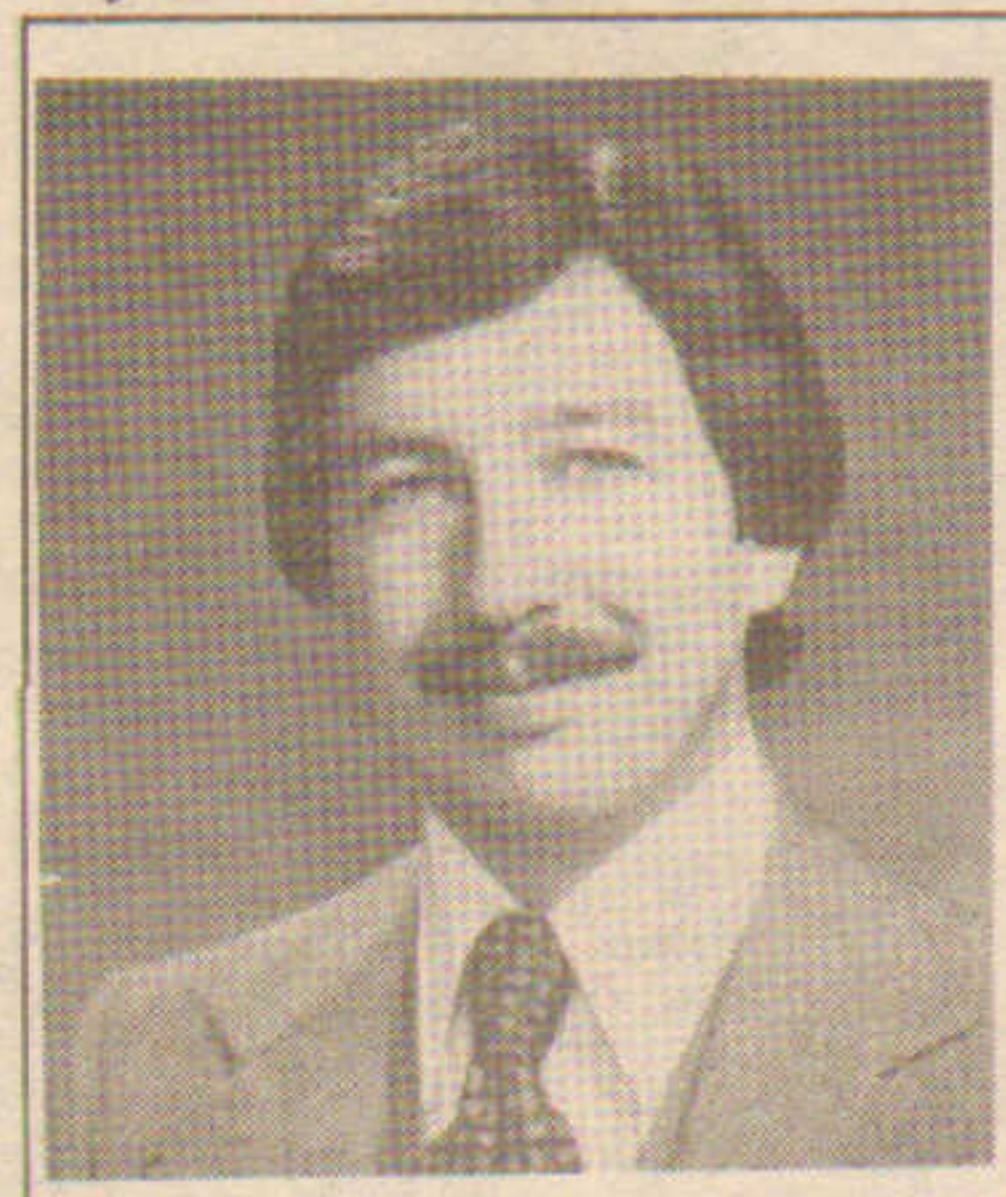
Martin Summit
H. PEARCE CO.



Gene Sisco
BEAVER BUILDERS



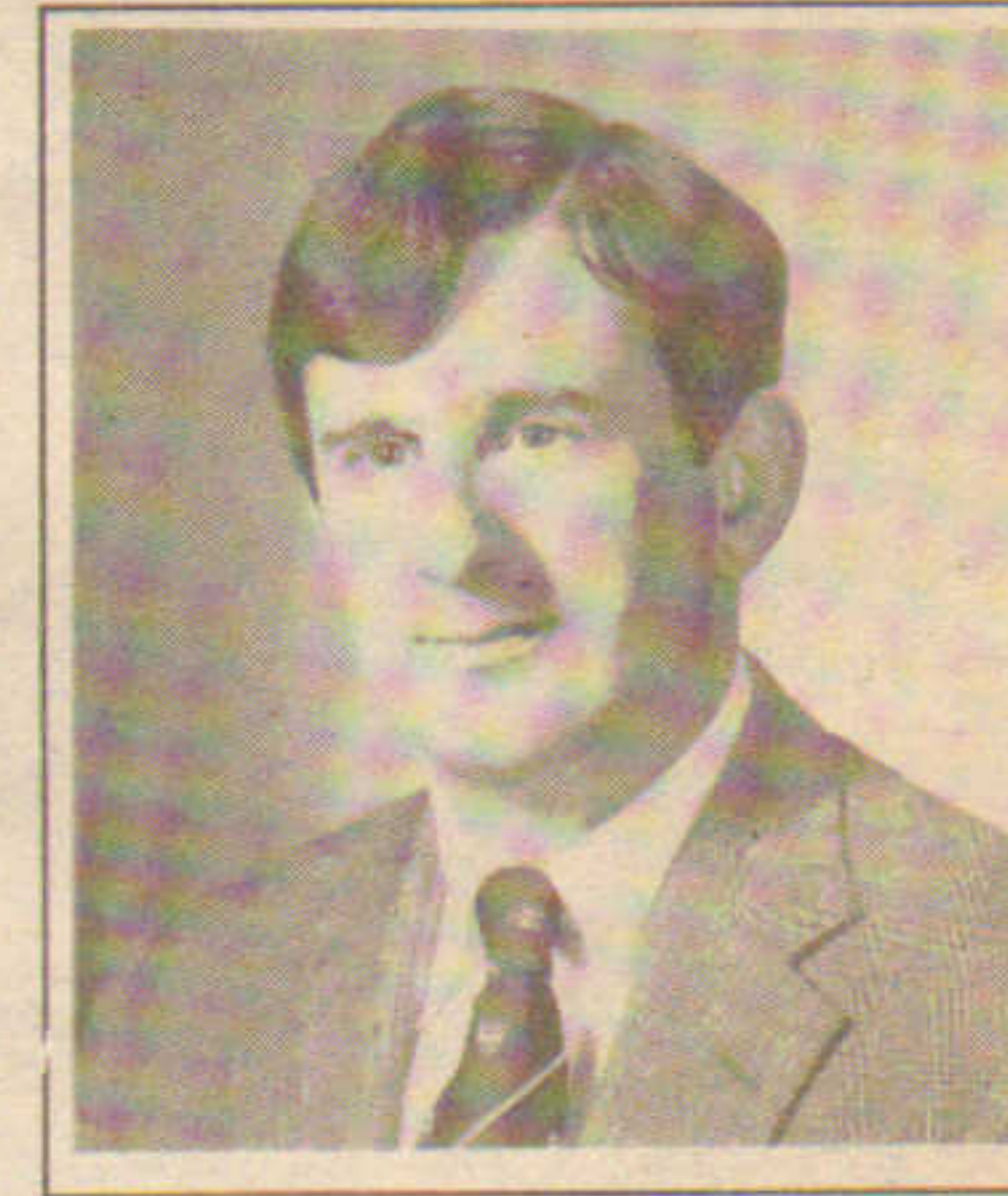
Ted Hampe
H.T. HAMPE ASSOC.



Howard Grossman
HOWARD GROSSMAN CO.



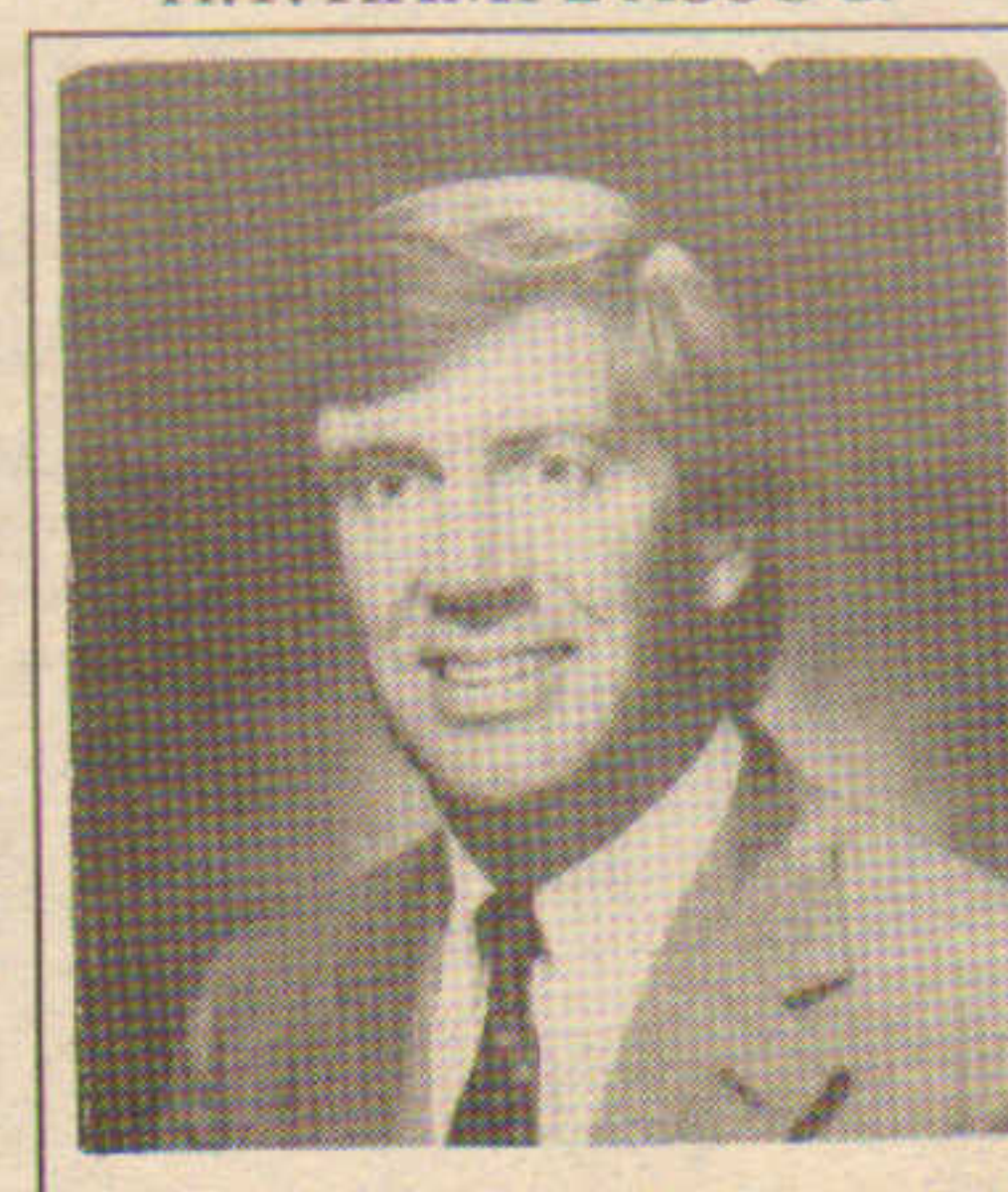
Gregg Jordan
HUNNEMAN COMM'L



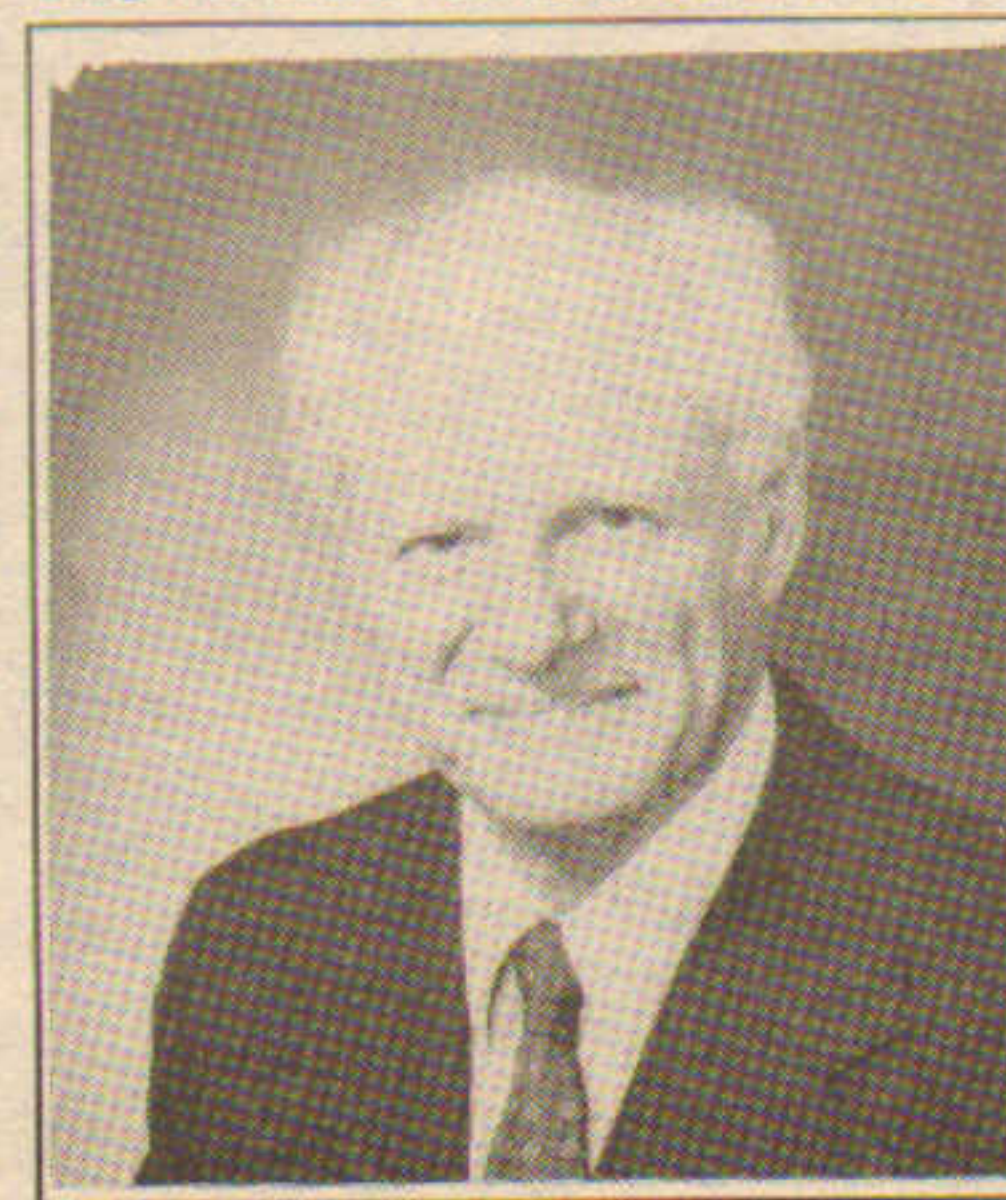
Jay Fluck
RYAN, ELLIOTT & CO.



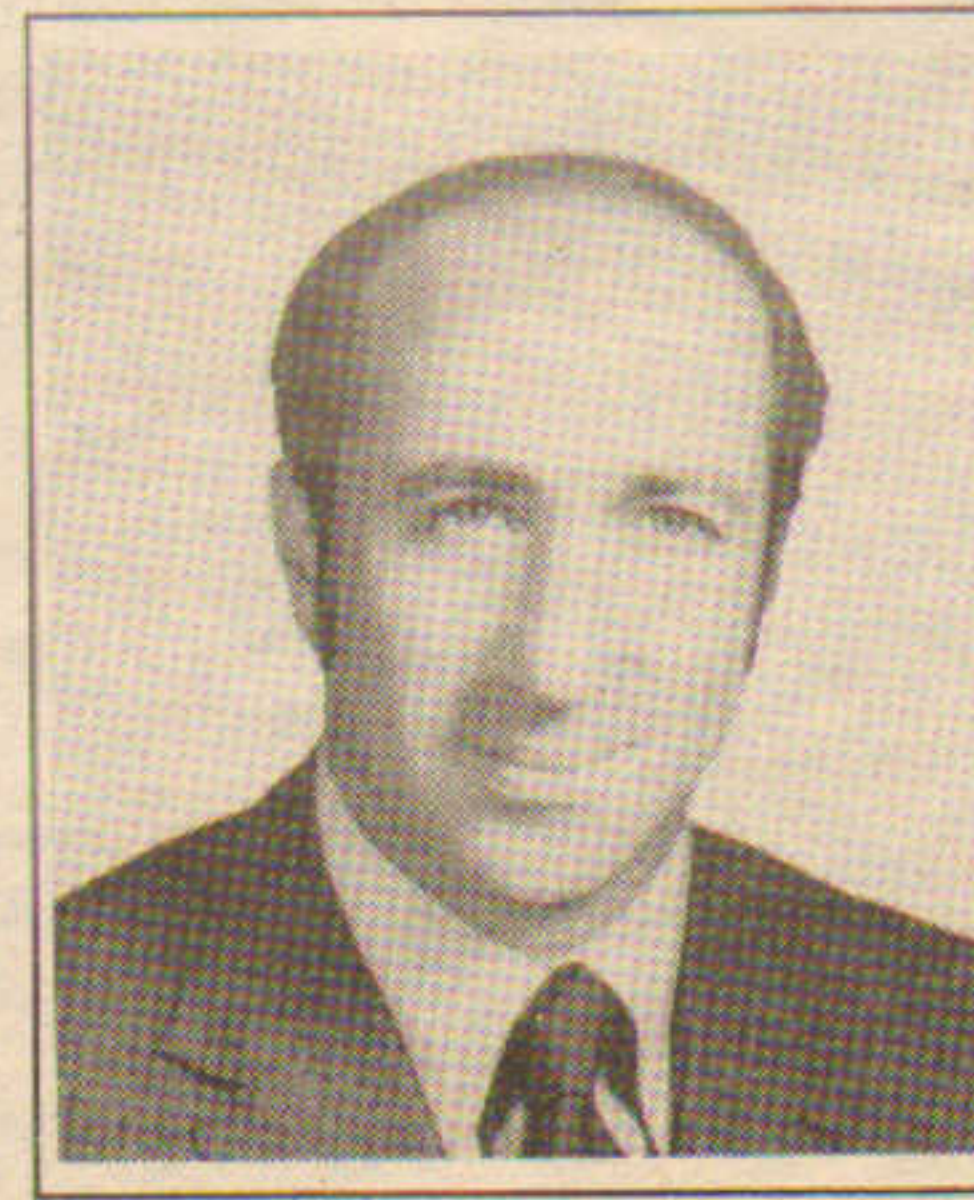
Michael Grill
FALLON, HINES & O'CONNOR



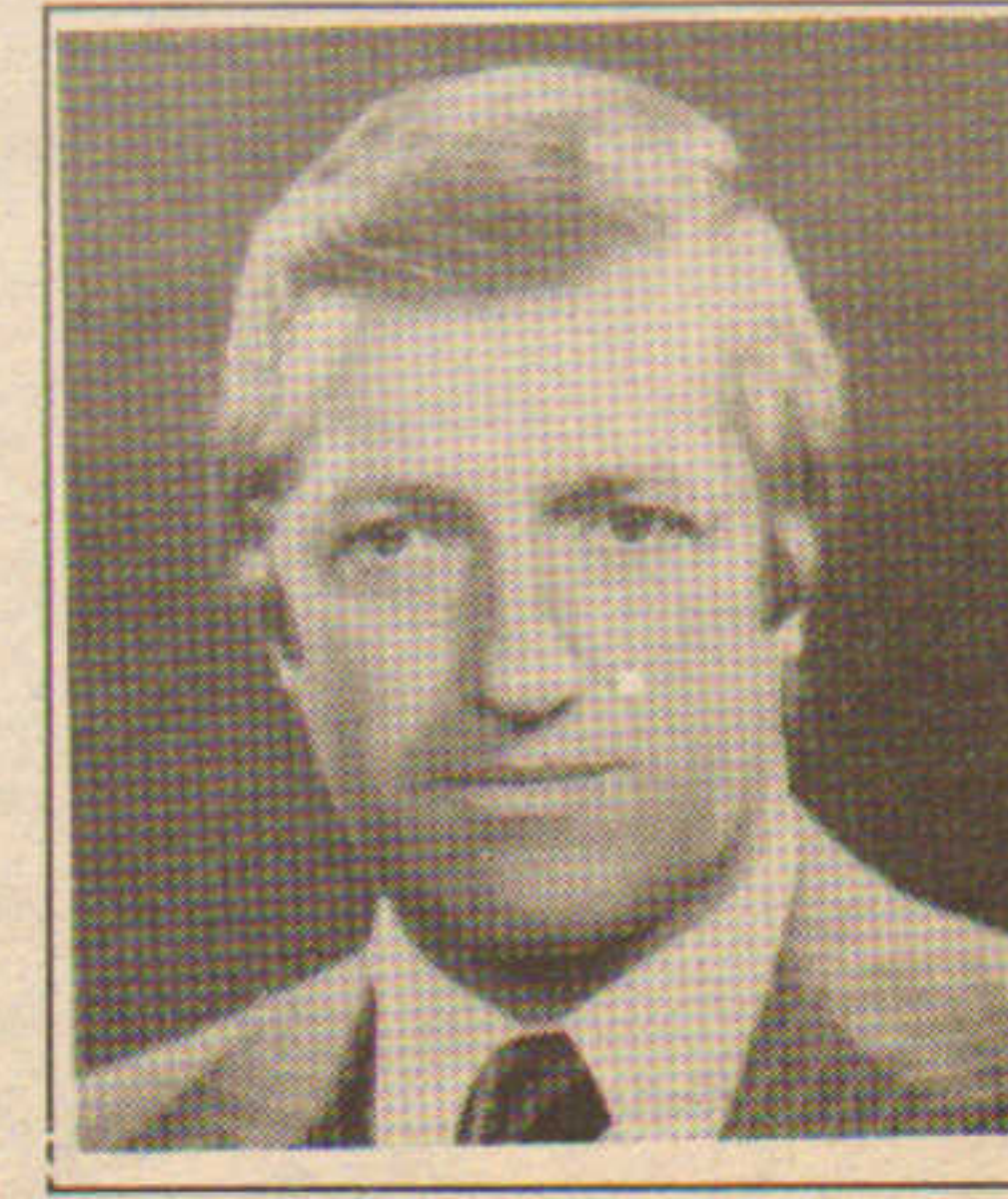
Richard Jumps
THE JUMPP CO.



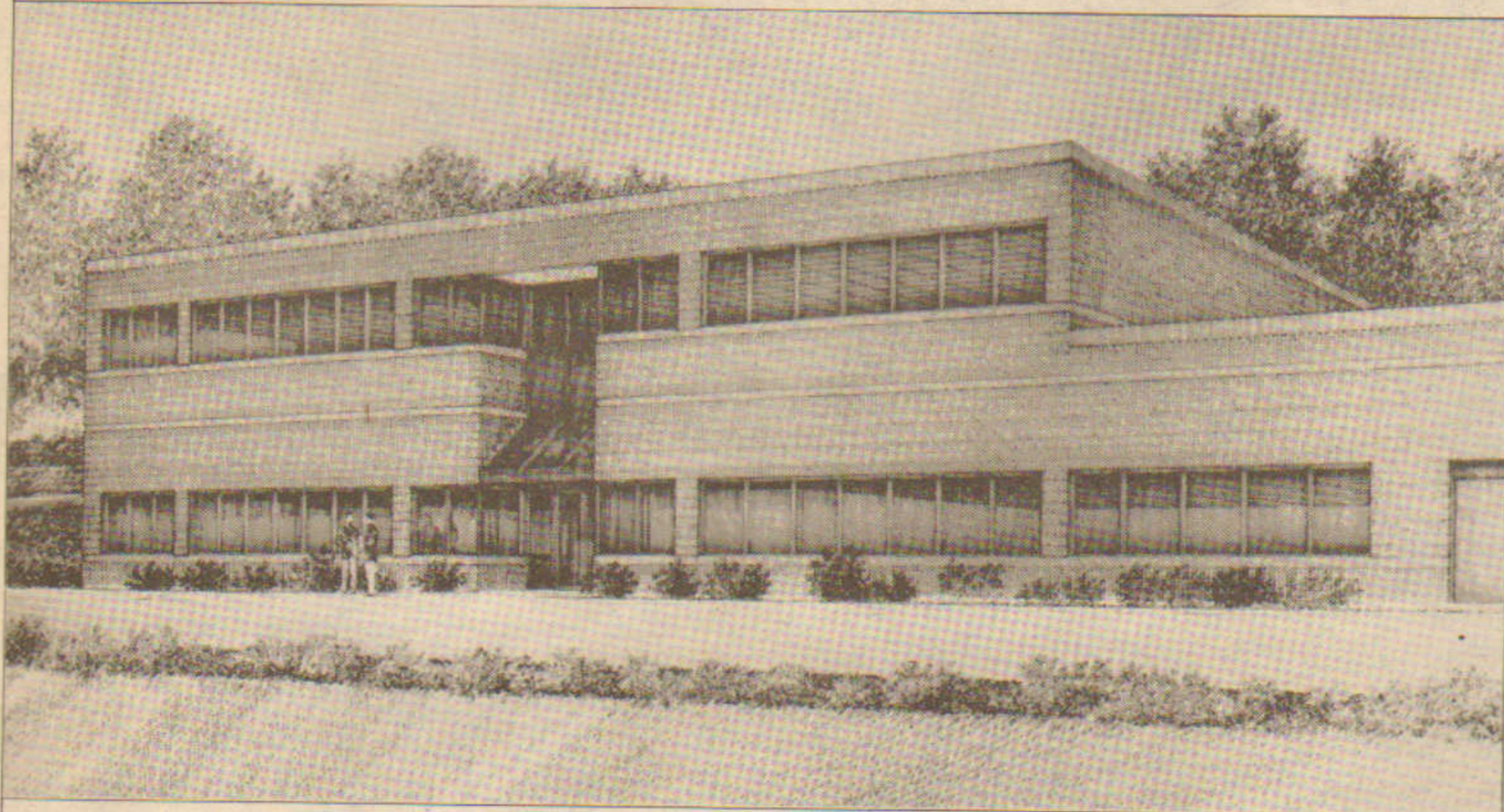
J. Leonard Schatz
J.L. SCHATZ & CO.



Robert Adnopol
BEAZLEY CO., REALTORS



James DeMund
DOW & CONDON INC.



For Lease:

17,000 sq.ft. First Class
R&D/Industrial Space

165 CEDAR HILL STREET MARLBOROUGH, MA

Multi-use building designed to meet a company's specific needs. Ideal for office/R&D, light manufacturing and distribution uses.

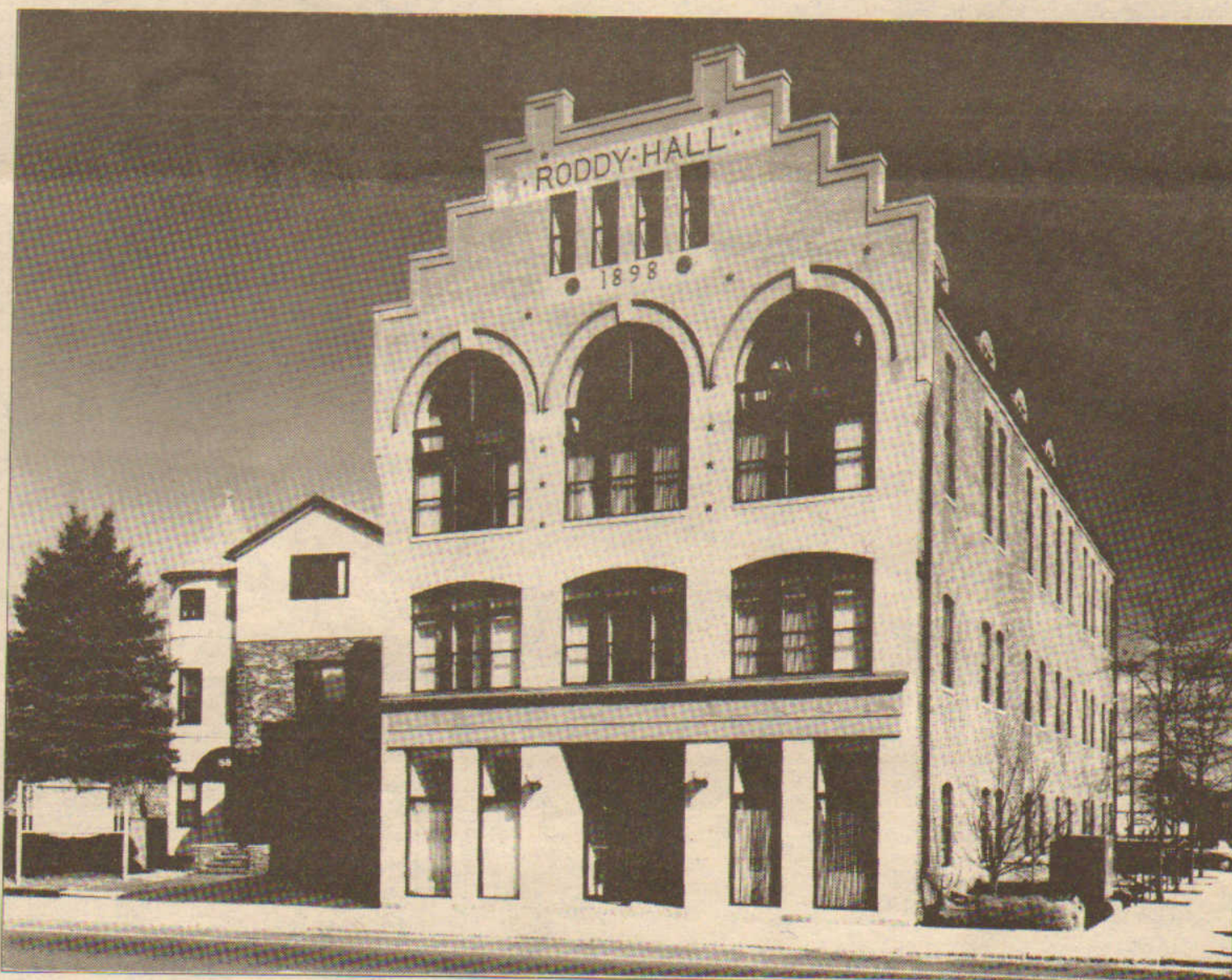
- Located in a 14-acre industrial park with expansion possibilities.
- 15,000 sq.ft. on the first floor with ribbon windows, 2 loading docks and private street entrance.

- 2,000 sq.ft. available on the second floor which may be leased with/or separate of the first floor.
- Conveniently located to the intersection of Routes 20 and 495.

For more information, contact
Wayne Spiegel or Charles Evangelakos
at (508) 881-5003 or (617) 426-4260.

For Sale or Lease:

22,000 sq.ft.
First Class Office Space



60 BIRMINGHAM PARKWAY BOSTON, MA

60 Birmingham Parkway is a beautifully maintained turn-of-the-century brick building that has been completely rehabbed.

- Available as office condominiums in 3,500+ increments.
- Entire building also available for sale or lease.
- Excellent Cambridge and downtown Boston views.

- Window exposure on all four sides of the building.
- Unlimited on-street parking at no cost.
- Location has excellent access to the Mass Pike and Storrow Drive.

For more information, contact
Jim Thomson or Brian Sullivan
at (617) 426-4260.

HUNNEMAN

HUNNEMAN COMMERCIAL COMPANY
A Division of Hunneman Real Estate Corporation

Exclusive Agents:
70-80 Lincoln Street
Boston, Massachusetts 02111
(617) 426-4260

**NEW AMERICA
NETWORK**
One Source International Real Estate

NOVEMBER

Kenney Dev. names Spaulding & Slye for 250,000 s/f Boston Navy Yard Plaza, four buildings rehabbed for offices-retail.

Mass. Mutual completes \$13.4m modernization of Baystate West in Springfield, with Marriott reopening.

Boston B'nai B'rith Sr. Citizens Housing gets \$3.78m from HUD for 50 unit expansion in Brighton of its Covenant House.

Northland Inv. acquires 108,200 s/f Londonderry, N.H. industrial site for \$6.5m from Frank & Gerald Davis.

Bruce Percelay sells 25,000 s/f Cambridge building to H.J. Davis Dev. for \$2.1m; IRB Comm'l. brokers landmark site.

Leggat McCall/G&E brokers \$2.6m sale of 21,780 s/f Kenmore Square office-retail site to CFT Inv. Prop.

The Moskowitz Co. brokers \$1.95m 14,000 s/f sale of Peabody site for Thompson Properties to Harold Brown.

Peter Elliot & Co. and R.M. Bradley lease 30,000 s/f at One Beacon St. to Suffolk University.

Rossini & Smith Fin. Serv. arranges \$5.3m for Esprit Realty Trust in Grafton, Mass.; FD Pietroski appraises 80 units.

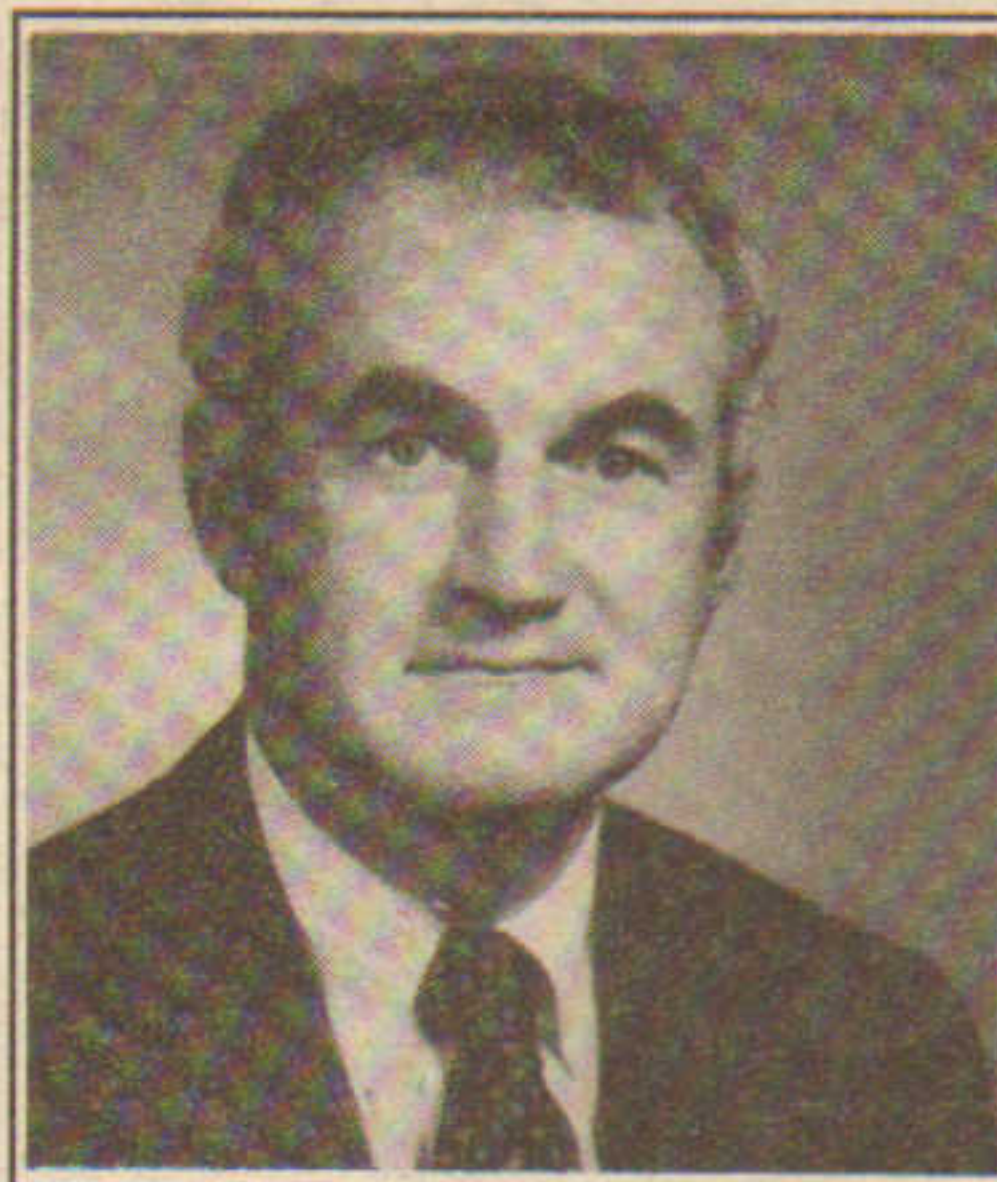
Codman Assoc. brokers \$16.3m sale of 205,000 s/f North River Plaza in Pembroke for J. Hancock Prop. to RREEF.

Hayden Tolzmann places \$6.5m loan for 65,000 s/f in Rocky Hill, Conn. to Conn. Student Loan Foundation.

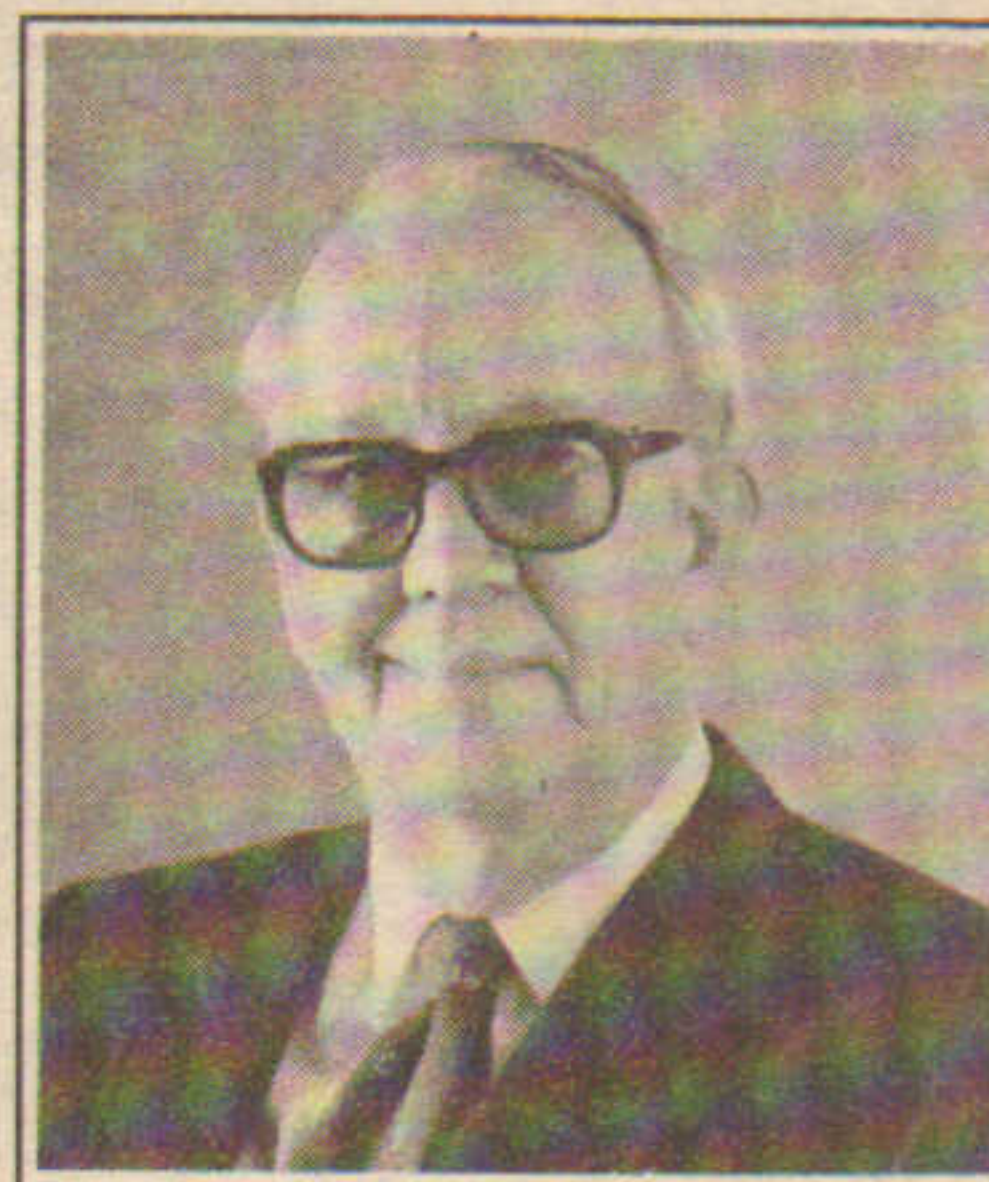
Bronson & Hutensky & Fountainhead Equities lease 77,000 s/f at 315,000 s/f \$35m Newington Fair.

Conroy/Heafitz Dev. Co. building \$3m 65,000 s/f facility for Anixter Bros.; Cushman & Wakefield-Leggat Co. cobroker.

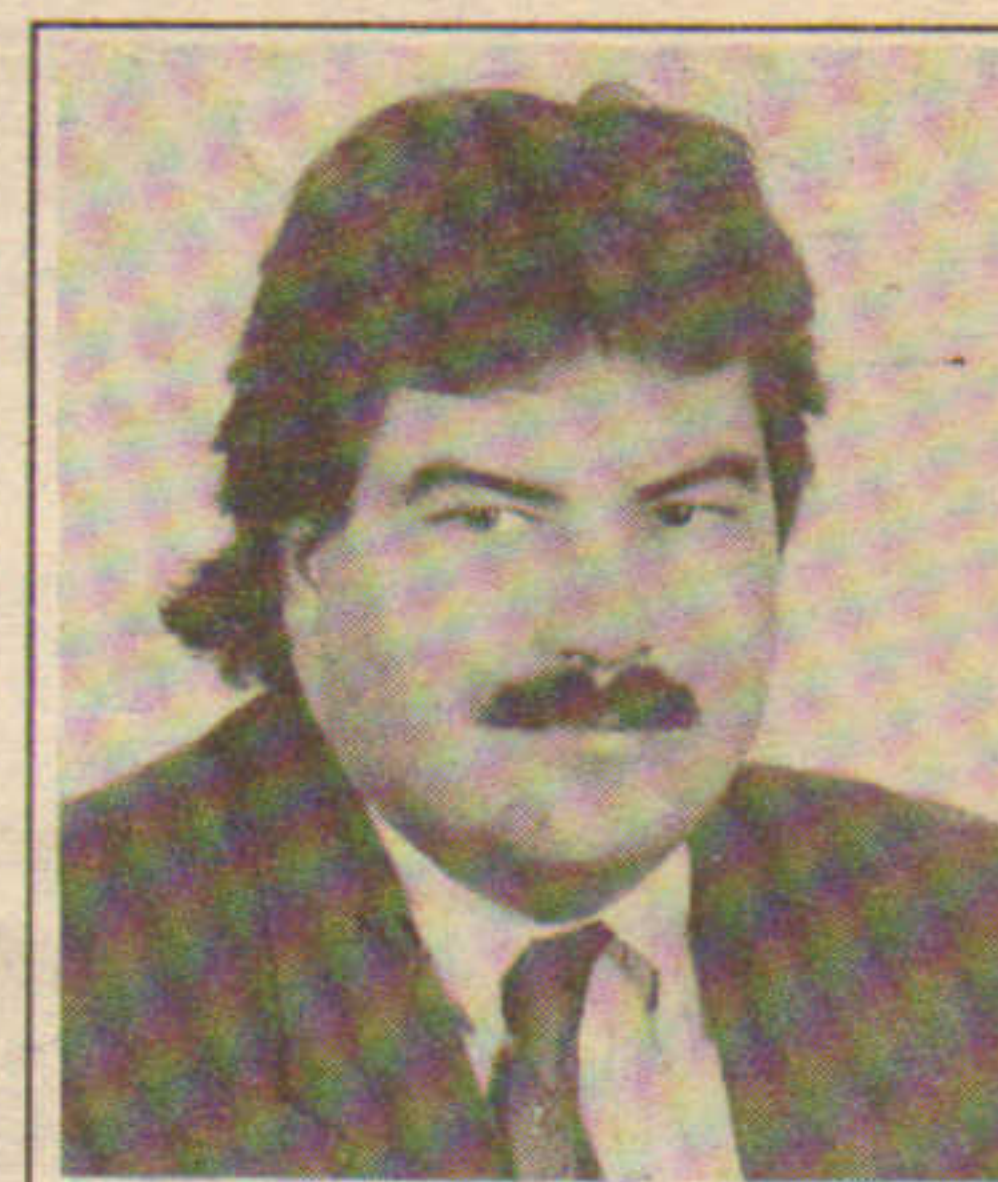
Westinghouse Credit Corp. loans \$87m to S. Karp & S. Weiner to buy 18 store Lechmere chain on east coast.



Joseph Corcoran
CORCORAN, JENNISON



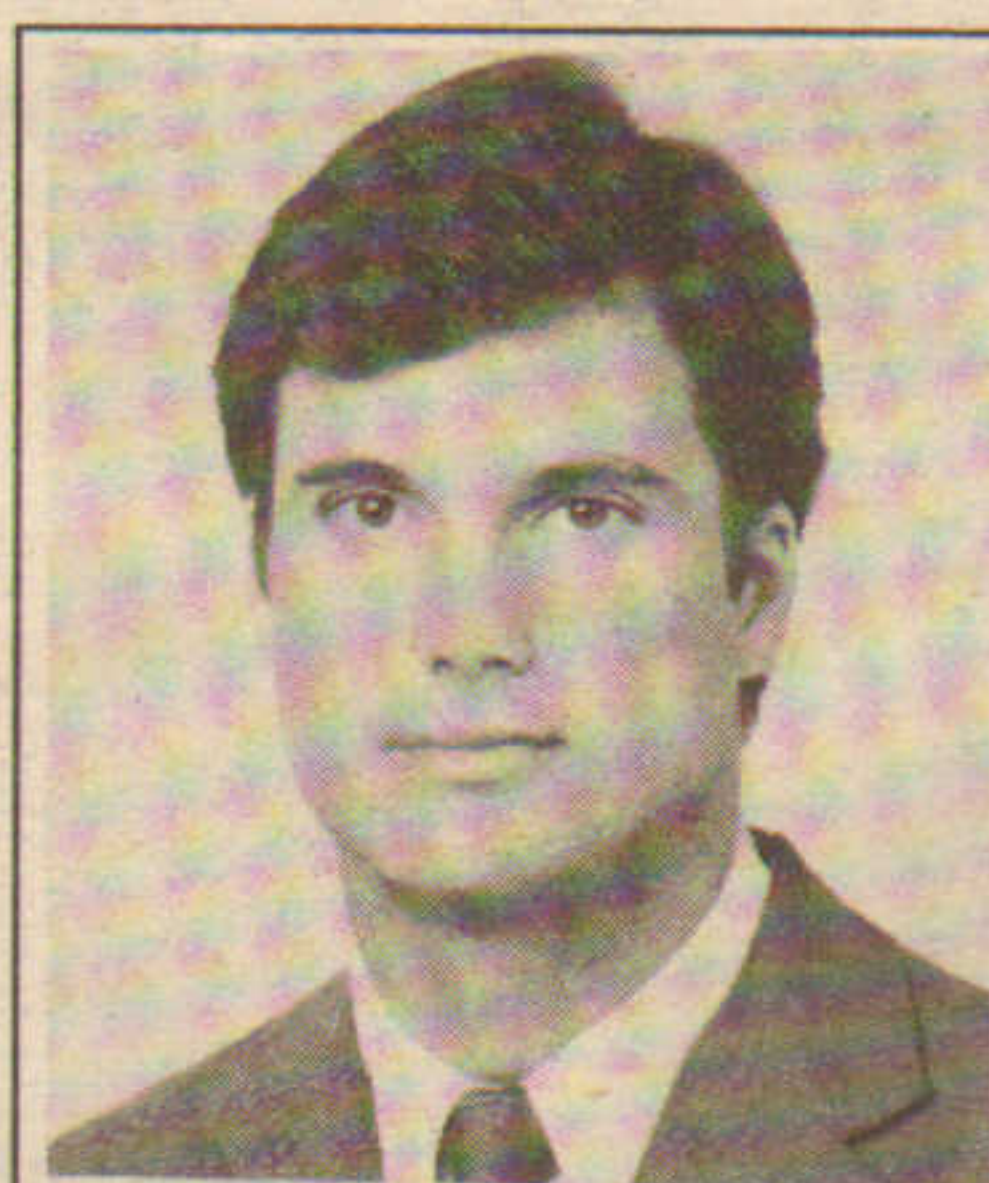
Robert Hunt, Sr.
NEWGATE INTERNATIONAL



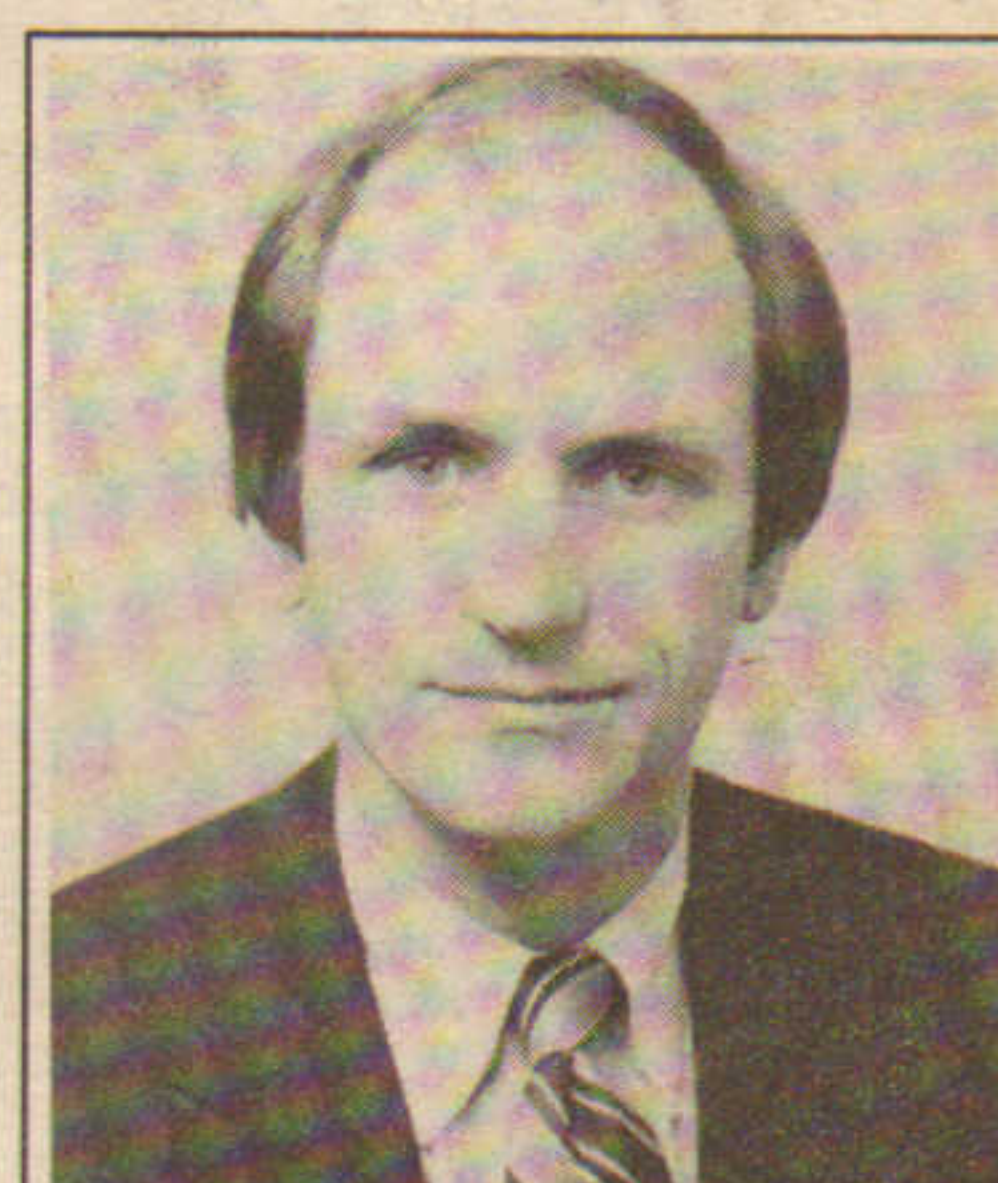
Mike Broderick
BRODERICK-ILFELD



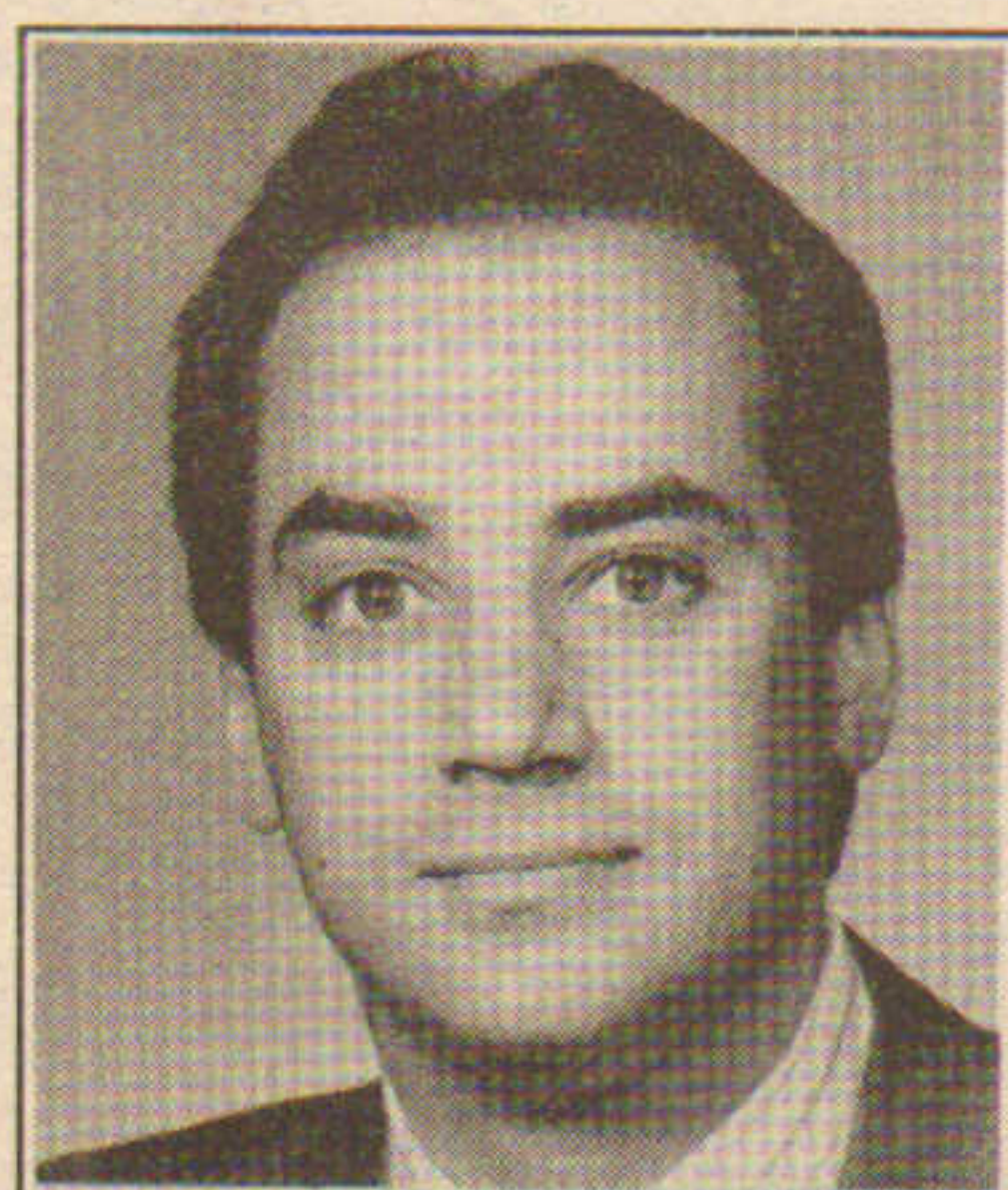
Joseph Fallon
JAYMONT PROPERTIES



John Hynes, III
LINCOLN PROPERTIES



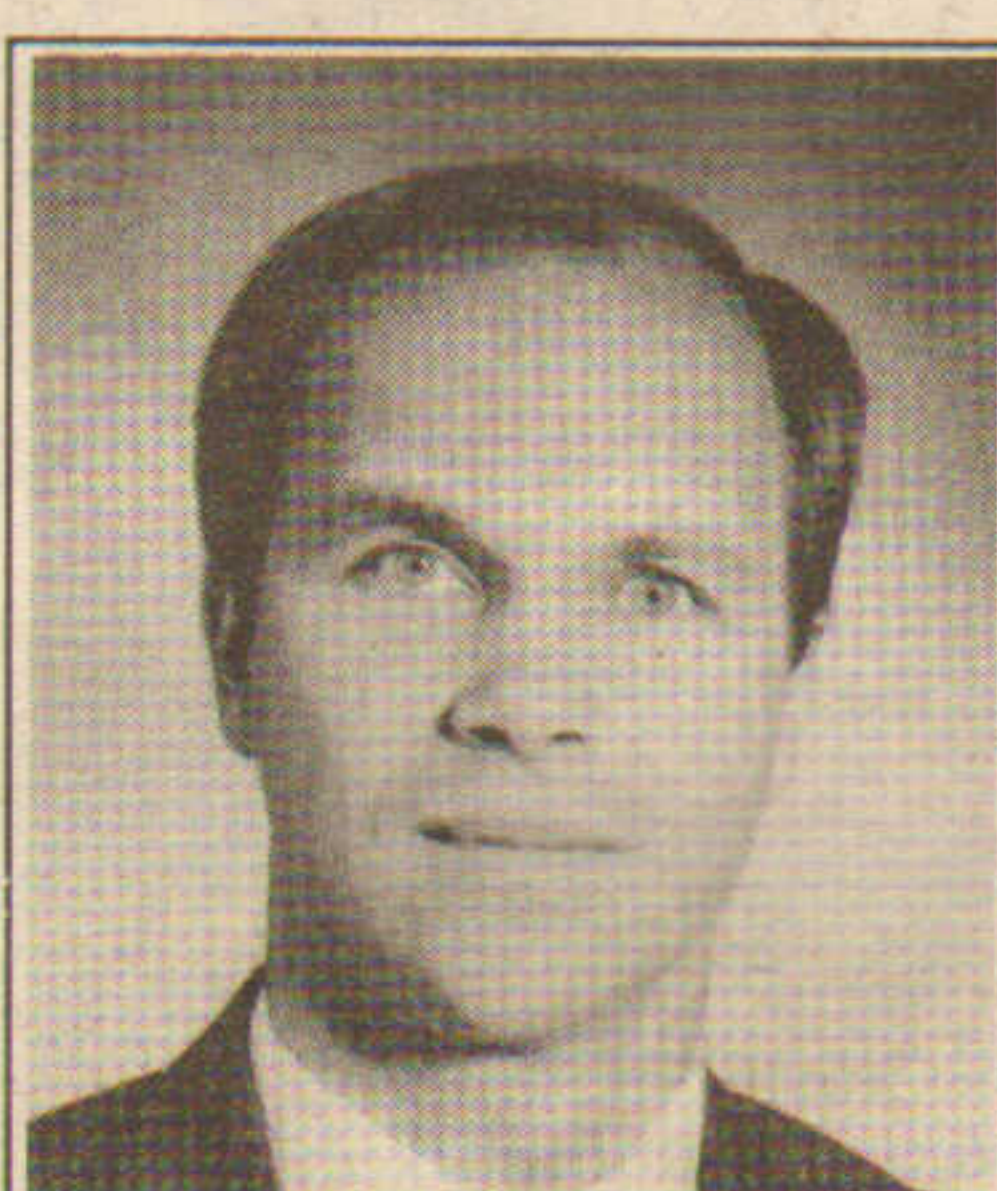
William Blackham III
TAMBONE CORP.



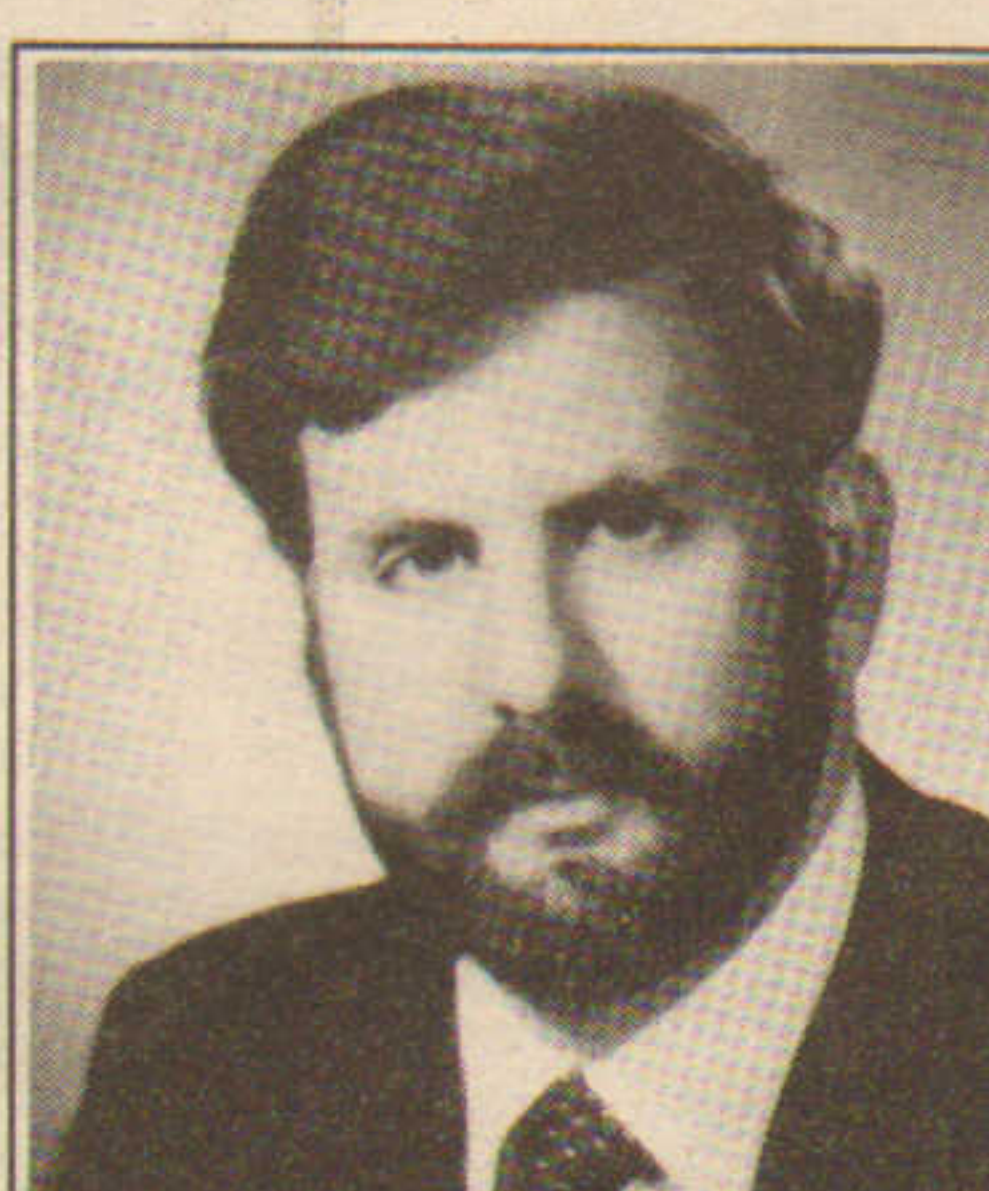
Jeffrey Swartz
LEGGAT McCall/G&E



David Richardson
LEGGAT McCall/G&E



Ogden Hunnewell
NORTHLAND INV. CORP.



Mark Leventhal
THE BEACON COMPANIES



Karl Olsen
EQUITY VENTURES



Nancy Harrold
SASAKI ASSOCIATES, INC.



Christopher Haughey
HAUGHEY COMPANY



Arnold Feinerman
ADMIRAL CONST.



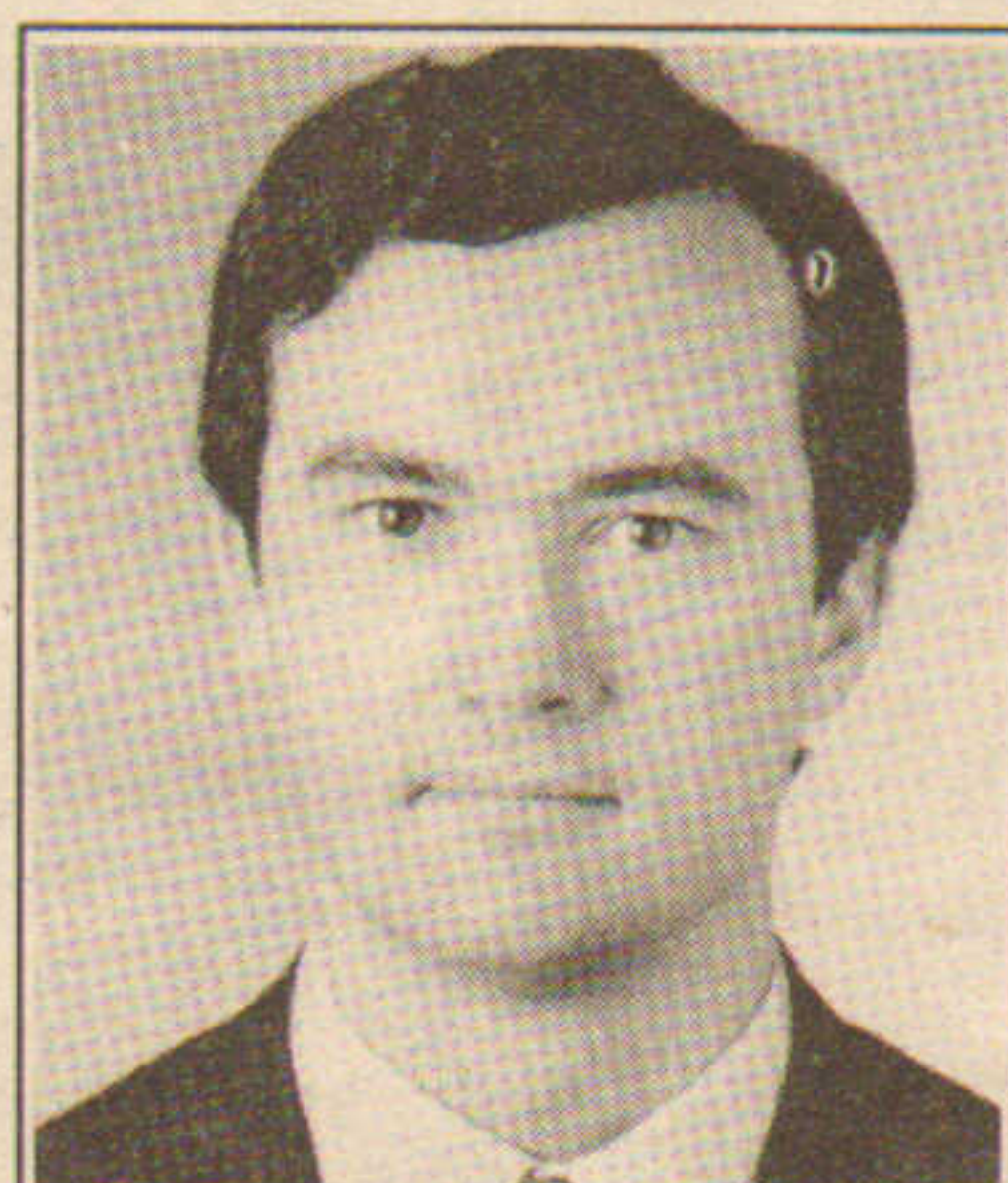
John Mueller
HUNNEMAN COMM'L. CO.



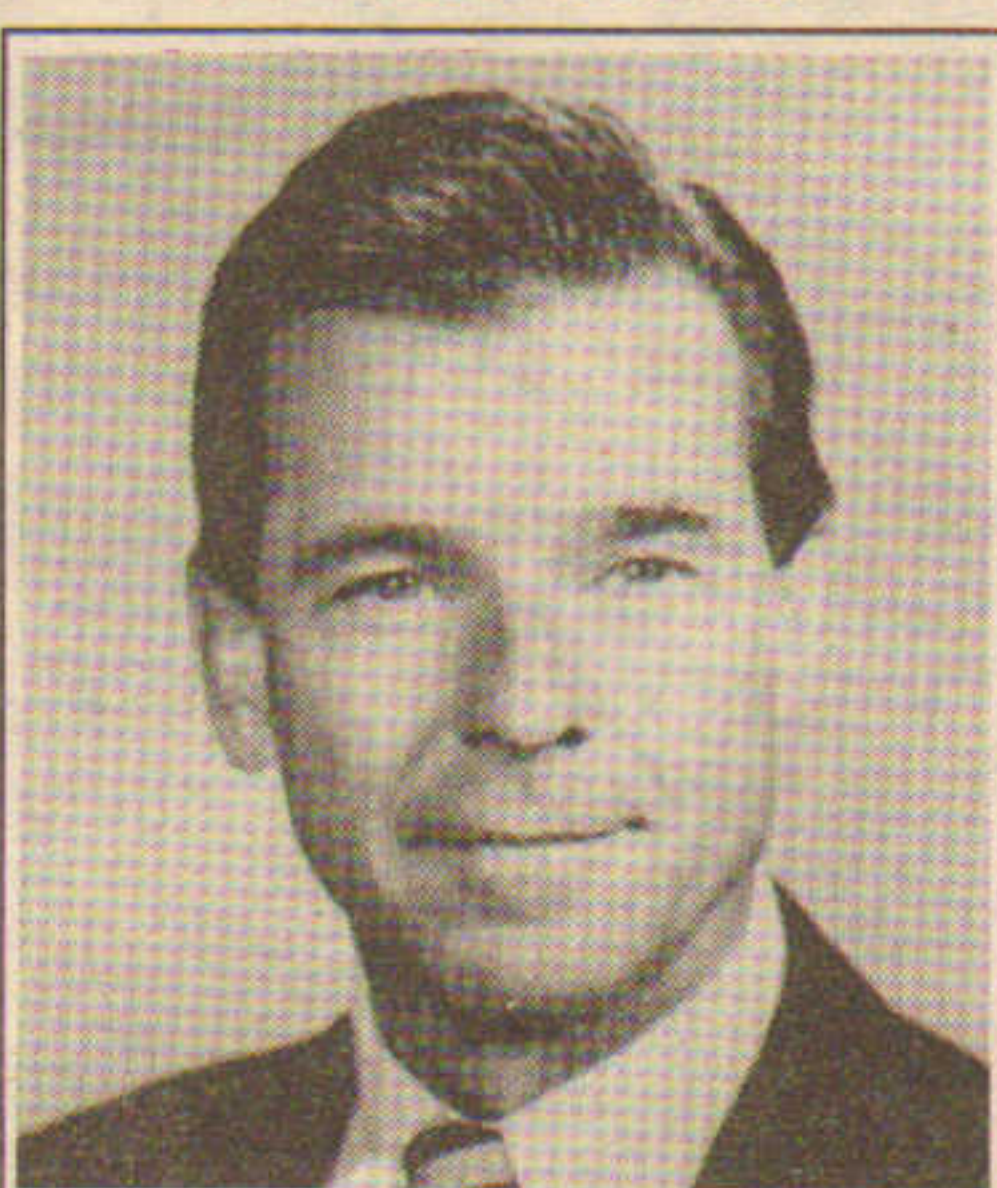
Mark Smith
JAYMONT PROPERTIES



Stephen Murphy
THE CODMAN COMPANY



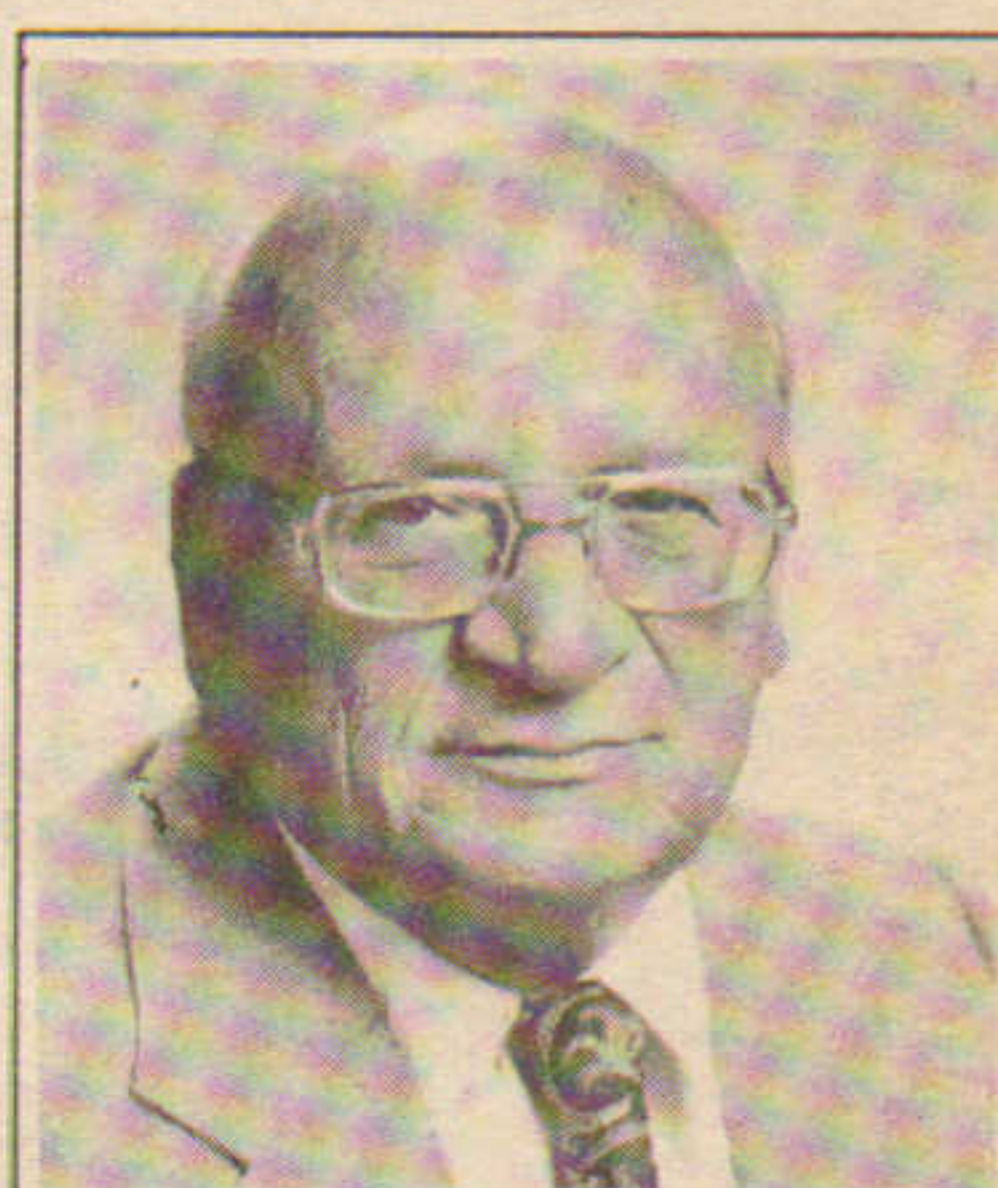
Stephen Lynch
THE CODMAN COMPANY



Richard Galehouse
SASAKI ASSOCIATES, INC.



David Hirzel
SASAKI ASSOCIATES, INC.



Anthony Sessa
A.J. SESSA REALTY



Martha Lamphin
SASAKI ASSOCIATES, INC.



Marianne MacDonald
MM RE INC.



O'Neal Ingram
IRB COMMERCIAL



Anthony Grant
LONDON & LEEDS



Chuck Moran
CORCORAN MGMT.

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Donald L. Saunders, CPM, MRA
President and Chief Executive Officer



Saunders Real Estate Corporation

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DECEMBER

Triad Group & Dartmouth Co. cobroker 30,000 s/f \$1.6m Avon, Mass. plant sale for New England Structures.

Scofield Realty & Mortimer and Mortimer sell 16,600 s/f ind. bldg. in Greenwich, Conn. for \$2 million.

Griffin Electrical awarded subcontract for 343 room Radisson Hotel in Woburn by Columbia Sussex.

Anthony Covalli of Macmillan & Sons sells 37,808 s/f West Springfield facility for \$550,000.

The Robbins Group & C.W. Whittier lease 11,048 s/f in Cambridge for Hamilton Realty.

London & Leeds and H.N. Gorin Assoc. top off \$40m 101 Merrimac St., Boston, designed by TAC.

Ralph Bruno of Boston buys \$30m Shawmut Inn, Kennebunkport, for renovation and additions.

M. Wallace, T. Ballard & J. Katzenberg of Coldwell Banker sell Back Bay-Boston offices-stores for \$2.325m.

Bank Mart provides \$1.8m to Kelco Dev. to build General Electric Supply facility in Stratford, Conn.

Kuhlmann Inc. completes first office condos in Attleboro, Mass., containing 21,536 s/f.

Macmillan & Sons handles sale of 146,345 s/f Chicopee sale for Weyerhaeuser Paper to Spaulding Sports for \$1.8m.

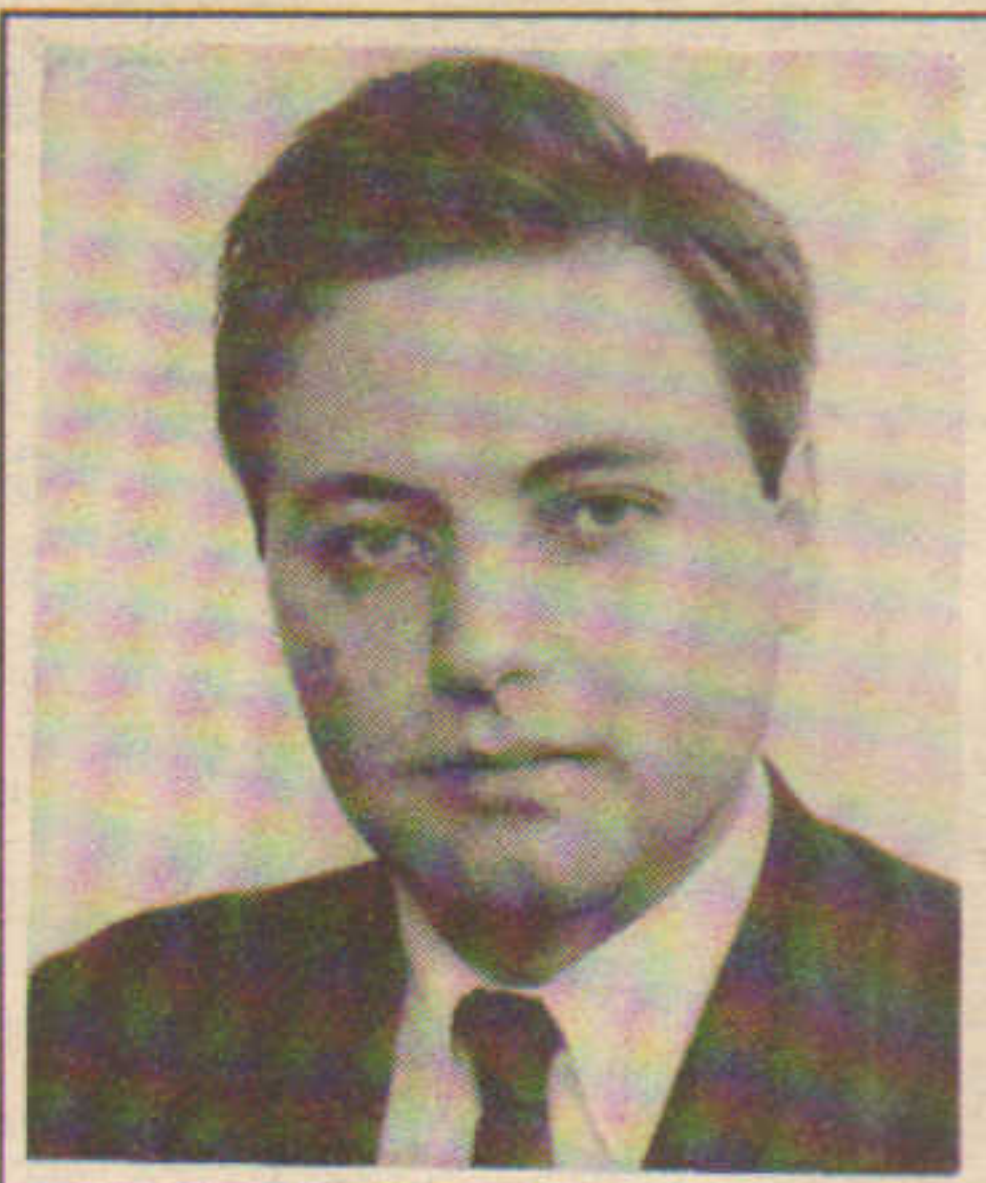
Kevin Barry & Dana Narlee of C.W. Whittier broker \$9.2m sale of 60,000 s/f, Boston, for Landmark Properties.

Maurice di Marco & George Hinchey of Corporate Space inc. lease 25,000 s/f at One Ledgemont Ctr. for Beal Companies.

Hamilton Stevens Inc. plans \$50m 340,000 s/f Southgate Executive Park in Southbury, Conn.

Sumner Schein Architects & Engineers completes Emerald Square for N.E. Development & Pyramid Cos., No. Attleboro.

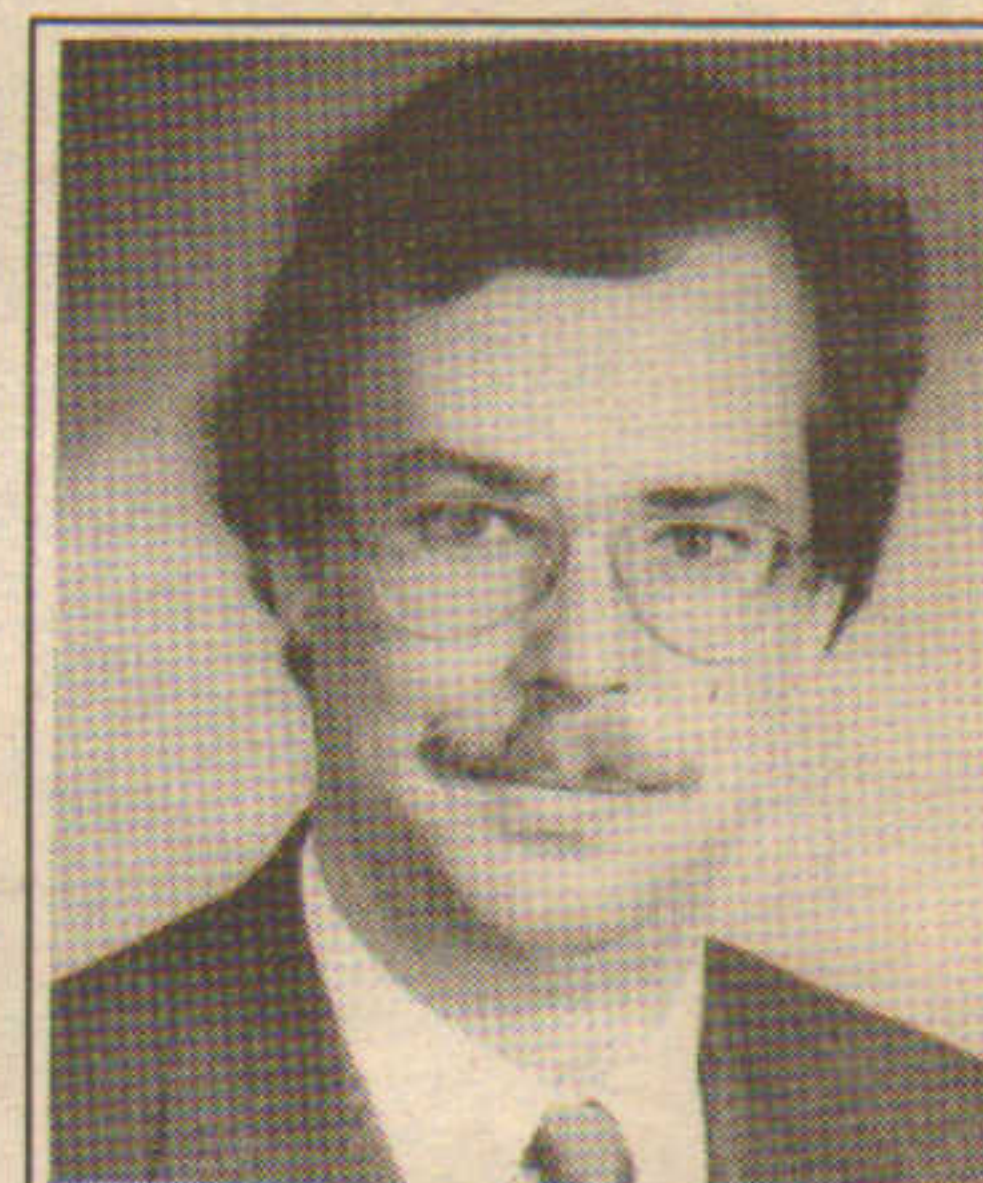
The Copley Group appoints Hunneman Commercial to market its 100,000 s/f former Boston Safe building.



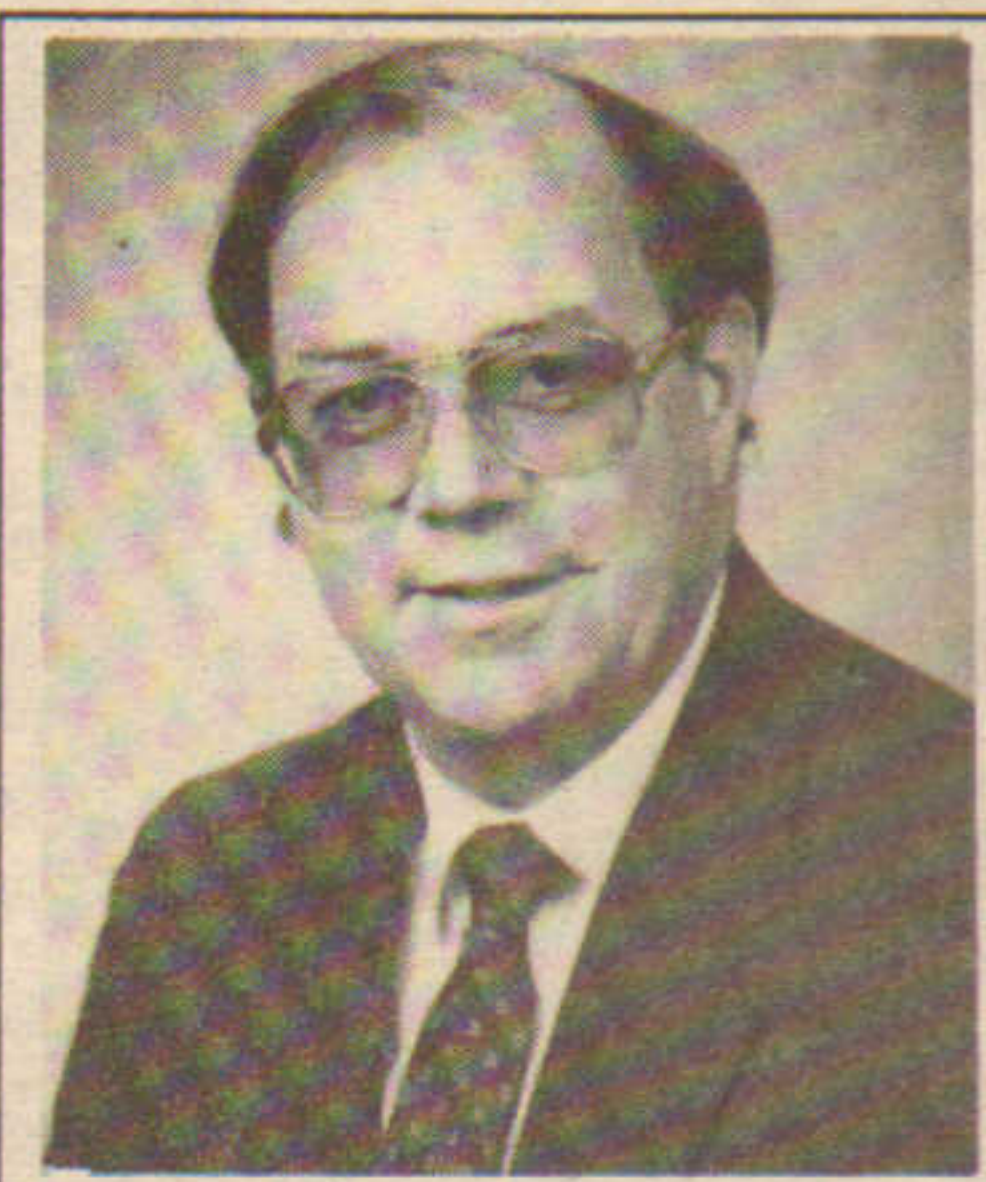
Michael Edward
FERRIS CO.



Peter Colgan
THE GIFFORD GROUP



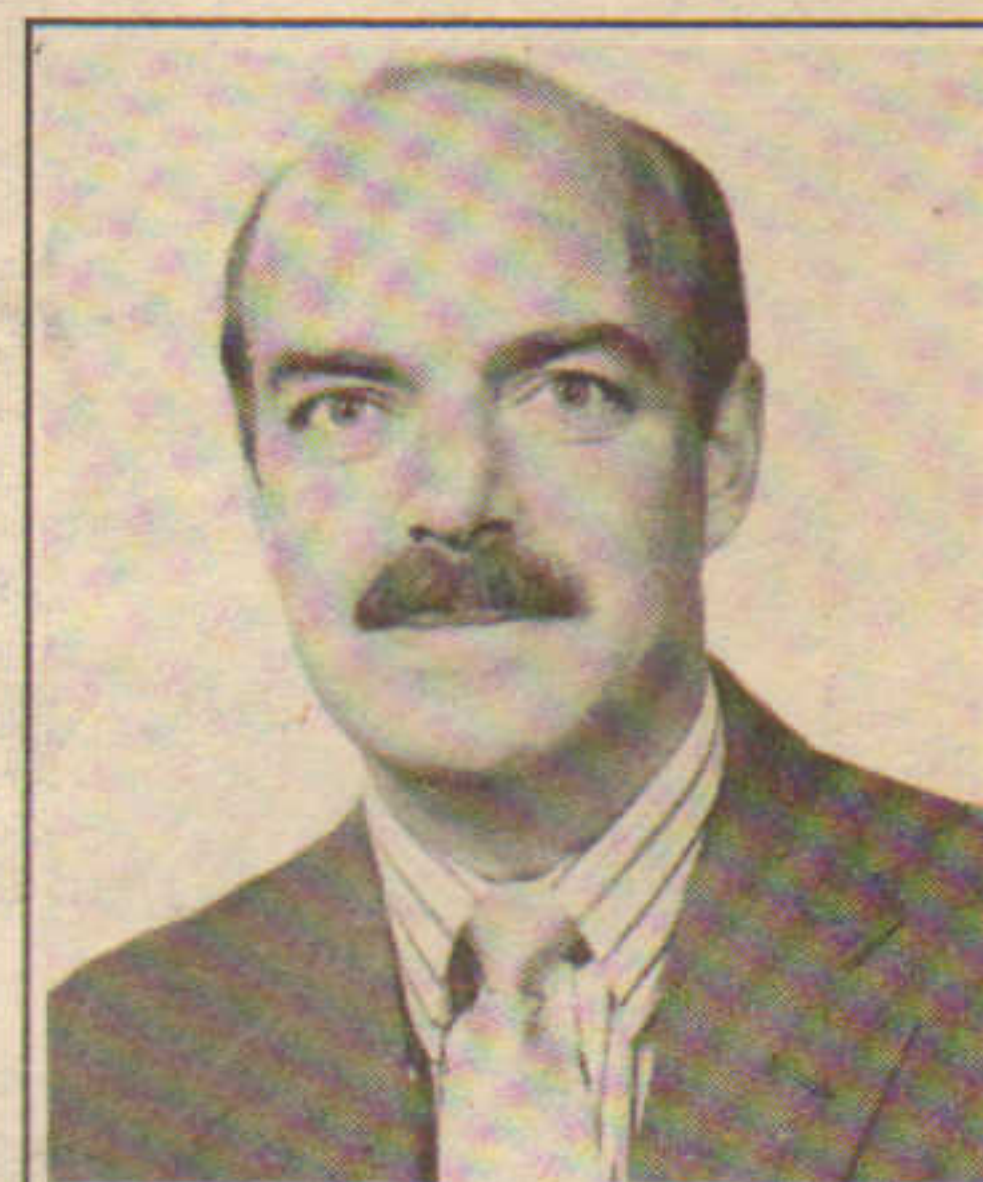
David Coughlan
NORTHLAND INVESTMENT



Carl Gauthier
PARAMOUNT DEV.



Peter Nelson
TOM HILL REALTY



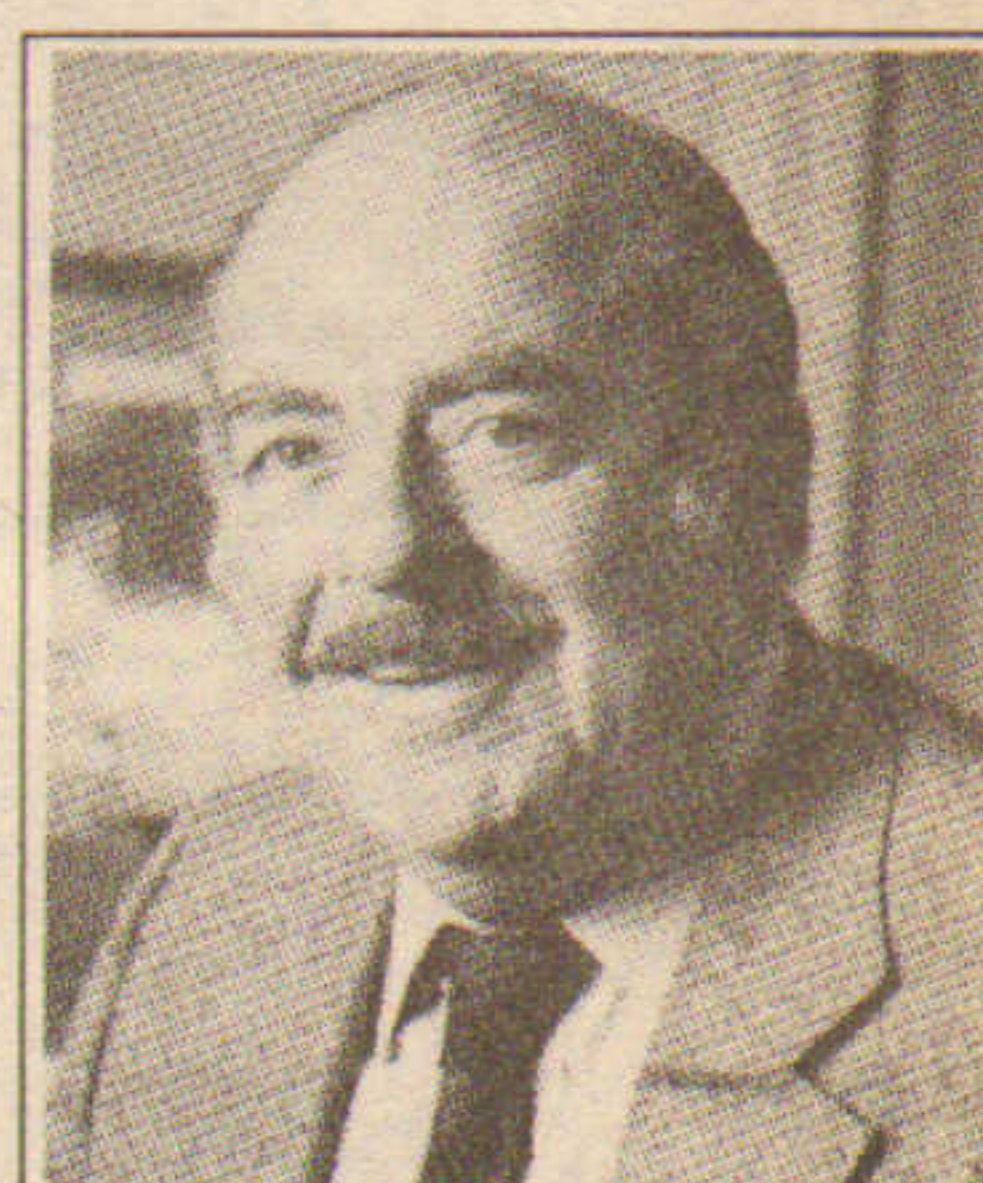
John Whalen
FIRST BRISTOL CORP.



Frederic Wittman
FGE & O



Charles Gale
GALE ASSOCIATES



Bill Effinger
BIRD CONST. SOFTWARE



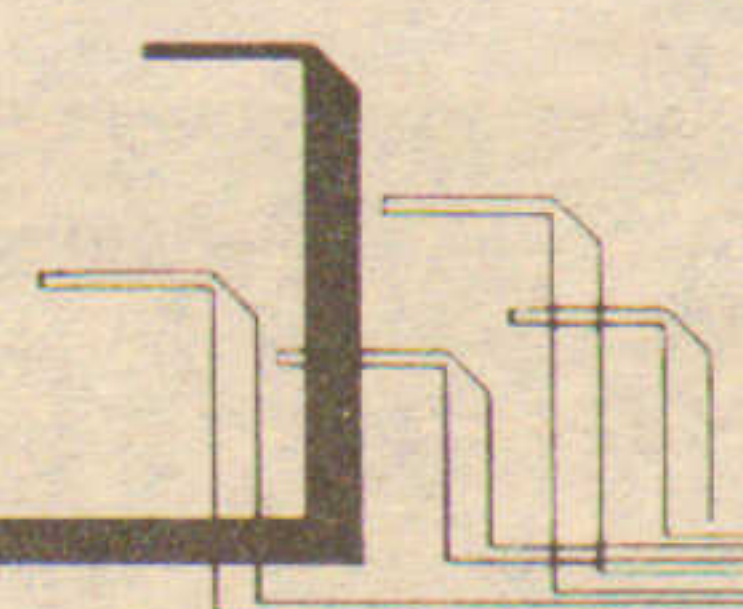
Allan Stahler
STAHLER COMPANIES



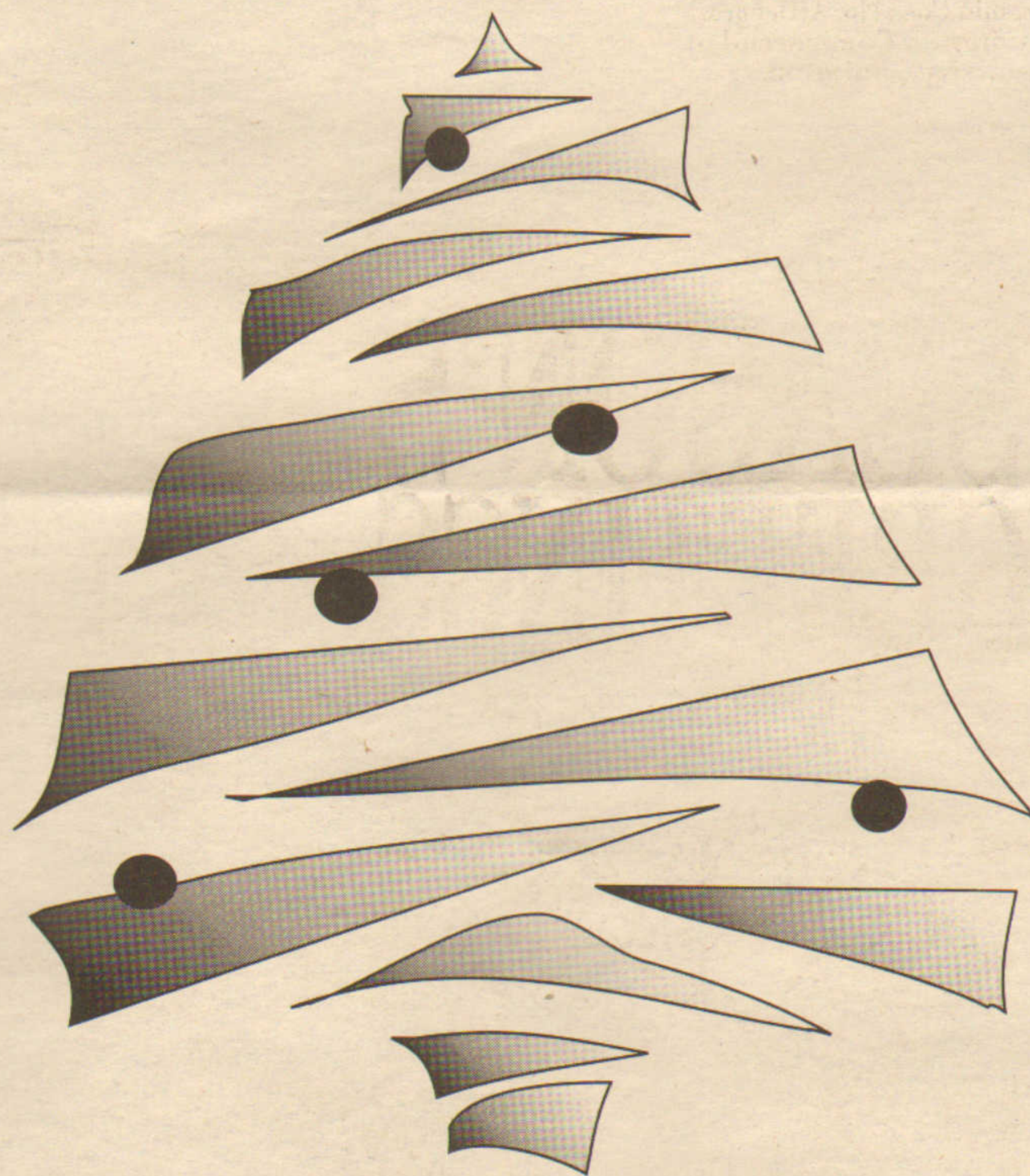
SEASON'S GREETINGS



Bierbrier Development (617) 863-1800



BEST WISHES TO ALL
THIS HOLIDAY SEASON
AND THROUGHOUT
THE COMING
YEAR!




FALLON
HINES & 
O'CONNOR Inc.

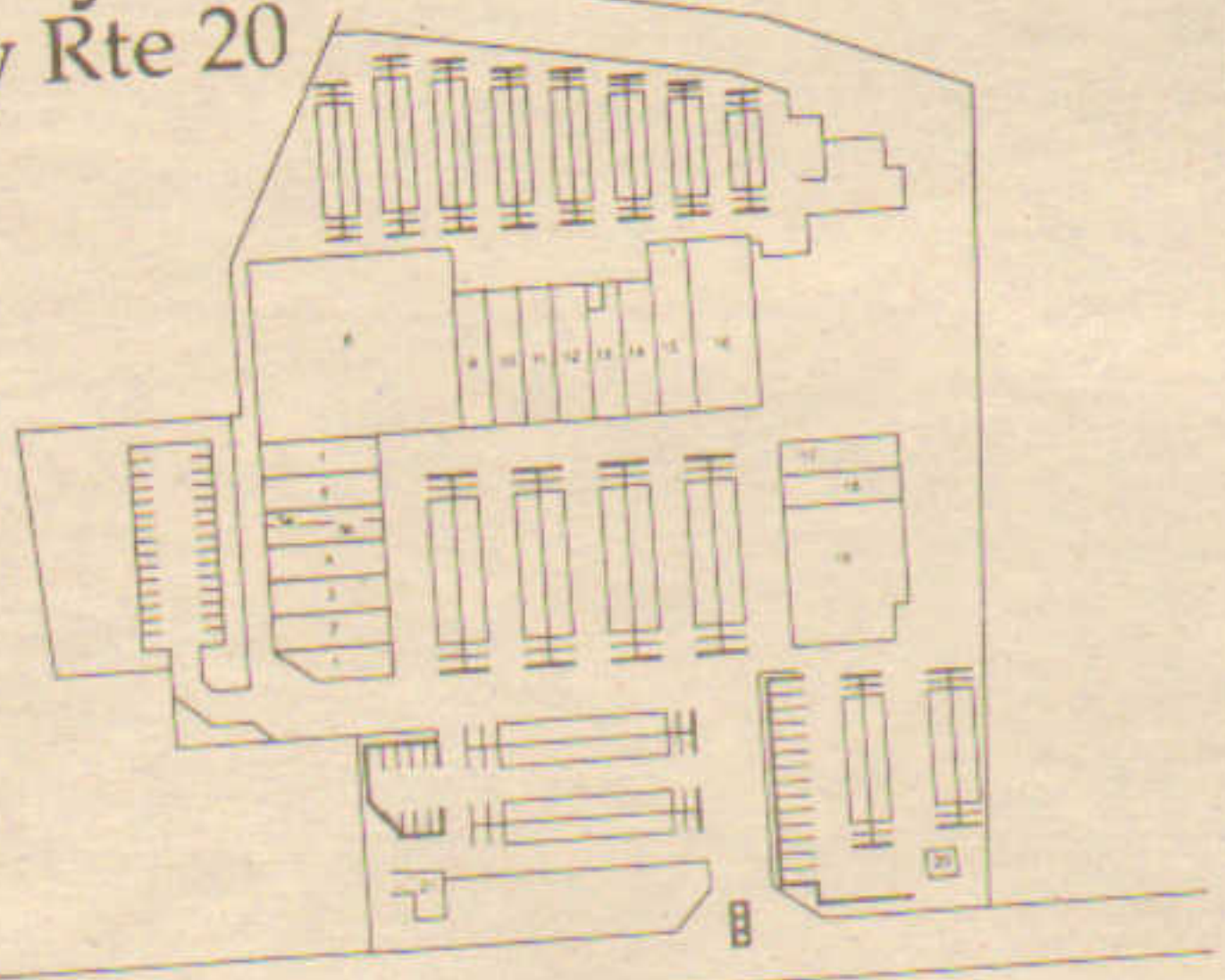
201 Devonshire Street
Boston, MA 02110
(617) 482-0900

CGI presents eight more o

Don't miss *your* opportunity to join prestigious national retailers at

BROKER PARTICIPATION

Sudbury Crossing Sudbury Rte 20

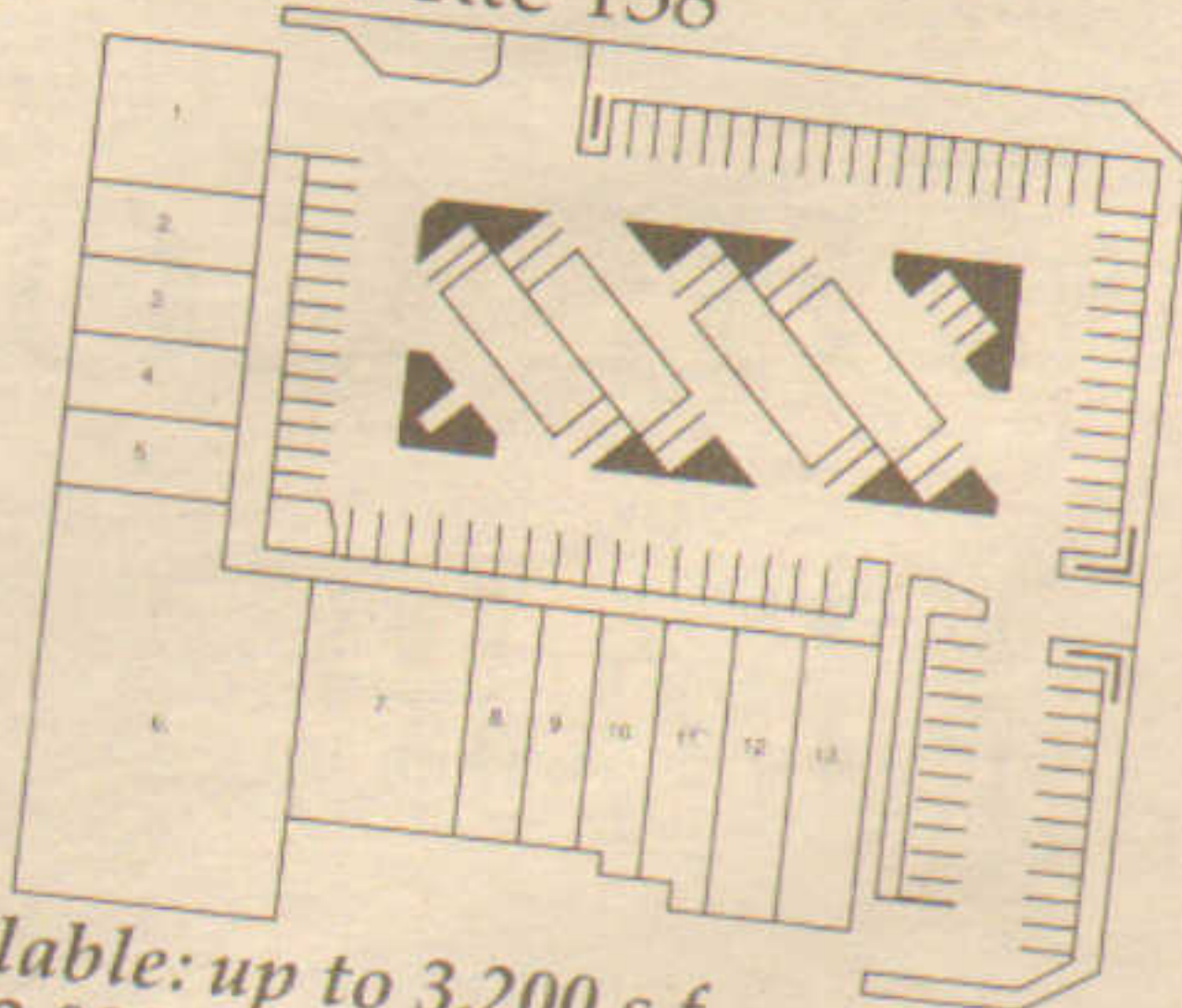


Available: up to 2,500 s.f.

Join T.J. Maxx, Cherry, Webb and Touraine, Pearle Vision Center, Strawberries Records, and Hit or Miss.

LOCATION: Boston Post Road
TRADE AREA POPULATION: 12,479 (2 mile radius)
AVERAGE HOUSEHOLD INCOME: \$48,854
DAILY TRAFFIC COUNT: 22,000+
PARKING SPACES: 468
TOTAL SQUARE FEET: 82,765

Fresh Mart Plaza Portsmouth Rte 138

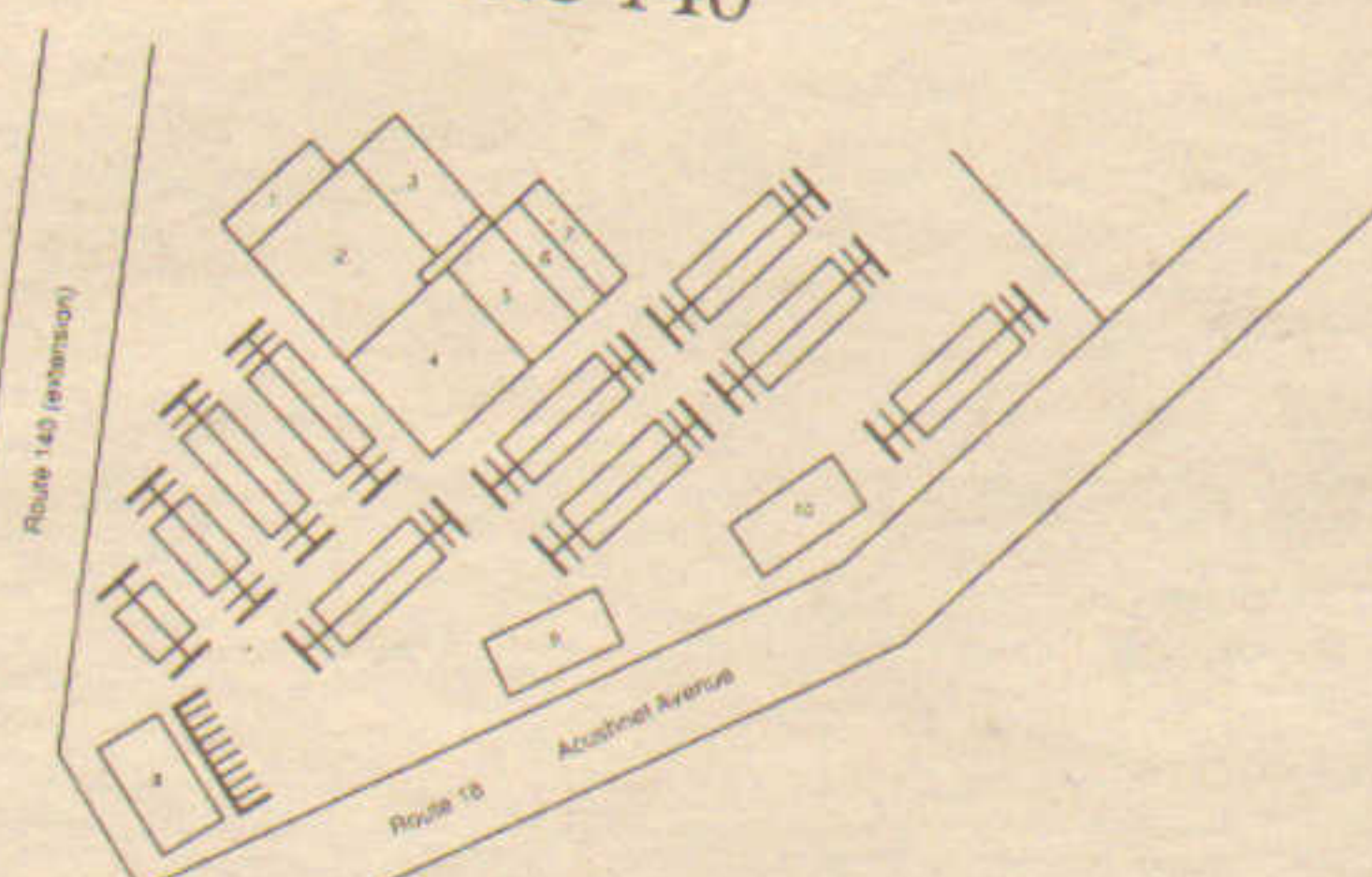


Available: up to 3,200 s.f., plus 3,000 s.f. restaurant

Join Fresh Mart Food, Hospital Trust Bank, and Mr. Donut.

LOCATION: 3037 East Main (Route 138) and Village Way
TRADE AREA POPULATION: 16,100 (2 mile radius)
AVERAGE HOUSEHOLD INCOME: \$37,307
DAILY TRAFFIC COUNT: 17,900
PARKING SPACES: 165
TOTAL SQUARE FEET: 29,600

Acushnet Crossing New Bedford Rte 140

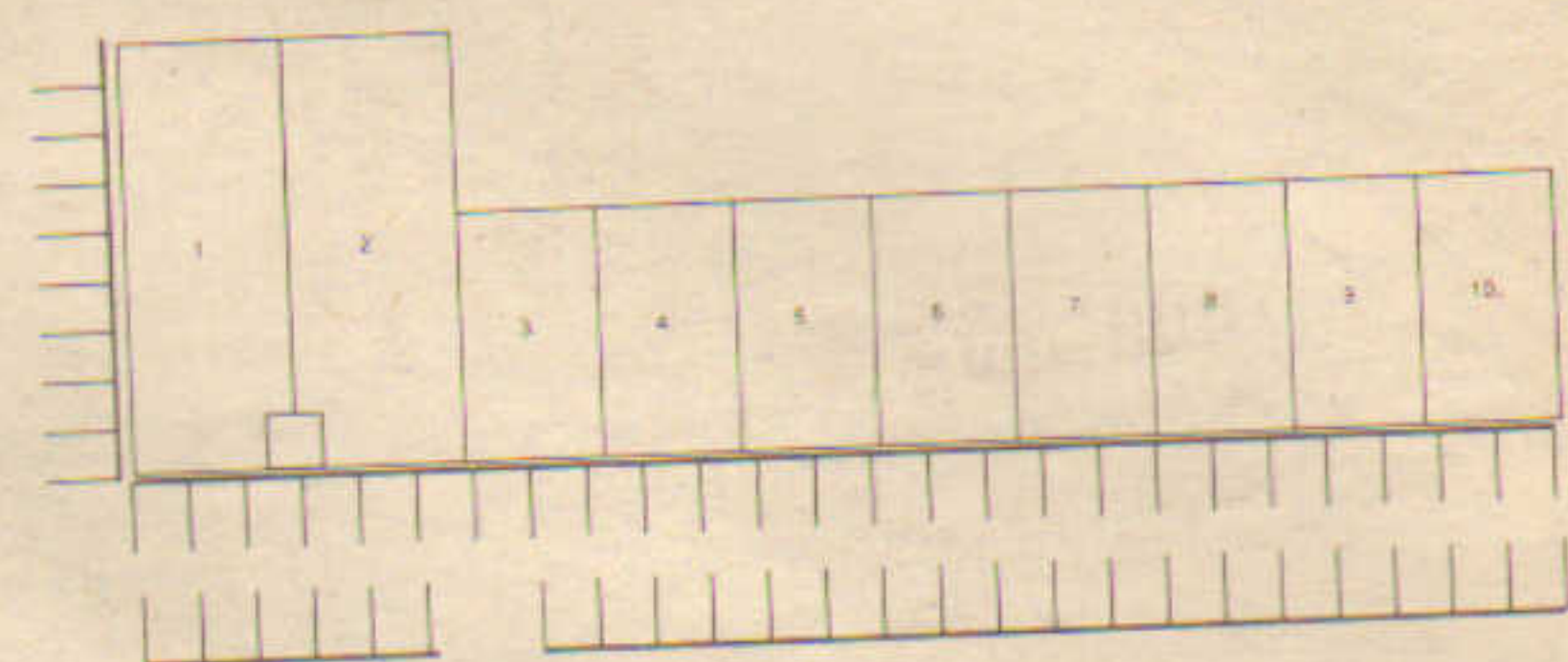


Available: up to 20,000 s.f.

Join Commonwealth Electric and Liquor Store.

LOCATION: Corner of Routes 140 and 18 (Acushnet Avenue)
TRADE AREA POPULATION: 17,981 (2 mile radius)
AVERAGE HOUSEHOLD INCOME: \$29,410
DAILY TRAFFIC COUNT: 11,000+
PARKING SPACES: 271
TOTAL SQUARE FEET: 28,794 (Plus Pads of 2,600 s.f., and 1,600 s.f.)

Amherst Street Mall Nashua Rte 101

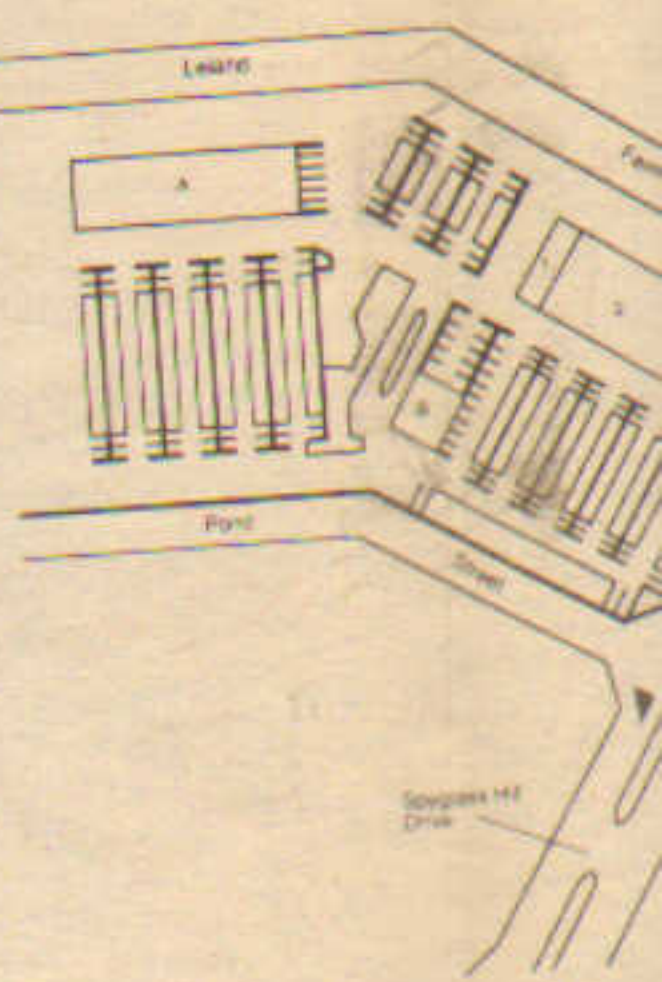


Available: up to 1,200 s.f.

Join Radio Shack, New England Tool, and Manhattan Deli

LOCATION: 427 Amherst Street (Route 101 across from Builder's Square)
TRADE AREA POPULATION: 32,551 (3 mile radius)
AVERAGE HOUSEHOLD INCOME: \$34,994
DAILY TRAFFIC COUNT: 43,229
PARKING SPACES: 90
TOTAL SQUARE FEET: 22,200

Shaw's Plaza Ashland Rte 126



Available: up to



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(617) 734-1900 FAX (617) 232-2729

opportunities for retailers

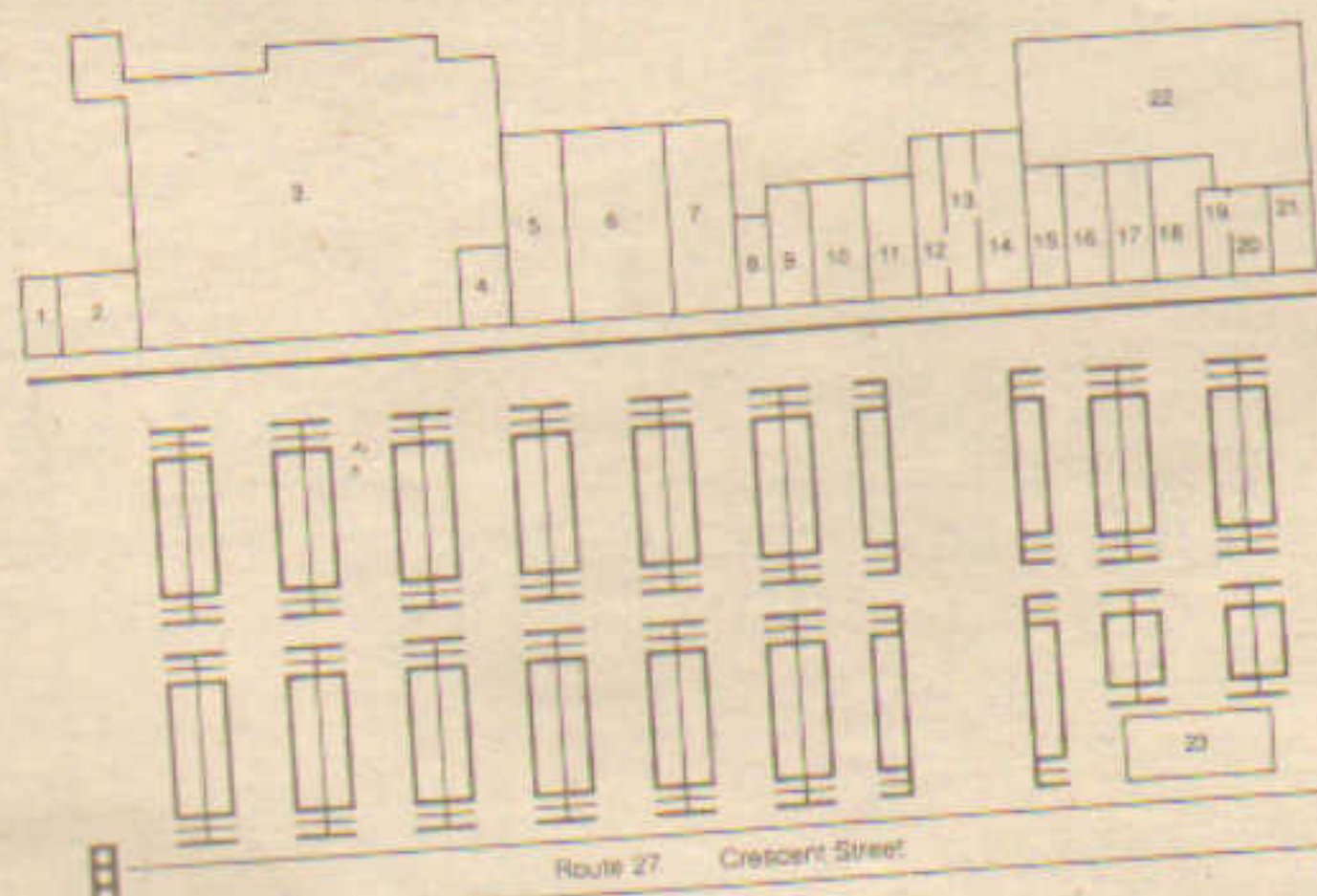
ers at CGI Community Shopping Centers throughout New England.

ATION IS WELCOME!

sh Mart Foods,
Trust Bank,
Donut.

3037 East Main Road
and Village Way
EA POPULATION:
e radius)
HOUSEHOLD
7,307
FFIC COUNT:
PACES: 165
ARE FEET: 29,600

Brockton East Crossing Brockton Rte 27

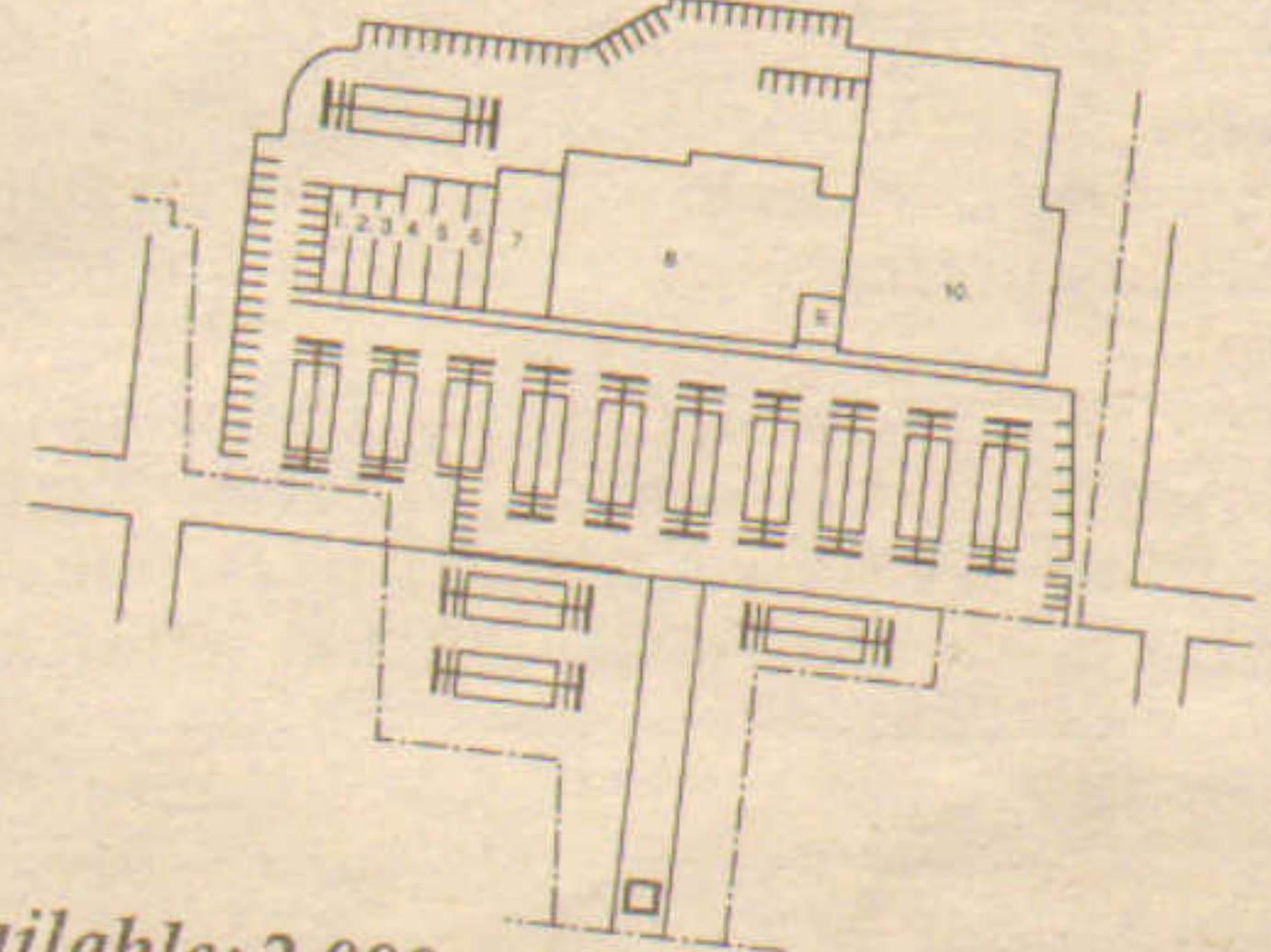


Available: up to 5,000 s.f., pad up to 4,000

Join Strawberries Records,
Walgreen Drug, and
Radio Shack.

LOCATION: 700 Crescent Street
(Route 27)
TRADE AREA POPULATION:
53,980 (2 mile radius)
AVERAGE HOUSEHOLD
INCOME: \$24,565
DAILY TRAFFIC COUNT:
15,000+
PARKING SPACES: 542
TOTAL SQUARE FEET: 82,000

Attleboro Crossing Attleboro Rte 152

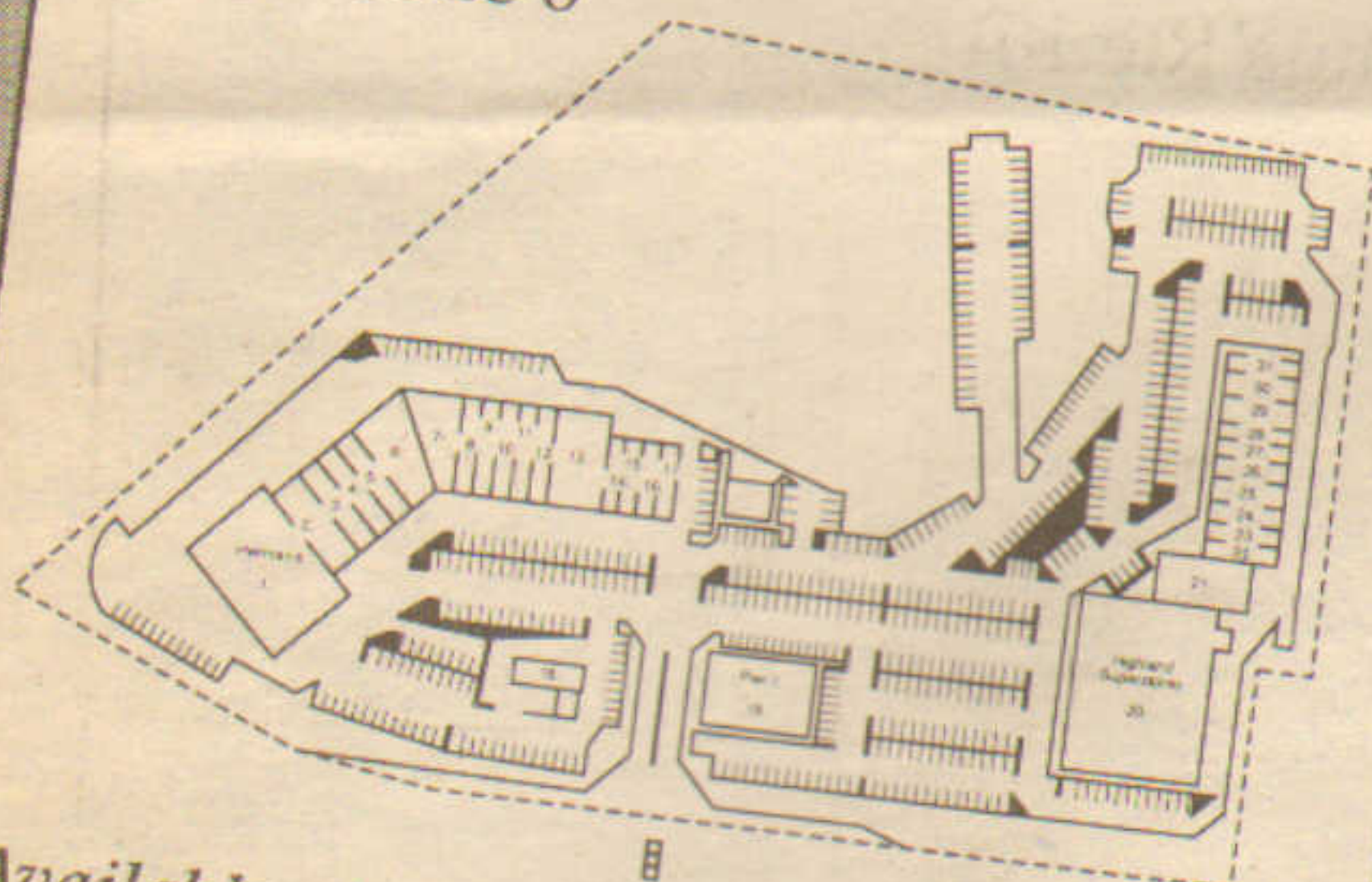


Available: 2,000 s.f. + 43,000 s.f. Anchor

Join Superplace Market,
Rite Aid Drug, and
Fantastic Sam's
ANCHOR AVAILABLE!

LOCATION: Route 152 (South Main St.)
(3/4 mile south of intersection of Routes
152, 123 and 118)
TRADE AREA POPULATION:
82,736 (5 mile radius)
AVERAGE HOUSEHOLD
INCOME: \$24,000
DAILY TRAFFIC COUNT:
10,500
PARKING SPACES: 478
TOTAL SQUARE FEET: 97,931

Highland Square Seekonk Rte 6

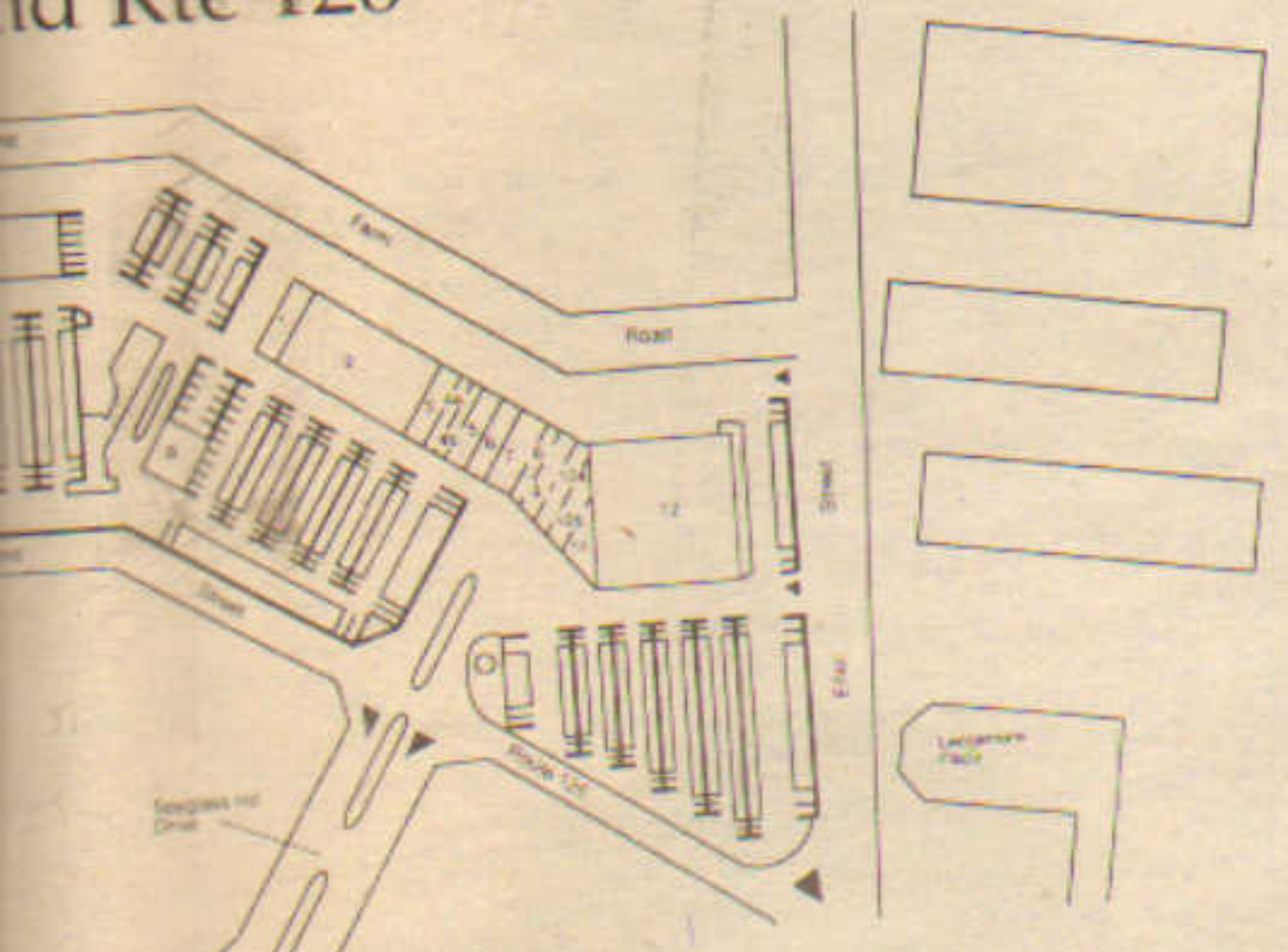


Available: stores in all sizes!

Join Highland Superstores,
Herman's Sporting Goods,
and Pier 1 Imports

LOCATION: Route 6 (Fall River Ave)
across from Seekonk Plaza
TRADE AREA POPULATION:
50,332 (3 mile radius)
AVERAGE HOUSEHOLD
INCOME: \$31,598
DAILY TRAFFIC COUNT:
30,360
PARKING SPACES: 658
TOTAL SQUARE FEET: 105,800

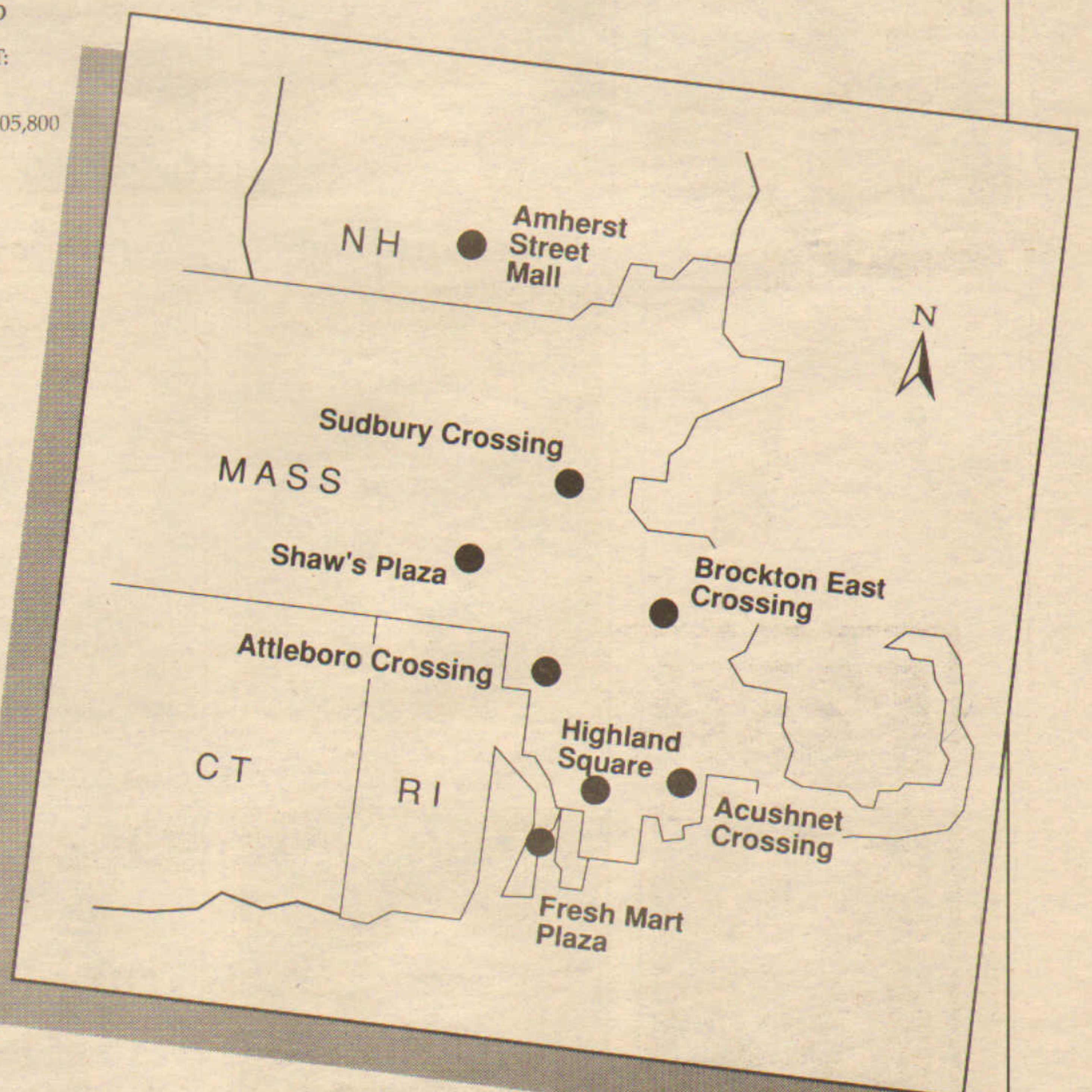
y's Plaza
and Rte 126



Available: up to 4,000 s.f.

Join Shaw's Supermarket,
and Osco Drugs

LOCATION: 301 Pond Street
(Route 126) at Elliot Street
TRADE AREA POPULATION:
29,560 (3 mile radius)
AVERAGE HOUSEHOLD
INCOME: \$42,600
DAILY TRAFFIC COUNT:
13,635
PARKING SPACES: 500
TOTAL SQUARE FEET: 89,864



DECEMBER

Bronson & Hutensky still growing: to open 1.1m s/f Pavilions at Buckland Hills in Manchester, Conn.

Kevin Malloy of Peter Elliot & Co. leases 14,603 s/f for Home Owners Savings Bank at Three Burlington Woods.

John Kerrigan of Leggat McCall/G&E leases 12,555 s/f for Julius Tofias & Co. at Reservoir Place in Waltham.

Codman Assoc. brokers sale of South Willow Plaza in Manchester, N.H. to Cuddy Lynch Manzi Bixby client.

London & Leeds and National Dev. Assoc. top off 280,000 s/f at Bay Colony Corporate Ctr.; Turner Const. G.C.

Leatherbee Mortgage places \$9.5m loan for Rich's Dist. Ctr. in Haverhill, a 204,000 s/f site on 21 acres.

Harold Brown of Hamilton Realty buys Taunton Mall, Peabody strip, Chestnut Hill offices for \$23 million.

Richard Garaffo of Avary R.T.G. opens first phase of Avary Square in Attleboro, a \$1.3m 10,000 s/f building.

Saunders & Associates brokers sale of 4,500 s/f South Boston store site for \$450,000 to one of its tenants.

Stephen Horan of Meredith & Grew arranged \$38m loan for 213,000 s/f at The Landmark for Boston Projects.

Eckman Construction builds 100 unit \$4.5m elderly apartments for Manchester (N.H.) Housing Authority.

Macomber Dev. Assoc. breaks ground on 9/90 Crossing Office Park, Framingham, a \$200m 1.5m s/f Rte.-Mass. Pike complex.

Leggat McCall/G&E brokers sale of 97,000 s/f former Data General Hooksett, N.H. site to United Savers Bancorp.

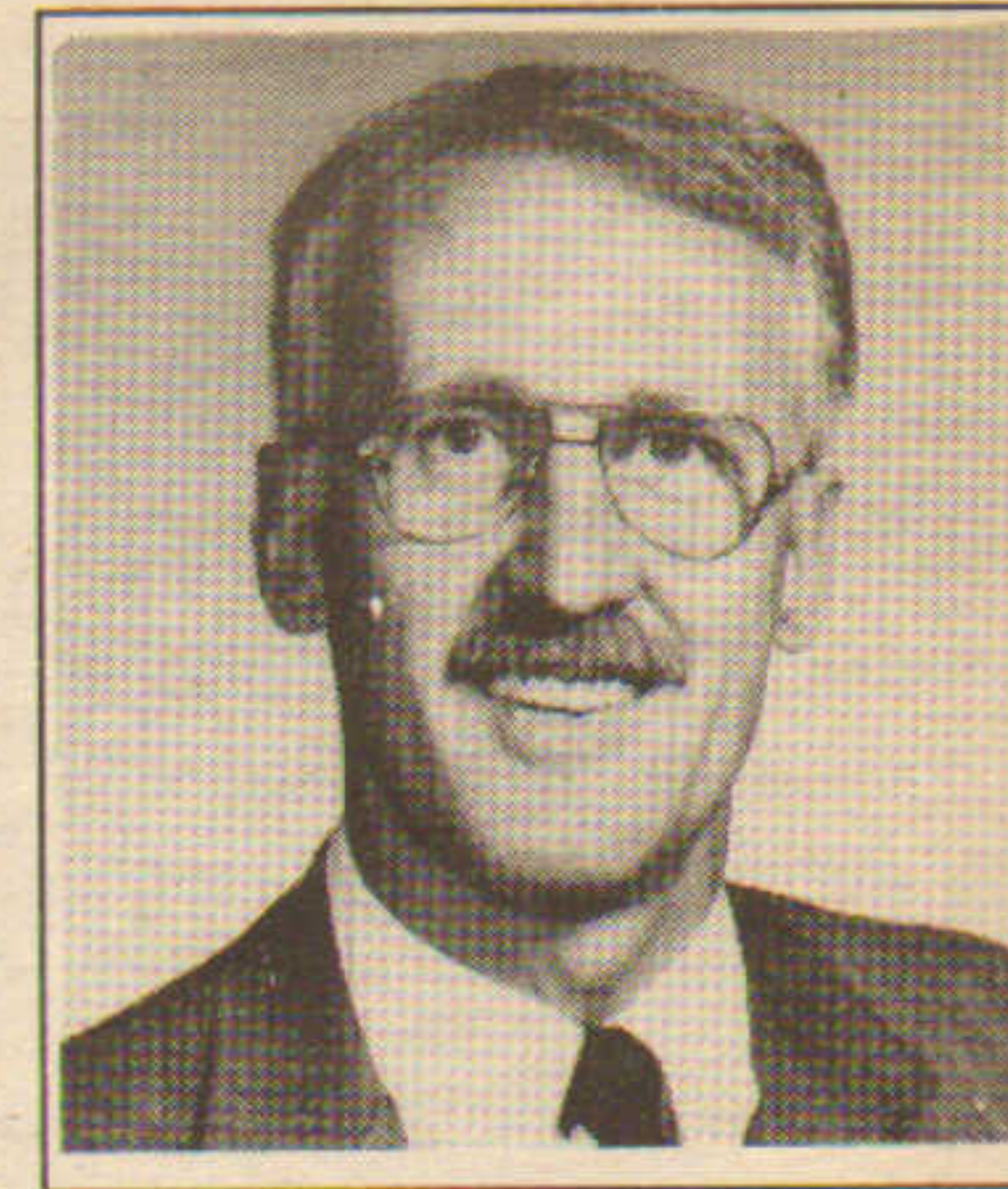
Roberts Brothers sells its 10,000 s/f Saugus strip mall for over \$1m to Equity Trust II, a J.F. White subsidiary.



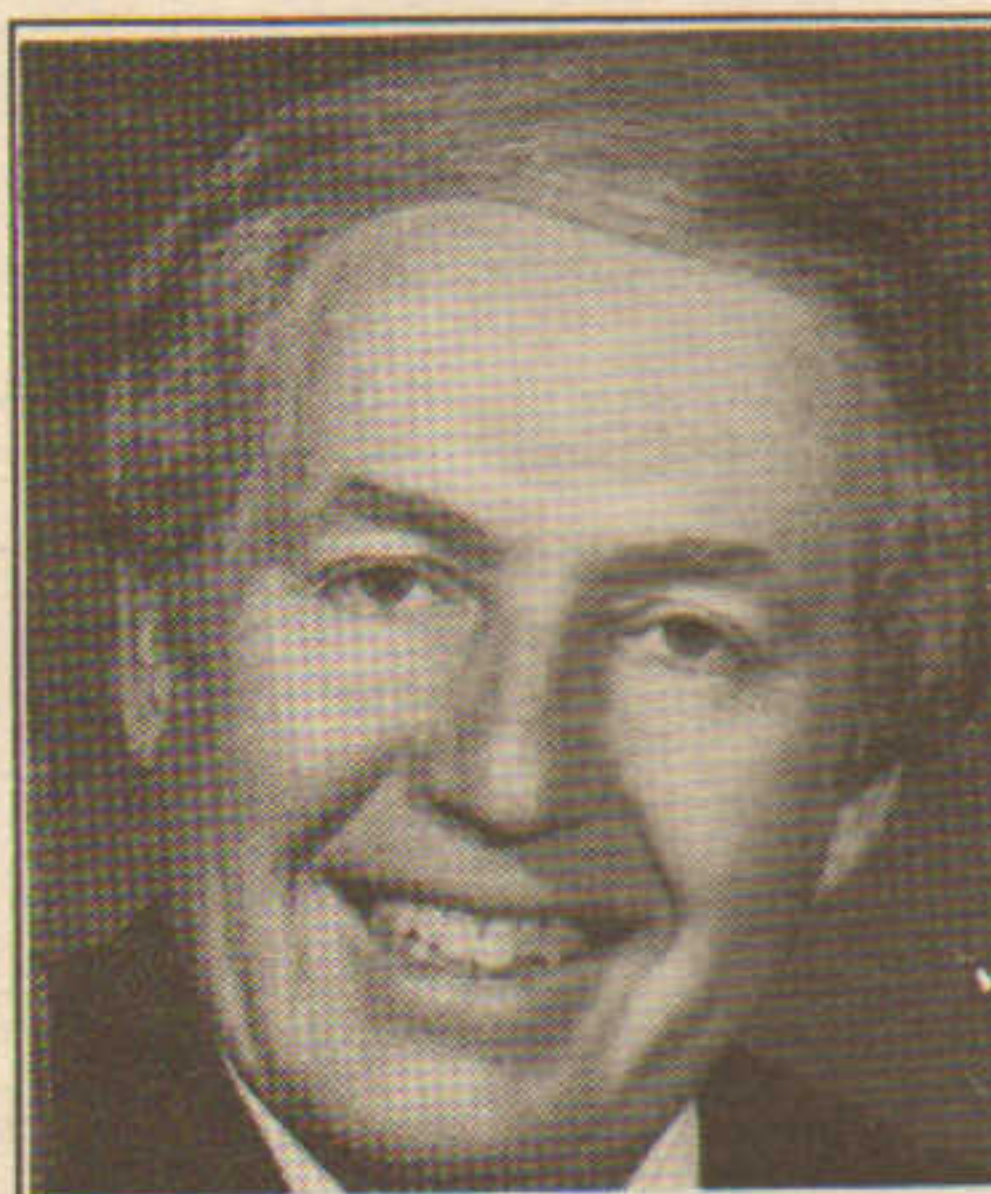
William Murphy
MURPHY & MURPHY R.E.



Victor Leon
CUSHMAN & WAKEFIELD



Peter Hourihan
CANNON



Bernard Rosenshein
ROSENSHEIN ASSOC.



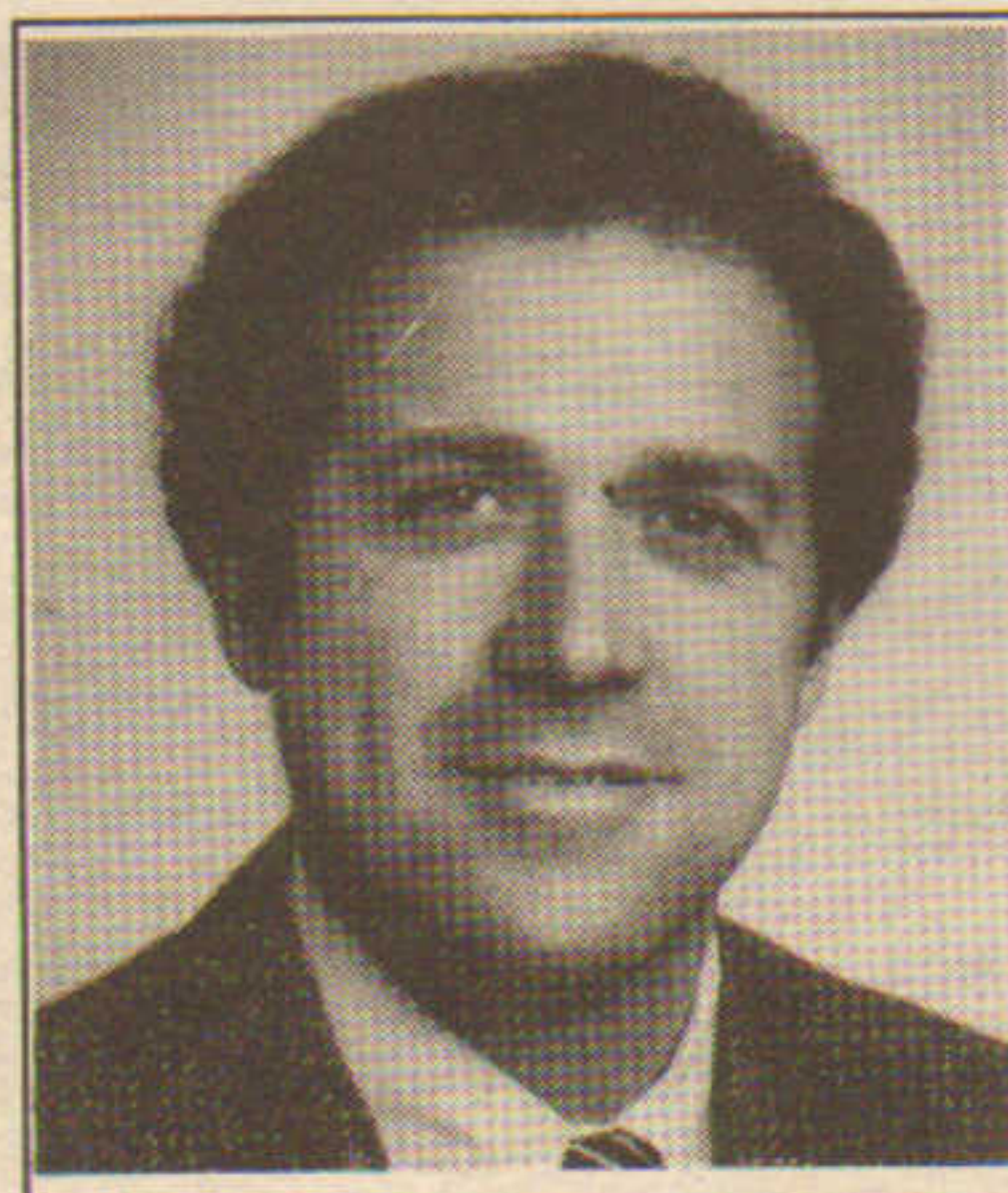
Allen Mintz
CHAIN CONSTRUCTION



William O'Connor
FGE&O



J.H. Walton Jr.
LEGGAT McCALL COS.



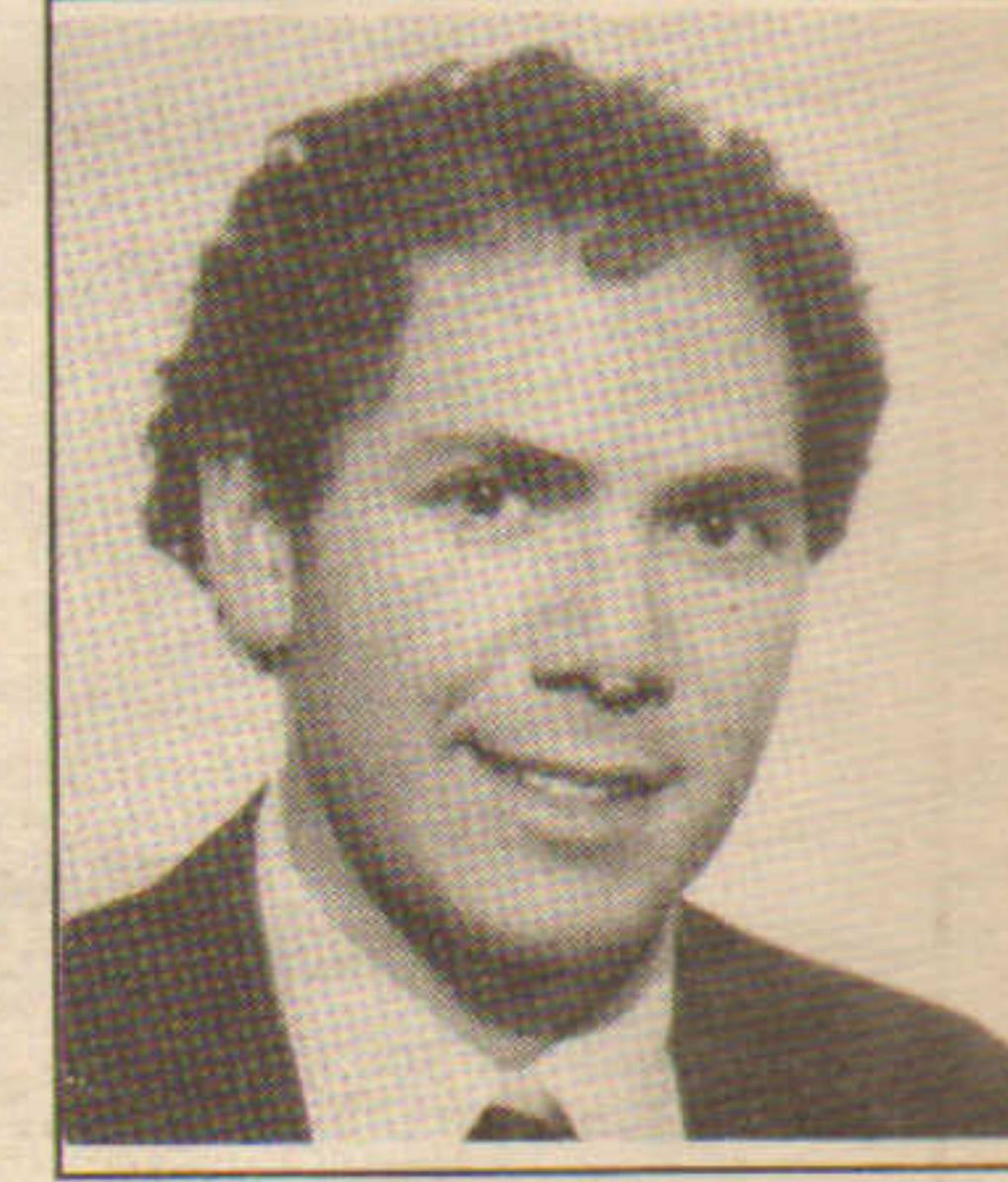
Richard Gallivan
R.M. GALLIVAN & CO.



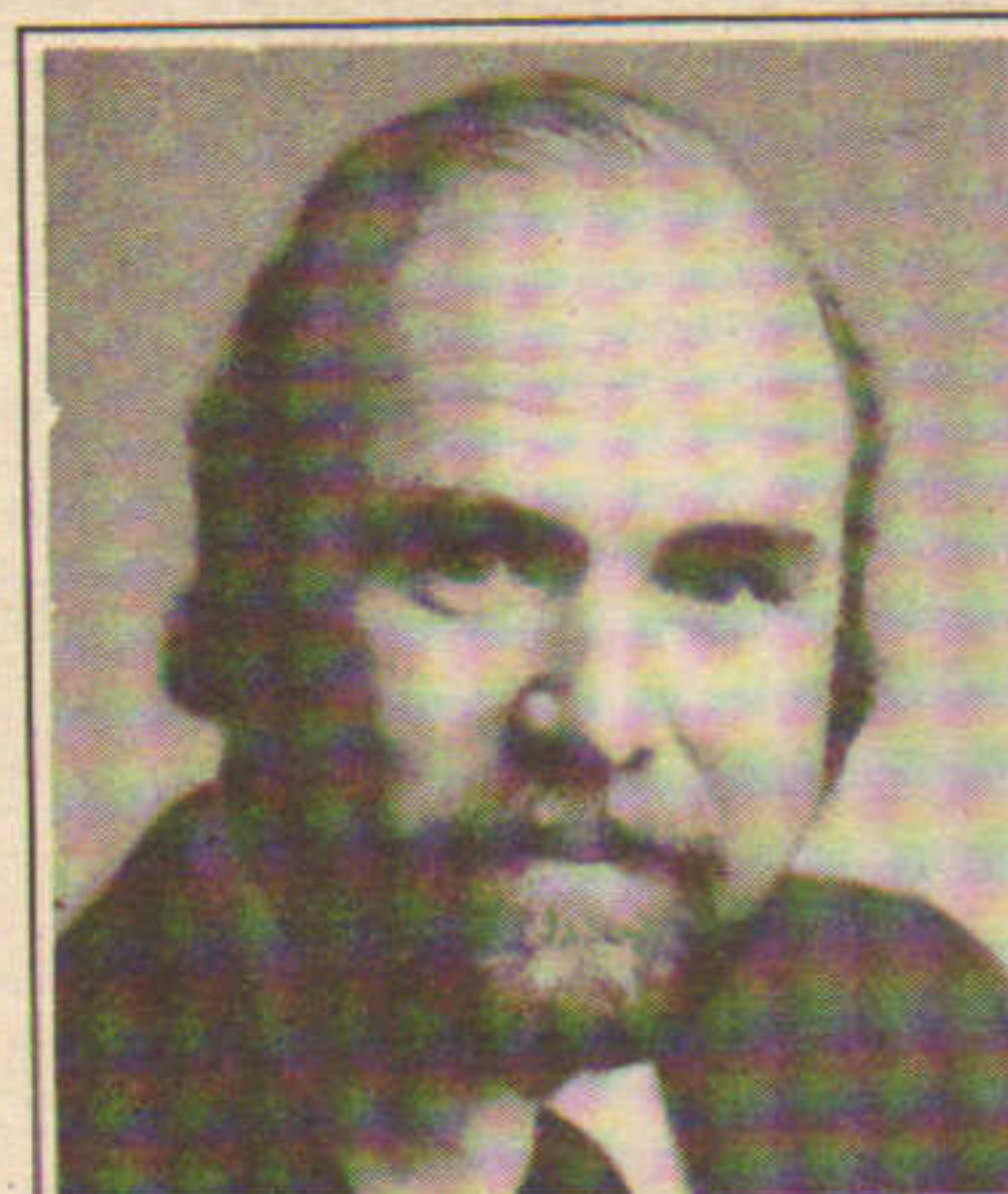
Frank Stewart
NORTHLAND INVESTMENT



Charles O'Connor
FALLON, HINES & O'CONNOR



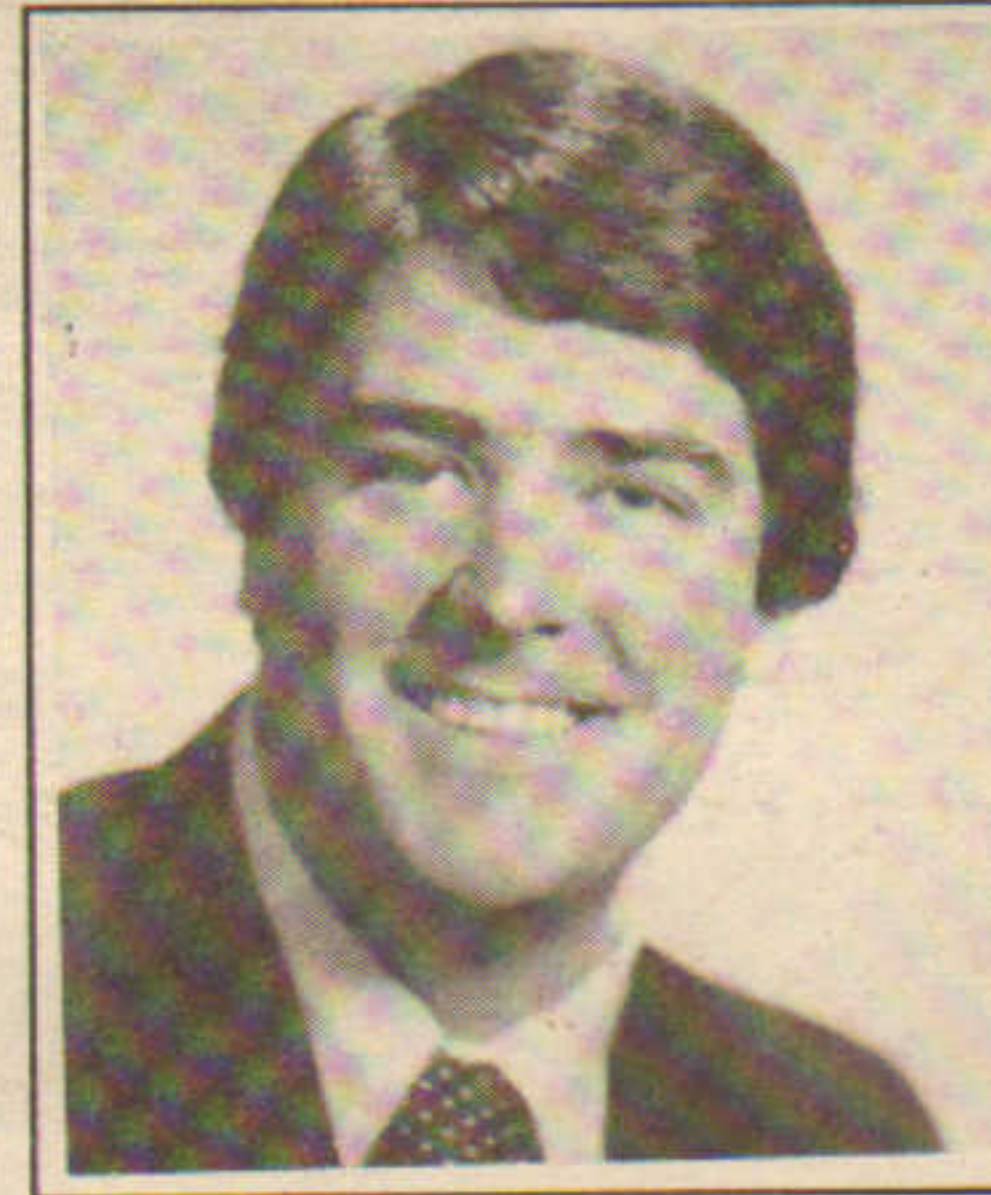
Robert Schlager
BULFINCH COMPANIES



George Yeremian
YEREMIAN ASSOCIATES



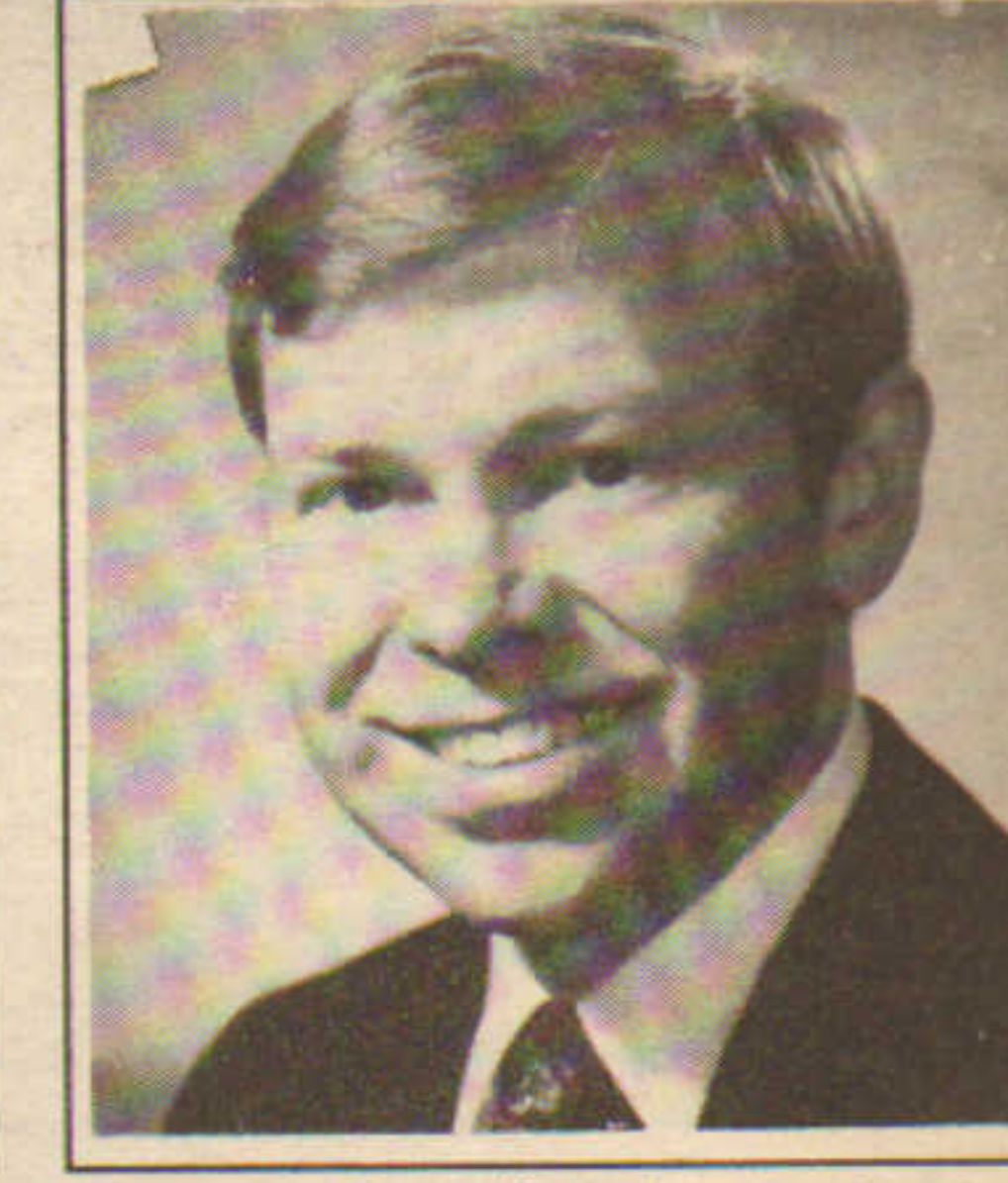
Nicholas Abraham
ABRAHAM BOSTON



Thomas Clancy
TAMPOSI CO.



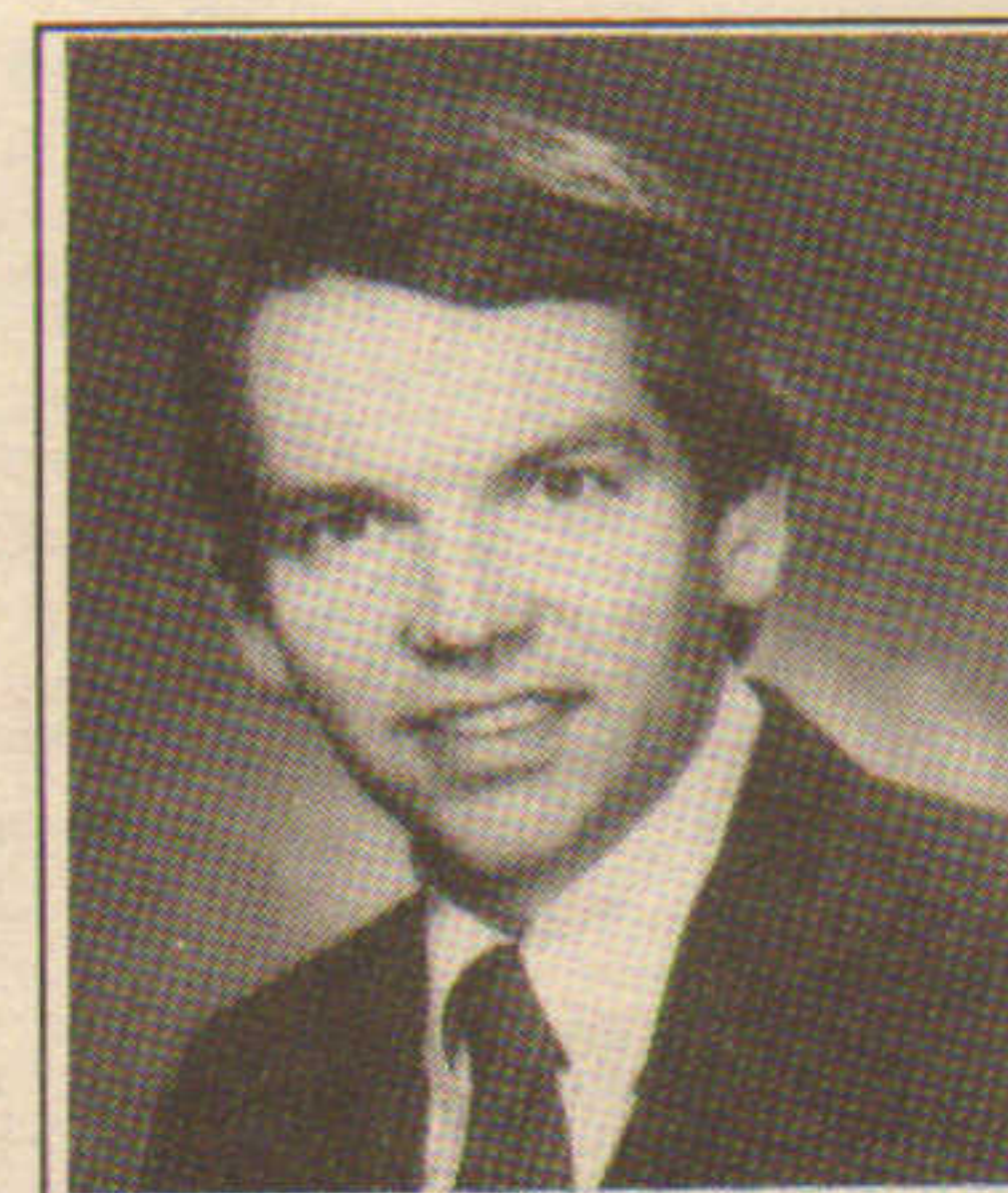
Lois Boemer
BA COMMUNICATIONS



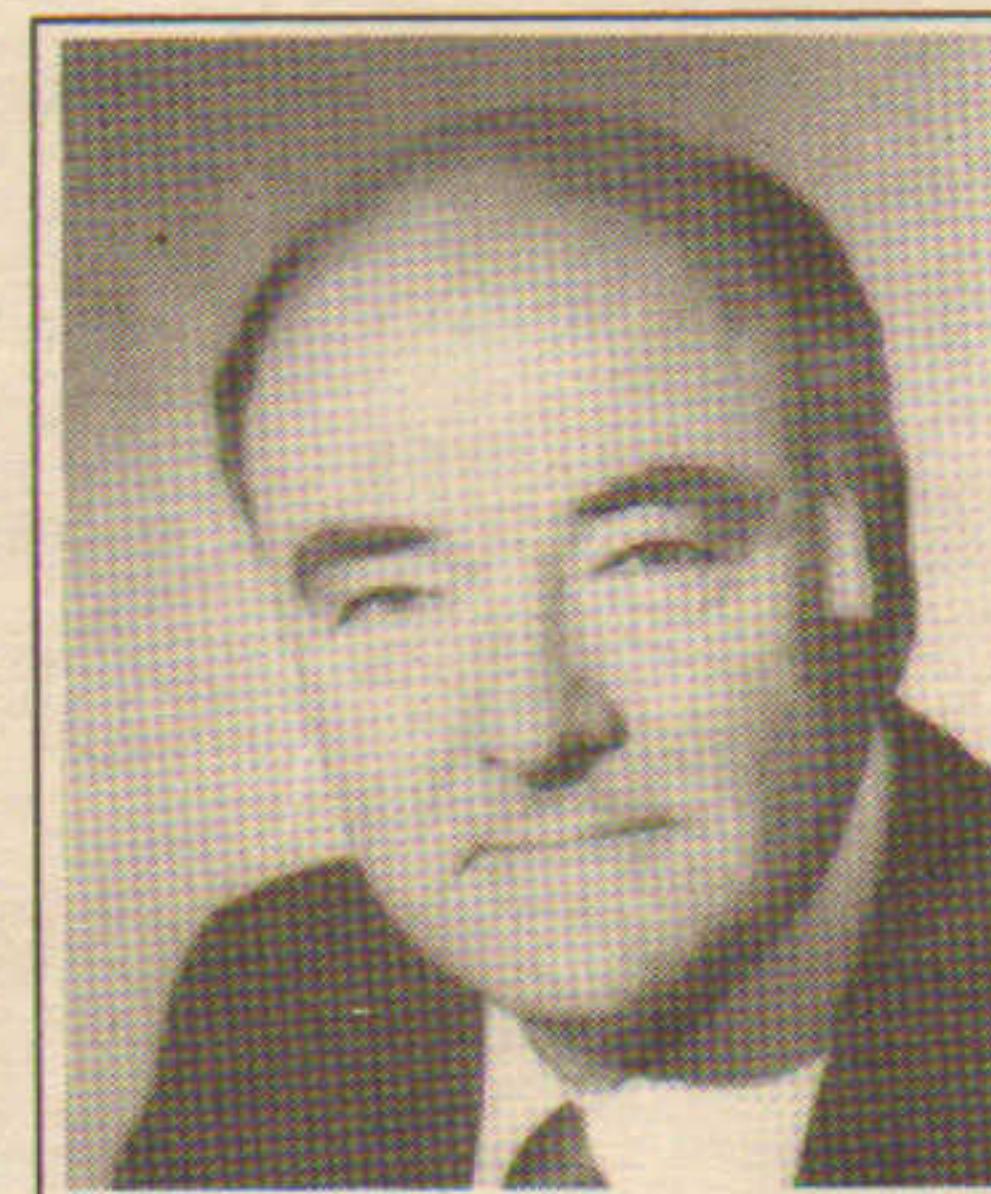
Gary Jennison
CORCORAN, JENNISON



Robert Horne
EASTCO



Fred Mulligan
CUTLER ASSOCIATES



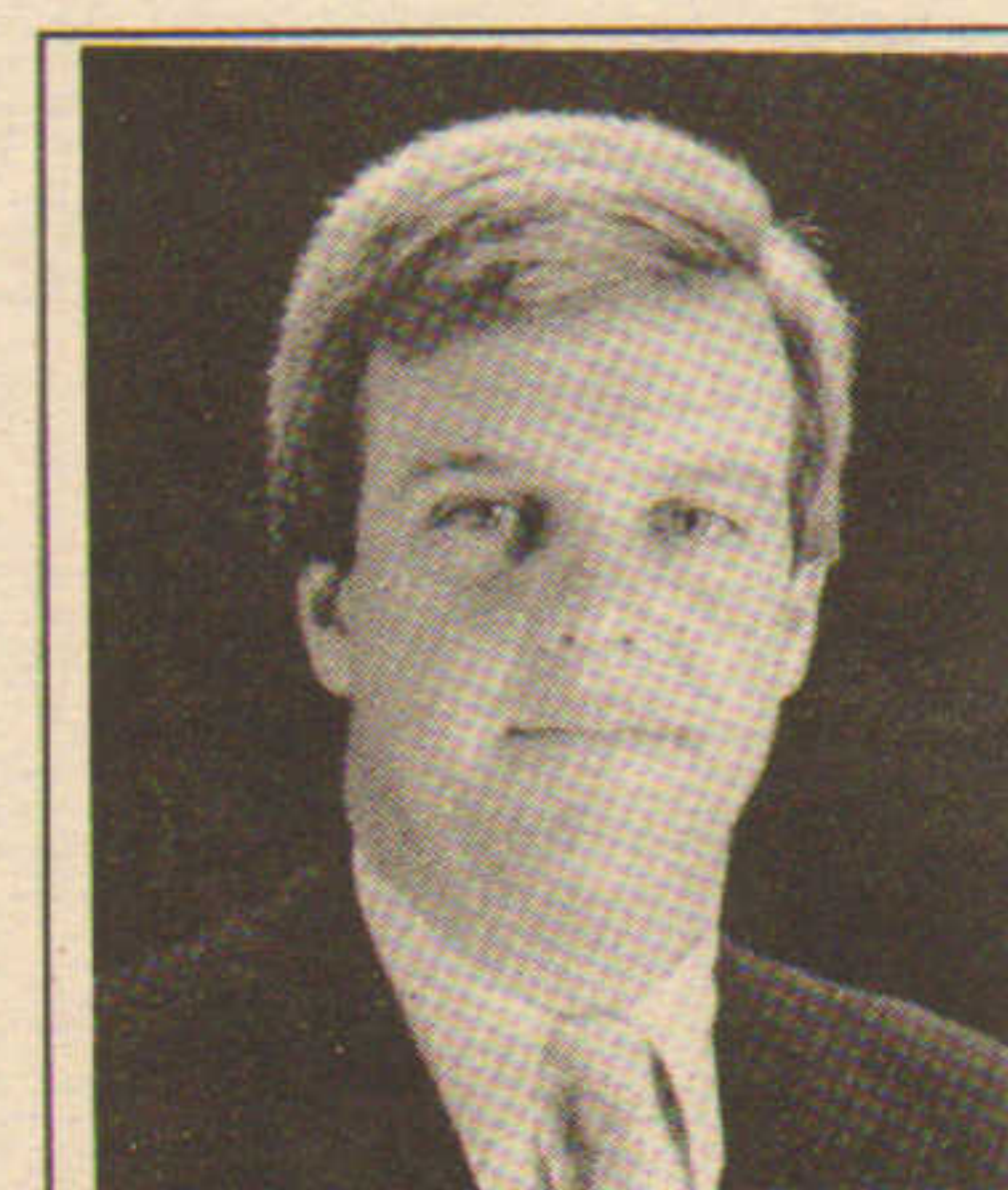
Alexander McNeil
MCNEIL & ASSOCIATES



Constantine Yankopoulos
WAREHAM EDIC



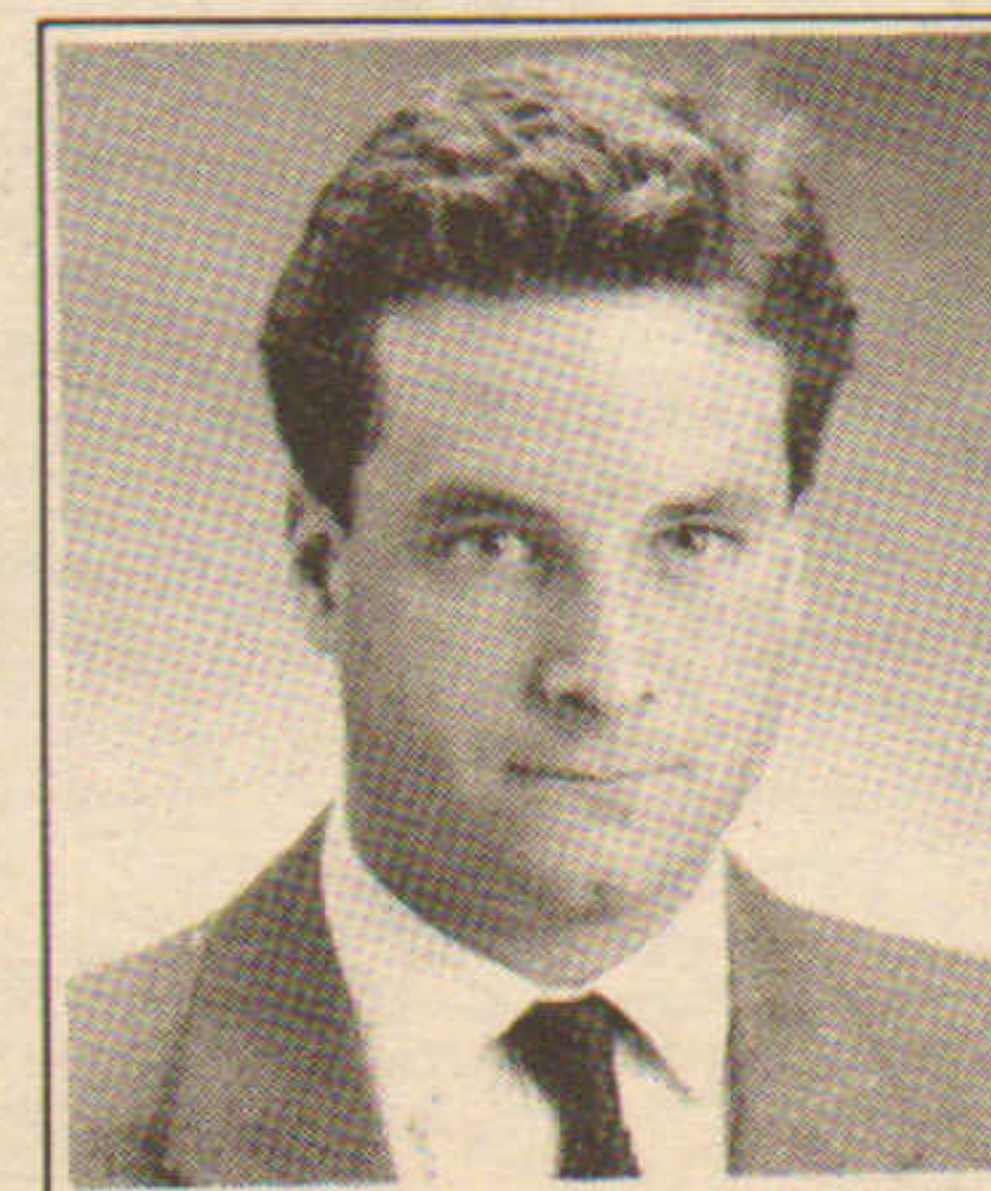
Edward Saxe
RELATED COMPANIES



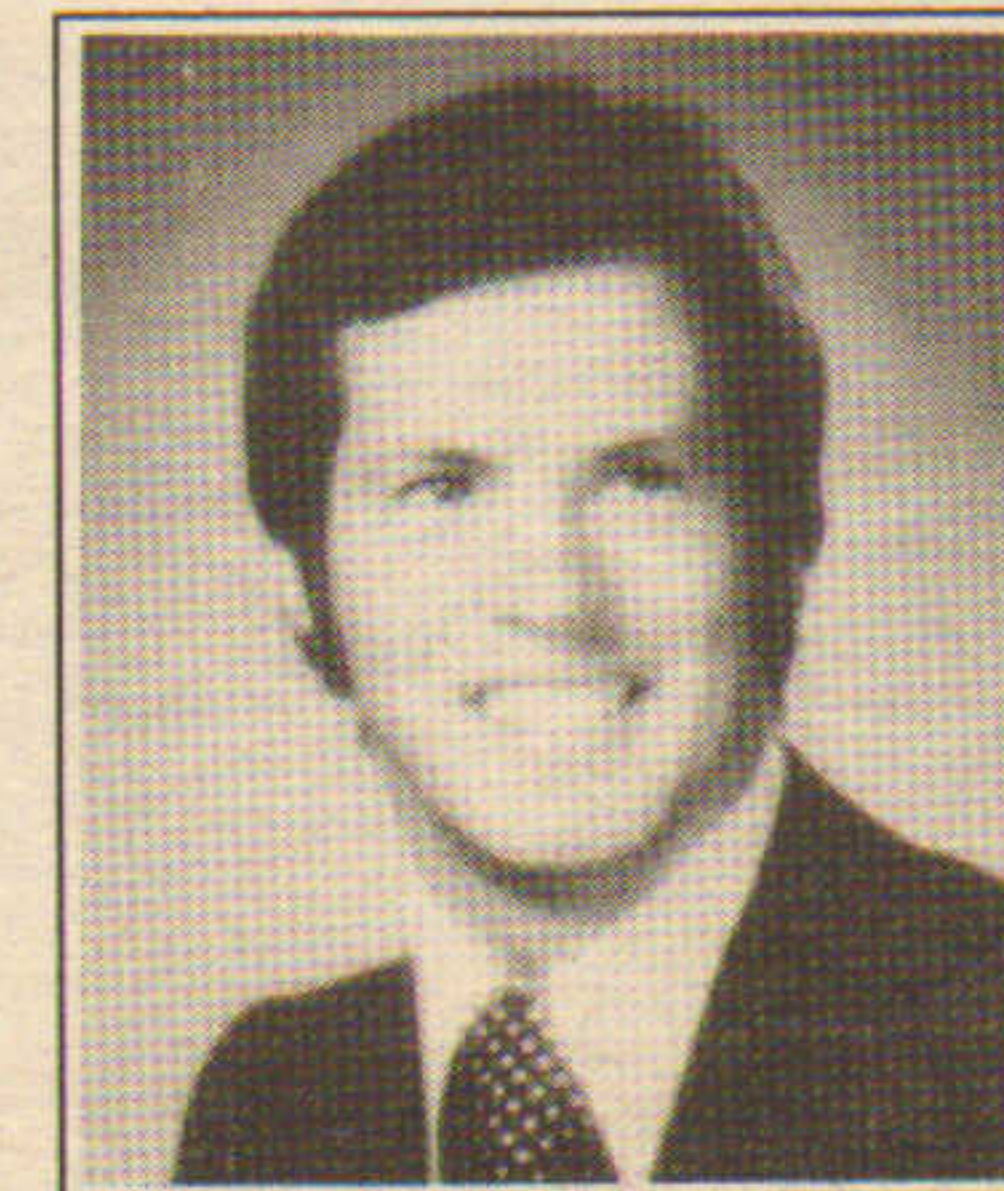
Rich Murphy
CUSHMAN & WAKEFIELD



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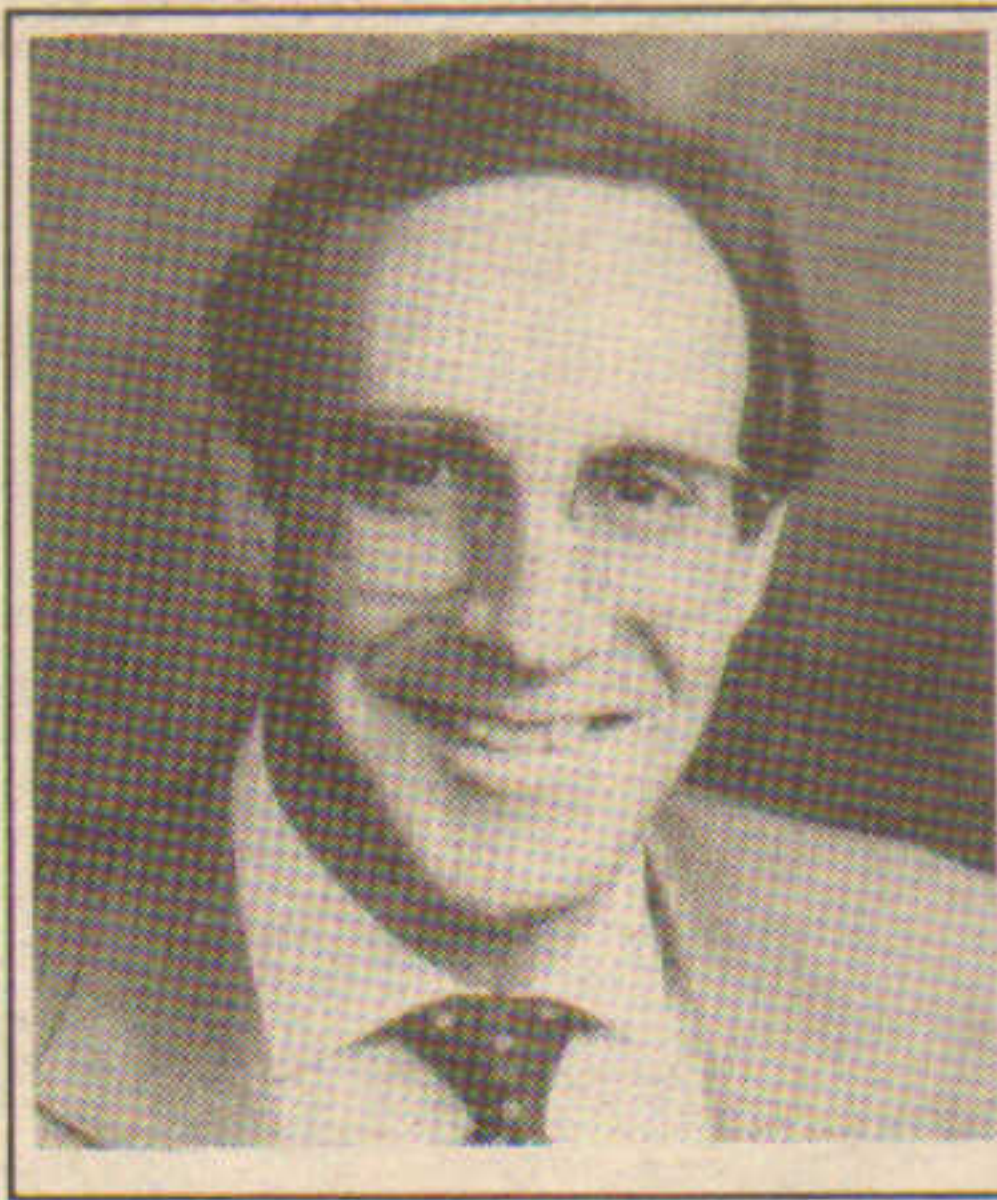
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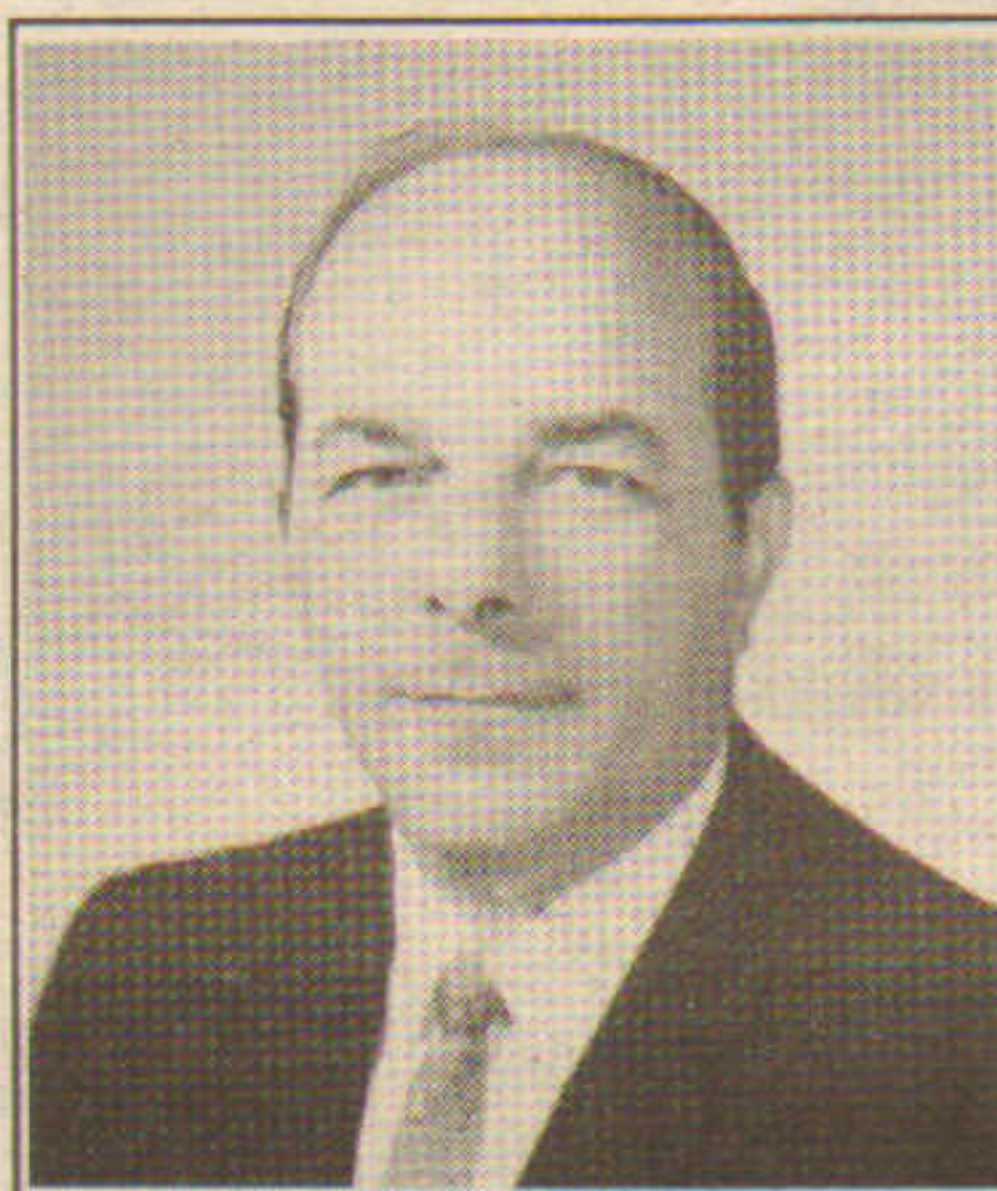
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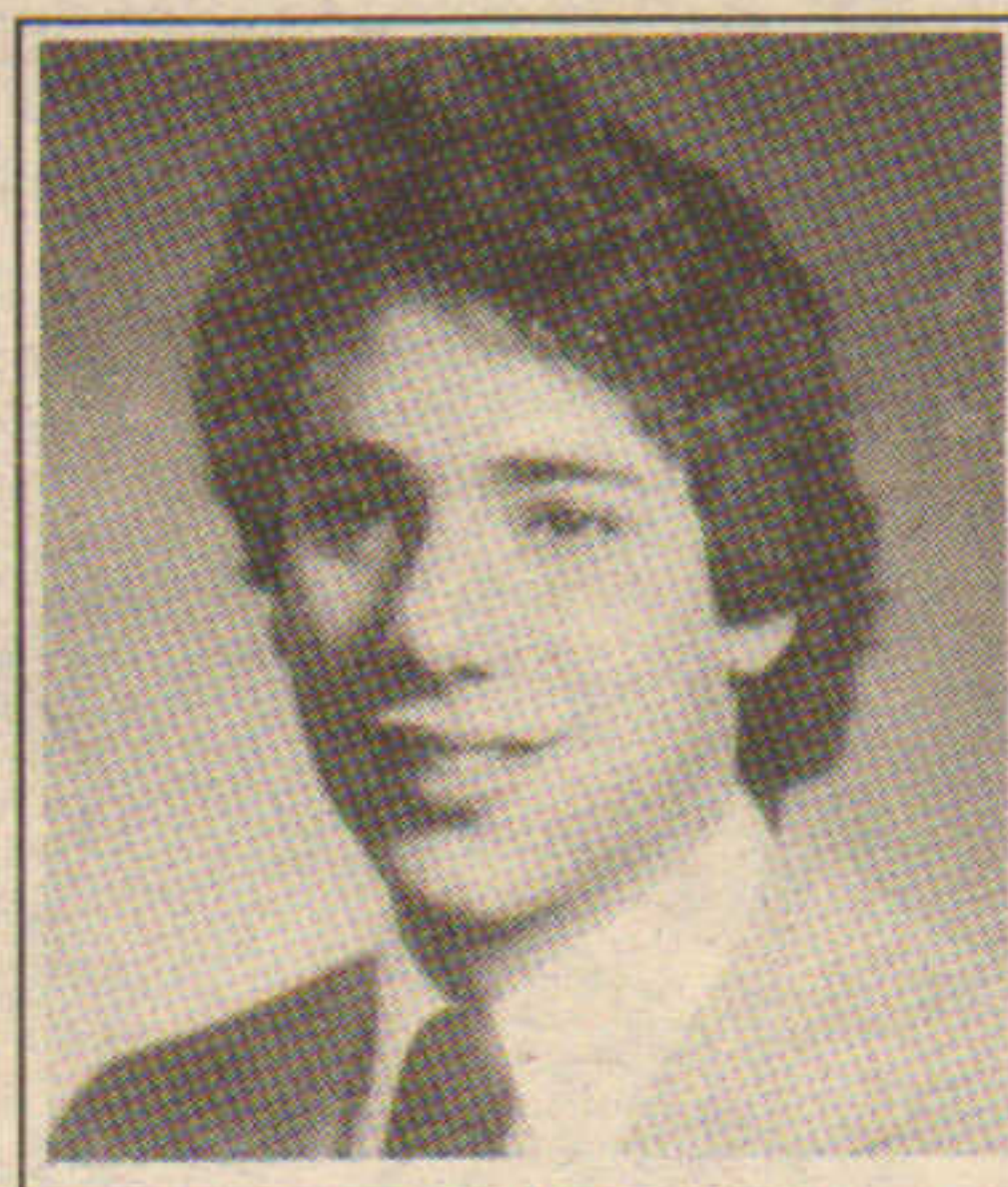
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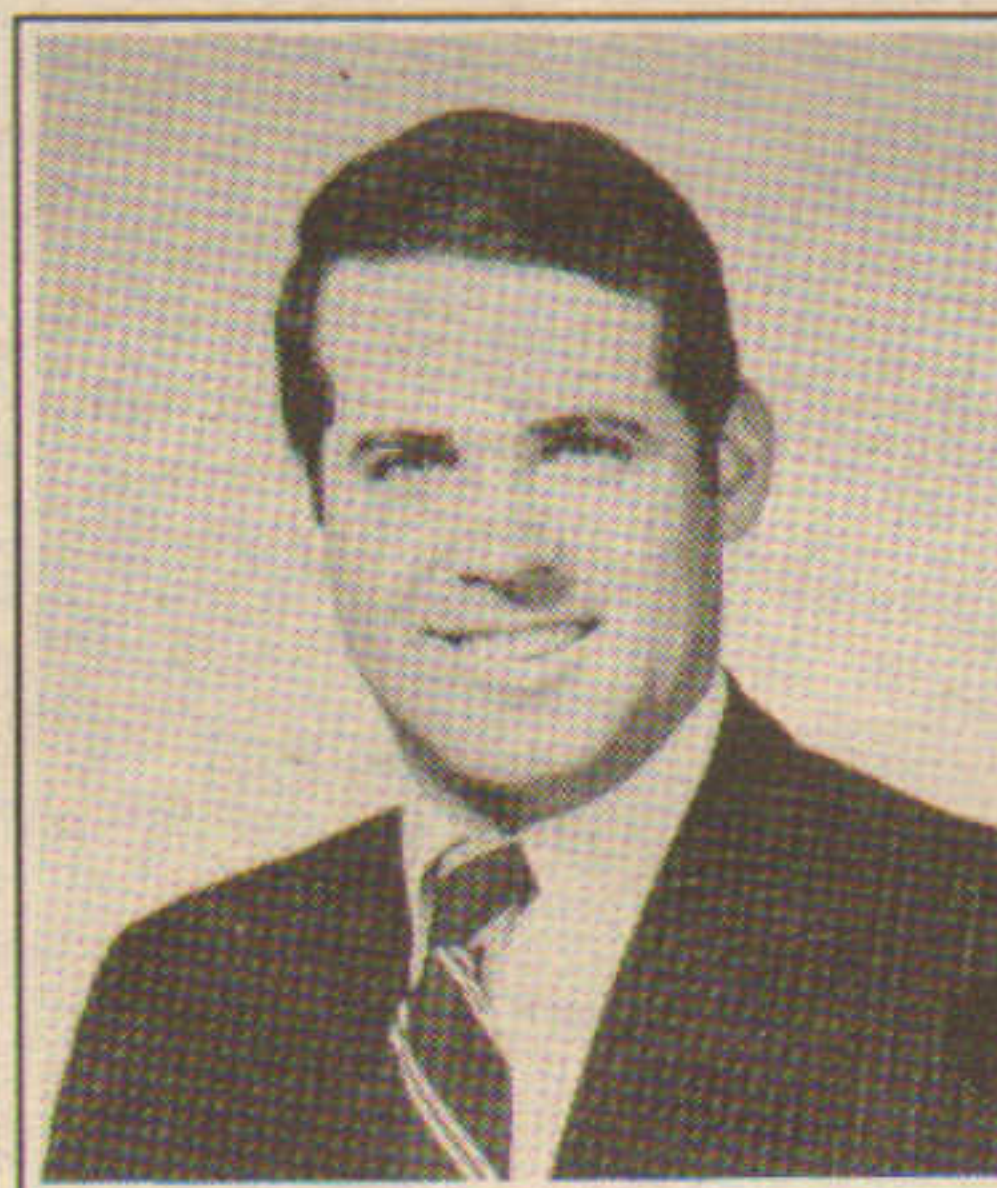
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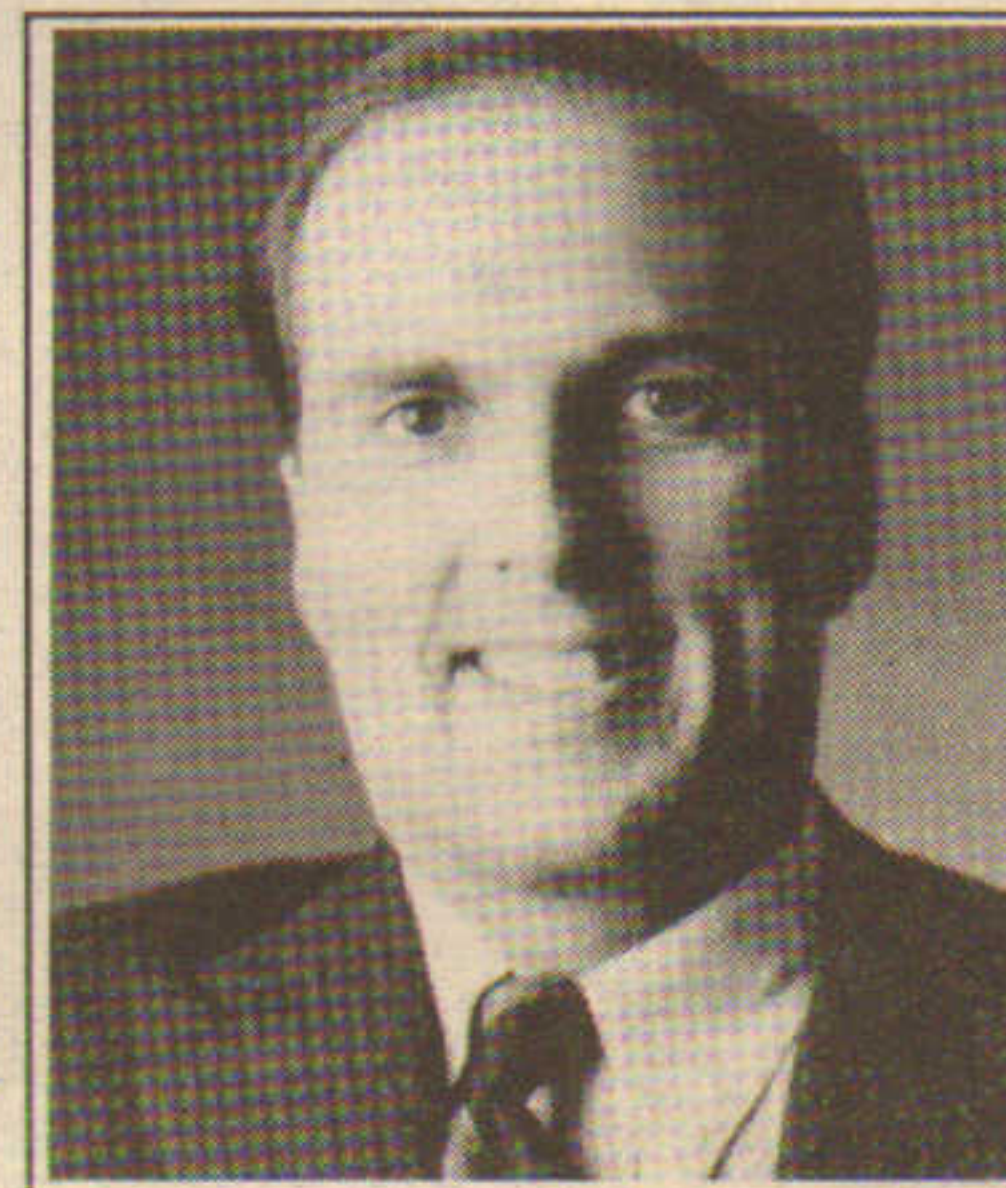
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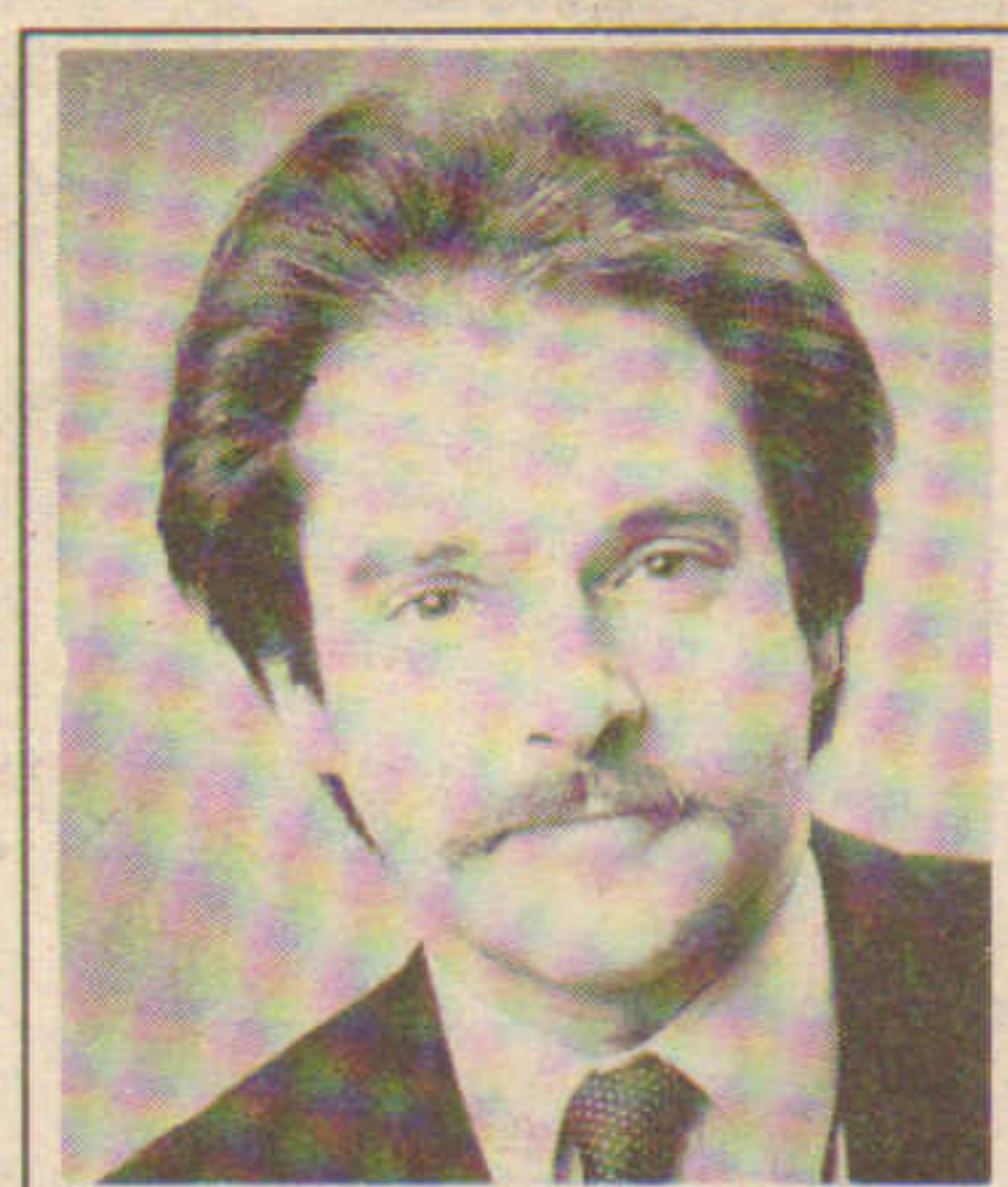
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R.M. BRADLEY



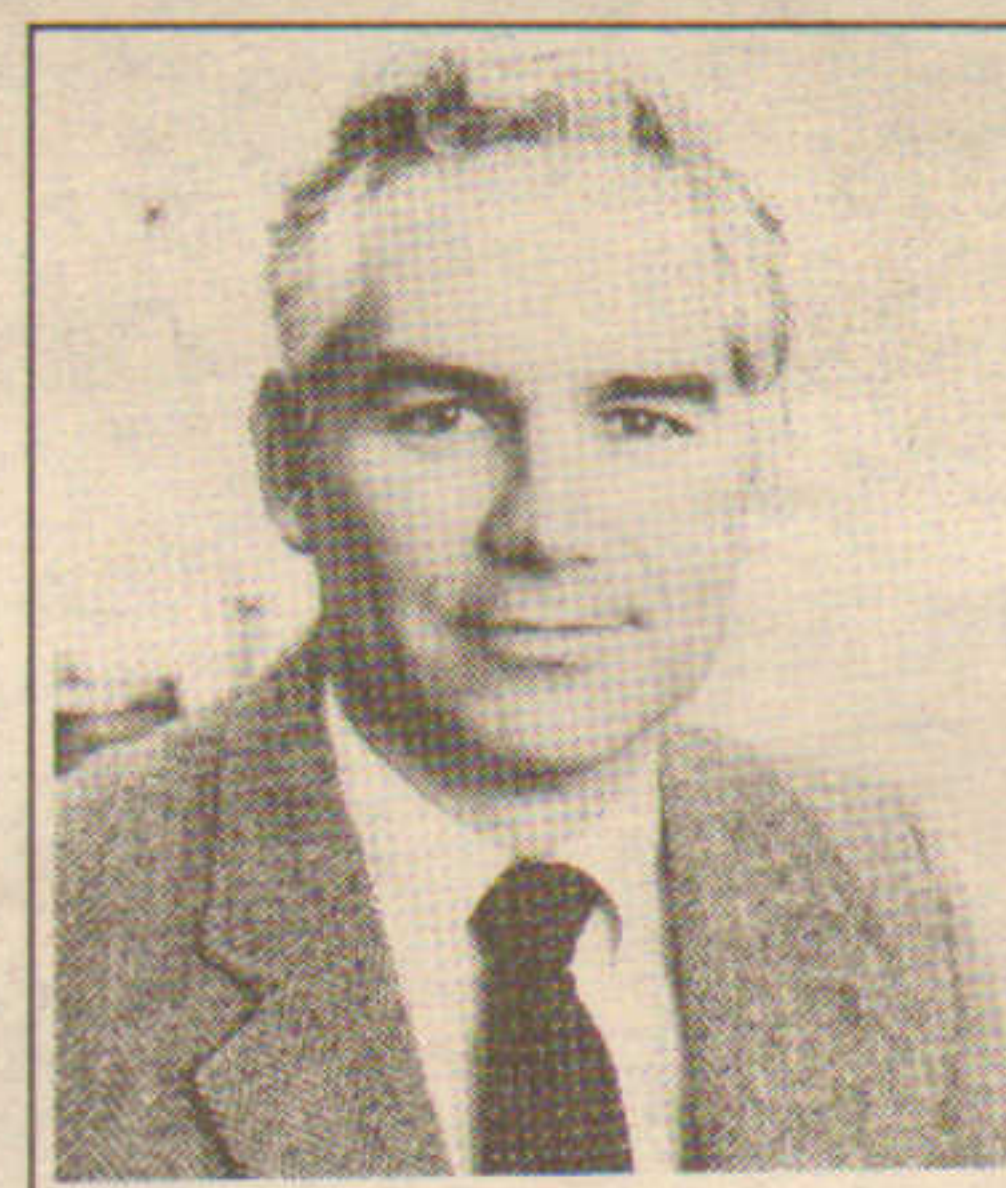
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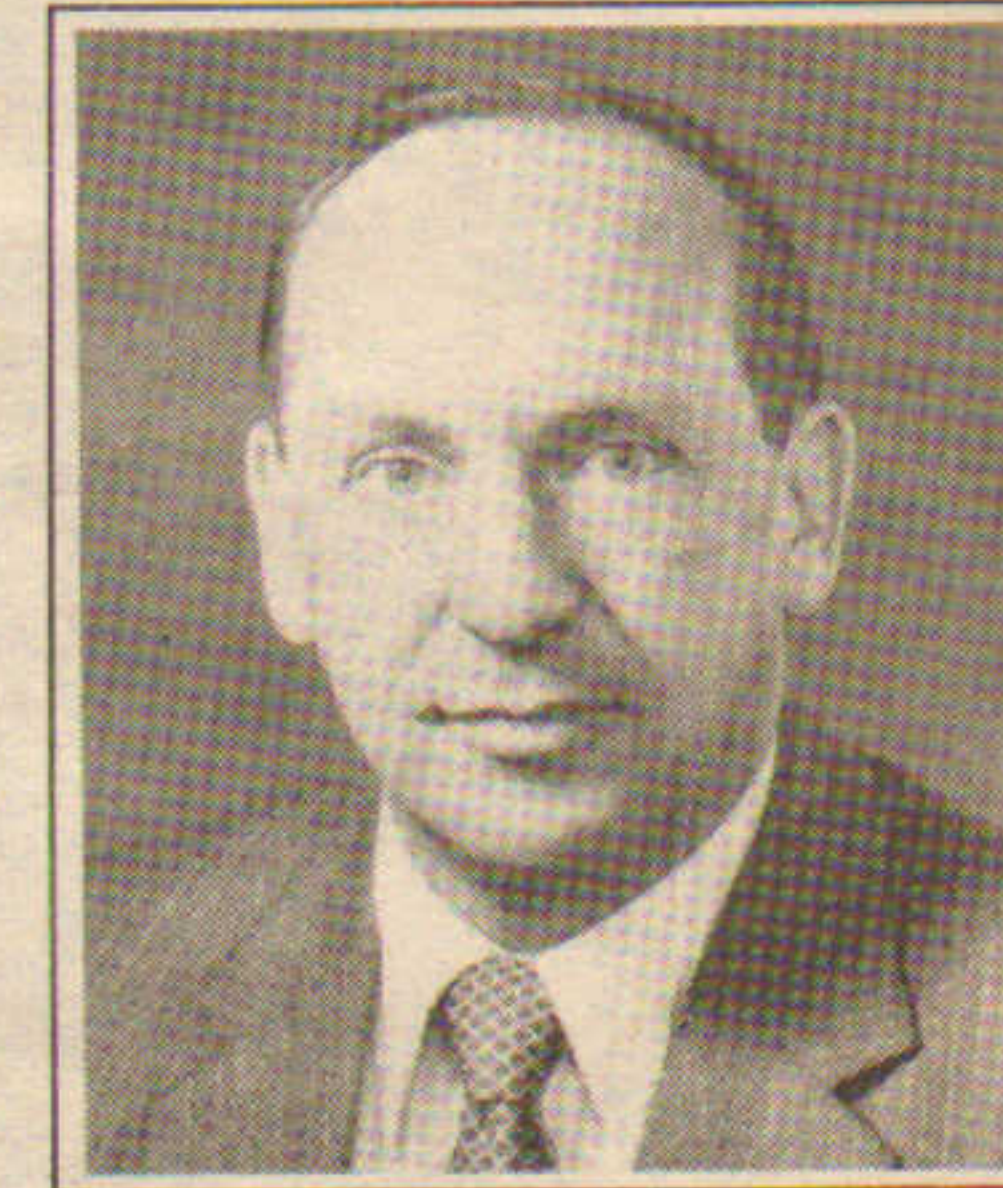
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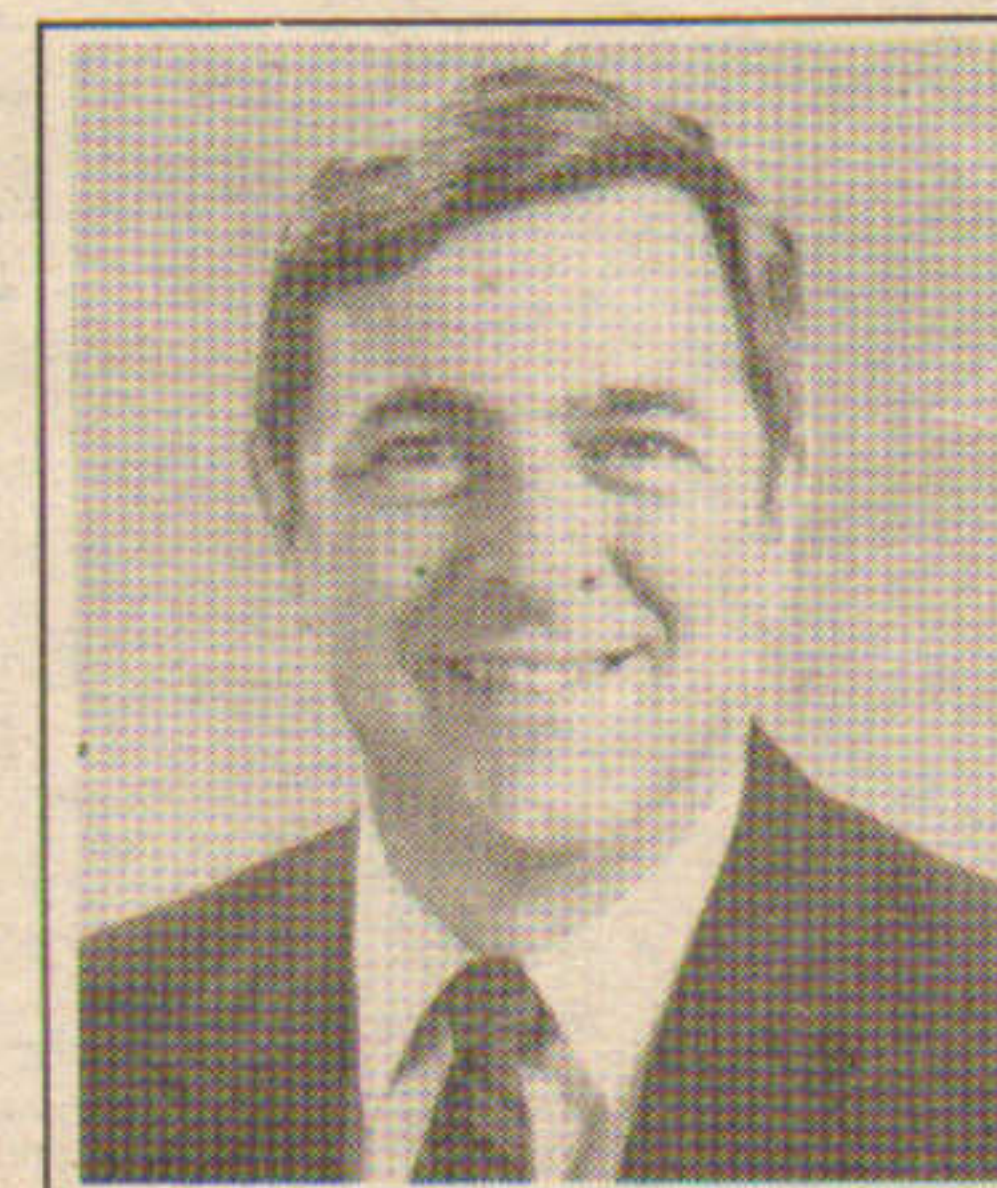
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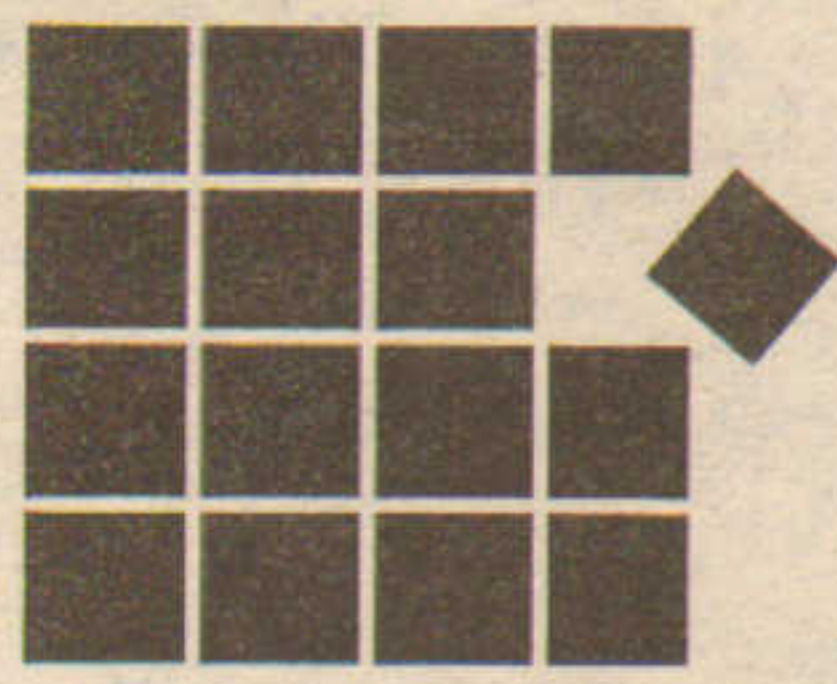
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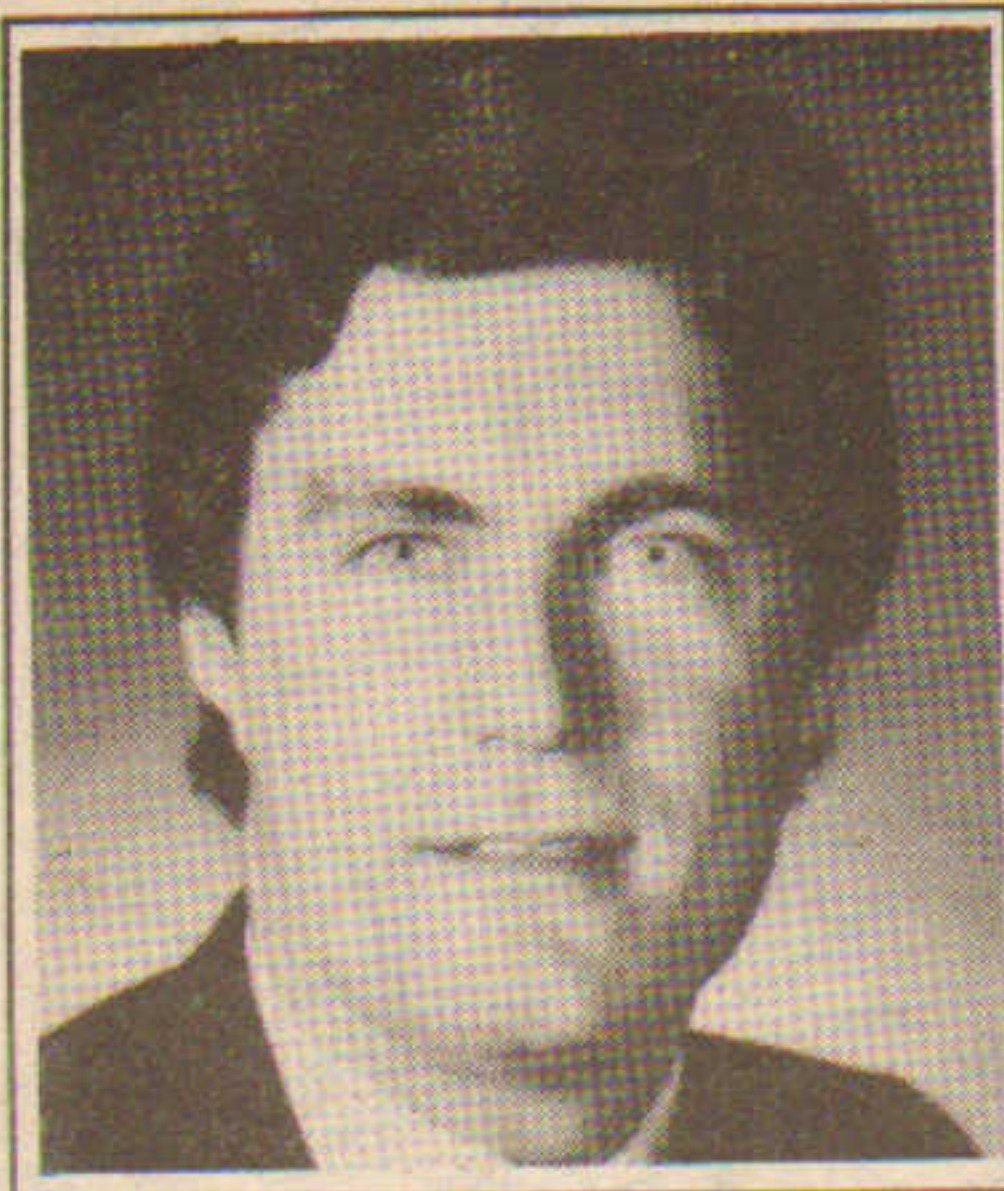
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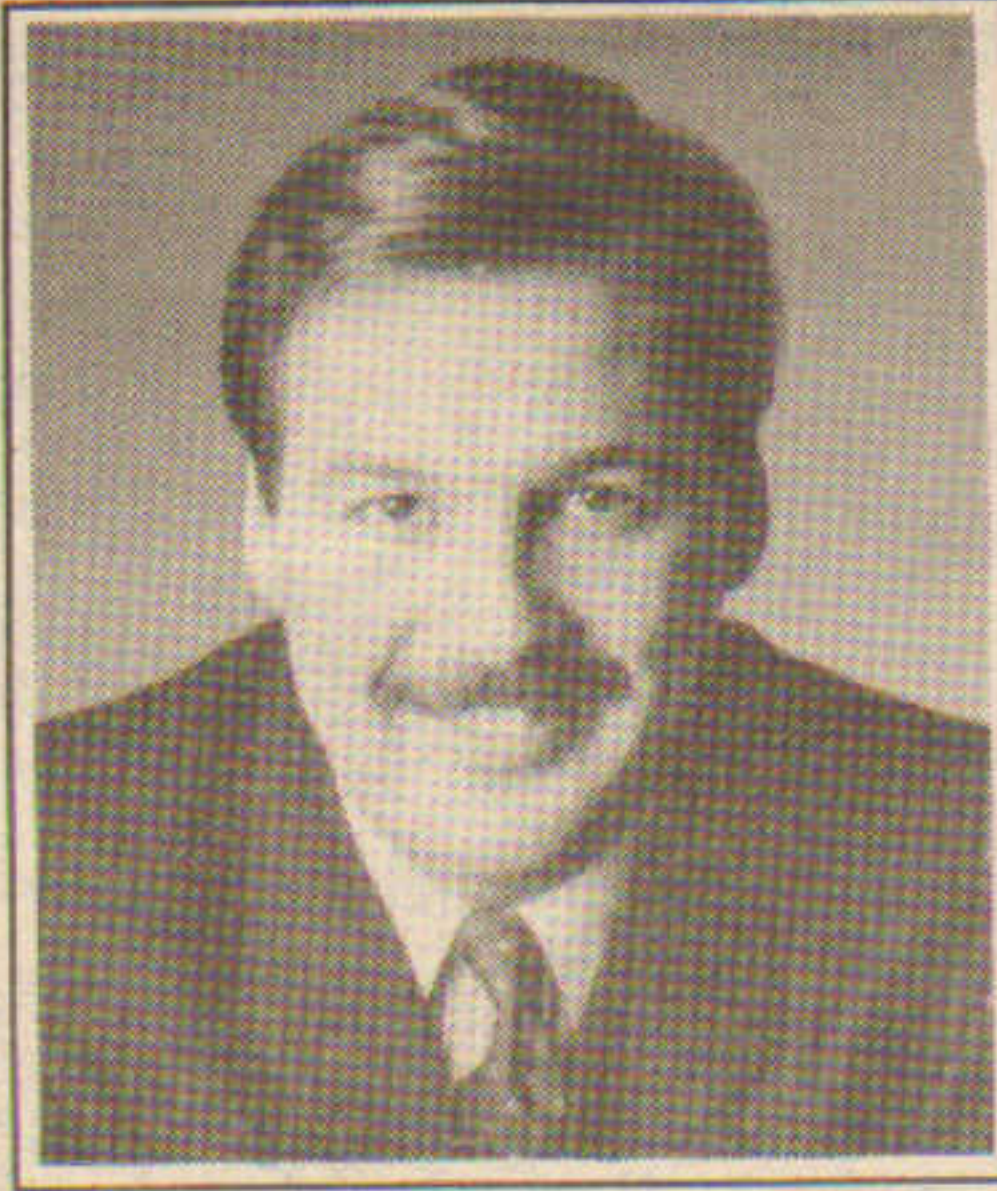
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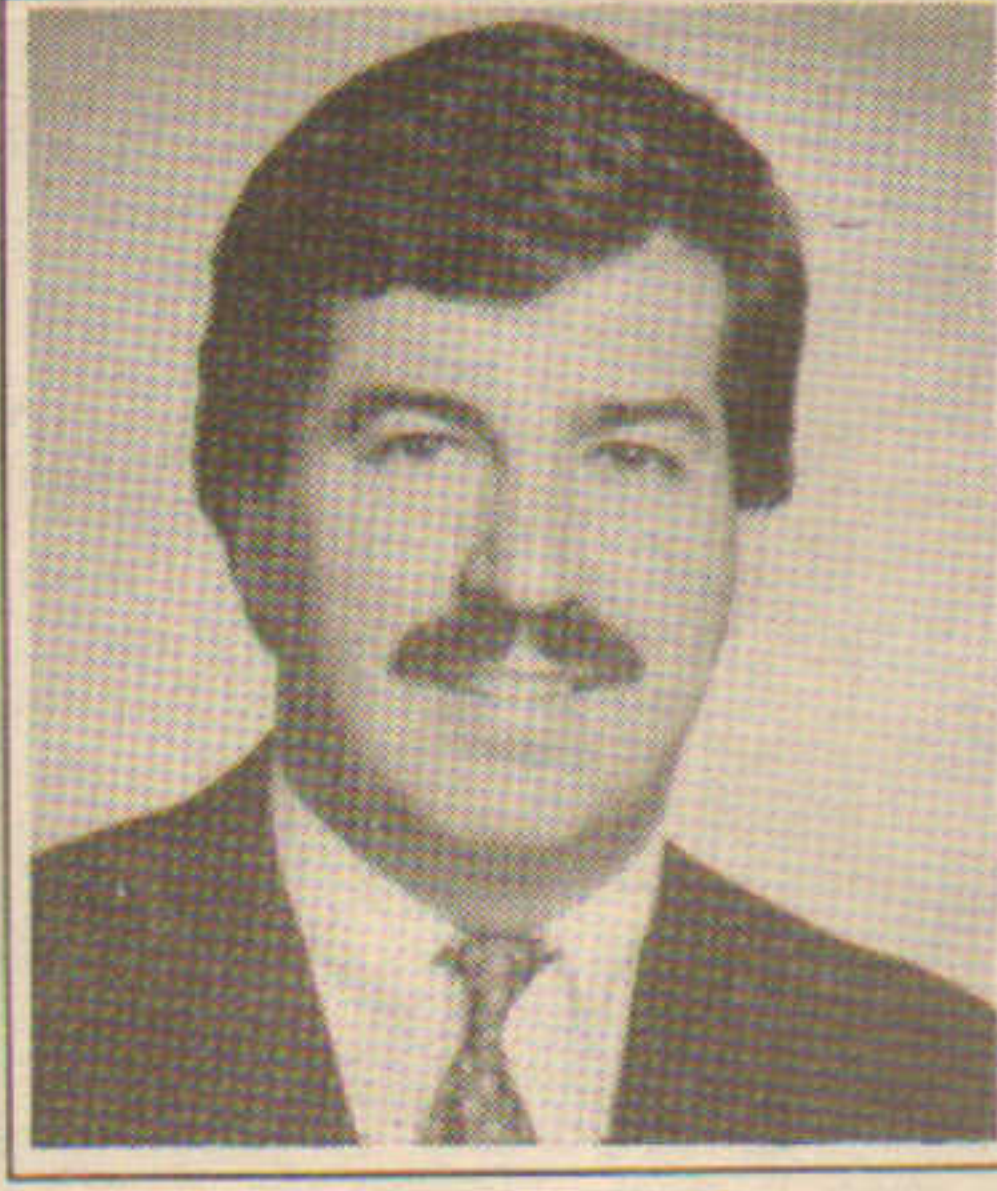
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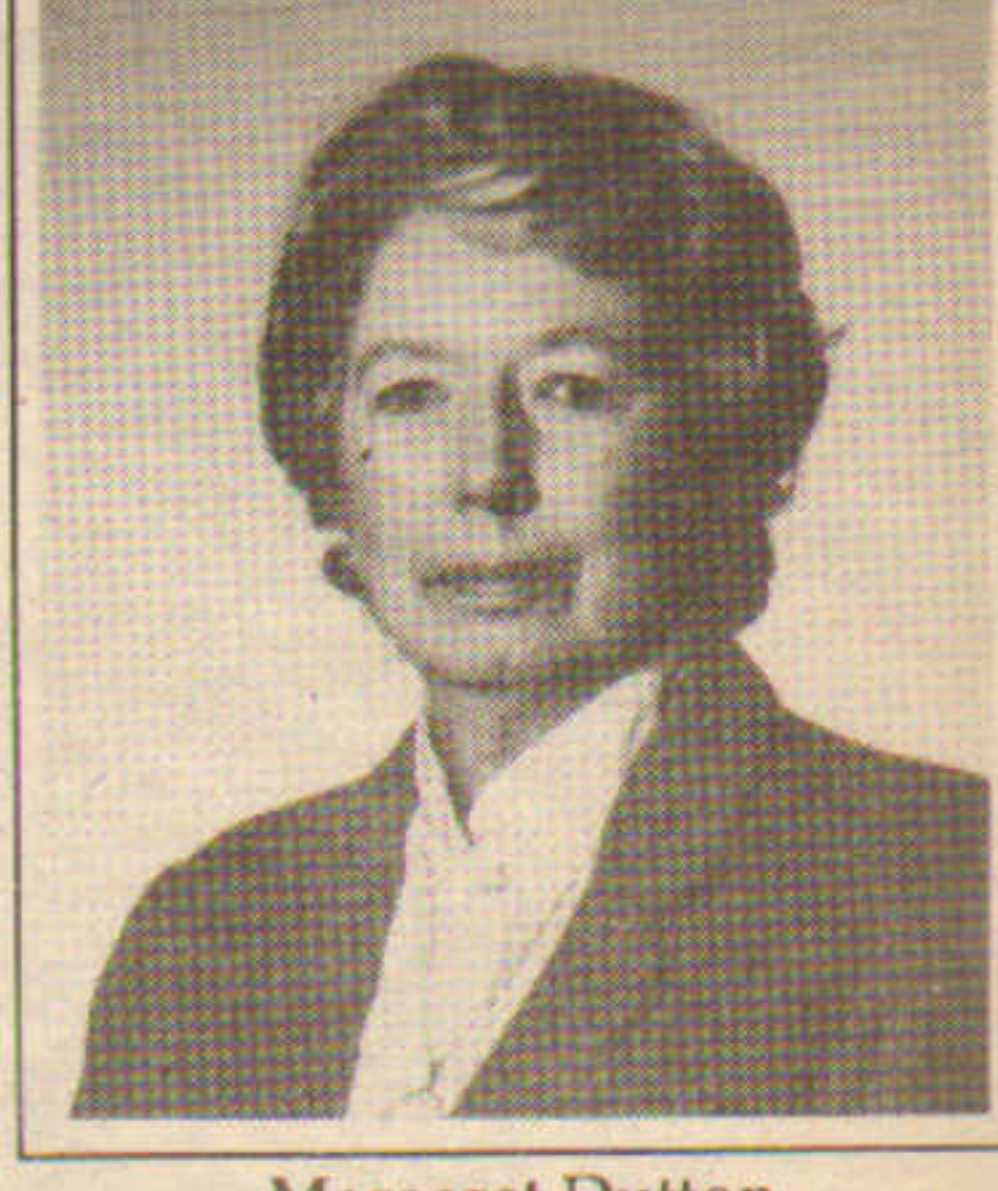
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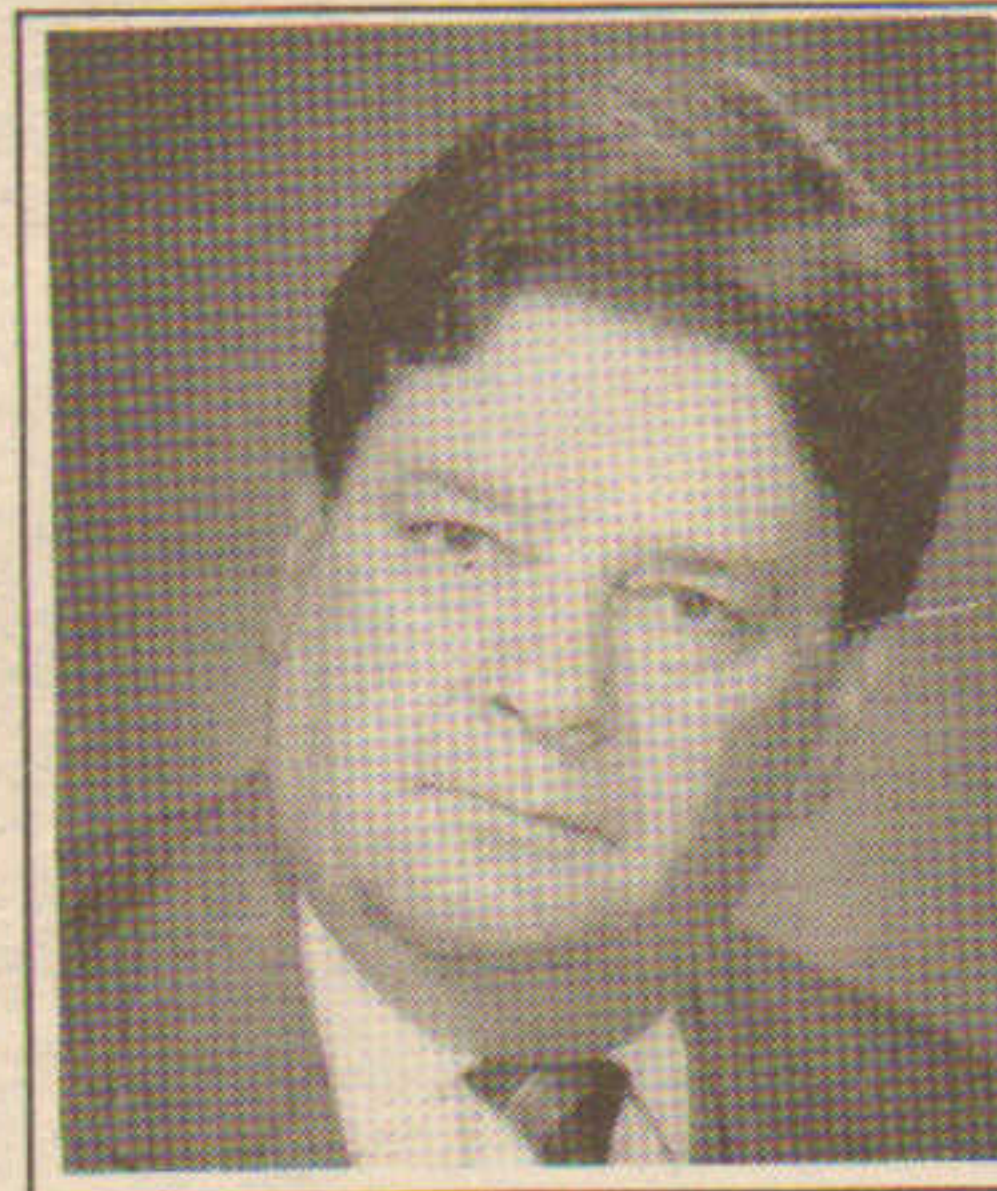
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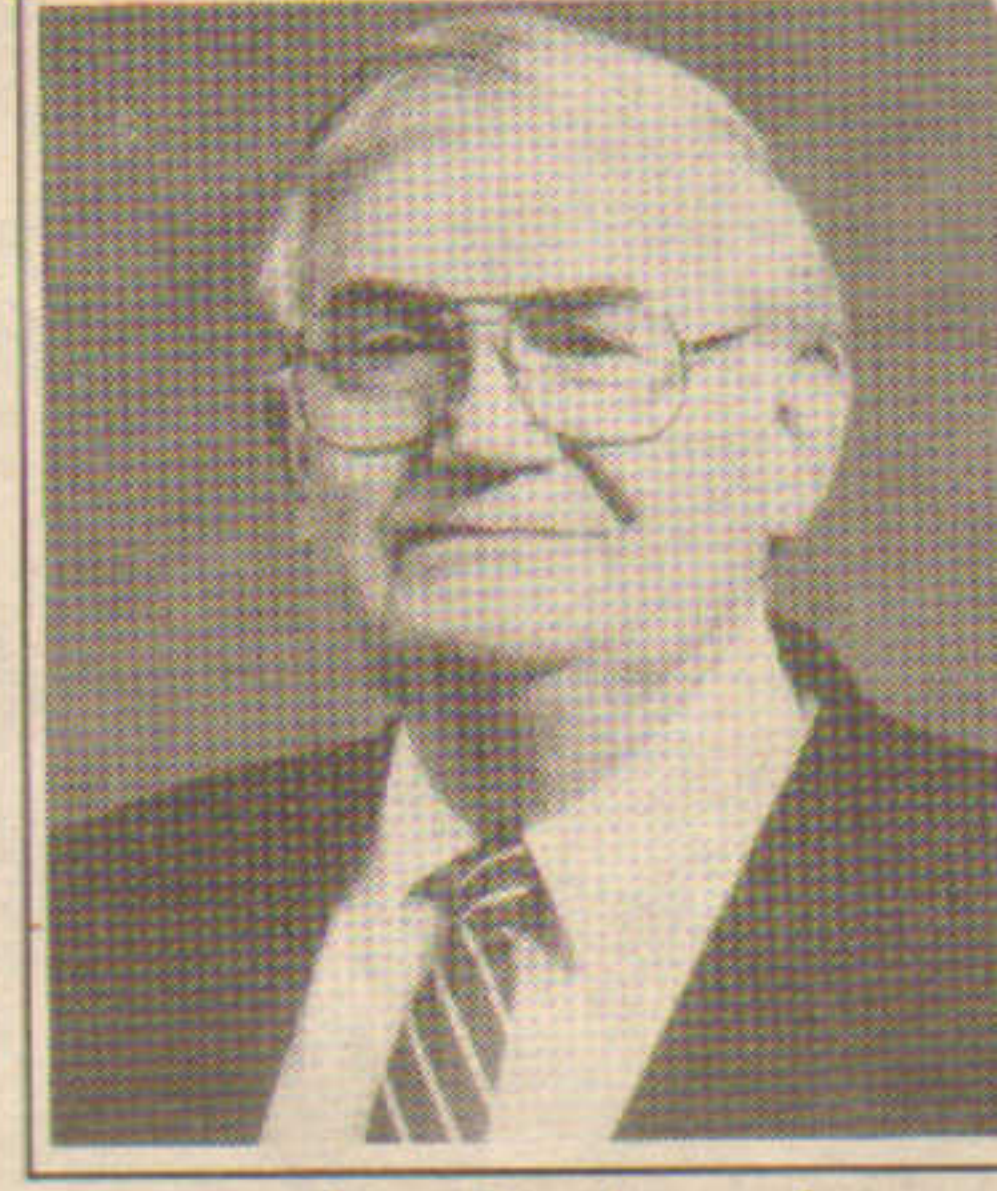
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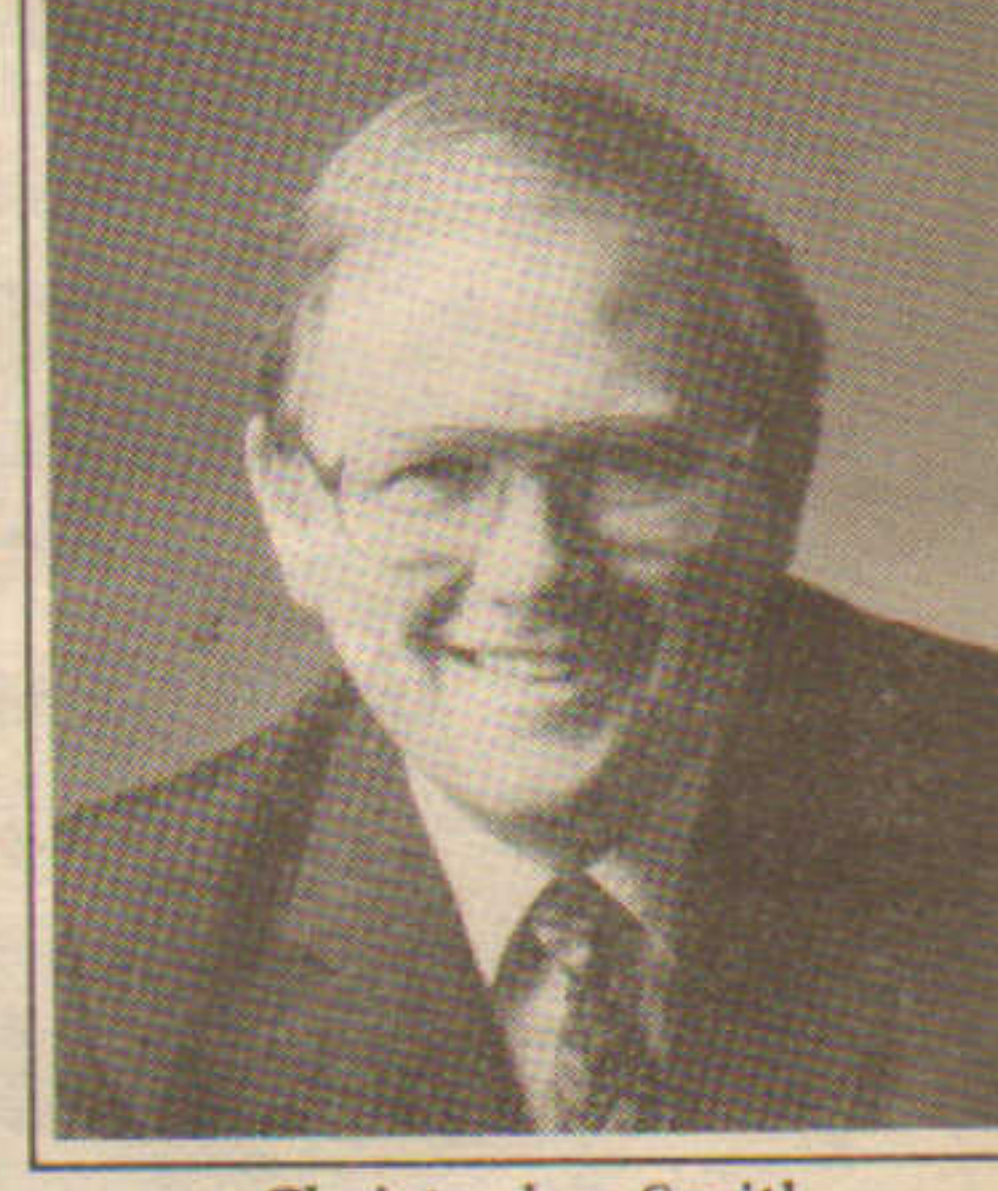
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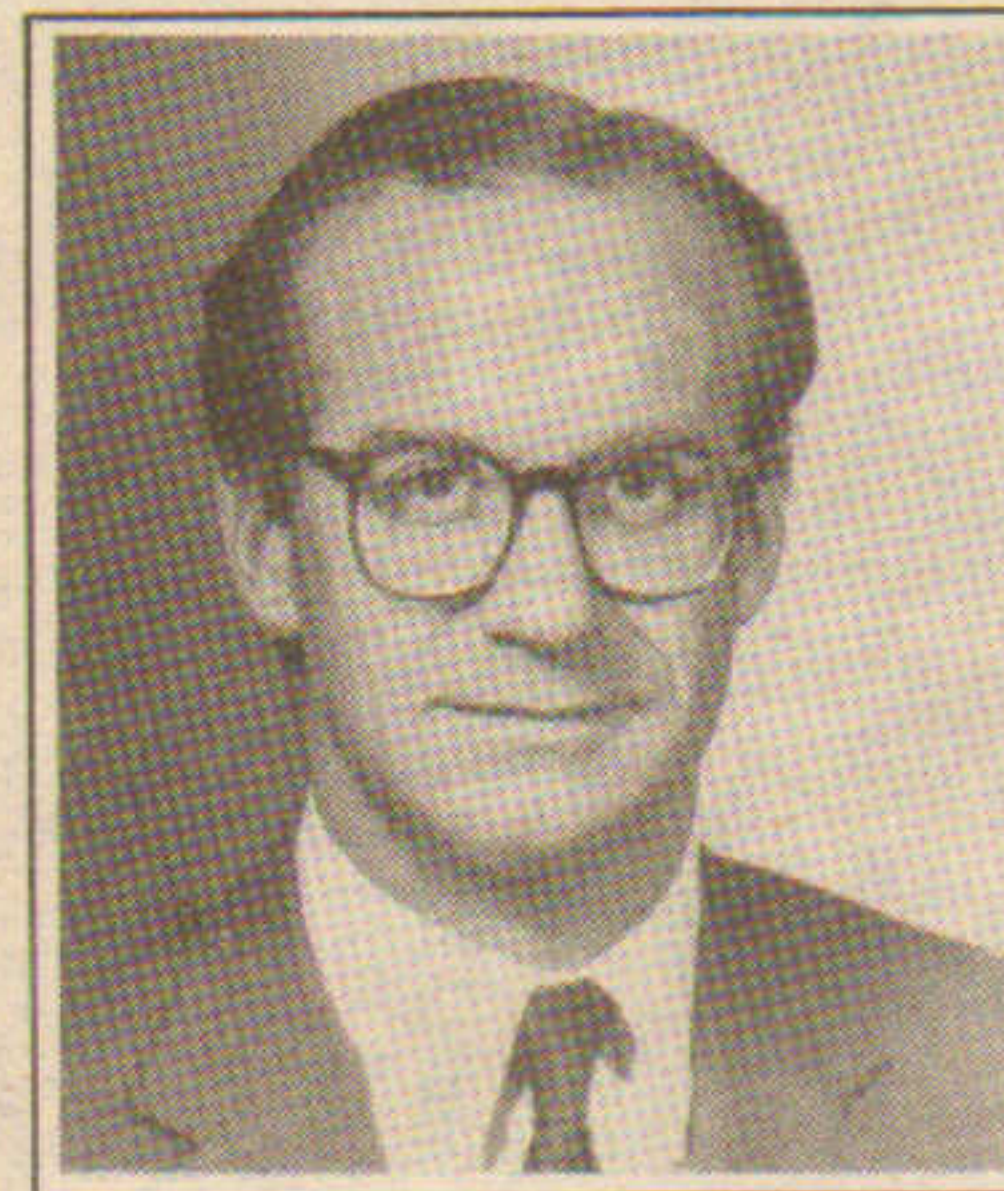
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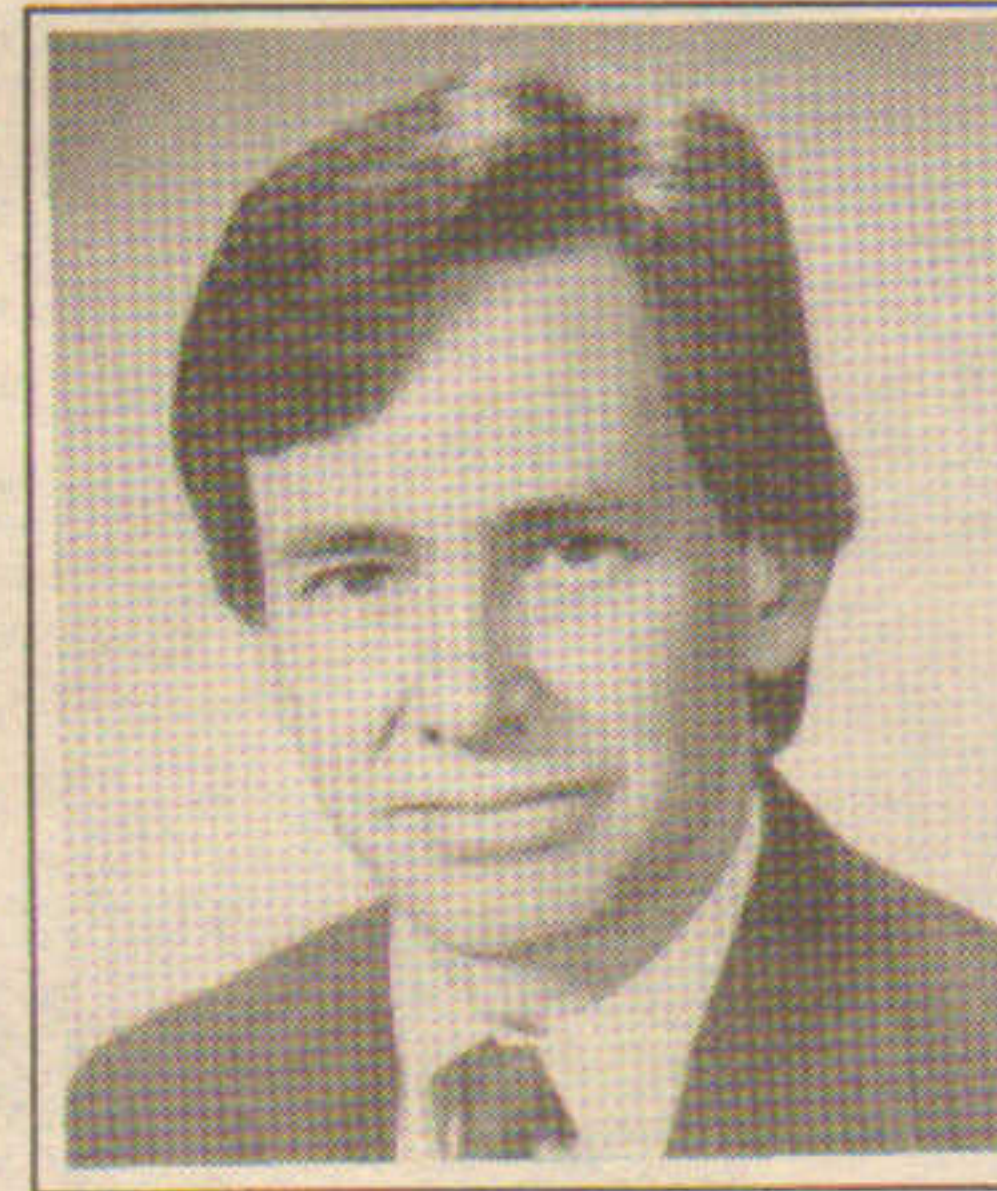
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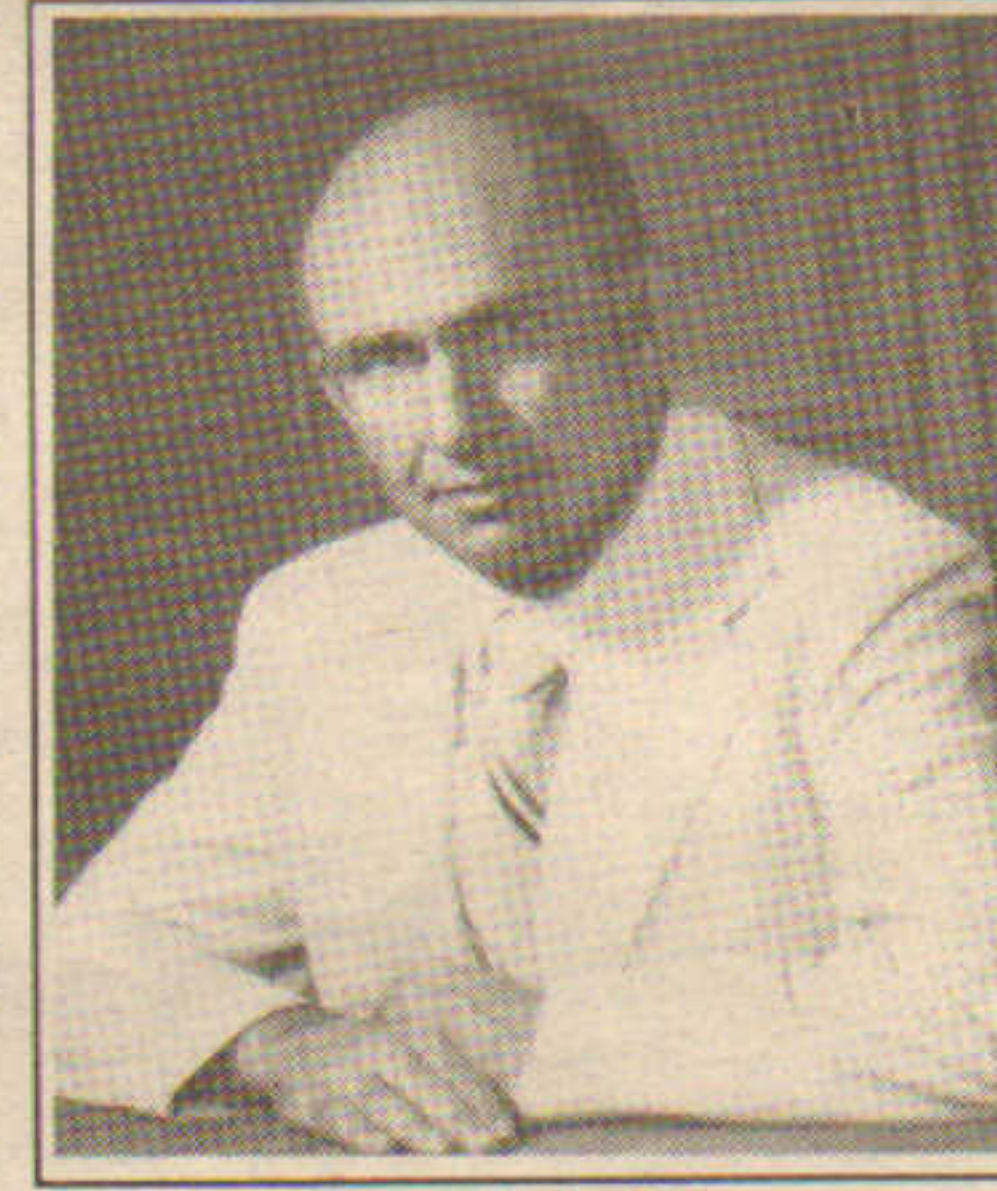
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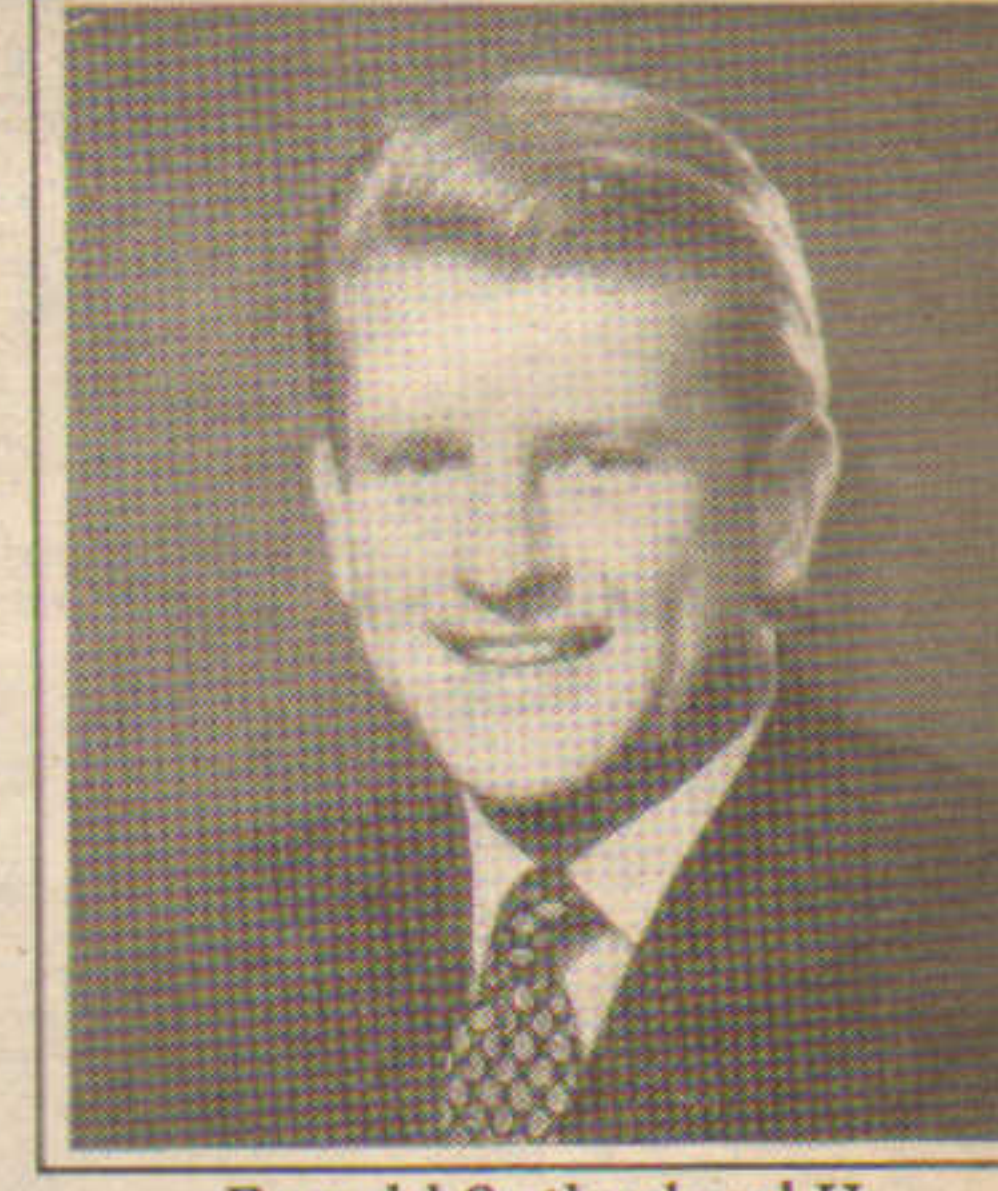
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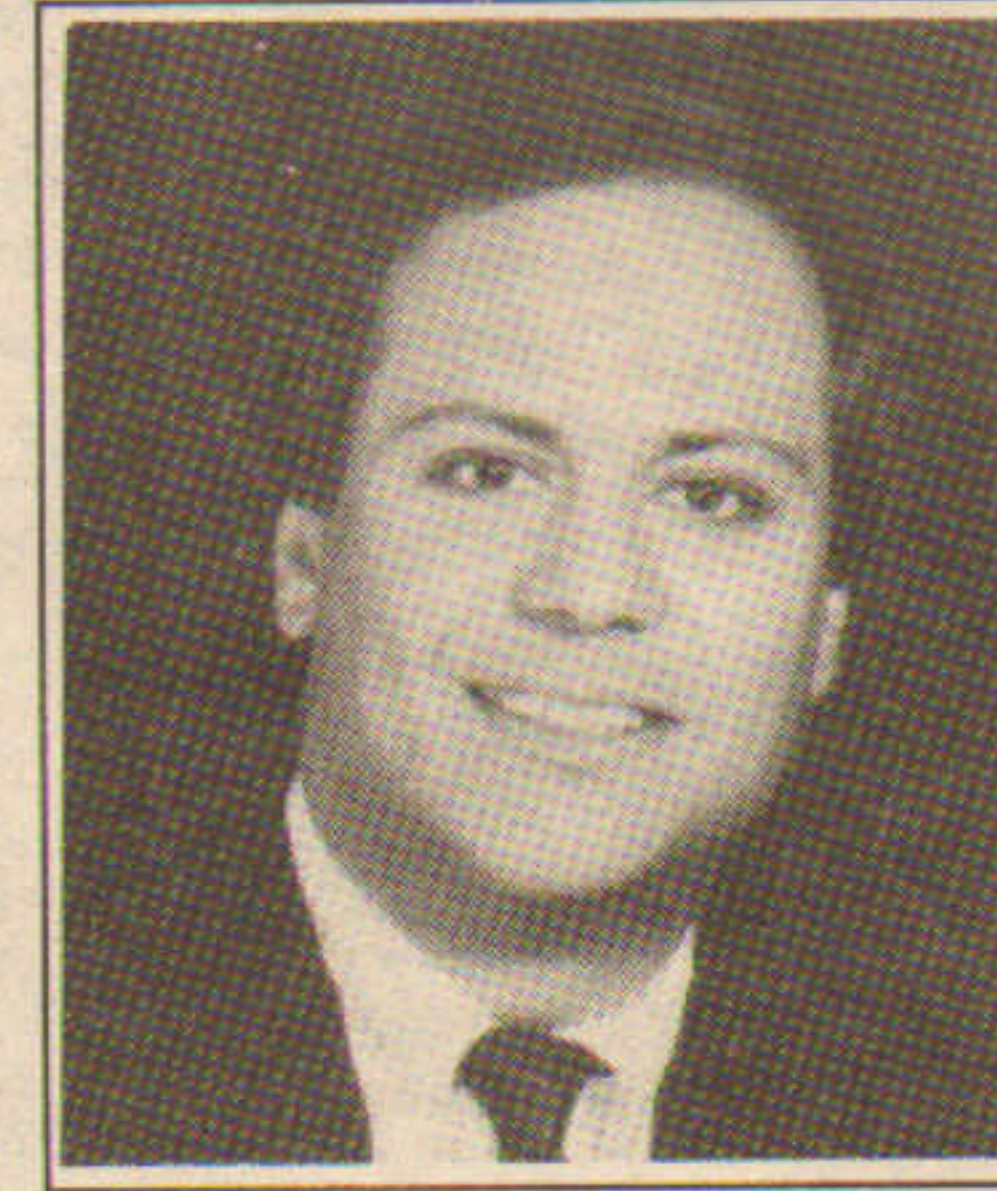
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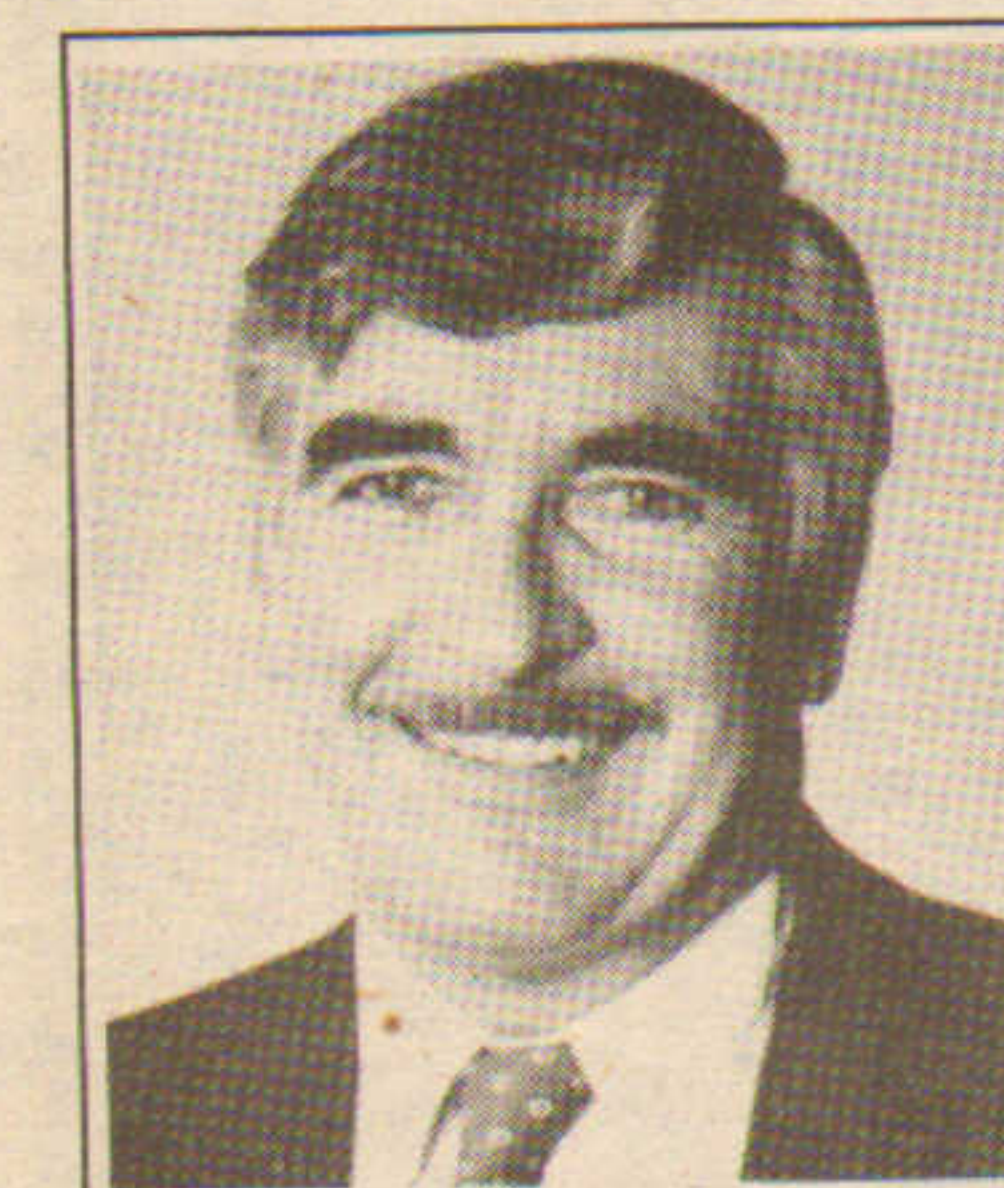
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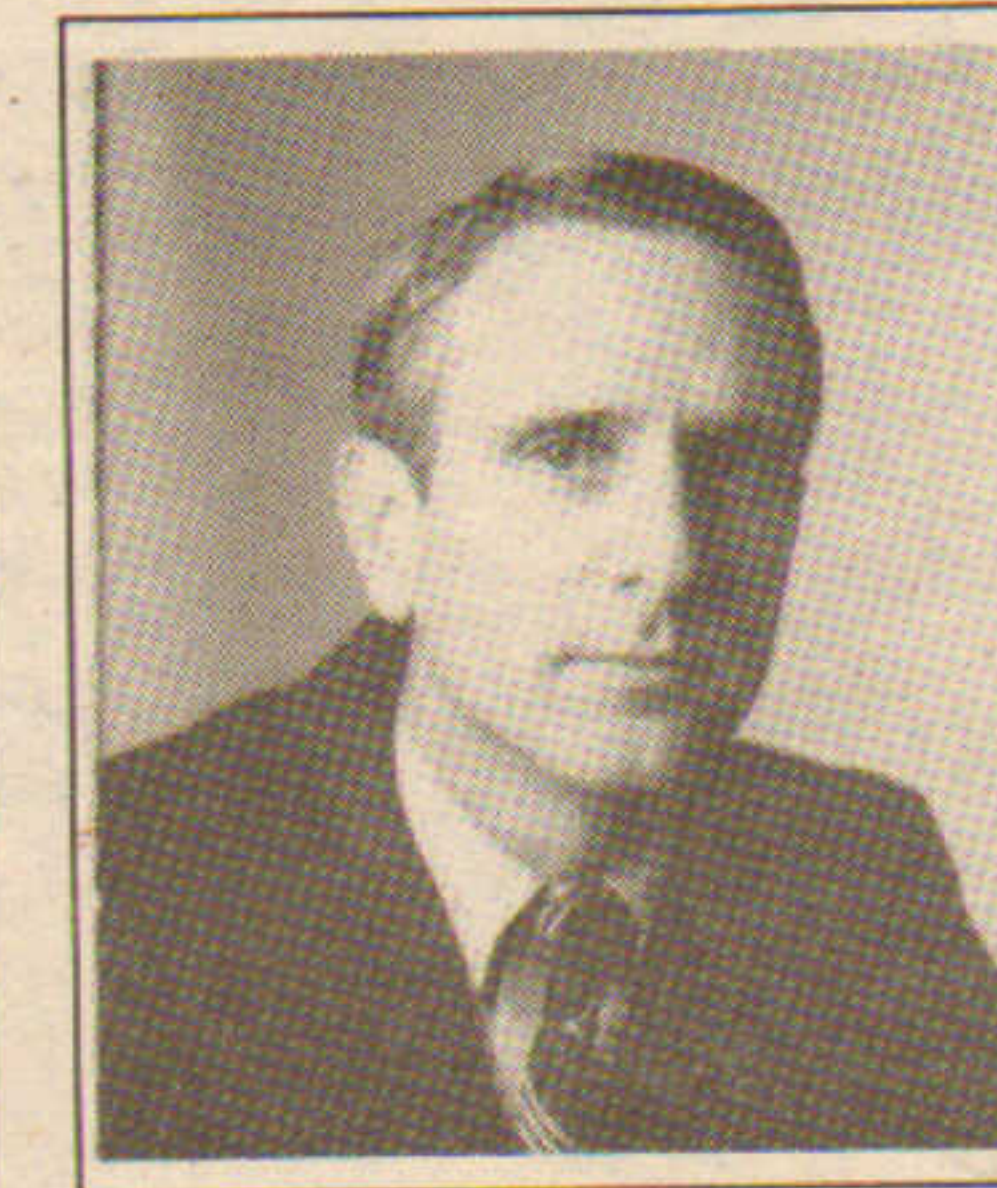
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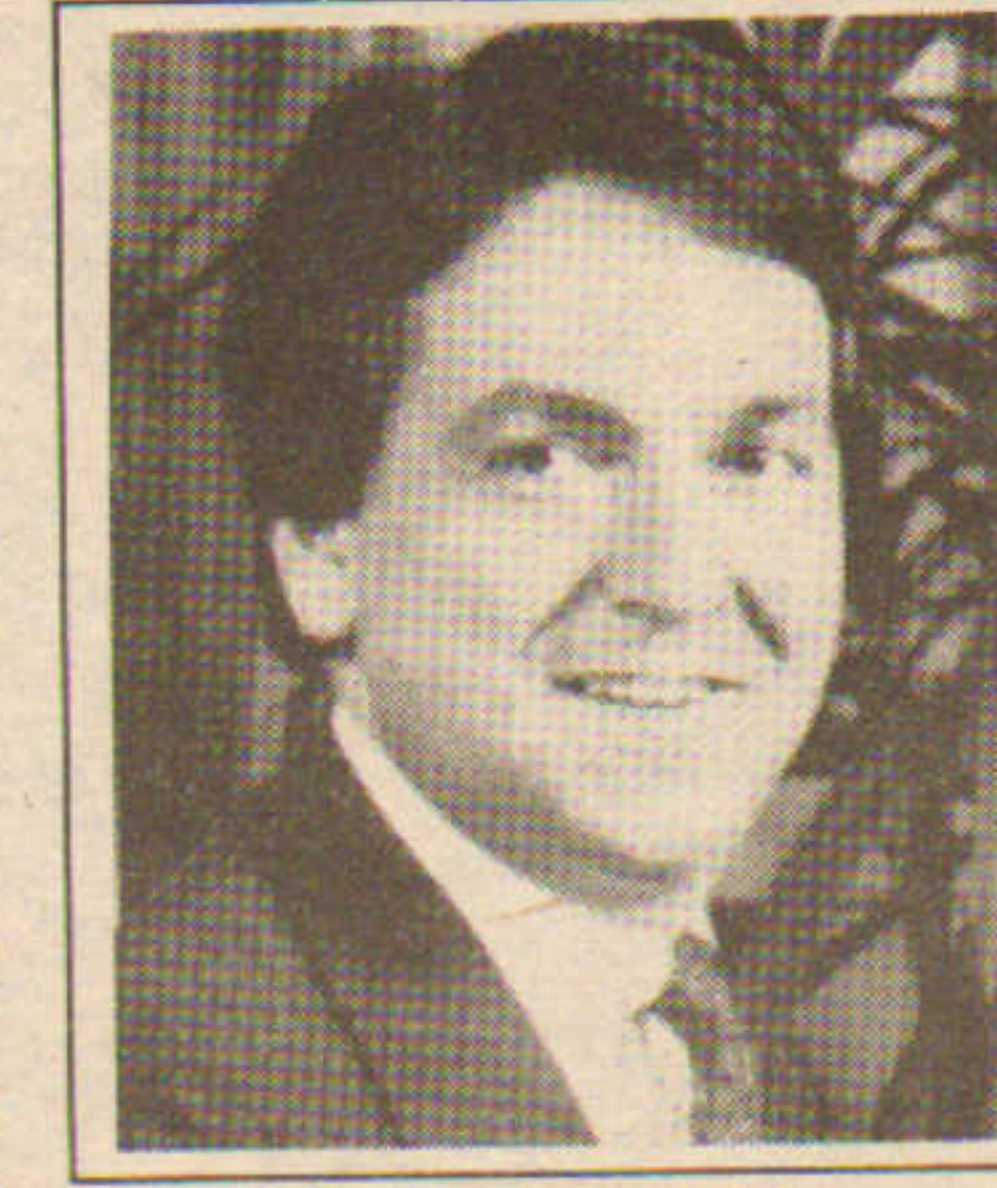
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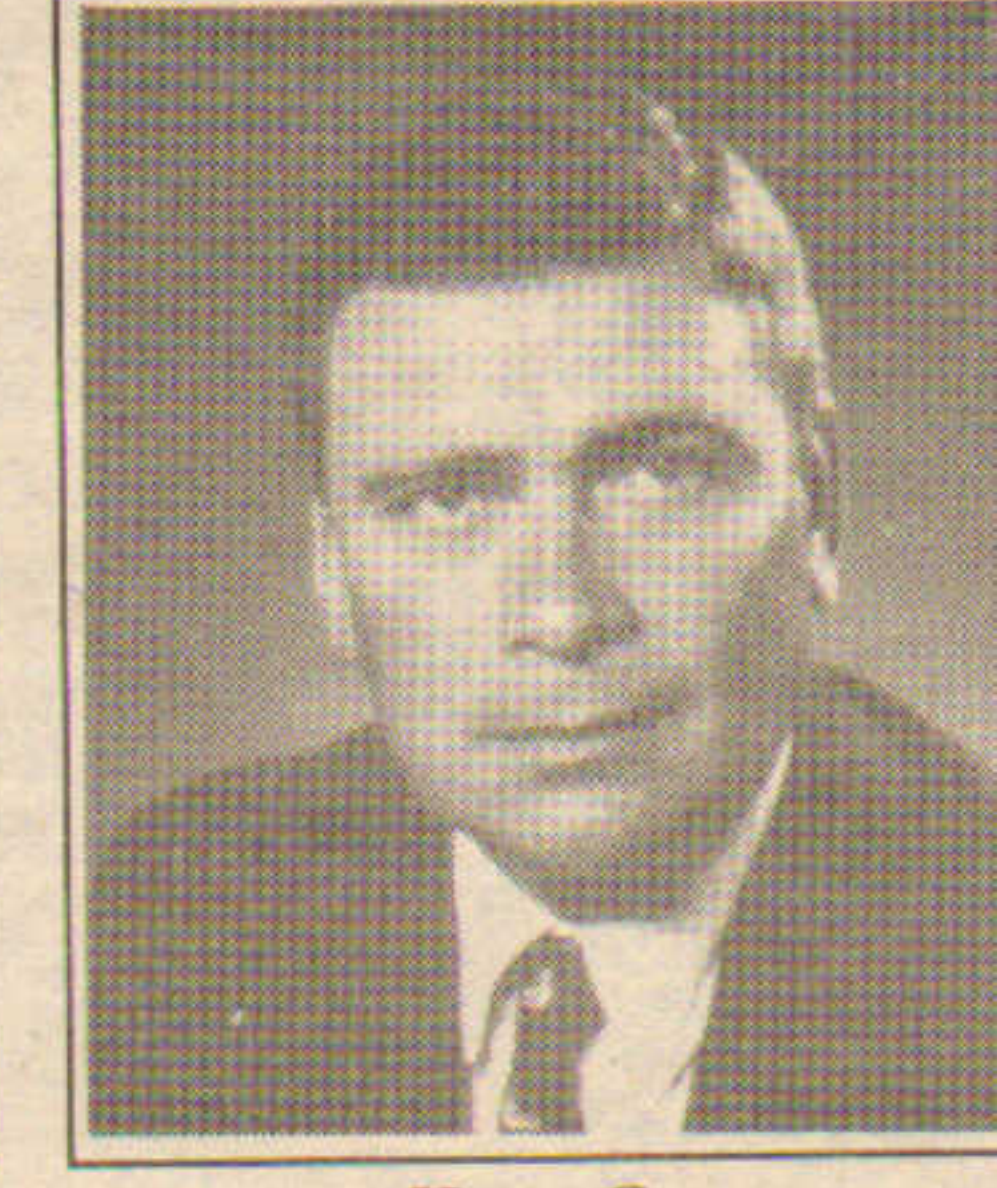
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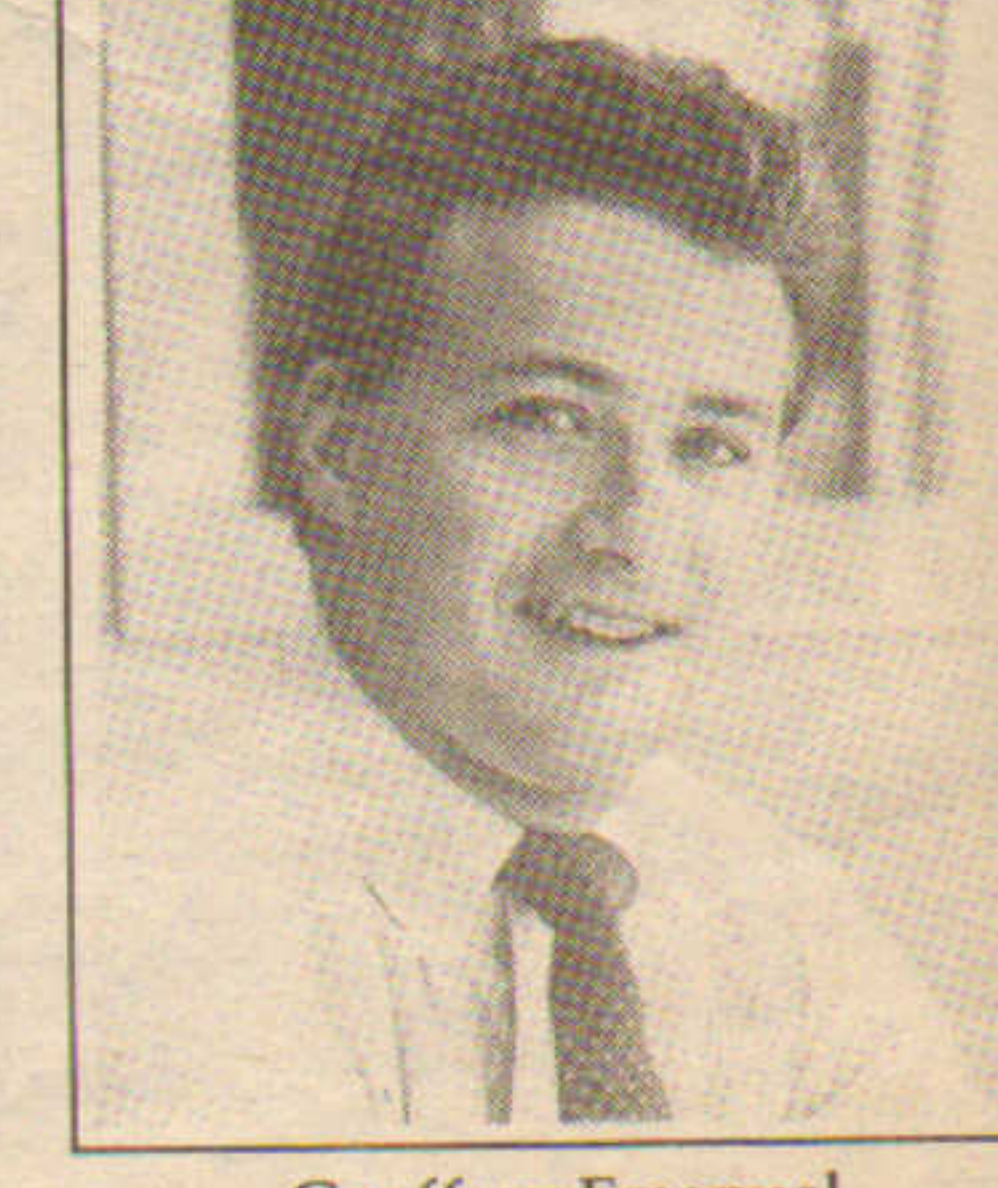
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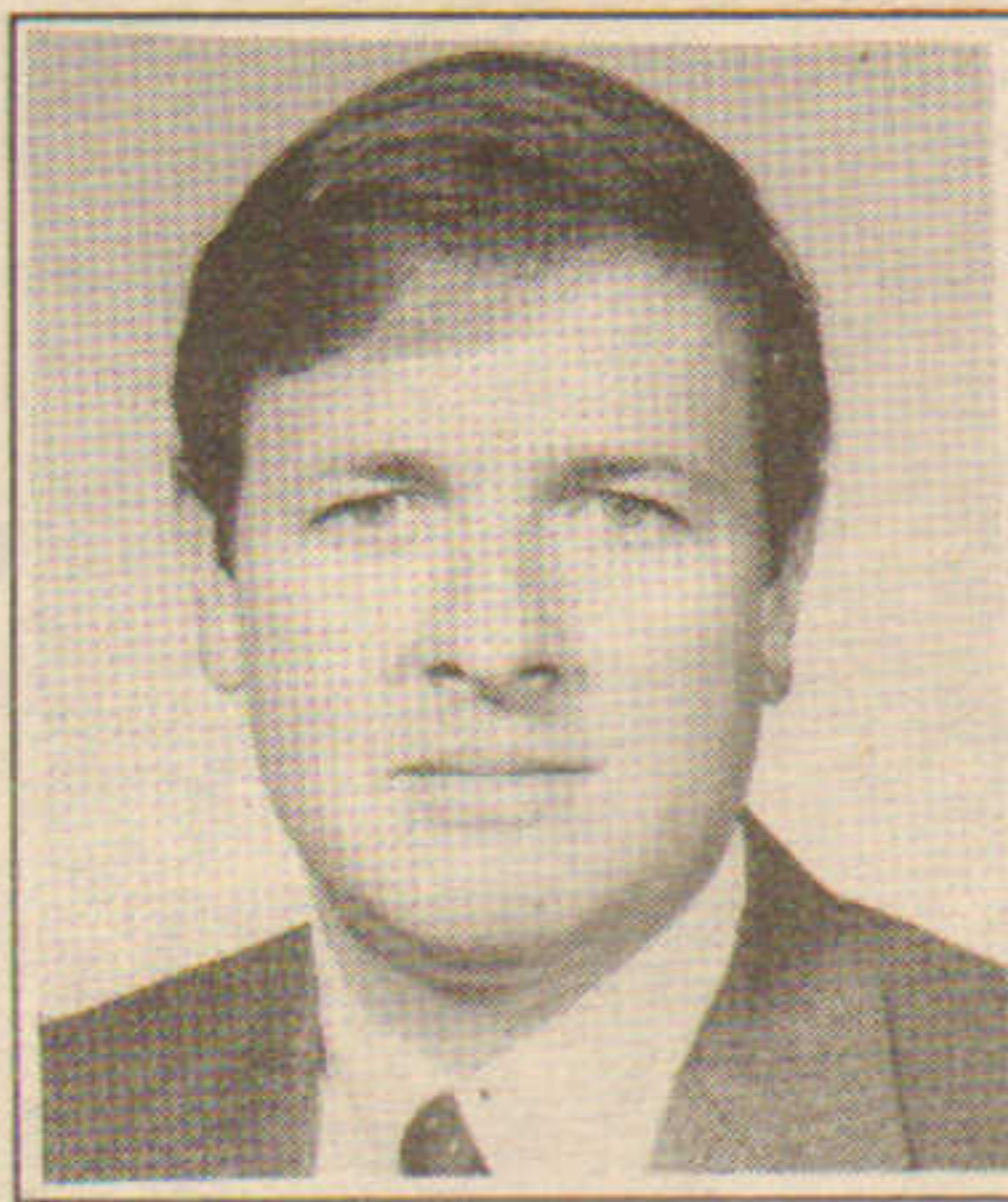
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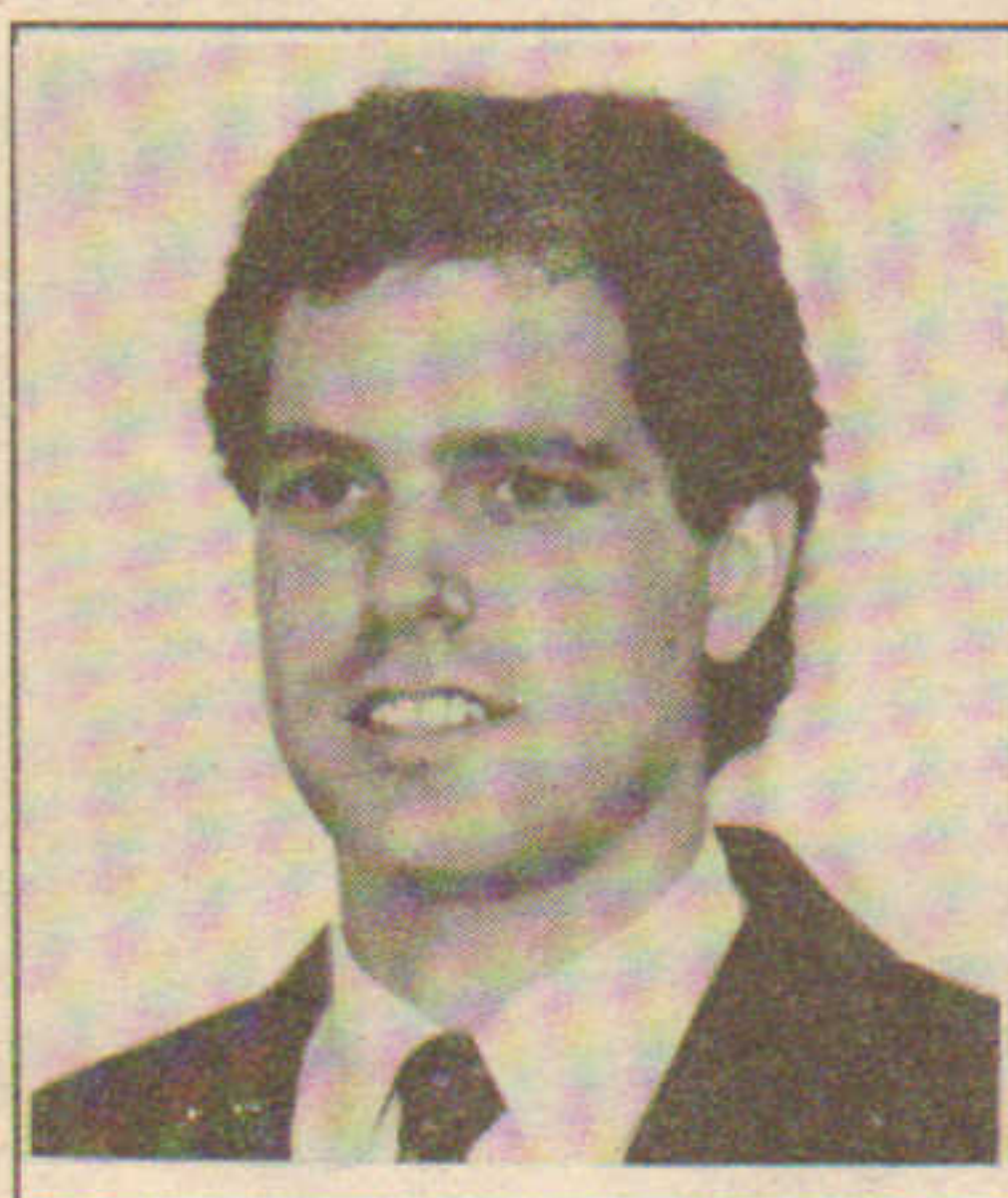
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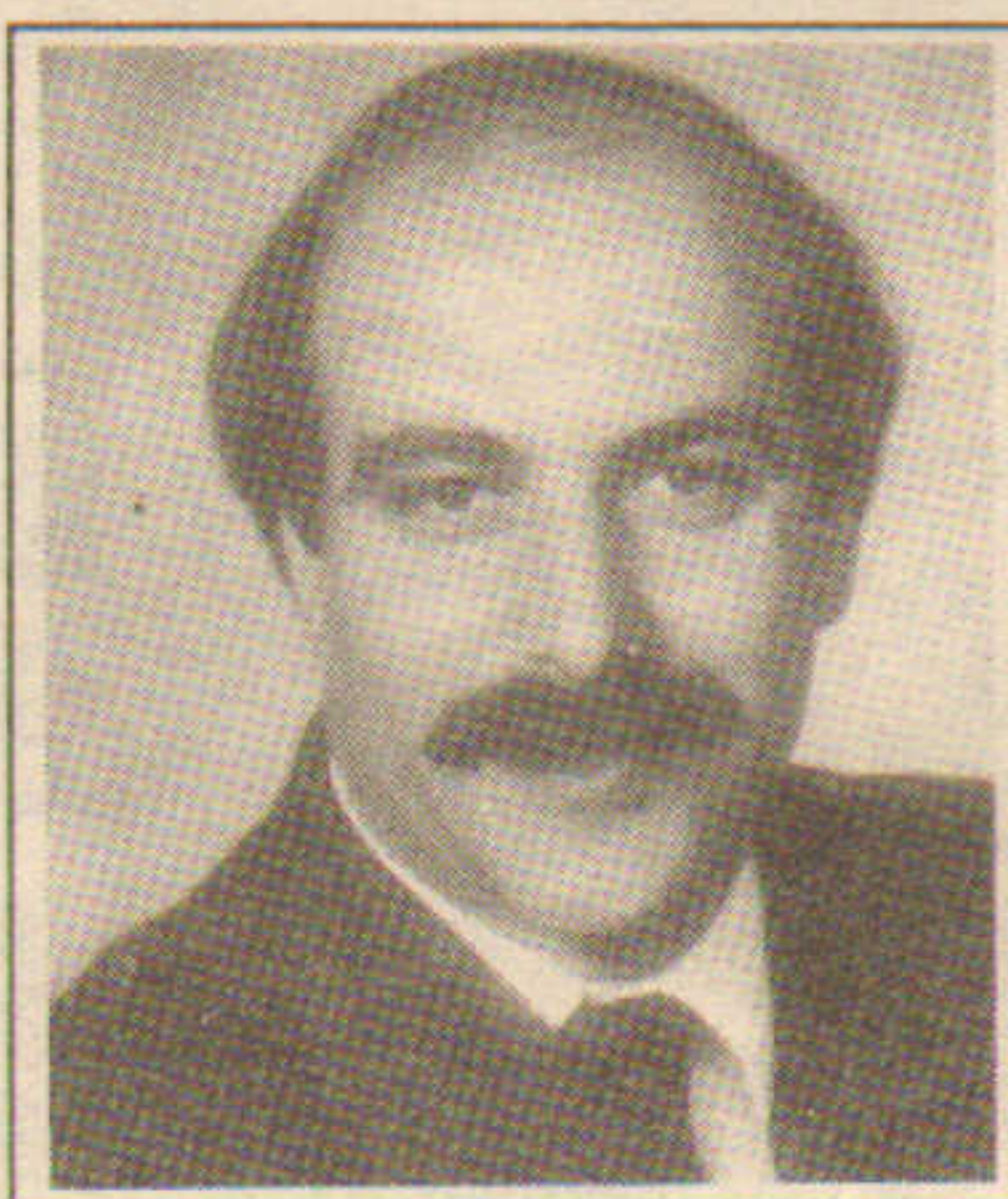
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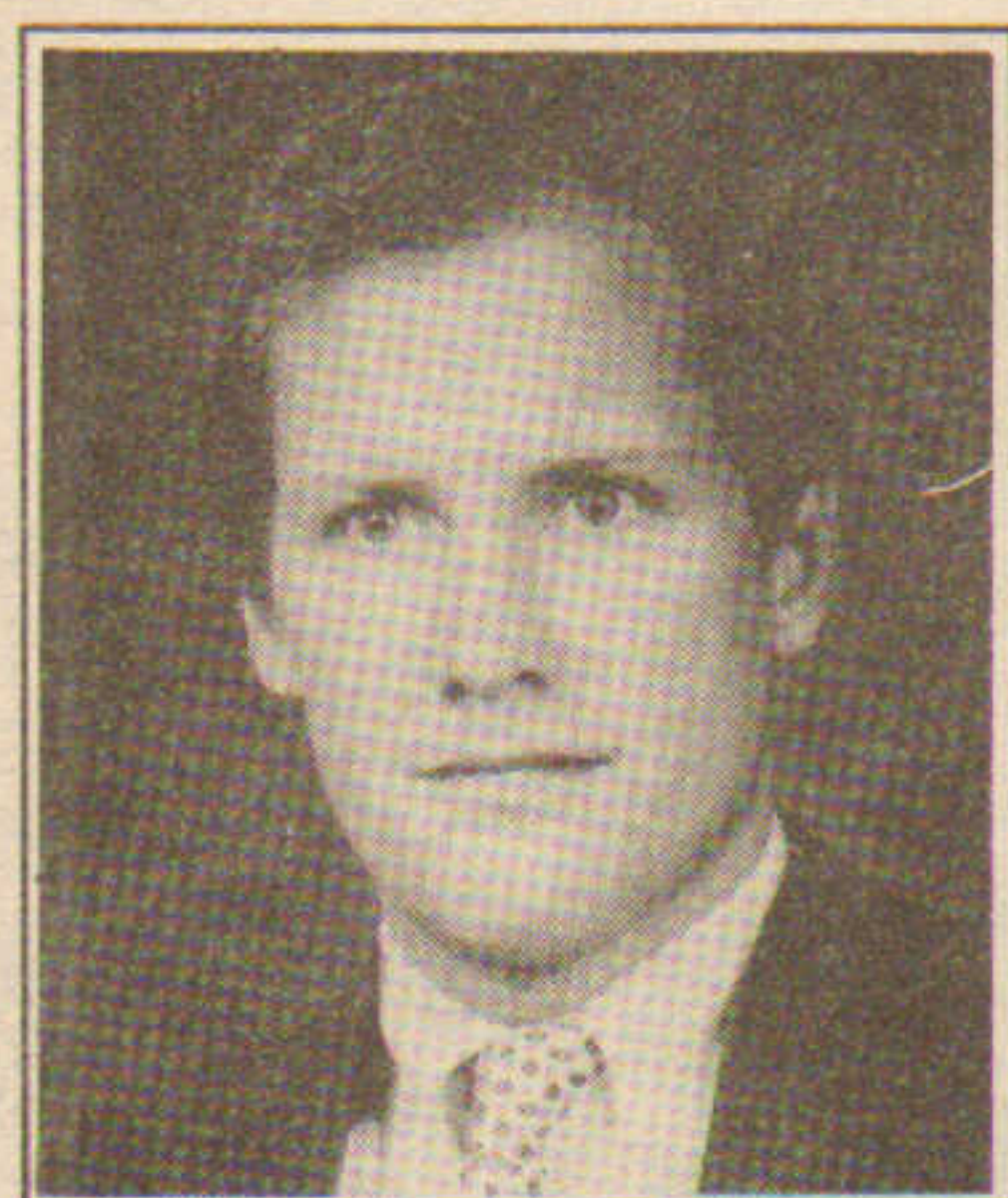
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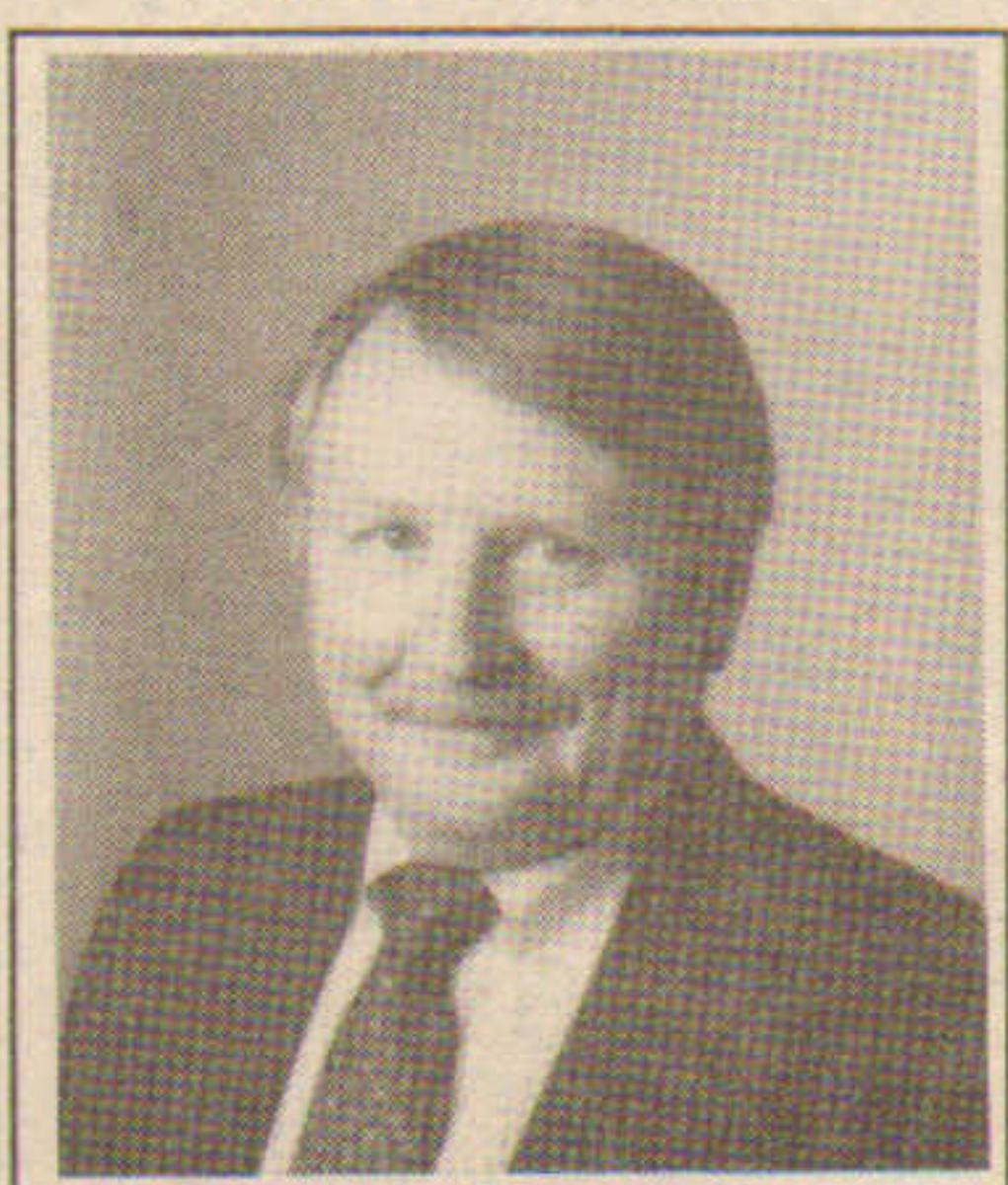
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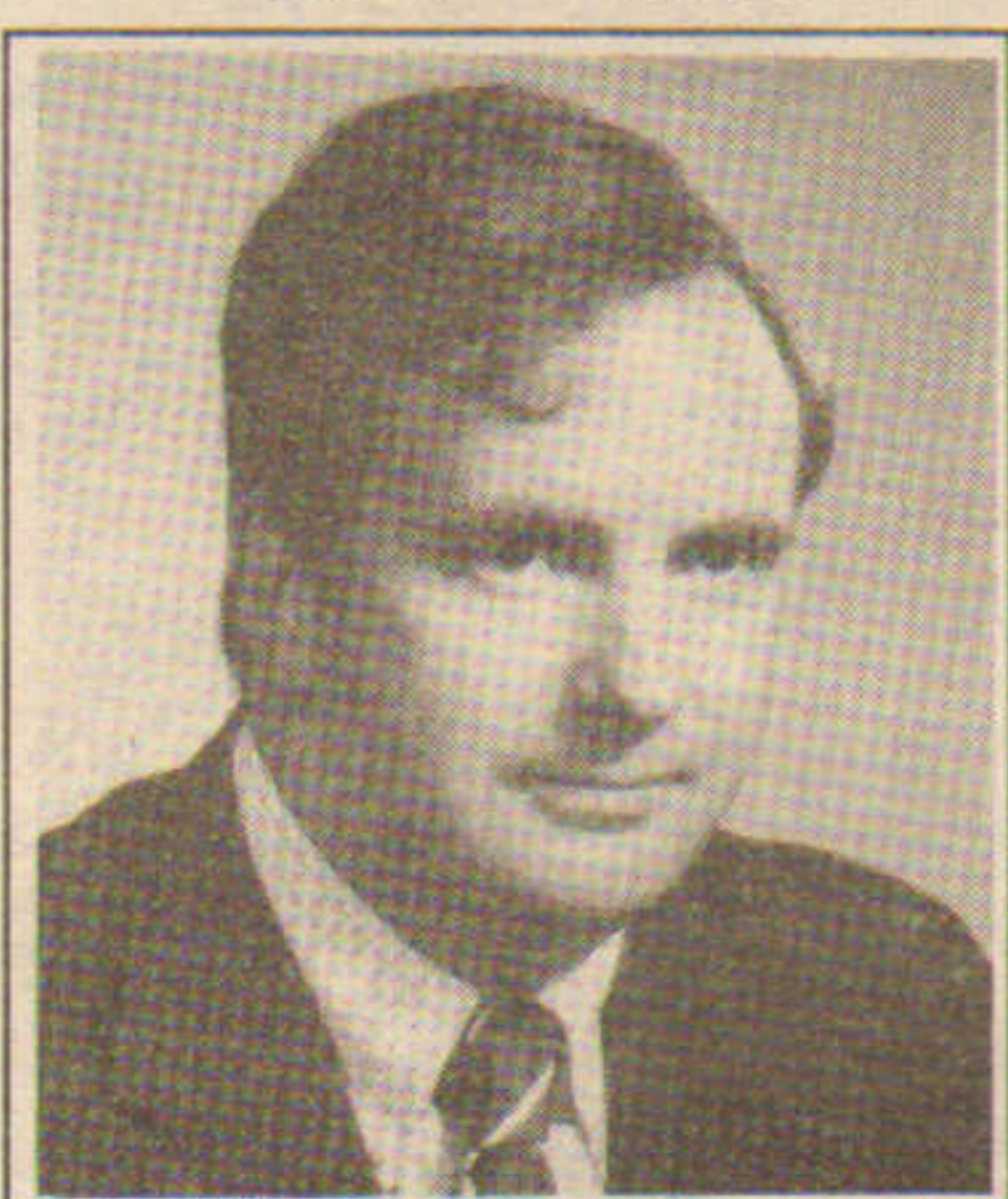
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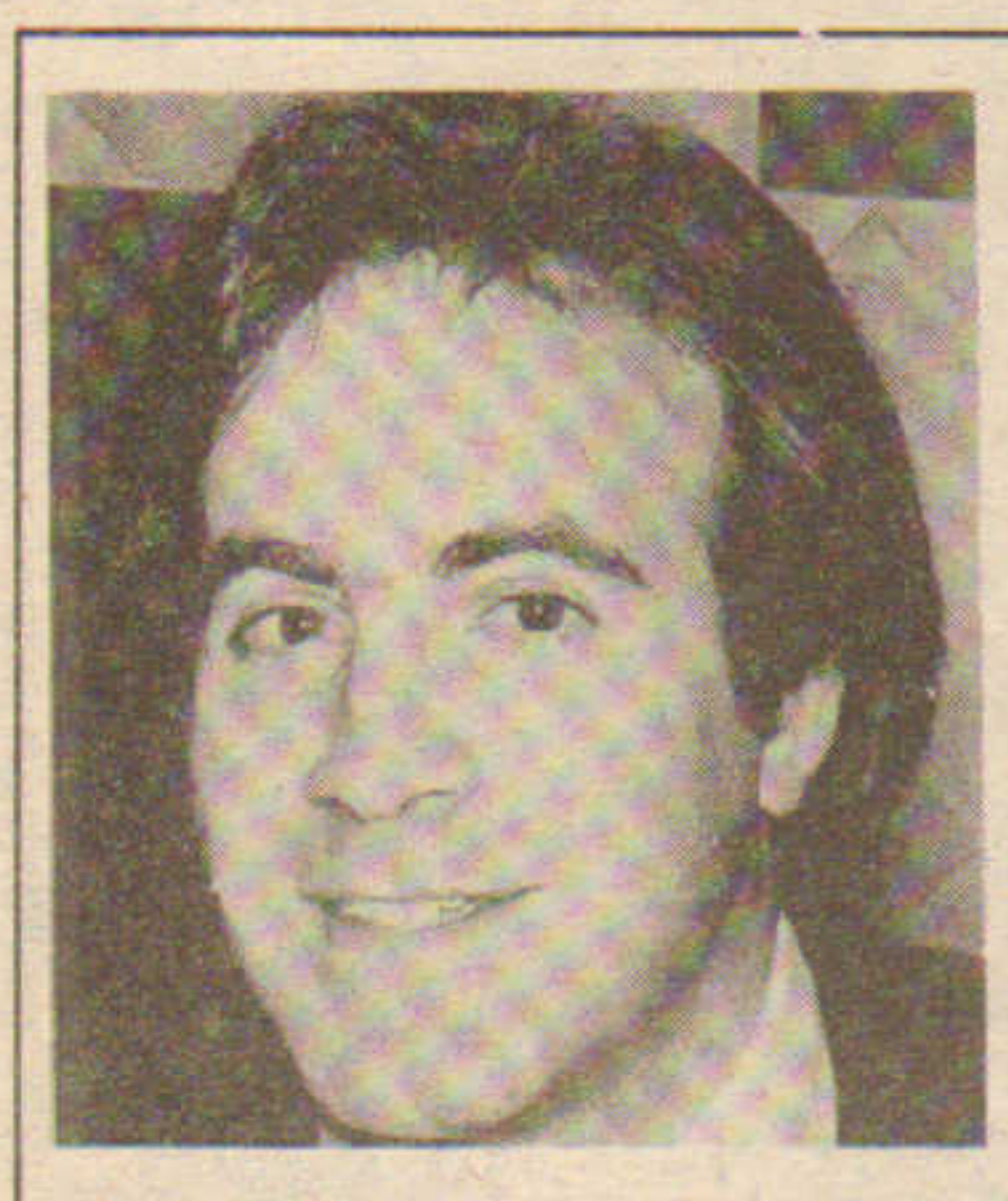
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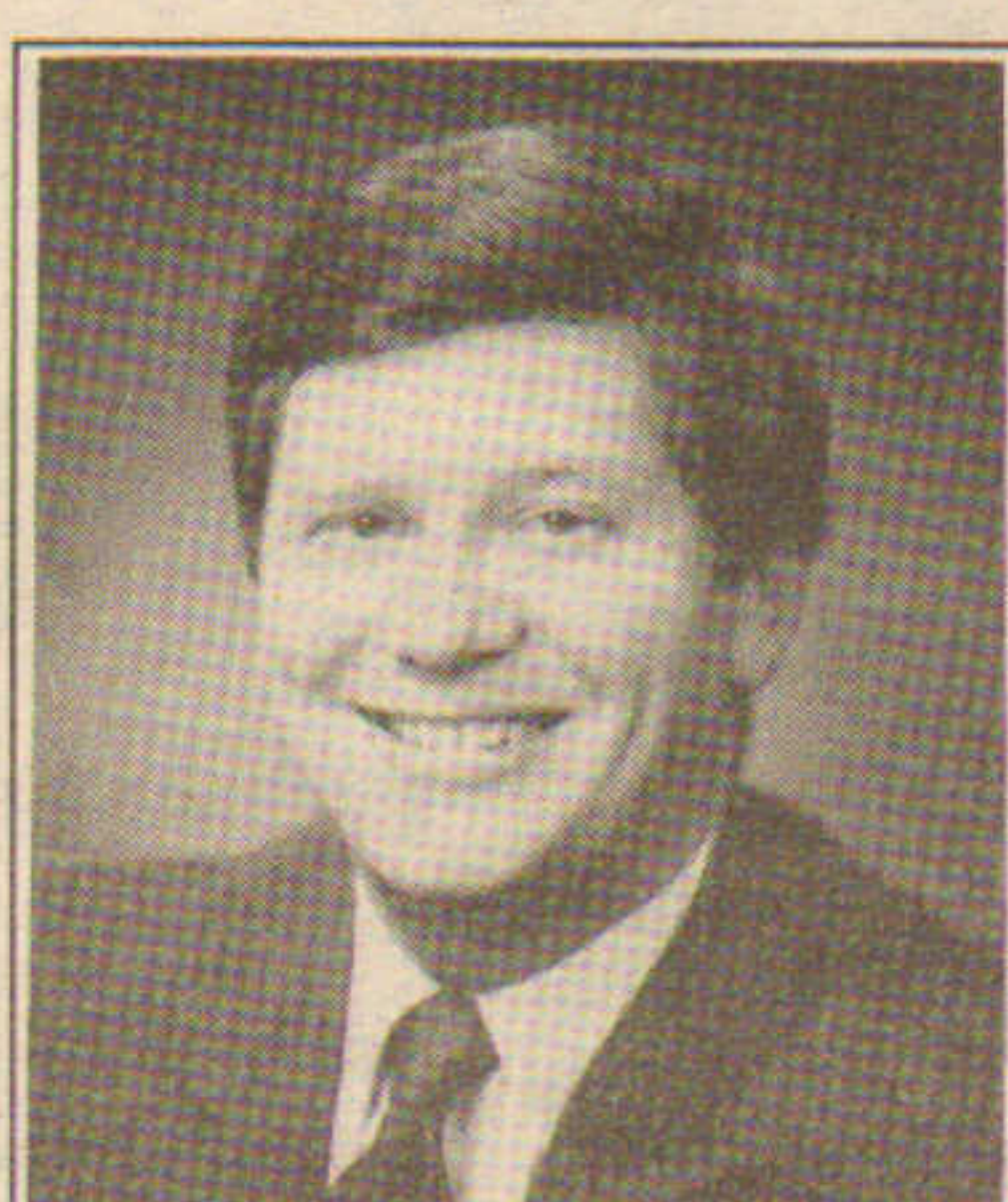
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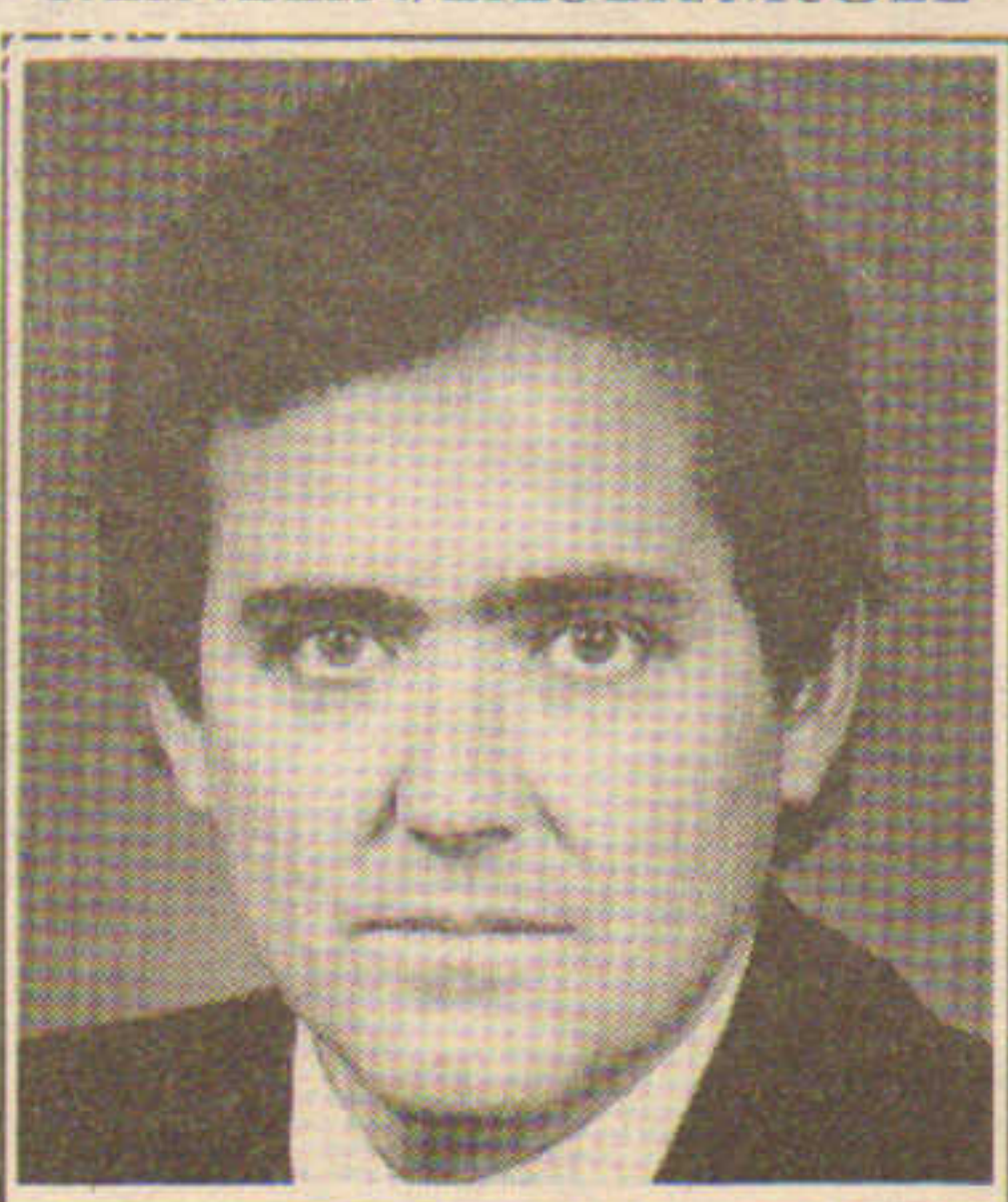
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Gary Irish
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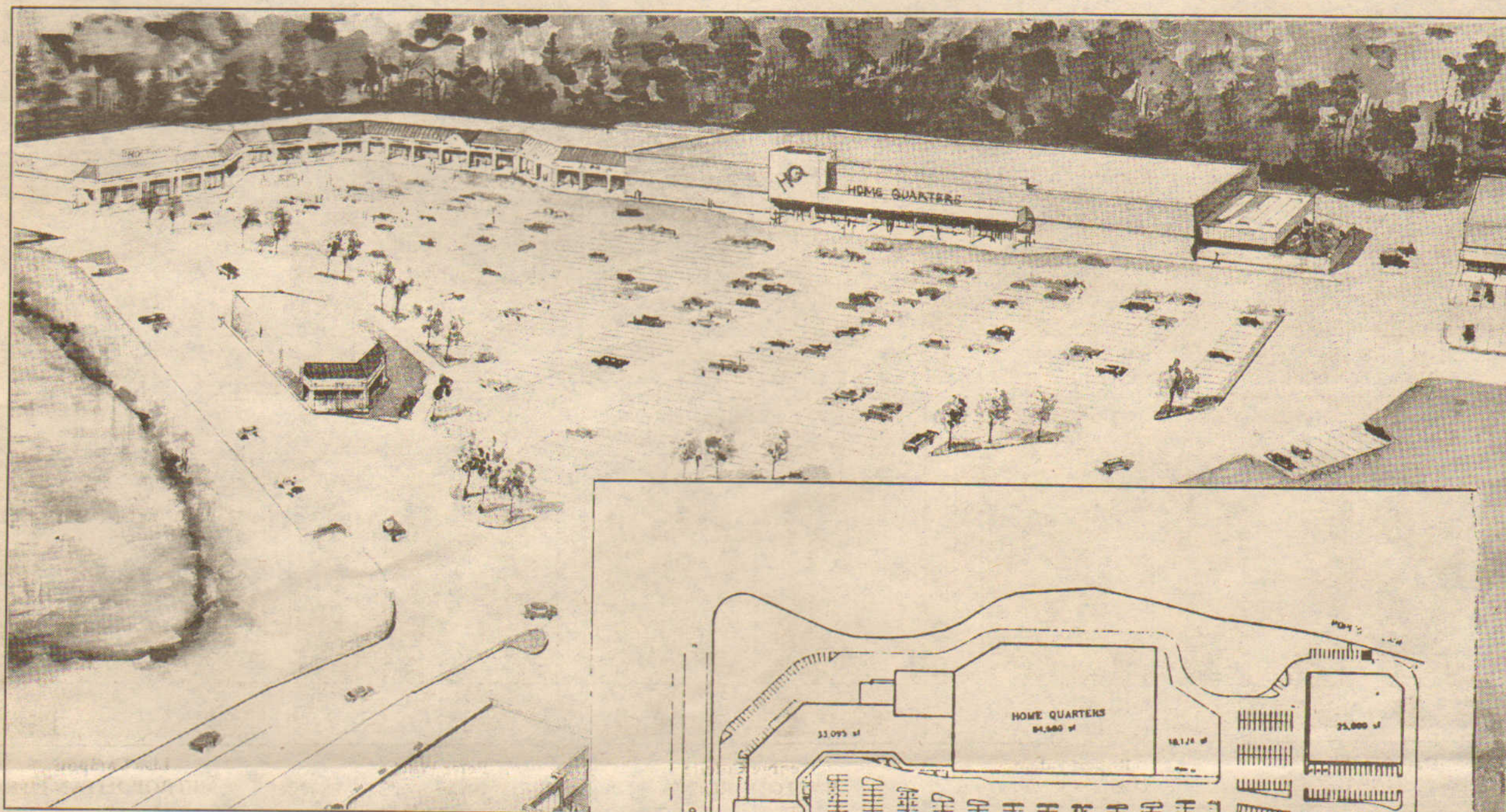
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Calvin Frese
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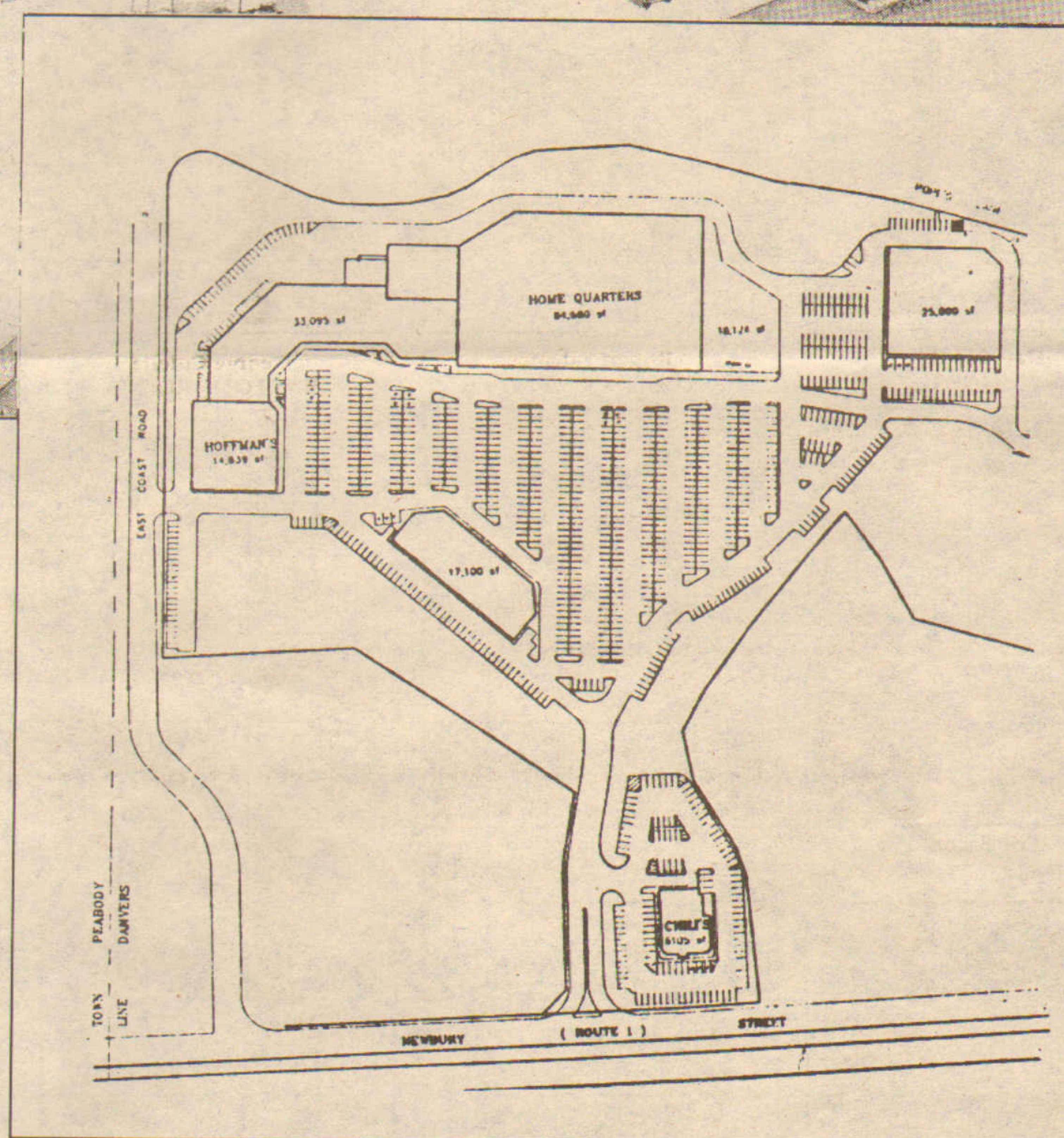
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Danvers, MA
200,000 Square Feet



AREA DEMOGRAPHICS

	POPULATION	HOUSEHOLD INCOME
3 miles	48,444	48,565
5 miles	143,261	44,568
7 miles	307,176	43,095



Located at the Intersections of Routes 1 and 114, (123,425 vehicles/day) Danvers Crossing is now under construction and scheduled for completion in Spring 1990. The project already boasts a number of impressive anchor tenants including Home Quarters/Hechinger, a home improvement super store; Hoffman's, an off-price designer clothing store; and Chili's restaurant, a Dunkin Donuts venture.



BOSTON CAPITAL
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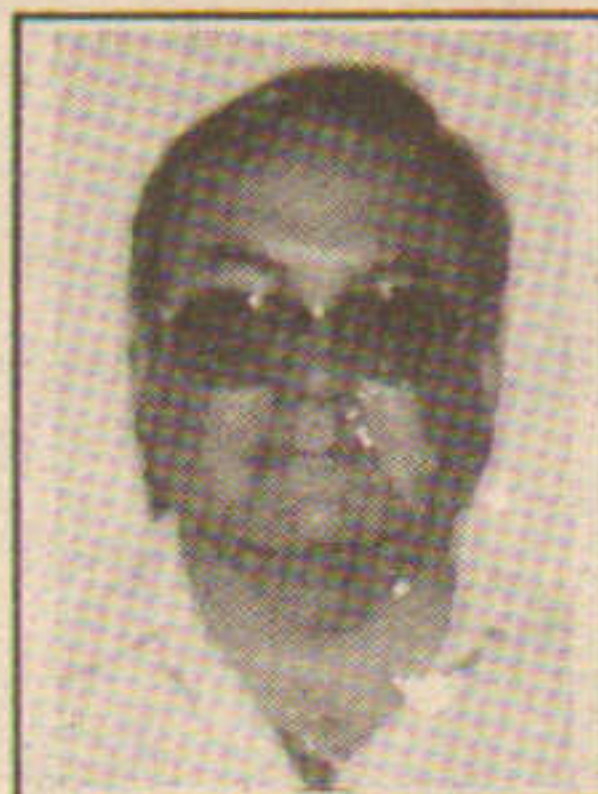
Leasing Agent:
The Wharf Companies
P.O. Box 535

Swampscott, Massachusetts 01907
(617) 593-2201

Developer:
Danvers Crossing Limited Partnership
c/o Boston Capital Properties, Inc.
313 Congress Street
Boston, Massachusetts 02210
(617) 439-0072



Frank Pietroski
FD PIETROSKI



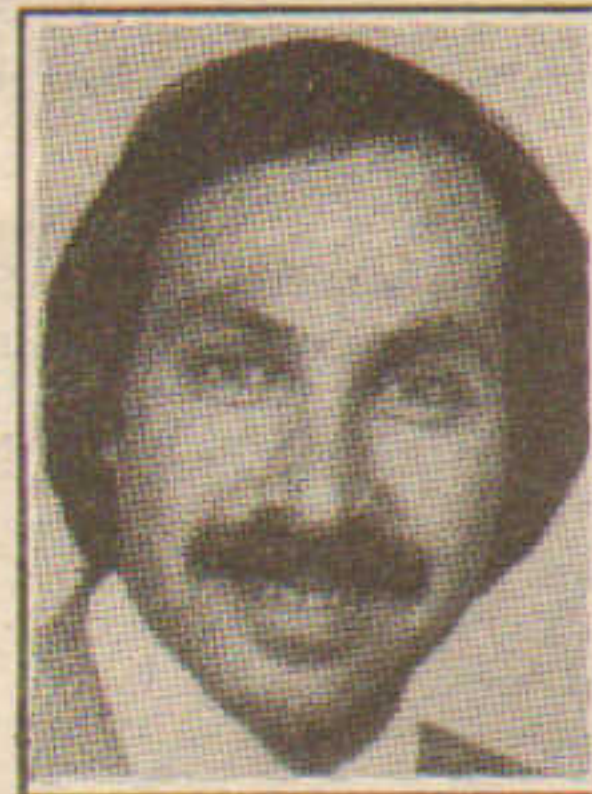
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Jerry Levin
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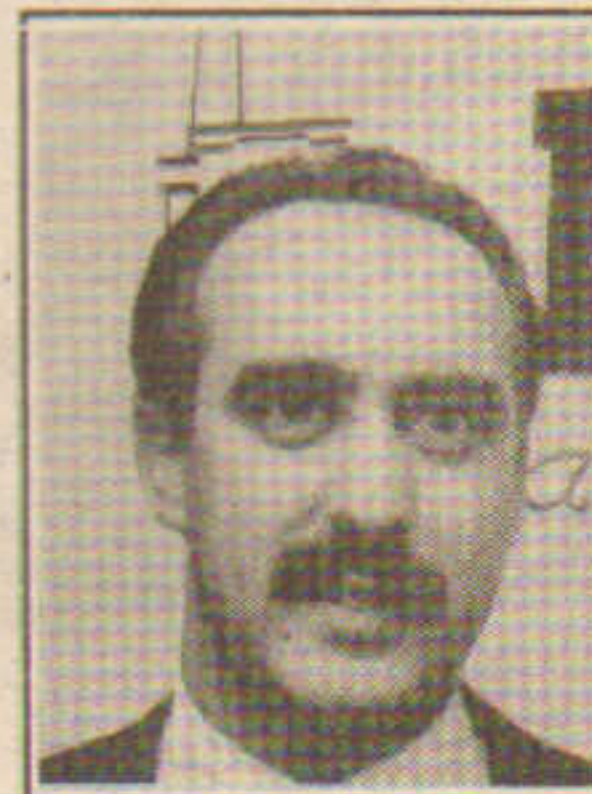
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Robert Keeley
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John Konopka
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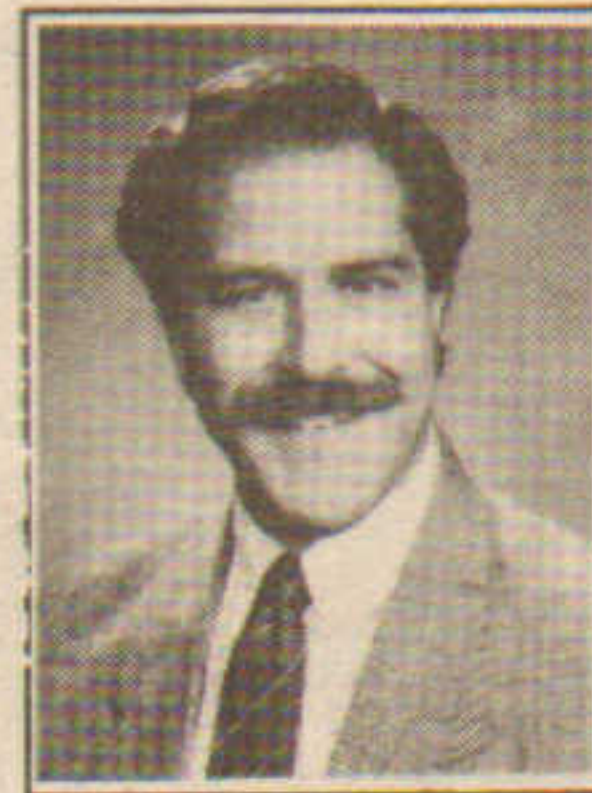
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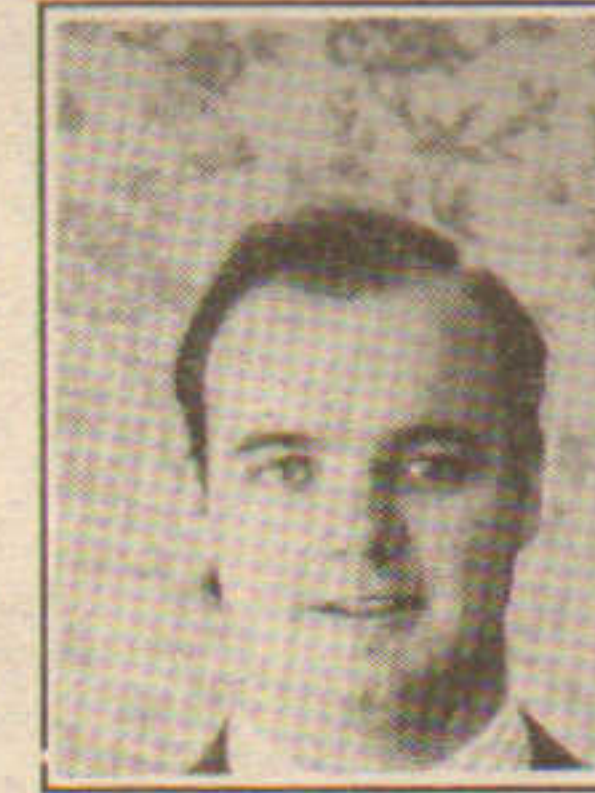
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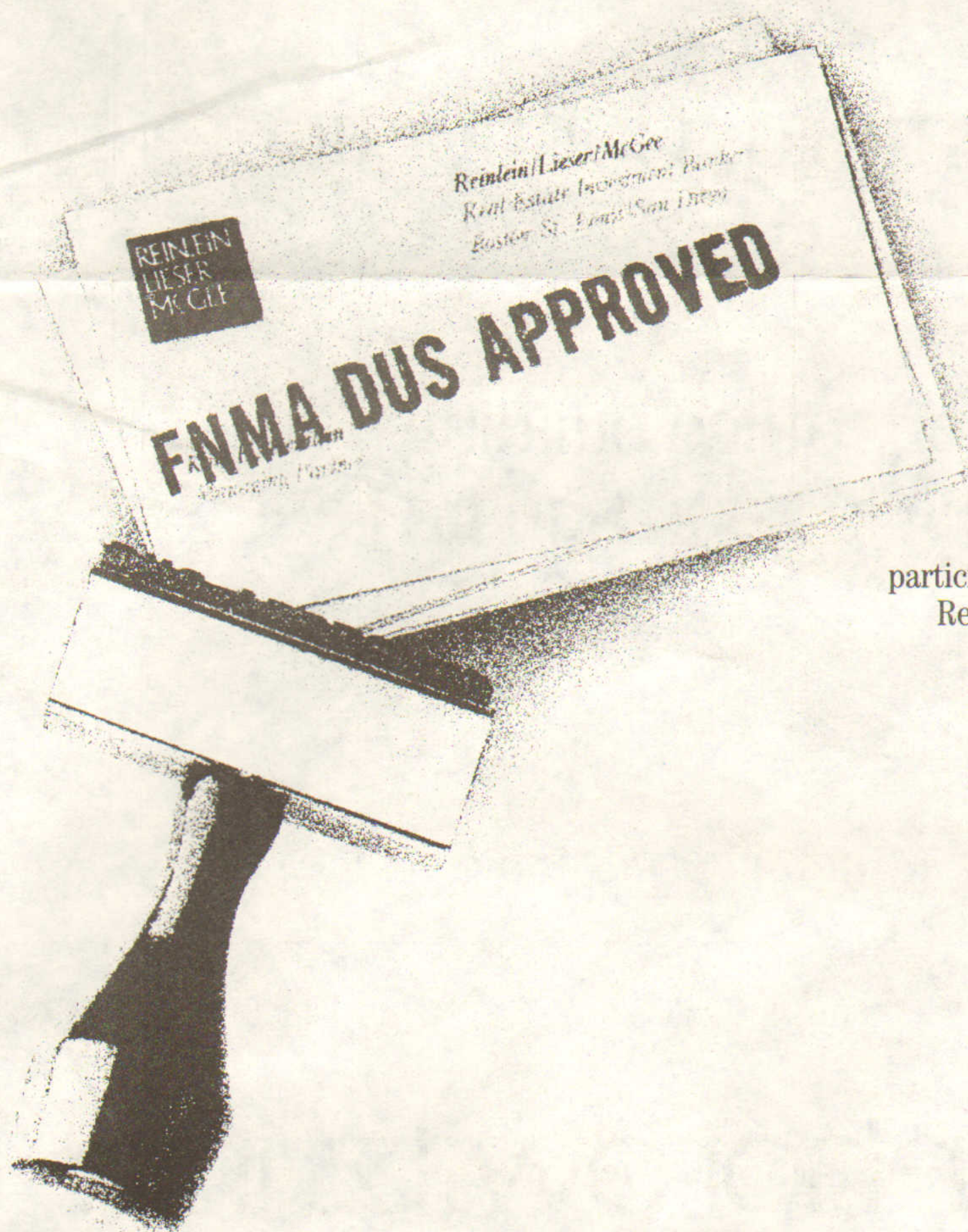


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