FEATURING



NEW ENGLAND • NEW ENGLAND • NEW ENGLAND • NEW ENGLAND



REAL ESTATE JOURNAL

NEW ENGLAND REAL ESTATE JOURNAL - SECTIONS B & C December 29, 1995 - January 4, 1996

1995 YEAR IN REVIEW

NEW ENGLAND REALTY RESOURCES, INC.
Real Estate Financial Services, Established 1982

Recently Completed Transactions

MGI Properties
St. Louis Portfolio
St. Louis, MO
7 Industrial Buildings
$9,375,000

Boylston St. Realty Trust
The Eldridge Building
Boston, MA
Multi-Tenant Office Building
$1,000,000

330 Whitney Avenue L.P.
330 Whitney Avenue
Holyoke, MA
"Class A" Office Building
$4,800,000

ABP Associates
20 Washington Avenue
Scarborough, ME
Industrial Building
$1,000,000

Gateway Realty Trust
One Gateway Center
Newton, MA
Multi-Use Development
$12,800,000

Commercial Properties
Post Office
Yarmouth, ME
Post Office Building
$800,000

Comm. Westborough L.P.
120 Flanders Road
Westborough, MA
R&D Building
$3,000,000

Reserved for *YOUR* Next Transaction

El Cap #91
Greenwood Village
Manorville, NY
Mobile Home Park
$4,600,000

Charles St. Unit 908 R.T.
134 South Avenue
Weston, MA
Medical Office Building
$1,050,000

Sphos, Inc.
Sharon Commerce Center
Sharon, MA
R&D Building
$3,800,000

MTP Limited Partnership
Building 32, Northwest Park
Burlington MA
Office/R&D Building
$1,500,000

Monmouth R.E. Investment
17 Forge Park
Franklin, MA
Whs./Dist. Building
$2,960,000

Wescott & Payson
Woodwinds Apartments
Portland, ME
Residential Apartments
$1,840,000

Taunton Corporate Ctr. L.P.
175 John Hancock Road
Taunton, MA
Office/Industrial Building
$2,000,000

For More Information Please Contact:

Tammy A. Pendergast

James M. Murphy
(617) 426-4454
(617) 426-8938 FAX

Edward J. Riekstins



You'll find Konover shopping centers in sixteen Eastern states. We've developed and owned more than 100 centers, offering more than **13,000,000** square feet of retail space.

With anchors like A&P, Ames, BJ's Wholesale Club, Bradlees, Caldor, Channel, Circuit City, Food Lion, Hechinger's, Home Depot, Jamesway, J. C. Penney, Kmart, Kroger, Marshall's, Sam's, Sears, Service Merchandise, Shaws, Shop 'n Save, ShopRite, Stop & Shop, T.J. Maxx, Waldbaum's, Wal-Mart, Winn Dixie and hundreds of other national, regional and local retailers, Konover centers are meeting the shopping needs of millions of residents in the East.

As we celebrate 35 years as a developer, owner and manager of shopping centers, we are committed more than ever to our founding principal: give shoppers choice and convenience and they'll put your center on the map!



Konover is where you want to be

Konover

New England's Leading Developer

Konover & Associates, Inc.
2410 Albany Avenue
West Hartford, CT 06117
860-232-4545
860-523-9180 (Fax)

January

Scott Black of The Dartmouth Co. leases 27,255 s/f for Stanley Sydney at Home Town Center, Rte. 9, Natick.

Harwood Assoc. arranges $9.36m for Flexo Converters' 144,000 s/f warehouse/dist. site in Meriden, Conn.

Lynch Murphy Walsh & Ptrs. and Neelon Assoc. sell $2.2m 70,625 s/f ind. facility for Conn. Mutual Life Ins.

MGI Properties names National Development of N.E. to manage newly acquired 70,800 s/f Chelmsford Tech. Ctr.

Meredith & Grew leases 90,000 s/f for Somerset Savings Bank to Mass. State Lottery in Braintree.

Pro Con Const. and Beacon start $29.4m U.S. Courthouse in Concord, N.H.; Shepley Bulfinch architect.

Alan Fischer brokers 33,553 s/f leases for People's Bank in downtown Bridgeport, Conn.

National Comm'l. Brokers sells 20,000 s/f Cambridge retail site for Century Bank for $795,000.

Peter Elliot co-brokers 38,400 s/f for Citizens Bank at Presidents Place in Quincy to Boston Financial Data.

Hayes & Sherry and Ryan, Elliott sell 52,500 s/f in Providence to Don-Mar Creations for $780,000.

New England Realty and Meredith & Grew place $1m loan on 11,695 s/f in E. Greenwich, R.I.

Jerome Manning auctions Rockland (Mass.) Plaza for U.S. Trust Co. to Tedeschi Realty Corp. for $3.77m.

Colebrook Realty and Lynch Murphy Walsh cobroker 213 units, 30,000 s/f offices, Springfield, for $5.2m.

Hunneman Commercial and Cushman & Wakefield sell 62,000 s/f offices in Billerica for $2.4m.

Caswell Assoc. brokers Point Judith Marina in Wakefield, R.I. to Barry McTaggart for nearly $1 million.

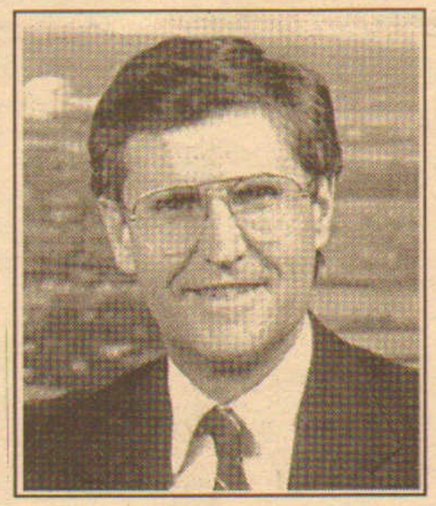
Codman Co. and Lynch Murphy Walsh cobroker 39,110 s/f lease in Westwood for UBS Asset Management.



Thomas Hynes, Jr.
MEREDITH & GREW



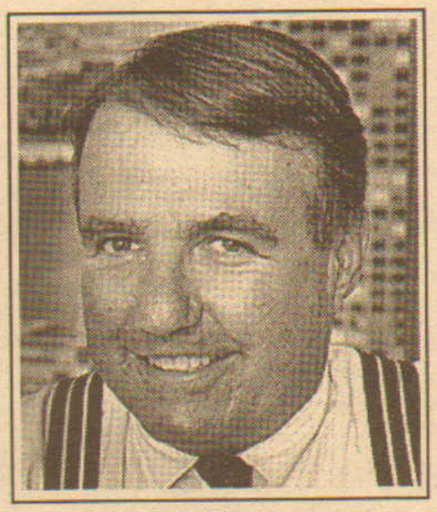
Howard Katz
THE KATZ COMPANIES



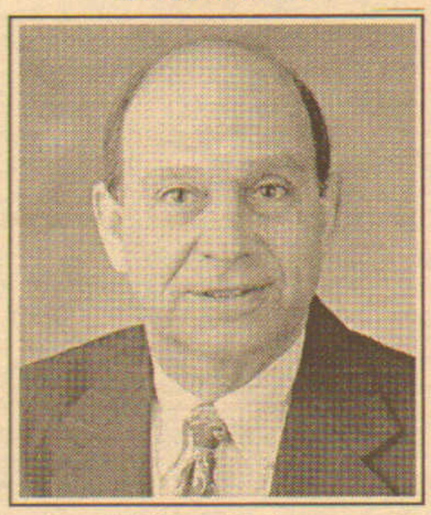
Mark Kisiel
LEGGAT MCCALL/
GRUBB & ELLIS



Harold Sadowsky
KELLEHER & SADOWSKY



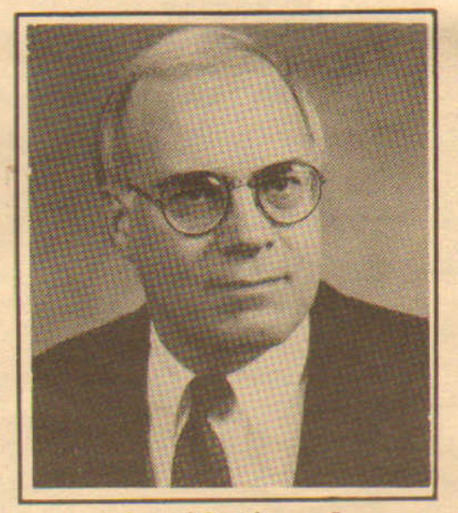
John Fowler
FOWLER, GOEDECKE,
ELLIS & O'CONNOR



Anthony Shaker
BALCO, INC.



John Ciardi
WESTCOTT CONSTRUCTION



Edward Sentivany, Jr.
SENTIVANY & ASSOCIATES



Carl Gauthier
PARAMOUNT DEVELOPMENT



Deborah Haskell
WINTHROP R.E. ADVISORS

Since 1907

The Niles Company, Inc.

Offering:

Residential and Commercial Property Management
Commercial Brokerage
Condominium Sales and Residential Marketing
Development Consulting

For further information contact:

C. Jerry Ragosa
Thomas H. Niles
617-439-0330

WE SEND

SEASON'S

GREETINGS

AND BEST

WISHES

FOR 1996

MAY EVERY DETAIL

BE PERFECT!

FINARD & COMPANY

THREE BURLINGTON WOODS DRIVE

BURLINGTON, MA 01803

PH: (617) 273-5555 FX: (617) 272-8408



January

Cushman & Wakefield sells 120,000 s/f Meadows Office Bldg., Framingham, to MARIC-MESCO group for 10m.

First Phillips sells 34 Hudson, N.H. units for Bonham to 17 Hudson Associates for $1.325m with Sousa Realty.

Pyramid R.E. brokers sale of 550,000 s/f Armstrong business Park in W. Haven, Conn. for $700,000.

Goodfellow Ashmore R.E. sells Lake Avenue Plaza offices in Danbury, Conn. to Maplecrest Software for $1.3m.

Spectrum Financial arranges $11m John Hancock loan for 318 unit NorWest Woods in Norwood.

Ashworth Mortgage places $4.1m for U.S. Properties' 214,000 s/f Manhattan Plaza in Toledo.

Accord Capital Funding Group places $4m loan on factory outlet center in Freeport, Maine.

Trataros Const. awarded $38m contract for V.A. Medical Center, 260,000 s/f, in Newington, Conn.

Fallon Hines & O'Connor sells 199,600 s/f Brookside Plaza in Enfield, Conn. to TA Assoc. for Acacia; $18.8m.

Meredith & Grew brokers 115,000 s/f Chelmsford offices to New Boston R.E. Investment Fund for $5.15m.

Lynch Murphy Walsh & Ptrs. sells 112,342 s/f R&D in Billerica for Prudential R.E. to MGI for $4.8m.

Niles Co. brokers 55,000 s/f in Woburn with Cushman & Wakefield for WASA Mgmt. to Au Bon Pain for $3.3m.

CB Commercial sells 21,135 s/f Barnum Ave. Shopping Plaza in Stratford, Conn. to Merchant Mark for $943,000.

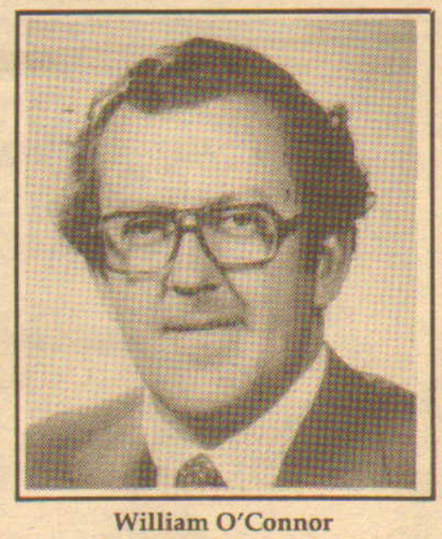
Trammell Crow N.E. brokers 71,413 s/f in Bedford, Mass. to Mitre Corp. for $3.6m.

Dartmouth Co. signs Bradlees to 105,000 s/f in Seekonk and 115,000 s/f in Worcester (former Costco sites).

Capstone Properties leases 65,000 s/f in Berdon Plaza in Fairhaven, Mass. to Shaw's Supermarket.



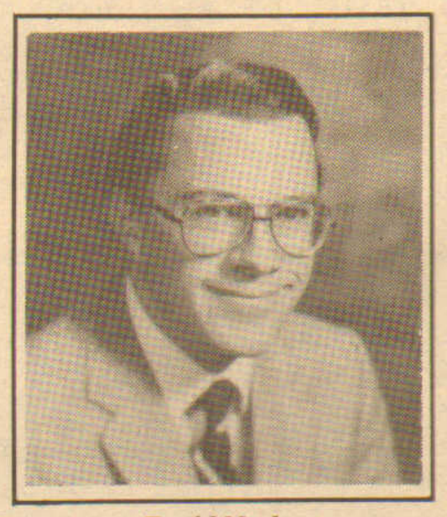
Elliot Ravech
PETER ELLIOT & COMPANY



William O'Connor
FOWLER, GOEDECKE, ELLIS & O'CONNOR



Mathew Dwyer
SPAULDING & SLYE



David Neelon
NEELON COMPANIES



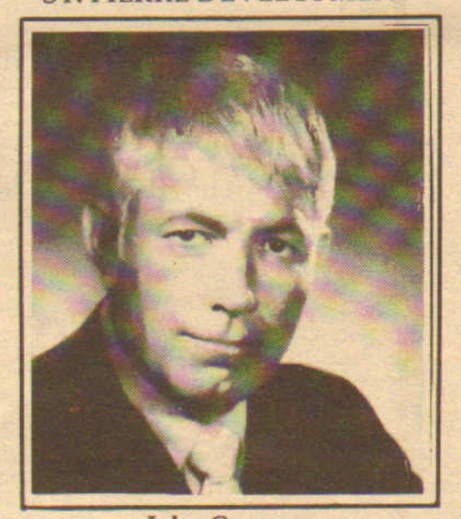
Daniel Calano
PROSPECTUS



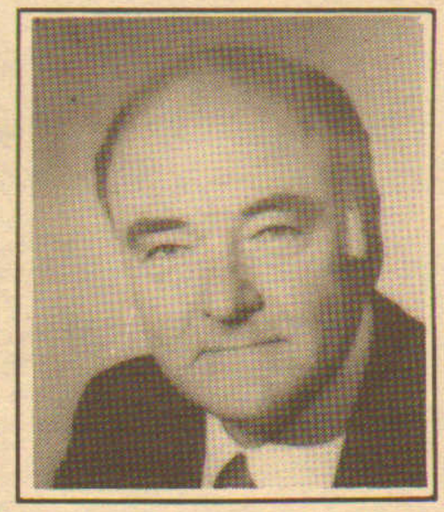
Robert Bramley
RG BRAMLEY & CO.



Nanette St. Pierre
ST. PIERRE DEVELOPMENT



John Corcoran
JOHN M. CORCORAN & CO.



Alexander McNeil
MCNEIL & ASSOCIATES



Bob Nickerson
STONE TOWER PROPERTIES

Wishing you a

Joyous Holiday Season

and a

New Year

filled with Peace and Happiness



TEDESCHI

14 Howard Street, Rockland, MA 02370 (617) 871-6900

10.5 Million Sq. Ft.

Our Asset Management Group
Added 2.1 Million Sq. Ft.
Of New Assignments

Bringing Our Portfolio Of Managed
Properties To 10 Million Sq. Ft.
During 1995

WHITTIER PARTNERS

FARLEY WHITTIER PARTNERS

WHITTIER PARTNERS GROUP, L.P.
155 FEDERAL STREET • BOSTON, MASSACHUSETTS 02110 • (617) 482 6000
100 PEARL STREET • HARTFORD, CONNECTICUT, 06103 • (203) 525 9171

4 Million Sq. Ft.

Our Appraisal/Consulting Department's
1995 Assignments Included Valuation Of

7,327 Acres of Land,
9,986 Apartment Units,
2,351 Hotel Rooms,

And 675 Assignments
In Office/Research & Development,
Industrial, And Retail Properties

WHITTIER PARTNERS

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8 Million Sq. Ft.

Our Brokerage Groups
Leased or Sold 8 Million Sq. Ft.
Of Commercial/Industrial/
Investment Properties

An Aggregate Value Of Over

$500 Million in 1995

WHITTIER PARTNERS

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Thanks A Million!

We Appreciate
Our Past And Present
Customer And Client Relationships
And Look Forward To
A Successful 1996.

WHITTIER PARTNERS

FARLEY WHITTIER PARTNERS

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100 PEARL STREET • HARTFORD, CONNECTICUT, 06103 • (203) 525 9171

WHITTIER PARTNERS GROUP, L.P.

NEW ENGLAND'S LARGEST COMMERCIAL REAL ESTATE SERVICES COMPANY
BROKERAGE, APPRAISAL, ASSET MANAGEMENT, INVESTMENT SALES, ADVISORY

February

Bob Cronin of Northland brokers $3.45m sale of 89,000 s/f with LM/G&E and Sanlau Realty in Westborough.

CB Commercial and Rostenberg-Doern cobroker 83,000 s/f Shelton, Conn. offices to Data Switch Corp.

Century 21 Team sells 84 Gardner condos to Lenzenheiden Corp. of N.H. for $1m; Journal ad results in sale.

Lang Associates brokers sale of 28,000 s/f former St. Johnsbury terminal to City of Burlington, Vt.; $422,000.

Meredith & Grew leases 69,154 s/f for Boston Properties with Lynch Murphy Walsh & Ptrs. in Lexington.

CDC Commercial brokers 10,725 s/f lease at Dalewood Shopping Center to Coconuts with Robert Martin Co.

Fallon Hines & O'Connor and Hunneman Commercial sell 98,300 s/f for Hamilton Realty to MGI for $2.8.

Meredith Mgmt. named to manage 692 apartments and condos in Chestnut Hill, Brighton and Haverhill.

Cathartes Group & Darin Assoc. buy Midstate Office Park in Auburn, Mass., 90,000 s/f, for $2.25m.

Dow & Condon Colliers brokers sale of three sites, 68,000 s/f, in Bristol, Hartford, Newington for $3.9m.

Cushman & Wakefield sells 240 luxury apartments in North Providence to General Inv. & Dev. for $8.45m.

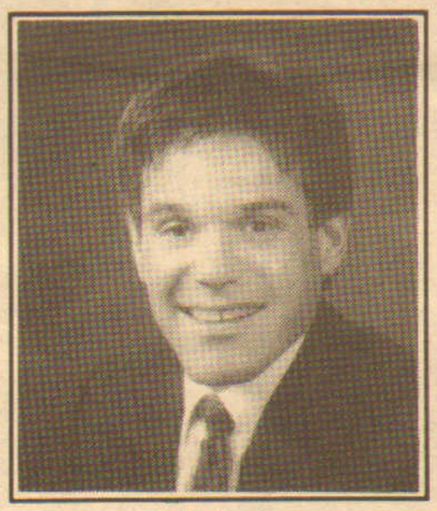
Northland Investment re-leases 87,522 s/f with Spaulding & Slye at 250 Summer St., Boston.

Lynch Murphy Walsh & Ptrs. sells 58,970 s/f in Mansfield for Bessemer Trust for $2 million.

Ryan, Elliott & Co. of R.I. brokers 48 apartments in Cranston for $1.25m to Riverview Terrace Associates.

Fallon Hines & O'Connor sells 120,015 s/f offices in downtown Boston to TMW of Atlanta for $18.8m.

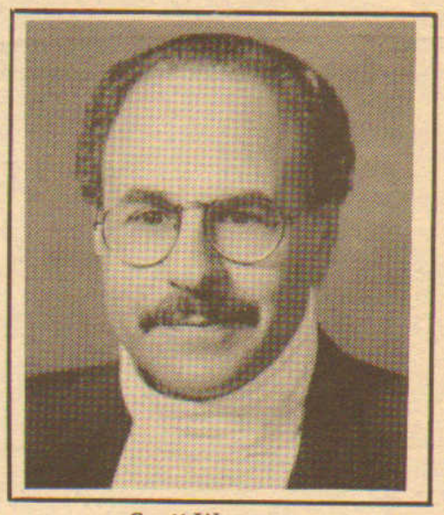
Spaulding Investment leases 10,603 s/f at 15 New England Executive Park to Harris Miller Miller & Hanson.



Irwin Barkan
I.J. BARKAN, INC.



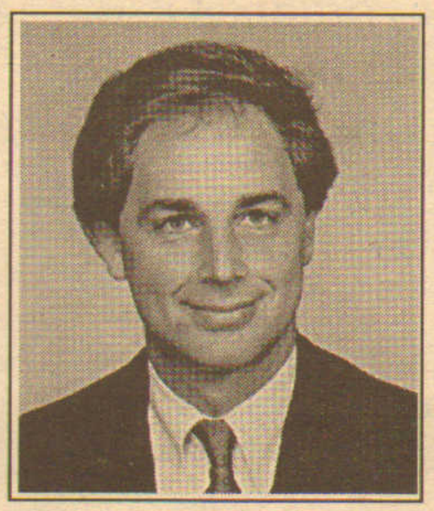
Deborah Foehr
CDC COMMERCIAL



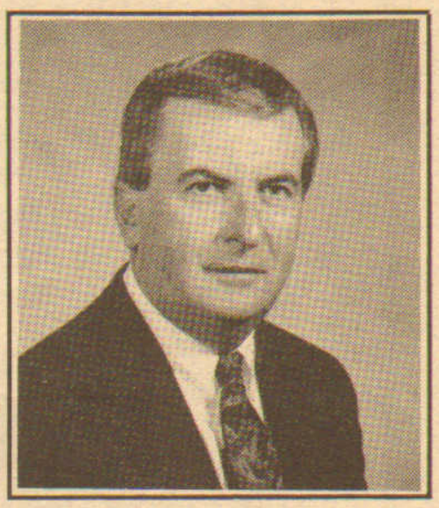
Scott Waserman
CONTEMPORARY REALTY



Kevin Higgins
MELVILLE REALTY



Charlie Craig
DUNHAM GROUP



Fred O'Neil
SUFFOLK CONSTRUCTION



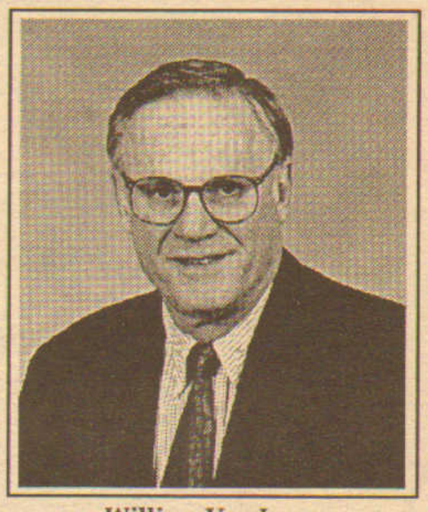
Hal Kurfehs
WM. RAVEIS REAL ESTATE



Tom Worth
EXCELSIOR GROUP



Carl Barron
PUTNAM FURNITURE



William Van Loan
HQ BUSINESS CENTERS

Best Wishes for a Happy Holiday Season and a Healthy & Prosperous New Year!

THE STEVENS GROUP

COMMERCIAL REAL ESTATE SERVICES
125 Hartwell Avenue, Lexington, MA 02173 Tel. 617-862-5858 Fax. 617-862-2321

Hard work and determination build character. But in real estate, choose a firm with answers for the

LONG RUN



For 100 years, runners of the Boston Marathon have known that taking the first miles too fast makes the last stretch particularly painful. Some never get there. The same is true in real estate. That's why its important to choose a partner who doesn't lose sight of your overall goals and who stays focused even after the assignment is completed. Spaulding & Slye has had that kind of stamina for 30 years, with skills in advisory and financial services, development and property management, leasing and investment sales, and construction. Our professionals work as an integrated team to develop creative ideas and sound strategies. Depend on Spaulding & Slye to take you that extra mile.

Make your first stride by calling our president, Jim Karman,

617-523-8000.

125 High Street Boston, MA 02110 (617) 523-8000
1615 L Street, NW Washington, DC 20036 (202) 775-1919

Spaulding & Slye

Owner/Member of Colliers International
with 185 offices throughout the world

February

Cory Gubner of Pyramid R.E. sells 16,500 s/f downtown Westport, Conn. retail site for Shawmut Bank for $3.75m.

First Phillips, Stabile & Sons & Hirsch Properties cobroker Merrimack, N.H. offices-retail for $950,000.

Tocci Building tops off 96,510 s/f $8.5 assisted living site for Carmelite Sisters in Framingham.

CB Commercial brokers sale of 136,000 s/f Stamford office building to partnership for $6,275 million.

Spectrum Financial and Sentivany Assoc. arrange $9.1m for Kingston, Mass. shopping center with Prudential.

Rockport Mortgage places $4.28m refinancing for 163 unit Woolen Mill Apartments in Winooski, Vt.

Ashworth Mortgage handles $3m loan for 18,000 s/f retail/ office building on Newbury St. in Boston's Back Bay.

The Stevens Group leased 34,000 s/f of warehouse and distribution space in Wilmington to Robert bury Panels.

Combined Properties & The Clark Co. leases 52,000 s/f in Centennial Park to Essense Systems.

TA Associates purchases 17 acre Hanover Mall from Campanelli Tedeschi Trust for $38 million.

Federal Realty Inv. Trust buys Queen Anne Plaza in Norwell, Mass. anchored by Super Star for $11.4m.

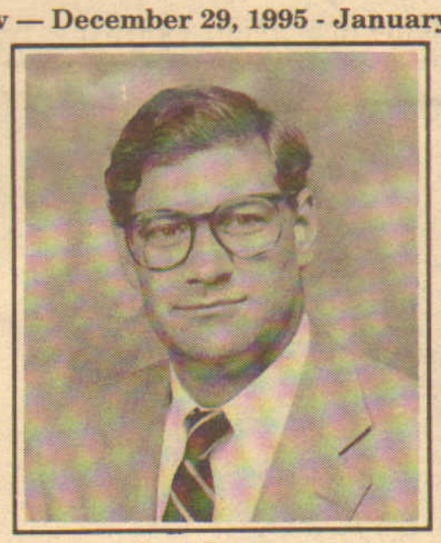
Chapel Partners named development manager for $13m expansion, 50,000 s/f, at Faulkner Hospital, Boston.

Net Properties buys four North Carolina shopping centers, one million s/f, for $59.5 million.

Meredith & Grew leases 101,780 s/f at 99 High St., Boston to KPMG Peat Marwick LLP.

Codman Co. leases 23,000 s/f at The New England Building in Boston's Back Bay to The Limited.

WS Development begins construction of 172,000 s/f Gibbs Crossing, anchored by Wal-Mart, in Ware, Mass.



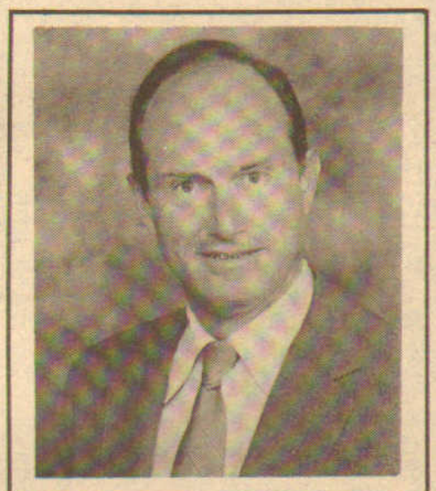
Jerry Ragosa
THE NILES COMPANY



Edward Heberger
FARLEY/WHITTIER



Karyn McFarland
McFARLAND ASSOCIATES



Stuart Pratt
HUNNEMAN COMMERCIAL



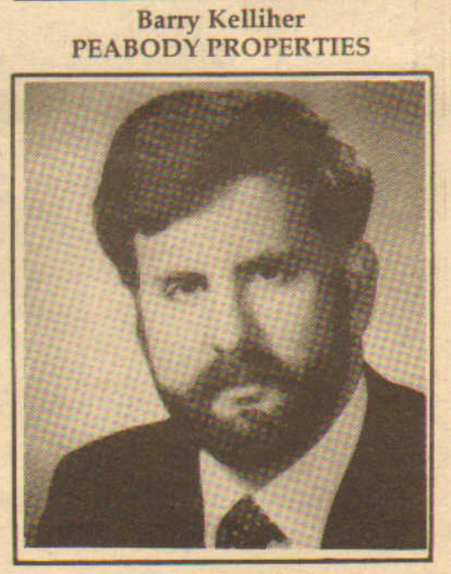
Tony McDonald
BOULOS COMPANY



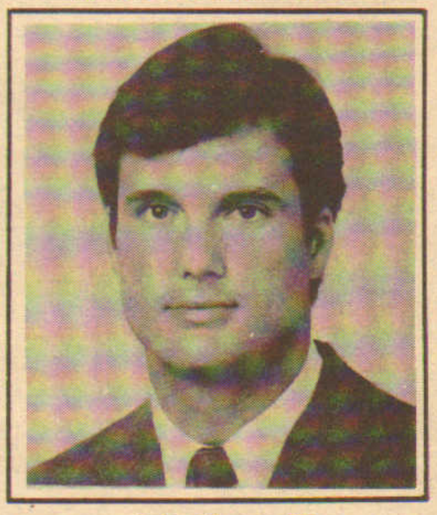
Jack Conway
JACK CONWAY REAL ESTATE



Barry Kelliher
PEABODY PROPERTIES



Mark Leventhal
BEACON PROPERTIES

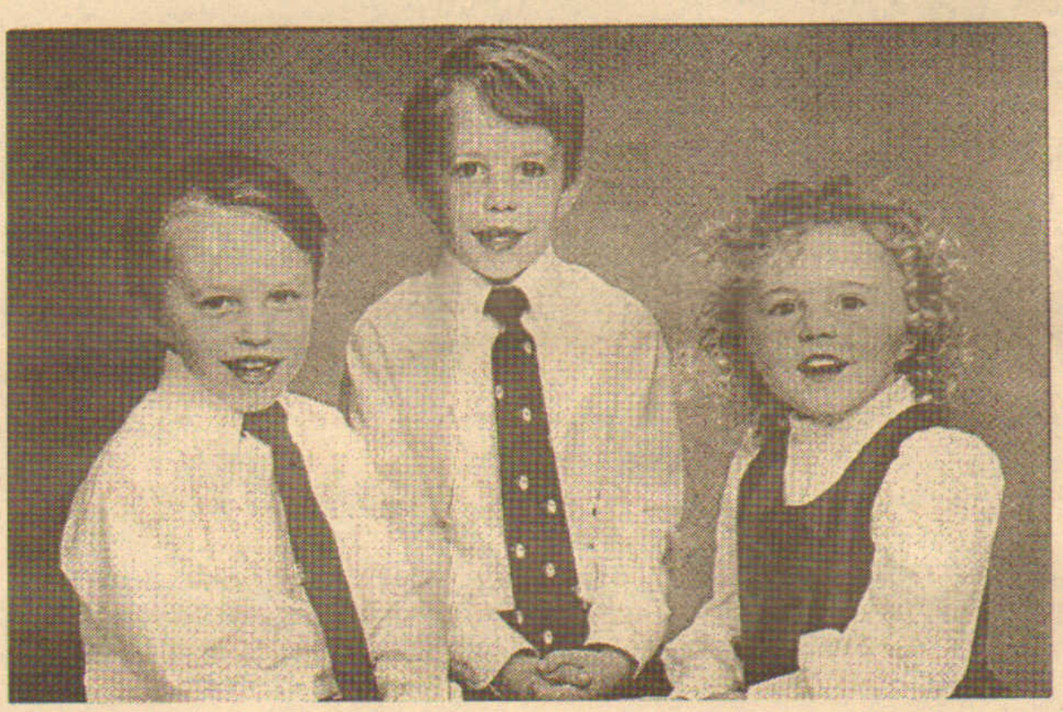


John Hynes, III
R.M. BRADLEY



Steve Samuels
SAMUELS & ASSOCIATES

• FELIZ NAVIDAD MERRY CHRISTMAS HAPPY HANUKKAH JOYVEUX NOEL •



IT'S THE TIME OF YEAR THAT WE SHOULD REMIND OURSELVES OF THE THINGS THAT ARE TRULY IMPORTANT IN LIFE.

~

My personal priorities are pictured at top. My business priorities will continue to be energetic and honest service to my clients.

Wishing all my clients and friends a wonderful Holiday Season and a prosperous New Year.

McDONOUGH REALTY SERVICES, INC.

One Monarch Place • Springfield, MA 01144 • Tel: (413) 746-5500 • FAX: (413) 747-5600

• FELIZ NAVIDAD MERRY CHRISTMAS HAPPY HANUKKAH JOYVEUX NOEL •

THE TRIAD GROUP

We are pleased to list below some of our recent lease transactions. We thank our clients for their loyalty and we look forward to serving them in the near future.

MASSACHUSETTS

Circuit City	Springfield
Bradlees:	N. Attleboro
	Seekonk
	Danvers
Micro Center	Cambridge
Sears Hardware:	N. Reading
	Fairhaven
Vinny Testas	Lexington
Fuddruckers'	North Andover
Payless Shoe	Malden
Wurlitzer Music	Seekonk
Funcoland:	Peabody
	Somerville
	Burlington
American Video	Acton
Star Market	Boston
D'Angelos	Boston
Bruegger's Bagel Bakery	Kenmore Square
Boston University	Kenmore Square
Radio Shack	West Roxbury
Work/Family Directions	Brookline
Earthwish	Brookline
Clothes Encounter	Brookline
Zaatar	Brookline
Sashuga Bookstore	Brookline
CERI	Newton Highlands
Cambridgeport Savings Bank	Newton Centre
Alden Merrell	Newton Centre
The Store	Swampscott

CONNECTICUT

Circuit City:	Manchester
	N. Haven
	Newington

PENNSYLVANIA

Bradlees:	Franklin Mills (Philadelphia)
Last Call by Neiman Marcus	Sawgrass Mills

FLORIDA

Last Call by Neiman Marcus	Sawgrass Mills

NEW HAMPSHIRE

Wurlitzer Music	Nashua

NEW YORK

Circuit City:	Amherst
	Cheektowaga
	Greece
	Henrietta

The Triad Group wishes everyone a happy and healthy holiday season.

930 Commonwealth Avenue, South • Boston, Massachusetts 02215
Tel: (617) 566-2703

March

Auburndale Realty brokers sales of 55,000 s/f complex in Missouri and retail plaza in Hopedale for $1.675m.

Michael Antkies R.E. leases 73,000 s/f at Danbury Landing to The Sports Authority and Bed Bath & Beyond.

Witten Comm'l. R.E. sells 96 apartments in New London for BIB Holdings to Courtview Associates for $2.1m.

Shea Comm'l. Properties sells Salem, N.H. commercial site for BR Realty and LKM Realty for $945,000.

H. Pearce Co. sells 60,000 s/f East Lyme, Conn. industrial building for $800,000.

Leggat McCall/G&E sells 20,000 s/f at New England E.P. for BBEE Realty to JHW Realty for $1.475m.

Engelberth Const. completes 54,000 s/f Price Chopper super store in Morrisville, Vt. for $3.6 million.

Keller Co. arranges $4.2m financing for XRE Corp.'s 155,000 s/f in Littleton with Protective Life Ins.

Ryan, Elliott of R.I. and Cushman & Wakefield of Conn. sell 330,000 s/f in East Providence for $3.3 million.

Fallon Hines & O'Connor sells four Newton properties, 21,223 s/f, for Hamilton to N.E. Realty for $1.925m.

Casler & Co. and LM/G&E sell 30,000 s/f Waltham offices for Overland Road Tr. to IAG FCU for $1.655.

Olympus Group R.E. sells 20,000 s/f Warwick, R.I. retail site to Bald Hill Ivory Corp. for $1.05m.

Paramount Properties leases 96,000 s/f warehouse in East Providence for HOD Assoc. to Mega Transportation.

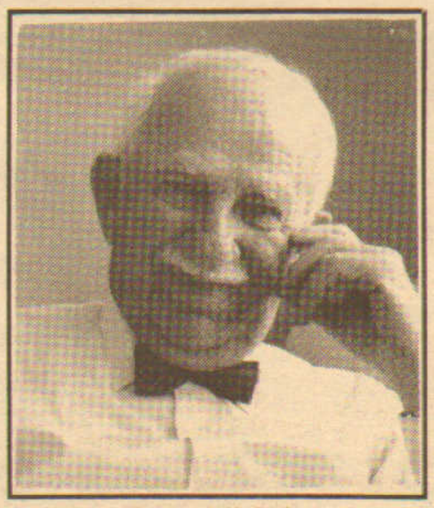
Connolly Ptrsp. to build 55,000 s/f offices in Beverly; appoints Morgan & Douglas listing agent.

Ashworth Mortgage places $11.3m for 678 Michigan apartments managed by Metropolitan Properties of America.

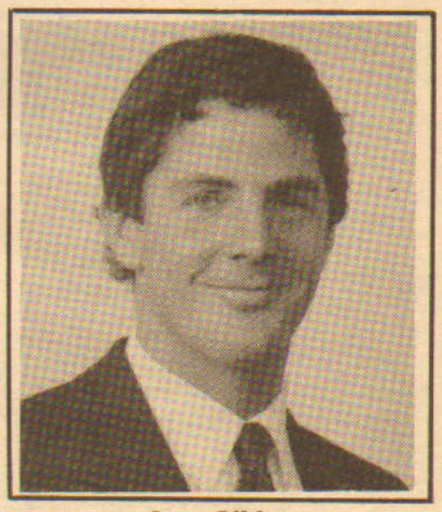
Hoskins Scott & Ptrs/Cannon and Peabody complete $67m Boston City Hospital; 356 bed acute care facility.



Thomas Walsh
LYNCH MURPHY WALSH & PARTNERS



Sumner Schein
SUMNER SCHEIN ARCHITECTS



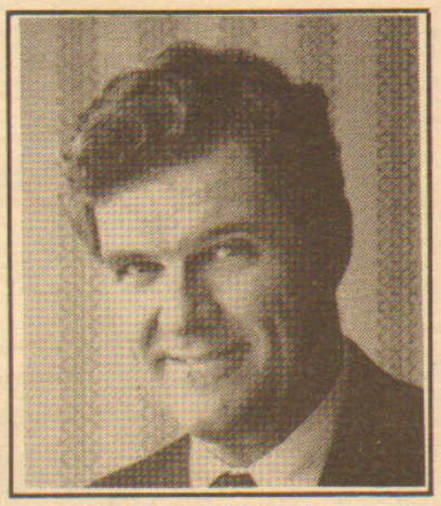
Sean Gildea
DARTMOUTH COMPANY



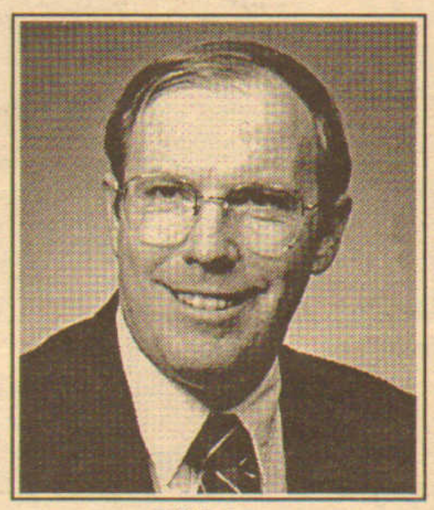
Steve Migridichian
CORP. ENV. ADVISORS



James Rader
RADER PROPERTIES



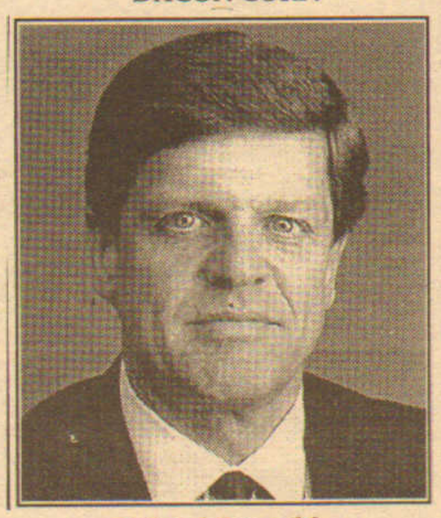
Michael McCulley
REMAX ADVANTAGE



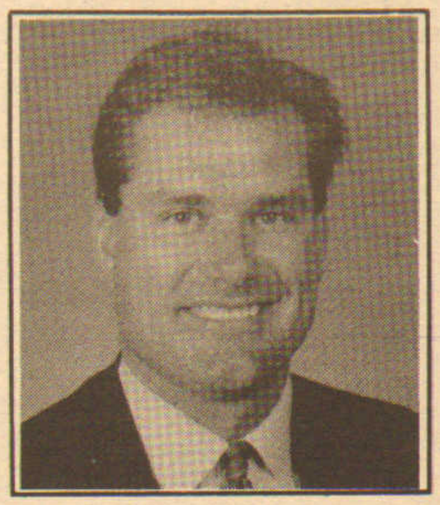
Bill Norton
NORTON ASSET MGMT.



Richard Kuchinsky
DACON CORP.



Richard Reynolds
SPAULDING & SLYE

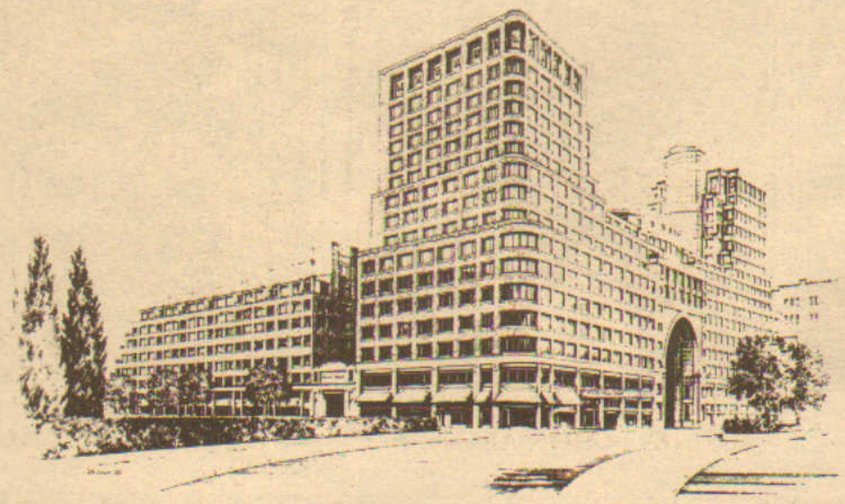


Charles Bryson
INCOME PROP. FINANCE

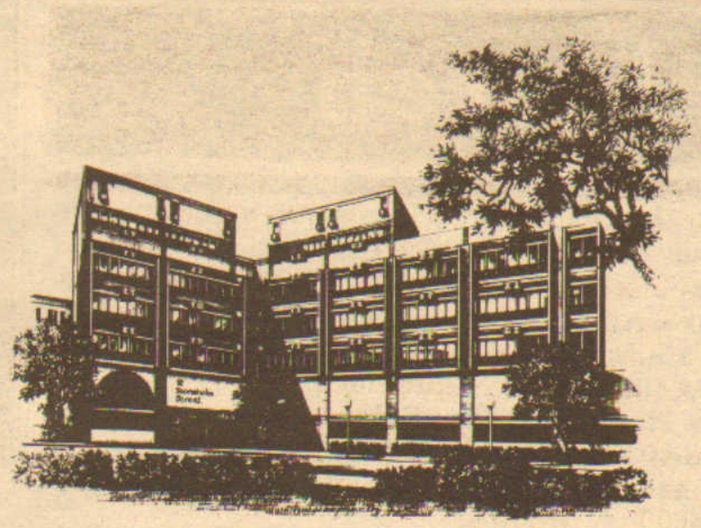
Best Wishes for Peace and Joy this Holiday Season and a New Year of Health, Happiness and Prosperity

& Associates Properties, Inc.

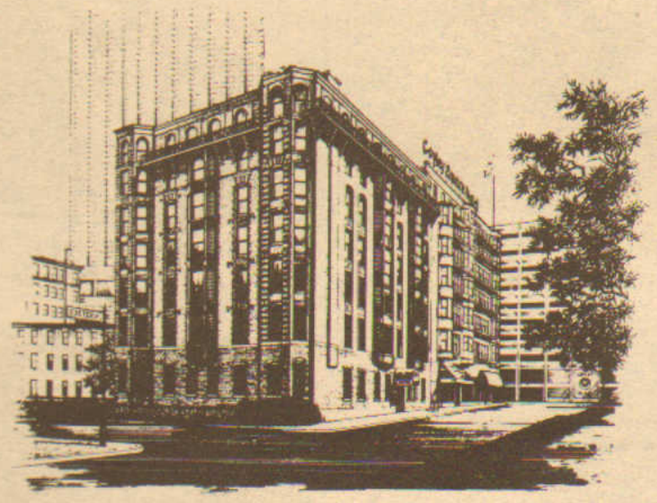
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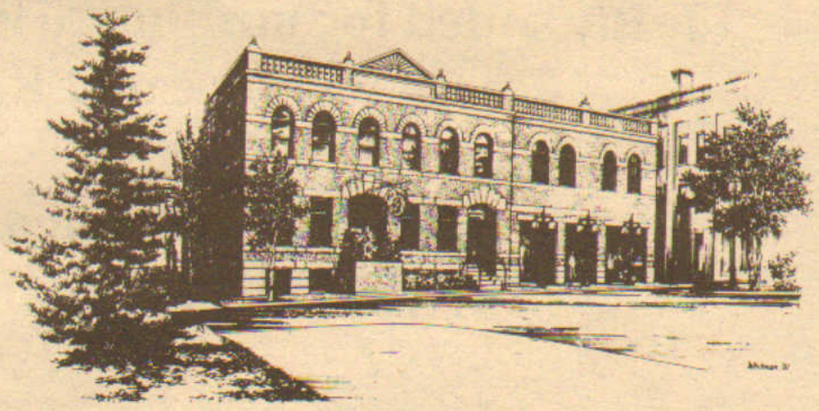
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March

Tom Hill Realty brokers Naugatuck parcel to Heflin Properties for $9m 70,000 s/f Big Y and CVS center.

Spectrum Financial arranges $7m for 75,376 s/f Sherman Plaza in Saugus with Great Northern Insured Annuity.

O'Donnell R.E. Capital places $4.9m for Westside Colonial's 180 apartments acquired from Flatley Co.

New England Realty places $4.8m loan for Whitney Ave. Trust's 136,000 s/f Holyoke office building.

Hurwit & Simons sells 184 apartments in Farmington, Conn. to affiliate of Grove Inv. Group for $7.8m.

Conrad Group and CRS & Assoc. cobroker $2.95m sale of 77 apartments, Weymouth, to Middle St. Realty Trust.

Lynch Murphy Walsh & Ptrs., Staubach Co. lease 113,176 s/f at Burlington Woods Office Park with Finard & Co.

New England Dev. breaks ground for 100,000 s/f Solomon Pond Mall, anchored b y Jordan Marsh, Filene's, Sears.

Harold Baker & Co. arranges $3.6m for 39,500 s/f Playhouse Sq. Shopping Center in Westport, Conn.

HRE Properties acquires 193,000 s/f Danbury Square from Aetna Life Insurance for $19.25 million.

Fowler Goedecke Ellis & O'Connor and Hayes & Sherry sell 238,118 s/f Cranston ind. site for $5.4 million.

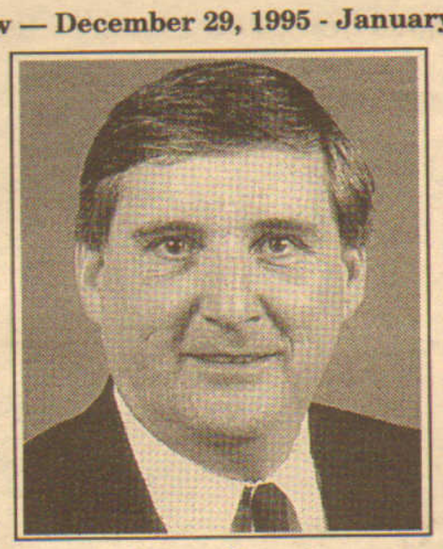
Northland Investment buys 270,000 s/f 600 Washington St., Boston, offices for $12m; Whittier Partners broker

Talanian Realty and Back Bay Properties cobroker $1.15m sale of 6,200 s/f Back Bay townhouse.

Nordblom Co. sells 60 Allston apartments for State Street Bank to Investment Arts Realty for $1.9m.

Leggat McCall/G&E leases 107,000 s/f at Westboro Commerce Center to Marriott International.

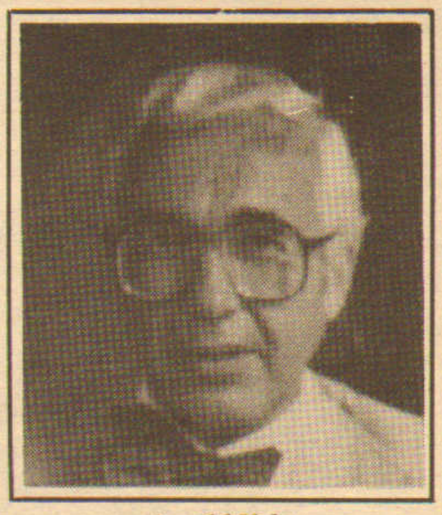
Lynch Murphy Walsh Ptrs. leases 124,800 s/f for Cabot Partners in Mansfield to Home Goods division to TJX.



George Nugent
WHITTIER PARTNERS



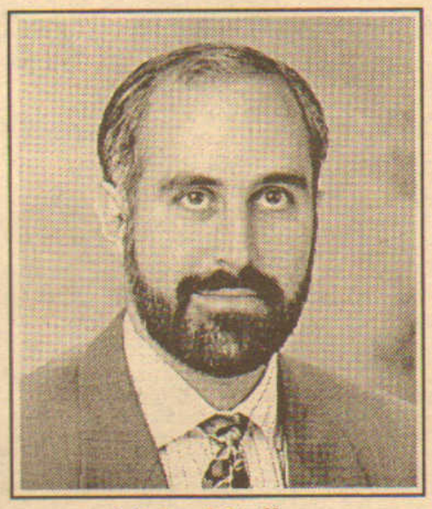
Michael Brown
FALLON HINES & O'CONNOR



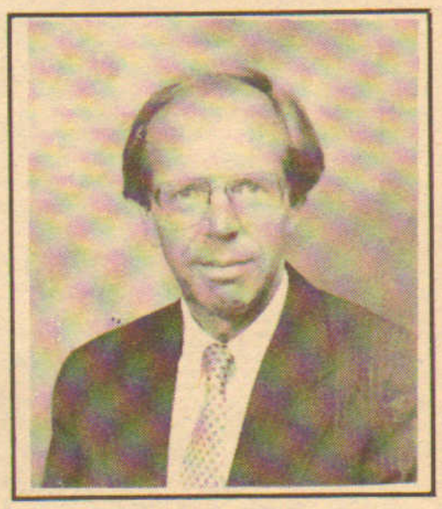
Arnold Kahn
CARPENTER & COMPANY



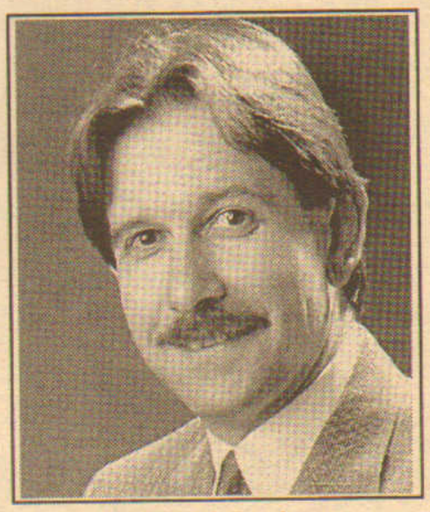
Mark Brockwell
MJB REAL ESTATE SERVICES



Michael Stoller
NEWTON GROUP



Thomas Niles
NILES COMPANY



Richard Goulet
THE APPRAISERS GROUP



Kathy Doyle
THOMPSON, DOYLE & CO.

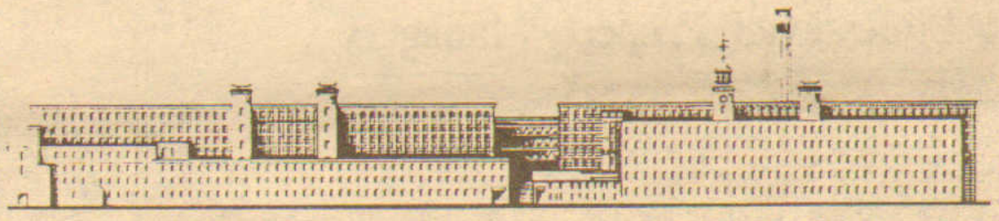


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Steve Ritzi
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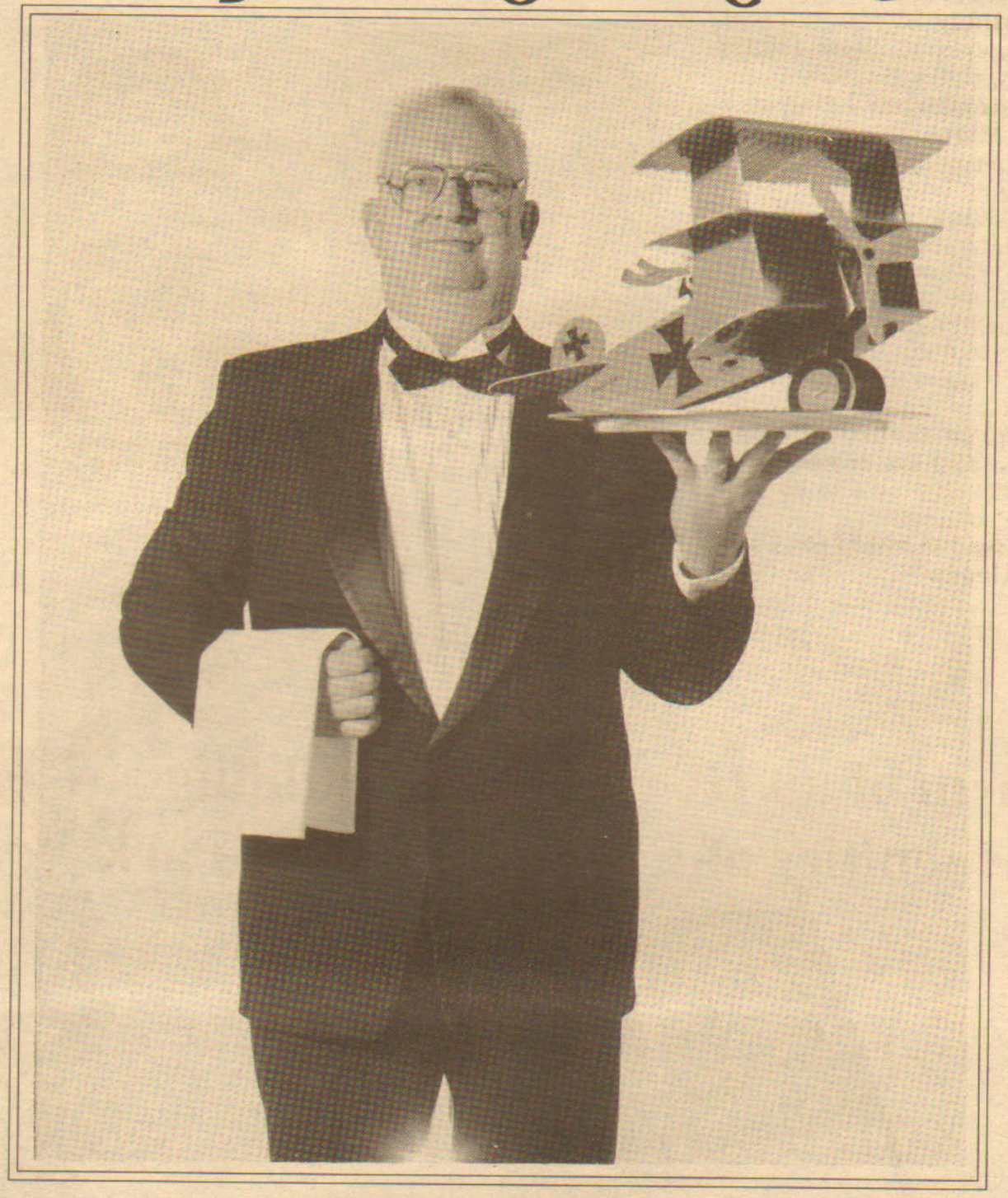
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April

Neelon Assoc. and CB Comm'l. sell 193,379 s/f warehouse in Mansfield for Michelin to Bergen Brunswig for $7.2m.

Fowler Goedecke Ellis & O'Connor arrange $6.3m for Seaboard Props.' Stamford Landing offices and stores.

H. Pearce Co. brokers $6m sale of 106 acres in Westbrook, Conn. to Charter Oak Ptrs. for factory outlet mall.

Global commercial leases 56,000 s/f in Amoskeag Mill, Manchester, for Nyane Assoc. and Elbes Assoc.

Colonial Realty sells 15,000 s/f industrial site in Milford, Conn. for PB Realty to E. Messenger for $516,000.

National Commercial leases 25,000 s/f for Beal Companies in Brighton to Carco Autobody.

Kanteres R.E. leases 17,300 s/f warehouse in Manchester, N.H. for Six Ten Realty to Queen City Farms.

Fischer Commercial negotiates $300,000 sale of 12,734 s/f in Bridgeport, Conn. for the FDIC.

Spaulding & Slye named by Polaroid to market 100,000 s/f at 784 Memorial Dr. along Charles River, Cambridge.

Hayes & Sherry and Rodman R.E. sell 41,000 s/f in Providence for Waterman to State of R.I. for $1.2m.

R.W. Holmes Realty brokers sale of 88,000 s/f Coca Cola site in Lynn to Bernard & Roberta Kline for $875,000.

Olympus Group and Paramount Properties sell 27,000 s/f in Pawtucket for FDIC for $245,000.

Conrad Group brokers 17,000 s/f lease in Brighton for David Neilson to ALS Computer.

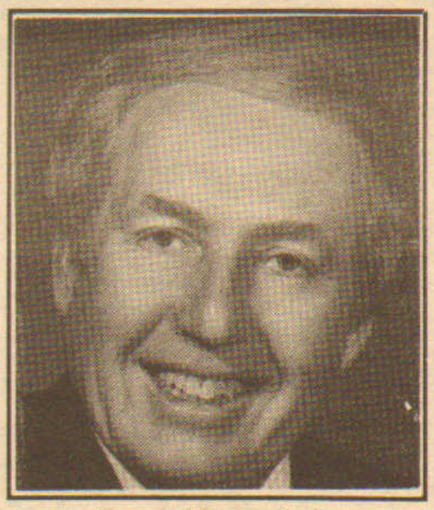
Macmillan & Son lease 15,000 s/f industrial bldg. in Holyoke for Pearson Systems to JPS Elastromerics.

Norton Asset Mgmt. brokers $705,000 sale of 60,000 s/f Manchester, N.H. offices for FDIC/Bonham.

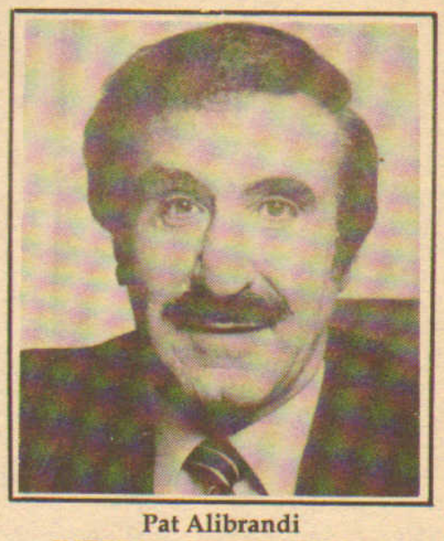
Meredith & Grew and Spaulding & Slye cobroker 14,750 s/f lease at One Andover Tech Center.



Peter Forrester
CB COMMERCIAL



Bernard Rosenshein
ROSENSHEIN ASSOCIATES



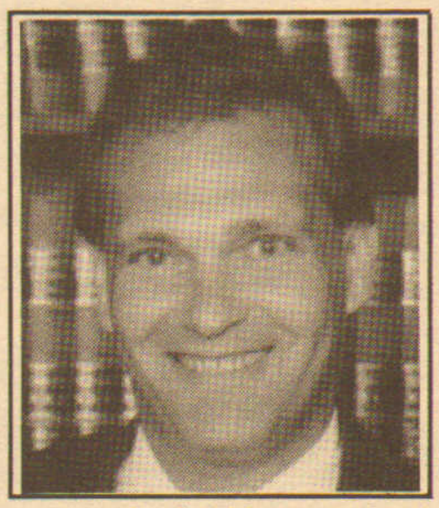
Pat Alibrandi
INTERSTATE ELECTRICAL



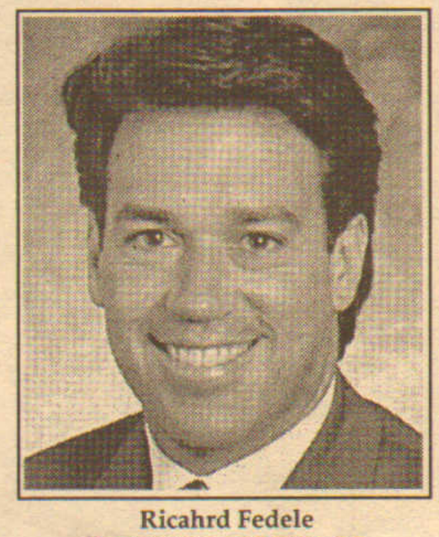
Cathy Thompson
THOMPSON DOYLE



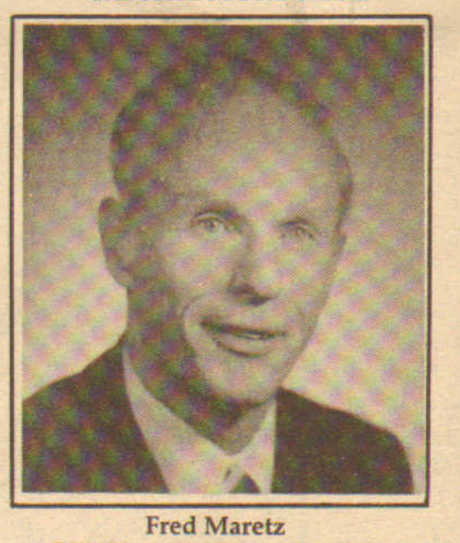
Greg Hastings
DUNHAM GROUP



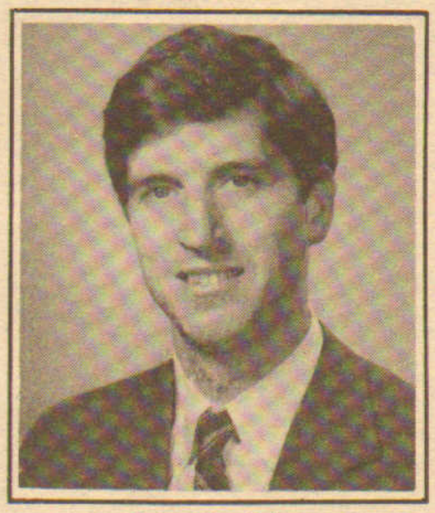
Stephen Marcus
MARCUS, GOODMAN
EMMER & BROOKS, P.C.



Ricahrd Fedele
CAPITAL MORTGAGE



Fred Maretz
LEVEY, MILLER, MARETZ



Peter Nordblom
NORDBLOM COMPANY



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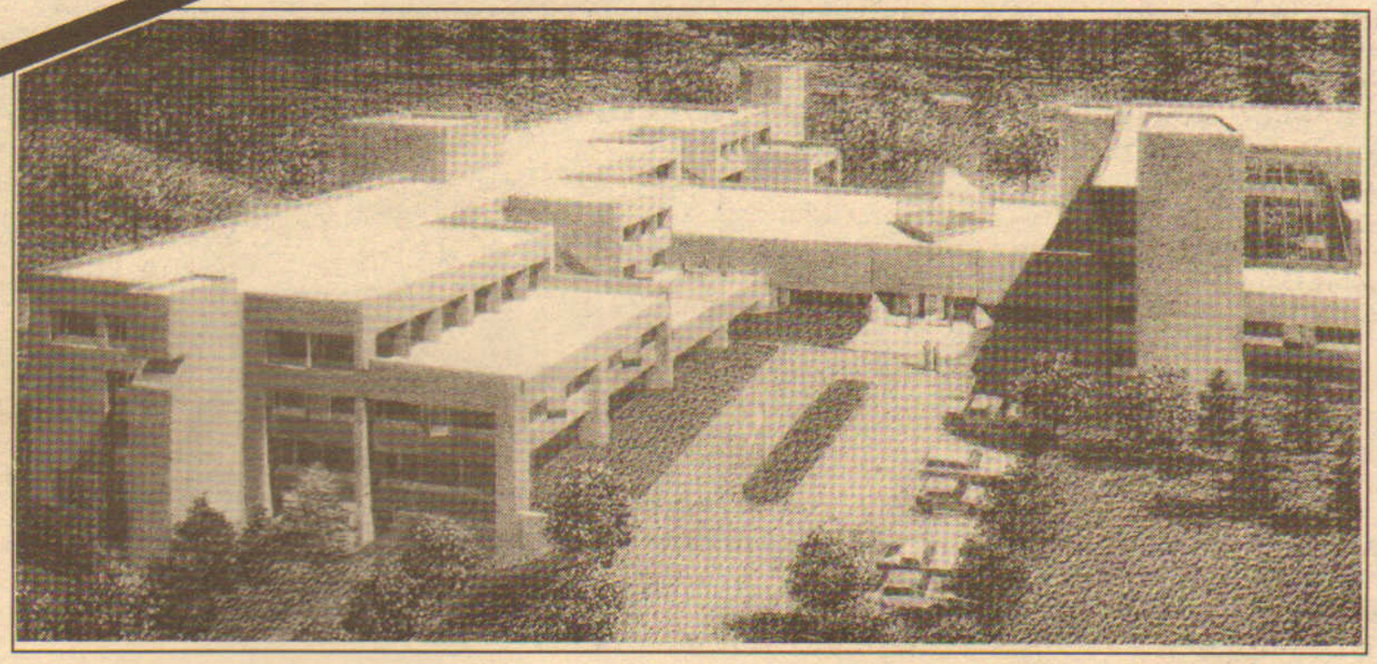
Paul J. Traverse

Kara E. Collins

John H. Traverse

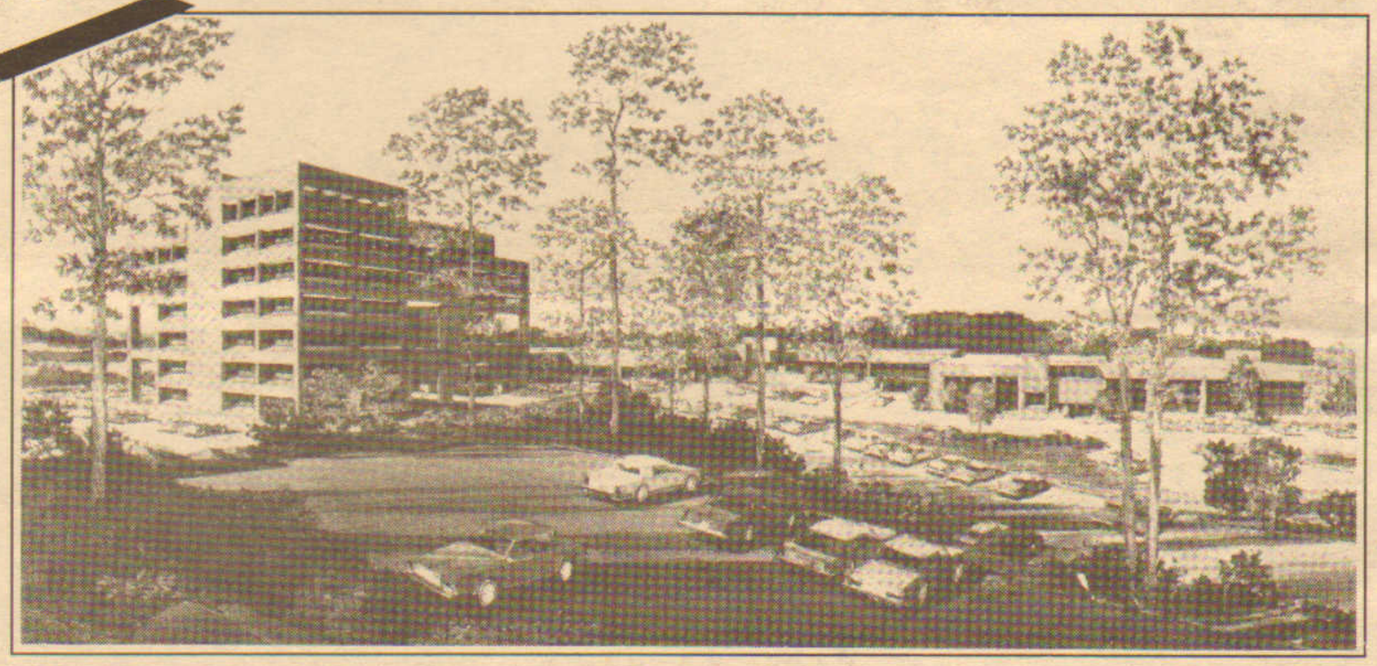
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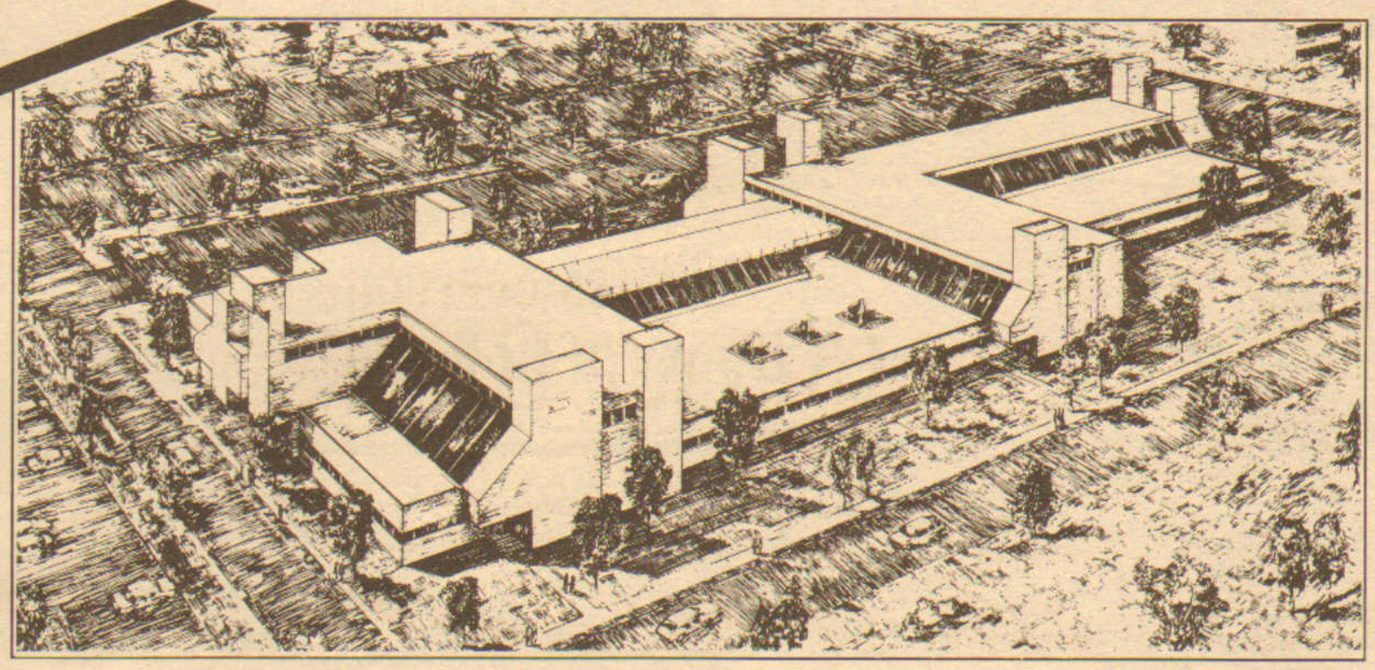
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April

Ashworth Mortgage places $16.5m on 50 acre River Ridge Office Park in Norwood; managed by Cornerstone Group.

CB Commercial sells 2.9m s/f former GM plant in Framingham to ADESA Auctions for $8.15 million.

Berkshire Mortgage Finance closes $4.9m for WCA's 180 Brockton apartments; Rockport & O'Donnell originators.

Spectrum Financial arranges $3m with Sun Life Assurance for Arrowhead Estates' 62,750 s/f in Natick.

New England Realty closes $1.8m with Union Central Life for Wescott & Payson L.P.'s 84 Portland apartments.

Newmark & Co. R.E. negotiates $4.5m sale of 71,407 s/f former Exxon building in Darien by Mendik Realty Co.

Witten Commercial sells 34 apartments in Montville, Conn. to Mountview Partners for $725,000.

Levey Miller Maretz sells 90,000 s/f manufacturing site in New Haven for Greenfield Industries for $1m.

Paul Skarin R.E. sells 382,937 s/f Precision Valley Center in Claremont, N.H. to East Coast Steel for $1.22m.

Stop & Shop supermarkets to purchase Purity Supermarkets (55 stores plus 66 Li'l Peach units) for $255m.

Solidus Realty and A-Zabbo Realty cobroker $950,000 sale of 17,500 s/f One Village Square in Chelmsford.

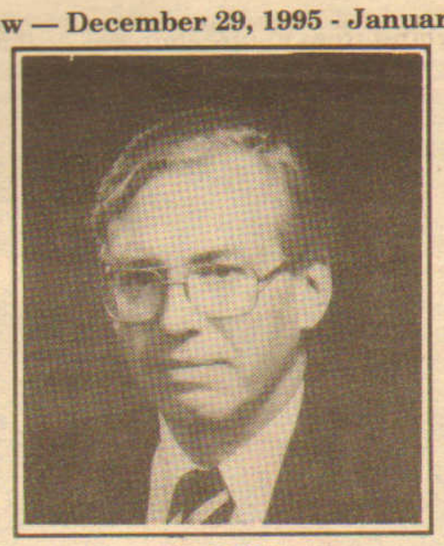
Hunneman Commercial leases 100,226 s/f offices/R&D in Boxboro with Winstanley Ent. to Racal/Data Com.

Peter Elliot & Co. leases 33,168 s/f offices at 101 Merrimac St., Boston, for London & Leeds.

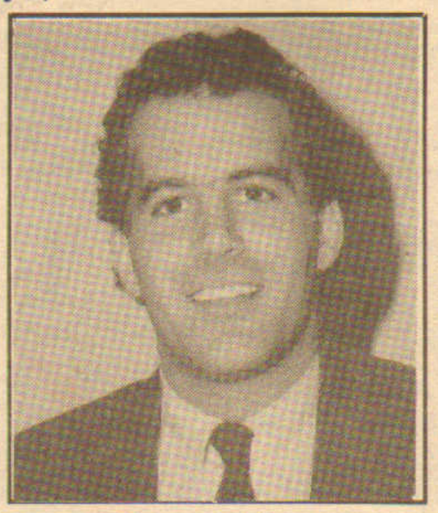
R. Calabrese Agency sells $565,000 100,000 s/f Croft Commons in Waterbury, Conn. for FDIC/Recoll Mgmt.

Max Javit R.E. leases 17,000 s/f at Tri City Plaza in Vernon, Conn. to Old Navy Clothing Co.

Dartmouth Co. leases 35,000 s/f at Holyoke Crossing for O'Connell Engineering to Barnes & Noble.



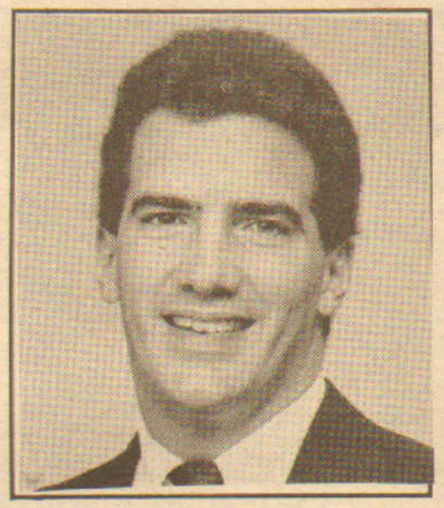
David Kirk
KIRK & COMPANY



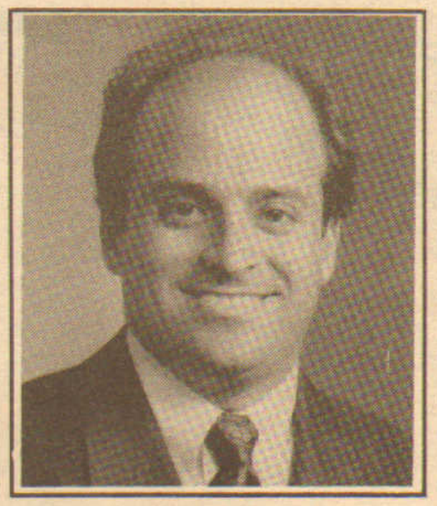
Thomas Babigian
INTERNATE NATIONAL MRTG.



Robert Heineman
ROTHMAN ROTHMAN HEINEMAN ARCHITECTS



Jim Fagan
CB COMMERCIAL



Michael Gosman
CONTINUUM CARE CORP.



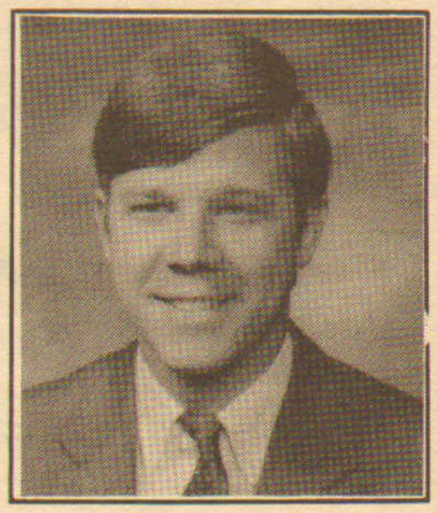
Joseph Bettencourt
CAMPANELLI REALTY



Richard DeWolfe
DeWOLFE/NEW ENGLAND



Franklin Simon
THE SIMON COMPANIES



Tim O'Donnell
O'DONNELL RE CAPITAL



Arlon Brown
SHEPARDSON GROUP

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Bill Lindquist, III
Kathleen Devlen
Steve Rowan
Mike Bennett
Kathy Glynn
Kathryn Ordway
Darryl Fess
Dee Douglas
Margi Annese
Cindie O'Reilly

GROVE BANK

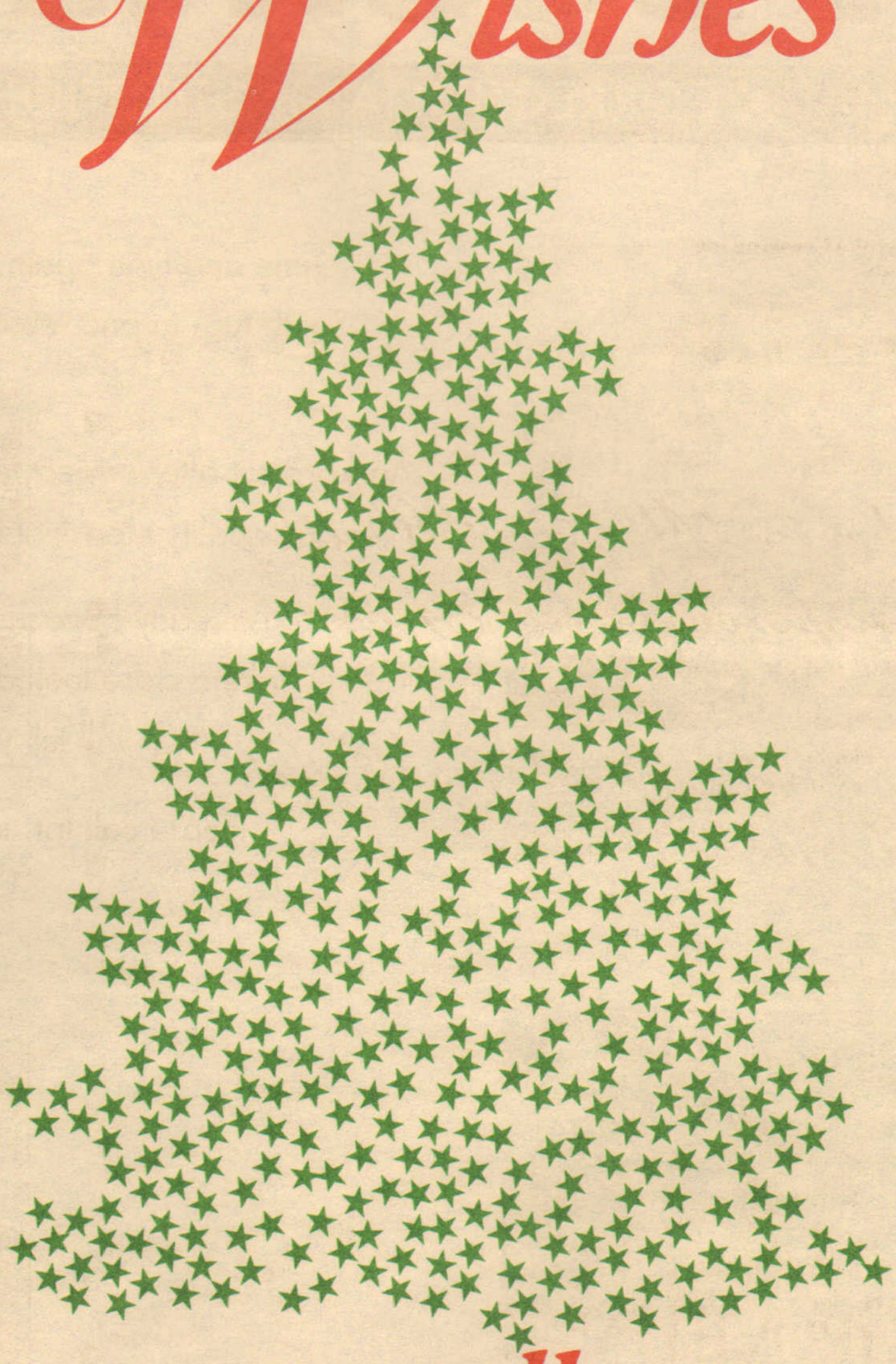
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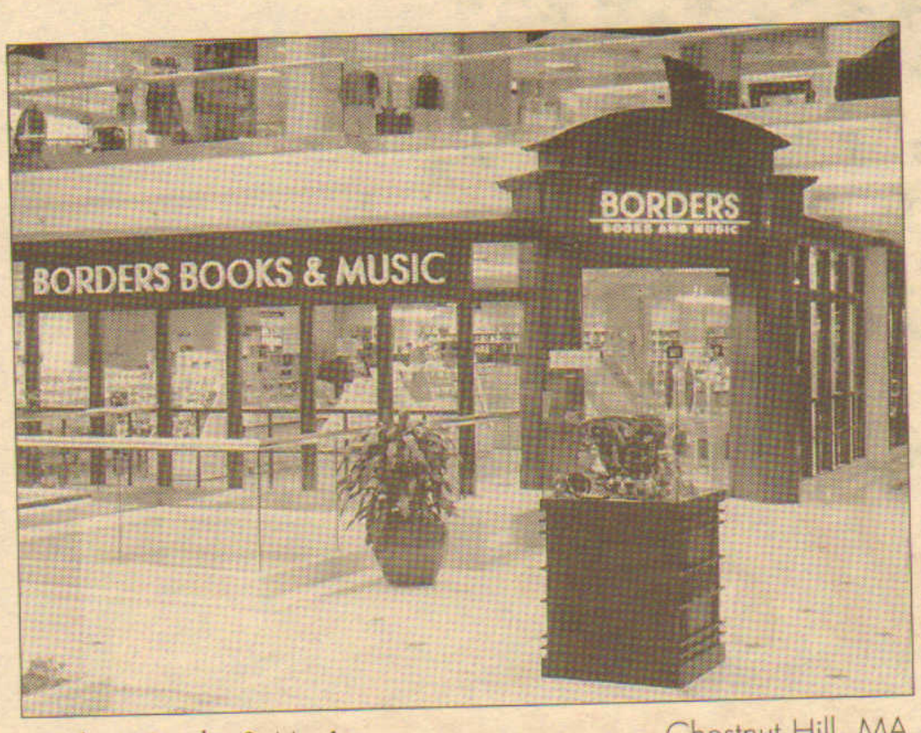
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New England Deaconess / Newbury Court Concord, MA
General Contractor: Turner Construction Company
Architect: Tsomides Associates
Size: 150,000 sq. ft.



Borders, Books & Music
Atrium Mall Chestnut Hill, MA
General Contractor: Beaver Builders, Inc.
Architect: Elkus/Manfredi Architects, LTD.
Size: 27,110 sq. ft.

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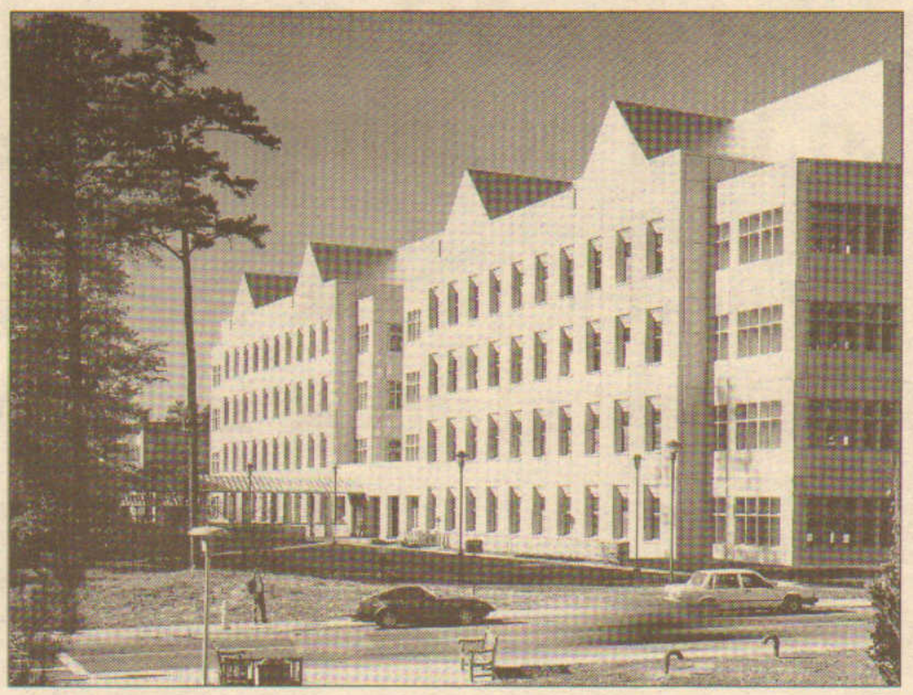
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Reggie Lewis Track and Athletic Center Roxbury, MA
General Contractor: Cruz/Suffolk, A Joint Venture
Architect: Whitney Atwood Norcross Associates, Inc.
Size: 123,000 sq, ft,



Duke University Medical Sciences Research Building Durham, NC
General Contractor: Winter Construction Company
Architect: Payette Associates, Inc.
Size: 180,000 sq. ft.

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May

Whitford Bond & Gregory Cahill of Nordblom Co. sell 100,000 s/f for J. Hancock to Red Cross for $2.6m.

Leggat McCall/G&E leases 200,000 s/f in Wakefield for Beal Companies to Boston Technology.

Lynch Murphy Walsh & Ptrs. sells 60,000 s/f in Natick to Gerrity Family Assoc. for $4.6 million.

The Katz Co. sells 70,000 s/f Worcester industrial bldg. for HRS Trust to CCI with Hunneman Comm'l.

CB Comm'l. and R.J. Greeley Co. sell 185,000 s/f on 34 Springfield acres to Big Y Supermarkets for $3.2m.

Meredith & Grew arranges $6.35m for 135,448 s/f Dennis (Cape Cod) shopping center with Aegon USA Realty.

Colliers ABR sells 35,700 s/f Woolworth building in Greenwich, Conn. to Street Retail REIT for $12.5m

Bank of N.H. finances 24 unit assisted living site in Hudson for Brian Courville; $2.7m loan.

Pro Con Const. named CM for $1.6m renovation of 40,000 s/f former J.J. Newbury site in Portsmouth, N.H.

Fischer Comm'l. and Colonial Realty cobroker $550,000 sale of 201,200 s/f Stratford industrial building.

Wilson Comm'l. signs L'AMY to 26,000 s/f lease in Wilton, Conn. for Wilson Properties.

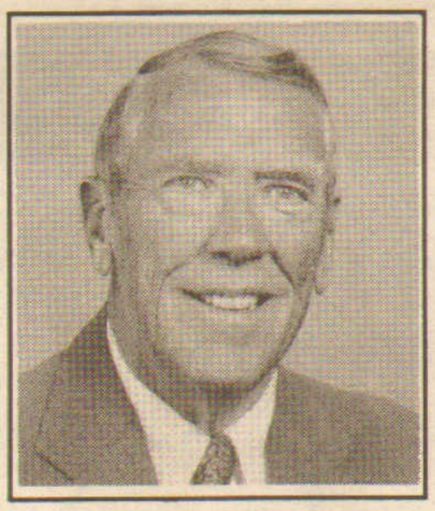
Avalon Properties starts $10m construction of 120 unit Avalon West in Westboro, Mass.

Ryan, Elliott of R.I. sells 40,408 s/f Cranston industrial site with Wasserman Mgmt. for $685,000.

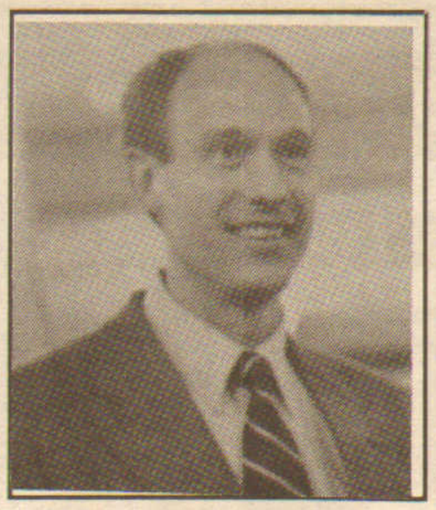
Key Comm'l. and Quinn Assoc. sell 50,000 s/f in Stoughton for T. Kennedy to Precision Metal for $1m.

Spaulding & Slye leases 52,000 s/f at CambridgePark to Gensym Corp. for CambridgePark One L.P.

The Katz Co. leases 29,000 s/f office/warehouse in Auburn for Cabot Partners to Lesker Office Furniture.



John Fallon
R.M. BRADLEY



Wayne Mock
SANDERS & MOCK



Tim Weinhold
LEGGAT MCCALL/
GRUBB & ELLIS



David Chinian
INTERATE NATIONAL MRTG.



Robert DiCenso
DiCENSO ASSOCIATES



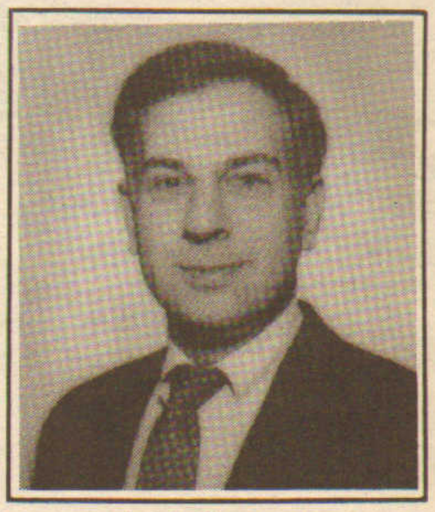
Donald Saunders
SAUNDERS REAL ESTATE
CORPORATION



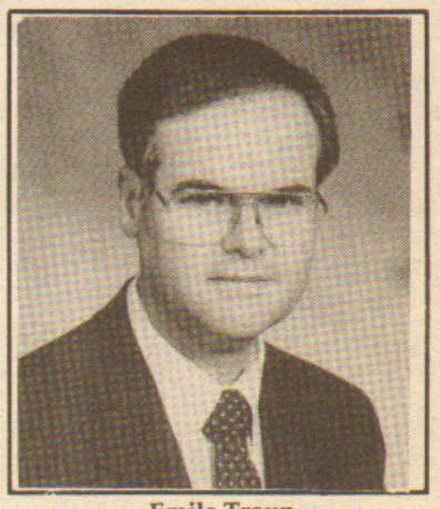
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KONOVER & ASSOCIATES



Joel Wilder
WILDER MANAGEMENT



Louis Grossman
THE GROSSMAN COMPANIES



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Donald Eaton: 603-626-1964

CONNECTICUT CHAPTER MEMBERSHIP INFORMATION
Jenifer Slifer: 203-561-1800

May

Peter Elliot & Co. leases 190,000 s/f former Digital site in Tewksbury for MGI to Avid Technology.

Engelberth Const. starts $8.3m elementary school in St. Albans, Vt. designed by Dore & Whittier.

C.B. Noonan & Co. sells $1.1m Somerville apartment/store site (26 units, 5,000 s/f) to David Lewis.

Ashworth places $4.3m for Charles Daniels' 104 units in Malden owned by Marrick L.P.

Tambone Const. completes $10m 60,360 s/f Star Market Plus in Medford for American Shore Properties.

Spectrum Fin'l. arranges $3.75m for 37,813 s/f Salem Park Plaza (N.H.) for Davis Cos. and Centercorp Retail.

Sentivany Assoc. arranges $9.9m with PruExpress for 264 apartments in Marlboro managed by Gen. Inv. & Dev.

Berkshire Mortgage closes $8.4m for 303 apartments in Las Vegas with NationsBanc Capital Markets.

G-7 Corp. to develop 300,000 s/f Cross Road Commons shopping center in Dartmouth; Fidelity Ptrs. agent.

Fallon Hines & O'Connor sells 118,149 s/f Boston and Chelmsford offices to Vesper and MGI for $4.1m.

Hunneman Comm'l. sells 28,600 s/f Mansfield industrial site to Richardson Trident with Spaulding & Slye; $1m.

State Teachers Retirement System of Ohio buys 1.1m s/f Silver City Galleria, Taunton, $158m; FGE&O broker.

New England Development opens Worcester Commons Fashion Outlets with Cigna Inv. and S.R. Weiner & Assoc.

Fallon Hines & O'Connor sells 165,000 s/f Cape Roads Plaza in Raynham to Capstone Investments for $4.2m.

Net Properties opens TJ Maxx and Movieplex 9, 50, 130 s/f at Rutland (Vt.) Plaza.

M.J. Neiditz & Co. leases 31,643 s/f at Wethersfield Shopping Center to TJ Maxx and DOT's.



John Fish
SUFFOLK CONSTRUCTION



Michael Grill
FALLON, HINES & O'CONNOR



William McCall Jr.
McCALL & ALMY



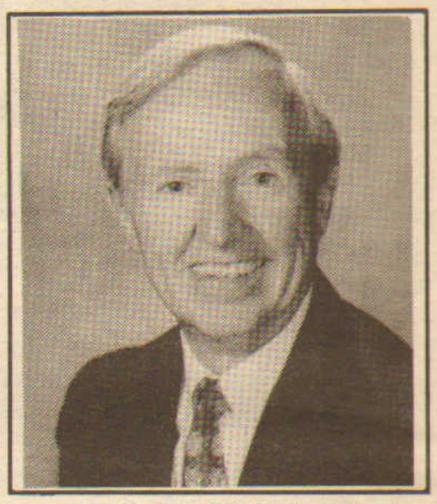
William Kelleher
KELLEHER & SADOWSKY



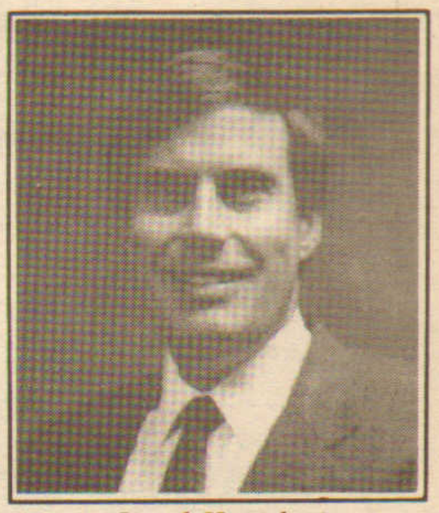
Alan Finn
JOSEPH FINN CO.



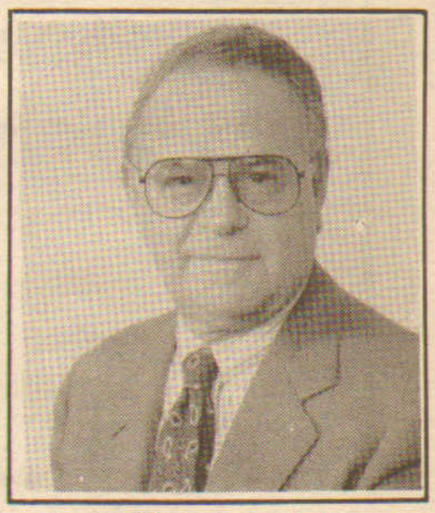
Carol Todreas
TODREAS/HANELY ASSOC.



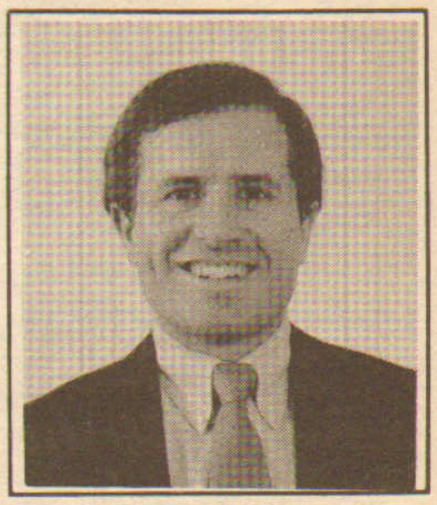
Robert McCarthy
DOLBEN APPRAISAL



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SPECTRUM FINANCIAL



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Thomas DeSimone
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June

WHLN R.E. names Lynch Murphy Walsh & Ptrs. agent for 83,000 s/f offices at 99 Bedford St., Boston.

Victor Nolletti of Witten Comm'l. R.E. sells 220,000 s/f Stewart Plaza in Garden City, N.Y. for $22 million.

Centerra Resource Park in Lebanon, N.H. granted O.K. for $4.7 million 51,000 s/f fitness center.

Minnerly-Keane & Lundgren of Hunneman Comm'l. sell 150,000 s/f Avon industrial building for $.32 million.

Suffolk Const. builds $11 million 135,000 s/f Norumbega Point retirement community in Weston for Slifka & Insoft.

Matthew Keefe of H.T. Hampe Assoc. sells 17,000 s/f retail-office site in Westport, Conn. for $1.125 million.

Grossman Cos. close to filling Braintree Executive Park; joint venture with Dickinson Dev. and UNUM.

Fallon Hines & O'Connor brokers $9.5 million sale of 142,000 s/f Chestnut Hill offices to Davis Companies.

Sgroi of Dartmouth Co. sells 30,000 s/f Back Bay offices-stores to Linden Properties for $2.7 million.

Tosti of Leggat McCall/G&E and Fallon-Fahey of FH&O cobroker $5.125m sale of 155,000 s/f in Northborough.

Amper of Rodman R.E. sells 240,000 s/f in Cumberland, R.I. for Supervalue to Berkely Acquisition.

Heller Financial sells 300 New Britain apartments at JBS Assoc. auction for $3.7 million to Scully Co.

M.F. Wallace Co. brokers sale of 10.5 acres (75,000 s/f building) in Quincy for Boston Gear to Shaw's Super.

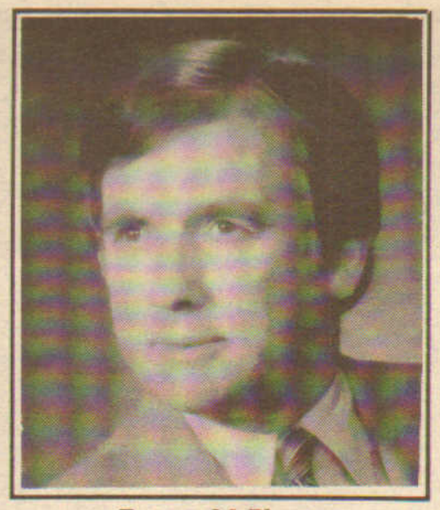
Houghton Mifflin appoints Meredith & Grew to market its 241,000 s/f distribution site in Burlington, Mass.

Spectrum Financial places $9.7 million for GP Properties' 480 unit, 16 building apartment complex in Nashua, N.H.

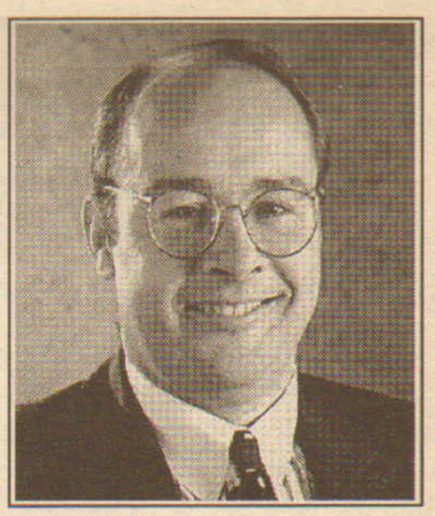
Sentivany & Assoc. arranges $6.8m PruExpress loan for 240 North Providence garden apartment site.



Stephen Karp
NEW ENGLAND DEVELOPMENT



Eugene McPherson
McPHERSON CORP.



Jim Thomson
LEGGAT MCCALL/
GRUBB & ELLIS



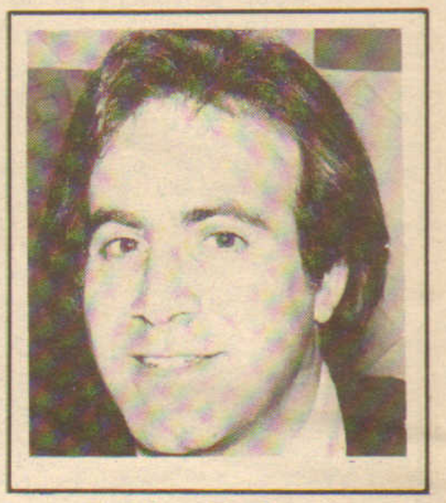
Kathleen O'Connor
FALLON HINES & O'CONNOR



Richard Robinson
NORDBLOM COMPANY



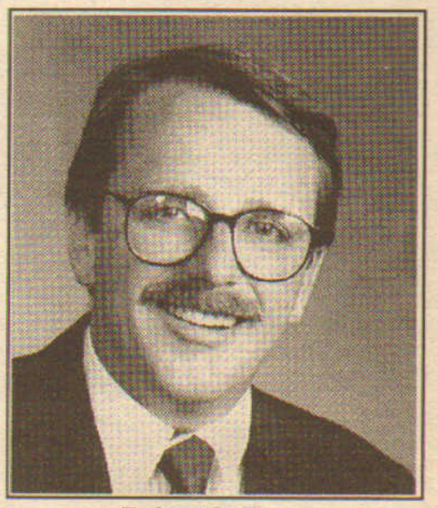
Mark Dickinson
DICKINSON DEVELOPMENT



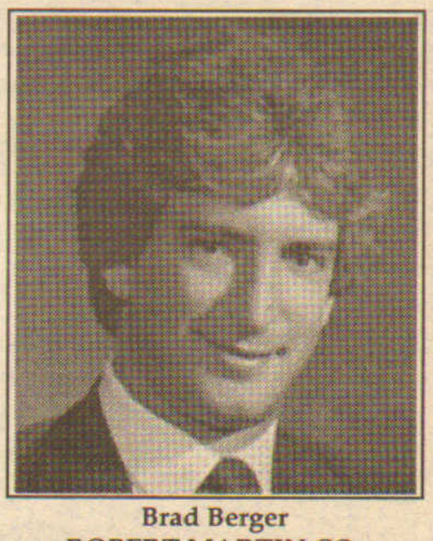
Robert Tambone
ATLANTIC REALTY & DEV.



Bart Perini
PARAMOUNT DEVELOPMENT



Robert LaPorte
MEREDITH & GREW



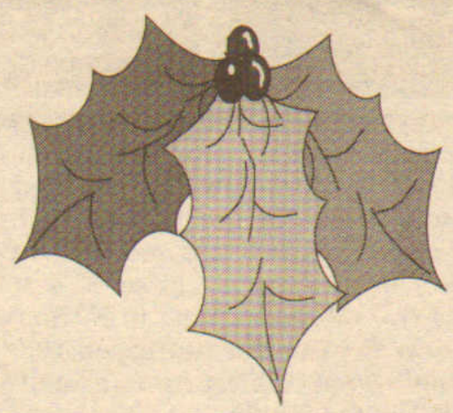
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and best wishes for
the New Year

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June

New England Realty & Boston Financial Group place $12.8 million for Sheraton Tara & One Gateway Center, Newton.

Ashworth Mortgage places $3.1 million for 51,134 s/f retail sites in Conn. owned by DaBurr Associates.

First Colony Capital closes $2.4 million loan for Lantern House Ptrs.' 60 apartments in N. Smithfield, R.I.

Beacon Properties acquires 40,000 s/f At Wellesley Office Park from Amica Insurance for $5 million.

Whittier Ptrs. leases 304,400 s/f for Cross Point L.P. to seven tenants at former Wang Towers in Lowell.

WS Development starts 115,000 s/f Augusta Marketplace; Hoyt's Cinema & Staples to join Wal-Mart & Sam's

Kempner Corp. buys 250,000 s/f Lilac Mall in Rochester, N.H. (with K mart, JC Penney & Shop 'n Save) for $7.9m.

First Phillips sells four sites in Manchester, N.H. for FDIC; 42,600 s/f offices and 65 apartments for $1.99m.

Lynch Murphy Walsh & Ptrs. leases 79,317 s/f at Cabot Business Park in Mansfield to Home Goods.

Scalzo Realty leases 30,000 s/f for Hawley Realty in Brookfield, Conn. to Pet Nosh.

Fallon Hines & O'Connor brokers $163 million sale of London and Leeds' 829,000 s/f Bay Colony for $163 million.

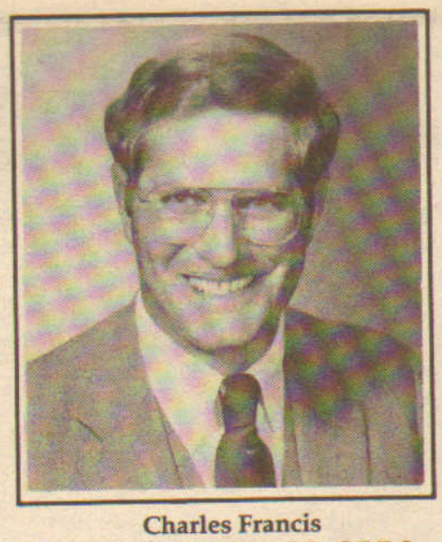
Orloff Real Estate brokers sale of 293,000 s/f Raymark site in Stratford, Conn. to Leach Dev. for $10 million.

Tambone Const. starts $1.5 million 24,000 s/f Waltham shopping center for Growth Cos.; CID Assoc. archt.

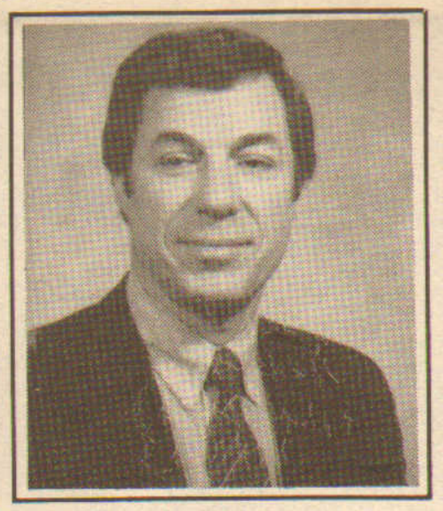
O'Neill of Whittier Partners leases 45,000 s/f offices in New Bedford for Augat to AFC Cable Systems.

Leeming & Hanna of Cushman & Wakefield lease 77,768 s/f in Framingham at Carousel Office Ctr., to Computerworld.

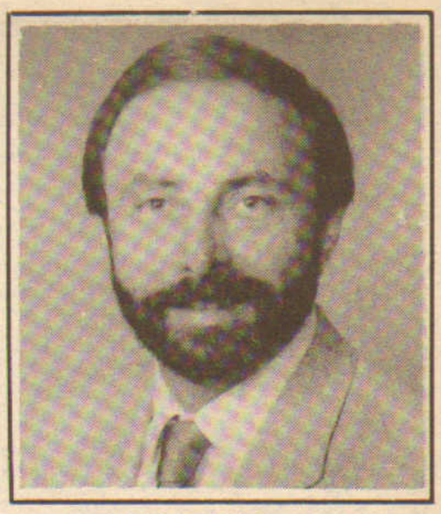
Peckham Boston Advisory Co. closes $2.6 million sale of 13,000 s/f in New Bedford; locates buyer on Internet.



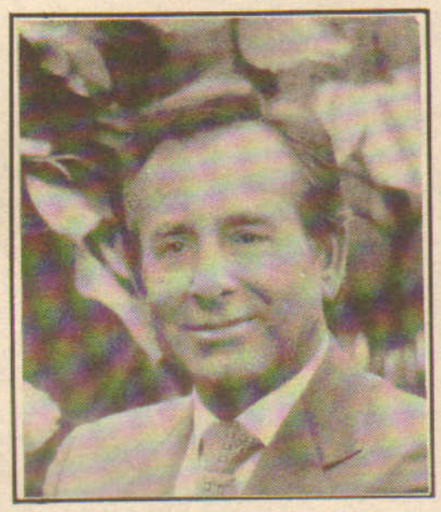
Charles Francis
RYAN, ELLIOTT & CO. OF R.I.



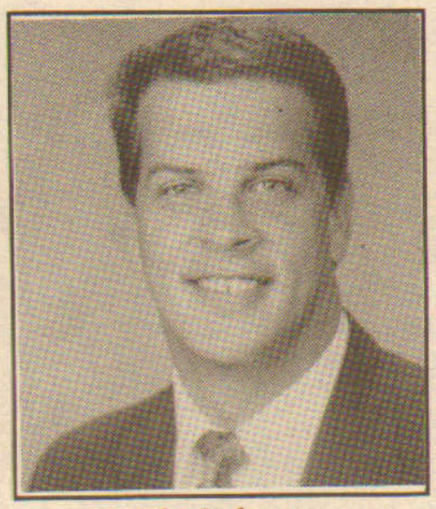
Robert DeMarco
CAMPANELLI REALTY



Ralph Calabrese
R. CALABRESE AGENCY



A.J. Tambone
TAMBONE CORP.



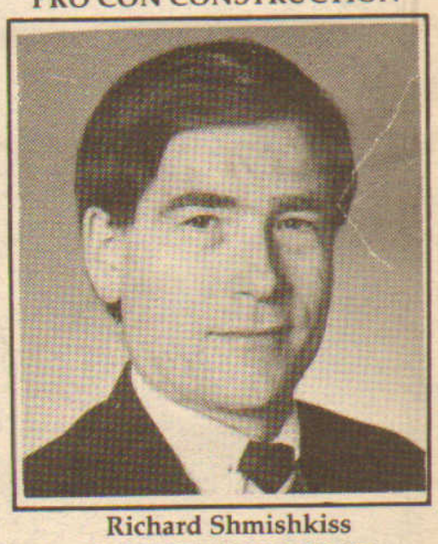
John Jackman
JACKMAN COMMERCIAL



Shepard Brown
BYRNE MCKINNEY CO.



John Samenfeld
PRO CON CONSTRUCTION



Richard Shmishkiss
HAWTHORNE MGMT.



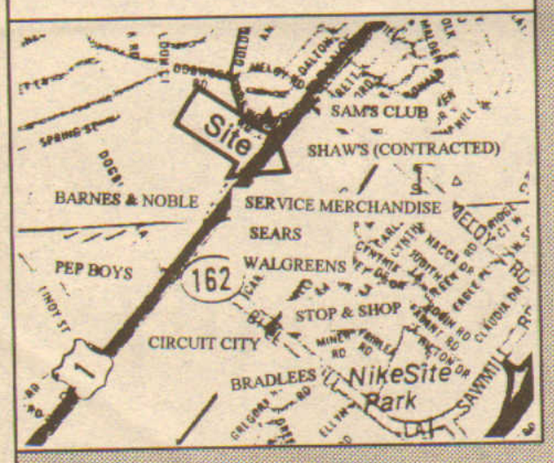
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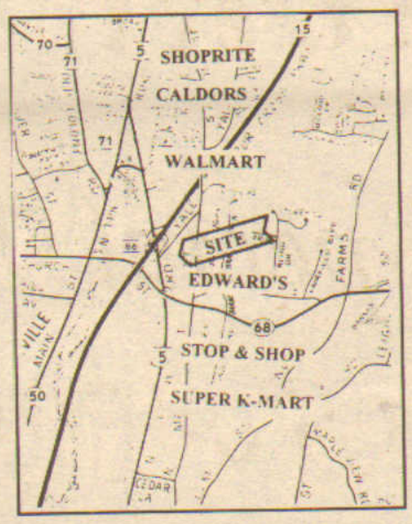
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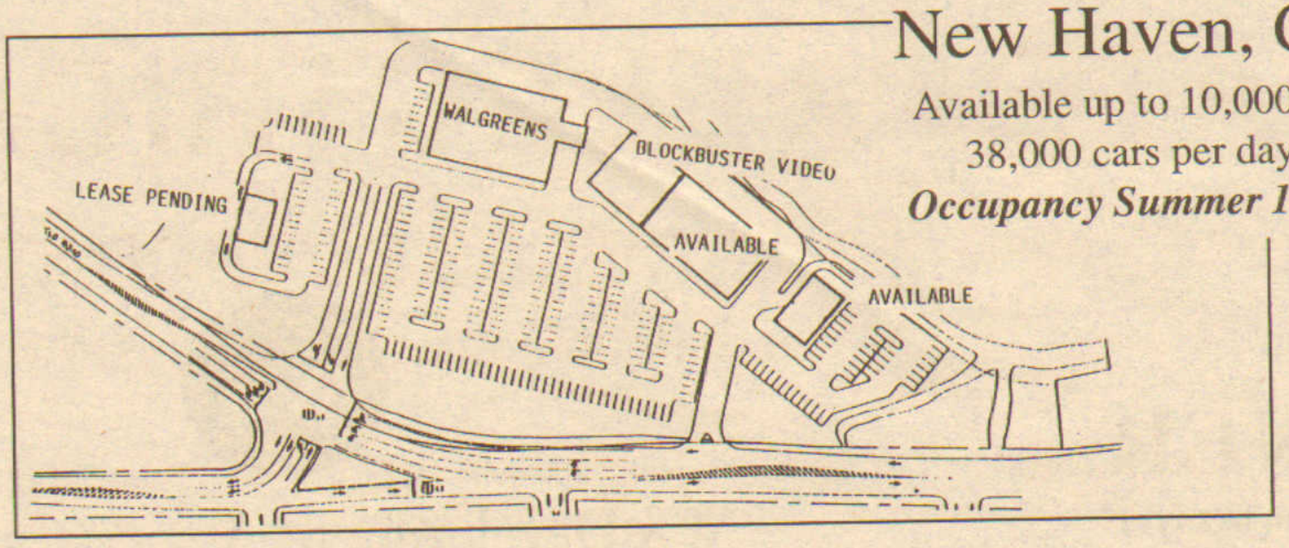
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July

Cipolla, Schaye & Sternberg of Triad Group lease 42,000 s/f former Cambridge Stop & Shop to Micro Center.

Boulos Co. of Northland Inv. sell 230,000 s/f Portland office complex for Crown Life to October Corp.; $8.85m.

Ashworth Mortgage Corp. arranges $1.1m first mortgage financing for 13,000 s/f CVS Plaza in South Dartmouth, Mass.

Nelson of R. Calabrese sells 53,000 s/f in Naugatuck Ind. Park to Lavatec for $1.8 million.

Dorfman & Shapiro sell their Boylston's Restaurant on Rte. 9, Chestnut Hill, to HDC for seniors complex; $3.5m.

Russell Corp. chosen construction manager for $24 million 429,000 s/f distribution center in Cheshire, Conn.

Lynch Murphy Walsh & Ptrs. and Leggat McCall/G&E lease 30,000 s/f Burlington offices for E&F Realty

Setter Realty named to manage 42,000 s/f Park Street Medical Building in Stougton by Drs. Erkan & Koymen.

Park Development sells 15 Franklin Ind. Park acres to Campanelli for $675,000; LM/G&E and S&S cobroker.

Klemmer of Hunneman leases 68,700 s/f for Flatley Co. at Cherry Hill Park, Danvers, to Osram Sylvania.

Neff of Meredith & Grew leases 38,000 s/f at 2 Oliver St., Boston, to 13 tenants.

Gilbane Building & R.I. Airport Corp. top off $168m 310,000 s/f T.F. Green Airport terminal in Warwick.

Walker of Rodman R.E. sells 34,000 s/f in N. Smithfield, R.I. with Paramount Properties for $800,000.

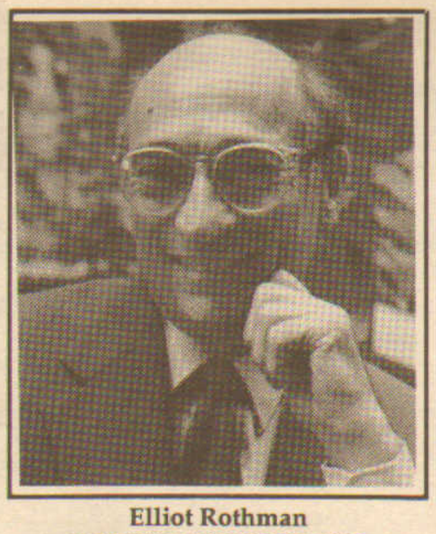
Brennan & Marr of C. Talanian Co. sell 6,250 s/f retail site at 121 Newbury St. in the Back Bay for $1.2 million.

Malkin of the Grossman Cos. sells 20,000 s/f in Warwick, R.I. to Donald Carcieri for $1 million.

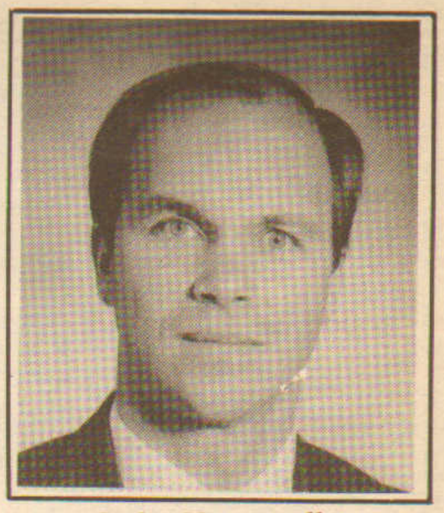
Reusch of Niles Co. brokers two leases, 10,000 s/f, at Boott Mills, Lowell, to JT Mfg. & Corporate Tech.



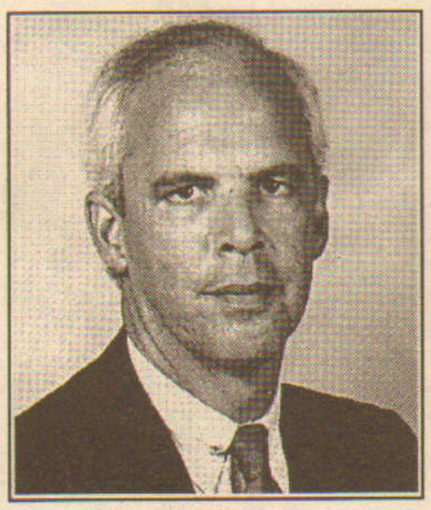
Arnold Peck
ARNOLD PECK COMPANY



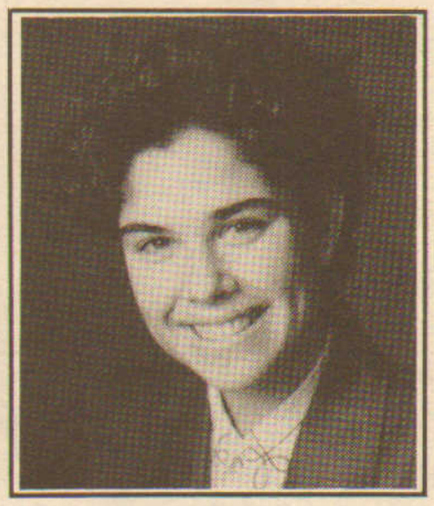
Elliot Rothman
ROTHMAN ROTHMAN HEINEMAN ARCHITECTS



Ogden Hunnewell
NORDIC PROPERTIES



Timothy Halloran
LYNCH MURPHY WALSH & PARTNERS



Heidi Christensen
COLEBROOK REALTY



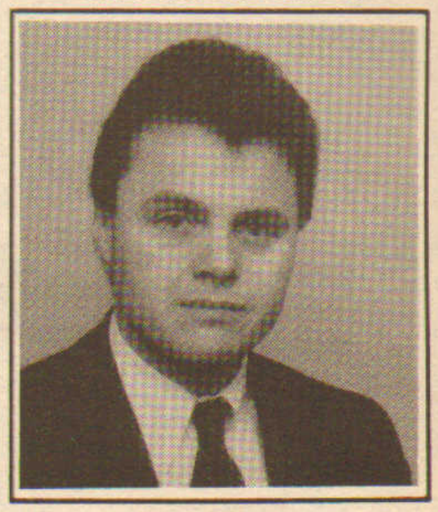
Richard Bonz
BONZ & COMPANY



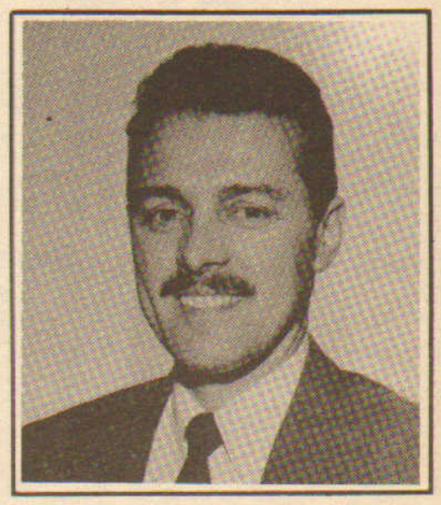
Edward Bowler
AVERY ASSOCIATES



Peter Colgan
THE GIFFORD GROUP

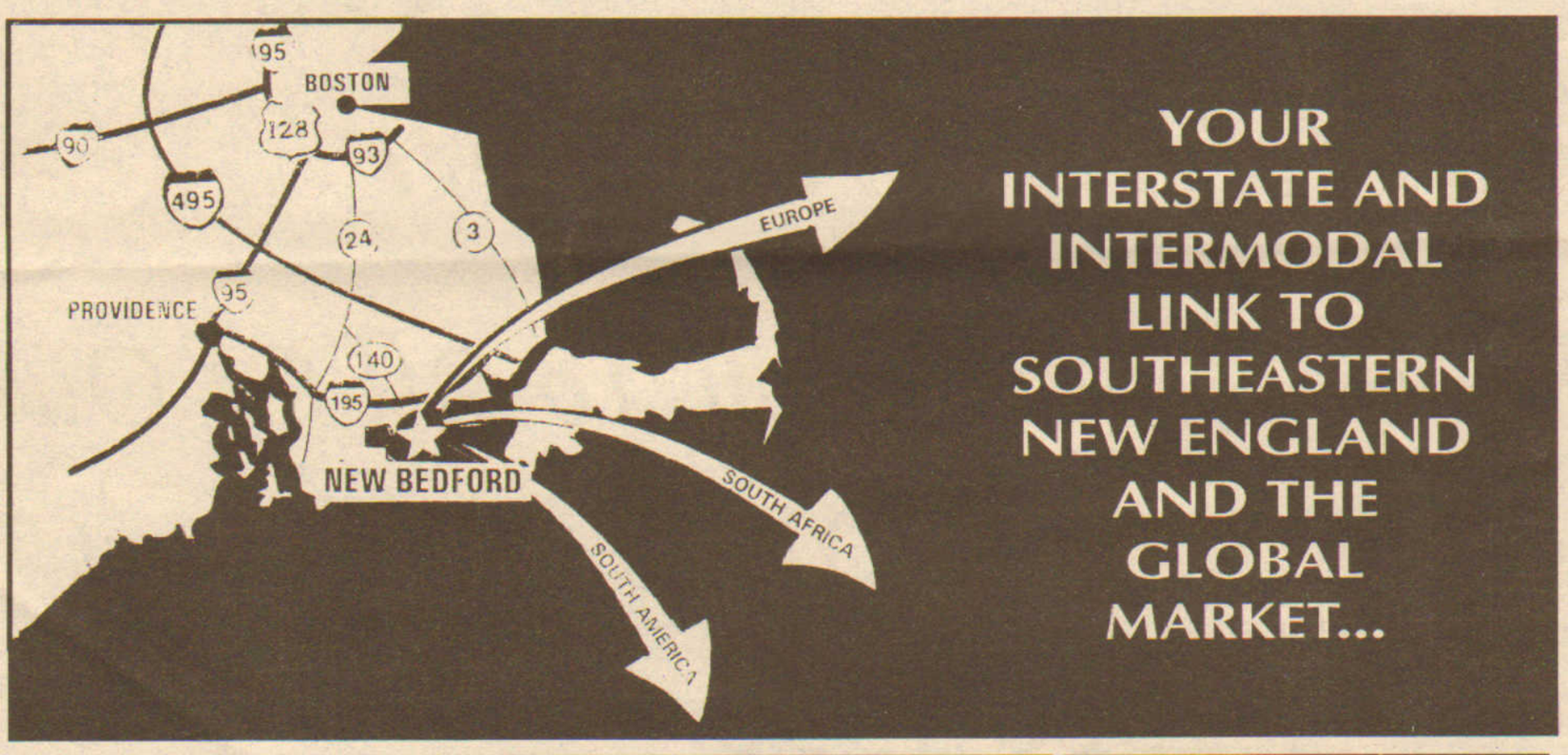


Mark Mancuso
CBL & ASSOCIATES

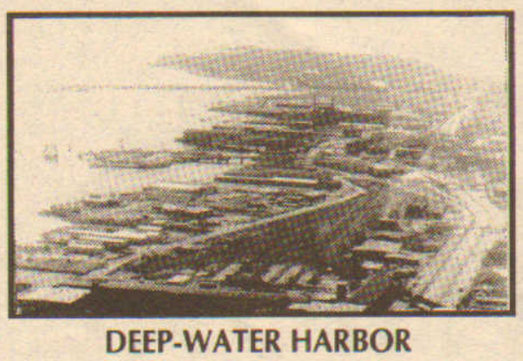


Richard McKinnon
GROSSMAN COMPANIES

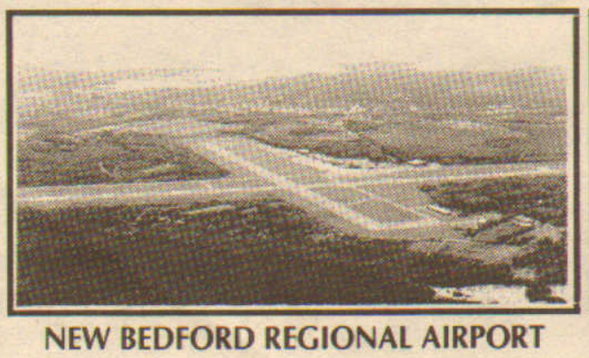
NEW BEDFORD



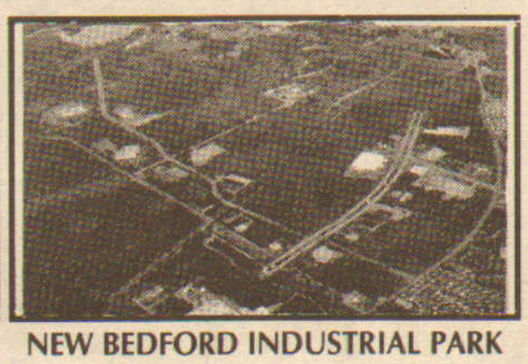
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- Revolving Loan Fund
- Seafood Industry Revolving Loan Fund
- Community Economic Loan Fund
- One-Stop Permitting/Licensing Service

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CITY OF NEW BEDFORD
ECONOMIC DEVELOPMENT OPPORTUNITY SITES

For More Information on Economic Development Opportunities, contact:

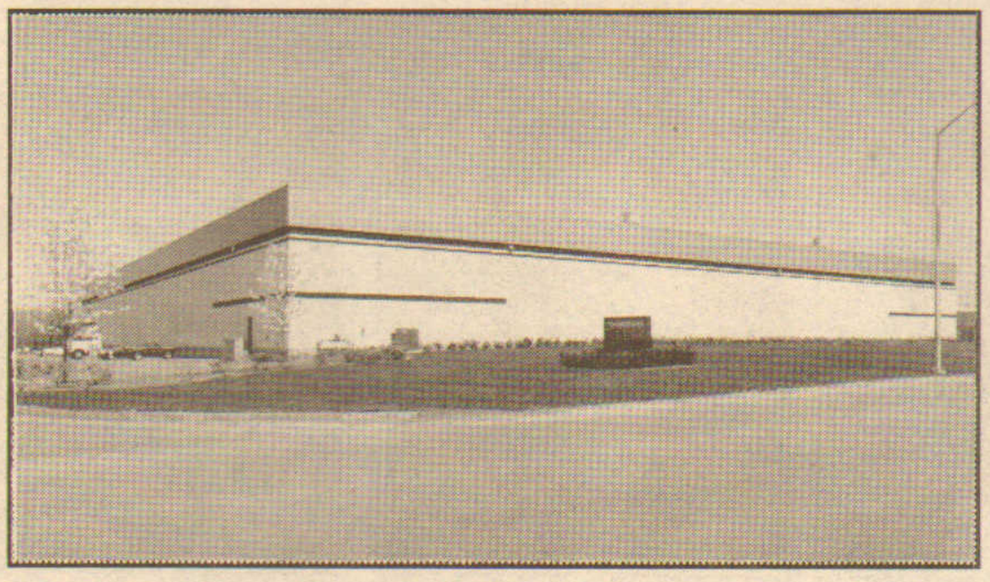
City of New Bedford
Harbor Development Commission
102 Pope's Island, Rt. 6
New Bedford, MA 02740
(508) 993-1770 • Fax: (508) 979-1496

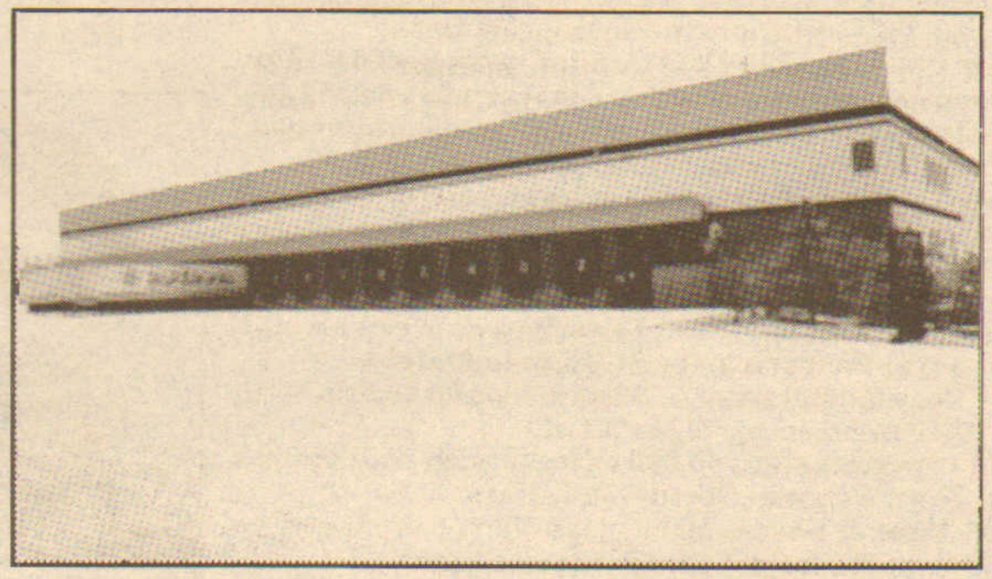
City of New Bedford
Office of Marketing • Room 221
City Hall • 133 Williams Street
New Bedford, MA 02740
(508) 979-1604 • Fax: (508) 991-6148

New Bedford Corporation, Inc.
181 Hillman Street
New Bedford, MA 02740
Phone: (508) 979-1635
Fax: (508) 979-1734

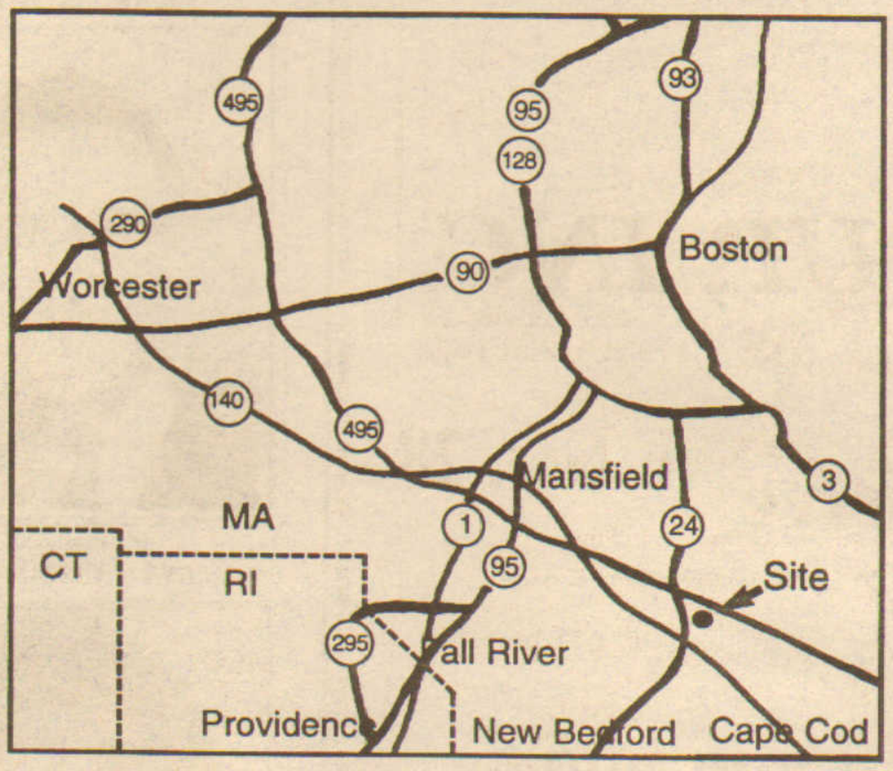
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- 33 Foot clear height to joist bridging.
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  1 Drive in door.
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- Possible availability of racking system for 11,000+ pallet positions.
- Available first quarter; 1996



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For More Information Contact:

Meredith & Grew, Incorporated:
David Crane 330-8014
Bill Zielinski 330-8033

Keller Company:
Ron Davis 740-2010

July

Dwyer & Harris of Spaulding & Slye sell 70,000 s/f in Marlboro, Mass. with Lynch Murphy Walsh to Fidelity.

Fallon Hines & O'Connor sells 300,000 s/f in Waltham to Leggat McCall Props. for Prudential for $10.3 million.

Eckman Const. completes $5.1 million 48,000 s/f school in Cumberland, Me. designed by Terrien Architects.

Pro Con Const. & Beacon Const. top off $29 million 195,000 s/f Rudman courthouse in Concord, N.H.

Spectrum Financial arranges $16.25 million J. Hancock loan for 521 unit Terrace Estates in Peabody, Mass.

Fowler Goedecke Ellis & O'Connor arranges $6 million with Fortis Private Capital for Cloverleaf's 184,250 s/f.

Berkshire Mortgage closes $5 million for 130 bed nursing home in Belmont originated by Rockport Mortgage.

Grubb & Ellis negotiates $3 million sale of 86,224 s/f New London offices for TBC Mariner to Mariner Health.

Levey Miller Maretz sells 18,000 s/f retail center in Branford, Conn. for Hadem Assoc. for $2.7 million.

Ford of New England Hotel Realty sells Warwick, R.I. Ho Jo Lodge, 125 rooms, for $1.687m to Motel 6.

First Colony Capital arranges $1.44 million for 46 unit North Village Apartments in Narragansett, R.I.

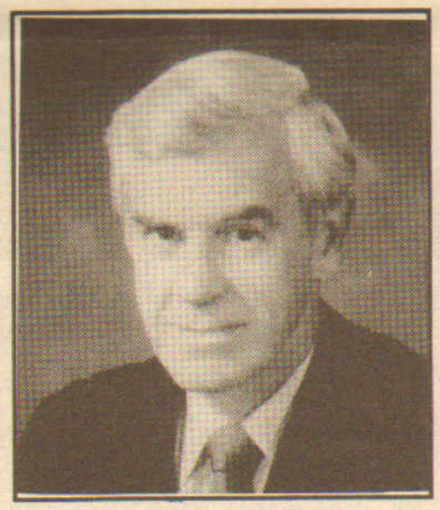
HRE Properties signs 65,000 s/f lease with Waldbaum's at Five Town Plaza in Springfield, Mass.

Neelon Assoc. & Haynes Mgmt., lease 55,771 s/f office space in Marlboro at Mt. Royal Office Park to 8 tenants.

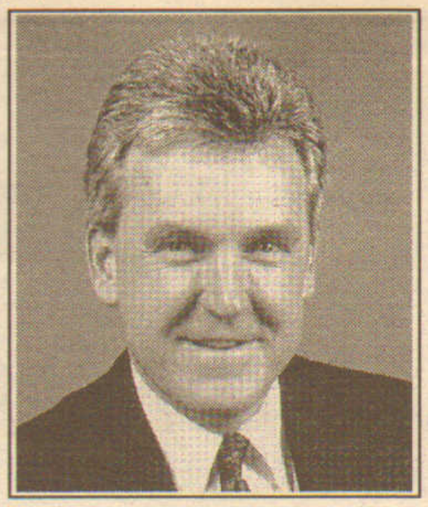
Borden of Lynch Murphy Walsh & Ptrs. signs 47,787 s/f to six office tenants at Foxboro Business Center.

Sandra Monroe & Co. Auctioneers & First Phillips sell 41 unit apartments in Hudson, N.H. for Bonham.

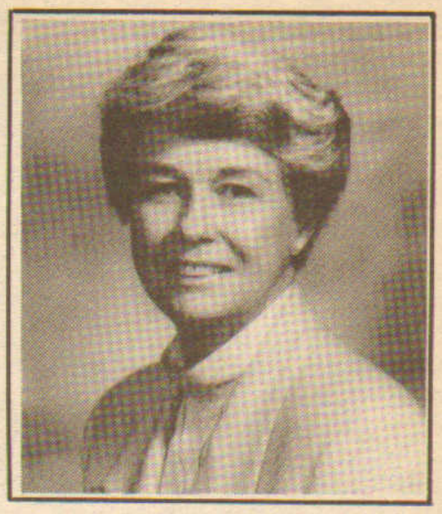
Whittier Ptrs., Northland Inv., Cushman & Wakefield lease 100,000 s/f to Goulston & Storrs in Boston.



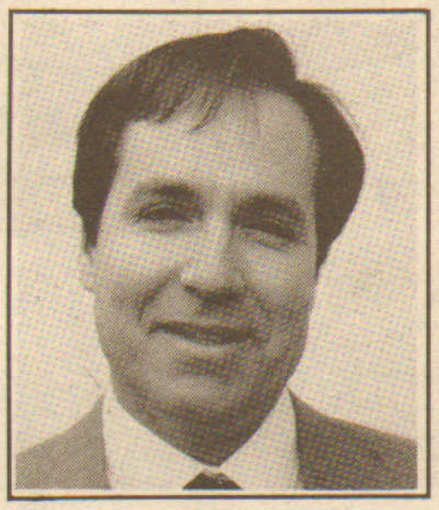
Thomas Flatley
THE FLATLEY COMPANY



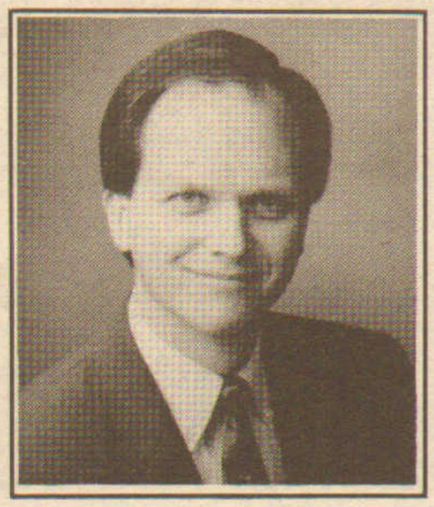
Jack Kerrigan
LEGGAT MCCALL/
GRUBB & ELLIS



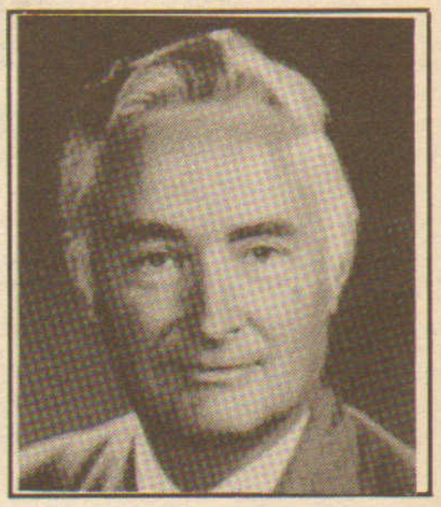
Abigail Burns
CASEY & DENNIS



David Smookler
DARTMOUTH COMPANY



Brian Murray
THE NELSON COMPANIES



Charles Spaulding
SPAULDING INVESTMENT



Steve Crowley
SCA COMMERCIAL



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FAFARD COMPANIES



William McCabe
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Cheryl Hickman
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August

Hayes & Sherry and Fallon Hines & O'Connor cobroker 46,000 s/f $5 million Wellesley offices to Beacon Properties.

Calabrese & Drubner cobroker 16,000 s/f Scovil world HQ office condo in Waterbury, Conn. for $1.15 million.

Seawatch sells 21 Hull condos (average price $105,000) to Nantasket L.P.; Pioneer Investment Props. named manager.

Wilson of Lynch Murphy Walsh and Thompson-Bailey of Spaulding & Slye cobroker 43,750 s/f for $1.8 million.

Dickinson starts $4 million 40,000 s/f container site for Kellaway Group on 31 acres in Braintree.

Pro Con Construction begins $2.9 million 78 unit Marriott Residence Inn in Scarborough, Me.

New England Construction finishes 48,000 self-storage facility for U-Haul, $1.04 million, in Manchester, N.H.

Cahill & Pajolek of CB Commercial (Conn.) broker sale of 24,000 s/f to Concord Industries for $1.1 million.

Ouellet Assoc. awarded $1.6 million 50,000 s/f mfg./whse. facility for Brunswick (Me.) Technologies.

New England Realty & Boston Financial place $12.8 million for J.F. White's Gateway Ctr., Newton.

Giunta & Richmond of Whittier Ptrs. sell 89,499 s/f North Andover Office Park to Boulder Co. for $4.35 million.

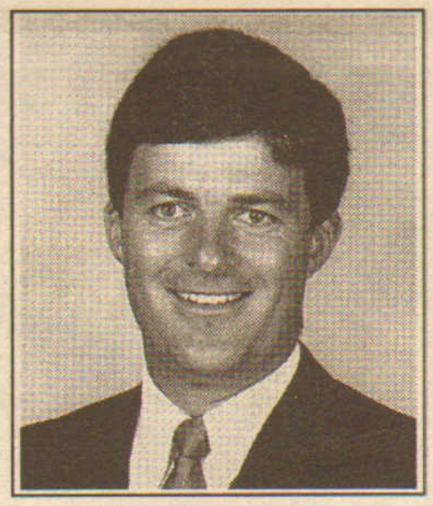
John Cruz Const. & Suffolk Const. start $33 million 76,000 s/f Boston Police HQ in Roxbury.

Sgroi of Dartmouth Co. sells 62,000 s/f Emerson College dorms in Boston's Back Bay for $2.9 million.

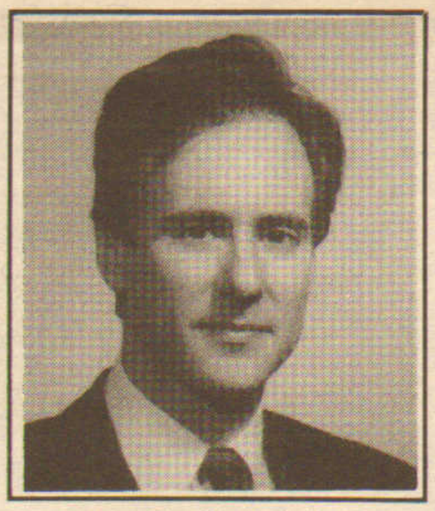
Ford of New England Hotel Realty sells 85 room Ramada Inn, Portsmouth, R.I. for $1.31 million.

Micallef of Olympus Group sells 53,000 s/f warehouse in Providence to Warwick Poultry Co., for $300,000.

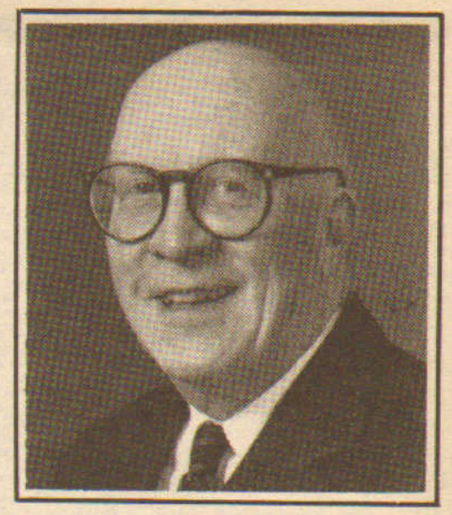
Shair of M&J Assoc. brings 113,275 s/f Caldor to Feldco Development Corp.'s Westgate Pavilion, Brockton.



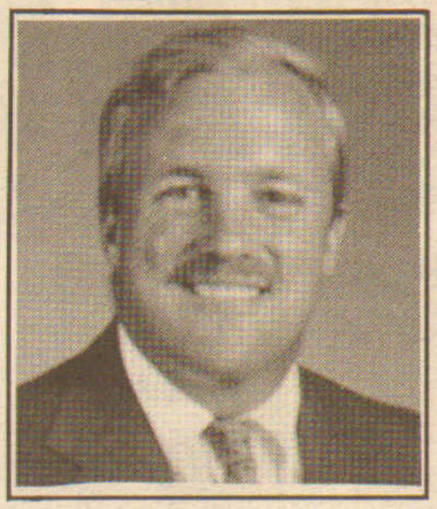
Stephen Murphy
LYNCH MURPHY
WALSH & PARTNERS



Alan Leventhal
BEACON PROPERTIES



Arthur Nelson
THE NELSON COMANIES



James Hooper
SPAULDING & SLYE



Chris Tosti
WHITTIER PARTNERS



Steve Tenofsky
CHRISTMAS TREE SHOPS



Jodi Hartley
SPAULDING INVESTMENT



Robert Rechner
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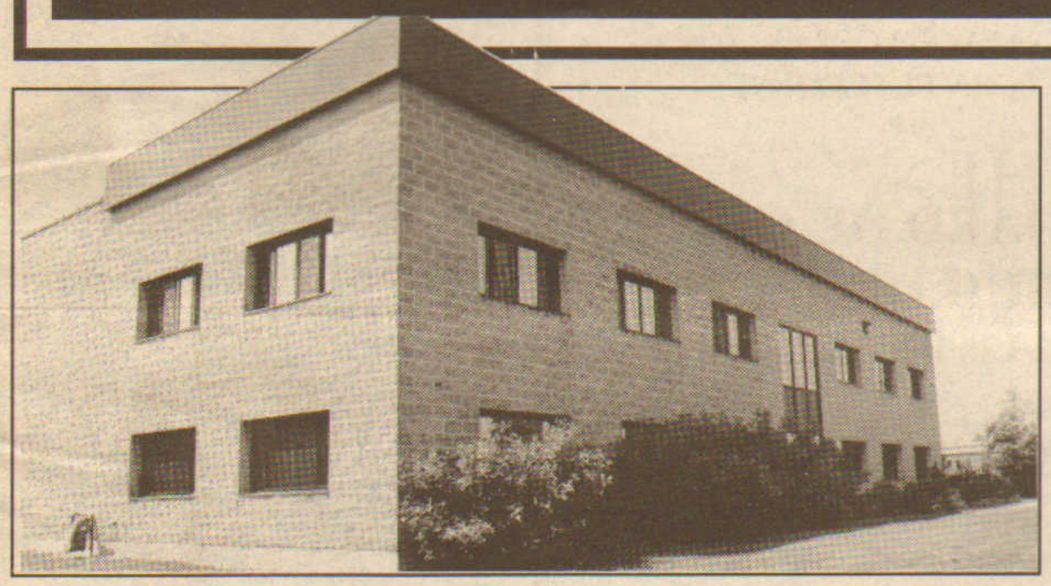
Suite 1000
50 Federal Street
Boston, MA 02110
617-357-5700
Fax 617-357-6494



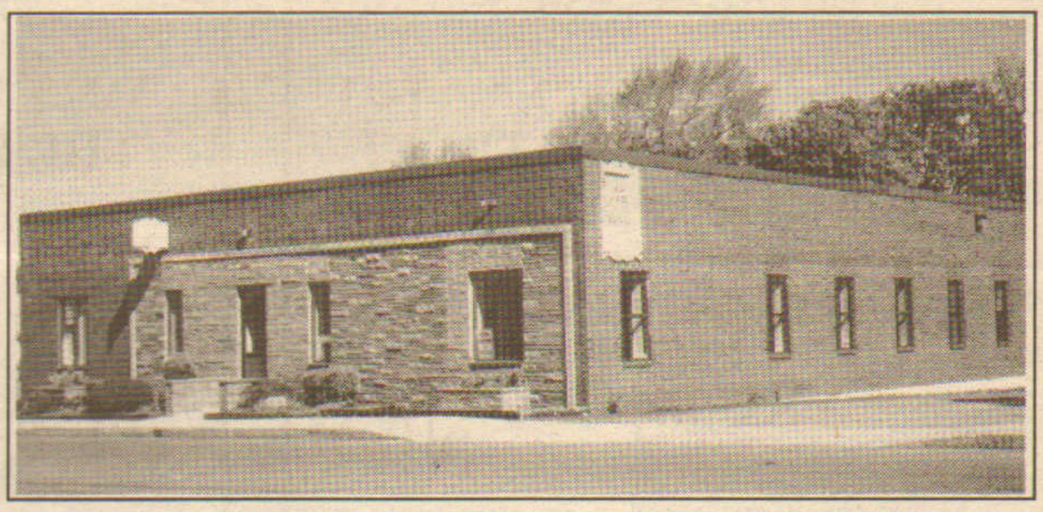
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ADJACENT TO GOOD SAMARITAN HOSPITAL



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SALE OR LEASE

August

Kerrigan of LM/G&E sells 360,450 s/f in Billerica for Bull HN to Wang; Nugent and Pergola of M&G broker $5m site.

Ashworth Mortgage places $9 million on 492 Ohio apartments for Jeffrey Cohen; managed by Metropolitan Props.

Boston Financial arranges $7.2 million for Sullivan & Co.'s 243 units with Cambridge Savings Bank.

Witten Comm'l. sells New Haven's Executive House with Citicorp R.E. to N.Y. R.E. Fund Corp. for $4.2 m.

Tito of Hunneman sells 22 Quincy units for Colony Nyro to Drescher of Hyde Properties for $725,000.

SCA signs 13,500 s/f with Shanahan & Mintz for Boston Billiards at United Properties' Fairfield, Conn. site.

Fowler Goedecke Ellis & O'Connor arranges $5 million for Maric and Mesco's 63,514 s/f Norwood, Mass. offices.

Berkshire Mortgage closes $3.7 million for Nickerson Financial (originator) with Freddie Mac Program/Plus.

Smith, Harris & Bailey of Spaulding & Slye sell 59,404 s/f in Marlborough to MGI Properties for $2.3 million.

Goodnow of Dalton Co. sells 36,000 s/f offices with Norwood Group to Van Clay Investments for $1.6 million.

Cullinane, Sullivan & Evans of Peter Elliott Co. expands Citizens Bank's Presidents Place lease to 88,475 s/f.

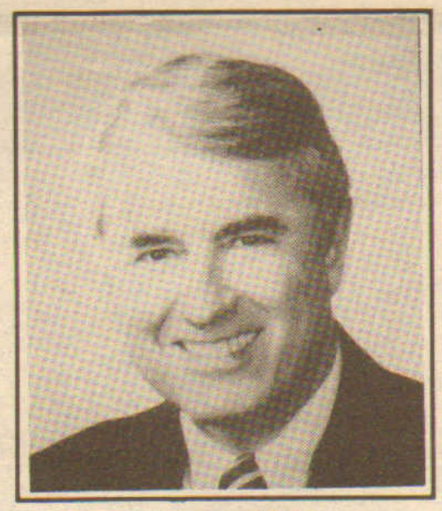
DiCenso sells 25,000 s/f Middleboro Plaza to American Stores Properties for $1 million; Osco Drug main tenant.

ADD Inc designs $25 million Berkshire Crossing's 425,000 s/f for Pioneer Dev. in Pittsfield, Mass.

Fleisher Comm'l. sells 3,400 s/f historic property to DiMambro for $340,000 for Portsmouth Bookshop.

Pro Con completes $1 million Manchester, N.H. renovation/expansion for Red Cross; Dennis Mires project architect.

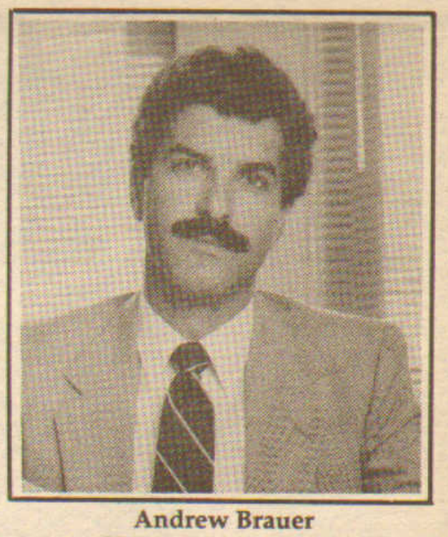
Berkshire Mortgage provides $18.36 million for Longa Vita Corp.'s 93 unit assisted living site in Weston, Mass.



John Peckham
PECKHAM BOSTON ADVISORY



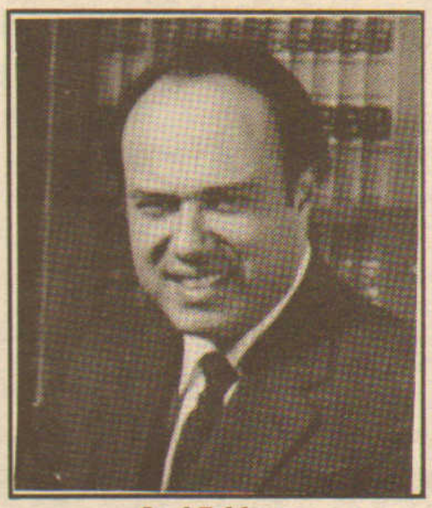
Anthony Carcieri
COMMERCIAL PROPERTIES



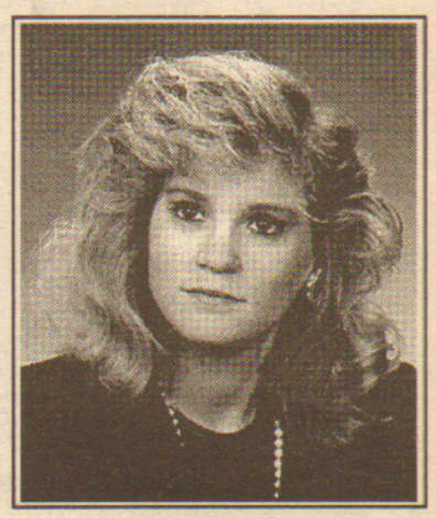
Andrew Brauer
CBL & ASSOCIATES



John Macomber
GEORGE BH MACOMBER CO.



Saul Feldman
FELDMAN, GAMERMAN & HURWITZ, PC



Debra Javit
MAX JAVIT RE DEVELOPMENT



William Jackson
SPAULDING & CO., INC.



Charles Thompson
THOMPSON APPRAISAL



Bruce Waters
MCLAUGHRY COMMERCIAL



Steve Dean
DEAN ASSOCIATES

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William B. Leatherbee, Jr.
Barry P. Winer
1330 BOYLSTON STREET, SUITE #508
CHESTNUT HILL, MA 02167
(617) 731-3000

This announcement appears as a matter of record only

LEATHERBEE MORTGAGE CORP.

ANNOUNCES
THE LOAN PLACEMENT
FOR

THE BOARD OF TRADE BUILDING
State 131 Limited Partnership

$11,000,000

LEATHERBEE MORTGAGE CORP.
BROKERS THE PLACEMENT OF A
CONSTRUCTION MORTGAGE WITH A COMMERCIAL BANK FOR THE PROPERTY KNOWN
AS 131 STATE STREET
LOCATED IN BOSTON, MASSACHUSETTS
CONSISTING OF APPROXIMATELY 150,000
SQUARE FEET TO BE CONVERTED TO
94 LUXURY APARTMENTS
AND 24,000 S.F. OF RETAIL SPACE

LEATHERBEE MORTGAGE CORP.
William B. Leatherbee, Jr.
Barry P. Winer
1330 BOYLSTON STREET, SUITE #508
CHESTNUT HILL, MA 02167
(617) 731-3000

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WILLIAM B. LEATHERBEE, JR. • BARRY P. WINER

LEATHERBEE MORTGAGE CORP.

1330 BOYLSTON STREET, SUITE #508, CHESTNUT HILL, MA 02167

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KIRK & COMPANY

Home (For the Holidays) Page 1996

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PROPERTY TYPES

Apartments
Retail malls
Land
Skating rinks
Gingerbread houses
Reindeer barns
Partridge occupied pear trees

Office buildings
Industrial buildings
Mangers
Elf workshops
Chimneys
Christmas tree farms
Decked halls

Best Wishes For 1996

1995

David S. Kirk dsk@kirkco.com
Joshua T. Anderson jta@kirkco.com
Elizabeth H. Hardy ehh@kirkco.com
Benjamin P. Coues bpc@kirkco.com
Kirk & Company kirkco@kirkco.com

265 Franklin Street • Boston, MA 02110-3196
617-261-7100 Fax 617-261-7910



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INVESTMENT



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Richard Taylor
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& SLYE



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PRENDERGAST
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Bill Ecceston
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Marcel Poyant
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David Kowal
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Noreen Copp
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Jay Dacey
INTEGRATED
BUILDERS



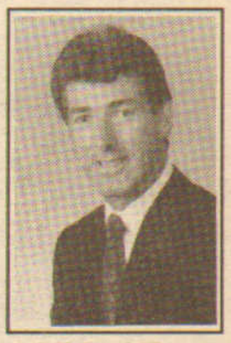
Marlene Aron
INVESTMENT
PROP. SPECIALIST



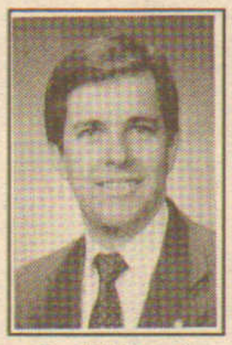
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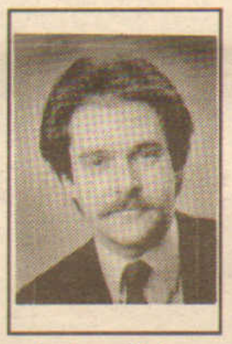
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TAMBONE
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J. RITTENBERG &
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Jim Tansey
GRANT
THORNTON



Andrew Cohen
CENTURY
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MORTGAGE



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SPAULDING
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Randolph Glennon
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Boston Financial is pleased to announce the following recent loan and acquisition transactions:

Hyatt Sarasota	Sarasota, FL	297 Room Hotel
Sheraton Atlanta	Marietta, GA	219 Room Hotel
Fleet Center	Boston, MA	18,000 Seat Sports Arena
75 Kneeland Street	Boston, MA	200,000 SF Office Building
15-45 Dan Road	Canton, MA	280,000 SF Office Building
150 Baker Avenue	Concord, MA	76,000 SF Office Building
Rule Facility	Deerfield, MA	280,000 SF Industrial Complex
Gateway Center	Newton, MA	175,000 SF Office Plus Hotel
One Technology Drive	Peabody, MA	188,000 SF Warehouse
Guest Quarters	Austin, TX	189 Room Hotel

Thanks to our friends and clients,
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New England Real Estate Journal

1995 Year in Review

New England Real Estate Journal Section - C

December 29, 1995 - January 4, 1996

Nordblom Company
Exclusively Represented

J.E. Robert Companies
in the sale of
Lowell Crossing
252 Unit Apartment Complex
130 Bowden Street
Lowell, MA

Nordblom Company
Exclusively Represented

Bank of America
in the sale of
60 unit high end
Apartment Property
126 Warren Street
Boston, MA

Nordblom Company
Exclusively Represented

Pathmark Stores, Inc.
in the sale of
220,000 s.f. Warehouse
479-48 Wildwood Avenue
Woburn, MA

Nordblom Company
Represented

Barrett Warehouse and Transportation
in the sub-lease of
75,000 s.f.
505 University Ave.
Westwood, MA

Nordblom Company
Exclusively Represented
MTP Limited Partnership
in the lease of
30,000 s.f. of Offices
at
21 North Avenue, Burlington, MA
leased to
Concentra Corporation

Nordblom Company
Exclusively Represented
American Red Cross of Massachusetts
in the lease of
35,493 s.f.
at
285 Columbus Ave, Boston, MA
leased to
City Year

Nordblom Company

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Commercial and multi-family brokerage, management, development, asset management, tenant and investor services.
For more information, please contact: Peter Nordblom at (617) 272-4000.

Happy Holidays 1995, and Happy New Year 1996!

1995 Leases & Sales

Richmark International (Kyanize Paints) - 115,000 square feet
Essense Systems - 52,000 square feet
Micrion - 52,000 square feet
Hub Foods - 50,000 square feet
MBTL - 17,000 square feet
SLH Trucking - 35,000 square feet
Selmac Corporation - 25,300 square feet
SuprValu - 25,000 square feet
Office Specialists - 24,000 square feet
NYNEX - 20,000 square feet
American Home Care - 15,000 square feet
Ralph Pill Electric Supply Co. - 13,000 square feet
Scan Centers of America - 10,000 square feet
The Serymgeour Company - 10,000 square feet
Holtrachem - 10,000 square feet
Fleet Bank - 9,600 square feet
Cross Country Motor Club - 7,300 square feet
Communicator Assystance Corp. - 5,300 square feet
Blockbuster Video - 5,000 square feet
Singer and Singer - 3,500 square feet
Eyeglass Factory - 3,500 square feet
Family Continuity Planning - 3,500 square feet
Marvel Lighting Corp. - 3,000 square feet
Dickinson Associates - 3,000 square feet
Bretta and Gorach - 2,500 square feet
DB Concepts - 2,500 square feet
Laser Comp - 2,000 square feet
Nasson, Hoban and Jesson - 2,000 square feet
Internet Technology Group - 2,000 square feet
United States AirForce - 1,800 square feet
United States Navy - 1,500 square feet
Jackson Hewitt Tax Service - 1,100 square feet
Clothesline Clothing Co. - 1,200 square feet
Printworks - 1,100 square feet
Phone Business Xperts - 1,100 square feet

Total Leases & Sales - 618,000 square feet

It's a done deal.

CP

COMBINED PROPERTIES

25 Riverview Business Park, 300 Commercial St.
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(617) 321-7800

As Cushman & Wakefield closes out its eleventh year in Boston, we would like to take this time to thank our clients.

Please accept our warmest wishes for the Holiday Season and for a healthy and prosperous 1996.

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September

Cronin of Northland, Borden of Lynch Murphy Walsh cobroker $750,000 sale of 8.9 acres in Walpole.

Kuosman & Jones of Finard & Co. sell 128,400 s/f office tower in Portland with Boulos Co. for $3 million.

MHFA appoints Princeton Properties to manage 449 unit Merrimack Plaza Apartments in Lowell.

Dolben Co. to develop $19 million 258 unit housing complex in Maryland for Constellation R.E. Group.

Suffolk Const., completing $25.2 million 190,000 s/f UNH Sciences Ctr. designed by Ellenzweig Associates.

Norton Asset Mgmt., leases 74,500 s/f for C.R. Bard in Fitzwilliam, N.H. to Holos Corp.

Rocque of First Whitney brokers sale of 121 lot Hunt Club at Westfield in Middletown, Conn. for $1.52 million.

Koury of Hunneman sells 15,800 s/f at 28 Newbury St., Boston with Mueller of Prospectus for $3.114 million.

Oberg & Thompson of Spaulding & Slye broker 80,400 s/f lease with Lynch Murphy Walsh in Chelmsford.

Hayes & Sherry and Finard & Co. lease 115,830 s/f in East Providence; Finan & Behler cobroker mfg. prop.

Walker of Rodman sells 50,000 s/f warehouse/mfg. site in Lincoln, R.I for $900,000.

Butler of Demarais & Lawler of Finlay cobroker sale of 24,808 s/f office condos in Salem, N.H. for $862,500.

Barker of Codman Co. sells 102,284 s/f warehouse/office for UBS Asset Mgmt. to MGI Properties for $2.25 million.

Conrad Group sells 275,000 s/f Pneumatic Scale site in Quincy to Stop & Shop Supermarkets for $12.3 million.

Ashworth Mortgage places $10.5 million for CRES and Combined Prop.'s 250,000 s/f at Centennial Park, Peabody.

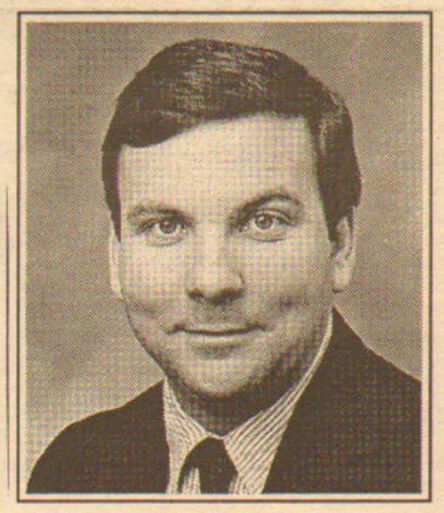
Fowler Goedecke Ellis & O'Connor arranges $21.5 million J. Hancock loan for 697 car Dock Sq. garage, Boston.



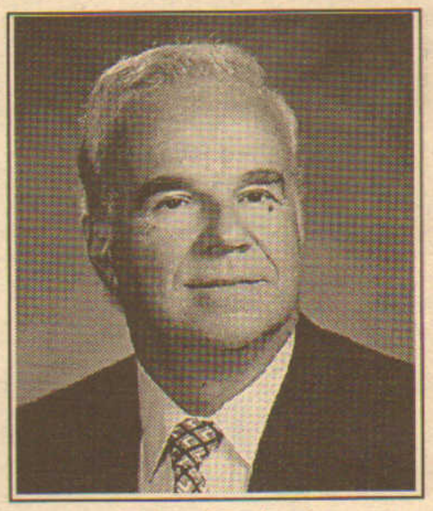
Kevin Phelan
MEREDITH & GREW



Phil Burgess
COMBINED PROPERTIES



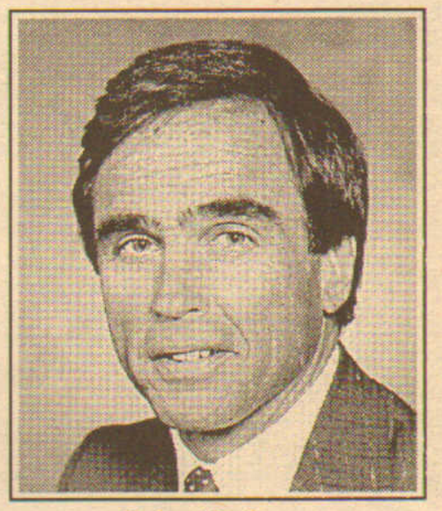
Kevin Barry
BARRY ASSOCIATES



Richard Ferland
FERLAND CORPORATION



Vin Albanese
CRS & ASSOCIATES



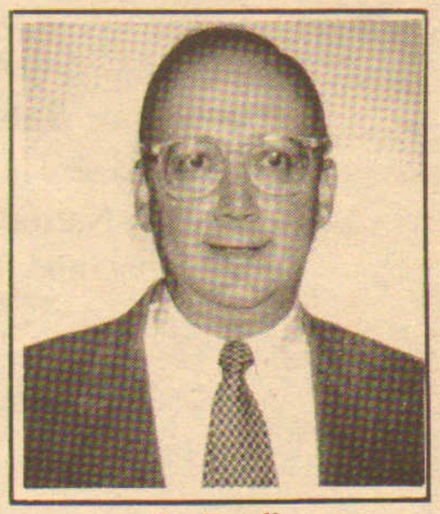
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Robert Nickerson
NICKERSON FINANCIAL



Gregory Micallef
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Tammy Pendergast
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September

Spectrum Financial arranges $6.5 million for 241 unit Leisure Manor in Stoneham with J. Hancock Mutual Life.

Dunne & McNamara of CB Comm'l. sell 102,000 s/f shopping center in Wethersfield, Conn. for $2.54 million.

Pyramid R.E. leases 40,000 s/f offices at Still River Corporate Park, Danbury, with Koll Leasing Services.

Gilkie & Zarse of Nordblom Co. sell 41,000 s/f in Billerica with Stubblebine Co. for $1.21 million.

Caswell Corp. finishes $1.25 million multi-building design project for Progress Software in Bedford, Mass.

Marr of Talanian & O'Connell of Street & Co. sell 29 Charles St., Boston, units to Mt. Vernon for $1.35 million.

R.W. Holmes leases 85,202 s/f in Natick for LMF Cochituate Corp. to The Math Works.

Feuerman & Cronin of Northland sell 103,000 s/f for Bank of Boston in Norton; Grove Bank finances $1m sale.

First Bristol signs first Sears Hardware in Mass. at Fairhaven Commons to 24,000 s/f.

Braverman Group sells 28,000 s/f retail/office site in Bridgeport for FDIC for $525,000.

McKinnon of Grossman Cos. leases 171,000 s/f whse./dist. site in Clinton with Stubblebine & Katz Cos.

Meredith & Grew and R.M. Bradley leases 152,000 s/f at Prudential Tower to Bronner Slosberg Humphrey.

Gould & Smith of Spaulding & Slye and Hynes of Cushman & Wakefield lease 46,121 s/f to Alexander & Alexander.

Allen & Dushman of Investment R.E. Assoc. sell 125 Quincy apartments to Avalon Props. for $6.337 million.

Clancy & Majewski of Lynch Murphy Walsh & Ptrs. lease 22,000 s/f in Westboro for Walkup Trust.

Suffolk Const. building $10 million 76,000 s/f Norton Gallery & School of Art in Palm Beach Gardens.



Michael Gallerani
PLYMOUTH OFFICE OF ECONOMIC DEVELOPMENT



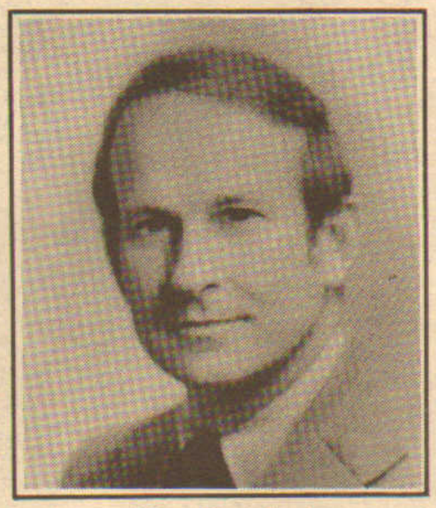
Douglas Nickerson
NICKERSON FINANCIAL



Cory Gubner
PYRAMID RE MANAGEMENT



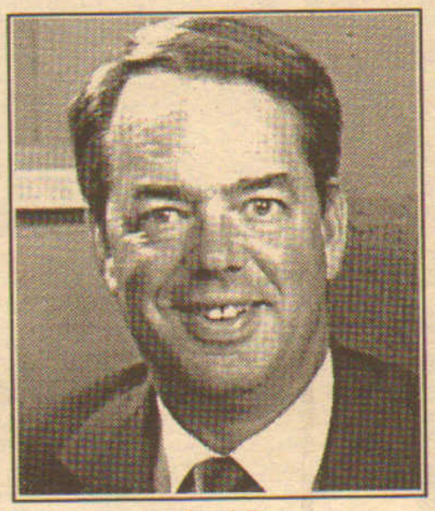
Dan DeMarco
CAMPANELLI COMPANIES



Gene Tortolani
RYAN ELLIOT & CO. OF R.I.



Richard Heym
RICHARD HEYM ASSOC.



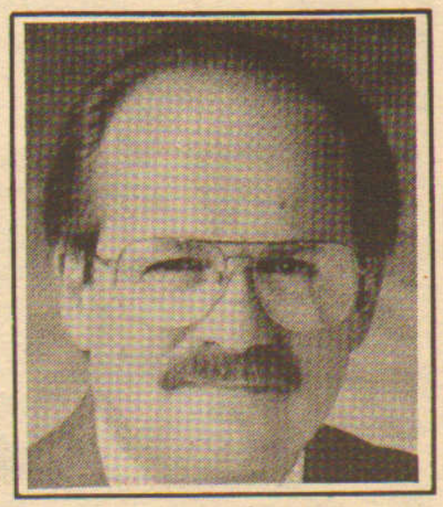
Michael Barr
WILLIAM BERRY & SON



Pamela McKinney
BYRNE, MCKINNEY & ASSOC.



John Parsons
PARSONS COMM'L. GROUP



Larry Guilmette
EXCELSIOR GROUP

Best Wishes

For a Happy Holiday Season and a Happy New Year



Chris Devaux, John Parsons, Andrew Sacher, Eric O'Brien

We would like to take this opportunity to thank our customers and cooperating brokers for making 1995 a great success for Parsons Commercial Group.

HIGHLIGHTS OF 1995 TRANSACTIONS

Jones & Bartlett Purchased 30,000 Square foot office building, Sudbury
Advanced Video Technology Purchased 70,000 Square foot R&D facility, Marlboro
Continental Wingate Purchased 6 acres of land Route 20, Sudbury
Pagel Corporation Purchased 48,000 Square foot warehouse facility, Holliston
551 Concord Corp. Purchased 58,000 Square foot warehouse building, Holliston
Rainbow Movers Purchased 17,000 Square foot warehouse building, Westboro
Dan's Jeep/Purchased 15,000 Square foot retail building, Westboro
West Boylston Associates Purchased 10,000 Square feet office/R&D building, Westboro
Holliston Management Corp., Purchased 44 acres of land in New Englander Industrial Park, Holliston
Curtis Cab Company, Purchased 50,000 Square foot industrial building, Worcester
First Site Realty Purchased 25,3000 Square foot Industrial building, Hudson
Mini Computers Purchased 18,000 Square foot industrial building, Marlboro
E.A.B. Realty Trust Purchased 17,000 Square feet retail building, Sudbury
Cedar Hill Associates Purchased 22,000 Square foot office building, Marlboro
Northboro Otis Corp. Purchased 20 acres of industrial land, Northboro
Anver Corporation leased 40,000 Square feet of manufacturing space, Hudson
Fiber Optics Network Services leased 30,000 Square feet of R&D space, Northboro
Eastern Seaboard Packaging leased 23,000 Square feet of warehouse space, Holliston
T.S.S./I.B.M. Corporation leased 9,023 Square feet of office space, Marlboro
Computer Repairs & Spares leased 20,000 Square feet of office/warehouse space, Hopkinton
Redwing Environemental leased 10,000 Square feet of industria space, Framingham
Equipment & Systems for Industry leased 10,000 Square feet of office/warehouse space, Hopkinton
California Closets leased 8,800 Square feet of manufacturing space, Hopkinton
May Coatings leased 10,000 Square feet of warehouse space, Holliston
Clarify Technologies leased 6,800 Square Feet of office space, Marlboro
Technically Speaking leased 7,200 Square feet of office space, Southboro
Intel Corporation leased 10,000 Square feet of office space, Acton
Boston Eye leased 5,200 Square feet of Medical Space, Brookline
Reservoir Printing leased 8,000 Square foot of industrial space, Marlboro

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508-820-2700

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Joan Hertel, 617-573-7381
Chris Crowley, 617-573-7457
Mark Gerety, 617-573-7741

Fleet Real Estate Capital, Inc.

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To fax yourself information, call our InfoFax line at
617-573-5300 and select Ext. 001 for a menu of options.

October

Lynch Murphy Walsh Ptrs. and Fallon Hines & O'Connor leases 110,882 s/f for Principal Mutual Life to Kronos.

Leggat McCall/G&E's Thomson & Nelson broker $5.8 million 46,500 s/f sale with Cushman & Wakefield.

First Whitney arranges $8 million with People's Bank for Pine Hill Estates' 81 lots in North Haven, Conn.

Kuzmak-Williams brokers sale of 31,600 s/f offices in E. Hartford for Savings Bank of Manchester for $1.1 m.

Redpath Comm'l. sells 36,000 in Hanover, N.H. to Sun Life Assurance for Hanover Inv. for $1.5 million.

Suffolk Const. tops off $22.68 million Chelsea school designed by HMFH Architects.

Lincoln Property Co. named property manager for 65,000 s/f 2 Liberty Square in Boston by J. Hancock R.E. Inv.

Tinkham Realty sells 23,040 s/f Hooksett, N.H. office/ garage for Recoll to C&J Trucking for $550,000.

Heberger Appraisal & Consulting Group joins Farley/Whittier Ptrs. A.&C. Group in Connecticut.

Beacon Properties & Dutch pension fund buys 75-101 Federal St., Boston, 812,000 s/f, for $153.7 million.

Leggat Co. and Meredith & Grew sell 26 Andover acres for $4 million; site for Eisai's 42,000 s/f plant.

Swartz of Spaulding & Slye brokers 350,000 s/f sale in North Reading for Copley for $27.5 million.

Delmhorst & Sheehan, William Pitt R.E. & Cushman & Wakefield lease 48,100 s/f at Greenwich Office Park.

Hayes & Sherry and Joseph Accetta sell 75,000 s/f in Johnston, R.I. for Fillattice for $1.1 million.

Lynch Murphy Walsh and Spaulding & Slye sell 20,000 s/f in Woburn for Teledyne to Stride Rite for $900,000.

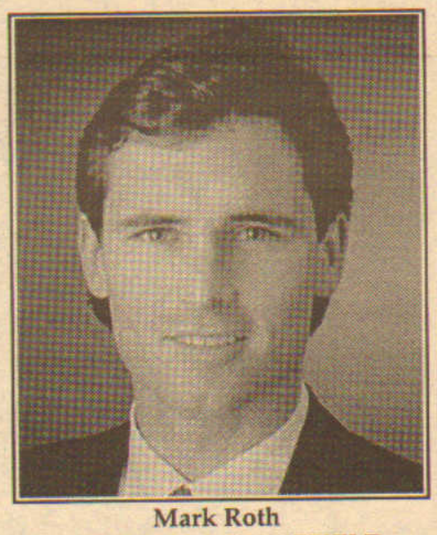
Grossman Cos. leases 50,000 s/f at Ten 99 Hingham St., Rockland to Federated Investors; site 100% leased.



David Stone
EAGLE APPRAISAL



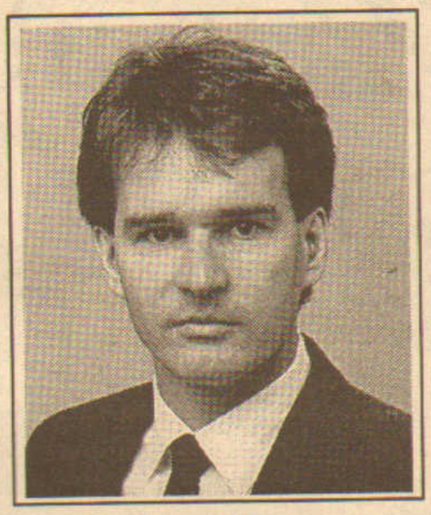
Anthony Trodella
ATR APPR. CONSULTANTS



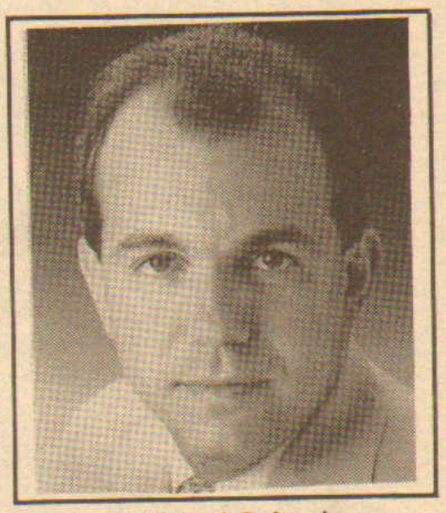
Mark Roth
CUSHMAN & WAKEFIELD OF MASS.



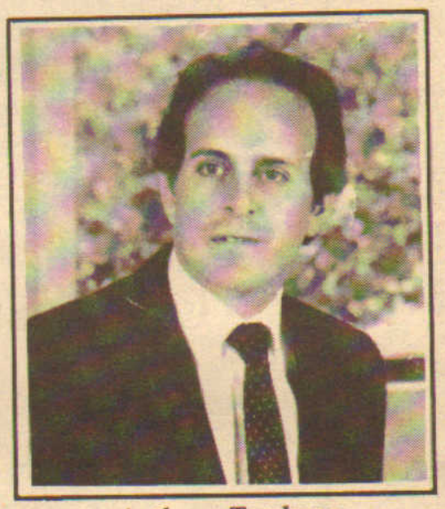
William Hassett
THE NELSON COMPANIES



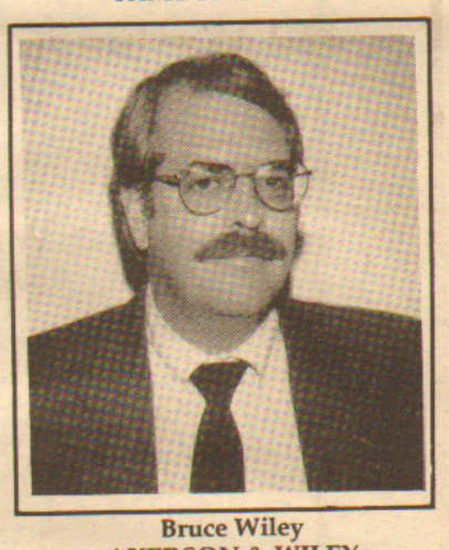
James Fisher
MASSCOMP DATA



Michael Guittari
PARAMOUNT PROPS. GROUP



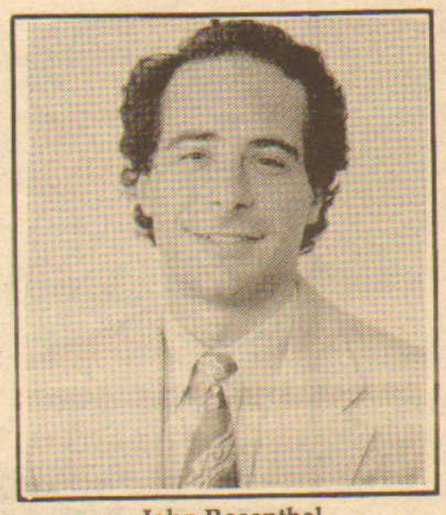
Anthony Tambone
TAMBONE CORP.



Bruce Wiley
AKERSON & WILEY



DeForest Smith
GEORGE J. SMITH & SONS



John Rosenthal
MEREDITH MANAGEMENT

MORTGAGEE'S SALE OF REAL ESTATE AT PUBLIC AUCTION

LUDLOW, VERMONT MOTEL

Okemo, Mountain Area

Three-story, Victorian style, 17 unit motel with owner's apartment, partially finished basement. Includes parking and in-ground pool, known as the Inn Towne Motel, situated on a .45 acre lot, located at 112 Main Street, Route 103 in the Village with excellent access to Route 91.

JANUARY 13, 1996 @ 12:00 P.M. -ON SITE

4% Broker Fee - Phone Auctioneer for Details.

Terms of Sale: FOUR THOUSAND DOLLARS ($4,000.00) down at the time of sale by Cash, Certified or Treasurer's Check which must be presented to prequalify to bid. Balance must be paid within forty-five (45) days of the Order of Confirmation by the Windsor County Superior Court. Property sold "as is" subject to real estate taxes, and any and all liens and encumbrances which may take precedence over mortgage deed. Successful bidder shall be required to sign a Memorandum of Sale at completion of auction.

Sale per order of the Mortgagee, by its Attorneys, Parker & Ankuda, P.C., Springfield, VT. Stephen S. Ankuda, Esq.

For information contact

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Phone (617) 367-2021 Fax (617) 367-2036

MA Lic. #1886 VT Lic. #57-0000809 NH Lic. #2809

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60 Research Road, Hingham
25,000 Square Feet

- Office Warehouse Space
- Located in South Shore Park

FOR LEASE

200 Cordwainer Drive, Norwell
30,000 Square Feet

- First Class Office Space
- Can Be Subdivided

FOR LEASE

412 Washington Street, Norwell
35,000 Square Feet

- Office Warehouse Space
- Can be Subdivided
- Below Market Rental Rate

FOR LEASE

33 Riverside Drive, Pembroke
18,000 Square Feet

- 60% Office, 40% Warehouse
- Competitive Rental Rate
- Route 3 Visibility

FOR SALE

620 South Street, Holbrook
100,000 Square Feet
Fully Leased, Excellent Credit

- Office Manufacturing Building
- NOI $290,000
- Asking Price $2,500,000 ($25/sf)

FOR SALE

110 Industrial Park Road, Hingham
40,000 Square Feet

- Office Manufacturing Building
- Current NOI $170,000
- Excellent User/Investor Building

FOR SALE/LEASE

11 Randolph Road, Randolph
20,000 Square Feet

- Ideal For Owner Occupant
- All Masonry Industrial Building
- Asking $685,000 ($34/SF)

FOR SALE

265 Pleasant Street, Rockland
12,000 Square Feet

- Industrial Building on 5 Acres
- Excellent Contractor Yard
- Asking $636,000

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October

Spectrum Financial arranges $9.5 million for CW Westbrook with Sun Life Assurance for 401,000 s/f in Westbrook, Me.

Fish of Ashworth Mortgage places $9.5 million with Cooper-Horowitz for 208,000 s/f Assembly Square.

Pyramid R.E. sells $1 million 56,820 s/f industrial warehouse in Norwalk with Fischel Properties.

MJB Real Estate brokers $1 million sale of East Haven beach and tennis club for CMAC.

Compass Financial Group completes $5.7 million refinancing for 170,000 s/f Danbury industrial site.

New England Realty places $9.735 million for MGI Properties' 536,399 s/f in St. Louis with State Farm.

Nathan Berkowitz brokered the sale of a 57,000 s/f Southboro office building for $3.65 million.

Johnson & Barker of Codman Co. sell 156,806 s/f in Westwood for UBS Asset Mgmt. for $6.75 million.

Peter Elliot & Co. joins forces with Legacy Group of Harrison, N.Y.; offices in Mass., N.Y. and N.J.

Nordblom Co. sells five apartment properties in Boston, Quincy, New Bedford and Worcester for $9.8 million.

Fowler Goedecke Ellis & O'Connor secures $75 million for OTR's one million s/f Silver City Galleria, Taunton.

Westport Advisors closes $19 million sale of 284,000 s/f Bristol (Conn.) Plaza to Federal Realty Inv. Trust.

Todreas/Hanley leases 54,000 s/f at Springfield Town Ctr. (Mass.) to U.S. Factory Outlets.

Dwyer & Oberg of Spaulding & Slye sublease 97,500 s/f R&D with Codman Co. for Digital in Westford, Mass.

Sgroi of The Dartmouth Co. sells 125,000 s/f for Emerson College to Dartmouth DHC for $3.4 million.

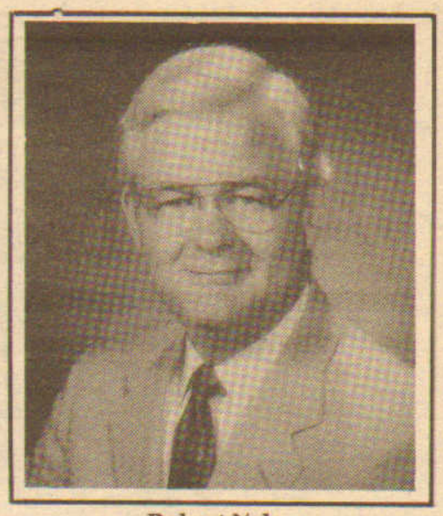
Wharff of Hunneman Comm'l. leases 25,505 s/f at Waverly Shopping Center to Tropical Foods.



William Kanteres
KANTERES REAL ESTATE



Bruce Percelay
MOUNT VERNON CO.



Robert Yale
COMVEST



Kevin Comer
VISION APPRAISAL TECH.



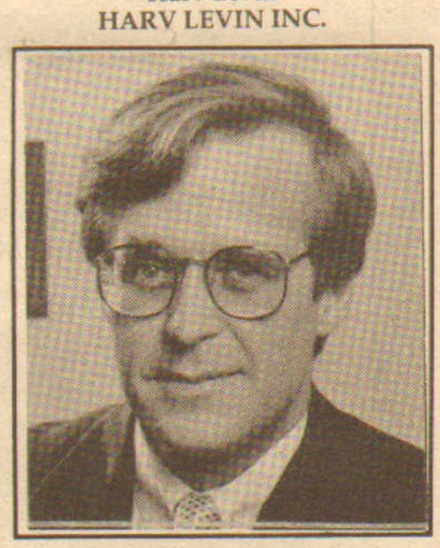
John Kline
HUNNEMAN
APPRAISAL & CONSULTING



John McWeeney
TEDESCHI REALTY



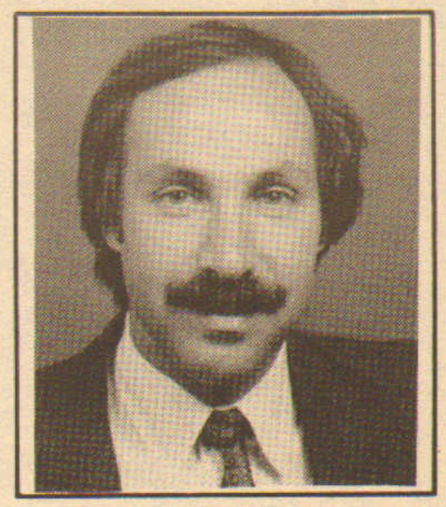
Harv Levin
HARV LEVIN INC.



William Raveis
WM. RAVEIS COMM'L. R.E.



Robert Lyman
RK LYMAN & ASSOC.



Mark Goldstone
SAUNDERS R.E. CORP

During the holiday season we take this opportunity to thank those of you who have made our success possible and we extend our best wishes for a happy and prosperous New Year.

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The Dolben Difference Means Performance.

BEST WISHES TO ALL FOR A HEALTHY AND PROSPEROUS NEW YEAR

AND
A *SPECIAL THANKS* TO THE FOLLOWING WHO HELPED MAKE 1995 A GREAT YEAR!

COMMERCIAL DEVELOPMENT

❄ *City of Quincy ~ Hancock Parking Lot, Designated Developer, Quincy, MA*

❄ *Orlando Executive Center ~ Development Expansion, Orlando, FL*

❄ *Kellaway Warehouse Services, Inc. ~ Warehouse Acquisition, Brockton, MA*

DEVELOPMENT CONSULTING

❄ *Shaw's Supermarkets, Inc. ~ New Food Store, North Quincy, MA*

❄ *The Kellaway Group ~ New Corporate Headquarters, Randolph, MA*

CONSTRUCTION MANAGEMENT

❄ *Kellaway Air Freight Services, Inc. ~ Air Freight Terminal, Revere, MA*

❄ *Bijoux ~ Retail Store, Newbury Street, Boston, MA*

❄ *Glidden Paint, Inc. ~ Distribution Center, Needham, MA*

PROPERTY MANAGEMENT

❄ *The New England ~ 62,000 sq. ft., Westford, MA; ~ 66,000 sq. ft., Billerica, MA*

❄ *Quince Associates ~ 170,000 sq. ft., Methuen, MA*

❄ *Sphos, Inc. ~ 62,000 sq. ft., Sharon, MA*

BROKERAGE

❄ *Cerjac/Hewlett Packard ~ 31,000 sq. ft., Westford, MA*

❄ *Augment Systems, Inc. ~ 28,000 sq. ft., Westford, MA*

❄ *W.K. Hillquist, Inc. ~ 21,600 sq. ft., Billerica, MA*

TENANT REPRESENTATION

❄ *Reebok International Ltd. ~ 380,000 sq. ft., Brockton, MA*

❄ *Daylor Consulting Group ~ 11,000 sq. ft., Braintree, MA*

❄ *R.D. Vanasse & Associates, Inc. ~ 8,000 sq. ft., Andover, MA*

❄ *Mass. Adoption Resource Exchange ~ 5,000 sq. ft., Boston, MA*

Dickinson
DEVELOPMENT

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(617) 770-1955

November

Parker Realty appoints Katz Companies to market five parcel 450,000 s/f Salisbury Business Park, Worcester.

Spaulding Investment names Spaulding & Slye to manage 1.25m s/f New England Executive Park.

LM/G&E and C&W cobroker 402,188 s/f warehouse lease for Northboro L.P. to Pierce Leahy Corp. in Northboro.

Norwood Group's Slattery & Norwood sell 406,775 s/f Hudson, N.H. mfg.-dist. site for Centronics Data for $3.2m.

R.M. Bradley to manage 16 acre Emmanuel College campus site in Boston, including energy conservation.

Nolletti of Witten Comm'l. sells Taft Apartments in New Haven, 188 units, 18,000 s/f retail, for $6 million.

Prospectus advises/represents N.E. School of Art & Design in sale and lease in Back Bay; over $3.1 million.

Goodchild of Whittier Ptrs. leases 120,000 s/f Danvers warehouse for Hasbro to Cyrk, Inc.

Perkins of Re/Max leases 105,000 s/f warehouse/dist. facility in Waterville, Me. for Wyandotte Mill.

Leff of Shawmut Bank moderates NACORE-Journal How to Finance Today's Deals seminar in Needham.

Beacon Properties redeveloping 336,000 former Bedford (Mass.) Research Park into Crosby Corporate Center.

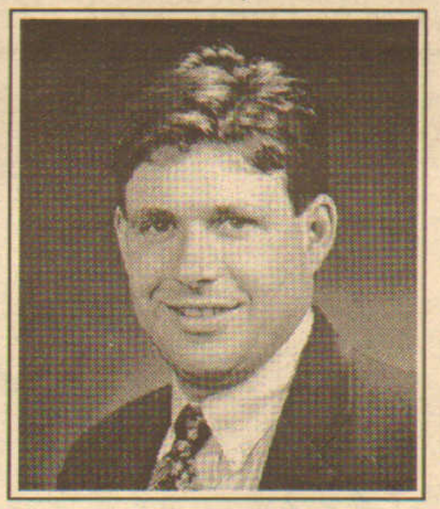
FH&O sells two Fenway area sites, 386,000 s/f, for $48.25 million; Fenmore Realty sells to HRPT.

Peter Elliot & Co. sells 170,000 s/f Northeast Trade Ctr., Woburn, to Balcor Mgmt. for $5.3 million.

Ryan Elliott of R.I. & Hayes & Sherry lease 200,000 s/f in West Warwick for Wasserman Assoc. to American Power.

Lynch Murphy Walsh brokers sale of 40,000 s/f offices in Framingham for Speen St. L.P. to American Cancer Society.

Herblum of Brendan Noonan sells 10,000 s/f for Central Green St. Props. to CIC for $690,000 in Cambridge.



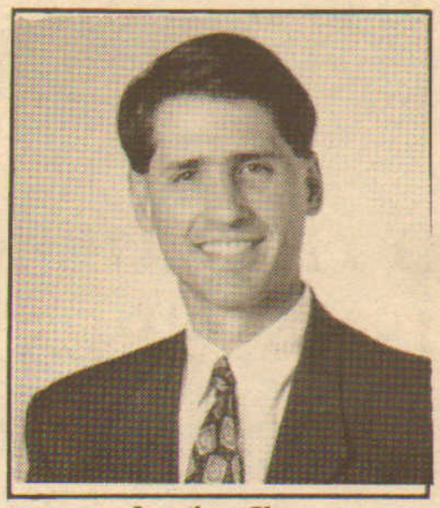
Eric O'Brien
PARSONS COMM'L. GROUP



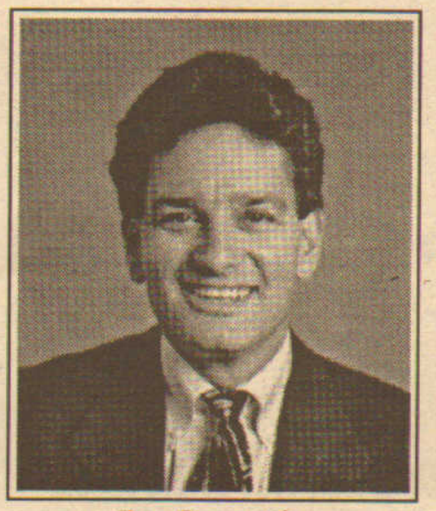
Brad Tighe
BRADFORD TIGHE REALTY



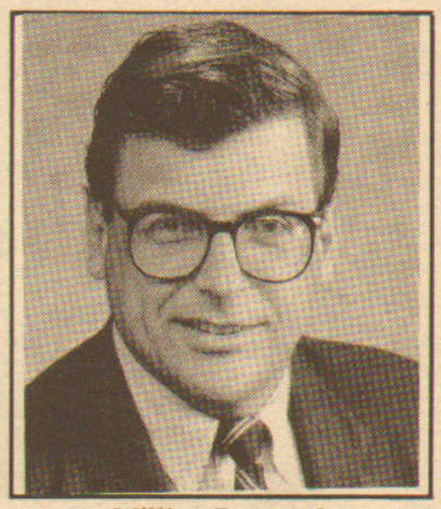
Kent Locke, Jr.
KEEWAYDIN PROPERTIES



Jonathan Close
NORDBLOM CO.



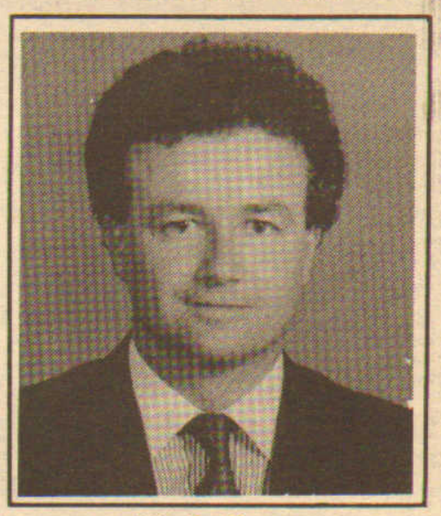
Dan Greenstein
BOULOS CO.



William Pastuszek
SHEPHARD VALUATION



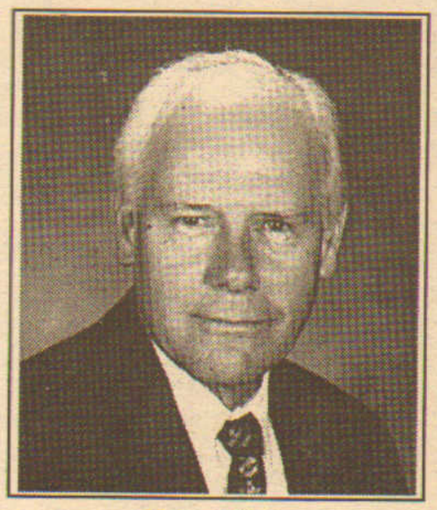
Charles Akerson
AKERSON & WILEY



Martin Kenny
LEXINGTON PARTNERS



John Avery
AVERY & ASSOC.



Harry Shea
SHEA COMMERCIAL

Best Wishes to All
For Peace and Joy
This Holiday Season
And Throughout the Year



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November

80 year old Katz Co.'s Murray & Hunneman's Spiegel sell 36,000 s/f ind./office site in Westboro to Tyree Org.

Walsh & Herlihy of LMW&P sell 271,380 s/f offices for Merrill Lynch Hubbard to Beacon Properties for $17.9m.

King of Galbreath sells 42,000 s/f Darien offices to Island Trading for $4.2 million; MONY's broker: G&E.

Spectrum Financial arranges $5.1 million for Grossman Cos.' 61,406 s/f Quincy Granite Place with Great Northern.

Dornan & Gubner of Pyramid sell 44,000 s/f Heritage Square in Fairfield, Conn. for Shawmut Bank; $2.56 million.

Suffolk Cost. completes $57 million Mass. Info. Tech. Ctr. in Chelsea; 425,000 s/f developed by Lincoln Property.

Ashworth places $3.3 million for 123 unit Forest St. Apts. in Cambridge managed by Lovejoy Mgmt. Corp.

O'Donnell R.E. Capital places $3.2 million for 143 units owned by John Coppola in Boston's Fenway area.

Nahigian of Auburndale Realty brokers 138,600 s/f North Adams center to family trust's Chase Manhattan for $11.68m.

Druker Co. signs lease with Loehmann's for 34,000 s/f at its Downtown Crossing (Washington St.), Boston building.

Danyla of Hunneman Retail sells 48,000 s/f in Saugus to Select Sites. $3.82m; Whittier agent for Norfolk Bldg.

Curtin & Co. leases 11,000 s/f to Mulberry Child Care Ctrs. after seeing ad in R.E. Journal's Billboard.

Tambone Const. builds $1.2 million 24,000 s/f Waltham Crossing for Growth Cos.; with D'Angelos, Pet Supply Plus.

Javit leases 10,000 s/f to Hometown Buffet at remodeled 140,000 s/f Prospect Plaza in West Hartford.

Dimeo-O-Connor joint venture for 420,000 s/f courthouse; $100m site designed by Kallman, McKinnel & Wood, Boston.

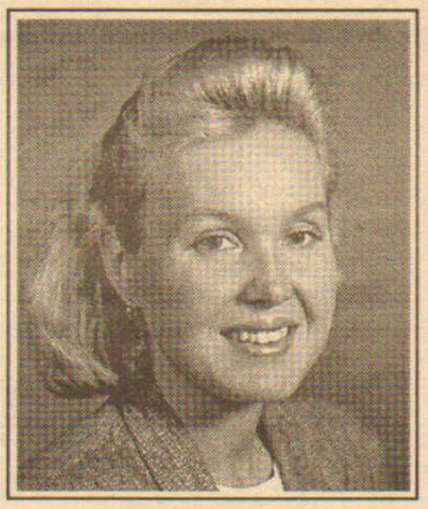
Gould & Daume of Spaulding & Slye, Richardson of McCall & Almy lease 42,500 s/f for MBL Life Assurance.



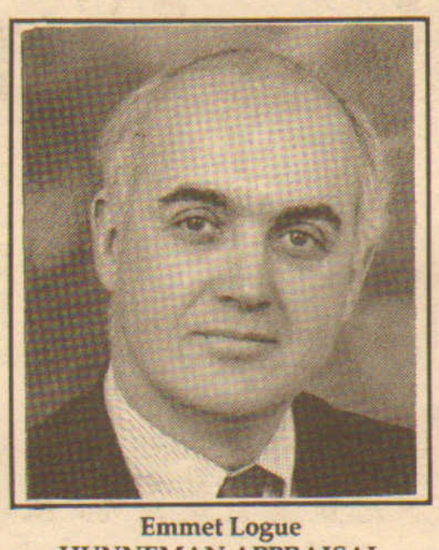
Robert Adnopoz
BEAZLEY CO.



Gerri Rachins-Malkin
GROSSMAN COMPANIES



Susan Gray
SUFFOLK CONSTRUCTION



Emmet Logue
HUNNEMAN APPRAISAL



Garry Holmes
R.W. HOLMES REALTY



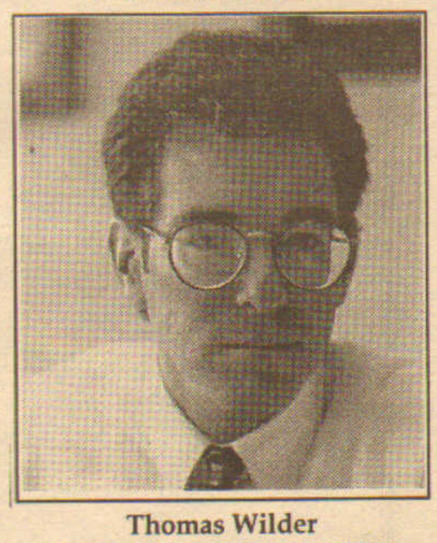
Francis Shifman
S-C MANAGEMENT



Andrew LeGrega
WILDER MANAGEMENT



Irma Shretter
S-C MANAGEMENT

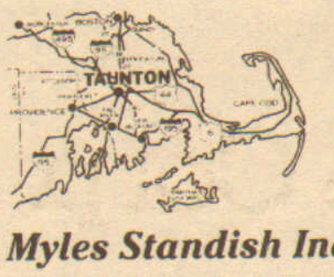


Thomas Wilder
WILDER MANAGEMENT



Nansie Bernard
McFARLAND ASSOC.

Taunton



Come Grow With Us!

Myles Standish Industrial Park (Phase II), Taunton, MA

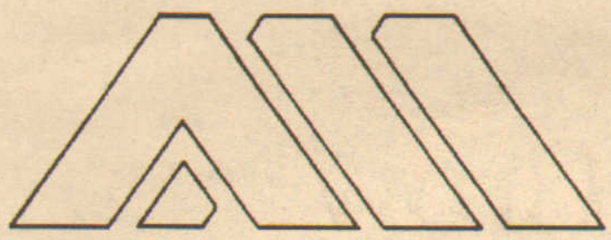
- Desirably located in the heart of Southeastern Massachusetts
- Diversified industrial community (42 facilities, 60 companies)
- Total additional land area: 217.9 acres
- Direct access to Interstate 495
- Direct access to Route 140
- Owned and managed by non-profit corporation
- Revenue bond financing
- Co-operative municipal government
- Modern, comprehensive high school
- Modern regional technical school
- Dependable work force
- Favorable suburban living

For information on the Myles Standish Industrial Park, other industrial districts, or community data, contact Richard L. Shafer.

Mayor's Office of Economic Development
Taunton Industrial Development Commission
Taunton Development Corporation

12 Taunton Green, Taunton, MA 02780
Ph. (508) 821-1168 or (508) 824-5857 • Fax: (508) 824-3227

Creative Financing for the Commercial Real Estate Community



Ashworth Mortgage Corp.

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Newton, Massachusetts 02159
(617) 965-0088

December

Hassett of Nelson Cos. leases 75,000 s/f Prospect Place offices with McCall & Almy and Meredith & Grew, Waltham.

Lavalee/Brensinger and Harvey Const. start $4.6 million Farmington, N.H. high school containing 63,000 s/f.

Cummings Properties starts $5 million 70,000 s/f seven story spec offices and two renovations totaling 1.3m s/f.

Insight Partners signs Eastman Kodak for 85,000 s/f at its CrossPoint offices with Whittier Partners, Lowell.

O'Hara of CB Comm'l. brokers $3.375 million sale of 129,000 s/f Orange, Conn. ind. bldg. with Gretsch R.E.

Charette of Lexington Ptrs. brokers $2.8 million 108,000 s/f sale to WEI Enterprises in North Haven, Conn.

Shea, Monks and LM/G&E cobroker 30,000 s/f Salem, N.H. leases at Professional Park to AliCare Company.

Granite Comm'l. appointed agent by Catholic Diocese for 35,000 s/f former Nashua junior high school.

Jones Lang Wootton named by IBM Retirement Fund to manage 38 story 1.1m s/f One Federal St. (Shawmut) building.

FH&O sells two office sites, 25,092 s/f, for J.E. Robert & Hamilton for $1.139 million with Leggat Co. in Boston.

Konover Const. starts Warwick's 123,737 s/f Wal-Mart; to include vision center and McDonald's restaurant inside.

George Cioe sells 73 Narragansett acres for Purdue Research Foundation to local investor for $350,000.

McCaffrey & Pergola of Meredith & Grew sell 127,500 s/f for Prudential Ins. at Andover Technology Center for $7.5m.

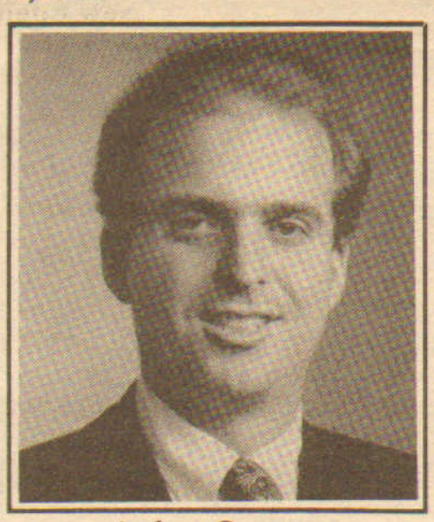
D.&J. Cregan of Paramount Properties broker 9 leases, 44,000 s/f, one sale (300,00) with Ryan Elliott, others.

Hunneman Comm'l., Hart & Kelleher & Sadowsky sell 150,000 s/f Webster ind. site for B-W Footwear for $3.575 million.

Nordblom Co. sells 23 units for KCM Trust to BBRF Ltd. in Quincy for $1.092 million in cash.



Chris Finlay
FINLAY REAL ESTATE



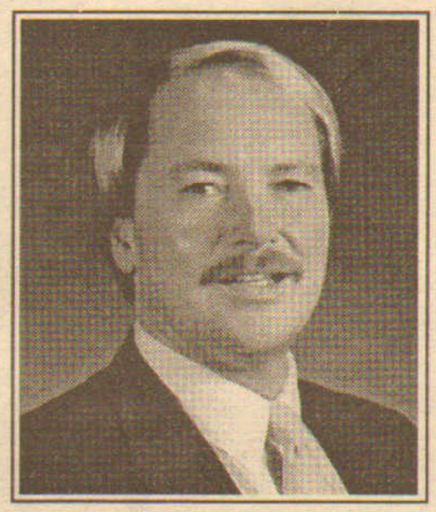
Andrew Gosman
CONTINUUM CARE CORP.



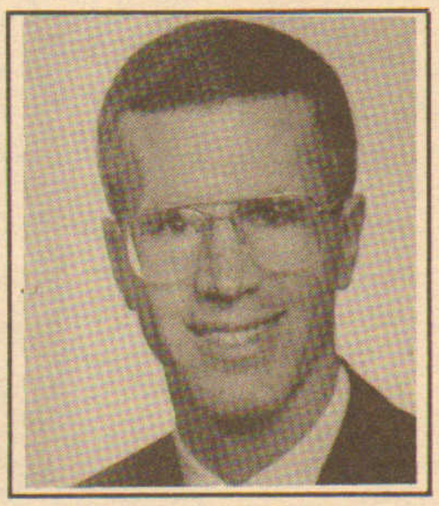
Ron Macklin
GALBREATH CO.



Thomas Dunham
THE DUNHAM GROUP



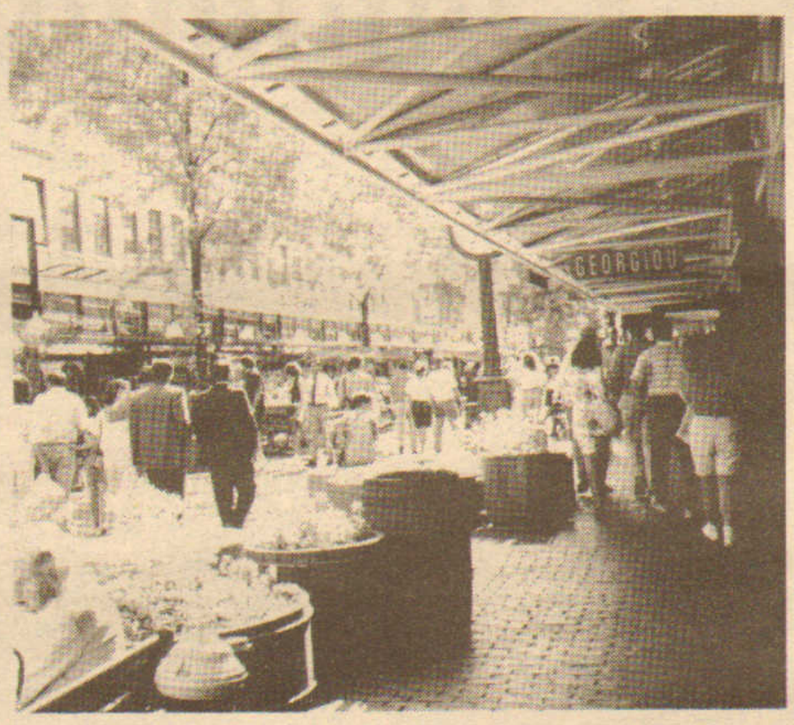
Stephen Bisson
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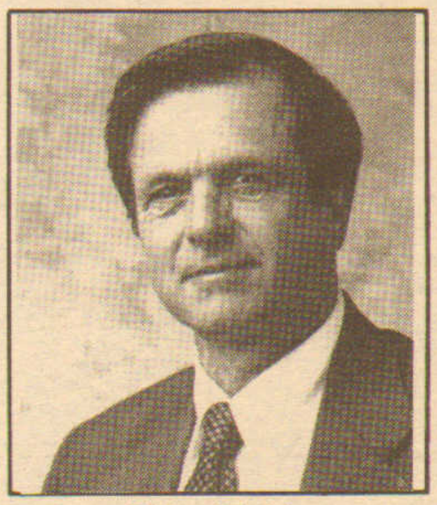
Frank Stewart
NORTHLAND RESIDENTIAL



Fred Baldwin
BALDWIN INVESTMENT



Stephen Gerome
GEROME & DIAMOND



Richard Perkins
LANDVEST OF BOSTON

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December

Donald Saunders & Starwood Lodging to acquire bulk of Saunders' family Boston properties for reported $135m.

Meredith & Grew arranges $30m with Aegon Realty for Intell Mgmt.'s Worcester, N.H., and Kansas properties.

Boston Mortgage Co. places $6.4 million loan for Bob's Store's 40,000 s/f Rte. 1, Saugus location.

Sentivany & J.M. Feeney arrange $6.425 million for Shaw's Plaza, 155,491 s/f, in Plaistow, N.H.

Spectrum Financial arranges $4.1 million sale-leaseback for 57,000 s/f Duracraft HQ site in Southborough, Mass.

Rockport Mortgage handles $3m loan with Nationsbank through Berkshire Mortgage for 130 Florida apts.

Fish of Ashworth Mortgage places $2.6 million for Spencer (Mass.) center with Rocque of First Whitney (originator).

New England Realty places $5.2 million mortgage on 42,733 s/f offices for New England Baptist Hospital.

Cronin of Northland Advisors sells 40 Bellingham (Mass.) acres to WS Dev. for Bank of Boston for SC; $2.5 million.

Meredith & Grew brokers 97,741 s/f Andover site to MGI Properties for Prudential Insurance for $7.65 million.

Wilder Cos. wins management contract for 1m s/f Northbrook Court regional mall from Westcoast Estates in Illinois.

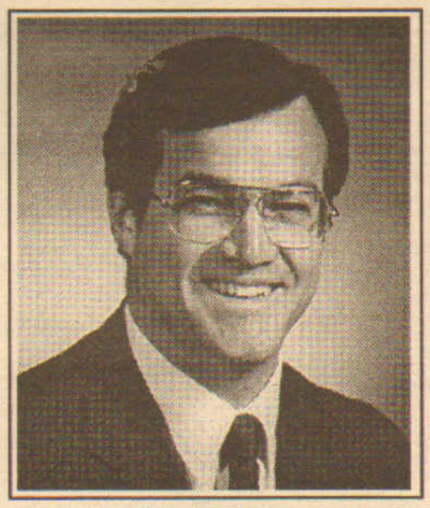
RM Bradley and FH&O leases 26,480 s/f at One Arsenal Mall for New England Development to Papyrus Design.

CompUSA opens 30,000 s/f at Flatley's Royal Ridge Center in Nashua, completing lease-up of 210,000 s/f plaza.

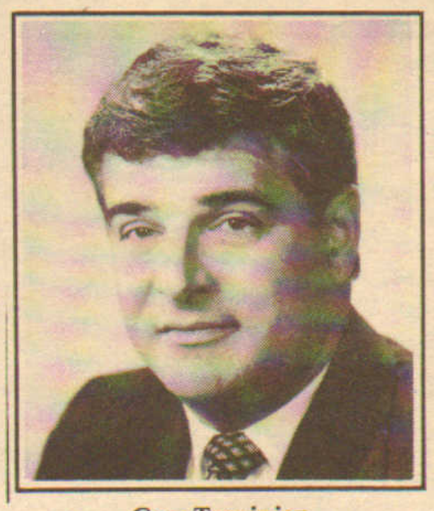
Fowler Goedecke Ellis & O'Connor arrange $130m for FleetCenter with N.Y. Life to New Boston Garden Corp.

Stubblebine brokers $4.5 million 458,850 s/f former Ames' Clinton distribution/manufacturing property.

First Colony Capital closes $1.76 million HUD loan for Colaris' 40 unit Boston apartment property.



David Almy
McCALL & ALMY



Cary Tarpinian
KURT SARACEN REAL ESTATE



Ron Boufford
GLOBAL REALTY



Charles Devine
DEVINE REAL ESTATE



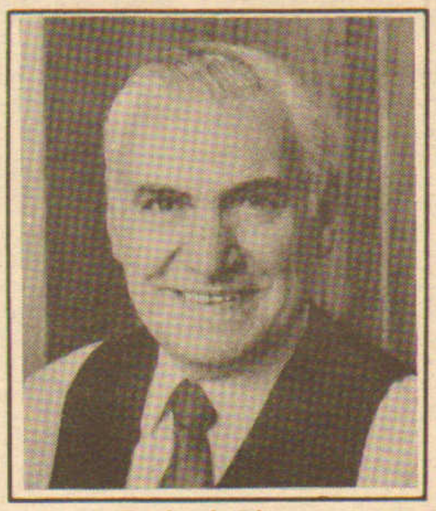
Jerry Rappaport Jr.
NEW BOSTON REAL ESTATE
INVESTMENT FUND L.P.



Max Javitt
MAX JAVITT R.E. DEV.



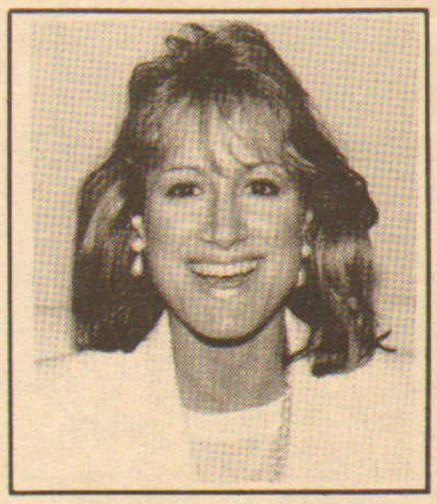
Kip Thompson
THE NELSON COMPANIES



Benjamin Lipson
LIPSON INSURANCE



Donato Maisano
MAISANO ASSOC.



Pamela Saunders
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Filene's, Lechmere, Sears

Cape Cod Mall
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Filene's, Jordan Marsh, Sears, Marshalls

Crystal Mall
New London, CT
Filene's, JC Penney
Jordan Marsh, Sears

Emerald Square*
North Attleboro, MA
Filene's, JC Penney, Lechmere, Sears

Greendale Mall
Worcester, MA
Lechmere, Marshalls

Liberty Tree Mall
Danvers, MA
Ann & Hope, Lechmere, Marshalls
The Sports Authority

Apple Blossom Mall
Winchester, VA
JC Penney, Leggett, Sears,

The Mall of New Hampshire
Manchester, NH
Filene's, Lechmere, Sears,
Additional Department Store
Expansion 1996

Meadow Glen Mall*
Medford, MA
Bradlees, Marshalls

Northshore Mall
Peabody, MA
Filene's, Jordan Marsh,
Sears, JC Penney
and Lord & Taylor

Pheasant Lane Mall*
Nashua, NH
Filene's, JC Penney,
Jordan Marsh,
Lechmere, Sears

The Mall • Rockingham Park
Salem, NH
Filene's, JC Penney, Sears,
Jordan Marsh

Square One Mall
Saugus, MA
Sears, Filene's, Lechmere
Service Merchandise

Worcester Common Fashion Outlets*
Worcester, MA
Barneys, Donna Karan, Jones New York,
Mikasa, Polo, Saks Clearinghouse

Solomon Pond Mall*
Marlborough/Berlin, MA
Filene's, JC Penney, Jordan Marsh, Sears
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WORCESTER COMMON FASHION OUTLETS

Apple Blossom Mall

Solomon Pond Mall

LIBERTY TREE MALL

CCM CAPE COD MALL

SQUARE ONE MALL

ARSENAL MALL

THE MALL ROCKINGHAM PARK

EMERALD SQUARE

SHOPS AT THE ATRIUM



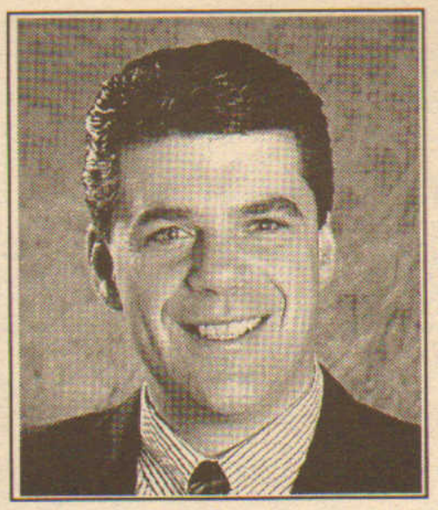
Leonard Rudolfsky
BEAVER BUILDERS



Z. Wasserman
THE WASSERMAN GROUP



David Cary
LM&W APPRAISAL



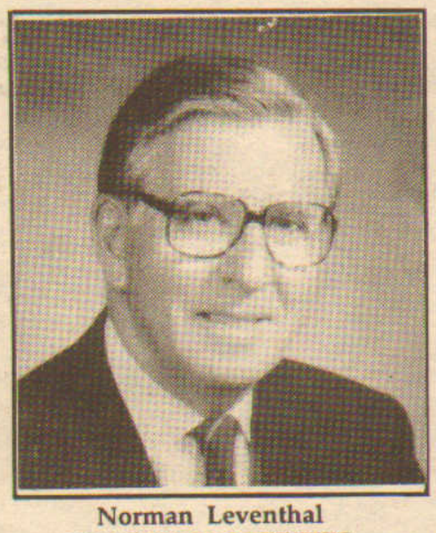
Don Hause
LEGGAT MCCALL/
GRUBB & ELLIS



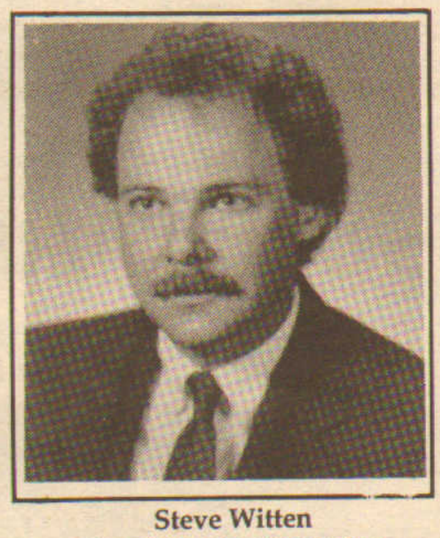
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GOSLINE & COMPANY



Ridwan Poole
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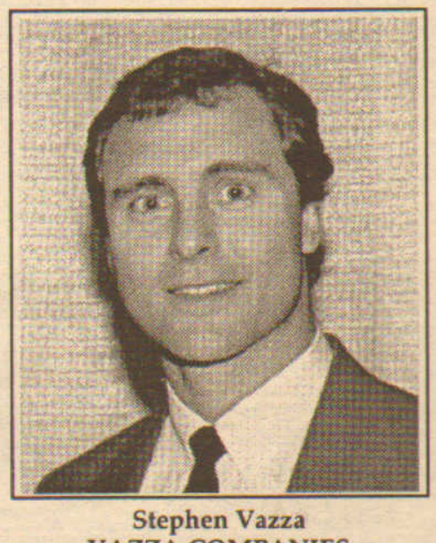
Norman Leventhal
BEACON PROPERTIES



Steve Witten
WITTEN COMMERCIAL



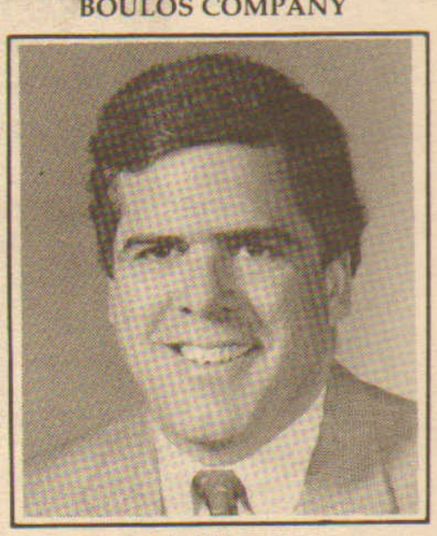
Dom Saraceno
KURT SARACEN R.E.



Stephen Vazza
VAZZA COMPANIES



Greg Boulos
BOULOS COMPANY



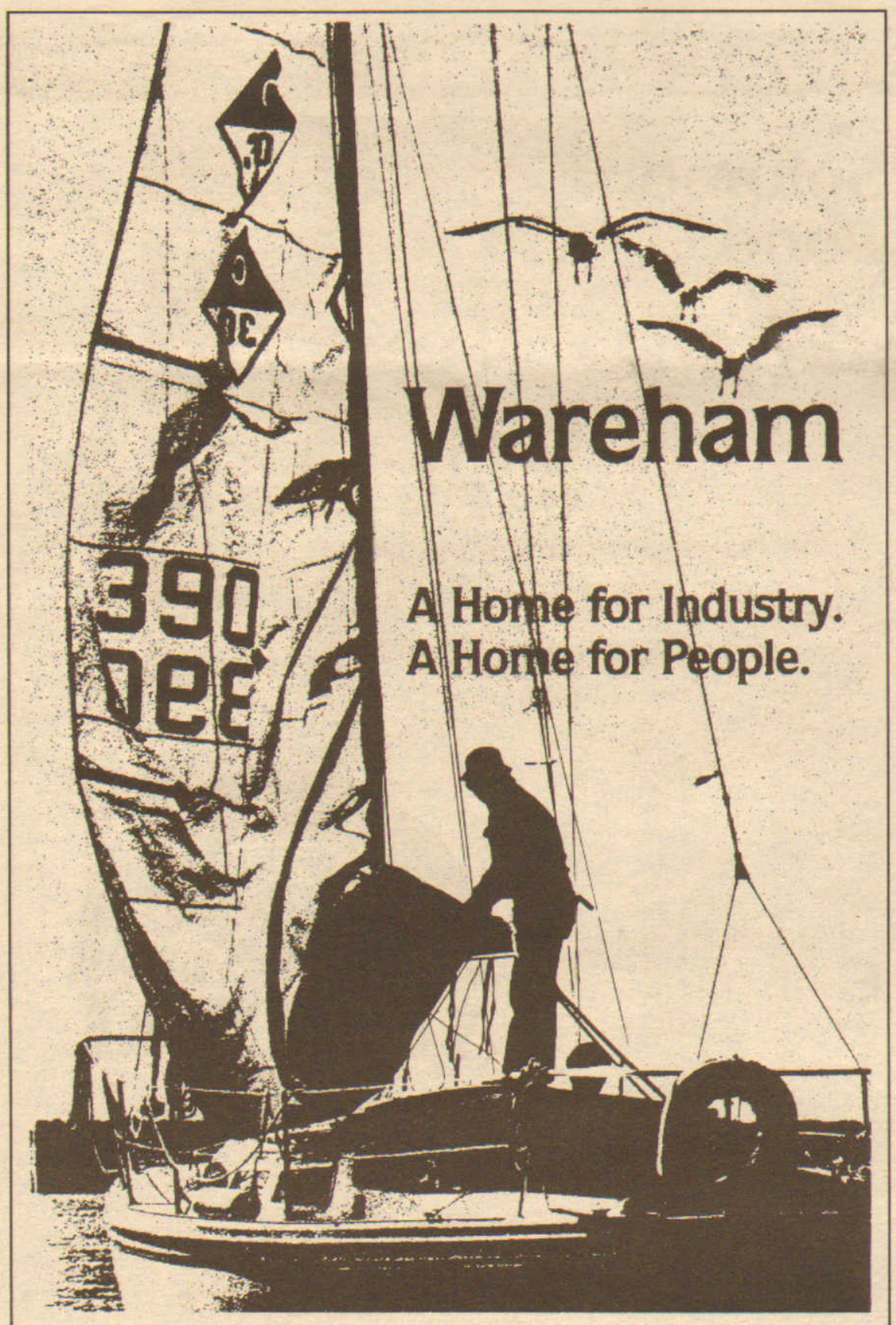
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Michael Sherman
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SECURITY:	Security services available

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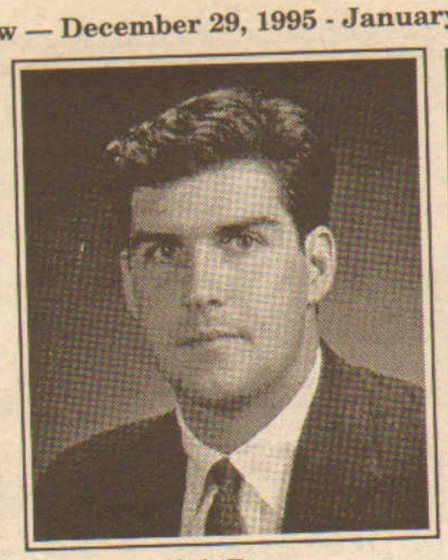
BELOW MARKET RENTS



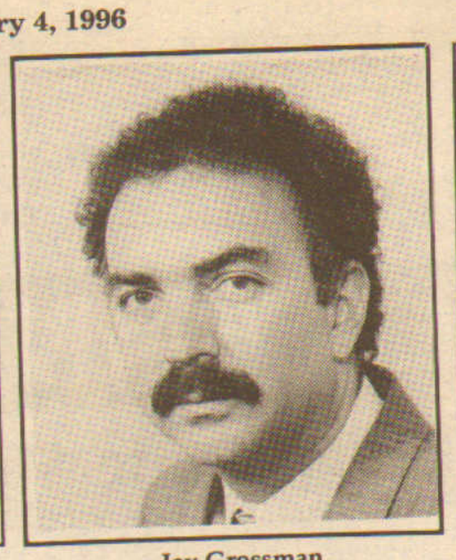
Don Clarke
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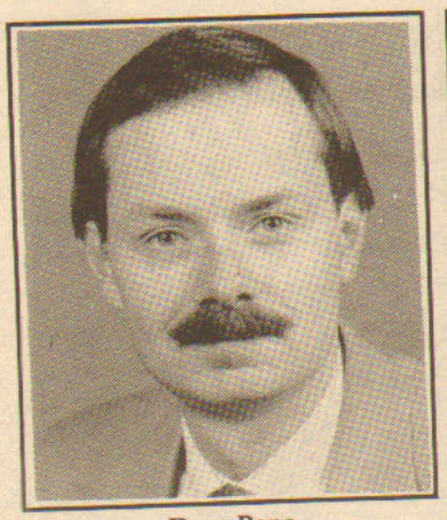
Chris Devaux
PARSONS COMM'L. GROUP



Jay Grossman
THE CODMAN COMPANY



Constantine Yankopoulos
WAREHAM EDIC



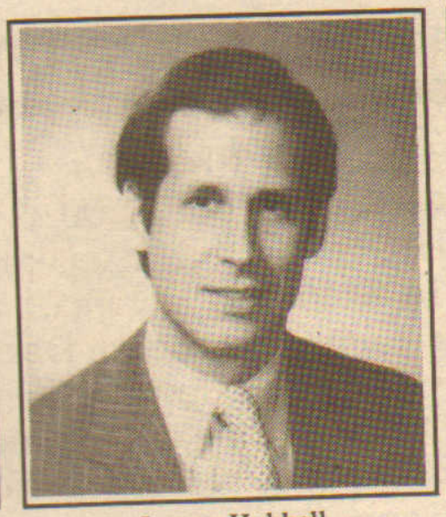
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Jeremy Hubball
NORTHLAND INESTMENT



Lois Boemer
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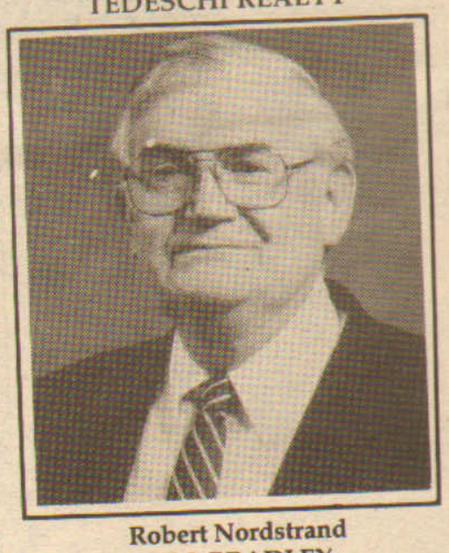
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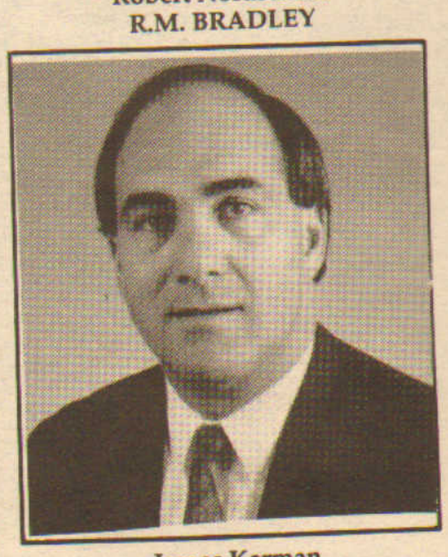
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Timothy Tedeschi
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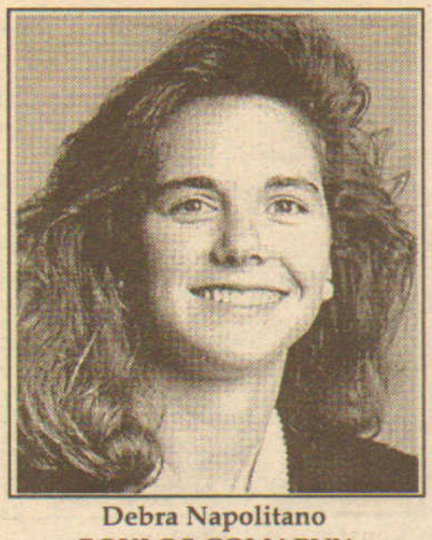
Robert Nordstrand
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James Karman
SPAULDING & SLYE



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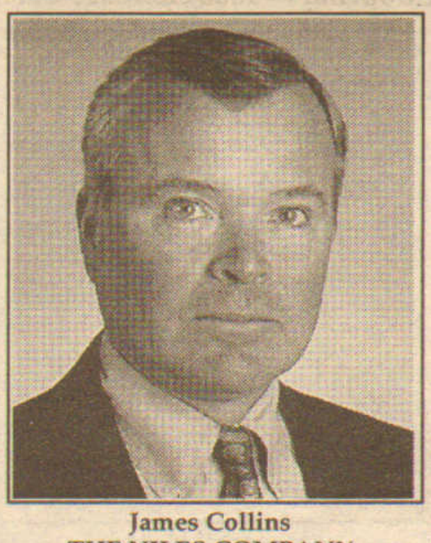
Debra Napolitano
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Robert Herron
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David Begelfer
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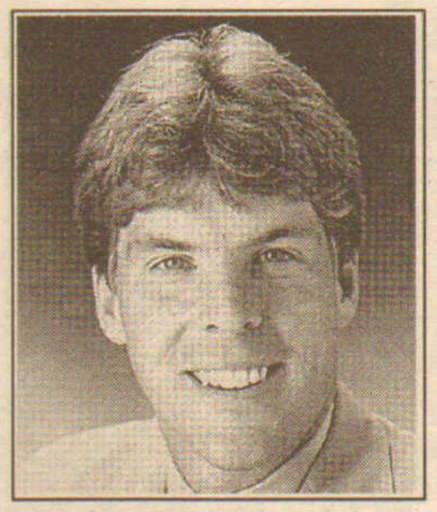
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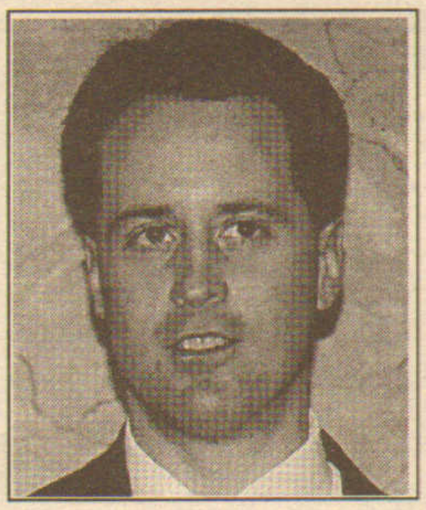
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HL TURNER GROUP



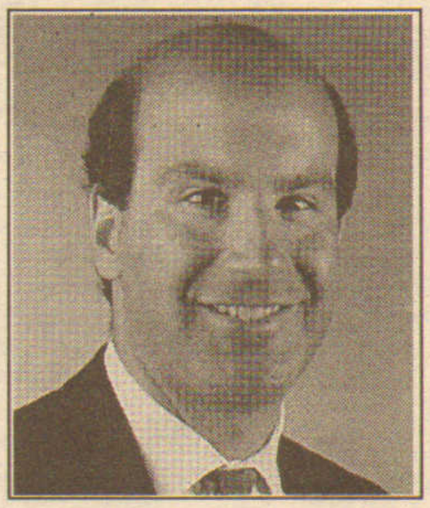
Peter Rioux
MB MANAGEMENT



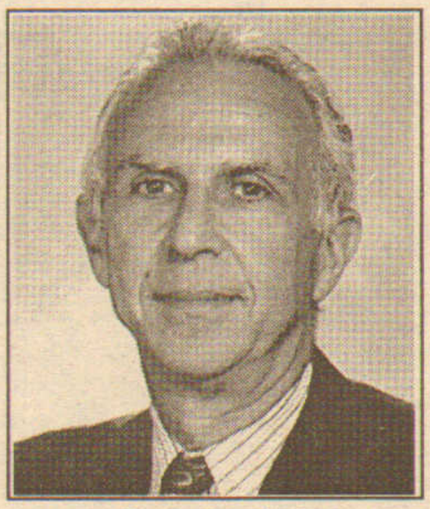
Daniel Cregan
PARAMOUNT PROPERIES GROUP



Andrew Murray
THE KATZ COMPANIES



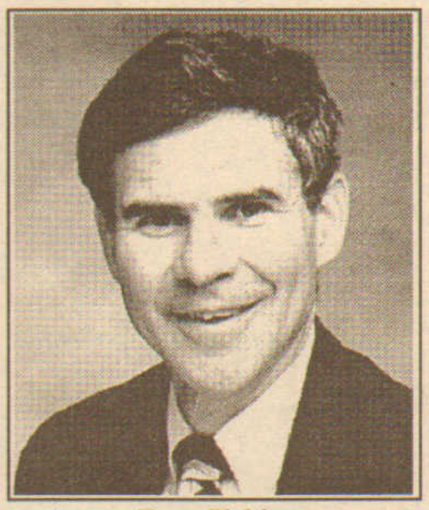
Peter Joseph
CUSHMAN & WAKEFIELD OF MASS.



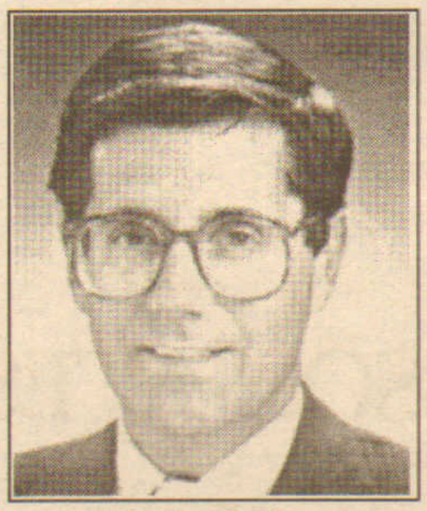
Bruce Swerling
SWERLING MILTON WINNINCK



Sy Wrenn
WRENN CONSTRUCTION



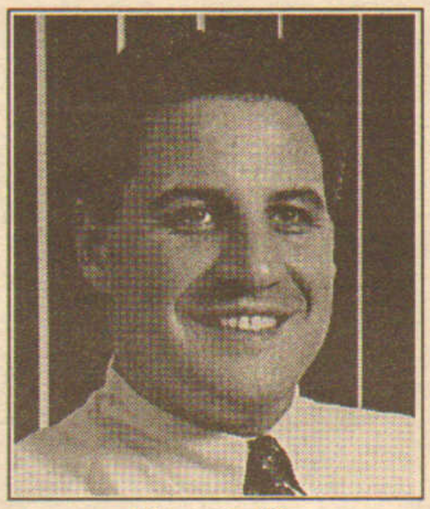
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Stephen Dooley
MULLEN & CO.



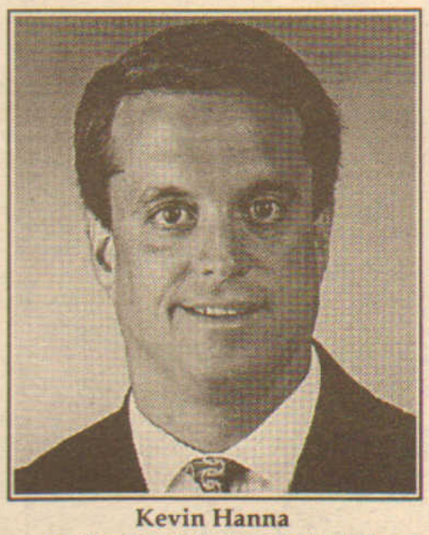
John Mueller
PROSPECTUS



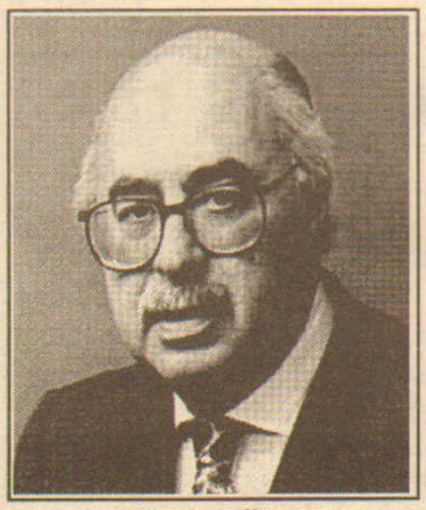
Wayne Griffin
WAYNE J. GRIFFIN ELECTRIC



Daniel Flynn
DANIEL J. FLYNN & CO.



Kevin Hanna
CUSHMAN & WAKEFIELD OF MASS.



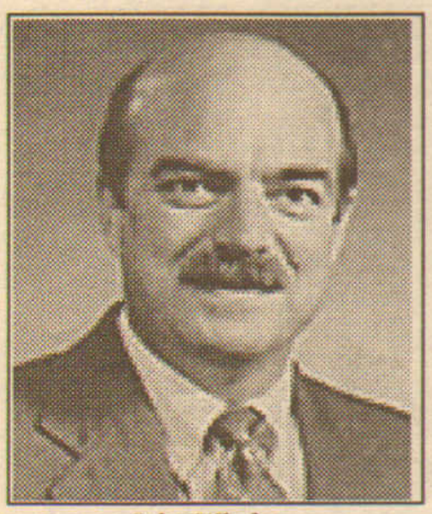
Marvin Milton
SWERLING MILTON WINNICK



Craig Young
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Theodore Caswell
CASWELL CORPORATE INTERIORS



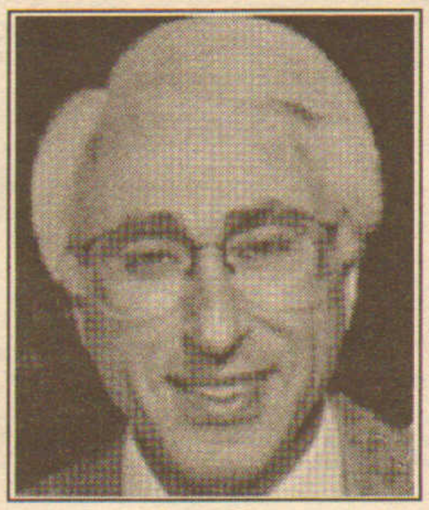
John Whalen
TEDESCHI REALTY



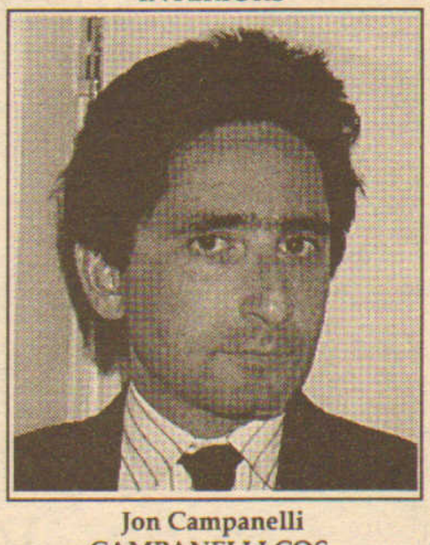
Thomas Prendergast
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Stephen Rioff
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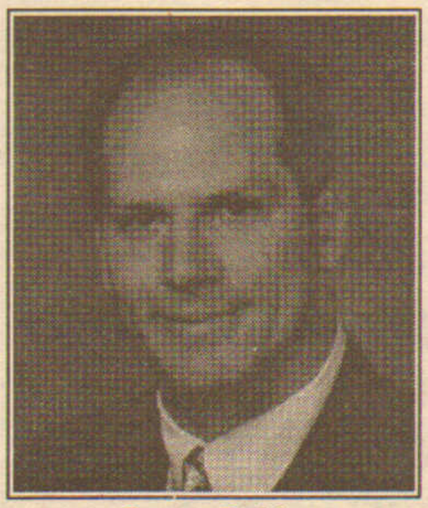
Myron Katz
THE KATZ COMPANIES



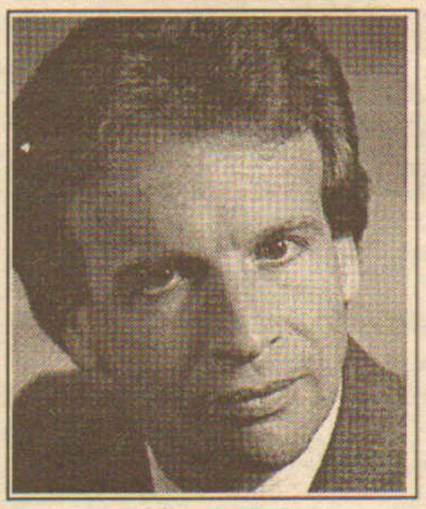
Jon Campanelli
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David Locke
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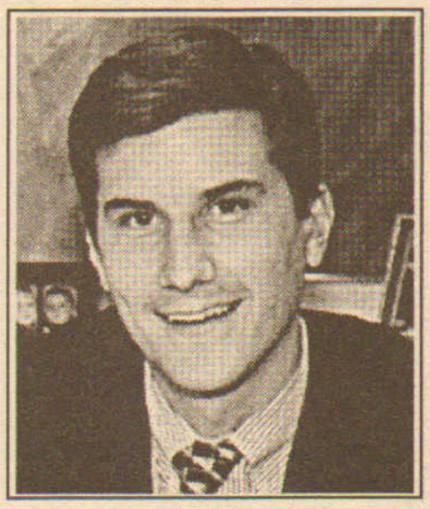
Gregory Perkins
RE/MAX REALTY PROS.



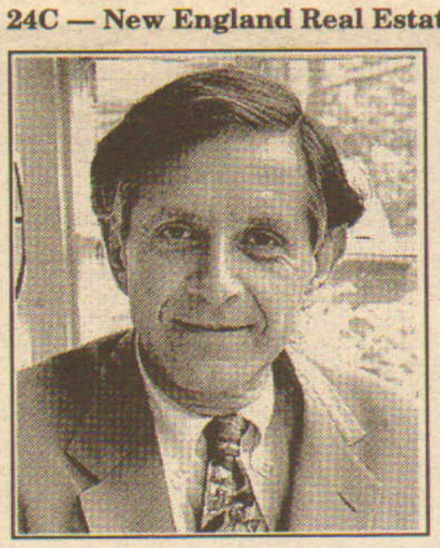
Thomas Fini
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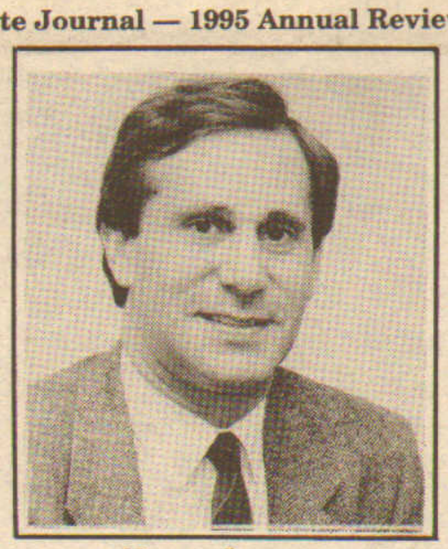
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KING DAVIS AGENCY



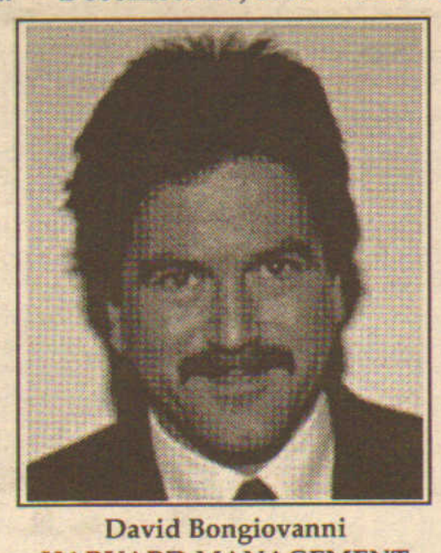
John Calnan
CROWN CONSTRUCTION



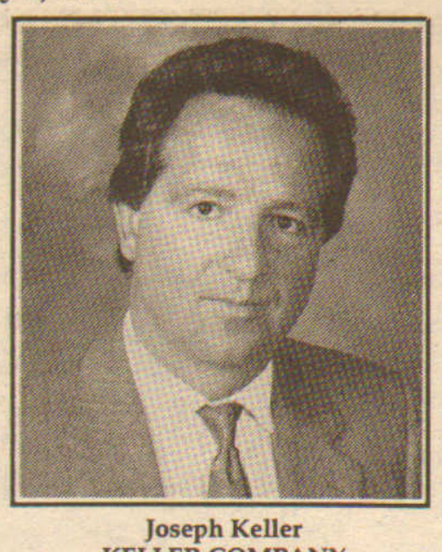
Richard Bertman
CBT/ARCHITECTS



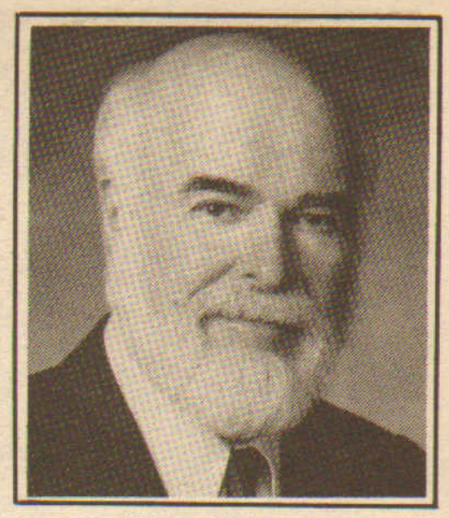
Norman Levenson
THE COPLEY GROUP



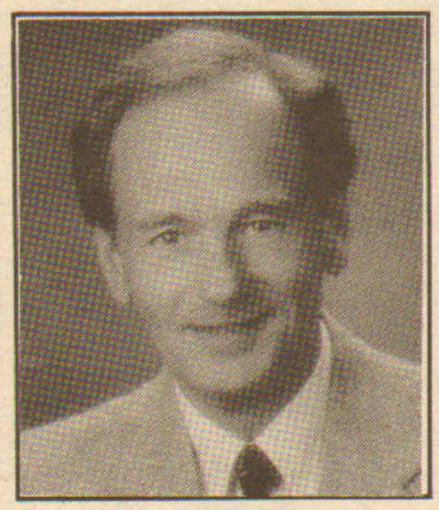
David Bongiovanni
HARVARD MANAGEMENT



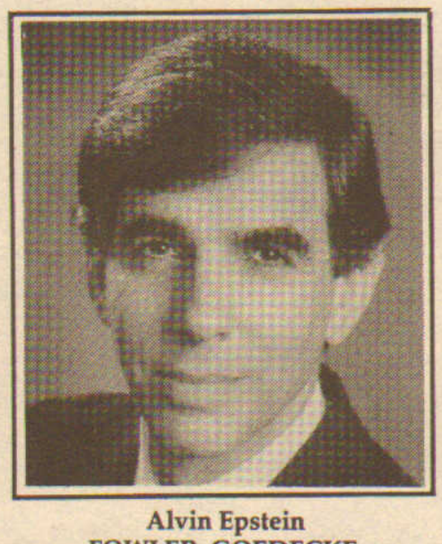
Joseph Keller
KELLER COMPANY



Richard Simmons
SIMMONS ASSOC. LTD.



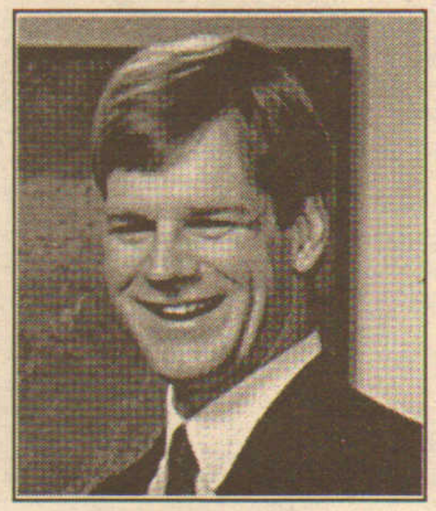
John Bonadio
DAWSON COMMERCIAL



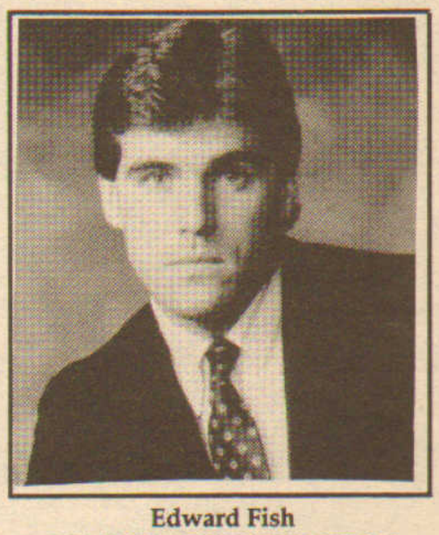
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FOWLER, GOEDECKE,
ELLIS & O'CONNOR



Joseph Fallon
FALLON, HINES & O'CONNOR



David Stubblebine
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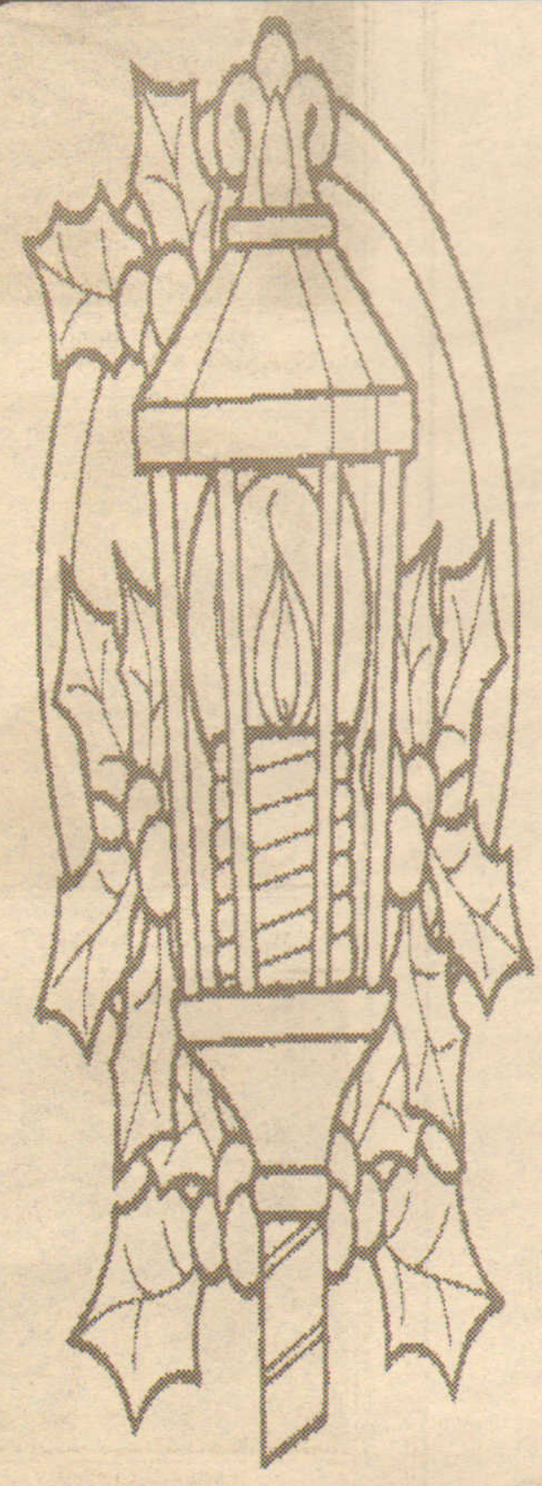
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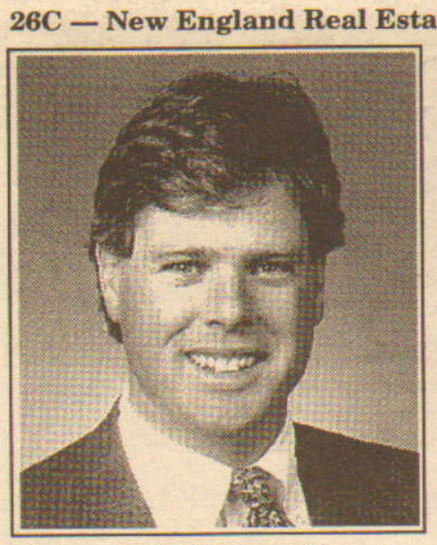
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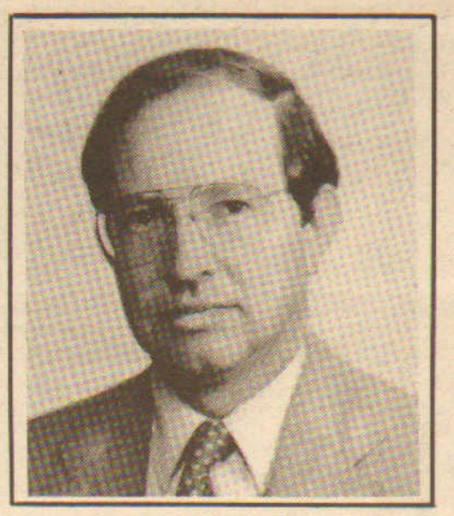


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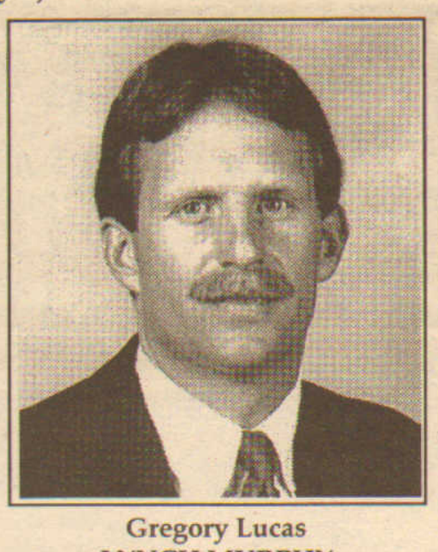
Robert Fitzgerald
LEGGAT MCCALL/
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Lewis Heafitz
HEAFITZ & COMPANY



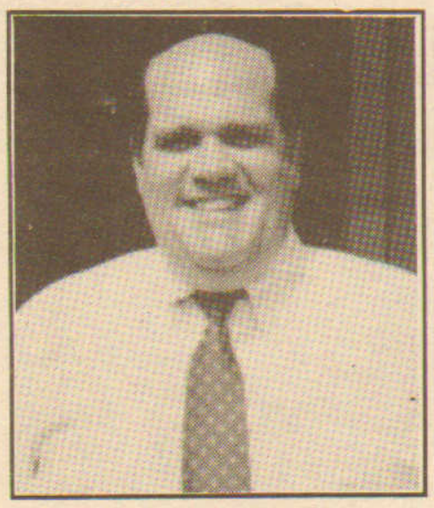
Andrew Ala
DEAD RIVER PROPERTIES



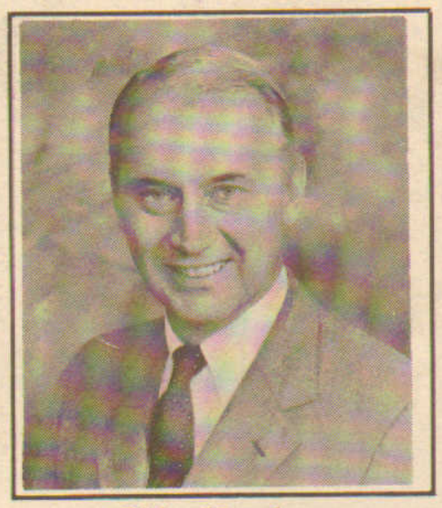
Gregory Lucas
LYNCH MURPHY
WALSH & PARTNERS



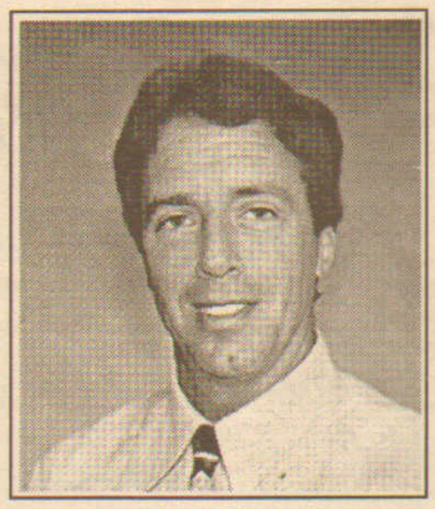
Sheldon Rodman
RODMAN REAL ESTATE, INC.



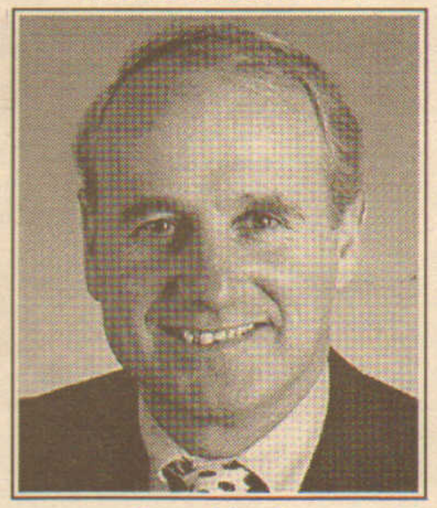
Sherb Rockwell
SHERBURNE ROCKWELL III



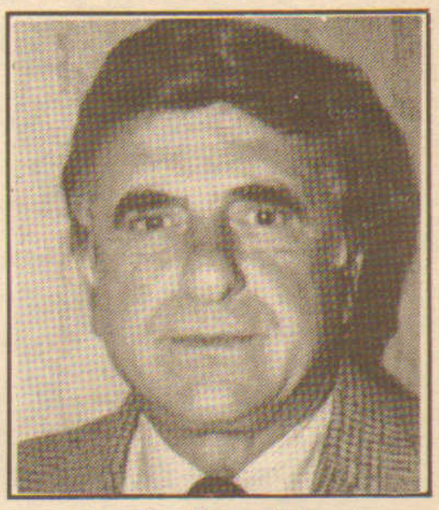
Richard Lundgren
HUNNEMAN COMMERCIAL



Barry Winer
LEATHERBEE MORTGAGE



James Murphy
NE REALTY RESOURCES



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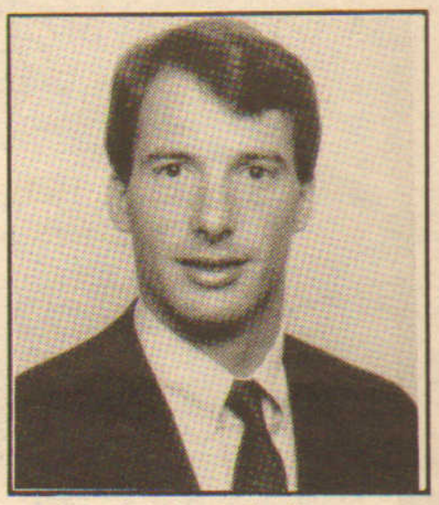
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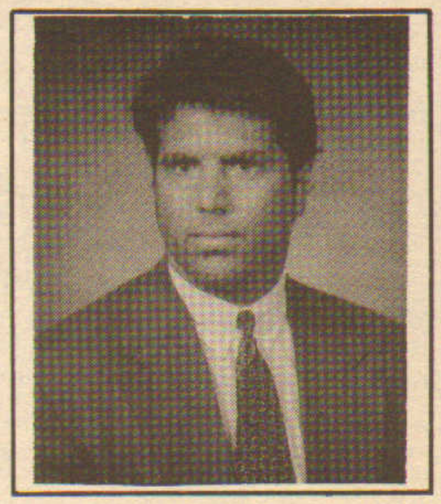
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May Peace, Joy and Goodwill
be with you this season and
throughout the coming year

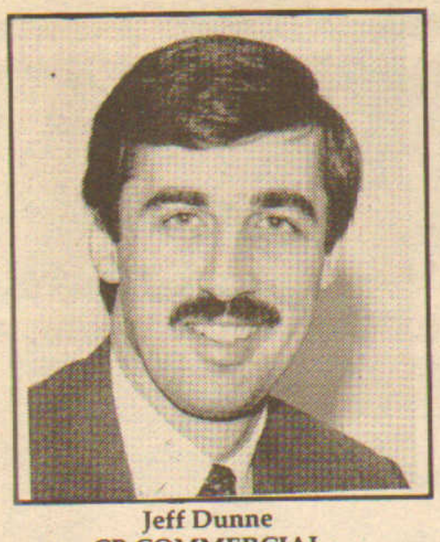
" Sweeten the deal. It's a piece of cake"

Oscar Wasserman, President

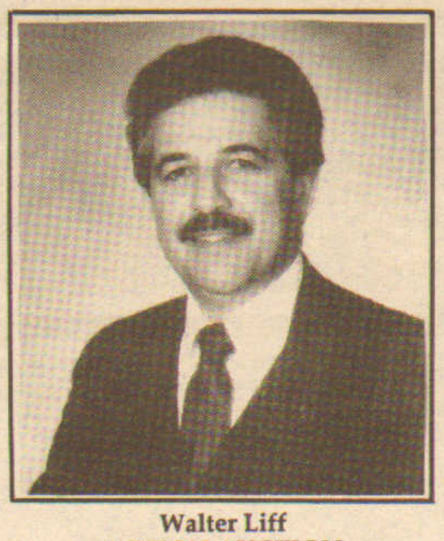
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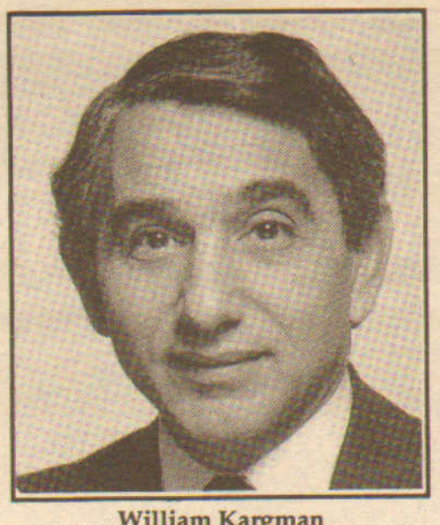
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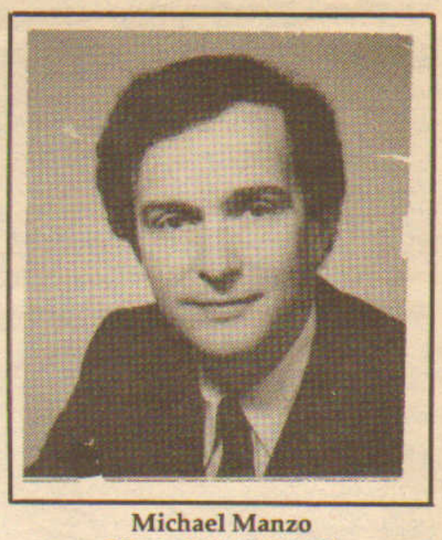
Walter Liff
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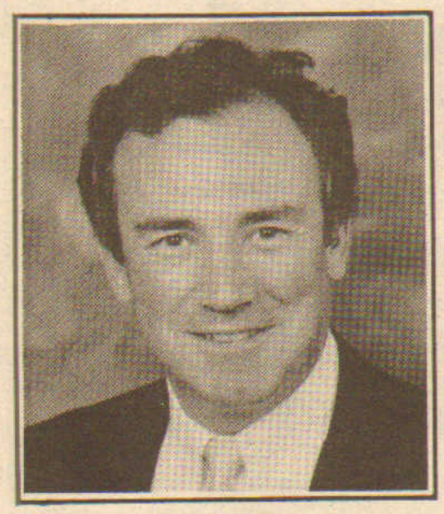
William Kargman
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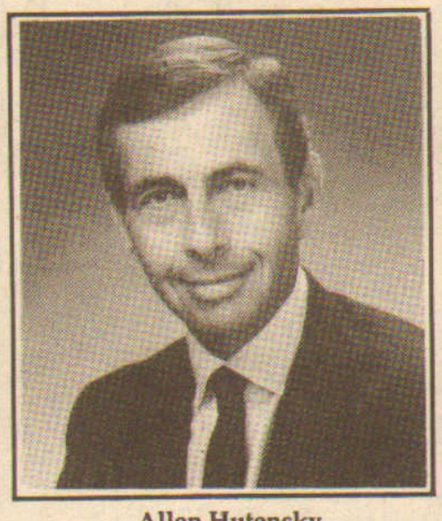
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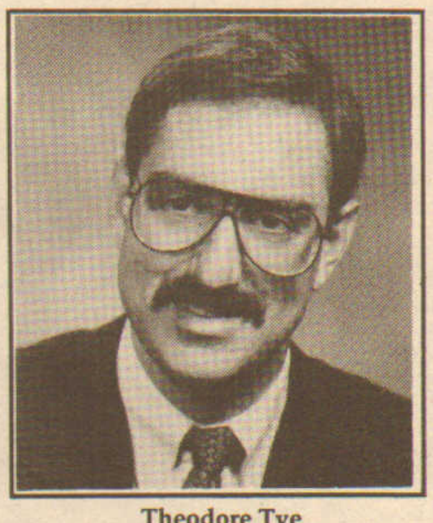
William Kiley
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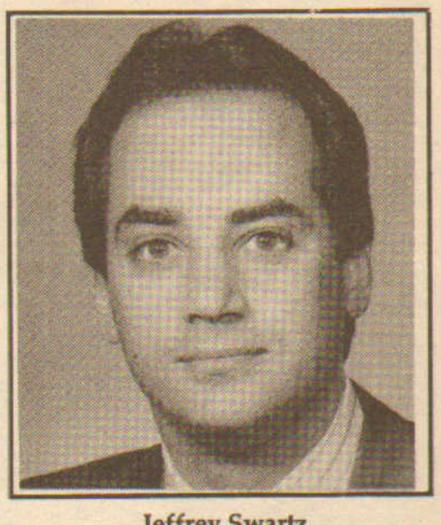
Allen Hutensky
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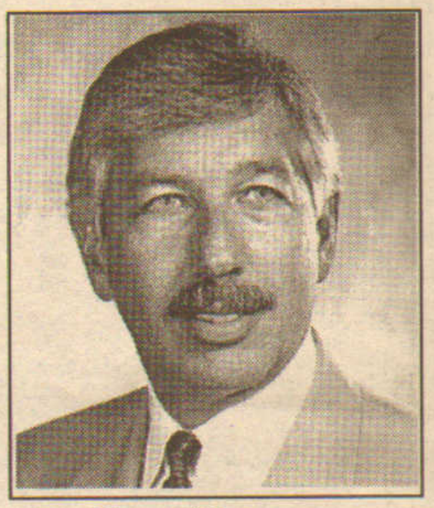
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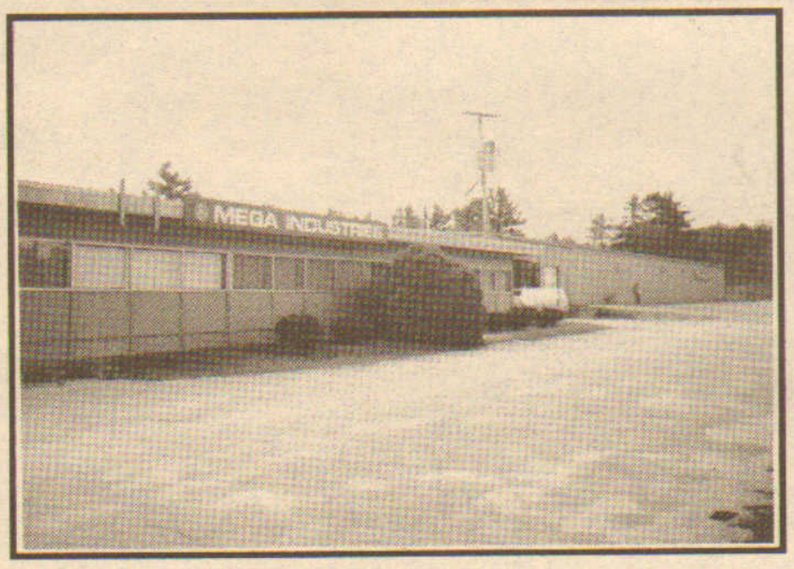
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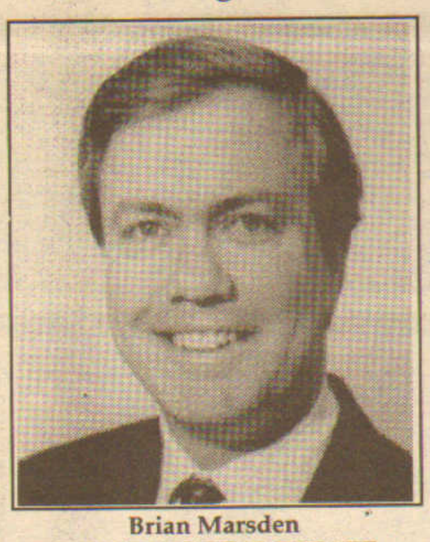
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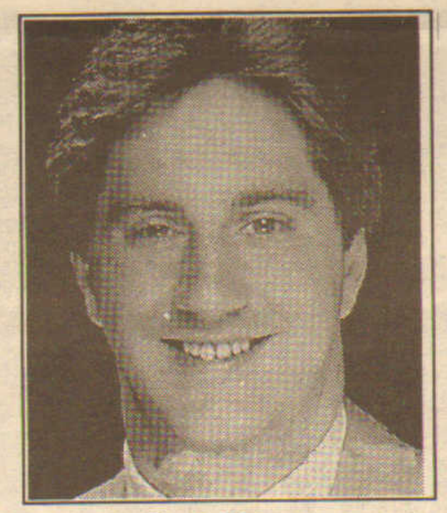
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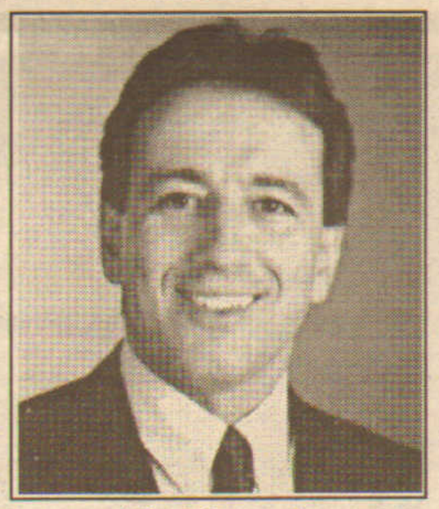
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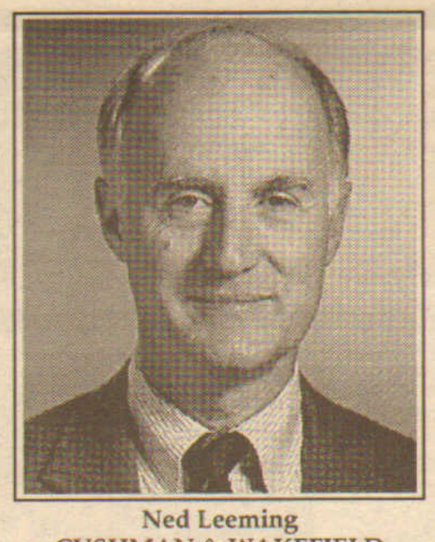
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Frank Nelson
CUSHMAN & WAKEFIELD OF MASS.



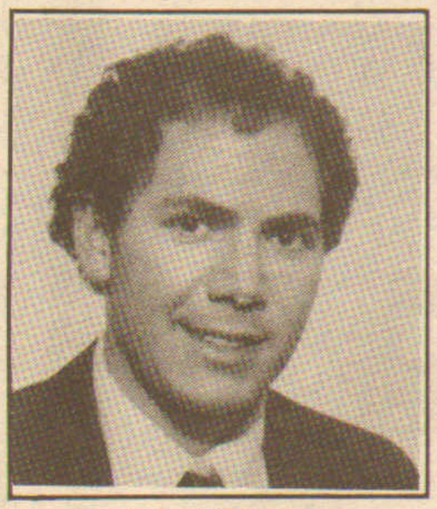
Alfred Spagnolo
SPAGNOLO GISNESS & ASSOCIATES



Ned Leeming
CUSHMAN & WAKEFIELD OF MASS.



Peter Brown
PETER ELLIOT & CO.



Robert Shlager
BULFINCH COMPANIES



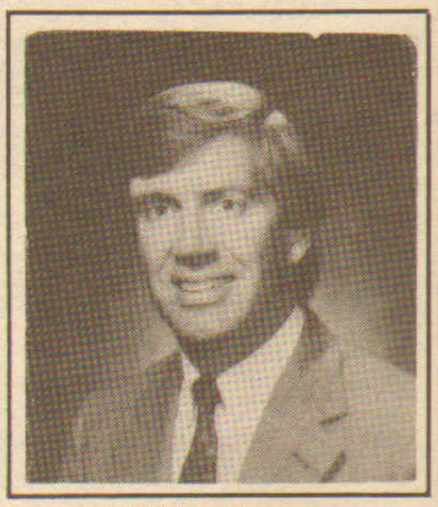
Steve Fischman
N.E. DEVELOPMENT & MANAGEMENT CO.



Stephen Lycnh
LYNCH MURPHY WALSH & PARTNERS



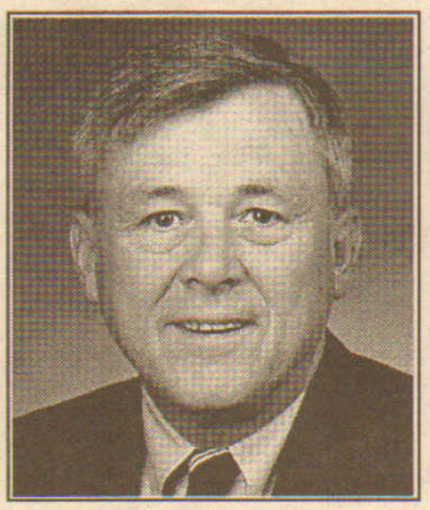
Martin Berman
BERMAN & SON CO.



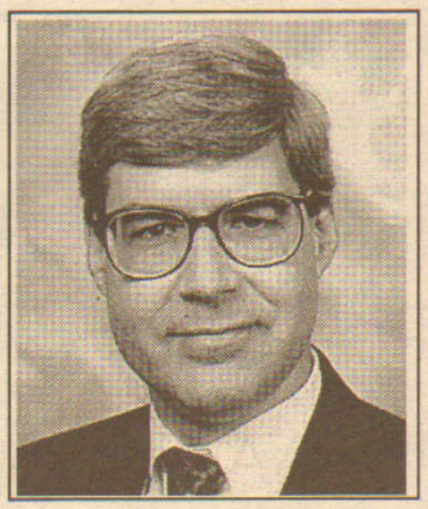
Richard Jumpp
THE JUMPP CO.



Steven DeSisto
KING DAVIS AGENCY



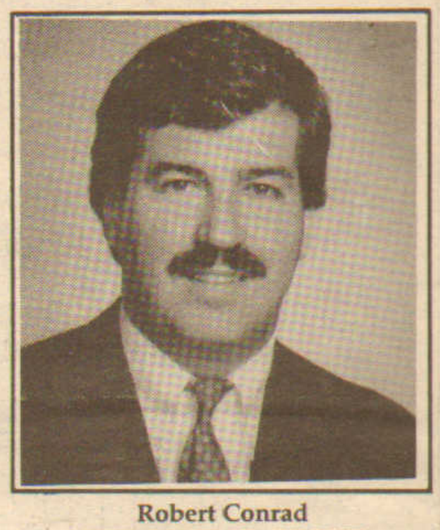
John Walkey
CHOATE, HALL & STEWART



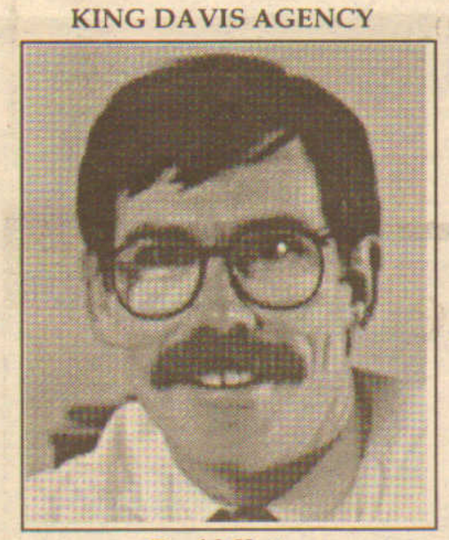
Peter Donovan
BERKSHIRE MORTGAGE



Robert Walsh
R.F.WALSH COMPANY



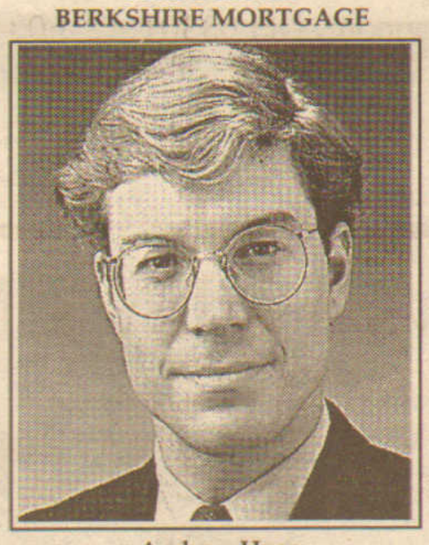
Robert Conrad
THE CONRAD GROUP



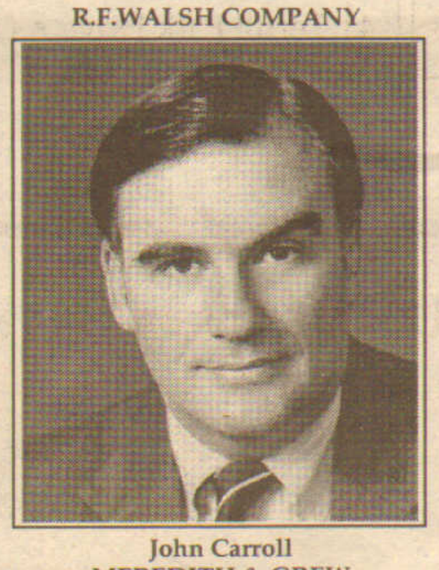
David Slutter
NEW ENGLAND CONST.



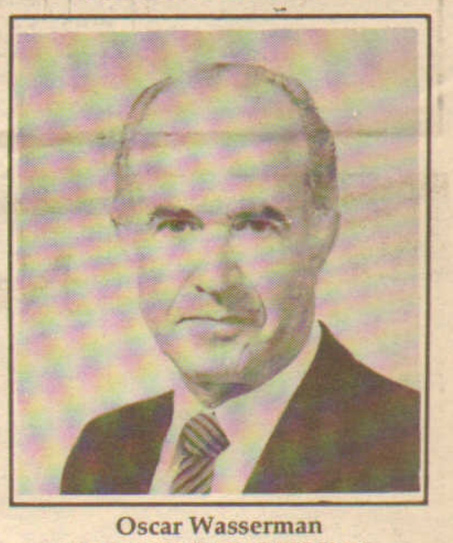
Stephen Roberts
MB MANAGEMENT



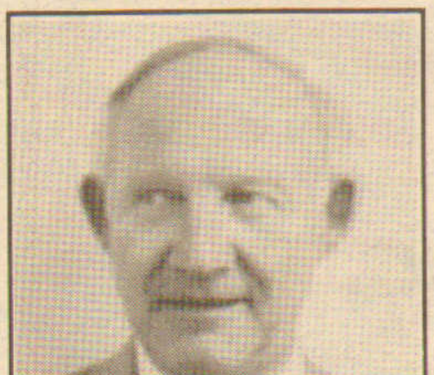
Andrew Hoar
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John Carroll
MEREDITH & GREW



Oscar Wasserman
COMMONWEALTH INV.



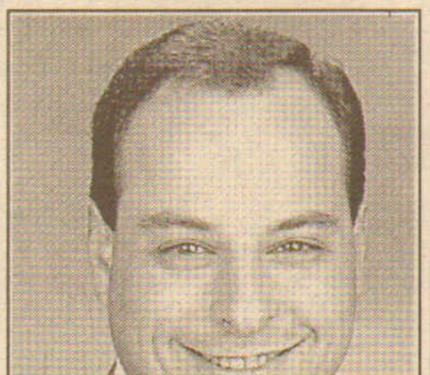
Norman Benedict
NORMAN BENEDICT ASSOC.



Michael Tarello
VISION APPRAISAL TECH.



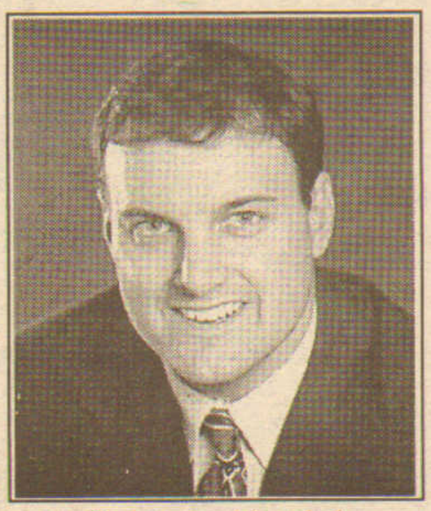
Bill McCabe
CBL & ASSOCIATES



Philip Giunta
WHITTIER PARTNERS



Morton Grossman
THE GROSSMAN COS.



Christopher Westphal
G.E. CAPITAL



Michael Phillips
MB MANAGEMENT



Clem Daley
MAYOR OF NEW BEDFORD

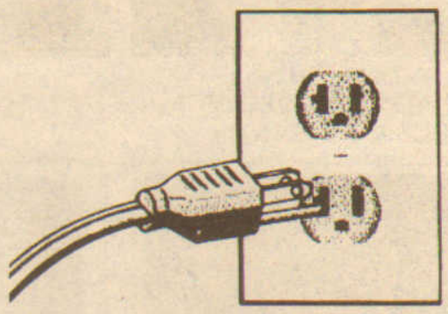


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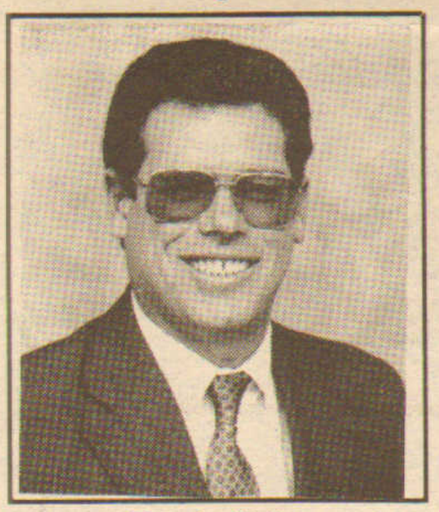


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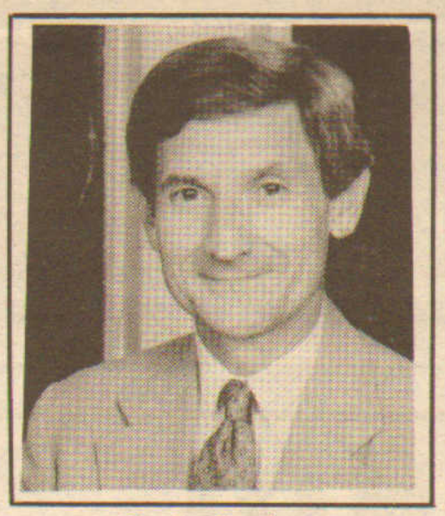
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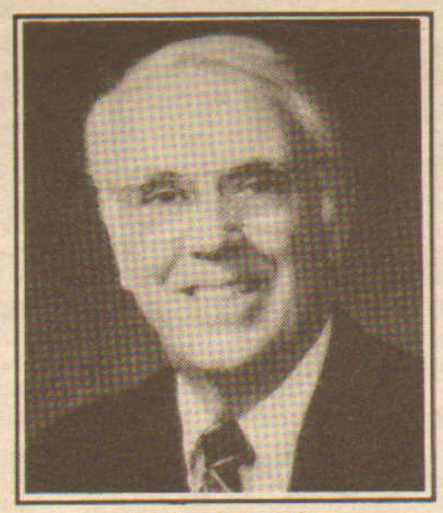
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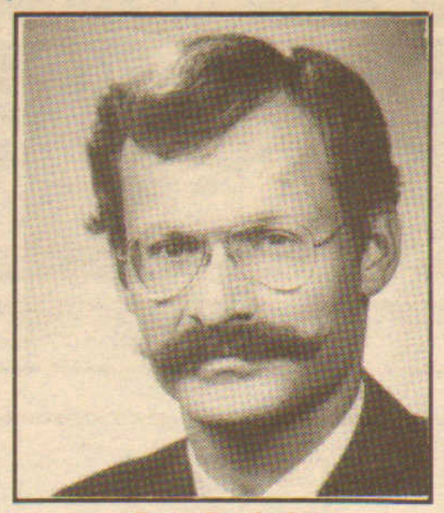
Douglas Potter
HUNNEMAN INV. MGMT.



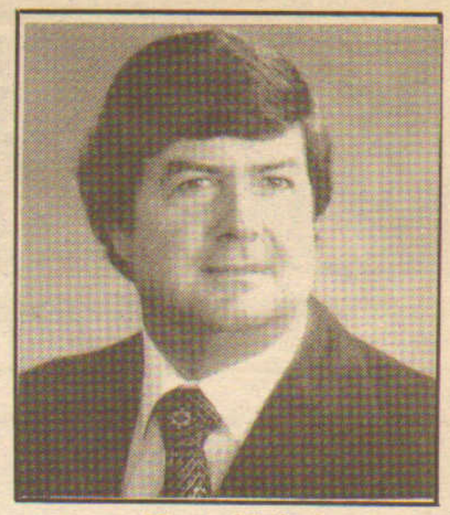
Charles Tseckares
CBT/ARCHITECTS



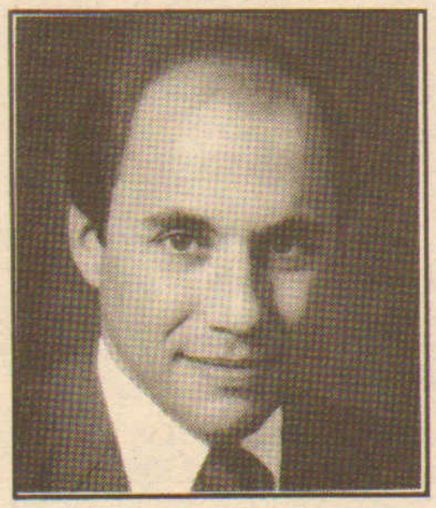
Richard Dennis
CASEY & DENNIS



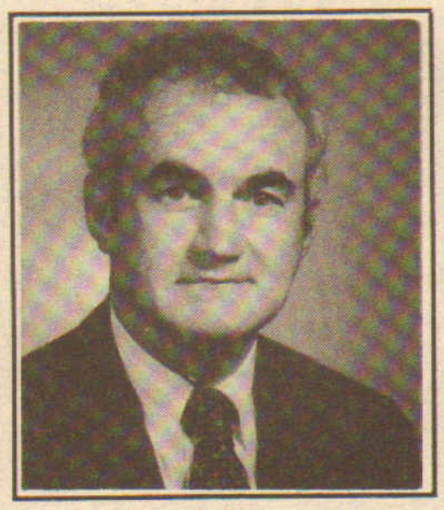
Peter Goedecke
FOWLER, GOEDECKE,
ELLIS & O'CONNOR



Howard Fafard
H.A. FAFARD & SONS



Marc Wexler
NORTHLAND INVESTMENT



Joseph Corcoran
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Stu Lubin

Ruben Moreno
Partner

Jeff Johnston
Acquisitions Director

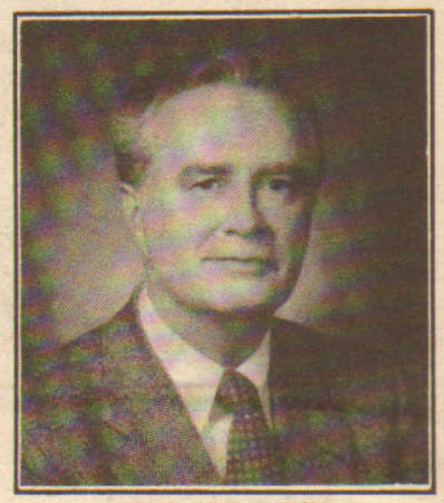
Kristine A. Welch
Finance and
Accounting Assistant

Jennifer Silva
Executive Assistant

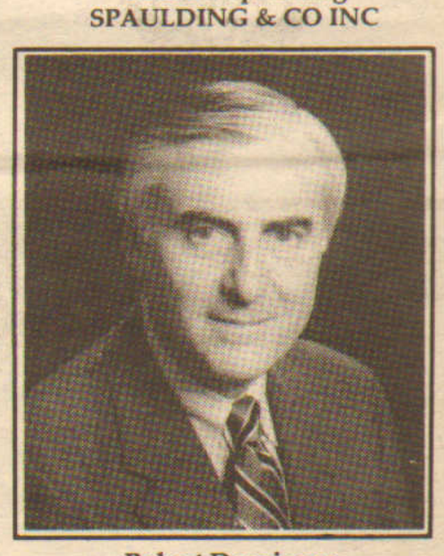
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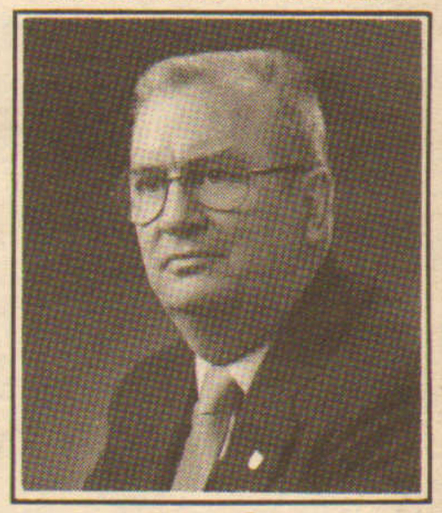
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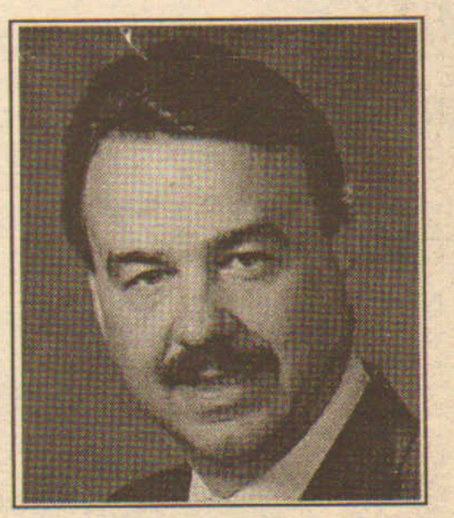
Richard Spaulding
SPAULDING & CO INC



Robert Danzinger
NORTHLAND INVESTMENT



George Garen
GAREN PHOTOGRAPHY



Gary Letourneau
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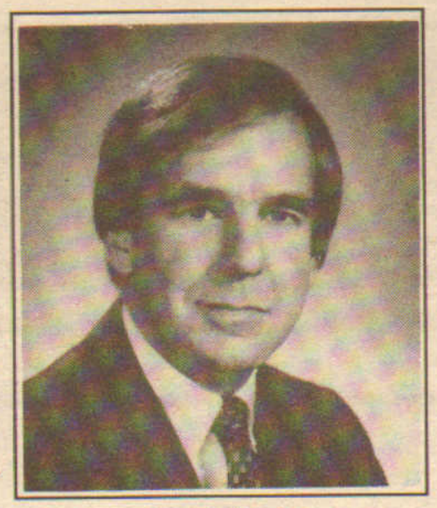
for good health and prosperity.

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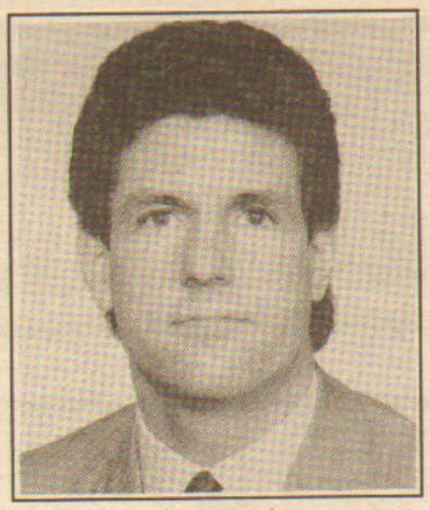
71 Spit Brook Rd., #106
Nashua, NH 03060
603-891-2006



Paul Winnick
SWERLING MILTON WINNICK



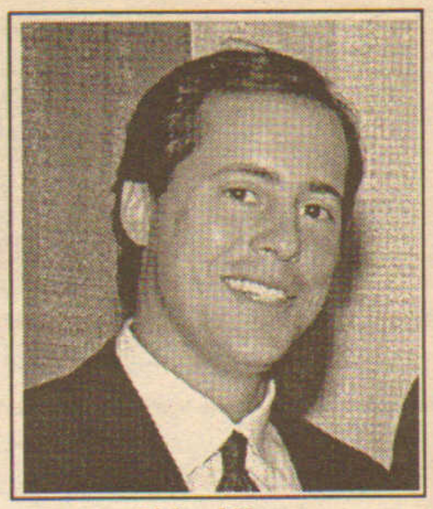
Joseph Boulos
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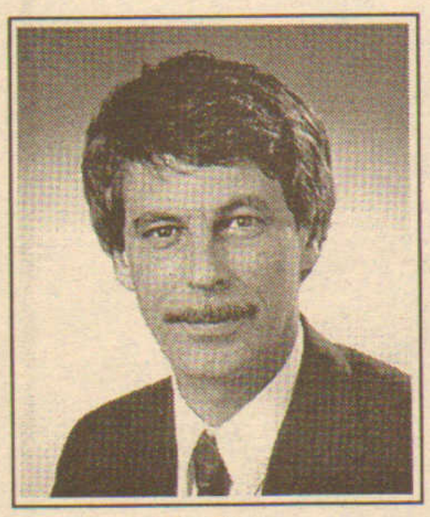
Ron Davis
KELLER & CO.



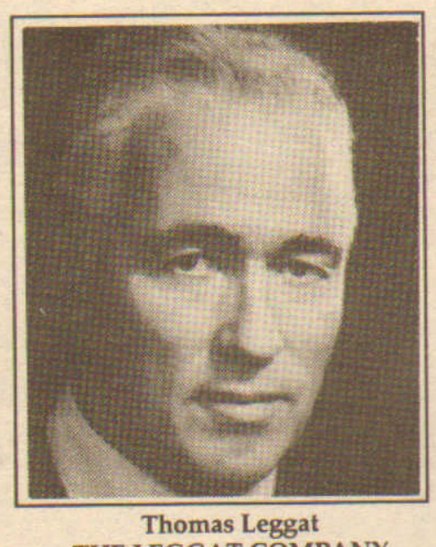
Edwin Sidman
BEACON PROPERTIES



Richard Vazza
VAZZA COMPANIES



John Easton
JOHN EASTON, MAI



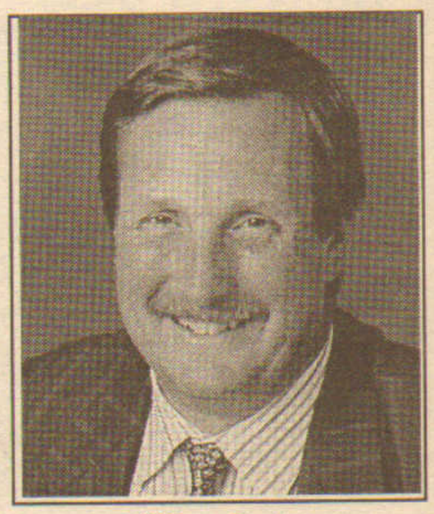
Thomas Leggat
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Stephen Weiner
S.R. WEINER ASSOC.



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William Payton
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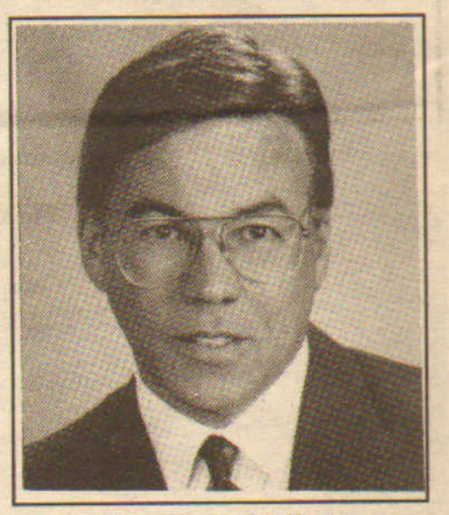
A. A ten year old.

(Thanks to those who helped us reach our tenth anniversary in the real estate business and happy holidays to all!)

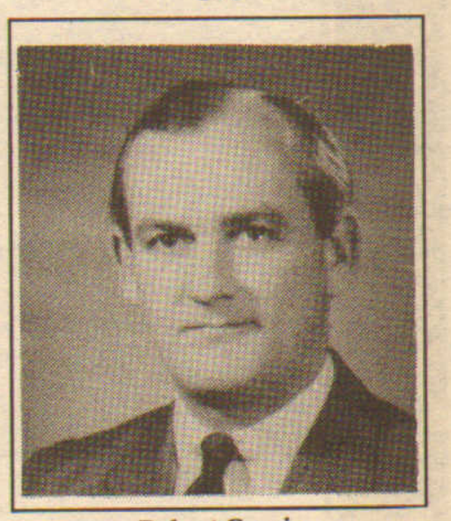
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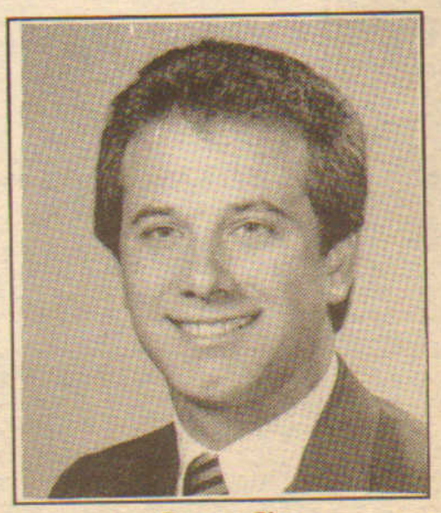
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Wishing you a Joyous Holiday Season and a Happy New Year.

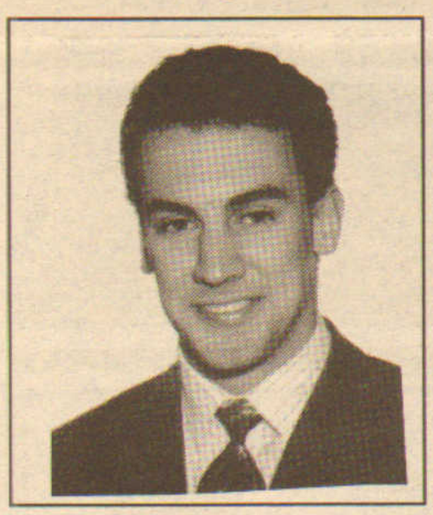


Wishing You a Joyous Holiday Season and a Successful New Year





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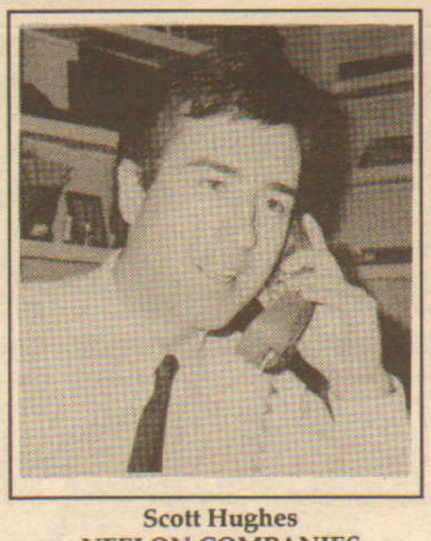
Robert Parsons
PARSONS & FINI



Richard Ashworth
ASHWORTH MORTGAGE



Simon Konover
KONOVER & ASSOC.



Scott Hughes
NEELON COMPANIES



Jerome Manning
JEROME MANNING & CO.



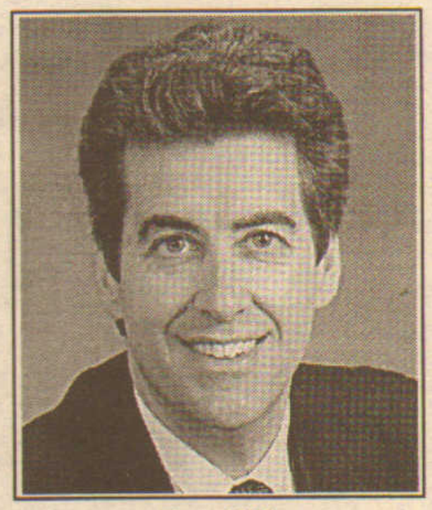
Steve Greenberg
R.W. HOLMES REALTY



Donald Tofias
TOFIAS COMPANY



William Finard
FINARD COMPANY



Tom Hill
TOM HILL REALTY



Charles Cullen
GROVE BANK



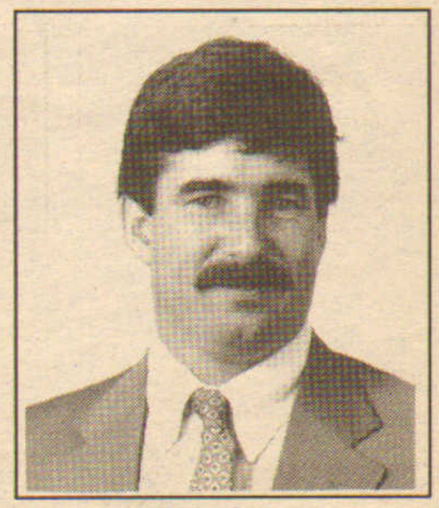
Brian Hines
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Ronald Druker
THE DRUKER CO.



Andrew Sacher
PARSONS COMM'L. GROUP

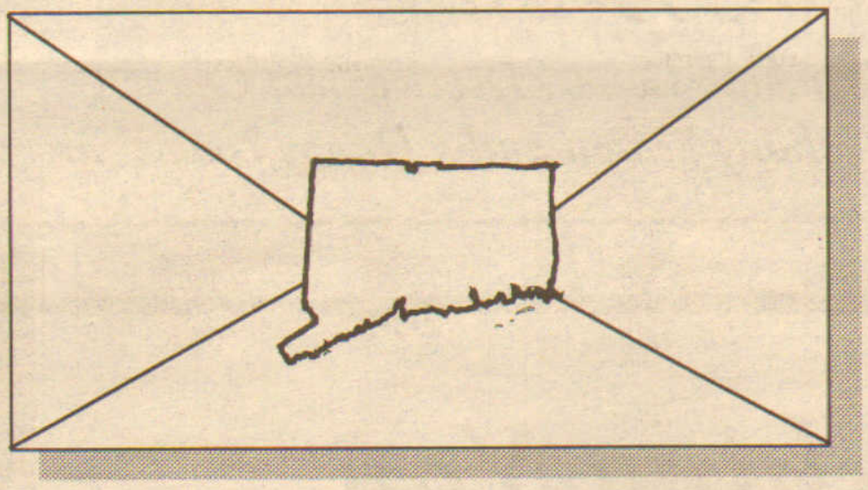


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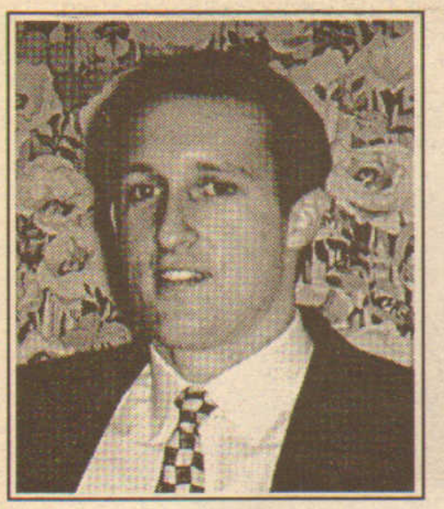
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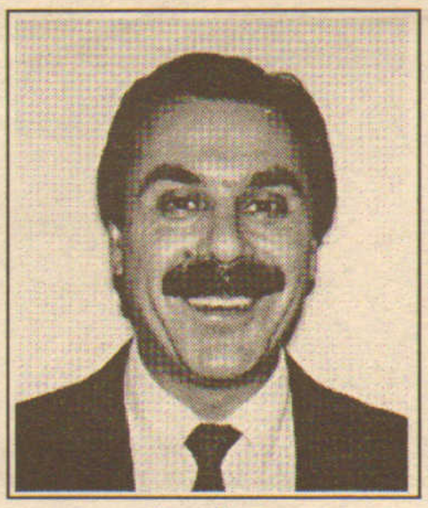
Joeseph Zink
ATLANTIC MANAGEMENT



Tony Massimino
MASSIMINO REAL ESTATE



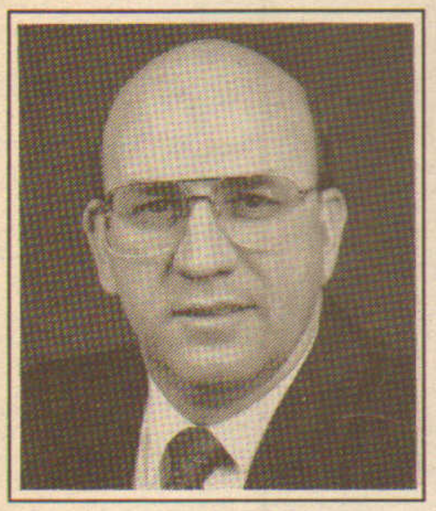
Mark Shair
M&J ASSOCIATES



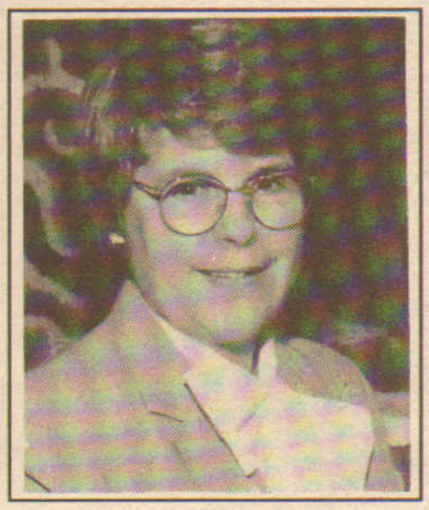
Gary Stern
PROPERTY TAX CONSULTANTS



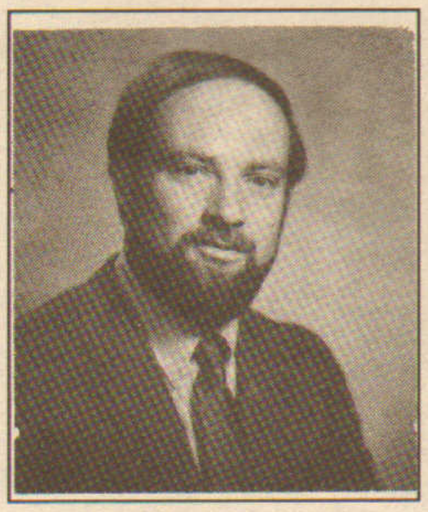
Thomas Farrelly
CUSHMAN & WAKEFIELD
OF MASS.



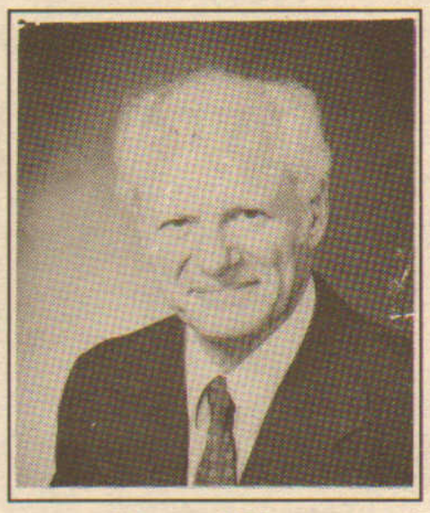
John Woelfel
SAUNDERS REAL ESTATE
CORPORATION



Judy Tinkham
TINKHAM REALTY



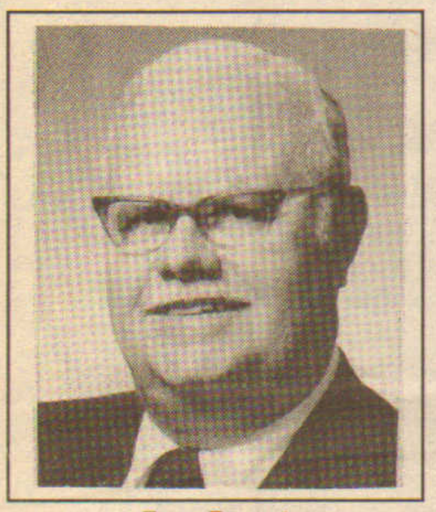
Michael Monks
MONKS & CO. INC.



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



Banjamin Scaralia
ALBERT REALTY



Rene Poyant
RENE POYANT REA. ESTATE



Sargent Goodchild
WHITTIER PARTNERS



Herb Pearce
H. PEARCE CO.



Jim Flajnik
ARROWSTREET



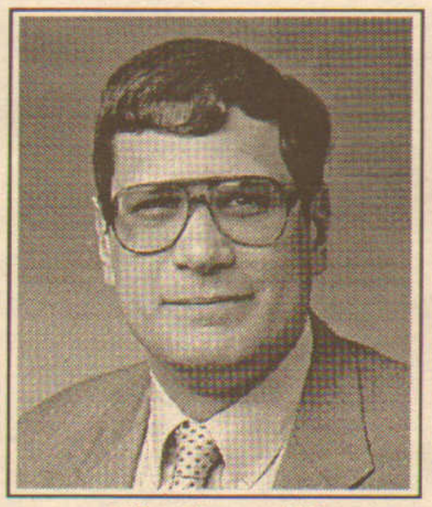
June Fish
ASHWORTH MORTGAGE



John Stabile
H.J. STABILE & SONS



Lester Yanowitz
BOWDOIN CONSTRUCTION



Miles Hapgood III
BOSTON FINANCIAL GROUP



Lori Raleigh
TRAVERS GROUP



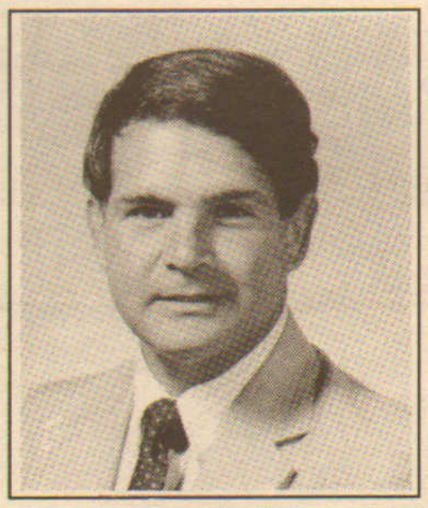
Steven Swartz
SWARTZ PUBLIC RELATIONS



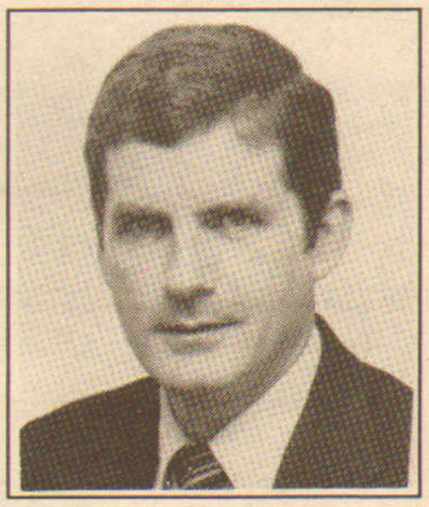
Richard Schaefer
CITY OF TAUNTON



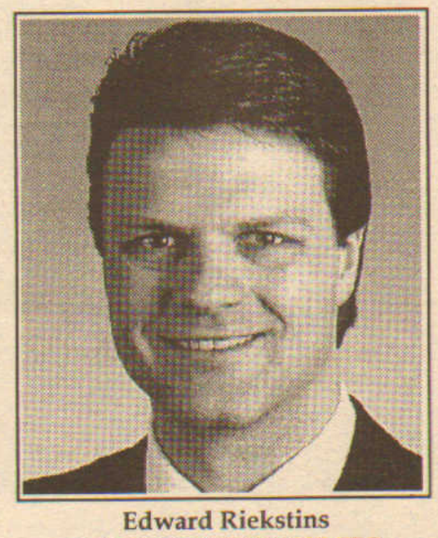
Rachel Roginsky
PINNACLE ADVISORS



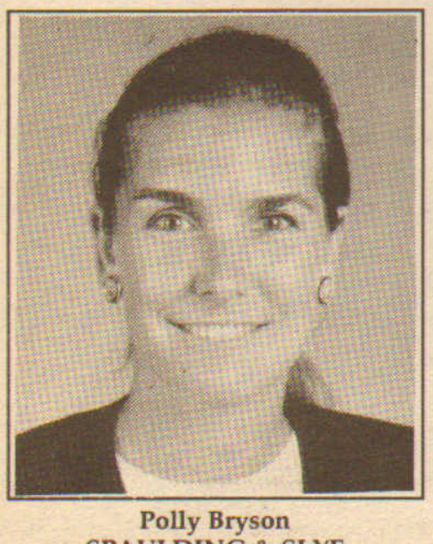
Joseph Vrabel
BOWDITCH & DEWEY



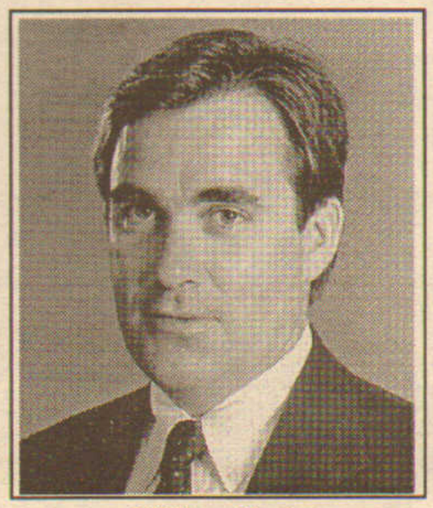
John Martin
CBL & ASSOCIATES



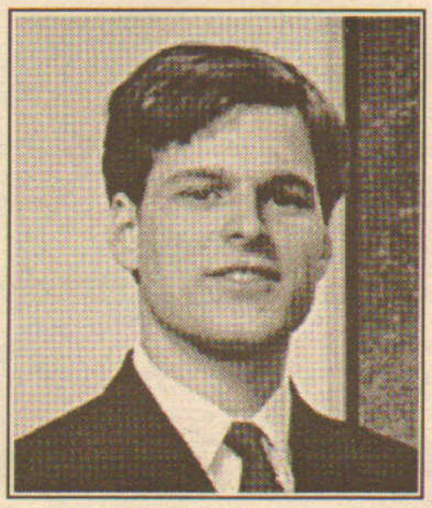
Edward Riekstins
NE REALTY RESOURCES



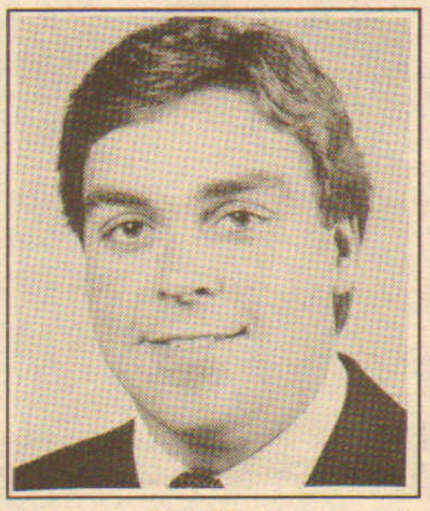
Polly Bryson
SPAULDING & SLYE



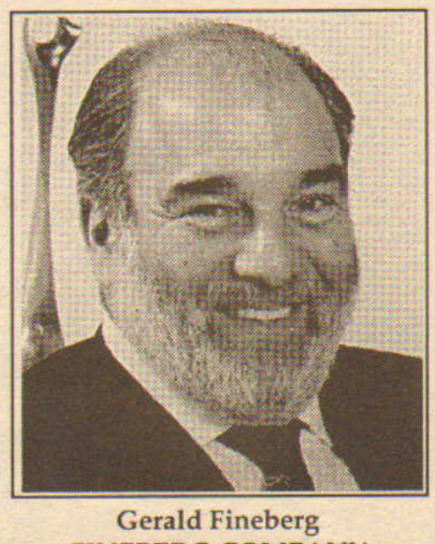
William Clark
THE CLARK CO.



James Stubblebine
THE STUBBLEBINE CO.



Peter Hayes
HAYES & SHERRY



Gerald Fineberg
FINEBERG COMPANY

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