FEATURING



New England Real Estate Journal

1996



Year in Review

A WORLD OF THANKS



As Meredith & Grew Looks Ahead to 1997, We Thank The Companies with Whom We Worked in 1996.

Meredith & Grew is a full-service real estate company serving the changing needs of clients worldwide.

Meredith & Grew Incorporated

ONCOR

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New England Retail Developers

When You Think
of New England
Retail Developers,
Think of **Konover**.

Konover

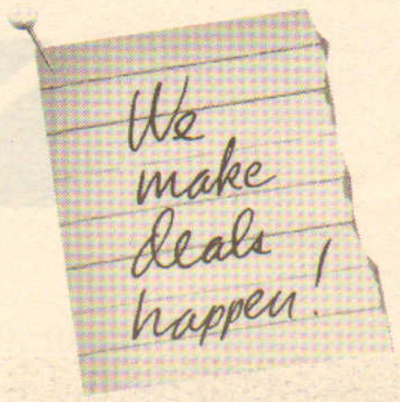
New England's Leading Developer

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

Over 13,000,000 square feet in more than 100 shopping centers.



Konover is where
you want to be



JANUARY

Detwiller of Neelon sells 102,000 s/f to DOE Ptrs. for Metro. & Monarch Lifes in Littleton, Mass. – $4.2m
Spaulding & Slye leases 23,000 s/f at Constitution Plaza, Charlestown; Debra Gould, Michael Smith brokers

Lavin & Hunneman-Marple/CB cobroker 16,500 s/f in Manchester, N.H., former Grossman's, for $765,000
Pro Con CM for $4.8m two school expansion project in Plaistow, N.H.; Marinace & Lavallee/Brensinger architects

Dolben Co. breaks ground on 132 unit condo for Reading Bear Hill L.P. in Reading, Mass.; Tocci contractor
Joseph, Phaneuf, Reardon of Cushman & Wakefield broker sale of 188,000 s/f $9m Peabody office-dist. site

Mussman & Sentry cobroker 46,000 s/f Wethersfield, Conn. lease for Bernstein to Fun Zone Amusement Ctr.
Witten Comm'l. sells 10 unit Forest Arms, W. Haven, Conn. for M.&S. Deutsch to W. Robeck for $270,000

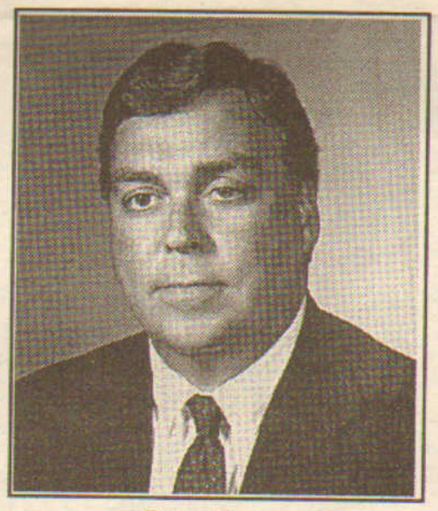
Spectrum Financial arranges $10m for Charlesbank Estates' 218 units with Lutheran Brotherhood
Accetta & Ryan, Elliott sells 56,480 s/f mfg.-dist. site in Lincoln, R.I. for $1.15m to Cathedral Corp.

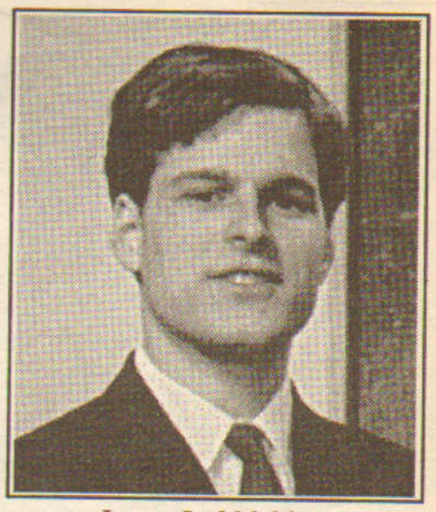
Thompson & Oberg of Spaulding & Slye, Altreuter of Whittier Ptrs. cobroker 98,048 s/f lease in Chelmsford
Hines & Teague of FH&O cobroker 31,000 s/f lease with R.W. Holmes & Atlantic Mgmt. at Apple Hill, Natick

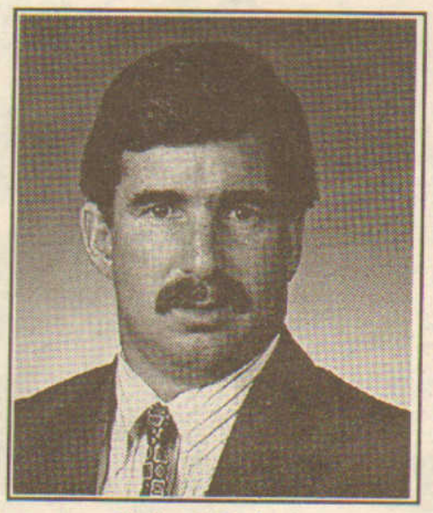
R&F Construction named for 30,800 s/f Mountain Spring Water $500,000 facility in Nashua, N.H.
Stubblebine & Oddo lease 24,000 s/f to Global Promotions for Offtech in Wilmington, Mass.

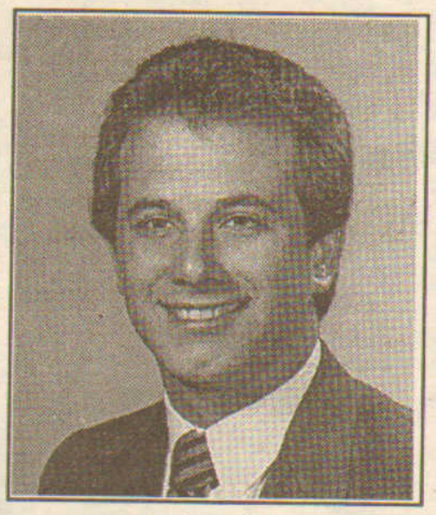
Micallef of Olympus Group brokers two sales, three leases totaling 19,500 s/f in Rhode Island
Morgera of Comm'l. Properties leases 16,500 s/f in Cranston, R.I. for Light Properties

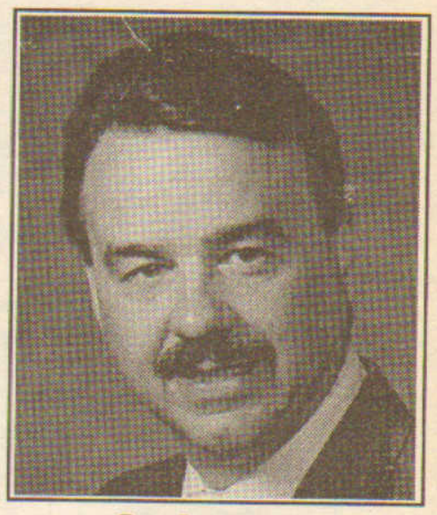

Harold McKenna
BOSTON MORTGAGE CAPITAL


Peter Hayes
HAYES & SHERRY


James Stubblebine
THE STUBBLEBINE CO.


Richard Graham
FALLON, HINES & O'CONNOR


George Cioe
GEORGE A. CIOE & ASSOC.


Gary Letourneau
ELECTRICAL DYNAMICS

WANTED TO ACQUIRE

$24± Million Investment Property

Downtown Boston or Inside Rte. 128

Buyer has $8 million cash

All replies will be kept strictly confidential

Please call Frank Crowley

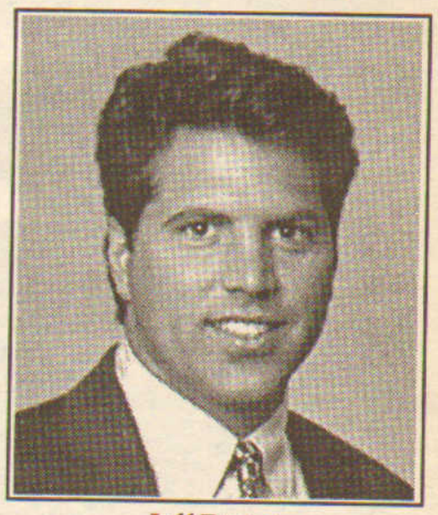
THE NILES COMPANY, INC.

617-439-0330

Designed by New England Real Estate Journal

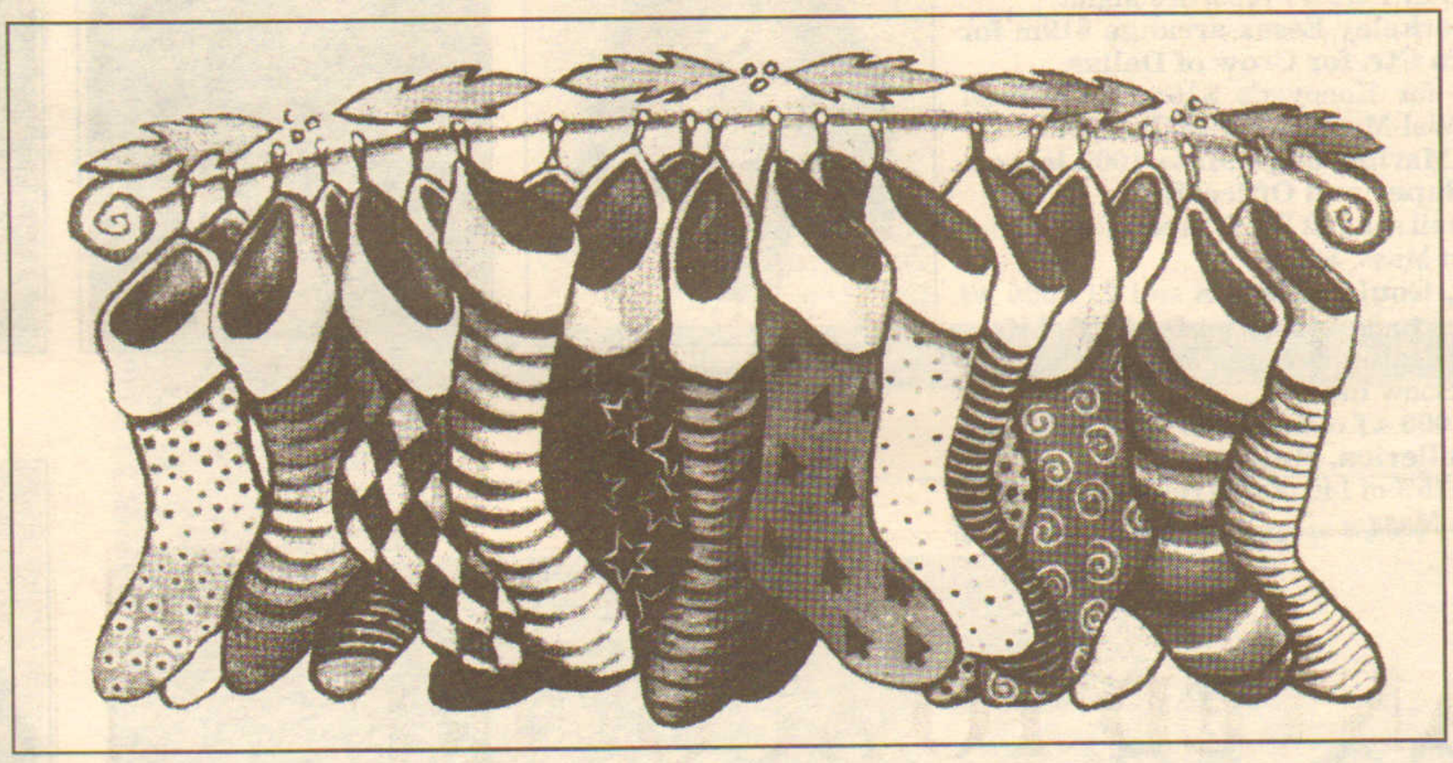

Ellen Lee
FINARD COMPANY


Richard Gallivan
RESTAURANT SITES


Jeff Dugas
WELLSPEAK, DUGAS & KANE


Charles Kenny
WHITTIER PARTNERS

All the stockings were hung by the chimney with care.



(Which isn't easy when you're responsible for over 9 million feet.)

It's true. We're now managing over 9 million square feet of retail, office, hotel and industrial space in 8 states. Which keeps us pretty busy. But not so busy that we can't take time out to send season's greetings to all our clients, friends and associates. From all of us at Finard, have a happy, safe holiday season. And thanks for making 1996 one of our best years ever.

FINARD & COMPANY

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JANUARY

Swartz, Hooper, Martel of Spaulding & Slye advise Cornerstone in $105m buy of 125 Summer St., Boston

Rockport Mortgage arranges $7.5m for 303 apartments in Pompano Beach through Berkshire Mortgage/Nationsbank

Sentivany arranges $5m with Prudential for 64,960 s/f Stop & Shop for Spring Plaza Assoc. in North Providence

Houlihan-Parnes places $4m for 13.9 acre retail site in Brookfield, Conn. for Costco's 118,000 s/f store

McPherson leases to CP Clare at Flatley's Cherry Hill Park, Beverly, for $14m 83,380 s/f semiconductor plant

O. Ahlborg Sons completes $3.4m 53 unit senior citizens complex in former Providence school

Baybutt & Black River Design start $6.4m 60,000 s/f high school addition-renovation in Bennington, Vt.

Fish of Ashworth Mortgage places $2.7m for 104 apts. in Wyndham, Conn. managed by Forest Properties Mgmt.

Simonian & Rice of Berkeley-Essex arrange $19m for 538,000 s/f Boston Design Ctr. for Crow of Dallas

Devcon breaks ground for Konover's $16m 200,000 s/f Torrington Fair Ctr. with Wal-Mart and Price Chopper

230,000 s/f R.K. Centre, Marlborough, Mass. 100% leased-occupied with Victory Super and OfficeMax

Wharff of Hunneman Retail sells 12 Big D supers for Wonder Market to Price Chopper in Mass.-$20m

Smith, Swartz, Oberg, Gould of S & S sell 211,000 s/f $8.2m Wilmington offices to New Boston for MBL Life

Doyle of Thompson Doyle leases 50,260 s/f Boston offices for Boston Wharf Co. to John Snow Inc.

Stubblebine leases 24,000 s/f office/R&D for Gutierrez to Polyfibron Tech. in Billerica, Mass.

Dartmouth Co. preleases 75% of 140,000 s/f Holyoke Crossing for O'Connell Properties in Mass.



King Davis
KING DAVIS AGENCY



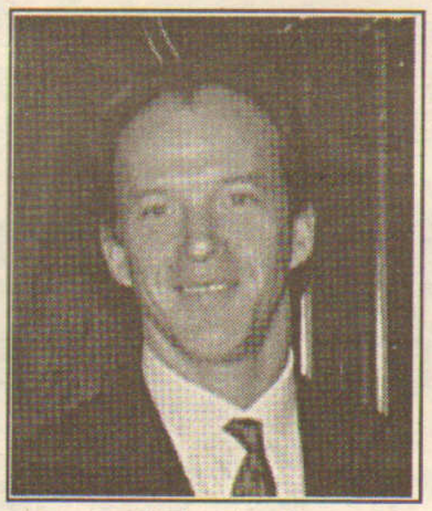
Richard Gsottschneider
RKG ASSOC. INC.



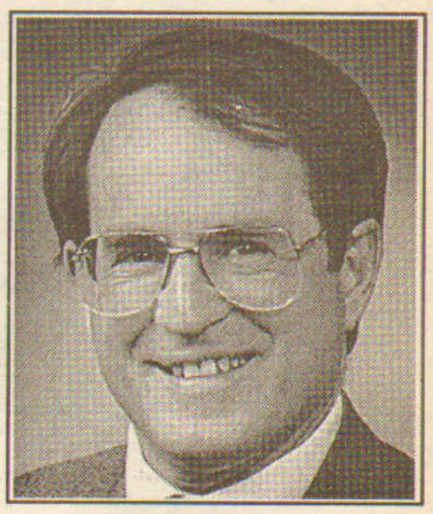
Karl Norwood
THE NORWOOD GROUP



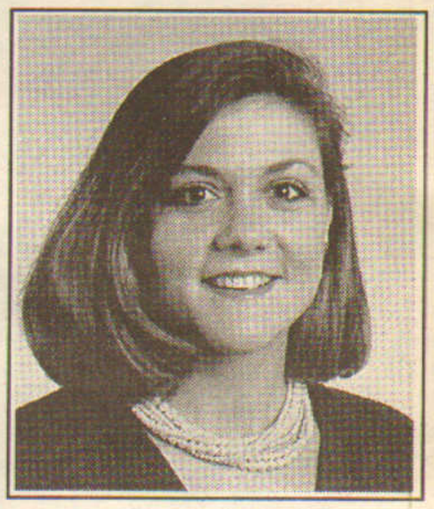
Pamela Saunders
SAUNDERS R.E. CORP.



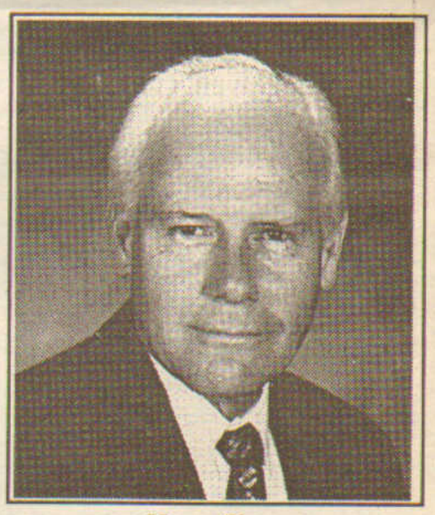
Charles Farrell
CAPITAL MORTGAGE



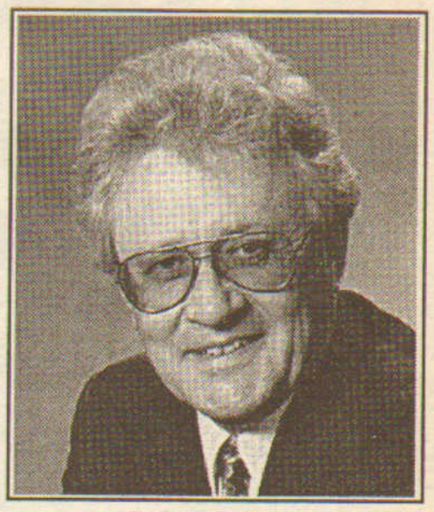
Thomas Dunham
THE DUNHAM GROUP



Nansie Bernard
McFARLAND & FINCH



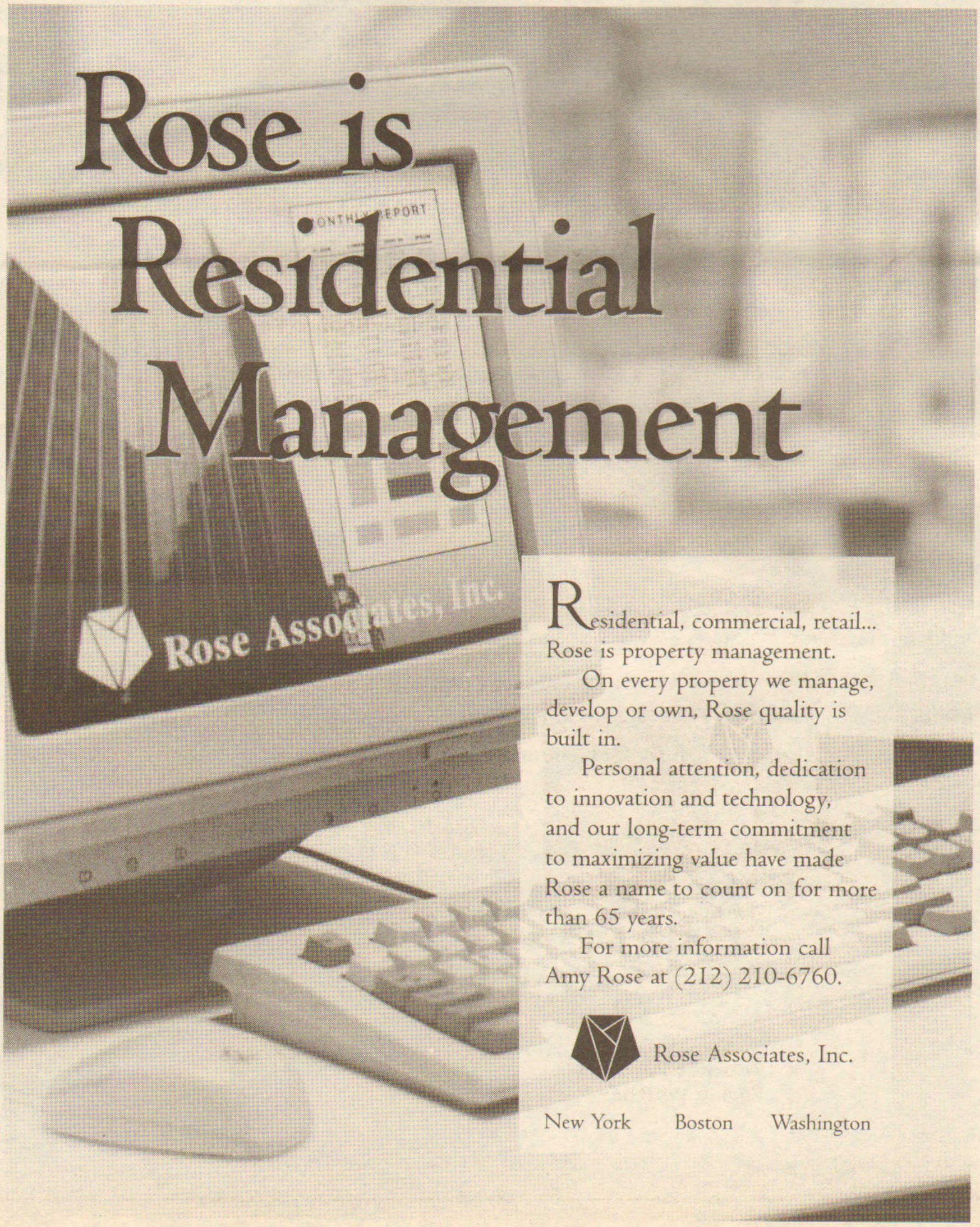
Harry Shea
SHEA COMMERCIAL



Robert Lyman
RK LYMAN & ASSOC.



John Rosenthal
MEREDITH MANAGEMENT



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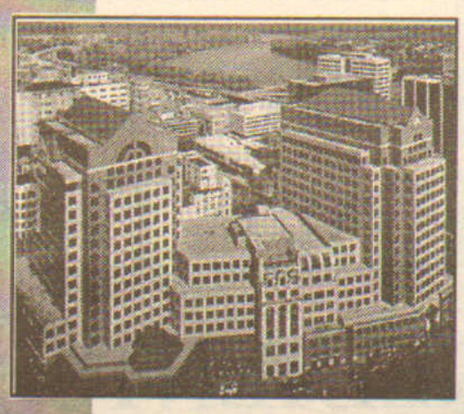
Hartford

New Haven

Wishing all of our friends and clients a healthy and prosperous New Year!

We look forward to working with you in 1997.

Year End Statistics

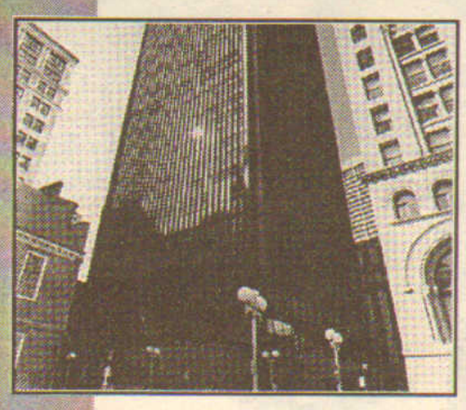


State House Square
Hartford, Connecticut

10.3 Million Square Feet

Our Brokerage Groups
Handled 663 Transactions
Of Commercial/Industrial/
Investment Properties

An Aggregate Value Of Over
$623.7 Million In 1996



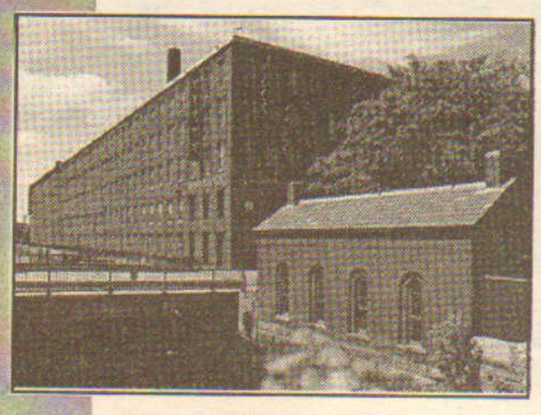
One Boston Place
Boston, Massachusetts

20.8 Million Square Feet

Our Consulting And Valuation Group's
1996 Assignments Included Valuation Of

1,875 Acres Of Land
11,433 Apartment Units
1,661 Hotel Rooms

And 20.8 Million Square Feet Of Office,
Research & Development, Industrial,
And Retail Properties



Wannalancit Mills
Lowell, Massachusetts

12 Million Square Feet

Our Asset Management Group
Added 2.5 Million Square Feet
Of New Assignments

Bringing Our Assignments Of Managed
Properties To 12 Million Square Feet
During 1996

Whittier Partners
Farley Whittier Partners

155 Federal Street
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617.482.6000

100 Pearl Street
Hartford, CT 06103
860.525.9171

71 Audubon Street
New Haven, CT 06510
203.777.6262

http://www.whittier.com

FEBRUARY

Lincoln Property completes $57m 419,000 s/f Mass. Info. Tech. Ctr., Chelsea, for Div. of Capital Planning
Cashman names Eastport R.E. to manage 125,000 s/f industrial, office, retail in Quincy & Attleboro

North Branch Constr. finishes 73,000 s/f factory/office facility; $3m Sanmina Corp. project in Manchester, N.H.
Keefe of Hampe Assoc. sells Sand Hill Plaza, Newtown, Conn., 158,000 s/f, to D.R.A. Advisors of New York City

Brickstone leases-up 252,000 s/f Riverview Offices in Cambridge with 80,000 s/f Open Market software firm
Wettenstein of Vidal leases 200,000 s/f with DiScala to New England Warehousing Group in West Haven, Conn.

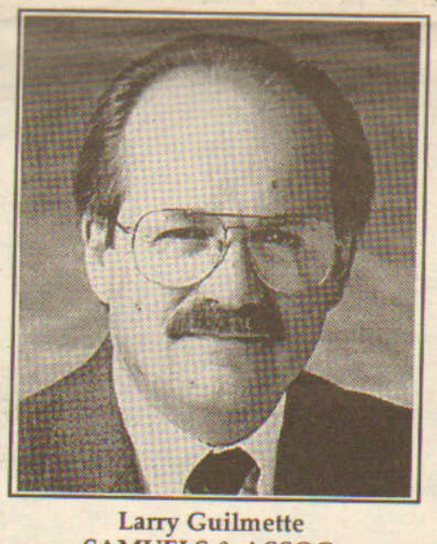
Graveline of United Capital arranges $4.9m for LAN Executive Centre, 113,000 s/f, in Enfield, Conn.
Northland Investment leases 35,000 s/f to Fleet Bank at 2 Portland Sq.; Veroneau and O'Neil broker agents

Krauss of Finch Group sells $1.8m 30,000 s/f Brighton medical offices to Mt. Vernon Co. & CRES Development
Lynch Murphy Walsh & Ptrs. and Meredith & Grew cobroker 158,656 s/f lease at John Hancock Tower to I.B.&T.

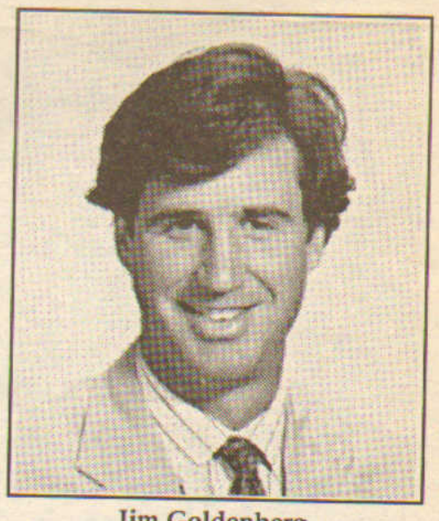
Bristol Realty & Kennedy-Wilson sell $6m 57,000 s/f former Old Stone Bank, Providence to R.I. Atty. Gen'l.
O'Connell & Marx of Hotel Partners broker $16m 288 room Tremont House, Boston, for Daiwa Bank to P.A.H.

Trammell Crow, Fowler Goedecke Ellis & O'Connor and Codman Co. broker $5m 126,836 s/f to Suffolk Univ.
Goodchild & Cordeau of Whittier Ptrs. broker $3.5m sale of 50,621 s/f in New England Ind. Ctr. to Danac

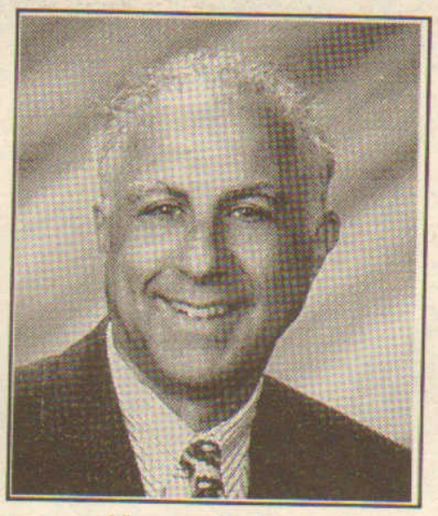
Cregan of Paramount Properties leases 26,500 s/f industrial building in Smithfield, R.I. to Bruno Tr.
Pro Con Construction starts $482,000 19,000 s/f fit-up at Lockheed Air Ctr., Manchester, N.H.


Larry Guilmette
SAMUELS & ASSOC.


Tammy Pendergast
NEW ENGLAND REALTY

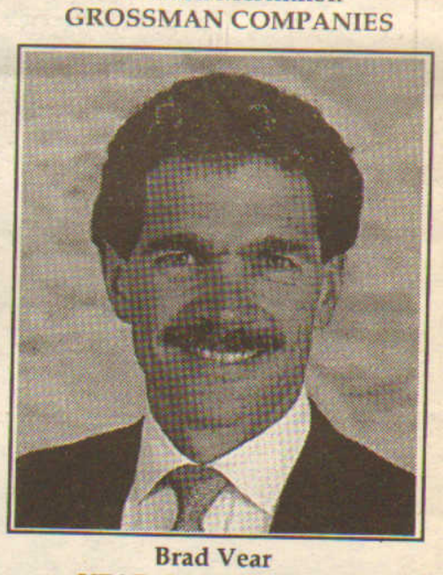

Jim Goldenberg
CATHARTES GROUP

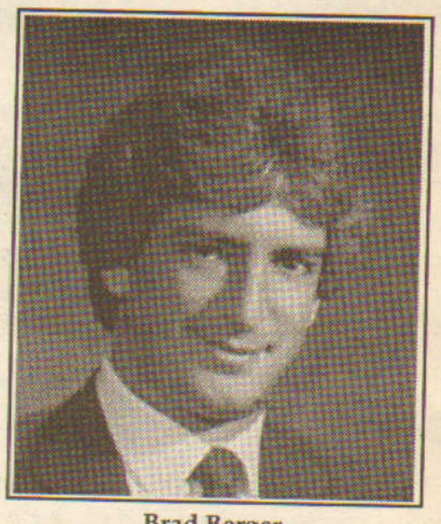

Bruce Waters
McLAUGHRY COMMERCIAL

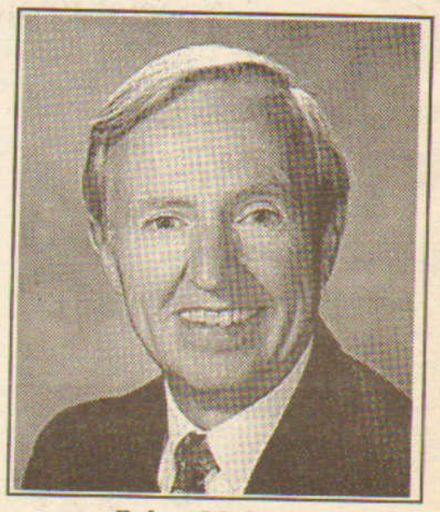

Norman Drubner
DRUBNER INDUSTRIES


Cheryl Pellegrini
CDC COMMERCIAL

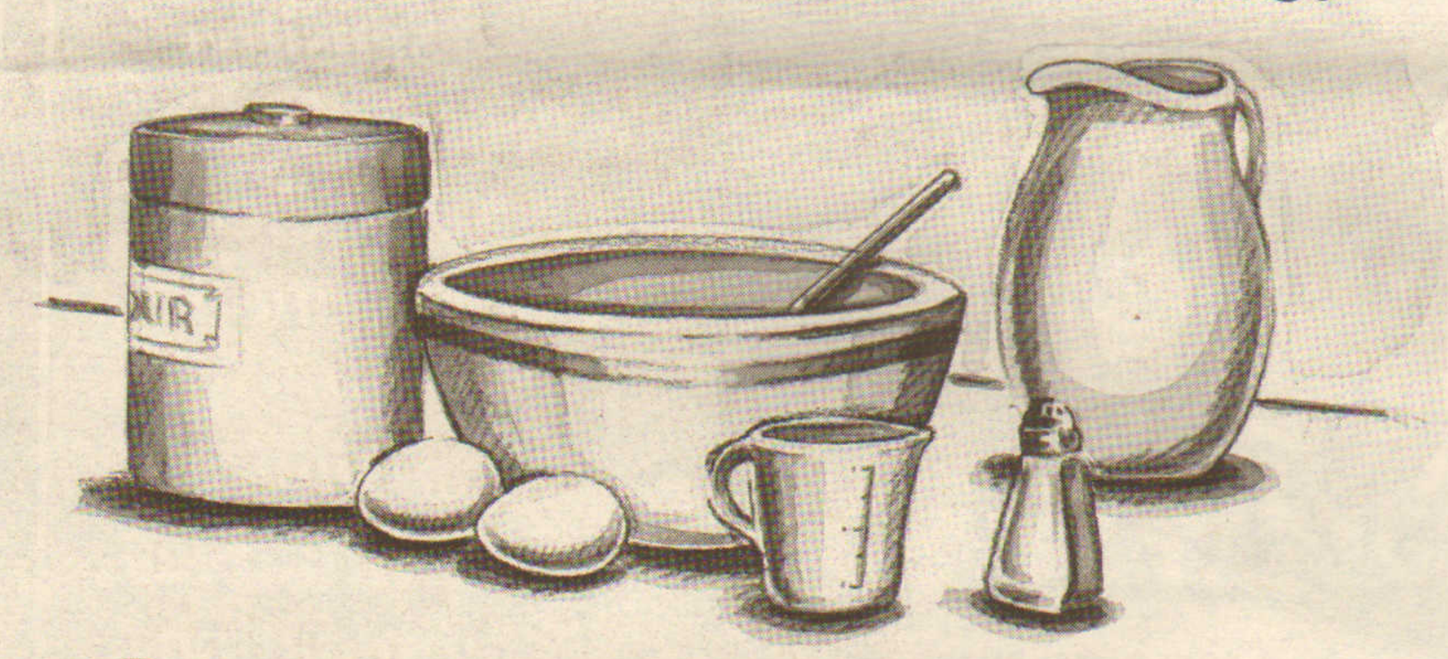

Richard McKinnon
GROSSMAN COMPANIES


Brad Vear
VEAR COMMERCIAL

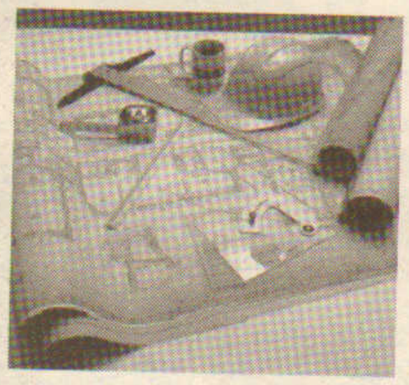

Brad Berger
ROBERT MARTIN CO.


Robert McCarthy
DOLBEN APPRAISAL

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Intercontinental is a full-service development, construction and property management firm that has successfully served the New England real estate market for more than 35 years.



We provide comprehensive resources for our clients by combining versatility with the expertise of a dedicated team of professionals who have proven development and construction capabilities, as well as effective property management and marketing skills.



When it comes to your next project, plan on including Intercontinental as part of the mix. We'll show you our recipe for success.

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FEBRUARY

Amabile of Leggat McCall/G&E finds site for Gillette Co.'s 410,000 s/f dist. facility at Devens Commerce Ctr.

Konover Const. does $8m rehab at Norwichtown Mall, plus 73,000 s/f addition for Super Stop & Shop

Carr Capital, Boston, arranges $18m for 295,000 s/f Seven Penn Ctr. offices in Philadelphia center city

A D S Senior Housing & National Dev. of N.E. open 3 Heritage communities, 246 units, in Bay State

Rockport Mortgage arranges $9.26m for 125 unit Stony Brook in E. Haven, Conn.; Tocci Building GC

Fish of Ashworth closes $5m for 76,065 s/f renovated shopping center in Keene, N.H. with Staples, TJ Maxx

Met Life places $93m on Shorenstein's 829,000 s/f Bay Colony Corporate Center in Waltham

Finard & Co. named property manager for 414,500 s/f Charter Oak Mall in Hartford, Conn.

Boyle and Fahey of Fallon Hines & O'Connor lease 54,748 s/f at One Burlington Business Center

Lynch Murphy Walsh & Ptrs. brokers $7.457m sale of Riverview Marketplace, Fall River, 97,500 s/f

Allen & Dushman of Investment R.E. Assoc. sell CVS Shopping Ctr., Bedford, Mass., for $1.593m

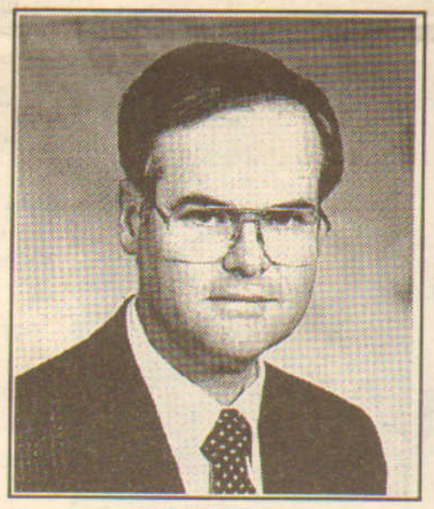
Pergola & Crane of Meredith & Grew and Nordblom leases 128,000 s/f in Westwood for Boston Properties

Kinnane & Co. and Oliveira cobroker 55,000 s/f lease in Fall River for Sister of St. Joseph Cong.

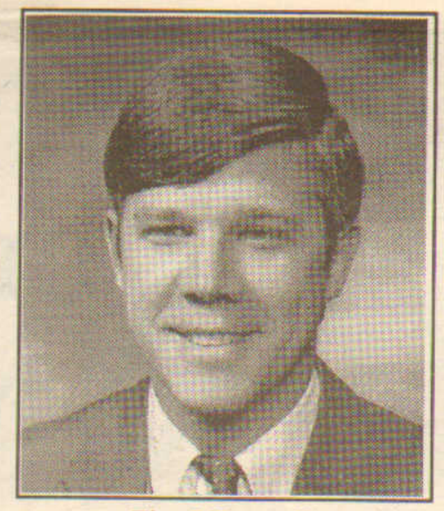
Charter Realty completes 64,000 s/f Hannaford Bros. flagship store in Charlotte, N.C.

The Leggat Co. brokers 28,919 s/f with Compass Mgmt. & CB Comm'l. in Boston and Malden

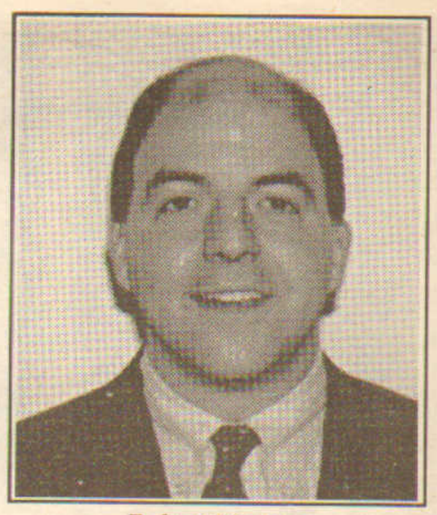
New England Retail Leasing brokers 178,000 s/f sale of Super K mart in Wallingford, Conn.



Emile Troup
BSCES/ASCE



Tim O'Donnell
O'DONNELL RE CAPITAL



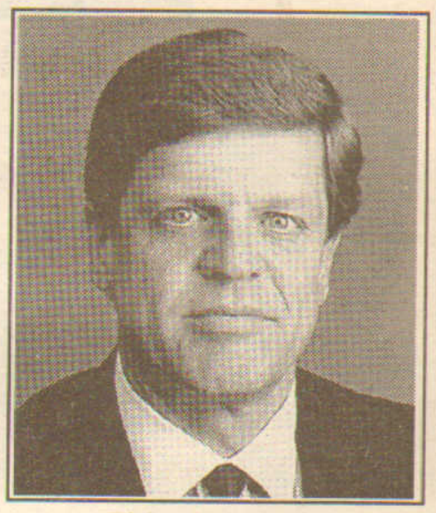
Robert Marcus
MARCUS REAL ESTATE



Steve Ritzi
RITZI ASSOCIATES



Mike Bertrand
CROWN CONSULTING



Richard Reynolds
SPAULDING & SLYE



Steve Samuels
SAMUELS & ASSOCIATES



William Van Loan
HQ BUSINESS CENTERS



Bob Nickerson
STONE TOWER PROPERTIES



John Ciardi
WESTCOTT CONSTRUCTION

Wishing you a

Joyous Holiday Season

and a

New Year

filled with Peace and Happiness



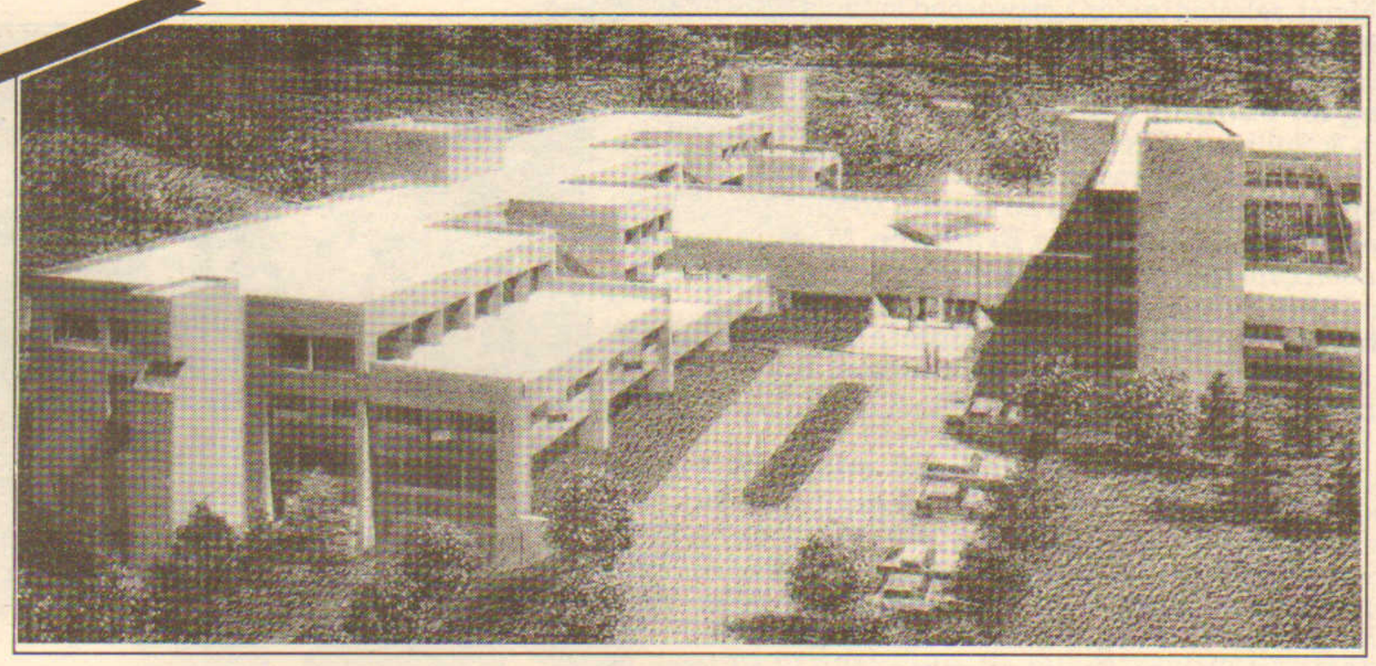
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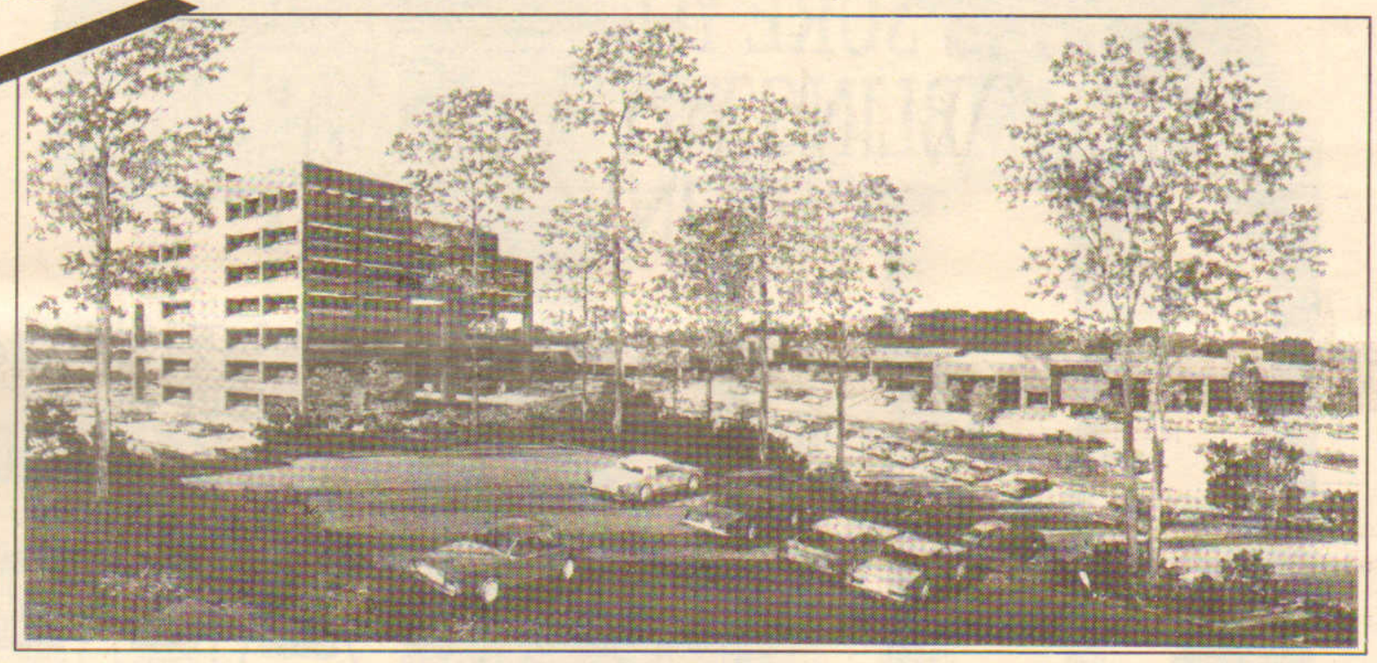
Dedham Place
Dedham, MA

Price



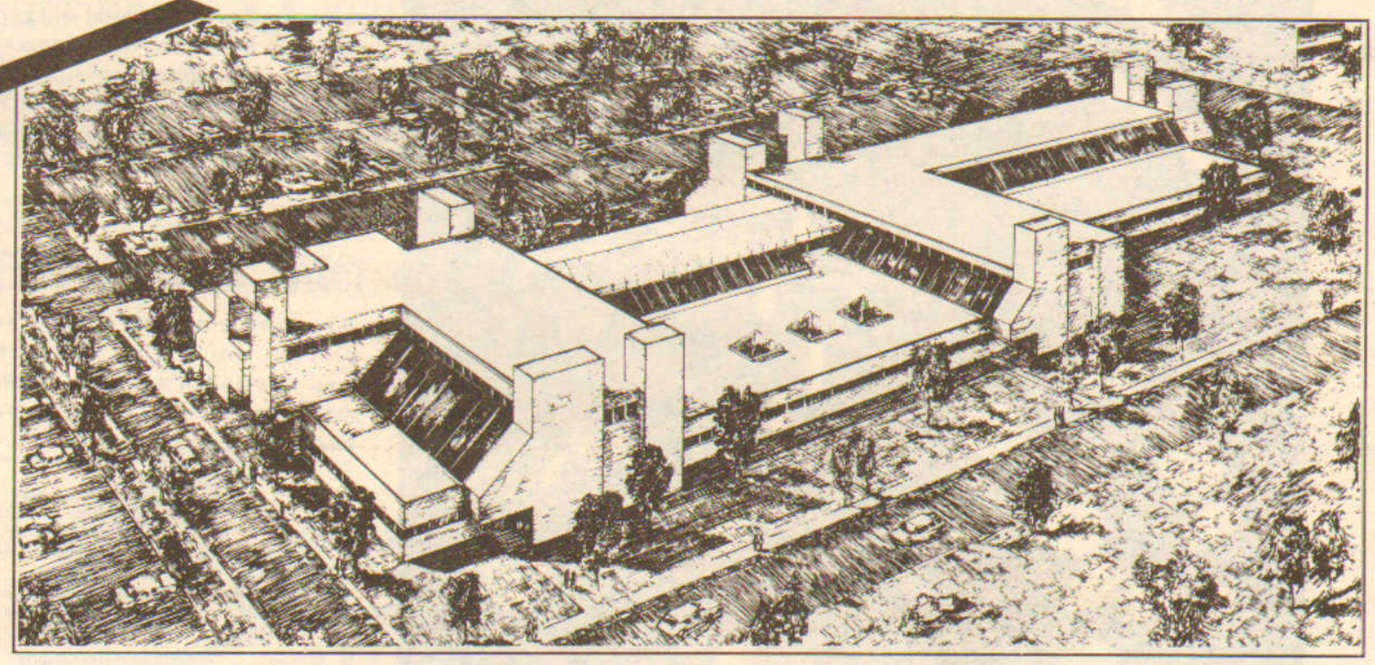
128 Tech Center
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Quality



Wells Research Ctr.
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Service



For Current Availabilities
Contact:

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SARACEN companies

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(617) 965-8030

March

Suffolk Const. begins renovation of 40 story 28 State St. for Equity Office; 700,000 s/f; Elkus Manfredi archt.
Meredith & Grew brokers $9.6m 130,000 s/f Fresh Pond Sq. for Copley Advisers to New Boston Fund

Collins of Spaulding & Slye sells 140,000 s/f $5.4m 131 State St. to Centremark Props. with Beal Companies
Witten Comm'l. sells $1.45m 78 unit Emerald Mills for New Haven Savings in East Haven, Conn.

Kennett, Wason & Jones sells 17,000 s/f Airport Sq. shopping center for Portsmouth First National Bank
Elite Mgmt. selected to manage two condominium sites totaling 116 units in Back Bay and Weymouth

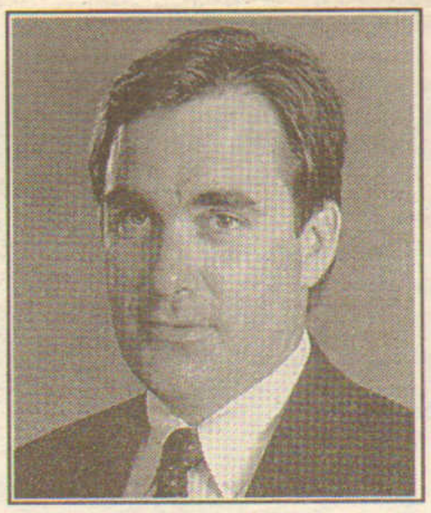
Myers of Global Comm'l. sells 86,000 s/f Manchester mill building for $375,000 with Hendrix of Stebbins
Brown & Sullivan of Peter Elliot lease 133,000 s/f in Canton Commerce Center for Grossman's Inc.

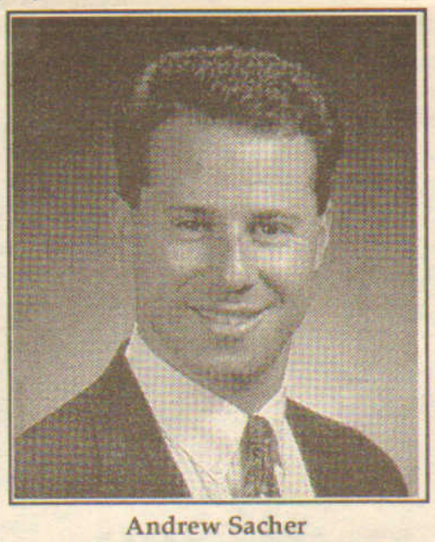
Armstrong appoints Conrad Group to market 480,000 s/f manufacturing facility in Braintree, Mass.
Trammell Crow NE negotiates $3.7m sale of 79,203 s/f offices in Metro West Business Pk. to J.F. White for SKW

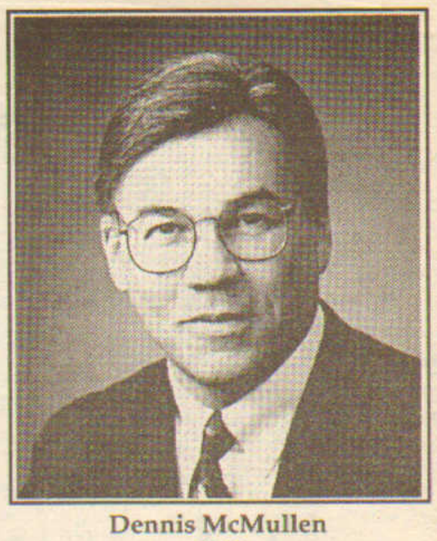
O. Ahlborg, RGB & Sunrise complete 36,000 s/f 43 unit $2.8m assisted living facility in Cranston, R.I.
Griffin, Maher, Griffith of Fallon Hines & O'Connor broker $9.6m 138,116 s/f for Copley Investors to ELV

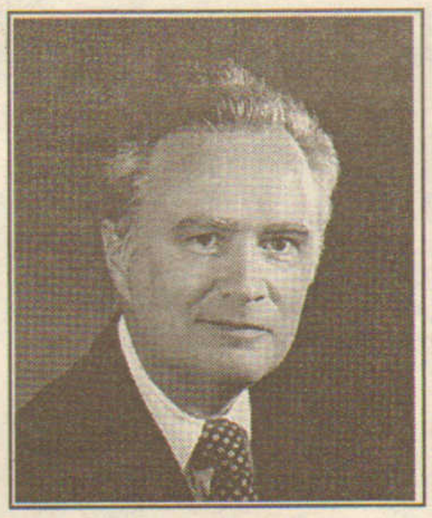
Lynch Murphy Walsh & Ptrs. sell 66,200 s/f $4.35m Peabody offices to New Boston Fund for Conn. Mutual
Walsh & Murphy of LMW Ptrs. sell Metro Corp. Ctr., Marlborough, 570,000 s/f, to Windsor Realty for $35.5m

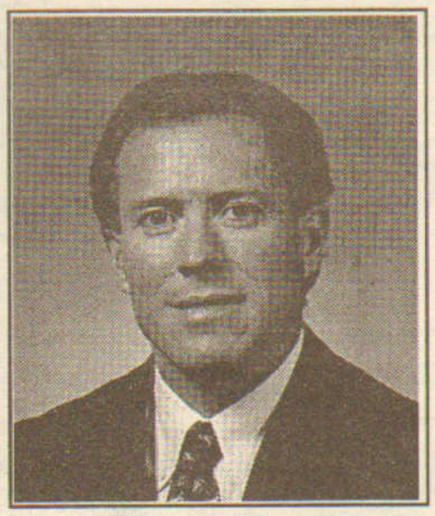
Fowler Goedecke Ellis & O'Connor places $55m with CIGNA for Beacon Prop.'s 615,000 s/f Wellesley O.P.
LM/G&E and Skyline Realty cobroker 152,712 s/f lease in Hartford at Connecticut River Pl. to Heublein

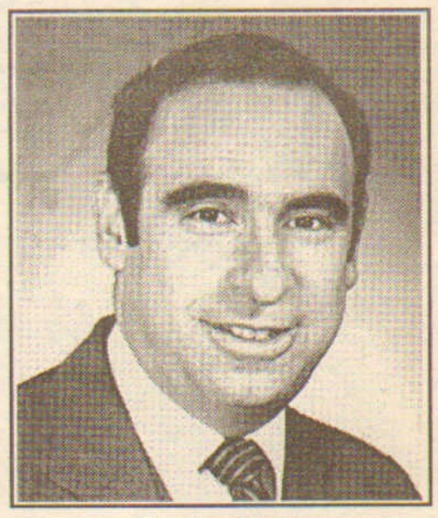

William Clark
THE CLARK CO.

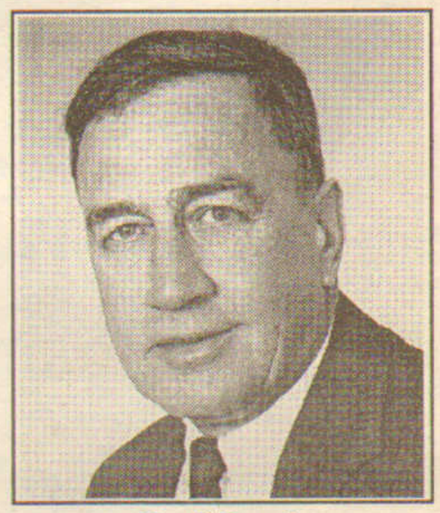

Andrew Sacher
PARSONS COMM'L. GROUP

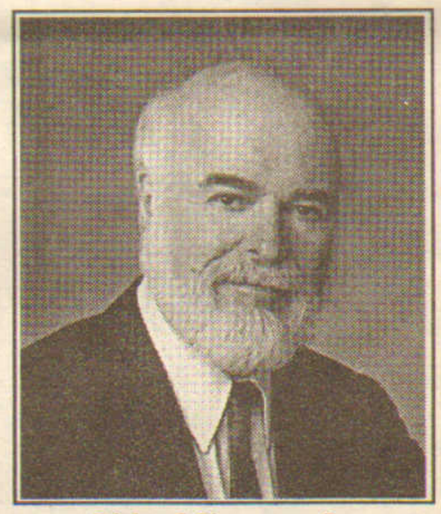

Dennis McMullen
CVS

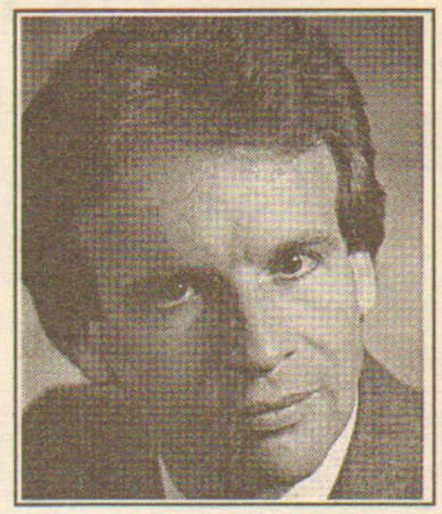

Richard Spaulding
SPAULDING & CO INC


Charles O'Connor
FALLON, HINES & O'CONNOR

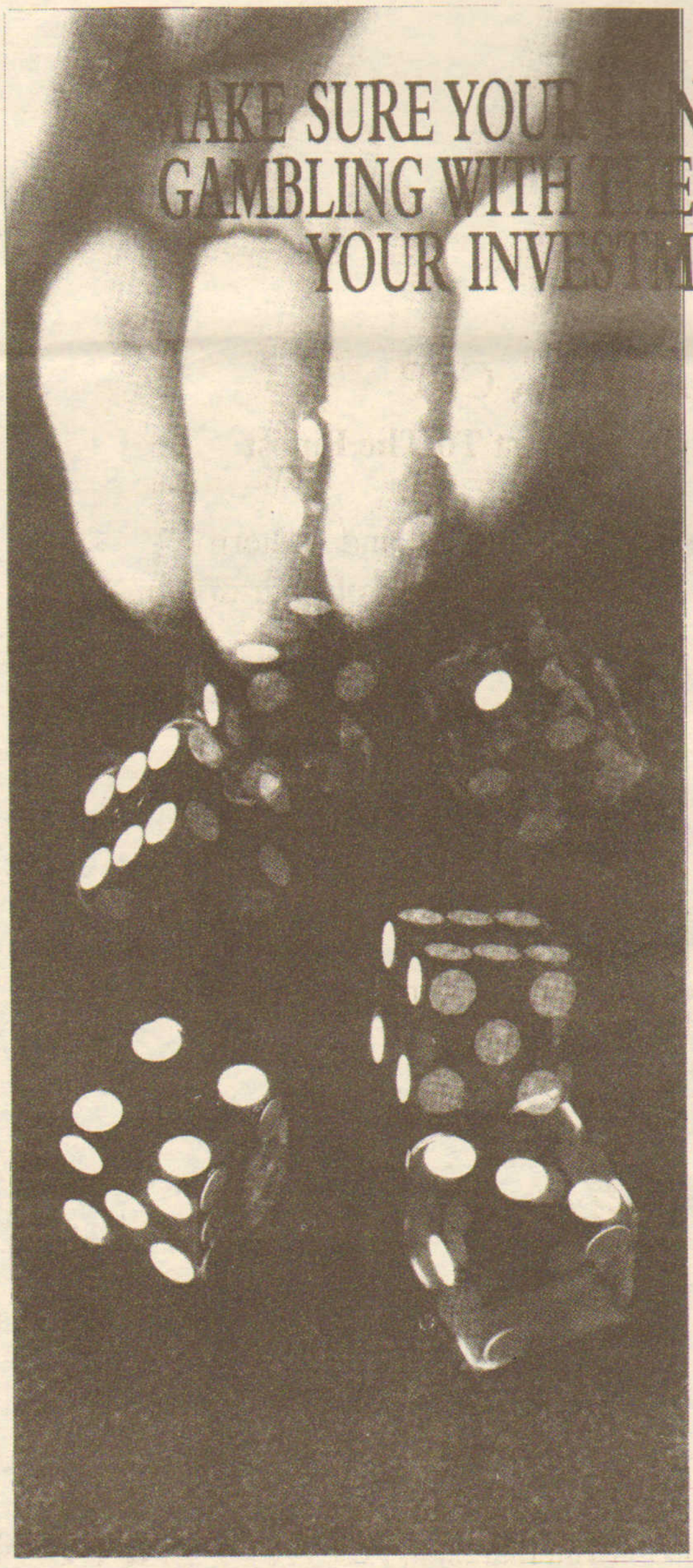

Stanley Sidel
SPECTRUM FINANCIAL


David Pergola
MEREDITH & GREW


Richard Simmons, Sr.
SIMMONS ASSOC. LTD.


Thomas Fini
PARSONS-FINI REAL ESTATE


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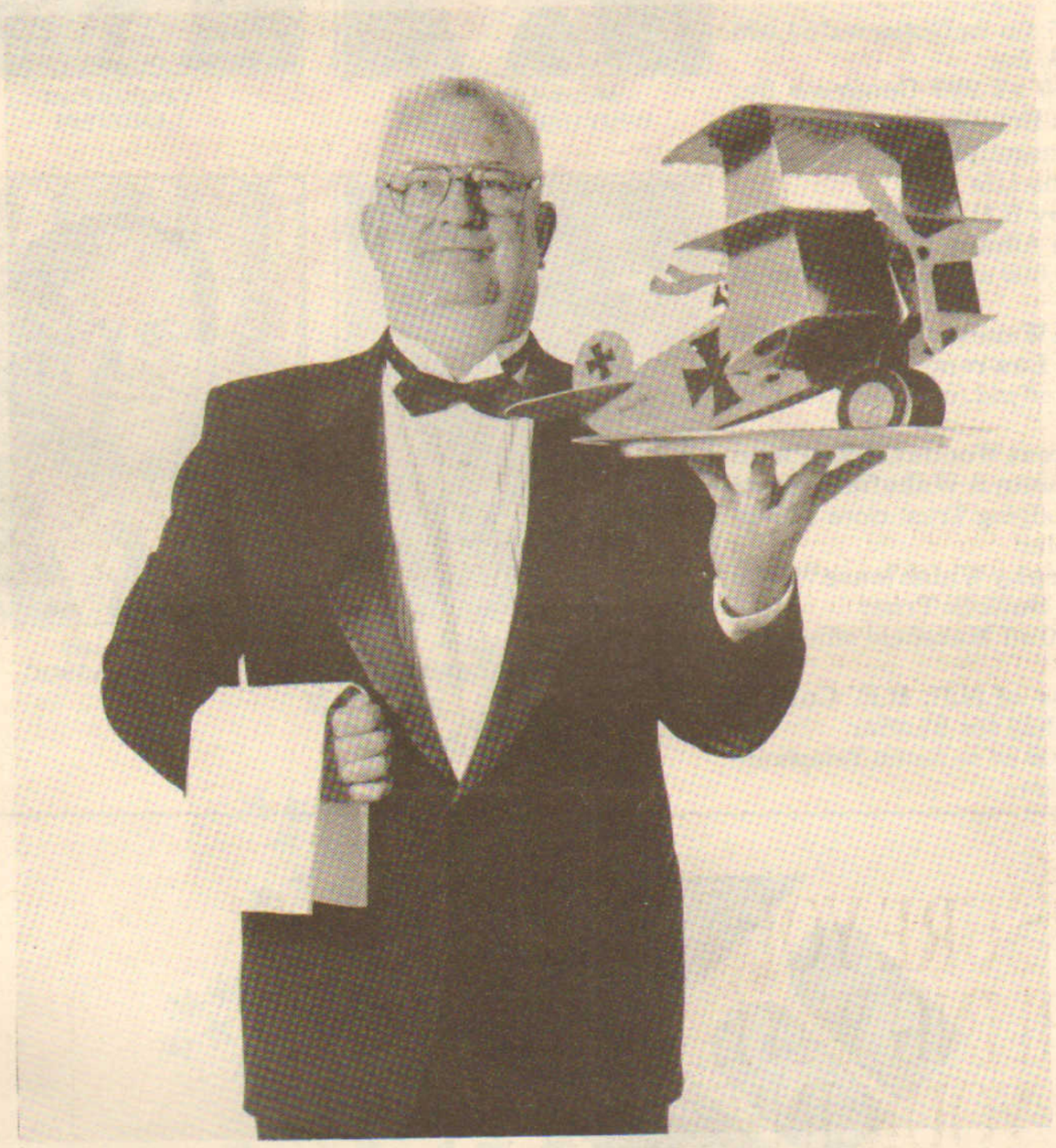
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MARCH

Suffolk Const. starts 32,000 s/f $3m Center for Optimum Care, Wakefield, 45 beds, for Frontier Group

Banker & Russo of Newmark sell 15,200 s/f offices in Greenwich, Conn. for Mutual Benefit Life for $1.3m

Cutler Assoc. saves time and money using tilt-up method with ConSteel at three locations

Boston Mortgage Capital places $5.5m for Gutierrez' 51,000 s/f center through CUNA Mutual Life Ins.

Nordic Props. acquires 150,000 s/f 230 Congress St., Boston for $7.1m; Gifford of R.M. Bradley brokers

Griffin, Maher & Griffith of FH&O negotiates $12.55m sale of Mall at Walpole, 271,160 s/f, for Aetna Life

Thompson Doyle Co. selected by B.U. Medical Ctr. for 1.2m $350m BioSquare offices on Albany Street

Stone Building completes $10m 20,000 s/f Filene's anchor at Ingleside Mall in Holyoke, Mass.

Reardon & Dalton of Cushman & Wakefield lease 702,808 s/f of dist. space to Malden Mills, Lawrence

Farley Whittier Ptrs. leases 67,617 s/f ind./whse. for Creative Building Systems in Berlin, Conn.

Cathartes acquires 54,000 s/f Great Woods Office Pk. in Mansfield for $1.8m; names Cushman & Wakefield agent

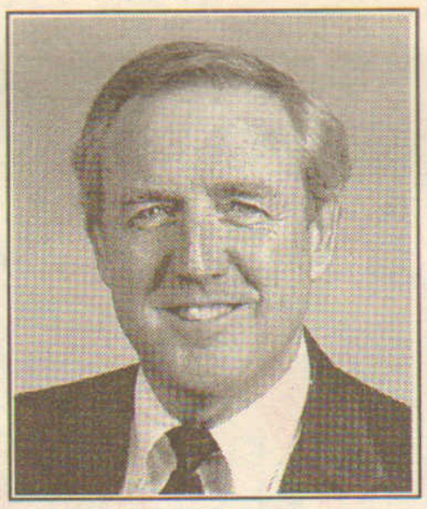
Donald Saunders and Starwood Lodging Trust close $100m purchase of Boston Park Plaza complex

Nicoletti & Clancy of Lynch Murphy Walsh lease 73,689 s/f at Cabot Business Park for 31 Suffolk Trust

Oddo & Stone-Tsakirgis sell 15,000 s/f Wakefield offices for Trimount Realty for $1.15 million

Denton of Hunneman & Atkins of N.H. R.E. Co. sell 48,405 s/f in Hampton for J.D. Cahill for $1.25m

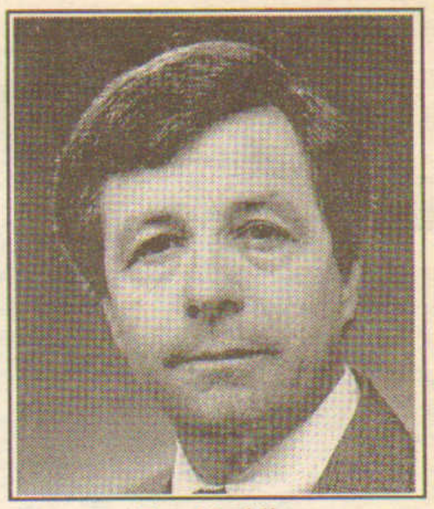
Cummings signs first tenant, 40,000 s/f to Radio Telephone Syst., Woburn; Joyce of Whittier brokers



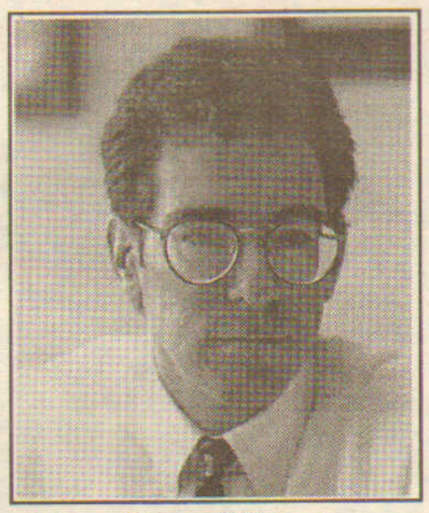
Michael Sherman
WHITTIER PARTNERS



Vaughan Pratt
LANDVEST



Ron Macklin
CB HAMPSHIRE



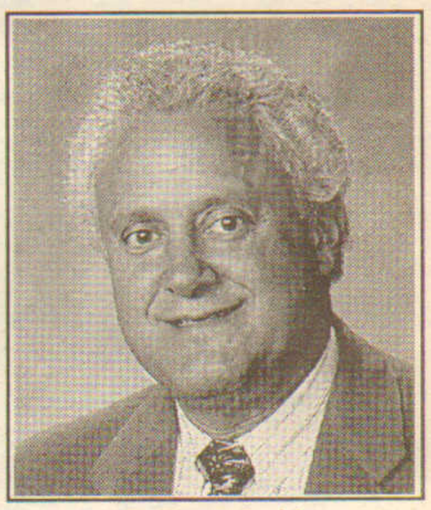
Thomas Wilder
WILDER MANAGEMENT



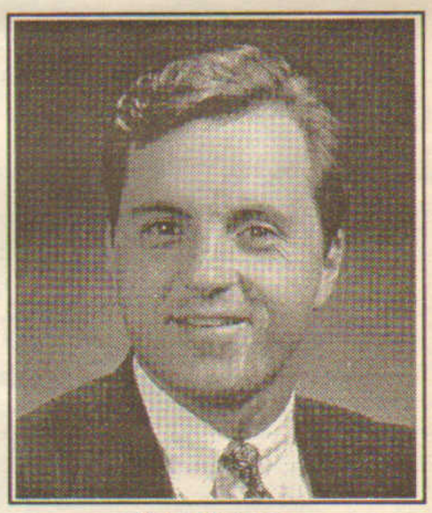
John Avery
AVERY & ASSOC.



Harv Levin
HARV LEVIN INC.



DeForest Smith
GEORGE J. SMITH & SONS



John Parsons
PARSONS COMM'L. GROUP



Fred Brown
DVB



Gregory Micallef
OLYMPUS GROUP

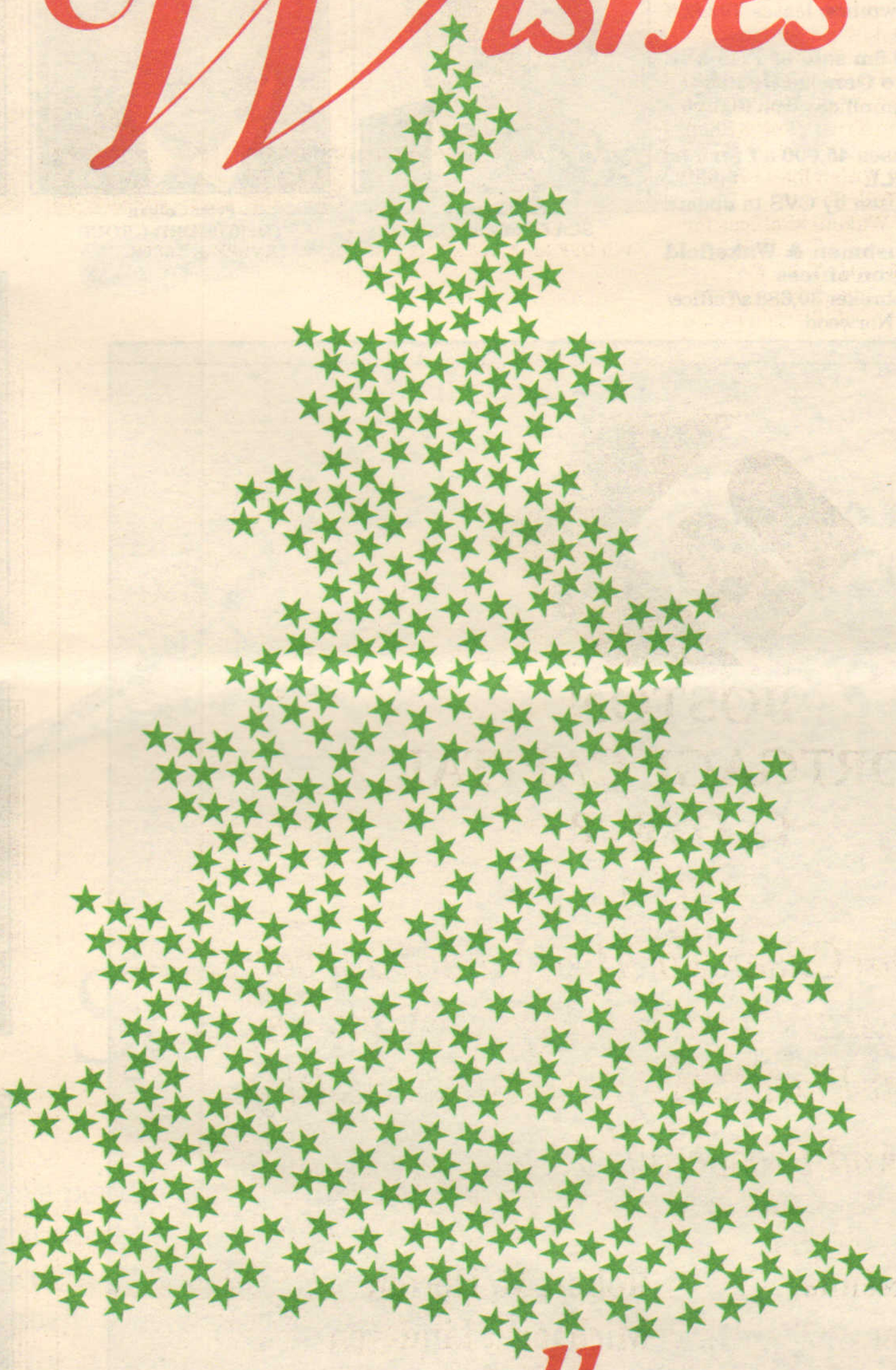
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Best Wishes



to all our business associates

NPM Net Properties Management, Inc.

535 Boylston Street ☆ Boston, MA 02116 ☆ 247-2200

April

Stewart of Cronheim obtains $31.3m servicing and $6.2m building loans for SunAmerica N.E. properties.
Commonwealth Communities Dev. & Pointe Group develop $10m 135 bed Brockton healthcare campus; Suffolk GC

O'Neil & Veroneau of Northland sell 43,000 s/f Portland office/retail bldg. for Travelers; $1.45m
Newman & McGrath of W&M Properties lease 50,000 s/f at MerrittView Office Plaza in Norwalk, Conn.

Spaulding & Slye, Nordblom & Avalon lease 60,000 s/f at Northwest Park, Burlington, for Nordblom Co.
Suffolk Const. awarded $16m pact for 90,000 s/f Brunswick College new buildings and renovations

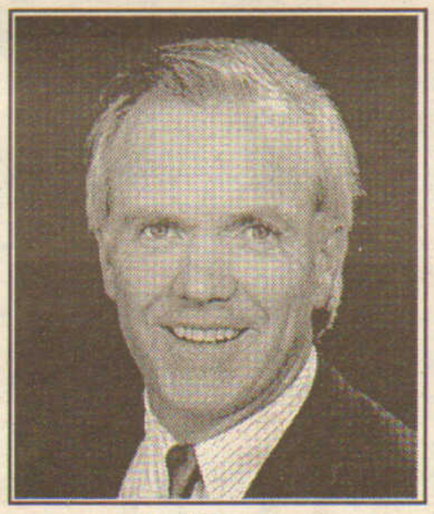
Lexington Ptrs. sells 61,000 s/f Thompson Plaza mixed use in E. Haven, Conn. for $1.55 million
S-C Management named to manage 128 unit Katahdin Woods in Lexington, Mass. by CIGNA

Boudrot of Hunneman Comm'l. cobrokers 116,908 s/f $3.9m Westwood, Mass. sale with Lynch Murphy Walsh
Owner Bert Paley of Wood Mills, Lawrence, leases 702,808 s/f to Aaron Feuerstein of Malden Mills

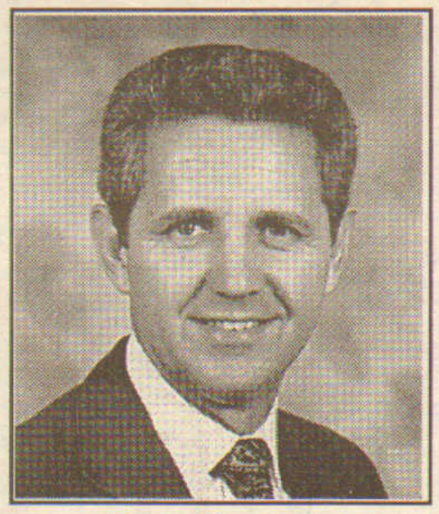
The Stevens Group negotiates $3.6m sale of Franklin Nursing & Rehab Ctr., Greenfield to Genesis Health
HB Nitkin buys 16,000 s/f Darien, Conn. offices from FDIC for $2,076,000

Giuttari of Paramount Props. leases 45,000 s/f former Tupperware site in N. Smithfield, R.I.
Vision III Architects, Providence, chosen by CVS to update 1,000 chain pharmacy stores in U.S.

Lynch Murphy Walsh & Ptrs., Cushman & Wakefield cobroker 39,482 s/f lease of Burlington offices
Saunders R.E. Corp. & Avalon Ptrs. cobroker 30,688 s/f office/whse. for RREEF to Apria Healthcare. Norwood



Paul Durgin
CONWAY COMM'L. CONSULT.



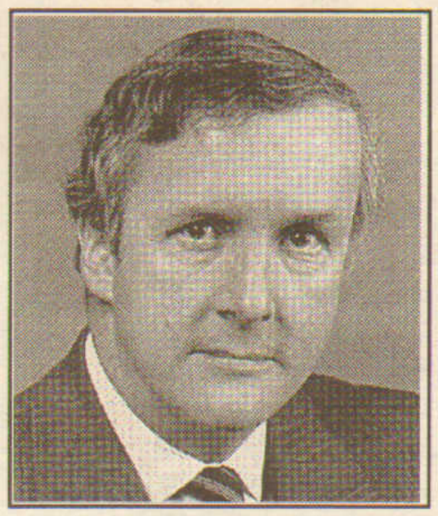
Charles Thompson
THOMPSON APPRAISAL



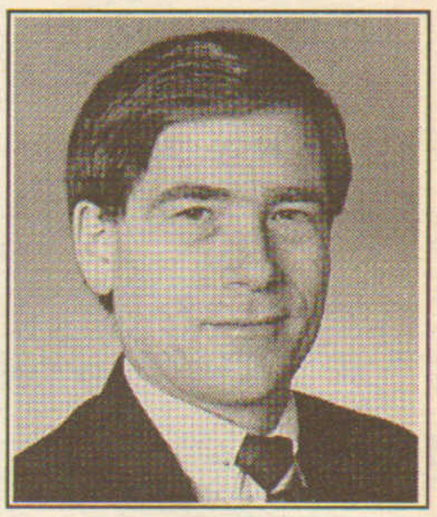
Robert Rechner
NET PROPERTIES



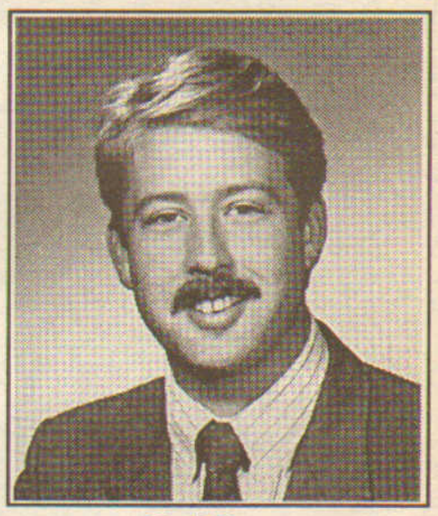
Steve Crowley
SCA COMMERCIAL



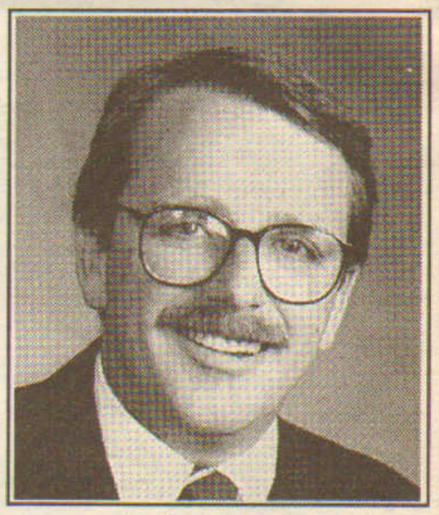
Peter Colgan
THE GIFFORD GROUP



Richard Shmishkiss
HAWTHORNE MGMT.



Todd Payne
GOODFELLOW ASHMORE



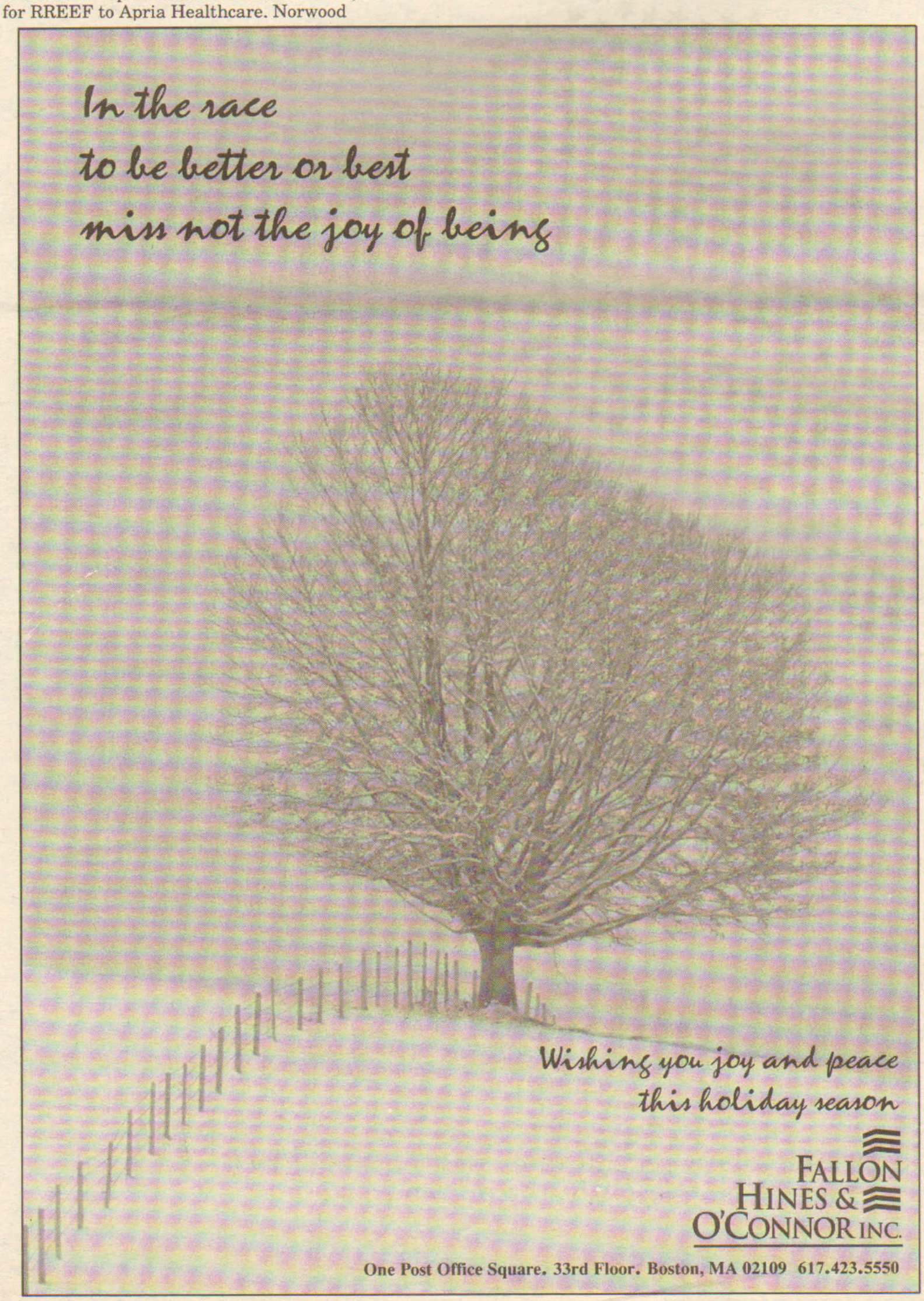
Robert LaPorte
MEREDITH & GREW



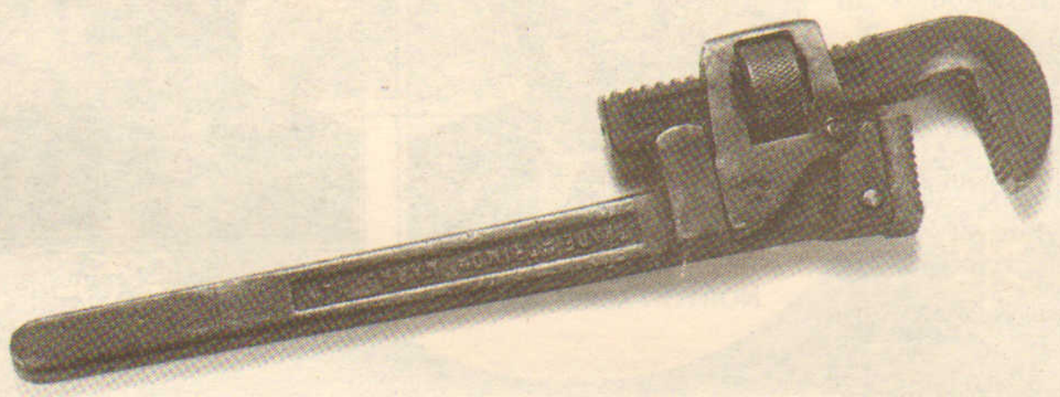
Carol Todreas
TODREAS/HANLEY ASSOC.



Michael Konover
KONOVER & ASSOCIATES



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APRIL

Macomber to build 525,000 s/f Back Bay $140m office tower; SO&M architect; Meredith & Grew leasing agent

Fish of Ashworth places $3.35m for 57,319 s/f Crossroads at Cromwell (Conn.) with Cooper-Horowitz

N.E. Realty Resources places $3.2m loan on 55,000 s/f for Col. Westbrook Assoc. of Maine

A. Bonfatti finishes $2.3m new shop construction at Logan Airport for Marriott, Allders & Duty Free

LMW&P and FH&O lease 68,815 s/f of offices/R&D for Second Marlborough Trust to Sepracor

Flynn & Edward of Meredith & Grew lease 37,941 s/f at Copley Place with Dominiski of JMB Realty

Goodfellow Ashmore leases 37,500 s/f in Berkshire Corporate Pk., Danbury; IPEC/Precision stays in Conn.

Brockwell & Johnson of MJB R.E. sell 13,250 s/f Monroe, Conn. strip center for $1.3 million

Wittman & Cassum of FGE&O arrange $60m for Beacon Properties' 646,000 s/f One, Two & Three Center Plaza

Pergola & McCaffrey of Meredith & Grew sell 140,000 s/f in Tewksbury for MetLife to MGI for $8.763m

Advance Realty brokers $12m sale of No. Adams Shopping Ctr., 135,471 s/f anchored by K mart

Stanley Brown sells his Gov. Bradford Hotel on Plymouth Harbor and 15,250 s/f mall for $5.75m

Suffolk Const. builds $3.5m Iron Mountain storage addition in Franklin, Mass. containing 77,000 s/f

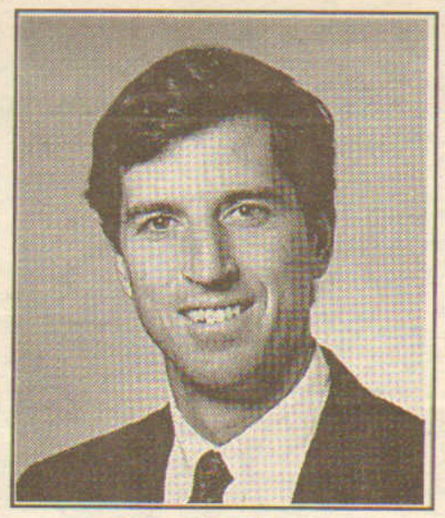
Braverman sells 26.89 acres in Norwalk for Carroll Est. of N.Y. to Toll Bros. for $1.1m, for 22 homes

Whalen of Tedeschi Realty leases 22,080 s/f to 7 tenants at 7 Tedeschi managed Bay State centers

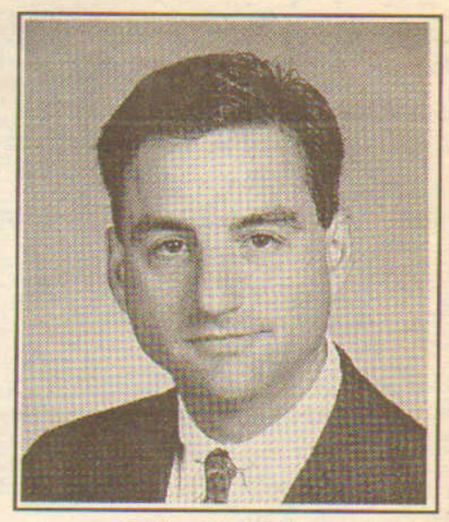
Conway & Co. named leasing agent for 60,000 s/f Cranberry Crossing retail center in Kingston, Mass.



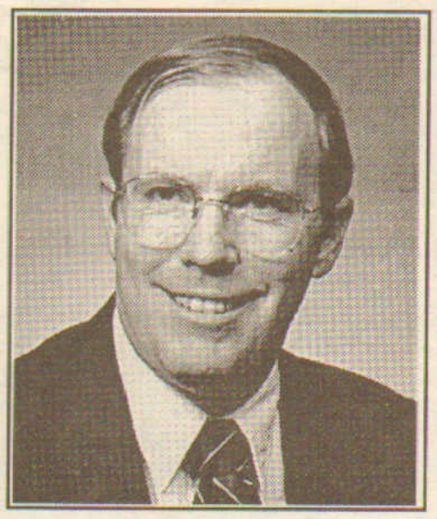
Richard DeWolfe
DeWOLFE/NEW ENGLAND



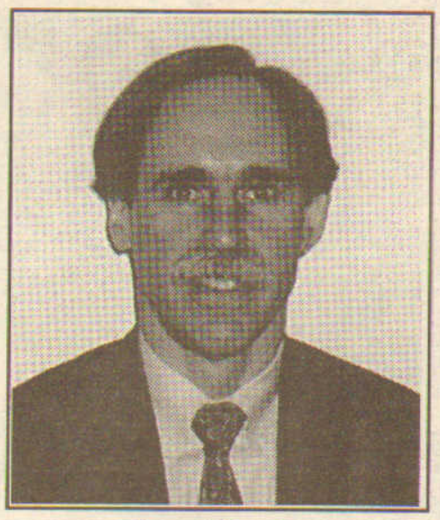
Peter Nordblom
NORDBLOM COMPANY



Robert Nahigian
AUBURNDALE REALTY



Bill Norton
NORTON ASSET MGMT.



Edward Shapiro
SHAPIRO FINANCIAL



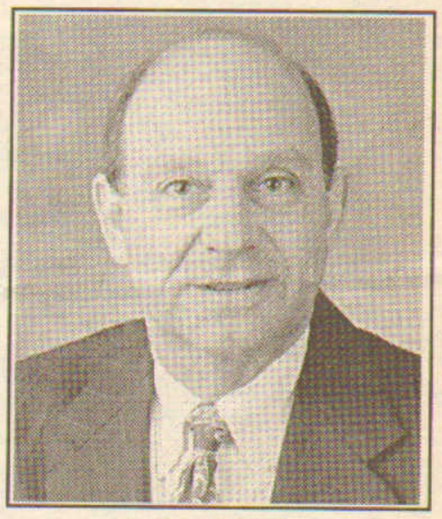
Barry Kelliher
PEABODY PROPERTIES



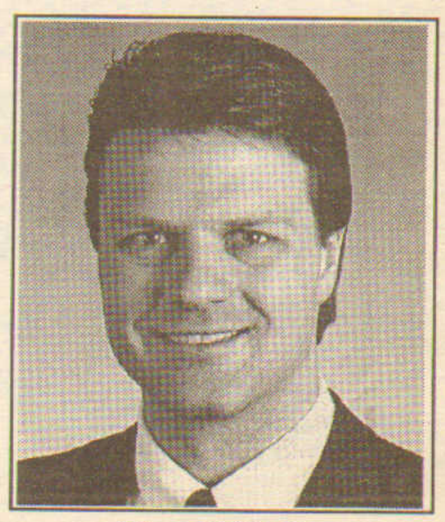
Carl Barron
PUTNAM FURNITURE



Nanette St. Pierre
ST. PIERRE DEVELOPMENT



Anthony Shaker
BALCO, INC.

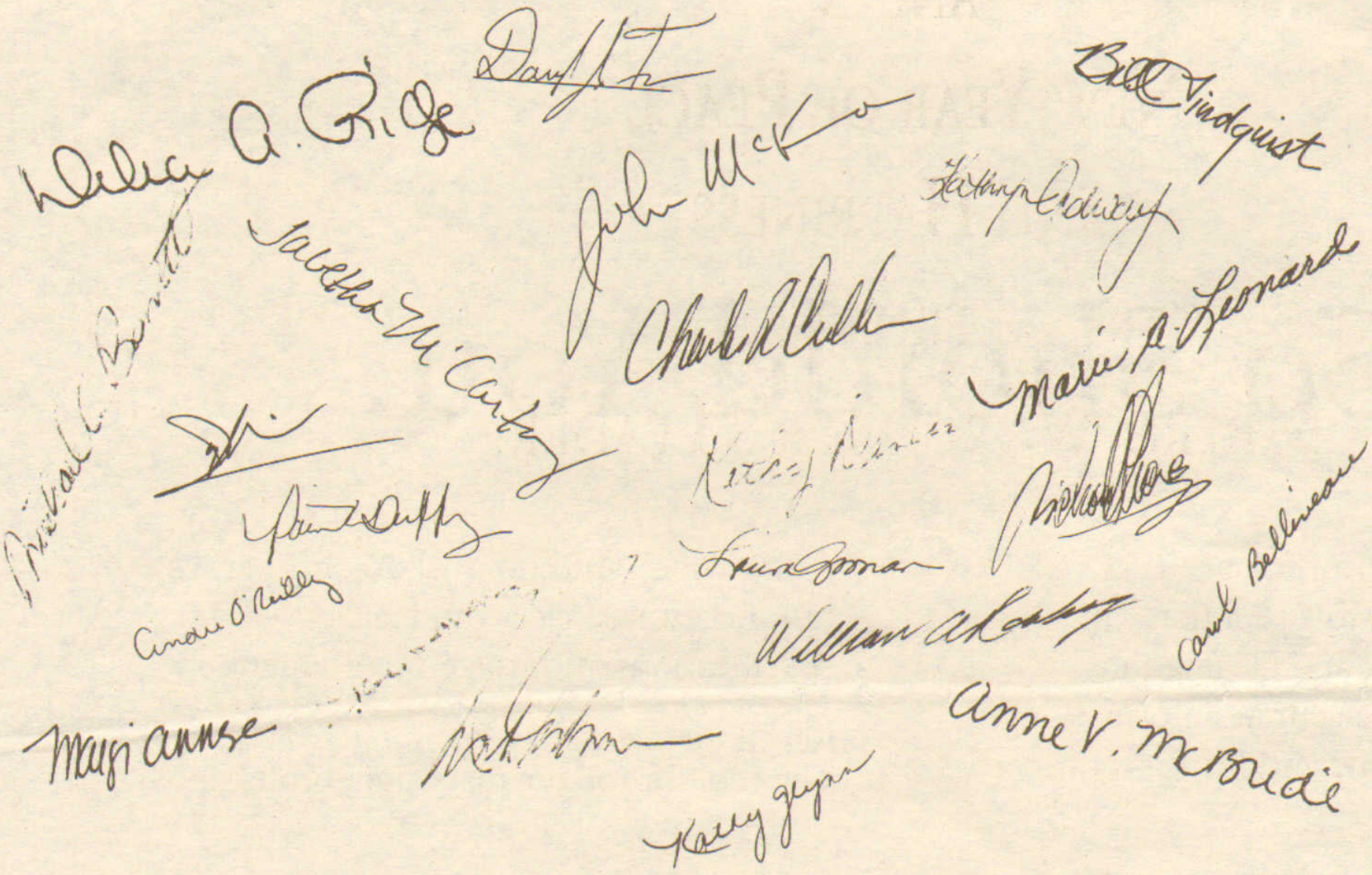


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Anne McBride
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John McKenna
Laura Goonan
Bill Lindquist
Bill Rosenberg
Mike Bennett

Steve Rowan
Patty Duffey
Darryl Fess
Rick Archambault
Marie Leonard

Margi Annese
Kathy Devlin
Kathryn Ordway
Kathy Glynn
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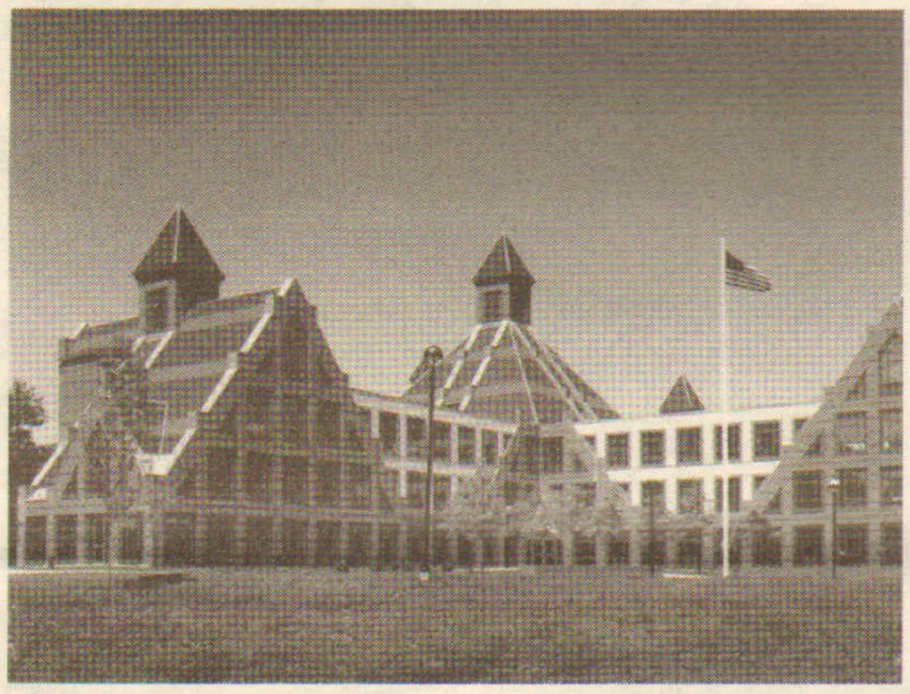
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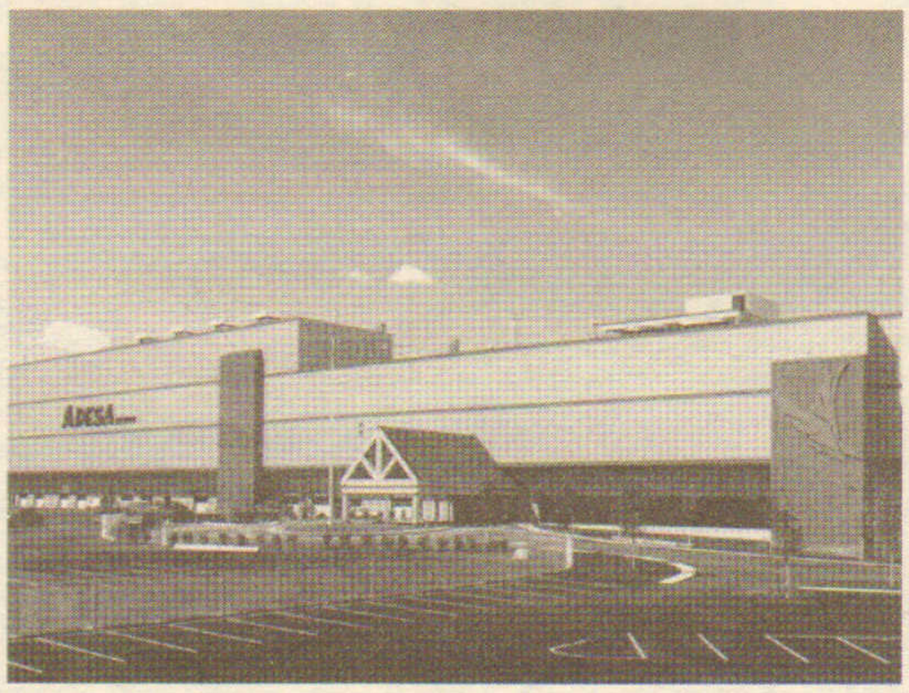
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Murdock Middle/High School Winchendon, MA
General Contractor: J.T. Callahan & Sons, Inc.
Architect: Architectural Resources Cambridge, Inc.
Size: 125,000 sq. ft.



Adesa Auctions of Boston Framingham, MA
Owner: Adesa Auctions of Boston
Size: 2,000,000 sq. ft. new primary and secondary service distribution; 1,000,000 sq. ft. security lighting for parking area.

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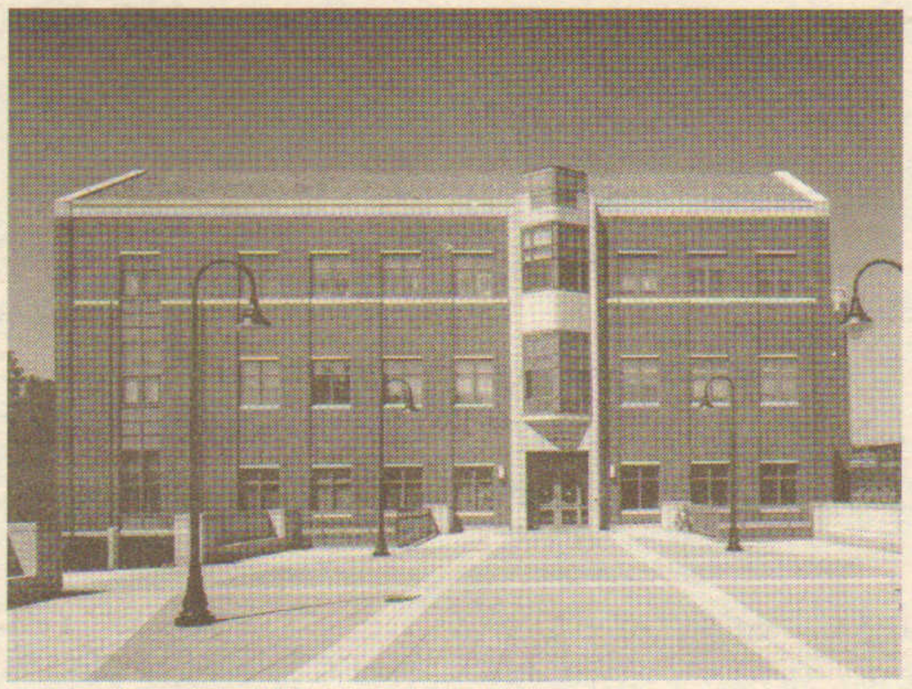
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ely on for electrical work in 1997.

ries, references, and further information
our services.



Avery Manor, Continuum Care Facility Needham, MA
General Contractor: Suffolk Construction Co., Inc.
Architect: John M. Sheskey Associates, Inc.
Size: 143,000 sq, ft,



University of New Hampshire Durham, NH
Rudman Hall - Biological Sciences Center
General Contractor: Suffolk Construction Co., Inc.
Architect: Ellenzweig Associates
Size: 120,000 sq. ft. new facility,
plus 80,000 sq. ft. renovation

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May

Craig of Dunham brokers sale of 65,000 s/f Three Canal Plaza in Portland for $4.2 million

Nordblom completes $3.1m renovations to three buildings at Northwest Park, Burlington; 74,869 s/f

Murphy of Grubb & Ellis named agent by Sable Oaks L.P. & Michigan DPC for 20 acres in Portland

Lynch Murphy Walsh & Ptrs. leases 175,771 s/f to three; Nicoletti-Clancy broker in 3 communities

Eastern Building Services awarded contracts by M.I.T. (260,000 s/f) and Nelson Cos. (400,000 s/f)

Engelberth breaks ground on Schleuniger's 22,000 s/f $1.2m HQ in Manchester; David White architect

DiScala-Breault of DiScala & Co. lease 208,000 s/f in Waterbury, Conn. for Conn. Technologies Bldgs.

Cummings Props. leases 100,000 s/f to Orion Research at former USM site in Beverly

Spiegel of Hunneman, Cordea of Whittier sell $2m 58,000 s/f Northborough, Mass. industrial plant

Barry-Francis-Levine of Ryan, Elliott sell $1.5m 43,000 s/f in Warwick, R.I. to Citizens Bank

Kaufman of Rodman R.E. sells 30,000 s/f $995,000 site for Citizens Bank, Cranston, to Automation Tech.

Flagship Comm'l. brokers 3.8 acres in No. Andover, Mass. for GDM Realty to PBJ Dev. for $800,000

Krock of Landmark R.E. sells 16,000 s/f mixed use in Brighton with Berkeley Inv. for $1 million

Ashworth Mortgage places $12.825m financing to Western Dev. for 533,000 s/f Caldor site, Westfield

Spectrum Financial arranges $9m Sun Life loan for 148,000 s/f Two Portland Sq.; Northland manager

Pro Con completes $2.9m 49,000 s/f Marriott Residence Inn, Scarborough, Me.



Brian Hines
FALLON, HINES & O'CONNOR



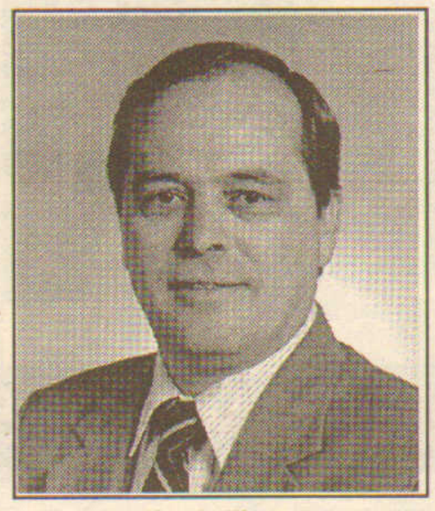
William Payton
PAYTON CONSTRUCTION



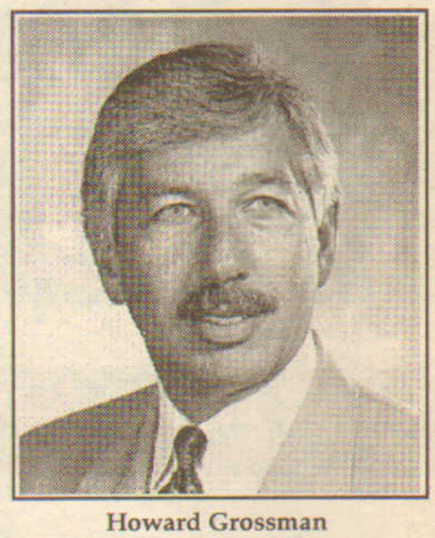
Jim Marotta
CROWN CONSULTING



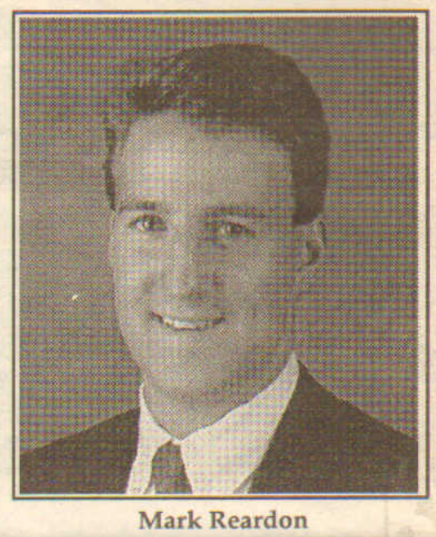
Walter Dages
BARTLETT TREE EXPERT CO.



Jim Sullivan
THE NEW BEDFORD CORP.



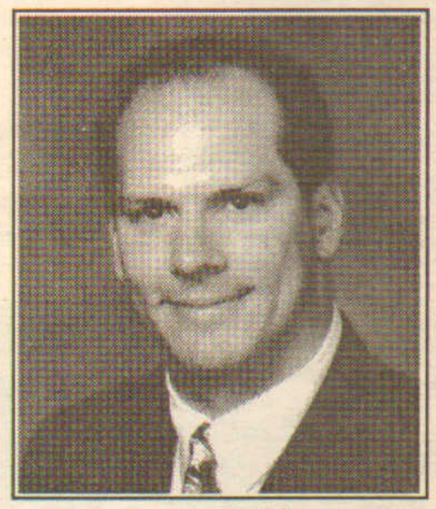
Howard Grossman
DANIEL B. KATZ



Mark Reardon
CUSHMAN & WAKEFIELD



David Stubblebine
THE STUBBLEBINE CO.

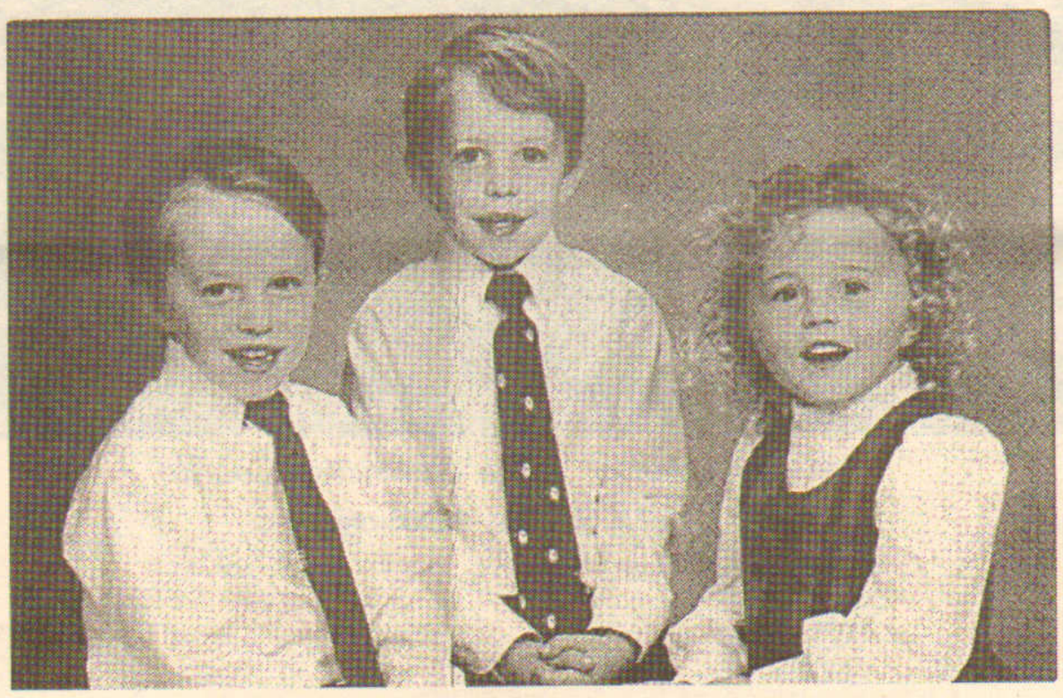


Gregory Perkins
RE/MAX REALTY PROS.



Timothy Tedeschi
TEDESCHI REALTY

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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.

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Robert S. Conrad

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(617) 444-5980

Designed by New England Real Estate Journal

May

FGE&O places $4.5m with Equitable Inv. for Lyme Properties' 84,632 s/f in Cambridge

Cutler completes $3.6m 31,600 s/f renovation and expansion of Worcester Jewish Community Ctr.

Spencer of Hunneman Comm'l. sells 80,000 s/f $1.5m Wilmington offices, manufacturing whse.

Farley Whittier Ptrs. brokers 28,500 s/f lease in E. Windsor, Conn., for Wilkinson Props. Fund V

Tito/Hunneman & Hicks/Stevenson cobroker $2.44m sale of 143 apts. in Dorchester for Colony Nyro Ptrs.

Spectrum Financial arranges $10.5m for Home Quarters' 135,200 s/f; Dash Realty borrower

Meredith & Grew places $4m financing for 105,180 s/f BJ's Warehouse Club in Johnston, R.I.

Suffolk Const. starts $1.1m 9,560 s/f addition for CareMatrix' Homestead, Fla. rehab center

McLaughlin & Arakelian sell 30,000 s/f retail strip in Billerica, Mass. to Bennett for $931,000

Lloy Hack Assoc. completed 40,000 s/f update for Foley, Hoag & Eliot's Boston law offices

O'Hara of CB Comm'l. leases 46,500 s/f in Conn. at Milford Place with Rostenberg-Doern & MJB R.E.

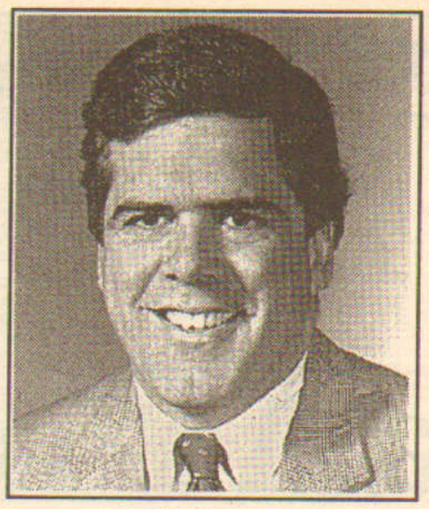
Nordblom Brokerage sells 18 Brookline, Mass. apts. with Palmer Russell to GS Realty for $1.65m

Marchewka of Finlay Co. brokers 17,000 s/f $575,000 Portsmouth, N.H. sale for Engineering Tech. Ctr.

O'Neil Realty & Re/Max Omega lease 30,000 s/f in Hooksett, N.H. to Kimball & Brown moving firm

Casler Co. & W.J. Nealon lease 20,000 s/f in Watertown for Ark-Les to Exergen Corp.

R.W. Holmes Realty & Byam Bros. lease 10,113 s/f, Billerica; Moskowitz, Christman cobroker



Karl Sherry
HAYES & SHERRY



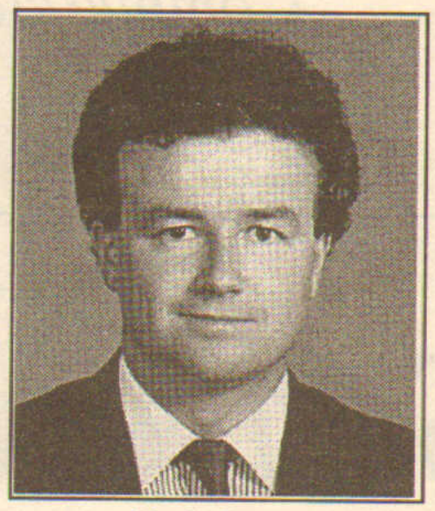
Donato Maisano
MAISANO ASSOC.



Chris Finlay
FINLAY REAL ESTATE



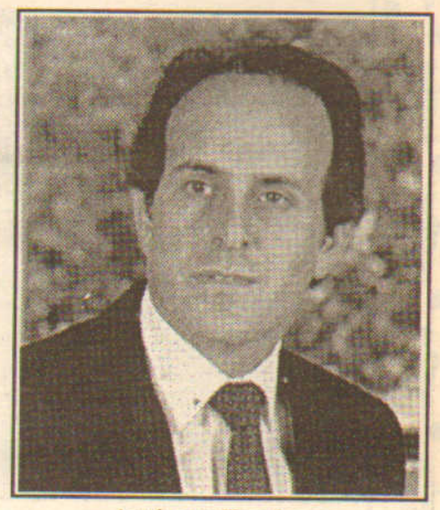
Andrew LeGrega
WILDER MANAGEMENT



Martin Kenny
LEXINGTON PARTNERS



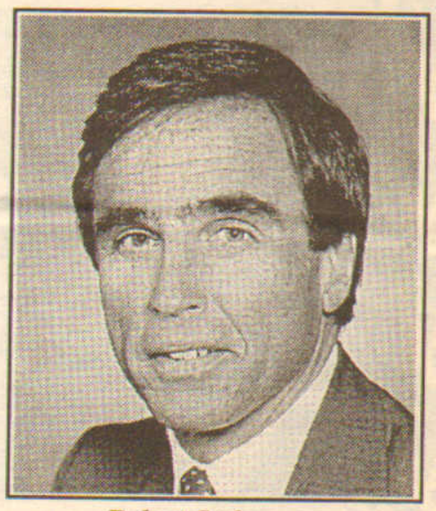
John McWeeney
TEDESCHI REALTY



Anthony Tambone
TAMBONE CORP.



Pamela McKinney
BYRNE, McKINNEY & ASSOC.



Robert Sudmeyer
BOWDITCH & DEWEY



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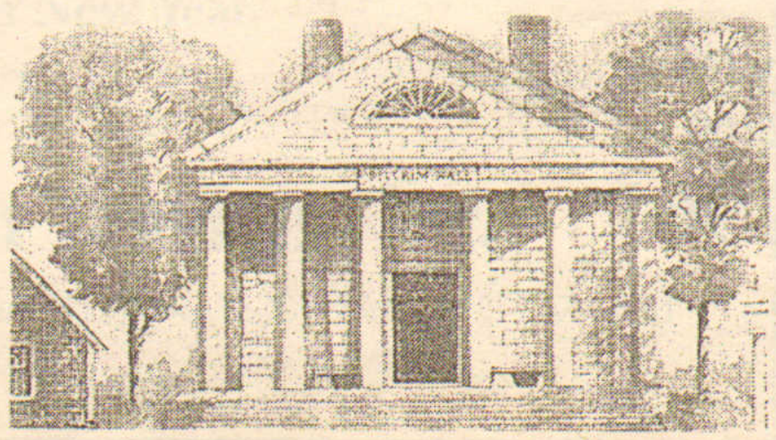
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Wishing you a Joyous Holiday Season and a Happy New Year.



Happy Holidays

from

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Development Company

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DEVELOPMENT COMPANY
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(617) 821-6503 Ext. 104

JUNE

Brown-Ingram of Shepardson, Lucas of LMW & Ptrs. cobroker 52,000 s/f Cambridge offices/R&D; $1.8m

Congress Group developing $120m 250,000 s/f EF Centre, Cambridge; Suffolk Construction GC

Godin-Theroux of Drubner broker 60,000 s/f lease in Waterbury, Conn. with R. Calabrese Agency

Spencer of Hunneman Comm'l. sells 56,000 s/f $1.4m site for SBR Realty to Howland Development

Commonwealth Dev. building $15m 100 assisted living units in Brockton; Suffolk Cty. GC

Harvard Medical School selects Codman facilities manager for 294,000 s/f Harvard Insts. of Medicine

Shea & OREO Marketing lease 25,000 s/f in Salem, N.H. Professional Park to Ecco USA

Engelberth & H.L. Turner design/build $1.5m 21,000 s/f Teradyne expansion in Nashua, N.H.

New England Realty places $30m for Sunstar's buy of Boston Park Plaza with ING Inv. Mgmt.

Hayes & Sherry sell 115,830 s/f E. Providence mfg. site with Finard to Wasserman for $2.24m

Francis/Ryan, Elliott, CB Comm'l., Hayes & Sherry sell 80,000 s/f, Cranston, R.I. for $1.275m

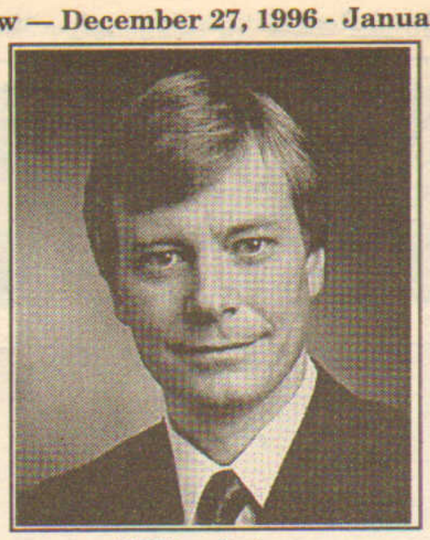
Reed of CB Comm'l. sells 26,000 s/f $550,000 Wilbraham, Mass. industrial property

Giunta & Richmond of Whittier Ptrs. sell 42,308 s/f in Billerica for Aetna to Schroder, R.E.

Brigham of Carey Assoc. sells 20 No. Hampton, N.H. units for $482,000; 10,000 s/f with retail

Bolotin of Colebrook brokers 27,996 s/f sale of Springfield shopping strip for A&S Realty

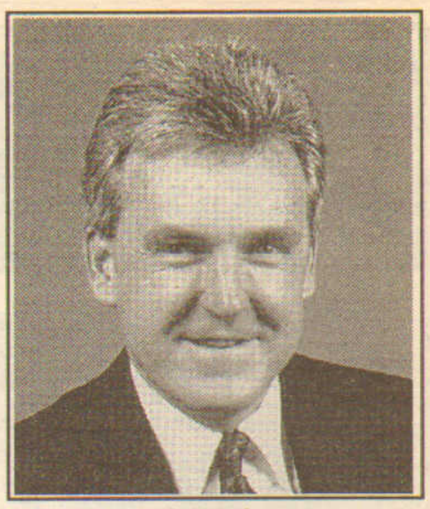
New England Dev. & O'Connor Group of N.Y. agree to merge property management companies



William Jackson
WILLIAM JACKSON ASSOC.



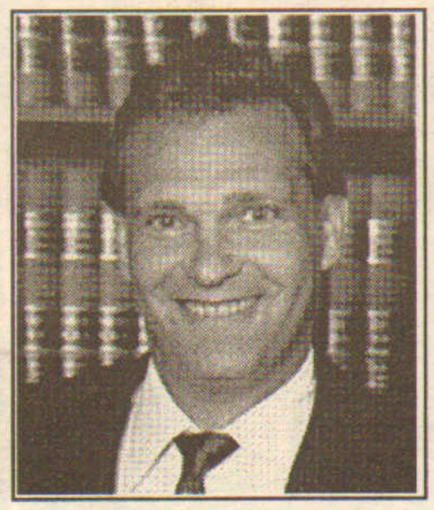
Jodi Hartley
SPAULDING INVESTMENT



Jack Kerrigan
LEGGAT McCALL/
GRUBB & ELLIS



Edward Bowler
AVERY ASSOCIATES



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



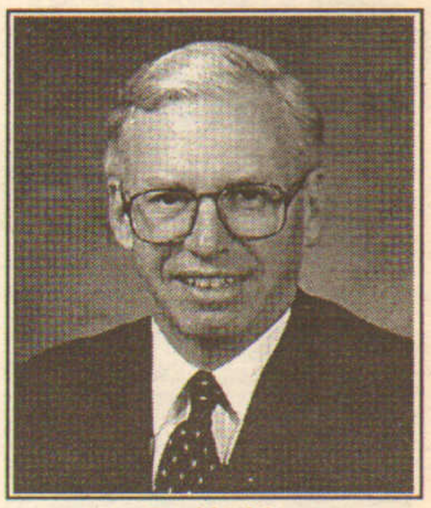
Mark Dickinson
DICKINSON DEVELOPMENT



William McCall Jr.
McCALL & ALMY



Donald Saunders
SAUNDERS R.E. CORP.



David Kirk
KIRK & COMPANY



John Samenfeld
PRO CON CONSTRUCTION

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Martin S. Berman, CPM
Bryce M. Tinmouth, President

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JUNE

O'Connor-Kavoogian of FGE&O arrange $15m mortgage with Aldrich Eastman & Waltch for 231,491 s/f SC

New England Realty places $9m for MGI's 189,200 s/f in Metro. Life Tech. Park, Tewksbury

Groblewski of Spectrum Financial arranges $2.475m on 19,000 s/f for Marco Group's Walgreens Plaza

Giles & Lundgren of Hunneman sell $6m 200,000 s/f Neponset Valley Ind. Pk. to D&O Investors

Crown Const. completes $1m facility for Mass. Biological Laboratories in Jamaica Plain

York Hunter named CM for $19m American School for the Deaf in West Hartford, Conn.

Fish of Ashworth Mortgage places $5.925m for 344,150 s/f Hampton, N.H. industrial property

Nelson of LM/G&E leases 48,000 s/f Chelmsford warehouse with Stubblebine to USCO

Samuels & Assoc. buys 223,000 s/f Middlesex Mall in Burlington from Northland Inv. for $13.05m

Phelan & Butler of Meredith & Grew arrange $16.7m for 160 unit Garrison Square apartments in Boston

Kerrigan of LM/G&E brokers 168,000 s/f build to suit with Beal Cos. for Boston Tech., Wakefield

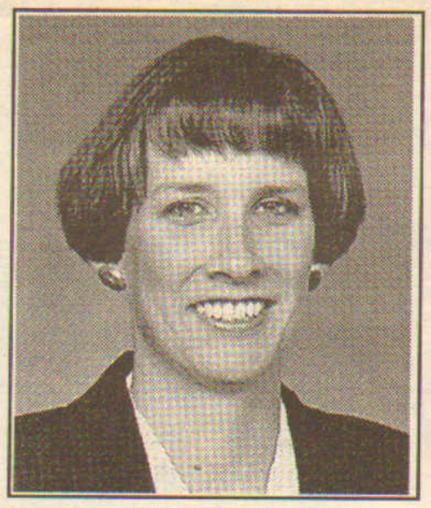
Capstone sells 60,000 s/f Ocean State Plaza in Providence to K.S. Land of New York for $2.7m

Alevizos Group refinances 170,000 s/f Horace Mann Plaza, Franklin, Mass. with $6.5m Citizens loan

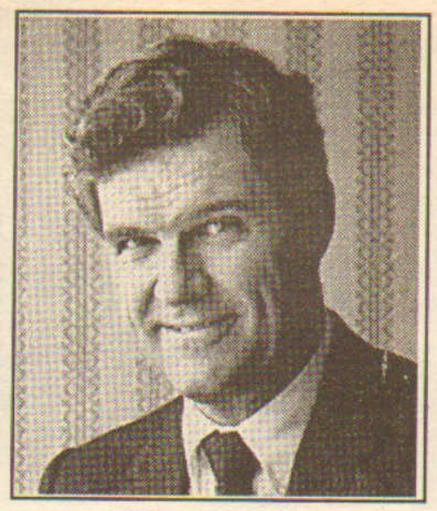
Borden of Lynch Murphy Walsh sells 100,000 s/f site in New Bedford Ind. Pk. to AFC Cable – $2.1m

Fellah of Braverman Group sells 92 unit Hamilton Park House, Waterbury, Conn. to RDB Building for $1m

Kelleher & Sadowsky and Hunneman lease 76,000 s/f in Westborough to Erie Plastics



Kathy Doyle
THOMPSON, DOYLE & CO.



Michael McCulley
REMAX ADVANTAGE



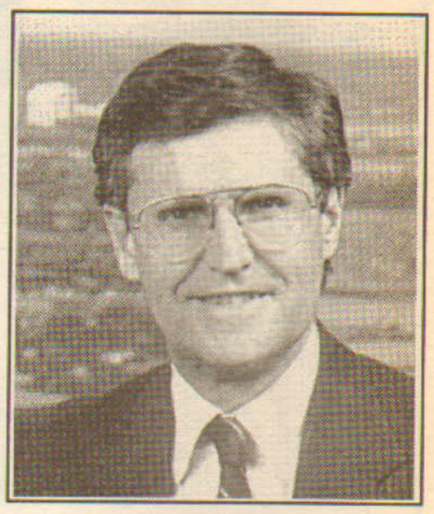
Karyn McFarland
McFARLAND & FINCH



Hal Kurfehs
SCALZO REAL ESTATE



Robert Bramley
RG BRAMLEY & CO.



Mark Kisiel
LEGGAT McCALL/
GRUBB & ELLIS



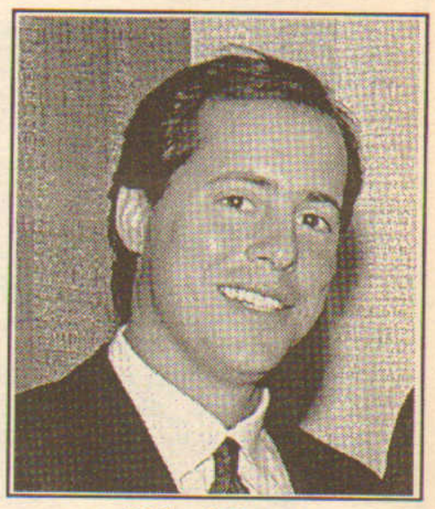
Jim Boudrot
HUNNEMAN COMMERCIAL



Rachel Roginsky
PINNACLE ADVISORS



Charles Cullen
GROVE BANK



Richard Vazza
VAZZA COMPANIES

Seasons Greetings
and
Best Wishes
for
the New Year.

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JULY

Textron names Spaulding & Slye CM, leasing agent for 267,000 s/f Wellington Place in Everett

Whittier Ptrs. brokers $12.8m sale of 131,838 s/f Andover Corporate Ctr. for CC&F to Sun Life of Canada

Mowers-Salvatore of Grubb & Ellis broker 95,000 s/f Stamford offices for Allstate Life for $8.4m

Suffolk Const. tops off $16m Bowdoin College job; 62,000 s/f new building, 28,000 s/f renovations

David Adam & Greenberg Grp. cobroker $5m lease of 6,000 s/f to Domain Inc. in Westport, Conn.

R.M. Bradley awarded management renewal of 901,000 s/f State Transportation Bldg. in Boston

Nick of JL Davis assists Infasco in purchase of 73,760 s/f in Swanton, Vt. for $1.5m

Farley Whittier Ptrs. brokers 50,895 s/f lease in E. Hartford for John Hancock Mutual Life

Sentivany & Assoc. arranges $54m for 400,000 s/f Stamford Ridgeway's mixed use

Rodman R.E. sells 50 acre ind. site in Smithfield, R.I. to R.I. Economic Dev. Corp. for $1.5m

Ryan, Elliott & Gold Star Props. sell 75,000 s/f Middletown, R.I. building for SKW R.E. for $2m

Pergola & McCaffrey of Meredith & Grew lease 427,319 s/f office/mfg. with Finard & Co.

Whittier Ptrs. leases 92,000 s/f build to suit at RiverPark, No. Reading; CC&F development mgr.

Lynch Murphy Walsh & Partners named agent for Koll's 178,800 s/f offices in four buildings in Waltham

Haddad Assoc. appointed leasing agent for new commerce park in Coventry, R.I. by Universal Props.

Sea Watch & Hunneman Comm'l. named agents for Lorusso's Independence Park in Hyannis



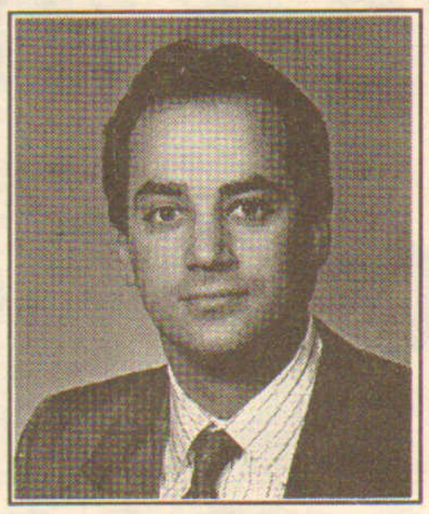
Barbara Pearce
H. PEARCE



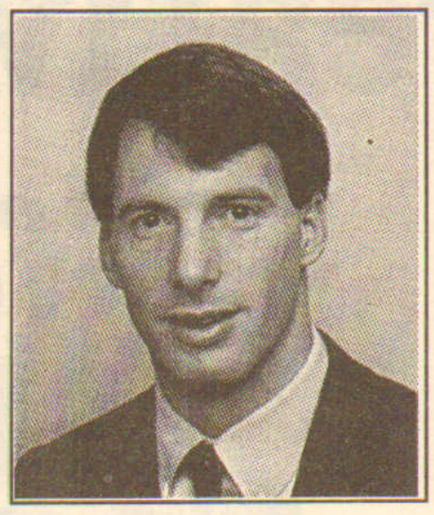
Kathleen Douglas
DOUGLAS COMPANY



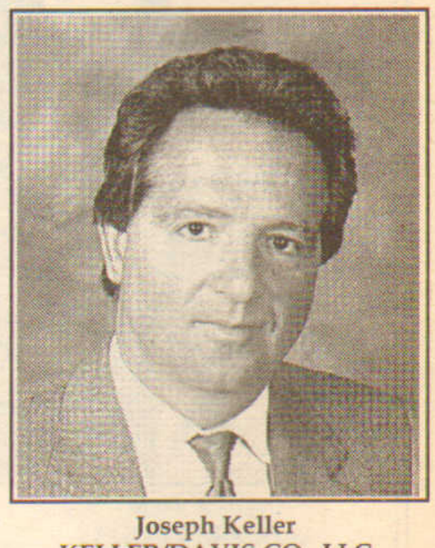
Michael Phillips
MB MANAGEMENT



Jeffrey Swartz
SPAULDING & SLYE



Stephen Lebovitz
CBL & ASSOCIATES



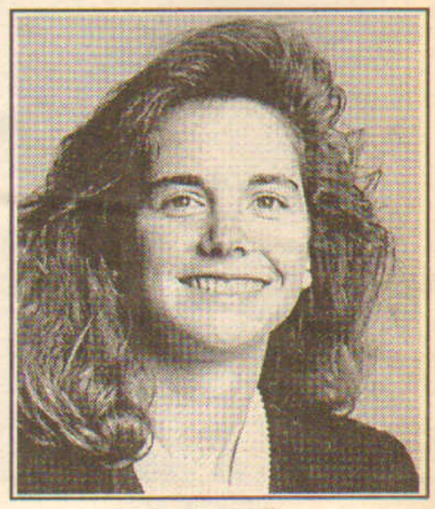
Joseph Keller
KELLER/DAVIS CO., LLC

SEASON'S GREETINGS
AND BEST WISHES
FOR THE
NEW YEAR

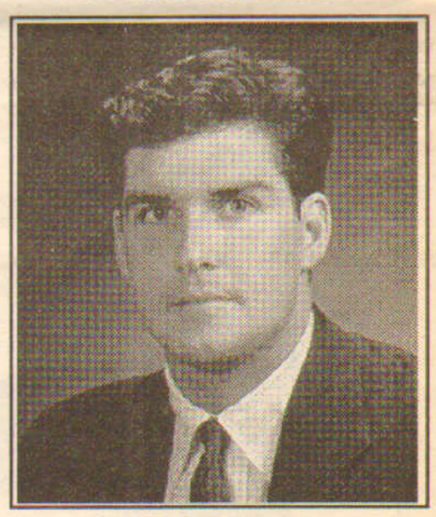
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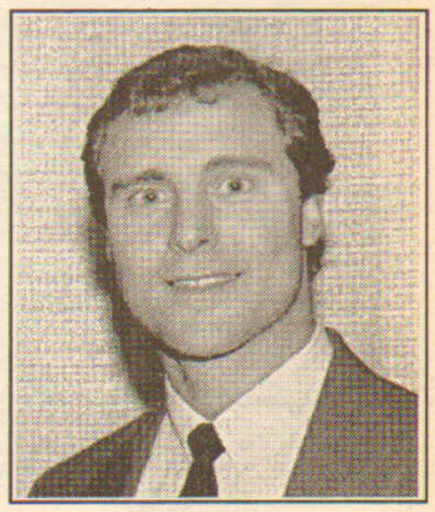
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50 Federal Street
Boston, MA 02110
617-357-5700
Fax 617-357-6494



Debra Napolitano
BOULOS COMPANY



Chris Devaux
PARSONS COMM'L. GROUP



Stephen Vazza
VAZZA COMPANIES



Kip Thompson
THE NELSON COMPANIES

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joy of the season

and happiness and health

for the New Year

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JULY

Leggat Co. agent for PGA Realty's 37 acre Upton Tech. Park in Wilmington; Tambone does sitework

Suffolk & Sverdrup start $23m 70,000 s/f Lowell High School renovation and construction project

Spaulding & Slye and CB Comm'l. sell 532,000 s/f Westfield, Mass. mfg./dist. site for $7.2m

Ashworth places $6m for two Wilder Mgmt. retail sites, 176,000 s/f, in Burlington and Revere, Mass.

Mortgage Resources & Witten Comm'l. arrange $4.6m mortgage for 176 apts. in West Haven, Conn.

Rockport Mortgage arranges $10m FHA/HUD financing for D. Cronin's 283 units; Coastal Capital brokers

Spectrum Financial arranges $4.4m for Campanelli's 92,500 s/f Federal Express building in Franklin, Mass.

Johnson of MJB R.E. brokers $625,000 sale of 20,000 s/f industrial building in Greenwich, Conn.

Fallon Hines & O'Connor sells 172,179 s/f Newton, Mass. offices to Schroder R.E. for Druker Co. – $34.5m

Douvadjian of Meredith & Grew arranges $5.8m for 77,296 s/f Spencer Fair with American Nat'l. Ins.

Gilbane Building & The Ritchie Org. finish $132m 358,480 s/f for St. Francis Hospital, Hartford, Conn.

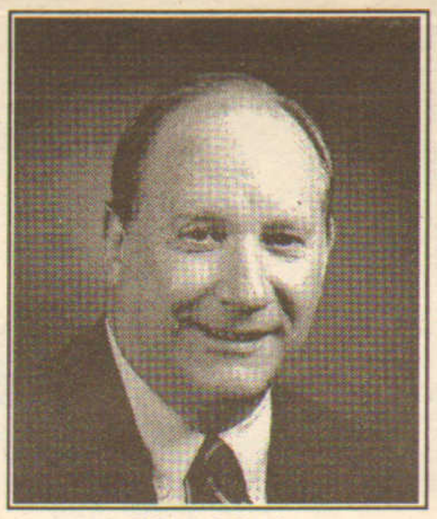
Meredith & Grew and Hunneman Comm'l. sell 75,891 s/f Shaw's Plaza in Merrimack, N.H. for $3.8m

ProCon completes 10 screen Canad Cinema in Concord, N.H.; Hedstrom architect for $1.7m property

Olin Microelectronic Materials opens 57,000 s/f $3.5m whse./dist. ctr. at Quonset Davisville I.P.

Quinn leases 226,00 s/f to the Party Express with Hunneman Comm'l., Codman Co., Atlantic Comm'l.

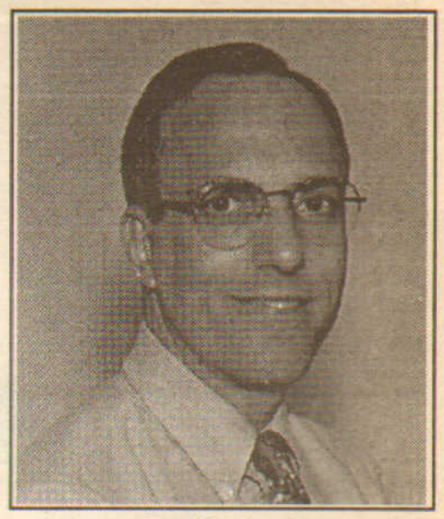
Feldco Dev. & Retail Dev. hold two Shaw's groundbreakings in Colchester, Berlin, Vt. – 65,223 s/f



Richard Shafer
CITY OF TAUNTON



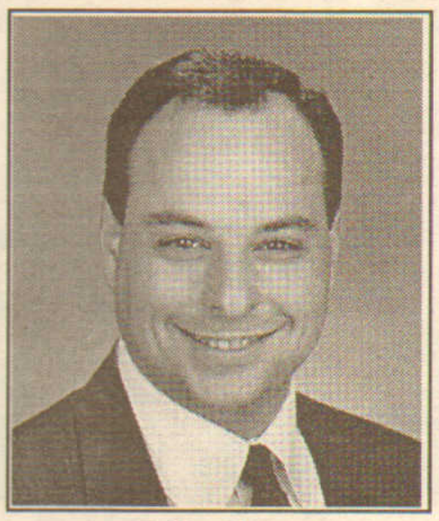
Jerome Manning
JEROME MANNING & CO.



David Wood
FREE-LANCE BUSINESS COMMUNICATIONS



Joseph Corcoran
CORCORAN, JENNISON



Philip Giunta
WHITTIER PARTNERS



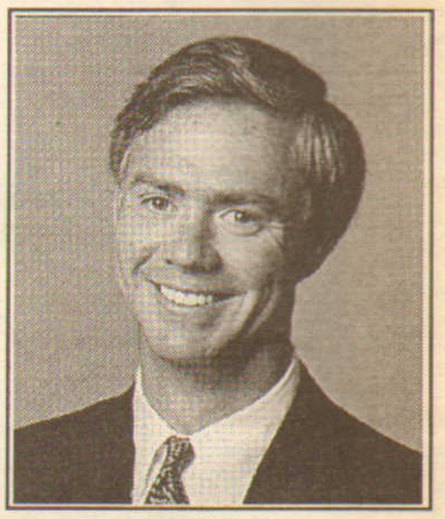
Stuart Lubin
CATHARTES GROUP



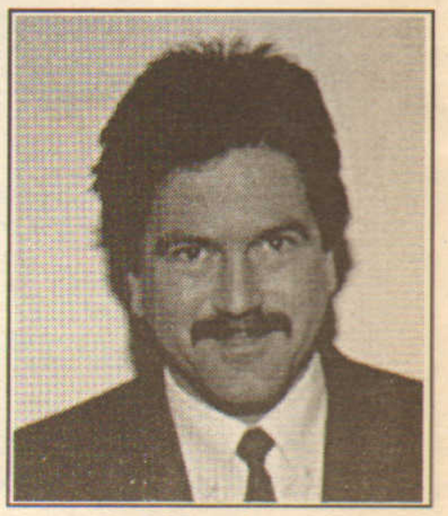
William Kiley
HUNNEMAN/COLDWELL BKR.



Sheldon Rodman
RODMAN REAL ESTATE, INC.



Joseph Fallon
FALLON, HINES & O'CONNOR



David Bongiovanni
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New England Real Estate Journal
1996 Year in Review

One of the real joys of the Holiday Season
is the opportunity to say
Thank You
and to wish you the very best for the New Year.

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AUGUST

McGonicle, Thomson, Tanski of LM/G&E broker $8.68m sale of 348,810 s/f with Berkeley Investments

Hubball of Northland sells 255,000 s/f to MGI, One & Two Portland Sq., for $31.2 million

Lemire-Nugent of Whittier broker $12m sale of 382 New London apts. with Davis of Farley Whittier

Resnick Assoc. brokers $4.5m sale of 60,000 s/f in Westboro to Belmont Plaza Westboro L.P.

Galbreath Co. sells 8,000 s/f retail site in Greenwich, Conn. for $2.4m with Allied Properties

Swartz, Smith, Thompson of Spaulding & Slye broker $41.5m sale of 278,000 s/f for Copley R.E.A.

Burke of Pomerleau brokers 8 sales/leases, 121,000 s/f; 49,200 s/f in Colchester, Vt. – $1.2m

Conrad-May of Conrad Grp. sells Armstrong site in Braintree, 480,000 s/f, 26 acres, for $4.5m

Pergola-McCaffrey of Meredith & Grew broker sale of 278,137 s/f, Waltham, to Conn. Gen. for $29m

Kelleher & Sadowsky, R.W. Holmes sell 40,000 s/f in Worcester Airport Industrial Park for $1.47m

Tortolani of Ryan Elliott sells 29,000 s/f in Bristol, R.I. to A. Stanzione for $650,000

Integlia breaks ground for 50,000 s/f Summit South spec offices in Warwick, R.I.; Stone Tower agent

O'Neill of Nordblom leases 61,000 s/f with Gibson of CB Comm'l. in Westboro to Quebecor Integrated

Cremmen of Peter Elliot leases 26,170 s/f at 2 International Place to Montgomery Securities

Spectrum Financial arranges $4.3m with Sentivany for Longbrook's 102,000 s/f in Sharon, Mass.

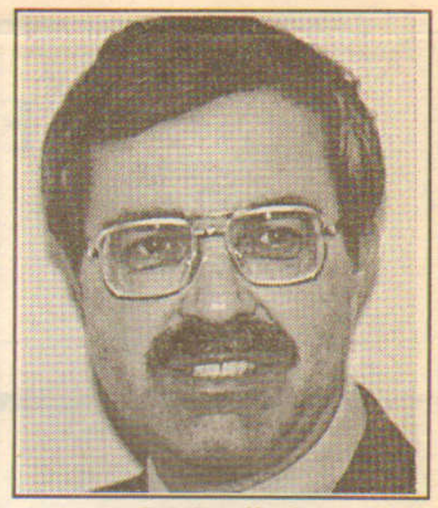
New England Realty Resources places $3.8m for Middlesex Dev.'s 160,000 s/f Billerica R&D/mfg. facility



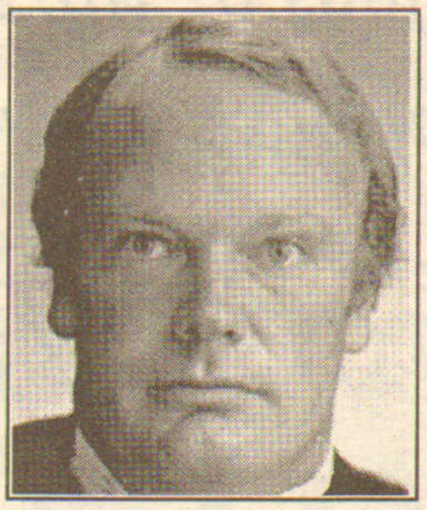
Webster Collins
WHITTIER PARTNERS



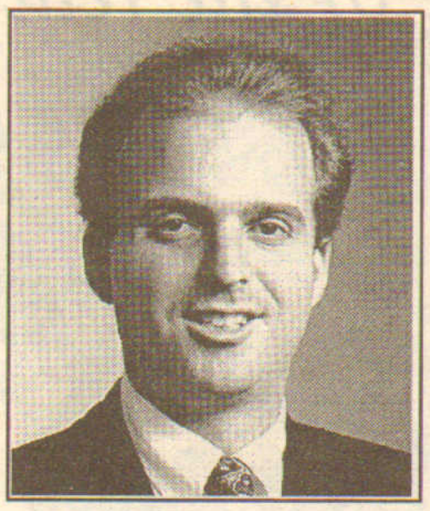
Greg Boulos
BOULOS COMPANY



Ron Boufford
GLOBAL REALTY



Jim Desmond
DESMOND, VIRGULAK, BROWN



Andrew Gosman
CAREMATRIX



Francis Shifman
S-C MANAGEMENT



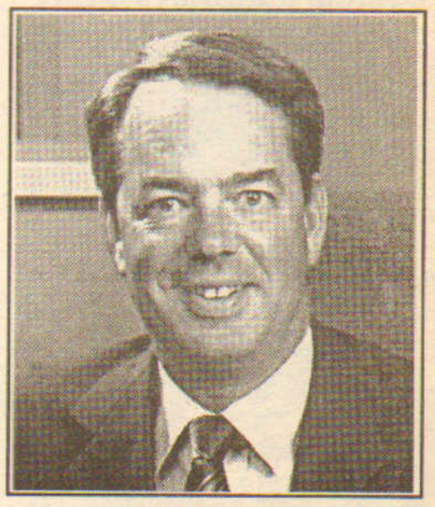
Charles Akerson
AKERSON & WILEY



Robert Yale
COMVEST



Michael Giuttari
PARAMOUNT PROPERTIES



Michael Barr
WILLIAM BERRY & SON

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1996 Year in Review

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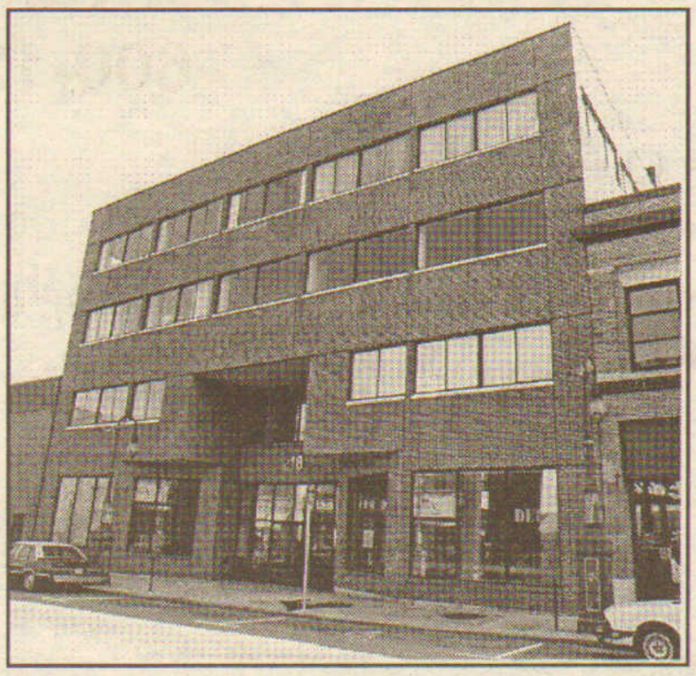
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508-678-5853 A Ferris Property

AUGUST

Ashworth Mortgage places $2m for 72 unit Pratt Place apartments in Revere, Mass.

Bruner/Cott & CWC Builders awarded $3.5m 41 unit Boston elderly apartments

Suffolk Const. builds $14m 142 bed Hancock Park for Welch Healthcare; Heym architect in Quincy

Pro Con named CM for $10.6m four building school expansion project in Londonderry, N.H.

O'Brien of Parsons Comm'l. sells 41,000 s/f Milford, Mass. business park for Wilmington Tr. – $3.3m

New England Dev., Commonwealth Dev., S.R. Weiner open 1.1m s/f Solomon Pond Mall; Arrowstreet archt.

Spaulding & Slye lease 100,000 s/f to Arthur Andersen with LaSalle Ptrs. for Hexalon

Konover adds 45,877 s/f Media Play at 458,202 s/f Stateline Plaza in Enfield, Conn.

Johnston-Greenberg of R.W. Holmes broker 10,000 s/f sale of Hudson, Mass. strip center for $562,875

Suffolk breaks ground for $1.2m Sears Hardware, 21,500 s/f, for Highlander Plaza in Salem, Mass.

R. Calabrese Agency brokers sale of 33 unit Woodlawn Apts. in Waterbury, Conn. for $330,000

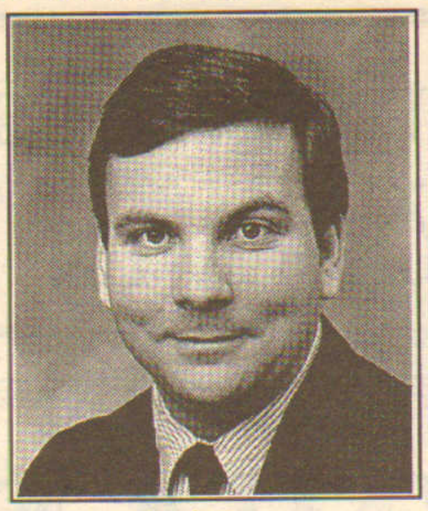
Cathartes appoints Saunders R.E. Managing agent for 500,000 s/f commercial sites in Bay State

Fish of Ashworth Mortgage places $5m for 76,065 s/f community shopping center in Keene, N.H.

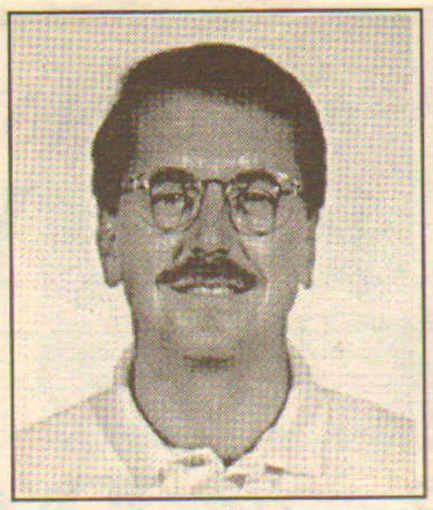
Jamieson of Conway Comm'l. sells 3,000 s/f Hull, Mass. restaurant for $360,000

North Branch Const. finishes $3.5m Henniker, N.H. school project; Team Design architect

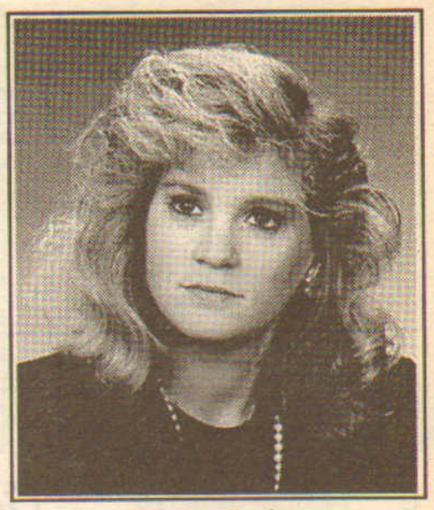
Stout of Farley Whittier Ptrs., leases 17,400 s/f for Stiegler to 2 retailers in E. Hartford



Kevin Barry
BOSTON R.E. PARTNERS



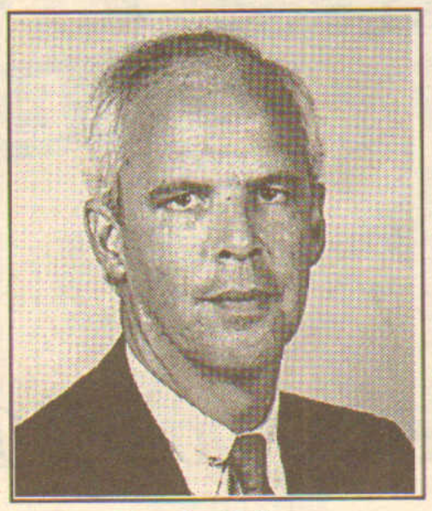
Mitchell Hunt
HUNT & HULTEEN



Debra Javit
MAX JAVIT RE DEVELOPMENT



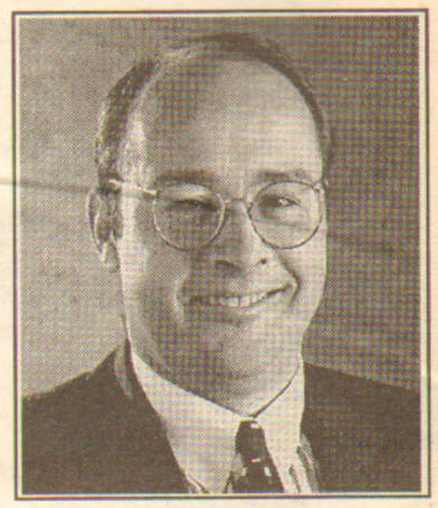
Steve Tenofsky
THE BAYLISS COMPANY



Timothy Halloran
LYNCH MURPHY
WALSH & PARTNERS



Ralph Calabrese
R. CALABRESE AGENCY



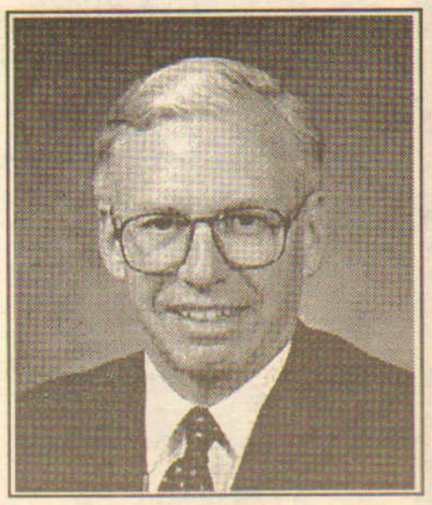
Jim Thomson
LEGGAT McCALL/G&E



Michael Grill
FALLON HINES & O'CONNOR



Tim Weinhold
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David Kirk
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A special thanks to our vendors, to all the members of the Hunt and Hulteen team, their families and all of our friends.

HUNT & HULTEEN, INC.

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SEPTEMBER

Brown-Barrueta of Peter Elliot sells 349,085 s/f Presidents Place, Quincy, offices/retail for $36.5m

Garry Holmes sells 72,000 s/f Southboro Executive Park to New Boston Fund for $4.2 million

Boulos Co. sells 25,000 s/f Two City Center in Portland to Middle Deer Associates for $2.3m

CMC Mortgage funds $1.82m loan for 110 unit Hillview Apts. in Bridgeport; insured by HUD 223(f)

Katz Cos., Kelleher & Sadowsky lease 97,000 s/f former Duracraft Whitinsville site to MHPG

Cushman & Wakefield acquire MS Mgmt. Services' 14m s/f mgmt. space; 570,000 s/f in Boston area

Waters of McLaughry sells 32,000 s/f in Orford, N.H. to GEPA, revolving press mfr., for $800,000

Brown, Vochis, Virgulac of DVB lease 35,212 s/f Norwalk ind. bldg. for Bayer to Show Motion

Conrad Group sells 47,000 s/f Sears Crescent in Boston to 100 City Hall Plaza for $4.25m

Giunta & Richmond of Whittier Ptrs. broker $8m sale of 91,958 s/f in No. Andover, Mass., to BFG

Schacht & Micheli cobroker $8.75m sale of Apple Valley Mall & Estates in Smithfield, R.I.

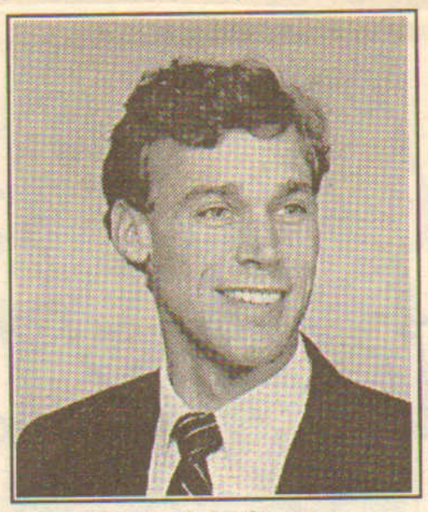
Tanski of Leggat McCall/G&E sells 64,296 s/f in Boston for Nathan Miller for $6.1 million

Miller Dyer Spears designs 58,000 s/f Berklee College performance/administrative center

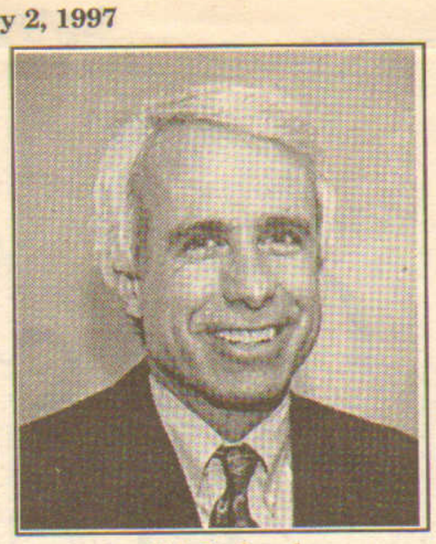
Bourque of Farley Whittier Ptrs. brokers six office leases in Glastonbury, Conn. – 123,458 s/f

Boulos Co. negotiates five leases in Portland totaling 31,100 s/f; Napolitan broker

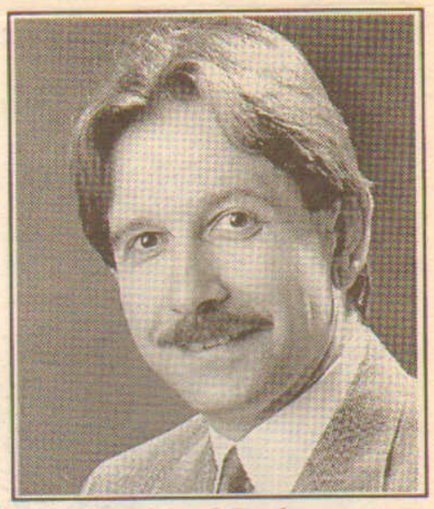
Stevens Group leases 22,000 s/f light mfg. space in Billerica to Ink Jet for Antico



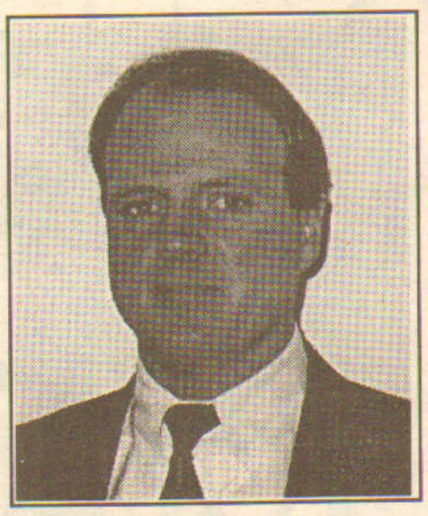
Greg Hastings
DUNHAM GROUP



Dick Brainerd
CMC MORTGAGE



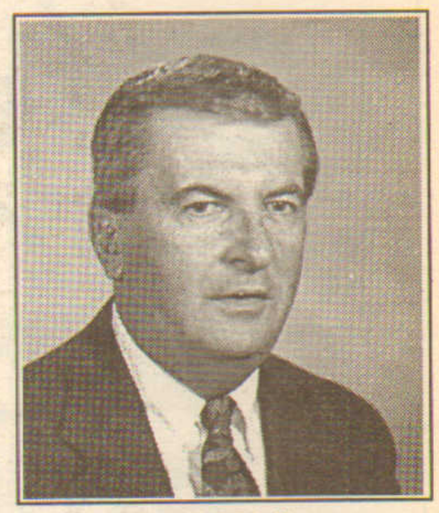
Richard Goulet
THE APPRAISERS GROUP



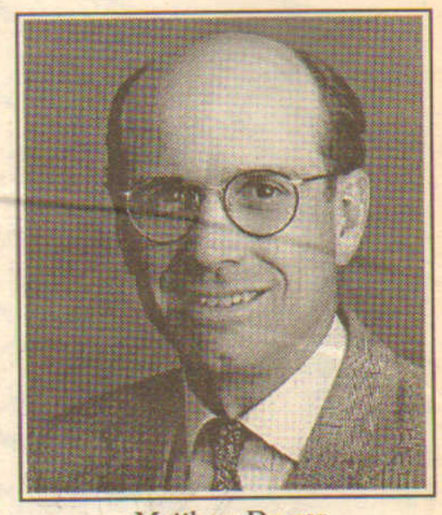
James Rader
RADER PROPERTIES



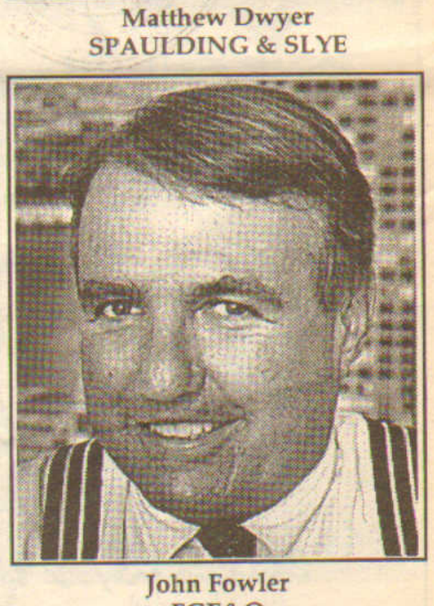
Tony McDonald
BOULOS COMPANY



Fred O'Neil
SUFFOLK CONSTRUCTION



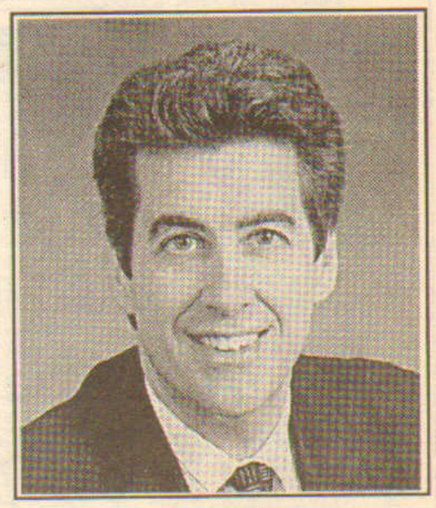
Matthew Dwyer
SPAULDING & SLYE



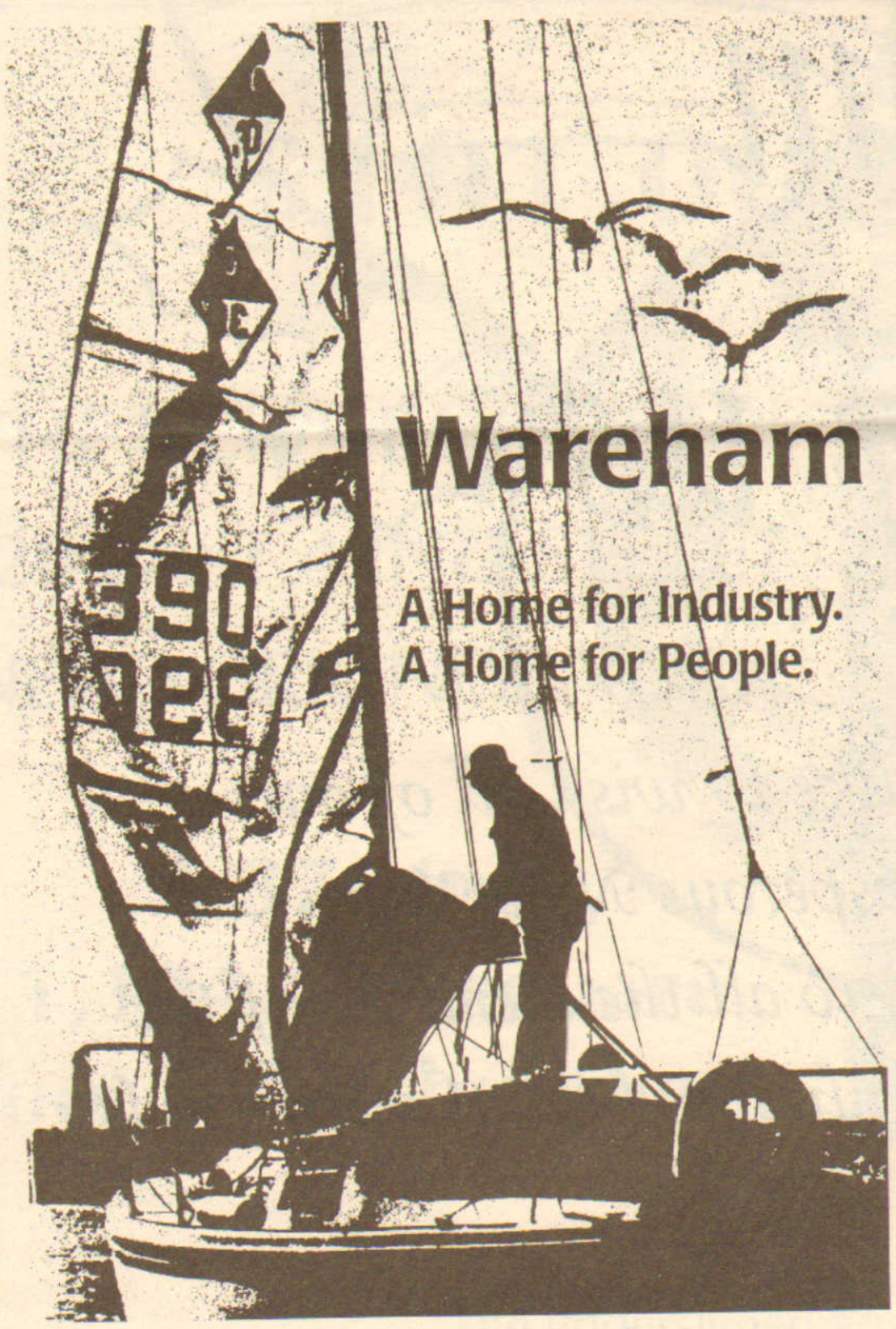
John Fowler
FGE&O

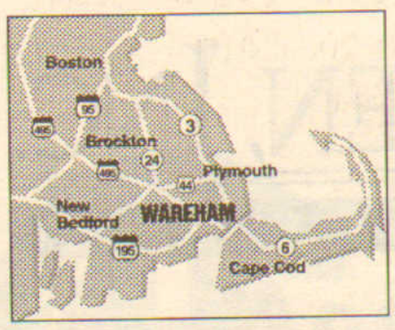


Lori Raleigh
TRAVERS GROUP



Tom Hill
TOM HILL REALTY





Wareham, situated at the head of Buzzards Bay, offers an exceptional location within easy travel to the Boston and Providence metropolitan areas. Over 54 miles of coastline enhanced by rivers and ponds, creates a subtle contrast to a vibrant, growing community. The Town's nationally recognized economic development program, combined with its quality of life, offers an excellent home for industry but particularly a home for people. From its early beginnings of farming and shipbuilding, Wareham has evolved into a diversified industrial and commercial economy. Its ample human and natural resources will sustain growth into the 1990's and beyond.

Community Development Office
(508) 291-3100, Ext. 3170

In cooperation with Plymouth County Development Council

Prime Sites For Sale . . .

Discover a land of opportunity in Wareham, an exceptional location with easy access to major metropolitan areas.

4.0 acre site at Junction of Routes 495 and 195. Fully serviced with water, sewer, gas and alarm. Located in bustling industrial park employing 600 people. Call for current pricing.

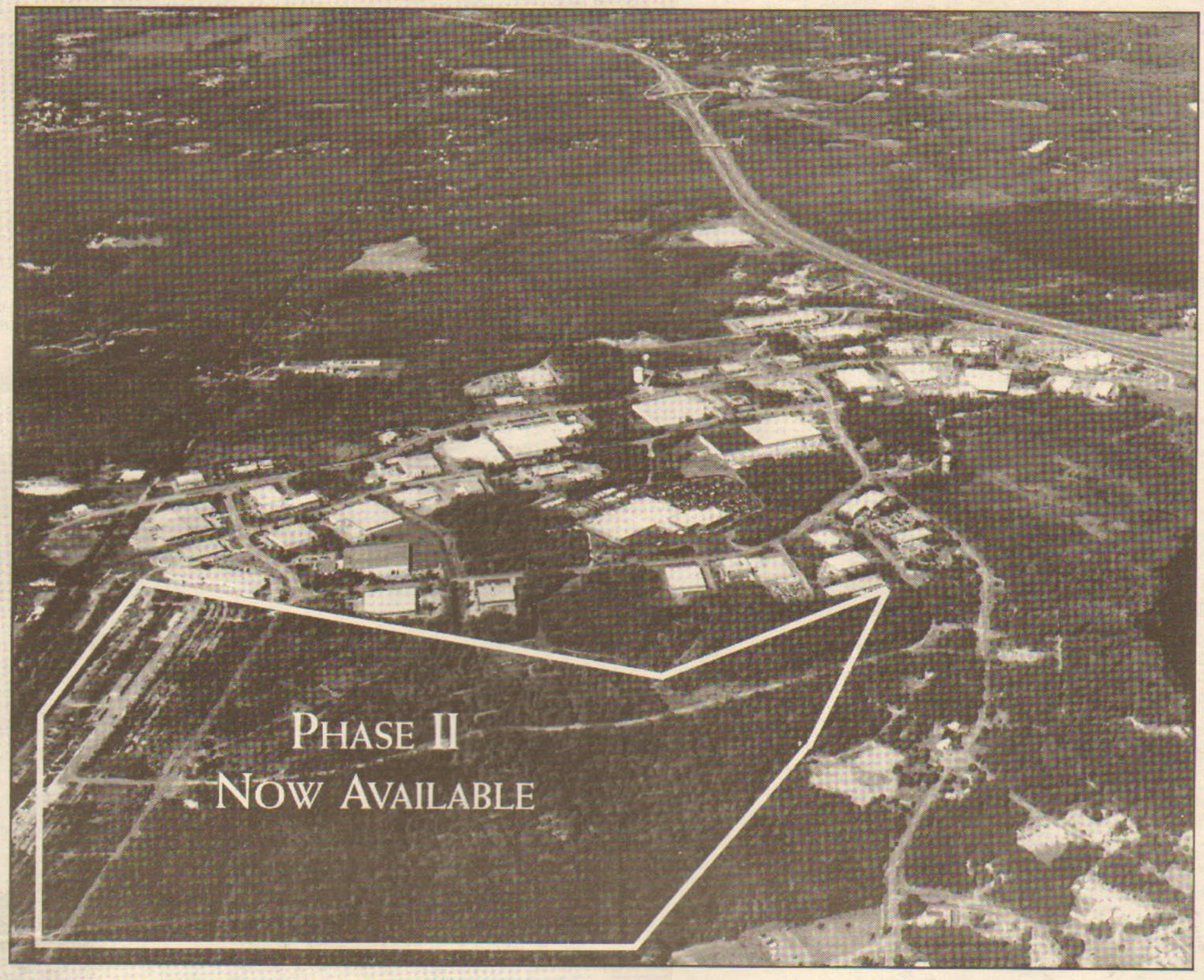
31 acres of land ideal for warehousing and distribution. Will subdivide to suit. Site has public water only, sewers available. One mile from Routes 195 and 495. Call for current pricing.

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Wareham Community Development Authority

Tel. (508) 291-3100, ext. 3170
Fax (508) 291-6506

Wareham.



MYLES STANDISH INDUSTRIAL PARK

OPPORTUNITY FOR OWNERSHIP OFF ROUTE 495 IN TAUNTON, MA

OPPORTUNITIES ARE NOW AVAILABLE IN PHASE II OF MYLES STANDISH INDUSTRIAL PARK WHICH IS COMPRISED OF 218 ACRES. MAJOR USERS CAN PURCHASE AS MANY AS 50 ACRES WHILE SMALLER PROSPECTS CAN UTILIZE SITES AS SMALL AS 3 ACRES.

THE PARK IS A 655 ACRE INDUSTRIAL CAMPUS WITH BUSINESSES RANGING FROM OFFICE USERS, HIGH TECH, MANUFACTURING, WAREHOUSING AND DISTRIBUTION CENTERS. PHASE I OF THE PARK IS 95% SOLD OUT WITH 65 COMPANIES.

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THE PARK IS VERY ACCESSIBLE WITH A DIRECT EXIT RAMP #9 OFF ROUTE 495 AND A LOCATION THAT IS WITHIN 2 MILES OF ROUTE 24. IN ADDITION, THE PARK IS JUST 10 MINUTES FROM INTERSTATE 95 AND JUST 20 MINUTES FROM THE MASSACHUSETTS TURNPIKE.

FOR MORE INFORMATION, CONTACT:

MARK GOTTESMAN OR
CATHERINE MINNERLY KEANE
OF HUNNEMAN COMMERCIAL COMPANY
AT (617) 426-4260.

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New England Real Estate Journal
1996 Year in Review

December 27, 1996 - January 2, 1997

Nordblom Brokerage Company, Inc.
Sold the
144,000 square-foot building
located at
346 University Avenue
Westwood, MA
to
346 University LLC

Nordblom Management Company, Inc.
Has been retained as
Property Manager
for the
H.P. Hood Facility
Charlestown, MA
comprising
20 Acres and 400,000 square feet

Nordblom Brokerage Company, Inc.
Procured
Atlantic Southborough Realty L.P.
in the acquisition of
Stoneholm Apartments
120-Unit Apartment Complex
12 Stoneholm Street, Boston, MA

Nordblom Brokerage Company, Inc.
Negotiated the Sale from
Teledyne, Inc.
to
NDC Allied LLC
34,240 square feet
40 Allied Drive, Dedham, MA

Nordblom Brokerage Company, Inc.
Exclusively Represented
Maryland Buildings Trust
in the lease of
38,801 square feet
23 Fourth Avenue, Burlington, MA
leased to
Intermetrics, Inc.

Nordblom Brokerage Company, Inc.
Exclusively Represented
Corning Costar Corporation
in the lease of
51,000 square feet
45 Nagog Woods
Acton, MA

Nordblom Company
31 Third Avenue, Burlington, MA 01803 (617) 272-4000
50 Congress Street, Boston, MA 02109 (617) 482-7000
Commercial and Multifamily Brokerage ◆ Property Management ◆ Investment Sales
Development ◆ Asset Management

CCIM Individual Member
CORFAC International Corporate Facility Advisors
Individual Member SIOR

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At Saunders Real Estate Corporation, we define satisfaction as the ability to fulfill our clients' needs. For more than 90 years, we've satisfied property owners by offering them quality and personalized management services. We've accomplished this by analyzing and developing a sound management strategy that's tailored for the client and the building.

Saunders Real Estate Corporation
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SAUNDERS

Today, more than ever, property owners need management that can offer the best tools of the trade: satisfaction, service, stability and solutions. **Saunders Real Estate Corporation is your password to successful property management.**

If you would like to know more about our company and our property management services call John A. Woelfel, President and Chief Operating Officer at 426-4000 ext. 720.

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SERVICE

We believe in providing our clients with the highest level of professional service. This belief is but one reason why Saunders Real Estate Corporation has grown to become one of the largest property management organizations in the Northeast. We are also one of the first firms in the region awarded the distinction of Accredited Management Organization® (AMO) by the Institute of Real Estate Management. With a staff of more than 60 dedicated professionals, we commit a full range of management services to our clients and tenants.

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STABILITY

Through the many economic cycles, we've demonstrated strength and stability in the real estate industry. While other property management firms have come and gone, we've endured for more than 90 years. Since 1898, we have successfully managed hundreds of millions of dollars of commercial and residential real estate assets.

Saunders Real Estate Corporation
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SOLUTIONS

At Saunders Real Estate Corporation, we solve problems. We listen to our clients and provide them with the best possible solutions to their property management concerns. We recommend cost-efficient, state-of-the-art methods to enhance property values.

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Happy Holidays

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&PARTNERS
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RealEstate

SEPTEMBER

Douvadjian-Butler of Meredith & Grew arrange $62.4m for over 1.1m s/f in Louisville, Ky.

Reckson to acquire 800,000 s/f Landmark Sq. in Stamford, six buildings, for $79 million

Mueller of Rockport Mortgage arranges $12m Freddie Mac loan through Berkshire Mtge. for 207 apts.

Ashworth Mortgage places $6m for 57,477 s/f Stallbrook Marketplace in Bellingham, Mass.

Harwood of Boston Mortgage Capital arranges $3m for 73,141 s/f Fairfield, Conn. shopping center

Spectrum Fin. arranges $14.5m for Campanelli's 410,000 s/f warehouse at Deven Commerce Center

Francis of Ryan Elliott sells 20,000 s/f in Warwick, R.I. for Holly Assoc. to Cellini – $475,000

Rhuda of CRF Ptrs., Cremmen of Peter Elliot lease 77,428 s/f at Boston Harbor Ind. Park

Clifford-O'Connor of FGE&O arrange $4.2m mortgage with Principal for Flatley's Medfield Shoppes

Cushman & Wakefield sells 177,016 s/f Cabot Business Park with Hayes & Sherry for $6.55m

Fallon Hines & O'Connor sells $3m loan on 43,140 s/f Capital Plaza for Brown & Valeri

Boulos Co. sells 23,000 s/f Equinox Shopping Ctr. Manchester Vt. to Wiana Realty for $4.5m

First Connecticut facilitates 3 acquisitions, 54,856 s/f, in 3 states totaling $3.8 million

Cleary & Johnson of Boston R.E. Ptrs. broker 2 leases 102,408 s/f in Northborough, Mass.

Pro Con & Gund Archts. begin $3m Westminster School renovations in Simsbury, Conn.

Dartmouth Co. sells 12,000 s/f offices/retail in Back Bay, Boston to trust for $1.113 million



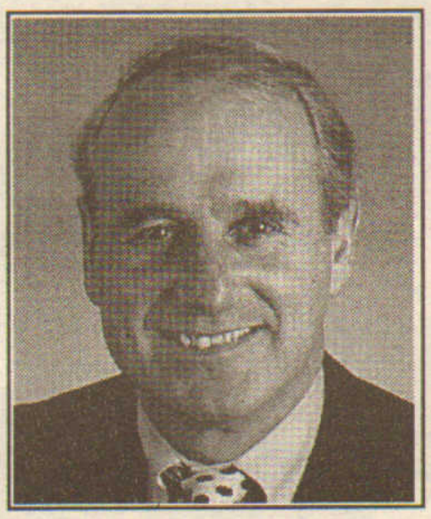
Ron Davis
KELLER/DAVIS CO., LLC



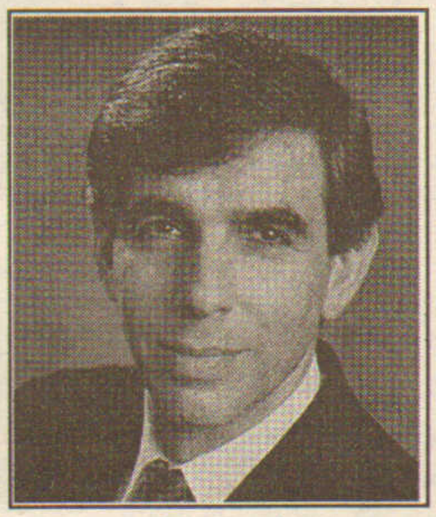
Marc Wexler
NORTHLAND INVESTMENT



Bill McCabe
CBL & ASSOCIATES



James Murphy
NEW ENGLAND REALTY



Alvin Epstein
FOWLER, GOEDECKE, ELLIS & O'CONNOR



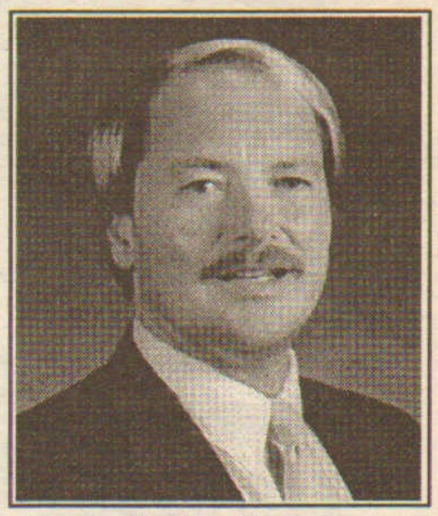
Jon Campanelli
CAMPANELLI COS.



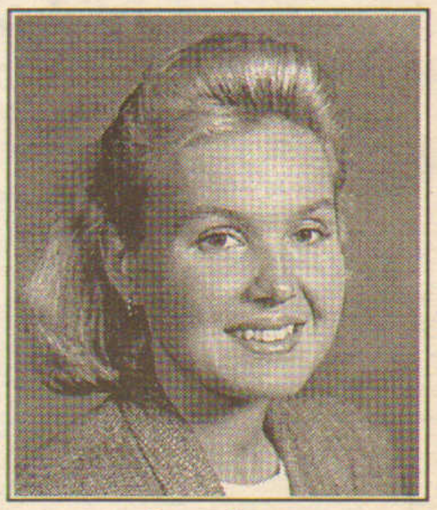
Norman Gosline
GOSLINE & COMPANY



Jerry Rappaport
NEW BOSTON R.E. INV. FUND



Stephen Bisson
CONSOLIDATED ELECTRIC



Susan Gray
SUFFOLK CONSTRUCTION

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Portfolios up to $150,000,000

All submissions will be kept confidential

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Phone: (800) 555-7382 • (203) 863-0600
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David Kirk Elizabeth Hardy Ben Coues Iain McGill Chris Tully

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due diligence
marketability

development consulting
feasibility
securitization
litigation
strategic planning
portfolio analysis

OCTOBER

Intercontinental, Allright, Kong buy 140,000 s/f retail/parking from LandMan Omnibus X for $6.05m

FGE&O places $5m mortgage with Hibernia Savings for Modern Continental's 65,000 s/f Boston offices.

North Branch named CM for $8.9m St. Paul's School renovation in Concord, N.H.; Goody, Clancy architect

LaSalle Ptrs. awarded management of Aetna Life's 900,000 s/f Northeast Plaza in Hartford.

Trudel of Lyman & Klarides of Nichols cobroker $3m lease for 26,000 s/f Staples in Norwich, Conn.

Witten Comm'l. brokers $3.05m sale of 92 units in Colchester, Conn. for Balaban Realty Trust

FH&O sells 33,600 s/f for Hamilton Co. to Berluti & Kaufman in Wellesley for $850,000

Riley of Epstein Comm'l. sells 33,600 s/f mfg. plant in Bangor to city for $687,500

Carpenito of Flagship Comm'l. sells 144,000 s/f Dundee Office Park, Andover, for $2 million

Fish of Ashworth negotiates $6.75m loan for W.J. Murphy's 221,884 s/f office/whse. in Pembroke, Mass.

Cambridgeport Bank lends $4.1m to Topliff St. Ptrs. for Bed & Bath's 22,000 s/f in Needham

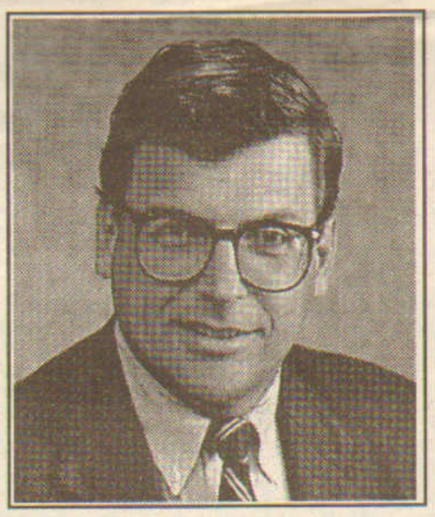
Comm'l. Props. leases 25,000 s/f at Washington Pl., Providence, for Providence Washington Ins.

O'Hara of CB Comm'l./Conn. leases 50,000 s/f offices for First Shelton Pl. to Weseley Software

Grean of Leggat Co. & Altreuter of Whittier Ptrs. negotiate 230,000 s/f build to suit for GenRad

Isenberg of Stebbins leases 20,000 s/f offices in Manchester, N.H., for Treisman to state agency

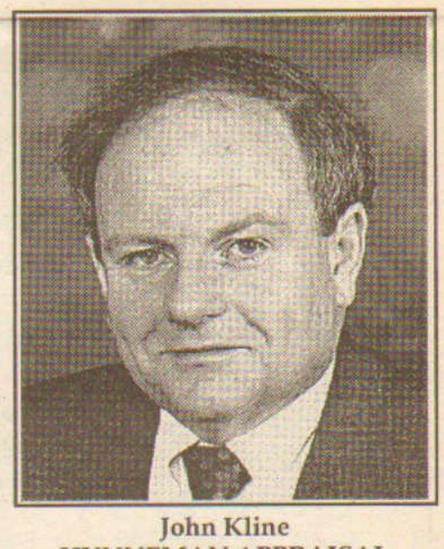
Hayes & Sherry and Meredith & Grew lease 18,000 s/f at River Place, Lincoln, R.I. to Keyport Life



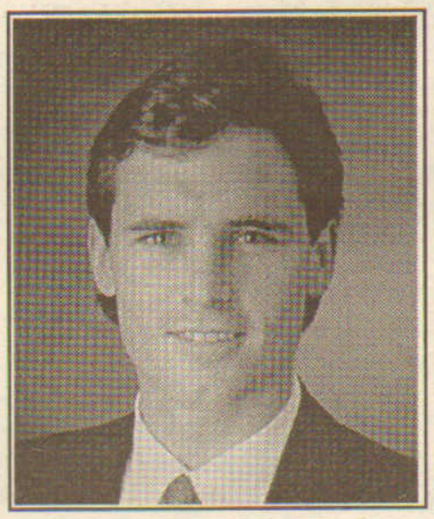
William Pastuszek
SHEPHARD VALUATION



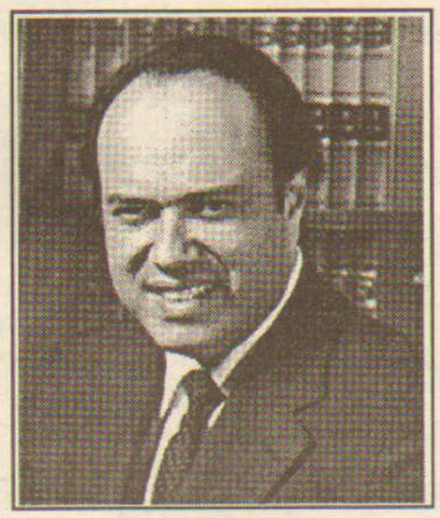
Robert Landino
BARAKOS LANDINO



John Kline
HUNNEMAN APPRAISAL & CONSULTING



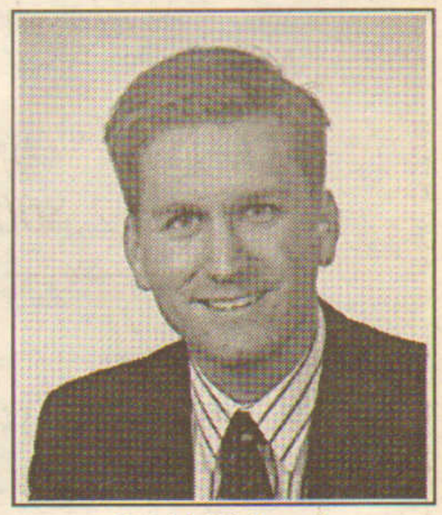
Mark Roth
CUSHMAN & WAKEFIELD OF MASSACHUSETTS



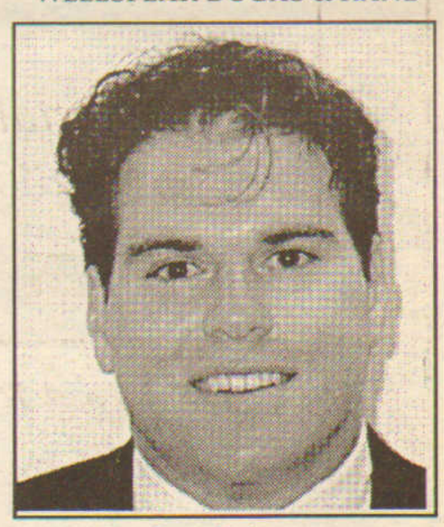
Saul Feldman
FELDMAN, GAMERMAN & HURWITZ, PC



Phil Burgess
COMBINED PROPERTIES



Patrick Wellspeak
WELLSPEAK DUGAS & KANE



Cory Gubner
PYRAMID RE MANAGEMENT



Chris Tosti
WHITTIER PARTNERS



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Hanover, MA

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$2,625,000

MGI Properties
Avid Headquarters
Tewksbury, MA

Office/R&D Building
$5,000,000

BDMP Limited Liability Company
Bangor, ME

Office Building
$1,500,000

River Place L.P.
River Road
Wellesley, MA

"Class A" Office Building
$2,800,000

SaunStar Land Co. L.L.C.
Park Plaza Hotel & Towers
Boston, MA

$30,000,000

North Street Trust
Apartments
Medfield, MA

Multi-Family
$850,000

419 Boylston Street Realty Trust
Boston, MA

Office/Retail Building
$3,400,000

Season's Greetings to all our clients.
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Low Street Realty Trust
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Newburyport, MA

Medical Office Building
$700,000

Bronx Park II L.P.
293 Boston Post Road
Marlborough, MA

"Class A" Office Building
$13,250,000

Colonel Westbrook L.P.
UNUM Headquarters
Westbrook, ME

Office Building
$3,200,000

B.U. Medical School
Student Housing
Boston, MA

Condos/Apartments
$4,800,000

216 & 218 Newbury St. Realty Trust
Boston, MA

Office/Retail Buildings
$1,200,000

Middlelex L.P.
Middlesex Turnpike
Billerica, MA

Industrial Building
$3,800,000

For More Information, Please Contact:

Tammy A. Pendergast James M. Murphy Edward J. Riekstins
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(617) 426-8938 FAX

OCTOBER

TAMS Consultants designs Massport's 3,150 car garage at Logan Airport; $108 million project

Shawmut Design & Const., Ondras complete $12m Senior House renovation at M.I.T., Cambridge

JSA & Columbia Const. to design, build $11m Grand Summit Hotel, 150 rooms, for LBO Resort Ent.

FGE&O places $6.5m with Amresco for Cathartes Group's 127,680 s/f Manchester, N.H. offices

Dunn of CB Comm'l. sells 123,468 s/f offices in Stamford to Seaboard Properties for $8.025m

Fish of Ashworth places $10.65m for 214,473 s/f Westboro Executive Park with Cooper-Horowitz

Witten Comm'l. sells 172 apts. for Flintlock to Highland Park Ledyard Assoc. for $5.012m

Spectrum Financial arranges $3.6m Sun Life loan to R&W Realty for 134,000 s/f R&D in Bedford, Mass.

Druker Co. buys 350,000 s/f Longwood Galleria for $56.8m from Children's Medical Center

WS Dev. & Wal-Mart start 173,000 s/f Prospect Hill Marketplace in East Windsor, Conn.

Giunta & Richmond of Whittier Ptrs. sells 91,958 s/f in Andover, Mass. to Boston Financial for $8m

Mirin-Burns of CB Comm'l., Nemeth of Leggat McCall Props. cobroker 36,898 s/f Stamford offices

Farley Whittier Ptrs. leases 26,600 s/f in Windsor, Conn. to five with Vinci of H. Pearce

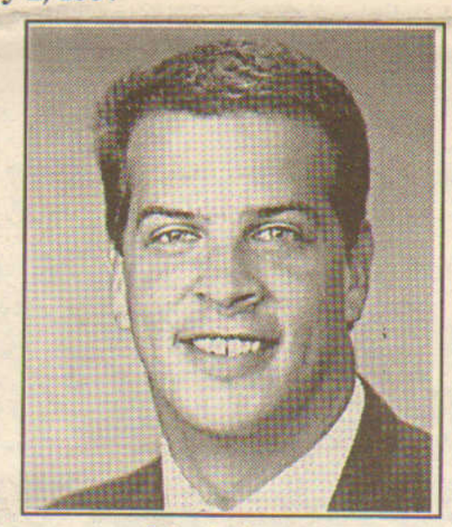
HRE Properties signs six leases, 34,000 s/f, at Five Town Plaza in Springfield, Mass.

Mardo of Paramount Properties sells 40,000 s/f Pavilion Shopping Ctr, Woonsocket, for $770,000

Farrelly & Reardon of Cushman & Wakefield lease 68,000 s/f at CrossPoint, Lowell, to LitleNet



Arnold Peck
ARNOLD PECK COMPANY



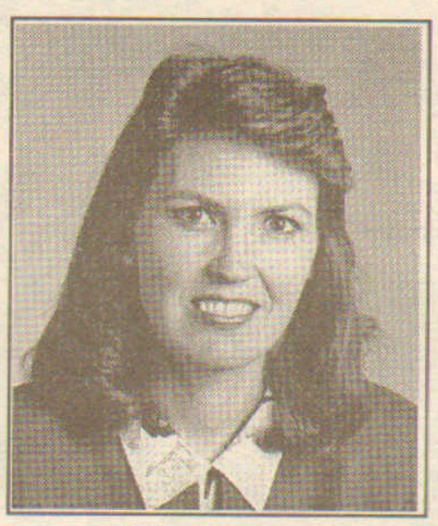
John Jackman
JACKMAN COMMERCIAL



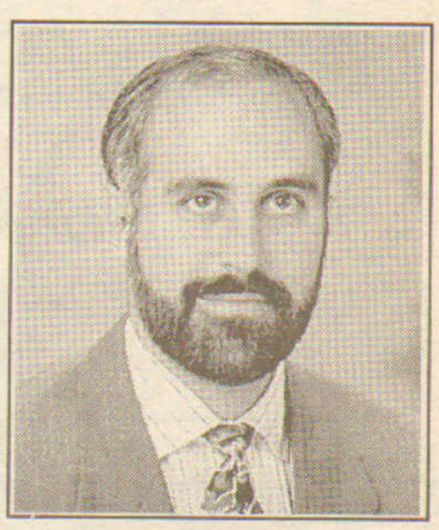
Richard Robinson
NORDBLOM COMPANY



John Fish
SUFFOLK CONSTRUCTION



Cathy Thompson
THOMPSON, DOYLE & CO.



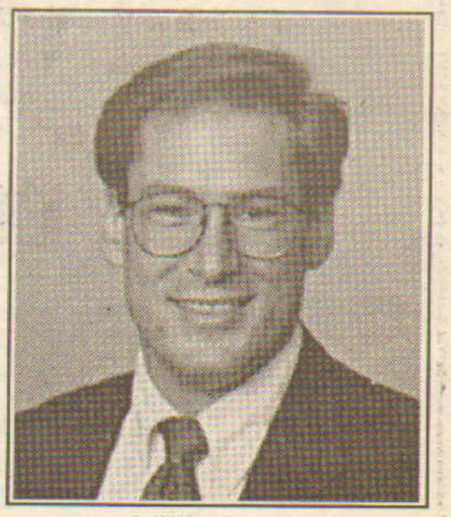
Michael Stoller
NEWTON GROUP



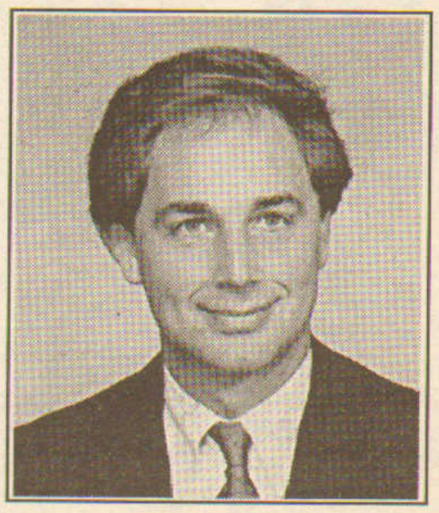
Steve Migridichian
CORP. ENV. ADVISORS



Edward Heberger
FARLEY/WHITTIER PARTNERS



William Kane
WELLSPEAK DUGAS & KANE



Charlie Craig
DUNHAM GROUP

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NOVEMBER

Cushman & Wakefield brokers $8m sale of 127,680 s/f offices for AMB Institutional to Cathartes Grp.

Ram Harnden sells 9 ind. and office buildings for Coastal Bank in Portland area for $6 million

Waterford Dev. & Mesiti Dev. build 204 unit Iron Horse Park apts. in Bedford, N.H. for $12 million

Princeton Properties buys 448 apts. in Lowell from MHFA; plans $3.5m rehabilitation

Lonzo & Son brokers sale of 38,500 s/f for Goldstein Dev. with CB Comm'l. for $380,000

Hasselbrack of Stevens Group, Kneeland of Bayfield lease 40,000 s/f in Wilmington, Mass.

Parsons Fini sells 2,700 s/f for LMG Props. to Lina J. Realty for $675,000; leased to KFC

Rowland-McShane of MetLife places $110m to Copley One for 1,139 room Marriott Copley Place

Leggat Co. sells 333,414 s/f in Andover for General Signal to Lincoln Property for $10.7m

D. Saunders sells 12 Stoneholm St. apartments in Back Bay for $7.35m; purchased in '70s for $1.8m

Glazer of Trammell Crow sells 60,646 s/f offices for SKW to MGI Properties for $.95 million

Spectrum Financial arranges $3.6m for SSG Realty's 31,400 s/f, Natick, with Great Northern Insured

Ashworth Mortgage places $3.75m for 29 units in Cleveland Circle Apartments in Brighton

New England Realty places $3.225m with Indianapolis Life for 72,350 s/f Hannaford Shop 'n Save

FGE&O arranges $33m for United Co.'s 71,399 s/f retail and 508 apartments at Church Park, Boston

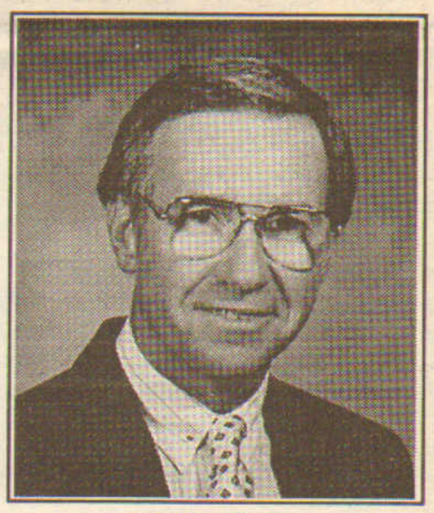
CMC Mortgage closes $2.62m loan for 120 unit Peachtree Apartments in Norwich, Conn.



Danield Calano
PROSPECTUS



Howard Katz
THE KATZ COMPANIES



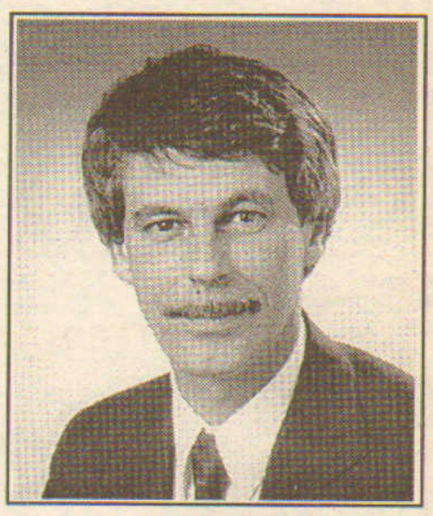
William Farley
FARLEY/WHITTIER PARTNERS



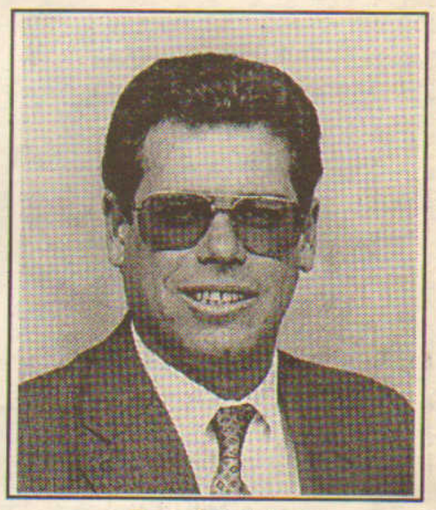
June Fish
ASHWORTH MORTGAGE



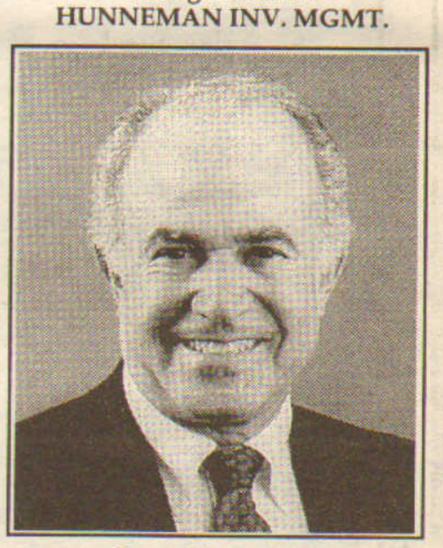
Donald Tofias
TOFIAS COMPANY



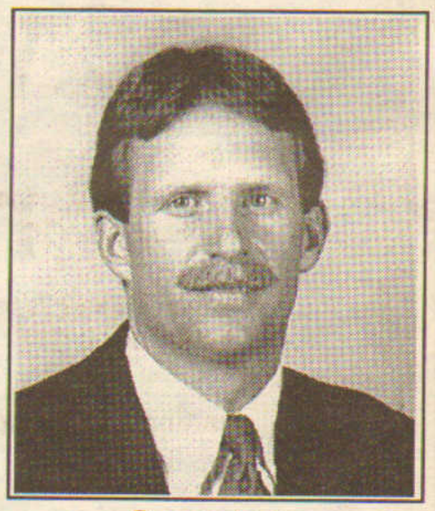
John Easton
JOHN EASTON, MAI



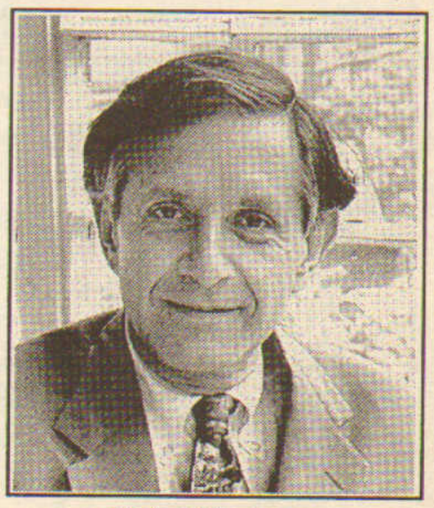
Douglas Potter
HUNNEMAN INV. MGMT.



Oscar Wasserman
COMMONWEALTH INV. TR.



Gregory Lucas
LYNCH MURPHY WALSH



Richard Bertman
CBT/ARCHITECTS

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Jeffrey Dugas
Golf Advisory Group
700 West Johnson Avenue, Cheshire, Ct 06410
tel 203-699-8920 fax 203-699-8938

HAPPY HOLIDAYS

Mark D'Addabbo

Kate D'Addabbo

Lillian Prestley

FROM

Matt Helyn

Dave Reisinger

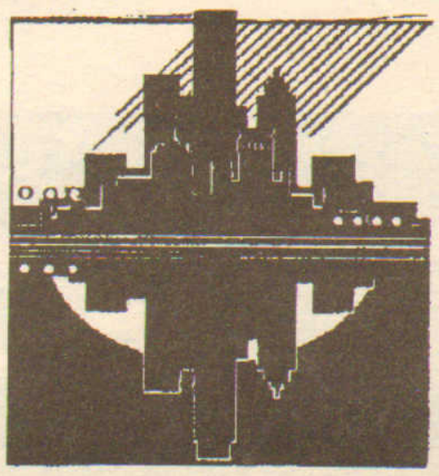
CENTER/TOWN	ANCHORS	TYPE OF CENTER	GLA	AVAILABLE S.F.
Berlin Turnpike Berlin, CT	Adj. to Home Depot, Sam's	Land/12 acres	120,000	10,000 - 50,000
Cheshire Shopping Center Cheshire, CT	CVS, Encore, Radio Shack	Neighborhood	75,000	10,000 - 20,000
West Main Street Branford, CT	Next to McDonald's	Freestanding	30,000 (land build to suit)	3,000 - 6,000
CVS Plaza Enfield, CT	CVS, Curley's, Party Store	Neighborhood	75,000	1,700 - 9,000
Groton Square Groton, CT	Stop & Shop, Bradlees	Community	191,000	1,800 - 4,500
Parkway Plaza I Hamden, CT	Kids R' Us	Community	200,000	2,600 - 48,000
Weston St/Jennings Rd. Harford, CT	Amphitheaters, McDonald's	Land/1/2 acre	2,200	2,200
Hale Road Manchester, CT	Christmas Tree, Bernie's,	Land/2 acres	12,000	12,000
Manchester K-Mart Plaza Manchester, CT	K-Mart, Pep Boys	Community	161,000	2,000 - 40,800
Town Line Square Meriden, CT	Shop-Rite, Marshalls, Wiz	Power Center	300,000	2,000 - 85,000
Golfland Orange, CT	Sam's, Stop & Shop, Shaw's	Community	48,258	5,000 - 48,000
Caldor Plaza Newington, CT	Service Merchandise, Toys R' Us	Regional	175,000	12,000 - 25,000
Stratford Square Stratford, CT	Marshalls, Fashion Bug,	Community	191,000	1,300 - 79,000
Wallingford Plaza Wallinford, CT	Shaw's, Rite-Aid	Community	151,000	1,500 - 71,000
West Hartford Center West Hartford, CT	Radio Shack, Pizza Hut	Community	5,000	2,400
Marshalls Shopping Plaza Wethersfield, CT	Marshalls, ADAP,	Community	80,000	6,000 - 40,000
Southington Square Southington, CT	Blockbuster, Taco Bell	Community	22,000	1,548 - 3,100
Southington	Adjacent to Home Depot	Land	2.78 acres	10,000 - 20,000

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NOVEMBER

Congress Grp., Suffolk, Jung/Brannen start $90m 435 unit Museum Towers; Fleet Bank financing

Coleman starts $8m 152,200 s/f addition at OVP Mgmt.'s Settler's Green Outlet Village Plus

Murphy, McKenzie of Lynch Murphy Walsh lease 100,000 s/f for Prudential R.E. in Franklin

Meredith & Grew, Whittier cobroker 43,482 s/f lease at Boston Design Ctr. to IQ&J ad agency

Engelberth & Gossens Bachman start $5.5m Duxbury, Vt. school; 104,000 s/f add-on and rehab

Konover Const. nears completion of 203,000 s/f $16m Torrington Fair developed by Devcon Ent.

Meredith & Grew arranges $5.25m for 45,000 s/f strip center for Broadway 1069 Realty in Saugus

Hutensky Group sells 46,927 s/f Portland Plaza for Crown Life with First Whitney for $1.8m

Fallon Hines & O'Connor, National Dev. of N.E. sign Natural MicroSystems for 100,000 s/f R&D

First Phillips sells 128 apartments for WHTR/JE Roberts in Willington, Conn. for $3.2 million

Hancock R.E. Finance places $90m mortgage with C.P.M.G. for 800 room Westin Hotel at Copley Place

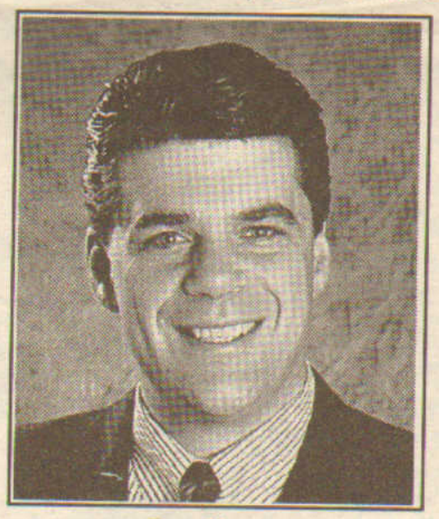
Fallon Hines & O'Connor negotiates 306,286 s/f for Leggat McCall Properties in Framingham – $21.3m

Tage Corp. & JSA to build 120 room $5m hotel at Assembly Square in Somerville, Mass.

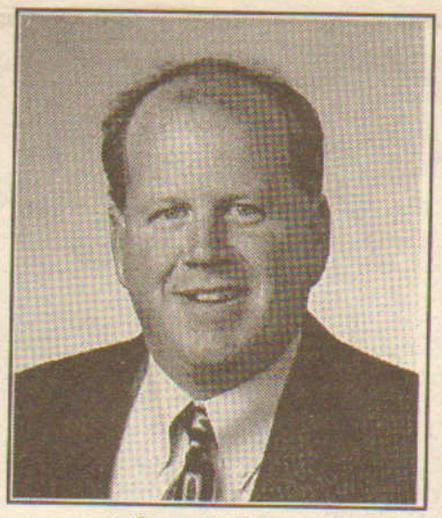
Cushman & Wakefield sell 153,000 s/f Landmark One for Citicorp to Cornerstone for $17m

Harry Bennett brokers 60,000 s/f mixed use in Stamford to Buxton Farms for $3 million

O'Donnell R.E. Capital places $1.25m for 48 unit Country Club Apartments in Turners Falls, Mass.



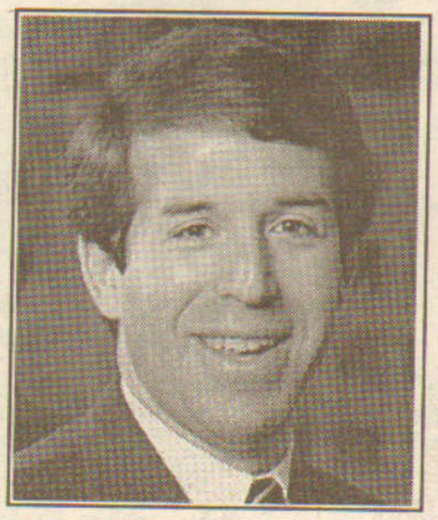
Don Hause
LEGGAT McCALL/
GRUBB & ELLIS



Garry Holmes
R.W. HOLMES REALTY



Kent Locke, Jr
KEEWAYDIN PROPERTIES



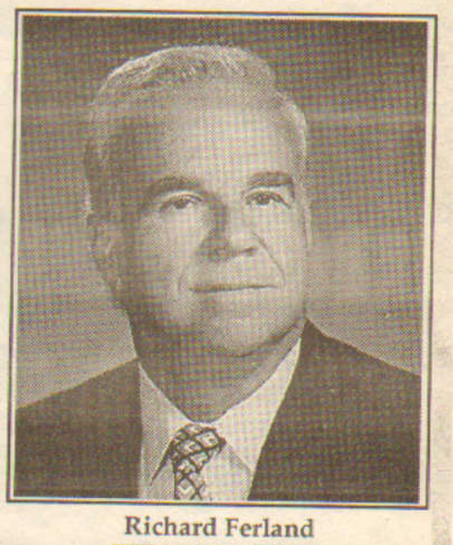
Bruce Percelay
MOUNT VERNON CO.



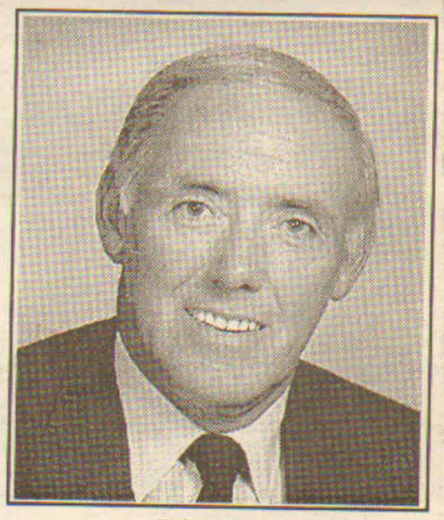
Anthony Trodella
ATR APPR. CONSULTANTS



Dan DeMarco
CAMPANELLI COMPANIES



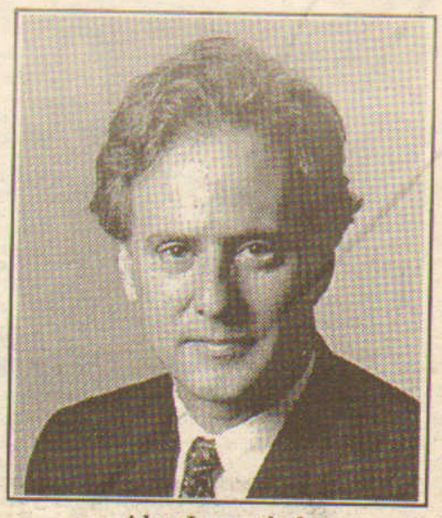
Richard Ferland
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Ed Dalton
DALTON COMPANY



Anthony Carcieri
COMMERCIAL PROPERTIES



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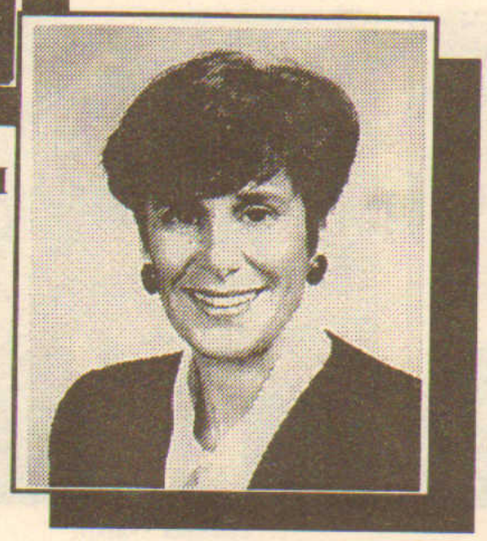
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DECEMBER

Meredith Mgmt. buys $1.1m 42,000 s/f former mill site; Leggat McCall/G&E and R.W. Holmes cobroker

Ram Harnden sells 100 bed former nursing home in Portland for $1.2m; now HUD Sec. 202 senior housing

DiCapua of First Whitney arranges $2.7m mortgage on 57,000 s/f offices for MCL Ventures, Wilton, Conn.

Kuzmak-Williams brokers $1.1m sale of 42,000 s/f Avon, Conn. industrial building with Cushman-Wakefield

Meredith & Grew arranges $24m with Consolidated Pensions Mtge. for Boston Properties' 163,000 s/f

Baybutt Const. & Black River Design start 26,000 s/f $1.8m fire facility/community center in Vermont

Moore of Peter Elliot leases 21,849 s/f in Burlington with Cushman & Wakefield

FIABCI presents Corcoran Jennison & Harbor Point Task Force Prix D'Excellence for Boston apartments

May-Conrad of Conrad Group sell 190,000 s/f for Granite Investment to Conroy Dev. for $3.7 million

Douvadjian of M&G arranges $9.3m for 114,000 s/f No. Providence Marketplace with Phoenix Realty

Nicoletti, McKenzie of Lynch Murphy Walsh Ptrs. broker 45,000 s/f lease at Foxborough Business Ctr.

New England Realty places $5m with Principal Financial for MGI Properties' 140,000 s/f

Fowler, Goedecke, Ellis & O'Connor places $13.8m with Allstate Life for 306,000 s/f in Framingham

Fowler, Goedecke, Ellis & O'Connor places $13.8m with Allstate Life for 306,000 s/f in Framingham

Russell Corp. awarded $4m contract for 71,600 s/f Pepsi Cola Cranston, R.I. distribution facility

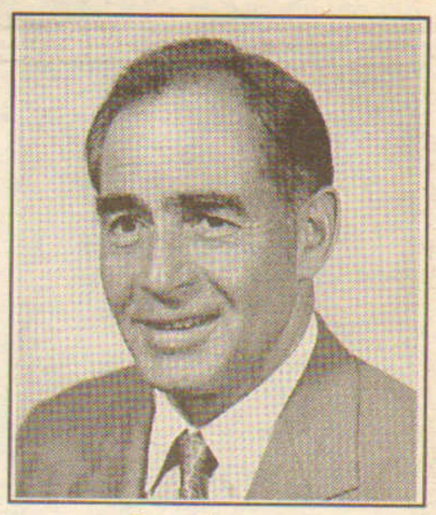
H. Pearce selected by CNF Industries for 61,000 s/f office site in Meriden, Conn.; Morris, Zinn agents



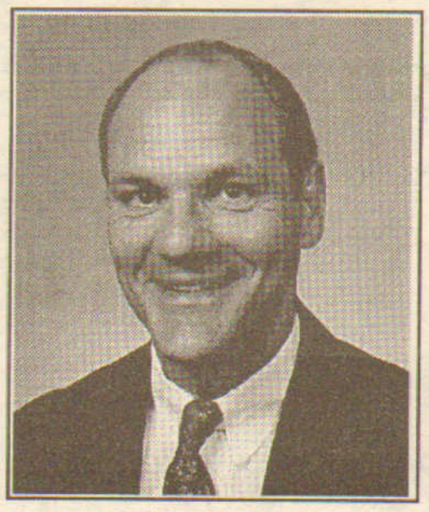
Charles Francis
RYAN, ELLIOTT & CO. OF R.I.



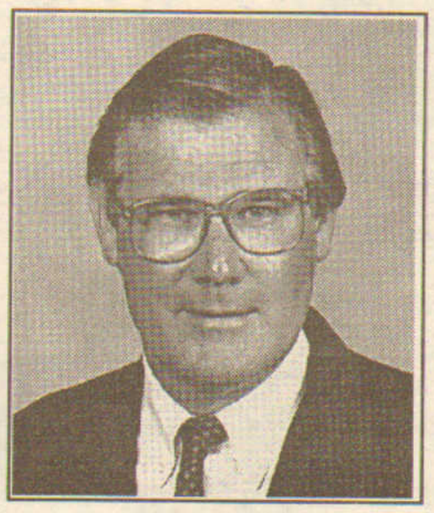
Stephen Karp
NEW ENGLAND DEVELOPMENT



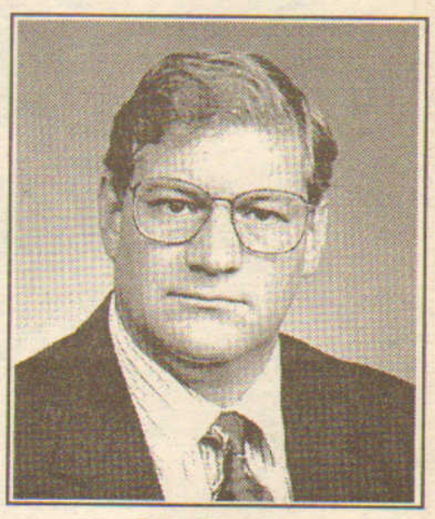
Peter Forrester
COMPASS MANAGEMENT



Michael Brown
FALLON HINES & O'CONNOR



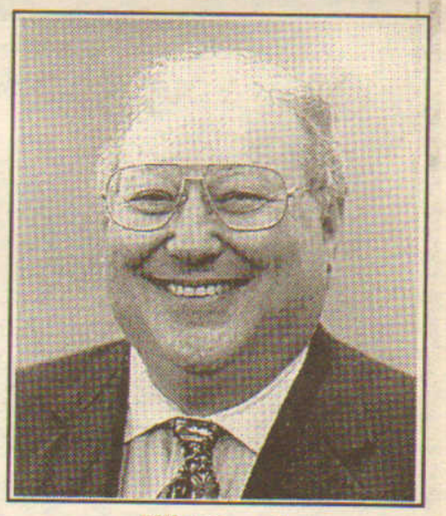
Thomas Walsh
LYNCH MURPHY WALSH & PARTNERS



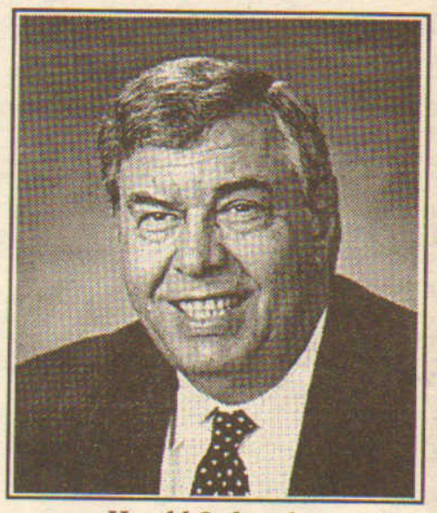
Jerry Ragosa
THE NILES COMPANY



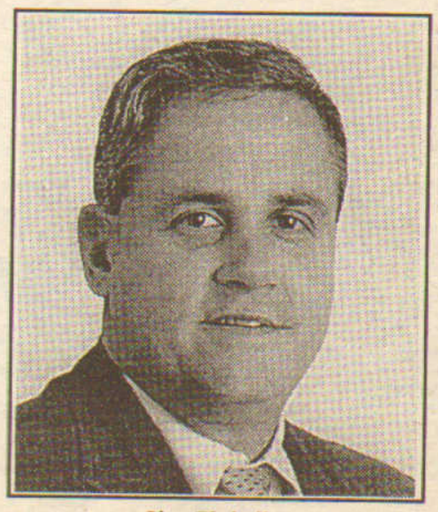
Deborah Foehr
CDC COMMERCIAL



Elliot Ravech
PETER ELLIOT LLC



Harold Sadowsky
KELLEHER & SADOWSKY



Jim Flajnik
ARROWSTREET

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Best Wishes for
a Prosperous New Year!

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Savannah Hyatt	Savannah, GA	346 Room Luxury Hotel
Double Tree Guest Suites	Baltimore, MD	250 Room Hotel
II University Office Park	Waltham, MA	153,000 SF Office Bldg.
III University Office Park	Waltham, MA	125,000 SF Office Bldg.
One Carlsbad Research Center	Carlsbad, CA	97,279 SF Office Bldg.
Corporate Plaza II	Del Mar, CA	116,166 SF Twin Office Bldgs.
Natick Mall	Natick, MA	1,200,000 SF Regional Mall
Middlesex Mall	Burlington, MA	228,000 SF Shopping Mall
Shaw's Supermarket	Bangor, ME	65,000 SF Supermarket

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Wayne L. Clough
Director
(617) 439-3911

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DECEMBER

LM/G&E subleases 39,000 s/f for Telco System in Norwood with Staubach Co. to Ericsson

Swartz & Smith of Spaulding & Slye sells 817,000 s/f New England Exec. Pk. to Beacon Props. – $92m

CB Comm'l. negotiates $15m sale of 374,723 s/f Griffin Office Ctr., Windsor, Conn., to Crown Props.

Tishman completes $3m restoration of Boston's Shubert Theatre for Wang Ctr.; Gund architect

Prakken of Boston Mortgage Capital places $4.5m with Farm Bureau Financial for two office sites

Waterford Hotel Group to build $6.8m 111 room Courtyard by Marriott; Norwich Savings lender

Witten Comm'l. sells 63 unit Crestview Apts. in West Haven, Conn. to Reiman for $1.24 million

Albert Ashforth and C&W cobroker 48,222 s/f sublease in Stamford to Int'l. Telecommunications

Cregan of Paramount & Gorham of White lease 12,500 s/f in Middletown, R.I. for Teachers Ins. & Annuity

Arrowstreet architect for 379 room Copley Plaza renovations; Varney interior design for $6.5m project

Ashworth Mortgage places $1.4m permanent with conduit lender for 21 Back Bay Boston apartments

FH&O and M&G lease 34,255 s/f at 60 State St., Boston, to Funds Distributor

Boston Mortgage Capital places $16.5m with TIAA for Leggat McCall Retirement Props.

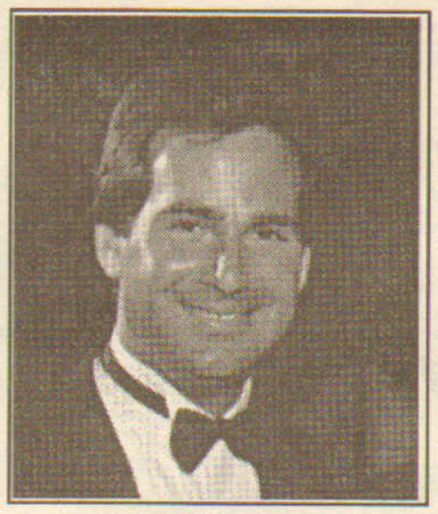
Moskowitz of R.W. Holmes leases 18,000 s/f ind. site with Nahigian of Auburndale Realty

McFarland & Finch leases 17,000 s/f to Atlantic Monthly and Fast Co at 77 N. Washington, Boston

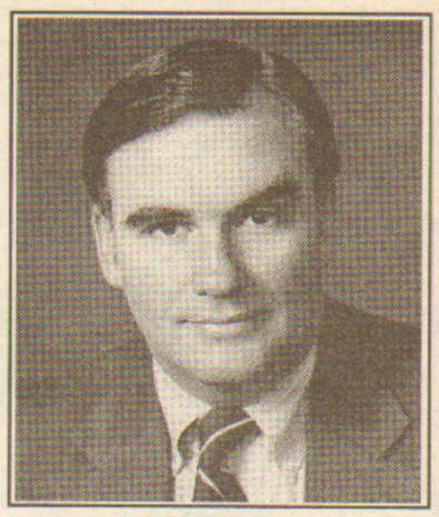
Chryssicas of CB Commercial represents buyer, Recreational Equipment, in the $4.12m purchase of 42,000 s/f, Framingham



Steve Greenberg
R.W. HOLMES REALTY



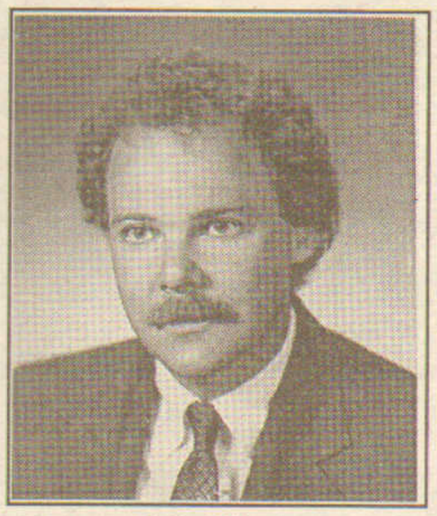
Paul Winnick
SWERLING MILTON WINNICK



John Carroll
MEREDITH & GREW



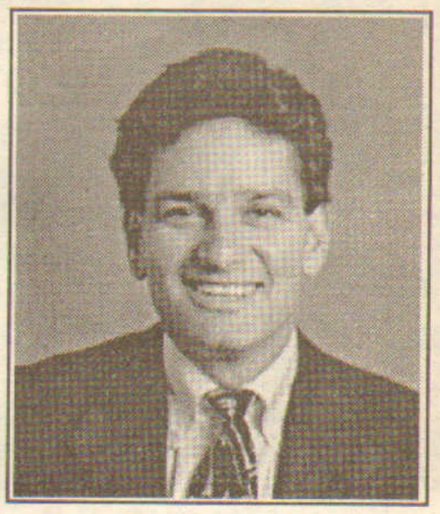
Richard Lundgren
HUNNEMAN COMMERCIAL



Steve Witten
WITTEN COMMERCIAL



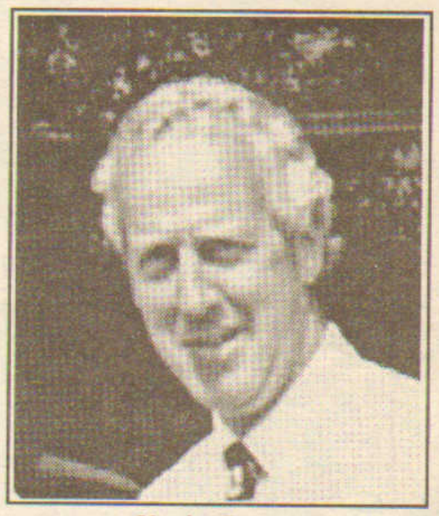
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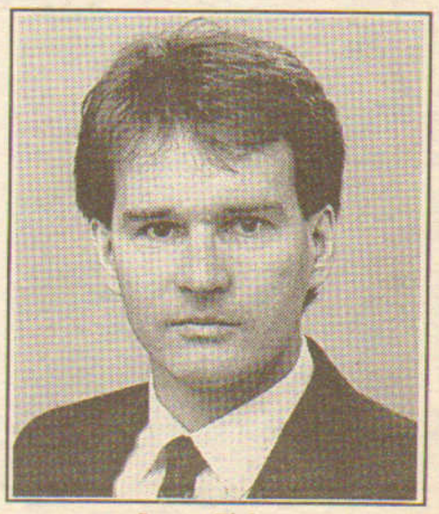
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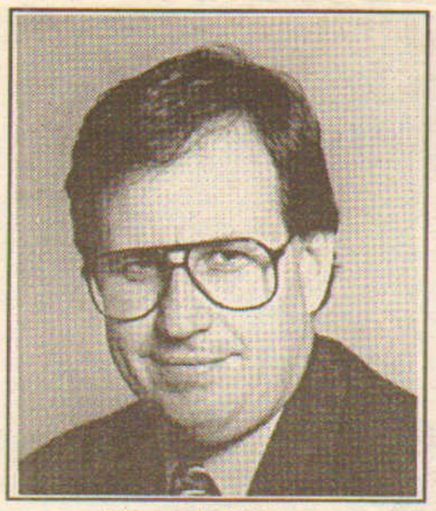
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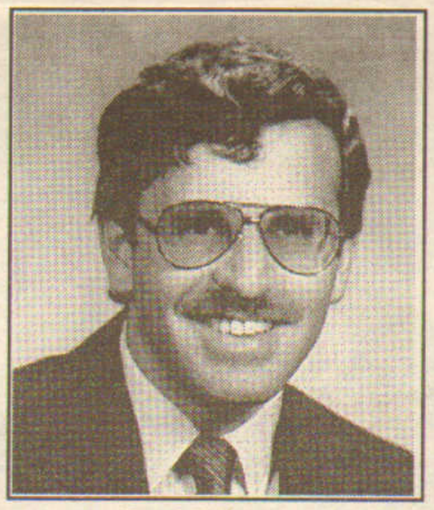
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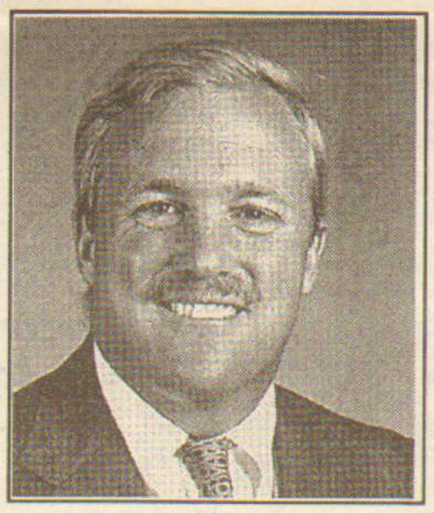
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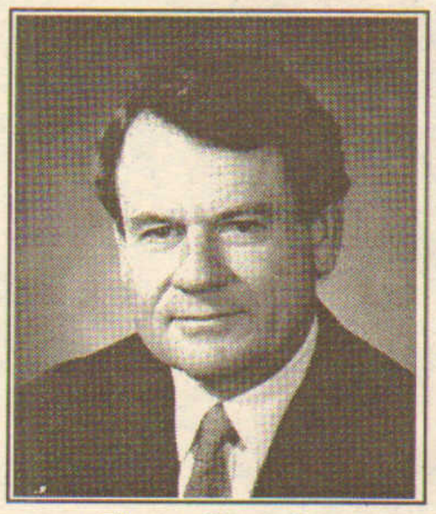
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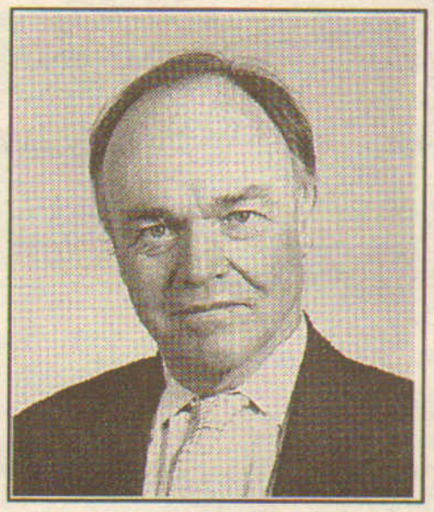
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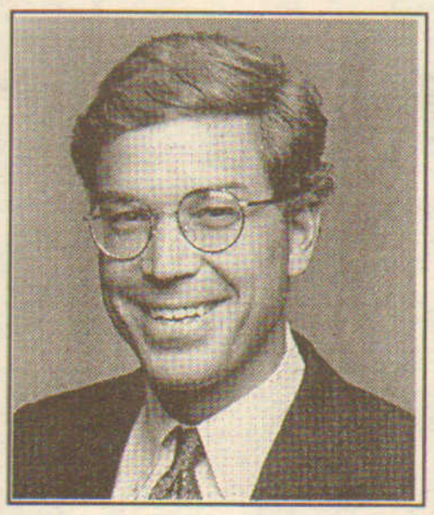
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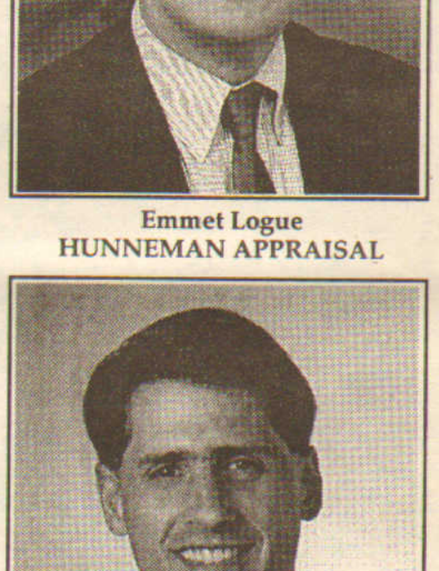
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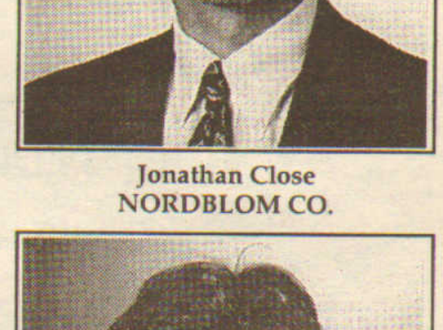
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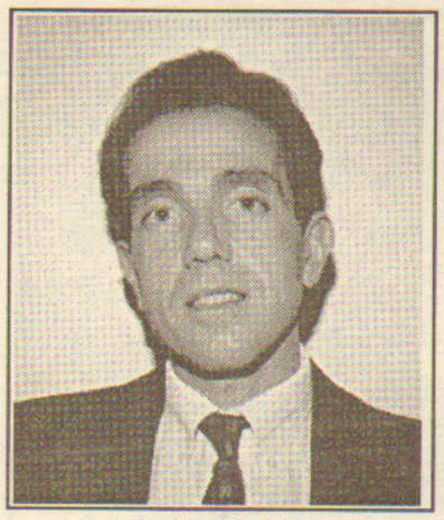
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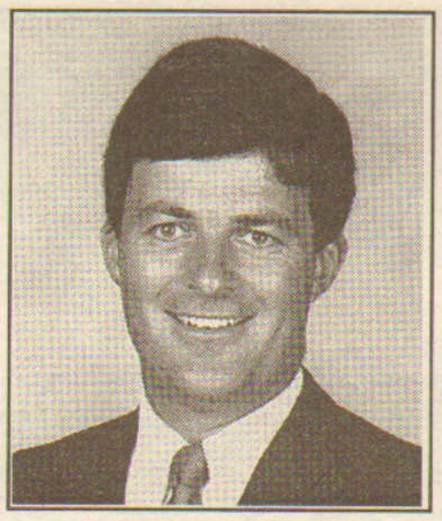
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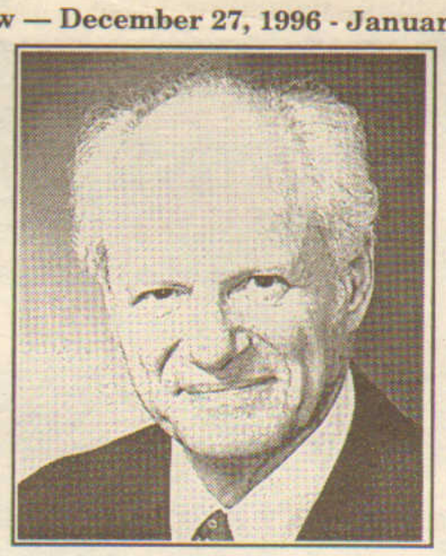
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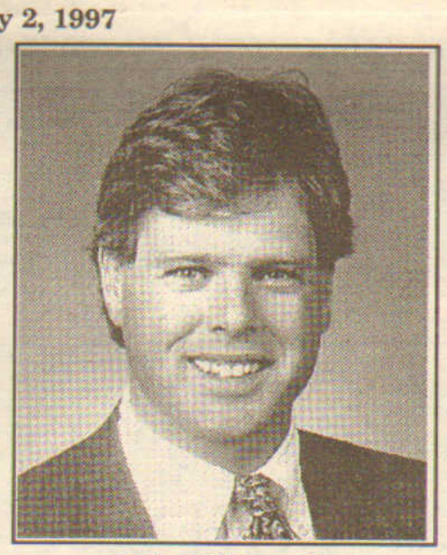
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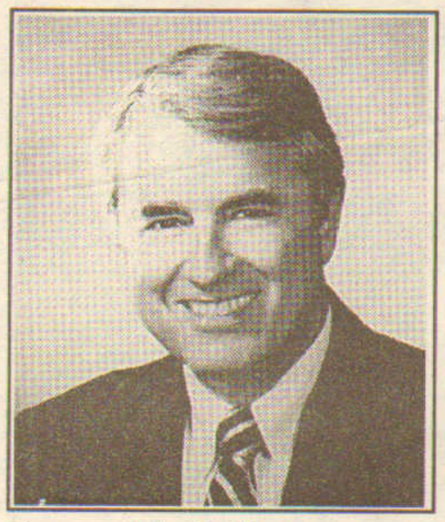
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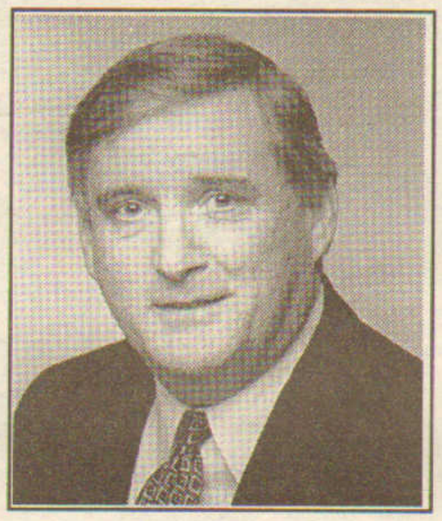
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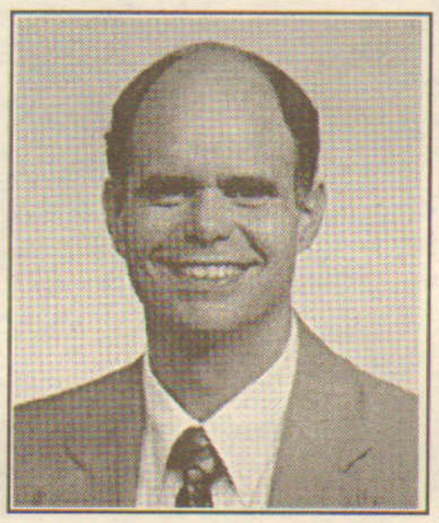
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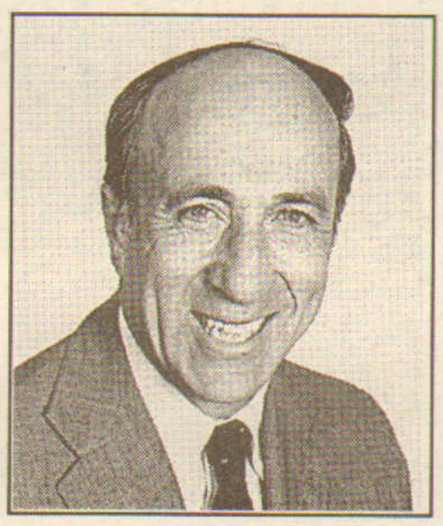
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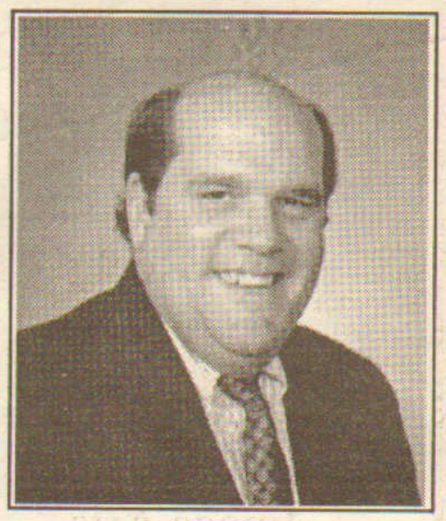
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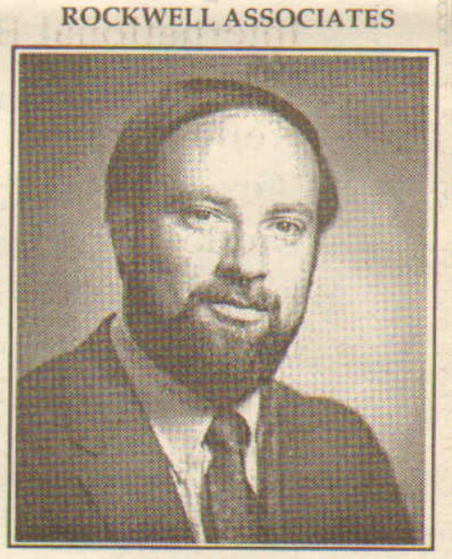
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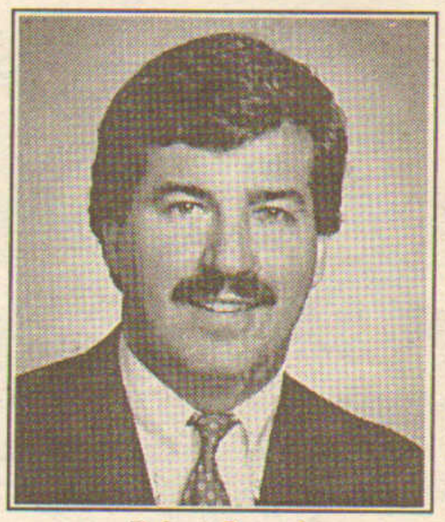
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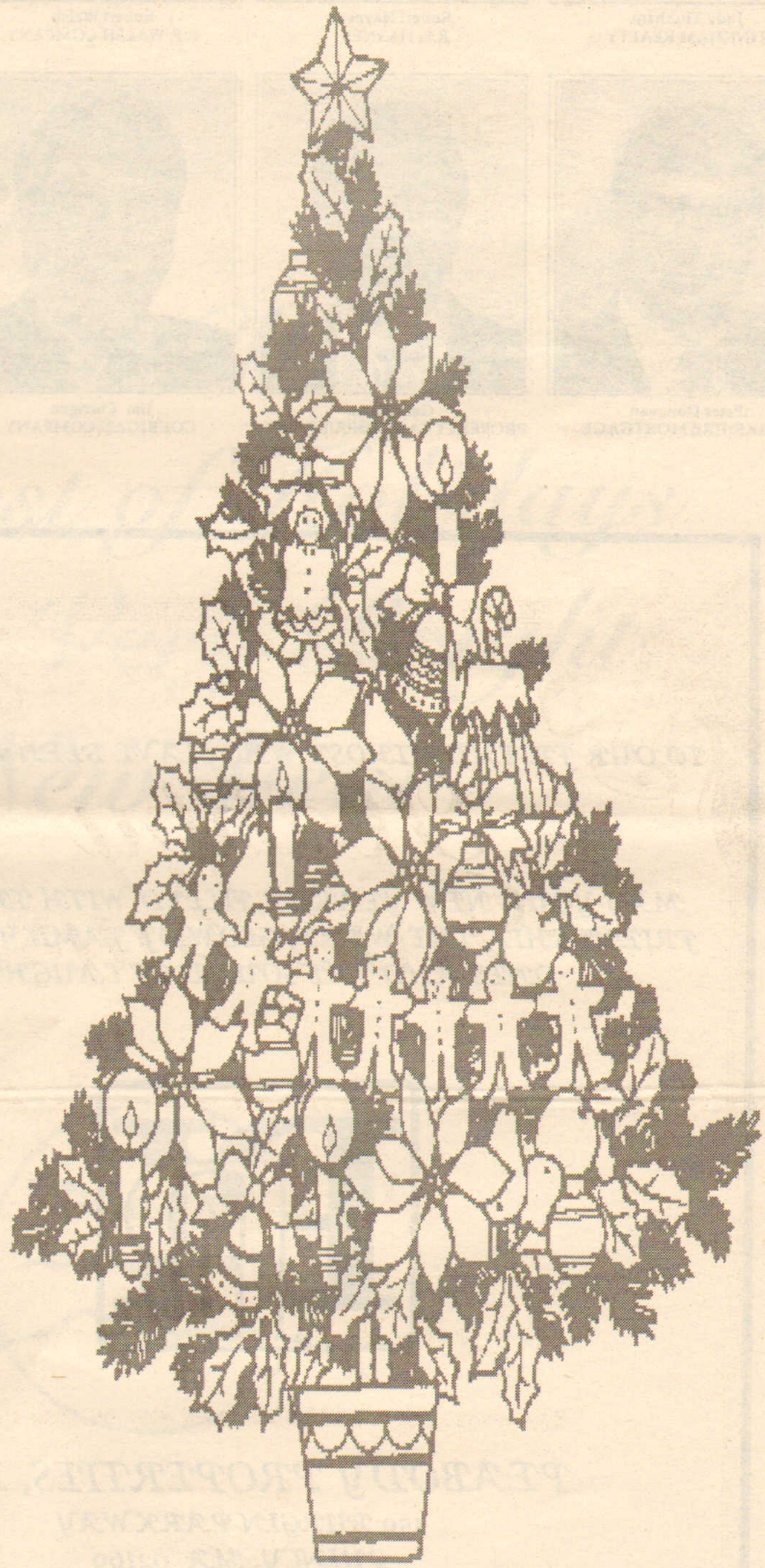
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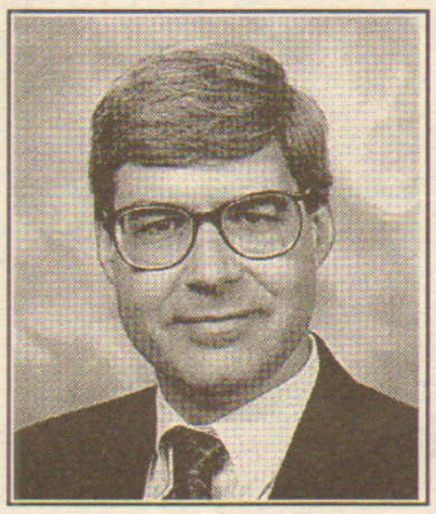
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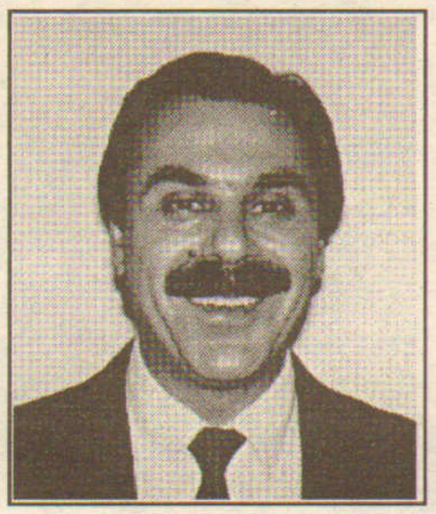
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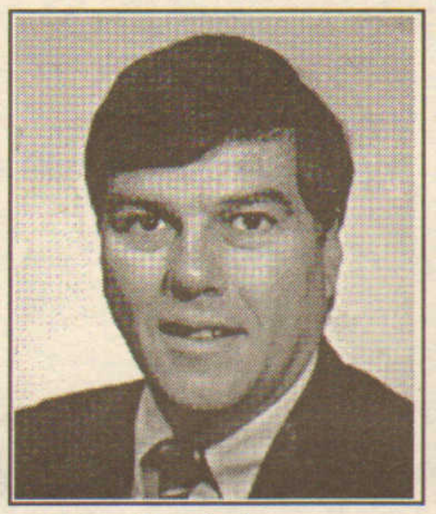
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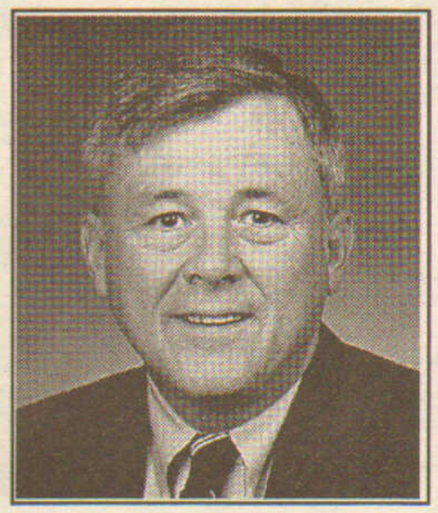
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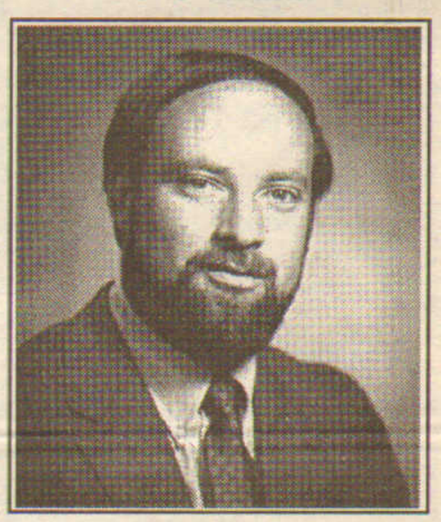
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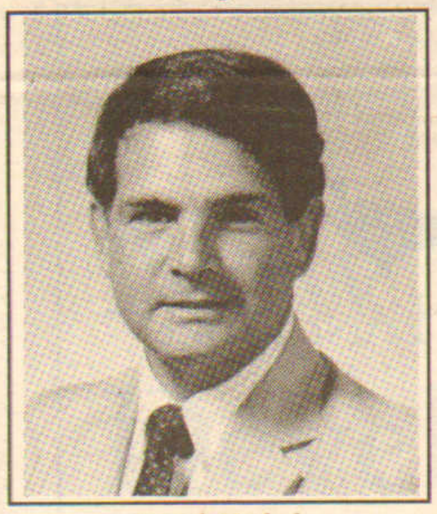
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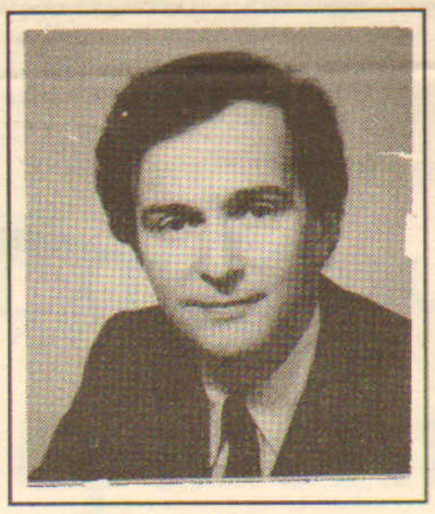
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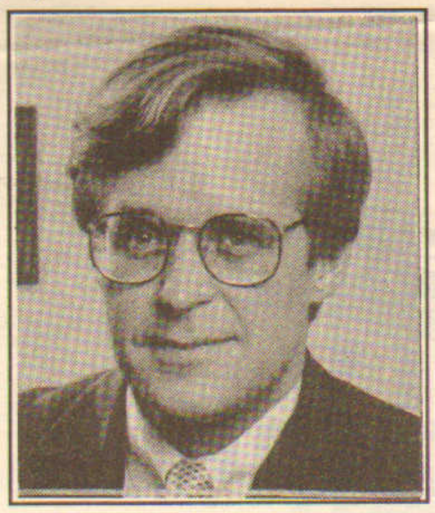
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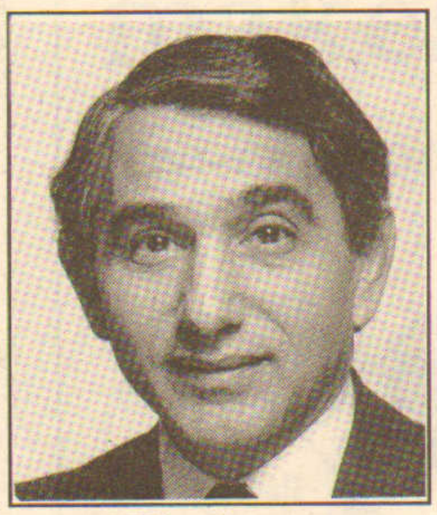
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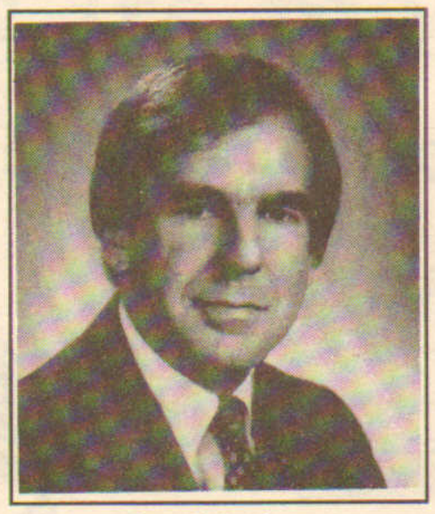
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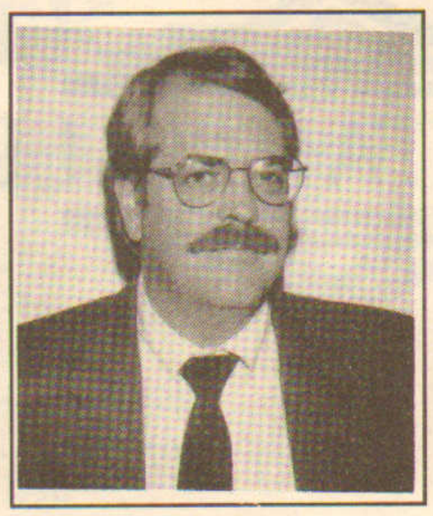
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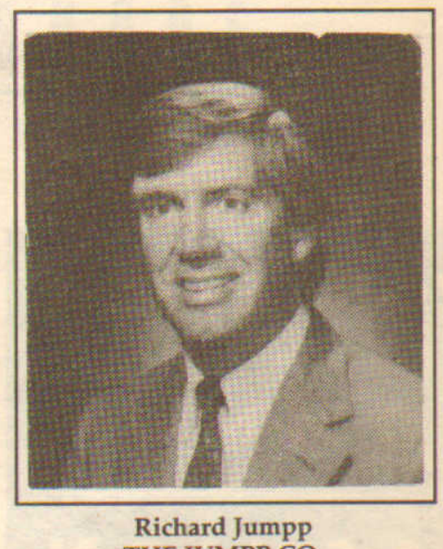
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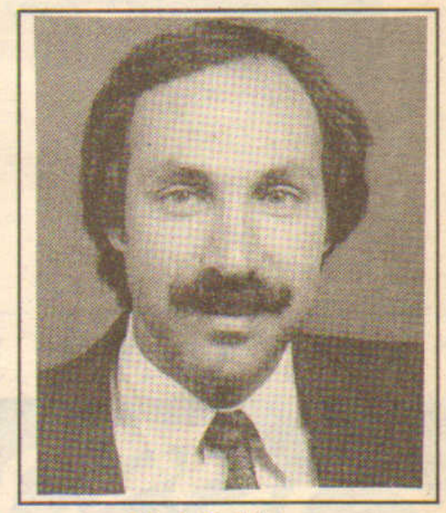
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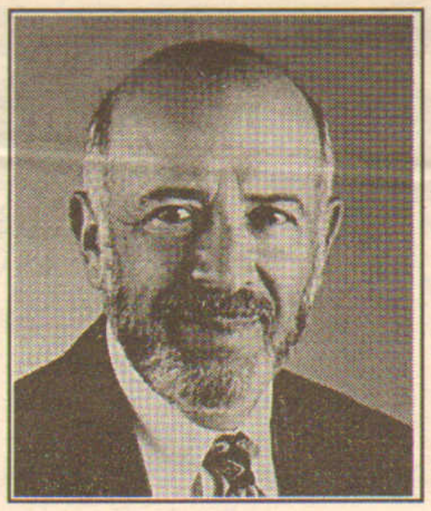
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Peter Barber
NORTHLAND DEVELOPMENT



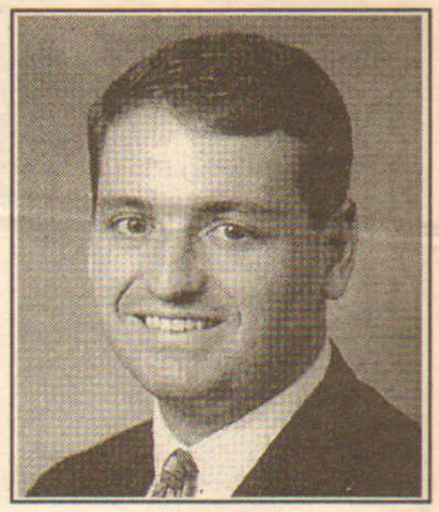
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LYNCH MURPHY
WALSH & PARTNERS



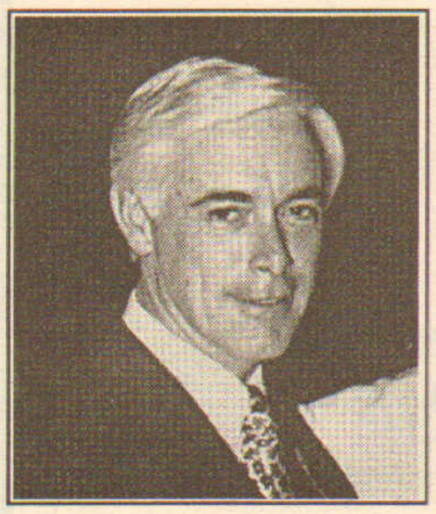
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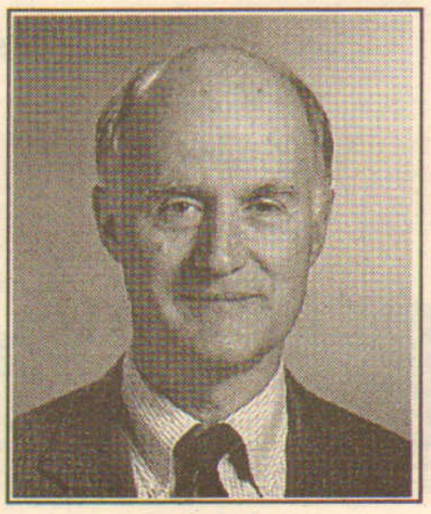
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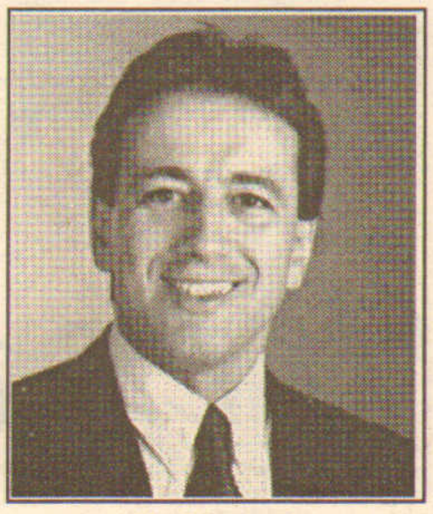
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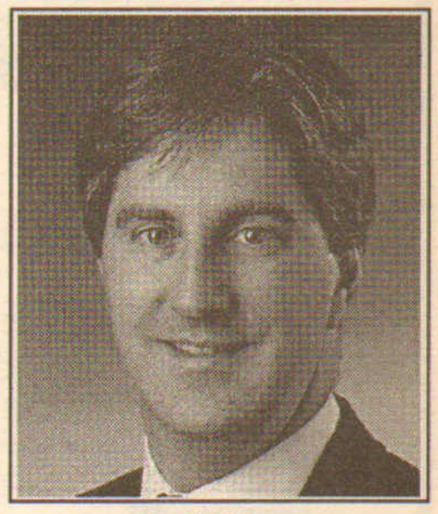
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PETER ELLIOT LLC



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OF MASSACHUSETTS



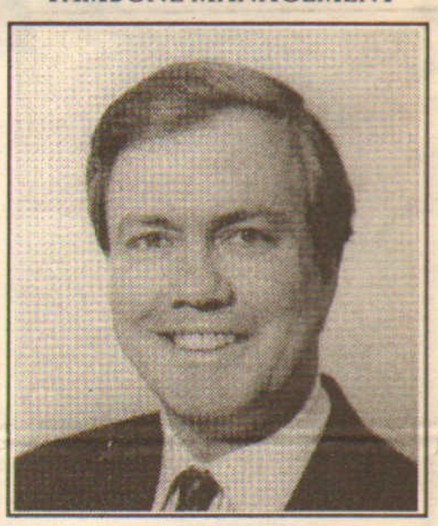
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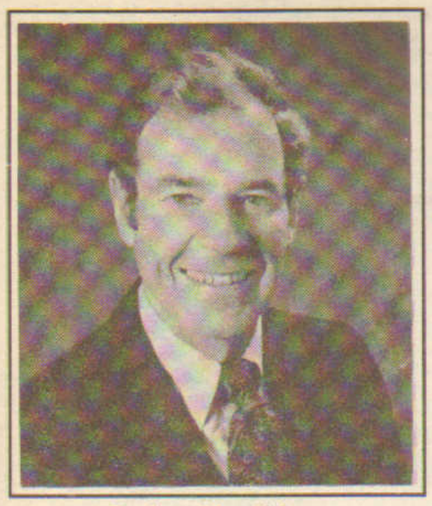
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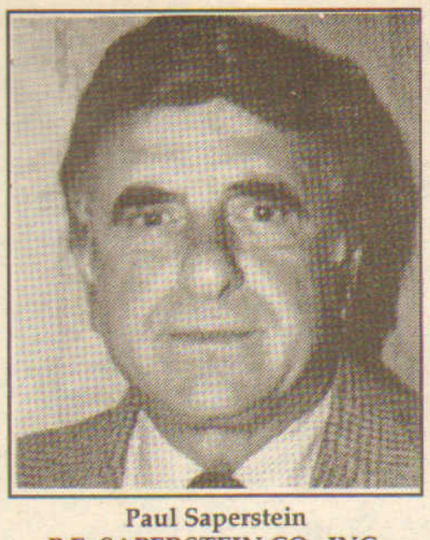
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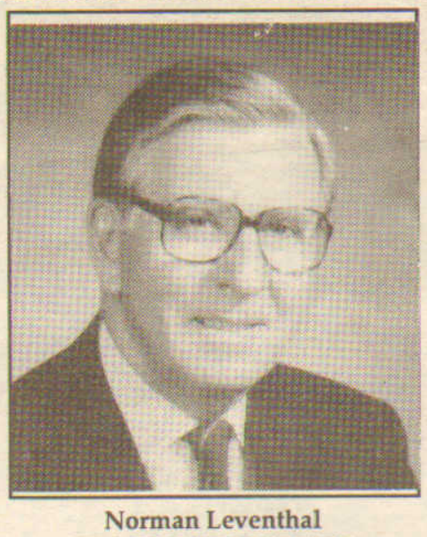
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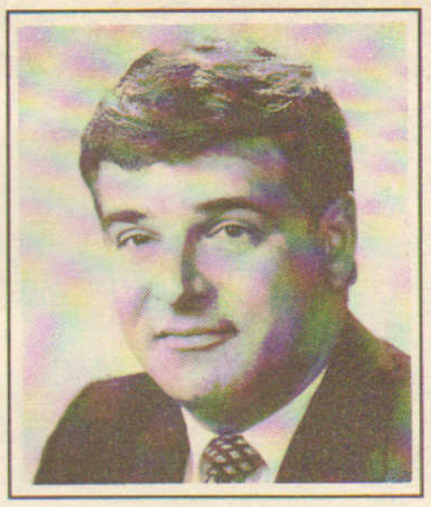
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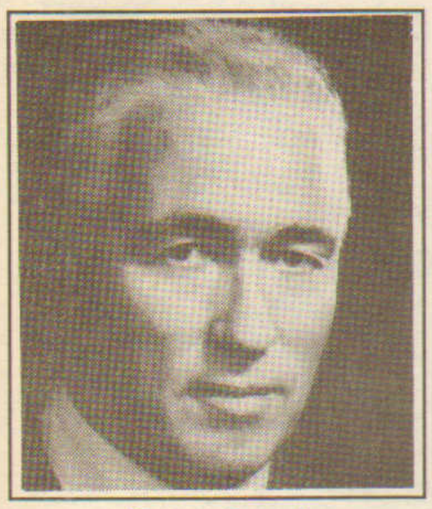
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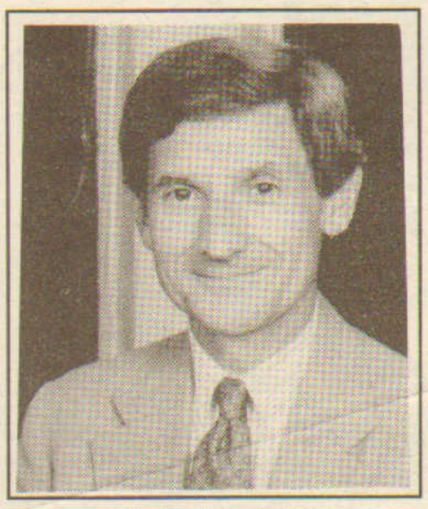
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ASHWORTH MORTGAGE



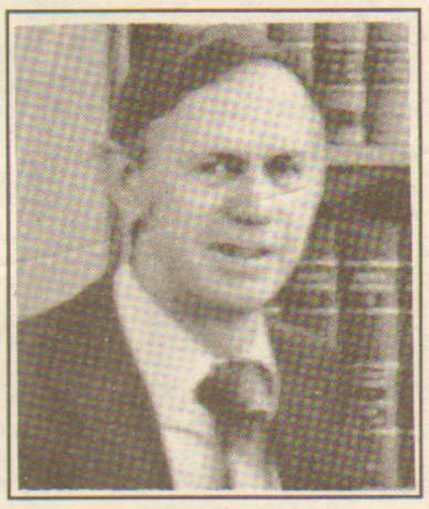
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Lester Yanowitz
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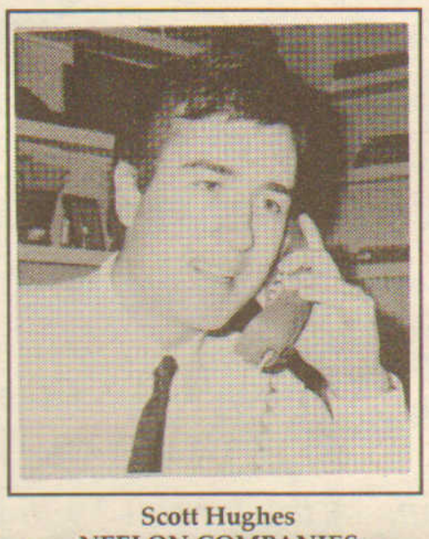
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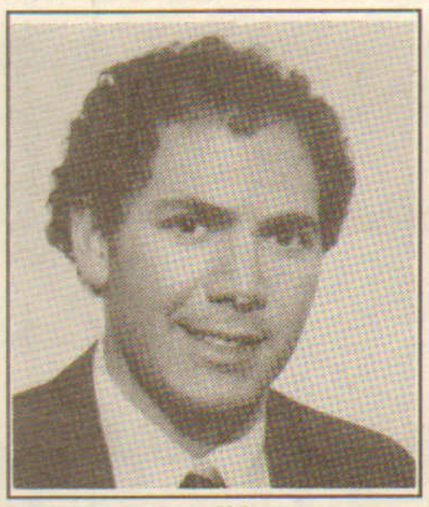
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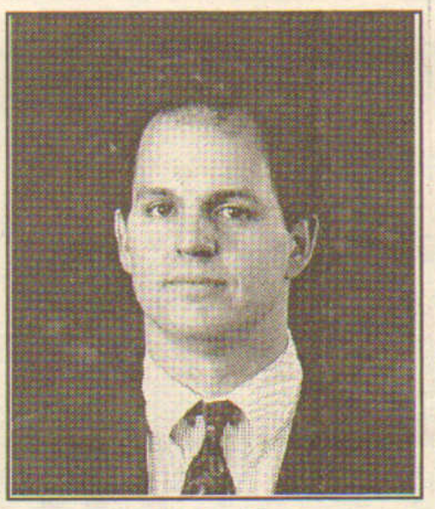
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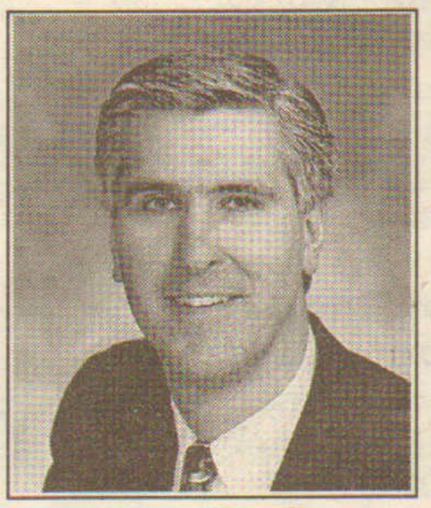
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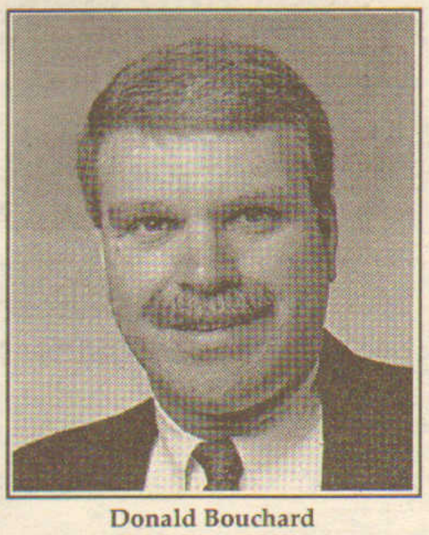
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James Alibrandi
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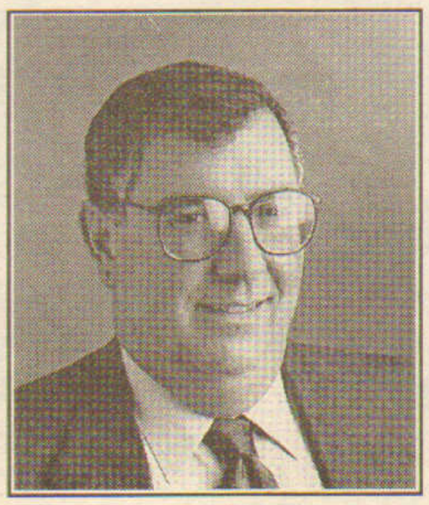
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R.M. BRADLEY



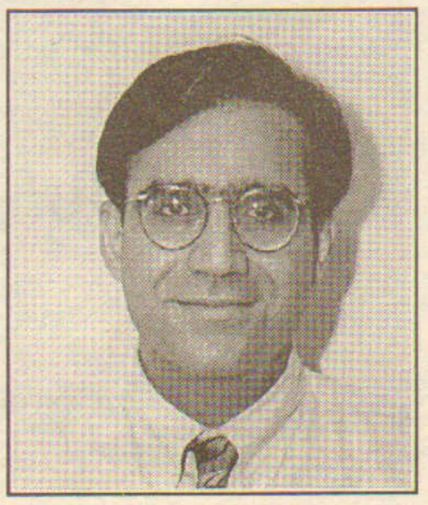
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CHICAGO TITLE



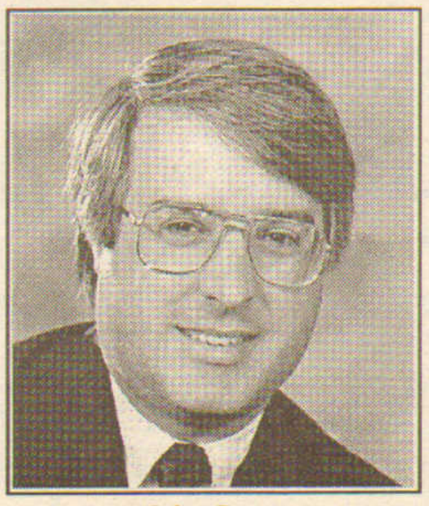
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Stephen Rowan
GROVE BANK



Farzad Khabiri
INTERCONTINENTAL BLDRS.



John Gorga
FANTINI & GORGA



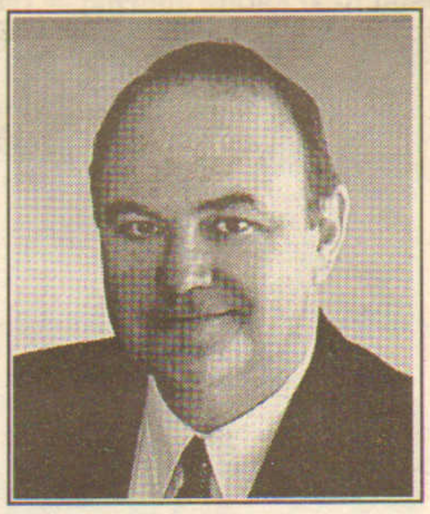
James Matthew
BLACKSTONE NEW ENGLAND



James Katon
KATON APPR. & CONSULTING



Jay Dacey
INTEGRATED
FACILITY ENGINEERS



Marcel Poyant
RENE L. POYANT



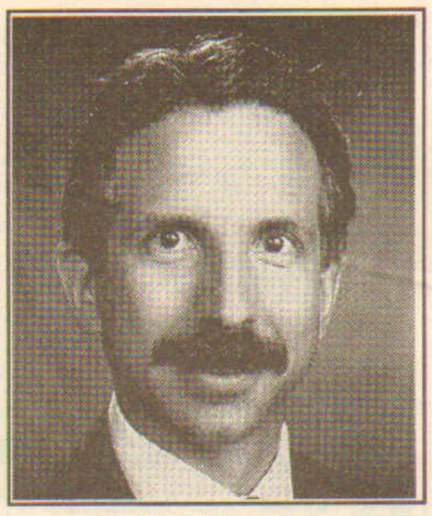
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SAMUEL D. PLOTKIN



Maurice Freedman
SASAKI ASSOC.



David Kowal
KOWAL COMMUNICATIONS



Elizabeth Darling
CITY OF PORTLAND, MAINE



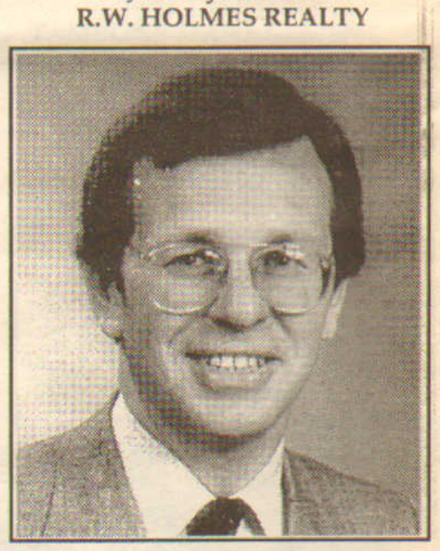
Eric Phillips
FIRST PHILLIPS



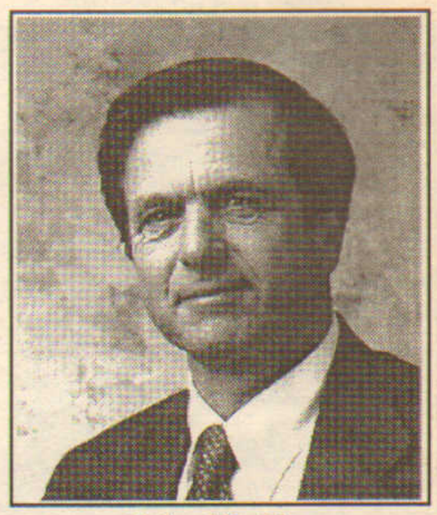
Richard Keenan
KEENAN AUCTION CO.



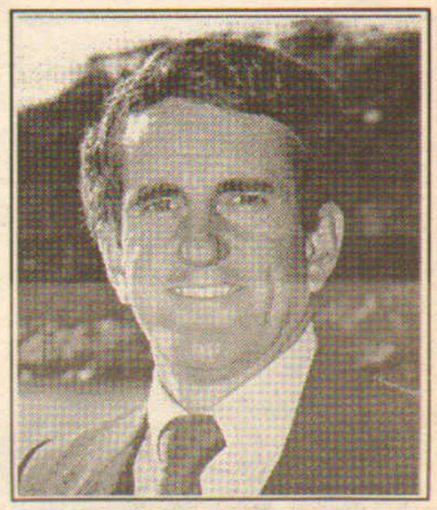
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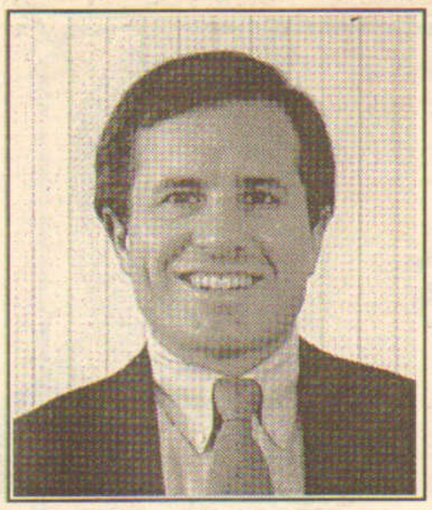
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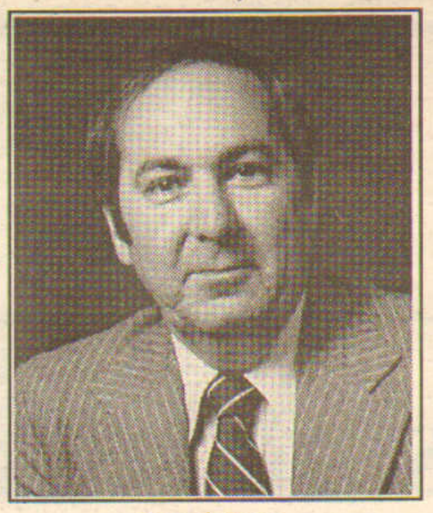
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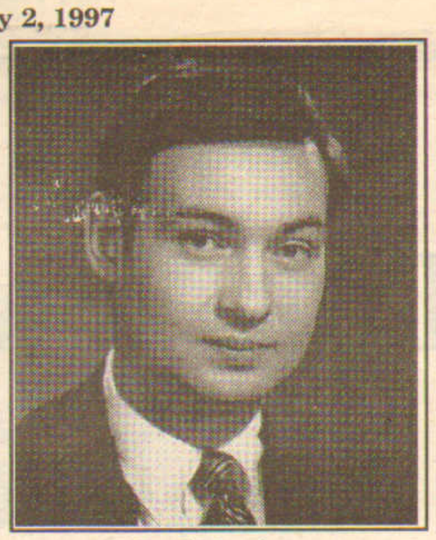
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Arlon Brown
SHEPARDSON GROUP



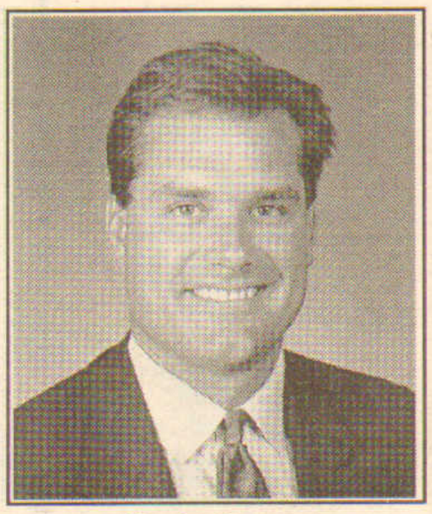
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INCOME PROP. FINANCE



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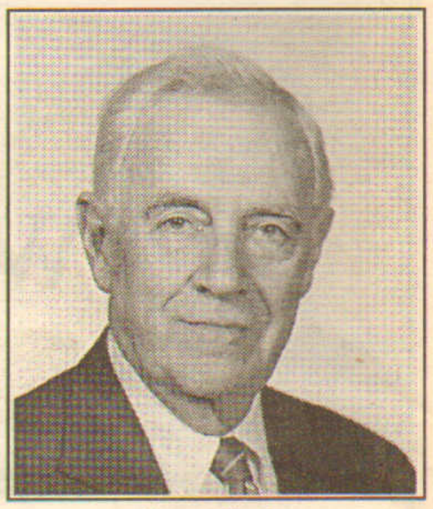
Richard Taylor
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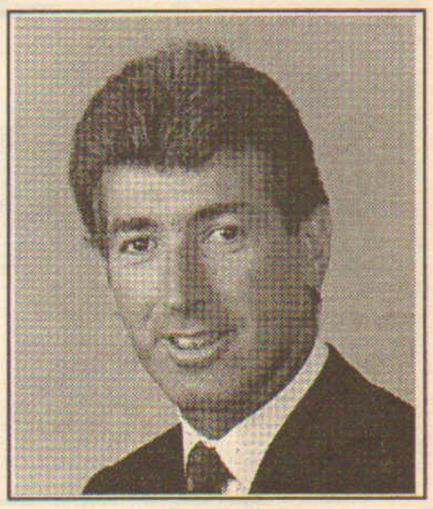
Roger Foster
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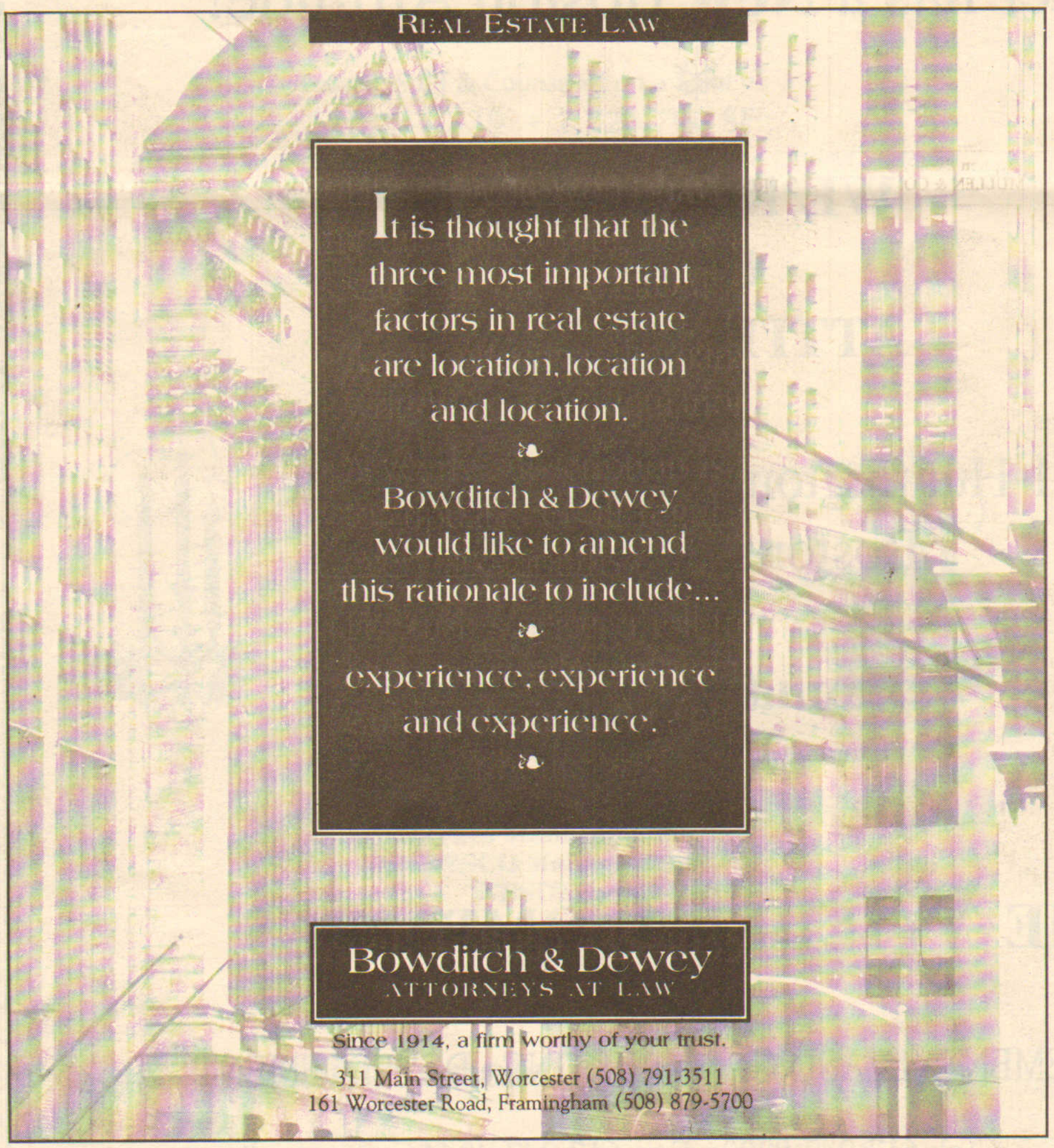
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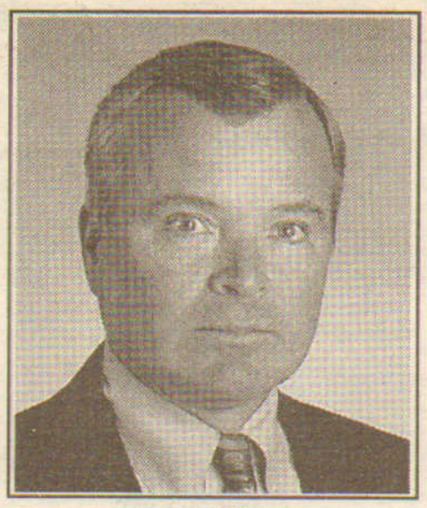




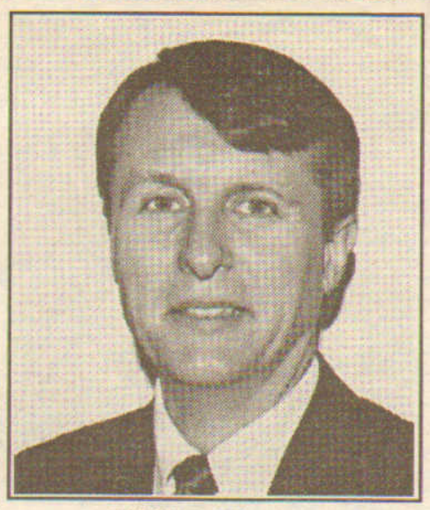
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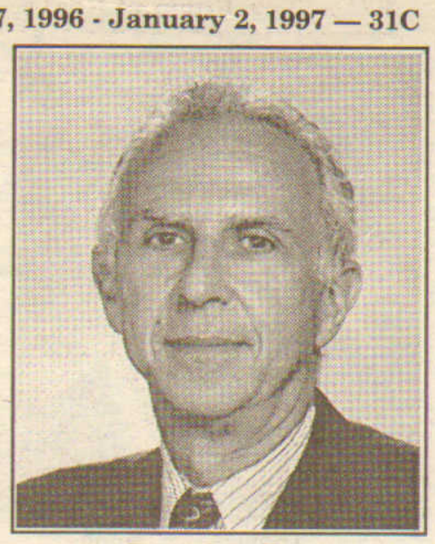
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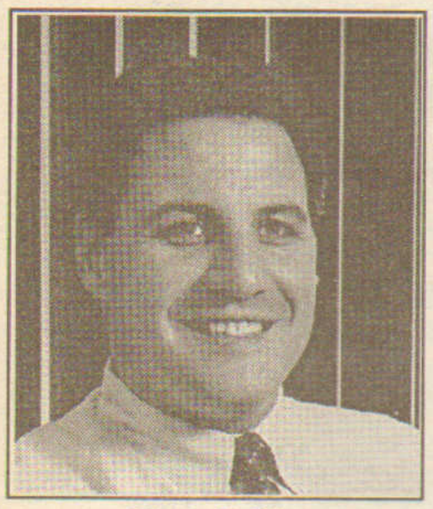
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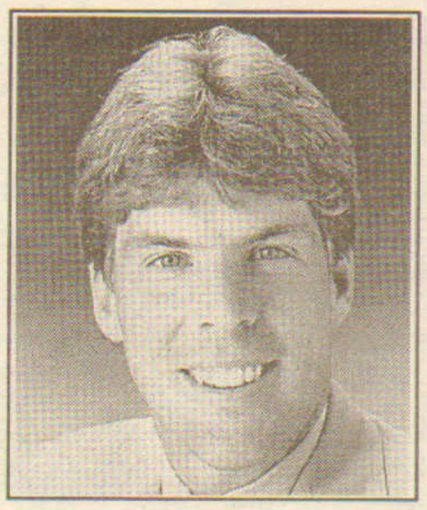
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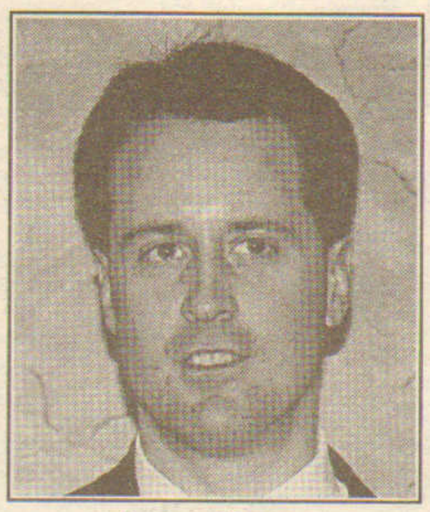
Wayne Griffin
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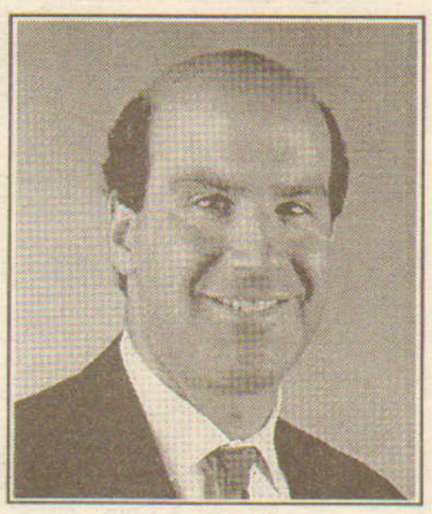
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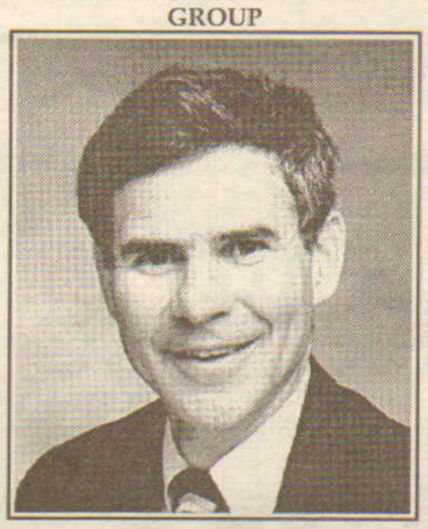
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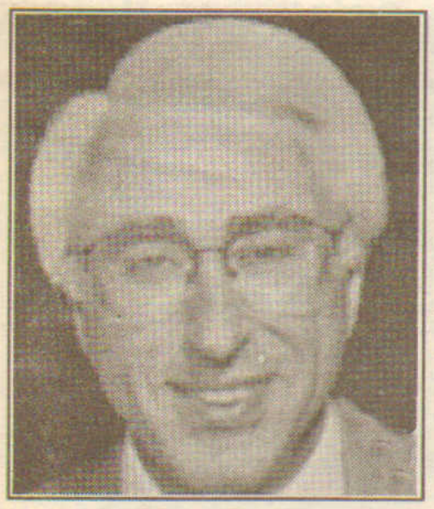
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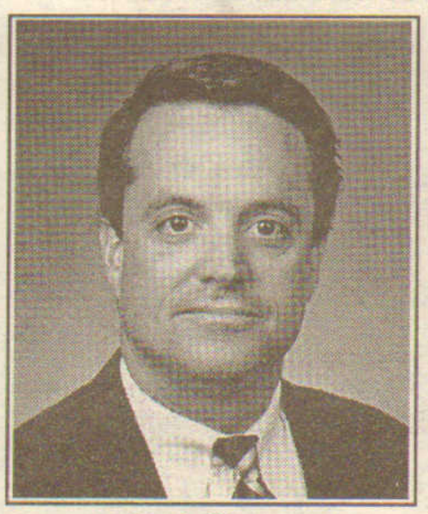
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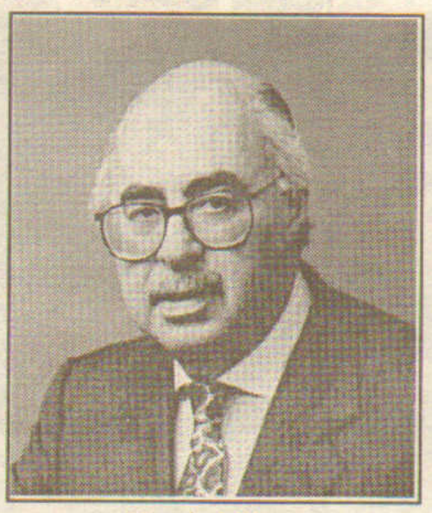
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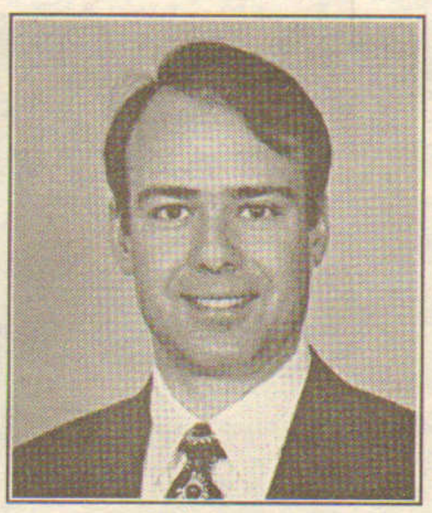
Daniel Flynn
DANIEL J. FLYNN & CO.



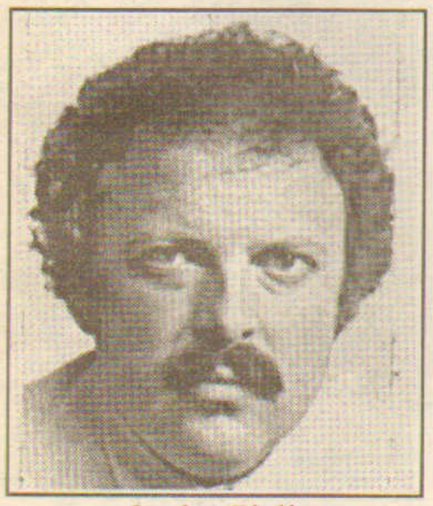
Kevin Hanna
CUSHMAN & WAKEFIELD OF MASSACHUSETTS



Marvin Milton
SWERLING MILTON WINNICK



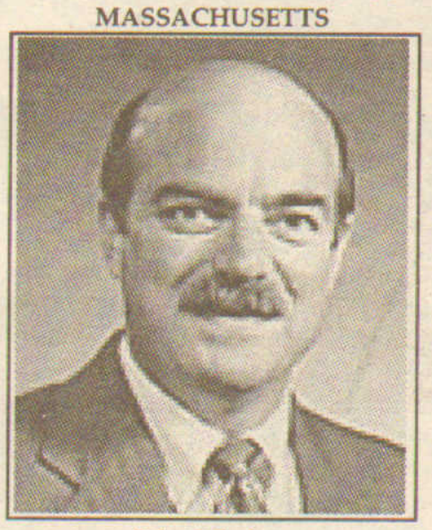
Craig Young
BOULOS COMPANY



Stephen Rioff
MB MANAGEMENT



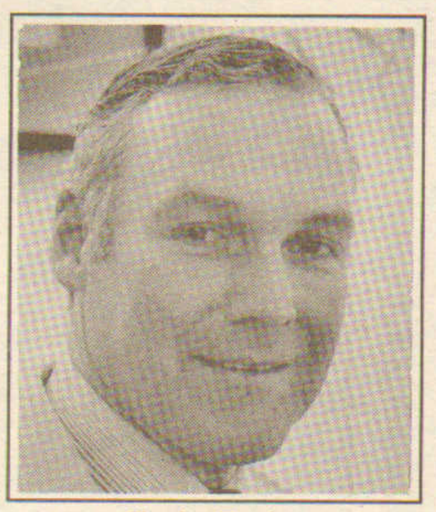
Thomas Prendergast
NET PROPERTIES



John Whalen
TEDESCHI REALTY



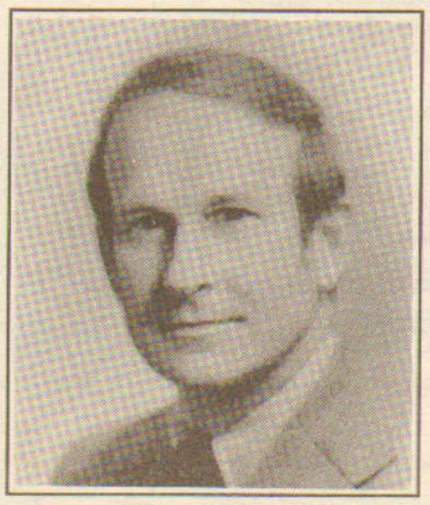
David Locke
CBL & ASSOCIATES



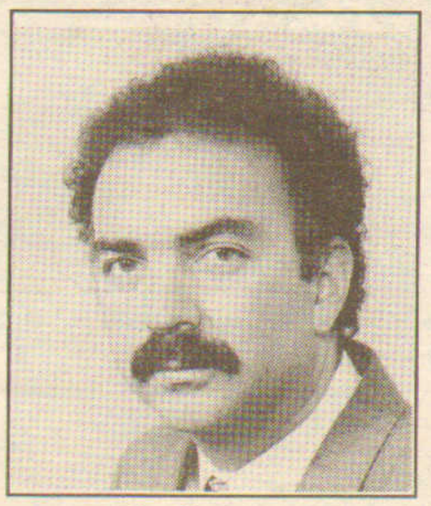
Charles Devine
DEVINE REAL ESTATE



Vin Albanese
FIDELITY PARTNERS



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



Jay Grossman
THE CODMAN COMPANY



Ronald Dion
R.M. BRADLEY



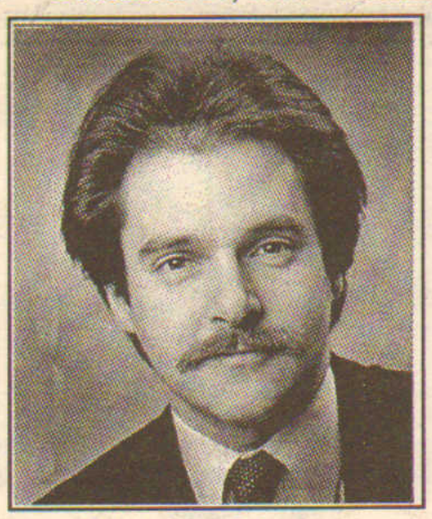
Douglas Nickerson
NICKERSON FINANCIAL



Vincent Cianci
MAYOR OF PROVIDENCE



Jeff Milne
SAUNDERS & MOCK



Andrew Cohen
CENTURY INVESTMENT



James Tonrey
TONREY & MEANS



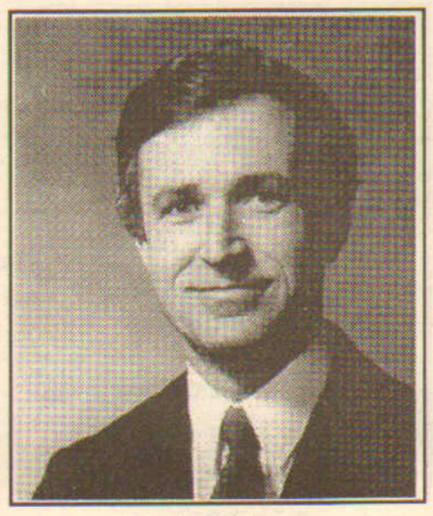
George Lieser
ROCKPORT MORTGAGE



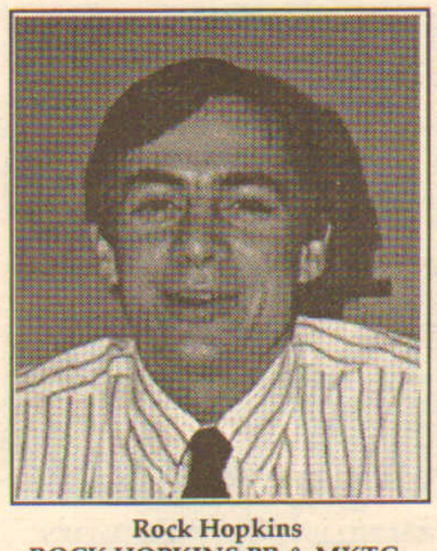
Thomas Menino
MAYOR OF BOSTON



Jordan Rittenberg
J. RITTENBERG & ASSOC.



David Vickery
SPAULDING & SLYE



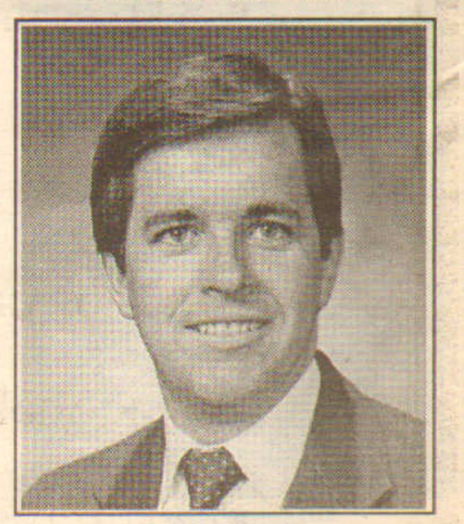
Rock Hopkins
ROCK HOPKINS PR & MKTG.



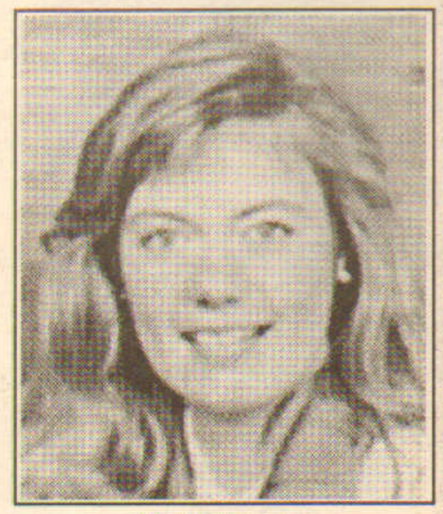
Casimir Groblewski
SPECTRUM FINANCIAL



Alan Fishman
FISHMAN REALTY



Paul McInnis
PAUL J. MCINNIS AUCTIONEERS

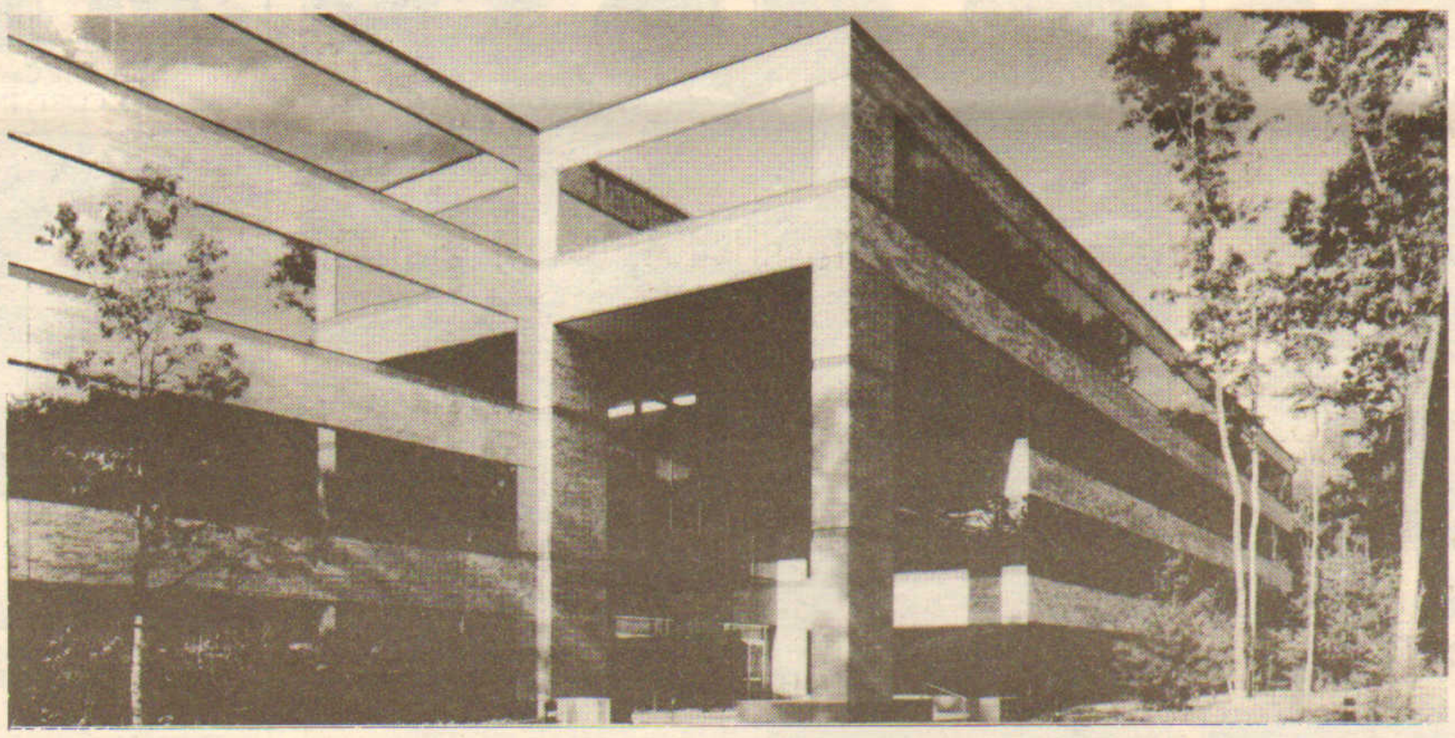


Ria McNamara
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FANTINI & GORGA

Westborough Office Park



First Class Office Space For Lease

Total buildout capacity remaining 800,000 square feet.

Westborough Office Park is regarded as one of the finest developments in New England. Meticulously designed and maintained exterior landscaping compliments each of the buildings creating an attractive, campus-like setting and rustic work environment. Numerous amenities such as food service, a conference facility, jogging trails, shower/locker facilities and on-site management all contribute to Westborough Office Park's first-class reputation. The magnificent park contains five buildings totaling 460,000 square feet and also offers the development capacity of several sites for build-to-suit options.

Strategically situated at the intersection of Route 9 and I-495, Westborough Office Park offers ease of access to the Massachusettes Turnpike which allows you to reach Boston in just 30 minutes, Route 128 in just 15 minutes and Worcester in just 12 minutes. The Park is also convenient to I-290 and the desirable residential communities of Eastern Massachusetts.

Westborough Offie Park would like to welcome the following companies who have signed leases in 1996: Computer Network Technologies, Ikon Office Solutions, Northern Telecom, Inc.

For more information contact:

Joe Howard , Senior Leasing Manager

Leggat McCall Properties Management, L.P.

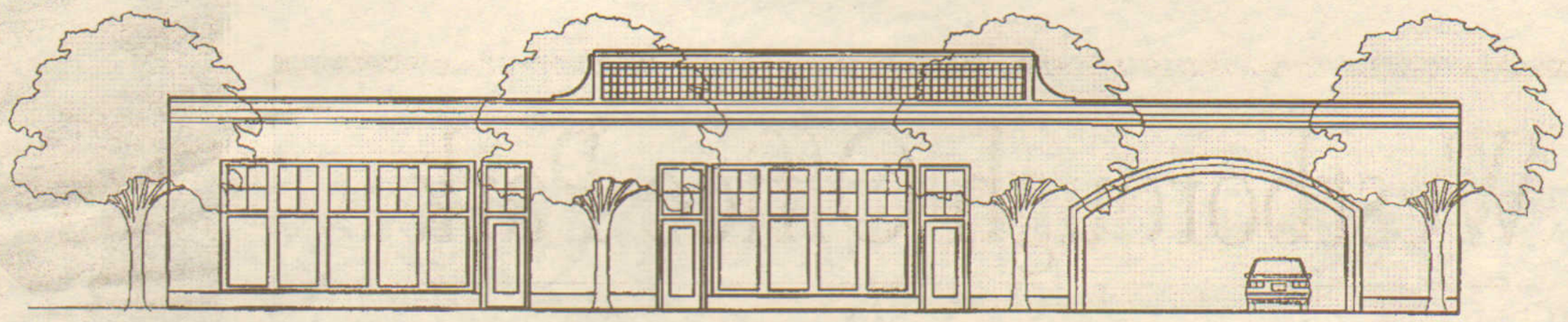
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- Will remodel to suit
- Porter Square area is one of the rapidly growing commercial centers in the entire Metropolitan Boston area
- Within a mile radius of Porter Square is one of the most densely populated areas in Metropolitan Boston
- Architect: Peter Quinn of Amachar Quinn Associates, Inc.

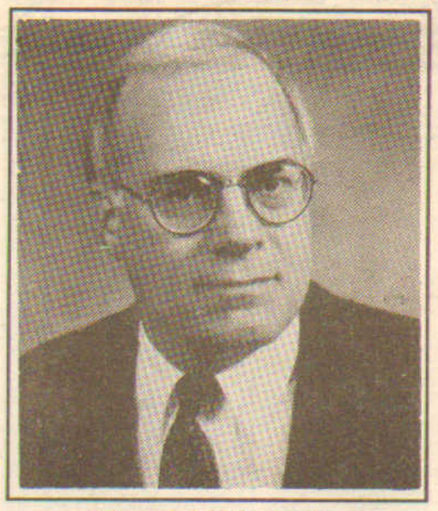
Broker participation welcomed and encouraged

Call Carl F. Barron or Gary Ciabotti

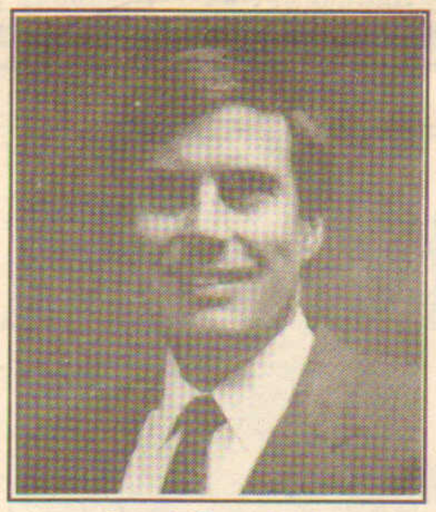
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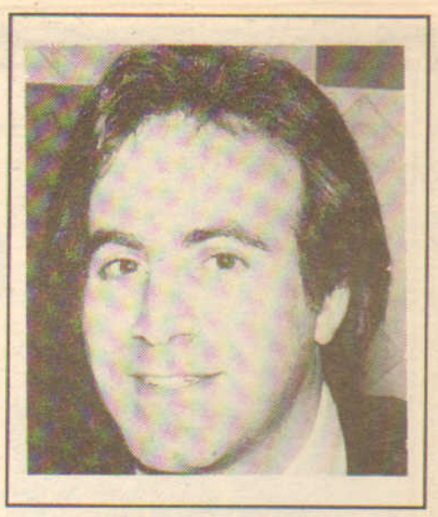
Joseph Hegenbart
SPECTRUM FINANCIAL



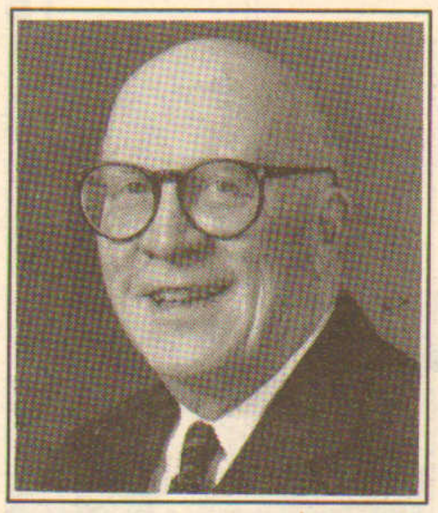
Bart Perini
PARAMOUNT DEVELOPMENT



William Kelleher
KELLEHER & SADOWSKY



Robert Tambone
ATLANTIC REALTY & DEVELOPMENT



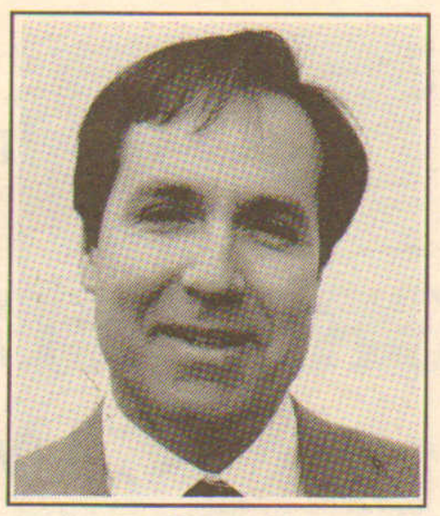
Arthur Nelson
THE NELSON COMPANIES



Richard Bonz
BONZ & COMPANY



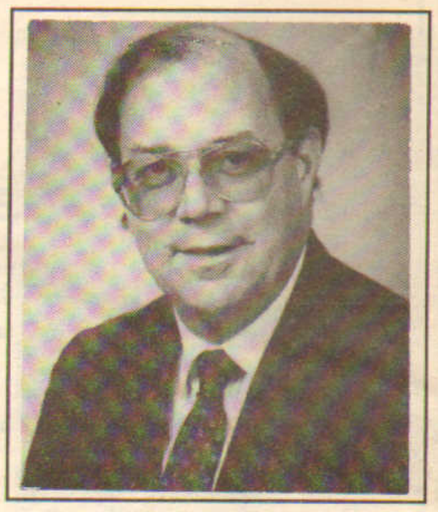
Kathleen O'Connor
FALLON HINES & O'CONNOR



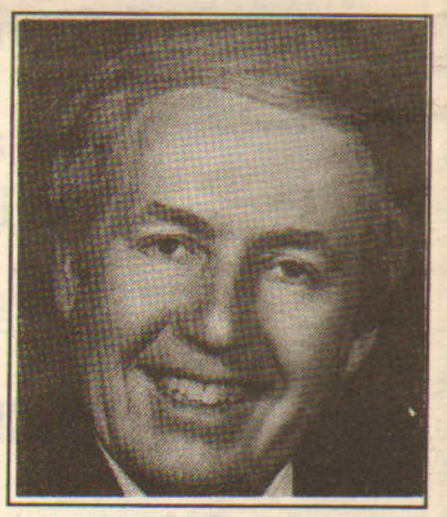
David Smookler
DARTMOUTH COMPANY



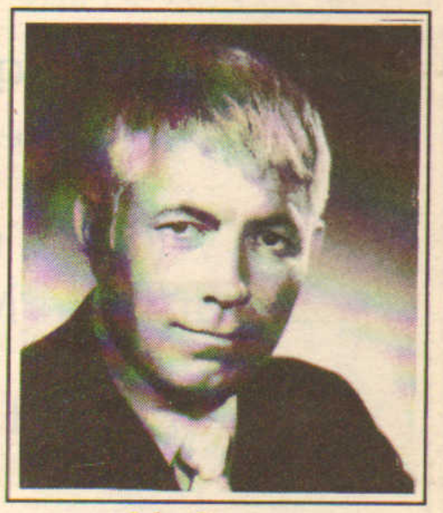
Kevin Higgins
BORDER BOOKS



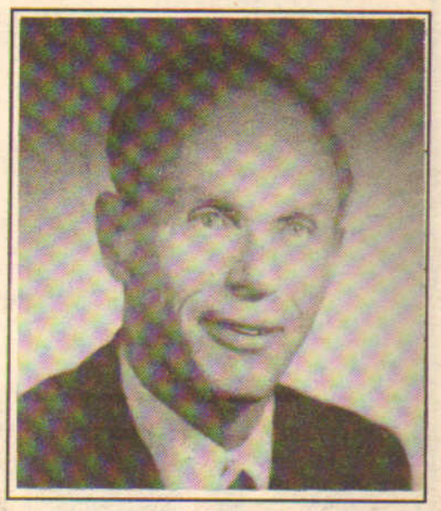
Carl Gauthier
PARAMOUNT DEVELOPMENT



Bernard Rosenshein
ROSENSHEIN ASSOCIATES



John Corcoran
JOHN M. CORCORAN & CO.



Fred Maretz
LEVEY, MILLER, MARETZ

Season's Greetings

to all our friends, business associates and valued clients

Join us in looking forward to a prosperous year ahead and future expansion in 1997.

David Schaffer

Frank M. Micali *Anthony C. Schaffer*

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Michael Kolakowski
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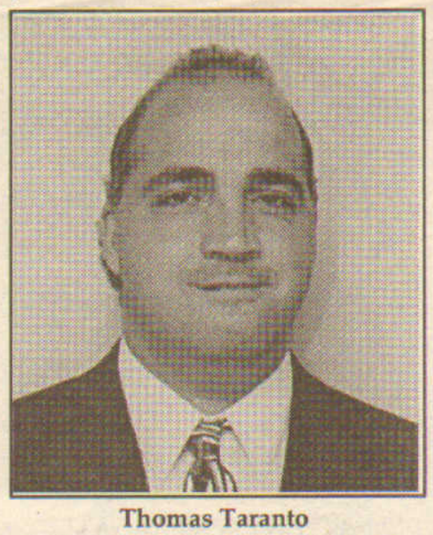
Mark D'Addabo
N.E. RETAIL LEASING



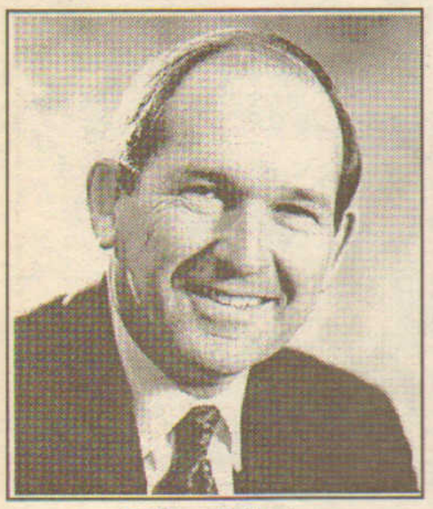
Dennis Callahan
COMPASS MGMT. & LEASING



Kathy Corton
NOMURA



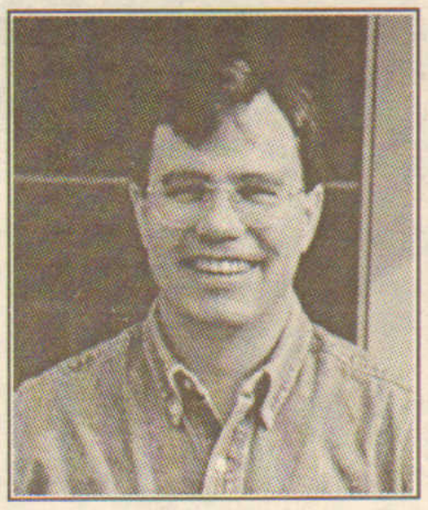
Thomas Taranto
INTERCONTINENTAL MGMT.



Wilson Pollock
ADD, INC.



Wayne Johnson
THE TURNER GROUP



Ken Holmes
NORTH BRANCH



Leland Cott
BRUNER/COTT



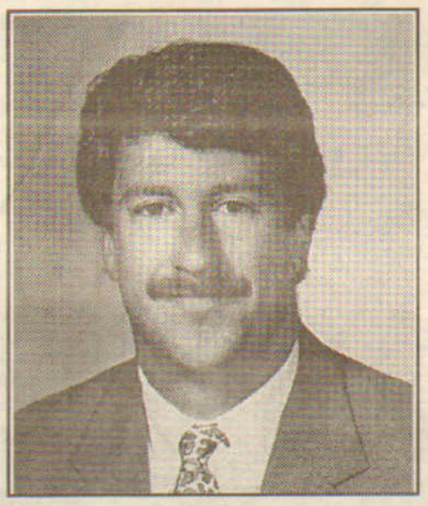
Eric Forish
ABC MASSACHUSETTS



Scott Richardson
GORMAN RICHARDSON



Paulette Wood
IREM RHODE ISLAND



Jeff Finan
HAYES & SHERRY



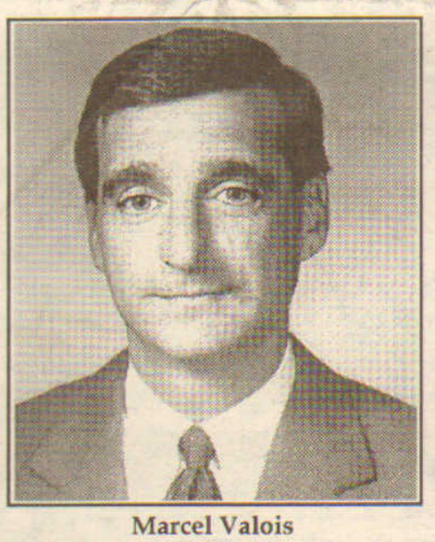
Vincent Veroneau
NORTHLAND



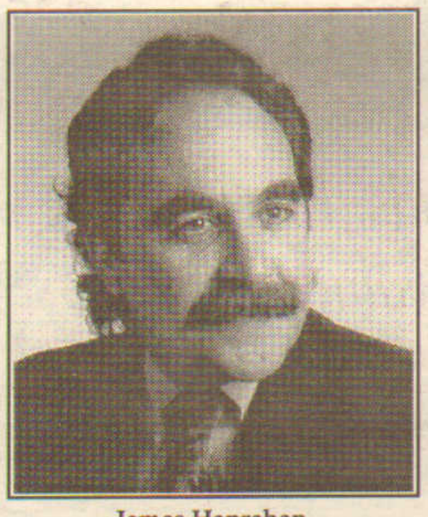
Patrick Ford
N.E. HOTEL REALTY ADVISORS



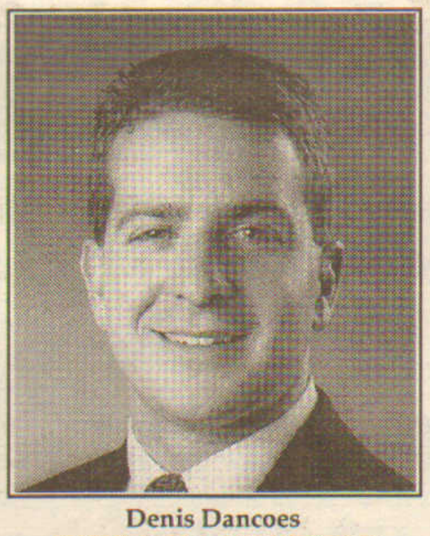
Ron Grolljahn
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Marcel Valois
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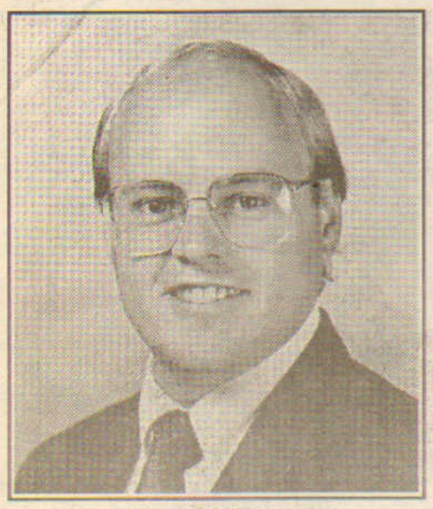
James Hanrahan
BOWDITCH & DEWEY



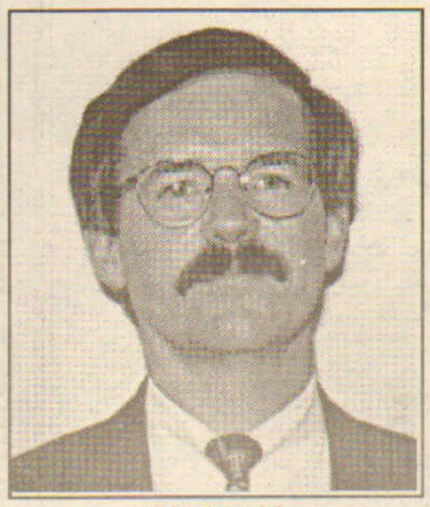
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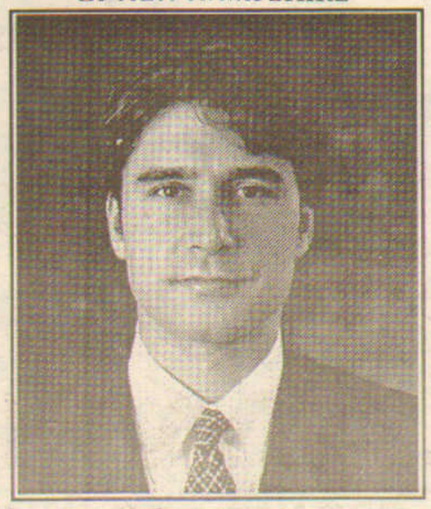
Donald Eaton
EATON PARTNERS



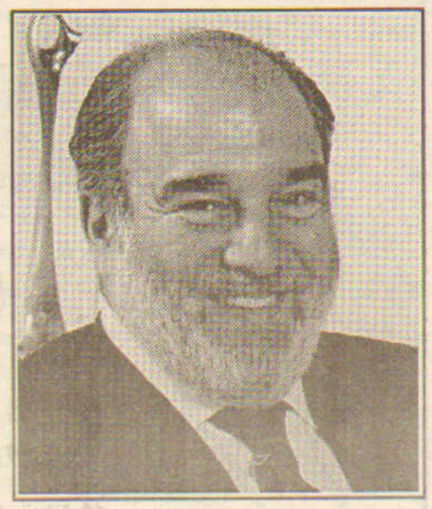
Alfred Smith
BTE



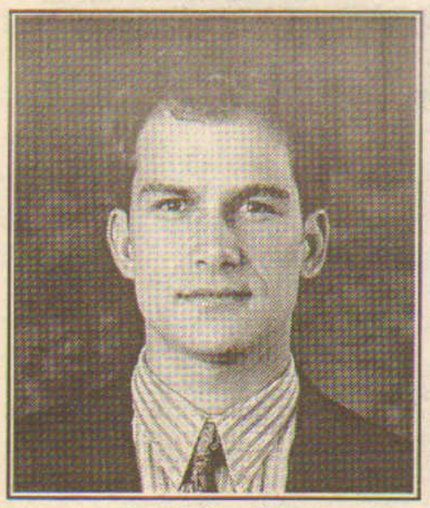
Irma Mann
I.S.M .STRATEGIC MARKETING



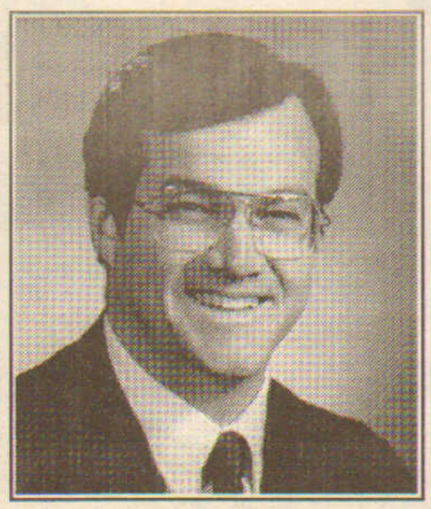
Peter Palandjian
INTERCONTINENTAL COS.



Gerald Fineberg
FINEBERG COS.



Paul Palandjian
INTERCONTINENTAL COS.



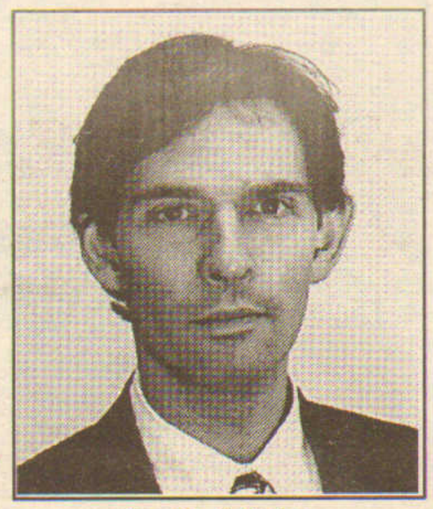
David Almy
IN MEMORIAM



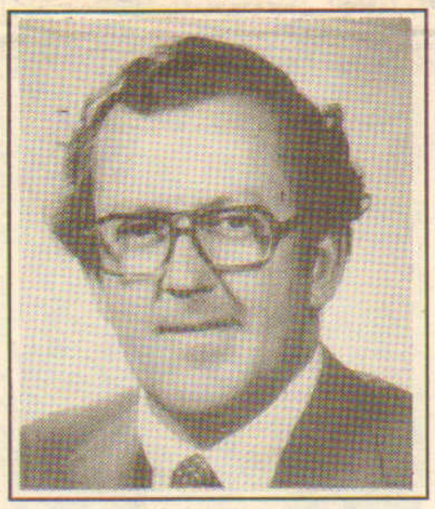
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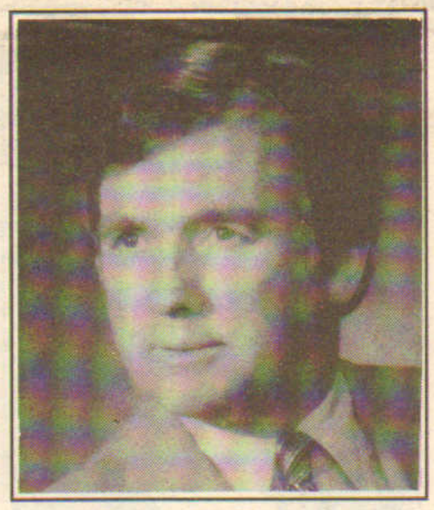
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PRUDENTIAL SECURITIES



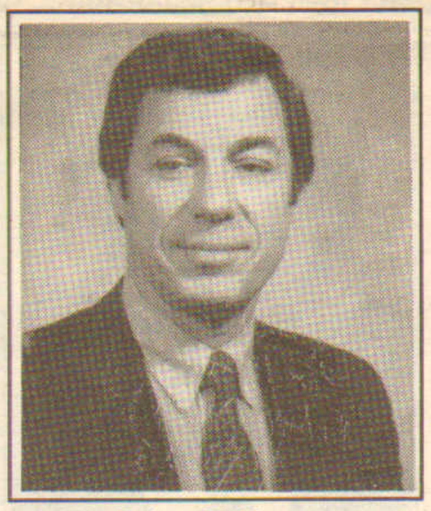
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CASLER & COMPANY



William O'Connor
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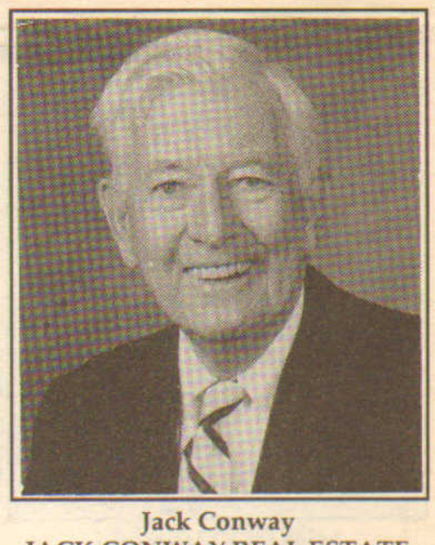
Eugene McPherson
McPHERSON CORP.



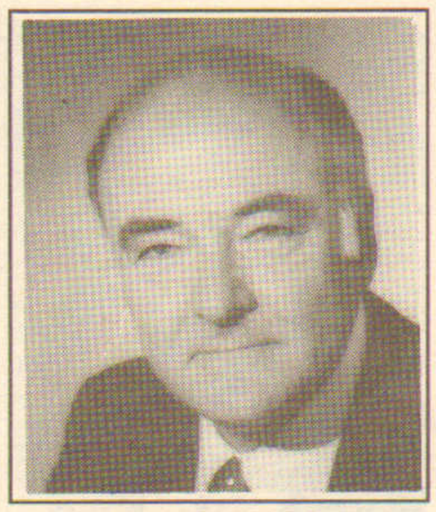
Robert DeMarco
CAMPANELLI REALTY



Brian Murray
THE NELSON COMPANIES



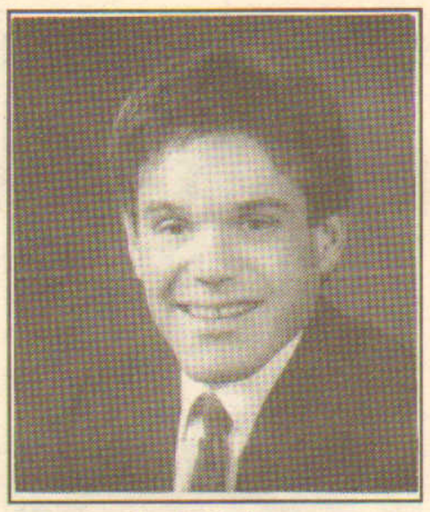
Jack Conway
JACK CONWAY REAL ESTATE



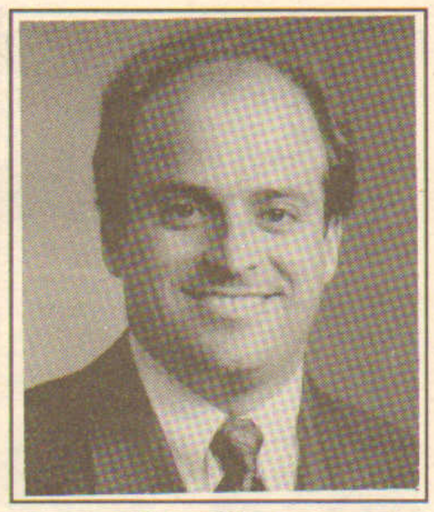
Alexander McNeil
McNEIL & ASSOCIATES



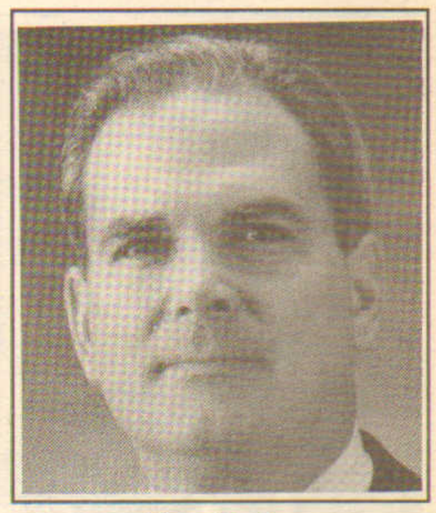
Franklin Simon
THE SIMON COMPANIES



Irwin Barkan
I.J. BARKAN, INC.



Michael Gosman
CAREMATRIX



Tom Worth
EXCELSIOR GROUP



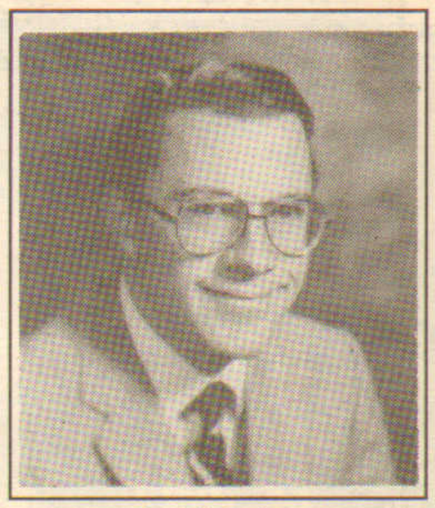
Joseph Bettencourt
CAMPANELLI REALTY



Madlyn Fafard
FAFARD COMPANIES

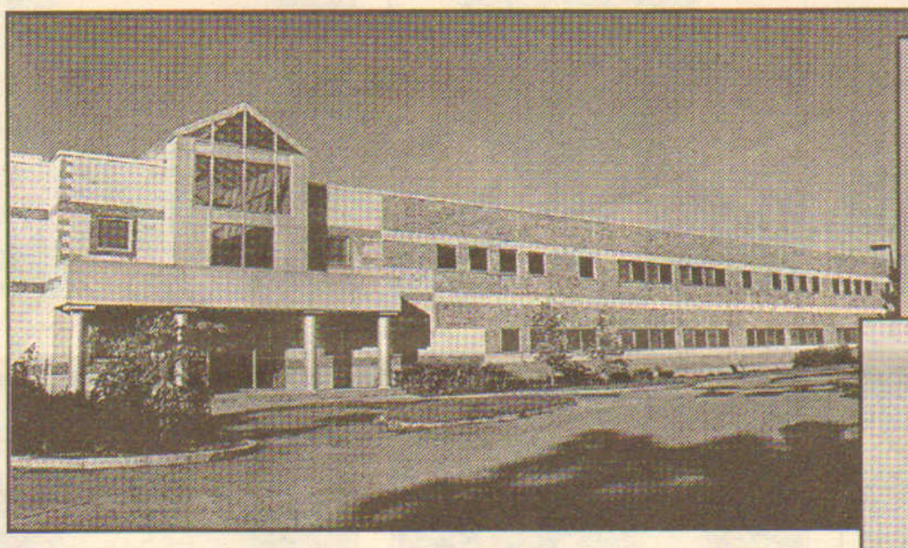


Sidney Rosenthal
MEREDITH MANAGEMENT

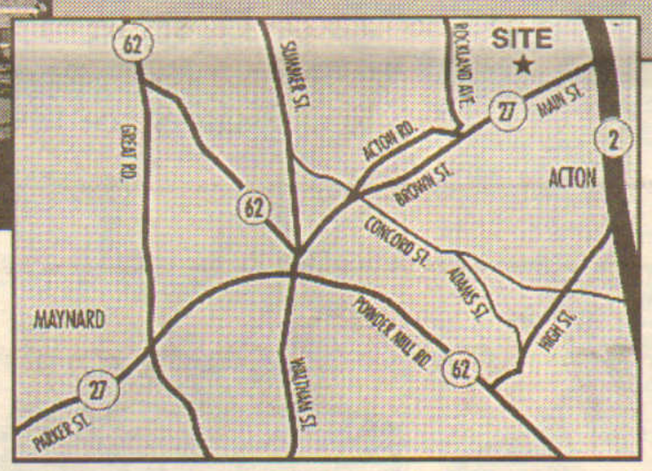


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CLINTON, MA

- 202,000 square feet available
- $3.50 NNN
- 22-28' clear height

20 INDUSTRIAL AVENUE
CHELMSFORD, MA

- 40,000 - 75,000 square feet
- 24' ceiling height
- For lease at market rate

201 LOWELL STREET
WILMINGTON, MA

- 104,000 square feet
- 18 acres
- Development opportunity

10 NEW BOND STREET
WORCESTER, MA

- 492,616 square feet
- Office/R&D/Distribution
- $2.00 - $5.00 per square foot NNN

137 MARSTON STREET
LAWRENCE, MA

- 50,000 square feet
- $2,300,000
- $4.50 per square foot NNN

1500 SHAWSHEEN STREET
TEWKSBURY,MA

- 58,000 square feet - total space
- 33,773 square feet available
- $1,300,000
- $3.25 per square foot NNN

830 MAIN STREET
CLINTON, MA

- 120,000 square feet
- $3,500,000
- $3.50 per square foot NNN

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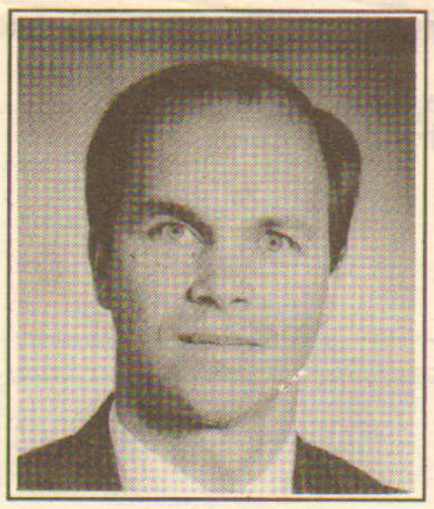
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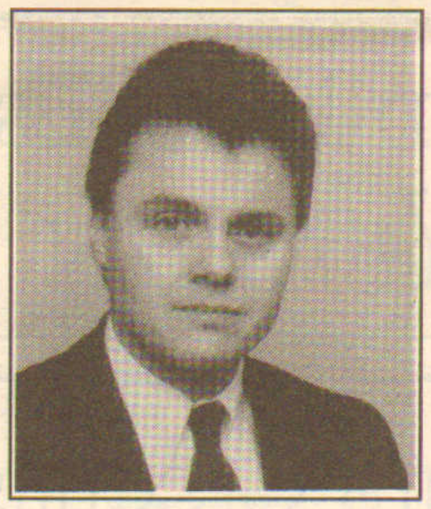
Meredith Management Corporation
29 Crafts Street, Suite 300, Newton, MA 02158
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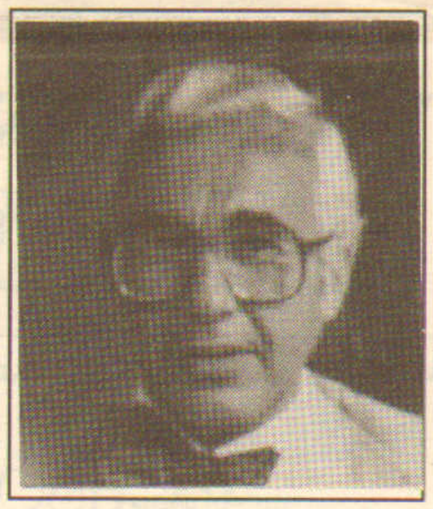
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NORDIC PROPERTIES



John Cafferty
CAFFERTY COMPANY



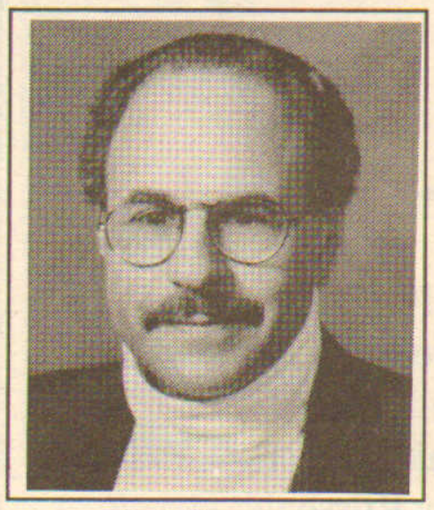
Mark Mancuso
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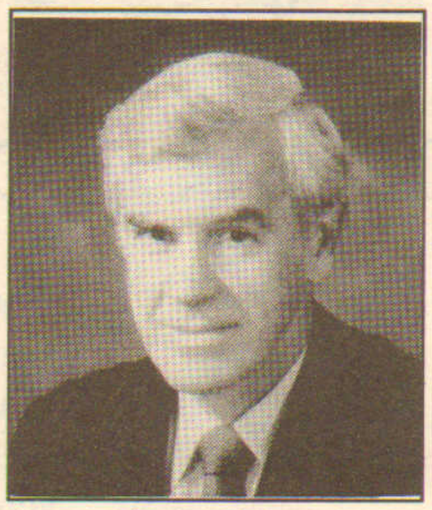
Arnold Kahn
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Wayne Mock
SANDERS & MOCK



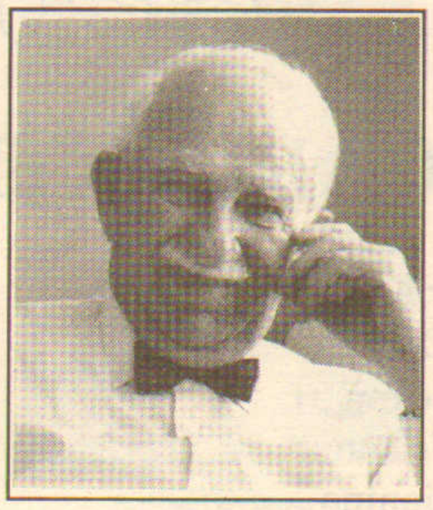
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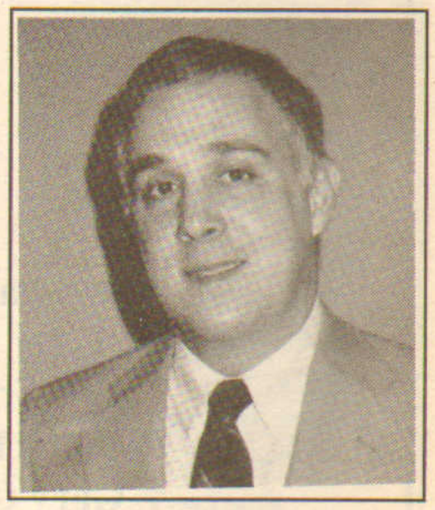
Thomas Flatley
THE FLATLEY COMPANY



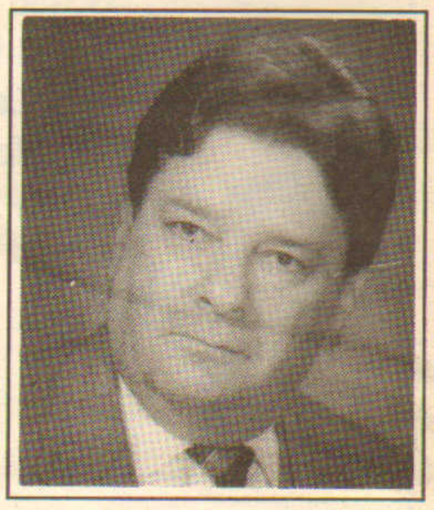
Joel Wilder
WILDER MANAGEMENT



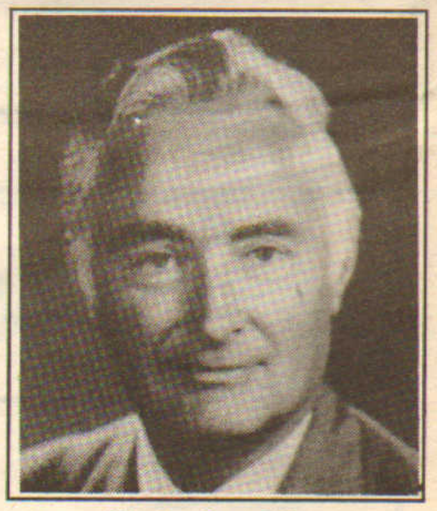
Sumner Schein
SUMNER SCHEIN ARCHITECTS



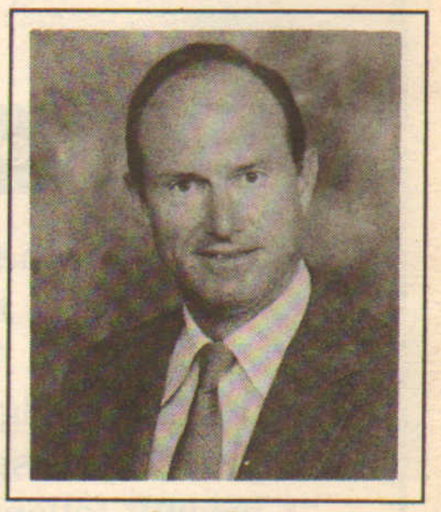
Robert DiCenso
DiCENSO ASSOCIATES



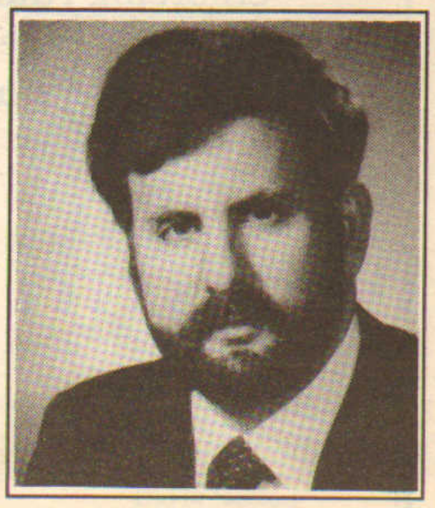
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New England Real Estate Journal
1996 Year in Review

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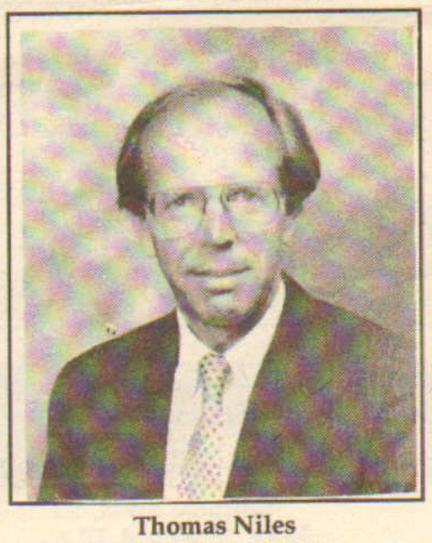
At Fantini & Gorga this requisite skill is always augmented by a vigilant tracking of the continuously changing capital markets."



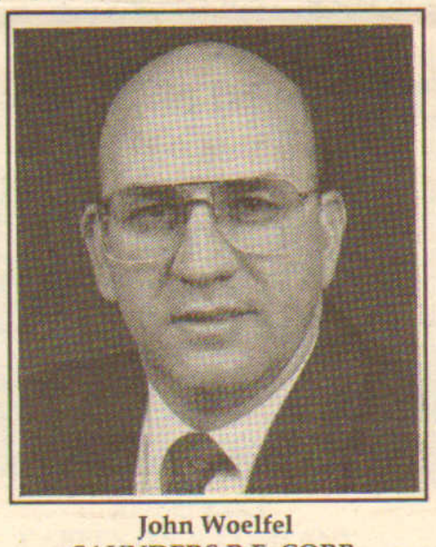
A.J. Tambone
TAMBONE CORP.



Alan Finn
JOSEPH FINN CO.



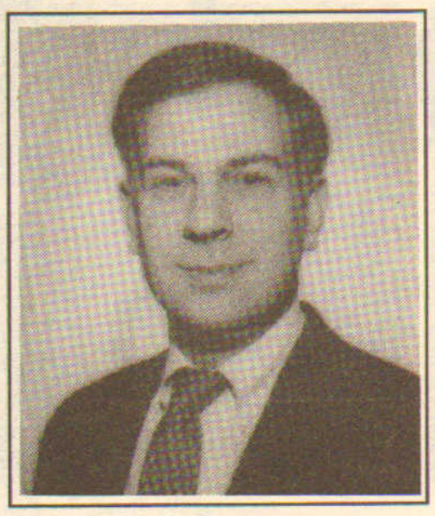
Thomas Niles
NILES COMPANY



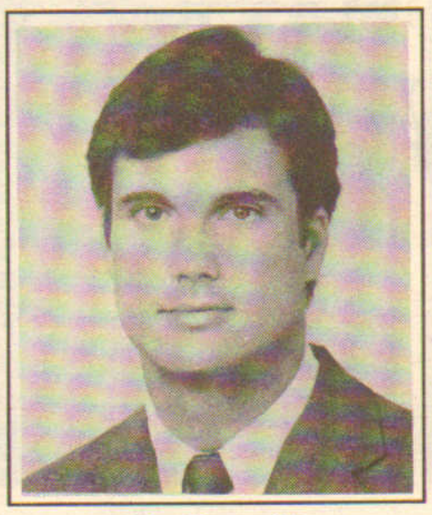
John Woelfel
SAUNDERS R.E. CORP.



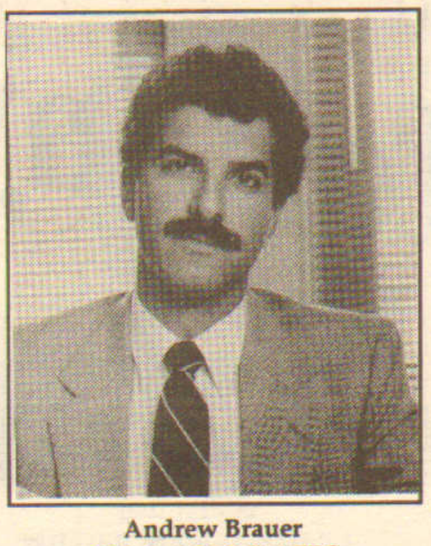
George Garen
GAREN PHOTOGRAPHY



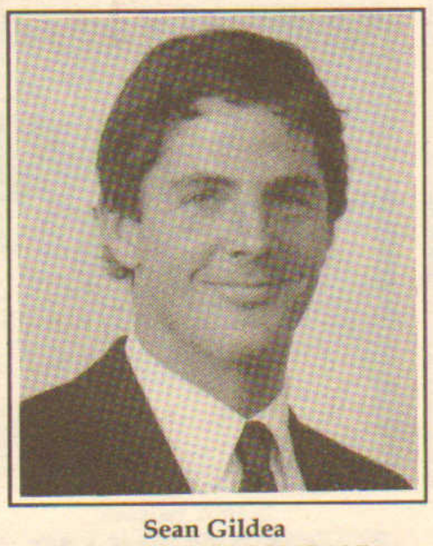
Louis Grossman
THE GROSSMAN COMPANIES



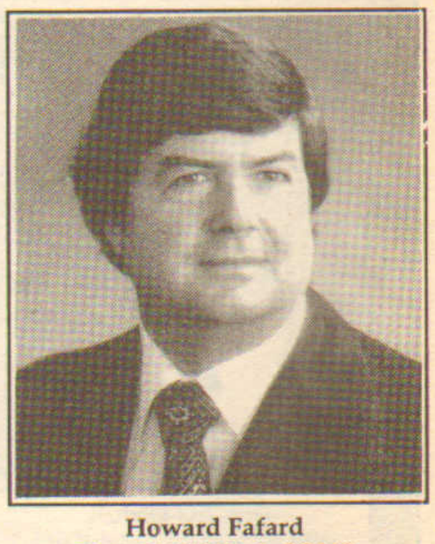
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Andrew Brauer
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Sean Gildea
DARTMOUTH COMPANY



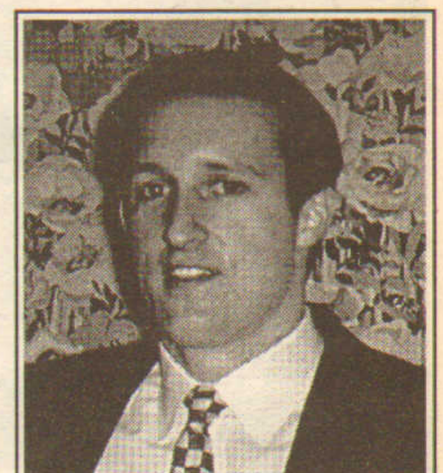
Howard Fafard
H.A. FAFARD & SONS



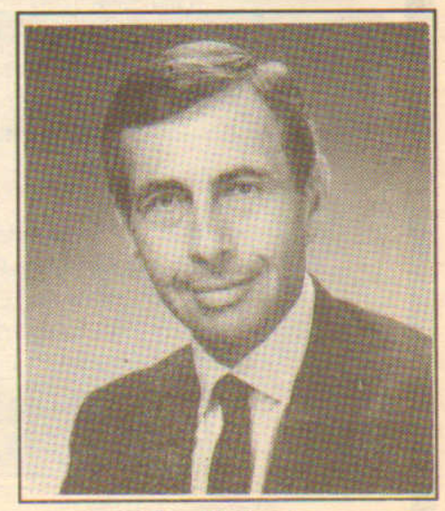
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Wishing You
a Joyous Holiday Season
and a
Successful New Year

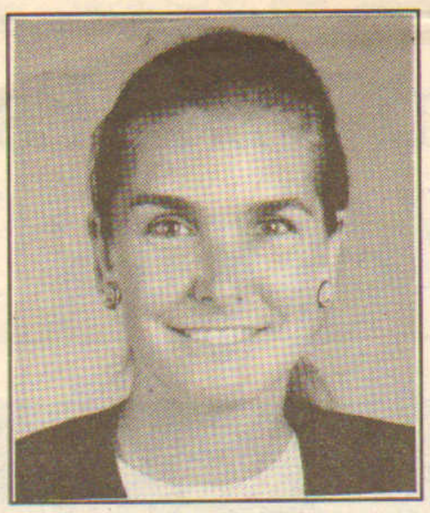
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Johathan Davis
H.J. DAVIS DEVELOPMENT



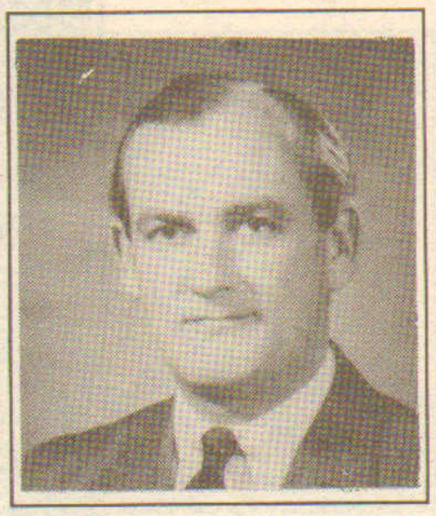
Polly Bryson
SPAULDING & SLYE



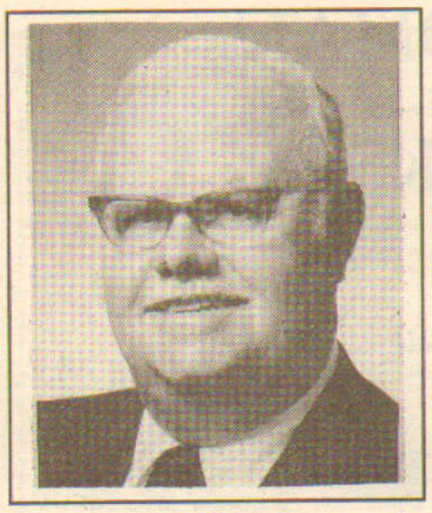
Stephen Weiner
S.R. WEINER ASSOC.



Edwin Sidman
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Robert Cronin
NORTHLAND ADVISORS



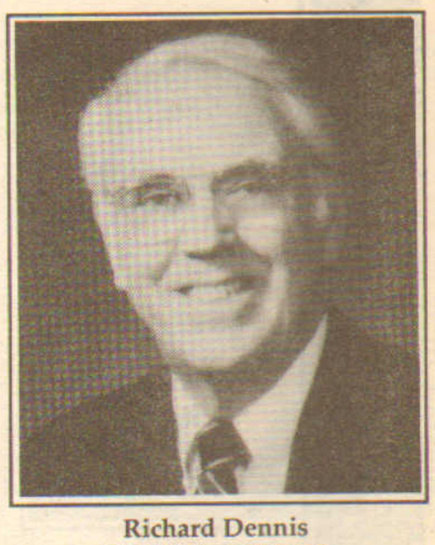
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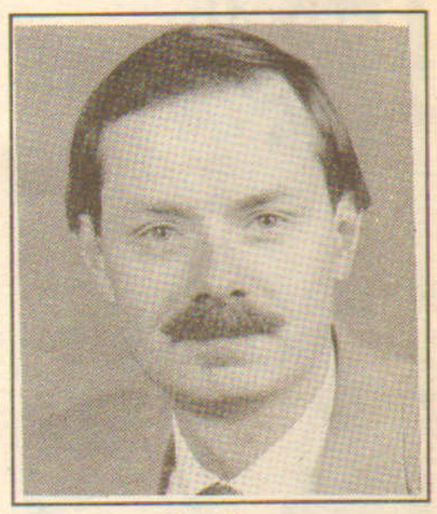
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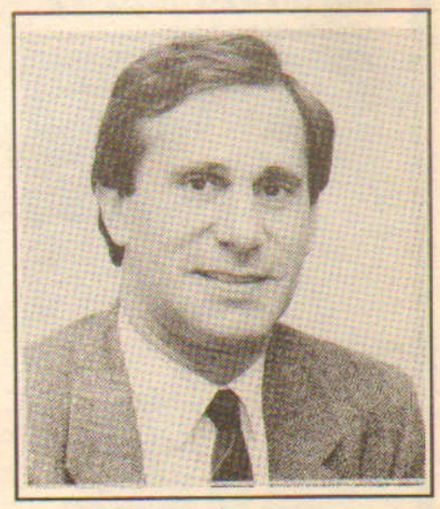
William Finard
FINARD COMPANY



Richard Freidman
CARPENTER & COMPANY

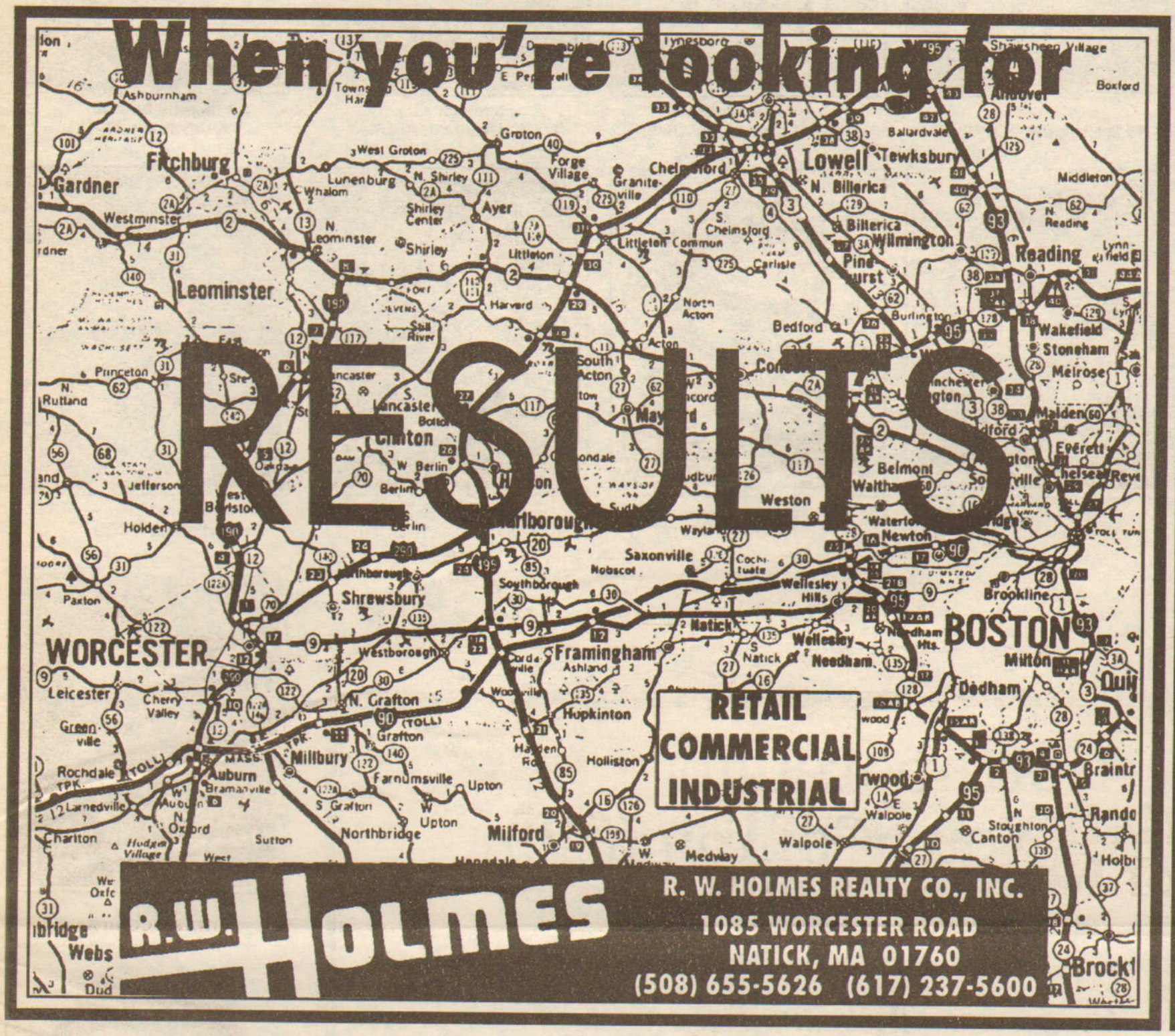


Dana Pope
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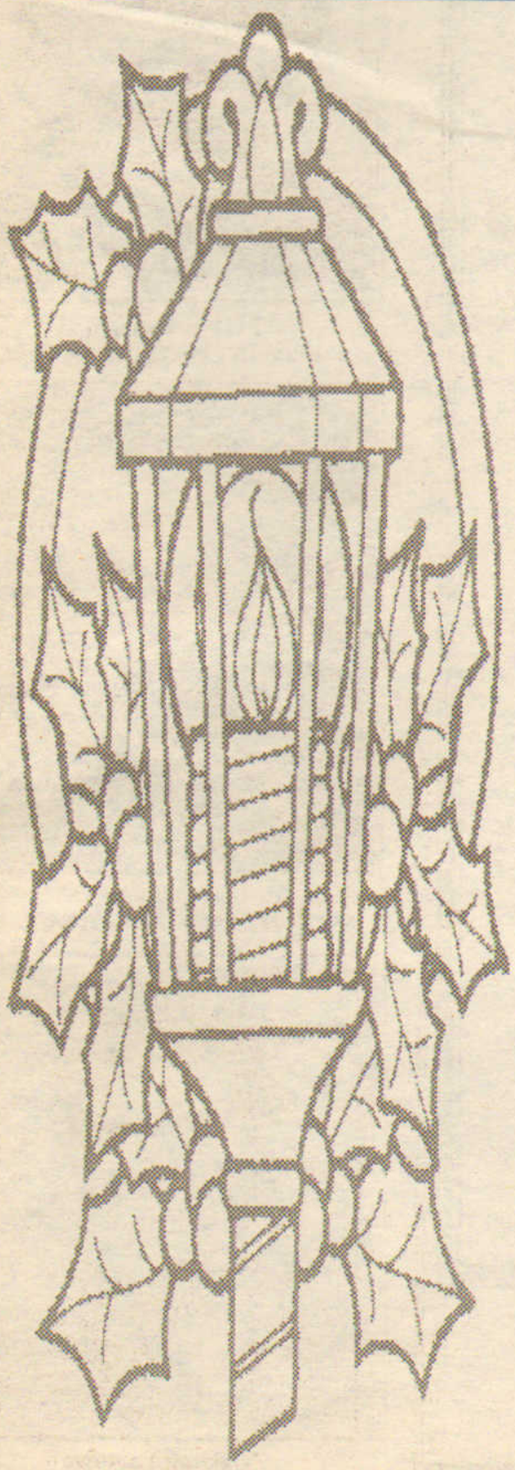


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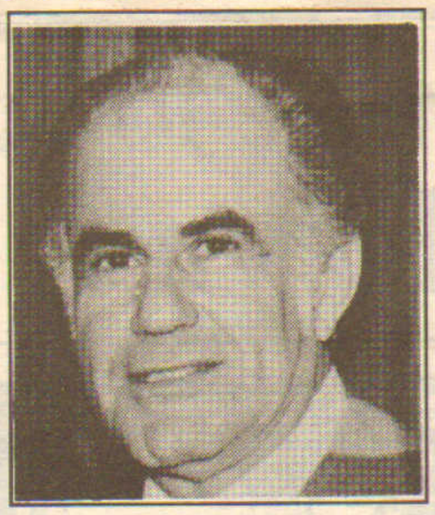


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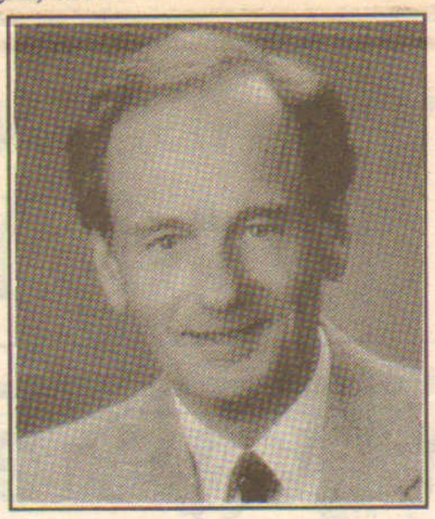
Leonard Rudolfsky
BEAVER BUILDERS



Z. Wasserman
THE WASSERMAN GROUP



William Hassett
THE NELSON COMPANIES



John Bonadio
DAWSON COMMERCIAL



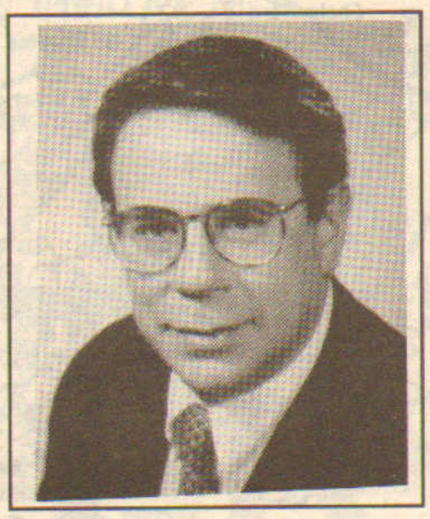
Martin Berman
BERMAN & SON CO.



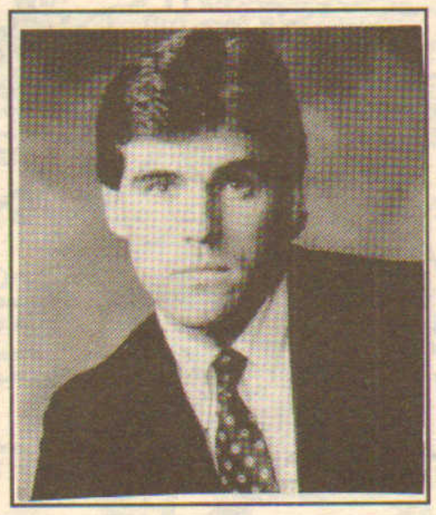
Lois Boemer
BA COMMUNICATIONS



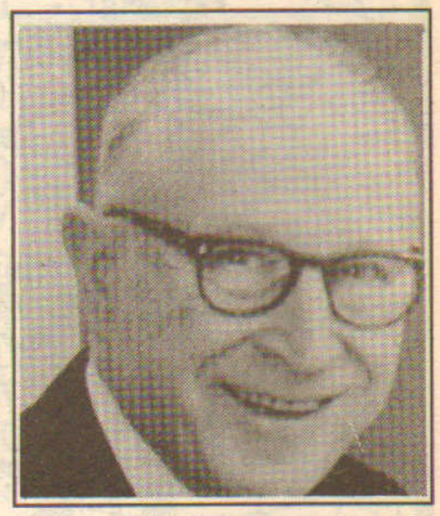
Simon Konover
KONOVER & ASSOC.



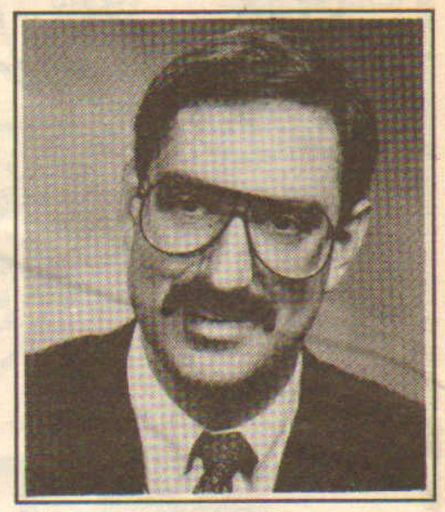
Steve Fischman
N.E. DEVELOPMENT



Edward Fish
PEABODY CONSTRUCTION



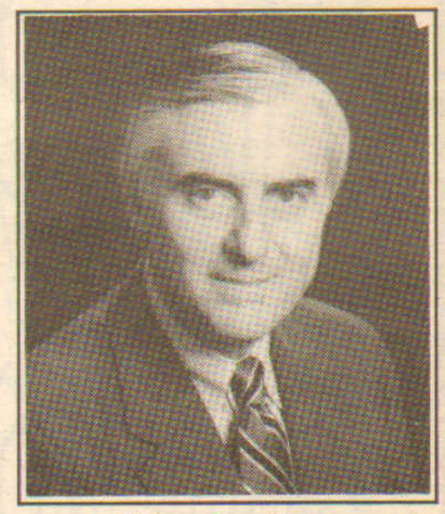
Herb Pearce
H. PEARCE CO.



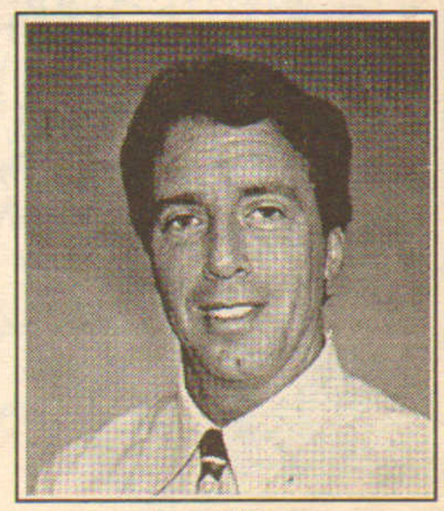
Theodore Tye
NATIONAL DEV. OF N.E.



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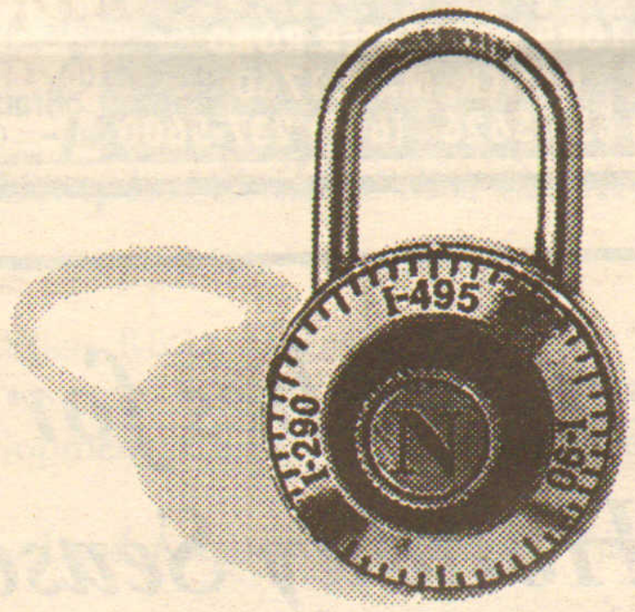


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