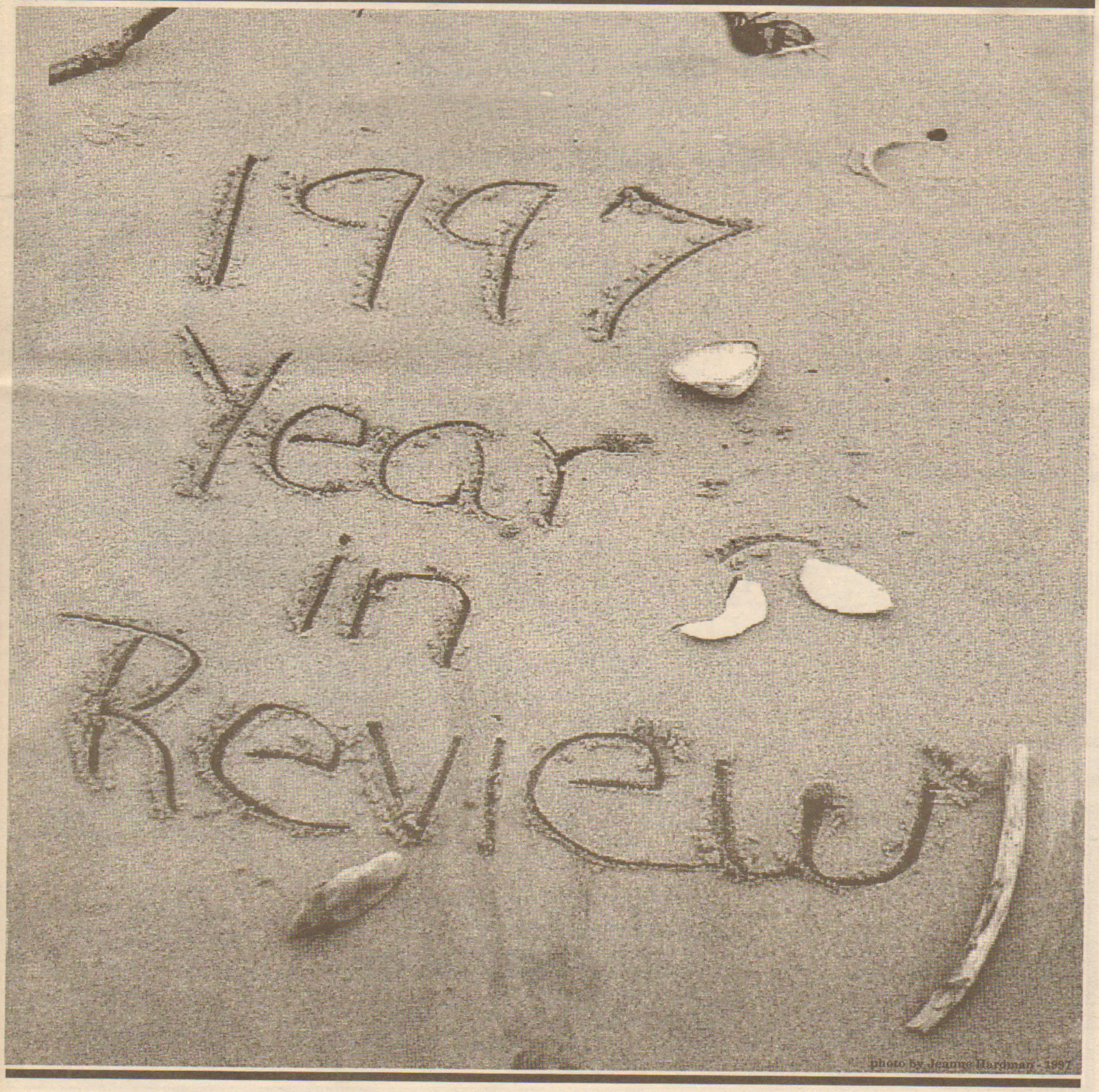
FEATURING

Happy New Year

New England Real Estate Journal



As we look forward to 1998,
Meredith & Grew would like
to thank our clients and
wish them the best during
the holiday season.



Meredith & Grew Incorporated

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West Hartford, CT 06117
860-236-6981
860-233-2853 (Fax) Web Site: www.konover.com

JANUARY

Fallon Hines & O'Connor and Spectrum Financial sell 127,500 s/f to Campanelli for $9.725 million.

Tito of Hunneman Comm'l. sells 86 apartments in Somerville for $3.49 million to Sawyer Mgmt.

Mulvee of Danais Realty & Boufford of Global cobroker 24,200 s/f in Manchester, N.H. for $610,000.

D'Amato of Lexington Ptrs. sells Center Plaza, Vernon, Conn., 10,000 s/f, for $380,000.

Whittier Ptrs.' Giunta, Nugent, Richmond sell 103,000 s/f for Principal Financial for $5.225 million.

Witten Comm'l. sells 198 Russet Park apts. in Middletown, Conn., for New Haven. S.B. for $3 million.

Horton & Herron of Boston Mortgage Capital place $66.6 million with TIAA for Tofias' 530,000 s/f offices.

Paramount Properties sells 10,000 s/f in Warren, R.I. to Duffy for R.J. Sanders for $310,000.

First Phillips sells 15 townhomes in Merrimack, N.H. for Oakshire Dev. for $992,300.

Spectrum Financial arranges $9.5 million mortgage for 260 units with John Hancock Mutual Life Ins.

Intercontinental R.E. arranges purchase of 65,000 s/f One Bulfinch Place, Boston for $13.5 million.

Stubblebine and R.W. Holmes lease 207,000 s/f in Clinton for Clinton Adams Realty to Holmes Products.

Spaulding & Slye sells 27 shopping centers for Stop & Shop in Mass., Conn., R.I. and N.J. for $95 million.

Cruz/Suffolk joint venture encloses $33 million Boston Police headquarters, 76,000 s/f, in Roxbury.



Charles Cullen
CITIZENS BANK



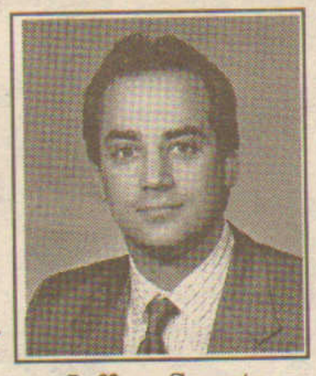
Richard Vazza
VAZZA COMPANIES



Barbara Pearce
H. PEARCE



Kathleen Douglas
DOUGLAS CO.



Jeffrey Swartz
SPAULDING & SLYE



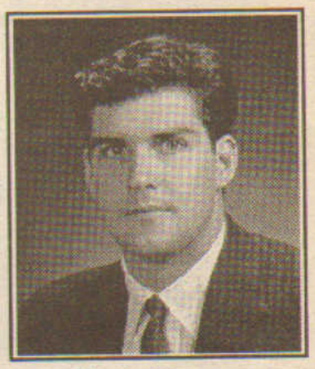
Stephen Lebovitz
CBL & ASSOCIATES



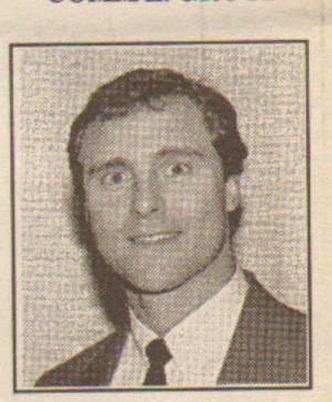
Joseph Keller
KELLER/DAVIS CO.



Debra Napolitano
BOULOS CO.



Chris Devaux
PARSONS
COMM'L. GROUP



Stephen Vazza
VAZZA COMPANIES



Kip Thompson
DELL COMPUTERS



Richard Shafer
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Massachusetts & New Hampshire
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$17,400,000
646,000 square feet

59 Temple Place
Boston, Massachusetts
Fixed Rate Financing
Placed with Credit Company
$5,750,000
Downtown Boston Office/Retail Property
100,000 square feet

Village Mall Route 28
Methuen, Massachusetts
Fixed Rate Financing
Placed with Wall Street Lender
$3,750,000
Unanchored Retail Strip
95,000 square feet

131 State Street
Boston, Massachusetts
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$16,500,000
Mixed Use Property
Retail, Office & Residences
150,000 square feet

Bay Point Apartments
Tampa, Florida
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$4,550,000
Garden Style Apartments
230 Units

The Palm of Lake Worth
Lake Worth, Florida
Fixed Rate Financing
Placed with Wall Street Lender
$3,725,000
Assisted Living Facility
107 Bed

Back Bay Manor Apartments
Boston, Massachusetts
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$11,000,000
High Rise Luxury Apartments
300 Units

210 South Street
Boston, Massachusetts
Fixed Rate Financing
Placed with Credit Company
$4,650,000
Downtown Boston
Office Property
101,000 square feet

Esquire Circle
Peabody, Massachusetts
Fixed Rate Financing
Placed with Wall Street Lender
$3,015,000
Garden Style Apartments
102 Units

40-42 Old Ridgebury Road
Danbury, Connecticut
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$8,250,000
First Class Office Property
120,000 square feet

131 Tremont Street
Boston, Massachusetts
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$4,500,000
Mixed Use Property
Retail, Office & Residences
50,000 square feet

51 Morgan Drive
Norwood, Massachusetts
Fixed Rate Financing
Placed with Wall Street Lender
$2,500,000
Warehouse/Industrial Property
62,998 square feet

SBA 504 Loan Program
In Conjunction With
The Local Certified Development Corp.
$6,000,000
Long term real estate and equipment financing for Retail, Service and Manufacturing Companies

40 Robbie Road
Avon, Massachusetts
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$4,500,000
Warehouse/Industrial Property
152,875 square feet

210 Lincoln Street
Boston, Massachusetts
Acquisition and Construction Loan placed with Savings Bank
$4,000,000
The conversion of a commercial property to Loft Residences



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Chestnut Hill, MA 02167



(Voice) 617-232-1500 (Fax) 617-232-4949

Barry P. Winer Jeffrey M. Rome Tammy A. Gilbert

JANUARY

Earl Flansburgh + Assoc. completes $11.7 million Boston College Law School Library; 84,500 s/f in Newton.
Engelberth Const. starts $6 million Plymouth State College Lamson Library addition; 34,000 s/f.

O'Hara of CB Comm'l. leases 50,000 s/f headquarters to Weseley Software in Shelton, Conn.
David and James Stubblebine represent Eagle Industries in sale of 60,000 s/f in Lowell for $800,000.

Pro Con building 2 Courtyard by Marriott hotels in Orange, Conn. and Westborough, Mass.; $16.3 million.
Fish of Ashworth Mortgage closed a $9.2m fixed rate, first mortgage for the 150 unit The Parkside Apartments, Boston.

Koenig of Dartmouth leases 11,160 s/f in Needham to Mulberry Child Care Centers.
Bakalars designs $3.525 million Hoyts Cinema 10 theater in Augusta, Me. with Abrams-LaBrecque, Lam Ptrs.

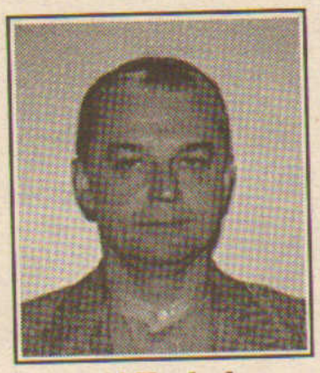
Allen/Dushman sells 35,000 s/f Wellesley Commons for $2.65 million to East-West Enterprises.
Saracen Cos. acquires $99 million note for 900,000 s/f portfolio from Morgan Stanley; BMCC closes loan.

Kay Const. nears finish of 126 room Hampton Inn, Portsmouth, N.H., for Durgin Lane Hotel Corp.
Hanna and Lashar of Cushman & Wakefield sell 40,000 s/f, Marlborough, to Rosewood Dev. for $1.7 million.

Flaherty of Meredith & Grew leases 8,770 s/f at Fresh Pond Sq., Cambridge for New Boston Fund to BBN.
Fallon Hines & O'Connor sell 408,683 s/f at Unicorn Park, Woburn, for MetLife to RREEF Funds for $44.67m.


Michael Goman
KONOVER & ASSOC.

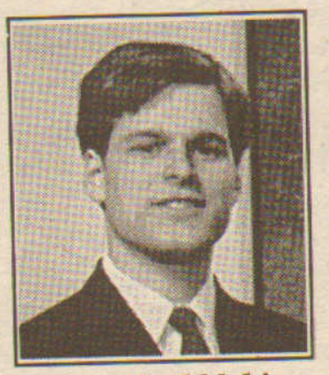

Harmon Lewis
NATIONAL COMM'L. BROKERS

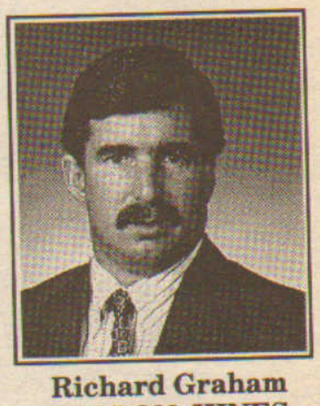

Al Kozhuk
RENAISSANCE RE


Peter Forrester
HAYES & SHERRY


Harold McKenna
BOSTON MORTGAGE CAPITAL


Peter Hayes
HAYES & SHERRY


James Stubblebine
STUBBLEBINE CO.

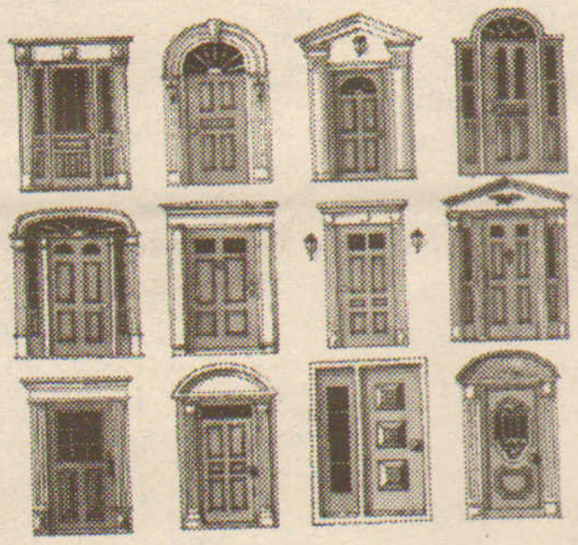

Richard Graham
FALLON, HINES & O'CONNOR


George Cioe
GEORGE A. CIOE & ASSOC.


Ellen Lee
FINARD COMPANY


Richard Gallivan
RESTAURANT SITES


Jeff Dugas
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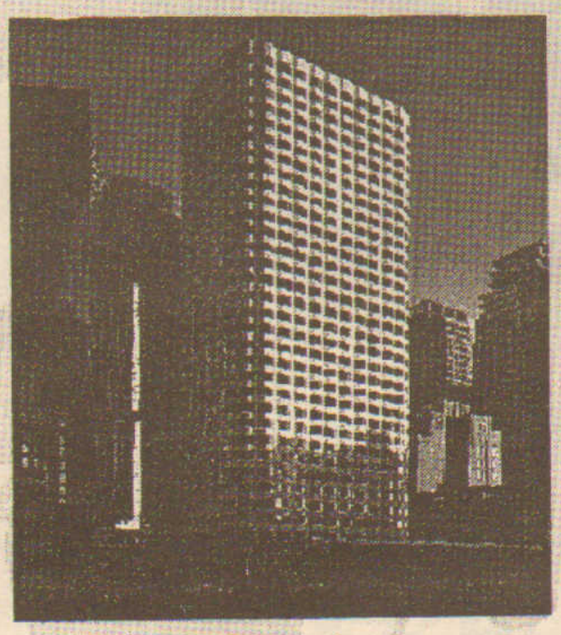
Through

Local

Knowledge

Worldwide

Year End Statistics

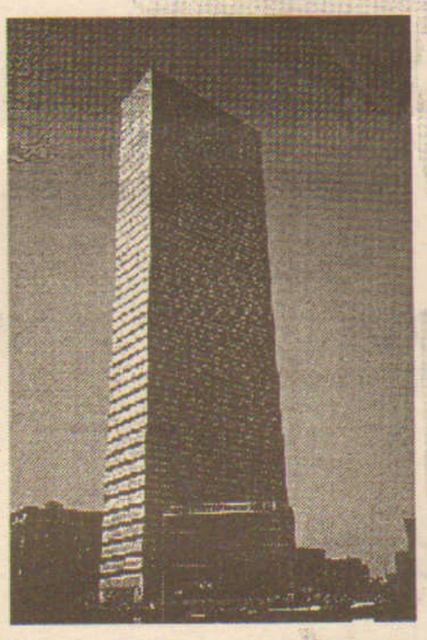


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Of Commercial/Industrial/
Investment Properties

An Aggregate Value Of Over
$988.2 Million in 1997



One Financial Center
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24.7 Million Square Feet

Our Consulting and Valuation Group's
1997 Assignments Included Valuation Of

4,716 Acres Of Land
12,288 Apartment Units
2,910 Hotel Rooms
21 Utility Generating Stations

And 24.7 Million Square Feet Of Office,
Research & Development, Industrial and
Retail Properties



60 State Street
Boston, Massachusetts

24.6 Million Square Feet

Our Asset Management Group
Added 14.5 Million Square Feet
Of New Assignments

Property Management	14,975,696
Facility Management	9,661,000

Bringing Our Assignments Of Managed
Properties To 24.6 Million Square Feet
During 1997

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617.912.7000

100 Pearl Street
Hartford, Connecticut 06103
860.525.9171

71 Audubon Street
New Haven, Connecticut 06510
203.777.6262

FEBRUARY

Cronheim arranges $42 million in shopping center financing for Kushner Cos. and One Main St. Assoc.

Golf Realty Advisors brokers 18 hole Laurel Lane Golf Course in Kingston, R.I. for $2.9 million.

Danais Realty and Grubb & Ellis cobroker sale of 212,000 s/f in Manchester, N.H., for $3.2 million.

Princeton Properties opens 448 unit River Place Towers in Lowell; invests $3.5m in former Merrimack Plaza.

Eagle Capital places $4.9m for 120 unit Comfort Suites Hotel in Norwich, Conn. with People's Bank.

Nordblom Investment sells 25 apts. to B.F. Realty in Somerville for $2.1 million.

Reed of Stebbins and Barry of FGE&O lease 6,000 s/f at University Ct. in Manchester.

Ashworth Mortgage arranged an $8.5m permanent mortgage on a 606,462 s/f warehouse/dist. facility for Liberty Central I.P.

Farley/Whittier Ptrs. and Cushman & Wakefield sell 52,970 s/f in Vernon, Conn. for Tolland Bank for $1.5m.

Sentivany arranges $17.25 million for Riverside Technology Ctr. in Cambridge; 130,000 s/f office/biotech.

Conrad Group negotiates $2.15 million sale of 13,500 s/f in Weymouth by EHS Assoc.; seller leases back.

Gallitto of L.J. Melody & Co. arranges $17.4 million mortgage for 11 buildings in Methuen, Mass.

Durgin of Conway Comm'l. sells 140,000 s/f mfg. bldg. for PCI to Acushnet Rubber for $2.5 million.

Cohen & Croll of Bellevue Realtors sell Newport carriage houses, 9,800 s/f, for $1.4 million.



Bill Norton
NORTON ASSET MANAGEMENT



Edward Shapiro
SHAPIRO FINANCIAL



Barry Kelliher
PEABODY PROPS.



George Khouri
FINARD & CO.



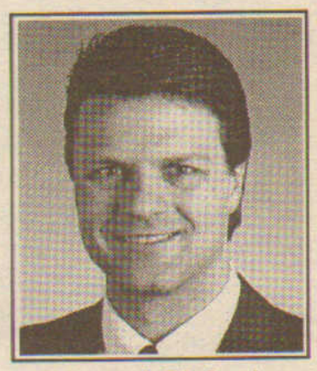
Greg Beeman
ABC-MASS.



Nanette St. Pierre
St. PIERRE DEVELOPMENT



Anthony Shaker
BALCO, INC.



Edward Riekstins
NEW ENGLAND REALTY RESOURCES



Brian Hines
FALLON, HINES & O'CONNOR



William Payton
PAYTON CONST.



Jim Marotta
CROWN CONSULTING



Walter Dages
BARTLETT TREE EXPERT CO.



Happy Holidays!

Wishing you every joy
of the season
and happiness and health
for the new year.



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for a joyous holiday
and a happy
and prosperous new year.

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FEBRUARY

McKenzie and Murphy of Lynch Murphy Walsh & Ptrs. sell 31,780 s/f in Marlborough for $875,000.

Conrad Group brokers sale of 275,000 s/f in Canton for $10.25 million; to New Boston Fund.

Beacon Const. & Elkus/Manfredi design/build $35 million 145,000 s/f Brockton Trial Court.

HB Nitkin Group acquires The Plaza, 271,134 s/f, in Manchester, Conn. for $16.5 million.

R.W. Holmes named agent for 60,000 s/f Natick Crossing after selling $2.47 million retail/office property.

Finegold Alexander + Assoc. designs 70,000 s/f Pilot House addition on Boston's Lewis Wharf.

Ruggiero of Wight & Co., Lynch Murphy Walsh & Ptrs. cobroker 75,000 s/f lease in Westborough, Mass.

Crown Const. finishes 160,000 s/f offices at Two Ledgemont Ctr. for Beal Cos. in Lexington.

Desmond, Virgulak, Brown leases 10,000 s/f in Norwalk with Prackup of Settlers & Traders.

Net Properties opens 76,000 s/f Wal-Mart at Rutland (Vt.) Shopping Plaza after $12 million renovation.

Berkowitz of Blue Chip Props. and Wluka R.E. sell 125 Wrentham acres to Chelsea GCA for $2.56 million.

Sumner Schein A&E designs South Shore Plaza renovation and expansion for CPI's $100m project.

Chozick Realty sells 61 units in Hartford for Freddie Mac for $672,000.

Robert Rowe sells 24,000 s/f in Boxborough to Design Boston for $615,000; three buildings, ten acres.



Ron Davis
KELLER/ DAVIS CO., LLC



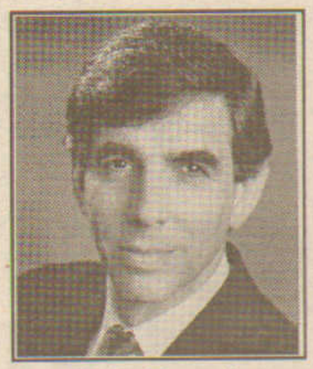
Marc Wexler
NORTHLAND INVESTMENT



Bill McCabe
CBL & ASSOCIATES



James Murphy
NEW ENGLAND REALTY RESOURCES



Alvin Epstein
FOWLER, GOEDECKE, ELLIS & O'CONNOR



Joe Campanelli
CAMPANELLI COS.



Norman Gosline
GOSLINE & COMPANY



Jerry Rappaport
NEW BOSTON R.E. INV. FUND



Stephen Bisson
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Susan Gray
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March

Integrated Builders completes 700,000 s/f $10 million project for Data General; CBT Archts. in Westborough.
Graveline of United Capital arranges $3.7 million for 255,000 s/f Hartford Square North offices.

TAMS Consultants designs 35,000 s/f Early Education Ctr., $6.5 million; Thomas O'Connor & Co. builder.
Engelberth Const. breaks ground for 10,000 s/f $2.5 million addition for Shaw's Supermarket at Royal Ridge.

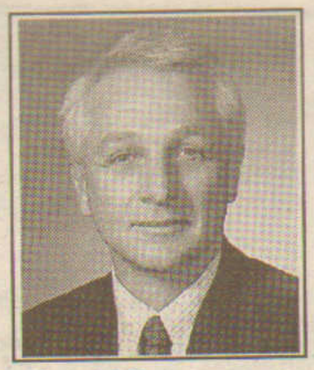
Lexington Ptrs. negotiates $900,000 sale of 9,400 s/f restaurant in Wethersfield, Conn.
Vear Comm'l. Props. sells 51,000 s/f in Hollis, N.H. for T&J R.E. for $1.275 million.

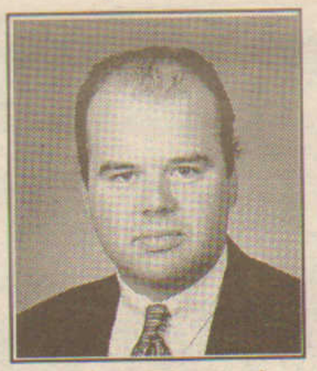
Suffolk Const. finishes $14 million Hancock Park 142 bed facility for Welch Healthcare; Heym archt.
Forest City and MIT break ground on $75 million phase two of University Park; TFS to be anchor tenant.

Fallon Hines & O'Connor brokers $21 million Star Market to Boston BLT; chain leases back Allston store.
Nomura loans $14.664 million for Gutierrez's 86,290 s/f Burlington Square; 100% leased to 21 tenants.

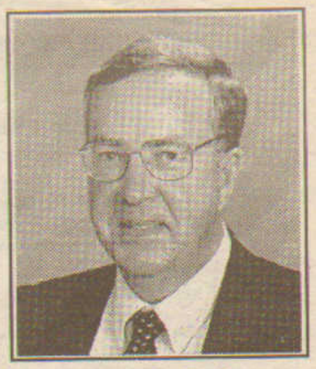
McKenna & Lindgren of Boston Mortgage Capital place $33 million loan with TIAA on 202,000 s/f Ledgemont Pk.
Alliance Const. completes $1 million 8,500 s/f Applebee's Restaurant in Rutland, Vt.

Richmond Co. develops 68,580 s/f Super Stop & Shop in Lynn; Kay Cos. general contractor.
SCA Comm'l. completes 15,000 s/f lease for Fitness Center at The Factory Outlet in Norwalk, Conn.


Gerald Surprenant
PARAMOUNT PROPERTIES


Chris Phaneuf
CUSHMAN & WAKEFIELD


Thomas Leonard
FRIEL GOLF COS.


John LaPoint
GOLF FACILITIES CONSULTANT


Larry Richards
RE/MAX PROPERTIES I


Richard Sunday
TRADEWIND REALTY


Peter Roy
NEW ENGLAND HOTEL REALTY


Thomas Foley
ITT SHERATON


James O'Connell
HOTEL PARTNERS


Paul Vaughn
BINGHAM DANA LLP


Albert Sagansky
WAREHOUSE & DIST. PROPERTIES


Joseph Caruso
PETER ELLIOT LLC

LEXINGTON PARTNERS

Wishes Our Clients & Friends Happy Holidays

Thanks For a Spectacular 1997!

Highlights of 1997's accomplishments:

BROKERAGE

- Represented Horizon Displays in a 50,000 s/f warehouse purchase in Wethersfield.
- Represented SFX Broadcasting in a 20,000 s/f office condo purchase at 10 Columbus Blvd., Hartford
- Represented Eastport Business Center in a 24,000 s/f office lease to Northeast Utilities.
- Sold a 9,600 s/f restaurant to Picadilly Pubs at 1770 Berlin Turnpike, Wethersfield

PROPERTY MANAGEMENT

- Cheshire Commerce Center, Cheshire, a 527,000 s/f distribution center.
- Furniture Row, Milford, a 205,000 s/f warehouse.
- State of Connecticut, four office buildings totaling 225,000 s/f.
- FDIC portfolio totaling 140,000 s/f of residential and industrial buildings.

DEVELOPMENT

- Purchased 33 Turner Road, Danbury, a 92,000 s/f class A office complex on 115 acres.
- Purchased 24 Rope Ferry Road, Waterford, a 92,000 s/f office warehouse on 57 acres.
- Purchased 75 Old Broadway, a 100,000 s/f high-bay warehouse

APPRAISAL
LEXINGTON - HUNTER ASSOCIATES

- Bob's Discount Furniture, distribution facility in Norwich.
- Days Inn Hotel, South Abington, PA.
- Roscommon Office Complex, Middletown.
- Bigelow Commons, Enfield, a 490 unit apartment complex

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Thank You For Your Business

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$30,000,000

Watertown Arsenal Associates
Medical Office Building
$2,500,000

Development Trust
Retail Building
$3,225,000

Edgewater Drive L.P.
2 Office Buildings
$10,875,000



Hallowell Realty Trust
Grocery Anchored Retail
$3,225,000

Boulder Woods Corp.
Office/Whse. Building
$1,275,000

During this special time of year, we would like to thank all of our clients for their commitment over the past year.

We look forward to a happy and prosperous New Year together.

Bronx Park II L.P.
"Class A" Office Building
$13,250,000

Colonel Westbrook L.P.
Office Building
$3,200,000

Riverview Ind. Pk. Assoc.
Office/Whse. Building
$2,025,000

Stonegate Development Corp.
Retail Building
$2,650,000

For More Information, Please Contact:

James M. Murphy
Leo F. Power III

David H. O'Brien
Edward J. Riekstins

Tammy A. Pendergast
John F. Whalen

(617) 426-4454 (617) 426-8938 FAX

March

Suffolk begins construction of $38m Cronin's Landing mixed use in Waltham; 537,000 s/f by Boulder Co.

Ashworth Mortgage places $2.8m mortgage on a multi-family, eight building apartment complex containing 96 units.

Alliance Const. and PDT Architects complete $1.2 million 11,700 s/f Family Workshop in Portland.

Riverside-Shavell Realty and HT Hampe Assoc. cobroker $6.1 million sale of 25 acre Westport, Conn. property.

Spaulding & Slye named broker/construction manager by Global Knowledge for three sites, 61,000 s/f.

Chozick Realty negotiates sale of Willard Square condos, 123 units for $1 million in Hartford, Conn.

Van Sciver of Norwood Group sells 26,112 s/f for Crabtree & Evelyn for $735,000 in Milford, N.H.

Waterford Dev. and Hillside School Prsp. develop 225 acre Waterford Park offices; over 300,000 s/f.

Hayes & Sherry and CB Comm'l. lease 138,000 s/f in East Providence for Realco Ptrs. to American Surplus.

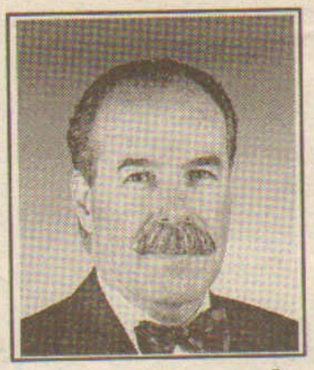
Spectrum Financial arranges $8.1 million for 315,000 s/f United Liquors in W. Bridgewater to Campanelli Cos.

Santaniello of Paradigm leases 60,000 s/f distribution site in Quonset Davisville Port & Commerce Park.

Pergola of Meredith & Grew and Kerrigan of Grubb & Ellis lease 76,522 s/f Andover offices.

Suburban Capital provides $1.5 million for Lincoln Ctr. in Lincoln, R.I.

Stubblebine Co. and Anderson-Howard cobroker 243,000 s/f lease for BGH Realty to M. Kamenstein.



Richard Diamond
CUSHMAN & WAKEFIELD



Jeff Nick
JL DAVIS REALTY



Norman Beretta
BERETTA REALTY



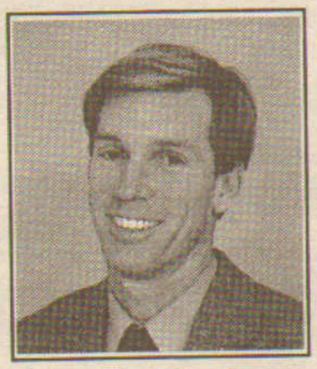
Peter Golden
GOLDEN WRITES



Stuart Arnett
CITY OF CLAREMONT



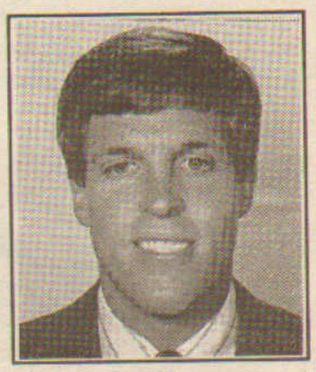
Ned Caswell
REMAX FLAGSHIP



Jim Ward
EQUITY GROUP



Donald Morash
ABBOTT PROPS.



John Cregan
PARAMOUNT PROPERTIES



Barbara Hanley
GOLF & LAND ECONOMICS



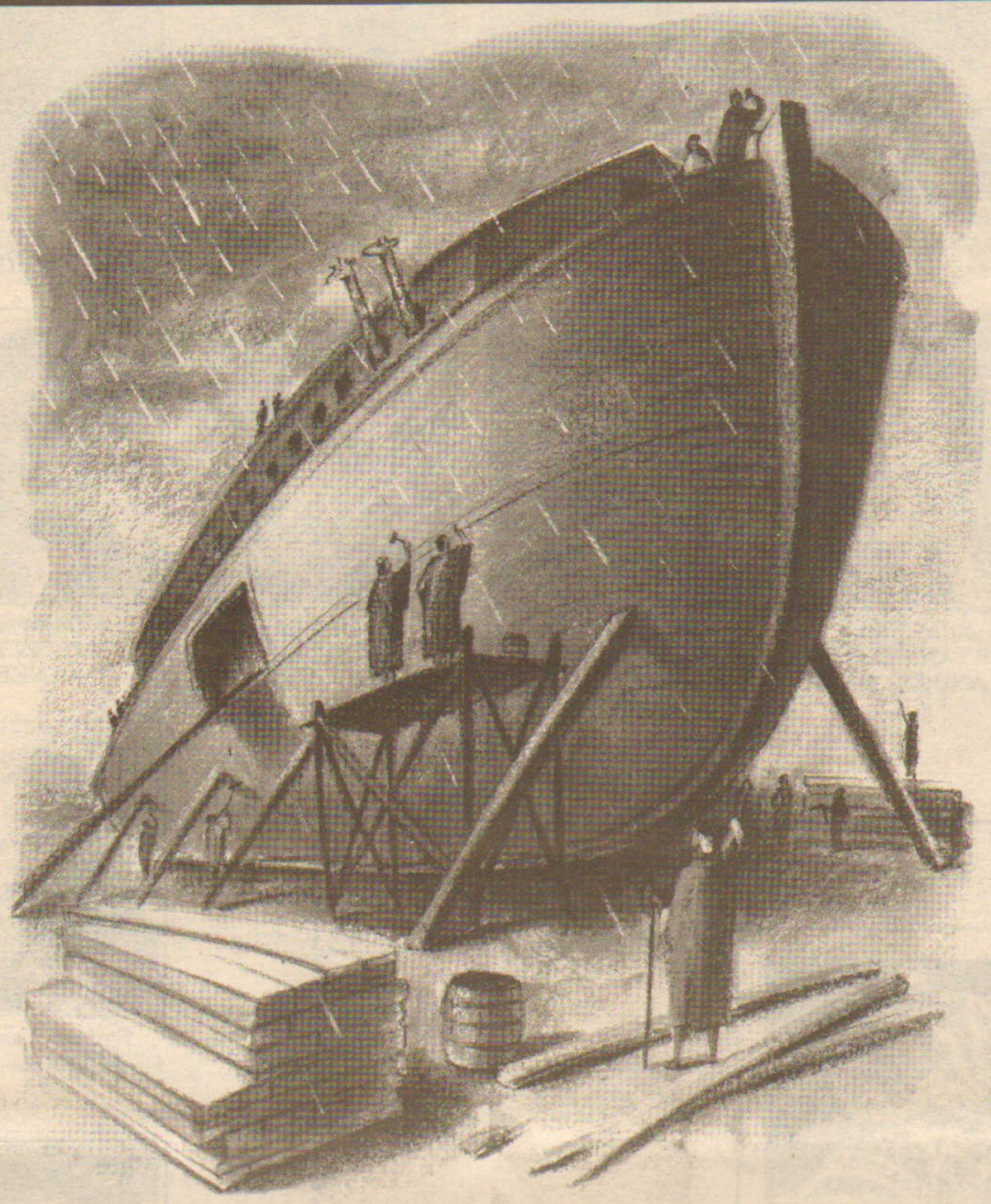
David Eaton
EATON PARTNERS



Henry Vickers
ALDRICH EASTMAN & WALTCH



HODESS BUILDING COMPANY



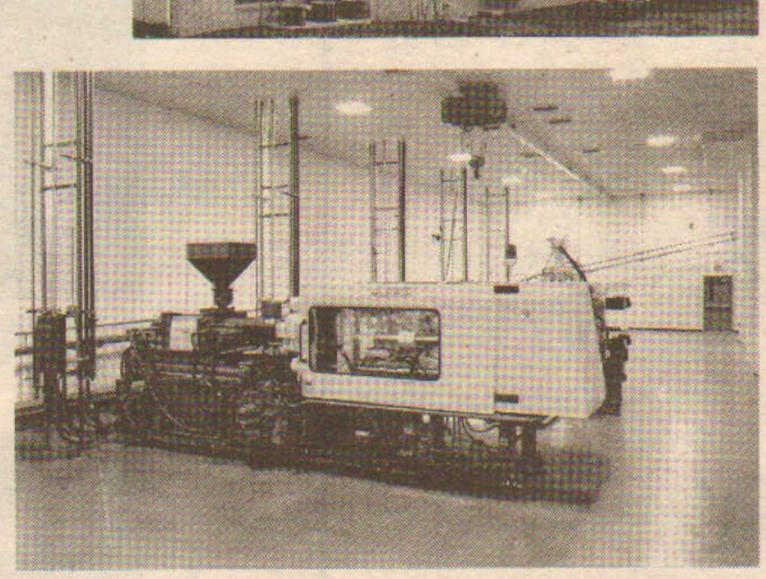
When You're In A Hurry, The Hodess Design/Build Approach Can Save You Time And Will Surpass Even Noah's Quality Expectations

Hodess Building Company's design/build approach to construction has saved clients time and has surpassed quality expectations. The approach is effective in managing resources and results with a comprehensive system of checks and balances to keep projects on track without the need for costly redesign. Estimates for building what is designed are provided immediately. This streamlined construction results in an end product that exceeds your expectations and is completed in a shorter time frame, reducing your risk.

If you are interested in saving time and in quality that will surpass your expectations call Blake Hodess at (508) 695-1100.



Bachelor Enlisted Quarters, Newport, RI
90-unit apartment and detached clubhouse were completed in 14 months using the design/build approach - the first time the Navy used the approach on a housing project. The project was so successful that the Navy asked Hodess to submit the project in a military construction competition.





Unitrode, Merrimack, NH
Class 10 and Class 100 cleanroom expansion/renovation and office addition. The successful completion of this design/build project led Unitrode to select Hodess to build two additional projects. Hodess received the Associated Builders and Contractors "Excellence in Construction" award for their work on the project.

Polytop Corporation, Slatersville, RI
Hodess Building Company successfully design/built this white room or Class 100,000 cleanroom in just 6 months for bottle cap manufacturer, Polytop Corporation. Hodess was selected to build a second project, a 6,000 sf cleanroom expansion.

ACHIEVEMENTS IN INTEGRATED MANAGEMENT

HODESS BUILDING COMPANY

100 John L. Dietsch Square, North Attleboro, MA • (508) 695-1100 • Fax: (508) 695-3101

April

Boston Properties tops off 102,000 s/f at Spring Street Office Park in Lexington; Lynch Murphy Walsh agt.

Eastport hired to manage 30,000 s/f Shrewsbury offices and two Back Bay condominiums.

Warren Howland and Arnold Peck cobroker $1.05 million sale of 20,000 s/f in Manchester, Conn.

Braverman Group completes $850,000 sale of 30,200 s/f offices in Westport, Conn.

Lescalleet and Butler of CB sell two apartment sites, 225 units in Yarmouth, Me. for $9.15 million.

Stubblebine brokers sale of 12,500 s/f in Billerica for Curriculum Assoc. to Kitrion for $375,000.

Granger Northern completes $7 million Portland City Hall; 20,000 s/f addition.

Engelberth Const. and R.D. Haight complete $10.5 million, 110,000 s/f education complex in Windsor, Vt.

Fleet Financial commits $260 million for Providence Place Mall, 1.36 million s/f, to Providence Place Group.

Whittier Ptrs. and Lynch Murphy Walsh Ptrs. cobroker 103,000 s/f $5.225 million sale in Boxborough.

Glazer of Trammell Crow NE leases 35,493 s/f at MetroWest Business Park in Westborough.

Fish of Ashworth places $15.5 million for J. Baker headquarters, 755,100 s/f wshe./dist./office, in Canton, Mass.

Spectrum Financial arranges $3.73 million for 70,000 s/f Key Plaza with Sun Life Assurance Co.

Gay and Cote of Harbour Realty sell 30,000 s/f retail/offices for $880,000; Rockland Trust financing.



Richard Danais
DANAIS REALTY



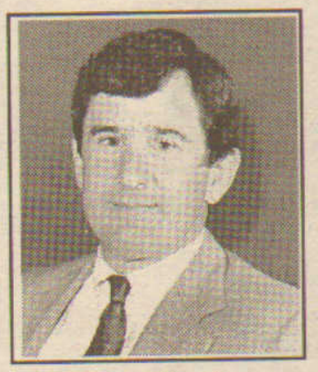
Deborah Kearney
KEARNEY
COMMUNICATIONS



Dana Boole
THE LEGGAT CO.



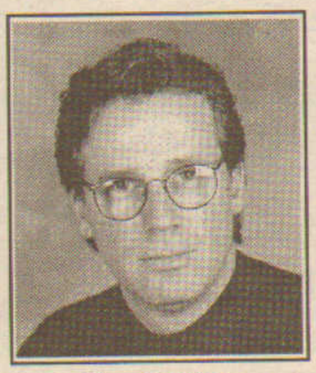
Marie Roth
PEASE DEV.
AUTHORITY



Jay Fluck
RYAN ELLIOTT
AND CO. OF RI



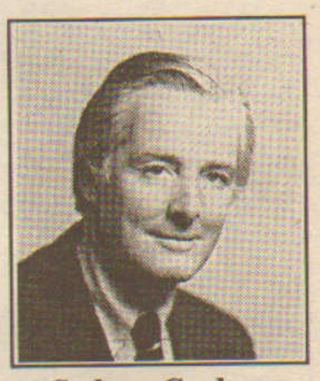
Jim DeStefano
ERA-MASIELLO



Scott Gibbs
HIGHLAND
CORP. PARK



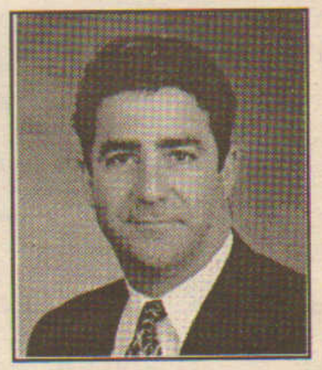
Bill Gorman
BUILDING TECH.
ENGINEERS



Sydney Gorham
GUSTAVE J.S. WHITE



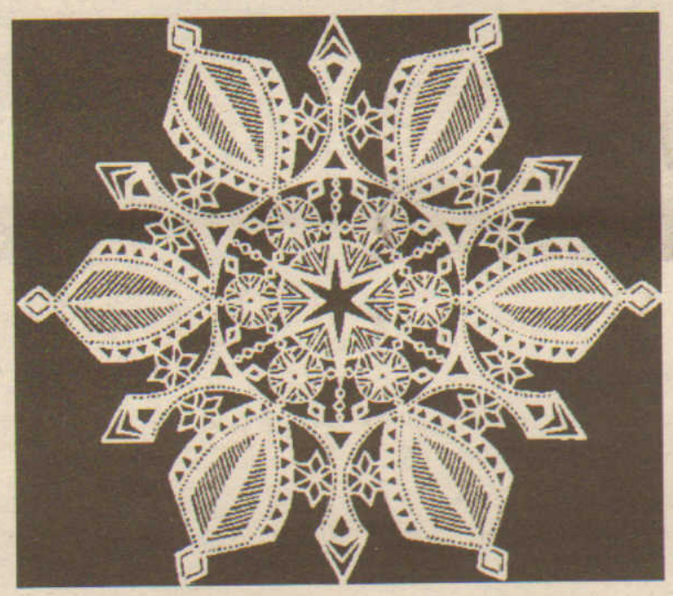
Brian Hamel
LIMESTONE DEV.
AUTHORITY



Michael Voccola
OLYMPUS GROUP



Kelly Byrne
CUSHMAN &
WAKEFIELD



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and Wishes for a
Happy and Prosperous '98

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Designed by New York Real Estate Journal

APRIL

Sgroi of Dartmouth sells 1.5 million s/f former Sears site in Fenway, Boston to Abbey for $15 million.

Dacon Corp. breaks ground on $3 million N.E. Door headquarters/distribution site, 82,000 s/f, in Canton.

Dwyer, Phillips, Hirshland of Spaulding & Slye cobroker 60,000 s/f for Boston Properties with LMW&P.

Carr Enterprises completes $3 million Tower School project in Marblehead; Symmes Maini & McKee archts.

Galbreath Co. leases 11,750 s/f to Software Corp. of America for High Ridge Assoc. in Stamford, Conn.

Dow & Condon sells 183,000 s/f warehouse in Farmington, Conn. to Putnam Consulting; $2.95m loan.

Breda of Boston Mortgage Capital arranges $3 million for 56,000 s/f offices in Windsor, Conn.

Van Sciver of Norwood Group brokers $2.4 million sale of 62,000 s/f, 40 acres, in Milford, N.H.

Dartmouth Co. sells 425,000 s/f Springfield Plaza for $15.1 million to Springfield Ctr. Associates.

KS Land acquired Stateline Plaza, Plaistow, N.H. for $6.92 million; 135,000 s/f sold by Renaissance R.E.

Hunter of Boston Mortgage Capital places $5 million on Messina's 58 unit apartment in Braintree.

Koury and Millerd of Spaulding & Slye broker 75,000 s/f Uxbridge Plaza for $7.8 million.

Devcon Ent. breaks ground for $15 million Marketplace at Port St. Lucie, Fla.; Konover GC; 155, 559 s/f

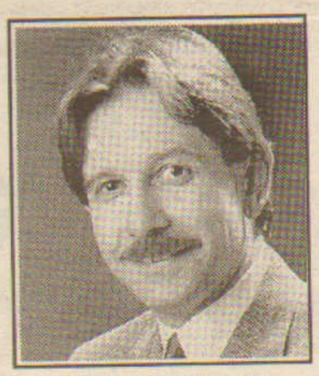
CB Comm'l. brokers $3.75 million sale of Bedford Square in Bedford, N.H. for Stabile & Son, 40,000 s/f.



Tim Weinhold
GRUBB & ELLIS



Greg Hastings
DUNHAM GROUP



Richard Goulet
APPRAISERS GROUP



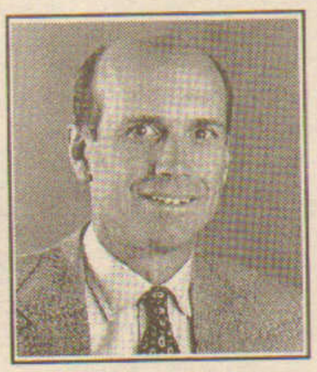
James Rader
RADER PROPS.



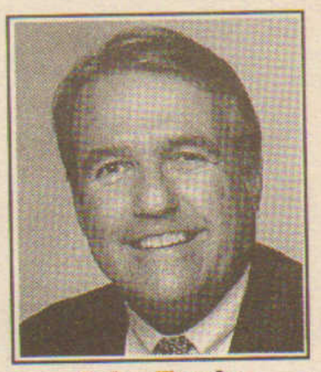
Tony McDonald
BOULOS CO.



Fred O'Neil
SUFFOLK CONST.



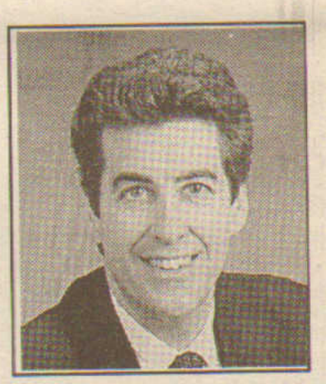
Matthew Dwyer
SPAULDING & SLYE



John Fowler
FOWLER
GOEDECKE ELLIS
& O'CONNOR



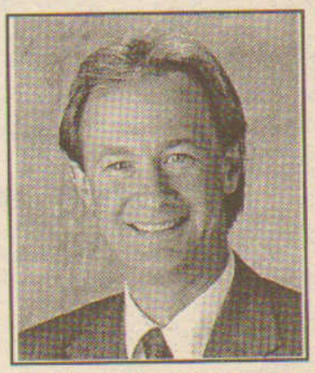
Lori Raleigh
TRAVERS GROUP



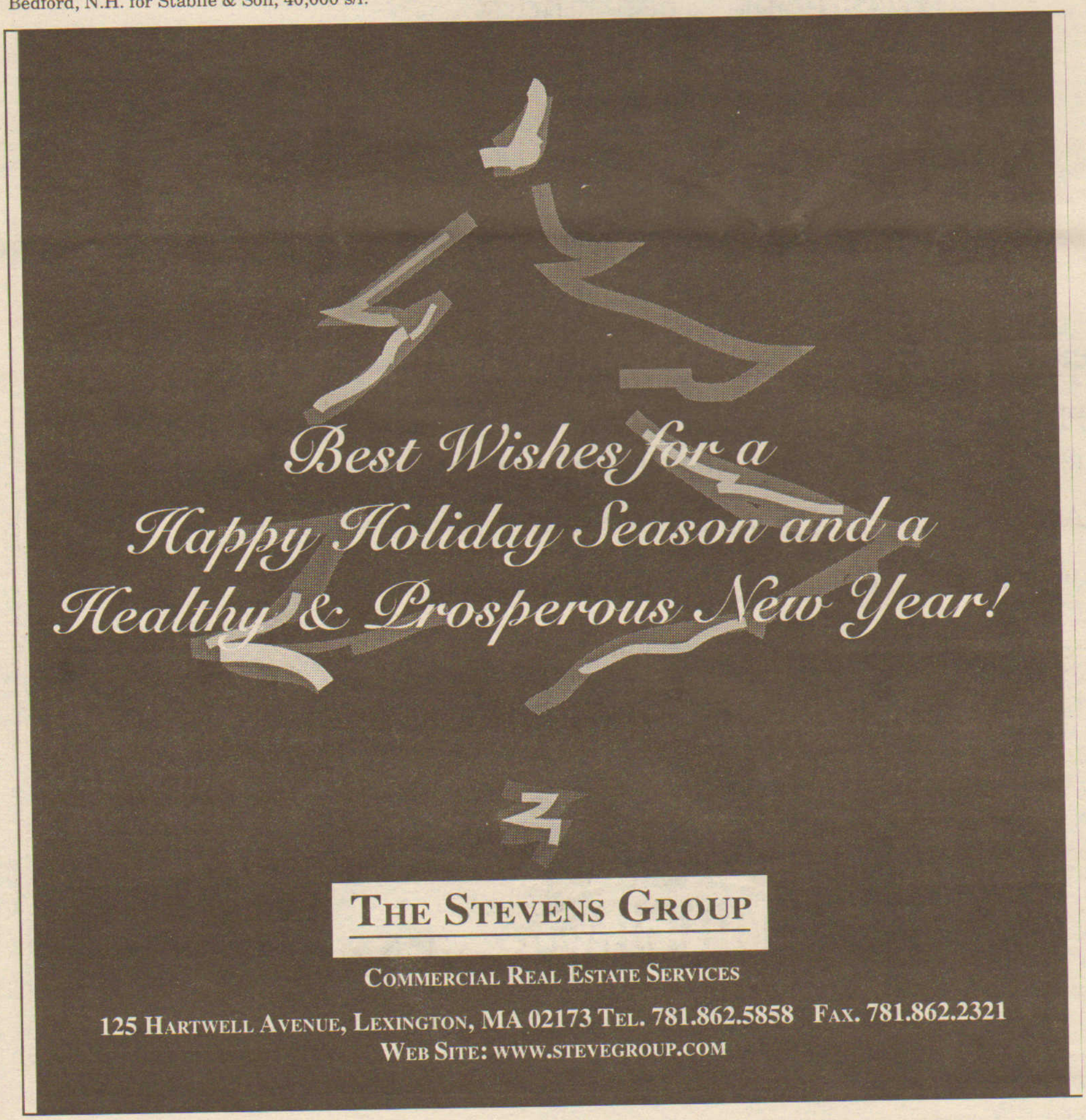
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Designed by New England Real Estate Journal

May

Diana of Levey Miller Maretz brokers $4m sale of Howard Johnson Hotel in New Haven to Chalet Susse.
Hirshland and Hoffmeister of Spaulding & Slye, Winters of Cushman & Wakefield lease 50,000 s/f.

Cunningham of Hayden arranges $1.9m financing with American Bank through United Capital Mortgage.
Ellis & Cassum of Fowler Goedecke Ellis & O'Connor place $98m loan for Berlin Props.' 1.1m s/f Solomon Pond.

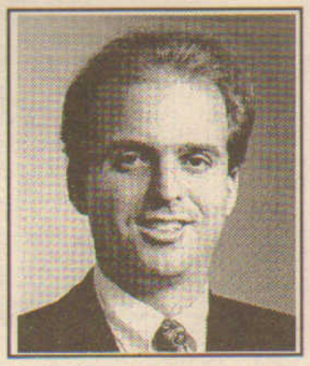
Koury of Spaulding & Slye negotiates $7.4m sale of Spencer Fair for Central Mass. Inv. to Blue Props.
Lynch Murphy Walsh & Ptrs. sells Hood Commons in Derry, N.H. for $11.7 million.

Kaplan of Linden Props. & Korff of Mark Inv. buy five shopping centers for $10.9 million.
Grossman, RSI, Fairlane buy 78,000 s/f office/retail in Newton for $6.75 million.

Suffolk Const., and DiGiorgio Assoc. complete 85,000 s/f Heights Crossing in Brockton; $8.2 million.
Bulfinch Cos. acquires Allen Furniture site; plans 80,000 s/f office building in Needham Ind. Center.

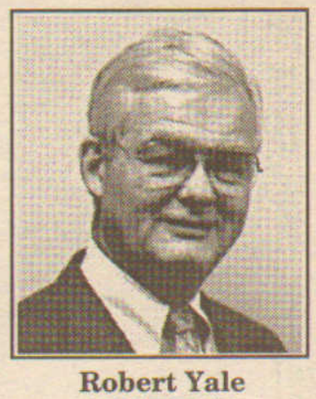
Koladis & Dunne of CB Comm'l. sell 254,735 s/f Hartford Square North for $5.5 million.
Ashworth of Ashworth Mortgage places $6.6m acquisition financing for 309,932 s/f warehouse with Berkley Essex Group.

BMCC arranges $3.86 million sale of 144 Lawrence units to Princeton Properties.
Spencer & Klemmer of Hunneman, Corkery of Lynch Murphy Walsh Ptrs. sell 71,000 s/f office/R&D.

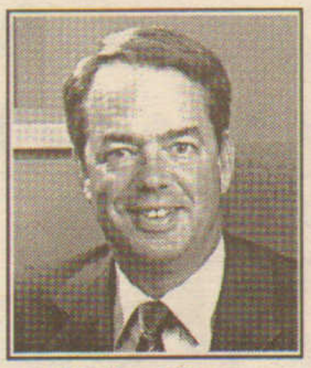

Andrew Gosman
CAREMATRIX


Francis Shifman
S-C MANAGEMENT

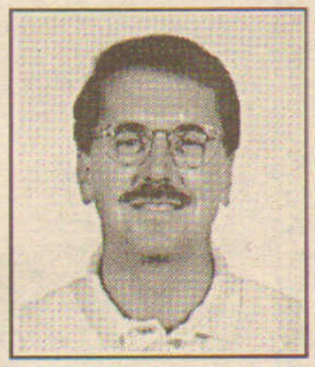

Charles Akerson
AKERSON & WILEY


Robert Yale
COMVEST


Michael Giuttari
PARAMOUNT PROPERTIES

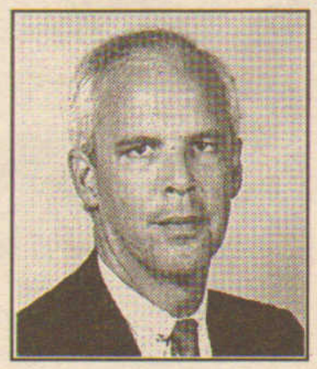

Michael Barr
BEACON SKANSKA CONSTRUCTION


Kevin Barry
BOSTON REAL ESTATE PARTNERS


Mitchell Hunt
HUNT & HULTEEN


Debra Javit
MAX JAVIT
REAL ESTATE DEV.


Steve Tenofsky
THE BAYLISS CO.


Timothy Halloran
LYNCH MURPHY WALSH & PARTNERS


Tim Thomson
GRUBB & ELLIS

PLYMOUTH
MASSACHUSETTS

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A listing of available commercial and industrial sites in Plymouth, Massachusetts. Biz Sites Internet address to be announced / available in January 1998. To list property or to obtain a list of sites please contact:

Michael A. Gallerani, CED
Office of Economic Development
P.O. Box 3321
Plymouth, MA 02361
(508) 830-4280
(508) 830-4062 (fax)

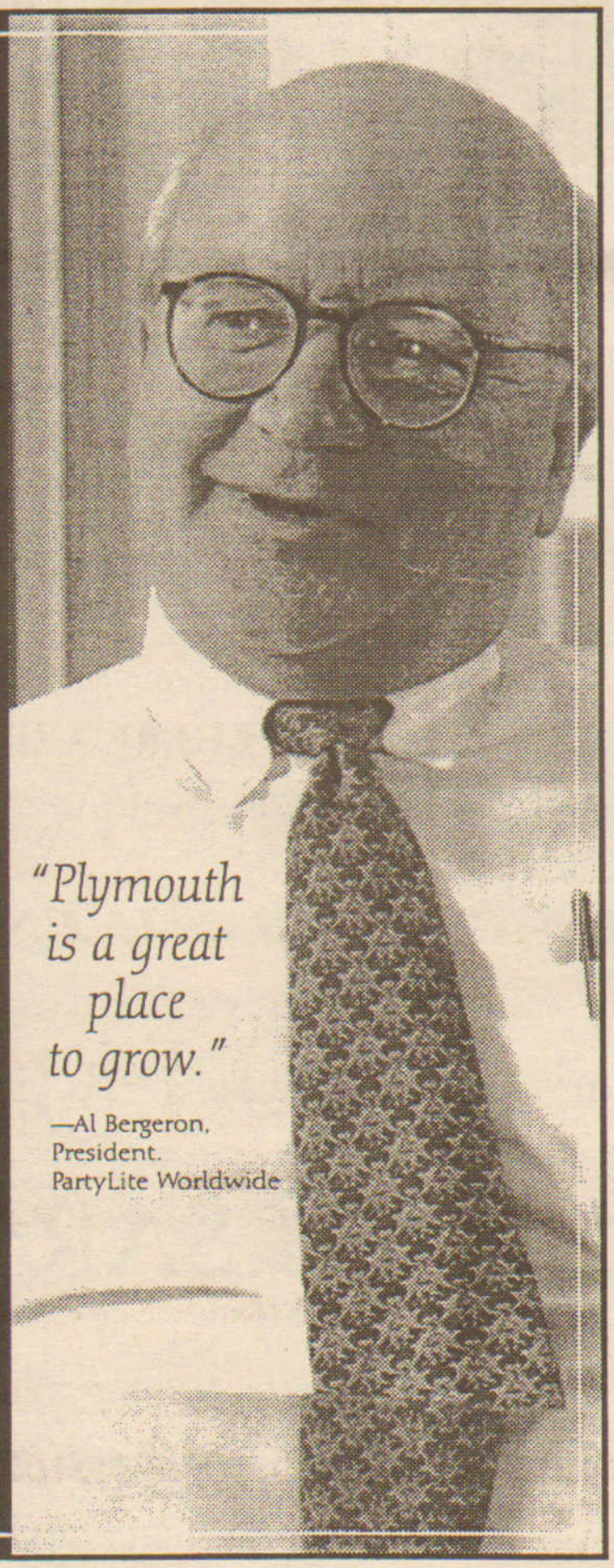
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Office of Economic Development
Michael Gallerani, Director
(508) 830-4280



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—Al Bergeron, President. PartyLite Worldwide

Best Wishes to You & Yours from all of us

Hunt and Hulteen, Inc. would like to wish all of our clients, Happy Holidays and a prosperous New Year.

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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Toll Free in MA: 1-800-696-3363 ■ Fax: 508-586-7574

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May

Konover Const. GC for $2.9 million 45,400 s/f Main Stay Suites at Metro Center Business Park, Warwick, R.I.
Vazza Props. and Wight & Co. start $9.5 million 44 unit Woodbridge Station in Woburn; Crown Const. G.C.

Washington of American Prop. Financing arranges $5.55m for 252 units for Wilkinson Corp., Milford, N.H.
HT Hampe Assoc. brokers $6.9m sale of two office bldgs., 78,000 s/f, for Roc-Conn in Westport, Conn.

Scott & Close of Nordblom sell 122 units for Wilkinson Props. to Sagamore Court for $4.1 million.
Vidal & Galbreath cobroker 15,125 s/f sublease for Great Brands of Europe to Clinical, Greenwich, Conn.

Wynyard of Nordblom and Goodchild of Whittier sell $7.2m 375,000 s/f in Lexington to Nordic Props.
Lyons, Mueller & Lieser of Rockport Mortgage arrange $13.8m for 548 apts. in Mass. and Maine.

Cushman & Wakefield brokers $1.375m sale of 28,745 s/f in Rockland, Mass. to AirXchange.
Nickerson arranges $4.2m for Intercontinental's 51,000 s/f at 184 High St., Boston.

Phelan & Butler of Meredith & Grew arrange $7m for 77,000 s/f with Chase Manhattan for Kensington Realty.
Spectrum Financial arranges $6.1m for KS Co. Trust's 64,000 s/f retail/offices with John Hancock.

Spagnolo/Gisness and National Dev. plan $43m Staples world headquarters in Framingham; 640,000 s/f.
Flansburgh + Assoc. and Bowdoin Const. start 35,000 s/f Maimonides School in Brookline; $4.4m project.


Mark Dickinson
DICKINSON DEV.


William McCall
McCALL & ALMY


Donald Saunders
SAUNDERS RE CORP.


David Kirk
KIRK & COMPANY


John Samenfeld
PRO CON CONST.


Kathy Doyle
THOMPSON, DOYLE
& COMPANY


Karyn McFarland
McFARLAND
& FINCH


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SCALZO R.E.


Robert Bramley
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Corcoran Management Company

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Happy 40th!



Conway staff and guests gather at Norwell HQ for anniversary gala in October.

'Conway Country'

A message from Jack Conway

Forty years ago, I signed a lease for an $80 a month store front on South Street, Hingham and 'Conway Country' was born.

The South Shore was in recession in those years. My landlord, Harry McKee, figured I was a fair risk for the rent and local clothier Otis Hall pumped me up with encouraging statements like, "Business is as good as you want to make it."

We survived that recession and a lot more of them over the years, but we kept trying to improve our act.

Over the years we rendered a service to our customers that they perhaps could not have gotten elsewhere.

Now 40 years later, we feel we are still making a contribution to the community which we serve. We also feel that we have made and continue to make a positive additive to the lives of the staff people and sales associates who work with us.

Now, what about the future? In our industry there will continue to be mergers and acquisitions and I am sure some withdrawals, but the need for services will continue unabated.

We will have completed the passage from pen and pencil, from printed listing books, from lengthy arithmetical calculations.

We will have become firmly established in the computer and imaging age of the future. Our training persons will have been augmented by work in our own computer lab.

The next decade or so is going to be exciting for us, for the industry and for the customer, who will get better service than ever before.



State Representative Mary Jeannette Murray presents citation from Speaker Tom Finneran as Dick Cahill, Ed Bernard of the FHA and Jack respond.



Carol Bulman, Sr. Vice President, Conway Financial, presents Event Director Marie Fricker with roses of appreciation.



Former U.S. Attorney Wayne Budd, center, accepts applause as Tom Rudolph, Conway Sr. V.P., Brooks Kelly, Plymouth County Director, Jack, and Judge Ned Kirby look on.



Jack reads poem of thanks as Dick Cahill and guests get ready to cut the cake.

photos by Wayne Smith

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Bachelor Enlisted Quarters Newport, RI
Newport Naval Base
Size: 65,000 sq. ft.
General Contractor: ***Hodess Building Co.,*** *Attleboro, MA*
Architect: ***Maguire Group, Inc.,*** *Foxboro, MA*
Electrical Engineer: ***Maguire Group, Inc.,*** *Foxboro, MA*



Whitney Place Assisted Living Facility Natick, MA
Size: 125,000 sq. ft.
General Contractor: ***Congress Construction Co., Inc.,***
West Peabody, MA
Architect: ***The Architectural Team,*** *Chelsea, MA*
Electrical Engineer: ***Sam Zax Associates,*** *Quincy, MA*

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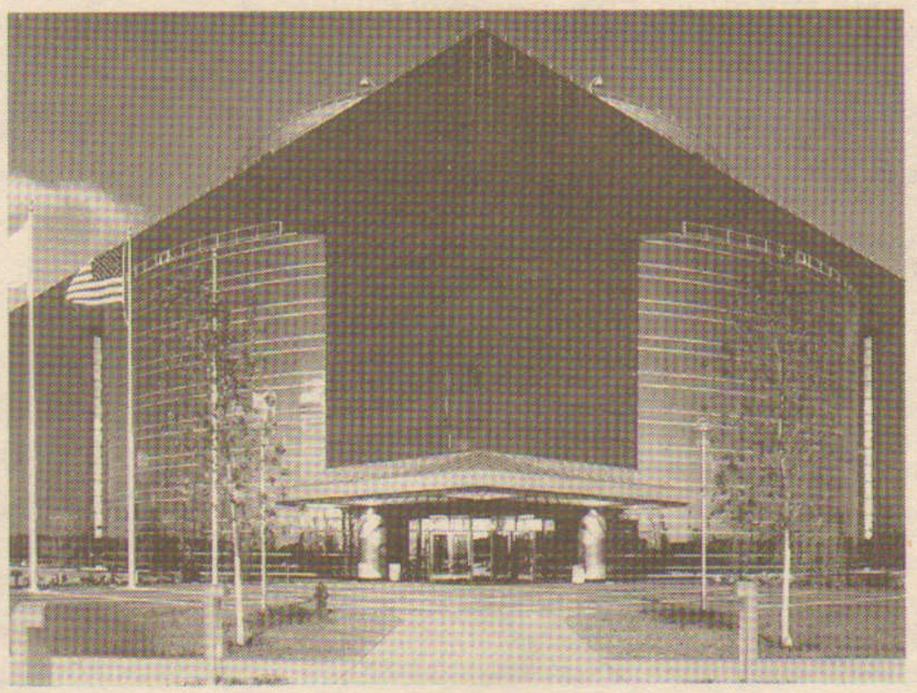
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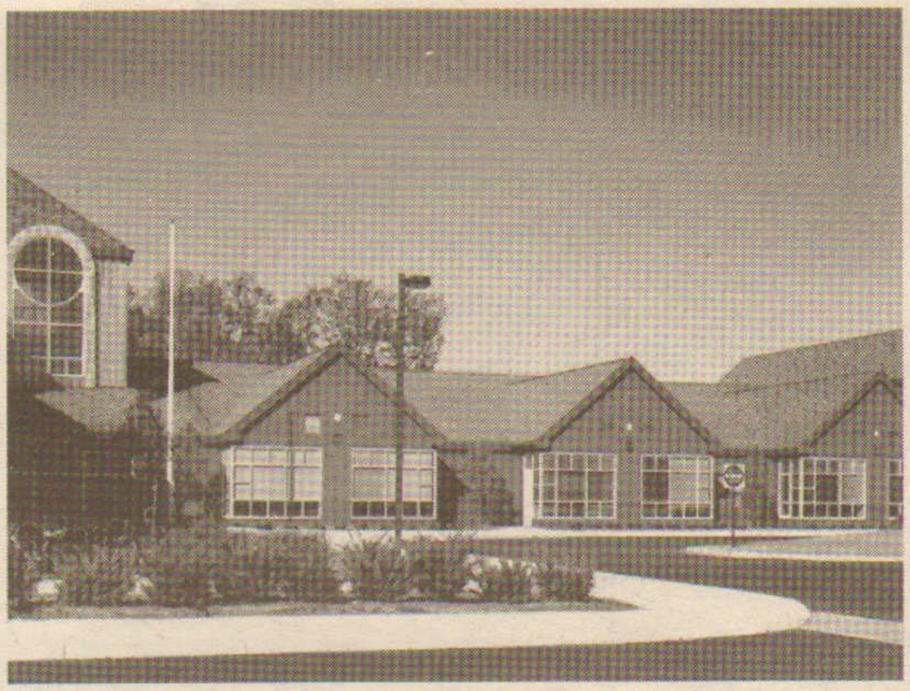
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Bose Corporate Headquarters Framingham, MA
Size: 300,000 sq. ft.
General Contractor: ***Turner Construction Co.,*** *Boston, MA*
Architect: ***Pisani & Associates,*** *Boston, MA*
Electrical Engineer: ***TMP,*** *Boston, MA*



Brennan School Attleboro, MA
Size: 110,000 sq. ft.
General Contractor: ***R.W. Granger & Sons, Inc.,*** *Shrewsbury, MA*
Architect: ***Drummey, Rosane, Anderson,*** *Newton Centre, MA*
Electrical Engineer: ***TCI Thompson Consultants, Inc.,*** *Marion, MA*

H • MEDICAL • BIOTECHNOLOGY • R&D • PUBLIC INTEREST

JUNE

Oliver of Peter Elliot brokers $9 million sale of 93,500 s/f Westborough offices to Carruth.

J.B. .Sullivan & L.M. Berard near completion of $5 million 100,000 s/f Presstek mfg. plant.

Graveline of United Capital arranges $5.474 million for 53,798 s/f medical facility in New Haven, Conn.

Vogell of Mortgage Resources consultant in $2.9 million loan for 51,450 s/f Willimantic offices.

Tosti & Giunta of Whittier Ptrs., Goodwin & Nolan of Landauer cobroker $3.8m sale of 111,061 s/f.

Spaulding & Slye, McCall & Almy cobroker 85,000 s/f Boston lease for Aman to Safety Insurance.

Peabody Const. to build $19.4 million 150,000 s/f Worcester learning lab designed by Lamoreaux Pagano.

Rader & Whittier lease 52,000 s/f for Keller, Davis Co. in Myles Standish Industrial Park, Taunton.

Konover Development breaks ground in Vernon, Conn. for 10,500 s/f CVS.

The Katz Cos. leases 10,000 s/f to Protector Group for D.B. Riley Consolidated at 5 Neponset St., Worcester.

Berkshire Mortgage provides $3.6 million for 72,822 s/f Landmark Village S.C. in Arlington, Tex

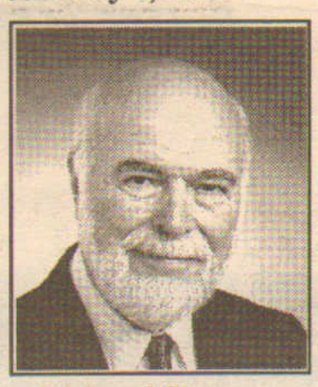
Engelberth breaks ground on $4.2 million 74,000 s/f elderly independent housing in Stowe, Vt.

Vogell of Witten & Nolletti sells 56 units in Deep River, Conn. for Putnam Park Assoc. for $1.6 million.

Zuckerman sells $785 million of stock in initial public offering for Boston Properties.



David Pergola
MEREDITH & GREW



Richard Simmons
SIMMONS ASSOC.



Thomas Fini
FINI REAL ESTATE GROUP



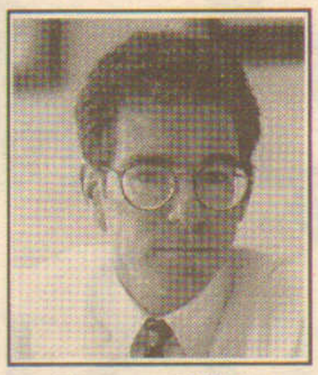
James Karman
SPAULDING & SLYE



Michael Sherman
CB/WHITTIER PARTNERS



Vaughn Pratt
LANDVEST



Thomas Wilder
WILDER MANAGEMENT



John Avery
AVERY & ASSOC.



Harv Levin
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JUNE

Spaulding & Slye named managing/leasing agent for Fidelity Investments' 220,000 s/f 245 State Street.

Ross of Hunneman Commercial sells 54 unit Marlborough apartments for $1.05 million.

Engelberth and Dore & Whittier renovating 150,000 s/f high school in Swanton, Vt. for $3 million.

Witten & Nolletti R.E. sell 91 unit Branford, Conn. apartments for Rose Hill for $4.35 million.

Sgroi of Dartmouth Co. sells 600 Memorial Dr., Cambridge, 72,000 s/f, for $5.25 million.

Sheridan Corp. completes 2 Butler steel buildings in Yarmouth, Me., 132,000 s/f, for $10 million.

Grodin of Drubner Industrial sells 100,000 s/f mfg. facility in Waterbury, Conn. for $1.5 million.

D.G. Hughes Comm'l. sells 50 Somerville apts. for CRES to Micozzi Mgmt. for $2.1 million.

Boston Financial arranges $25 million with Lincoln National Life for Waltham & Calif. office parks.

Ashworth Mortgage places $6.5 million for 85,536 s/f office/retail at 120-126 Brookline Ave. with Cooper-Horowitz of NYC.

Arnold of Fidelity Ptrs./NAN sells 104,000 s/f office/whse. in Warwick, R.I. for Payless to Coken for $1.65m.

L&M R.E. and Anderson Co. arrange sale of 4 bldgs. in Pawtucket to P. Feinberg for $1.132 million.

Marcone of Sentivany secures $6.3 million for 270,600 s/f Hopedale Airport Industrial Park

Murphy of New England Realty places $10.875 million with Allianz for 187,384 s/f Norwood offices.



Mike Bertrand
CROWN CONSULTING



Richard Reynolds
SPAULDING & SLYE



Steve Samuels
SAMUELS & ASSOC.



William Von Loan
HQ BUSINESS CENTERS



Bob Nickerson
STONE TOWER PROPERTIES



John Ciardi
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William Clark
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Andrew Sacher
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Richard Spaulding
SPAULDING & CO.



Charles O'Connor
FALLON, HINES & O'CONNOR



Jonathan Glanz
GLANZ INDUSTRIES



Stanley Sidel
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JULY

Beacon Properties breaks ground on 256,000 Crosby Corporate Center II; Tocci GC; SM&M architect.

Trumbull-Nelson breaks ground on 50,000 s/f River Valley Club, $3.8 million, in Lebanon, N.H.

Cortland Properties to restore and renovate 25,000 s/f Fisher Hill into 48 condominiums.

Bernstein & Hoefer of Compass Financial close two loans, $2.25 million, for Strauss Discount Auto Centers.

Finard & Co. named property manager/leasing agent for 292,000 s/f City Place II in Hartford.

Ross of Hunneman sells 22,000 s/f offices/retail in Brookline for Confederation Life for $1.45m.

Engelberth completes $5.2 million 48,000 s/f addition/ renovation at Jericho, Vt. high school.

Arrowstreet named project architect for $430 million 1.25 million s/f Providence Place Mall.

Kavoogian, Stressenger, Kaeyer of FGE&O arranged $35 million for Cross Point's 1.2 million s/f, Lowell.

Ashworth Mortgage places $3.1 million for 156 unit Bass Island Estates in Manchester, N.H. owned by Brady Sullivan Prop.

Lemire, Giunta, Cole, Osborne of Whittier Ptrs. broker $11.35 million sale of 92,250 s/f offices.

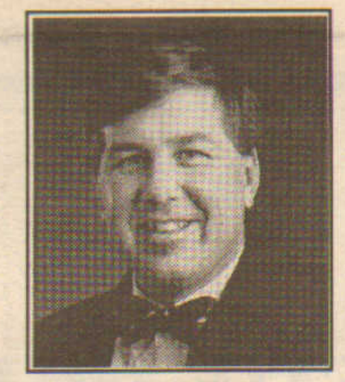
Giuttari of Paramount, Ross of Hart, Amper of Rodman sell 144,000 s/f in Lincoln, R.I. for $2.6 million.

Clough of Boston Financial arranges $5.8 million for 56,295 s/f to Boulos Co. for Shaw's supermarket.

Intercontinental Developers to build One Winthrop Park; 12 condos, 30,000 s/f retail, 10,000 s/f garage.



Jim Goldenberg
CATHARTES GROUP



Bruce Waters
McLAUGHRY COMMERCIAL



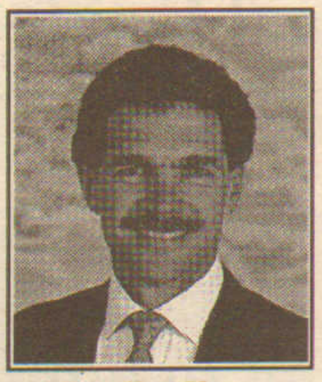
Norman Drubner
DRUBNER INDUSTRIES



Cheryl Pellegrini
CDC COMMERCIAL



Richard McKinnon
GROSSMAN COS.



Bradley Vear
VEAR COMMERCIAL



Brad Berger
ROBERT MARTIN CO.



Robert McCarthy
DOLBEN APPRAISAL



Emile Troup
BSCES/ASCE



Tim O'Donnell
O'DONNELL RE CAPITAL



Robert Marcus
MARCUS REAL ESTATE



Steve Ritzi
RITZI ASSOCIATES

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May your New Year be filled with the light of friendship, the warm glow of family and loved ones and the sound of laughter!

Peabody Properties, Inc.

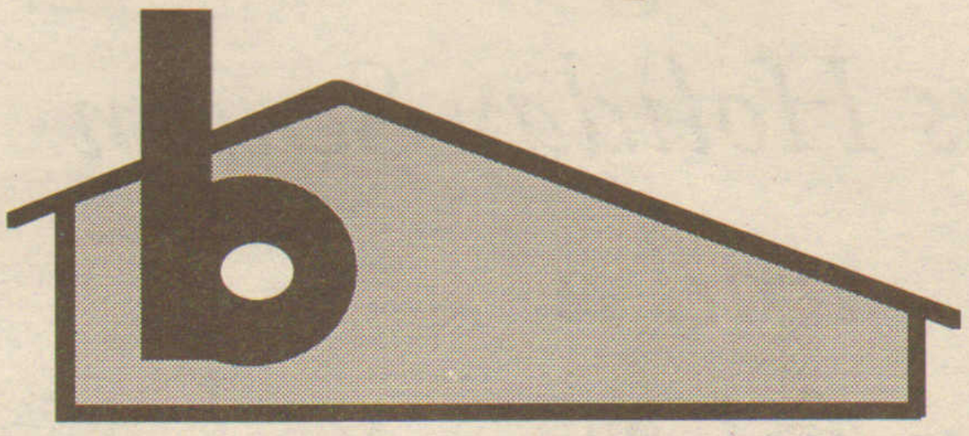
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JULY

Dunne of CB Comm'l. brokers sale of 452,000 s/f in Shelton, Conn. for ATC Group for $26.95 million.

Ouellet completes site work for $14 million Sentry Hills retirement community in York, Me.

Brainerd of CMC Mortgage arranges $19.341 million refinancing for 324 units in Groton, Conn.

Cambridge Realty Ptrs. buys 675,000 s/f One Commercial Plaza in Hartford; Cushman-Wakefield agent.

Flansburgh designs master plan for Cabot Corp.'s $6 million 143 acre Billerica Technical Center.

Davis acquires 130,000 s/f offices, 5 acre site in Wilton, Conn. for $13.7 million; Mellon bank loan.

Levey Miller Maretz & Proto brokers $1.1 million sale of Grantmoor Motor Inn in Newington, Conn.

Dimeo begins work on $29 million first phase of 1.2 million s/f Brass Mill Center mall in Waterbury, Conn.

Smookler & Sgroi of Dartmouth lease 80,000 s/f at Landmark Ctr., Boston, for 16 screen General Cinema.

WS Development breaks ground on 200,000 s/f Charles River Center in Bellingham, Mass.

Fallon Hines & O'Connor brokers $46 million sale of 334,000 s/f Edgewater Office Park.

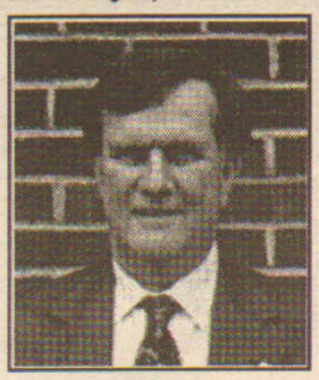
Douvadjian & Charneski of Meredith & Grew arrange $12 million loans for four Price Chopper locations.

CB Comm'l. brokers sale of 110,500 s/f in Woburn to Landman Omnibus for $5 million.

Whalen of Tedeschi Realty leases 39,160 s/f at Cranberry Plaza in Wareham, Mass. to three.



Linda Ahearn
AHEARN APPRAISAL



Peter Quinn
QUINN ASSOCIATES



Upendra Mishra
MISHRA GROUP



Carl Barron
PUTNAM FURNITURE



Kenneth Barron
PUTNAM FURNITURE



David Bisbee
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Craig Johnston
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Ron Boufford
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Marlene Aron
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AUGUST

Hines, Teague, Fallon, Richards of FH&O lease 400,000 s/f for Prospectus to Tufts Health Plan, Watertown.

Transatlantic Investment Mgmt. to manage 247,000 s/f offices at 3 sites in Cambridge & Quincy.

Sentry Comm'l. and Hart Corp. cobroker $2 million sale of 150,000 s/f at Capt. Neville Ind. Park.

Gillespie & Co. leases 90,000 s/f in its Concord, Mass. offices to Lucent Technologies.

Granger Northern to build $12.2 million 265,000 s/f Multi-Model Transit Ctr. in Rutland, Vt.

Engelberth starts $10.7 million 40,000 s/f library expansion and 165,000 s/f renovation in Bedford, N.H.

Percelay of Mt. Vernon Co. & CRES Dev. complete $5.8 million Brighton & Newton tax exchange.

Mueller of Rockport Mortgage provides $15.866 million for N.M. apartments through First United Mortgage.

Ashworth Mortgage closes mortgage financing of $3.3 million for One Union Street L.P. in downtown Boston.

Whittier Ptrs. represents Nynex in $24.4 million sale of 211,466 s/f to Fidelity Properties.

Lynch Murphy Walsh & Ptrs. and Finard and Co. lease 99,081 s/f with Hunneman Comm'l. in Tewksbury.

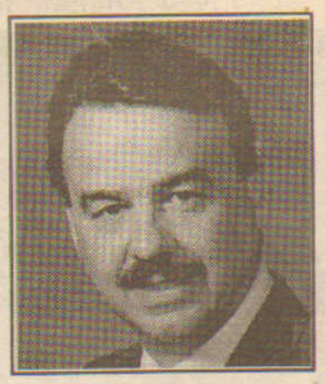
Saperstein & Sullivan auction 59 units in Boston for G.E. Capital for $5.425 million.

Griffin, Maher, Griffith, Fahey of FH&O sell Newport Office Park in Quincy, 168,839 s/f, for $21.6m.

Intercontinental Dev. and Tsoi/Kobus to renovate/restore 100 Franklin St., Boston; $12m project.



Charles Kenny
CB/WHITTIER



Gary Letourneau
ELECTRICAL DYNAMICS



King Davis
KING DAVIS AGENCY



Richard Gsottschneider
RKG ASSOCIATES



Karl Norwood
NORWOOD GROUP



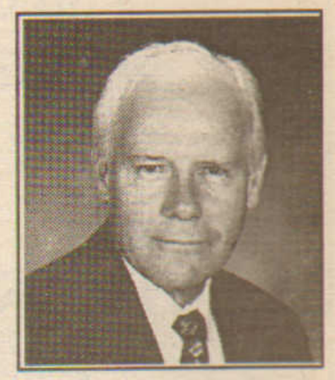
Pamela Saunders
SAUNDERS RE CORP.



Charles Farrell
CAPITAL MORTGAGE



Thomas Dunham
DUNHAM GROUP



Harry Shea
SHEA COMM'L.



John Rosenthal
MEREDITH MGMT.



Larry Guilmette
SAMUELS & ASSOC.



Tammy Pendergast
NEW ENGLAND
REALTY RESOURCES

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AUGUST

Dunne, Segalini of CB Comm'l. negotiate $2.5 million sale of 35,000 s/f Norwalk offices.

Bulfinch's 100 Wells Ave., Newton, 45,000 s/f, reaches 100% occupancy with 10 new tenants.

Essex Builders constructs 81,000 s/f $7.5 million Inn at Silver Lake for ABEM.

Flatley sells 15 hotels in 6 states to Starwood Lodging Trust for $470 million.

Cathartes Group acquires 40,000 s/f in Canton, Mass. from Sun Life of Canada for $1.9 million.

Feldman, Beaudoin, Kalikow break ground for 117,000 s/f Wallingford Fair; Shair leasing agent.

Arrowstreet architect for $120 million Brass Mill Center in Waterbury, Conn. for General Growth.

Suffolk Const. breaks ground for $6 million 92,000 s/f Melbourne Pl. assisted living in Pittsfield.

Koenig and Lynch, Belsito of Dartmouth lease 95,000 s/f at King's Plaza in New Bedford.

Tambone Corp. plans 120,000 s/f $8 million multi-tenant industrial building in Andover, Mass.

Dunne of CB Comm'l. sells 133,000 s/f in Shelton, Conn. for Davis Cos. to Cali Realty for $15.5m.

Conrad Group sells 275,000 s/f Armstrong House in Lancaster, Pa. for $10.5 million.

Lindgren Hunter of Boston Mortgage arrange $24 million for Gutierrez Cos.' 446,000 s/f offices.

Whittier Ptrs. named agent for Boston Edison sites, 42.5 acres, in Newport; Agnew and Shaffer agents.



Paul Durgin
CONWAY COMM'L. CONSULTANTS



Charles Thompson
THOMPSON APPRAISAL



Robert Rechner
NET PROPERTIES



Steve Crowley
SCA COMMERCIAL



Peter Colgan
GIFFORD GROUP



Richard Shmishkiss
ASSURANCE MTGE. CO. OF AMERICA



Robert LaPorte
MEREDITH & GREW



Carol Todreas
TODREAS/HANLEY



Michael Konover
KONOVER & ASSOC.



Richard DeWolfe
DEWOLFE/NEW ENGLAND



Peter Nordblom
NORDBLOM CO.



Robert Nahigian
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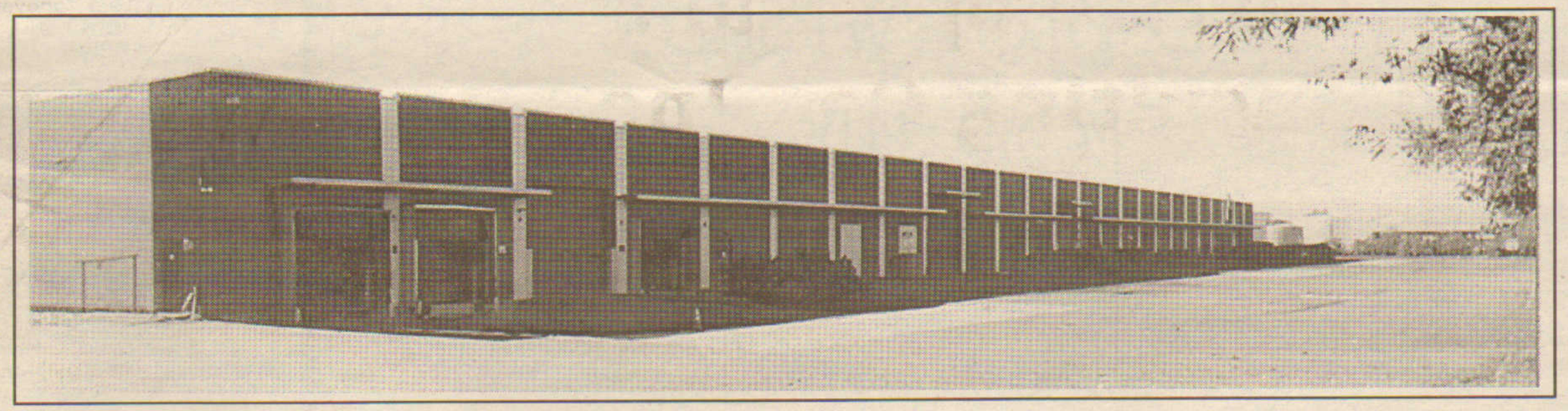
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- 56,000 Square Foot Building
- 14 ' Ceiling Height
- Fully Air Conditioned
- 14,000 Square Feet of Office Area
- 20' x 32' Column Spacing
- Three Loading Docks and Drive-in Door
- Located Within One Mile of I-91

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- Railroad Siding
- Available February 98
- Located Within One Mile of I-291

Offered For $3,200,000

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Phone: 413-733-1121 • Fax: 413-781-0992 • E-Mail:smiterey@crocker.com

SEPTEMBER

Cronin of Northland Advisors handles $5.6 million sale/leaseback of 62,000 s/f for Vermont Teddy Bear.

Sheridan Corp. GC for 140,000 s/f $3.4 million expansion for Volk Packaging in Biddeford, Me.

McKenna of Boston Mortgage places $6.725 million on 96,800 s/f in three buildings with Minn. Mutual.

Marjorie Smith of G.J. Smith & Son brokers $1.85 million sale of 11,000 s/f to Rite Aid Pharmacy.

MJB R.E. and H. Pearce sell 48 unit Perry Hill Estate in Ashford, Conn. for $1.15 million.

The Development Group acquires 79,800 s/f office property in Boston for $3.2 million.

Schelzi Group to develop 100,000 s/f flex building in Wilmington; McCaffrey of Meredith & Grew agent.

Suffolk and SLAM Collaborative awarded $36 million UConn. 285,000 s/f dorm and dining hall.

Ashworth of Ashworth Mortgage places $20 million for 493,360 s/f Colonial Park office/warehouse in Dedham.

Nickerson Financial, Berkshire Mortgage close $21.8 million loan for 182 unit conversion in Cambridge.

Douvajian, Charneski of Meredith & Grew arrange $9.75 million for B.E. Realty's 128,000 s/f.

Dacon builds 45,000 s/f $2.5 million addition for ACT Manufacturing in Hudson, Mass.

R.W. Holmes sells 220 acre Hopping Brook Park in Holliston to New Boston Fund for $1.755 million.

Hamilton Financial places $3.4 million for 31,000 s/f retail block with First Union.



Stephen Murphy
LYNCH MURPHY WALSH & PARTNERS



Robert Fitzgerald
GRUBB & ELLIS



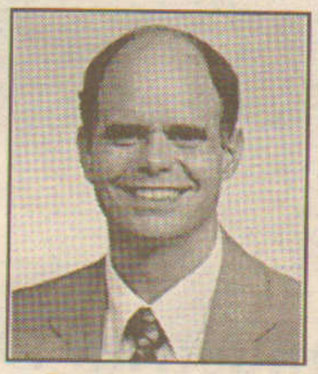
Eric O'Brien
PARSONS COMMERCIAL



John Peckham
PECKHAM BOSTON ADVISORY



George Nugent
CB/WHITTIER



Stephen Roberts
MB MANAGEMENT



Steve Inglese
LEXINGTON PARTNERS



Randy Anagnostis
ANAGNOSTIS ASSOCIATES



Rob Rockwell
ROCKWELL ASSOCIATES



Michael Monks
MONKS & CO. INC.



Robert Conrad
THE CONRAD GROUP



Nicholas Haddad
N.S. HADDAD

SEASON'S GREETINGS
AND BEST WISHES
FOR THE
NEW YEAR

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SEPTEMBER

Stubblebine & Anderson-Howard sell 120,000 s/f in Ayer, Mass. to Nasoya Foods for FDIC.

FGE&O finances $8.73 million loan for 194,931 s/f Franklin Shopping Center in Westerly, R.I.

Cole & Goyette and Bonfatti build 72,000 s/f $10 million elementary school in Quincy, Mass.

Pro Con building $3.4 million 90 room Courtyard by Marriott, 47,496 s/f, in Manchester, N.H.

Carr Enterprises begins $2.3 million 18,000 s/f Jewish Community Ctr. in Marblehead; Steffian Bradley design.

Phil Klein Comm'l. Realty brokers sale of Greenwich, Conn. restaurant for $1.2 million.

Grean of Leggat Co. brokers 96,104 s/f lease in Chelmsford for Compass Management & Leasing.

Peabody Const., awarded contract to build $19.4 million 150,000 s/f learning lab in Worcester.

Lynch Murphy Walsh & Ptrs. negotiates $21.2 million sale of 190,427 s/f Newington (Conn.) Commons.

Curtin R.E. brokers $1.6 million sale of 57,000 s/f of land in Waltham to Marlin Dev. for CVS.

McKenna of Boston Mortgage places $3 million with Freddie Mac for 143 apartments in Dorchester.

Grossman Cos. plans $500,000 renovation of 87,500 s/f Kingstown Plaza; Essex Newbury contractor.

Elcock & Crane of Meredith & Grew sell 19,000 s/f Entenmann site in Norwood to Clair for $2.2 million.

Conrad sells 25,000 s/f Quincy offices to Simon Cos. for $2.137 million; Fleet Bank anchor tenant.



Deborah Foehr
CDC COMMERCIAL



Elliot Ravech
PETER ELLIOT LLC



Harold Sadowsky
KELLEHER & SADOWSKY



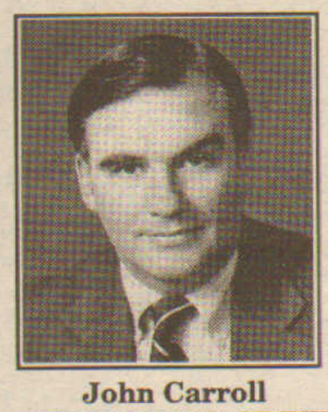
Jim Flajnik
ARROWSTREET



Steve Greenberg
R.W. HOLMES REALTY



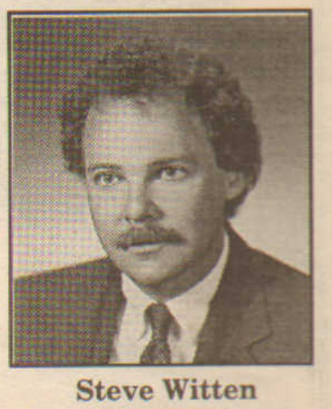
Paul Winnick
SWERLING MILTON WINNICK



John Carroll
MEREDITH & GREW



Richard Lundgren
HUNNEMAN COMMERCIAL



Steve Witten
WITTEN COMMERCIAL



Gerri Rachins
GROSSMAN COMPANIES



Dan Greenstein
BOULOS CO.



Bob Virgulak
DVB

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Warm Wishes
for a
Happy Holiday
and a
Prosperous
New Year



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Tel: 617-247-9200 • Fax: 617-247-4044

OCTOBER

Reusch & Gillies of Niles Co. broker sale of 890,000 s/f Boott Mills in Lowell to Cathartes for $3.5m

Ram Harnden sells 40,998 s/f offices/retail in Portland for Met Life to Wellin Co. for $2.35m.

Pro Con GC for $13 million 188 unit Waterford Commons in Manchester, Conn.; Winn Mgmt.

Cronin & Halligan of JHP Realty Advisors close $4 million for 200 unit Branford Hills Apts.

Griffin, Kyllingstad, Graham of FGE&O sell 511,000 s/f Commerce Way Business Park for $15 million.

Engelberth and H.L. Turner design/build 25,915 s/f renovation/expansion of Kittery Municipal site.

Dancoes & Farrelly of Cushman & Wakefield sell 105,757 s/f in Manchester, N.H. for $1.8 million.

Forest City Dev. tops off $52 million phase two at University Park; 210 room hotel, Star Market.

S. Leggat of Fowler Goedecke Ellis & O'Connor arranges $37m with Nomura for Prospectus' 469,578 s/f

Britt of Fantini & Gorga arranges $11.9 million for Oaktree's 65 luxury apts. near Harvard Square.

Kremp, Stewart of Cronheim arrange $25 million for 316 units with SunAmerica in N.J.

Fish of Ashworth Mortgage arranges $9.625m mortgage financing for 113,490 s/f Worcester Fair S.C. first phase.

National Dev. of N.E. acquires $15 million 500,000 s/f Commerce Way Business Ctr. in Woburn.

Wolfson of Re/Max First Realty brokers sale of 100 units in Brookline, Mass. for $20 million.



William Kane
WELLSPEAK DUGAS & KANE



Charlie Craig
DUNHAM GROUP



Daniel Calano
PROSPECTUS



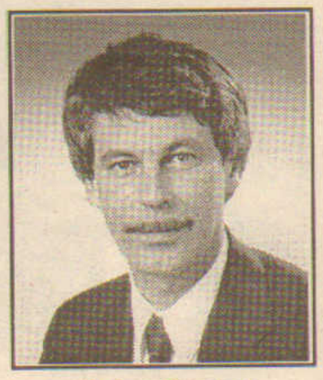
William Farley
CB/WHITTIER



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

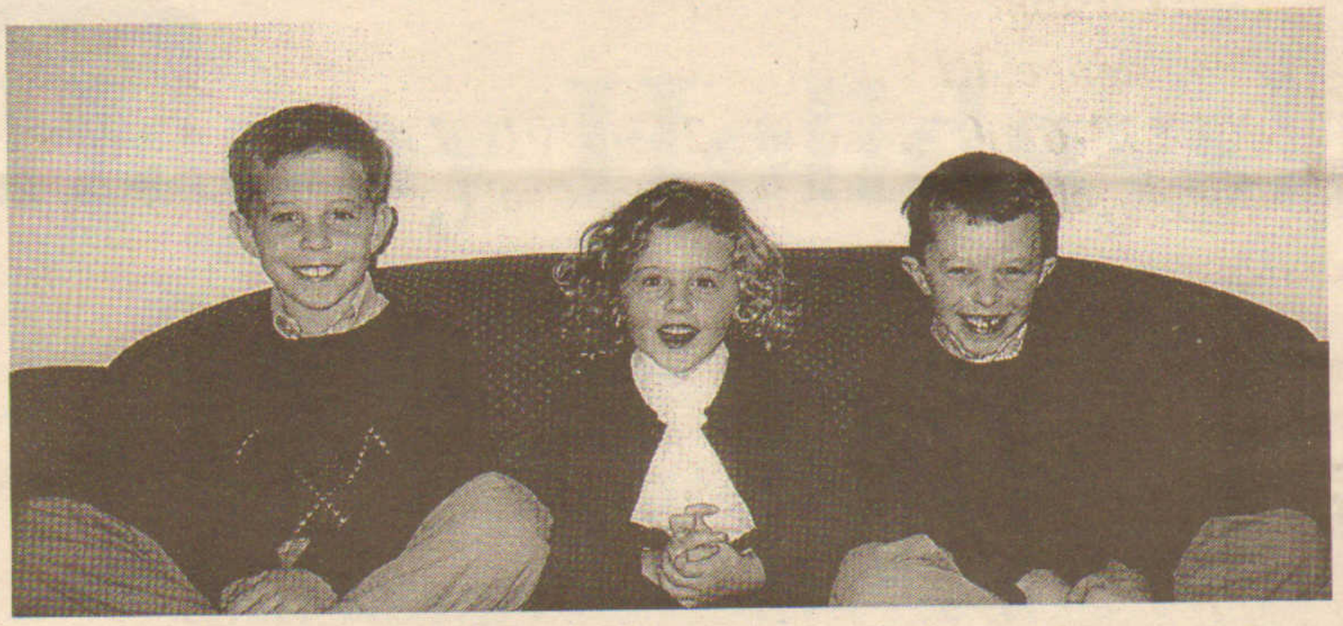


Richard Bertman
CBT/ARCHITECTS



Don Hause
GRUBB & ELLIS

• FELIZ NAVIDAD MERRY CHRISTMAS HAPPY HANUKKAH JOYEUX NOEL •



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

~

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

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

McDONOUGH REALTY SERVICES, INC.

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• FELIZ NAVIDAD MERRY CHRISTMAS HAPPY HANUKKAH JOYEUX NOEL •

1997 Year in Review

Wishing all our clients & friends a
Healthy & Happy New Year.

Thank you for making '97 our BEST year.

Looking forward to a great '98.

Mike Giuttari SIOR, Dan Cregan, Gerry Surprenant
John Cregan, Dawn Biccicco

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Commercial, Industrial and Office Real Estate Brokerage

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.

HAYES & SHERRY
REAL ESTATE

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OCTOBER

DiCapua of First Whitney brokers $7.3 million sale of 90 acres to Hamden Dev. and CareMatrix in Conn.
Graveline of United Capital arranges $3.365m for Abbington of Newington assisted living center.

Ryer Assoc. sells 92,000 s/f in Danbury to Sawmill Road Properties for $5.3 million.
Waters of McLaughry sells 15,000 s/f in Hanover, N.H. for HSD to Stevenson for $1.4 million.

Nagog Dev. names Leggat Co. agent for 115,000 s/f phase two at Nagog Park in Acton, Mass.
CB Commercial & Whittier Partners form joint venture 50/50 owned to serve New England.

Tedeschi Realty completes $9 million Shaw's Plaza in Cohasset with 49,000 s/f Shaw's Supermarket.
Hayes & Sherry sells K mart site, 105,900 s/f in Johnston, R.I. to RSI of Boston for $2.15 million.

Charter Realty, Dorn & Katz start $8 million 60,000 s/f Shaw's in Nanuet, N.Y.
University Mall Realty, Finard Co. & Sears, Roebuck start 111,400 s/f expansion in So. Burlington, Vt.

William Jackson named manager for Mall at Lincoln Station, 45,000 s/f, in Lincoln, Mass.
Lyons Group & Meredith Mgmt. plan $170 million Kenmore/Fenway revitalization; 920,000 s/f project.

Renaissance R.E. and Capstone Group sell 145,000 s/f Hooksett Plaza for IDS to RK Assoc. for $3.1m.
Davis Cos. buys 15 acres in Shelton Research Park from N.E. Mutual Life for $1.6 million.


Jerome Manning
JEROME MANNING & COMPANY


David Wood
WORDS FROM WOODY

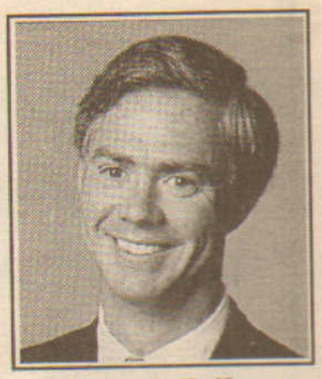

Joseph Corcoran
CORCORAN, JENNISON


Philip Giunta
CB/WHITTIER PARTNERS


Stuart Lubin
CATHARTES GROUP


William Kiley
HUNNEMAN/ COLDWELL BANKER


Sheldon Rodman
RODMAN R.E.


Joseph Fallon
FALLON, HINES & O'CONNOR


David Bongiovanni
HARVARD MGMT.


Webster Collins
CB/WHITTIER PARTNERS


Greg Boulos
BOULOS COMPANY


Ron Boufford
GLOBAL REALTY

Seasons Greetings
and
Best Wishes
for
the New Year.

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& ALMY

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1997 Year in Review

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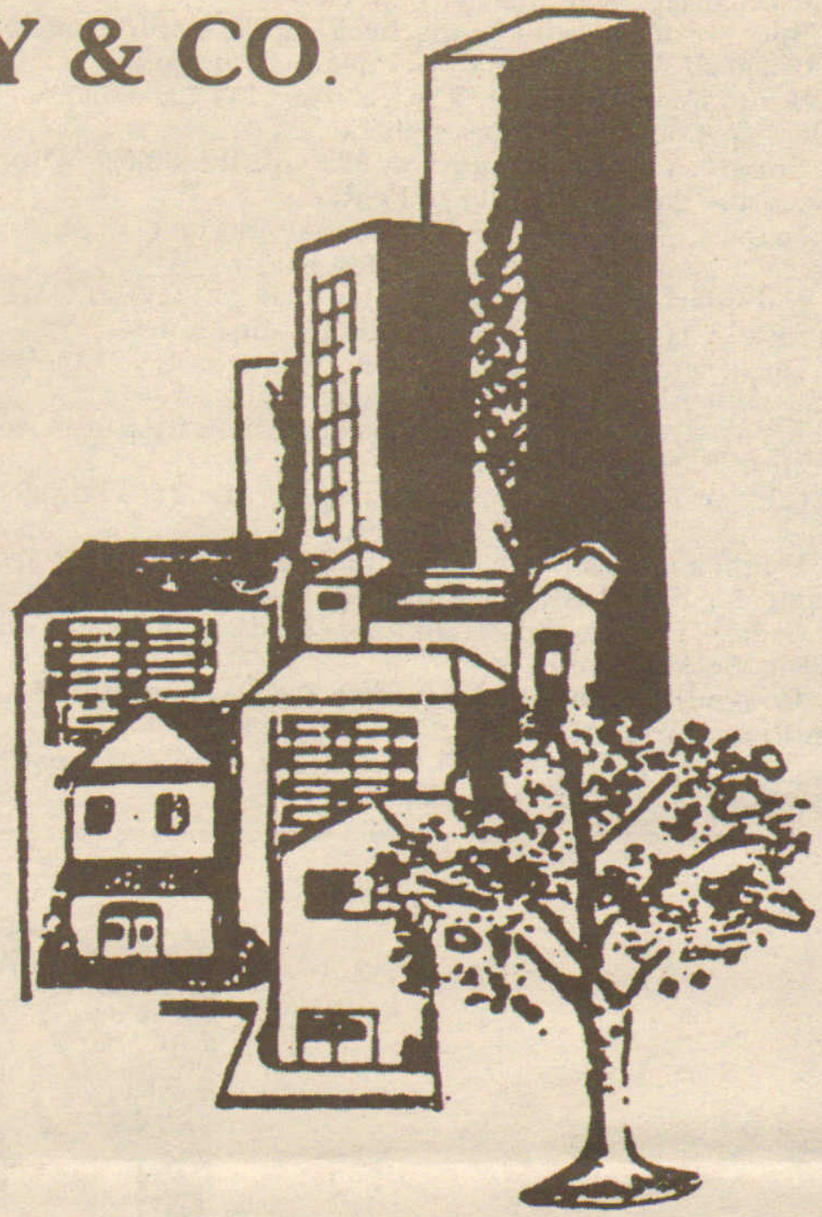
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Robert G. Bramley, MAI

Warmest wishes to all of our members, friends and colleagues for a joyous holiday season, and a healthy and prosperous 1998.

IREM SM

INSTITUTE OF REAL ESTATE MANAGEMENT
BOSTON CHAPTER
617-328-7565

IREM SM

NOVEMBER

Cathartes Inv. acquires 99,000 s/f offices/retail at Downtown Crossing, Boston, for $3.45 million.
Crown Const. & DiMella Shaffer complete 25,000 s/f $6 million expansion/renovation for Bowne Co.

Spector of Colonial Props. brokers $20 million sale of 185,000 s/f Westfarms S.C. in Farmington, Conn.
Sentry Comm'l. & Hart Corp. cobroker 144,125 s/f lease in Meriden, Conn. for 550 Research Pkwy.

Congress breaks ground on $3.3 million 50,000 s/f offices and garage for City of Peabody.
McDonough of McDonough Realty Services brokers $4.35m sale of 6 acres and 81,000 s/f for Derf Realty.

Nahigian of Auburndale Realty leases 41,250 s/f warehouse in Ayer, Mass. for Merrimack Warehouse.
Tambone to build 100,000 s/f $12 million Reservoir Corporate Center in Southborough; Leggat leasing agt.

Arrowstreet designs 55,000 s/f $5 million Centerra Resource Park in Lebanon, N.H.
Gildea of Dartmouth brokers $3.1 million sale of 801 Boylston St., 17,000 s/f, to Planet Hollywood.

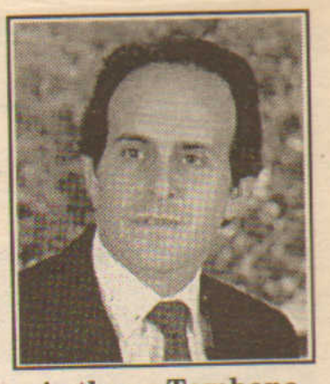
Hughes negotiates $3.2 million sale of 61 unit apartment for E.B. Realty in Winthrop, Mass.
Godin of Drubner Industrials leases 30,000 s/f in Watertown, Conn. Buckingham Park.

Douvadjian, Butler of Meredith & Grew negotiate $9.5 million mortgage for 100,450 s/f Big Y Plaza.
Fisher of BMCC places $3 million loan with Bear Stearns for 40,000 s/f Dedham shopping center.

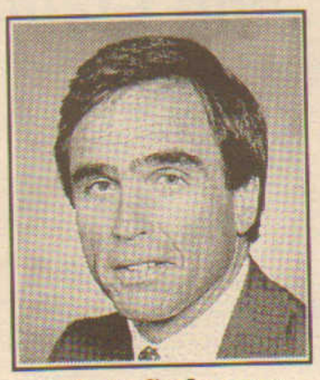

Andrew LaGrega
WILDER MGMT.

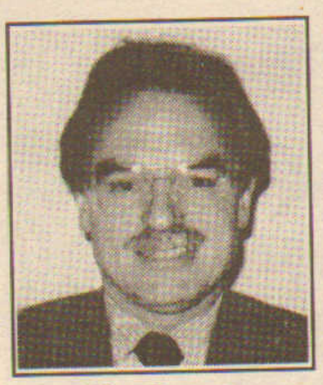

Martin Kenny
LEXINGTON PARTNERS


John McWeeney
TEDESCHI REALTY


Anthony Tambone
TAMBONE CORP.


Pamela McKinney
BYRNE, MCKINNEY & ASSOCIATES


Robert Sudmeyer
BOWDITCH & DEWEY


Ken Lurvey
CONCORD EDC


William Jackson
WILLIAM JACKSON ASSOCIATES


Jodi Hartley
SPAULDING INVEST.


Jack Kerrigan
GRUBB & ELLIS


Edward Bowler
AVERY ASSOCIATES


Stephen Marcus
MARCUS, GOODMAN, EMMER & BROOKS

ABC
ASSOCIATED BUILDERS AND CONTRACTORS, INC.

Special thanks to our members for their continued support throughout 1997. Seasons greetings and best wishes for a healthy and prosperous new year.

Associated Builders and Contractors
Massachusetts Chapter
One Wall St., Burlington, MA 01803
(781) 273-0123

1997 Year in Review

René L. POYANT Inc.
REALTORS



We're all wishing you a Beautiful Holiday Season
and a New Year of Peace and Happiness
Thank You from 3 generations, celebrating 50 wonderful years–1947-1997

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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 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 1997 one of our best years ever.

FINARD & COMPANY

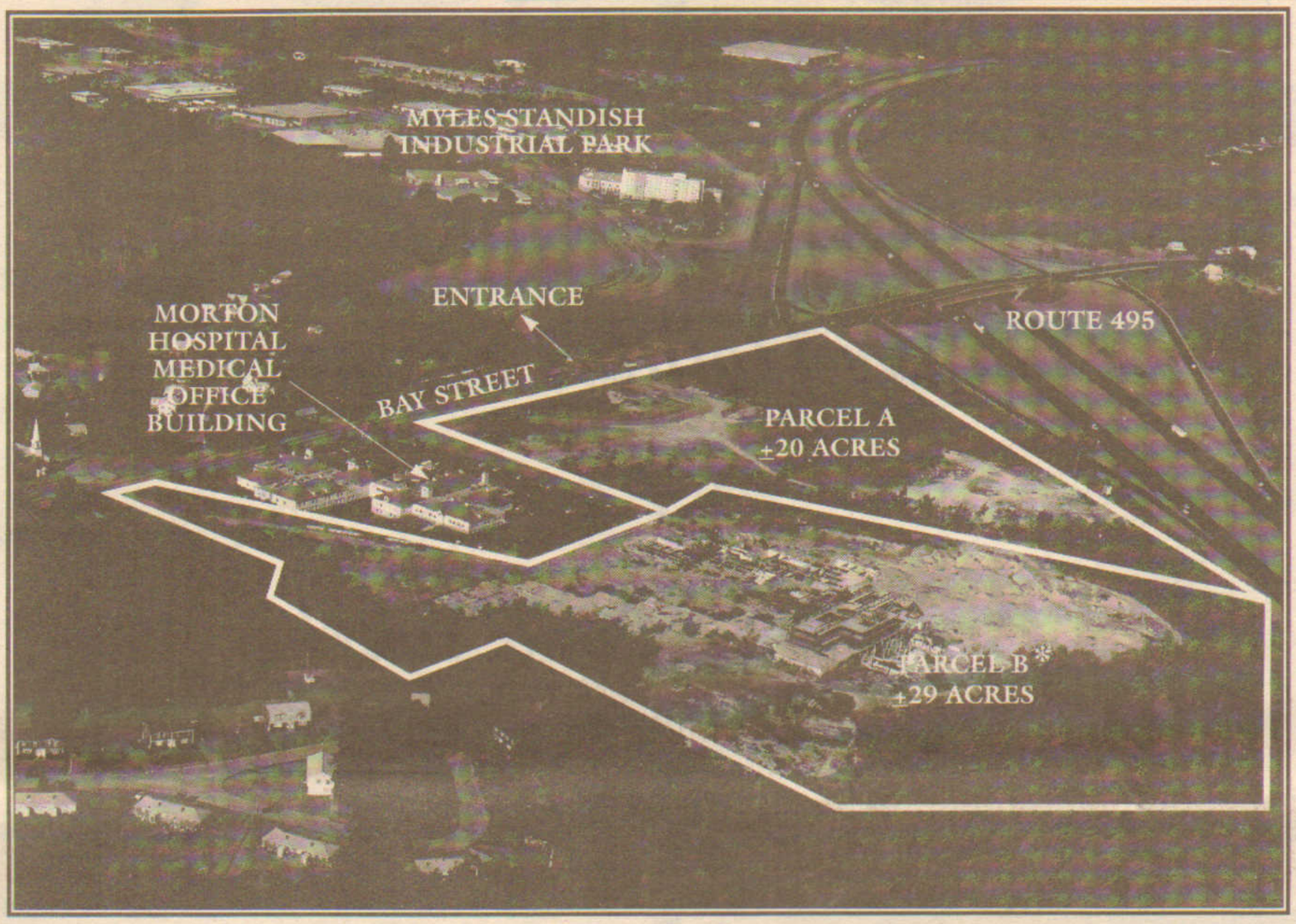
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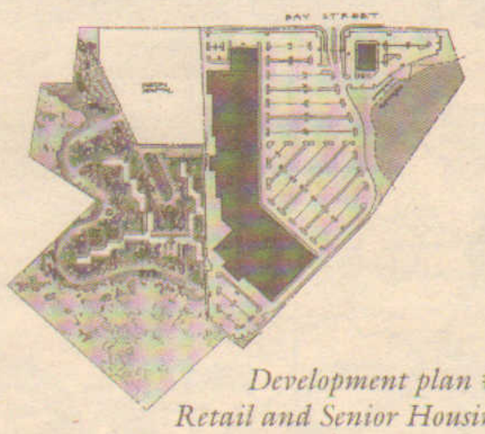
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Northwoods Site

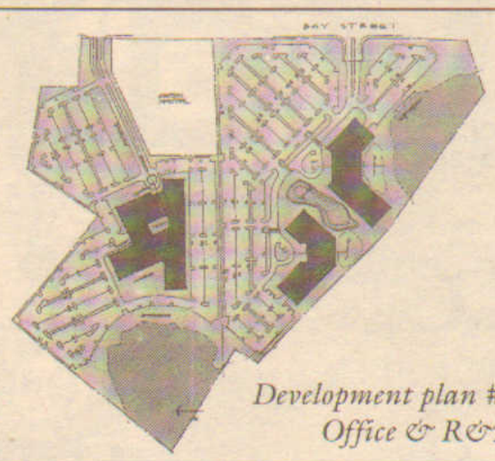
TAUNTON, MASSACHUSETTS



** Terminated 250-unit senior housing project.*



Development plan #1
Retail and Senior Housing



Development plan #2
Office & R&D

Exclusive Marketing Agents:

Northland

For Sale
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Build-to-Suit

This outstanding 48-acre development site is strategically located on Route 495 at Bay Street across from the entrance to the Myles Standish Industrial Park in Taunton. The site features extraordinary visibility and identity from Route 495 and offers all utilities including sewer on site.

Preliminary master planning has been done for a variety of uses including office, R&D, retail and senior housing.

The new owner of the site, a major financial services company, will consider a sub-division of the site.

For further information, contact Bob Cronin at Northland Advisors, Inc. at (617) 965-7100.

2150 Washington Street, Newton, MA 02162 • 617-965-7100

Best Wishes for a

Happy Holiday Season

and a

Prosperous New Year!

Your Friends at

Peter Elliot LLC

PETER ELLIOT LLC

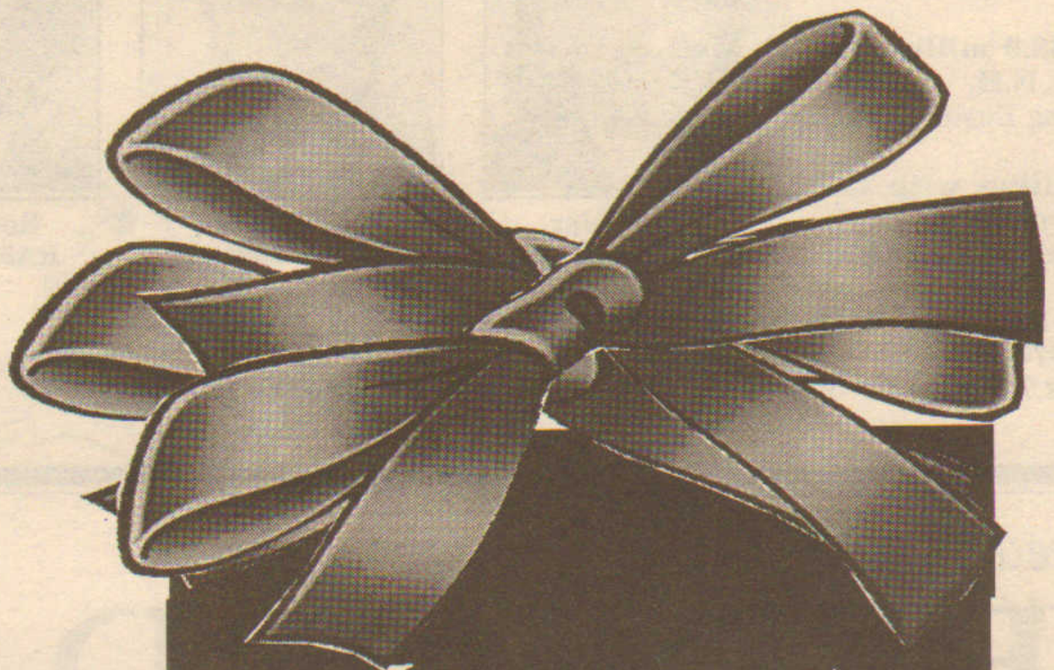
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(617) 439-9100 • (617) 439-6110 facsimile

Happy Holidays

from



LYNCH

MURPHY

WALSH

&PARTNERS

INCORPORATED

REAL ESTATE

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NOVEMBER

New England Dev. begins 191,000 s/f $40 million Two Canal Park offices; Marcus GC; Arrowstreet archt.

Joseph, Phaneuf, Farrelly, Dancoes of Cushman & Wakefield sell 377,000 s/f in Nashua for $16.53 million.

Scott & Close of Nordblom Inv. sell 180 Milford, N.H. units for Wilkinson Props. for $5.1 million.

Freshwater Commons Assoc. breaks ground for $15 million 160,000 s/f Enfield, Conn. shopping center.

Key Bank provides $12.25 million for Bulfinch Cos.' 70,000 s/f First Needham Place.

Engelberth completes $2.1 million Pratt & Whitney 40,000 s/f service-repair site in S. Burlington, Vt.

Morizio of Dow & Condon brokers $1.537 million sale of 83,000 s/f in Wethersfield, Conn.

SeaChain's Trendowicz plans $150 million Hingham Shipyard redevelopment for retail, res., marina.

Fish of Ashworth Mortgage places $8.9 million for 110,020 s/f TJ Maxx Plaza in Manchester, N.H.

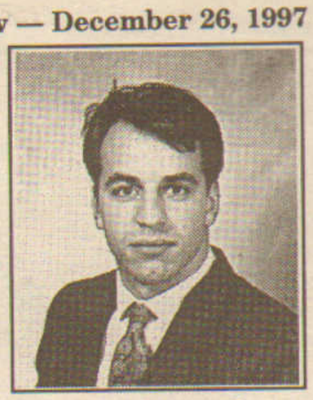
Leggat McCall Props. & DLJ R.E. buy Wang Business Park in Billerica, 345,851 s/f, for $15.325 million.

Shapiro Financial arranges $8.5 million with L.J. Melody for Toxikon's 73,500 s/f in Bedford, Mass.

Lynch Murphy Walsh & Ptrs. sells 88,515 s/f offices for Martin Mill Realty to Kostigne for $7.5 million.

Tortolani of Ryan, Elliott of R.I. sells 42 units in Pawtucket for OPP assoc. to GEM for $975,000.

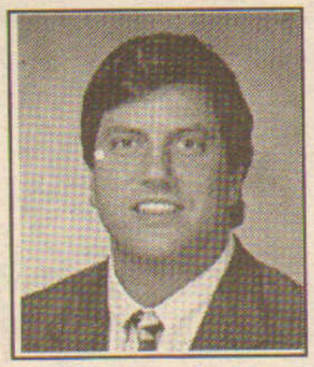
Mueller of Rockport Mortgage arranges $2.7 million for 60 apartment units in Winthrop, Mass.



Mike Giancola
SOUTHEAST COMMERCIAL R.E.



Michael Musto
U.S. SEALCOAT



Matthew Ladd
FULCRUM ASSOC.



Neil Hulteen
HUNT & HULTEEN



Lisa Wexler
ELAINE CONST.



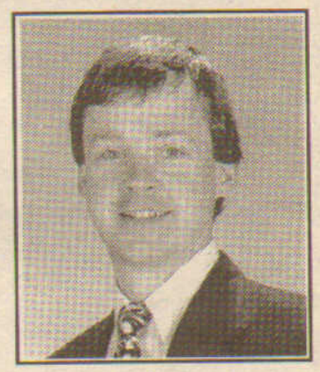
Jim Harnden
RAM HARNDEN



Roxanne Cole
RAM HARNDEN



Stuart Arnett
CITY OF CLAREMONT, NH



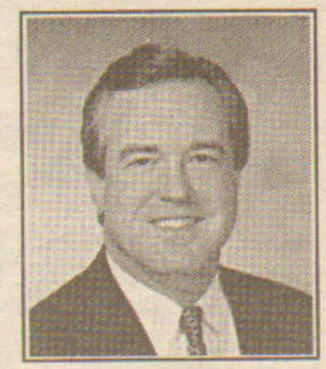
Marty Schwager
CPMANAGEMENT



Nick Coppola
INVESTMENT PROP. SPECIALIST



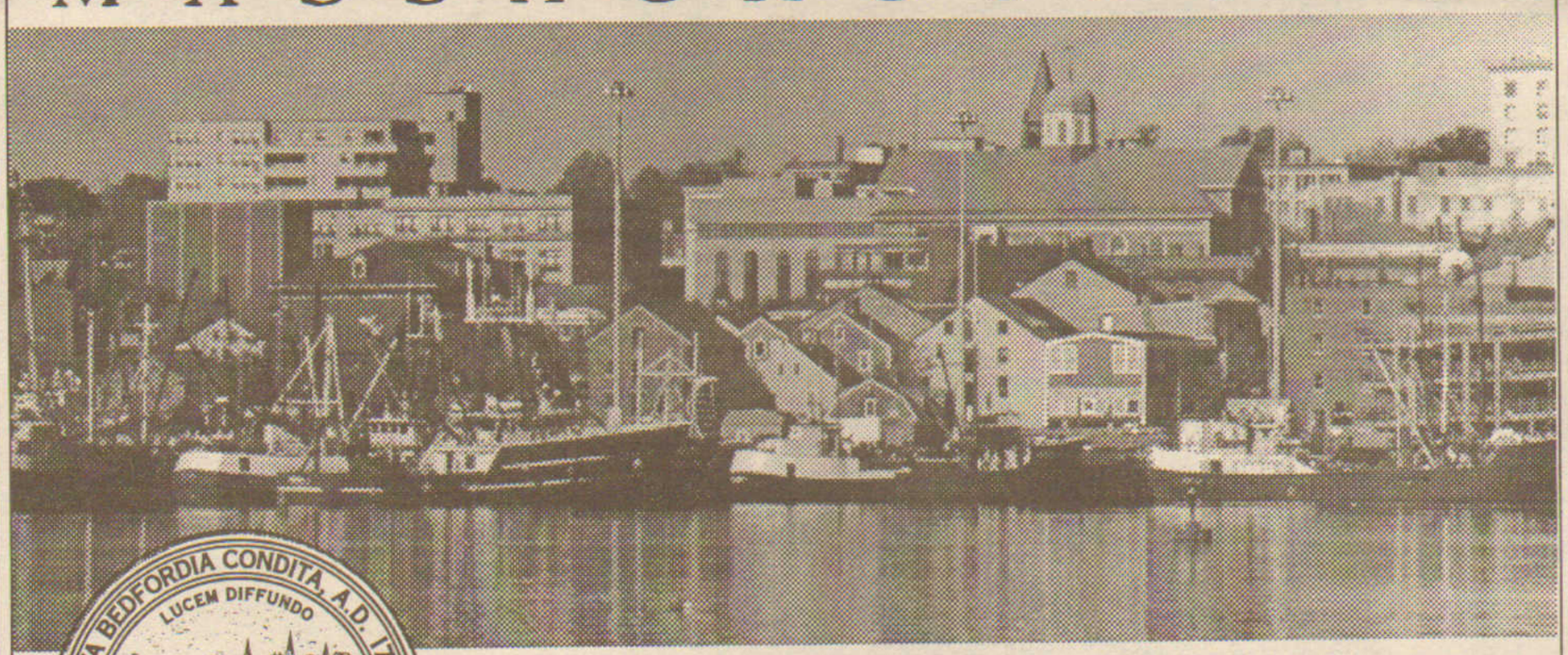
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KONOVER & ASSOC.



Jim Pereira
FULCRUM ASSOC.

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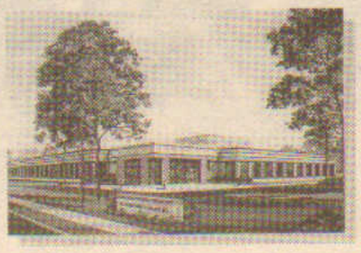
City of New Bedford Marketing Dept.
133 William St., New Bedford, MA 02740
Tel. (508) 979-1604, Fax. (508) 991-6148

New Bedford Corporation, Inc.
133 William St., New Bedford, MA 02740
Tel. (508) 979-1635, Fax. (508) 979-1734

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Build-To-Suit



SCUDDER STEVENS & CLARK
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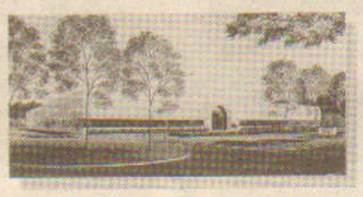
MASS STATE LOTTERY COMMISSION
110,000 S/F • Braintree, MA
Build-To-Suit



CHRYSLER CORPORATION
15,000 S/F • Cabot Business Park • Mansfield, MA
Build-To-Suit



CAPE COD CENTER
25,000 S/F Office/Retail • Hyannis, MA
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Value Added Through Expertise.

DECEMBER

Witten & Noletti brokers 227 units in Rocky Hill, Conn. to Grove Property Trust for $8.4 million.

Eckman completes $5.8 million 23,000 s/f addition and 77,000 s/f renovation of Sutton, N.H. high school.

Princeton Properties completes $3.5 million renovation of 448 unit River Place Towers, Lowell.

Cunningham of Hayden Assoc. arranges $2.17 million financing for 81 unit Prospect Park Apts., Bloomfield.

Cuttler of Codman Co. brokers $3 million sale of 152,000 s/f in North Reading to Great Island Dev.

Davis Cos. leases 40,000 s/f at Wilton Corporate Center in Conn. to NationsCredit.

Melisi Foods starts $1.8 million 46,000 s/f distribution ctr. in Orange, Conn.; Wettenstein agent.

Hegenbart & Sidel of Spectrum Financial arrange $30 million for 287,000 s/f Franklin, Mass. S.C.

Ashworth Mortgage places $4.6 million for 88,452 s/f Riverview Business Park in Malden, Mass.

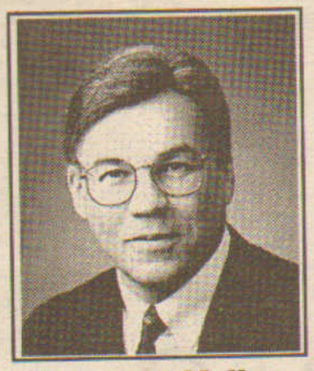
Powers and Plunkett of Cushman & Wakefield broker $16.3 million sale of 117,149 s/f for Jerry Rappaport Jr.

Hurley of Leggat Co. sells 297,000 s/f distribution ctr. in Chelmsford for Melville for $8.1 million.

Pergola & McCaffrey of Meredith & Grew arrange $14 million sale of 153,000 s/f for MetLife.

Francis of Ryan, Elliott of R.I. leases 96,000 s/f at Airport Business Park, Warwick.

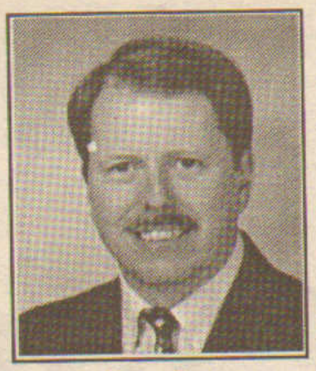
New England Realty places $2.5 million with Carillon Advisors for 21,000 s/f Boston offices.



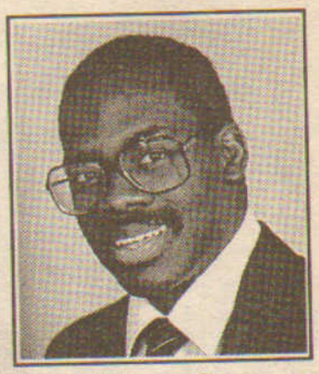
Dennis McMullen
JEEPERS



John Anderson
KONOVER MGMT.



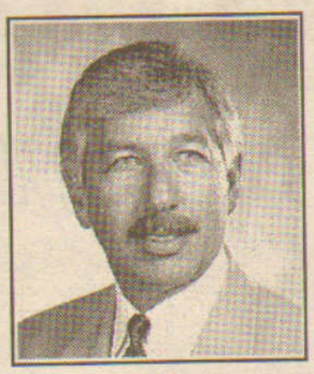
Jeffrey Luter
FULCRUM ASSOC.



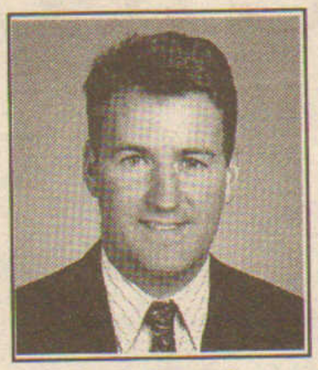
Anthony Carr
INVESTMENT MGMT. GROUP



Jim Sullivan
NEW BEDFORD CORP.



Howard Grossman
DANIEL B. KATZ



Mark Reardon
CUSHMAN & WAKFIELD



David Stubblebine
STUBBLEBINE CO.



Gregory Perkins
AFFILIATED REALTY



Timothy Tedeschi
TEDESCHI REALTY



(left to right) Joe Cavallini, Warren Ramirez, Charlie Peck, Doug Stevens and Wes Blair

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Donato Maisano
MAISANO ASSOC.

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Commercial Real Estate Services

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from

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Robert S. Conrad

Gary P. May

Paul J. McCourt

John G. Sundborg

James H. McEvoy

Kevin P. Sullivan

Tracey Taverna

Dianne Kenny

Designed by New England Real Estate Journal

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(617) 328-1965

322 Reservoir St.
Needham, MA 02192
(617) 444-5980

DECEMBER

New Boston Fund acquires four props. in Holliston, Andover, Chelmsford, land and buildings, for $19m.

Leggat McCall Props. sells 168,829 s/f Newport Office Park; FH&O agent for $21.675 million sale.

Spaulding & Slye brokers sale of 267,000 s/f Wellington Place, Medford, for $7.9m with CBC/Whittier.

Sentry Comm'l., Hart Corp., Quadrell Realty cobroker 616,000 s/f sale in Newington, Conn. for $3.45m.

Levere of Kuzmak-Williams sells 62,000 s/f Farmington Mountain Office Park with FIP R.E. for $4.45 million.

Arrowstreet, Elaine and VHB start $13 million redevelopment of 162,000 s/f Porter Sq. Shopping Center.

G.B.H. Macomber begins 48,000 s/f B.C. Law School expansion; design by Earl Flansburgh & Associates.

O'Connell, McElroy of Hotel Partners sell 309 room Sheraton Burlington (Vt.) for $31 million.

Cronin of Northland Advisors brokers sale of 165,000 s/f Ruggles Center for $17 million.

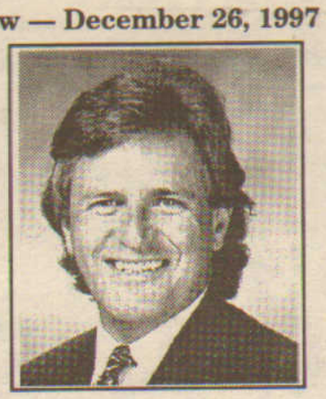
Malloy of Peter Elliot leases 285,250 s/f renewal and expansion for Landman Omnibus to Drake USA.

R.W. Holmes leases 42,000 s/f to Harvard Clinical Tech. in South Natick with James Knott Sr.

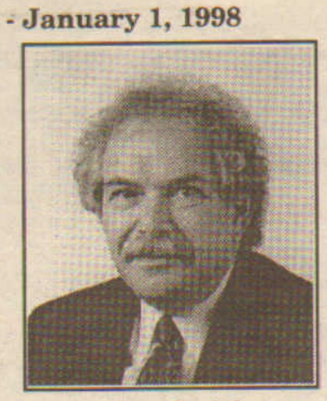
Katz Cos. negotiates sale of 2.6 acres to Marriott Int'l. for new $12m, 150 room Courtyard hotel in Worcester.

Winokur brokers $6.4m sale of 72,000 s/f Rockdale Plaza, New Bedford, for Wasserman Associates.

Devcon Enterprises to develop 200,000 s/f mixed-use center on 21 acres in West Haven, Conn.



Ben Nardi
TOWER REALTY GROUP



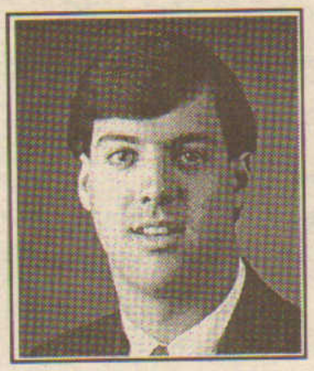
Alan Smith
KONOVER MGMT.



Dave Poulin
HEARTHSIDE REALTY SERVICES



Charles Reilly
DACON CORP.



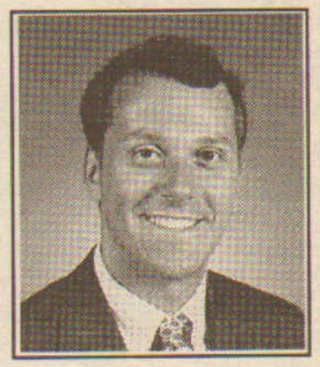
Craig Barker
BOSTON REAL ESTATE PARTNERS



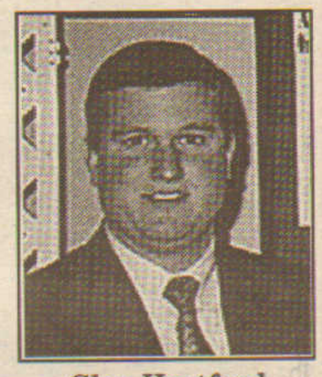
Carol Murray
CAPITAL MORTGAGE FINANCING



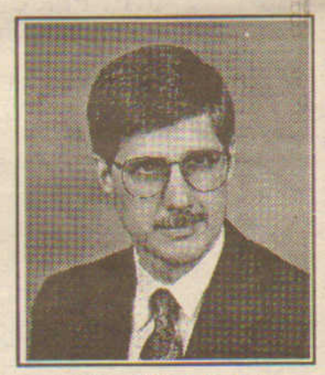
Chris Gavry
MONEY STORE



Paul Natalizio
CAMBRIDGEPORT BANK



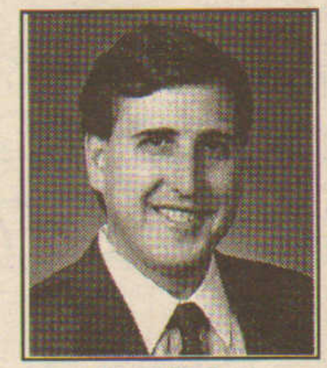
Glen Hartford
HARTFORD APPRAISAL



David Voight
QUANTRA CORP.



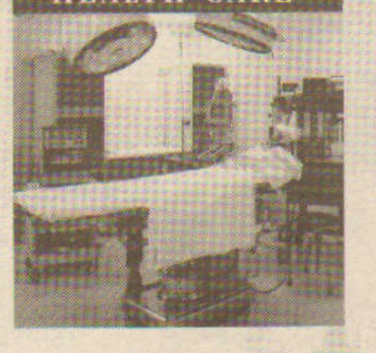
David Lane
MUNI-LAW



Carl Valeri
THE HAMILTON CO.

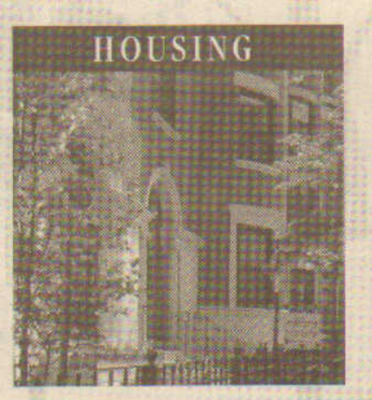
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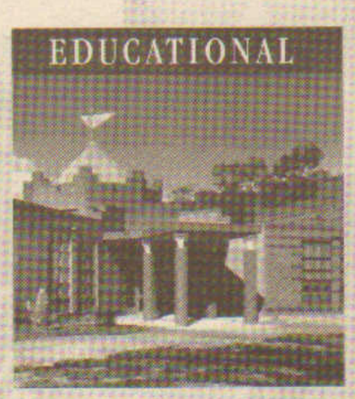


And wishing the New England real estate community a healthy and prosperous 1998.

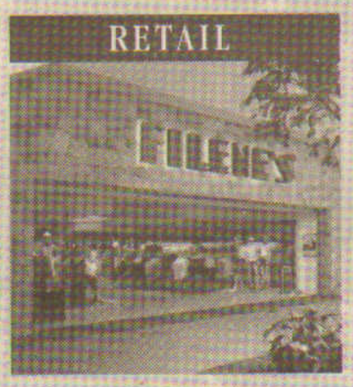
HOUSING



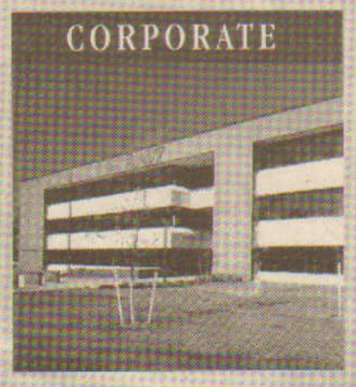
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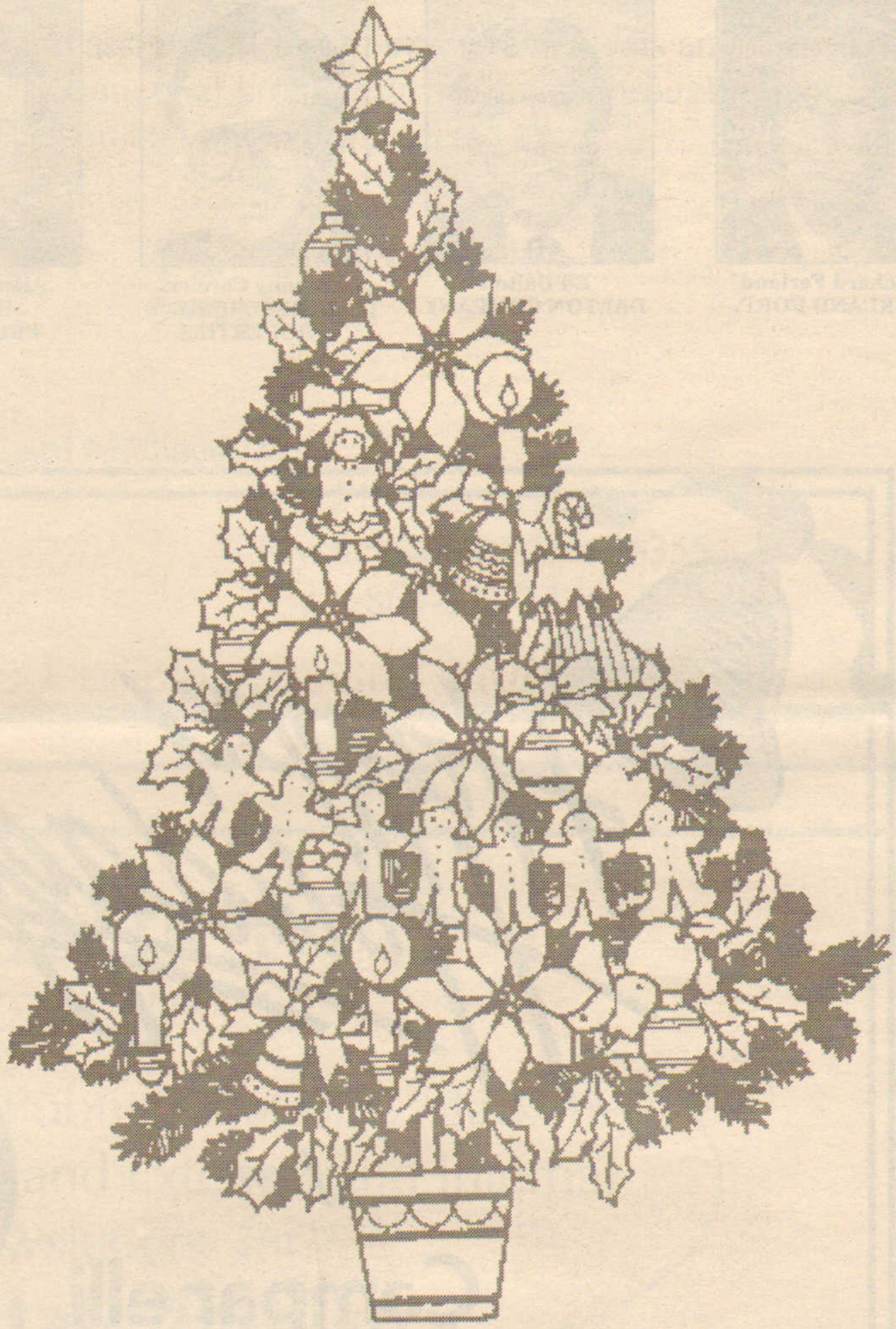
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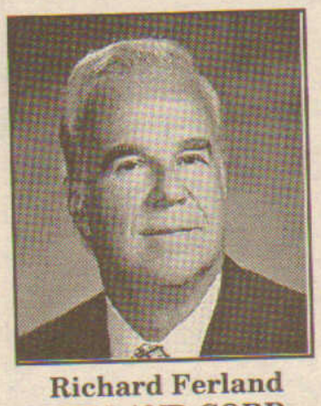
Bruce Percelay
MOUNT VERNON
CO.



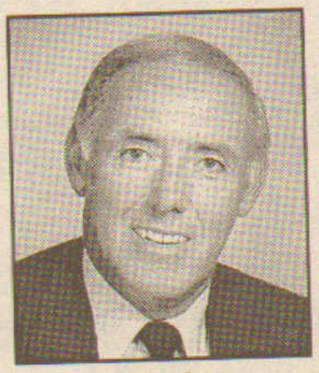
Anthony Trodella
ATR APPR.
CONSULTANTS



Dan DeMarco
CAMPANELLI
COMPANIES



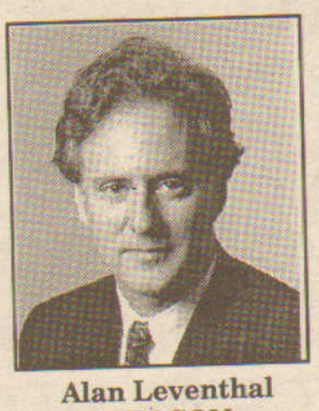
Richard Ferland
FERLAND CORP.



Ed Dalton
DALTON COMPANY



Anthony Carcieri
COMMERCIAL
PROPERTIES



Alan Leventhal
BEACON
PROPERTIES



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



Stephen Karp
NEW ENGLAND
DEVELOPMENT

Happy Holidays

from

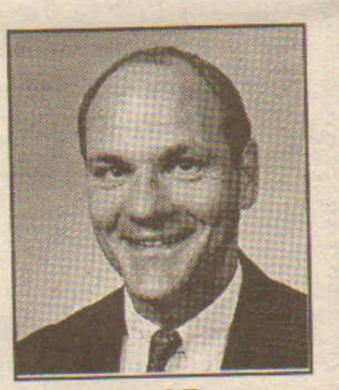
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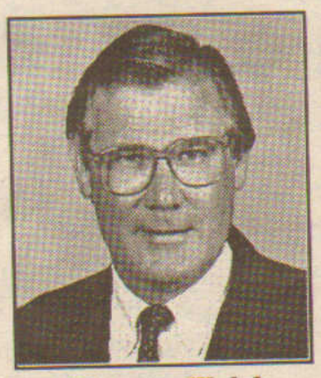
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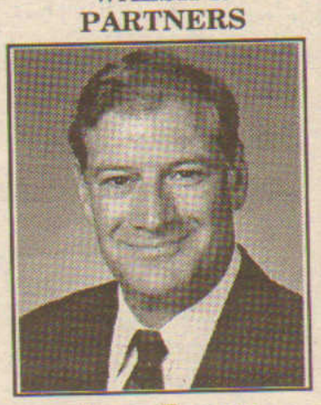
Alyce Hill
CAI-NH



Michael Brown
FALLON HINES &
O'CONNOR



Thomas Walsh
LYNCH MURPHY
WALSH &
PARTNERS



Jerry Ragosa
THE NILES
COMPANY

May the joy
of the season
stay with you
throughout
the New Year.

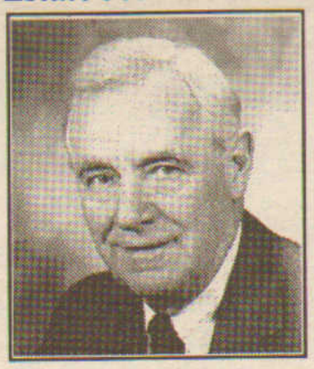
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Roger Foster
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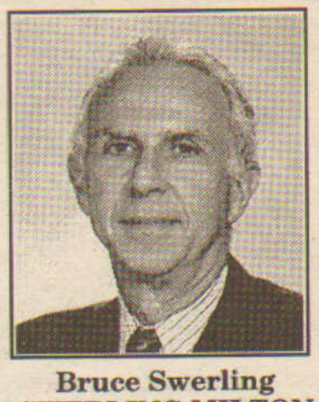
Mark Levy
RIVERSIDE PROPERTIES



Bob Herron
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James Collins
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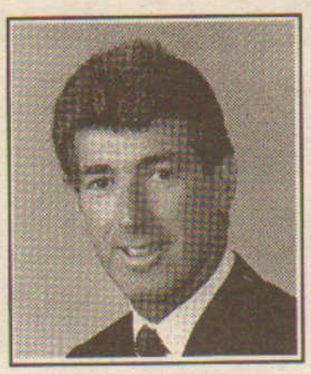
Bruce Swerling
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Peter Flynn
PETER E. FLYNN P.C.



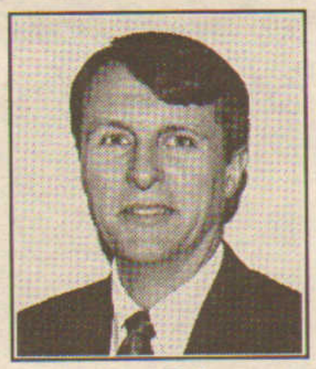
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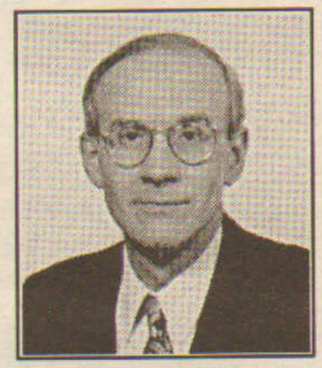
David Begelfer
MASS. NAIOP CHAPTER



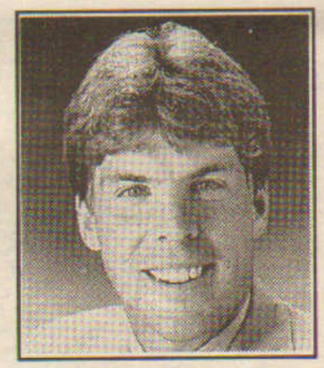
William Johnson
HL TURNER GROUP



Wayne Griffin
WAYNE J. GRIFFIN ELECTRIC



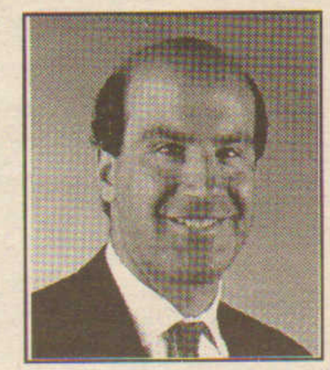
Peter Rioux
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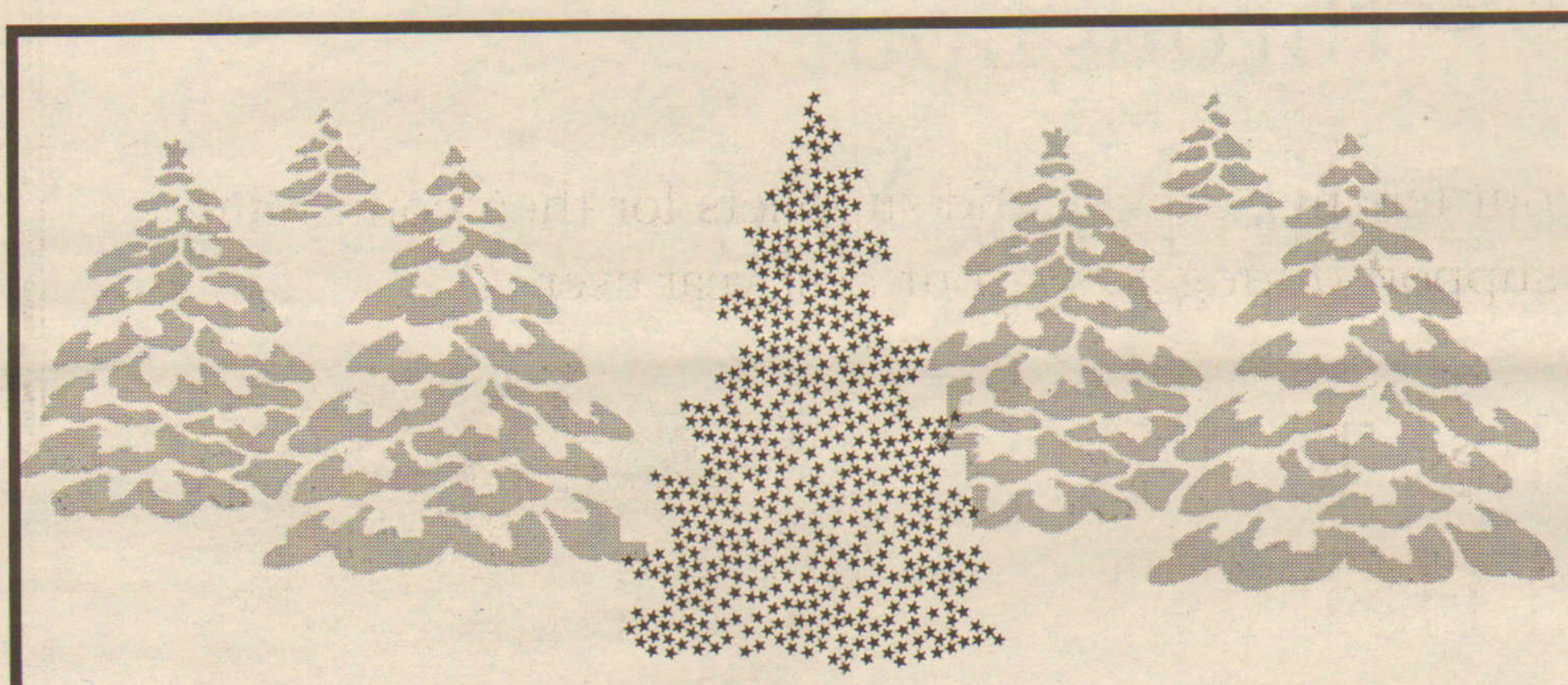
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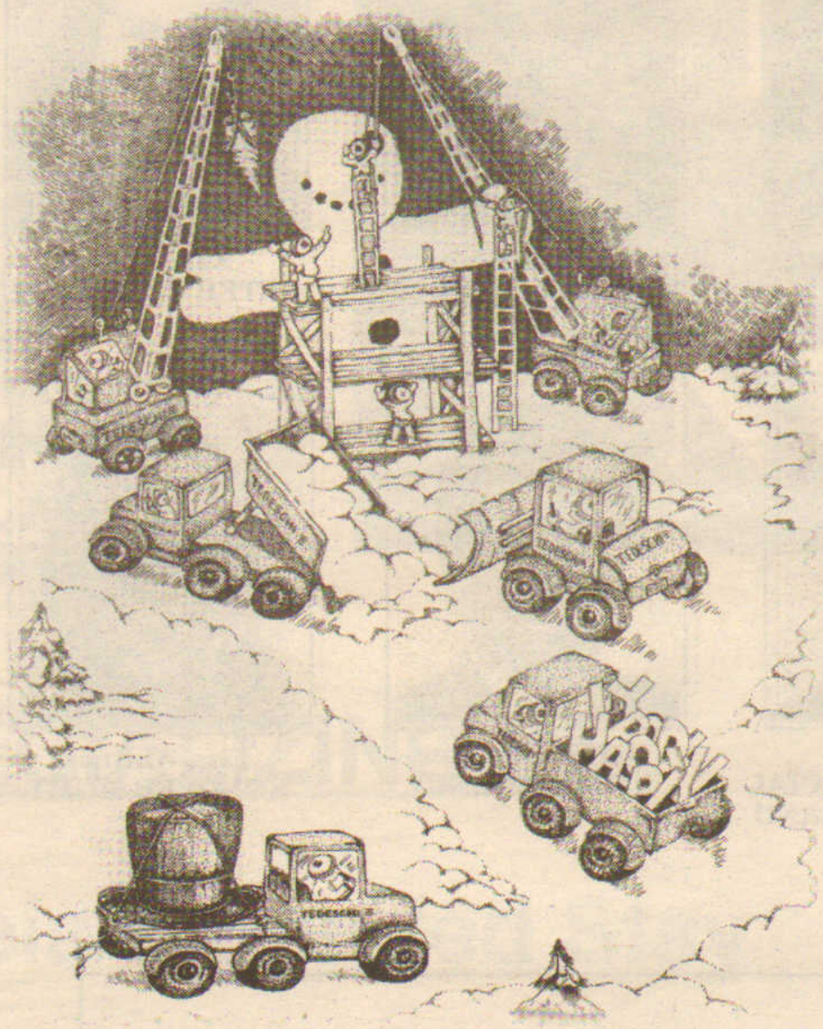
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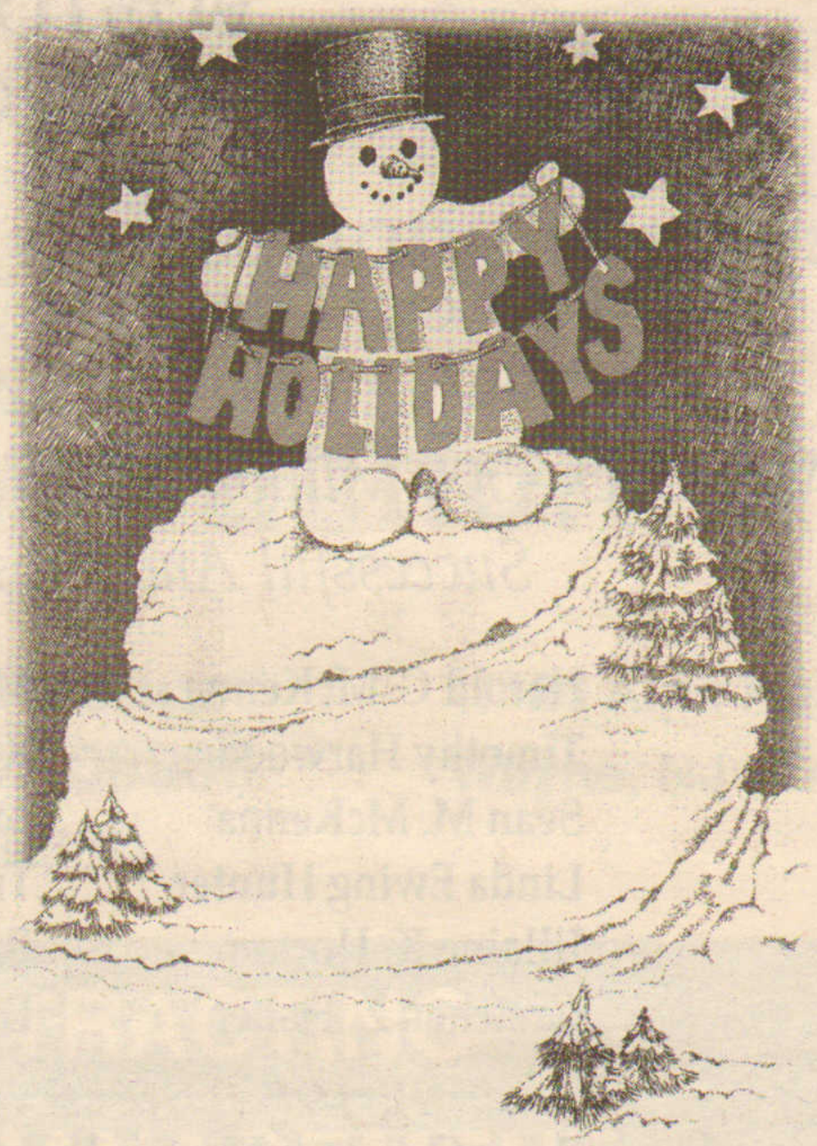
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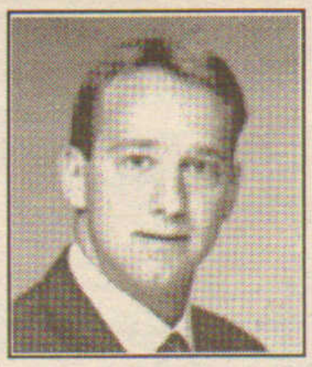
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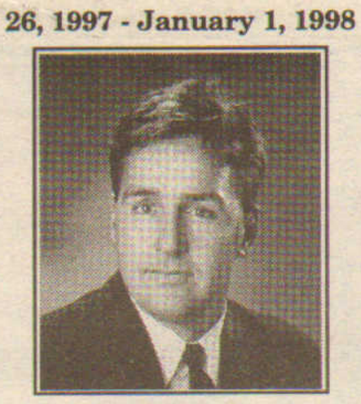
Glenn Rhuda
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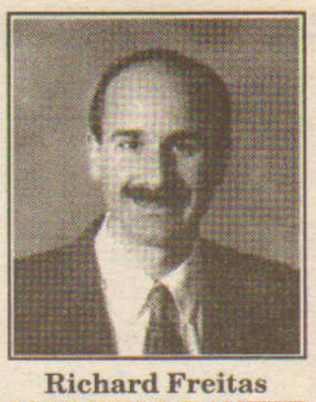
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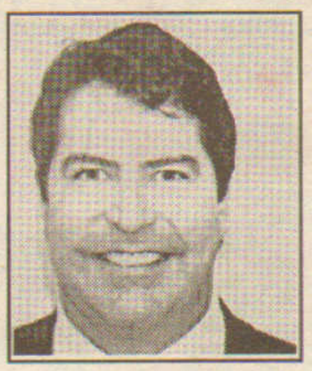
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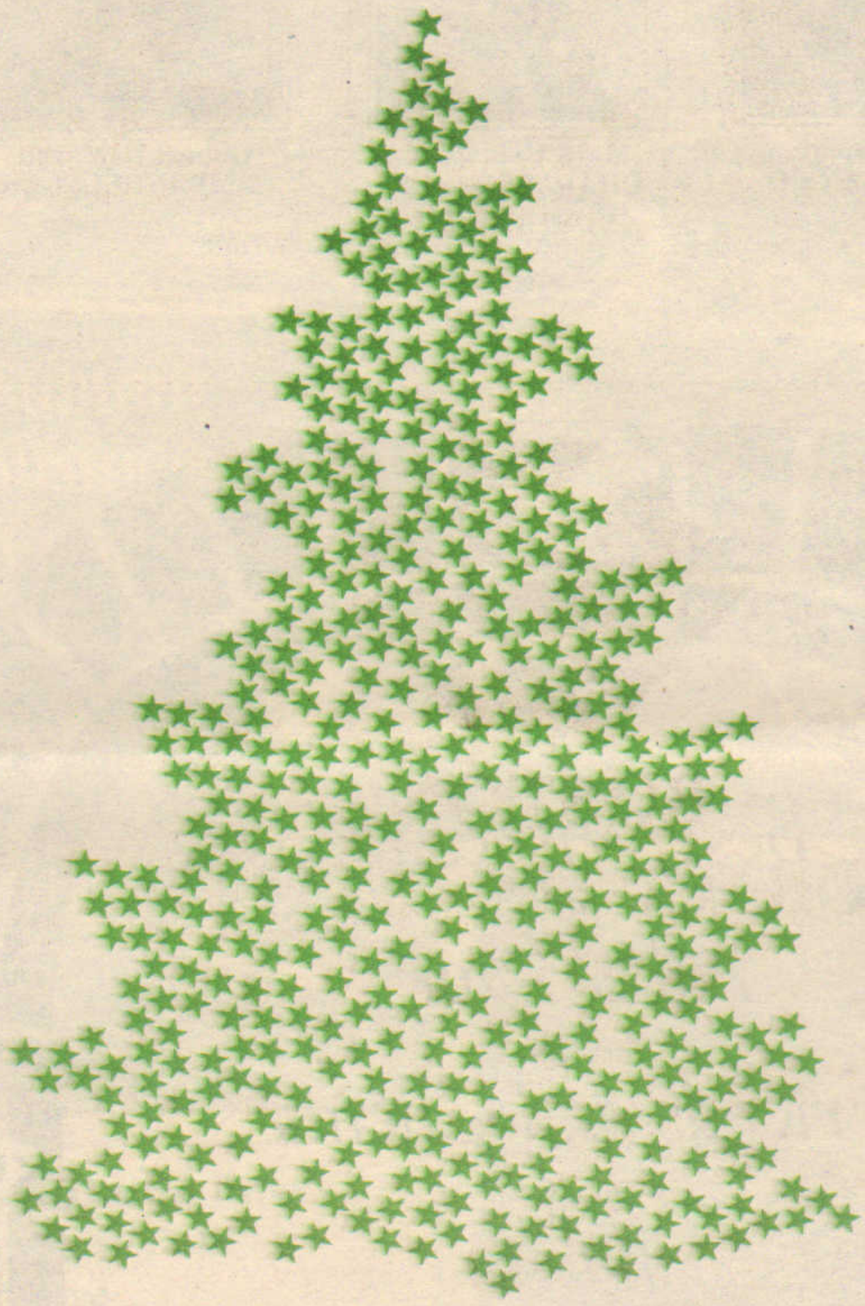
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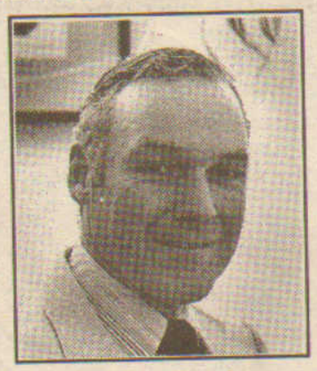
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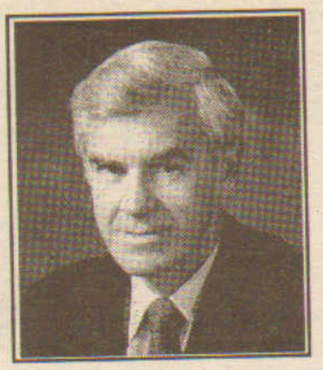
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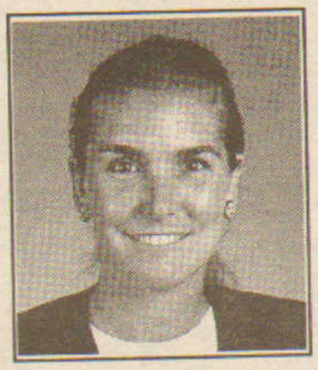

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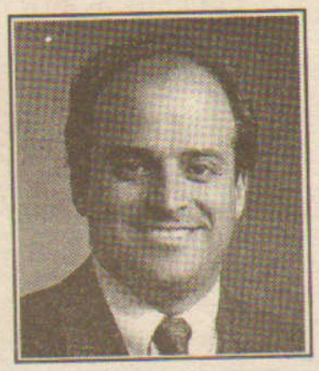

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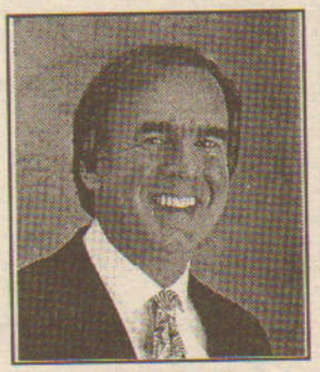

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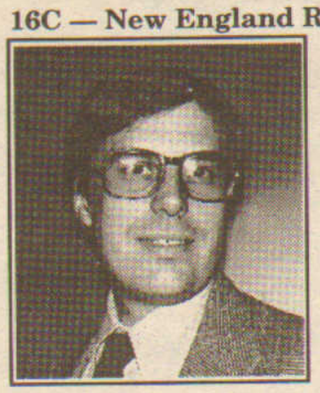
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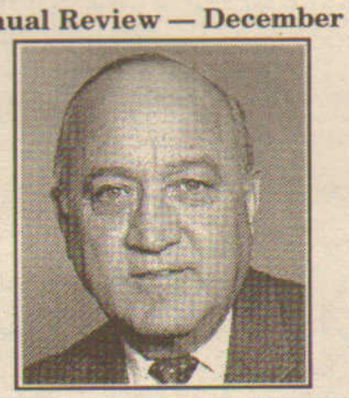
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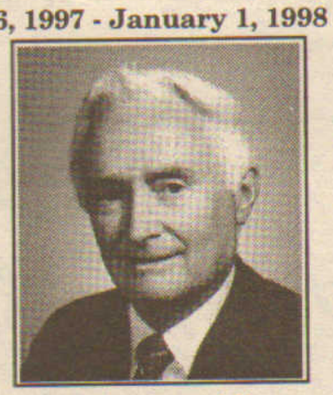
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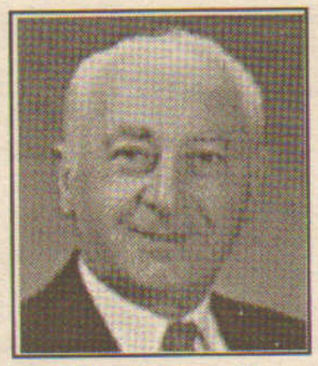
Franklin Simon
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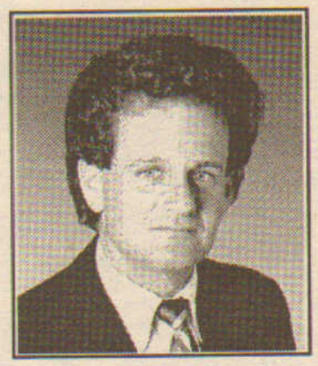
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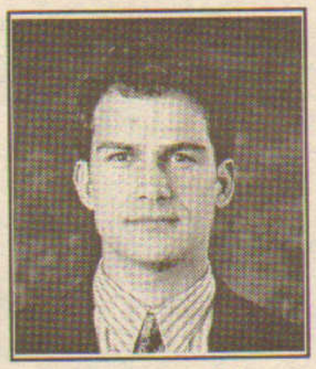
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Albert Scaralia
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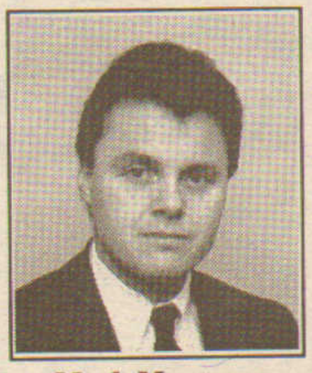
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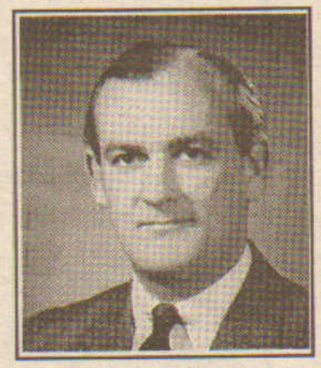
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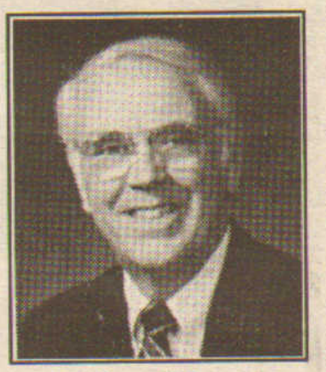
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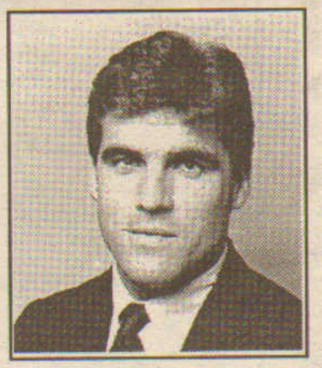
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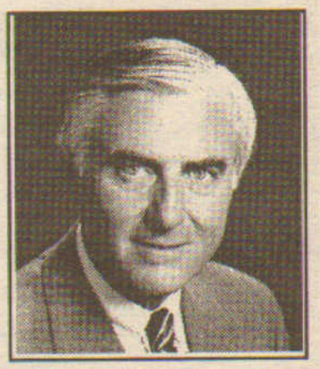
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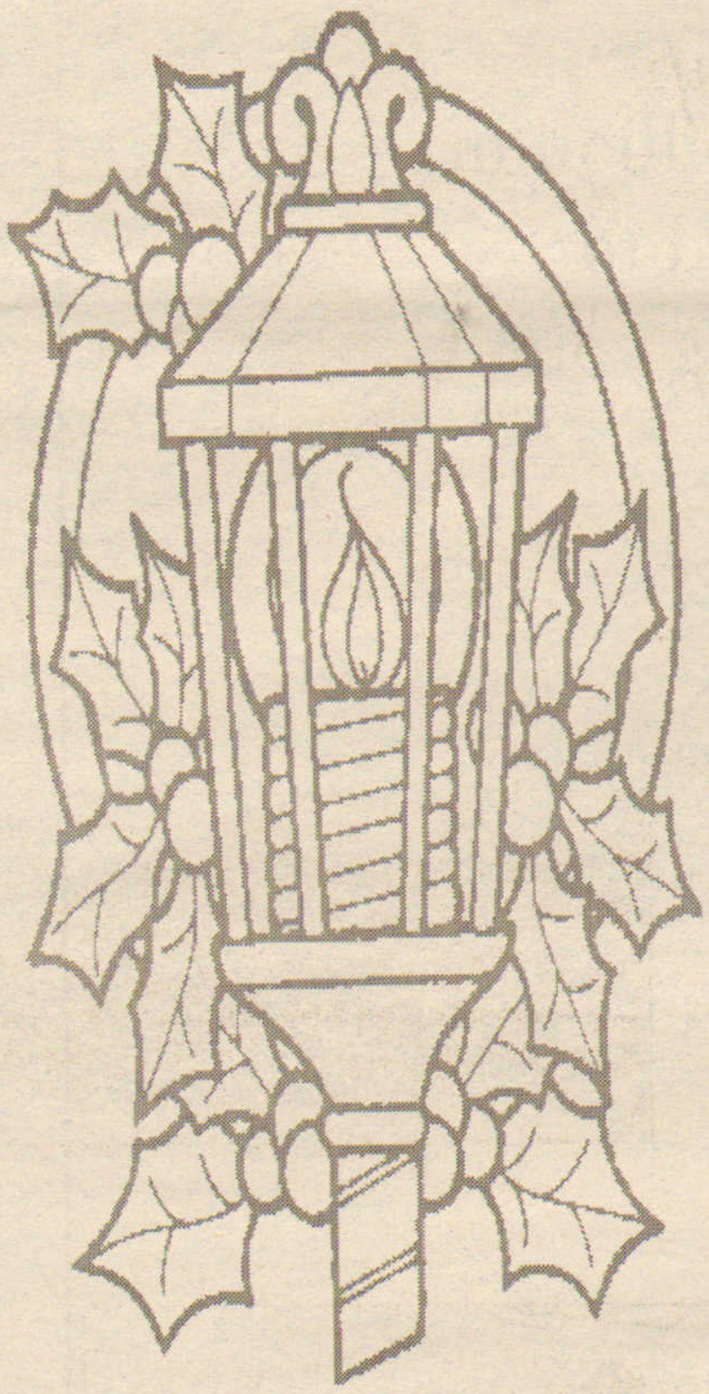
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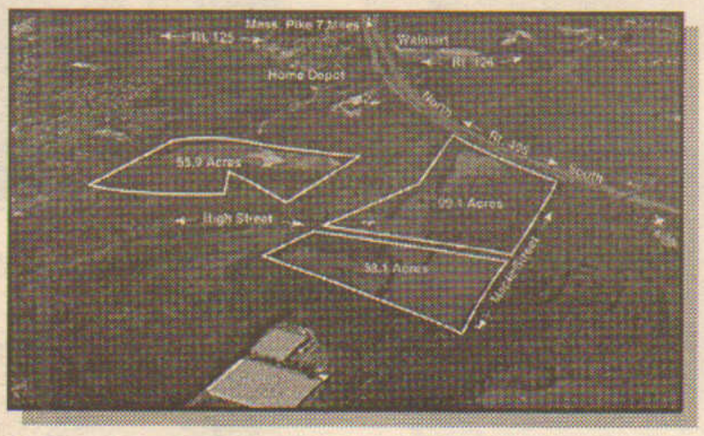
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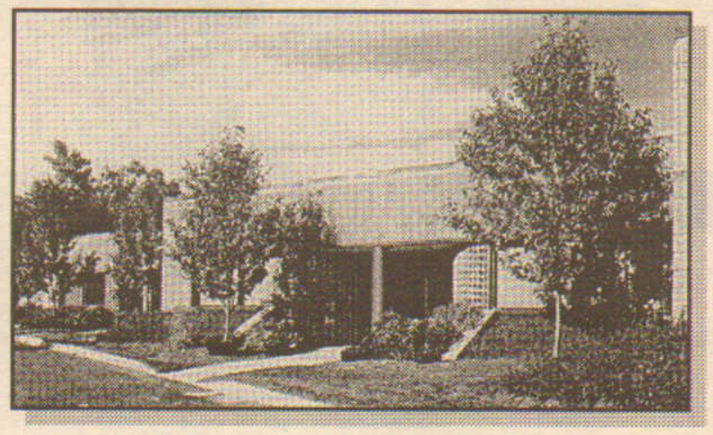
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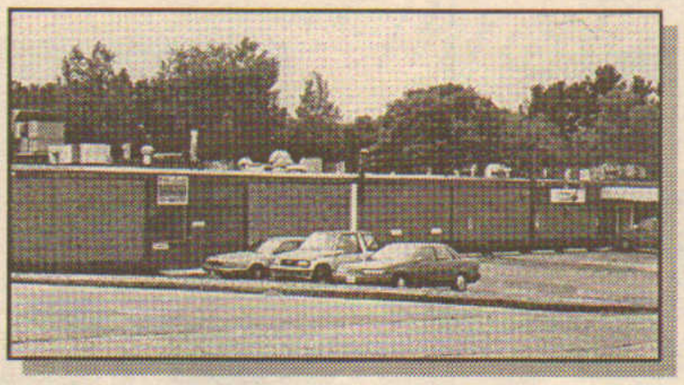
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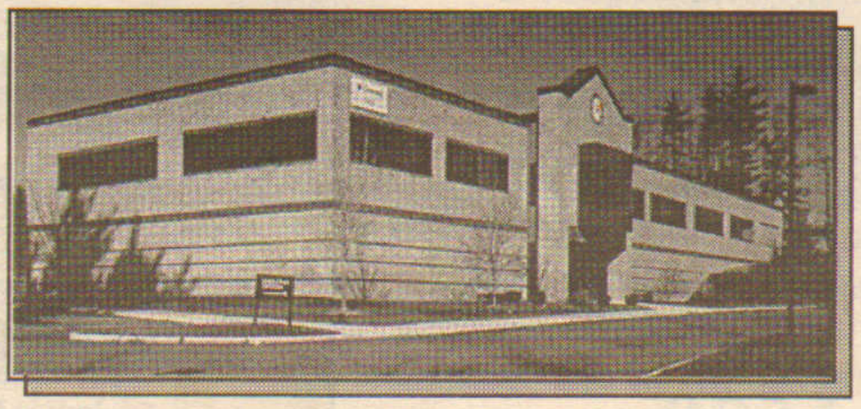


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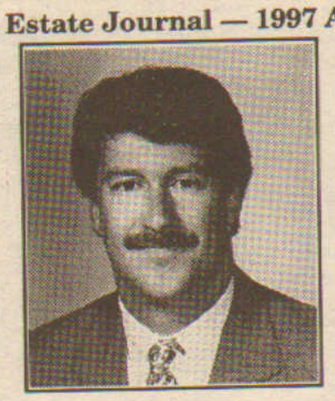
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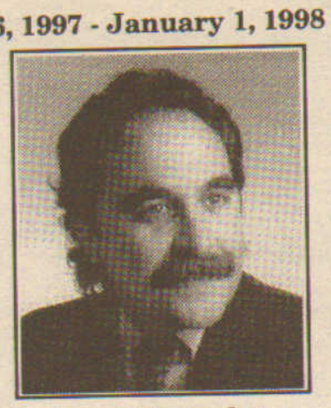
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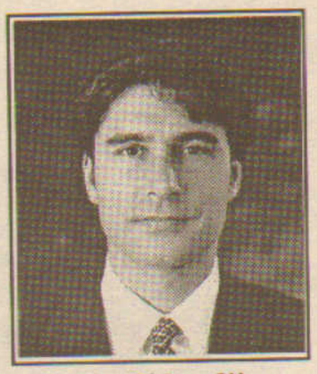
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EATON PARTNERS



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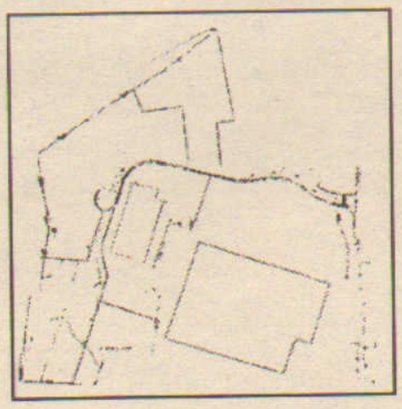
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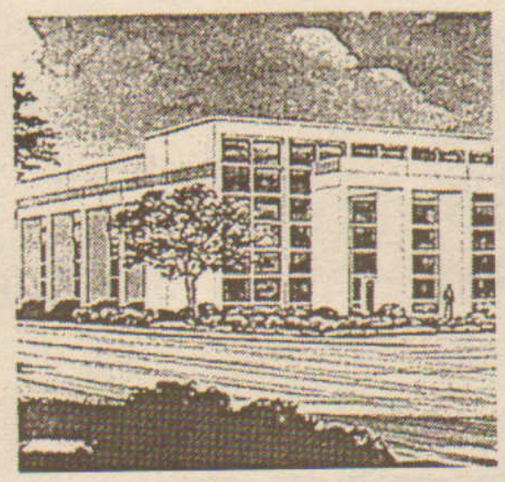
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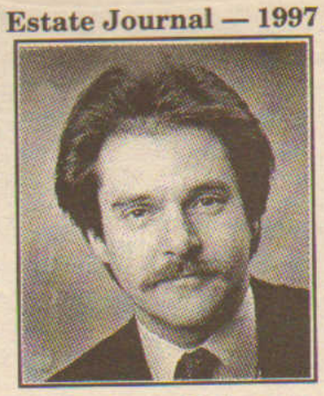
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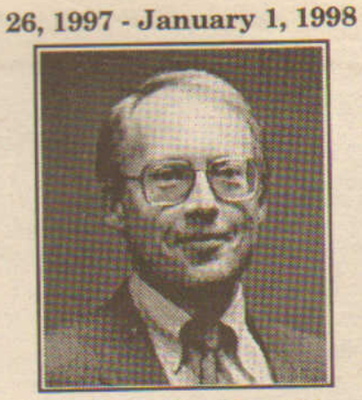
Jeff Milne
SAUNDERS & MOCK



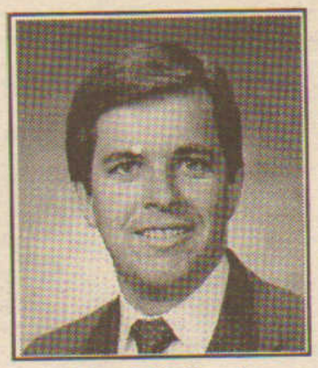
Andrew Cohen
CENTURY
INVESTMENT



Jordan Rittenberg
J. RITTENBERG &
ASSOCIATES



Casimir Groblewski
SPECTRUM
FINANCIAL



Paul McInnis
PAUL J. MCINNIS
AUCTIONEERS



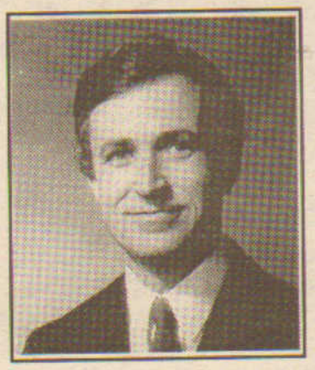
George Fantini
FANTINI & GORGA



George Lieser
ROCKPORT
MORTGAGE



Thomas Menino
MAYOR OF
BOSTON



David Vickery
SPAULDING & SLYE



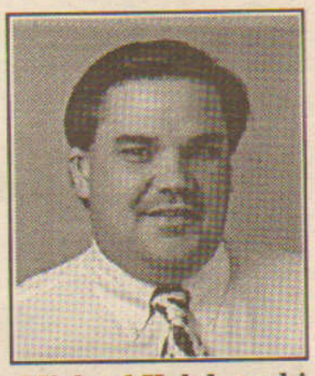
Alan Fishman
FISHMAN REALTY



Ria McNamara
BAYLISS CO.



Robert Tambone
ATLANTIC REALTY
& DEVELOPMENT



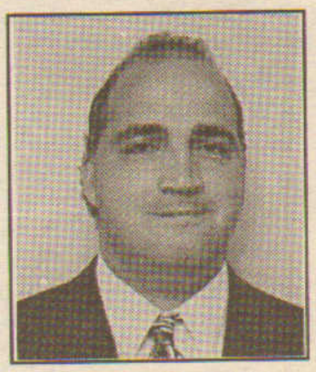
Michael Kolakowski
KONOVER
CONSTRUCTION



Mark D'Addabo
NEW ENGLAND
RETAIL LEASING



Kathy Corton
NOMURA



Thomas Taranto
INTERCONTINENTAL
MANAGEMENT

Happy Holiday Wishes!

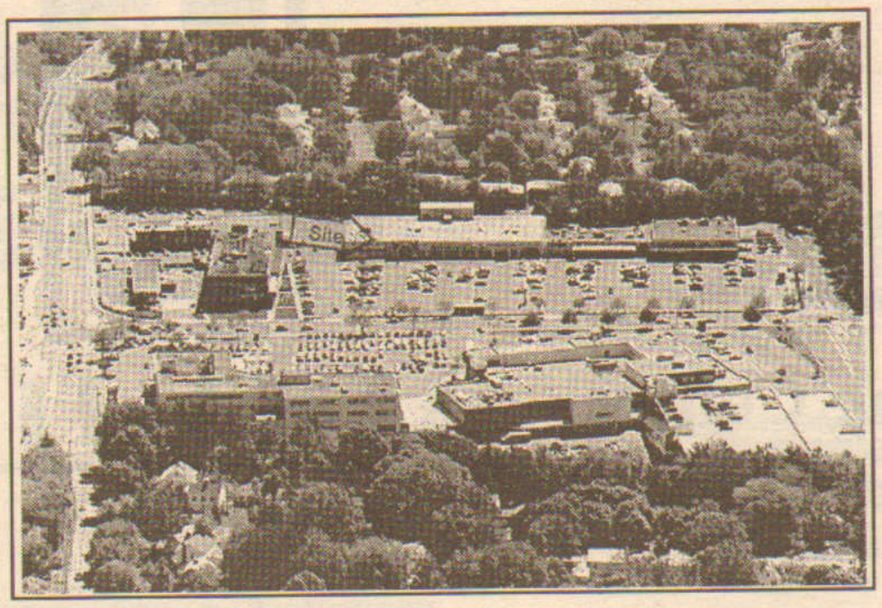
Fineberg Companies

1 Washington Street • Wellesley, MA 02181

Jerry Fineberg • Dan Frank

617-239-1480

BISHOPS CORNER, WEST HARTFORD, CT

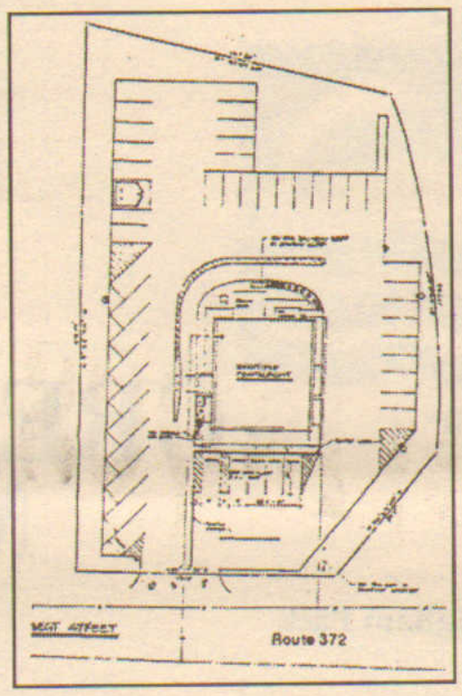


- 35,000 sf on Main Level will subdivide
- 32,000 sf on Lower Level at grade
- Population 90,000 within 3 miles
- Average income $53,000
- 21K cars per day
- Join Walgreens, Adams Foods, Waldbaums, Marshalls, Barnes & Noble, Macaroni Grill, Blockbuster Video, Staples & Bertucci's

Exclusive Agents L M M + P
Developed by Polo Properties

NEW LISTING CROMWELL, CT

- **3,572 sf restaurant building**
- **Former Duchess location**
- **Completely renovated in 1994**
- **New HVAC, roof, electric**

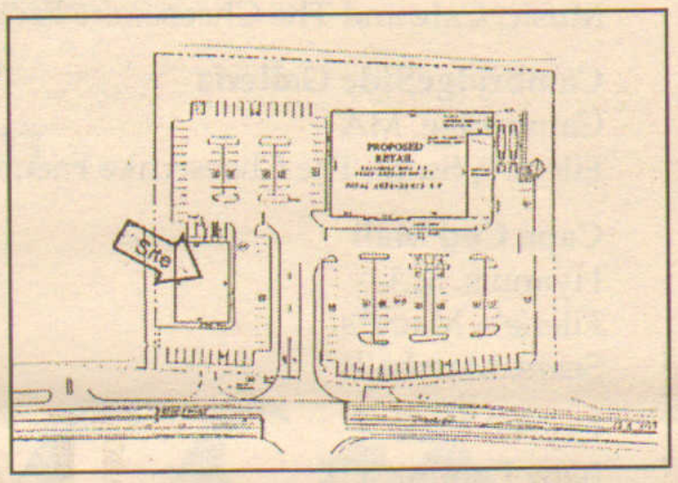


SEARS HARDWARE/SHELTON, CT

- **Superior exposure**
- **Up to 6,500 sf available**
- **Signalized access**

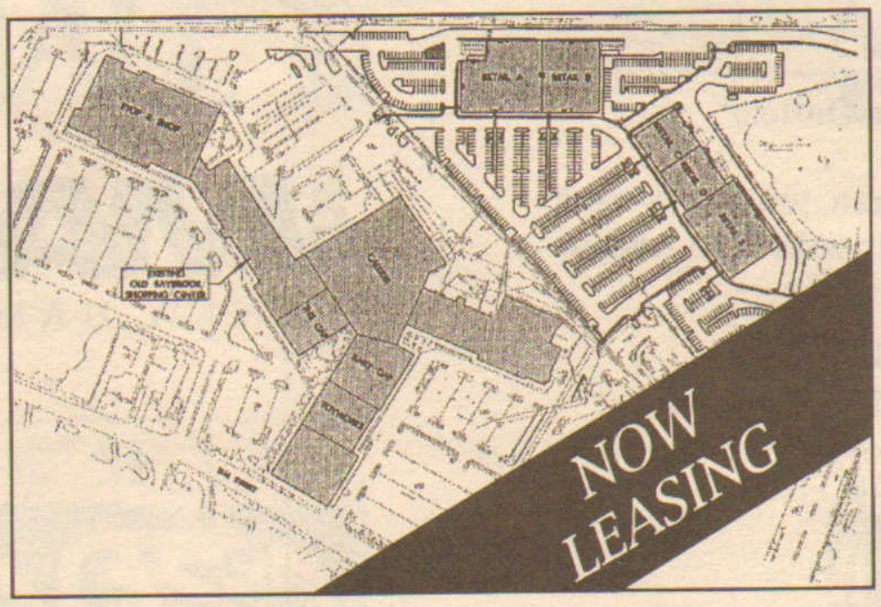
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Stop & Shop
Bradlees
Staples
Shaw's
TJ Maxx
Ruby Tuesday
Boston Market
WalMart



In This Busy Market Area

OLD SAYBROOK SHOPPING CENTER II



- 20-60,000 square feet available
- Located at the intersection of Boston Post Road (Rt. 1) and Main Street (Rt. 154) in Old Saybrook.
- Best shoreline location
- Occupancy Spring/Summer 1998

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New England Development makes its mark...

Pre-eminent Regional Shopping Center

Arsenal Mall*
Watertown, MA
Ann & Hope, Marshalls

Atrium Mall
Chestnut Hill, MA
Henri Bendel, Borders Books,
Music, Cafe and The Cheesecake Factory

CambridgeSide Galleria
Cambridge, MA
Filene's, Sears, The Cheesecake Factory

Cape Cod Mall
Hyannis, MA
Filene's, Macy*s,
Sears, Marshalls

Crystal Mall
New London, CT
Filene's, JC Penney
Macy*s, Sears

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

Greendale Mall
Worcester, MA
Marshalls, TJ Maxx 'n more

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

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

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

Meadow Glen Mall*
Medford, MA
Bradlees, Marshalls

Northshore Mall
Peabody, MA
Filene's, Macy*s,
Sears, JC Penney
and Lord & Taylor

Pheasant Lane Mall*
Nashua, NH
Filene's, JC Penney,
Macy*s, Sears

The Mall • Rockingham Park
Salem, NH
Filene's, JC Penney, Sears,
Macy*s

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

Worcester Common Outlets*
Worcester, MA
Barneys, Donna Karan, Jones New York,
Mikasa, Polo, Off 5th Saks Fifth Avenue
Outlet

Solomon Pond Mall*
Marlboro/Berlin, MA
Filene's, JC Penney, Sears

NewEngland
DEVELOPMENT

One Wells Avenue
Newton, Massachusetts
02159
617-965-8700

*joint venture

NORTHSHORE MALL

GREENDALE MALL

The MALL OF NEW HAMPSHIRE

GALLERIA CambridgeSide

Atrium Mall

THE PHEASANT LANE MALL

CRYSTAL MALL

APPLE BLOSSOM MALL

WORCESTER COMMON OUTLETS

Solomon Pond Mall

CCM CAPE COD MALL

LIBERTY TREE MALL

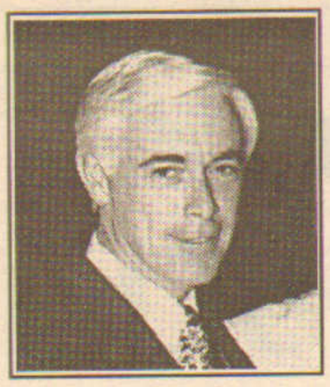
SQUARE ONE MALL

ARSENAL MALL

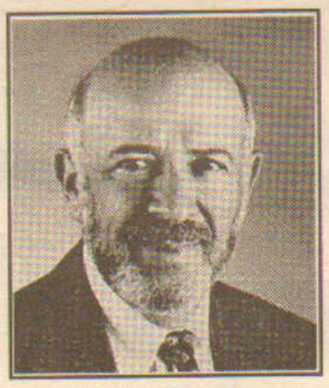
THE MALL ROCKINGHAM PARK

EMERALD SQUARE

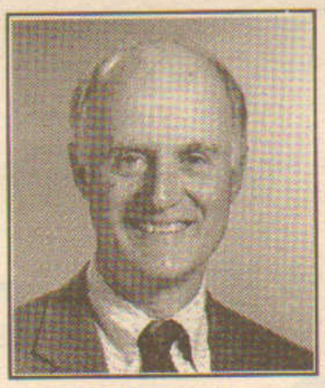
MEADOW GLEN MALL



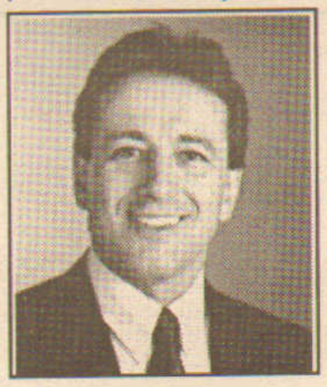
Art Keefe
KEEFE REALTY GROUP



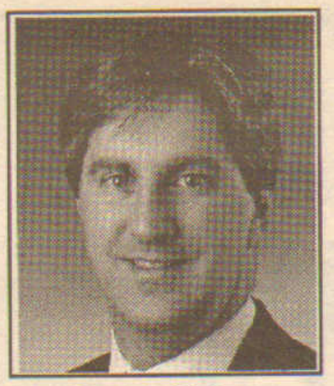
Al Kushinsky
GRANT THORNTON



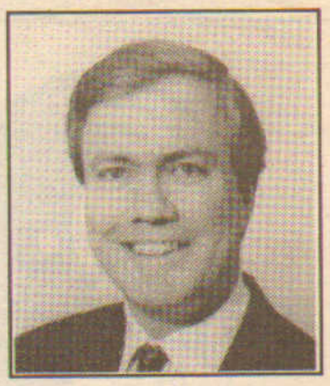
Ned Leeming
CUSHMAN & WAKEFIELD



Alfred Spagnolo
SPAGNOLO GISNESS & ASSOC.



Frank Nelson
CUSHMAN & WAKEFIELD



Brian Marsden
SAUNDERS REAL ESTATE



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Carl Traub
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Jim Tansey
GRANT THORNTON



Peter Tambone
TAMBONE MANAGEMENT



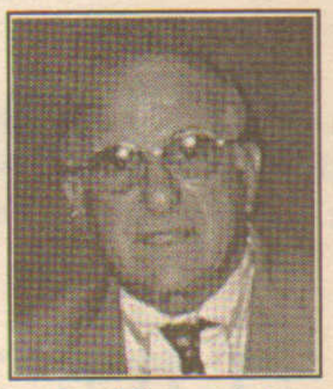
Andrew Levy
MEG COMPANIES



Winder Nordblom
NORDBLOM MANAGEMENT



Rodger Nordblom
NORDBLOM COMPANY



Paul Saperstein
P.E. SAPERSTEIN CO., INC.



Norman Leventhal
BEACON PROPERTIES



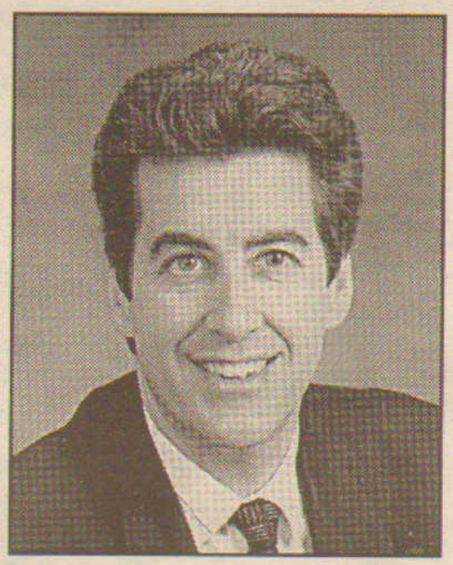
Best Wishes for The Holiday Season and a Prosperous 1998

THE DARTMOUTH COMPANY

SEAN GILDEA, DAVID SMOOKLER, PRINCIPALS

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Tom Hill, III, CCIM



John Famiglietti



Janet Meyers

Best wishes for the Holidays
to everybody who dealt
with us in 1997

Thanks to the
New England Real Estate Journal
for all of your assistance

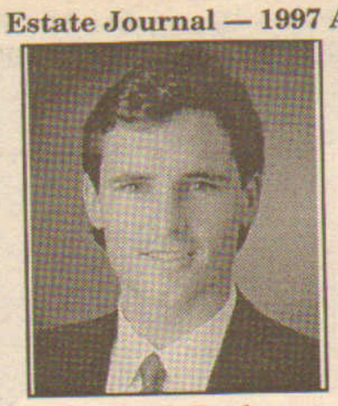
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(203) 755-HILL

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Mark Roth
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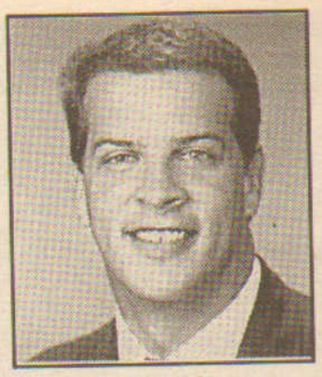
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FELDMAN,
GAMERMAN &
HURWITZ, PC



Phil Burgess
BURGESS
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Arnold Peck
ARNOLD PECK
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John Jackman
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WELLSPEAK DUGAS
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Michael Stoller
NEWTON GROUP



Steve Migridichian
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ADVISORS



Edward Heberger
CB/WHITTIER

BEST WISHES for a DELIGHTFULLY EXCITING NEW YEAR
and *THANK YOU* to the NERJ, OUR VALUED CLIENTS,
FELLOW BROKERS and the BANKING COMMUNITY



FOR SALE
ASPHALT PLANTS
INDUSTRIAL LAND

300 ACRES - WORKING GRAVEL PIT

WRENTHAM - 110 AC. COMMERCIAL ZONE
abuts NEW Wrentham Village Premium Outlet mall

STOUGHTON Route 138 2.5 Acres SALE or LEASE
1000' Frontage on RT. 138 Class II License unlimited

PLAINVILLE - 4 AC. LIGHT INDUSTRIAL ZONE
FREETOWN - 130 Ac. MULTI ZONE

HYDE PARK - Boston - 1 Ac. Corner Lot near "T"
"L" Zone includes local retail, drug store, restaurant etc.!

Best wishes to the Tenants, Buyers, and Property Owners who we will be meeting in 1998!

WLUKA
COMMERCIAL REAL ESTATE
781-784-5125 po Box 333 Sharon, MA 02067

A special thanks to our tenants & buyers...

The Emerald Group
Sharon Community Cont. Ed.
Oreck of Norwood
Levis & Sons.
Hilco/Great American
North Atlantic Kenworth
Fast Signs of Needham
Diet Workshop of Boston
SBH Sciences
Nybor Corporation
Dunkin Donuts
PM Associates
Debra & Dr. Salah Reyad
Dr. Matthew Finkelstein
Chelsea GCA
Ernst Polyak
Simeone Properties
WS- Quincy LP & the
21 New Home Owners at
Stoneridge, Quincy
& to all the property owners
of these tenants & buyers.

Sincerely,
Nancy, David & Aaron

Season's Greetings



Wishing you the very best throughout the season and 1998.

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Kevin Comer
VISION APPRAISAL



James Fisher
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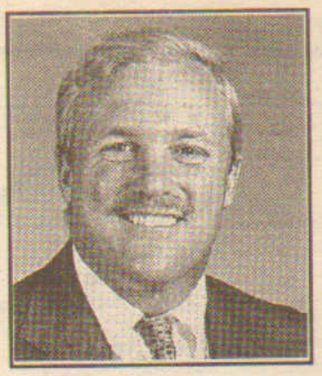
Michael Gallerani
PLYMOUTH OFFICE OF ECONOMIC DEVELOPMENT



Frank Scimone
SOMERSET APPRAISAL



John Macomber
GEORGE BH MACOMBER CO.



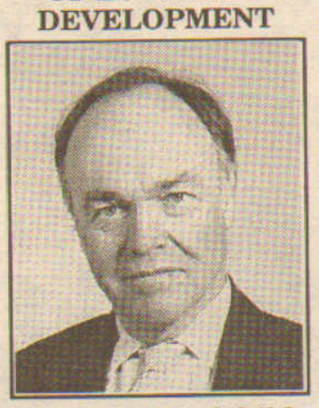
James Hooper
SPAULDING & SLYE



Mark Brockwell
MJB REAL ESTATE SERVICES



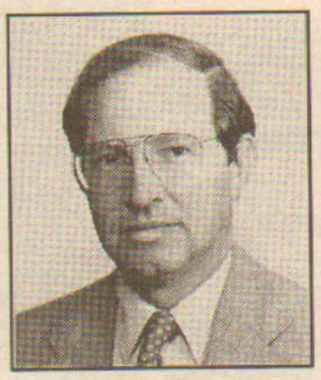
Thomas Hynes, Jr.
MEREDITH & GREW



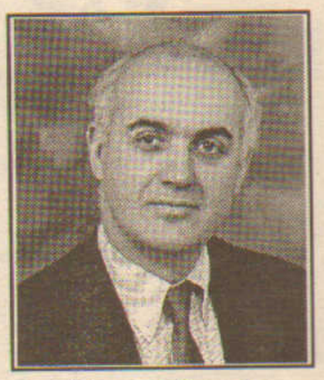
Sargent Goodchild
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Andrew Hoar
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- Total additional land area: 217.9 acres
- Direct access to interstate 495
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- Owned and managed by non -profit corporation
- Revenue bond financing
- Co-operative municipal government
- Modern, comprehensive high school
- Modern regional technical school
- Dependable work force
- Favorable suburban living

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

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

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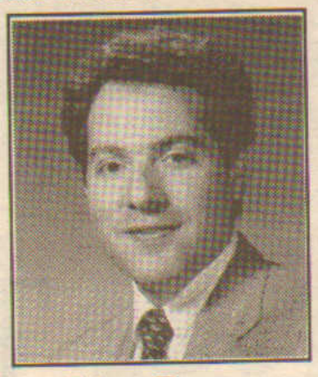
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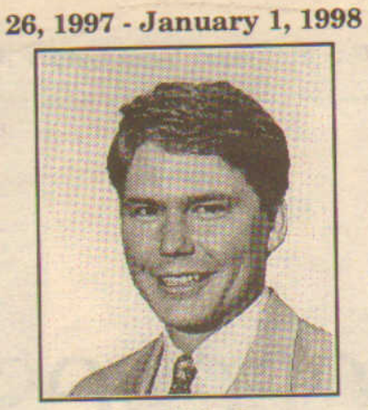
Robert Nickerson
NICKERSON FINANCIAL



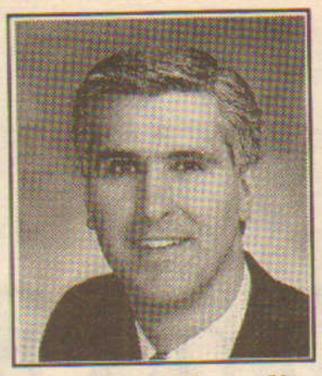
Ed Nardi
INTERCONTINENTAL COMPANIES



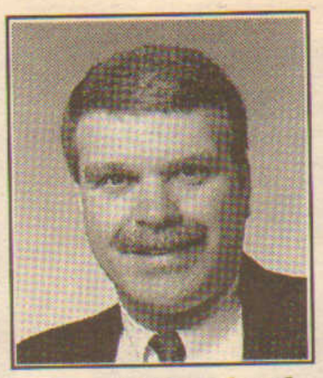
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James Matthew
BLACKSTONE NEW ENGLAND



James Katon
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$3,000,000

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Newton, MA

A 30,000 Square Foot
Office Building

The undersigned acted as buyer
in the above transaction.

The Mount Vernon Company

$2,700,000

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A 30,000 Square Foot
Medical Office Building

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in the above transaction.

The Mount Vernon Company

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527-529 Beacon Street
Boston, MA

A Twenty-four Unit Luxury
Apartment Building

The undersigned acted as buyer
in the above transaction.

The Mount Vernon Company

$655,000

49 Gloucester Street
Boston, MA

A Seven Unit Mixed Use
Apartment and Retail Building

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in the above transaction.

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The Mount Vernon Company

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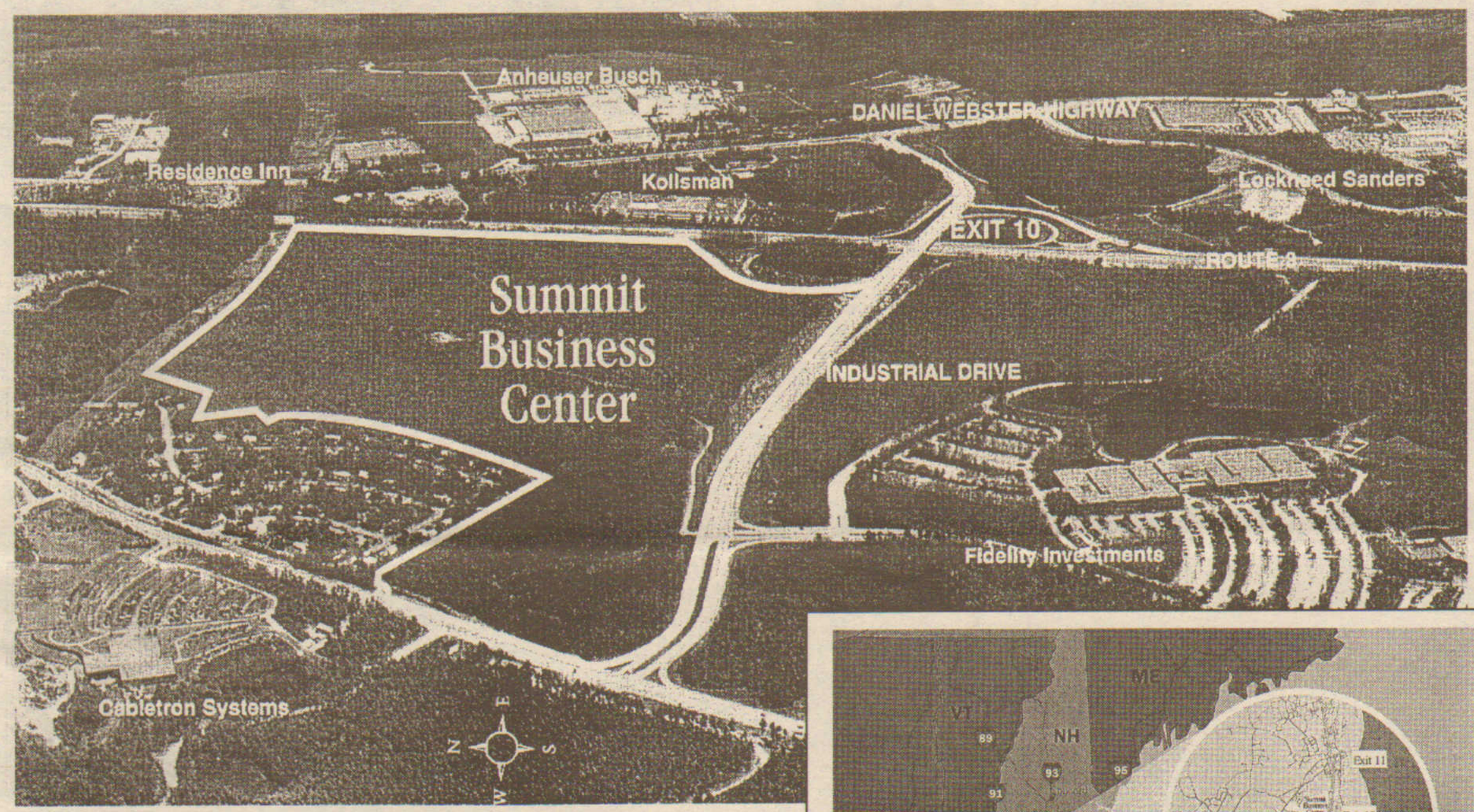


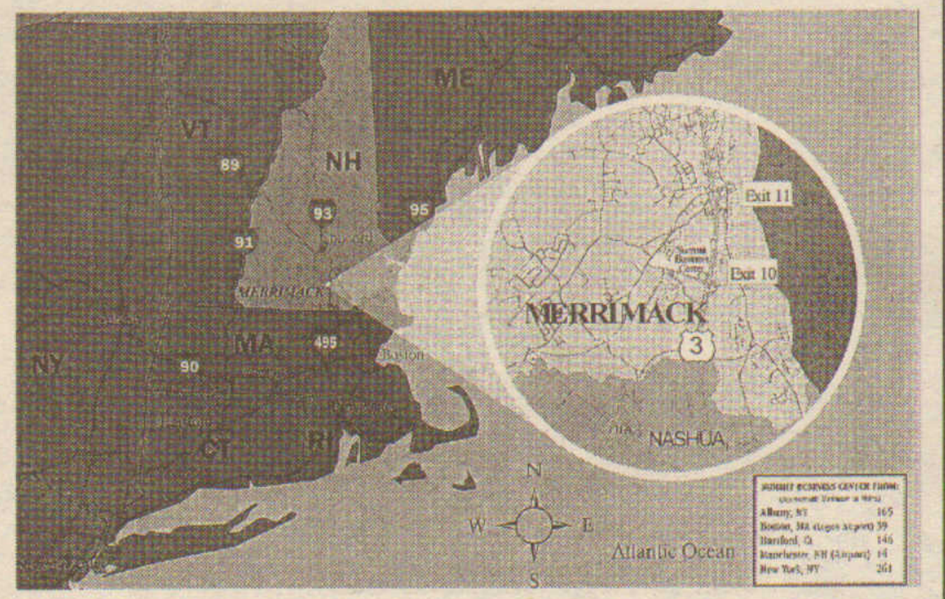
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For Sale/Lease
Summit Business Center
160± Industrial Acres
Merrimack, New Hampshire





Property Location:	Off Exit 10, Industrial Drive and Camp Sargent Road Route 3 frontage Merrimack, New Hampshire 03054
Permitted uses include:	Office, R&D, Light Manufacturing, Hotel, Motel, Limited Retail
Subdividable:	4 to 100 Acres
Built to Suits:	25,000 to 700,000+ SF
Utilities Available:	Water, Sewer, Electricity, Gas and Fiber Optics
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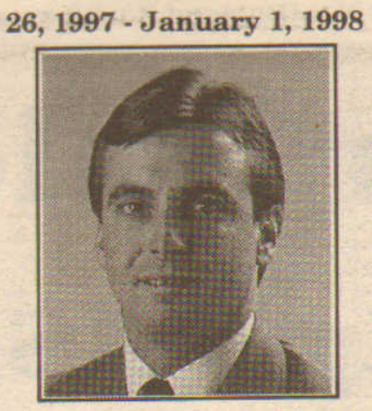
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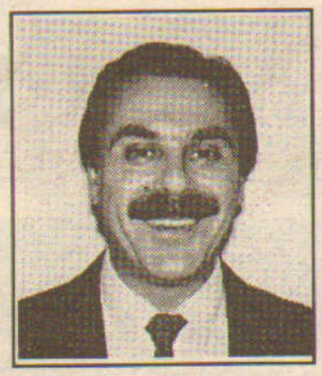
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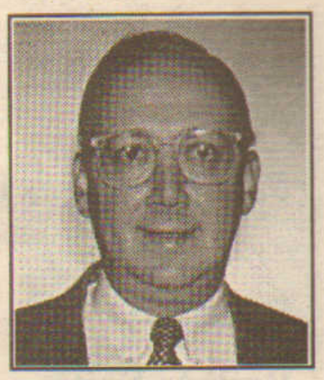
Tony Massimino
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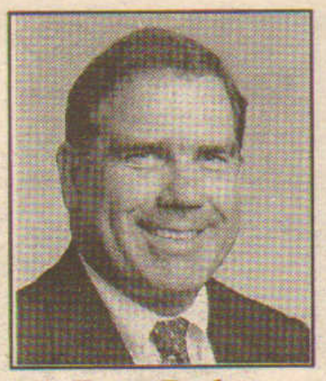
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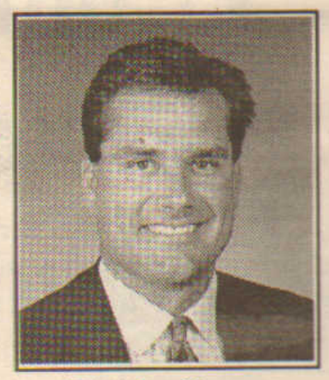
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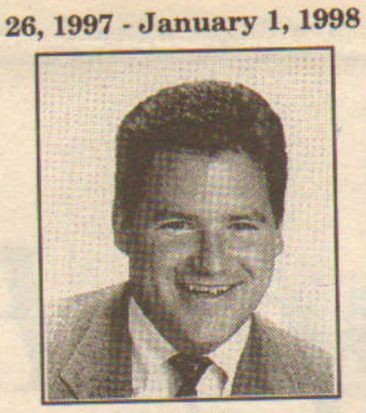
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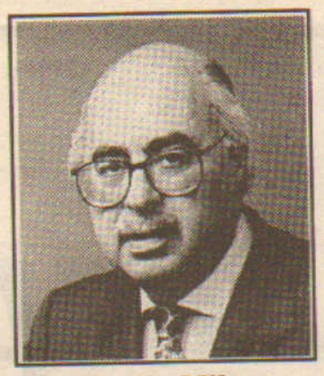
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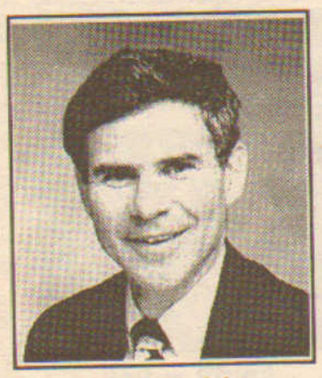

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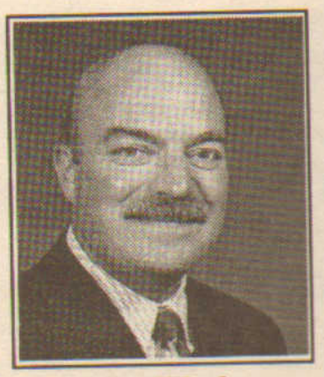

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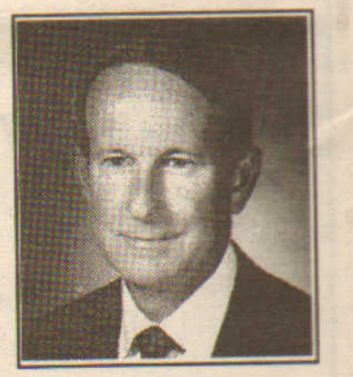

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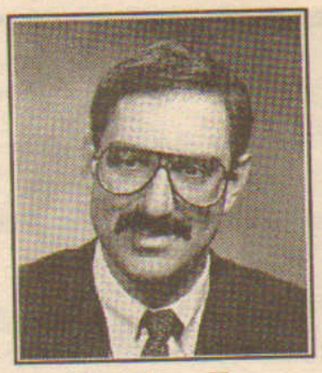
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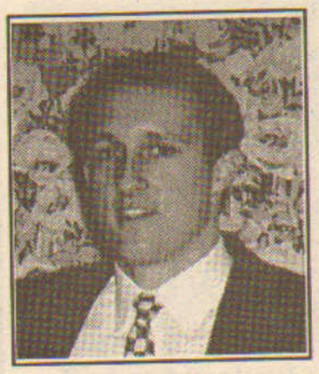
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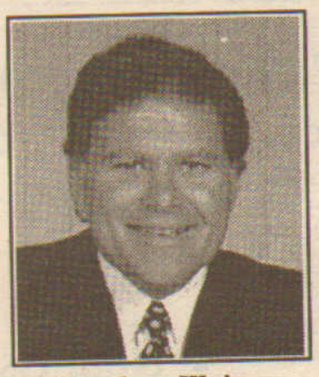
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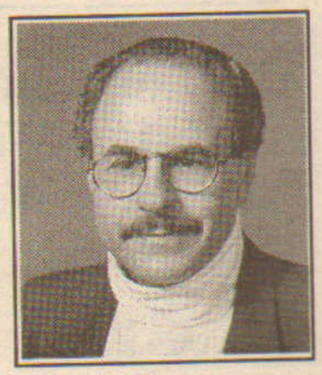
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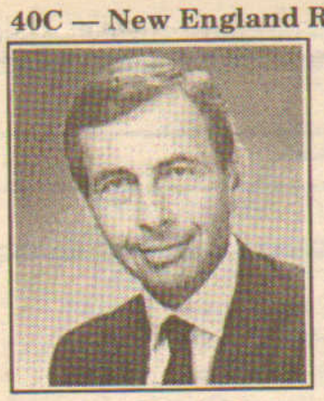
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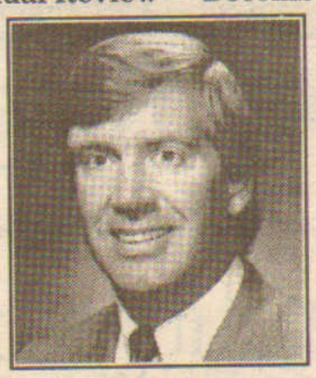
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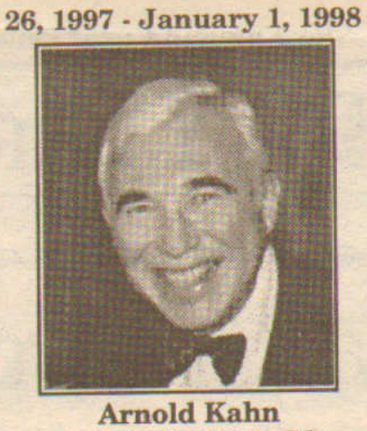
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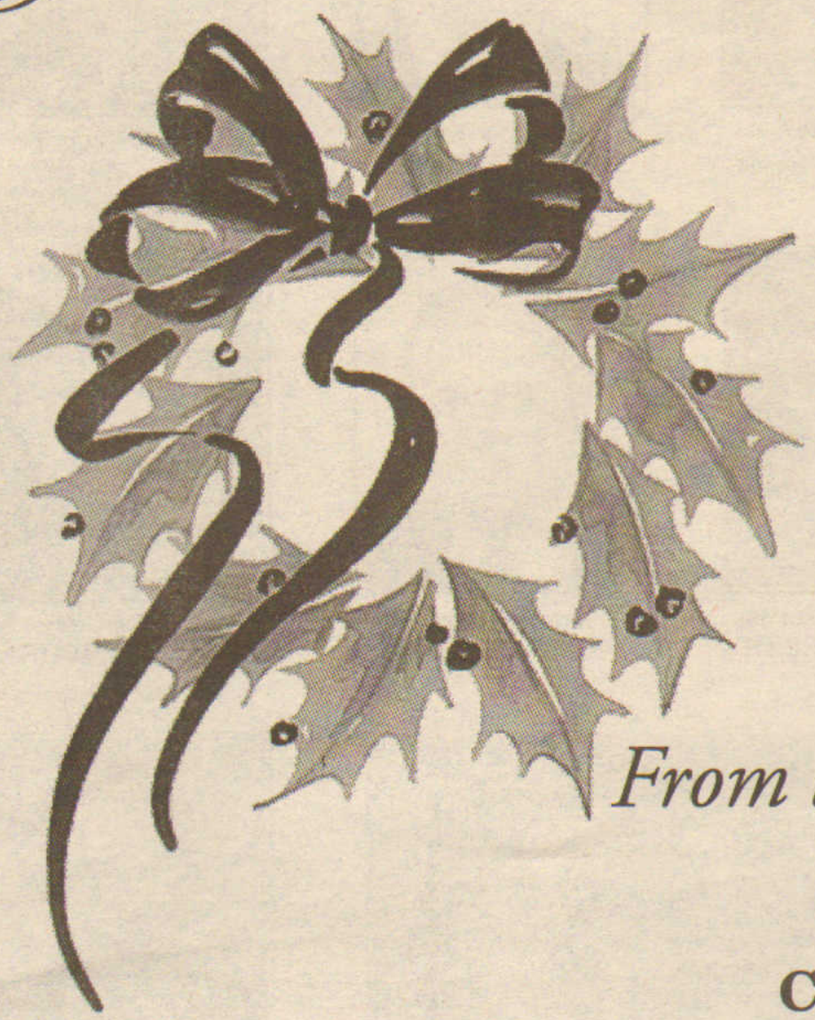


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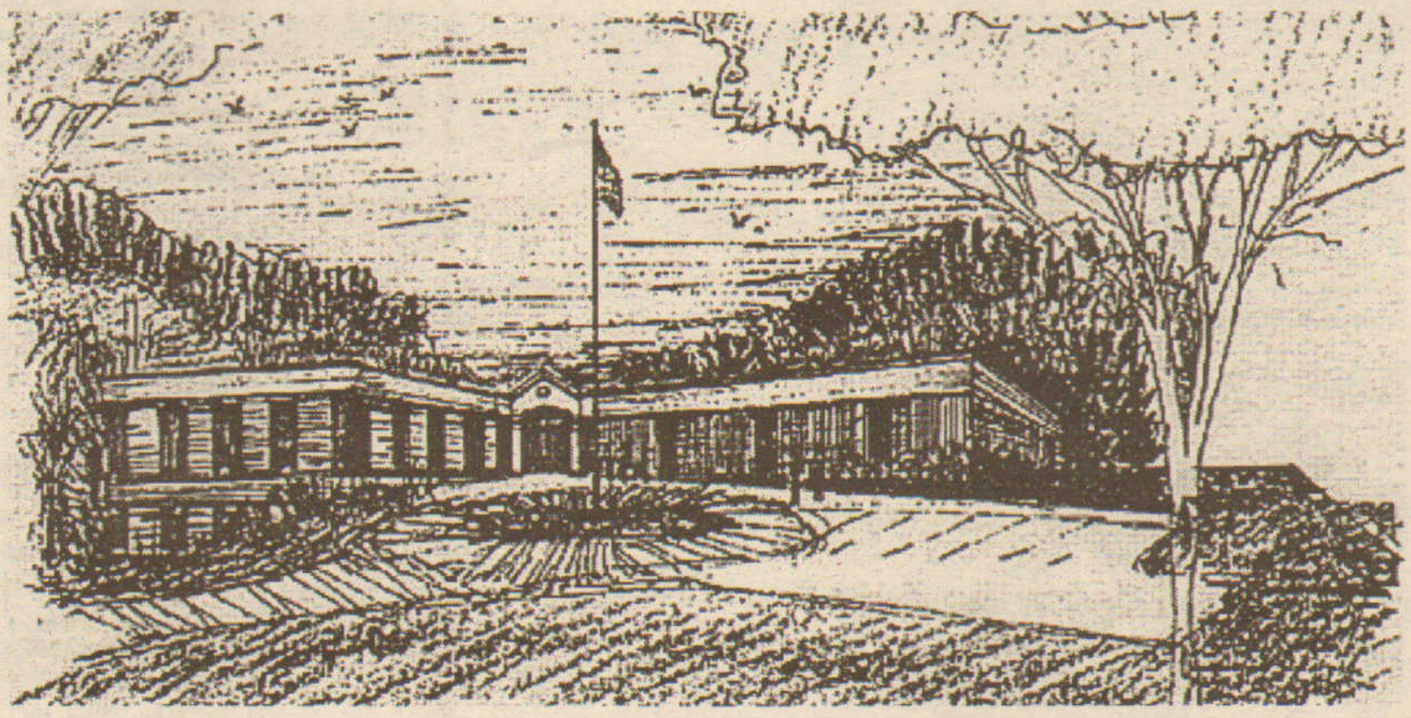
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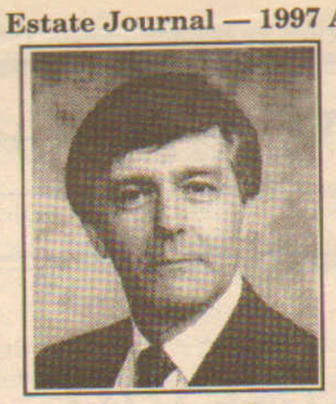
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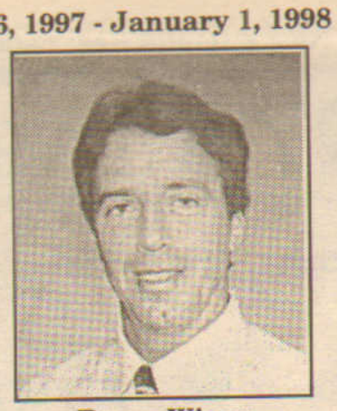
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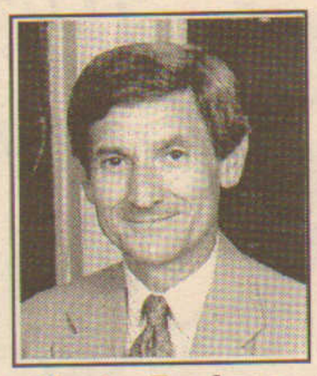
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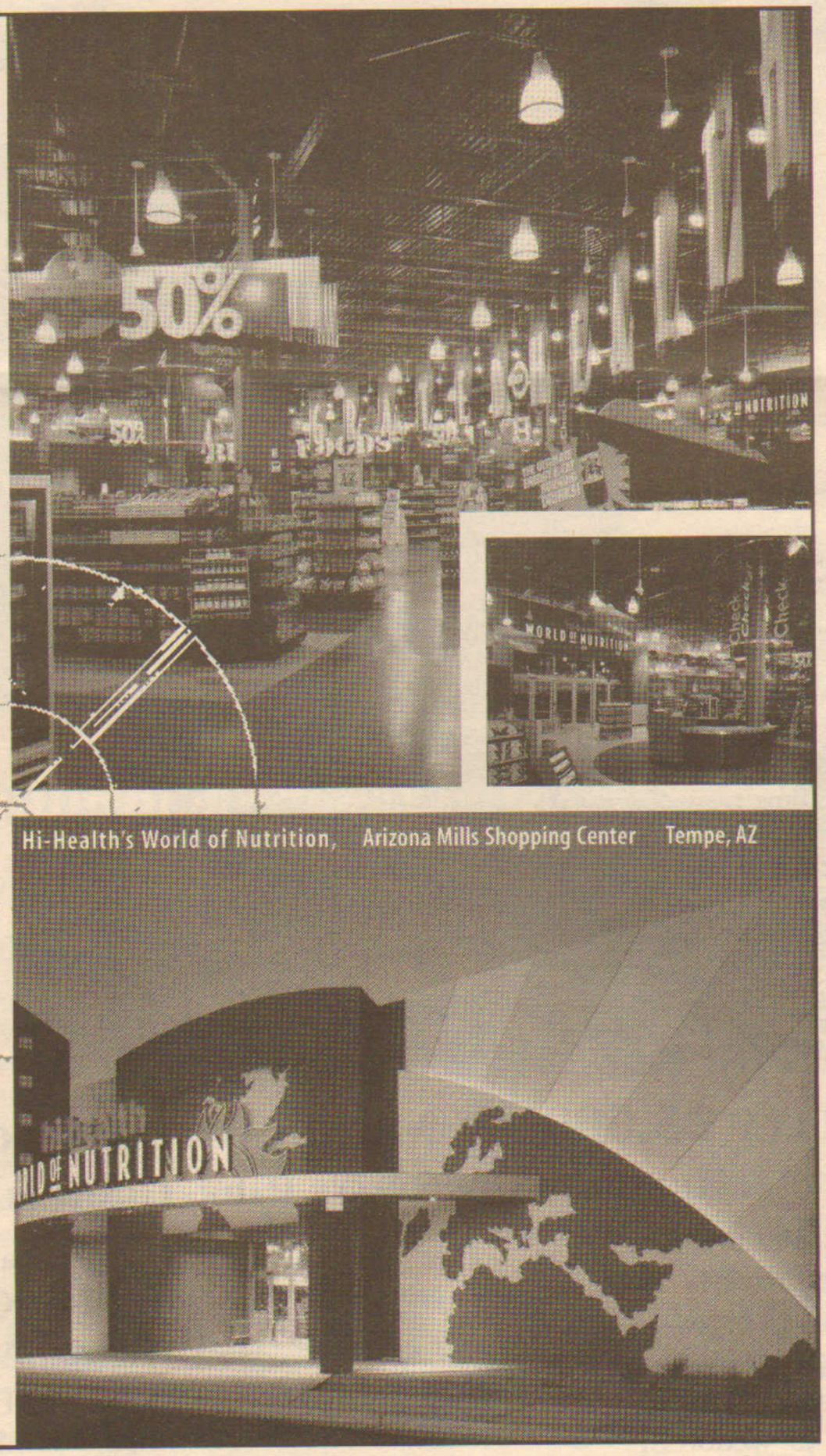


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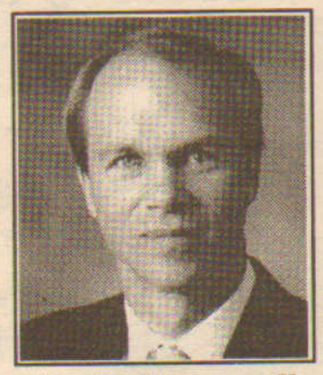
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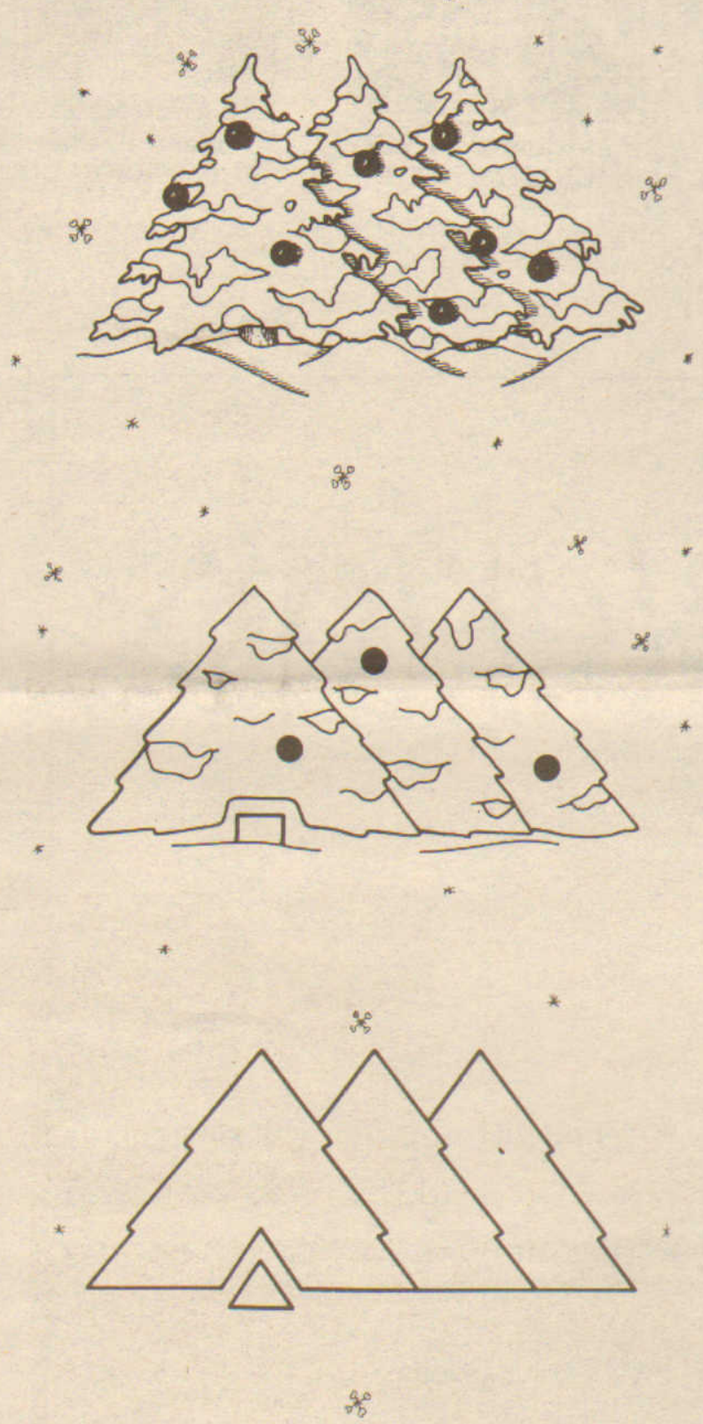


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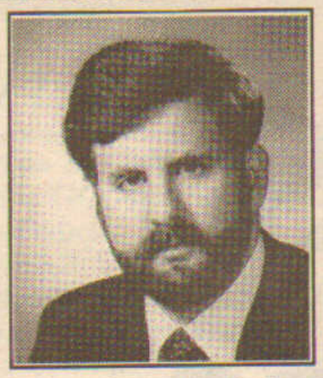


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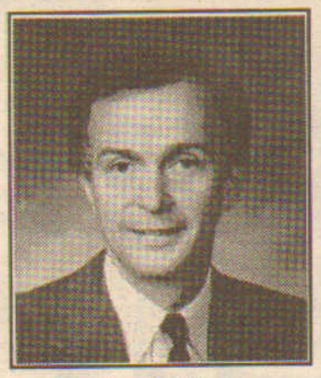
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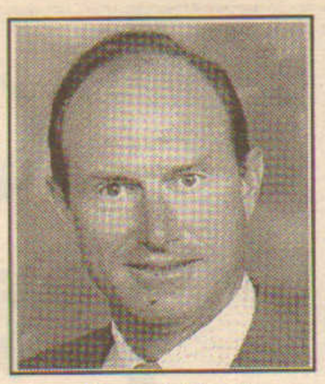
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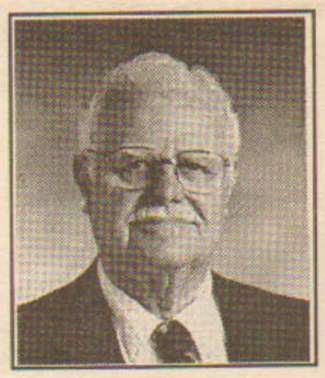
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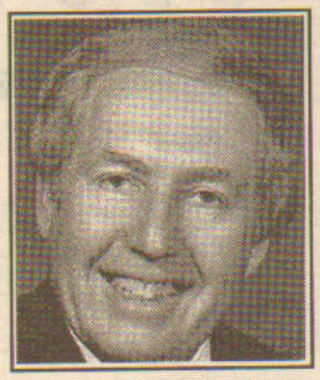
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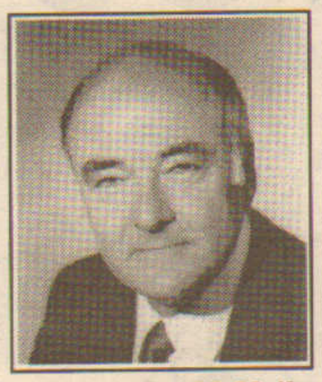
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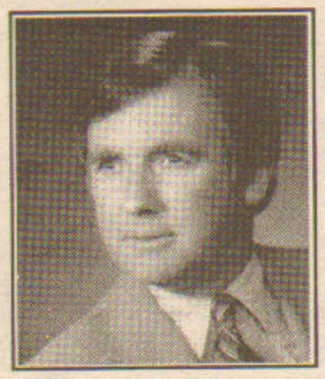
Sidney Rosenthal
MEREDITH MGMT.



Bernard Rosenshein
ROSENSHEIN ASSOC.



Alexander McNeil
MCNEIL & ASSOC.



Eugene McPherson
MCPHERSON CORP.



Brian Murray
NELSON COMPANIES



Herb Pearce
H. PEARCE CO.



Dana Pope
DOLBEN CO.



John Martin
CBL & ASSOCIATES



John Sokul
CLEVELAND
WATERS & BASS

Superior Interiors



✦ Conceptual estimating and planning

✦ Time conscious schedule

✦ Fast-track pricing

✦ Attention to quality

✦ *Quadra Capital Partners, Boston*

CASWELL
CORPORATE INTERIORS

Interior Construction Specialists

781/894-4300

1997 Year in Review

Season's Greetings from

Meredith Management Corporation

Condominium Management Experts for Over 15 Years

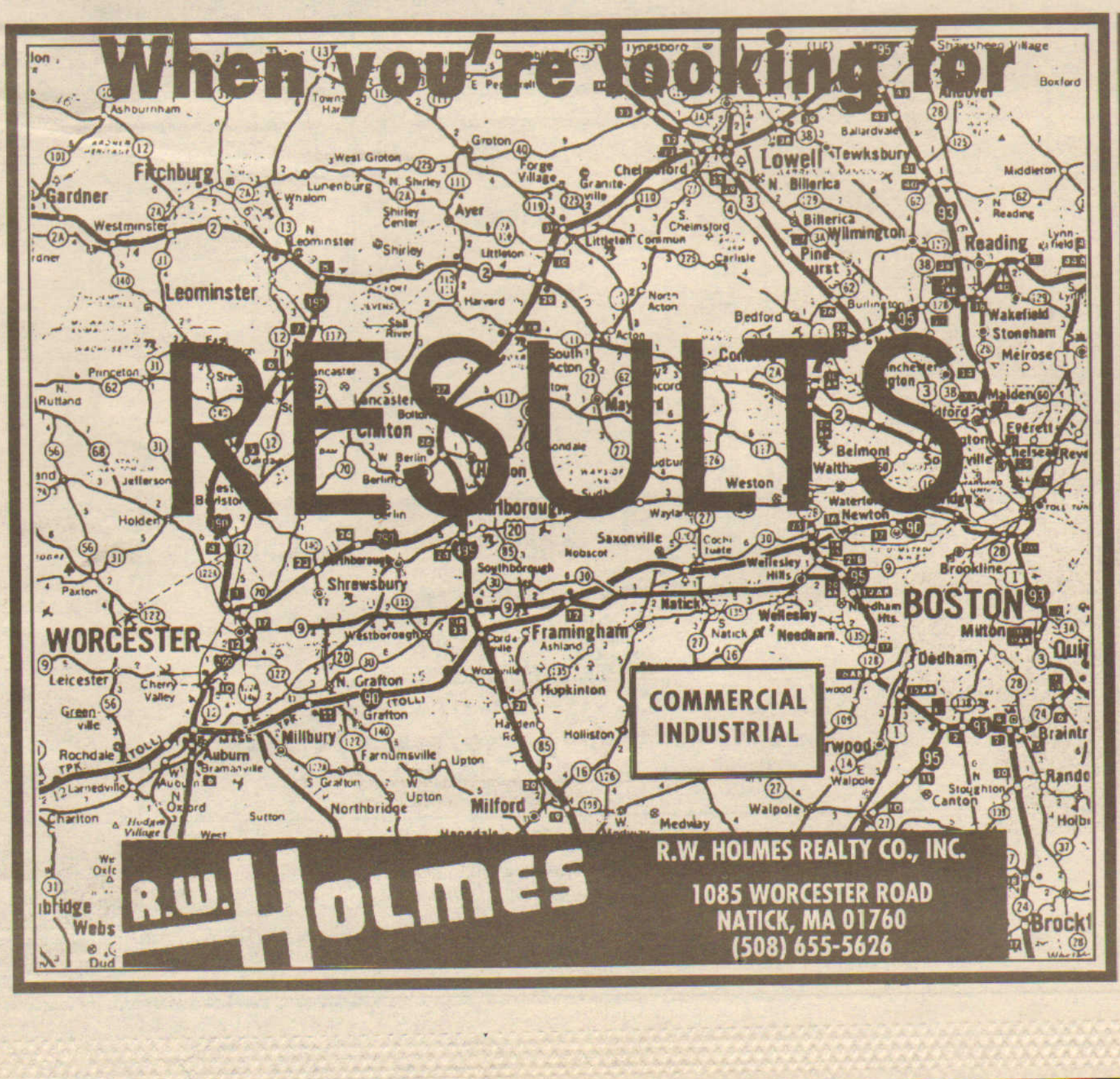
Meredith Management Corporation is a hands-on full service property management company established in 1951. Meredith prides itself on providing cost effective, personalized service to Condominium Associations by focusing on:

- detailed budget preparation to control expenses and establish ample reserves
- proactive response to homeowners
- prompt follow through on all maintenance and administrative tasks
- enforcing rules and regulations

We also provide financial services, insurance and ad valorem tax consulting in-house maintenance, in-house sales and construction management services.

Call for More Information
John E. Rosenthal, President

Meredith Management Corporation
29 Crafts Street, Suite 300, Newton, MA 02158
617-965-220 x1214







Spaulding & Slye is pleased to announce

the following examples of our integrated real estate services during a very successful second half of 1997:

BROKERAGE/ PROJECT MANAGEMENT

BOSTON FINANCIAL

101 Arch Street
Boston, Massachusetts

Spaulding & Slye negotiated a long-term lease, and provided project management services for Boston Financial for 66,000 square feet of first class office space.

BROKERAGE/ DEVELOPMENT MANAGER

CSX REAL PROPERTY

Station Place
Washington, DC

Spaulding & Slye has been named exclusive developer by CSX Corporation for this 1,700,000 square foot office site adjacent to Capitol Hill.

COMMUNITY

working together

Spaulding & Slye, as co-sponsor of the Colliers Lotus Notes Everest Expedition with Lotus Development, provided an on-line curriculum, hardware, software, and Internet access to students of a suburban Boston school.

BROKERAGE/ PROPERTY MANAGEMENT

4 and 5 Cambridge Center
Cambridge, Massachusetts

Spaulding & Slye has been named leasing agent and property manager by GE Capital Investment Advisors, Inc. for two first class office buildings totaling 450,000 square feet.

BROKERAGE/ PROJECT MANAGEMENT

in 12 Eastern States, Washington, DC, Puerto Rico, and the U.S. Virgin Islands

Spaulding & Slye has been named a provider of real estate brokerage and related services by the General Services Administration, the federal government's real estate agency.

CONSTRUCTION

Goldman Sachs

One Twenty Five High Street
Boston, Massachusetts

Spaulding & Slye completed the interior construction of 29,000 square feet of first class office space for Goldman, Sachs & Company.

BROKERAGE/CONSTRUCTION

STATE STREET.

105 Rosemont Street
Westwood, Massachusetts

2 Granite Avenue
Milton, Massachusetts

Spaulding & Slye negotiated the long-term lease of 208,000 square feet of office space for SSB Realty, Inc. at 105 Rosemont Street, and is the construction manager for both projects.

CAPITAL MARKETS

Stratus

$47,000,000
500,000 Square Feet
3 Buildings

Spaulding & Slye finalized a series of acquisitions on behalf of the buyer, Stratus Computer, Inc., as part of Stratus' ownership consolidation of their worldwide headquarters campus.

ADVISORY SERVICES/ BROKERAGE

Wellington Place

Everett, Massachusetts

Spaulding & Slye arranged the sale for Textron Corporation to Mellon Bank for this 384,000 square foot first class office project.

Best wishes for a happy holiday season and a productive new year.

Spaulding & Slye

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