FEATURING



NEW ENGLAND REAL ESTATE JOURNAL

THE LARGEST BUSINESS PUBLICATION OF ITS KIND IN THE NATION

1998 Year In Review

JANUARY

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NOVEMBER

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DECEMBER

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As we look forward to 1999, Meredith & Grew would like to thank our clients and wish them the best during the holiday season.

Meredith & Grew Incorporated

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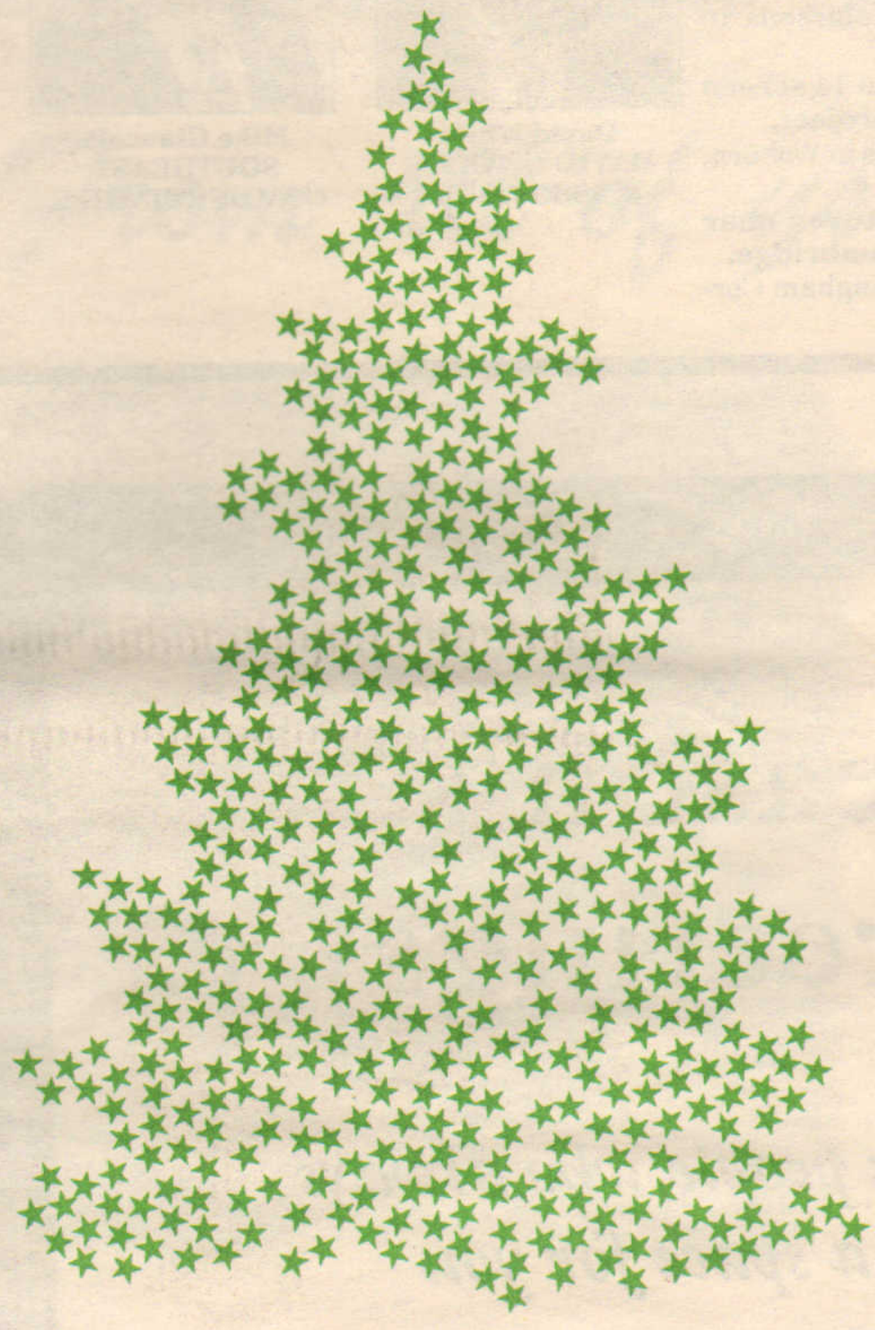
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Best Wishes



to all !

Net
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Inc.

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

JANUARY

Wamester & Riley of H. Pearce Co. broker $3 million sale of 88 unit Brittania Commons in Wethersfield, Conn.

Stahl Assoc. completes $7.2 million design of Old South Meeting House, Boston, for National Park Service.

D'Amico & Assoc. sells 12,000 s/f Chelsea offices to Shore Educational Collaborative for $800,000.

Newton Group tops-off 220 unit Longmeadow Place in Burlington, Mass; gets $7.9m for Marina Place, Quincy.

Fantini & Gorga arranges $24.5m for redevelopment of 400,000 s/f H.P. Hood site; Nordic Props. developer.

Keefe of HT Hampe sells 93,000 s/f Ames Plaza in Old Saybrook, Conn. for $3.8m with Brooks, Torrey & Scott.

New England Hotel Realty & Peckham Boston sell 60 room Merrill Farm Resort in Conway, N.H. for 2.5m.

Klemmer of Hunneman leases 105,134 s/f in Peabody for Juniper Dev., 69,266 s/f with Burgess of Combined Props.

Boston Mortgage Capital places $5.45 million with Bear Stearns for Boylston & Cambridge Trusts' 170 units.

Tedeschi Realty completes two 13,900 s/f Walgreens in Brockton, Mass., and Johnston, R.I.

Suffolk and National Amusements complete 14 screen Showcase Cinema in Lowell; $8m 67,000 s/f project.

Grossman Cos. buys 54,900 s/f Au Bon Pain offices in Woburn, Mass. for $5.25m; Cushman & Wakefield broker.

Beacon Skanska & Congress Group Ventures near completion of 24 story Museum Towers in Cambridge.

Fallon Hines & O'Connor sells 166,250 s/f Framingham Corporate Ctr. for Dean Witter Realty for $36 million.



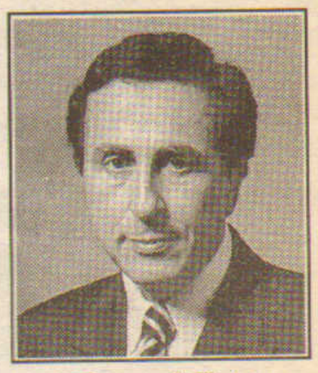
Jim Pereira
FULCRUM ASSOC.



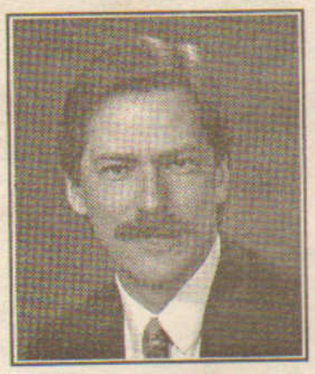
Nick Coppola
INVESTMENT PROP. SPECIALIST



Neil Hulteen
HUNT & HULTEEN



Howard Katz
THE KATZ CO.



David White
DAVID G. WHITE & ASSOCIATES



Mike Giancola
SOUTHEAST COMMERCIAL R.E.



Lisa Wexler
ELAINE CONSTRUCTION



Bruce Grean
LYNCH MURPHY WALSH & PTRS.



Jim Harnden
RAM HARNDEN



Michael Musto
U.S. SEALCOAT



Shaun Fizgerald
J. GERARD CALLAHAN



Lawrence Berman
BERMAN ADJUSTERS

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BOSTON, MASSACHUSETTS 02111
617-348-3800

HAPPY HOLIDAYS.
AND MAY THE NEW YEAR BRING YOU A WHOLE NEW LEASE ON LIFE.



We hope this holiday season finds all of our clients, friends and associates in good cheer. As for us at Finard & Company, we're now managing and leasing over 10 million square feet of retail, office, hotel and industrial space in eight states, and we're thankful for yet another outstanding year. So season's greetings to one and all, and may the holidays be all they're wrapped up to be.

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SPACE PLANNING ▪ CONSTRUCTION MANAGEMENT ▪ DEVELOPMENT

JANUARY

Leggat McCall Properties & DLJ R.E. Capital start 720,000 s/f $70m Waltham Woods Corporate Center.
Fallon Hines & O'Connor broker $60.3 million sale of 12 building Cabot Business Park in Mansfield, Mass.

Granger Northern building $40 million apartments for Maine Life Care Retirement Community in Scarborough.
Homestead Design breaks ground on $5.5 million Essex, Vt. Town Center; 44 apts., 16,000 s/f retail planned.

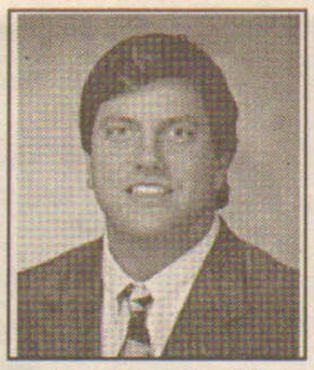
Cunningham of Hayden Assoc. arranges $4.05 million loan for One-Eleven Roberts St. Assoc. in E. Hartford.
Fischel Properties brokers $4.3 million 36,000 s/f office building sale in Westport, Conn.

Spiegel of Hunneman sells 16.5 acres in Kingston, Mass. for High Pines to Newbridge Homes for $1.275 million.
O'Neill of Boston R.E. Ptrs. arranges $4.8 million sale of 500,000 s/f Hingham site with Marinas USA.

Ilfeld of Stebbins Comm'l. sells $735,000 36,000 s/f offices in Manchester, N.H. for Gerald Berube.
Jannard Group to build 4 10,000 s/f CVS stores in R.I. & Mass. bringing total to 47 in New England.

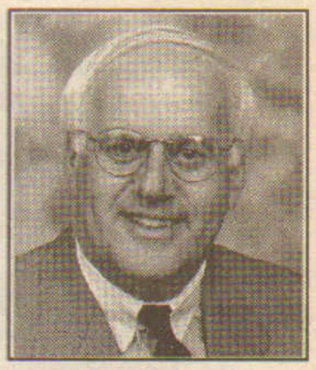
Rockport Mortgage arranges $7 million refinancing for John McNiff's 285,000 s/f Blackburn Ctr. In Gloucester.
Spectrum Financial handles $6.3 million financing for Stow Trust's 120,000 s/f shopping center in Stow, Mass.

Ashworth Mortgage places $6.1 million for 228 apts. In Boston & Cranston; Forest Properties manager.
Sullivan of Conrad Group sells 62,000 biomedical space on 5.5 acres in Lincoln, R.I. to HRPT for $8 million.


Matthew Ladd
FULCRUM ASSOC.


Robert Potter
SEA WATCH REALTY


Roxanne Cole
RAM HARNDEN

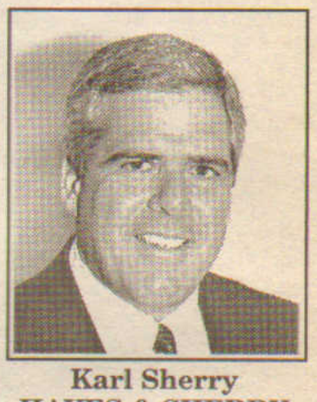

Sid Spiegel
HUNNEMAN MTGE.


Stuart Arnett
CITY OF CLAREMONT, N.H.


Jeffrey DeMarco
CAMPANELLI COS.


Dennis McMullen
JEEPERS


Michael Levine
INVESTMENT PROP. SPECIALIST


Karl Sherry
HAYES & SHERRY


Dennis Mahoney
LYNNWELL ASSOC.


Timothy Tedeschi
TEDESCHI REALTY

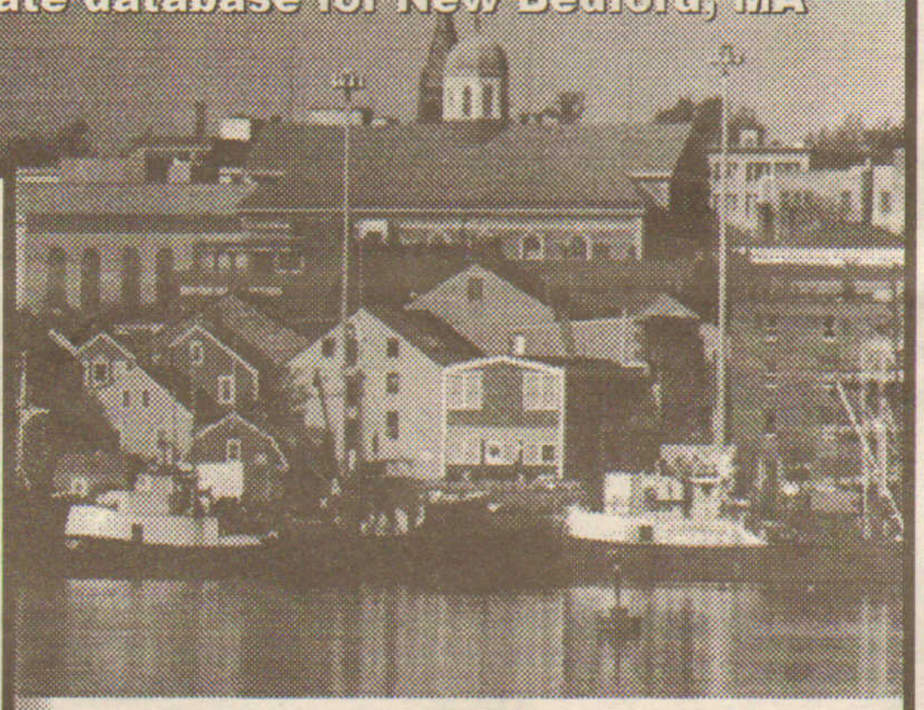

Brian Clark
MG COMM'L. R.E.

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New Bedford

REAL ESTATE ASSISTANCE PROGRAM



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The Real Estate Assistance Program (REAP) *is a unique database of available commercial land and buildings in the city of New Bedford. Coordinated by the New Bedford Economic Development Council, Inc., in partnership with the city, this free clearinghouse is a resource for companies looking to expand or relocate in New Bedford. The New Bedford Economic Development Council, Inc. is also the source for tax and loan incentive programs to promote business and job growth. For more information about* ***REAP*** *and other NBEDC programs, call:*

1-877-AT-NBEDC
(1-877-286-2332)

James G. DeMello
Chairman

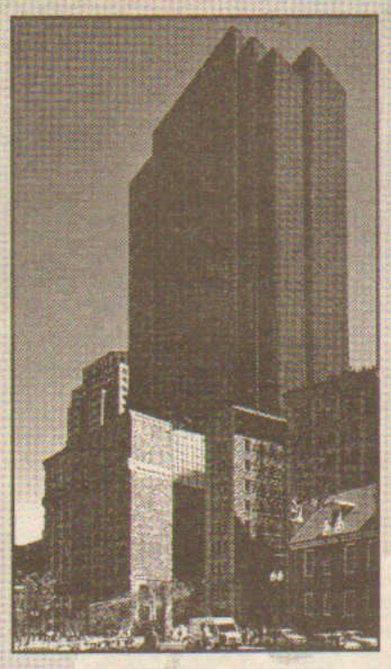
NEW BEDFORD ECONOMIC DEVELOPMENT COUNCIL INC.

Frederick M. Kalisz, Jr.
Mayor

700 Pleasant Street, New Bedford, MA 02740
Tel. 508-991-3122, Fax. 508-991-7372
John R. Zakian, Exec. Director

CB Richard Ellis
Whittier Partners

Year End Statistics

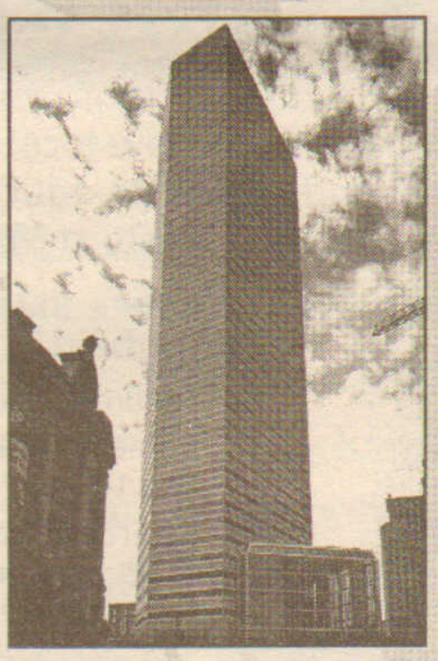


17.5 Million Square Feet

Our Brokerage Groups
Handled 701 Transactions
Of Commercial/Industrial/
Investment Properties

An Aggregate Value Of Over
$1.5 Billion in 1998

53 State Street
Boston, Massachusetts



36.8 Million Square Feet

Our Consulting and Valuation Group's
1998 Assignments Included Valuation Of

6,548 Acres Of Land
15,089 Apartment Units
1,535 Hotel Rooms

And 36.8 Million Square Feet Of Office,
Research & Development, Industrial and
Retail Properties

One Financial Center
Boston, Massachusetts



32.5 Million Square Feet

Our Asset Management Group
Added 13 Million Square Feet
Of New Assignments

Property Management	16,000,000
Facility Management	16,500,000

Bringing Our Assignments Of Managed
Properties To 32.5 Million Square Feet
During 1998.

401 Edgewater
Boston, Massachusetts

Federal Reserve Plaza
600 Atlantic Avenue
Boston, Massachusetts 02210
617.912.7000

100 Pearl Street
Hartford, Connecticut 06103
860.525.9171

71 Audubon Street
New Haven, Connecticut 06510
203.777.6262

55 Dorrance Street
Providence, RI 02903
401.331.035

FEBRUARY

Swartz, Neskey, Smith, Callahan, Jamieson of Spaulding & Slye handle 3.4m s/f $420 million.

Fallon Hines & O'Connor sell 121,569 s/f for Dean Witter in Westwood, Mass. to Carruth Capital for $9.4 million.

Nordblom Mgmt. assigned to manage 5 sites in Canton, Boston, Lexington & Bedford totaling 1.07 million s/f.

Korsak Realty assists SSJ to acquire 280 acres in South Nashua, N.H., from Terra Verde for $4.6 million.

HRH/Atlas Const. awarded $33 million contract by Univ. of Conn. for 145,000 s/f Biological Sciences Building.

Vailas of Norwood Group sells 3.5 acres to Marjam for Sundeen Lumber for $1.4 million for CVS Pharmacy building.

New England Realty places $3 million to Burlington Realty for 115,940 s/f industrial sites in Milton, Vt.

Suffolk Special Projects completes $5 million 50,000 s/f corporate HQ for E.F. Merkert in Canton, Mass.

Goldberg of Complex Realty sells 144 unit Edgemere Green apts. in W. Roxbury for Diamond to Kaygee – $6.5m.

Boston Financial arranges $13.2 million for Investors Corp. sites in Burlington, Vt. with Lincoln National Ins.

Cathartes and AEW acquired 440,000 s/f Fargo Building, Boston, from Bank of Nova Scotia for $15m.

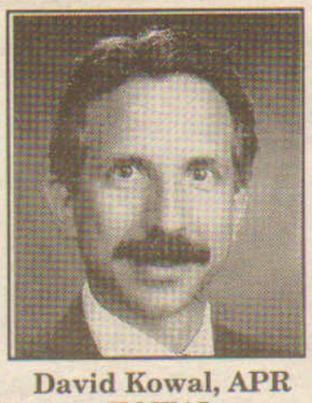
Giunta & Richmond of CBC/Whittier Ptrs. broker $3.177m sale of 54,832 s/f Lowell Research Ctr. to New Boston Fund.

Ashworth Mortgage places $7 million for 95 unit Barrows Place in Allston, Mass. with conduit company.

Rockport Mortgage provides $15.995 million for 160 bed health and rehab ctr.; ADF Const. general contractor.



Dan Jalbert
ALLIED APPRAISAL ASSOC. OF N.E.



David Kowal, APR
KOWAL COMMUNICATIONS



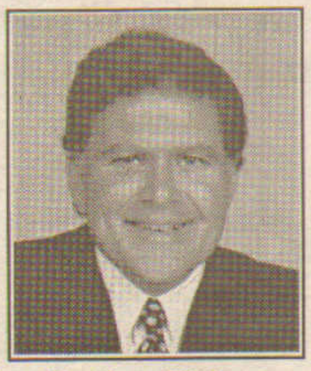
Tony Massimino
MASSIMINO R.E.



Joseph Ryan
NORTHLAND INVESTMENT



Craig Young
BOULOS COMPANY



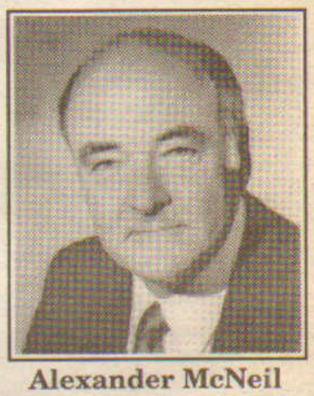
Stephen Weiner
S.R. WEINER ASSOC.



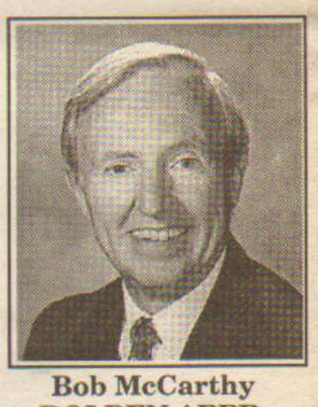
Constantine Yankopoulos
WAREHAM EDC



Kevin Phelan
MEREDITH & GREW



Alexander McNeil
MCNEIL & ASSOC.



Bob McCarthy
DOLBEN APPR. ASSOC. OF N.E.



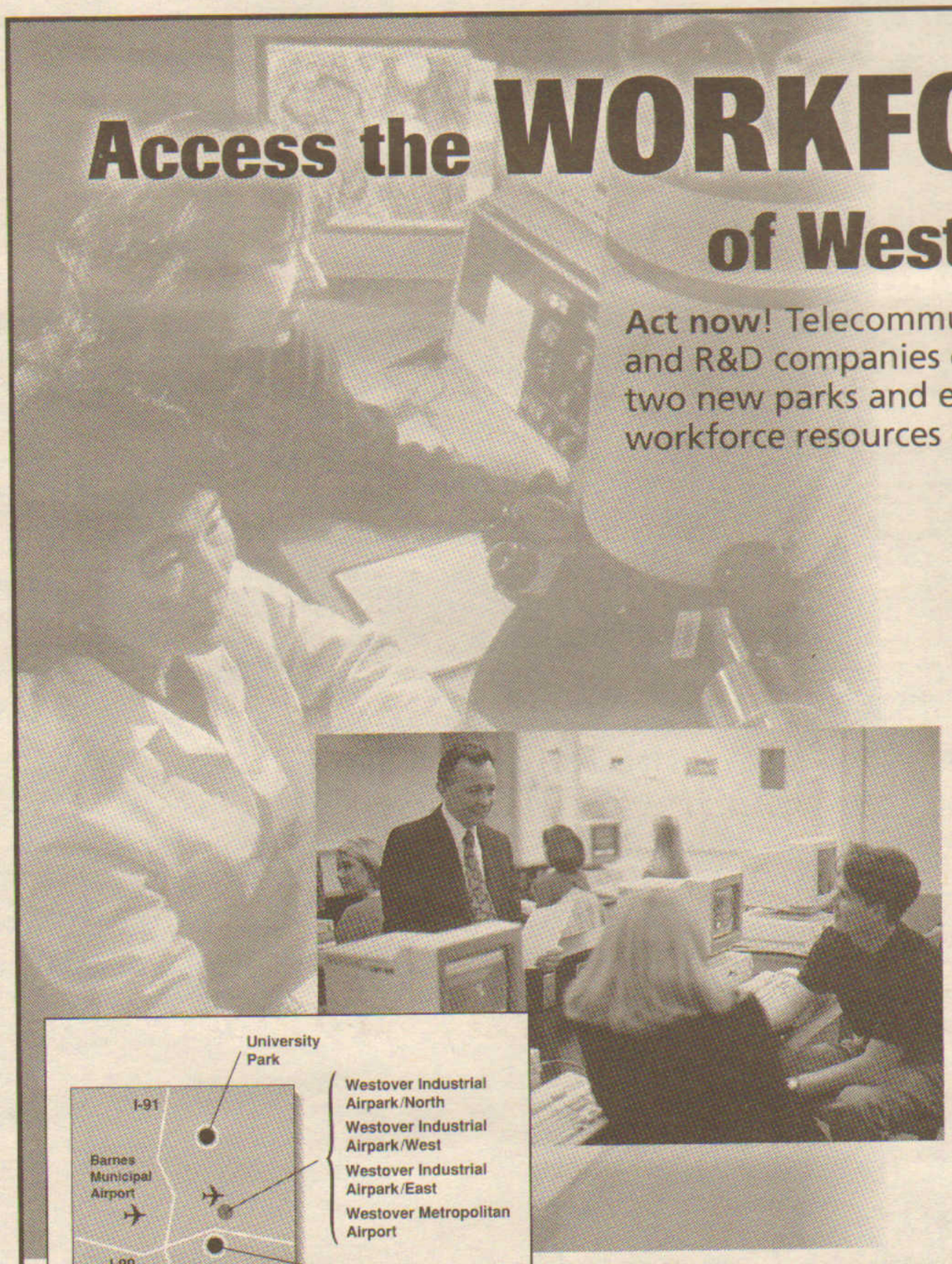
Pamela Halvorsen
SMC MANAGEMENT



Martin Berman
BERMAN & SON

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- Can accommodate buildings 40,000-200,000 sf

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Spectrum Financial Corporation

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FEBRUARY

Sea Watch Realty negotiates $4m sale of 57,700 s/f Deer Crossing SC to Warner Family in Mashpee, Mass.

Telegraph Props. acquires 5 sites, 249,000 s/f in Marlborough, Mass. from MetLife for $25.75 million.

Saperstein sells Ritz Carlton Hotel, Boston, mortgage at auction for $75 million to Blackstone Group.

Beacon Skanska GC for $55 million Hilton Hotel at Logan Int'l. Airport; Tishman const. mgr.; Cambridge Seven archt.

Keefe of HT Hampe sells 120 room Westport Inn, Conn., to Fairchild Realty for Tauck Tours for $8.5 million.

Interstate Const. finishes $16.8 million 150,000 s/f middle/high school in Upton, Mass.; Flansburgh archt.

Westport Realty & Phil Klein cobroker $3.612 million sale of 10,000 s/f to J&A Realty & Stratford Land Dev.

ADD designs Wang's new 150,000 s/f $15 million HQ in Billerica; state gives $3 million for road improvements.

Boylston SV purchases mortgage for $25 million, takes over 110,000 s/f 745 Boylston St., Back Bay, Boston.

Hayes & Sherry and Lynch Murphy Walsh sell 232,000 s/f Davol facility in Cranston, R.I. to Carpionato for $6m.

Giunta & Richmond of CBC/Whittier arranged $26.6m sale of 190,389 s/f in Concord, Mass. for Spaulding & Co.

Macmillan & Son handles $775,000 sale of Agawan, Mass. site with Meredith R.E. to Suncor Development.

Suffolk completes 27 million renovation-addition of Lowell High School, 570,000 s/f; Sverdrup archt.-eng.

Belli & Phaneuf of Cushman & Wakefield sell 95 Stamford, Conn. apts. for J. Hancock to Collins Prospect for $8.2m.


Norman Schnittkind
COPLEY GROUP

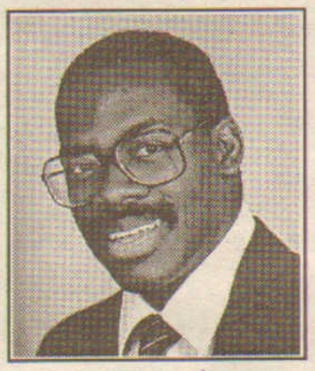

David Stubblebine
STUBBLEBINE CO.


Douglas Payson
COMPASS REAL ESTATE

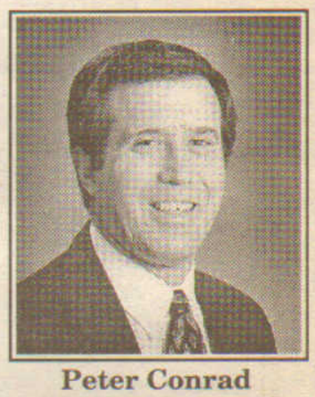

Chuck Snell
NEW ENGLAND DESIGN ASSOC.

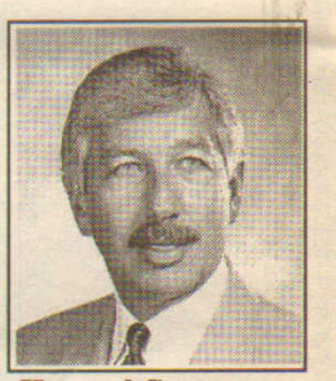

Jim Sullivan
NEW BEDFORD CORP.


Tom Powers
WELLSFORD COMM'L. PROPS.

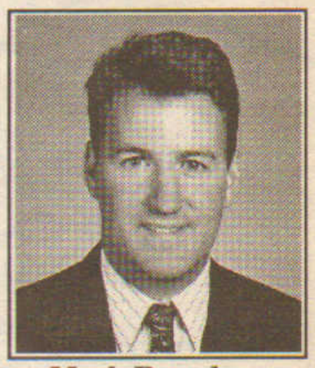

Anthony Carr
QUAN RESEARCH

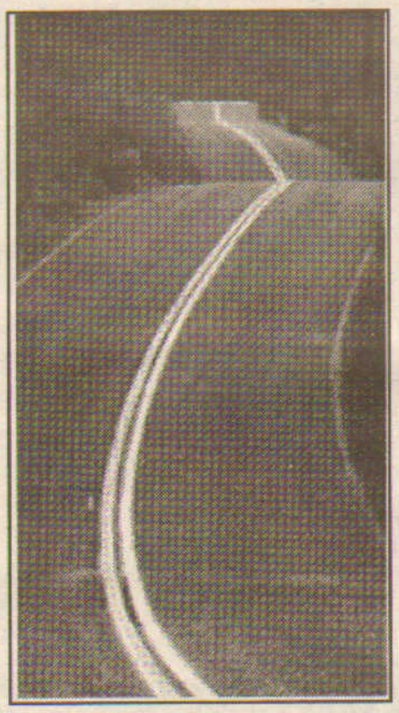

Jim Barbieri
HORIZON BANK & TRUST


Peter Conrad
EMPIRE CAPITAL


Howard Grossman
DANIEL B. KATZ


John Ford
LES VANTS PHOTOGRAPHY


Mark Reardon
CUSHMAN & WAKEFIELD



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To all our clients, we offer our thanks for the trust you have invested in us. In the year ahead, we pledge ourselves to focus ever more sharply on your needs and goals—in the recognition that your success is the foundation of our own. Best wishes for a joyous holiday and a prosperous 1999 from your friends and partners in the Mortgage Finance Group at Boston Financial.

BOSTON FINANCIAL

MARCH

Joseph, Phaneuf & Farrelly of Cushman & Wakefield broker sale of 87,000 s/f in Concord, N.H. for $8.6m.

Jewett Const. begins $2 million 60,000 s/f air freight facility for Hampton Air Cargo at Pease Int'l. Tradeport.

Finard & Co. named property manager for 162,000 s/f Renaissance Park, Boston, by Northeastern University.

Witten & Nolletti sell 96,240 s/f 74 unit Center Court Apts. In New Haven for Ocwen Federal Bank for $1.85 million.

Lynch, Majewsky & Walsh of LMW&P sell 113,000 s/f offices in Needham for AMB to TA Assoc. for $13.5m.

Norwood & Danais lease 47,500 s/f ind. bldg. in Manchester, N.H. to Aavid Thermal Technologies.

Graveline of United Capital Mortgage arranges $1.4m loan for Dyer Farms Ptrs. 36 singles in Canton, Conn.

Sullivan of Conrad Group sells 141,000 s/f, 11 acres in Somerville, Mass. to Galt Realty Trust for $7 million.

Condyne & Dacon break ground and top off 331,000 s/f in Myles Standish I.P., Taunton, for Chadwick's.

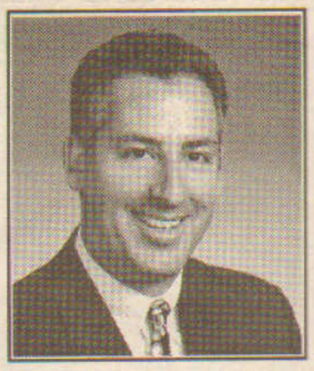
Rockport Mortgage arranges $13.422 million for 3 assisted living sites, 283 units, in R.I., Haverhill & Chelmsford.

Ashworth Mortgage places $2.9 million for 32,938 s/f Langley Place offices and retail in Newton, Mass.

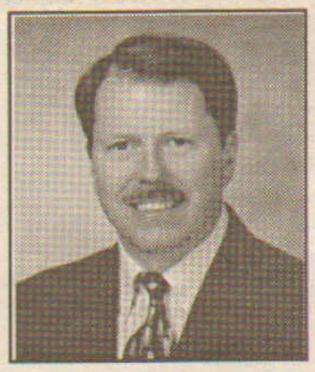
Parsons Comm'l. sells 630,000 s/f Dennison Triangle site in Framingham for SMOC to Rosewood for $3.02 million.

Hayes & Sherry & Trammell Crow lease 38,000 s/f in Providence for WHLN Real Estate L.P. to two companies.

Butler & Lescelleet of CBC/Whittier Ptrs. cobroker 130,455 s/f $10.7 million sale for Pareal to Loeb Ptrs.



John Konevich
THE MONEY STORE



Jeffrey Luter
FULCRUM ASSOC.



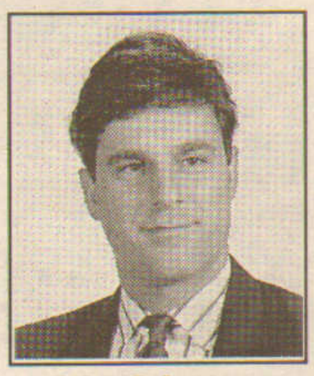
Eric Taylor
HARBOR DEVELOPMENT



Edward Zelinsky, Jr.
BANK OF AMERICA



Charles Reilly
DACON CORP.



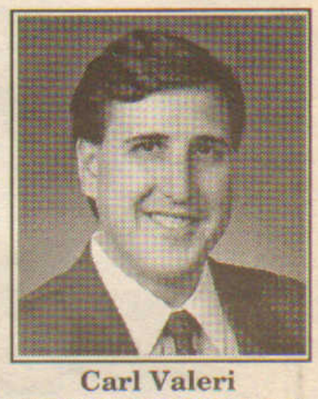
John Salvatore
ROBECK MGMT.



David Lane
MUNI-LAW



Joseph Drum
Fidelity Nat'l. Title Insurance



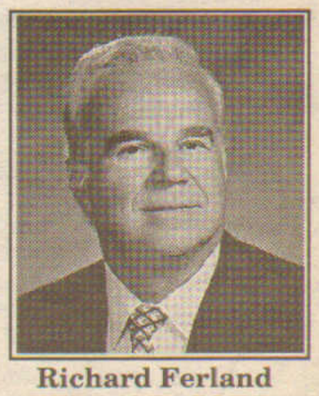
Carl Valeri
THE HAMILTON CO.



Gary Goodman
GARY GOODMAN PHOTOGRAPHY



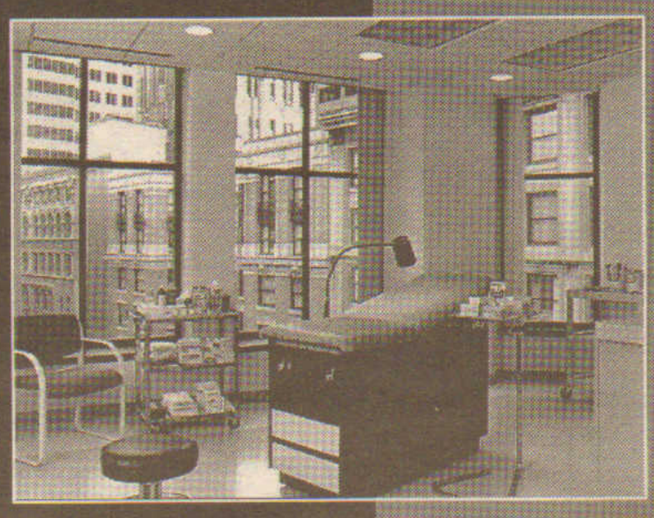
Paul Natalizio
CAMBRIDGEPORT BANK



Richard Ferland
FERLAND CORP.







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Telephone: 617-720-1402



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

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MARCH

Fairland Props. purchases 83,000 s/f, 98 No. Washington St., Boston, for $7.39 million from New Boston.
Sammis, Barnum & Murphy of New England Land broker $12 million sale of 100,000 s/f in Greenwich, Conn. to Allegis.

Beaver Builders oversees construction of $8 million 110 unit Longmeadow Place assisted living residence.
Sullivan, Conrad & May of Conrad Group sell 60,000 s/f in Charlestown, Mass. with B.T. Comm'l. for $6.05m.

Sheldon of Pyramid R.E. sells 30,500 s/f in Stamford, Conn. for R&D Assoc. to Third Millennium for $2.1m.
Congress Group & Beacon Skanska start 400,000 s/f $15 million Wayland (Mass.) Business Ctr. for Congress Group.

Prakken of Boston Mortgage arranges $6 million for New Balance Athletic Shoe's 165,000 s/f in Lawrence.
Barry & Steingold of Ryan Elliott of R.I. lease 18,890 s/f in Warwick for Marley Realty to Emery Air Freight.

Arnold, Pilla & Albanese of Fidelity Ptrs. sell 312,000 s/f former Somerville Lumber sites for $4.65 million.
Tenofsky & McNamara of Bayliss Co. arrange $8.4 million sale and 50,000 s/f lease in No. Attleboro, Mass.

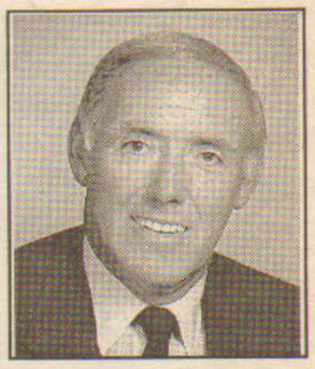
Suffolk building $75 million 210 room Doubletree at Forest City's University Park at MIT in Cambridge.
Tanski & McGonigle of Grubb & Ellis sell 250,000 s/f in Worcester for Applied Power to Mesirow Fin. For $7m.

Butler of Meredith & Grew negotiates $4.2 million loan for 199,236 s/f Webster Square in Worcester.
Hecht & Corey of CB Comm'l. sell Plaza 114 in Lawrence for Allstate Ins. To Davis Cos. for $6.15 million.


Garry Holmes
R.W. HOLMES REALTY


Joseph Sarno
FIRST AMERICAN TITLE INSURANCE

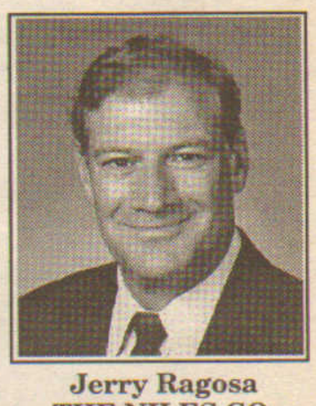

John King Jr.
CID Associates

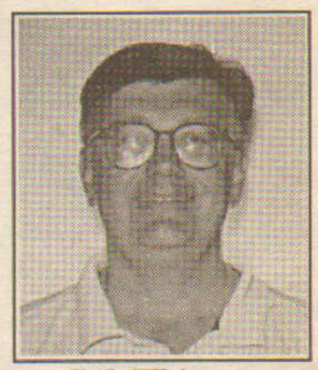

Ed Dalton
DALTON CO.


Glenn Forger
THE COPLEY GROUP


Mary Crowley
MASS. ASSN. OF REALTORS

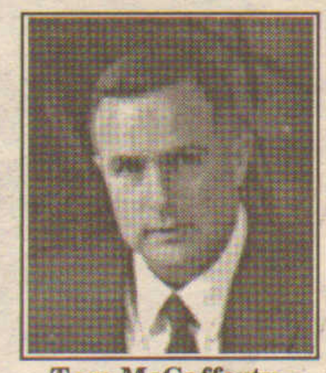

Doug Munro
SEA WATCH REALTY


Jerry Ragosa
THE NILES CO.


Bob Whitney
TRI-GEN BOSTON


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AMERICAN R.E. ACADEMY


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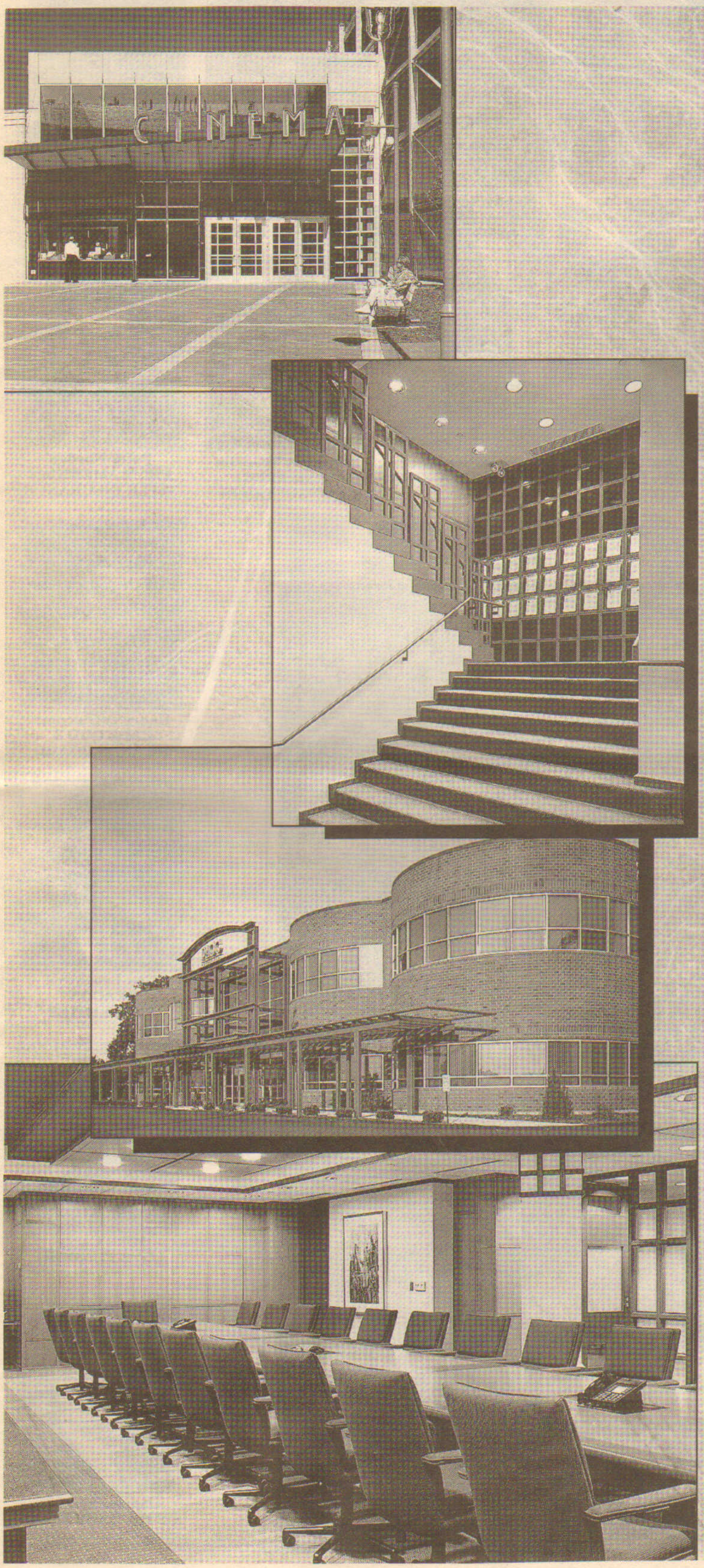
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April

Eastern Bank & JHP Realty Advisors close $13.8m for GID's 23 building, 204 unit Windsor Courts in Beverly.
Fallon & Frisoli of Fallon Hines & O'Connor prelease 79,500 s/f for Nat'l. Dev. of N.E. at 9/90, Framingham.

Eckman GC for $5m Seacoast Health Ctr. in Hampton, N.H. for Scudder Dev. Advisors; JSA architect.
Malone Comm'l. & McCann & Co. sell Black Point Inn, Scarborough, Me. to Historic Hotels for $9.25 million.

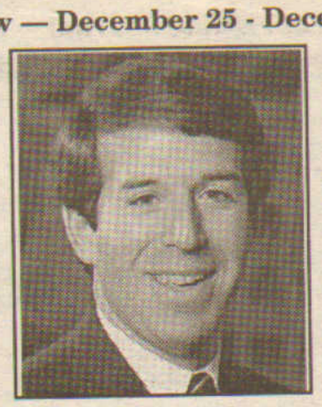
Wolfe of Grossman Cos. negotiates acquisition of 36 unit Parke Place Apts. in Nashua for $2.35 million.
Keefe of HT Hampe handles $13.675m sale of 178,000 s/f offices in Milford, Conn. with Taylor of CB Comm'l.

Inglese of Lexington Ptrs. sells 16,000 s/f Hartford office/whse. with Price of Com-Re for $1.025 million.
New England Realty places $5m with Business Men's Assurance & Ameritas Life for Woodlands C.C., Falmouth, Me.

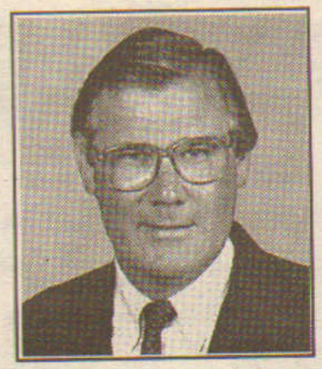
McGonigle of Grubb & Ellis sells 2 Cathartes Inv. sites to Peconic Ptrs. in Canton, Mansfield, Mass. for $5.575m.
Douvadjian/Charneski of Meredith & Grew secure $30m for 1.1m s/f in Maynard, Mass. from Nomura Asset Capital.

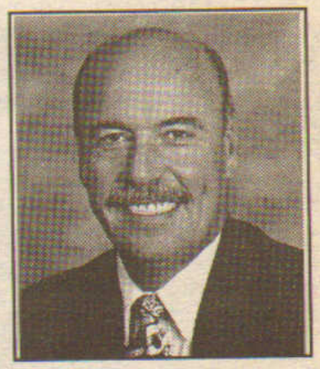
FH&O negotiates $31.5m sale of 175,423 s/f One Burlington Business Ctr. to Invesco Realty Advisors.
Suffolk breaks ground at $12.5m 105 condo units in Boston; design by Conygham Assoc. & David Hacin Assoc.

New England Realty places $5.3m with Morgan Stanley for Judge Dev.'s Forest St. Shops in So. Burlington, Vt.
Ashworth Mortgage places $4.45m on 135,490 s/f industrial sites in Middlesex Business Pk., Billerica, Mass.


Bruce Percelay
MOUNT VERNON


Randy Anagnostis
ANAGNOSTIS ASSOCIATES


Thomas Walsh
LYNCH MURPHY WALSH & PTRS.


Ed Shanahan
RENTAL HOUSING ASSOCIATION

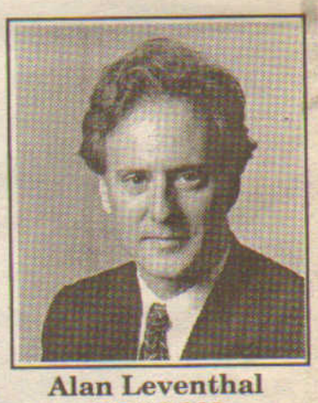

Michael Brown
FALLON HINES & O'CONNOR


Paul Stanley
STANLEY ROOFING


Anthony Trodella
ATR APPR. CONSULTANTS

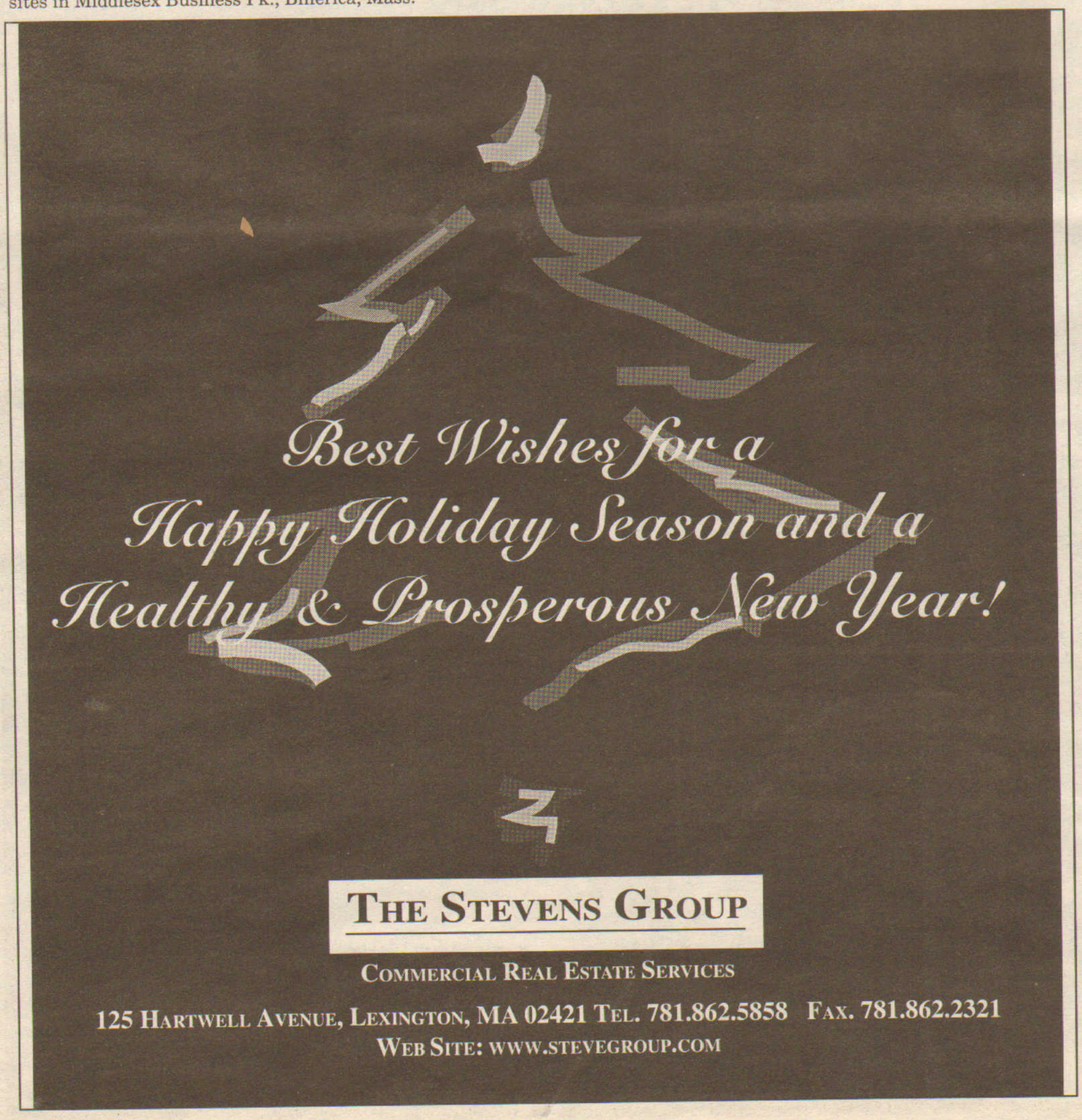

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FIRST AMERICAN TITLE INSURANCE


Henry DiGiacomo
CAPE COD & ISLANDS BOARD


Alan Leventhal
BEACON PROPERTIES


Miles Carey
LOVE FUNDING


Charles Francis
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and a
Happy New Year

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K. Craig Rice **Robert Kane Simonian**
Tabetha G. McCartney

April

Katz leases 25,000 s/f offices in Worcester for JBC Associates to Capstan Inc.
Lindgren & Hunter of BMCC arrange $24.2m with Dynex Comm'l. for 157,168 s/f Gutierrez office tower.

TPMG Const. Mgmt. oversees $1.3m expansion for Phillips Family Properties' Susse Chalet Inn, Dorchester.
HB Nitkin Group acquires 50,000 s/f Danbury, Conn. shopping center from Pathmark for $4.7 million.

Malloy of Peter Elliot negotiates $11m sale of 242,000 s/f in Taunton, Mass. to Gamma Realty.
Symmes Maini & McKee selected for 400,000 s/f master plan for Nordic's Hood Business Pk., Charlestown, Mass.

Buono/Mambrino of Cushman & Wakefield broker $2.7m sale of 290,000 s/f for UPS in Milford, Conn.
Prolman Realty arranges sale of 6.34 acres in Nashua for $2.275m with Denton of Hunneman Real Estate.

Northland Inv. acquires 3,849 apts. in Fla., Tenn. & Texas for over $100m from Residential Co. of America.
Berkeley Inv. purchases 80,000 s/f R&D/offices in Billerica for $4.45m; M&G, G&E, Hunneman cobrokers.

Kempner acquires 80,000 s/f Gardner Plaza for $2.2m; anchored by Donelan's Super & Ocean State Job Lot.
Smookler/Sgroi of Dartmouth sign four to 154,000 s/f at Landmark Ctr., Boston; 80,000 s/f General Cinema.

Conrad/McEvoy of Conrad leases 70,000 s/f office/whse. in Hanover, Mass. for LR Realty's 200,000 s/f.
Thompson of Spaulding & Slye leases 41,229 s/f in Bedford, Mass. for Equity Office Properties with E.S. Gordon.


Dan DeMarco
CAMPANELLI COS.


Peter Flynn
PETER E. FLYNN P.C.


Glenn Rhuda
CRF PARTNERS


Franklin Simon
THE SIMON COS.


Stephen Karp
NEW ENGLAND DEVELOPMENT

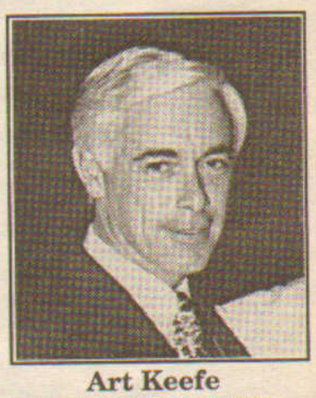

John Martin
CBL & ASSOCIATES


William Hassett
THE NELSON COS.


Ken Holmes
NORTH BRANCH


Jeff Milne
SAUNDERS & MOCK


Alyce Hill
CAI-N.H. & N.E.


Art Keefe
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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
12 Taunton Green, Suite 201, Taunton, MA 02780-3227 • (508) 821-1168 or (508) 824-5857 • Fax (508) 884-8222
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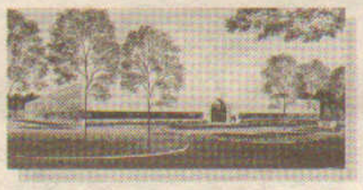
MASS STATE LOTTERY COMMISSION
110,000 S/F • Braintree, MA
Build-To-Suit



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
Tenants: Smith Barney; Eastern Mountain Sports; Nevada Bob's; Nutter, McClennen & Fish
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May

Fish of Ashworth Mortgage places $6.85m financing for Federal Rd. retail center strip in Danbury, Conn.

Poppy Carbee Assoc. negotiates sale of 386 apts. in N.H. and Mass. for $12.345m in six cities and towns.

Pinnacle Properties acquires 150,000 s/f for $4.5m; signs two to 13,000 s/f with Burgess, Trammell Crow.

Pro Con builds $4.6m Residence Inn by Marriott in Portsmouth, N.H.; 90 suites in 66,000 s/f property.

DePree/Cathartes, Meinstein/Geometry sell 128,000 s/f 1155 Elm St., Manchester, N.H. to MGI Props. for $10.85m

Cornerstone names RMB to manage 390,000 s/f in three Boston area office buildings.

Brockwell/Johnson of MJB R.E. negotiate $900,000 sale of 24,840 s/f retail-office complex in Trumbull, Conn.

Griffin, Maher, Griffith of Fallon Hines & O'Connor broker $112.5m sale of 352,000 s/f One Memorial Drive.

Spaulding & Slye sells $8.95m 155,000 s/f office/R&D sites in Norwood, Mass. for J. Hancock Mutual Life.

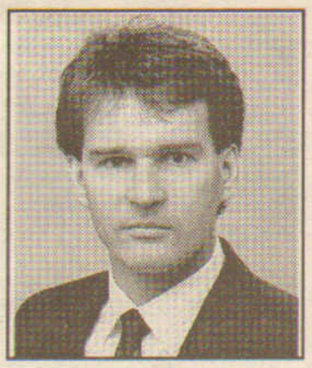
Barry/Tortolani of Ryan Elliott of R.I. lease 31,900 s/f in Warwick for Franklin Realty to Jaybee Assoc.

Spectrum Financial arranges $7.5m for 184,000 s/f Rykoff Sexton building in Norwood for Ventnor Assoc.

Rockport Mortgage arranges $23.42m for 104 units in Brewery Square in New Haven, Conn.

Lindgren & Hunter of BMCC place $5.75m for 62,000 s/f Gutierrez building in Westwood Technology Park.

Cummings Properties acquires three office buildings, 136,000 s/f, in Wakefield & Woburn, Mass. for $5.267 million.



James Fisher
MASSCOMP DATA



Robert Nickerson
NICKERSON FINANCIAL



Judy Tinkham
TINKHAM REALTY



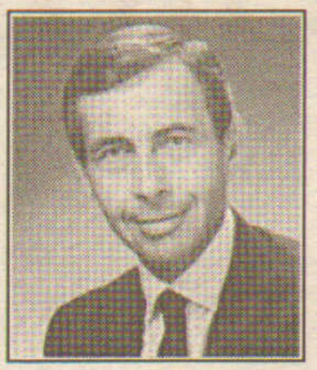
Patricia Amidon
AMIDON APPRAISAL



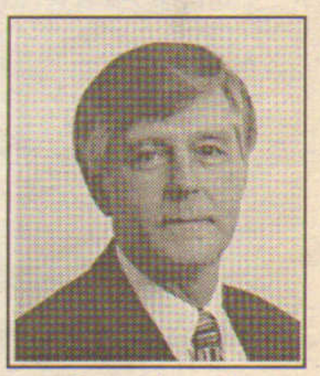
John Mueller
LEGACY



Richard Friedman
CARPENTER & CO.



Allen Hutensky
HUTENSKY GROUP



Jesse Amorin
TOWNE HOUSE REALTY



Leonard Rudofsky
BEAVER BUILDERS



Eric Brosler
INVESTMENT PROP. SPECIALIST

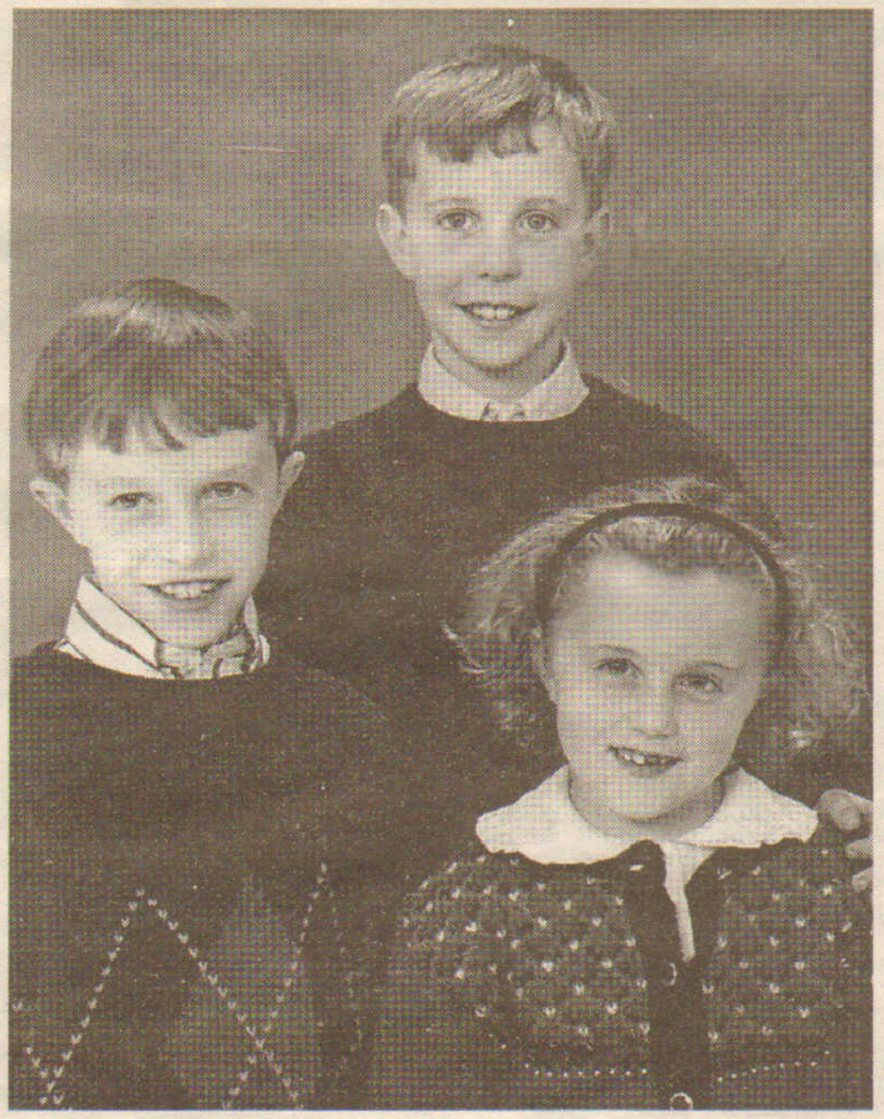


William Finard
FINARD CO.



George Cantwell
COMMONWEALTH MAINTENANCE

• FELIZ NAVIDAD MERRY CHRISTMAS HAPPY HANUKKAH JOYEUX NOEL •



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~

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WORCESTER'S LEADER
#1

May

Arrowstreet designs 120,000 s/f spec building, $8.2m, at Trammell Crow's Burlington (Mass.) Office Park.
Konover GC for $6.6m renovation of 65,000 s/f Water's Edge Resort for D.G.G. Properties in Westbrook, Conn.

McEvoy, Sullivan of Conrad sells 26,000 s/f in Randolph, Mass. for Reservoir Assoc. to Alexandria R.E. for $3.6m
Mello Const. awarded 2 contracts in Chelmsford, Mass. for library and school renovations/additions for over $9m.

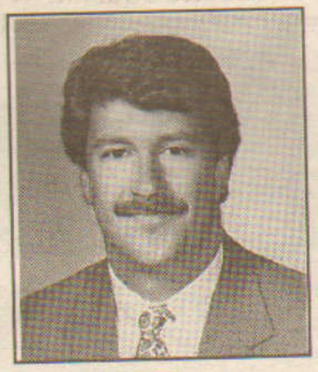
Stubblebine, Parsons, Kelleher & Sadowsky cobroker sale of 492,000 s/f in Worcester for $1 million.
Fallon Hines & O'Connor brokers $21.6m sale/leaseback of 560,000 s/f Star Markets stores and warehouse center.

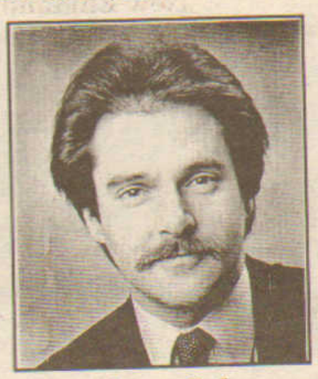
Denton-Tito/Hunneman Comm'l. sell 121,471 s/f Post Road Plaza, Merrimack, N.H. for $.2 million.
Hecht of CBC/Whittier Ptrs. sells 2.6 acres to Summerfield Suites Hotel for $3.2 million.

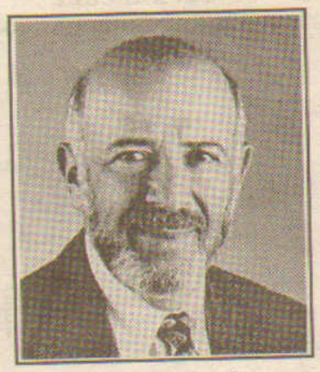
Keller/David sells 3 sites in Norwell & Randolph, Mass. to TriNet Realty, 156,000 s/f for $15 million.
Portser R.E. sells 49,350 s/f Northbridge (Mass.) Self Storage site to Sovran Acquisition for $2.055 million.

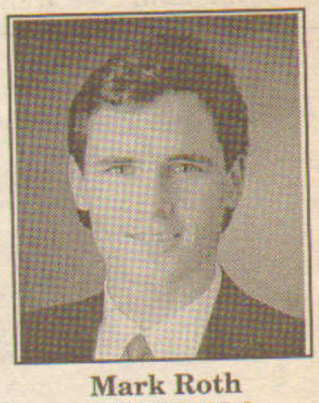
Spaulding & Slye brokers sale of Nordic's 145,000 s/f 230 Congress St., Boston to Financial District for $22.5m.
CBC/Whittier Ptrs. brokers $17.25m sale of 89,300 s/f 70 Franklin St., Boston to Mass. Mutual for Roundwood.

Horton-Lindgren of Boston Mortgage Capital arrange $3m loan for Nordblom's 46,000 s/f in Burlington, Mass.
Boston Properties breaks ground for 250,000 s/f spec offices in Waltham; Berry & Son CM on 15.3 acres.


Jeff Finan
HAYES & SHERRY


Andrew Cohen
CENTURY INVESTMENT


Al Kushinsky
GRANT THORNTON


Mark Roth
CUSHMAN & WAKEFIELD


Michael Gallerani
PLYMOUTH OFFICE OF ECONOMIC DEVELOPMENT


Ed Nardi
INTERCONTINENTAL COMPANIES


Robert Haynes
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JUNE

Trammell Crow acquires Fallon Hines & O'Connor, Boston, for $32.8m; FH&O's ten principals remain.

Northland Dev., SMMA & Turner building UNUM's 300,000 s/f expansion; $50m offices among largest in Portland, Me.

Boston Realty Works to manage 11 new buildings with 83 mixed-use, apts., condos in downtown Boston.

Lemire, Daglio & Bronson/CBC Whittier sell 11 buildings, 2 lots, 525,800 s/f for Koll/Bren Realty for $15.2 million.

Prakken of Boston Mortgage Capital closes $4.1m loan for Haynes' 67,520 s/f offices in Wellesley, Mass.

Lemire, O'Connor, St. John of CBC/Whittier Ptrs. broker $5.65m sale of 1515 Hancock St., Quincy, for Ford Motors.

Fini R.E. Group sells 48 units in Nashua for Equity Assoc. to Westmount Financial for $1.75 million.

Morris of O,R&L Realtors brokers sale of 51,000 s/f offices at Enfield (Conn.) Corporate Ctr., for $1.6m.

Crosspoint purchases 6 shopping centers, 378,000 s/f all anchored by Star Markets' supers for $60 million.

Heller & Morgan Stanley provide $107.5m loan to Chestnut Hill Realty to refinance apt., and shopping ctr. sites.

Ashworth of Ashworth Mortgage places $8.4m fixed rate financing for 140 unit Appleton Est., Methuen, Mass.

Kelleher & Sadowsky sign 4 leases, 145,000 s/f, in Worcester; 45,000 sf/ with Katz to City of Worcester.

Nickerson arranges $3.4m for SMC and Secured Realty through Berkshire Mortgage to acquire 20,000 s/f.

CEA Group breaks ground for 27,200 s/f office building in Wellesley (Rte. 9); Bergmeyer design, Stonewood agent.



Dennis Kulesza
METROPOLITAN RESTORATION



Mark Leventhal
BEACON PROPS.



John Anderson
KONOVER MGMT.



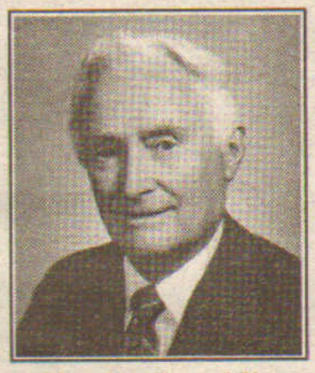
Mark Levy
RIVERSIDE PROPERTIES



Richard Nekoroski
NATIONSCREDIT



Charles Devine
DEVINE R.E.



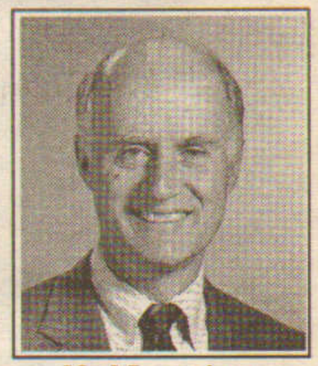
Charles Spaulding
SPAULDING INVESTMENT



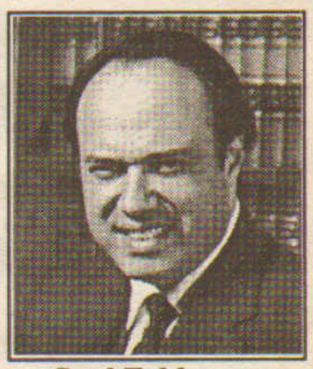
Patrick Ford
N.E. HOTEL REALTY ADVISORS



Casimir Groblewski
SPECTRUM FINANCIAL



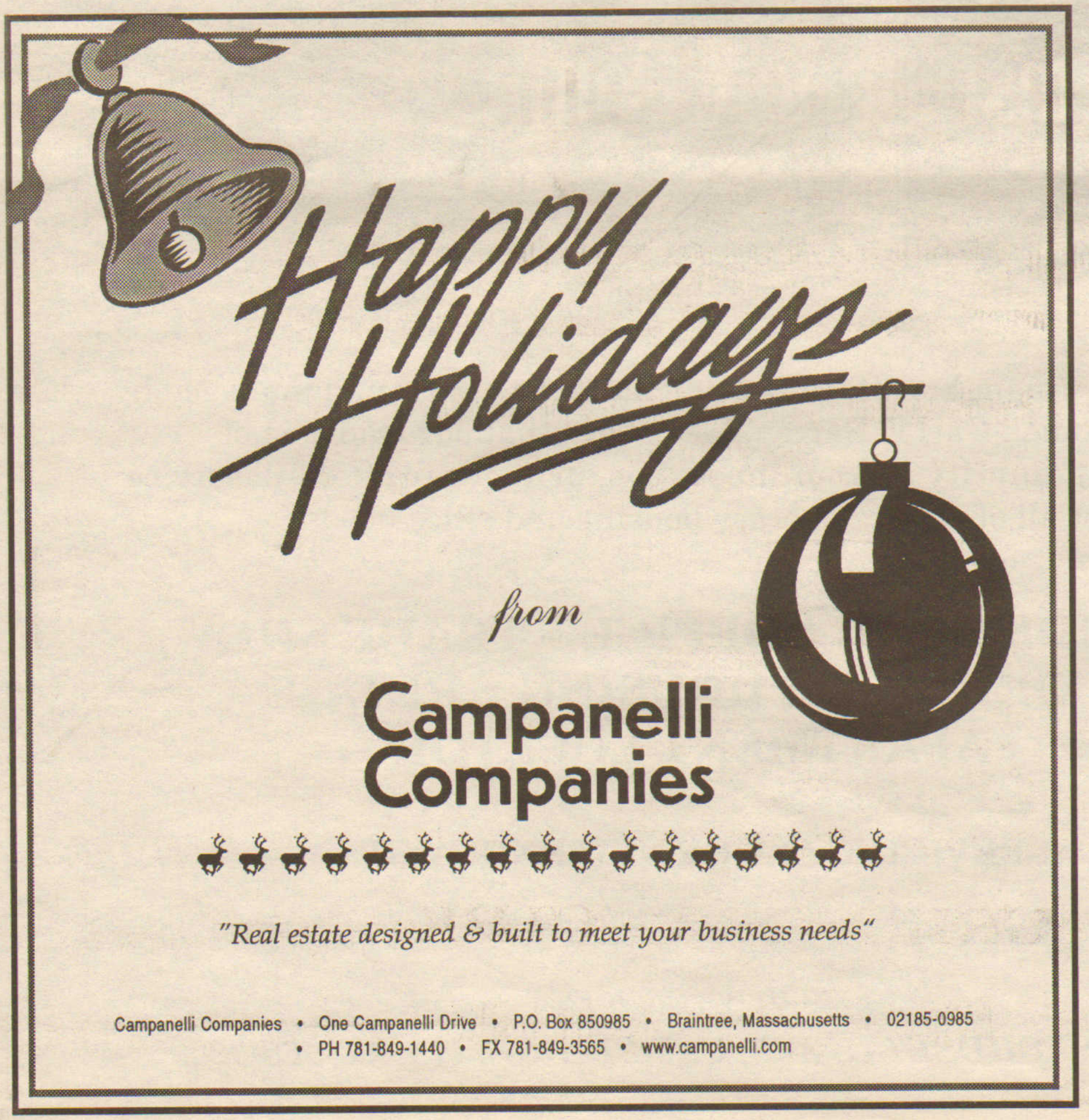
Ned Leeming
CUSHMAN & WAKEFIELD



Saul Feldman
FELDMAN LAW OFFICES



John Macomber
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JUNE

Boyarsky of D.A.B. Brokerage sells 20 Brookline apts. to Nine Summit Avenue LLC for $2.39 million.

Conrad Group's Conrad & McCourt sell 20 acres in Quincy to Thorndike Dev. for Monarch Life for $3.35 million.

BRA approves Raymond Property's 520,000 s/f 102 million residential, retail, hotel on Battery Wharf .

Wamester of H. Pearce Co. brokers $4.65m sale of 62,484 s/f offices in Windsor, Conn. to B&P Realty.

Cutler Assoc. breaks ground on 28,000 s/f $2.5m Hyde School gymnasium in South Woodstock, Conn.

Goodchild & McGuire of CBC/Whittier leases 44,000 s/f for TA Assoc. in Lexington with McCall & Almy.

Beacon Skanska & Elkus Manfredi top off $35m 145,000 s/f Brockton Trial Court.

Tolk of Scalzo Comm'l. sells sites in Danbury & New Milford, Conn., 27,650 s/f, to Acme R.E. for $3.425m.

Millennium Ptrs. starts $400m 1.8m s/f Millennium Place in Boston; CBT assists Handel of NYC in design.

Shahbazi of Everest Ptrs. buys 53,000 s/f Porter Sq. (Cambridge) Galleria from Mass. Mutual for $8 million.

Konover GC for $6.2m 121 room Homewood Suites in Farmington being built by Promus Hotel Corp.

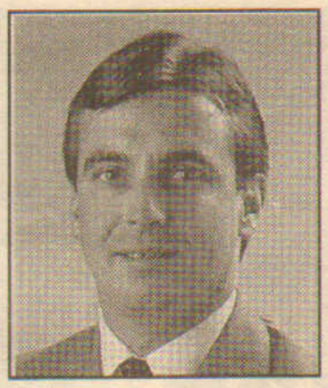
Berkowitz of Blue Chip sells 156 apts. in Canton, Mass. to Equity Residential for $15.2 million.

Butler of Meredith & Grew arranges $2. million for 36,000 s/f Duxbury Marketplace.

Schwarz of Palmer Russell & Eleasar of Omni R.E. co-broker 8,000 s/f stores in Brookline for $642,000.



Ethan Penner
CAPITAL AMERICA



Thomas Farrelly
CUSHMAN & WAKEFIELD



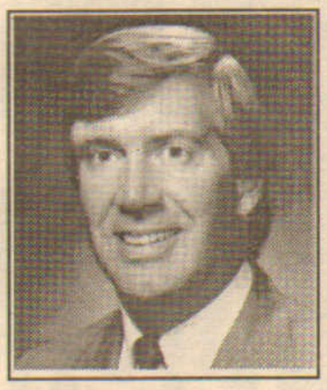
John Williamson
SAMUEL D. PLOTKIN



Theodore Caswell
CASWELL CORP. INTERIORS



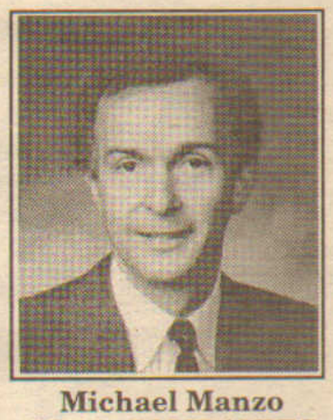
Edwin Sidman
BEACON PROPS.



Richard Jumpp
JUMPP COMPANY



Kevin Higgins
DANIEL B. KATZ



Michael Manzo
BEAL COMPANIES



Alan Smith
KONOVER ACQUISITIONS



Bob Herron
HOLLIDAY FENOGLIO



John McLaughlin
HUNNEMAN COMMERCIAL



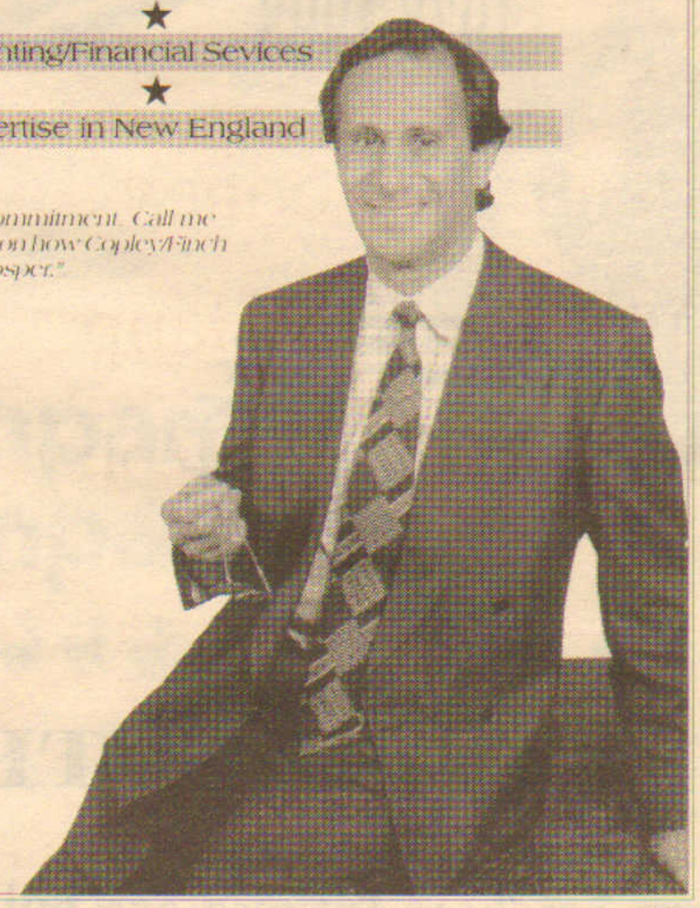
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Designed by New England Real Estate Journal

JULY

Wellsford Comm'l. Props. acquires 1m s/f Saracen portfolio along Rte. 128, 5 cities and towns, for $146m.

Spaulding & Slye negotiates sale of 222,726 s/f Putnam Place in Braintree for $31.65m to Health & Retirement.

Commons Dev. celebrates grand opening of $30m River Glen 132 townhome community in Bedford, N.H.

ACS Dev. to build $25m 10 story offices, 350,000 s/f, in Chelsea, Mass. with 170,000 s/f offices and parking.

Morris of O,R&L Realtors brokers $1.6m 51,000 s/f sale of Enfield, Conn. Corporate Center; named agent.

Inglese-Kenny of Lexington Ptrs. broker $1m sale of 23,000 s/f Roadway Express terminal in So. Windsor, Conn.

Brown Construction begins phase one of Poland Springs, Me., warehouse; 120,000 s/f of $3.5m addition.

New Boston Fund buys 255,172 s/f, 35 acres at Trefoil Park, Trumbull, Conn; Cushman-Wakefield sells $18.5m site.

Lipson-Johnson of GMACCM complete $24.2m financing for Chestnut Hill Realty's 6 apt. properties.

Meredith & Grew's Phelan, Douvadjian & Charneski arrange $22.5m Nomura financing for 49 Brookline condos.

Sgroi of Dartmouth Co. does $8.1m sale of 50,445 s/f Chadwick Bldg., Boston, to Modern Continental Ent.

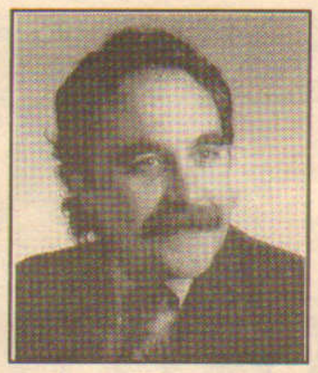
Neelon & Haynes cobroker $6.38m sale of 71,553 s/f Bedford, Mass. offices to Crosby Drive Realty Trust.

Power of New England Realty Resources arranges $5.125m for Haynes Mgmt.'s 19 Crosby Dr. in Bedford.

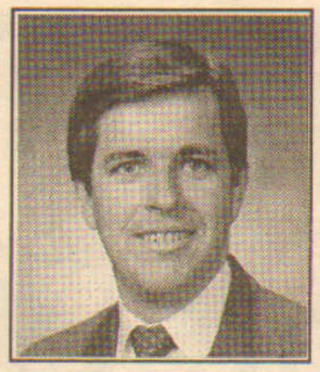
Ashworth Mortgage arranges $2.95m permanent fixed rate loan for 112,500 s/f warehouse/dist. site in Lakewood, N.J.



Albert Scaralia
ALBERT REALTY



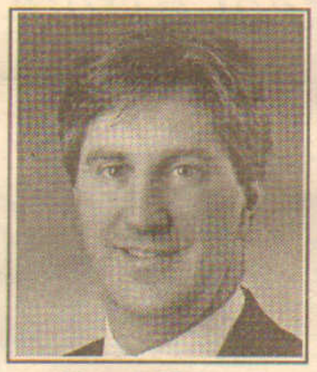
James Hanrahan
BOWDITCH & DEWEY



Paul McInnis
PAUL J. MCINNIS AUCTIONEERS



Alfred Spagnolo
SPAGNOLO GISNESS & ASSOC.



Frank Nelson
CUSHMAN & WAKEFIELD



Brian Marsden
SAUNDERS REAL ESTATE



Stephen Murphy
LYNCH MURPHY WALSH & PTRS.



Phil Burgess
BURGESS PROPERTIES



James Hooper
SPAULDING & SLYE



Eric Erickson
VIKING MORTGAGE



Dan Dunn
ADAMS BUILDERS



Michael Lindgren
BOSTON MTGE. CAPITAL

APPRAISALS

CONSULTING

TESTIMONY

COMMERCIAL

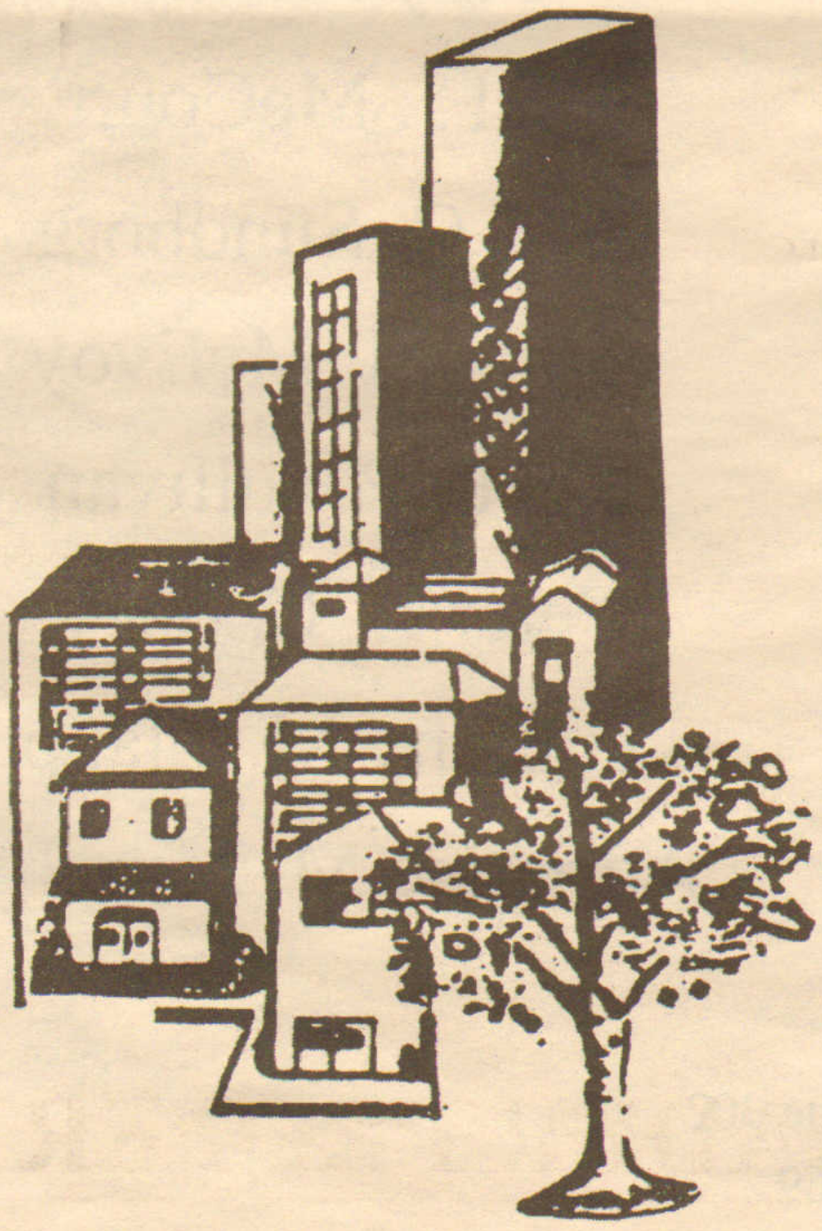
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Robert G. Bramley, MAI

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July

Hines & Tufts Univ. to develop 2.1m s/f, $600m mixed-use facility at South Station; Cesar Pelli architect.

Macomber starts $8.2m joint venture apartments with ABCDC and CTC designed by Mostue in Allston, Mass.

Peckham Boston sells 160,000 s/f offices in Marlborough, Mass. with Tom Rochford of Calif. for $28m.

Mark Ottmann completes 120,000 s/f for BTM Capital in Boston, 60,000 s/f for Tellabs Wireless, Burlington.

Zinn of H. Pearce cobrokers 73,000 s/f $2.65m sale with Weed Realty for Owl Realty to Brescome Barton.

Suffolk Const. celebrates opening of 115,000 s/f Showcase Cinema, 16 screens, for National Amusements.

Granger Northern chosen to build $285m 247,000 s/f North County Prison in Berlin, New Hampshire.

Congress Const. begins $7m 64,000 s/f 80 unit assisted living community in Hyannis (Cape Cod) for Parkside.

Commonwealth Dev. starts 1.25m s/f $450m Providence (R.I.) Place mall; Hoyts Cinema, Nordstrom's anchors.

Koury-Millerd of Spaulding & Slye broker 145,500 s/f $12.05m sale of Fairbanks Plaza in Keene, New Hampshire.

Fallon Hines & O'Connor sells $4.3m 129,494 s/f Caldor Shopping Center in Methuen to R.D. Capital for MetLife.

Northeast Retail Leasing & Mgmt. leases 50,000 s/f to Bon Ton Shops at Westfield Shops in Westfield, Mass.

Shair of M&J agent for Twin City Mall, Leominster, Mass., welcomes Victory Market to 65,000 s/f.

Raymond Property Co. breaks ground on 240,000 s/f 18 story Trinity Place; $63m Back Bay Boston condominium.



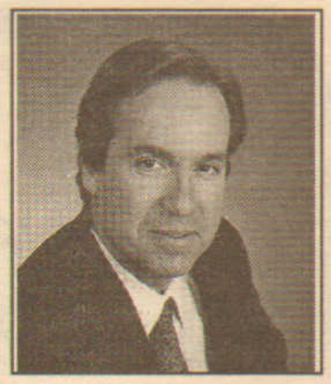
Steven DiSisto
KING DAVIS AGENCY



John Eysenbach
R.W. HOLMES REALTY



Daniel Flynn
DANIEL J. FLYNN & CO.



David Smookler
DARTMOUTH CO.



Peter Goedecke
GOEDECKE & CO.



Jeremy Hubball
NORTHLAND INVESTMENT



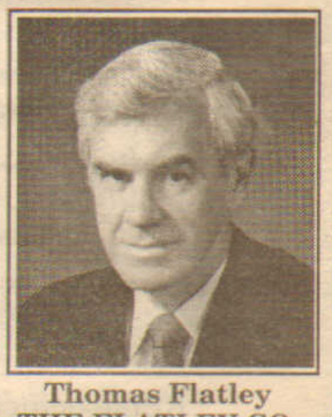
Gabriel Zizza
EASTERN BLDG. SERVICES



Therese Cochran
AMERICAN PROPS. TEAM



Kevin Malloy
PETER ELLIOT LLC



Thomas Flatley
THE FLATLEY CO.



Jonathan Davis
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Thomas Barry
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Staples recently vacated their original 17,000 s.f. space for a new 24,000 s.f. space at Staples Plaza. The vacated space is presently under a LOI which would represent 100% occupancy.



Route 12-A pad - This strategic pad site is under agreement with Dunkin Donuts and will be constructed during the winter of 1999.

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August

Avalon Bay Communities purchases Prudential Ctr. Apts. from Prudential Ins.; 781 units sold for $130m.

Monks & Co. sells 23 acres in Nashua at Westwood Park to Delta Education for $1.375m; Dacon to build 247,500 s/f.

Millennium Ptrs. & MDA break ground on 550,000 s/f office; Skidmore Owings Merrill archt. for $190m site.

Breda of Boston Mortgage Capital arranges $20m loan for 230,000 s/f Post Road Plaza, Poughkeepsie, with Amresco.

Cushman & Wakefield, Nordblom lease 28,441 s/f at Lexington Corporate Ctr. to Domain for Nordic Props.

Norwood Group sells 28 unit Darby Field Common in Lee, N.H., to Ronald Goldstein for Pomerleau for $1.192m.

National Storage Ptrs. formed to acquire $100m in self-storage properties by Jack Guttman of Westport Realty.

Heller Financial arranges $10m for Shaw's Grocery Ctr. in Tilton, N.H.; 90,700 s/f also anchored by Staples.

Spectrum arranges $25.35m for 660,000 s/f sites owned by Campanelli Cos. of Devens (Ayer) Commerce Ctr.

New England Realty, Commonwealth R.E. Counsel arrange $30m with ING Inv. for Saunstar's Boston Park Plaza.

Smith, Swartz, Oberg of Spaulding & Slye sell 210,000 s/f for New Boston Wilmar to Berwind for $18.2 million.

Ryan Elliott of R.I. joins CB Richard Ellis-N.E. Ptrs.; Charles Francis named president, Jay Fluck executive v.p.

Fantini & Gorga arranges $2.2m for Greyhound Realty's refinancing of 108 unit Parkview Apts.

Hayes & Sherry leases 22,000 s/f with Cushman & Wakefield for Falcon R.E. Investment to A.T.&T., Providence.



Irma Mann
I.S.M. STRATEGIC MARKETING



George Fantini
FANTINI & GORGA



Peter Brown
PETER ELLIOT LLC



Arnold Peck
ARNOLD PECK CO.



Thomas Hynes, Jr.
MEREDITH & GREW



Donald Bouchard
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August

Campanelli breaks ground on 150,000 s/f Serta Boston $9.5m manufacturing facility in South Boston.

Ashworth Mortgage closes $1.5m fixed rate with conduit for 30,980 s/f Quinsigamond Plaza retail in Shrewsbury.

Pergola & McCaffrey of Meredith & Grew sell 160,000 s/f at Mansfield Corp. Ctr. to TA Realty for $19.93m.

Larew of Legg Mason Dorman & Wilson arranges $59m for 725,000 s/f Harbor Plaza Office Pk., Stamford.

Flansburgh + Assoc., West. Const. complete 148,000 s/f $17.3m school in Easton, Mass.; NSBA, AASA honors.

CB Richard Ellis negotiates $19m sale of 309,000 s/f Irondequoit, N.Y., offices for Eastman Kodak to HRPT.

Sullivan of Conrad sells 115,900 s/f in Milford, Mass. to Koffler Group at Birchwood Business Pk. for $6.8m

Macomber begins $55m 137,000 s/f renovation/expansion at Boston College; Shepley Bulfinch R.&A. design.

Konover GC for $3.9m 31,000 s/f fit-up, renovations for Conn. D.P.W. property in Hartford.

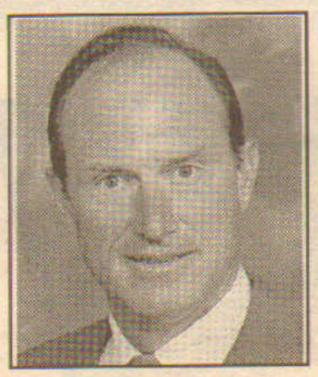
Stebbins and NAI/Paramount sell 51,000 s/f Maple Tree Mall, Manchester, N.H. to K.S. Land for $3.75m.

Harvey & Tylaska of Harvey Assoc. sell 3 apt. sites in Groton & New London to Ansonia Acquisitions for $19m.

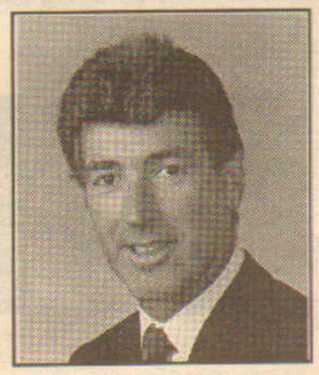
Butler of Meredith & Grew completes $2 million loan for 34,796 s/f Ledgemere Plaza, Ashland, Mass. to Ash LLC.

Greer of Cushman & Wakefield arranges $28.5m for D'Amato Bros. Builders' 800,000 s/f Conn. portfolio.

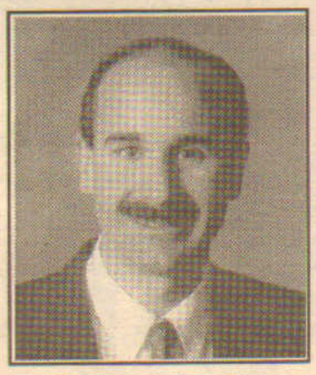
Bailey & Burr of Spaulding & Slye sell 256,000 s/f in Brighton for Bull HN to B.V. Dev. for $4.9m.



Stuart Pratt
HUNNEMAN COMMERCIAL



J. Michael Flynn
MEREDITH & GREW



Richard Freitas
COLDWELL BANKER COMM'L.



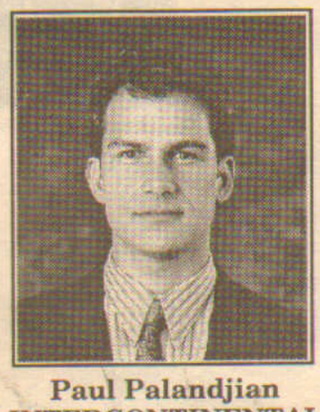
Dave Driscoll
CARR ENTERPRISES



Maria Hopkins
MARIA HOPKINS ASSOCIATES



Steve Fischman
NEW ENGLAND DEVELOPMENT



Paul Palandjian
INTERCONTINENTAL COMPANIES



Paulette Wood
WOOD/MILLER ASSOCIATES



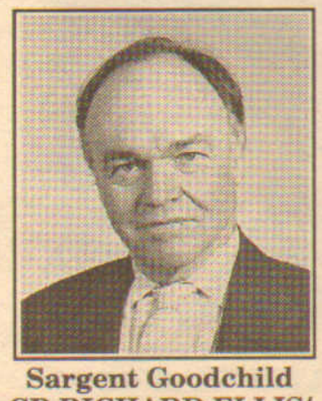
George Lieser
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Carl Traub
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John Jackman
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SEPTEMBER

David, Mack & Prudential break ground on 400,000 s/f Reservoir Corp. Ctr., Shelton, Conn.; $50m offices.
Spaulding & Slye to manage 2m s/f for Beacon Capital Ptrs. in Cambridge; Technology Sw., Athenaeum, Cinema.

Binswanger and Fallon Hines & O'Connor lease 150,000 s/f for Moosup Pond Rd. LP to Staples, Plainfield, Conn.
Global Comm'l. named agent for 82,000 s/f Northpoint (industrial) Park in Hooksett, New Hampshire.

Cabot Road Ptrs. (Berkeley) buys 330,000 s/f former Wellington Business Ctr. III for $45.5 million.
Nolan & Smith of H. Pearce sell 36,300 s/f at North Haven Industrial Pk. to Million & Assoc. for $1 million.

Coldstream R.E. Advisors leases 10,000 s/f industrial to two represented by McCoy and Dutile.
Van Sciver & Crowder of Phoenix sell 2.11 Milford, N.H. acres for Granite Bank for $360,000.

Meredith & Grew, Nordblom & Grubb & Ellis sell 200,000 s/f in Bedford, Mass. for Nordic Props. for $20m
Boston Capital Mortgage provides $10m for 71,297 s/f Lantern Plaza, No. Attleboro through J.M. Feeney Assoc.

Spectrum Fin. arranges $6.88m for Bed Bath & Beyond's 36,000 s/f at Braintree Marketplace.
Continental Wingate arranges $39.2m for 2 Chestnut Hill Realty's Providence apartments/commercial properties.

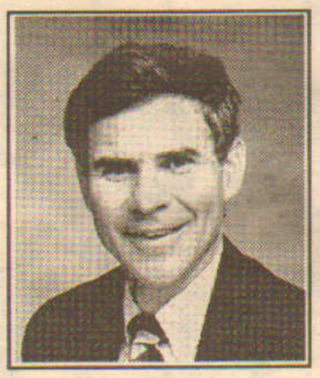
Ashworth Mortgage places $6.5m loan to Green Mountain Mall, 195,000 s/f in St. Johnsbury, Vermont.
Ryan Elliott and Paramount sell 46,000 s/f in Smithfield, R.I. to CVS Pharmacy for $2.8 million.

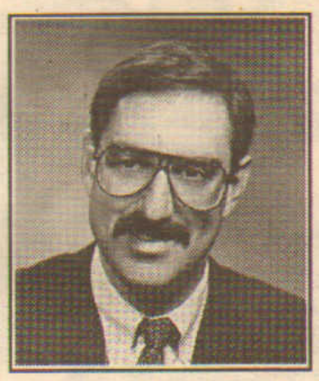

Frank Pietroski
FD PIETROSKI & CO.


John Gorga
FANTINI & GORGA


Jim Corrigan
CORRIGAN CO.


Richard Perkins
LANDVEST OF BOSTON


Terry Flahive
PRINCETON PROPERTIES


Theodore Tye
NATIONAL DEVELOPMENT

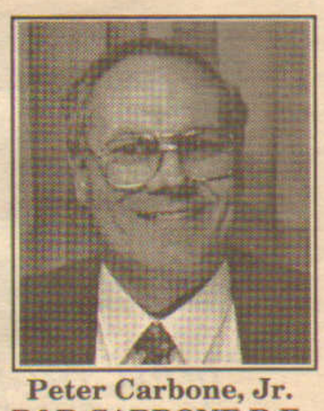

Edward Sentivany
SENTIVANY & ASSOCATES


John Iredale
KARSTEN CO.


Charles Tseckares
CBT/ARCHITECTS

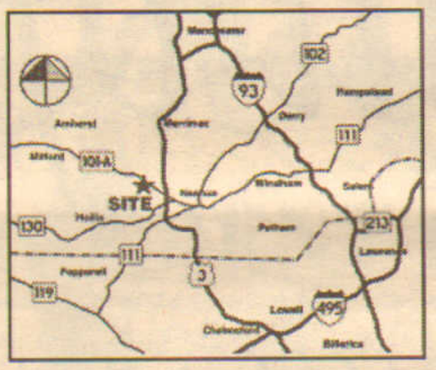

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228 LITTLETON ROAD, WESTFORD, MA
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170 OLDE CANAL DRIVE, LOWELL, MA
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307 AIRPORT ROAD, FITCHBURG, MA
- 85,000 square feet
- Single story industrial
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100 NEWARK STREET, HAVERHILL, MA
- 30,000 square feet
- 16' clear
- $5.50 NNN

195 INDUSTRIAL ROAD, FITCHBURG, NH
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- 14' clear
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- $950,000 for sale

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- Office or Health club
- $2,000,000

900 MIDDLESEX TNPK, BILLERICA, MA
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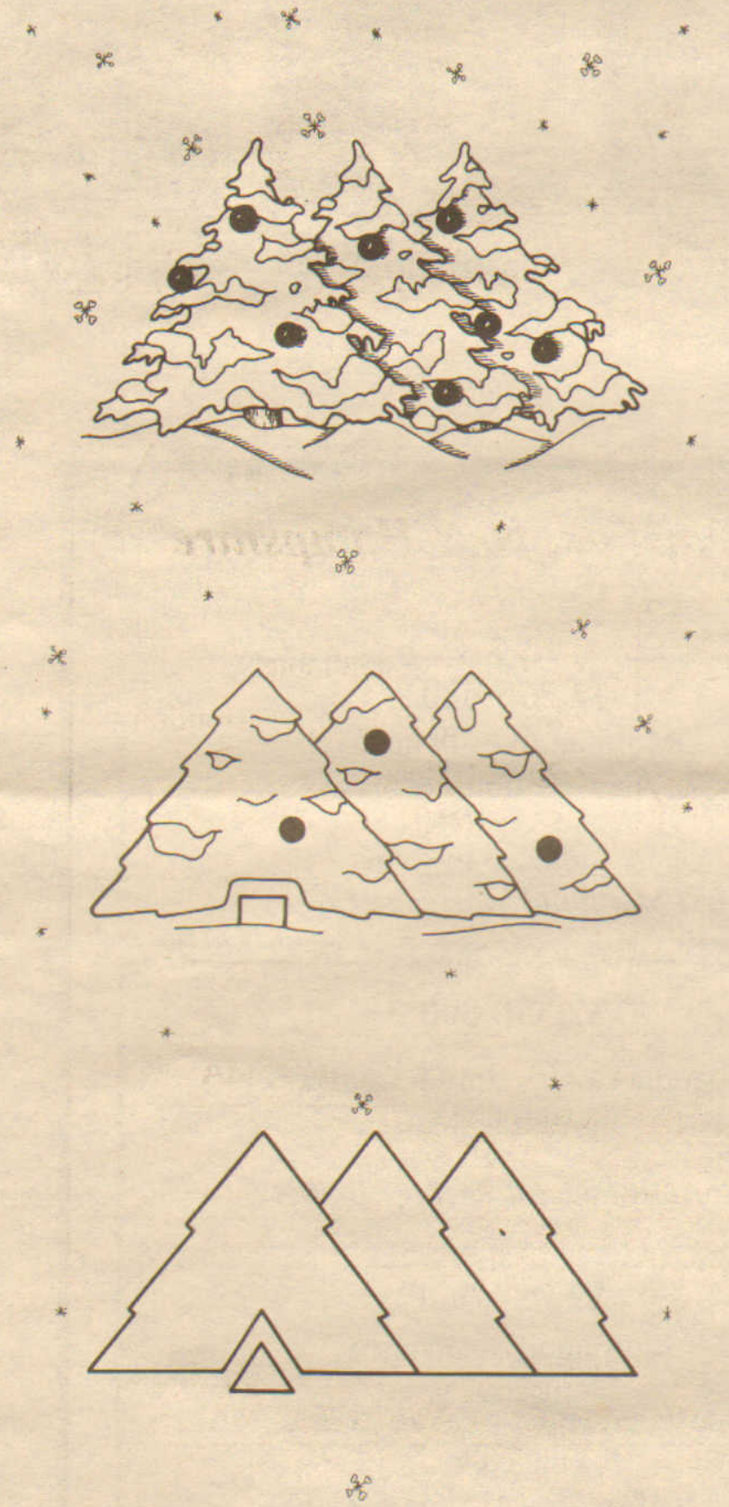
ONE GENERAL WAY, READING, MA
- 25,000 square feet
- 16' clear
- $6.25 NNN

21 ALPHA ROAD, CHELMSFORD, MA
- 21,000 square feet available
- Office/R&D space
- $7.00 NNN

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Season's Greetings



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SEPTEMBER

Fantini & Gorga arranges $8m for Saxon R.E. Ptrs.' 700 manufactured homes community in Middleborough.

Crosspoint, 1.2m s/f offices in Lowell, bought for $525,000 in '94, sold Alvarado-Kelly for $100m.

Telegraph breaks ground on $8.3m 120,000 s/f offices in Solomon Pond Pk., Marlborough; Codman agent.

Witten & Nolletti sell 102 unit Park Royal Apts. in East Haven to Grover Property Tr. for $4.465 million.

Interstate Const. starts $10m addition/renovations at Greenfield School in Peabody, Mass.

Cathartes Investment sells 700,000 s/f Boott Mills, Lowell, for $6m to Fort Point Properties.

Konover GC for 70,000 s/f $6.5m Farmington Assisted Living facility designed by Associated Architects.

Crown Const. breaks ground for 10 condominiums, Auburndale Yard, for Newton Community Dev. Foundation.

Finova Realty Capital closes $1.7 billion in real estate debt and equity deals in NE expansions.

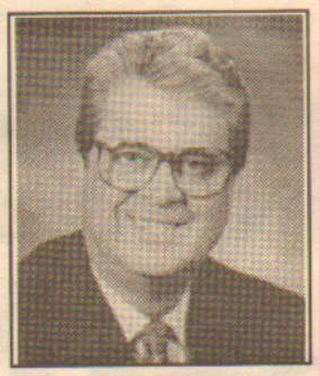
Shahbazi of Everest Ptrs. buys 301,000 s/f Granite State Mktpl. and Maple Tree Mall for $24 million.

Corporate Realty Inv. closes $8.4m net lease on 250,000 s/f whse./dist. for Delta Education.

Integrated Builders awarded $6m contract for 80,000 s/f renovation by 108 Bishop Associates.

CB Richard Ellis/Whittier Ptrs. appointed leasing agent for 150,000 s/f Apple Valley Mall.

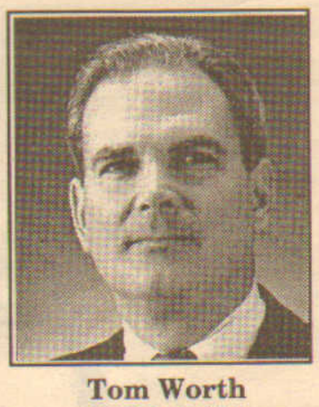
S.R. Weiner to add 35,000 s/f to Filene's 75,000 s/f anchor at TA Associates Realty's Hanover (Mass.) Mall.



Jim Lambert
UNIVERSAL SYSTEMS ASSOC.



Polly Bryson
SPAULDING & SLYE



Tom Worth
CALCAGNI COMMERCIAL



Ron Grolljahn
GRANITE COMMERCIAL



Thomas Menino
MAYOR OF BOSTON



Jim Tansey
GRANT THORNTON



Patrick Wellspeak
WELLSPEAK DUGAS & KANE



Kevin Quinn
JOSEPH A. BLAKE APPRAISAL



Andrew Hoar
CB RICHARD ELLIS/ WHITTIER PTRS.



James Matthew
BLACKSTONE NEW ENGLAND



John Walkey
CHOATE, HALL & STEWART



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$1,358,000
Multifamily – 48 units
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$520,000
Multifamily – 6 units
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Boston Federal Savings Bank

$2,300,000
Residential Condominium Conversion
Brookline, MA

Boston Federal Savings Bank

$3,100,000
Mixed Use
Andover, MA

Conduit Financing

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$440,000
Industrial Condos
Westborough, MA

Boston Federal Savings Bank

$1,040,000
Multifamily - 12 units
Boston, MA

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OCTOBER

McGonigle-Tanski of Grubb & Ellis broker $21m sale of 207 unit Northgate Heights in Waltham for $21m.
Stewart of Cronheim Mortgage arranges $5.5m for Center of N.H. Holiday Inn with Shawmut Bank, Hartford.

Keefe of HT Hampe Assoc. sells 145,000 s/f offices to Mack-Cali Realty in Norwalk, Conn. for $18.6 million
Griffin, Herlihy, Griffith of Fallon Hines & O'Connor sell 49,812 s/f for Cornerstone to A.W. Perry for $6m.

Isenberg-Reed of Stebbins sells 20,000 s/f for Treisman to N.H. Dept. of Employment Security for $1.3 million
Lyman Dev. & R.E. brokers sale of 94,630 s/f in Norwich, CT to Nutron Manufacturing for $1.55 million.

Katz sells downtown Worcester office for UMass Memorial Health Care to Protocol Communications.
Patriot American selects Trammell Crow for $26m office to hotel conversion of 300,000 s/f at 89 Broad St., Boston

Murphy, O'Brien/New England Realty arrange $8.55m for 163,808 s/f Merrimac Plaza with Morgan Stanley.
Spectrum Financial arranges $7m for 102,000 s/f ECRM HQ site in Tewksbury with J. Hancock R.E. Finance.

Ashworth Mortgage's Fish places $6m for 104 unit Charles Daniels Apts. in Malden owned by Marrick LP.
Vazza & Wight sell 44 unit Woodbridge Station condo community in Woburn; Crown GC, Hunneman marketing

Colebrook & Stubblebine cobroker 209,000 s/f in Leominster for Springfield Inst. for Sav. to Goodman Ind.
Kay Const. & ADD Inc. to build 210,000 s/f $10m office/garage for Tufts University in Medford, Mass.


Sy Wrenn
WRENN ASSOC.


Joseph Zink
ATLANTIC MGMT.


Tabetha McCarthey
BERKELEY ESSEX GROUP


Dom Saracen
WELLSFORD


David Neelon
NEELON COMPANIES

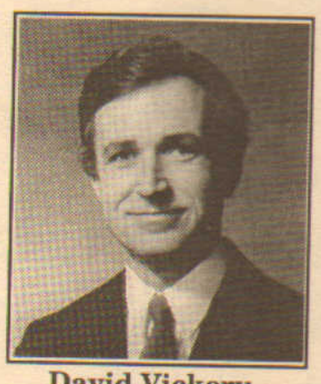

Richard Brooks
MARCUS, ERRICO, EMMER & BROOKS


Jeffrey Wooster
LYNAM AGENCY


Jay Grossman
THE CODMAN CO.


Mark Mancuso
CBL & ASSOCIATES


Denis Dancoes
CUSHMAN & WAKEFIELD


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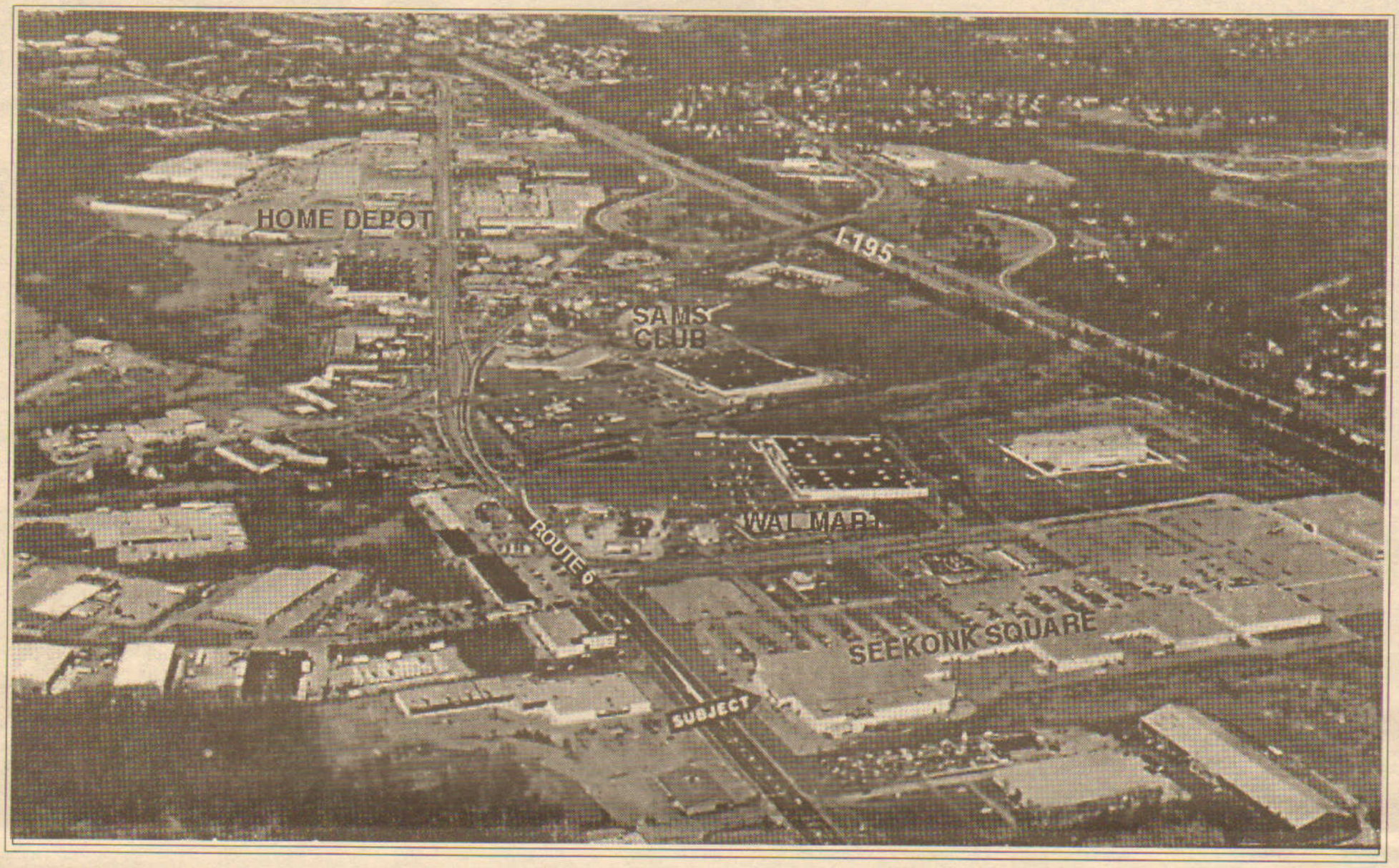
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space is potentially subdividable into blocks of 25,000 s/f or more.

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Real Estate

FOR MORE INFORMATION CONTACT:

Mike Capuano 401-737-6191
401-460-2334 Pager

OCTOBER

Suffolk starts $9m 82-unit Rosedale of Glastonbury (Conn.) assisted living site for Athena Health Care.
Flaherty-Pergola of Meredith & Grew lease 78,950 s/f for Forest City with Purpua of Trammell Crow.

Fulcrum completes $2.2m 47,000 s/f Shop n' Save Superstore in Hampstead, N.H. for Hannaford Brothers.
Pizzagalli CM for Truex Cullins Ptrs.' 120,000 s/f $3.75m University of Vermont field house, Burlington.

Tambone begins work on $12m 100,000 s/f Reservoir Corp. Ctr. in Southborough; Martini GC, Vitols architect.
National Dev. of N.E. buys 326,000 s/f Assembly Sq. Mall in Somerville for $18.8m with Aetna Life affiliate.

Ralph Tedeschi, supermarket/shopping center leader (Angelo's, Curtis Farms, Hanover Mall) dies at 84.
R.K. Assoc. redevelops 280,000 s/f R.K. Newport Towne Ctr. in R.I.; Stop & Shop and T.J. Maxx anchors.

Trammell Crow represents Best Buy in 9 sites in New England, over 405,000 s/f in Maine, Mass. and N.H.
Aspen Group & Columbia Const. start 58,000 s/f $8m offices in Westborough; Parson Comm'l. leasing agent.

Steffian Bradley & Suffolk start 162 unit Lasell Village in Newton; $58 m site co-developed by CareMatrix Corp.
Finova's Gallito & Smith arrange $18.5m for purchase of 250,000 s/f Granite State Marketplace, Hooksett.

Druker Co. & Boylston Props. start $45m Harvard Pilgrim offices at Wellesley Gateway; Elkus designs.
Prakken of BMCC places $3.825m for KW Cos.' Comfort Inn in Burlington, Vt.: 7.45% 10 year term.


Chris Tosti
CB RICHARD ELLIS/ WHITTIER PTRS.


Lewis Heafitz
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Maurice Freedman
SASAKI ASSOC.


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We Wish You Success in Your Real Estate Deals in the New Year

NOVEMBER

Pro Con completes $20m 197,000 s/f Killington Grand Summit Hotel; JSA designs site with 10,000 s/f ballroom.
Stubblebine sells 136,000 s/f Nashua Coca Cola site to Goodman Industrial Equities for $4.25 million.

HB Nitkin Group buys 40,000 s/f Playhouse Square in Westport, Conn. from Edmond Cadoux for $10.3 million.
McNeil, Parmenter & Community Care start $24m Traditions of Wayland multi-use residences; Sturdy Oak GC.

Suffolk completes $3.4m 46,000 s/f rehab/addition at Temple Shalom in West Newton; Menders architect.
Fini R.E. sells 24,800 s/f Bedford (N.H.) Crossing offices for Lina J. Realty for $2.1 million.

Intercontinental Cos. acquires 42,000 s/f Castignetti Building for $3m; Daly/Cushman & Wakefield broker.
Murray of Katz Cos. sells 57,000 s/f Millbury (Mass.) Industrial Park building to Tire Centers Inc.

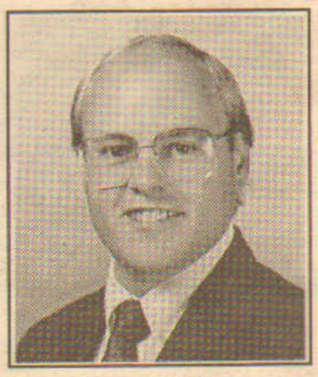
Beaver Builders to oversee $32m expansion of new England Dev./Wells Park's 192,000 s/f Cape Cod Mall.
Ashworth Mortgage places $45m to Congress Group for 400,000 s/f acquisition/renovation of Raytheon in Wayland.

O. Ahlborg completes $8m renovation/expansion of 192 bed Riverview Health Ctr., for Health Concepts in R.I.
Rodman-Sweeney of Rodman sells 41,000 s/f Riverton, R.I. site for Michalski to Hoover for $925,000.

Fleet Financial provides $26.8m to National Dev. for 151,000 s/f at 9/90 Corporate Ctr., Framingham.
Hirshland-Hoffmeister of Spaulding & Slye lease 102,000 s/f at CambridgePark to GTE Internetworking.


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From all of us



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NOVEMBER

Cassum-Fowler of Holliday Fenoglio Fowler arrange $44.5m for Druker-Boylston Props' 270,000 s/f .

Clark Builders awarded $218m contract to modernize 235,000 s/f land level transfer site at Bath Iron Works.

Brandeis-Vogel of Lester Morse broker $16.375m sale of 145,000 s/f Milford (Conn.) Place Corp. Center.

Barrack-Daume of Spaulding & Slye broker 124,000 s/f lease for Pembroke R.E. at 255 State Street, Boston.

Vazza Properties breaks ground on 120,000 s/f Libbey Corporate Park's $4.5m spec industrial site, Weymouth.

Atlantic Dev. starts $30m 330 unit Faxon Woods Retirement Community in Quincy for Amicus Healthcare.

Konover, Fusco and State of Conn. complete $21m 124,000 s/f library-clock tower at Eastern Conn. State.

Mt. Vernon Co. buys 92 units in Brighton for $5.1m; Citizens Bank & Brookline Savings provide financing.

Trammell Crow subleases 21,000 s/f for Tandy Corp. to La-Z-Boy Furniture; Dinsmore-Belsito broker.

May, Conrad & McCourt of Conrad sell 80,000 s/f in Norwood to Extra Space for $2.1 million.

McLaughlin brokers sale of 30,400 s/f office/retail in Littleton to Great Road LLC for $1.7 million.

Paladino-Chryssicas of Meredith & Grew broker $1.1m sale of 28,000 s/f Blackstone, Mass. shopping center.

Tito of Hunneman Comm'l. brokers $3.8m sale of 103,000 s/f Shaw's Plaza, Sharon, for Transcontinental.

Zarse of Nordblom sells 20,000 s/f offices for Ideal Wire in Tewksbury to Marine Polymer for $635,000.



Joel Wilder
WILDER MGMT.



Simon Konover
KONOVER INVESTMENT



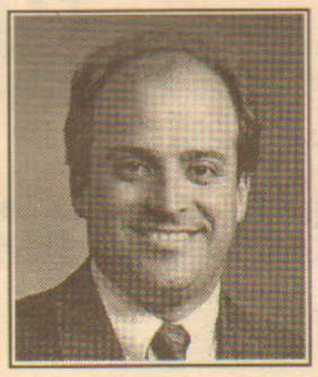
Richard Ashworth
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a Joyous Holiday Season
and a
Successful New Year

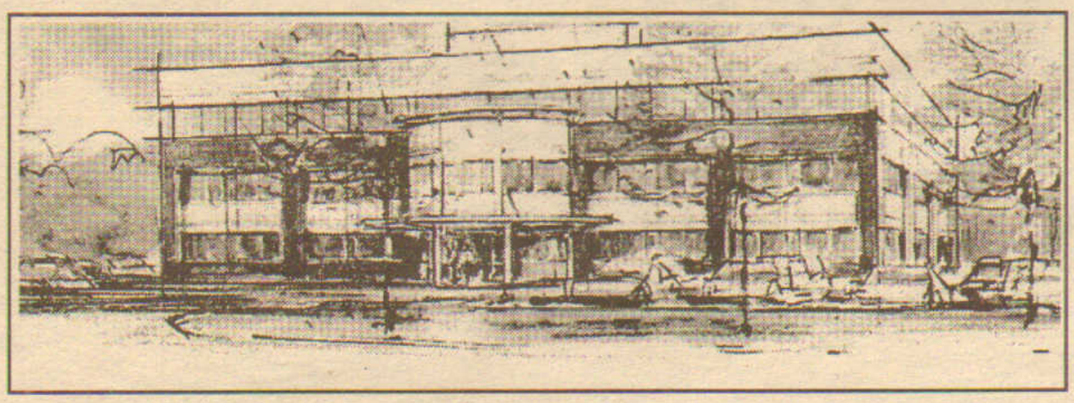
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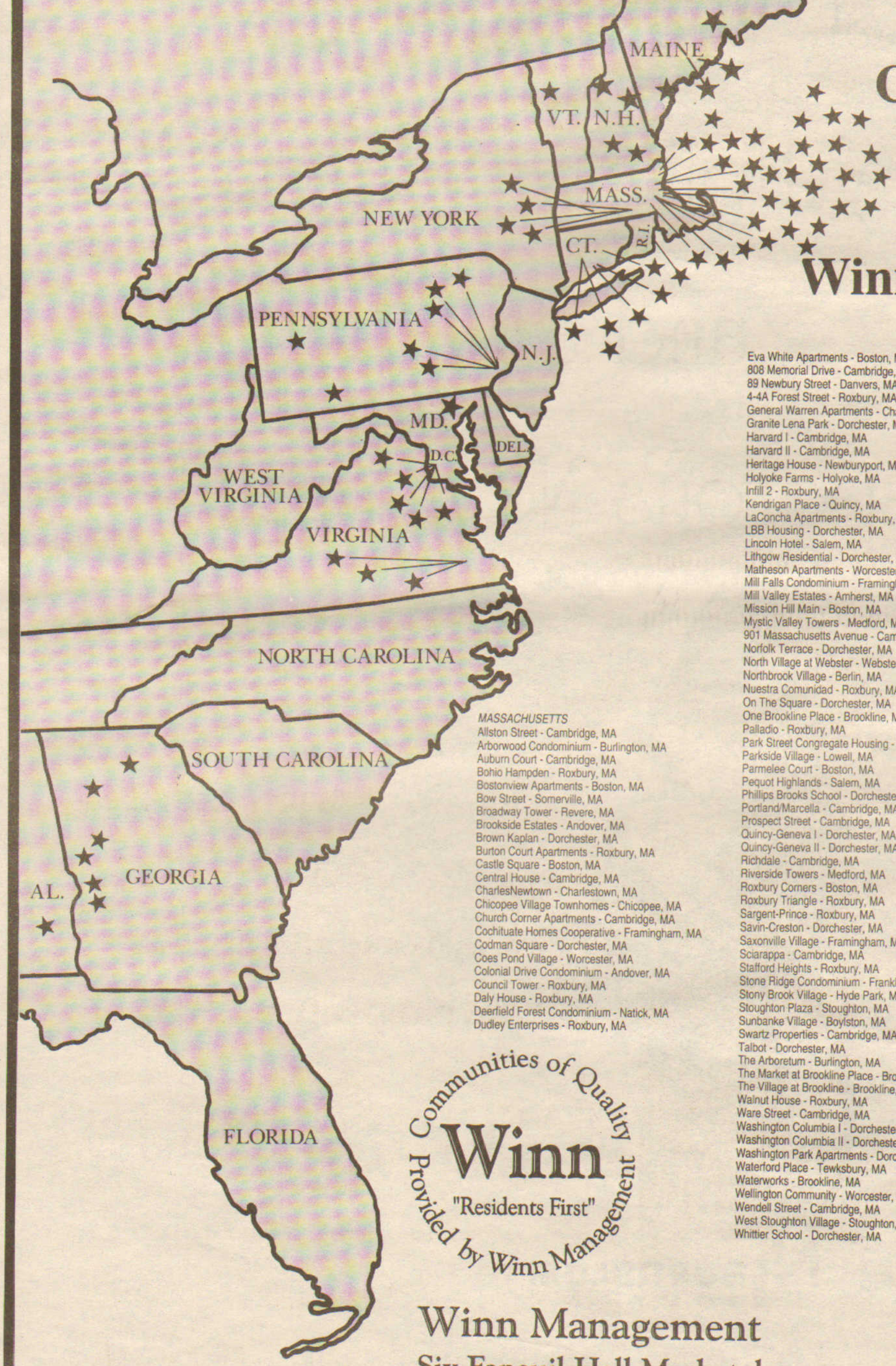
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CharlesNewtown - Charlestown, MA
Chicopee Village Townhomes - Chicopee, MA
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Cochituate Homes Cooperative - Framingham, MA
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Colonial Drive Condominium - Andover, MA
Council Tower - Roxbury, MA
Daly House - Roxbury, MA
Deerfield Forest Condominium - Natick, MA
Dudley Enterprises - Roxbury, MA
Eva White Apartments - Boston, MA
808 Memorial Drive - Cambridge, MA
89 Newbury Street - Danvers, MA
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General Warren Apartments - Charlestown, MA
Granite Lena Park - Dorchester, MA
Harvard I - Cambridge, MA
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Holyoke Farms - Holyoke, MA
Infill 2 - Roxbury, MA
Kendrigan Place - Quincy, MA
LaConcha Apartments - Roxbury, MA
LBB Housing - Dorchester, MA
Lincoln Hotel - Salem, MA
Lithgow Residential - Dorchester, MA
Matheson Apartments - Worcester, MA
Mill Falls Condominium - Framingham, MA
Mill Valley Estates - Amherst, MA
Mission Hill Main - Boston, MA
Mystic Valley Towers - Medford, MA
901 Massachusetts Avenue - Cambridge, MA
Norfolk Terrace - Dorchester, MA
North Village at Webster - Webster, MA
Northbrook Village - Berlin, MA
Nuestra Comunidad - Roxbury, MA
On The Square - Dorchester, MA
One Brookline Place - Brookline, MA
Palladio - Roxbury, MA
Park Street Congregate Housing - Dorchester, MA
Parkside Village - Lowell, MA
Parmelee Court - Boston, MA
Pequot Highlands - Salem, MA
Phillips Brooks School - Dorchester, MA
Portland/Marcella - Cambridge, MA
Prospect Street - Cambridge, MA
Quincy-Geneva I - Dorchester, MA
Quincy-Geneva II - Dorchester, MA
Richdale - Cambridge, MA
Riverside Towers - Medford, MA
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Roxbury Triangle - Roxbury, MA
Sargent-Prince - Roxbury, MA
Savin-Creston - Dorchester, MA
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Stafford Heights - Roxbury, MA
Stone Ridge Condominium - Franklin, MA
Stony Brook Village - Hyde Park, MA
Stoughton Plaza - Stoughton, MA
Sunbanke Village - Boylston, MA
Swartz Properties - Cambridge, MA
Talbot - Dorchester, MA
The Arboretum - Burlington, MA
The Market at Brookline Place - Brookline, MA
The Village at Brookline - Brookline, MA
Walnut House - Roxbury, MA
Ware Street - Cambridge, MA
Washington Columbia I - Dorchester, MA
Washington Columbia II - Dorchester, MA
Washington Park Apartments - Dorchester, MA
Waterford Place - Tewksbury, MA
Waterworks - Brookline, MA
Wellington Community - Worcester, MA
Wendell Street - Cambridge, MA
West Stoughton Village - Stoughton, MA
Whittier School - Dorchester, MA

NEW HAMPSHIRE
Countryside Village - Manchester, NH
The Fairways - Derry, NH
Waterford Green - Bedford, NH
Waterford Hills - Londonderry, NH
Willow Tree Plaza - Manchester, NH

VERMONT
Doctors Office Common - St. Albans, VT
The Courtyard - Winooski, VT
Water Tower Hill - Colchester, VT

RHODE ISLAND
Brook Village - North Providence, RI
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Abbott Towers - Waterbury, CT
Enterprise Towers - Waterbury, CT
Executive Square House - Wethersfield, CT
Sana Apartments - Hartford, CT
Schoolhouse Apartments - Waterbury, CT
701 Cottage Grove Road - Bloomfield, CT
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Waterford Commons - Manchester, CT

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Cobbs Creek - Philadelphia, PA
E.B. McNitt Apartments - New Brighton, PA
The Village at Somerset - Somerset, PA
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VIRGINIA
Church Hill House - Richmond, VA
Fairmount House - Richmond, VA
Newport Manor - Richmond, VA

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Atlantic Gardens - Washington, DC
Atlantic Terrace - Washington, DC
Benning Heights Apartments - Washington, DC
Lynwood Apartments - Washington, DC
Ritten House Apartments - Washington, DC
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Southern Hills Apartments - Washington, DC

GEORGIA
Bull Creek Apartments - Columbus, GA
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Connecticut Massachusetts New Hampshire

DECEMBER

Cremmen of Peter Elliot sells 72,000 s/f former Strawberries HQ for Milford Resolution for $3.03m.

Douvadjian-Charneski of Meredith & Grew secure $3.5m financing for Commerce Center's 50,400 s/f, Portsmouth.

W/S Dev. breaks ground on 300,000 s/f Center at Hobbs Brook, Sturbridge, to be anchored by Wal-Mart.

Peck of O,R&L sells two apartment sites in New Britain, 301 units, to Sandy Brook & Normandy Heights for $13m.

Fini R.E. Group sells 35,728 s/f retail properties in Concord, & Hollis, N.H., for $2.1 million.

Norwood Group sells 26,400 s/f industrial property in Hudson, N.H. to Applied Power for $1.188 million.

Pro Con design/build const. mgr. for $20m 108 home The Mews of Bedford (N.H.); DeWolfe marketing agent.

Katz sells UMass Memorial Health Care offices, 13,932 s/f, to Worcester Polytechnic Institute.

Leach & Schmidt of Eastern Bank of JHP Realty close $20.5m financing for 207 unit St. Germain Apartments.

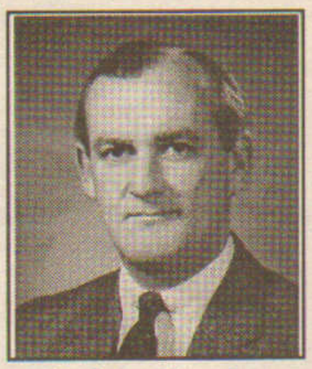
Adams of Fantini & Gorga arranges $6.65m for Robinson/ 1432 Main St. LP's offices; 60,849 s/f in Waltham.

Adams of Meredith & Grew brokers 126,000 s/f lease at 255 State St. offices to Eaton Vance Corp.

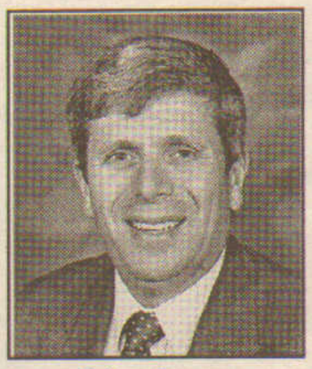
Ashworth of Ashworth Mortgage does $20m placement for 493,405 s/f whse./dist. facility in Newark, N.J.

King & Newton negotiates $415,000 sale of 12,000 s/f medical offices to WSL Enterprises in Westfield.

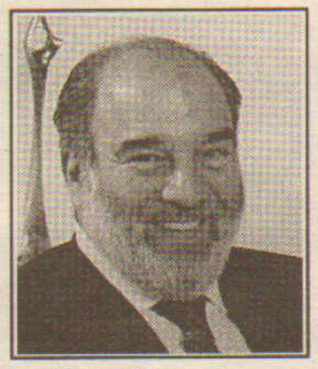
New England Realty places $2.875m for 126 apartments in Hampton & Concord, N.H. and North Adams, Mass.



Robert Cronin
MEREDITH & GREW



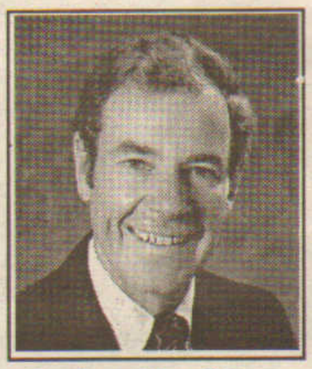
John Spurr
A.W. PERRY



Gerald Fineberg
FINEBERG COS.



Robert Tambone
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Rodger Nordblom
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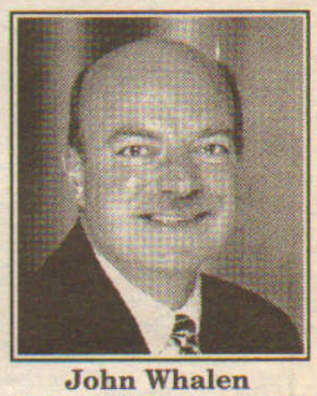
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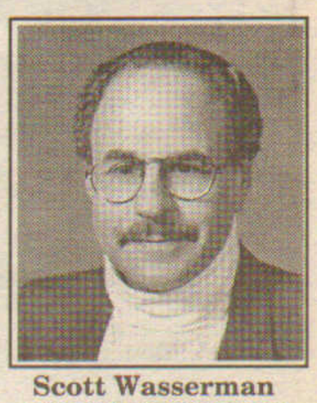
Joseph Vrabel
BOWDITCH & DEWEY



Paul Messina
SPAULDING & SLYE



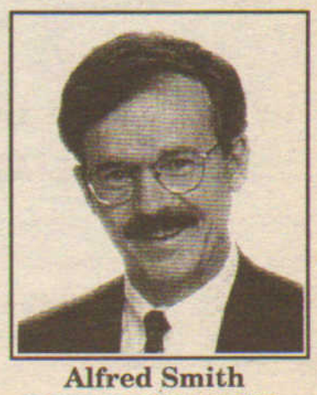
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JOSEPH BATOR - - KeyBank
70 Innerbelt Road, Sommerville - - 1400 Providence Highway, Norwood

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DECEMBER

Spagnolo/Gisness designs 120,000 s/f offices for Telegraph at Solomon Pond Park; $8.3m in Marlboro.

CB Richard Ellis represents 74 Griffin Rd. South in 449,000 s/f lease to Home Depot USA in Bloomfield, Conn.

Massimino brokers sale of 9,012 s/f former Plymouth, Mass. restaurant to Ocean Spray for $1.175 million.

Cathartes sells 80,000 s/f 55 Thomson Place in Boston for $15.3m to TMW R.E. Group of Atlanta, Ga.

Elaine Const. selected CM for Hologic's 200,000 s/f HQ in Bedford, Mass. designed by Spagnolo/Gisness.

Craffey & Co. purchases Mountain View House in Whitefield, N.H. for $1.3m; closed since 1986; no plans yet.

Poyant sells Greenbrier Motel in Hyannis for $1.1m to C.C. Mall Iyanough Road LLC.

Tito-Ross of Hunneman Comm'l. sells 40,000 s/f Crimson Galleria, Cambridge, to Raj Dhanda for $7.5 million.

Konover GC for $5.5m Cinema 12 at Westbrook Factory Stores; joint venture with Charter Oak & McNeil.

C-21 D'Amico sells 26 unit The Chelsea apartments for Bonds to Rockingham Corp. in Chelsea for $1.715m.

Citizens Bank arranges $1.2m for Chestnut Hill Rlty.; for remaining units at 84 Stony Brook Condominiums.

Trammel Crow retained agent for 465,000 Garden City S.C. in Cranston, R.I., by TA Associates Realty.

Cohen-Rothenberg to manage 500,000 s/f Mall at Chestnut Hill, Mass., anchored by Bloomingdale's.

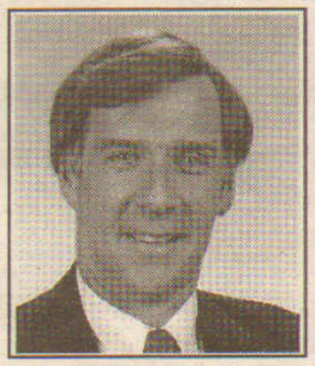
Sumner Schein designs 560 seat food court at Mall of N. H., Manchester, for New England Development.



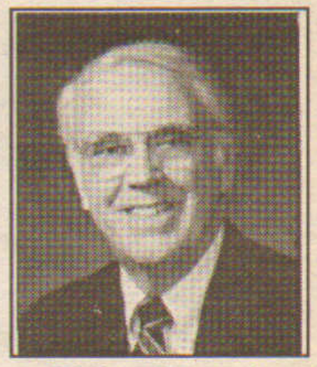
Peter Rioux
MB MANAGEMENT



Vin Albanese
NAI PARAMOUNT PARTNERS



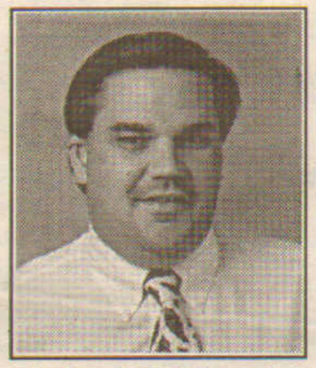
Ron Dion
R.M. BRADLEY



Richard Dennis
CASEY & DENNIS



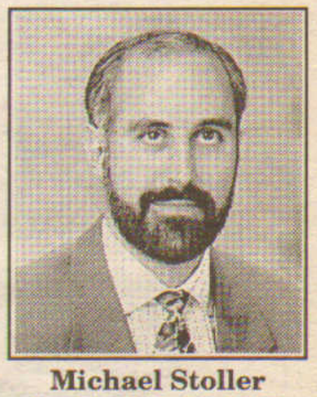
Bradford Casler
CASLER &CO.



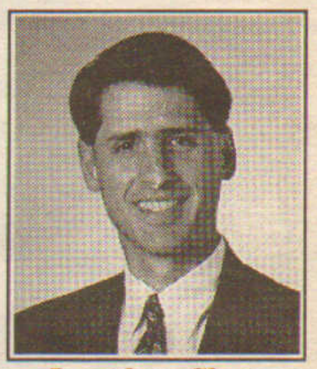
Michael Kolakowski
KONOVER CONSTRUCTION



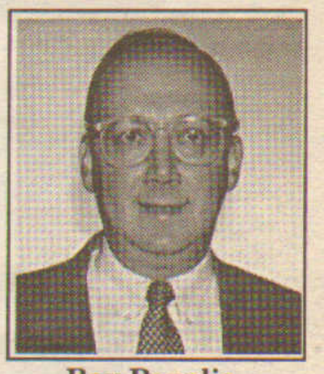
Paul Saperstein
P.E. SAPERSTEIN CO., INC.



Michael Stoller
NEWTON GROUP



Jonathan Close
NORDBLOM CO.



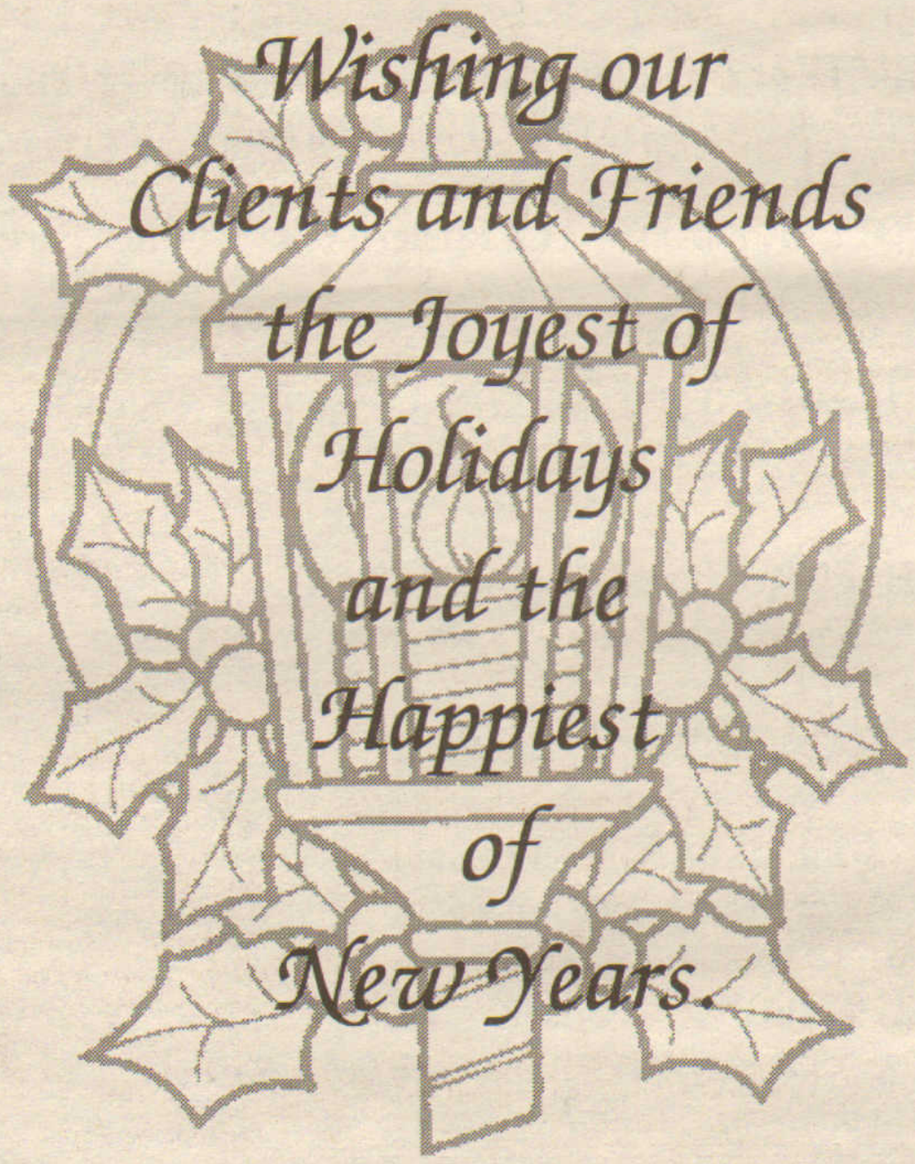
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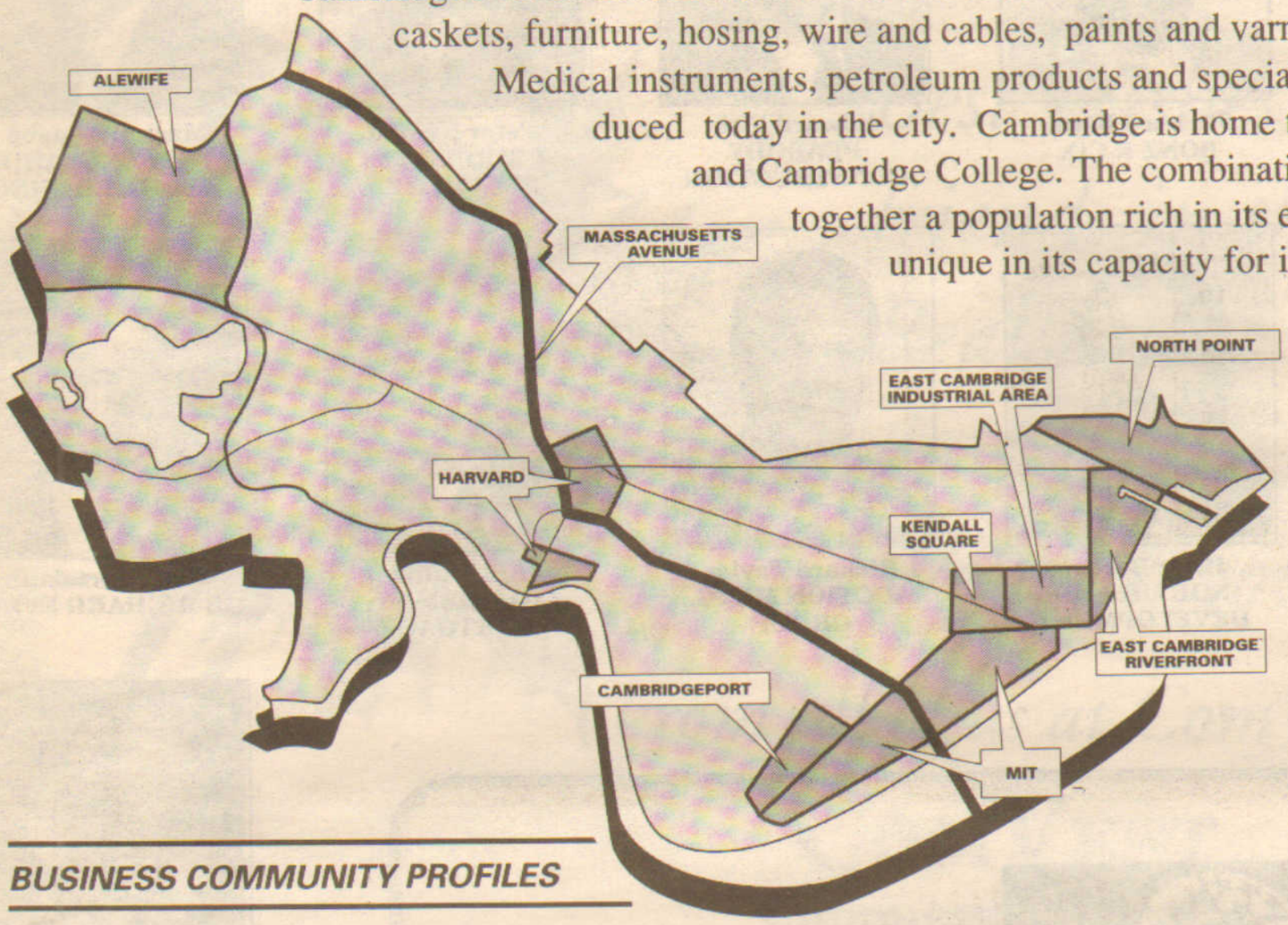
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CAMBRIDGE: Home to Technological Innovation

The City of Cambridge has deep historical roots in both industry and education. During the 19th and 20th centuries, Cambridge's diversified industrial base included the manufacture of baked goods, musical instruments, caskets, furniture, hosing, wire and cables, paints and varnishes, heavy machinery and much more. Medical instruments, petroleum products and specialty materials are a few of the items pro duced today in the city. Cambridge is home to Harvard University, MIT, Lesley College and Cambridge College. The combination of education and industry has brought together a population rich in its ethnic, racial and cultural mix, as well as unique in its capacity for innovation.



BUSINESS COMMUNITY PROFILES

Alewife Emerging Technology District

Located within easy reach of the city's academic research centers, Alewife offers an array of existing industrial buildings for emerging technology companies. Comprising 111 acres, Alewife provides companies with the potential to expand as they grow from start-up R&D to manufacturing. Alewife is home to Genetics Institute, the Virus Research Institute (a biotech company), Hyperion Catalysis International (which manufactures carbon fiber,) and Merlin (manufacturer of titanium bicycle frames.)

Cambridgeport Light Manufacturing Incentive District

The Cambridgeport District, established by the City Council in 1992, is designed specifically to promote and support light manufacturing operations. The 42 acre district is located within easy access to the Massachusetts Turnpike.

East Cambridge Riverfront

A national showcase for urban redevelopment, award-winning East Cambridge Riverfront has been called "perhaps the most entrepreneurial place on earth" by INC magazine. With 5.2 million square feet of commercial space, it boasts a multitude of software companies from the spreadsheet giant Lotus to Aspen Technologies, designing software for chemical processes.

Kendall Square

Kendall Square is the heart of the high tech world with its unparalleled concentration of biotech, life sciences, software, engineering and artificial intelligence companies. Biogen, Cambridge Neuroscience, Spinnaker Software are just a few of industry leaders located here. The Massachusetts Biotechnology Council, the industry's member-managed association, is also located here.

BUSINESS DEVELOPMENT

Cambridge Business Development Center

The Cambridge Business Development Center (CBDC) is dedicated to strengthening and enhancing entrepreneurship in Cambridge. Funded by the City of Cambridge, CBDC serves as support and resource center for companies in very early stages, companies run by minorities and women, and companies that are expanding rapidly. Some of the services CBDC provides include:

- CEO support group for high growth potential start-up technology firms
- alliance, technology, and licensing group for high technology firms
- import/export group for entrepreneurs
- business resources, referral and technical assistance for high and low tech entrepreneurs
- Working Capital peer lending groups for neighborhood entrepreneurs

For more information on CBDC's programs, call Petie Hilsinger at 349-4690.

CITY OF CAMBRIDGE GOVERNMENT

The City of Cambridge supports the efforts of high technology companies located or seeking to locate in Cambridge through its progressive ordinances, programs and services:

- The City Council recently amended the City's Biosafety Ordinance to match the current National Institute of Health guidelines on the use of recombinant molecules insuring uniform and consistent review standards.
- The City rezoned 42 acres in Cambridgeport to promote and support light manufacturing operations in the Cambridgeport Light Manufacturing Incentive Area.
- The City is completing a master planning process in Alewife to create a framework for sustainable economic growth for the area.
- The City graduated the first class from the Cambridge Biomedical Careers Initiative, a one year program training high school graduates for technical positionsin the biotech industry.
- The City has initiated the Cambridge Biotechnology Gap Financing Program to facilitate the build-out of laboratory space.
- The City is funding the Cambridge Business Development Center, dedicated to promoting entrepreneurship in the city.
- Through the Economic Development office of the Community Development Department, the City provides assistance with site searches, as well as permitting and regulatory issues.
- Cambridge has been designated an Economic Target Area by the State, making it eligible for state economic development incentive programs.
- Call Jeanne Strain, Director of Economic Development, at 349-4600 for more information about Cambridge's programs and services.

For further information regarding opportunities in the City of Cambridge, please contact Jeanne Strain at the Economic Development Office of the Community Development Department at 349-4600. For opportunities in the Kendall Square Redevelopment Area, Contact: Joseph F. Tulimieri at 492-6800.

CAMBRIDGE: TWO CENTURIES OF INNOVATION

1636	Harvard College is founded.
1820	First commercially manufactured varnish in the US made in Cambridge.
1845	Elias Howe perfected his model of the world's first sewing machine.
1876	First reciprocal telephone conversation took place between Alexander Graham Bell in Boston and Thomas A. Watson in Cambridge.
1892	The National Biscuit Company (Nabisco) introduces The Fig Newton from its Cambridge bakery.
1931	Vannebar Bush and his MIT colleagues develop a Differential Analyzer, an electro-mechanical analog computer, to solve mathematical problems.
1957	John C. Sheehan of MIT achieved the first chemical synthesis of penicillin, allowing the development of new and superior penicillin variants.
1971	The Artificial Intelligence Lab at MIT is formed into its own entity.
1988	John B. Vander Sande and Gregory J. Yurek of MIT developed a method of preparing a superconducting composite that overcomes the inherent brittleness of high-temperature ceramic superconductors.

CAMBRIDGE UNIVERSITIES & THEIR RESEARCH CENTERS

MIT: Since moving to Cambridge in 1916, MIT and its faculty has continued to attract and develop businesses in Cambridge that push the edges of technological and scientific development. A Bank of Boston report, *MIT: Growing Businesses for the Future*, credited MIT faculty and alumni with establishing 138 companies in Cambridge. Further, 25 start-up companies have been founded in Cambridge using MIT licensed technology, principally in the fields of biotechnology and medical science.

HARVARD: With a world renowned faculty and talented students Harvard has advanced the frontiers of scientific knowledge and technological innovation since it's founding. Last year Harvard's technology transfer office licensed more that 50 technologies to industry.

Technology Parks

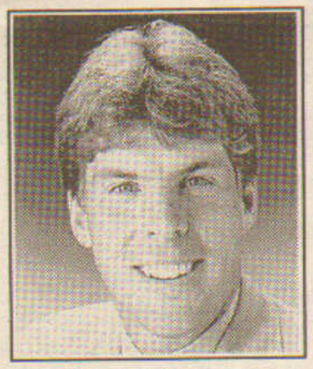
University Park at MIT is home to 22 companies engaged principally in biotechnology and medical fields and represents 350,000 square feet of commercial space. Developer: Forest City Enterprises

One Kendall Square, once the Boston Woven Hose factory, offers over 500,000 square feet of office and R&D space. Developer: Athenaeum Group

Cambridge Center, a mixed use development located in Kendall Square, has the potential of 2.8 million square feet of space in 17 buildings. Developer: Boston Properties/Cambridge Redevelopment Authority

MIT offers leases for several sites throughout the Cambridgeport Light Manufacturing District. Contact MIT Real Estate

Produced by the Cambridge Community Development Department



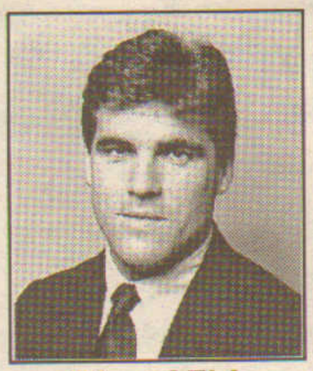
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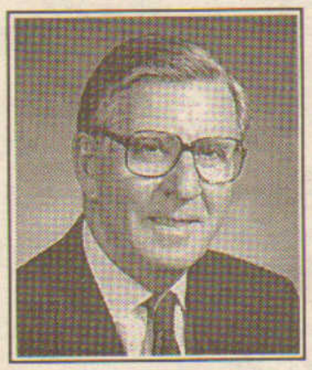
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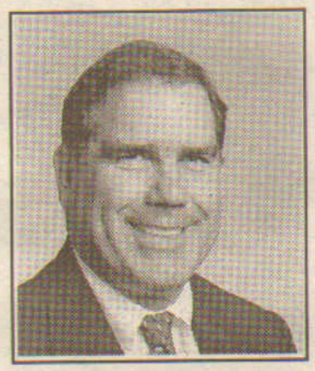
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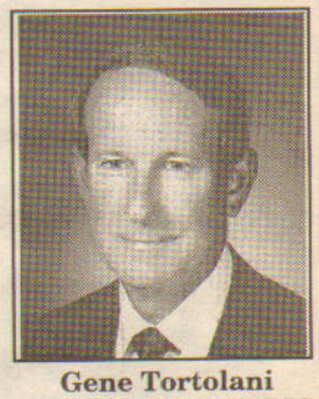
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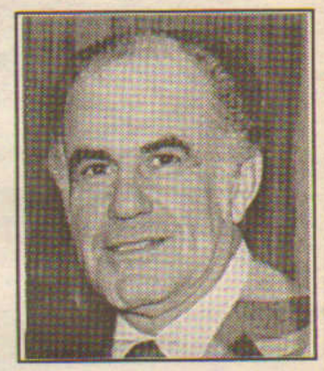
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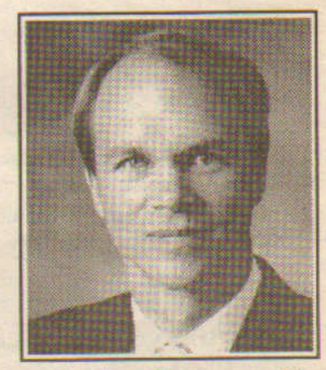
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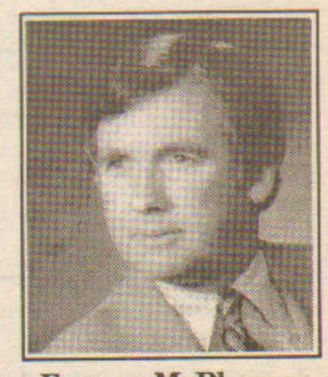
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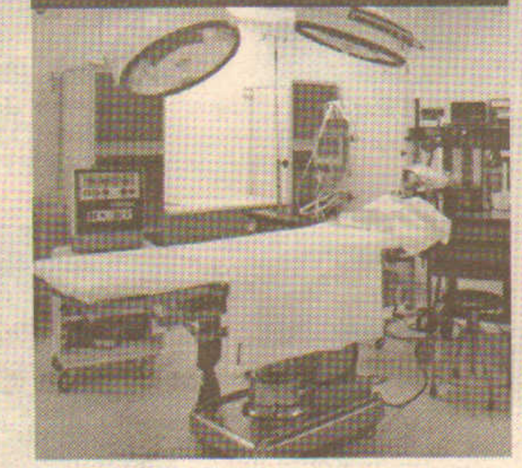
Special thanks to our members for their continued support throughout 1998. Seasons greetings and best wishes for a healthy and prosperous new year.



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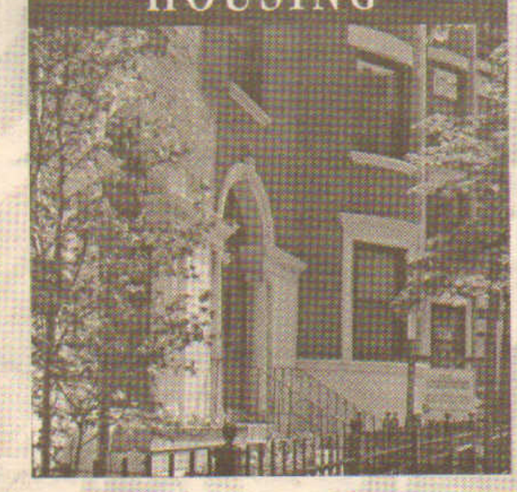
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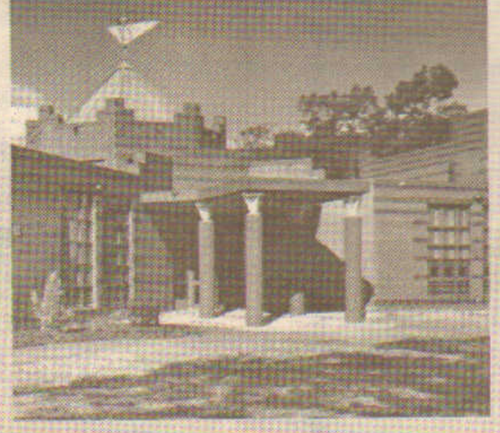


And wishing the New England real estate community a healthy and prosperous 1999.

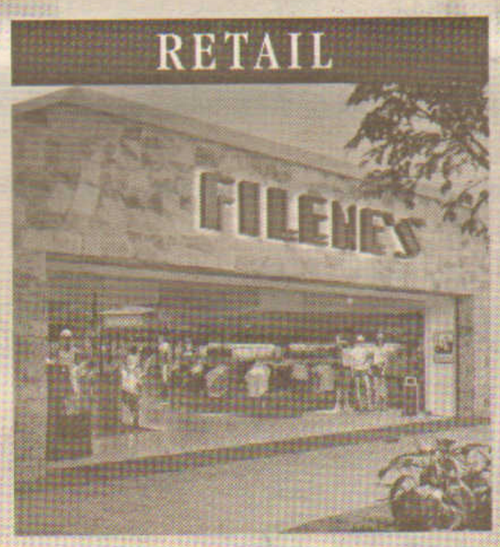
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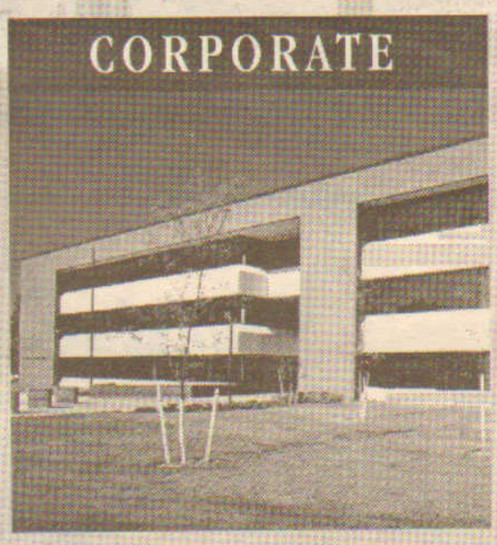
EDUCATIONAL



RETAIL



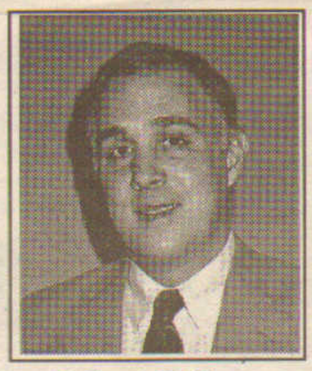
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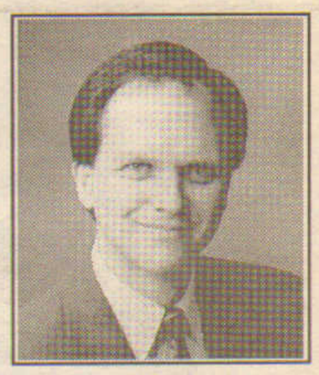

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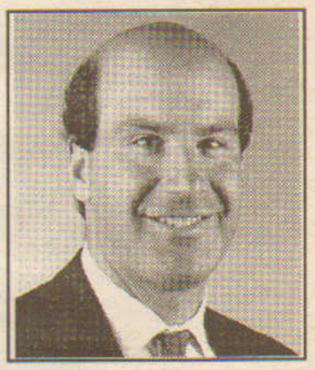

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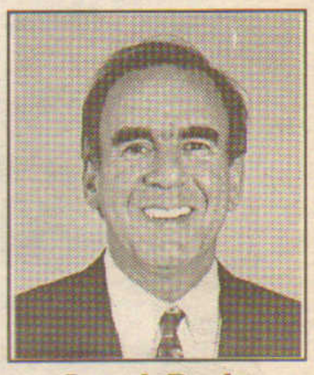
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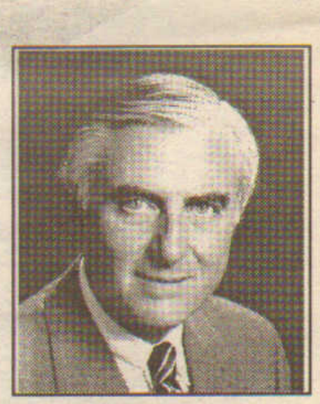
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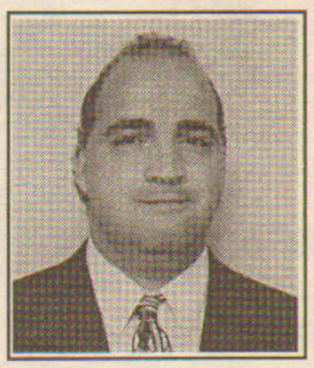
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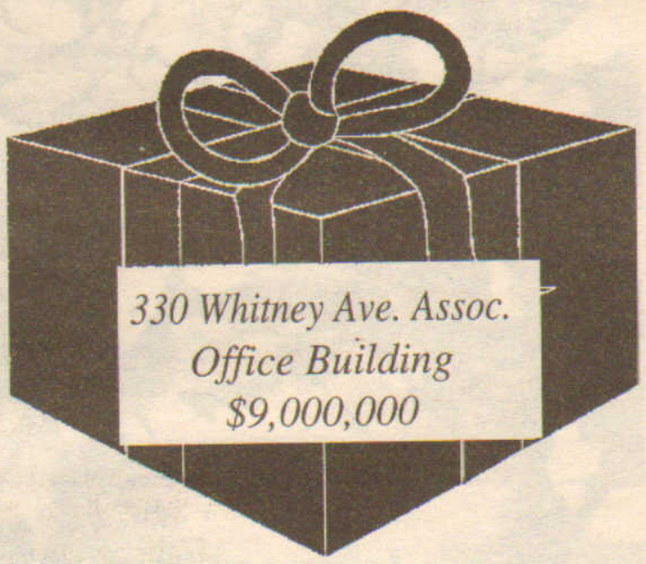












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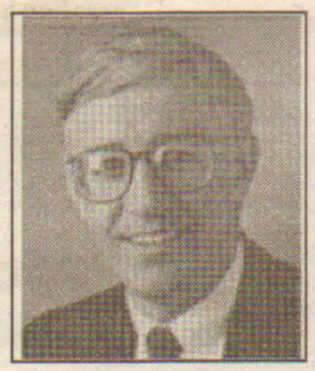
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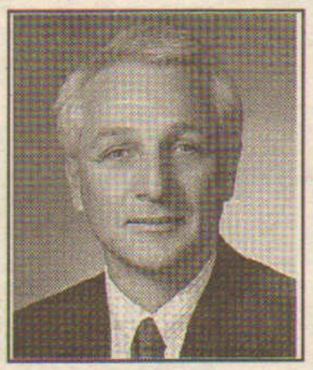
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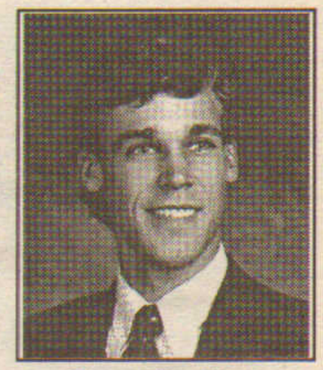
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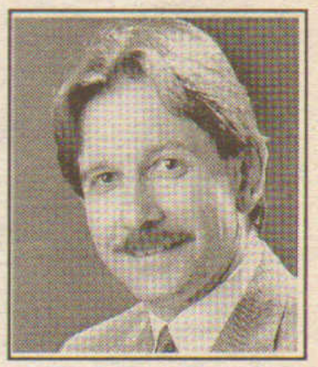
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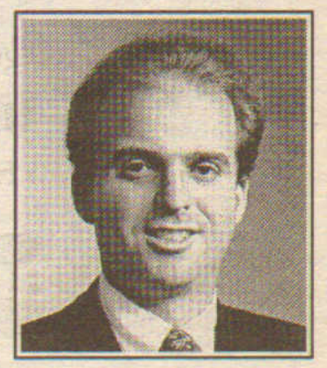
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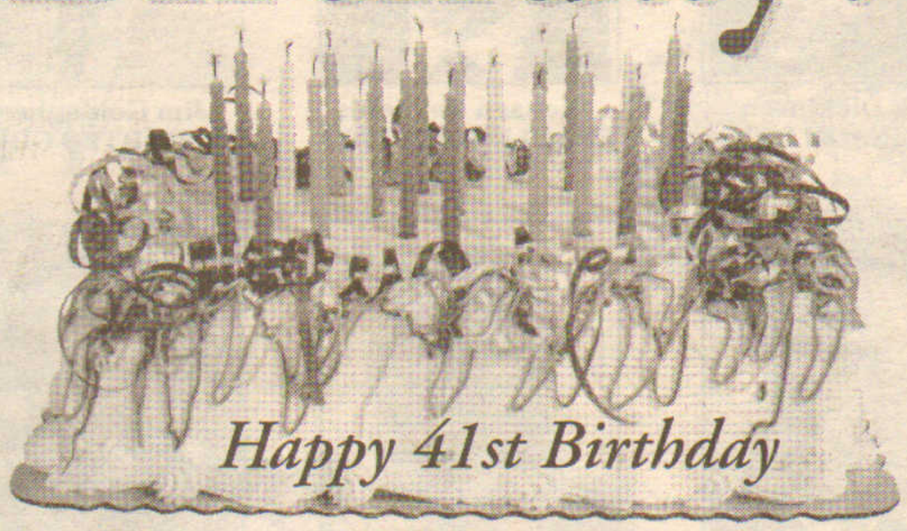
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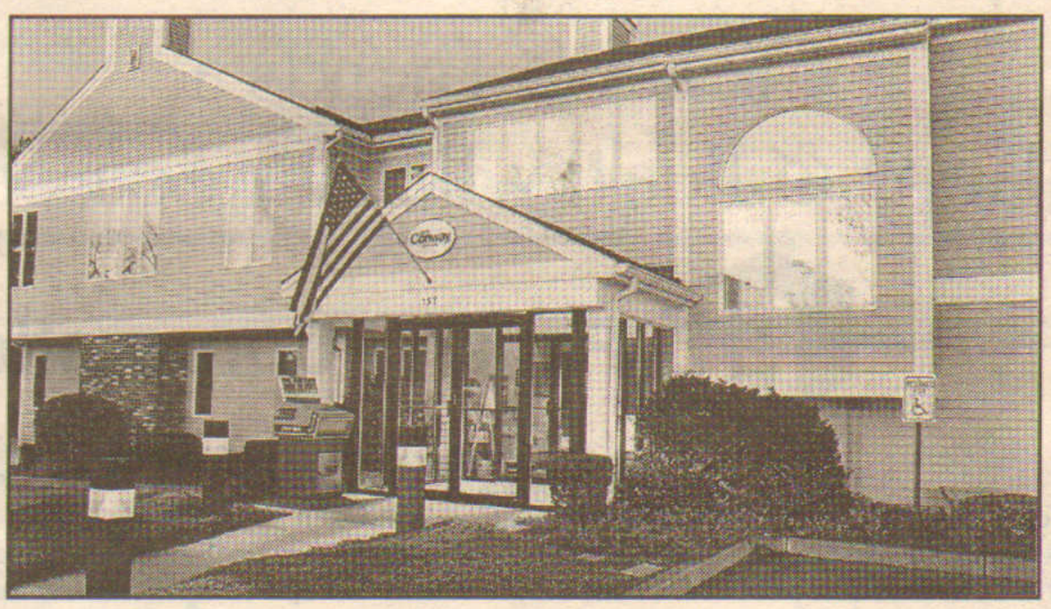


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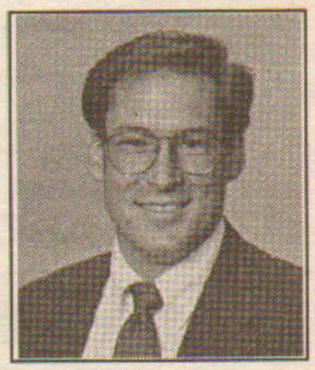

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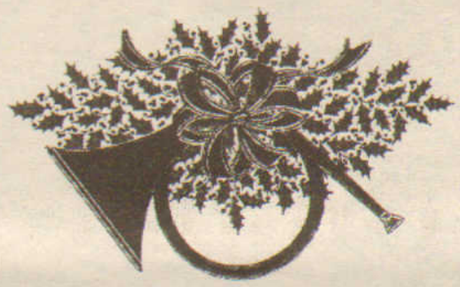

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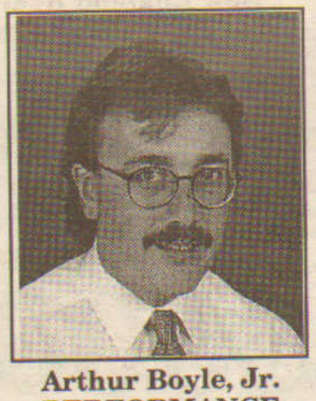
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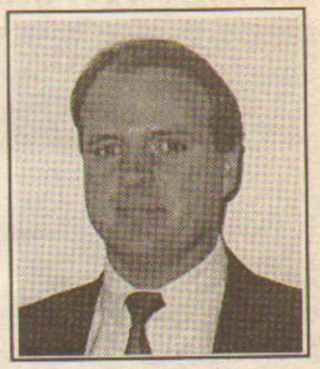

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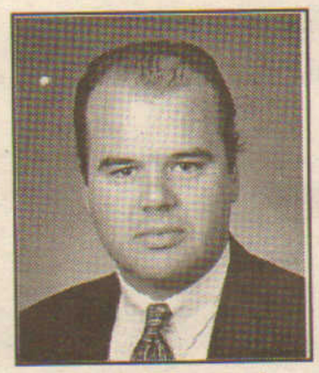

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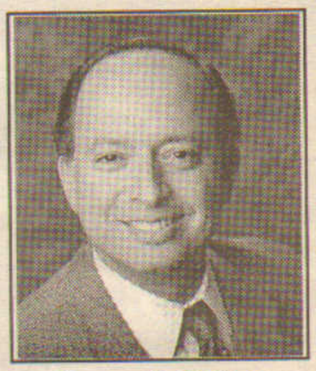

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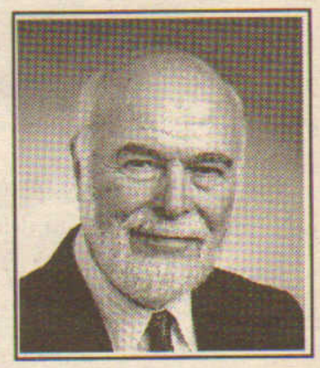

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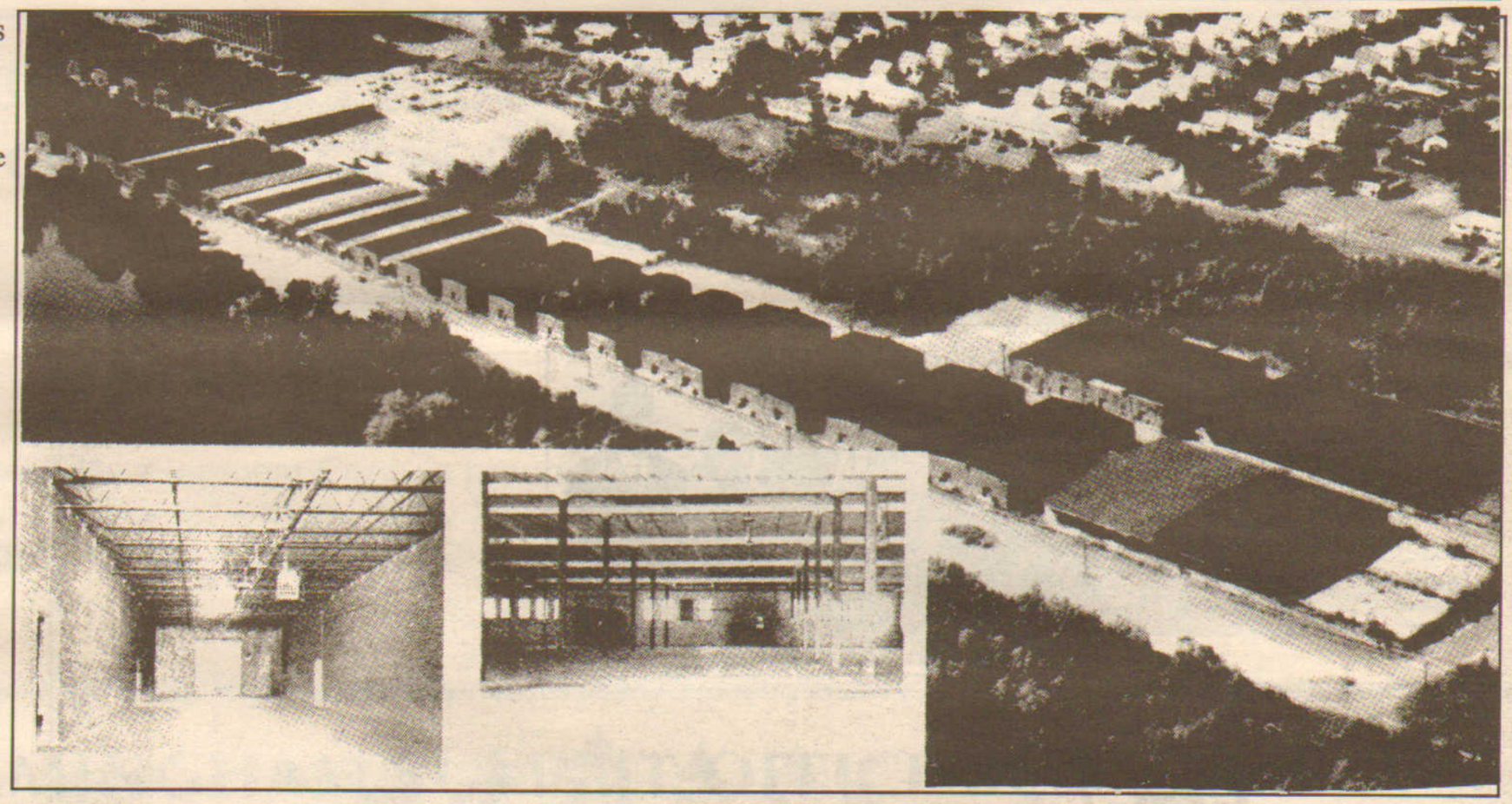
SIZE:	3,000 s/f - 300,000 s/f 45 Buildings at 6,000 s/f each, interconnected or seperate
CEILING HEIGHTS:	16 1/2' to 30' clearance
LOADING:	• Tailboard Loading Docks • Drive in Doors
RAIL SERVICE:	Direct loading at buildings
POWER:	Very heavy electric service
HEATED:	Gas and steam
CLEAR SPAN:	Units without columns available
SPRINKLERED:	100%
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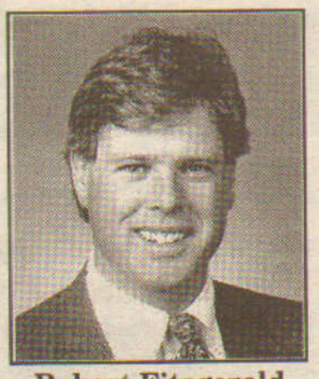
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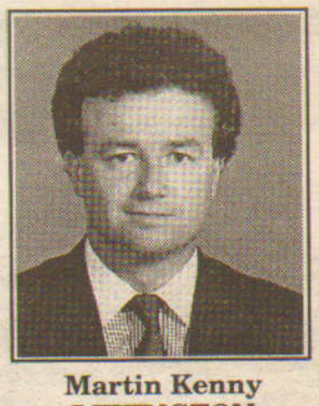

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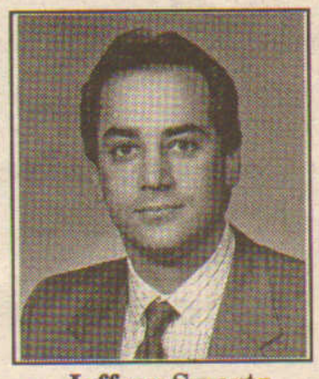

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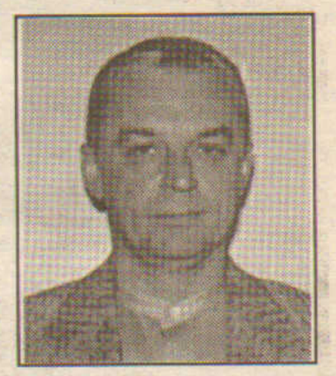

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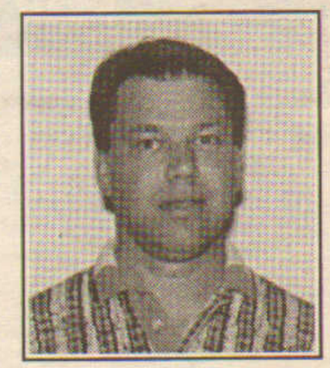

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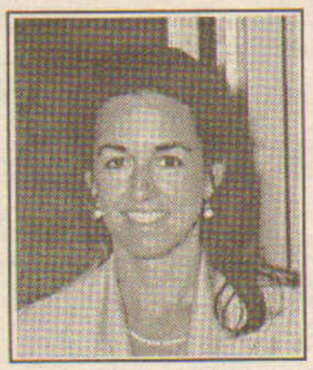
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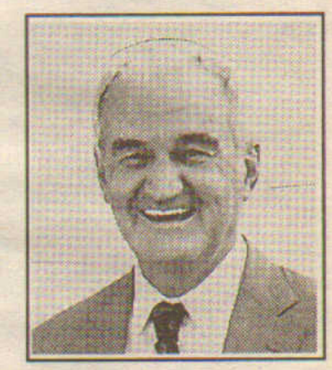
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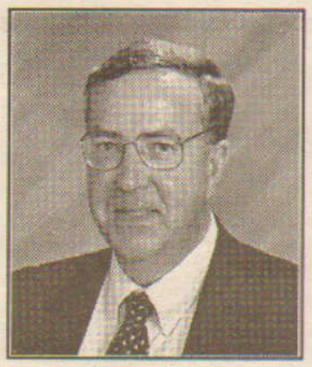
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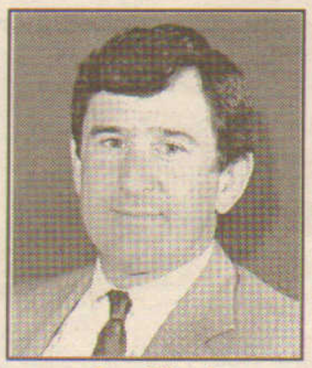
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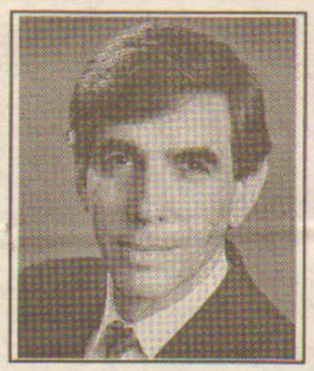

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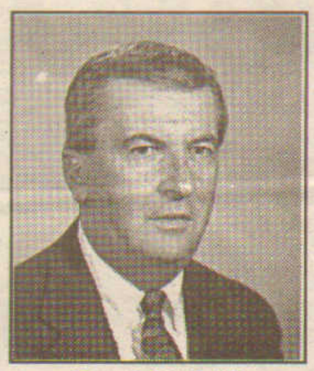

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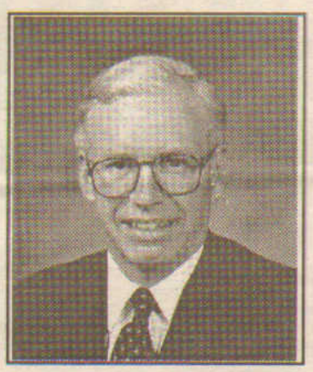

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Winchester, VA
JCPenney, Belk, Sears

Arsenal Mall
Watertown, MA
Ann & Hope, Filene's Basement, Marshalls

Atrium Mall
Chesnut Hill, MA
Borders Books, Music, Cafe and
The Cheesecake Factory

Auburn Mall
Auburn, MA
Filene's, Sears, Caldor

CambridgeSide Galleria
Cambridge, MA
Filene's, Sears

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

Carolina Mall
Concord, NC
Belk, Sears, JCPenney

Crystal Mall
Waterford, CT
Filene's, JCPenney, Macy's, Sears

Dakota Square
Minot, ND
Herberger's, JCPenney, Sears, Target

Emerald Square
North Attleborough, MA
Filene's, JCPenney, Sears

Greendale Mall
Worcester, MA
Marshalls, TJMaxx 'n More

Hanover Mall*
Hanover, MA
Filene's, Sears, Ames JCPenney (Spring '99)

Liberty Tree Mall
Danvers, MA
Ann & Hope, Marshalls, The Sports Authority,
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Maine Mall*
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Filene's, JCPenney, Macy's, Sears,
Sports Authority, Filene's Home Store

The Mall of New Hampshire
Manchester, NH
Filene's, Sears, JCPenney, Best Buy

The Mall • Rockingham Park
Salem, NH
Filene's, JCPenney, Sears, Macy's, Filene's Basement

Meadow Glen Mall*
Medford, MA
Bradlees, Marshalls

North Hills Mall
Raleigh, NC
JCPenney, Dillards

Northshore Mall
Peabody, MA
Filene's, Macy's, Sears, JCPenney, Lord & Taylor

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

Silver City Galleria
Taunton, MA
Filene's, JCPenney, Sears, Bradlees,
Filene's Basement, TJMaxx

Solomon Pond Mall
Marlborough/Berlin, MA
Filene's, JCPenney, Sears, Hoyts Cinemas

Southdale Center
Edina, MN
Dayton's, JCPenney, Mervyns of California

Square One Mall
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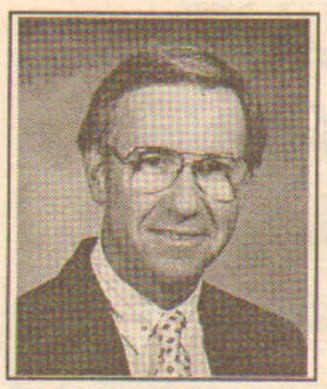

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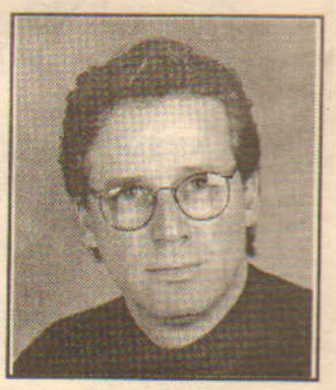

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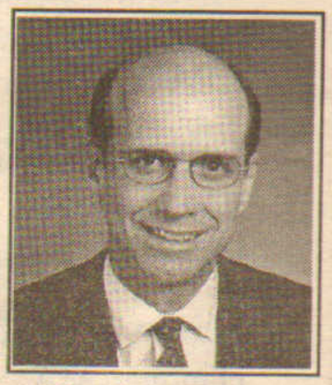

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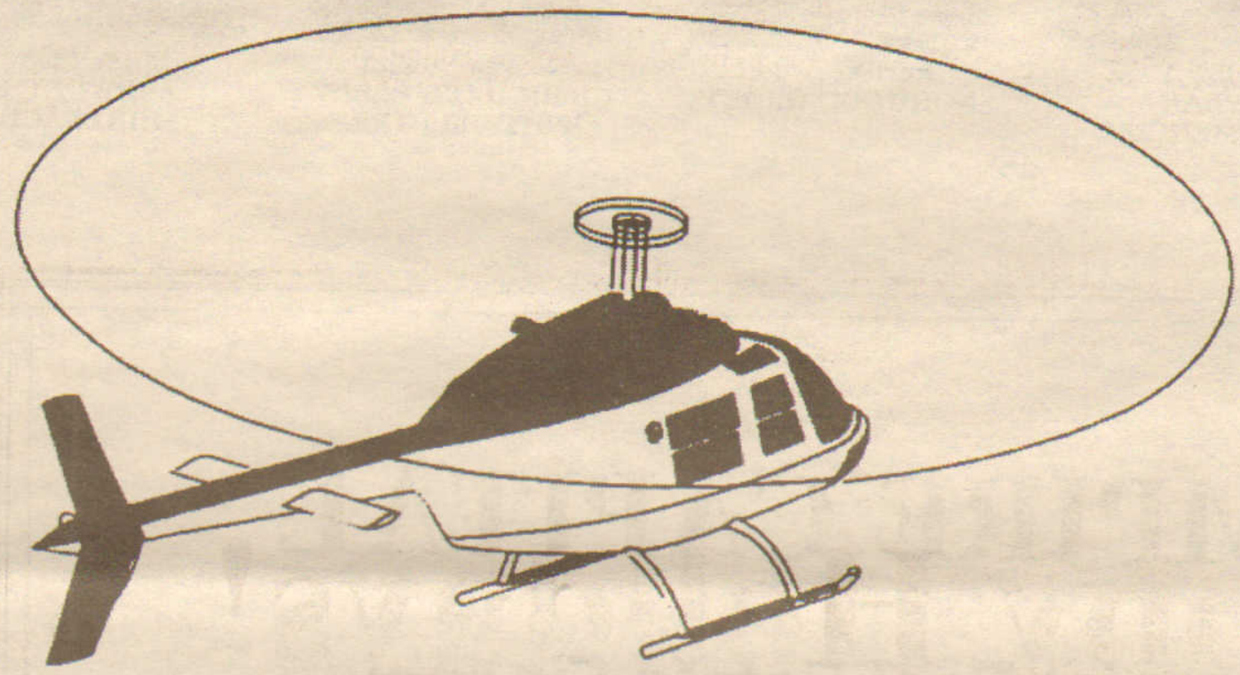
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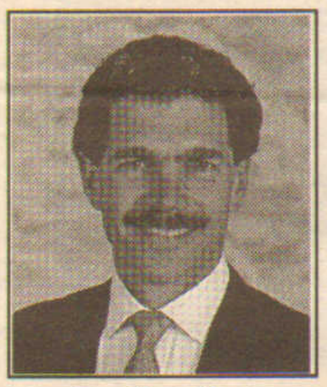

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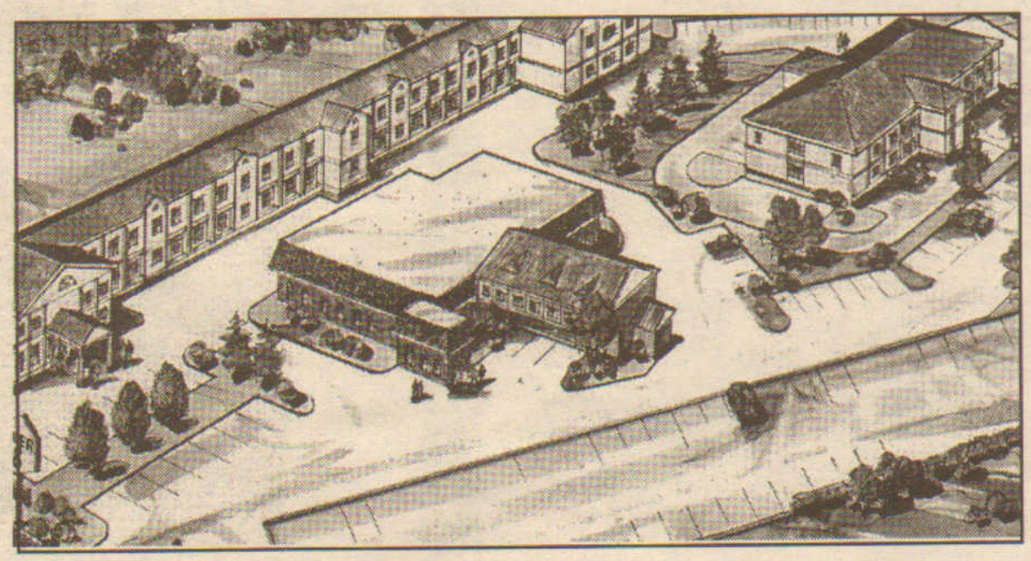
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Exciting Opportunities For 1999



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"Route 53 - Weymouth, MA"

- Next to new Super 8 Motel
- Re-development of existing restaurant or ground lease for new building
- Full Liquor License
- 1.5± Acre Site
- Up to 200 Seats



"Mill Pond Office Park"

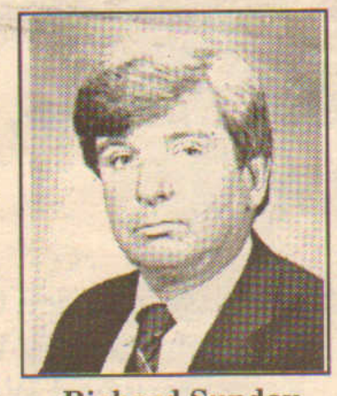
Corporate Office Location

Hanover, MA

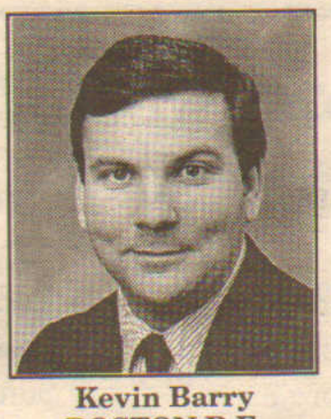
Phase II

- 10,000 - 45,000 square feet, campus setting
- 1/2 mile from Rt. 3, adjacent to the Hanover Mall
- New Construction - 1st class construction
- Occupancy, late 1999.

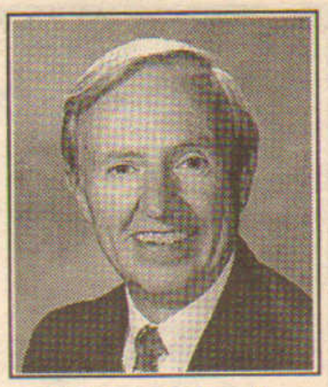

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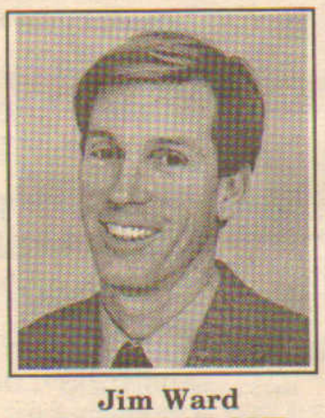

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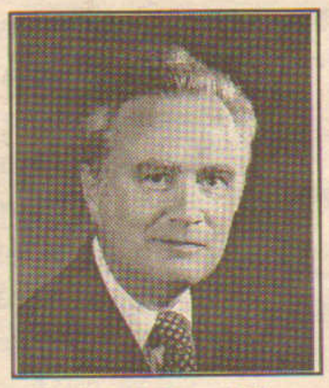

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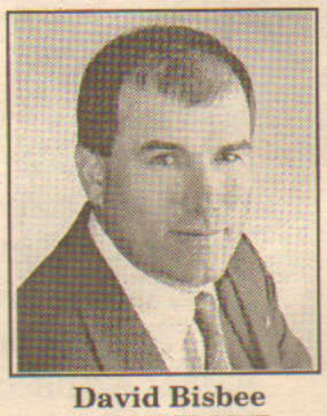

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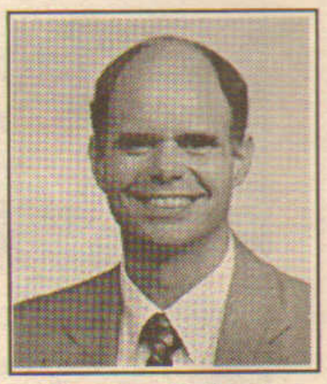

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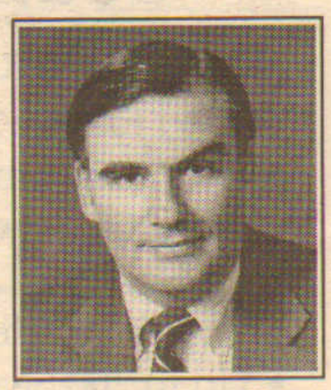

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Chuck Snell
President

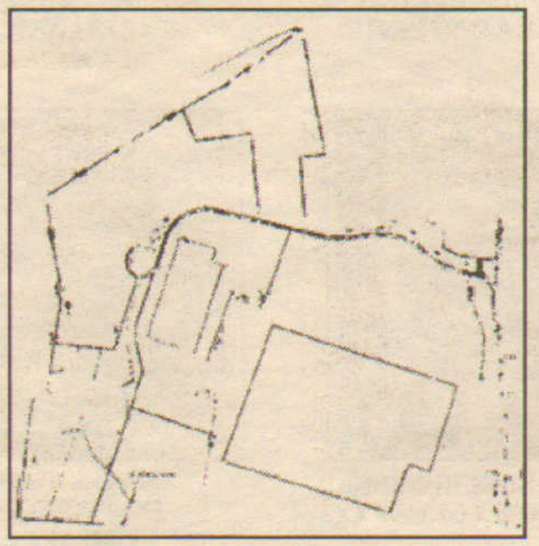
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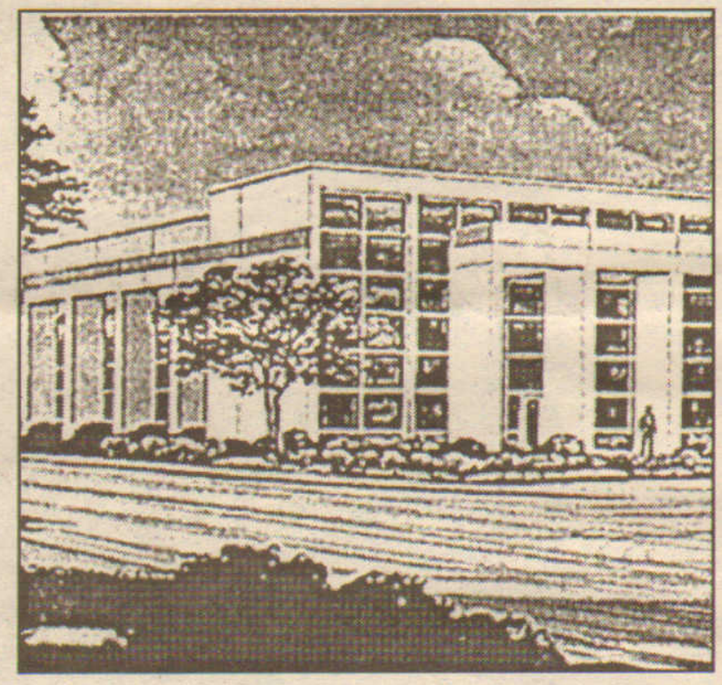
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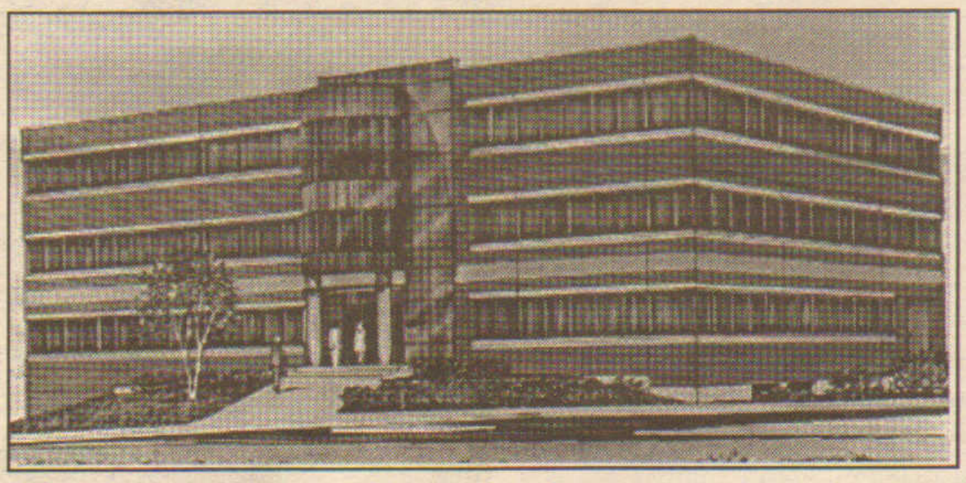
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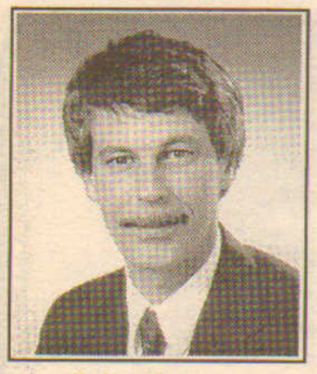
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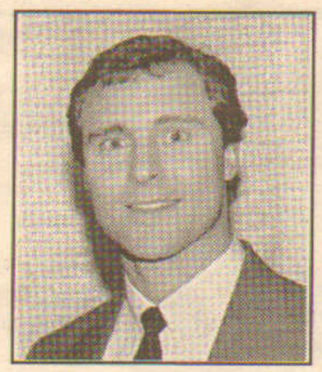
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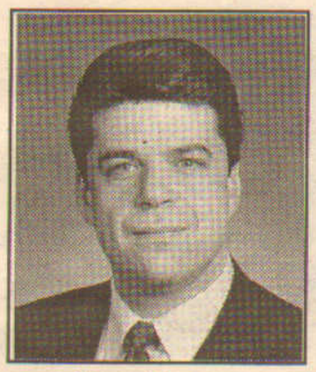
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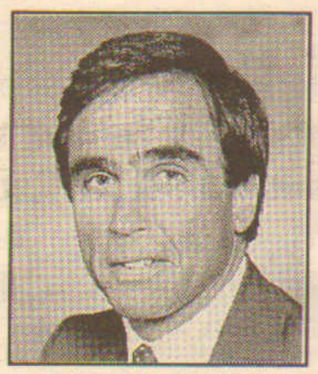
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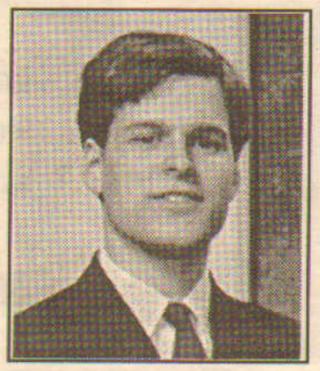
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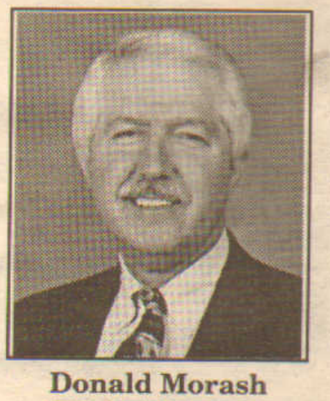
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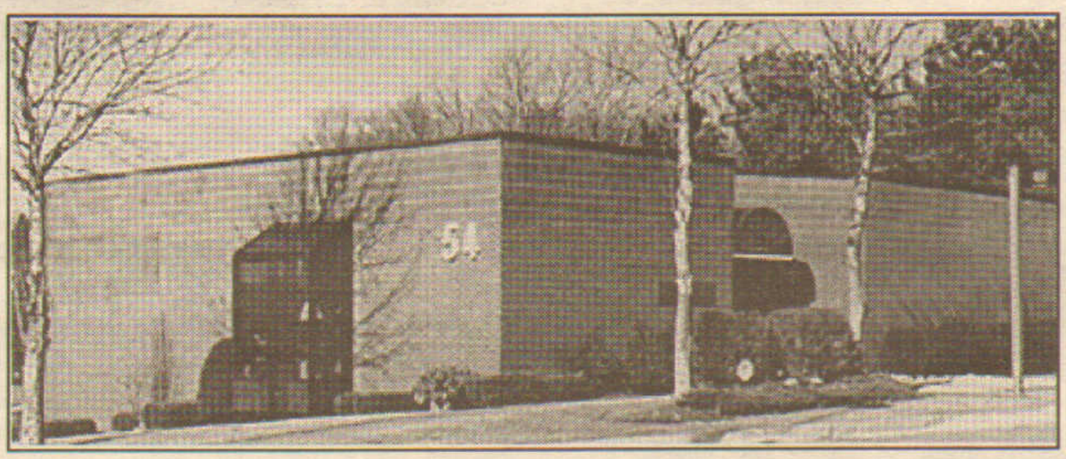
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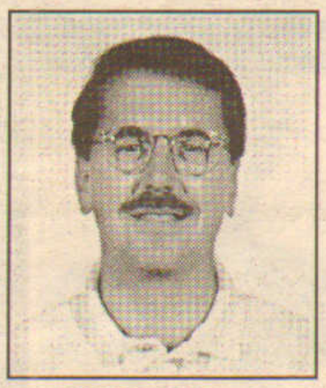
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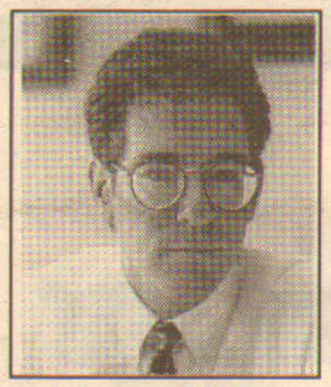
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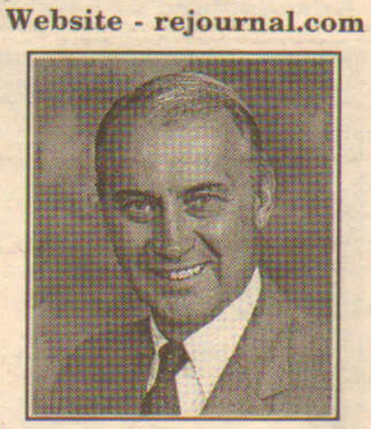

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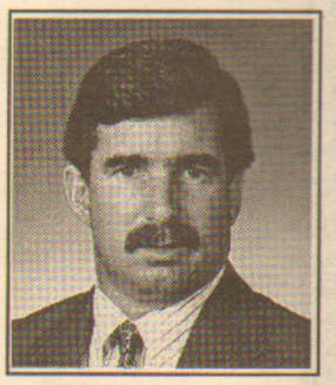
One of the joys of the Holiday Season is the opportunity to say Thank You.

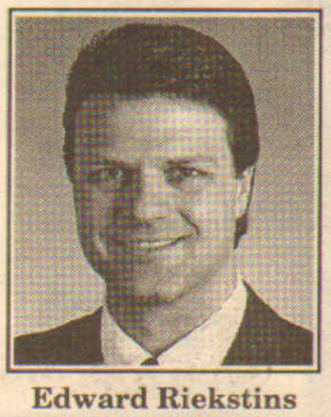
It is our pleasure to convey warmest Season's Greetings and to extend our best wishes for good health and prosperity.

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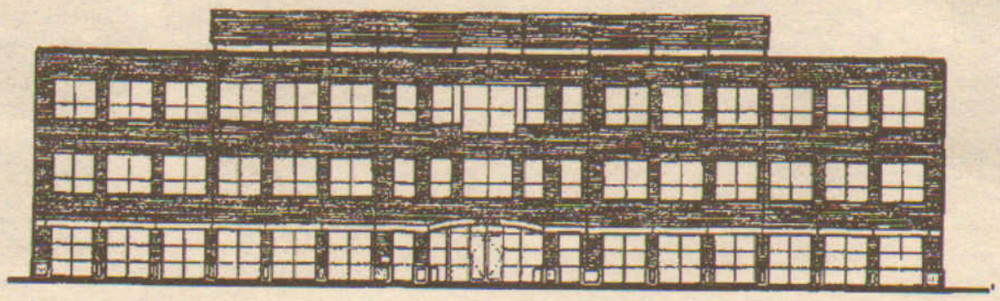

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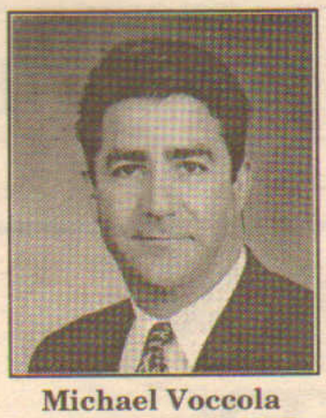
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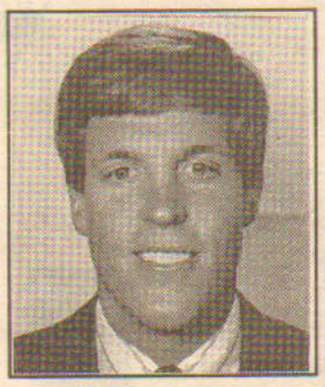
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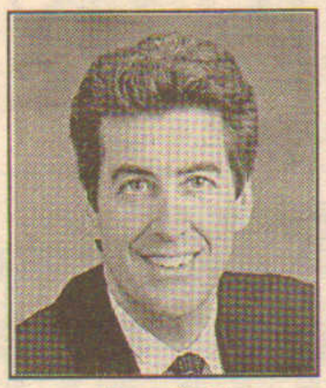
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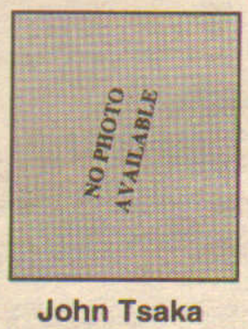
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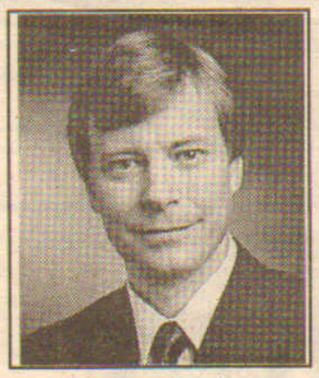
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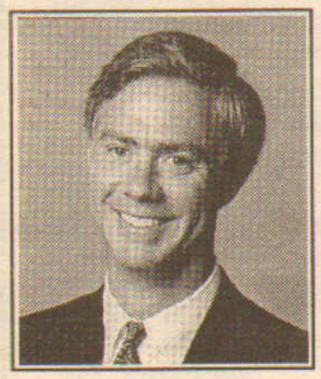

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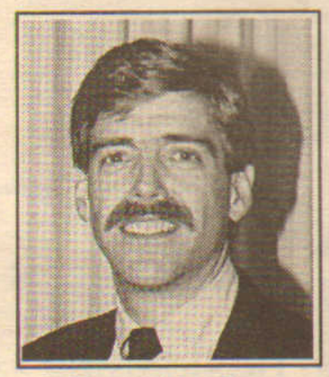
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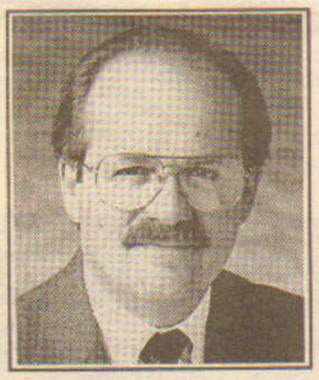
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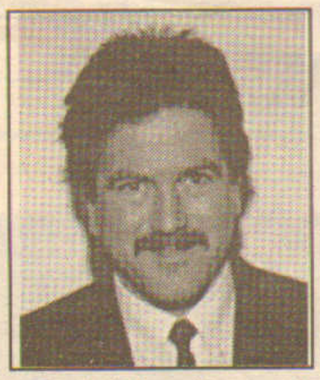
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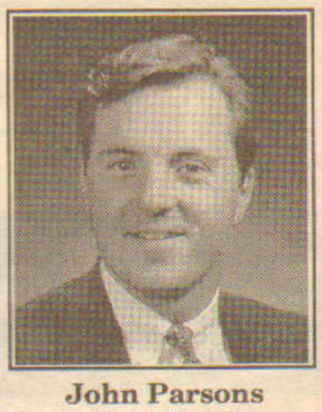

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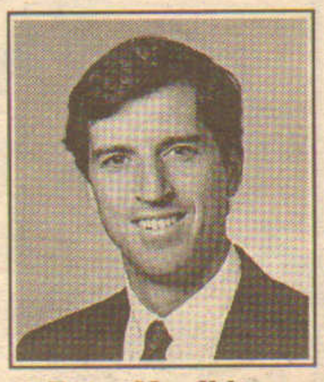

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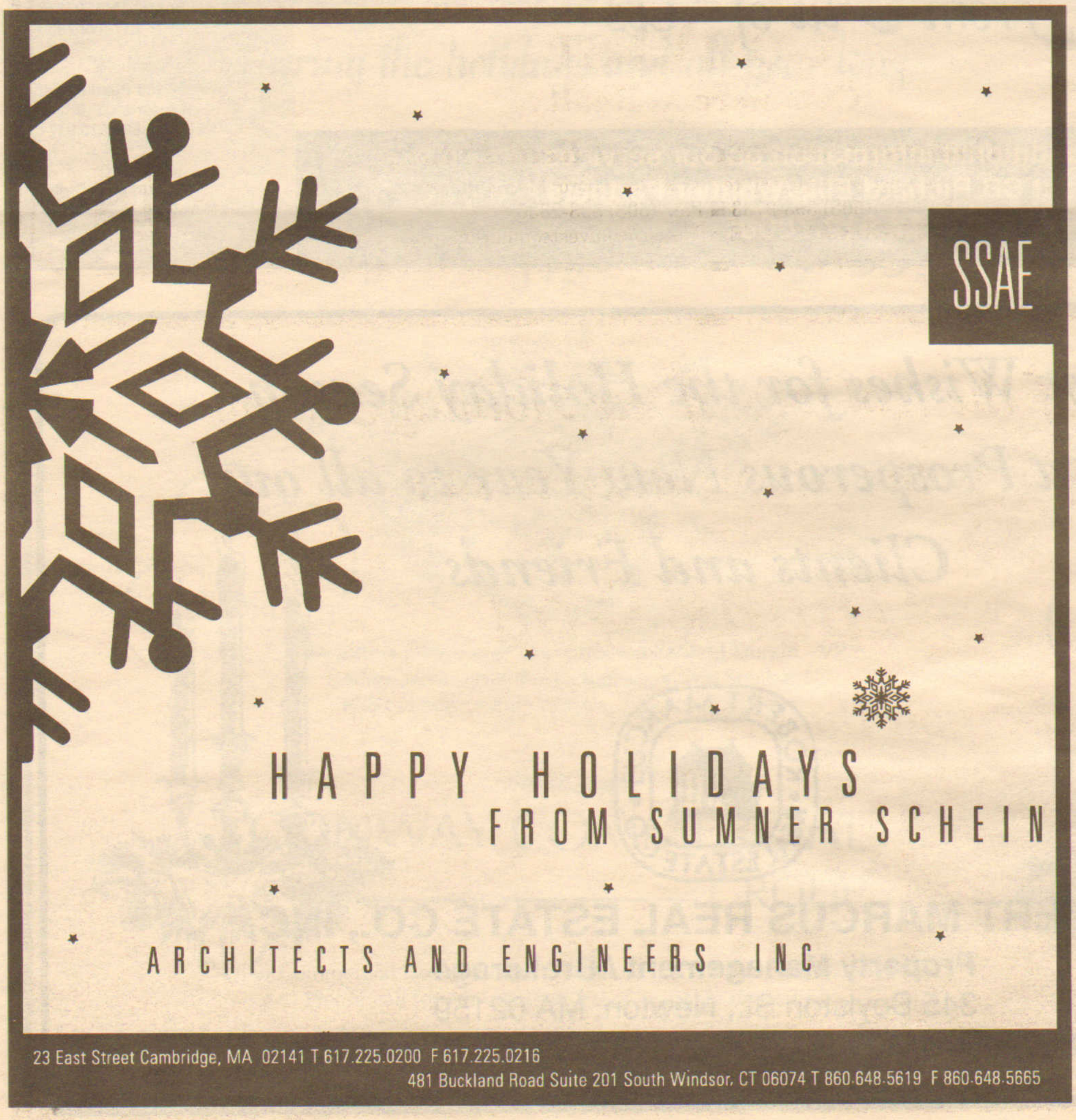

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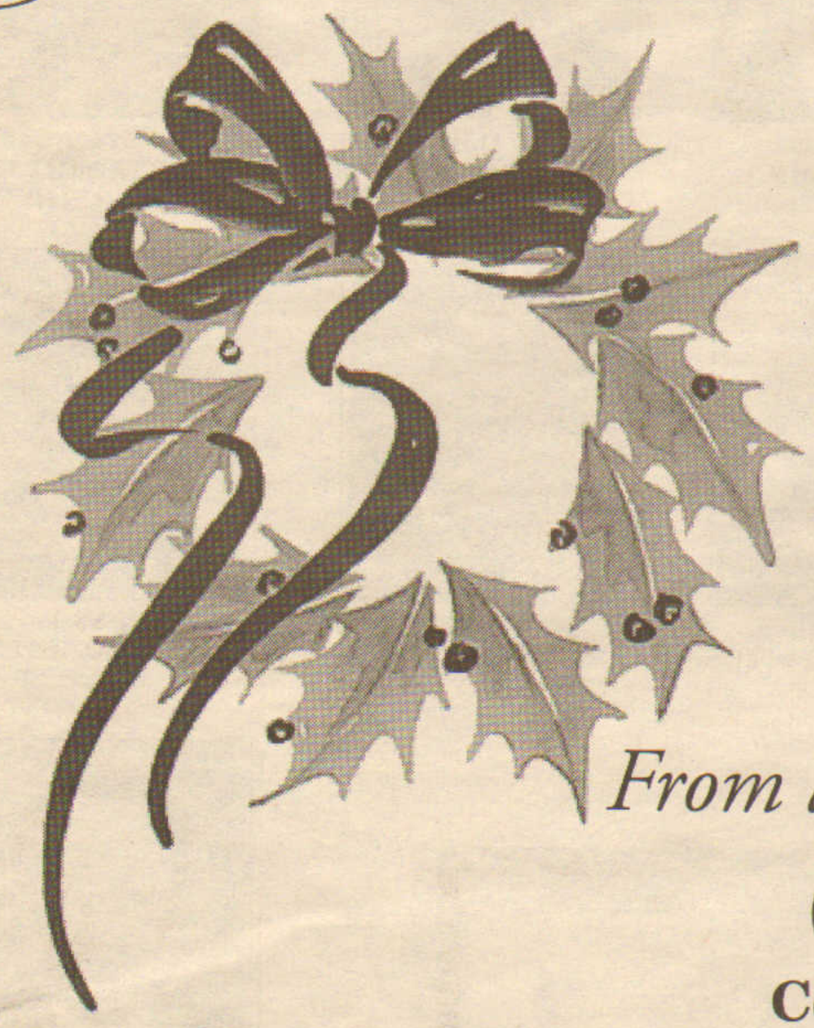

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One of the real joys of the Holiday Season is the opportunity to say

Thank You

and to wish you the very best for the New Year.

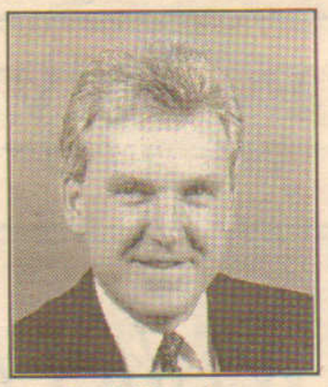
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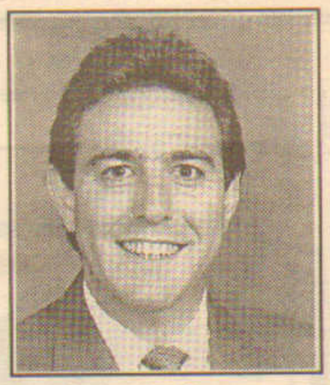

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1998 Year in Review

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☆ HAPPY NEW YEAR ☆

1998 has been a wonderfully busy and productive year for me. I look forward to completing a number of exciting projects which are currently in the works and to making new friends and contacts in '99 as additional assignments are engaged.

I would especially like to thank all who helped me achieve my clients' goals as well as my customers on whom I depend.

Robert Haynes, President / Principal Broker

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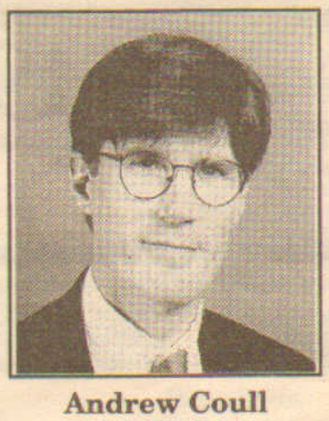
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Mark Tyburski
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Joe Stella
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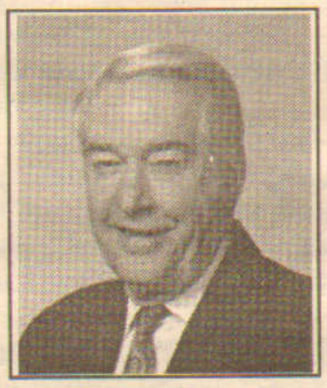
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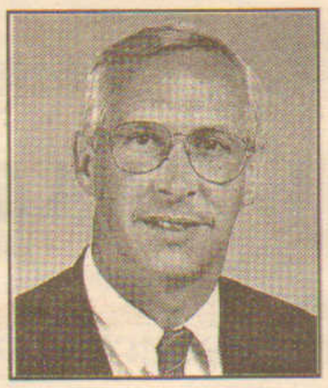
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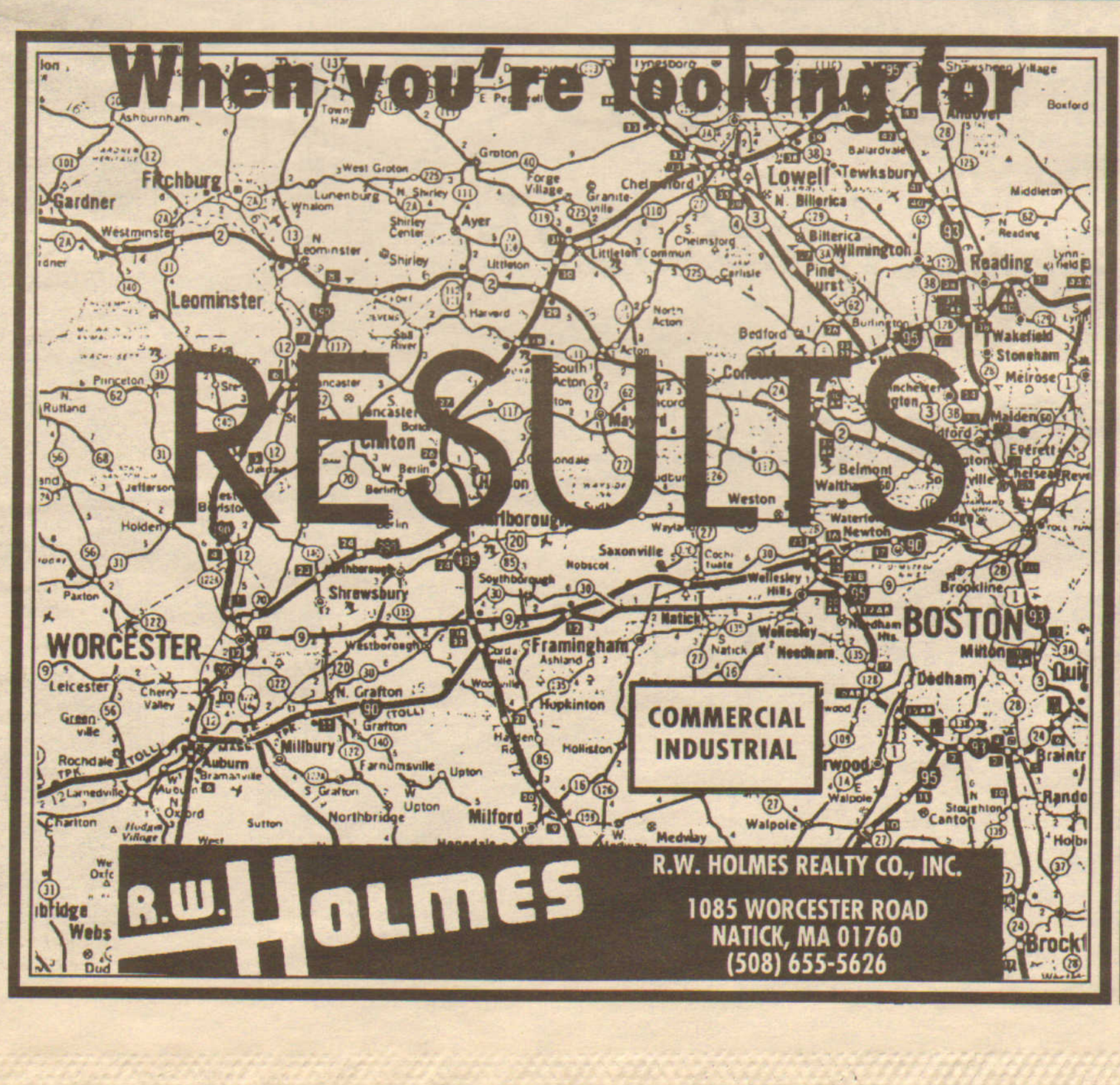
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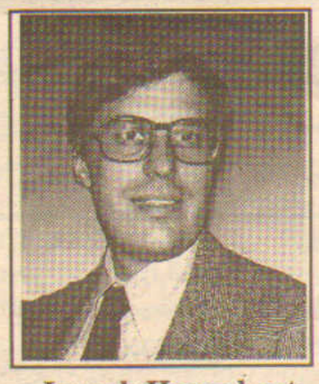
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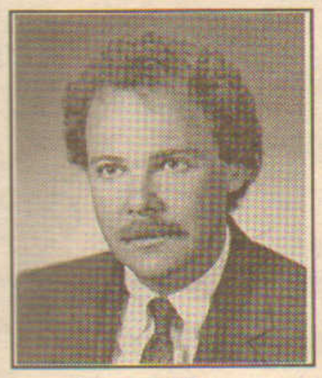

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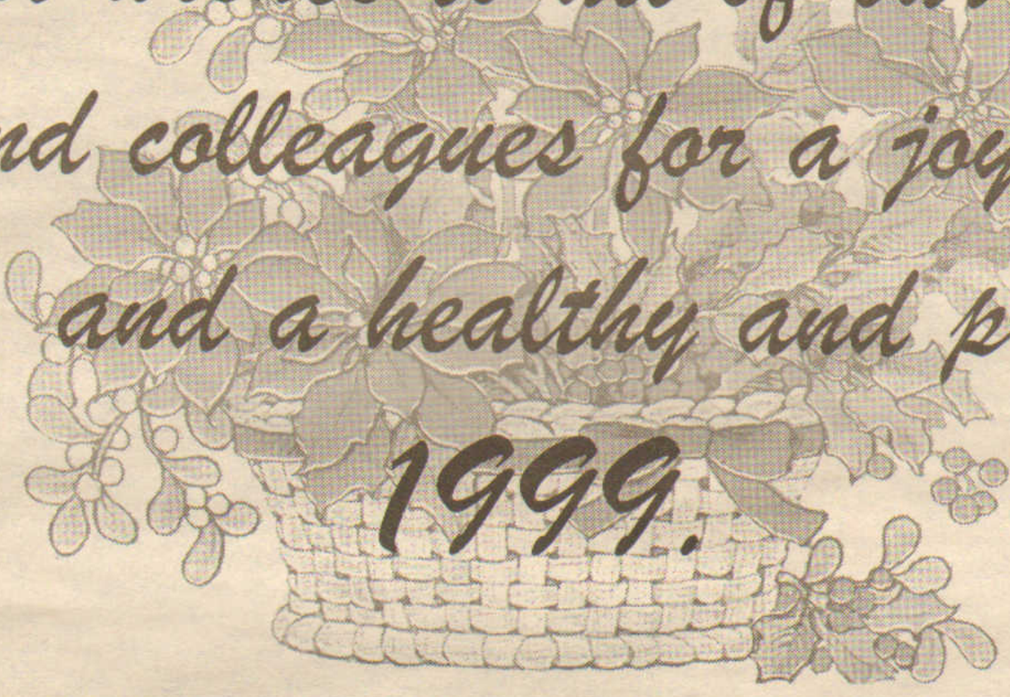
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1998 Year in Review

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