FEATURING



NEW ENGLAND REAL ESTATE JOURNAL

THE LARGEST BUSINESS PUBLICATION OF ITS KIND IN THE NATION

1999 Year In Review



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ONCOR INTERNATIONAL

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OUR FRIENDS THE BEST FOR

THIS 1999 HOLIDAY SEASON

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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 are 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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JANUARY

Cushman & Wakefield sells 707,000 s/f Watertown Arsenal site to O'Neill Props. & Prudential R.E. for $24m.
Clancy, Nicoletti of Lynch Murphy Walsh sell 32 acres in Norwood with Goodchild of CBRE/Whittier for $3.5m

Monks and Hunneman broker $2.5m sale of 66,000 s/f off./ind'l. in Nashua for Kamborian to Geac Computers.
Congress Const. begins $5m addition to Scandinavian Living Ctr. in Newton; CBT architect; Citizens Bank loan.

Charter Realty signs 75,000 s/f National Warehouse Liquidators for RD Mgmt.'s Orange, Conn. shopping ctr.
Shea Comm'l. sells 21,600 s/f Country Shoppes in Windham, N.H. for Two Brothers Ventures for $1.365m.

Fallon Hines & O'Connor sell 300,000 s/f Vazza portfolio in Quincy, Braintree, Andover to TriNet for $45.3m.
Britt of Fantini & Gorga arranges $21m for South End Community Health Ctr., Boston, with Key Bank.

Ashworth Mortgage places $5m for 144 unit Sagamore Court, Portsmouth, N.H.; managed by Forest Properties.
Nickerson of Stone Tower Props. sells 33,000 s/f offices in Providence for Belvoir Properties for $1.05 million.

Suffolk completes Sierra Suites in Woburn, 45,000 s/f, and Westboro, 50,200 s/f; 214 units for $8.6 million.
Nickerson Financial arranges $6.9m for 172 unit Highland House Apts. in Randolph, Mass. with Fannie Mae.

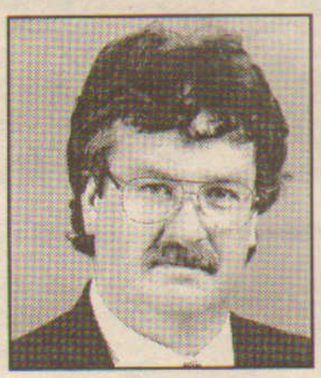
Tedeschi represents C.A.L. Realty in sale of 38,600 s/f in Hanover with Triad, Kelly & Dutch for $2.8 million.
Gilkie, Zarse of Nordblom sell 5.3 acres in Chelmsford to Lowell General Hospital for $690,000; plan $9m project.


June Fish
ASHWORTH MORTGAGE


Michael Sherman
CB RICHARD ELLIS/ WHITTIER PTRS.


Brian Sosner
SOSNER CAPITAL


Chris Daniele
PURITAN FLOOD


James Mitchell III
COLUMBIA CONSTRUCTION

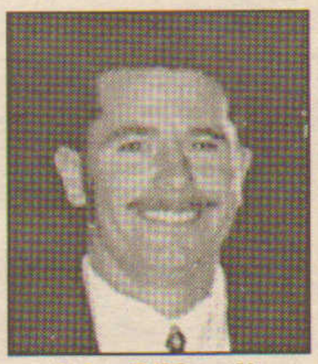

Samuel Potter
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DANIEL J. FLYNN CO.


Steve Witten
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HAPPY HOLIDAYS

CENTENNIAL CELEBRATION

Special Thanks to Our
Friends & Clients
On the Occasion of Our
Centennial Anniversary!

Best Wishes for the
Holiday Season
and
The New Year!

CB Richard Ellis
Whittier Partners

600 Atlantic Avenue, Boston, MA 02210
ph: 617.912.7000 fax: 617.912.7001
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JANUARY

Westcott starts $18.5m science-technology center at Worcester State College; Ellenzweig designs 110,000 s/f.
Stout, Puzzo, McCormick of CB Richard Ellis broker $4.05m sale of 58,200 s/f Hartfield Executive Park.

Louis Dreyfus Property Grp. leases 44,580 s/f at River Plaza, Stamford; Colliers ABR leasing agent.
Taurus New England buys 36,000 s/f Boston offices for $4.4m; Joyce of CBRE/Whittier represents buyer.

Tosti & Walles of CBRE/Whittier lease 92,591 s/f in Framingham for Consolidated Group to Genzyme Corp.
Douvadjian, Charneski of Meredith & Grew secure $9m for Teaticket Plaza Tr. for Falmouth, Mass. center.

Trammell Crow managing agent for 1.6m s/f Tower Sq.mixed use in Springfield; 224,000 s/f retail enclosed.
Janney of Peter Elliot leases 71,638 s/f industrial in North Dighton, Mass. for Taurus of New England.

Croxton Collaborative redesigns Woburn Mall, Sudbury Plaza, Porter Square, Cambridge for Gravestar.
Boston Properties tops off 250,000 s/f Waltham spec building; LMW&P, M&G sign Parexel to 130,000 s/f.

Suffolk completes 36m UConn dormitory and dining facility; SLAM Collaborative designs 285,000 s/f.
Stubblebine & CRF Partners cobroker 25,000 s/f sale in Woburn to Fraen Corp. for Evans Paper Box for $1.5m

H.J. Stabile finishes 36 unit $100,000 facelift at Grossman Cos. Parke Place Apts. in Nashua.
Sumner Schein Architects & Engineers merges with Carter & Burgess of Fort Worth, Texas.


Paul Daniele
PURITAN FLOOD


Joseph Stella
P.J. STELLA
CONSTRUCTION

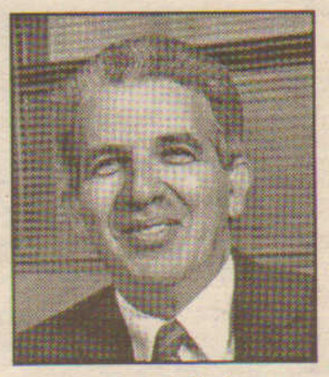

Michael Logsdon
EMG


Peter Kuttner
CAMBRIDGE SEVEN


Robert DeMarco
CAMPANELLI COS.


Robert Lemons
FINARD & CO.


Warren Gomberg
GOMBERG
FINANCIAL

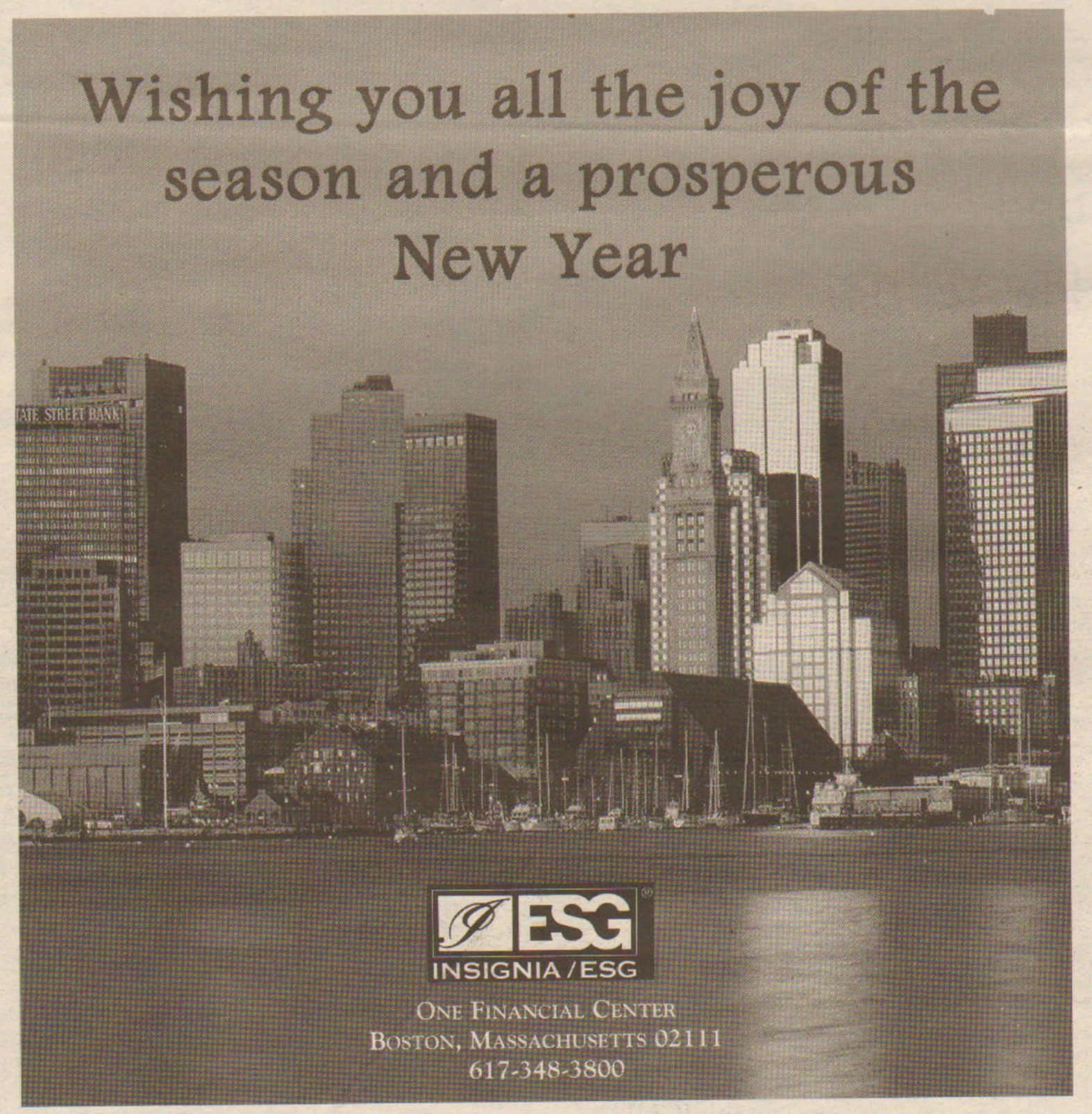

Steve Schein
CARTER•BURGESS
SUMNER SHEIN


Richard Cohen
KONOVER
DEVELOPMENT


Paul Stella
P.J. STELLA
CONSTRUCTION


Marlene Aron
INVESTMENT PROP.
SPECIALIST


Greg Micallef
OLYMPUS GROUP



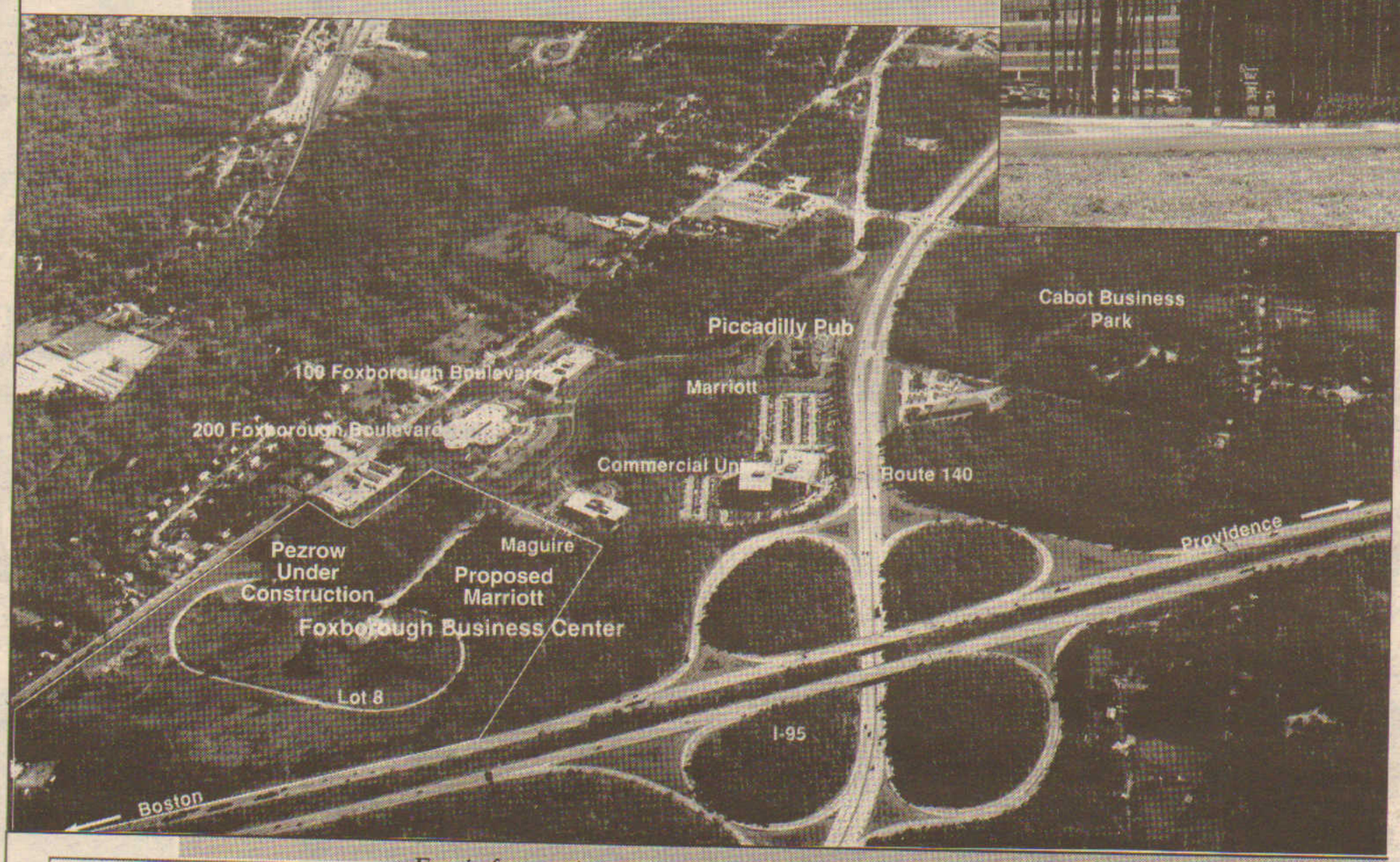
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FEBRUARY

Davis Cos. Sells 135,413 s/f Wilton, Conn. offices to Berwind Property Group for over $27 million.

Fallon Hines & O'Connor, McCall & Almy cobroker $27m sale of 200,000 s/f Old South Bldg., Boston.

Cushman & Wakefield sells 150,000 s/f Manchester, N. H. office/whse. for John Hancock to New Boston Fund

Princeton Properties buys Essex House apts. in Salem, Mass. from Fannie Mae for $2.6 million.

Corcoran Jennison starts $32m Park Square West in Stamford; Arrowstreet & ICON design 143 units.

Intercontinental Cos. acquires 102,000 s/f 343 Congress St., Boston offices from Bell Atlantic for $10.6 million.

Johnson of MJB brokers $4m sale of 120,000 s/f ind. bldg. in North Haven, Conn. to Sackett Point R.E.

Colebrook and McDonough broker sale of 100 Harrison Place, Springfield, Mass. for Klondike to Picknelly - $5m.

Ashworth & Fish place $20m for 493,405 s/f warehouse/ distribution facility in Newark, N. J.

CB Richard Ellis handles 257,000 s/f $6.2m sale in East Longmeadow, Mass. for Milton Bradley to Plastipak.

Holliday Fenoglio Fowler secures $23m for Tishman-Heskin's 316,238 s/f office/ R&D site in Acton. Mass.

Cushman & Wakefield brokers sale of 2 Liberty Sq., Boston; 67,151 s/f sold by J. Hancock Life for $10.82m.

Voccola/Olympus Group sells 25,000 s/f in Providence for Belvoir Props. To Cove Road Dev. for $2.3m.

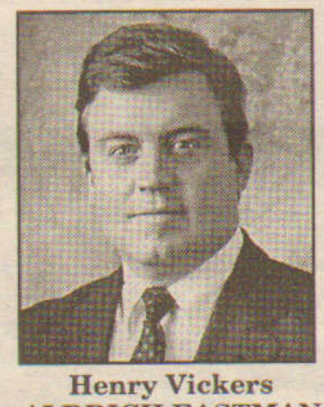
Butler of CBRE/Whittier Ptrs. brokers sale of 620 Memorial Dr., Cambridge, 91,500 s/f, for $36.5 million.



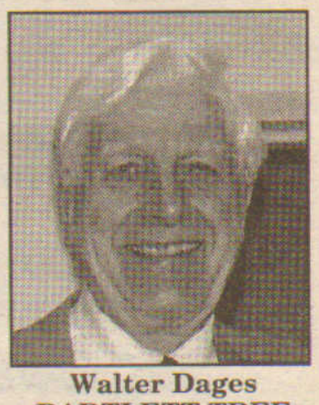
Rachel Roginsky
PINNACLE ADVISORS



James Thomson
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Henry Vickers
ALDRICH EASTMAN & WALTCH



Walter Dages
BARTLETT TREE EXPERT CO.



Richard Gallivan
RESTAURANT SITES



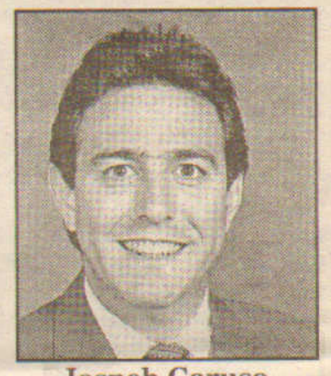
Edward Bowler
ILS ADVISORY GROUP



Ron Boufford
GLOBAL REALTY



Webster Collins
CB RICHARD ELLIS/ WHITTIER PTRS.



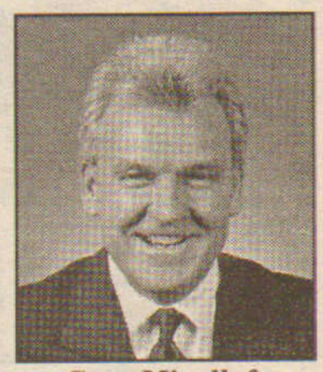
Jospeh Caruso
PETER ELLIOT LLC



Jeff Dugas
WELLSPEAK DUGAS & KANE

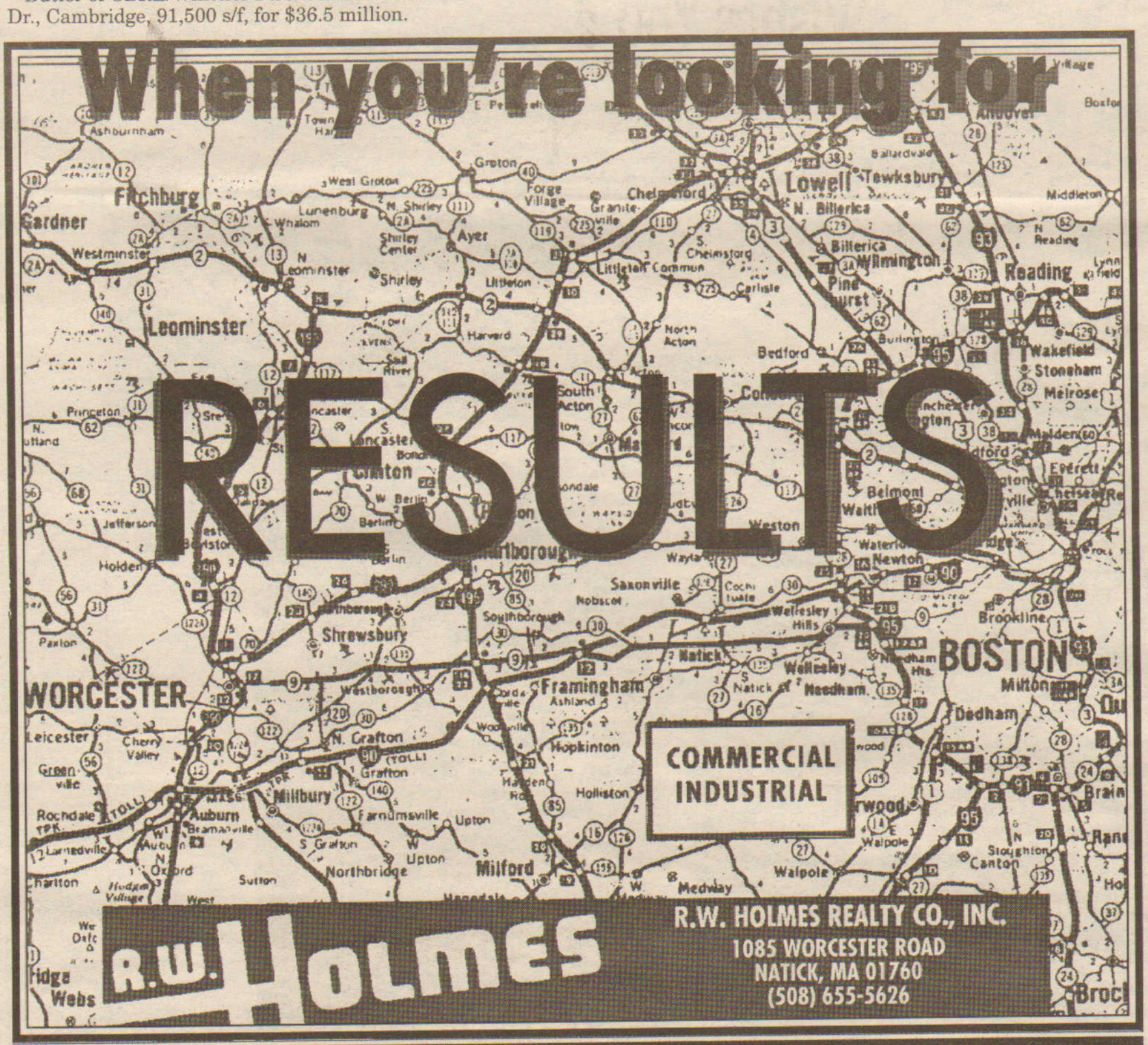


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FEBRUARY

Crown Const. starts 110,000 s/f Sarnafil mfg. facility in Canton, Mass.; ICON design for $6m property.
Integrated Design & Const. starts 70,000 s/f $8.2m Tufts University Gantcher Family Sports Ctr., Medford.

Fallon Hines & O'Connor brokers $100m sale of 385,000 s/f Nyala Farms Corp. Ctr. for Stauffer to Clarion Ptrs.
CBRE/Whittier Ptrs. sells 240 apts. in Haverhill, Mass. for J. Hancock to Pine Brook Place for $11.2 million.

Beacon Skanska starts 30,000 s/f $5m United Airlines ground support facility at Logan Int'l Airport, Boston.
Fugitt of Hastings brokers $2.62m sale of 17,500 s/f in Westport, Conn. for Istria to BMARS.

Caswell Const. starts 20,000 s/f addition for Lista Int'l in Holliston; Gorman Richardson archt. for $2m site.
Stewart of David Cronheim Mtge. Arranges $45.15m for Radisson Hotels in Marlboro, Mass. and Rosemont, Ill.

Eastern Realty Advisors places $7.7m interim loan for 82,500 s/f Essex Outlet Fair in Vermont with Prudential.
Bierbrier starts on 10,125 s/f CVS/pharmacy in Medford; TRB general contractor; Keyes Associates architect.

Malloy of Peter Elliot sells 3 Nashua acres for CNL to Spitbrook Shopping Center for $2.189 million.
Fallon Hines & O'Connor leases 105,000 s/f in Marlboro Corp. Ctr. for Loan Star Funds to two tenants.

New Boston Fund buys 9 sites, 625,000 s/f, in Conn., Mass. and N.H. from Principal, others for $45 million.
Casler and Lynch Murphy Walsh cobroker 27,500 s/f at Hillcrest Office Park, Waltham, to CTC Communications.

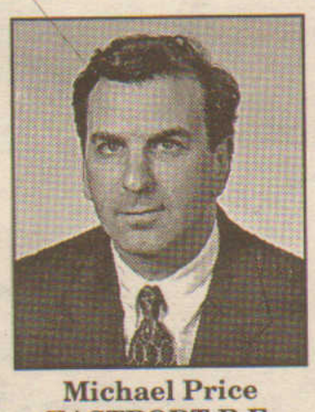

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Robert Nahigian
AUBURNDALE REALTY


David Boyarsky
DAB APPRAISAL SERVICES


Dana Wolfe
GROSSMAN COS.

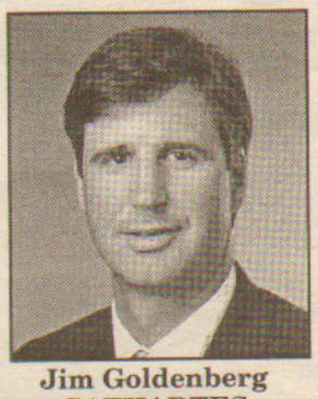

Greg Antonopoulos
LEE KENNEDY CO.


Michael Price
EASTPORT R.E. SERVICES

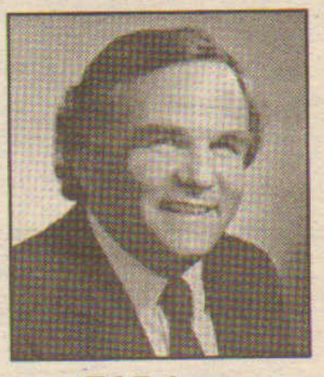

David Goldfisher
BEAR STEARNS & CO.


Mo Dodman
KATZ COMPANIES


Douglas Marr
C. TALANIAN REALTY


Jim Goldenberg
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Thomas Sweeney
RODMAN REAL ESTATE


Ed Zuker
CHESTNUT HILL REALTY

We Have Had a Record Six Months at Taurus New England

-Closed-

	Property	SF
July	285 Bear Hill Road *Waltham, MA*	26,270
August	10 Lyberty Way *Westford, MA*	105,000
October	Harvard Mills *Wakefield, MA*	232,150
	71-77 Summer Street *Boston, MA*	56,390
November	325 Wood Road *Braintree, MA*	42,800
December	9-90 Marriott *Framingham, MA*	98,150

-Pending-

	Property	SF
December	184 High Street *Boston, MA*	49,170
	148 State Street *Boston, MA*	62,320
	Total	**672,250 sf**

TAURUS

Taurus New England Investments
118 Milk Street, 2nd Floor
Boston, MA 02109
(617) 357-4440 (Phone)
(617) 357-4446 (Fax)
Contact: Peter A. Merrigan
Robert J. Vey
Scott R. Tully

Acquisitions
Joint Ventures
Development

Asset Management
Property Management

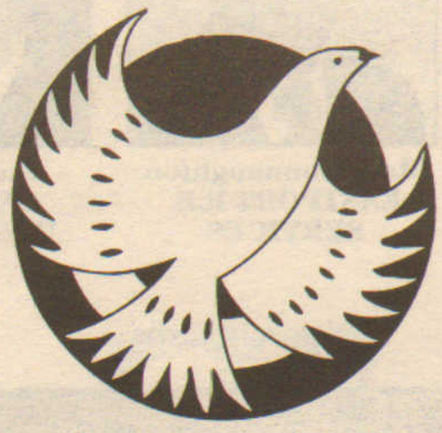
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Happy Holidays

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Brownfields Recovery, Corp.
Pyramid Advisors

Cushman and Wakefield
Spaulding and Slye
Grubb and Ellis
Goedecke and Company
Dartmouth Group
Holliday, Fenoglio, Fowler

SunAmerica
TIAA
Bank of America
Citicorp
GMAC
Midland Loan Funding

Metrowest Bank
Webster Bank
First Essex Bank



Best wishes to our friends
for a joyous holiday
and a happy
and prosperous new century.

DACON

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MARCH

Druker Co. receives OK for $40m, 20-story luxury apts. adjacent to Colonnade Hotel from Supreme Court.

John Sullivan Jr. Corp. starts $2.5m medical offices in Hampton, N. H.; 23,000 s/f designed by Gould Turner Grp.

CB Richard Ellis handles $32.75m sale of 100 Pearl St., Hartford, 281,000 s/f, to New Boston Fund.

O'Neill of Boston R.E. Ptrs. leases 40,700 s/f with Powers of C&W and Adams of Hunneman at Cabot Corp. Ctr., Mansfield.

Capstone Props., Smith & Co. sell 127,000 s/f ind./R & D site in Nashua for MetLife Ins. to Nashua VP; $1.452m.

Auction Props. sells Stowe House Inn and 37 room motel in Brunswick, Me. for People's Heritage Bank for $865,000.

Engingro/Select Sites brokers 17,000 s/f Hamden, Conn. offices for Crossley to Cucinelli for $1.165m.

Karp of New England Dev. to sell 14 malls, 10.5m s/f, to Simon Property Group, Indianapolis, for $1.725 billion.

Emerson College buys 157,264 s/f Walker Bldg., Boston, for $22.75m; CB Richard Ellis/Whittier Ptrs. broker.

Butler-Phelan of Meredith & Grew arranged $17.5m MetLife loan for 348 apts. in Warwick, R.I.

Abbey Grp. leases 420,000 s/f to Blue Cross-Blue Shield at Landmark Center, Boston's Fenway; M & G broker.

Holliday Fenoglio Fowler secures $22m refinancing for Carruth Capital's 404,631 s/f in central Mass.

Ashworth Mortgage places $33.15m for Phoenix site of 447,000 s/f offices to be developed.

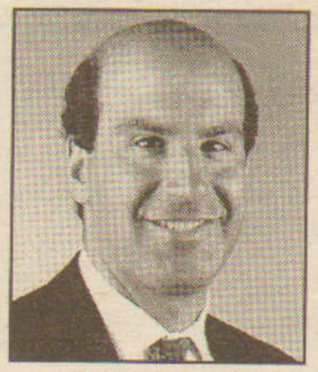
Hunneman Mortgage arranges $7.127m for Ferland Corp's 283 apts. in Pawtucket & Woonsocket with First Maryland.



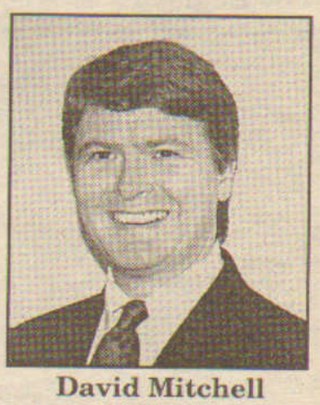
Lois Boemer
BA COMMUNICATIONS



Michael Woodard
WOODARD/ REDPATH



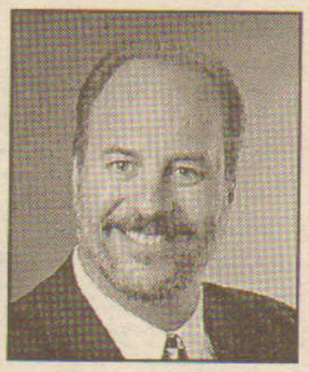
Peter Joseph
CUSHMAN & WAKEFIELD



David Mitchell
RADER PROPERTIES



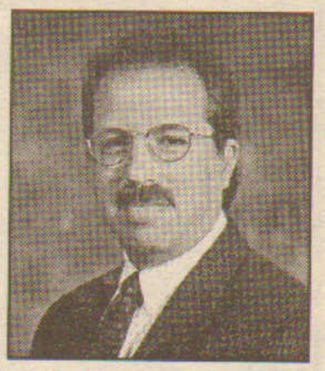
Mark Connaughton
EASTPORT R.E. SERVICES



Stuart Lubin
CATHARTES INVESTMENTS



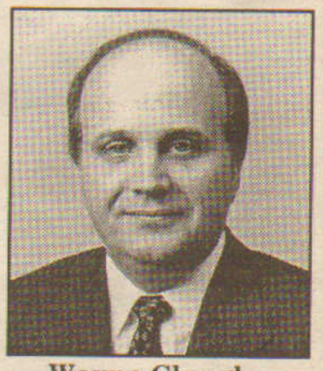
Richard Harris
HUNT & HULTEEN



Robert Buckner
ASSET PRESERVATION



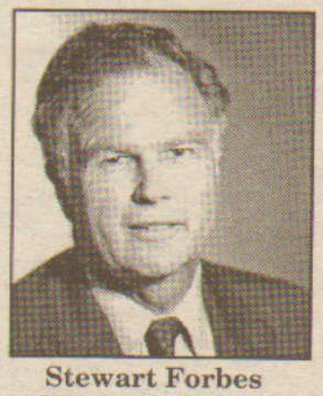
Howard Miselman
CONTINENTAL FUNDING



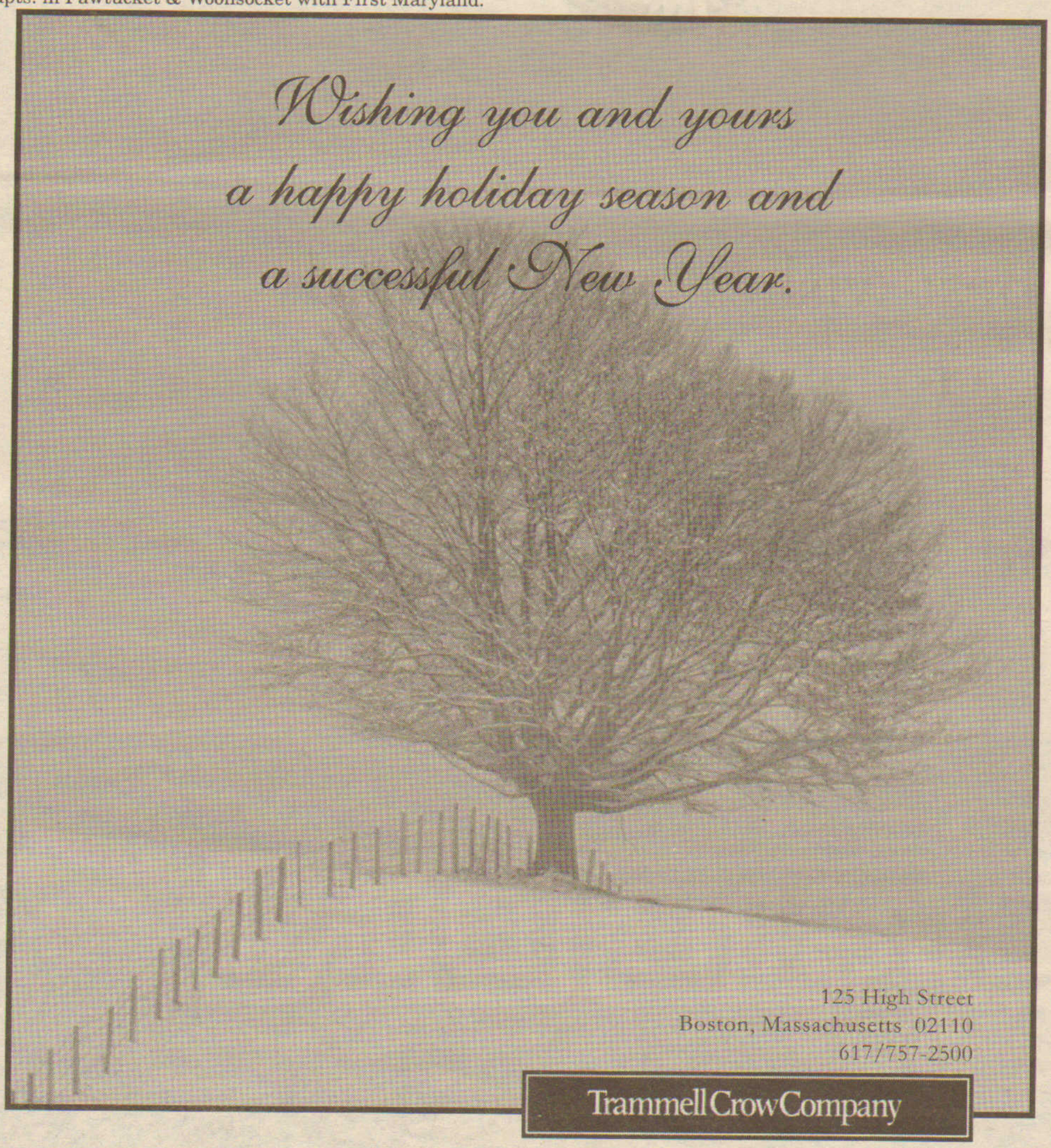
Wayne Clough
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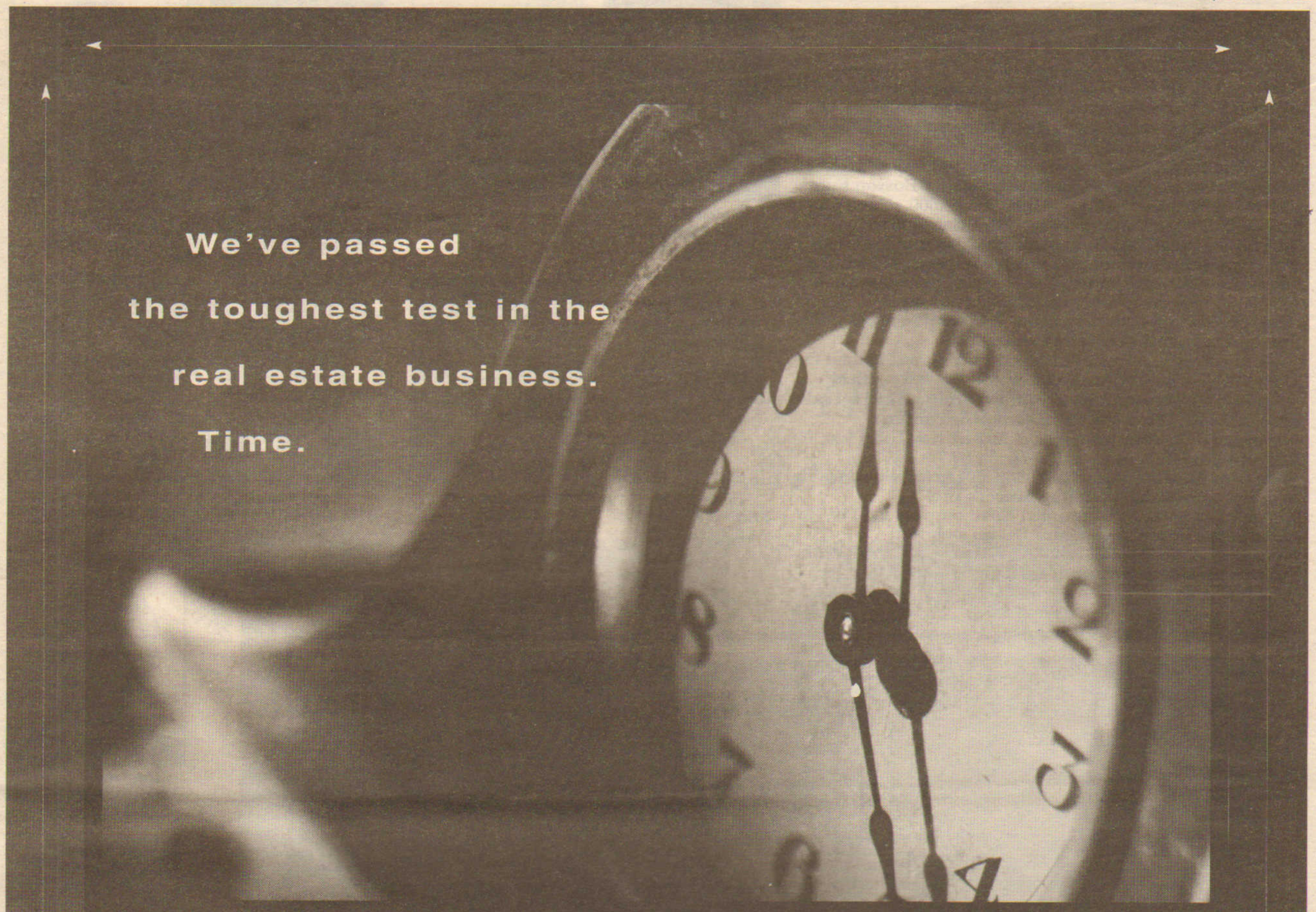


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Building on 40 Years of Success

Konover

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KONOVER DEVELOPMENT CORPORATION

KONOVER INVESTMENTS CORPORATION

KONOVER MANAGEMENT CORPORATION

VISIT US AT
BOOTH 527 FIFTH AVENUE AT THE
ICSC SPRING CONVENTION

1 · 8 7 7 · K O N O V E R / W W W . K O N O V E R . C O M

MARCH

Dwyer, Oberg, Harris of Spaulding & Slye leases 287,000 s/f for DEK Portfolio with Zielinski-Carroll of M. & G.
Witten & Nicolletti completes $13.8m note sale for 492 School Lane House Apts., 10,000 s/f commercial space.

CB Richard Ellis brokers $11.7m 160,000 s/f sale of Windsor (Conn.) Commerce Center to New Boston Fund.
Meredith & Grew secures $6.58m for 98,600 s/f Stamford medical buildings; Cormier broker; M&T Bank lender.

Tambone and Cigna Inv. to build 120,000 s/f Cedar Hill Ind. Ctr.; Holliday Fenoglio Fowler handles $5.9m site.
Rosenthal, Redford, General Cinema plan Sundance Center, 250,000 s/f in Boston; CBT archt.; Shawmut Design G. C.

Interstate Const. Starts $13m Haverhill school addition and renovation totaling 103,000 s/f.
Atlantic Realty, Jung/Brannen and cm&b break ground for 103,000 s/f Six Kimball Lane offices, $12.5m, in Lynnfield.

Spalding & Slye's Koury & Millerd broker $7.992m sale of 95,000 s/f Holden Common shopping center.
Tsokalas of Fischer R.E. sells 77,194 s/f Nob Hill Plaza in Bridgeport for Huntington to Tucker for $3.7m.

Shair of M&J Assoc. sells 20,355 s/f Loring Shoppes in Braintree for $2.85m for Ray Mucci's Inc.
R. W. Granger & Sons awarded $28m contract for 159,778 s/f Berkshire County Jail; Equus Design architect.

Davis Cos. acquires 87,500 s/f Emery bldg. in Wilton, Conn. with Commonfund Group for $7 million.
Coppola of IPS negotiates sale of 5,000 s/f Newton retail block for R & L Realty to Montrose for $1.525m.


Richard Pilla
NAI PARAMOUNT PARTNERS


Leonard Lucas
LOVE FUNDING


Kristen Hill
DESIGN MGMT. CORP.


Bill Kargman
FIRST REALTY MGMT. CORP.


Michael Keane
KEANE, CHIUVE & MCGILLIVRAY


Donn Rawson
FEDERAL MANAGMENT


Mark Venuti
THE CONSULTING GROUP, INC.

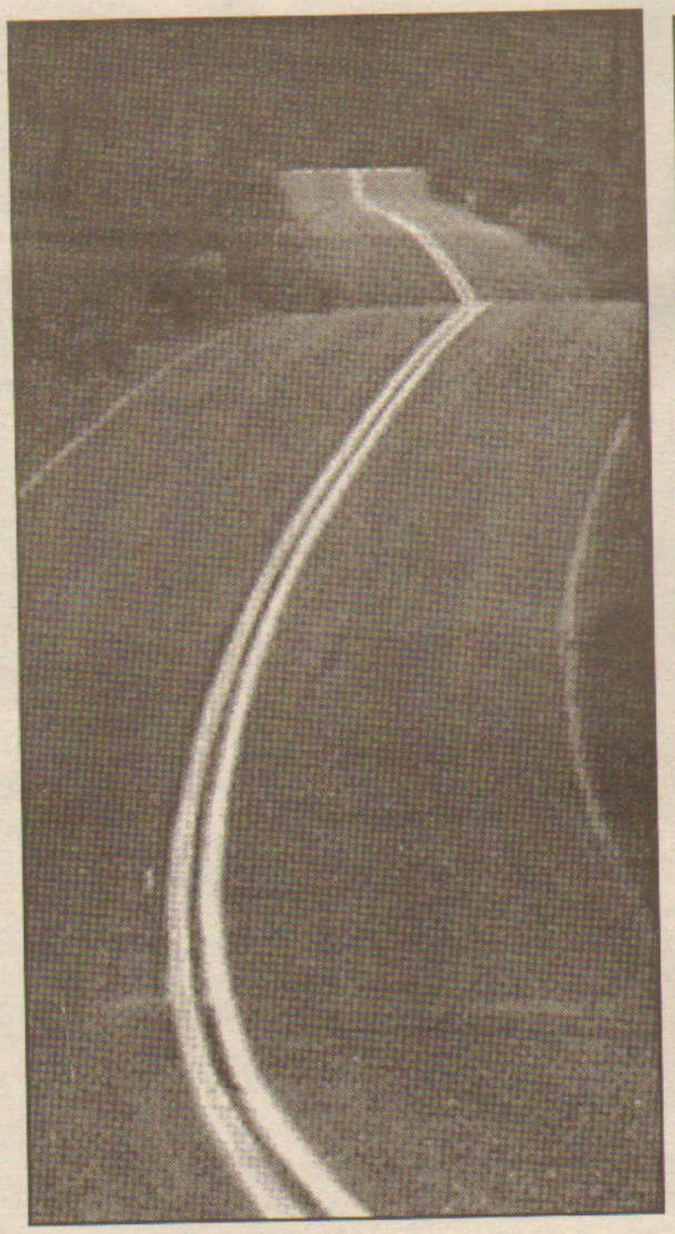

Blase Reardon
A.F. UNDERHILL


Lindsay Drisko
ENVIRONMENTAL CONTROLS, ENE


Michael Battista
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Jay Driscoll
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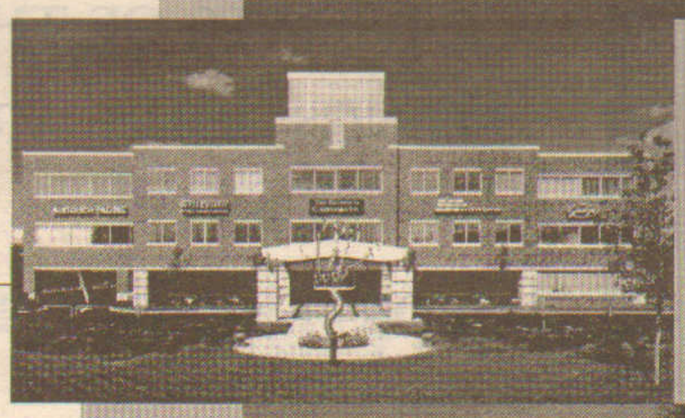
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April

Suffolk Construction begins $55m rehab of 902,000 s/f Landmark Ctr. for Abbey Group; Bruner/Cott architect.

Woodward Assoc./Redpath & Co. sell 112 acre parcel to Upper Valley Land Trust, Hanover, N.H. for $1.2 million.

Tsokalas of Fischer R. E. brokers sale of 164 Bridgeport apartments to Karitsa Realty Corp. for $2.1m.

HLA's 81,000 s/f Forge Hill senior community in Franklin, Mass. nears completion; Beaver Builders GC for $7.5m site.

Smith, Daume of Spalding & Slye sell 66,000 s/f condos/retail at Lewis Wharf to DeNormandie Cos. for $12.6m.

Coldstream R. E. Advisors leases 31,200 s/f warehouse in Portsmouth, N. H. for Wright Line to Sears Roebuck.

AEW Capital sells 228,601 s/f 399 Boylston St. for MetLife for $52m; Berkowitz of Blue Chip Props. broker.

Ashworth Mortgage places $28.5m for Cabot Cabot &Forbes' purchase of 328,000 s/f in N. E. Business Center.

CB Richard Ellis/Whittier Ptrs. & Codman Co. cobroker 117,000 s/f for Telegraph Props. in Marlborough.

Fantini & Gorga arranges $22m with Citizens Bank for 135,000 s/f Pharm-Eco Labs in Jackson Tech. Park, Ayer.

Sprectum Financial arranges $11m for Curtlo Trust's 124,675 s/f Lincoln Plaza in Hingham with Sun Life.

Nordblom completes 60,000 s/f office redevelopments for Northwest Associates; $4.2m project in Burlington.

Davis Cos. purchases 550,000 s/f of Boston Design Ctr. for $36.5m; Smith, Jamieson of Spalding & Slye broker.

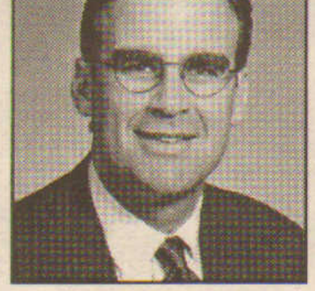
E. R. Flansburgh and Interstate Const. to build $16.8m Mendon-Upton (Mass.) middle and high school.



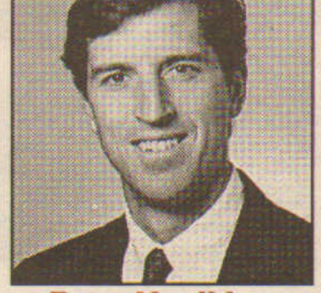
Pat Walsh
CHICAGO TITLE INSURANCE



Joe Parente
COLONIAL TITLE + INSURANCE



Mark Winters
CUSHMAN & WAKEFIELD



Peter Nordblom
NORDBLOM CO.



Richard DeWolfe
DEWOLFE/ NEW ENGLAND



Tammy Pendergast
NEW ENGLAND REALTY RESOURCES



Steve Ritzi
RITZI ASSOCIATES



John Parsons
PARSONS COMMERCIAL GRP.



Jim Boudrot
HUNNEMAN COMMERCIAL



Timothy Halloran
INSIGNIA/ESG

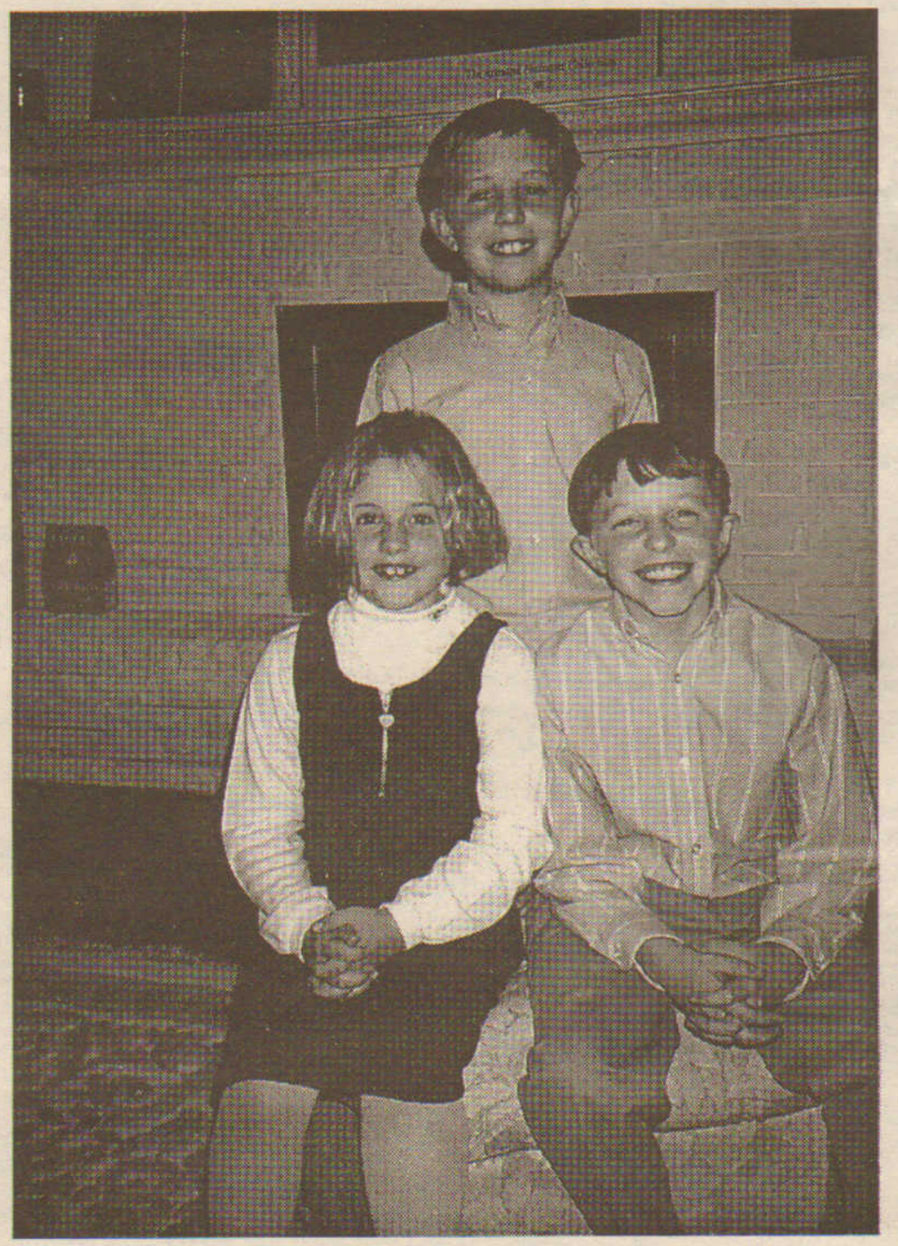


David Eaton
EATON PARTNERS



Albert Sagansky
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It's the Time of Year That We Should Remind Ourselves of the Things That are Truly Important In Life.

~

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

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

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Clients and Friends
a Joyous Holiday
and a
Happy New Year

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

April

Harold Baker & Co. arranges $16.2m for Crown Properties' 380,000 s/f Griffin Office Ctr. in Windsor, Conn.
David Adam Realty buys 74,351 s/f Avon (Conn.) Marketplace from S. R. Weiner for $14.5m

Hynes & Adams of Meredith & Grew leases 164,000 s/f at 245 Summer St. to Fidelity Inv. and Colonial Mgmt.
CB Ellis sells 425,000 s/f Milford (Conn.) Corporate Campus for Lend Lease R. E. Inv. for $35m

Grubb & Ellis sells 10.2 acre Chelsea Commerce Ctr. to city for $7.9m; plan 450,000 s/f office park
New England Dev. Buys 601,084 s/f Westgate Mall in Brockton from Campanelli Inv. Props. For $16.9m

Boulos, Young of Boulos Co. sell 259,000 s/f Auburn (Maine) Plaza for Acadia Realty for $3.5m
Brosler of Investment Property Specialists sells 146,000 s/f with W. J. Nealon for $3.25m in Newton

Cronin of Meredith & Grew brokers $1.2m sale of 42,150 s/f Marlboro Square for J. Hancock R. E. Inv.
Holmes, Johnston of R. W. Holmes sell 80,000 s/f in Harvard, Mass. to Deane Redevelopment for $1.1m

Lemire, Butler, St. John of CB Richard Ellis/ Whittier sell 196 unit Tower at Franklin Sq., Worcester-$11.3m
Barker, Cleary of Boston R. E. Ptrs. broker 100,800 s/f office lease with Fallon, Frisoli of FH&O

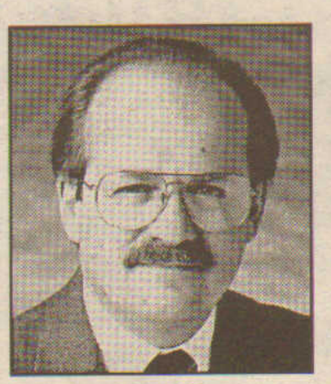
Dinsmore of Trammell Crow leases 31,265 s/f with Ryan of MJ Associates at Bald Hill Plaza, Warwick, R. I.
Hutensky sells 34,535 s/f Lakeview Ctr. with K&G Realty and Arnold Peck in Branford, Conn. for $1.575m


William Payton
PAYTON CONSTRUCTION


Ellen Lee
FINARD & CO.

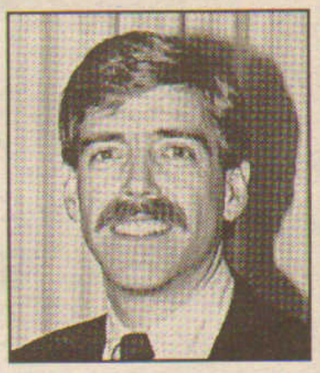

Paul Tolk
SCALZO COMMERCIAL

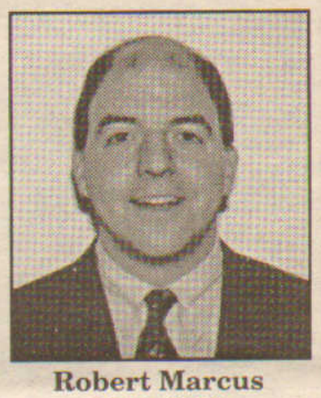

Michael Konover
KONOVER & ASSOC.


Larry Guillmette
SAMUELS & ASSOC.


John Rosenthal
MEREDITH MANAGEMENT


Tim Londregan
LONDREGAN COMMERCIAL


Tom Saturley
AUCTION PROPERTIES LTD.


Robert Marcus
MARCUS REAL ESTATE


Victor Nolletti
MARCUS & MILLICHAP WITTEN & NOLLETTI


Stanley Sidel
SPECTRUM FINANCIAL


Harvey Levin
HARVEY LEVIN, INC.

Independent Data Report

New Bedford Sizzles

- *Decade's lowest unemployment rate*
- *Job growth is double state average*
- *Job growth ranks 2nd in state*

As reported by the State Division of Employment on September 21, 1999

- *Real estate sales up 11% from 1998*
- *Median real estate value up 5.5%*

As reported in the Banker & Tradesman on October 10, 1999

Find Out More About *Southcoast's Turnaround*

- *Finance Assistance*
- *Negotiable Tax Abatements*
- *Real Estate Data Base with 25 million Sq. Ft.*
- *SBA Prequalification Intermediary*
- *Negotiable sales on Brownfields Sites*
- *Streamlined permit process*
- *Site Location Support*

New Bedford Economic Development Council, Inc.

508-991-3122

700 Pleasant Street, First Floor
New Bedford, MA 02740

Fernando Garcia, *Chairman*

Frederick M. Kalisz, Jr., *Mayor*

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May

Bren Schreiber plans 55,000 s/f Waltham offices; CB Richard Ellis CM, Aberthaw GC, G&E agent.

Matt to start $34m, 90+ unit Tremont Tower condo at 165 Tremont St. overlooking Boston Common.

Boston R. E. Partners leases 40,092 s/f to Redstone Communications for Glenborough Realty Trust in Westford.

Archon Group names Spaulding & Slye property manager for four Boston offices totaling 434,000 s/f.

BV Development building 430,000 s/f Brighton Landing for New Balance; ADD Inc. architect, Dimeo CM.

Isenberg of Stebbins Commercial sells 20,000 s/f in Bedford, N. H. for Major Properties for $1.1 million.

Northland Inv. acquires 800,000 s/f Bigelow Commons in Enfield, Conn. for $23.7m from Conn. Hsng. & Fin.

Beacon Capital Ptrs. to buy 335,000 s/f Fort Point Place for $25.8 million; to sell 1.45m s/f Cambridge Tech portfolio.

Fantini & Gorga arranges $26m for Corcoran Jennison's 268 rm. Doubletree Club hotel.

Chelsea approves plan for $16m, 180 room Wyndham Garden Hotel; Wedge Group pays $1.2m for two acre parcel.

Conrad Empire Capital places $3.5m for 270,000 s/f former Thom McAn building, Reidy-Johnson broker sale.

Ashworth Mortgage awarded Mercedes-Benz in debis Financial Services incentive program.

Spectrum Financial arranges $9.85m for 399,000 s/f Spencer Press HQ building in Wells, Maine.

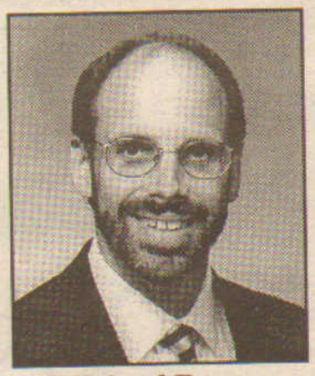
Holliday Fenoglio Fowler obtains $5.9m for Tambone and Cigna's 199,800 s/f at Cedar Hill Center, Marlboro.



John Swen
RHODE ISLAND E.D.C.



Karyn McFarland
MCFARLAND & FINCH



Michael Berman
CONTINENTAL WINGATE



Steven Tenofsky
STEVEN TENOFSKY



Barbara Hanley
GOLF & LAND ECONOMICS



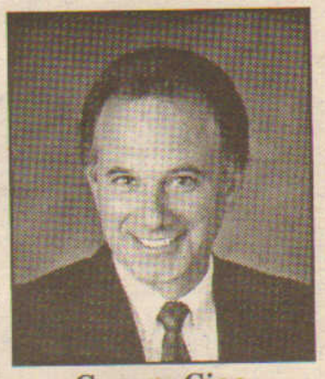
Michael Killion
HUNNEMAN COMMERCIAL MTGE.



Brian Hines
TRAMMELL CROW



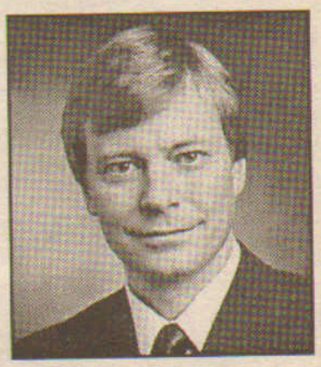
Paul Vaughn
BINGHAM DANA LLP



George Cioe
RE/MAX PROFESSIONALS



Richard Shafer
CITY OF TAUNTON



William Jackson
WILLIAM JACKSON ASSOCIATES

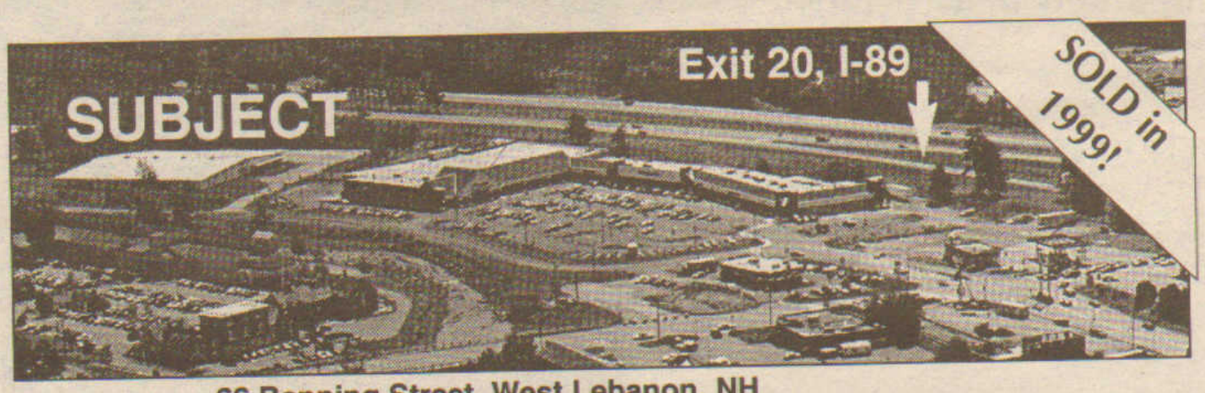


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has been found and we are all enjoying a very spirited Holiday season!

Here's wishing you were here so we could wish you and your company a Happy Holiday Season and success in Y2K!



66 Benning Street, West Lebanon, NH
40,000 s.f., 5+/- acre facility SOLD at Exit 20, I-89

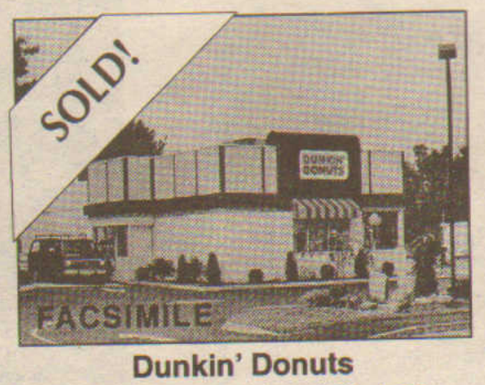


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Senior Commercial Broker

CCIM



Chili's Restaurant
Exit #20, I-89, West Lebanon, NH



Dunkin' Donuts
Route 12-A at Exit #20, I-89
Currently under construction
To open in March of 2000



K-Mart Plaza - T.J. Maxx opened at the K-Mart Plaza in May, 1999 - Route 12-A at Exit 20, I-89



Hollywood Video
Former Boston Market
Rte. 12-A,
West Lebanon, NH

Happy Holidays!

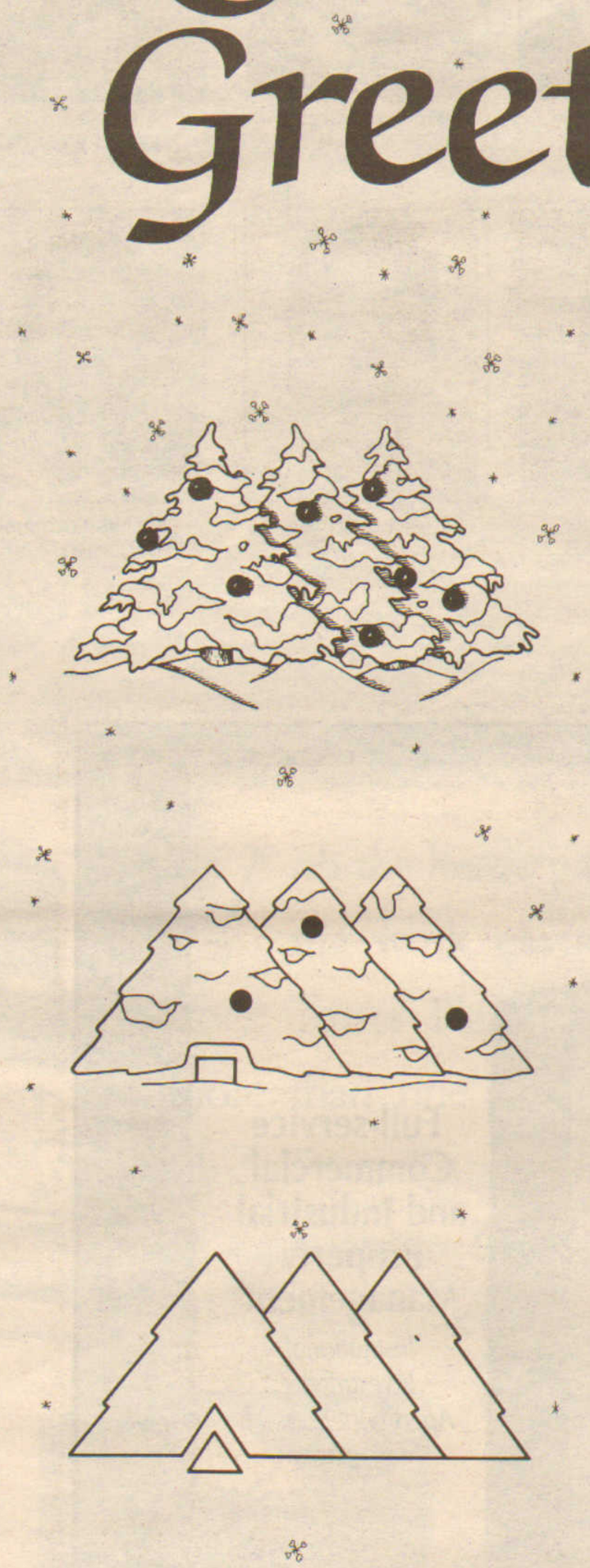
Bruce Waters

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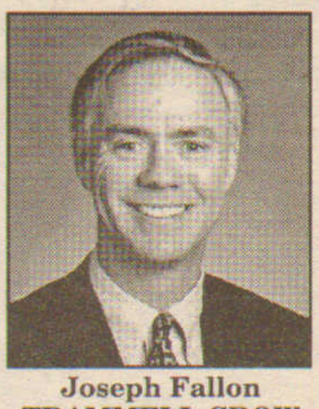
May

MTF Weymouth and Campanelli to develop 14.6 acres into 100,000 s/f offices; Peter Elliot broker, lease agent.
National Amusements breaks ground on 20 screen Showcase Cinema, 91,789 s/f, in Revere; design by Beacon Architectural.
Vidal/Wettenstein sells 47,000 s/f Dow Corning facility in Monroe, Conn. for $2.15m to Bock USA.
Vogell of Dawson Comm'l leases 43,000 s/f in Pittsfield, Me. for the Denny Block to Edwards Systems Technologies.
North Branch tops off $4.5m Meetinghouse at Riverfront assisted living; 102 units for Finley Props.
Peabody Construction breaks ground for $12m 25,000 s/f Buttonwood Zoo on 8.5 acres in New Bedford, Mass.
J. Calnan & Assoc. const. mgr. for $3.5m Sencorp HQ renovation-addition in Hyannis; warehouse and offices.
ADD Inc. designs New Balance's $75m 430,000 s/f HQ at Brighton Landing for BV Dev.; O'Connor CM, Dimeo GC.
Flatley converting Village Mall, Canton, into 300,000 s/f collection of major retailers and specialty shops.
Scherer & DiGiovanni of Triad Group broker $4.2m sale of Oakdale Mall, Tewksbury, for Mattarazzo Joint Venture.
Pro Con const. mgr. for $5m 99 room 59,797 s/f Courtyard by Marriott in Raynham Woods Commerce Ctr.
Fairlane Properties purchases 65,211 s/f 15 Broad St., Boston, from Wellsford for $8.1m; McCaffrey/M & G broker
Mega Group & TFM Realty cobroker $2.125m sale of 18,000 s/f Colonial Park Mall to Globe Realty Trust.
Shair of M & J Assoc. leases 70,000 s/f to Victory Supermarkets at Derry (N. H.) Meadows Plaza.


Vincent Cianci
CITY OF PAWTUCKET


Michael Hogan
MASSDEVELOPMENT

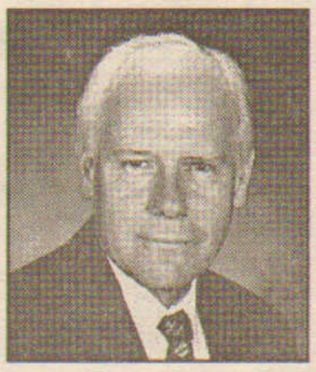

Ed Shapiro
INFINITY CAPITAL


Joseph Fallon
TRAMMELL CROW


Robert Conrad
THE CONRAD GROUP


Steve Inglese
LEXINGTON PARTERNS


Carol Todreas
TODREAS/HANLEY

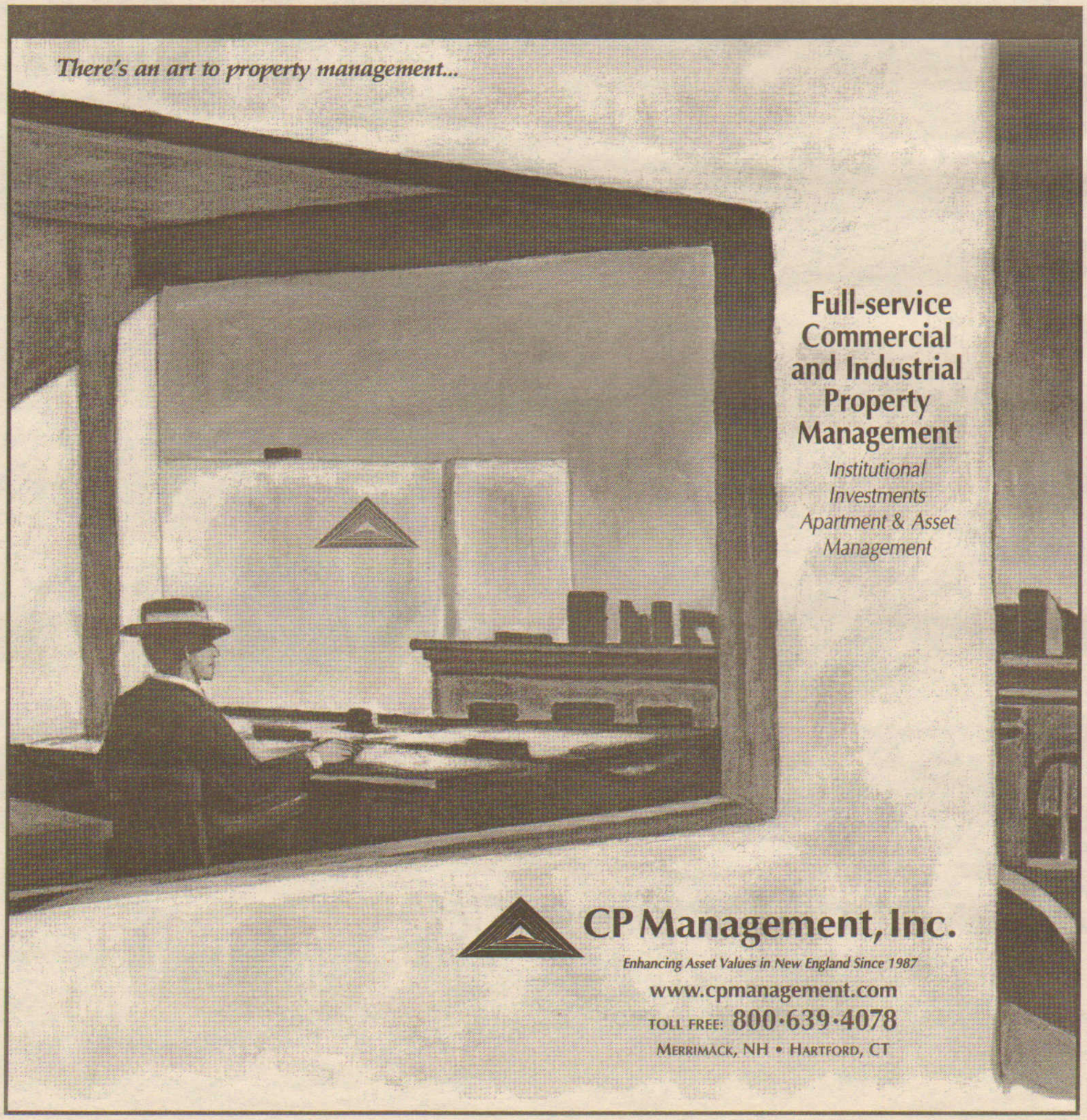

Harry Shea
SHEA COMMERCIAL


Bob Soule
LAND AMERICA FINANCE GROUP


Jay Dunham
LIBERTY BANK


Nancy Wluka
WLUKA REAL ESTATE


Tim O'Donnell
FANTINI & GORGA



New England Based Granite Quarry
Chelmsford, Massachusetts
Management Led Buyout
Placed with Commercial Bank
$19,500,000
Eight Properties

Sweet Paper Company
Miami, Florida
Refinancing
Placed with Wall Street Lender
$17,422,000
Single Tenant Industrial
700,000 square feet

Urban Subdivision
35 Residences
Brookline, Massachusetts
Construction Financing
Placed with Private Lender
$11,770,000

Fort Heath Apartments
150 Residences
Winthrop, Massachusetts
Long Term Fixed Rate Financing
Placed with Fannie Mae
$10,650,000

Growth Companies
Retail Portfolio
Waltham, Auburn & Boston, Massachusetts
Fixed Rate Financing
Placed with Wall Street Lender
$4,600,000
39,000 total square feet

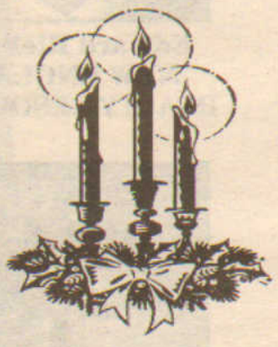
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Newton, Massachusetts
Acquisition Financing/Debt Restructuring
Long Term Fixed Rate Financing
Placed with Commercial Bank
$3,300,000
7 Locations

6 Wentworth Drive
Hudson, New Hampshire
Long Term Fixed Rate Financing
Placed with Wall Street Lender
$2,400,000
Single Tenant Industrial
50,000 square feet

Tremont Towers
492 Massachusetts Avenue
Boston, Massachusetts
Acquisition and Construction Financing
Placed with Commercial Bank
$2,440,000
Residential & Retail
20,300 square feet

1212 Hancock Street
Quincy, Massachusetts
Refinancing
Placed with Wall Street Lender
$1,800,000
Multi-Tenant Office Building
20,000 square feet

Restaurant Venture
Chestnut Hill, Massachusetts
Equity Financing/Advisory
Structured Investment as Preferred Equity
Placed with Private Capital
$1,500,000



Capital Access, Inc.

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Chestnut Hill, MA 02467

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Barry P. Winer Jeffrey M. Rome Tammy A. Gilbert
David B. Jacobs Jennifer R. Malboeuf

JUNE

Raymond Prop. develops $7m 280,000 s/f Trinity Place condos at Copley Sq., Boston; CBT archt., Turner GC.
JPI begins work on $20m 240 unit Jefferson at Den Rock apt. site in No. Andover; Kaufman Meeks designer.

Fini R.E. sells 22,500 s/f Carter's Bldg., Nashua, to C.F. Giles & New Oxford Realty Trust for $1.1 million.
Devcon Ent. acquires 190,436 s/f Westfield Shops, W. Hartford for $21 million; HFF brokers Lehman Bros. financing.

Keefe and Lewis of HT Hampe sell 87,500 s/f Wilton, Conn. offices to Davis Cos.-Commonfund Grp. for $7m.
Chozik Realty brokers sale of Bigelow Commons Apts., Enfield, Conn., to Northland Investments for $23.7 million.

New Boston Fund purchases The Meadows, Rocky Hill, Conn., 64,000 s/f offices, from John Hancock for $3.97m.
Waters of McLaughry Comm'l. sells 28,000 s/f Hanover (N.H.) East Office Bldg. to Hanover Equity Grp. for $2.74 million.

Douvadjian-Charneski of M&Gsecure $18m for Crowne Plaza Hotel, Warwick, R.I., from MetLife; 266 rooms.
Griffin, Maher, Griffith, Farnum of Fallon Hines & O'Connor negotiate $70m sale of 265 Franklin St., Boston.

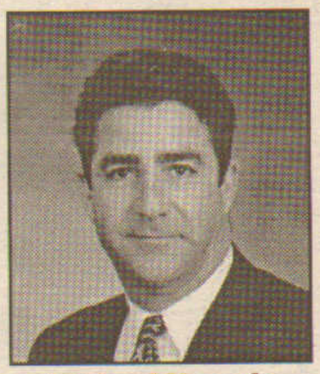
Epoch Senior Living starts 100 unit Lincoln Place, Lincoln, R.I.; TAT designs, Suffolk Const. GC.
Spectrum Financial arranges $6.3m for 31,525 s/f Lahey Clinic Medical Ctr., Lexington, with Guardian Life.

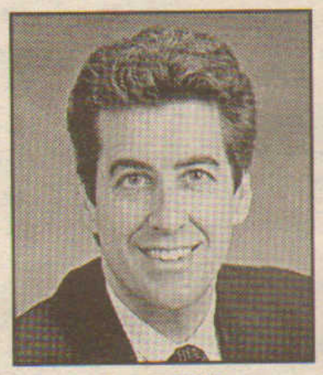
Ashworth Mtge. places $5.15m for Cross Country Motor Club's HQ in Medford, Mass.; 60,000 s/f on 2.78 acres.
Thomas of Grubb & Ellis leases 189,000 s/f to Alan Ritchey in Chicopee, Mass.; new build to suit by Associated Builders.

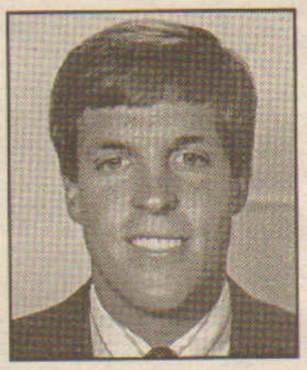

Jonathan Glanz
GLANZ INDUSTRIES


John Avery
AVERY & ASSOC.

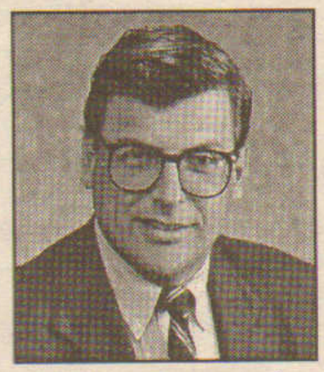

Debra Javit
MAX JAVIT R.E. DEVELOPMENT

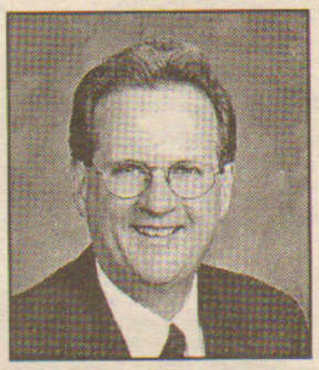

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Tom Hill
DRUBNER INDUSTRIALS


John Cregan
PARAMOUNT PROPS. GROUP

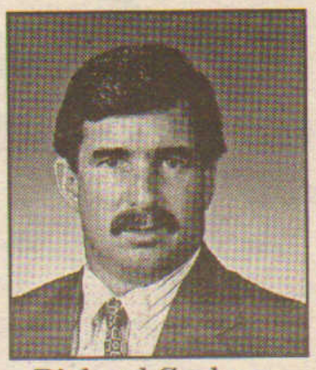

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HOTEL PARTNERS


William Pastuszek
SHEPHERD VALUATION


John O'Leary
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COTE LAND SALES


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

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JUNE

Beaver Builders GC for 81,000 s/f $7.5m Forge Hill senior living site; 100 units developed by HL&A; TAT archt.

Koffler Grp. buys 39,700 s/f bldg. at Hopmeadow Business Park, Simsbury, Conn., from Blue Ridge Ins. for $4.125m.

R.W. Granger nears finish of $16m 120,000 s/f add-on and renovation at Kennedy Elem. School in Somerville.

Turner CM for Northeastern University's $39.5m 460 dorm rooms designed by William Rawn Associates.

Vidal/Wettenstein & Scala & Clark cobroker $3.5m sale of 53,000 s/f to Hall Neighborhood House, Bridgeport.

Peabody Const. completes $10m 200,000 s/f re-use for Mass. MOCA in No. Adams designed by Bruner/Cott.

Tambone breaks ground for 120,000 s/f Cedar Hill Ind. Ctr., Marlborough; Vitols archt., Dacon GC.

Great Island Dev. acquires 233,821 s/f North River Plaza, Pembroke, Mass. for $22.75m from RREEF; Windalier loan.

CB Richard Ellis/Whittier Ptrs. sells $24.5m Lincoln Mall in R.I. to Churchill & Banks; plan $14m rehab.

Insignia/ESG negotiates sale of 65,000 s/f warehouse in Stoughton, Mass. for Karofsky to Capstone for $2.45m.

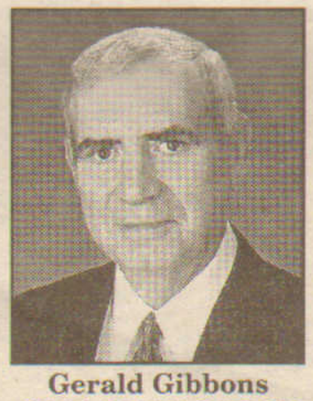
Nevis of The Stevens Grp. brokers 56,000 s/f sublease in Lawrence with MEG to Mine Safety Appliances.

CDC Comm'l. leases 40,000 s/f in Norwalk, Conn. to Bed Bath & Beyond; joining Crown Royale Theatre.

DL Poulin awarded contract to build $1m Applebee's Rest. 5,000 s/f, in Seabrook, N.H.; Vision III Architects.

Finard & Co. reports drop in Mass. retail space vacancies from 9.2% in 1997 to 7% in 1998.


David Prengaman
VISION III ARCHITECTS


Gerald Gibbons
CITY OF WARWICK


Kip Thompson
DELL COMPUTERS


Ken Lurvey
CONCORD EDC


Sheldon Rodman
RODMAN REAL ESTATE


Richard Lundgren
HUNNEMAN COMMERCIAL

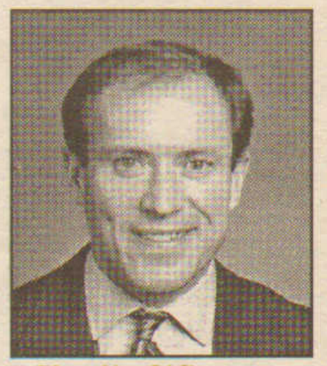

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MONKS & CO.


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MEREDITH & GREW


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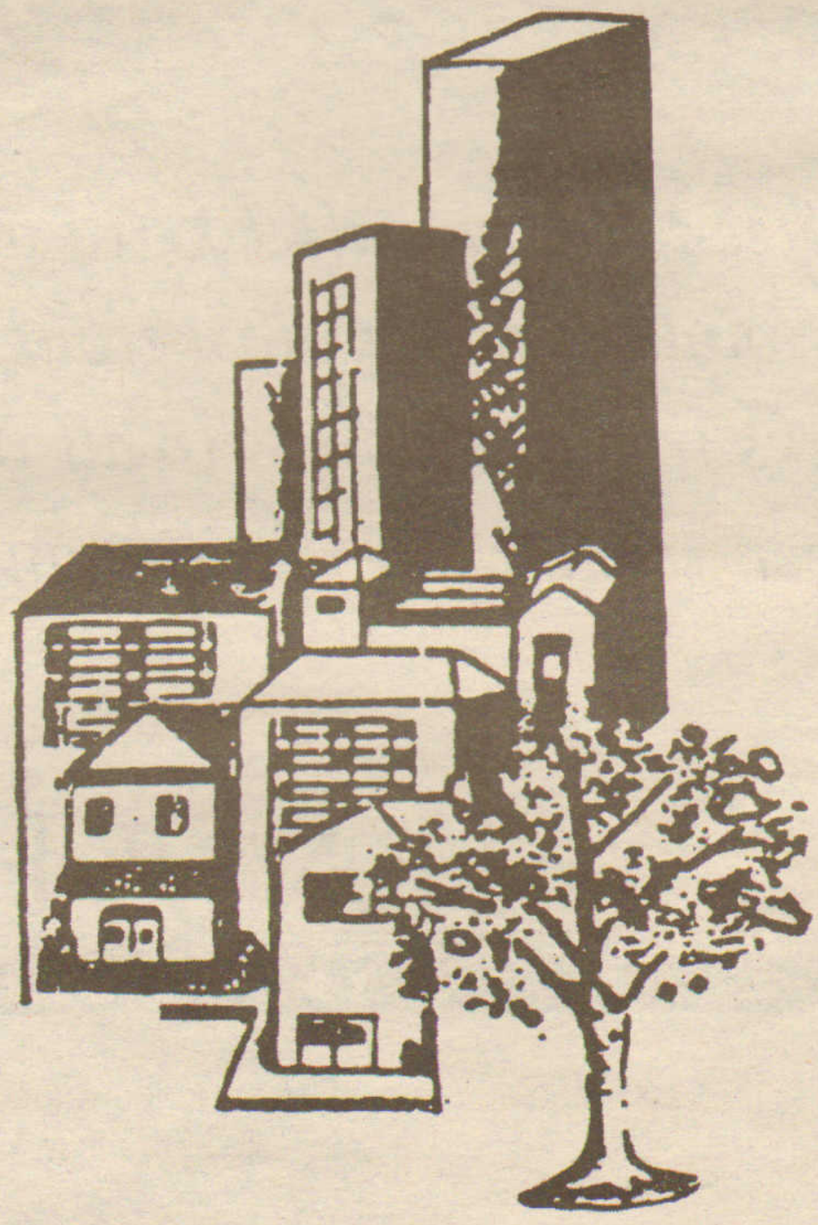
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JULY

Bulfinch completes structural steel work at 180,000 s/f One Cambridge Pl.; $42m Camp Dresser & McKee hqtrs.
Belli, Farrelly, Joseph, Phaneuf of C.&W. broker $22m sale/leaseback of 210,000 s/f offices in Manchester, N.H.

Architectural Ptrs. & Symes Assoc. to build 20 unit Shipside Village condo addition in Medford, Mass.
Stubblebine Co. & Boston R.E. Ptrs. sublease 117,405 s/f warehouse in Forge Park, Franklin, Mass.

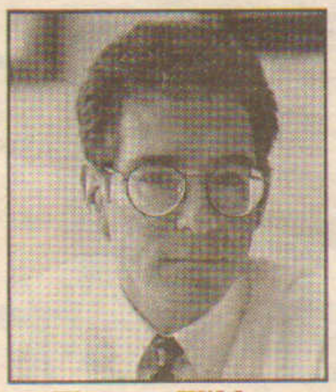
Alliance Const. completes 13,500 s/f So Maine Medical Ctr. in Saco; $1.6m site designed by Whipple-Callendar.
Giglio & Krasney broker $4.675m sale of 106,000 s/f ind. site in Naugatuck, Conn. for First Naugatuck Capital.

Integrated Builders starts $15m 135,000 s/f Pharm Eco Labs at Devens Commerce Ctr. in Ayer, Mass.
Boston Financial and Fantini & Gorga arrange $32m for Nordic-Berwind's 290,000 s/f Lexington Corporate Center.

Witten & Nolletti sells 182 unit, 162,661 s/f Valley Ridge Apts. in Westfield, Mass. for $5.4 million.
Giuttari and Surprenant of NAI MG Comm'l. lease 57,000 s/f East Providence distribution center for GKB Realty.

Kelleher & Sadowsky sells 15,000 s/f offices in Auburn, Mass. for D&H Realty Tr. to Hudson Schoolhouse.
Eastern Realty Advisors closes $12.5m PruExpress loan to Seaport Ptrs. to buy 125 unit Seaport at Marina Bay, Quincy.

Smith and Daume of Spaulding & Slye sell 374,000 s/f BankBoston branches with Triad Group for $48.6m.
ADD Inc, Suffolk and Patriot Games complete 600,000 s/f Lafayette Place; State St. Bank, Mass. Fin. lease .525m s/f.

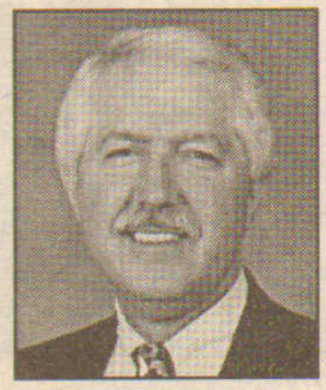

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WILDER MANAGEMENT


Mitchell Hunt
HUNT & HULTEEN

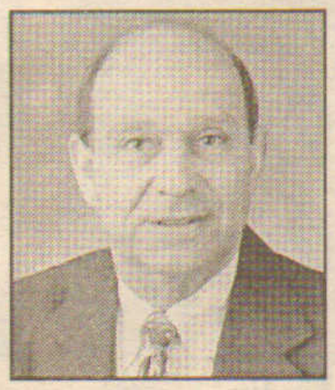

Mark Kisiel
MCCALL & ALMY

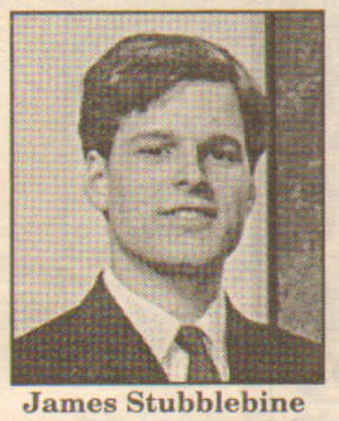

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Sydney Gorham
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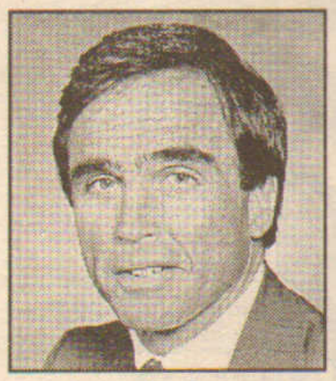

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ABBOTT PROPERTIES

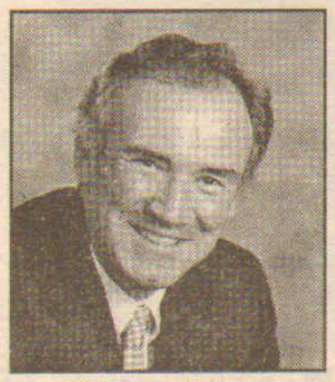

Peter Roy
NEW ENGLAND HOTEL REALTY


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BALCO, INC.


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STUBBLEBINE CO.


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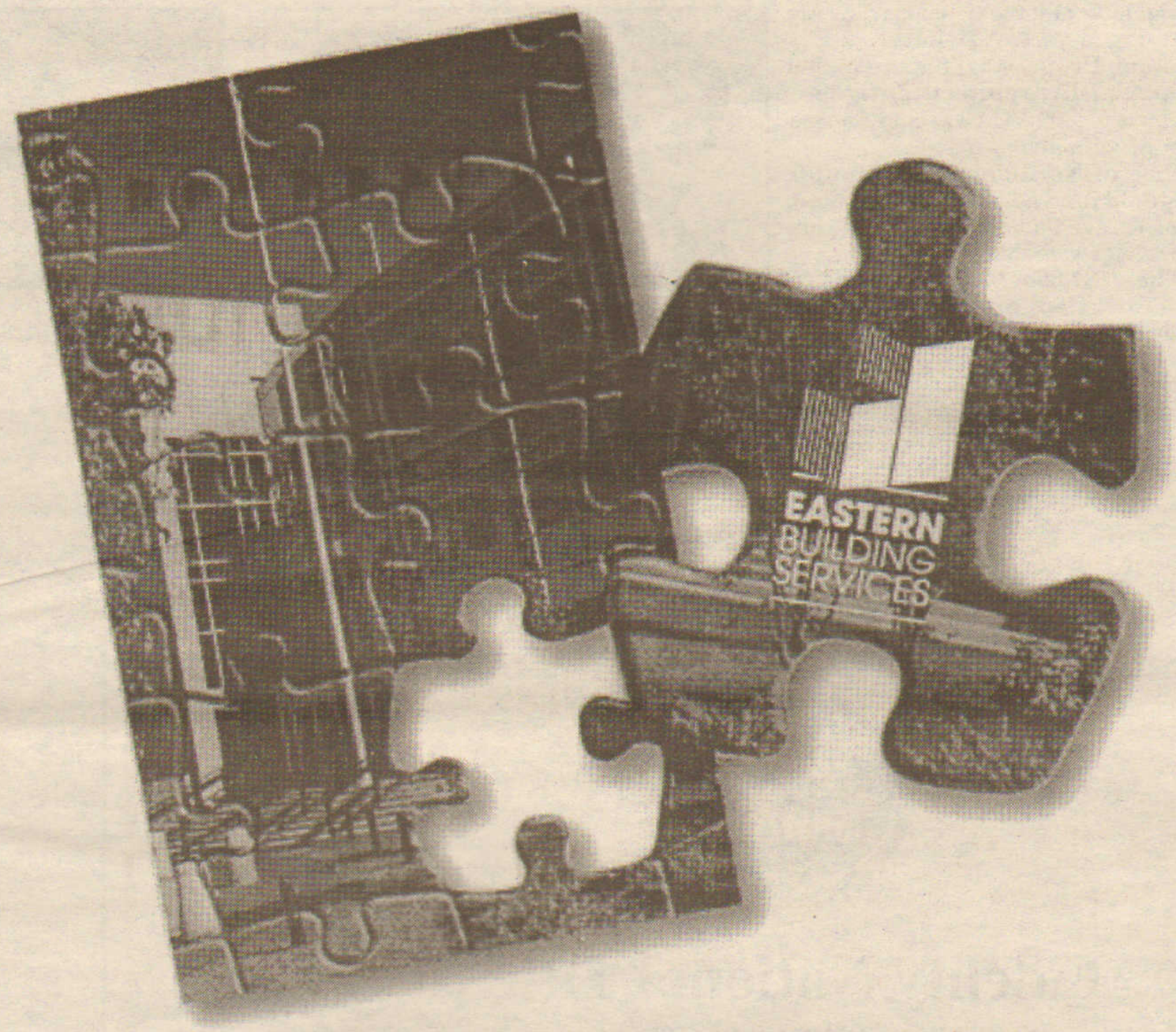


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JULY

Marcus & Millichap acquires Witten & Nolletti, Branford, Conn. apartment brokerage firm.
CBRE/Whittier Ptrs. handle $20.27m sale of 504,710 s/f for Principal Financial in Boston and eastern Mass.

Peabody Const. and HNTB start $12.9m Worcester Center garage with 14,000 s/f retail space.
Aspen Square Mgmt. acquires 160,000 s/f Midway Office Park, Windsor, Conn. for $3.5m; Cushman & Wakefield brokers.

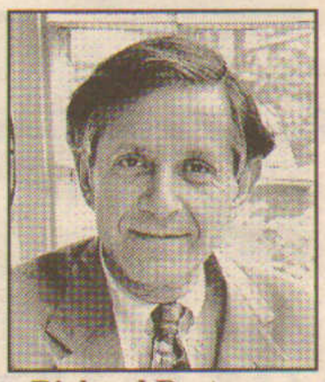
Ashworth places $3m for Ramada Inn at Amoskeag Falls in Manchester; Brady-Sullivan owns 120 rooms.
Meredith & Grew and Insignia/ESG lease 360,000 s/f at Arsenal on the Charles, Watertown, Mass. to A.D. Little.

Wilder Bros. and Brickstone Props. start $50m 478,000 s/f The Loop Mall in Methuen; DIA Architects designer.
Shahbazi of Everest Ptrs. buys 91,000 s/f Tewksbury Square S.C. from J. Hancock Ins. for $5.25 million.

Close, Terry and Boucher of Nordblom sell 266 unit Morgan Sq. apts. in Springfield for $4.5m for Condor One.
Millerd-Koury of Spaulding & Slye Colliers broker $3m sale of 124,572 s/f Southgate Plaza, Agawam, Mass.

CRES Dev. acquires 56,000 s/f $7.35m Burlington, Mass. offices from North Wales Assoc.; C&W and S&S cobroker.
Boyle and Graham of Fallon Hines & O'Connor assist Kronos in 210,000 s/f Chelmsford deals worth over $25 million.

Siska of Bedford Lending secures $8.6m for Tage Inns, 274 rooms, in Somerville and Milford, Mass.
Auburndale Realty's Nahigian sells 51,348 s/f Wickes Lumber's Acton property for $1.1m to Vazza Associates.


Richard Bertman
CBT/ARCHITECTS

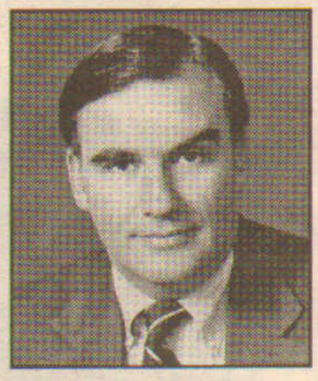

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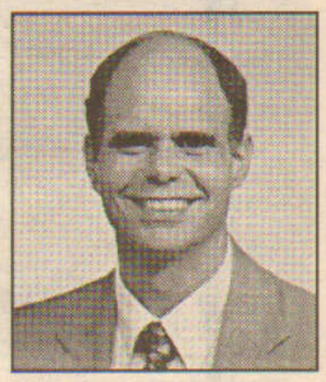

Gregory Lucas
INSIGNIA/ESG

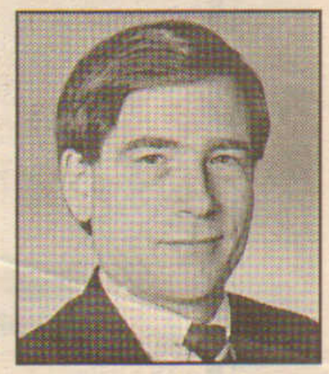

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Doug Potter
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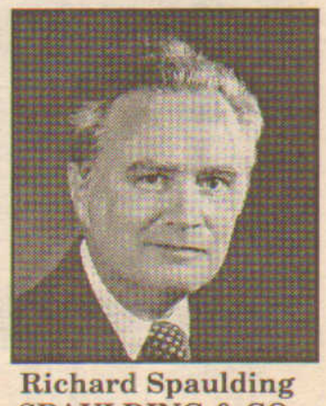

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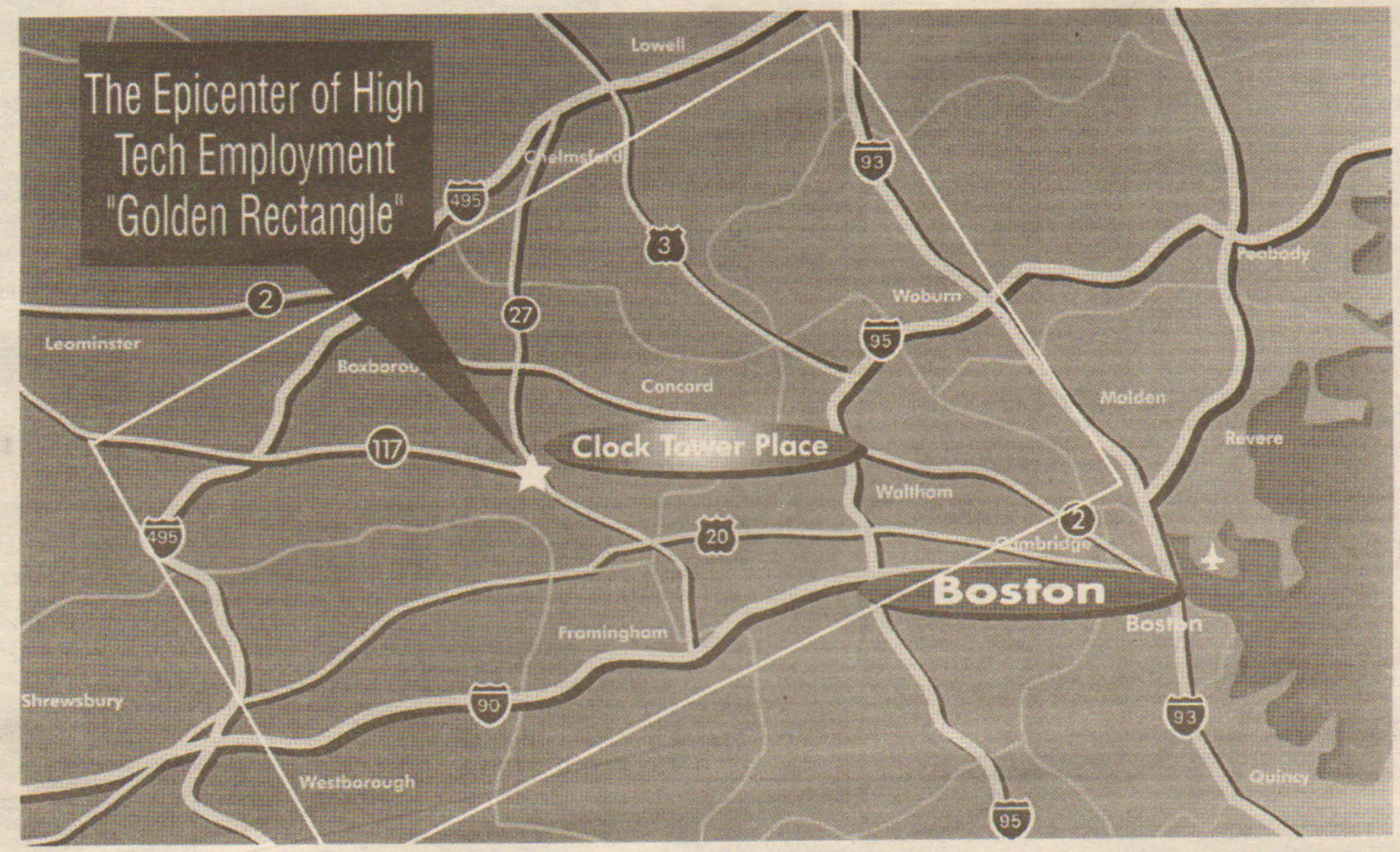
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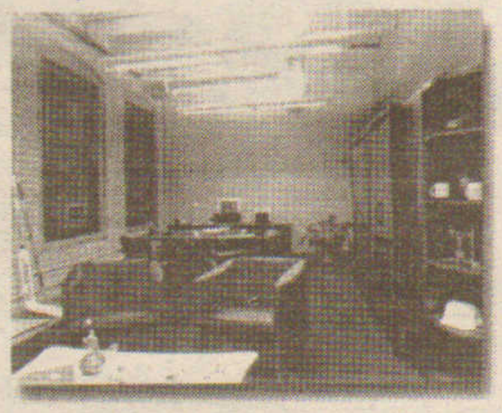




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August

SF Props. purchases 36,000 s/f Acton offices for $2.4m; McLaughlin Inves. broker; First Mass. Bank financing.

Congress Construction completed $9.1m Springfield school rehab; designed by MHFH Architects & Deitz Co.; 79,644 s/f.

Nordblom Brkg. sells 76 apts. in Tewksbury and land for $10.8m; Archstone buys from Tewksbury Towers.

Monks & Co. sells 123,000 s/f Delta Bldg., Nashua, to Apex Telecommunications for $2.59 million.

McCormick, Stout, Puzzo, Mulready of CB Richard Ellis complete $14.5m sale of 188,000 s/f Hartford offices.

Caswell awarded $800,000 design/build job for NASPE in Natick; Grubb & Ellis coordinator; Bergmeyer architect.

Campbell of R.M. Bradley leases 23,992 s/f at Landmark One, Burlington, for Mass. Mutual Life.

CBRE/Whittier leases 70,000 s/f in Maynard to EDS at Wellesley Rosewood's Clock Tower Place.

Churchill & Banks affiliate buys 504,004 s/f Lincoln Mall in R.I. from Merrill Lynch for $24.5m.

Mee of Finova places $15.675m construction loan for Celestica regional HQ's 200,000 s/f in Portsmouth, N.H.

Spectrum Financial arranges $12m with Sun Life Assurance of Canada for Campanelli's 336,000 s/f in Norton.

Fantini & Gorga arranges $13.4m for Fortress FAE's storage facilities in Boston, Miami & New York.

Nickerson Financial places $8.3m for City Suites' 91 apartments in Boston.

Ashworth Mortgage places $5.2m for 120,000 s/f offices for Cedar Hill Properties in Marlborough, Mass.



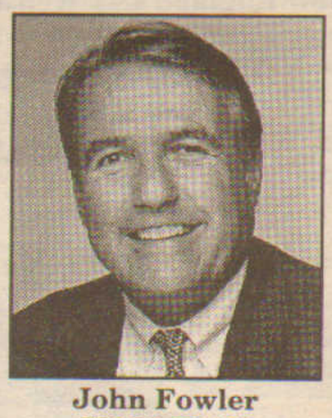
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LANDVEST



Kevin Barry
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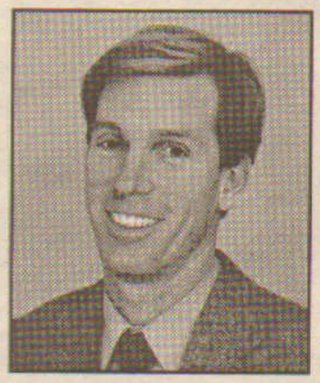
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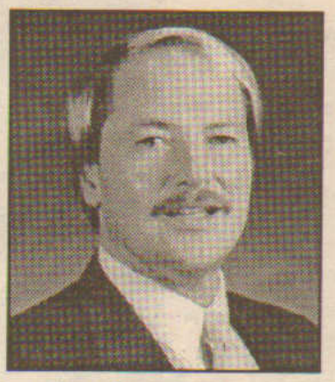
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August

Greenwich Grp. sells 261,901 s/f 116 Huntington Ave., Boston, for $55.2 million; Grubb & Ellis advisor.

ADD Inc designs 3Com's $75m 525,000 s/f on 128 acre campus in Marlborough; JMA/Sienna general contractor.

JMA/Sienna & Tsoi/Kobus complete phase 3 of Forest City's University Park, 277,000 s/f, garage, in Cambridge.

Harvey begins work on new $24.5m Noble High School in Berwick, Me.; design by Harriman Associates.

Beacon Skanska named CM for 1m s/f Technology Sq. offices in Cambridge; DTS Shaw & Sasaki architects.

CB Richard Ellis brokers $8.5m sale of 120,000 s/f in Windsor, Conn. to Day Hill Northfield Associates.

Bennett, Corbo & Klein cobroker $3m Seneca Place sales in Greenwich, Conn. to Greyrock LLC.

Sherry of Hayes & Sherry sells 138,000 s/f LaSalle Plaza, Providence, for Falcon R.E. Inv. for $11.35 million.

Hutensky Group sells 271,000 s/f Green Acres Plaza in Saginaw, Mich. for JL Assoc. to EIG Prsp.

Hamilton Co. for New England Realty buys 40,000 s/f Staples Plaza, Framingham, for $8.2m from Beckenstein Ent.

Pro Con finishes renovating 18,000 s/f Stafford Health Alliance offices in Somersworth, N.H.; $1.2m project.

R.W. Holmes cobrokers 57,854 s/f leases at LMF's Cochituate Place, Natick with IPS, ESG, FH&O, Nordblom.

Conrad Group sells 32,000 s/f in Braintree for L. Petrini to Gary Syskowitz for $1.05 million.

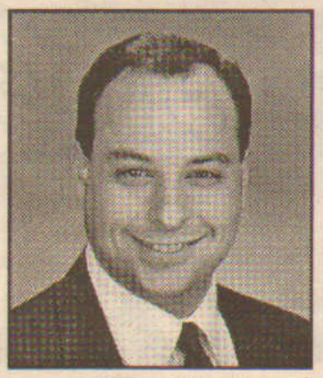
C&W's Belli, Joseph and Phaneuf broker $5m sale of Tewksbury Shopping Center; 90,000 s/f sold to Everest.



Peter Hayes
HAYES & SHERRY



Chris Devaux
PARSONS
COMMERCIAL GRP.



Philip Giunta
CB RICHARD ELLIS/
WHITTIER PTRS.



Stevve Greenberg
R.W. HOLMES
REALTY



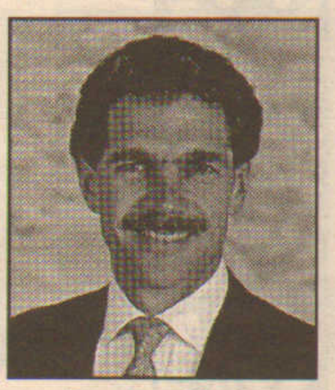
George Nugent
CB RICHARD ELLIS/
WHITTIER PTRS.



Kenneth Barron
PUTNAM
FURNITURE



Karl Norwood
NORWOOD GROUP



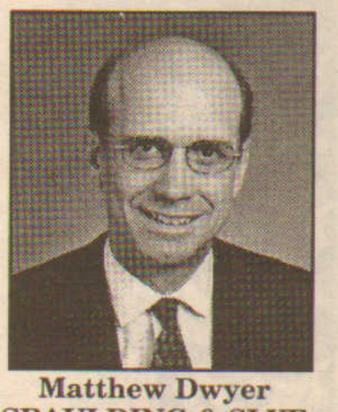
Bradley Vear
VEAR COMMERCIAL



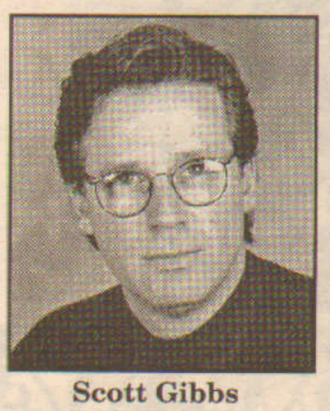
John Samenfeld
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CONSTRUCTION



Michael Giuttari
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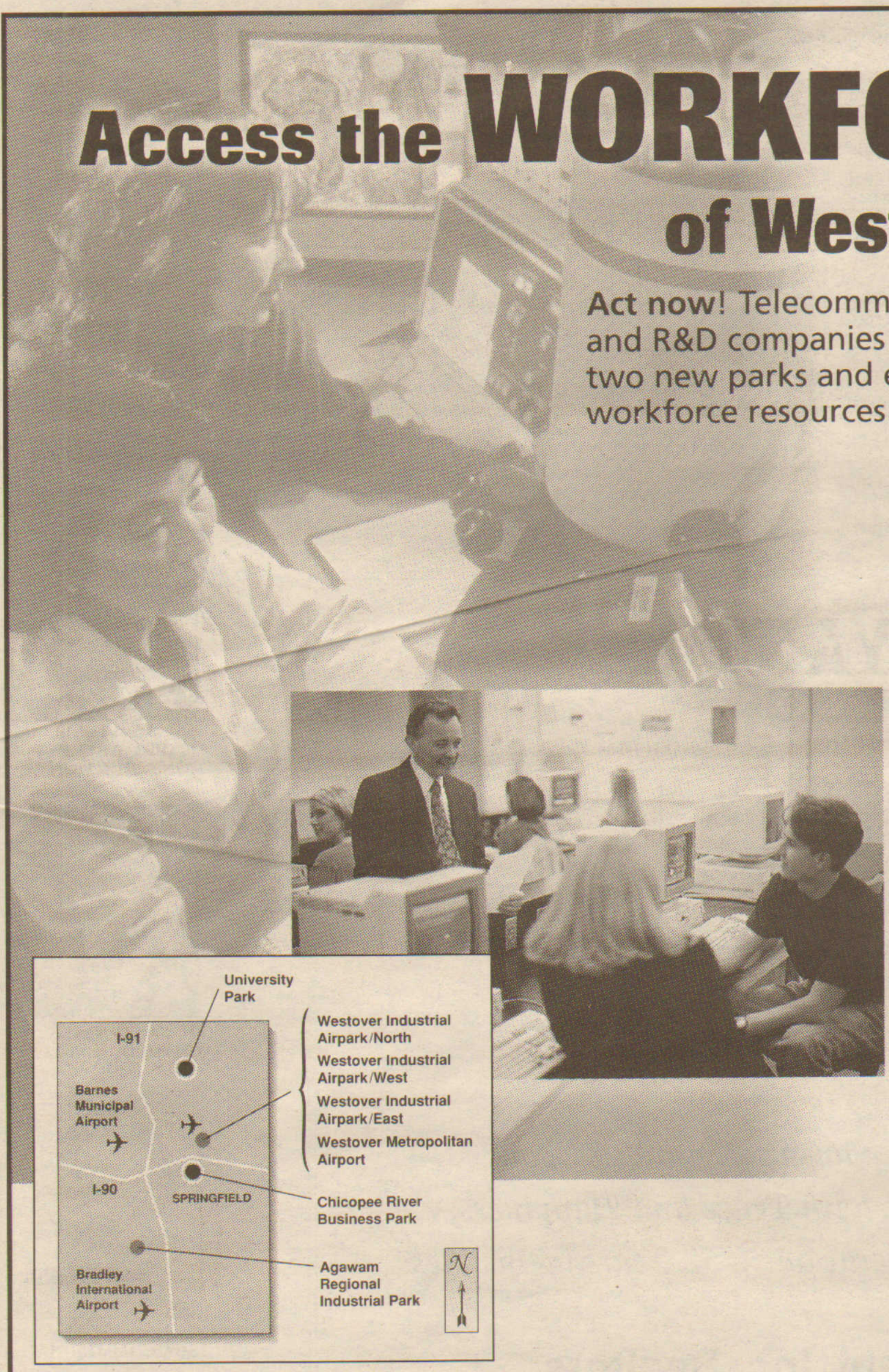
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SEPTEMBER

Joseph, Belli and Phaneuf of Cushman & Wakefield sell 182,000 s/f to Berkeley Investments for $15.5 million.
Crown and Haydu, Lind & Angelakis start $8m The Village at Fillmore Pond, 75 apartments in Bennington, Vt.

Chestnut Hill Realty acquires 322 unit Norwest Woods Apts. in Norwood for $27m; Berkowitz of Blue Chip agent
Ashforth and Benchmark start 68,500 s/f $6.5m Cedar Mountain Commons in Newington, Conn.; 78 apartments.

Giunta and Richmond of CBRE/Whittier Ptrs., Fitzgerald & Power sell 122,000 s/f in Medford to USTrust.
North Branch builds 13,000 s/f showroom/whse. for Portland Welding in Manchester, N.H.; $800,000 project.

Avalon Bay breaks ground for $21m 154 unit Avalon Essex Apts. in Peabody designed by Niles Bolton Assoc.
Boston Financial & Holliday Fenoglio Fowler arrange $42m for Pembroke R.E.'s 220,430 s/f with Lincoln National Life.

Griffin, Griffith & Maher of FH&O broker $11.8m sale of 85,000 s/f in Newton to Paradigm Properties.
Adams of Fantini & Gorga arranges $27.975m for 4 Federal Express sites in N.Y. state totaling 549,000 s/f.

Suffolk building new $33m Boston water/sewer facility, 319,000 s/f, for Water & Sewer Commission.
New England Realty places $2.175m for 29,600 s/f offices in Concord, N.H. with Stancorp Mortgage.

Cooney, Conrad and McEvoy of Conrad Grp. sell 23,000 s/f in Roc Sam Park, Braintree, for $1.05m for Black Friar.
Ross and Gallitto of Finova Realty Capital arrange $18.9m for 134,399 s/f medical office bldgs. in three states.


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Anthony Tambone
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Jim Flajnik
ARROWSTREET


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SEPTEMBER

Samuels Property Group purchases 120,000 s/f on Mass. Ave., Cambridge for $11.8m; Grubb & Ellis agt. for seller.
Morizio & Haber of Colliers Dow & Condon broker $6.625m 450,000 s/f Silver Hill Business Park in Meriden, Conn.

Brennan Beer Gorman completes $73m Sheraton Boston Hotel master plan renovation for Starwood Hotels.
Ashworth Mortgage places $5.25 million lfor Lifeline's development of former 84,420 s/f Dennison site in Framingham.

Caporale of Scalzo Comm'l. sells two bldgs., 40,000 s/f, in Danbury, Conn. for $3.8 million.
Fulcrum completes $2.6m 39,400 s/f corporate HQ in Newington, N.H. for Matrix Marketing.

Johnston of R.W. Holmes sells 215,000 s/f in Hudson for $1.25m to Stow Ptrs. Johnston & Sullivan lease.
Spectrum Financial arranges $37.6m for TJX Co. HQ in Framingham, 516,925 s/f, with Sun Life Assurance of Canada.

Koury & Millerd of Spaulding & Slye Colliers broker $14.55m sale of Heritage Park Plaza, 117,366 s/f.
Charneski & Phelan of Meredith & Grew Oncor secure $9m for 144,171 s/f Myles Standish Plaza in Plymouth.

Conrad Group negotiates $3.35m sale of 137,000 s/f Hanover Plaza to Columbia Road Nominee Trust.
Curry College & Suffolk open $5m 39,900 s/f dorms in Milton; to house 148 students; Whitney Atwood Norcross archt.

Windalier acquires $6.65m Turnpike Mall, Augusta, Me.; Spaulding & Slye agent for 147,683 s/f.
Konover completes 10,125 s/f CVS/pharmacy Plaza in Waterbury, Conn. for Waterbury Chase Assoc.


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Carl Barron
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Richard McKinnon
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Cheryl Pellegrini
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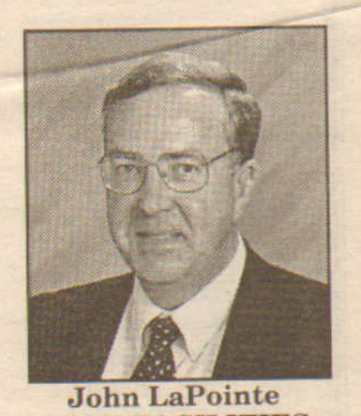

William Clark
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James Karman
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COMVEST


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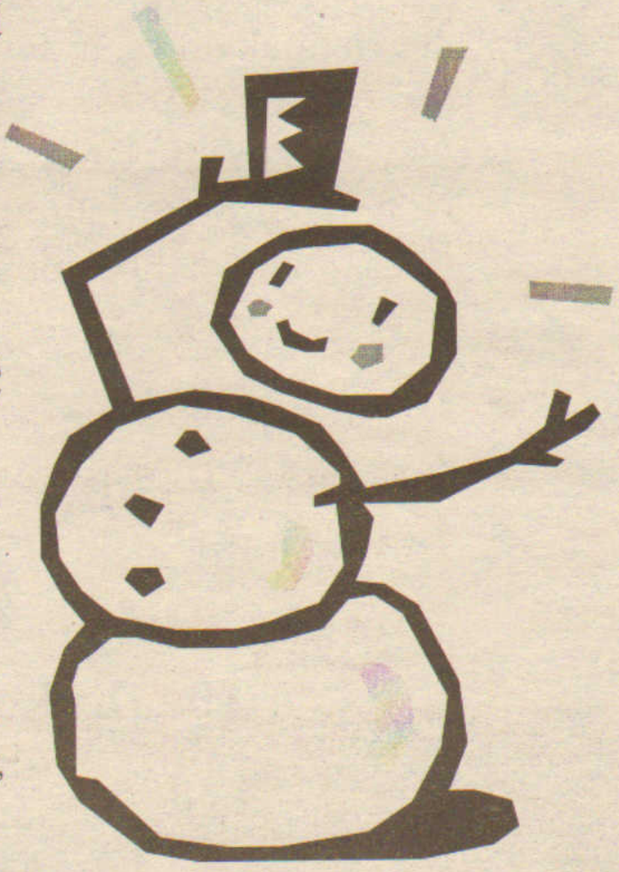
The Dartmouth Company

Best Wishes for The Holiday Season and a Prosperous New Year!



Pictured Left to Right: David Palandjian, Sam Hawkey, David Smookler, Adam Conviser, Sean Gildea, Scott Black, Danny McLean, Julia Moniz, Rachel Huskey, and Robyn Ragusa.

And a special thanks to the Tenants we placed in 1999.



Not pictured: David Campbell, Heidi Christensen, Rob Grady, Cheryl Keohane, David McCarthy, Peter Montesanto, Shannon Older, Don Petrie, Cathy Romanet, Carlo Sgroi, and Leah Witko.

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OCTOBER

Beckeman of Finard brokers sale of 143,524 s/f Westford Valley Marketplace I & II to PM Realty for $17.5 million.
Goodnow R.E. sells 70,180 s/f Londonderry, N.H. whse. to Sarnia Seacoast for $2.8m; First Essex S.B. financing.

Griffin, Maher & Griffith of FH&O broker $108m sale of 435 Cambridge apts. for Congress Group.
Stewart of Cronheim arranges $6.5m financing for Compo I Shopping Ctr., Westport, Conn., for Westbrook; 22,705 s/f.

Delmhorst & Sheehan sells 57,600 s/f in Stamford to PanAmSat for $15m for Tudor Investment Corp.
Charneski and Phelan of Meredith & Grew arrange $26m for 196,000 s/f University Place with Transamerica Life.

Smith of Boston Mortgage Capital arranges $22.6m with TIAA for Gorin's 101 Merrimac LLC's 160,200 s/f.
Wheatley, Lescalleet and Putprush of Codman Co. broker $50.45m Harbor Plaza, Boston, offices; 335,000 s/f.

Campanelli Cos. to build 133 acre business park in Freetown, Mass.; 1.2m s/f buildout planned.
O'Donnell R.E. Capital places $4.25m for 46,650 s/f Warwick, R.I. offices managed by Summit Mgmt.

Durand and Carroll of Meredith & Grew and Murphy of JSQ lease 103,000 s/f at Cabot Place II, Waltham.
Flynn & Co. sells 7.15 acres in Quincy to Quirk Auto Dealers for $3.5 million for Stop & Shop Supermarkets.

Ashworth Mtge. places $33.15m for Equity Ind. Ptrs. with GE Capital R.E. to buy 1.25m s/f Toys 'R' Us props.
Wolman starts rehab of 200,000 s/f Richardson Bldg. in Hartford into a 100 suite Residence Inn by Marriott


Stephen Lebovitz
CBL & ASSOCIATES


John McWeeney
TEDESCHI REALTY


Daniel Calano
PROSPECTUS


Harold Sadowsky
KELLER & SADOWSKY


Eric O'Brien
O'BRIEN COMMERCIAL


Robert Rechner
HERITAGE REALTY MANAGEMENT


King Davis
KING DAVIS AGENCY


Upendra Mishra
MISHRA GROUP


Norman Drubner
DRUBNER INDUSTRIALS


Bob Nickerson
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OCTOBER

Lee Kennedy & Arrowstreet start 400,000 s/f offices/dist. for Int'l. Cargo Port in Boston; C.&W. brokers.

Elcock and Crane of M&G lease 62,000 s/f with Powers and Plunkett of Cushman and Wakefield for New Boston Fund.

Gaucher, Gagnon of O,R&L Realtors sell 22,500 s/f in Vernon, Conn. for Colonial Corners for $1.15 million.

Congress Const. completes $12.5m Bennett-Hemenway Elementary School in Natick; DRA designs 80,000 s/f.

Chryssicas and Paladino of Meredith & Grew sell 15.1 acres in Somerville to IKEA Group for $19.5m.

Finard & Co. leases 60,000 s/f to Bon-Ton Stores at University Mall, So. Burlington, Vt.; former Steinbach unit.

SSR Realty Advisors of N.Y. acquires 422,000 s/f R&D site in Concord, Mass. for $47.75m for Tower Fund.

O'Brien and Parsons sell 148 acres in Bellingham, Mass. for Richard Hill to Aspen Group for $4.39 million.

Citizens Bank leases 102,000 s/f at Carpionato's 231,000 s/f in Cranston, R.I.; former Davol site.

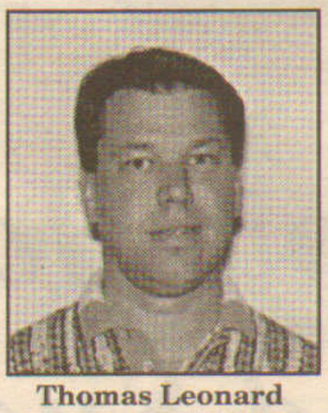
Dacon starts $12m Celestica office/mfg. facility at Pease Int'l. Tradeport in Portsmouth, N.H.; 206,000 s/f.

CB Richard Ellis/Whittier Ptrs. sells 1.98m s/f ind. portfolio for Equity Ind. Ptrs. to Crow Holdings for $77.7m

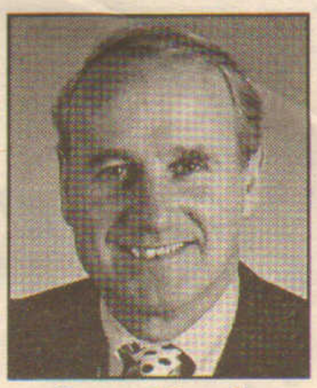
Lend Lease & Mountain Dev. acquire 170,000 s/f Norwalk, Conn. offices from BBS Norwalk One for $20.2 million.

Reardon and Ruggiero of C&W sell 104,000 s/f office/whse./assembly site in Westford, Mass. for $6.7m

SmartKids.com leases 39,152 s/f at Crawford Place in Needham from The Bulfinch Companies; Wilcox broker.



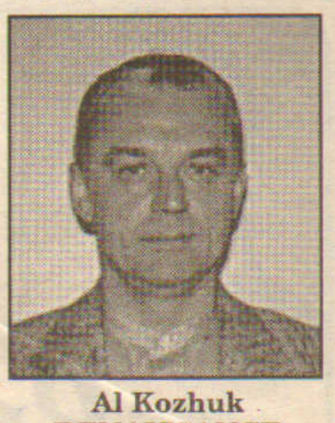
Thomas Leonard
FRIEL GOLF COS.



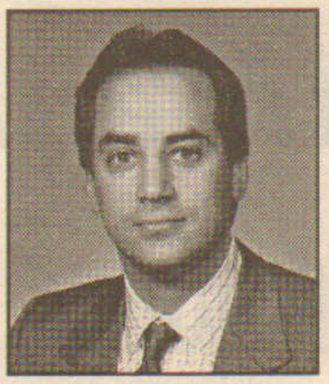
James Murphy
NEW ENGLAND REALTY RESOURCES



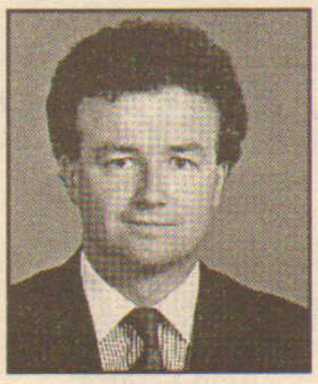
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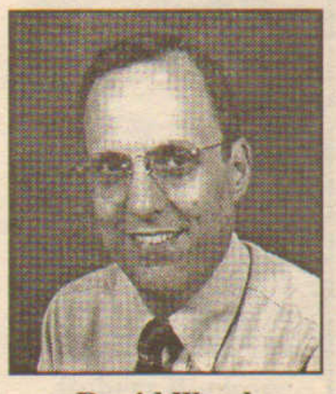
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LEXINGTON PARTNERS



Richard Ashworth
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David Wood
WORDS FROM WOODY



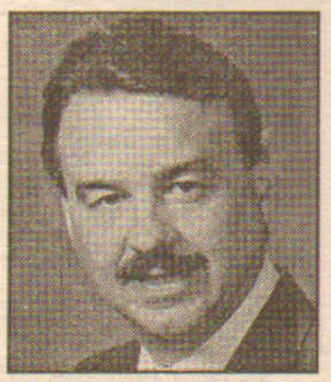
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NOVEMBER

Roth & Roth sells 114,000 s/f Cabletron site in Manchester, N.H. to Amherst Corp. Computer for $6.325 million.
Joseph, Belli & Phaneuf of Cushman-Wakefield broker $9.2 million sale of 2 Cabot Rd, Hudson (147,000 s/f) to New Boston.

KeyBank provides $33.3m for Nordic's acquisition of 235,000 s/f from Harvard Pilgrim; McCall & Almy brokers.
Ashworth Mortgage places $9.5m for 206,197 s/f West St. Shopping Center in Keene, N.H., with Cooper-Horowitz.

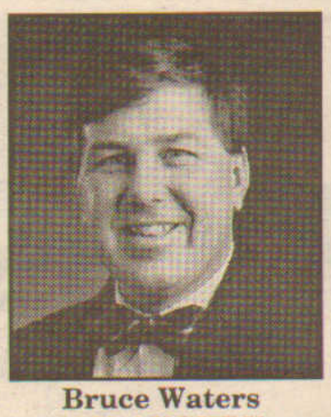
Spectrum Fin'l. arranges $17.07m for Sports Authority stores (130,401 s/f) in Braintree, Norwalk, St. Petersburg.
Nickerson Financial places $5.8 million with Warren Bank for 68 Birchwood Hills Townhouses in Shirley, Mass.

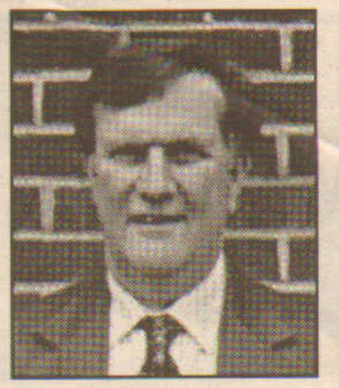
Stubblebine, Kelleher & Sadowsky sublease 128,000 s/f for Constar Plastics to Aero Plastics in Leominster.
Koffler Group purchases 112,400 s/f Franklin Oaks Office Park in Mass. for $10.35 million; CBRE/Whittier brokers.

Cushman & Wakefield sells 59,000 s/f Executive Tower in Nashua to Lend Lease R.E. Inv. for $6.875 million.
Princeton Properties acquires Whitecliff Manor Apts., Dracut, for $7.35 million; starts $1.3 million renovations .

Breault & Wendel of M.F. DiScala lease 70,000 s/f for Cambridge Equity in Wallingford, Conn. with CB R. Ellis.
Suffolk chosen for Macy's $28m renovation at Downtown Crossing, Boston; designed by ADD Inc for MS Partners.

New England Realty Resources places $4.6 million on 120,000 s/f ind. sites in Williston, Vt. with B.M.A.C.
Peck of O,R&L sells 78 unit Howe Place Apts. in New Haven with Bradford/Beazley Prop. Mgmt. for $2.76 million.


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MCLAUGHRY COMMERCIAL


Peter Quinn
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William Von Loan
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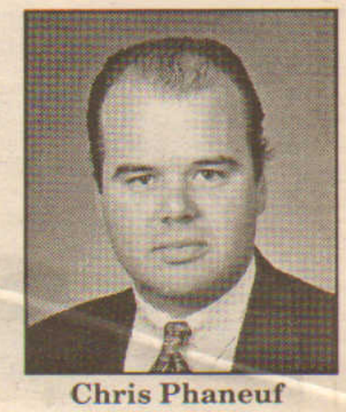

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SAMUELS & ASSOC.


William McCall
MCCALL & ALMY


James Rader
RADER PROPERTIES


Jeff Nick
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Deborah Kearney
KEARNEY COMMUNICATIONS


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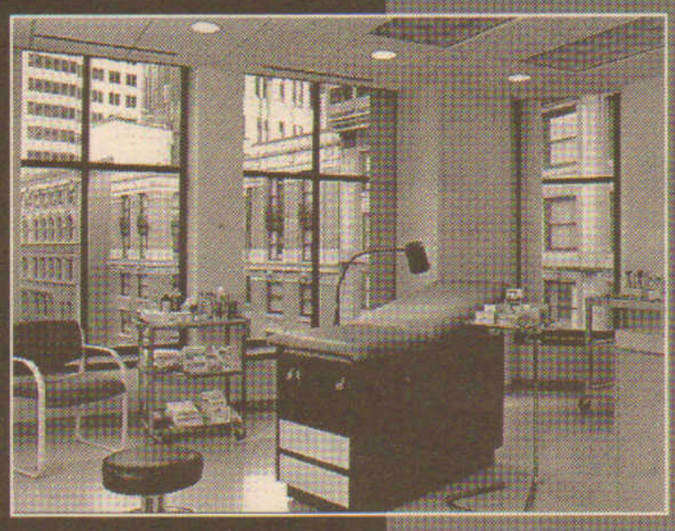
Medical Facilities

DOWNTOWN MEDICAL ASSOCIATES

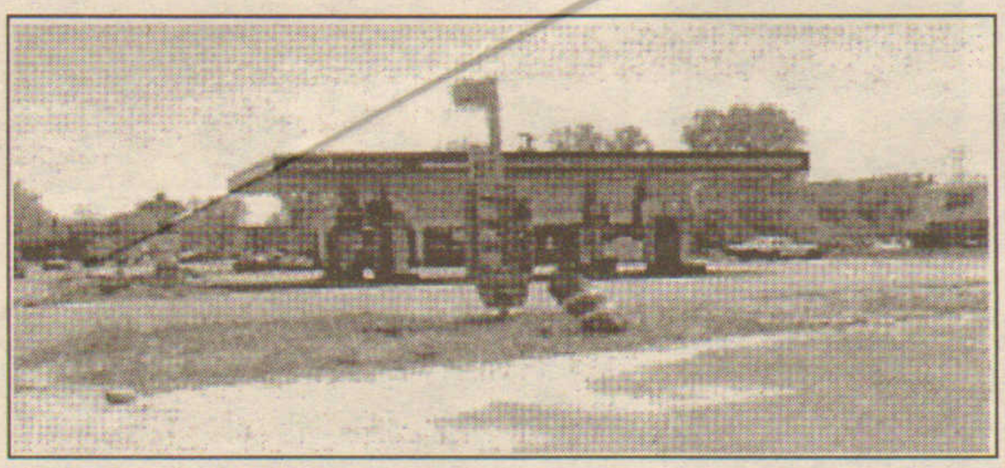
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129 Portland St.,Boston, MA 02114
Telephone: 617-720-1402







PROPERTIES FOR SALE



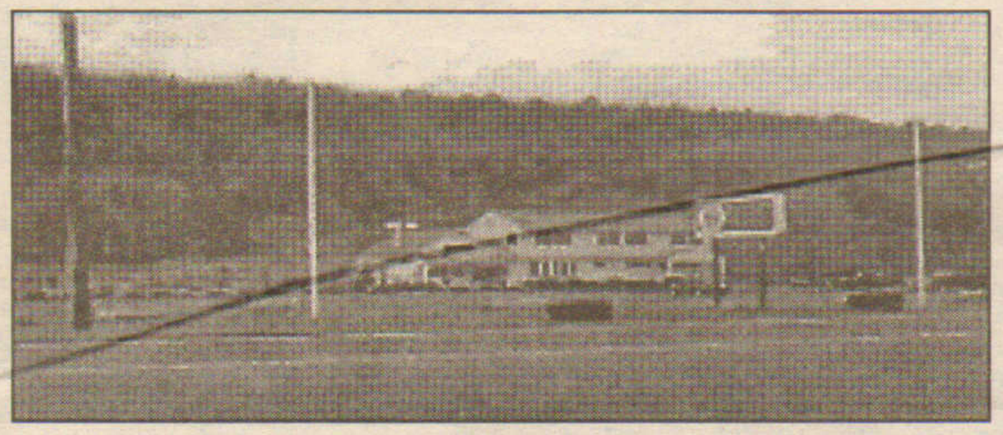
24-28 Danbury Road, New Milford, CT

Price reduced $450,000. Property can be purchased by itself as an investment, or with contiguous parcel, which is 0.32 acres making the total 0.73 acres with a combined road frontage of 275' on busy Rt. 7. Endless bus. possibilities, high traffic location. Two properties purchased together. **Asking $575,000.**



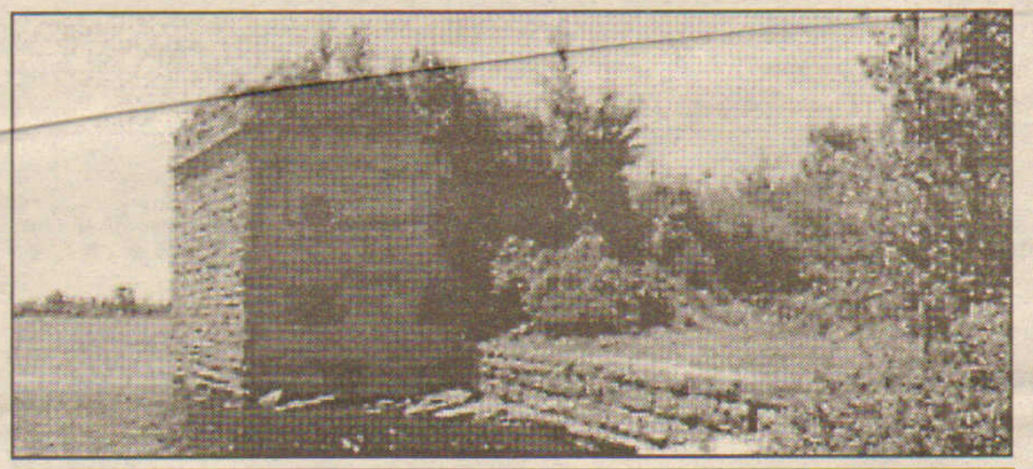
350 Chase River Road, Waterbury, CT

- 5,000 Sq. Ft.
- Overhead Door
- City Sewer, water, gas
- For Lease $8.00 NNN
- For Sale $325,000



New Milford

562 Danbury Road. Golf driving range (26 tees). Miniature golf, pro shop, rental apt. on 7.34 acres located on busy (24,000 cars per day) Rte. 7. Additional adjacent land available. **Drastically REDUCED to $850,000.**



300 Acres New York State

- 3,200 feet of beautiful lakefront property on Lake Champlain
- Parcel contains 300 ac. Industrial & Residential land
- Just 40 min. to Montreal, Canada & 55 minutes to Burlington, VT.
- Priced to sell at only $3,000 per acre

Best Wishes to all our Friends and Clients for a Happy, Healthy Season. Thank You for a Great 1999!!

Danbury

90 Shelter Rock Road

6,800 Sq. Ft. Industrial Building on 3.7 acres with 32% office and R&D area. Industrial ceiling heights range from 10-14 ft. Loading dock. Potential for adding about 10,000 Sq. Ft. new construction on site. For sale at $525,000.

Danbury

16 ac. M/F Zone. Sewer, Water, Gas Site. $1,600,000.

New Milford

Gas Station with Convenience Store. Net Operating Income of $46,360/year. City water, sewer. Asking $450,000.

New Milford

0.32 acres Commercial Land on busy Route 7. 27,000 cars/day traffic count. City water, sewer. Asking $150,000.

New Milford, CT

150 acres of prime Commercial or Industrial land on Danbury Rd. (Rte. 7), New Milford. Daily auto traffic of 24,000. Also in the "path of progress" with a bypass and road widening putting the site "on the doorstep of I-84". This is the last large parcel available in the Greater Danbury area road network. Asking $100,000 per acre

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11,000 Sq. Ft. Retail Plaza. 100% Leased. Room to expand. Investment quality property.

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Designed by New England Real Estate Journal

NOVEMBER

John Corcoran Co. begins construction on $41 million, 295 Cliffside Commons luxury units in Milton, Mass.

Pro Con completes Bradford College's 35 room Tupelo Dorms expansion/renovation; AWM designs $4.8 million project.

Houlihan-Parnes arranges $2.7m interim loan for 213,000 s/f Sikorsky site in West Haven, Conn.

Plunkett, Powers of C&W leases 143,000 s/f for New Boston Fund to Home Depot with Brown of Boston Commercial.

Seaver Const. begins new $5.8m police-fire safety 35,000 s/f site in Wilmington; Donham & Sweeney archt.

O'Hara of CBC NRT leases 37,000 s/f with CBRE for Principal Financial to Zoots Cleaners in Wallingford.

Voccola of Olympus sells 12,000 s/f offices in Providence to U.S. Inv. & Dev. Corp. for $700,000.

Bren Schreiber and Jung/Brannen break ground for 175,000 s/f Waltham offices; John Moriarty Assoc. general contractor.

Calcagni Comm'l. brokers $7.1m sale of Cheshire (Conn.) S.C. for Ravenswood to Dartaglia; 76,500 s/f site.

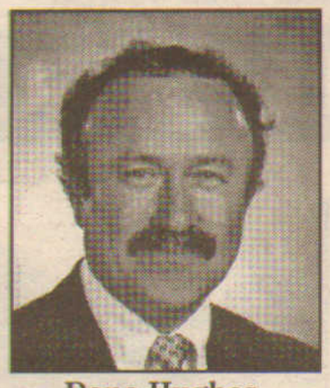
CRES Dev. buys Caperoads Plaza, Raynham (158,000 s/f), from CR Plaza Associates for $6.7 million.

C&W completed Allegis Realty Inv.'s portfolio (204,702 s/f) sale in Westboro, Mass. for $18 million.

McKinnon and Murray of The Grossman Cos. broker $2.7m sale of 26,000 s/f Blue View Plaza in Randolph.

Spaulding & Slye Colliers sells 232,000 s/f Wakefield offices for AEW Capital to Taurus N.E. Inv. for $22.6m.

Congress breaks ground for 134 unit, $17m Legacy at Arlington Ctr. complex designed by The Architectural Team.



Dana Hughes
DANA G. HUGHES R.E. BROKERAGE



Harold Messengers
OLDCASTLEPRECAST



Harmon Lewis
NATIONAL COMM'L. BROKERS



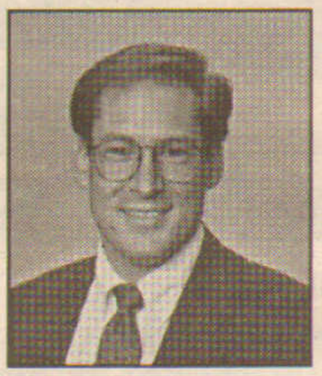
Rick Vazza
VAZZA COS.



Andrew LaGrega
WILDER MANAGEMENT



Jerome Manning
JEROME MANNING & CO.



William Kane
WELLSPEAK DUGAS & KANE



Deborah Foehr
CDC COMMERCIAL



Steven Murphy
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Continued Success to all and a Happy New Year!

U

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Jerry Fineberg • Dan Frank

617-239-1480

DECEMBER

Mee of Finova places $14.5m first mortgage on Mercury Computer's 190,347 s/f in Chelmsford.
Douvadjian of M&G procures $2.25m from First Union for 22,350 s/f Kittery (Me.) Place (100% leased) retail site.

Londregan and MG Comm'l. broker $6.3m sale of 200 room Ramada Inn, E. Hartford, by PNN Ent. to PEH I.
Phelps breaks ground for 250,000 s/f offices (6th site) at Merritt 7 Corporate Park in Norwalk, Conn.

New Boston Fund acquires 100,670 s/f office/R&D facility in Wilmington, Mass. from TIAA for $6.8 million.
Northland Ev. completes 300,000 s/f UNUMProvident offices, parking garage in Portland; Turner CM SM&M architect.

Aron of IPS sells 47,000 s/f Concord Place retail/office site in Framingham to Adamian for $1.375 million.
Trammell Crow negotiates $42.3m sale of 450,000 s/f Nagog Park, Acton to Koll Bren Realty Advisors.

Suffolk named GC, RFWalsh project manager for $12.5m Boston Univ. Medical Ctr.'s 300,000 s/f garage.
Holliday Fenoglio Fowler arranges $23.5m for 252,358 s/f 600 Washington St. offices; Leggat and LaBine agents.

Ashworth Mtge. places $3.4m for 37,372 s/f plaza and 8,400 s/f CVS Pharmacy in Rocky Hill and Groton, Conn.
Britt of Fantini & Gorga arranges $6.8m for Beal Co.'s 13 Commonwealth Ave. acquisition and rehab to 3 residences.

Norwood Coop. & Randolph Savings co-finance $4.6m for 74,000 s/f Canton Sportsplex & Training Center.
Francis of CB Richard Ellis sells 187,000 s/f mfg. site in Pawtucket for Monet Group to Amerco R.E. for $2.8m.

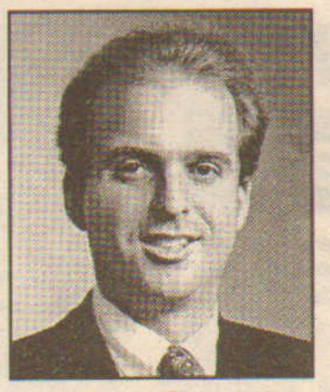

Richard Reynolds
SPAULDING & SLYE

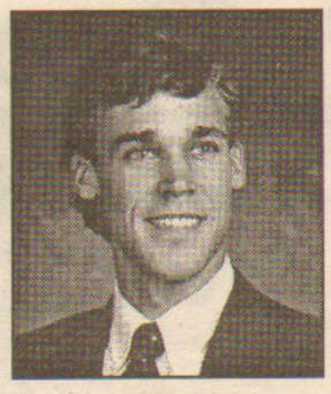

David Pergola
MEREDITH & GREW


Mark Dickinson
DICKINSON DEVELOPMENT


Ronald Grant
RANDOLPH SAVINGS

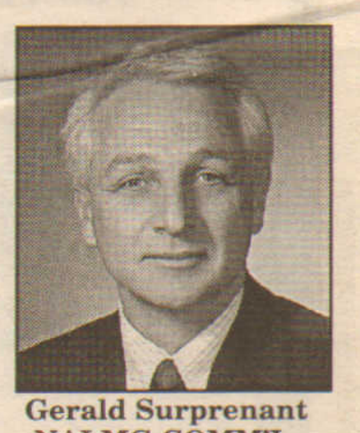

Rich Goulet
THE APPRAISERS GROUP


Andrew Gosman
CAREMATRIX


Greg Hastings
DUNHAM GROUP


Richard Danais
DANAIS REALTY


Richard Diamond
OXBOW


Gerald Surprenant
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Ron Davis
KELLER/DAVIS


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1999 Year in Review

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

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is the opportunity to say
Thank You
and to wish you the very best for the New Year.

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DECEMBER

Peoples Heritage finances $12.1m purchase of 61,663 s/f Fairfield (Conn.) Center; Peter Elliot brokers.

Koladis of CB Richard Ellis brokers $6.7m sale of 331,000 s/f former Emhart complex in Windsor, Conn. to S.L. Equities.

North Branch Const. tops off clubhouse at Beech Hill Apts. $8.5m revitalization project in Manchester, N.H.

Cutler awarded $17m contract for 71,000 s/f WPI campus center, Worcester; Shepley Bulfinch, Richardson, Abbott archt.

Arrowstreet designed $10m 197 room Doubletree Club Hotel at Bayside Expo Ctr. for Corcoran-Jennison.

Brockwell of MJB R.E. sells Fairfield (Conn.) Store, 30,000 s/f, to Starwood Ceruzzi for $3.93 million.

Wrenn completes $5.4m addition at Clinton (Mass.) Hospital; building designed by Architectural Insights.

DBA brokers $5.2m sale of 98,000 s/f Attleboro Crossing for CGI Properties to Shahbazi of Everest Partners.

Northeast Retail Leasing & Mgmt. leases 115,000 s/f to Spag's at Five Town Plaza in Springfield, Mass.

Douvadjian-Charneski of M&G secure $32.25m from PaineWebber for 675,000 s/f Wilmington, Mass. ind'l. property.

Sentivany arranges $4.38m for Executive House Realty's 79 apartments in Winthrop and Malden, Mass.

Suffolk begins $11.5m 80,000 s/f Marina Bay Skilled Nursing Facility in Quincy designed by The Architectural Team.

Murray leases 23,000 s/f in four Gross Cos. buildings in Hingham, Boston, Newton, and Pembroke.

Meredith & Grew obtains $2.25m First Union mortgage for 22,350 s/f Kittery Place Associates' strip in Maine.



Bill Norton
NORTON ASSET MANAGEMENT



Marguerite Strickland
CAFCO APPRAISAL



Michael Goman
KONOVER & ASSOC.



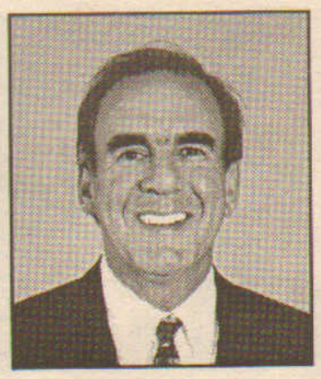
Dana Pope
DOLBEN CO.



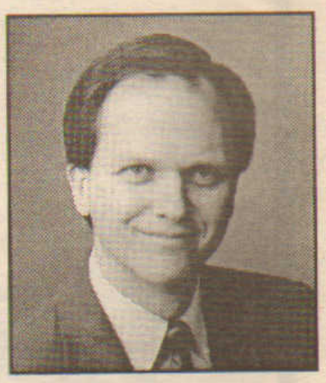
Kathleen O'Connor
TRAMMELL CROW



Robert Danzinger
NORTHLAND INVESTMENTS



Joseph Boulos
BOULOS CO.



Brian Murray
NELSON COS.



Norman Levenson
COPLEY GROUP



Howard Fafard
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Wishing the Brightest of all Holiday Seasons & New Years

to the New England Real Estate & Construction Communities

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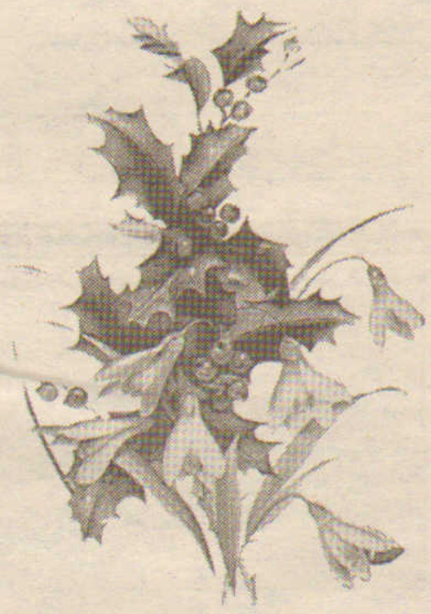
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Have a Happy Healthy New Year







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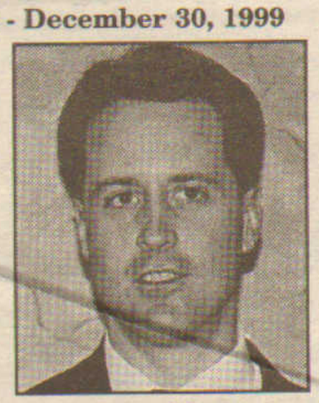
Janice Kopp
POINT BLANK MARKETING



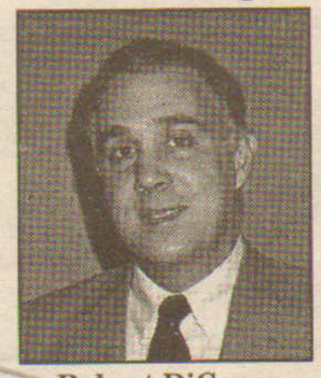
J.H. Walton
LEGGAT MCCALL COS.



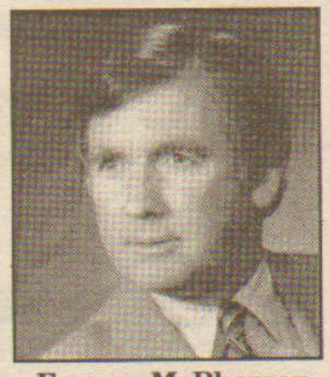
Louis Grossman
THE GROSSMAN COS.



Andrew Murray
THE KATZ COS.



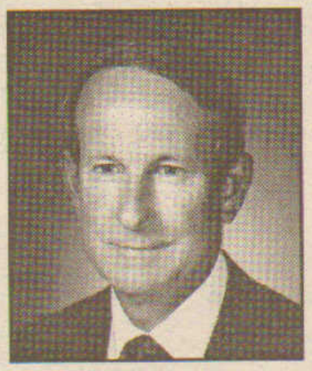
Robert DiCenso
DICENSO ASSOC.



Eugene McPherson
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Alan Finn
JOSEPH FINN CO.



Gene Tortolani
CB RICHARD ELLIS



Mark D'Addabo
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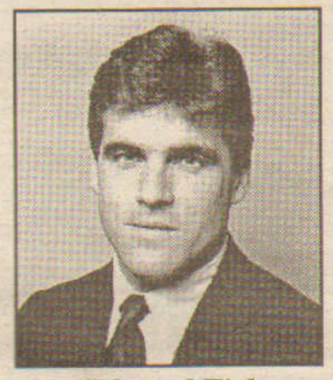
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HUNNEMAN MORTGAGE



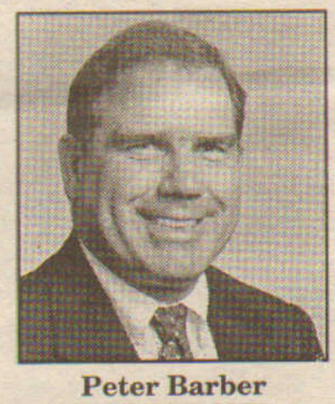
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PRUDENTIAL SECURITIES



Richard Taylor
AUCTION MARKETING GRP.



Edward Fish
PEABODY CONSTRUCTION



Peter Barber
NORTHLAND DEVELOPMENT



Richard Bonz
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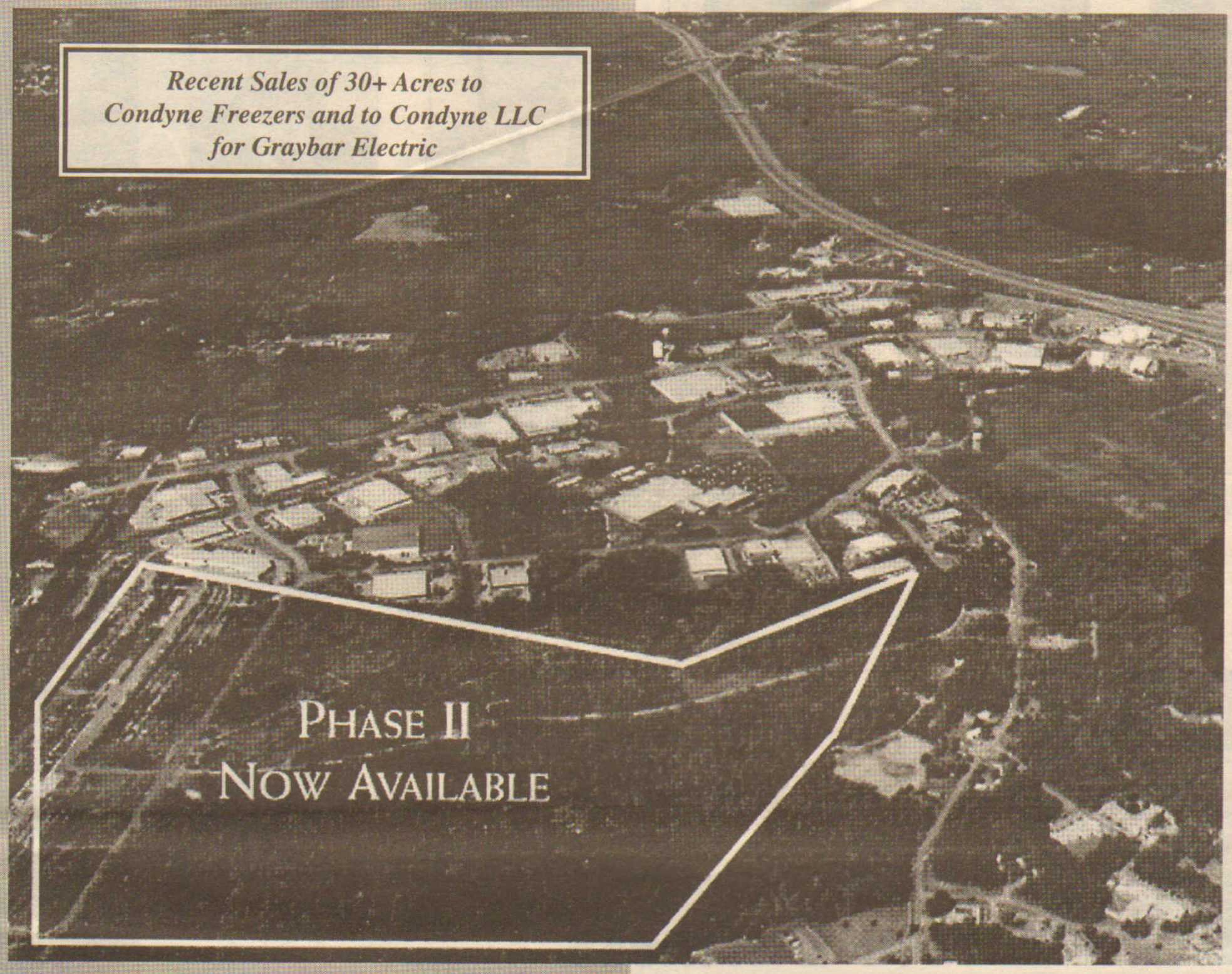
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Myles Standish Industrial Park

Opportunity for Ownership off Route 495 in Taunton, MA

Opportunities are still available in Phase II of Myles Standish Industrial Park which is comprised of 218 acres. Major users can purchase remaining sites as large as 13 acres, while smaller prospects can utilize sites as small as 2 acres.

The park is a 655 acre industrial campus with businesses ranging from office users, high tech, manufacturing, warehousing and distribution centers. Phase I of the Park is fully sold out with over 65 companies.

Owned by Taunton Development Corporation,
A private, not-for-profit corporation

Park Features Include:

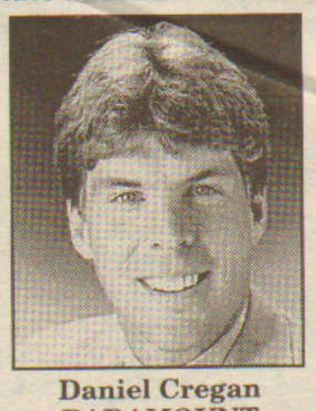
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The park is very accessible with a direct exit ramp #9 off Route 495 and a location that is within 2 miles of Route 24. In addition, the park is just 10 minutes from Interstate 95 and just 20 minutes from the Massachusetts Turnpike.

For more information, contact:
Mark Gottesman or Catherine Minnerly
of Hunneman Commercial Company
at (617) 426-4260

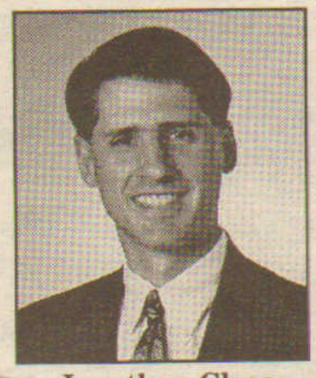
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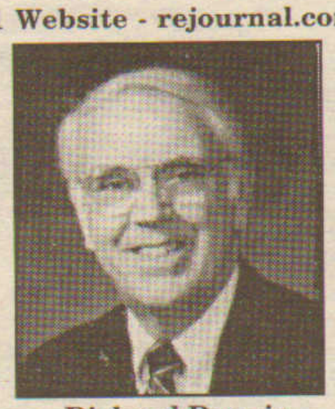

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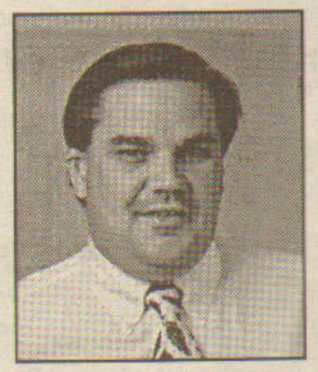

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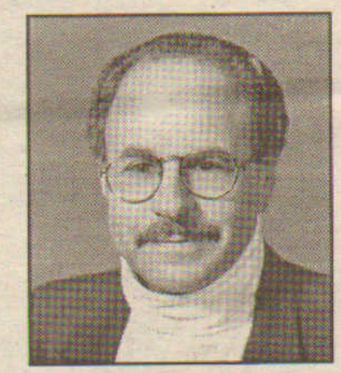

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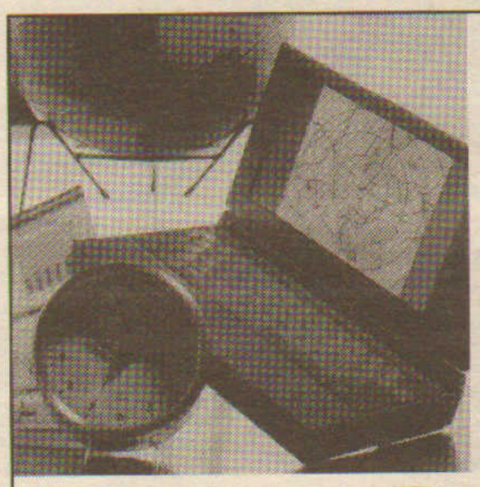

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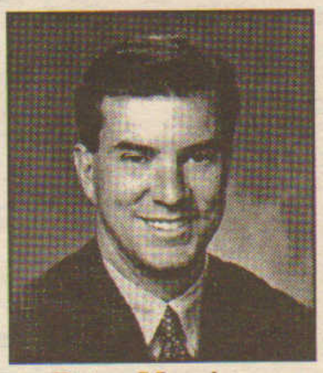
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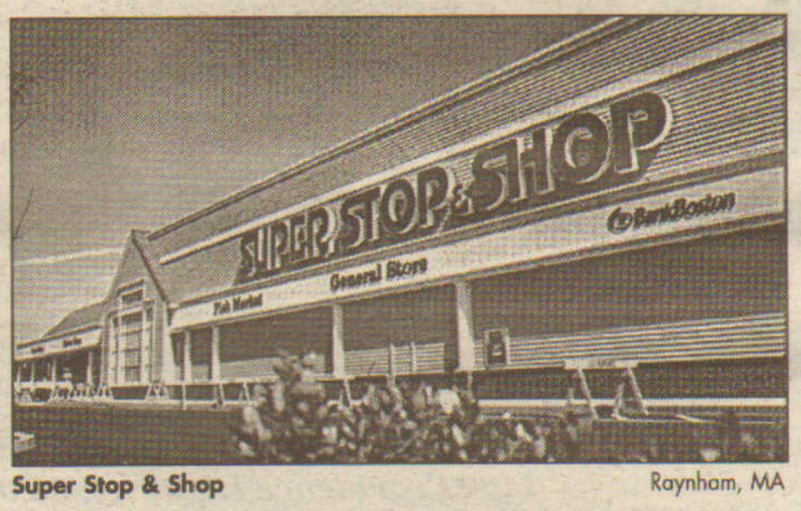


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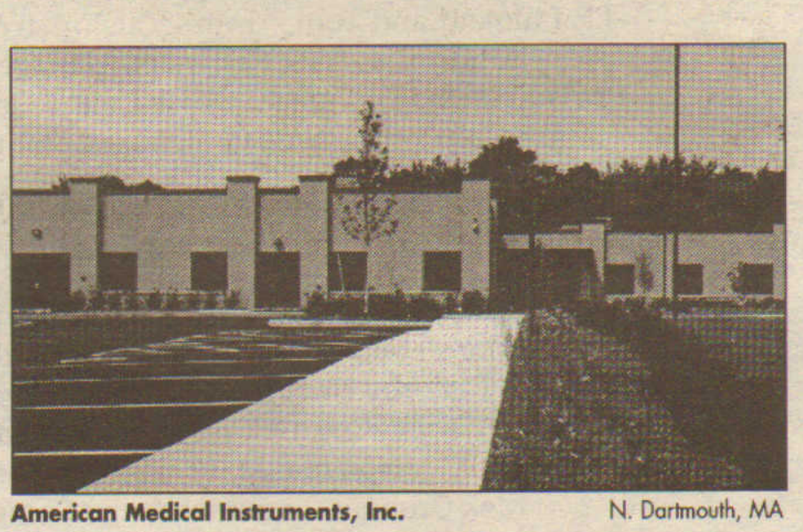
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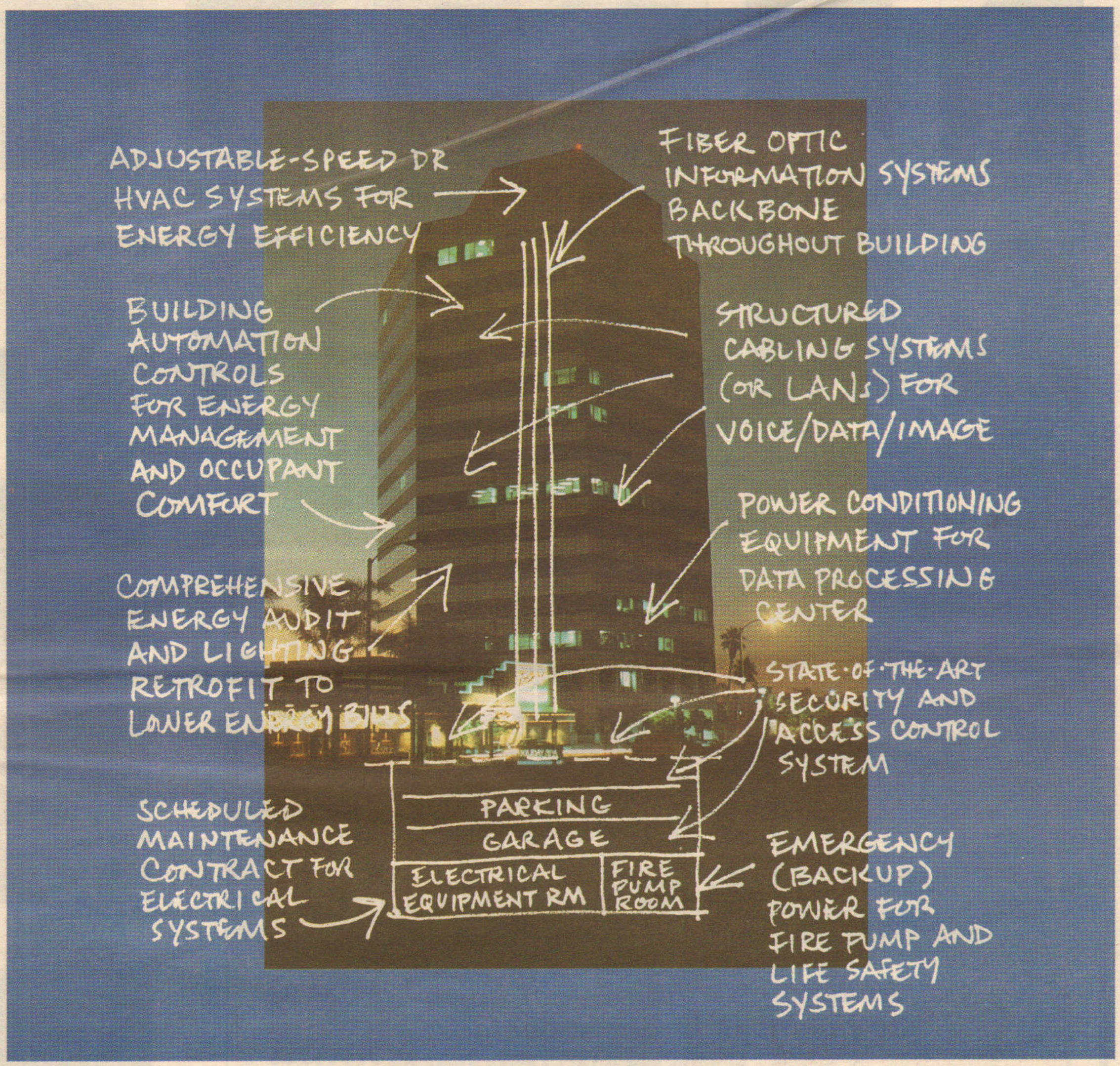


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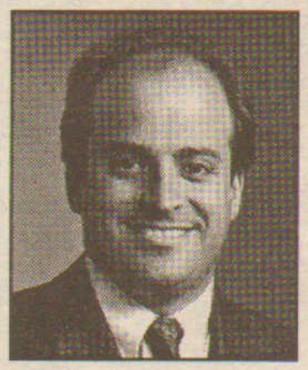
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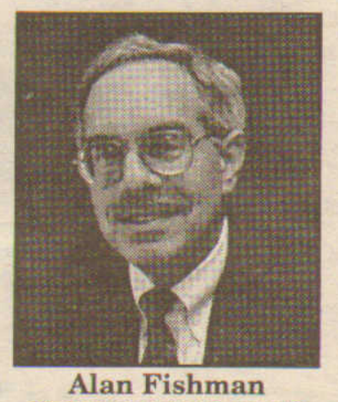
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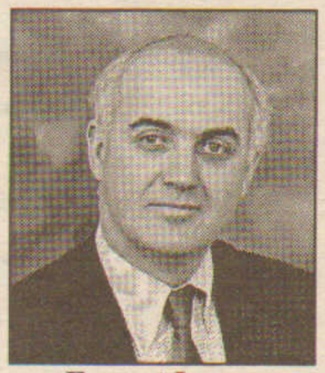
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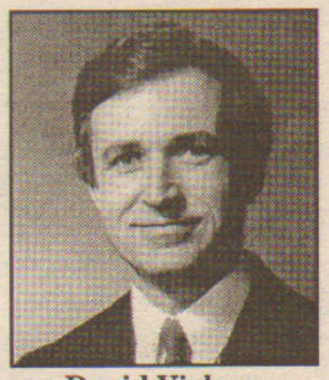

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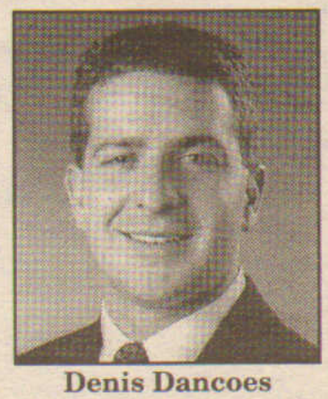

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Request for Qualifications



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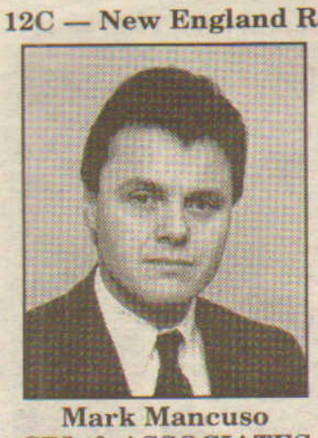


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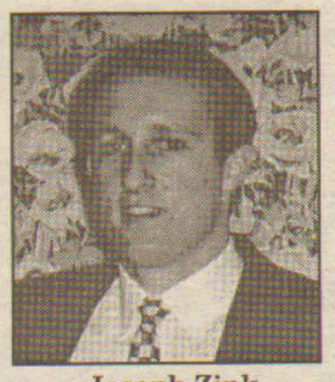

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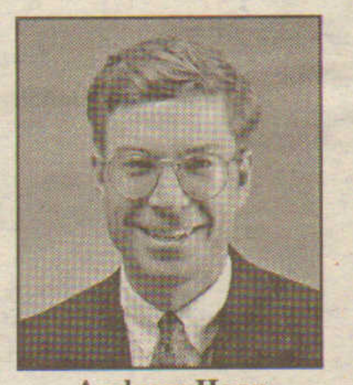
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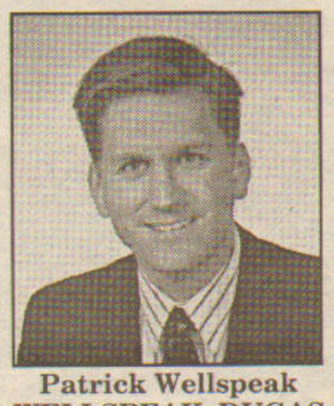
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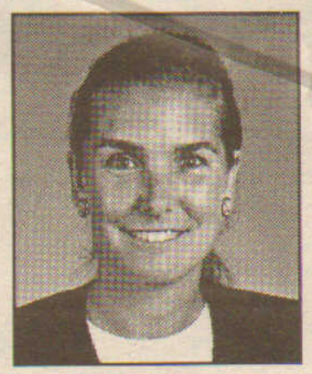
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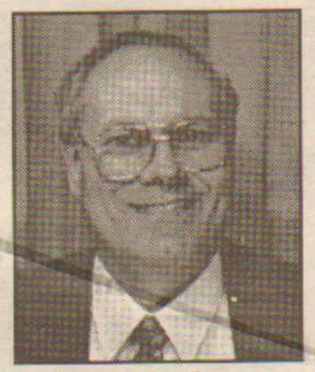
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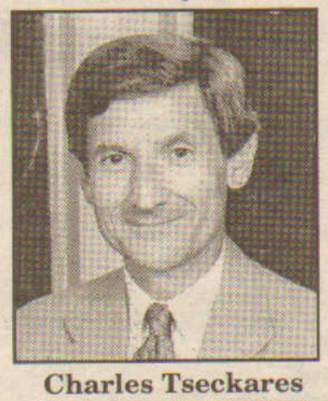

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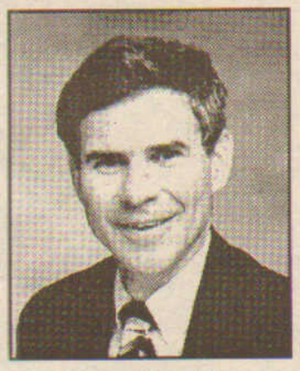

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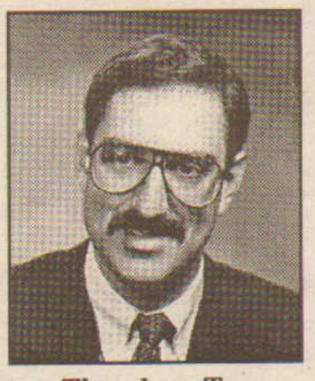

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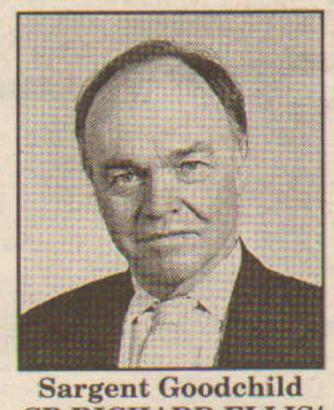
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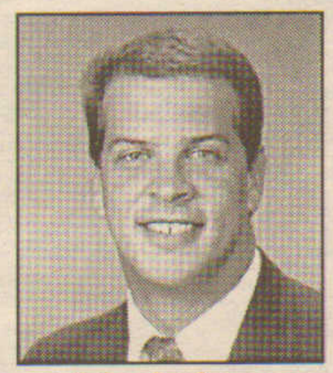
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LUDLOW INDUSTRIAL CENTER

LOCATION: State Street - Ludlow, Massachusetts 01056

(Springfield Area)
One mile - Mass Pike and I-91

ONE STORY BUILDINGS

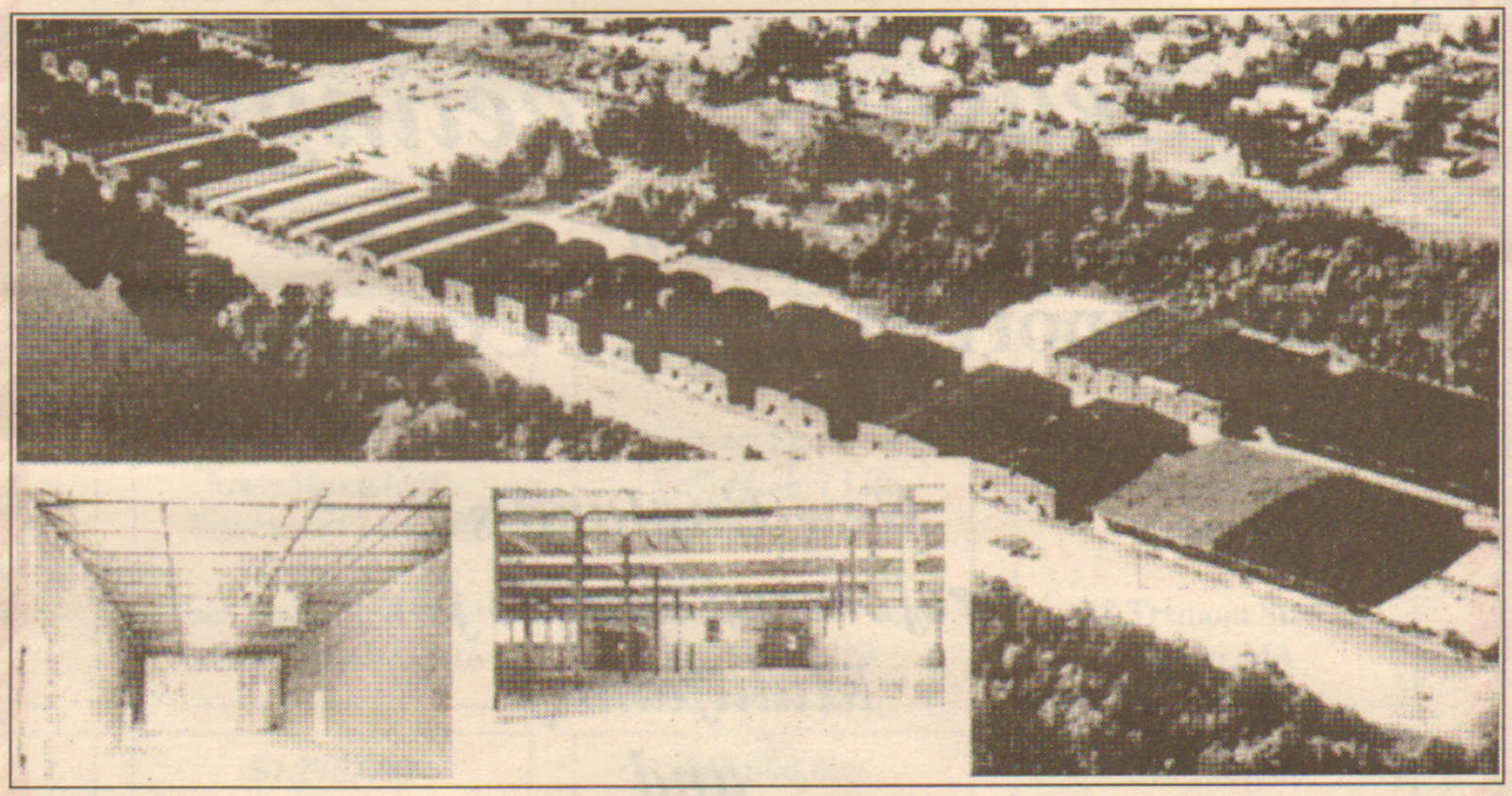
SIZE:	3,000 s/f - 300,000 s/f 45 Buildings at 6,000 s/f each, interconnected or seperate
CEILING HEIGHTS:	16 1/2' to 30' clearance
LOADING:	• Tailboard Loading Docks • Drive in Doors
RAIL SERVICE:	Available
POWER:	Very heavy electric service
HEATED:	Gas and steam
CLEAR SPAN:	Units without columns available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

MULTI-STORY BUILDINGS

SIZE:	10,000 s/f - 300,000 s/f
CEILING HEIGHTS:	16' to 18' clearance
ELEVATORS:	Many heavy capacity and passenger elevators throughout facility.
RAIL SERVICE:	Available
POWER:	Very heavy
HEATED:	Steam
SPRINKLERED:	100%

LUDLOW INDUSTRIAL CENTER

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Partial List of Available Space

1. 60,000 s/f well suited for manufacturing/office/storage. Will Subdivide.
2. 100,000 s/f total of free standing contiguous 6,000 s/f stock houses - 16' ceilings, with docks, utilities, etc.
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5. Outdoor parking available for non tenants.

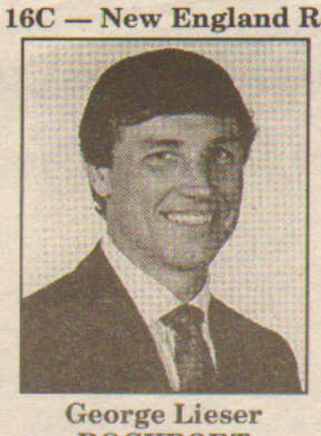
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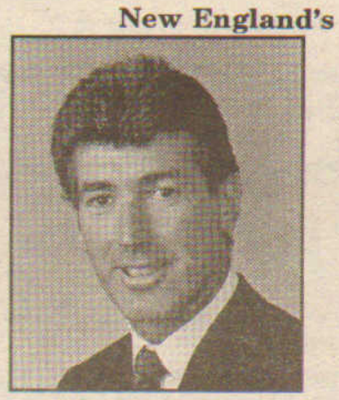
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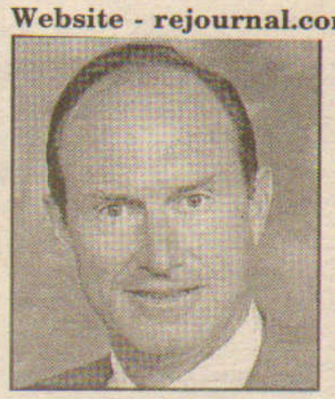

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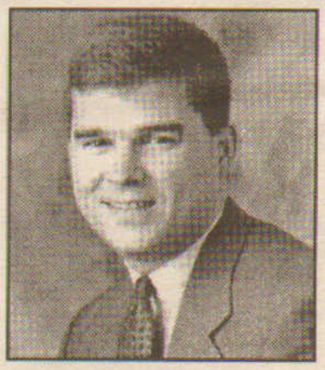
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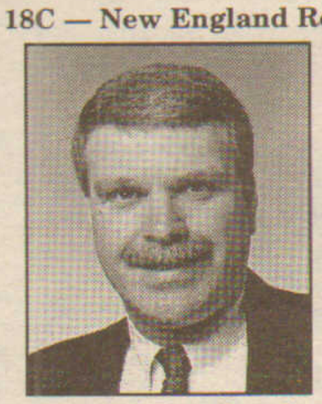
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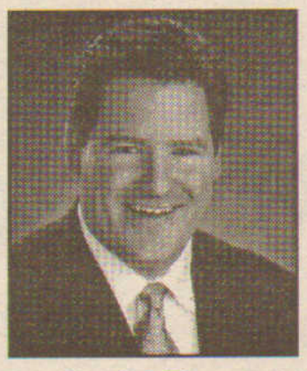
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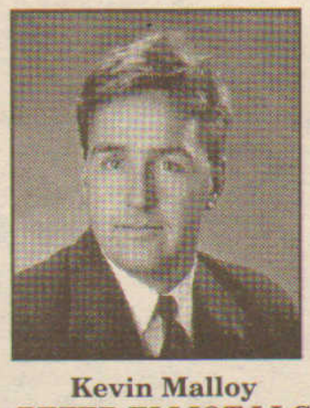
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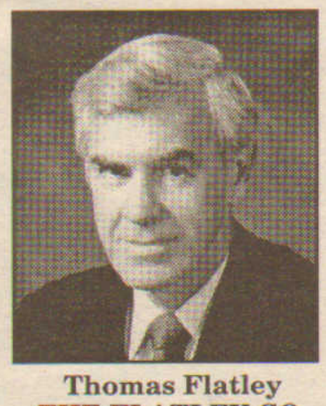
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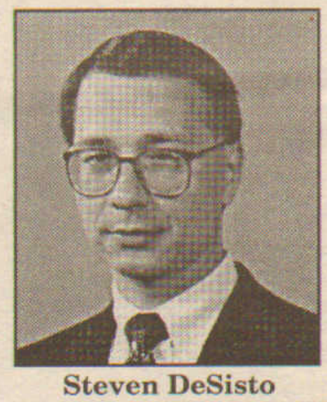
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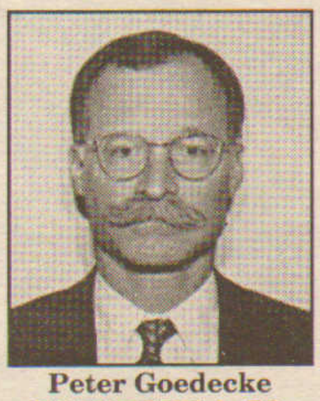
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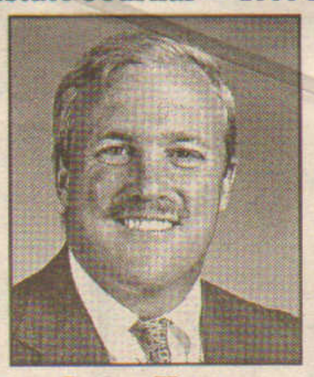
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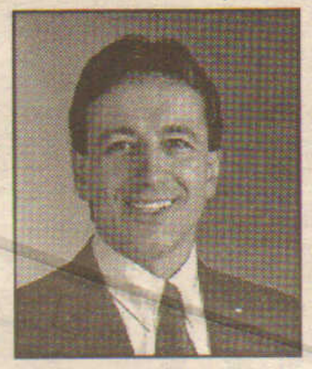
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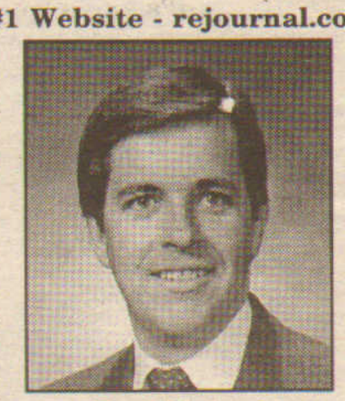
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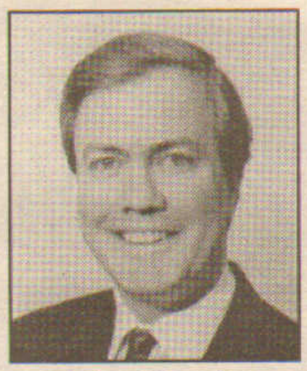
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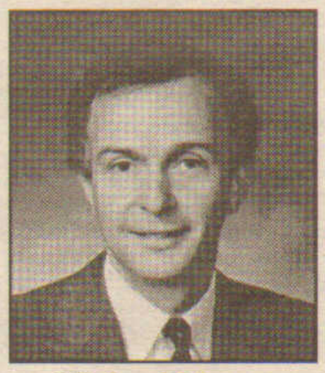
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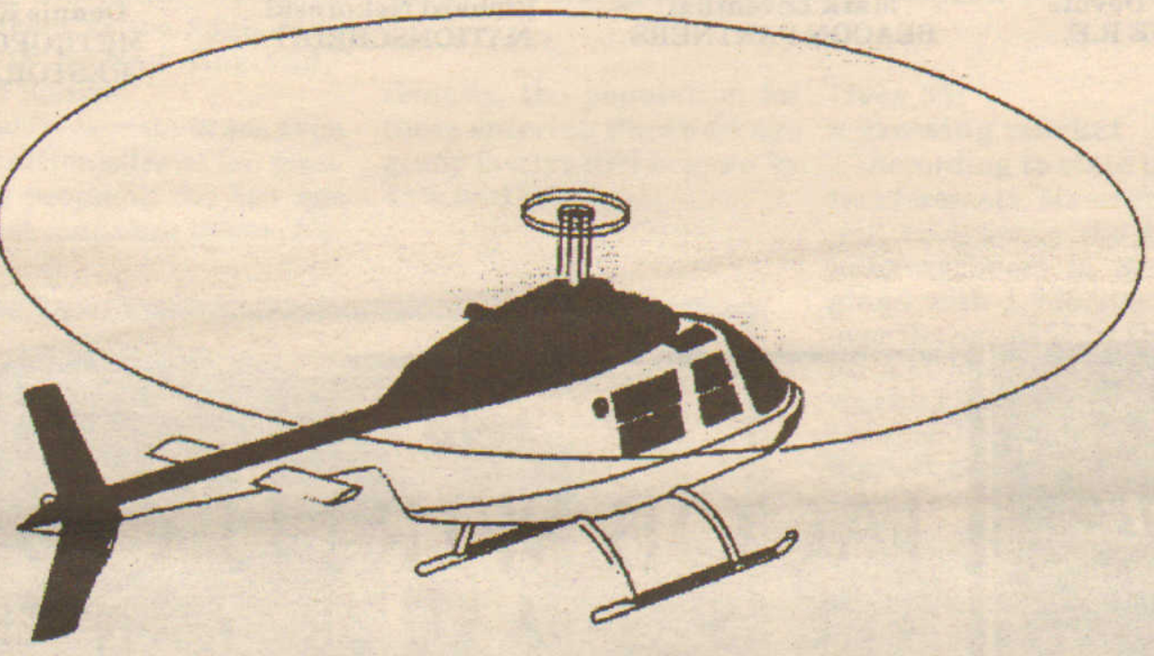
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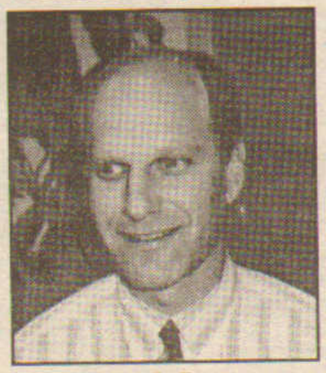
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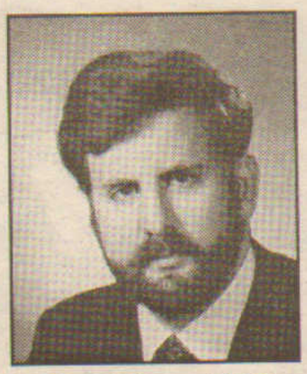
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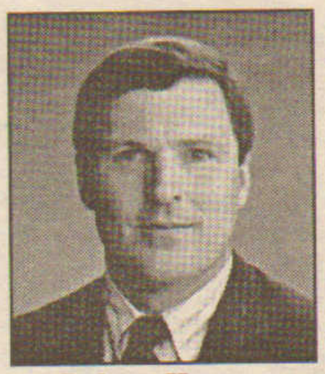
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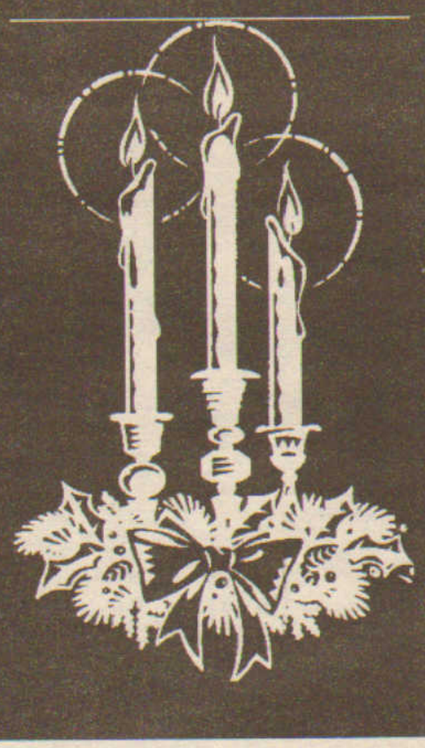


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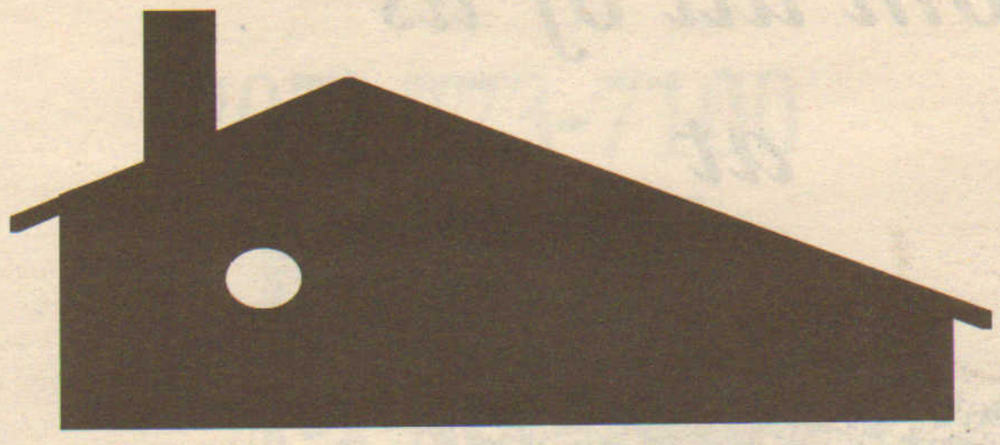




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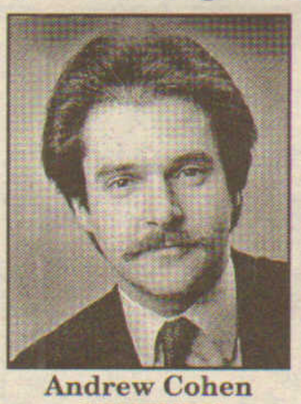


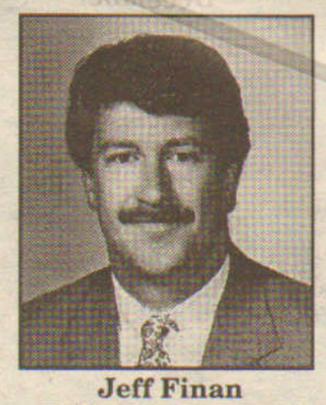
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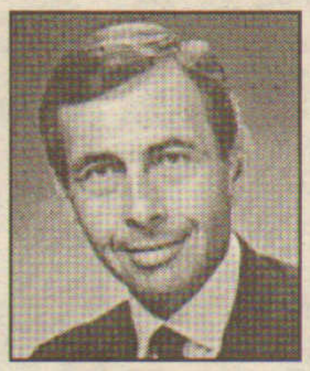

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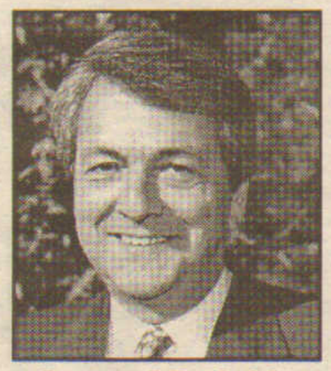

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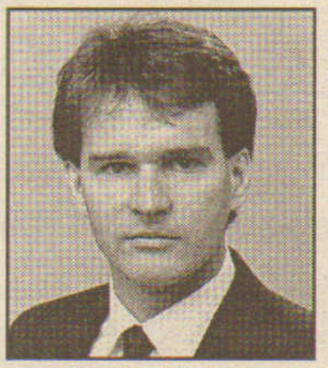
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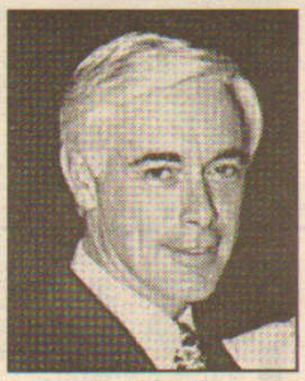
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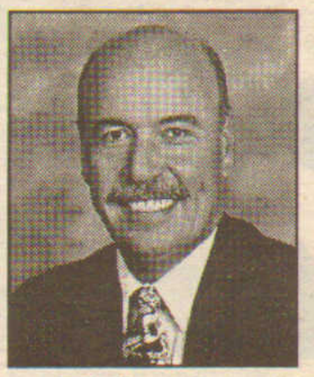

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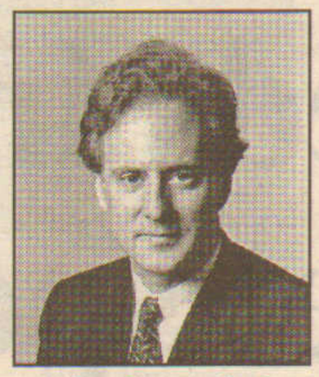

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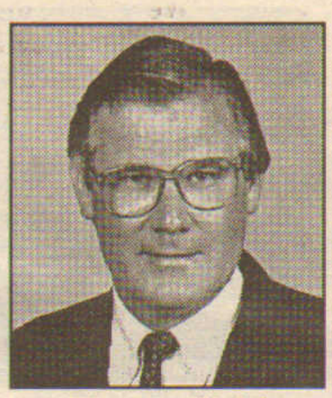

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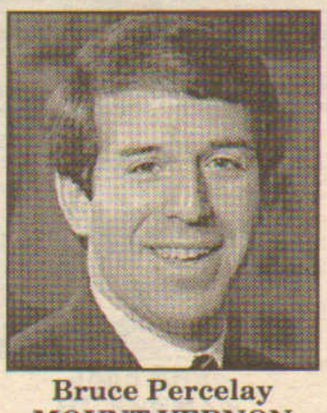

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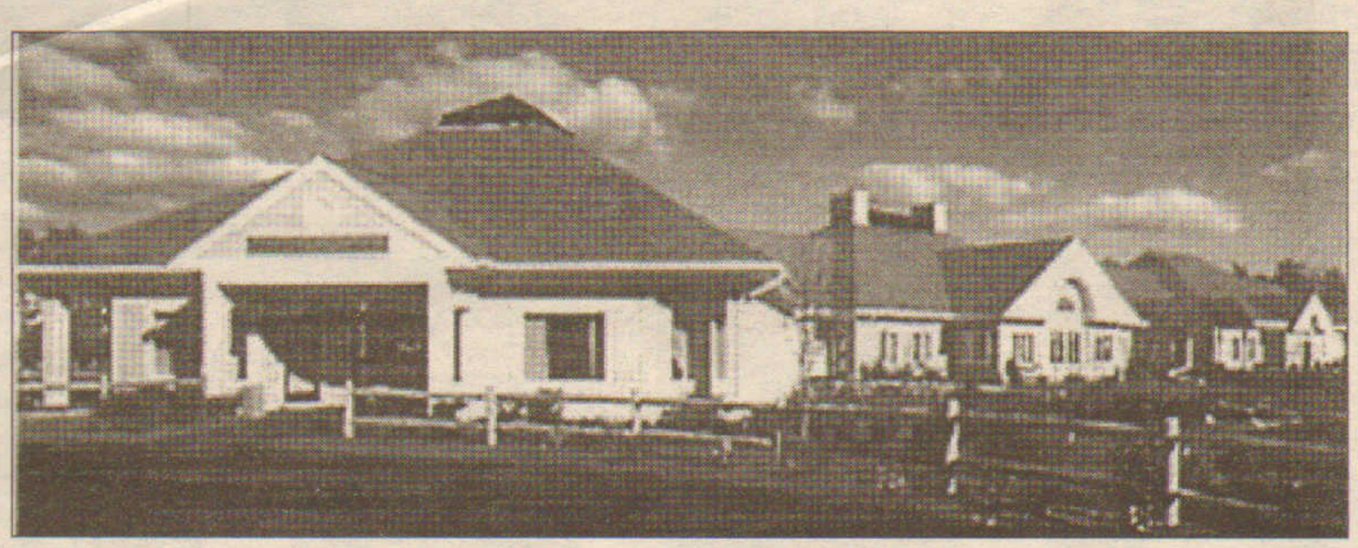
Southport passes "100-homes sold" mark in November

MASHPEE, MA — Southport, Cape Cod's new 750-home community for adults over 55 years of age, has exceeded all expectations for 1999, breaking the "100 homes sold" mark in November. Builder/developer, Ron Bonvie, had projected an active year for the lavishly-appointed Southport, but the community's popularity grew with word-of-mouth endorsements from initial residents, boosting sales past the 100 mark by mid November.

"Once people see the active, yet relaxing lifestyle our residents enjoy here, the community almost sells itself," noted Bonvie. "We offer on-site amenities and a lifestyle that many active adults want, but were unable to find in New England, until we opened in mid 1998 - unless they specifically wanted a golf course community," he added.

Southport has financial backing from Cape Southport Associates, LLC (CSA). This financial consortium specifically created to fund the development and building of Southport, includes: Emmes and Co.; the publicly-listed Phoenix Fund; and Credit Suisse First Boston Corporation, owned by Credit Suisse. "This partnership has made the commitment to ensure that Southport will be the finest active adult community in New England," noted Bonvie.

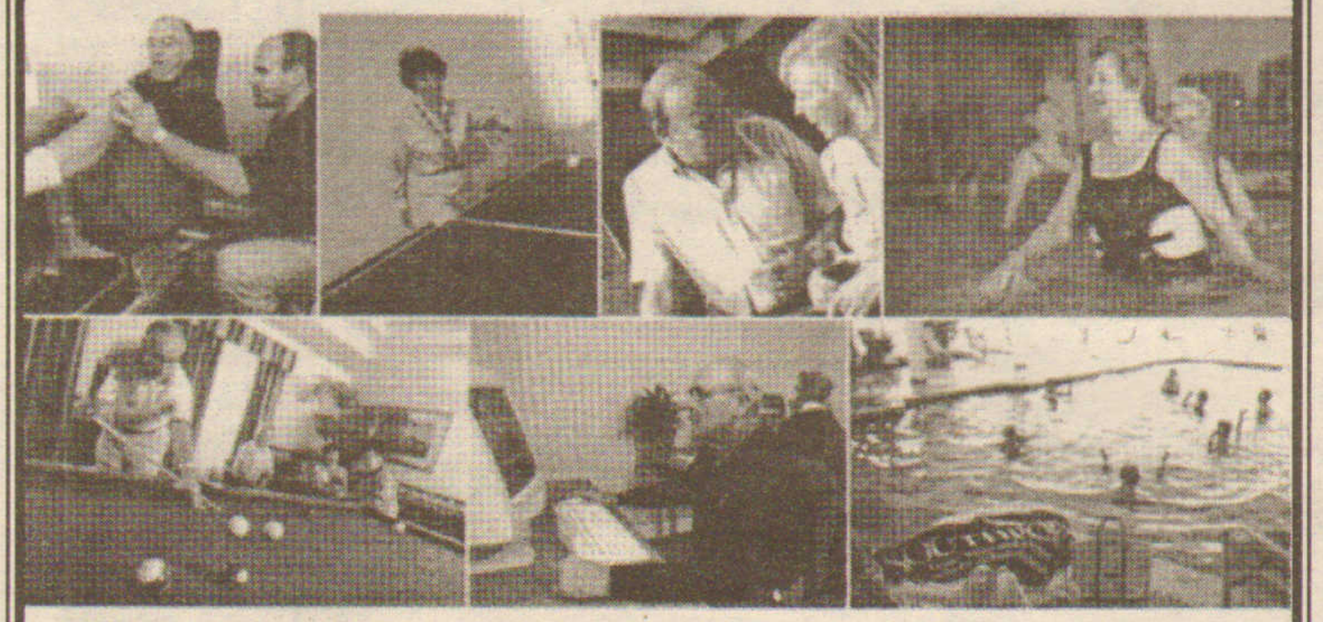
Bonvie expects to see even more active sales as the number of people in the 55+ age bracket continues to rise. Nationally, the population for those entering the 55-64 age group is expected to grow by 41% by 2005.



Southport's $6 million, 32,000-sq. ft. Village Center includes an indoor pool, aerobics and fitness center, 600-seat ground ballroom, computer center, library, billiards room and sports lounge.

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Over 55: a growing market

According to state population forecasts, Massachusetts will be leading the seniors housing boom in New England with 1,365,000 people over the age of 55 by the close of next year. The Commonwealth ranks 11th in the nation as the state with the highest percentage of people in the over-55 age group. In fact, not until 2010, when all baby boomers have entered the 55+ segment, will the national average of those over 60 years old arrive at the level in Massachusetts in 2000.

"This type of community is still a relatively new concept for New Englanders, but we can see it's going to take hold. Breaking into this marketplace meant building a community truly unlike any other, and that will be the reward for residents who buy these homes now," said Bonvie of seniors who already have recognized the benefits of active adult community living.

Active adult communities are well established in the southern and western regions of the United States, where seniors previously preferred to retire to a warmer climate. In recent years, increasingly vigorous seniors who are aging in better health than ever before have begun demanding a quality of lifestyle and level of service that will enable them to stay closer to their family and friends, at least for most of the year. Southport is the largest, and certainly among the most well-appointed of such communities in New England, and its Cape Cod location is a strong part of its appeal.

$6 million recreational center features year-round activities

Last summer, the community opened its $6 million "Village Center", which Bonvie believes rivals any other clubhouse in the northeastern United States. In this 32,000-square foot building, residents can relax in the Sports Lounge featuring five large-screen color TVs and an adjoining billiards and darts room; work out in a state-of-the-art fitness center featuring CYBEX strength-training and aerobics equipment; take aqua aerobics classes in the indoor pool; enjoy tea in the fireplaced resident's lounge overlooking the outdoor pool; gather for dances and concerts in the 600-seat grand ballroom with a stage for a 30-piece orchestra; play cards or enjoy arts and crafts in the activities rooms; check stocks or travel services in the fully-equipped computer center; browse the latest offering in the resident-run lending library, or drop in to the barber shop and beauty salon.

"We wanted to provide a first-class recreational amenity that the residents will enjoy year-round, regardless of the weather," Bonvie said.

Active adult communities range in price, according to the same factors that affect all residential properties, but also can be gauged by such factors as community facilities like pools, tennis courts, golf courses, common areas for entertaining or leisure, and also for services from plowing and landscaping, to fitness programs for residents. Southport also has a 24-hour staffed gatehouse at its entry, a feature that is popular in many active adult communities.

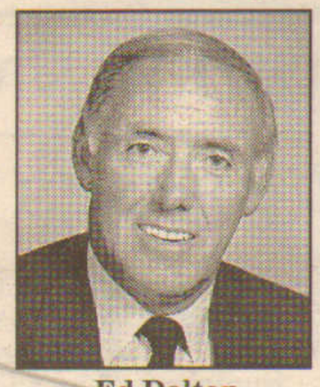
Statistical sources include Mass. Executive Office of Elder Affairs, MISER research (University of Massachusetts, Amherst).


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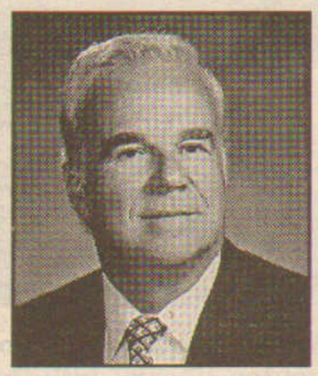

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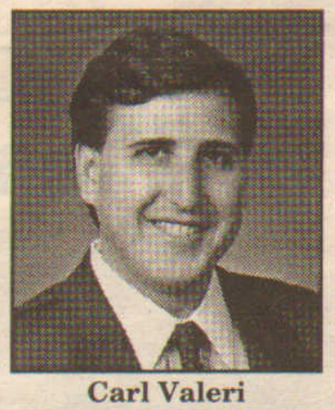

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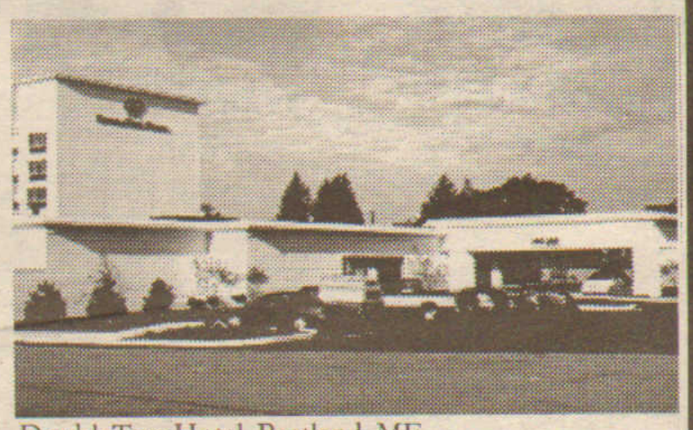
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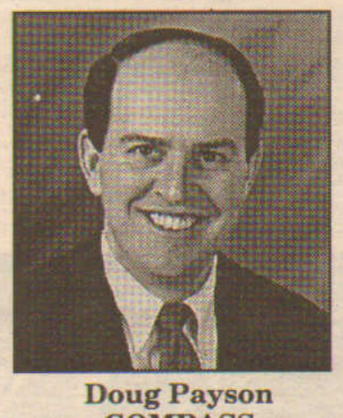

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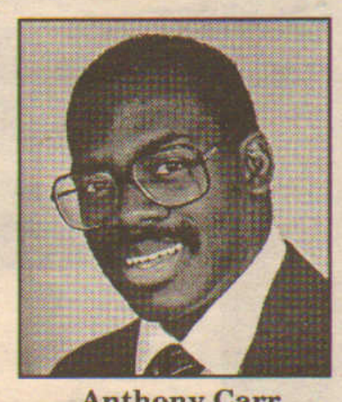

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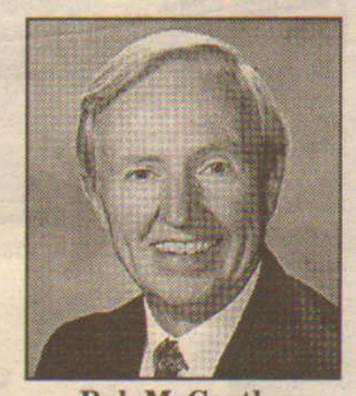
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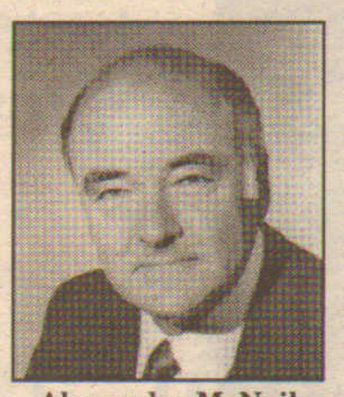
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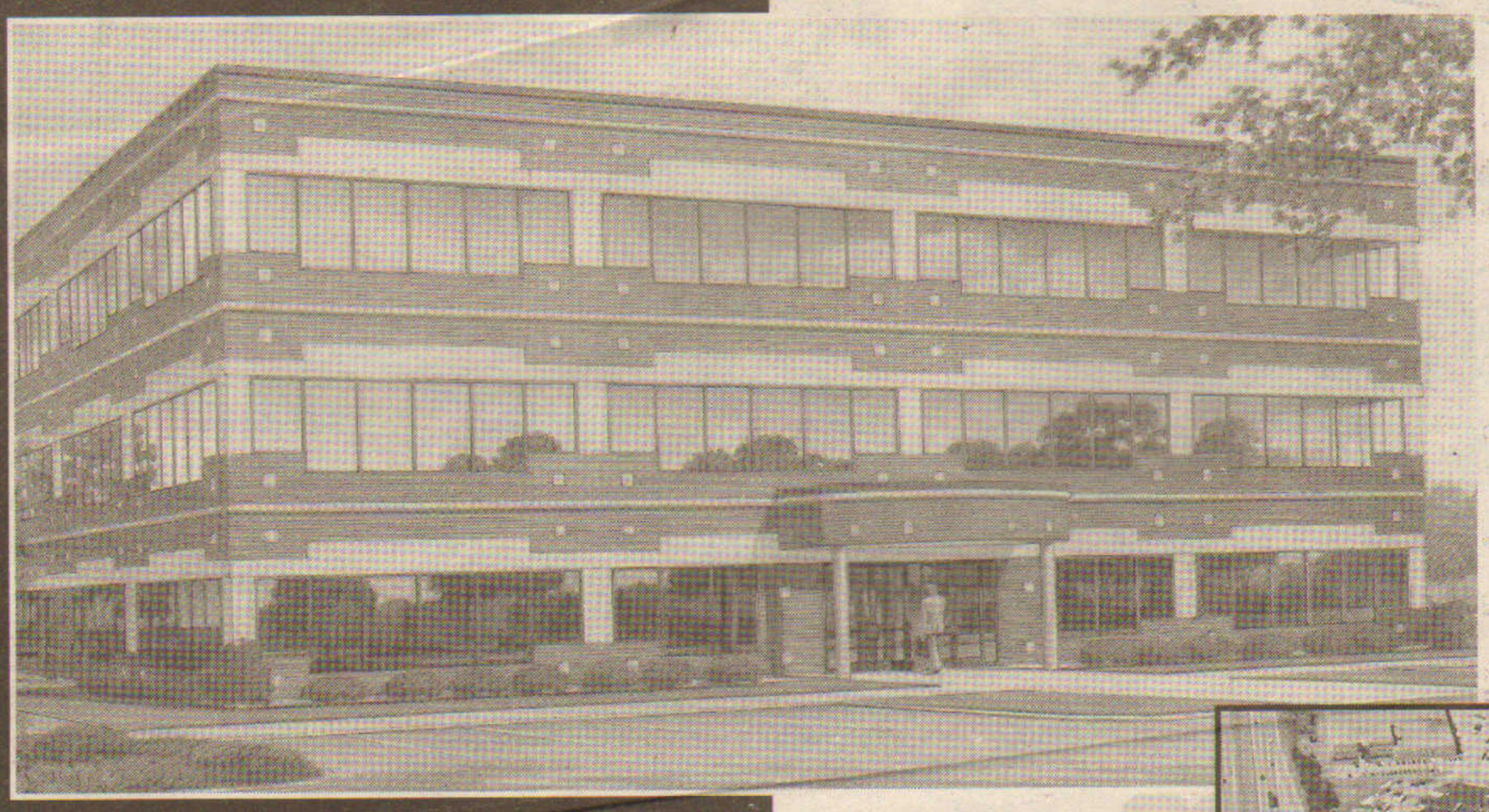

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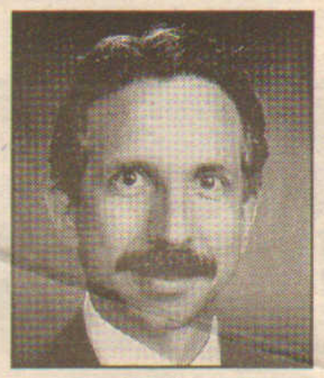
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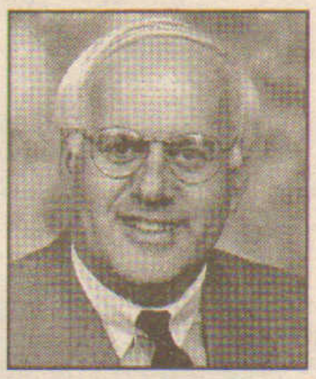

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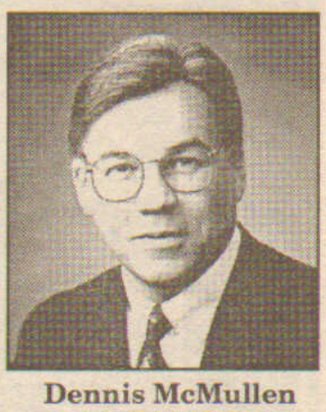

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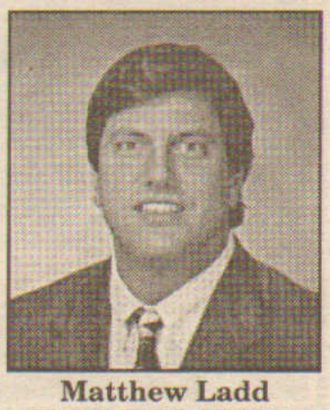

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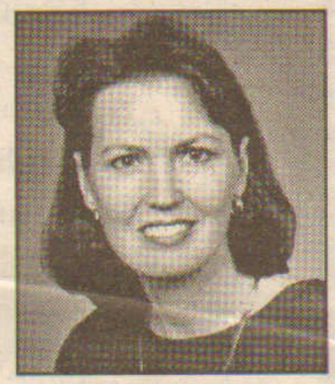
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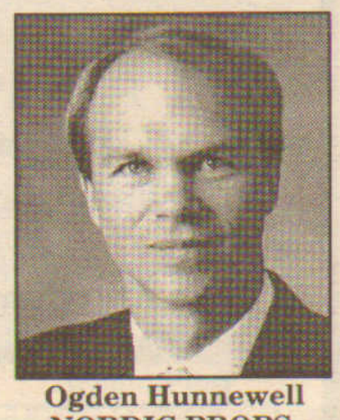
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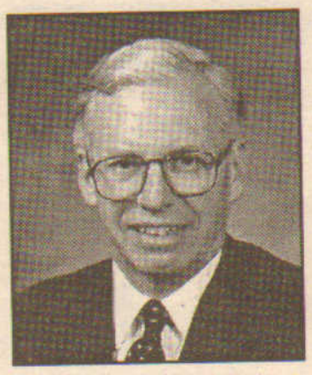
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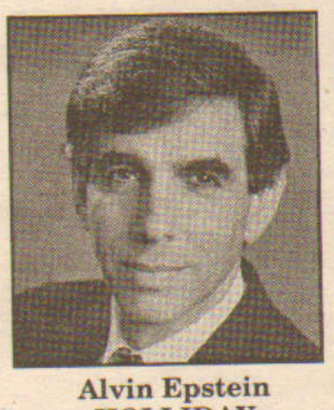
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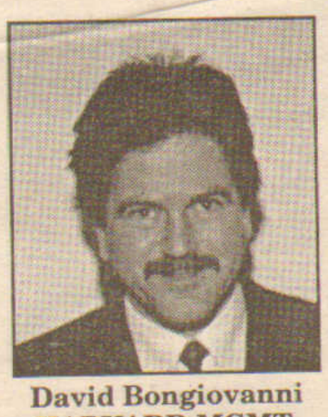
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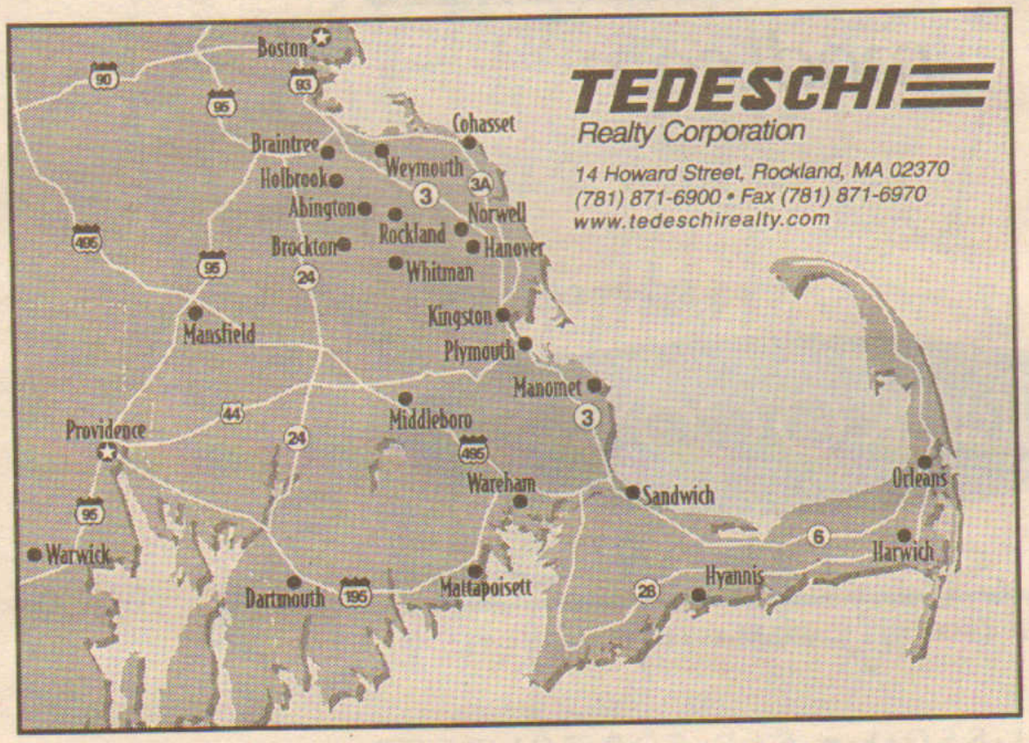


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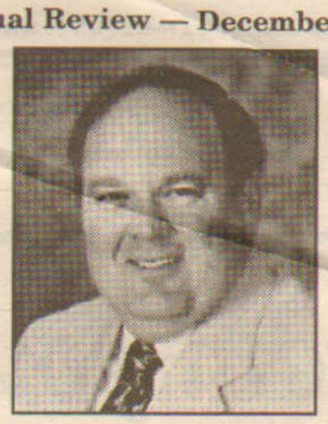
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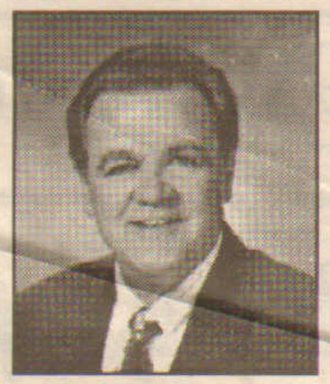
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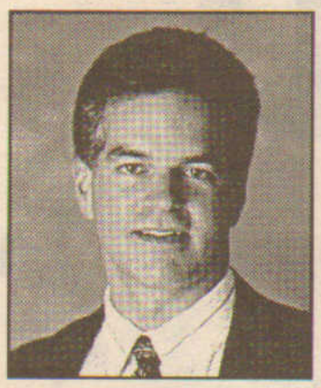

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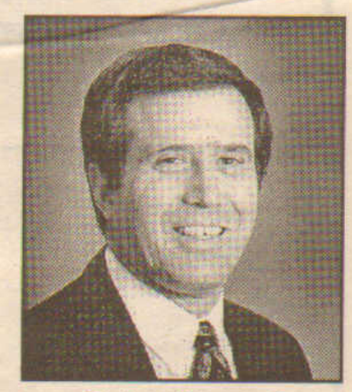

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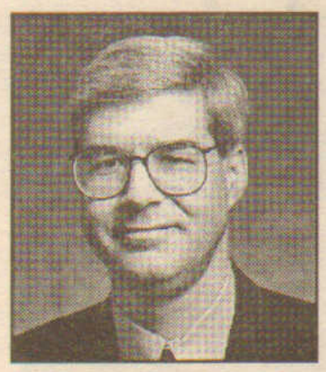
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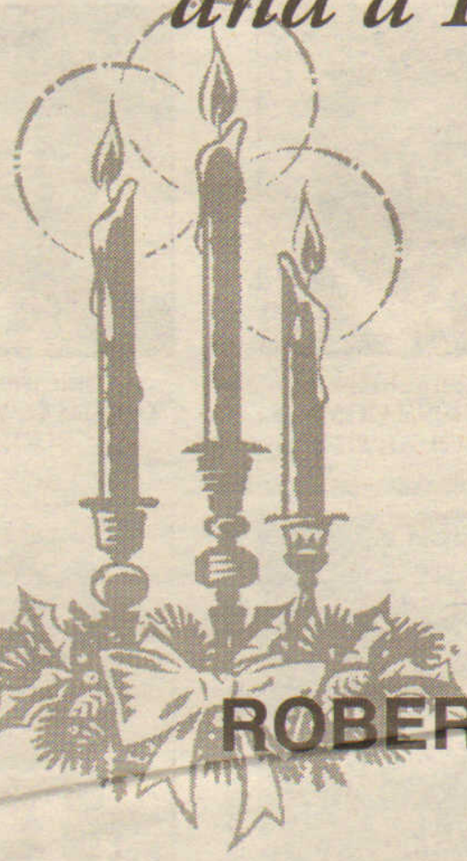
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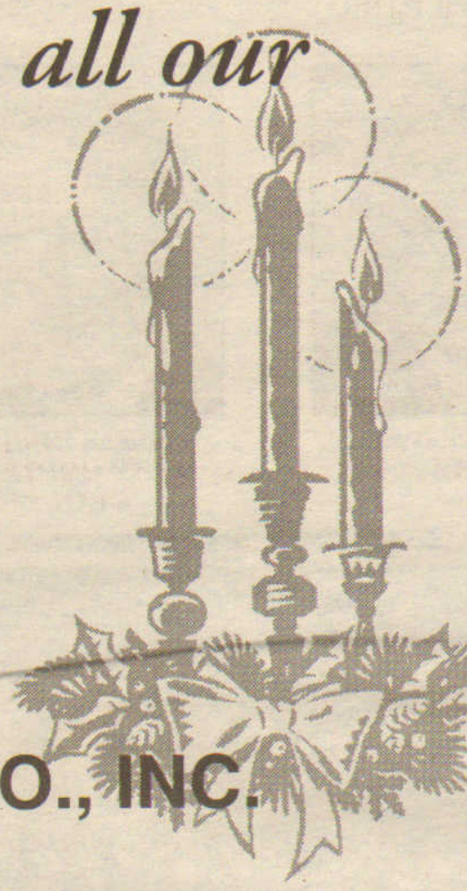
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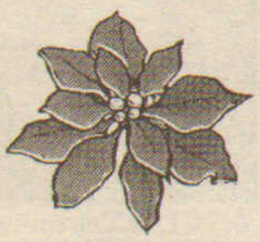
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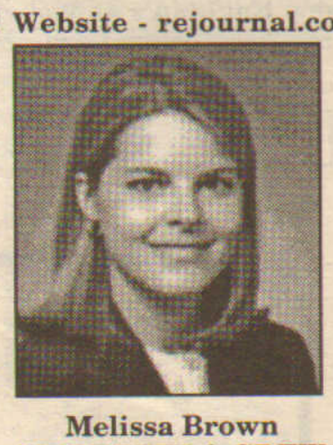
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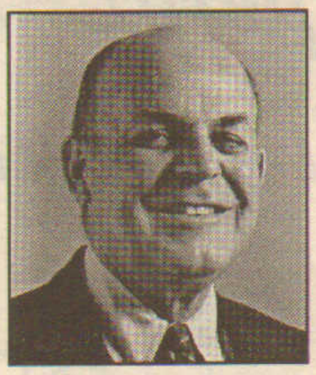
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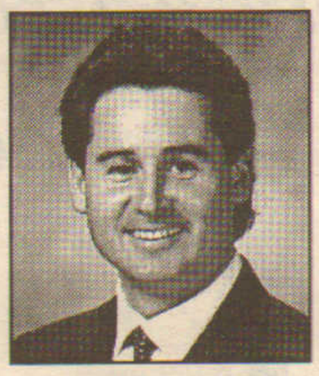
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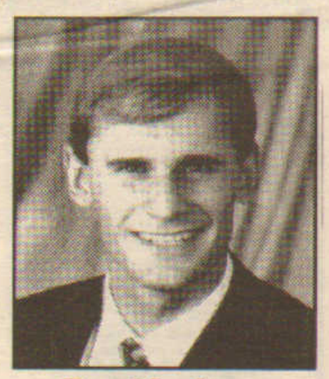
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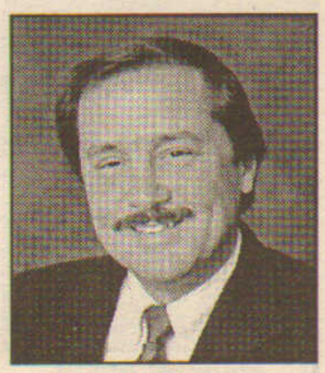
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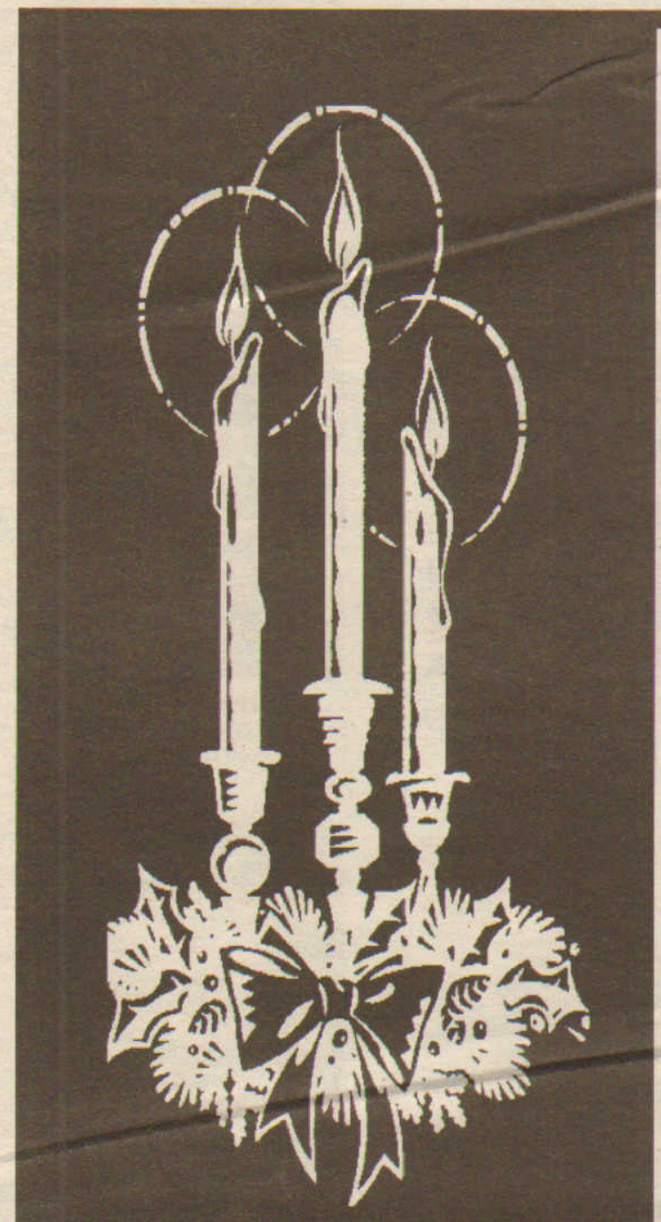


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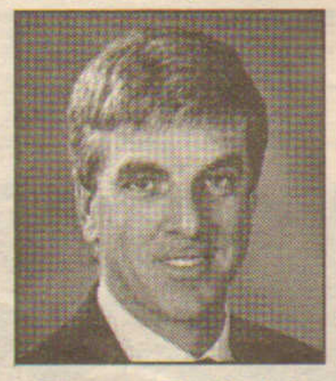
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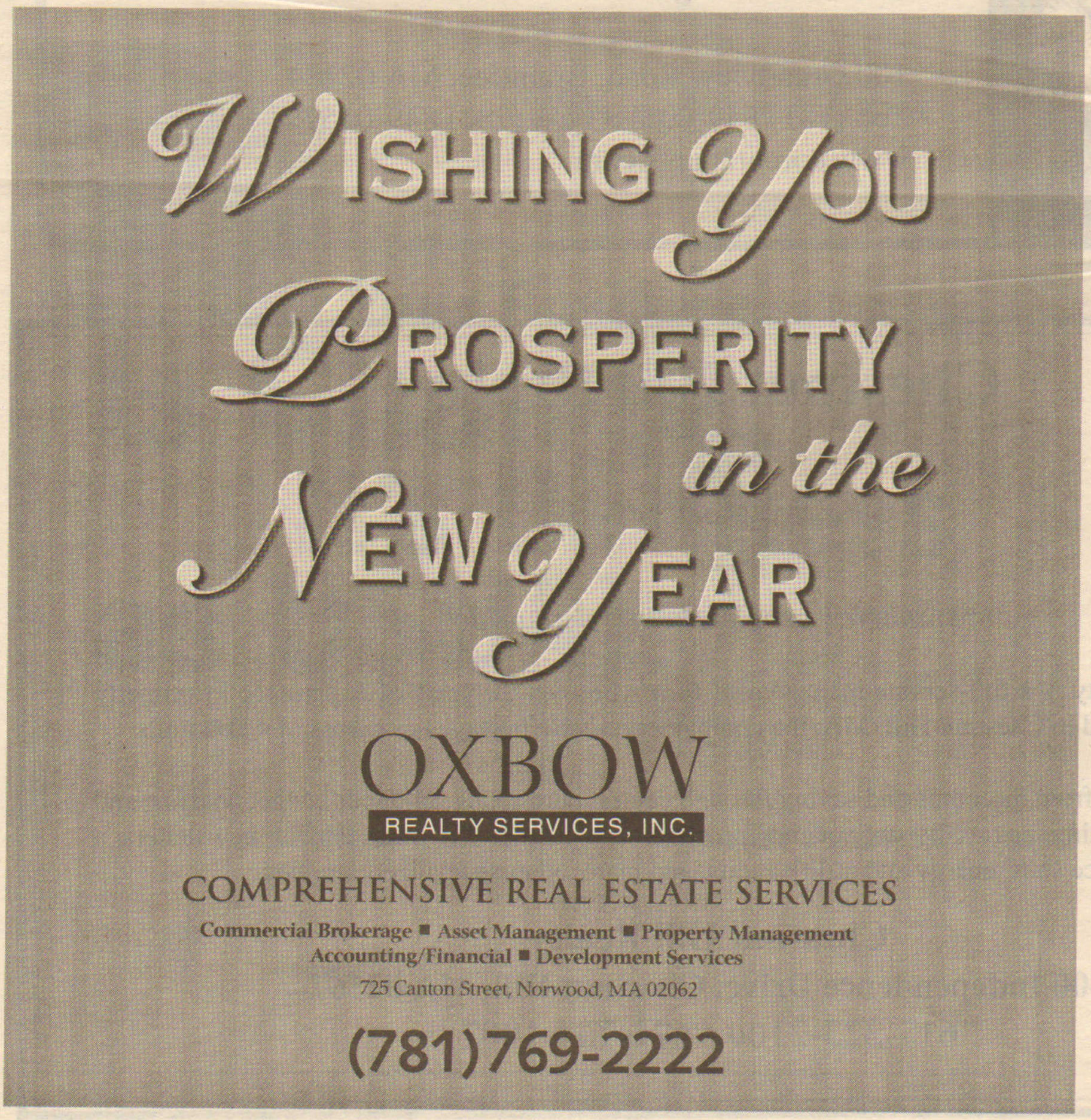
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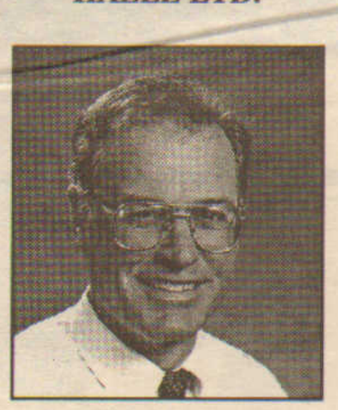


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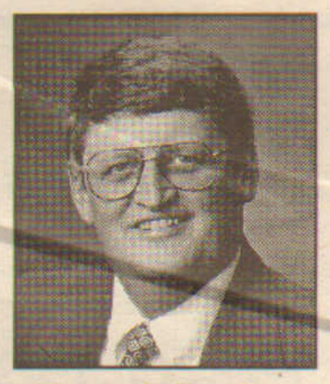
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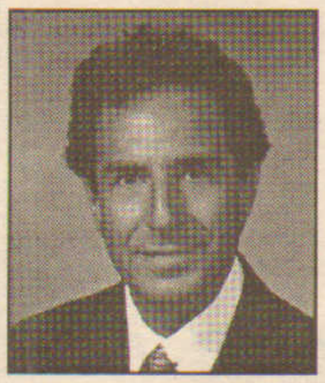
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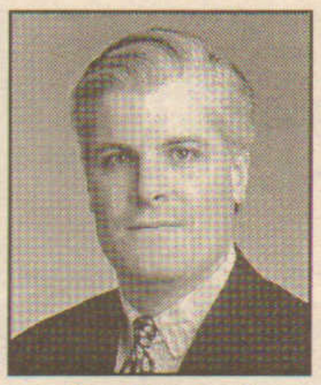
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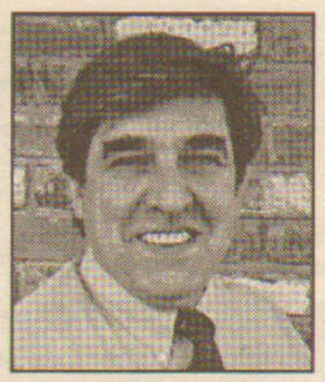
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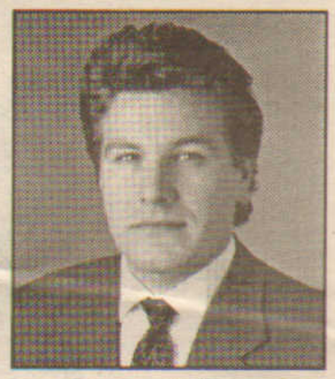
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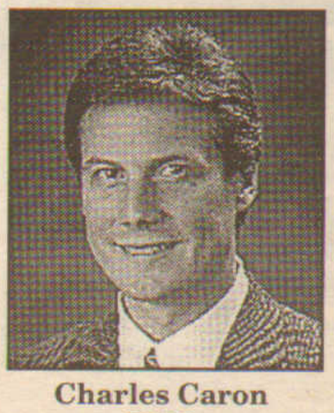
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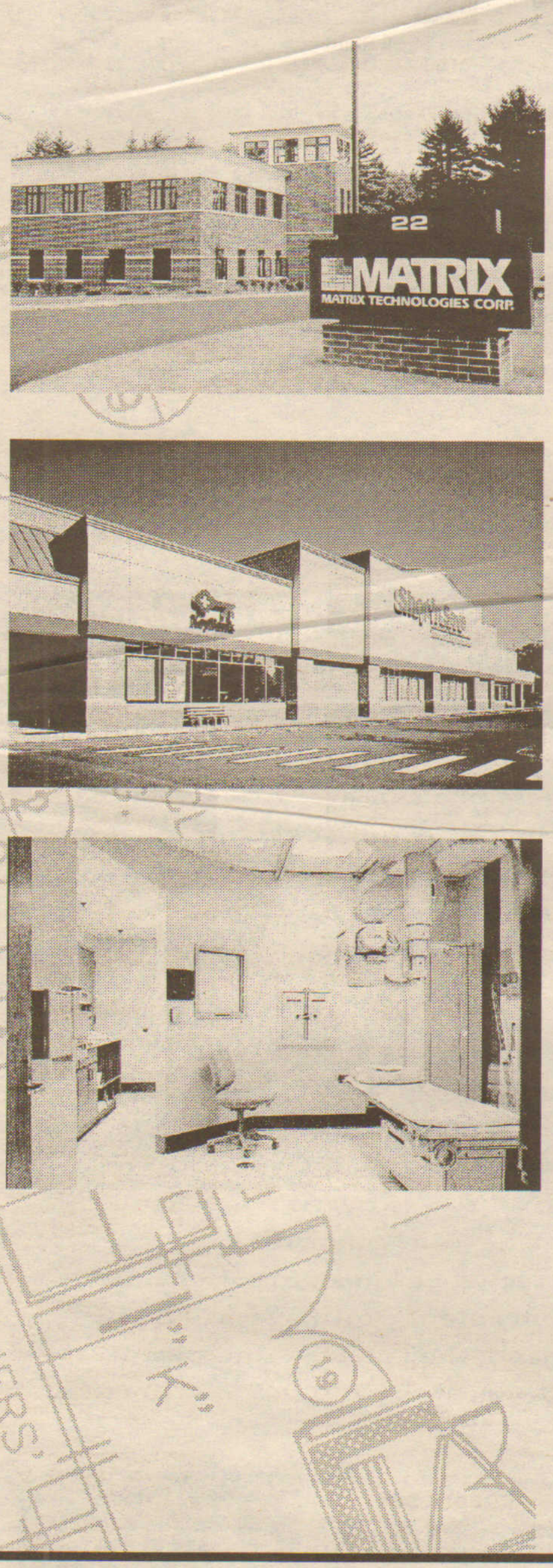
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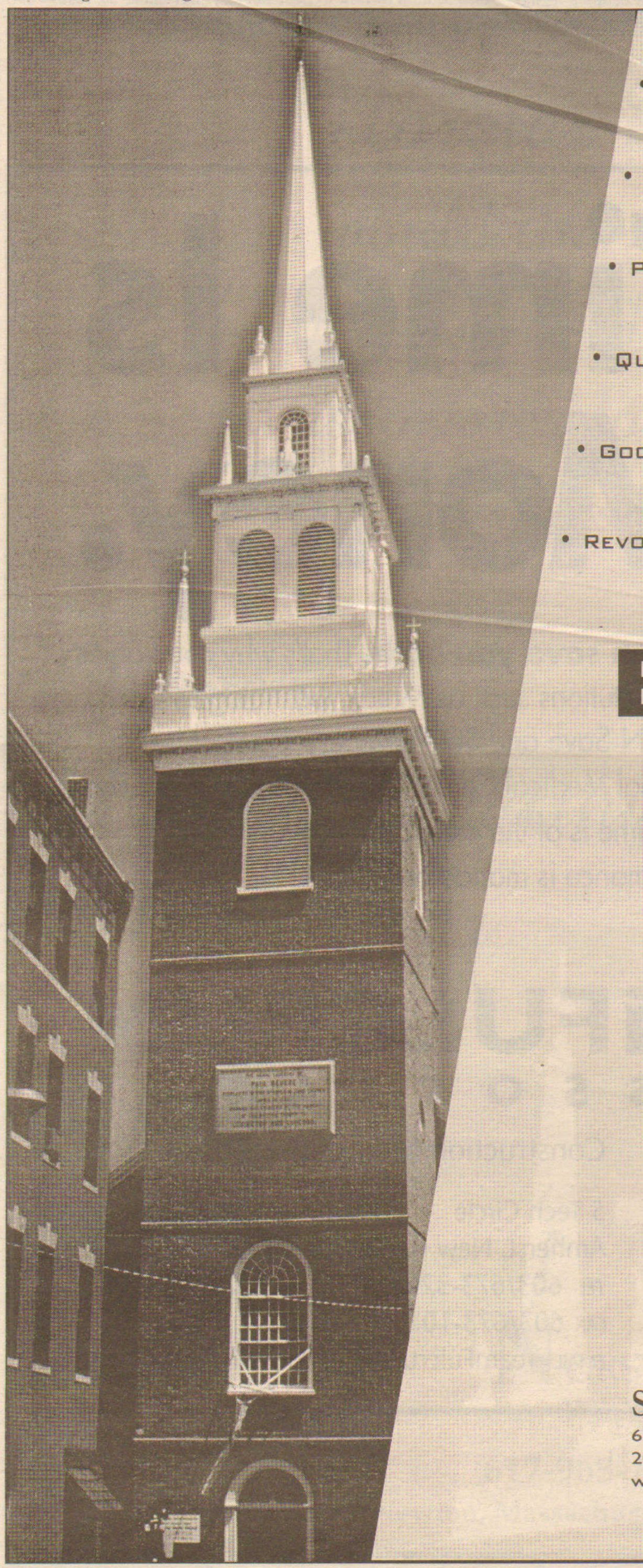
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