



CELEBRATING
89 YEARS

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Macmillan and Son, Inc. is celebrating their 89th year of successful service to the industry and the area

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Macmillan and Son, Inc. was founded in Springfield in 1921 and we are celebrating our 89th year of service to the industry and the area.

The company was founded by John S. Macmillan a few years after he first arrived in the city as a representative of a Boston area bank sent to address some legal and real estate concerns they had encountered in the area.

Macmillan liked the city and the region and decided to relocate to the area. He was an attorney and decided to open a real estate company in addition to his law practice. He named the company Macmillan and Son as his only child was his son, John D. B. Macmillan and he hoped his son would have future interest in the company. The firm provided full real estate services offering what for its time would be considered comprehensive services from complete real estate brokerage services to property management for both institutions and individual clients.

In the mid 1950s under the direction of its founder's son the company divested itself of its residential services to focus exclusively on commercial and industrial appraisal, brokerage, consulting and management. John D. B. Macmillan saw the industry changing and as he specialized in commercial and industrial real estate sought to solely concentrate in providing these services to this newly expanding segment of the real estate industry. Under his direction the company pioneered and completed many unique services such as one of the area's first ground leases, tax deferred exchanges and represented numerous national, regional, local and international clients.

From its inception, the company has and continues to be committed to providing and delivering its clients the highest quality service while adhering to strict ethical principles to ensure the client's best interest is paramount while providing our clients with the highest quality work, unparalleled market knowledge and service.

The company has experienced numerous economic downturns ranging from the Great Depression to bursting of the tech bubble in its long history and while the present economic crisis is unique in its severity, depth and length we continue to be committed to our core values of integrity, professionalism and commitment to our client's interest.

We have found our values and unparalleled service to be paramount to our clients and even more important in these uncertain economic times when client's needs may require a rapid, concise, unbiased assessment and implementation of services unique to the client's real estate requirement. Macmillan and Son, Inc. has recently completed the sale of the Colonial Block, a 70,000 s/f multi-tenanted office building.

Macmillan and Son, Inc. has also recently leased 75,000 s/f of modern industrial space at 1125 Page Blvd.

Their honest assessment of the owner's situation and implementation of a unique marketing plan for

each property successfully lead to their sale and lease in challenging economic and market conditions.

They continue to be actively engaged in all market segments with a renewed concentration on assisting clients who are actively seeking to purchase or lease space for their use offering individual, client oriented services customized to suit the needs of our clients in these challenging times.

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