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## **Shields of The Realty Advisory completes multi-stage \$2.77 million sale**

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HYANNIS. MA John Shields of The Realty Advisory, Inc. completed a multi-stage deal that transitioned 735 Attucks Ln. from a former racquet and fitness complex to medical space for Harbor Health Services.

The \$2.7 million deal for the 21,000 s/f of space located off Rte. 6 included construction management, seller representation, permitting management, and site marketing.

"It was all about identifying value, bringing together investors who could see the vision of value being created through this repositioning, and matching it with the right buyer," said Shields, whose company specializes in finding and building value for commercial buyers, sellers, and investors.

"Personally seeing the potential of the property and working to market and position it well was the first critical step," Shields said.

Shields also noted that understanding the real requirements of the end user, and clearly identifying those elements and presenting them well were all key to the success of this project.

Harbor Health Services, Inc. is a nonprofit health care organization that operates three community health centers in Boston, the South Shore, and Cape Cod, serving more than 26,000 medical patients and 10,000 dental patients. Harbor Health Services was represented by Wianno Realty of Osterville, MA

The Realty Advisory, Inc. has been providing brokerage, sales, leasing, consultation, and project development services throughout southeastern Massachusetts and Cape Cod for more than 25 years.

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