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## **Shields of The Realty Advisory, Inc. completes \$2.7 million transaction**

May 12, 2011 - Spotlights

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

The \$2.7 million deal for the 21,000 s/f of space in a premier mid-Cape location just 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," he added.

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 was represented by Wianno Realty of Osterville.

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