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## **New England SIORs handled 1.04 million s/f of commercial real estate transactions this summer**

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The New England SIOR Chapter members operated the summer of 2011 with a number of major advisory and transactional assignments. Corporate America and regional tenants indicated that the SIORs are the premier brokers in the commercial/industrial New England real estate market whom they entrust for expert knowledge and skills. During the summer of 2011 the deals totaled approximately 1,041,404 s/f of commercial real estate valued at approximately \$54,037,550. Congratulations to all the New England SIOR members in these recessionary times!

\* Jim Boudrot, SIOR and Even Gallagher, SIOR Candidate of NAI Hunneman negotiated a 20,000 s/f office lease at 10 Forbes Rd., Woburn to Shore Educational Collaborative. Boudrot, Gallagher and Michael McCarthy, SIOR Candidate negotiated a 6,399 s/f office lease on behalf of Zix Corp. at 67 South Bedford St., Burlington. Boudrot and Gallagher, SIOR Candidate leased 2,876 s/f of office space for Forerun Systems near Winter St. in Waltham. Boudrot, Brendan Daly, SIOR Candidate, Gallagher, SIOR Candidate and Mike McCarthy, SIOR Candidate all were involved in the lease of 28,220 s/f to innoPad, Inc. at 265 Ballardvale St., Wilmington.

\* Evan Gallagher, SIOR Candidate of NAI Hunneman represented Ventiv Health in a 58,000 s/f office lease at One Van de Graff Dr., Burlington.

\* Rob Nahigian, SIOR of Auburndale Realty represented SleepHealth Centers in its corporate office lease to consolidate 2 locations into 11,280 s/f at 187 Ballardvale, Wilmington.

\* Greg Hastings, SIOR of NAI/The Dunham Group leased 2,500 s/f of industrial space to Thermoformed Plastics of New England at 18 Morin St., Biddeford, Me. from Correct Holdings.

\* Tom Dunham, SIOR of NAI/The Dunham Group leased 1,600 s/f of industrial space at 3 Southgate Rd., Scarborough, Me. to Tim Goode.

\* Frank O'Connor, SIOR of NAI/The Dunham Group leased 4,227 s/f of mixed-use space to Harvest Bible Chapel at 3 Delta Dr., Westbrook, Me. O'Connor also represented Buffalo Wild Wings in its lease of 5,900 s/f of retail space at 600 Turner St., Auburn, Me. O'Connor also leased 1,890 s/f of retail space at 888 Main St., Westbrook, Me.

\* Jim Elcock, SIOR and John Dolan, SIOR Candidate of Colliers Meredith & Grew leased 5,400 s/f of office space at 70 Walnut St., Wellesley to Hospice of North Shore & Greater Boston. Elcock represented Curaspan in its lease of 16,812 s/f of expansion relocating its headquarters to Riverside Center, Newton.

\* Bill Lynch, SIOR Candidate of Colliers Meredith & Grew represented Claremont Co. in three transactions at One Lakeshore Center, Bridgewater. He leased 6,524 s/f of office space to New York Life Insurance; 5,683 s/f to U.S. Bureau of Alcohol, Tobacco, Firearms and Explosives and 5,100 s/f to Bank of America. Lynch also represented Astec America in its 9,349 s/f lease at Cedar

Hill Place in Marlboro.

- \* Tim Brodigan, SIOR of Klemmer Associates leased 3,435 s/f of office space to Massachusetts Library System at Cedar Hill Place, Marlboro.
- \* Drew Sigfridson, SIOR of NAI/The Dunham Group leased 15,000 s/f of industrial space at 15 Saunders Way, Westbrook, Me. to Furniturea.
- \* Jeremy Freid, SIOR of BRA leased 2,600 s/f to Marcus and Crocker at 233 Needham St., Newton.
- \* Tom Moulton, SIOR of NAI/The Dunham Group leased 935 s/f of office space at 650 Brighton Ave., Portland, Me. to Jane McNally. He also leased 803 s/f of office space to Roger's International at 10 Dana St., Portland, Me. and 3,733 s/f of office space to Core Logix at 325 Rte. One, Portland, Me. Moulton also leased 1,600 s/f of retail space to Leo Maciejewski in Portland, Me. and 4,036 s/f of office space to Hightower Holding in Portland.
- \* Karl Norwood, SIOR of NAI/The Norwood Group sold 109 Industrial Park Dr., Franklin, N.H. consisting of 50,000 s/f of manufacturing space. The building was sold for \$2.2 million to Authentic Trends Co.
- \* Chip Detwiller, SIOR of RW Holmes represented the landlord for Forest Ridge Office Park in the total leasing of 22,483 s/f of office space. NTP Software leased 11,776 s/f and Harvest Automation signed for 6,745 s/f. Award Productions expanded into 3,692 s/f. Detwiller and Garry Holmes, SIOR also represented the Mass. Association of Realtors in its sale of 256 Second Ave., Waltham for an undisclosed price. The office building consists of 7,569 s/f.
- \* Brendan Daly, SIOR Candidate of NAI Hunneman represented Orsi Arone Rothenberg Iannuzzi & Turner LLP and In4mation Insights at 160 Gould St., Needham for a total of 16,064 s/f of office space.
- \* Brad Vear, SIOR represented Total Air Supply in its lease of 102,798 s/f of industrial space in Derry, N.H.
- \* Greg Cahill, SIOR of Lincoln Properties sold a 177,350 s/f industrial building and 12.17 acres of land for \$4.5 million at 30 Industrial Way, Wilmington. Cahill represented the seller, Beckwith Realty.
  
- \* Neil Amper, SIOR of Capstone Properties has sold a 15,248 s/f industrial building located at 117 Pettaconsett Ave., Cranston, R.I. to Trans-Tex. The sale price was \$540,000. Amper also sold a 7,616 s/f office building located at 1100 Reservoir Ave., Cranston, R.I. to Dr. Loporchio. The sale price was \$1.15 million.
- \* George Paskalis, SIOR of MG Commercial RE represented the seller in the sale of a 104,700 s/f building in North Central Industrial Park, Lincoln, R.I. Denison Pharmaceuticals will be relocating to this facility. The sale price was \$3.8 million. Tom Sweeney, SIOR of Sweeney RE and Appraisal consulted and advised the buyer.
- \* John Hennessey, SIOR of Newmark Knight Frank represented Investment Technology Group in the subleasing of 9,900 s/f of its 100 High St., Boston to Financial Engines.
- \* Greg Klemmer, SIOR of Klemmer Associates negotiated 67,082 s/f of leases on behalf of Brookfield Management Partners LLC for Cherry Hill Corp. Center, Danvers to Medtronics Interventional Vascular, Amphenol PCD, Inc., American Renal Associates and Ambrose Environmental Management. Klemmer and Tim Brodigan, SIOR also represented Quiet Logistics in its lease of 200,000 s/f at Devens Industrial Park, Devens for its distribution center. Klemmer and Brodigan also brokered the purchase of a 33,000 s/f manufacturing building located at 4 Mulliken Way, Newburyport for \$1.625 million to Product Resources, LLC.

