



# nerej

## 1031

April 24, 2014 - Spotlights

The main focus at Legal 1031 Exchange Services, Inc. is customer service and security of funds. IRC Â§1031 exchanges can sometimes be complicated but more so when clients are working on their first Â§1031 transaction. Our goal at Legal 1031 is to take the uncertainty out of the transaction and make our clients feel comfortable. Many qualified intermediaries try to have you fill out forms over the internet and limit your conversations. At Legal 1031 we take the opposite approach - we encourage our clients to contact us so that they feel confident and comfortable as they work through their transaction.

Legal 1031 also places a great deal of importance on knowledge. The principals of Legal 1031 are two of the top Attorneys and CPA's in the 1031 community. Both have written countless articles on 1031 exchanges, appeared on various radio programs and have been quoted in newspapers such as the New York Times. Being able to get answers to your questions is something we pride ourselves on.

Last, but certainly not least, Legal 1031 is concerned with the security of its clients' funds. One of the main tasks of a qualified intermediary is to hold the net proceeds from the sale of the Â§1031 property in escrow. Unlike many qualified intermediaries Legal 1031 always deposits the exchange funds into separate segregated escrow account for each client and never co-mingles funds. Clients are also able to utilize dual signature accounts, and exchange trust accounts, which provide an even greater level of security.

We like to say that the exchange funds are "deposited" and not invested because we only utilize savings and money market accounts. Clients are always able to get a letter verifying account balances directly from the bank upon request and receive a copy of Legal 1031's fidelity bond which covers up to \$5 million per occurrence. Clients are encouraged to read the article titled "Qualified Intermediary Due Diligence" under the articles section of our website.

Legal 1031 Exchange Services, Inc., 731 Main S., Suite D3, Monroe, CT 06468, Tel: 877/701-1031, [www. legal1031.com](http://www.legal1031.com)Advertising - After 24 years in the Appraisal profession Maria Hopkins has appraised everything from the ice cream stand to the multimillion dollar Retail Plaza and everything in between. Recent appraisals include subdivisions in distress, a mobile home park, an auto dealership and a gravel pit. Clients know that Maria Hopkins Associates will deliver a quality report that tells it like it is. We enjoy the challenge of appraising a variety of properties. The most interesting day I had years ago involved appraising a strip club in the morning and a church in the afternoon. I didn't think about it until I got to the church and couldn't help but chuckle at the coincidence of those 2 assignments on the same day. Of course, I had a lot of volunteers to help me with the first assignment. That assignment also went to trial as it involved a messy estate. I never saw so many attorneys involved in 1 case. Maria Hopkins has experience as an expert witness in various courts in Massachusetts and can handle anything unexpected and follow through for her

client.

Maria Hopkins Associates, 7 Camelot Dr., Paxton, MA 01612,

Tel: 508-753-1125, [www.mariahopkinsassociates.com](http://www.mariahopkinsassociates.com) Appraisal - Stephen J. Wessling Architects, Inc. was established in 1992 and has grown to a full service architectural design firm with a broad level of experience and long track record of success in Architecture, Interior Design, Building Restoration and Professional Services.

#### OUR MISSION

We practice architecture by balancing art & building science to create a legacy of sustainable, functional and beautiful architecture that will serve and inspire for generations.

Our 17 plus years of experience, highly qualified staff, client listing of over 300, extensive service offerings and numerous awards are solid proof of our ability to meet any of your needs.

Wessling Architects, 1250 Hancock St., Suite 815N, Quincy, MA 02169,

Tel: 617-773-8150, [www.wesslingarchitects.com](http://www.wesslingarchitects.com) ARCHITECTURE INTERIOR  
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Historic Preservation

Marketing Plans

Leed Certification

Programming

Space Planning

Color Consulting

ADA Compliance Review

Marketing Boards

Furniture and Finish Selection

Construction Documents

Rendered Drawings

Materials/Finish Boards

Specifications

Construction Admin.

BOMA Area Calculations

Leed Certification

Roofing/Façade Eval.  
Capital Needs Studies  
City Ordinance Façade Reports  
Programmatic Water Testing  
Electronic Field Vector Mapping  
Building Forensics  
Design/Construction Docs.  
Design/Construction Specs.  
Contract Bidding  
Construction Admin.  
Design Peer Review  
Expert Witness  
Due Diligence  
ADA Compliance Review  
Leed Certification

Peer Review  
Expert Witness  
Forensic Services  
Master Planning  
Capital Needs Studies  
Due Diligence Studies  
BOMA Calculations

Architect - It's a new, uninviting world out there. Lenders actually making new loans continue to be elusive quarries in the hunt for viable development scenarios. With risks perceived as too hefty for anticipated return, investors are taking their opportunities outside of commercial real estate.

Glimmers of possibilities gather around the few transactions having no loose ends. But even then, the deals that get done include "gold plated" sponsorship and tenants and Class A real estate. Let's face it - there are deals with potential to deliver a good return that don't necessarily fit this model. Until, though, the industry resets its risk/reward expectation, these deals remain on the drawing board.

Commentary "from the street" reflects general agreement among industry professionals. The "bid-ask" gap continues to exist, and there are few signs it will evaporate quickly. To be sure, there are some positive signs the gap is narrowing, and there have been some portfolio sales. However, few believe there will be a tsunami of activity this year or early next year.

With general sights set on mid-2010 for any market improvement, commercial real estate lenders are in the proverbial holding pattern. Everyone seems to be waiting for the "smart money" to make a move, and more importantly, everyone hopes the move will be sizeable - with sufficient force to serve as a "seminal" event (perhaps setting off a series of events) to clear the market and establish needed asset values.

To no one's surprise, there is also concern over the effectiveness of government programs. Unlike past downturns, few see the government as playing a key role in moving assets into the market.

Hope for the future? It's been suggested that eventual refinancings, bank consolidations and equity-only deals may surface some near-term opportunities. Many REITs have done well despite the market. But even optimists note the importance of job growth. Employment trends are paramount to recovery, and sustained job increases will be the precursor to truly sustained deal flow.

All of this may lead to great gnashing of teeth and wringing of hands - but deal flow will return. It may not be a tidal wave, but it will happen. Those who are proactive now - establishing key relationships and potential funding sources - will be more than a step ahead of the pack.

Brown Rudnick, One Financial Center, Boston, MA 02111, Tel: 617-856-8200,  
[www.brownrudnick.com](http://www.brownrudnick.com)

**Auction Our Firm**  
Sullivan & Sullivan Auctioneers, LLC is a full-service auctioneering firm that specializes in marketing and auctioning residential, commercial, and industrial real estate including secured party sales. Regardless of property asset or size, we are equipped to handle all of our client's auction needs. S&SA offers a stellar level of auction services for banks, mortgage companies, financial institutions, condominium associations, attorneys, city or town government, state agencies, corporations, investors, and individuals. We present a superior caliber of services to our clients through our efficiency, rapid response time, strict attention to detail, and cost-effective marketing - all performed for competitive fees and commissions.

#### Our Driven & Dedicated Professional Staff

Our auctioneers at S&SA's are licensed, bonded, and experienced. We conduct auctions in Massachusetts, Rhode Island, and New Hampshire with areas of expertise including: foreclosure auctions, commissioner's auctions, condominium lien auctions, court-appointed auctions, bankruptcy auctions, and owner's auctions.

#### True On-Site Customer Service

When we say we provide top-notch customer service, we mean it! Our clients can rely upon true accessibility to our full-service on-site staff available from 8am to 5pm daily to answer our clients' calls in person. When our clients call upon us, they'll reach us, not an operator at a call center.

#### Our Clients Come First

Because we put our clients' interests first, we exert extraordinary effort to thoroughly comprehend our clients' needs, address their concerns, and honor their requests when selling their assets. We work diligently to provide the best industry knowledge available to our clients.

Sullivan & Sullivan Auctioneers, LLC, 137 South St., Boston, MA 02111,

Tel: 617-350-7700, [www.sullivan-auctioneers.com](http://www.sullivan-auctioneers.com)

**Broker-CT Performance Environmental Services, LLC** is a privately owned and operated commercial housekeeping organization. Performance Environmental was initially founded in 1990 as Pritchard Industries. On August 1st of this year Pritchard vice president, Steve Sadler and his management team acquired the New England division of Pritchard. Our corporate headquarters have been and will remain in New Haven, CT. We have existing offices in New Haven and East Providence handling the Boston and Rhode Island business and South Windsor, CT. handling Hartford and Western Mass. We are a full service contractor providing contract cleaning solutions with a focus on environmental considerations. We currently provide services to a variety of facilities throughout New England including Class A/B office buildings, schools and universities, warehouses, banks, hotels, medical facilities, and fire and police departments. We specialize in the following;

\* janitorial services

- \* carpet and hard surface care
- \* general and replacement labor
- \* certified mold remediation
- \* recycling and clean environment needs
- \* infectious disease response planning ( H1N1)
- \* 24/7 emergency response/ water and flood cleanup

Performance Environmental Services, LLC, Contract Cleaning Solutions,

111 Court St., New Haven, CT 06511, Tel: 203-624-3200 Borker-Mass Since 1994, the Commercial Division of NE Moves Mortgage has been involved in arranging favorable financing for real estate related transactions. Our experience has covered the full range of asset types. Our attention to detail coupled with our indepth industry knowledge enables us to address complicated financing structures and provide the best rates and terms for our clients. Over half of our volume has always been repeat business. We pride ourselves on the diversity of our client base which includes small family owned real estate professionals and major regional and national developers and builders. We deliver cost-efficient, creative financing options to our clients. By establishing relationships with a number of capital resources, we offer up to-the-minute information on the changing requirements of lenders and if necessary, access alternative resources. With a background of experience in the industry, knowledge of the local markets, expertise in different property types, and an understanding of the market fluctuations, we have established ourselves as the professionals of the industry. We take pride in the ability to add value to each transaction by working with some of the top national people in the real estate market. In summary, while some would say that the use of a mortgage broker is an additional cost to a project, I would say that it really is a value-added to the transaction. The range of lenders, the range of product types, and most of all, the expertise of the mortgage broker in structuring the deal and maximizing the loan dollars is well worth the "cost" that translates to more dollars and a better deal.

NE Moves, 1601 Trapelo Rd., Ste. 30, Waltham, MA 02451, Tel: 781-684-5712

www. NEMoves.com.Broker-Maine The New England Real Estate Journal, now over 45 years old, reaches 35,000 important decision making industry leaders who depend on and receive the most comprehensive and current coverage in commercial/investment real estate today. The New England Real Estate Journal is published each Friday. The front section includes general real estate information throughout New England that cannot be found on any competitive website. The weekly supplements focus on the most recent commercial/investment news in the specific regions or industries. Also published each week is a Billboard section, our version of a classified and auction section. Our comprehensive and continually growing readership consists of professionals from the following industries:

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## Managers

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All news published in the New England Real Estate Journal paper also resides on our website [www.nerej.com](http://www.nerej.com). By having your news appear in both print and electronic media, we help your company gain local, regional, national and even world-wide exposure. [www.nerej.com](http://www.nerej.com) is easy to read and has been steadily growing since it was successfully launched in January of 2008. All subscribers of the New England Real Estate Journal paper can enter the website by logging in with a password that is published in the paper.

New England Real Estate Journal, 57 Washington St., Norwell, MA 02061

Tel: 781-878-4540, [www.nerej.com](http://www.nerej.com) Broker-New Hampshire At Geek Choice our number one goal is to help you. Whether you want to improve your computer's performance, upgrade the components, install a network, or just learn how to use your PC, our Geeks can help with all your computer service needs!

"You guys exceeded my expectations for high-quality service both technically and professionally. I will use Geek Choice again."

-Al Price, Arlington, VA

"No matter how large or small my problem is, Geek Choice is there to help! I wouldn't dream of calling anyone else any more. The convenience of the in-home service is very much appreciated. Everyone who has been here has been, timely, helpful and patient. Keep up the good work!"

-Terry W., Boston, MA

"You are all awesome! I speak for all of us here at Braintree Office Solutions when I say we love working with you and appreciate your expertise! Everyone is so great with us, always there to help us in a very efficient manner. Thanks guys! (and gals of course!)"

-Brian Rolston, Braintree Office Solutions

Geek Choice, 35A Myrtle St., Boston, MA 02114, Tel: 617-778-2302,

[www.geekchoice.com](http://www.geekchoice.com) Broker-Rhode Island Advisory Services Whether you are a small business owner deciding between leasing, buying or building, an investor contemplating an exchange or purchase, we can find a solution for you. Services include acquisition, disposition, cost analysis, demographic and site selection.

Financial and Investment Analysis Is your portfolio performing as expected? We can help you evaluate your real estate holdings to maximize the value of your assets.

Lease We have the negotiating skills to obtain the best possible lease terms. Whether representing the lessor or the lessee, he pays strict attention to the effect the transaction will have on your business objectives and profitability over the term of the lease.

Apartment Small multi family properties or large apartment complexes need to be studied for their current cash flows and also forecasted for future cash flows and cap rates.

Retail Stand alone sites, downtown storefronts, multi use complexes, strip centers or big box power centers - whether located in a single market or across the continent - demand complete knowledge of demographic trends, traffic patterns and population projections.

Site Selection Determining the best location for your business requires in depth knowledge of local markets and the ability to identify economic trends.

Tax Deferred Exchanges Whether selling raw land in favor of income producing property or disposing of older properties with topped out appreciation in favor of new ones, we can help you better understand and take advantage of the benefits of a tax deferred exchange.

Main Street Commercial, RE/MAX Precision Realty, Tel: 860-808-2006, [www.mainstreetcommercial.com](http://www.mainstreetcommercial.com) Broker-Vermont KPM Demolition LLC is a fully licensed and insured OSHA compliant, Massachusetts based demolition contractor who specializes in tenant improvement, interior demolition, dismantling, excavation and concrete cutting/breaking. Our turnkey service enables you to write just ONE contract for all site prep work.

KPM has completed a large number of demolition and concrete cutting projects throughout New England that can be viewed on our website [www.kpmdemolition.com](http://www.kpmdemolition.com).

Our website will also show you in detail our abilities that will suit your project needs.

We are a Great service for Malls, Industrial Spaces, Business Interiors and Retail Stores.

KPM is now offering FLOOR PREPARATION that will save you TIME and

MONEY. We offer removal of all floor coverings including wood, asphalt, epoxy, vct, mastics, underlayments, etc.

#### Our Services

Tenant Improvements Tenant Fit-ups Interior/Exterior Demolition

Excavation Concrete Cutting & Core Drilling Floor Surface Prep with Twister

Complete Take downs Boiler Removal Power Scraping Scarifying Slab Sawing Wall Sawing

KPM Demolition LLC , Haverhill, MA., Tel: 978-373-7636,

[www.kpmdemolition.com](http://www.kpmdemolition.com) Cleaning Dacon Corporation is a fully-integrated design-build, construction management firm that provides single-source solutions to our clients' more challenging facility requirements. Since 1985, Dacon has designed and built more than 20 million s/f of corporate and developer-owned projects with a total value in excess of \$1 billion dollars. More importantly, Dacon has planned, designed, and built office, medical, life science, manufacturing, warehouse, distribution, and cold storage facilities that have consistently surpassed clients' expectations.

#### An Experienced Team Provides Comprehensive Services

Dacon provides complete facility development services all under one roof to manage clients' unique project requirements. Dacon's multidisciplinary team is made up of knowledgeable and experienced professionals who specialize in architectural design, engineering, pre-construction services, construction management and general contracting. Working collaboratively from start to finish, Dacon's design/build team provides outstanding building solutions while eliminating the inherent risks involved with the traditional construction process.

The mission of Dacon Corporation is to serve our present and future clients professionally and consistently, and to develop premier facilities that will support their future successes. Our highly experienced architects, engineers, and construction professionals combine their individual specialties focusing on the unique needs of every client to achieve quality unsurpassed by our industry competitors. Combining these disciplines, Dacon provides project cost analysis very early on in the project cycle. The dedication of the entire Dacon team is integral to the firm's long-term financial stability, and ensures ongoing opportunities for team members, business partners, and the community. Dacon's values are grounded in an environment of integrity, efficiency, and professionalism. Click on our website and check us out.

Dacon Corporation, 16 Huron Drive, Natick, MA 01760, Tel: 508-651-3600,

[www.dacon1.com](http://www.dacon1.com)

Developer - CANPRO Investments CANPRO Investments, Ltd. is an international, commercial real estate development company that has successfully created premier business space for rent in Lakeville Corporate Park in Lakeville, MA.

Conveniently located at the intersection of I-495 and Route 105, the CANPRO properties at Lakeville Corporate Park are designed to provide flexible, efficient, top-quality space to meet an array of business needs.

Featuring over 85,000 sq. ft. of Class A rentable office space in three office buildings and over 14 acres of developed land for sale, available amenities include:

- \* Campus Setting, Beautifully Landscaped with Ample Parking
- \* On-Site MBTA Commuter Rail Station
- \* On-Site Retail Facilities Owned and Managed by CANPRO
- \* On-Site Property Management
- \* Flexible Tenant Improvements
- \* Will Build to Suit New Office Buildings
- \* Easy Access to Boston, Providence, New Bedford and Cape Cod
- \* Nearby Dining, Banking, Shopping, Recreation and Lodging

CANPRO Investments, Ltd., 10 Riverside Drive, Suite 101, Lakeville, Mass. 02347, [www.canprolakeville.com](http://www.canprolakeville.com)

Commercial News

Trumbull, CT is an excellent location for businesses. Located in prestigious Fairfield County, it is uniquely situated and designed for accessibility. Commercially developed areas are primarily found near the exterior borders of town, and adjacent to major highways, making them particularly convenient for commuters, business travelers, customers, and transportation vehicles. The region's workforce is well trained and skilled, and educational and career development resources are excellent. Trumbull's infrastructure is sophisticated and well suited for supporting the needs of all types of businesses, including high tech, research and development, and back office operations. Residents and businesses enjoy an exceptionally high quality of life, as noted by Connecticut Magazine, CNN Money Magazine, and Relocate America. Trumbull's business climate is supportive, as is its stable and financially sound government. The town's excellent schools, safe environment, conveniences and amenities, and new Business Resource Center are just some reasons why Trumbull is the home of more than 1,400 businesses. Whether you are just visiting or interested in locating your business to Trumbull, we invite you to explore our website to discover more about our wonderful community.

Trumbull Economic Development Office, 5866 Main St. Trumbull, CT 06611,

Tel: 203-452-5043, [dcox@trumbull-ct.gov](mailto:dcox@trumbull-ct.gov)

[www.trumbulleconomicdevelopment.com](http://www.trumbulleconomicdevelopment.com)

Computer/IT

In today's competitive business environment, the last thing you need is to partner yourself with someone who can potentially bring more risk, higher costs or lack of experience to your project.

At McPhee Electric Ltd. we pride ourselves on being the kind of partner that mitigates those risks, manages your costs and brings decades of experience to every project. Headquartered in central Connecticut, we also have full service center offices in Boston, MA and Stratford, CT as well as associates in New Jersey and Maryland so our project reach covers the entire east coast and beyond.

McPhee Electric Ltd. is a Phalcon Company and a charter member of the Federated Electrical Contractors (FEC).

Whether you are an owner, general contractor, construction manager or property manager, McPhee Electric Ltd. covers all aspects of key and critical power systems from high voltage transmission to building distribution to low voltage and fiber optics. We are constantly exploring the latest technology that can improve the way we do our work and provide real value to our customers.



Veterans of the construction services industry, our main goal at McPhee is to develop long term relationships with our customers, employees, partners and vendors. Our complete portfolio of construction services includes design, installation and maintenance. This complete single source diversity allows us to offer a successful turn-key solution to most complex projects.

Our coupling of superior project management personnel with top safety records in our industry ensures that McPhee will continue its tradition of success for your project as well. We invite you to take a look around our website and contact us for more information about how we might build great things together.

McPhee Electric, 505 Main St., Farmington, CT, Tel: 860-677-9797,

[www.mcpheeu.com](http://www.mcpheeu.com) Demolition At Able our commitment is to ensure that the job is performed with the highest degree of professionalism " every job, every day.

Our staff includes highly skilled professionals who provide engineering expertise, along with critical technical know-how.

This expertise is multi-faceted and includes maintenance of most mechanical, electrical, plumbing and utility systems and equipment. Every Able Engineering Manager is also a chief engineer who brings critical education and hands-on knowledge required to keep your facility operating at optimum efficiency. We will work closely with your own personnel to meet your objectives.

Education and training incentives help keep our work force at the top of the service industry. Our national customer base is both extensive and diverse, including hospitals, data centers, financial institutions and other facilities. We've built our success by tailoring our services to the specific needs of each customer, backed by a corporate support structure that is open and accessible. We are ready to discuss any customer question or suggestion in the interest of improving our service and your bottom line.

#### Mission Statement

Able Services provides building engineering services to owners and managers of commercial real estate. Special emphasis is placed on supplying our customers with the best workforce available coupled with the latest technologies. At Able Services our commitment is to the customer, to ensure that every job is performed with the highest degree of professionalism, every job, every day.

Able Engineering Services , 800 Boylston St., Boston, MA 02199,

Tel: 617-351-7060, [www.ableserve.com](http://www.ableserve.com)

Design BuildGO ENVIRONMENTAL is a full service environmental firm providing a wide range of integrated services to industrial, commercial, legal, government, and public service clientele.

GO ENVIRONMENTAL offers the appropriate level of consulting and technical support required to implement investigative and remedial solutions under substantially lower rate structures than typically found in the industry. We are dedicated to helping our clients make informed business decisions. We use our expertise to provide effective solutions combined with our business savvy to provide solutions that are not only workable but are consistent with your company's and client's goals and financial resources.

GO ENVIRONMENTAL has a genuine approach to client relations and our ability to tailor each project to suit specific risk and financial considerations has resulted in an 100% revenue base generated through repeat business from our existing clients. Our clients can be assured that each assignment, large or small, is complete with a full appreciation for all Regulatory Requirements.

Additionally, the staff at GO ENVIRONMENTAL offers over twenty-five years of specialized knowledge, experience and resources to provide swift assessments and innovative resolutions to

any environmental challenge. Our solutions also consider our clients' needs for minimal disruption to business operations. This means GO ENVIRONMENTAL works with you to develop site closure activities that are simple, workable and affordable.

GO ENVIRONMENTAL, 203 Broad St., C-10, Milford, CT 06460,

Tel: 203-876-1007, [www.go-environmental.com](http://www.go-environmental.com) DeveloperAt Millennium Maintenance & Power Sweeping, you'll find a commitment to superior services at competitive rates. The one source for all your maintenance and construction needs. When you partner with Millennium Maintenance & Power Sweeping, you get a company that genuinely cares about safety, the environment, compliance and quality of work.

Millennium puts safety first. We are fully licensed and insured. We are good standing members of the Massachusetts Safety Council, North American Power Sweeping Association and The Snow and Ice Management Association. Our fully licensed and trained operators are OSHA certified to ensure the utmost levels of safety precautions are taken on all jobs. Millennium has a full-time safety officer who routinely reviews our policies and monitors ongoing projects to ensure all safety requirements are being met. Monthly safety meetings, mandatory for all employees, are held in-house to announce and review any policy changes.

Millennium understands the growing need for environmental awareness and energy conservation. Our Project Managers work closely with Property Managers and Owners to develop personalized plans to maintain properties, meeting any and all environmental specifications required. At our modern two-acre recycling facility, we recycle over 75% of our waste. We always use biodegradable cleaning products that meet the EPA's Green Seal Standard. We maintain over 25 sweepers and a fleet of specialized equipment. With over 75 full-time employees you can be assured you have the network behind you. Here at Millennium we are proud to do our part.

Millennium is a company dedicated not only to its customers but also to its employees. Our human resources dept. works hard to ensure that all state and federal wage and ratio compliance laws are met for each individual project.

Millenniums quality is unrivaled. Our uniformed staff has undergone extensive training in construction and maintenance techniques and procedures-ensuring the highest standards from the industry leaders. Millennium will assist your business in presenting an image of success. Remember your first impression is the most important and with Millennium as your service partner, you can be sure you'll always give the very best first impression.

Millennium Maintenance & Power Sweeping, 393 Mystic Ave., Medford, MA 02155,

Tel: 781-395-1200, [www.mmpowersweeping.com](http://www.mmpowersweeping.com) Eco-Development Wluka Real Estate Corp. is a unique full service office that has both the breadth and depth to meet the needs of its varied customers and clients.

## COMMERCIAL REAL ESTATE

Wluka Commercial Real Estate matches office, retail, industrial and land properties with buyers, tenants and investors. Our retail client base ranges from local convenience stores to national franchises such as Dunkin Donuts, Mailboxes Etc., Honeybaked Ham, Romp-A-Round and Diet Workshop, Inc. We have sold or leased stand-alone sites, pads in shopping centers, entire strip centers as well as land for a 600,000 s/f outlet mall. Our in-depth knowledge and more than a decade of experience in the office and industrial market has helped our clients find the right space. Our repeat and referral business attests to our success. We have access to the most comprehensive commercial data resources in the nation with our subscriptions to CoStar, LoopNet

and the CCIM commercial networks. If your needs are to upsize, downsize or relocate your business...or if you have property to lease or sell, contact Nancy Wluka to expedite the process.

Wluka Real Estate Corp., P.O. Box 333, Two Chestnut Sq., Sharon, Mass. 02067, 781-784-5125, [www.wlukarealestate.com](http://www.wlukarealestate.com) Rhode Island Broker - Hayes & Sherry Hayes & Sherry Real Estate Services is a full service commercial real estate brokerage company. Established in 1990, the firm provides leasing, investment sales, tenant representation, retail and consulting services to clients throughout New England. In addition, brokers at Hayes & Sherry Real Estate Services are members of the Society of Industrial and Office Realtors (SIOR) and the International Council of Shopping Centers (ICSC), which links clients to the premier international industrial and office real estate network with 2,800 professionals in 800 offices in more than 450 cities nationwide.

Hayes & Sherry Real Estate Services quickly rose to become Rhode Island's largest independent, commercial and retail real estate brokerage services company. The company has guided local, national and international companies into leases and sales of millions of square feet of office, industrial and retail space. In addition, the company has negotiated transactions of thousands of acres of undeveloped land throughout the area representing both sellers and buyers.

Today, Hayes & Sherry has a group of seven experienced brokers providing outstanding personal service and commitment. Named among Providence's CoStar Power Brokers for leasing activity in 2006 and again in 2007, Hayes & Sherry is recognized as one of the top commercial real estate firms in New England.

Hayes & Sherry Real Estate Services, 10 Dorrance St., # 650 Providence, RI 02903-2018, Tel: 401-273-1980, [www.hayessherry.com](http://www.hayessherry.com) EngineeringSpace Technology Inc. (STI) lifts the existing roof of an industrial building, intact, to two or three times its original height. By elevating the roof at the rate of one foot every hour, STI can double or triple the capacity of a warehouse quickly and inexpensively.

Imagine the value and marketability gained by transforming an old, obsolete-height structure into a modern, high-cube facility, virtually overnight.

The entire roof (or just a section) is lifted as a single unit. Lighting, heating, sprinkler systems, and roof-mounted equipment remain attached to the roof, and rise undisturbed. The actual roof lifting process can be completed in as little as a single day.

Roof lifting yields increased size, efficiency and building value without demolition costs, without increasing taxes based on square footage, and without increasing the facility's parking space requirements. STI provides the real estate industry and building owners with this unique technology and service: the patented E-Z Riser® process.

This unique procedure has been providing ceiling height increases, safely, successfully, and economically since 1972. It is important to note that this procedure inherently maintains complete structural stability at all times, avoiding the need for temporary shoring and resulting floor-anchor damage. Permanent full-height steel column sleeves are utilized, which lift the roof while continuously maintaining the original building support. This process has a 100% safety record, as proven by its implementation even in facilities that must be OCCUPIED during preparation and lifting, WITHOUT any serious work disruption.

Imagine how many properties can now be purchased, leased or sold, that were previously deemed functionally obsolete. Imagine how many prospective tenants and clients can be attracted to sites that previously could not earn serious consideration.

Real Estate Brokers, Industrial Developers, individual Users, and National Retailers, have been

using this tool to create space, add value, upgrade marketability, and to attract and retain tenants. When they calculate the exceptionally short time for their return on investment, it becomes clear why this revolutionary concept is creating such an impact. STI offers free cost estimates, nationwide.

Space Technology, Inc., 626 Rex Corp Plaza, Uniondale, NY 11556, Tel: 631-491-8500, [www.rooflift.com](http://www.rooflift.com) Structural Steel - United Steel, Inc. United Steel was founded 1974 as East Hartford Welding by Kenneth F. Corneau, still United Steel's CEO. Through continuous growth, he has led the company to its strong market position today as the largest fabricator and erector of structural steel and miscellaneous metals in southern New England. We provide both fabricating and erecting because it uniquely ensures close coordination and outstanding value for our clients.

Combined with our 100,000 s/f automated fabrication facility dedicated to structural steel and miscellaneous metals, our cost, quality, and on-time delivery are the most competitive in the industry.

United Steel has structured our customer service to provide the unmatched support needed to make your project successful. Our experienced staff of estimators, engineers, and detailers thoroughly analyze and coordinate your project to prepare it for fabrication using state-of-the-art technology.

In the field, our experienced ironworkers and crane operators have an unmatched reputation for skill and safety. We also streamline projects by empowering our project managers to make project decisions.

United Steel can fabricate and erect your project efficiently and to the most exacting specifications. From the largest steel tonnages to the finest ornamental details - Support is Our Strength.

United Steel, Inc., 164 School St., East Hartford, CT 06108, Tel: 860-289-2323, [www.unitedsteel.com](http://www.unitedsteel.com) Facility Maintenance CPTM is an independent property tax consulting firm specializing in all aspects of real property tax management, minimization, filing services, audits and appeals.

#### NATIONALLY RECOGNIZED WITH LOCAL EXPERTISE

CPTM is the largest New England-based real estate tax consulting firm in the country. We are one of the few independent firms with consultants having both municipal taxation experience and designations from recognized real estate appraisal organizations.

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CPTM has a diverse portfolio of local and national clients. This depth of industry expertise allows CPTM to work comfortably with clients in all industry sectors. Commercial, office, retail, research and hospitality represent just a few of our current industry engagements.

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Our team of professionals includes MAI-designated expertise working to reduce your real estate taxes. The "Solid Advice, Solid Values" strategy they use produces a product that is uncompromising in quality. This strategy is just one of many reasons CPTM is one of the leading independent property tax consulting firms in the country.

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10 Commerce Park North, Suite 13B, Bedford, NH 03110,

Tel: 603-518-3531, [www.cptax.com](http://www.cptax.com) Insurance - Expert Advanced Pipe Inspection, Inc. (API) provides closed circuit television inspection services, pipe repair, and sewer and drain cleaning services to utilities, municipalities, and construction companies throughout New England. We are committed to providing quality services that exceed our client's needs and objectives.

API's experienced crews realize that clients have different objectives, goals and timetables when

utilizing our services. We utilize some of the best trained and most experienced field crews in New England - fully equipped, fully insured, and capable of handling the jobs considered impossible by others.

API is committed to providing quality video inspection, pipe cleaning services and cured in place pipe lining throughout New England. We continue to invest in the latest equipment.

Since 1994 we have cleaned and televised more than three-and-a-half million feet of pipe. "See the difference with API" Our experienced operators and state-of-the-art equipment allow us to get more done in less time-with better results. Contact us for a free estimate.

Advanced Pipe Inspection, Inc., P.O. Box 4234, East Dedham, MA 02027, Tel: 617-333-9627, [www.advancedpipe.com](http://www.advancedpipe.com) Structural Steel Expert United Steel was founded 1974 as East Hartford Welding by Kenneth F. Corneau, still United Steel's CEO. Through continuous growth, he has led the company to its strong market position today as the largest fabricator and erector of structural steel and miscellaneous metals in southern New England. We provide both fabricating and erecting because it uniquely ensures close coordination and outstanding value for our clients.

Combined with our 100,000 s/f automated fabrication facility dedicated to structural steel and miscellaneous metals, our cost, quality, and on-time delivery are the most competitive in the industry.

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United Steel, Inc., East Hartford, CT 06108, 860-289-2323, [www.unitedsteel.com](http://www.unitedsteel.com) Commercial Lending Electrical Environmental Tax Underground Maintenance Commercial RE News Expert The New England Real Estate Journal, now over 47 years old, reaches 25,000 important decision making industry leaders who depend on and receive the most comprehensive and current coverage in commercial/investment real estate today. The New England Real Estate Journal is published each Friday. The front section includes general real estate information throughout New England that cannot be found on any competitive website. The weekly supplements focus on the most recent commercial/investment news in the specific regions or industries. Also published each week is a Billboard section, our version of a classified and auction section. Our comprehensive and continually growing readership consists of professionals from the following industries:

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New England Real Estate Journal, Norwell, MA, 781-878-4540, [www.nerej.com](http://www.nerej.com)  
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Millennium understands the growing need for environmental awareness and energy conservation. Our Project Managers work closely with Property Managers and Owners to develop personalized plans to maintain properties, meeting any and all environmental specifications required. At our modern two-acre recycling facility, we recycle over 75% of our waste. We always use biodegradable cleaning products that meet the EPA's Green Seal Standard. We maintain over 25 sweepers and a fleet of specialized equipment. With over 75 full-time employees you can be assured you have the network behind you. Here at Millennium we are proud to do our part.

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Millenniums quality is unrivaled. Our uniformed staff has undergone extensive training in construction and maintenance techniques and procedures-ensuring the highest standards from the industry leaders. Millennium will assist your business in presenting an image of success. Remember your first impression is the most important and with Millennium as your service partner, you can be sure you'll always give the very best first impression.

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Tel: 781-395-1200, [www.mmpowersweeping.com](http://www.mmpowersweeping.com)  
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[www.advancedpipe.com](http://www.advancedpipe.com) Appraisal Expert Commercial RE News Expert The New England Real Estate Journal, now over 47 years old, reaches 25,000 important decision making industry leaders who depend on and receive the most comprehensive and current coverage in commercial/investment real estate today. The New England Real Estate Journal is published each Friday. The front section includes general real estate information throughout New England that cannot be found on any competitive website. The weekly supplements focus on the most recent commercial/investment news in the specific regions or industries. Also published each week is a Billboard section, our version of a classified and auction section. Our comprehensive and continually growing readership consists of professionals from the following industries:

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New England Real Estate Journal, Norwell, MA, 781-878-4540, [www.nerej.com](http://www.nerej.com) Management Expert Quincy Economic Development Expert With a variety of new residential and commercial construction projects, improved transportation networks, numerous public sector improvements and strengthening partnerships, the city of Quincy, Massachusetts is on the move and will continue its transformation in 2013.

After over eight years of planning, a shovel will go in the ground in the coming weeks to begin the private sector portion of the long awaited \$1.6 billion redevelopment of historic downtown Quincy. Spearheaded by the partnership of Beal/Street-Works, the transformation of our urban city is the largest development in the Commonwealth of Massachusetts and will continue for the next seven

years.

Phase 1 construction of Merchants Row at the 1400 Hancock St. block will entail new street level retail, restaurants, great new sidewalks, and approximately 300 residential units on the upper floors focused around a new public place known as the Kilroy Courtyard. In addition, a new street - to be known as Kilroy Way - is being introduced to reduce the scale of the large block. Similar in scale and character to the great alleys of Beacon Hill in Boston, Kilroy Way will provide a through-block connection between Chestnut St. and Hancock St. and will create pedestrian access to more street level shops as well as to the new 200 space, below grade public parking garage.

The residential units will include the Granite Trust Lofts, a new 5-story building whose architectural style and detail, color, street level storefront and materials have all been designed to reflect an Art Deco orientation and to match 1400 Hancock's existing materials and aesthetic.

Around the corner, on Chestnut St., The Kilroy is a 15-story building with residential rental units above the street level restaurants and shops.

The design of both new buildings will establish a sense of continuity with neighboring buildings while introducing imaginative and high quality design of this generation. The target audience for these new residences are under 35 young working professionals and the now aging baby boomer generation who are looking for a vibrant urban lifestyle at affordable rents.

In unison with the start of Merchants Row the city is working with Boston-based Halvorson Design Partnership and MassDOT to finalize designs for Adams Green, the open space lynchpin for Downtown Quincy's sweeping redevelopment, which will begin construction in the later part of 2013.

Adams Green will be located between the entrance to the Quincy Center Red Line/Commuter Rail station, Old and New City Halls and the point at which Hancock St. curves into Washington St. The former surface of Hancock St. will be replaced by two adjacent straight pedestrian paths, separated by a series of grassy rectangles. This "promenade" corridor will be lined with trees, flowering plants and benches, and will provide safe and convenient access to three of the city's most important historic sites: United First Parish Church (burial place of Presidents John Adams and John Quincy Adams and their wives, Abigail and Louisa), Old City Hall and historic Hancock Cemetery.

The city of Quincy is welcoming economic investment and public sector improvements in all corners of the community. Several additional private sector projects underway in 2013 include the construction of a \$30 million, 118,000 s/f South Shore YMCA; a \$30 million new 141-bed, 57,000 s/f. South Cove Manor Nursing and Rehabilitation Center; and a 180 unit residential/commercial building across from the Quincy Adams MBTA Red Line Station. Public sector projects by the city include a \$50 million new Central Middle School, and a \$20 million renovation of Old City Hall along with former Coddington Hall for city offices as part of the downtown redevelopment project.

In addition to the new development a variety of enhanced transportation networks will provide critical infrastructure support for the current and future growth of the city. Walter J. Hannon Parkway, a new 4-line boulevard in the downtown, was recently completed to support the \$1.6 billion redevelopment of Quincy Center. MassDot is putting the final touches on a \$34 million reconstruction of the Neponset River Bridge - an important transportation link between Quincy, Rte. 93 and Boston. In 2013 the Commonwealth began the \$244 million Fore River Bridge Replacement Project, which is part of the \$3 billion Patrick - Murray Accelerated Bridge Program. The project entails the construction of a new vertical lift bridge, which will carry Rte. 3A over the Fore River between Quincy and Weymouth - a primary commuter route connecting many south shore communities to Quincy



and points north.

The city welcomes the opportunity to promote new investment opportunities within our community that place a high value on protecting the public realm, preserving history and fostering sustainable development practices. Whether a company requires public transportation, access to major highways, commercial rail, a beautiful waterfront, or a quality workforce - Quincy is the place to in which to live, work and invest. With a variety of new residential and commercial construction projects, improved transportation networks, numerous public sector improvements and strengthening partnerships, the city of Quincy, Massachusetts is on the move and will continue its transformation in 2013.

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The figures for sales of new and existing homes in the Boston area are solid and a new issue seems to be a lack of inventory. The rents are rising on a year to year basis and house prices appear to be on an upward trend for the first time in a few years. This may be the start of a sustained recovery that we have all been waiting to happen.

When we dig into the facts related to the construction industry we find good things. The National Association of Realtors reported that previously-owned homes sold at an annual pace of 4.92 million homes, 9% higher than this time last year. Home prices were up 12.3%, taking the median to \$173,600. That marked the biggest percentage gain since January 2005. The price rise is being driven by tight inventories, increased demand from buyers, and a drop in sales of distressed homes, such as those in foreclosure.

The Federal Housing Finance Agency (FHFA) and S&P/Case-Shiller (CS) released home price indexes for the end of 2012. The monthly FHFA national indexes were up 0.6% for the month (December over November, seasonally adjusted), 1.4% for the quarter (average fourth quarter months over average third quarter months, seasonally adjusted) and 5.9% for the year (December 2012 over December 2011, non-seasonally adjusted). The quarterly CS national indexes were up 2% for the quarter (fourth quarter over third quarter, seasonally adjusted) and 7.3% for the year (fourth quarter 2012 over fourth quarter 2011, non-seasonally adjusted).

These gains were broadly distributed around the US. The FHFA indexes for all 9 Census divisions were up on a year over year basis and 7 of 9 were ahead for the month. The CS indexes showed all 20 cities in the composite index up for the month and only New York down slightly on a year over year basis. Both FHFA and CS show all regional markets safely above their cyclical troughs.

After a long challenging period this is an impressive end to 2012 for house prices. We expect 2013 to be a continuation of the gains made in 2012 with further improvement in the overall housing sector.

The better-than-expected February jobs report got a big lift from 48,000 new jobs in the construction industry. Builders have added 151,000 jobs over the last five months, the sector's best hiring surge since the 2006 housing bubble. The employment numbers reiterate what other housing reports have found: Home prices are up, as are home sales.

One interesting side effect that we have not heard of in years is related to jobs. "Our members are hiring so much that they're starting to get worried about finding enough labor out there," said Paul Emrath, economist with the National Association of Home Builders. "Most are talking about adding people." The same is happening with employment in the design industry. Employment at architect's and engineering firms is up and firms are hiring again.

Locally I see additional activity with clients asking me to look at several properties. Most of these are smaller rental properties which need upgrading or land with potential for redevelopment. The improvement in the rents now allows cash being available for improvements to properties which were not economically feasible even a year ago. Occupancies have improved as well and people are looking for quality units to rent. The upgrading of these units has a ripple effect where the investment in these properties lifts many other segments of the local economy. Housing is now contributing to the recovery instead of being a drag on it.

It is not just developers and builders that are back in the housing market it seems. Inquiries from homeowners looking to renovate or add to their homes have increased in the last month or so. Our office has several projects for homeowners for the first time in years with more inquiries every day it seems. In fact looking at the remodeling industry nationally, private residential construction spending jumped 2.2% on a month-to-month basis during December 2012. The initial estimate of a 0.4% gain for November was moved up slightly to a 0.6% increase, but the October number was pushed appreciably higher from 1.3% to 3.2%. Spending has registered nine uninterrupted months of growth, as well as 16 of the last 17 months showing expansion. The nominal dollar level of spending has now reached its highest point since late 2008 and the average from the last three months is 32% above the cyclical low of a short while ago.

So as we approach the spring time, I think we finally have a recovery which has some substance behind it and I hope will be around for the immediate future.

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