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Boylston Properties and The Wilder Companies to transform 20-acre property- Arsenal Yards



Project of the Month
SC PAGES 11-14B



Peter Koska
The Site Management Group

Question of the Month SC PAGE 6C

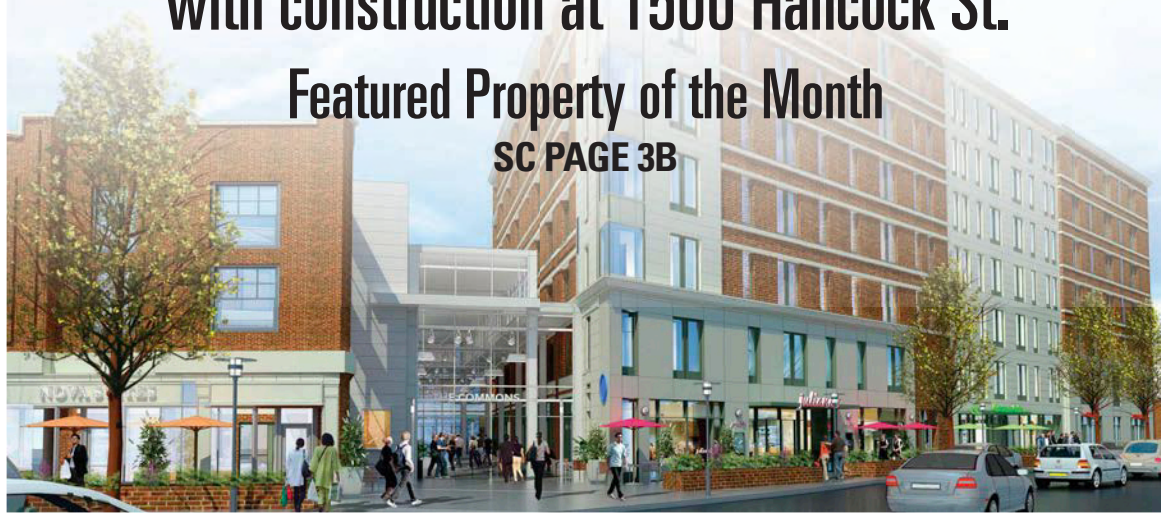
What is the advantage of having an owner's representative on a construction project?



Randy Bern
The Site Management Group

D.F. Pray helps revitalize downtown Quincy with construction at 1500 Hancock St.

Featured Property of the Month
SC PAGE 3B



Cummings Properties acquires 120,000 s/f building for \$12 million

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Volume 56 • Issue 25

This Week's Sections

- Front Section
- Shopping Centers
- Billboard

Shopping Centers
Boston ICSC Show Issue!

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Quick Read

Serpone and Ring of The Hotel Exchange handle \$1.1 million sale



SEE PAGE 8A

CBRE/New England sells Hilltop Steak House site for \$17.25 million



SEE COVER OF SC/SEC. B

Groblewski of Fantini & Gorga arranges \$6.9 million financing



SEE PAGE 2C

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Billboard	SEC. D



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WORKS WITH BOSTON PROPERTIES, THE ORIGINAL OWNER AND DEVELOPER

Cummings Properties acquires 120,000 s/f building for \$12 million

ANDOVER, MA Cummings Properties has acquired the 120,000 s/f three-story commercial building at 40 Shattuck Rd. for \$12 million. The Woburn-based real estate firm worked directly with Boston Properties, the original owner and developer, on the acquisition.



Dennis Clarke

“We have been seeking an investment-grade property for our employee equity program, and 40 Shattuck offered a good value for an extremely well built and well maintained building within a thriving business cluster,” said Dennis Clarke, president and CEO of Cummings Properties. The first-class office/R&D building is in a well-known business community at the intersection of I-93 and River Rd., across from Minuteman Park. Corporate neighbors include Draeger Medical, MKS Instruments, and Philips Medical Systems.

The building is Cummings Properties’ first acquisition in the town. The firm has a presence in 10 other Greater Boston communities, including Woburn, Medford, Beverly, and Wilmington.

“Strategically, Andover fits well into our portfolio of conveniently located highway-accessible properties,” said Clarke. “It extends our reach farther north along the I-93 corridor.”

40 Shattuck is 71% occupied, with the 35,000 s/f of vacant space due to recent turnover. Agri-Mark/Cabot Creamery, Woodard & Curran, and Caradigm are among the current leasing clients.

“The building already has impressive clientele, and we look forward to adding to that roster,” said Clarke. “We actually view the vacant space as one of the many positive aspects of this purchase because it allows us to immediately present new options of modern move-in-ready space to the prospective clients with whom we are already working.”

For full story visit nerej.com



40 Shattuck Road - Andover, MA

Jim Madigan named president and CEO of F.W. Madigan Company, Inc.



Shown (from left) are: Jim, Bud, Fran and Andrew Madigan

WORCESTER, MA F.W. Madigan Company, Inc., a fourth generation, family-owned construction company presented advancements within and additions to its staff, as it continues to fulfill its mission of growth, during its 80th year in business. James (Jim) Madigan, grandson of the founder, Francis W. Madigan Sr., became the company’s fourth president and CEO. Jim is responsible for establishing the corporate objectives and leading the growth of the organization. Jim, who was most recently the vice president of operations, will continue to ensure the success of each project the firm undertakes, and is eager to lead a

company he has been a part of since his high school days, when he worked for his father, Francis W. (Bud) Madigan, Jr., the second president of the company. Jim expressed respect for his new position as he takes the reins from his brother Francis W. (Fran) Madigan, III, the third president.

Additionally, the company is proud to announce the fourth generation of Madigan involvement in the company as Andrew Madigan, son of Fran Madigan, has joined the company and will focus on financial and management issues. Andrew received his undergraduate degree from the University of Virginia.

Braun of United Multi Family brokers sale of 67-unit portfolio for \$5.35 million



10-14 Stratford Street - Durham, NH

DURHAM, NH United Multi Family brokered the sale of a 67-unit student housing portfolio totaling 131 beds located at 10-14 Stratford St. for \$5.35 million (\$79,851 per unit). The sale was handled by Jason Braun of United Multi Family.

The property is located a few blocks from the University of New Hampshire campus and downtown.

The brick residences were sold by a Student Housing Group to a Bos-



Jason Braun

ton area investor. Financing was provided by Belmont Savings Banks.

Utilizing the 1031 tax deferred exchange the buyers were able to defer paying capital gains taxes on their recent sale of a multi-family.



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MALDEN, MASSACHUSETTS



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- Floor 5:** 10,629 RSF

Your Brand Your Space

295 Canal Street will be a newly constructed, state of the art office building situated along the scenic Malden River. This beautiful 5 story structure will feature a soaring window line, an abundance of natural light and open floor plates allowing tenants to create unique and inspiring work space.

295 Canal will combine classic architectural elements with a modern vibe and will be infused with lightning fast tel/data and the energy efficient systems today's office users demand. Your team will also love that their new office space is just 4 blocks from the MBTA's rapid transit Orange Line and Malden's red hot Central Business District, featuring an eclectic mix of retail, dining, entertainment and fitness options.

Just 5 miles from Harvard, MIT & Government Center in downtown Boston, 295 Canal Street offers companies the perfect combination of new construction, an awesome neighborhood and attractive rents that will together enhance productivity, recruiting efforts and your bottom line!

Benefits of Relocating

New Construction. Open floor plates allow you to customize your space to reflect your brand, culture and style, enhancing productivity and recruiting efforts.

Accessibility. 4 blocks to the MBTA Orange line & commuter rail, easy access to Interstate 93, Routes 1, 16 & 28. 5 Miles from Boston's Government Center, MIT & Logan International Airport.

Convenience. Amenity rich location. Walk to Malden Center's eclectic mix of retail, dining, entertainment and fitness options!

Wellness. 295 Canal is parallel to the Malden River and Northern Strand Bike Path allowing for immediate access to outdoor seating, walking, jogging or biking!

Corporate Neighbors

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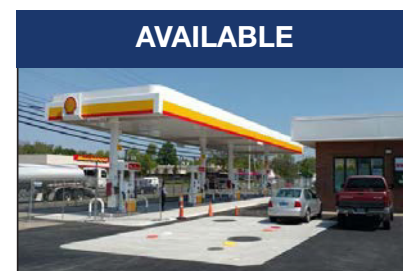
AVAILABLE

Urban High Street Retail
Miami, FL | \$9,850,000



AVAILABLE

Shopping Strip
Dover, MA | \$3,990,000



AVAILABLE

Shell Gas Station
Vernon, CT | \$3,385,000



UNDER CONTRACT

Net-Leased CVS Pharmacy
Brighton, NY | Request for Offer



UNDER CONTRACT

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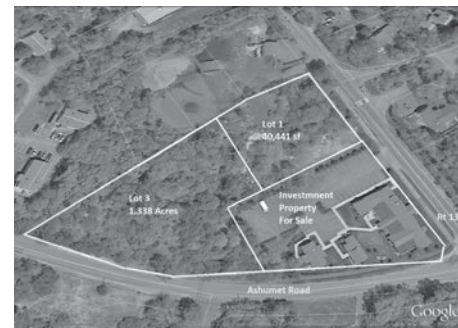
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Chuck Sink
Marketing



One major marketing metric

Simplifying marketing metrics helps you more easily measure your marketing ROI. What really are marketing metrics anyway, and why do they matter?

Metrics, as related to marketing, are units of measurement that might indicate the likelihood of a future sale.

Notice the words "might" and "future;" two words that executives hate when it comes to forecasting sales, especially in the short term.

Frankly, most of the metrics that marketers use to measure the success of their campaigns tally up "feel-good" engagements with the brand. It could be the number of social media followers, likes & shares, trackable website visits, clicks and content downloads. Being popular feels nice but how does it predict or influence real sales growth?

The only metrics that you should pay attention to are those proven to have the highest likelihood of sales conversions. For most businesses, guess which marketing metric produces the highest number of sales conversions? It's the number of email subscriptions. Good old email!

The number of email subscribers syphoned from your advertising and online marketing campaigns is your most valuable metric because it has the highest likelihood of directly producing sales when strategically deployed. Email campaigns work better than any other form of marketing for most industries, especially in B2B sectors like commercial real estate.

The number of email subscribers is your most critical metric. Why? Email converts more prospects into paying customers because subscribers opt in to get informed about your business. Some even want to hear about bargains and buying opportunities. What's also great is that email service providers offer excellent tracking tools to easily measure conversions for every eblast campaign.

Find ways to build a bigger, better email subscriber list today and make sure you put it to good use with relevant, targeted campaigns.

Chuck Sink is principal at Chuck Sink Link, Contoocook, N.H.

New England Real Estate Journal



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Protection from infection no accident in health care construction

A popular line thrown out by those looking to denigrate unions is that “they may have had a purpose years ago, but not anymore.” They also like to say that there is no difference between union and nonunion construction.

The lie is clear when you look at many aspects of the industry, from training to benefits to safety and working conditions. But all too often a client says they are only concerned about the bottom line. To which the simple answer is: yes, of course.

Consider a common example: a hospital needs to do an addition or renovate existing space. Is the bid price the most important consideration? What about the financial risk of hiring an unqualified or substandard company? You’d have to consider the impact such a move would have on the bottom line of the entire facility, not just the construction project, wouldn’t you?

Here’s where the union advantage trumps a nonunion bid that appears to be a few percent lower: The United Brotherhood of Carpenters has developed a training program for apprentices and journey level workers called “Best Practices in Health-Care Construction in Occupied Facilities.” It was developed through a cooperative effort of national leaders in health care, construction management and union training programs.

Once developed, the program was taught to hundreds of UBC Trainers who took the program back to their local areas

and held classes with carpenters in the field.

The curriculum, in part, includes teaching “awareness of hazards, including asbestos, lead, mold, silica, and other materials, as well as blood-borne pathogens and other hospital-specific concerns. Trainees learn how to identify and classify work areas to maintain an environment that can minimize risks, illness, and injury. Specialized clothing and equipment are part of the package.”

Sure, the program costs money, but because the investment is made on a national level between labor and management partners, it provides a tremendous bang for the buck. Local health care facilities gain piece of mind that not only are union workers earning a decent wage, they’re provided decent health care benefits that allow them to get treatment in the very facilities they’re building AND they’ve got the cutting

edge skills to ensure health care providers offer the best care during and after the project is complete.

Nonunion contractors may save a few dollars on the bid documents, but lack of training, questionable access to reliable, skilled workers and a “slap dash” approach put projects and health at risk. Consider one contractor hired on several hospital jobs in New England who seems to show little regard for limiting the risk of infection. (nerccblog.com/2009/11/compare-and-contrast.html)

It would be interesting to study not only the cost over-runs due to shoddy work but the number of infections reported in the hospital before, during and after these highlighted projects. More educational would be to then compare those numbers to ones from hospitals who used union carpenters that completed the “Best Practices” program developed by the Carpenters Union.

Union carpenters and contractors are rightly proud of this new program. It provides a competitive advantage in bidding to facilities that truly care about treating patients in a health environment. And it highlights the cooperative effort between the union and contractors that leads to better building.

If you’re building, make sure you know all of the benefits of building with union carpenters. Visit <http://www.necarpenters.org/contractors.html> for more information.



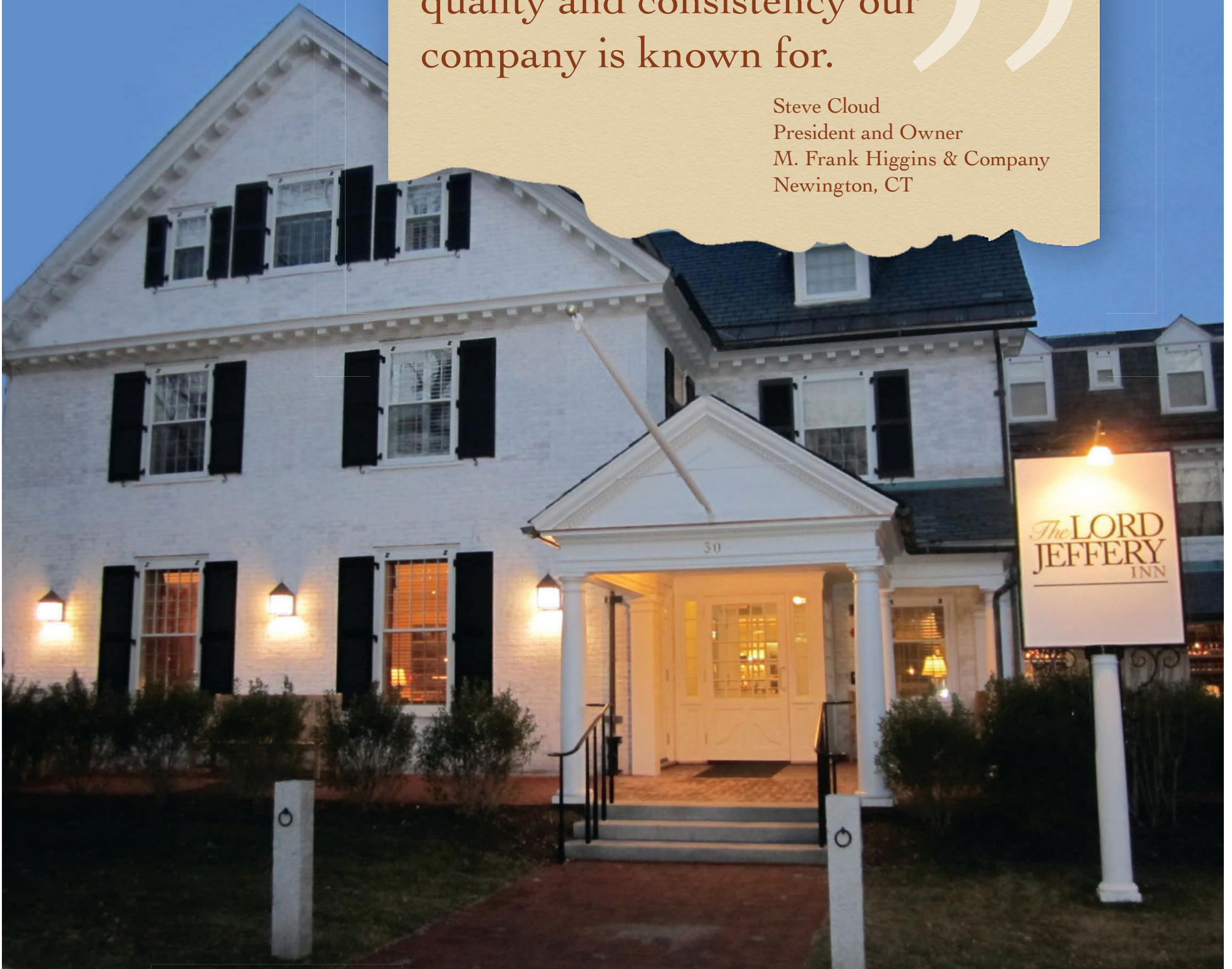
Quality, safe building in health facilities is not something to leave to chance. The United Brotherhood of Carpenters, union contractors and industry leaders have teamed up to train carpenters to limit the risk of infection without costs skyrocketing.

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OF 38-ROOM GUEST LODGE MOTEL IN WEST DENNIS, MA Serpone and Ring of The Hotel Exchange handle \$1.1 million sale

WESTDENNIS, MA The 38-room Guest Lodge Motel has sold for \$1.1 million to the Weymouth family of David Tu. The property has a long history of success with a guest list of loyal customers that repeat stays there year after year. The property sports a full size swimming pool, an owner's apartment and a breakfast area.



Dennis Serpone

Dennis Serpone, president of The Hotel Exchange listed the property and Beverly Ring, vice president of the same company, solicited the buyer. Parents of the buyer own and operate two other well-known motels in Dennis and West Yarmouth.

The Hotel Exchange is a division



Guest Lodge Motel - West Dennis, MA

of parent company, the National Restaurant Exchange, that recently celebrated its 37th year of restaurant and hospitality brokerage and consultancy.

The Hotel Exchange is a proud sponsor of the Hope Music Festival to be held at the Melody Tent in August for the benefit of Cape Cod Health Care.

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Three team members of STV | DPM receive industry recognition

HARTFORD, CT According to STV | DPM, three of its team members received industry recognition.

Vice president of operations, Bill Clegg, LEED AP, FIIDA has been appointed to the 2017 CoreNet Global Connecticut/Westchester board of directors. CoreNet's CT/Westchester chapter membership represents a cross-section of 160 corporate end users, service providers and economic-development professionals from throughout CT and Westchester County, NY. Its mission is to facilitate the advancement of corporate real estate practices through professional development opportunities, publications, research, conferences, and local chapters and networking groups. Clegg joined STV | DPM's Hartford office in 2013.

An 11-year veteran of STV | DPM, vice president Mark DuPre, MCPPO, Sr. Assoc. AIA, has been named director of communications for the 2017 term for the Connecticut chapter of Construction Management Association of America (CMAA). In this role DuPre will assure all chapter correspondences are effectively and efficiently communicated to its membership and interested parties. STV is a mega member of the CMAA.

Roxanne Perugino, LEED AP, STV | DPM senior project planner, was awarded Professional Women in Construction's (PWC) Excellence in Mentoring award, acknowledging her guidance as a positive role model for women in the design and construction industry. With STV | DPM since 2004, Perugino currently serves as vice president of PWC's Connecticut chapter, and chair of the scholarship and awards committees for the organization. Her latest recognition from PWC was due to Perugino's work with STV | DPM's staff, as well as her dedicated volunteer efforts with the Terryville, CT, Parks and Rec. Commission.



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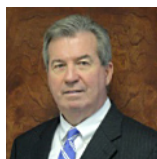
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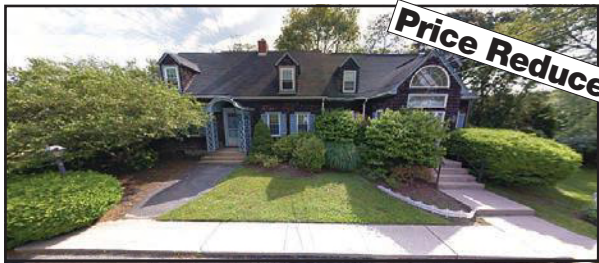
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PETZ, HUGHES AND GREGORY HANDLE SALE OF 215,000 S/F FACILITY JLL brokers \$13.1 million sale on behalf of Clarion Partners

BRIDGEWATER, MA On behalf of Clarion Partners, JLL's Capital Markets experts completed the sale of 400



Frank Petz



Jessica Hughes

Manley St., a 215,000 s/f industrial facility in Greater Boston's Rte. 24 corridor. Recognizing the increasing value of well-located distribution warehouses, a private investment group purchased the property for \$13.1 million.

According to JLL managing director Frank Petz, "400 Manley offered investors an increasingly



400 Manley Street - Bridgewater, MA

rare opportunity to purchase a quality, high-bay warehouse within 20 minutes of Boston. Although the property will be occupied for the next several years, e-commerce trends have brought newfound tenant demand to Boston, and 400

Manley will be positioned to capture this demand for years to come. With its great physical attributes and highway accessibility, companies looking for well-located distribution space will undoubtedly be attracted to this property in the future."



George Gregory

Managing directors Frank Petz and Jessica Hughes, and associate George Gregory led the JLL team.

JLL Capital Markets is a full-service global provider of capital solutions for real estate investors and occupiers. The firm's local market and global investor knowledge delivers the best-in-class solutions for clients – whether a sale, financing, repositioning, advisory or recapitalization execution.

MANSARD reps. The Northeast Men's Clinic in 3,800 s/f lease in Salem

SALEM, NH According to MANSARD, The Northeast Men's Clinic has signed a new 3,800 s/f lease at 14 Keewaydin Dr. The lease was handled by MANSARD.

The Northeast Men's Clinic, located 30 minutes north of the Greater Boston area, was established to provide men of every age with discreet access to a team of licensed, experienced medical providers focused on men's sexual health.

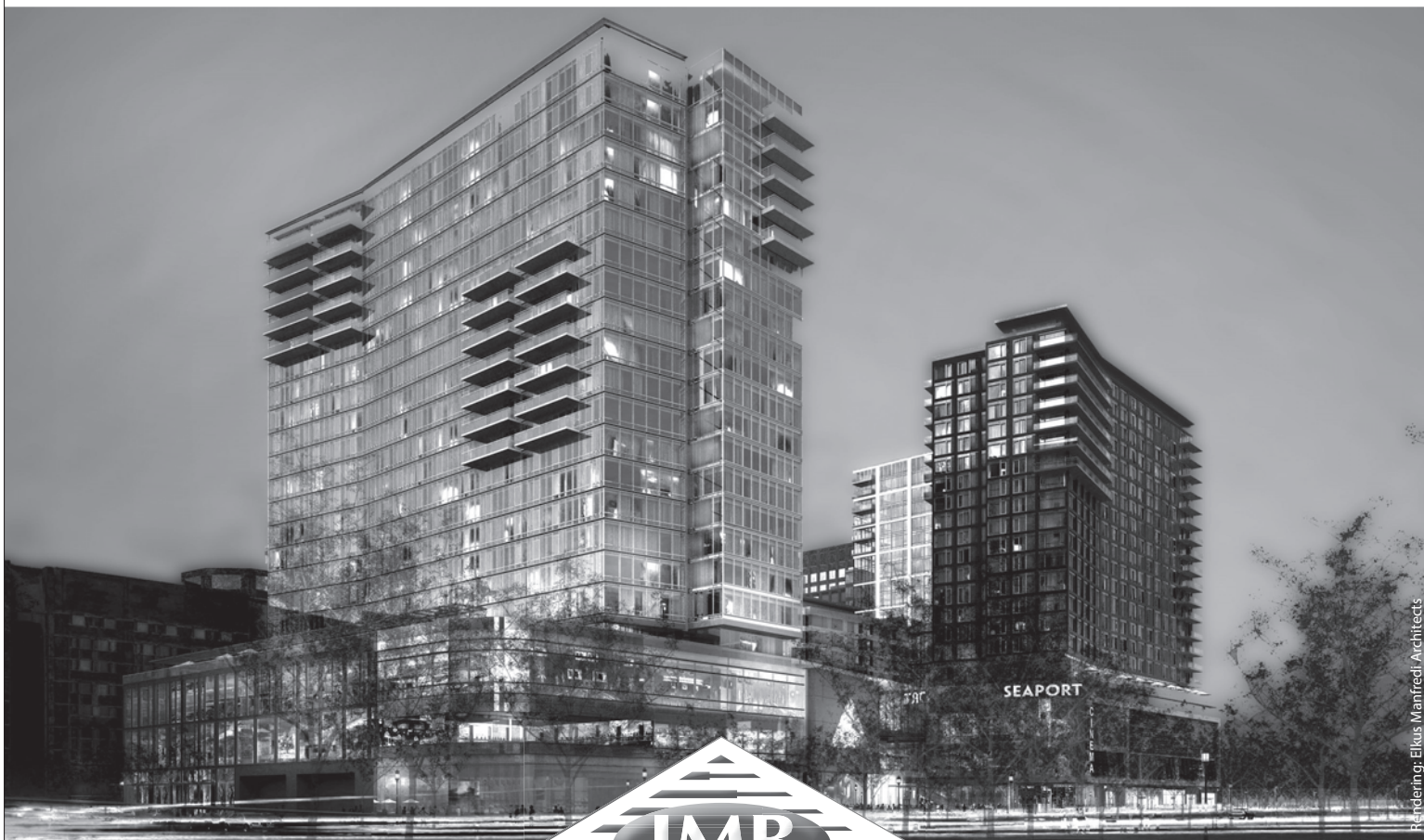
GPBOR C.A.R.E. to host golf tournament July 13

LINCOLN, RI GPBOR C.A.R.E. (Community Awareness Realtor Events), the charitable organization of the Greater Providence Board of Realtors 9GPBOR), will hold its Annual Golf Tournament on July 13, at the Kirkbrae Country Club. Proceeds of this year's tournament will benefit the Hasbro's Children's Hospital Child Life Program, Make-A-Wish and Rhode Island Dream Center.

Last year, \$25,000 was donated to local charities. For more information, to register or simply to make a donation, visit: www.gpborg.com.

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FOR THE SELLER 255 GREAT ROAD, LLC; AND PROCURED BUYER McLaughlin Investments, Inc. arranges \$1.85 million building sale

LITTLETON, MA McLaughlin Investments, Inc. has brokered the sale of 255 Great Rd. for \$1.85 million.

The property is located within the town's Village Common District on Great Rd. (Rte. 2A/Rte. 119) in the "I-495 Technology Belt," and designed as a colonial style, mixed use two story 20,300 s/f, retail-office asset that was master leased at the time of sale to DCU/ Digital Credit Union for retail banking and executive office administration purposes. The building was built in 1999 per DCU design specs and improved with passenger elevator, fire safety system, ADA compliances throughout and parking.

Nearby corporate and retail neighbors include IBM, Redhat, Cisco, Littleton Municipal Offices, Nashoba Valley Ski Resort, The Point Mall, Residence Inn, The



255 Great Road - Littleton, MA

Ninety Nine, Emerson Hospital Urgent Care Clinic, Dolan's Super Market, Starbucks, Dunkin Donuts, CVS, Subway, Bank of America,

USPS and more.

Financing was provided by Stephen Sugar, Middlesex North Savings Bank.

McLaughlin represented the seller 255 Great Road, LLC and procured the buyer, 255 Great Road Realty.



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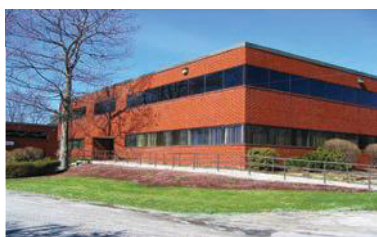
MARLBOROUGH, MA

Wayside Crossing
9,100 ± SF Proposed



75 Industrial Park Road - Hingham, MA

HINGHAM, MA A.W. Perry purchased 75 Industrial Park Rd. This 32,127 s/f industrial building is located in South



MILFORD, MA

Office / Warehouse
10,800 ± SF Flex Space



ASHLAND, MA

3.63 ± Acres Available
Proposed 40,000 ± SF Building



WESTBOROUGH, MA

20,000 SF on 9.63 ± Acres
70,000 ± SF Proposed



Rich Beal

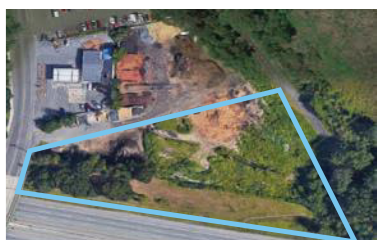
Jon Gifford

Shore Park. Rich Beal and Jon Gifford of Perry Brokerage represented A.W. Perry in the acquisition transaction from United HVAC. United HVAC is leasing back the property while their new headquarters facility is built on Weymouth St., Rockland.

"75 Industrial Park Rd. adds to A.W. Perry's portfolio of holdings in South Shore Park," said Kerri Galloway, senior vice president, property portfolio and marketing director with A.W. Perry. "Occupancy levels at the Park have substantially increased, and we look forward to having this well positioned asset available to meet future tenants' business needs."

The industrial building is located off Rte. 3 at Exit 15/ Derby St. It is a short commute from Boston and all points on the South Shore.

Established in 1884, A.W. Perry is a relationship-driven real estate investment and services firm, providing business homes to tenants and commercial development clients.



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Breakfast Buffet Networking

8:30am-9:30am
Capital Investments,
Financing Availability

9:30am-10:30am
Construction Projects, Trends

10:30am-11:30am
Real Estate Updates,
Trends, Overview

11:30am-12:00noon
Networking with
Attendees and Speakers

Speakers

- Joe Mendola**
NAI Norwood Group
- Phil Cote**
USI Insurance Services LLC
- Robert Duval**
TF Moran, Inc.
- Justin Lamontagne**
NAI The Dunham Group
- Eric Tolbert Kilchenstein**
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GRIFFIN, MAHER, PULLEN AND TRIBBLE OF NKF BROKER SALE Rockpoint Group sells 157,067 s/f Tower Point for \$62.1 million

BOSTON, MA NKF Capital Markets arranged the sale of 157,067 s/f Tower Point in the Upper Seaport District of



Robert Griffin



Edward Maher



Matthew Pullen



James Tribble



Tower Point - Boston, MA

Windover Construction named Diamond S.T.E.P. Safety Award winner by ABC & Gould Institute

BEVERLY, MA Windover Construction, an award-winning construction management firm, was named a Diamond Safety, Training, and Evaluation Process (S.T.E.P.) award winner by Associated Builders and Contractors of Massachusetts (ABC) and its training affiliate, Gould Construction Institute (GCI).

"We're thrilled to be recognized for our dedication to maintaining a safe work environment," said Lee Dellicker, president and CEO of Windover. "The safety and security of our employees and trade partners is of the utmost importance to us here at Windover, and will remain that way for as long as we're in business."

S.T.E.P. Awards are presented annually to ABC member companies

with exceptional safety records. Applicants are evaluated on several statistical factors such as incident rates, lost time and injuries recorded to the Occupational Safety and Health Administration (OSHA). Those factors are then combined with a safety audit consisting of 20 key components. The Diamond Award is the highest honor of the program.

"A contractor's most valuable resource is their workers. There is nothing more important than jobsite safety," said GCI president Barbara Lagergren. "This year's award recipients deserve each and every accolade they received by continuing to raise the standards of safety, training, and education throughout the construction industry."

the city to an institutional separate account managed by Northwood Investors and German investment company Universal-Investment. According to public record, the property sold for \$62.1 million. The NKF team led by U.S. head of capital markets Robert Griffin, vice chairman Edward Maher, executive managing director Matthew Pullen and director James Tribble, in conjunction with Newmark Knight Frank (NKF) senior managing director Timothy Bianchi, oversaw the transaction of the brick-and-beam office asset on behalf of Rockpoint Group. NKF's Boston-based debt team oversaw financing for the transaction. Additionally, NKF has been retained for exclusive leasing and management of the property.

For full story visit nerej.com

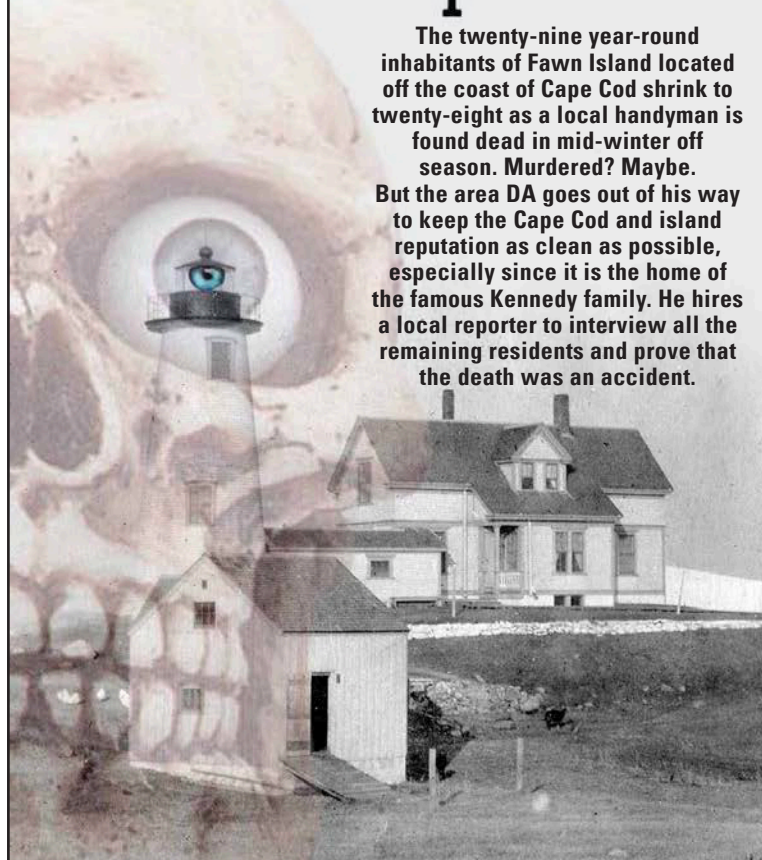
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But the area DA goes out of his way to keep the Cape Cod and island reputation as clean as possible, especially since it is the home of the famous Kennedy family. He hires a local reporter to interview all the remaining residents and prove that the death was an accident.



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The RFP can be downloaded from www.commbuys.com under "Contract & Bid Search." You may also email leasing.dcomm@state.ma.us or call 857-204-1355 to request a copy of the RFP, referencing Project Number 201730000.1. For further information, call 857-204-1800. This public notice is also available at www.masspublicnotices.org.

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ON BEHALF OF SELLER, 65 CASWELL STREET ASSOCIATES LLC

Bergin of Pearce Real Estate brokers \$1 million building sale

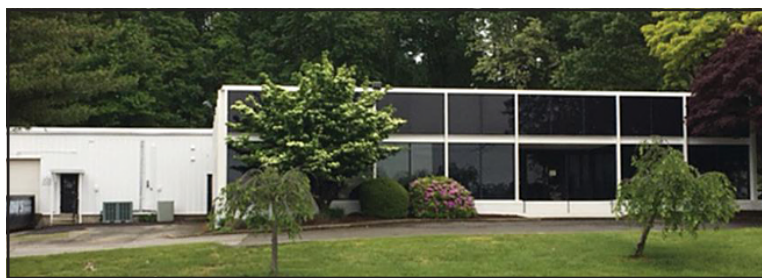
MILFORD, CT According to Barbara Pearce, CEO and president of Pearce Real Estate, John Bergin, senior com-



Barbara Pearce



John Bergin



497 Bic Drive - Milford, MA

mercial specialist in the company's commercial office, represented the seller, 65 Caswell Street Associates LLC, in the sale of 497 Bic Dr. for \$1 million. The 12,686 s/f building on 2.25 acres was formerly occupied by LDB, Levy Diamond Bello Associates LLC. The property has been purchased by Consumers Petroleum of CT Inc. and represented by David Flayhan of the Southport Group.

Pearce said, "John has once again sold this building, which he previously sold in 2000 to LDB. This just goes to show that he has truly become a go-to agent in Milford, whether for buyers or sellers, as he has both detailed and historical knowledge of the property inventory. Having been top sales agent last year, he is starting out strongly for this year as well."

City approves Finegold Alexander Architects' design modifications for City Hall council chamber

BOSTON, MA Finegold Alexander Architects has received approval to proceed with the redesign of the Boston City Hall council chamber to enhance handicap accessibility, and implement technology and system upgrades. City Hall is the seat of government for the city, housing the mayor's office, the city council, numerous departmental offices, and the Boston planning and development agency.

In the design for modifications, the councilors' floor is raised to be flush with the surrounding main floor level. "Raising the floor will eliminate the ramps between visitor seating, the councilors and the podium, and

accessibility will be universal. Circulation will be as direct as it is now, but with no intermediate steps, and will promote a more casual atmosphere to the chamber as well," said Christopher Lane, senior associate, Finegold Alexander Architects.

"We look forward to a space that will truly serve all residents and continue to connect us with the history of our building and our city," said Boston city council president Michelle Wu. "It has been wonderful to partner with this team to oversee renovations of the city council chamber that will provide universal accessibility while honoring the iconic nature of City Hall's architecture."

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ALSO HONORS DRUKER AND BARROS WITH AWARDS

GBREB and uAspire raise \$300,000 at Scholarship Breakfast

BOSTON, MA The Greater Boston Real Estate Board (GBREB) and college financial aid services advisor uAspire raised over \$300,000 for academically gifted but economically disadvantaged students at the third Annual GBREB Foundation Scholarship Fund Leadership Breakfast held at the Revere Hotel Boston Common on June 2.

The foundation also honored Ronald Druker, president of The Druker Company with their inaugural Humanitarian Award for devotion to education, the arts, and philanthropy in Boston; and John Barros, chief of economic development for the city of Boston, with uAspire's First One Award, given annually to business, education, healthcare, government and nonprofit leaders who were the first generation of their families to graduate from college. The event was attended by over 300 real estate professionals, students and their families.

The masters of ceremonies for the event were a pair of scholarship recipients, one from last year's foundation breakfast, Veneza Monteiro, who just completed her first year at Emmanuel College, and Nicholas Correia, a senior at Brimmer & May, who will enter Brown University in the fall.

GBREB and uAspire established the Foundation Scholarship in 2012, and in the first six years of the alliance have distributed over \$500,000 in "last dollar" scholarships – intended to fill the gap between students' financial aid and the non-tuition costs of college, such as room and board, computers,



Ronald Druker, The Druker Company

books and supplies – with the GBREB Foundation providing the funding and uAspire administering the scholarships. The scholarships are awarded based on academic achievement, leadership experience, extracurricular involvement, and demonstrated financial need, range from \$1,000 to \$5,000 per year per student, and are guaranteed for two years.

30 students were selected to receive scholarships at this year's event, and in addition to the scholarships, a minimum of 15 recipients will also participate in the Foundation's "College to Career" initiative, a paid, 6-8 week program that connects the students with firms involved in the various facets of the commercial real estate industry.

The internship program is designed to cultivate a more diverse generation

of real estate professionals in Greater Boston by exposing low-income and minority students to both the commercial and residential real estate industry. The pilot for the program launched in 2015 with just three students, expanded to 10 last year with the help of the Boston Private Industry Council (PIC).

This year, AvalonBay Communities, CBRE/New England, Colliers International, Equity Office, Equity Residential, Harbor Towers, Lincoln Properties, Oxford Properties, Peabody Properties, Related Beal, Red Gate, The Architectural Team (TAT), The Schochet Companies, Trinity Management, WinnCompanies, and WSD Development are among the firms that have agreed so far to provide internships for this summer, which begin in July.

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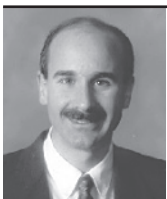
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RETAIL/COMMERCIAL OPPORTUNITY - FOR SALE

163 Water St., Exeter, NH



This location is full of history and Old New England charm, the first drug store in Exeter, dating back to the late 1800's and early 1900's with many of its original trademarks of an apothecary. Wood built-in cabinetry with glass cases and pullout drawers line the walls. 13 ft. high tin ceilings with paddle fans and original wood floors. This is a must see. Located as an end unit in the Merrill Block of retail condo's this unit has approx. 1200 SF of total retail space, with separated area for storage, private office area, private bathroom, full basement. HVAC provides heat and a/c. Wide range of possible retail uses; any type of trend foods and beverage as well as gift and antiques. Very walkable with two-hour un-metered parking. Don't pass this up.

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Understanding changing markets is a must for appraisers



Rich Goulet
The Appraisal Group

The spring real estate market is in full bloom in Greater Boston and we are living with the fastest moving markets seen in our lifetime. Inventory shortages continue and homes are regularly selling over the asking price. In Eastern Mass., last year 37% of all properties sold over the asking price, according to MLS, and the trend continues today. Both appraisers and brokers have historically provided opinions of value by looking in the rear-view mirror - namely what sold in the past. But with markets moving so fast, we are forced to examine trends including pending sales and listings that may better reflect the current market to ensure that our values are as accurate as possible. Providing credible reports is becoming more difficult by the day. With the power of Fannie Mae's Collateral Underwriter, we are fighting for relevancy. So, what are you doing to prevent it from happening?

Too many properties in Greater Boston are not appraising at pending (over asking) sale prices even when multiple buyers are involved. A typical scenario might be four or five informed and knowledgeable buyers, prequalified for financing, bidding at \$25K over the asking price. In many instances, the offers have no contingencies. If the definition of market value has been met, who are we to say it's not worth the price the buyers are willing to pay? Yes, occasionally a complex property has few, if any comps and there is not much you can do. However, most of the time the data is there. In those situations, having the contract prices of under agreement listings is often the key to the valuation. Reluctance on the part of appraisers to utilize current data such as under agreement sales, just because they haven't closed, may not produce credible assignment results. This is required under USPAP.

Over the past few years I have presented to hundreds of brokers in and around Boston, listened to their concerns and responded about how we can work better together. I consistently hear the same com-

plaints about appraisers; "they tell us they can't talk to brokers" or "the appraiser has never worked in this town before." I have also pressed

unfamiliar location, make sure you take the necessary time and do your homework. There is no excuse for being rushed, or lazy!

Our survival as residential appraisers means we must stay ahead of the market trends and on top of technology to remain relevant. Those who do will survive the battle against automated valuations for many years to come.

the brokers on the need to make contract sale prices available to us. It appears they are finally getting the message. My office has been very successful in obtaining pending sale prices because of our persistence. This key piece of information has created the opportunity to look at the transaction in a different light while providing credible support for the value opinion. There are a lot of things we can do better and here are just a few.

Confirm the Under-Agreement Sale Price. Try to have at least one other under agreement property in your report with the actual price. The notion the sale information can't be released has changed. Let the broker know the information is for one appraisal only and will remain confidential. Keep in mind that Fannie and Freddie both recognize what's happening in the Boston area markets and readily accept under-agreement comparables. You will be pleasantly surprised at the results.

Provide a Thorough Marketing History. Provide a complete history of the transaction in the report, including open house activity, number of buyers, summary of the offers and prices. Ask the broker for copies of a few offers and have them black out the names. Make a convincing argument to support your value opinion.

Don't Make Inaccurate Assumptions. Never assume the over ask price is unattainable until you have done all your research. Remember, most brokers today are purposely under-pricing listings to create a bidding war. In many instances the over asking price is really what it's actually worth. One Cambridge broker I spoke to recently called this listing practice "Restrained Pricing."

Focus on Familiar Locations and Practice Locational Competency. Your ability to get needed information is a result of having good relations with the brokers in the area. If you must go to an

Don't Forget the Refinances. If you're in a rising market there is little or no downside to selecting a value at the upper end of the adjusted range when the data supports it. That decision will probably get you closer to a more accurate value.

Don't Hesitate to Adjust for Market Conditions. They are easy to extract and reliable most of the time. On MLSPIN you can do a year over year or 6 over 6 month look at appreciation. Go to Market Reports/Total Sold/Single Family. Pick your town and plug in the time lines. Caution! If you are looking year over year, use the same time periods.

Don't Over Adjust. Many buyers today have no opportunity to negotiate a deal because of the competition and multiple offers. For that reason alone, adjustments such as location or condition often get smaller or go away entirely. Put the comps up without adjustments to start, then take a hard look at what changes are needed. You will be glad you did.

Yes, You Can Talk to the Brokers. Why would any appraiser refuse helpful information that may make the assignment easier? USPAP says: "The exchange of relevant information including the terms of a sale, relevant comps, and home improvements can help an appraiser develop a more credible opinion of value." There is no prohibition in talking with any knowledgeable market participant. Just don't be unduly influenced and get caught up in the euphoria of the deal.

Our survival as residential appraisers means we must stay ahead of the market trends and on top of technology to remain relevant. Those who do will survive the battle against automated valuations for many years to come.

Rich Goulet, MRA, ASA, is president at The Appraisers Group, Belmont, Mass.



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Thru the Years

OVER 50 YEARS
Quick Read

Colliers completes \$14.125m sale on behalf of Wheelock and Noyaya

Purchased by Calare Properties, Inc., the properties total 124,004 s/f and are located at 261 Cedar Hill and 753 Forest St. SEE PAGE 8A

RK Centers acquires 72,220 s/f freestanding building for \$7.2m

The sale was brokered by Geoffrey Miller of NRG Capital Markets. The building is occupied by Stop & Shop. SEE LOWER COVER OF SECTION B

Management Spotlight



SEE SECTION D

5 Sections 112 Pages

Editorial Page... 4A
L. Berthelette... 4A
Referral Network... 13A
Shopping Centers... SEC. B
Project of the Month... 11-14B
Shopping Centers... SEC. C
Spot/Management... SEC. D
Billboard... SEC. E

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THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE WORLD

Volume 55 ■ Issue 26 nerej.com June 24 - 30, 2016

PANASIS, KELLEY AND TOBIN FACILITATED THE SALE, PURCHASED BY NEW POINT, LLC Brady Sullivan completes \$3.25 million sale of Quarrywood Green

MILFORD, NH Brady Sullivan Properties arranged the sale of 36 units at Quarrywood Green Condominiums, located at 59 Pineshills Hill Road, for a sales price of \$3.25 million (\$90,000 per unit). The cap rate at the time of the sale was 8.2% with an annual NOI of \$267,292. Brady Sullivan's in-house commercial team of Charles Panasis, Ben Kelley and James Tobin facilitated the transaction on behalf of the seller, Brady Sullivan. The property was purchased by New Point, LLC, a Massachusetts-based investment company.

Cornerstone Realty Capital arranges \$2.9 million for a mixed-use acquisition

MIDDLETOWN, CT Cornerstone Realty Capital arranged \$2.9 million for the acquisition of a mixed-use property known as Plaza Middlesex. The property consists of five buildings totaling 47,250 s/f. Additionally, 104 parking spaces are located on the premises convenient for tenants of both the office and retail spaces. Middlesex is centrally located between two of Connecticut's major cities: Hartford and New Haven. The commercial market in the area is especially active, maintaining properties at stabilized occupancy rates. The property itself is situated at Main St. in downtown. This area of Middlesex County is concentrated with many other mixed-use establishments that include both office and apartment units on the upper floors. The property is well located with easy proximity to Connecticut Rte. 9. Moreover, Plaza Middlesex is two blocks away from the Connecticut River and walking distance to Wesleyan University and



Quarrywood Green Condominiums, 59 Pineshills Hill Road - Milford, NH

McEvoy and Conrad of The Conrad Group negotiates sale of two industrial flex buildings for \$5.5 million

MIDDLESEX HOSPITAL. Paul Natanson, president of Cornerstone, said, "The high occupancy providing strong cash flow in recent years. This property coupled with the experience of the broker allowed us to arrange financing at the most competitive rate in the market." Cornerstone specializes in structuring and executing innovative financing for all property types.



Paul Natanson, president of Cornerstone Realty Capital

Real Estate Journal

THE LARGEST BUSINESS PUBLICATION OF ITS KIND IN THE NATION

BOSTON PROPERTIES' 172,000 S/F BUILDING SOLD TO CLIENT OF REAL ESTATE CAPITAL PARTNERS Campoli, Elcock and Herz of Meredith & Grew sell Newport Office Park for \$37m

QUINCY, MA Meredith & Grew has brokered the sale of Newport Office Park located at 108 Myrtle St. to a

Linear Retail acquires \$7.7m Peabody Gardens shopping ctr.

RICHARD HERLIHY, Richard Bradbury, John Lashar and Paul Leone assist in Forge Park portfolio sale consisting of 619,374 s/f and 6 buildings. SEE PAGE 8A

Cronheim Mortgage Corp. arranges \$11.1m for 2 props.

CRONHEIM MORTGAGE arranged \$2.4m for Equinox Square's 22,672 s/f outlet building and \$8.7m for New Oak Hill Plaza's shopping center. SEE PAGE 10C, SHOPPING CTES.

Also inside: 4 sections, 160 pages
Editorial Page... 18-19B
LAundry, P.E. Consultant... 20-20B
NELTA spotlight... 17-20A
CCIM... 44-54
Shopping Centers... SEC. B
N.E. Billboard... SEC. D
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10 Years Ago

1 Year Ago

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Sequoia expands at Metro Corp. Ctr., Marlboro; Avalon cobbler Lynch Murphy Walsh leases 101,000s/f for MetLife R.E. Inv.

FRIDAY, JUNE 19, 1992

Meredith & Grew, Fallon Hines O'Connor lease 35,000 s/f

Konover adds T.J. Maxx, others at 142,775 s/f Marcus Plaza

Suffolk builds Plymouth Public Library; Sasaki designs 53,000 s/f

Northland leases 9,300 s/f to Prudential at Bedford off. pk.

Transaction of the Week

Also inside: four sections, 116 pages
1. To learn, check out...
2. To learn, check out...
3. To learn, check out...
4. To learn, check out...
5. To learn, check out...
6. To learn, check out...
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8. To learn, check out...
9. To learn, check out...
10. To learn, check out...

New England Real Estate Journal

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State Street Development Named For \$25 Million, 30 Story Tower Complex

Weld Of Bradley Sells 22 Acres To First Hartford For \$1 Million

ITT-Levitt Plans 370 Unit Apartment

Malone plans \$4.6m conv. home update

FDIC reports for first quarter; Comm'l. banks earn \$7.6b, savings banks up \$1.76m

Malone plans \$4.6m conv. home update

ITT-Levitt Plans 370 Unit Apartment

Also inside: four sections, 116 pages
1. To learn, check out...
2. To learn, check out...
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25 Years Ago

45 Years Ago

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Daily recap Newsletter



2017 SUMMIT **Future of
Middlesex 3 Coalition
Commercial Real Estate**

The Middlesex 3 Coalition is a regional partnership of nine Middlesex County Communities, Bedford, Billerica, Burlington, Chelmsford, Lexington, Lowell, Tewksbury, Tyngsborough and Westford with the support of the Massachusetts Executive Office of Housing and Economic Development.



8:00am-9:00am

Networking and
Continental Breakfast

9:00am-10:00am

Trends of the Middlesex Region
Industrial, Lab, Retail, Office

10:00am-11:00am

Current projects, Transportation,
Future construction plans

11:00am-12:00noon

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Cummings is now in Andover

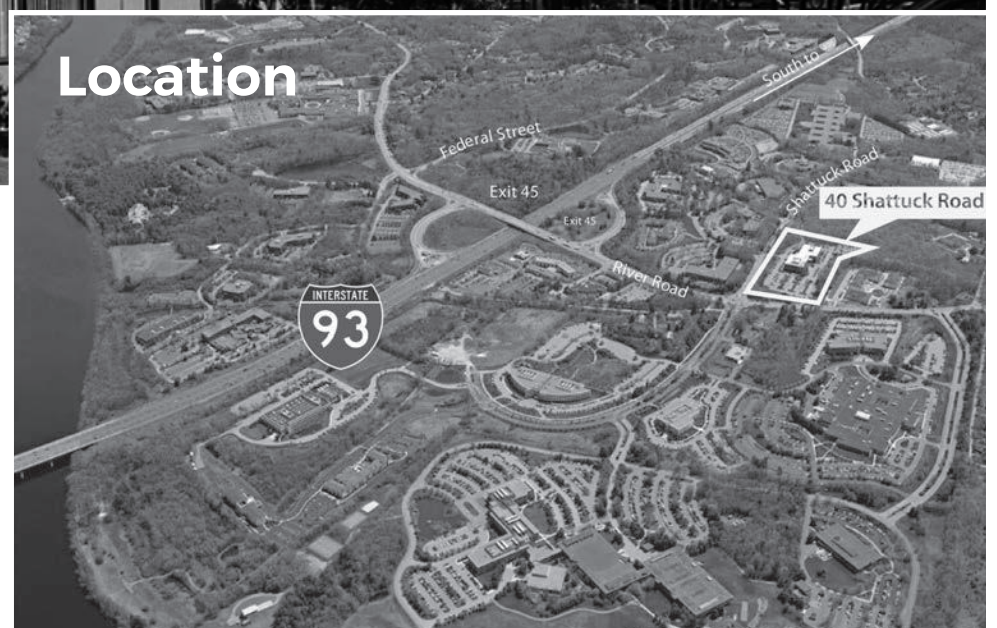
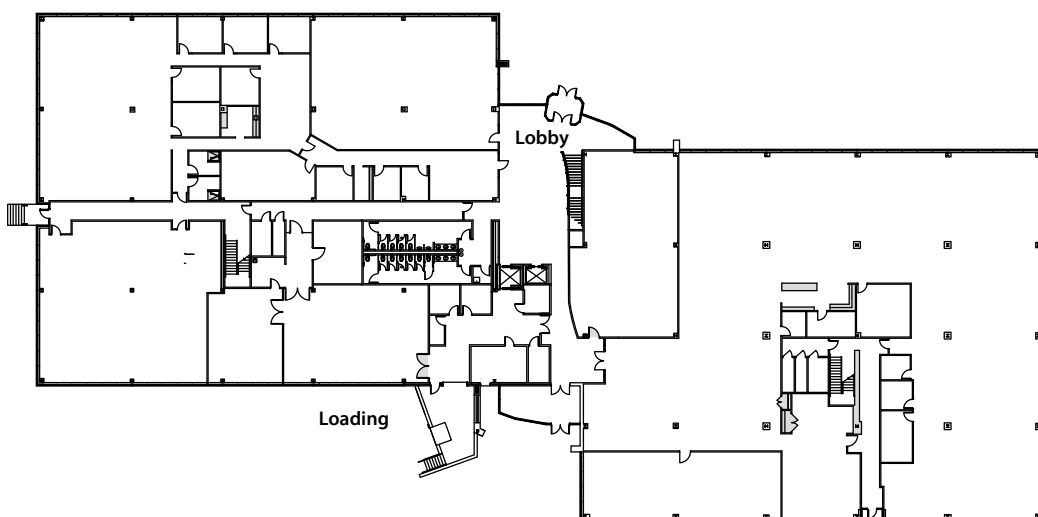
40 Shattuck Road



2,500 to 35,000 SF Available

Cummings Properties has expanded to Andover with its acquisition of 40 Shattuck Road. This first-class 120,000 SF office/R&D building features a two-story atrium lobby and an expansive ribbon window system.

Floor Plan



Located **just off River Road at I-93 and I-495**, the property offers convenient access to major highways, and proximity to many desirable amenities, including restaurants, hotels, and daycare.

Corporate neighbors

40 Shattuck Road is located in a thriving corporate center:



Quick Read

Summit Realty Partners leases 2,400 s/f to For Eyes in Saugus



SEE PAGE 8B

Project of the Month

Boylston Properties and The Wilder Cos. to transform 20-acre property – Arsenal Yards



SEE PAGES 11-14B

Kadis of Linear Retail leases 14,528 s/f to Duluth Trading Co.



SEE PAGE 10C

Vantage Bldrs. completes 3,200 s/f build-out for CYCL3



SEE PAGE 16C

52 Pages

Property of the Month..... 3B
Project of the Month..... 11-14B
Question of the Month..... 6C
Space Available 20-21C
Retailers Seeking..... 21C

New England
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BUTLER, ST. JOHN AND ROBLEDO REP SELLER AND PROCURE BUYER

CBRE/New England sells Hilltop Steak House site for \$17.25m

SAUGUS, MA CBRE/New England completed the sale of the Hilltop Steak House site on Rte. 1 for \$17.25



Simon Butler



Biria St. John

million. The site, which was home to the Hilltop Steak House for almost 45 years, will be developed into a 280-unit luxury rental apartment community with 25,000 s/f of retail out front.



Rob Robledo

CBRE/NE multifamily experts Simon Butler and Biria St. John, as well as retail specialist Rob Robledo exclusively represented the seller, High Country Investors, and procured the buyer, AvalonBay Communities, Inc.

“We are pleased to have facilitated this transaction on behalf of High Country Investors as this site is a landmark site that is about to enter its

Horvath & Tremblay sells Hilton Garden Inn and Sleepy’s Retail Center - \$9.2 million

PLYMOUTH, MA Bob Horvath and Todd Tremblay of Horvath & Tremblay have completed the sale of the ground lease to Hilton Garden Inn and the fee simple interest in Sleepy’s Retail Center. Horvath & Tremblay exclusively represented the seller



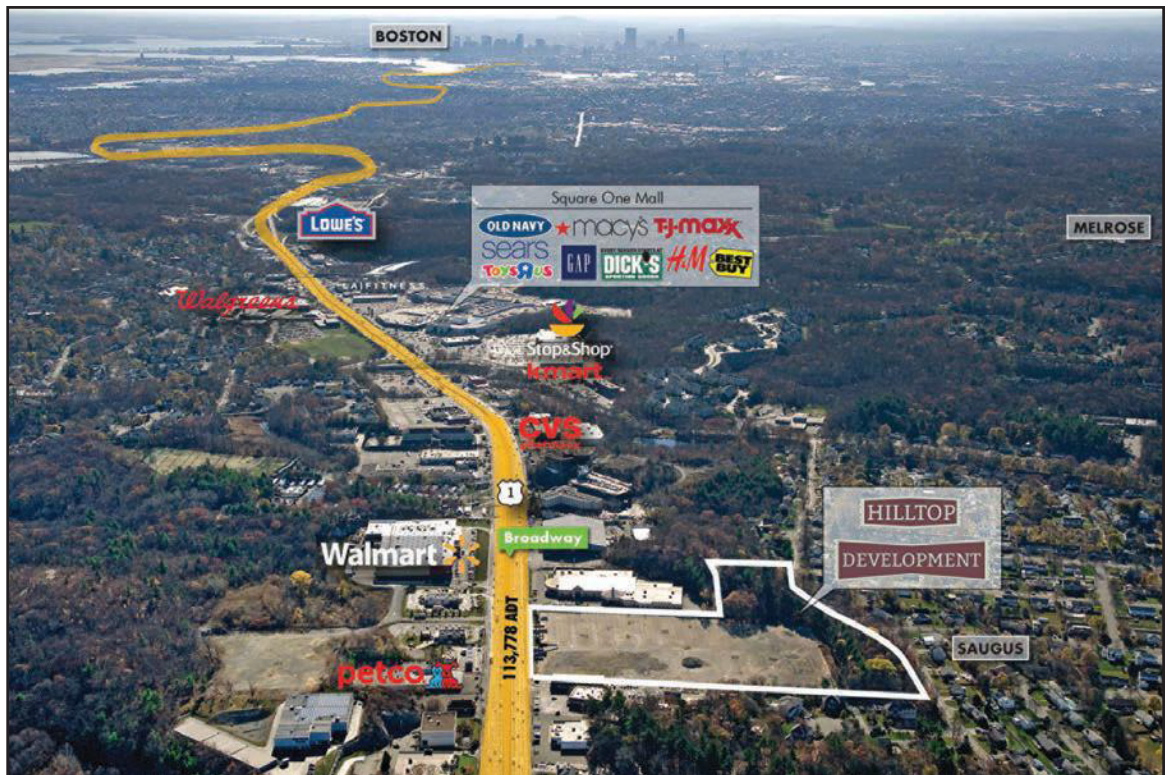
Bob Horvath

and procured the buyer to close the properties at sale prices of \$4.4 million and \$4.8 million respectively.



Todd Tremblay

The Hilton Garden Inn is a 5-story, 130-room hotel located on Home Depot Dr., off of Long Pond Rd. Hilton Garden Inn signed the



next chapter as a dynamic mixed-use development,” said St. John.

The proposed retail space will provide a focal point and attraction at the front entrance to the development with four-story residential buildings

towards the back of the site. The apartment homes will feature all the qualities being offered in luxury apartments today, including granite countertops and stainless steel appliances.

Outdoor amenities will include a

courtyard, pool, fireplaces, grills, a dog park and the clubhouse will feature a fitness facility. 10% of the apartments will be designated as affordable and made available to households earning up to 80% of the area’s median income.

original 99-year ground lease in May, 2005 with rare annual rental escalations of 3%. The property is located on a 1.735 acre parcel at the entrance to the Home Depot Plaza, a regional retail shopping center with tenants including: Home Depot, West Marine, Ethan Allen, Ninety Nine Restaurant, Town Fair Tire, AT&T, Pilgrim Wine & Spirits, UPS, and AAA.

Positioned adjacent to the property is the Sleepy’s anchored retail center tenanted by Sleepy’s, Massage Envy, Hot Locks Salon and New Tokyo Japanese Restaurant. In addition, Shell Gas and Dunkin’ Donuts are located at the entrance to Home Depot Dr. Located across the street is The Grove at Plymouth Shopping Center, a 425,000 s/f regional shopping center anchored by BJ’s Wholesale Club and Kohl’s. Additional retailers in the center include: TJ Maxx, HomeGoods,



Sleepy’s Retail Center - Plymouth, MA

The Sports Authority, PetSmart, Off Broadway Shoes, Party City, Jo-Ann Fabrics, Panera Bread, IHOP, Texas Roadhouse, and Subway.

Horvath & Tremblay’s advisors specialize in the sale of single tenant net-lease assets and retail shopping centers.



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NAI Hunneman sells two retail buildings totaling \$11.65 million



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NEEDHAM, MA According to NAI Hunneman, a leading provider of commercial real estate services, its capital markets team co-brokered the \$11.65 million sale of 1257 and 1299 Highland Ave.



David Ross

NAI Hunneman executive vice president David Ross represented the buyer, South Street 4414 Holdings, LLC, while Craig Barker from Boston Real Estate Advisors represented the seller, DWM Interests, LLC and LGM Interests, LLC.

The two retail buildings totaling 21,252 s/f are set on a 1.41-acre site that fronts Highland Ave. and share a parking lot. The property is also a short walk to Needham Center and minutes from Rte. 128.

“The property offered the buyer a well-located asset with a solid tenant roster making it a very appealing investment,” said Ross.

Shopping Centers

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Featured Property of the Month

D.F. Pray helps revitalize downtown Quincy with construction at 1500 Hancock St.



Matt DeThomas
D.F. Pray

A major milestone in the revitalization of downtown Quincy is taking shape at 1500 Hancock St. with the groundbreaking of the new Nova Residences of Quincy, a mixed-use, retail-oriented development set to transform the downtown area. This monumental urban renewal project has been many years in the making, and with local permitting and approvals now in place, construction can begin at this landmark location just steps from city hall and historic Quincy Center.

Revitalizing Quincy Center has been in the discussion stage for decades, and Mayor Thomas Koch has made it a top priority to transform this area into a place where people want to live, work, eat, and shop. According to the City of Quincy, the new Quincy Center is among the largest urban revitalization efforts anywhere in Massachusetts, encompassing a total of more than 50 acres of mixed-use development in the heart of one of America's most historic cities.

"Each and every one of us has a responsibility today to shape the Quincy we want for tomorrow. Combined with other projects we have going, the revitalization of Quincy Center is happening," mayor Thomas Koch said in a statement. "It's really happening."

A trusted partner from the beginning, D.F. Pray worked closely with architects SN Consulting Group to identify the right mix of materials for this project.

Boston-based developer LBC Boston has been instrumental in moving the 1500 Hancock St. project forward and executing on its vision for downtown Quincy. Working with LBC Boston from the early conceptual stages of the project, D.F. Pray, a North American general contractor and construction management firm, is now set to demolish the existing, outdated, one-story building that takes up half the city block to make room

for the new construction. The 153,000 s/f, seven-story Nova Residences of Quincy will feature 15,000 s/f of retail space on the ground floor and add 171 top-of-market apartments to the city's housing stock. Once complete, these one-bedroom, two-bedroom, and studio apartments will increase residential options in an area of downtown that has put similar developments in high demand.

The four retail spaces, including 6,000 s/f of restaurant space, are expected to attract a variety of specialty tenants to this revitalized urban location. Extended sidewalks planned for the area will provide space for outdoor dining, setting the stage for a vibrant retail and restaurant scene. The use of attractive pavers for the open pedestrian space, which will include additional seating, sidewalk amenities and inviting landscaping, will round out the engaging streetscape. Within steps of the Quincy Center Red Line T-station, the newly invigorated block is designed to be a first class urban destination.

Before construction can begin, however, major infrastructure work involving relocation and reconstruction of an existing culvert running below the property needs to be completed. D.F. Pray will use its consid-

erable experience to redirect the old Quincy Town Brook and employ a complex design of structural footings embedded in a post-tensioned concrete podium along the culvert line to ensure the site is secure before erecting the building.

A trusted partner from the beginning, D.F. Pray worked closely with architects SN Consulting Group to identify the right mix of materials for this project. While concrete will be used on the first two floors, the remaining five floors will feature modular wood-frame construction, pre-fabricated off-site and hoisted into place. In addition to fast-tracking the schedule, this approach mitigates the logistical challenges of stick-built construction on a tight footprint site in a heavily trafficked area. D.F. Pray is working in close coordination with the Quincy Department of Public Works and local traffic engineers to ensure minimal disruption during the two-year construction period. New access ways will provide alternative routes to bring deliveries to and from the construction site, and a staging area will be located on a portion of an existing parking lot behind the site to limit the impact on residents.

"Engaging D.F. Pray early in the planning process has greatly expe-

ditioned the launch of this project, and their expertise will enable the entire project to progress more smoothly," said Jonathan Miller, project manager at LBC Boston. "Having worked with D.F. Pray in the past, we knew they would bring an important and informed perspective for managing a job site as complex as this one."

In addition to the new complex itself, D.F. Pray will also build a prominent glass atrium to connect 1500 Hancock St. to a new 700-space city-owned parking garage behind it. This 24-hour public access way, also owned by the city, is designed as an all-weather space with seating, public art, and kiosks, allowing pedestrians easy access from the parking area to the shops and restaurants on Hancock St. A green space, also owned by the city, is proposed next to the garage.

A centerpiece of Quincy's main street, the Nova Residences of Quincy will invigorate the downtown area and breathe new life into Quincy Center. The project is slated for completion in early 2019.

Matt DeThomas is a vice president at D.F. Pray, Dedham, Mass.

D.F. Pray is Proud to Partner with LBC Boston and SN Consulting Group on Nova Residences Quincy



Rendering courtesy of SN Consulting Group

D.F. Pray

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BROKERED BY HEALD AND ANGELONE OF JLL CAPITAL MARKETS RK Centers acquires 75,000 s/f shopping center for \$10.57 million



MIDDLETOWN, RI RK Centers has acquired RK Brown's Lane (formerly Brown's Lane), a 75,000 s/f shopping center from Retail Properties of America, Inc. (RPAI) for \$10.575 million. The sale was brokered by Nat Heald and Chris Angelone of JLL Capital Markets.

The property has access and visibility at a signalized intersection. It is located on Rte . 114 which serves as the main thoroughfare in the Middletown/Newport trade area. The property is anchored by Stop & Shop which has been operating at the location for over 30 years. Other national tenants include GNC and Sprint.

The property is located across the street from RK Middletown Square which was acquired by RK Centers in April 2015. The strong tenant roster includes Barnes & Nobles, Ulta Beauty, Michaels, and Petco.

Ken Fries, director of acquisitions at RK Centers said, "It (Middletown) is a market we know extremely well. With this purchase, we now own four centers within this dynamic trade area totaling 541,575 s/f. We believe that our operating efficiencies will serve us well going forward."

RK Centers has been active with its acquisition program in New England, purchasing 16 properties totaling approximately 1,675,000 s/f over the past 24 months.

Worth Avenue Capital closes \$175,000 comm'l. loan for restaurateur

GUILFORD, CT Worth Avenue Capital closed a \$175,000 commercial loan for a restaurateur who owns three restaurants in Vermont. The loan proceeds were used for working capital purposes for the three restaurants, and the loan is secured by a second mortgage on real property in Connecticut with an LTV of approximately 53%.

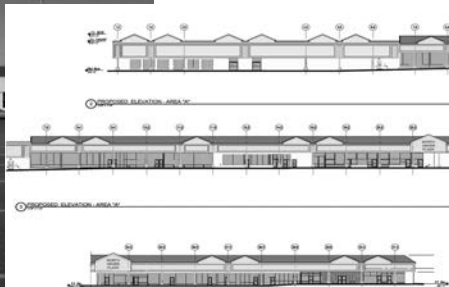
The loan was funded by one of WAC's private investors.

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North Haven – 900 – 30,000 SF available at the North Haven Shopping Center on busy Route 5. New owner will be completely remodeling the plaza which will include a new façade, roof, HVAC, lighting and a pylon sign. Area retailers include Walgreens, Super Stop & Shop, Retro Fitness, McDonald's, Burger King and more.



Middletown – This 6 acre parcel of land will be a planned to be built retail plaza. In line space and out parcels will be available. Pricing will be commensurate to tenant specifications.



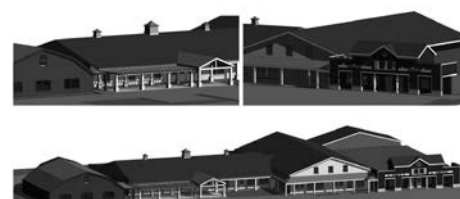
Milford – Join Milford Hospital Walk-In Center in the Milford Health and Medical Center on busy Route 1. Pristine medical office space with abundant parking and excellent accessibility between Route 15 and I-95.



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East Hartford – 4,800 +/- sf storefront close to Glastonbury Town line. Formerly a fitness facility, the space is wide open with hardwood floors.

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Boston, MA

296 Newbury Street
Gloucester/Hereford Block

1,341 sf (garden level) available

- Area retailers: Fred Perry, IBEX, The Frye Company, The North Face, Patagonia, MiniLuxe



Peabody, MA

Peabody Gardens
79 Lynnfield Street

2,050 sf available

- Key Tenants: CVS, Dunkin' Donuts, TD Bank

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Eaglewood Shops
175 Turnpike Street (Rte. 114)

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- Key tenants: Staples, Burtons Grill, Chipotle, Pier 1 Imports, b.good, Jos. A. Bank, Chico's



Stow, MA

Stow Shopping Center
117 Great Road (Rte. 117)

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Nashua, NH

Daniel Webster Plaza
225 Daniel Webster Highway

2,500 sf available

- Key Tenants: Starbucks, Not Your Average Joe's, Chipotle, TD Bank, Fidelity, Lenscrafters



Nashua, NH

Amherst Street Village
550 Amherst Street (Rte. 101A)

1,600 sf available

- Located at primary signalized entrance to Target, TJ Maxx, Panera Bread, Walgreens and PetSmart



Manchester, NH

Maple Tree Mall
535-555 Hooksett Road (Rte. 3)

1,600 - 18,000 sf available

- Located in the north end of Manchester, the largest city in NH with a residential population of 110,000




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Dishing social media: Understanding the love index



Diana Podaski
Linear
Retail Properties

As we kick off yet another wedding season, love is in the air. However, it's streaming farther than Cape Cod nuptials and making its way to our industry. As marketers, we are talking about the "love index" – essentially, putting into context the feelings people get from a brand experience.

As Herculano Rodrigues, associate director of locations and analytics of the Javelin Group out of London told us at ICSC RECon, after conducting research, his study revealed five dimensions for actually measuring customer's feelings. The five love in-

As retailers adapt to more technology and social media I think we'll see this love index become more and more pertinent. We now have 4-D movie theatres (fun & relevant), fitness classes at workout apparel stores (fun & engaging), sharing communities like Rent the Runway (social & helpful) and work-sharing businesses utilizing restaurants (helpful & relevant). The common theme is change based on pleasing the customer and keeping them engaged.

dex dimensions include; fun, relevant, engaging, social and helpful.

- Fun – Holds people's attention in an entertaining way.
- Relevant – Provides clear and customized information.

Engaging – Identifies with individual needs and wants.

- Social – Connects people with each other.
- Helpful – Is efficient, easy and adapts over time.

Now, in order for a brand to succeed, Herculano described, the brand must meet at least two of the five love index dimensions. He noted Walmart as an example, qualifying for both "relevant" and "helpful" categories. The big box brand is keeping very relevant these days as it is in the process of buying out the trendy men's clothing retailer, Bonobos (for \$310 million) in order to compete with Amazon's fashion sector. And on the "helpful" scale, just this spring, Walmart scored a patent for an in-store drone system to be used like messenger pigeons so customers don't have to walk across the large footprint to get a product or wait on staff to return from back rooms.

We're also seeing Hennes & Mauritz (H&M brands) adapt to change and up the love index, as its adding "80 stores from the company's half-dozen smaller brands this year vs more H&M outlets," according to Bloomberg. This includes a new concept called Arket, a higher-end store with not just clothes but home goods and a café, launching this fall in London.

As retailers adapt to more technology and social media I think we'll see this love index become more and more pertinent. We now have 4-D movie theatres (fun & relevant), fitness classes at workout apparel stores (fun & engaging), sharing communities like Rent the Runway (social & helpful) and work-sharing businesses utilizing restaurants (helpful & relevant). The common theme is change based on pleasing the customer and keeping them engaged.

Think about your brand, your audiences and whether or not you're hitting any of the five love index dimensions. It's time to invest in perception.

Fun Fact: Our average walking speed has increased by 10% in the last 20 years. Sourced from Robert Colville.

Diana Podaski is VP - marketing and social media at Linear Retail Properties, Burlington, Mass.

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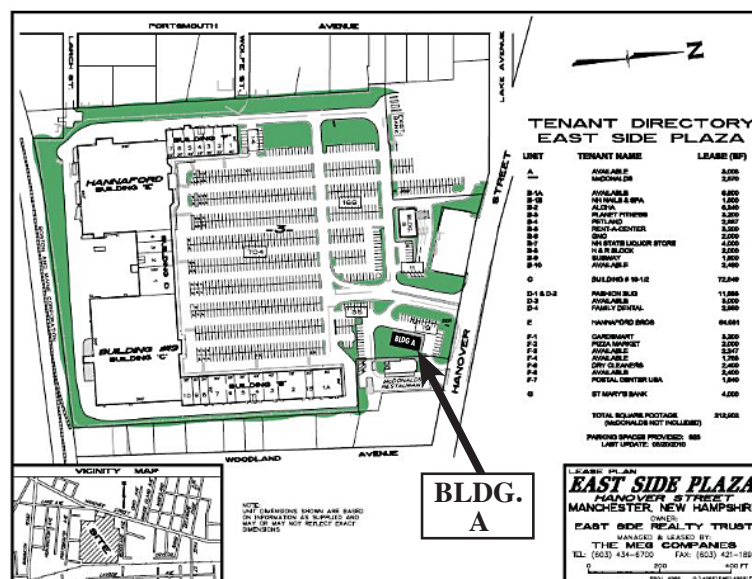
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Eastside Plaza Hanover St. Manchester, NH	Hannaford, Building 19	2,960 SF Front Pad Bldg Up to 100,000 SF Dev. Opportunity 1,785 – 6,500 – 10,000 SF in line	\$18 NNN “as is” or Build-to-Suit * next to McDonalds \$15.00 NNN In-Line
Hudson Mall Derry Rd. Hudson, NH	Hannaford, CVS McDonalds	1,000 SF to 3,000 SF	\$15 NNN Fully leased center Strong National Tenants
Middlesex Village Middlesex St. Lowell, MA	Rent-A-Center Family Dollar Advanced Auto Parts U.S. Post Office	3,600 & 1,200 SF 2,000 SF	Strong density, demographics & cars per day on Middlesex St. Newly renovated center
Coliseum Avenue Nashua, NH	Home Depot Hannaford, Chunky’s Planet Fitness,	18,500 – 60,000 SF	Available Immediately
Northside Plaza Manchester, NH	Hannaford, Shorty’s Restaurant NH State Liquor Store	1,600 SF - 12,000 SF	\$16 NNN
Nashua Mall Nashua, NH	Christmas Tree Shops Kohls - Home Depot Burlington Coat Factory Babies R Us	4,300 SF – Front Pad Location 916 SF, 1,649 SF	Highway Visibility \$26 – \$30 NNN \$22 NNN
Hannaford Ctr. Londonderry, NH	Hannaford	Up to 8,000 SF New Pad Development	Supermarket Anchor

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NAI THE DUNHAM GROUP LEASING AGENT

Fore Street Ptrs. welcomes Higher Grounds Café to 45 Wharf St.



PORTLAND, ME New owner/local developer, Fore Street Partners, has welcomed Higher Grounds Café to 45 Wharf St. In January of 2016, the owner and its affiliated companies purchased approximately 50,000 s/f on Fore and Wharf Sts. and are committed to diversifying the tenant base and upgrading this block. 51 Wharf night club previously occupied 5,000 s/f in the building. The space will now be replaced by the Higher Grounds coffee shop and bakery and will feature a new façade.

In conjunction with Fore Street Partners, NAI The Dunham Group is reaching out to the market in search of restaurants, arts or retail users to fill the remaining space and complete the goal of transforming this block of Wharf St. The owner is flexible and welcomes creative ideas to help turn this area into a destination for food, coffee, retail and pubs. The remaining 3,500 s/f is available for lease. It can be subdivided into two smaller spaces and features a fully built-out kitchen for food users.

Hill of TFMoran receives professional eng. license

BEDFORD, NH Jason Hill, PE, received his New Hampshire professional engineer license. Hill serves as a project manager for TFMoran, Inc. in the civil engineering department.



Jason Hill

He has over 15 years of experience including site planning and design of private land development projects, public works projects, stormwater management systems, and design of piped utilities.

Hill is NHDOT LPA certified and is experienced in roadway design and permitting. He has a bachelor of science degree in Environmental Engineering from Syracuse University.



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MCMAHON REPS LANDLORD; GIOKAS OF PARAMOUNT REPS TENANT

Summit Realty Partners leases 2,400 s/f to For Eyes in Saugus





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*Tenants include: Food concepts, e-cigarette and modern ladies apparel & accessories

SAUGUS, MA Summit Realty Partners, Inc. completed a lease transaction with For Eyes Optical at 600 Broadway (Rte. 1). For Eyes signed a lease for a 2,400 s/f retail space.

Chris McMahon of Summit Realty Partners represented the landlord, Saugus MZL LLC, and Matt Giokas of Paramount Partners represented the tenant.

Currently leased to FedEx Office, For Eyes and Mattress Firm, 600 Broadway is an 11,500 s/f retail strip center, which experiences traffic counts of nearly 107,500 VPD. This highly visible property is located in the center of the super regional retail corridor in front of Home Depot and in close proximity to a new Super Wal-Mart and the Square One Mall. For Eyes is a nationwide company with nearly 116 stores across the U.S.



Chris McMahon



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Galaxy Development adds 5 acres for development at Pleasant Valley Crossing

SUTTON, MA With Phase I of Pleasant Valley Crossing Shopping Center nearly 100% complete, Galaxy Development has just added more land for development of a third phase.

The newly acquired parcel is currently being designed to accommodate a free standing 5,500 s/f full-service restaurant and a multi-tenant retail plaza building of 19,000 s/f. MidPoint Engineering of Auburn, Mass. will be submitting plans for permits this spring and the developer expects to start construction in the fall with store openings planned for summer of 2018. Todd Lornell was the broker for the seller, Fuller Hamlets Soccer Club.

For full story visit nerej.com



Project of the Month

Arsenal Yards



Land Surveyor

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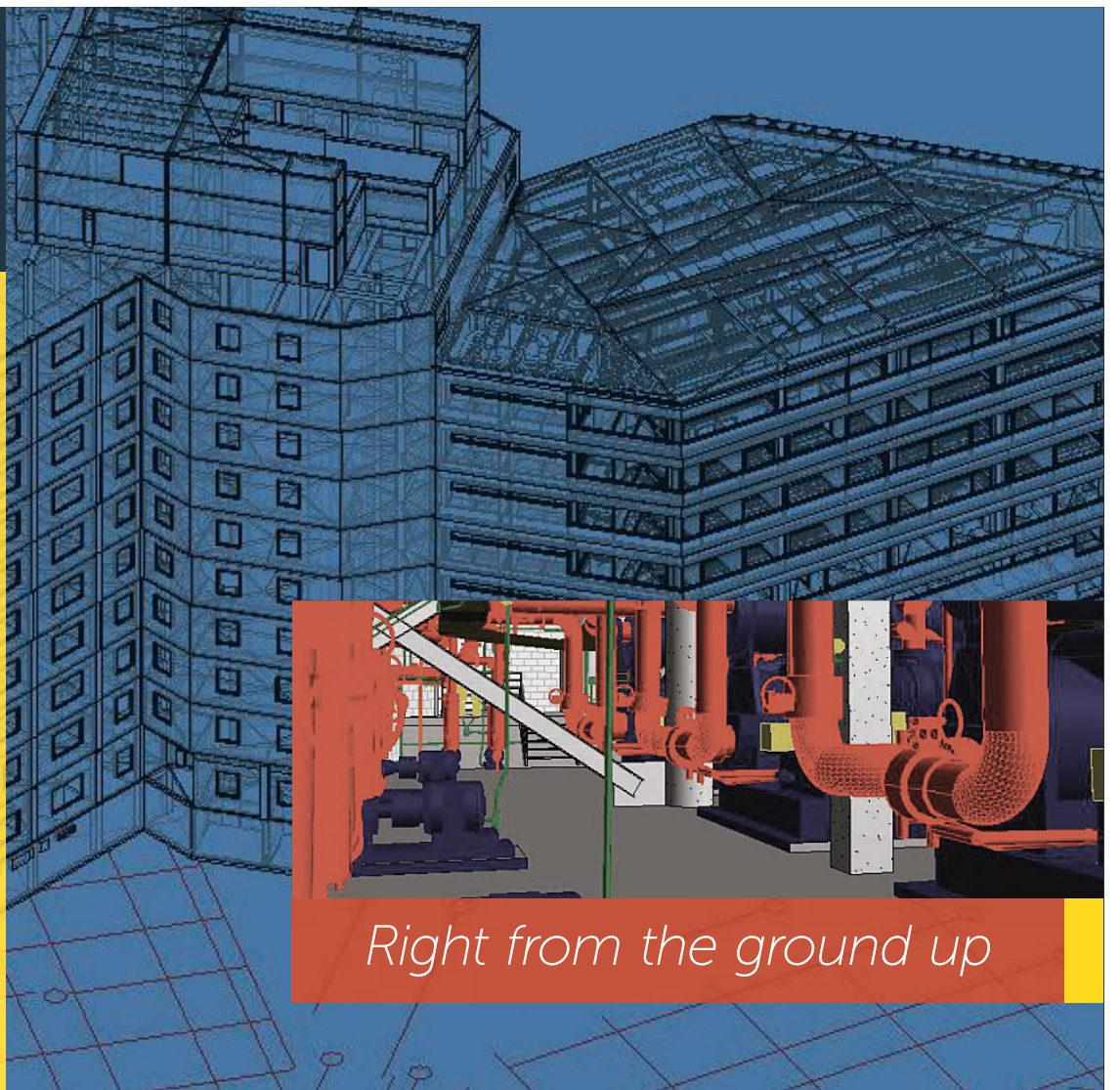
3D SCANNING

CONSTRUCTION ENGINEERING

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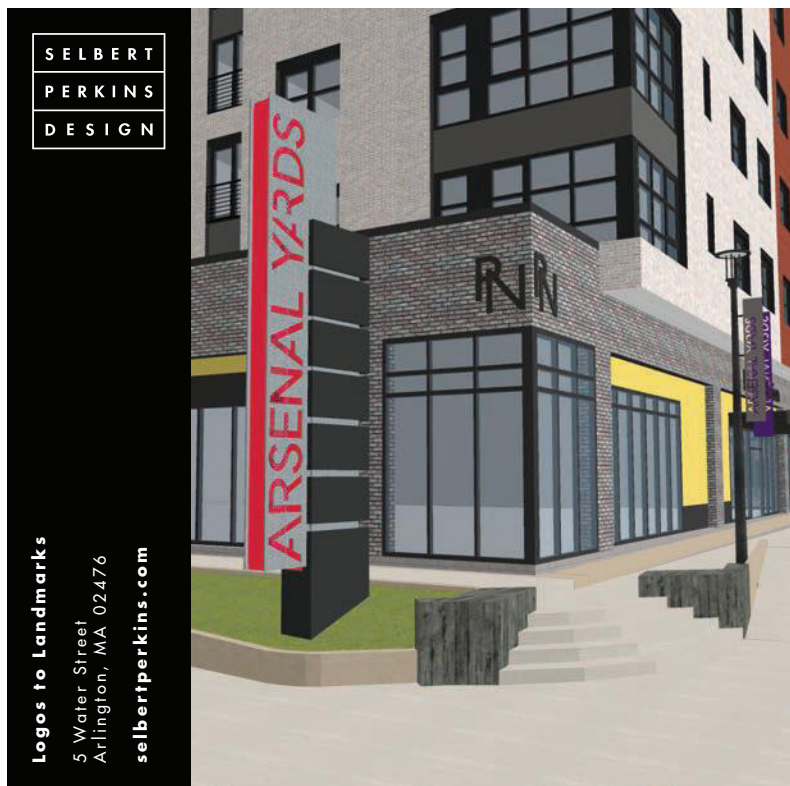
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PROJECT TEAM: PCA, RJ O'CONNELL, HINCKLEY ALLEN, VANASSE & A

Boylston Properties and to transform 20-acre pr

WATERTOWN, MA Just west of downtown Boston, along the Charles River, the city's next great neighborhood is about to become an exciting new reality. In the East End of Watertown, where Cambridge meets Boston, the 20-acre property encompassing the outdated Arsenal Mall and adjacent properties will be transformed into the new Arsenal Yards, a dynamic all-in-one living, shopping, dining, and entertainment destination offering an urban vibe with the ease of a suburb. The mixed-use property will embody modern city life redefined for the 21st century with 325,000 s/f of retail space, 425 residential units, 160,000 s/f of office space, a 150-room hotel, and entertainment offerings including a movie theatre and an exceptional food/wine venue offering bowling and bocce. The development will feature abundant outdoor space and access to Arsenal Park and the Charles River.

Arsenal Yards is a joint venture of two Boston-based companies: Boylston Properties, a development firm specializing in progressive mixed-use urban projects; and The Wilder Com-

panies, a retail real estate development, management, and leasing firm. The companies acquired the property in 2013 with the vision of transforming it into a vibrant new urban hub.

"Like Boston, Somerville, and Cambridge, Arsenal Yards' exceptional location immediately inspired our vision for the property as a dynamic, connected destination," said Bill McQuillan, principal of Boylston Properties.

Set strategically at the intersection of community and convenience, Arsenal Yards is highly accessible to Greater Boston with 1.2 million residents and 993,000 employees within a 10-minute drive of the project. The area is growing rapidly, with 10,000 new residences built within a three-mile radius since 2010, and a projected growth of 17% within one mile of the property. Major surrounding businesses include athenahealth, Tufts Health Plan, New Balance, Bright Horizons, and Mt. Auburn Hospital.

For Tom Wilder, a Wilder Companies principal, Arsenal Yards embodies the firm's mission of shaping today's

retail experiences by creating properties that surprise and delight with entertainment and lifestyle benefits. "Arsenal Yards will be an exciting, exceptional all-in-one destination to meet today's customer's high expectations with curated shops, a specialty grocer, chef-driven eateries, a premium wine store, boutique fitness studios and various entertainment offerings," said Wilder. "The opportunity to unite commerce, history entertainment, recreation, and social experiences at this property is incredible."

Aesthetically, Arsenal Yards, the name selected as a nod to the heritage of East End Watertown as a commercial hub for nearly two centuries, will offer an attractive mix of old and new, with creative architectural additions, respectful restoration and sustainability as priorities.

The two historic buildings that comprised the original Watertown Arsenal, an ordnance depot and small arms factory built in 1816, will be retained and restored, featuring re-exposed classic masonry and original steelwork. They will be reintroduced as street front retail and comprise roughly half of the total retail space. Additionally, the 20-acre neighborhood will have different sections, each with their own identities: The Woonerf—a Dutch word for "shared street"—will have residential overlooking a very pedestrian street with a European feel. There will be the ability to close off the streets for special events and music. The retail merchandising in the Woonerf will reflect its European feel.

Main St. offers an urban vibe, with historic buildings on one side of the street and contemporary on the other. River Green connects to the adjacent

Redevelopment & Leasing Counsel

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We are proud to partner with **Boylston Properties** and **The Wilder Companies** to redefine retail and residential lifestyle at **Arsenal Yards**.

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The Wilder Companies Property – Arsenal Yards



Arsenal Park, which fronts the Charles River. This will be a high-energy area with an interactive play space; highly activated with a direct connection to the park.

425 new residential units in various buildings throughout the property will offer a mix of living choices from rental to for-sale units, ranging from studios to multi-bedroom floor plans. All buildings will be reviewed for LEED Silver compliance.

Groundbreaking for Arsenal Yards is set for this fall, with construction completed over the course of three years. The majority of the retail, the hotel, and new parking decks are slated to open in spring 2019, followed by the residences in 2020.

Arsenal Yards Project Team

Boylston Properties	Developer
Wilder Companies.....	Developer/Leasing
PCA	Architect
RJ O'Connell & Associates, Inc.	Civil Engineer
Carol Johnson and Associates	Landscape Architect
Vanasse & Associates, Inc.	Traffic Consultant
Feldman Land Surveyors.....	Land Surveyor
Selbert Perkins Design.....	Site/Environmental Signage
Hinckley Allen.....	Redevelopment & Leasing Counsel

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FROM USGBC FOR NEEDHAM STREET VILLAGE SHOPS Bierbrier Development's Newton project receives LEED certification



NEWTON, MA According to Bierbrier Development, a Lexington-based shopping center developer, its newest construction project, Needham Street Village Shops, received LEED certification from the U.S. Green Building Council (USGBC). The shopping center achieved certification under the LEED 2009 Core and Shell Development rating system.

The USGBC created the Leadership in Energy and Environmental Design (LEED) program in order to provide standards for green building and renovations. LEED Certification means that Needham Street Village Shops was developed with the latest design and construction principals to enhance environmental sustainability in the areas of site development, materials utilization, water and energy efficiency.

Mahesh Ramanujam, president & CEO, U.S. Green Building Council and Green Business Certification Inc. said that, "LEED certification identifies Needham Street Village Shops as a showcase example of sustainability and demonstrates their leadership in transforming the building industry." In honor of this impressive achievement and in appreciation of their participation in LEED, Bierbrier Development was presented with a certificate to recognize their accomplishment.

Needham Street Village Shops is a new shopping center located on Needham St. The Needham St. corridor is the dominant shopping center destination serving the densely concentrated residential population, nearby office parks and a large student population.

For over 40 years, Bierbrier Development has acquired, developed and managed quality retail projects across Eastern Massachusetts. Bierbrier Development's portfolio includes: Arlington Village Shops in Arlington, Walgreens Plaza in Haverhill, Wellington Circle Plaza in Medford, Needham Street Village Shops in Newton, and South Shore Place in Braintree.

Building Your Brand Builds Your Business



Lakeway Commons
 Shrewsbury, MA



BRANDEVOLUTION

Poyant's team of branding experts has been delighted to collaborate with Grossman Development Group and cm&b on the development of the Lakeway Commons project.

Poyant fabricated and installed the three new entrance pylon signs which feature energy efficient LED lighting systems, and custom masonry by Fernandes Masonry, Inc.

This massive new mixed-use development is already changing the face of Route 9 and is sure to be a hot spot in Shrewsbury.

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PROJ. TEAM INCLUDES MCPHAIL ENG. AND MERIDIAN ASSOC.

NEI begins construction on 6-story mixed-use development

BEVERLY, MA NEI has begun construction on 112 Rantoul St., a transit-oriented, mixed-use development project located adjacent to the Beverly Depot commuter rail station in the heart of downtown.

The project is a six-story, 66,000 s/f podium construction building which will be comprised of 67 market rate residential rental units with a wood structure constructed over a steel structure, housing retail and business spaces.

The apartments will range from studios to two-bedrooms and resident amenities will include a roof deck with a view of Beverly Harbor. Up to 70 parking spaces will be reserved in the adjacent commuter rail parking garage. The ground floor retail space will help to revitalize Rantoul St. with a café or gourmet food store serving



Shown (from left) are: Clay Deutsch, CEO of Boston Private Bank; Marty Jones, president & CEO of MassDevelopment; Timothy Sullivan, director of MassHousing; secretary Jay Ash; governor Charlie Baker; Sarah Barnat, president of Barnat Development; mayor Michael Cahill; and Brian Shortsleeve, chief administrator & acting general manager of MBTA

1,440 SF & Up to 135,000 SF EXISTING | 3,600 SF, 7,000 SF, and 20,000 SF PAD SITES

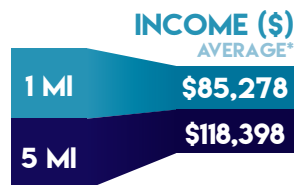
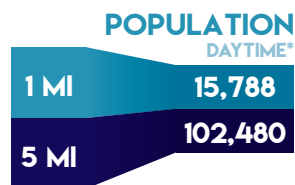
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- 7,000 SF (Pad site adjacent to TD Bank)
- 20,000 SF Pad Site



the needs of neighbors and commuters that utilize the Beverly Depot.

The 112 Rantoul St. team includes women-owned businesses Barnat Development, ICON architecture, and McDermott Ventures. Also on the team are McPhail Engineering, Meridian Associates, and Terrence McDermott, Esq.

McMenemy joins Hancock Associates

DANVERS, MA Hancock Associates, a leading local provider of land surveying, civil engineering and wet-



Ann McMenemy

land science services, has hired Ann McMenemy, PWS, NHCWS, as senior wetland scientist/ecologist. She provides technical and regulatory

expertise/permitting strategies for ecological constraints to projects in freshwater and coastal resources, rare species habitat and upland and degraded land. She is responsible for preparing and representing permit applications, moving a project from planning through construction. Plus, she mentors Hancock's wetland scientist staff on permitting oversight and regulatory agency negotiations.

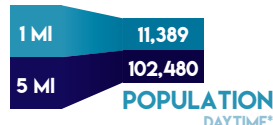
McMenemy has over 30 years of experience including onsite selection studies, environmental impact statements, alternatives analysis, permitting strategies, negotiation of permits with regulators, mitigation design, construction oversight and post-construction compliance. She has worked on a wide range of projects such as power generation facility siting, electric transmission, natural gas pipelines, mining, hazardous waste remediation, highway/road construction, landfill closure, wastewater disposal, drinking water supply/filtration, commercial, industrial and residential development.

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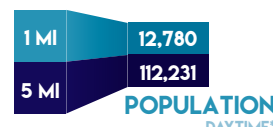


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JOINS TATTE BAKERY & CAFÉ TO OPEN THIS FALL

Skanska leases 1,800 s/f to Oath Craft Pizza at 1350 Boylston St.

BOSTON, MA Skanska has signed a lease with Oath Craft Pizza for 1,800 s/f of retail space at 1350 Boylston, the developer's second luxury residential tower in the city. Once completed this fall, 1350 Boylston will be a 17-story, 183,000 s/f building with 212 apartments, amenities, and 7,000 s/f of ground floor retail.

Oath Craft Pizza is a fast-casual pizza restaurant with proprietary crust and sustainably sourced toppings. It will join Tatte Bakery & Café, a bakery and café that will be serving sweet and savory dishes for breakfast, brunch, lunch and dinner at 1350 Boylston. Both eateries will open this fall.

"We're proud to provide a vibrant location for Oath Craft Pizza that nicely complements our residents' amenities package at 1350 Boylston, and brings a delicious, fast-casual



dining experience to the neighborhood," said Charley Leatherbee, head of Skanska's real estate development operations in Boston.

While Oath Craft Pizza continues to grow, it is deepening its commitment to offering sustainably sourced food. The company has just received Humane Farm Animal Care's (HFAC) Certified Humane approval, certifying that its toppings are sourced from farms that meet the program's standards of ethical and humane animal treatment. Working with farms such as North Country Smokehouse and Pederson's Natural Farms, Oath Craft Pizza is the first pizza brand to receive the designation.

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Vantage Bldrs. completes 2,500 s/f build-out for Breakout Games

WOBURN, MA Vantage Builders, Inc. has completed the build-out of the first New England location of Breakout Games, a leading provider of "escape room" entertainment, at 100 TradeCenter.

At the new location, Breakout Games offers four scenarios: the kidnapping, museum heist, operation: casino and hostage. All take place within the 2,500 s/f area renovated by Vantage Builders, following plans by architects Form + Place.

"The Vantage Builders team was great to work with," said Brad Greenman, operation expansion team leader, Breakout Games. "We assigned them a fairly aggressive deadline, because we were intent on opening on schedule. And even with a number of design changes throughout the process, they were able to deliver on time."

The Breakout Games project included work in the lobby and each scenario room. The layout required interior demolition of the existing space, which was previously used for corporate offices.

100 TradeCenter, which is located at 100 Sylvan Road, is owned by Cummings Properties.

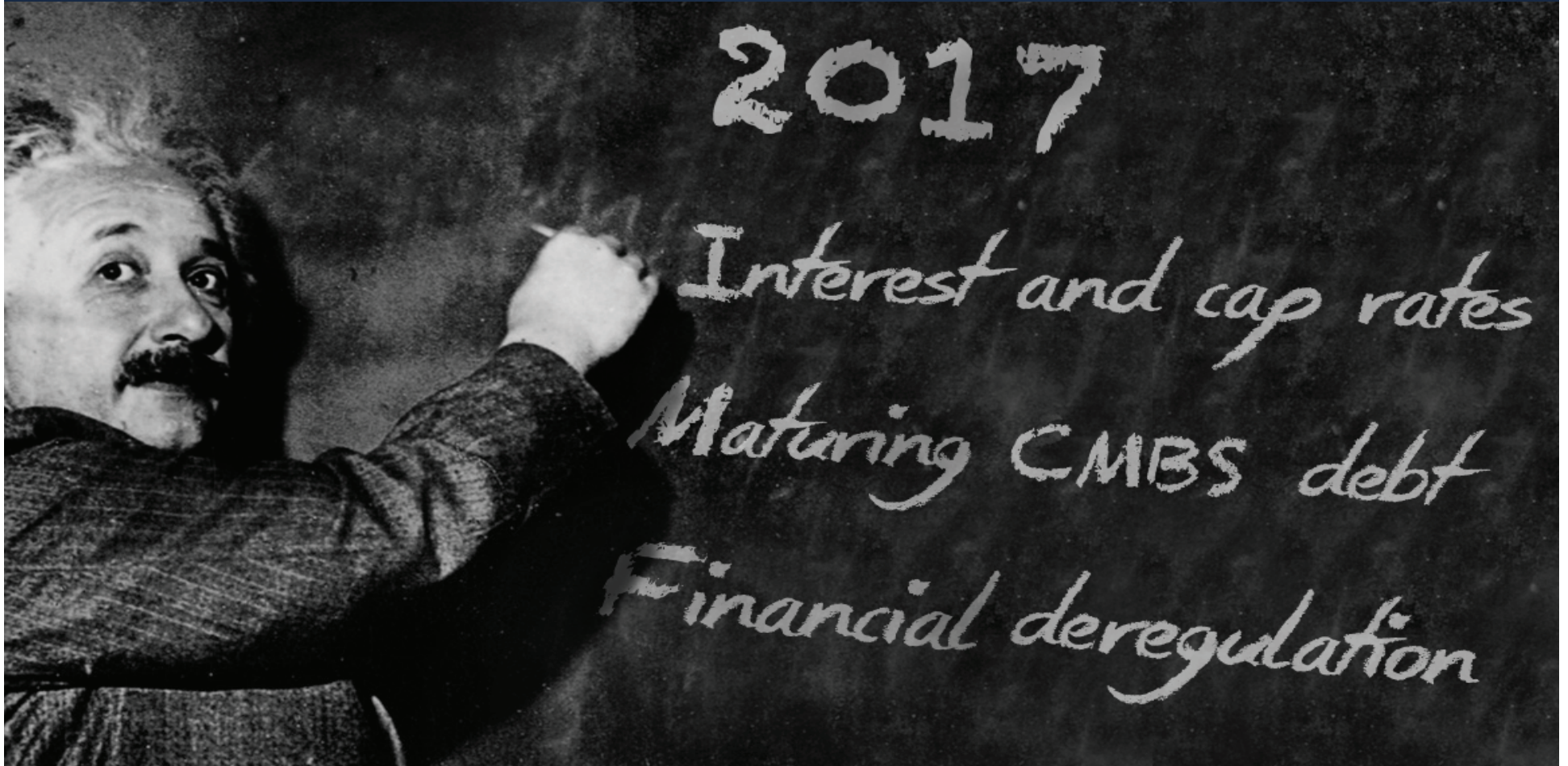
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Lifestyle Place
Newton, Massachusetts

66,021 Sq. Ft. Strip Center

The undersigned arranged the above
financing with

American United Life
Insurance Company

\$28,200,000

First Mortgage Loan
for refinance of
Waterstone 6
A 6-Property Retail Portfolio

totaling
268,015 Sq. Ft.

The undersigned arranged the above
financing with

Northern Bank & Trust
Company

\$9,000,000

First Mortgage Loan
for refinance of
The Tannery Marketplace
Newburyport, Massachusetts

85,863 Sq. Ft.
Specialty Center

The undersigned arranged the above
financing with

Thrivent Financial for
Lutherans

\$2,946,914

First Mortgage Loan
for refinance of
Acton Woods Plaza
Acton, Massachusetts

42,677 Sq. Ft. Specialty Center

The undersigned arranged the above
financing with

American United Life
Insurance Company

\$14,250,000

First Mortgage Loan
for refinance of
Sherman Plaza
Saugus, Massachusetts

75,309 Sq. Ft.
Strip Center

The undersigned arranged the above
financing with

Goldman Sachs Mortgage
Company

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FOR MIXED-USE COMPLEX IN PLYMOUTH

Groblewski of Fantini & Gorga arranges \$6.9m acquisition financing



ORSI ARONE ROTHENBERG

ORSI ARONE ROTHENBERG IANNUZZI & TURNER LLP

Robert Orsi, Esquire
Attorney at Law

160 Gould Street, Suite 320
Needham, MA 02494-2300

781-239-8900

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PLYMOUTH, MA Boston-based Fantini & Gorga arranged \$6.9 million in first mortgage financing for the acquisition of two adjacent properties,

a Hilton Gardens ground lease at 4 Home Depot Dr., and an 18,250 s/f retail center shadow-anchored by Home Depot and located at 6-20 Home Depot Dr., off Rte. 3 at Exit 5. Senior managing director Casimir Groblewski arranged the financings with a regional financial institution on behalf of his long-time clients, a group of Massachusetts-based real estate investors.

The Hilton Gardens property is improved with a five-story, 130 key limited service hotel that was constructed in 2004-2005. The hotel is owned and operated by a major Hilton franchisee. The loan security includes a long-term ground lease.

The retail plaza is 100% occupied and is anchored by New Tokyo Japanese restaurant, one of the original occupants. Other tenants include The Mattress Firm, Hot Locks Spa and Salon, and Massage Envy. The complex was developed in 2005-2006 and is attractively designed and constructed in a first class manner.

In addition to the neighboring 130,000 square foot Home Depot, other nearby tenants include West Marine, Etan Allen Furniture, The 99 Restaurant, Town Fair Tire, and Tufankjian Honda.

"This assignment generated a great deal of interest from a wide variety of lenders, all of whom recognized the high quality of these assets as well as the properties' excellent location, occupancy histories, sponsorship and management. The result was two unique loans with structures that exceeded the borrower's expectations," said Groblewski. "The lender significantly exceeded our client's expectations."

Casimir Groblewski

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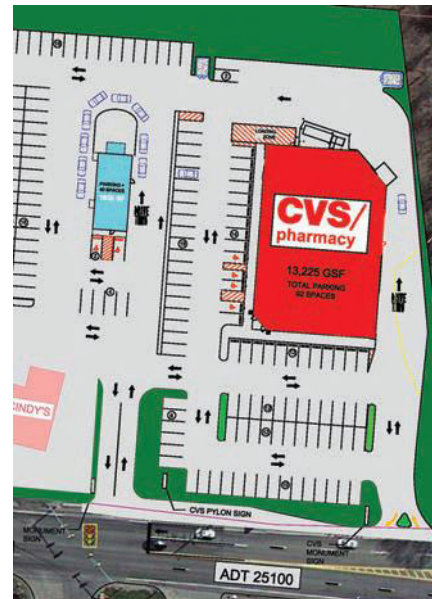
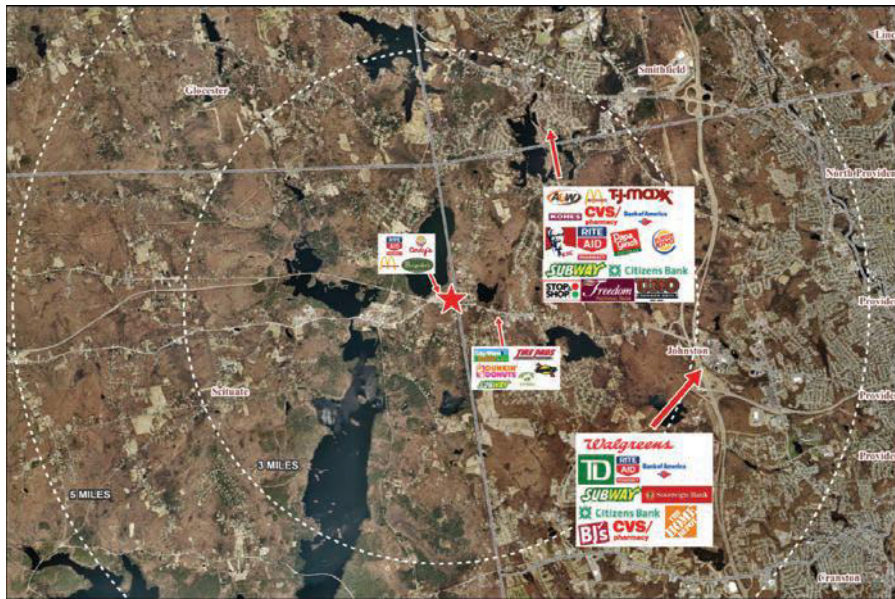
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For more information or to arrange a showing, please contact:
Eric Szczepkowski - erics@coastrealtyassociates.com



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RUM RUNNERS BAR & GRILL AT 243 LOWER COUNTY RD. Miles of Commercial Realty Advisors brokers \$225,000 sale

DENNIS PORT, MA According to Kevin Pepe, managing director of Commercial Realty Advisors, Ed Miles,



Ed Miles

vice president of business brokerage sales at Commercial Realty Advisors, Inc. has arranged the \$225,000 sale of Rum Runners Bar & Grill at 243

Lower County Rd.

The buyer was Tim Gaudette, of Sunny Boy Inc., along with Chris and Tony Pons. The seller was Les and Wanda Staras. Gaudette has additionally secured the purchase of Schooners Restaurant at 372 Main St. in Hyannis. The sellers were Michael Macheras, of Macheras Main Street Corp.



Levin named exclusive managing agent for Westbrook Outlets

WESTBROOK, CT Commercial real estate services firm Levin Management Corp. (LMC) has been retained as exclusive managing agent for Westbrook Outlets, an open-air outlet mall. Under new ownership and recently renamed, the 290,000 s/f property will be undergoing a significant rebranding; the assignment incorporates LMC's consumer engagement marketing services.

"Westbrook Outlets is an exciting addition to our management portfolio," said LMC's Robert Carson, executive vice president. "This assignment is particularly rewarding because it is our first project with a new client. Westbrook Outlets is a strong property in a desirable submarket with excellent visibility and accessibility. Our efforts here initially will focus on upholding the high-quality shopping environment that customers have come to expect, while continuing to maintain strong tenant relations."

Located at 314 Flat Rock Place at Exit 65 of I-95, Westbrook Outlets features dozens of brand-name, family-oriented outlet stores spanning a range of categories including accessories and jewelry; men's, women's and children's apparel; footwear; housewares and home furnishings; and specialty retail. H&M recently signed a lease to join the tenant lineup. Existing, high-profile retailers at the property include Bass Factory Outlet, J. Crew/Crewcuts, Hollister, Justice, Loft Outlet and Williams-Sonoma Outlet, among many others. The open-air mall also includes a hair salon and a 12-screen Marquee Cinemas.

"This property houses a great tenant mix, and we look forward to helping our client reintroduce it to the marketplace," said Melissa Sievwright, LMC's vice president of marketing.

PROPERTIES AVAILABLE



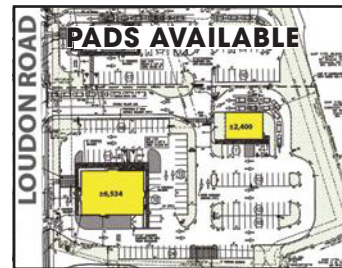
HERITAGE PARK PLAZA
406 North Main Street
East Longmeadow, MA
3,341 to 4,280 sf
Stop & Shop, Petco, Panera



SOMERSET SQUARE
175-215 Glastonbury Blvd.
Glastonbury, CT
2,000 to 6,500 sf
Stop & Shop,
Barnes and Noble, FedEx



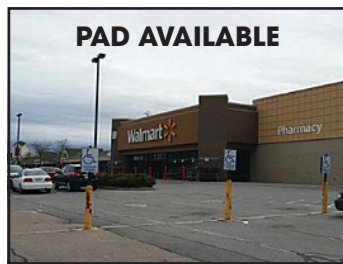
MONADNOCK MARKETPLACE
30 Ash Brook Rd.
Keene, NH
1,500 to 9,900 sf
Price Chopper, Target,
Home Depot



LOUDON ROAD DEVELOPMENT
192-196 Loudon Road
Concord, NH
2,000 to 15,000 sf
Dairy Queen



VILLAGE MALL
436 Broadway (Route 28)
Methuen, MA
1,571 to 3,913 sf
Fuddruckers, Dollar Tree,
Jo-Ann Fabrics



FAIRHAVEN COMMONS
42 Fairhaven Commons Way
Fairhaven, MA
1,678 to 21,422 sf
Walmart, Marshalls,
Planet Fitness



NORTHGATE PLAZA
91 Auburn Street
Portland, ME
2,200 to 7,376 sf
Shaw's, CVS, Starbucks,
Anytime Fitness

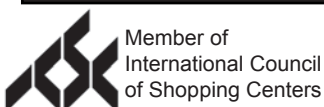


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Question of the Month

What is the advantage of having an owner's representative on a construction project?



Peter Koska
The Site
Management Group

The Site Management Group (SMG) has represented developers and building owners on numerous commercial and institutional construction projects for the past 23 years. The commitment to their clients is evident in their goal to increase the profitability of a project without sacrificing design integrity or visual appeal, with special emphasis on value engineering and completion of the projects on schedule. SMG has the experience, commitment and passion to provide an owner with the representation they need to deliver a project on time and within budget.

As an owner's representative, SMG gets involved in the preliminary design stages working with a team of civil, geotechnical and structural engineers and architects to develop a project that will succeed with a well developed design, and stays within the budget proforma.

The owner's representative can aid in negotiating consulting contracts with geotechnical and civil engi-



Randy Bern
The Site
Management Group

neers, architects, testing agencies and landscape designers. The objective is to support clients through the most difficult site and building projects. SMG's services are valuable to the site developer, civil engineers, educators, medical groups and commercial lenders associated with large and small residential developments, retail and commercial projects, educational institutions and medical facilities throughout the northeast. They have developed associations with various construction and engineering consultants, as may be required from time to time depending on the varied complexity of a particular project, thus offering as much or as little service as a client may require.

Many developers do not have the necessary background or in-house construction personnel to manage a project from preliminary design through construction finish. An owner's representative has the ability to provide guidance throughout the project. It all starts with the review

of site feasibility, proximity to all required utilities, soil conditions and development of site budget costs. Next, an analysis of preliminary and interim plans and specifications, as design engineers finalize working drawings with input for value engineering recommendations, exploring potential cost savings by introducing alternative construction methods, materials, and sequencing. At this point,

As an owner's representative, SMG gets involved in the preliminary design stages working with a team of civil, geotechnical and structural engineers and architects to develop a project that will succeed with a well developed design, and stays within the budget proforma.

site and building budget analysis is considered to keep the project financially on track ready to start permitting. The owner's representative will establish a format for the bid package and solicit qualified bidders for the project, review bids, and negotiate the construction contract with the successful contractor. This is a critical part of the process as a well-developed

set of construction drawings, and specifications can reduce over runs and extra work change orders.

Once the project moves into the construction phase, the owner's representative will advise the developer on the project schedule, attend weekly job meetings, review monthly payment applications with presentation to bank inspectors, and solve the varied construction issues that require

trouble shooting on a daily or weekly basis. During the construction phase the owner's representative takes over the responsibility of coordinating construction with all local municipal agencies, city inspectors, and utility companies.

As the construction process evolves there is a likelihood of extra work due to discrepancies in contract drawings,

changes to the design to improve the look and functionality of the project, or unseen site conditions, which initiates a cost for these changes. It becomes the representative's job to review these costs for validity and accuracy.

An owner's representative will combine the knowledge derived from many years of construction experience to be the one person the owner can depend on and trust to provide the critical information needed to make informed development decisions that affect the aesthetic and financial success of any project. To have one person responsible for coordination of all the elements previously discussed would be a tremendous advantage and ultimately pay huge dividends to the owner of the development.

The Site Management Group's principal advantage to an owner is to consistently maintain control over all aspects of the project, thereby allowing the client the opportunity to focus their attention on the other aspects of their business.

Peter Koska is the president and Randy Bern is director of The Site Management Group, Hanover, Mass.



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FINE, CURTIS, NICK AND ROBERT MARONA TO MANAGE HARBOR POINT NGKF appointed by BLT as exclusive leasing agent for 30,116 s/f

STAMFORD, CT Newmark Grubb Knight Frank (NGKF) has been appointed by Building & Land Technology (BLT) as the exclusive leasing agent for the Harbor Point retail portfolio totaling 30,116 s/f. NGKF retail senior managing directors Peter Fine and Jessica Curtis, director Nick Marona and associate Robert Marona will manage the leasing for the Harbor Point retail properties and pad sites.

BLT's properties at Harbor Point Road boast fully built-out, free-standing restaurant and retail space with waterfront views in Fairfield County's fastest growing mixed-use community. Available retail spaces range from 1,660 s/f to 6,949 s/f including an expansive outdoor waterfront dining opportunity. With increasingly strong demographics, the convenient location and live-work-play environment

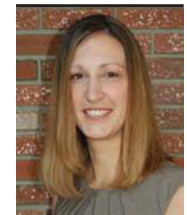


created at Harbor Point presents a premium opportunity for restaurateurs and retailers alike. Nearby retail tenants include Fortina, Fairway Market, CVS, Design Within Reach, Dinosaur BBQ, Harlan Social, Le Pain Quotidian, Bareburger, Pinot's Palette, Sign of the Whale, Booth Bay Lobster Company and many others.

"Seasoned in the food, beverage and entertainment retail real estate industry on a national level, our team is excited by the opportunities BLT is making available along the boardwalk," said Fine. "We see a tremendous opportunity to expand on the vibrant food and beverage scene at Harbor Point and have had an outpouring of best-in-class emerging operators show keen interest."

Palmaccio joins Bierbrier Development

LEXINGTON, MA Bierbrier Development has appointed Nikki Palmaccio as comptroller for the company.



Nikki Palmaccio

In her position, Palmaccio will be responsible for all accounting operations and will assist with acquisitions and financing strategies for all properties.

Palmaccio joins the Bierbrier Development team with over 12 years of real estate accounting and finance experience. She brings extensive high level financial management experience to the firm, having served as a controller at both Winn Residential and The Davis Companies and as an associate at a Boston-based retail shopping center REIT.

"As we continue to expand our portfolio, we are delighted to have Mrs. Palmaccio join us and strengthen our team. Her industry knowledge and experience will play a key role in our future growth," said Len Bierbrier the company's president.

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WITH FETTER OF BAUM RLTY. AND BAGLEY OF ATLANTIC RETAIL Kadis of Linear Retail leases 14,528 s/f to Duluth Trading Co.

WARWICK, RI According to Linear Retail, the 14,528 s/f Duluth Trading Company is now open at its 1000 Bald Hill Rd. shopping center.

Originally an online business, Duluth now has 22 brick & mortar locations with product varying from casual wear, workwear and accessories. All Duluth's gear is centered around innovation for the job site and have been "tested by tradesman, construction workers, dock hands, cycle riders, old hippies and other hard-as-nails characters."

The deal was executed by Linear Retail's Joel Kadis, partner - leasing & development; Baum Realty Group's Matt Fetter, managing director; and Atlantic Retail Properties' Jim Bagley.



Ribbon cutting of Deluth Trading Company - Warwick, RI

CRDA issues RFQ for redevelopment Hartford's downtown venue

HARTFORD, CT The Capital Region Development Authority (CRDA) issued a Request for Qualifications (RFQ) seeking private entities interested in redeveloping the XL Center arena and associated properties into a first-class sports and entertainment destination.

As the quasi-public state agency, responsible for the operation and maintenance of the XL Center, CRDA has been working with architects and sports consultants over the last three years to develop a plan for transforming the 40-year-old arena in order to ensure its long-term sustainability. The XL Center's functionality and ability to generate revenue are severely limited by its age, obsolete design, outdated mechanical systems, limited building footprint, narrow concourses, limited fan amenities, shortage of restrooms and ADA deficiencies.

"In meeting with legislators on funding for the XL Center transformation project, the idea of seeking private financing for the project has been raised a number of times," said Michael Freimuth, CRDA's executive director. "We agree with this idea and we're exploring its possibilities."

The RFQ represents the first of a two-phase developer selection process whereby the authority would seek potential development entities that are interested in a public-private partnership for the project. Statements of qualifications submitted under the RFQ will be reviewed by a selection committee charged with developing a short list of respondents who will then be invited to submit detailed development proposals in Phase II under a separate Request for Proposals.

CRDA estimates that transforming the XL Center will cost about \$250 million. Governor Malloy has cited redevelopment of the XL Center as a priority and the legislature's finance committee approved a bond package that included an XL Center allocation.

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Windover Const. completes 10,000 s/f Rail Stop Restaurant



BOSTON, MA Windover Construction, an award-winning construction management firm has completed Rail Stop Restaurant & Bar, a contemporary restaurant located at Boston Landing, a new mixed-use development on the Allston/Brighton line.

Rail Stop is a 10,000 s/f, single-level restaurant and bar located at 96 Guest St. It will serve contemporary New England cuisine and seat around 300 people, both indoors and out. Windover tapped Beacon Architectural Associates and interior designer Peter Niemitz to design the space, which features custom high-end finishes and furniture, and boasts a rustic, vintage feel.

Coming on the heels of the completed Beauport Hotel in Gloucester, Mass., the Beauport Hospitality Group engaged Windover for another “soup to nuts” design-build project. Windover orchestrated all components of this turnkey fit-out just short of delivering patrons on its opening day. Windover managed the permitting, programming, budget, design, and construction as well as the finer details such as the procurement of the point-of-sale systems, linens, furniture, glassware, and silverware for our client.

“We’re thrilled to have built such a solid, collaborative relationship with the Beauport Hospitality Group over multiple projects,” said Lee Dellicker, president and CEO of Windover Construction. “We take great pride in our client partnerships, and Rail Stop is another example of our dedication to those principles paying off.”

When completed, Boston Landing will be a 14-acre development spanning almost 2 million s/f. What was once an industrial area, including the region’s largest stockyard, will eventually become a development with office space, retail stores, restaurants and residential units. Most notably, the development is home to a practice and training facility for the Boston Bruins, and will soon add a practice and training facility for the Boston Celtics.

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TO LIGHT'N LEISURE AND HEALTH EXPRESS AT KINGSBURY SQ. Cotter of Powers & Co. completes two leases totaling 6,473 s/f

KINGSTON, MA Leslie Cotter of Powers & Company has leased 4,000 s/f to Light'N Leisure and 2,473 s/f to Health Express Walk-In Urgent Medical Care at Kingsbury Square.

Kingsbury Square is located at 182 Summer St. on the Kingston-Duxbury line with direct access off of Rte. 3 at the junction of Rtes. 3, 53 and 3A.

The center is anchored by Big Y Supermarket, Ocean State Job Lot, Aubuchon Hardware, Empire Liquors, Supercuts, Verizon Wireless, Papa Gino's and other national and regional tenants. Kingsbury Square has just completed a parking lot, lighting and landscaping upgrade. There is one more in-line space of 1,878 s/f, as well as a pad site opportunity at the entrance.

Light'N Leisure offers an array of lighting, ceiling fans and accessories



and has three locations - Danvers, Milford and Kingston. In business since 1970 they were often referred to as "The Purple Building."

Health Express has 8 locations and offers an array of services including physical exams, pre-employment physical exams, urgent care, sports injury care, X-Rays, vaccinations, and many more. John Ferris from CBRE represented Health Express in the transaction.

Powers & Company represents retail landlords throughout New England.

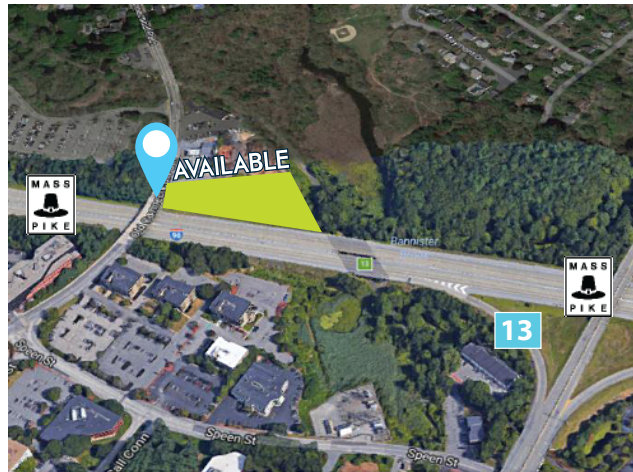
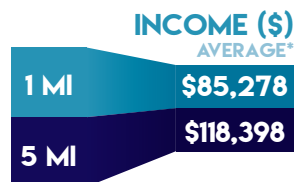
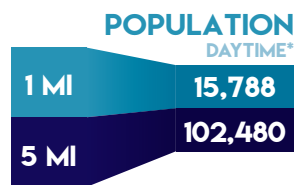
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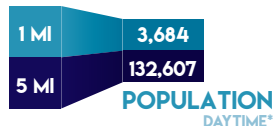
DIRECTIONS FROM MASS PIKE

- Exit 13, stay right on Route 30
- Left and continue on Speen Street
- Turn Right onto Old Connecticut Path



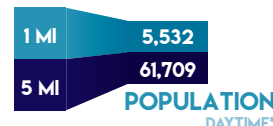
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The Geenty Group leases 4,042 s/f at 1 Shoreline Dr.

GUILFORD, CT The Geenty Group, Realtors, reports a five-year lease of 4,042 s/f at 1 Shoreline Dr. The



Kevin Geenty



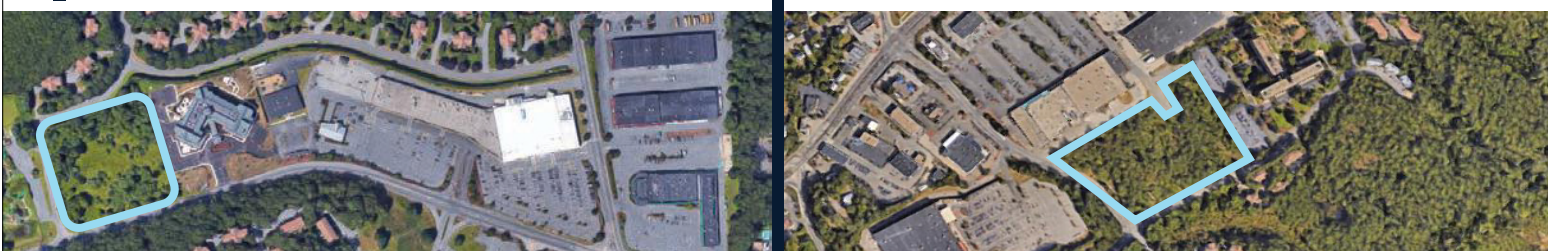
Bill Clark

tenant is Public Moving Services, LLC. Serghei Verlan is the principal.

Public Moving Services is a national moving and storage company with depots throughout the country and is headquartered in Charlotte, N.C.

The space is a high ceiling warehouse facility with a 14' drive-in overhead door and a truck height dock. The landlord is Russo Real Estate, LLC.

Kevin Geenty SIOR was the agent for the tenant. Bill Clark, also of The Geenty Group, was the agent for the landlord.



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PROJECT TEAM INCLUDED WB ENGINEERS + CONSULTANTS

Vantage Builders completes 3,200 s/f build-out for CYCL3

BURLINGTON, MA Vantage Builders, Inc., a general contracting and construction firm based in Waltham, Mass., has completed the build-out of the first location of CYCL3, the next-generation of indoor cycling, located at 112 Mall Rd.

Vantage Builders built the 3,200 s/f location, which includes a fitness studio, reception area and shower/changing facilities. The studio opened on June 3.

“We are thrilled to bring a new level of excitement and exercise to the Greater Boston area with CYCL3,” said Kelsey Curtin, general manager, CYCL3. “It’s a low impact, high intensity interval training that feels more like a high-energy dance party than a workout class. What sets our studio apart are our dynamic instruc-



tors, spa-like facility, and custom bikes. We also pride ourselves on our high-level of customer service not usually found in an independent boutique fitness studio. The Vantage

Builders team’s ability to manage the build-out process, from pre-construction and helping with permitting all the way through to finish work, was crucial in getting us open on time and within budget. It was a seamless experience from start to finish, just like one of our classes.”

Clients are greeted in the reception area, which features a custom-designed desk and neon lighting. New paint reflects the CYCL3 branding and messaging, while the flooring throughout includes luxury vinyl tile (LVT), painted epoxy and tile. Though class size is kept small, clients have access to two shower areas and four bathrooms.

The studio features 50 custom CYCL3 Stages SC2 bikes for classes that are intense, but designed for participants of all fitness levels.

Systems work for the project included the installation of a two-zone HVAC system with rooftop units that provides separate dedicated temperature control for the studio and the rest of the location. A new fire alarm and sprinkler system provides safety for the facility.

The project team included WB Engineers + Consultants. John Ferris of CBRE/New England Retail provided brokerage services for CYCL3.

ATI Physical Therapy opens 2,450 s/f at Acton Woods Plaza on Great Rd.

ACTON, MA According to Mark Shair, president of M&J Associates, ATI Physical Therapy has opened at Acton Woods Plaza. ATI leased 2450 s/f. They relocated from another location on Great Rd. They are the largest physical therapy chain in the U.S. with over 600 locations.

Acton Woods Plaza is a 43,000 s/f shopping center at the intersection of Rte. 27 (Main St.) and Great Rd. (Rte. 2A). It is anchored by a CVS.

Shair said, “This is the 5th tenant at Acton Woods Plaza who have relocated from other shopping centers located in Acton. And, it demonstrates the recognized viability of this center.”

ATI was represented by Jenny Hart of the Dartmouth Company. And, the landlord was represented by Shair.

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- Center is anchored by Ocean State Job Lot
- Access from Route 9 and Milk Street

2015 Daytime Population	2015 Household Income
1 mi 15,788	1 mi \$ 85,278
3 mi 43,310	3 mi \$ 101,835
5 mi 26,547	5 mi \$ 120,269

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8:00am-9:00am

Networking and
Continental Breakfast

9:00am-10:00am

Trends of the Middlesex Region
Industrial, Lab, Retail, Office

10:00am-11:00am

Currant projects, Transportation,
Future construction plans

11:00am-12:00noon

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AT QUARRY SQUARE SHOPPING CENTER IN MILFORD Collins of Fafard Real Estate finalizes two leases totaling 2,189 s/f

MILFORD, MA Ryan Collins of Fafard Real Estate has leased 989 s/f to Kenny Patel for an eyebrow threading salon and 1,200 s/f to Lucy Chen for a massage therapy spa at Quarry Square Shopping Center at 196 East Main St. They plan to open for business



Ryan Collins

mid-summer.

"We are excited for the revitalization of Quarry Square Shopping Center that offers ease of access of major routes 495, 85, and 16," said Collins. "With over 6,900 cars a day passing through the center Quarry Square plays an important role in the town. While at the moment Quarry Square is 100% leased, we are actively



searching for a new shopping center anchor up to 135,000 s/f. We also have three pad sites of 3,600 s/f, 7,000 s/f, and 20,000 s/f, and have one in-line space of 1,400 s/f coming available.

There is a lot of work to be done, but I believe we can add something special to Quarry Square Shopping Center and Milford, and encourage brokers and retailers to give me a call with their interested client's needs in mind."

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Cardente Real Estate brokers 2 leases - 5,592 s/f

WINDHAM, ME According to Cardente Real Estate, C2 Realty, LLC, a Japanese restaurant group from N.Y., has leased 3,092 s/f of restaurant space from Joy Real Estate of Lisbon, LLC, at 818 Roosevelt Trail. Mark Sandler of Cardente Real Estate, brokered this transaction.



818 Roosevelt Trail - Windham, ME

In another transaction, Robert Kelly and Lori Gramlich have leased 2,500 s/f of restaurant space from HPH Holdings, LLC, at 15 East Grand Ave., Old Orchard Beach, Maine.

This transaction was brokered on behalf of the landlord by Sandler, and on behalf of the tenants by Karen Rich of Cardente Real Estate.

Linear Retail hires VP of accounting and finance

BURLINGTON, MA Linear Retail has hired Brad Price, CPA, as VP of accounting and finance. Price will be responsible for the accounting, auditing and administration functions for the company.



Brad Price

Price has 20 years of experience in accounting and administration within both publicly traded and privately held companies, ranging in scale and size from small to large. He has varied experience across several industries including life sciences, medical devices, software and distribution.



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Space Available Guide

Name of Center Location	Size of Unit Available	Adjacent Stores	Key Tenant	Contact
The Bristol Shopping Center Intersection of Hope St. (Rte 114) & Gooding Ave., Bristol, RI Established 1959	6,000 SF Retail 2,800 SF Retail End Cap 530 SF Office 1.5 Acre Pad Site	Dollar Tree Dunkin Donuts	Ace Hardware BankNewport Peoples Credit Union	Gooding Realty Corp. Raymond S. DeLeo P.O. Box 343, Bristol, RI 02809 401-253-3190
Main Street Shopping Center Rtes. 1A & 27, Walpole Center	1,350 - 6,300 SF	CVS Pharmacy 7-11	CVS Pharmacy	Property Pros David M. Goldman 617-566-1110, Fax: 617-879-1900
Medway Plaza Shopping Center 98 Main Street (Route #109) Medway, MA	1,200 SF Retail	Tri-Valley Sports Condon's Servicestar Hardware Store	Ocean State Job Lot Family Dollar Carquest	Diversified Funding Inc. Paul R. LaPerriere 617-227-0893, ext #662 plaperriere@dfi.cc
New London Shopping Center I-95 New London, CT	19,000 sf dividable, 3,000 SF	Harbor Freight Tools Citizens Bank Radio Shack	Staples, Burlington Coat	BEST BROKERS Daniel Del Grosso 860-443-2003
The New Village Plaza 375 Putnam Pike (Route #44) Adjacent to the Crossing at Smithfield Smithfield, RI	1,000 SF	Next Day CPA Exit Team Realty	D'Angelo's Domino's Pizza Curves For Women	Diversified Funding Inc. Paul R. LaPerriere 617-227-0893 ext #662 plaperriere@dfi.cc
Quarry Square Route 16, Milford, MA	989 SF In-Line Space avail. \$20/PSF NNN Cinema Pad: 20,000 SF Pad Sites 3,000 SF-5,500 SF 1,200 SF In-Line Space avail. \$20/PSF NNN	Golds Gym, Childrens Orchard Bank North	Stop & Shop TJ Maxx, Home Goods	Fafard Real Estate Ryan Collins 508-881-1600 x307 rcollins@fafard.org
Shopperstown Corner Rt. 44 - Taunton Ave. & Rt. 1A Pawtucket Ave. East Providence, RI	52,000 SF May Subdivide 2-4,000 SF	CVS Washington Trust D'Angelos	Shaw's Supermarket	Jobel Realty, Inc. 781-329-5090
Sun Plaza 295 Daniel Webster Highway Nashua, NH	1,200-2,400 SF	Bobs Discount Furniture Borders' Books	Gymboree, Quiznos Pride Kitchens Huntington Learning Ctr.	Ronex Corp. David Eck 781- 489-6282

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Space Available Guide

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Wamesit Place Rte 38/495, Tewksbury, MA	1,600-7000 SF	WalMart El Pollo Loco	Mattress Giant Super Cuts Verizon Wireless	Empire Management Corp. Lawrence Gordon 978-263-1000
Webster Square Plaza Worcester, MA	15,000-30,000 SF Avail 2,000 SF Available in new bldg.	15,000-30,000 SF A.J. Wright F.Y.E.	AJ Wright, Shaw's 2,000 SF New Bldg.	Beal and Company, Inc. Steve N. Faber, Mike Tammaro 617-451-2100 ext. 223
Westborough Shopping Center Rt. 9 Lyman St. Westborough, MA	1,500 SF-7,000 SF	Starbucks Dress Barn Tatnuck Booksellers	Stop & Shop Marshalls HomeGoods Staples	Progressive Realty Consultants 508-366-4163 www.westboroughshoppingcenter.com
West Meadow Plaza Rte. 135 / Rte. 9 Westborough, MA	1,800 SF End Cap Possible Drive Thru Location \$16/SF/Year NNN 1,400 SF in middle of Strip \$16/SF/ Year NNN	Ocean State Mill Stores	Papa Gino's Dunkin Donuts	Fafard Real Estate Ryan Collins 508-881-1600 x307 rcollins@fafard.org

Retailer Space Seeking Guide

Tenant	Location	Type of Space	Size	# of Stores	# Planned over the next 5 years	Contact
	New England	In-Line End Cap	5,500- 6,500 SF	103	20	Restaurant Sites Richard M. Gallivan 28 Somers Road, Hampden, MA 01036 rich@restaurantsites.com
	CT, MA, RI, NY	Free Standing, Pad Sites for Gas, Convenience	30,000 - 50,000 SF Plus	80	10	Mercury Fuel Service Inc. Michael J. Devino, Jr. 43 Lafayette St., Waterbury, CT 06708 203-756-7284
	New England	Open Free Standing High Visibility a Plus, Minimal Parking	50, 150,000 SF 1 Acre Plus	5	25	R.J. Kelly Companies 55 Cambridge St. Burlington, MA 01803 781-272-2899
	Massachusetts, New Hampshire, Maine, Vermont	In-Line, Pad, or Existing Buildings in high traffic retail areas	6,000 - 10,000 SF	82	15	Northeast Retail Leasing & Management Company, LLC Daniel Plotkin 360 Bloomfield Ave., Windsor, CT 06095 860-683-9000, Fax 860-683-1600

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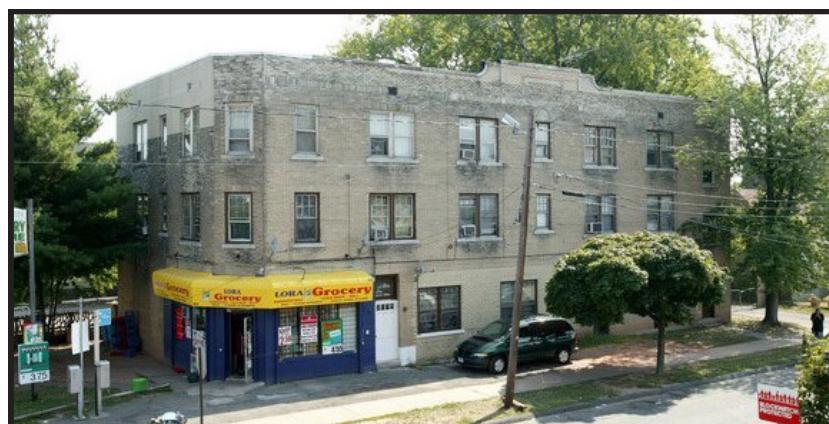
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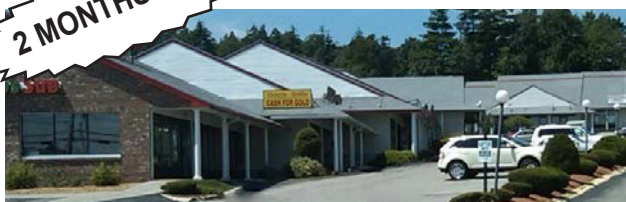
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183 FERRY RD. - 6,300 sf - 2 docks, 24' clear

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- 4.5 Acres
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- Located next to BJ's Wholesale Distribution Center



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Agent Contact Info:

Barry Desruisseaux

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8:00am-8:30am
Breakfast Buffet Networking

8:30am-9:30am
Capital Investments,
Financing Availability

9:30am-10:30am
Construction Projects, Trends

10:30am-11:30am
Real Estate Updates,
Trends, Overview

11:30am-12:00noon
Networking with
Attendees and Speakers

Speakers

Joe Mendola
NAI Norwood Group

Phil Cote
USI Insurance Services LLC

Robert Duval
TF Moran, Inc.

Justin Lamontagne
NAI The Dunham Group

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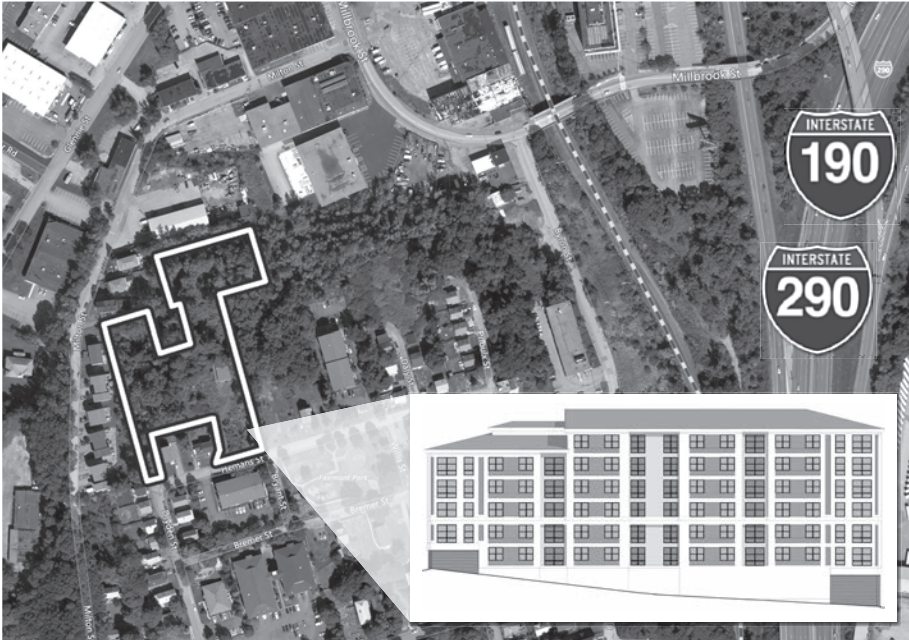
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 To be sold on the Premises at Each Location

149 CHRISTIAN LANE

AT 11:00 A.M.

LAND: • ± 6 Acres of Land • ± 180' Frontage on Christian Lane •
 • Public Water & Private Septic • Zoned: AR/2 (Agricultural & Residential District) • Assessor's Map: 20, Block 0, Lot 27 •
 • Franklin County Registry of Deeds: Book 5688, PG. 34 & 39
IMPROVEMENTS: • 2-Story Old Style Home • ± 1,925 S/F of Living Area • Total of (9) Rooms w/ (1 1/2) Baths •
 • Oil Hot Water Heat • ± 3,300 S/F General Purpose Barn • ± 4,500 S/F Machinery & Equipment Barn • Several Small Sheds •

N/S CHRISTIAN LANE

AT 12:00 PM (NOON)

• ± 16 1/2 Acres of Vacant Farmland ± 10' Frontage on Christian Lane • Public Water & Private Septic Required •
 • Assessor's Map: 21 Block 0, Lot 15 • Zoned: AR/2 (Agricultural & Residential District 2) •
 • Franklin County Registry of Deeds: Book 5688, PG. 34 & 39 •

★ LOCATED TO THE LEFT OF 213 CHRISTIAN LANE ★

E/S LONG PLAIN ROAD

AT 1:00 P.M.

• ± 11 1/2 Acres of Vacant Farmland • Public Water & Private Septic Required • Assessor's Map: 26 Block 0, Lot 23 •
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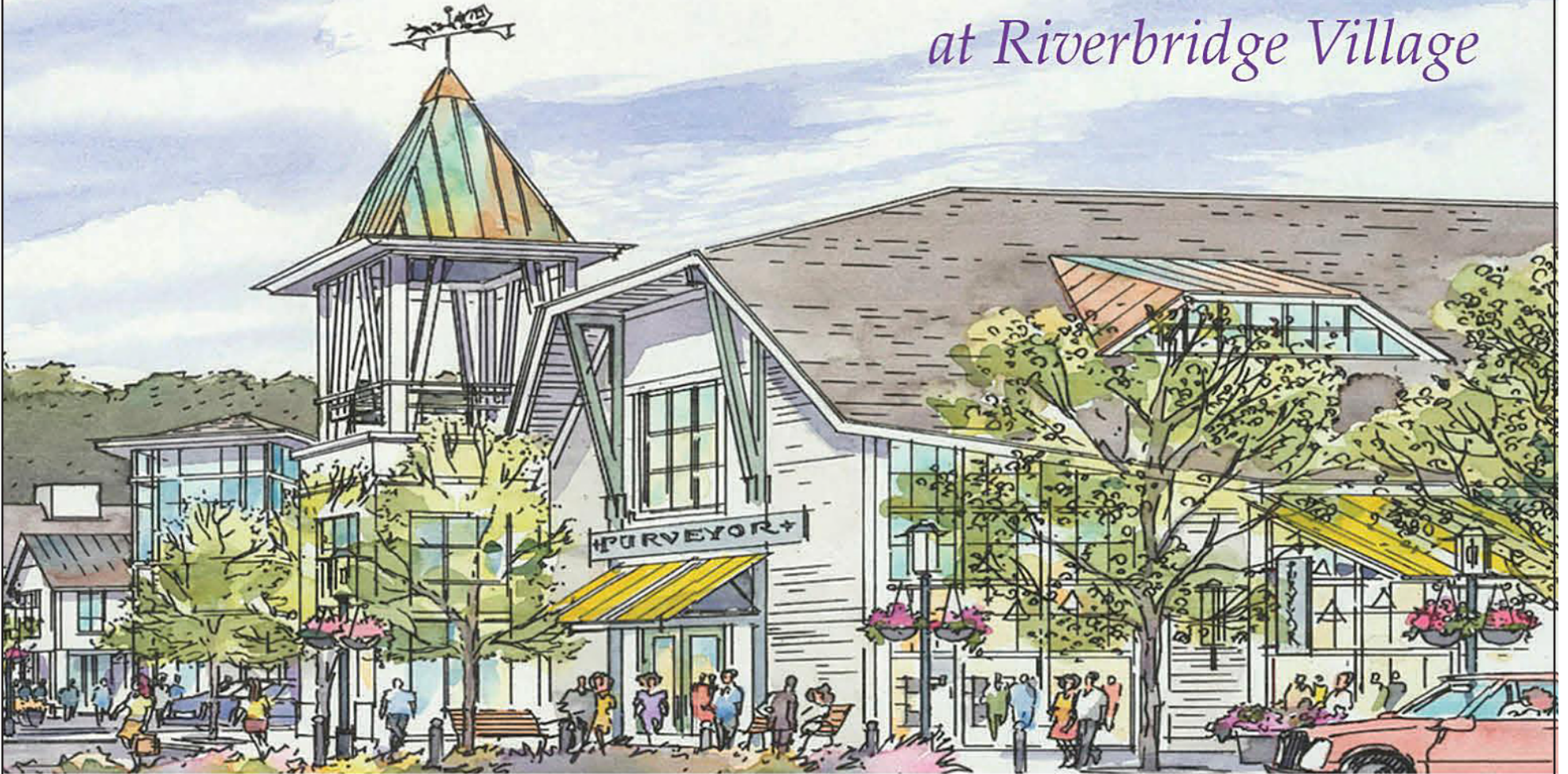
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