



The Real Reporter

OCTOBER 22, 2009

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THE REAL REPORT

Cell-er's Market

BOSTON—With no apparent connections between the ongoing **Balloon Boy** saga unfolding in Colorado and New England real estate, **The Real Reporter's** latest contribution to tabloid titillation will have to rely on a case somewhat removed from the media spotlight. We are talking about **Clark Rockefeller**, the Austrian-born con artist whose kidnapping of his daughter on Beacon Hill last autumn led to a conviction this June and five-year sentence at **MCI Cedar Junction** in Walpole.

The hook comes via this week's sale of 68 Pinckney St., the Boston brownstone where Rockefeller once lived with his daughter and her mother, **Sandra Boss**. A high-powered finance professional, Boss testified at the trial she had no idea of Rockefeller's real identity, **Christian Karl Gerhartsreiter**, but had ultimately divorced him when their rela-

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Sandra Boss

Flynn, Boston Realty Advisors JV Yielding NE Auction Acceptance

BY JOE CLEMENTS

BOSTON—Daniel J. Flynn III and Jeremy A. Freid are veteran real estate auctioneers with something to hawk—auctions.

“New England has definitely been a difficult sell,” Freid accedes in discussing a partnership between Daniel J. Flynn & Co. and Boston Realty Advisors pledging to make the age-old concept a mainstream option for owners of CRE in all forms, from

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106 Southville Rd., Southborough MA

NKF Brokers \$8.5M Deal for RREEF

BY JOE CLEMENTS

WILMINGTON—Available financing and confidence in the Interstate 93 real estate market have led the RAM Cos. of Maine to nail down a 100,000-sf flex/industrial asset purchased from the RREEF Funds. RAM's \$8.5 million agreement, initially revealed by **The Real Reporter** in its Oct. 8th edition, was negotiated by Newmark Knight Frank's Capital Markets team. People's United Bank of Connecticut provided a \$5.5 mil-

lion mortgage through its affiliate, Maine Bank & Trust Co.

“The building is in pristine condition,” RAM principal Brian Gagne says of 234 Ballardvale St. “RREEF has done an excellent job managing it.” NKF's Douglas Jacoby, who brokered the sale with colleague James Thomson, says 234 Ballardvale St. was eyed by more than 20 investors. While he would not discuss names or details, Jacoby says bidders

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Campanelli Sells Home Depot 71 Acres

WESTFIELD—Do-it-Yourselfers and western Massachusetts boosters alike are celebrating a significant milestone here at the Campanelli Business Park, as the developers of the 130-acre complex sell a 71-acre swath to the Home Depot for \$5.76 million. The fully permitted site that will yield a 650,000-sf distribution facility for the home improvement giant includes a fully execut-

ed Tax Increment Financing agreement enabling the project to move forward.

The new facility will be used as Home Depot's rapid distribution center for the Northeast, taking advantage of the park's location along the Massachusetts Turnpike and nearby access to the Interstate 91 corridor. The TIF pact was critical, says Robert DeMarco, a principal at the Braintree-based Campanelli Cos. that is developing the park. Swift execution was required at all levels to win the deal, he adds.

“For Home Depot to choose Westfield continued on page 11



Rob DeMarco

Electronics Co. Lease Sparks Waltham

WALTHAM—They are the sort of office tenant a landlord could get used to, but rarely encounter in today's austere leasing environment. Taking down more than 5,500 sf at 230 CityPoint in Waltham, Austrian electronics firm OMICRON USA gladly paid a premium to land space in the prominent six-story, 300,000-sf office building overlooking Route 128, explains broker Robert Nahigian.

"It was specifically what they were looking for," says Nahigian, who would not



Robert Nahigian

divulge terms but did relay the lease was the priciest of four options considered by the tenant. Sources put the deal well into the \$30 per sf range. Nahigian says his client only considered Waltham and wanted the inaugural Boston office "to make a statement" that enhances the firm's image locally and is easier for recruiting and retaining employees. An estimated 15 employees will work in the regional office of OMICRON, whose US



230 CityPoint, Waltham MA

operations are based in Houston.

OMICRON's approach underscores the importance Europeans place on corporate real estate, says Nahigian. "That's their model," he says. OMICRON was looking for private offices, expansive natural light and well-appointed materials, says Nahigian, and managed to find those features at 230 CityPoint. "It fits all of their needs," he says. Boston Properties was represented in-house by Austin Barrett.

The lease might be a boon for 230 CityPoint owner Boston Properties, but Nahigian notes it benefits the suburban market as well. "It's an in-migration of business you don't see much of right now," says the president of Auburndale Realty Corp. Waltham has posted negative net absorption of 142,525 sf through three quarters, according to Jones Lang LaSalle. The vacancy rate is presently at 21.7 percent for an inventory of 11.4 million sf. ■

REAL ESTATE AND BUILDING INDUSTRY BREAKFAST

Join United Way and your colleagues to **HELP TODAY. STRENGTHEN TOMORROW.** in an effort to end family homelessness in our region.

Friday, October 30, 2009
7:00 – 9:00 a.m. | Sheraton Boston Hotel

Pre-registration required. Please visit:
supportunitedway.org/realestate16

Honorees
Richard J. Bertman and
Charles N. Tseckares, CBT Architects

Special Guest
Michael S. Dukakis

PROUD SPONSORS:

GIVE. ADVOCATE. VOLUNTEER. LIVE UNITED.

ACS Hope Lodge Earns LEED Gold

BOSTON—Its mission is precious to hundreds of cancer patients and their families, and the AstraZeneca Hope Lodge Center at 125 South Huntington Avenue now bears another treasured aura after being designated LEED Gold by the United States Green Building Council. Operated by the American Cancer Society, the 40-unit center provides free temporary lodging for upwards of 700 patients and caregivers annually in private guest suites and support facilities, serving the infirmed coming to Boston for treatment in the nearby Longwood Medical Area.

Designed by CBT Architects of Boston, Hope Lodge reuses the former Vincent Memorial Hospital, an historic structure that opened in 1907 and was later expanded in the 1950s and 1960s. For the recently completed renovation, Bond Brothers and Hope Lodge's team demolished the later additions, constructed a new wing and restored the original building, which was designed by architect Charles Buren Perkins.

Besides the private rooms and shared



Photo: Rick mandelkorn

AstraZeneca Hope Lodge Center, Boston MA

dining and kitchen areas, the 50,000-sf Hope Lodge has a library, exercise room and community section where ACS programs are offered to the Jamaica Plain

neighborhood. Other key team members for the \$27 million project include Consentini Associates, DMI-Demand continued on page 13

mbhp 
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**Metropolitan Boston
Housing Partnership**

**Second Annual
FOUNDERS EVENT
CELEBRATION**

**Tuesday,
November 17, 2009**

Reception 5:30 – 7:30 p.m.

Program 6:00 p.m.

**State Street
Financial Center**
1 Lincoln Street
36th Floor, Boston

(617) 859-0400 · www.mbhp.org

SAVE THE DATE

**Second Annual Founders Event
Celebration Honoring:**

Boston Housing Partnership II Investors
A Private, Public, Nonprofit Partnership

The Metropolitan Boston Housing Partnership celebration will acknowledge the generosity of those community-minded financial institutions that invested in Boston Housing Partnership II and recognize the vision of true partnership among the private, public and nonprofit sectors. It also will celebrate the donation of more than 900 BHP II affordable rental apartments to partnering local community development corporations, thus ensuring their continued affordability.

For information regarding sponsorship opportunities, contact Carla E. Bennett at (617) 425-6705. Invitations will be sent six weeks before the event.

Known Globally, Practicing Locally, Homespun Architectural Resources Cambridge Fetes 40th

BY JOE CLEMENTS

CAMBRIDGE—Manifest destiny is a popular topic at Harvard University's Kennedy School of Government, but that mantra has seemingly escaped the building's designers. Whereas the landmark assignment in the 1970s did establish ARC/Architectural Resources Cambridge as a first-rate firm now celebrating its 40th anniversary, its practice over the decades has concentrated on New England and relies on loyal clients in that realm.

"We don't want our people to spend their entire career on an airplane," President Philip L. Laird offered in a recent interview at the firm's headquarters in East Cambridge. ARC has toiled as far a field as China, Taiwan and Great Britain, yet retains just the one office and four out



Henry S. Reeder



Arthur Cohen



Philip L. Laird

of five jobs are repeat business. Deerfield Academy has used the firm for 30 years, and ARC has designed some of Genzyme Corp.'s most recognized buildings throughout Massachusetts.

The migration across town to 5 Cambridge Center in 2005 was itself a major shift for ARC, having always been in Harvard Square. Albeit enthused by the results, Chairman Henry "Dusty" Reeder says the move was only made due to a lack of contiguous space in Harvard Square, where a half-dozen young architects broke off from fellow upstart Benjamin Thompson and launched ARC in 1969.

Reeder and Arthur Cohen are still active at the firm, whose other founders are James F. Davies, the late Joseph Maybank, Robert Nizel and Colin L.M. Smith. There are eight current principals, among them Jeffrey M. Johnson, Thomas N. Loring, Robert H. Quigley, Been Z. Wang and Robert A. Zverina.



The staff of ARC/Architectural Resources Cambridge.

Laird, who joined in 1979, cites the chemistry and talent of the original six for ARC's resiliency in an industry known for volatility. "The camaraderie has been spectacular over the years," concurs Reeder, who further credits complementary skills that have enabled the firm to become a preferred designer of academic, institutional and research facilities and ancillary projects such as conference centers, corporate offices and sports stadiums. Familiar local outcomes are Boston College's Alumni Stadium in Brighton; Genzyme's striking manufacturing plant in Allston; and a state-of-the-art research building in Boston's Longwood Medical Area designed for Harvard Medical School.

"I think our business has evolved very nicely over the 40 years," Reeder says in reviewing ARC's expansive legacy. "We have provided a good product and good service and we're pleased with the way that has paid off." Especially impressive is the amount and quality of design services generated considering its relatively modest size, with a spurt of recent hires only now putting the firm near its year-end goal of 75 staffers. Until a round of cutbacks decimated the industry, some competitors were double and triple that size. "We have been careful," Cohen acknowledges of ARC's personnel levels, which grew to around 35 in the first 20 years and was up to about 65 to begin 2009.

Real estate's capricious nature is one reason for keeping operations lean and mean, Cohen explains, and there is also trepidation regarding the administrative burdens. "We didn't want to be managing people; we'd rather be out practicing architecture," he says. Indeed, client attention by principals is sacrosanct, Laird relays. "We don't want to expand to the point where we lose our control and sense of involvement," he says, adding, "Architecture is still a profession built on relationships—it will always be that way, and you cannot lose sight of that."

ARC's design menu has helped weather cyclical shifts, says Reeder, dips that have cratered some competitors. The firm, for example, rarely designs for private developers, and Laird says the hardest hit sectors in this downturn—office buildings, restaurants and retail—are not major practice modes, ARC is among a scant few firms actually growing staff wise, and while

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Million Dollar Deals

MORTGAGES/SALES OCTOBER 13 - OCTOBER 19, 2009

OCT 19TH

BUYER: Brenda and Stephane J. Bancel
SELLER: bioMerieux Inc.
ADDRESS: 68 Pinckney St., Boston
PRICE/TYPE: \$3,200,000 (RES)
MORTGAGE: \$417,000 from **Provident Funding Group Inc.**
NOTES: Single-family, built 1899; house size is 3,775 sf, lot size is 1,450 sf; four bedrooms and three baths; last sold for \$2,900,000 in Nov. 2007; seller acquired from Sandra Boss, who paid \$2,690,000 in Sept. 2006

MORTGAGE: \$1,828,000 from **Needham Bank**
ADDRESS: 21 High St., Needham
BORROWER: Craftsman Village Needham LLC

BUYER: Margaret K. Aisenberg
SELLER: Elena Kagan
ADDRESS: 9 Forest St., Cambridge
PRICE/TYPE: \$1,531,300 (RES CONDO)
NOTES: Two-unit condominium, built 1870; unit size is 2,900 sf; four bedrooms and 3.5 baths; last sold for \$1,400,000 in July 2004

MORTGAGE: \$1,312,500 from **Rockland Trust Co.**
ADDRESS: 12 Sexton Farm Rd., Lot 3, Walpole
BORROWER: Jennifer A. and Ronald M. Ferris, trustees of the Sexton TR

OCT 16TH

MORTGAGE: \$40,000,000 from **People's United Bank TR**
ADDRESS: 255 Grapevine Rd., Wenham
BORROWER: Massachusetts Development Finance Agency

BUYER: FR Sturtevant Street LLC
SELLER: IKEA Property Inc.
ADDRESS: 74 and 100 Foley St., Somerville
PRICE/TYPE: \$23,434,000 and \$17,513,367.34 (LAND)
NOTES: Federal Realty Investment Trust of Rockville MD is buyer; 11 acres at 74 Foley sold for \$12,957,828 in Sept. 1999; five acres at 100 Foley St. sold for \$8,542,172 in Sept. 1999; part of Assembly Square redevelopment by IKEA and Federal Realty

BUYER: Tanglewood Investors LP
SELLER: Connector Park Holding LLC
ADDRESS: 50 Lowes St., Lowell
PRICE/TYPE: \$23,200,000 (RET)
NOTES: Seller an affiliate of National Development

BUYER: NTAL Property LLC
SELLER: Tewksbury Assisted Living LLC
ADDRESS: 2000 Emerald Ct., Tewksbury
PRICE/TYPE: \$16,475,000 (ASST-LVG)



The Friendly's Restaurant at 306 West Boylston St. in West Boylston has sold for \$1,000,000 to G.B. Kresson LLC, a New Jersey entity whose principals are Julie and Michael Chung of Palisades Park. The seller, Crest Net Lease, is a California company that focuses on single-tenant, net-leased assets. Its president is Cary Wenthur.

NOTES: Assisted Living portion of the Emerald Court Condominium community on Court Street

BUYER: Adam M. Zaiger, trustee of 319 Beacon Street Nom TR
SELLER: John P. and Joseph Holland, trustees of HD 319 Beacon Street RT
ADDRESS: 319 Beacon St., Boston
PRICE/TYPE: \$5,100,000 (MULTI-FAM)
NOTES: Last sold for \$2,298,900 in Dec. 2008; sold for \$3,500,000 in March 2007

BUYER: Pine Ridge Investors LLC
SELLER: Al-Shams Inc.
ADDRESS: 40-56 Fitchburg Rd., Townsend
PRICE/TYPE: \$3,000,000 (MULTI-FAM)
NOTES: 90 units in the Pine Ridge Condominium

MORTGAGE: \$2,520,000 from **Danversbank**
ADDRESS: Bella Road, Sharon
BORROWER: Michael T. Intoccia

BUYER: Margaret H. Littlejohn and Thomas W. Littlejohn III
SELLER: Doris D. and Douglas C. Ward
ADDRESS: 5 Mullen Way, Edgartown
PRICE/TYPE: \$2,400,000 (RES)
MORTGAGE: \$1,920,000 from **Suntrust Mortgage Inc.**

NOTES: Single-family, built 1991; house size is 2,475 sf, lot size is 30,000 sf; two bedrooms and three baths; last sold for \$1,800,000 in May 2004

BUYER: 27 Clark LLC
SELLER: Salvatore Riggio
ADDRESS: 27 Clark St., Lots A, A-1 and A-2, Boston
PRICE/TYPE: \$2,100,000 (MULTI-FAM)
MORTGAGE: \$1,575,000 from **East Cambridge Savings Bank**

NOTES: Apartment building in North End, lot size is 1,850 sf

BUYER: 33 Park Street LLC
SELLER: 33 Park Inc.
ADDRESS: 33 Park St., Malden
PRICE/TYPE: \$2,000,000 (MULTI-FAM)
MORTGAGE: \$1,965,981.82 from **33 Park Inc.**
NOTES: Four-story, 36-unit apartment property, constructed 1925; building size is 21,400 sf, lot size is 7,500 sf; Allan R. Jones president of 33 Park Inc.

MORTGAGE: \$1,900,000 from **People's United Bank d/b/a Bank of Western Massachusetts**
ADDRESS: 75 Prynne Ridge Rd., Longmeadow
BORROWER: Denise Hatch Mulcahy and Richard T. Mulcahy, trustees of the Denise Hatch Mulcahy TR

BUYER: 80 Rutland Street LLC
SELLER: Tagavi Enterprises LLC
ADDRESS: 80 Rutland St., Boston
PRICE/TYPE: \$1,445,000 (THREE-FAM)
MORTGAGE: \$1,395,000 from **Boston Private Bank & Trust Co.**
NOTES: Last sold for \$1,300,000 in Dec. 2004

BUYER: Sari A. Rapkin
SELLER: Joseph T. Flueckiger, trustee of AJ Realty TR
ADDRESS: 67 Briarwood Cir., Lot 12, Needham
PRICE/TYPE: \$1,430,000 (RES)
MORTGAGE: \$750,000 from **Needham Bank**
NOTES: Last sold for \$610,000 in July 2008

BUYER: Suzanne M. Loheac
SELLER: Andrew G. Christensen, trustee of Roosky TR

Million Dollar Deals

MORTGAGES/SALES OCTOBER 13 - OCTOBER 19, 2009

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ADDRESS: 55 Main St., Groveland

PRICE/TYPE: \$1,375,000 (RES)

MORTGAGE: \$1,031,250 from **Bank of America NA**

NOTES: Single-family, built 1994; house size is 7,450 sf, lot size is 9.2 acres; five bedrooms and five baths; last sold for \$1,900,000 in July 2004

MORTGAGE: \$1,322,000 from **Sovereign Bank**

ADDRESS: 8 Atwater Ave., Manchester-by-the-Sea

BORROWER: Blue Sky Holdings Inc., f/k/a Eight Atwater Avenue Corp.

MORTGAGE: \$1,100,000 from **Framingham Co-Operative Bank**

ADDRESS: 109 Sewall Ave., Brookline

BORROWER: Sewall Development LLC

BUYER: G.B. Kresson LLC

SELLER: Crest Net Lease Inc.

ADDRESS: 306 West Boylston St., West Boylston

PRICE/TYPE: \$1,000,000 (REST)

MORTGAGE: \$700,000 from **Nara Bank**

NOTES: Friendly's Restaurant; last sold for \$1,042,675.51 in Sept. 2007; Crest Net Lease based in Escondido, CA

MORTGAGE: \$1,000,000 from **Beverly National Bank**

ADDRESS: 272 Highland Ave., Lots A and B, Salem

BORROWER: R/K Highmar LLC (c/o Centercorp Retail Properties at 600 Loring Ave., Salem)

OCT 15TH

BUYER: FBT Everett Realty LLC

SELLER: Mystic Landing LLC

ADDRESS: Horizon Way, Everett and Boston

PRICE/TYPE: \$8,000,000 (LAND)

NOTES: Lot size is 34 acres; property last sold for \$300,000 in June 2001; parcel is partly in Boston and partly in Everett

BUYER: George Hornyak and Kathleen Murphy

SELLER: Nitor Development LLC

ADDRESS: 59 Hundreds Cir., Lot 24, Wellesley

PRICE/TYPE: \$4,000,000 (RES)

MORTGAGE: \$2,000,000 from **Bank of America NA**

NOTES: Single-family Colonial, built 2009; house size is 7,200 sf, lot size is 28,750 sf; six bedrooms and 6.5 baths; property last sold for \$1,875,000 in Oct. 2008; Declaration of Homestead

BUYER: Taunton Street LLC

SELLER: CAP Plainville LLC

ADDRESS: 92-100 Taunton St., Plainville

PRICE/TYPE: \$3,450,000 (RET)

MORTGAGE: \$2,450,000 from **Boston Private Bank & Trust Co.**



A five-bedroom, three-bath home at 144 Lamberts Cove Rd. in West Tisbury has been sold for \$1,300,000. Dennis and Rebecca Ward had owned the 4,100-sf property since February 1995 prior to its purchase by Dana S. Johnston.

NOTES: Shopping center, constructed 2006; building size is 12,500 sf, lot size is 1.24 acres; last sold for \$1,250,000 in June 2007

BUYER: Rabbit Run LLC

SELLER: Barbara A. and Robert C. Griffin

ADDRESS: 18 Rabbit Run Rd., Lot 1, Nantucket

PRICE/TYPE: \$2,400,000 (LAND)

NOTES: Lot size is 35,000 sf; last sold for \$2,500,000 in Sept. 2006

BUYER: Natanya Holland Allan, trustee of Lab TR

SELLER: Mary L. and William A. Hillerich

ADDRESS: 8 Folger Ln., Lot 5, Nantucket

PRICE/TYPE: \$2,325,000 (RES)

MORTGAGE: \$1,600,000 from **Northern Trust Bank FSB**

NOTES: Single-family Colonial, built 1994; house size is 2,600 sf, lot size is 6,000 sf; four bedrooms and 4.5 baths; property last sold for \$245,000 in Nov. 1993

BUYER: Tami J. Paumier and Glen C. Warren Jr.

SELLER: Abbott L. and J. Stanley Reeve,

trustees of the Reeve RT
ADDRESS: 44 Proctor St., Lot A, Manchester-by-the-Sea

PRICE/TYPE: \$2,250,000 (RES)

NOTES: Single-family; seller's family ownership in property since May 1944

BUYER: Adrienne H. Wald

SELLER: Virgil M. Price II

ADDRESS: 5 Shady Ln., Lot 3, Nantucket

PRICE/TYPE: \$2,150,000 (RES)

NOTES: Single-family Colonial, built 1987; house size is 3,425 sf, lot size is 22,950 sf; five bedrooms and four baths; last sold for \$760,000 in Oct. 1988

BUYER: Dana S. Johnston, trustee of 361 Realty TR

SELLER: Dennis C. and Rebecca Ward

ADDRESS: 144 Lamberts Cove Rd., West Tisbury

PRICE/TYPE: \$1,300,000 (RES)

NOTES: Single-family, built 1981; house size is 4,100 sf, lot size is 3.6 acres; five bedrooms and three baths; last sold for \$255,000 in Feb. 1995

BUYER: Christina McPherson and Shawn Samuel

SELLER: Elizabeth R. and John M. Reynolds

ADDRESS: 213 Sandy Pond Rd., Lincoln

PRICE/TYPE: \$1,257,500 (RES)

NOTES: Single-family, built 1989; house size is 5,950 sf, lot size is 2.1 acres; five bedrooms and five baths; last sold for \$1,260,000 in Aug. 1999; Declaration of Homestead

BUYER: Bernard J. Haan and Cynthia L. Stack

SELLER: Michael DiCicco and Joan M. Hudachek

ADDRESS: 163 Nagog Hill Rd., Acton

PRICE/TYPE: \$1,200,000 (RES)

NOTES: Single-family, built 1988; house size is 4,250 sf, lot size is 10.5 acres; four bedrooms and four baths; last sold for \$200,000 in June 1986; Declaration of Homestead

BUYER: Margaret C. and Philip G. Condon

SELLER: Bernard E. Stoecklein Jr., trustee of Eagle Two Nom TR

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Million Dollar Deals

MORTGAGES/SALES OCTOBER 13 - OCTOBER 19, 2009

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ADDRESS: 8 Barnabas Ln., Lot 8, Nantucket

PRICE/TYPE: \$1,100,000 (LAND)

NOTES: Lot size is 7,825 sf; last sold for \$790,000 in Aug. 2001

MORTGAGE: \$1,050,000 from **Rockport National Bank**

ADDRESS: 7-9 Essex Ave., Lots A and B, Gloucester

BORROWER: 7-9 Essex Avenue RT

MORTGAGE: \$1,000,000 from **Eastern Bank**

ADDRESS: 82 Phillips Ave., Swampscott

BORROWER: Andrew B. and Meryl G. Rose

MORTGAGE: \$1,000,000 from RBS Citizens NA

ADDRESS: 303 Hillside St., Milton

BORROWER: Donna C. and Scott J. Swanson

OCT 14TH

BUYER: Nikos Hecht

SELLER: Nadine and William Gibson

ADDRESS: 15 Baxter Rd., Lot 2, Nantucket

PRICE/TYPE: \$8,082,000 (RES)

NOTES: Single-family stucco Bungalow, built 1890; house size is 2,450 sf, lot size is one acre; land assessed at \$4,658,700; last sold for \$2,630,000 in July 1998

BUYER: Robin Nydes

SELLER: Samuel J. Aloisi

ADDRESS: 27 Pilgrim Rd., Lots 97 and 105, Nantucket

PRICE/TYPE: \$2,350,000 (RES)

NOTES: Single-family, built 2006; house size is 2,827 sf, lot size is 14,000 sf; four bedrooms and 5.5 baths; property last sold for \$1,300,000 in March 2006

MORTGAGE: \$2,200,000 from **Eastern Bank**

ADDRESS: 6 Webster St. and 224-236 Harvard St., Brookline

BORROWER: Alan S. and Kris C. Chow, trustees of Kam Tai Realty TR

BUYER: Lisa M. Blizard and Charles K. Blizard Jr.

SELLER: David A. and Michelle S. Donatelli

ADDRESS: 31 Brookfield Rd., Lot 4, Dover

PRICE/TYPE: \$2,100,000 (RES)

NOTES: Single-family, built 1997; house size is 5,925 sf, lot size is 3.6 acres; four bedrooms and five baths; last sold for \$1,480,000 in May 1999; Declaration of Homestead

MORTGAGE: \$1,431,000 from **Salem Five Cents Savings Bank**

ADDRESS: 157 and 159 Essex St., Lots 31B and 31C, Middleton

BORROWER: Foster Court LLC of 403 Sutton St., North Andover



A one-acre estate at 15 Baxter Rd. in Nantucket has been acquired for \$8,082,000 by Nikos Hecht. The property, whose land is assessed at more than \$4.6 million, features a rare stucco Bungalow built in 1890.

BUYER: George and Irene Zavaliagos

SELLER: JMG Development LLC

ADDRESS: 20 Martingale Rd., Lot 7, Lexington

PRICE/TYPE: \$1,250,000 (RES)

NOTES: Single-family, built 2008; house size is 3,475 sf, lot size is 16,000 sf; four bedrooms and 4.5 baths; last sold for \$1,350,000 in Aug. 2006; Joseph M. Gelormini, manager of JMG Development LLC; Declaration of Homestead

BUYER: Gianfranco Zaccai

SELLER: Pamela S. White

ADDRESS: 2 Southfield Ct., f/k/a 741

Chestnut St., Needham

PRICE/TYPE: \$1,250,000 (RES)

MORTGAGE: \$937,000 from **Greenpark**

Mortgage Corp.

NOTES: Single-family, built 1900; house size is 8,825 sf, lot size is one acre; 10 bedrooms and six baths; last sold for \$762,000 in Nov. 1996; Declaration of Homestead

OCT 13TH

BUYER: G. Lane Murphy and Jill E. Murphy

SELLER: Heavner Construction Inc.

ADDRESS: 48 Parker Rd., Wellesley

PRICE/TYPE: \$1,690,000 (RES)

NOTES: Single-family, built 2009; house size is 5,100 sf, lot size is 28,050 sf; five bedrooms, three baths and two half-baths; last sold for \$835,000 in July 2008

MORTGAGE: \$1,650,000 from **ING Bank**

ADDRESS: 219 Dedham St., Lot A-1, Dover

BORROWER: Patricia C. Baker, trustee of 219 Dedham Street RT

BUYER: Anahid and Aurelian Mardiros

SELLER: David G. and Teresa L. Swimm

ADDRESS: 4 Bridle Path, Lot 2, Lynnfield

PRICE/TYPE: \$1,497,500 (RES)

NOTES: Single-family Colonial, built 2007; house size is 7,825 sf, lot size is 1.6 acres; four bedrooms, two baths and two half-baths; property last sold for \$625,000 in Dec. 2005

BUYER: Stonehedge Development LLC

SELLER: Marjorie W. Thompson, trustee of 55 Livingston Road RT

ADDRESS: 55 Livingston Rd., Lot 3, Wellesley

PRICE/TYPE: \$1,350,000 (RES)

MORTGAGE: \$4,100,000 from **Needham Bank**

NOTES: Single-family, built 1952; house size is 2,700 sf, lot size is 1.5 acres; seller's ownership dates to Nov. 1951

MORTGAGE: \$1,090,000 from **First Trade Union Bank**

ADDRESS: 30C Rockport Rd., Unit 30C, Gloucester

BORROWER: Edward P. Champy III

BUYER: Joseph Fermano and Nancy Kiely

Fermano, trustees of Kiely/Fermano Nom TR

SELLER: Nancy J. Martini

ADDRESS: 7 Wainwright Rd., Unit 5, Building 1, Winchester

PRICE/TYPE: \$1,070,000 (RES CONDO)

NOTES: Townhouse unit, built 1988; unit size is 2,375 sf; three bedrooms and 2.5 baths; last sold for \$1,050,000 in Jan. 2006

Massachusetts Corporations

Organized October 13 - October 19, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
Fidelity Real Estate Partners VII Holdings LLC	Diane Brown, resident agent	C/o Fidelity Real Estate Growth Fund Corp. @ 82 Devonshire St., Boston MA	Own and operate real estate
Sterling Realty Belair & Associates LLC	Ann Marie Belair, manager	7 Crowley Rd., Sterling MA 01564	Real estate sales
Jenkins Appraisal Management LLC	Carolyn A. Jenkins, manager	499 Electric Ave., #220, Fitchburg MA 01420	Real estate appraisal management services
Loizides Holdings LLC	Anthony C. Loizides, manager	79 Juniper Dr., Saugus MA 01906	Real estate
Loizides Realty LLC	Anthony C. Loizides, manager	79 Juniper Dr., Saugus MA 01906	Real estate
My Best Built Home Inc.	David Deconinck, president, treasurer and secretary	217 Saint Joseph Ave., Fitchburg MA 01420	New home construction
1601 Realty LLC	Clifford Carl Leinonen, manager	296 East Main St., East Brookfield MA 01515	Development and property management
Dalin Multi-Family Fund Limited Partnership	David Morgan, manager; Jonathan Fryer, resident agent	Morgan c/o Dalin Capital Management @ 1033 Millcreek Dr., Feasterville PA 19053; Fryer@ 9 Whiting Rd., P.O. Box 16, Dover MA	Investment in real estate
Ardent Developers LLC	Audra Dainora, manager	10 Milk St., Ste. 1055, Boston MA 02108	Buy, develop, finance, lease, manage and sell real estate
Turley Martin Tucker Company	Mark E. Burkhardt, president; William J. Florent, secretary; Mark Bosi and Doug Brandon, directors	13426 Mason Grove Ln., St. Louis MO 63131	Commercial real estate services
11 Mount Pleasant Inc.	David Price, president; Paul Deare, treasurer; Elba Marcillo, clerk	C/o Nuestra Comunidad Development Corp. @ 56 Warren St., Ste. 200, Roxbury MA 02119	Non-profit to enhance the well-being of Roxbury, Massachusetts through Nuestra Comunidad Development Corp. through real estate acquisition
Nathan Arch. Design & Consulting LLC	Sheng Zhan, manager	308 Pleasant St., Canton MA 02021	Architect design consulting
Accipit Holdings LLC	Thomas C. Prendergast, manager	C/o Integrated Properties Inc. @ P.O. Box 2445, 202 North Main St., Natick MA 01760	Investments, including real estate
Sterling Golf Club LLC	Thomas C. Prendergast, manager	C/o Integrated Properties Inc. @ P.O. Box 2445, 202 North Main St., Natick MA 01760	Invest in, own and dispose of real or personal property
HD Westfield MA Landlord LLC	Paul Severn and R. Todd Shutley, managers	303 Peachtree St., 26th floor, MC 3951, Atlanta GA 30308	Own and rent real property
EKUL LLC	Carl and Franz Eberth, managers	2-16 Norman St., Everett MA 02149	Deal with real property
RC Construction Corp.	Christina Brandano, president, treasurer and secretary	75 Emily Ln., Rowley MA 01969	Construction and demolition
ZLC LLC	Kevin J. Ahern Jr., manager	40 O'Heir Way, Lowell MA 01852	Real estate investment and management
660 Riverside Drive LLC	Jeffrey G. Marney, resident agent	57 Briar Hill Rd., Williamsburg MA 01096; principal office @ 660 Riverside Dr., Florence MA 01062	Real estate holding company
SRT-53 East Main LLC	David M. Peter, manager	18 Shoreline Dr., Foxborough MA 02035	Real estate
PRC Realty LLC	Stacy M. Blundell and Peter R. Chase, managers	Blundell@ P.O. Box 02324, Bridgewater MA 02324; Chase@ 26 Summer St., Bridgewater MA 02324	Real estate
Albedo LLC	Laurence J. Marocco, manager	26 Kathleen Dr., Andover MA 01810	Acquisition of residential real estate for renting and re-sale
Rabbit Run LLC	Patricia A. Halsted and John D. Lampe, managers	Halsted@ 4 North Water St., Nantucket MA 02554; Lampe@ 2 Autumn Ln., Hamilton MA 01936	Develop real estate
KEB Realty LLC	Trina M. Bigham and Teerachai Srisirikul, managers	1B Green St., Fairhaven MA 02719	Dealing with interests in real estate
SAS Realty Inc.	Khalid Siddique, president, treasurer and secretary	8 Jason Ln., South Attleboro MA 02703; principal office @ 1077 Washington St., South Attleboro MA 02703	Real estate business
Dante Enterprises LLC	Marc Turo, manager	4 Minot Ave., Shrewsbury MA 01545	Restaurant business
NERCC Development LLC	Mark Erlich and Brian Richardson, managers; Elizabeth C. Conway, resident agent	803 Summer St., 4th floor, Boston MA 02127	Buy, develop, finance, lease and sell real estate
Jells Group LLC	Max Gabriello and Scott Silver, managers	268 High St., Topsfield MA 01983	Buying, financing, owning, operating and selling real estate
Wilcox Family Holdings LLC	Lenora W. and Matthew Collins and John W. Wilcox III, managers	Collins@ 76 Western Ave., Essex MA 01929; Wilcox@ 405 Allison Dr., Atlanta GA 30324	Real estate holding company
Trojano Family Series LLC	Francis F. and Judith Trojano, managers	1 Arborview Ter., West Bridgewater MA 02379	Real estate investment
New Prang Estates LLC	John B. Cruz III, manager	One John Eliot Sq., Roxbury MA 02109	Deal with real estate
10 Industrial Ave. Chelmsford LLC	Howard A. Goldenfarb, president; Donald G. Lussier, resident agent	Goldenfarb c/o RAM Management Co. @ 200 US Rte. One, Ste. 200, Scarborough ME 04074; Lussier@ 131 Dartmouth St., Ste. 501, Boston MA 02116	Real estate
Stratford-Cornelia LLC	Joseph V. Farago, manager	2034 No. Clark St., Chicago IL 60614	Real estate ownership and management
Murph4 Realty LLC	Robert G. Murphy Jr., manager	25 East Belcher Rd., Foxborough MA 02035	Real estate construction and management
ERI/Rainier Pointe Manager LLC	Eggert Dagbjartsson and Victor J. Paci, managers	C/o Equity Resource Investments LLC @ 1280 Massachusetts Ave., 4th floor, Cambridge MA 02138	Invest in real estate

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Massachusetts Corporations

Organized October 13 - October 19, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
ERI/Presidential LLC	Eggert Dagbjartsson and Victor J. Paci, managers	C/o Equity Resource Investments LLC@ 1280 Massachusetts Ave., 4th floor, Cambridge MA 02138	Invest in real estate
Trump Properties LLC	Robin Lynn Martin and Jody Marie Weidler, managers	Martin@ 19 Westview Ln., Feeding Hills MA 01030; Weidler@ 57 Norman St., West Springfield MA 01089	Real estate
38 Westford Street LLC	Robert A. Canzano, manager	124 Pembroke St., U-3, Boston MA 02118	Real estate
44 Westford Street LLC	Robert A. Canzano, manager	124 Pembroke St., U-3, Boston MA 02118	Real estate
LCE Properties LLC	John G. and Robert G. Maria, managers	182 Chelmsford St., Lowell MA 01851	Ownership and management of real estate
WB Real Estate Holdings LLC	Gerald P. Ciejka, Louis O. Gorman and Leo R. Sagan Jr., managers	141 Elm St., Westfield MA 01085	Acquire, manage and dispose of interests in loans and real property previously contracted by Westfield Bank
155-157 North Main Street Sharon Holdings Corporation	Robert Buonato, Frank W. Tessitore and Thomas J. Zaccagnino, managers	Buonato and and Zaccagnino@ 12 Clock Tower Pl., Ste. 200, Maynard MA 01754; Tessitore@ 76 Bedford St., Ste. 38, Lexington MA 02420	Own/invest in real estate
Great Oak Realty Partners LP	Timothy J. Waldron, manager	C/o Great Oak Realty LLC@ 34 Great Oak Rd., Orleans MA 02653	Deal with distressed and foreclosed properties
JP Realty Group LLC	Brian J. Donovan, manager	516 E. Second St., U-B29, So. Boston MA 02127	Dealing with interests in real estate
Bullard Housing Partners LLC	Christopher Wyett, manager	C/o Bullard Group LLC@ 7 Wells Ave., Ste. 14, Newton MA 02459	Acquire, construct, develop, finance, lease, manage and sell real estate
RREEF Management LLC	Timothy K. Gonzalez, manager	875 No. Michigan Ave., 41st floor, Chicago IL 60611	Real estate
K&J Awad Investment Group LLC	Jane and Karim Awad, managers	5 Magnolia St., Arlington MA 02474	Commercial and residential real estate
300 Rigganbach Road LLC	Richard C. Armstrong, manager	300 Rigganbach Rd., Fall River MA 02720	Deal in real estate
1140 Airport Road LLC	Richard C. Armstrong, manager	300 Rigganbach Rd., Fall River MA 02720	Deal in real estate
200 Rigganbach Road LLC	Richard C. Armstrong, manager	300 Rigganbach Rd., Fall River MA 02720	Deal in real estate
423 Lagrange St. LLC	Richard C. Armstrong, manager	300 Rigganbach Rd., Fall River MA 02720	Deal in real estate
Probuild Company LLC	Mark Butterman, manager	7595 Technology Way, Ste. 500, Denver CO 80237	Sale of building materials
74 Wallen LLC	Robert A. Nemet, manager	145 Robert Rd., Holliston, MA 01746	Real estate
JSC Realty Corp.	Denise D. Cranmore-Auguste, president, treasurer and secretary	176 Brush Hill Rd., Milton MA 02186	Real estate
BC Blue Hill Commons LLC	Peter A. Caro, Howard Earl Cohen, Pamela Goodman and Kathleen M. Sheehan, managers	C/o Beacon Communities LLC@ 100 High St., 5th floor, Boston MA 02110	Deal with real estate
19 Central LLC	Rose Mary Abrams, Charles J. Benevento and Michael MacClary, managers	18 Branch Ln., P.O. Box 85, Prides Crossing MA 01965	Own and manage real estate
Lancaster Oaks Development LLC	Elisa A. D'Amico, Michael R. O'Connor and Joseph M. Rizzari, managers	250 Wentworth Ave., Lowell MA 01852	Real estate construction, development and management
Curran 800 Technology Center Drive LLC	Kevin G. Curran, manager; John G. Serino, resident agent	Curran@ 209 Burlington Rd., Bedford MA 01730; Serino c/o Davis, Malm & D'Agostine@ One Boston Place, Boston MA 02108	Real estate acquisition and development
Stevens Corner GP Inc.	Janice L. Downey, president; Rose Fiore, treasurer; Anjie Preston, secretary; Philip Giffee, resident agent	143 Border St., East Boston MA 02128	Real estate
Palmerino Properties LLC	Jody S. and Kevin J. Palmerino, managers; David M. Stern, resident agent	Pamerinos@ 37 Intervale St., Lynn MA 01904; Stern c/o Stern, Keilty & Wall LLC@ One Salem Green, Ste. 550, Salem MA 01970	Ownership and management of real estate
Essex Tower Hill LLC	Philip A. and Theresa M. Raccuia, managers	142 Vine St., Everett MA 02149	Buy, develop, own and sell real estate
Laundry Warehouse LLC	Philip A. and Theresa M. Raccuia, managers	142 Vine St., Everett MA 02149	Investments, including real estate
Marcoccio Villas LLC	Angelo Marcoccio, manager	46 Franklin St., Winthrop MA 02152	Real estate
IMHA Real Estate LLC	Robert S. Crausman, manager; John D. Russell, resident agent	Crausman@ 2005 Bay St., Ste. 206, Taunton MA 02780; Russell c/o Adler, Pollock & Sheehan PC@ 175 Federal St., 10th floor, Boston MA 02110	Real estate
High Rock School and Main LLC	Emmet F. Lyne and David C. Sweetser, managers	Sweetser c/o High Rock Development@ 70 Walnut St., Wellesley MA 02481; Lyne@ 176 Federal St., Boston MA 02110	Acquisition, development, management and sale of real estate
Buffalo One Hoof LLC	Emmet F. Lyne and David C. Sweetser, managers	Sweetser c/o High Rock Development@ 70 Walnut St., Wellesley MA 02481; Lyne@ 176 Federal St., Boston MA 02110	Acquisition, development, management and sale of real estate
Assurance Property Management Corp.	Rosemary Sullivan, president, treasurer and secretary	6 Stockbridge St., Cohasset MA 02025	Property management
Chesterton Capital LLC	John P. Walsh, manager	222 Boston Ave., Medford MA 02155	Make loans and take mortgages on commercial real estate
PSK Properties LLC	Paul Kalaitzis, manager	69 Sterling St., West Boylston MA 01583	Own, lease and manage commercial properties
Black Rock Residential LLC	John C. Dawley, Frank M. Stewart and Richard A. Thomas, manager	C/o Northland Residential LLC@ 20 Burlington Mall Rd., Burlington MA 01803	Acquire, develop, manage, market and sell real estate
Extra Space Properties Forty Two LLC	Charles L. Allen, Kent W. Christensen and David L. Rasmussen, managers	2795 E. Cottonwood Pkwy., #400, Salt Lake City UT 84121	Holding entity for real estate

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Massachusetts Corporations

Organized October 13 - October 19, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
MTKK LLC	Paul G. Roiff, manager; Edward J. Bartlett Jr., resident agent	Roiff@ 74-A Clarendon St., Boston MA 02116; Bartlett c/o Bartlett Hackett Feinberg PC@ 155 Federal St., Boston MA 02110	Deal with real property
Ledge View Realty LLC	Colin Peddie, manager; Allen J. Margulis, resident agent	C/o Marathon Sports Co.@ 1654 Massachusetts Ave., Cambridge MA 02138	Acquisition, development, management and sale of real estate
Note Buyer LLC	Edward J. Baggia, manager	650 Plymouth St., Ste. 10, E. Bridgewater MA 02333	Real estate investment
27 Springhill Ave LLC	David W. Driscoll, manager	50 Aspen Dr., Bridgewater MA 02324	Ownership and management of real estate
Artemis Pratt LLC	Fred S. Hodara, manager; Alex Hodara, resident agent	Fred@ One Bryant Park, NYC 10036; Alex@ 971 Commonwealth Ave., #23, Boston MA 02215	Real estate
Martha's Vineyard Home Builders LLC	Robert H. Burpee, manager	5 Aldrin Rd., Plymouth MA 02360	Deal with real property
30 School Street LLC	Robert Mahoney, manager; Charles H. Cremers, resident agent	Mahoney@ 37 Longfellow Rd., Wellesley MA 02481; Cremers@ 19 Beacon St., Boston MA 02108	Real estate
Higgins Holdings LLC	Brian Higgins, manager	19 Minihans Ln., Quincy MA 02169	Real estate
Manchaug Pond Foundation Inc.	David W. Schmidt, president; Raymond A. Rzewuski, treasurer; Phyllis M. Charpentier, clerk	Schmidt@ 48 Bigelow Rd., Douglas MA 01516 Pone and the surrounding watershed	Non-profit to promote and preserve Manchaug
American Asset Investors LLC	Moncure Chatfield-Taylor, manager	91 Washington St., Nantucket MA 02554	Investments, including real estate
Third Magazine LLC	Rudolph Peselman, manager	49 Helene Rd., Newton MA 02468	Buy, develop, finance, maintain and sell real estate
80-82 Willet LLC	Joshua Blank and Matthew Quin, managers	Blank@ 23 Rogers St., Newton MA 02458; Quin@ 7 Beaumonts Pond Dr., Foxborough MA 02035	Dealing with commercial and residential real estate
217-219 New Boston Street LLC	Robert J. Hundertmark and Gary R. and John M. Koster, managers	217 New Boston St., Woburn MA 01801	Acquire, develop, manage, market and sell real estate
The Occupancy Corp.	Anthony O. Gordon, president, treasurer and secretary	35 Stanhope St., Boston MA 02116	Owning and managing bars, cafes, restaurants and other eating establishments
1080 University Avenue LLC	Rupesh Shah, manager; John Danese, resident agent	Shah@ 2095 N. Betavia St., Orange CA 92865; Danese@ 116 Lundquist Dr., Braintree MA 02184	Own and rent commercial real estate
Sterling Ventures Inc.	Richard Sokolow, president, treasurer and secretary	282 Washington St., Salem MA 01970	Real estate
Allan FP3 Leasing LLC	Allan J. and Nancy Salzman, managers	56 Williams Rd., Sharon MA 02067	Real estate investment and management
First Alden Tower LLC	Sheryl C. Starr, resident agent	C/o Chestnut Hill Realty Corp.@ 300 Independence Dr., Chestnut Hill MA 02467	Real estate
Second Alden Tower LLC	Sheryl C. Starr, resident agent	C/o Chestnut Hill Realty Corp.@ 300 Independence Dr., Chestnut Hill MA 02467	Real estate
397 North Main Realty Corp.	Lester Whynot, president and secretary; Warren Kent, treasurer	397 North Main St., Randolph MA 02368	Real estate management
P&L Mass LLC	Paul Foster and Lea Goldblatt, managers	25445 Prado De Las Peras, Calabasas CA 91302	Hold real property
Navillus Partners LLC	Stephen Sullivan, manager	5 Arbor Rd., West Newton MA 02465	Real estate investing and management
Taylor Series LLC	Christopher Anderson and Kurt Stenhouse, managers	Anderson@ 10 Pear Tree Rd., Westwood MA 02090; Stenhouse@ 40 Centre St., Dover MA 02030	Real estate investing and management
Merrimack Property Management Corp.	John E. Regan, president and secretary; Thomas A. Golden Jr., secretary	Regan@ 1 Wells Fargo Rd., Chelmsford MA 01824	Property management
K/G Uxbridge LLC	Anthony J. DeLuca and Christopher J. Knisley, managers	DeLuca@ 35 Evergreen Way, Medfield MA 02052; Knisley@ 175 Beech St., Wrentham MA 02093	Own, manage and sell real estate
Belmont Capital LLC	Kelly Realejo, manager	C/o LLC Management Company Inc.@ 55 Cambridge Pkwy., Ste. 200, Cambridge MA 02142	Investments, including real estate
I.Q.W. Architecture LLC	John Q. Williamson, manager	34 Century Ln., Milton MA 02186	Architecture and design
Fitchburg Place Limited Partnership	Samuel Ross, resident agent	C/o Winn Companies@ Six Faneuil Hall Marketplace, Boston MA 02109	Deal with real property in Fitchburg Mass
Fitchburg Place Winn/HA LLC	Samuel Ross, resident agent	C/o Winn Companies@ Six Faneuil Hall Marketplace, Boston MA 02109	Deal with real property in Fitchburg Mass
Hut House II LLC	Lisa W. Burns, Carla Marie Hutker and Maura E. Murphy, managers	Burns and Murphy@ 160 Federal St., Boston MA 02110; Hutker@ 16 Sippewissett Rd., Falmouth MA 02540	Real estate
The Upper Crust - Wellesley LLC	Brendan F. Higgins Jr., Joshua Huggard and Jordan S. Tobins, managers	95 Commercial St., Boston MA 02110	95 Commercial St., Boston MA 02110
Magid Mill LLC	Marc Magid, manager; Stephen N. Pagnotta, resident agent	Magid@ 66 Highland Ave., Roslyn NY 11576; Pagnotta@ 1330 Mass Moca Way, North Adams MA 01247	Real estate holding
Seven Iron LLC	John and Michael Freedman and Allen Wade Koerner, managers	Freedmans@ 115 Stevens St., Springfield MA 01104; Koerner@ 214 Main St., Hartford CT 06106	Real estate holding and leasing company
Taunton River Realty LLC	Michael W. Berube, Robert F. Collins, William R. Eccles Jr. and Paul S. Medeiros	79 North Main St., Fall River MA 02720	Real estate, including bidding at auctions of foreclosed property
Lafauci Real Estate Development LLC	Richard D. Lafauci DMD, manager	1 Roosevelt Ave., Peabody MA 01960	Deal with real property

ARC

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still measured, Reeder says the level of experienced architects seeking positions makes this a good period to be hiring.

Even with its comfortable roster of projects, Reeder says the firm is ever mindful of the industry's short horizon. "If you stop looking for work, you are dead," he says. ARC is presently parlaying its reputation as a top architect for private schools and life sciences buildings to markets nationally, including Colorado, North Carolina, Oklahoma and Texas. Laird, who took the helm in 2007 as ARC's first non-founder president, stresses the firm will travel when feasible. "We don't want to be limited by geography," he says. "When we see projects and opportunities, we like to be able to apply for them."

Equally key, according to ARC leadership, is ensuring the firm has the skill sets and technology in place to be viable in the new millennium. Sustainable design has become a primary focus, with ARC recognizing early on that changes were afoot that would make that arena increasingly important. "We've been doing it for quite awhile," says Cohen,



Genzyme Corp. manufacturing plant, Allston MA

who is a LEED accredited professional by the USGBC, as are principals Johnson and Laird. A goal of 100 percent staff accreditation is worth the effort, Cohen maintains, noting an industry wide indifference towards sustainability that ARC grappled with early in its existence is now replaced by motivated parties on all sides. "There's much greater awareness today," he says.

As for kicking off the next 10 years, Laird says he is encouraged by the near-term prospects, aided greatly by ARC's selection

in late 2008 to design the \$405 million Albert Sherman Center for the UMass Medical School in Worcester. "It made the prospects for 2009 a lot better, and I think we are in good shape for 2010," says Laird. Although he anticipates the current recession will linger longer than others ARC has encountered, Reeder says there does appear to be a recent increase in RFP's and RFQ's, and there are hopes federal stimulus funds will eventually have an impact. "I'm sure it will help at some point, Reeder says." ■

CAMPANELLI

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... meant going head-to-head with other states and other sites at every possible level," relays DeMarco in a press release. "Campanelli's ability to provide a fully detailed proposal—including thorough design and cost estimation—ensured that we could accurately represent the cost and speed at which the building could be constructed." More than 170 full-time jobs will ultimately be created at the center.



Jeff DeMarco

Principal Jeffrey DeMarco praises "the dedication and perseverance of officials in Westfield and the region" for streamlining the process. "It is encouraging when communities and state leaders consider the needs of the business community and collaborate on the permitting of a project of this magnitude," he says. "By doing so, they demonstrate the ability to get projects approved in an expeditious manner."

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Campanelli Business Park, Westfield MA

The broker representing Campanelli Business Park, Kevin Jennings of Jennings Real Estate Services, lauds the developer for its own tenacity in positioning a block of raw land acquired five years ago into a viable business address. While "an incredibly challenging process," Jennings relays that "Campanelli was able to construct the

necessary infrastructure and position the property as one of the premiere shovel-ready industrial parks in New England." The firm's efforts are also welcomed by Westfield Mayor Michael R. Boulanger, calling the park a resource the city "desperately needs in terms of jobs and economic growth and stability." ■

AUCTIONS

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industrial, office and retail buildings to luxurious mansions and island hideaways. "In the auction world, you see everything," says Freid, a Midwestern native who honed his craft working for industry leader Sheldon Good & Co. of Chicago.

Now in his 19th year as one of Greater Boston's leading gavelers of distressed assets, Flynn says joining forces with BRA enables him to expand into handling private, stable properties priced at \$1 million and above, a realm he concurs has not been breached by auctions regionally. Flynn/Boston Realty Advisors hopes to be "the Cadillac of the market," says Flynn. "We're highly professional," he relays, providing prospects with an advance package of information such as environmental per-

mits, utility bills and site studies.

"People are always more willing to bid when they feel confident in the process," Flynn observes. Open houses are held during a marketing campaign that runs six to eight weeks in advance. The team can provide additional knowledge through the two full-service real estate firms forming the JV, with BRA an established Boston firm whose principals include Jason S. Weissman and William H. Catlin Jr. That could be especially valuable for those with commercial assets, says Freid, given that sector's specialized product types.



Daniel J. Flynn III



Jeremy A. Freid

Having spent much of 2009 putting the partnership together and seeking commitments, Freid says he is pleasantly surprised by a surge of momentum entering the fourth quarter. The publicized efforts of the Gollinger Co. auctioning off high end condominiums in Greater Boston has spirited the concept along, he maintains, as has Flynn/BRA's \$1.85 million sale of a Weston mansion in August. "It was a phenomenal auction with great execution," says Freid, whose team was invited to sell the property after the owner had been stymied using traditional channels.



150-A Andover St., Danvers MA

A broker recently introduced Freid to the owner of a Southborough office building unable to find a taker. That asset at 106 Southville Rd. is now in tow, as is 150-A Andover St., a Danvers office condominium project caught in the down market. Flynn/BRA has just secured three industrial assets to auction, plus Franca's, a 6,000-sf restaurant at 16 Felton St. in Waltham that is being auctioned as a turnkey opportunity. Events are slated for November and December on those and other properties expected to go under contract soon.

"The brand is starting to pay off," says Freid. "Between the calls we are getting and the projects we are looking at, we are really, really busy right now." The book of business could be even bigger, he says, but the group has been careful to assess the seller's belief in the concept. "If they are not being realistic, we are not going to run the drill," he says. Absolute auctions

are the preferred method versus giving the seller a chance to back out, says Flynn, but middle options are possible, such as a buyback alternative.

The recent rise of foreclosure auctions does continue to require "education" of clients, but Freid says the down market has assisted his platform because the bid/ask gap has made both sides hesitant, something an auction can cure quickly. "It's the purest way to set the market price," he says, enabling all sides to feel comfortable that the figure is realistic. "It's the only way to go," Flynn says, especially in a muddled market.

Thanks to the various forces, Freid and Flynn both express optimism that New England will come to embrace commercial real estate auctions as a viable option for sales in any climate. The entity is also inviting cooperating brokers to bring clients, and promising to honor the broker/client relationship. ■

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NKF

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were lured by RREEF's stewardship that has brought occupancy to 75 percent since its purchase in Nov. 2005 for \$7.7 million. "People were shocked by the number of prospects we got," says Jacoby.

Gagne, whose firm owns a nearby commercial property, says 234 Ballardvale St. attributes include quick access to Interstate 93 and Route 128 a few miles south. The stable tenant roster is a plus, he adds in voicing concern about the current leasing environment. "It's a spotty market," he says. "You have to be very careful."



Douglas Jacoby

Third quarter figures released this week by Jones Lang LaSalle would indicate trouble. JLL estimates 140,000 sf of negative net absorption for the Boston North submarket in Q3, bringing the YTD total to minus- 322,000 sf. That has pushed the availability rate up to 22.4 percent for 6.5 million sf. One asset in Wilmington has just seen a 20,000 sf hole open up, relays Richards Barry Joyce & Partners. Still, the sub-

market is outperforming Greater Boston overall, with JLL putting negative net absorption in excess of two million sf YTD. The overall availability rate for 40.6 million sf is now 26.6 percent.

According to Gagne, 234 Ballardvale St. is positioned to allow the final lease-up to proceed patiently, and he says RAM is a believer in the I-93 corridor long term. The company is further steeled by the range of requirements the building can service. Some space can accommodate an office user, he explains, and another portion fits the needs of a light manufacturing or distribution tenant. To Thomson, retained with Jacoby as exclusive leasing agents, the single-story structure's flexibility was a prime selling point. "In that way, it's more valuable than an office building," he says. "There are a lot of tenants that will look at" 234 Ballardvale St.



234 Ballardvale St., Wilmington MA

The RAM Cos. is now said to be closing in on 10 Industrial Way in Chelmsford, an 87,000-sf building owned by the New Boston Fund. The Real Reporter has previously indicated RAM has the structure under agreement, and one source this week solidified that notion. Gagne would not discuss the matter, citing confidentiality agreements. Being marketed by JLL, 10 Industrial Way's long-term lease to the Department of Veteran's Affairs would seem to provide the stability favored by RAM at present. The pact runs through 2019 for the entire building, which sits

near Route 3 on a 12.7-acre parcel.

Gagne did confirm that RAM is on the prowl for more opportunities. The preference, he says, would be buildings offering similar attributes as 234 Ballardvale St. "We're not looking for something that needs a lot of capital expenditure," he explains, favoring instead cash-flowing properties. As with its current portfolio, RAM will self manage 234 Ballardvale St. Active in New England and Florida, RAM also owns 100 Research Dr. in Wilmington and the Audubon Commerce Center in Wakefield, each represented by NKF. ■

HOPE LODGE

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Management, Hines/Wasser + Associates LLC, Nitsch and Preservation Technology Associates Inc.

According to project officials, LEED Gold was not the specific mission for Hope Lodge at the outset, but the ACS did want to provide a healthier environment for guests and employees, establishing the sustainability framework that resulted in the coveted designation. Non-toxic, recycled materials such as carpeting, furniture and paint were incorporated into the design, with a preference for regional sources. A garden was created on the south side of Hope Lodge where one of the newer additions had stood, and more plantings run along the sidewalk and other available spaces.

Indigenous plants are another feature, and the project incorporated water-efficient fixtures to limit excess use. There is also a solar hot water system in place, and



AstraZeneca Hope Lodge Center, Boston MA

natural lighting is used copiously to further keep costs down and also invigorate occupants. Hope Lodge exceeds sustainability goals set by the city of Boston for projects over 50,000 sf. ■



Photo: Derek Szabo

THE REAL REPORT

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tionship became strained due to his allegedly controlling nature. Boss and her daughter had relocated to England, prompting Rockefeller/Gerhartsreiter to hatch his ill-fated kidnapping ruse.

Chances of reconciliation appear unlikely, but perhaps Boston's one-time power couple can take solace in knowing their former home has transcended the real estate market's own daunting upheavals. As detailed in this week's Million Dollar Sales review on page five, the 100-year-old residence was purchased by **Brenda and Stephane Bancel** for \$3,200,000 just two years after Boss traded it for \$2,900,000 to **bioMerieux Inc.** Boss had paid \$2,690,000 in September 2006 in so-called happier times.

Emerald Green

TEWKSBURY — The **Northbridge Companies** of Burlington has paid \$16.7 million for **The Isle at Emerald Court**, a 94-unit assisted living community located at 2000 Emerald Ct. The Isle is part of a larger active adult complex for people aged 55 and older that opened in 2006

called Emerald Court.

Initially developed by **South Bay Partners** of Dallas, The Isle has been renamed "Bayberry at Emerald Court," Northbridge officials announced in a press release where **Northbridge President Wendy Nowokunski** terms the facility "a great addition" to the firm's New England portfolio. "Our mission is to bring the next generation of senior living to Bayberry," says Nowokunski. Doing so, she relays,

"means providing more than just a beautiful building – it means creating an environment with engaged staff and meaningful programs where residents can thrive and families can have peace of mind."

Northbridge's acquisition was financed by a \$9.5 million loan from **Fundamental Advisors LP**, a private equity fund with offices in New York City. The seller was represented by **ARA National Seniors Housing Group** of Dallas. ■

A Distinct Audience Stand Out

