



# The Real Reporter

DECEMBER 17, 2009

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## THE REAL REPORT

### Price Break



75 Sylvan St., Danvers MA

ANDOVER—Apparently, not all foreclosed properties crater equally.

In tracking the handful of local commercial assets that have been offered up by lenders following the latest market meltdown, pricing seems to be fluctuating substantially. Whereas a portfolio of seven properties being sold piecemeal by **UBS Investments** has required draconian discounts to yield results, **NewStar Financial's** disposition of the former **Osram Sylvania** facility in Danvers has been much less tortuous, according to sources familiar with the details.

While far below the \$26 million shelled out by 75 Sylvan St.'s prior owner three years ago, the 275,000-

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## Brigham Circle Making Rounds; NBF Pricing Goal Close to \$90M

BY JOE CLEMENTS

**B**OSTON—At an asking price rumored near \$90 million, a prominent mixed-use property abutting the city's Longwood Medical Area is being put on the block for sale, industry sources are telling *The Real Reporter*. The New Boston Fund has retained Cushman & Wakefield's Capital Markets group to peddle One Brigham Circle, sources claim, a step being taken after supposedly shopping the asset to select prospects, including anchor office



One Brigham Circle, Boston MA

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## Atlantic Makes \$30M Sale, \$8.4M Buy

BY JOE CLEMENTS

**W**OBURN—The Woburn Mall is jam-packed this time of year, but clothing and shoes and Panera bread are not the only products changing hands on Commerce Way. A few doors behind the mall complex, 110,000 sf of flex and office space is being purchased by



Garry Holmes

Framingham-based Atlantic Management Corp., the same group which closed Tuesday on its \$30.8 million sale of a Natick office building to long-time tenant MathWorks Inc. "It's happening," acknowledges one source tracking the \$8.4 million deal for 20 and 30 Commerce Way, with one source claiming the deal has closed. Atlantic Management principal Joseph L. Zink is also reportedly angling to buy into a Billerica office park

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## AvalonBay Trade Reaps \$40.8M

BY JOE CLEMENTS

**W**ESTBOROUGH—The luxury apartment complex here harvested last week by AvalonBay Communities fetched \$40.8 million, or a healthy \$145,000 per unit. According to sources, Avalon at Flanders Hill traded to Invesco Real Estate Advisors at a capitalization rate under 7 percent, again demonstrating the popularity of multifamily residential properties in Greater Boston. The sale was financed by a \$22 million mortgage from the Teachers Retirement System of the

State of Illinois.

Officials for Texas-based Invesco did finally acknowledge their acquisition of the 280-unit property, a deal initially unveiled last month by *The Real Reporter* but heretofore met with silence by all parties, including its brokers at Cushman & Wakefield. In a press release issued earlier this week, Invesco acquisitions expert Joshua Siegel cited regional strengths of the apartment market for attracting interest in Flanders Hill, although the buyer did

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# Delta Dedham Deal Fills 12,800SF

**D**EDHAM—An ally to citizens with developmental challenges has landed on Allied Drive, as Delta Projects Inc. signs a seven-year lease for 12,800 sf of office space. Owned by Extra Space Storage, the two-story building at 118 Allied Dr is situated just off Route 128 and close to Delta's regional client base.

Founded in 1976, Delta Projects provides employment, residential and respite support to children and adults in Massachusetts. Funding is generated through donations, grants and support from the Commonwealth's Department of Developmental Services. Delta was represented in its headquarters search by Boston Realty Advisors' Route 128/Massachusetts Turnpike commercial leasing team led by Adam Meixner, while John McDonough negotiated on behalf of 118 Allied Dr.'s landlord.



Adam Meixner



118 Allied Dr., Dedham MA

Presently in Needham, Delta officials entertained multiple properties in the Route 128 South region, relays Meixner, but after careful review, "all arrows pointed to" the ultimate choice, including proximity to agency clients, having a commuter rail station across the street and physical attributes such as on-site parking, abundant natural lighting and availability of the entire second floor. Cost was a crit-

ical determinant, Meixner explains, and while foregoing specifics, he reports competitive terms helped seal the agreement. "We did well," he says in Delta's ability to take advantage of the favorable environment, adding, "that's great for a non-profit."

Route 128 as a whole has suffered mightily in the lingering recession, but continued on page 11

## Lab and Technical Facilities

- Easily accessible locations along I-93 and I-95/Route 128
- Lease rates typically *half* that of Boston/Cambridge lab space
- Suburban corporate life-style without sacrificing the amenities of a central business district
- Cummings Properties' in-house leasing, design, and construction services deliver space fast
- Built-to-suit wet labs, incubator labs, large-scale pilot plant facilities, chemical labs, and clean rooms



Life Science firms lease more than 2 million SF with Cummings Properties, including:



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781-932-7038 [cummings.com](http://cummings.com)

# Autodesk Waltham HQ Goes LEED Platinum

**W**ALTHAM—In the end, it wasn't even close, as the corporate interior work at Autodesk Inc.'s new headquarters easily was certified LEED Platinum by the US Green Building Council, securing 46 points in the arduous process when only 42 were required. Having acquired the 61,000-sf speculative office building known as Overlook Center shortly after Neelon Properties and Normandy Real Estate Partners broke ground in June 2008, Autodesk quickly embarked on a sustainability mission to the top, project officials recalled this week.

"It was clear from the very beginning ... that designing for a LEED Platinum rating was extremely important for Autodesk," says Scott Simpson of KingStubbins, the architects on a team that includes Tocci Building Corp. and manager Jones Lang LaSalle. Using Autodesk's own Ecotect and Revit Architecture platforms, KingStubbins modeled electrical, mechanical and plumbing systems, lighting levels and energy consumption, cutting-edge approaches "that helped us achieve this



Autodesk headquarters, Waltham MA

ambitious goal," says Simpson.

Among the applications, KingStubbins analyzed where daylight would fall within the structure to accommodate a LEED Platinum mandate that 90 percent of workspaces receive natural daylight. Elements to accomplish that include an open floor plan sporting low partitions and worksta-

tions positioned along the perimeter. Artificial lights are controlled by sensors that adjust for customized task illumination, while separate control zones enable localized management for solar exposure.

Tocci Building Corp. CEO John Tocci says Autodesk was able to "troubleshoot  
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# On Deals Negotiated by CBRE/NE and Mark Dickinson, NEBC Surges to 96 Percent Occupancy

**A**NDOVER—Leasing in excess of 10,000 sf is giving the New England Business Center a late-season boost, with one tenant relocating to the 42-acre campus while an existing occupant extends its agreement by another five years. Owned by New Boston Fund, the 250,000-sf master-planned office park is now at 96 percent occupancy after being half-empty just 18 months earlier.

“We’ve done really well there,” concurs CBRE/New England VP Kerry Olson, whose firm is exclusive listing agent. Olson credits “rich amenities” including a Bright Horizons Day Care as one reason 10 deals have been inked since mid-2008 when occupancy was only 54 percent.



Kerry Olson



Jason Levendusky



Robert LeClair

Among other upgrades, New Boston Fund has expanded NEBC’s fitness center and revamped the main cafeteria. “We’ve been fortunate to work with a very professional landlord,” says Olson. “They are very aware of the market and they work hard to make deals.”

The larger of the latest transactions is an 8,250-sf renewal at 10 New England Business Center by traffic engineering company Vanasse & Associates. The well-known local company and dozens of other park tenants will be joined by GHD, an international engineering firm that will occupy 2,150 sf on the second floor of 35 New England

Business Center. CBRE/NE’s team of Olson, FVP Jason Levendusky and Associate Robert LeClair represented the tenant and the landlord in that lease after being on NBF’s side in the Vanasse renewal.



New England Business Center, Andover MA

“We are pleased to have attracted and retained two excellent tenants here at New England Business Center,” says NBF official Paul Stuart in a release announcing the commitments. Stuart credits a “strategic location” in the I-495 North submarket as another element in the park’s allure. Situated at Exit 45 of Interstate 93, NEBC’s offerings are complemented by nearby hotels and restaurants in a cluster of development on either side of the River Road interchange. The junction of Interstate 495 is two miles south, and Manchester Boston Regional Airport is barely a half-hour ride north on I-93.

Dickinson Development President Mark Dickinson negotiated terms on behalf of Vanasse. “Anytime you can keep a tenant today is a huge win,” says Olson, as the sluggish environment requires extra effort to stave off competing offers. Even so, the only occupant NEBC has lost this year is Casa Systems, a technology firm whose 16,000-sf requirement is too large, leading to a deal at nearby 100 Old River Road. Presently, NEBC has just one suite of 6,800 sf and another of 3,200 sf available, relays Olson, hopeful that a market

dominated by tenants needing 5,000 to 10,000 sf might fill in those minute gaps.

The parties involved declined to detail terms of the GHD and Vanasse pacts, but Olson says NEBC has kept rents steady, still running at close to \$20 per sf in a submarket that saw rates retreat to the mid-teens at its lowest point following the technology bust in 2001. The advent of solid institutional ownership such as NBF, Boston Properties and Transwestern Investment Company has helped keep rents from plunging, relays Olson. “They know how to improve curb appeal and bring people in to their properties,” she says.

I-495 North has certainly had its struggles, making the NEBC results even more impressive. According to Colliers Meredith & Grew research for 2009, the submarket of 24.8 million sf suffered negative net absorption of 471,000 sf through Q3, bringing the vacancy rate to 24.3 percent. One bright spot, notes Olson, was a 63,000 sf commitment by Dynamic Research at 2 Technology Center Dr. in Andover, and the Casa Systems deal at 100 Old River Rd. is good news for a property that has been vacant since 2003. ■

# Million Dollar Deals

MORTGAGES/SALES DECEMBER 8 - DECEMBER 14, 2009

## DEC 14TH

**BUYER:** Wendy B. Gimbel and Douglas S. Liebhafsky

**SELLER:** James J. LeRoux

**ADDRESS:** 57 Tiasquam Rd., Lots 1 and 2, and 59 Tiasquam Rd., Lot 3, West Tisbury

**PRICE/TYPE:** \$1,900,000 (RES)

**MORTGAGE:** \$1,650,000 from **Boston Private Bank & Trust Co.**

**ADDRESS:** 10 Clark Rd., Lots 66 and 67, Wellesley

**BORROWER:** David C. Nahabedian and Melissa J. Harrington

**MORTGAGE:** \$1,446,000 from **National Grand Bank**

**ADDRESS:** 7 Manley St., Marblehead

**BORROWER:** Anthony A. and Mary D. Bongiorno

**BUYER:** Thomas S. Michie

**SELLER:** Kirby Veevers

**ADDRESS:** 68 High St., Lot 5, Brookline

**PRICE/TYPE:** \$1,420,000 (RES)

**NOTES:** Single-family, built 1900; house size is 3,375 sf, lot size is 12,075 sf; three bedrooms and 2.5 baths; Declaration of Homestead

**BUYER:** Amit and Vinita Verma

**SELLER:** Margaret S. Barons, trustee of 3 Graham Road RT

**ADDRESS:** 3 Graham Rd., Lexington

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

**MORTGAGE:** \$700,000 from **Bank of America NA**

**NOTES:** Single-family, built 2009; house size is 5,075 sf, lot size is 33,075; four bedrooms and five baths; property last sold for \$550,000 in April 2008

**MORTGAGE:** \$1,200,000 from **Hyde Park Savings Bank**

**ADDRESS:** 26 Thurston Ln., Needham

**BORROWER:** Abigail B. and Scott Chinitz

**MORTGAGE:** \$1,182,000 from **Northmark Bank**

**ADDRESS:** 202 Dedham St., Lot 2, Dover

**BORROWER:** Holly L. and Peter B. Kelsey

**MORTGAGE:** \$1,025,000 from the **Newburyport Institution for Savings in Newburyport & its Vicinity**

**ADDRESS:** 6 Spy Rock Hill Rd., Manchester-by-the-Sea

**BORROWER:** Robert and Susan McAuliff

**MORTGAGE:** \$1,000,000 from **JPMorgan Chase Bank**

**ADDRESS:** 3 Swallow Cave Rd., Nathan

**BORROWER:** Christian H. and Tess M., trustees of 3 Swallow Cave Road Realty TR



One of Cohasset's most storied properties has a new owner. The single-family home at 555 Jerusalem Rd. was purchased for \$2,000,000 by Diane C. DeCaprio and Peter J. DeCaprio, a principal at investment advisory firm Crow Point Partners of Scituate. The deal was financed by a \$367,000 mortgage from the Hingham Institution for Savings. The home sits at the one-time site of Cohasset's Black Rock House, a hotel that dates to the early 18th century and was a popular summer stagecoach stop for summer visitors to the fabled Land of Rocks.

## DEC 11TH

**MORTGAGE:** \$11,470,000 from **Keycorp Real Estate Capital Markets Inc.**

**ADDRESS:** 6 Beth Ave., Leominster

**BORROWER:** Cortland House LP and Cortland Inc.

**MORTGAGE:** \$8,000,000 from **Enterprise Bank & Trust Co.**

**ADDRESS:** 377 Kenoza St., Haverhill

**BORROWER:** North Shore Golf Club Holdings LLC

**MORTGAGE:** \$8,000,000 from **Enterprise Bank & Trust Co.**

**ADDRESS:** Seventeen lots at 7 Sister Rd., Haverhill

**BORROWER:** Kenoza Properties LLC

**BUYER:** American Brilliance Realty LLC

**SELLER:** One Hundred Marion Street LLC

**ADDRESS:** 40-46 Carlton St., Brookline

**PRICE/TYPE:** \$7,803,000 (MULTI-FAM)

**MORTGAGE:** \$4,000,000 from **Boston Private Bank & Trust Co.**

**NOTES:** Three-story apartment property, nine-plus units; lot size is 18,150 sf; last sold for \$7,050,000 in June 2002

**BUYER:** Roger Wade

**SELLER:** Jeffrey B. Carter

**ADDRESS:** 5 Deacons Way, Lot 34, Nantucket

**PRICE/TYPE:** \$3,515,000 (RES)

**NOTES:** Single-family, built 2001; house size is 4,475 sf, lot size is 1.8 acres; five bedrooms and five baths; property last sold for \$1,572,500 in Oct. 2000

**BUYER:** Carey A. Cullinane, trustee of Carey A. Cullinane Living TR

**SELLER:** Barbara M. and Steven M. Garfinkle, trustee of Marlborough St. Nominee TR

**ADDRESS:** 15 Marlborough St., U-3, Boston

**PRICE/TYPE:** \$2,500,000 (RES CONDO)

**NOTES:** Unit last sold for \$2,260,000 in June 2004

**BUYER:** Mary I. Ames and Brian J. Hirschfeld

**SELLER:** ECH Management LLC

**ADDRESS:** 300 Dudley St., Lot 1, Brookline

**PRICE/TYPE:** \$2,473,000 (RES)

**MORTGAGE:** \$731,000 and \$1,000,000 from **Bank of America NA**

**NOTES:** Single-family Ranch, built 1975; house size is 4,675 sf, lot size is 41,500 sf; three bedrooms, two baths and two half-baths; seller's family ownership in property dates to April 1961

**BUYER:** Da/Pro Rubber Inc.

**SELLER:** E&D Financial Services LLC

**ADDRESS:** 15 Malcolm Hoyt Dr., Lots 61 and 64, Newburyport

**PRICE/TYPE:** \$2,175,000 (IND)

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# Million Dollar Deals

MORTGAGES/SALES DECEMBER 8 - DECEMBER 14, 2009

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

**NOTES:** Lot size is 3.03 acres; property affiliated with **Newburyport Area Industrial Dev. Corp.**

**MORTGAGE:** \$2,000,000 from **Wachovia Bank NA**

**ADDRESS:** 1140 Boston Providence Highway, Lots 27 and 28, Norwood

**BORROWER:** Gator Properties LLC

**BUYER:** 156 Main Street LLC

**SELLER:** Joanne Coy and Leatrice J. Laschi, trustees of Laschi Realty TR

**ADDRESS:** 150-156 Main St., Reading

**PRICE/TYPE:** \$1,500,000 (COM)

**MORTGAGE:** \$985,000 from **Brookline Bank**

**NOTES:** Café Bella Coffee House and Laschi Hair Stylists at 150 Main St. (Route 28); seller's family's ownership dates to June 1953

**BUYER:** Mark G. Lyon and Margaret Wazuka

**SELLER:** Grover B. and Starr R. Daniels, trustees of LJS Realty TR

**ADDRESS:** 69 Weston Rd., Lincoln

**PRICE/TYPE:** \$1,450,000 (RES)

**NOTES:** Single-family; house size is 4,200 sf, lot size is 4.08 acres; five bedrooms and four baths; last sold for \$1,500,000 in Jan. 1999

**BUYER:** Peter R. Alternative and Rachel Smith Alternative

**SELLER:** Elizabeth Richards Shaw Bell, trustee of The M.R. Shaw Trust No. 1

**ADDRESS:** 109 Oak Rd., Concord

**PRICE/TYPE:** \$1,226,900 (RES)

**NOTES:** Single-family Cape, built 1955; house size is 1,900 sf, lot size is 7.07 acres; three bedrooms and two baths; seller's family ownership in property dates to March 1949; Declaration of Homestead

**BUYER:** Deborah R. and Jeffrey A. Buchbinder

**SELLER:** Macie E. and Robert M. Himmel

**ADDRESS:** 47 Highgate St., Needham

**PRICE/TYPE:** \$1,178,000 (RES)

**MORTGAGE:** \$523,750 from **NE Moves Mortgage**

**NOTES:** Single-family Colonial, built 2001; house size is 4,100 sf, lot size is 10,000 sf; five bedrooms and 3.5 baths; last sold for \$915,000 in Nov. 2002; Declaration of Homestead

**BUYER:** Anne W. and Ross B. Perry

**SELLER:** Thomasin J. Berry and John S. Desmond

**ADDRESS:** 123 Farmer's Cliff Rd., Concord

**PRICE/TYPE:** \$1,050,000 (RES)

**MORTGAGE:** \$417,000 from **Leader Mortgage Co.**

**NOTES:** Single-family, built 1962; house size is 3,550 sf, lot size is 1.8 acres; five bedrooms and 4.5 baths; last sold for \$164,000 in August 1980



An expansive single-family home at 5 Deacons Way in Nantucket has been purchased for \$3,515,000 by Roger Wade from Jeffrey B. Carter. Built in 2001, the 4,475-sf residence is located on a 1.8-acre and features five bedrooms and five baths.

**BUYER:** Christina N. and Peo S. Nathan

**SELLER:** Andrea Cormier, trustee of Saint Paul's Trust

**ADDRESS:** 11 Park Grove Ln., Shrewsbury

**PRICE/TYPE:** \$1,025,000 (RES)

**MORTGAGE:** \$825,000 from **Andrea H. and Henry Cormier**

**NOTES:** Single-family, built 2006; house size is 4,575 sf, lot size is one half-acre; four bedrooms and 4.5 baths

## DEC 10TH

**BUYER:** TR Flanders Hill LLC

**SELLER:** Avalon Mills Inc.

**ADDRESS:** One Homestead Blvd., Westborough and Southborough

**PRICE/TYPE:** \$40,875,000 (MULTI-FAM)

**MORTGAGE:** \$22,000,000 from **State of Illinois Teachers Retirement System**

**NOTES:** Avalon at Flanders Hill; 280-unit apartment community, built 2003; buyer an affiliate of Invesco Real Estate

**MORTGAGE:** \$14,965,000 from **HSBC Bank USA NA**

**ADDRESS:** 16 Anthony Ln., Lot B, Dedham

**BORROWER:** CIL Realty of Massachusetts Inc.

**MORTGAGE:** \$6,042,700 from **Brookline Bank**

**ADDRESS:** 1209 Beacon St. Brookline

**BORROWER:** Field Corp.

**BUYER:** Martha B. and Robert K. McConaughy

**SELLER:** Diane G. and Peter J. DeCaprio

**ADDRESS:** 10 River Rd., Cohasset

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

**MORTGAGE:** \$1,470,000 from **Merrill Lynch Credit Corp.**

**NOTES:** Single-family, built 1931; house size is 7,250 sf, lot size is 2.2 acres; six bedrooms and 4.5 baths; Declaration of Homestead

**BUYER:** Diane G. and Peter J. DeCaprio

**SELLER:** Martha H. and Robert K. McConaughy

**ADDRESS:** 555 Jerusalem Rd., Lot 2A, Cohasset

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

**MORTGAGE:** \$367,000 from **Hingham Institution for Savings**

**NOTES:** Single-family; last sold for \$2,750,000 in May 2005

**BUYER:** Jessica J. and Jonathan W. Lubow

**SELLER:** Robert Alan Gins, trustee of Erik Bailey Gins TR

**ADDRESS:** 10 Pinkletink Rd., Chilmark

**PRICE/TYPE:** \$1,568,500 (RES)

**MORTGAGE:** \$600,000 from **Sovereign Bank**

**NOTES:** Single-family, built 1990; house size is 3,450 sf, lot size is 3.1 acres; five bedrooms and four baths; seller's family ownership in property dates to Nov. 1986

continued on page 7

# Million Dollar Deals

MORTGAGES/SALES DECEMBER 8 - DECEMBER 14, 2009

continued from page 6

**BUYER:** Linda J. and Paul J. Mahoney

**SELLER:** Alan P. Abrams

**ADDRESS:** 31 Gay Head Ave., West Tisbury

**PRICE/TYPE:** \$1,185,000 (RES)

**MORTGAGE:** \$2,100,000 from **First Pioneer Farm Credit ACA**

**NOTES:** Single-family, built 1987; house size is 2,775 sf, lot size is 2.27 acres; four bedrooms and 2.5 baths; seller's family ownership in property dates to June 1985

**BUYER:** James F. Conway and Kelliann M. Lynch

**SELLER:** Paul M. Verrochi

**ADDRESS:** 434 King St., Lot 1, Cohasset

**PRICE/TYPE:** \$1,094,000 (RES)

**MORTGAGE:** \$820,500 from **Mortgage Network Inc.**

**NOTES:** last sold for \$1,125,000 in Declaration of Homestead

**BUYER:** Norman E. Moore Jr. and Stephanie Moore

**SELLER:** Susan L. Moore

**ADDRESS:** 54 Milestone Rd., Lot 1, Nantucket

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

**MORTGAGE:** \$225,000 and \$450,000 from **Nantucket Bank**, \$550,000 from **Susan L. Moore**

**NOTES:** Single-family Colonial, built 1988; house size is 2,275 sf, lot size is 2.7 acres; three bedrooms and three baths; property last sold for \$95,000 in Oct. 1985

## DEC 9TH

**BUYER:** 45 Stuart Street LLC

**SELLER:** Lagrange Street SPE LLC

**ADDRESS:** 41-45 Stuart St. and 28-58 and 54R Lagrange St., Boston

**PRICE/TYPE:** \$7,500,000 (COM)

**MORTGAGE:** \$500,000 from **Lagrange Street SPE LLC** and \$5,250,000 from **Bank of America**

**NOTES:** Purchase also includes air rights over 31 Stuart St.; seller's ownership dates to July 1968

**MORTGAGE:** \$1,645,000 from **Danversbank**

**ADDRESS:** 161 Andover St., Peabody

**BORROWER:** Descenza-Maclsaac LLC

**BUYER:** Bruce Enterprises LLC

**SELLER:** Holly J. and Kevin P. Malloy

**ADDRESS:** 69 Court St., Westfield

**PRICE/TYPE:** \$1,555,000 (LAND)

**NOTES:** Two parcels; last sold for \$1,500,000 in Nov. 2007

**BUYER:** Full Schilling Corp.

**SELLER:** Anne M. Brownell

**ADDRESS:** 273 East Chop Dr., Oak Bluffs



Backed by \$1,731,000 in financing from the Bank of America, Mary I. Ames and Brian J. Hirschfeld have acquired a single-family home at 300 Dudley St. in Brookline for \$2,473,000. The 4,675-sf Ranch-style property has three bedrooms, two baths and two half-baths and is situated on a 41,500-sf parcel near Route 9 and Chestnut Hill Avenue.

**PRICE/TYPE:** \$1,450,000 (RES)

**NOTES:** Single-family, built 1923; house size is 1,104 sf, lot size is 11,875 sf; three bedrooms and 1.5 baths; last sold for \$1,690,000 in Oct. 2005

**BUYER:** 76 Laurel Road LLC

**SELLER:** Thomas H. Belknap, executor of the Will of Robert A. Tappan

**ADDRESS:** 76 Laurel Rd., Lot 17, Brookline

**PRICE/TYPE:** \$1,450,000 (RES)

**NOTES:** Single-family brick Colonial, built 1931; house size is 4,300 sf, lot size is 39,300 sf; six bedrooms, four baths and two half-baths

**BUYER:** 140 Salem Turnpike LLC

**SELLER:** Kristine L. Pike, trustee of SSKL Realty TR

**ADDRESS:** 140 Salem Tpk., Saugus

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

**MORTGAGE:** \$1,200,000 from **Northern Bank & Trust Co.**

**NOTES:** Retail/commercial property; Patty's Auto Parts site; lot size is 3.21 acres

**BUYER:** David L. and Teresa R. Magaram

**SELLER:** Alex C. and Althea A. Waldron

**ADDRESS:** 20 Lagrange St., Lot E, Brookline

**PRICE/TYPE:** \$1,168,500 (RES)

**NOTES:** Single-family Colonial, built 1925; house size is 3,575, lot size is 13,475 sf; four bedrooms and 2.5 baths; last sold for \$1,175,000 in Sept. 2005; Declaration of Homestead

**BUYER:** Linda S. Gelsing

**SELLER:** Donald J. and Ellen E. Mackenzie

**ADDRESS:** 35 Smith Rd., Hopkinton

**PRICE/TYPE:** \$1,115,000 (RES)

**NOTES:** Single-family; house size is 5,700 sf, lot size is one acre; four bedrooms and 3.5 baths; property last sold for \$770,000 in Oct. 2000; located in Springwood Estates; Declaration of Homestead

**MORTGAGE:** \$1,035,000 from **ING Bank FSB**

**ADDRESS:** 40 Guild Rd., Dedham

**BORROWER:** Amy and David M. Rose

## DEC 8TH

**MORTGAGE:** \$16,025,000 from **Century Bank And Trust Co.**

**ADDRESS:** 10 Bethel Rd. and 47 Cedar St., Wellesley

**BORROWER:** Temple Beth Elohim of Wellesley

**BUYER:** Sara Gray Gund

**SELLER:** Camilla Vance Holmes, Cyrus Roberts Vance Jr., Elsie Nicoll Vance and Grace Roberts Vance, trustees of Grace Sloane Vance 2000 Revocable TR

**ADDRESS:** 100 Watcha Club Rd., West Tisbury

**PRICE/TYPE:** \$5,200,000 (RES)

**NOTES:** Single-family Colonial, built 1982; house size is 3,450 sf, lot size is 12.6 acres;

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# Million Dollar Deals

MORTGAGES/SALES DECEMBER 8 - DECEMBER 14, 2009

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four bedrooms and three baths; property last sold for \$100,000 in June 1980; home of the late Cyrus Vance, former US Secretary of State

**MORTGAGE:** \$2,270,000 from **Needham Bank**  
**ADDRESS:** 15 Essex Rd. Lot 231, Wellesley  
**BORROWER:** River Stone Partners LLC

**BUYER:** Odile Fidelman  
**SELLER:** Barry J. Fidelman, trustee of Odile Fidelman Qualified Personal Residence TR  
**ADDRESS:** 56 Isaac Davis Rd., Lot 25, Concord  
**PRICE/TYPE:** \$1,700,000 (LAND)  
**NOTES:** Single-family Colonial, built 1964; house size is 4,400 sf, lot size is 1.2 acres; five bedrooms and 3.5 baths

**BUYER:** Tian Xia and Shidong Xue  
**SELLER:** David E. Stewart & Associates Inc.  
**ADDRESS:** 65 Denton Rd., Wellesley  
**PRICE/TYPE:** \$1,650,000 (RES)  
**MORTGAGE:** \$1,000,000 from **Rockland Trust Co.**  
**NOTES:** Single-family, built 2009; house size is 4,700 sf, lot size is 10,325 sf; five bedrooms and 4.5 baths; property last sold for \$750,000 in March 2008

**BUYER:** Candace M. and Lee O. Fleming  
**SELLER:** Keith Maynard and James H. McLaughlin  
**ADDRESS:** 405 Broadway, Cambridge  
**PRICE/TYPE:** \$1,624,000 (RES)  
**MORTGAGE:** \$999,900 from **Sovereign Bank**  
**NOTES:** Single-family, built 1902; house size is 3,725 sf, lot size is 6,975 sf; four bedrooms and 4.5 baths; last sold for \$250,000 in Dec. 1984

**BUYER:** Steven P. Feinstein  
**SELLER:** Stanley and Susan Bialek  
**ADDRESS:** 130 Hesperus Ave., Lot 1, Gloucester  
**PRICE/TYPE:** \$1,620,000 (RES)  
**MORTGAGE:** \$825,000 from **ING Bank**  
**NOTES:** Single-family, built 1973; house size is 1,825 sf, lot size is 4.9 acres; two bedrooms and 2.5 baths; last sold for \$546,250 in Jan. 1995

## AUTODESK

continued from page 3  
 and stretch the technology as far as it could go ... (infusing) sustainable building principles and practices throughout the entire project's execution," further advancing the effort. "Knowledgeable and design-smart owners like Autodesk are often natural collaborators," says Tocci, whose firm is a leading New England con-



A venerable single-family Colonial at 373 Commonwealth Ave. in Newton has a new owner following its sale to Barbara and David M. Denton for \$1,543,000, financed by a \$900,000 mortgage from Merrill Lynch Credit Corp. The 4,190-sf, four-bedroom home was divested by Valerie Jean Little, Shelley Matarazzo and Wendy Ann Matarazzo.

**BUYER:** Barbara and David M. Denton  
**SELLER:** Valerie Jean Little, Shelley Matarazzo and Wendy Ann Matarazzo  
**ADDRESS:** 373 Commonwealth Ave., Newton  
**PRICE/TYPE:** \$1,543,000 (RES)  
**MORTGAGE:** \$900,000 from **Merrill Lynch Credit Corp.**  
**NOTES:** Single-family Colonial, built 1915; house size is 4,190 sf, lot size is 27,250 sf; four bedrooms and 4.5 baths; seller's family ownership in property dates to Feb. 1979

**BUYER:** Ekul LLC  
**SELLER:** Hayfaa Al Samman and Mahmoud Bdaiwi and Mustafa Bdaiwi, trustees of First Prescott Property TR  
**ADDRESS:** 110-112 Prescott Ave., Chelsea  
**PRICE/TYPE:** \$1,488,000 (MULTI-FAM)  
**MORTGAGE:** \$1,116,000 from **Central Cooperative Bank**  
**NOTES:** Four-story apartment property, constructed 1975; building size is 14,475 sf, lot

size is 10,150 sf; last sold for \$912,000 in Dec. 1999

**BUYER:** Karsten Xander  
**SELLER:** Paul Durr  
**ADDRESS:** 15 Oak St., Newton  
**PRICE/TYPE:** \$1,130,000 (MULTI-FAM)  
**NOTES:** Two-family residential, constructed 1886; building size is 2,725 sf, lot size is 19,725 sf; last sold for \$640,000 in July 2008

**BUYER:** Anthony Codding Jr. and Jane Codding  
**SELLER:** Ellen W. Dorr and Glenn Dorr  
**ADDRESS:** 4 Hunter Ln., Lot 2, f/k/a 2 Hunter Ln., Hamilton  
**PRICE/TYPE:** \$1,100,000 (RES)  
**MORTGAGE:** \$460,000 from **HSBC Mortgage Corp.**  
**NOTES:** Single-family Colonial, built 1992; house size is 4,775 sf, lot size is 2.1 acres; four bedrooms and 4.5 baths; last sold for \$1,431,000 in June 2006

tracting firm based in Woburn.

"This facility is a touchstone for the AEC industry," offers Phil Bernstein, Autodesk's VP of building industry strategy and relations, in the firm's press release celebrating the certification. "By driving out inefficiencies during the design phase, we were able to reinvest in the project for even greater long-term performance," says Bernstein.

Other LEED credits were earned for

incorporating EnergyStar equipment and appliances; having bicycle storage and shower facilities; and the use of recycled materials for nearly one-quarter of the building. Autodesk, which paid \$44 million for its headquarters, has also committed to supplement the physical attributes of its environmental program with the purchase of green power. In addition, the firm recently earned a LEED Gold certification for office space occupied in Mclean, Virginia. ■

# Massachusetts Corporations

Organized December 8 - December 14, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
Rare Real Estate Inc.	Michael Sand, president, treasurer and secretary	105 Pleasant St., Cambridge MA 02139	Real estate broker
NSEN Group Inc.	Mark I. Hansen, president and secretary; Jacqueline J. Hansen, treasurer	70 Delta St., Hyannis MA 02601	Real estate acquisition and management
JPND Consulting LLC	Joanne D.C. Foley, manager	C/o Jamaica Plain Neighborhood Development Corp. @ 31 Germania St., Jamaica Plain MA 02130	Consulting services in connection with real and personal property investments
Mirren Fischer Design Workshop LLC	Mirren Fischer and Michelle L. Grenier Esq., managers	Fischer@ 12 Stoneholm St., Ste. 526, Boston MA 02115; Grenier@ 225 Franklin St., 26th floor, Boston MA 02110	Architectural services
Easton Harbor LLC	Nancy S. Gillespie and Ulrich Lachler, managers	1000 South Pointe Dr., #2902, Miami Beach FL 33139	Acquire, hold, improve, manage and sell real estate
RJ Leyden LLC	Daniel Jacobson and Lloyd Rosenthal, managers	1956 Beacon St., Brighton MA 02135	Real estate development, investment and management
Malden Apartments LLC	Andreas A. Tsitos, manager	105A Ferry St., Malden MA 02148	Multifamily and commercial real estate investments
Three Harbour Drive LLC	Nancy A. Bolanis, manager	56 Perthshire Rd., Brighton MA 02135	Real estate
243 Brookfield Road LLC	Robert K. Rainer, manager	60 VFW Pkwy., Revere MA 02151	Buy, broker, construct, lease, maintain and sell real estate
Union Pond Investors LLC	David J. Canepari, Sarita D. Hampton, Jennifer S. McAvoy, Brian J. McMillin, Marc S. Plonskier and Roger Yorkshatis, managers	120 Forbes Blvd., Ste. 180, Mansfield MA 02048	Real estate
A3 Property Holdings LLC	Gary L. Anderson, manager	84 Elm St., #3, Worcester MA 01609	Real estate
Brady LLC	Pamela and Thomas J. Brady, managers	110 Springs Rd., Bedford MA 01730	Real estate
QS Private Lending LLC	Steven A. Ross, manager	376 Boylston St., Boston MA 02116	Lending of money secured by real estate
CI Design Inc.	John Larsen, president; Christopher Ladd, treasurer; Richard Rankin, secretary	133 Alana Dr., Northbridge MA 01534	Architectural services
Raymond Avon Ventures LLC	Gerald E. Freeman, Raymond T. Mancini Sr., and Patrick A. Rogers Esq., managers	Principal office@ 111 Plymouth St., Mansfield MA; Freeman and Mancini@ 119 Hokins Hill Rd., W. Greenwich RI; Rogers@ 2800 Financial Plaza, Providence RI	Owning and managing real estate
309 Dorchester Realty LLC	John McGrail, manager; Taran Grigsby, resident agent	28 Damrell St., Ste. 300, Boston MA 02127	Dealing with real property
Elsmere Terrace LLC	Theodore B. Howell Esq. and Catherine Schulbaum, managers	Howell@ 180 S. Main St., Providence RI 02903; Schulbaum@ 810 Frenchtown Rd., E. Greenwich RI 02818	Real estate
Haynes Capital LLC	Bryan and Michael Haynes, managers	24 Norfolk Ave., S. Easton MA 02375	Acquire, develop and manage real estate
Pleasant Hill Farms Development Company LLC	James R. Vogel, manager; Paul J. Ayoub, resident agent	Vogel@ 600 West Main St., Northborough MA 01532; Ayoub c/o Nutter McClennen & Fish @ 155 Seaport Blvd., Boston MA 02210	Real estate
Fairhaven Affordable Independent Residences Inc.	Jay Simmons, president, treasurer and clerk	14 Oxford St., Fairhaven MA 02719	Non-profit preserving and producing affordable housing in the town of Fairhaven
688 Pleasant Street LLC	Brian T. Cotter, manager	77 Main Blvd., Shrewsbury MA 01545	Deal with real estate
Kapper LLC	Glenn Kaplus, manager	40 Miller Rd., Newton Center MA 02459	Real estate
Remington Hotels LLC	Montgomery Bennett, manager	C/o Remington Holdings@ 14185 Dallas Pkwy., Ste. 1150, Dallas TX 75254	Hospitality management
KLM West End Development LLC	Mary Lynn G. Hadix and Kevin C. Wikar, managers; Gary G. Bregon Esq., resident agent	Hadix@ 80 Country Ln., Vernon CT; Wikar@ 1768 Baltimore Annapolis Blvd., Annapolis MD; Bregon c/o Bacon Wilson PC@ 33 State St., Springfield MA	Hold real estate
Two Hundred I Street LLC	David M. Spillane, manager	1212 Hancock St., Quincy MA 02169	Purchase and management of real estate
RL-SBC Development LLC	John Rudzinski, manager	C/o Rees-Larkin Development LLC@ 179 Boylston St., Bldg. P, Jamaica Plain MA 02130	Real estate
Belmont KP LLC	Martin S. Edwards, manager; F. Moore McLaughlin IV Esq., resident agent	Principal office@ 183 State St., Ste. 4B, Boston MA 02109	Investments, including real estate
Belmont MP LLC	Martin S. Edwards, manager; F. Moore McLaughlin IV Esq., resident agent	Principal office@ 183 State St., Ste. 4B, Boston MA 02109	Investments, including real estate
Coffin Development LLC	Richard Miranda Jr., manager; Emile E. Morad Jr., resident agent	Miranda@ 194 Leonard St., Acushnet MA 02743; Morad@ 460 County St., New Bedford MA 02740	Real estate
Flagship Marina Bay Hospitality LLC	Gregg Kenney, manager; David Jensen, resident agent	Principal office@ 333 Victory Rd., North Quincy MA 02171	Deal with real estate
J.J. Sullivan Limited Partnership	Laura J. Beechwood, Joseph J. Sullivan Jr., Joseph J. Sullivan Sr. and Marcia I. Sullivan, managers	Principal office@ 77 Industrial Park Rd., Plymouth MA 02360; Joseph Sr. and Marcia Sullivan@ 7404 Weeping Willow Blvd., Sarasota FL	Managing investment assets, including real estate
G-W Site Solutions Inc.	Bruce Wilson Jr., president and treasurer; Jude Gauvin, secretary	248 Elm St., Blackstone MA 01504	Civil engineering
Vested Realty Group LLC	P. Charles Emanouil and Nancy Antonopoulous, managers; Douglas E. Hausler, signatory	17 Progress Ave., Chelmsford MA 01824	Leasing, sale and brokerage of real estate
C&A Partners LLC	Irwin and Samuel Chase and Marjorie Alpert Torgan, managers; Eli Rubenstein, resident agent	Principal office@ 1 Ann & Hope Way, Cumberland RI 02864; Rubenstein@ 400 Atlantic Ave., Boston MA 02110	Deal with real estate
65 Newton Street LLC	Somthouk Lim, manager	119 Prospect St., U-1, Marlborough MA 01752	Real estate development, investment and management
Tenney Management Group LLC	Jacob Tenney, manager	548 Cotuit Bay Dr., Cotuit MA 02635	Property management

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# Massachusetts Corporations

Organized December 8 - December 14, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
Parkview Housing LLC	Edward J. Harrington and Mark Winkler, managers	25 Braintree Hill Office Park, Ste. 206, Braintree MA 02184	Non-profit promoting and creating new housing and facilities for people in need
Restoration Land Company LLC	John B. Hanselman and Norman A. Pederson III, managers	36 Washington St., Ste. 220, Wellesley MA 02481	Real estate development and remediation
Kammer Investment & Development Partners LLC	Thomas K. Albert, manager; Maura E. Murphy, signatory	Principal office@ 15 Mann St., Hingham MA 02043; Murphy@ 160 Federal St., Boston MA 02110	Deal with real property
Corp 245 LLC	Daniel W. Doherty, signatory	C/o Accurate Realty Management@ 146 Marble St., #505, Stoneham MA 02180	Real estate
Mach Realty LLC	Moses Avakian and Charles Hajjar, managers	C/o Hajjar Management Co. Inc.@ 30 Adams St., Milton MA 02186	Real estate
BSL Properties LLC	Vincenzo Licausi, manager; John Sambucci, resident agent	Licausi@ 38 Longview Cir., Pelham NH 03076; Sambucci@ 84 Rowe St., Newton MA 02466	All aspects of real estate
Captains Quarters Acquisition LLC	Kirtikumar and Ragini Patel, managers; Theodore A. Schilling Esq., resident agent	Patels@ 103 Tuscany Way, Panaman City Beach FL 32407; Schilling@ 1185 Falmouth Rd., Centerville MA 02632	Hotel and conference center
Squire Charger Realty LLC	Stanley DeMartinis Jr., manager	175 McClellan Hwy., East Boston MA 02128	Acquisition, development and ownership of real property
Pondview Builders LLC	Daniel J. Flynn and Craig W. Spear, managers	1200 Salem St., #116, Lynnfield MA 01940	Develop, manage, market and sell house lots and homes in MA
Clairwoods LLC	Jeffrey J. Boisclair, manager	3 Camden Dr., Auburn MA 01501	Real estate
Granny's Necklace LLC	Foster Story Osborne Jr., manager; Anna Batty Claeys, resident agent	Osborne@ 66 Pine Grove Ave., Summit NJ 07901; Claeys@ 5 Lennoco Rd., Jamaica Plain MA 02130	Purchase and hold real estate at 28 Gainesway in Edgartown MA
DFM WM Holdings LLC	Denis P. Dowdle, manager	20 Park Plaza, Ste. 443, Boston MA 02116	Act as managing member of Madison WM Holdings LLC
Madison WM Holdings LLC	Denis P. Dowdle, manager	20 Park Plaza, Ste. 443, Boston MA 02116	Acquire, develop, finance, hold and manage real property
Mansfield Commercial Investments LLC	Samuel E. Park, manager	3 Center Plaza, Ste. 420, Boston MA 02108	Real estate
Wells Estates LLC	Maureen DiPalma, manager; Kathryn M. Morin, resident agent	DiPalma@ 36 Hillman St., #1, Tewksbury MA 01876; Morin c/o Johnson & Borenstein LLC@ 12 Chestnut St., Andover MA 01810	Real estate
Bookworth LLC	Maureen DiPalma, manager; Kathryn M. Morin, resident agent	DiPalma@ 36 Hillman St., #1, Tewksbury MA 01876; Morin c/o Johnson & Borenstein LLC@ 12 Chestnut St., Andover MA 01810	Real estate
65 Loomis Street Corp.	Scott J. Nathan, president, treasurer and secretary	15 Newell Dr., Franklin MA 02038	Own, operate and finance real property
Reagan & Company PC	Kenneth P. Basque, president; Janet S. Chambers, treasurer and secretary	Principal office@ 1 Wood Pl., Fitchburg MA 01420	Accounting and real estate investing
Nationwide Masonry Inc.	Jorge Arroyo, president and treasurer	9600 Long Point Rd., Houston TX 77055	Commercial brick masonry
424 Chandler St. LLC	Maureen L. Duca, manager	150 Stiles Rd., Boylston MA 01505	Hold real estate
Williams Plant Services LLC	David L. Keller and Kenneth W. Robuck, managers	Principal office@ 100 Crescent Centre Pkwy., Ste. 1240, Tucker GA 30084	Construction and maintenance services
1st Oceanside Ltd. LLC	Diane and Nicholas R. Mulvey, managers	210 Airport Way, Hyannis MA 02601	Construction/industrial supplies
EPW LLC	Bach P. and Peter A. Weissman, managers	81 Stage Coach Rd., North Andover MA 01845	Real estate
J.C. Horn Properties LLC	John C. Horn, manager	992 Massachusetts Ave., North Adams MA 01247	Real estate
Plain Street Realty Associates LLC	Wayne Derosa, manager; Stephen M. Litwin, signatory	180 Hope St., Seekonk MA 02771	Own, lease and manage real property
CHP089 Merger Sub LLC	Eggert Dagbjartsson, manager	C/o Equity Resource Investments LLC@ 1280 Massachusetts Ave., 4th floor, Cambridge MA 02138	Invest in real estate
D&D Chicopee Realty No. 2 LLC	David A. Deslausiers, manager	40 Nichols Rd., Chicopee MA 01029	Deal in real property
Webb Realty LLC	Richard Wamback, manager	75 Davis St., Northborough MA 01532	Develop land and construct both commercial and residential buildings
Allston Associates LLC	Suzanne Chan Su and Winnie Katying Chan, managers	383 Cabot St., Newtonville 02460	Dealing with interests in real estate
66-68 Trenton Street LLC	Charles J. Gold and Paul D. Marks, managers	Gold@ Nof Ramot 75/8, Jerusalem Israel FF; Marks@ 7 Columbia Ter., #2, Brookline MA 02446	Real estate
Thirty York Street LLC	Elise S. Brown and Ann E. Smith, managers; Emily Avery, resident agent	Brown@ 86 South Battery, Charleston SC 29401; Smith@ 2483 Sea Island Yacht Club Rd., Rockville SC 29487; Avery@ 52 Union St., Nantucket MA	Real estate
Six Old North Wharf LLC	Elise S. Brown and Ann E. Smith, managers; Emily Avery, resident agent	Brown@ 86 South Battery, Charleston SC 29401; Smith@ 2483 Sea Island Yacht Club Rd., Rockville SC 29487; Avery@ 52 Union St., Nantucket MA	Real estate
Julowen LLC	Julie Richards and Mary E. Scrupski, managers	Richards@ 25 Hillcrest Rd., Mountain Lakes NJ 07046; Scrupski@ 1 Gateway Ctr. Ste. 600, Newark NJ 07102	Owning and leasing real estate
17 Aldrin Road LLC	John C. Truex, manager	403 Federal Furnace Rd., Plymouth MA 02360	Real estate
Glen Ledge Winter LLC	Michael J. and Mary T. Murphy, managers	377 Wethersfield St., Rowley MA 01969	Invest in real estate
Bradford Realty Group LLC	Deborah B. and Stephen D. Youd, managers	22 Sunset Ln., Bourne MA 02532	Dealing with interests in real estate

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# Massachusetts Corporations

Organized December 8 - December 14, 2009

Corporation	Directors/Registered Agents	Address	Nature of Business
RK Apartments LLC	Ratan Lillaney, manager	Principal office@ 141 Broad St., Weymouth MA 02188; Lillaney@ 149 West St., Weymouth MA 02188	Dealing with interests in real estate
Bluegreen Resorts Management Inc.	Barney Barber, president; Anthony M. Puleo, treasurer; Michael Kammer, secretary	4960 Conference Way N., Ste. 100, Boca Raton FL 33431	Resort management
Unit 18N Boston LLC	Paul A. Labonte and James A. Masiello, managers; Steven M. Burke, VP@ McLane, Graf, Raulerson & Middleton PA, registered agent	Labonte and Masiello@ 234 Lafayette Rd., Hampton NH 03842; Burke@ 300 Trade Center, Ste. 3400, Woburn MA 01801	Real estate
East Coast LLC	Colm Dunphy, manager	284 Copeland St., Quincy MA 02169	Dealing with interests in real estate
A&S Realty Limited LLC	Wayne A. Snow, manager	201 Main St., Charlestown MA 02129	Buy, hold, mortgage and sell real estate
Berkeley/St. James II LLC	Edmund F. Kelly, Dennis J. Langwell, Dexter R. Legg and Christopher C. Mansfield, managers	175 Berkeley St., Boston MA 02116	Act as a holding company and sole member of Berkeley/St. James Real Estate LLC
Berkeley/St. James Real Estate LLC	Edmund F. Kelly, Dennis J. Langwell, Dexter R. Legg and Christopher C. Mansfield, managers	175 Berkeley St., Boston MA 02116	Own and hold real property
JWA Investments LLC	John Woodman, manager	75 Adams St., Milton MA 02186	Real estate
Nantucket Acquisition LLC, d/b/a in MA as Nantucket Senior Housing Acquisition LLC	Lawrence Vernaglia, resident agent	Principal office@ 21 South Shore Rd., Nantucket MA 02554; Vernaglia c/o Foley Hoag@ 111 Huntington Ave., Boston MA 02199	Assisted living facility
Jokar Properties LLC	Janice Epstein, manager; Richard S. Creem, signatory	Principal office@ 665 Concord Ave., Cambridge MA 02138; Epstein@ 75 Highland Ter., Needham MA 02494	Invest in and manage real estate
Geomechanics International	Patrick G. Keenan, president; Jan Kees Van Gaalen, treasurer; Sandra E. Alford, secretary	2929 Allen Parkway, Ste. 210, Houston TX 77019	Geophysical surveying and mapping services
PRJ Realty LLC	Marcia, Shirley and Susan Jackson, managers	Principal office@ 9 West Broadway, #507, Boston MA 02127	Real estate administration and investment
DDR MDT SW Holdings LLC	David E. Weiss, manager	C/o DDR Macquarie Fund LLC@ 3300 Enterprise Pkwy., Beachwood OH 44122	Sole member of a limited liability company
Green Realty FS LLC	Marcia Greenwood, manager	36 Beecher St., Jamaica Plain MA 02130	Real estate development, investment and management
KAJ LLC	Arnold O. Martel Jr., manager	39 Magna Vista Cir., Tewksbury MA 01876	Real estate
IOP America of Boston Inc.	William Ratcliffe, president and treasurer; Timothy J. Flynn, secretary	5640-J Sunnyside Ave., Beltsville MD 20705	Sale of office furniture
Burgundy-Prytania LLC	Albert L. and Neil S. Hyman, managers	2400 Beacon St., #PH608, Chestnut Hill MA 02467	Real estate holding
North Avenue Realty LLC	Angela Pacheco, manager	29 North Ave., Taunton MA 02780	Acquire, develop, finance, hold and manage real property
McKenzie Engineering Consultants Inc.	Mark A. McKenzie, president, treasurer and secretary	108 Anawan Rd., Brewster MA 02631	Engineering, land surveying and acquiring real estate
TVWebster LLC	Tammy J. Beckwith and Valerie Ellsworth, managers	Principal office@ 100 Weymouth St., U-D, Rockland MA 02370	Real estate
Summa Holdings Inc.	James Benenson III, president; John E. Cvetic, treasurer and secretary	6950 South Edgerton Rd., Brecksville OH 44141	Holding company
Regency Ventures LLC	Michael J. Feeney, manager	C/o McAuliffe & Associates PC@ 430 Lexington St., Newton MA 02466	Real estate
Charlestown Maritime Center LLC	Michael J. Rauseo, manager	30 David G. Mugar Way, Boston MA 02114	Dealing with interests in real estate in MA
6 M Street LLC	Ernest Delperio, manager	17 Bradford St., #1, Plymouth MA 02360	Buying real estate, including 6 M St. in Hull MA
47 Gates Street LLC	William Foley, Timothy C. Johnson and William Murray	720 E. Eighth St., #1, So. Boston MA 02127	Own, operate and develop real estate
Dramshop Hospitality LLC	Kristian Deyesso and Christopher Tocchio, managers; Martin C. Pomeroy, resident agent	Principal office@ 69-81 Kilmarnock St., Boston MA 02215; Pomeroy c/o Bernkopf Goodman LLP@ 125 Summer St., Ste. 1300, Boston MA	Deal with real property

## DELTA

continued from page 2

research from Grubb & Ellis does indicate the southern tier is faring better than other areas, listing the 12.8 percent vacancy rate as one reason for ranking it as the most stable suburban submarket in Greater Boston. The sector has lost only 52,000 sf in occupancy of space year-to-date, G&E estimates, compared to minus-271,000 for the Interstate 495 West submarket and a drop of 1.5 million sf in net absorption across the entire inventory of

106 million sf, which has a vacancy rate of 16 percent.

Utah-based Extra Space Storage has a self-storage facility next door to the office building, having paid \$6.1 million for 118-122 Allied Dr. in Feb. 2004. Officials were unavailable to discuss the Delta deal.

Boston Realty Advisors assists companies in space searches similar to that conducted for Delta Projects, plus offers expertise in the renegotiation of existing contracts, space disposition and lease auditing. Marketing, reporting and strategic planning are among the services avail-

able for property owners at BRA, which has offices in Boston's Back Bay and in Manhattan. ■

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## BRIGHAM CIRCLE

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tenant Partners Healthcare Inc.

“That they are,” one source says of NBF’s plan in what appears to be the first major asset being cast upon New England’s 2010 sales landscape and one that some maintain has the quality to attract skittish investors. Upon One Brigham Circle’s opening in 2003, Partners committed to a 15-year lease of the four-story building’s 123,000 sf of office space, while the 75,000 sf of neighborhood-oriented retail features a Stop & Shop, Walgreens and two banks. “It’s real nice,” opines one broker familiar with the property. The lack of comparable quality in the market makes it even more likely One Brigham Circle will attract investor attention, says the source who also acknowledges that C&W has been tabbed to find a buyer.

Calls to NBF and C&W officials were not returned by press deadline. Also unresponsive were representatives of Partners Healthcare as to questions of whether the healthcare provider was indeed offered an



Photo: Derek Szabo

early opportunity to buy One Brigham Circle. One source maintains the entity had a clause allowing for right-of-first-refusal in any sale. That aspect could not be confirmed, but one source insists Partners was mulling a purchase and recently decided against pursuing the acquisition. “It’s all done,” says the source. “It’s on the market.”

Constructed as part of NBF’s Value Fund V, One Brigham Circle also has structured parking and has been praised for

helping revitalize the Mission Hill neighborhood along Huntington Avenue, bringing both badly needed jobs and retail options to the area. The complex includes a 5.5-acre green space, Puddingstone Park, and a public plaza used for civic functions, festivals and other events. The site is accessible to downtown along the MBTA’s E-Line, and is also close to Brookline Village and the Jamaicaaway. ■

## AVALON BAY

continued from page 1

not disclose the price or other financial information.

On the other side of the ledger, AvalonBay still did not respond to inquiries regarding the sale of a property the Virginia-based apartment REIT constructed after paying \$325,000 for a 12.7-acre parcel in July 2001. One estimate put the project cost at about \$40 million. Flanders Hill has fetched top market rents since coming on line in 2003. Rates presently run from \$1,180 per month for a one-bedroom to \$1,955 per month for the largest units, with occupancy close to 100 percent at the time of the sale.

The solid performance of Flanders Hill reportedly led to multiple suitors chasing the asset during its marketing campaign. C&W Executive Director Simon J. Butler declined comment on the process run by the Apartment Brokerage Group overseen by him and Biria St. John. Nonetheless, market watchers say Flanders Hill was well-received by multifamily investors, several of similar caliber to that of Invesco, one of the country’s



Avalon at Flanders Hill, Westborough MA

leading owners of commercial real estate. The firm has a diverse presence in Greater Boston, also owning industrial and office space, although it is presently selling one of its holdings, a first-class office building in Quincy.

The sale of Flanders Hill is the second multifamily property in Massachusetts traded on behalf of

AvalonBay this year by C&W’s multifamily team. In September, C&W brokered Avalon’s sale of Faxon Park in Quincy for \$27 million, as previously detailed in The Real Reporter. C&W has now sold more than \$350 million of multifamily product in 2009, with additional deals still in the pipeline and angling to close by year-end. ■

# ATLANTIC

continued from page 1

recently taken back by lender UBS Investments. CB Richard Ellis/New England negotiated the Woburn deal on behalf of its prior owner, the RREEF Funds, while Garry Holmes of RW Holmes was the broker for MathWorks.

An eclectic mix of tenants inhabit the single-story Commerce Way properties, estimated to be at 85 percent occupancy. "It appeals to a wide range of



Gary Lemire

(users)," says one market watcher. Location is another advantage, and that element has greatly improved since the buildings were initially constructed. A new multi-modal transportation center accessing Boston and Logan International Airport was recently opened just north of the properties, as has a direct exit onto Interstate 93.



David L. Pergola

CBRE/NE principal Gary Lemire declined comment on the RREEF assignment that he handled along with David L. Pergola and Matthew Pullen. Holmes referred questions to MathWorks, which did not respond by press deadline,



Matthew Pullen

while Zink was also unavailable for comment. The sale of One Apple Hill follows a lengthy delay partly extended by the tenant's efforts to gain approvals for a \$100 million expansion of its headquar-



20/30 Commerce Way, Woburn MA

ters complex, a bid that ultimately gained community support. Atlantic Management had acquired the building in 1993 for \$6,250,000 following its foreclosure by Prudential Insurance Co.

At this point, it is unclear what Atlantic's plans are for 20 and 30 Commerce Way, or if there are any redevelopment capabilities. According to figures provided by Richards Barry Joyce & Partners, Woburn has been resilient in the face of the economic downturn. Whereas Route 128 North as a whole has seen its office vacancy rate increase to 22.7 percent following negative net absorption of 282,000 sf in the past two quarters, Woburn is at just 18.4 percent. "Woburn has been pretty steady," relays RBJ research director Brendan Carroll.

One possible reason could be

strength in numbers. At 9.8 million sf, Woburn's commercial stock is fourth largest of any community in the state, Carroll reports, trailing only Boston, Cambridge and Waltham in that regard. It is also the only Bay State community with at least one million sf each of flex, manufacturing, office and warehouse space, RBJ indicates. Retail is on the rise also, including Woburn's new Target-anchored complex near 20 and 30 Commerce Way and expansion at the Woburn Mall in recent years. Off Washington Street at Cummings Park, dozens of retailers have been added to the mix this decade, and one observer maintains 20 and 30 Commerce Way could invite a similar element given extensive roadway frontage. "There's a lot you can do there," says one broker. "It's really flexible." ■

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# THE REAL REPORT

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sf development has found a buyer willing to pay “north of \$11 million” less than six months after NewStar took the asset back, relays one market watcher. The unidentified prospect was not alone, maintains that source and others who say a measure of occupancy from recently signed tenants and other capital improvements made 75 Sylvan St. seem like a far better bet than the largely vacant properties UBS has been marketing. “It’s apples and oranges,” remarks one industry professional.

As previously detailed by **The Real Reporter, Colliers Meredith & Grew** has been retained by NewStar to sell 75 Sylvan St., and CM&G investment sales chief **Lisa Campoli** confirms that a leading candidate has emerged. While declining to identify the winning suitor or pricing or reveal how close to a purchase-and-sales contract the parties might be, Campoli says the asset garnered “an exceptional response” from those who see potential going forward. “It was well-designed and its right on Route 128,” says Campoli. “A lot of people understand the potential.” Tenants include **Danversbank** and **Liberty Mutual Insurance**.



300 Federal St., Andover MA

As for the UBS properties, the lender has traded another of the seven buildings taken back from a partnership of **Gale International, JPMorgan** and **Mack-Cali**, but did so at a fraction of the \$8.3 million spent on the 120,000-sf asset in June 2006. Located at **Woodland Park** in Andover, 300 Federal St. was acquired by a user this week for \$2.0 million, or approximately \$16.60 per sf. The two-story office building fetched more than \$69 per sf in its prior sale, with the beneficiary being a user that assists people with workers compensation claims. The firm’s interest was previously unveiled in the Real Reporter’s Nov. 25th edition.

UBS is taking one strategy of divesting the troubled properties as quickly as possible, but most concur doing so is ravaging any chances for a viable return. Last month, the lender traded 8 Oak Park in Bedford for \$29 per sf, with **CRE Management** and a partner/user scooping up the 65,000-sf building at a bargain-basement rate of \$1.9 million. Not all market watchers disagree with the approach; supporters cite excessive carrying costs to maintain the assets and the lack of occupants at both 8 Oak Park and 300 Federal St. as reasons UBS is being aggressive in its approach.



Modern Theatre topping off, Boston MA

## Show Topper

BOSTON—As construction cranes continue to disappear from the Boston skyline in anticipation of a protracted market recovery, the few projects still underway are of even greater value, and as such, there was plenty to celebrate at the recent topping off

of the **Modern Theatre** restoration in the Hub’s Downtown Crossing district. On hand with **Boston Mayor Thomas Menino** and **Suffolk University President David Sargent** to mark the milestone were members of the development team overseeing construction of a new Suffolk residence hall and revitalization of the legendary but dilapidated theater.

“Restoring the handsome façade of the Modern Theatre will help with the continued revitalization of Washington Street, and the new residence hall will allow more of our students to take advantage of a full residential college experience,” Sargent said in his remarks, whereas Menino said the venture was “the last piece” in his plan to restore the city’s once-expansive lineup of historic downtown theaters. Slated for completion next autumn, the project includes creation of a 184-seat theater with a first-floor viewing gallery. **RF Walsh Collaborative Partners** is the project manager on the development, and **CEO Jack Hobbs** said in his presentation that the venture “will play a critical role in the revival of Downtown Crossing,” a district that has struggled in the new millennium.

The Modern Theatre assignment also plays well with RF Walsh’s expertise in historic preservation, according to Hobbs. “It is gratifying to help lead the restoration of this beautiful building so that it can be utilized by students and community members for generations to come,” Hobbs said. ■



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