



Newsstand Price \$3.95 USA

NEW ENGLAND REAL ESTATE JOURNAL



Digital Edition  
nerej.com



NEW & EASY!

**ne / Project of the Month**

# Pro Con Inc. completes environmentally friendly New Hampshire Liquor and Wine Outlet store



**SECTION A / PAGES 7-10**

# Horvath, Tremblay of Marcus & Millichap sell Mansfield Marketplace for \$10.375m



**COVER C**

# inside

Volume 50 / Issue 30 / July 29-August 4, 2011

**This Week's Sections**  
ROP, Shopping Centers, Billboard



## Cover Story

Weissman of Boston Realty Advisors sells 2 retail condos on Charles St., Beacon Hill.

**COVER A**

## Spotlight

Mid-Year Review

**SECTION B**

## Columnists

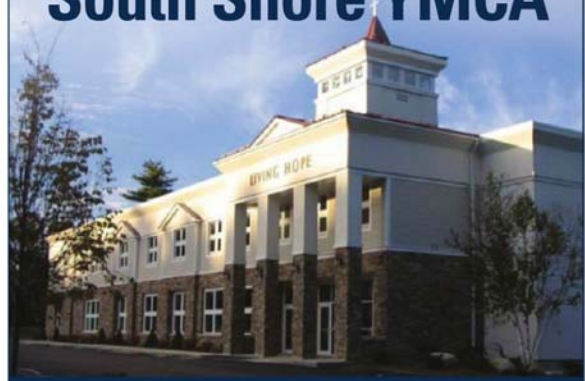
Roland Hopkins / Founder

**COVER A**

Kelly Guarino / Real Estate Taxes

**4A**

# The Conrad Group leases 30,000 s/f building to South Shore YMCA



**SECTION A / PAGE 14**

**FEATURING  
NEW ENGLAND  
BILLBOARD**

with over \$1 billion in offerings contained within its pages

# Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

**FEATURING  
MID YEAR  
REVIEW**

Section B

SILVERSTON OF PRUDENTIAL REAL ESTATE REPS TAX-EXCHANGE BUYER, AVENUE CHARLES LLC

## Weissman of Boston Realty Advisors sells 2 retail condos on Charles St., Beacon Hill

July July 29 - August 4, 2011

### HI-LIGHTS

#### Klemmer and Brodigan of Klemmer sell 33,000 s/f building

Klemmer Associates brokered the purchase of a manufacturing building for \$1.625 million. Klemmer represented the buyer, Product Resources, LLC. **SEE PAGE 6A**



#### Glickman Kovago & Co. broker \$600,000 sale to 540 Park Ave, LLC

David Burwick and Carl Burwick of Glickman Kovago & Co. rep. both the seller and buyer. They also leased the space to Integral Resources. **SEE LOWER COVER, SEC. C., SHOP. CTRS.**



**BOSTON, MA** Boston Realty Advisors (BRA) sold two retail properties at 125 Charles St.

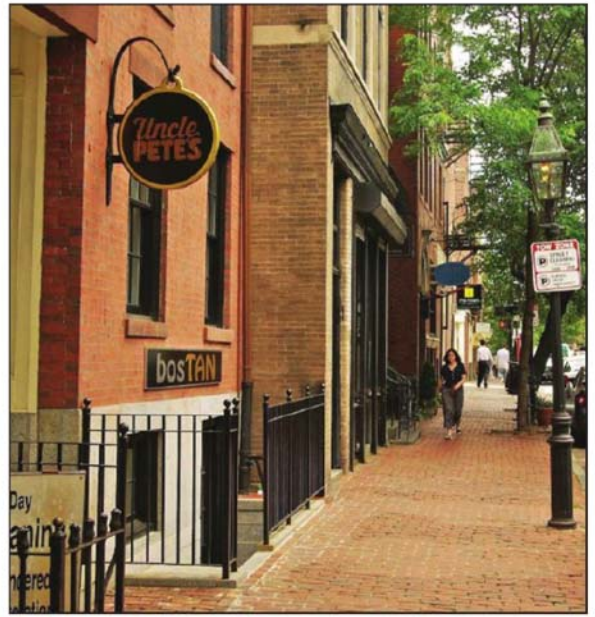


Jason Weissman

BRA was retained to sell the two retail condominiums, in the Beacon Hill location.

Jason Weissman, principal and founder of BRA, represented the seller, 125 Charles, LLC. Chuck Silverston, of Prudential Real Estate, represented the tax exchange buyer, Avenue Charles LLC.

The two condominium units totaled 2,073 s/f. The sale price was \$1.4 million or \$675 per s/f. According to the offering memorandum published by BRA, the in place yield was \$88,260 or a 6.3% cap rate.



125 Charles St., Beacon Hill, Boston, Mass.

#### Cobb Hill awards Place, Roemer and MacKinnon \$500 scholarships

**CONCORD, NH** Cobb Hill Construction, Inc. has selected three recipients for its annual scholarship program. The selected graduated seniors, one from Concord High School, one from Bow High School, and one from Bishop Brady High School each received a \$500 scholarship.

The recipients include: Brandon Place from Concord High who will be studying Architecture at Norwich University; Gregory Roemer from Bow High who will be studying Construction Management at the University of Maine; and Ian MacKinnon from Bishop Brady High who will be studying Civil Engineering at Clarkson University.

For eleven years, Cobb Hill Const. has been dedicated to promoting careers in the construction, engineering, and architectural fields. To that end, Cobb Hill annually awards up to \$2,000 in scholarships to deserving area high school seniors.

#### rh Founder's Message



Roland Hopkins

#### Profiling in business

My favorite TV show is Criminal Minds. Why? Because they profile people, something I have been learning for years. We all know what we are thinking, but how many of us concentrate on what others are thinking?

Start caring what the other person is thinking and you will be learning profiling. When I started my business, I received a phone call from Dunn & Bradstreet. They offered a service checking people's credit and advised me that I should never sell ads to anyone until I had checked their credit. It made good sense, but

being business-ignorant, I told them that just because a client doesn't pay one bill doesn't mean he won't pay mine — and I really believed that.

To this day I have never checked anyone's credit and never even wanted to know. I have never even suggested that an advertiser pay in advance, and ultimately got burnt very few times. I discovered that I had several clients who were notorious bad payers with other people, but always paid me when they received their bill. Why? I guess they thought it important to see their name in the paper and felt it was valuable to reach our readership.

Here's an important rule that I learned by studying profiling, if someone insists that you pay in advance they are suggesting that they don't trust you. How does that make you feel? They don't even know you and they don't trust you.

Here's the profile: If someone shows that they don't trust you right away, they are most likely **CONTINUED ON PAGE 14**

Also inside: **4** sections, 88 pages

Editorial Page.....	4A	Thru the Years.....	15A
K. Guarino.....	4A	Spot/Mid Year Review..	SEC. B
Project of the Month....	7-10A	Shopping Centers.....	SEC. C
Referral Network.....	13A	N.E. Billboard.....	SEC. D

Printed on recycled paper

Follow us on  
**twitter**  
twitter.com/herej

Find us on  
**facebook**  
facebook.com



Digital  
Edition  
nerej.com



NEW & EASY!