



Quick Read

King and Samberg of King & Newton complete 2 sales totaling \$1.525m



Including the sale of an industrial building at 96 Palmer Rd. The 56,000 s/f property sold for \$825,000. Northeast Investment, LLC sold the property to 3G Management, LLC.
SEE PAGE 8A

Barnat Dev. to build mixed-use project for MBTA in Beverly



The project's total capital investment is \$20 million and permitting of the project is expected to occur this fall.
SEE COVER OF SECTION B

Tinkham Realty sells 10,800 s/f for \$469,000 at 55 Bridge St.



Jerry Hersch of Tinkham Realty represented the buyer, Riverview, LLC. Mark Lacombe represented the seller, The Milnes Family.
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450 & 500 DONALD J. LYNCH BOULEVARD. PURCHASED FROM ONDVIEW JV OWNER LLC

Atlantic – Fulcrum Realty, LLC purchases two props. for \$11.5m

MARLBOROUGH, MA Fulcrum Real Estate Partners, LLC of Needham, Mass. has purchased two commercial properties through a joint-venture partnership with Framingham's Atlantic Management Corp. The new owner of 450 & 500 Donald J. Lynch Blvd., is Atlantic – Fulcrum Realty, LLC and they purchased the properties for \$11.5 million.

450 & 500 Donald J. Lynch Blvd., are part of the 50 acre office campus in Solomon Pond Park which is managed by the Nordblom Company, who, as part of the joint venture ownership of the campus, Pondview JV Owner LLC, was the seller in this transaction.

Both 450 & 500 Donald J. Lynch Blvd., 59,667 and 62,224 s/f respectively, are single-story, multi-tenant-

ed, hi-tech flex properties currently 92% leased to quality, life science and tech-based tenants. With an average lease term of over 6 years remaining, the opportunity to purchase these assets which were not widely marketed and sourced by Fulcrum, provided a preferred investment scenario for both Fulcrum and Atlantic Management, as well as the chance for Atlantic Management, owner of Marlborough's 109-acre master-planned mixed-use campus, Forest Park, to add to its portfolio. The combination of quality real estate, preferred investment scenario, historical success in the 495 real estate submarket, and familiarity between the two firms set the stage for an easy decision to enter into a complementary joint venture ownership of the assets.



450 Donald J. Lynch Boulevard - Marlborough, MA

Founder's Message

Timing



Roland Hopkins

Someone recently asked me why I decided to publish a commercial real estate trade newspaper on January 17th, 1963, and if I had any tips on starting a new business. The answer to question two can easily be answered by purchasing a copy of *The Alphabet to Successfully Selling Yourself And Ideas* – a book I wrote several years ago for my new employees and anyone else's new employees. There is nothing original in the book, but includes everything I had learned way back in the beginning when I knew nothing (swallowed my pride, realized and accepted the fact that I knew nothing) and slowly began learning by humbly asking questions of successful business people, and then shutting up, listening to their answers, and then following their advice. The book contains 27 tips (one for each letter in the alphabet—I think there are 27 letters in the alphabet) that I had learned and helped me succeed.

Getting back to answering the original question—I had the background of a disc jockey, spinning records late at night on a college radio station (fun fun fun), and then making a living for several years in Portland, Maine as the morning man disc jockey (5:30 a.m. to 10:00 a.m.) five days a week. More fun, fun, fun. When the opportunity arose for me to start a publishing business I had to humbly admit that I knew nothing about publishing or selling, but I was young and ignorant, and was aware that most businesses had successful trade newspapers or magazines, so why not commercial real estate? Mine, as a radio announcer, had been *Cashbox* and *Variety*, both weeklies reporting about the music and movie industry.

Then someone told me that it took a new business one to three years to make it – or not. After the first year my company was broke, but I wasn't going to give up until after the third year. I mean – didn't someone tell me that new companies succeed between one and three years? So here is the most important thing I learned and that no one has any control over. Timing and luck. I don't believe in luck, so we will talk about timing—something that we can't control but can certainly take advantage of. On January 17th, 1963 there was one industrial park in New England, Newton 128.

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Cushman & Wakefield receive CIBOR Office Sale, Industrial Lease and Office Lease of the Year awards

MANCHESTER, NH According to Cushman & Wakefield, the New Hampshire Commercial Industrial Board of Realtors (CIBOR) has recognized the firm with three distinguished transaction awards for 2015.

The New Hampshire Cushman & Wakefield team was awarded Industrial Lease of the Year for representing SolarCity in its lease of 468 Pepsi Rd. in Manchester, NH; Office Lease of the Year for its representation of Timberland in its leasing of 100 Main St., the Cochecho Mills in Dover, NH; and Office Sale of the Year for representing REIT and RREEF Property Trust in the sale of two five-building, portfolios spanning across Concord, Nashua, Manchester and Hudson, NH.

SolarCity, one of the country's number one full-service solar providers, leased 26,000 s/f, making it the state's biggest industrial lease of 2015. The building offers 4,000 s/f of mezzanine office space that includes private offices, an open area, a conference room and a kitchen.

Timberland, a global leader in the design, manufacture, marketing and distribution of branded lifestyle apparel, footwear and accessories,

leased 15,450 s/f. This historic complex of buildings is located in the center of downtown Dover. The mill has become a thriving mixed-use community with the addition of new apartments to the mix of businesses and restaurants.

The Cushman & Wakefield Team was also recognized for two portfolio sales: RREEF Property Trust, a subsidiary of Deutsche Asset Management, sold the five buildings, comprised of 469,700 s/f in Nashua and Hudson, and on behalf of REIT, a 217,000 s/f five-building portfolio with properties in Concord, Nashua and Manchester.

"Cushman & Wakefield is honored to be recognized by these awards," said Sue Ann Johnson, director at Cushman & Wakefield's New Hampshire office. "Our team is constantly striving to deliver the best results for our clients."

The Cushman & Wakefield team donated the \$1,500 CIBOR award evenly to three nonprofit organizations in order to provide summer camp scholarships for children in need.

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