



# The Real Reporter

A COMPENDIUM OF COMMERCIAL PROPERTY & CAPITAL NEWS

OCTOBER 8, 2015

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## THE REAL REPORT

### Hot Topic



1100 Technology Park Dr., Billerica MA

**BILLERICA** — **Beacon Capital Partners** was anticipating a warm welcome in putting **1100 Technology Park Dr.** up for sale this summer through HFF, so perhaps the winning bidder is a fitting match in **Quincy Mutual Fire Insurance Co.** as that entity has apparently doused heated competition for the asset by submitting an offer said to be above \$185 per sf amid estimates of a deal “approaching \$45 million” by one account.

“It seems so,” an industry source conveys to Real Report regarding the pending conclusion to a process in which QMFI real estate members are now in due diligence after “going hard” on the first-class facility that is 100 percent leased to General Electric Co. Real Reporter first detailed the 229,000-sf building’s

continued on page 9

## H.N. Gorin Trading Tower Share for \$80M+ To Artemis Via Eastdil

BY JOE CLEMENTS

**BOSTON** — H.N. Gorin Inc. is the latest local landlord to take advantage of metropolitan Boston’s popularity among CRE investors, with industry sources claiming Artemis Real Estate Partners has committed to buy a majority position in 101 Merrimac St., the 10-story, 159,000-sf office building in the thriving North Station district. Eastdil



continued on page 37 101 Merrimac St., Boston MA

## Newmark’s Griffin Team Listing \$65M Deal

BY JOE CLEMENTS

**BOSTON** — They are back, although in essence the Capital Markets team led by Robert E. Griffin Jr., Edward C. Maher Jr. and Matthew E. Pullen never went away—or not very far at least—from their longtime camp at Cushman & Wakefield, as they and nearly the entire Boston office of brokers, financing experts, management and other

colleagues simply shifted their operations across the Rose Fitzgerald Kennedy Greenway to 470 Atlantic Ave. where they now reside in the offices of Newmark Grubb Knight Frank.



Robert E. Griffin Jr

Interestingly, the first fresh order of business for the Capital Markets contingent is finding a buyer for GE Capital’s majority stake at Constitution Center in Charlestown, a low-slung, three-

continued on page 36

## KS Partners Takes Aim at Inner Suburbs

BY JOE CLEMENTS

**NEWTON** — KS Partners has apparently gotten wind of the rapid changes taking place on Boston’s western flank, with industry sources indicating the firm led by founder Kambiz Shahbazi has an office building here and two in Watertown under agree-



continued on page 42 Chapel Business Center, 59-83 Chapel St., Newton MA

# Colliers: Make Way for Millennials

BY MIKE HOBAN

**N**EWTON — Given that commercial real estate leasing seems increasingly geared towards attracting and retaining the coveted millennial talent — particularly in the life science/tech sectors—it only seems appropriate Colliers International would turn to their own group of millennials in the firm’s leasing practice to discuss market trends at its seventh annual Suburban Market Perspective held here recently at the Boston Newton Marriott.



P.J. Foster



Robert Glor



Matt Perry

The program, aptly titled “A Fresh Perspective,” eschewed the traditional statistic-laden presentation in favor of a more conversational format in which the firm’s young guns gave a comprehensive overview on what is transpiring in their

respective submarkets. The panel, which shared their thoughts before a gathering of approximately 150 CRE professionals and guests, was comprised of Assistant VP Brian Flaherty (Cambridge), Associates Robert Glor (North), Kevin Brawley

(West), PJ Foster (South), Matt Perry (Central 128) and Capital Markets team member Timothy Mulhall, who provided the investment sales perspective. The panel was moderated by 30-year Colliers’ continued on page 40



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## Fantini & Gorga Arranges \$13.5M United Bank Loan

BY JOE CLEMENTS



Derek Couombe

**N**EW BEDFORD — Rewarding an impressive turn-around story here, \$13.5 million of permanent financing has been arranged by Fantini & Gorga from United Bank on behalf of Riverbank Lofts here in this South Coast urban center. Managing Director Derek L. Couombe and Senior Analyst Jason P. Cunnane arranged the financing for 126 units in a converted mill



Jason P. Cunnane

owned by a Quincy firm that paid \$2.62 million for 200 Riverside Ave. in May 2012.

Couombe indicates in a press release that the ownership entity whose manager is Dana D. Ricciardi has made substantial improvements to the structure that dates to the early 20th century, a notion underscored in United Bank’s hefty commitment. “We were pleased to have secured

this extremely attractive loan package consistent with our client’s long-term investment strategy of this beautifully renovated former mill building,” Couombe conveys in the release, praising United Bank for having “skillfully demonstrated continued on page 13

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# Century 21 Cityside Wraps Up \$3.5M Sale



Douglas Bray

BY JOE CLEMENTS  
**B**OSTON — It was an old-school real estate deal in nearly every way, although the \$3.5 million price tag for 37 Charles St. certainly reflects a new mil-



Colin Bray

**CENTURY 21 CITYSIDE  
 BROKERS \$1.9M DEAL**  
 SEE PAGE 8

lennium world far different from a half-century before when the sellers acquired the four-story mixed-use building from which their ground-level dry cleaning company operated for decades.



Dwight Kirkpatrick

“It was just time to pass the torch and bring in a new era with fresh ownership,” Century 21 Cityside Vice President Colin Bray tells Real



37 Charles St., Boston MA

Reporter following exchange of the three-unit building that today houses an Anton's Dry Cleaners store and two apartments on the upper levels. Colin Bray advised the

buyer, Henri Jacques LLC, whereas Douglas Bray and Dwight Kirkpatrick from the same Back Bay office advised the sellers.

Terming the structure dating to the 1800s “a distinctive building” situated in a coveted location one block from Boston Common, Colin Bray explains both parties had been “back and forth” before ultimately agreeing to the final pricing and terms. “Everybody is excited that we were able to bring both sides together and get the deal over the finish line,” he says. “That was our goal and I think everyone is satisfied with how it turned out in the end.”

Much like the sellers, Century 21 Cityside has been a fixture in Boston for many decades, with the firm led by Douglas Bray founded 38 years ago next week and considered a pioneer in the metropolitan market's practice of cooperatively marketing properties begun in the early 1980s. The company is active in every Boston neighborhood as well as Cambridge and surrounding communities, negotiating on behalf of both residential and commercial owners. ■



## CERTAINTY OF EXECUTION. CLARITY OF THOUGHT.

### Market Street Apartments

16 units - Cambridge, MA  
 \$2,344,000 – Refinance proceeds  
 Freddie Mac CME 10 year Term  
 Full Term Interest Only - 3.70%

### Bern Mas Apartments

92 units - New Orleans, LA  
 \$3,123,700 – Refinance Proceeds  
 FHA 223(f) 25 year term - 3.75%

## recently closed transactions

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# CBRE Multifamily Debt Team Funds \$200M+

BY JOE CLEMENTS

**B**OSTON — The ever-eventful final quarter has just begun, but for CBRE/NE multifamily financing specialists John C. Kelly and Sam Dylag, 2015 has already produced a season's worth of closings involving a myriad of borrowers, lenders and scenarios featuring as always direct agency lending, with a pair of loans in mid-Massachusetts totaling \$87 million arranged for separate assignments by Fannie Mae and Freddie Mac, acquisition deals generated via CBRE/NE's multifamily brokers Simon J. Butler and Biria St. John as part of their exclusive sales listings for 2015. The combined platform between Kelly's unit—part of CBRE/NE's larger Debt and Structured Finance group that is having a banner year collectively—comprises a unified force doing business nationally while still dominating its home turf.



John C. Kelly



Sam Dylag

"That's clearly a great resource for us," Kelly says of the investment sales juggernaut which at last count was easily headed towards another year above \$1 billion in volume. Another CBRE/NE exclusive, the

Townhomes of Beverly, was funded with \$36.0 million arranged by Kelly and Dylag after being acquired last month by Taurus New England Investments and PhilMor continued on page 31

## CBRE Delivers \$51.4M for 250 CT Apartments



Michael Riccio



Susan Larkin

**G**LASTONBURY, CT — CBRE Capital Markets' Debt & Structured Finance team has arranged \$51.4 million in debt and equity for the development of Flanagan's Landing, a first-class, 250-unit multifamily complex here in this Hartford suburb. The assignment on behalf of Lexington Partners was handled by the global real estate firm's Connecticut office with assistance from its Boston operations and principal

Kyle Juszczyszyn.

"We are thrilled with the outcome of this deal," CBRE principal Michael Riccio says in a press release outlining the agreement in which Wells Fargo Bank has loaned \$36.5 million in construction

monies for three years plus a mini-perm component at a market spread of LIBOR. Equity in excess of \$14.0 million was contributed by an institutional group. Riccio was joined by Susan Larkin and Anna Pfau continued on page 43

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# Force Theme Defines Fulcrum RE Partners

BY JOE CLEMENTS



Robert C. Kirschner



Richard E. Putprush

**N**EEDHAM — In launching their company a year ago this month targeting regional industrial and office buildings, CRE veterans Robert C. Kirschner and Richard E. Putprush endeavored to use 50 years of institutionally honed experience as a tool they can apply to deliver returns in the mid-teens for deals up to \$15 million. And that tool has a name—fulcrum—one which intentionally matches their company, Fulcrum Real Estate Partners.

“That really is what we do,” Putprush says regarding an implement “creating leverage to magnify results” which was deemed fitting as an icon to their approach of seeking out hidden CRE gems by melding his three decades working for the likes of Copley Real Estate Advisors and Cushman & Wakefield with Kirschner’s two decades on the acquisitions frontlines handling seven million sf of product at New Boston Fund, Charles River Realty Investors and National Development.

“The leverage that we use is from our institutional careers and relationships we have (formed) raising equity, and our deep knowledge in certain markets that we feel will enable us to magnify returns,” outlines Putprush, crediting those elements for fomenting their inaugural deals, the first a mid-June purchase of a 34,850-sf industrial building and land site in Coventry, RI, and the second barely 40 days later when another industrial building in Dedham was brought into the nascent portfolio, that a fully leased 20,000-sf 60 Stergis Way, which is close to the acclaimed Legacy Place lifestyle center. Kirschner indicates the approach will be limited geographically towards assets inside Route 128 or a few communities off the beltway’s western flank, but those parameters can be stretched should

“  
Our goal is doing good deals.  
”  
ROBERT C. KIRSCHNER

continued on page 44

# Perry, Savills Studley Broker 202,000-SF EMD Serono Deal



One Technology Pl., Rockland MA

**R**OCKLAND — EMD Serono is going nowhere—and that is good news for its One Technology Place landlord, A.W. Perry Inc., and exclusive leasing agents Richard Beal and Jonathan Gifford, upon completing one of the largest suburban office leases of 2015 with a five-year renewal by the homegrown company and U.S. subsidiary of Merck KGaA. Tenant representation firm Savills Studley advised EMD Serono on the negotiations that followed a regional search of alternatives, its purview kept below the Route 9 equator due to client desire to limit disruption among existing employees.

“We did look around the market, but (EMD Serono principals) wanted to be responsive and remain accessible to their existing employee base—that was a very important part of the (market assessment),” says Mark Stewart, founder of the Boston office for Savills Studley who conducted the search with colleague Steve Woodworth. While a few brave souls make the commute daily from New Hampshire and Rhode Island, the majority of EMD Serono workers are on the South Shore where the life sciences company was originally launched over two decades earlier.

“The decision to renew the lease at One Technology Place was a strategic and cost-effective solution for the company,” Stewart offers regarding the final pact. A challenge was the limited number of existing buildings that could accommodate such a large requirement in that submarket where industrial inventory is dominant, and after researching options, the preference for  
continued on page 45



Richard Beal



Jonathan Gifford



Mark Stewart



Steve Woodworth



## South Market Portfolio *Space for lease*

700-7,500 SF Available



161, 220-222 FORBES ROAD, BRAINTREE, MA

Leeanne Rizzo 617-772-7274 lrizzo@ngkf.com  
Ned Halloran 617-772-7231 nhalloran@ngkf.com

Up to 25,000 SF Available



3 ALLIED DRIVE  
DEDHAM, MA

David Goodhue 617-330-8082  
James Elcock 617-330-8020  
Patricia Foster 617-330-8116  
Daniel Hines 617-330-8083

745-7,150 SF Available



980-990 WASHINGTON STREET  
DEDHAM, MA

david.goodhue@colliers.com  
james.elcock@colliers.com  
pj.foster@colliers.com  
daniel.hines@colliers.com

2,177-4,595 SF Available



233 NEEDHAM STREET  
NEWTON, MA

Adam Meixner 617-850-9660  
Jeremy Freid 617-850-9602  
Jordan Sneider 617-850-9611  
Tyler Griffin 617-850-9657

1,442-23,180 SF Available



19-33 NEEDHAM STREET  
NEWTON, MA

ameixner@bracommercial.com  
jfreid@bracommercial.com  
jsneider@bracommercial.com  
tgriffin@bracommercial.com



## DEVELOPMENT REQUEST FOR PROPOSALS

**The City of Gloucester** is accepting sealed proposals for the purchase of the Fuller site located at 4 School House Road, shown on Assessors' map 262, lot 14, at the Office of the Purchasing Agent, 9 Dale Avenue, Gloucester, MA 01930.

The Mayor and the City Council have declared this property available for disposition by sale. The objective of the sale is to promote the following public purpose: A mixed use development that may include a mix of commercial, industrial, residential, and/or community service uses benefiting the residents of Gloucester. The City of Gloucester reserves the right to reject any and all proposals that do not meet the minimum requirements set forth in the RFP.

The City is seeking quality proposals for the redevelopment of this highly visible property in Gloucester. This rare development opportunity is for the 10.63 acre parcel known as the Fuller site. The property includes a 187,125 sf former school building.

The Fuller site is located on Route 128 and abuts Cape Ann's largest retail development and the entrance to the Blackburn Industrial Park with its thousands of employees. The site is only minutes from Gloucester's vibrant downtown, working waterfront, and MBTA commuter rail station. Gloucester's famous beaches are just a short drive away.

The Fuller School was built in 1965 and remained in operation until 2008. From 2008-2014, it was used for various municipal activities and has been vacant since.

[www.gloucester-ma.gov/Fuller](http://www.gloucester-ma.gov/Fuller)

To request a copy of the RFP please call **978-281-9710** or email [purchasing@gloucester-ma.gov](mailto:purchasing@gloucester-ma.gov)



334 Pleasant St., Belmont MA

## Cityside 21 Realtor Goodwin Brokers \$1.9M Belmont Sale

BY JOE CLEMENTS



Gloria Goodwin

**B**ELMONT — A uniquely constructed commercial property sporting what Cityside 21 Realtor Gloria Goodwin terms “a fantastic location” has found an eager buyer in Michael Colomba, with the Waltham restaurateur willing to pay the asking rate of \$1.9 million on 334 Pleasant St. that changed hands this past month via an all-cash trade which she orchestrated on behalf of its longtime owners.

Despite Colomba's upbeat demeanor in tying up the 10,500-sf structure, Goodwin says the process took a while as other suitors balked at limited rental income from the building coupled with her client's insistence that—besides mandating an all-cash exchange—contingencies such as permitting covenants would not be acceptable, with a few prospects thought to be a bit intimidated by the town's anti-growth reputation, at least in the commercial arena.

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## 20,250-SF Industrial Asset Brings \$1.6M Via Nordlund



Chris N. Everest

**M**IDDLETON — Nordlund Associates has completed the sale of a 20,250-sf flex/industrial property at 339 North Main St. here on the North Shore, 339 North Main Street LLC paying \$1.6 million for the building located along Route 114 which is occupied by several tenants.

Kevin Olson and Chris N. Everest of Nordlund advised the buyer, whose manager is local businessman Adam D. Carola, while Nordlund Vice President Anthony J. Triglione negotiated terms on behalf of the seller, 339 North Main Street Realty Trust, whose ownership in the 14-year-old building commenced with purchase of the 1.9-acre lot on which it is located 15 years ago this week at a consideration of \$425,000.



Anthony J. Triglione

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1100 Technology Park Dr., Billerica MA

# The Real Report

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launch in mid-July which came shortly after BCP signed the tenant to another 10-year lease extension.

In that earlier article, market watchers predicted 1100 Technology Park Dr. could yield between \$180 and \$185 per sf on the open market, and that range could actually be eclipsed if current reports prove true. The interest is “understandable,” one broker says in noting the lease backed by a heavyweight tenant which has a market capitalization above \$272 billion and uses the Billerica property to house its lucrative Measurement & Control Division.



Lauren O'Neil

Even though observers spoken to insist Quincy Mutual has been tabbed and is working toward a close by year's end, parties involved in the talks are remaining mum on the matter, with HFF Capital Markets team members declining comment on an assignment being led by Managing Director Coleman Benedict, Director Benjamin Sayles and Analyst Patrick McAneny with Lauren O'Neil available for financing guidance. Also said to be in the mix, but not confirming as much, is real estate advisory firm Morris & Morse, with principal Garlan Morse declining comment on the status of a deal and even whether his company that does have a history of working on behalf of Quincy Mutual is playing a role in the Billerica transaction.



Coleman Benedict



Ben Sayles

This summer's article included observations regarding the incongruent nature of the 31-year-old flex building being owned by BCP, a homegrown company dating to 1998 whose legacy is steeped more in downtown office towers and other urban endeavors. Regardless, BCP appears poised to fare handsomely in the Billerica endeavor that began in Feb. 2006 when the firm paid \$35.4 million for the facility. A closing is anticipated by year's end should the asset pass muster. ■



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### U.S. Department of Veterans Affairs seeks Expressions of Interest to lease 28,700 NUSF of outpatient building in Boston.

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# Fortitude At 40 For Bierbrier Development

BY JOE CLEMENTS

**L**EXINGTON — It's complicated—but Leonard H. Bierbrier insists he prefers life thusly at the age of 71 and marking his retail-centric real estate company's 40th season by launching Bierbrier Development Co.'s fifth decade staring down an imposing lineup of institutional competitors to snag a freshly minted center across from the South Shore Mall in Braintree at a consideration of \$41.5 million—the 45,000-sf South Shore Place addition to a portfolio reaching Haverhill but concentrated inside Route 128.



“It was intense, but we were determined and we never gave up and in the end, we came out on top,” Bierbrier tells Real Reporter regarding the hard-fought acquisition of an HFF-listed asset which is 100 percent leased to tenants ranging from Legal Seafoods, Starbucks and TGIFridays on the dining menu complementing a retail roster featuring AT&T and Jos. A.

“We want to do deals that are larger than we have done in the past, and for that, we will need partners who are interested in taking on a component of risk that will differentiate us from our competition.”

**LEONARD H. BIERBRIER**

Bank Clothiers. Nine of the 10 finalists were institutions or REITs, and if some did dismiss his firm's capacity to get the deal done, that is fine with the winning bidder. “We just saw more value in it than they did,” says Bierbrier, whose optimism was shared by Wells Fargo Bank in funding the pact with a \$29.6 million loan, an infusion detailed in a Real Reporter article unveiling the exchange that was posted in early February.

Having recently favored development over acquisition manifested by a pair of prototype retail centers in exclusive Arlington and Newton neighborhoods, Bierbrier says he felt others from afar might incorrectly undervalue South Shore Place the same way many well-regarded developers of the



Wellington Circle Plaza, Medford MA

early 1980s passed on a chance to assemble a hodgepodge of parcels north of Boston into what became Bierbrier's signature venture—Wellington Circle Plaza, a 55,000-sf multi-tenanted center that opened in the mid-1980's at the critical juncture of Routes 16 and 28. Centered around an aging Howard Johnson's restaurant, Bierbrier took on the project with a sole partner after five others on board balked at the 11th hour over soaring interest rates of the early 1980s that were hovering in the 20-percent range. Bierbrier would ultimately buy out the partner there and has since operated independently.



Despite attending Harvard Business School and toting a law degree from McGill University, Bierbrier says cutting his teeth in the CRE arena as a broker in the 1970s was the most valuable education he accumulated in honing his CRE skills while finding sites for the likes of Pathmark and Victoria Station. Other experience came advising hospitality chains including Suisse Chalet on site searches, a nuance he picked up working for industry icon Bertram Druker just prior to the 1970's gas crisis that led to the demise of the hotel sector and beginning of his own organization that was launched in 1974. “Nobody was traveling back then,” Bierbrier recounts

in explaining how he was nudged towards becoming a retail expert.

The vast majority of Bierbrier's peers have retired with their fortunes stashed into more passive investments (were any returns remaining following the bumpy real estate route that saw many crashes during his first four decades), but while he did harvest a long-held supermarket in Brockton this summer through Marcus & Millichap's team of Robert Horvath and Todd Tremblay, that \$18.7 million disposition and any others that might occur going forward will simply be a strategic pruning of the portfolio, Bierbrier explains, stressing that the intention is not to scale down operations, but instead ramp them up in the form of multi-faceted ventures that might involve a mixed-use component in contrast to the retail-focused holdings.

“It is important for our company to broaden our scope in the complexity and the size of the deals that we do,” outlines Bierbrier. “I want things to be challenging and stimulating trying to figure them out—that is fun for Len,” he says, adding, “I'm not looking to cash out and I have no interest in becoming a merchant builder for triple-net retail.” Ground-up development similar to his Village Street Shops in Arlington and Newton is among the aims, he says, with the general theme to “move up in scale,” because, he observes, “in this

continued on page 39

# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

## SEPT 25TH

**MTG:** \$62,255,000 from **Citizens Bank**  
**ADD:** 133 Old Road to Nine Acre Corner, Concord  
**BWR:** Emerson Hospital, managed by Christine Schuster, president; Richard Churchill, treasurer

**BUYER:** 900 West Park Works LLC, managed by Rajesh Dharampuriya, Girish Navani, and Mahesh Navani, c/o eClinicalWorks  
**SELLER:** 900 West Park Drive LLC, managed by EMC Corp.  
**PRICE/ADD:** \$21,155,000; 900 West Park Dr., Westborough

**NOTES:** Office property, constructed 2000; building size is 192,625 sf, lot size is 20.6 acres; last sold for \$40,457,298 in Oct. 2001

**MTG:** \$8,000,000 from **Boston Private B&T Co.**  
**ADD:** 933 East 2nd St., South Boston  
**BWR:** 933 East Second Street LLC, managed by Sing Ming Chan

**MTG:** \$7,500,000 from **Rollstone B&T**  
**ADD:** 15 Chocksett Rd., Sterling  
**BWR:** Rock Breakers LLC, managed by Vincent J. Campobasso

**MTG:** \$4,700,000 from **Charles River Bank**  
**ADD:** 83-87 and 93 Prospect St., Milford  
**BWR:** J&M Santoian Realty Inc., mgd. by Abel Santoian, president; Virginia Santoian, treasurer

**MTG:** \$4,400,000 from **Align Credit Union**  
**ADD:** 212-214 Auburn St., 23-25, 31-33 and 41-43 Bridges Ave., 6 Channing St., 25-27 and 31-33 Cotter St. and 109 Harvard St., Newton  
**BWR:** Linda M. Brennan and Robert H. Lee

**MTG:** \$3,050,000 from **Northeast Community Bank**  
**ADD:** 3 and 5 Beaver Park Rd., Framingham  
**BWR:** Coleross James LLC, managed by Matthew S. Newman

**BUYER:** 56 College Avenue Realty LLC, managed by Philip J. Privitera  
**SELLER:** Dongjun Won  
**PRICE/ADD:** \$1,650,000; 56 College Ave., Somerville  
**MTG:** \$1,237,500 from **East Boston SB**  
**NOTES:** Mixed-use property, constructed 1900; one commercial unit and four residential units; building size is 3,875 sf, lot size is 4,350 sf; last sold for \$835,000 in June 2003

**MTG:** \$1,500,000 from **Digital Federal CU**  
**ADD:** 507 Main St. and 518 Main St., aka 514-522 Main St., Worcester  
**BWR:** Main Five Zero Seven LLC, managed by Joseph Donovan



Arbor Commercial Mortgage has provided \$1,285,000 in financing to Belmont Street Apartments LLC for its \$1,560,000 purchase of 18 Belmont St. in Lowell. The 55-year-old multifamily asset was purchased from Daniel Ingersoll of Eighteen Belmont LLC, who owned the brick-faced structure for exactly 10 years, paying \$1,540,000 in Sept. 2005 for the 18-unit building that totals 12,800 sf. It was built on an 11,375-sf parcel located just off Route 3A near the University of Massachusetts at Lowell. Bechera Fren is manager for Belmont Street Apartments LLC.

**MTG:** \$1,400,000 from **Florence Savings Bank**  
**ADD:** 41-47 Blanche St. and 117-119 Grape St., Chicopee; and 47 North Main St., South Hadley  
**BWR:** GZS Realty II LLC and GZS Realty III LLC, managed by Gregory Szyluk and Patricia Szyluk

**MTG:** \$1,296,000 from **Beverly Bank**  
**ADD:** 38 Hawthorne St., Units 1 and 2, Chelsea; 323 and 362 Chatham St.; 14-18 Marion St., U-6; 86-90 South Common St., Units 86-1, 88-2 and 90-3; 78-86 Washington St.; and Units 78-1, 80-1, 84-1, 84-2, 86-3, 86-4, 86-5 and 86-6, Lynn  
**BWR:** Urban Renewal LLC, managed by Andrew Mc Nerney

**BUYER:** 28 Pelham Avenue Realty LLC, managed by Joanne Masone and Marc Masone  
**SELLER:** Robert Hayes, receiver of Pelham Avenue Nominee TR  
**PRICE/ADD:** \$1,200,000; 28 Pelham Ave., Methuen  
**MTG:** \$493,000 from **Granite State Economic Development Corp.** and \$480,000 and \$600,000 from **Enterprise B&T Co.**  
**NOTES:** Industrial property, constructed 1905; building size is 52,475 sf, lot size is 22.8 acres; property foreclosed on in July 2013

**MTG:** \$1,150,000 from **One United Bank**  
**ADD:** 2, 4 and 4 ? Centre St., Roxbury  
**BWR:** Alemnesh Groom

**MTG:** \$1,050,000 from **Institution for Savings in Newburyport & Its Vicinity**  
**ADD:** 108-116 Mechanic St., Bellingham  
**BWR:** Theodore Lantzakis, trustee of The A and V Realty TR

## SEPT 24TH

**MTG:** \$11,800,000 from **Boston Private B&T Co.**  
**ADD:** 229 Bennington St., 10 Breed St., 121 and 133 Cottage St.; 15 Havre St., 166 Leyden St., 377 Maverick St., 26 Monmouth St., 265 Princeton St., 103 Orleans St., 220, 809 and 1117 Saratoga St., 284 Sumner St. and 31 West Eagle St., Boston  
**BWR:** 10 Breed LLC, 121 Cottage LLC, 133 Cottage LLC, 15 Havre LLC, 377 Maverick LLC, 26 Monmouth LLC, 166 Leyden LLC, 103 Orleans LLC, 220 Saratoga LLC, 1117 Saratoga LLC, 284 Sumner LLC and 31 West Eagle LLC, managed by Alexander J. Hodara

**BUYER:** KIC Roxbury LLC, mgd. by Alan Lewis  
**SELLER:** Radius Specialty Hospital LLC, managed by Jacen Dinoff  
**PRICE/ADD:** \$5,000,000; 45 and 47 Townsend St., Roxbury  
**NOTES:** Hospital property; building size is 23,550 sf, lot size is 3.6 acres

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# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

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**MTG:** \$2,800,000 from **Digital Federal CU**  
**ADD:** 272, 282 and 292 Bedford St., St. Abington  
**BWR:** Cedarwood Village Apartments LLC, managed by David Hynes

**BUYER:** 75 Amory Avenue Apartments LLC, managed by Richard Thal, c/o Jamaica Plain Neighborhood Development Corp.

**SELLER:** Jackson Square Partners LLC, managed by Richard Thal and Jeremy Wilkening  
**PRICE/ADD:** \$1,310,000; 75 Amory Ave., aka 75 Amory St., Parcel B76-4, Jamaica Plain

**MTG:** \$428,565 from **US Department of Housing and Urban Development**, \$1,355,602 from **Hudson 75 Amory LLC** and \$8,220,612 from **Bank of America** and **Massachusetts Housing Partnership Fund Board**

**NOTES:** Land parcel; lot size is 32,550 sf

**BUYER:** KIZ Inc., managed by Eui Choi, president; Eun Kyung Song, treasurer

**SELLER:** Barbara Sheff and Michael C. Sheff, Trustees of The Liberty TR

**PRICE/ADD:** \$1,150,000; 221-227 Washington St., Newton

**MTG:** \$1,035,000 from **Barbara Sheff** and **Michael Sheff**, trustees of **The Liberty TR**

**NOTES:** Office property; bldg. size is 5,425 sf, lot size is 5,550 sf; last sold for \$305,000 in May 1995

## SEPT 23RD

**MTG:** \$5,139,040 from **Pentucket Bank**  
**ADD:** 70 Main St., North Andover

**BWR:** Bradstreet Partners LLC, managed by Willard D. Perkins

**MTG:** \$2,000,000 from **Spencer Savings Bank**

**ADD:** 74 and 90 Madison St., Worcester  
**BWR:** Szeto Landmark Realty Inc., managed by Alexander K.P. Szeto, president; Julie H.L. Szeto, treasurer

**MTG:** \$1,927,000 from **Norwood Cooperative Bank**

**ADD:** 31, 35 and 37 Lynbrook Rd., Southborough  
**BWR:** Leslie S. Carey, trustee of The Brendon Properties Four Realty TR

**BUYER:** Belmont Street Apartments LLC, mgd. by Bechara Fren

**SELLER:** Eighteen Belmont LLC, managed by Daniel Ingersoll

**PRICE/ADD:** \$1,560,000; 18 Belmont St., Lowell  
**MTG:** \$1,285,000 from **Arbor Commercial Mortgage**

**NOTES:** Multifamily property, const. 1960; 18 units; building size is 12,800 sf, lot size is 11,375 sf; last sold for \$1,540,000 in Sept. 2005



Plans to improve the aging Natick American Legion building at 13 West Central St. have advanced following transfer of the 11,000-sf building to Stonegate West Central LLC and its manager, Sean P. McGrath, for \$1,330,000. The two-story structure had been home to Edward P. Clark Post #107 since April 1969. Located on a 13,725-sf parcel in the heart of downtown Natick, 13 West Central St. was at one point intending to be converted into first-floor retail and five apartments on the upper level. It appears the purchase was an all-cash investment.

**BUYER:** Stonegate West Central LLC, managed by Sean P. McGrath

**SELLER:** Edward P. Clark Post #107 American Legion Inc., mgd. by John Murphy, president

**PRICE/ADD:** \$1,330,000; 13 W. Central St., Natick  
**NOTES:** Tax-exempt property; building size is 11,000 sf, lot size is 13,725 sf; seller's ownership in property dates to April 1969

**MTG:** \$1,000,000 from **Bank of Canton**  
**ADD:** Harbor Light Cir., Plymouth

**BWR:** Chilton Park Properties LLC, managed by Lawrence E. Demar

## SEPT 22ND

**BUYER:** UEP JBBP LLC, mgd. by Joseph Bisognano

**SELLER:** Ira Nagel, trustee of The Sears Realty TR  
**PRICE/ADD:** \$2,780,000; 294-302 Windsor St., Cambridge

**MTG:** \$2,950,000 from **Brookline Bank**  
**NOTES:** Mixed-use properties; first building constructed 1902; eight units; first building size is 5,600 sf, lot size is 6,475 sf; second building constructed 1902; two units; building size is 2,150 sf; seller's family ownership in property dates to Sept. 1977

**BUYER:** 111 Main LLC, mgd. by George Kaplan

**SELLER:** New England Commercial Properties LLC, managed by Kenneth A. Martinek  
**PRICE/ADD:** \$1,535,000; 111-111R Main St., Peabody

**MTG:** \$1,150,000 from **Institution for Savings In Newburyport and Its Vicinity**

**NOTES:** Multifamily properties; first building constructed 1769; three units; building size is 2,400 sf, lot size is 13,100 sf; second building constructed 2000; 18 units; building size is 7,750 sf; properties last sold for \$1,800,000 in Oct. 2014

**MTG:** \$1,200,000 from **New Boston Capital Corp.**

**ADD:** 360 Revere Beach Pkwy. and 8-10 Wesley St., Chelsea; and 11 Placid Rd., Newton  
**BWR:** CZWROX LLC and 10 Wesley Street LLC, mgd. by Charles Zammuto and Deborah Zammuto

**MTG:** \$1,000,000 from **East Cambridge SB**

**ADD:** 164 and 189 Washington Ave., Chelsea  
**BWR:** Jonathan Marcus, Trustee of The B.M.G. Realty TR

## SEPT 21ST

**BUYER:** Bell Fund V Marlborough, LLC, managed by Bell Partners

**SELLER:** Applebriar Apartments Inc., managed by Sentinel Real Estate Corp., Millie C. Cassidy, president; Leland Roth, treasurer

**PRICE/ADD:** \$38,600,000; 20 Applebriar Ln., Marlborough

**MTG:** \$27,500,000 from **Walker & Dunlop**  
**NOTES:** Multifamily property, const. 1989; 164 units in 14 bldgs.; bldgs. total 198,975 sf, lot size is 24.3 acres; last sold for \$34,400,000 in Aug. 2006

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# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

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**MTG:** \$18,500,000 from **Berkshire Bank**  
**ADD:** 200 and 500 Atlantic Ave., and 500 and 600 Pennsylvania Ave., Leominster  
**BWR:** Liberty Place Leominster LP, mgd. by Eric Sullender, president; Peter E. Bovenzi, treasurer

**BUYER:** GRE Norwood LLC, managed by Michael Della Fera and James P. Mahoney  
**SELLER:** 1450 Providence Highway Realty Trust I, managed by Robert Walsh  
**PRICE/ADD:** \$6,000,000; 1450 Providence Hwy., Norwood  
**NOTES:** Retail property, constructed 1960; building size is 90,900 sf, lot size is 5.2 acres; last sold for \$1,750,000 in Jan. 1984

**BUYER:** FM Partners LLC, managed by Jeffrey Saletin, Cranston RI  
**SELLER:** Island Sales Inc., managed by Harvey N. Smith, president and treasurer  
**PRICE/ADD:** \$5,500,000; 369 Central St., Foxborough  
**MTG:** \$2,750,000 from **Island Sales, Inc.**  
**NOTES:** Retail properties; first bldg. constructed 1960; bldg. size is 36,575 sf, lot size is 4.5 acres; second bldg. constructed 1999; bldg. size is 19,200 sf; property last sold for \$325,000 in Sept. 1978

**MTG:** \$2,500,000 from **Hingham Institution for Savings**  
**ADD:** 106 and 110 Antwerp St., 10 Bassett St. and 338 Granite St., Milton  
**BWR:** Julianne Foley, Mark E. Mignosa and Michael Mignosa

**MTG:** \$2,000,000 from **Brookline Bank**  
**ADD:** 25 Beacon St. and 6 and 7 Mount Vernon Pla., Boston  
**BWR:** SDC-DLJ Beacon Hill LLC, managed by Jean Abouhamad

**MTG:** \$1,925,000 from **Brookline Bank**  
**ADD:** 34-36 Elm St. and 109 Harvard St., Waltham  
**BWR:** Lilian Rojas and Walter Rojas  
**BUYER:** 1256 Main LLC, mgd. by Michael Colomba  
**SELLER:** Richard J. Monahan, trustee of The 128 East Realty TR and William F. Wiggin  
**PRICE/ADD:** \$1,325,000; 1254-1256 Main St., Waltham  
**MTG:** \$925,000 from Donald M. Wiggin, Janice M. Wiggin, and William F. Wiggin  
**NOTES:** Office property, constructed 1950; building size is 6,400 sf, lot size is 14,000 sf; sellers' ownership in property dates to July 1990

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Backed by \$1,237,500 from East Boston Savings Bank, local investor Philip Privitera has acquired a mixed-use building at 56 College Ave. in Somerville for \$1,650,000 from seller Dongjun Won. The five-unit structure which dates to 1900 includes a commercial unit heretofore used as a dentist office plus four residential units, three of which have undergone substantial renovations along with upgrades to the front stairs, furnaces, roof and stairs. The commercial unit is leased through 2017. According to an online document, the property was listed by Tom Sheehan and David Storey of RE/Max Destiny and sold by Richard Wolfson of Richard Wolfson Real Estate.

## Riverbank Lofts

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the ability to understand the complexity of taking out a construction loan, which included Solar Renewable Energy Credits and investor equity partners primarily motivated by the tax benefits associated with the project's federal and state historic rehabilitation tax credits. The developer initially received \$800,000 in financing from the New Bedford Economic Development Council in buying the building.

The property has three stories on top of a 160-vehicle parking garage on the ground level. Units are primarily two bedroom units, but there are one- and three-bedroom options as well in the mill footprint which provides for high ceilings, exposed wide-plank hardwood floors combined with modern accoutrements such as stainless steel appliances. Large windows deliver abundant natural light in the apartments and common areas, that element highlighted by a three-story, open atrium with a steel-and-wood staircase. There is also a "common room" and fitness center.



Riverbank Lofts, 200 Riverside Ave., New Bedford MA

Fantini & Gorga is among the region's leading mortgage banking firms with a headquarters in Boston's Financial District. The company founded by George J. Fantini Jr. and John R. Gorga helps clients access traditional debt, equity and mezzanine financing for all CRE throughout the US featuring an active New England practice extends from Maine to Connecticut offering clients capital sources from the local, national and international markets. ■

# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

## SEPT 18TH

**MTG:** \$24,000,000 from **East Boston SB**  
**ADD:** 50 and 58-60 West Maine St., Hopkinton  
**BWR:** The Golden Pond Resident Care Corp., mgd. by Larry Kunst, president; Kerry Kunst, treasurer

**MTG:** \$12,000,000 from **East Boston SB**  
**ADD:** Walden Street, Parcel B, Jamaica Plain  
**BWR:** J.P.L. Development LP, managed by Mordechai Levin

**MTG:** \$8,300,000 from **East Boston SB**  
**ADD:** 75 Amory St., Boston  
**BWR:** 75 Amory LLC, mgd. by Mordechai Levin

**BUYER:** Four Eighty Norfolk LLC, managed by Oleg Uritsky

**SELLER:** Mayo Norfolk LLC, managed by Joseph Donovan

**PRICE/ADD:** \$7,440,000; 480-486 and 498 Norfolk St., Mattapan

**MTG:** \$5,952,000 from **Rockland Trust Co.**  
**NOTES:** Multifamily properties, constructed 1965; 480-486 Norfolk St. 31-plus units; building size is 29,050 sf, lot size is 24,775 sf; 498 Norfolk St. seven-plus units; building size is 12,625 sf, lot size is 8,475 sf; properties last sold for \$6,240,000 in March 2008

**MTG:** \$4,500,000 from **Digital Federal CU**  
**ADD:** 86-90 Pleasant St., Malden  
**BWR:** 86 Pleasant LLC, managed by Mai Luo

**BUYER:** R6 Holding LLC, mgd. by Kevin Routhier  
**SELLER:** Westwood Cloverleaf LLC, managed by Mark H. Rubin

**PRICE/ADD:** \$1,760,000; 34 Southwest Pk., Westwood

**MTG:** \$1,408,000 from **Bank of America**  
**NOTES:** Flex/office property, constructed 1960; building size is 10,775 sf, lot size is 31,575 sf; portion of portfolio seller acquired for \$10,130,000 in March 2007

**BUYER:** Linear Retail Boston #20 LLC, mgd. by William Beckeman, pres., Linear Retail Properties

**SELLER:** Jacqueline Beck and Joseph M. Beck  
**PRICE/ADD:** \$1,600,000; 743-747 South St., Roslindale

**NOTES:** Retail property, constructed 1920; building size is 4,850 sf, lot size is 4,850 sf; last sold for \$400,000 in June 1989

**BUYER:** Boston Pinnacle Properties LLC, managed by Adam Burns

**SELLER:** Nassim Jereidini

**PRICE/ADD:** \$700,000; 2 Humboldt Pl., fka 543-549 Dorchester Ave., South Boston

**MTG:** \$1,600,000 from **Hingham Institution for Savings**

## Quincy Firm Pays \$22.7M for MA Hotels

**A**UBURN — Giri Hotels of Quincy has closed on a portfolio of four Massachusetts properties, including a 25-year-old Comfort Inn at 426 Southbridge St. in Auburn purchased for \$3,800,000 and financed with \$3,075,000 from Digital Federal Credit Union. The seller of that 26,400-sf property located on 1.4 acres near the juncture of I-290 and the Massachusetts Turnpike is Auburn Ward Realty LLC, an entity managed by Christine M. Moynihan which had paid \$1,938,318 in Aug. 2005 for the inn.

Separately, TD Bank delivered \$15,920,000 to Giri and its manager, Ashish Sangani, to finance the other three hotels in Foxborough, Rockland

and Sharon, the latter one at 395 Old Post Rd. bringing the most at \$7,550,000 for its 96 units. Dating to 1985, it has 33,900 sf and is located on three acres. Moynihan is also manager of Sharon Old Post Realty LLC as well as Rockland Hingham Realty LLC and Foxboro Fisher Realty LLC, sellers of those assets. The Rockland motel that went for \$7,000,000 encompasses 45,200-sf and was built in 1988 on 4.2 acres, whereas the Foxborough addition totals 57,425 sf with 127 rooms on a three-acre site.

Along with the \$4,350,000 spent on 4 Fisher St. in Foxborough, Giri Hotels paid a total of \$22,700,000 for the hotels that the seller had acquired for an aggregate \$10,547,578 in Aug. 2005.

**NOTES:** Restaurant property, const. 1899, renovated 1991; building size is 1,075 sf, lot size is 1,800 sf; last sold for \$59,000 in April 1995

**MTG:** \$1,560,000 from **Leader Bank**  
**ADD:** 107-109 and 141 Highland St., 53 Institute Rd. and 133 West St., Worcester  
**BWR:** CG Partners Realty One LLC, managed by Dennis B. Clair and Angelo Gianakis

**MTG:** \$1,050,000 from **Salem Five Cents SB**  
**ADD:** 1992 Main St., Tewksbury  
**BWR:** Haralampos Sidiropoulos, trustee of The Trickett Realty TR

## SEPT 17TH

**MTG:** \$14,080,000 from **First Niagara Bank**  
**ADD:** 999 Hancock St., Quincy  
**BWR:** BP Liberty LLC, mgd. by Peter McLoughlin

**MTG:** \$5,000,000 from **Rockland Trust Co.**  
**ADD:** 48 Brighton Ave., Allston  
**BWR:** Joseph Ciliberti and Kevin Ryan

**MTG:** \$4,286,602 from **Massachusetts Department of Housing and Community Development**, \$6,000,000 from **Lowell Community Loan Fund Inc.**, \$7,191,018 from **BCP/Duck Mill LLC** and \$13,174,062 from **JPMorgan Chase Bank**  
**ADD:** 220 Canal St. and 4 Union St., Lawrence  
**BWR:** Union Canal Communityworks LLC, managed by Jessica Andors

**MTG:** \$4,136,000 from **Salem Five Cents SB**  
**ADD:** 51 and 57 Parsons Ave., Lynnfield  
**BWR:** Lynnfield Meadows LLC, managed by Landers A. Symes

**MTG:** \$3,000,000 from **Bank of Canton**  
**ADD:** 51-57 Lafayette St., Salem  
**BWR:** Derby Lofts LLC, mgd. by Alex Steinbergh

**MTG:** \$1,500,000 from **Middlesex SB**  
**ADD:** 240 Main St., Groton  
**BWR:** Joy E. Buckingham, trustee of The Philip Horace Buckingham Revocable TR

**MTG:** \$1,500,000 from **South Shore Bank**  
**ADD:** 257 Washington St., Salem  
**BWR:** RCG Mill Hill LLC, mgd. by Alex Steinbergh

**MTG:** \$1,200,000 from **First Capital Recovery TR**  
**ADD:** North Bend Street, Lots 1, 45, 55 & 59, Lynn  
**BWR:** Birchwood Estates Development Inc, mgd. by Thomas McGovern, president and treasurer

**BUYER:** A&M Realty Group LLC, managed by Maria F. Correia  
**SELLER:** SRP 34 Atlantic Ave LLC, managed by George H. Katis  
**PRICE/ADD:** \$1,100,000; 34 Atlantic Ave., Marblehead

**MTG:** \$500,000 from **North Shore Bank**  
**NOTES:** Retail property, constructed 2014; building size is 2,925 sf, lot size is 5,725 sf; property last sold for \$250,000 in April 2012

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# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

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## SEPT 16TH

**BUYER:** Worcester McKinley Associates LLC, managed by Lee M. Elman, c/o Elman Investors, Rockville NY

**SELLER:** Worcester-VA LLC, managed by Gabriel Amiel and Maurice Khawam

**PRICE/ADD:** \$7,550,000; 605 Lincoln St., Worcester

**MTG:** \$4,907,500 from **Rockland Trust Co.**

**NOTES:** Retail property, const. 1993; medical clinic; building size is 29,550 sf, lot size is 3.4 acres; last sold for \$720,000 in Sept. 1992

**BUYER:** Giri Sharon LLC, mgd. by Ashish Sangani

**SELLER:** Sharon Old Post Realty LLC, managed by Christine M. Moynihan

**PRICE/ADD:** \$7,550,000; 395 Old Post Rd., Sharon

**MTG:** \$15,920,000 from **TD Bank**

**NOTES:** Motel property, constructed 1985; 96 units; building size is 33,900 sf, lot size is three acres; last sold for \$2,224,577 in Aug. 2005

**BUYER:** Giri Rockland LLC, mgd. by Ashish Sangani

**SELLER:** Rockland Hingham Realty LLC, managed by Christine M. Moynihan

**PRICE/ADD:** \$7,000,000; 850 Hingham St., Rockland

**MTG:** \$15,920,000 from **TD Bank**

**NOTES:** Motel property, constructed 1988; building size is 45,200 sf, lot size is 4.2 acres; last sold for \$3,077,088 in Aug. 2005

**MTG:** \$6,000,000 from **United Bank**

**ADD:** 2-4 Ayr Rd., Boston

**BWR:** Tula Corp., managed by David Lapidus, president and treasurer

**BUYER:** 4725 Company LLC, mgd. by Mark Justice

**SELLER:** Lawrence J. Rothschild

**PRICE/ADD:** \$5,800,000; 1850 Soliders Field Rd., Brighton

**NOTES:** Retail property, constructed 1960; building size is 6,050 sf, lot size is 1.1 acres; last sold for \$675,000 in Feb. 1985

**MTG:** \$5,220,000 from **East Boston SB**

**ADD:** 320 Washington St., Brighton

**BWR:** Washington Street Business Center LLC, managed by Andrian Shapiro

**BUYER:** Giri Foxboro LLC, mgd. by Ashish Sangani

**SELLER:** Foxboro Fisher Realty LLC, managed by Christine M. Moynihan

**PRICE/ADD:** \$4,350,000; 4 Fisher St., Foxborough

**MTG:** \$15,920,000 from **TD Bank**

**NOTES:** Hotel property, const. 1985; 127 rooms; building size is 57,425 sf, lot size is three acres; last sold for \$3,307,595 in Aug. 2005



Leader Bank financing of \$3,200,000 has facilitated the \$3,157,000 exchange of a Quality Inn at 3 Fortune Blvd. in Milford from Sai Darshan to JHM Fortune LLC, an entity managed by Ashok Patel. The 18-year-old motel that totals 29,450 sf is located on 2.1 acres and last changed hands for \$3,500,000 in July 2006.

**MTG:** \$4,100,000 from **MutualOne Bank**

**ADD:** Anna Place, Holliston

**BWR:** That Chelcie Development LLC, managed by Stephen A. Ross

**MTG:** \$4,100,000 from **MutualOne Bank**

**ADD:** 40 Whittemore Dr., Ashland

**BWR:** That Chelcie Development LLC, mgd. by Stephen A. Ross

**BUYER:** 410 West Broadway LLC, managed by Douglas R. George

**SELLER:** Albanian Orthodox Church Association of St. John the Baptist of Greater Boston, Inc., mgd. by Thomas Evangelou, treasurer

**PRICE/ADD:** \$4,000,000; 410 West Broadway, South Boston

**MTG:** \$3,000,000 from **East Boston SB**

**NOTES:** Tax-exempt property, const. 1899; building size is 5,125 sf, lot size is 9,900 sf; seller's ownership in property dates to April 1948

**BUYER:** Giri Hotels LLC, mgd. by Ashish Sangani

**SELLER:** Auburn Ward Realty LLC, managed by Christine M. Moynihan

**PRICE/ADD:** \$3,800,000; 426 Southbridge St., Auburn

**MTG:** \$3,075,000 from **Digital Federal CU**

**NOTES:** Motel property, constructed 1990; building size is 26,400 sf, lot size is 1.4 acres; \$1,938,318 in Aug. 2005

**BUYER:** Henri Jacques LLC, mgd. by Gaston Safar

**SELLER:** Gayle N. Edgar

**PRICE/ADD:** \$3,500,000; 37-37A Charles St., Boston

**MTG:** \$1,500,000 from **Gayle Edgar**

**NOTES:** Mixed-use property, constructed 1899, renovated 2009; building size is 3,350 sf, lot size is 1,625 sf

**BUYER:** Mardee Goldberg LLC, managed by Jay D. Goldberg and Mardee J. Goldberg

**SELLER:** A&M Realty Group LLC, managed by Maria F. Correia

**PRICE/ADD:** \$3,000,000; 30-34 and 36-38 Boston St., aka 191-193 Federal St., Salem

**MTG:** \$2,400,000 from **Institution for Savings in Newburyport and Its Vicinity**

**NOTES:** Mixed-use props.; 30-34 Boston St. a multifamily/retail prop., const. 1980; bldg. size is 2,450 sf, lot size is 5,200 sf; last sold for \$396,900 in Sept. 2005; 36-38 Boston St., aka 191-193 Federal St., a multifamily prop., const. 1900; 24 units; bldg. size is 14,425 sf, lot size is 10,000 sf; last sold for \$2,000,000 in May 2003

**MTG:** \$2,300,000 from **Stoneham Bank**

**ADD:** 38 Lyme St., Malden

**BWR:** 38 Lyme Street Realty LLC, managed by James P. DeVellis and Paul B. DeVellis

**BUYER:** Certainteed Corp., mgd. by Thomas Smith, president; John Sweeney III, treasurer

**SELLER:** Bird Inc., managed by Robert Panaro

**PRICE/ADD:** \$1,887,500; 1046 Pleasant St., Norwood

**NOTES:** Industrial property, constructed 1934 to 1965; 11 buildings, constructed from buildings total 22,175 sf, lot size is 24.6 acres

**BUYER:** Central Street Realty TR

**SELLER:** Bruce M. MacNeil

**PRICE/ADD:** \$1,840,000; 1490 Central St., Stoughton

**NOTES:** Industrial property, const. 1960; bldg. size is 109,375 sf, lot size is 5.4 acres; seller's family ownership in property dates to July 1960

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# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

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**BUYER:** R&D Ventures LLC, managed by Robert D. Costello and David J. Lilley

**SELLER:** John I. Makhoul

**PRICE/ADD:** \$1,800,000; 11-13 Wendell St., Cambridge

**MTG:** \$1,400,000 from **Middlesex Federal Savings**

**NOTES:** Multifamily property, const. 1920; five units; building size is 3,975 sf, lot size is 4,300 sf; seller inherited property in May 1984

**MTG:** \$1,706,000 from **Rockland Federal CU**

**ADD:** 16 High St., Plainville

**BWR:** High Plain LLC, managed by Carol Lewicki

**BUYER:** South Main Capital Group LLC, managed by Louis P. Minicucci, Jr., president

**SELLER:** 901 South Main Street LLC, managed by Louis M. Carretero

**PRICE/ADD:** \$1,550,000; 901 S. Main St., Haverhill

**MTG:** \$1,162,500 from **Pentucket Bank**

**NOTES:** Retail property, const. 1977; auto dealership and repair facility; bldg. size is 18,950 sf, lot size is 3.1 acres; last sold for \$850,000 in March 2011

**BUYER:** Woburn SW LLC, mgd. by Gregg Lisciotti

**SELLER:** Ross-Monroe LLC, managed by Samuel Byrl Ross II

**PRICE/ADD:** \$1,080,000; 313 Montvale Ave., Woburn

**MTG:** \$2,015,709 from **Rollstone Bank & Trust**

**NOTES:** Retail property, constructed 1984; building size is 5,150 sf, lot size is 10,250 sf; last sold for \$525,000 in Aug. 1988

## SEPT 15TH

**BUYER:** ARE-MA Region No.55 Exchange Holding LLC, mgd. by Alexandria Real Estate Equities

**SELLER:** Tarvis Realty LLC, mgd. by Varney Hintlian

**PRICE/ADD:** \$3,710,475; 33-35 and 37 and 39 Hurley St., 84 Second St., 20-22 and 26 Spring St., Cambridge

**NOTES:** Industrial property, constructed 1883; building size is 12,950 sf, lot size is 18,575 sf

**MTG:** \$3,150,000 from **Eastern Bank**

**ADD:** 500 Colony Place, Plymouth

**BWR:** Balls Realty LLC, mgd. by Scott Shulman

**MTG:** \$2,200,000 from **The Cooperative Bank**

**ADD:** 24 Cambridge St. and 610 Rutherford Ave., Charlestown

**BWR:** 24 Cambridge Street LLC, managed by John G. MacLetchie

**BUYER:** ARE-MA Region No. 55 Exchange Holding LLC, mgd. by Alexandria Real Estate Equities

**SELLER:** Eleven Hurley Street LLC, managed by Varney J. Hintlian



An enduring commercial property at 17 Oak St. in Needham has fetched an even \$1,000,000 for Stephen R. Picardo in a sale to 57 Dedham Ave. LLC and its manager, Michael R. Tedoldi. Presently used for medical office functions, the 4,550-sf structure that dates to 1906 is situated on a quarter-acre parcel and last brought \$700,000 in Jan. 1999. Needham Bank financed the latest deal with \$3,053,000 loaned to Tedoldi.

**PRICE/ADD:** \$2,197,925; 14 Spring St., Cambridge

**NOTES:** Industrial property, constructed 1942; building size is 25,950 sf, lot size is 22,000 sf; last sold for \$700,000 in Aug. 1994

**BUYER:** 39 West Newton LLC, mgd. by Robert Davoli, Eileen McDonagh and Angela C.M. Millard

**SELLER:** Monica Ponce de Leon

**PRICE/ADD:** \$2,175,000; 39 West Newton St., Boston

**NOTES:** Multifamily property, const. 1910; four-to six units; bldg. size is 5,875 sf, lot size is 2,150 sf; last sold for \$1,710,000 in Aug. 2004

**MTG:** \$2,000,000 from **Eastern Bank**

**ADD:** 128 Derby St., Hingham

**BWR:** Shulman Realty LLC, mgd. by Scott Shulman

**MTG:** \$2,000,000 from **Raymond C. Green Funding, LLC** and **Realty Capital LLC**

**ADD:** 63 Corey Rd., U-63-1B, Brookline

**BWR:** Reem Property LLC, managed by Mohammad Abouchleih

**MTG:** \$1,975,000 from **Endeavor Capital East**

**ADD:** 376-380 Centre St., Dorchester

**BWR:** First Centre Street Properties LLC, managed by **John Walsh**

**MTG:** \$1,760,000 from **First Ipswich Bank**

**ADD:** 7, 9 and 11 Whistlestop Way, Gloucester

**BWR:** Braga Ventures Three LLC, managed by Deodato M. Braga

**MTG:** \$1,664,000 from **United Bank**

**ADD:** 24 Dwight St., Agawam

**BWR:** Dwight Group LLC, mgd. by Brian Fitzgerald

**BUYER:** Lynnshore Associates LLC, managed by Gaetano F. Morello

**SELLER:** Charles Holmes & Christopher Keppelman

**PRICE/ADD:** \$1,495,000; 45-47 Florence St., Somerville

**MTG:** \$1,290,000 from **Century B&T Co.**

**NOTES:** Multifamily property, const. 1900; six units; building size is 4,850 sf, lot size is 3,050 sf; last sold for \$255,000 in June 1987

**MTG:** \$1,200,000 from **Century B&T Co.**

**ADD:** 160 Olympia Ave., Woburn

**BWR:** Olympia Ave Woburn LLC, managed by Stephen J. Nardone

## SEPT 14TH

**MTG:** \$7,050,000 from **JPMorgan Chase Bank**

**ADD:** 780 Dedham St., Canton

**BWR:** Park at 95 LLC, mgd. by Jonathan Stott

**BUYER:** 90 Industrial Park JV LLC, managed by John H. Spurr, Jr, president and treasurer

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# Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 14 - SEPTEMBER 25, 2015

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**SELLER:** Robert J. Spenlinhauer and Ryan P. Spenlinhauer, trustees of RJS Realty TR

**PRICE/ADD:** \$5,660,000; 90 and 90A Industrial Park Rd., Hingham

**NOTES:** 90 Industrial Park Rd. an office property, constructed 1966; building size is 60,000 sf, lot size is 3.2 acres; 90A Industrial Park Rd. a land parcel; lot size is 5.3 acres; sellers' family ownership in properties dates to Jan. 1900

**BUYER:** JHM Fortune LLC, mgd. by Ashok Patel  
**SELLER:** Sai Darshan

**PRICE/ADD:** \$3,157,000; 3 Fortune Blvd., Milford  
**MTG:** \$3,200,000 from **Leader Bank**

**NOTES:** Motel property, constructed 1997; building size is 29,450 sf, lot size is 2.1 acres; last sold for \$3,500,000 in July 2006

**MTG:** \$2,150,000 from **East Boston SB**

**ADD:** 500 River Park Dr., North Reading

**BWR:** TFG 300 Riverpark Drive Property LLC, managed by Tritower Financial Group

**MTG:** \$1,300,000 from **Mortgage Core Investments**

**ADD:** 420 West Broadway, Boston

**BWR:** 420 W. Broadway LLC, managed by Pradip Tandon

**BUYER:** 57 Dedham Ave., LLC, managed by Michael R. Tedoldi

**SELLER:** Stephen R. Picardo

**PRICE/ADD:** \$1,000,000; 17 Oak St., Needham



A linear industrial building at 1490 Central St. in Stoughton has traded for \$1,840,000 in an all-cash exchange between seller Bruce M. MacNeil and buyer Central Street Realty Trust. The 109,375-sf structure has been in same family ownership since its completion in 1960. It is located on a 5.4-acre parcel a few blocks from Stoughton High School.

**MTG:** \$3,053,000 from **Needham Bank**

**NOTES:** Medical office property, constructed 1906; building size is 4,550 sf, lot size is 10,750 sf; last sold for \$700,000 in Jan. 1999

**BUYER:** Ian W. Burgess and Paul A. Willis

**SELLER:** New England Sports Park LLC, managed by Edward A. Dipple

**PRICE/ADD:** \$1,000,000; 12 and 14 South Hunt Rd., Amesbury

**MTG:** \$1,050,000 from **Kennebunk SB**

**NOTES:** Recreational facility and vacant land; 12 South Hunt Rd. a land parcel; lot size is 1.59 acres; 14 South Hunt Rd. a pair of mixed-use properties; first building an office property, const. 1992; building size is 675 sf, lot size is 19.8 acres; second building a retail property, const. 1993; building size is 8,425 sf; properties last sold for \$1,000,000 in Jan. 2012

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

## SEPT 18TH

### BUYER: Qiong Wu

**SELLER:** 407 Warren Street LLC, mgd. by Koby Kempel  
**PRICE/ADD:** \$5,686,100; 407 Warren St., Brookline  
**MTG:** \$1,800,000 from **Guaranteed Rate**  
**NOTES:** Single-family Colonial, const. 2014; house size is 7,500 sf, lot size is 1.2 acres; six bedrooms and six baths; last sold for \$2,500,000 in June 2013; Declaration of Homestead

**BUYER:** 423 Beacon LLC, mgd. by Dartagnan Brown  
**SELLER:** YAS 423 Beacon LLC, managed by Rouzbeh Yassini-Fard

**PRICE/ADD:** \$3,375,000; 423 Beacon St., Boston  
**MTG:** \$3,865,000 from **Hingham Institution for Savings**

**NOTES:** Single-family Victorian, constructed 1885; house size is 3,825 sf, lot size is 1,900 sf; five bedrooms and five baths; last sold for \$2,570,000 in Aug. 2004

### BUYER: Stefan Haselwandter

**SELLER:** One Four Charles LLC, managed by John McGrail

**PRICE/ADD:** \$3,300,000; 14 Charles River Sq., Boston

**MTG:** \$2,145,000 from **Bank of America**  
**NOTES:** New unit in low-rise condominium; unit size is 3,025 sf; four bedrooms and four baths

### BUYER: Kevin F. McNamara

**SELLER:** Cynthia Cavanaro & William Cavanaro  
**PRICE/ADD:** \$2,450,000; 20 Summit Ave., Hull  
**NOTES:** Single-family Ranch, const. 1954; house size is 2,800 sf, lot size is 1.1 acres; three bedrooms and 2.5 baths; last sold for \$1,700,000 in Sept. 2009; Declaration of Homestead

**BUYER:** Brett J. Holmgren and Katherine Holmgren

**SELLER:** Allison W. Christopher and Michael S. Christopher, trustees of The AWC Living TR  
**PRICE/ADD:** \$2,450,000; 2 Merrill St., Hingham  
**MTG:** \$1,200,000 from **BNY Mellon**  
**NOTES:** Single-family Colonial, constructed 1875; house size is 6,300 sf, lot size is 11,325 sf; five bedrooms and five baths; last sold for \$2,100,000 in Sept. 2012

**BUYER:** Peter S. Murley and Susan W. Murley  
**SELLER:** Robert Carl Rechner  
**PRICE/ADD:** \$2,400,000; 401 Jerusalem Rd., Cohasset

**MTG:** \$1,500,000 from **Hingham Institution for Savings**

**NOTES:** Single-family Cape, const. 1967; house size is 1,100 sf, lot size is 25,700 sf; three bedrooms and 2.5 baths; seller's family ownership dates to Sept. 1983; Declaration of Homestead



Boston Private Bank & Trust Co. has loaned \$1,500,000 to Adam P. Bruce and Laura M. Bruce used to acquire 53 Hutchinson Rd. in Winchester for \$1,900,000 from Oleg Davidkovich and Tatiana Davidkovich, who paid \$905,000 in July 2014 for the three-bedroom, 2.5-bath Colonial constructed in 1953 that totals just under 2,500 sf.

### BUYER: Dan Karl and Leslie Karl

**SELLER:** John Mussachia and Sara Mussachia  
**PRICE/ADD:** \$2,150,000; 65 Bridge St., Manchester-by-the-Sea

**MTG:** \$1,720,000 from **Wintrust Mortgage**

**NOTES:** Single-family Colonial, constructed 1999; house size is 5,975 sf, lot size is 1.5 acres; four bedrooms and five baths; last sold for \$400,000 in June 1999

### BUYER: Parker Morse and Alison K. Wade

**SELLER:** Andrea Mealey and James Mealey  
**PRICE/ADD:** \$1,940,000; 12 Roanoke Rd., Wellesley

**MTG:** \$643,000 from **Wells Fargo Bank**

**NOTES:** Single-family Colonial, const. 1922; house size is 4,000 sf, lot size is 17,850 sf; four bedrooms and 3.5 baths; last sold for \$910,000 in Oct. 2012; Declaration of Homestead

**BUYER:** Adam P. Bruce and Laura M. Bruce  
**SELLER:** 53 Hutchinson Rd LLC, managed by Oleg Davidkovich and Tatiana Davidkovich  
**PRICE/ADD:** \$1,900,000; 53 Hutchinson Rd., Winchester

**MTG:** \$1,500,000 from **Boston Private B&T Co.**

**NOTES:** Single-family Colonial, const. 1953; house size is 2,475 sf, lot size is 14,800 sf; three bedrooms and 2.5 baths; last sold for \$905,000 in July 2014; Declaration of Homestead

### BUYER: Curtis Roney III and Deborah Roney

**SELLER:** Paragon Investments LLC, managed by Ryan Lenhart

**PRICE/ADD:** \$1,870,000; 53 Norwich Rd., Wellesley

### MTG: \$1,589,500 from **Needham Bank**

**NOTES:** Single-family Colonial, const. 1964; house size is 4,825 sf, lot size is 22,651 sf; five bedrooms and 5.5 baths; last sold for \$1,000,000 in Oct. 2014; Declaration of Homestead

### BUYER: Boris L. Elbert and Elena V. Elbert

**SELLER:** Seaver Properties LLC, managed by Scott L. Seaver

**PRICE/ADD:** \$1,698,000; 10 Leonard Rd., Lexington

**MTG:** \$1,358,400 from **Bank of Canton**

**NOTES:** Single-family property, const. 2014; house size is 3,525 sf, lot size is 14,800 sf; five bedrooms and 4.5 baths; last sold for \$635,000 in Sept. 2014; Declaration of Homestead

### BUYER: Anne Idelson and Marc D. Idelson

**SELLER:** Sharon Faibish and Zvi Faibish  
**PRICE/ADD:** \$1,690,000; 40 Bancroft St., Needham  
**MTG:** \$1,000,000 from **Salem Five Mortgage Co.**

**NOTES:** Single-family Colonial, const. 2013; house size is 5,575 sf, lot size is 12,200 sf; five bedrooms and 5.5 baths; last sold for \$1,407,500 in Feb. 2013; Declaration of Homestead

### BUYER: Heidi Saghir and Jason Saghir

**SELLER:** Zur Attias  
**PRICE/ADD:** \$1,675,000; 57 Elsinore St., Concord  
**NOTES:** Single-family property, constructed 2015; house size is 4,100 sf, lot size is 22,225 sf; four bedrooms and 4.5 baths; property last sold for \$600,000 in July 2014

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

continued from page 18

**MTG:** \$1,600,000 from **Cape Cod Five Cents Savings Bank**

**ADD:** 21 Meadow View and 4 Poor Richard's Way, Nantucket

**BWR:** Christine Hoover Harding & Henry Harding Jr.

**MTG:** \$1,592,000 from **Bank of America**

**ADD:** 44 Bradford Rd., Wellesley

**BWR:** Mary Ellen Collins and Paul H. Collins

**MTG:** \$1,498,750 from **First Republic Bank**

**ADD:** 75 Marlborough St., U-6, Boston

**BWR:** David D. Dowd

**BUYER:** Mark E. Haranzo and Carol G. Mawn

**SELLER:** Cheryl Durgan and Richard F. Durgan

**PRICE/ADD:** \$1,495,000; 7 Avalon Ave., U-2, Beverly

**NOTES:** Unit in low-rise condominium; unit size is 4,725 sf; four bedrooms and five baths; unit last sold for 1,075,000 in Feb. 2004

**BUYER:** John O'Connor and Sheila O'Connor

**SELLER:** Takako Hirose and Tatsuo Hirose

**PRICE/ADD:** \$1,475,000; 118 Waterside Dr, North Falmouth

**NOTES:** Single-family property, constructed 1974; house size is 2,125 sf, lot size is 27,450 sf; four bedrooms and three baths; last sold for \$162,000 in June 1979

**BUYER:** Edward C. Silva

**SELLER:** Liberty Road LLC, managed by Tina M. Maloney

**PRICE/ADD:** \$1,435,000; 121 Liberty Rd., Somerville

**MTG:** \$1,076,250 from **Cambridge Trust**

**NOTES:** Three-family property, constructed 1920; building size is 4,600 sf, lot size is 4,050 sf

**BUYER:** Richard Marks and Veronica Serrato

**SELLER:** MJR Investments LLC, managed by Marci K. Dew

**PRICE/ADD:** \$1,410,000; 106 Fulton St., U-1A, Boston

**NOTES:** Unit in mid-rise condominium; unit size is 2,050 sf; three bedrooms and 2.5 baths; unit last sold for \$1,015,000 in Nov. 2014

**BUYER:** Miao Yu and Yanwei Zhang

**SELLER:** Aspen Residential Development Corp., managed by Denis P. Sullivan, president and treasurer

**PRICE/ADD:** \$1,395,000; 124 Adams St., Lexington

**MTG:** \$990,000 from **LoanDepot.Com**

**NOTES:** Single-family Colonial, constructed 2015; house size is 3,350 sf, lot size is 21,350 sf; four bedrooms and 3.5 baths; property last sold for \$564,000 in Aug. 2014



William Raveis Mortgage has loaned Shelby Hazelip and William Hazelip \$948,000 to buy 43 Partridge Hill Rd. in Weston from Iver Larson and Kristine Tanno for \$1,185,000. Dating to 1950, the single-family Cape has four bedrooms and four baths in its 3,475 sf which is located on a 1.3-acre parcel in the exclusive western Boston suburb.

**BUYER:** Joseph Crowell and Tiffany Crowell

**SELLER:** David J. Barber and Maxine C. Barber

**PRICE/ADD:** \$1,300,000; 67 Shore Rd., Gloucester

**NOTES:** Single-family Colonial, constructed 1845; house size is 3,225 sf, lot size is 7,625 sf; three bedrooms and 2.5 baths; seller's family ownership dates to Nov. 1974

**BUYER:** Chun-Yun Huang

**SELLER:** John W. Strachan and Leslie Strachan

**PRICE/ADD:** \$1,175,000; 20 South St., Brighton

**MTG:** \$525,000 from **Emigrant Mortgage Co.**

**NOTES:** Two-family property, constructed 1910; building size is 3,275 sf, lot size is 6,525 sf; last sold for \$439,000 in May 1998

**BUYER:** Randall S. Hancock

**SELLER:** Cameron Avenue LLC, managed by Charles A. Aggouras

**PRICE/ADD:** \$1,160,000; 39 Elmwood St., U-2, Somerville

**NOTES:** Unit in a low-rise condominium; unit size is 2,625 sf; three bedrooms and three baths; unit last sold for \$1,050,000 in June 2012; Declaration of Homestead

**BUYER:** Molly Nolan

**SELLER:** Francis X. Dooher and Margaret A. Yorganjian

**PRICE/ADD:** \$1,125,000; 25 Monument Sq., U-2, Charlestown

**MTG:** \$900,000 from **Guaranteed Rate**

**NOTES:** Unit in low-rise condominium; unit size is 1,300 sf; two bedrooms and 2.5 baths; unit last sold for \$717,500 in April 2004; Declaration of Homestead

**BUYER:** Caroline Chun and Patrick McCarty

**SELLER:** Marcy A. Harris and Todd B. Harris

**PRICE/ADD:** \$1,100,000; 4 Solstice Way, Sharon

**MTG:** \$800,000 from **Leader Bank**

**NOTES:** Single-family property, const. 2008; house size is 3,300 sf, lot size is 2.1 acres; four bedrooms and three baths; property last sold for \$372,500 in Feb. 2008; Declaration of Homestead

**BUYER:** Elena Vaysberg and Lev Vaysberg

**SELLER:** 182 Elliot Street LLC,

**PRICE/ADD:** \$1,095,000; 7-9 Elliot Ter., Newton

**MTG:** \$164,250 from **Jeanne D'arc CU**

**NOTES:** Two-family property, constructed 2014; building size is 4,225 sf, lot size is 10,300 sf; property last sold for \$635,000 in July 2013; Declaration of Homestead

**BUYER:** Dingzhi Chen and Xiaomei Ye

**SELLER:** Linda F. Sternberg

**PRICE/ADD:** \$1,090,000; 18 Lovett Rd., Newton

**MTG:** \$840,000 from **Santander Bank**

**NOTES:** Single-family Colonial, const. 1967; house size is 4,000 sf; 15,250 sf; four bedrooms and 3.5 baths; last sold for \$525,000 in June 1989; Declaration of Homestead

**BUYER:** CLM Development LLC, managed by Charles L. Macy

**SELLER:** Judith Sewall and R. Casey Sewall

**PRICE/ADD:** \$710,000; 78 Wellesley Ave., Wellesley

**MTG:** \$1,082,500 from **North Easton SB**

**NOTES:** Single-family Cape, const. 1948; house size is 1,150 sf, lot size is 14,725 sf; three bdrms. and two baths; last sold for \$269,000 in Dec. 1997

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

continued from page 19

**BUYER:** Andrew Morgan and Rachel Simpson

**SELLER:** David Cairone

**PRICE/ADD:** \$1,029,000; 158 Endicott St., U-4, Boston

**MTG:** \$823,200 from **Wells Fargo Bank**

**NOTES:** Unit in low-rise condo; unit size is 1,475 sf; two bedrooms and 2.5 baths; unit last sold for \$744,742 in May 2008; Declaration of Homestead

**BUYER:** Tamara Fouche-Gamache

**SELLER:** Carol W. Marsh

**PRICE/ADD:** \$1,010,000; 30 Tides End Ln., Orleans

**NOTES:** Single-family Gambrel, constructed 1999; house size is 1,800 sf, lot size is 28,750 sf; three bedrooms and two baths; last sold for \$837,400 in Jan. 2014

**BUYER:** Diane M. Barry and Robert E. Barry

**SELLER:** Claire Gray and Jack Gray

**PRICE/ADD:** \$1,000,000; 105 Sandpiper Ln., Tisbury

**MTG:** \$417,100 from **Metro Credit Union**

**NOTES:** Unit in low-rise condominium; unit size is 2,575 sf; four bedrooms and 2.5 baths; unit last sold for \$449,000 in July 2009

## SEPT 17TH

**MTG:** \$5,925,000 from **UBS Bank**

**ADD:** 14 Walnut St., Boston

**BWR:** Richard A. Doyle and Kathy L. O'Kelly

**BUYER:** Vasilios Haseotes

**SELLER:** James McAndrews Jr. & Louise McAndrews

**PRICE/ADD:** \$3,445,000; 67 Farm St., Dover

**MTG:** \$2,756,000 from **Avidia Bank**

**NOTES:** Single-fam. Colonial, const. 1912; house size is 5,400 sf, lot size is 12.1 acres; seven bdrms. and seven baths; last sold for \$1,350,000 in Oct. 1989

**BUYER:** Patricia Gowdy and Robert C. Gowdy

**SELLER:** Martin Spagat

**PRICE/ADD:** \$2,225,000; 85 East India Row, Units 39A/B, Boston

**NOTES:** Unit size is 1,625 sf; two bedrooms and 2.5 baths; unit last sold for \$250,000 in April 1998; Declaration of Homestead

**MTG:** \$2,000,000 from **Unibank for Savings**

**ADD:** 85 Shore Rd., Chatham

**BWR:** Ellen M. Davin and Michael R. Davin

**BUYER:** Beth Dickerson Drubner

**SELLER:** Michael J. Edwards

**PRICE/ADD:** \$1,830,000; 219 Columbus Ave., U-703, Boston

**MTG:** \$1,464,000 from **BNY Mellon**

**NOTES:** Unit in mid-rise condominium; unit size is 1,925 sf; two bedrooms and two baths; unit last sold for \$1,625,000 in March 2012; Declaration of Homestead



Keith M. Guidara and Nicole Dadaian Guidara have harvested 75 Thornberry Rd. in Winchester to Edward T. Lynch III and Jordana E. Lynch in a \$1,400,000 exchange of the single-family Colonial which turned 50 this year. The 4,425-sf, four-bedroom home with 3.5 baths last sold for \$1,035,000 in Nov. 2011.

**BUYER:** Parish of the Advent

**SELLER:** Philip W. Ruedi and Laura A. Staich

**PRICE/ADD:** \$1,758,000; 43 S. Russell St., Boston

**NOTES:** Single-family Rowhouse, const. 1797; house size is 2,850 sf, lot size is 1,450 sf; five bdrms. and 2.5 baths; last sold for \$1,758,000 in May 2007

**BUYER:** Josephine Li-McLeod and Robert McLeod

**SELLER:** Needham Miller LLC, managed by Stephen Petrucci

**PRICE/ADD:** \$1,629,000; 14 Rockwood Ln., Needham

**MTG:** \$417,000 from **Baxter Credit Union**

**NOTES:** Single-family Colonial, const. 2015; house size is 4,200 sf, lot size is 10,450 sf; five bedrooms and 3.5 baths; property last sold for \$665,000 in Dec. 2014; Declaration of Homestead

**BUYER:** Leo Realty Acquisitions LLC, managed by Nicholas A. Leo

**SELLER:** Cheryle F. McLean

**PRICE/ADD:** \$810,000; 251 High St., Winchester

**MTG:** \$1,540,800 from **East Boston SB**

**NOTES:** Single-family Colonial, const. 1969; house size is 3,775 sf, lot size is 24,400 sf; four bdrms. and three baths; last sold for \$225,000 in May 1984

**MTG:** \$1,500,000 from **Gayle Edgar**

**ADD:** 37 Charles St., Boston

**BWR:** Henri Jacques LLC, mgd. by Gaston Safar

**BUYER:** 1824-1826 Columbia Road LLC, managed by Stuart Mullally and Fintan Murtagh

**SELLER:** Isabella Johnson and Dawn-Ellen Sorel, Personal Representative of The Estate of Domenic Francis Sulfaro, Sr.

**PRICE/ADD:** \$1,500,000; 1824-1826

Columbia Rd., Boston

**MTG:** \$1,200,000 from **Needham Bank**

**NOTES:** Two-family property, const. 1940; building size is 4,050 sf, lot size is 5,625 sf; seller's family ownership dates to March 1990

**BUYER:** Sunset Realty LLC, mgd. by Richard Saris

**SELLER:** Theodore M. Pass

**PRICE/ADD:** \$875,000; 24 Woodbine Ter., Newton

**MTG:** \$1,500,000 from **The Village Bank**

**NOTES:** Single-family property, constructed 1890; house size is 2,025 sf, lot size is 4,850 sf; four bedrooms and 2.5 baths; last sold for \$222,460 in May 1993

**BUYER:** B. David Sandberg

**SELLER:** Neal Minahan and Robert Vigneau III

**PRICE/ADD:** \$1,363,000; 8 Westwood Rd., Somerville

**NOTES:** Single-family Gambrel, const. 1896; house size is 3,375 sf, lot size is 4,800 sf; five bedrooms and three baths; last sold for \$718,333 in Oct. 2009; Declaration of Homestead

**MTG:** \$1,286,100 from **Marlborough SB**

**ADD:** 110-112 North Rd., Bedford

**BWR:** North Road Development LLC, managed by Deborah Fairbanks and Joseph P. Kleber

**BUYER:** Bruce J. Roberts and J. Debra Hofman

**SELLER:** Joachim Fruebis and Vida Fruebis

**PRICE/ADD:** \$1,285,000; 1 Robinson Dr., Bedford

**MTG:** \$1,028,000 from **Fairway Independent Mortgage Corp.**

**NOTES:** Single-family Colonial, const. 2010; house size is 4,050 sf, lot size is 43,125 sf; five bdrms. and four baths; last sold for \$1,159,000 in Feb. 2011; Declaration of Homestead

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

continued from page 20

**BUYER:** Bruce Rosenberg and Sally Rosenberg  
**SELLER:** Khai Eng Lim  
**PRICE/ADD:** \$1,275,000; 580 Washington St., U-303, Boston  
**MTG:** \$725,000 from **Wells Fargo Bank**  
**NOTES:** Declaration of Homestead

**BUYER:** 26 Adams Road LLC, managed by Benjamin J. Finnegan  
**SELLER:** Faith E. Wyman  
**PRICE/ADD:** \$750,000; 26 Adams Rd., Winchester  
**MTG:** \$1,230,000 from **Northern B&T Co.**  
**NOTES:** Single-family Cape, const. 1951; house size is 2,400 sf, lot size is 11,325 sf; three bdrms. and one bath; last sold for \$162,500 in June 1992

**BUYER:** Christine M. Berg and Joshua M. Berg  
**SELLER:** Brian T. Church and Cara Gady  
**PRICE/ADD:** \$1,161,000; 77 Walden St., Newton  
**MTG:** \$761,000 from **Leader Bank**  
**NOTES:** Single-family Colonial, const. 1926; house size is 2,300 sf, lot size is 8,725 sf; three bdrms. and 1.5 baths; last sold for \$869,000 in June 2005; Declaration of Homestead

**BUYER:** Janet Chunchun Ngan and Yat Sun Or  
**SELLER:** Nine Acres Development LLC, managed by Ralph P. Amelia  
**PRICE/ADD:** \$1,150,000; 29 Michaelchris Dr., Waltham  
**MTG:** \$920,000 from **JPMorgan Chase Bank**  
**NOTES:** Single-family Colonial, const. 2015; house size is 3,950 sf, lot size is 11,325 sf; four bdrms. and four baths; property last sold for \$1,500,000 in Dec. 2003; Declaration of Homestead

**BUYER:** Hong Chen  
**SELLER:** Summit Real Estate Development Co. Inc., mgd. by Brian Twomey, president and treasurer  
**PRICE/ADD:** \$1,100,000; 10 Wedgewood Rd., Boston  
**MTG:** \$880,000 from **Mortgage Network Inc.**  
**NOTES:** Single-fam. Colonial, const. 2015; house size is 3,850 sf, lot size is 9,450 sf; five bdrms. and 3.5 baths; property last sold for \$425,000 in June 2014

**BUYER:** John Huliston and Margaret Huliston  
**SELLER:** Jane D. Kendall, trustees of The TLN Nominee Realty TR  
**PRICE/ADD:** \$1,035,000; 16 Harvest Moon Dr., Natick  
**NOTES:** Single-family Colonial, const. 1999; house size is 3,775 sf, lot size is 1.3 acres; three beds and four baths; last sold for \$895,000 in Feb. 2003

**BUYER:** Xiaolei S. Ao and Xuesong S. Li  
**SELLER:** Ann T. Finson and Michael L. Finson  
**PRICE/ADD:** \$1,020,000; 9 Bartkus Farm, U-4, Concord



Sixteen Tavern Ln. in Lexington has brought \$2,000,000 to Deborah Hartman and Barry S. Oemar via its sale to Brice Watterson and Jessica Watterson, who were financed with \$650,000 from Capital One. The five-year-old Colonial encompasses 6,700 sf with five bedrooms and six baths located on a 20,050-sf parcel. The sellers had held 16 Tavern Ln. since paying \$1,075,000 in May 2011.

**NOTES:** Unit in low-rise condominium; unit size is 4,375 sf; four bedrooms, four full-baths and two half-baths; unit last sold for \$650,000 in June 1989; Declaration of Homestead

**MTG:** \$1,000,000 from **First Republic Bank**  
**ADD:** 38 Royalston Rd.,  
**BWR:** John Earl Butter & Sarah Sarchet Butter

## SEPT 16TH

**BUYER:** Elaine F. Bowe and Timothy M. Bowe  
**SELLER:** James Javaras and Nancy Javaras  
**PRICE/ADD:** \$3,375,000; 15 Beach Plum Meadows, Edgartown  
**MTG:** \$1,250,000 from **Cambridge SB**  
**NOTES:** Single-family property, constructed 2005; house size is 3,700 sf, lot size is 1.6 acres; three bedrooms and 3.5 baths; property last sold for \$550,000 in Dec. 2002

**BUYER:** High Pasture Farm LLC, managed by Philip Denormandie  
**SELLER:** Patricia P. Sands  
**PRICE/ADD:** \$3,350,000; 4 Austin Pasture, Chilmark  
**NOTES:** Single-family property, const. 1771; house size is 2,175 sf, lot size is 16 acres; five bdrms. and two baths; lasts sold for \$350,000 in Jan. 1980

**BUYER:** Carolyn Jean Blackwood and Bradley Roy Jensen  
**SELLER:** Farmers Bank and Capital Trust Company, managed by Rickey Harp, president  
**PRICE/ADD:** \$3,110,000; 274 Sea View Ave., Oak Bluffs  
**MTG:** \$2,488,000 from **Martha's Vineyard SB**

**NOTES:** Single-family property, constructed 1920; house size is 3,450 sf, lot size is 30,500 sf; five bedrooms and 4.5 baths; last sold for \$1,000,000 in May 2012

**BUYER:** JEO Beacon Street Realty LLC, mgd. by John E. O'Donnell  
**SELLER:** Fraser Cameron  
**PRICE/ADD:** \$2,900,000; 144 Beacon St., U-14, Boston

**NOTES:** Unit in low-rise condominium; unit size is 1,675 sf; two bedrooms and two baths; unit last sold for \$2,375,000 in Dec. 2012

**BUYER:** Alan J. Perkins  
**SELLER:** Mark S. Leventhal  
**PRICE/ADD:** \$2,300,000; 5 Mute Swan Cir., U-26, Mashpee

**NOTES:** Single-family property, constructed 2002; house size is 7,000 sf, lot size is 36,150 sf; six bedrooms and seven baths

**BUYER:** Lauren Hollowell & Robert Hollowell, III  
**SELLER:** Voss Terrace LLC, managed by Mikhail R. Deychman and Carmine Fitzgerald  
**PRICE/ADD:** \$2,068,000; 10 Voss Ter., Newton  
**MTG:** \$1,630,400 from **First Republic Bank**  
**NOTES:** Single-family Colonial, constructed 1940; house size is 4,900 sf, lot size is 13,100 sf; five bedrooms and 5.5 baths; last sold for \$875,000 in Aug. 2014

**BUYER:** Eyes of the World Limited Liability Co., mgd. by Dana Jackson-Cohen & Jeffrey Cohen  
**SELLER:** Mary K. Gabriel

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

continued from page 21

**PRICE/ADD:** \$2,010,000; 202 Rawson Rd., Brookline  
**MTG:** \$2,970,000 from **Needham Bank**  
**NOTES:** Three-family property, constructed 1900; building size is 4,975 sf, lot size is 8,525 sf; seller's family ownership dates to May 1992

**BUYER:** Franklin C.C. Yung and Lucia Y.Z. Yung  
**SELLER:** Linda Zahn and Marcus Zahn  
**PRICE/ADD:** \$1,995,000; 75-83 Cambridge Pkw., U-W509, Cambridge  
**NOTES:** Unit in low-rise condominium; unit size is 1,700 sf; two bedrooms and two baths; unit last sold for \$1,500,000 in Aug. 2011

**BUYER:** Daniel Vogel and Jane Stackpole Vogel  
**SELLER:** Sheldon Tager  
**PRICE/ADD:** \$1,637,000; 62 Sheffield Rd., Newton  
**MTG:** \$825,000 from **First Republic Bank**  
**NOTES:** Single-family Tudor, const. 1929; house size is 3,700 sf, lot size is 12,200 sf; three bdrms. and 3.5 baths; last sold for \$1,045,000 in July 2005; Declaration of Homestead

**BUYER:** Caroline Bullerjahn & Erik Bullerjahn  
**SELLER:** Lia P. Friel  
**PRICE/ADD:** \$1,635,000; 221 Country Dr., Weston  
**MTG:** \$417,000 and \$891,000 from **First Republic Bank**  
**NOTES:** Single-family Colonial, const. 1966; house size is 4,900 sf, lot size is 1.9 acres; five bedrooms and 4.5 baths; last sold for \$842,500 in Dec. 1997; Declaration of Homestead

**MTG:** \$1,600,000 from **Needham Bank**  
**ADD:** 462 Walnut St., Newton  
**BWR:** Saeed Mossavat

**MTG:** \$1,500,000 from **JPMorgan Chase Bank**  
**ADD:** 325 Harvard St., Cambridge  
**BWR:** Iain M. Cockburn and Johanna Richwagen Cockburn

**BUYER:** Peter Der Manuelian & Lauren Thomas  
**SELLER:** Li Lin  
**PRICE/ADD:** \$1,450,000; 258 Marlborough St., U-4, Boston  
**MTG:** \$400,000 from **President and Fellows of Harvard College**  
**NOTES:** Unit in low-rise condominium; unit size is 1,425 sf; two bedrooms and two baths; unit last sold for \$900,000 in April 2010

**BUYER:** Srivalleesha Mallidi & Venkata Pothamsetty  
**SELLER:** Maral Banosian and Razmik Banosian  
**PRICE/ADD:** \$1,345,000; 182 Channing Rd., Belmont  
**MTG:** \$1,000,000 from **Guaranteed Rate**  
**NOTES:** Single-family Colonial, const. 1959; house size is 2,575 sf, lot size is 9,150 sf; four bdrms. and four baths; last sold for \$600,000 in July 2014; Declaration of Homestead



Twelve Roanoke Rd. in Wellesley has changed hands for the second time in three years, this time in Parker Morse and Alison K. Wade paying \$1,940,000 to Andrea J. Mealey and James D. Mealey with \$643,000 in financing from Wells Fargo Bank funding their acquisition. Constructed in 1922, 12 Roanoke Rd. is a 4,000-sf Colonial featuring four bedrooms and 3.5 baths that the Mealeys bought in Oct. 2012 for \$910,000.

**BUYER:** Cheryl Marconi and Peter J. Marconi  
**SELLER:** Martha T. Payne and Robert M. Payne  
**PRICE/ADD:** \$1,250,000; 567 Scraggy Neck Rd., Cataumet  
**NOTES:** Single-family Cape, const. 2001; house size is 3,400 sf, lot size is one acre; four bdrms. and 3.5 baths; last sold for \$249,900 in Oct. 1999

**BUYER:** Kane Built Inc., mgd. by Roger Kane, Jr.  
**SELLER:** John W. Keefe and Thomas Keefe III  
**PRICE/ADD:** \$855,000; 30 Willow Rd., Wellesley  
**MTG:** \$1,234,000 from **The Village Bank**  
**NOTES:** Single-family property, constructed 1959; house size is 1,450 sf, lot size is 26,475 sf; three bedrooms and 1.5 baths

**BUYER:** 28 P Street LLC, mgd. by William Finsthwait  
**SELLER:** Jean Harris  
**PRICE/ADD:** \$910,000; 28 P St., South Boston  
**MTG:** \$260,000 from **Long Term Capital LLC** and \$1,202,000 from **East Cambridge SB**  
**NOTES:** Three-family property, constructed 1905; building size is 3,525 sf, lot size is 1,750 sf

**BUYER:** 80 Kensington Circle LLC, managed by Jeffrey Goodman  
**SELLER:** Robert M. Franklin  
**PRICE/ADD:** \$1,200,000; 80 Kensington Cir., Brookline  
**MTG:** \$1,080,000 from **Needham Bank**  
**NOTES:** Single-family property, constructed 1936; house size is 2,975 sf, lot size is 15,375 sf; four bedrooms and 3.5 baths; seller's family ownership dates to March 1990

**MTG:** \$1,200,000 from **First Republic Bank**  
**ADD:** 196 West Springfield St., Boston  
**BWR:** Albert F. Ford II

**BUYER:** Jonathan Goode and Cary Raymond  
**SELLER:** Donna Sams and John Spencer  
**PRICE/ADD:** \$1,150,000; 73 Franklin St., Provincetown  
**MTG:** \$750,000 from **Cape Cod Five Cents SB**  
**NOTES:** Two-family property, constructed 1926; building size is 2,775 sf, lot size is 7,975 sf; last sold for \$900,000 in June 2005; Declaration of Homestead

**MTG:** \$1,141,125 from **First Commons Bank**  
**ADD:** 529-531 East Fourth St., Boston  
**BWR:** 529-531 East Fourth Street LLC, managed by Stephanie Butler

**BUYER:** Craig Akira Fujita and Serena L. Fujita  
**SELLER:** Philip J. Hegarty  
**PRICE/ADD:** \$1,100,000; 20-20A Central St., Somerville  
**MTG:** \$450,000 from **Leader Bank**  
**NOTES:** Two-family property, constructed 1915; building size is 3,525 sf, lot size is 3,750 sf; last sold for \$360,000 in Dec. 2000; Declaration of Homestead

**MTG:** \$1,080,000 from **Needham Bank**  
**ADD:** 200 Amory St., U-2, Jamaica Plain  
**BWR:** 200 Amory Street LLC, managed by Jeffrey Goodman

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

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**MTG:** \$1,000,000 from **Northern B&T Co.**  
**ADD:** 190 Bedford Rd., Lincoln  
**BWR:** Richard M. Albert, Jr.

## SEPT 15TH

**BUYER:** Jonah Benjamin Lopin and Jordyne Wu  
**SELLER:** Vincenzo Scibelli & Stephen Nahaczewski  
**PRICE/ADD:** \$3,185,000; 7 Claremont Pk., Boston  
**NOTES:** Two-family property, const. 1876; bldg. size is 4,550 sf, lot size is 2,100 sf; last sold for \$1,275,000 in July 2003; Declaration of Homestead

**MTG:** \$2,905,000 from **BNY Mellon**  
**ADD:** 24 Highland St., Cambridge  
**BWR:** Carole J. Pieper and Charles P. Pieper

**BUYER:** Scott A. Nelson and Susan W. Nelson  
**SELLER:** Carol A. Miller and Robert J. Miller  
**PRICE/ADD:** \$2,300,000; 12 Hussey St., Nantucket  
**MTG:** \$1,600,000 from **JPMorgan Chase Bank**  
**NOTES:** Single-fam. property, const. 1800; house size is 2,800 sf, lot size is 3,925 sf; five bdrms. and 2.5 baths; seller's family ownership dates to Nov. 1980

**BUYER:** Penny R. Parrot  
**SELLER:** Charles Parrish and Nancy Parrish  
**PRICE/ADD:** \$2,200,000; 607 Herring Creek Rd., Edgartown  
**NOTES:** Single-fam. property, const. 2007; house size is 2,300 sf, lot size is one acre; three bdrms. and two baths; last sold for \$2,200,000 in May 2001

**BUYER:** Matthew Farmer and Carolyn Marcus  
**SELLER:** Cheryl A. Neu and Richard W. Neu  
**PRICE/ADD:** \$2,151,000; 61 Dartmouth St., U-2, Boston  
**MTG:** \$1,600,000 from **Wells Fargo Bank**  
**NOTES:** Unit in low-rise condo; unit size is 1,900 sf; two bdrms. and 2.5 baths; last sold for \$1,375,000 in Aug. 2010; Declaration of Homestead

**MTG:** \$1,850,000 from **Wells Fargo Bank**  
**ADD:** 100 England Rd., Chestnut Hill  
**BWR:** Sean Wilder and Sonya Wilder

**BUYER:** Sally A. Quinn  
**SELLER:** Alan J. Dalby and Gillian Siddall Daly  
**PRICE/ADD:** \$1,750,000; 313 Bridge St., Barnstable  
**MTG:** \$875,000 from **First Republic Bank**  
**NOTES:** Single-family Cape, constructed 1940; house size is 3,625 sf, lot size is 40,500 sf; five bedrooms and 3.5 baths; last sold for \$1,431,250 in May 2007

**BUYER:** John Fitzgerald and Mary Fitzgerald  
**SELLER:** Adam Luke McGowan  
**PRICE/ADD:** \$1,525,000; 56 Chandler St., U-1, Boston



Leader Mortgage has provided \$1,100,000 in jumbo financing to Fred Langenegger and Lydia Knutson facilitating their \$1,375,000 purchase of an historic Lexington Colonial that dates to 1802. The elegant 627 Massachusetts Ave. that has five bedrooms and four baths in its 3,525-sf frame was acquired from Mirko Matejic and Titjana Matejic, owners since paying \$589,950 in Dec. 1997, less than half that which it changed hands for in the latest swap.

**NOTES:** Unit in low-rise condominium; unit size is 1,425 sf; two bedrooms and three bathrooms; unit last sold for \$1,200,000 in Aug. 2013; Declaration of Homestead

**MTG:** \$1,504,000 from **Bank of America**  
**ADD:** 1733 Canton Ave., Milton  
**BWR:** Nicole Alsarraf and Ramsey Alsarraf

**BUYER:** Hok Mo Lee and Yin Kum Lee  
**SELLER:** Danielle Boerner and Holger Boerner  
**PRICE/ADD:** \$1,500,000; 31 Walsh St., Newton  
**NOTES:** Single-family Colonial, const. 2009; house size is 5,625 sf, lot size is 11,325 sf; four bedrooms and 4.5 baths; last sold for \$1,170,000 in Dec. 2009; Declaration of Homestead

**MTG:** \$1,450,000 from **Pilgrim Bank**  
**ADD:** 48 and 50 Dudley St., Roxbury  
**BWR:** Richard Nichols

**BUYER:** John F. Reilly and Leise Reilly  
**SELLER:** Clifford C. Rebelo, Dionisio A. Rebelo, Maria E. Rebelo, and Sandy C. Rebelo  
**PRICE/ADD:** \$1,400,000; 233-235 Tremont St., Somerville  
**NOTES:** Three-family property, constructed 1900; building size is 3,975 sf, lot size is 3,925 sf; last sold for \$55,000 in Oct. 1982

**MTG:** \$1,397,500 from **Hingham Institution for Savings**  
**ADD:** 8 Bassin Ln., Scituate  
**BWR:** Michele D. Dickinson  
**NOTES:** Declaration of Homestead

**BUYER:** Scott Blumsack and Shannon Kemper  
**SELLER:** Marek Nowosielski-Slepowron  
**PRICE/ADD:** \$1,395,000; 100 Waltham St., U-1, Boston

**MTG:** \$1,116,000 from **Bank of America**  
**NOTES:** Unit in low-rise condominium; unit size is 1,500 sf; two bedrooms and two baths; unit last sold for \$1,200,000 in June 2014; Declaration of Homestead

**BUYER:** John F. Reilly and Leise Reilly  
**SELLER:** Clifford C. Rebelo, Dionisio A. Rebelo, Maria E. Rebelo and Sandy C. Rebelo  
**PRICE/ADD:** \$1,300,000; 229 Tremont St., Somerville

**MTG:** \$910,000 from **Belmont Savings Bank**  
**NOTES:** Three-family property, building size is TK, lot size is 4,000 sf; sellers' family acquired property for \$20,000 in Nov. 1975

**BUYER:** Bakht Khan and Shah R. Khan  
**SELLER:** Burlex LLC, mgd. by John Sousa, Jr.  
**PRICE/ADD:** \$1,285,000; 127 Lowell St., Lexington  
**MTG:** \$985,000 from **Watertown SB**  
**NOTES:** Single-family Colonial, const. 2015; house size is 3,450 sf, lot size is 23,100 sf; five bdrms. and 3.5 baths; property last sold for \$532,500 in July 2014; Declaration of Homestead

**BUYER:** David Rothberg and Marilyn Rothberg  
**SELLER:** Linda Fish and Scott Fish  
**PRICE/ADD:** \$1,230,000; 2400 Beacon St., U-209, Boston

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

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**MTG:** \$330,000 from **Morgan Stanley Private Bank**

**NOTES:** Unit in mid-rise condominium; unit size is 1,500 sf; two bedrooms and 2.5 baths; unit last sold for \$990,000 in Sept. 2012

**BUYER:** 252 Pearl Street LLC, managed by William P. Senne and Adam Siegel

**SELLER:** Adam Ames

**PRICE/ADD:** \$1,200,000; 252 Pearl St., Cambridge

**MTG:** \$1,941,238 from **Cambridge SB**

**NOTES:** Single-family Victorian, const. 1873; house size is 2,450 sf, lot size is 4,975 sf; four bdrms. and two baths; last sold for \$667,000 in Sept. 2006

**BUYER:** Benjamin Chaset & Erika Chaset

**SELLER:** Anthony Manzella & Stephanie Manzella

**PRICE/ADD:** \$1,200,000; 1623 Main St., Concord

**MTG:** \$840,000 from **First Republic Bank**

**NOTES:** Single-family Victorian, const. 1884; house size is 3,500 sf, lot size is 38,325 sf; five bdrms. and 3.5 baths; last sold for \$745,000 in July 2004; Declaration of Homestead

**BUYER:** Wenjia Chen and Zehao Xie

**SELLER:** Cameron Avenue LLC, managed by Charles A. Aggouras

**PRICE/ADD:** \$1,200,000; 39 Elmwood St., U-3, Somerville

**NOTES:** Unit in low-rise condo; unit size is 2,625 sf; three bedrooms and four baths; unit last sold for \$1,050,000 in June 2012

**BUYER:** Fuxiang Pan

**SELLER:** Abdullah A. Al Mulla

**PRICE/ADD:** \$1,150,000; 85 East India Row, U-29C, Boston

**NOTES:** Unit in high-rise condominium; unit size is 1,225 sf; one bedrooms and 1.5 bath; last sold for \$190,000 in June 1991

**MTG:** \$1,150,000 from **Institution for Savings**

**ADD:** 106-108 Central St., Somerville

**BWR:** 106-108 Central Street LLC, managed by David Lewis

**BUYER:** Emily Lacika and Nicholas Matsakis

**SELLER:** Loredana Holmes

**PRICE/ADD:** \$1,150,000; 9-11 Henry Ave., Somerville

**MTG:** \$1,035,000 from **Bank of Canton**

**NOTES:** Two-family property, const. 1898; bldg. size is 2,750 sf, lot size is 3,050 sf; last sold for \$260,000 in Aug. 1988; Declaration of Homestead

**BUYER:** 33 Baystate Rty. LLC, mgd. by Mike Meskin

**SELLER:** Scott Frazier

**PRICE/ADD:** \$1,090,000; 33 Bay State Ave., Somerville

**MTG:** \$967,500 from **Belmont Savings Bank**



After a brief period of ownership, Steven J. Gavel and Susan M. Gavel have sold 48 Carriage Way in Sudbury to Margaret M. McCarthy and William McCarthy for \$1,350,000, having paid \$5,000 less than that spent to buy the property in Nov. 2013. The McCarthy era was fueled with \$1,080,000 from Bank of America backed by the 6,050-sf Colonial which has five bedrooms and 4.5 baths and was built on its two-acre parcel in 1990.

**NOTES:** Two-family property, constructed 1930; building size is 3,475 sf, lot size is 4,350 sf; last sold for \$600,000 in April 2002

**BUYER:** 12 Wood LLC, mgd. by Robert Gatnik

**SELLER:** Helga H. Fitzpatrick

**PRICE/ADD:** \$1,075,000; 12 Wood St., Charlestown

**MTG:** \$1,415,594 from **East Boston SB**

**NOTES:** Two-family property, constructed 1870; building size is 3,450 sf, lot size is 1,725 sf; last sold for \$60,000 in July 1994

**BUYER:** Bryan Diggie

**SELLER:** Curtis Sosebee and Pamela Sosebee

**PRICE/ADD:** \$1,063,000; 2 Catherine Ln., Nantucket

**MTG:** \$850,400 from **Blue Hills Bank**

**NOTES:** Single-family property, constructed 1978; house size is 2,100 sf, lot size is 24,400 sf; four bedrooms and two baths; last sold for \$240,000 in Dec. 1987

**BUYER:** Trustees of Boston College

**SELLER:** Claire Boskin

**PRICE/ADD:** \$1,045,000; 18 Quincy Rd., Newton

**NOTES:** Single-family Tudor, constructed 1930; house size is 2,550 sf, lot size is 7,875 sf; four bedrooms and three baths; last sold for \$44,625 in Dec. 1982

**BUYER:** JM Investment LLC, managed by Matthew Newman and Jason S. Weissman

**SELLER:** Dorothy R. Anzalone

**PRICE/ADD:** \$825,000; 589 East Fourth St., Boston

**MTG:** \$1,024,750 from **Brookline Bank**

**NOTES:** Three-family property, constructed 1905; building size is 3,575 sf, lot size is 2,000 sf; last sold for \$150,000 in April 1994

**BUYER:** Marjorie M. Cahn and Dean J. Saluti

**SELLER:** Laura Griffin and Liam Griffin

**PRICE/ADD:** \$1,000,000; 36 Heritage Rd., Quincy

**MTG:** \$879,375 from **First Federal Savings**

**Bank of Boston**

**NOTES:** Single-family Victorian, const. 1860; house size is 6,850 sf, lot size is 1.1 acres; seven bdrms. and 3.5 baths; last sold for \$850,000 in Oct. 2011; Declaration of Homestead

**BUYER:** Heng Pang and Mae Liang Loh

**SELLER:** Jing Jordyne Wu

**PRICE/ADD:** \$1,000,000; 70 Clarendon St., U-1, Boston

**NOTES:** Unit in low-rise condominium; unit size is 1,350 sf; three bedrooms and two baths; unit last sold for \$627,500 in April 2011

## SEPT 14TH

**BUYER:** 36 Whistler Lane LLC

**SELLER:** Anne Crane and Charles Goheen

**PRICE/ADD:** \$4,000,000; 119 Scatteree Rd., North Chatham

**NOTES:** Single-family property, constructed 1900; house size is 2,525 sf, lot size is 2.7 acres; eight bedrooms and four baths; seller's family ownership dates to March 1984

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

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**BUYER:** Joanna Faith Haas

**SELLER:** Kathryn Brodowski, fka, Kathryn Post  
**PRICE/ADD:** \$2,900,000; 211 Bellows Hill Rd., Carlisle

**MTG:** \$2,030,000 from **First Republic Bank**

**NOTES:** Single-family Colonial, constructed 1760; house size is 7,700 sf, lot size is 49.3 acres; five bedrooms and five baths; last sold for \$3,250,000 in March 2009

**MTG:** \$2,035,000 from **Northern B&T**

**ADD:** 24 Ricker Rd., Newton

**BWR:** KDL Realty LLC, managed by Marian A. McDonagh and Thomas J. McDonagh

**MTG:** \$2,035,000 from **Northern B&T**

**ADD:** 151 Nonantum St., Brighton

**BWR:** Marian McDonagh & Thomas McDonagh

**MTG:** \$1,600,000 from **Institution for Savings in Newburyport and Its Vicinity**

**ADD:** 15 Orchard St., Cambridge

**BWR:** Mark J. Silva

**NOTES:** Declaration of Homestead

**MTG:** \$1,500,000 from **Washington Trust Co.**

**ADD:** 6 Howard St., Nantucket

**BWR:** Jane S. Kay and Woodward A. Kay

**BUYER:** J. Todd Copeland Jr. and Katherine K. Copeland

**SELLER:** 281 Wianno Avenue LLC, managed by Michele B. Reardon

**PRICE/ADD:** \$1,475,000; 281 Wianno Ave., Osterville

**MTG:** \$1,032,500 from **First Republic Bank**

**NOTES:** Single-family Colonial, constructed 1890; house size is 2,675 sf, lot size is 29,175 sf; three bedrooms and three baths; last sold for \$288,200 in March 1996

**BUYER:** David B. Marr and Jennifer Marr

**SELLER:** 881 Second Street LLC, managed by Peter J. De Clercq

**PRICE/ADD:** \$1,265,000; 881 Second St., U-12, Boston

**MTG:** \$909,999 from **Santander Bank**

**NOTES:** New unit in mid-rise condominium; unit size is 1,875 sf; three bedrooms and 2.5 baths; Declaration of Homestead

**BUYER:** Charles D. Allen

**SELLER:** Maria Corrado and Paul J. Corrado, Jr.  
**PRICE/ADD:** \$1,190,000; 11 Castle View Dr., Gloucester

**NOTES:** Single-family Colonial, constructed 1998; house size is 3,725 sf, lot size is 3.6 acres; four bedrooms and three baths; seller's family ownership dates to June 2003



In its first sale since July 1975, 40 Norfolk Rd. in Brookline has brought \$3,700,000 to Janet B. Fitzgibbons via its purchase by Kristine L. Kaczor and Steven C. Luby. Featuring eight bedrooms and 4.5 baths, the 5,525-sf single-family Colonial was constructed in 1898 on an 18,725-sf parcel. Its last sale was for a mere \$130,000.

**BUYER:** Deborah Kostas and James Kostas

**SELLER:** 25 Adams Road LLC, managed by Benjamin J. Finnegan

**PRICE/ADD:** \$1,170,000; 25 Adams Rd., Winchester

**MTG:** \$375,000 and \$490,000 from

**Residential Mortgage Services**

**NOTES:** Single-fam. property, const. 2015; house size is 4,100 sf, lot size is 7,150 sf; five bdrms. and 3.5 baths; property last sold for \$667,000 in Oct. 2014

**BUYER:** David M. Harris

**SELLER:** Wendy Bolognesi & Pamela Robinson  
**PRICE/ADD:** \$1,095,000; 17 Neel Rd., Harwich Port

**NOTES:** Single-family Cape, const. 1965; house size is 2,125 sf, lot size is 17,000 sf; three bdrms. and 2.5 baths; last sold for \$301,000 in Nov. 1985

**BUYER:** Glenn Robertelli & Nithya Desikan-Robertelli

**SELLER:** Karen Allendoerfer & Gerhard Wetzel  
**PRICE/ADD:** \$1,032,000; 82 Bay State Rd., Belmont

**MTG:** \$825,600 from **Wells Fargo Bank**

**NOTES:** Single-family Colonial, const. 1929; house size is 2,425 sf, lot size is 5,650 sf; five bdrms. and four baths; last sold for \$747,000 in Jan. 2003; Declaration of Homestead

**BUYER:** Anne I. Goldman and Jay R. Goldman

**SELLER:** Al Jette and Diane U. Jette  
**PRICE/ADD:** \$1,020,000; 22 Cottage Park Ave., U-11, Cambridge

**MTG:** \$765,000 from **Leader Bank**

**NOTES:** Unit in low-rise condominium; unit size is 1,950 sf; three bedrooms and two baths; unit last sold for \$840,000 in Oct. 2013

**MTG:** \$1,000,000 from **RBS Citizens**

**ADD:** 47 Adin Dr., Concord

**BWR:** Beth A. Gebhart and Daniel T. Gebhart

**MTG:** \$1,000,000 from **Century B&T Co.**

**ADD:** 224 Marlborough St., U-3-224, Boston

**BWR:** Oxana Beskrovnaya and Alexander Ibraghimov

## SEPT 11TH

**BUYER:** Alexander Marx and Melissa Marx

**SELLER:** Mary Mitchell Henry

**PRICE/ADD:** \$3,600,000; 47 Carisbrooke Rd., Wellesley

**MTG:** \$1,700,000 from **Bank of America**

**NOTES:** Single-family Colonial, const. 1934; house size is 5,450 sf, lot size is 1.2 acres; five bdrms. and 5.5 baths; last sold for \$3,350,000 in June 2006; Declaration of Homestead

**BUYER:** Catherine Wallace and John Wallace

**SELLER:** Nine Commonwealth LLC, managed by Salvatore Campofranco and Michael Durand

**PRICE/ADD:** \$3,550,000; 9 Commonwealth Ave., U-2, Boston

**NOTES:** New unit in low-rise condominium; unit size is 2,075 sf; three bedrooms and three baths; property last sold pre-conversion for \$13,297,500 in Nov. 2013

**BUYER:** James Norton Jr., and Kathleen Norton

**SELLER:** John T. McDonald

**PRICE/ADD:** \$3,500,000; 4 Pawgvet Ln., Nantucket

**MTG:** \$2,250,000 from **Boston Private B&T Co.**

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

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**NOTES:** Single-fam. Ranch, const. 2010; house size is 2,900 sf, lot size is 7,500 sf; four bdrms. and 4.5 baths; last sold for \$1,325,000 in Oct. 2010

**MTG:** \$1,705,000 from **First Republic Bank**  
**ADD:** 772-778 Boylston St., W7-A, Boston  
**BWR:** Yun-Min Chai and Hai Huang

**MTG:** \$1,650,000 from **First Republic Bank**  
**ADD:** 772-778 Boylston St., W7-B, Boston  
**BWR:** Yun-Min Chai and Hai Huang

**BUYER:** ARC On Main LLC, managed by Timothy Caraboolad

**SELLER:** Susan Alberti, Benjamin Stark & Shelly Stark  
**PRICE/ADD:** \$1,650,000; 96 Main St., Edgartown  
**MTG:** \$1,237,500 from **Hingham**

**Institution for Savings**

**NOTES:** Single-family Colonial, const. 1830; house size is 2,675 sf, lot size is 7,375 sf; five bdrms. and five baths; last sold for \$565,000 in Nov. 1997

**BUYER:** Kristin Naragon and Ryan Naragon  
**SELLER:** Catherine Juliano and Larry Poland  
**PRICE/ADD:** \$1,510,000; 23 Oxford Rd., Newton  
**MTG:** \$800,000 from **Citibank**

**NOTES:** Single-family Victorian, const. 1880; house size is 4,300 sf, lot size is 7,050 sf; six bdrms. and four baths; last sold for \$375,000 in Aug. 1985; Declaration of Homestead

**MTG:** \$1,500,000 from **Cambridge Trust Co.**  
**ADD:** 142 Summit Ave., Brookline  
**BWR:** Esther C. Verba

**BUYER:** Keith Grannis and Kristen Smith Grannis  
**SELLER:** Ronald J. Barron and Wanda J. Barron  
**PRICE/ADD:** \$1,374,000; 44 Old Beach Rd., Marshfield

**MTG:** \$649,000 from **Cape Cod Five Cents SB**  
**NOTES:** Single-family property, const. 1997; house size is 4,475 sf, lot size is 14,375 sf; six bdrms. and five baths; last sold for \$1,225,000 in Sept. 2002; Declaration of Homestead

**BUYER:** Sara Kate Hill and Theodore J. Hill  
**SELLER:** Antoinette Mercurio  
**PRICE/ADD:** \$1,370,000; 434 King St., Cohasset  
**MTG:** \$950,000 from **Santander Bank**  
**NOTES:** Single-family Colonial, const. 1941; house size is 3,000 sf, lot size is 6.8 acres; four bdrms. and 4.5 baths; last sold for \$1,094,000 in Dec. 2009; Declaration of Homestead

**BUYER:** NEWR LLC, mgd. by Christopher Butts  
**SELLER:** Julia Africa and Bryce Klempner  
**PRICE/ADD:** \$1,350,000; 14 Holly Ave., Cambridge  
**MTG:** \$1,500,000 from **East Cambridge SB**  
**NOTES:** Two-family property, constructed 1895; building size is 2,525 sf, lot size is 2,625 sf; last sold for 916,500 in Feb. 2005



A cliffside residence at 11 Tucks Point Rd. in Manchester-by-the-Sea is under new ownership for the first time in over a quarter century, as Jennifer V. Zimmerman sells the 4,600-sf, five-bedroom home for \$2,850,000 to Dana E. Landry and William F.X. Moody in an all-cash exchange. Built in 1973 on a 1.1-acre parcel, 11 Tucks Point Rd. had previously sold for \$1,120,000 in Aug. 1988.

**BUYER:** Susan J. Ringler  
**SELLER:** Paul A. Caruso  
**PRICE/ADD:** \$1,339,000; 82-82 Kinnaird St., U-2, Cambridge  
**NOTES:** Unit in low-rise condominium; unit size is 1,825 sf; four bedrooms and two baths; unit last sold for \$395,000 in Nov. 2009

**BUYER:** Kristin A. Collins and Robert C. Knapp  
**SELLER:** Jack Broadhurst and Michelle Fabiano  
**PRICE/ADD:** \$1,330,000; 3 Spencer Rd., Falmouth  
**NOTES:** Single-family property, constructed 1910; house size is 2,725 sf, lot size is 10,025 sf; four bedrooms and three baths; last sold for \$1,300,000 in Sept. 2005

**MTG:** \$1,305,300 from **Rockland Trust Co.**  
**ADD:** 88 Arlington S., Newton  
**BWR:** Ian Gleeson and Moya Hynes

**BUYER:** Dominika Kovacs Negron & Jose Negron  
**SELLER:** Joseph Cunningham & Robyn Cunningham  
**PRICE/ADD:** \$1,285,000; 856 Hammond St., Brookline  
**MTG:** \$950,000 from **William Raveis Mortgage**  
**NOTES:** Single-family property, const. 1880; house size is 2,425 sf, lot size is 33,100 sf; three bdrms. and 3.5 baths; last sold for \$940,000 in April 2008; Declaration of Homestead

**BUYER:** Mill Road Apartment Homes LLC, managed by Andrew M. Chaban, president; Howard S. Reef, treasurer  
**SELLER:** Robert L. McCrensky and Susan M. McCrensky  
**PRICE/ADD:** \$1,265,444; 276 Mill Rd., Chelmsford

**NOTES:** Single-fam. Cape, const. 1953; house size is 1,125 sf, lot size is 4.4 acres; four bdrms. and one bath; last sold for \$800,000 in Nov. 2003

**BUYER:** John Curuby, Trustee of The Castorion TR  
**SELLER:** Aldo Musacchio and Ximena Sanchez-Samper

**PRICE/ADD:** \$1,225,000; 1180-1200 Washington St., U-502, Boston

**NOTES:** Unit in a high-rise condominium; unit size is 1,700 sf; two bedrooms and two baths; unit last sold for \$1,015,000 in May 2012

**MTG:** \$1,200,000 from **Birch Hollow LLC**  
**ADD:** 481 Hilldale Ave., Haverhill  
**BWR:** David Martin

**BUYER:** 213 Concord Street LLC, mgd. by Robert Davoli, Eileen McDonagh & Angela Millard  
**SELLER:** Amy Domini and Caroline Husher, Personal Representatives of The Estate of Anthony Pickman  
**PRICE/ADD:** \$1,160,000; 213 Concord St., Lincoln  
**NOTES:** Single-family property, const. 1961; house size is 3,700 sf, lot size is two acres; three bdrms. and four baths; last sold for \$1,000,000 in Nov. 2001

**BUYER:** Nicole T. Enberg and Pedro N. Vaz  
**SELLER:** Brown F. Williams  
**PRICE/ADD:** \$1,135,000; 16 Sheridan St., Jamaica Plain

**MTG:** \$750,000 from **Citibank**  
**NOTES:** Single-family Colonial, constructed 1885; house size is 2,550 sf, lot size is 3,350 sf; three bedrooms and 2.5 baths; last sold for \$530,000 in April 2009; Declaration of Homestead

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

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**BUYER:** My New Home LLC, mgd. by Uri Dahan  
**SELLER:** Despina H. Legelis  
**PRICE/ADD:** \$780,000; 25 Knollwood Dr., Dover  
**MTG:** \$1,050,000 from **First Boston Associates**  
**NOTES:** Single-family property, const. 1978; house size is 2,700 sf, lot size is one acre; five bdrms. and 2.5 baths; last sold for \$210,000 in June 1982

**BUYER:** John A. Swift and Nancy L. Swift  
**SELLER:** Winslow Drive Realty Group LLC, managed by Brian J. Boyle  
**PRICE/ADD:** \$1,045,100; 41 Deer Run Rd., Boxford  
**NOTES:** Single-family Cape, const. 2015; house size is 4,200 sf, lot size is 4.6 acres; four bdrms. and 3.5 baths; property last sold for \$925,781 in June 2013

**BUYER:** John Cafarella and Lucille Cafarella  
**SELLER:** Jill D. Garfinkle  
**PRICE/ADD:** \$1,010,000; 177 Bradlee Ave., Swampscott  
**NOTES:** Single-family Colonial, constructed 1925; house size is 4,225 sf, lot size is 15,675 sf; four bedrooms and 3.5 baths

**BUYER:** BSL Norwood Development LLC, mgd. by Thomas H. Grape  
**SELLER:** Beverly Armour and Richard Armour  
**PRICE/ADD:** \$1,000,000; 40 Clapboard Tree St., Norwood  
**NOTES:** Single-family property, constructed 1949; house size is 1,675 sf, lot size is one acre; three bedrooms and 1.5 baths

## SEPT 10TH

**BUYER:** Casey N. Nelson and Giselle Nelson  
**SELLER:** Richard C. Ollis  
**PRICE/ADD:** \$3,600,000; 93 Royalston Rd., Wellesley  
**MTG:** \$2,880,000 from **First Republic Bank**  
**NOTES:** Single-family Colonial, const. 2014; house size is 8,000 sf, lot size is 33,100 sf; six bdrms. and seven baths; property last sold for \$1,050,000 in July 2014; Declaration of Homestead

**BUYER:** Peter Grilli, Trustee of The Miho Realty TR  
**SELLER:** William H. Clafin, IV, John K. Spring, Jr. and Stephen D. Weeks, Personal Representatives of The Estate of Anne C. Allen  
**PRICE/ADD:** \$3,300,000; 580 Concord Ave., Belmont

**NOTES:** Single-family Colonial, constructed 1987; house size is 3,850 sf, lot size is 4.3 acres; four bedrooms and 2.5 baths; seller's family ownership dates to Jan. 1950

**BUYER:** Jason F. Cincotta  
**SELLER:** George P. Beal and David Firestone  
**PRICE/ADD:** \$2,892,750; 8 Byron St., Boston  
**MTG:** \$895,000 and \$1,100,000 from **Bank of America**



An historic Gloucester Colonial constructed in 1845 has sold for \$1,300,000 in its purchase by Joseph D. Crowell and Tiffany J. Crowell from David J. Barber and Maxine C. Barber. The 3,225-sf, three-bedroom home at 67 Shore Rd. had been in the Barber family control since Nov. 1974.

**NOTES:** Single-family Rowhouse, const. 1880; house size is 2,575 sf, lot size is 1,575 sf; four bdrms. and three baths; last sold for \$117,000 in Nov. 2000; Declaration of Homestead

**BUYER:** Elite Home Builders LLC, managed by Steven F. Venincasa  
**SELLER:** Judith Frances Plante  
**PRICE/ADD:** \$465,000; 167 North Main St., Natick  
**MTG:** \$2,500,000 from **United Bank**  
**NOTES:** Two-family property, const. 1850; building size is 2,275 sf, lot size is 18,725 sf; seller's ownership in property dates to June 1972

**MTG:** \$2,465,000 from **Stoneham Bank**  
**ADD:** 13-15 Church St., Wilmington  
**BWR:** Langhouse LLC, managed by Joseph Langone and Michael J. Newhouse

**MTG:** \$2,433,750 from **East Boston SB**  
**ADD:** 7 Grove St., Winchester  
**BWR:** Leo Realty Acquisitions LLC, managed by Nicholas A. Leo

**BUYER:** Brice Watterson and Jessica Watterson  
**SELLER:** Deborah Hartman and Barry S. Oemar  
**PRICE/ADD:** \$2,000,000; 16 Tavern Ln., Lexington  
**MTG:** \$650,000 from **Capital One**  
**NOTES:** Single-family Colonial, const. 2010; house size is 6,700 sf, lot size is 20,050 sf; five bedrooms and six baths; last sold for \$1,760,000 in May 2011; Declaration of Homestead

**BUYER:** Gregory Salvatore and Joanne Salvatore  
**SELLER:** James W. Asp, II and Perry Streidel  
**PRICE/ADD:** \$1,867,500; 61-63 St. Botolph St., U-61, Boston

**MTG:** \$510,000 from **Blue Hills Bank**  
**NOTES:** Unit in low-rise condo; unit size is 1,125 sf; three bdrms. and 2.5 baths; unit last sold for \$1,209,500 in Dec. 2010; Declaration of Homestead

**BUYER:** Banks Dublon LLC, managed by Muireann Glenmullen and Mark Boyes-Watson  
**SELLER:** Susan Blanciforti and Barbara Cashman  
**PRICE/ADD:** \$1,652,000; 136 Banks St., Cambridge  
**MTG:** \$2,673,950 from **Cambridge Trust Co.**  
**NOTES:** Single-family property, const. 1870; house size is 1,850 sf, lot size is 6,300 sf; three bdrms. and one bath; last sold for \$6,000 in March 1928

**BUYER:** Eunyong Kim and Adam Papallo  
**SELLER:** Martha Scott  
**PRICE/ADD:** \$1,615,000; 5 Sunnyknoll Ter., Lexington  
**MTG:** \$1,250,000 from **Mortgage Equity Partners**  
**NOTES:** Single-family Colonial, const. 2015; house size is 4,100 sf, lot size is 15,675 sf; five bdrms. and four baths; property last sold for \$900,000 in July 2013; Declaration of Homestead

**BUYER:** Ninfa Candela and Rocco Coli  
**SELLER:** Kane Built Inc., managed by Roger K. Kane, Jr., president and treasurer  
**PRICE/ADD:** \$1,550,000; 24 Fenmere Ave., Wellesley  
**MTG:** \$1,162,500 from **LoanDepot.Com**  
**NOTES:** Single-family Colonial, constructed 2015; house size is 4,600 sf, lot size is 10,375 sf; four bedrooms and 4.5 baths; property last sold for \$630,000 in Dec. 2014; Declaration of Homestead

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

continued from page 27

**BUYER:** 79 Walnut Road LLC, managed by Peter A. Barsamian

**SELLER:** Deborah Howard and Frank Howard  
**PRICE/ADD:** \$1,515,000; 79 Walnut St., Weston  
**MTG:** \$1,212,000 from **Needham Bank**  
**NOTES:** Single-family property, constructed 1977; house size is 3,075 sf, lot size is 1.5 acres; three bedrooms, two full-baths and two half-baths; last sold for \$129,000 in Oct. 1977

**BUYER:** Edward Lynch, III & Jordana Lynch  
**SELLER:** Keith Guidara & Nicole Dadaian Guidara  
**PRICE/ADD:** \$1,400,000; 75 Thornberry Rd., Winchester  
**MTG:** \$1,075,000 from **Bank of America**  
**NOTES:** Single-family Colonial, const. 1965; house size is 4,425 sf, lot size is 20,025 sf; four bdrms. and 3.5 baths; last sold for \$1,035,000 in Nov. 2011; Declaration of Homestead

**BUYER:** Eric H. Jordan and Tressa Jordan  
**SELLER:** Charles Doolittle and Frances Doolittle  
**PRICE/ADD:** \$1,355,000; 221 Independence Rd., Concord  
**MTG:** \$700,000 from **Bank of America**  
**NOTES:** Single-family Colonial, constructed 1946; house size is 4,650 sf, lot size is 1.1 acres; four bedrooms and 2.5 baths; last sold for \$417,000 in Jan. 1995; Declaration of Homestead

**BUYER:** Hartman Road LLC, managed by Vladislav Vilkomir  
**SELLER:** Mina Gerber  
**PRICE/ADD:** \$760,000; 155 Hartman Rd., Newton  
**MTG:** \$1,320,000 from **Wellesley Bank**  
**NOTES:** Single-family property, constructed 1955; house size is 1,100 sf, lot size is 10,000 sf; three bedrooms and 1.5 baths; seller's family ownership dates to April 1992

**BUYER:** Justin M. Ziegler and Mara L. Ziegler  
**SELLER:** John Prego and Teresa Marzolf Prego  
**PRICE/ADD:** \$1,315,000; 31 Vine Brook Rd., Medfield  
**MTG:** \$600,000 from **Bank of America**  
**NOTES:** Single-family Colonial, constructed 1999; house size is 5,025 sf, lot size is 1.4 acres; five bedrooms and 3.5 baths; last sold for \$847,000 in Dec. 1999; Declaration of Homestead

**BUYER:** Atindra Barua and Manjulima Barua  
**SELLER:** Gail M. Conway and Paul J. Conway  
**PRICE/ADD:** \$1,210,000; 11 Meadow View Ln., Andover  
**MTG:** \$605,000 from Ellen M. Connor, Nicholas Forgione, and Debroah Hannam, Trustees of The Richard A. Stahl Living TR



Developer Martin Spagat of Brickstone Properties has already had a monumental year in selling Minuteman Office Park in Andover for an estimated \$160 million, and now has cashed out on a residential condominium at Harbor Towers on the Boston waterfront. The 1,625-sf, two-bedroom unit at 85 East India Row was bought by Patricia Gowdy and Robert C. Gowdy for \$2,225,000, nearly 10 times the \$250,000 Spagat spent in April 1998 on the Hub property.

**NOTES:** Single-family Colonial, const. 1997; house size is 5,900 sf, lot size is 21,350 sf; five bdrms. and five baths; last sold for \$720,000 in May 1998; Declaration of Homestead

**BUYER:** Christopher Bunnell & Elizabeth Bunnell  
**SELLER:** L. Jan McCormack  
**PRICE/ADD:** \$1,200,000; 55 Wellesley St., Weston  
**MTG:** \$960,000 from **Bank of America**  
**NOTES:** Single-family Colonial, const. 1890; house size is 2,300 sf, lot size is 16,550 sf; five bdrms. and 3.5 baths; last sold for \$1,075,000 in April 2011; Declaration of Homestead

**MTG:** \$1,198,400 from **Wells Fargo Bank**  
**ADD:** 44 Plover Hill Rd., Ipswich  
**BWR:** Catherine White and Lawrence G. White

**BUYER:** Lauren Y. Wirth and Sean D. Wirth  
**SELLER:** Robert V. Green and Therese T. Green  
**PRICE/ADD:** \$1,175,000; 21 Tower Rd., Lincoln  
**NOTES:** Single-family Colonial, constructed 1990; house size is 4,475 sf, lot size is 1.8 acres; five bedrooms and 3.5 baths; last sold for \$275,000 in Aug. 1989

**BUYER:** Harry and LiLi LLC, managed by Duncan MacArthur  
**SELLER:** Philip J. Benoit, Sr., Trustee of The SLM Nominee TR  
**PRICE/ADD:** \$1,150,000; 136-138 Cushing St., Cambridge

**NOTES:** Two-family property, const. 1834; bldg. size is 2,150 sf, lot size is 8,450 sf; sellers' ownership in property dates to Jan. 1900

**BUYER:** Anglia LLC, mgd. by Sanjiv K. Patel  
**SELLER:** Sally S. Bouthillier  
**PRICE/ADD:** \$1,140,000; 25 Bradford Rd., Duxbury  
**NOTES:** Single-family property, constructed 1951; house size is 3,600 sf, lot size is 36,600 sf; four bedrooms and 3.5 baths; last sold for \$55,000 in Oct. 1976

**BUYER:** Robert R. Moran  
**SELLER:** Peter J. Crosby  
**PRICE/ADD:** \$1,100,000; 52 Bridge St., Barnstable  
**MTG:** \$825,000 from **Hingham Institution for Savings**  
**NOTES:** Single-family property, constructed 1887; house size is 2,140 sf, lot size is 16,125 sf; four bedrooms and two baths; seller's family ownership dates to May 1983

**MTG:** \$1,050,000 from **Watertown SB**  
**ADD:** 5 Bellevue Ter., Watertown  
**BWR:** Ari Koufos and Debra J. Koufos

**BUYER:** Mark Wang  
**SELLER:** Maria Giulia Bianchi & Paolo Tagliabue  
**PRICE/ADD:** \$1,035,000; 100 Belvidere St., U-5F, Boston  
**MTG:** \$612,000 from **Bank of America**

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

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**NOTES:** Unit in high-rise condominium; unit size is 850 sf; one bedroom and one bath; unit last sold for \$740,000 in Aug. 2009

**MTG:** \$1,028,000 from **Pentucket Bank**

**ADD:** 42 Newark St., Haverhill

**BWR:** DKA Enterprises LLC, managed by David G. Abare and Kimberly L. Abare

**MTG:** \$1,000,000 from **Cambridge Trust Co.**

**ADD:** 79 Montgomery St., U-1, Boston

**BWR:** Abbey Rogers Flores and Carlos Flores

**MTG:** \$1,000,000 from **People's United Bank**

**ADD:** 645 and 647 Bay Rd., Hamilton

**BWR:** Susanne Csongor and Harold Lichten

## SEPT 9TH

**BUYER:** 67 Monomoy LLC, managed by Delia A. Willsey and Kevin D. Willsey

**SELLER:** Mary Beth Ramos

**PRICE/ADD:** \$3,502,000; 67 Monomoy Rd., Nantucket

**NOTES:** Single-family property, constructed 1971; house size is 1,700 sf, lot size is 24,825 sf; four bedrooms and one bath; seller's family ownership dates to May 1969

**BUYER:** Brian Cooper & Marguerite Murphy

**SELLER:** Benjamin Thorndike & Heidi Thorndike

**PRICE/ADD:** \$2,155,800; 80 Rutland St., U-1, Boston

**NOTES:** Unit in low-rise condominium; unit size is 2,375 sf; three bedrooms and 3.5 baths; unit last sold for \$1,825,000 in May 2013

**BUYER:** Lee P. Claro

**SELLER:** Carol A. Wayne and Howard J. Wayne

**PRICE/ADD:** \$1,840,000; 362 Tappan St., Brookline

**NOTES:** Single-family Victorian, constructed 1880; house size is 5,400 sf, lot size is 2,600 sf; six bedrooms and five baths

**MTG:** \$1,755,000 from **Middlesex SB**

**ADD:** 2324 Turnpike St., North Andover

**BWR:** 2324 Turnpike LLC, managed by Gayle Razzaboni-Marasco

**BUYER:** John MacDougall & Mary MacDougall

**SELLER:** Nick H. Pappas

**PRICE/ADD:** \$1,450,000; 18 Lufkin Ln., Essex

**MTG:** \$1,000,000 from **Institution for**

**Savings in Newburyport and its Vicinity**

**NOTES:** Single-family property, constructed 2005; house size is 3,275 sf, lot size is 11,325 sf; two bedrooms and 2.5 baths; property last sold for \$359,000 in Sept. 1998

**MTG:** \$1,404,500 from **Metro Credit Union**

**ADD:** 23 Parker Ave., Scituate

**BWR:** Colleen Geary and Michael Geary



Avidia Bank has loaned \$2,756,000 to Vasilios Haseotes to enable the \$3,445,000 trade to the borrower of 67 Farm Rd. in Dover by longtime owners James J. McAndrews Jr. and Louise McAndrews. The 103-year-old single-family Colonial set on a sprawling dozen acres of manicured grounds featuring a tennis court and lush fields totals 5,400 sf with seven bedrooms and seven baths. The McAndrews had held 67 Farm St. since paying \$1,350,000 in Oct. 1989.

**MTG:** \$1,400,000 from **The Village Bank**

**ADD:** 69 Kenwood St., Brookline

**BWR:** Steven Yung

**BUYER:** Bharat Satyanarayan

**SELLER:** Julian Agyeman and Janet A. Curtis

**PRICE/ADD:** \$1,320,000; 176-180 Franklin St., U-180, Cambridge

**NOTES:** Unit in low-rise condominium; unit size is 1,825 sf; three bedrooms and 3.5 baths; unit last sold for \$930,000 in Aug. 2012

**MTG:** \$1,290,000 from **JPMorgan Chase Bank**

**ADD:** 28 Seaver St., Roxbury

**BWR:** Wendy Rist

**BUYER:** William M. Kargman

**SELLER:** James Baker and Mary G. Baker

**PRICE/ADD:** \$1,250,000; 221 Mt. Auburn St., U-703, Cambridge

**NOTES:** Unit in low-rise condominium; unit size is 1,350 sf; two bedrooms and two baths; unit last sold for \$900,000 in Dec. 2005

**MTG:** \$1,195,000 from **Middlesex Savings Bank**

**ADD:** 4 Woolsack Dr., Westford

**BWR:** Murali K. Ghanta

**BUYER:** Shelby Hazelip and William Hazelip

**SELLER:** Iver Larson and Kristine Tanno

**PRICE/ADD:** \$1,185,000; 43 Partridge Hill Rd., Weston

**MTG:** \$948,000 from **William Raveis Mortgage**

**NOTES:** Single-family Cape, const. 1950; house size is 3,475 sf, lot size is 1.3 acres; four bdrms. and four baths; last sold for \$1,100,000 in Nov. 2010; Declaration of Homestead

**BUYER:** Jonathan Adler and Jonathan Lewis  
**SELLER:** DeWayne Pursley & Maureen Snider Pursley  
**PRICE/ADD:** \$1,140,000; 133 Beaumont Ave., Newton

**MTG:** \$640,000 from **Fairway Independent Mortgage Corp.**

**NOTES:** Single-family Colonial, const. 1927; house size is 2,950 sf, lot size is 14,800 sf; five bdrms. and 4.5 baths; last sold for \$340,000 in Dec. 1990; Declaration of Homestead

**BUYER:** Caryn B. Haskins and Tricia B. Haskins

**SELLER:** Frederick Siino and Suzanne Siino

**PRICE/ADD:** \$1,115,000; 15 Loeffler Ln., Medfield

**MTG:** \$884,000 from **Mortgage Network**  
**NOTES:** Single-family Cape, const. 1996; house size is 4,000 sf, lot size is 40,075 sf; four bdrms. and 3.5 baths; last sold for \$536,000 in Aug. 1996; Declaration of Homestead

**BUYER:** Kathryn Jennings and Matthew Jennings

**SELLER:** Anthony Dicesare

**PRICE/ADD:** \$1,025,000; 17 Lakeview Ave., Arlington

**NOTES:** Single-fam. Colonial, const. 1914; house size is 2,600 sf, lot size is 6,100 sf; four bdrms. and 2.5 baths; last sold for \$800,000 in Aug. 2014; Declaration of Homestead

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# Residential Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 7 - SEPTEMBER 18, 2015

continued from page 29

**BUYER:** Deanna T. Brady and Kevin M. Brady  
**SELLER:** Daniel R. Rossi, David B. Rossi and William N. Rossi

**PRICE/ADD:** \$1,000,000; 4 Tabor House Rd., Chilmark

**MTG:** \$425,000 from **Wells Fargo Bank**

**NOTES:** Single-fam. Cape, const. 1973; house size is 2,775 sf, lot size is 21,775 sf; five bdrms. and two baths; seller's family ownership dates to May 1999

**MTG:** \$1,000,000 from **Bank of America**

**ADD:** 432 Concord Rd., Weston

**BWR:** Marc J. Bloostein

## SEPT 8TH

**BUYER:** Kristine L. Kaczor and Steven C. Luby

**SELLER:** Janet B. Fitzgibbons

**PRICE/ADD:** \$3,700,000; 40 Norfolk Rd., Brookline

**NOTES:** Single-fam. Colonial, const. 1898; house size is 5,525 sf, lot size is 18,725 sf; eight bdrms. and 4.5 baths; last sold for \$130,000 in July 1975

**BUYER:** Dana Landry and William F.X. Moody

**SELLER:** Jennifer V. Zimmermann

**PRICE/ADD:** \$2,850,000; 11 Tucks Point Rd., Manchester-by-the-Sea

**NOTES:** Single-family property, constructed 1973; house size is 4,600 sf, lot size is 1.1 acres; five bedrooms and 4.5 baths; last sold for \$1,120,000 in Aug. 1988

**BUYER:** Eric A. Brock

**SELLER:** Elizabeth O'Connor, aka Elizabeth O'Conner  
**PRICE/ADD:** \$2,800,000; 30 Nonantum Ave., Nantucket

**MTG:** \$1,400,000 from **Bank of America**

**NOTES:** Single-family property, constructed 1982; house size is 1,225 sf, lot size is 25,275 sf; two bedrooms and two baths; last sold for \$1,615,000 in Oct. 2004

**MTG:** \$1,920,000 from **Rollstone B&T**

**ADD:** 50, 54, and 62 Trenton St., Worcester

**BWR:** Kevin L. Mercadante

**BUYER:** Jennifer Desrochers & Michael Desrochers

**SELLER:** Akiko Ghosh and Partha S. Ghosh

**PRICE/ADD:** \$1,675,000; 110 Mattison Dr., Concord

**MTG:** \$1,423,750 from **Guaranteed Rate**

**NOTES:** Single-family property, const. 1988; house size is 5,200 sf, lot size is two acres; five bdrms. and five baths; last sold for \$1,535,000 in April 2000; Declaration of Homestead

**MTG:** \$1,650,000 from **The Cape Cod Five Cents Savings Bank**

**ADD:** 24 Leah's Ln., Edgartown

**BWR:** Deirdre Morris, Trustee of The D&M Nominee TR



Five years after paying \$1,325,000 to buy 4 Pawgvet Ln. in Nantucket, John T. McDonald has sold the 2,900-sf, four-bedroom residence to James M. Norton Jr. and Kathleen M. Norton for \$3,500,000. Boston Private Bank & Trust loaned \$2,250,000 to the Nortons for the property that was completed in 2010.

**BUYER:** Belmont Savings Bank

**SELLER:** Gena Monique Pappas & Donald Peters

**PRICE/ADD:** \$1,551,263; 3 MacKenzie Ct., Andover

**NOTES:** Single-family Colonial, const. 2005; house size is 6,625 sf, lot size is 41,375 sf; six bdrms. and eight baths; last sold for \$2,450,000 in Dec. 2005

**BUYER:** Judith M. Bramhall

**SELLER:** Anthony Mallows & Mary Claire Mallows

**PRICE/ADD:** \$1,525,000; 607 Main St., Concord

**NOTES:** Single-family property, const. 1954; house size is 2,925 sf, lot size is 35,275 sf; four bdrms. and 3.5 baths; last sold for \$633,000 in July 2008; Declaration of Homestead

**BUYER:** Pedro M. Sanz-Altamira and M.

Nieves Rios-Moya

**SELLER:** Fieldstone Meadows Development Corp.

mgd. by Todd Wacome, president and treasurer

**PRICE/ADD:** \$1,440,500; 41 Porter Rd., Andover

**MTG:** \$800,000 from **First Niagara Bank**

**NOTES:** Single-family property, const. 1900; house size is 2,600 sf, lot size is three acres; five bdrms. and 2.5 baths; last sold for \$750,000 in July 2014; Declaration of Homestead

**MTG:** \$1,380,000 from **Bank of America**

**ADD:** 390 Commonwealth Ave., U-D2B1 and

425 Newbury St., #N-10, N-14, N-15, N-16

and N-18, Boston

**BWR:** Gilt Edge Realty LLC, managed by Irays

S. Dehni and Walid J. Dehni

**BUYER:** Fred Langenegger and Lydia Knutson

**SELLER:** Mirko Matejic and Titjana Matejic

**PRICE/ADD:** \$1,375,000; 627 Massachusetts Ave., Lexington

**MTG:** \$1,100,000 from **Leader Mortgage Co.**

**NOTES:** Single-family Colonial, const. 1802; house size is 3,525 sf, lot size is 28,750 sf; five bdrms. and four baths; last sold for \$589,950 in Dec. 1997; Declaration of Homestead

**BUYER:** Margaret McCarthy and William McCarthy

**SELLER:** Steven J. Gavel and Susan M. Gavel

**PRICE/ADD:** \$1,350,000; 48 Carriage Way, Sudbury

**MTG:** \$1,080,000 from **Bank of America**

**NOTES:** Single-family Colonial, const. 1990; house size is 6,050 sf, lot size is two acres; five bdrms. and 4.5 baths; last sold for \$1,345,000 in Nov. 2013; Declaration of Homestead

**BUYER:** Hub Development LLC, managed by

Antonio Ferrara

**SELLER:** Elissa McCarthy and Bryan Morrissey

**PRICE/ADD:** \$1,299,000; 434 West Roxbury

Pkw., West Roxbury

**MTG:** \$1,039,000 from **Needham Bank**

**NOTES:** Single-family Colonial, const. 1940; house size is 4,025 sf, lot size is one acre; five bdrms. and 3.5 baths; last sold for \$770,000 in March 2000

**BUYER:** Quansheng Song and Bing Wang

**SELLER:** Yandong Jiang

**PRICE/ADD:** \$1,200,000; 2 High Meadow

Rd., Weston

**NOTES:** Single-family property, const. 1973; house

size is 3,325 sf, lot size is 1.4 acres; four bdrms.

and 2.5 baths; last sold for \$644,900 in Feb. 2009

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# CBRE Multifamily Debt

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Real Estate. The North Shore apartment community brought \$47.8 million in a deal where CBRE/NE advised the seller, Home Properties, and procured the buyers, a homegrown partnership active in the apartment sector.

While touting both Butler/St. John's endless stream of listings and CBRE/NE's "agency advantage" accessing the GSE arena for clients, the activity for Kelly and Dylag that amounts to over \$200 million in the past two quarters alone is hardly limited to those conduits, with their business



Simon J. Butler



Biria St. John

this year featuring a plethora of funding sources and scenarios. A \$2,268,750 loan (75 percent LTV) enabled client Frankfort Gove LLC to buy a land site at 120 Gove St. in East Boston from Mount Carmel Church upon which a speculative condominium project is planned, with that loan arranged via East Boston Savings Bank. Kelly and Dylag also secured \$8.0 million in a joint-venture equity raise for another condominium gambit, this one for 50 units in Boston.

The \$87 million agency financings included \$48.0 million from Fannie Mae on Plantation Ridge, a 330-unit apartment property in Worcester that represented a 75 percent LTV and \$39.0 million, or 65 percent LTV, on 240 units at Alta Legacy Farms in Hopkinton. The agency deals were both completed at the beginning of the run where more than \$200 million was delivered by Kelly and Dylag, and he says while the GSEs are still a force to be reckoned with, factors including a federal cap on funding now "being bumped up against" has provided banks and life insurers the chance to do deals involving market-rate housing as the agencies focus on properties not included in the cap such as affordable or workforce housing.

"It is much more competitive now," he reports. Following a stretch when "day after day, it was tough to beat them" on rate and terms,"the agencies have stepped



Townhomes at Beverly Square, Beverly MA



Liberty Place, Quincy MA (RENDERING)

off the gas pedal a bit, and it has definitely opened things up," says Kelly in explaining that shift reinforced the multifamily debt team's resolve inviting all debt and equity sources to the table. "We are casting a very wide net right now to capture all the lenders out there and make sure our clients are getting the best term and rates," he says, and it appears the program is producing results.

Two of the loans were acquisition monies, with \$27.1 million provided on

Royal Mills in West Warwick RI, debt of 75 percent LTV on 251 units purchased for \$31.7 million by JG Royal Mill LLC. Back in Massachusetts, an international bank was sourced for \$27.7 million enabling CBRE/NE's client, Greystar, to buy Jefferson at Admirals Hill, that 65 percent LTV note from HSBC Bank on a 161-unit apartment community. Butler and St. John were brokers for that \$43 million trade and Royal Mills in the Ocean State.

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# Massachusetts Corporations

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Corporation	Directors/Registered Agents	Address	Nature of Business
WP East Builders - 37 Washington LLC	Elizabeth G. Day, signatory Se. 4-600, Atlanta GA 30327	C/o WP East Development Enterprises LLC at 3715 Northside Pkwy.,	Real estate
Amesbury Heights LLC	Joseph J. Corcoran and Alexander A. Randall, signatories	C/o Corcoran Jennison Associates at 150 Mount Vernon St., Ste. 500, Boston MA 02125	Acquire, develop, lease, operate and sell RE
Bell Fund V Salem Station LLC	Jonathan Bell, Nikolay Bochilo, Joseph F. Cannon, Lili Dunn and John Tomlinson, signatories	C/o Bell Partners at 200 No. Green St., Greensboro NC 27401	Deal with real estate
NW 230 Congress Street Property Owner LLC	Erwin Aulis, Ross Cowan, Khaled Kudsi, John Kukral, Mike Sullivan, Shiva Viswanathan, Jon Wang, managers	C/o Northwood Investors at 575 Fifth Ave., 23rd floor, NYC 10017	Acquire, develop, finance, manage and sell RE
RECP V Boynton Yards Owner LLC	Martin Clarke, Carmine Fanelle and Thomas Scott, signatories	C/o DLJ RECP at 590 Madison Ave., 8th floor, NYC 10022	Real estate investments
RECP V Tremont Owner LLC	Martin Clarke, Carmine Fanelle and Thomas Scott, signatories	C/o DLJ RECP at 590 Madison Ave., 8th floor, NYC 10022	Real estate investments
WL Back Bay Owner 1 LLC	Nadar Golestaneh and Dirk Negeraars, signatories	C/o Centremark at 425 Boylston St., Boston MA 02216	Real estate
1100 Technology Park Drive LLC	Thomas A. Harris and James J. Moran Esq., signatories	C/o Quincy Mutual Fire Insurance Co. at 57 Washington St., Quincy MA	Deal in real property
180 Stoughton LLC	John R. Parsons Jr. manager	1881 Worcester Rd., Framingham MA 01701	Invest in and manage real estate
285 Circuit LLC	Michael Colomba, manager	20 Felton St., Waltham MA 02453	Deal with real estate
Hotel Salem Op Co. LLC	Leigh Blood, Richard Cooper and Shawn Shea, managers	133 Old Ferry Rd., Newburyport MA 01950	Operate a hotel
Richmond Nantucket Apartments One LLC	Philip Pastan, signatory	C/o The Richmond Co. at 23 Concord St., Wilmington MA 01887	Develop real estate
Richmond Nantucket Single Family One LLC	Philip Pastan, signatory	C/o The Richmond Co. at 23 Concord St., Wilmington MA 01887	Develop real estate
Stonegate West Central LLC	Sean P. McGrath, manager	83 Speen St., Natick MA 01760	Acquire, lease, manage, mortgage and sell RE
Scannell Properties #199 LLC	James Carlino, Robert Scannell and Douglas Snyder, managers	800 East 96th St., Ste. 175, Indianapolis IN 46240	Acquire, develop, lease, manage and sell RE
Trinity SBIC Partners II LLC	Steven L. Brown, manager	2121 W. Chandler Blvd., Ste. 103, Chandler AZ 85224	Real estate
MS BlueWave Finance Holdings I LLC	John DeVillars, Eric Graber-Lopez and Trevor Hardy, signatories	137 Newbury St., 4th floor, Boston MA 02116	Real estate and solar development
Abbey Manager Inc.	William Keravuori, pres.; Daniel J. Garvey, treas. and sec.	575 Boylston St., 8th floor, Boston MA 02116	Enter into commercial and office space leases and related business activities
155 Sycamore Street Realty LLC	Philip J. Privitera, manager	59 Union Sq., Somerville MA 02143	Buy, hold and sell real estate
One Brookline Place Tenant Group LLC	Bruce W. Bunnell, MD; Jeffrey E. Katz, MD; and Leonard B. Miller, MD, managers	One Brookline Pl., Ste. 427, Brookline MA 02445	Acting on behalf of members who are tenants at One Brookline Pl., Brookline MA
Civico Development LLC	Andrew P. Consigli, manager	2 Tammie Rd., Hopedale MA 01747	Dev., lease, operate, purchase & sell real property
One Fortune Drive LLC	Steve Goodman and David Seldin, managers	133 Pearl St., Boston MA 02110	Deal in real property
CBI 20 45 Chatham Bars Avenue LLC	Michael Albert and Richard D. Cohen, signatories	C/o Capital Properties at 115 Broadway, 20th floor, NYC 10006	Acquire, develop, maintain and own real estate
WS Seaport L-1 LLC	Jeremy Sclar, manager	C/o WS Asset Management at 1330 Boylston St., Ste. 212, Chestnut Hill MA	Real estate investment
Curran 54 Middlesex Restaurant LLC	Kevin G. Curran, manager	209 Burlington Rd., Bedford MA 01730	Acquire, develop, lease, manage and sell real estate, including restaurants
178 Western Avenue LLC	Steve Samuels, signatory	C/o Samuels & Associates at 333 Newbury St., Boston MA 02115	Acquire, develop, finance, lease, operate & sell RE
Malden MF01 LLC	Neil St. John Raymond Jr., manager	80 Essex Rd., Ipswich MA 01938	Deal in real property
Amstel Heritage Watertown LLC	Bart Willem Bussink and Stephen J. Collins, managers	55 Regent St., Cambridge MA 02140	Dealing with interests in real estate
GE Capital US Holdings Inc.	Robert C. Green, president; Ryan P. Doherty, secretary	901 Main St., Norwalk CT 06851	Investments, including real property interests
Atlantic Bay Mortgage Group LLC	Brian Holland, Lewis Stanley Holland and Brian Mason, sigs.	596 Lynnhaven Parkway, Ste. 200, Virginia Beach VA 23452	Mortgage brokerage and lending
Conservation Hill Property Investments 1 LLC	Bruce Clarke, manager	23 Bedford Rd., Lincoln MA 01773	Interests in real estate
Apgar Family LLC	Anne N. Apgar and Mahlon Apgar IV, managers; Steven L. Cohen, resident agent	Principal office at 405 Warren Ave., Baltimore MD 21230; Steven L. Cohen at 34 Main St., Nantucket MA 02554	Buy, lease, manage and sell real estate
Onota 74 LLC	Louis E. Allegrone, manager	273 Newell St., Pittsfield MA 01201	Invest in and manage real estate
5-7 Marion Road LLC	Kevin P. Brosnan and Maureen L. Brosnan, managers	31 Tobey Rd., Belmont MA 02478	Buy, develop, lease, operate and sell real estate
Woodland High Realty LLC	Mary A. Hoare and Thomas H. Hoare Jr., managers	351 High St., Ste. 101, Newburyport MA 01950	Invest in and manage real estate
Juniper Point LLC	Marc Tranos, signatory	130 Bay View Ave., Salem MA 01801	Develop real estate
Fayette Street Partners LLC	Peter Bradley Guidi, Jonathan David Natko and Alfred Terry Sanford, managers	15B Vestal St., Nantucket MA 02554	Invest in real property
RC Realty Brockton Development LLC	Joseph Culgin, Robert Culgin and Danielle Goodwin, signatories	35 Oak Hill Way, Brockton MA 02301	Hold title and interests in real property
10 Blake Road LLC	Benjamin J. Finnegan, manager; Albert Sreter, signatory	33 Bedford St., Lexington MA 02420	Real estate activities
105 Nichols Road LLC	Christopher McKenna and Steven Jay Meyers, managers	381 Congress St., #207, Boston MA 02210	Develop and own real estate
1824-1826 Columbia Road LLC	Stuart Mullally and Fintan Murtagh, managers	8 Seal Rock Ln., Quincy MA 02171	Buy, develop, lease, operate and sell real estate
Asifa Realty Trust	Mian M. Saeed, trustee	2751 Falmouth Rd., Osterville MA 02648	Real estate activities
Addison Capital LLC	Daniel T. Curtin, manager	531 Shirley St., Winthrop MA 02152	Real estate and interests therein
28 Bayview Road LLC	Susan M. Morris and Elizabeth M. White, managers	22 Bayview Rd., Marblehead MA 01945	Invest in and manage real estate
Rise Realty LLC	Yevgeny Bernshtein, manager	10A Orleans St., #203, Boston MA 02128	Real estate brokerage

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# Massachusetts Corporations

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Corporation	Directors/Registered Agents	Address	Nature of Business
Salamone Realty LLC	Joseph C. Salamone, manager	25 Ellerton St., Revere MA 02151	Broker, develop, invest in and own real estate
17 Highfield Lane LLC	Thomas J. Blake and Matthew Talbot, managers	21 Highfield Ln., Norwell MA 02061	Hold and manage income-producing real estate
CJD LLC	Carl Benevides, manager; John P. Ferreira, signatory	100 North St., Ste. 405, Pittsfield MA 01201	Operate and own real estate
316 Shaw Street LLC	Qing He Tang, manager	11 Safford St., Quincy MA 02170	Buy and sell real estate
Go Realty LLC	George Cadette, manager	886 Hartford Tpk., Shrewsbury MA 01545	Develop, manage and sell real estate
CRR Notes Venture LLC	Michael Argiros, manager	C/o Charles River Realty at 700 Providence Hwy., Norwood MA 02062	Acq., develop, lease, operate & sell real property
14 Newkirk Street LLC	Charlie Dang, manager	60 Gray Ter., Braintree MA 02184	Deal with certain real property at 14 Newkirk St., Dorchester MA
Cosme Realty LLC	Moises Cosme, manager; Stephen Silveri, resident agent	Principal office at 15 Wright St., Gardner MA 01440; Stephen Silveri c/o Silveri & Wilson LLC at 300 Rosewood Dr., Danvers MA 01923	Lease, purchase and sell real estate
16 Clarendon LLC	Tim Anastasia and Joe Heywood, managers	476A Columbus Ave., Boston MA 02118	Real estate investment
410 West Broadway LLC	Douglas R. George, manager	832 Dorchester Ave., Dorchester MA 02125	Acquire, lease, operate and sell real estate
541 Hav LLC	Daniela Minichiello and Anthony J. Rossi, signatories	C/o Rossi Development Realty TR at 75 Williams St., Chelsea MA 02150	Deal in real property
API Properties LLC	James Amette and Michele Amette, managers	24 River Meadow Rd., West Newbury MA 01985	Hold real estate
LGR Realty LLC	Michael E. Roberts and Nicole R. Roberts, managers	1701 Salem St., North Andover MA 01845	Manage and own real estate
156 Beach Road LLC	Mariner Kemper, manager; Jason Clark, resident agent	Principal office at 319 Lafayette St., Denver CO 80218; Jason Clark at 35B South Orleans Rd., Orleans MA 02653	Develop, manage and own real estate
Two Nelson Avenue LLC	William B. Bonn and Ruben A. Ceballos, managers; Kathleen Laubenthal, resident agent	261 Commonwealth Ave., #3, Boston MA 02106; Kathleen Laubenthal, c/o Beacon Capital Partners at 200 State St., Boston MA 02109	Acquire, maintain and sell real estate
1190 South Washington Street LLC	Christopher Gasbarro, mgr.; Eliot Brais Esq., res. agent	Principal office at 98 Highland Ave., Seekonk MA 02771; Eliot Brais Esq. at 188 North Washington St., North Attleborough MA	Buy, lease, operate and sell real estate
Gen-Three Realty LLC	Michael J. Niccoli, manager	105 Longview Dr., Bridgewater MA 02324	Manage and own real estate
893 Broadway LLC	Kwesi Acquah, manager	7 Mansell Pkwy., Salem MA 01970	Real estate
Ram Real Estate Investment LLC	Matthew Kinch and Meghan E. Riccio, managers	Principal office at 2088 Huntington Tpk., Trumbull CT 06611; MA office at 21 Shelton Rd., Quincy MA 02169	Buy, lease, manage, operate and sell RE
New Residential Mortgage LLC	Cameron McDougal, manager	1345 Avenue of the Americas, 46th floor, NYC 10105	Mortgage operations
160 Otis LLC	Christopher N. Koskores, manager	9 Bartlett St., Andover MA 01810	Real estate and interests therein
Ava Properties LLC	Derek Paul Hosea, manager	2931 Houghton St., Dorchester MA 02125	Develop and lease commercial and residential RE
10 Woodbury Lane LLC	Delia A. Willsey and Kevin D. Willsey, managers; John B. Brescher, resident agent	Principal office at 57 Fernwood Rd., Summit NJ 07901; John B. Brescher at 37 Centre St., Nantucket MA 02554	Real estate and interests therein
JVB Realty LLC	John V. Burgoyne Sr., manager	54 Powers Rd., Westford MA 01886	Manage, purchase and sell comm. & res. RE
Modular Architectural Interiors LLC	Mark Bassil and Heejin Kim, managers	10000 Regent St., #304, Los Angeles CA 90034	Sell office furniture and related products
Steele Realty Consultants LLC	Rita Steele, manager	97 Hope St., Providence RI 02906	Real estate brokerage
108-110 Warwick Road LLC	Daniel Demeo, manager	21 Normandy Rd., Auburndale MA 02466	Acquire, lease, mortgage and sell real estate
1 North Star Lane, Nantucket, LLC	Elizabeth A. Martin and George Kelly Martin, managers; Ken W. Shulman Esq., resident agent	Principal office at 523 Harbor Rd., Southport CT 06898; Ken W. Shulman Esq. at One International Pl., Boston MA 02110	Acquire, develop and own real estate
Roger Washburn Landscape Architecture LLC	Roger L. Washburn, manager	8 Franklin St., Somerville MA 02143	Landscape architecture
Ultimate Vision Realty LLC	Carlos Bello and Jocelyn Diaz, signatories	911 Hyde Park Ave., Hyde Park MA 02136	Real estate
128 Uxbridge Road LLC	Michelle Delbeco, manager	128 Uxbridge Rd., Mendon MA 01756	Develop, manage and own real estate
Noreast Real Estate Network Inc.	Blaise J. Coco, president, Linda P. Early, VP	56 Main St., Salem NH 03079	Sell real estate
Denworth Bell LLC	Anthony Grise and William O'Boyle, signatories	94 Denworth Bell Cir., Bradford MA 01835	Develop real estate
66 West Springfield Realty LLC	Kirit Patel, manager; Paul M. Maleck Esq., resident agent	Principal office at 844 North King St., Northampton MA 01060; Paul M. Maleck Esq. at One Monarch Pl., Ste. 1900, Springfield MA	Real estate activities
Pinnacle Real Estate Inc.	Amanda M. Selig, president, treasurer and secretary	10 Seaport Dr., #2405, Quincy MA 02171	Real estate
288 Summit Ave LLC	Harvey Albert, manager	32 Wallis Rd., Chestnut Hill MA 02467	Buy, develop, lease, manage, mortgage and sell real property
246 Wash LLC	Jill Tripp and Thomas H. Tripp, managers	7 Surrey Dr., Carver MA 02330	Deal in real property
Coolidge Crossing LLC	Benjamin T. Stevens, manager	30 Turnpike Rd., Suite 8, Southborough MA 01772	Develop, manage, purchase and sell real estate
S&H Boston Realty LLC	Niral Patel and Unvashi Patel, managers	19 Volunteer Way, Lexington MA 02420	Dealing with interests in real estate
25-27 Alec Street LLC	Jason Delgado and Michele Delgado Duarte, managers; Michael A. Kehoe, resident agent	Principal office at 958 Reed Rd., Dartmouth MA 02747; Michael A. Kehoe at 128 Union St., Ste. 500, New Bedford MA 02740	Manage and own real estate
ATG Investments LLC	Charles Mann, manager	38R Pond St., Essex MA 01929	Investments, including real property interests
39 Brunswick Street LLC	Carol S. Adley, Francis Adley and Scott F. Adley, managers; Kelly Aylward Esq., resident agent	Principal office at 90 Brunswick St., Humarock MA 02047; Kelly Aylward Esq. at 101 Huntington Ave., Boston MA 02199	Real estate activities

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# Massachusetts Corporations

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Corporation	Directors/Registered Agents	Address	Nature of Business
Tidewatch Gorman LLC	David Gorman and Jennifer Gorman, managers; Mark C. Gildea, resident agent	Principal office at 32 Countryside Rd., Newton MA 02549; Mark C. Gildea at 72 Main St., Bridgewater MA 02324	Manage and own real estate
Commonwealth Developers Inc.	Brad A. Hanley, president, treasurer and secretary	664 Hancock St., Quincy MA 02170	Develop real estate
9 Carlford Property LLC	Phuong Vu, manager	294 Columbia Ave., Boston MA 02130	Lease, manage, purchase and sell real estate
Meiyuan Huisheng Real Estate Management Inc.	Shan Lu, president, treasurer and secretary	70 School St., Lexington MA 02421	Manage real estate
342 Bunker Hill St LLC	Paul M. Stec, manager	4 Harvard Pl., #3, Charlestown MA 02129	Real estate activities
Mike Doyle Realty Inc.	Michael Doyle, president, treasurer and secretary	72 Walnut Ave., Norwood MA 02062	Sell real estate
Crestview 6-8 LLC	Liam Lydon and Mathias Lydon, managers	16 Billings Ln., Jamaica Plain MA 02130	Develop, lease, manage, purchase and sell RE
Cohen Group Real Estate LLC	Sara Cohen, manager	45 Prospect St., Cambridge MA 02139	Develop, lease, manage, purchase and sell RE
Edge Realty Advisers LLC	Matthew Gorman, manager	317 Warren St., Waltham MA 02453	Manage real estate
Barbera Associates Real Estate LLC	Michael Barbera and Raymond Barbera, managers	451 Grove St., Worcester MA 01605	Purchase and sell real estate
All Realty LLC	Adib Lakis and Lara Lakis, manager	16 Twin Post Rd., Westwood MA 02090	Real estate and interests therein
56 Park Avenue LLC	Brad J. Fischer, manager	60 Rantoul St., Beverly MA 01915	Invest in real property
308 Grafton Street LLC	Christine Elhousan and George Elhousan, managers	308 Grafton St., Worcester MA 01604	Dealing with interests in real estate
S And Q Realty LLC	Muhammad Qandil, signatory	Principal office at 268 Albion Rd., Lincoln RI 02865; MA office at 507 State Rd., Plymouth MA 02360	Lease real estate
Scheller Family Investments LLC	Arnold D. Scheller, Jessica Scheller Holmes, Mathew Sven Scheller and Sonia L. Scheller, managers	Principal office at 22 Scheller Rd., Wentworth NH 03282; MA office at 1259 Brush Hill Rd., Milton MA 02186	Interests in real property
93-95 Kilsyth Road Brighton LLC	James A. Frangoulidis and Maria Frangoulidis, managers	50 Sherburn Cir., Weston MA 02493	Acquire, develop, manage and own real estate
33 Justin Road Brighton LLC	James A. Frangoulidis and Maria Frangoulidis, managers	50 Sherburn Cir., Weston MA 02493	Acquire, develop, maintain and own real estate
Gould 17 Broad LLC	Elliot Gould, manager	715 Boylston St., Boston MA 02116	Manage real property
McDonald Realty Investments	Edward Checola McDonald, manager	22 Pawnee Dr., Arlington MA 02474	Real estate activities
Page Street Development Inc.	Patrick Maloney, pres.; Caroline Maloney, treas. and sec.	160 Temple St., West Roxbury MA 02132	Lease real estate
Six Lincoln Sconset LLC	Kathleen H.R. Crampton, mgr.; Richard Glidden, res. agent	Principal office at 2335 South Ocean Blvd., #B-5, Palm Beach FL 33480; Richard J. Glidden at 37 Centre St., Nantucket MA 02554	Interests in real estate
14 Prospect Avenue LLC	Noah Dweck, manager	516 East Second St., Ste. 26, South Boston MA 02127	Acquire, lease, operate and sell real estate
DF Capital LLC	Fan Du, manager	8 Davis Brook Dr., Natick MA 01760	Invest in real property
Cottage Court LLC	Giancarlo Micozzi and Marcello Micozzi, managers	159 Cambridge St., Allston MA 02134	Deal in real property
Waltham 121 Ash LLC	Giancarlo Micozzi and Marcello Micozzi, managers	159 Cambridge St., Allston MA 02134	Deal in real property
South End Hospitality LLC	Andrew Skalaban, manager	603 Massachusetts Ave., #3, Boston MA 02118	Manage real estate
Whalers Corner LLC	Christian Farland and Alfred Peters, signatories	398 County St., New Bedford MA 02740	Commercial real estate development
Vance Williams Architects LLC	Christopher Vance and Robert P. Williams, managers	One Cherry St., Wenham MA 01984	Architecture and related services
137-141A Franklin Street LLC	William Mandell, manager	20C Delcarmine St., Ste. 101, Wakefield MA 01880	Real estate and interests therein
Tennis Road Portfolio LLC	Oleg Uritsky, manager	65 Overlook Rd., Boston MA 02132	Deal in real property
EB5 Lender Manager LLC	Humin Ji, Deborah Kuhn, Stephen Maire and Gregory John Vartanian, managers	11 Beacon St., Ste. 730, Boston MA 02108	Raise and loan investment capital for real estate projects
American Dream Realty LLC	Paulo Sardinha, manager; Emanuel Sardinha, signatory	16 Harvard St., Westfield MA 01085	Real estate activities
DCM Equity LLC	David Morgan, manager; Sarah Orlov, resident agent	Principal office at 1801 N. American St., Ste. 2B, Philadelphia PA 19122; Sarah Orlov at 2 Joel's Way, Wayland MA 01778	Real estate activities
46 Pilgrim LLC	John B. Derderian, manager	12 Cornell Rd., Wellesley MA 02481	Buy, dev., lease, manage, own & sell real property
Roseville LLC	Atul Lele and Laura Rose Lele, signatories	15B Royal Palm Cay, Sandypoint, Nassau, the Bahamas	Real estate activities
Aberdeen Realty LLC	Thomas Cabral and Timothy Cabral, managers	Principal office at 505 Hooper St., Tiverton RI 02878; MA office at 1 Old Slab Bridge Rd., Assonet MA 02702	Invest in and manage income-producing RE
RJ Elm LLC	Richard S. Brand, manager	45 Broad St., Westfield MA 01085	Acquire, lease, manage and sell real property
20 Sidney Street, Cambridge, LLC	Kui Cai, Jiangwei Lin, Jing Wang and Bingdong Zhao, sigs.	Units 5211-12, 52/F, 99 Queens Rd., Central, Hong Kong, HKG	Real estate investment
WDF-3 Wood 37 Washington Owner LLC	Elizabeth G. Day, signatory	3715 Northside Pkwy., Ste. 4-800, Atlanta GA 30327	Real estate
BMIRF Gatehouse LLC	Mary Beth Bloom, David Doherty, Charles Leitner, David Olney and David Quade, signatories	One Beacon St., Ste. 1500, Boston MA 02109	Real estate investment
Front Bay LLC	Peter E. Georgantas, signatory	22 Brimmer St., Boston MA 02108	Dealing with interests in real estate
238 Lexington Street LLC	George W. Gately Jr., manager	One Summit St., Woburn MA 01801	Real estate and interests therein
Brady Sullivan Pacific Mills II LLC	Shane D. Brady and Arthur W. Sullivan, signatories; Christopher J. Starr, resident agent	Principal office at 670 N. Commercial St., Manchester NH 03101; Christopher J. Starr at 5 Brighton St., Belmont MA 02478	Buy, develop, manage and sell real estate

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# Massachusetts Corporations

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Corporation	Directors/Registered Agents	Address	Nature of Business
Long Harbor Properties LLC	Machelle Cherry, Hugh Pollard and Pierre Priestley, sigs.; Patricia Flowers, resident agent	Principal office at 10 South Lasalle St., Ste. 3100, Chicago IL 60603; Patricia Flowers at 265 Franklin St., Boston MA 02110	Hold title to real estate
Rhino 155 Will Drive LLC	Michael Olson, manager	101 Tremont St., Boston MA 02108	Real estate and interests therein
Bee House LLC	Timothy R. Lynn and Gary J. Sullivan, managers	Principal office at 4330 21st St., San Francisco CA 94114; MA office at 414 Commercial St., Provincetown MA 02657	Real estate activities
Concert Blue Hill LLC	Paul Nanula, signatory	C/o FC Golf GP II LLC at One Coastal Oak, Newport Coast CA 92657	Own a country club
17 Frankfort LLC	Alexander Hodara, signatory	C/o the Grossman Cos. at 859 Willard St., Quincy MA 02169	Deal with certain real property at 17 Frankfort St., East Boston MA
Iroquois LLC	Adam Sarbaugh, manager	1451 Tremont St., Boston MA 02120	Manage and purchase comm. & res. RE
Centerplate JH Holdings LLC	Keith King, Hadi Monavar and Chris Verros, signatories	2187 Atlantic St., Stamford CT 06902	Interests in real estate
301 North Elm LLC	Scott A. Hunter, manager	301 North Elm St., Westfield MA 01085	Acquire, lease, manage and sell real estate
HRES Lawrence LLC	Paul Beck, manager	Principal office c/o Hunt Real Estate Services Inc. at 5100 W. Kennedy Blvd., #100, Tampa FL 33609; MA office at 4 Phillips Pond Ln., Franklin MA	Real estate services
FC Bravo Manager LLC	Brian Beckwith, Scott E. Brown and Davis Russ, signatories	3500 Lenox Rd., Ste. 510, Atlanta GA 30326	Own real estate
FC Encore Manager LLC	Brian Beckwith, Scott E. Brown and Davis Russ, signatories	3500 Lenox Rd., Ste. 510, Atlanta GA 30326	Own real estate
115-119 Charles Street Waltham LLC	Jerome E. Nocera, manager	22 Lisa Ln., Waltham MA 02451	Manage and purchase real estate
Auburn Court LLC	Peter Daly, Harry L. Johnson II and Mark Taden, signatories	C/o Homeowner's Rehab Inc. at 280 Franklin St., Cambridge MA 02139	Deal with affordable housing projects
Stoughton Ice Center LLC	Stephen G. Anastos, manager; Peter Litman, signatory	57 French St., Stoughton MA 02072	Manage ice rinks and other facilities
34 Commercial Street LLC	Kevin Huvane and Robert Vitale Esq., signatories	Principal office at 16030 Ventura Blvd., #240, Encino CA 91436; MA office at 530 Tremont St., Boston MA 02116	Own real estate
Joy Street Townhouse LLC	Robert A. Canzano Jr. and John D. Corey, managers	84 Mt. Vernon St., Boston MA 02108	Buy, develop, lease, manage and sell real estate
Plymouth Downtown BVL Operating Group LLC	Christopher Gistis, Glenn Gistis, Lawrence Kasser and Michael Sullivan, signatories	269 Hanover St., Ste. 2, Hanover MA 02339	Invest in and own real estate
28 Parker Street Investments LLC	Alexander J. Hodara and Vincent Vomero, signatories	C/O Raining Combos LLC at 154 Maverick St., Ste. 200, East Boston MA 02128	Interests in real estate
35 Colrain Road LLC	Anthony W. Franciosa III and Stephen Franciosa, managers; Mark Dickinson, resident agent	Principal office at 10 Merrimac St., Seabrook NH 03874; Mark Dickinson at 30 Rivercrest Dr., West Newbury MA 01985	Real estate business
Mortgage Bridge Solutions LLC	Marangal Domingo, Hank Sigmon and John Weidert, managers	3555 SW 153rd Dr., Beaverton OR 97006	Investing in first trust deed loans
110-112 Gore Street LLC	Douglas A. Yoffe, manager	50 Follen St., Cambridge MA 02138	Lease, own and sell real estate
Chapel Business Partners LLC	Kambiz Shahbazi, manager	130 New Boston St., Ste. 303, Woburn MA	Dealing with interests in real estate
SDC Watertown Partners LLC	Kambiz Shahbazi, manager	130 New Boston St., Ste. 303, Woburn MA	Dealing with interests in real estate
SCD 1350 Boylston Partner LLC	Christopher T. Cardinale, Shawn Hurley, Mats Johansson and Per Axel Wingard, managers	C/o Skanska Development at 253 Summer St., Boston MA 02210	Real estate investment
J&R Investment Properties LLC	Raffaele Calabrese and James Allen Mazzarelli, managers	43 Norfolk St., Torrington CT 06790	Real estate investment
The Smart Group Holdings Inc.	Stephanie Lee, pres. and treas.; Christopher Noon, sec.	201 Boston Post Rd., Ste. 202, Marlborough MA 01752	Deal in real property
Forest Hills Three Nineteen LLC	Joseph Donovan, manager	C/o Mayo Group at 1495 Hancock St., Quincy MA 02169	Acq., develop, lease, operate & sell real property
EIP 200 Shuman Ave LLC	Donald Levine, pres.; Lewis Heatfz, treas. Richard Gass, sec.	C/o Equity Industrial Partners Corp. at 145 Rosemary St., Ste. E, Needham MA	Deal with real estate
South End 11 LLC	Bruce Beal, Jeff Blau, Mike Brenner, Sue McGuire, Rich O'Toole, Steve Ross and Kim Sherman Stampler, managers	60 Columbus Cir., NYC 10023	Real estate investment
Smiley West Broadway LLC	David Pogorelc, manager	41 West St., Ste. 800, Boston MA 02111	Deal in real property
CBC Real Estate Inc.	Michael Dutra, president; Caitlin Gaiewski Gannon, treasurer; Kenneth E. Russo, secretary	101 Church St., Ste. 9, Whitinsville MA 01588	Business of real estate

## CBRE Multifamily Debt

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More recently, Kelly and Dylag assisted a borrower in getting \$14.0 million to fuel their 53-unit multifamily project planned in Quincy known as Liberty Place. First Niagara Bank was the lender there at 999 Hancock St. on behalf of BP Liberty LLC, an entity which acquired the property in May for \$2.09 million, with the multifaceted instrument obtained in late September. Peter McLoughlin is the man-

ager of BP Liberty LLC. "We were happy with the financing terms that CBRE/NE sourced for this development," McLoughlin says in a statement regarding the loan which has the project already under construction. Calling the developers "a pleasure to work with," Kelly says the first-class project attracted a strong pool of lenders.

"Our client was looking for a low cost of capital during construction but also wanted to mitigate long-term interest rate risk," Kelly recounts, and ultimately First Niagara was able to provide a scalable interest rate

hedging strategy for an all-in-one construction-to-permanent loan structure."

With the normally torpid summer remaining active, a verve attributed to the popular multifamily market and rumblings over interest rate increases, Kelly acknowledges the latest stretch has been "non-stop," and relays there has been little time to rest on their laurels as the deal flow continues. "We are seeing activity in all areas of the market," he says. "That is pretty rare, but we have done a bit of everything this year." ■

## Griffin Team

continued from page 1

building complex some say could bring \$65 million for its share of the asset owned jointly with National Development, the well-known Newton firm which intends to retain its position as operating partner. Having won the listing while still at C&W, the credit and company's portion of the proceedings from a sale will go to that firm even while being processed by the Newmark crew which is said to have launched the deal this past week while still settling into their new digs.



Edward C. Maher Jr.



Matthew E. Pullen

Capital Markets members "are right back at it," according to one CRE veteran familiar with the investment sales activity in metropolitan Boston who has seen marketing materials for Constitution Center. "It's business as usual," maintains another. The arrangement for changes of brokers and other professionals from one CRE firm to another is part of standard contractual agreements, but that element has been especially prevalent this season due to the region's talent flying around at unprecedented levels, with marquee principals on the move including Christopher Angelone and William Moylan joining JLL from CBRE/NE just after that firm welcomed veterans David J. Pergola and Brian R. Doherty from DTZ following a wildly successful launch of that group's New England capital markets platform. The seismic C&W/Newmark shift, first detailed by therealreporter.com, was preceded by a springtime disruption to the brokerage landscape when the Colliers International retail team came to 470 Atlantic Ave. led by Ted Chryssicas, an 18-year veteran of that company who pointed to Newmark's Gotham dominance in retail as a key attraction.

Named Executive Managing Director at Newmark, Pullen acknowledges the Charlestown exclusive but declined to discuss details including pricing on the asset or other elements including obligations/rights regarding deals launched at C&W. Given



Constitution Center, Boston MA

that the firm was on its way to another blockbuster year when the abrupt shift took place late last month, it could be a while before the bifurcated process is exhausted, although multiple professionals who have dealt with such matters insist the semantics are not overly daunting.

NatDev has owned Constitution Center since 1999, with the 177,000-sf property early in its existence popular as an off-price option to downtown and North Station, a quick jaunt across the North Washington Street bridge, but observers say the complex is seen less now as an outpost and more centerpiece of a submarket rapidly filling in between Sullivan Square and Causeway Street. Features touted in promotional materials include a stand-alone Bright Horizons day care center and structured parking accommodating 430 vehicles, plus being in a unique setting on 8.1 acres of waterfront property whose backdrop includes the USS Constitution and the Charlestown Navy Yard, which has been transformed this millennium to feature office, residential and retail uses, many forged out of historic structures from its working port legacy set against views of luxury yachts and the Boston skyline.

Totaling 1.9 million sf in the JLL third quarter 2015 office space survey, Charlestown's inventory has a direct vacancy of 11.7 percent, down from 14.0 percent

to begin the year thanks to over 37,000 sf of positive net absorption. The average asking rent of \$36.51 per sf is up 3.0 percent YOY and was just \$31.40 per sf one year prior. That still represents a better deal for ten-

ants than the \$42.81 per sf average for North Station—up a whopping 30.0 percent YOY—and the Financial District average of \$54.68 per sf, up 6.9 percent over Q3 2014.

Newmark is also promoting Constitution Center as an "attractive upside opportunity" thanks to a 28 percent delta on market versus in-place rents, as well as a chance to reposition into a modern design and possible conversion to medical office use. On the case helping bidders decipher the deal besides Griffin, Maher and Pullen are Timothy Bianchi, Samantha Hallowell and Judith B. Ravech.

Based in Newton, National Development is active throughout metropolitan Boston with a broad stripe of ventures including acquisition and development of nearly all product types and specialty fields such as medical office and senior housing. Principals include

President Thomas M. Alperin and Managing Partners John J. "Jack" O'Neil III and Theodore R. Tye. Their focus of late has been development of the Ink Block, a highly acclaimed mixed-use restoration in the South End focused around the former Boston Herald headquarters. ■



Thomas M. Alperin



John J. O'Neil III



Ted Tye

# 101 Merrimac St.

continued from page 1

Secured is reportedly orchestrating the agreement that is said to be valued in the \$80 million to \$82 million range yet will still leave the current owners a minority share and role as operating partners.

“That is happening,” one market watcher conveys to Real Reporter in claiming the process is nearing its conclusion, and



Brian Barnett

when that occurs it will change the ownership 18 years after H.N. Gorin acquired the building for \$22.9 million in March 1997. The asset is presently home to an eclectic mix of tenants, including law firms, professional services companies and several healthcare groups including Massachusetts General Hospital, whose main campus flanks North Station.



Peter Joseph

A venerable family owned company dating to 1909, H.N. Gorin’s leadership includes Rosalind Gorin, daughter of company namesake and founder Harry Gorin, and Kristian Gibson, who did not respond to a phone inquiry as of press deadline regarding the pending sale. Also keeping quiet is the Eastdil Secured Capital Markets team, a group led in New England by Brian Barnett, Peter Joseph, Sarah Lagosh and James McCaffrey, while efforts to contact Artemis officials were also unsuccessful.



Sarah Lagosh



James McCaffrey

Eastdil has enjoyed an eventful 2015 already, having negotiated one of the country’s largest stand-alone deals of the year in Oxford Properties and a partner paying \$1.3 billion for a pair of Back Bay office buildings at 222 Berkeley St. and 500 Boylston St. The firm in recent years has taken on exclusive listings for other urban office buildings in both Boston and

Cambridge and has been identified by multiple sources as having the 101 Merrimac St. assignment. As to pricing, most spoken to put the range between \$503 to \$515 per sf, with one question unanswered being how much a position H.N. Gorin will keep in the asset. The approach will apparently mimic other landlords who have increasingly opted to stay in on an asset should the buyer agree, and many of those have done so in hopes of drawing on the local knowhow of such companies.

Endless examples abound, including Campanelli and Trigate Capital, Synergy Investments and several firms it has joint ventures with such as GreenOak and a group of Chilean investors. KS Partners has been on a buying spree the past 18 months fueled by the likes of hedge fund giants Baupost and Oaktree, the latter firm joining KS founder Kambiz Shahbazi in buying a three-building campus in Andover eclipsing one million sf of space for \$59.5 million last autumn.

Artemis RE Partners is headquartered in the Washington DC market but has been an active player in metropolitan Boston, with current assets held regionally including 10 Fawcett St. in Cambridge, a 130,000-sf first-class office building held in a venture with Griffith Properties since June 2013 (\$31.3 million) and more recently the firm joined forces with Saracen Properties to take on Clock Tower Place in Maynard, as detailed in July by Real Reporter upon a 102,000-sf lease signing at the complex which encompasses 1.1 million sf.

The Artemis operation was formed by Deborah Harmon and Penny Pritzker in the depths of the last recession in 2009 and has raised over \$1.8 billion of investor equity for two funds, one an \$800 million equity core-plus account targeting stabilized assets and mezzanine debt in pri-



101 Merrimac St., Boston MA

mary and secondary markets and the other a value-add opportunistic fund of \$580 million structured as a comingled blind-pool discretionary private equity fund looking for “situational distress and transitional assets in recovering and growth markets.”

North Station is hardly recovering but it is certainly a growth market, as evidenced in just-released research from Newmark Grubb Knight Frank showing YTD positive net absorption of 240,152 sf to put vacancy at a scant 2.6 percent, making options limited in a submarket of only 2.56 million sf and helping to drive asking rents upwards to \$40.49 per sf. ■

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## Gloria Goodwin

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The corner of Brighton and Pleasant Streets (Route 60) bears a closer resemblance to bustling Waltham a few miles west, with Goodwin pointing the opposite direction to the road's intersection at bustling Route 2 a few lights from 334 Pleasant St.'s perch as being the reason, that among one of the state's busiest roadways off which many motorists access Route 60, itself a main roadway. Not surprisingly, there are two gas stations at the Belmont intersection along with another commercial building across the street. Even with an unending flow of traffic, Goodwin says entreaties to several name-brand retailers about the 14,500-sf parcel's availability received insufficient interest.

Any exasperation faded when Colomba was introduced to the property following a slight price adjustment by the seller who remained firm on the caveats. The ultimate buyer says he is impressed by the site's size and visibility and was encouraged by the traffic counts enough to accept all terms. "I consider it a good investment," Colomba says of the property whose primary tenant, a mini-market, has been shuttered despite having once been a popular store. A restaurant might function there, according to Goodwin, who deferred to Colomba questions regarding his vision, an offer he did not



Photo: Derek Szabo

accept in explaining to Real Reporter that he wants to confab with the community and town officials before crafting a plan.

These have been active times for the buyer, a regional builder who this year opened Brelundi, an eatery celebrating his native land in southern Sicily. The establishment is at 16 Felton St., one of several commercial buildings in which he holds interests, with 334 Pleasant St. part of a 1031 exchange from a prior sale along with other buildings he is pursuing including a 76,000-sf warehouse in Hanover listed by Stubblebine Co.

Colomba acquired the Belmont asset

through 334 Pleasant LLC. Goodwin's client was 334 Pleasant Street Realty TR, whose managers are Gerald A. Aiello, Robert V. Aiello and Virgil J. Aiello. The building last changed hands in May 1988 for \$1.02 million. For Goodwin, the listing did require a little extra initiative and determination, yet she says the catalyst was fulfilling the seller's goals. "A lot of people said it would be impossible to find an all-cash buyer (not requiring) contingencies, but we did it," she says. "We are very happy with completing something people said could not be done for our client." ■

## Nordlund Deal

continued from page 8

Based in Danvers, Nordlund Associates Inc. is a full-service commercial real estate firm founded by Everest in 2002 which touts "traditional and innovative strategies" for helping investors, landlords and tenants fulfill their CRE needs. The company has had an active 2015 with another industrial building at 129 Ballard St. in Saugus harvested for \$950,000 in which Everest and Trigione handled both sides of the transaction. People's United Bank had engaged Nordlund to market the 17,000-sf property that is also leased to multiple tenants, with the broker procuring the buyer, 129 Ballard Street LLC, an entity managed by Donald A. Devivo of Saugus. The building is situated close to Routes 1A, 107 and 129.

One month prior to that, the firm



339 North Main St., Middleton MA Ave., Watertown MA

advised seller Ured LLC in its \$900,000 disposition of a 4,725-sf office building at 240 Newbury St. in Danvers, a free-standing structure on 1.4 acres acquired by Vistera Group LLC. That group is man-

aged by Michael Garvin, while Akbar Olia and Mojkan Olia are the principals at Ured LLC. North Shore Bank loaned \$720,000 to Vistera Group to facilitate that acquisition. ■

# Bierbrier Development

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business, if you don't grow, you die."

Bierbrier certainly raised his platform in the South Shore Place exchange which brokers at HFF had lined up suitors from across the globe before his Lexington-based concern unexpectedly won the listing handled by HFF Managing Director Coleman Benedict, Director Benjamin Sayles and Analyst Patrick McAneny. It also showed off his penchant for complicated real estate in that seller Carpenter & Co. had structured South Shore Place as a retail condominium built on the site of the landmark Braintree Sheraton that has now been converted to another hotel, with the developer carving out a piece of the site for the retail center. The purchase was also part of a reverse exchange involving the Brockton Stop & Shop that closed this summer.



Steven Brigham



Frank Giso



Ronald Dattoli

Bierbrier also gives a shout out on the financing to Brian Corcoran of Ackman Ziff who shopped the loan before Wells Fargo stepped up with its proposal. "Brian does an excellent job for us," says Bierbrier, who engaged the broker to refinance three existing assets including Wellington Circle as a way of raising \$12 million to help fund South Shore Place. It also underscores the amount of preparation put into that deal which came about as Bierbrier and the firm's leasing and marketing director, Christine Cannon, set about to identify a project that would meet their objectives in size and complexity, with the pair ultimately deeming the Braintree opportunity to be the best fit.

To support the larger program, the company has been bringing on new talent, this past month hiring Lori Meade and Diane Kendall as Real Estate Accountant and Executive Assistant, respectively. "As we continue to grow our portfolio, we are delighted to have Mrs. Meade and Ms.



South Shore Place, Braintree MA

Kimball join us to strengthen the infrastructure in administration, management and marketing of Bierbrier Development," says Bierbrier, pointing 20 years of related experience at such firms as Boyd/Smith, Cambridge St. Realty and Equity International for Meade, a graduate of Boston University.



Diane Kendall



Lori Meade

Bierbrier, who last year made a key hire in Cannon, an industry veteran whose prior stops included Boston Properties and Cassidy Turley.

Even as he delegates responsibility in those duties, Bierbrier hearkens back to his days on the front lines as a broker in advising anyone entering the arena to "keep your ear to the ground" and be mindful of dramatic swings in tenant demand, staying

ahead, perhaps, of the VCR store meltdown and making sure one does not miss new trends ala the medical retail tenant which is already populating multiple Bierbrier addresses with more anticipated.

"Every day is a new day," he says. "You have to stay close to the market and pay attention to what is going on," he says, maintaining regular site visits to interact with consumers and merchants is a worthwhile approach. "Christine and I work very hard on leasing every day," he says. "We want to know how everybody is doing, and if there is an issue, we want to work with the tenant to see if we can resolve it." Broker relationships are also critical to maintain, he says. "We want to know who is coming and going at all times," he says, crediting those professionals for connecting with a company from London, and seeking new users, as in the case of the medical trend. Broker Andrew Mahr negotiated for Partners Urgent Care on its lease at Bierbrier's Needham Street Village Shops, giving that project a high-credit tenant combining Partners Health Care with a Texas organization.

Going forward, Bierbrier says he is hoping to bring in a senior asset manager to serve as the firm's second in command and has retained the same HFF team of Benedict, Sayles and McAneny to present partnership opportunities that would increase the firm's buying power, a strate-

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## Sales Perspective

continued from page 2

veteran James Elcock, co-head of the firm's Suburban Brokerage team, who described the event "as a back-to-school, beginning of fall, quick tutorial on what's happening in the marketplace."



James L. Elcock

Elcock began the discussion by noting the continuation of one recent trend—a willingness among tenants to widen their search when pursuing relocation options. "Over the last two or three years, we've seen blurred lines in Boston and the suburbs," observed Elcock. "A tenant that may be looking in Newton is also looking in the Back Bay, and a tenant looking in Burlington may also be looking as far south as Quincy. So we're seeing a lot more movement in the marketplace—which we have never seen before."



Kevin Brawley



Brian Flaherty



Timothy Mulhall

The panel discussed other dominant trends, including the migration both to and from the Boston/Cambridge markets by relocating tenants; the repositioning of properties by owner/developers to incorporate live, work and play elements; and how vacancy can be perceived as either a liability or an opportunity by landlords and tenants.

An in-depth discussion regarding "re-invention" of the aging stock of suburban properties by new owners kicked off the panel discussion. "The theme of re-invention centers around the idea of highest and best use," Perry observed. "Landlords, owners and developers are acquiring dated or underutilized properties and are injecting new life into them to meet the needs of the 21st century tenants."

Perry cited 200 Smith St. in Waltham, the 375,000-sf flex office property formerly owned by the U.S. Postal Service that was



Clock Tower Place, Maynard MA

acquired by Anchor Line Partners of Boston and their capital source, Northwood Investors, for \$39.5 million this summer, a deal first unveiled by Real Reporter. Anchor Line plans to reposition the property as a model of sustainable re-use, with the hopes of duplicating the value-add success that Intercontinental Real Estate Corp. achieved with 117 Kendrick St. in Needham and 48 Woerd Ave. in Waltham, two properties the Brighton firm harvested in the last year.

Re-positioning efforts are paying dividends for owners in a number of markets, including the Davis Cos. makeover of the 475,000-sf Bedford Business Park into the Xchange at Bedford (which signed Multiplan to 77,000 sf in the spring and Datawatch to another 20,000 sf this summer); plus Saracen Properties and Artemis Real Estate Partners, who acquired the 1.1-million-sf Clock Tower Place in Maynard in the spring and will extensively renovate the brick-and-beam complex to lure tech companies. They have already inked Stratus Technologies to a 102,000-sf pact and craft brewer Battle Road Brewing Co for 12,000 sf to open a brew pub. There has also been the repositioning of Canton Corporate Place at 15-45 Dan Rd. in Canton by John Flatley Co., which following major improvements that included the addition of 5,000-sf of co-working space, signed five tenants to

an aggregate of 70,000 sf this spring at the 278,000 sf building. "These are leases that presumably would not have been transacted otherwise," noted Foster of the Dan Rd. redevelopment strategy.

More radical transformations are in the works. In Braintree, 166 Forbes Rd. is being repurposed into a 140-key Marriott hotel, and in Westborough, Signature Healthcare will redevelop an obsolete, 88,000-sf office building at 300 Friberg Pkwy. into a mental health facility after being purchased from the Campanelli/Trigate JV for \$6.2 million in June. As successful as these redevelopments are expected to be, Glor issued this caveat. "One thing you have to be careful of, is that all of these build-

“  
If you ask 10 or 100 people what is driving the market, it's the millennials.  
”

JAMES L. ELCOCK  
Colliers principal

ings that we're talking about are fairly well-located," he stressed, citing an office building being converted into a medical office facility near Brimbal Avenue in Beverly — where construction of a new overpass will coincide with the development of a Whole Foods-anchored plaza. "While (investors) are going after these buildings and turning them into better, higher uses, they're still very well-located."

Brawley reported on another intriguing trend in the suburbs—rise of the owner-occupier, where users are purchasing multi-tenanted buildings and taking over  
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## Sales Perspective

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the space themselves as the leases expire. IPG Photonics – which occupies 500,000 sf in Oxford – purchased a three-building campus in Marlborough for \$32.4 million in January, immediately occupied 12,000 sf there at 377 Simarano Dr. and plans to expand into the balance of the property as space becomes available at 257 and 259 Cedar Hill St. And eClinicalWorks, which purchased and occupied the 100,000-sf 2 Technology Dr. in Westborough in 2010 and the 65,000-sf 1 Technology Dr. in 2012 (and has methodically moved into that facility as tenants relocate), this past week purchased 900 West Park Dr in that same MetroWest community.

The steadily improving economy, particularly in the tech sector, is translating into heightened demand in the suburbs. In the 12 months from the end of Q2 2014 through Q2 2015, the vacancy rate for the 133-million-sf market has dropped from 18.9 percent to 17.2 percent, with over 2.2 million-sf of positive net absorption. Rents in the core markets are rising, with Route 128 Central now commanding \$35-45 per sf, so value-add investors are looking to purchase vacancy in select submarkets.

“Investors are really looking at vacancy



Canton Corporate Place signed 70,000 sf of leases after landlord John Flatley Co. upgraded the facility at 15-45 Dan Rd. in Canton MA

on a case-by-case basis,” relayed Munhall, stressing that the farther from the CBD investors venture, the less likely they are interested in purchasing assets with substantial vacancy. “(But) when you get into the core markets – whether it’s Waltham, Burlington, or Cambridge – the buyers are looking for some type of vacancy where they can get their hands on it from day one and get in and start adding that value.”

That was supremely evident in King Street Properties’ buy of 87 and 200 Cambridge Park Dr. in the Alewife section of Cambridge in June 2014. The developer purchased the 220,000-sf 200 Cambridge Park Dr. for \$190 per sf, “upped the base

building, added amenities and multi-tenanted the property, and fully leased the building . . . with leases rolling in next three to seven years. And they’re going to flip it Q4 or Q1 of next year for \$700-\$750 per-sf. Not terrible,” said Flaherty.

Following the event, Elcock was asked about the strategy of the millennial-led program. “I think if you ask 10 or 100 people what’s driving the market, it’s the millennials,” said Elcock. “Millennials are driving-slash-demanding what we see developers are looking to provide, because if they get it right with the millennials, they’re going to generate some real estate transactions.” ■

## Bierbrier Development

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gy that other regional CRE firms have embraced in recent years where capital coming into an unfamiliar market seeks out a local expert who can uncover diamonds in the rough or even polished gems such as South Shore Place.

“We want to do deals that are larger than we have done in the past, and for that, we will need partners who are interested in taking on a component of risk that will differentiate us from our competition,” he says, with South Shore Place put under agreement minus any contingencies. That did make the final days before closing a bit tense, but Bierbrier explains it was the best way to beat out other competitors, and since Cannon and he had done their due diligence in advance, he felt comfortable in taking that gambit. “When we decide to focus and fixate on something, we know it like the back of our hand,” he says, relaying the Braintree asset has virtu-

ally no competition in that area which is across from the landmark South Shore Mall. With rents there nearly double that of Bierbrier’s property, he anticipates any vacancies that might occur would attract price-conscious tenants from that property.

Bierbrier has another reason for stepping up his game after 40 years. “It’s more fun at the higher price point because you are dealing with very bright, able people, and for me, that’s more stimulating that doing the simple stuff,” he says. Those who know him, however, might argue that would be a reciprocal relationship in being able to glean insight from the industry veteran who used to teach real estate at Harvard University’s Graduate School of Design, and despite being an unabashed fan of risk, has never lost a property during his tenure in a market that has endured at least four major downturns. “Not one blemish in 40 years,” he says of the track record, a result many of the country’s largest players would be unable to replicate. “I do feel bringing a pristine reputa-

tion to the table is going to get us noticed,” he says, providing one simple rule for his longevity. “We really focus on picking good real estate,” with an aim of keeping his activities going forward inside Route 128.

Bierbrier also relies heavily on several veteran staffers in key positions, including CFO Steven Brigham, on board since 2002 providing “extensive high-level financial management experience” as controller for two regional real estate firms and at Brodie Inc. Senior Property Manager Ronald Dattoli has been at the firm since 1984 overseeing tenant and vendor coordination, space fit out and repairs plus oversight of the entire portfolio. Corporate counsel Frank Giso “retired” from Choate Hall & Stewart in 2014 and joined Bierbrier following 30 years of representing the firm. Listed in Best Lawyers in America and a Massachusetts “Super Lawyer,” the Cornell Law School graduate was chairman of Choate Hall’s Real Estate Department and advised in his years there a range of clients including developers, lenders, non-profits and REITs. ■

# KS Partners

continued from page 1

ment via separate exclusive listings, the Newton asset being Fairlane Properties' Chapel Business Center at 59-85 Bridge St. that totals 80,000 sf of brick-and-beam office space while the Watertown opportunity is comprised of two older commercial structures and a parking lot owned by the Society of Jesuits of New England. It is



David J. Pergola



Brian R. Doherty



Bruce Lusa



Jenna J. Skaar

being promoted for being in one of metropolitan Boston's hottest submarkets with substantial flexibility allowing for future uses ranging from light industrial and laboratory space to multifamily, office and retail construction.

The assignment there and for Fairlane are exclusive listings of Brian R. Doherty and David J. Pergola, previously the creators of DTZ's New England Capital Markets platform prior to that firm's merger with C&W. They are now partners at CBRE/New England and members of its investment sales team. As part of the normal industry agreement, C&W/DTZ will be credited with the listings that are expected to close by year's end and receive compensation minus an amount reserved for the brokers. Joining Pergola and Doherty on the assignment are Vice President Bruce Lusa and Financial Analyst Jenna J. Skaar.

Presently, parties involved in the process in each instance are remaining mum, with Fairlane Properties President Michael Grill declining comment while calls to Pergola and Shahbazi were not returned by press deadline. The larger of the deals appears to be Chapel Business Center, with indications it could yield close to \$250 per sf, or above \$11 million should that prove accurate.



165 Dexter Ave., Watertown MA

One industry professional spoken to maintains such an outcome is possible given the competition for such product, crediting the influx of capital into both communities as pricing for downtown and Cambridge remains prohibitive for many investors, Shahbazi himself lamenting in a prior Real Reporter article the thin returns which take longer to realize for urban core investments. Fortunately, as capital is forced outward, so too are tenants seeking to escape rising rents, making the inner suburbs especially attractive for both constituencies, and the Newton/Watertown communities have been recent beneficiaries of those trends.

"That node has been very active," one industry professional says of the Newton/Watertown corridor that has been an established venue for office users for many years, but more as a cheap alternative versus a preferred destination. A new coalition has formed known as the Chapel Business District to promote growth and improve infrastructure between Watertown Square and downtown Waltham, touting it as a Live/Work/Play district.

The Watertown buildings at 165 Dexter Ave. and 85 School St. abut each other on

a 1.5-acre lot a few blocks from Arsenal Street and the headquarters of athenahealth, a dynamic healthcare technology company that has helped solidify the neighborhood as a viable business destination. Real Reporter detailed in May the launch of 165 Dexter Ave. and 85 School St., an assemblage which totals 43,000 sf deemed "a great value-add opportunity" by Pergola in the article, and if pricing said to be near \$150 per sf proves accurate, it appears suitors agreed, including the KS Partners contingent that will pay an estimated \$6.5 million for the buildings. The 85 School St. previously served as headquarters for the Jesuit group and the other at 165 Dexter Ave. an 11,300-sf facility leased to New England Flag & Banner Co. to 2018, putting occupancy at 26 percent.



Michael Grill



Hillary Brown

LWP elements are rapidly making Watertown a desired destination for millennials and companies feeding off Cambridge, termed in promotional materials to be "one of Boston's newest and emerging suburban marketplaces" that includes the addition of 1,300 luxury apartments and an overhaul of the aging Arsenal Mall into a diverse mixed-use complex anchored by lifestyle center retail.

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# KS Partners

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The marketing effort also points to a large number of bus lines connecting to Boston and Harvard Square, while highway access is also superior and for those commuting by vehicle, the Watertown portfolio has 87 parking spaces, 33 of them in a nearby lot at 60-64 Cypress St.

Chapel Business Center prospects were advised of a facility that is 91 percent occupied and provides one of a few available options for "open, innovative brick-and-beam space" repurposed as office space from an 1890's-era textile manufacturing plant constructed with heavy timber, masonry bearing walls and stone foundations, a composition found in many Seaport District properties available "at a fraction of the cost," with one of the selling points to investors being the ability to increase rents which are below market even for Newton.

The existing tenant roster features staggered lease expirations and represents a diverse lineup of companies including advertising and marketing groups, technology firms and those in the leisure, travel and wine importing fields. Existing rents run from the mid- to high-teens per sf with less than 7,000 sf available overall.



85 School St., Watertown MA

KS Partners has been on aggressive buying spree the past 18 months with a focus on the suburban realm extending out as far as Andover where the firm and Oaktree Partners paid \$59.5 million in 2014 to acquire over one million square feet at Brickstone Square. Other assets are in such communities as Billerica, Braintree, Dedham and Westwood. The company apparently has no other Watertown buildings, but does own a pair of office properties on Needham Street in Newton held since the 2000's.

If pricing proves accurate, Fairlane Properties would cash out of Chapel Business Center well above the \$6.95 million spent to acquire the complex in July

2007. Only 70 percent filled at the time, Fairlane leased over 30,000 sf following a capital improvements campaign that provided various upgrades including improved fencing and landscaping plus new signage. Since its launch in 1997, Fairlane has acquired numerous assets in Boston and surrounding communities as far a field as Boxborough and Westwood, its principals including Grill, a former planner for the Boston Redevelopment Authority, and Hillary Brown, who focuses on asset management, brokerage and leasing.

Sources claim non-refundable deposits are hard on both the Newton and Watertown listings, with separate closings anticipated over the near term. ■

# CT Apartments

continued from page 5

in the Hartford office cobbling together the intricate package.

Having knowledgeable institutional capital on both the debt and equity sides was



Kyle Juszczyszyn

key to consummating a "fabulous transaction," says Riccio, who serves as co-leader of national production for the firm's debt and equity division. "The institutional investor did a phenomenal job working with Marty Kenny and his team to bring Marty's conceptual ideas into reality," he explains while also praising Wells Fargo Bank. That lender "performed strongly to help this deal close within a fixed timeframe and delivered a great loan structure to our team," Riccio says in predicting a positive result. "The beneficiaries will be the tenants who will live at the property once it is complete,

and the town of Glastonbury, who will benefit from this tremendous adaptive reuse of the old Flanagan's tannery," he outlined.

The \$35-million venture calls for converting the historic mill into luxury apartments with top-of-the-line amenities and finishes



Flanagan's Landing, Glastonbury CT (RENDERING)

plus in-unit dryers and washers. Besides proximity to town center, the property will offer on-site attractions including a cyber-lounge, fitness center, in-ground saltwater pool plus picnic and sundeck areas. Over 6,100 sf of commercial space will be incorporated into the building for a restaurant and will include an outdoor patio overlooking Roser's Pond with roof-top wine

terrace. Lexington Partners is also preserving 11 acres along the eastern perimeter where tenants and their pets can enjoy walking trails.

Based in Hartford but with operations in other parts of New England as well as Florida, Lexington Partners has been in business for 33 years as a developer, manager and owner. ■

## Fulcrum Partners

continued from page 6

the right deal come along, as evidenced in the Ocean State purchase, an opportunity deemed worth the hour or so drive from their Needham headquarters.

In that situation, the Arizona-based institutional owner reportedly had decided 60-70 Centre of New England Blvd. was out of kilter with its platform and unwilling to perform the necessary work to replace an existing firm which was departing even though its broker had tenants interested in leasing. “It had a little bit of hair on it and a lot of moving parts, and that is the sort of deal we feel we can make a difference with,” Kirschner relays of a real-world example that shows institutional capital concentrating on CRE beyond the realm Fulcrum intends to dwell, its “sweet spot” being \$2 million to \$10 million.

Kirschner and Putprush did have plenty to keep them busy putting the complicated Coventry venture together by a June 17th deadline. The date was made with one day to spare after surviving a gauntlet of title, management and tenant issues while locking down the necessary capital and financing and securing city permits from such officials as the building inspector and fire marshall.

“It got a little crazy,” Putprush accedes, but having finally tied the property up and bringing in two tenants to lease the entire space—including one firm signing on for 10 years—the new owners are eager to point out the benefits of 60-70 Centre of New England Blvd. they feel sets it apart from competitors in the Greater Providence industrial market, one of those features being a cross-dock facility with 28 doors and relatively new construction (1998) plus high ceilings to 20 feet while being in a business park right off Interstate 95 at Exit 6A. The property was had for \$1.6 million, “significantly below replacement cost,” Kirschner says while also pointing to the 3.7-acre land site that can deliver another 35,000 sf.

Fulcrum is weighing whether to harvest the parcel at an anticipated return of \$100,000 to \$150,000 per acre, or determine whether it can be developed in-house. One of the benefits for an independent shop, according to Fulcrum’s



60 Stergis Way, Dedham MA

founders, is in being deliberate deciding what prospect makes the most sense for their investors, who come from the collective databases compiled through the years and are expected to have varying risk appetites that the firm will seek to uncover appropriate targets.

“  
The leverage that  
we use is from our  
institutional careers and  
relationships we have  
(formed) raising equity,  
and our deep knowledge  
in certain markets that  
we feel will enable us to  
magnify returns.

RICHARD E. PUTPRUSH

“Our goal is doing good deals,” says Kirschner, with the company hopeful of landing another property by year’s end, but free to decline should nothing materialize tantalizing enough. “Each one has to stand on its own merit,” says Putprush, who has been a part of nearly one billion dollars in CRE transactions during his career, a period that included doing bank workouts in the Savings and Loan crisis of the early 1990s and highlighted in 2002 in

winning the Greater Boston Real Estate Board’s Investment Sale of the Year.

And while subscribing to the patient approach, that does not translate to a passive one, stress the principals. To wit, Putprush says the background counseling lenders in the S&L era could be a help as the slow tide of 2008 problem assets finally wend through the system, often in need of immediate attention. For the right opportunities, Fulcrum is offering their platform as a solution and may even approach those facing such matters. “We are being a little unconventional—we aren’t just waiting for deals to come to us,” says Putprush, although both Kirschner and he extoll the value of having brokerage relationships with knowledgeable professionals they credit for introducing them to the Rhode Island and Massachusetts holdings, in the latter case Steve Woodworth of Savills Studley while Hayes & Sherry principal Jeff Finan alerted them to the leasing interest in Coventry with the idea that a seasoned buyer could pull the disparate strings together to sate everyone’s needs.

And that they did, with Ryan Herco Flow Solutions taking 21,600 sf for 10 years with options out to 2045 while SolarCity secured the remainder in a 49-month agreement and options to 2023, each with annual rent increases for the base term and option periods. Besides Finan advising the seller and buyer, Tom Barry negotiated for Ryan Herco and John Grady was agent representing SolarCity, a

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## EMD Serono Deals

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their client turned back to staying put in its headquarters that Perry Brokerage Associates President Beal notes was “tailor-made” for the company 15 years earlier. Such customization made a difference, Stewart agrees, and his client has reciprocated.



John H. “Jack” Spurr Jr.

and a good working relationship with A.W. Perry.” Both Beal and Stewart declined comment on lease terms but market sources maintain the pact runs another five years upon completion of the initial build-to-suit commitment in 2016.

Calling the renewal “competitive” with other first-class assets in the area, Beal says his firm was aware EMD Serono was considering other venues, a process he says emoted a measure of confidence in their property—one-time winner of BOMA’s Office Building of the Year that was always in the running for renewal—and the unsettling prospect of seeing such a legacy company filling the entire structure for its entire existence beat a path to the door. “You certainly don’t want to lose a tenant of that size and caliber, especially given their history at the building and being someone who has invested in it and

“They have treated it very well,” Stewart says of the property, with EMD Serono investing funds through the years to keep up with best practices. “They have an owner’s mentality



One Technology Pl., Rockland MA

been great to work for the past 15 years,” Beal reflects.

Now that the ink is dry, the president of Perry Brokerage Associates offered a heartfelt salutation to all involved. “It’s great news for the building, and I think everybody is happy with the competitive agreement that was reached,” he says, adding, “In the end, I think they felt it met all their needs and was the best option for their employees’ sake, and we are pleased they will be staying with us.”

By restricting the geography, EMD Serono avoided a lot of the melodrama present among companies clamoring to cluster in urban settings or be on the doorstep of MIT, an exercise that can prove frustrating in the lack of urban supply and the hefty rents required to lease the scant amount available. That fervor is driven by the relentless yen for young talent, but Stewart reports that not all companies fit that profile, with many mature

firms such as EMD Serono staffed by seasoned professionals preferring a more measured pace than the twentysomethings ostensibly crave.

Another fan of the South Shore is A.W. Perry Inc., a venerable Boston-based company active below the Braintree Split for many years on projects such as the Rockland BTS. The firm whose leadership includes President John H. “Jack” Spurr Jr. also helped wrap up the third quarter by acquiring another asset in Hingham, 90 and 90A Industrial Park Rd., the \$5.6 million spent in a 50/50 joint partnership with a private investor producing a 60,000-sf office building and land parcel totaling 8.5 acres. Beal declined to say what the new ownership’s plans are beyond calling it “a strategic move” and praising the property that came available in a bankruptcy proceeding. “It has great visibility” from Route 3, Beal says of 90 Industrial Park Rd. ■

## Fulcrum Partners

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NASDAQ-listed company touted as the national leader in full-service power systems.

The Stergis Way agreement, first detailed this summer by Real Reporter, occurred when its owners sold their landscaping business to a unit of John Deere Landscaping and chose to divest the real estate as well. Woodworth gambled that Fulcrum would recognize the value in having the tractor kingpin sign a three-year lease for the building at a rate able to pro-

vide a decent return during the pact’s brief term which also carries several tenant options for expansion. Interestingly, Kirschner and Putprush have determined a recent rezoning of 22 acres around Legacy Place—with Stergis Way right in the middle—could provide an IRR into the 30 percentile should JDL depart.

As in the case of the cross-dock component in Coventry, the buyers saw further value as an industrial site given a permit allowing for open storage, a use many communities are restricting. “Each deal needs to have a differentiator that brings that extra value,” Kirschner explains, and

there is the safety net in JDL whose rent terms on its own is projected to support an IRR in the mid-teens.

Besides Woodworth, Finan and the other brokers involved, Fulcrum’s founders praise lender Shem Creek Capital for its role in getting the platform launched with that group providing \$1,907,320 for Dedham, which the company bought for \$2.2 million and separately loaned acquisition and tenant improvement funds for the Rhode Island asset. “They were great,” Kirschner says. “They were flexible and responsive and saw the same vision we did.” ■