

Commercial Deals

MILLION DOLLAR MORTGAGES/SALES SEPTEMBER 5 - NOVEMBER 3, 2017

NOV 3RD

MTG: \$140,000,000 from **Parlex 4 Finance LLC**
ADD: 643-653 Summer St. and 300 West 1st St., Boston
BWR: Boston Harbor Industrial Development LLC, managed by Timothy A. Pappas, president

MTG: \$25,933,500 from **KeyBank**
ADD: 69A St. and 99 Athens St., Boston
BWR: CIEE Inc., managed by James Pellow, president; Timothy Propp, treasurer

BUYER: NBI Adams LLC, c/o NBCRE Partners VII Manager LLC, managed by Dean Withington Atkins and Gregory Scott Lauze
SELLER: NIP Owner I LLC, c/o Hackman Capital Partners
PRICE/ADD: \$20,450,000; 100 Adams Rd., Clinton
MTG: \$13,855,000 from **Middlesex Savings Bank**
NOTES: Industrial property, constructed 1999; building size is 344,000 sf, lot size is 21 acres; last sold in Nov. 2012 for \$11,015,073

MTG: \$13,670,000 from **City National Bank**
ADD: 695 Columbia Rd., Boston; 11 Washington St., Norwell; 265 Washington St., Stoughton and 298 Washington St., Weymouth
BWR: D.E. Foods LLC, managed by David E. Evan and Mary Ann Evans

BUYER: UMNV 344 Newbury LLC, c/o Urban Meritage and Novaya Real Estate Partners
SELLER: Robin Alpers Lichtman, trustee of 344 Newbury Street Realty TR
PRICE/ADD: \$13,500,344; 344 Newbury St., Boston
NOTES: Retail property, constructed 1899, renovated 1989; building size is 6,400 sf, lot size is 3,850 sf; seller's family ownership in property dates to July 1964

MTG: \$6,420,000 from **The Village Bank**
ADD: 77-79 Kenwood St. and 289 Tappan St., Brookline
BWR: Kenwood Investments LLC, managed by Genady Korchmar and Boris Kutikov

MTG: \$4,628,061 from **Citizens Bank**
ADD: 63 North Main St., Charlton
BWR: A&K Realty Holdings LLC, managed by Mark Amadio

MTG: \$4,219,602 from **Celtic Bank Corp.**
ADD: 100 Adams Rd., Clinton
BWR: C2 MA Adams I LLC, c/o C2 Special Situations Group, NYC

MTG: \$2,595,000 from **Dedham Institution for Savings**
ADD: Simons Road and Willowbend Drive at Willowbend Condominiums, Mashpee
BWR: Southworth Mashpee Properties LLC, managed by David Southworth, president; Cathy Chauvin, treasurer

continued on page 17

Tritower Reaps \$45.1M from Amazon Asset; Blue Hills Loans \$27M for CBRE-Listed Deal



300 Riverpark Dr., North Reading MA

NORTH READING — Tritower Financial Group has completed a swift turnaround of a high-end warehouse here leased fully to Amazon Robotics, that aspect and an extensive capital improvements campaign leading to 300 Riverpark Dr.'s \$45.1 million purchase by overseas investors teamed with Lincoln Property Group. CBRE/NE negotiated the deal for a 229,000-sf facility which traded this past month following the late-summer commitment first detailed by Real Reporter on Aug. 25th, while the purchase was backed by \$27 million from Blue Hills Bank.

Parties at the time were unable to discuss the deal where CBRE/NE's global search drummed up a partnership of LPC joined with Saudi Arabian monies from Ibdar Bank and Ritz Banc Group of Virginia is also in the mix. TFG's \$32.2 million purchase in June 2013 came just a few months after the homegrown investment firm launched, the group based at 60 State St. in Boston comprised of seasoned veterans Tod Brainard, William W.



Brian Doherty



David Pergola



Bruce Lusa



Sara Forino

Gribbell, R. Scott MacPhee and Eric W. Nyland.

The closing of 300 Riverpark Dr. is acknowledged in a press release confirming CBRE represented the seller and procured the buyers. The Capital Markets team features principals Brian R. Doherty and David J. Pergola with First VP Bruce Lusa and VP of Client Services Sara Forino. The press release indicated suitors were intrigued by the famous company which scooped up an extra 20,000 sf of the landlord added during its tenure, a move that contributed to a 35 percent increase in net operating income at the property, that gain also aided by construction of a 750-kilowatt solar array to the roof.

"We are very pleased with investment results of this asset," Brainard says in the release. "By taking a value-added approach to this single-tenant, net-leased asset, we were able to generate excellent returns for our investors while providing green energy and additional space for Amazon Robotics to continue its revolutionary

continued on page 67

CBRE/NE Partners

CONTINUED FROM PAGE 13

during which time she has founded and co-led the Creative & Analytics team to “market prominence,” the release outlines, and Hoar explains she is an active member of CBRE America’s Research Platform as primary liaison to CBRE Econometric Advisors, the novel CRE modeling platform designed by the local duo of Raymond G. Torto and William Wheaton.



Kevin Doyle



Andy Hoar

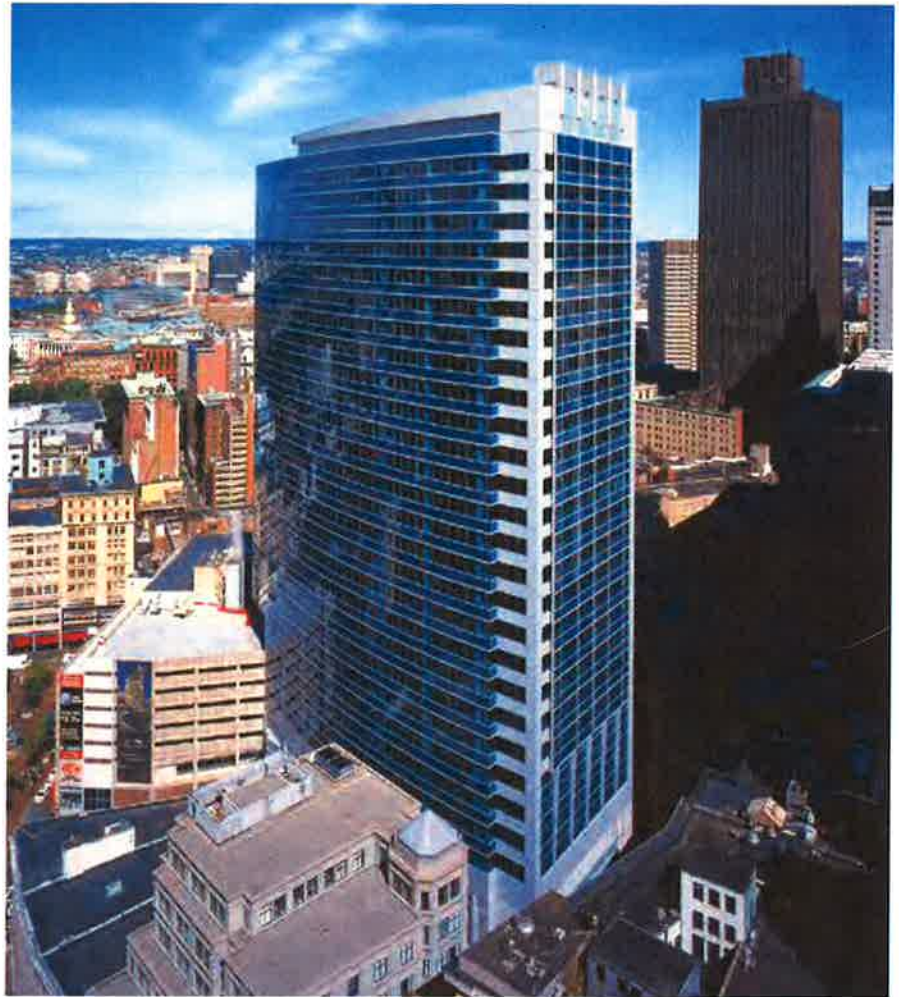
On top of overseeing a wealth of market research gathered to help clients and team members see trends of interest through data shifts, Duca is an active contributor of NAIOP and CREW Boston and serves on the board of directors of the Greater Boston Real Estate Board’s Commercial Brokers Association, among the industry’s largest professional groups in New England.

Duca matriculated to CBRE/NE by way of Babson College and today lives in Southborough with her husband, Andrew Duca, and sons Gino and Rocco.

Freni has also logged time with CBRE/NE’s Research team, a contingent which authors a comprehensive New England market report that has become an annual mainstay covering nearly all aspects of the industry on top of customized data. After joining the company 12 years ago as a tenant coordinator before transitioning to the research unit, Freni became a member of the Urban Advisory & Transaction Services group which he later joined as a Client Services Associate before being elevated to Senior VP.

Hailing from The College of the Holy Cross in Worcester, Freni lives in Needham with his wife, Meghann Freni, plus their trio of children in Colin, Nora and Ryan.

Rounding out the quartet being celebrated is Walega, his career at the firm launched pre-millennium when he arrived in 1999 as a Tenant Coordinator in CBRE/NE’s Asset Services practice. A member of GBREB’s Building Owners & Managers Association, Walega has gone on to manage CRE portfolios in the suburban and urban realms, among the marquee assignments



CBRE/NE headquarters, 33 Arch St., Boston MA

serving as General Manager of the vast Liberty Mutual Insurance Co. holdings in Boston’s Back Bay where the property and casualty insurance giant is headquartered.

As he takes on the partnership title, Walega does so managing 101 Arch St., the 21-story office tower in the Downtown Crossing District and conveniently a few steps from CBRE/NE headquarters at 33 Arch St. Walega keeps other things close to his routine as well, residing in Brookline with his wife, Marina Walega, and daughters Greta and Sofia. The living and working environs are both quite near his alma mater, too, Walega a graduate of Boston University.

CBRE/NE is a joint venture with Los Angeles-based CBRE Group Inc. and has offices in every New England state except Vermont. The local and regional expertise is able to combine its resources and skills with a global platform encompassing 75,000 professionals operating from 450 offices worldwide. Hoar Co-Manages the

Boston entry with Chief Financial Officer Kevin Doyle. ■

CBRE/NE Deals

CONTINUED FROM PAGE 16

advancement in warehouse robotics.” Strategically located 10 miles north of Boston off Interstate 93, 300 Riverpark Dr. feeds off the engineering talent stemming from MIT and Harvard University to run what is touted as the world’s only facility designing, assembling and testing all “proprietary fulfillment robotics” used by Amazon’s distribution centers.

TFG has a past relationship with the CBRE/NE brokers. Doherty and Pergola were at Cassidy Turley in spring 2014 when the investor emerged as winning bidder for their listing of 300 Apollo Dr. in Chelmsford, a first-class, 300,000-sf office building acquired for \$39.4 million in June of that year. ■