## Boston Real Estate Market Review

## Mid-Year 2005

oston's office market, consisting of 64 million SF in the Financial District, Back Bay, Fort Point Channel, North Station, South Station and Close in Suburbs, continued to show positive absorption during the first half of 2005 with the overall availability rate of 14.4%; down a full 2% from one year ago. The average rental rate in all asset classes has risen to levels last experienced in 1997-1998, however the net effective rent to owners and investors remains flat as inducements such as tenant improvement allowances and free rent remain high. We expect that dynamic to slowly change over the next 24 months as shrinking inventory and modest tenant expansion continues to drive both vacancy and availability further downward.

Statistically it appears that the Boston office market is experiencing a substantial recovery and interestingly, it is not based on net job growth. The overall availability rate has diminished due to an increase in leasing activity in the sublease market, where nearly 500,000 sf was leased. Typically this activity has an adverse affect on the vacancy rate, as tenants elect lower cost sublease opportunities over more expensive direct space, however, nearly one million square feet of direct space has also been absorbed. Behind this seemingly positive statistic is the fact that 10 downtown office buildings, totaling over 780,000 square feet, have been removed from inventory and are planned for residential conversion. Therefore, only 174,273 square feet of space reflects the actual net absorption for the past 12 months suggesting only modest job growth.

#### **RENT FORECAST**

Overall, lease rates have stabilized and have started to move slowly upward. While generally a positive sign, Landlords are still required to provide very aggressive concessions to attract new tenants . However, as the majority of inexpensive sublease space is now leased, and many submarkets such as the Back Bay now have single digit vacancy rates, we forecast that both the average rental rate, and net effective rental rates

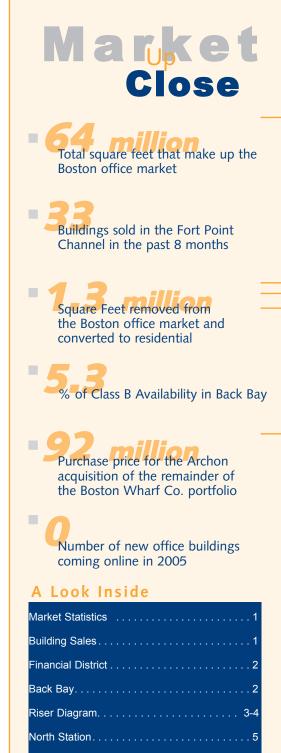
VACANT SPACE/VACANCY RATE in all asset classes will increase by 10-15% over the next 18 months.

#### **MARKET DEMAND / NET** ABSORPTION

As stated previously, the Downtown market experienced only modest net absorption, and while positive, it was more a bi-product of reduced supply versus job growth. While transaction velocity once again increased over the previous year, most of the larger leases signed were renewals. Modest job growth was experienced from smaller tenants in the services sector including small law firms, advertising/PR agencies and the healthcare industry in general. We expect to see continued growth in these areas, but with no new inbound employee migration on the horizon, net absorption will continue to be based on a combination of shrinking supply and modest tenant growth.

#### **CAPITAL MARKETS**

Once again, the statistical recovery of the Boston Market combined with continued lagging returns on Wall Street, helped to sustain one of the most aggressive investment sales markets in history. With a limited supply of fully leased core assets now available for sale, investors over the past 8 months have focused more on development and redevelopment opportunities. In addition, some owners today are electing to refinance their properties rather than sell them given that there are less credible 1031 opportunities available for reinvestment.



South Station .....

Charlestown .....

Fort Point Channel . . . . . . . . . . . . . . . .

#### **MARKET STATISTICS**

Submarket	Total Square Feet	Square Feet Available	Quoted Rent / SF	Direct Avail. Rate	Sublease Availability	Sublease Rent / SF	Avail. w/ Sublease
Financial District Class A	21,480,521	2,499,618	\$40.20	11.6%	940,574	\$32.23	16.0%
Financial District Class A Midrise	4,390,041	534,681	\$35.36	12.2%	47,851	\$23.60	13.3%
Financial District Class B	4,840,635	719,041	\$27.80	14.9%	67,145	\$24.08	16.2%
Financial District Other	4,024,904	452,278	\$22.02	11.2%	25,738	\$16.19	11.9%
Back Bay Class A	6,731,744	322,656	\$40.82	4.8%	578,254	\$39.22	13.4%
Back Bay Class A Midrise	3,137,702	471,935	\$35.15	15.0%	32,956	\$29.25	16.1%
Back Bay Class B	2,420,433	135,448	\$29.29	5.6%	4,923	\$21.66	5.8%
Back Bay Other	1,207,686	81,995	\$25.15	6.8%	15,291	\$33.92	8.1%
Ft Pt Channel Class A Midrise	1,990,070	185,109	\$32.62	9.3%	-	-	9.3%
Ft Pt Channel Class B	3,151,316	431,301	\$23.85	13.7%	21,865	\$19.22	14.4%
Ft Pt Channel Other	230,000	24,000	\$12.50	10.4%	-	-	10.4%
North Station Class A	775,632	301,821	\$33.58	38.9%	-	-	38.9%
North Station Class B	2,042,821	314,961	\$24.81	15.4%	20,332	\$19.47	16.4%
North Station Other	270,723	26,450	\$21.05	9.8%	-	-	9.8%
South Station Class A Midrise	168,457	2,457	\$36.00	1.5%	-	-	1.5%
South Station Class B	610,205	108,513	\$25.93	17.8%	-	-	17.8%
South Station Other	344,071	99,673	\$18.40	29%	10,600	\$14.00	32.0%
Charlestown Class A Midrise	1,403,197	110,955	\$11.78	7.9%	313,885	\$11.33	30.3%
Charlestown Class B	1,316,090	8,500	\$21.00	.6%	-	-	.6%
Charlestown Other	252,400	82,394	\$11.31	32.6%	-	-	32.6%
Neighborhoods Class A Midrise	508,522	-	-	-	26,763	\$18.00	5.3%
Neighborhoods Class B	1,432,000	119,735	\$24.36	8.4%	-	-	8.4%
Neighborhoods Other	1,298,268	137,254	\$19.88	10.6%	62,801	\$16.76	15.4%
Totals	64,027,438	7,130,501	\$32.55	11.1%	2,106,177	\$29.79	14.4%
Class A Properties	40,585,886	4,429,232	\$37.64	10.9%	1,940,283	\$30.47	15.7%
Class B Properties	15,813,500	1,837,499	\$26.11	11.6%	114,265	\$22.23	12.3%
Other Properties	7,628,052	863,770	\$20.18	11.3%	51,629	\$20.99	12.0%

<u>Address</u>	Price (mm)	<u>\$/SF</u>	<u>Buyer</u>
45 Bromfield	\$3.7	\$181	DuPont Dev. Corp.
399 Boylston St.	\$55.5	\$193	Abbey Rd Investors
99 High St.	\$272	\$375	TIAA-CREF
2 Liberty St.	\$15.25	\$213	ELV Associates
31 Milk St.	\$19.4	\$188	Everest Partners
50 Milk St.	\$123	\$448	Estate of James Campbel
51 Sleeper St.	\$17	\$113	The Mayo Group
200 State St.	\$89	\$287	Beacon Capital
253 Summer St. and 27 Melcher St	\$34	\$194	Beacon Capital
56 Temple St.	\$1.05	\$264	56 Temple St. Trust
18 Tremont St.	\$37.5	\$216	Meritage Properties
BWCo: Summer/A S	St. \$92	N/A	Goldman Sachs
BWCo: Congress St.	\$97	N/A	Berkeley Investments

## **PARKING GARAGES**

Parking Garage	Space Available	Capacity	Current Rate/Mo.	Rate/Mo 04
Prudential Center	Yes	3,800	\$380	\$360
One Congress Street	Yes	2,000	\$350	\$350
Boston Common Garage	Yes	1,500	\$340	\$310
Post Office Square	Yes	1,400	\$420	\$415
Harbor Garage (Aquarium)	Yes	1,300	\$350	\$335
Lafayette Garage	Yes	1,050	\$350	\$350
222 Berkeley Street	Yes	980	\$375	\$375
One International Place	Yes	850	\$435	\$420
33 Arch Street	Yes	850	\$350	\$350
One Lincoln	Yes	850	\$350	\$300
Dartmouth Street Garage	Yes	639	\$330	\$330
Danker & Donahue	Yes	500	\$345	\$295
Pie Alley Garage	Yes	400	\$450	\$450
LAZ -One Beacon Street	Apply for Spaces	309	\$450	\$400
Average Rate			\$371	\$356

#### SUBMARKET REVIEW

Financial Dist.	Available SF	Vacancy	From Last Yr.	\$/SF	From Last Yr.
Class A Tower	2,499,618	11.6%	•	\$40.20	<b></b>
Class A Midrise	534,681	12.2%	•	\$35.36	•
Class B	719,041	14.9%	-	\$27.80	•
Other	452,278	11.2%	<b></b>	\$22.02	•
Totals	4,205,618	12.1%	-	\$35.51	•
Sublease	1,081,308	3.1%	<b></b>	\$30.96	•
Market Totals	5,286,926	15.2%	-	\$33.23	<b></b>

#### **FINANCIAL DISTRICT** absorption: + 838,000 SF Direct 252.000 SF Sublease

In nearly any other major metropolitan market in the country, where the Class A Tower availability was only 11.6% and companies such as Wilmer Cutler Pickering Hale & Dorr and Bingham McCutchen were in the market for a total of 650,000 SF, developers would be scrambling for sites and wooing city hall for permitting for a new Central Business District tower. Not so in Boston's Financial District where we are now finally seeing signs of stabilization and recovery but developers are focused more on hotels and residential conversions.

In light of large companies such as Testa Hurwitz (disbanding and shedding 250,000 SF), DuetcheBank (introducing 300,000 SF of sublease) and Bank of America (over 200,000 SF of space after its acquisition of Fleet), adding large amounts of space to the market, the approximately 34 million square foot Financial District had a positive absorption of approximately 586,000 SF with the overall availability rate decreasing from 16.9% to 15.2% (including sublease space). The average asking rental rate increased slightly from \$34.35 per SF to \$35.51 per SF for direct space.

Much of the absorption was driven by small to midsize firms taking additional space, and law firms absorbing many of the Testa attorneys, thus driving demand for additional seating. Some of the more notable transactions included Kirkpatrick & Lockhart's 185,000 SF

sublease at 1 Lincoln St. (75,000 SF + absorption), Babson Capital 85,000 SF at 470 Atlantic Ave., relocated from Cambridge, Kopelman & Paige PC 35,000 SF at 101 Arch St. from Back Bay. All of these firms contributed to positive absorption in the Financial District.

The velocity/demand of the office leasing market continues to surprise industry experts and Tenants alike. Tenants can still find deals in some of the tertiary markets, but the day of the high-rise office tower deals may be over as the vacancy dips below 10% and the upper floors (20<sup>+</sup>) of these buildings see a vacancy of only 10.8% and an asking rent of \$43.68.

### **BACK BAY** absorption: + 338,000 SF Direct - 120,000 SF Sublease

With a Class A Tower vacancy rate of only 4.8%, the Back Bay is the tightest market in all of Greater Boston. With large tenants such as Investors Bank and Trust (renewing approx. 330,000 SF at 200 Clarendon Street and 150,000 SF Copley Place), Arnold Worldwide Advertising (expanding to over 220,000 square feet at 101 Huntington Avenue) and Houghton Mifflin (renewing at 222 Berkeley Street), tenants searching for space of all sizes in buildings of all classes have only a handful of options remaining in the Back Bay.

Tenants searching for cost effective sublease space will also be challenged to find opportunities which were so abundant only eighteen months ago. The ManuLife space at 101 Huntington Avenue has seen tremendous activity with the subleasing of four and a half

#### **BOSTON REAL ESTATE MARKET REVIEW MID-YEAR 2005**

Back Bay	Available SF	Vacancy	From Last Yr.	\$/SF	From Last Yr.
Class A Tower	322,656	4.8%	<b></b>	\$40.82	<b></b>
Class A Midrise	471,935	15.0%	•	\$35.15	•
Class B	135,448	5.6%	<b></b>	\$29.29	<b></b>
Other	81,995	6.8%	•	\$25.15	•
Totals	1,012,034	7.5%	•	\$35.36	•
Sublease	631,424	4.7%	•	\$38.43	•
Market Totals	1,643,458	12.2%	•	\$36.90	•

floors to M/C Communications and Gordon Brothers

Residential conversion is also playing a major role in the lack of availability. Over half a million square feet of office space in Back Bay is slated to become residential condominiums including 360 Newbury Street, 441 Stuart Street and 755 Boylston Street.

From a tenant's perspective, rates have not increased dramatically as space has become more scarce, however tenants who plan on moving in the next 12-24 months are best suited to strike a deal sooner rather than later as rates may rise while landlord concessions shrink with Back Bay's lack of inventory.

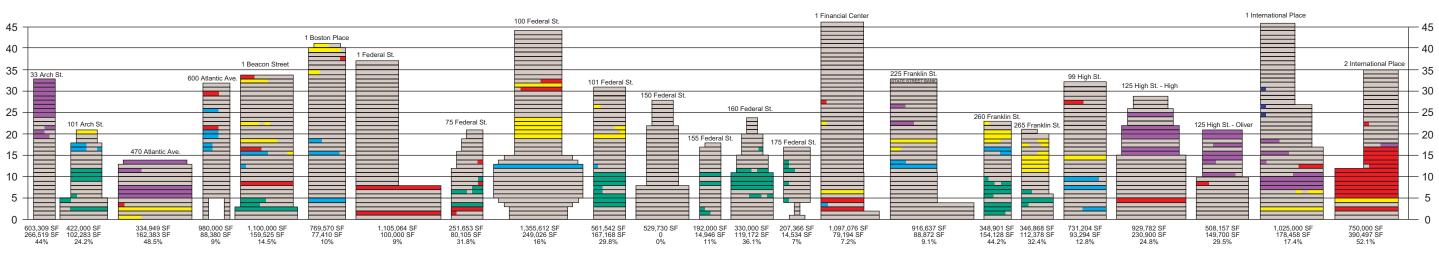
## TRANSACTIONS

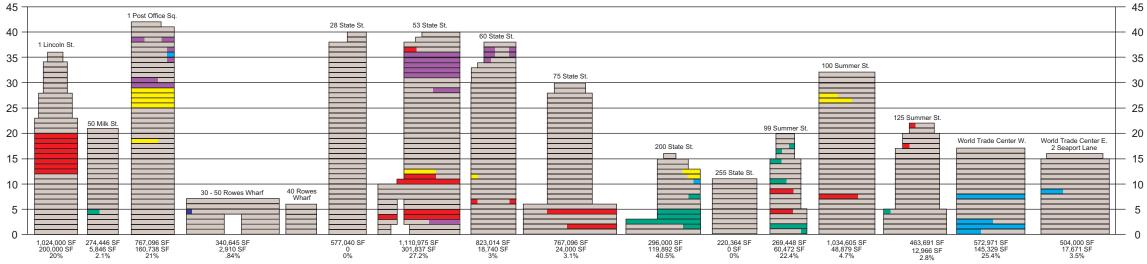
- UBS/PaineWebber 50,000 SF @ 1 Post Office Sq
- Time Warner 67,000 SF @ Center Plaza
- Prince Lobel Glovsky 45,000 Sf @ 100 Cambridge St
- Kirkpatrick & Lockhart 150.000 SF @ 1 Lincoln Street

# TENANTS IN THE MARKET

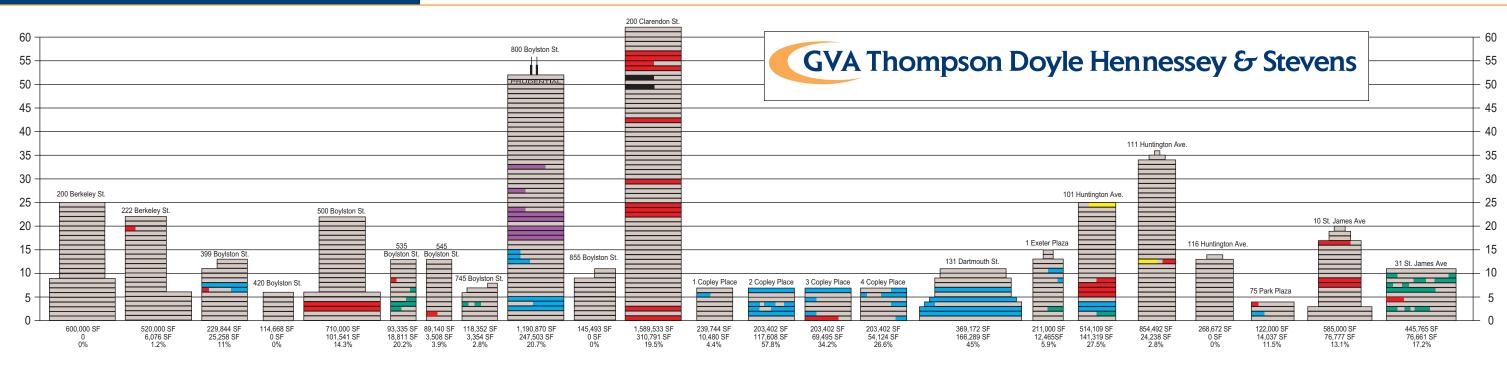
- Bingham McCutchen 375.000 SF
- Wellington Investments 200,000 SF
- Sovereign Bank 150,000 SF
- Fidelity Investments 375,000 SF
- Wilmer Cutler Pickering 300,000 SF

### **BOSTON BUILDINGS FINANCIAL DISTRICT**





## **BOSTON BUILDINGS BACK BAY**



#### 45

- 15
- 10

\$/SF Available Space \$50 - \$54 \$45 - \$49 \$40 - \$44 \$35 - \$39 \$28 - \$34 SUBLEASE

(4)

#### SUBMARKET REVIEW

#### NORTH STATION absorption: + 59,500 SF Direct - 9,500 SF Sublease

North Station is a study in contrasts right now, with Class B and "Others" showing 14.2% and 8.8% vacancy rates, and asking rates at \$24.81 and \$21.05 per square foot, respectfully. Those vacancy numbers compare favorably and even beat some of the Financial District alternatives. However, the Class A space which makes up 25% of this 3.3 million square foot North Station market, is 38.9% vacant, with asking rates at \$33.58 per square foot The Big Dig should be near completion in this market in the next 2 years, at which time we expect Class A tenants to return from points north, which will reduce much of the vacancy. This will redefine North Station going forward, along with four significant development projects on the planning boards including Raymond Property and Hines' retail and residential plans for the Bulfinch Triangle; Boston Development Group's 800,000 square foot

# NO STATION HIGHLIGHTS

- The Boston Celtics leased 25,000 square feet at Intercontinental's 234 Causeway Street.
- The Nature Conservancy renewed its 10,400 square feet at 205 Portland Street
- Hines Raymond LLP is developing a 50,000 SF supermarket (11 stories including 7 floors of condos) in Bulfinch Triangle; North Washington Street between Valenti Way and New Chardon
- The Green Line is completely removed from the skyline, creating a dramatic transformation of the North Station market.

# SO STATION HIGHLIGHTS

- Rose Assoc. decides to go residential at 2 Financial Center
- Cresset Partners heads the convesion of Lincoln Plaza (186 Lincoln St. and 89 South St.) to residential use and non-profit office space

North Station	Available SF	Vacancy	From Last Yr.	\$/SF From Last Yr
Class A Midrise	301,821	38.9%	<b></b>	\$33.58 🔺
Class B	314,961	15.4%	-	\$24.81 🔺
Other	26,450	9.8%	-	\$21.05 🔺
Totals	643,232	20.8%	-	\$28.77 🔺
Sublease	20,332	0.7%	<b></b>	\$19.47 🔺
Market Totals	663,564	21.5%	-	\$24.12 🔺
South Station	Available SF	Vacancy	From Last Yr.	\$/SF From Last Yr
Class A Midrise	2,457	1.5%	-	** * * *
ciuss / ( / marise	2,707	1.5 /0	•	\$36.00 🔻
Class B	108,513	17.8%		\$36.00 <b>•</b> \$25.93 <b>•</b>
Class B	108,513	17.8%		\$25.93 🔺
Class B Other	108,513 99,673	17.8% 29.0%	<b>A</b>	\$25.93 <b>•</b> \$18.40 <b>•</b>
Class B Other Totals	108,513 99,673 <b>210,643</b>	17.8% 29.0% <b>18.8%</b>		\$25.93 \$18.40 <b>\$22.48 </b>

retail/residential/office development for North Washington Street; Delaware North's 450 residential units coming on board at North Station; and Trinity's 450 residential condominium unit development.

A "redefinition" of this market will be the trend over the next four years, with residential, office and condominium projects in the pipeline. In the near term, Class B and Other rents will see upward pressure due to a lack of neighborhood competition. However, when the Class A space is introduced to the market in two-three years, landlords will be looking hard for tenants, and we can expect a "flightto-guality" effect.

#### SOUTH STATION absorption: - 20,700 SF Direct + 65,900 SF Sublease

The commercial office market in South Station has been undergoing climate change, as the collection of predominately low rise buildings on South Street. Lincoln Street and Beach street continue their conversion from brick and beam style affordable office space to residential condominiums, offering some of the best urban living in downtown Boston. In the submarket's signature commercial buildings (745 Atlantic Ave, 711 Atlantic Ave & 695 Atlantic Ave), an overall availability rate of .08%, with no current vacancy, is testament to the area's strong draw as the jumping off point for the coming Rose Kennedy Greenway with immediate access to the intermodal transportation network. The major tenants, Plymouth Rock Insurance and Iron Mountain, continue to grow, with Iron Mountain recently expanding onto

the fifth floor of 745 Atlantic, increasing their presence to over 100,000 square feet and more than 400 employees.

With the arrival and success of non-profit service provider Third Sector New England's NonProfit Center within Lincoln Plaza, South Station continues to remain a viable and vibrant home for many of New England's premier organizations working for societal change and community development. Included in this growing group, among others, are Easter Seals, Association of Community Mass. Development Corporations, Robert Wood Johnson Community Health Leadership Program, Susan G. Komen Breast Cancer Foundation, Mass. Association of Community Development Corporations, The Access Project and Boston After School And Beyond.

On the construction side, the most noteworthy development is the Boston Redevelopment Authority's granting of approval to Rose Associates for the construction of Two Financial Center. Originally intended for commercial office space, the \$110 million project will now entail 116-Unit residential condominiums on Essex Street in a 214,000 square foot, 15-Story tower which will complement Rose's signature One Financial Center.

#### **SUBMARKET REVIEW**

Ft.Pt. Channel	Available SF	Vacancy	From Last Yr.	\$/SF	From Last Yr.
Class A Midrise	185,109	9.3%	•	\$32.62	•
Class B	431,301	13.7%	<b></b>	\$23.85	<b></b>
Other	24,000	10.4%	<b></b>	\$12.50	-
Totals	640,410	<b>11.9%</b>	-	\$25.96	-
Sublease	21,865	0.4%	-	\$19.22	<b></b>
Market Totals	662,275	12.3%	-	\$22.59	-

#### FORT POINT CHANNEL absorption: + 56,000 SF Direct + 56,500 SF Sublease

No submarket in Boston has experienced more dramatic change than the Seaport District overall, and the Fort Point Channel in particular. In four sales transactions, the Boston Wharf Co., has effectively been sold and for the first time ever, four new landlords will begin redeveloping this area. The most significant of those transactions was GVA's sale of 14 buildings and over 800,000 SF to Berkeley Investments for \$97 million in December 2004. Then in July 2005, GVA subsequently facilitated the sale of 17 buildings and over 1,000,000 SF on Summer Street to Goldman Sachs for \$92 million. These new landlords, along with Beacon Capital who acquired 253 Summer Street for \$34 million and HDG Mansur who acquired 386,000 SF in 7 buildings for \$92 million (this sale was the biproduct of GVA's restructuring of Thomson Financial's lease), will not only compete for tenants, but will undoubtedly also add new retail and residential units throughout this submarket.

Both Goldman Sachs and Berkeley Investments are planning to convert a significant portion of their respective portfolios to residential condominiums and apartments. This could result in reducing the available office inventory by nearly 50% in this submarket which will drive vacancy rates from 11.9% today to possibly as low as 5-7% within 24 months. This residential conversion will have another positive affect as it will enable a major retail renaissance in the area as well as lead to increased tenant activi-

# 30% in the next 3 years.

#### **CHARLESTOWN** absorption: + 139,000 SF Direct - 155,000 SF Sublease

Charlestown remains a strong niche market, consistently able to retain tenants at competitively lower rents than Boston's Financial District and offering attractive amenities, such as high-class, inexpensive office space and parking.

At Constitution Center, American Express renewed 14,000 square feet and Campbell, Campbell Edwards & Conroy PC, which has leased 23,009 square feet since the mid 90's, is looking to add another 4,700 square feet. In addition to those leases, Carter Burgess, PHT, The Design Partnership and Delta Dental all renewed leases totalling over 100,000 square feet combined.

The Schrafft Center is currently 98.4% occupied, however, the property has nearly 300,000 square feet of available sublease space, the majority of which is available from Manulife (former John Hancock space). Manulife continues consolidating its operations to 601 Congress Street, their 420,000 square foot North American Headquarters in Boston's Seaport District.

Developers continue to reposition underutilized commercial properties in an attempt to keep up with the staggering demand for urban

### **BOSTON REAL ESTATE MARKET REVIEW MID-YEAR 2005**

Charlestown	Available SF	Vacancy	From Last Yr.	\$/SF	From Last Yr.
Class A Midrise	110,955	7.9%	•	\$11.78	•
Class B	8,500	0.6%	-	\$21.00	-
Other	82,394	32.6%	-	\$11.31	-
Totals	201,849	6.8%	-	\$11.97	-
Sublease	313,885	10.6%	<b></b>	\$11.33	-
Market Totals	515,734	17.4%	<b></b>	\$11.65	-

ty. For those reasons, and a general market recovery, we expect that rent levels in this submarket will proportionately increase more than in any other sector, perhaps as much as 20-

residential properties. Two examples of this in Charlestown are: Cathartis Investments approval to construct 146 market rate condominiums at 48-50 Brighton Street, the former American Paper Box facility and Twenty City Square which was constructed in 2002 and is still unoccupied. Even though the INS executed a lease for the premises, they were unable to secure neighborhood approval due to the nature of their "detention center" use.

## HIGHLIGHTS

- Elkus Manfredi leases 39,999 SF at 300 A Street, now 82% leased
- Office Environments leases 30,000 SF at 22 Boston Wharf Road
- Shepley Bullfinch takes 60,000 SF at World Trade Center East
- For \$92 million, Archon/Whitehall Fund acquires 17 buildings, the remainder of the Boston Wharf Co. portfolio
- After acquisition of note from JP Morgan, the Mayo Group draws The United Way to 51 Sleeper Street

## CHARLESTOWN HIGHLIGHTS

- 20 City Square will be converted to residential
- John Hancock introduces over 250,000 SF of sublease space at the Scfrafft Center
- Spaulding Rehab plans to construct a new \$100 million hospital in the Navy Yard, scheduled for completion in 2009-2010

#### ABOUT GVA THOMPSON DOYLE HENNESSEY & STEVENS

GVA Thompson Doyle Hennessey & Stevens is a full service firm specializing in corporate tenant representation, landlord representation, real estate advisory services, commercial leasing and investment sales. GVA TDH&S assists national and international clients with their real estate needs for office, R&D, and industrial (manufacturing) requirements.

Founded in 1990 as a firm devoted to servicing the needs of a diverse corporate client base, the firm has grown to understand the needs of our customers beyond the traditional single transaction that has been commonplace in the commercial real estate industry.

GVA is an international organization of real estate industry leaders in key markets in 35 countries. A leading advisor in commercial real estate, GVA helps its clients optimize their portfolios locally and around the world through the GVA Worldwide partnership. The organization comprises over 3,000 real estate professionals serving approximately 120 markets.



Catherine H. Thompson Founder/Principal

#### MEET THE DOWNTOWN BROKERAGE TEAM









Jacksonville









John F. Hennessey, SOR Principal

Managing Director

Vice President

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