

APRIL 4, 2008



CISION

1979

REAL DEAL is a monthly collection of real estate transactions involving technology and life sciences companies. Tenant names appear in bold. Please send real estate news and photos to Rodney Brown at rbrown@masshightech.com.



Elcock

Redtail Solutions Inc. leased 3,884 square feet of office space for its headquarters at 69 Milk St. in Westborough.

The three-story, 49,000-square-foot building, known as Westborough Mill, is

located off Route 9.

Redtail Solutions, formed in 2000, provides a software-as-a-service platform for B2B collaboration. The company offers services that focus on the management and support of industry-defined standards for electronic data interchange, global data synchronization and radio-frequency identification.

Executive vice president James Elcock, associate William Lynch and associate Timothy O'Brien of Boston-based Colliers Meredith & Grew represented the building's Waltham-based landlord, Eastport Real Estate Services Inc. Redtail Solutions was represented by vice president Mike Shreve of Waltham-based T3 Realty Advisors LLC.

APRIL 21, 2008



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Foxrock Acquires Class A Norwell Property



93 Longwater Circle, Norwell

Foxrock Properties has purchased 93 Longwater Circle in Norwell for \$4.9 million. Located in Assinippi Park, the 27,000-square-foot Class A office building is home to A.G. Edwards, Norwell Visiting Nurses and Kannell, Kerr, Forster, P.C.

The Conrad Group negotiated the sale on behalf of One Longwater Circle Realty.

RedTail Moves Headquarters to Westborough

RedTail Solutions has signed a 3,884-square-foot lease for its headquarters at 69 Milk St. in Westborough. Known as Westborough Mill, the 3-story, 49,000-square-foot office building is located off Route 9.

Amenities include a common conference room for all tenants, garden seating area, unique architectural brick and beam design, ceilings up to 14 feet high and easy access to local shops and restaurants in downtown Westborough.

Colliers Meredith & Grew, a Boston-based commercial real estate company, represented the landlord, Eastport Real Estate Services, in the transaction. RedTail Solutions was represented by T3 Realty Advisors. Specifics of the lease transaction were not disclosed.

APRIL 18, 2008



CISION

ESQUIRE EQUITIES CORP. BUYS 20 UNITS FROM REGENCY RIVER LLC

Pappas and Chozick/Chozick Realty sell Regency River Apts. for \$1.25m

WATERBURY, CT Steve Pappas and Rick Chozick of Chozick Realty have arranged the sale of the Re-



**Steve
Pappas**

gency River Apartments for \$1.25 million. Regency River Apartments contains 20 apartment units located



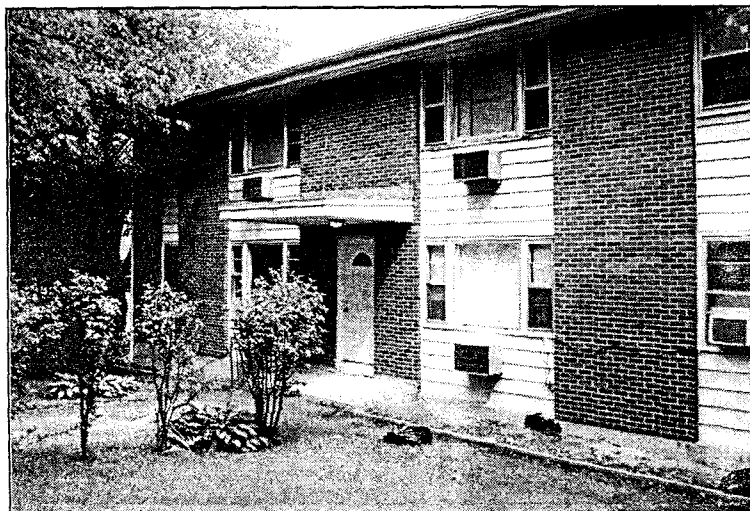
**Rick
Chozick**

in five brick four unit buildings. All apartments are two bedroom and have river views.

While owned and operated as a single apartment complex, each building is on its own tax parcel. As five individual sites, there is a maximum of flexibility in future resale on either a per building or complex sale.

Located at 370-428 Woodtick Rd., the property is in an area other multifamily apartment complexes.

The seller was Regency River LLC and the buyer was Esquire Equities Corporation.



Elcock, Lynch and O'Brien of Colliers Meredith & Grew execute 3,884 s/f for Eastport R. E. Services

WESTBOROUGH, MA RedTail Solutions, Inc. has executed a 3,884 s/f lease for its headquarters at 69 Milk

president Mike Shreve of T3 Realty Advisors.

Known as Westborough Mill is a three-story, 49,000 s/f office building located one mile off Rte. 9. Amenities include common conference room for all tenants, garden seating area, unique architectural brick.

"With so many space options available in the 'boroughs', we are extremely pleased that RedTail chose to lease space at 69 Milk Street," said Robert M. Bowen, President of Eastport Real Estate Services. "With the character attributes and period details of a mill building, 69 Milk Street is a great alternative to the typical office space in this market."



**James
Elcock**

St. The Colliers Meredith & Grew team of executive vice president James Elcock and associates William Lynch and Timothy O'Brien represented the landlord Eastport Real Estate Services, Inc. RedTail Solutions was represented by vice