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Commercial & Investment Real Estate Management

SUMMER 2010



# THE ABSTRACT

**NEVILLE** Commercial & Investment Real Estate  
Property & Facilities Management ■ Advisory Services

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## Neville Kicks Off Its Summer Charity BBQ's

On July 21st Neville Companies hosted our first charity barbeque of 2010. It is our aim to give back to the community through the support of charities in Chittenden County, Vermont. Each year we organize several events such as this where the community, our neighbors, co-workers and friends are invited to come out, have lunch, and make a donation to a designated charity.



The most recent event raised over \$370.00 and 90 lbs of food and toiletries which benefited the Chittenden Emergency Food Shelf. All of the food and products used for the barbeque were donated by the employees at Neville.

For further information about the Chittenden Emergency Food Shelf please contact 802-658-7939 or look them up on the web at <http://www.feedingchittenden.org/>.

Our next event will be held on Wednesday, August 18th from 12:00 pm – 1:00 pm and will benefit the Committee on Temporary Shelter (COTS). For more information about Neville's charity barbeques or to borrow the Neville Grill for your charity event, please contact Michele Civiello 802-419-6415 or via email at [mciviello@nevilleco.com](mailto:mciviello@nevilleco.com).

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## Neville Named Facilities Manager For First Winthrop / FairPoint Building South Burlington, Vermont

Neville was recently awarded the facilities management contract of 800 Hinesburg Road in South Burlington, Vermont. This latest addition to the Neville management portfolio comes to us from First Winthrop Corporation; a real estate investment trust headquartered in Boston, Massachusetts.

800 Hinesburg Rd. is located just beyond the intersection of Kennedy Dr. and Hinesburg Rd. in South Burlington. The property has beautiful panoramic views of the Green Mountains including Mount Mansfield and Camel's Hump. The 68,000 square foot office building is occupied solely by Fair Point Communications.

We are excited to have this new opportunity and are honored in once again being chosen for real estate management services by an out of state investment institution.

In addition to managing building operations, Neville is directing several capital improvement projects at the property including repaving the parking field, installing a new front

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# First Winthrop / FairPoint Continued

building entrance, as well as replacing the majority of exterior concrete surfaces.

The adjacent pictures document the replacement of the front entrance doors during and post construction. Following completion of this project the replacement of the exterior concrete surfaces is scheduled to begin in August.

800 Hinesburg Road is managed by Amy Playdon, Property Manager. For additional information Amy can be reached 802-419-6421 or at [aplaydon@nevilleco.com](mailto:aplaydon@nevilleco.com).



## Top 5 Distressed Multifamily Metros, 1Q10

Highest Distressed Sales  
As A Percentage Of Total Multifamily Sales



Source: CoStar in Commercial Investment Real Estate, Jul/Aug 10

## Fresh Faces



**M**ike Hilliker joined Neville Companies this past spring as our newest Maintenance Technician. Mike brings to Neville several years of experience in multiple areas of construction including residential maintenance. Currently,

Mike is the on-site building mechanic for our latest facilities management contract at 800 Hinesburg Road in South Burlington, Vermont.

Mike and his family live in Williston, Vermont where he is putting his maintenance skills to good use in the renovation of his home. Mike spends his free time giving back to the community as a volunteer fire fighter in the Town of Williston where he has dedicated himself to the Volunteer Fire Department for the past 6 years.

Mike can be contacted at 802-862-0208 or via e-mail at [mhilliker@nevilleco.com](mailto:mhilliker@nevilleco.com).

# Neville Rolls Out New Marketing Effort At ICSC Conference In Boston

**N**eville participated in the annual International Council of Shopping Centers New England Idea Exchange conference at the Hynes Convention Center in Boston, Massachusetts on July 14th and 15th.

During the marketing session, Geoffrey Grab and Roger Tyler, Neville's Director of Business Development and Director of Property Management, respectively, proudly debuted our new trade show booth to the New England retail community.

The turnout for the 2010 Idea Exchange was stronger than last year's conference with roughly 1,200 attendees from retailers and real estate service providers from across New England. Given the success of this two day event, we have made a commitment to return for the 2011 ICSC Idea Exchange.



The Idea Exchange began with presentations from keynote speakers such as Boston Mayor, Thomas Menino as well as the Managing Director of Bain Capital, Steve Pagliuca. Following the presentations, respected professionals from the industry's leading developers, lenders, and leasing organizations conducted open discussions and market overview forums. Members of our team were in attendance for these forums, which provided valuable market insight from other facets of the commercial real estate community.



The message from contributors at the conference on the outlook of the overall retail market was one of cautious optimism. While unemployment rates remain high, inventories have been adjusted to meet the new demand level enabling some retailers to position themselves for growth.

## Green Certification To Increase

**B**y 2020, 53 billion square feet of space worldwide will hold some type of green building certification, up from 6 billion square feet this year, according to a Pike Research report. Of that space, 80 percent will be commercial buildings, up from 73 percent currently. The majority of green certifications will be held by existing buildings instead of new construction, the report says. In contrast, most residential certifications will be new construction. "Green building techniques are increasingly becoming the standard within the architecture and construction industries", says Pike Research analyst Eric Bloom. He adds that the three major drivers behind green building certifications are "environmental responsibility, reducing operating expenses through energy efficiency, and regulatory requirements that mandate energy efficiency and certifications."



Source: Pike Research in Commercial Investment Real Estate, Jul/Aug 10

## 2009 Commercial Realtor Stats

- Median Number Of Sales Transactions: 5
- Median Sales Volume: \$1,767,900
- Members With No Sales Transactions In 2009: 14%
- Median Leasing Volume: \$330,200
- Members With No Leasing Transactions In 2009: 42%
- Median Income: \$68,600

Source: NAR in Commercial Investment Real Estate, Jul/Aug 10

