



# EXCELSIOR AT HIGHPOINT

Quincy, Massachusetts

## PROPERTY OVERVIEW

---

<b>ADDRESS</b>	ONE CITYVIEW LANE QUINCY, MA 02169
<b>LOCATION</b>	SOUTH OF BOSTON
<b>SQUARE FOOTAGE</b>	140,000
<b>USE</b>	RESIDENTIAL
<b>UNITS</b>	126

---

## TRANSACTION SUMMARY

In 2004, The Congress Group realized the opportunity to convert one of the HighPoint apartment buildings into a condominium. An evaluation of the demand for owner-occupied units in the Quincy market drove the decision to create the 126 condominium units at Excelsior.

After commencement of construction of the first phase of the HighPoint project (Refer to HighPoint I) as 520 rental apartment units, the rental markets in the Greater Boston area softened somewhat while, at the same time, an increasing demand for entry-level condominiums became evident.

## VALUE ADDED BY MANAGEMENT

Within a year, the entire building was sold-out and control of the condominium association was turned over to the newly elected trustees. The partnership derived an immediate return of capital and profit over cost.



### BOSTON

The Congress Group  
33 Arch Street, Suite 2100  
Boston, MA 02110  
T 617.897.7200  
F 617.897.7201

### MIAMI

The Congress Group  
1000 Brickell Avenue, Suite 700  
Miami, FL 33131  
T 305.372.7520  
F 305.372.7521

[www.congressgroup.com](http://www.congressgroup.com)