

A photograph of a modern, multi-story brick building with large glass windows. The building is curved on one side. The sky is clear and blue. In the foreground, there is a parking lot with several cars. A large red diagonal graphic element is overlaid on the right side of the image.

Emory Hill

Emory Hill
NEWSLETTER

MAY-JUNE 2025 NEWS

Emory Hill is proud to report a successful first half of 2025 across all divisions of our full-service commercial real estate firm.

Our commercial brokerage team has had an outstanding start to the year, closing over 80 commercial transactions totaling 476,403 square feet of space sold and leased, with a combined sale and lease volume of more than \$32 million. A major milestone this year includes our role as the exclusive broker for the Milford Corporate Center, a state-of-the-art business park with 180 acres and lots available to accommodate up to 2,000,000 sq. ft. in Milford, Delaware.

Our property management division continues to oversee a robust portfolio of more than 5.3 million square feet, spanning nearly 100 properties and over 570 commercial tenants in Delaware, Pennsylvania, New Jersey, and Maryland. Emory Hill recently expanded our managed portfolio with the addition of 78,780 square feet of industrial/flex space in Bear, Delaware.

Emory Hill's construction team continues to deliver expert construction management and quality craftsmanship for projects across the Mid-Atlantic region. Highlights from the first half of 2025 include the completion of the 26,250 square-foot Goodwill renovation project in Aston, Pennsylvania, and continued work on the new visitor center and artwork storage for the Academy Art Museum in Easton, Maryland. Other active projects include renovations at 2 Penns Way and Lycra offices at Little Falls Centre.

"We're proud of the momentum across all of our divisions and grateful to our clients, partners, and team for contributing to another strong year. As we approach our 45th company anniversary, we remain focused on growing with purpose and continuing to deliver excellence in every area of our business.

--Carmen Facciolo, Jr., President



2020 Firedancer Lane ACQUISITION

NAI Emory Hill is pleased to announce the acquisition of a 78,780 square-foot industrial/flex property located at 2020 Firedancer Lane in Bear, Delaware. The fully leased asset was purchased by an NAI Emory Hill-affiliated investment group managed by the company's owners **Carmen J. Facciolo, Jr., SIOR, M. Neil Kilian, CCIM, SIOR,** and **Clayton Hill, CCIM, CPM.** Emory Hill will manage, maintain, lease and provide construction services for the investment in the similar first-class fashion provided across its entire portfolio.

The block and steel-constructed building sits on 6.4 acres and includes sixteen loading docks and drive-in doors, and 22-24-foot clear warehouse heights. Originally constructed in 1983 and expanded in 2002, the buildings UDC-CR (Commercial Regional) zoning allows for both commercial and industrial uses. This flexibility supports the current tenant mix, which includes retail showroom spaces. Current tenants include Urban Furniture, Yumi Cabinet, GotShade Online, and MobilityWorks.

"This is yet another exciting addition to our growing portfolio of commercial properties," said **Clay Hill, Partner and Director of Property Management** at Emory Hill. "2020 Firedancer is a prime example of a core asset type within Emory Hill's existing portfolio, which the company continually seeks to acquire given its strategic location, diversified tenancy, and long-term value proposition. We look forward to enhancing the investment's performance through our integrated property management, maintenance, construction and brokerage services."

With the addition of this property, Emory Hill continues to build on its reputation as a leading Mid-Atlantic real estate services firm. Entering its 45th year, Emory Hill assets under management total over 5.3 million square feet across nearly 100 properties and more than 570 commercial tenants in Delaware, Pennsylvania, New Jersey, and Maryland. Valued at over \$1 billion, the portfolio includes both Emory Hill-owned and third-party properties comprised of commercial, industrial, and multifamily assets.

Emory Hill's industrial portfolio includes twenty properties in New Castle alone, most notably in the Pencader, Airport, Southgate, First State, and Interchange business parks.



TENANT SPOTLIGHT

Aircrafters



Emory Hill proudly provides
Property Management at
Airport Business Center I
259 Quigley Boulevard, New Castle, DE 19720

Since 1984, **Aircrafters LLC** has been a trusted name in the aviation industry, providing critical support to commercial, regional, and business aircraft operators around the globe. Occupying **29,274 square feet** of industrial space at Airport Business Center in New Castle, Delaware, Aircrafters has been a valued, long-term tenant for nearly twenty years with Emory Hill, helping to keep the aerospace supply chain moving.

Originally founded as "Aircrafters by the Sea," the company has grown into a premier aftermarket distribution partner for UTC Aerospace Systems, specializing in aircraft wheels and brakes. Aircrafters maintains an excessive inventory of rotables, consumables, and parts from leading OEMs, including support for platforms such as Boeing, Airbus, ERJ, MRJ, and RRJ.

Aircrafters is accredited to the Aviation Suppliers Association Quality Assurance Program (ASA-100), conforming with FAA Advisory Circular AC00-56. Their core services include direct purchase and exchange programs, OEM return-to-service airworthiness processing, and carbon heat sink exchange programs, all backed by decades of technical knowledge and commitment to fast, reliable service.

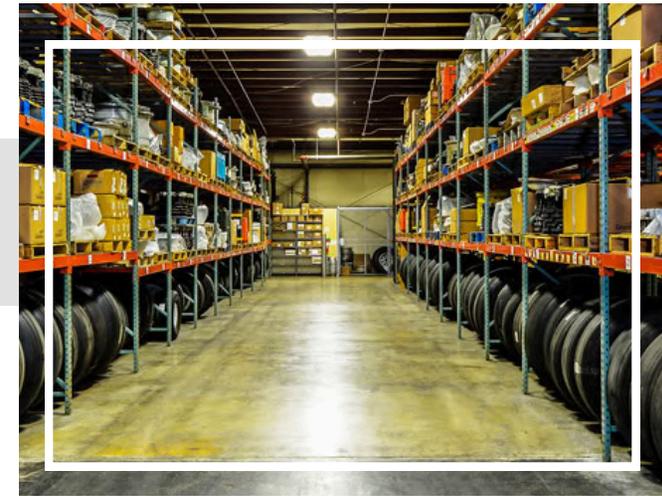
Emory Hill is proud to provide property management services for Aircrafters' Delaware facility.

"Our New Castle facility is strategically located and logistically ideal for giving us quick access to Philadelphia, Newark, and Washington, D.C. airports, allowing the efficient shipment of parts to clients worldwide."

--Gregory Coffield, Vice President

To learn more about Aircrafters, visit:

<https://aero3inc.com/aircrafters>



Emory Hill

Featured Project **GOODWILL ASTON**

Emory Hill is proud to announce the completion of a full renovation for the newest **Goodwill of Delaware and Delaware County** retail store and donation center, located in the Village Green Shopping Center in Aston, Pennsylvania. The **26,250 square-foot-space**, formerly occupied by Big Lots, has officially opened to the public, bringing 25 new jobs to the Aston community.

This is the organization's seventh location in Delaware County and seventeenth overall store and donation center. A grand opening celebration with a ribbon-cutting ceremony occurred on Friday, May 30th and Saturday, May 31st.

The renovation project included a complete transformation of the space to accommodate Goodwill's operational needs. The redesigned layout features a 20,408 square-foot sales floor, a 5,830 square-foot processing area, and a 1,209 square-foot mezzanine area that houses an employee breakroom, restroom, manager's office, and server room. Key Emory Hill members involved in the project are **Brad Kellmyer (Estimator)**, **Bill Gray (Project Manager)**, and **Ron Boord (Superintendent)**.

Emory Hill and Goodwill have maintained a working relationship for over 20 years, beginning with the renovation of Goodwill's main headquarters on Lea Boulevard in 2003. Since then, the construction team has completed multiple store renovations across Delaware and Delaware County.

Beyond construction, the broader Emory Hill organization continues to support Goodwill in a variety of ways. **Kyle McLaughlin**, a brokerage associate, currently serves as Vice Chair of the Board for Goodwill of Delaware and Delaware County. He joined the board in 2023, following the footsteps of fellow associate, **Rich Dudek, SIOR**, who served on the board from 2016 to 2023. In 2011, Emory Hill was honored as Goodwill's Business Partner of the Year. Most recently, Emory Hill supported and attended the 2025 Goodwill Inspiration Awards Luncheon.

"This project is another great example of our ongoing partnership with Goodwill and our shared commitment to strengthen communities. We're proud to help create a space that not only supports Goodwill's mission but also brings jobs and opportunities to Aston." - John Nocket, Director of Construction

CONSTRUCTION



Recent **DEAL HIGHLIGHTS**



Emory Hill recently facilitated the **\$1.2 million sale of a single-tenant, NNN-leased investment property located at 1405 Silverside Road, Unit 1C in Wilmington, Delaware.**

The 4,243 square-foot medical office condominium was purchased by an out-of-state buyer for the full asking price. The transaction closed in just 30 days, demonstrating strong market interest and investment demand in stabilized, healthcare-tenanted properties. NAI Emory Hill's **Rich Dudek, SIOR**, and **Kyle McLaughlin** represented the seller in the transaction. The buyer was referred by Paul Bryant of Agape Realty Advisors, Inc.

The property is 100% leased to Greeley & Nista Orthodontics, a highly regarded orthodontic practice that has occupied the space since it was built in 1987. Backed by corporate parent myOrthos since 2021, the tenant brings financial strength and operational stability to the investment. The space features a large, customized medical buildout that includes state-of-the-art orthodontic equipment, creating a high barrier to relocation and further reinforcing the tenant's long-term commitment to the location.

NAI Emory Hill recently facilitated the successful property sale and business relocation for Anderson & Catania Surety Services, showcasing the firm's ability to guide clients through the disposition and relocation of office space with an emphasis on timeliness, strategy, and client-focused results.

Lorraine Sheldon, Associate Broker at Emory Hill, represented Anderson & Catania in the sale of 707 Philadelphia Pike, an office building in Wilmington, Delaware. The property was priced strategically, receiving multiple offers in a short time frame, and ultimately sold above the asking price.

As part of a comprehensive relocation plan, Sheldon also secured a new lease for the company at 256 Chapman Road, helping the surety firm transition smoothly into their new office space.

"It is always rewarding to help a client not only sell their property quickly and at a strong price but also find a new space that better suits their long-term needs," said Sheldon. "This project was a great example of how proactive planning and market knowledge can lead to a successful outcome on both sides of the transaction."

"Lorraine made the entire process seamless from start to finish. Her guidance, responsiveness, and strategic approach helped us move into the right space for our future while maximizing the value of our former location." --Joe Catania, CEO



Recent DEAL HIGHLIGHTS

Rich Dudek, SIOR, recently represented the seller in the sale of **791 S. DuPont Highway** in New Castle, Delaware. The property, formerly home to The Furniture Barn Store, includes a total of 34,555 square feet across several structures, including a 19,934 square feet front showroom.

The buyer, a local investor, also previously purchased the neighboring property at 801 S DuPont Highway, an adjacent site with additional warehouse buildings and structures on 2.12 acres. Dudek represented the seller in that transaction as well.

The acquisition of both properties marks a strategic investment along a highly visible commercial corridor. The site will be held as an investment property.



NAI Emory Hill recently completed a successful client representation transaction for the acquisition of land at **1273 Kirk Road** in Garnet Valley, Pennsylvania. The 2.5-acre parcel, purchased in June 2023, will be home to the newly constructed **Twin Tails Veterinary Hospital**, a state-of-the-art animal hospital officially opening its doors to the public on July 2nd, 2025.

Matt Chacko of NAI Emory Hill represented Twin Tails Veterinary Hospital in the purchase of the land.

“It was a pleasure working with the buyers to help them secure a location that aligns with their vision for Twin Tails Veterinary Hospital,” said Chacko. “We’re excited to see their practice come to life and serve the local community with high-quality veterinary care.”

Twin Tails Veterinary Hospital is a locally owned and operated practice focused on providing modern, compassionate care for pets. The hospital offers a full range of services, including preventative care, diagnostics, surgery, dental care, and more. Their mission is to build lasting relationships with clients while enhancing the health and well-being of every pet they treat. Doctors Amy Smagala and Jenni Smagala, along with several staff members, are Fear Free Certified Professionals, having completed specialized training to reduce fear, anxiety, and stress in pets during veterinary visits. The Garnet Valley location will be their flagship facility.

To learn more, visit www.twintails.vet

“Matt was instrumental in guiding us through the site selection process. The location offers excellent accessibility for our clients in several nearby neighborhoods that align with our commitment to personalized compassionate pet care.” --Dr. Smagala

OUT & ABOUT

In the Community

SIOR EVENT

Rich Dudek, SIOR, (front row, left) at the SIOR Philadelphia Chapter event- a winning Phillies game at Citizens Bank Park.



CIRC Event

Kyle McLaughlin, Alan Ross, Lorraine Sheldon, and **Rich Dudek, SIOR**, representing team Emory Hill at the annual CIRC Golf Outing at Hartefeld National.



SIOR EVENT

Neil Kilian, CCIM, SIOR, (right) with fellow members of the SIOR Philadelphia Chapter at the SIOR Global Spring Conference in Las Vegas.



DREW EVENT

Grace Mudrick (Back row, third from left), **Lorraine Sheldon** (back row, fifth from left), and **Zuhua (Jenny) Sabol** (front row, right) at a Dill Dinkers Site Tour & Pickleball event organized by Delaware Real Estate Women.



CONGRATS *Kyle McLaughlin*

Congratulations to NAI Emory Hill's **Kyle McLaughlin** on being named to the Delaware Business Times' prestigious "40 Under 40" Class of 2025!

This annual recognition honors Delaware's top young professionals under 40 who are making a significant impact across the First State. Kyle joins an impressive group of leaders from both the for-profit and nonprofit sectors, celebrated for their achievements both in the workplace and in the community.

Kyle was selected by a judging panel to *40 Under 40* from a pool of 120 applicants.



WELCOME *Colleen Karpinski*

Colleen Karpinski has joined our Property Management Accounting team, bringing with her over two decades of experience in accounts payable and financial operations. She spent the past 12+ years at Phoenix Global, where she managed AP processes, oversaw expense reporting systems, and supported month-end closings and audits. Her background also includes accounting roles at Everfast Inc. Calico Corners and Pennsylvania Clinical Schools, where she was responsible for invoice processing, financial reporting and budgeting across multiple departments. She is proficient in a



variety of financial systems, and she holds a background in business management from the Delaware County Community College. Outside of work, Colleen is a proud mom to two children, Emma and Alex, and a dog named Harper (yes, after Bryce!). She spends much of her free time on the football and lacrosse fields and at cheerleading competitions, cheering on her kids in all of their activities. We're excited to welcome Colleen to the Emory Hill team!

CONGRATS *Mark Dennison*

Congratulations to **Mark Dennison**, Superintendent in our construction division, on his recent wedding!



REMEMBERING *Cheryl Williamson*

It is with heavy hearts that we share the passing of our dear colleague and friend, **Cheryl Williamson**, who served as the Service Coordinator for our Maintenance Division since September 2012. Her dedication, quick humor, and warm personality made her an integral part of our team, and a joy to work alongside. Beyond her role, Cheryl had a special way of bringing holiday cheer to the office, especially with her beautiful tree decorations in our lobby and her colorful handcrafted stained-glass work. We are grateful for the years we had with Cheryl and will deeply miss her presence, her laugh, and the kindness she shared so freely. Our thoughts are with her family and loved ones during this time.



EMPLOYEE *Anniversaries*

Emory Hill is pleased to recognize and celebrate the work anniversaries of several valued team members for **May and June 2025**.

ADMINISTRATION

Steve Endres - 12 Years



MAINTENANCE

Kevin Leake - 3 Years



Mike Lenoir - 1 Year



CONSTRUCTION

Mark Dennison - 7 Years



Bill Gray - 6 Years



Brian Hildick - 1 Year



PROPERTY MANAGEMENT

Grace Mudrick - 3 Years



Kevin Murphy - 2 Years



Emily DeSanctis - 1 Year



Each of these individuals has contributed to the success and growth of Emory Hill, demonstrating dedication, professionalism, and expertise in their respective roles. We are grateful for their commitment and hard work, which continues to strengthen our company and services we provide to our clients.

News from **NAI GLOBAL**

NAI Global Ranked #5 in 2025 Top CRE Brokerage Firms

NAI Global has once again ranked among the Top 20 Commercial Real Estate Brokerage firms in the US, as reported by Commercial Property Executive. With \$13.3 billion in investment sales and over 360 million square feet in leasing volume, the strength of this global network continues to drive results.



NAI Global Welcomes NAI Portugal to the Network

GROW, a respected Lisbon-based real estate and advisory firm, has officially joined the NAI Global network and will now operate as NAI Portugal. This strategic affiliation enhances the firm's global reach while preserving its personalized, data-driven approach to real estate across residential, commercial, and investment markets. NAI Portugal will leverage the network's global resources to better serve both domestic and international clients.



NAI Global Welcomes NAI France

UPSIDE, a boutique real estate advisory firm based in Paris, has joined NAI Global and will now operate as NAI France. As NAI Global's exclusive partner in France, the firm brings deep occupier-focused expertise and a strong track record with top-tier clients across office, logistics, and R&D sectors. This affiliation enhances NAI's European footprint and expands UPSIDE's ability to deliver global solutions with local insight.



Emory Hill *Who We Are*

Our proven strategies lead to real-time results, local & global connections and flexible solutions to each project.

NAI Emory Hill has been providing full-service commercial real estate support for businesses throughout the Mid-Atlantic and developing wealth-building strategies for investors since 1981. Since our founding, we have executed well over a billion dollars in real estate transactions and we apply the strong core competencies that result from this experience to every client relationship we have. We also use this experience to expand our range of services, identifying the needs of our clients and customizing our programs to help them achieve their goals.

Brokerage

- Tenant Representation
- Landlord Representation
- Sales
- Land
- Investments
- Business Brokerage
- Healthcare Real Estate

Maintenance

- General Maintenance
- HVAC Solutions
- Grounds Maintenance
- Preventative Maintenance
- Locksmith/Security Services

Construction

- Construction Management
- General Contractor
- Design-Build

Property Management

- Operating & Capital Budget Preparation
- Tenant Relations & Retention
- Property Inspections & Reporting
- Third-Party Audit Services
- Asset Management
- Receivership/REO
- Proactive and Preventative Maintenance

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