

The background of the newsletter cover is a photograph of a modern, multi-story building with a large glass facade. The building is reflected in the glass windows. The foreground shows a paved plaza with several cylindrical trash canisters. The sky is clear and blue. The text "Emory Hill" is in a large, white, serif font, and "NEWSLETTER" is in a smaller, white, sans-serif font. A thin white horizontal line is positioned below the title.

Emory Hill NEWSLETTER

SEPTEMBER-OCTOBER 2025 NEWS

PORTFOLIO GROWTH IN DE & PA

NAI Emory Hill, in partnership with **NS Development**, is pleased to announce the acquisition of two strategic assets: **3030 Kutztown Road** in Reading, Pennsylvania, and a portion of underdeveloped land in **Garrison Oak Technical Park** in Dover, Delaware. Together, these acquisitions highlight Emory Hill's continued growth in the Mid-Atlantic industrial markets.

Located at 3030 Kutztown Road, Kutztown Industrial is a 105,000 square-foot light manufacturing warehouse situated on 8.33 acres. The property offers seven loading docks, 140 parking spaces, and 24-foot ceiling heights with a mix of 80,000 square feet of warehouse space and 25,000 square feet of office space. Currently 80.95% leased, the primary tenant is GAI-TRONICS, the world's largest company dedicated to rugged communication systems for industrial markets.

The acquisition at Garrison Oak Technical Park includes 46 acres at this premier technology and energy campus in Dover, Delaware. The property is zoned for manufacturing, logistics, and technology uses, making it an ideal site for a range of intended users. With utilities in place and flexible zoning, Garrison Oak provides an opportunity for build-to-suit or redevelopment projects in a market experiencing heightened demand for industrial and technology space.

"These two acquisitions reflect the type of opportunities we are most excited about - stabilized income from a strong, long-term tenant at Kutztown Industrial, coupled with significant growth and development potential at Garrison Oak," said Clay Hill, CCIM, Partner and Director of Property Management at Emory Hill. "Together, they strengthen and further diversify our portfolio while also positioning us for both immediate value and long-term impact in two key Mid-Atlantic markets."

The acquisitions of Kutztown Industrial and parcels at Garrison Oak, along with the earlier purchase this year of a fully-leased 78,780 square-foot industrial/flex property at 3030 Firedancer Lane in Bear, Delaware, further strengthen Emory Hill's position as a trusted leader in commercial real estate services. As the firm approaches its 45th anniversary, its management portfolio now spans more than 5.5 million square feet of commercial space across 100+ properties in Delaware, Pennsylvania, New Jersey and Maryland.



Aerial View of Kutztown Industrial



Aerial View of Garrison Oak Park

25,000 SF INDUSTRIAL LEASE

LUXOR TECHNOLOGY

RIVEREDGE INDUSTRIAL PARK

Senior Associates **Rich Dudek, SIOR**, and **Tim Plemmons** recently represented Luxor Technology in a **20,500 square-foot** industrial lease at 312 Cherry Lane in New Castle's Riveredge Industrial Park.

The leased space offers 15-16' ceiling heights, four loading docks, two drive-in doors, minimum 800 amp, 3-phase power, and a 100' deep truck court, providing the functionality Luxor required for its operations.

Luxor Technology is a global leader in bitcoin mining and compute power. The company delivers vertically integrated software and services that transform hashrate into a tradable, transparent digital commodity.

The transaction moved quickly, with the NAI Emory Hill team working closely with Luxor to secure the space on an accelerated timeline while meeting all the client's requirements.

CBRE's Industrial Team - Dan Reeder, Colby Reeder, and Dan Rattay - served as the owner's representatives, helping to facilitate and negotiate this fast-paced transaction.

Luxor expressed appreciation for the guidance and responsiveness of Dudek and Plemmons during the process.

"Despite the short notice, we managed a quick one-day trip to New Castle and secured a property. After two more weeks of coordinating with our team in China and working through details with our attorneys, we successfully signed the lease. [Their] professionalism and patience throughout the entire process were invaluable. Thank you again for being such steady partners during a hectic time."
--Roy Russ, Logistics at Luxor Technology

BROKERAGE

Featured in Delaware Business Times [Read Here](#)



THREE NOTABLE

MEDICAL OFFICE SALES IN DELAWARE & MARYLAND

Senior Associate **Rich Dudek, SIOR**, has recently completed several medical office transactions in Delaware and Maryland.

In Newark, Delaware, Dudek represented the seller in the sale of a 12,000 square-foot medical office building at 324 E. Main Street, located in the heart of the University of Delaware campus. The property is currently 65% occupied, offering the buyer the immediate benefit of in-place rental income.

In North Wilmington, Delaware, Dudek represented the seller in the sale of an 11,000 square-foot freestanding medical office building at 2501 Silverside Road. The property was purchased by a dental practice as part of its regional growth strategy.

In Elkton, Maryland, Dudek represented the seller in the sale of a 2,693 square-foot medical office condominium at 137 W. High Street within the Singerly Medical Office Building. The property was purchased by ChristianaCare and is located directly next to ChristianaCare Union Hospital, a 103-bed facility serving the greater Cecil County community.



"These transactions highlight the continued stability of the medical office market throughout our region," said Dudek. "Healthcare providers and investors alike recognize the long-term value of well-located medical space, whether near universities, hospitals, or within densely populated suburban communities." -Rich Dudek, SIOR

BROKERAGE



CONSTRUCTION RENOVATIONS AT

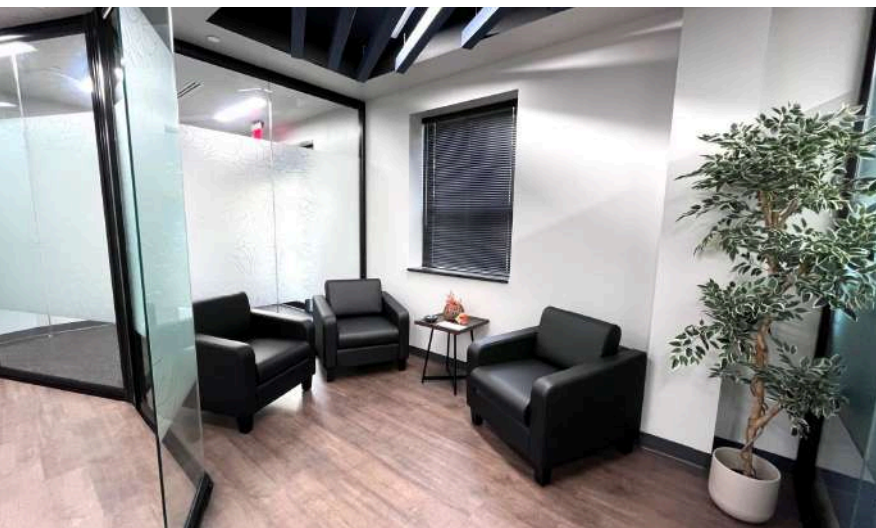
ULTRACHEM

CENTERPOINT BUSINESS COMPLEX

Emory Hill's construction division recently completed renovations at **Ultrachem, Inc.**, a leading specialty lubricant manufacturer located at **900 Centerpoint Boulevard** in New Castle, Delaware. The project modernized the lobby, conference room, and employee workspaces, and features new flooring, linear lighting, recessed drywall ceiling with accent baffles, and other design upgrades to improve both functionality and aesthetics.

The project was led by **Ron Boord**, Superintendent, and **Brad Kellmyer**, Estimator and Project Manager.

Emory Hill has a long-standing relationship with Ultrachem, having completed several renovation projects over the years, as well as a 31,000 square-foot warehouse and office addition in 2004.



WEINER BENEFITS GROUP

LITTLE FALLS CENTRE

Weiner Benefits Group (WBG) has been helping individuals and organizations navigate employee benefits and financial planning for over 85 years. Based in Wilmington, Delaware, and occupying **5,620 SF** at Little Falls Centre, WBG is one of the region's most respected independent benefits consulting firms, known for tailoring solutions that support long-term financial security, employee well-being, and organizational success.

Led by partners **Louis D. Memmolo, AIF®, GBA, NQPA®,** and **Michael D. Reckner, GBA, VBS, GBDS,** the team combines decades of experience with a service-focused approach, crafting personalized strategies for employers and individuals. WBG's expertise spans group medical and ancillary plans, retirement programs, wealth management, Medicare, and long-term care planning. Many clients maintain long-term relationships with the firm, highlighting WBG's commitment to trust and continuity.

WBG's accomplishments have been recognized across the region. The firm is a past recipient of the Delaware State Chamber's Marvin S. Gilman **Superstars in Business Award**, and their Director of Operations and Business Development, **Stephanie Clendening, QPFC,** was recently nominated for a Delaware Valley HR Person of the Year Award. Both achievements are a testament to WBG's innovation, client focus, and long-standing community impact.

Weiner Benefits Group is also deeply active in the community. The team spends much of their time volunteering, supporting local nonprofits, and giving back through charitable initiatives across Delaware. Contributing to the well-being of their community is extremely important to the entire WBG team and reflects their core values of service, integrity, and connection.

Their office at Little Falls Centre offers an ideal setting for collaboration and client service, with abundant natural light, open workspaces, and amenities such as an on-site café (the Venditorium), fitness center, conference rooms, and 24-hour on-site security. The location's accessibility to downtown Wilmington, Philadelphia, and major regional hubs adds to its convenience for clients and staff alike. Emory Hill is proud to manage Little Falls, providing a professional and amenity-rich environment that supports Weiner Benefits Group's continued excellence in the employee benefits and financial services industry.

To learn more about Weiner Benefits Group, visit weinerbenefitsgroup.com



CLAY HILL, CCIM, CPM ELECTED TO THE INDEPENDENCE SCHOOL

BOARD OF TRUSTEES

Clay Hill, CCIM, CPM, Partner and Director of Property Management, has been appointed to **The Independence School Board of Trustees**. The Independence School is a private day school in New Castle County, welcoming children age 3 to grade 8 and committed to inspiring a spirit for learning, leadership, and citizenship.

The Board of Trustees are dedicated volunteers who provide the overall strategic vision and fiduciary oversight that sustains and enhances Independence for current and future students.

Clay is the parent of two Independence Students, 32' and '34.



THE RESIDENTIAL PM TEAM WELCOMES

TIFFANY PRINGLE

ASSISTANT RESIDENTIAL PROPERTY MANAGER

NAI Emory Hill is pleased to welcome **Tiffany Pringle** to the Property Management Team as **Assistant Residential Property Manager**.



Tiffany brings more than a decade of experience in property management, affordable housing, and contract administration. Most recently, she served as Assistant Housing Manager with the Wilmington Housing Authority, where she oversaw leasing, tenant relations, compliance management, and maintenance coordination for residential properties. Prior to that, she worked with Ponderosa Investment, managing leasing, resident communications, vendor coordination, and property preservation services.

Tiffany recently completed real estate school and is in the process of obtaining her real estate license, further enhancing her ability to support property owners and residents.

MAINTENANCE TEAM

Emory hill has welcomed several new employees to our Maintenance division, providing reliable services for businesses of all sizes, including general, preventative, and emergency maintenance.



Robert Conley



George Flores



Dean Martin



Clayton Milano



Marcus Wainright

TEAM NEWS

EMORY HILL

WORK ANNIVERSARIES

SEPTEMBER & OCTOBER 2025

ADMINISTRATION



Tia Clifton
34 Years



Karen Hults
10 Years



Allison Terranova
1 Year

DELAWARE LOCK



Amber Black
3 Years

MAINTENANCE



Mark Russell
9 Years



IN THE COMMUNITY

Delaware Business Times "DBT 40" Celebration

Kyle McLaughlin (back row, left) at the **Delaware Business Times' 12th Annual DBT 40** event at The Waterfall on September 24, celebrating Delaware's top achievers and innovators. Kyle was honored as one of the region's most dynamic young professionals under 40, recognized for his intelligence, initiative, and innovation in driving impact across the community.



Widener University Schools of Law's 50th Anniversary

NAI Emory Hill President **Carmen Facciolo, Jr, SIOR**, and his wife **Marisa**, along with Partner and Director of Brokerage **Neil Kilian, CCIM, SIOR**, and his wife **Cathy**, attended the **Widener University Delaware Law School 50th Anniversary Gala** at the DuPont Country Club on Friday, September 19th.

The gala brought together alumni, faculty, students, community members, and dignitaries to celebrate 50 years of legal excellence.

Left to Right: Carmen Facciolo, Jr., Marisa Facciolo, Cathy Kilian, and Neil Kilian.



Leading Youth Through Empowerment (LYTE) Career Expo

Director of Brokerage, **Neil Kilian, CCIM, SIOR** leading an interactive workshop at the **LYTE Career Expo**, where students stepped into the role of a commercial real estate broker and were tasked with filling a shopping center with tenants based on landlord requirements, tenant mix, community needs, and business potential.

LYTE is a nine-year program serving more than 800 Delaware students from middle school through high school. The organization helps prepare students for lifelong success through academic instruction, mentoring, and career development.



IN THE COMMUNITY

Caesar Rodney Rotary Club's 2nd Annual Golf Outing

Rich Dudek, SIOR (middle) participated in the **Caesar Rodney Rotary Club's 2nd Annual Golf Outing** at Hartefeld National, where nearly 100 attendees helped raise over \$42,000 to support more than 20 organizations making a difference in the community.



Habitat for Humanity's 27th Annual Golf Outing

Our Emory Hill team hit the course for **Habitat for Humanity of New Castle County's 27th Annual Golf Outing** at Hartefeld National. We were proud to sponsor a hole in support of Habitat NCC's important mission of building affordable housing for families.

Left to right: **Carmen Facciolo, SIOR, Neil Kilian, CCIM, SIOR, Kyle McLaughlin, and John Nocket.**



DREW Annual Golf Outing

Miranda McElroy (second from right) at the **Delaware Real Estate Women (DREW) Annual Golf Outing** at the DuPont Country Club on October 9.



IN THE COMMUNITY

DREW Tiki Cruise

Lorraine Sheldon (back row, third from right) at the **Delaware Real Estate Women (DREW)** annual Tiki Cruise on the Christina River fundraising in support of the Ronald McDonald House of Delaware.



SIOR Philadelphia Chapter Property Summit

Allison Terranova at the NAI Emory Hill exhibition table at the **SIOR Philadelphia Chapter Property Summit** at the ArtsQuest Center at SteelStacks on September 29th in Bethlehem, PA.

This annual event brings together top industry leaders to share insights, strengthen connections, and discuss trends shaping the future of commercial real estate. We enjoyed the opportunity to connect with SIOR members and peers from across the region.



Goodwill of Delaware & Delaware County's ReThink Fashion Show

Kyle McLaughlin and his wife, Kelsey, at the **Goodwill of Delaware and Delaware County's ReThink Fashion Show** on September 18th at the Goodwill Recycling Center in New Castle. The event featured a fashion sustainability showcase featuring outfits coming directly from their stores, as well as a curated shopping experience. Kyle is currently Vice Chair on the region's Board of Directors.

NAI GLOBAL RELEASES

MARKET FACTS & TRENDS

2025

NAI Global's recently released **2025 Market Facts & Trends** report highlights a commercial real estate market that is stabilizing and showing signs of strength. Industrial and retail sectors are leading growth, driven by demand for logistics space, data centers, and experience-focused retail environments, while office markets continue to adjust, with key regions beginning to recover. Shifts in tariffs and interest rates are influencing development costs, timelines, and deal structures across sectors, creating both challenges and opportunities.

Through collaboration, advanced technology, and insights like these, NAI Global equips its network with the tools needed to navigate change confidently, from global referral platforms and industry councils to market reports and localized reviews.

[Click to View Report](#)

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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10 Corporate Circle, Suite 100
New Castle, Delaware 19720
302.322.9500

Rehoboth Beach Office

20245 Bay Vista Road, Suite 205
Rehoboth Beach, Delaware 19971
302.827.4940



Your Local Locksmith Experts

Commercial & Residential Locksmith services in New Castle County and surrounding areas.

Why Choose Us?

- ✓ 35+ years experience
- ✓ Keys made on-site
- ✓ Locks rekeyed/repairs/replaced
- ✓ Specialty lock parts available upon ordering
- ✓ Exit devices, deadbolts, door closers
- ✓ Desk/file cabinets
- ✓ Master keying/keying systems (HPC Software)



Estimates always available upon request.

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**Some addresses are subject to a fuel surcharge.*

***We do not currently service vehicles.*