

Emory Hill NEWSLETTER

NOVEMBER-DECEMBER 2025 NEWS



EMORY HILL

2025 SUCCESSES

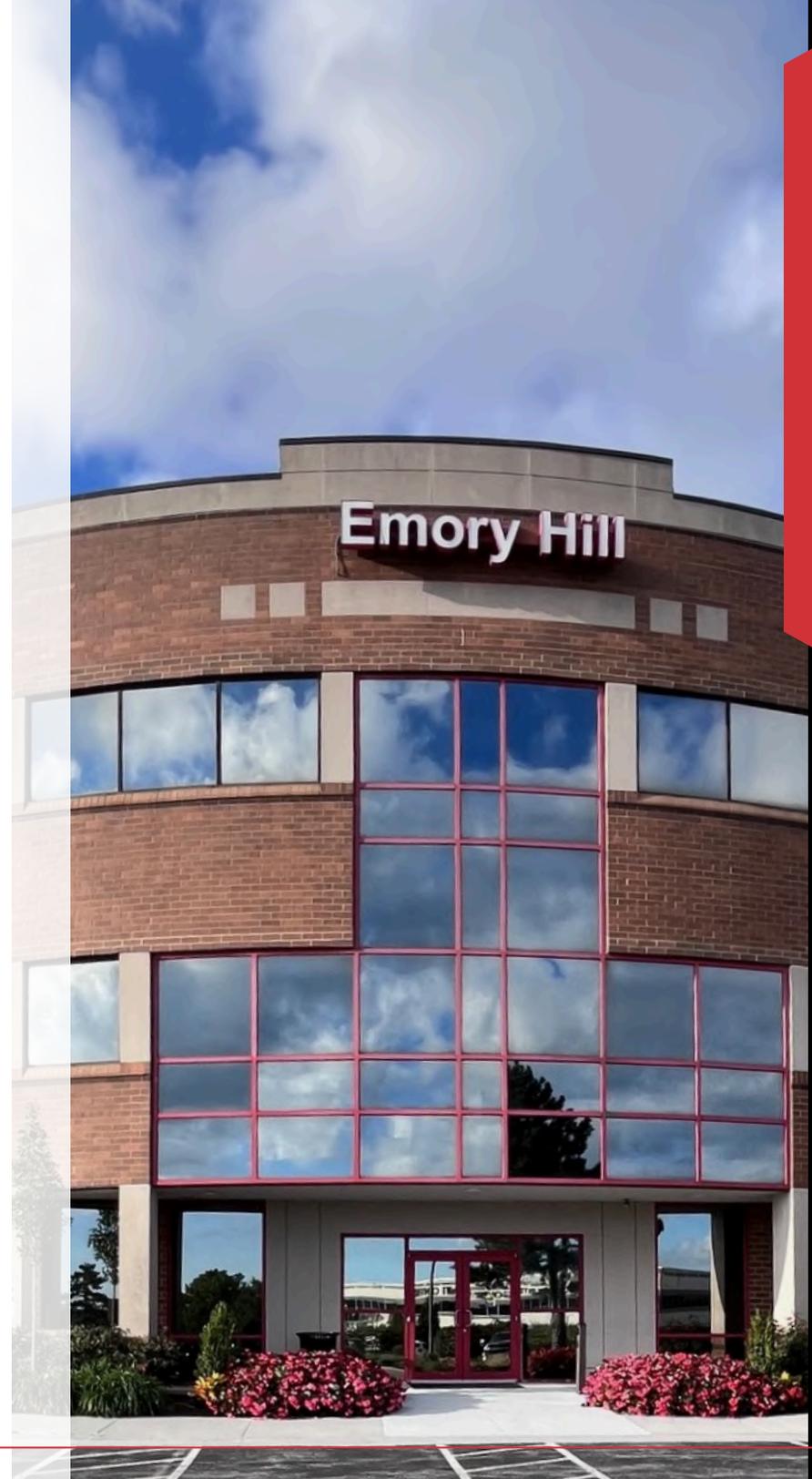
In 2025, Emory Hill continued to build on its long-standing reputation as a full-service real estate, construction, property management and maintenance firm, delivering strong results across every division.

Emory Hill's brokerage team delivered a standout year, completing more than **250 sales and lease transactions**. Collectively, the team leased or sold over **1 million square feet**, generating more than **\$110 million in transaction value**.

Among the year's most notable transactions was a \$10.6 million long-term lease in Sussex County completed by **Ann Bailey, CCIM**, the largest transaction of the year. Other key deals included **Jim O'Hara, Jr.'s** 20-year land lease with Wawa at their new Meadowood location, as well as the sale of Lancashire Apartments by **Rich Dudek, SIOR**, and **Kyle McLaughlin**.

Dudek led the brokerage team as the top producer, closing more than \$35 million in transaction volume.

A major long-term brokerage assignment this year was the listing of **Milford Corporate Center** in Milford, Delaware. This 180-acre, state-of-the-art business park, which broke ground in March, features 27 parcels ranging from 3.2 to 8.4 acres.



FEATURE STORY

2025 SUCCESSES

CONTINUED



Photo Credit: Great Oak Manor Bed & Breakfast

Emory Hill Construction was awarded several high-profile projects in 2025. In Easton, Maryland, the firm was selected for the **Academy Art Museum Annex**, a project involving the restoration and conversion of a historically significant home built prior to 1912. The project includes a framing facility, artwork storage annex, and a major addition on adjacent lots. Selective demolition has been completed, the structure was lifted from its original foundation over the summer, permits were issued in late November, and foundation work is now underway. In Chestertown, Maryland, Emory Hill is also working on renovations at **Great Oak Manor Bed & Breakfast**, including the conversion of a catering kitchen into a demonstration kitchen for guest cooking classes. This project is part of a broader vision that includes a future standalone building with an expanded kitchen, conference room, and yoga studio. Additional highlights included a **26,250 square-foot retail conversion** in Aston, Pennsylvania, transforming a former Big Lots into a Goodwill Retail Store.

Emory Hill's Property Management division continued to scale in 2025 and now manages **5.5 million square feet** across more than 100 properties. The team was recently awarded the contract to manage **The Pointe Condominiums** on the Brandywine River, a 56-unit premier waterfront community in Wilmington. In addition to third-party assignments, Emory Hill expanded its managed portfolio in 2025 with the acquisition of **2020 Firedancer Lane** in Bear, DE (78,780 sq. ft.), as well as properties acquired in partnership with **NS Development Partners**, including **3030 Kutztown Road** in Reading, Pennsylvania, a 105,000 sq. ft. light manufacturing warehouse, and **Garrison Oak Technical Park** in Dover, Delaware, a 46-acre industrial and manufacturing site.

The Maintenance division completed over **2,500 projects** in 2025. Long-standing relationships with major clients such as W.L Gore & Associates and Brandywine Urology continue to anchor the division's success.

As Emory Hill reflects on a year of growth and achievement, the firm looks ahead to an important milestone, celebrating its 45th anniversary in 2026.

Emory Hill

Celebrating 45 Years

EMORY HILL

2025 SUCCESSES

CONTINUED

Emory Hill's affiliate locksmith company, **Delaware Lock**, experienced an increase in business in 2025 and continued to excel in larger estimate and bid projects. In addition to Emory Hill's portfolio of buildings, top clients this year included Winterthur Museum, Rockford Center, BPG Companies, and Asset Management Alliance.

Many of the firm's professionals were recognized for leadership and service throughout the year. **Carmen Facciolo, Jr.**, President of Emory Hill, was named to the Delaware Business Times' Delaware 222 list for the third consecutive year, which honors the state's most influential business leaders. **Kyle McLaughlin** was named to Delaware Business Times' 40 Under 40 Class of 2025, and **Clay Hill, CCIM, CPM**, Partner and Director of Property Management, joined the Board of Independence School.

In 2025, Emory Hill contributed **more than \$40,000 in charitable donations**, reinforcing the firm's commitment to giving back to the community.

Emory Hill's affiliation with NAI Global continued to add value for clients in 2025. **NAI Global** was ranked 6th among top commercial real estate brands in the annual Lipsey Survey and #5 among top CRE brokerage firms by Commercial Property Executive. The network expanded with the addition of NAI Portugal and NAI France, bringing its global footprint to 325 offices worldwide.

"2025 was a strong year across every part of our organization. Our teams delivered results for clients while continuing to build on our long-established presence in the market. As we look ahead to our 45th anniversary, our focus remains on delivering value, fostering lasting partnerships, and providing full-service real estate solutions to our community with the same commitment that has defined Emory Hill for decades." -Carmen Facciolo, Jr., President



LONG-TERM LEASE | TENANT REPRESENTATION

PARKOWSKI, GUERKE, & SWAYZE, P.A.

ARTISANS' BANK BUILDING



NAI Emory Hill has successfully represented **Parkowski, Guerke & Swayze, P.A.**, a premier full-service law firm, in the long-term lease of approximately **5,500 square feet of Class A office space** at the Artisans' Bank Building, located at 2961 Centerville Road in Wilmington, Delaware.

Parkowski, Guerke, & Swayze, P.A., a well-established law firm with multiple Delaware locations, evaluated several Class A office options before selecting the Artisans' Bank Building to support its continued growth and operations in New Castle County. **Neil Kilian, CCIM, SIOR, Partner and Director of Brokerage** at NAI Emory Hill, guided the firm through the site selection process, touring multiple properties and advising on space functionality, location, and long-term needs.

NAI has a long-standing relationship with the firm and has previously represented them in leasing transactions for its Sussex County office locations.

Following the lease execution at the Artisans' Bank Building, Emory Hill's construction division completed the interior renovations of the firm's new space, delivering a turn-key solution aligned with the tenant's operational requirements. The project was managed by **Matt Allen**.

PARKOWSKI
GUERKE &
SWAYZE

*"NAI Emory Hill has been a trusted advisor to our firm across multiple office locations in Delaware. Neil helped us identify a space that was the right fit for our New Castle County office, and having Emory Hill manage the renovations made the process seamless from start to finish."
-Vince Robertson, Partner at PGS*



BROKERAGE

OTHER NOTABLE

SALES & LEASES

UNIVERSITY OFFICE PLAZA

NAI Emory Hill has successfully represented the seller in the sale of a **27,000 square foot office building** located at 254 Chapman Road in Newark, Delaware.

Situated within the University Office Plaza, the two-story office building sits on approximately 1.9 acres and was 93 percent occupied at the time of the sale. The property was acquired as an investment by Life Reign International LLC from BBB Realty LLC.

Jim O'Hara, Jr. represented the seller throughout the negotiations and transaction. EXP Realty represented the purchaser.

"This sale reflects continued investor demand for well-located, stabilized office assets," said O'Hara. "The strong occupancy, combined with the property's proximity to the University of Delaware and major transportation routes, made it an attractive long-term investment."



BROKERAGE

GRANTHAM LANE INDUSTRIAL SITE

NAI Emory Hill's **Tim Plemmons** and **Zuhua (Jenny) Sabol** represented the tenant in the lease of a **27,000 +/- SF** industrial space at 618 Grantham Lane in New Castle, DE.

"We recently completed a fast, efficient warehouse lease with Tim Plemmons and Mike Cassidy. When we have a clear understanding of our clients' operational and financial needs, and pair that with deep knowledge of current market opportunities we're able to identify the right space quickly and negotiate a seamless, high-value deal for our clients." -Jenny Sabol



THE POINTE

56-UNIT LUXURY CONDOMINIUM COMPLEX

NAI Emory Hill now provides property management services for **The Pointe** condominiums on the Brandywine River, a premier waterfront condominium community located in the heart of Wilmington, Delaware.

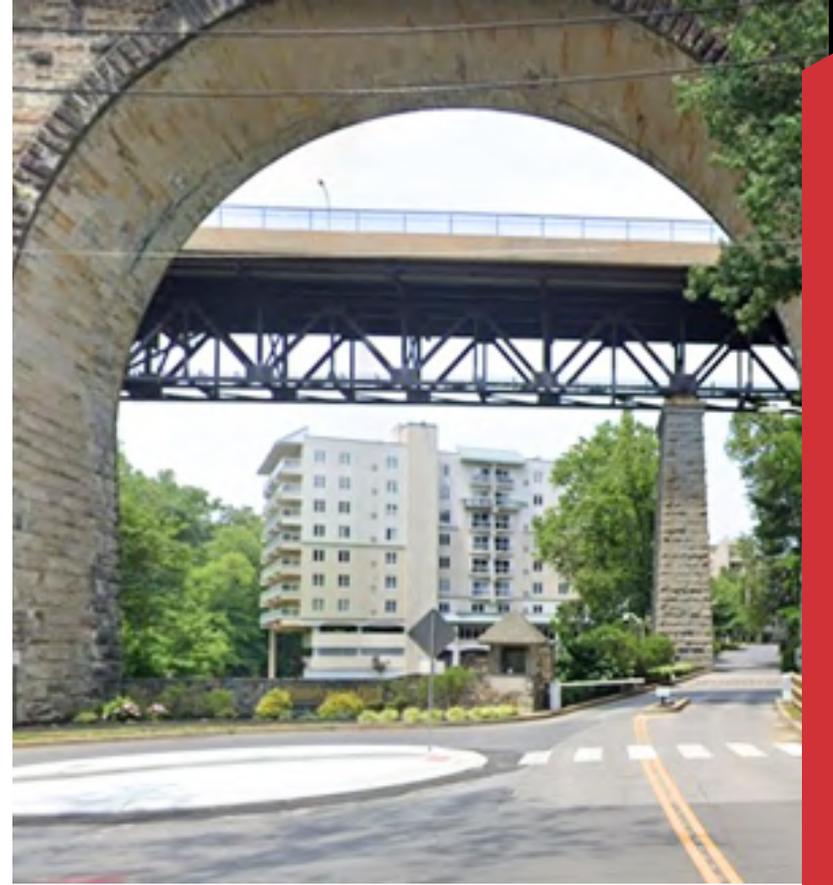
This exclusive 56-unit condominium complex located on N Park Drive is nestled along the scenic Brandywine River and offers residents a luxurious lifestyle surrounded by natural beauty and convenience. The Pointe boasts an impressive list of amenities, including a concierge service, pool, fitness center, 24-hour gated security, and private, dedicated parking spaces. Its prime location provides easy access to major routes, a variety of dining options, wooded trails in Brandywine Park, the Brandywine Zoo, and local museums.

NAI Emory Hill brings over four decades of experience in property management offering customized solutions to maximize property values and enhance resident satisfaction. With a portfolio exceeding 5.5 million square feet of office, industrial, retail and multifamily spaces, the firm is recognized for its owner-focused management approach, ensuring the highest standards of service and efficiency.

Miranda McElroy, CMCA, serves as the Property Manager for The Pointe, working closely with ownership to ensure the community is managed proactively and professionally.

"As Delaware's premiere full-service management firm, we are uniquely positioned to meet the diverse needs of clients like The Pointe. Our in-house brokerage, maintenance, and construction divisions enable us to deliver unmatched service that enhances property performance and resident experience."

-Clay Hill, CCIM, CPM, Partner & Director of Property Management





CONSTRUCTION RENOVATIONS AT

GRANDVIEW PLAZA

PERSON DIRECTED SUPPORTS, INC.



Accessibility, comfort, and modern finishes all came together in this 11,000 SF fit out at Person Directed Supports, Inc. in Lancaster's Grandview Plaza.

Our construction team refreshed the entire space with updated lighting, new carpeting in all of the offices, luxury vinyl tiles throughout the corridors and common areas, fresh paint, an expanded rehabilitation room with wider access for wheelchairs, and fully ADA compliant restrooms.



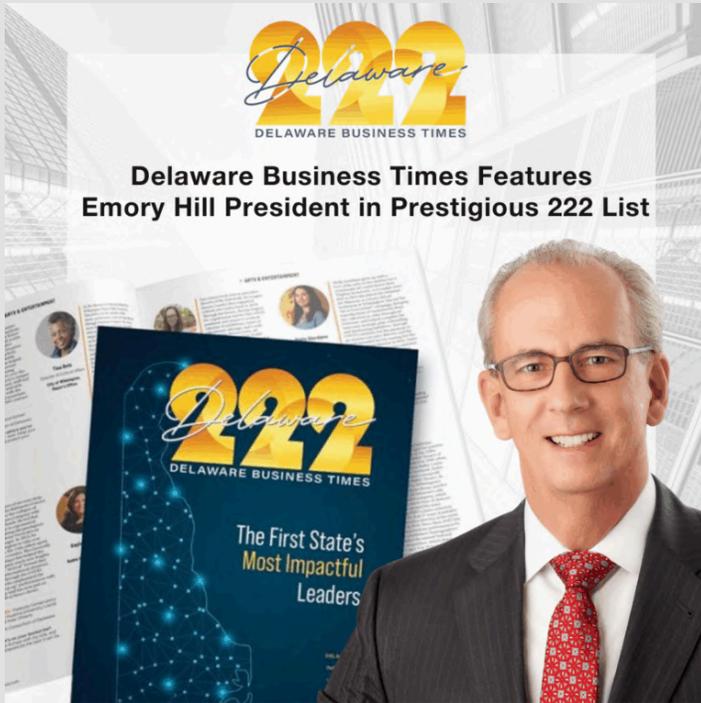
The project was estimated and managed by **Bill Gray** with **Mark Dennison** as superintendent.



**CARMEN FACCIOLO, JR, PRESIDENT
NAMED IN
DELAWARE 222 LIST**

DELAWARE BUSINESS TIMES

Emory Hill President, **Carmen Facciolo, Jr.**, has been recognized as a Delaware 222 Honoree by the Delaware Business Times for the third consecutive year, joining a distinguished group of influential leaders shaping the future of Delaware’s business community. The annual Delaware 222 highlights individuals who are driving growth, innovation, and long-term impact across the state.



EMORY HILL

WORK ANNIVERSARIES

NOVEMBER & DECEMBER 2025

CONSTRUCTION



Roon Boord
20 Years

MAINTENANCE



Chris Covington
32 Years



A.J. Schwander
7 Years

PROPERTY MANAGEMENT



Colleen Mallet-Provost
3 Years

COMPANY CHRISTMAS PARTY

NAI Emory Hill marked the close of another successful year at our annual holiday party. We celebrated team achievements across all divisions and recognized key employee milestones. A great way to reflect on the year and look ahead together.



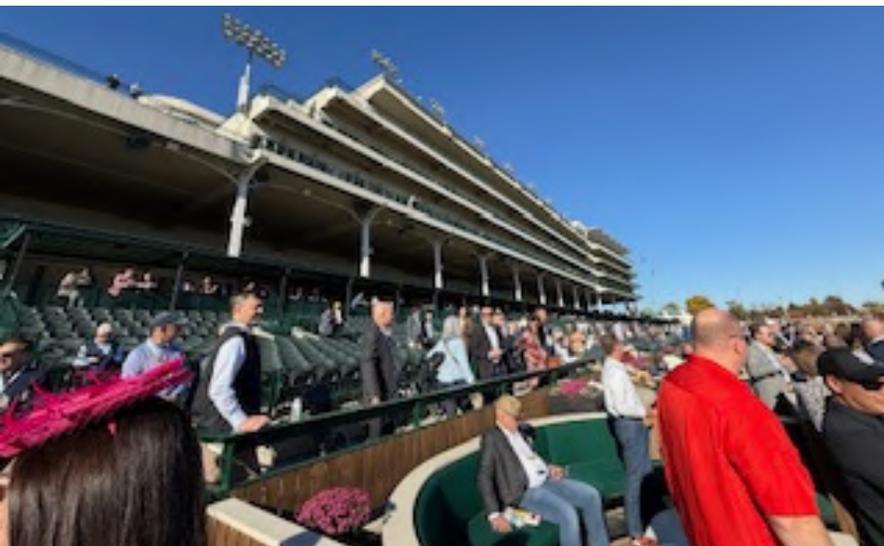
IN THE COMMUNITY



SIOR Fall Event

Rich Dudek, SIOR, and Neil Kilian, CCIM, SIOR, recently attended the SIOR Fall Event in Louisville, Kentucky.

The week featured valuable networking, industry insights, and memorable experiences including a visit to the Louisville Slugger Museum & Factory and an afternoon at Churchill Downs, home of the Kentucky Derby.



IN THE COMMUNITY



CIRC Holiday Lunch Mixer

Holiday cheer and great company! Emory Hill was honored to sponsor the table poinsettias again this year at the CIRC Holiday Lunch Mixer at Riverfront Events. With festive bites, cash bars, a 50-50 raffle supporting local charities, and generous food donations for the Food Bank of Delaware, it was a wonderful afternoon connecting with our industry friends.



IN THE COMMUNITY

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](#) 

The image shows the cover of the NAI Global Market Facts & Trends 2025 report. The top half features a dark background with a white world map and glowing white lines representing global connections. Below this, there is a collage of images: a night view of a city with lights, a street scene with motorcycles, and a classical building with a dome. The text 'NAI Global' is in a large, bold, white font, and 'Market Facts & Trends' is in a slightly smaller, white font below it. The year '2025' is also visible in the top right corner of the collage area.

NAI Global
Market Facts & Trends

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

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

Maintenance

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

New Castle Office

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/repaired/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.

Contact Us!



Phone
302-764-5950



Website
www.delawarelock.com



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*Some addresses are subject to a fuel surcharge.

**We do not currently service vehicles.