



PENNSYLVANIA REAL ESTATE JOURNAL

Section C of the MID ATLANTIC Real Estate Journal

DNB First provided financing for the sale Swope Lees Facilitates \$3M industrial building sale

WEST CHESTER, PA – Jim Lees and Chuck Swope of Swope Lees, a West Chester based commercial real estate brokerage firm, arranged the \$3,000,000 sale of 917 Old Fern Hill Road, West Chester.

The 40,000 s/f industrial flex building is 75% occupied. The buyer, Fernhill Business Center, LLC is led by Brad Wiggins of Wiggins Shredding. Wiggins



917 Old Fern Hill Road

Shredding plans to occupy the building and expand its operations. The seller is Fern Hill Associates, L.P. The 5

acre property in West Goshen Township was not actively for sale on the market and Swope Lees was able to arrange the transaction. DNB First was the financial lender for the sale of 917 Old Fern Road.

Swope Lees Commercial Real Estate, LLC is a commercial real estate brokerage and consulting firm that operates regionally in Southeastern Pennsylvania, with an emphasis in Chester

County. It maintains regional, national, and international relationships through its affiliation with the CCIM Institute, the preeminent platform for commercial real estate networking, education, and technology. The professional services offered by Swope Lees include commercial real estate sales and leasing, market analysis, financial and investment analysis, and project-specific and market consulting. ■

NOVEMBER 11 - 24, 2011

HI-LIGHTS

Cushman & Wakefield negotiates \$900,000 sale

A 29,000 s/f heavy industrial building located in Lancaster has traded hands announced Cushman & Wakefield. See page 2C.



Mericle announces 211,000 s/f total lease transactions

Mericle Commercial Real Estate Services has recently leased a total of 211,000 s/f in several transactions. See page 4C.



Willems of NAI Keystone represents landlord Brasler Props. & Endurance RE establish a 220,000 s/f ind. plant

READING, PA — Packaging Corporation of America established a new 220,000 s/f product plant at Brasler Properties' and Endurance Real Estate Group's Premium Business Center on Tuckerton Road.

“Along with our partners at Endurance, we invested in experienced technical personnel during the economic downturn to provide prospective tenants from the initial tour or RFP, the data they needed to understand our facility capabilities. This commitment has taken pressure off of the brokers to represent technical details they are not qualified and made PCA comfortable with the building and the capability of the team to deliver early in the process.” stated Chris Brasler, CEO of



Packaging Corporation of America

Brasler Properties.

One of PCA's main considerations in deciding on this location was past positive experiences the Brasler/Endurance team had in the Twp. Pam Shupp and Jon Scott from Berks Economic Partnership assisted to attract PCA. Brasler/Endur-

ance managed the initial construction, and PCA has chosen the Brasler/Endurance team to deliver Phase 2.

Steve Willems, NAI Keystone Comm'l and Ind., represented the landlord and Michael Zerbe & Lee Fein of Colliers represented PCA. ■

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WESTERN PA.....6C

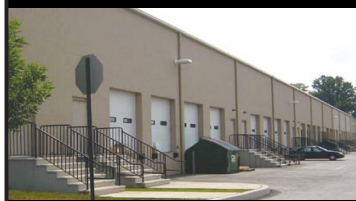
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