

CENTRAL PENN BUSINESS JOURNAL

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Commercial real estate agencies

Ranked by dollar volume of local commercial sales and leases

Rank	Prev. rank	Company Address Web site	2007 \$ volume of local comm. sales and leases	Top local executive Title Phone	F-T comm. agents/ local/total employees	Industrial parks represented	% of activities	Local/total locations Headquarters Year established locally	Major projects
1	NR	COMMERCIAL-INDUSTRIAL REALTY CO. AKA NAI CIR 1015 Mumma Road Wormleysburg, PA 17043-1118 www.naicir.com	\$460.50 million	Robin R. Zellers COO (717) 761-5070	22 21/21	Cumberland Technology Park, TecPort Business Center, Gateway Corporate Center, Stoneridge Commerce Park	38% industrial, 27% retail, 25% office, 10% land	1/1 Wormleysburg 1970	Liberty Property Trust distribution leases, Cascade Drive sale, Allentown, 100 Lewis Parkway sale, Bobali Drive sale
2	2	BENNETT WILLIAMS REALTY INC. DBA COLDWELL BANKER COMMERCIAL BENNETT WILLIAMS 110 N. George St., Fourth Floor York, PA 17401 www.bennettwilliams.com	\$229.20 million	Dennis A. Neiman COO (717) 843-5555	39 11/DNR	Queen Street Industrial Park	60% retail, 25% industrial, 15% office	3/3 York 1956	Shoppes at Wyomissing, Shoppes at Montage, Hawk Lake Golf Course, Gateway Centre, HACC MidTown Campus, Benderson Development Chambersburg
3	4	NAI/COMMERCIAL PARTNERS INC. 930 Red Rose Court, Suite 200 Lancaster, PA 17601 www.naicpi.com	\$207.60 million	Richard A. Heslin Broker and president (717) 283-0600	DNR DNR/DNR	Mount Joy Industrial Park, Flyway Business Park, Running Pump Business Center	33% industrial, 24% land, 19% retail, 14% office, 10% investment	1/1 E. Hempfield Twp. 1991	H.R. Miller Quarry, Running Pump Business Center
4	1	RSR REALTORS 3 Lemoine Drive Lemoine, PA 17043-1231 www.rsrealtors.com	\$156.48 million	W. Greg Rothman President and CEO (717) 763-1212 (888) 545-9241	55 55/55	Silver Creek Commerce Park, Pennsboro Commons	60% commercial, 40% other	1/1 Lemoine 1970	Silver Creek, Capitol View Commerce, 210 N. Second St.
5	9	CAMPBELL COMMERCIAL REAL ESTATE INC. 300 Corporate Center Drive, Suite 201 Camp Hill, PA 17011 www.acampbell.net	\$131.16 million	Arthur D. Campbell President (717) 737-6161	4 2/6	East End Warehouse Complex, Fernwood Office Park, Commerce Park, Cumberland Technology Park, Friendship Industrial Park	55% office, 35% industrial, 10% other	1/1 E. Pennsboro Twp. 1985	Brandywine Realty Trust, Deloitte Consulting, Cumberland Technology Park, Schaedler Yesco, Elysian Properties
6	3	LANDMARK COMMERCIAL REALTY INC. 20 Eford Road, Suite 215 Lemoine, PA 17043 www.landmarkcr.com	\$129.86 million	David J. Rimmel President (717) 731-1990 (800) 722-1990	13 16/16	Conewago Industrial Park, Silver Spring Industrial Park	48% office, 26% industrial, 16% investment, 10% commercial	1/1 E. Pennsboro Twp. 1988	Phico Drive, Mechanicsburg; Commerce Towers, Harrisburg
7	6	ROCK COMMERCIAL REAL ESTATE 221 W. Philadelphia St., Suite 19 York, PA 17401 www.rockrealestate.net	\$127.86 million	David Keech President (717) 854-5357	12 25/25	Morgan Industrial Park, Chestnut Industrial Park, Miabrae Industrial Park, Commerce Park	55% industrial, 27% office, 14% retail, 4% other	1/1 York 2001	Sixth Avenue Professional Center, Gateway Hanover, Shrewsbury Commerce Park, Stonebridge Business Center
8	10	HIGH ASSOCIATES LTD. 1853 William Penn Way Lancaster, PA 17601 www.highassociates.com	\$115.37 million	Mark Fitzgerald COO and president (717) 291-2284 (800) 638-4414	12 110/143	Greenfield Corporate Center, Rossmoyne Business Center, North Pointe Center, Highlands Corporate Center	60% industrial, 30% office, 10% retail	2/24 E. Lampeter Twp. 1974	York Town Center, Lancaster Convention Center, Marriott at Penn Square
9	7	PROPERTY MANAGEMENT ALTERNATIVES INC. DBA LMS COMMERCIAL REAL ESTATE 120 North Pointe Blvd., Suite 301 Lancaster, PA 17601 www.lms-pma.com	\$89.49 million	Donna Deerin Ward and Joseph R. Deerin Owners (717) 569-6439 (800) 864-2633	6 24/24	Derry Street Properties	85% retail, 5% industrial, 5% office, 5% residential	2/2 Manheim Twp. 1991	Windsor Commons Expansion, Bloomfield Village, Outlets at Hershey expansion
10	5	CB RICHARD ELLIS HARRISBURG 212 Locust St., Suite 300 Harrisburg, PA 17101 www.cbre.com/harrisburg	\$76.50 million	Kevin Fry Vice president (717) 238-9696	8 12/DNR	Liberty at Chambersburg, Lickdale Commerce Center, Willow Springs Business Center, Greenspring Industrial Park, Hunters Green II	50% industrial, 25% retail, 25% commercial	1/3,000 El Segundo, Calif. 2000	Liberty at Chambersburg, Wyndam Heights, Lickdale Logistics Park, Rossmoyne Business Center, Greenspring Industrial Park
11	NR	U.S. COMMERCIAL REALTY INC. 1650 Crooked Oak Drive, Suite 310 Lancaster, PA 17601 www.uscommercialrealty.net	\$54.61 million	Dwight E. Wagner DNR (717) 735-6000	3 2/5	DNR	DNR	1/1 Lancaster 1996	DNR
12	11	COMMERCIAL REALTY GROUP INC. 1300 Market St., Suite 305 Lemoine, PA 17043 www.commercialrealtygroupinc.com	\$49.47 million	Thomas J. Mallios President (717) 761-8106	6 1/DNR	DNR	35% office, 35% retail, 20% industrial, 10% other	1/1 Lemoine 1990	DNR
13	NR	WOLFE & SHEARER REALTORS 33 S. PRT ST. Carlisle, PA 17013 www.wolfeshearer.com	\$11.40 million	William L. Shearer Jr. Broker (717) 243-1551 (800) 377-3027	11 12/DNR	NA	55% residential, 45% commercial	1/1 Carlisle 1986	Home Depot, Carlisle; Alexander Spring Rehab; Castles Commons
14	12	SPRINGWOOD COMMERCIAL REALTY 146 Pine Grove Circle, Suite 200 York, PA 17403 www.springwoodcommercial.com	\$11.10 million	David H. Hogg President (717) 505-1000	3 5/5	DNR	70% retail, 20% office, 10% industrial	1/1 York Twp. 2004	DNR
15	15	BLUE MARLIN REAL ESTATE INC. 1 E. Market St., Suite 201 York, PA 17401 www.bluemarlinrealestate.com	\$9.37 million	Ryan McKinley Owner and president (717) 845-1111	3 2/5	NA	44% invest./development, 32% retail, 24% office	1/1 York 1995	DNR
16	NR	COPT PROPERTY MANAGEMENT SERVICES 6360 Flank Drive, Suite 1100 Harrisburg, PA 17112 www.copt.com	\$7.86 million	Elaine Mottilla Property manager (717) 671-9440	DNR 3/350	DNR	100% office	1/12 Columbia, Md. 1999	DNR

DBA-doing business as DNR-did not respond NA-not applicable NR-not ranked

The Central Penn Business Journal's list of commercial real estate agencies is limited to those in or near Adams, Cumberland, Dauphin, Lancaster, Lebanon, Perry or York counties. Information came from the individual companies and other Business Journal research. To access the Business Journal's online database, visit www.centralpennbusiness.com and click on ListCentral in the quick-links menu.

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