



Front Row L to R Tom McDermott (principal), Rich Heslin (principal), Steve Clipman (principal), Middle Row Wilay Boensch, Mike Sheaffer, Dan Berger (principal), Kristin Herr, Pat Long, Joe Spagnola (principal), Kim Lutz, Rich Wolman, Top Row Joe Maser, Jim Pointer, John Thiry, Robert Ramsay, Not pictured, Glen Hauck, Eric Revene

Personalized Service for Diverse Real Estate Needs

The professionals of NAI Commercial Partners, Inc., are experienced and highly qualified to manage every aspect of commercial real estate. Their brokers are knowledgeable in niche markets, but they take a team approach that breaks boundaries, creates solutions and assures clients complete representation throughout every step of a transaction.

NAI Commercial Partners is a full-service commercial brokerage serving the Lancaster marketplace and all of southcentral Pennsylvania. Its highly qualified brokers develop ideal solutions in industrial, office, retail, general commercial, urban rehabilitation and land acquisition. The full range of services includes sales and leasing, tenant and buyer representation, consulting and market research, land planning and development, investment property sales and analysis.

"Our partners and brokers invest the time and money needed to become the best-educated, best-informed providers in the market," said Partner and Associate Broker Thomas M. McDermott, CCIM, SIOR. "We strive to be top producers, and we know that means staying on top of trends in the marketplace. We are constantly honing and developing our sales, negotiating and technical skills. For us, education goes well beyond the minimum standards expected of agents. Every real estate transaction is unique, but our education and expertise equip us to handle every challenge."

NAICPI reinforces the expertise of its agents with targeted technology. The Internet has expanded the boundaries of real estate to a worldwide stage, and the right use of technology can expose businesses to the right property or the right buyer well beyond southcentral Pennsylvania. NAICPI belongs to NAI Global, a managed network with 350 offices encompassing over 5000 real estate

professionals in over 45 countries worldwide. NAICPI is also one of three Pennsylvania firms affiliated with the very exclusive Retail Brokers Network, serving shopping center owners, developers, and tenants with 500 retail specialists in 43 offices.

"Technology has opened a world of information for everyone, but you still need that person on the ground to make something happen," McDermott said. "You need a knowledgeable, attentive human being to deliver the services and sites that align with your business plan."

NAI Commercial Partners was formed in January 2007 from the merger of two of Lancaster County's top commercial brokerages, Penn Partners Commercial Real Estate, LLC, and NAI Commercial Industrial Brokers, Inc. "We can handle almost any request," McDermott said. "Our clients range from mom-and-pop firms to national corporations, and everyone receives professionalism and value for their dollar. Our service goes beyond the sale."

NAICPI is independent and not affiliated with any builders, so clients are assured that they will find appropriate properties suited to their needs. Brokers show clients the wide range of products available and provide unbiased, independent views of the marketplace.

"Our brokers live where they work and are active in their communities, so they have their fingers on the pulse of the region," McDermott said. "We know what's going on in the marketplace, and we pass on that knowledge to our clients. Some firms don't diversify, but we have a good blend of people who share their insights and expertise with each other. Our clients benefit by knowing that their real estate transactions – whether they're buying, renting, or selling – will position their companies with a competitive advantage."

NAI Commercial Partners, Inc.

930 Red Rose Court, Suite 200
Lancaster, PA 17601

Phone: 717.283.0600

Fax: 717.283.0609

Web Site: www.naicpi.com

Mission: NAI Commercial Partners, Inc. is committed to delivering the most comprehensive, professional services to owners, tenants and investors of commercial buildings, land, and investment properties located throughout South Central Pennsylvania and retailers nationwide. We believe that by partnering with our clients, we will fulfill our client's goals and foster long term relationships, repeat business and ongoing referrals.

Employees: 16 agents 4 employees

Top Executive: Rich Heslin, President

Product/Service: Full-service commercial/industrial real estate broker
Year Founded: 1991 & 2003 NAI/CIBI and Penn Partners respectively

NAI Commercial Partners, Inc.
Commercial Real Estate Services, Worldwide.