

The BEST INDUSTRY ASSOCIATION of 2019

NAIOP NJ CRE Development Association New Brunswick, NJ



Gene Preston, Dermody Properties
NAIOP NJ President

Specialties: Advocacy, Education, News and Networking

Celebrating its 50th year, NAIOP NJ is the leading commercial real estate, land use and economic development resource in the Garden State. With a membership of 850+ owners, developers, investors, asset managers and related professionals in the office, commercial, industrial, mixed-use real estate and logistics sector, the organization takes a visionary approach, focusing on the economic health and well-being of the communities where they develop and acts as a resource for key decision-makers in the state. The chapter also advocates on a range of public policy issues and provides valuable benefits such as networking and education.

IOREBA Industrial and Office Real Estate Brokers Association



John Johnson, Wellington Real Estate
IOREBA President

IOREBA is one of the nation's largest and oldest regional industrial and office real estate brokers associations in the United States. From an original 33 members in 1927 who hailed from New York City, Hoboken, Jersey City, and Newark, IOREBA currently has over 300 members throughout and other states. IOREBA holds 6-8 educational/networking events throughout the year giving members the opportunity to access market information, network with other industry professionals such as brokers, developers, and owners and cultivate strategic friendships. The association has continually evolved and expanded its offerings, designing useful programs and opportunities for today's changing industry. IOREBA leadership is headed by IOREBA President John Johnson, President of Wellington Real Estate and an industry veteran.

The FASTEST GROWING FIRMS of 2019



Location: Philadelphia, PA
49% increase of YOY Growth
17 New Employees
113 total closings in 2019, \$514,007,383 volume closed, 9.67% YOY commission growth.
North Eastern Closing Transactions Volume: \$6,739,572,964
Northeast Division Total Transactions: 1484
North Eastern MMCC Loan Volume: \$1,107,481,323
Northeast MMCC Transactions Closed: 358
Philadelphia Office Dollar Volume Closed: \$514,007,383

Location: Philadelphia, PA

10% increase
10 New Employees



In addition to a great fiscal year, in 2019 Colliers in Philadelphia made a record breaking spree of new hires, strengthening across nearly all service lines: Retail – 2019 saw the addition of Jason Fox, the Larry Steinberg urban retail team, as well as several next gen retail associates. Investment Sales – rising star Eric Grad joined the firm Healthcare and Life Sciences – significant senior hire of medical expert Paul Rogers and “serial entrepreneur” Clifford Brechner to support the Life Sciences team Industrial – bolstered its platform with juniors George Wrigley and Cal Bailey.



Locations: Clifton, NJ, Pennington, NJ & NYC, NY
11% of increase
4.23% increase of employees



Locations: Elmwood Park, Edison and Cedar Knolls, NJ
4.23% increase of employees
Lee & Associates New Jersey added a third NJ location in Cedar Knolls, NJ effective 1/1/2020.



Location: Moorestown, NJ
Rental Revenue \$9M to \$20M-- app. 122% increase
5 to 15 employees- 200% increase

Increased property holdings to 23 in the South Jersey market with more than 1.0 million SF of space. The company's investment division raises and places equity in undervalued commercial office complexes, optimizing performance through acquisitions with value-add capital improvement opportunities and providing investors with discretion over individual assets, regular quarterly income and long-term capital appreciation.



Location: Woodland Park, NJ
% of increase of sales compared to last year: 20%
% of increase # of employees compared to last year: 51%
Completed 5 Hudson Yards And 35 Hudson Yards; Equinox Hotel and near completion 111-West 57Th Street (JDS)