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February 23, 2022

Dear Friends, Family & Associates,

This week, the WCRE team marks our ten-year anniversary. Our success is the result of the trust and support we receive from our clients, colleagues, and community.

As we enter 2022 and approach the 2-year anniversary of COVID, we have seen pandemic-driven disruptions personally, professionally, mentally, and physically.

WCRE as company is getting stronger each day and our locker room continues to rebuild and reshape to become the best full service commercial real estate firm in the region.

As I sit here and write this letter, I remember my first office in Voorhees (WCRE version 1.0.) like it was yesterday. My juices were flowing, my passion for the game was intensely focused and this mindset continues to this day.

Each day, I tell our team “Try and be a better version of yourself and enhance your operating system (health, mental, physical, professional personal, etc.).”

As we approach WCRE 10.0, I can say with great pride that our team is the best version of WCRE I could have imagined. We have changed, we have grown, we have launched new apps, had viruses, updates, fixes and improvements.

The current operating system at WCRE is vastly different today as compared to that of February 2012 when some guy (me!) simply wanted to make a change from corporate culture and bureaucracy to being the best regional community committed firm focused on “Building Successful Relationships”. For me that is my entire life view, both professionally and personally. Surround yourself with good and meaningful people.

Ten years ago, WCRE did not have an established operating system. WCRE was new, just Jason Wolf and a menu of logos designed to communicate a brand based on Integrity, Quality, Teamwork & Focus.

My only goal was to apply my heart and passion to build the best Commercial Real Estate firm in the region. As we end our first decade, we are smarter, more



strategic, connected, playing hard, working hard, and operating at a very high level of quality within our culture and community.

We wanted to take a moment to share some of our most recent company highlights and a look into our future:

## **Properties**

As we mark ten years in business, we are currently entrusted with over 200 properties for sale and lease, comprising approximately 4.8 million square feet of office, retail, medical, industrial space, and investment properties in Southern New Jersey and the Philadelphia region. Our core business grew this year, we continued to expand our Pennsylvania operations, and developed new media to support our pioneering digital marketing and social media strategies as we meet the evolving needs of the commercial real estate business.

## **New WCRE Headquarters**

Last year, WCRE moved our office Headquarters to One Holtec Drive in Marlton, NJ. The move not only provided much needed additional square footage, it has also created an office environment that provides a feeling of collaboration and creative design. We welcome you to visit our team and our new space. Our move is an indication of our belief in the future. While we have all struggled in so many ways through the Pandemic, we are feeling optimistic and see great potential in the market. We know that people thrive in an energized work environment, and collaboration breeds success. We embrace that philosophy fully.



***One Holtec Drive, Marlton, NJ***



## **Mindset**

This year our team worked closely together to refocus, pivot, and adapt their mindset towards helping the entire marketplace, business community and themselves.

We are proud of our team and the resiliency they have shown during these uncertain times. We've all had our ups and downs, but our team kept leaning in and continued to WIN along the way. Our team members have taken a positive mindset of growth and recognize that opportunities truly are everywhere to be found. 2021 was a strong year for business, and we are focused and primed to make 2022 even better.

What is truly inspiring is that each member of the WCRE team grew their production in 2021, as compared to 2020; both in the number of completed transactions; as well as the size of the deals. Our dynamic, diverse, and growing professionals have proven their capability to execute real estate transactions on behalf of clients in the office, medical/healthcare, education, non-profits, retail, industrial, investments and multi-family sectors.

## **TEAM**

In 2021, Todd Monahan, Evan Zweben, and Sam Newman joined our team. We could not be more excited about the diversity they bring, their knowledge, their energy, and unique skills.

Todd Monahan joined our team with nearly 30 years of experience in commercial real estate. Todd has represented both owners and occupiers and worked directly for several Public REITs and Private Equity ownership firms. He brings a unique perspective as he has developed strategies and completed transactions from all sides. <https://wolfcre.com/team/todd-monahan/>

<https://wolfcre.com/todd-monahan-joins-wcre-as-executive-vice-president-quarterback-to-lead-pa-nj-growth/>

Evan Zweben is a veteran of the commercial real estate brokerage industry. Evan has 18 years of Landlord, Tenant and Corporate representation experience specializing in office, healthcare and investment properties in the Southern New Jersey and Philadelphia region. <https://wolfcre.com/team/evan-zweben/>

<https://wolfcre.com/evan-zweben-joins-wcre-as-executive-vice-president/>



Sam Newman joined our team to lead our Property Management division and has sourced/won numerous new portfolio assignments which have expanded our WCRE Property Management platform. Sam brings more than 20 years of experience operating properties to their fullest potential. Sam has managed a broad spectrum of property types including office, retail, hotel, and residential properties.

<https://wolfcre.com/team/samuel-newman/>

<https://wolfcre.com/samuel-newman-joins-wcre-as-director-of-property-management/>

WCRE is now comprised of 22 members devoted to building successful relationships, and we provide each client the highest levels of responsiveness, attention to detail, and communication even after the transaction is complete.

While our highly skilled team is the foundation of our company, we also constantly seek forward-thinking approaches and value-added solutions to identify and fulfill our clients' business needs.

We expanded our network of specialty commercial real estate blog sites. WCRE now maintains 85 distinct SEO driven websites that present content tightly targeted to audiences seeking specific information about types of properties and locations. This ensures that prospective investors, tenants, and landlords can always find services and listings that closely match their needs.

- Grew our Social Media network of followers to over 20,000 contacts.

WCRE is now on Facebook, LinkedIn, Twitter, Instagram and YouTube.

Feel free to click any of the below links to Follow Us.

**FOLLOW** us on our WCRE Facebook page

at <https://www.facebook.com/wolfcre/>

**FOLLOW** us on our WCRE LinkedIn page at <http://bit.ly/2ksM43C>

**FOLLOW** us on our WCRE Twitter page @WCRE1

**FOLLOW** us on our WCRE Instagram page

at <https://instagram.com/wcre1/>

**FOLLOW** us on our WCRE YouTube page at <http://bit.ly/1QxNcvM>



## **Charitable Commitment**

Southern New Jersey and the Philadelphia region mean so much more to WCRE than a place to do business. Our roots are here, and we are passionately committed to the health, well-being, and success of the people in the communities in which we operate. That is why WCRE dedicates a portion of the proceeds from transactions to a local charity and encourages our staff to volunteer and support charitable causes.

In 2016, WCRE formed The WCRE Foundation to manage and oversee our community fundraising efforts. To date, The WCRE Foundation has successfully raised approximately \$430,000 from its community fundraising efforts. Currently, WCRE and The WCRE Foundation support Bancroft, CARES Institute at Rowan University, the American Cancer Society, I AM ALS, Samaritan Healthcare & Hospice and the Jewish Federation of Southern New Jersey. We also offer our clients the option to designate the charitable portion of their transaction to a charity of their choice.

The COVID-19 pandemic tried to derail our community commitment initiatives, but we were determined to prevail. Last June, we were thrilled to host our 4th Annual WCRE Celebrity Charity Golf Outing. <https://wolfcre.com/fourth-annual-wcre-celebrity-charity-golf-tournament-raises-40000/>. In its fourth year, built on the remarkable success of WCRE's community commitment and annual celebrity charity hockey events, The WCRE Foundation successfully raised approximately \$40,000 at our golf outing to be shared equally by 6 charitable causes within the Philadelphia and Southern New Jersey region.

This past Thanksgiving, we wrapped up our 8th annual WCRE Thanksgiving Food Drive by delivering over 200 bags of food and \$2,800 in supermarket gift cards and donations to the Samost Jewish Family and Children's Service food pantry. <https://wolfcre.com/wcre-helps-feed-the-community-with-8th-annual-thanksgiving-food-drive/>

## **CORFAC International**

As a member organization to CORFAC International, WCRE can execute transactions across the globe through the many CORFAC International affiliates in each of the seven continents. Whether a transaction is taking place in California or Australia, WCRE can have brokers on the ground working to provide the best service possible for their clients.

CORFAC International (Corporate Facility Advisors) is an international commercial real estate network comprised of privately held entrepreneurial firms around the world. CORFAC International is distinguished by the way it manages



multi-market commercial real estate assignments on behalf of corporations and private companies. All multi-market assignments are directly co-managed by the client relationship broker and the collaborating broker without gatekeepers or corporate interference.

Each customer receives excellent service from a single point-of contact for every step of the process. CORFAC brokers who collaborate on multi-market transactions are extensions of your CORFAC broker and remain closely connected to your requirements. Affiliate firms understand that no two clients or transactions are alike, and each customer receives a unique and personalized experience.

*Learn more about CORFAC International here: <http://corfac.com/>*

WCRE 10.0 happens to correspond almost exactly with Jason 50.0. I'm pumped for our collective personal and professional future! Thank you all for your loyalty and commitment to WCRE.

Since day 1, our primary mission has always been *"Building Successful Relationships"*, and we are grateful that you are part of our community.

We are excited for all of the opportunities that lie ahead in the next decade!

Truly Yours,



Jason M. Wolf  
Managing Principal  
WCRE/CORFAC International

