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Dear Friends, Family & Associates,

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

Gratitude! This is without a doubt the word of the year! There are moments in time that can change your life forever. For Jason Wolf, Managing Director, and Founder, that moment was starting WCRE in 2012. From a logo and Jason's reputation to a firm that is now considered a dominant player in the Philadelphia and Southern New Jersey region.

2022 was another year of evolving as a team of quality professionals and people allowing WCRE as a firm to have the highest performance in eleven years. We are proud of our team and the resiliency they all have shown during these uncertain times. We've 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. Problems are what make us grow.

This past year, the WCRE team worked closely together to refocus, pivot, and adapt our mindset towards helping each other, the real estate marketplace, business community and themselves. What is truly inspiring is that each member of the team grew their production and pipelines in 2022, as compared with 2021; both in the number of completed transactions as well as the size of the deals.

In 2022, we added some new team members to WCRE. Erin Warwick, Maria Russ, Chemmie Sokolic, Grace LaDelfa, and Brian Goren. We could not be more excited about the diversity they bring - their intelligence, energy, and unique skills. A few more key hires are on the horizon and more info will hopefully follow soon. More information on each of our newest members is outlined in detail below.

It takes time to build a championship team and 2022 will go down as the year in which we added stellar teammates positioning the firm to continue growing in meaningful ways! When Jason reviewed this past year's revenue stats, what stood out the most was everyone at WCRE is performing from top down.

As we now enter WCRE 11.0, it is with great pride that our team is the best version of WCRE. The current operating system at WCRE is vastly different today as compared to that of February 2012 when Jason simply wanted to make a change from corporate culture and bureaucracy to being the best regional commercial real estate firm focused on "Building Successful Relationships". As we start our second 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.

Let's take a moment to share WCRE highlights from 2022.

A Few WCRE 2022 Highlights to share:

Earlier this year, WCRE hosted the 10 Year Anniversary at our new office Headquarters at One Holtec Drive in Marlton, NJ. Not only did our move to One Holtec allow our team to be in a larger space, but we also created a collaborative office environment with an exciting creative design – stop by if you haven't already!

Properties

As we mark eleven years in business, we are currently entrusted with over 200 properties for sale and lease, comprising approximately 5 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.

TEAM

Erin Warwick joined WCRE as Executive Vice President to lead the firm's growth and operations in the Pennsylvania & New Jersey markets. Over the course of nearly 15 years in real estate, Erin has represented both owners and occupiers and worked directly for several REITs and Private Equity ownership firms. She brings a unique perspective as she has developed strategies and completed transactions from all sides. Prior to joining WCRE, Erin worked with Liberty Property Trust, Somerset Properties and Nessel Development.

Bio Here: <https://wolfcre.com/team/erin-warwick/>

PR Here: <https://wolfcre.com/erin-warwick-joins-wcre-as-executive-vice-president-to-lead-pa-nj-growth/>

Maria Russ joined WCRE as Director of Property Management to help the growth of the firm and the WCRE Property Management Team. Maria has over 18 years of management experience working directly for owners of different generations overseeing commercial, multifamily, and industrial asset classes.

Over the past decade, Maria has carved out a distinguished career with accomplishments in multifamily and commercial property management in various areas of real estate, leadership, administrative management, lease negotiations, financials, policies and procedures, marketing, leasing, capital projects, tenant improvements, tenant retentions, customer service, contract services, project management, employee training, analysis, and decision making.

Bio Here: <https://wolfcre.com/team/maria-russ/>

PR Here: <https://wolfcre.com/maria-russ-joins-wcre-as-director-of-property-management/>

Grace LaDelfa joined WCRE as Property Manager to help accelerate and expand the growth of the WCRE Property Management services platform. Additionally, Grace will utilize her prior commercial real estate experience to support with marketing and administrative/research efforts for the WCRE Brokerage Team.

Grace's prior work experience is in a variety of industries – legal, energy, international business, and commercial real estate. These skill sets have provided Grace with a diverse background and knowledge, which assist her in all facets of business.

Prior to joining WCRE, Grace managed a portfolio of commercial real estate in the Southern New Jersey region, while also handling all marketing initiatives and materials for the properties, including strategic research, property photography, social media, and digital advertisements.

Bio Here: <https://wolfcre.com/team/grace-ladelfa/>

PR Here: <https://wolfcre.com/grace-ladelfa-joins-wcre/>

Chemie Sokolic joined WCRE as Due Diligence & Development Consultant, Chemie has 21 years of environmental, land use, and engineering consulting experience, specializing in the environmental due diligence of commercial and industrial properties.

Bio Here: <https://wolfcre.com/team/chemmie-sokolic/>

PR Here: <https://wolfcre.com/chemmie-sokolic-joins-wcre-as-due-diligence-development-consultant/>

Brian Goren joined WCRE with a dual focus on continuing the growth of WCRE's facilities services platform and providing tenant and landlord representation as well as sales and leasing for retail properties in the Pennsylvania & New Jersey markets.

At WCRE, Brian will leverage his extensive industry operations experience to develop and implement effective growth strategies and build new relationships.

Bio Here: <https://wolfcre.com/team/brian-goren/>

PR Here: <https://wolfcre.com/brian-goren-joins-wcre-in-dual-retail-focused-role/>

WCRE is now comprised of 24 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.

We grew our Social Media Network of followers to over 22,000 contacts between Facebook, LinkedIn, Instagram and Twitter.

Community Commitment

This past June, WCRE hosted its 5th Annual Charity Golf Tournament. Through the golf outing, The WCRE Foundation successfully raised approximately \$75,000 which was distributed equally to 6 charitable causes within the Philadelphia and Southern New Jersey region. Over the past five years, The WCRE Foundation has raised and allocated over a half a million dollars.

PR Here: <https://wolfcre.com/fifth-annual-wcre-charity-golf-tournament-raises-75000/>

This past Thanksgiving, we wrapped up our 9th annual WCRE Thanksgiving Food Drive by delivering over 250 bags of food and \$3,200 in supermarket gift cards and donations to the Samost Jewish Family and Children's Service food pantry.

PR Here: <https://wolfcre.com/wcre-completes-9th-annual-thanksgiving-food-drive/>

Since we started the WCRE Foundation, there continues to be many upgrades in our business and our community efforts, including the addition of Gabrielle Leonetti, WCRE's Director of Marketing, heading all the charitable events alongside Jason Wolf.

This last year we added a new non-profit to our community commitment platform by welcoming The Ronald McDonald House of Southern New Jersey.

The WCRE Foundation also led its first toy drive ever, donating over \$1500 worth of toys to assist The Unforgotten Haven in their mission to help children and families receiving social services in Gloucester, Camden and Burlington Counties.

PR Here: <https://wcrefoundation.org/wcre-partners-with-the-unforgotten-haven-winter-wonderland-toy-drive/>

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 \$515,000 from its community fundraising efforts. Currently, WCRE and The WCRE Foundation support Bancroft, I AM ALS, American Cancer Society, Ronald McDonald House of Southern New Jersey, 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.

CORFAC International

This past September, several on our team travelled to the Annual CORFAC International Summit in Seattle, WA. Here we were able to collaborate, learn and grow with many of our partner offices from around the world.

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/>

Since day one, 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 the opportunities that lie ahead in 2023!