



WILLIAM R. RUSSELL, III - PRINCIPAL

Bill Russell founded Wye Realty Advisors in 2008, having headed Newmark Knight Frank Smith Mack's Real Estate Capital Markets Group for five years, from 2003 to 2008. Bill has over 30 years of experience in commercial real estate acquisitions/dispositions, finance, asset management, and development. Previously, he was Vice President of Asset Management & Acquisitions at Corporate Property Investors (CPI), an institutionally owned REIT. He also has commercial and construction lending experience from his time spent with Chemical Bank. Bill has placed in excess of \$750 million in real estate equity and debt, including the sale of \$450 million of investment real estate and the extension of \$300 million in commercial mortgages and construction loans. He has participated in lease transactions totaling over 240,000 SF of NRA with aggregate value of \$32 million. Mr. Russell has completed development projects, including office, warehouse, and retail properties, totaling in excess of \$60 million.

Select Client List

- AMB Properties
- BPG Properties, LTD
- Brandywine Realty Trust
- CD Realty Advisors
- Chemical Bank
- Cigna
- Commerce Bank
- CTL Capital, LLC
- DBSI Group
- GSI Commerce
- Gift of Life Donor Program
- Johnson Matthey
- Keystone Property Group
- Liberty Property Trust
- Mack-Cali Realty Corp
- Maguire & Partners
- Metropolitan Life
- MIRVAC Industrial Trust
- O'Neill Property Group
- Parkway Corporation
- Pitcairn Properties
- Progress Bank
- Ryan/NVR Homes
- SunGard
- The Boeing Company
- The Rouse Company
- Traveler's
- Trefoil Prop./Spectrum
- University of Pennsylvania
- Wachovia Maher Partners
- Wells Real Estate Funds
- Wood Partners

INVESTMENT SALES

- Metropolitan Business Center, King of Prussia, PA \$11.8mm, Condo Conversion and Sale
- 2500 & 2600 Monroe Blvd., Valley Forge, PA: \$18.45mm, Class B Office
- 123 Gaither Dr., Mount Laurel, NJ: \$3.29mm, Class B Flex
- Stoneridge Corporate Center, Exton, PA: Confidential price, Class B Office
- 134 Centre St., New York, NY: \$55mm, Class B Office
- USANCE Office Portfolio, Fort Washington, PA: \$17.6mm, Class B Office
- 4 Sentry Parkway, Blue Bell, PA: \$10.3mm, Class A Office

ACQUISITIONS ADVISORY

- MIRVAC Industrial Portfolio, Elgin, IL: \$54.1 mm, Whse./Distribution
- Glenolden Lab Facility, Glenolden, PA: \$8.25mm, Lab & Office Facility
- GSI Commerce Building, King of Prussia, PA: \$17mm, Class A Headquarters
- Johnson Matthey Warehouse Facility, Wayne, PA: \$10mm, Industrial

DEVELOPMENT PROPERTIES

- Eden Hill, Dover, DE: sale of 344 "approved, improved" lots to National Homebuilder
- I-95 & MD 272, Northeast, MD: \$5.4mm, Class A Multifamily Land with approvals
- 112 W. Park Drive, Mount Laurel, NJ: \$5.1mm, Class B Office and excess land

CONSTRUCTION & MORTGAGE LOANS

- Lowe's Home Improvement Center, Voorhees, NJ: \$12.6 million, CTL/NNN Retail
- Gift of Life Donor Program, Philadelphia, PA: \$15.5mm, Office/Headquarters
- Convention Center Parking Garage, Philadelphia, PA: \$27.1mm, Parking/Retail
- Owings Mills Mall & Town Center, Baltimore, MD: \$99mm, Regional Shopping Center
- Silver Spring Metro Plaza, Montgomery County, MD: \$78mm, Class A Office

LEASES

- GSI Commerce, 630 Allendale Rd., King Of Prussia, PA
- SunGard Higher Education, 3 Country View Rd., Malvern, PA
- Group 9, Inc., 444 Oxford Valley Road, Langhorne, PA

PROFESSIONAL AFFILIATIONS

- Boys' & Girls' Clubs of Delaware, Member of Board Of Directors
- Brandywine Chapter (DE) Ducks Unlimited, Past Treasurer
- Wilmington Wings Youth Lacrosse Coach
- Alumni Associations: Duke University, Loyola College, and Washington College

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WYE REALTY ADVISORS

