



Media Release

For Immediate Release

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Investment Real Estate, LLC, adds new Division

Construction Management is the newest service provided by Investment Real Estate, LLC. John Gilliland, President, announced the formation of Investment Real Estate Construction, LLC. "Since I started selling self storage facilities in 1998, I saw a need from clients who were interested in building self storage facilities to those who wanted to expand their facilities. Not until I was able to obtain the addition of Rod Lockard to our staff did I feel confident to pursue this line of business."

Rod Lockard, who has over 27 years experience in the construction industry, joined the firm in March, 2004. Besides owning his own firm, Lockard has been in the construction management of banks throughout York and Lancaster counties and in project management with an architectural firm in Lancaster. After assisting self storage clients in the approval and construction of those facilities, Lockard was recruited to IREC to lead the construction management firm.

"This additional service that we can now provide," Gilliland says, "is great for our clients who want to get into the self storage business, yet who have never built a facility from the ground up. We can manage that process for them to make sure everything is done in the right order at the right price." Also, Investment Real Estate Management, LLC, can manage the facility for those who don't want to deal with the hassles of running a retail operation. "We are able to guide people to make better decisions through this entire process with our experience and knowledge in this industry," says Gilliland.

For those interested in building to sell right away, they can use the Brokerage services of the firm. "In fact," Gilliland recounts, "several of our



sales have been for a client who likes to build and sell. We recently did a confidential sale of a portfolio of two properties in excess of \$8 million.”

Already Investment Real Estate Construction, LLC, has five signed contracts for construction management in the Pennsylvania and the New Jersey area. “We have been very fortunate to have hired people with specific talents to the self storage industry that can get facilities up and running quickly,” noted Gilliland.

For further information on any of the services offered by Investment Real Estate, LLC, contact John Gilliland at 717-779-0804. Visit the website at www.investmentrealestatellc.com.

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