BEST REAL ESTATE DEALS OF 2016
PHILADELPHIA BUSINESS JOURNAL

2.0 UNIVERSITY PLACE

30 N. 41ST ST. PHILADELPHIA-GREENEST PROJECT

Developer: University Place Associates

Scope of Project: The construction of a five-story, 97,000-square-foot LEED Platinum building that was fully leased when Zurich North America bought it last year in an all-cash deal of $41.25 million, or a record-setting $438 a square foot.

The building is the first multitenant, multicertified LEED Platinum building in the country since each tenant's interior is individually certified at this designation. Among the building's sustainable qualities: It harvests rainwater for irrigation, which saves 12,000 gallons a year; had 78 percent of its construction debris recycled; and 13 percent of the building materials came from local sources. The sale was brokered by David Dolan, Michael Margolis and Brett Segal of Newmark Grubb Knight Frank.

Architect: SPG3 and Shraga Studios

GREENEST PROJECT | 2.0 UNIVERSITY PLACE

A LEED PLATINUM STAR

HEAVY HITTER

Scott Mazo

FOUNDER & MANAGING PARTNER, UNIVERSITY PLACE ASSOCIATES

What makes a good deal? Quality at every metric.

What advice would you give someone starting out the real estate business? Find a way to commit to excellence.

Who do you most admire in the industry and why? I don't know many folks personally and admiration is a high bar that for me involves not only excellence in the product but it also has a human and social component. So it's not easy to admire just the work product but also the humanity aspect.

What has been your best decision? My best decision in my life has been to find my 'self' within.

What has been your worst decision? My worst decision has and is always to look for peace or contentment outside of myself.