



ZUKIN REALTY, INC.

"Making History by Preserving History"

121 E. Gay Street, West Chester, PA 19380

(610) 696-0953

Student Housing Fair!

January 19, 2009
10am to 4pm

Come to our open house and secure your apartment for next year. Get the best apartment in town!

Let's do lunch!



Have lunch with Stan Zukin on **Wednesday January 7th, 2009** from Noon—1pm. Call and reserve your space now! Lunch is on Stan. Feel free to pick his brain!

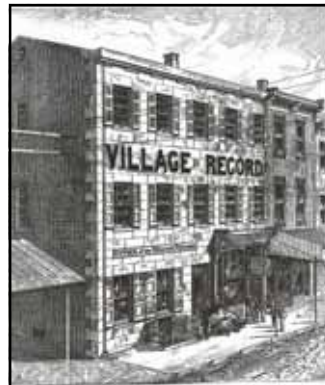
New "Signature" Apartments

Zukin Realty Inc. will be introducing new "signature" apartments to the West Chester community. At 15 N. Church street stands a building, previously Joel's Dress Shop, that had been sitting vacant. Zukin Realty Inc. purchased the building from the county and has been converting it into three 3-bedroom apartments and a 2,300 sq/ft commercial

space on the 1st floor. These apartments will showcase top of the line detailing, including granite countertops, hardwood floors, high ceilings, two story layouts, a state of the art security system, stainless steel appliances, central air conditioning and private decks.

Transforming the face of Chestnut Street; the second building "The Chestnut Tree

Building" sits at 345 W. Chestnut St. This building will showcase 7 new apartments completed with a gated parking area in the rear. Other amenities include high ceilings, and exposed brick. In addition, these apartments will be an easy two block walk from downtown. (see pictures below).



Left to right: 15 N. Church St. c1850, under construction, almost completed Fall 2008.

Another Big Year

"It's not about the buildings, it's about building relationships." We believe that continually investing in our community is a high priority and we will do whatever we can to remain active and involved.

We have been fortunate to have had the opportunity to support and be a part of many community organizations this past year.

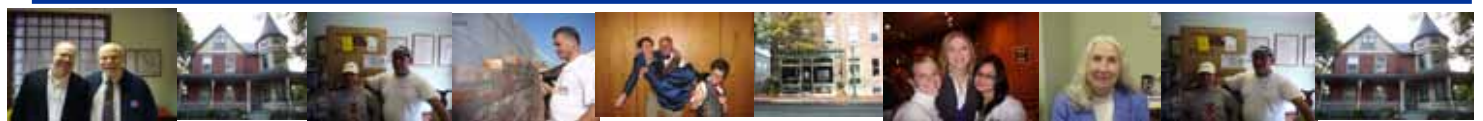
Thank you for the opportunity to partner with you in furthering our

community: Cornerstone Christian Church, The West Chester Senior Center, Keshar Israel Congregation, Home of the Sparrow, The Vanguard School, West Chester BID, Elwyn School, Great Valley High School, Chester County Pops Orchestra, Safe Harbor, Henderson High School, Mike's Hike, Chester County Chabad, Beth Chaim Reform, Chester County Art Association, YWCA and the Salvation Army.

Did you know we have apartments available to rent in Kennett Square and Downingtown/Thorndale? Beautiful country living!



345 W. Chestnut St. "The Chestnut Tree Building" Fall 2008





Community Events Calendar

Dec. 4-7: Annual Old-Fashioned Christmas in downtown West Chester. www.downtownwestchester.com

Dec 7: Christmas with the Philadelphia Singers at West Chester University. www.phillyfunguide.com

Every Friday and Saturday night—live Jazz at Kreutz Creek Winery. www.kreutzcreekvineyards.com

Friends of West Chester Parks and Recreation, Inc. New non-profit organization looking for new members and volunteers! Email at friensofwcpr@gmail.com or call Scott Zukin at 610-696-0953.

Real Estate Corner by Mark Perfetto, Realtor Mark@markitsold.com



“According to the Mortgage Bankers Association, every three months

250,000 new families enter into foreclosure. One child in every classroom in America is at risk of losing his or her home because their parents are unable to pay the mortgage. One out of every 200 homes will be foreclosed upon. These statistics may be alarming, but this is the reality in today’s market. Fortunately, there is a win-win solution for all parties involved. The recent decline in property values has created many

challenges for real estate agents and homeowners alike, but a “Short Sale” could be the key to a happy ending.

So, what is a short sale? A short sale is a loss mitigation solution. The easiest way to explain a short sale is this: When the value of the mortgage is greater than the value of the property.”

If you find you need an experienced Realtor to help navigate these tricky times in the current Real Estate Market then call Zukin Realty Inc. We bring years of experience to the buying and selling process to make it easy for you.

2008 Neighbor’s Choice Award Winners!

Congratulations to several of our tenants for being winners of The Philadelphia Inquirer’s **2008 Neighbor’s Choice Award!**

Pictured left to right: Scott Zukin, Dane Gray—Gen Mgr. *Doc’Magrogan’s*, Dennis Youn—Mgr. *Kooma*, Kim Wolff—Therapist. *Optimal Massage*, Dina Mingrino—Owner *Limoncello*, Paul Mingrino—Owner with daughter Maryann—*Limoncello*, Mike Santamoor—Mgr. *Doc Magrogan’s* and Stan Zukin.



To Our Tenants

Winter is quickly approaching which means cold weather is here and conserving energy is important! Here are a few tips to help keep your energy bills down and make it through the winter season! Make sure to call us to remove you’re a/c units. Remember to keep all storm windows down and locked. Aside from the cold weather, water usage is an area where we can be more efficient. If you notice a toilet running call us immediately! This will ensure that your water usage will remain low and under control. We want to do our best to make your living experience comfortable and enjoyable! In order to do this you need to call us as soon as something needs attention! *Thank you!*

In the Spotlight, Lorraine Tahar

Lorraine is an integral part of the bookkeeping department at Zukin Realty Inc. She has been with Zukin Realty Inc. for about 30 years “since we were simply Thatcher’s Pharmacy” located at the corner of Walnut and Gay Streets “I remember trying to keep ends together while we slowly started to invest in properties such as 29 E. Gay—Spence Café and 7 N. Walnut St.—*Limoncello Restaurant*. Stan had a way of encouraging me to voice my opinion,

to be myself, and was always willing to jump in and help. When you walk down the streets of West Chester and see all the wonderful construction and beautiful buildings Zukin Realty Inc. is behind a lot of it” Lorraine comments. You can find Lorraine working diligently in the office of Zukin Realty Inc. at 121 E. Gay St. Stop in and say hello!





RESTAURANTS

Save \$1 at any of these locations when you present their coupon!

Bagel Crust Café
142 West Gay Street

\$1
Coupon

Trattoria Alberto
116 East Gay Street

\$1
Coupon

Bella Salon & Spa
102 Pottstown Pike
Eagle Village

\$1
coupon

Baxter's Restaurant
40 East Market Street

\$1
Coupon

Pig Out BBQ Pit
134 East Gay Street

\$1
Coupon

**Chester County
Tea Room**
110 Pottstown Pike
Eagle Village

\$1
coupon

**Doc Magrogan's
Oyster Bar**
119 East Gay Street

\$1
Coupon

RETAIL & SERVICES

Don Gabriel's
611 West Strasburg Road

\$1
Coupon

Big Mike's Barber Shop
115A Middle Alley

\$1
Coupon

Kooma, Inc
149-151 West Gay Street

\$1
Coupon

**Alison Schuster's
Photography**
150 East Gay Street

\$1
Coupon

Let's Juice It
132 East Gay Street

\$1
Coupon

Blaze Salon
144 East Market Street

\$1
Coupon

Limoncello Ristorante
7-9 North Walnut Street

\$1
Coupon

Optimal Massage
121 East Gay Street

\$1
Coupon

**Pietro's Prime
Steakhouse**
125 West Market Street

\$1
Coupon

X-treme Ink Tattoo
136 East Gay Street

\$1
Coupon

Saladworks
106 West Gay Street

\$1
Coupon

Pisano's Shoe Repair
108 West Market Street

\$1
Coupon

Spence Café
29 East Gay Street

\$1
Coupon

Nemesis Hair Salon
115B Middle Alley

\$1
Coupon

The Note
142 East Market Street

\$1
Coupon

Fashion Forte
129 East Gay Street, Front

\$1
Coupon

Subway
38 East Market Street

\$1
Coupon

Grandiflora
122 East Gay Street

\$1
Coupon

The Pita Pit
139 West Gay Street

\$1
Coupon

Moonflower
120 West Gay Street

\$1
Coupon

ADDITIONAL TENANTS

Eagle National Bank
13 South Church Street

Franklin Mint Credit Union
106 West Market Street

CVS Pharmacy
104 Pottstown Pike

Granite Transformations
152 East Gay Street

PRIVATE CLUB

Eagles Club
129 East Gay Street, Rear

SCHOOL

Connections, Elwyn, Inc
355 West Market Street

OFFICES

**PA Senator
Andy Dinniman**
1 North Church Street

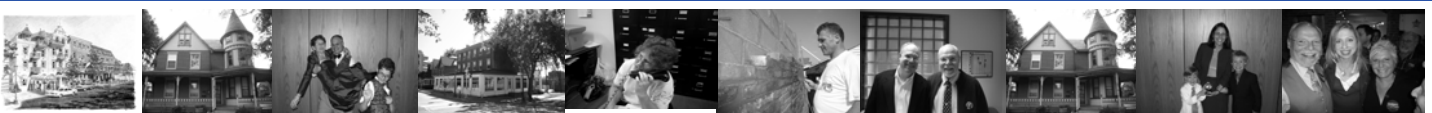
Penny First, Esquire
121 West Market Street

Restaurant COMING SOON

Jazmine's Thai Restaurant
344 West Gay Street

**West Chester LOCATIONS
AVAILABLE**

- 15 North Church Street 2,300 sq/ft
* 3 Months free rent!
- 200 East Gay Street 2,250 sq/ft
* 3 Months free rent!
- 203 South High Street 1,100 sq/ft
* 3 Months free rent!
- 127 East Gay Street 1,080 sq/ft
* 3 Months free rent!
- 39 East Gay Street 7,395 sq/ft



“MAKING HISTORY BY PRESERVING HISTORY”

Committed to **GREEN**

Zukin Realty Inc. has been busy going green! Many areas of our business have been involved in this process.

During demolition we recycle a majority of our materials. The soil is recycled, bricks, stone, windows and beams are all re-used in renovated apartments. All scrap metal is also recycled.

In the upgrading process of apartments we have installed high efficiency gas heating units—to use an all American product. The units in 121 E. Gay St that heat the office and apartments above are over 90% efficient. In all renovations we are using tankless water heaters and will be upgrading all older units to these tankless units in the future.

In a majority of our buildings we are converting from the use of oil to gas.

We have installed 89 water saving toilets, installed 225 fluorescent light bulbs, recycled 400 pounds of paper in our office and 50 tons of commingled recycling from our various properties .

At 7 N. Walnut St. behind Limoncello Risto- rante we have installed a groundwater recharge system where storm water is recycled and put back into the groundwa- ter. Plans to install this same system be- hind 200 E. Gay St. are in the approval process.

Moving away from the technical aspect of “going green” Scott and Stan Zukin both walk to work and over 50 % of our staff commutes less than 5 miles to work each day.

Looking into the future, we are exploring solar options.

The West Chester Hotel

The Hotel project continues to develop, exciting ideas and ways to serve the community are taking shape! Amenities will not only make the hotel a versatile, and elegant building but the impact in the community will be felt by all residents and visitors.

Some amenities include; a meet- ing center utilized for corporate events and private parties, Con- dominiums complete with room service with epicurean cuisine from Spence Café.

The hotel will serve those com- ing into town to shop and dine for the weekend—allowing visi- tors to experience all West Chester has to offer. It will serve those coming to visit students, or patients at Chester County hos- pital. Ultimately the hotel will boost commerce and help keep West Chester Alive!



Zukin Realty Inc. goes to the Cayman Islands! Pictured left: Aerial view of Kai Conut. Luxurious beachfront villa for rent. Call or check our website for details!

