

CREW Lehigh Valley

Kelly L. Berfield, Esq., The Dietrick Group, LLC Always put your best foot forward at all times

Name: Kelly L. Berfield, Esq.

Company: Dietrick Group, LLC

Title: Partner & Broker of Record

Years with Company: 5 years

Years in Field: 5 years

Years in Real Estate Industry: 14 years

Real Estate Organizations / Affiliations: CREW

Lehigh Valley, Lehigh University, Habitat for Humanity



Tell us how and when you began in the profession you are in.

My very first job in the real estate industry was in high school. I worked for a real estate attorney filing papers, typing letters and sitting in on closings. I loved it. While in college I obtained my real estate license and worked for a Lehigh Valley developer of apartment complexes and senior housing; he, too, had gone to law school. Although I have been talking about law school since I was about 5 years old, both the real estate attorney and developer were very influential to me and made me realize how beneficial a law school degree would be to me regardless of what field I chose. After graduating law school with a JD and Masters in Environmental Law, I clerked for a judge and practiced law in New Jersey for almost 10 years. A few years ago, I decided to become 'of counsel' to my law firm and work full time with my mother and brother in our commercial real estate brokerage, appraisal and property management company, Dietrick Group LLC. Admittedly, very different from what I had been doing for years, I am enjoying every day.

What was your most notable success, project, deal or transaction in 2011? One of my most notable transactions this year was the lease of a large warehouse building. The square footage and tenant, while notable to some, is not the reason it is notable to me. I established a great relationship with both the landlord and the tenant. As with nearly every transaction, we faced some obstacles but were able to overcome each one, one at a time. There was a lot of laughter, some days of frustration, tons of negotiations but an overall great job done on the part of everyone involved. Definitely one of my favorite transactions!

How do you contribute to

your company and / or the industry? Dietrick Group LLC is a family owned business. I am 1/3 owner/partner along with my mother, Linda Dietrick and my brother, Ryan Dietrick. I am the Broker of Record. My

legal background has been an excellent tool for me to assist my agents and to direct our clients to attorneys to obtain legal advice on different aspects of their transactions.

What advice would you give to women just starting out in your field? Always put your best foot forward at all times. The world is much smaller than you think. Your daily actions build your reputation and you get to decide how and for what you are known and thought of. Integrity can be quickly diminished. Choose wisely, because once your reputation is tarnished, the repolishing process is not an easy or forgiving one.

Also, be knowledgeable in your field of expertise and always be honest and forthright.

Who or what has been the strongest influence on your career? The most influential person on my career has been my mother, Linda Dietrick. She is a commercial appraiser and my career in the real estate industry can heavily be attributed to her. I admire her intelligence, her drive, her honesty and her integrity. She is extremely well respected and holds all of the attributes I strive to achieve each day. I feel extremely lucky to have a mother who is so supportive and encouraging to me and an

exceptional role model.

What impact has social networking had on your business? Social networking has worked great for our company. We have a lot of technology savvy clients and we have received numerous referrals and new business based upon our internet media. It is incredible how quickly information can be shared. While making sure you "shared" it and "liked" it and "linked" it can sometimes be overwhelming, it is extremely important in the in the sales and leasing aspect of the business to be in front as many people as possible, as quickly as possible. ■



DIETRICK GROUP, LLC

Real Estate Sales, Appraisal & Property Management



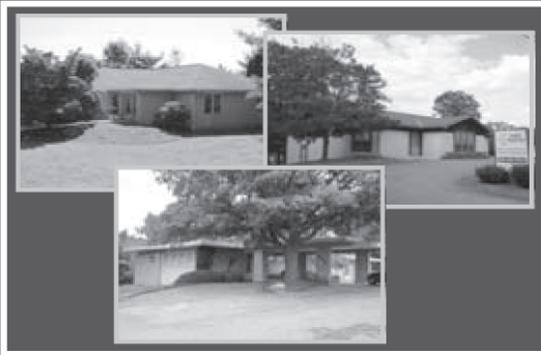
COMMERCIAL WAREHOUSE SPACE



FREEMANSBURG

±12,100-SF multi-level warehouse with office component available for lease. Heated & cooled. Loading/delivery doors & 16' ceilings. Great proximity to Routes 378, 22, 33 & I-78. This is a sublease through Oct. 2013; tenant may negotiate longer lease term with Landlord.

THREE BUILDING MEDICAL OFFICE PORTFOLIO



MULTIPLE LOCATIONS

Portfolio sale with full/partial lease-backs. Three medical office buildings located in Upper Milford Township, Allentown and the Borough of Walnutport. All buildings are owned by a local hospital and are occupied by participating physicians. Great investment opportunity!

GROUP HOME, RELIGIOUS FACILITY, ETC.



SAYLORSBURG

Two-story, ±7,740-SF special use property available for sale. Formerly used as a group home. Ten bedrooms, 5 bathrooms and multiple kitchens and living spaces. Patio, decks and basketball courts for entertainment. Located five miles from the Saylorburg exit off of Route 33.

INDUSTRIAL/COMMERCIAL WAREHOUSE



BANGOR

±24,000-SF industrial/commercial building situated on ±4.25 acres, available for sale or lease. 10-15' ceiling heights, clear span, 12 x 14' overhead door and on-site parking for 100+ vehicles. Well maintained and updated with modern conveniences.

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