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Neighbor News

Cushman & Wakefield Brokers Renewal for RBC in West Trenton, N.J.

Specialty Manufacturer Signs Long-Term Lease for 86,123 SF at 370 Sullivan Way



Caryl Comm, Local Business

Posted Tue, Jan 2, 2018 at 9:46 am ET

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WEST TRENTON, NJ – **Cushman & Wakefield** secured the renewal of specialty manufacturer Roller Bearing Company of America's (RBC) 86,123-square-foot lease at 370 Sullivan Way in West Trenton. The Conshohocken, PA-based team of Matthew Marshall and Brian Hilger, along with Josh Feldman in the firm's Chicago office, represented the tenant. The landlord, Hilton Realty, was represented in-house.

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The 156,192-square-foot industrial/flex/office property is strategically located just 1.2 miles from Exit 2 of I-95 and minutes from the Trenton/Mercer Airport, Ewing, Trenton, Lawrenceville and Hopewell. The building is within walking distance of the West Trenton train station, which offers service to Philadelphia and Bucks County.

"Since Hilton purchased the property in 2006, 370 Sullivan Way and The Roller Bearing Company of America have had a long history together in West Trenton," said Mark P. Hill, Director of Leasing. "With the assistance of Cushman and Wakefield's team of brokers, that history will continue with the inking of a new long-term lease."

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Hilton has been and will continue to invest in substantial improvements to the property, making it an ideal location for a number of different businesses and end-uses.

According to Cushman and Wakefield's Marshall, shifting market conditions are putting pressure on corporate tenants facing lease expirations to begin looking for space sooner rather than later. Industrial availability, which seemed infinite two three years ago, has tightened significantly. >

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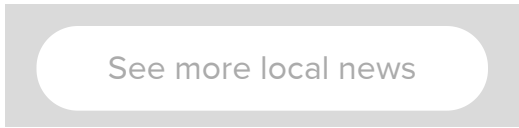
"In Central New Jersey, we're looking at vacancy of less than 4 percent," said Marshall. "When we take tenants to market with specific criteria, they have fewer options and more competition, which means they can be less selective when it comes to negotiating. Sophisticated companies like The Roller Bearing Company of America understand that the earlier they plan, the more leverage they can have with landlords during lease negotiations."

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