# Peter Russell & Associates

COMMERCIAL AND RESIDENTIAL REAL ESTATE BROKERAGE

**Successful 30-year track record of accomplishing more than 100 real estate development projects and major commercial sales in the new hampshire seacoast region.**

Referrals by satisfied clients are the predominant source of our continued business growth.

EXPERIENCE • INTEGRITY • CAPABILITY

*"Real estate decisions are complex and can seem overwhelming with all the legal and commercial issues that are involved. However, it need not be complicated at all. Having dealt with property as a New Hampshire real estate broker for over 30 years, I am committed to the process for you. My firm will help you by:*

- *Helping you understand the issues and make informed and profitable real estate decisions.*
- *Making your property visible where it matters.*
- *Connecting you with the right resources to address your property goals.*
- *Showing you the range of alternative courses of action and related value factors.*
- *Giving you critical state advice and counsel throughout the transaction process.*

*I look forward to helping you with your property."*

- Peter Russell, Founder and CEO of Peter Russell and Associates

## We have extensive experience in:

- Development of both residential and commercial projects
- Real estate appraisal and financial analysis
- Commercial lease negotiation and drafting
- Sale of operating businesses with leased and owned real estate
- Working with national franchise businesses like Dunkin' Donuts® and Meineke Car Care

## Commercial Real Estate Services:

- Major commercial project development capability
- Redevelopment of older residential property for productive commercial use
- Consulting owners of properties on alternative courses of action

## Residential Real Estate Services:

- Development analysis and consulting
- Project marketing and sales, EdenEstatesNH.com
- Brokerage of unique residential properties

# Peter H. Russel

The value that Peter brings to your property deal:

Experience: In addition to his experience as a New Hampshire real estate broker for over 30 years, Peter has been an appraiser, construction manager and developer. This, combined with 14 years of international corporate real estate experience with 3 Fortune 100 Companies, makes him a property expert who understands the big picture.

Qualifications: MBA, University of Hartford, Connecticut undergraduate in Real Estate and Business, University of New Hampshire, Durham.

Networking: As a member of the Residential Realtors, MLS and CIBOR (Commercial Investment Board of Realtors), we have contacts that you need to determine the market value and find buyers for your property.

Visibility: Our memberships in important property boards permits our listings to get prime exposure in both MLS and CIBOR. These sites are linked to national real estate organizations. The listings will also be aggressively marketed on our website and other channels that have demonstrated traffic and reach.

Negotiation skills: You need a seasoned and experienced real estate negotiator. I have managed more than 100 substantial foreign and domestic real estate acquisitions and divestitures for multinational corporations.

Local expertise: Peter has an in-depth knowledge of New Hampshire Seacoast market conditions and development processes. He has formed reliable associations with surveyors, appraisers, bankers, and real estate attorneys, each playing a vital role in accomplishing a wide range of real estate transactions.

Global Standards: Peter has participated in the planning, design and development of a wide range of corporate office and industrial facilities throughout the U.S., Canada, Mexico, Europe and South America. This makes him a local expert with global know-how.

# Demonstrated Major Project Capability

## The Weeks Crossing Plaza

Peter Russell & Associates have worked on a vast range of properties, ranging from hard-to-sell residential homes to major commercial projects. One of our major projects that demonstrates our extensive capability is Weeks Crossing Plaza. This highly successful multi-year project transformed an underutilized area of land into an attractive, successful real estate development in New Hampshire. The development has become Dover's Landmark Hospitality Center.
The planning, design and development of this project required:

- Property acquisitions for site assembly
- Obtaining construction permits and approvals
- Site planning and subdivision approvals
- Coordination in the design and construction of Weeks Crossing Plaza, with NH DOT
- Utility upgrading and extension
- Design and construction of Hotel Drive
- Installation of a traffic signal light
- Rezoning the whole area to highway commercial

Development and Sale of Weeks Crossing Plaza, Dover, NH

# Major Commercial Projects:

## 1. Dr. O'Day Medical Clinic, High Street, Somersworth

Site search, Residental property redeveloped as commercial.

## 2. Meineke Car Care Center, Route II, Rochester

Site search, Land aquisition, Engineering, Building design and construction

# Major Residental Project:

Development planning, Permitting and Infrastructure construction

## 1. Eden Estates, Salem, NH

### Exclusive Sale and Marketing of 28 Lot Subdivision

**Eden Estates is on Dev. Plan and on Sales Schedule as of Feb. 2019**

- We have 6 homes sold and occupied!
- We have 2 spec homes under construction.
- We have 3 Custom "design-build" homes under construction.
- We have 17 lots remaining.

# A Partial List of Real Estate Projects Completed by Peter H. Russell

## Dover

- Ninety-Nine Restaurant at Weeks Crossing
- Comfort Inn and Suites, at Weeks Crossing
- Hampton Inn, at Weeks Crossing
- TD North Bank, Weeks Crossing
- Sale of 9 Office Condo Units at Central Commons
- Portsmouth Computer Group, 19 Weeks Lane

## Rochester

- Sale of Black Dog Car Wash, Route 11 & Route 125
- Cardinal's Plaza, (Mobil Gas, C-Store and Restaurant, Route 11
- Dunkin Donuts, North Main Street
- Development of Meineke Car Care Center, Route 11
- Shoe Dept. Route 11, Near Wal-Mart

## Barrington & Lee

- Barrington Animal Hospital, Route 125
- Barrington Family Practice & Urgent Care, Frisbee Med. Center, Route 125
- Sunoco Gas at Lee Traffic Circle
- Northeast Credit Union near Lee Traffic Circle

## Somersworth

- Dunkin Donuts on Route 108,
- Sale of Black Dog Car Washes, Route 9 and Route 108
- Family Practice and Urgent Care, Frisbee Medical, High Street (Route 9)
- Dr. John O' Day Head and Neck Specialty Group, High Street (Rt. 9)

# Testimonials:

*"Infinite Imaging has been providing a wide range of Printing materials, Signs and Marketing Services in the Portsmouth area for 25 years. As we grew and needed more space, we relied on Peter Russell and Associates to help us with Commercial Real Estate, decisions. In 2009 we were looking for a new Headquarters Facility in the Seacoast area. Peter met with my staff to help us specify the facility requirements and set the geographic parameters for the search. With Peter's experience we were able to find and carefully evaluate all available properties meeting our requirements. With his negotiation skills and expertise, we acquired the property and created our State-of-the-art facility at 933 Islington Street. This facility acquisition has proven to be a key Business Decision resulting in Infinite Imaging's capability to service its clients and customers, resulting in our Growth and Outstanding Success."*

- Bill Hurley, Owner of Infinite Imaging.


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We are committed to helping you understand the legal and commercial issues relevant to your real estate decisions.

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