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Having thrived in the commercial real estate sector in Arizona for the past 20 years, **Jon O'Shea** lays the groundwork for the same kind of success with McCann Commercial.
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by **Matt Cosentino**
photo by **Alison Dunlap**

A Brave New World

A year ago, Jon O'Shea was a tourist riding a double-decker bus and taking in the sights and historical landmarks around Philadelphia. Today, his office overlooks the same route. He and his family have relocated to the southeastern corner of Pennsylvania, and he is eager to have a similarly profound impact on the local commercial real estate landscape as he did in his home state of Arizona for the past two decades.

O'Shea recently joined McCann Commercial of Keller Williams Main Line as part of Mike McCann's team, and has embraced the company's ethos. Also, he has adopted Philadelphia as his hometown after spending his entire life in the Southwest.

"I had a heck of a run there—20 years of commercial real estate with a big focus on medical real estate, investment sales, leasing, and development," he says. "But Tucson is a small town, and we basically wanted access to a bigger market. We love the East Coast and the question was: Where should we move? Philadelphia just kept standing out. You've got this great city and you've got access to all of these great spots within a couple of hours. We could have gone anywhere, but we chose here."

Combining forces with McCann, one of the most renowned Realtors in the region, was a no-brainer for O'Shea; their philosophies are aligned perfectly.

"It's all about doing what is the best thing for the client," O'Shea says. "We're not transactional real estate brokers, we're more in the advisory world of helping people solve problems. Commercial real estate exists to serve the needs of the business, so how can I help support their business with real estate?"

He finds the "eds and meds" corridor that is so prominent in the tri-state area particularly appealing.

"I definitely see a lot of demand for continued growth in the medical space, and therefore a continued need for real estate professionals who have the specific knowledge of medical real estate," he says. "You need to know certain

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requirements—for example, the requirements for a surgery center are very complex and different from what a chiropractor needs out of their office space. As a medical broker, you have to be knowledgeable in all of that, and I am."

O'Shea's vast C.V. includes experience as a developer, a broker specializing in investment sales, and a business owner. Having his hand in various aspects of commercial real estate helps him view situations through multiple lenses.

"A lot of brokers don't have that if they're just

a real estate agent and have never owned their own property or business," he explains. "I think I can look at it a little more aligned with my client than a lot of other brokers can. I've been a business owner who's had to sign a lease for my business, I've been a building owner signing leases to tenants, and I've had to put in money when we needed to do tenant improvements. I've lived all of that, so I get it from a more intimate perspective."

Although other facets of commercial real estate face uncertain futures—namely, the need for suburban office complexes with more employees working remotely—O'Shea is excited about the future possibilities that will come from redeveloping those spaces and helping clients implement creative solutions.

Outside of work, O'Shea is a licensed pilot who enjoys flying airplanes. Other hobbies include playing golf and being heavily involved in the travel baseball schedules of his two sons, ages 12 and 10. He and his wife are also proud supporters of the military. They look forward to continuing the charitable work they started in Arizona by giving their time, money, and energy to whatever resources local veterans need both before and after their service.

In the meantime, he can't wait to bring his expertise to a fresh group of clients.

"I get excited about helping a business expand," he says. "I've helped medical practices grow through new locations and getting into new markets, and I've also guided investors through acquisitions and sales that shape those opportunities. In health care especially, the real estate has to support both patient care and long-term ownership goals. It's got to feel a certain way; it has to be inviting and comfortable for the patient, while also making sense as an investment. That balance is where I add value." ■

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