

SECOND QUARTER 2021

COMMERCIAL

real estate

REVIEW



NAI CIR

A PUBLICATION OF THE BILL GLADSTONE GROUP OF NAI CIR

CENTRAL PENNSYLVANIA NEW LISTINGS

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WILLIAM M. GLADSTONE, CCIM, SIOR

You Know the Answer

The other day, I was talking with a sales agent who just had a disastrous listing appointment. Anything that could have gone wrong did go wrong. I asked the agent, "What is your next step?" The answer was to go and see the boss to find out what that next step should be.

I told them to do one simple thing first: Think about what just happened and what would be the best approach. When I go into the boss's office, I have some possible solutions, and the advice I am seeking is only on how well he thinks my strategy will work. Why? Because **I know the answer**. Sometimes when I am in the midst of a situation, the answer may elude me for a period of time, but eventually I will figure it out.

Is it because I have been doing real estate brokerage for a long time? Not necessarily. My experience definitely helps, but over the years I have consciously worked hard and trained myself to figure out the most logical answer to the problem before I walk into that office.

There are three reasons why:

1. I am the individual most knowledgeable on the intricacies of the deal. I know "the flavor" of the transaction better than anyone.
2. My boss has his own problems and is not looking for more.
3. Being a problems solver adds value to any transaction in which I participate.

If you want to rise above your competition, you need to possess a skill set that others do not have or become more efficient in that skill. Differentiating yourself from the competition will enable you to bring new value to any transaction.

I remember distinctly going to my boss, many years ago, and asking him what I should do. (I got lazy). He told me what he would do, and as I reflected on his solution, I didn't feel comfortable with it. Unfortunately, I ended up following his advice and wrote a letter with the specific conclusions I was told to include.

A short time later, I heard from my client by letter. He no longer wished to do business with me and asked me to remove him from all company mailing lists, as well as never contacting him again. Because I got lazy, I made a poor decision.

Think of all the positive things that occur when you present your best solution:

1. You have forced yourself to study the transaction and used your knowledge base and skill set to make the decision, which ultimately has a very high percentage of being the right decision.
2. You did not have to get your boss involved, saving them time.
3. You have reinforced your ability to be good at something. That will help place you above the competition.
4. You become known as the broker to use in the market: You are a true problem solver. That being said, you should be able to close a larger percentage of harder deals than other brokers.

The steps are simple, but the mechanics take time. Why not push yourself to maximize your potential? Use your mental capacity and your innate thought processes — learned not only from brokerage transactions, but also from life situations you have experienced. Furthermore, remember to use your intuitive skills from having the best knowledge of "the flavor" of the deal.

You know the answer!



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On the Cover: Storms don't last forever. The past year and a half has been a test to our preparedness, but we have all weathered that storm. Bill Gladstone (NAI CIR) demonstrates his preparedness while also looking towards the bright days ahead.

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2021; Tools to Help Your Business Survive a Disaster, After a Disaster



PREPARATION

Not new to anyone in 2021, disasters come in all shapes and sizes when least expected. In a 2018 article, FEMA referenced that “sixty percent of Americans are not practicing disaster preparation, and even those that do, often lack the basic supplies required for survival.”

The article went on to state that “it can be easy to shrug off the threat of a major disaster and tell yourself, ‘That won’t happen where we live.’” Going forward to 2021, our country and the entire world have experienced firsthand how our lives can change with a disaster.

When you are not exposed to the devastations that result from a disaster, it is easy to dismiss the urgent need to prepare for the “what if.” Preparation can be as easy as asking questions to encourage proper planning in the event of a disaster. What is done in advance of an emergency may be more important than what is done after. Why? It is hard to establish priorities when your business experiences a disaster. The pressure and multitude of items that may be insurmountable at that very moment make it extremely challenging to pause, get organized, and enforce a plan that will be critical to your operation’s recovery.

In its natural disaster recovery guide, the U.S. Chamber of Commerce advises businesses to implement their recovery plan as soon as a disaster strikes. “Implementing the plan will ensure the correct policies and procedures are

“Implementing the plan will ensure the correct policies and procedures are carried out...”



carried out ...” The U.S. Chamber of Commerce has recommended a few great tips to make the planning process more manageable, including cultivating partnerships with the local community. “The U.S. Chamber of Commerce also recommends that small businesses cultivate partnerships and relations with the local community, including other businesses, local government agencies, and non-profits, which may be able to collectively advise, support, and help one another.” Through a multitude of associations and publications, it is easy to cultivate these local relationships.

Often there are companies that a business may not typically work with until a disaster strikes. Now is the time to identify which companies you want to initiate a relationship with so you have a comfort level with them and confidence in their capabilities. After an incident disrupts business operations, these resources will be needed to carry out recovery strategies and to restore normal business operations.

The most important step is to develop a Resource List. Business continuity planners often recommend developing a relationship with a commercial real estate agent and a

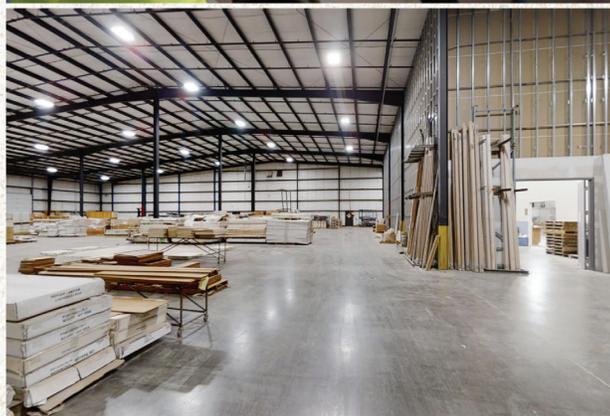
restoration company as priority resources in your recovery plan. The impact these predetermined relationships can make will be imperative for emergency restoration services and emergency relocation with designated contingency sites.

Recovery strategies require resources including people, facilities, equipment, materials, and information technology. An analysis of the resources required to execute recovery strategies should be conducted to identify any gaps. Staff with in-depth knowledge of business functions and processes are in the best position to determine what will work. Recovery strategies are alternate means to restore business operations to a minimum acceptable level following a business disruption and are prioritized by the recovery time objectives (RTO) developed during a business impact analysis.



During your pre-planning, some items that should be considered a priority including documenting the current condition of your property, floorplans, condition of the structure, and contents. This does not need to be a daunting task. It could be as simple as making a video while you tour the property. For advanced planning, outsourcing this service to invest in 3D virtual documentation will enable you to utilize various tools for a multitude of options including taking potential clients for a tour of the location, having a walk-through which can be utilized for disaster planning purposes, or having your entire facility and contents documented to a level that leaves no question of the current conditions. Another feature is a floorplan generated for the structure and the ability to obtain measurements from the 3D rendering.

Recently, a business looking to relocate asked us to conduct a 3D scan of a potential facility. The scan captured the exact dimensions and layout of the current structure. The accuracy of the documentation allowed the business to better see the space and strategize how to modify the existing layout in order economically fit out the space with the best workflow.



Contingency Prevention Continuity Recovery

The business met with their team multiple times to revisit their conceptual plan and was able to get their staff's collective agreement on how the new facility design would enable streamlined operations. After the process was completed, the client noted how much time and money the business saved by reviewing the scans with their staff. They noted the virtual walkthrough made it feel like the staff was in the facility doing the walk-through. The 3D imaging of the space helped initiate great thoughts from staff beyond just a relocation perspective."

Properly documenting your business's current condition is extremely important in protecting the investment you have made in your assets. After a property disaster, the damage will need to be clearly documented and recorded in a comprehensible program that can be utilized to assist with processing your insurance claim. To have pre-planned and previously documented the structure and the make-up of the interior would eliminate any

question about how the property should be returned to a pre-loss condition. The visual evidence would enable the insurance company to handle the claims process more efficiently, enabling your business to proceed with an agreed plan. Part of a comprehensive disaster plan should include who is going to identify and record the damage, so this vital task can be carried out without hesitation or delay.

From power outages and cyber-attacks to Mother Nature wreaking havoc, preparation is the key to recovery from an unexpected situation. Your business is like a chain - every link represents an important part of your operation and needs your attention in your continuity planning.



There are great resources available to help businesses successfully plan and recover from a disaster, such as:

- Business continuity plan examples and steps to consider for success
- Insight on how to conduct a business impact analysis to identify time-sensitive or critical business functions and processes
- Tools on how to identify, document, and implement critical business functions and processes for recovery

Many tools are available at FEMA / Ready.gov

- Standard on Disaster/Emergency Management and Business Continuity Programs - National Fire Protection Association (NFPA) 1600
- Professional Practices for Business Continuity Professionals - DRI International (non-profit business continuity education and certification body)
- Open for Business® Toolkit - Institute for Business & Home Safety

Through strategic collaborations now, your focus will shift from planning to building your business and thriving through any situation. If your business was able to adapt and get through the challenges of the 2020 pandemic, you have overcome a major disaster. With careful planning, you can ensure a quick and smooth recovery in the event of a property disaster or emergency.



Jaime Novinger – Toigo is President & Owner of Service1st Restoration, a Property Disaster Restoration Company serving Pennsylvania. Service1st offers an Emergency Preparedness Partnership to help businesses take a proactive approach to disaster recovery. Service1st Restoration is a qualified women business enterprise through WBENC, as well as an industry certified firm through IICRC and a certified member of COSTARS, the Commonwealth of Pennsylvania’s cooperative purchasing program. Jaime is also the creator of Coworking at The Park, an office space designed to build community engagement with entrepreneurs and like-minded individuals. Jaime is also a co-owner of Organic Remedies, a Medical Marijuana Company, focused on patient care and unlocking the therapeutic benefits of marijuana through research.



Virtual Reality is Transforming the Business of Real Estate

USING VISUALIZATION TO CONVEY AND UNDERSTAND THE CHARACTERISTICS OF REAL ESTATE HAS ALWAYS BEEN A BASIC TENET. THROUGHOUT HISTORY, THIS NEED WAS ADEQUATELY SATISFIED USING TWO-DIMENSIONAL IMAGES SUCH AS PHOTOS, RENDERINGS, AND SITE PLANS. HOWEVER, GIVEN THE DAWN OF DIGITAL TECHNOLOGIES SUCH AS VIRTUAL REALITY (VR) AND AUGMENTED REALITY (AR), THE GAME HAS CHANGED.

These technologies have quickly become the new benchmark for how properties are visualized, transforming the commercial real estate (CRE) market. By creating virtual access, CRE professionals are improving the way they conduct business, while often bridging the gap created by distance or time. Whether design and development, marketing and sales, or property, facility and asset management, virtual technologies are revolutionizing the way business is conducted.

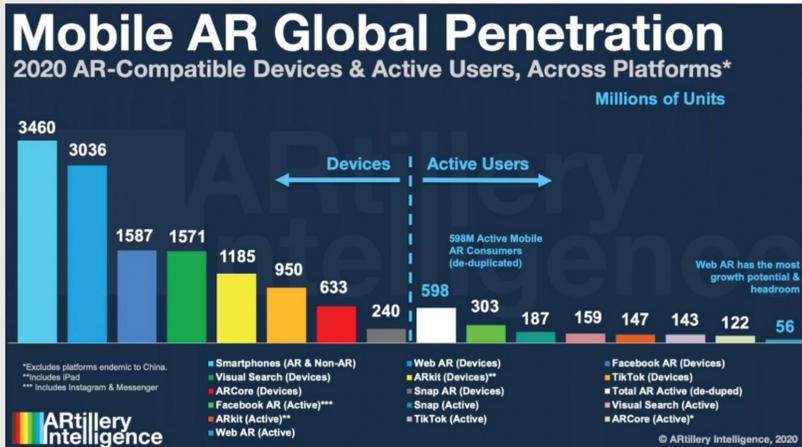
As immersive technologies, both VR and AR allow the user to interact with a digital environment. While VR replaces the physical reality with a digitally created one, AR enhances the current reality. In combination, these technologies are often referred to as Mixed Reality (MR) or, more holistically, Extended Reality (XR). Together, these technologies are allowing users to better visualize properties and spaces to accelerate transactions and redefine client expectations.

BY MICHAEL LERG



Until recently, the limitations of hardware, software, and bandwidth have resulted in virtual solutions that were cost-prohibitive and cumbersome, and that often required sophisticated hardware reserved for specialized users. Today these technologies can be experienced on laptops, tablets, and smartphones at a relatively nominal cost. As 5G networks (which are up to 20 times faster than 4G), become more prevalent, these technologies are growing exponentially, providing more immersive, realistic, and effective capabilities. According to ARtillery Intelligence, there were more than 3.46 billion VR/AR-enabled mobile devices at the end of 2020, of which 598 million were actively being used. It is estimated that this number will grow to 1.73 billion by 2024. With access nearly ubiquitous and delivery facilitated by 5G networks, dominance of these virtual technologies within the CRE market is inevitable.

Figure 1



Applications for VR and AR are numerous. They allow users to experience the future state of a property, whether in pre-construction or pre-renovation, as well as customizing or staging a property in real-time. These virtual models also allow the immediate capture of still images without incurring the costs or delays normally associated with traditional renderings. Real Trends estimates that 90% of real estate agencies have started using VR/AR technologies to provide better services to their clients and the CRE market is quickly adopting this trend. Here are some examples of how VR and AR are transforming the CRE industry.

APPLICATIONS FOR VR AND AR

DEVELOPERS



Developers are experiencing less friction and better results using VR models to pitch development projects to approval boards, investors, lenders, and prospective buyers. VR demonstrations have been proven to clarify presentations, stimulate discussion, and expedite the review and approval process.

The ability to place your audience within the virtual space, even before its construction, can reduce or eliminate the costs associated with pre-construction showrooms, physical scale models, and traditional marketing materials. Further, by accelerating the pre-sale process, these developers are able to reduce the time between construction draw-downs or investor payments, thereby increasing return on investment.

Developers are finding that AR technology is facilitating the construction process by allowing vital construction data to be overlaid on top of the user's view of the project while under construction, creating more accurate decision-making. This enables visual surveys to provide quick, precise quality control, thus eliminating potential construction conflicts in advance.

INVESTMENT SALES AND LEASING



According to Property Week, virtual tours have proven to increase the interest and resultant viewings of listings two-fold. Conversely, this technology reduces the number of wasted viewings by 40%. Prospects typically spend five to 10 times longer on websites with these virtual assets (Mass Interact). This not only improves SEO but ultimately leads to better and faster conversion rates. Furthermore, projects using VR/AR have experienced increases in pre-sales of up to 95% or more. This technology is perfect for franchisors who can recycle a virtual model over many proposed franchise sites and use it for simulation and franchisee training.

Virtual tours are readily integrated into marketing materials, both digital and traditional, by the simple use of hyperlinks. While e-marketing can easily be embedded with these links, traditional collateral simply accesses these tours by inserting QR Codes. AR technology creates 3D floorplans that appear to pop-up out of printed brochures. Once created, these virtual scenes allow for the capture of still images and videos to quickly and inexpensively refresh or target marketing. Virtual test fits are being used for real-time, iterative designs allowing the prospect to gauge suitability and accelerate decision-making.

PROPERTY, FACILITY, AND ASSET MANAGERS



Through the use of VR and AR, property, facility, and asset managers are gaining the benefit of visualization that is leading to the proliferation of digital twin technology. A digital twin is a virtual representation that serves as the real-time digital counterpart of a physical property. These technologies are being used to reduce maintenance costs and time for repairs by quickly identifying and locating malfunctioning equipment, and even walking through the repair process. Property, facility, and asset managers are also taking advantage of these models for simulation and training exercises, as well as visualizing stacking plan data.

Another benefit derived from these virtual models is the ability to reconfigure, repurpose, or completely reimagine portfolio properties. This is particularly valuable as market factors, such as changes in consumer or worker behavior, necessitate a constant reassessment of a property's best use. For example, the Wall Street Journal estimates that up to 25,000 stores were closed in 2020. As such, the Simon Property Group, the largest shopping mall operator in the United States, has entered into talks to convert unused shopping mall space into distribution centers for Amazon. These conversions will not happen without overcoming some challenges. In these circumstances, the ability to rapidly and iteratively experience numerous 'what-if' scenarios, provides the ability to explore proposed solutions that require thinking 'outside the box' - which is a key strength of VR/AR technologies.



DESIGNERS



Studies have shown that 75% of the population cannot effectively visualize a space three dimensionally by simply looking at two-dimensional drawings or plans. VR and AR enable the user to overcome this obstacle by placing that user directly within the space, allowing for a complete and effective evaluation. Using interactive VR tours, both the designers and their clients can virtually explore the conceptual space without the difficulties of perception often associated with conventional drawings. This immersive and interactive experience often results in improved designs, more accurate construction estimates, and the elimination of

avoidable complications and costs associated with change orders. AR also provides an effective means to stage the space and evaluate its suitability.

WHAT IS COMING NEXT

With the evolution of smart devices, faster bandwidth, and developing hardware and software, the capabilities and adoption of digital twin technology is growing. The symbiosis between the physical building and the digital / virtual building, is becoming more inter-related. The Building Information Model (BIM) data is being integrated with smart sensor inputs, enhanced with data analytics, AI, and machine learning. Using VR and AR, these inputs and internal systems are more easily visualized and understood. The results are leading to a reduction in energy usage and operational costs while improving the quality of life within the property.

SUMMARY

Clearly digital technologies such as VR and AR are benefitting CRE professionals involved in development, investment sales, and leasing, property, and facility and asset management as well as design. However, return on investment for these assets is increased exponentially the earlier they are used during the lifecycle of a property. The cost to repurpose a virtual model from one stage of the lifecycle to the next is incremental, but its value during each stage is both additive and significant. 😊



Michael Lerg is the CTO of Pix and has over 30 years of experience leading the development of Custom Visualization, Simulation, and Training applications – specializing in numerous forms of Virtual Reality and Augmented Reality. He began creating computer-based photorealistic Architectural Visualizations and Simulations in the mid-1980s, including but not limited to studies of various large corporate campus and high-rise zoning requirements, sun studies, and lines of sight from neighboring properties. His personal strengths afford him the ability to accurately and rapidly capture the needs of the client, compare and analyze available technologies, and develop the unique project specifications. The resulting documentation provides the information needed by the artists, developers, and other team members to deliver user experiences that exceed the client's expectations while maintaining each project's budget, timeline, and high quality of customer service.

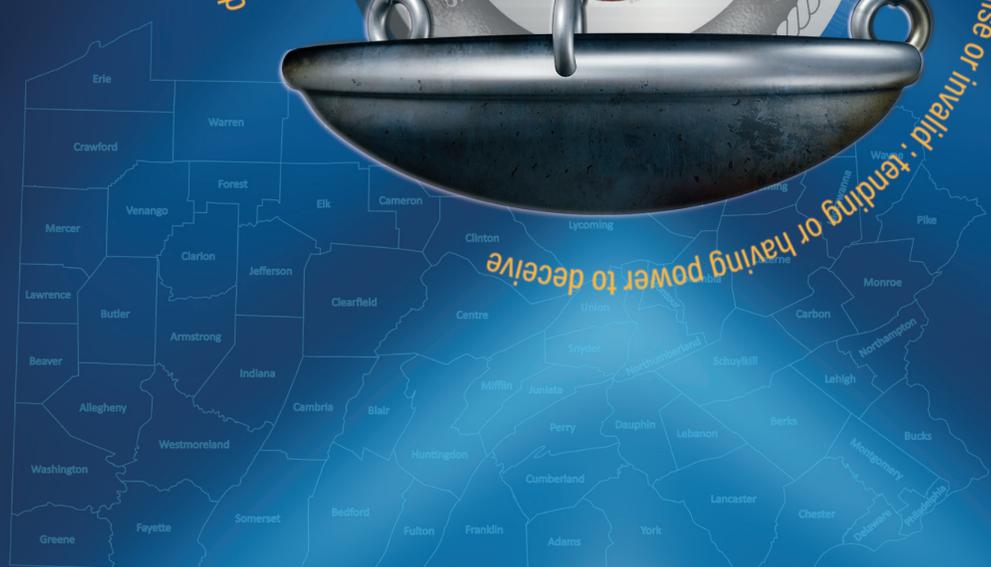
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PENNSYLVANIA SUPREME COURT UPS THE ANTE ON VIOLATORS OF PENNSYLVANIA'S UTPCPL

BY TOM WILLIAMS

de·cep·tive | Definition of deceptive: tending or having (power) to cause someone to accept as true or valid what is false or invalid

tending or having power to deceive





In 1968, the Pennsylvania legislature passed the Pennsylvania Unfair Trade Practices and Consumer Protection Law (UTPCPL). This law, like similar laws passed in other states, was part of a wave across the nation aimed at changing the relationship between vendors and consumers from one of caveat emptor to one of caveat vendor. Since then, our courts in Pennsylvania have vindicated consumers' rights in moving beyond the days of the buyer beware marketplace. (The UTPCPL is found at 73 Pa. C.S.A. §201-2, et seq.)

The UTPCPL protects consumers from many specific types of unfair methods of competition and unfair or deceptive acts or practices which cause a likelihood of confusion or misunderstanding as to the characteristics, ingredients, uses, benefits, or quantities created by those who communicate with the consumer. The statute applies to purchases that are primarily for personal, family, or household use or purposes. Over the years the statute has been applied to purchasers of homes, investments, insurance, and other personal services.

Within the statute, there is a section which is commonly referred to as the "catchall provision" which is often asserted by attorneys on behalf of their consumer clients when the alleged prohibited activity or communication does not fit precisely within one of the other enumerated prohibitions. It is this catchall provision (found at subsection 201-2(4) (xxi)), which was the subject of a recent decision by the Pennsylvania Supreme Court. When the statute was first enacted back in 1968, this so-called catchall provision made it unlawful to engage in "any other fraudulent conduct which creates a likelihood of confusion or of misunderstanding." The appellate Pennsylvania courts have interpreted this original language as requiring proof of common law fraud. Said another way, the courts required that in order to be actionable under the catchall provision, the "confusion" or "misunderstanding" created must be fraudulent. Under that interpretation, a plaintiff consumer was required to prove the elements of common law fraud in order to recover under the UTPCPL's catchall provision because, the courts said, that section prohibited only fraudulent conduct. Common law fraud required the plaintiff to prove the actor's state of mind and that the defendant acted intentionally.

...“deceptive” conduct in the context of consumer protection is conduct that has the “capacity to deceive.”

United States Supreme Court in the case of FTC v. Algoma Lumber Company

Following many years of court decisions applying the fraud requirement for claims under the catchall provision of the UTPCPL, the Pennsylvania legislature, apparently not satisfied with a restrictive interpretation of the catchall provision, saw fit to amend the statute, and in particular the wording of the catchall provision.



The amendment, enacted in 1996, fundamentally changed the language of the catchall provision which now prohibits “engaging in any other fraudulent **or deceptive** conduct which creates a likelihood of confusion or of misunderstanding.”

In its February 2021 decision in the case of *Gregg v. Ameriprise Financial, Inc.*, the Pennsylvania Supreme Court opined that the legislature, by inserting the word “deceptive” to describe the type of conduct prohibited by the catchall provision of the UTPCPL, relieved a plaintiff consumer from proving fraudulent conduct, or even intent on the part of the defendant. In this case, the Plaintiffs brought suit against Ameriprise claiming that the Ameriprise representative’s advice regarding the rolling over of their IRAs, liquidating current life insurance policies, and the purchase of new life insurance policies from an affiliated company from which Ameriprise would receive commissions was deceptive. The Greggs had argued that they reasonably believed that they would not incur any additional expenses in following the Ameriprise representative’s advice when ultimately, they did.

The Pennsylvania Supreme Court in *Gregg* cited a U.S. Supreme Court decision interpreting the similar use of the word “deceptive” in the Federal Trade Commission Act and the Lanham Act. The Pennsylvania Supreme Court,

following the analysis of the United States Supreme Court in the case of *FTC v. Algoma Lumber Company*, decided in deciding that “deceptive” conduct in the context of consumer protection is conduct that has the “capacity to deceive.” The Pennsylvania Supreme Court decided that it is the capacity to deceive, rather than the actor’s state of mind, which renders conduct actionable under the amended catchall provision of the UTPCPL.

The *Gregg* decision represents a major shift in favor of consumers, substantially lowering the burden of proof in an action brought under the catchall provision. The Pennsylvania Supreme Court stated that it is the vendor, not the consumer, who is charged with complying with the UTPCPL, as it is the vendor who is in a better position to determine whether the representations made might be deceptive.

This decision places vendors on notice that there will be a strict liability standard applied in cases alleging violations of the catchall provision and that no longer will consumers have to prove that a vendor had bad intent or a particular state of mind. In the wake of the Pennsylvania Supreme Court’s decision in *Gregg*, vendors of every kind who market or sell products or services to consumers would be wise to revisit all marketing communication and to initiate training of new and existing employees to make certain that the communication they have with customers and potential customers is not potentially deceptive or confusing. 😊



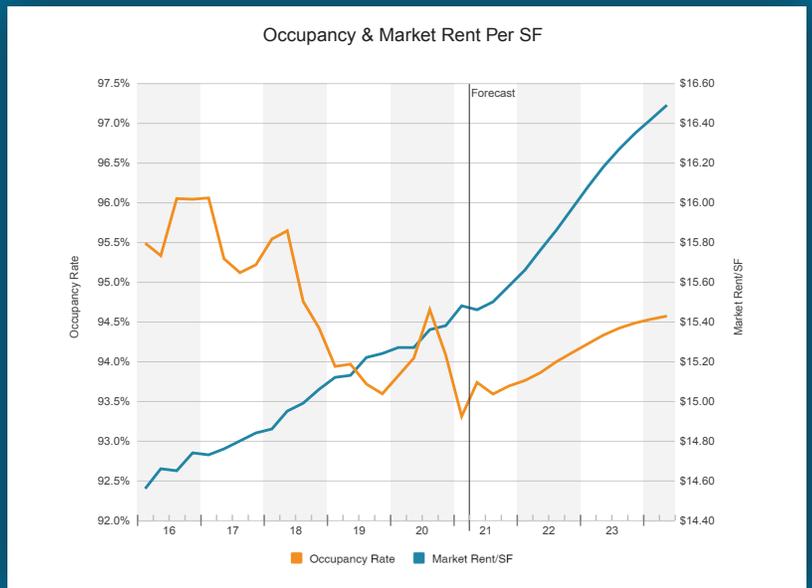
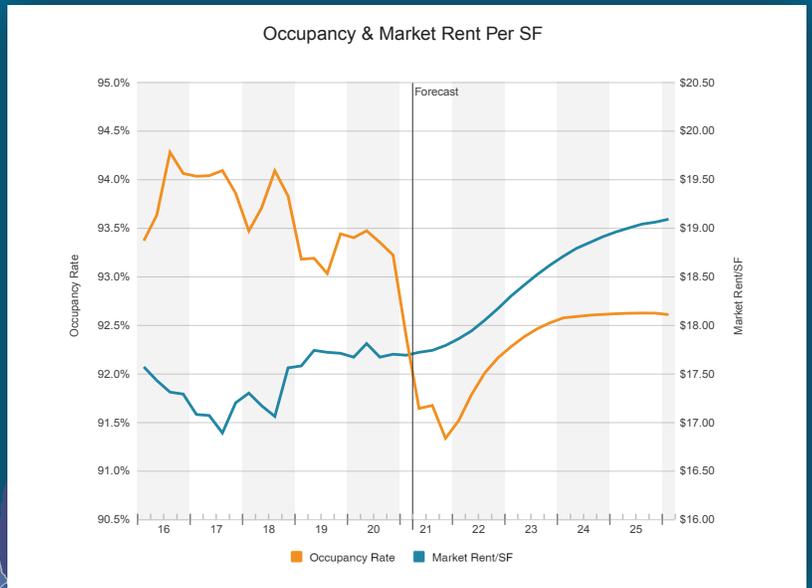
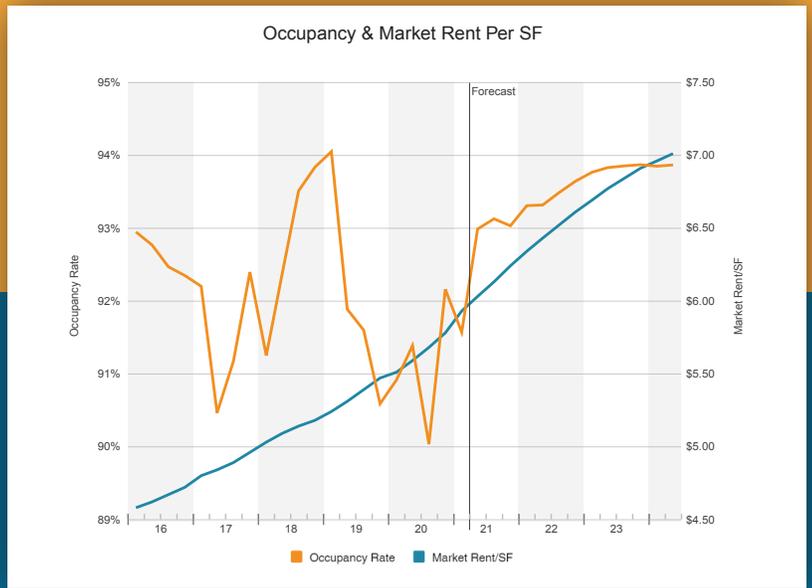
Tom Williams, a shareholder in Reager & Adler, is the longest-tenured attorney in the firm after the founders, Dave Reager and Ted Adler. Tom began his career with Reager & Adler in 1993 in the Litigation and Construction Law practice areas. Tom is the lead attorney in the Debt Recovery practice area. Prior to embarking on his legal career with Reager & Adler, Tom served in the United States Army performing with the “President’s Own” Old Guard Fife and Drum Corps. He can be reached at (717) 763-1382 or twilliams@reageradlerpc.com.



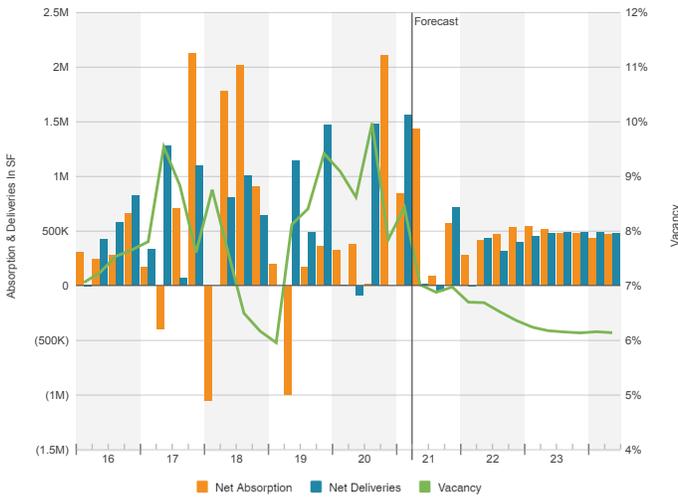
Regional Data

REGIONAL DATA

In an effort to bring our readers pertinent information regarding commercial real estate in the Greater Harrisburg Area, we are including the following graphs as part of the *Commercial Real Estate Review*.



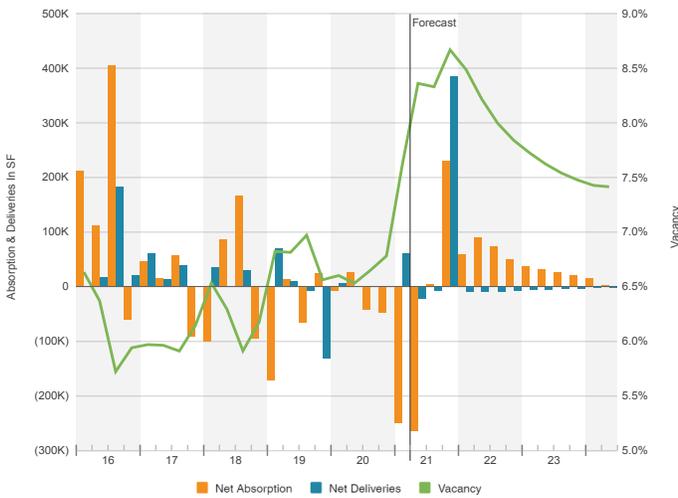
Net Absorption, Net Deliveries & Vacancy



Industrial

| HARRISBURG - PA | |
|----------------------------|-----------|
| Inventory SF | 101 M ↑ |
| Under Construction SF | 775 K ↓ |
| 12 Month Net Absorption SF | 4.2 M ↑ |
| Vacancy Rate | 7.3% ↓ |
| Market Rent/SF | \$6.02 ↑ |
| Market Sale Price/SF | \$76.00 ↑ |
| Market Cap Rate | 6.2% |

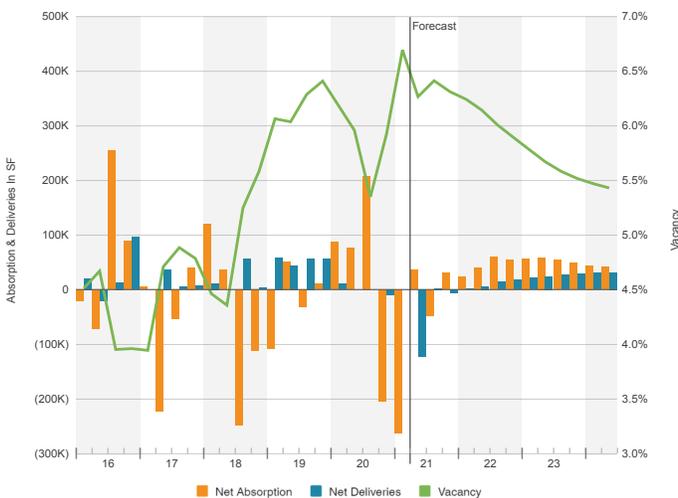
Net Absorption, Net Deliveries & Vacancy



Office

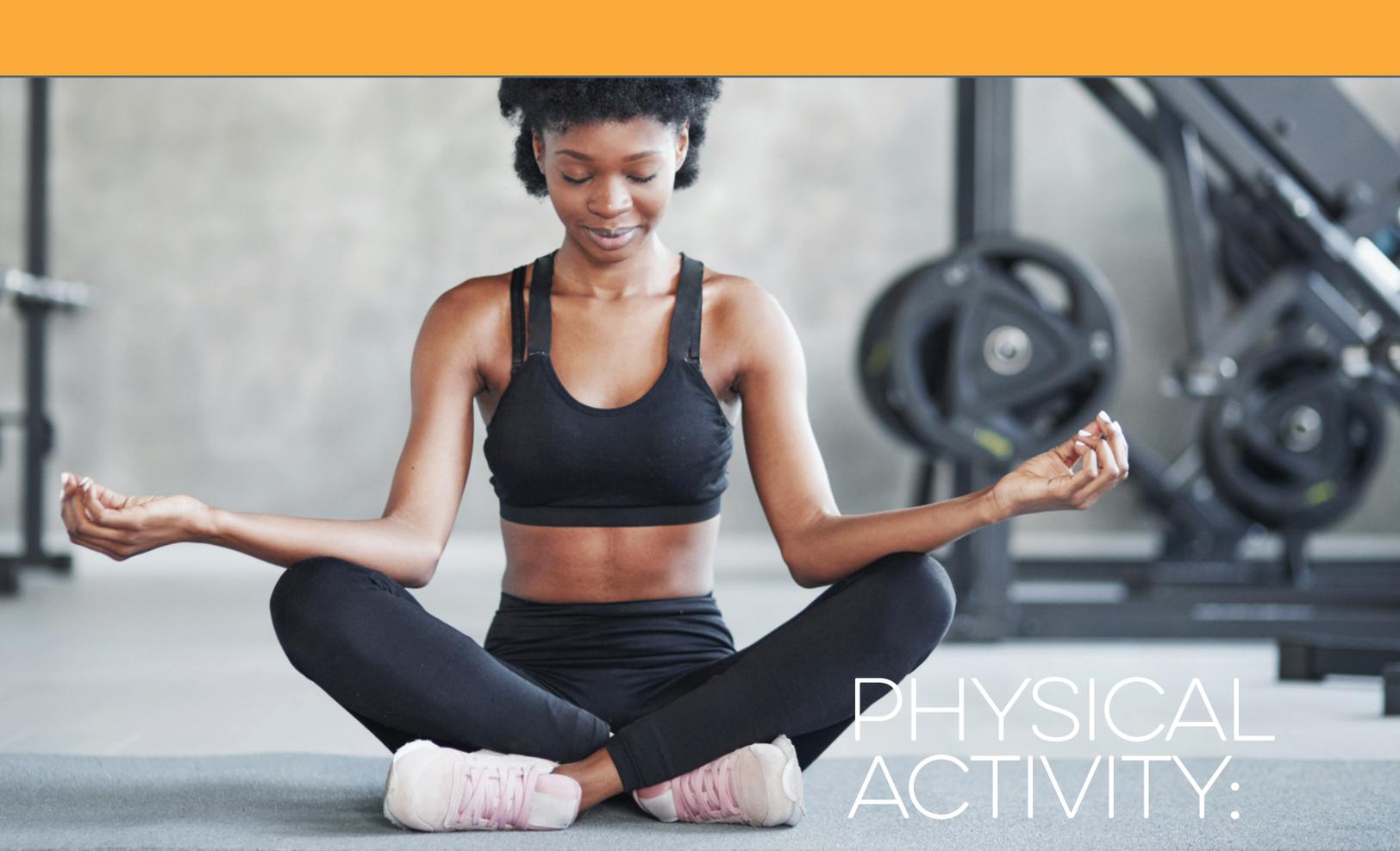
| HARRISBURG - PA | |
|----------------------------|-----------|
| Inventory SF | 36.5 M ↑ |
| Under Construction SF | 395 K ↑ |
| 12 Month Net Absorption SF | (569 K) ↓ |
| Vacancy Rate | 8.3% ↑ |
| Market Rent/SF | \$17.72 ↓ |
| Market Sale Price/SF | \$131 ↑ |
| Market Cap Rate | 9.2% ↓ |

Net Absorption, Net Deliveries & Vacancy



Commercial/Retail

| HARRISBURG - PA | |
|----------------------------|-----------|
| Inventory SF | 34 M ↓ |
| Under Construction SF | 8.1 K ↑ |
| 12 Month Net Absorption SF | (161 K) ↓ |
| Vacancy Rate | 6.1% ↑ |
| Market Rent/SF | 15.47 K ↑ |
| Market Sale Price/SF | \$122 ↑ |
| Market Cap Rate | 7.8% |



PHYSICAL ACTIVITY:

HELPING WITHOUT HARMING OURSELVES

Now more than ever, Americans are realizing the tremendous physical, mental, social, and other benefits of regular physical activity.

Approximately 25% of adults meet or exceed the exercise guidelines recommended by the Centers for Disease Control and Prevention.

CONSIDER THESE FACTS:

- 25% of physically active adults report they incurred a moderate to significant exercise-related injury in the previous 12 months.
- In 2019, over 3 million exercise-related injuries resulted in trips to the emergency department. Millions more less severe injuries occurred.
- Higher intensity exercise is associated with more frequent and severe injuries.
- Repetitive overuse injuries due to the combination of exercise and the day-in, day-out demands of life abound. It is my observation that the most typical problems are difficult to quantify for scientific study.

Do we find ourselves “between a rock and a hard place” here? At this point, I may need to remind you that sedentary living at the computer desk and on the couch comes with its own set of significant risks and problems!

BY BOB GORINSKI



The solution to the exercise/injury dilemma does require time and effort. Thankfully, there are relatively simple measures we can take to minimize the risks of being physically active and doing what we love.

Over the years, I have noticed patterns and trends among my physically active clients who suffer injury. At the root is our tendency to expect far too much, too soon, from our bodies. The vast majority of mass-produced fitness plans and programs are marketed to us in this manner. Unrealistic and short-sighted expectations—and eventual injury and burnout—may be some of the ramifications.

We all naturally and continually work at the areas of fitness we enjoy and that come easily, while neglecting weaker components. And yes, sometimes accidents do happen, or we simply hurt due to nagging long-past injuries. Here are just a few of the most common patterns that I have witnessed over the years.



IF YOU'RE PHYSICALLY ACTIVE, SEE IF YOU HAPPEN TO FIT INTO ONE OF THESE FOUR GENERALIZATIONS:

■ If you have lower back pain or hip issues like bursitis, tendonitis, or instability of the pelvic bones (often diagnosed as sacroiliac dysfunction), you may want to temporarily curtail Zumba or other Latin dance type activities. They often claim to work core muscles, and to some extent they do. But this generally occurs in positions that do not teach and maintain trunk and pelvis alignment and stability. This is especially unhelpful when it comes time to lift a bag of yard mulch or vacuum the living room.

■ Some love to lift a lot of weights, but all the time on the bench press or weight machines would likely be much better spent working on body control in proper posture, balance, and flexibility. Weekend warriors should not expect to suddenly jump, sprint, and more without preparing their bodies. If you are going to compete in middle age, spend the time preparing specifically for the activity. Nearly countless times over the years have I been asked questions such as, "Bob, what should I be doing for this hip flexor strain?" I attempt to provide the best suited advice based on a number of factors, but ideally, such problems can often be minimized by building up gradually before you try to go out on the softball field and stretch that single into a double. As the years go by, expectations absolutely should change.

■ Flexible individuals often focus on maintaining and increasing flexibility through various forms of yoga and similar activities. But remember, the muscles, bones, joints, and nervous system are integrated as a fine-tuned whole. It is entirely possible to have too much joint and muscle flexibility, which actually causes some loss of *controlled* mobility and increased wear-and-tear on congruous bony surfaces. Those who have attained sufficient flexibility benefit greatly from devoting time to develop strength and body control under moderate resistance.

■ Some are intensity hunters! They love the thrill of the runner's high, the pre-workout jitters, the push into greater capacity, and the feeling and results that come with doing a lot of challenging work in a relatively little amount of time. These individuals often need to be far more mindful of recovery. Cycling through exercises and physical tests and a week off for vacation is not nearly enough. Even professional athletes value and schedule drastically different phases of training and preparation throughout the year. In our 30s, 40s, and 50s, we should not expect to compete against ourselves and our peers week in and week out without eventual injury, physical stagnation, and burn-out.

■ Many using exercise as part of their weight loss or maintenance plan are in the daily or near-daily habit of doing lower intensity activities such as walking, light jogging, and various cardiovascular machines at the gym. This is great. However, as the weeks roll on, it does add up to a lot of wear and tear on the lower body. Hip, knee, and especially foot complications such as plantar fasciitis abound. It is often well worth the time to consult with a physical therapist or qualified personal trainer to teach you various means to work up a sweat with total body workouts that incorporate the upper body and low impact strength and flexibility components.

We can and we should stay active and well by primarily doing what we enjoy! However, if we want to keep moving, we need to temper what we like to do with what we need to do. Long-term health and wellness often requires both what we enjoy and what we need! 😊

It is with great sadness we share the news of the passing of Bob Gorinski following his battle with cancer. We send our deepest condolences to his family, his wife Amy, and their five children. To support Bob's family in their time of need, please visit: <https://www.gofundme.com/f/vcjm93-help-bob-fight>.



Bob Gorinski, Doctor of Physical Therapy and Certified Strength and Conditioning Specialist, has specialized in orthopedic rehabilitation and sports performance as the owner and provider of Full Reps Physical Therapy in Camp Hill. He has lived and worked in central PA since 2001, helping clients of all interests and walks of life.



CURRENT LISTINGS

GROW YOUR BUSINESS BY EXPANDING INTO ONE OF THESE LISTINGS FOR LAND, COMMERCIAL, OFFICE, INDUSTRIAL OR INVESTMENT SPACE.

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SALE

140-148 Ole Lane, Grantville

This nearly 1,400 SF industrial building sits upon over 2 acres of paved parking. Perfect for a trucking company or any industrial user needing quick access to I-81.



LEASED

5060 Ritter Road, Suite B2, Mechanicsburg

Approximately 2,000 SF office and 3,000 SF warehouse space with visibility from Route 15. The office area consists of private offices, an open working area, break room and conference room. The warehouse has a drive-in door and over 19' of clear height. This flex space lives up to its name - it's very flexible for a variety of users!



**NEW
SUBLEASE**

4750 Westport Drive, Mechanicsburg

4,857+/- SF of flex space that is conveniently located to all major PA highways. Attractive space with a newly built-out office area, break room and a warehouse/storage space with one dock and one drive-in door.



LEASE

5610 Derry Street, Harrisburg

10,125 SF ideal industrial location in Harrisburg. The warehouse space contains one dock, one drive-in, and 18'+ clear ceiling height. Accessibility to I-83 and other highly traveled corridors. Good space for contractors, small distribution and storage. Please call for additional details and to schedule your tour.



LAND LISTINGS



NEW PRICING
SALE

Kriner Road, Chambersburg

4.64+/- Acres available located near major industrial distribution centers; CSX Inter-modal Terminal, Target, KMART, Nitterhouse Concrete Products. With over 400' of exposure to I-81 and over 400' of frontage on Kriner Road.



LEASE

940 E. Main Street, Palmyra

High-profile and convenient location along E. Main Street (Route 422). There are several opportunities for retail development. Pad site is approved for a building size around 2,487 +/- SF.



SALE

Eisenhower Boulevard, Harrisburg

Over 5 acres of relatively level land with 770' of frontage on Eisenhower Boulevard. Property is located next to Cindy Rowe Auto Glass and close to the PA Turnpike and Route 283. Great for a commercial or retail user.



LEASE

1700 Quentin Road, Lebanon

Pad site for lease along Quentin Road in Lebanon next to Mavis Discount Tire. This is a strong retail area with big box stores such as Lowe's Home Improvement, Staples, JOANN Fabrics and Crafts, Tractor Supply Co., Giant Food Stores, CVS and more. The site is approved for a 5,952 +/- SF building.



NEW PRICING
SALE

I-81 and W. Trindle Road, Carlisle

Two parcels for sale along W. Trindle Road, directly off I-81. Build on parcel 1 for maximum exposure. Additional parking as needed would be available on the 0.55 +/- acre Parcel 2. **Price reduced!**



SALE

Route 441 & Orchard Drive, Harrisburg

8.34 Acres available with controlled intersection and utilities on-site. Ideal opportunity for a church relocation or home business on this vacant parcel. Close to the Harrisburg Mall, TecPort Business Campus and great access to Route 283, I-83 and the PA Turnpike (I-76).

PENDING

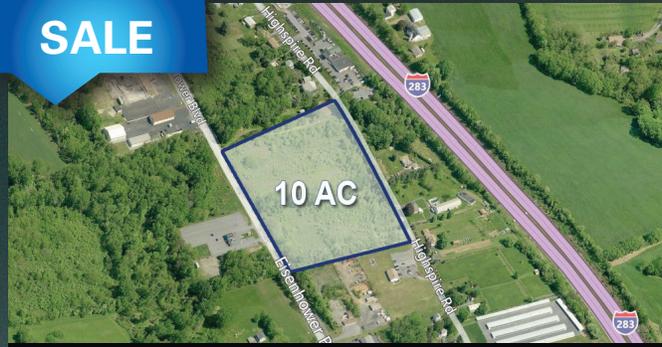
SALE



7700 Derry Street, Lot #4, Harrisburg

1 Lot remains - 2.12 acres available for sale. Take advantage of current interest rates and join in on the expansion of this prime location between Hershey and Harrisburg. You can spec design your next space from the ground up. Flexible zoning allows for a variety of commercial, office and light flex uses. Easily accessible to US Route 322 and all of the Central PA highway network.

SALE



Eisenhower Blvd & Highspire Road, Harrisburg

Nice 10-acre site on Eisenhower Boulevard with easy access to Route 283, I-83 and PA Turnpike (I-76). This site is surrounded by commercial, retail and industrial development and the Commercial General zoning permits virtually any of these like uses for future development. **New pricing!**

NEW PRICING

SALE



Hanshue Road, Hummelstown

Over 9 acres of land available for sale in Hummelstown. Property is zoned Residential Agriculture, which allows for single-family homes (on 1 acre+ lots), churches and agricultural uses.

NEW PRICING

SALE



Allentown Boulevard, Harrisburg

17+ Acres available for sale along busy Allentown Boulevard with over 2,200' of frontage. Zoned Commercial Highway (CH) with multiple uses being possible.

PENDING

SALE



730 Limekiln Road, New Cumberland

Over 8 acres of land available within a 1/4 mile of the Limekiln Road exit off I-83. Good for a variety of commercial uses. Some visibility to travelers going eastbound on the PA Turnpike.

PENDING

SALE



Kim Acres and Aspen Drive, Mechanicsburg

Over one acre of land in a rapid growth area with a lot of new development. Great for office and professional uses situated just off the PA Route 114/US Route 15 interchange. Area is populated with affluent, upper middle class neighborhoods and is continuing to expand. Perfect location for an all-night diner or small restaurant with Messiah College and Messiah Village being so close to this location. Easy on and off Route 15.



LAND LISTINGS

SALE



1301 & 1345 Eisenhower Boulevard, Harrisburg

1.77 & 4.46 Acres available on Eisenhower Boulevard in Harrisburg. The available land is located in the retail, commercial and industrial sector of Harrisburg, just one mile from the Pennsylvania Turnpike/I-76. The 4.6 acres is situated at a traffic-controlled intersection of Quarry Road.

PENDING

SALE



Peters Mountain & River Roads (NWC), Halifax

Good retail site in growth corridor of Northern Dauphin County. The 5+/- acre tract is generally level and has over 600 feet of frontage on busy Route 147/225.

SALE



Waterford Square, Carlisle Pike, Mechanicsburg

Located on Mechanicsburg's rapidly expanding Carlisle Pike, Waterford Square is perfectly positioned to cater to the strong business growth in the area. Over 8.5 acres remain in the park. Excellent access to major transportation routes.

SALE/LEASE



370 W. Main Street, Leola

Two pad sites available in a growing area with high visibility and easy access. Join the new Rutter's Farm Store on Main Street/New Holland Pike in Leola.

SALE



Cherry Street (Lot #9) & Walnut Street, Highspire

Over 7 acres of land available for sale tucked away in a predominantly residential area with quick access to the 76/283 interchange. The property consists of three parcels total and has public utilities located in the adjacent site.

SALE/LEASE



755 - 759 Kriner Road, Chambersburg

4.73 - 7.82 Acres available located between Chambersburg and Greencastle, PA off I-81, Exit 14, on Kriner Road across from the CSX Intermodal Terminal in Chambersburg, PA.

SALE



700 S. Baltimore Street, Dillsburg

5.23 - 57.5 Acres available made up of three parcels with great topography and accessibility from Baltimore Street (Route 74). Only moments from Route 15, a truly unique opportunity with a great country setting for a residential neighborhood. Properties can be sold together or individually.

SALE



W. Suncrest Drive and Spring Road, Carlisle

Four (4) land parcels available in the commercial/light industrial zoning of North Middleton Township. One lot has good access and visibility from Spring Road. The remaining three parcels are tucked in a cul-de-sac just off Cavalry Road.

INVESTMENT LISTING



PENDING SALE



905 E. Chocolate Avenue, Hershey

5,436 SF - 15 unit Travel Inn is ideally located off E. Chocolate Avenue with excellent roadside visibility and is moments from the Hershey attractions. This facility is made up of (2) buildings consisting of 10 exterior guest rooms, 5 apartments and a spacious on-site manager's suite with three bedrooms, living area and kitchen. The Hershey Travel Inn has been renovated over the years and also has solid revenue history for many years.



COMMERCIAL LISTINGS

SALE



25 & 33 Carlisle Street, Hanover

30,112 SF stunning landmark in the Borough of Hanover available for sale. This former bank building was beautifully constructed with great attention to detail and has been well-maintained throughout its years. The adjacent (and connecting) office building is also included in the sale.

LEASE



3460 Paxton Street, Harrisburg

Former Planet Fitness and CJ Tires located on heavily traveled Paxton Street, directly across from the Harrisburg Mall. This 12,400 SF building has it all. Large warehouse/storage area with a drive-in door, front office or retail space and sprinklers. Don't miss this opportunity to lease this prime real estate.

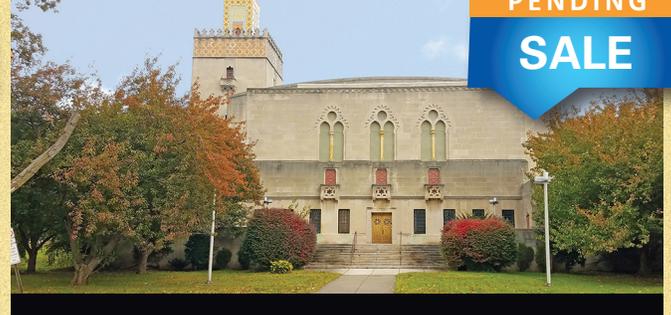
**NEW
SALE**



700 Market Street, Lemoyne

Stunning brick church built in the 1920s. The property has been well-maintained over the years, offers a large sanctuary (200+ seats) with air conditioning and has approximately 70 parking spaces. There is an on-site daycare tenant who has a lease in place.

**PENDING
SALE**



2801 N. Third Street, Harrisburg

62,621 SF available for sale in this stunning landmark in the City of Harrisburg. The Zembo Shrine Center was beautifully constructed with the Moorish Revival style architecture and has been well-maintained throughout its years. Over 300 lined parking spaces.

LEASE



611 N. 12th Street, Lebanon

Join Save-A-Lot grocery store in this newly constructed shopping center located in Lebanon City. Tenants can acquire one suite (25' x 64') or all five up to 8,000 +/- SF for retail or office use. The vanilla shell is ready for the finishing touches.

LEASE



415 Market Street, Harrisburg

5,918 SF available on the first floor in the Harrisburg Transportation Center in downtown Harrisburg. In walking distance to all the downtown restaurants, amenities, and Riverfront Park.

LEASE



4647 Jonestown Road, Harrisburg

2,230 +/- SF available in this popular retail site. Freestanding, updated building with great curb appeal and visibility on highly traveled street. Bright open floorplan on first floor.

**PENDING
SALE/LEASE**



5129 E. Trindle Road, Mechanicsburg

Brand new retail or office space along Trindle Road. Great visibility and parking. The 4,000 +/- SF is an open shell - ready for your finishing touches.

SOLD



2221 N. Sixth Street, Harrisburg

15,852 SF available in this historic church. It was founded in 1890, rebuilt in 1895 and expanded in 1916 as a memorial to Camp Curtin, the largest northern military camp of the Civil War. This church stands out as a prominent important architectural landmark for the city of Harrisburg and the region. The property features the ability to seat over 700 congregants, beautiful stained glass windows, one of the largest organs in Harrisburg, many offices and classrooms, and a large commercial kitchen with adjacent fellowship hall.



OFFICE LISTINGS

**NEW
SALE**



6340-6390 Derry Street, Harrisburg

Nearly 11,000 SF single-story, multi-tenanted, flex building on heavily traveled Derry Street. The property features two office tenants (2,300+/- SF and 2,268 +/- SF) and a warehouse user in the rear. The perfect investor or owner/user

LEASE



1801 Oberlin Road, Middletown

Various suites available, 120 - 5,074 SF, in this charming three-story stone structure with professional office tenants. Convenient access to both Harrisburg and Lancaster and easy access to Harrisburg International Airport.

LEASE



208 N. Third Street, Harrisburg

600 - 4,542 SF available office space in a prime central business district location. This historic building faces the Capitol Complex with great window lines. All the downtown amenities are a few steps from the doors and parking is a block in every direction.

LEASE



4300 Devonshire Road, Harrisburg

1,000 - 2,600 SF available at great corner location at Devonshire and Colonial Roads. The property is well-maintained and the available space offers a reception/waiting area, offices, and an open area that can be utilized in many configurations and private restrooms.

LEASE



156 Cumberland Parkway, Suite 200, Mechanicsburg

1,843 SF first floor office space available in this Class A, high-profile building. The location offers easy access to Route 15 and the PA Turnpike (I-76), plus great local amenities. It is hereby disclosed that a partner in the ownership of this property is a licensed real estate salesperson in the Commonwealth of Pennsylvania.

LEASE



5275 E. Trindle Road, Mechanicsburg

Corner office suite available which offers functionality and usability. The professional office space features executive sized offices, large conference room(s) lining the perimeter, private in-suite restrooms and two entrances. Space can be left as one large suite or made into two suites; Suite A - 2,318 RSF and Suite B - 4,133 RSF.

LEASE



30 N. Third Street, Harrisburg

1,449 - 19,665 SF Class A office building with many desirable features including a marble lobby and a skywalk to Strawberry Square, Walnut Street garage, Harrisburg Hilton, Whitaker Center, etc. The building is Energy Star Certified and utilizes the latest energy management systems for optimal energy efficiency. The building offers a 24-hour security system with on-site management. Located directly across from the Capital Complex and Federal Building and a few blocks from the City and County Administrative Offices/Courthouses.

SUBLEASE



3 Kennedy Street, Lancaster

This 2,875 SF former bank has modern features and an intelligent layout for a variety of users. The design includes 3 drive-thru lanes (1 ATM), 4 private offices, conference room, and a break room. Located just minutes from the Route 30 interchange at Greenfield and Old Philadelphia Pike and Route 222.

NEW SALE



265 S. Houcks Road, Harrisburg

Well maintained 4,100 SF, two-story office building. Layout offers many uses and location is easily accessible to the Harrisburg business communities. Don't miss the opportunity to own this prime real estate.

NEW SALE



212 N. Third Street, Harrisburg

Two suites now available in this 3,521 SF, attractive brick office building, perfectly suited for attorneys, lobbyists, associations or any other professional user. The building is centrally located just steps from the Capitol Complex as well as many eateries, retail shops and downtown attractions. New aggressive rates include in-suite janitorial.

LEASE



3507 Market Street, Suite 102, Camp Hill

Located within the heart of the West Shore, this aesthetically pleasing building has one 1,500 SF suite available for lease. The property is centralized on Camp Hill's main artery and is close to many restaurants and businesses.

NEW LEASE



850 Walnut Bottom Road, Carlisle

Medical or professional office space available for lease in the Belvedere Professional Center. Easy access to I-81 and route 11. **Ask about half-price rent for the first year on a 5+ year lease.**



OFFICE LISTINGS

SOLD



510 N. Front Street, Wormleysburg

Great views of the City Skyline and the Susquehanna River in this move-in ready 2,056 SF office building. Private office/conference room with river views and other private offices are also available. Second floor storage or conference area not included in square footage but could be useful. This office has been well-maintained and kept up to date.

NEW

SALE/LEASE



2008 – 2010 Market Street, Camp Hill

2,555 SF prime office/commercial space in the heart of Camp Hill Borough. This updated, clean space has direct frontage on Market Street and is within walking distance to local restaurants and retail. Renovations to the space included opening the floorplan, adding stylish lighting and kitchen appliances, updating the restroom fixtures (one is handicap accessible), HVAC and roof.

LEASE



4386 Sturbridge Drive, Harrisburg

3,600 SF available – open floorplan. Newly constructed Class A office space for medical or professional use. Located along Linglestown Road (Route 39) with close access to lodging, Super Giant store, eateries, gas, banking, and all major transportation corridors.

LEASE



800 N. 3rd Street, Harrisburg

Suites ranging from 200 – 1,490 SF available in prominent downtown office building across from the State Museum and one block from the Capitol Complex. This is a perfect location for attorneys and associations. On-site parking available to tenants at below market rates. Furnished suites available.

LEASE



930 Century Drive, Suite 102, Mechanicsburg

3,500 SF attractive office suite in recently renovated building. The inside features carpet tiles, neutral colors and an open area allowing for various future configurations. There is good parking and is easily accessible from Route 15.

LEASE



415 Market Street, Harrisburg

Suites ranging from 266 – 4,453 SF on the second and third floors. Located in Enterprise Zone; permits professional offices, personal services and other common office use. In walking distance to all the downtown restaurants, amenities, and Riverfront Park. **HALF-PRICE RENT for the first year on a 3 or 5 year deal. Call about rent promotion details.**

**NEW
LEASE**



100 N. Cameron Street, Harrisburg

Four-story, brick office building in a convenient location in the City. Easy access to downtown, as well as I-83 and I-81. Building features many office configurations - from single rooms to an entire 7,500 SF. There are plenty of windows and the west side has gorgeous Capitol views. Ask about half price rent for the first year on a 3+ year lease!

SOLD



5010 E. Trindle Road, Mechanicsburg

Excellent location in newly developed area of Hampden Township. Two condominium units (Suite 200) - 3,895 SF and (Suite 201) - 1,880 SF are available. They can be sold for owner/user or as an investment.

LEASE



1665 Roosevelt Avenue, York

Join OSS Health at their brand new location on Roosevelt Avenue, just off Route 30 and moments from I-83. Approximately 18,617 SF available with 14,438 SF on the second floor with stunning views of York County. Excellent opportunity for tenant to help design and customize their new facility to meet their unique space needs.

**PENDING
SALE**



1335 N. Front Street, Harrisburg

2,000 SF functional first floor office space includes four offices, a work room, reception area, kitchen, and two bathrooms. Grand windows overlook beautiful Susquehanna River in downtown Harrisburg. Parking available in a lot on the next block for the first floor tenant. Conveniently located minutes from I-81 and I-83.

**FREE RENT
LEASE**



301 Chestnut Street, Harrisburg

468 - 10,918 SF (25,659 SF total) available at Pennsylvania Place. This is a one-of-a-kind development for the Harrisburg market that includes over 50,000 SF of Class A office space in the City's thriving downtown district. The building offers an ultimate level of visibility, functionality and sophistication. On-site parking, workout facility, a swimming pool and high-end finishes embody the urban luxury of this high-rise mixed-use building. **Call for FREE RENT details!**

LEASED



2090 Linglestown Road, Suites 107, Harrisburg

939 - 1,320 SF available in this attractive class A building located in a populated business area with easy access to Front Street and Routes I-81, I-83 and 322. This professional office space has been nicely finished and comes competitively priced.



OFFICE LISTINGS

SUBLEASE



300 N. 2nd Street, Suite 704, Harrisburg

1,330 SF seventh floor office space available in this downtown high-rise. The building boasts a marble and glass entrance way. The suite has a waiting area, large conference room, private office, a storage area and kitchenette. All furniture is included in the rent. This City location provides excellent access to Harrisburg amenities.

LEASED



1029 Mumma Road, 2nd Floor, Lemoyne

3,956 SF attractive office building with 2nd floor office space available for lease. Convenient location along the west shore business corridor with quick access to all major business hubs on both east and west shores. Property has been well-maintained, features modern upgrades and has ample on-site parking.

LEASE



30 E. Shady Lane, Enola

2,400 SF medical/professional office suite available at fiercely competitive rate in a convenient location. Property has recently been renovated and is well-maintained. Current tenant has out-grown the space and has vacated.

SALE



2451 N. 3rd Street, Harrisburg

4,186 SF ADA accessible one story building with finished lower level in excellent condition and recently remodeled (carpet, paint and windows). Building offers 13 private offices, waiting/reception area, two conference rooms, break room, three restrooms, and a large training room on the lower level. Located across from the Polyclinic Medical Center. Lower level is usable for office space, meeting, training, or storage.

SALE



28 E. Main Street, New Kingstown

11,505+/- SF of flex space in Silver Spring Township with General Industrial zoning. Property has had many uses over the years - Harley Davidson bike shop, Tae Kwon Do school, offices and storage. There are many options on this 1.77+/- acre site. There is an income producing tenant as well.

LEASED



101 N. Pointe Boulevard, Lancaster

8,403 SF Class A, multi-tenanted building in the heart of Lancaster County's business area. This beautiful building boasts large window lines, in-suite cooling/heating, in-suite music system, a guarded lobby, a common area breakroom and many high-end finishes. This is a great central location with ample parking available.

LEASED



4823 E. Trindle Road, Mechanicsburg

1,706 - 3,834 SF professional office space for lease in a highly visible, conveniently located building. Space is available for lease on the first floor and the ground level and these areas can be leased together or separately. There is an expansive lot with abundant on-site parking.

**PENDING
SALE**



200 S. Progress Avenue, Harrisburg

Don't miss out on the wonderful opportunity to own prime real estate on this desirable street in Harrisburg. The office, 4,454 SF, is currently being used as a longtime counseling practice but has many different possibilities. The layout is flexible and consists of a waiting area, several private offices and a second floor that could potentially be rented out separately.

SALE



2120 Fisher Road, Mechanicsburg

4,559 SF available in this unique office building with easy access to Route 15 & PA Turnpike. Space is functional with many windows and skylights throughout so that every space gets natural light. The large landscaped lot creates a nice setting. Main floor has credit tenant until September 2023.



OFFICE LISTINGS

NEW

SALE



— 2411 N. Front Street, Harrisburg

This three-story, stone office building has lovely character and amazing river views. The property has been well-maintained over the years. It is obvious that great attention to detail was made to modernize the property while keeping the early 1900's feel.

NEW

SALE/LEASE



— 2008 – 2010 Market Street, Camp Hill

Prime office/commercial space in the heart of Camp Hill Borough. This updated, clean space has direct frontage on Market Street and is within walking distances to the town's restaurants and retail sites. Renovations to the space include opening the floorplan, adding stylish lighting and kitchen appliances, updating the restroom fixtures (one is handicap accessible), HVAC and roof. Property also has some features from its original build (in 1870).

NEW

SALE



— 1245 Cocoa Ave, Hershey

Former bank branch facility with a corner location with good exposure and visibility. Daily traffic count exceeds 16,000 vehicles. It also features two points of egress, one on Cocoa Avenue and another on Fishburn Road.

NEW

SALE



— 5229 E. Trindle Road, Mechanicsburg

Highly visible and desirable E. Trindle Road location available for a 3,500+/- square foot tenant. The first floor space was formally used as a dental office so would be suitable for many medical users, but is also easily adaptable to office or retail uses as well.



If interested, please contact Chuck Bender at (717) 761-5070 ext. 152, cbender@naicir.com or submit your information using the short form found at bit.ly/BGG_Articles.

SEEKING WRITERS

*HARRISBURG COMMERCIAL REAL ESTATE
REVIEW/REPORT SEEKING WRITERS*



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Autumn Addley (FI) and Katie Stover (FR) are not licensed REALTORS.

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