

THIRD QUARTER 2018

COMMERCIAL

real estate

REVIEW



NAI CIR

A PUBLICATION OF THE BILL GLADSTONE GROUP OF NAI CIR



Our 7th Annual community event benefiting children with special needs and their families took place on July 31, 2018 at The Grace Millman Pollock Performing Arts Center in Camp Hill, PA. The Bill Gladstone Group of NAI CIR hosted the event with TrueNorth Wellness Services. There were about 200 attendees who enjoyed animal balloons, temporary tattoos, crafts, character meet and greet, live musical talent, therapy dogs, and light food and refreshments. There was also a live, theatrical performance of Mary Poppins, JR. that attendees enjoyed. With the support of our sponsors, we organize this event at zero cost to families in an effort to provide a free and fun family activity in a supportive and understanding environment.

We were pleased to have another successful event and could not have done so without our sponsors below! Thanks to them, the Bill Gladstone Group of NAI CIR and TrueNorth Wellness Services were able to supply attendees with goodie bags, provide treats prior to the show, and some volunteered their time during the activities. Some sponsors contributed a monetary donation, directly benefiting TrueNorth Wellness Services.

Contact Leah Wentz at lwentz@naicir.com or (717) 761-5070 ext. 116 for details on how to contribute for future events.

Thank You Sponsors



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WILLIAM M. GLADSTONE, CCIM, SIOR

How About Some Risk in Your Life?

If you look at any situation over the long (and even the short) term, there is always risk. You cannot alleviate risk; however, in both business and in your personal life you can strive to minimize any impact risk might have. Typically though, the greater the risk, the greater the reward. Alternatively, the less risk, the less the reward. Are you ready to deal with risk?

From a personal standpoint, I think back to the end of my restaurant career. I was attempting a turnaround of Dutch Pantry, the chain I was running at the time. After three years, it did not work and we went from Chapter 11 (bankruptcy protection) to Chapter 7 (liquidation). We were an old chain with a tired look and finding it hard to attract investors who wanted to help us develop a new life with a new look and become profitable again. I was the director of operations, so some of it was under my control, but only to the degree which the market would allow us to perform and to the degree other people (especially our creditors) were watching our cash flow. We had 50 units and we were in 11 states. That made the job very difficult.

I remember my last day on the job. We had filed Chapter 7 and I was unemployed. I was on the street looking for a job. Through a variety of circumstances, I was able to get a start in commercial real estate. I was about to really learn the difference between a W-2 (regular paycheck) and a 1099 (sometimes no paycheck). It was startling when I realized the risk I had just accepted having no real knowledge of the business and without any clients. At this point I was trying to support myself, my wife (who also was working at that time), and our three young children, while making two car payments and a house payment, and trying to provide enough income to pay for daily expenses. I can remember going to a bank and borrowing \$10,000 to help pay bills. That money was gone in less than a week. Talk about a situation filled with risk. Ughh! I don't think I could have found a riskier set of circumstances with so little hope of resolution in a reasonable period of time. In any case, I wasn't looking!

In a situation like that, I believe you just put your head down, push forward, keep your nose clean and your reputation polished, and make the best of a bad situation where the risk just keeps rolling in and piling up. Intuitively I knew that if I successfully got through the risk I was encountering, I would have my reward of some kind. Isn't that why we do these types of things? The reward! But I had to stay focused. I could not take my eyes off the prize. I had written goals so that I never lost focus, I worked 16-18 hours a day, and I always took that last appointment no matter how tired I was.

And it worked. My children not only grew up with the typical amenities, but I was also able to provide college educations and some travel experiences for them. I am still in the same house (paid off) with my wife. We have been able to save significantly over the years. At work, I now have a staff of four that has been with me between 2-14 years. I have been Salesperson of the Year more than half of the past 17 years. I believe I was well rewarded, certainly commensurate with the risk I took. It was a huge risk, and I think I got the reward I deserved.

Here's my suggestion: Don't be afraid of risks and take them as often as possible. That could be the best path to push yourself forward and make things happen in your life. You need to step off the edge and take those risky experiences to keep yourself moving forward, always positioned to better yourself.

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Commercial Real Estate Review

is produced four times per year by the Bill Gladstone Group of NAI CIR to serve the region's business, commercial and industrial real estate decision makers.

For permission to reprint any material from *Commercial Real Estate Review*, please send a written request to Chuck Bender, Marketing Director, cbender@naicir.com or call (717) 761-5070, ext. 152.

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INSURANCE



UNDERSTANDING YOUR INSURANCE COVERAGE FOR SMALL RETAIL SHOPS

Insurance for retail shops, strip malls, shopping centers, manufacturers, and many other commercial entities seems to be straightforward; however, it is not. The coverage focus points for most are structures, contents, loss of earnings (business interruption), workers' compensation, and comprehensive general liability. Then the conversation usually veers off onto other topics such as how to finance the premium payments.

Insuring the big items properly is critical and must be done with correct forms with the broadest terms and conditions possible with your agent advising you accordingly. With this being said, there is an area within the policy property section of businessowner's and commercial package owner's policies called "extensions of coverages" that should be reviewed, hopefully triggering additional exposure coverage questions.

My intent with this article is not to address each coverage extension with limits offered, but rather to point out several extensions I believe should raise a red flag to review with your agent. Not all insurance carriers' forms are identical, but they are similar in their terms and conditions and intent.

The following extensions of coverage should be discussed with your agent to ensure you have adequate coverage beyond what is provided within your policy coverages.

Fences, Walks, Unattached Outbuildings

Do you have these exposures with limits higher than offered? For example, you may have installed a very expensive fencing system around your property that should have a separate and distinct limit. Basic limit provided is 10% of building structure value, not to exceed \$25,000 for any one loss.



Merchandise in Shipment

Do you ship goods before you receive payment? If so, you may need a motor truck cargo coverage form in addition to this extension.



Refrigerated Property

Do you have refrigeration equipment on premises that stores your inventory? Be sure to include the inventory being stored in the refrigerated unit in your contents limit to address this costly exposure. An example: Your compressor for the refrigeration unit is damaged in a powerful storm. In the morning you arrive to find the contents of your refrigeration unit thawed and/or spoiled. This is why you need to reflect this inventory limit in your contents limit.





Building Ordinance or Law

This is maybe the most undervalued coverage on the policy. Do not rely on the extension of coverage alone. Due to ever changing ordinances, this should be added to every policy in the event of a loss. This is coverage for undamaged parts of the building and coverage for increased construction costs. For example, the ADA may now require ramps for access, restrooms to be renovated for wheelchair accessibility, doors repositioned and widened. Buildings may now be required to be sprinklered. These requirements could cost well into the hundreds of thousands of dollars. This item has to be addressed and insured separately under your policy declaration with much higher limits than is offered under the extensions of coverages. An example of this exposure: You own a large apartment complex and have a partial loss that affects a few of the units. The building was constructed prior to a building ordinance that requires automatic sprinkler systems. Now a building ordinance is in place that requires an automatic sprinkler be installed in every unit regardless of it being affected by the loss. This could be an extremely costly endeavor which could be covered by your building ordinance or law limit.



Employee Dishonesty

Do you have employees with check writing capacity or access to cash? If so, how many? A standard \$10,000 limit is normally provided, but this may not be sufficient for your individual exposure. For example, if you directed one of your employees to make daily deposits and discovered money was missing, you must press charges to initiate coverage. After an investigation, your employee dishonesty coverage would be triggered.



Exterior Signs, Lights, Clocks

Do you have any of these that are not attached to the main structure? If so, they need to be scheduled with their value on the policy. The \$5,000 standard extension may need to be increased depending upon the value of the structure.



Fine Art

Do you have any fine art? If so, you need to have it appraised, provide the list to your agent, and possibly schedule coverage onto your policy. Fine art can be extremely expensive. Some carriers cover \$25,000 within the extensions of coverage. This may need to be adjusted to reflect the actual appraised value.

Money and Securities

Are you a cash and/or securities driven business, on and off premise? The standard limit of \$10,000 needs to be addressed with your agent.



Data Breach Response Expense

Do you store your customers' personal information on your computer? Address, date of birth, social security number, credit card numbers? Any of it, all of it? This is all critical information that can be stolen and data breach response expense is there to help, but your limits need to be addressed to provide proper protection. Data breach gives you peace of mind knowing you have the tools to help you respond to a data breach claim—expenses such as notifying affected individuals, legal and forensic costs, determining the extent of the breach, and services to help impacted individuals, such as credit monitoring.



Laptop, Notebooks, Handheld Computers Off Premise

Do you have any or all of these? You may have to increase this limit and include Electronic Data Processing coverage as well. The standard extension of coverage limit is \$10,000. These items are referred to as temporarily off premises, which means they cannot be permanently off premises.



The extensions of coverage discussed here are the coverages I feel may have a greater risk of loss and therefore need higher limits and discussion of these exposures with your agent. Our underwriting process is to review with our insureds and prospects the big items and also the extensions of coverages. One of our insureds is a food processing plant. The extension of coverage limit for refrigerated products was not nearly sufficient. During our review, we increased their contents limit to reflect their high value of stored refrigerated contents. An ice storm caused severe damage of their refrigeration units, thereby destroying the contents. Since we had previously reviewed their limits and provided the proper coverage, the refrigerated contents were replaced.

You may have other areas of concern with property exposures that are not addressed by extensions of coverage. Bring these items to your agent's attention in order to ensure proper coverage. Being aware of these exposures will enhance your loss control efforts and hopefully eliminate coverage concerns when a claim does arise. ☺



Warren Stumpf, CIC, has 40 years of insurance experience. A Wilkes College graduate, he founded Capital Region Insurance Agency, Inc. (CRIA) in 1996. Licensed in Pennsylvania, Maryland, West Virginia, Virginia, New York, New Jersey, and North Carolina, CRIA serves well over 3,500 clients for all of their insurance needs. Service, service, and more service for prospective and current customers is highly stressed.

Warren specializes in commercial insurance (bonding, workers' compensation, commercial property & liability, and professional liability). CRIA, Inc. also has personal lines, life insurance, and health insurance departments.

Warren is an elected borough council member of Wormleysburg, Pennsylvania, and is involved with the local YMCA. He was voted 2018 Simply the Best Insurance Agent in the Harrisburg Magazine Reader's Poll. You can contact him at (717) 731-1142 or warren@criainc.com

Next-Generation MARKETING

PERSONALIZATION.
AS CONSUMERS,
WE ALL WANT IT.

As businesspeople,
we should all use it.
“Know your customer”
is a basic tenet of
marketing, and it’s
especially critical in
a marketplace where
target audiences are
continuously bombarded
with information from a
24/7 news cycle, social
media, and yes, even
their mailboxes.



VARIABLE INFORMATION PRINTING



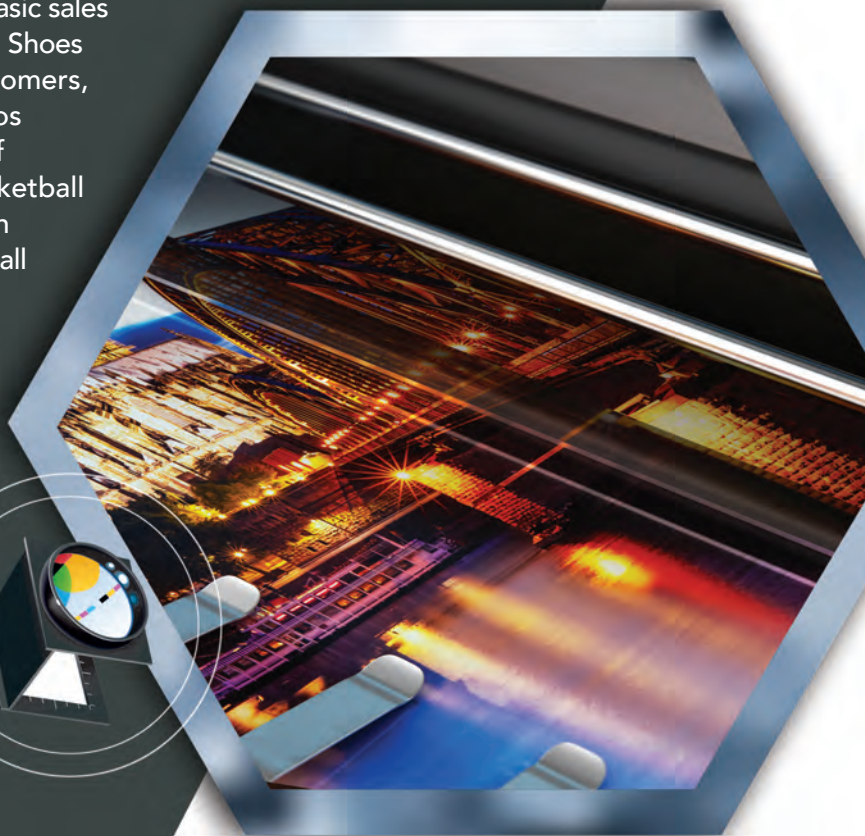
Communicating to an audience of one increases the likelihood that your audience will receive—and respond to—your messaging. That's the power of VIP (variable information printing) and omnichannel marketing. Used together or alone, these two tools are essential elements in any successful marketer's toolbox.

Use VIP to Make Your Customer Feel Like One

Personalization can be done on many levels. You may remember the days of receiving the "Dear Customer" letters, which likely left you feeling like unrecognized and unimportant. Now, at minimum, we've come to expect a personalized salutation. Most VIP jobs stay at this level. But with a bit more creativity and the advantages of digital printing, you can design one document with several variable elements that make your customer or potential customer think, "Hey! These guys know me."

More complex VIP customizes messaging and imaging for various customer segments. For example, an athletic shoe store might send the same basic sales announcement (All Shoes 50% Off!) to all customers, but soccer aficionados would see an image of soccer cleats, while basketball mavericks would enjoy an image of the latest basketball kicks. Or, a Realtor could personalize a promotional mailing by ZIP code, showing recently sold properties in a particular area or neighborhood to pique audience interest.

Studies across the board show that VIP generates a higher response rate, faster response time, better content retention, more orders, and a larger order size. Who wouldn't want that?



Next-Generation MARKETING



But Isn't Print Dead?

In this digital world where so many of us are constantly connected online, it's easy to think that marketing has completely shifted to online mediums and that printed promotional material and direct mail have little relevance. But according to the DMA (Data and Marketing Association), U.S. households received 121.2 billion—you read that correctly, BILLION—pieces of mail in 2017. And 90% of interested prospects will visit your website after receiving your direct mail piece. Take some time today to notice all the print around you. You may even be reading the printed version of this issue of Commercial Real Estate Review!

The message is clear: Print is alive and well and should be a component of your overall marketing strategy. But it's not enough.

Go Big to Close the Sale

In 2018, no marketing campaign is going to succeed on direct mail alone, but it is a keystone in an omnichannel marketing strategy that leverages the benefits of both print and online marketing to enable you to reach your customers where they are—standing at their mailboxes, surfing the Internet, or scrolling their social media accounts.

One such strategy, My Mailed Media, combines traditional direct mail marketing with online marketing that includes the Google Redirect Network, Facebook, and Instagram. You can monitor all the activity and data from your client dashboard.





It all starts with your direct mail piece. You design a direct mail piece and drop it in the mail. An intelligent bar code is incorporated into the design which allows you to see when your piece is delivered. If your prospect or customer has signed up as part of the USPS Informed Delivery program, your piece will be highlighted in color at the top of their delivery information. So right there, your piece already stands out from the rest and from the client dashboard, you can see who opened and read your piece.

As part of design, you also integrate a unique phone number which allows you to quantify the calls you receive, qualify the leads accordingly, and even use the information for future staff training.

Now it's time to accelerate your campaign. Your mailing may get the prospect to your website, but 96% of prospects will leave a site without taking action. My Mailed Media isn't ready to let your prospect go! Through the use of cookies, those prospects will continue to receive your messaging via Google Redirect ads as they continue to surf the web.

The next focus is reaching your prospects through social media. Fifty-eight percent of Americans use Facebook and/or Instagram, consumers 65 and over are the fastest growing segment of users, the average age of a Facebook user is 40.5, and users spend an average of 56 minutes each day on social media. What those stats tell you is that if you're not using social media to reach your target audience, you're missing a huge opportunity!

Programs like My Mailed Media harness the power of social media and maximize your advantage by incorporating Facebook and Instagram ads into your overall strategy.

By overlapping your data list with lists of social media accounts, you can continue to reach your prospects with valuable information, analyze powerful demographic data, and polish your messaging.

Omnichannel marketing results in more prospect touches, more website traffic, more ROI, and more valuable information reaching your intended audiences. And it's affordable. Advances in technology are allowing businesses to take traditional marketing approaches and transform them into broader strategies that provide consumers with the information they need to make informed decisions. The next time you're designing a marketing campaign, take a moment to think beyond the mailbox and use all the tools at your disposal to reach your audience and move them to action. ☺



James Geedy is the founder and CEO of Hot Frog Print Media in Mechanicsburg, PA. He is a serial entrepreneur focusing on cutting-edge sales and marketing, including direct mail marketing, email and print marketing, and various other forms of successful communication.

His passion is to maintain and nurture client relationships while helping clients achieve a significant and measurable bottom line return on their investment in next-level marketing. You can reach James at (717) 648-1099 or jgeedy@hotfrogmedia.com

Introduction to Electric Vehicle Charging Stations



If you're like me, you have noticed an increased number of electric vehicles (EVs) driving around your area. Previously I only noticed the Model S by Tesla; however, I now notice many more from a number of manufacturers. The large auto manufacturers are making major commitments with their production of EVs which has increased awareness and education and changed perceptions. As I speak to various people, there are a lot of vastly different opinions on EVs and their future.



2018 Chevrolet Bolt EV – Range 238 Miles¹



2018 Kia Soul EV – Range 111 Miles²



2018 Tesla Model S – Range 259 Miles³



Property owners and managers aren't quite sure how to best handle a potential increased need for Electric Vehicle Service Equipment (ESVE, industry lingo for charging stations). Have you been asked about adding a charging station to your lot? If you haven't yet, you will!

Before we get into the charging stations, a brief overview of the three types of electric vehicles:

Hybrid Electric Vehicles (HEV)

These vehicles utilize a traditional Internal Combustion Engine (ICE) as well as an electrical engine. Common HEVs are the Toyota Prius and Honda Accord Hybrid

Plug-In Hybrid Vehicles (PHEV)

These vehicles can be charged by being plugged in or by an onboard generator that charges when operating. Common PHEVs are the Ford Fusion Energi and Chevy Volt.

Battery Electric Vehicles (BEV)

These vehicles are plug-in only. Common BEVs are the Nissan Leaf and Tesla Model S.

^{1 2 3} 2018.07.30. US News - 8 Best Electric Vehicles in 2018.
<https://cars.usnews.com/cars-trucks/best-electric-cars>

BY JACY CAREY EVERETT

For the sake of this article we will touch on three areas:

Types of Charging Stations

Selecting the type of charger for your property is important and you'll want to know the differences between them. While the time to charge a vehicle is dependent on the vehicle itself, below are the basic rates of charging.

Level 1 Chargers

These are residential chargers for the home. Upon purchasing a new electric vehicle, many dealerships will provide a new car buyer with a preferred electrician to do this work. The rate of charge is around 5 Range per Hour (RPH).

Level 2 Chargers

These are designed for commercial applications such as offices, retail, hotels, restaurants, public recreation areas, and colleges/universities. Level 2 Stations charge at a rate of approximately 25 RPH. In the world of EVSEs, my best analogy of Level 2 chargers relates to our cell phones. Oftentimes I will be at my office and my phone will be at 64%. I know I'll be at my desk for 90 minutes before my next meeting so I plug in my phone. I know that I won't get to 100%; however, it may get to 90%. While I had enough charge to get through my day, I felt more comfortable charging up while possible. Now imagine this is your mode of transportation!

DC Fast Charge

These stations are designed to be used to "juice" your car up during those long trips. Commonly this charge can happen within 20 minutes. You see these along major travel corridors (interstates, state highways, etc.). When EV drivers go on long trips, they will often map out these stations. While waiting, they will grab a coffee, lunch, dinner, or snack. A common thought is, why not just install these? The infrastructure cost and the stations are significantly higher than Level 2 Chargers and often not needed for the application.



⁴ 2018. ChargePoint: CT4000 Family. <https://www.chargepoint.com/products/commercial/ct4000/>

⁵ 2018.11.07. Wired: As Tesla Grows Up, It Gives Up on Free Charging. <https://www.wired.com/2016/11/tesla-grows-gives-free-charging/>

Networked vs Non-Networked

Once you've decided on the level of commercial charging station that is appropriate for your property, you'll have to make the next decision. Should you go with a networked or non-networked station? Networked and non-networked systems will have similar costs of installation of infrastructure such as running pipe, wiring, and pouring of concrete bases. Networked stations will have higher upfront costs than non-networked stations due to additional hardware and software which allows the system to transmit two-way communication, usually via cellular, for real-time monitoring, analyzing, and review.

Questions you should ask yourself when deciding on networked or non-networked stations: Are you trying to drive people to your site, such as retail? Do you want automatic upgrades to the system? Do you want real-time station status info from a mobile device or computer? Do you want your chargers at unsecured sites to be protected from unauthorized access? Do you want to receive remote monitoring and alerts? Do you want to receive usage reports which can allow you to adjust pricing (if desired) during peak times?

If you've answered "yes" to any of the above questions, you'll want to strongly consider a networked station.



How many stations should I have?

This is a common question. The recommended number is 5-10% of your lot's spaces. So if you have 100 spaces in your lot, you should have 5-10 ports. Because installing the infrastructure is often the highest cost, we strongly recommend building out additional infrastructure for future-proofing. Whatever the number of ports you start out with at your location, have the electrician build out the capacity for an additional 5-10%. This will allow for an easier, more cost-effective build out of future stations.



Where do I go from here?

From the words of Kevin Costner in *Field of Dreams*, “If you build it, they will come.” This is true for office spaces, retail, restaurants, and hospitality. According to the U.S. Department of Energy’s Workplace Charging Challenge, “An employee with access to workplace charging is six times more likely than the average worker to drive electric.”⁶ Many employees view EV charging at work as a perk or added company benefit.

As a retailer, you can influence EV drivers to your site with networked stations. The drivers will be able to see the availability of these stations on an app and can influence them to your location. Because drivers often plan their trips, EVSEs are great for hotels and restaurants as well. EV drivers will definitely plan their trip around these conveniences.

If you have another type of building, I recommend observing your parking lot for electric vehicles. In my experience, EV owners are very interested in sharing their thoughts. They may even shed light on their preference on type of charger. I also recommend that you contact an EVSE professional which can be a manufacturer or an experienced electrical contractor.

As a building owner or manager, it is very important to understand this market. With the major automobile manufacturers making significant investments and the electric utilities getting involved with EVSE infrastructure projects, you can be sure this will come fast and furious. It is estimated that by 2025, 11% of new vehicles sold will be electric.⁷



⁶ 2017.01. U.S. Department of Energy. Workplace Charging Challenge, Progress Update 2016: A New Sustainable Commute. https://www.energy.gov/sites/prod/files/2017/01/f34/WPCC_2016%20Annual%20Progress%20Report.pdf

⁷ 2018. Bloomberg New Energy Finance: Electric Vehicles. <https://bnef.turid.co/story/evo2018?teaser=true>



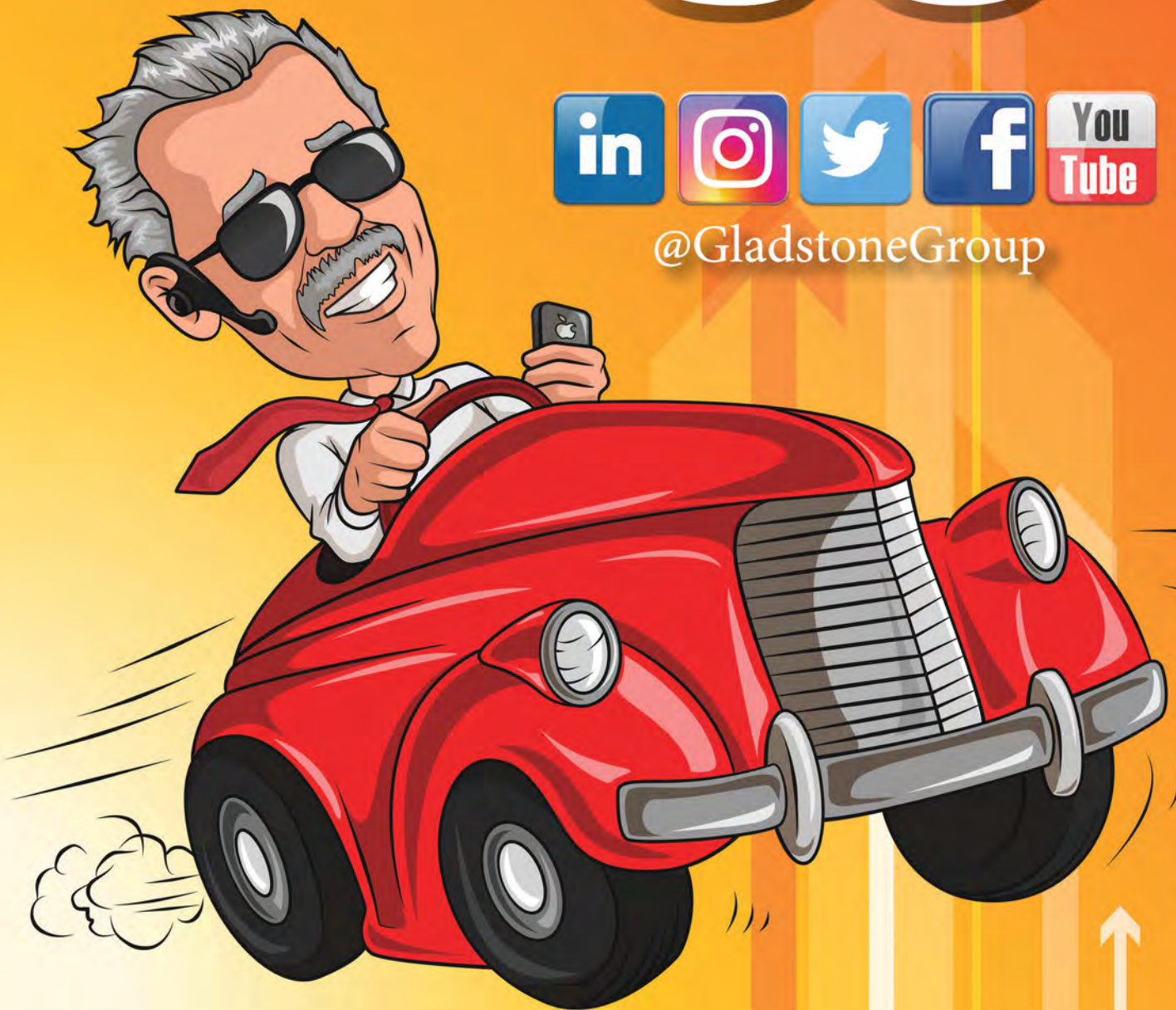
Jacy Carey Everett is the Director of Business Development for Aetna Corp. With over 14 years of industry experience, Jacy has worked with Aetna Corp assisting customers moving toward sustainable energy options that improve employee satisfaction and productivity while reducing energy and maintenance costs. Jacy holds an MBA with a focus on entrepreneurship from Babson College and a Bachelor of Science in Marketing from UMass Dartmouth. You can reach him at (800) 544-4836 or jeverett@aetnacorp.com. Visit www.aetnacorp.com for more information.



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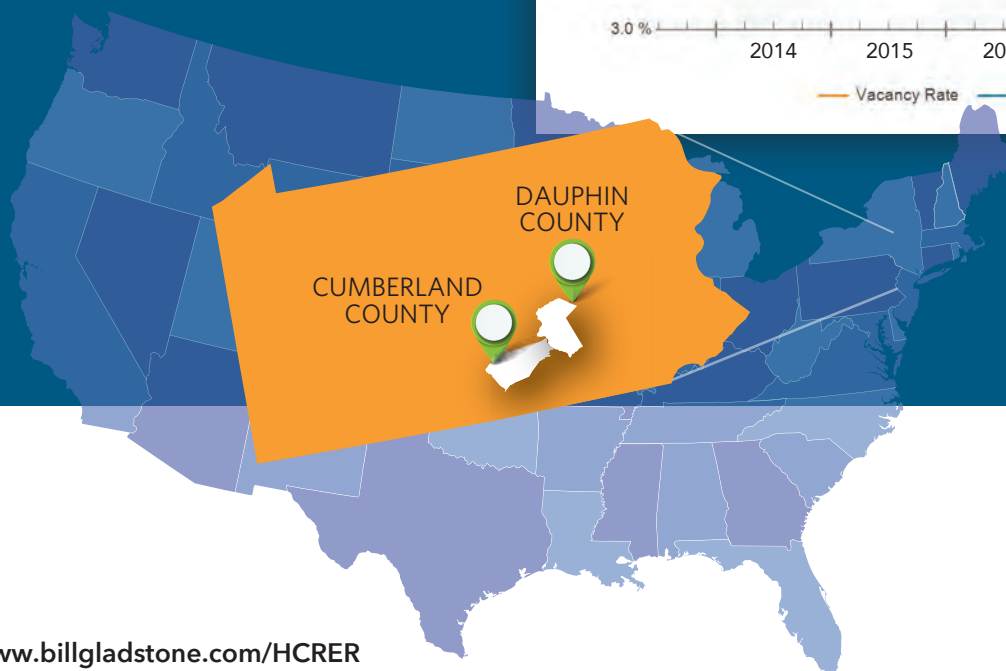
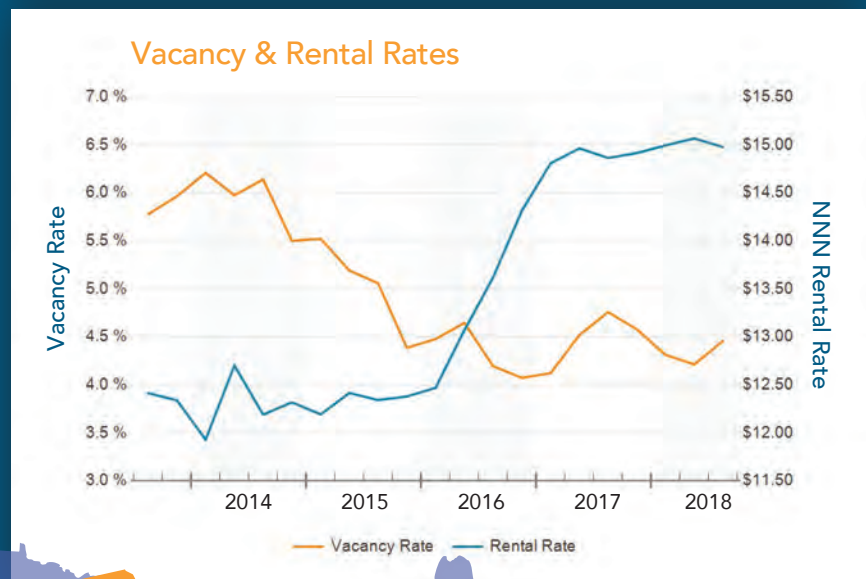
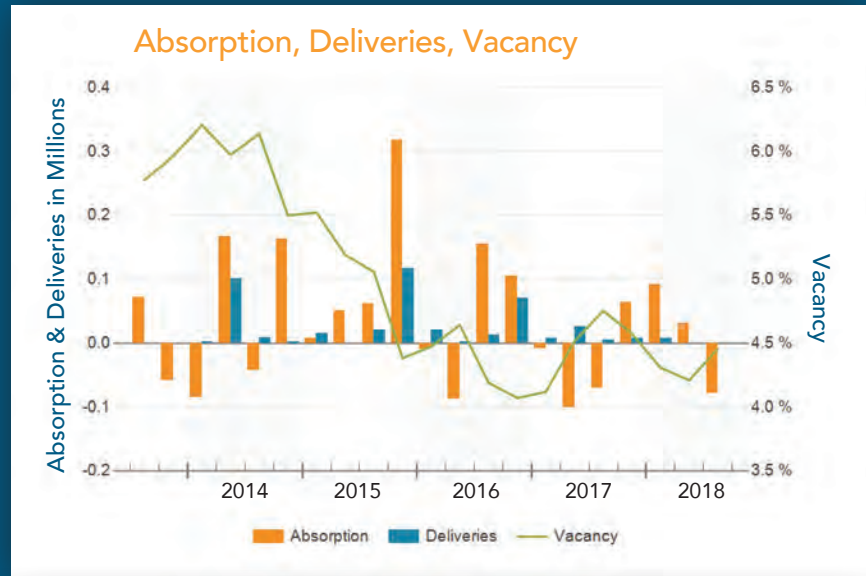


Regional Data

Commercial/Retail

REGIONAL DATA

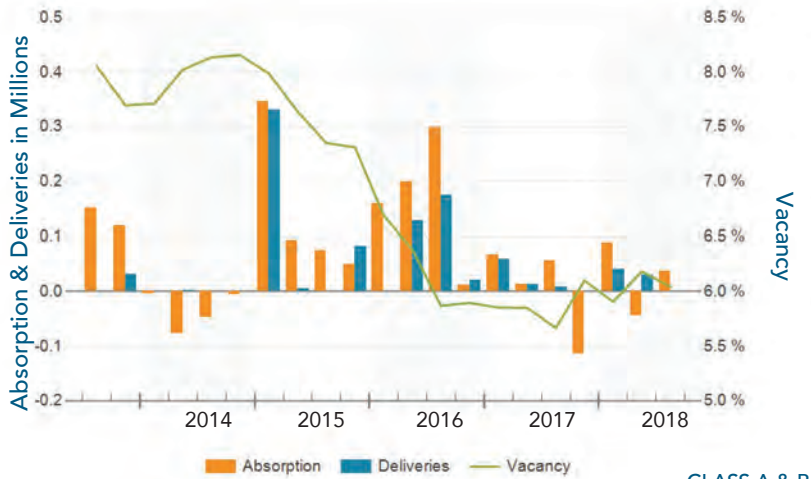
AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$14.97	\$12.38
Vacancy Rate	4.5%	5.0%
Vacant SF	1,414,730	1,567,967
Availability Rate	7.7%	8.3%
Available SF	2,461,621	2,632,678
Sublet SF	16,531	28,630
Months on Market	13.0	21.3
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	37,506	168,200
12 Mo. Leasing SF	487,976	457,545
INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	2,126	2,099
Existing SF	31,744,758	31,502,527
12 Mo. Const. Starts	44,049	96,815
Under Construction	36,760	65,238
12 Mo. Deliveries	19,459	99,397
SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$134	\$105
Asking Price Per SF	\$260	\$178
Sales Volume (Mil.)	\$174	\$135
Cap Rate	8.3%	8.1%



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*. This edition focuses on the Commercial/Retail and Office markets in Dauphin and Cumberland County.

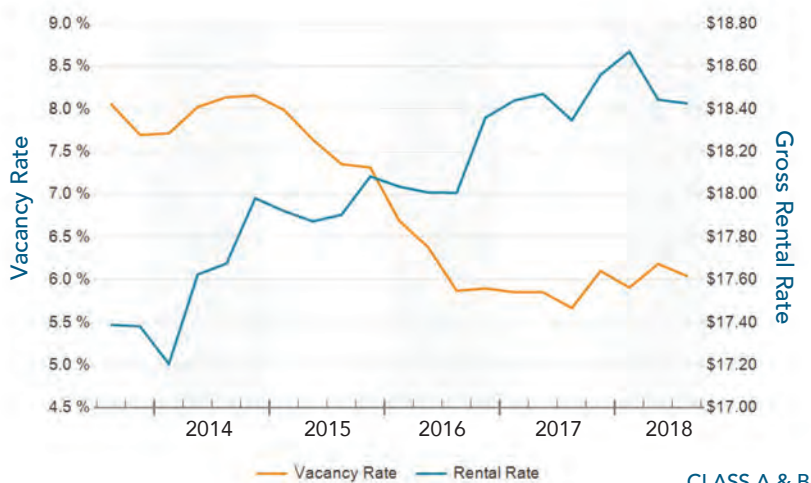
Office

Absorption, Deliveries, Vacancy



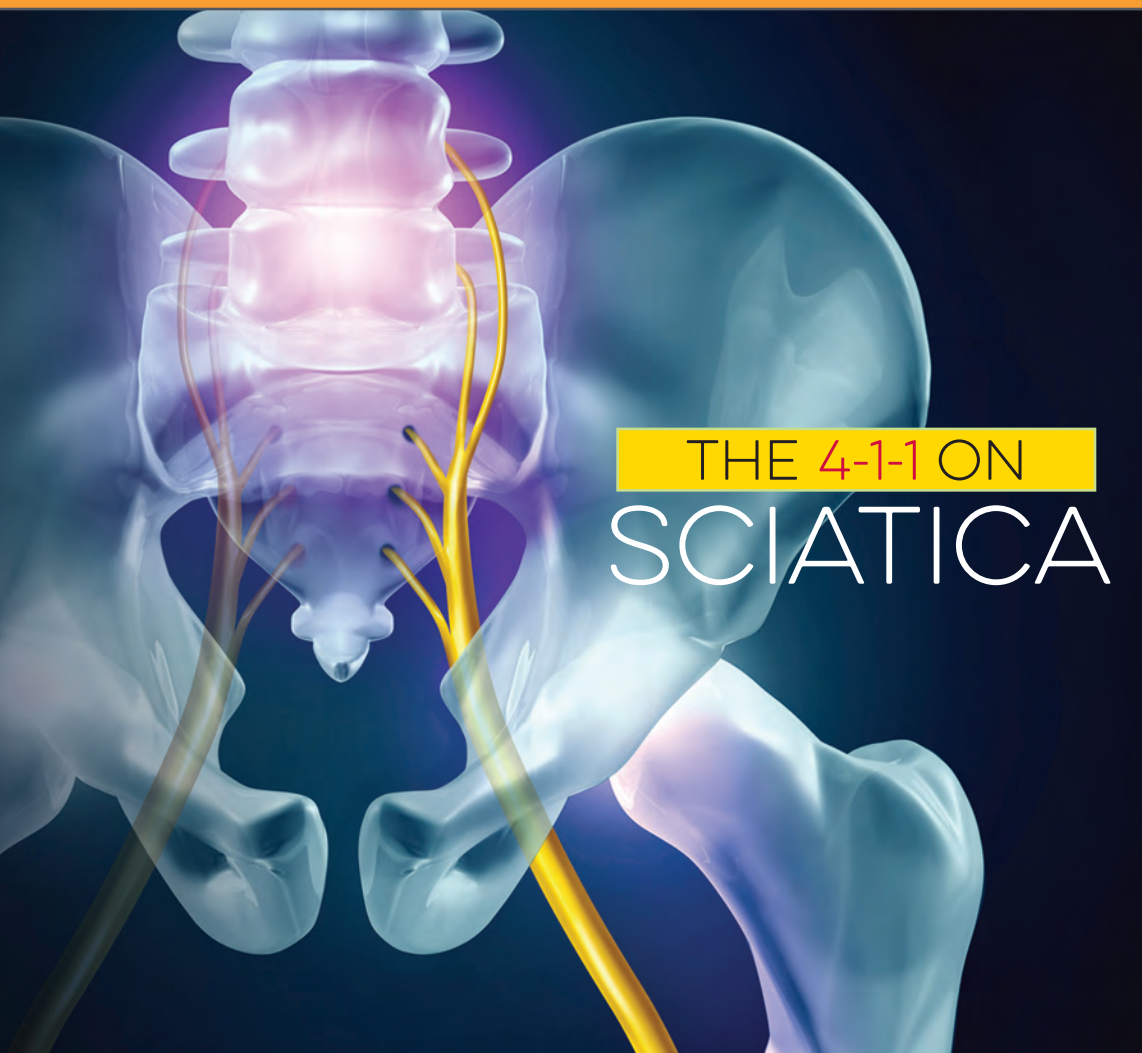
CLASS A & B

Vacancy & Rental Rates



CLASS A & B

AVAILABILITY	SURVEY	5-YEAR AVG
Gross Rent Per SF	\$18.43	\$18.03
Vacancy Rate	6.0%	6.9%
Vacant SF	1,585,348	1,781,916
Availability Rate	9.5%	11.5%
Available SF	2,499,827	2,977,781
Sublet SF	137,893	158,901
Months on Market	15.8	23.0
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	23,525	284,774
12 Mo. Leasing SF	866,604	763,544
INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	779	765
Existing SF	26,237,891	25,777,798
12 Mo. Const. Starts	30,000	178,963
Under Construction	0	212,303
12 Mo. Deliveries	78,000	195,108
SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$90	\$107
Asking Price Per SF	\$104	\$105
Sales Volume (Mil.)	\$63	\$99
Cap Rate	9.5%	7.9%



THE 4-1-1 ON SCIATICA

SCIATICA IS A TERM THROWN AROUND BY PATIENTS AND DOCTORS ALIKE AND IS A COMMON COMPLAINT ACROSS THE UNITED STATES. WHAT IS IT? HOW DOES IT OCCUR? WHAT ARE THE MAIN CAUSES? HOW CAN I GET RID OF IT? THESE ARE ALL QUESTIONS THAT I HEAR REGULARLY AS SCIATICA IS ONE OF THE MOST COMMON INJURIES AND DIAGNOSES I SEE AT MY PRACTICE.



SHAWN VANDERBROOK, PT, DPT, OCS



MEDICAL CORNER

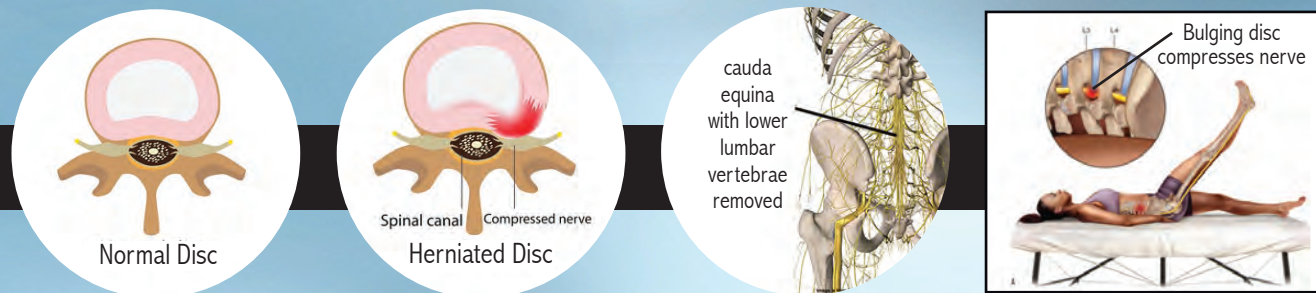
Sciatica is pain along the sciatic nerve which runs from the low back through the hips and down the leg. Patients typically only experience sciatica on one side of the body. Sciatica is very common: The general consensus is that 5-10% of patients with low back pain have sciatica and about 2.2% of the population experiences disc-related sciatica annually.

The primary cause of sciatica is a disc herniation creating pressure on lumbar nerve roots. The second main cause of sciatica is lumbar stenosis—a narrowing of spaces in your spine—causing increased compression on lumbar nerve roots. The third main cause is possible compression and irritation due to a strained piriformis muscle compressing the sciatic nerve. This is more commonly referred to as piriformis syndrome.

Sciatica is most typically diagnosed from symptoms such as obvious radiating pain down the leg, change in lower leg sensation, and increased symptoms while sitting on the symptomatic hip or on a hard chair. Once a patient believes they may be suffering with sciatica, they may need to seek out professional help if symptoms are not resolving.

A physical therapist can perform a physical examination to confirm the diagnosis. The main point of the exam is to determine if there is neural tension in the sciatic nerve and if the pain in the area served by the sciatic nerve is greater than any current low back pain. A therapist may utilize multiple tests, but the most common test used is the passive straight leg raise test that places a maximal amount of tension on the sciatic nerve. If the straight leg raise test is negative, then a patient most likely is not dealing with sciatica as the sensitivity of this test is estimated at 91% for ruling out sciatica.

Sixty percent of patients will have a resolution of symptoms within three months, but it may take one year for all symptoms to resolve or they may not resolve without interventions. A lot of patients at this point believe that



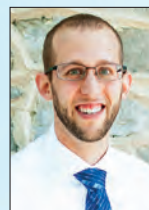
imaging, injections, medications, or surgery should be their first line of defense. The current recommendation of the medical community is to first receive conservative care by a licensed professional, such as a physical therapist, for 6-8 weeks to help manage symptoms and to help patients maintain or improve current levels of activity.

Research shows there is no difference in recovery rate between bed rest or staying active with sciatica. As a result, remaining active with conservative care and education on managing symptoms is the current main recommendation. A patient will be only be referred to a neurologist if there are any major symptoms that include cauda equina (numbness in the genitourinary area/incontinence), other signs/symptoms of possible malignancy, and severe and progressing muscle weakness of the legs.

In conclusion, physical therapy and conservative treatment is the recommended initial treatment for sciatica and should be pursued by individuals limited by painful symptoms. If you are struggling with sciatica, don't hesitate to look for a local, qualified, and knowledgeable physical therapist to help you overcome your deficits and to keep you active as you recover from this common injury. 😊

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Shawn VanderBrook, PT, DPT, OCS is on staff at Cardin and Miller Physical Therapy. He received his bachelor's degree in exercise science at Slippery Rock University and his doctorate in physical therapy at Slippery Rock University. Shawn enjoys treating a variety of orthopedic and musculoskeletal conditions. He completed an orthopedic residency program at St. Francis University and is now an Orthopedic Certified Specialist. While at St. Francis, he worked with a variety of Division I athletes and community members, and gained useful experience rehabbing complicated surgeries, sports injuries, overuse injuries, and concussed athletes under the St. Francis concussion protocol. He has also received intensive training on treating complex foot and ankle injuries and to also manage and modify custom orthotics. You can contact him at (717) 697-6700 or svanderbrook@cardinmillerpt.com. For more information visit www.cardinmillerpt.com.



CURRENT LISTINGS

GROW YOUR BUSINESS BY EXPANDING INTO
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PENDING

SALE

Confidential

No Photos Available

Confidential – Camp Hill

Good opportunity available for an Investor/User with this 40,000+ SF building. Excellent visibility along a major corridor. Signed Confidentiality Agreement needed for additional information.

SALE

Confidential

No Photos Available

Confidential – Harrisburg

28,000 SF well-maintained, 3-story masonry building overlooking the Susquehanna River. Five (5) year lease renewal starts January 1, 2019. No deferred maintenance. On-site parking available. Signed CA needed for additional information.

NEW

SALE

1800 Columbia Avenue, Lancaster

750 SF great investment opportunity directly across from Wheatland Center which is just two miles west of Downtown Lancaster. This property sits on a heavily traveled retail corridor and is only 3.5 miles from the Route 283 and Route 741 interchange. Real estate only; business is not for sale. Tenant has just signed renewal until December 2028.

SALE

**5620-5630 Derry Street
5650-5670 Lancaster Street, Harrisburg**

Portfolio of four properties which includes three existing buildings and a 3 acre vacant parcel. Two buildings are leased to Brightwood until 2019 with an extension option. Great upside potential with the development of the vacant parcel and leasing the apartments (16 units: 8 two-bedroom, 8 three-bedroom), 10% CAP rate. **Price reduced!**

REAL ESTATE REVIEW



LAND LISTINGS

SALE



**Clover Hill Business Park,
Allentown Blvd. and N. Hershey Road,
Harrisburg**

1.35 Acres (1 lot) remains in this 44-acre park. Excellent location between Hershey and Harrisburg with quick access to I-81, Route 22, Route 39, Route 322, and I-83. Rapid growth is bringing over 1,500 new homes within five miles of this site over the next several years.

SOLD



W. Trindle Road, Mechanicsburg

Approximately 4 acres available for sale next to Mechanicsburg Mystery Book Shop. This level parcel is one of the few vacant tracts in the Township zoned Highway Commercial. Many opportunities are available.

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.

SALE



**Gettysburg Pike &
Spring Lane Road, Dillsburg**

14.92 and 14.68 Acres available in this developable site adjacent to restaurants, convenience stores, office, and lots of residential units. Property has good highway visibility and access via a traffic controlled intersection.

LEASE



8001 Grayson Road, Harrisburg

2.25 Acres available in a high-profile and convenient location along Route 322 with access from Grayson Road. There are several opportunities for redevelopment. Building size(s) is (are) flexible.

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).

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.

PENDING SALE

Lancer Street, Harrisburg

Over 7.5 acres of semi-wooded, multi-family ground for sale in well-established, multi-family community. Excellent proximity to all services, shopping, transportation and more. Perfect for townhome development (approved for 37 units).

SALE

E. Cumberland Street (Route 422), Lebanon

2.2 Acres available at Route 422 and Narrows Drive intersection. Stormwater management plan and driveway permits approved by Township. Level topography; Holiday Inn Express hotel adjacent. **Price reduced!**

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. **Price reduced!**

LEASE

Bent Creek Blvd, Lot 2, Mechanicsburg

2.02 Acres available in highly visible corner at the entrance at one of West Shore's most prominent business parks. Being at a corner with a traffic light and within close proximity to the Wal-Mart and Giant shopping centers, this tract offers a great location for a variety of retail/commercial uses.

SALE

Eisenhower Boulevard, 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!**



LAND LISTINGS

**NEW
SALE**



Linglestown Road, Harrisburg

Over 60 acres of land, zoned Agricultural Residential for sale in Lower Paxton Township. Located off Linglestown Road with access also available from Pikestown Road, just moments from several of Harrisburg's major thoroughfares.

SALE/LEASE



2600 Delta Road, Brogue

Two parcels totaling 9.15 acres available for sale or lease in York County next to Rutter's Farm Store. Properties have good visibility on Delta Road (Route 74) and easy ingress/egress.

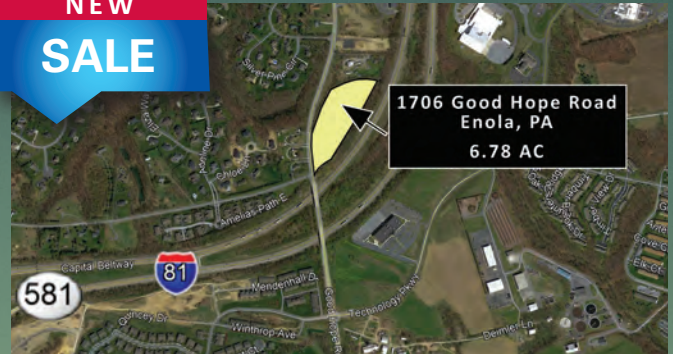
SALE/LEASE



3050 Heidlersburg Road, York Springs

Excess land around the new Rutter's in York Springs. Over 18 acres available for multiple users. Quick access and good visibility from Route 15.

**NEW
SALE**



1706 Good Hope Road, Enola

6.78 Acres of land in highly desirable Hampden Township. Property has excellent visibility from Good Hope Road and I-81 and is zoned Office Park, which is a suitable environment for business, professional, financial and governmental offices adjacent to or conveniently accessible to major transportation corridors.

**NEW
SALE**



349 Pleasant View Road, New Cumberland

Nearly 46 acres of land with visibility and quick access to I-83. Property is zoned Commercial Business which allows a variety of uses including hotels, mini-storage warehouses, motels, professional businesses, and medical offices. The parcel can be sub-divided to 5 acre lots. Water is available adjacent to site.

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

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

503 Jonestown Road, Jonestown

7.91 Acres of commercial land located at a signalized intersection of Route 72 and Jonestown Road. Quick access to Route 22 and 322, and I-78.

**NEW
SALE**

W. Suncrest Drive and Spring Road, Carlisle

Five (5) 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 four parcels are tucked in a cul-de-sac just off Cavalry Road.

**PENDING
SALE**

300 S. Sporting Hill Road, Mechanicsburg

Over an acre of level land available, located along Sporting Hill Road. Average daily traffic along S. Sporting Hill Road is 17,023. Great location for professional or business offices.

SALE

St. Johns Road, Camp Hill

Great opportunity to purchase a site zoned for professional/medical office use and commercial/retail use. There are many professional neighbors surrounding the site, including two business parks. Close location to the Capital City Mall and its surrounding commercial/retail neighbors. Quick connection to US Route 15 and the PA Turnpike (I-76).

LEASE

7700 Derry Street, Lot #8, Harrisburg

2.3 Acres available at high traffic area at a signalized corner, adjacent to new Rutter's Farm Store, Members 1st Credit Union and Susquehanna Bank branches. Surrounding area is densely populated with residential, business and office parks, and other commercial/retail businesses.



LAND LISTINGS

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.

**NEW
SALE**



**Peters Mountain Road
& River Road, 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.

**NEW
SALE**



1900 State Road, Duncannon

9.46 Acres of level land with great frontage and visibility along Route 11/15. Property is zoned Commercial which allows a large variety of commercial, retail and business uses.

SALE/LEASE



Route 75 & William Penn Highway, Mifflintown

Join Rutter's in Juniata County. The new store (their 63rd location) opened in the summer of 2016 and excess land is available for a variety of users. The site is located right off the Port Royal, PA exit and easily accessible for large trucks and heavy volumes of car traffic. **Public water and sewer available.**

SALE



**Waterford Square, Carlisle Pike (Route 11),
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 9.5 acres remain in the park. Excellent access to major transportation routes.

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. **Price reduced!**



LEASE



142 Reno Avenue, New Cumberland

Good space for a light manufacturing or small warehousing operation. The available 900 - 5,500 SF is located in the heart of New Cumberland. Good access to I-83 and the PA Turnpike (I-76). There is both a shared dock door and a ramped drive-in door available with space.

NEW SALE



638 & 651 Alricks Street, Harrisburg

20,000 SF freestanding warehouse along the 6th Street industrial corridor. The building is clean, well-maintained, and functional. Additional land across the street (638 Alricks Street) is also available for sale.

NEW SALE



700 Angenese Street, Harrisburg

29,280 SF functional warehouse property for sale along the Sixth Street industrial corridor. Convenient access to I-81, Route 22/322 and the City. This property can be purchased in conjunction with 638 and 651 Alricks Street and/or 3243 Pennwood Road. A 5,500 SF temporary canvas building has been setup at this location, which can also be purchased for an additional cost.

NEW SALE



3243 Pennwood Road, Harrisburg

This 6,000 SF property is conveniently located in Harrisburg with access to I-81 and I-83. It can be purchased in conjunction with 638 (paved and fenced parking lot) and 651 Alricks Street and/or 700 Angenese Street. Also an adjacent caretaker's house can be purchased for \$120,000 if desired.

SALE/LEASE



20 Woodcraft Drive, Mount Holly Springs

9,948 - 16,400 SF available in this industrial building located just off of Route 34 with easy access to Route 15, I-81 and the PA Turnpike. The property has varying ceiling heights and offers several drive-in doors and a dock door. Building sits on 1.28+/- acres and is zoned Industrial.

NEW LEASE



1261 Claremont Road, Carlisle

1,500 - 3,000 SF small office and warehouse space available for lease. Warehouse has drive-in door (8'x10') and the property features plenty of on-site parking. Claremont Road is just moments from Route 11 and the I-81 interchange.



COMMERCIAL LISTINGS



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.



SALE

110 Altoona Avenue, Enola

4,594 SF freestanding commercial building with good visibility. Property has been well-maintained over the years and offers an open floorplan which allows for a variety of uses.



**NEW
SUBLEASE**

4856 Carlisle Pike, Mechanicsburg

34,450 SF available in this attractive, updated showroom space with a warehouse area in the back and a large open area located on the second floor. Located in the Hampden Center in Mechanicsburg.



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

1421 N. Third Street, Harrisburg

953 SF available in this great leasing opportunity in completely renovated and updated building in the heart of thriving Midtown Harrisburg. Neighbors include HACC Technology & Trade Campus, Susquehanna Art Museum, Midtown Cinema, Broad Street Market, The Midtown Scholar Bookstore (two blocks away), Millworks, Yellow Bird Cafe and much more.



SALE

5 N. Market Street, Duncannon

2,854 SF prime retail/commercial space in the Borough of Duncannon. This former bank boasts a notable exterior facade and a clean, functional interior. **Price reduced!**

**NEW
SALE**

326 Herman Avenue, Lemoyne

The chance to purchase the former West Shore Bureau of Fire station should set off sparks in the minds of resourceful buyers. This 7,357 SF property is located in the heart of Lemoyne Borough. Over the years the firehouse has kept some of its original charm and features but has also had renovations to 'keep up with the times' including additions, an upgraded AMP service, updated kitchen area and ADA restroom (first floor). Office and retail uses would be allowed with a zoning change.

**NEW
SALE/LEASE**

5610 Derry Street, Harrisburg

30,080 SF move-in ready facility available. Aggressively priced flex retail and office space with a warehousing component (as an accessory use) along a heavily traveled section of Derry Street. Well situated to serve both Hershey/Hummelstown and Harrisburg. Located near major retailers such as Home Depot, Sheetz, and McDonalds. This one-story building features a large, open showroom and multiple warehouse areas with 21' - 25' (18'6" clear) ceiling heights.

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. **Price reduced!**

SALE

3424 North 6th Street, Harrisburg

2,500 SF gorgeous café available located along North 6th Street in Harrisburg. The beautifully decorated restaurant has great seating options, including a courtyard and a full kitchen. Recently updated, the second floor apartment allows for the Owner to stay on-site or for additional income. **Price reduced!**

**NEW
LEASE**

665 Market Street, Lemoyne

Join Classic Drycleaners at this desirable location. The 1,000 SF open floor plan allows for good retail space.



OFFICE LISTINGS

LEASE



1801 Oberlin Road, Middletown

500 - 5,074 SF available in this charming three-story stone structure with professional office tenants. Convenient access to both Harrisburg and Lancaster. Easy access to Harrisburg International Airport.

SOLD



5441 Jonestown Road, Harrisburg

1,172 SF available in this quaint, convenient and affordable professional office. The property was renovated in 2007 and 2008 (furnace, roof, water heater, sump pump and more). It is a strong Colonial Park/Paxtonia location with quick access to Route 22, Route 39 and I-81.

SUBLEASE



208 N. Third Street, Suite 400, Harrisburg

4,542 SF sublease opportunity in completely renovated and updated suite on the 4th floor. 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. **Price reduced and 6 months free rent with a 3-5 year deal!**

SALE/LEASE



2151 Linglestown Road, Harrisburg

2,023 SF first floor condominium in the Saratoga Office Center available for sale or lease. Currently built for a medical user, but would work well for other office users. Located close to Colonial Park, Downtown Harrisburg and all Interstate Highways in the general area. **Price reduced!**

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

2,318 - 7,018 SF available in this open, corner office suite offering functionality and usability. There are many private offices and large conference room(s) lining the perimeter. This professional office space features executive sized offices, 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 North Third Street, Harrisburg

1,443 – 20,112 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.

SALE/LEASE

130 State Street, Harrisburg

955 SF available for lease along the State Street corridor leading to the steps of the Capitol Complex. Ideal for lobbyist, attorney or other professional who visit the City frequently and could benefit from having a local office. The space features three offices, conference room and a private restroom. First floor conference (with private kitchen and restroom) is available for use. Entire 3,060 SF building available for purchase. **Price reduced!**

**NEW
LEASE**

205 Grandview Avenue, Camp Hill

1,542 – 5,050 SF Class "B" medical/office building available. The building is located in a prestigious West Shore location and boasts gorgeous views. Property is undergoing major renovations including new HVAC units and exterior painting.

SALE/LEASE

1001 S. Market Street, Mechanicsburg

2,380 SF available in this two-story professional medical office. Recently renovated with high quality finishes and an efficient floorplan. Desirable location in Southpoint Office Center at the intersection of Market Street and Shepherdstown Road and near Cumberland Parkway exit of Route 15.

**PENDING
SALE**

800 W. Hersheypark Drive, Hershey

34,500 SF available in this two-story, brick professional office building located next to the Giant Arena at Hersheypark. Well-maintained building with large lot.

**NEW
SALE**

1309 Bridge Street, New Cumberland

Property is comprised of a 12,925± SF, two-story brick office building on a 0.65± acre parcel with abundant parking. Currently, there are five (5) tenants in the building with month-to-month leases. The property has been well cared for over the years by the original Owner.



OFFICE LISTINGS

LEASE



208 N. Third Street, Harrisburg

1,167 SF suite available in prime CBD location. This historic building faces the Capitol Complex with the largest expanse of glass window lines in a privately owned building overlooking the Capitol. Multiple parking garages available within 1 block. **Price reduced!**

NEW

LEASE



112 Market Street, Harrisburg

1,500 - 5,500 SF available in this great downtown location, directly across from the Dauphin County Courthouse. Easy access to all the downtown business and entertainment districts. The fifth floor suite was recently renovated with expansive views of the Susquehanna River. Parking is available in the Market Square Garage at market rates.

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. **Price reduced!**

LEASE



800 N. 3rd Street, Harrisburg

Suites ranging from 209 - 358 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 and many other amenities are available to Tenants.

NEW

SALE/LEASE



920 Linda Lane, Camp Hill

10,000 SF nicely finished office space, conveniently located on the SWQ of the US Route 15 and PA Route 581 interchange, with sign exposure to each highway. Upon completion of PennDot's US 15/PA 581 project, Linda Lane will be accessible from a full signalized intersection. 5,754 SF available for lease.

LEASE



415 Market Street, Harrisburg

Suites ranging from 266 - 5,260 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.

SALE

5006 E. Trindle Road, Mechanicsburg

Condominium units now available for sale in this building. Three suites in this building with 2,113 – 5,113 SF contiguous available. They can be sold individually for owner/user or together as an investment. This is an excellent location in a newly developed area of Hampden Township.

SALE

5010 E. Trindle Road, Mechanicsburg

Excellent location in newly developed area of Hampden Township. One condominium (Suite 200) – 3,895 SF unit available for sale. Can be sold for owner/user or as an investment.

LEASE

3029 N. Front Street, Harrisburg

1,478 SF of office space for lease in this beautiful, three-story office building with lovely character and amazing river views. The property has been well-maintained over the years and was fully renovated in 2008. It is obvious that great attention to detail was made to turn this space into efficient professional office space.

**NEW
LEASE**

3780 Trindle Road, 2nd Floor, Camp Hill

Centrally located on Trindle Road, this building has great visibility and excellent access. The 790 SF second floor suite features three offices and reception area. The property is very well-maintained and the furniture in the suite is available for sale or it can be removed.

LEASE

**400 Bent Creek Boulevard, Suite 150
Mechanicsburg**

5,445 SF available in this professional office space located within the Pennsylvania School Boards Association building. The building and suite have been well-maintained and updated since being constructed in 2005. Over 200 lined parking spaces available.
Price reduced!

SALE

4825 E. Trindle Road, Mechanicsburg

1,304 SF available in this E. Trindle Road location. The building lays out well for a small professional/business office. As an investment there is one acre of land for a potential larger office or construction of multi-family units behind the office building. There are numerous possibilities with this property.



LEASE



24 Northeast Drive, Hershey

3,000 – 4,403 SF available in this functional, single-story office building in prominent Hershey location. Perimeter window line can be expanded to suite tenant's specs. 35+/- parking spaces in common with all tenants in building, and over 100 parking spaces available.

SOLD



1 Rutherford Road, Harrisburg

7,320 SF available in this corner property at the signalized intersection of Rutherford Road and Locust Lane with great visibility and parking. Single-story, brick office building can easily be utilized by a single user or multiple tenants. **Price reduced!**

LEASE



3425 Simpson Ferry Road, Camp Hill

One suite available (2,746 SF). Office area has great perimeter window lines designed for professional users. There is ample parking on-site and easy access to Route 15, Route 581 and the PA Turnpike (I-76). Amenities close by include banks, restaurants, shopping and convenience stores.

SALE/LEASE



346 York Road, Carlisle

This nearly 50,000 SF property offers immense versatility and opportunities. It is located just moments from the Carlisle Crossing Shopping Center, Carlisle Airport and I-81.

PENDING

SALE

1100 N.
Mountain
Road,
Harrisburg

5,612 SF available in this brick, single-story office building in Lower Paxton Township. The property features two tenants and another 1,276 SF suite for the owner/user. It offers great signage and visibility on Mountain Road as well as close proximity to I-81.

LEASE



301 Chestnut Street, Harrisburg

524 – 10,918 SF available at Pennsylvania Place. This is a one-of-a-kind development for the Harrisburg market that includes over 288,000 SF of premier Class A office, commercial and residential 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.



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1015 Mumma Road
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If you are in the market for commercial, industrial, office or land property in the Greater Harrisburg Area, the Bill Gladstone Group of NAI CIR can help. Let them be your first step in finding a solution for your commercial real estate needs!

