real estate

REVIEW FIRST QUARTER 2018 COMMERCIAL



Accepting Donated Items For Summer Event

Support Children with Special Needs in Central PA



For the seventh consecutive year, the **Bill Gladstone Group** of NAI CIR is hosting a special event to support **TrueNorth Wellness** Services. We have arranged a private, live theatrical performance of Mary Poppins, JR. on July 31, 2018 at The Grace Milliman Pollock Performing Arts Center in Camp Hill, Pennsylvania for children with special needs and their families. Our goal is to provide a free and fun family activity in a supportive and understanding environment. Thank you for your support!

- We are looking for kid-friendly promotional/give-away items to be donated to children attending our "Mary Poppins, JR." event this summer.
- **Kid-friendly item examples:** toothbrushes, notepads, crayons, markers, small toys, stress balls, water bottles, bags, cups, coupons, activity books, gift cards and more! **Accepting items until July 24, 2018**.
- Receive recognition in print and online marketing mediums as well as event handouts.

Contact: Leah Wentz at (717) 710-3528 or lwentz@naicir.com



Monetary donations also accepted:

TrueNorth Wellness Services 5351C Jaycee Avenue, Suite 1 Harrisburg, PA 17112 ATTN: Elspeth Williams

Checks should be made payable to: 'TrueNorth Wellness Services'





WILLIAM M. GLADSTONE, CCIM, SIOR

Making It Happen for Yourself – Being an Agent of Change

So many transactions, so many deals never get out of the blocks because the extra push they needed to get rolling never happened. Someone got busy, distracted, or just lost focus. The deal that could have been a huge success never materialized. And remember that success comes in many sizes and shapes, so although it is generally about the money, there are times when the lease or sale of real estate can also provide non-monetary solutions for issues of importance to a variety of people. Sometimes it separates people who should never have started a business relationship. Perhaps it allows other pieces of the puzzle to be addressed once the real estate portion is resolved. Or maybe it is a way forward for a struggling organization or association.

In any case, success requires someone who is watching, understands risk versus reward, and enjoys making it happen. That could be you! Can you see the future and do you have a desire to be part of it? Do you like to experience the thrill of the deal and believe that if you stay focused you can make it happen? Technology provides you with vast and incredible opportunities to be more immersed in your transaction. Take advantage of it!

Do yourself a favor and think of yourself as an agent of change or your own client of the future. Envision the deal the way it works for you and if you have to eventually back down to more conventional thinking, you can do so. But on the front end, be creative and innovative - make the difference! When you see these opportunities, capitalize on the experience and knowledge you have by resolving issues and making your life better. You are an agent of change! Can you make it a 10-year NNN lease with a national credit worthy tenant? Can you use your skill set to conjure up the economics of two competing investment deals, and then selecting the one most appropriate for your lifestyle? And what if a build-to-suit lease for a strong credit tenant shows up? Why should you not consider yourself as a candidate for that deal?

Remain vigilant and uniquely position yourself to utilize your knowledge and skill set to remain at the forefront of the information pathway within the marketplace. You will hear about the good deals coming forward, and you can make it happen so your ideal transactions do not slip away from being your golden opportunities. Push for the results you know you can deliver and you can't do anything but make it happen. You will be your own agent of change, your own agent of the future.



Contents



COMMUNITY

Emergency Veterinary Center Offers Expert Care and Compassion



TECHNOLOGY

Drones: The Next Frontier is Here

10



FINANCIAL

Bankruptcy: How Does It Affect Your Credit Use and Credit Report?

16



REGIONAL DATA

Commercial/Retail and Office

20



MEDICAL CORNER

Internet RX: Common Pitfalls of Internet Advice

REAL ESTATE LISTINGS

Investment......25 Land......26 Commercial30 Office......32 Industrial......37

On the Cover:

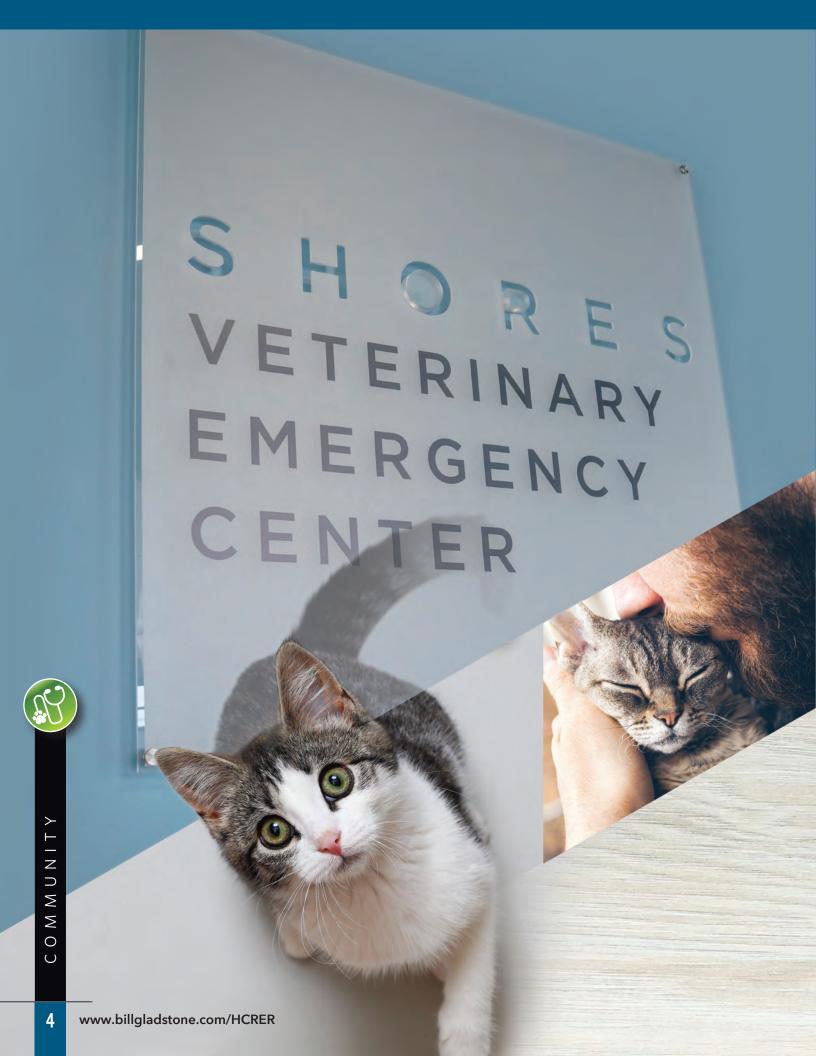
Bill Gladstone (holding Hendricks – Enola, PA) Dr. Ivan Pryor (holding Lily – Dillsburg, PA) and Sharon Pryor (holding Maggie - Camp Hill, PA) in the lobby of the new Shores Veterinary Emergency Center in Harrisburg, PA. See Cover story on Page 4.

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.

Cover Photo: Joe Cicak Publication Design: Gmuender Designs Print and Mailing: Hotfrog Print Media

© 2017-2018 Bill Gladstone Group of NAI CIR. All rights reserved.







SHORES

VETERINARY EMERGENCY CENTER

Ultimately, the Pryors purchased the former Sacunas headquarters building situated on three acres at 835 Sir Thomas Court in Harrisburg for \$1.425 million. The site is easily accessible from Interstates 83 and 81, the two main corridors through Central Pennsylvania. The Pryors completely gutted the interior of the building and started with a blank slate. Landisville-based Professional Design & Construction Inc. provided design and construction services for this 9,600-squarefoot, state-of-the-art emergency veterinary facility. In addition to two surgical suites and eight treatment rooms, Shores uniquely features a separate visitor room with oxygen capabilities, which offers owners the ability to spend quality time with their pets during treatment and recovery. A separate entrance for trauma cases provides direct access to immediate triage services, allowing the primary entrance and waiting area to remain a tranquil place for anxious pets and their owners.

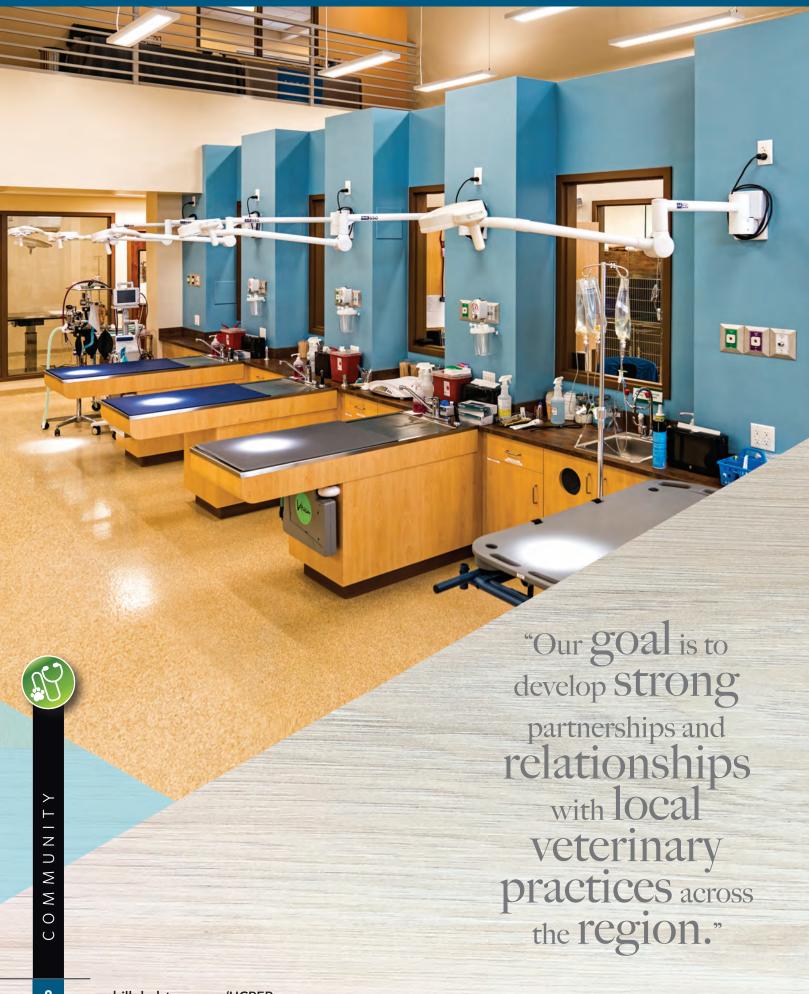
The second floor of Shores features a 40-seat conference room. Shores offers complimentary use of this space to the local veterinary community to host meetings and gather to discuss important topics. Zoetis recently used the meeting space for a presentation, and Shores is working with the Pennsylvania Veterinary Medical Association on opportunities to use the space.

Later this year, Shores plans to open an outside sanctuary, which will provide a less clinical setting for euthanasia. "Unfortunately, euthanasia is a part of emergency and trauma veterinary care," Sharon said. "We want to offer pet owners options if the time comes to say good-bye to a pet. Some families may be more comfortable choosing an outdoor setting, which can also be less stressful for pets who love the outdoors."

Future expansion plans include the addition of a specialty referral center to provide local access to veterinary specialists. Currently, Central Pennsylvania pet owners generally must travel with their pets to Maryland, Northeast Pennsylvania, or the Philadelphia region to be seen by veterinary specialists. Having local access to specialists will reduce trauma and anxiety for both pets and their owners.



Settlement for 835 Sir Thomas Court in Harrisburg, November 2016. (Front L-R) Sharon Pryor and Dr. Ivan Pryor, (Back L-R) Mike Cherewka, Law Offices of Michael Cherewka, and Charles Wasson, Orrstown Bank.



SHORES

VETERINARY EMERGENCY CENTER

Shores does not provide routine, preventative care, such as wellness visits, vaccinations, or spay/neuter services. For those services, pet owners are encouraged to find and use a local veterinary practice. Shores is a resource for expert emergency treatment, including:

- Emergency Surgery
- In-House Laboratory
- Digital Radiography and Ultrasonography
- Oxygen Therapy
- Transfusion Therapy
- Critical Care and Monitoring

"Our goal is to develop strong partnerships and relationships with local veterinary practices across the region," Sharon emphasizes. "We want patients to continue relying on their local veterinarians for routine care and turn to Shores for afterhours urgent care or for care during an unexpected emergency."

Before opening Shores, the Pryors diligently sought and recruited a team of highly skilled, compassionate, and experienced doctors and nurses. Currently, Shores is open all weekend from 6 p.m. on Friday through 8 a.m. Tuesday. They are also open overnight on Tuesdays, Wednesdays, and Thursdays. The hospital anticipates expanding to 24/7 hours this summer. Shores is open 24 hours on all major holidays. No appointments are needed. Walk-ins are welcome and Shores suggests that, when possible, owners call ahead to help staff adequately prepare for and anticipate the pet's arrival.

One of the biggest challenges for pet owners who require emergency care is the cost. "We try to do the best we can in advocating for the best interests of the pet and working with owners to make financial arrangements," Sharon notes. In addition to more traditional forms of payment, Shores accepts third-party payment options such as Care Credit and ScratchPay.

Doing their best to ensure Central Pennsylvania pet owners have access to optimal veterinary care isn't just a job for the Pryors — it's their life's work. Beginning their careers in the corporate world, the Pryors knew they wanted to own a veterinary practice. After considering options up and down the East Coast, they settled in Dillsburg in 2005 and opened Dillsburg Veterinary Center. In addition to the Dillsburg practice and Shores, the Pryors and their staff donate time and resources to Mechanicsburg-based Speranza Animal Rescue. In 2017, the Pryors founded the Unleashed Foundation, a non-profit organization which provides financial assistance for necessary veterinary care when owners cannot afford it.

Shores Veterinary Emergency Center is located at 835 Sir Thomas Court, Harrisburg. More information about the emergency center can be found on its website at www.shoresvet.com. Shores can be reached by calling (717) 798-8500.

DRONES: THE NEXT FRONTIER IS HERE G Y 070 Z

www.billgladstone.com/HCRER

In about the time it takes for you to enjoy your morning cup of coffee, we can use our company drone to complete a 50-acre site survey, take aerial video and photos, and send a full report directly to a client's email. That is astonishing! Technology certainly has made its way into every aspect of our daily life, especially in the construction and real estate industries.

Construction is experiencing a bit of a renaissance by way of data, production tools, and virtual collaboration. Drones have become an essential tool for construction teams and developers because of their low cost, high benefit, and ease of use. Drone technology has been greatly developed over the last five years, almost to the point where drones can literally fly themselves. The regulations are also evolving at lightning speed. This article should get you up to speed on where to start, how to fly legally with your commercial operation, and how to avoid any issues once you are up and running.

I don't know about you, but I have a love/hate relationship with technology. It can be something new to learn or another gadget to update/maintain, but at the end of the day, it's just really cool, especially when it works like a charm. Whenever you are adding a piece of technology to your business practice, you'll often do a return on investment analysis.

Will this device save me money? What time is saved by implementing this technology? For us, the drone analysis was simple. Our clients were paying \$750 for each session/ flight for aerial photography on multiple projects each month via helicopter or airplane photographers. The cost was justified because of the cost of equipment, fuel, airplane/helicopter costs, etc. On the flip side, we did an analysis on the entire cost of investing in drones: training our people, buying drones, and becoming licensed commercial pilots. We saw that with an investment of \$1,000 (per drone + pilot), we could take unlimited aerial photographs and have them available whenever we want across multiple jobsites. On top of this, software such as Drone Deploy enables us to create mapping of our sites and our buildings, something that traditional aerial photography couldn't provide.

We decided to make the investment and have two licensed pilots and two drones in the Air Mowerv Fleet. We have found it to have great benefits in our day-to-day business. We are using drones on a weekly basis for almost all of our construction projects. We use the photos to communicate progress in the field with our clients and subcontractors via our project management software. The drone is almost the only way to capture the vast nature of the work, especially since some of our distribution projects are over 1 million square feet. On certain projects which require a lot of earth moving, we will fly our drone, create a topographical map, and be able to compare with previous grades to determine exactly how much earth is moved. We can compare the volume of earth moved and the rates with our project schedule to see if we are actually on schedule or not. This has been a game changer.



Shaffer Trucking – Aerial Progress Photos During the Construction of Three Buildings along the Carlisle Pike in Mechanicsburg, PA.

MAJOR DRONE USES IN CONSTRUCTION AND REAL ESTATE TODAY:

- Tracking site/building progress
- 3-D modeling
- Surveying and mapping
- Aerial video/photography
- Measurement
- Envelope inspections (roofing/walls)



"THE AVERAGE STUDY TIME IS
ABOUT 50 HOURS AND THERE ARE
TONS OF RESOURCES OUT THERE
TO MAKE IT ACCESSIBLE
EVEN TO THE NOVICE."

I HOW DO I BECOME A PILOT?

If you are interested in becoming a Licensed Commercial Drone Pilot, you can definitely do it! As someone who has taken several credentialed exams, the FAA Part 107 License Exam (Unmanned Aircraft Pilot) was one of the easiest. The average study time is about 50 hours and there are a ton of resources out there to make it accessible even for a novice. I personally benefitted from an online course (www.dronepilotgroundschool.com) which led me through each of the sections both via video/lecture and written syllabus.

Once you have put in your time studying the material, the next priority is to take the exam. Fortunately, there are several testing centers in Pennsylvania. The closest one in Central Pennsylvania is located at the Capitol City Airport - Roth Computerized Testing Center (200 Airport Rd. Suite 200 / (717) 914-0988). While sitting for the exam, you're allowed to use The FAA-CT-8080-2G, Airman Knowledge Testing Supplement for Sport Pilot, Recreational Pilot, and Private Pilot. It contains the graphics necessary to assist in answering any question on a UAG exam referring to a figure, map, weather report, etc.

THERE ARE FOUR MAIN EXAM SECTIONS:

- 1. Drone Laws & FAA Regulations
- 2. Weather & Micrometeorology
- 3. National Airspace System (NAS)
- 4. Drone Flight Operations

TIPS FOR PASSING THE UAS PART 107 EXAM:

- Get to know how to prepare for your flight (create your own checklist).
- Know how to communicate with your local airports and airmen.
- Get to know the critical weather definitions and weather patterns.
- Study the maps and understand the legends.
- Find a study partner.
- Take your sample exams. Whatever sections you score weak in, re-study them and re-take the sample exams.
- Watch YouTube videos on exam preparation.

HERE IS MY RECOMMENDED STARTER KIT -AROUND \$1,000



- DJI Phantom 3 Standard Drone \$500
- Training course \$400 (Optional)
- Exam Part 107FAA Airman Certificate\$150
- Insurance Either \$10 per flight via Verifly.com or your current insurance provider



3D Model of Sun Motors Complex
Mechanicsburg, PA
(Created using DJI Phantom 3 Standard + Drone Deploy Application)



Commerce Drive Development Mechanicsburg, PA

BEFORE YOU FLY

If I leave you with one thing from this article, it is that drones should be taken very seriously. While they look and feel very much like a toy (you can even buy my recommended drone at Best Buy), they are not. Failure to fly them safely can result in serious ramifications, such as damage to property, bodily injury, or even death. The Federal Aviation Administration considers all pilots and aircraft the same. They have provided some very valuable resources for current or potential pilots at https://www.faa.gov/uas/.

My goal in writing this article is to educate, promote, and encourage others to get their own pilot's license.

A FEW ITEMS TO KEEP IN MIND PRIOR TO YOUR FIRST FLIGHT:

- 1. Your drone must be registered with the FAA.
- If you are flying for construction or real estate purposes (even just for photography), you need a license to fly (FAA Part 107).
- You should know how to fly safely under all circumstances.

Preparation before each and every flight makes all the difference in the world. A pre-flight survey is an essential part of each pilot's flight. This will allow you to get a lay of the land, assess hazards, and plan your flight path and take-off and landing points. During flight, it is critical to remember to maintain line of sight of your drone at all times. This can be quite difficult across large sites and varying weather conditions (even bright sunny days) but it will enable you to avoid incidents with obstacles or other flying objects.

THREE KEY INDICATORS CAN TELL YOU WHEN YOU CANNOT FLY:

- Restricted airspace
- Bad weather
- Risky locations

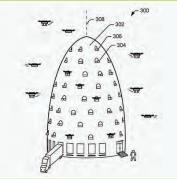
CRITICAL FLIGHT TIPS:

- Be prepared and be aware: Follow a pre-flight checklist each and every time.
- For most drones, there are short flight times (15-30 min) due to battery sizing/weight. You may need multiple batteries.
- Do not fly over people or cars, which can limit the footage that can be obtained.
- It takes practice, at least 100 hours of flight to get good at taking footage.
- Take continuing education on the technology, photography, lenses, etc.
- Editing takes twice the time as flying/recording. Learning a new video editing software can be equally challenging, but you can send raw footage to an outsourced company for composition, branding, etc.





Sample FAA Sectional Aeronautical Map from the testing supplement



Amazon's Patent Sketch for Drone Delivery Pod/Hive

I THE FUTURE OF COMMERCIAL DRONES

The future of commercial drones is exciting and scary at the same time. Drones are getting smaller, carrying more substantial loads, flying farther, and becoming safer all the time. I cannot even imagine how different they will be in the next 5 to 10 years.

I recently learned of a start-up company, Zipline, which has partnered with the Republic of Rwanda to deliver blood and other critical medical supplies to remote parts of the country. This operation is cutting delivery times from four hours to 30 minutes, resulting in more lives saved. I foresee drones continuing to evolve to the point where they truly fly themselves, provide more data, deliver everyday products within minutes of ordering, and more.

HERE ARE SOME OTHER EMERGING USES FOR DRONES:

- Firefighting (controlled burning or extinguishing)
- Live broadcast feeds
- First-person tours of jobsites (streaming drone camera feeds)
- 360-degree cameras (immersive, virtual reality)
- Infrared cameras to detect envelope performance on buildings (or detect humans or animals)
- Deliveries
- Security assessment
- Passenger vehicles (Personal flying aircraft)
- Conservation, hunting and fishing applications
- Cinema
- Sports/Racing

At the end of the day, I find that flying a drone can be quite peaceful. It provides a wonderful bird's-eye vantage point of our projects which cannot be conveyed by any other means. I immensely enjoy drone piloting, and we enjoy sharing the photography with our clients. That is not to say that it is not serious business. It requires attention to detail and a priority on safety. I encourage you get your own UAS pilot's license and explore the possibilities with drones. Please enjoy, share, and fly safe.



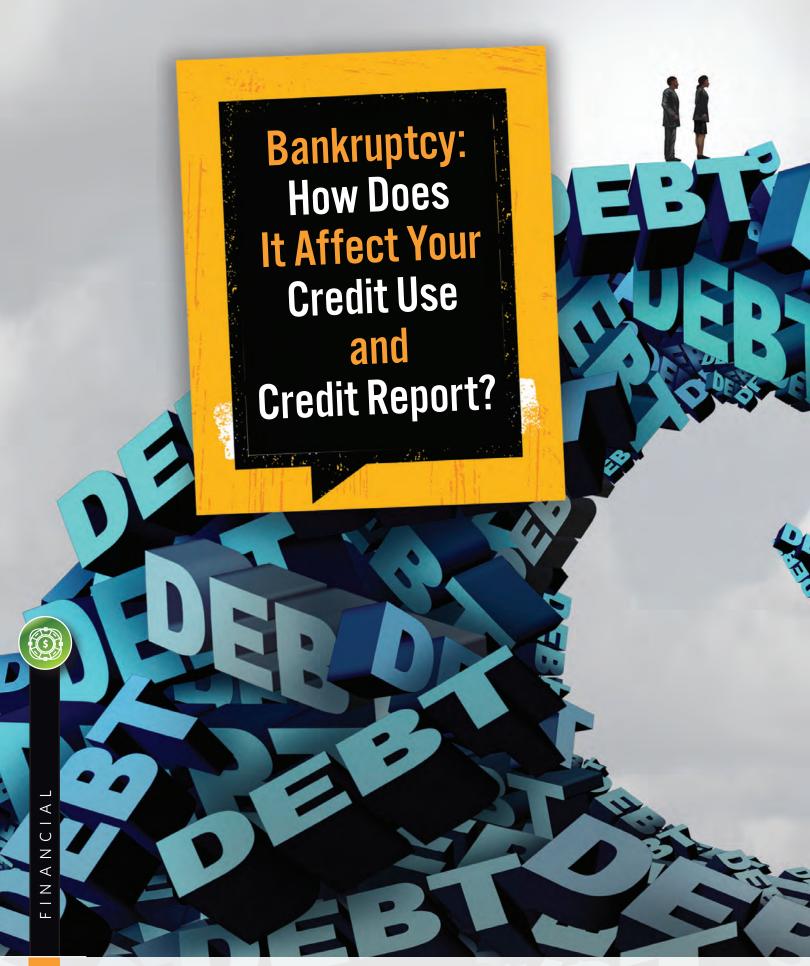
William J. Sutton, II was recently named Vice President of Business Development for Mowery. Prior to this promotion, Bill worked in various areas of construction from estimating to project management. He graduated from Catholic University with a degree in Civil Engineering with a concentration in Construction Management. He holds several industry credentials such as LEED AP, Certified Healthcare Contractor and the commercial drone pilots license (Unmanned Aircraft Systems- Part 107). He has led the charge for Mowery in their integration of various technological innovations which include the usage of Drones, 360 Degree Cameras for Photos/Videos/VR, Mobile Tech Centers for Jobsite Collaboration and Procore (Cloud Based Project Management Software). When he isn't flying his drone (has logged over 100 flights), he is spending time with his family and coaching his two children, Connor and Molly, in various sports and activities. You can reach him at (717) 506-1000 or wsutton@rsmowery.com.



Sample FAA Sectional Aeronautical Map



Wesley House – Presbyterian Senior Living, Quincy Village Waynesboro, PA



CONSUMERS CONSIDERING BANKRUPTCY HAVE MANY CONCERNS ABOUT HOW A FILING AFFECTS THEIR CREDIT USE AND CREDIT REPORT. IN THIS ARTICLE, WE ANSWER SOME COMMON QUESTIONS REGARDING THE IMPACT OF BANKRUPTCY.



CAN I REMOVE A
BANKRUPTCY FILING
FROM MY CREDIT
REPORT?

Generally, no. A bankruptcy filing will remain on your report for 10 years. Pursuant to the Fair Credit Reporting Act, there are exceptions such as a Chapter 13 bankruptcy. (See 15 U.S. Code Section 1681c.) However. individuals considering filing will usually not want bankruptcv information to disappear from their credit report. If you have unpaid bills, credit cards, or lawsuits, you will want the bankruptcy

to appear and show that those items were included in the bankruptcy. Anyone searching a debtor's credit history will want to see that those debts were dealt with during the bankruptcy. That information will be helpful to both prospective employers and future creditors.

For example, when an individual goes to purchase a home post-bankruptcy, the lender will want to see that the debt was included in the bankruptcy or that the lien was avoided at the time of the filing. If the lien was avoided or the suit could not be avoided, the lawsuit and the bankruptcy filing information can clear up any discrepancy.



CAN I KEEP MY CREDIT CARDS AFTER FILING BANKRUPTCY?

It is possible to keep your credit cards and certain accounts, but why would you want to? If you have come to the point where you need to seek bankruptcy relief, you just left that party. A typical filer will be concerned about their ability to have access to credit. However, an existing car loan or mortgage, if paid in a timely manner after a filing, will improve your credit over time. Debtors often receive offers of credit right after getting their discharge. That's right. Creditors frequently give new lines of credit right after the discharge. Bad idea? Yes, maybe. The theory is that most debtors cannot refile a Chapter 7 for another eight years and they have wiped out other debts. Remember that lenders are looking for people to run up big balances, because those people will pay the most interest.

There is almost no beneficial scenario where you would want to keep a pre-petition credit card after you file for bankruptcy the creditor may want you to reaffirm the debt – that is, promise to pay the debt after bankruptcy. Sometimes an individual may want to maintain a credit account because they have a checking account. You could continue to pay the loan, but the cost would be substantial and erode the benefits of filing.

REAL ESTATE REVIEW



HOW LONG DOES BANKRUPTCY AFFECT MY CREDIT?

As a practical matter, bankruptcy will remain on your credit for 10 years. However, the near-term effects for many can be more positive than negative. For instance, if you have lawsuits pending or debts which cannot possibly be paid, removing them by means of the bankruptcy discharge improves the credit rating for many. On the other hand, if the debts are old enough that they will burn off after the contract period, the bankruptcy filing might remain longer.

Some debtors who have several delinquent accounts try to settle with one lender. This may work for a period of time. This may work with a larger creditor who will take payments over three months to a year. The problem then may become that other delinquent creditors will want their share as well. This makes it difficult to deal with delinquent accounts one at a time and makes bankruptcy an attractive option for many.

WHAT ABOUT INACCURACIES ON MY CREDIT REPORT?

A free copy of your credit report may be obtained at www.annualcreditreport.com. Discharged debts should show as having no balance by virtue of being included in the bankruptcy. Misreported or inaccurate information can be corrected via the Fair Credit Reporting Act. There are limitations on the time to address inaccuracies in a credit report, so it is wise to check the credit report two to 10 months after a discharge.



HOW DOES BANKRUPTCY IMPACT MY CREDIT SCORE?

There is no clear answer to this question. It depends on how bad things were prior to the filing. I used to have a "Dear Abby" style article in my waiting room. The advice given was that about two years after a bankruptcy, you would be a good candidate to obtain a mortgage. Then there was the mortgage crisis. Some people now find it difficult to obtain a mortgage even without bankruptcy and good credit. It is probably safe to say that if you keep your credit in good shape, pay secured debts on time, and save a reasonable amount for a deposit, you will probably still find someone to work with you on a mortgage. Expect to pay a higher interest rate than someone with good credit who has never filed. Car loans are not nearly as difficult to obtain, and individuals are able to purchase a car even shortly after a discharge.

Damage Points: How Mistakes Affect FICO® Scores

Credit Mistake	If your score is 680	If your score is 780
Maxed-out Credit Card	Down 10 to 30 points	Down 25 to 45 points
30-day late payment	Down 60 to 80 points	Down 90 to 110 points
Debt Settlement	Down 45 to 65 points	Down 105 to 125 points
Foreclosure	Down 85 to 105 points	Down 140 to 160 points
Bankruptcy	Down 130 to 150 points	Down 220 to 240 points

Bankruptcy

Down 130
to 150 points

Source FIC0® www.fico.com

Source FIC0® www.fico.com





HOW CAN I GET CREDIT AFTER FILING BANKRUPTCY?

My initial reaction is, why do you want it? Buying a house or a car and having a credit card for emergencies can be good reasons. For those folks, the same rules apply as for people looking to build credit without bankruptcy: reasonable credit use, live within your means, pay secured debts on time. All the bankruptcy filings in the world will not fix the problem of spending more money than you earn!

Type of debt	Total owned by average U.S. household carrying this type of debt	Total debt owed by U.S. consumers
Credit cards	\$15,654	\$905 billion
Mortgages	\$173,995	\$8.74 trillion
Auto Ioans	\$27,669	\$1.21 trillion
Student loans	\$46,597	\$1.36 trillion
Any type of debt	\$131,431	\$12.96 trillion

Debt balances are current as of September 2017 Source: www.nerdwallet.com



Michael S. Travis, Consumer Bankruptcy Attorney and approved Title Agent for Fidelity National Title. He has been in practice for over 20 years, with offices in Camp Hill and York, PA. He is a general practitioner who focuses on bankruptcy, family law, wills and estate, and personal injury. His company is a debt relief agency which helps people file for bankruptcy under the Bankruptcy Code. If you are considering bankruptcy, be sure to review important disclosures found at 11 U.S.C. Sec. 527. You can reach Michael at mtravislaw@comcast.net.

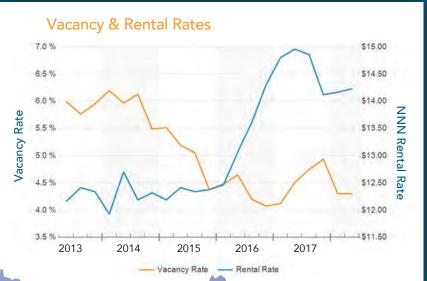


Regional Data

Commercial/Retail

AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$14.23	\$12.24
Vacancy Rate	4.3%	5.1%
Vacant SF	1,360,587	1,599,795
Availability Rate	7.4%	8.6%
Available SF	2,351,601	2,700,428
Sublet SF	14,231	32,394
Months on Market	12.3	21.8
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	-11,144	166,779
12 Mo. Leasing SF	612,800	497,939
	,	137,333
INVENTORY	SURVEY	5-YEAR AVG
	,	
INVENTORY	SURVEY	5-YEAR AVG
INVENTORY Existing Buildings	SURVEY 2,106	5-YEAR AVG 2,092
INVENTORY Existing Buildings Existing SF	2,106 31,643,329	5-YEAR AVG 2,092 31,460,817
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts	SURVEY 2,106 31,643,329 46,621	5-YEAR AVG 2,092 31,460,817 94,136
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction	2,106 31,643,329 46,621 36,790	5-YEAR AVG 2,092 31,460,817 94,136 63,550
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction 12 Mo. Deliveries	2,106 31,643,329 46,621 36,790 47,856	5-YEAR AVG 2,092 31,460,817 94,136 63,550 96,555
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction 12 Mo. Deliveries SALES	2,106 31,643,329 46,621 36,790 47,856 PAST YEAR	5-YEAR AVG 2,092 31,460,817 94,136 63,550 96,555 5-YEAR AVG
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction 12 Mo. Deliveries SALES Sale Price Per SF	2,106 31,643,329 46,621 36,790 47,856 PAST YEAR \$74	5-YEAR AVG 2,092 31,460,817 94,136 63,550 96,555 5-YEAR AVG \$93



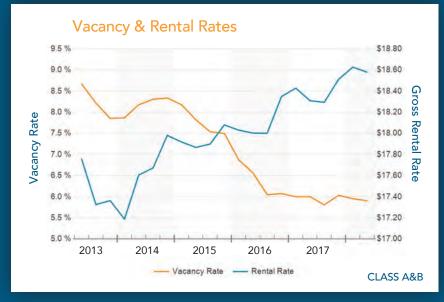


DAUPHIN COUNTY

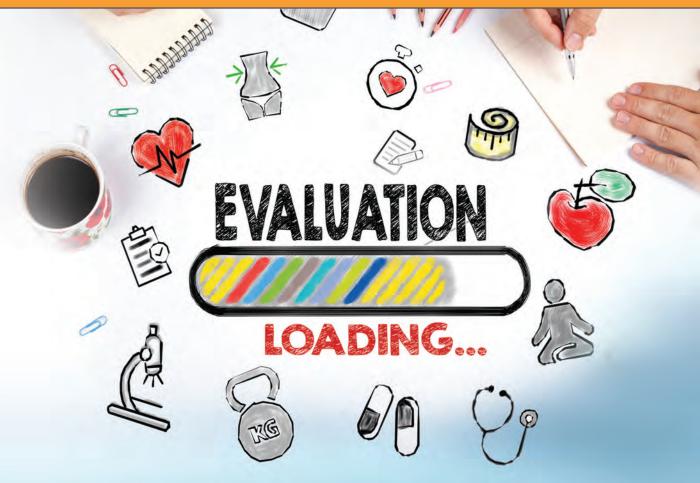
CUMBERLAND COUNTY In an effort to bring our readers pertinent information regarding commercial real estate in the Greater Harrisburg Area, we are including the following graphs as part of the *Commercial Real Estate Review*. This edition focuses on the Commercial/Retail and Office markets in Dauphin and Cumberland County.

Office





AVAILABILITY	SURVEY	5-YEAR AVG
Gross Rent Per SF	\$18.58	\$17.97
Vacancy Rate	5.9%	7.2%
Vacant SF	1,536,543	1,838,772
Availability Rate	10.2%	11.8%
Available SF	2,656,612	3,043,545
Sublet SF	132,067	163,793
Months on Market	14.6	23.6
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	88,334	317,559
12 Mo. Leasing SF	869,867	785,157
	,	, -
INVENTORY	SURVEY	5-YEAR AVG
_	,	
INVENTORY	SURVEY	5-YEAR AVG
INVENTORY Existing Buildings	SURVEY 766	5-YEAR AVG 759
INVENTORY Existing Buildings Existing SF	766 26,033,417	5-YEAR AVG 759 25,627,887
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts	SURVEY 766 26,033,417 30,000	5-YEAR AVG 759 25,627,887 188,382
Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction	766 26,033,417 30,000 30,000	759 25,627,887 188,382 213,901
Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction 12 Mo. Deliveries	766 26,033,417 30,000 30,000 61,000	759 25,627,887 188,382 213,901 185,352
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction 12 Mo. Deliveries SALES	766 26,033,417 30,000 30,000 61,000 PAST YEAR	5-YEAR AVG 759 25,627,887 188,382 213,901 185,352 5-YEAR AVG
INVENTORY Existing Buildings Existing SF 12 Mo. Const. Starts Under Construction 12 Mo. Deliveries SALES Sale Price Per SF	766 26,033,417 30,000 30,000 61,000 PAST YEAR \$99	759 25,627,887 188,382 213,901 185,352 5-YEAR AVG \$110



BY BOB GORINSKI, DPT

INTERNET RX:

COMMON PITFALLS OF INTERNET ADVICE

YOU HAVE PROBABLY MADE THESE ERRORS IN SEARCHING ONLINE FOR HELP! Every day I witness the challenges that my physical therapy clients face when they turn to Dr. YouTube or Nurse Google for help with typical muscle, joint, and movement pains. Navigating the vast sea of recommended exercises and procedures requires some context in the basic sciences and insight in the realm of health and fitness.

In a recent survey done by the American Academy of Orthopaedic Surgeons, 65% of patients with Internet access reported using the Internet for orthopedic information regarding their physical aches and pains. Forty-three percent found the information "very useful" and 56% found it "somewhat useful."

Of course, the challenges of finding, understanding, and appropriately implementing credible online advice is not unique to my profession. Due to lack of insight and context in the realm of plumbing, I recently made a simple issue with the kitchen sink turn into a drywall issue on the basement ceiling. Thanks a lot, YouTube!



HERE ARE THREE COMMON WAYS
WE FAIL OURSELVES BY LEANING TOO
HEAVILY ON THE INTERNET. THESE
EXAMPLES DO NOT INCLUDE ALL THE
MISINFORMATION AND SALES GIMMICKS
OUT THERE. INSTEAD, I'M GOING TO
ADDRESS THREE LESS OBVIOUS ERRORS
THAT WE MAKE EVEN WHEN THE
INFORMATION INVOLVED IS CREDIBLE
AND TECHNICALLY CORRECT.

1. Incorrect Diagnosis

A patient recently reported that weeks of stretches for the intense pain on the side of her thigh were not helpful. Upon further inquiry I learned that she had searched the Internet for iliotibial band (ITB) tendonitis because her sister experienced a similar problem in the past. After evaluating her, we discovered that she was dealing with a pinched nerve in her lower back referring pain to that area of the leg.

Make sure your diagnosis is correct.

Otherwise you are barking up the wrong tree.

2. Correct Diagnosis, Incorrect Treatment

I've had plenty of patients correctly identify their problems but apply the wrong treatment. In the example above, a Google or YouTube search of "ITB tendonitis" will provide thousands of recommendations for stretches, foam rolling, and massage techniques to treat this condition. But many times, the pain improves far more from exercises focused on building trunk and core strength and addressing subtle asymmetry in walking and running. The appropriate exercises are not elusive or hidden, but they do not turn up under a typical online search.

Do not assume that having the correct diagnosis is an automatic pass to the right treatment advice for your specific circumstances.



3. Correct Diagnosis, Correct Treatment, Wrong Timing
Continuing with our example above, the person correctly
identifies their problem with an online search and comes
across good advice. They proceed to implement exercises
like various squats, lunges, and running drills, only to find
that these activities worsen the pain.

The error here is applying the right exercises at the wrong time. The person in this example will benefit from those exercises only after a period of performing lower-level corrective exercises before jumping into full-weight-bearing movements like squats and lunges. They may need to temporarily rest from running altogether, then slowly build back with altered form.

In contrast, other clients with persistent pain spend months doing only the easier non-weight exercises like leg raises and thera-band hip rotation, only to have the problem return when they resume running or hiking. These clients need to be challenged with higher level weight-bearing exercises to fully build resiliency and strength to bridge the gap toward repetitive high-impact activities.

Give attention to the phase of recovery. Exercises and treatments in one phase of recovery are not optimal in other phases.

The moral of the story is to recognize the limits of Internet searches because even good information can easily be applied incorrectly. The above errors are common pitfalls that I witness in orthopedic physical therapy, one realm of life familiar to me. I'm sure this happens in every discipline, and none of us are immune. Don't be afraid to seek the help of a specialist where you need it!

RESOURCES

Pew Internet & American Life Project, a Project of the Pew Research Center

Googles Top Results are not always on Target. NPR Project Health www.npr.org/sections/healthshots/2017/07/17/537711453/ seeking-online-medical-advicegoogles-top-results-arent-always-on-target

Current trends and patient perceptions in Internet use by orthopedic patients. www.ncbi.nlm.nih.gov/pubmed/28983221



Bob Gorinski, DPT, is a physical therapist and owner of Full Reps Physical Therapy in Camp Hill, PA. He specializes in orthopedic rehabilitation and has provided detailed personal training to athletes, young and old, to maximize their

physical performance and prolong their years of high level function. He loves helping others feel, look, and perform their best! You can reach him at bobg@fullrepstraining.com or on the web at www.fullrepstraining.com.

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

INVESTMENT	CITY	PAGE
Confidential	Camp Hill	25
1779 W. Trindle Road	Carlisle	25
Confidential	Harrisburg	25
5620-5630 Derry Street,		
5650-5670 Lancaster Street	Harrisburg	25
LAND	CITY	PAGE
Allentown Blvd. and N. Hershey Road	Harrisburg	26
NEW Eisenhower Boulevard	Harrisburg	26
8001 Grayson Road	Harrisburg	26
W. Trindle Road	Mechanicsburg	26
NEW Gettysburg Pike		
& Spring Lane Road	Dillsburg	26
Route 441 and Orchard Drive	Harrisburg	26
7700 Derry Street, Lot #4	Harrisburg	27
E. Cumberland Street (Route 422)	Lebanon	27
Bent Creek Blvd, Lot 2	Mechanicsburg	27
Lancer Street	Harrisburg	27
730 Limekiln Road	New Cumberland	27
Eisenhower Boulevard	Harrisburg	27
370 W. Main Street	Leola	28 28
3050 Heidlersburg Road Waterford Square, Carlisle Pike	York Springs Mechanicsburg	28
2600 Delta Road	Brogue	28
Route 75 & William Penn Highway	Mifflintown	28
I-81 and W. Trindle Road	Carlisle	28
700 S. Baltimore Street	Dillsburg	29
Allentown Boulevard	Harrisburg	29
St. Johns Road	Camp Hill	29
NEW 503 Jonestown Road	Jonestown	29
300 S. Sporting Hill Road	Mechanicsburg	29
7700 Derry Street, Lot #8	Harrisburg	29
COMMERCIAL	CITY	PAGE
5221 Simpson Ferry Road	Mechanicsburg	30
6490 Carlisle Pike	Mechanicsburg	30
1421 N. Third Street	Harrisburg	30
NEW 110 Altoona Avenue	Enola	30
415 Market Street	Harrisburg	30
5 N. Market Street	Duncannon	30
NEW 7040 Jonestown Road	Harrisburg	31
3424 North 6th Street	Harrisburg	31
5129 E. Trindle Road	Mechanicsburg	31 31
4359 Linglestown Road 2801 N. Third Street	Harrisburg Harrisburg	31
2 N. Main Street	Biglerville	31
Z IV. IVIGITI SCIECCE	DISICIVIIIC	31

OFFICE	CITY	PAGE
NEW 1801 Oberlin Road	Middletown	32
208 N. Third Street, Suite 400	Harrisburg	32
156 Cumberland Parkway	Mechanicsburg	32
1029 Mumma Road	Wormleysburg	32
2151 Linglestown Road	Harrisburg	32
5275 E. Trindle Road	Mechanicsburg	32
30 North Third Street	Harrisburg	33
NEW 1001 S. Market Street	Mechanicsburg	33
800 W. Hersheypark Drive	Hershey	33
130 State Street	Harrisburg	33
1707 S. Cameron Street	Harrisburg	33
1779 W. Trindle Road, Building 200	Carlisle	33
208 N. Third Street	Harrisburg	34
4386 Sturbridge Drive	Harrisburg	34
535 E. Chocolate Avenue	Hershey	34
3507 Market Street	Camp Hill	34
800 N. 3rd Street	Harrisburg	34
415 Market Street	Harrisburg	34
5006 E. Trindle Road	Mechanicsburg	35
3029 N. Front Street	Harrisburg	35
400 Bent Creek Boulevard, Suite 150	Mechanicsburg	35
5010 E. Trindle Road	Mechanicsburg	35
24 Northeast Drive	Hershey	36
3425 Simpson Ferry Road	Camp Hill	36
4405 N. Front Street	Harrisburg	36
1 Rutherford Road	Harrisburg	36
INDUSTRIAL	CITY	PAGE
142 Reno Avenue	New Cumberland	37
1421 Stoneridge Drive	Middletown	37
507 N. York Street, Suite 7	Mechanicsburg	37
151 Allendale Road	Mechanicsburg	37
26 Northeast Drive	Hershey	37
20 Woodcraft Drive	Mount Holly Springs	37

Confidential – Camp Hill

Great investment opportunity now available with this 40,000+ SF building. Signed Confidentiality Agreement needed for additional information.

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.



1779 W. Trindle Road, Carlisle

Six buildings for sale totaling 35,126 SF now available. Located immediately off of W. Trindle Road and within 0.5 miles of I-81 (Exit 49). Tenants are a mix of industrial and commercial users.



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!**



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.



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.



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.



Gettysburg Pike & Spring Lane Road, Northwest Corner NWC and Southwest Corner SWC, 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.



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.



Route 441 & Orchard Drive, Harrisburg

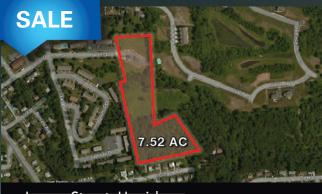
8.34 Acres available with controlled intersection and utilities on-site. Ideal opportunity for a church relocation or home business on this vacant parcel. Close to the Harrisburg Mall, TecPort Business Campus and great access to Route 283, I-83 and the PA Turnpike (I-76).





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.



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).



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!**



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!**



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.



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!**



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.



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.



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.



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.



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 12 acres remain in the park. Excellent access to major transportation routes.



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.





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.



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.



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!**



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.



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).



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.



COMMERCIAL LISTINGS



5221 Simpson Ferry Road, Mechanicsburg

1,000 SF available in this well-located building surrounded by commercial and retail uses. Great visibility along Simpson Ferry Road and good on-site parking make it ideal for light, destination commercial/retail uses or office. The building is convenient to Route 15, Rossmoyne Business Center and the PA Turnpike.



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.

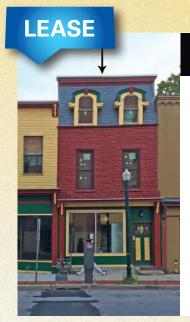


11,550 SF former Yale Electric building available for sale or lease on heavily traveled Carlisle Pike. The building features a large showroom/office area and warehouse space. Great location with many retailers and restaurants nearby. Price reduced!



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.



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.



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!





2,676 SF available in this former bank at signalized intersection on the corner of Jonestown Road and Allentown Boulevard. Well-maintained property with a large, open reception area and multiple private offices. It is hereby disclosed that the owner is a PA Licensed Real Estate Agent affiliated with NAI CIR.



4359 Linglestown Road, Harrisburg

This property has it all! Over 13,000+ SF including offices, open areas, flex space, and warehouse area. Situated on a corner at a signalized intersection. There are many options available for the next user. Price reduced!



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!

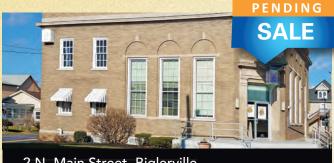


2801 N. Third Street, Harrisburg

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 wellmaintained throughout its years. Over 300 lined parking spaces.



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!



2 N. Main Street, Biglerville

4,544 SF former bank on the corner of N. Main Street and W. York Street, in the heart of Biglerville. The 0.53+/- acre property has two entryways and a large parking area (over 20 lined spaces). The first floor is an open layout with a few offices and break area. The second floor features a few large rooms. It could be modified for a variety of uses.



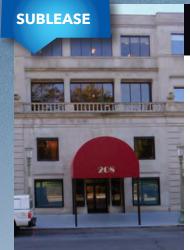
1801 Oberlin Road, Middletown

240 - 6,097 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.



1029 Mumma Road, Wormleysburg

Attractive office building available in well-established business park along the West Shore business corridor. 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. 9,750 +/- SF is currently leased until October 2017. **Price reduced!**



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!



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.



156 Cumberland Parkway, Mechanicsburg

1,843 SF available in Suite 100. High-profile building offers quick access to Route 15 and PA Turnpike, plus great amenities. Over 200' frontage on Cumberland Parkway. It is hereby disclosed that a partner in the ownership of this property is a licensed real estate salesperson in the Commonwealth of Pennsylvania.

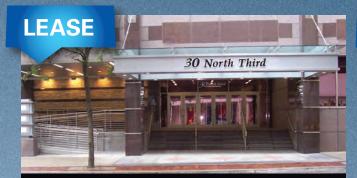
Price reduced!



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.





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.



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.



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.



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.



15,098 SF property with 4,202 SF office, an adjoining warehouse and two additional storage garages on-site. The office space and storage garages will be vacated by the current occupant; the main warehouse is leased by a strong credit tenant until September 30, 2020 (right to terminate after 3 years.)

New competitive pricing!



1779 W. Trindle Road, Building 200, Carlisle

1,000 – 3,218 SF office/retail space along busy Trindle Road. This property offers great visibility. Landlord will divide to suit tenant requirements. Easy access to I-81 and the rapidly growing Carlisle area. Located across from the Sheetz convenience store and adjacent to Target anchored Carlisle Crossing Shopping Center.



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!**



Located within the heart of West Shore, this aesthetically pleasing building has one 1,200 SF suite available for lease. The property is centralized on Camp Hill's main artery and is close to many restaurants and businesses.



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!**



800 N. 3rd Street, Harrisburg

Suites ranging from 210 – 930 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.



20,000 SF Class A, build-to-suit office in desirable Hershey location. Excellent opportunity for user/tenant to help design and customize their new facility to meet their unique space needs. Over 50 parking spaces available and more available in shared parking area.



415 Market Street, Harrisburg

Suites ranging from 266 – 4,719 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.





5006 E. Trindle Road, Mechanicsburg

Condominium units now available for sale or lease in this building. Four 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.



5010 E. Trindle Road, Mechanicsburg

Excellent location in newly developed area in Hampden Township. Two condominium units available for sale. Can be sold individually for owner/user or together as an investment. Suite 200 can be combined with Suite 201 for a total of 5,775+/- SF. The properties could also be available for lease.



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.



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.



The Bill Gladstone Group of NAI CIR is looking to fill editorial content in our quarterly magazine and monthly newsletter publications.

What Are We Looking For?

Industry related articles that our readership of nearly 5,000 business decision makers and industry leaders would benefit from reading in print and online through social media. Articles are typically 1,200 - 1,500 words and include an author bio, headshot, and mentioning of your company.

We can suggest a topic that would be a good fit for your expertise. We can even help draft the article for you.

Contact: Leah Wentz (717) 761-5070, ext. 116 or lwentz@naicir.com.

CONNECT With @GladstoneGroup











www.billgladstone.com

OFFICE LISTINGS



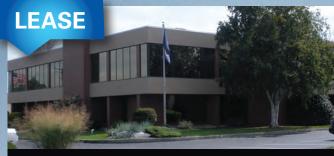
24 Northeast Drive, Hershey

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.



4405 N. Front Street, Harrisburg

3,224 SF available in this well-kept office building along the Susquehanna River with beautiful views. Attractive curb appeal and 20+ parking spaces available. Great access to I-81 and Routes 11/15 and various amenities such as restaurants and hotels are close by. **Price reduced!**



3425 Simpson Ferry Road, Camp Hill

Two suites available ranging from 1,835 – 2,746 SF. Office areas have 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.



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!**



Accepting Donated Items For Summer Event Support Children with Special Needs in Central PA

- We are looking for kid-friendly promotional/give-away items to be donated to children attending our "Mary Poppins, JR." event this summer.
- Kid-friendly item examples: toothbrushes, notepads, crayons, markers, small toys, stress balls, water bottles, bags, cups, coupons, activity books, gift cards and more!
 Accepting items until July 24, 2018.
- Receive recognition in print and online marketing mediums and event handouts.

Contact: Leah Wentz at (717) 710-3528 or lwentz@naicir.com





INDUSTRIAL LISTINGS





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.



151 Allendale Road, Mechanicsburg

70,710 SF functional warehouse, with 1,000 SF being office, available in convenient West Shore location. Includes six 8' x 8' docks. Easily accessible from Route 15, Route 581 and I-81.



1421 Stoneridge Drive, Middletown

Beautifully constructed with attention to every detail, this single-story office and warehouse building contains approximately 15,375 SF and was built in 2009. The property has been well-maintained and is in good condition. 50+/- lined car spaces available; suitable truck parking at south side of building.



26 Northeast Drive, Hershey

4,800 SF large, open flex space conveniently located near many Hershey attractions and major thoroughfares. Tall ceilings and open floorplan allow for many types of uses.



4,101 SF clean, functional space available (270+/- SF of office space and 3,831+/- of open warehouse space). The suite has one drive-in door (10x12) and a common dock area.

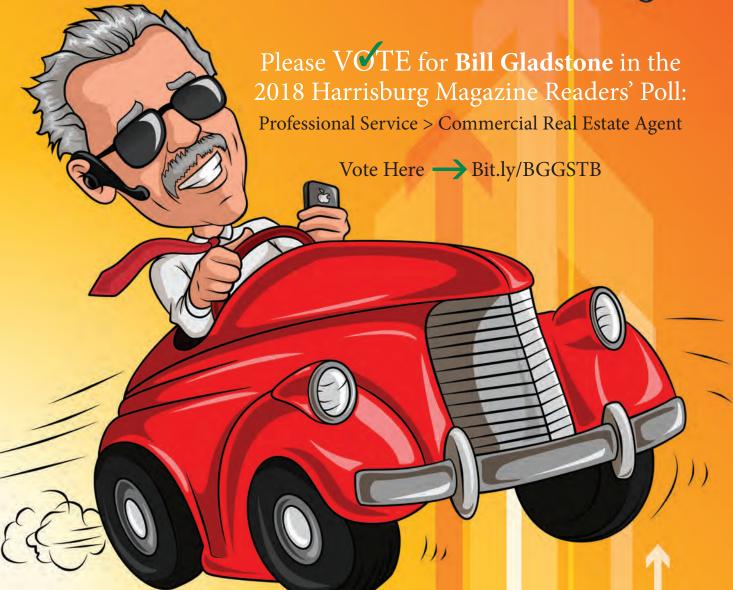


20 Woodcraft Drive, Mount Holly Springs

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.











HARRISBURG COMMERCIAL REAL ESTATE REVIEW/REPORT SEEKING WRITERS

Get the added recognition you deserve by sharing your expertise in one of the Bill Gladstone Group of NAI CIR publications!

This includes our monthly Newsletter (Report) and quarterly Magazine (Review).

We are looking for a mix of industry related topics that our list of over 4,000 subscribers will find informative.

Topics can include finance, development, architecture, technology, wellness and much more.

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 http://bit.ly/1iBsLuk.



Bill Gladstone, CCIM, SIOR

1015 Mumma Road Lemoyne, PA 17043 www.naicir.com www.billgladstone.com



COMMERCIAL AGENT















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 **NAI**CIR a solution for your commercial real estate needs!

PRESORT STANDARD U.S. POSTAGE **PAID** HARRISBURG, PA PERMIT #783