

SECOND QUARTER 2016

COMMERCIAL

real estate

REVIEW



Hamilton
Health Center



NAI CIR

A PUBLICATION OF THE BILL GLADSTONE GROUP OF NAI CIR



Make a Difference - Donate Today!

Our summer event is approaching and we need your help.

- **The Bill Gladstone Group of NAI CIR's goal is to raise \$5,000.** Proceeds benefit TrueNorth Wellness Services and children with special needs.
- Striving for excellence in behavioral health and wellness is TrueNorth Wellness's mission every day. To learn more, go to **truenorthwellness.org**.
- To donate online, go to **bit.ly/give2truenorth**.

Thank you for your support!

Contact: Leah Wentz
(717) 731-4504
lwentz@naicir.com

For the fifth consecutive year, the Bill Gladstone Group of NAI CIR is hosting this special event to support TrueNorth Wellness Services. We have arranged a private performance of Elf the Musical JR. on August 2, 2016 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.

Monetary donations can also be mailed to:

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

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

NAI CIR

www.billgladstone.com

The logo for TrueNorth Wellness Services features the word 'trueNorth' in a blue font with a yellow star above the 'o' in 'North'. Below it, 'WELLNESS SERVICES' is written in a smaller font, and 'inspiring healthy living' is in a blue font. At the bottom, the website 'TrueNorthWellness.org' is listed.

WELLNESS SERVICES
inspiring healthy living
TrueNorthWellness.org



I'm getting older. It happens.

BILL GLADSTONE, CCIM, SIOR

So many other real estate professionals are getting even older. Some have retired and others moved out of the area. What happens to all of their information, all their experience, and all the expertise they accumulated over the years? They worked through all kinds of situations while working with people and developing the social and business skills that made them so good at what they did. Is it all gone? Should they be obligated to come sit with us – those of us whom they helped – and teach us the basics of that information and those skill sets? And even if they could leave it behind to those of us who are the presumptive recipients of that expertise and even if we were able to keep it, how would we do that? I am simply reflecting and missing those individuals and their daily accomplishments in performing their jobs.

Even their replacements, when they are hired, come to the job after these heroes have left. They do not even get the opportunity to obtain or take advantage of all that went on before them. If they could learn from the masters, they could use that knowledge to help educate and train themselves so that they can be as successful and consistent in carrying on the heritage they are now following.

As I reflect on the positive encounters I have had with municipal officials and staff, I realize many of these people are now retiring, people who I "cut my teeth on" when I first got into the real estate business, and who trained and taught me so well. They allowed me to observe the skill sets that they had developed over the years when providing real estate solutions for people with real estate issues. And it is not that the people who come behind them are less qualified or will never be as good. It is just that as I reflect on all this lost experience and knowledge that we may never see in a particular municipality again, I wonder if this is fair to future generations. Is it inevitable and will it happen continuously into the future?

It just seems such a shame that of all things, we cannot capture and hang onto the immeasurable experiences of our mentors. ☺

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ON THE COVER:

Bill Gladstone (NAI CIR) and Jeannine Peterson (Hamilton Health) stand inside the Hamilton Health Center located at 110 S. 17th Street, Harrisburg Pennsylvania. See story on page 4.

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NEED HIGH RESOLUTION



Hamilton Health Center is the only Federally Qualified Health Center within a 30-mile radius of Harrisburg. The health center opened in 1969 as a part-time clinic in the basement of Harrisburg's Augsburg Lutheran Church, expanding through the years to multiple clinical sites, including on-site services in elementary schools and a public housing high-rise.

From 2008-2010, Hamilton experienced a 29% increase in number of patients seen and a 30% increase in the number of medical and dental visits. Aging facilities, limited capacity, and increasing demand led the board of directors to take a strategic look at what the center needed to do to operate effectively and efficiently while meeting consumer demand.

It was time to consolidate locations and expand capacity.


Location drove decision

The vision was to create a medical mall that would bring medical, dental, and other clinical services under a single roof, while also

providing a home for social services agencies. Hamilton considered expanding its existing properties, but space constraints and inadequate parking quickly showed revealed that was not a sufficient solution. The board looked at various properties and couldn't find the right fit.

Then Hamilton found five acres of property with an abandoned warehouse and adjacent brownfield site at 110 S. 17th Street in the densely populated South Allison Hill neighborhood of Harrisburg. Location is a fundamental priority in property development, and this location dovetailed nicely with the center's quest to have its services be as accessible as possible.





Urban HEALTH CENTER Expands Through Facility

REPURPOSING

Transportation is a significant challenge for many individuals in the center's target audience. This location is a walkable destination. Capital Area Transit buses stop at Hamilton 34 times each day. It is less than a mile from Interstate 83 and is close to major thoroughfares in and out of the city. The center provides services to individuals from Cumberland, Dauphin, and Perry counties, so this location offers ideal access whether someone is coming from the local neighborhood or surrounding areas.

The Importance of Partnership

To successfully execute the repurposing of this property, Hamilton needed a strong team. Wohlsen Construction served as the project's general contractor and provided excellent guidance, along with fabulous contributions from the architects, engineers, interior designers, and a multitude of other professionals.

As a community-based organization, it was critical to have community buy-in and support. If we were to be in the community, we needed to be of the

community. Hamilton was intentional about incorporating the greater community into the project by offering community tours, bringing neighbors into the process, showing them what was happening in the neighborhood, and helping them catch the vision.

The construction process was also inclusive of the community. Between 30 and 40 percent of subcontractors who worked on the project have business headquarters in the City of Harrisburg and many of the subcontractors were Minority Business Enterprises (MBEs) and Women's Business Enterprises (WBEs). These contractors wanted to be part of this community project, showcasing their skills and abilities while working in and for their community.

Many property owners or developers are hesitant to develop in high-density, urban markets. Based on this experience, we can attest to the importance of including the community in the vision for the project. If people have ownership, they will embrace the project.



Repurposing purposefully




Repurposing and reusing the existing property made good sense instead of undergoing a costly demolition and building a brand-new facility. The five-acre property was the largest undeveloped property in the city at the time. Reusing an existing site and cleaning up the property would have a positive impact in the community. The building shell was in good shape and didn't require much demolition. Developing an existing commercial site meant that zoning and permitting issues required minimal, if any, attention. But no development project of this magnitude is without challenges. The original structure was built in multiple phases, so Hamilton ran into roof load issues that required the reinforcement of the building's structural beams. The floor wasn't level – a 16-inch difference from one end to the other – so ramps had to be installed to accommodate the difference. This solution provided a bonus of unanticipated added space to house mechanical units between the first and second floors.

Hamilton also built a 17,000 square foot addition. When installing structural columns for the addition, contractors encountered railroad ties and brown soil, so remediation efforts needed to be made to prepare the soil for the foundation.

Because the project was done in two phases, workarounds were needed during Phase 2 to keep the IT department fully functional and protected from the construction process. Workarounds included building a protective shell, running negative air machines to keep dust out, and operating air conditioners to maintain appropriate temperatures. Due to Wohlsen's creative approach, not only was the IT equipment protected and functional, there was no interruption to patient services during the nearly year-long duration of Phase 2.

This development process incorporated enough energy efficiencies to meet LEED silver certification requirements. Of note, Hamilton installed 80 geothermal heat pumps – not many urban properties can boast 80 geothermal wells! The smart building control system maintains appropriate levels of temperature and lighting during peak and off-peak hours. Fiber optics run directly to the building and wireless connections abound. The facility uses an underground stormwater retention system and low-VOC building materials were incorporated throughout the project.





These types of projects often involve a developer, teams of investors, and government bodies in order to successfully adopt, design, construct, and maintain a project.

The creative execution of this repurposing project resulted in several awards, including local and national awards of excellence from Associated Builders & Contractors, Inc.; an Engineering News-Record award for restoration and renovation; a partnership award for recognizing the efficiency of a design build project; and a LEED award recognizing energy savings and environmental protection.

One development project leads to another

This project in South Allison Hill has helped to attract interest in development from other organizations along the same transportation corridor. Pennsylvania Counseling Services has opened offices nearby, also taking advantage of the benefits of a strong location. Other social service organizations continue to work with and inquire about partnership opportunities. Head Start is interested in having space at the facility and Rotary would like to vision services available. The Harrisburg Humane Society holds vaccination clinics at Hamilton and has expressed interest in having a more permanent clinic on site. Beyond the clinical and social service offerings,

the facility has hosted health fairs and community events, and both the governor of Pennsylvania and the mayor of Harrisburg have held press conferences at the facility.

Looking to the future

Demand for services keeps growing, which means Hamilton continues to think creatively about what the future looks like. The health center is on track to exceed 100,000 client visits in 2016 and staff has nearly doubled to 214 employees in the past four years.

The 17104 ZIP code is a prime target area for economic and human services development due to the high density population. Hamilton will continue to work to serve its community well and support further development efforts in the area. 🌱



Jeannine Peterson, MPA is the CEO of Hamilton Health Center in Harrisburg, Pennsylvania. She served on Hamilton's board of directors before assuming administrative oversight in 2000. Previously, she was a Deputy Secretary of the Pennsylvania Department of Health. Also contributing to this article were Nick Soccio, Hamilton Health Center's Facilities Manager and Michael J. Bracken, a project manager with Wohlsen Construction.



LAND DEVELOPMENT THAT WILL
REVOLUTIONIZE
YOUR SITE DUE DILIGENCE,
DESIGN AND MARKETING PROCESS

Land development is a high stakes, risky business. Deciding which property to buy and how to develop it in the early due diligence process is one of the most important decisions a land developer will make. Over the years we have seen developers spend thousands of dollars on site designs, permits, and approvals only to find out in the end that it was not going to be a profitable project or worse, they actually built the project and then went bankrupt.



NOW, IMAGINE SEEING A VISION of your future project before you ever make the offer to buy the land. Imagine knowing how the site will lay out, how it will grade, and how much the site construction will cost. Imagine being able to look at numerous sites and various options on each one before you make the decision on which property to purchase. Relatively new technology has made all this possible to greatly improve the odds for success and return on investment. It's what EnVISIONeering is all about.



COST SAVINGS ADVANCED 3D MODELS MUNICIPAL APPROVAL VISION OF YOUR FUTURE ENVISIONeERING

EnVISIONeering your Site's Development

It used to be very expensive and time consuming to build 3D site models; however, with the tools available today, you cannot afford not to create a 3D model to get all of the necessary information. EnVISIONeering starts with a simple street address and using Google Earth Pro to look at an aerial photo of the project with the tax parcel overlay. This provides a feel for the location of existing site features, like buildings, streams, wooded areas, and possible access points. Next, use Google Street View to “walk” along the street frontage to see the site distances at possible access points and look for utilities. Initial due diligence determines what the municipal ordinances allow and what the developer wants to build. Then the model can be built.

Building the 3D model initially involves downloading aerial photos, contours, and parcel information. Next, the municipal design standards and the desired site layout parameters are input into the site analysis software. Now the magic starts to happen — conceptual site design.

Locations for stormwater management and areas that cannot be graded are delineated, followed by a street layout for residential designs or a parking lot and building layout for commercial designs. The interactive parametric features are easily revised allowing for quick consideration of numerous site layout options with minimal effort.

Cost Savings and Cost Estimates

Site grading typically accounts for 20 to 40 percent of the site construction cost, so optimizing the grading plan is essential to a successful land development project. Site grading is controlled by a number of parameters set by the designer, and then the 3D modeling program automatically grades the site by optimizing the site balance to find the lowest cost. This optimization will typically save about \$15,000 per acre over conventional design methods. This amazing technology offers the luxury of doing thousands of grading plans to find the best, most cost-effective solution.

Since all of the conceptual design to this point has been 3D objects and all of those objects have been tracked by the program, the project report can provide a detailed site construction cost estimate for each alternative design. Now that was easy!





Using 3D Models in the Municipal Approval Process

The 3D model can be exported to Google Earth to put the model in context with the surrounding community. If the client has an architectural plan for their building, the shell of the building can be added to the model. This model can be saved as a Keyhole Markup Language Zipped (.kmz) file for viewing by anyone with Google Earth on their computer.

Three-dimensional site models have been very useful throughout the design process and in presenting projects to municipal boards and the public. These models help provide a much better understanding of the project and how it relates to surrounding properties. Typically putting the model into Google Earth is the best way to portray a project. This also offers the capability to actually walk through a site and show views of the project from neighboring properties. Commercial clients often want to see what their visibility will be from highways or other critical points of view.

Pre-Construction Sales and Marketing: See a VISION of your Future

Once municipal approvals are obtained, even more advanced 3D models and videos with animations can be created for marketing to investors, possible renters, or potential buyers for the project. Imagine getting a drone overview of the site layout and 360-degree interior views before construction even starts! These models can include people walking, biking, or driving cars through the project. The time of year, time of day, the weather, and even the amount of wind blowing through the trees can make for a pretty dramatic presentation. Building interiors can be rendered to show off whatever features you want to highlight. Imagine sending your buyer a link to a video with all of these features so that they can walk through your project and building before construction has even started! Do you think this may be a little more enticing than a simple brochure? ☺



Robert J. Fisher, P.L.S., P.E. is President of R.J. Fisher & Associates, Inc., a civil engineering, land planning, and surveying firm dedicated to providing innovative solutions for land development projects throughout the Central Pennsylvania region for over 30 years. He is the creator of the Land Development EnVISIONeering process and served as president of the Metro Harrisburg Home Builders Association in 2014 and has served on its Board of Directors for over 20 years. He serves on the Greater Harrisburg Realtors Association, Government Affairs Committee and currently is a member of the Cumberland County Planning Commission and the Business Attraction Advisory Committee. He can be reached at (717) 774-7534 or at www.rjfisherengineering.com.



to Keep Office Clashes **OUT OF COURT**


IT SEEMS LIKE THERE'S ONE IN EVERY OFFICE.

The late-arriver. The two-hour lunch-taker.
The Facebook addict. The online shopper.

How can employers prevent employee issues, both minor and major, from escalating into high-stakes courtroom drama?

Every employer can take simple steps to head off expensive, divisive disputes. Most solutions boil down to the golden rule, along with documentation, forthrightness, communication, and a culture of mutual respect.





These **SEVEN STEPS** can help you avoid expensive legal disputes when problems surface on the job.

1

Prepare and disseminate a clearly written employee handbook.

The cliché holds true: An ounce of prevention is worth a pound of cure.

Identify misconduct that you as an employer consider unacceptable for your employees. Make sure the handbook includes rules that you intend to enforce. Then, hold employees accountable if they violate the rules. Consider giving verbal warnings for minor offenses and written warnings for more serious offenses. Give employees a chance to respond to the allegations against them.

The handbook should include basic prohibitions on conduct that should not be permitted in the workplace, such as physical violence, profanity, pornography, sexual harassment, drug and alcohol use, misrepresentation, and theft.

The handbook can be key for new hires, who need to understand the culture and expectations of their new employer. If employers want to get the most they can from their employees, they need to delineate standards

of acceptable — and unacceptable — conduct. A range of sanctions for first, second, and subsequent offenses should be included. Employers should retain the discretion to terminate employees for serious violations.

A hard line may not always be the best approach.

For example, the handbook should describe the permitted use of social media on the job. Cell phones are essentially super-computers in our pockets, and while employers can't have employees texting all day to friends and family, they should realize that an employee may have to call or text a parent, child, day care provider, or spouse during the day for an unexpected emergency or safety check. The key is what is proportionate and appropriate, as determined by the employer's good judgment.

While drug and alcohol use on the job should be banned, drinks at a company going-away party or after-hours mixer are customary, within reasonable limits. As the beer and whiskey purveyors say, employers and employees alike should "drink responsibly."

2

Change with the times.

In today's world, casual workplaces abound.

Wearing suits and silk ties is no longer the norm. In the "olden" days, tattoos and face piercings were never an issue.

Times and standards have changed. Skilled and well-qualified workers will present themselves to you with tattoos. Each employer must judge what should be considered acceptable.

3

Promote an atmosphere of mutual respect at the workplace.

Follow the golden rule:
Treat people as you would like to be treated.

Time after time, in my decades of law practice, I have heard employees lament that they don't work in an atmosphere where that simple rule prevails. Instead, there is tension, secrecy, dishonesty, suspicion, and disrespect. Such a toxic atmosphere is unfortunate because people spend much of their lives at work.

Much unnecessary stress could be avoided if employers were to maintain a company culture built upon the golden rule, in which both bosses and rank-and-file acted like ladies and gentlemen.

4

Honesty is the best company policy.

Be straightforward with employees, in a way that is consistent with your managerial prerogatives.

Tell employees the truth about what matters to them. Expect employees to tell you the truth also, rather than fibbing about sneaking out of the office at noon or failing to complete a critical project on time.

I often see situations where employers back away from issues instead of being forthright. They may start compiling a list of past minor shortcomings of an employee that could be used to eliminate any employee in the organization. They'll use this list as justification to lay off or fire the employee, seeking to deny unemployment compensation by creating a case of willful misconduct where none exists. Most employees in Pennsylvania are employees at will. If things aren't working out, tell the employee the truth. Give the employee you cared enough to hire the chance to make a fresh start.

5

Keep the lines of communications open.

Keep the dialogue open and honest between employees and supervisors.

Promote a mutual and reasonable concern for the interests of the other. If an urgent matter develops, give an employee reasonable latitude, consistent with business necessity. Such accommodation can bolster morale and create loyalty, both of which benefit the employer. Employees, for their part, should be encouraged to be forthright about circumstances that could affect their performance, so that employer and employee can adapt to get the job done.

You obviously care enough about your employees to pay them to do valuable work for you. Remember that they have families, children, and mortgages to pay. Once you form a relationship with them, you have a responsibility to deal forthrightly and fairly with them.

The most valuable employees will respond with loyalty and an enduring commitment to the organization. This is the way to identify and retain team players.

It's up to each employer's discretion how to develop a system of "paid time off." This could take the form of a combination of personal days, vacation days, and sick days. "Sick days" should be used with caution, however; many employees will simply treat them as an entitlement or as personal days.



Most solutions **BOIL DOWN** to the **GOLDEN RULE**, along with documentation, forthrightness, communication, and a culture of mutual respect.



6

Document serious violations.

What if tension in the office sparks a major blow-up, such as a temper tantrum, a screaming match, or walking off the job?

Such disruptions should be addressed in the employee handbook and should be considered serious. They affect everyone's ability to work. They can be an indication of a bad day, which everyone has, or a problem that has been simmering. Regardless, employees cannot be allowed to believe that an on-the-job outburst is an appropriate way to address problems. Document such events and use good judgment in imposing discipline.

You can prevent unnecessary unemployment compensation and discrimination claims by documenting violations. If you don't document them, then you are allowing your ex-employee to fill in the blanks for you. A complaint to the Pennsylvania Human Relations Commission (PHRC), even if unfounded, will be inconvenient and expensive and could create long-term difficulties for you. If you act prudently, you will have documented evidence to present to an unemployment compensation referee or the PHRC.

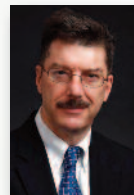
7

Face it.

It is human nature to avoid conflict, leading some managers to become mildly passive-aggressive.

They fear the conflict inherent in calling non-performing employees to account, so they sweep problems under the rug, allowing them to fester. In essence, they are letting employees run the company. If there's a problem with an employee, don't complain to others; talk to the employee directly. Like it or not, it's part of management.

Like a football coach, you must put the right people in the right positions, outline the rules and penalties, and let them perform to their capacities. ☺



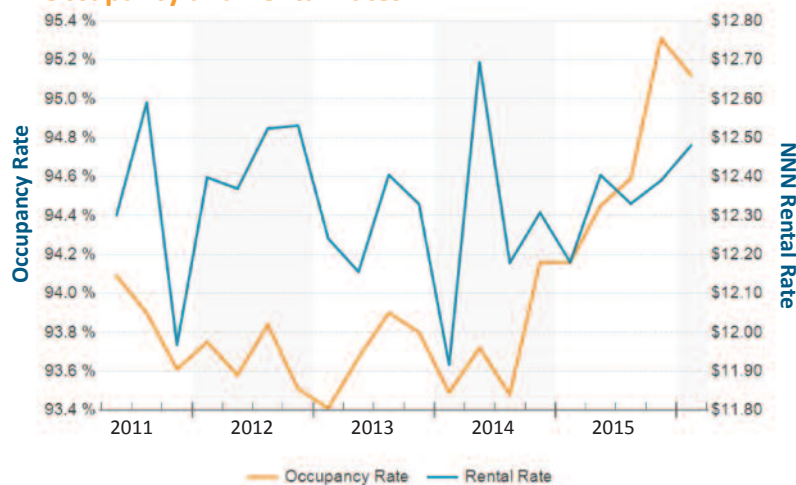
Brian C. Caffrey is an attorney with Scaringi & Scaringi, P.C., where he focuses his practice on civil litigation, employment law, contracts, business, and professional licensure/administrative law. He can be reached at (877) LAW-2555 or info@scaringilaw.com



Regional Data: COMMERCIAL/RETAIL

REGIONAL DATA

Occupancy and Rental Rates



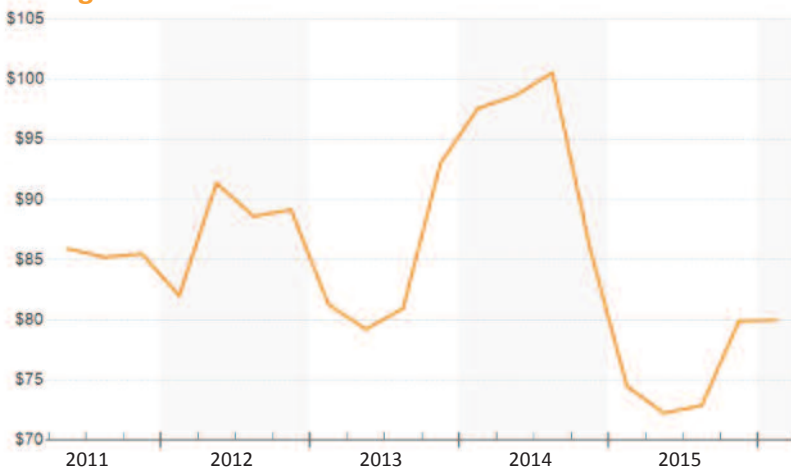
AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$13.22	\$11.86
Vacancy Rate	4.8%	6.0%
Vacant SF	1,444,780	1,784,046
Availability Rate	9.3%	9.8%
Available SF	2,770,872	2,888,966
Sublet SF	7,509	103,495
Months on Market	23.5	21.2

DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	348,246	152,515
12 Mo. Leasing SF	558,671	447,741

INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	1,966	1,940
Existing SF	29,836,790	29,568,670
12 Mo. Const. Starts	23,295	91,186
Under Construction	9,000	66,836
12 Mo. Deliveries	144,695	100,273

SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$92	\$86
Asking Price Per SF	\$87	\$95
Sales Volume (Mil.)	\$84	\$100
Cap Rate	8.5%	8.0%

Asking Price Per SF



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Cap Rate	8.5%	8.0%

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 market in Dauphin and Cumberland County.

Absorption, Deliveries, Vacancy



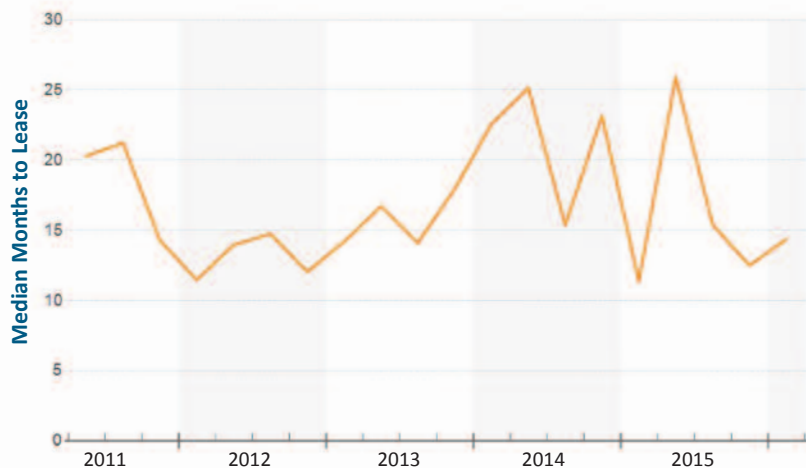
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Months to Lease



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Sales Volume (Mil.)	\$84	\$100
Cap Rate	8.5%	8.0%



CURRENT LISTINGS

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

LAND	CITY	PAGE
700 S. Baltimore Street	Dillsburg	19
Allentown Boulevard	Harrisburg	19
5148 E. Trindle Road	Mechanicsburg	19
7700 Derry Street, Lot #8	Harrisburg	19
NEW 300 S. Sporting Hill Road	Mechanicsburg	19
6325 Chelton Avenue	Harrisburg	19
Clover Hill Business Park		
Allentown Blvd. and N. Hershey Road	Harrisburg	20
Route 114 & Gettysburg Pike (NEC)	Mechanicsburg	20
Fisher Avenue	Jonestown	20
850 Wesley Drive	Mechanicsburg	20
Route 114 & Gettysburg Pike (NWC)	Mechanicsburg	20
Route 441, SWC and Orchard Drive	Harrisburg	20
Bent Creek Boulevard	Mechanicsburg	21
E. Cumberland Street (Route 422)	Lebanon	21
7940 Grayson Road, (Rear lot)	Harrisburg	21
330 South Third Street	Lemoyne	21
730 Limekiln Road	New Cumberland	21
Eisenhower Boulevard,	Harrisburg	21
370 W. Main Street	Leola	22
3050 Heidlersburg Road	York Springs	22
2600 Delta Road	Broque	22
Route 75 & William Penn Highway	Mifflintown	22
7700 Derry Street, Lots #4-8	Harrisburg	23
Waterford Square		
Carlisle Pike (Route 11)	Mechanicsburg	23
I-81 and W. Trindle Road	Carlisle	23
Lancer Street	Harrisburg	23
Lockwillow Avenue, Chiara Drive and Jaycee Avenue	Harrisburg	23

COMMERCIAL	CITY	PAGE
3939 Derry Street	Harrisburg	24
6490 Carlisle Pike	Mechanicsburg	24
415 Market Street	Harrisburg	24
639 South Street	McSherrystown	24
6520 Carlisle Pike	Mechanicsburg	24
8 Tristan Drive	Dillsburg	24

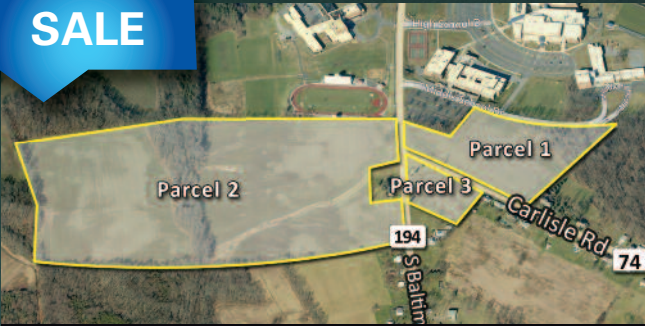
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SALE



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/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.

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!**

**NEW
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



5148 E. Trindle Road, Mechanicsburg

Vacant commercial land located along Trindle Road in Mechanicsburg. Heavily traveled secondary corridor with good surrounding demographics and commercial development.

**PENDING
SALE/LEASE**



6325 Chelton Avenue, Harrisburg

3.75 Acres of office land sites with potential signage exposure to over 57,000 cars daily on I-81. Less than one mile from Route 22 and I-81. Can be subdivided to 1.0+ acre lots. **Price reduced!**



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



850 Wesley Drive, Mechanicsburg

4,050 SF office building on 2.49 acres available for sale. The land could be subdivided into two parcels. Site is zoned for a variety of retail and commercial uses.

SALE



Route 114 & Gettysburg Pike (NEC), Mechanicsburg

2.140 – 2.970 Acres available in this high-profile corner lot. Located at signalized intersection situated off the PA Route 114/US Route 15 interchange. Area is populated with affluent, upper middle class neighborhoods and is continuing to expand.

SALE



Route 114 & Gettysburg Pike (NWC), Mechanicsburg

3.340 – 7.120 Acres available. Located directly across from Mechanicsburg Middle School and situated just off the PA Route 114/US Route 15 interchange. Area is populated with affluent, upper middle class neighborhoods and is continuing to expand.

SALE



Fisher Avenue, Jonestown

Over 13 acres of land available for sale, located directly off I-81 (exit 90) and I-78. It is zoned Commercial with many business possibilities.

SALE



Route 441, SWC and 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).


SOLD
Bent Creek Boulevard, Mechanicsburg

Highly visible corner at the entrance of one of the West Shore's most prominent business parks. The two lots can be sold separately or as the entire 4.44+/- acres. 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. **Lot 3A Pending!**


SOLD
330 South Third Street, Lemoyne

Development opportunity, 8.5 acres. High profile retail site or medical complex along I-83; just over the I-83 bridge in Lemoyne. Great visibility for a retail center or a medical complex. Easy access from all road networks in this area.


SALE
E. Cumberland Street (Route 422), Lebanon

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


PENDING
SALE
730 Limekiln Road, New Cumberland

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


PENDING
SALE
7940 Grayson Road, Harrisburg (Rear lot)

Approximately 1.6 acres available for sale with quick access to Route 322 (Paxton Street). This property is perfect for your storage or parking needs. Zoning is Limited Manufacturing District. Call for additional details!


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

SALE/LEASE



370 W. Main Street, Leola

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

SALE/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.

SALE/LEASE



Route 75 & William Penn Highway, Mifflintown

Join Rutter's as they expand north to Juniata County. The new store (their 63rd location) is slated to open 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.

SALE



7700 Derry Street, Lots #4-8, Harrisburg

10.19 Acres available! Take advantage of current interest rates and join in on the expansion of this prime location between Hershey and Harrisburg. You can design your next space from the ground up. Easily accessible to US Route 322 and all of the Central PA highway network.

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



Waterford Square, Carlisle Pike (Route 11), Mechanicsburg

Over 16 acres remain in the park, with over 8 acres having frontage along Carlisle Pike. Waterford Square offers excellent access to major transportation routes. All lots in the park are serviced with underground power, water, gas, sewage and telecommunications.

SALE



I-81 and W. Trindle Road, Carlisle

Two parcels for sale along W. Trindle Road. Great location directly off I-81. Call for details!

SOLD



Lockwillow Avenue, Chiara Drive and Jaycee Avenue, Harrisburg

3.68 Acres available in one of the last developable tracks. Highly popular and targeted area of Route 22. The five parcels are zoned Commercial General. Call for additional details!



COMMERCIAL LISTINGS



LEASE

3939 Derry Street, Harrisburg

1,748 SF freestanding corner retail shop with good access, two drive-in doors, and ten lined parking spaces. Great visibility with over 100' of frontage on Derry Street.



**PENDING
SALE**

639 South Street, McSherrystown

2,858 SF single-story, brick retail building available for sale in the heart of McSherrystown. Former PNC bank, which features two drive-thru lanes and 12 on-site parking spaces.

SALE



6490 Carlisle Pike, Mechanicsburg

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.



LEASED

6520 Carlisle Pike, Mechanicsburg

6,500 SF well-known restaurant/diner available in prime location. Furniture, fixtures, and equipment can be purchased separately. Don't miss this opportunity to run a successful business!



LEASE

415 Market Street, Harrisburg

7,395 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.



LEASED

8 Tristan Drive, Dillsburg

1,160 SF (Suite #4) space available in this newly constructed, modern facility. This end-unit has an open floor plan and can easily be modified for a commercial, retail or office user. There is easy access and exposure to Route 15.



NEW

SALE

Confidential

No Photos Available

Confidential – Camp Hill

Great investment opportunity now available in this 42,000 SF building. Signed Confidentiality Agreement needed for additional information.

NEW

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, 2018. No deferred maintenance. On-site parking available. Can be sold with Confidential, Camp Hill.

PENDING

SALE



914 S. 13th Street, Harrisburg

Great opportunity to purchase a fully occupied, freestanding building with high exposure to more than 90,000 vehicles daily. The site is 2.440 acres with 28,492 SF available, situated alongside I-83, just north of the South Bridge.

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), 9.03% CAP rate.



OFFICE LISTINGS

SALE



3029 N. Front Street, Harrisburg

4,744 SF 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 modernize the property while keeping the early 1900's feel. **Price reduced!**

SALE



1029 Mumma Road, Wormleysburg

6,684 - 16,434 SF 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!**

SUBLEASE



208 N. Third Street, Suite 400, Harrisburg

4,642 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.

LEASE



5006 E. Trindle Road, Mechanicsburg

Unit 101 First floor, brick condominium available for sale. The space features a large, open floorplan which allows for a multiple number of uses. The location is ideal along rapidly growing Trindle Road and allows for quick access to Routes 581 and 15. **Price reduced!**

LEASE



156 Cumberland Parkway, Mechanicsburg

3,103 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.

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

1,969 – 20,112 SF contiguous available in Class A office building. Skywalk to Strawberry Square, Harrisburg Hilton and connected parking garage directly across from the Capitol Complex. Great window lines.


LEASE
3525 N. 6th Street, Harrisburg

700 – 4,656 SF flexible office space available for lease. Suites are available on the first and second floors. Building is under new ownership and is undergoing major renovations. Good on-site parking available.


SALE
1707 S. Cameron Street, Harrisburg

17,748 SF property with 6,852 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.)


LEASE
2604 N. 2nd Street, Harrisburg

800 SF second floor suite ready for tenant to lease. New carpets and fresh paint at affordable rental rate. Features large reception/waiting area, three private offices, a full kitchen with eating area, a full bathroom with washer and dryer, and on-site storage. Enjoy beautiful river views from the balcony.


SALE
3609 Derry Street, Harrisburg

22,150 SF two-story, red brick office building on Derry Street. The building has perimeter windows on both levels. Parking ratio is approximately 5 vehicles per thousand square feet.


LEASE
801 E. Park Drive, Harrisburg

1,819 SF attractive office suite available in recently renovated building. Easily accessible from I-83/Union Deposit Interchange. Good parking ratio.



OFFICE LISTINGS

LEASE



148 Reno Street, New Cumberland

4,741 SF flex space featuring a clean, open floor plan with multiple offices, good storage and a dock. Offers quick access to I-83 and the PA Turnpike (I-76). Property can be leased with 144 Reno Street (for an additional cost). **Price reduced!**

NEW

LEASE



4200 Crums Mill Road, Harrisburg

Beautifully renovated office space for lease with 2,000 SF and up available. Great window lines throughout the building and it was completely renovated June 2016. Convenient location with good access to I-81 and I-83. Excellent parking and amenities are all within a 10 minute drive.

LEASED



3552 Old Gettysburg Road, Camp Hill

2,208 SF available in this beautifully renovated building with large panoramic window lines. Quick connections to Route 15 and Route 581 make this site attractive for many users.

LEASE



800 N. 3rd Street, Harrisburg

Prominent downtown office building across from the State Museum. One block from the Capitol Complex; perfect location for attorneys and associations. On-site parking and many other amenities are available to tenants. Suites range from 210 to 760 SF. **Price reduced!**

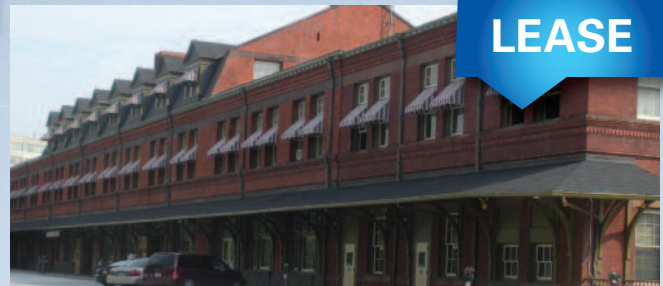
LEASE



4386 Sturbridge Drive, Harrisburg

1,600 – 7,000 SF available – can be subdivided. Newly constructed class A office space for medical or professional use. Located along Linglestown Road (Route 39) with close access to lodging, Super Giant store, eateries, gas, banking, and all major transportation corridors.

LEASE



415 Market Street, Harrisburg

Suites ranging from 500 – 3,113 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. ***50% Off Base Rent For First Lease Year.**

LEASE

3601 N. Progress Avenue, Harrisburg

1,375 SF prominent, two-story office building with Progress Avenue frontage is now offering medical/professional office space for lease. Lobby and common areas in the building have recently been renovated.

LEASE

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.

NEW
LEASE

4400 Deer Path Road, Harrisburg

1,768 SF available in this Class A, suburban high profile two-story office building at signal-controlled intersection. Close proximity to I-81 and downtown Harrisburg. Space includes a reception/waiting area, conference room, two private offices with windows, large open area (for cubicles), kitchenette and an IT room. Professional finishes throughout.

LEASE

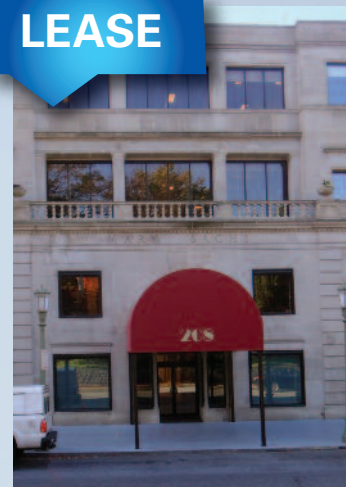
1335 N. Front Street, Harrisburg

2,000 SF functional first floor office space includes four offices, a work room, reception area, kitchen, and two bathrooms. Grand windows overlook beautiful Susquehanna River in Downtown Harrisburg. Good on-site parking with 8 spaces for first floor tenant. Conveniently located minutes from I-81 and I-83. **Price reduced!**

NEW
LEASE

2400 Park Drive, Harrisburg

2,043 – 4,421 SF available office space for lease in prestigious East Shore business location, Commerce Park. Easy access to all major highways from I-81, convenient to major retail, shopping and dining.

LEASE

208 N. Third Street, Harrisburg

335 – 2,000 SF turn-key suites 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.



INDUSTRIAL LISTINGS

**PENDING
SALE/LEASE**



240 Silver Spring Road, Mechanicsburg

12,430 SF single-story flex space located on heavily traveled Silver Spring Road. Property has been well-maintained over the years and has a flexible floorplan which could accommodate a variety of users. Excess land allows for additional parking or potential expansion.

LEASE



151 Allendale Road, Mechanicsburg

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

SALE



1039 S. 13th Street, Harrisburg

24,000 SF large, functional warehouse available. Property features some office area (with kitchen/break room, conference room and storage), a counter/showroom area and large warehouse spaces. Quick access to major local highways. The 1.82+/- acres sits on a corner and is partially fenced.

LEASE



3525 N. 6th Street, Harrisburg

1,484 – 12,592 SF available in this large economical warehouse space which underwent major renovations. Various warehouse sizes and features can be accommodated. Located in close to downtown and just off Front Street at I-81.

**PENDING
SALE/LEASE**



2969 N. 7th Street, Harrisburg

85,000 SF of clean and functional industrial space. Features eight 8' x 8' dock doors and one 18' x 15' drive-in. Excellent for assembly or light industrial uses.

**PENDING
SALE**



6 Pine Hill Drive, Carlisle

83,544 SF large, clean warehouse facility built in 1996 and recently expanded. Location is ideal off the Miracle Mile at I-81 and the PA Turnpike (I-76) in Carlisle. Approximately 8,900 SF of finished office space and 74,644 SF of warehouse space.
Price reduced!



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PO Box 8910
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www.naicir.com
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Larry Allender, left center, is not a licensed REALTOR.

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