THIRD QUARTER 2017

COMMERCIAL

## real estate



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Thanks to our sponsors to the left, the Bill Gladstone Group of NAI CIR and TrueNorth Wellness Services were able to supply goodie bags and provide treats to attendees at our annual summer event on August 1st. Some also volunteered their time during the activities.

For the sixth consecutive year, the Bill Gladstone Group of NAI CIR hosted this summer event to support TrueNorth Wellness Services. We arranged a private, live performance of Beauty and the Beast, JR. at The Grace Milliman Pollock Performing Arts Center in Camp Hill, PA for children with special needs and their families. Our goal each year is to provide a free and exciting family activity in a supportive and understanding environment.









## The Internet of Things (IoT)

It seems like only a few short years ago I was sitting at my desk working on my computer taking out one 5.5" floppy disk and inserting the next one. In the scheme of things, I truly understand how long ago that was... and how far we have come. It is hard to believe that in the past 30 years the leap has been so great and continues growing with almost incomprehensible speed. Now we are a world of apps, virtual reality, and artificial intelligence. Gaining the ability to send my listings into cyberspace via the internet was not that long ago, but at the time it was a huge opportunity — and a monumental milestone.

Trying to imagine all the information available on the internet is hard enough, but now consider the many tangible things we use every day (e.g., cell phones, computers) that are connected to the internet. This modern phenomenon has come to be known as the Internet of Things or IoT. A recent estimate from McKinsey in the 2017 SIOR Report – The Industrial and Office Magazine valued the IoT market at \$900 million in 2015 while IHS Markit forecasts 30.7 billion connected devices in 2020, more than doubling to 75.4 billion by 2025. The IoT has benefited many people throughout the world's diverse regions. It has allowed some to become more motivated, while others are able to take advantage of new opportunities.

It seems likely that the IoT will continue to grow rapidly. Business Insider expects \$6 billion to flow into developing new IoT applications, devices, integrated systems, and data. As we examine this, we should be impressed with the progress we have made over the past few years. We are the gatekeepers of future generations that will advance into even better technology!

Now we are seeing driverless cars, smart houses, and even smart refrigerators that can help you in the grocery store at the last minute when you are trying to figure out if you need to add milk to your shopping list. The IoT will continue to grow with the invention of new devices to cater to our individual and social needs.

As a realtor, the concept of "smart real estate" is particularly interesting. Building automation systems are completely changing the dynamic of managing properties. It now seems normal when I see kids turn on the lights in their homes with a few taps on their smartphones. This technology is pretty amazing and would not be with us without the IoT.

With the advent of smart buildings, new trends are emerging. New technology is making smart buildings more energy efficient, reducing their carbon footprint and allowing property managers to reduce energy waste. Machine learning and 5G connectivity are enabling smart buildings to become nearly completely autonomous. Together these new trends will be integral in the creation of future "smart cities."

Thirty years ago, if someone were to ask me "what is the internet?" — my answer would probably contained the words "network" and "information." Simply put, the internet is a network of information shared across databases and search engines all over the world. For a while, that was all the internet seemed to be. Most people think of the internet as a computer screen with the colorful word Google written above a search bar. Then again the internet is no longer just confined to computers. It is in your pocket, on your wrist, and may even be on the walls of your home. Hard to imagine the internet would be connected to so many things. Use it to your advantage.

## **NAI**CIR

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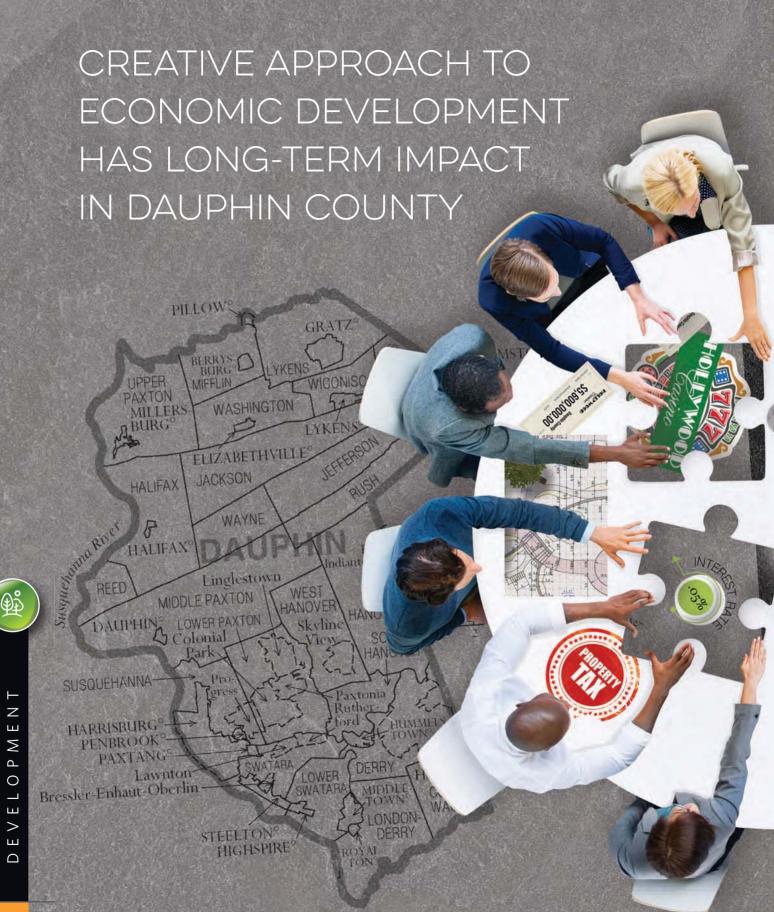
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From creating innovative programs
to fight neighborhood blight and
promoting development, to working with
municipalities to reduce flood insurance
premiums for their residents, the
Dauphin County Board of Commissioners
continue to find innovative ways to
help communities without relying
on scarce tax dollars.

"Because counties, local governments, and school districts are forced to primarily depend on property taxes for revenue, it's imperative that we find creative solutions to problems that don't put financial pressure on our residents," said Chairman Jeff Haste.

"We've been able to hold the line on property taxes for 12 years by careful budgeting and finding creative ways to leverage our resources for maximum impact."

BY JEFF HASTE, MIKE PRIES, GEORGE P. HARTWICK, III

## SEED MONEY FOR ECONOMIC DEVELOPMENT

In early 2017, the commissioners announced the acquisition of 411 acres in Middle Paxton Township for the new Detweiler Park – the largest of the county's eight parks. The purchase and planned development of the park is possible in large part due to \$607,000 from funding received through the casino revenue sharing program with Hollywood Casino at Penn National.

Chairman Jeff Haste stated that they awarded \$5.6 million in gaming grants that are being used to renovate fire stations, buy a water rescue boat, repair aging township bridges, and upgrade water and sewer plants. However, he said this critical program is in jeopardy if state lawmakers and the governor don't act soon.

In September, the state Supreme Court of Pennsylvania found part of the wording governing the local share tax that most casinos pay on their slot machine earnings was unconstitutional, but also gave lawmakers time to fix the issue. Following the ruling, the commissioners applauded Hollywood Casino at Penn National for agreeing to provide local share money through 2017 while legislative action is pending.

Under state law, the county must use the grant funds for projects that help human services; improve local infrastructure, such as water and sewer; enhance transportation; address health and safety needs; and further public interest initiatives. In Dauphin County, the commissioners set up an advisory panel to impartially review grant requests and make recommendations.

"Without this money, townships and boroughs would be forced to raise property taxes or leave critical needs unmet," said Commissioner Mike Pries. "Much of the money helps our county's first responders and makes our communities safer."

## "BANKING" ON THE FUTURE

In 2013, the commissioners used \$250,000 in gaming revenue as seed money to create the Dauphin County Land Bank, which was the first in Pennsylvania. Today, the bank has successfully completed two projects in Susquehanna Township, combatting the blight that threatens the neighborhoods.

The first project, renovating a vacant home in the 3500 block of Centerfield Street, sold to a family for \$120,000. In October of 2016, the bank completed its second project: five new townhomes in the 4700 block of Tuscarora Street, replacing a line of trash-filled and half collapsed duplexes.

"It's been said that one blighted property is like a cancer in a neighborhood that slowly spreads, but most municipalities don't have the money to buy and renovate abandoned properties," said Commissioner George P. Hartwick, III.

"This is one example of how we never stop looking for creative approaches to solve problems without turning to local tax dollars," Hartwick said. "The Land Bank brings tax delinquent properties back on the tax rolls, helping both a neighborhood and the entire community."

Creativity is also the key to the Dauphin County Infrastructure Bank (DCIB) – also the first of its kind for Pennsylvania when it was established in 2013. At the time, Haste approached then-Pennsylvania Department of Transportation (PennDOT) Secretary Barry J. Schoch about the idea of creating a bank to give ultra-low interest loans to pay for transportation-related projects. Seed money came from the roughly \$1 million the county receives annually in liquid fuels money (generated from taxes on petroleum products) to leverage \$30 million over three years from PennDOT's Infrastructure Bank.

"It was possible because over the past three decades, the Board of Commissioners responsibly used liquid fuels money to repair or replace the county's bridges, allowing us to use the money to pay for other kinds of projects," Haste said. "Among the first projects were fixing a dangerous intersection in West Hanover Township, funding streetscape improvements in Middletown to promote development, and allowing Londonderry Township to replace three aging bridges it owned."



All projects receive interest rates of less than 1 percent with most repaying the loan within 10 years at a .5 percent rate.

Among the DCIB projects now underway are a massive \$4.8 million storm sewer upgrade project in the Susquehanna Township neighborhoods along North Sixth Street and a \$3.1 million streetscape improvement in downtown Hershey.

"These loans are available to private companies as well as municipalities, which makes our Infrastructure Bank an important tool to spur development and create jobs," Pries said. "It's another way of helping improve the lives of our residents without turning to property taxes."

## PROTECTING PROPERTY VALUES AND NEIGHBORHOODS

In 2014, federal legislation was brewing that threatened to upend communities in Dauphin County as well as throughout Pennsylvania and the nation. The Biggert-Waters Flood Insurance Reform Act of 2012 would have eliminated flood insurance discounts and subsidies – causing premiums to cost in some cases as much or more than mortgages.

In Harrisburg alone, where about one-fifth of all homes are within the 100-year flood plain (think Hurricane Agnes), it was estimated flood insurance premiums on an average \$150,000 home would have jumped from around \$1,200 a year to \$6,000. Such an increase would essentially wipe out 60 percent of the home's value. Overall, Biggert-Waters could have shaved off \$1.3 billion of assessed value on properties throughout the county.

After the commissioners joined in the successful effort to repeal Biggert-Waters, they realized more needed to be done to protect property owners. Premiums are still poised to rise over time, hurting property owners.

In response, the commissioners partnered with Susquehanna Township-based Tetra Tech to work with municipalities to identify steps they can take to mitigate future flooding, ranging from public warning systems to storm sewer enhancements and other construction. The overall goal is to qualify as many municipalities as possible with the Federal Emergency Management Agency's Community Rating System, which assigns municipalities a rating based on steps taken to reduce flooding risk. Depending on the rating, property owners can see discounts of 5 to 45 percent.

Commissioner Mike Pries said when their board looked at ways they could help residents with their flood insurance premiums, helping municipalities enroll in the Community Rating System (CRS) was the best solution. By identifying worthwhile flood control projects, they can plan a long-term, regional strategy that will reduce flood insurance premiums and make their communities safer.

To date, Highspire, Millersburg, and Royalton have submitted applications to the national CRS. Paxtang, Steelton, Lower Paxton, Middle Paxton, Susquehanna, and Upper Paxton are in the process of completing their applications.

Additionally, the county is working with Harrisburg to ensure the city – the only entity in the county already in the CRS program – retains its rating. City residents, depending on the flood zone where their property is located, receive between 10 and 20 percent annual discounts on their flood insurance premiums.

"Our long-term approach to helping residents from being forced from their homes because of excessive flood insurance premiums is an example of how this board looks for real solutions to address the problems facing our residents," Hartwick said. "It's about getting the biggest impact with the limited resources we have."

As federal and state funding for certain programs continues to dwindle, the commissioners have made it a point to identify alternate sources of revenue to rebuild blighted areas and spur economic development.

"This board is committed to making our county better and these programs are helping us achieve that goal," said Haste.







Jeff Haste, Dauphin County Chairman, oversees budgetary and finance matters, county parks and recreation, the Conservation District, Cooperative Extension, the General Authority, information technology, purchasing, transportation, probation, the Planning Commission, the Harrisburg Area Transportation Study, Capital Area Transit and the Industrial Development Authority. You can reach him at (717) 780-6300 or jhaste@dauphinc.org. (pictured on left)

Mike Pries, Dauphin County Commissioner, oversees the county's Department of Community and Economic Development, Safety and Security, Veterans Affairs, Facility Maintenance, Waste Management and Recycling, Domestic Relations, the Prison, Judicial Center, Registration and Elections, the Emergency Management Agency and the Dauphin County Library System. You can reach him at (717) 780-6300 or mpries@dauphinc.org. (pictured in center)

George P. Hartwick, III, Dauphin County Commissioner, has primary oversight of the county's Human Services Department, Tax Assessment Office, Human Resources, Children and Youth, Juvenile Probation, Area Agency on Aging and other initiatives. You can reach him at (717) 780-6300 or ghartwick@dauphinc.org. (pictured on right)



# REAL ESTATE REVIEW

# WHAT YOU NEED TO KNOW

LEASING SPACE TO HEALTH CARE SERVICE
PROVIDERS REQUIRES THE PARTIES TO CONSIDER
REGULATORY AND STATUTORY REQUIREMENTS
THAT MAY NOT BE FAMILIAR TO LANDLORDS
TRADITIONALLY LEASING OFFICE SPACE.

Commercial office building landlords frequently find themselves leasing to health care provider tenants. A landlord may not consider doctor's offices or diagnostic labs as specialty uses, but there are several lease provisions that may warrant special attention when a tenant is a medical service provider. Additionally, while a commercial landlord who is not a physician or other health care service provider is not subject to the Stark Law¹ or the Anti-Kickback Statute², larger health care tenants may nevertheless require that their landlords agree to comply with these regulatory laws. Accordingly, landlords will need to consider these regulatory requirements in their leases.

## STARK AND ANTI-KICKBACK LAWS

The Stark Law and the Centers for Medicare & Medicaid Services' (CMS's) companion regulations prohibit a physician from referring Medicare and Medicaid patients for "designated health services" to an entity if the physician or a member of the physician's immediate family has a financial (including ownership/investment or compensation) relationship with the entity, unless a specified exception or safe harbor applies. The Stark Law also prohibits entities from presenting or causing to be presented a claim to any individual, payor or other entity for designated health services furnished under a prohibited referral.

The federal Anti-Kickback Statute prohibits any knowing and willful offer, payment, solicitation or receipt of any form of remuneration, either directly or indirectly, in return for, or to induce, (i) the referral of an individual for a service for which payment may be made by Medicare, Medicaid or another government-sponsored health care program or (ii) the purchasing, leasing, ordering or arranging for, or recommending the purchase, lease, order or arrangement of, any service or item for which payment may be made by Medicare, Medicaid or another government-sponsored health care program.



## WHILE COMMERCIAL LANDLORDS WHO ARE NOT PHYSICIANS (or the immediate family

member of a physician) and who do not make or receive referrals to or from their medical service provider tenants are not subject to Stark and Anti-Kickback laws, some larger health care provider tenants may insist on strict compliance with these regulatory laws due to the heightened scrutiny health care entities receive from authorities. The good news for commercial landlords is that the safe harbor requirements under the Stark and Anti-Kickback laws are typically satisfied in the normal course of most arm's length commercial leases:



- The lease must specify the premises to be leased by the tenant and cover all of the space leased between the parties. Any storage space or other space that the tenant leases in addition to the premises should also be covered by the terms of the lease.
- The lease term and any renewal terms must be for at least a one-year period. Neither the initial lease term, nor any extension periods may be for less than one year.
- Rental charges for the premises (including tenant concessions, such as allowances and free rent periods) must be at fair market value, consistent with arm's length lease transactions. The rent must be set in advance and cannot take into account the value or volume of any referrals. This requirement is unlikely to be a concern when a landlord is not a medical service provider. For regulatory purposes, fair market

value means the value of the rental property for general commercial purposes, not taking into account the intended use of the premises. To satisfy these safe harbor requirements, the parties should confirm that the health care provider tenant's lease terms are no more favorable than those of other tenants of the building. The "set in advance" requirement does not forbid future rental increases so long as there is either a definitive formula (such as adjustments tied to the consumer price index) for calculating how rent will be increased during the term or specified increases.

The space leased must not exceed that which is reasonably necessary to accomplish the commercially reasonable business purpose of the rental. The leased premises must be used exclusively by the tenant and may not be shared with or used by the landlord or any entity related to the landlord.



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### **UTILITIES AND MEDICAL WASTE**

Medical office and lab users often have more intensive water and electricity usage than typical office users. Additionally, health care service provider tenants may need an uninterrupted power supply, requiring the installation of back-up generators. The parties should determine how the cost of these utilities and services, which may exceed the usage by other tenants, will be paid for by the tenant under the lease.

Additionally, health care tenants typically generate medical waste. The parties should allocate the responsibility for the separation, storage, removal and disposal of this waste in the lease, all of which must be done in compliance with applicable laws. Additionally, the party responsible for the medical waste (typically the tenant) should indemnify the other party for any failures to comply with law or other claims related to the medical waste.

### SECURITY AND LANDLORD ACCESS

The Health Insurance Portability and Accountability Act (HIPAA) requires health care provider tenants to take steps to prevent the disclosure of protected health information (PHI). In the typical landlord-tenant context, any PHI exposure would likely be incidental only, but tenants should still ensure that their leases prevent landlords from accessing or disclosing PHI. A tenant may require that their landlord follow the tenant's adopted security protocol before entering the premises, and the tenant should require that PHI and any equipment containing PHI be excluded from any landlord liens, so that the landlord has no legal right to acquire this property to satisfy any claims that the landlord may have. If a tenant stores pharmaceuticals or other regulated substances

within the premises, the parties should determine who is responsible for providing security to the space. Often due to regulatory concerns, the tenant is most likely responsible for, and may be best equipped to contract for, any required security.

## **TENANT IMPROVEMENTS**

Medical user tenants may require more expensive tenant improvements than typical office tenants. Floors may need to be reinforced to handle heavy equipment or lead-lined partitions may be needed for x-ray rooms. Exam rooms may each require sinks and special cabinetry. The parties should consider the scope of any potential build-out or tenant improvement allowance early on in the negotiation of lease terms.

### ADA

The offices of health care service providers are typically considered places of public accommodation under the Americans with Disabilities Act of 1990 (ADA). Both the landlord and tenant are subject to accessibility requirements under the ADA. If upgrades to the building or property will be required under the ADA (such as increases in handicapped parking or ramps), the parties should negotiate who is responsible for the cost and performance of these improvements in the lease.

While every lease is unique, leasing space to health care service providers requires the parties to consider regulatory and statutory requirements that may not be familiar to landlords traditionally leasing office space. The parties should also negotiate the allocation of the responsibility for and costs of any specialty services or utilities provided to the tenant.

### **Endnotes**

1 §1877 of the Social Security Act, 42 U.S.C. 1395nn.

2 42 U.S.C. §1320a-7(b).

3 Designated health services include clinical laboratory services; physical therapy services; occupational therapy services; outpatient speech-language pathology services; radiology and certain other imaging services; radiation therapy services and supplies; durable medical equipment and supplies; parenteral and enteral nutrients, equipment and supplies; prosthetics, orthotics and prosthetic devices and supplies; home health services; outpatient prescription drugs; and inpatient and outpatient hospital services.

The material in this publication was created as of the date set forth above and is based on laws, court decisions, administrative rulings and congressional materials that existed at that time, and should not be construed as legal advice or legal opinions on specific facts. The information in this publication is not intended to create, and the transmission and receipt of it does not constitute, a lawyer-client relationship.



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## HOW MANY OF US WILL RETIRE WITH \$1 MILLION OR MORE IN SAVINGS?

More of us ought to – in fact, more of us may need to, given inflation and the rising cost of health care.

Sadly, few pre-retirees have accumulated that much. A 2015 Government Accountability Office analysis found that the average American aged 55-64 had just \$104,000 in retirement money. A 2016 GoBankingRates survey determined that only 13 percent of Americans had retirement savings of \$300,000 or more. 1.2

A \$100,000 or \$300,000 retirement fund might be acceptable if our retirements lasted less than a decade, as was the case for some of our parents. As many of us may live into our eighties and nineties, we may need \$1 million or more in savings to avoid financial despair in our old age.



## \$1 million may sound like a huge amount of money to amass for retirement, it really is not...

## WHAT IF YOU **ARE OVER 40?**

You still have a chance to retire with \$1 million or more, but you must make a bigger present-day financial commitment to that goal than someone younger.

At age 45, you will need to save around \$1,317 per month in a tax-advantaged retirement account yielding 10 percent annually to have \$1 million in 20 years. If the account returns just 6 percent annually, then you would need to direct approximately \$2,164 a month into it.4

What if you start trying to build that \$1 million retirement fund at age 50? If your retirement account earns a solid 10 percent per year, you would still need to put around \$2,413 a month into it: at a 6 percent yearly return, the target contribution becomes about \$3,439 a month.4

## THIS MATH MAY BE STARTLING, BUT IT IS ALSO HARD TO ARGUE WITH.

If you are between ages 55-65 and have about \$100,000 in retirement savings, you may be hard-pressed to adequately finance your future. There are three basic ways to respond to this dilemma. You can

choose to live on Social Security, plus the principal and yield from your retirement fund, and risk running out of money within several years (or sooner). Alternately, you can cut vour expenses way down share housing, share or forgo a car, etc., which could preserve more of your money. Or, you could try to work longer, giving your invested retirement savings a chance for additional growth, and explore ways to create new income streams.

## **HOW LONG WILL** A MILLION-DOLLAR **RETIREMENT FUND** LAST?

If it is completely uninvested, you could draw down about \$35,000 a vear from it for 28 years. The upside here is that your invested retirement assets could grow and compound notably during your "second act" to help offset the ongoing withdrawals. The downside is that you will have to contend with inflation and, potentially, major healthcare expenses, which could reduce your savings faster than you anticipate.

So, while \$1 million may sound like a huge amount of money to amass for retirement, it really is not – certainly not for a retirement beginning 20 or 30 years from now. Having \$2 million or \$3 million on hand would be preferable.





Kumi Smalanskas joined Members 1st Investment Services in 2016. She earned her B.S. in Finance and MBA from Pennsylvania State University. She works comprehensively with their members' wealth management plans to help them achieve the goals that are most important to them and their families. She utilizes a defined and disciplined approach to help her clients make decisions. Her focus is always helping members maximize the likelihood of realizing their goals. You can reach her at smalanaskask@ members1st.org or (717) 458-6936.

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## ARE YOU LOOKING TO EXPAND YOUR CURRENT SPACE OR PREPARING TO FIND A NEW PROPERTY?

If you are in the market for commercial, office, industrial, retail, warehouse or land properties, we can assist you in finding the right one quickly. Additionally, if you have a property you would like to sell or lease, we can handle that for you as well.

Let the Bill Gladstone Group of NAI CIR be your first step in finding a solution for your commercial real estate needs.

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## Regional Data: commercial/retail



AVAILABILITY	SURVEY	5-YEAR AVG
NNN Rent Per SF	\$14.89	\$12.08
Vacancy Rate	4.7%	5.5%
Vacant SF	1,426,262	1,645,800
Availability Rate	8.0%	9.1%
Available SF	2,420,638	2,743,773
Sublet SF	15,896	48,578
Months on Market	14.4	22.3
DEMAND	SURVEY	5-YEAR AVG
12 Mo. Absorption SF	124,559	124,325
12 Mo. Leasing SF	449,421	451,897
INVENTORY	SURVEY	5-YEAR AVG
Existing Buildings	2,059	2,044
Existing SF	30,171,866	30,013,623
12 Mo. Const. Starts	45,125	84,110
Under Construction	5,000	53,817
12 Mo. Deliveries	98,866	86,645
SALES	PAST YEAR	5-YEAR AVG
Sale Price Per SF	\$117	\$107
Asking Price Per SF	\$136	\$124
Sales Volume (Mil.)	\$128	\$119
Cap Rate	7.3%	7.6%



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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 Class A and Class B Office market in Dauphin and Cumberland County.



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Under Construction 12 Mo. Deliveries SALES	5,000 98,866 <b>PAST YEAR</b>	53,817 86,645 <b>5-YEAR AVG</b>
Under Construction 12 Mo. Deliveries  SALES Sale Price Per SF	5,000 98,866 <b>PAST YEAR</b> \$117	53,817 86,645 <b>5-YEAR AVG</b> \$107



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

INVESTMENT	CITY	PAGE	INDUSTRIAL	CITY	PAGE
Confidential	Camp Hill	21	142 Reno Avenue	New Cumberland	29
NEW 691-747 Garden Drive	Harrisburg	21	NEW 1421 Stoneridge Drive	Middletown	29
1779 W. Trindle Road	Carlisle	21	NEW 507 N. York Street, Suite 7	Mechanicsburg	29
Confidential	Harrisburg	21	151 Allendale Road	Mechanicsburg	29
5620-5630 Derry Street			26 Northeast Drive	Hershey	29
5650-5670 Lancaster Street	Harrisburg	21	20 Woodcraft Drive	Mount Holly Spring	
100 Chestnut Street	Harrisburg	21	20 WOOdcraft Drive	Would Holly Spring	3 29
LAND	CITY	PAGE	OFFICE	CITY	PAGE
Clover Hill Business Park			3029 N. Front Street	Harrisburg	30
Allentown Blvd. and N. Hershey Road	Harrisburg	22	208 N. Third Street, Suite 400	Harrisburg	30
Route 114 & Gettysburg Pike (NEC)	Mechanicsburg	22	156 Cumberland Parkway	Mechanicsburg	30
NEW 8001 Grayson Road	Harrisburg	22	1029 Mumma Road	Wormleysburg	30
W. Trindle Road	Mechanicsburg	22	NEW 2151 Linglestown Road	Harrisburg	30
Route 114 & Gettysburg Pike (NWC)	Mechanicsburg	22	5275 E. Trindle Road	Mechanicsburg	30
Route 441, SWC and Orchard Drive	Harrisburg	22	30 North Third Street	Harrisburg	31
7700 Derry Street, Lots #4-7	Harrisburg	23	3609 Derry Street	Harrisburg	31
E. Cumberland Street (Route 422)	Lebanon	23	800 W. Hersheypark Drive	Hershey	31
7940 Grayson Road (Rear lot)	Harrisburg	23	130 State Street	Harrisburg	31
Lancer Street	Harrisburg	23	1707 S. Cameron Street	Harrisburg	31
730 Limekiln Road	New Cumberland	23	56 Erford Road	Camp Hill	31
Eisenhower Boulevard	Harrisburg	23	5301 Jonestown Road	Harrisburg	32
370 W. Main Street	Leola	24	4386 Sturbridge Drive	Harrisburg	32
3050 Heidlersburg Road	York Springs	24	3507 Market Street	Camp Hill	32
Waterford Square, Carlisle Pike (Route 11)	Mechanicsburg	24	800 N. 3rd Street	Harrisburg	32
2600 Delta Road	Brogue	24	415 Market Street	Harrisburg	32
Route 75 & William Penn Highway	Mifflintown	24	3601 N. Progress Avenue	Harrisburg	33
I-81 and W. Trindle Road	Carlisle	24	4400 Deer Path Road	Harrisburg	33
700 S. Baltimore Street	Dillsburg	25	2400 Park Drive	Harrisburg	33
Allentown Boulevard	Harrisburg	25	1779 W. Trindle Road Building 200	Carlisle	33
6325 Chelton Avenue	Harrisburg	25	1335 N. Front Street	Harrisburg	33
7700 Derry Street, Lot #8	Harrisburg	25	NEW 3405 Rosstown Road	Wellsville	33
300 S. Sporting Hill Road	Mechanicsburg	25	4231 Trindle Road	Camp Hill	34
Bent Creek Blvd, Lot 2	Mechanicsburg	25	24 Northeast Drive	Hershey	34
			NEW 1288 N. Mountain Road	Harrisburg	34
COMMERCIAL	CITY	PAGE	208 N. Third Street	Harrisburg	34
NEW >915 N. Mountain Road	Harrisburg	26	4405 N. Front Street	Harrisburg	34
	ŭ	26	NEW 1 Rutherford Road	Harrisburg	34
6490 Carlisle Pike	Mechanicsburg			Ü	
4949 Queen Avenue	Harrisburg	26 26			
415 Market Street	Harrisburg	26			
NEW 1011 N. Mountain Road	Harrisburg	27			
NEW 3424 North 6th Street	Harrisburg	27			
5129 E. Trindle Road	Mechanicsburg	27			
4359 Linglestown Road	Harrisburg	27			
2801 N. Third Street	Harrisburg	27			
7981 Paxton Street	Harrisburg	27			
NEW 1421 – 1423 N. Third Street	Harrisburg	28			
7040 Jonestown Road	Harrisburg	28			
NEW 812 Market Street	Harrisburg	28			
5 N. Market Street	Duncannon	28			







## 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.



### 691-747 Garden Drive, Harrisburg

24,430 SF available in this 26-unit apartment complex in the Chambers Hill area. Nice residential setting surrounded by mature trees. The complex is a mix of three, two, and one bedroom units in a three building complex.



## 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!** 



### 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.



## 100 Chestnut Street, Harrisburg

Great investment opportunity! 43,510 SF now available. This is a multi-tenanted office building that is 100% leased. The prominent downtown location is in the Central Business District, which is just a short walk to nearby restaurants, Federal Building, State Capitol Complex, Strawberry Square, Pinnacle Hospital campus, hotels, and other attractions. **Price reduced!** 

## LAND LISTINGS



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.



## Route 114 & Gettysburg Pike (NEC), Mechanicsburg

2.166 - 2.996 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.



## 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.



## 8001 Grayson Road, Harrisburg

2.25 Acres available in a high-profile and convenient location on Route 322 with access from Grayson Road. The property includes 8,484 SF +/- of existing structures, which could be repurposed, or the entire site could be redeveloped.



## 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).





## 7700 Derry Street, Lots #4-7, Harrisburg

7.89 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. **Price reduced!** 



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!** 



## 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!** 



## 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



## 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, Broque

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.



## 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.



## Route 75 & William Penn Highway, Mifflintown

Join Rutter's in Juniata County. The new store (their 63rd location) opened last summer 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.



## 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.



### 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.



## 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.



## 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.



## 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!** 



### 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.



## COMMERCIAL LISTINGS



1,187 SF available in this completely renovated retail or office space on the ground level. Space is nicely outfitted and features a waiting area, conference room, two offices, in-suite restroom and kitchenette. Flexible fit-out for a variety of users. The building is situated along N. Mountain Road.



## 4949 Queen Avenue, Harrisburg

Great flex space right off Jonestown Road in Harrisburg. The 3,990 SF property has been well-maintained and can be altered to accommodate many uses. There is 1,044 SF of additional storage space available, which is not included in the total square footage.



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

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.

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Adventures in Land Development

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1,080 SF available in this great opportunity to lease retail or office space in an established, long-standing neighborhood center. The property is highly visible and easy to find. Space includes an open area, two offices, conference room, break area and powder room. Competitive lease rates are available.



## 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!** 



## 3424 North 6th Street, Harrisburg

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



## 2801 N. Third Street, Harrisburg

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



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



## 7981 Paxton Street, Harrisburg

960 SF single-story commercial office with a large detached 2-bay garage located on heavily traveled Route 322 with 34 parking spaces. The property is ideal for a car sales and service center. It could also be used for a general office or retail use. Many updates have been made over the years including new windows, A/C unit and modifications to make the office handicap accessible.



## COMMERCIAL LISTINGS



560 - 1,565 SF available in this great leasing opportunity in completely renovated and updated buildings 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. The property can be subdivided to accommodate the needs of various users.



Open warehouse space available, along with office and commercial space in Downtown Harrisburg. Docks and about 100 parking spaces are available. Easy access from I-81, I-83, and the local road system.



2,580 SF available in this former bank on corner parcel at signalized intersection. Well-maintained property with large, open reception area and multiple private offices.



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!** 



## Thank You For Voting!



Commercial Real Estate Agent





## INDUSTRIAL LISTINGS





Good space for a light manufacturing or small warehousing operation. The available 8,127 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.



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.



## 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

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.



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!** 



## 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!** 



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

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.

**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

1,969 - 6,500 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.



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. **Price reduced!** 



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 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.



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!



2,370 SF single-story, brick office/medical space on a corner parcel. Very clean and well-maintained. Functional floorplan and on-site parking make this property well-designed for a variety of users.



### 5301 Jonestown Road, Harrisburg

1,485 SF freshly renovated, professional office space now available in this highly visible mixed-use building on Route 22. Across from the Colonial Commons Shopping Center, this attractive building is located in the heart of Harrisburg's number one retail corridor in close proximity to I-83 and I-81.



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



5,400 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

210-700 SF prominent downtown office building available 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. **Price reduced!** 



## 415 Market Street, Harrisburg

Suites ranging from 566 – 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.





Prominent, two-story office building with Progress Avenue frontage is now offering medical/professional office space for lease. Lobby and common areas have recently been renovated. Office area has been completely updated with LED lights, fresh paint, new carpet squares and tile floors. The 1,375 SF offers an open, functional layout.



## 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.



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.



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



2,165 – 4,421 SF available in this newly renovated 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.



2,523 SF former bank branch office available for sublease. Located in Rosstown Commercial Center with several other commercial users. Brick, end-cap could be utilized by a retail or office user.



## 4231 Trindle Road, Camp Hill

3,600 SF available in this two-story property with tremendous exposure at a signalized intersection. Former bank with an open first floor and offices with windows on the second floor. The layout can be altered to allow for a variety of users.



## 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.



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.



510 SF second floor office space is available in this well situated two-story office building immersed within Linglestown's two major expanding business corridors with quick access to I-81.



### 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.

## **SEEKING WRITERS**



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