

FOURTH QUARTER 2020

COMMERCIAL

real estate REVIEW



NAI CIR

A PUBLICATION OF THE BILL GLADSTONE GROUP OF NAI CIR

CENTRAL PENNSYLVANIA DEALS

2719-2725 Agate Street, Harrisburg

DJAM Property, LLC purchased this 6,900+/- SF retail strip center in uptown Harrisburg. The purchase includes the four business storefronts that are in the center, including the laundromat business also purchased by DJAM. The Bill Gladstone Group of NAI CIR handled the transaction.



SOLD

55 E. Main Street, Mechanicsburg

Webster Investment Group, LLC purchased this 3166+/- SF multi-family investment property in Mechanicsburg. The Bill Gladstone Group of NAI CIR represented the seller and Naomi Brown with Rock Commercial Real Estate represented the buyer.



SOLD

Gettysburg Pike & Spring Lane Road, Dillsburg

R.F. Fager Company purchased 14.92+/- acres in Mechanicsburg. The use will eventually be for warehousing their inventory of products. The Bill Gladstone Group of NAI CIR represented the seller and Garrett Rothman with RSR represented the buyer.



LEASED

1423-A North Third Street, Harrisburg

Erika Malorzo of CommUnity Yoga leased a small retail space in the City of Harrisburg. It will be utilized as a yoga studio offering classes for all levels of fitness. The Bill Gladstone Group of NAI CIR handled the transaction.

700 Angenese Street & 651 Alricks Street, Harrisburg

DAP 3205, LP purchased nearly 50,000 SF of warehouse space and excess land at these two adjacent locations in Harrisburg. The Bill Gladstone Group of NAI CIR represented the seller and Sean Fitzsimmons of Landmark Commercial Realty, Inc. represented the buyer.



SOLD

4300 Devonshire Road, Harrisburg

Office space was leased at this location for use by PennDOT as they provide supervision on a construction project that was awarded to Pennsy Supply.

Jim Esner has also leased office space at this building. Jim is the Principal of a State Farm Insurance office, which offers home, auto and life insurance products.

The Bill Gladstone Group of NAI CIR handled both transactions. Space still remains at this location. See page 32 for complete details.



LEASED

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WILLIAM M. GLADSTONE, CCIM, SIOR

We Should be Thinking About Ourselves

This season, we should be thinking about ourselves. Yes, that's right: We should be thinking about **ourselves** and our giving habits. I hope you don't look at this as just another advertisement for some charity, one of the thousands that are out there — this is not that. I would just like you to take some time and think about what you have in comparison to what others might not have and the efforts they are making. Some are struggling to take care of their families and, in some cases, to just stay alive.

Our country's homelessness and hunger situations always increase during the winter months and have now exploded, compounded by COVID-19. People who never stood in an unemployment line, never waited at a food bank, and never had a notice of eviction are now finding these struggles are a part of daily life. It's common for us to hear or read stories of how people ended up in their current distressed situation. It's mind-boggling in some instances. These are often individuals who, pre-pandemic, collected a paycheck every two weeks and had worked for and maybe even attained the American Dream. It is almost incomprehensible.

I don't believe there is any one charity or cause that outweighs another. The only thing that matters is trying to help individuals in their time of need. Last holiday season, my Group embarked on a campaign we called "Five in Ten." We donated to five different charities in 10 days: Caitlin Smiles in Harrisburg, Humane Society of Harrisburg, Medical Outreach of Harrisburg, Hospice of Central PA, and VA Medical Outreach in Lebanon. We tried to hit every aspect of our social strata from pets to vets, from children to hospice. We called to find out what each charity needed and our entire group personally delivered our donation to these organizations.

And this year, after recently seeing a news report of the devastating problems families are facing with evictions and paying rent, I called the organization being highlighted — We Thrive Renters in Austell, Georgia to see how our Group could assist. We decided to donate rent money that will be divided among those families most in need and also Walmart gift cards that will be gifted to them during this holiday season.

That is all I am asking you to do if you are in a position to help. Find an organization that you can support. Call, ask what they can use for their clients, and then take the time to purchase it for them. This is sometimes a much better approach than just writing them a check. Your time will help maximize the dollars of your investment into their efforts.

You can feel good about helping people take care of their families and staying alive. You may never know exactly who your product served, but you can be very proud of your efforts to resolve a need for people just like you and me who were doing just fine less than a year ago.

I hope you take this message to heart and consider helping people who need your support at this time. Bless you and best wishes for a happy NEW year.



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Commercial Real Estate Review

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How Vacancy Can Affect Your Insurance

point of view
Vandalism [
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property dam
of others, etc.



Am I the Only One Who Thinks This Way?

“At least we have insurance on the place,” the owner thinks, trying to console himself while mentally tallying the smashed windows, stolen copper piping, ugly water-stained drywall, and spray-painted graffiti (not even close to being considered “art”). The break-in occurred around 6 p.m. in the once-bustling office park, and he angrily realized that it never would have happened seven months ago when the place was alive with activity.

I own a commercial property and I have insurance on it. Like many in my situation, it is easy to think that my policy is about the building, not about what’s going on with my tenants, that higher-than-normal vacancy rates don’t affect my insurance coverage. Oh, how wrong that thinking can be!

Unfortunately, during this unpredictable time of shifting demographics and increased vacancy, property owners don’t immediately think to call up their insurance agents and double-check coverage on an empty (or mostly empty) property. In this brief article, I hope to shift that thinking: The truth about insurance and vacancy is sobering and warrants our attention.

BY JESSE HARLAN

Vacancy and Why It Matters.

Let's take a look at the big picture. Insurance companies offer a policy based on the situation when it is presented to them, using all kinds of predictive tools about the local neighborhood, age of the building, distance to the local fire department, and so on. What they can't anticipate is how that "risk profile" changes when there is nobody around.

Enter: Vacancy Provisions.

Think about your real estate portfolio. If no one is using the property on a regular basis, then it is less likely anyone will notice when something bad happens. It is also more likely that others (with nefarious intentions) will notice that people are around a lot less than they used to be. If no one is in the building on a regular basis, then no one will notice that the security light has been acting funny, that the alarm system reset in a power outage and is no longer armed, or that the heat hasn't been working quite right.

You get the picture.



What Do You Mean by Vacancy?

Sure, if I have an empty shell of a property, I will probably remember to call my agent. But my building isn't vacant – all of the suites are leased (true, they are working from home) and I still have one tenant in there every day. Does this even apply to me?

Well, it might.

Let's get more specific. I'll use a common insurance policy as an example, but the biggest takeaway is that we need to keep in close communication with our agents about this, because policies differ between companies. And unless you like reading insurance language for fun (like I do), that close relationship with your agent is key to making sure you don't get surprised – in a bad way.

Many insurance policies define a vacant property in this way:

It is vacant unless at least 31% of the total area (square feet) is occupied.

But what do you mean by occupied? I mean, all the units are leased and they've got stuff in there, so that's not vacant, right?

Well, that's not enough. In order to be "occupied," the units need to be used by your tenants to conduct their typical business activities. Now we might have a problem. Is that commercial office space devoid of anything but furniture, most importantly people? Are all the computers missing, parked in employees' home offices? Does the tenant show up once a week just to collect their mail? Do they no longer see clients in that office but instead use Zoom from home, and they're just waiting until their lease runs out?

How do you determine if you meet these thresholds? Well, it's not a hard and fast rule, but which side of that risk do you want to be on?

An important note: Most policies consider properties under construction or renovation to be occupied, not vacant. So if your units are temporarily empty for that reason, you're likely still in good shape.



Why Is Vacancy Bad (for insurance)?

Okay, I'll pay more attention to this. But what does it mean for my insurance if I have a vacant property (as you defined it)?

It will depend on your specific policy.
But generally, after 30–90 days of vacancy, the coverages in the policy change.

- Many insurance companies say they won't pay for any damage that happens from specific causes. One that might seem obvious: If no one's around because the property is vacant, then theft, vandalism, and broken windows aren't going to be covered.
- What else? What if that heat pump was going bad and no one told you because they were working from home? What runs through the sprinkler system? Freezing water could be a serious issue, and that may not be covered either.
- Then, beyond the list of "We won't pay at all," most policies reduce the amount they will pay for everything else.
- Finally, the fact that a property is vacant might allow your insurance company to cancel your policy with fairly short notice. Rushing to get a replacement within a week isn't easy, and it's certainly a hassle.

How Can We Fix the Problem?

Nice of you to point out the problem; what about a way to fix it?

The good news is you can fix the vacancy-insurance issue. Here are a few places to start:

- Call your agent. It is critical to have a strong relationship with an agent who will read your policy and help you plan for these risks. Be careful here – not all agents take this as seriously as they should. Responses like “Nah, you’ll be fine” or “Everyone’s dealing with this, you’ll be okay” aren’t going to work at claim time. They are convenient for the agent, but not for you.
- Ask your agent to discuss it with the insurance company. Some companies might give you permission (get it in writing) to keep everything the way it is. Many offer a way to alter the policy and put you back in a full coverage situation, such as allowing you to decrease that 31% occupancy threshold, or extending the 30–90-day limit further out. One of these options might be perfect if you know the situation will be rectified in a few months.
- Get a quote for a Vacant Policy. There are insurance companies that focus specifically on providing coverage for vacant buildings. But be cautious here and ask your agent to walk you through the differences between this option and your current policy. Often these have more restricted coverage, meaning some things won’t be covered or the payout may be less at claim time.

A Few Closing Thoughts

When you own commercial property, there is no shortage of problems that demand your attention. As a commercial insurance agent, I’m well aware that questions like “What will happen to my policy if my building is less than 31% occupied?” cross your mind about as often as the spontaneous desire to read your insurance policy cover to cover.

But this is also the kind of thing that can turn an annoying claim situation into a devastating one. It’s my hope that you will call your agent (or find a new one if they aren’t helpful) and talk through these concerns. It’s my hope you’ll be on the front end, not the back end, of learning what vacancy means for your property insurance. 😊



Jesse Harlan is a business insurance agent with Don Jacobs Insurance Services, a full-service agency with offices in Harrisburg, New Bloomfield, Middleburg, and Shamokin. He holds a Certified Insurance Counselor designation from the National Alliance for Insurance Education and Research. His primary focus is to research what can go wrong in a business and find ways to transfer that risk somewhere else. You can reach Jesse at jesse@donjacobsins.com or on LinkedIn.



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You Are NOT Alone

HERE WE ARE, NINE MONTHS INTO A NEW WORLD ORDER. LIKE YOU, I HAVE HAD A MYRIAD OF THOUGHTS ABOUT THE SITUATION WE FIND OURSELVES IN, BUT ALSO LIKE YOU, I HAVE TO KEEP MOVING FORWARD WITH BUSINESS, WORK, AND LIFE. NOTHING HAS REALLY CHANGED ON THOSE FRONTS IN THAT WORK ISSUES NEED TO BE ADDRESSED; PERSONAL ISSUES STILL TRY TO INTERFERE WITH WORK; AND DECISIONS NEED TO BE MADE EVERY DAY. I AM ENERGIZED PROFESSIONALLY AND PERSONALLY BY THE UNIQUE CHALLENGES THIS YEAR HAS PRESENTED. AT THE SAME TIME, I AM DRAINED. REALLY DRAINED.

But why? Googling "Why am I so drained right now?" provides a slew of health reasons. Well, I am healthy and I am sleeping well (probably better than ever because I am drained). I am not dehydrated (that can do odd things to a person) since I drink at least 96 ounces of water a day. And I don't have COVID-19. Passed that test!

So, what is it? There is one significant change that I can point to on my calendar that is completely different from "Pre-C" (my affectionate reference to all things prior to March 13, 2020). There are no breaks in my day.

I look at my calendar and I do not see breaks in my day. I go from a client call, to another work task, to a Zoom meeting, to a Teams call, then a GoToMeeting call. Maybe then I'll

grab lunch but will catch up on emails while I'm eating just so I can catch the next Zoom call, complete the project that I started a few days ago, hop on the next Teams call, and respond to the "other" Team chats in which I am a "guest." Then I journal what I accomplished today and start planning for tomorrow.

Does that sound familiar to you? If you add in managing kids doing virtual school (bless the parents and teachers), the chances of a break are even lower!

When I look back to Pre-C days, I see how breaks were more automatically built in to my day. For example, I would drive to a client appointment instead of having a virtual appointment. In that scenario, I would have a break when driving to the meeting and another break driving back to the office. Two breaks when I was not attached to my computer.

BY KAREN YOUNG

So, what do we do?

I HAVE IMPLEMENTED
A FEW GROUND RULES THAT HAVE HELPED ME FIGHT AGAINST CHRONIC DRAIN.
MAYBE YOU WILL FIND SOME OF THESE TO BE HELPFUL AS WE CONTINUE TO ADAPT.



Start your day with a time of quiet. I begin each day with devotions and it has changed my life. Maybe for you it is quiet meditation, deep breathing, 15 minutes with a good book. Whatever it is, settle your mind to better position yourself for the day.

Spend a little time on yourself. Check personal emails and catch up on Facebook. Do those little things that can be a big distraction and drain on your time and your energy. Take time to reflect on what you are grateful for and looking forward to in your day.

Plan your day. Think about what you want to focus on today and what you will likely be able to focus on today. (The two may not always be the same!) Be realistic. Identify three to five priorities you want to accomplish and write them down.

Check your work email. Did you notice that this does not happen until I am grounded and the day is somewhat structured?

At this point, I am two hours into my day: one hour for me, one hour for planning and reviewing emails. I have been following this routine for almost two years now and am convinced that is part of what led HRR to 22% growth in 2019.

During the day, I am committed to trying a few things to help me reduce that constant and nagging feeling of being drained.

Limit how many times I check email. Right now, I am committed to checking it no more than four times a day with the goal of ultimately checking it no more than three times a day. (I physically cringed when I typed that! You?)



Karen Young is the award-winning founder of HR Resolutions and author Amazon's Hot New Release in Human Resources, "Stop Knocking on My Door; Drama Free HR to Help Grow Your Business." She works side by side with her clients to create workplaces where employees WANT to come to work ~ every day! Since opening her firm, she has become a regular speaker on numerous HR topics on a national basis. Karen helps professionals navigate the day-to-day challenges or employees, employment regulations and more. By sharing her passion for all things HR, she engages and entertains while helping audiences recognize the importance of effective Human Resources. You can reach her at (717) 652- 5187 or Karen@hrresolutions.com.

Scheduling breaks every day. Breaks should have equal standing on my calendar along with everything else. I am committed to scheduling at least one break every day. I am also going to take an actual break for lunch – no email catch-up allowed!

Be strategic and intentional with meetings. Ideally, I would like to limit myself to no more than three video meetings a day. This one is hard in the business of HR, where we desperately miss face-to-face interaction with our clients. But days filled with meetings never felt right Pre-C; jumping from one meeting to the next on our screens now is not going to feel any better or more productive.

Have a hard stop to my day. This is one I'm already good at! My business day is done no later than 6 p.m. each day, frankly, because my brain cannot take any more plus most of our clients are closed by that time as well. This defining end to the day can be challenging when working from home, but it is critical to achieving balance and maintaining energy levels.

I have now shared my goals publicly, now let me turn the tables a bit: What are or can you be doing to reduce the overwhelming drain many of us are facing these days? My goals and intentions may not work for you and that's perfectly OK. What works for you may be inconceivable for me. The main takeaway is to take a breath, evaluate where you are and where you would like to be, and then implement the strategies that work for you and the demands you face each day. ☺



The Lease You Can Do

Understanding the different perspectives of tenants and landlords is key to the lease modification process.



By definition, a market disruption is a situation where a market stops functioning regularly, which usually results in a steep, significant decline. The global COVID-19 pandemic that will define 2020 is a disruption like none other. For commercial real estate professionals, one significant concern is the fundamental relationship between tenants and landlords. As economic instability reverberates across all sectors and in every geographic area, leases will be under strain.

BY LYDIA BENNETT, CCIM AND SOOZI JONES WALKER, CCIM, CIOR



Every morning, you can see headlines that reflect a changing industry. E-commerce has been a bright spot in the national response to COVID-19, with major repercussions for real estate. Landlords across sectors are faced with difficult questions resulting from tenants under stress. Is forbearance a way to keep tenants in properties? Are rent deferrals a short-term solution to disruptions in retail, multifamily, hospitality, and other sectors?

Pinterest offers one huge example of how quickly things can change in the office market. Back in March, literally hours before the coronavirus led to massive shutdowns across the U.S., the online giant signed a deal for 490,000 sf of office space in San Francisco, adding up to \$440 million in total payments over the life of the lease. Flash forward to August,

Pinterest decided to pay the landlord \$89.5 million to cancel the contract. In this case, the tenant calculated the discounted value of the office space and decided to negotiate with the landlord/owner to reach an agreeable settlement - one that totaled 20 percent of the \$440 million in payments.

Clearly, things are not what they were just months ago. In light of a tumultuous commercial real estate market, lease modifications will be a hot topic moving forward. To prepare for these negotiations, it's vital to understand the perspectives of stakeholders so agreements can be made on modifications that satisfy all parties.

Who are the Stakeholders?

The list of parties in a typical lease isn't too long – often it's tenants, landlords, property managers, and lenders. In simple terms, these four are each a leg of a stool, where they rely on one





another to remain operational. For a renegotiation to be successful, these players need to work together to preserve an asset's income and value.

RENEGOTIATING LEASE TERMS	
ORIGINAL TERMS	MODIFIED TERMS
Premises: 10,500 rentable sf	Premises: 10,500 rentable sf
Base Rent Rate: \$21,000/mo (\$24/sf/yr)	Base Rent Rate: \$21,000/mo (\$24/sf/yr)
	Amortized Rent Owed: \$3,122.60/mo (\$3.57/sf/yr)
Lease Type: Modified Gross	Lease Type: Modified Gross
Term: 60 months	Term: 55 months remaining
Landlord Expense Stop: \$5.75/sf/yr	Landlord Expense Stop: \$5.75/sf/yr
Tenant Expenses: Utilities, janitorial and interior maintenance	Tenant Expenses: Utilities, janitorial and interior maintenance

Landlord: Strong revenue, offset by cost recovery and other tax advantages, generate annual income and very positive before- and after-tax yields (IRR). Timing of the cash flows is important to reach the desired yield determined at acquisition. During a disruption, however, both the return and future value of the property can come into jeopardy.

Property Manager: A property manager maintains the property with the goal of achieving the highest annual income (NOI) to the landlord and controlling expenses, all while handling the day-to-day operations of the property and keeping the tenants satisfied. Working with the tenants to ensure their success and communicating difficulties to the other parties or the landlord is paramount during a disruption.

Tenant: Tenants care about the property being maintained throughout the tenancy. Lack of proper care, for example, can reflect negatively on the tenant with customers and employees. Even though the tenant may be in distress and require assistance during a disruption, they are still concerned with the operation and viability of the property. They want to know the landlord will continue to maintain the property and continue to be financially solvent.

Lender: Not all lenders are alike. Depending on the type of loan, they can assist an owner of a property during difficult times or hinder the process due to inflexibility. Commercial mortgage-backed securities, for example, are especially difficult to alter because additional debt isn't an option. Meanwhile, lenders' willingness to renegotiate with local/national banks and private institutions varies.

When comparing the goals of tenants and landlords in any renegotiation, you first need to understand the goals of each party. Both want to preserve income and continue to be able to pay all obligations. Tenants, though, are hoping to maintain business income and keep control of the location, while landlords are interested in preserving the value of the building and maintaining ownership of it.

Landlord Total Effective Rent		
Holding Years	Total Effective Rent Before	Total Effective Rent After
1	\$191,625	\$79,905
2	\$191,625	\$190,931
3	\$191,625	\$229,096
4	\$191,625	\$229,096
5	\$191,625	\$229,096
Net Present Value	\$958,124	\$958,135
Landlord Discounted Effective Rent at 8 Percent		
Holding Years	Before Modification	After Modification
1	\$191,625	\$79,905
2	\$191,625	\$190,931
3	\$191,625	\$229,096
4	\$191,625	\$229,096
5	\$191,625	\$229,096
NVP Discount Rate	8%	8%
Net Present Value	\$765,103	\$743,534
Loan vs. New Base Rent		
Sale at EOY 3 at 8 percent cap rate:		
Sales price with base rent increased by amortized deferred rent: $\$229,096 / 0.08 = \$2,863,700$		
If amortized deferred rent is considered a loan:		
Sales price at EOY 3 with original base rent plus note owed: $\$191,625 / 0.08 = \$2,395,316 + \$74,942^{**} = \$2,470,258$ $^{**}\$3,122.60 \text{ (amortized deferred rent)} \times 24 \text{ months on lease} = \$74,942$		

Case Study

To see how these concepts operate in the field, let's examine a hypothetical case study. Med Resources Inc. is the tenant in a 10,500-sf office space owned by Equities Plus Inc. Sixty months remain on the term of the lease at \$21,000 per month, with the tenant also paying utilities, janitorial costs, and interior maintenance. But since the COVID-19 pandemic, the office has been closed.

Med Resources is facing difficulty, so it approaches Equities Plus to discuss pressing concerns. The landlord wants to assist the tenant through these difficult times, and both parties estimate a time frame of nine months for the continued disruption.



Equities Plus does not need lender approval for the lease modification because the required loan-to-value is still within the covenants of the loan. Med Resources, meanwhile, has agreed to the proposed terms that increases rent from \$21,000 per month to \$24,122.60 once deferred rent is amortized and included with original base rent.

If you are the broker for Equities Plus, do you recommend your client continue to own the asset through the next renewal or to sell it at the end of Year 3, when rent returns to what it should be in the original lease along with amortized rent, at an 8 percent cap rate?

If the current owners keep the property through the remaining term of the modified lease, they will have a total effective rent of \$958,124, with Year 3 net income of \$229,096. If they sell at the end of Year 3, the highest possible price would be \$2,863,700 (or \$229,096 divided by 0.08).

If the landlords offered an 8 percent discount on rent, even though the landlord receives all rents, deferred or not, due to the time value of money, the concessions cost to the landlord is \$212,490 over five years in current dollars.

So you have to answer two questions:

- Do I call the additional rent a “loan” to the tenant, which is then credited at face value?
- Do I add the additional rent into the base rent, effectively raising the rent throughout the remaining term (last 46 months) by \$3,122.60 per month?

You can see the sale price is \$468,000 higher when the amortized deferred rent is added to the base rent because the 8 percent cap rate of the additional rent. The base rent went from \$24 per sf to \$27.57, with \$74,942.40 in remaining rent due at end of third year. When applying a cap rate of 8 percent to the third year NOI of \$229,096, the increased property value compared to the original rent amount (NOI) is more than \$368,000.

In the end, value was found in later years by modifying the lease and increasing the base rent after providing rent forbearance. In this case, it was a win-win because the tenant received relief while the landlord increased value. Different priorities do not always mean competing priorities.

Looking ahead, as commercial real estate in all sectors works to rebound from the massive market disruption of COVID-19, plenty of questions will need to be answered, including:

- What do future investors need to do when purchasing after a market disruption?
- How does a lease renegotiation impact future options for lease renewals? What if there isn't a renewal option and the parties want to extend the lease?
- How will lender and tenant approach this conversation?

The new reality in commercial real estate includes some significant obstacles, including mandated closures, operating restrictions, increased customer safety needs, and potentially lower profits given reduced capacities.

We are not in a standard market cycle. But the best CRE professionals will recognize opportunities to assist with lease modifications, and understanding the perspectives of everyone involved is a key first step. ☺

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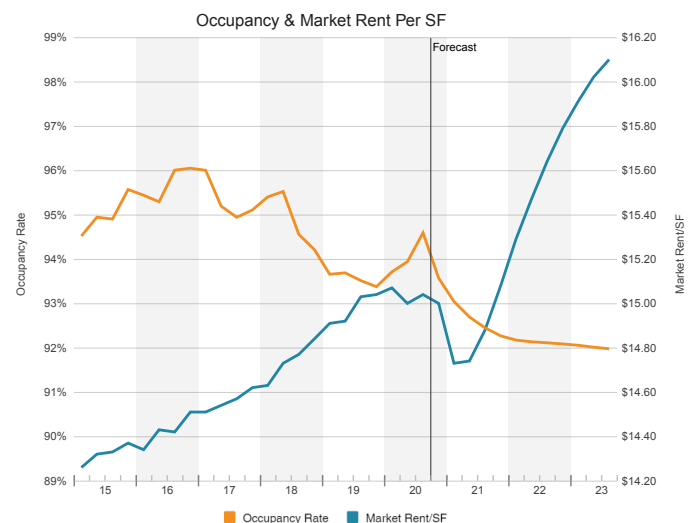
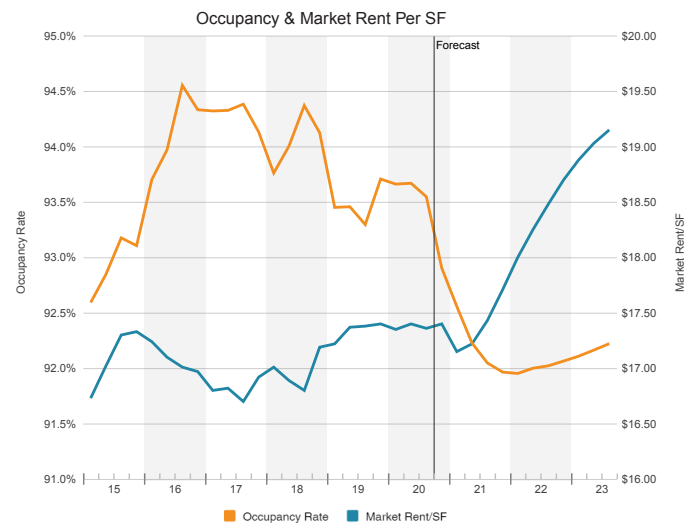
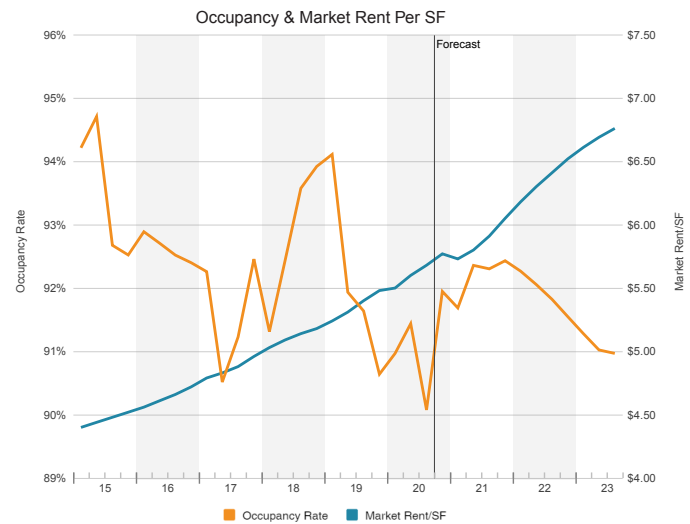
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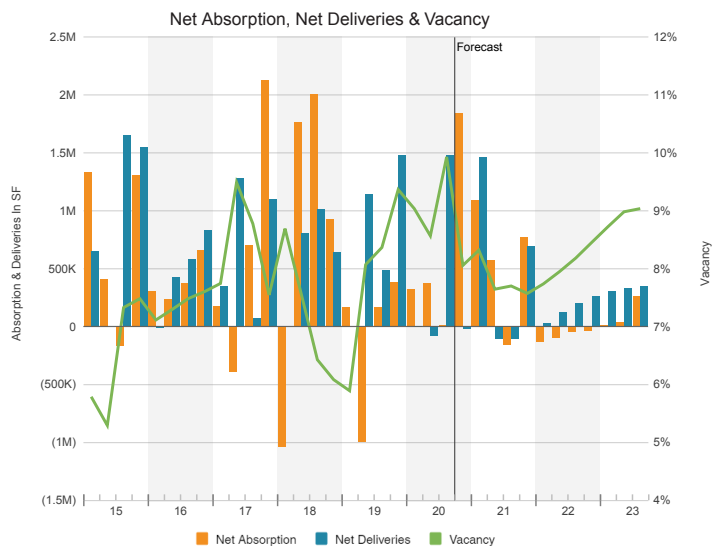


Regional Data

REGIONAL DATA

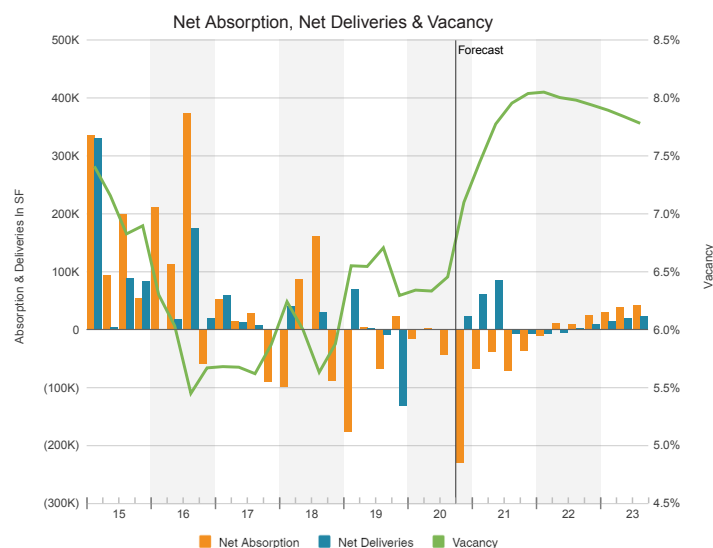
In an effort to bring our readers pertinent information regarding commercial real estate in the Greater Harrisburg Area, we are including the following graphs as part of the *Commercial Real Estate Review*.





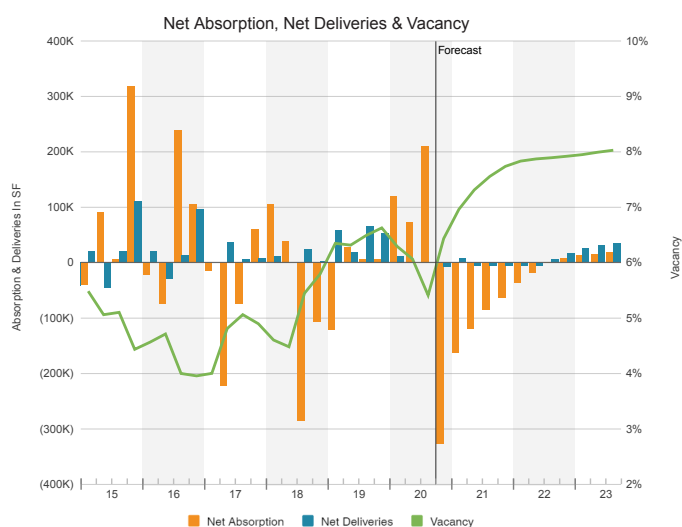
Industrial

HARRISBURG - PA	
Inventory SF	98.2M ↑
Under Construction SF	2.3 M ↓
12 Month Net Absorption SF	2.5 M ↑
Vacancy Rate	8.2% ↑
Market Rent/SF	\$5.75 ↑
Market Sale Price/SF	\$74.00 ↑
Market Cap Rate	6.1% ↓



Office

HARRISBURG - PA	
Inventory SF	35.9 M
Under Construction SF	161 K ↑
12 Month Net Absorption SF	(97.2 K)
Vacancy Rate	6.7% ↑
Market Rent/SF	\$17.41
Market Sale Price/SF	\$126 ↓
Market Cap Rate	9.3% ↑



Commercial/Retail

HARRISBURG - PA	
Inventory SF	32.2 M
Under Construction SF	14.2 K ↓
12 Month Net Absorption SF	(188 K)
Vacancy Rate	6.1% ↓
Market Rent/SF	\$15.04
Market Sale Price/SF	\$118 ↑
Market Cap Rate	8.0%



DON'T MAKE YOUR KNEE THE VICTIM

I am going to start this off with a simple, yet profound statement about the knee joint and how it works. Ready?

THE KNEE IS THE VICTIM OF THE FOOT AND HIP.

These wise words from a patient's professor sum up my philosophy of how best to address knee pain and dysfunction in the physical therapy world. It may sound a little strange to some of you, but I really want you to take this to heart, because this knowledge can help you manage your knee pain at any age and help anyone manage a multitude of knee injuries.

Let's start with the structure of the knee. The knee is a "hinge" joint with a locking mechanism called the "screw home" that improves knee stability when standing fully straight. Due to this structure, the knee is not designed to be the primary control of the leg's rotational motion. The knee's main function is to bend backward and forward.

BY SHAWN VANDERBROOK, PT, DPT, OCS



So what joints are the primary controls for rotational motion of the leg? Go back to our thesis statement: The hip and foot/ankle joints are the primary controls for rotational motion of the knees.

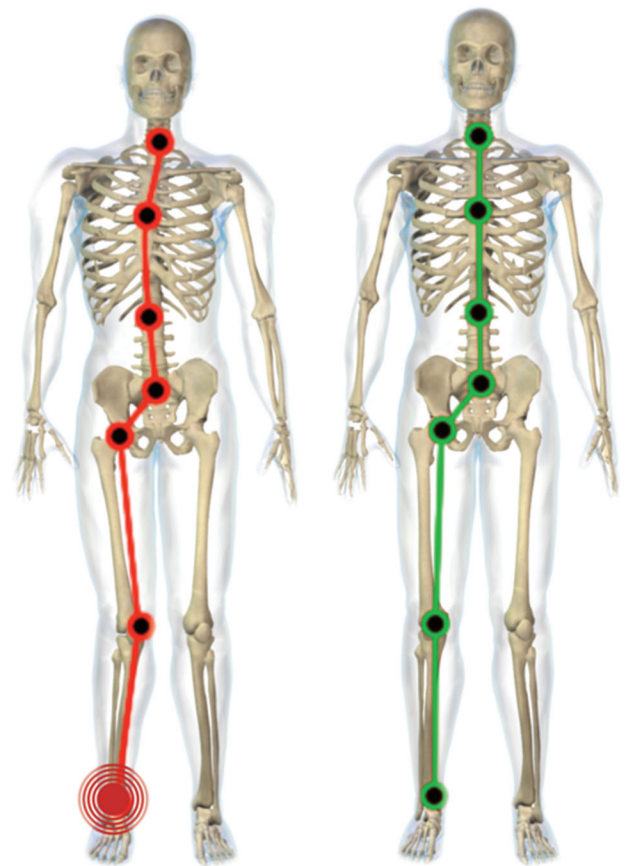
This is such an important concept to get across because it can completely change the way you have been addressing your knee pain. Injections, medications, and surgeries are all simply used to manage pain and only last a temporary amount of time. If no focus is paid to the hip and foot/ankle joint complexes, then everyone who is treating you is not providing long-term solutions.

The first and foremost way to address pain is to improve hip stabilizer strength. This means that you should be performing exercises to improve your body's ability to keep the knee in proper alignment and prevent abnormal wear and tear in one side of the knee joint or the other. This can be achieved with simple exercises prescribed by a physical therapist, based on which muscles are the weakest at the hip.

The second way to address knee pain and abnormal alignment is to address foot/ankle position with multiple types of interventions if needed. One simple intervention is attaining proper footwear and orthotics (custom or over the counter) to ensure your foot has adequate support. Other interventions could include ankle stabilizer strengthening exercises and stability exercises to improve control of your foot position and decrease abnormal stresses acting on the knee. These exercises can again be prescribed following a thorough examination from a physical therapist.

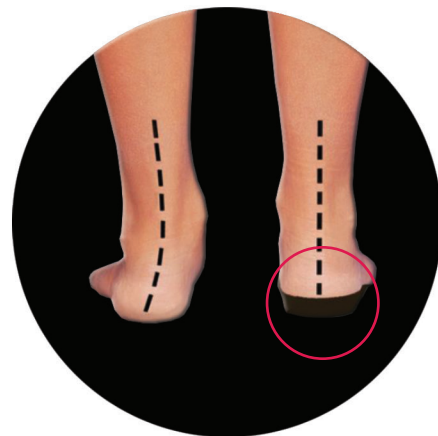
Knee pain is far more complex than most health care professionals may admit. The knee joint is part of a team comprised of the joints above and below it. If the knee's "teammates" are not doing their jobs, then the knee joint becomes the unhappy "victim." The hip and foot/ankle joints must always be assessed and addressed with any knee complaint, otherwise individuals with knee pain can only lean on short-term fixes, such as injections or medications, instead of engaging with long-term solutions that fix the root of knee pain.

Don't continue to struggle with knee pain; Take action today and meet with a physical therapist and engage in long-term solutions that can last a lifetime! 😊



Abnormal Alignment

Normal Alignment



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SOLD

55 E. Main Street, Mechanicsburg

3,166 SF three-unit apartment building available in the Borough of Mechanicsburg. Each apartment consists of one bedroom, one full bathroom, a living area and kitchen. Two of the three apartments are leased and this property has been well-maintained over the years.

**NEW PRICING
SALE**

905 E. Chocolate Avenue, Hershey

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

SOLD

90 Kempton Avenue, Harrisburg

4,024 SF four unit apartment complex. Each apartment consists of two bedrooms, one full bathroom, a living area and kitchen. Property has been well-maintained over the years. To be sold together with 5630-5638 Lancaster Street, Harrisburg.

SOLD

2719 Agate Street, Harrisburg

The entire retail center, four suites totaling 6,900 SF, is available in this high traffic retail investment within the City of Harrisburg. Property is well-maintained and fully leased. Tenants are long-term and match very well providing needed services to this area.

SOLD

5630-5638 Lancaster Street, Harrisburg

9,840 SF nine unit complex consists of eight unit, 2-bedroom apartments and one two-story house. Property has been well-maintained over the years. To be sold together with 90 Kempton Avenue, Harrisburg.



LAND LISTINGS



SALE

Kriner Road, Chambersburg

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



SOLD

**100 Narrows Drive, Lebanon
NEC of US Route 422 and Narrows Drive**

New pricing! 2.2+/- acres at the intersection of Route 422 and Narrows Drive adjacent to Holiday Inn Express. Site has level topography, stormwater management plan already approved and driveway permits from the township. All the site needs is a user to obtain plan approvals for their building and parking.



SALE

Eisenhower Boulevard, Harrisburg

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



SOLD

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

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



SALE

453 Jonestown Road, Jonestown

Over 2 acres of commercial land located just moments from Route 72 and Route 22 and quick connection to I-81 and I-78. Two-story home on the property could be utilized or removed for a redevelopment opportunity. Excellent access and visibility from heavily traveled Jonestown Road.



SALE

Route 441 & Orchard Drive, Harrisburg

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

NEW PRICING SALE



7700 Derry Street, Lot #4, Harrisburg

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

PENDING SALE



Eisenhower Blvd & Highspire Road, Harrisburg

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

NEW SALE



Hanshue Road, Hummelstown

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

NEW PRICING SALE



Allentown Boulevard, Harrisburg

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

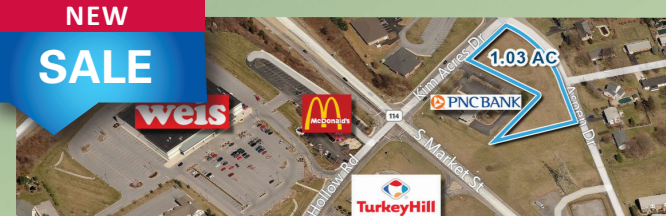
NEW PRICING SALE



730 Limekiln Road, New Cumberland

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

NEW SALE



Kim Acres and Aspen Drive, Mechanicsburg

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



LAND LISTINGS

SALE



1301 & 1345 Eisenhower Boulevard, Harrisburg

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

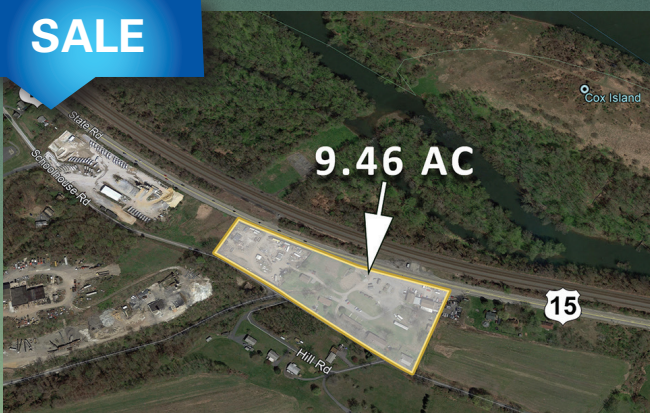
SALE



Peters Mountain Road & River Road, Routes 147 & 225 (NWC), Halifax

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

SALE



1900 State Road, Duncannon

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

SALE/LEASE



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



Waterford Square, Carlisle Pike (Route 11), Mechanicsburg

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

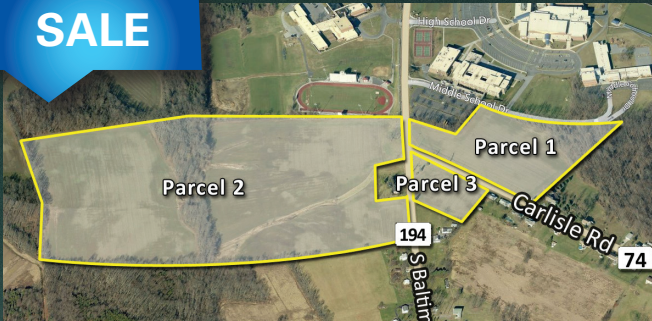
NEW PRICING

SALE



I-81 and W. Trindle Road, Carlisle

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

SALE

700 S. Baltimore Street, Dillsburg

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

SALE

503 Jonestown Road, Jonestown

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

SALE

W. Suncrest Drive and Spring Road, Carlisle

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

**PENDING
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. **Price reduced!**

**NEW
SALE**

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

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

**NEW PRICING
SALE/LEASE**

755 - 759 Kriner Road, Chambersburg

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



COMMERCIAL LISTINGS

**NEW
SALE**



25 & 33 Carlisle Street, Hanover

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

SOLD



1 N. 2nd Street, Newport

9,332 SF former bank (1st floor) centrally located on the Square. The second and third floors were apartments which will need total renovation and current permits to be occupied as rental units, but the space is there to accommodate this use in the building.

SALE



7451 Paxton Street, Harrisburg

1,842 SF highly visible, freestanding building available along Route 322 with easy access to Hershey and Harrisburg. Building was recently remodeled and is in good condition. The entire site has also recently been repaved and there are over 75 unmarked spaces available.

SALE



2801 N. Third Street, Harrisburg

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

**PENDING
SALE**



301 N. Enola Road, Enola

This 18,000 SF building was constructed in the early 1940s and originally served as housing for those working at the Penna Railroad across Route 11/15. After that it was converted into an appliance sales and service center. The property features floor to ceiling windows in the retail area with views of the Susquehanna River. In addition to the spectacular view, you also get large rooms for plenty of storage or additional workspace, all on 1.31+/- acres.

**NEW PRICING
LEASE**



415 Market Street, Harrisburg

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

NEW PRICING
LEASE

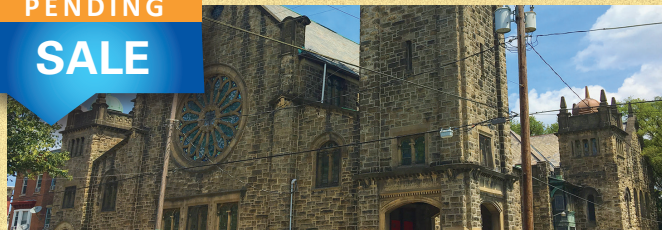
4647 Jonestown Road, Harrisburg

4,460 SF available in this popular retail site. Freestanding, updated building with great curb appeal and visibility on highly traveled street. Bright open floorplan on first floor and lower level floor features a separate entrance and drive-in door.

NEW PRICING
LEASE

5129 E. Trindle Road, Mechanicsburg

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

PENDING
SALE

2221 N. Sixth Street, Harrisburg

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

SALE

453 Jonestown Road, Jonestown

Over 2 acres of commercial land located just moments from Route 72 and Route 22. Two-story home on the property could be utilized or removed for a redevelopment opportunity. Excellent access and visibility from heavily traveled Jonestown Road.

NEW PRICING
SALE

1440 State Street, Camp Hill

4,019 SF single-story, freestanding commercial building on heavily traveled State Street in Camp Hill. The former NAPA store has an open floorplan which would allow for many commercial/retail uses. Good parking and excellent visibility are just a few of this site's notable features.

LEASE

611 N. 12th Street, Lebanon

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



OFFICE LISTINGS

SALE



127 Kim Acres Drive, Mechanicsburg

2,550 SF single-story brick office/retail building with an open floorplan, excellent parking, and good access to Route 11/15. The property is well kept and on a corner location.

LEASE



1801 Oberlin Road, Middletown

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

NEW PRICING

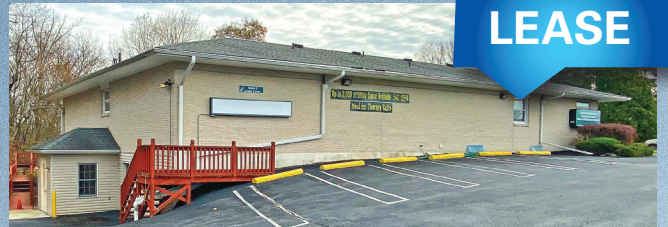
LEASE



208 N. Third Street, Harrisburg

145-4,542 SF available office space in a prime central business district location. This historic building faces the Capitol Complex with great window lines. All the downtown amenities are a few steps from the doors and parking is a block in every direction.

LEASE



4300 Devonshire Road, Harrisburg

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

LEASE



156 Cumberland Parkway, Suite 200, Mechanicsburg

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

NEW PRICING

LEASE



5275 E. Trindle Road, Mechanicsburg

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

LEASE

30 N. Third Street, Harrisburg

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

SUBLEASE

3 Kennedy Street, Lancaster

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

NEW
LEASE

3780 Trindle Road, 2nd Floor, Camp Hill

790 SF centrally located property along Trindle Road with great visibility and excellent access. Second floor suite, above prestigious Mountz Jewelers, features three offices and a reception area. Very well-maintained property.

NEW PRICING
SALE/LEASE

1001 S. Market Street, Mechanicsburg

2,380 SF available in this two-story professional medical office. Recently renovated (2015-2020) with high quality finishes and an efficient floorplan. Desirable location in Southpoint Office Center at the intersection of Market Street and Shepherdstown Road and near Cumberland Parkway exit of Route 15.

NEW PRICING
LEASE

3507 Market Street, Suite 102, Camp Hill

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

LEASE

1773 W. Trindle Road, Suites B & D, Carlisle

800 - 885 SF available in this newly updated office space for lease along busy Trindle Road. Easy access to I-81 and the rapidly growing areas of Carlisle. Located right in the heart of new retail and adjacent to Target anchored Carlisle Crossing Shopping Center.



OFFICE LISTINGS

NEW

SALE/LEASE



510 N. Front Street, Wormleysburg

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

NEW

LEASE



2008 – 2010 Market Street, Camp Hill

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

NEW PRICING

LEASE



4386 Sturbridge Drive, Harrisburg

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

LEASE



800 N. 3rd Street, Harrisburg

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

NEW

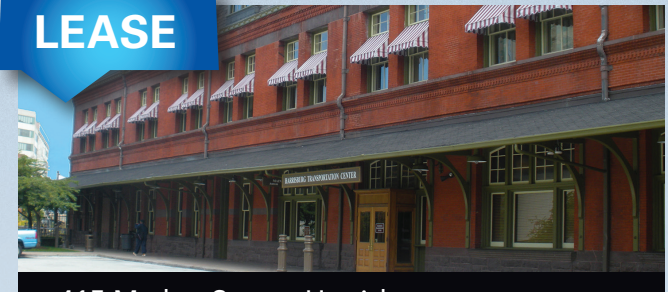
LEASE



930 Century Drive, Suite 102, Mechanicsburg

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

LEASE



415 Market Street, Harrisburg

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

**NEW PRICING
SALE**

5006 E. Trindle Road, Mechanicsburg

Condominium units now available for sale in this building. Two suites in this building with 2,113 – 3,802 SF contiguous available. They can be sold individually for owner/user or together as an investment. This is an excellent location in a newly developed area of Hampden Township.

**NEW PRICING
SALE**

5010 E. Trindle Road, Mechanicsburg

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

LEASE

1665 Roosevelt Avenue, York

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

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. Parking available in a lot on the next block for the first floor tenant. Conveniently located minutes from I-81 and I-83.

**FREE RENT
LEASE**

301 Chestnut Street, Harrisburg

485 – 10,918 SF (27,265 SF total) available at Pennsylvania Place. This is a one-of-a-kind development for the Harrisburg market that includes over 50,000 SF of Class A office space in the City's thriving downtown district. The building offers an ultimate level of visibility, functionality and sophistication. On-site parking, workout facility, a swimming pool and high-end finishes embody the urban luxury of this high-rise mixed-use building. **Call for FREE RENT details!**

**NEW
LEASE**

2090 Linglestown Road, Suites 107 & 205, Harrisburg

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



OFFICE LISTINGS

**PENDING
SALE**



75 E. Derry Road, Hershey

Attractive, well-maintained, 6,760 SF single-story office building located 0.5 mile from Chocolate Avenue in downtown Hershey. The building sits on 1.4 +/- acres and has approximately 45 parking spaces on-site. The interior consists of private offices, open areas, conference/meeting room and plenty of storage.

**PENDING
SALE**



815 Waynesboro Pike, Fairfield

2,024 SF freestanding, former financial institution on a corner parcel in the Borough of Carroll Valley. This location offers good exposure and visibility. Two drive-thru lanes are protected by a 400 +/- SF canopy.

**NEW PRICING
SUBLEASE**



300 N. 2nd Street, Suite 704, Harrisburg

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

LEASE



1029 Mumma Road, 2nd Floor, Lemoyne

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

**NEW
LEASE**



30 E. Shady Lane, Enola

2,400 SF medical/professional office suite available at fiercely competitive rate in a convenient location. Property has recently been renovated and is well-maintained. Current tenant has out-grown the space and will be leaving by the end of 2020.

SALE



2451 N. 3rd Street, Harrisburg

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

LEASE


**500 N. Progress Avenue, 2nd Floor
Harrisburg**

1,250-2,500 SF office space available for lease on the second floor of a well-maintained office building. The second floor consists of private offices, open work areas and a full kitchen. Conveniently located in Susquehanna Township minutes from I-81, I-83, Route 322, downtown Harrisburg, PA Farm Show Complex & Expo Center and Harrisburg Area Community College (HACC). For additional details, or to set up a showing, please call Nik Sgagias or Amber Corbo at (717) 761-5070.

LEASE


4823 E. Trindle Road, Mechanicsburg

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

LEASE

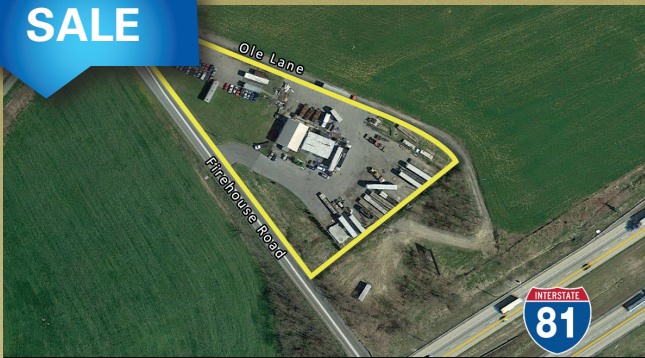

101 N. Pointe Boulevard, Lancaster

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

**NEW
SALE**


200 S. Progress Avenue, Harrisburg

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

**SALE****140-148 Ole Lane, Grantville**

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

SOLD**638 & 651 Alricks Street, Harrisburg**

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

SOLD**700 Angenese Street, Harrisburg**

29,280 SF functional warehouse property for sale along the 6th Street industrial corridor. Convenient access to I-81, Route 22/322 and the City. A 5,500 SF temporary canvas building has been setup at this location, which can also be purchased for an additional cost.

LEASED**1900 Crooked Hill Road, Harrisburg**

Multi-use building with up to 8,000 SF available for lease. Built in 2001, the space features newer upgrades - high ceilings (18'7" clear), 2 docks, 2 drive-in's, a sprinkler system and central air and heat. Located minutes from the City of Harrisburg, Route 22 and I-81, this site is highly desirable.

PENDING**SALE****40 Landings Drive, Annville**

9,720 SF large warehouse could fit a variety of uses - sandblasting, vehicle repair, painting and much more. Property features 18'x16' doors (two drive-thru's), a 24.25' clear ceiling height and small office space. Equipment including rotary screw air compressor, media blasting, and pressure washing equipment can be made available.

NEW**LEASE****5610 Derry Street, Harrisburg**

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



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Autumn Addley, front right, is not a licensed REALTOR.

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