

THIRD/FOURTH QUARTER 2021

COMMERCIAL

real estate VIEW



NAI CIR

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CENTRAL PENNSYLVANIA NEW LISTINGS

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LEASE PAGE 34 CARLISLE



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LEASE PAGE 24 CAMP HILL



SALE PAGE 25 HARRISBURG



LEASE PAGE 25 CAMP HILL



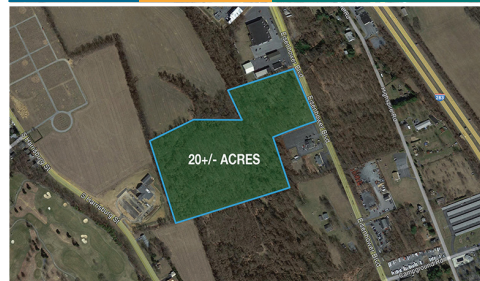
SALE PAGE 33 HARRISBURG



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SALE PAGE 30 HARRISBURG



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WILLIAM M. GLADSTONE, CCIM, SIOR

How Important Is Your Reputation?

Whether you are in sales, service, or administration, preserving your good reputation is one of the key elements to career success. No matter what you do during your work day, you will not only be known by the results you achieve, but also by the means you used to achieve those results. Every day you interact with many people in many jobs, and as you do, people get to know you, understand you, and decide if they can transact business with you for the long term. If you want to leverage all the years you have invested in relationship building (and why wouldn't you?), you have to have a reputation that connotes trust.

As word spreads through the business community, people who don't know you will learn of you and the way you conduct your business. I think there are issues that can (and will) affect your reputation. Whether the issues were caused by you directly or indirectly, they are the reason why companies such as Reputation Defender exist.

The million-dollar question, though, is how do you control these issues? Sometimes people think this is a very difficult question, but what is difficult, perhaps, is an individual's ability to stay on that "straight and narrow path" to continually minimize damage to their reputation. To do this, you have to make hard choices all the time — always tell the truth, do what you know is right in every situation (no exceptions), and make sure that if you are talking the talk, you are also walking the walk!

Over time, your consistent actions will build that positive reputation. It won't be easy, because you constantly have to make sure what you are doing will also be perceived as the correct action by others which can be very difficult. But the more you work on this, the easier it can get.

Try it and I think you will be pleasantly surprised. I wish you luck as you become the next model business person in your community as your reputation soars to new heights.



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Commercial Real Estate Review

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

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On the Cover: A digital twin, or virtual representation that serves as a digital counterpart of an object, is often used in building renderings or objects. The cover depicts Bill and his "digital twin"; however, no simulation can out-do the original Bill.

See related article on Page 10.

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TRENDS 2

In the beginning of the new pandemic world, the restaurant market was split on the way it should manage COVID-19 concerns and guidelines.

A Year Later: Pandemic

As an architectural firm and as consumers, we saw some restaurants choose to ignore the guidelines issued in 2020 and others jump on the guidelines right away to save their business. Now over a year into the pandemic, we see all restaurants adjusting their restaurant model to ensure customers feel safe to grab a drink or dine with family in their establishment.

Today, we see many restaurants limiting indoor seating capacity, expanding outdoor seating options, installing plexiglass dividers between booths and at registers, installing UV lighting, and requiring staff and customers to wear masks. At first, restaurants removed shared areas like self-service salad bars but we are now seeing those areas active but ensuring social distancing. While this is what we see now, where do we think restaurants are going? Where are they investing and how are they going to continue to diversify their business to stay afloat as society continues to battle COVID-19?



The Future of Restaurant Design

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TRENDS (4) Third/Fourth Quarter 2021



Pandemic-Inspired Restaurant Trends:



HVAC: Air Circulation

Clients in all market segments are evaluating existing HVAC units and replacing them with better filters. They are assessing the space and trying to understand where air is circulating to keep their environments clean. If you understand air circulation, you can understand cross contamination and containing an airborne virus.

Technology to the Rescue: Limiting Contact

Restaurants are exploring a contactless dining experience. Installing a drive-through with touch screens is the most common solution. Other restaurants are exploring mobile apps for the customer to order and pick up with limited staff interaction. We also see more restaurants utilizing in-restaurant technology to help aid in service to customers during labor shortages.

Time for a Face Lift: Exterior Refresh

Unfortunately, many restaurants went out of business due to the pandemic. It can be hard for the consumer who has not been out lately to know who is still open. Restaurants are now rebranding and refreshing their exteriors to let customers know they are still in business and ready to serve.

Bring Food to the People: Food Trucks

We will see more of our favorite restaurant brands utilizing food trucks to get their brand to market while also providing flexibility to customers in an ever-changing environment.

New Concept: Delivery/Pick Up Only

Quick serve restaurants (QSR) are exploring pick-up and delivery locations only with no dine-in at all offered. This is a trend we see to continue in fast food/QSR.

Downsizing: Smaller Restaurant Footprint

Despite sensitivity to capacity due to the virus, restaurant owners are reevaluating their expensive leases and opting for smaller spaces that offer more flexibility versus more open space. If more people are opting for pick up and if limited seating continues, it makes more sense to have a cheaper rent to stay afloat during the difficult time.

BOO!: Ghost Kitchens

A ghost kitchen is a professional food preparation and cooking facility set up for the preparation of delivery-only meals. Many ghost kitchens rent space without a storefront and use delivery services to get meals to customers. Ghost kitchens allow food providers an option to continue serving the public without having to worry about the front end of the restaurant, creating for a more economical model.

WE CONTINUE TO LEARN MORE ABOUT COVID-19 AND UNDERSTAND HOW WE CAN DESIGN SAFE AND HEALTHY SPACES FOR CUSTOMERS, WE ARE COMMITTED TO HELPING EACH CLIENT GET THROUGH THE PANDEMIC SUCCESSFULLY. ☺



Julie Roda is Business Development Manager at CORE Design Group. CORE Design Group is an architectural and structural engineering firm specializing in commercial, industrial, and high-density residential projects. Julie has been at CORE since 2019 and has been involved in the construction and building products industry for more than seven years. Julie received a bachelor's degree from Point Park University in Pittsburgh, PA. Growing up in Lancaster and now living in York, PA, she is very familiar with and has close ties in southcentral Pennsylvania. She is passionate about working with clients, partnering with construction firms, and being a part of projects that change our communities for the better.

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PRIOR TO MARCH 2020, MOST INDUSTRY PROFESSIONALS AND LEGAL EXPERTS WOULD HAVE CONCURRED THAT A LOCAL, LET ALONE A STATE AND/OR NATIONAL, EVICTION MORATORIUM WOULD BE ABOUT AS LIKELY AS A BIGFOOT SIGHTING. HOWEVER, THIS FAR-REACHING AND UNLIKELY OUTCOME WAS ABOUT TO BECOME A NATIONAL REALITY. NOT ONLY DID EVICTION MORATORIUMS BECOME A REALITY, THEY CARRIED ON IN SOME FORM FOR 16 MONTHS. THE FULL IMPACT ON THE HOUSING MARKET, LANDLORDS, TENANTS, AND OTHER STAKEHOLDERS REMAINS UNKNOWN.

It is foundational to the discussion to understand the various acts and actors that played a role in the eviction moratoriums – more specifically, what actions were taken, when, by whom, and what constraints did each place on landlords and property managers.

The earliest actor in Pennsylvania was the Supreme Court of Pennsylvania. On March 18, 2020, the Pennsylvania Supreme Court declared a judicial emergency to restrict potential exposure to COVID-19. The judicial emergency mandated a statewide court closure that included Magisterial District Courts (Magisterial District Judges - MDJ). The MDJ court closure restricted access to the court where most evictions in the Commonwealth begin and end. As a result, new eviction cases could not commence with the filing of new landlord/tenant complaints, nor could existing eviction judgments conclude with the requisite order for possession and physical lockout. While the sole



Eviction Moratoriums: 16 Unprecedented Months

intent of the Pennsylvania Supreme Court was not an eviction moratorium, indirectly they enacted the first eviction moratorium in Pennsylvania. This action was initially to end in early April 2020, but it was extended before finally ending in May 2020. While the Pennsylvania Supreme Court's action was the first in Pennsylvania, it was far from the most impactful.

Over the next few months, the federal, state, and local governments began to impose their own variations of eviction moratoriums. From this point forward, the array of eviction moratoriums became a challenge for many MDJ courts to fully understand the overlaying actions. As a result, MDJ courts, in many jurisdictions, did not proceed with eviction matters even though the actions were not prohibited by an active regulatory or statutory prohibition. Therefore, not only were there express eviction moratoriums,

but there were also eviction moratoriums that arose from MDJ courts' decisions to not permit eviction matters to proceed.

The first eviction moratorium action to follow the Pennsylvania court closure occurred at the federal level on March 27, 2020, when President Trump, signed into law the Coronavirus Aid, Relief, and Economic Security Act (CARES Act). The CARES Act, in short, established a 120-day national eviction moratorium for evictions based on non-payment of rent for certain covered properties. In Pennsylvania, the impact of the CARES Act eviction moratorium was mooted because the PA Supreme Court mandated court closure was in place through May 4, 2020, and Governor Wolf issued an executive order on May 7, 2020. Both the court closure and Governor Wolf's executive order were more restrictive than the CARES Act.



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LAW

EVICTON
SUSPENDED

Governor Wolf's May 7, 2020, executive order read in part that "the notice requirements mandated by the Landlord and Tenant Act of 1951 and the Manufactured Home Community Rights Act are stayed for 60 days, thereby tolling the ability to commence the timelines necessary for the initiation of eviction proceedings. All eviction proceedings requiring compliance with the Landlord and Tenant Act of 1951 and the Manufactured Home Community Rights Act cannot commence for 60 days until July 10, 2020. All eviction timelines must be computed with a start date of July 10, 2020, at which point any previously delivered Landlord and Tenant Act of 1951 and Manufactured Home Community Rights Act notices will be deemed delivered and any eviction proceedings may commence." There was debate as to the application of Governor Wolf's executive order to leases where the lessee waived their right to notice, but most MDJ courts would not entertain such an argument and remained closed to eviction actions.

On July 9, 2020, Governor Wolf extended his executive order through August 31, 2020. At the time of extension, Governor Wolf expressed that he lacked the authority to extend the eviction moratorium beyond August 31, 2020.

By August 2020, most Pennsylvania landlords and property managers had been unable to facilitate evictions, for any reason, for almost five months. Were Governor Wolf's comments an indication that the end of eviction moratoriums was in sight? Not quite. Almost seamlessly, or coordinated, with the conclusion of Governor Wolf's executive order on August 31, 2020, the Centers for Disease Control and Prevention (CDC) issued a national eviction moratorium commencing on September 4, 2020, through December 31, 2020. However, a narrow window opened for landlords and property managers.

The CDC eviction moratorium was the first opportunity, since the Pennsylvania court closure

on March 18, 2020, for Pennsylvania landlords and property managers to commence and conclude evictions.

The CDC eviction moratorium applied only to non-payment of rent evictions, meaning evictions based on holdover tenancy, other lease violations such as property damage, and the like were permitted to commence.

As it pertained to non-payment of rent evictions, those, too, were permitted to commence if the tenant did not comply with the CDC eviction moratorium tenant declaration prerequisite. The tenant declaration prerequisite required the tenant to complete

and provide to the landlord a written declaration indicating a variety of items such as qualifying income level, receipt of stimulus funds, using best efforts to make partial payment, and that eviction would likely render the individual homeless or force the individual to move into and reside in close quarters in a new congregate or shared living setting.

Under the CDC eviction moratorium, evictions immediately commenced, and a considerable number concluded under what many came to refer to as the "holdover loophole." The CDC eviction moratorium was extended from December 31, 2020, to March 31, 2021, by way of a Presidential executive order. The CDC later extended the eviction moratorium through June 30, 2021 and then again through July 31, 2021. There were several legal challenges to the authority of the CDC as it pertained to the eviction moratorium, although none of the legal challenges were successful in achieving an enforced national injunction. In June 2021, the U.S. Supreme Court finally weighed in and asserted that July 31, 2021, was the end of the CDC authority and any further extension would require Congressional action. The Court's commentary was acquiesced by the CDC via a comment that July 31, 2021, would be their last extension. But it would not be the CDC's last. On August 3, 2021, CDC Director Rochelle Walensky extended the CDC eviction moratorium until October 3, 2021. This extension was widely condemned as unconstitutional;

however, the matter was unable to work its way through the court system to the U.S. Supreme Court until August 26, 2021. On that date, the U.S. Supreme Court finally brought an end to federal rental eviction moratoriums.

In addition to the previously discussed eviction moratoriums, which applied to the entire Commonwealth, locally the City of Harrisburg enacted its own eviction moratorium. On December 18, 2020, in response to the approaching December 31, 2020, suspected end to the CDC eviction moratorium, Harrisburg City officials enacted an emergency order that suspended evictions for City residents for 30 days. The emergency order also provided for 30-day extensions. Mayor Papenfuse proceeded to extend the City of Harrisburg eviction moratorium multiple times until ultimately ending it in mid-June 2021. The application of the City of Harrisburg eviction moratorium was unclear at commencement, and many understood it to apply only to non-payment of rent, similar to the CDC eviction moratorium. However, it was later clarified to permit evictions only for criminal activity, threats to the health and safety of other residents, or damage to property. Even though the application was clarified, most MDJ courts with jurisdiction in the City of Harrisburg did not process eviction matters. If evictions were processed and hearings were held, the orders for possession to finalize the eviction were not issued. Therefore, in this specific local market, most evictions were

restricted or strongly impaired through at least mid-June 2021, if not the entire way to August 26, 2021, the end of the CDC eviction moratorium.

The impact the collage of eviction moratoriums will have on the housing market, landlords, tenants, and other stakeholders is still unknown.

Absent the reimplementing of eviction moratoriums, clarity of the impact should begin to emerge in the fourth quarter of 2021 and first quarters of 2022. As unfettered access to evictions became available on August 26, 2021, it will soon become clear how many evictions were truly restricted. If the number is vast in specific markets, there may be an immediate localized impact (e.g., hundreds of new vacancies, hundreds of new tenants recently evicted seeking housing, potentially hundreds of new sales listings if landlords decide to exit the rental business, etc.). Alternatively, if the number is limited, the impact may be almost unnoticed. Most importantly, as the unprecedented eviction moratoriums end and the housing market transitions, it is imperative industry professionals remain alert to the potential localized market changes. 😊



Ryan M. Colquhoun, Esq. is the Broker of Record/Partner at Harrisburg Property Management Group (HPMG), a full-service property management firm that offers management, maintenance/construction, and sales services. As a founding partner, Ryan has operated HPMG for more than a decade and has provided full-service property management services (sales, leasing, management, etc.) for thousands of property owners throughout Central Pennsylvania. In addition, Ryan is a solo practitioner with a practice focusing on real estate and business law and also operates Key Closings, LLC, a PA title insurance and real estate closing company.



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TECHNOLOGY

Smart Building Digital Twins

Increase Building Efficiency and Decision-Making



Advancing technologies are converging into a new tool that provides enhanced insights and decision-making capabilities that enable improved operational outcomes in many areas of a property.

This tool, Smart Building Digital Twin, marries what have been two separate concepts into a much more powerful solution, providing significant benefit to you and your clients.

Virtual replicas of buildings (Digital Twins) have been growing in use for the construction process and facilities management. Smart Buildings use real-time data gathered from building sensors (i.e., IoT - the internet of things) along with other data to improve property and facilities management. The power of these two tools is now being combined into a more powerful solution called Smart Building Digital Twins.

The consolidation of these capabilities into a single, unified solution can deliver a tremendous amount of information using 3D visualization that makes the data easier to consume and utilize. This results in significant improvements during the construction process and while operating a building. Benefits of employing a Smart Building Digital Twin can include shortened construction timelines, reduction in costly change orders, improved building operations resulting in lower operating costs, and better tenant experiences. If constructed properly, a Smart Building Digital Twin can also help accelerate leasing or unit sales. The ultimate result is a better performing asset that delivers higher investor returns.

Smart Buildings

The real estate industry has struggled to agree upon the definition of a Smart Building. While most buildings now incorporate at least some aspect of Smart technology, there exists no consensus as to what makes a building Smart. In general, Smart Buildings use on-site sensors to gather data to track and analyze metrics such as air quality, temperature, elevators, occupancy, and electricity usage. This data, both current and historical, is then processed and analyzed using Artificial Intelligence (AI), Machine Learning (ML), and other software to create digital simulation models that up-date and change as their matching physical counterparts change. The integration of building automation provides improved occupant comfort, efficient operation of building systems, reduction in energy consumption, reduced operating and maintenance costs, increased security, historical performance documentation, remote access/control/operation, and improved life cycle of equipment and related utilities.

Key components of Smart Buildings include:

Internet of Things (IoT) Sensors monitor the status of devices and the environment within and around the building, sending that information (data) through the internet to the Building Management or Automation Systems (BMS/BAS) for further action. Sensor technology has greatly advanced recently to include monitoring key elements within a Smart Building's ecosystem such as:

- Temperature
- Humidity
- Light
- Motion
- Vibration
- Air/Water quality
- Location
- and much more

Building Management and Automation Systems not only monitor the IoT sensors and control smart devices within a building, they also provide centralized monitoring and control of a building's HVAC (heating, ventilation, and air conditioning), electrical, lighting, shading, access control, security, elevator, and other interrelated systems.



Digital Twins

A Digital Twin is a virtual representation designed to act as a real-time digital counterpart of a physical object or process. The concept of Digital Twins originated during the early days of space exploration. Faced with the challenge of operating, maintaining, and repairing systems that were quite literally nowhere on Earth, NASA was the first to experiment with pairing physical assets to the virtual world.

IMAGE A is a photo of the Apollo simulators at Mission Control in Houston. The Lunar Module Simulator is in the foreground in green, and the Command Module Simulator is at the rear of the photo in brown. (image courtesy of NASA)

Fifty years since Apollo 13 and 20 years since the term "Digital Twin" was first coined, the use of Digital Twins is reaching a fevered pitch. This growth is being facilitated by vastly improved internet connectivity, sophisticated monitoring technologies, and the prevalence of Virtual Reality (VR).

Key components of a simple Digital Twin include:

- **Physical** Object, Process, or System
- **3D Virtual** Object, Process, or System, and
- **Connections** between them - known as Digital Threads

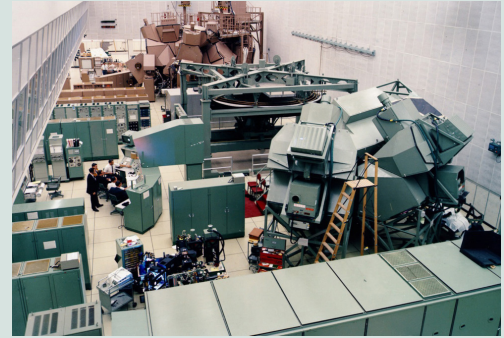


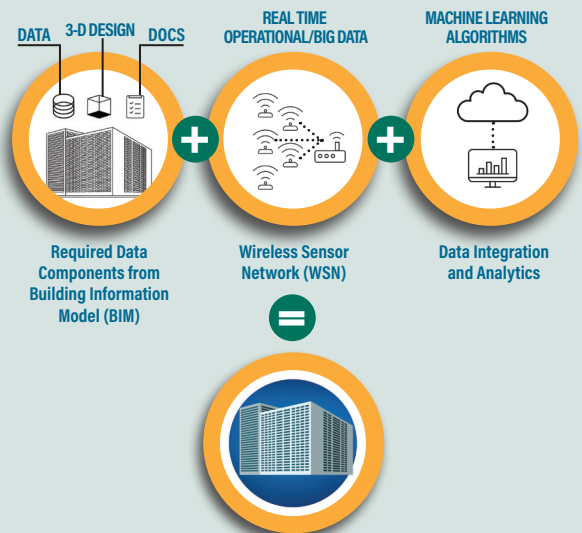
IMAGE A

"The simulators were some of the most complex technologies of the entire space program: The only real things in the simulation training were the crew, cockpit, and the mission control consoles, everything else was make-believe created by a bunch of computers, lots of formulas, and skilled technicians."

Gene Kranz, NASA Chief Flight Director for Apollo 13

IMAGE B

Elements of a Smart Building Digital Twin



Digital Twin of Building

PREDICTIVE MAINTENANCE | WHAT IF ANALYSIS
IMPROVEMENT OF BUILDING OPERATIONS AND USE CYCLE

IMAGE C

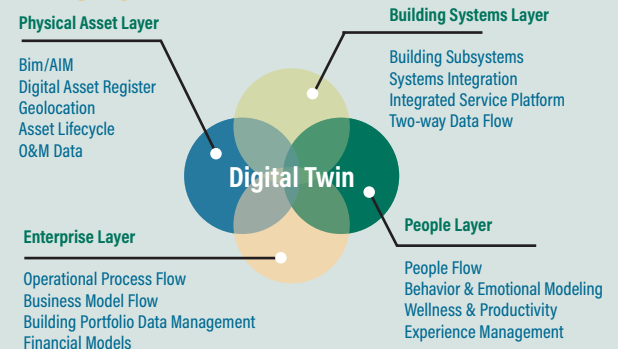


IMAGE D

Extended Reality (XR) includes VR, AR and MR



Virtual Reality (VR)

Completely digital environment. Fully enclosed, synthetic experience with no sense of the real world.

Augmented Reality (AR)

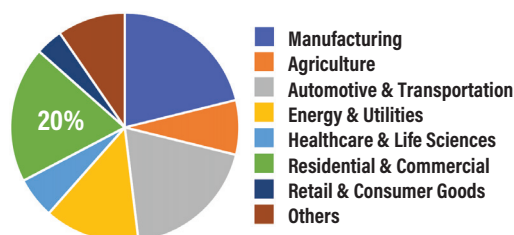
Real world with digital information overlay. Real world remains central to the experience, enhanced by virtual details.

Mixed Reality (MR)

Real and the virtual are intertwined. Interaction with and manipulation of both the physical and virtual environment.

IMAGE E

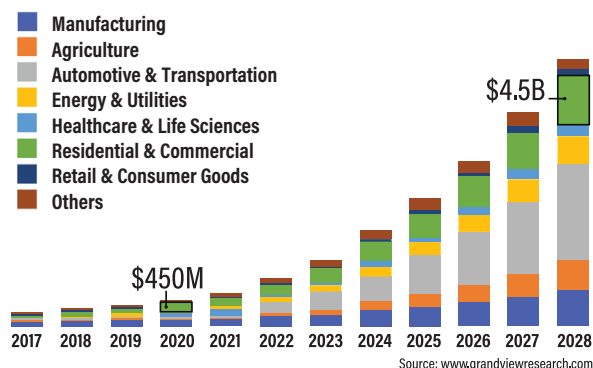
Global Digital Twin market share, by end-use 2020(%)



In addition, the U.S. residential and commercial real estate segment of the Digital Twin market will grow by 10x, reaching \$4.5 billion by 2028.

IMAGE F

U.S. Digital Twin market size, by end-use, 2017-2028 (USD Million)



This growth means we will likely see more pervasive use of Digital Twins in real estate as a tool to better understand not only what is happening throughout a property, but what may happen – at a level of accuracy and detail never before possible.

Smart Building Digital Twins

It then follows that a Smart Building Digital Twin combines Smart Building technologies with the capabilities of Digital Twins to provide building owners and operators the ability to maintain their assets more efficiently, improve performance, predictably reduce system failures, and save significant amounts of money through simulation and optimization. That is in addition to boosting the health and wellness of the building's occupants.

IMAGE B

The information provided by Smart Building Digital Twins can be categorized and visualized in four layers: **IMAGE C**

This information is often generated from disparate systems within the building. While this type of information is usually presented as a series of 2D charts, graphs, and illustrations of the building, the Smart Building Digital Twin helps the user visualize this information using Extended Reality (XR), which includes Virtual Reality, Augmented Reality, and Mixed Reality. These virtual technologies are critical to maximize the user's true understanding of what is happening within the building. One benefit of using XR to visualize a Smart Building Digital Twin is the ability to virtually see through walls, floors, and ceilings to:

- **Visualize** the infrastructure of the building
- **Quickly** find, identify, and resolve maintenance issues
- **Access** all related information and documentation for any element in the building

IMAGE D

Operational data can be brought to life by being able to visualize the data and problems where they occur within a building. Occupancy data can potentially signal when a lease may be at an increased risk of non-renewal. Owner/Operators may be able to act on the information to either help retain that lease or plan further ahead for turnover. Collected data can also be used to simulate events within the 3D virtual model. Building operators can use the simulation results to reduce risks and eliminate factors causing danger or deterioration.

IMAGE E, F

If you own, operate, or maintain a property, this technology should be on your radar. The growth rate for Digital Twin technology is accelerating rapidly. According to a new study by Grand View Research Inc., the global Digital Twin market is anticipated to reach \$86.09 billion by 2028, and the residential and commercial real estate market is currently the largest segment at 20%.



Summary

Smart Building Digital Twins integrate data from Smart Buildings (BIM, IoT Sensors, and Building Management and Automation Systems) as well as Digital Twins (3D Virtual Model, Data Integration, and Simulation). They can then process that data with AI, ML, and other analytic tools to provide actionable intelligence about any aspect of the building as well as its systems, sensors, and occupants. XR (in the form of VR, AR, or MR) provides a naturally intuitive means to visualize and understand all of the subtle implications presented by Smart Building Digital Twins. These technologies provide key decision-makers with the information they need, along with intelligent recommendations, to optimize the building's performance, lower maintenance and energy costs, and troubleshoot what-if scenarios. As a result, new business models and market offerings will emerge, and the way spaces are designed and built will be redefined. Buildings will become more intuitive, better able to accommodate human sensitivity, and have the capacity to nurture the rich ecosystems they contain. It will no longer be sufficient to simply design, build, and lease a space, but to make it think.

Once Digital Twins reach a critical mass, then Smart Cities will become the norm, providing unlimited capabilities in terms of city and regional planning, efficiencies in infrastructure, and optimized traffic patterns.

"Digital Twins will become the ultimate tool for city governments to design, plan, and manage their connected infrastructure and assets in an efficient and cost-effective way, achieving \$280 billion in cost-savings by 2030," said Dominique Bonte, vice president end markets at ABI Research. ☺



Michael Lerg Pix-VR Michael Lerg is the CTO of Pix and has over thirty years of experience leading the development of Custom Visualization, Simulation, and Training applications – specializing in numerous forms of Virtual Reality and Augmented Reality. He began creating

computer-based photorealistic Architectural Visualizations and Simulations in the mid-80's including but not limited to studies of various large corporate campus and high-rise zoning requirements, sun studies, and lines of sight from neighboring properties. His personal strengths afford him the ability to accurately and rapidly capture the needs of the client, compare and analyze available technologies, develop project specifications and actions required by the artists, developers, and other team members to deliver uniquely specific user experiences that exceed the client's expectations while maintaining each project's budget, timeline, and high quality of customer service. Michael holds a B-Arch degree from California Polytechnic State University, San Luis Obispo. You can reach him at: (281) 299-3159 or MLerg@Pix-Virtual.com.



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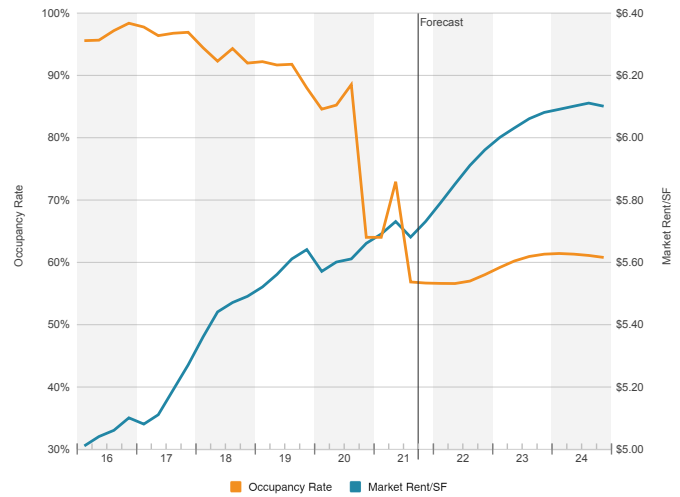
Regional Data

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*.

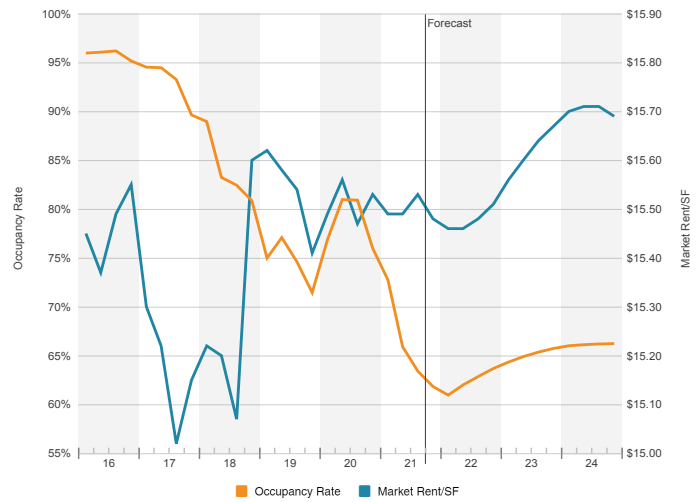


HARRISBURG

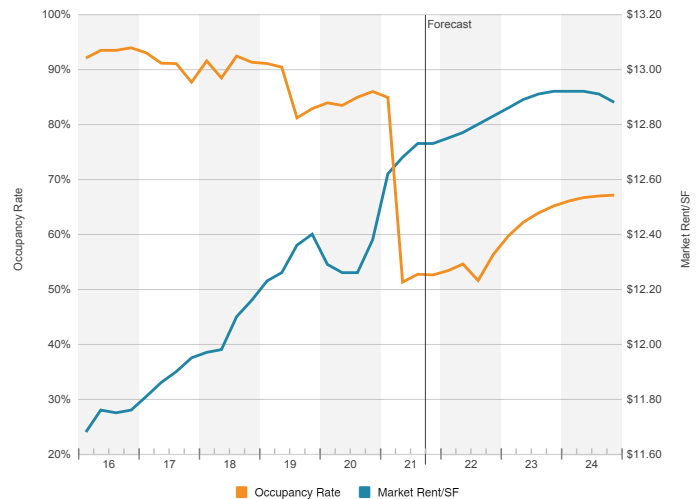
Occupancy & Market Rent Per SF

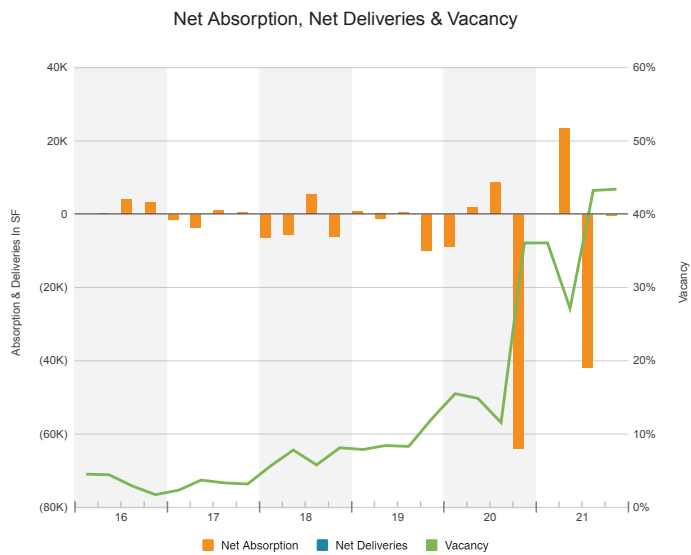


Occupancy & Market Rent Per SF



Occupancy & Market Rent Per SF





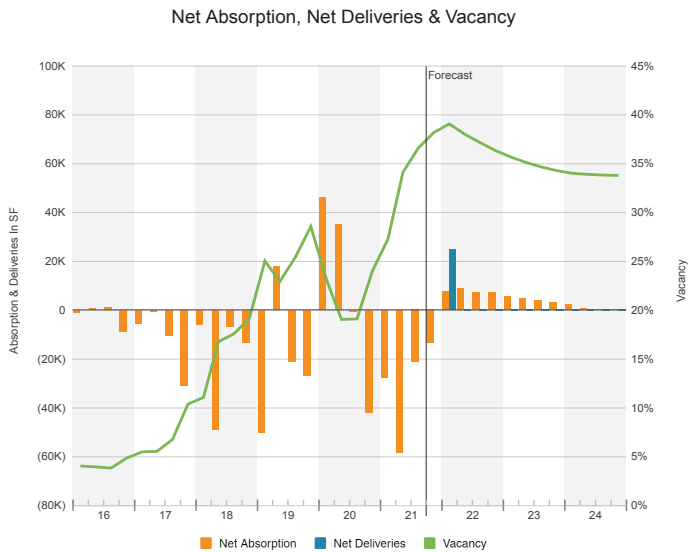
Industrial

HARRISBURG - PA	
Inventory SF	261 K
Under Construction SF	0
12 Month Net Absorption SF	(59 K) ↑
Vacancy Rate	43.2% ↑
Market Rent/SF	\$5.68 ↑
Market Sale Price/SF	\$55.00 ↑
Market Cap Rate	7.6%

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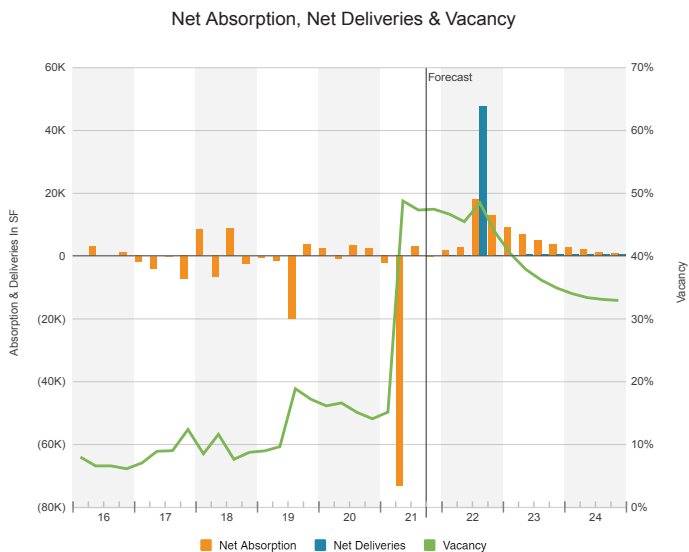
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Office

HARRISBURG - PA	
Inventory SF	854 K
Under Construction SF	25 K ↑
12 Month Net Absorption SF	(144 K) ↑
Vacancy Rate	37.8% ↑
Market Rent/SF	\$15.52 ↑
Market Sale Price/SF	\$110 ↑
Market Cap Rate	9.2%



Commercial/Retail

HARRISBURG - PA	
Inventory SF	218 K
Under Construction SF	47.5 K
12 Month Net Absorption SF	(71.1) ↓
Vacancy Rate	47.3% ↑
Market Rent/SF	\$12.74 K ↑
Market Sale Price/SF	\$111 ↑
Market Cap Rate	7.9%



HOW TO SURVIVE IN THE

CURRENT HEALTH CARE ENVIRONMENT WHEN YOU ARE SICK

BY DR. JESSICA WILLIAMS

The health care system in our country has been broken for a long time — from managed care to government regulations, from ever-increasing health insurance premiums to high deductibles. Most small private physician practices were unable to keep up with burdening government regulations, low reimbursement from insurance companies, and high office overhead. As a result, many have been bought out by mega-health care systems.

It often takes weeks to get an appointment with your primary care provider (PCP) and months to see a specialist. The family doctors who know your whole family, as in the good old days, are hard to find. Waiting in your doctor's office for 30 minutes to one hour beyond your appointment time is no longer a surprise. Your doctor is only allowed to have 15 to 20 minutes to see you, including the time to complete entering information into the electronic medical record.



So, what should you do to seek medical care when you are sick?

What is your best option for all considered, including your pocket-book? In general, that will depend on your medical condition.

If it is just an acute common condition such as a cold, mild sinus infection, mild strain or sprain, or a small cut that requires suturing, your local urgent care facility is your best bet. You don't need a hospital emergency department (ED) where you might have to wait for hours. EDs are for acute serious medical conditions such as chest pain, shortness of breath, or trauma.

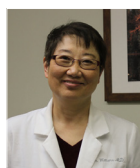
On another hand, if you have been sick for a while and trying to treat yourself with over-the-counter medication to save on cost (this isn't recommended), you need to make an appointment with your primary care physician (PCP) and put your name on their waiting list, hoping for a cancellation. However, if your condition gets significantly worse while waiting for your appointment, you need to call and let your PCP know what is going on. Hopefully, your PCP might try to get you in on an emergency basis. Alternatively, you may receive a referral for a specialist or emergency room depending on how urgent your condition. A call from your PCP to a specialist physician could make a big difference on how quickly you will be seen.

In another scenario, you have been sick for months or years, you have been seen by your PCP and multiple specialists, and you have done all the relevant diagnostic tests which have come back normal. You are told that there is nothing wrong with you, but you still feel miserable! That is the time to consider alternative options. Chinese herbal medicine is one of the options.

In today's world, we have a lot of modern diagnostic technologies. It is hard to imagine these marvelous technologies even 20 to 30 years ago. Even so, this doesn't mean we can detect every possible problem. For physicians and the healthcare industry as whole, our goal is to eliminate or reduce suffering. If our patient tells us they feel sick and miserable, we need to help them even without any abnormal findings from laboratory studies or diagnostic imaging. This help should aim to address the causes of their suffering, not merely temporarily mask what they are suffering. There are options if we as physicians keep an open mind and Chinese herbal medicine is one of them.

Chinese Herbal Medicine takes a holistic approach to medicine with a focus on rebalancing and supporting the body to improve and heal itself. Chinese medicine has been developed and practiced for thousands of years by ancient Chinese practitioners. It is a personalized medicine with diagnosis and treatment based on each patient's response to what is causing the problem. It uses natural material as its pharmacy. It has been practiced from generation to generation in China, Taiwan, Japan, Korea, Singapore, and other Asian countries. Over recent decades, it has become a vibrant part of the health care system throughout the world.

So, whatever health problems you have, making the right decision to choose the right healthcare facility and considering incorporating alternative therapies into your care are important steps. This will enable you to get better effectively while considering cost, time, and energy. The goal is to recover quickly from whatever you are suffering and survive the current dysfunctional healthcare environment. ☺



Dr. Jessica Williams, MD is an internist and the owner of the INTEGRATIVE MEDICINE PHYSICIAN CENTER. Her office is located at 4300 Devonshire Rd, Harrisburg, PA. She practices functional and Chinese medicine, helping people with chronic complicated medical conditions that have failed to respond to conventional medicine. Dr. Williams can be reached at 717-540-8594, drying@sprynet.com or YourMDhealth.com.



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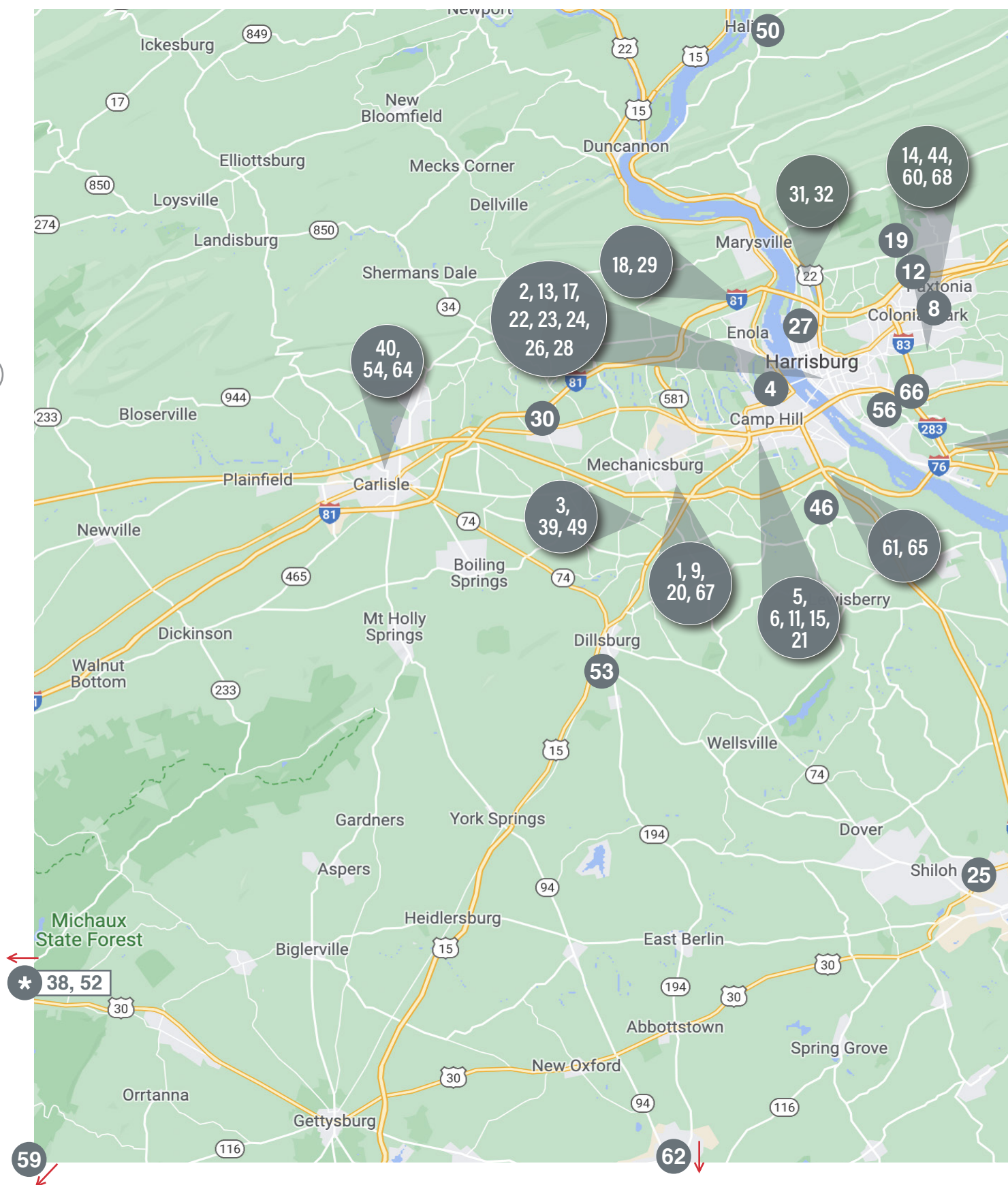
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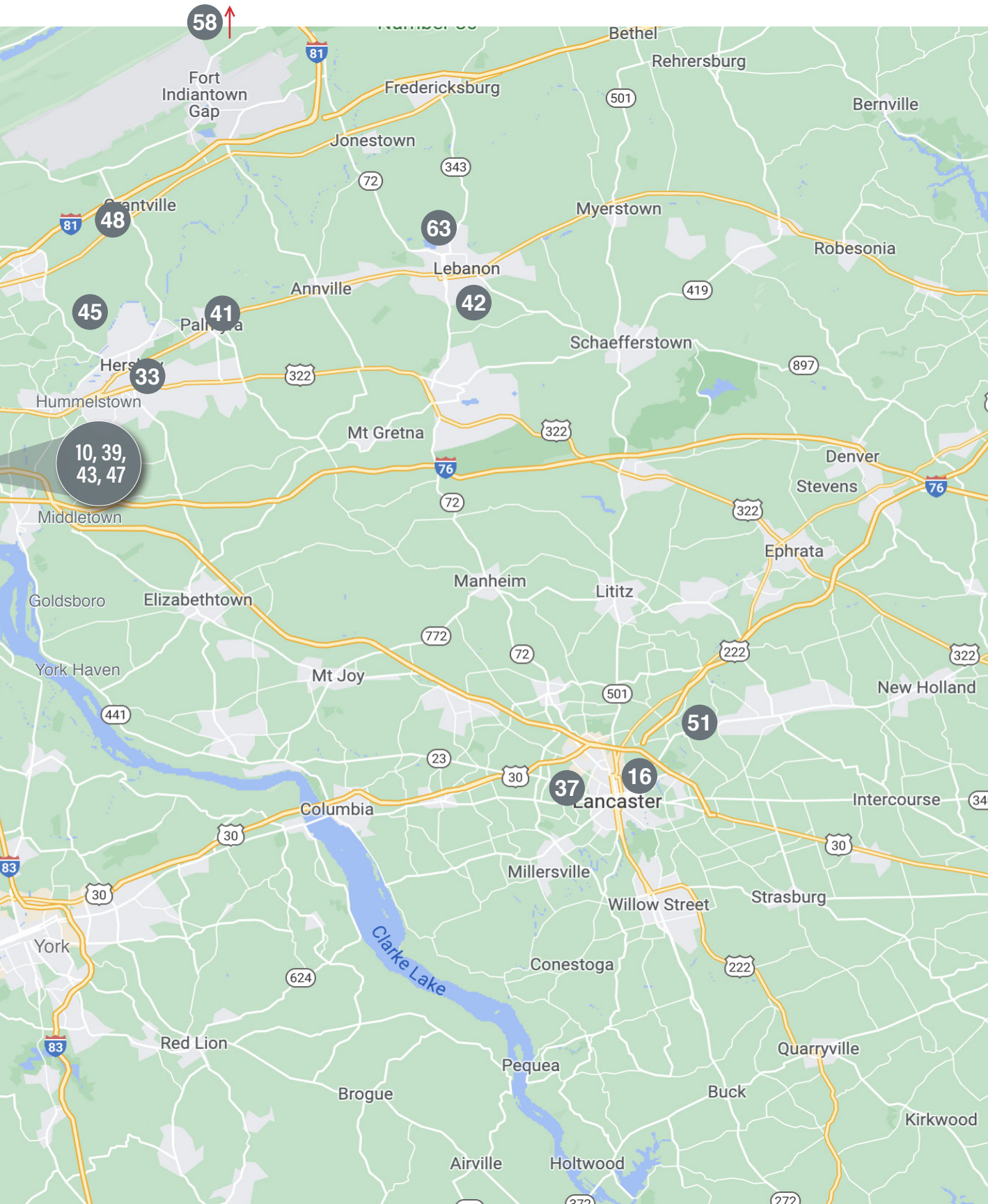
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5229 E. Trindle Road, Mechanicsburg

Highly visible and desirable E. Trindle Road location available for a 3,500+/- SF tenant. The first floor space was formally used as a dental office so would be suitable for many medical users, but is also easily adaptable to office or retail uses as well.

SOLD



718 N. Front Street, Wormleysburg

M&P Holdings, LLC purchased 1,726 SF office building in Wormleysburg, PA. TerraViz Geospatial, a land surveying and mapping company, will occupy the space. The Bill Gladstone Group of NAI CIR represented the seller and Sean Fitzsimmons of Landmark represented the Buyer.



208 N. Third Street, Harrisburg

600 - 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.

NEW



3425 Simpson Ferry Road, Camp Hill Suite 204

Attractive office space with great perimeter window lines designed for professional users. There is ample parking on-site and easy access to Rt. 15, Rt. 581 and the PA Turnpike (I-76). Lots of amenities close by including banks, restaurants, shopping and convenience stores.



156 Cumberland Parkway, Mechanicsburg Suite 200

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



303 S. 32nd Street, Camp Hill

Highly visible location along S. 32nd Street in Camp Hill Borough. Property was formally used as a medical office, but has a flexible layout making it suitable for many uses.



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

479 Port View Drive, Harrisburg TecPort Business Campus

Multiple suites available located with TecPort Business Campus, located just moments from I-83 and 283. The current configuration is set up for one user, however the space could easily be subdivided back into individual suites. Each space features a private entrance and exit, a restroom (or a space where one could be built) and various layouts for different user types.



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.



NEW

1200 Camp Hill Bypass, Camp Hill Suites 200 and 300

Attractive West Shore three-story professional office building, adjacent to Radisson Hotel Harrisburg. Two suites available for lease: Suite 200 (ground level in front of the building) and Suite 300 (second floor at front of the building). Both are corner suites and have beautiful window lines.



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.



NEW

2408 Park Drive, Harrisburg Suite A

Beautifully upgraded office space for a company in need of a flexible office layout. The nearly 1,300 SF suite features LED lighting, carpet squares, neutral colors and an overall clean, updated look. The property is located in Commerce Park - right off Progress Avenue at the I-81 interchange with many amenities in close proximity.

(717) 761-5070

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www.billgladstone.com/HCRER

OFFICE



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.



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.



265 S. Houcks Road, Harrisburg

Well maintained 4,100 SF, two-story office building. Layout offers many uses and location is easily accessible to the Harrisburg business communities. Don't miss the opportunity to own this prime real estate.



212 N. Third Street, Harrisburg

The Bill Gladstone Group of NAI CIR handled the lease transaction for the 2,482 SF office space. The new tenants plan to start their lease the beginning of January.



3507 Market Street, Camp Hill Suite 102

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.



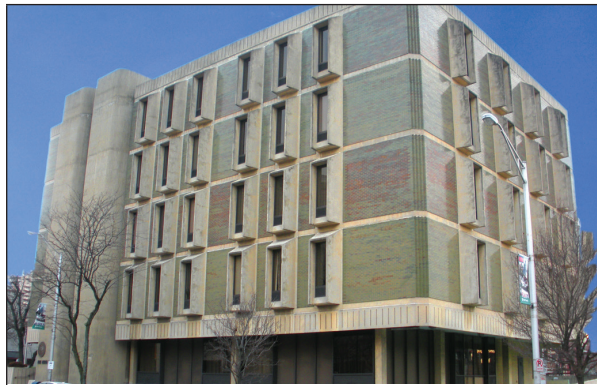
235 N. Enola Road, Enola

Former branch bank on corner parcel along N. Enola Road. Good parking, good visibility and flexible floorplan allow for many redevelopment opportunities. Property features over 4,000 square feet of open space, private offices, good storage, large break area and on-site parking. Two drive-thru lanes and one ATM lane with 980 SF canopy extending from the western elevation.



4386 Sturbridge Drive, Harrisburg

Class A professional office/medical center in Harrisburg. The property has three strong tenants and one vacant 3,600 SF suite available for an owner/user or investor opportunity. The location in Sturbridge Business Park, nestled along Route 39, gives superior access to all amenities like lodging, eateries, gas, banking, and all major transportation corridors.



800 N. 3rd Street, Harrisburg

Prominent downtown office building across from the State Museum. One block from the Capitol Complex; perfect location for attorneys and associations. On-site parking available to Tenants at below-market rates. Single furnished office suites available.



930 Century Drive, Mechanicsburg Suite 102

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.



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 River-front Park.



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.



100 N. Cameron Street, Harrisburg

Four-story, brick office building in a convenient location in the City. Easy access to downtown, as well as I-83 and I-81. Building features many office configurations - from single rooms to an entire 7,500 SF. There are plenty of windows and the west side has gorgeous Capitol views. Ask about half price rent for the first year on a 3+ year 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.



300 N. 2nd Street, Harrisburg Suite 704

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.



301 Chestnut Street, Harrisburg

Pennsylvania Place is a one-of-a-kind development for the Harrisburg market that includes over 50,000 square feet 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.



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 has vacated.



1335 N. Front Street, Harrisburg

The Harrisburg Firemen's Association of the State of Pennsylvania leased 2,000 SF of office space. The mission of the association is to improve the fire service throughout the state. The Bill Gladstone Group of NAI CIR represented the Landlord and Amber Corbo of NAI CIR represented the Tenant.



28 E. Main Street, New Kingstown

11,505 +/- SF of flex space in Silver Spring Township with General Industrial zoning. Property has had many uses over the years - Harley Davidson bike shop, Tae Kwon Do school, offices and storage. There are many options on this 1.77 +/- acre site. There is an income producing tenant as well.



2451 N. 3rd Street, Harrisburg

This office space located in Harrisburg, PA has been sold. The Bill Gladstone Group of NAI CIR represented the seller and Roy Brenner of Landmark Commercial Realty represented the Buyer.



200 S. Progress Avenue, Harrisburg

Kaizen Properties, LLC bought 4,454 SF of office space. Kaizen Properties, LLC plans to turn the space into a Neighborhood Pharmacy with a small convenience store. The Bill Gladstone Group of NAI CIR represented the Seller and Bishwa Chhetri of Coldwell Banker Realty represented the Buyer.



2411 N. Front Street, Harrisburg

This three-story, stone office building has lovely character and amazing river views. The property has been well-maintained over the years. It is obvious that great attention to detail was made to modernize the property while keeping the early 1900's feel.



2120 Fisher Road, Mechanicsburg

4,559 SF available in this unique office building with easy access to Route 15 & PA Turnpike. Space is functional with many windows and skylights throughout so that every space gets natural light. The large landscaped lot creates a nice setting. Main floor has credit tenant until September 2023.



1245 Cocoa Ave, Hershey

Former bank branch facility with a corner location with good exposure and visibility. Daily traffic count exceeds 16,000 vehicles. It also features two points of egress, one on Cocoa Avenue and another on Fishburn Road.



1356 Columbia Ave, Lancaster

Former branch bank facility with drive-thru lanes offers many options to the retail or office user. The well-maintained, single-story building is located in Stone Mill Plaza, right off Columbia Ave (462) in Lancaster. Sublease expires March, 31, 2023.



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.



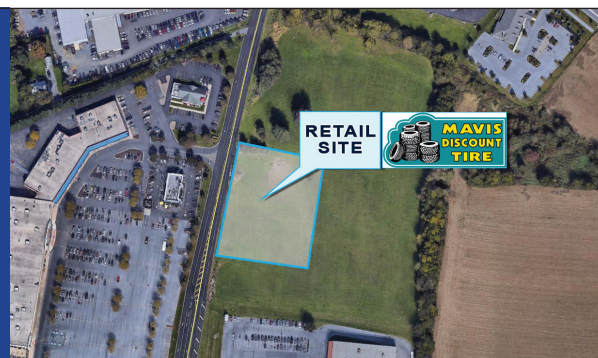
940 E. Main Street, Palmyra

High-profile and convenient location along E. Main Street (Route 422). There are several opportunities for retail development. Pad site is approved for a building size around 2,487 +/- SF.



Eisenhower Boulevard, Harrisburg

Approximately 20 acres of land in Harrisburg, PA on Eisenhower Boulevard. Property features approximately 4 acres in the front of commercially-zoned land and 16 +/- acres in the rear of residentially-zoned land. Located moments from I-83 and just one mile from the Pennsylvania Turnpike (I-76).



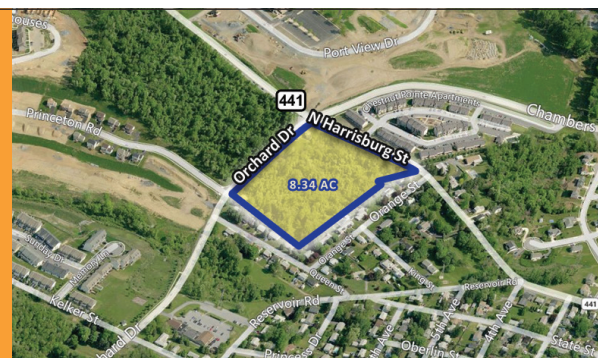
1700 Quentin Road, Lebanon

Pad site for lease along Quentin Road in Lebanon next to Mavis Discount Tire. This is a strong retail area with big box stores such as Lowe's Home Improvement, Staples, JOANN Fabrics and Crafts, Tractor Supply Co., Giant Food Stores, CVS and more. The site is approved for a 5,952 +/- SF building.



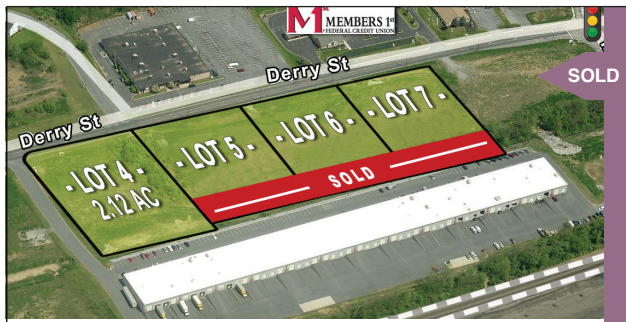
I-81 and W. Trindle Road, Carlisle

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!**



Route 441 & Orchard Drive, Harrisburg

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



7700 Derry Street, Lot #4, Harrisburg

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



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!**



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.



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.




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.



Kim Acres and Aspen Drive, Mechanicsburg

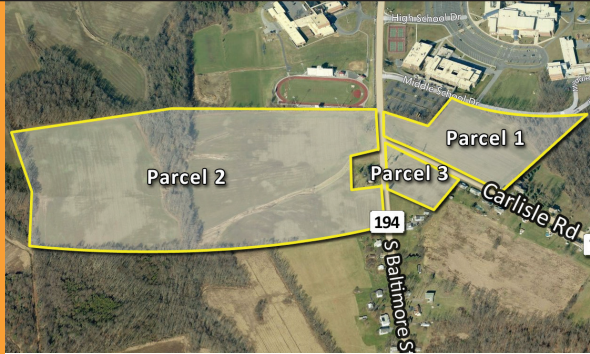
1.03 acres of vacant has been sold to Antonino Purpura who owns JoJo's Pizza and Pasta on Aspen Drive. The land will be used for JoJo's Pizza and Pasta's expansion. The Bill Gladstone Group of NAI CIR represented the Seller and Carter Ellis of Century 21 at the Helm represented the Buyer.



5.1 AC

Peters Mountain & River Roads (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.



Parcel 1
Parcel 2
Parcel 3

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.



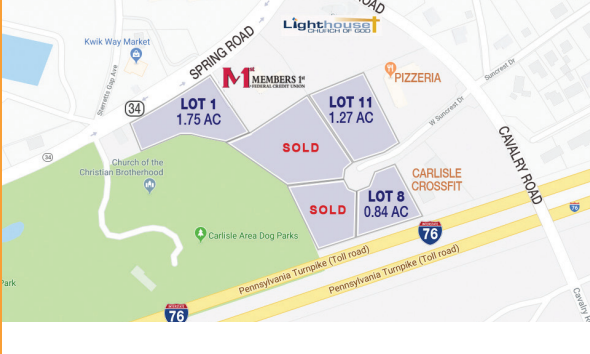
Rutter's
Why Go Anywhere Else?
Store #34

PAD SITE 1.3 AC
SALE/LEASE

PAD SITE 2.8 AC
LEASE ONLY

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.



LOT 1 1.75 AC
LOT 11 1.27 AC
LOT 8 0.84 AC

W. Suncrest Drive and Spring Road, Carlisle

(3) land parcels 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. Lot 1 - Spring Road: 1.75+/- acres Lot 8 - W. Suncrest Drive: 0.84+/- acres Lot 11 - W. Suncrest Drive: 1.27+/- acres.



Lot 1 4.6 Acres

Kriner Road, Chambersburg

4.6+/- acres 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.



Lot 1 3.1 Acres
(755 Kriner Rd)

Lot 2 4.8 Acres
(757 & 759 Kriner Rd)

755 - 759 Kriner Road, Chambersburg

Located between Chambersburg and Greencastle, PA off I-81, Exit 14, across from the CSX Intermodal Terminal in Chambersburg, PA. Lots will be deeded as two separate lots and can be sold separately or combined: 3.09+/- acres (Lot 1) and 4.73+/- acres (Lot 2). Owners would also consider a lease.



901 Shanois Street, Harrisburg

Located adjacent to Harrisburg Green Belt, this outstanding event venue is a turn-key operation. Updated property for new owner to take over. Restored Lochiel Hotel features a seventeenth century bar, tin ceiling and seating capacity for 100. Easily accommodates private functions and corporate meetings. Includes 10 rooms on the 2nd and 3rd floors – currently fully rented.



30-36 E. Independence Street, Shamokin

This 35,000+ SF, 5-story commercial/apartment building is situated on 0.180 AC in the heart of Shamokin. Current layout is retail (former Dollar General) on the first floor and four floors of apartments (53 units) above. Great opportunity for an investor looking to revitalize this Shamokin landmark.



4386 Sturbridge Drive, Harrisburg

Class A professional office/medical center in Harrisburg. The property has three strong tenants and one vacant 3,600 SF suite available for an owner/user or investor opportunity. The location in Sturbridge Business Park, nestled along Route 39, gives superior access to all amenities like lodging, eateries, gas, banking, and all major transportation corridors.

NEW



344 S. 10th Street, Lemoyne

Former bank site with excellent visibility, access and parking. Site is located moments from the I-83 interchange – a short ride to Harrisburg or York. The interior features several offices, an open lobby area, teller station, vault and breakroom. Could be a good use for another financial institution or other commercial/office users.

NEW



1564 Spring Road, Carlisle

Former restaurant landmark in Carlisle is ready for a new owner! The inside is ideal for a diner use with two large indoor eating areas, a counter service space and even an outdoor eating option.



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



700 Market Street, Lemoyne

Pennsylvania Bible Teaching Fellowship bought a 22,530 SF church. Pennsylvania Bible Teaching Fellowship is a non-denominational Christian Church that holds weekly teaching events, youth and family camps and a variety of other religious and secular events. The Bill Gladstone Group of NAI CIR represented the Seller and Nick Martin of NAI CIR represented the Buyer.



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.



3460 Paxton Street, Harrisburg

Former Planet Fitness and CJ Tires located on heavily traveled Paxton Street, directly across from the Harrisburg Mall. This 12,400 SF building has it all. Large warehouse/storage area with a drive-in door, front office or retail space and sprinklers. Don't miss this opportunity to lease this prime real estate.



5129 E. Trindle Road, Mechanicsburg

RNB Property Group, LLC, purchased 8,000 SF of retail space. This will be the new home of Goodall Pools and Spa. With over 50 years of expertise and a wide selection of high-quality pools, spas and backyard accessories, Goodall Pools and Spa can handle many backyard leisure and recreational needs. The Bill Gladstone Group of NAI CIR handled the transaction.



4647 Jonestown Road, Harrisburg

2,230 +/- 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.



415 Market Street, Harrisburg

5,918 SF of retail space 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.



200 N. Franklin Street, Waynesboro

Great industrial/warehouse opportunity in this 17,500+ SF building. Quick access to PA I-81 and MD I-70. The property features three 8' x 10' dock doors and a large 10' x 10' drive-in. Office furniture and 1-ton industrial crane can be included in the sale.



5610 Derry Street, Harrisburg

10,125 SF ideal industrial location in Harrisburg. The warehouse space contains one dock, one drive-in, and 18'+ clear ceiling height. Accessibility to I-83 and other highly traveled corridors. Good space for contractors, small distribution and storage.

A FEW OF OUR FAVORITE THINGS

FIND OUT WHAT THE BILL GLADSTONE GROUP SAYS ABOUT THEIR FAVORITE MARKETING TOOL...

My favorite marketing piece is bobblehead Bill. I enjoy giving the bobblehead within settlement packages. It's a great way to stay top-of-mind and relevant with clients. And he's kind of handsome!

- Bill Gladstone



Our website is just one of my favorite things! It is a great source for finding information on our active listings. From interactive maps to downloadable property PDFs, it couldn't get much better!

- Katie Warrell



The quarterly magazine is my favorite. It showcases relevant, informative articles and highlights all of our listings. I also enjoy the thought and creativity that goes behind creating the cover of each edition.

- Chuck Bender



My favorite thing is our monthly newsletter. It allows us to feature local authors, promote new listings and recent deals, as well as keep up-to-date with what's going on in the Harrisburg area.

- Katie Denchy



Gladstone Group's social media is my favorite thing! Using social media is an effective way to reach new audiences with engaging content relating to our community, tips, and new listings.

- Autumn Addley



If interested, please
contact Chuck Bender at
(717) 761-5070 ext. 152,
cbender@naicir.com or
submit your information
using the short form found
at bit.ly/BGG_Articles.



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Autumn Addley (FI) and Katie Denchy (FR) are not licensed REALTORS.

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