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Michael J. Rohm, MAI, CCIM is a commercial appraiser and sales agent working throughout Central PA. He is Owner and President of Commonwealth Commercial Appraisal Group and is Director of Valuation Advisory for Landmark Commercial Realty.

Professional Board Involvement:

- PA/NJ/DE Chapter of the CCIM Institute
- Lancaster County Association of Realtors Commercial & Industrial Council
- Vice Chair of Greater Harrisburg Association of Realtors Commercial Council
- Vice President of the Appraisal Institute Keystone Chapter
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Unique Sales Closed in

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Comparable Sale #1



Classification: Office - Professional
Price Per Square Foot \$130.83

Address	2148 Embassy Drive	Sale Date	2/28/2022
County	Lancaster	Sale Price	\$1,262,500
Municipality	East Hempfield Township	Deed Reference	6666555
Grantor	Regency Square Executive Suites Partnership	Parcel Number	290-57638-0-0000
Grantee	Vitreoretinal Associates of Lancaster LLC		
Site Size	0.84	Parking	50
Site Frontage	150'	Parking Ratio	5.18
Topography	Slightly Sloped	LTB Ratio	3.79
Site Utilities	Public		
Site Comments	The site is a 0.84 acre rectangular shaped parcel. It is an interior parcel with 150' of frontage along Embassy Drive. The site can be accessed via a curb cut on Embassy Drive and has 50 parking spaces. The site is slightly sloped to the north towards Embassy Drive and is served by public utilities.		
Building Size	9,650	Condition	Average
Above Grade	9,650	# of Floors	2
Below Grade	0		
Construction	Masonry		
Age	1993		
Bldg Comments	The site is improved with a two-story, 9,650 square foot office building. The office consists of 41 private offices, conference room, lobby, front desk reception area, an elevator and a security system. The building was constructed of masonry materials in 1993 and sold in average overall condition.		
Zoning Code	RCC, Regional Commerce Center Zone		
Description	To designate areas for mixed use commerce centers, which provide opportunities for the development of major employment complexes, with a focus on priority business clusters; office, research, and light industrial complexes; and economic development. These primary activities are supplemented by a modest amount of retail sales, service and repair and service activities to serve the needs of the commerce center employees.		
Other Comments	Listing Broker: Thomas Troccoli, 717-390-9858, ttroccoli@bennettwilliams.com		
	It was originally listed on 1/5/21 for an asking price of \$1,495,000.		

Comparable Sale #2



Classification: Apartment/Multi-Family - Garden Style
Price Per Square Foot \$124.81

Address	100 Parkway Boulevard	Sale Date	2/24/2022
County	Luzerne	Sale Price	\$3,300,000
Municipality	Kingston Borough	Deed Reference	202213260
Grantor	100 Parkway Boulevard LLC	Parcel Number	34-H9NE3-004-04C-000
Grantee	Parkway Manor Apartments LLC		
Site Size	0.55	Parking	51
Site Frontage	300'	Parking Ratio	1.93
Topography	Generally Level	LTB Ratio	0.91
Site Utilities	Public		
Site Comments	The site is a 0.55 acre, nearly rectangular shaped parcel along Parkway Boulevard. It is an interior parcel with 300' of frontage along Parkway Boulevard. The site contains one (1) continual point of access along Parkway Boulevard and approximately 51 parking spaces. The site is generally level and served by public utilities.		
Building Size	26,441	Condition	Good
Above Grade	26,441	# of Floors	Two
Below Grade	0		
Construction	Masonry		
Age	1972		
Bldg Comments	The site is improved with a two-story, 26,441 square foot multi-family building. The building contains 35 apartment units. 16 units are studio units, four (4) units contain one-bedroom and one-bathroom, and 15 units contain two-bedrooms and one-bathroom. The units consist of vinyl flooring throughout, dropped tile ceilings, and on-site coin operated laundry. The building was brick masonry constructed in 1972 and sold in good overall condition.		
Zoning Code	C-3, General Commercial		
Description	No specific definition given by the Borough for this District.		

Other Comments Listing Broker: Mher Vartanian, 215-531-7083, mher.vartanian@marcusmillichap.com

Broker Notes: Sale price confirmed. On the market for 3 months. 6 other offers within an acceptable range. 100% occupied at the time of sale. Cap Rate of 6.48%. Rents were below market by approximately \$100-150/unit. 90% of the units were fully renovated at the time of sale.

Comparable Sale #3



Classification: Office - Medical & Professional
Price Per Square Foot \$174.03

Address	3995 East Market Street	Sale Date	2/24/2022
County	York	Sale Price	\$2,425,000
Municipality	Springettsbury Township	Deed Reference	2713-4148
Grantor	2901 Whiteford Road LLC	Parcel Number	46-000-27-0002.B0-00000
Grantee	3995 East Market Street LLC		
Site Size	1.63	Parking	63
Site Frontage	540'	Parking Ratio	4.52
Topography	Slightly Sloped	LTB Ratio	5.10
Site Utilities	Public		
Site Comments	The site is a 1.63 acre, irregular shaped parcel along East Market Stret. It is a corner parcel with 270' of frontage along East Market Street and 270' of frontage along Silver Spur Road. The site is located 1.6 miles east of the Route 30/Mt. Zion Road Exit. The site contains approximately 63 parking spaces and has access points along both East Market Street and Silver Spur Road. The site is slightly sloped to the north and served by public utilities.		
Building Size	13,934	Condition	Average
Above Grade	13,934	# of Floors	Two
Below Grade	0		
Construction	Masonry		
Age	1990		
Bldg Comments	The site is improved with a two-story, 13,934 square foot Class A medical office building. The building was constructed of masonry materials in 1990 and sold in average overall condition.		
Zoning Code	F-D, Flexible Development District		
Description	Intended to permit and encourage flexibility in development to encourage reinvestment and redevelopment.		
Other Comments	Listing Broker: Bennett Williams Commercial, Brad Rohrbaugh, 717-843-5555, Chad Stine, 717-843-5555		
	Broker Notes: 7% cap rate.		

Comparable Sale #4



Classification: Self Storage -
Price Per Square Foot \$186.77

Address	765 Corporate Circle	Sale Date	2/18/2022
County	York	Sale Price	\$1,200,000
Municipality	Fairview Township	Deed Reference	2712-5749
Grantor	Keith and Susan Paup	Parcel Number	27-000-SF-0003.L0-0000
Grantee	C & S Mini Storage LLC		

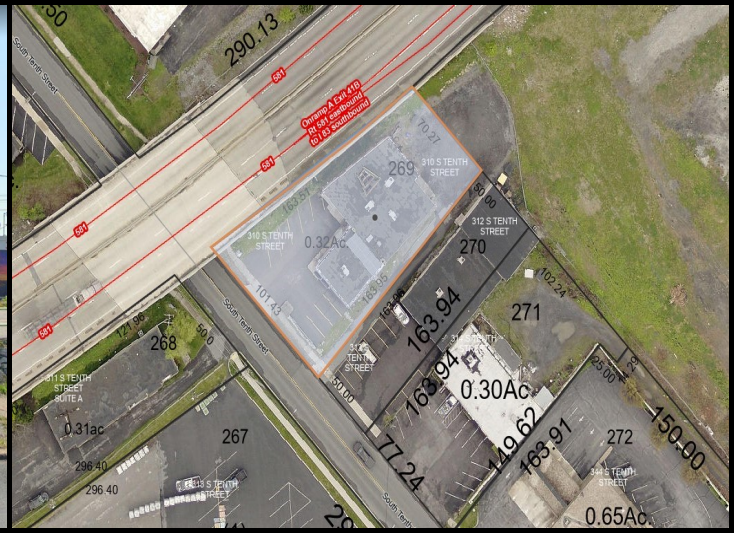
Site Size	0.96	Parking	
Site Frontage	200'	Parking Ratio	0.00
Site Shape	Irregular	LTB Ratio	6.51
Topography	Level		
Site Utilities	Public		
Site Comments	The site is a 0.96 acre, irregular shaped parcel along Corporate Circle. It is an interior parcel with 145' of frontage along Corporate Circle and 55' of frontage along Limekiln Road. The site has two (2) points of access along Corporate Circle.		

Building Size	6,425	Condition	Good
Above Grade	6,425	# of Floors	One
Below Grade	0	Ceiling Height	
Construction	Metal	Sprinkler	
Age	2000		
Number of Units	0		
Bldg Comments	The site is improved with five (5) one-story self storage buildings containing 6,425 square feet. The buildings were constructed of metal materials in 2000 and sold in good overall condition.		

ZoningCode CB, Commercial Business District

Other Comments Buyer Broker: Matt Rosendale 717-779-0804, mrosendale@irellc.com

Comparable Sale #5



Classification: Retail - Flex Retail
Price Per Square Foot \$53.12

Address	310 South Tenth Street	Sale Date	2/8/2022
County	Cumberland	Sale Price	\$450,000
Municipality	Lemoyne Borough	Deed Reference	202203512
Grantor	KDS 310 LP	Parcel Number	12-22-0824-269
Grantee	Jiang Prop 310 LLC		
Site Size	0.32	Parking	9
Site Frontage	115'	Parking Ratio	1.06
Topography	Slightly Sloped	LTB Ratio	1.65
Site Utilities	Public		
Site Comments	The site is a .32 acre, rectangular shaped parcel along South 10th Street. It is an interior parcel with 115' of frontage along South 10th Street. The site abuts PA Route 581. The site contains one (1) point of access along South 10th Street and 9 parking spaces, and a laydown yard. The site is slightly sloped to the Southwest and served by public utilities.		
Building Size	8,472	Condition	Average
Above Grade	8,472	# of Floors	2
Below Grade	0		
Construction	Masonry		
Age	1956	Renovated	2008
Bldg Comments	The site is improved with a two-story, 8,472 square foot retail flex building. The building contains two retail showroom areas with open floor plans, a warehouse area and offices on the second floor. The building also contains two (2) drive-in door. It was constructed of masonry materials in 1956 and later renovated in 2008. The building sold in average overall condition.		
Zoning Code	CG, Commercial General District		
Description	To provide a suitable environment for a variety of general and automobile-oriented business and light industrial uses and those uses which are compatible with and can be located within an established, traditional mixed use community.		
Other Comments	Listing Broker: Roy Brenner (717) 731-1990, rbrenner@landmarker.com		

Broker Notes: The building was mostly vacant at the time of sale. There were two tenants, a church and a hydroponics company that were at below market, month to month, rates. The new owner has plans to develop digital signage to maximize the exposure to 581 and to convert the building into office space.

Comparable Sale #6



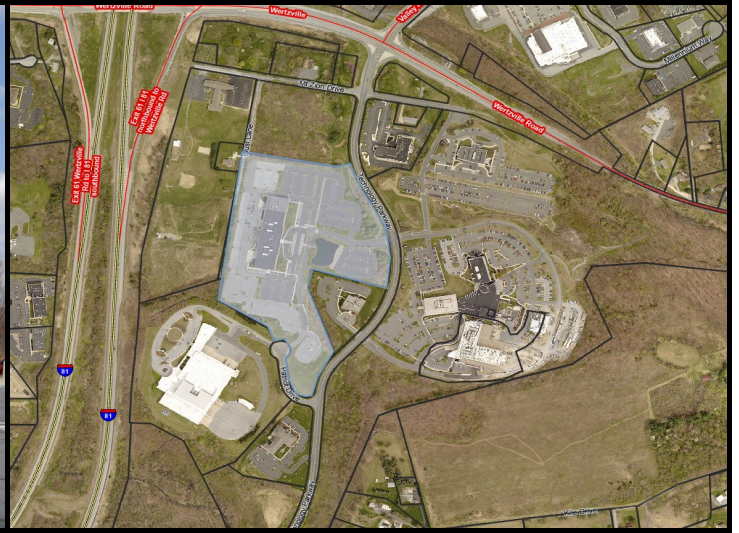
Classification: Retail - Financial Institution
Price Per Square Foot \$948.70

Address	2330 Linglestown Road	Sale Date	2/2/2022
County	Dauphin	Sale Price	\$4,050,000
Municipality	Susquehanna Township	Deed Reference	20220006717
Grantor	Harrisburg Mountain Investors LLC	Parcel Number	62-013-251
Grantee	DHL PNC LLC		
Site Size	0.80	Parking	28
Site Frontage	590'	Parking Ratio	6.56
Topography	Generally Level	LTB Ratio	8.16
Site Utilities	Public		
Site Comments	The site is a 0.8 acre rectangular shaped parcel in a larger neighborhood shopping center complex along Linglestown Road. The site is accessed through the larger shopping center parcel. The site has visibility along Linglestown Road and two (2) points of access through the larger shopping center site. At the time of sale, tenants of the neighborhood shopping center included a Subway Restaurant, pizza shop, Giant Food Stores, Giant Gas Station, and a Wine and Spirits retail location.		
Building Size	4,269	Condition	Good
Above Grade	4,269	# of Floors	One
Below Grade	0		
Construction	Masonry		
Age	2010		
Bldg Comments	The site is improved with a one-story, 4,269 square foot bank building. The building contains a reception area, teller area, periphery offices, and a three (3) lane drive thru. At the time of sale the building was occupied by PNC Bank.		
Zoning Code	CH, Commercial Highway District		
Description	Are designed to accommodate the needs of the highway traveler and to serve as the retail marketing centers for the entire Township. These districts are expected to offer a wide range of shopping and service functions.		

Other Comments Listing Broker: Forged Real Estate, Mark Diprinzio, mdiprinzio@forgedre.com, 610-608-2621.

Broker Notes: In-place cap rate of 5.25% based on an absolute net lease. Deal was financed as part of a 1031 Exchange.

Comparable Sale #7



Classification: Office - Medical & Professional
Price Per Square Foot \$257.06

Address	2020 Technology Parkway	Sale Date	2/2/2022
County	Cumberland	Sale Price	\$45,000,000
Municipality	Hampden Township	Deed Reference	202203539
Grantor	Tech Park Associates LP	Parcel Number	10-14-0839-022
Grantee	UPMC Pinnacle Hospitals		
Site Size	20.33	Parking	1021
Site Frontage	1,675	Parking Ratio	5.83
Topography	Generally Level	LTB Ratio	5.06
Site Utilities	Public		
Site Comments	The site is a 20.33 acre, irregular shaped parcel along Technology Parkway. It is an interior parcel with 1,160' of frontage along Technology Parkway and 515' of frontage along Patriot Drive. The site contains two (2) points of access along its frontage and 1,021 parking spaces. The site is 0.10 miles south of the Wertzville Road Exit of Interstate 81. The site is generally level sloped and served by public utilities.		
Building Size	175,055	Condition	Good
Above Grade	175,055	# of Floors	Three
Below Grade	0		
Construction	Masonry		
Age	2003		
Bldg Comments	The building is a three-story, 175,055 square foot medical office building. The site consists of private offices, bullpen workspace areas, and a cafeteria. The office is was constructed of masonry materials in 2003 and sold in good overall condition.		
Zoning Code	O-P Office Park		
Description	The purpose of the O-P, Office-Park District is to provide a suitable environment for business, professional, financial and governmental offices adjacent to or conveniently accessible to major transportation corridors. Office-Park commercial uses should be integrated with the other uses within the office park development by architectural controls and uniform design of such external features as signage, lighting and walkways.		
Other Comments	Landmark Commercial Realty assisted with the transaction. Specifics related to the transaction are confidential. The transactional information was procured from public records.		

Comparable Sale #8



Classification: Special Purpose - Car Wash / Truck Wash
Price Per Square Foot \$328.95

Address	800 South Spruce Street	Sale Date	2/1/2022
County	Lancaster	Sale Price	\$800,000
Municipality	Elizabethtown Borough	Deed Reference	6661799
Grantor	Lime Ridge Farm Properties LLC	Parcel Number	250-84686-0-0000
Grantee	Aberdeen Land Holdings LLC		
Site Size	0.54	Parking	10
Site Frontage	350'	Parking Ratio	4.11
Topography	Generally Level	LTB Ratio	9.67
Site Utilities	Public		
Site Comments	The site is a 0.54 acre, irregular shaped parcel along South Spruce Street. It is a corner parcel at the nonsignalized intersection of South Spruce Street and East Plum Street with 190' of frontage along East Plum Street and 160' of frontage along South Spruce Street. The site contains two (2) points of access, one (1) along South Spruce Street and one (1) along East Plum Street and 10 parking spaces. The site is generally level and served by public utilities.		
Building Size	2,432	Condition	Average
Above Grade	2,432	# of Floors	1
Below Grade	0		
Construction	Masonry		
Age	2002		
Bldg Comments	The site is improved with a one-story, 2,432 square foot car wash. The building contains three (3) self-service bays, and one (1) automatic bay. The building was masonry constructed in 2002 and sold in average overall condition.		
Zoning Code	GC, General Commercial		
Description	To accommodate the needs for distribution of goods and services to the consumer in a retail and/or professional office setting in accordance with the Regional Strategic Plan.		
Other Comments	8/1/22 - Conversation with Reuben Ziegler, the current owner. He said the business made about \$240,000 in 12 months prior to his acquisition. This translates into a gross income multiplier of 3.33.		

Comparable Sale #9



Classification: Land Sale - Commercial
Price Per Square Foot \$130.84

Address	2205 Lincoln Highway East	Sale Date	2/1/2022
County	Lancaster	Sale Price	\$2,250,000
Municipality	East Lampeter Township	Deed Reference	6655681
Grantor	Lincoln Properties LTD	Parcel Number	310-31821-0-0000
Grantee	Samuel Brothers Realty LP		
Site Size	6.64	Parking	40
Site Frontage	350'	Parking Ratio	2.33
Topography	Level	LTB Ratio	16.82
Site Utilities	Public		
Site Comments	The site is a two parcel contiguous assemblage containing 6.64 acres. The site contains 350' of frontage along Lincoln Highway East. The site is generally level and served by public utilities.		
Building Size	17,196	Condition	Below Average
Above Grade	17,196	# of Floors	One
Below Grade	0		
Construction			
Age	1910 & 1955		
Bldg Comments	The site is improved with four (4) buildings containing 17,196 square feet of retail buildings. The tenants at the time of sale include Tony Wangs Restaurant, a cigar shop, a sign shop, and a beer distributor.		
Zoning Code	"C-3" Regional Commercial		
Description	To provide for areas for large-scale commercial uses that are destination type attractions for local residents as well as visitors throughout the region.		
Other Comments	Listing Agent: Jeff Herr 717-843-5555		
	According to the sellers agent, at the time of sale, there were no approved plans.		

310-03427-0-0000