

**COMMERCIAL
CHAPTER**

**TRI-COUNTY SUBURBAN
REALTORS®**

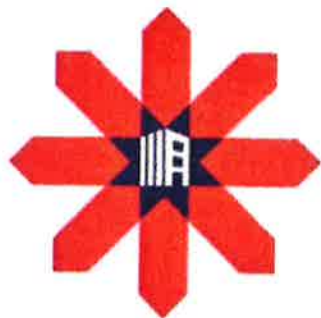
Commercial/Industrial Marketing Exchange

FRIDAY 5/12/23

FEATURED PROPERTIES

&

MEETING RECAP



COMMERCIAL CHAPTER

TRI-COUNTY SUBURBAN
REALTORS®

Commercial/Industrial Marketing Exchange

Tri-County Suburban REALTORS® Classroom
1 Country View Road, Malvern PA 19355, Suite 101
Meeting Agenda - May 12, 2023

8:15am – 8:30am

- **Networking**

8:30am – 9:15am

- **Lender Panel Discussion:**

- **Joe Bergquist – Harleysville Bank, Moderator**
- Paul Avery – Meridian Bank
- Jennifer Sandner – WSFS
- Marie Shires – Seedco
- Jennifer Schell – Phoenixville Federal Savings Bank
- Mark Cohen – Malvern Bank

9:15am – 9:30am (*approximately*)

- **Marketing Exchange** (*shortened*)
Bring Your "Haves" and "Wants" – Plus Flyers!

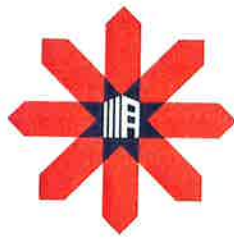
- Quick Pitches
 - Haves
 - cash
 - paper
 - property for sale
 - property for lease/sublease
 - business opportunities
 - with real estate
 - without real estate
 - products & services
 - Wants

9:30am

- **Adjournment, networking, and cleanup**

Next meeting:

- **Friday June 9: 8:15am – 9:30am**



**COMMERCIAL
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TRI-COUNTY SUBURBAN
REALTORS®

Commercial/Industrial Marketing Exchange

Print Name	Phone #	Email
<u>Michele Rist</u>	<u>610-331-2312</u>	<u>michele@1031CORP.COM</u>
<u>ANDREW P. CRAWFORD</u>	<u>610-299-0500</u>	<u>APCCRE@GMAIL.COM</u>
<u>MARK REALE</u>	<u>610-308-9500</u>	<u>MARKREALE44@Gmail.com</u>
<u>CARL BUCHHOLZ</u>	<u>484-880-0447</u>	<u>cbuchholz@wfsbank.com</u>
<u>CHRIS BOURLAND</u>	<u>215-872-2299</u>	<u>Chris@jvaluation.com</u>
<u>Ed CURRAN</u>	<u>610-972-1493</u>	<u>ed.CURRAN@foxroach.com</u>
<u>Suzanne Kunde</u>	<u>484-686-7872</u>	<u>SuzanneWald@Freestyle.com</u>
<u>Tom Walsh</u>	<u>484-802-5818</u>	<u>tom.walsh@LNP.com</u>
<u>MALLIKA PRODUTOR</u>	<u>484-680-1129</u>	<u>mallika.Proddutoor@gmail.co</u>
<u>Gregory Moton</u>	<u>215-252-6084</u>	<u>gmoton@newcitycc.com</u>
<u>Charlene Tucker</u>	<u>610-594-2261</u>	<u>ctucker@interlandrealestate.com</u>
<u>CHELE HALLMAN</u>	<u>610-633-5796</u>	<u>OPENING ANOTHER DOOR@GMAIL.COM</u>
<u>Mark Cohen</u>	<u>610-675-8876</u>	<u>mcohen@mymalvernbank.com</u>
<u>Marie Shires</u>	<u>610-334-1548</u>	<u>mshires@seedcopa.com</u>

Print Name

Phone #

Email

Jennifer Schell

610-933-2655

jschell@phoenixfed.com

Joc Bergquist

267-664-5598

jbergquist@harleysvillebank.com

Jennifer Sandner

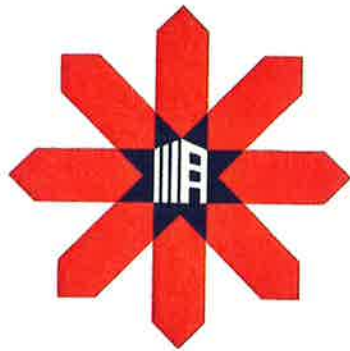
610-608-8706

jsandner@wfsbank.com

Paul May

717-380-5148

pam@meridianbank.com



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**TRI-COUNTY SUBURBAN
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Lender Panel Discussion

Joe Bergquist – Harleysville Bank, *Moderator*

Paul Avery – Meridian Bank

Jennifer Sandner – WSFS

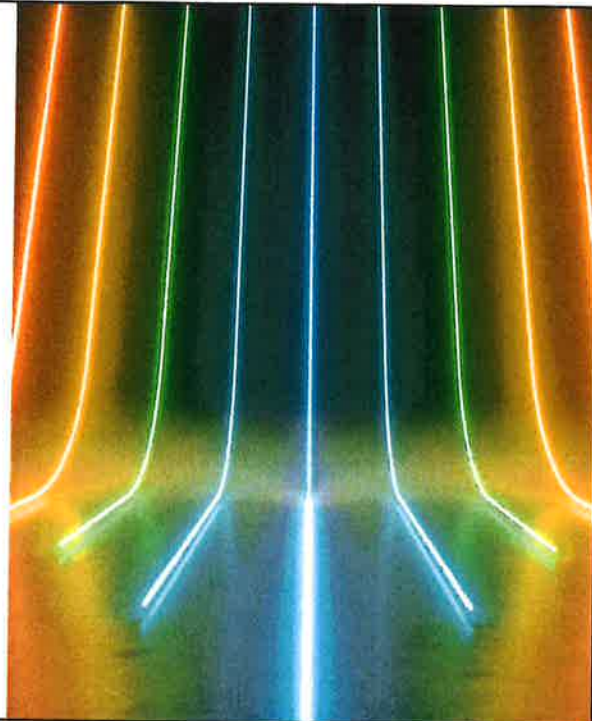
Marie Shires – Seedco

Jennifer Schell – Phoenixville Federal Savings Bank

Mark Cohen – Malvern Bank

Joe Bergquist Presentation Slides:
Attached Next

C&I EXCHANGE LENDING PANEL MAY 12, 2023



1

INTRODUCTIONS

Lenders:

Joe Bergquist – Harleysville Bank

Mark Cohen – Malvern Bank

Jennifer Schell – Phoenixville Federal
Savings Bank

Paul Avery – Meridian Bank

Marie Shires – Seedco

Jennifer Sandner – WSFS Bank



2

Economic Data:

Unemployment

Inflation

Velocity of M1 Money Stock

Interest Rates

Gross Domestic Product

Yield Curve

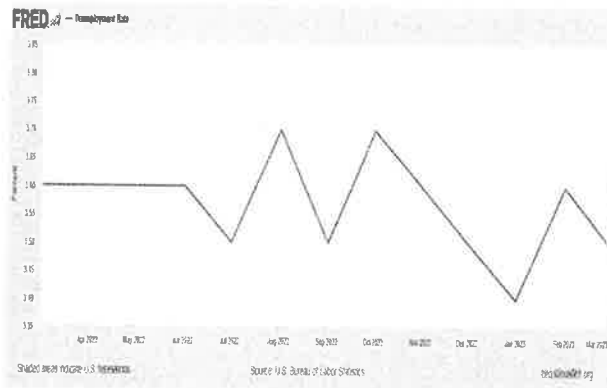
Discussion:

Commercial Real Estate

Small Business Administration

AGENDA

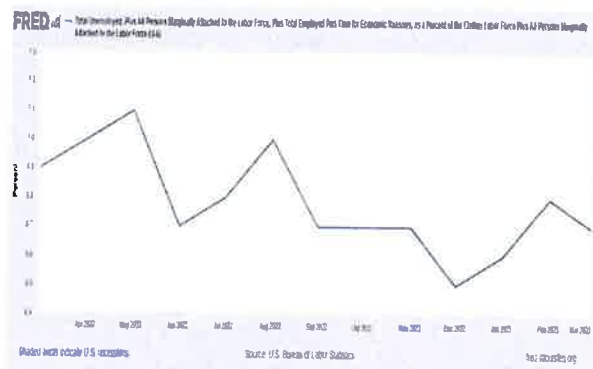
3



Unemployment using the U3 rate, as of March 2023, remains low at 3.5%.

UNEMPLOYMENT

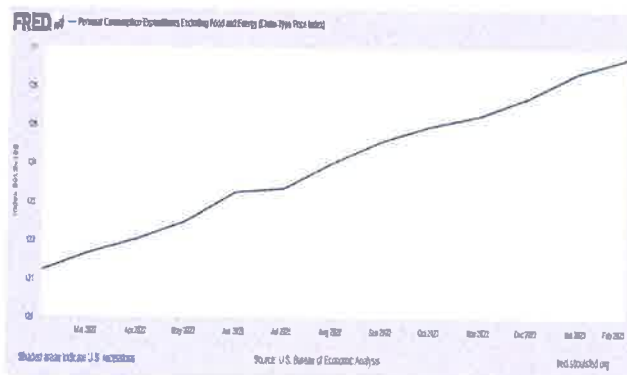
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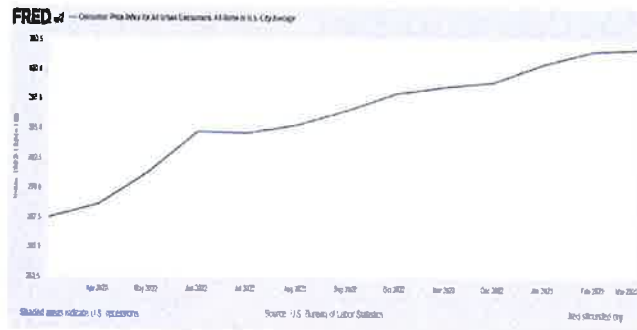


Unemployment using the U6 rate, as of March 2023, stands at 6.7%.

UNEMPLOYMENT

5

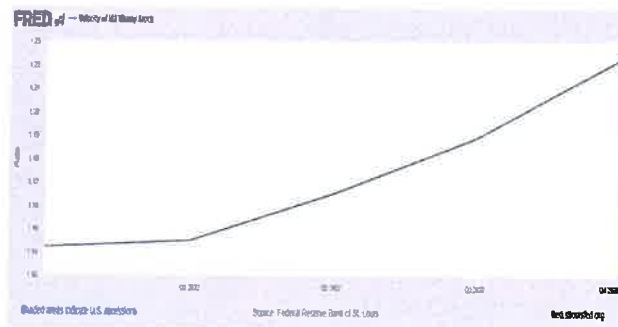




Consumer Price Index (CPI) – this is for all Urban consumer; All items in U.S. City Average.

INFLATION

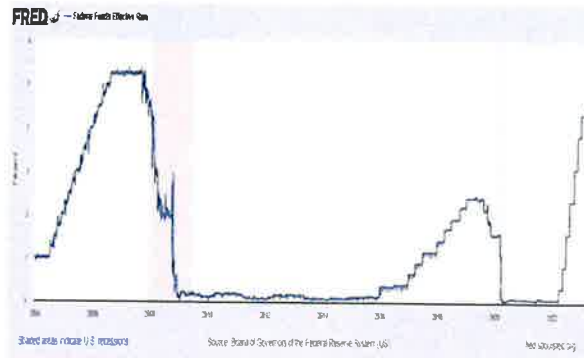
7



If the velocity of money is increasing, then more transactions are occurring between individuals in an economy.

VELOCITY OF M2 MONEY STOCK

8



Federal Funds Effective Rate (range 4.75%-5.00%)

WSJP rate — 8.00%

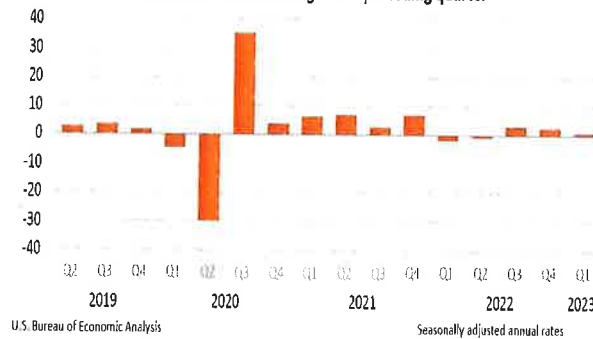
Go back to 2006-07 the last time rates were this high.

Rates have hit 0.00%-0.25%, twice in history — Dec. 2008 and March 2020.

INTEREST RATES

9

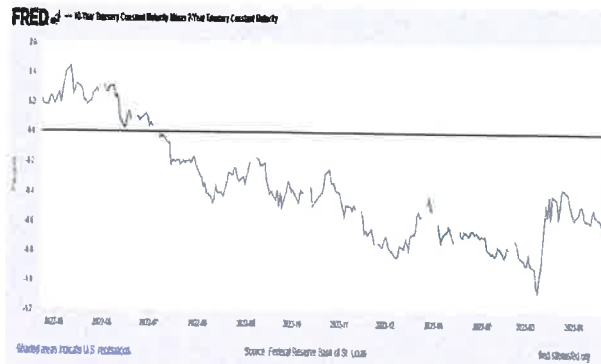
Real GDP: Percent change from preceding quarter



- 3rd quarter 2020 — 35.3%
- 4th quarter 2020 — 3.9%
- 1st quarter 2021 — 6.3%
- 2nd quarter 2021 — 7.0%
- 3rd quarter 2021 — 2.7%
- 4th quarter 2021 — 7.0%
- 1st quarter 2022 — (1.6%)
- 2nd quarter 2022 — (0.6%)
- 3rd quarter 2022 — 3.2%
- 4th quarter 2022 — 2.6%
- 1st quarter 2023 — 1.1%

GROSS DOMESTIC PRODUCT (GDP)

10



Most common gauge of the yield curve.

Inverted since July 2022 (not normal)

Short term rates are higher than long term rates

Not a 100% predictor of recession, but 95%.

YIELD CURVE (10YR - 2YR)

11



Largest inversion in the HISTORY of tracking the 10year - 3-month.

YIELD CURVE (10YR - 3-MONTH)

12

4 Bank failures in March - April 2023

- Silvergate Bank – March 8th
- Silicon Valley Bank (SVB) – March 10th
- Signature Bank – March 12th
- First Republic Bank – April 28th

Why did they fail?

1. Uninsured deposits
2. Unrealized losses in the bond portfolio
3. Exposure to crypto industry

Additional fallout:

March 18th - Credit Suisse (second largest bank in Switzerland) failed, taken over by UBS (largest bank in Switzerland)

April 22nd – Moody's downgrades 11 U.S. regional banks

TURMOIL IN BANKING INDUSTRY

13

Segments:

Apartment – rent growth is slowing / stabilizing. Remains strong

Industrial – Absorption beginning to slow. Remains strong

Retail – Hit or miss. Overall, still doing okay

Office – This is the problem area.
Vacant, occupancy, subleasing, renewals.

Why is CRE an issue for banks?

- Interest rate risk (portfolio and renewal perspective)
- Deteriorating rent rolls
- Lower property values

COMMERCIAL REAL ESTATE

14

Lender Moratorium

7(A) and 504 Loan
Authorization

SMALL BUSINESS ADMINISTRATION

15

QUESTION AND ANSWER

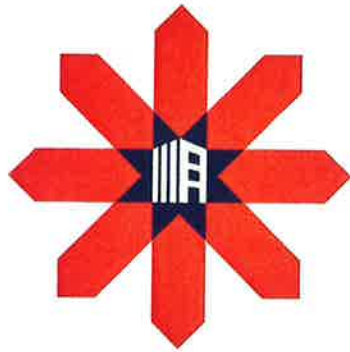
A real estate agent has 2 property listings.
Now add 11 more. What does the agent
have now?



My kidnapers returning me after
listening to me talk about real
estate for 3 hours



16



**COMMERCIAL
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Commercial/Industrial Marketing Exchange

FOR SALE

***Forestville Bus. Park
Lot 7 Dalin Drive
Lincoln University, PA
Sale: Industrial Ground***



Features:

- Light industrial lot – 3+/- acres
- Lot 7 – Upper Oxford Township
- U S 1 & Rt. 896 Interchange
- Requires on-site water & sewer
- Proximity to ports of Philadelphia, Wilmington & Baltimore
- Proximity to East Penn Rail
- Picture your new building here!

Price: \$ 235,000.00

Contact: Tom Walsh
Direct: 484-802-5818
E-Fax: 610-696-8424
tom.walsh@lnf.com

Pa. License # RS065523A

Long & Foster Real Estate, Inc.
709 East Gay Street
West Chester, PA 19380-4567
Office: 610-696-1100

Contact "Bud" Emig
Direct: 610-715-1564
bud@inf.com

Chester County welcomes thee!

The information contained herein has been obtained from the owner of the property and/or from sources deemed reliable. We have no reason to doubt its accuracy but make no warranty or representations. All information is submitted subject to errors, omissions, changes, withdrawal without notice and any special listing conditions of the owner. All information should be verified prior to purchase or lease.

***Forestville Bus. Park
840 Pennsgrove Road
Lincoln University, PA
19352***



COMMERCIAL



Features:

- Light industrial lot – 3+/- acres
- Lot 12 – Upper Oxford Township
- U S 1 & Rt. 896 Interchange
- Requires on-site water & sewer
- Proximity to ports of Philadelphia, Wilmington & Baltimore
- Proximity to East Penn Rail
- 12+/- ac. assemblage potential

Price: \$ 285,000.00

Contact: Tom Walsh
Direct: 484-802-5818
E-Fax: 610-696-8424
tom.walsh@lnf.com

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Office: 610-696-1100
Fax: 610-696-2449

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bud@lnf.com

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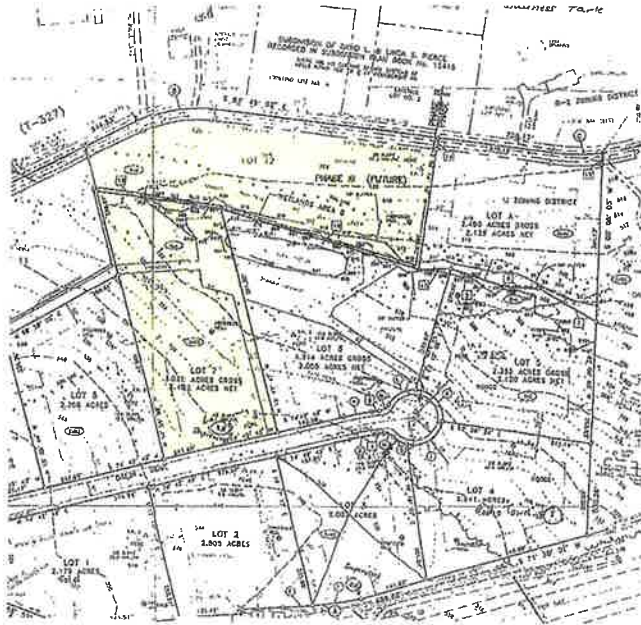
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Designed by The Write Connection, West Chester, PA. 610-692-1708

***Forrestville Bus.Park
Lots 7 & 12
Upper Oxford Township
Sale: Industrial Ground***



COMMERCIAL



Features:

- Light Industrial lots for sale
- Lot 7 – 3.0 acres 6 Dalin Drive
- Lot 12 – 3.6 acres 840 Penns Grove Rd
- US Rt. 1 & Rt. 896 Interchange
- Requires on-site water & sewer
- Rail, port & air opportunities
- Assemblage Potential: 12+/- acres

Sale: \$495,000.00

Contact: Tom Walsh

Direct: 484-802-5818

E-Fax: 610-696-8424

tom.walsh@lnf.com

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COMMERCIAL

Tom Walsh, GRI

Commercial REALTOR®

Commercial/Industrial/Investments

RS065523A

Direct: 484-802-5818

Main: 610-696-1100

E-Fax: 610-696-8424

Site Overview: Lot 7 Dalin Drive and/or 840 Pennsgrove Road, Lincoln University, PA 19352 (Upper Oxford Township)

This site is located in southern Chester County at the intersection of Route 896 and the four-lane divided highway known as U.S. 1. The four-lane divided portion runs from Kennett Square to the Maryland State line and is parallel to Interstate 95. The site is officially known as the Forestville Business Park with four of the thirteen light industrial lots being vacant. We are offering two lots (lot 7 @ 3 +/- acres and lot 12 @ 3.6 +/- acres) with a potential assemblage of up to 12 acres. The site has proximity to major highways in the tri-state area, the ports of Philadelphia, Wilmington, and Baltimore plus PHL Airport, BWI Airport, and the G. O. Carlson Airport (Coatesville). In addition, transload rail service is available at nearby Avondale by the East Penn Railroad that interchanges with the Norfolk Southern at Coatesville and the CSX at Elsmere Junction, Delaware.

This is the main growth corridor in southern Chester County, and it includes the Boroughs of Kennett Square, Avondale, West Grove, and Oxford. The region is known for its agricultural, food processing and small businesses. Educational facilities include Lincoln University and the technical program of the Delco Community College located at Pennock's Bridge. Penn Medicine, CHOP, and the Christiana Care Health System all have facilities along the corridor. Four school districts, numerous golf courses, and over-55 facilities are a key part of this region.

Explore the possibilities of this site with your clients. We can put you in touch with the Chester County Economic Development Council, Southern Chester County Chamber of Commerce, and/or the Upper Oxford Township officials. Shopping destinations include Historic Kennett Square and Oxford plus New Garden, London Grove Village, the Shoppes at Jenner's Village, Oxford Commons and Oxford Square shopping centers.

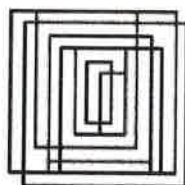
Chester County Welcomes Thee!

709 East Gay Street – Suite 1, West Chester, PA 19380-4567



Land Development Opportunity

164 Byers Rd, Chester Springs, PA 19425



**INTERLAND
REAL
ESTATE
CORPORATION**



Charlene Tucker

Interland Real Estate Corporation
300 National Rd, Suite 300, Exton, PA 19341
ctucker@interlandrealestate.com
(610) 594-2261



Land Development Opportunity

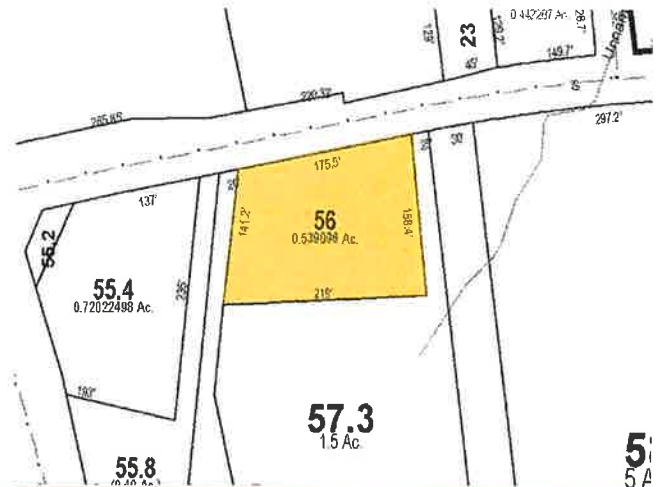
\$500,000

Traffic count 3,800+ cars per day at site, and over 29,000+ cars per day at Pottstown Pike intersection, 1/4 mile away.

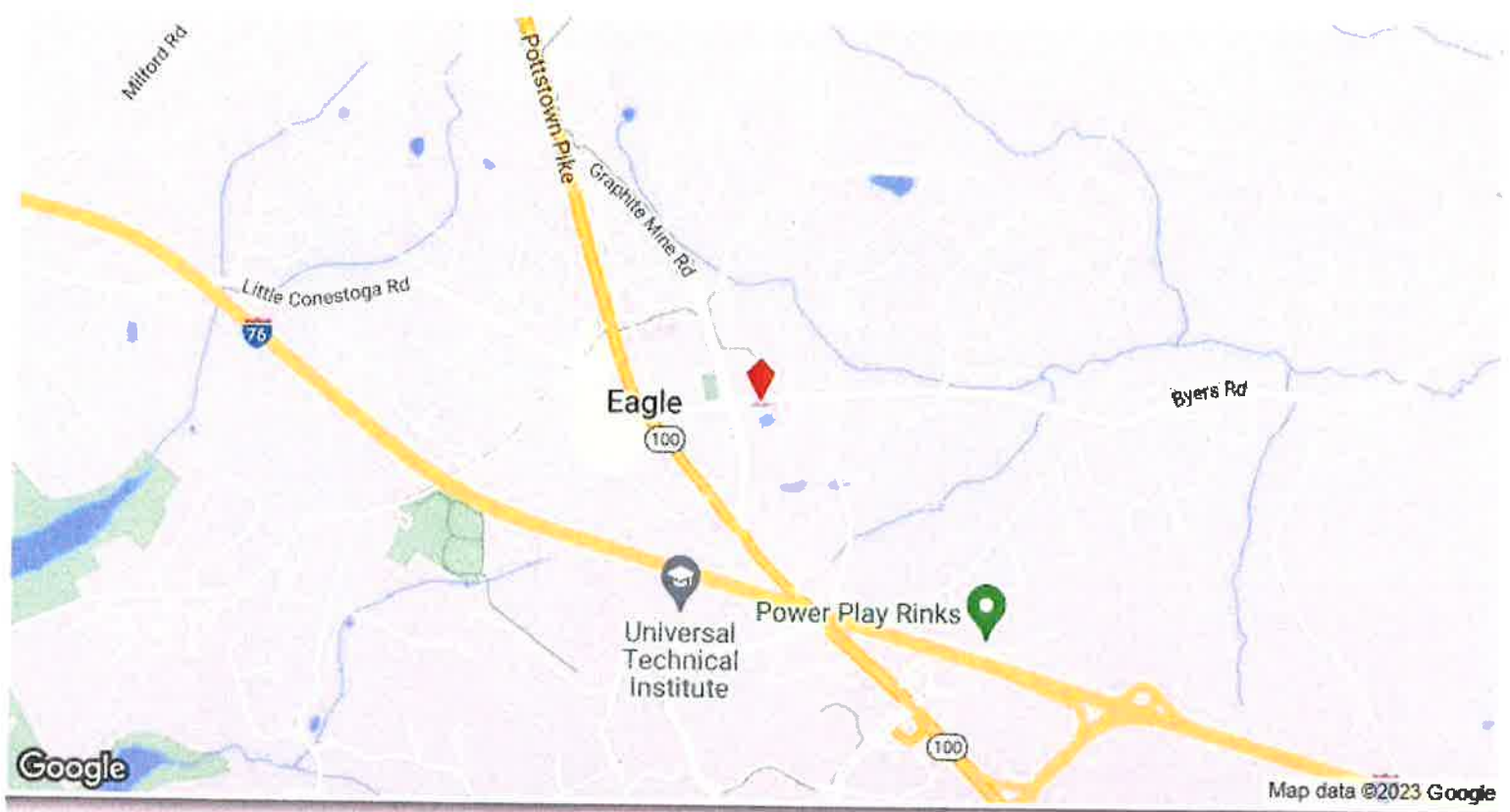
Location: Route 100 North, right on Graphite Mine Road, right on Byers Road, property is on the south side. Located in Upper Uwchlan Township. Chester Springs is one of the most historically significant areas in Chester County.

Land purchase price includes a Land Development Plan for a 7,572 SF (gross), 2-story office/medical/retail building consisting of 2,200 SF per floor, plus a 2,200 SF lower level, stair towers on both ends of the building and an elevator in the center core. 25 planned parking spaces (based on 4,400 SF).

- Perfect for a medical use to support the new Retirement community coming in.
- Excellent demographics.
- Good access.



Price:	\$500,000
Property Type:	Land
Property Subtype:	Commercial
Proposed Use:	Commercial
Sale Type:	Investment or Owner User
Total Lot Size:	0.70 AC
No. Lots:	1
Zoning Description:	C1
APN / Parcel ID:	32-004-0056.0000



164 Byers Rd, Chester Springs, PA 19425

Traffic count 3,800+ cars per day at site, and over 29,000+ cars per day at Pottstown Pike intersection, 1/4 mile away.

Location: Route 100 North, right on Graphite Mine Road, right on Byers Road, property is on the south side. Located in Upper Uwchlan Township. Chester Springs is one of the most historically significant areas in Chester County.

Property Photos



Building Lot



Building Lot

Property Photos



Building Lot



Building Lot

Property Photos



Primary Photo



Building Lot



STUDENT RENTAL MIXED USE BUILDING
FOR SALE IN WEST CHESTER BOROUGH



319 SOUTH HIGH STREET | WEST CHESTER, PA 19382



PILLAR REAL ESTATE ADVISORS

P: 484-887-8202 | www.PillarRealEstateAdvisors.com
535 N. Church Street, West Chester, PA 19380



STUDENT RENTAL MIXED USE BUILDING FOR SALE IN WEST CHESTER BOROUGH

PROPERTY HIGHLIGHTS

- 3,100SF Mixed Use Building for Sale
- Fully Leased 3 Bedroom Student Rental
- 1,200 SF First Floor Office Space Available
- Perfect for User– Buyer or General Investor
- Full Basement for Storage
- Onsite Parking Lot for Tenants/Users: +/- 7 Spaces
- Highly Visible Location on High Street
- Walking Distance to all Borough Restaurants and West Chester University

SALE PRICE: \$800,000



319 SOUTH HIGH STREET | WEST CHESTER, PA 19382

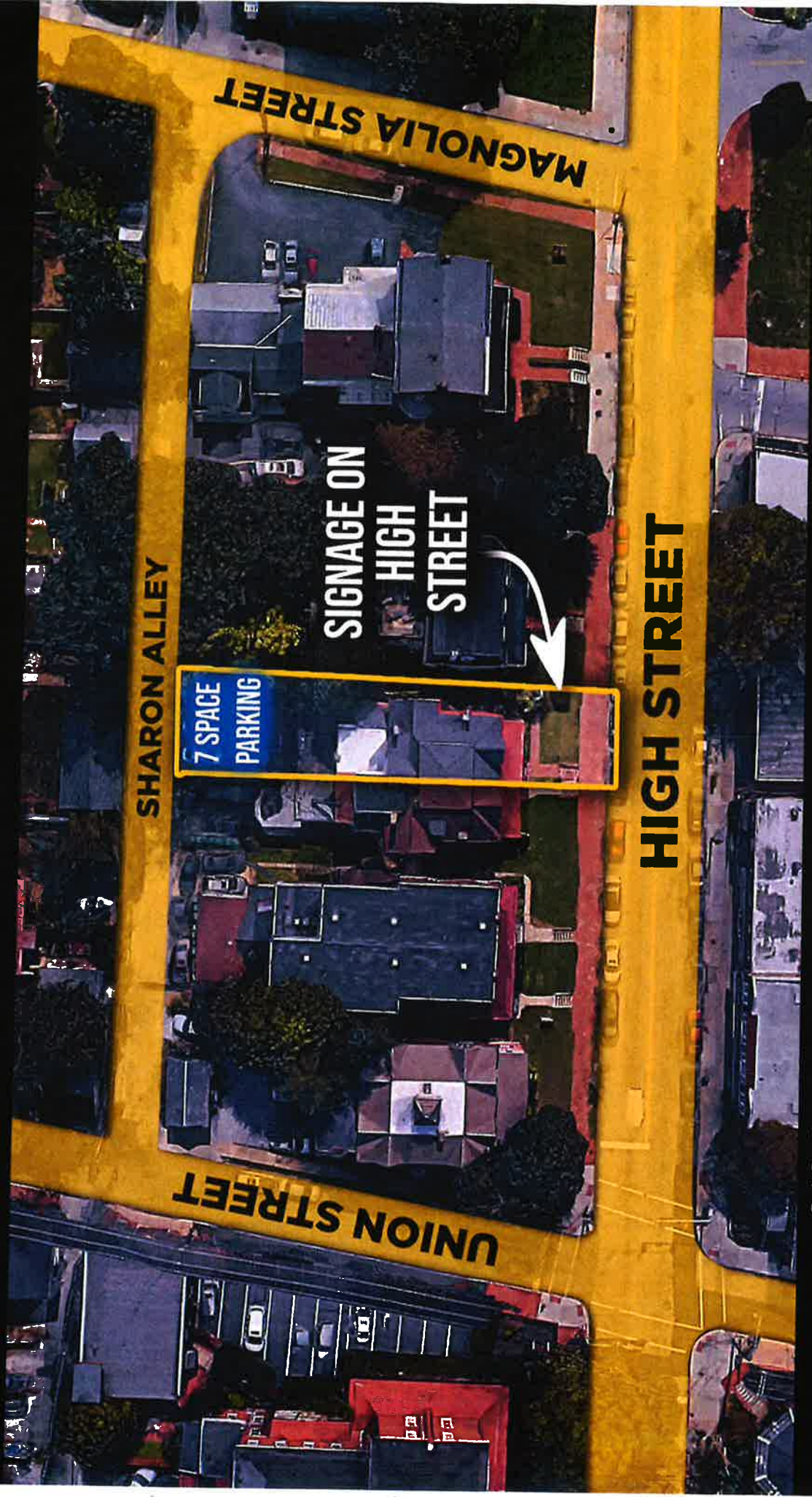


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FOR SALE IN WEST CHESTER BOROUGH



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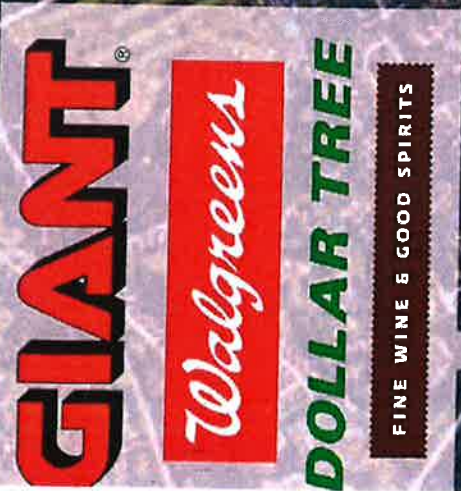
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STUDENT RENTAL MIXED USE BUILDING FOR SALE IN WEST CHESTER BOROUGH



 Pyram Medical
CHESTER COUNTY HOSPITAL

 W.C.
B. REED HENDERSON
HIGH SCHOOL
THE JASON P. SHROCK, PRINCIPAL
Home of the Warriors

SPENCE CAFE
THE ORIGINAL

ROOTS CAFÉ

Wawa

Chester County
Justice Center

Market Street Grill



319 SOUTH HIGH STREET

WCU
WEST CHESTER
UNIVERSITY



LA/FITNESS
CHIPOTLE
MEXICAN GRILL

Panera
BREAD
ACMOORE
ARTS & CRAFTS
Qdoba
MEXICAN GRILL

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FOR SALE IN WEST CHESTER BOROUGH

PILLAR REAL ESTATE ADVISORS

BRINGING EXPERIENCE, PROFESSIONALISM, AND INTEGRITY
TO COMMERCIAL REAL ESTATE BROKERAGE

ANDREW CARLINO

ACARLINO@PILLARREALESTATEADVISORS.COM
484-887-8202 | Ext. 103

ANDREW TURNER

ATURNER@PILLARREALESTATEADVISORS.COM
484-887-8202 | Ext. 102

ERIC KUHN

EKUHN@PILLARREALESTATEADVISORS.COM
484-887-8202 | Ext. 101

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535 N. Church Street, West Chester, PA 19380

INDUSTRIAL

FOR LEASE OR SALE



57 N 6th Street
Oxford, PA 19360

PROPERTY FEATURES

10.5 ACRES
Zoned Industrial
Poss Railroad Access
Truck Terminal
Public Utilities

exp[®]
COMMERCIAL

Many Possible Uses

The Property is located is just 4.5 miles from RT 1, and 12 Miles from I-95, 15 miles from Newark, DE.

listed exclusively by:

LORI LIVINGSTON

484-947-7137

lori.livingston@expcommercial.co

www.expcommercial.com



FOR SALE

LISTED AT **895,000**



1800 Willow Spur
Macungie, PA 19062



PROPERTY **FEATURES**

USDA Approved
(2) Loading Docks
Phase III & Phase I
6478 SF
.8859 Acre Lot

exp[®]
COMMERCIAL



Business & Real Estate

This Commercial/Industrial Building has been a successful butchery for several years. Ample space for food processing & manufacturing, as this is a USDA approved facility. Perfect for Kosher or Halal Butchery.



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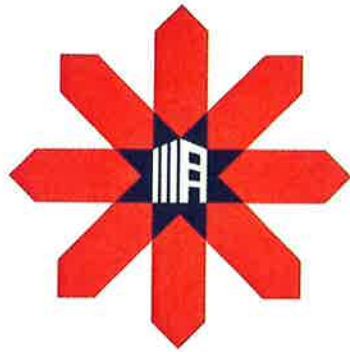
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lori.livingston@expcommercial.com

www.expcommercial.com





**COMMERCIAL
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Commercial/Industrial Marketing Exchange

BUSINESS FOR SALE WITH REAL ESTATE

***1571 Horseshoe Pike
Glenmoore, PA 19343
With business known as
Dawg Day Afternoon***



COMMERCIAL



Features:

- 1.1 acres - Rural Mixed-use zoning
- One story - 2400 +/- SF building
- Is adaptable to a variety of uses
- 210' frontage on busy Rt. 322
- Paved parking for 15 +/- vehicles
- Public sewer & on-site water
- Available with or without business
- Veterinary hospital next door

Price reduction! Call!

Contact: Tom Walsh
Direct: 484-802-5818
E-Fax: 610-696-8424
tom.walsh@lnf.com

Pa. License # RS065523A

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Commercial REALTOR®

Commercial/Industrial/Investments

RS065523A

Direct: 610-484-802-5818

Main: 610-696-1100

E-Fax: 610-696-8424

**Site Overview: 1572 Horseshoe Pike, Glenmoore, PA 19343
(Rt. 322 – West Brandywine Township, Chester County)**

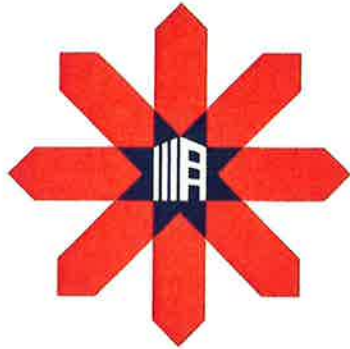
Dawg Day Afternoon

Dawg Day Afternoon is a family run dog day care business dating back to 2009. The owner would like to retire. The business is located on the north side of Horseshoe Pike (RT. 322) near the Little Washington intersection (S & T Bank). This 1.1-acre square parcel offers over 200' of frontage on busy Route 322. The property's interior presently includes a front customer service area, two open rooms, a grooming room (former garage), two rest rooms, a utility room and a 10' X 18' second floor storage area. The exterior features a storage shed and two fenced enclosed play areas (50' X 50' on the east side and 16' X 60' in the rear) with XGrass for pets. The paved parking area can accommodate 15 or more vehicles. The Glenmoore Veterinary Hospital is adjacent to the day care center. Route 322 is the major connector between West Chester, Downingtown and Honey Brook. There is easy access to Routes 30, 113, 202 and 100. This bedroom community has much to offer a potential owner/operator including the Downingtown Area School District.

Come and explore the possibilities of this site. We can arrange for you to meet with representatives of West Brandywine Township, the Chester County Economic Development Council and/or the Downingtown-Thorndale Regional Chamber of Commerce. We can also direct you to lending sources.

Chester County welcomes thee!

709 East Gay Street – Suite 1, West Chester, PA 19380-4567



**COMMERCIAL
CHAPTER**

**TRI-COUNTY SUBURBAN
REALTORS®**

Commercial/Industrial Marketing Exchange

FOR LEASE

***Historic Town Center
18 North Church Street
Borough of West Chester
Lease: 2nd/3rd Floor Office***



COMMERCIAL



Features:

- **LEASE: Great office space.**
- **Available June 1, 2023**
- **2200 +/- SF on 2nd & 3rd floors**
- **Located between Historic Courthouse and County Justice Center**
- **Quality shops and restaurants**
- **Across from major redevelopment**
- **44 West Building & Plaza**

Price: \$2,950.00 mo.

Contact: Tom Walsh

Direct: 484-802-5818

Fax: 610-696-0485

tom.walsh@lnf.com

Pa. License # RS065523A

Long & Foster Real Estate, Inc.

709 East Gay Street

West Chester, PA 19380-4567

Office: 610-696-1100

Contact: "Bud" Emig

Direct: 610-715-1564

bud@lnf.com

West Chester welcomes thee!

The information contained herein has been obtained from the owner of the property and/or from sources deemed reliable. We have no reason to doubt its accuracy but make no warranty or representations. All information is submitted subject to errors, omissions, changes, withdrawal without notice and any special listing conditions of the owner. All information should be verified prior to purchase or lease.



COMMERCIAL

Tom Walsh, GRI

Commercial REALTOR®

Commercial/Industrial/Investments

RS065523A

Direct: 484-802-5818

Main: 610-696-1100

Fax: 610-696-8424

tom.walsh@Inf.com

SITE OVERVIEW – 18 N. Church Street, West Chester, PA 19380 -3051

Located in the heart of Historic West Chester, this 19th century property is between West Gay Street and West Market Street. The property is one-half block from the Historic Courthouse complex and is across the street from the new, 44 West Building and Plaza. The Justice Center is a block away and the County Administration Building is 2-1/2 blocks away. This property has proximity to bus transportation, three parking garages and three flat lots, plus on-street parking. The Hotel Warner is just two blocks away. The 2nd and 3rd floors, which have been fully renovated and will be available. The owners operate their business on the 1st floor. The site is in the Business Improvement District (BID) and in the HARB, or historic district. Quality shops, restaurants, services, and non-profits are to be found throughout the center of town. The Borough is also home to West Chester University, the Chester County History Center and the Chester County Hospital. We can arrange for you to meet with a representative from the Business Improve District, Chester County Economic Development Council and/or the Greater West Chester Chamber of Commerce.

West Chester Welcomes Thee!

709 East Gay Street – Suite 1, West Chester, PA 19380-4567



22 Mystic Ln, Malvern, PA 19355

\$14.75/SF/YR

\$1,770/Month + Electric

22B Mystic Ln, 2nd Flr

Office | Single tenant | 1,440 sq. ft.

INTERLAND REAL ESTATE CORPORATION

610-594-2260

www.interlandrealestate.com



Charlene Tucker

PA RM422464, DE RB0030959

610.594.2261

CTucker@InterlandRealEstate.com

Listing Added: 04/17/2023

Listing Updated: 04/19/2023

Building Details

Property Type	Office	Subtype	Traditional Office
Tenancy	Single	Elevators	No
Cross Street	Phoenixville Pike	Zoning	Office/Business Park
APN	42-06-0220	County	Chester County
Submarket	Exton/Whitelands		

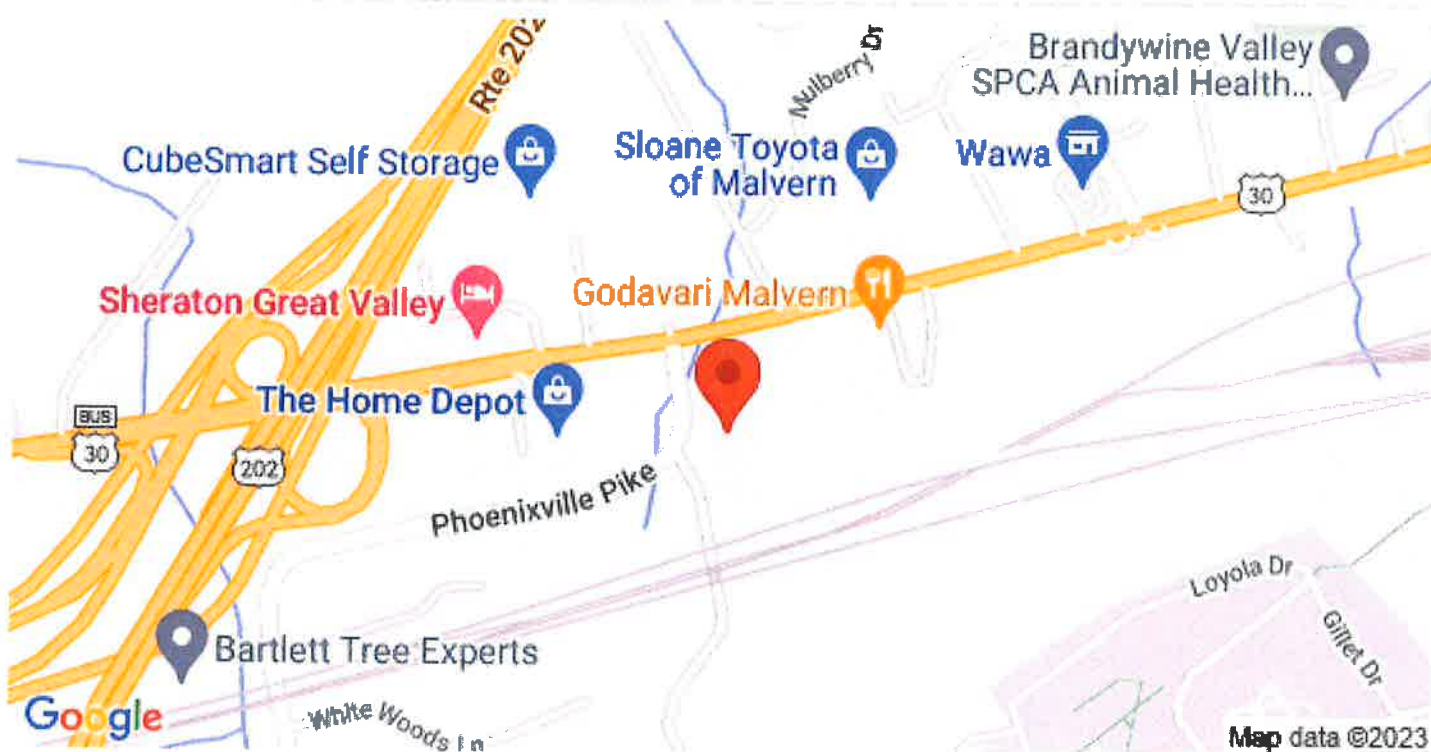
Building Description

Located in East Whiteland Township, Chester County, Pennsylvania. Easy access to major highways including Routes 30, 202, 100 & the PA Turnpike. Chester County Commons Business Park is a distinctive office park featuring a park style setting, beautifully maintained courtyard with benches and landscaped trees.

22B is a 2nd floor office/condo in good condition with a separate entrance, exterior entrance signage and monument signage at street entrance. The suite features 4 spacious offices (or 3 offices & a conference room), a walk in storage area with shelving, interior french doors, operable windows, kitchenette with cabinets, microwave and mini refrigerator, and a private restroom. The suite also has central A/C, heat pump with electric backup, and public water/sewer.

Rental rate includes: RET, property insurance, water/sewer and condo fee. Fee covers landscaping, trash, snow removal and exterior maintenance including roof. Tenant responsible for electric which is separately metered, HVAC maintenance, janitorial, telephone, internet/cable and renter's insurance.

Building Location (1 Location)



Details

Listing Type	Direct	RSF	1,440 SF
Rate (Per SF)	\$14.75 / SF / YR	Lease Type	Modified Gross
Lease term	Negotiable	Total CAM (Per SF/YR)	\$0
Total Rate (Per SF/YR)	\$14.75	Total Monthly Rent	\$1,770

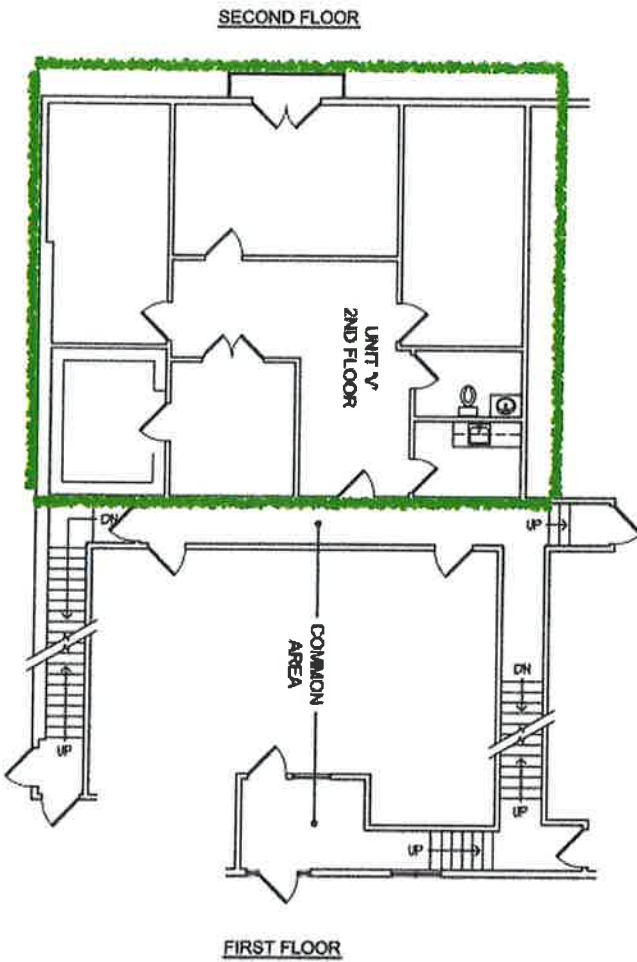
DEVELOPER / SPONSOR:

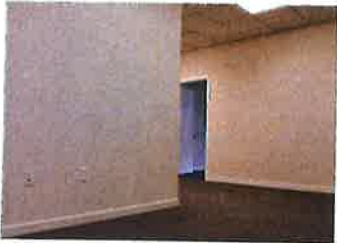
**CHESTER COUNTY COMMONS
UNIT 'V' - 2ND FLOOR**

4 MYSTIC LANE, MALVERN, EAST WHITELAND TOWNSHIP
CHESTER COUNTY, PA 19366
08.26.2019



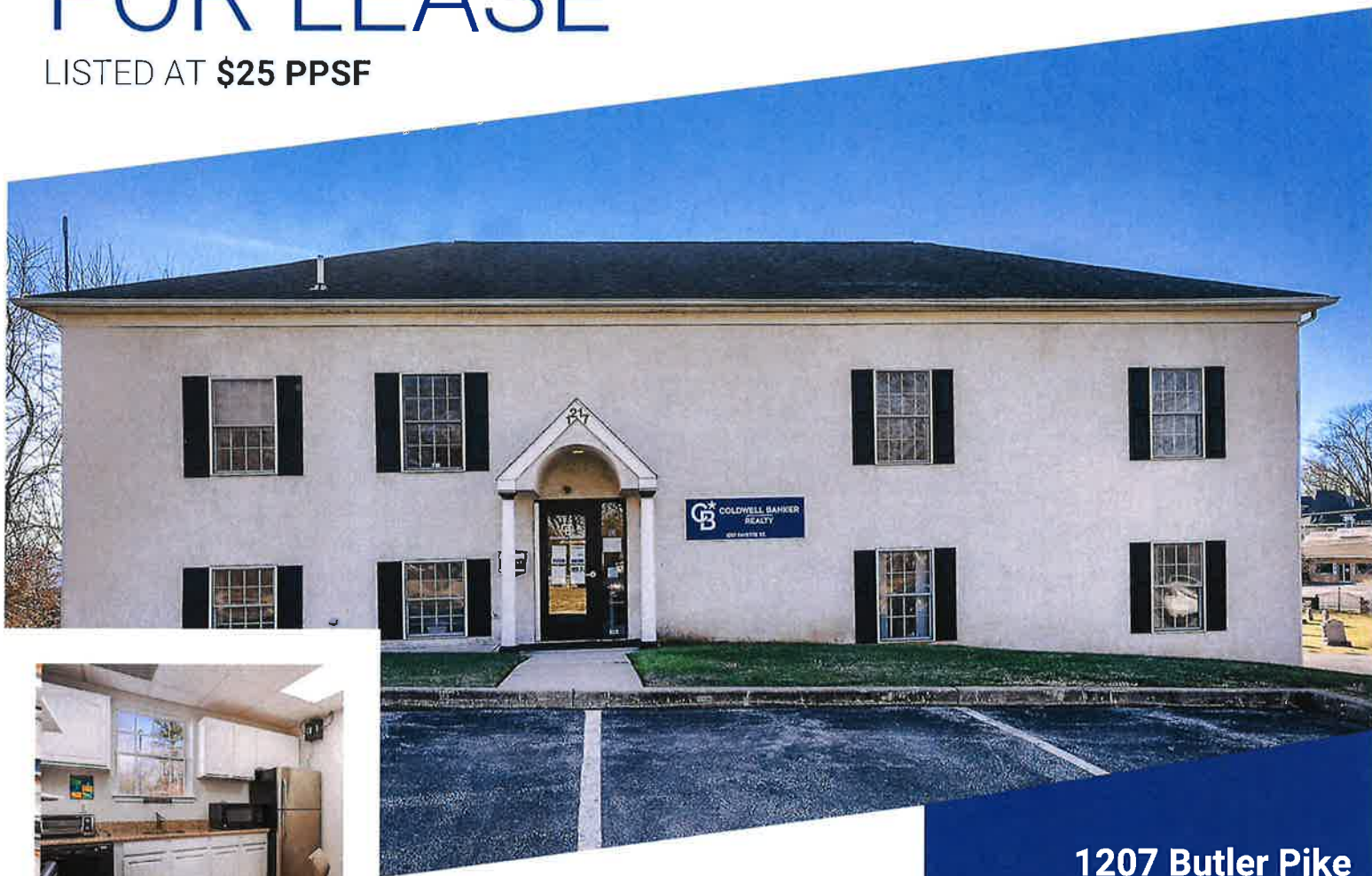
1
A200
EXISTING FLOOR PLAN
SCALE: 1/8" = 1'-0"





FOR LEASE

LISTED AT \$25 PPSF



1207 Butler Pike
Conshohocken, PA
19428

PROPERTY FEATURES

Professional/Office
3402 SF
Public Utilities
15+ parking
All-In price-

exp[®]
COMMERCIAL

Conshohocken Location

This Commercial Building sits on Butler Pike, but rear building. Off Street parking, yard space for daycare center, Located just off the I-476 and I-76 exchange for convenience.

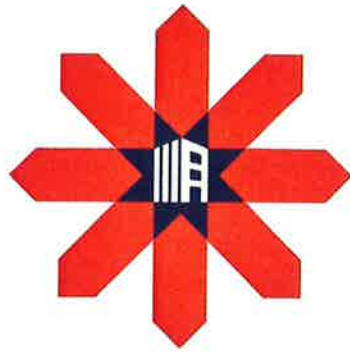


listed exclusively by:

LORI LIVINGSTON
484-947-7137

lori.livingston@expcommercial.com
www.expcommercial.com





**COMMERCIAL
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**TRI-COUNTY SUBURBAN
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Commercial/Industrial Marketing Exchange

WANTS



COMMERCIAL CHAPTER

TRI-COUNTY SUBURBAN
REALTORS®

Commercial-Investment-Industrial Marketing Exchange Quick Form

*(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)*

Keyword section: INDUSTRIAL

Have/Want: WANT

Cash / ~~Buy~~ / Sell / Lease / Sublease / Business with RE / Business without RE
Investor / ~~User~~ / User-Investor / Ground / Apartments / Mixed-Use
Office / Retail / Industrial / Shopping Center or Strip / Residential

Data section:

Size: +/-5000 SF

Price: up to \$700,000

Location: Parkesburg, PA/ Coatesville preferred, RT 30 corridor towards Philly

Comment section:

Owner/Operator, INDUSTRIAL use, cottage manufacturing.
High ceilings
2+ Drive in doors
Outdoor Storage

Contact section:

Your Name: Lori Livingston

Your Firm: EXP Commercial LLC

Phone: 484-947-7137

Email: lori.livingston@expcommercial.com



**COMMERCIAL
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TRI-COUNTY SUBURBAN
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Commercial-Investment-Industrial Marketing Exchange Quick Form

*(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)*

Keyword Section: Buyer seeking to purchase paving company.

Data Section:

Price - \$3 million to \$10 million

Location – Pennsylvania, New Jersey, Delaware and Maryland.
Will consider other areas.

Comments – Looking for company whose business is primarily apartment, industrial and shopping center parking lots. Hot interested in “Mom n Pops” that focuses on residential drive ways.

Contact section:

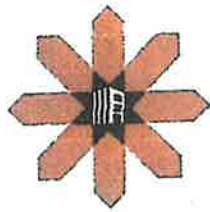
Name - Tom Walsh

Office - Long & Foster Real Estate, Inc (West Chester)

Phone -484-802-5818 (Direct) – 610-696-1100 (Main Office)

Email - tom.walsh@lnf.com

E-Fax - 610-696-8424



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Commercial-Investment-Industrial Marketing Exchange Quick Form

*(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)*

Keyword Section: Office referral wants to lease farm with at least 10 acres for non-profit animal shelter for horses and other animals.

Data Section:

Price -TBD

Location - Chester, Lancaster, Berks and Cecil Counties

Comments - Willing to lease now rather than later.

Contact section:

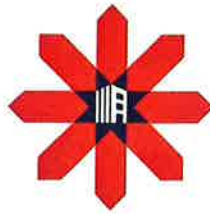
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Commercial-Investment-Industrial Marketing Exchange Quick Form

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Keyword section:

Have/Want:

Cash / Buy / Sell / Lease / Sublease / Business with RE / Business without RE
Investor / User / User-Investor / Ground / Apartments / Mixed-Use
Office / Retail / Industrial / Shopping Center or Strip / Residential

Data section:

Size: 5000 - 6000 sq. ft

Price: ~~Approx~~ \$10,000

Location: MALVERN / Exton / Downingtown / chester springs / collegeville

Comment section:

Client is looking for a Industrial space for a
pharma lab (wet lab) as well as office.
They are strictly looking for this use. please
let me know if you have anything that matches this
criteria.

Contact section:

Your Name: MALLIKA PRODUTOR

Your Firm: UNITED REAL ESTATE - PHILADELPHIA

Phone: 484-680-1129

Email: MALLIKA.PRODDUTOOR@GMAIL.COM



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Commercial-Investment-Industrial Marketing Exchange Quick Form

*(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)*

Keyword section: INDUSTRIAL OUTDOOR STORAGE

Have/Want: HAVE

Cash / Buy / Sell / ~~Lease~~ / Sublease / Business with RE / Business without RE
Investor / User / User-Investor / Ground / Apartments / Mixed-Use
Office / Retail / ~~Industrial~~ / Shopping Center or Strip / Residential

Data section:

Size: MULTIPLE

Price: \$6 PPSF

Location: WEST CHESTER, PA

Comment section:

Outdoor Storage
Electric on site

Contact section:

Your Name: Lori Livingstom

Your Firm: EXP Commercial LLC

Phone: 484-947-7137

Email: lori.livingston@expcommercial.com



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*(If you do not have a flyer with your Haves and Wants,
please circle and fill in this form before or during our monthly exchange)*

Keyword section: 1031

Have/Want: HAVE

Cash / Buy / Sell / Lease / Sublease / Business with RE / Business without RE
~~Investor~~ / User / User-Investor / Ground / Apartments / Mixed-Use
Office / Retail / Industrial / Shopping Center or Strip / Residential

Data section:

Size: 26,600 SF

Price: \$1,700,000.00

Location: Green Lane, PA

Comment section:

Fully Leased
2 Tenants
8.17% CAP RATE

Contact section:

Your Name: Lori Livingstom

Your Firm: EXP Commercial LLC

Phone: 484-947-7137

Email: lori.livingston@expcommercial.com



COMMERCIAL CHAPTER

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Commercial-Investment-Industrial Marketing Exchange Quick Form

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Keyword section:

Have/Want: HAVE

Cash / Buy / Sell / ~~Lease~~ / Sublease / Business with RE / Business without RE
Investor / User / User-Investor / Ground / Apartments / Mixed-Use
Office / Retail / Industrial / Shopping Center or Strip / Residential

Data section:

Size: 2244 SF

Price: \$3500 NNN

Location: MORGANTOWN, PA

Comment section:

Former restaurant , located at interchange of RT 176 & RT 23
1.6 Miles from the Hollywood Casino/Morgantown

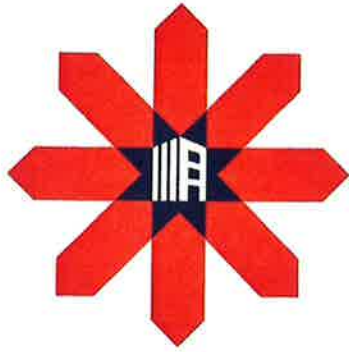
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Your Name: Lori Livingston

Your Firm: EXP Commercial LLC

Phone: 484-947-7137

Email: lori.livingston@expcommercial.com

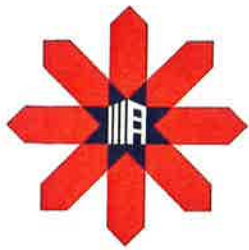


**COMMERCIAL
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**TRI-COUNTY SUBURBAN
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Commercial/Industrial Marketing Exchange

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COMMERCIAL CHAPTER**



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Are you a Tri-County Suburban REALTOR®/Affiliate who has a majority of their business in commercial real estate? If so, Tri-County offers you an exciting new opportunity: Membership in the Commercial Chapter!

Name _____

Company _____

Contact Phone _____

Email _____

Do you have a CCIM Designation? ☐ Yes ☐ No

Do you have a SIOR Designation? ☐ Yes ☐ No

Other Designations _____

Chapter Membership Fee—\$25 Annually

☐ Credit Card (VISA/MC/AMEX/ DISC) ☐ Check (payable to TCSR)

CC # _____

Expiration Date _____ Billing Zip _____

Name on Card _____

Sign Up: Email completed form to

mcarlin@tcsr.realtor or fax to 610-560-4801

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- Networking opportunities at social events and the monthly C/I Marketing Exchange
- Placement of Crexi listings on a dedicated listing page on Tri-County Suburban's site
- Subscription discount on the Philadelphia Business Journal
- Monitoring and reporting of legislative issues impacting commercial real estate

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