

**COMMERCIAL
CHAPTER**
**TRI-COUNTY SUBURBAN
REALTORS®**

Mike Carlin, Vice President of Operations
mcarlin@tcsr.realtor

Commercial/Industrial Marketing Exchange

Friday 1/9/26

Featured Properties

Haves/Wants

Exchange Rollup

Guest Speaker: Terri Johnson, Capstan

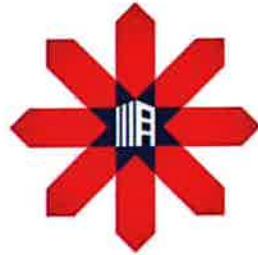
tjohnson@capstantax.com

“Opportunities for Owners and Developers Under the New Tax Law”

Refreshments/Breakfast: Charlene Tucker

Asset Manager, Broker, Interland Real Estate Corporation
ctucker@interlandrealestate.com

Next C/I Marketing Exchange: Friday 4/10/26 – 8am



**COMMERCIAL
CHAPTER**
TRI-COUNTY SUBURBAN
REALTORS®

Commercial/Industrial Marketing Exchange

Tri-County Suburban REALTORS®

1 Country View Road, Malvern PA 19355, Suite 101 (Classroom)

Meeting Agenda – January 9, 2026

Host: Joseph Scott McArdle, CCIM

8:00am – 8:30am

- **Networking & Refreshments**

- Breakfast & Refreshments Provided By:

Charlene Tucker – Interland Real Estate Corp
ctucker@interlandrealestate.com

8:30am – 9:00am

- **Guest Speaker – Terri Johnson, Capstan**

- <https://capstantax.com/>
 - Opportunities for Owners and Developers Under the New Tax Law



9:05am – 9:30am (approximately)

- **Marketing Exchange**

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 April 10, 2026: 8:00am – 9:30am**



1/9/26

Commercial/Industrial Marketing Exchange

Print Name	Phone #	Email
Joseph Scott McArdle	(610) 792-5900	pvilleguy@gmz11.com
Bud Emig	610-715-1564	Bud@LNF.com
Charlene Tucker	610-594-2261	ctucker@interlandrealestate.com
Joe Bergquist	267-664-5398	jbergquist@HarleysvilleBank.com
Bryan Clay	610-348-7490	Bryan@McCannTeam.com
Carmine Ray	610 663-9000	Carmine@HerbGardner.com
JIM CAPINSKI	610 326 8644	JIMCAP25@aol.com
Vance Maddox	267-570-6696	vance.maddox.realestate@msn.com
Tem Johnson	215-740-7605	Tem.Johnson@cepc.org
Scott Smith	610. 696. 8980	scott@envirosureinc.com
Andy Crawford	610-299-0500	APCCRE@QNTL.com
Evan Segal	215-704-2080	evan.segal@svr.com
Margo McDonnell	610-792-4880	margo@1031corp.com
Ahmed Islam	717 900 7626	AHMED@AISLAM.NET



1/9/26

Commercial/Industrial Marketing Exchange

Print Name

Tom Walsh

Phone #

484-802-6818

Email

tom.walsh@LNF.com

Colin Sweeney

610 945 7788

Sween@LNF.com

Lori Livingston

484 947 7137

lori.livingston@expcommercial.com

Nile Thompson

484-557-0909

nilethompson@kwcommercial.com

Jon O'Shea

267-780 3419

jon@mccantteamcommercial.com

Mark Rehle

610-328-8500

markreale44@gmail.com

Craig Fernster

215-816-5835

cfernster@kwcommercial.com

CHELIE HALLMAN

610-1033-5796

OPENINGANOTHERDOOR@GMAIL.COM

Dave Spector

484 684 5366

Maryann.Staszak@yahoo.com

Maryann Staszak

610-560-4800

MCARLIN@TCSR.REALTOR

Mike Carlin

2026 COMMERCIAL ECONOMIC FORECAST

**KEYNOTE: BRENDA NGUYEN,
DIRECTOR OF MARKET ANALYTICS FOR COSTAR GROUP**



JANUARY 21, 2026

11:00 AM - 1:30 PM

THE UNION LEAGUE, LIBERTY HILL

800 RIDGE PIKE, LAFAYETTE HILL, PA 19444

In this **state of the U.S. economic outlook address**,

Brenda will draw on CoStar's
real-time transaction data to examine
key trends and market fundamentals
shaping Philadelphia's multifamily, office,
industrial, & retail sectors.

For Details & Tickets Visit: tcsr.realtor/events/ceforecast26

TICKETS

LUNCH INCLUDED

\$80 - MEMBERS

\$110 - NON-MEMBERS

**ALL REAL ESTATE
PROFESSIONALS
WELCOME!**



**SCAN HERE
FOR
TICKETS!**



THE CCIM INSTITUTE
PA/NJ/DE Chapter



**COMMERCIAL
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INSTITUTE OF REAL ESTATE MANAGEMENT
Delaware Valley Chapter

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PHILADELPHIA
CHAPTER

Questions:

mcarlin@tcsr.realtor
 610-560-4800



2026 PHILADELPHIA REGIONAL COMMERCIAL REAL ESTATE EDUCATION SUMMIT

ENJOY A
CONTINENTAL
BREAKFAST,
CATERED LUNCH,
& HAPPY HOUR
INCLUDED IN THE
TICKET PRICE!

MEMBERS
\$100

NON-MEMBERS
\$125

APRIL 15, 2026

8:30 AM - 6:30 PM

PENN STATE - GREAT VALLEY CAMPUS

30 EAST SWEDESFORD RD, MALVERN, PA 19355

EARN 7 HOURS OF CONTINUING EDUCATION



8:30 am - 12:30 pm

Working Through a Rapidly Changing Environment for Industrial and Office Properties

Credits Pending Approval: 4 Hrs PA License Renewal (Elective)

3.5 Hrs Continuing Legal Education (CLE Substantive)

Instructor: Dr. Peter Linneman, CEO Linneman Associates, LLC.

Professor Emeritus at Wharton School of Business, University of Pennsylvania



1:30 pm - 4:30 pm

Analyzing Delivery Methods & Evaluating GC Fee Proposals

Credits Pending Approval: 3 Hrs PA License Renewal

2.5 Hrs Continuing Legal Education
(CLE Substantive)

Instructor: Mark Purcell, AIA, CCM, LEED AP



1:30 pm - 4:30 pm

PA Required Agency Relationship Education 2024-2026

Credits: 3 Hrs PA License Renewal

(Satisfies PA Agency Relationship License Requirement)

2.5 Hrs Continuing Legal Education (CLE Substantive)

Instructor: Richard Strahm, ABR, AHWD, C2EX, CRS, HFR, PSA, SRS, SFR, SRES

REGISTER HERE



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Hosted By:

Tri-County Suburban REALTORS® Commercial Chapter

Chester County Commercial Industrial Investment Council

CCIM - PA/NJ/DE Chapter



Questions:

mcarlin@tcsr.realtor

610-560-4800

All credits for licensure & license renewal are provided by
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Please call 610-560-4900 for questions.

YOU ARE **INVITED** TO JOIN US FOR A...

BROKERS OPEN

TUESDAY, NOVEMBER 18TH
FROM 1:00 - 4:00 PM

232 CONESTOGA ROAD, WAYNE, PA 19087



\$1.499M
sale price

5,775
square feet

C-1
zoning

0.18
acre lot

OFFICE
building

MODERN SINGLE-USER OFFICE SPACE

- Walkable to Downtown Wayne & Train station
- Rare Owner-User Opportunity
- Drive-in Door/Garage
- Natural Light & High Ceilings
- 8 Parking Spaces
- Modern Renovation & Design



COLIN SWEENEY

REALTOR® Licensed in PA

C: (610) 945-7788

O: (610) 225-7400

E: Sween@LNF.com



BUD EMIG

REALTOR® Licensed in PA/NJ

C: (610) 715-1564

O: (610) 225-7400

E: Bud@LNF.com

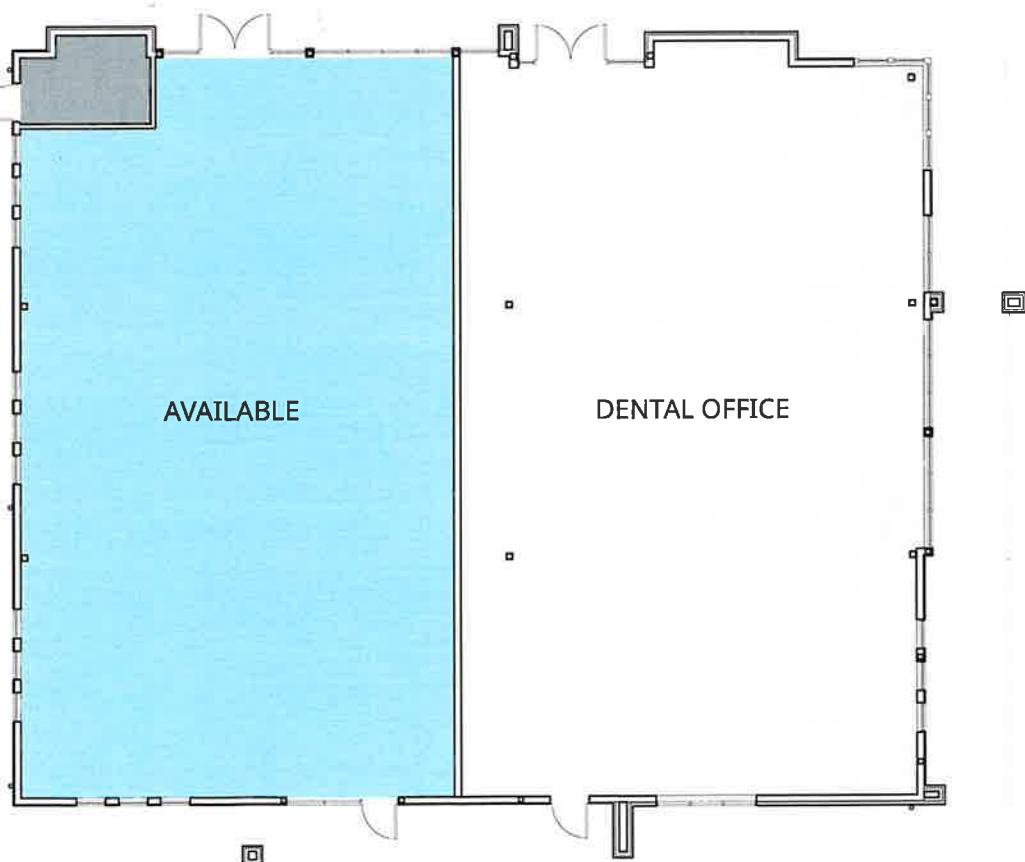
803

W MAIN STREET
COLLEGEVILLE, PA

PARTIAL FIRST FLOOR
2,351 SF



VIEW OF FRONT ENTRANCE FROM MAIN STREET



AVAILABILITY

- Build-out Options
- Available Early 2025

PROPERTY FEATURES

- New Construction
- Complimentary Medical/Office
- Space with Established Dental Practice
- Private Entrance
- 10' Ceilings
- 25 Parking Spaces

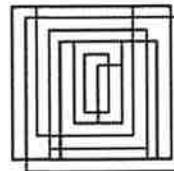
CONTACT

Interland Real Estate Corp.
Charlene Tucker
610-594-2261 (direct)
610-594-2260 (office)
ctucker@interlandrealestate.com



Land Development Opportunity

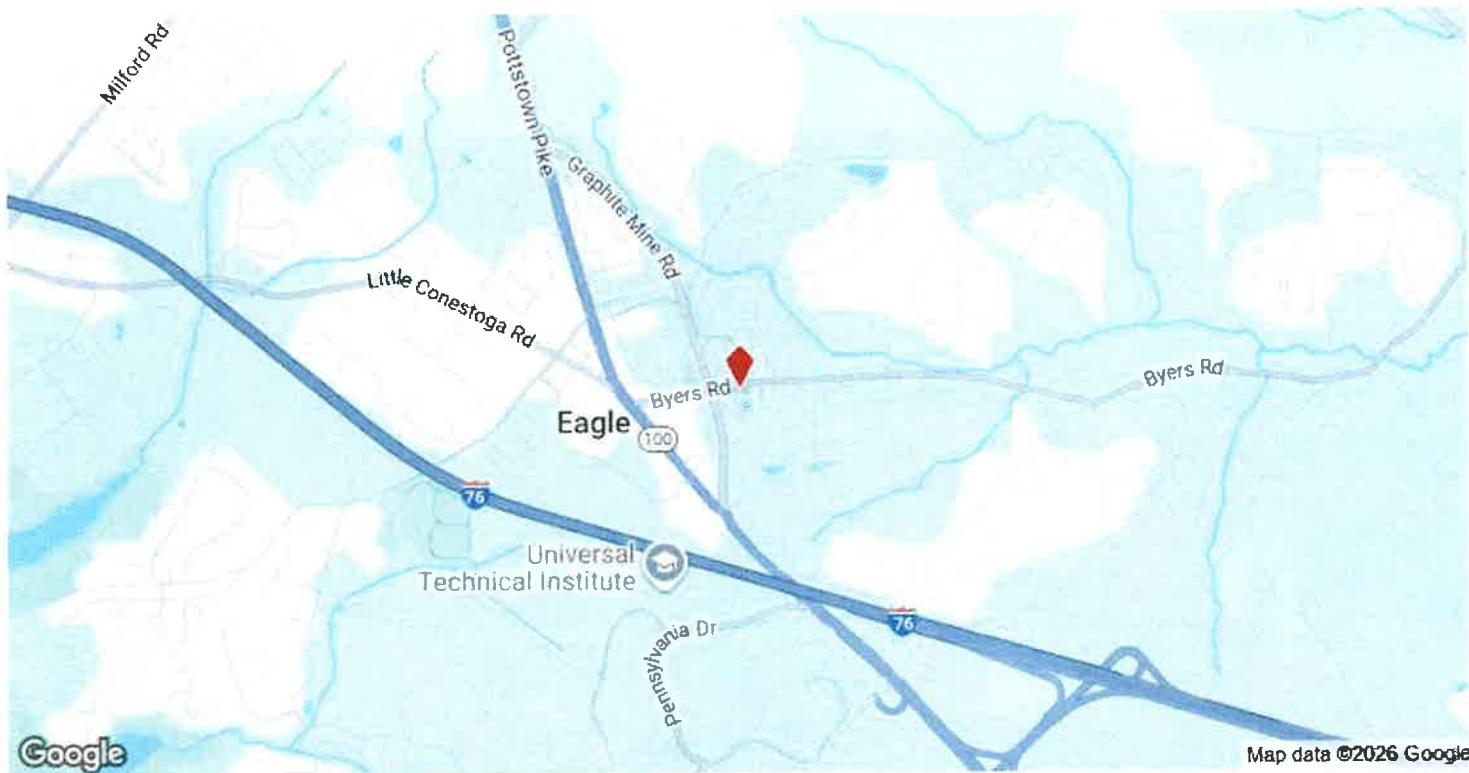
164 Byers Rd, Chester Springs, PA 19425



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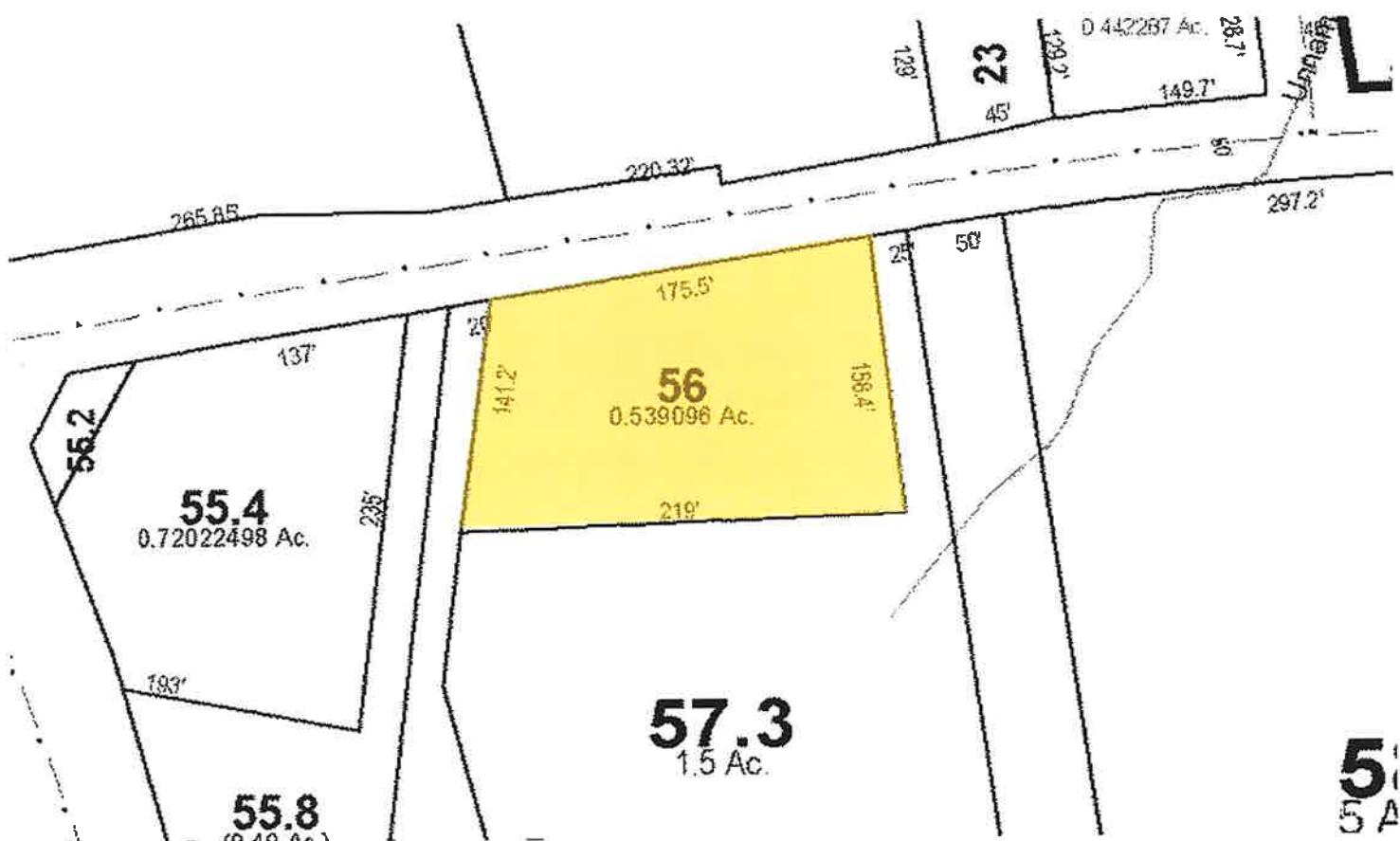
Charlene Tucker
Interland Real Estate Corporation
300 National Rd, Suite 300, Exton, PA 19341
ctucker@interlandrealestate.com
(610) 594-2261



164 Byers Rd, Chester Springs, PA 19425

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. This location provides close access to major roads and highways. Traffic count 3,800+ cars per day at site, and over 29,000+ cars per day at Pottstown Pike intersection, 1/4 mile away.

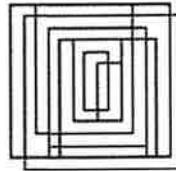
Property Photos





22 Mystic Ln 2nd flr Suite 22B

19-22 Mystic Ln, Malvern, PA 19355



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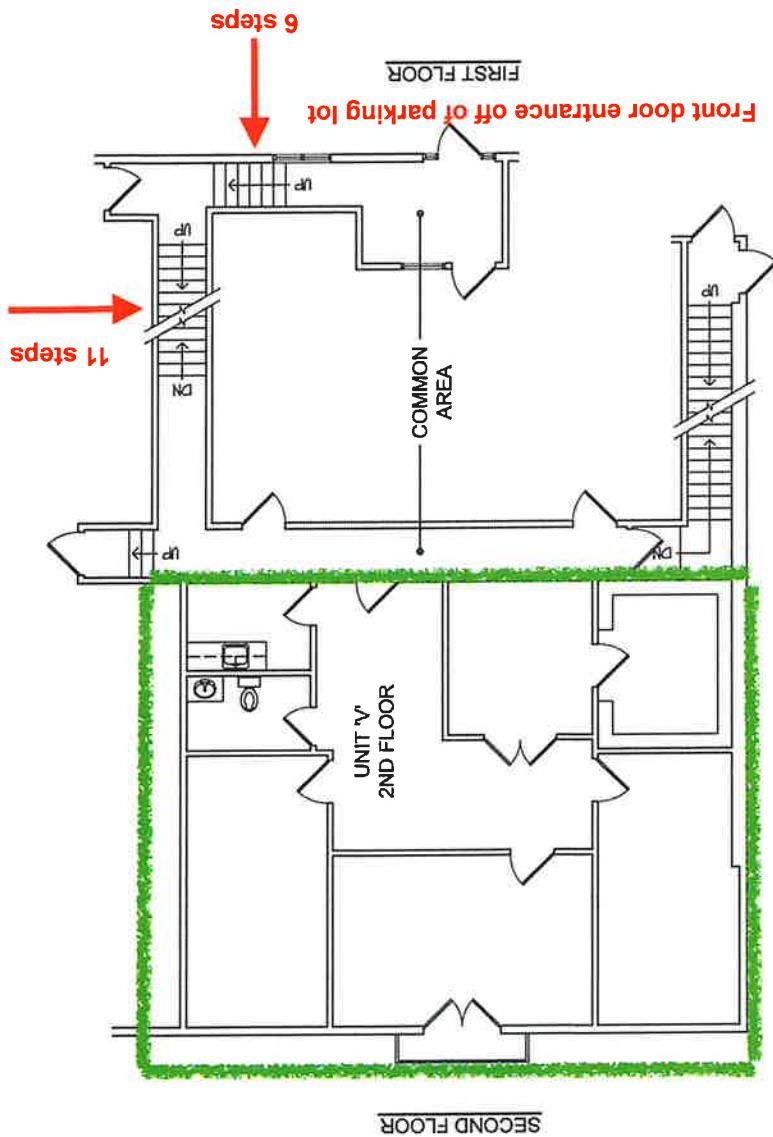
Charlene Tucker
Interland Real Estate Corporation
300 National Rd, Suite 300, Exton, PA 19341
ctucker@interlandrealestate.com
(610) 594-2261

2nd Floor Ste 22B

Space Available	1,440 SF
Rental Rate	\$12.50 /SF/YR
Date Available	Now
Service Type	Modified Gross
Built Out As	Standard Office
Space Type	Relet
Space Use	Office
Lease Term	Negotiable

Second floor office/condo in good condition for lease in Chester County Commons Business Park. Distinctive community features a park-style setting, beautifully maintained interior courtyard, landscaped trees, benches. Unit features 4 spacious offices with/ample storage, interior French doors, operable windows, kitchenette with cabinets and microwave, and private restroom. Separate entrance w/ individual signage. New central A/C, heat pump w/electric backup, public water/sewer. Rental Rate includes: RET, property insurance, water/sewer and condo fee (paid by owner). Fee covers landscaping, trash and snow removal, and exterior maintenance, including roof. Tenant responsible for electric, HVAC maintenance, janitorial, telephone, internet/cable and renter's insurance. Suite has new paint, and carpet.

A200



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

CHESTER COUNTY COMMONS
UNIT 'V' - 2ND FLOOR

Suite 22B, MYSTIC LANE, MALVERN, EAST WHITELAND TOWNSHIP
CHESTER COUNTY, PA 19335
06.26.2019

DEVELOPER / SPONSOR:

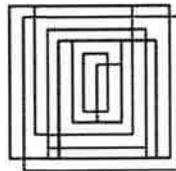
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The Grand Match
625 West Birch Rd, #33
Folsom, PA 19334





22 Mystic Lane, Malvern, PA

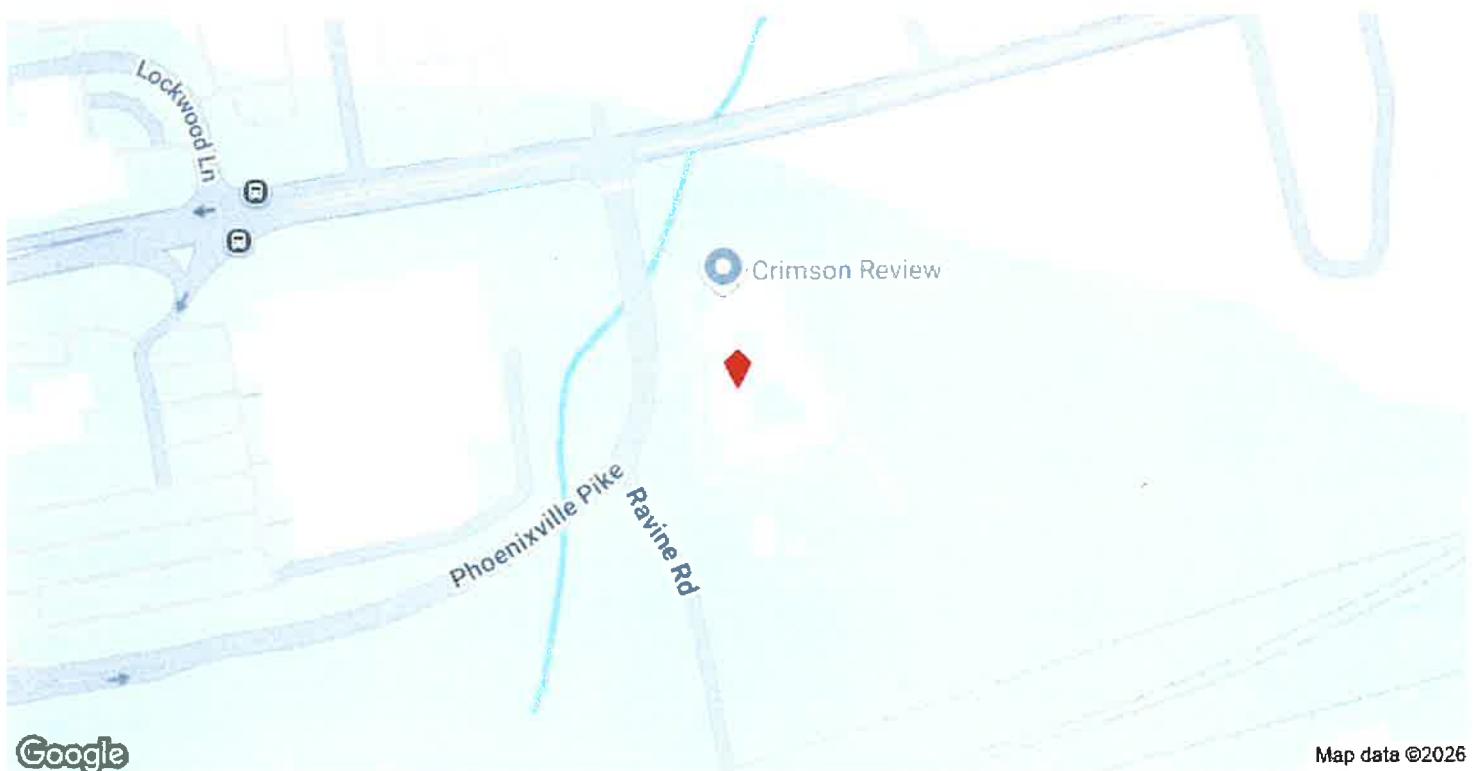
Portfolio of 2 Properties for Sale



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



Google

Map data ©2026

22 Mystic Lane, Malvern, PA

Property Name/Address, City, State



19-22 Mystic Ln,
Malvern, PA

Property Type

Office Condo

Size

1,255

Year Built

1985

Individual Price

N/A



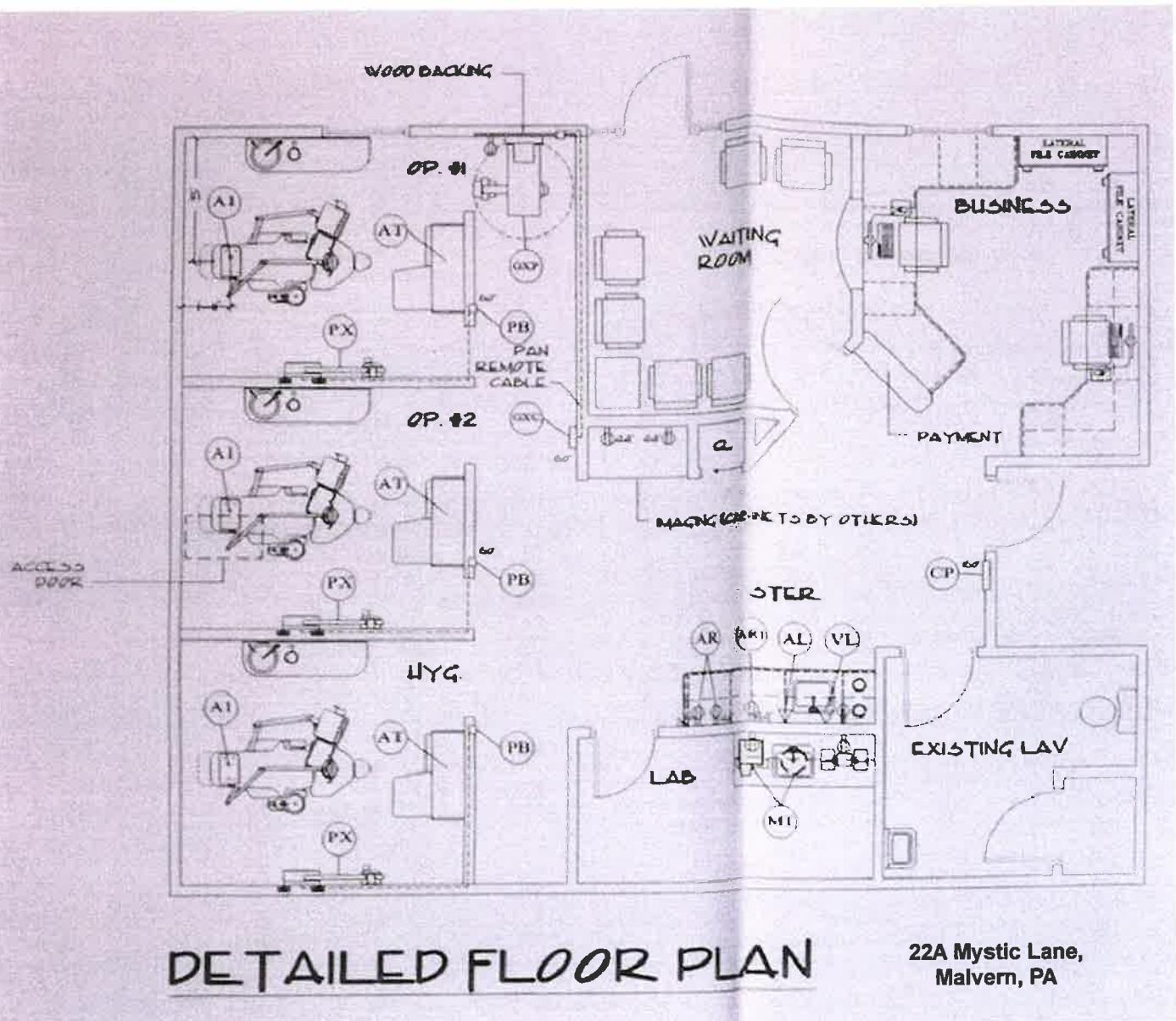
19-22 Mystic Ln,
Malvern, PA

Office Condo

1,440

1985

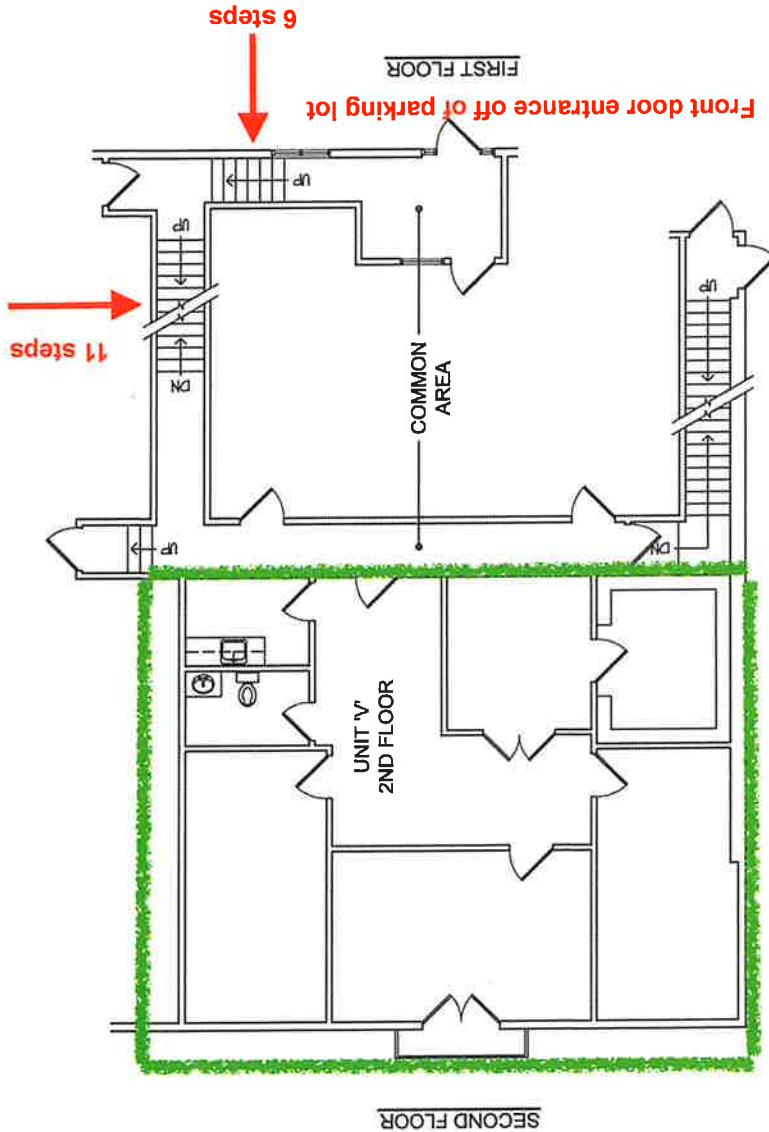
N/A



DETAILED FLOOR PLAN

**22A Mystic Lane,
Malvern, PA**

A200



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

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

**Suite 22B MYSTIC LANE, MALVERN, EAST WHITELAND TOWNSHIP
CHESTER COUNTY, PA 19335**
06.26.2019

DEVELOPER / SPONSOR:



NNN LEHIGH VALLEY RETAIL PROPERTY AVAILABLE FOR SALE

1106 TREXLERTOWN ROAD



OFFERING SUMMARY

PRICE: \$1,100,000

BUILDING SF: 2,101 +/-

PRICE / SF: \$523.56

OCCUPANCY: 100% Occupied

NOI: \$66,193

CAP RATE: 6.02%

LEASE RATE: \$72,000 / yr

LEASE TERM: 4 yrs with three 5 yr renewal options

LOT SIZE: 1.4370 Acres +/-

PARKING: 35

YEAR BUILT: 2016

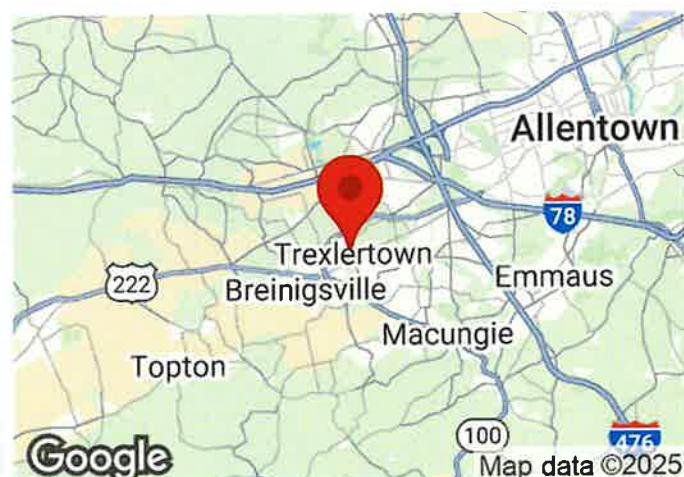
ZONING: NC, Neighborhood Commercial

PROPERTY OVERVIEW

The Fiorentina Grill & Brick Oven Pizza is a neighborhood staple offering customers exceptional Italian food, steaks, seafood and other dining options.

The current NNN lease has an initial term going until December 31, 2029 and two subsequent 5 year renewals. The current lease also includes 3% or CPI, whichever is less, rental bumps every renewal term.

Purchase this well built NNN property that has minimal landlord responsibilities to earn the rights to cash flow, tax benefits & equity growth in the fastest growing region in PA.



KW COMMERCIAL COLLEGEVILLE
400 Arcola Road Suite A5
Collegeville, PA 19246

NILE THOMPSON
C: (484) 557-0907
nilethompson@kwcommercial.com

BUCKS COUNTY RESIDENTIAL LAND FOR SALE OR LEASE

130 EAST STREET ROAD



OFFERING SUMMARY

PRICE: \$350,000

LOT SIZE: 0.69 Acres

PRICE / ACRE: \$507,247.38

LEASE RATE: \$5 / SF

LEASE TERM: 5 year minimum

ZONING: R-4

PERMITTED USES: Residential

PROPERTY OVERVIEW

This property is available for sale or for ground lease (\$5 per SF for ground lease). By right, multifamily, two adjoined townhomes (1 residential twin property with two dwelling units) or one single family residence can be built on this parcel. It's located directly on E Street Rd in Warminster PA with approximately 150 ft of frontage on E Street Rd. It is approximately 150 ft by 200 ft for a total of 30,000 sq ft.

This property is located in the R-4 zoning district. Please see link below for permitted, conditional uses, and special exceptions:

<https://ecode360.com/36208054#36208056>



KW COMMERCIAL COLLEGEVILLE
400 Arcola Road Suite A5
Collegeville, PA 19246

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KW COMMERCIAL
6 Coulter Avenue, Fl 2
Ardmore, PA 19003



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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. KW Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. KW Commercial does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including those used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by KW Commercial in compliance with all applicable fair housing and equal opportunity laws.

Executive Summary

Keller Williams Commercial is Proud to Present the Exclusive Offering of an outstanding Multifamily Real Estate Investment. The buyer for this property earns the right to build wealth three ways: recurring monthly net income streams (cash flow), equity growth through property value appreciation and gradual debt reduction, and the numerous tax benefits associated with owning income producing real estate. The subject property is a 9-unit multifamily property consisting of (8) two-bedroom, one bath units and (1) one-bedroom, one bath unit, each with a private entrance and private, off-street parking. Each unit is approximately 735 SF and there is onsite shared laundry. Water and electric are separately metered, and the tenants are responsible for these utilities. Each unit receives a separate sewer bill that the owner currently pays. This property is 100% occupied, vacancy is a non-factor at this property because apartment rent demand is so high in this area and this property presents a tremendous value-add opportunity through rent adjustments of \$200-\$400 per unit per month to match market rents.

Located within the Wilson Area School District – a highly rated public school district according to Niche.com – this property sits adjacent to a baseball field and a local community center, which includes a park, tennis courts and basketball courts. Additionally, this property is half a mile away from Wilson Area High School and retail centers making this an extremely convenient location for tenants – driving sustained rent demand and low vacancy at this property.

This property is in the booming Lehigh Valley, which has a housing shortage. The current housing shortage is fueled by population growth. The population growth and housing shortage has been pushing apartment rent demand upwards. According to the Lehigh Valley Planning Commission there is a current 9,000-unit housing deficiency in the Lehigh Valley and growing demand. According to Lehigh Valley Economic Development Corporation, Lehigh and Northampton counties population growth are in the Top 8% of all counties in the US since 2020. Lehigh County ranks in the Top 5% of all US counties for international migration and Northampton County ranks in the Top 5% of all US counties for domestic migration. This population growth is primarily fueled by the quality of life and career opportunities that the Lehigh Valley offers.

Investment Highlights

- Fully Stabilized: All 9 units leased with security deposits in place.
- Immediate Upside: Under-market rents provide \$30k+ annual NOI growth potential
- Prime School District: Located in the Wilson Area School District, a highly rated system that boosts tenant retention and demand
- Off-Street Parking: Marked, dedicated parking spaces for all tenants.
- Attractive Cap Rate Spread: Pro Forma cap rate is 8.3%+
- Suburban Location in High-Growth Market: Population growth and the current housing shortage have created attractive supply and demand dynamics. According to RentCafe, Lehigh Valley ranked as the 2nd hottest small apartment rental market in the entire country in 2025. In this market there are 15 prospective renters for each unit, 79.4% lease renewal rate and a 96.2% occupancy rate.

The asking price for this outstanding multifamily asset is \$1.85 million. The Net Operating Income for this asset is \$118,219 with the current owner's on-site super business model and a 5% assumed vacancy factor. Given the quality of the location, the quality of the property and the tremendous value add opportunity this property presents, the asking price for this asset is an equitable exchange of value for the buyer and the seller.



Current Financials

34 N 21st Street, Wilson Borough PA 18042

34 N 21st Street, Wilson Borough PA 18042		Unit #	Monthly Rent
Annual Expenses		1	2bed/1bath
Vacancy (5%)	\$ 7,626	2	2bed/1bath
Maintenance	\$ 1,500	3	2bed/1bath
Wilson boro rental fee	\$ 900	4	2bed/1bath
County Tax	\$ 1,340	5	2bed/1bath
Municipal Tax	\$ 3,164	6	2bed/1bath
School Tax	\$ 7,765	7	2bed/1bath
Mercantile tax to wilson Borough	\$ 200	8	2bed/1bath
Snow Removal - Annual	\$ 1,800	9	1bed/1bath
Sewer Bills _Annual	\$ 1,478		Total Rental income
Trash	\$ 1,824		Laundry Income month
Insurance	\$ 6,000		Annual
Exterminator	\$ 500		Rental Income
UGI- Gas (Laundry Room)	\$ 408		Laundry income
Met-ED Electric (laundry Room)	\$ 456		Gross Income
Internet for cameras	\$ 540		Net Income
Total Expenses	\$ 35,501		\$ 118,219



Pro Forma With On-Site Super

34 N 21st Street, Wilson Borough PA 18042

		Market Rent	
		Unit #	
		1	2bed/1bath
Annual Expenses			
Vacancy (5%)	\$ 9,030	2	2bed/1bath
Maintenance	\$ 2,000	3	2bed/1bath
Wilson boro rental fee	\$ 900	4	2bed/1bath
County Tax	\$ 1,340	5	2bed/1bath
Municipal Tax	\$ 3,164	6	2bed/1bath
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Snow Removal - Annual	\$ 1,800	9	1bed/1bath
Sewer Bills _Annual	\$ 1,478		
Trash	\$ 1,824		
Insurance	\$ 6,000		
Exterminator	\$ 500		
UGI- Gas (Laundry Room)	\$ 408		
Met-ED Electric (laundry Room)	\$ 456		
Internet for cameras	\$ 540		
Total Expenses	\$ 27,875		
		Total Rental income	\$ 15,050
		Laundry Income month	\$ 100
		Annual	Market
		Rental Income	\$ 180,600
		Laundry income	\$ 1,200
		Gross Income	\$ 181,800
		Net Income	\$ 153,925

Property Photos



Property Photos

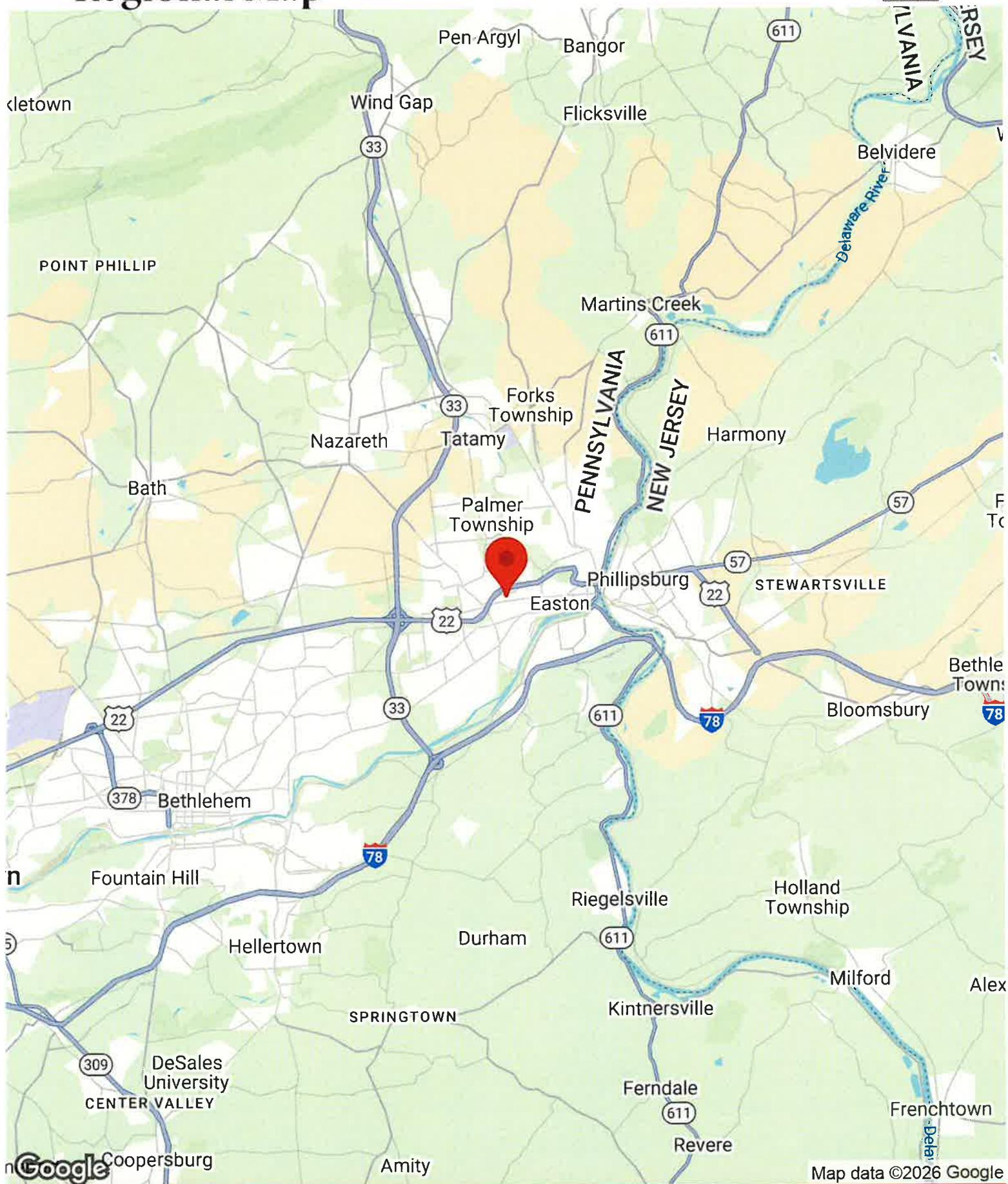


Demographics



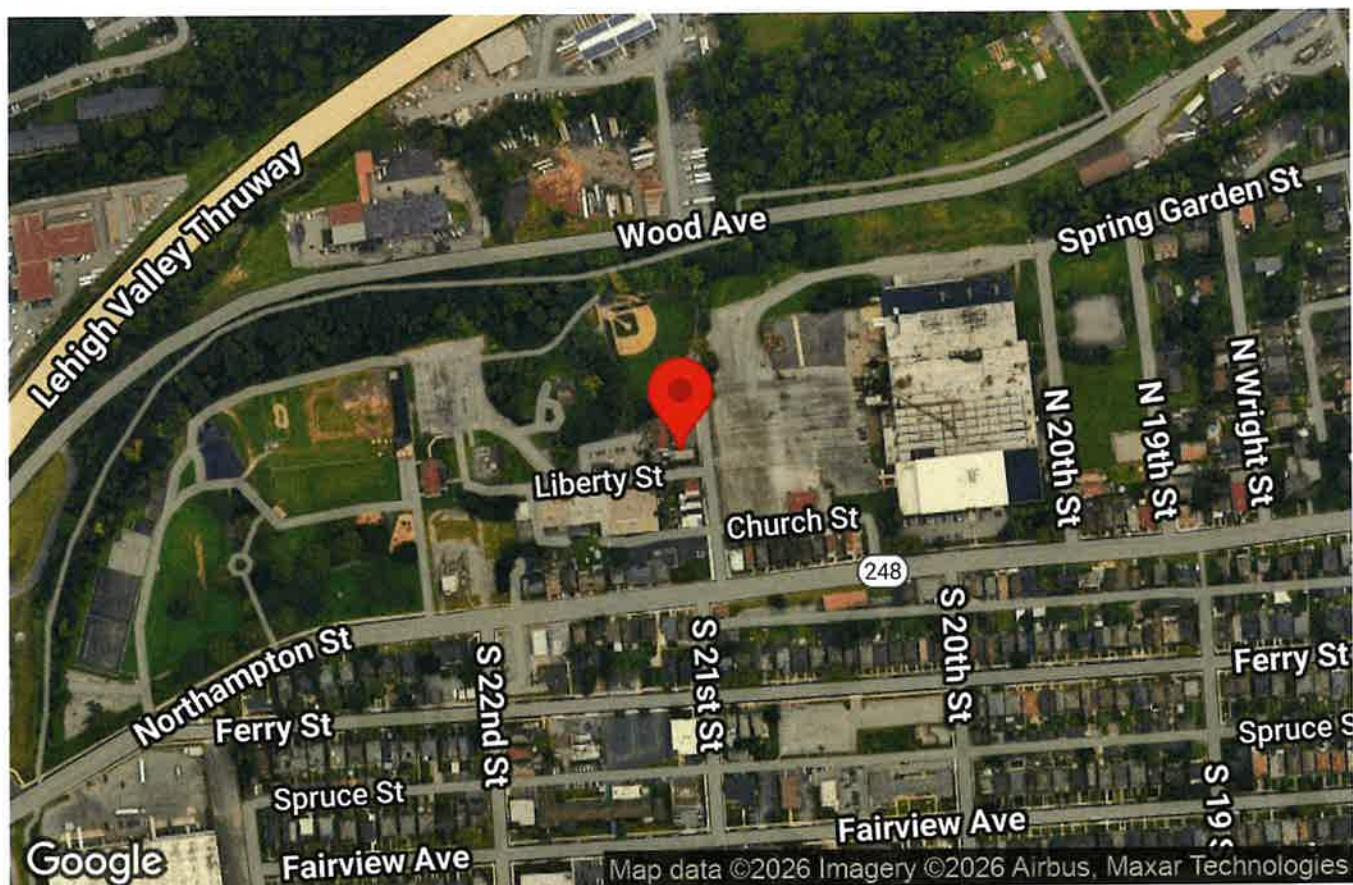
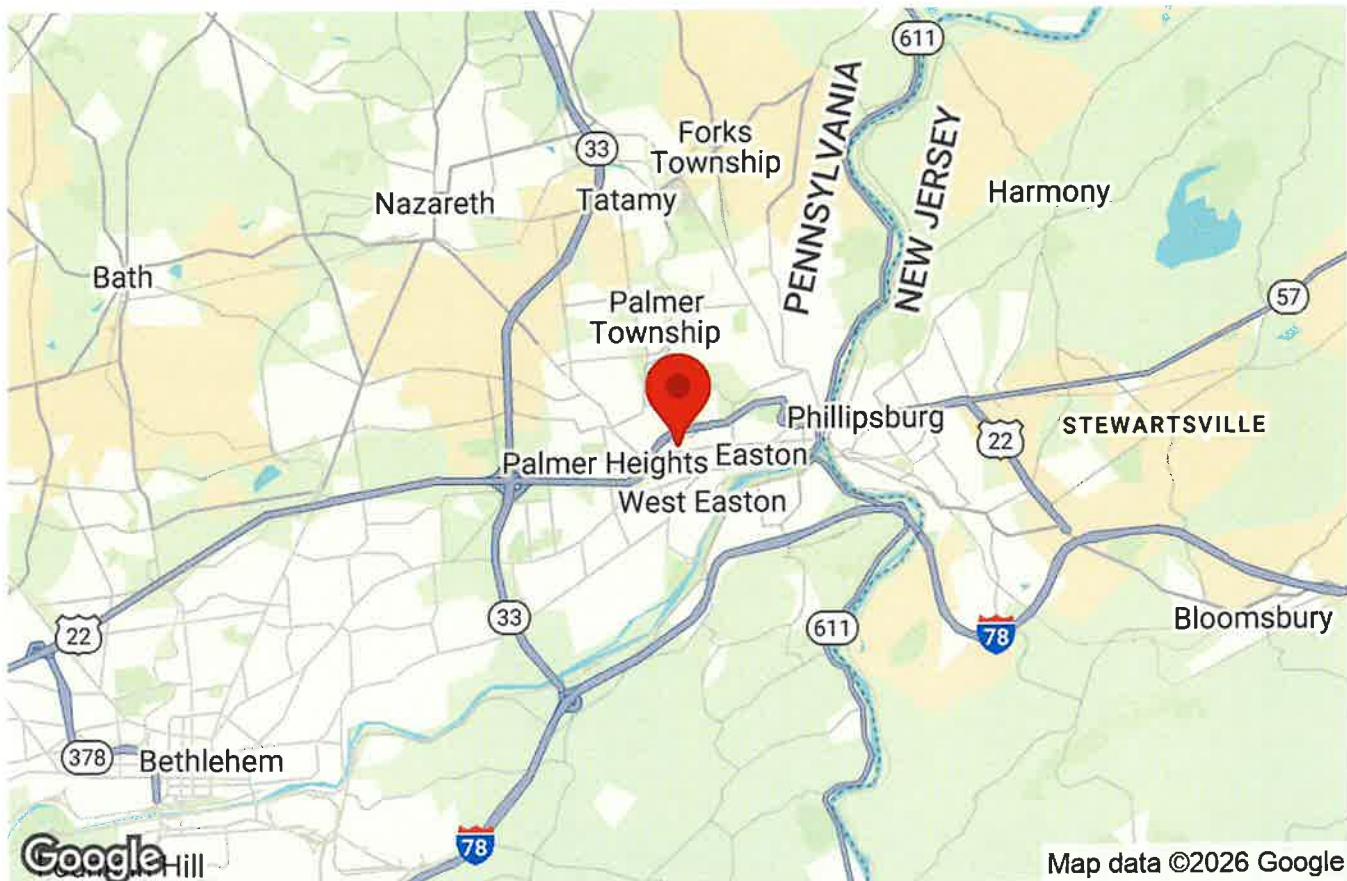
Category	Sub-category	1 Mile	3 Miles	5 Miles
Population	Male	7,887	46,232	72,507
	Female	8,080	42,434	68,131
	Total Population	15,967	88,666	140,638
Age	Ages 0-14	2,845	14,276	21,990
	Ages 15-24	2,148	14,011	20,627
	Ages 25-54	6,617	33,961	52,946
	Ages 55-64	1,901	10,979	18,502
	Ages 65+	2,457	15,438	26,571
Race	White	9,595	55,886	93,159
	Black	2,253	12,156	16,961
	Am In/AK Nat	10	35	56
	Hawaiian	3	9	14
	Hispanic	3,315	15,126	21,489
	Asian	487	3,644	6,258
	Multi-Racial	283	1,676	2,489
	Other	21	133	225
Income	Median	\$74,549	\$88,448	\$94,970
	< \$15,000	435	2,324	3,493
	\$15,000-\$24,999	402	1,744	2,700
	\$25,000-\$34,999	506	1,886	2,676
	\$35,000-\$49,999	917	3,141	4,499
	\$50,000-\$74,999	865	5,045	7,677
	\$75,000-\$99,999	977	4,868	7,420
	\$100,000-\$149,999	1,029	6,586	11,153
	\$150,000-\$199,999	452	3,593	6,506
	> \$200,000	630	4,329	7,820
Housing	Total Units	6,557	35,252	56,554
	Occupied	6,211	33,515	53,943
	Owner Occupied	3,459	20,842	35,396
	Renter Occupied	2,752	12,673	18,547
	Vacant	345	1,737	2,611

Regional Map

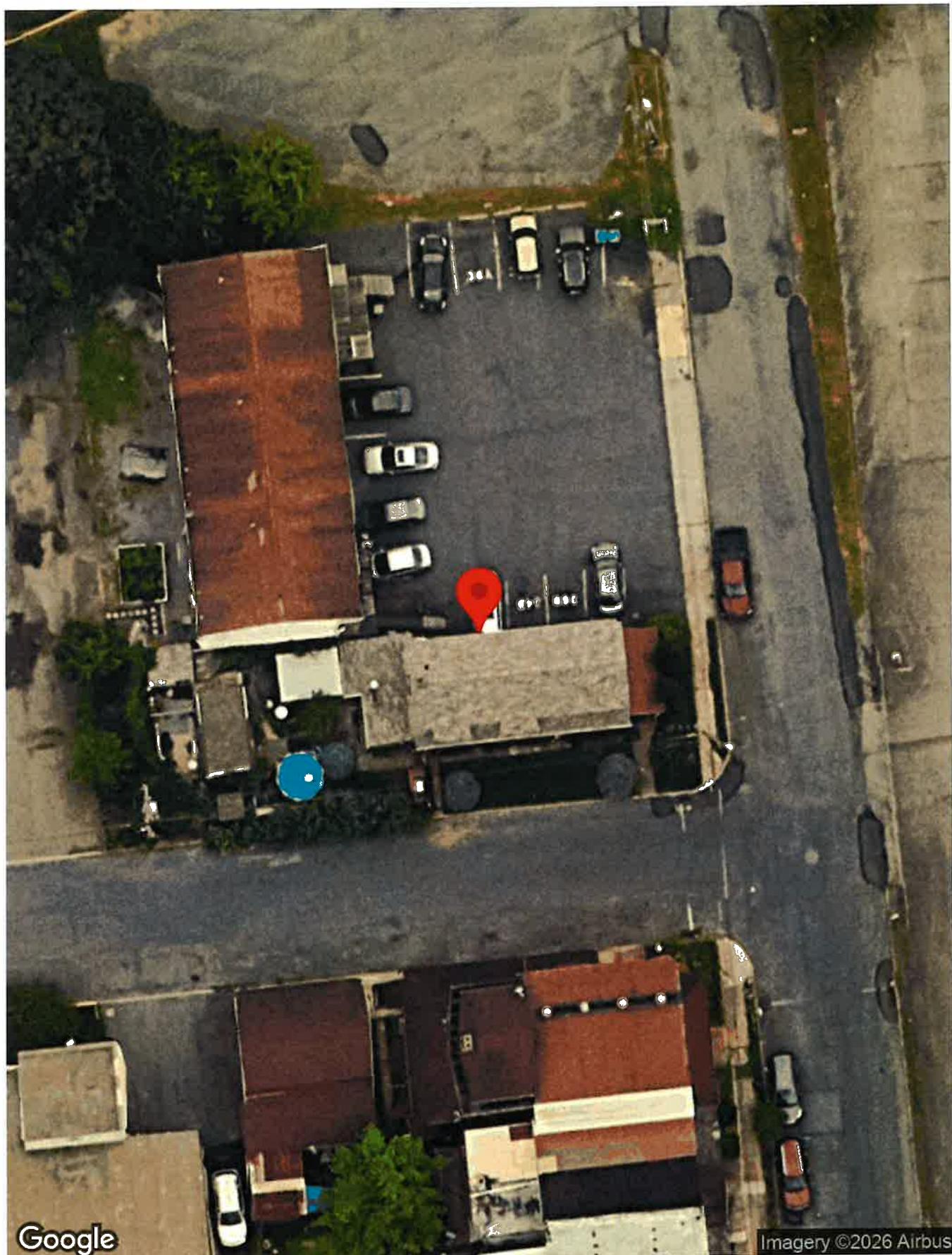


Map data ©2026 Google

Location Maps



Aerial Map



Google

Imagery ©2026 Airbus



Offer Submission Instructions

Email the following documents to
nilethompson@kwcommercial.com:

- 1. Buyer Signed LOI or Buyer Signed Purchase and Sale Agreement**
- 2. Verifiable Proof of Funds**
- 3. Copy of Pre-Approval Letter from a Direct Lender showing the offer amount, loan amount buyer's name, phone number and address**

Please allow the seller five (5) business days to evaluate the offer and respond.



Disclaimer

All materials and information received or derived from KW Commercial its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

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All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by KW Commercial in compliance with all applicable fair housing and equal opportunity laws.

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Nile Thompson

nilethompson@kwcommercial.com

The calculations and data presented are deemed to be accurate, but not guaranteed. They are intended for the purpose of illustrative projections and analysis. The information provided is not intended to replace or serve as substitute for any legal, accounting, investment, real estate, tax or other professional advice, consultation or service. The user of this software should consult with a professional in the respective legal, accounting, tax or other professional area before

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Ardmore, PA 19003

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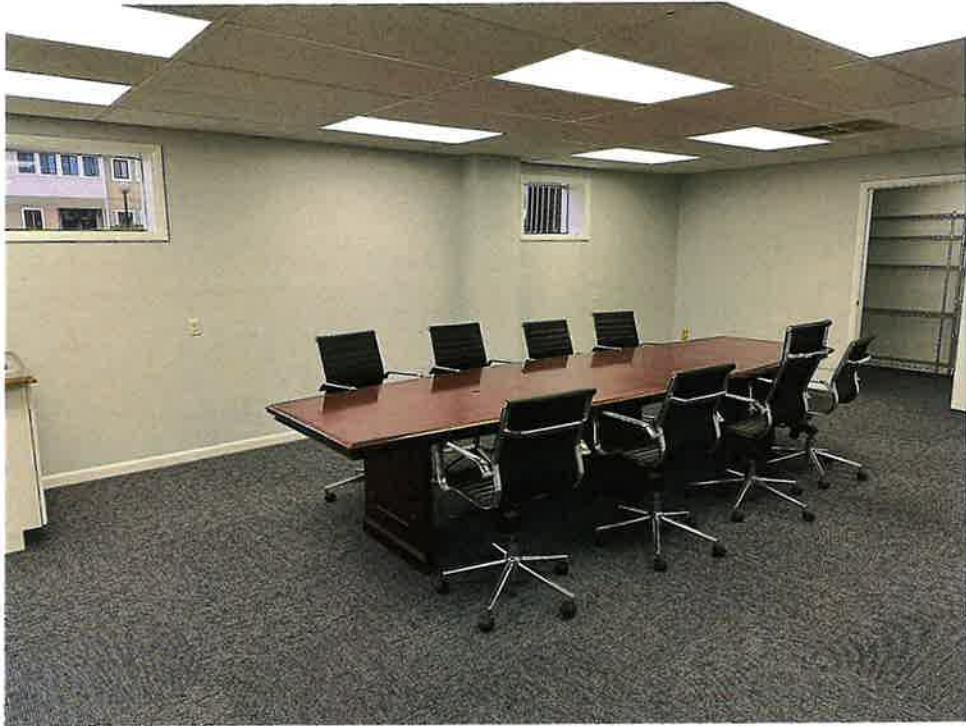
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www.kwcommercial.com

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scott@envirosureinc.com

Full commission to Tri-County Members bringing a tenant



Main Room with two windows, new LED lights, sink, and new carpeting



Storage Room



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*

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: *40,000 → 70,000 SF*

Price:

Location: *Greater Phil*

Comment section:

Need building for SRO use, 100+ single occupancy rooms, for a non-profit. looking for properties with existing infrastructure. Could be medical, multi family or school use.

Contact section:

Your Name: *Jon O'Shea*

Your Firm: *McCann Commercial*

Phone: *267-780-3419*

Email: *jon@mccannteamcommercial.com*



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Commercial-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:

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:

Approximately 4000 sq ft

Price: \$680,000 (11.5% cap rate)

Location: 2325 S 64th St, Philadelphia, PA 19142

Comment section: Income:\$9800

Total Expenses: \$3200

Taxes: \$1,171

Insurance: \$2139

NOI: \$6,600 / \$79,200

11.5% cap rate

2.5% Buyer Agent Commission

Contact section:

Your Name: Mark Andrade

Your Firm: Tesla Realty Group LLC

Phone: 646-797-1816

Email: Mark@salesmarkrealestate.com



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TRI-COUNTY SUBURBAN
REALTORS®

Commercial-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:

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:

Price: \$700k - \$20 million

Location: Philadelphia Metro, Lehigh Valley, Central PA &
Northeast PA

Comment section:

- I have on market and off market multifamily properties available. Contact me for details
- If you have garden style multifamily properties available for purchase, reach out to me directly

Contact section:

Your Name: Nile Thompson

Your Firm: KW Commercial

Phone: 484-557-0907

Email: nilethompson@kwcommercial.com

1031 Exchanges Made Easy



A GUIDE TO SECTION 1031 TAX-DEFERRED EXCHANGES

Section 1031 of the Internal Revenue Code allows the deferral of gain on the sale and subsequent purchase of real property used for business use or investment. An exchange is much like a typical sale followed by an acquisition within 180 days but with a few rules attached.

BENEFITS OF AN EXCHANGE

This often overlooked tax strategy can help you accomplish many short and long-term real estate objectives:

- Immediate tax deferral
- Ability to acquire real estate with pre-tax dollars
- Long-term appreciation on tax deferral
- Estate preservation as deferred gain may be forgiven upon death
- Less management responsibility
- Consolidation of properties
- Greater selling and buying power
- Increased income potential
- Relocation or expansion of business facilities
- Diversification of assets or geographic locations
- Conversion to personal use property after a period of qualified use
- Exit strategy for business owners

REQUIREMENTS OF A SUCCESSFUL 1031 EXCHANGE

- Both the relinquished (old) and replacement (new) properties must be held for business use or investment. Any kind of real estate can be exchanged for any other kind of real estate and you can sell or acquire multiple properties. The properties can be located anywhere within the United States or in some U.S. territories.
- The replacement property must be identified within 45 days of the date the relinquished property is conveyed to your buyer. To identify, you simply need to send a signed letter to the Qualified Intermediary (QI) and list the property or properties you are interested in acquiring. Note there are rules regarding the number of properties you can identify.
- You must acquire your identified replacement property within 180 calendar days of the closing of your relinquished property. You do not have to acquire every property identified.
- Both the relinquished and replacement properties must be owned by the same party.
- The replacement property must be of equal or greater value and equity than the relinquished property. A trade down in either equity or value is taxable.
- A Qualified Intermediary (QI), such as 1031 CORP., must be used to facilitate the transaction. A QI is an independent party that has not acted as your real estate professional, attorney, accountant or financial advisor within the past two years and is not your employee, partner or close relative.

ROLE OF THE QI

1031 CORP. handles all documentation, provides reminders of time deadlines, holds the exchange proceeds and coordinates all details with your REALTOR®, attorney, CPA and closing/escrow agents. We deposit the exchange proceeds in an interest-bearing FDIC insured account for the benefit of the Exchanger until the replacement property is acquired. 1031 CORP. strives to keep the exchange transaction easy for all parties.

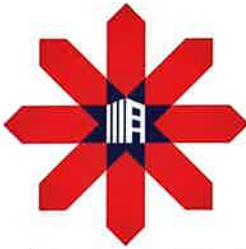
INITIATING YOUR 1031 EXCHANGE

An exchange must be set up prior to the closing of your relinquished property. It is recommended you initiate your exchange as soon as you have signed your Agreement of Sale with a buyer.

We can help you get started.

ABOUT 1031 CORP.

- National Qualified Intermediary (QI) and Exchange Accommodation Titleholder (EAT) offering 1031 services;
- Delayed, reverse and improvement exchanges;
- Exchange funds held in interest-bearing, FDIC-insured segregated accounts and taxpayer can view balance on bank's website;
- Exchanges facilitated by exchange professionals including, Certified Exchange Specialists® (CES®), familiar with local real estate and title practices;
- Multi-million dollar fidelity bond and E&O coverage; and
- Educational seminars and continuing education courses available.



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Join Now for Just \$25/yr!

Tri-County Suburban REALTORS® Commercial Chapter Membership



Are you a Tri-County Suburban REALTOR® or Affiliate conducting business in the world of Commercial Real Estate? Or are you interested in learning more about CRE? If so, Tri-County offers you an exciting 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**

The Voice of Commercial Real Estate in the Delaware Valley

The Chapter unites current Tri-County Suburban members who are actively engaged in the listing, selling, leasing and appraising of commercial real estate. The Chapter provides unique benefits and services to enhance your commercial real estate business, including:

- Accredited education and FREE/Discounted seminars on the latest issues impacting commercial real estate
- Commercial Standard Forms from the Pennsylvania Association of REALTORS®
- Networking opportunities at social events and Quarterly C/I Marketing Exchange Meetings
- Placement of Crexi listings on a dedicated listing page on Tri-County Suburban's site
- Access to RPR Commercial
- Monitoring and reporting of legislative issues impacting commercial real estate

Join now and enjoy the value of Tri-County Suburban membership and the unique benefits of the Commercial Chapter for just \$25 annually.

NOTE: Only active Tri-County Suburban REALTOR® or Affiliate members are eligible to join/maintain Commercial Chapter membership.