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COMMERCIAL

659 Broad St Emmaus, PA 18049

Fully Approved 55+ Multifamily Development
Opportunity

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COMMERCIAL
PARTNERS

SAM DEL ROSARIO
GROUP



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Executive Summary

A Fully Approved 55+ Multifamily Development in the Heart of Emmaus

Executive Summary

659 Broad Street represents a rare, fully entitled adaptive reuse opportunity in one of the Lehigh Valley's most stable and supply-constrained submarkets. The offering includes approved plans for a 55+ residential community within an existing structure, significantly reducing entitlement risk and shortening the development timeline.

Positioned in the Borough of Emmaus, the property benefits from walkability to retail, medical services, dining, and municipal amenities - all critical demand drivers for active adult housing. With approvals in place, construction underway, and strategic positioning at a \$3.7 million valuation, this asset offers both immediate development execution and long-term hold potential.

This is not speculative land. This is approved density in a proven market.

[View Property Video](#)



Executive Summary

Location:

659 Broad Street, Emmaus, PA

Building Type:

Adaptive Reuse / Multifamily Development

Approved Use:

55+ Residential Community

Approval Status:

Fully Approved Development

Project Unit Count:

28 Units

Zoning:

Borough Approved Multifamily Use

Asking Price:

\$3,700,000

Development Profile:

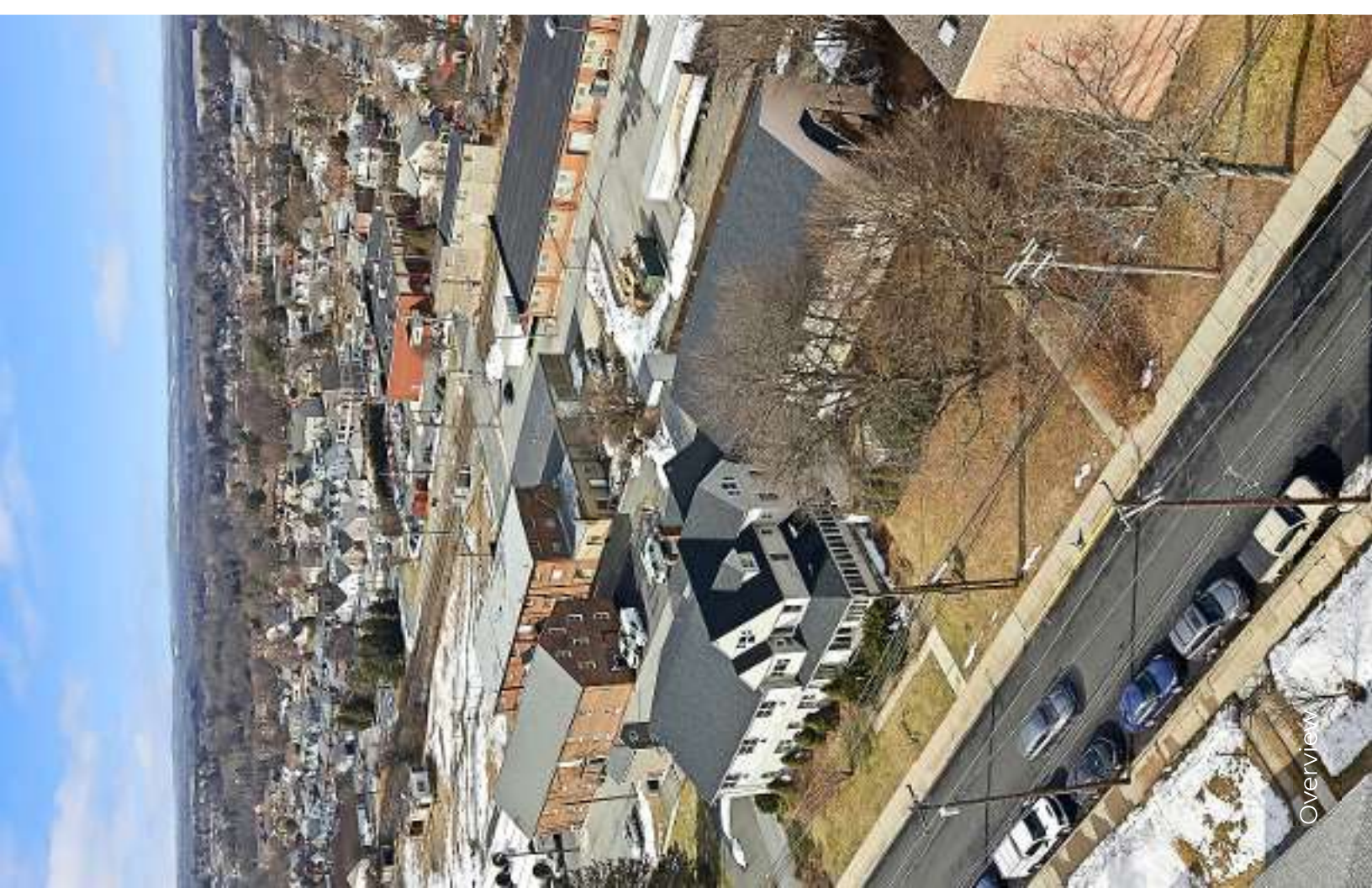
Value-add repositioning with stabilized rental or sellout exit strategy







5.



Overview



Property Overview

An aerial photograph of a large, modern, multi-story residential building. The building has a dark grey roof and white facade. It is situated in a suburban neighborhood with snow on the ground. The building is surrounded by trees and a parking lot. A white van is parked in the lot. The building is a multi-family conversion in a high-barrier borough.

Approved Multifamily Conversion in a High-Barrier Borough

The property consists of an existing structure approved for redevelopment into a 55+ residential community. The approval dramatically reduces entitlement uncertainty and positions the next owner to move directly into construction planning and execution. Emmaus remains one of the most desirable boroughs in Lehigh County, with limited multifamily inventory and strong demographic support for downsizing and active adult housing.

Property Overview

Address 659 Broad St, Emmaus, PA 18049

Property Type Approved 55+ Multifamily Development

Building Size: 17,658

Lot Area 39,971

Approved Unit Count 28 Units

Approved Bed Count 34 Beds

Parking 30 spaces on-site

Zoning Approved 55+ Multi-Family

Asking Price \$3.7 Million



Zoning and Entitlements

Category	Details
Zoning Classification	R-HO Borough Approved Multifamily
Permitted Uses	55+ Residential Community
Entitlements	<ul style="list-style-type: none">• Final Borough approvals secured• Approved density and layout• Adaptive reuse approval within existing structure• Reduced entitlement risk
Development Advantage:	<ul style="list-style-type: none">• Accelerated timeline to complete construction• Predictable regulatory pathway



Property Condition Report

Category	Details
Structural	Existing building with adaptive reuse construction underway
Mechanical Systems	(To be upgraded per redevelopment plan)
Environmental Assessment	(To be verified in due diligence phase)
Development Status:	Approved for redevelopment; execution phase ready



BASEMENT LEVEL FLOOR PLAN

ARCHITECTURAL LEGEND

- CONCRETE
- MASONRY
- GLASS
- METAL
- WOOD
- CERAMIC TILE
- CARPET
- LINOLEUM
- PAINT
- PLASTER
- Gypsum Board
- Insulation
- Mechanical
- Electrical
- Plumbing
- Fire Protection
- Security
- Other

BASEMENT LEVEL CONSTRUCTION

1. CONCRETE FLOOR SLAB ON GRADE

2. CONCRETE WALLS

3. CONCRETE FOUNDATION

4. EXTERIOR FINISHES

5. INTERIOR FINISHES

LEVEL FINISH ELEVATIONS

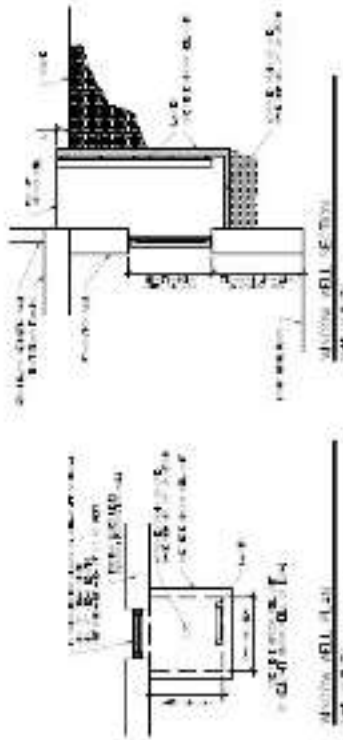
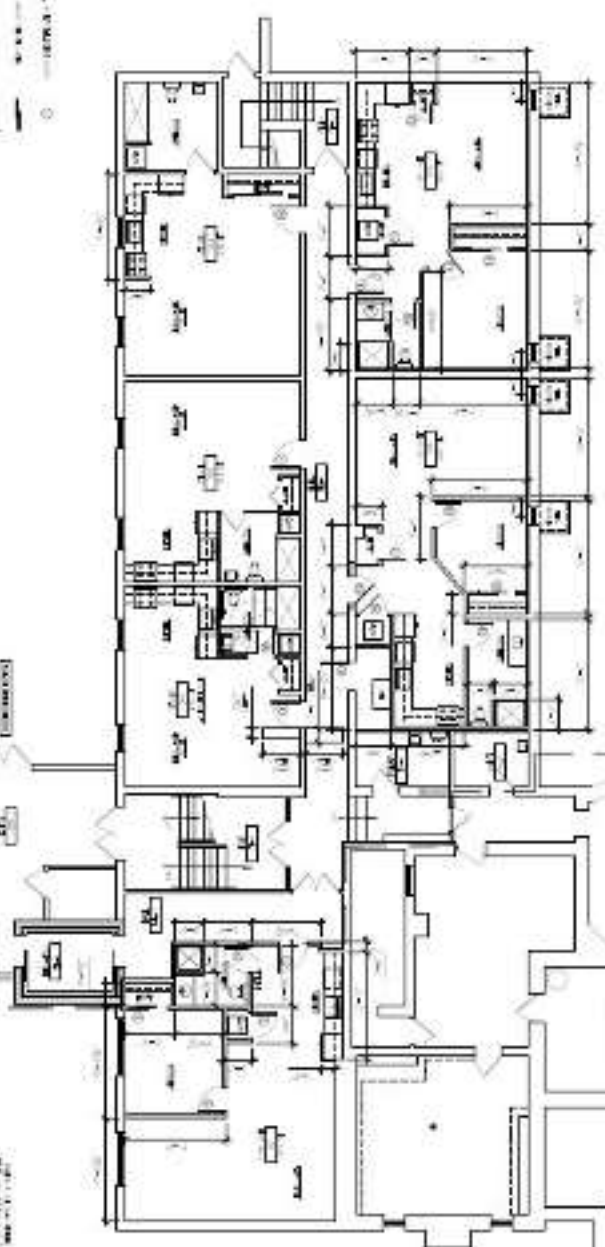
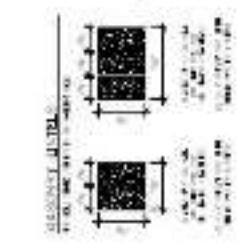
1. FINISH FLOOR SLAB ON GRADE

2. FINISH FLOOR SLAB ON GRADE

3. FINISH FLOOR SLAB ON GRADE

4. FINISH FLOOR SLAB ON GRADE

5. FINISH FLOOR SLAB ON GRADE



SECTIONAL DETAILS

BASEMENT FLOOR PLAN

GENERAL CONTRACTOR - JULY 18, 2008
 ARCHITECT - FEBRUARY 17, 2008

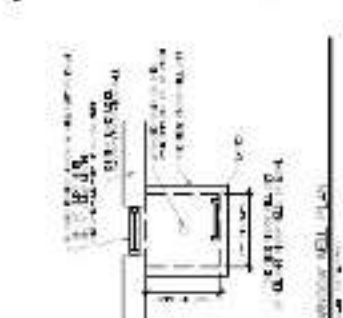
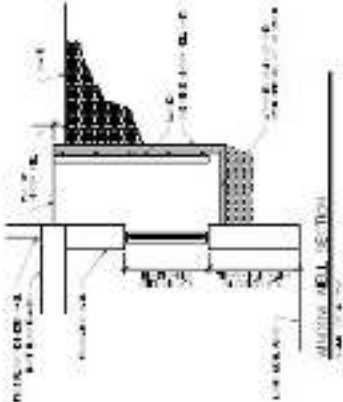
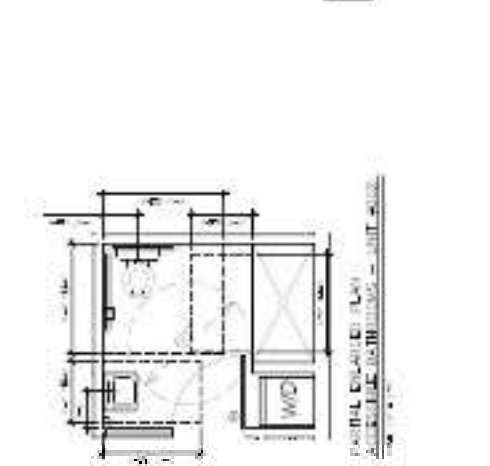
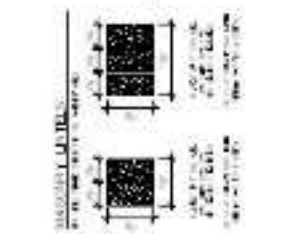
SECOND LEVEL FLOORPLAN

SYMBOLS USED

	WALL
	DOOR
	WINDOW
	STAIRCASE
	ELEVATOR
	UTILITY
	EQUIPMENT
	FURNITURE

GENERAL NOTES

1. ALL DIMENSIONS ARE IN FEET AND INCHES.
2. FINISH FLOOR IS INDICATED BY A DOTTED LINE.
3. SEE ARCHITECTURAL DRAWINGS FOR FINISHES.
4. SEE MECHANICAL DRAWINGS FOR EQUIPMENT SCHEDULES.
5. SEE ELECTRICAL DRAWINGS FOR EQUIPMENT SCHEDULES.



APARTMENT RENDITION FROM PLANS



APARTMENT RENDITION FROM PLANS



Investment Highlights



Competitive Advantage

- Fully approved 55+ multifamily project
- Located in supply-constrained borough
- Adaptive reuse reduces entitlement timeline
- Strong demographic support for downsizing housing



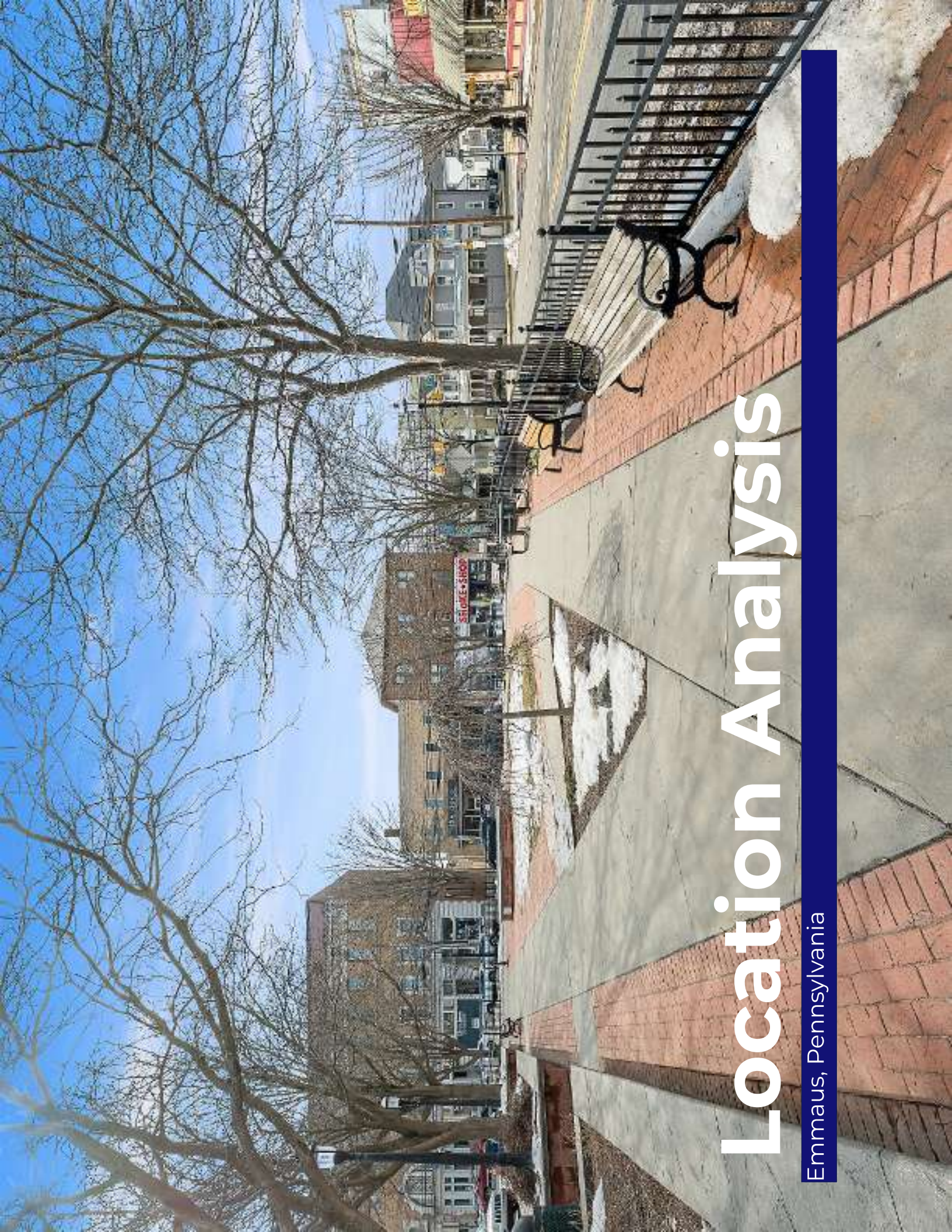
Appreciation Potential

- Limited 55+ inventory in Emmaus
- Aging population trend supports demand
- Walkable borough location enhances rent stability
- High barrier to entry for competing multifamily approvals



Nearby Economic Drivers

- Lehigh Valley Hospital Network
- Major regional employers in Allentown / Lehigh County
- Proximity to Route 78 and regional employment corridors



Location Analysis

Emmaus, Pennsylvania

Emmaus, Pennsylvania

Emmaus is a highly desirable Lehigh County borough known for its historic character, strong municipal services, and walkable commercial core. Multifamily supply remains limited due to zoning constraints, making approved projects particularly valuable.



Paraglyph



Economic Drivers

- Healthcare employment growth
- Regional distribution and logistics expansion
- Stable Lehigh Valley population growth
- Increasing demand for downsizing housing options

Infrastructure

- Access to Route 78
- Proximity to Allentown employment centers
- Established borough amenities within walking distance



Neighborhood Guide

Located in the heart of Emmaus Borough, 659 Broad Street sits within walking distance of retail, dining, healthcare services, and municipal infrastructure. The property benefits from a true walkable Main Street environment — a key driver for 55+ housing demand.

Shopping and Dining

- The Trapp Door Gastropub
- Funk Brewing Company
- South Mountain Cycle & Café
- Yergey Brewing
- ShangWei Szechuan
- Weis Markets (short drive)
- Emmaus Farmers' Market

Civic & Community Infrastructure

- Emmaus Fire Company #1
- Emmaus Borough Municipal Services
- Local churches and community organizations
- Walkable downtown programming and events

Recreation and Green Spaces

- Emmaus Community Park
- South Mountain Preserve
- Lehigh Parkway (10–12 minutes)
- Emmaus Borough Green Spaces

Why This Location Works for 55+

Walkable Borough Core
Immediate Retail & Dining Access

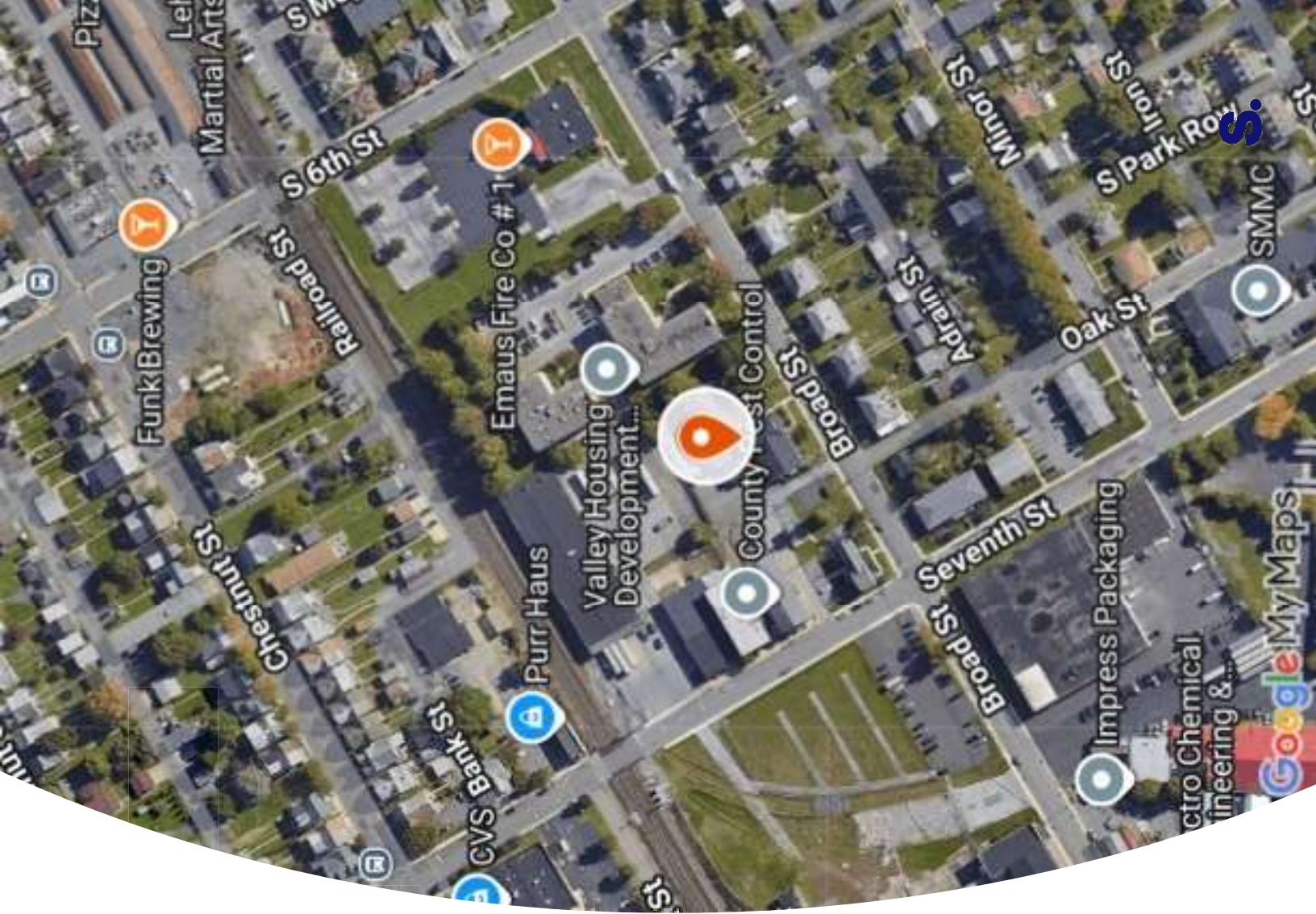
Proximity to Healthcare
Stable Residential Surroundings
Limited Multifamily Competition

This is not edge-of-town multifamily.

This is core-borough positioning - which enhances long-term rent stability and absorption.

Transportation

- Route 29 (immediate access)
- Route 78 (approx. 8–10 minutes)
- Allentown Employment Corridor (15 minutes)
- Lehigh Valley International Airport (~25 minutes)

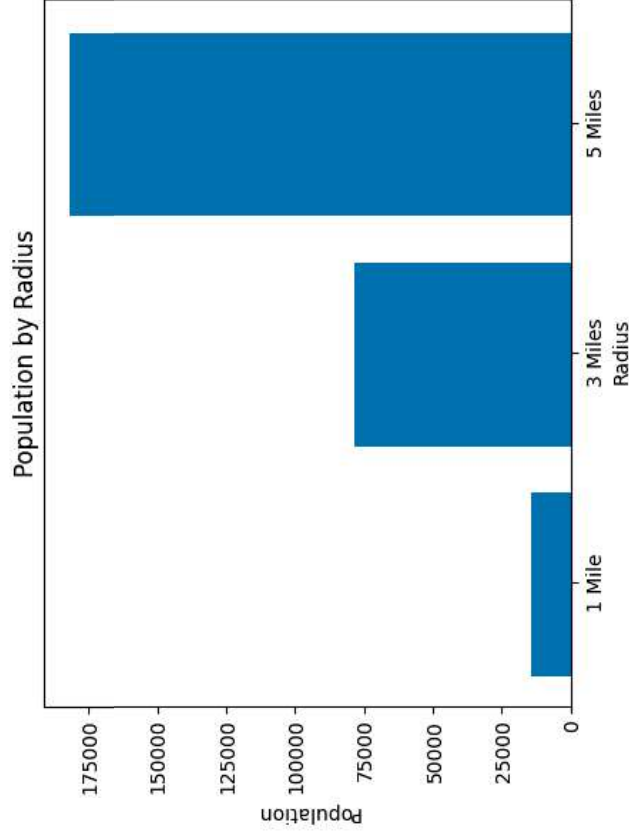


Demographics

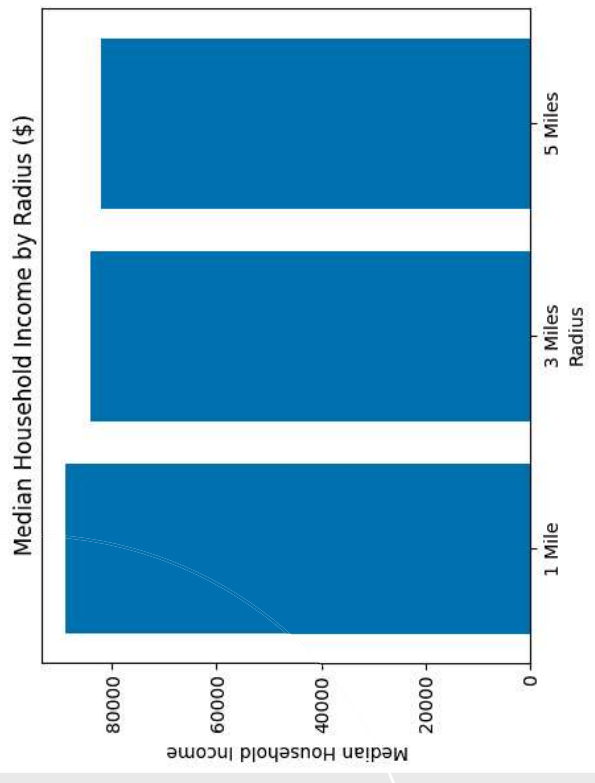
Within a 5-mile radius:

- Strong household income levels
- Growing 55+ population cohort
- Stable homeownership base supporting downsizing demand
- Limited new multifamily supply

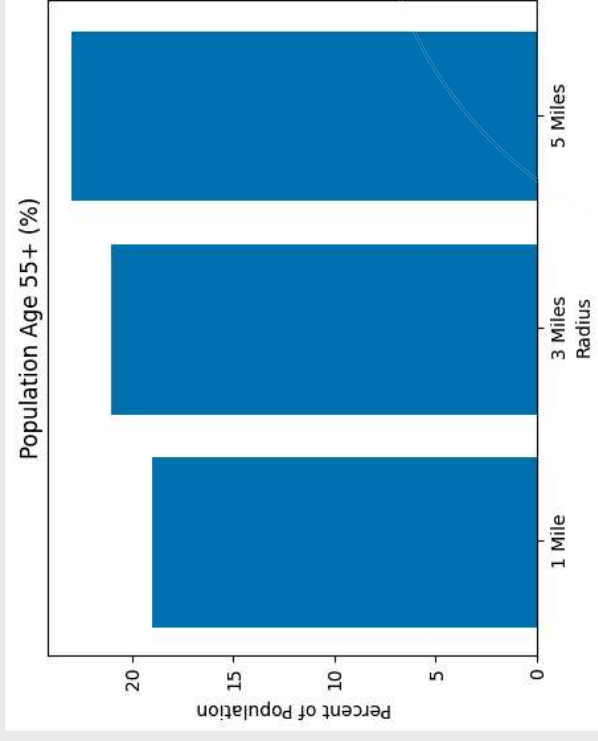
The demographic profile supports absorption of well-designed active adult housing.



Steady growth within 1, 3, and 5 miles highlights a diverse and dense consumer base.



High income levels indicate strong spending power and demand for premium offerings.



A balanced age mix appeals to professionals, families, and retirees alike.



Financial Analysis

Development Financial Overview

PROJECT STATUS NOTES — Seller Confirmed

- ✓ Architectural & engineering plans are complete and fully approved — no design risk.
- ✓ Sewer/sewer credits have been researched and secured in the appropriate amount for the project scope.
- ✓ Income projections reflect stabilized pro forma upon construction completion and occupancy.

Annual Rent Roll

Unit Type	Monthly Rent	Units	Monthly Income	Annual Income
Studios (8 units)	\$1,350/mo	8	\$10,800/mo	\$129,600
1-Bedroom (14 units)	\$1,700/mo	14	\$23,800/mo	\$285,600
2-Bedroom (6 units)	\$2,100/mo	6	\$12,600/mo	\$151,200
TOTAL (28 units)		28	\$47,200/mo	\$566,400

Operating Expenses

Expense Type	Annual Cost (\$)
Property Taxes	\$62,704
Insurance	\$16,000
Maintenance (2.5%)	\$14,160
Property Management	\$12,000
Elevator Maintenance	\$2,314
Internet & Security	\$1,980
Snow & Ice	\$2,400
Landscaping	\$2,400
Bookkeeping	\$1,200
HVAC Inspection	\$3,000
Elevator Inspection	\$1,500
Sprinkler Inspection	\$1,500
Sewer Lateral Inspection	\$750
Emergency Lighting	\$300
Fire Extinguishers	\$500
Utilities (House meter)	\$3,600
Reserves / Misc.	\$25,620

Net Operating Income (NOI)

Total Annual Income	\$566,400
Total Operating Expenses	\$151,928
Net Operating Income	\$414,472
Cap Rate (at \$3,700,000)	11.23%
Cap Rate (w/ 5% vacancy)	10.66%
Operating Expense Ratio	26.7%
Gross Rent Multiplier	6.53x
Price Per Unit	\$132,143
Stabilized Value @ 6.5%	\$6,390,338
Equity Created (vs. all-in)	\$1,290,338

659 Broad Street | Emmaus Borough, PA 18049 | 28-Unit 55+ Apartment Building
 Assumptions: 3% annual rent growth | 2% annual expense growth | 5% vacancy reserve applied Year 1+ | Unit Mix: 8 Studio / 14 One-Bedroom / 6 Two-Bedroom

PROJECT STATUS NOTES — Seller Confirmed

- ✓ Architectural & engineering plans are complete and fully approved — no design risk remaining.
- ✓ Sewage/sewer credits have been researched and secured in the appropriate amount for full project scope.
- ✓ Pro forma base year reflects confirmed rents: Studio \$1,350/mo | 1BR \$1,700/mo | 2BR \$2,100/mo

Projected Income, Expenses & NOI

Year	Gross Income (\$)	Vacancy (5%)	Eff. Gross Income	Operating Expenses (\$)	Net Operating Income (\$)
1	\$566,400	(\$28,320)	\$538,080	\$151,028	\$387,052
2	\$583,392	(\$29,170)	\$554,222	\$154,049	\$400,174
3	\$600,894	(\$30,045)	\$570,849	\$157,130	\$413,720
5	\$637,488	(\$31,874)	\$605,614	\$163,478	\$442,136
7	\$676,311	(\$33,816)	\$642,496	\$170,082	\$472,414
10	\$739,024	(\$36,951)	\$702,072	\$180,492	\$521,580

Gross income grows 3% annually from Year 1 base of \$566,400. Expenses grow 2% annually from Year 1 base of \$151,028. 5% vacancy reserve applied each year.

Cash Flow Analysis — Leveraged vs. All-Cash

Year	NOI (\$)	Debt Service (\$)	CF — Leveraged (\$)	CoC — Leveraged	CoC — All Cash
1	\$387,052	\$336,555	\$50,497	5.07%	7.59%
2	\$400,174	\$336,555	\$63,619	6.38%	7.85%
3	\$413,720	\$336,555	\$77,165	7.74%	8.11%
5	\$442,136	\$336,555	\$105,581	10.59%	8.67%
7	\$472,414	\$336,555	\$135,859	13.63%	9.26%
10	\$521,580	\$336,555	\$185,025	18.56%	10.23%

Leveraged: Construction-to-Permanent loan — 80% LTC (\$4,060,000 @ 8.5% IO during construction), converting to perm at 65% LTV (\$4,153,720 @ 6.5%/25yr = \$336,555/yr). Net equity (p

\$387,052	5.07%	\$521,580	18.56%	\$6,390,338	\$1,290,338
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Cap Rate & Valuation Metrics

659 Broad Street | Emmaus Borough, PA 18049 | 28-Unit 55+ Apartment Conversion | Lehigh Valley Multifamily

PROJECT STATUS NOTES — Seller Confirmed

- ✓ Architectural & engineering plans are complete and fully approved — no design risks remaining.
- ✓ Sewer/sewer credits have been researched and secured in the appropriate amount for full project scope.
- ✓ Unit mix confirmed: 8 Studio / 14 One-Bedroom / 6 Two-Bedroom = 28 units total

PRIMARY CAP RATE — ALL-IN COST BASIS

8.14%
NOI \$415,372 / Acq. \$5,100,000
 Acq. \$3.7M + Construction \$1.4M

Acq. Cap Rate (ask only)

11.23%

NOI — \$3,700,000 ask price

All-In Cap (w/ 5% vac.)

7.74%

NOI at 95% occ. — \$5,100,000

Acq. Cap (w/ 5% vac.)

10.66%

NOI at 95% occ. — \$3,700,000

Valuation Metrics

Metric	Value
Asking Price	\$3,700,000
Remaining Construction Cost	\$1,400,000
True All-In Cost Basis	\$5,100,000
Cap Rate — All-In Basis	8.14%
Cap Rate — Ask Price Only	11.23%
Cap Rate — All-In (5% vac.)	7.74%
Cap Rate — Ask (5% vac.)	10.66%
NOI (100% Stabilized)	\$415,372
Gross Potential Income	\$566,400
Operating Expenses	\$151,028
Operating Expense Ratio	26.7%

Metric	Value
Price Per Unit	\$132,143
Price Per SF (22,718 SF)	\$162.87
Exit Cap Rate (market)	6.5%–7.3%
Stabilized Value @ 6.5% Cap	\$6,390,338
Stabilized Value @ 7.0% Cap	\$5,933,886
Total Equity Created	\$1,290,338
Return on Cost Spread	+1.65% (all-in vs. exit)
Market — Lehigh Valley 55+	6.5%–7.3% (2025)
Subject Spread to Market	+0.85% above market

Comparable Sales — Lehigh Valley Multifamily (2025)

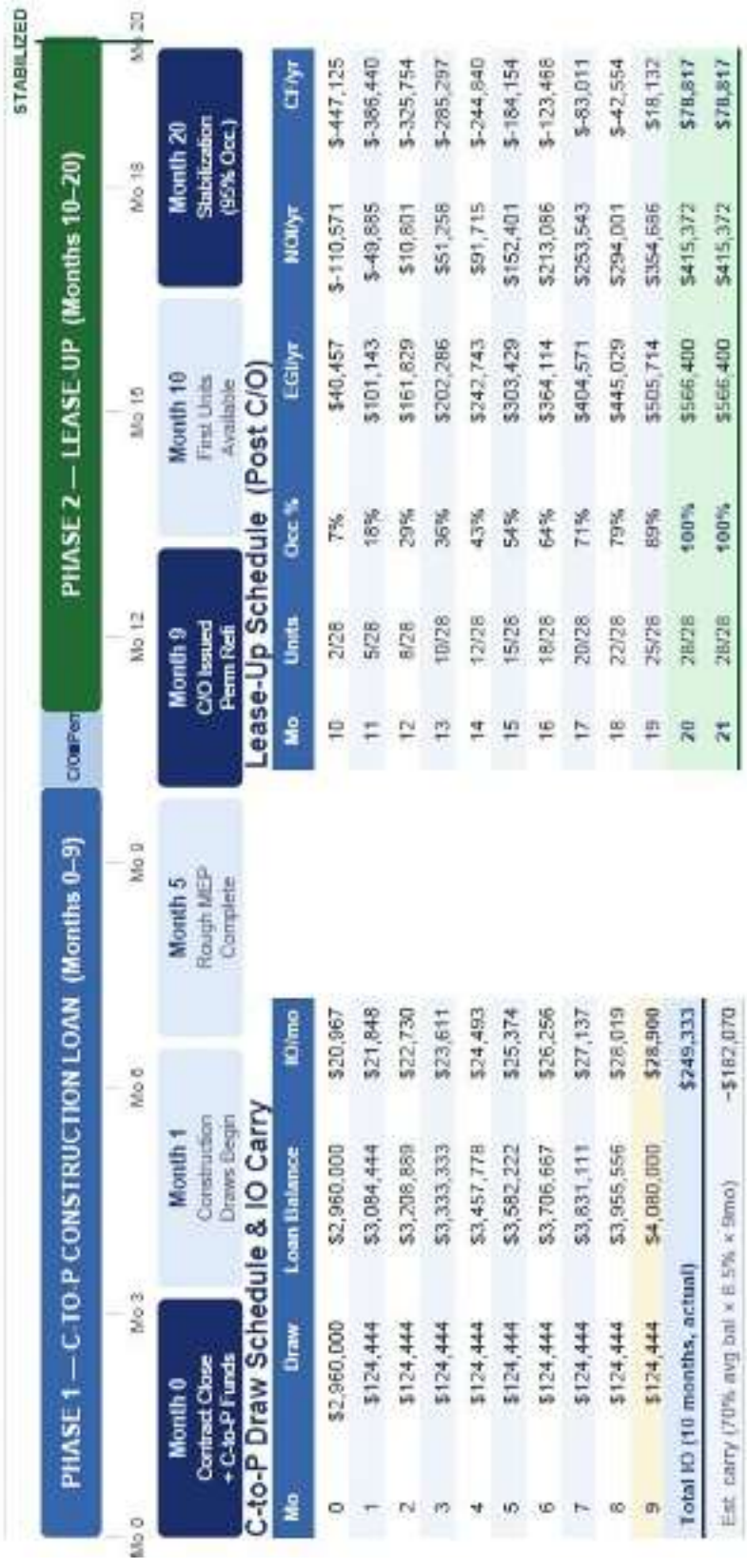
Property	Sale Price	Units	Price/Unit	Cap Rate	Notes
Ulster St — Allentown, PA	\$4,400,000	28	\$157,143	6.8%	Stabilized; Class B
Austin St — Bethlehem, PA	\$3,800,000	24	\$158,333	7.1%	Value-add, partial reno
Aspen Apts — Emmaus, PA	\$11,830,000	80	\$147,875	6.5%	Class A; fully stabilized
659 Broad St — Subject	\$3,700,000	28	\$132,143	8.15%*	All-in basis; mild-const.

ANALYST NOTE — CAP RATE BASIS & METHODOLOGY

The primary cap rate of 8.15% is calculated on true all-in cost (\$5,100,000 = \$3.7M acquisition + \$1.4M remaining construction). This is the correct basis for a construction-stage acquisition and is the figure used by institutional underwriters. The acquisition-only cap of 11.23% is presented as a secondary reference for all-cash buyers with existing construction relationships — it should not be used as the underwriting cap without accounting for completion costs. At an 8.15% all-in cap vs. a 6.5%–7.3% stabilized market exit, the investor captures a +85–165bps spread over market. Applied to NOI of \$415,372, this implies a stabilized value of \$6,390,338 at 6.5% exit — creating approximately \$1,290,338 in equity over the \$5,100,000 all-in basis.

Construction Timeline & Carry Cost Analysis

659 Broad Street | Emmaus Borough, PA, 18049 | 28-Unit 55+ Apartment Building
 Loan Structure: Construction-to-Permanent | 8.5% IO during construction | 9-month build
 65% LTV perm refi at stabilization | Estimates pending final GC confirmation



Financing Costs

Origination fee (1% of \$4,080,000)	\$40,800
Legal / Appraisal / Title / Draw Insp.	~\$30,000
Total financing costs	~\$70,800
True Total Capital (Hard + Carry + Fees)	~\$5,352,870
Revised loan (80% of true total)	\$4,282,296
Required equity (20% of true total)	~\$1,070,574

\$4,080,000 C-to-P Loan (80% LTC)	\$1,020,000 Required Equity (20%)	9 Months Construction Duration	~\$182,070 Est. Interest Carry	~\$70,800 Total Financing Costs	~\$5,352,870 True Total Capital	~20 Months Time to Stabilization
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Market Overview

Understanding Trends and Opportunities in the Market

Economic Drivers

Industries Supporting the Economy



Lehigh Valley Multifamily Market

- Continued rental demand growth
- Healthcare-driven employment expansion
- Limited borough multifamily approvals
- Rising construction costs favor approved projects

Future Developments

- Regional infrastructure improvements
- Ongoing mixed-use revitalization
- Continued population growth within Lehigh County

Healthcare

Major regional healthcare systems, including Lehigh Valley Health Network (LVHN) and St. Luke's University Health Network, serve as dominant employers across the Lehigh Valley and continue to expand their footprint.

Future Developments



Lehigh Valley Health Network

Healthcare



Lehigh Valley Logistics

Industrial Employment



Allentown Revitalization

Urban Mixed-Growth Use

Expansion

Ongoing capital investment and expansion across LVHN campuses, including Cedar Crest (10 minutes from subject), continue to reinforce healthcare as the region's dominant employment driver.

Growth

The Lehigh Valley remains one of the fastest-growing logistics corridors in the Northeast, supported by:

- Amazon distribution facilities
- FedEx and UPS hubs
- Mack Trucks operations
- Air Products headquarters

Development

Ongoing redevelopment within Allentown's NIZ (Neighborhood Improvement Zone) continues to attract investment in:

- Mixed-use residential projects
- Office and medical conversions
- Retail and entertainment infrastructure



Exterior

S.

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