

FOR SALE

VALUE ADD 13 UNIT PORTFOLIO | CUMBERLAND & YORK COUNTIES, PA

Presented By:
Naomi Brown,
CCIM

PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703
C: 717.819.2825



CAPSTONE
COMMERCIAL

205 W Caracas Ave | Hershey, PA 17033



PROPERTY OVERVIEW

Value add 13 unit Portfolio | Cumberland & York Counties



PROPERTY DESCRIPTION

Great opportunity to acquire stabilized units with value add potential. Currently, 12 out of the 13 units are occupied, many with significantly long-term tenants.

The properties are made up of (5) 1 Bedroom units at 132-136 W. South St, Carlisle; (3) 1 bedroom & (1) 2 bedroom unit at 228. S. West St, Carlisle; and (4) 2 bedroom units at 768 Lewisberry Rd, Lewisberry.

Since most of these units have been occupied with long term tenants, many are in need of some improvement, and some Cap Ex is needed in some places. Long term owner is retiring. Sale is AS IS CONDITION.

The Lewisberry property is on a well and septic, and the Carlisle properties (only 1 block apart) are public utilities. All units have separate electric, with Lewisberry having separate water heaters.

PROPERTY HIGHLIGHTS

- 13 units over 3 properties
- Mix of 1 Bedroom & 2 Bedroom Units
- Solid locations in Carlisle & Lewisberry
- Comprised of (2) 4 unit buildings and (1) 5 unit building

OFFERING SUMMARY

Sale Price:	\$1,200,000
Number of Units:	13
Total Building Size:	12,000 SF
Zoning:	Residential
Counties:	Cumberland & York



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825



**132-136 W SOUTH ST |
CARLISLE, PA**



PROPERTY INFORMATION

EXTERIOR

132-136 W South St | Carlisle, PA



Naomi Brown, CCIM

PRINCIPAL & SENIOR ADVISOR

nbrown@capstonecre.com

O: 717.820.1127 X703 C: 717.819.2825

INTERIOR

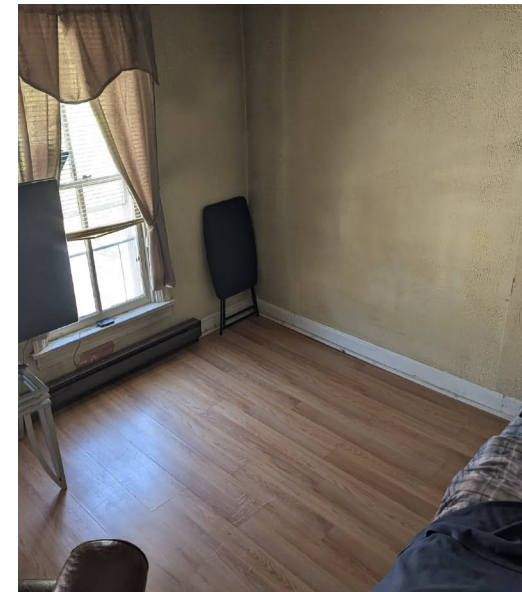
132-136 W South St | Carlisle, PA



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

INTERIOR

132-136 W South St | Carlisle, PA



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

PARCEL

132-136 W South St | Carlisle, PA



Naomi Brown, CCIM

PRINCIPAL & SENIOR ADVISOR

nbrown@capstonecre.com

O: 717.820.1127 X703 C: 717.819.2825

FINANCIALS

132-136 W South St | Carlisle, PA

Rent Roll

Floor	Unit	Lease Type	SF	%	Exp. Date	Rent SF	\$/Month	Annual Rent	Unit Type
132	1	Unit 1A	600	20%	5/1/2027	\$1.46	\$875.00	\$10,500.00	1B/1B
132	2	Unit 1B	600	20%	5/1/2027	\$1.63	\$975.00	\$11,700.00	1B/1B
132	3	Unit 1C	600	20%	10/31/2026	\$1.58	\$950.00	\$11,400.00	1B/1B
134	4	Unit 2A	600	20%	Vacant	\$1.50	\$900.00	\$10,800.00	1B/1B
136	5	Unit 2B	600	20%	2/3/2027	\$1.46	\$875.00	\$10,500.00	1B/1B
			3000	100%	Rent Per SF:	\$18.30	\$4,575.00	\$54,900.00	



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

FINANCIALS

132-136 W South St | Carlisle, PA

All Figures Are Annual	\$/SQ FT or \$/Unit	% of GOI	Comments/Footnotes
Potential Rental Income			\$54,900.00
Less: Vacancy & Cr. Losses		(5.% of PRI)	\$2,745.00 Stabilized Estimated Vacancy
Effective Rental Income			\$52,155.00
Plus: Other Income (collectable)			
Gross Operating Income			\$52,155.00

Operating Expenses	\$/SQ FT or \$/Unit	% of GOI	Comments/Footnotes
Real Estate Taxes	\$0.94		\$3,300.00 Actual
Property Insurance	\$0.57		\$2,000.00 Estimate at \$400 per unit, Current is \$1,359
Off Site Management	\$1.34	9%	\$4,694.00 Owners current rate
Repairs and Maintenance	\$1.49	10%	\$5,216.00 Estimate - Current is \$8,599
Common Electric			\$1,367.00 For hot water heaters and hall lights
Trash	\$0.14		\$500.00
Water, Sewer, & Trash	\$0.39		\$1,353.00 LL Pays water sewer and trash
Lawn & Landscaping			Tenant in 1A mows
Snow Removal			Tenants do own snow removal
Total Operating Expenses	\$4.87		\$18,429.00

Net Operating Income	\$33,726.00	8.4% Cap Rate
Less: Annual Debt Service	\$25,444.00	1.325 Debt Cov. Ratio
Cash Flow Before Taxes	\$8,281.00	7.382% Cash on Cash

* Debt Assumptions: 75% LTV at 7.0% W/ 25 Year



Naomi Brown, CCIM
 PRINCIPAL & SENIOR ADVISOR
 nbrown@capstonecre.com
 O: 717.820.1127 X703 C: 717.819.2825



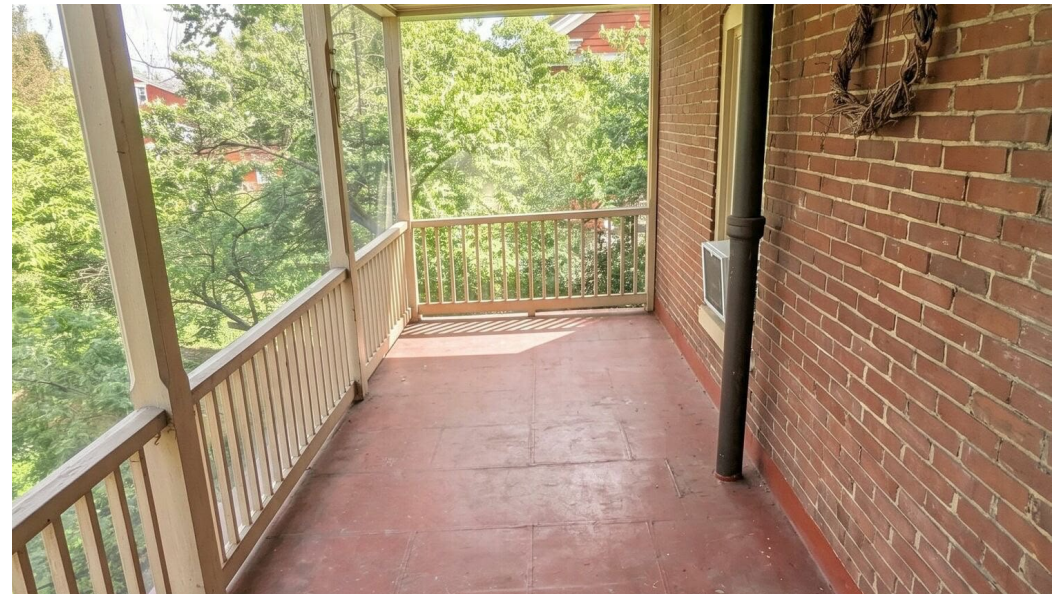
**228 W SOUTH ST |
CARLISLE, PA**



PROPERTY INFORMATION

EXTERIOR

228 S West St | Carlisle, PA



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

INTERIOR

228 S West St | Carlisle, PA



INTERIOR

228 S West St | Carlisle, PA



PARCEL

228 S West St | Carlisle, PA



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

FINANCIALS

228 S West St | Carlisle, PA

Rent Roll

Floor	Unit	Lease Type	SF	%	Exp. Date	Rent SF	\$/Month	Annual Rent
201 A	1	2 bedroom Unit	1000	25%	M-M	\$1.00	\$995.00	\$11,940.00
201 B	2	1 bedroom Unit	1000	25%	9/30/2026	\$1.00	\$995.00	\$11,940.00
203	3	1 bedroom Unit	1000	25%	M-M	\$1.00	\$995.00	\$11,940.00
228	4	1 bedroom Unit	1000	25%	M-M	\$1.00	\$995.00	\$11,940.00
			4000	100%	Rent Per SF:	\$11.94	\$3,980.00	\$47,760.00

All Figures Are Annual	\$/SQ FT or \$/Unit	% of GOI	Comments/Footnotes
Potential Rental Income			\$47,760.00
Less: Vacancy & Cr. Losses		(5.0% of PRI)	\$1,433.00 Stabilized Estimated Vacancy
Effective Rental Income			\$46,327.00
Plus: Other Income (collectable)			
Gross Operating Income			\$46,327.00

Operating Expenses	\$/SQ FT or \$/Unit	% of GOI	Comments/Footnotes
Real Estate Taxes	\$1.31		\$4,584.00 Actual
Property Insurance	\$0.33		\$1,163.00 Owners Actual
Off Site Management	\$1.06	8%	\$3,706.00 Estimated- Owner self manages currently
Repairs and Maintenance	\$0.96	7%	\$3,359.00 Actual
Utilities	\$1.33		\$4,662.00 Owner paid utilities
Total Operating Expenses	\$4.99		\$17,474.00

Net Operating Income	\$28,853.00	7.2% Cap Rate
Less: Annual Debt Service	\$25,444.00	1.134 Debt Cov. Ratio
Cash Flow Before Taxes	\$3,409.00	3.039% Cash on Cash

* Debt Assumptions: 75% LTV at 7.0% W/ 25 Year



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825



268 LEWISBERRY RD |
LEWISBERRY, PA



PROPERTY INFORMATION

EXTERIOR

268 Lewisberry Rd, Lewisberry PA



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

INTERIOR

268 Lewisberry Rd, Lewisberry PA



INTERIOR

268 Lewisberry Rd, Lewisberry PA



INTERIOR

268 Lewisberry Rd, Lewisberry PA



PARCEL

268 Lewisberry Rd, Lewisberry PA



Google Earth



Naomi Brown, CCIM

PRINCIPAL & SENIOR ADVISOR

nbrown@capstonecre.com

O: 717.820.1127 X703 C: 717.819.2825

FINANCIALS

268 Lewisberry Rd, Lewisberry PA

Rent Roll

Unit	Lease Type	SF	%	Exp. Date	Rent SF	\$/Month	Annual Rent
1	All Units 2 Bedroom	1100	25%	TBD	\$0.82	\$900.00	\$10,800.00
2	All Units 2 Bedroom	1100	25%	5/1/2027	\$1.00	\$1,100.00	\$13,200.00
3	All Units 2 Bedroom	1100	25%	1/31/2027	\$0.95	\$1,050.00	\$12,600.00
4	All Units 2 Bedroom	1100	25%	1/31/2027	\$1.00	\$1,100.00	\$13,200.00
		4400	100%	Rent Per SF:	\$11.32	\$4,150.00	\$49,800.00



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

FINANCIALS

268 Lewisberry Rd, Lewisberry PA

All Figures Are Annual	\$/SQ FT or \$/Unit	% of GOI	Comments/Footnotes
Potential Rental Income			\$79,800.00
Less: Vacancy & Cr. Losses		(5.0% of PRI)	\$2,490.00 Stabilized Estimated Vacancy
Effective Rental Income			\$47,310.00
Plus: Other Income (collectable)			
Gross Operating Income			\$47,310.00

Operating Expenses	\$/SQ FT or \$/Unit	% of GOI	Comments/Footnotes
Real Estate Taxes	\$0.92		\$4,584.00 Actual
Property Insurance	\$0.39		\$1,966.00 Actual
Off Site Management	\$0.76	8%	\$3,785.00 Estimated Management
Repairs and Maintenance	\$0.95	10%	\$4,731.00 Estimate- Current is \$8,428
Common Electric			\$1,014.00 Owner electric
Trash	\$0.24		\$1,200.00
Lawn & Landscaping	\$0.24		\$1,200.00 Estimate
Total Operating Expenses	\$3.49		\$18,480.00

Net Operating Income	\$28,830.00	7.2% Cap Rate
Less: Annual Debt Service	\$25,444.00	1.133 Debt Cov. Ratio
Cash Flow Before Taxes	\$3,386.00	3.018% Cash on Cash

* Debt Assumptions: 75% LTV at 7.0% W/ 25 Year Am



Naomi Brown, CCIM
PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com
O: 717.820.1127 X703 C: 717.819.2825

ADVISOR BIO

Value add 13 unit Portfolio | Cumberland & York Counties



Naomi Brown **CCIM**

Principal & Senior Advisor

nbrown@capstonecre.com
(O) 717.820.1127 x703
(C) 717.819.2825

Naomi Brown is the Broker of Record for Capstone Commercial. Since entering Real Estate in 2014, Brown has become an local expert in land and investments. Naomi leverages local market data to ensure each client's investment property value is maximized, both on the holding period and at sale. Naomi has a strong track record of results-oriented service for each client based on her keen eye for value. Her strong negotiation skills have contributed to millions in closed properties since her licensure.

Raised in Lancaster County, PA in a hardworking Mennonite farming family, Brown learned the principals of hard work and serving others from a young age. This has served her well in real estate, working to grow both in transactions and knowledge from the start. Naomi became a Realtor in 2014, a Broker in 2018, and CCIM (Certified Commercial Investment Member) in 2020.

Capstone Commercial is a values-driven commercial real estate firm with over 80 years of collective experience. We believe in a synergistic, client-centered approach that reinforces our team's ability to provide you with unparalleled value and expertise. Capstone offers comprehensive services to guide clients through all phases of the commercial real estate cycle, including investment analysis & sales, development land sales, specialty-use commercial property sales, business brokerage, and commercial or industrial sales and leasing. The expert advisors at Capstone Commercial include CCIM designees, Associate Brokers, Negotiation Experts, and GREEN Certified Realtors. With our unusually collaborative and supportive environment, the team is able to create a greater positive impact through the merging of their varied and unique skill sets. Capstone embodies the ideals of integrity, transparency, collaboration, and honesty. Our fresh take on the industry is setting a new standard where ethics are prioritized before profit. The well-being of our clients, associates, and communities is the center of our focus in everything we do.



Naomi Brown, CCIM

PRINCIPAL & SENIOR ADVISOR
nbrown@capstonecre.com

O: 717.820.1127 X703 C: 717.819.2825

LEGAL

Value add 13 unit Portfolio | Cumberland & York Counties

CONFIDENTIALITY & DISCLAIMER

All materials and information received or derived from Capstone 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. Neither Capstone Commercial its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Capstone Commercial will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

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. Capstone Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Capstone Commercial does not serve as a financial advisor to any party regarding any proposed transaction. 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 Capstone Commercial in compliance with all applicable fair housing and equal opportunity laws.



Naomi Brown, CCIM

PRINCIPAL & SENIOR ADVISOR

nbrown@capstonecre.com

O: 717.820.1127 X703 C: 717.819.2825