

## LAND FOR SALE

# N. OCEAN HWY.

Delmar, MD 21875



### PROPERTY DESCRIPTION

17.79 acres of land on the corner of Rt13 and Stage Rd in Delmar, MD just north of Salisbury's popular northside commercial district available for sale. Zoned C-2 (General Commercial) so a wide variety of uses are acceptable. Approximately 569 feet of road frontage on Rt13 and 1,025 feet on Stage Rd. Currently no city water/sewer services are available, however they are nearby. Delmar is a desirable and growing community that will work great for your business.

### OFFERING SUMMARY

Sale Price:	\$1,200,000
Lot Size:	17.79 Acres

### DEMOGRAPHICS

	0.5 MILES	1 MILE	1.5 MILES
Total Households	376	1,252	2,283
Total Population	870	2,947	5,383
Average HH Income	\$71,495	\$70,187	\$68,039

We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.

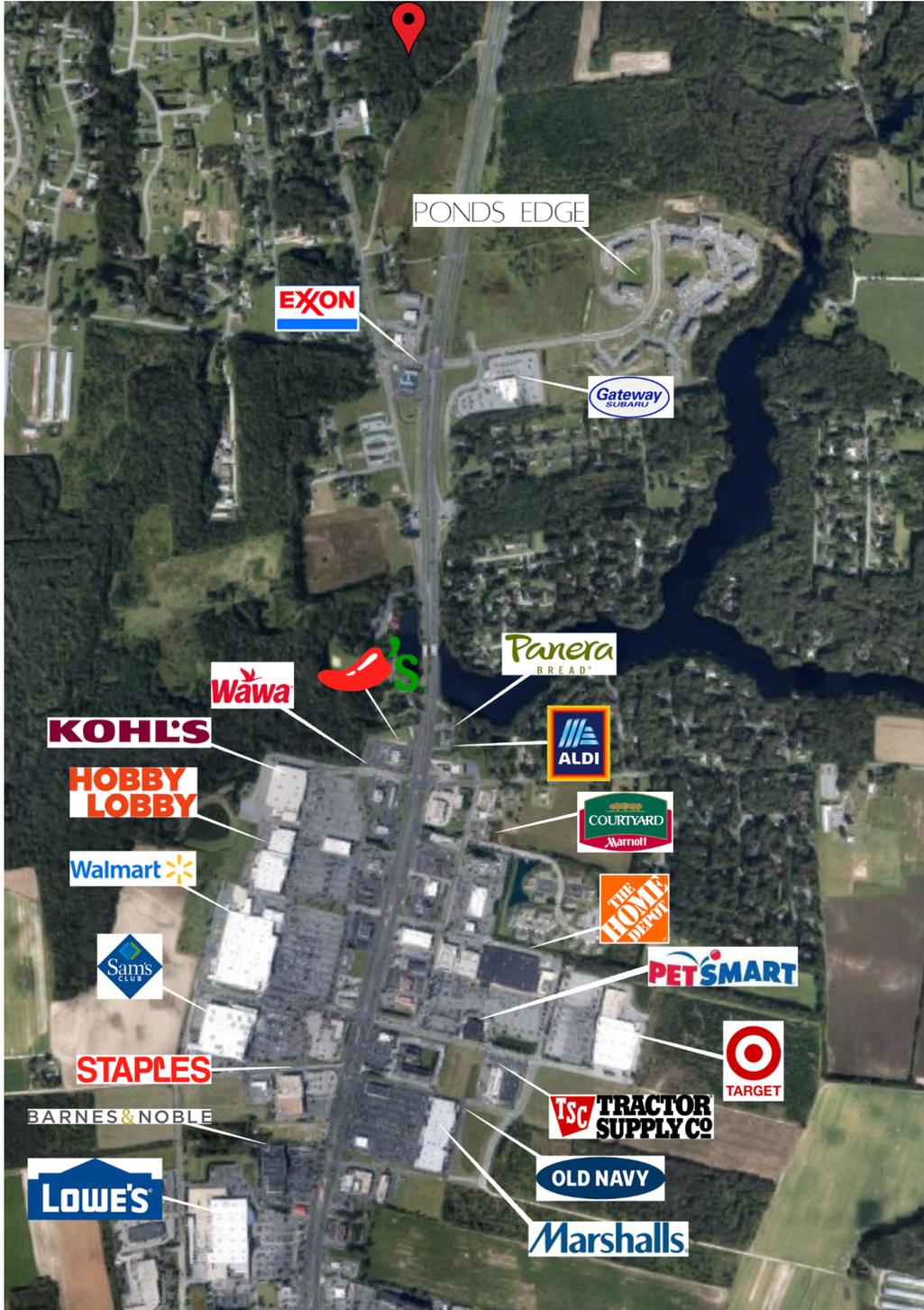
**BRET DAVIS**  
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bretdavis@kw.com

**KW COMMERCIAL**  
11200 Racetrack Road  
Ocean Pines, MD 21811

Each Office Independently Owned and Operated

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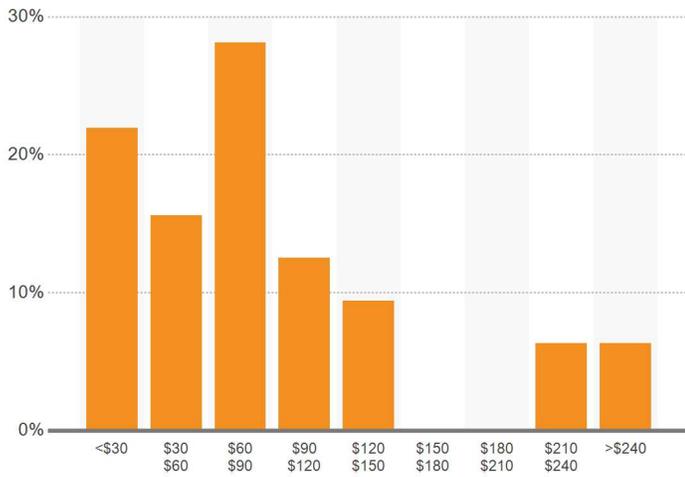


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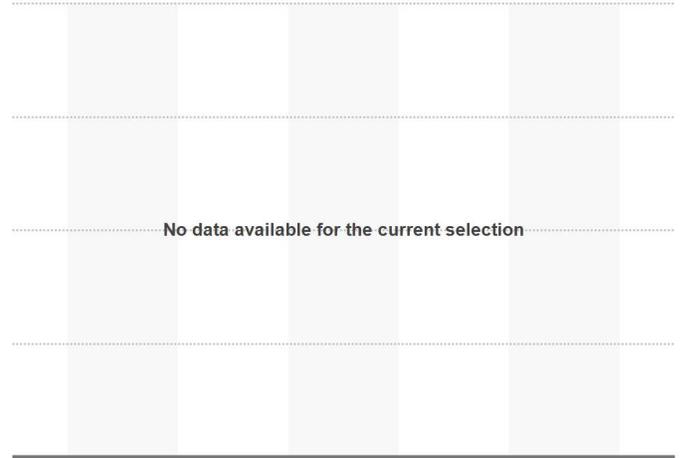
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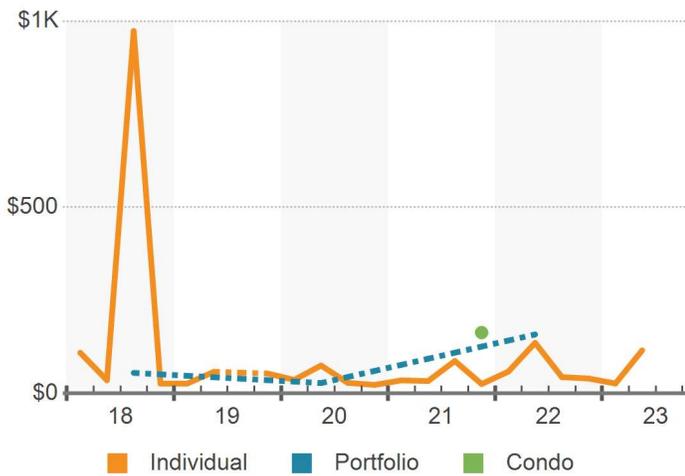
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



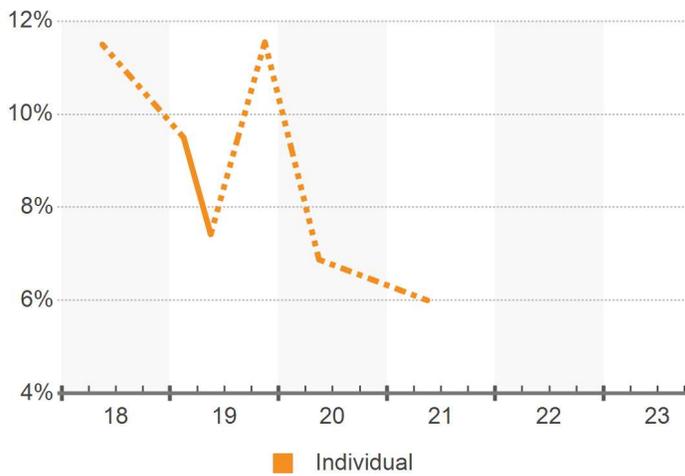
CAP RATE DISTRIBUTION PAST 12 MONTHS



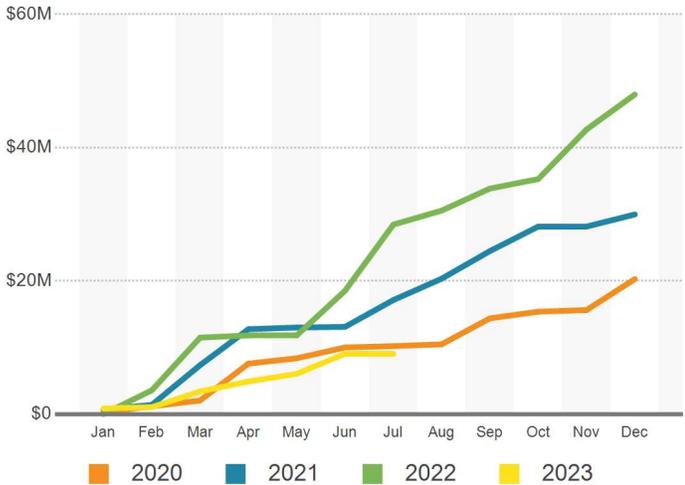
SALE PRICE PER SF BY TRANSACTION TYPE



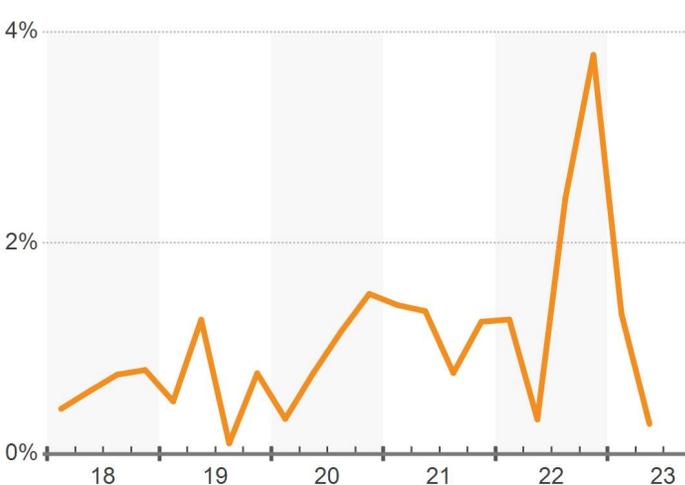
CAP RATE BY TRANSACTION TYPE



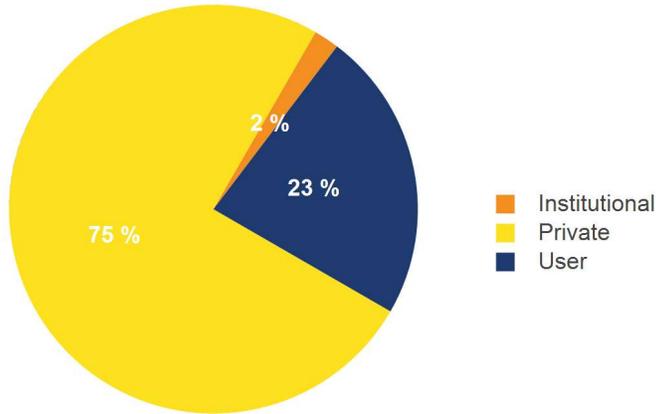
CUMULATIVE SALES VOLUME BY YEAR



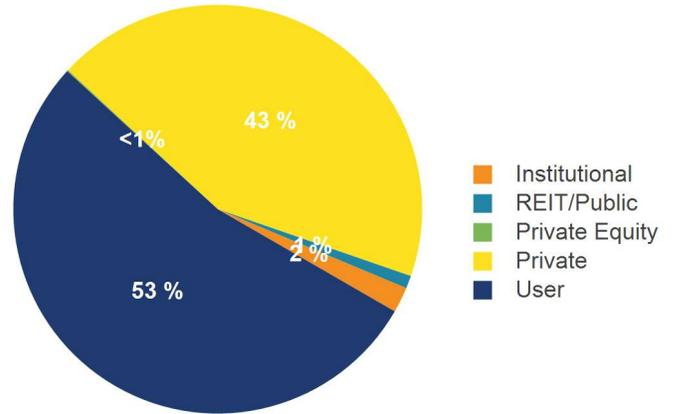
SOLD SF AS % OF TOTAL SF



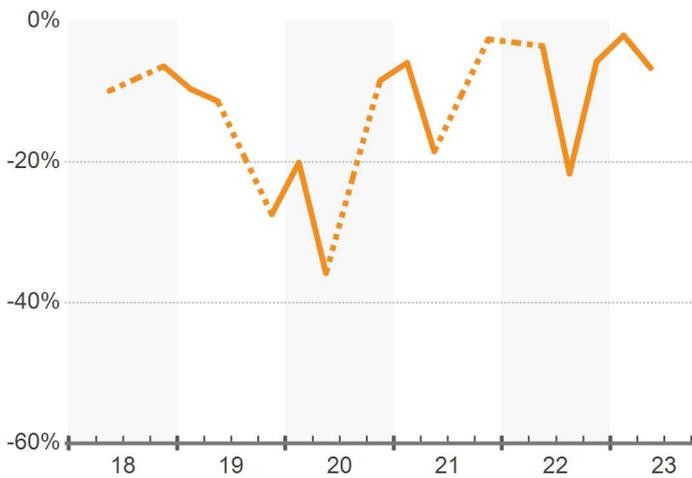
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



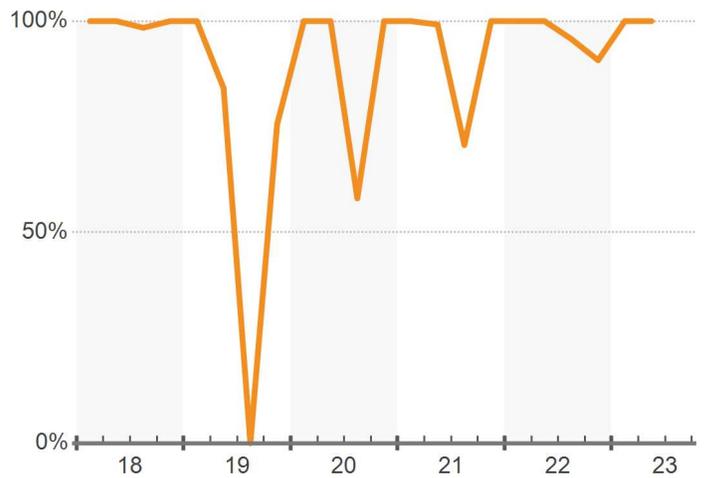
ASSET VALUE BY OWNER TYPE



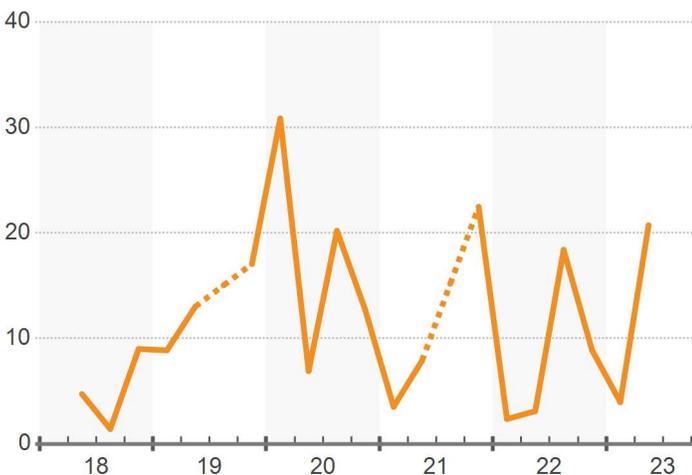
SALE TO ASKING PRICE DIFFERENTIAL



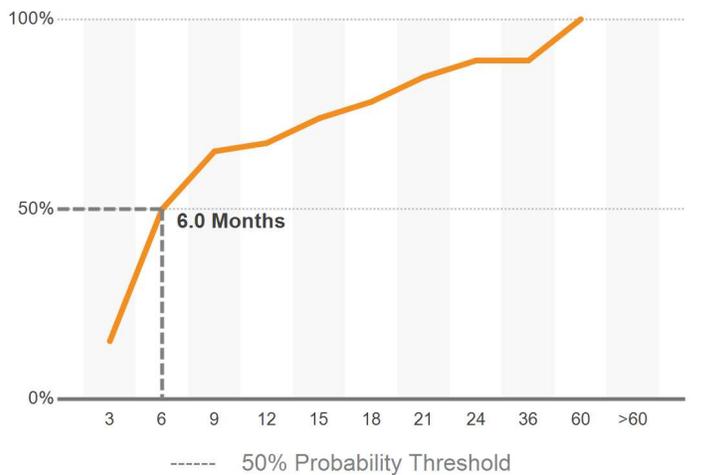
OCCUPANCY AT SALE



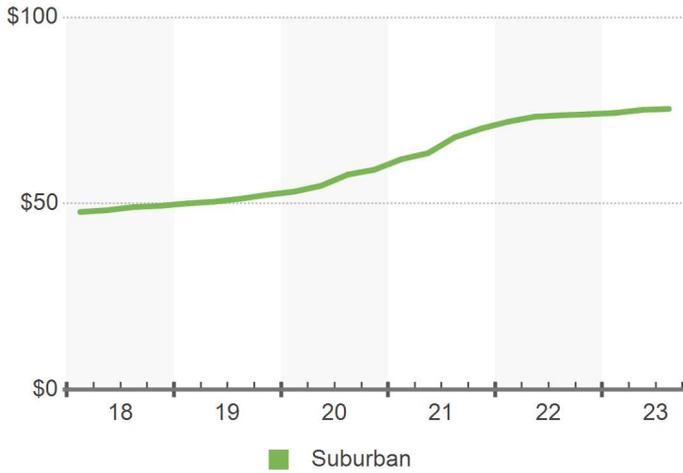
MONTHS TO SALE



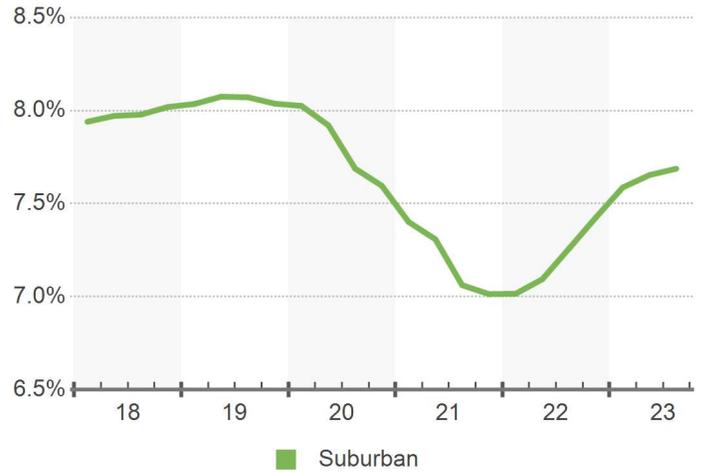
PROBABILITY OF SELLING IN MONTHS



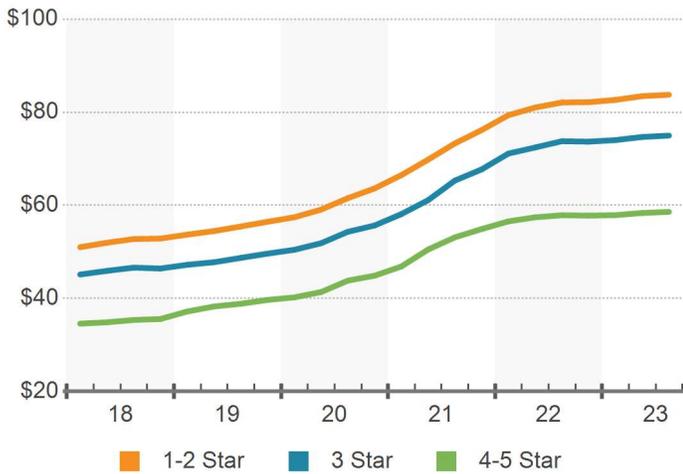
**MARKET SALE PRICE PER SF BY LOCATION TYPE**



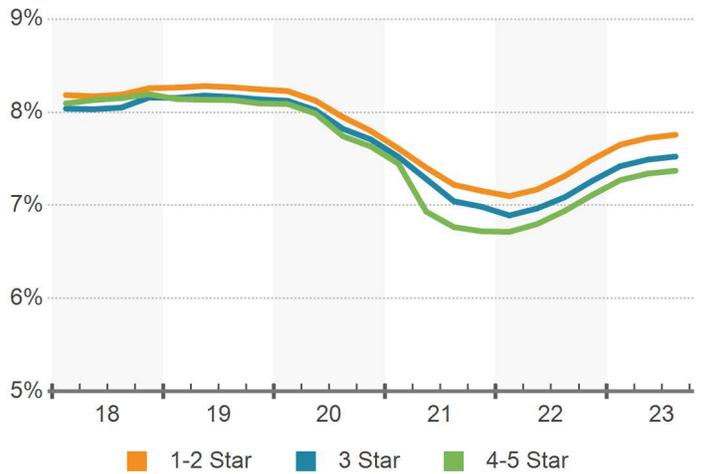
**MARKET CAP RATE BY LOCATION TYPE**



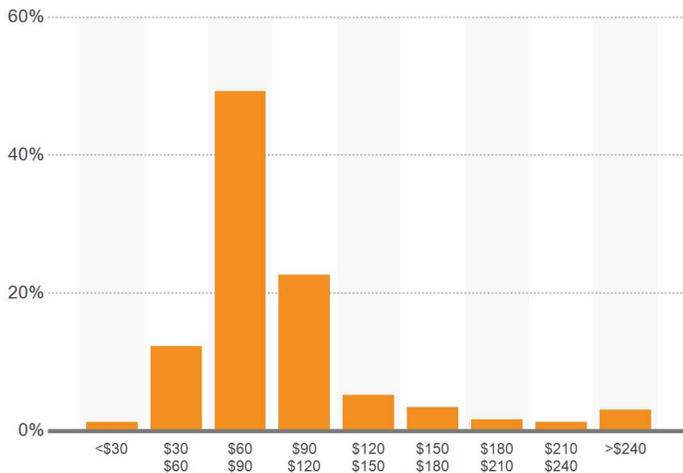
**MARKET SALE PRICE PER SF BY STAR RATING**



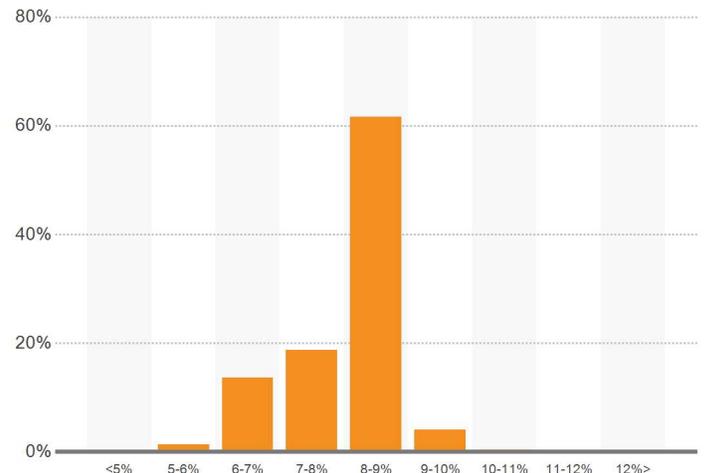
**MARKET CAP RATE BY STAR RATING**



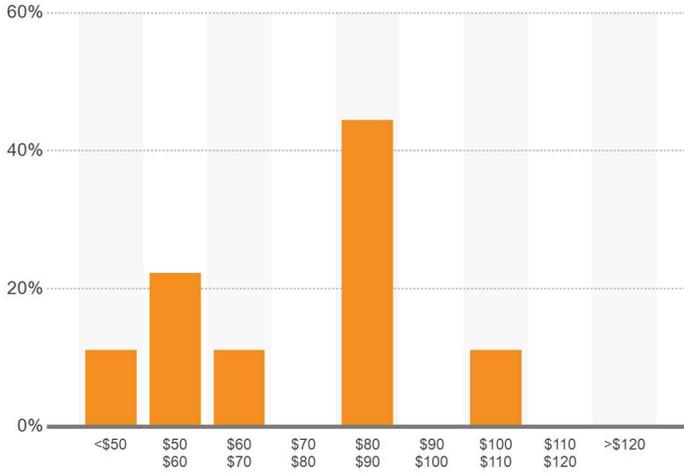
**MARKET SALE PRICE PER SF DISTRIBUTION**



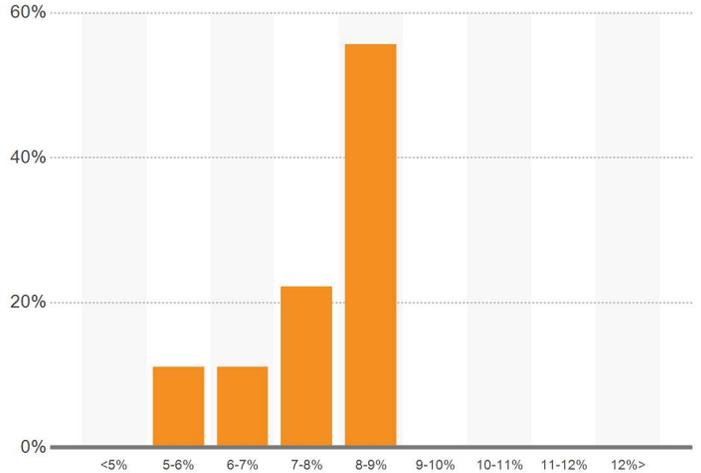
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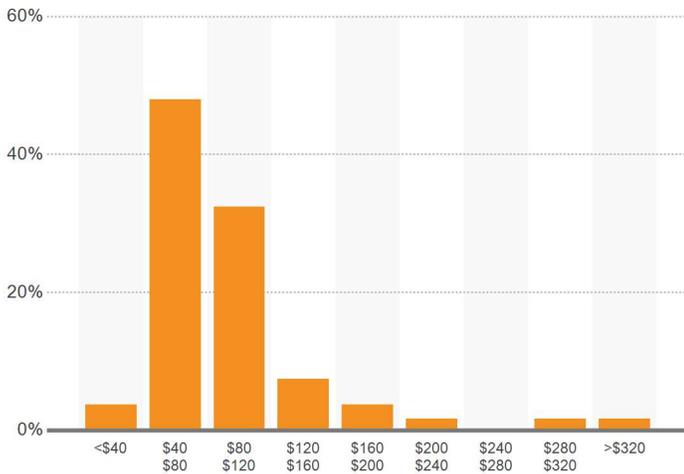
## 4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



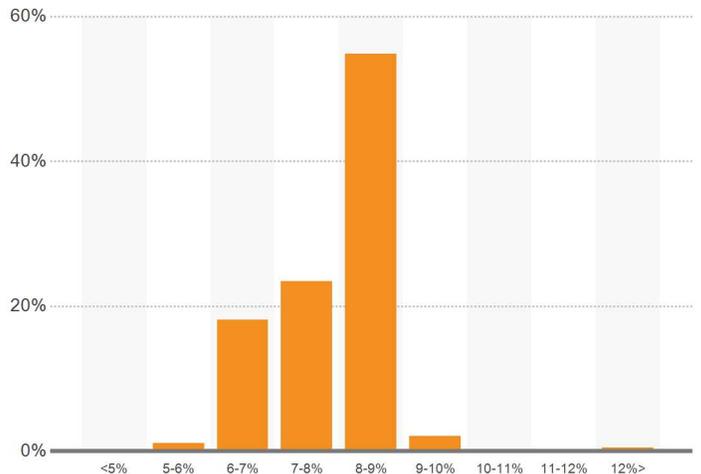
## 4-5 STAR MARKET CAP RATE DISTRIBUTION



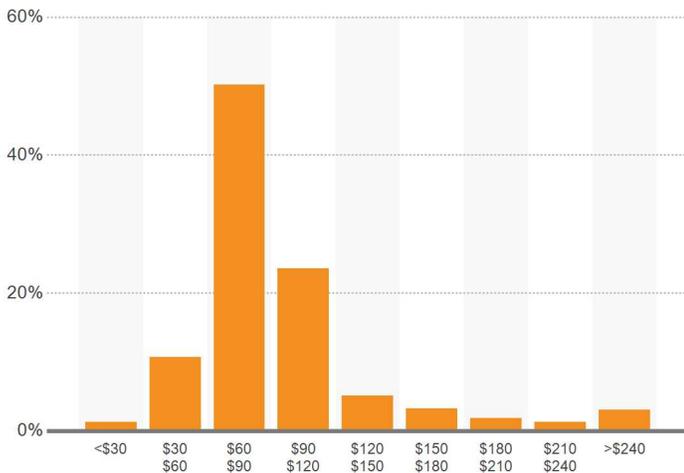
## 3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



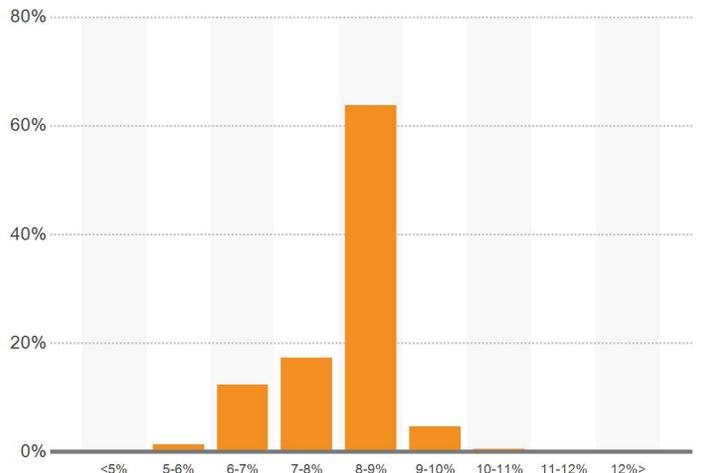
## 3 STAR MARKET CAP RATE DISTRIBUTION



## 1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION

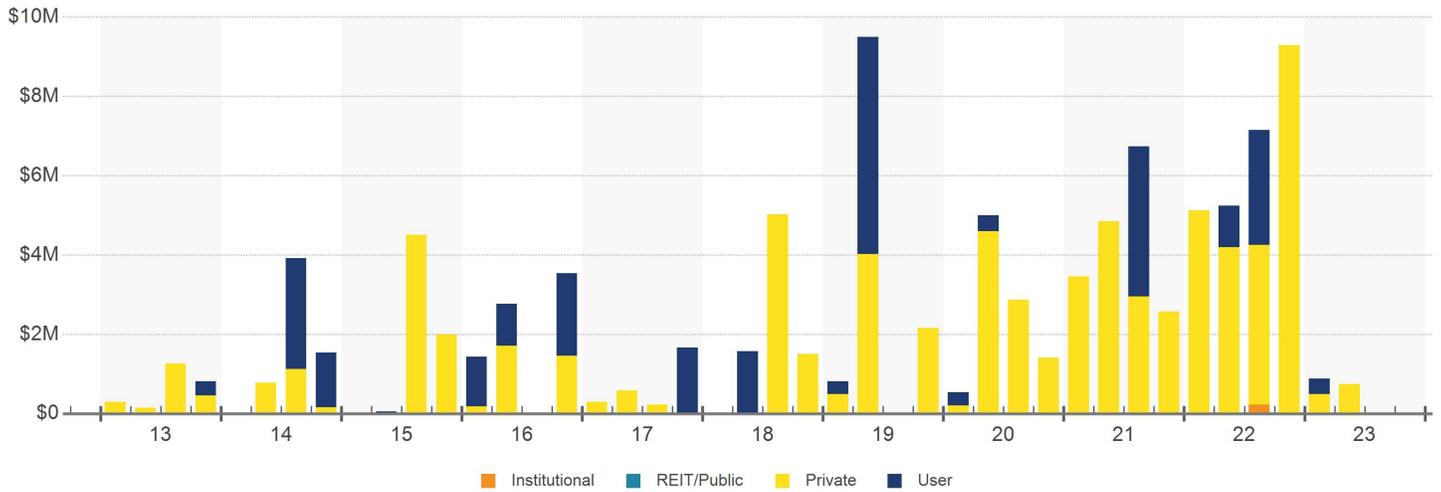


## 1-2 STAR MARKET CAP RATE DISTRIBUTION

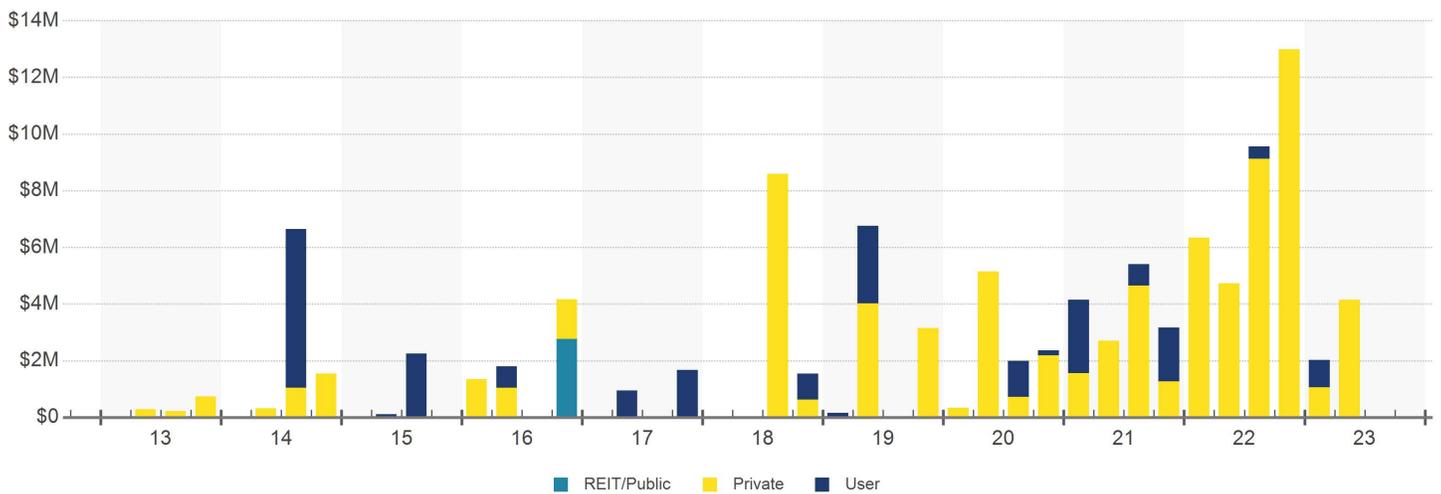


# Buying & Selling By Owner Type

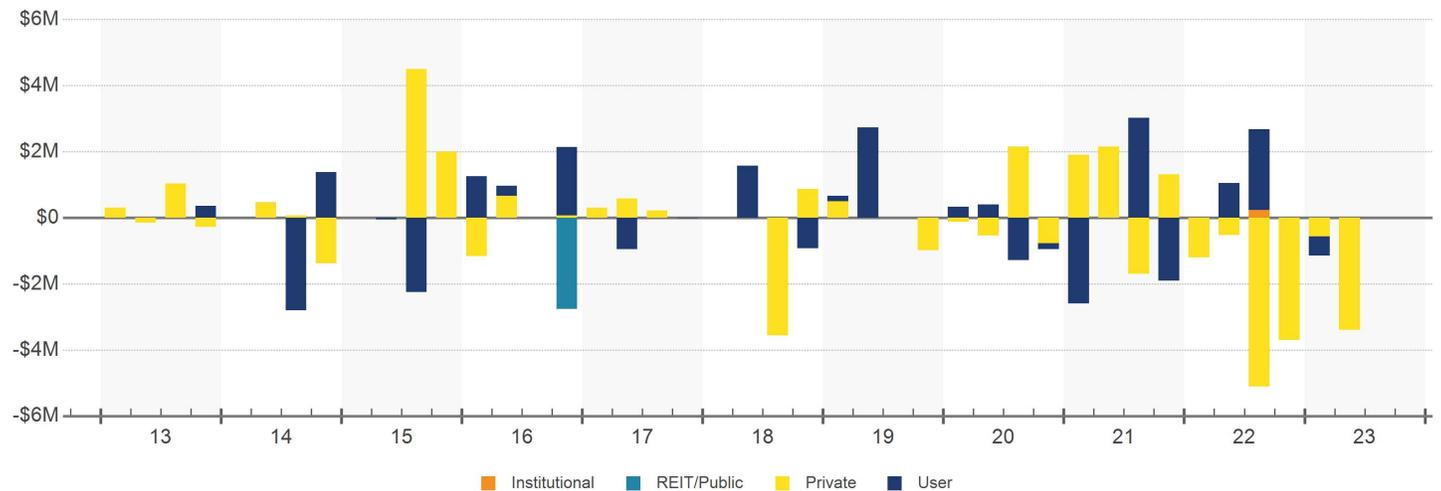
## SALES VOLUME BY BUYER TYPE



## SALES VOLUME BY SELLER TYPE



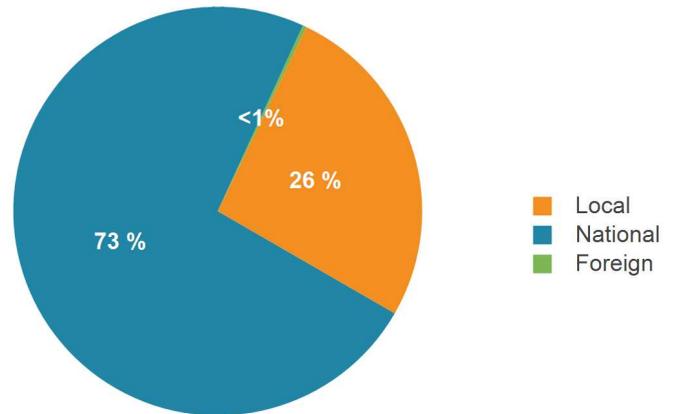
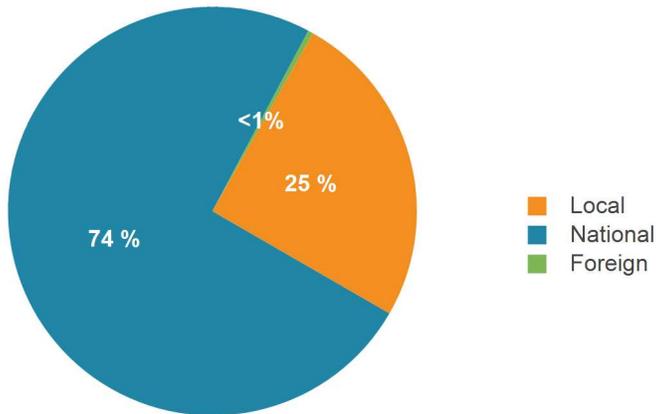
## NET BUYING & SELLING BY OWNER TYPE



# Investment Trends By Buyer & Seller Origin

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS

ASSET VALUE BY OWNER ORIGIN



SALES VOLUME BY OWNER ORIGIN

Year	Total				Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	\$9.1M	\$750K	\$2.6M	-\$1.8M	\$7.7M	\$6M	\$1.6M	-	\$441.7K	-\$441.7K	-	-	-
2022	\$48M	\$14.8M	\$18.6M	-\$3.8M	\$32.5M	\$28.3M	\$4.2M	\$133.3K	\$553.7K	-\$420.4K	-	-	-
2021	\$30M	\$15.3M	\$9M	\$6.4M	\$13.7M	\$21M	-\$7.3M	-	-	-	-	-	-
2020	\$20.3M	\$9.8M	\$7.8M	\$1.9M	\$9.9M	\$12.4M	-\$2.5M	-	-	-	-	-	-
2019	\$19M	\$12.3M	\$6.6M	\$5.7M	\$5.4M	\$11.1M	-\$5.7M	-	\$225K	-\$225K	-	-	-
2018	\$16.7M	\$2.8M	\$10.3M	-\$7.4M	\$11.1M	\$4.1M	\$6.9M	-	\$131.5K	-\$131.5K	-	-	-
2017	\$9.3M	\$2.2M	\$3M	-\$742.5K	\$4M	\$5.2M	-\$1.2M	-	\$1.1M	-\$1.1M	-	-	-
2016	\$13.7M	\$7.2M	\$2.9M	\$4.3M	\$4.9M	\$9.1M	-\$4.2M	\$158.3K	\$173.3K	-\$15K	-	-	-
2015	\$7.2M	\$2.2M	\$6.5M	-\$4.3M	\$5M	\$736.5K	\$4.3M	-	-	-	-	-	-
2014	\$12.8M	\$9.6M	\$715.4K	\$8.9M	\$2.4M	\$12M	-\$9.6M	-	\$35.4K	-\$35.4K	-	-	-
2013	\$4.7M	\$4M	\$1.3M	\$2.7M	\$595.3K	\$3.3M	-\$2.7M	-	-	-	-	-	-

SALE PRICE PER SF BY BUYER ORIGIN

CAP RATE BY BUYER ORIGIN

