

75 JAMES WAY

SOUTHAMPTON, PENNSYLVANIA 18966

OFFERING
MEMORANDUM



RETAIL OR MEDICAL REDEVELOPMENT
OPPORTUNITY NEAR PA TURNPIKE



75 JAMES WAY

SOUTHAMPTON, PENNSYLVANIA 18966

EXCLUSIVE LISTING BROKERS

MARK MCGARRITY

Managing Director
Jackson Cross Partners
C +1 484 796 1076
mmc Garrity@jacksoncross.com

MIKE BARNES

Transaction Manager
Jackson Cross Partners
C +1 610 733 9398
mbarnes@jacksoncross.com

CONSTRUCTION ANALYSIS

STUART SMITH

VP, Market Growth
Benchmark Construction Company
P +1 717 626 9559
ssmith@benchmarkgc.com



Jackson Cross Partners, LLC
151 South Warner Road, Suite 110
Wayne, PA 19087
www.jacksoncross.com
Licensed Real Estate Broker



4121 Oregon Pike
Brownstown, PA 17508

OFFERING PROCESS

EXCLUSIVE REPRESENTATION

Ownership has exclusively retained Jackson Cross Partners, LLC in this transaction.

OFFER REQUIREMENTS

Ownership are market sellers and have not established an asking price. The property will be brought to the market unpriced. Please contact the exclusive listing brokers on the left for whisper pricing information.

All offers should include:

- Purchase price
- Timing for inspection period and closing date
- Amount of earnest money deposits
- Source of the funds for the acquisition
- Financial strength of the purchaser
- Summary of closed transactions and references

Seller, with its sole and absolute discretion, reserves the right to remove the Property from the market. Seller expressly reserves the right, in its sole discretion, to reject any and all proposals or expressions of interest in the Property, to terminate discussions with any party at any time or to extend the deadlines set forth in the time schedule.

BROKER COOPERATIVE COMMISSION

Jackson Cross Partners are offering a cobroker commission equal to 200 bps of the gross purchase price.

COMMUNICATION

All communications, inquiries and requests should be addressed to the Jackson Cross Partners Team listed to the left, as representatives of the Seller. Access to due diligence drive is available upon prospective buyer request.

TABLE OF CONTENTS

03

EXECUTIVE SUMMARY

- Opportunity Introduction

05

PROPERTY OVERVIEW

- Aerial
- Location Map
- Retail Map
- Declaration Plat Map
- Floor Plans
- Property Specifications

12

INVESTMENT ANALYSIS

- Expenses
- Construction Analysis – Building Fit Out
- Construction Analysis – Build to Suit

16

MARKET OVERVIEW

- Sale Comparables
- Medical Office Lease Comparables
- Lower Bucks County Office Submarket Summary

EXECUTIVE SUMMARY

OPPORTUNITY INTRODUCTION

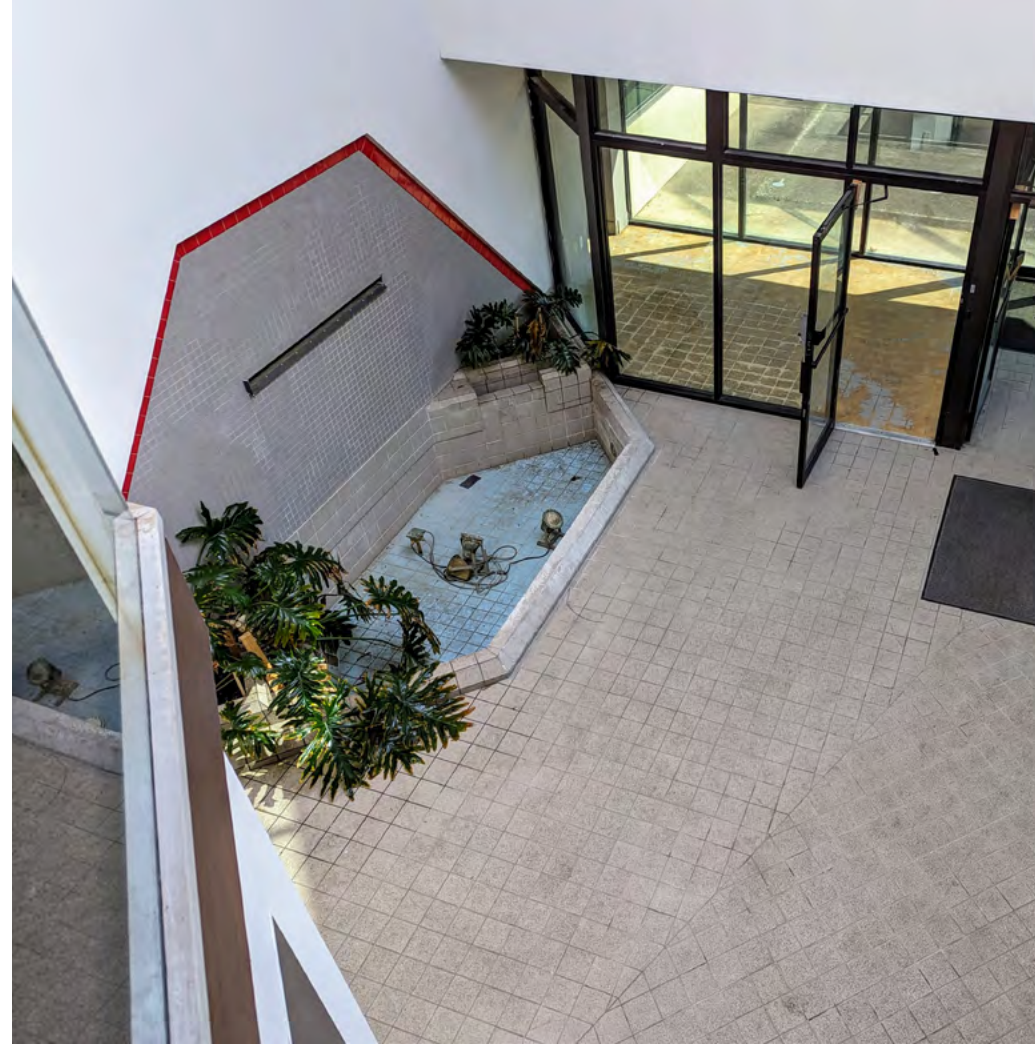
Jackson Cross Partners has been engaged by Ownership (‘the Owner’) as the exclusive sales listing broker with respect to 75 James Way, Southampton, PA 18966 (‘75 James Way’ or ‘the Property’).

75 James Way is located on a single, 7.86 AC parcel along with the neighboring 95 James Way. 75 James Way features a two story, 33,000 square foot, vacant low rise office building. Conversely, 95 James Way features a 55,000 square foot single story flex building. Both improvements and their parking could not be subdivided. The site was separated by a recently recorded planned community which allocated 3.02 AC and 114 parking spaces to 75 James Way and allowed both properties to be sold independent of one another. The planned community recorded declaration, bylaws and a reduced declaration plat map are all included in the Property due diligence drive. Due diligence drive access is available upon request.

75 James Way is being sold by itself as a retail or medical office redevelopment opportunity and is currently being offered to the market unpriced. 95 James Way is currently under contract to be sold.

MEDICAL REDEVELOPMENT VS. GROUND UP CONSTRUCTION

Please see the sections in this offering memorandum titled ‘Construction Analysis – Building Fit Out’ and ‘Construction Analysis – Build to Suit’ to get a better understanding of the cost delta between fitting out this existing professional office building at this location for a medical office use versus ground up construction of a similarly sized medical office building. That cost delta of approximately \$181/sf translates to a cost savings of approximately \$6M and does not include soft costs and the potential costs associated with acquiring a ground site.



	COST RANGE ESTIMATE PSF			
	Low		High	

Existing Medical Office Building Fit-Out	\$247/sf	\$8,166,000	\$272/sf	\$8,982,000
Build to Suit Medical Office Building	\$428/sf	\$14,129,000	\$471/sf	\$15,541,000

*Information provided by Benchmark Construction. Further analysis is provided later on in this offering memorandum.

OUTSTANDING ACCESSIBILITY/LOCATION

The Property is located at the signalized corner of County Line Road and James Way, which provides a new owner-user or developer high visibility. The corner lot features SEPTA bus stop (#24) with services to the Frankford Transit Center and Rockledge/Huntingdon Pike. The Property additionally abuts the Pennsylvania Turnpike offering superior signage visibility opportunities.

- Pennsylvania Turnpike/I-276: 87,000 vehicles/AADT*
- County Line Road Near James Way: 30,000 vehicles/AADT*

**Annual Average Daily Traffic.*

BY RIGHT ZONING

Limited Industrial (LI) District Zoning allows for a myriad of permitted uses including several relating to retail and health care services.

<https://ecode360.com/print/UP1822?guid=12736449>

RETAIL FUNDAMENTALS & DEMOGRAPHICS

The Property is situated in a retail centric corridor along County Line Road that features several grocery anchored shopping centers and several other retail companies. Join surrounding Retailers including: Starbucks, PNC, LA Fitness, Chick-fil A, Wawa, along with many others. Dense surrounding middle class population with over 230,000 residents within a 5-mile radius and a median household income of \$95,000 annually.

ACCESSIBILITY TO MAJOR AREA HOSPITALS

The Property has less than a ten-mile proximity to a slew of local area hospitals and medical centers including:

- Jefferson Health – Warminster Hospital (2.3 Miles)
- Holy Redeemer Hospital – Meadowbrook (5 Miles)
- Jefferson Health – Abington Hospital (5.9 Miles)
- Rothman Orthopedic Specialty Hospital – Bensalem (7.7 Miles)
- St. Mary Medical Center - Trinity Health Mid-Atlantic – Langhorne (9.4 Miles)

<https://ecode360.com/print/UP1822?guid=12736449>

PA SITES GRANT MONIES & LOANS

New program guidelines were just recently released for the Pennsylvania Strategic Investments to Enhance Sites Program (PA

SITES). The program was established to provide planning grants and construction grants/loans to eligible applicants to develop competitive sites for businesses to relocate or expand within the Commonwealth.

The planning grants component provides grants to conduct a plan or feasibility study for a prospective site that may include the best future use of the parcel(s). There is no maximum or minimum grant amount. However, grant awards will be subject to availability from the annual funding limitations.

The construction grants and loans component provide grants and loans to serve as gap financing for strategic sites that need financial assistance to help reduce development risk for businesses. The grant and loan funding are intended to help finance strategic investments that will enhance sites across the Commonwealth to effectively compete for expanding and relocating businesses.

The program will help reduce development risk for businesses by timeline reduction from the development of public infrastructure or reducing unknown development costs.

RACP GRANT MONIES & TAX-EXEMPT FINANCING

Tax exempt financing is available for nonprofit user-buyers and manufacturing companies which include a significant discount to traditional bank financing interest rates.

Redevelopment Assistance Capital Program (RACP) grant monies can also be available for a redevelopment project at the location of up to two and a half million dollars (\$2.5M). A new round of funding should open around Q1 2025.

Please contact TJ Lonergan Jr., Executive Director at the Bucks County Industrial Development Authority for more information. A new round of funding should open up around Q1 2025.

Thomas J. Lonergan Jr.

Bucks County Industrial Development Authority (BCIDA)

Executive Director

Email: tjlonergan@buckscountyida.com

Office: (267) 880-6071

PROPERTY OVERVIEW

AERIAL

County Line Road 30,000 AADT

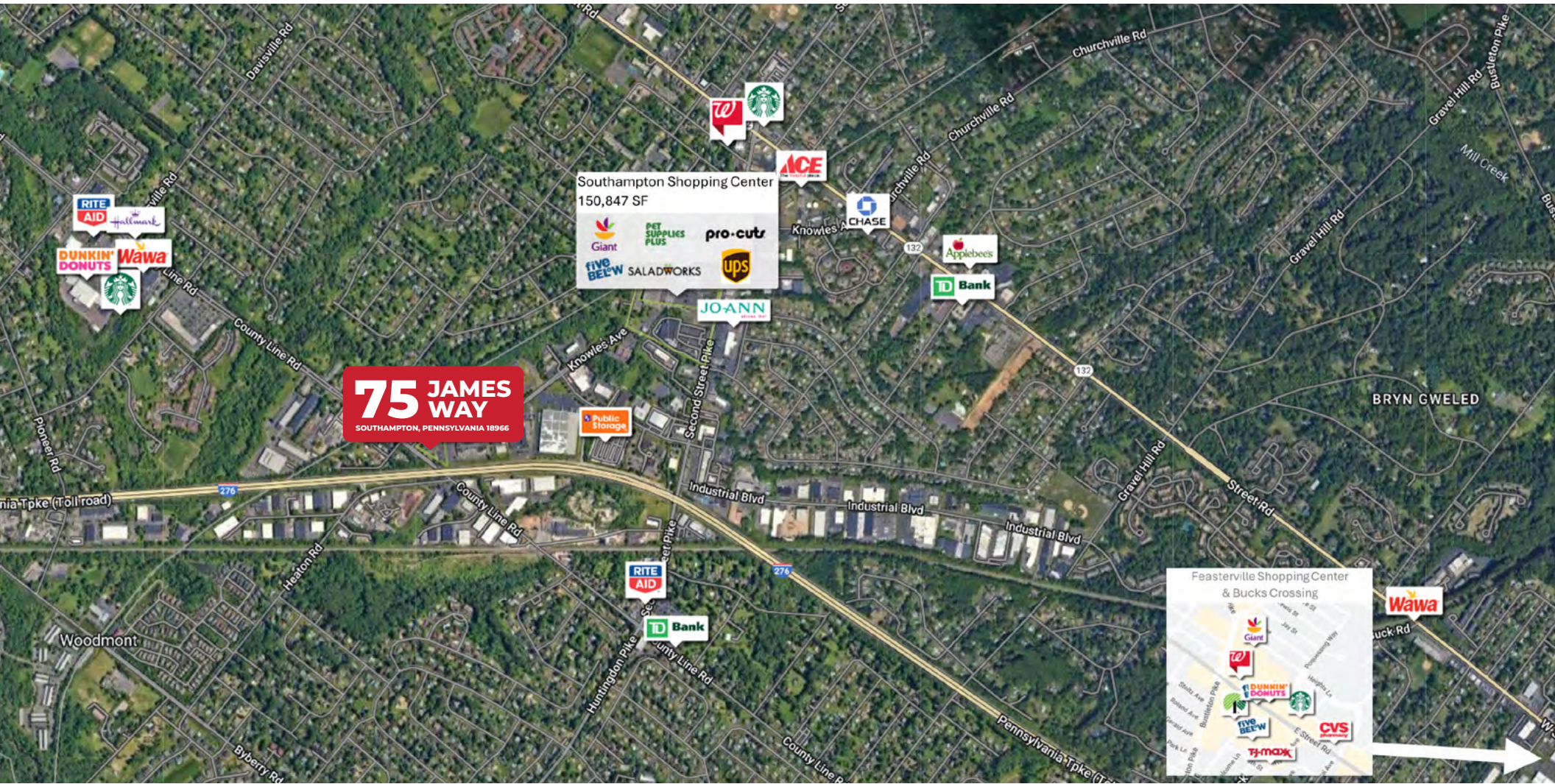
87,000 AADT



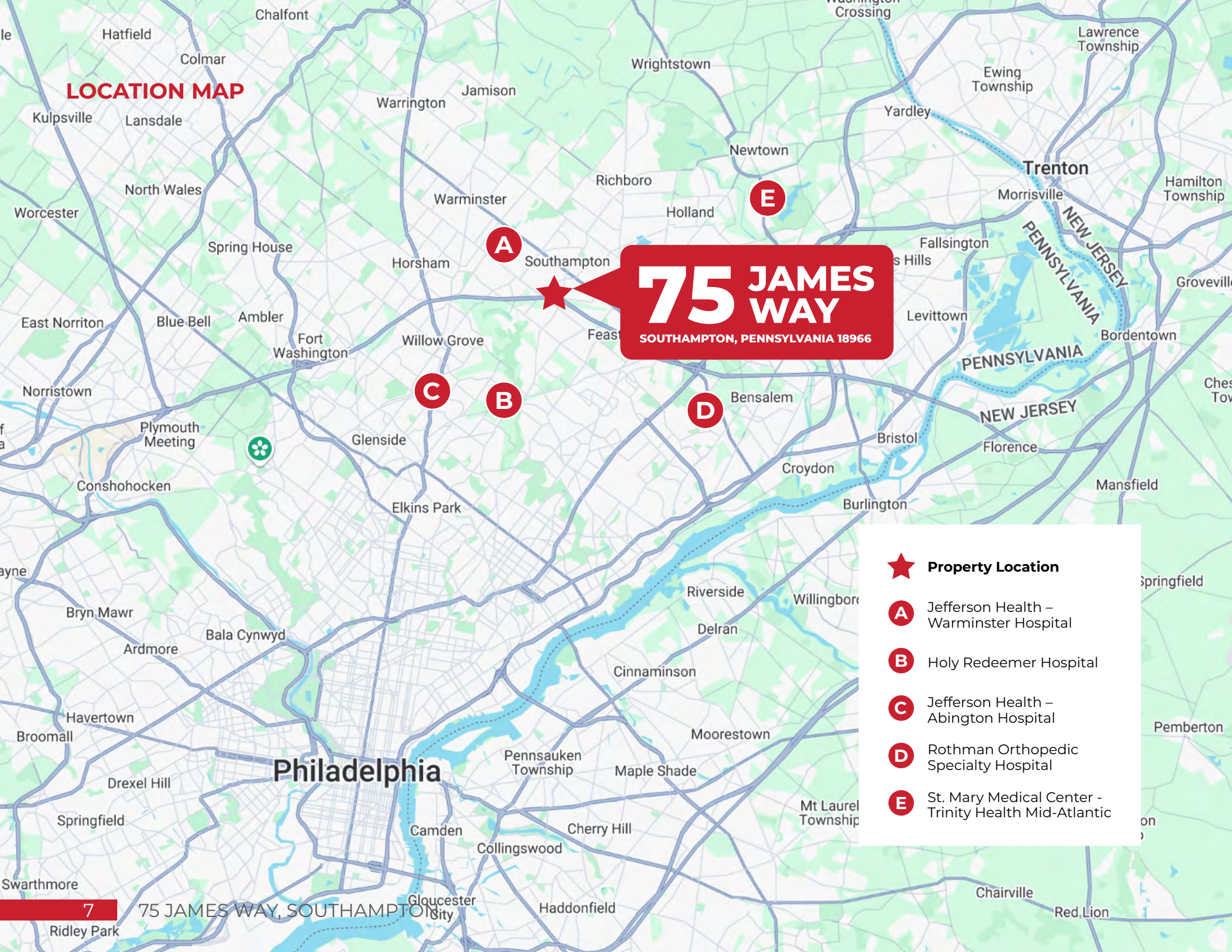
Google Earth



RETAIL MAP



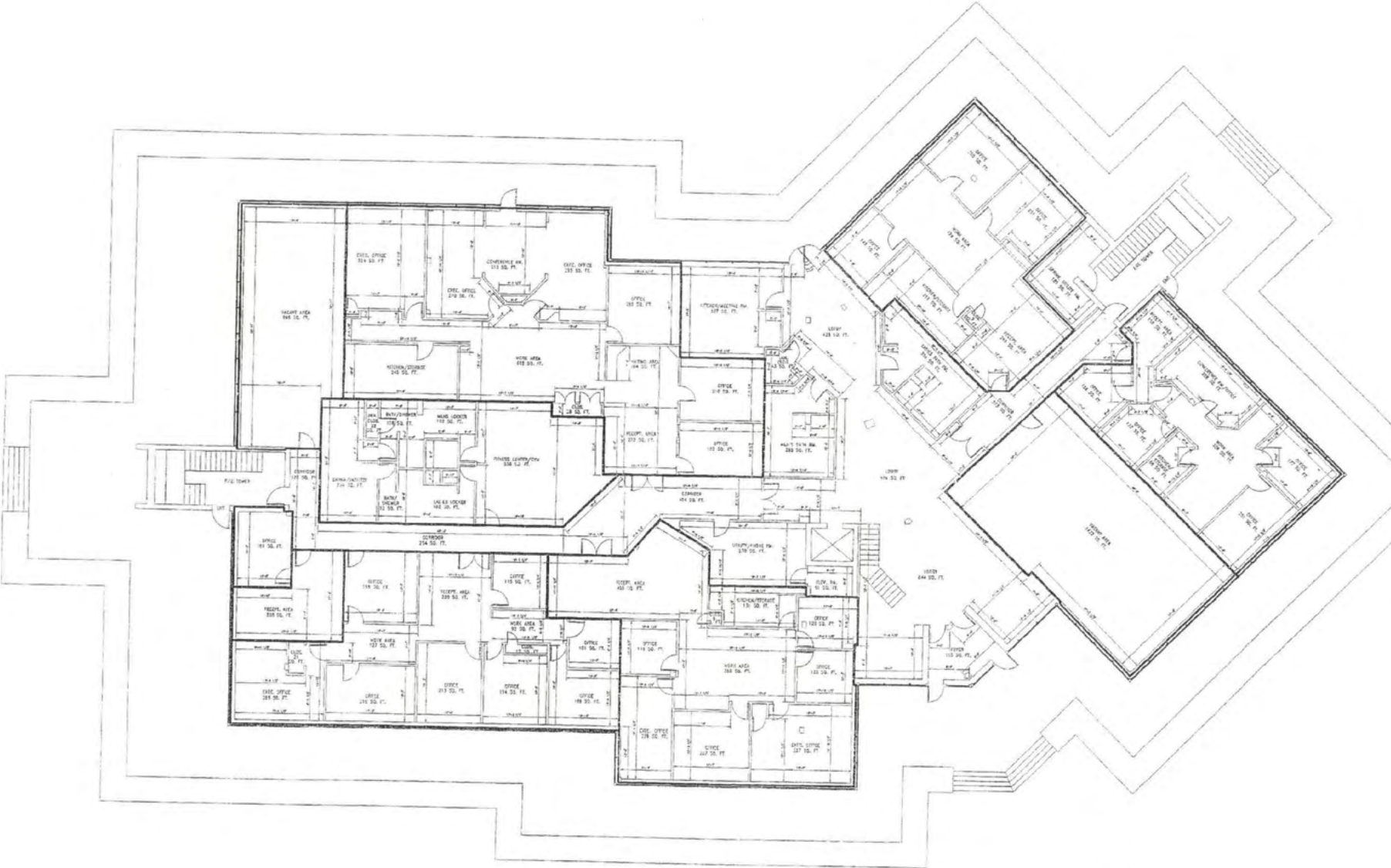
LOCATION MAP



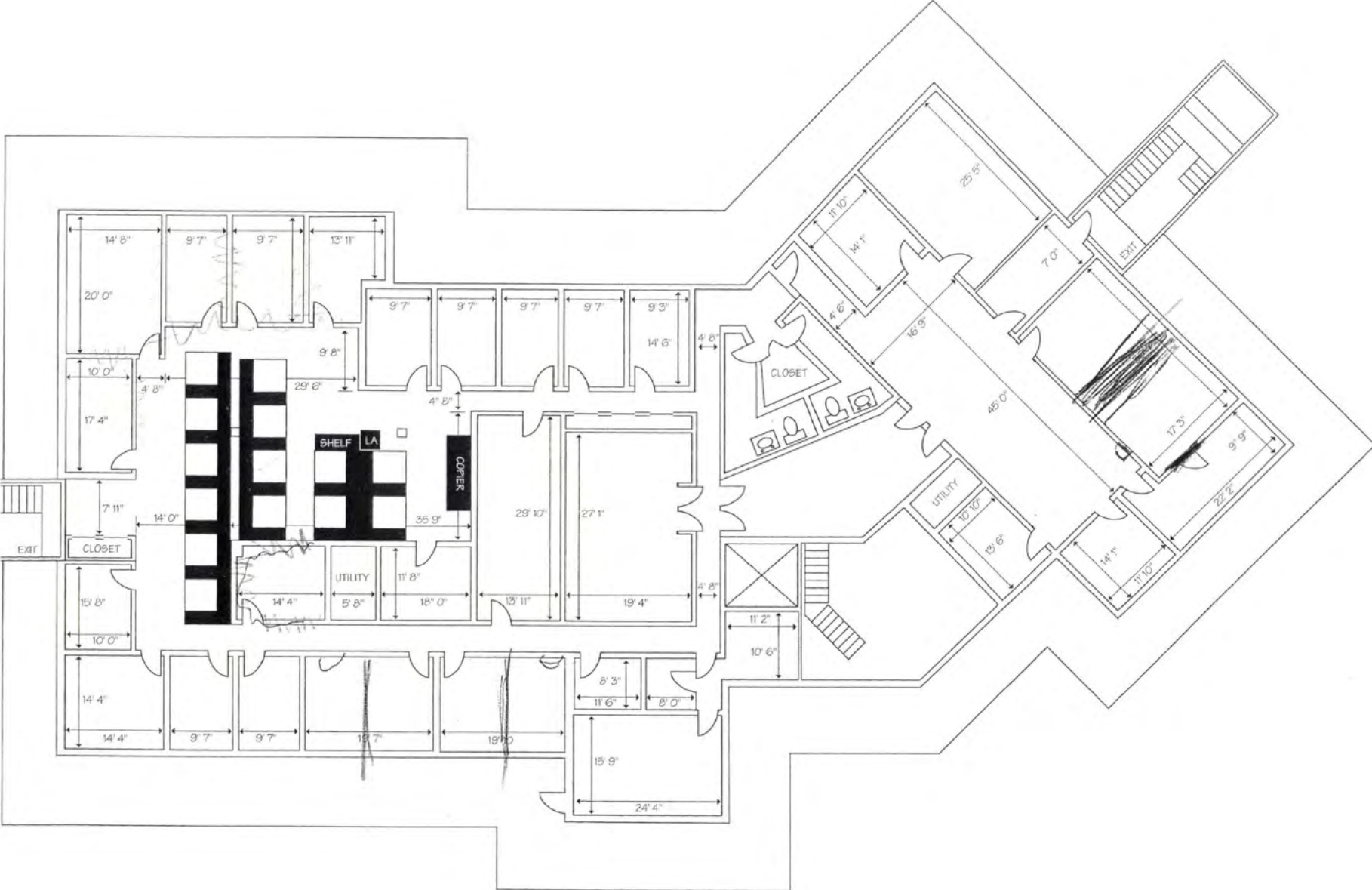
75 JAMES WAY
SOUTHAMPTON, PENNSYLVANIA 18966

- ★ **Property Location**
- A** Jefferson Health – Warminster Hospital
- B** Holy Redeemer Hospital
- C** Jefferson Health – Abington Hospital
- D** Rothman Orthopedic Specialty Hospital
- E** St. Mary Medical Center - Trinity Health Mid-Atlantic

FLOOR PLAN – 1ST FLOOR



FLOOR PLAN – 2ND FLOOR



PROPERTY SPECIFICATIONS

PROPERTY ADDRESS	75 James Way, Southampton, PA 18966
PUBLIC RECORD ADDRESS	County Line Rd, Huntingdon Valley, PA 19006
TOWNSHIP	Upper Southampton Township
COUNTY	Bucks County
PARK NAME	County Line Business Campus
LOT SIZE	3.02 AC*
GROSS BUILDING AREA	33,000 sf
BUILT	1990
RENOVATED	NA
TENANT(S)	NA
ROOF AGE	Indeterminable
CEILING CLEAR HEIGHT	9' to drop ceiling tiles
SPRINKLERS	Wet, throughout
LIGHTING	Fluorescent lighting
HVAC AGE	Indeterminable
PARKING	Aprox. 114 spaces (3.6 spaces per 1,000 sf)
WATER/SEWER	Public (Municipal Authority of Upper Southampton/ Upper Southampton Sewer Authority - 8" Main)
GAS	PECO (6" high pressure line)
ZONING	LI - Limited Industrial District**
POWER	PECO, 3 phase and single phase power available.
2024 PROPERTY TAXES	\$43,890
PARCEL NUMBER	48-011-004-003

*Please see the planned community recorded declaration and bylaws which separates out the 75 James Way property from 95 James Way. The total parcel size was originally 7.86 AC. The planned community was put in place as the parcel can not be subdivided and was used as a way to sell 95 James Way separate from 75 James Way and the two billboards on site.

**<https://ecode360.com/print/UP1822?guid=12736449>



INVESTMENT ANALYSIS

EXPENSES

	<i>Ann. Cost</i>	<i>Cost PSF</i>
Insurance	\$1,815.00	\$0.06
Janitorial Supplies	\$928.25	\$0.03
Landscaping & Snow Removal	\$7,670.00	\$0.15
Professional Fees	\$360.00	\$0.01
Real Estate Taxes	\$43,890.00	\$1.33
Repairs & Maintenance	\$5,727.00	\$0.17
Security Systems	\$420.00	\$0.01
Sprinkler System	\$683.00	\$0.01
Trash Removal	\$2,000.00	\$0.06
Utilities (Gas/Electric)	\$23,983.00	\$0.73
Water & Sewer	\$2,084.00	\$0.04
TOTAL OPERATING EXPENSES	\$89,560.25	\$2.71
Net Operating Income (NOI)	\$(89,560.25)	\$(2.71)

NOTES & ASSUMPTIONS

- The above assumes no Property Management Fee.
- All expenses above are actual line-item expenses from the YE 2023 P&L for the Property.
- Security System line-item expense is for alarm monitoring provided by Emergency Response and represents an annual agreement.
- Real estate taxes are the actual 2023 real estate taxes broken down based on pro rata percentage of the sf across buildings 95 James Way and 75 James Way.
- Janitorial Supplies line-item covers "Materials & Supplies-Misc." from the YE 2023 P&L.
- Cleaning & Maintenance line-item expense from the YE 2023 P&L is represented as Landscaping & Snow Removal. There was no snow removal in 2023. There was a total expense of \$1,170 for snow removal YTD in 2024 and represents a more accurate annual figure for snow removal. That figure was added to the Cleaning & Maintenance figure.
- Water & Sewer expenses were included in the Utilities line-item expenses from the YE 2023 P&L. Here they were broken up.
- In the YE 2023 P&L, the Sprinkler System expense was included under Repairs. That figure was broken out of the Repairs & Maintenance figure in this pro forma.

CONSTRUCTION ANALYSIS – BUILDING FIT OUT

MEDICAL OFFICE FIT-OUT OF EXISTING PROFESSIONAL OFFICE BUILDING

BUDGET SUMMARY			Cost Range			
			Low		High	
Direct Costs	Qty.	Unit	\$ /Unit	\$	\$ /Unit	\$
Existing MOB Fit-Out	33000	sf	\$ 210 /sf	\$ 6,938,250	\$ 231 /sf	\$ 7,632,075
Indirect Costs						
Indirect Costs	33000	sf	\$ 37 /sf	\$ 1,227,199	\$ 41 /sf	\$ 1,349,919
General Conditions	8 months		\$ 55,000 /months	\$ 440,000	\$ 60,500 /months	\$ 484,000
General Requirements	8 months		\$ 18,000 /months	\$ 144,000	\$ 19,800 /months	\$ 158,400
Contractor Contingency (3%)				\$ 225,668		\$ 248,234
GL Insurance (1.20%)				\$ 92,975		\$ 102,273
SDI Insurance (1.25%)				\$ 86,728		\$ 95,401
Fee (3.00%)				\$ 237,829		\$ 261,611
Total Project Cost Range	33000 sf		\$ 247 /sf	\$ 8,165,449	\$ 272 /sf	\$ 8,981,994

BUDGET SUMMARY			Budget Costs		Low		High	
AREA	Qty.	Unit	\$	\$ /Unit	\$	\$ /Unit	\$	
Base Fit-Out Costs								
01 Final Cleaning	33,000	sf	\$ 16,500	\$ 0.50 /sf	\$ 16,500	\$ 0.55 /sf	\$ 18,150	
02 Existing Conditions	33,000	sf	\$ 148,500	\$ 4.50 /sf	\$ 148,500	\$ 4.95 /sf	\$ 163,350	
03 Concrete	33,000	sf	\$ 33,000	\$ 1.00 /sf	\$ 33,000	\$ 1.10 /sf	\$ 36,300	
04 Masonry	33,000	sf	\$ -	\$ - /sf	\$ -	\$ - /sf	\$ -	
05 Metals	33,000	sf	\$ -	\$ - /sf	\$ -	\$ - /sf	\$ -	
06 Woods, Plastics, and Composites	33,000	sf	\$ 825,000	\$ 25.00 /sf	\$ 825,000	\$ 27.50 /sf	\$ 907,500	
07 Thermal and Moisture Protection	33,000	sf	\$ 8,250	\$ 0.25 /sf	\$ 8,250	\$ 0.28 /sf	\$ 9,075	
08 Openings	33,000	sf	\$ 330,000	\$ 10.00 /sf	\$ 330,000	\$ 11.00 /sf	\$ 363,000	
09 Finishes	33,000	sf	\$ 1,485,000	\$ 45.00 /sf	\$ 1,485,000	\$ 49.50 /sf	\$ 1,633,500	
10 Specialties	33,000	sf	\$ 165,000	\$ 5.00 /sf	\$ 165,000	\$ 5.50 /sf	\$ 181,500	
12 Furnishings	33,000	sf	\$ -	\$ - /sf	\$ -	\$ - /sf	\$ -	
21 Sprinkler System	33,000	sf	\$ 132,000	\$ 4.00 /sf	\$ 132,000	\$ 4.40 /sf	\$ 145,200	
22 Plumbing / 23 Mechanical System	33,000	sf	\$ 2,310,000	\$ 70.00 /sf	\$ 2,310,000	\$ 77.00 /sf	\$ 2,541,000	
26 Electrical System	33,000	sf	\$ 1,485,000	\$ 45.00 /sf	\$ 1,485,000	\$ 49.50 /sf	\$ 1,633,500	
Existing MOB Fit-Out	33,000	sf	\$ 6,938,250	\$ 210 /sf	\$ 6,938,250	\$ 231 /sf	\$ 7,632,075	

CONSTRUCTION ANALYSIS – BUILD TO SUIT

BUILD TO SUIT MEDICAL OFFICE BUILDING – GROUND UP CONSTRUCTION

BUDGET SUMMARY			Cost Range			
			Low		High	
Direct Costs	Qty.	Unit	\$ /Unit	\$	\$ /Unit	\$
MOB Core and Shell	33000 sf		\$ 187 /sf	\$ 6,154,500	\$ 205 /sf	\$ 6,769,950
Built to Suit MOB Fit-Out	33000 sf		\$ 163 /sf	\$ 5,370,750	\$ 179 /sf	\$ 5,907,825
Indirect Costs						
Indirect Costs	33000 sf		\$ 79 /sf	\$ 2,603,220	\$ 87 /sf	\$ 2,863,542
General Conditions	12 months		\$ 55,000 /months	\$ 660,000	\$ 60,500 /months	\$ 726,000
General Requirements	12 months		\$ 18,000 /months	\$ 216,000	\$ 19,800 /months	\$ 237,600
Design Contingency (5%)				\$ 620,063		\$ 682,069
Contractor Contingency (3%)				\$ 390,639		\$ 429,703
GL Insurance (1.20%)				\$ 160,943		\$ 177,038
SDI Insurance (1.25%)				\$ 144,066		\$ 158,472
Fee (3.00%)				\$ 411,509		\$ 452,660
Total Project Cost Range	33000 sf		\$ 428 /sf	\$ 14,128,470	\$ 471 /sf	\$ 15,541,317

BUILD TO SUIT MEDICAL OFFICE BUILDING – CORE & SHELL ONLY

BUDGET SUMMARY			Low		High	
AREA	Qty.	Unit	\$ /Unit	\$	\$ /Unit	\$
Core & Shell						
03 Concrete	33,000 sf		\$ 28.00 /sf	\$ 924,000	\$ 30.80 /sf	\$ 1,016,400
04 Masonry	33,000 sf		\$ 5.00 /sf	\$ 165,000	\$ 5.50 /sf	\$ 181,500
05 Metals	33,000 sf		\$ 20.00 /sf	\$ 660,000	\$ 22.00 /sf	\$ 726,000
06 Woods, Plastics, and Composites	33,000 sf		\$ 2.00 /sf	\$ 66,000	\$ 2.20 /sf	\$ 72,600
07 Thermal and Moisture Protection	33,000 sf		\$ 14.00 /sf	\$ 462,000	\$ 15.40 /sf	\$ 508,200
08 Openings	33,000 sf		\$ 10.00 /sf	\$ 330,000	\$ 11.00 /sf	\$ 363,000
09 Finishes	33,000 sf		\$ 18.00 /sf	\$ 594,000	\$ 19.80 /sf	\$ 653,400
10 Specialties	33,000 sf		\$ - /sf	\$ -	\$ - /sf	\$ -
11 Equipment	33,000 sf		\$ - /sf	\$ -	\$ - /sf	\$ -
12 Furnishings	33,000 sf		\$ - /sf	\$ -	\$ - /sf	\$ -
13 Special Construction	33,000 sf		\$ - /sf	\$ -	\$ - /sf	\$ -
14 Conveying Equipment	33,000 sf		\$ - /sf	\$ -	\$ - /sf	\$ -
21 Fire Protection	33,000 sf		\$ 5.00 /sf	\$ 165,000	\$ 5.50 /sf	\$ 181,500
22 Plumbing	33,000 sf		\$ 12.00 /sf	\$ 396,000	\$ 13.20 /sf	\$ 435,600
23 Mechanical	33,000 sf		\$ 45.00 /sf	\$ 1,485,000	\$ 49.50 /sf	\$ 1,633,500
26 Electrical	33,000 sf		\$ 22.50 /sf	\$ 742,500	\$ 24.75 /sf	\$ 816,750
31 Earthwork	33,000 sf		\$ 5.00 /sf	\$ 165,000	\$ 5.50 /sf	\$ 181,500
MOB Core and Shell	33,000 sf		\$ 187 /sf	\$ 6,154,500	\$ 205 /sf	\$ 6,769,950

CONSTRUCTION ANALYSIS – BUILD TO SUIT (CONTD)

BUILD TO SUIT MEDICAL OFFICE BUILDING – MEDICAL FIT-OUT

BUDGET SUMMARY				Low		High	
AREA	Qty.	Unit			\$ /Unit		\$
Base Fit-Out Costs							
01 Final Cleaning	33,000	sf	\$ 0.50 /sf	\$ 16,500	\$ 0.55 /sf	\$ 18,150	\$ 18,150
02 Existing Conditions	33,000	sf	\$ - /sf	\$ -	\$ - /sf	\$ -	\$ -
03 Concrete	33,000	sf	\$ 1.00 /sf	\$ 33,000	\$ 1.10 /sf	\$ 36,300	\$ 36,300
04 Masonry	33,000	sf	\$ - /sf	\$ -	\$ - /sf	\$ -	\$ -
05 Metals	33,000	sf	\$ - /sf	\$ -	\$ - /sf	\$ -	\$ -
06 Woods, Plastics, and Composites	33,000	sf	\$ 20.00 /sf	\$ 660,000	\$ 22.00 /sf	\$ 726,000	\$ 726,000
07 Thermal and Moisture Protection	33,000	sf	\$ 0.25 /sf	\$ 8,250	\$ 0.28 /sf	\$ 9,075	\$ 9,075
08 Openings	33,000	sf	\$ 10.00 /sf	\$ 330,000	\$ 11.00 /sf	\$ 363,000	\$ 363,000
09 Finishes	33,000	sf	\$ 45.00 /sf	\$ 1,485,000	\$ 49.50 /sf	\$ 1,633,500	\$ 1,633,500
10 Specialties	33,000	sf	\$ 5.00 /sf	\$ 165,000	\$ 5.50 /sf	\$ 181,500	\$ 181,500
12 Furnishings	33,000	sf	\$ - /sf	\$ -	\$ - /sf	\$ -	\$ -
21 Sprinkler System	33,000	sf	\$ 4.00 /sf	\$ 132,000	\$ 4.40 /sf	\$ 145,200	\$ 145,200
22 Plumbing / 23 Mechanical System	33,000	sf	\$ 45.00 /sf	\$ 1,485,000	\$ 49.50 /sf	\$ 1,633,500	\$ 1,633,500
26 Electrical System	33,000	sf	\$ 32.00 /sf	\$ 1,056,000	\$ 35.20 /sf	\$ 1,161,600	\$ 1,161,600
Built to Suit MOB Fit-Out	33,000	sf	\$ 163 /sf	\$ 5,370,750	\$ 179 /sf	\$ 5,907,825	\$ 5,907,825

BENCHMARK CONSTRUCTION CLARIFICATIONS

- The 'Build to Suit Medical Office Building – Core & Shell Only' budget is based on a two (2) story, structural steel building.
- Footprint of the building is assumed to be regular, 100' x 165', or 16,500 sf.
- Floor to floor height is assumed to be 14'.

MARKET OVERVIEW

COMPARABLES MAP

75 JAMES WAY
SOUTHAMPTON, PENNSYLVANIA 18966

4

1

4

1

5

2

2

3

3

SALE COMPARABLES

The below sale comparables feature vacant professional office properties and a very recent comparable that was sold for ground value, a short drive down County Line Road from the Property.



4290 Davisville Rd
Hatboro

PROPERTY TYPE	Retail
BLDG SIZE	16,450 sf
LOT SIZE	2.00 AC
SALES DATE	23/02/2024
PRICE	\$2,400,000 (\$145.90 psf)
NOTES	Uninvest Bank sold for land value. Future indoor carwash site.



125 Pheasant Run
Newtown

PROPERTY TYPE	Office
BLDG SIZE	17,989 sf
LOT SIZE	2.24 AC
SALES DATE	09/07/2024
PRICE	\$2,700,000 (\$150.09 psf)
NOTES	High vacancy property.



311 Veterans Hwy
Levittown

PROPERTY TYPE	Office
BLDG SIZE	90,000 sf
LOT SIZE	7.55 AC
SALES DATE	28/09/2023
PRICE	\$9,975,000 (\$110.83 psf)
NOTES	NA



1009-1015 N York Rd
Willow Grove

PROPERTY TYPE	Office
BLDG SIZE	11,000 sf
LOT SIZE	1.46 AC
SALES DATE	24/07/2023
PRICE	\$1,400,000 (\$127.27 psf)
NOTES	High vacancy property.

MEDICAL OFFICE LEASE COMPARABLES

Please note the below medical office lease comparables include those signed since January 1st of 2023.



9815 Roosevelt Blvd
Philadelphia

PROXIMITY	7 Miles From Property
RENT	\$26.50 psf MG, plus e & j
ANN. INCREASES	2.50%
TIA	\$75.00 psf
NOTES	NA



601 Dresher Rd
Horsham

PROXIMITY	6 Miles From Property
RENT	\$24.00 psf MG
ANN. INCREASES	NA
TIA	NA
NOTES	Underparked medical office building lease (3/1,000 sf).



828 Newtown Yardley Rd
Newtown

PROXIMITY	10 Miles From Property
RENT	\$22.85 psf MG, plus e & j
ANN. INCREASES	3.00%
TIA	\$50.00
NOTES	Jackson Cross Partners deal in progress.



638 Newtown Yardley Rd
Newtown

PROXIMITY	10 Miles From Property
RENT	\$23.00 psf MG, plus e
ANN. INCREASES	NA
TIA	NA
NOTES	5 year term on the lease.



680 Heacock Rd
Yardley

PROXIMITY	12 Miles From Property
RENT	\$22.50 psf NNN
ANN. INCREASES	2.50%
TIA	NA
NOTES	Jackson Cross Partners is negotiating the LOI now.

LOWER BUCKS COUNTY OFFICE SUBMARKET SUMMARY | Q2 2024

Lower Bucks County holds a significant position in the Philadelphia office market, offering over 15.8 million sf of office space. This suburban area serves a diverse array of businesses, ranging from large corporations to smaller firms. Key municipalities such as Bensalem, Langhorne, Newtown, Trevose, and Yardley have emerged as focal points for industries including healthcare, manufacturing, education, and retail.

The healthcare sector is the dominant force driving demand for office space in Lower Bucks County. A notable example is Capital Health's recent opening of a 91,000-sf facility in Langhorne. Since 2016, significant healthcare tenants such as the American Society of Pediatric Neurosurgeons, ETHOS Health Communications, Children's Hospital of Philadelphia, and StayWell have contributed to robust leasing activity. This trend underscores the healthcare industry as the fastest growing sector within the submarket.

Over the past decade, only 130,000 sf of new office space has been added to this submarket, with more than 75% of the existing inventory built prior to 2020. This has resulted in limited availability of high-quality 4- & 5-Star office spaces, which are particularly sought after by tenants in the current post-pandemic environment. The aging office stock has led to a decline in annual absorption rates, with the submarket experiencing a net loss of 33,000 sf of office space each year. This trend aligns with the five-year average loss of -10,000 sf, likely as many employers seek more modern office options in the western suburbs.

Current economic challenges further complicate the market landscape. As of Q3 2024, overall vacancy rates stand at 10.1%, a slight decline from the five-year average of 11.4%. While asking rents have historically increased at an average rate of 2.1% annually over the past decade, the most recent year has shown a slowdown to 0.9%. Overall, while the healthcare sector continues to thrive, the submarket faces challenges related to aging inventory and broader economic uncertainties.*

Based on conversations that Jackson Cross Partners has had with municipal officials, it is understood that this submarket is in desperate need of additional 5,000-20,000 sf, smaller flex/lab spaces for biotech users. The submarket is additionally in need of affordable housing and spaces for smaller office users and light industrial users. The Lower Bucks County commercial submarket has traditionally outperformed the Upper Bucks County submarket in all leasing and sales metrics and is considered a more desirable submarket as a result.

*CoStar





AFFILIATED BUSINESS DISCLOSURE AND CONFIDENTIALITY AGREEMENT

This Offering Memorandum (“Memorandum”) is intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of this Property. This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the “Owner”), to be all-inclusive, or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property.

All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of Owners and/or Jackson Cross Partners. Therefore, all projections, assumptions, and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner, nor Jackson Cross Partners, nor any of their respective directors, officers, affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of the review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner’s obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confident nature, and that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity outside your own organization without the prior written authorization of the Owner or Jackson Cross Partners. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or Jackson Cross Partners.

OFFERING
MEMORANDUM

75 JAMES WAY

SOUTHAMPTON, PENNSYLVANIA 18966



Jackson Cross Partners, LLC
151 South Warner Road, Suite 110
Wayne, PA 19087
www.jacksoncross.com
Licensed Real Estate Broker



4121 Oregon Pike
Brownstown, PA 17508

MARK MCGARRITY

Managing Director
Jackson Cross Partners
C +1 484 796 1076
mmcgarrity@jacksoncross.com

MIKE BARNES

Transaction Manager
Jackson Cross Partners
C +1 610 733 9398
mbarnes@jacksoncross.com

STUART SMITH

VP, Market Growth
Benchmark Construction Company
P +1 717 626 9559
ssmith@benchmarkgc.com