

PURPOSE BUILT STUDENT HOUSING
FOR SALE

274 GREENWICH ST |
KUTZTOWN, PA 19530

Presented By:
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CCIM

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PROPERTY OVERVIEW

274 Greenwich St | Kutztown, PA 19530

PROPERTY DESCRIPTION

Presenting a premier student housing investment at 274–306 Greenwich Street in Kutztown, PA — four well-maintained townhome-style units built in 2012, offering a combined 20 bedrooms and 12 bathrooms, ideally positioned to serve Kutztown University’s strong and consistent rental demand.

Situated a mere two blocks from the main University campus, it’s prime location makes it highly desirable for prospective student tenants. Each townhome features five bedrooms and three bathrooms, solid wood doors, and all hard-surface flooring throughout, reflecting quality construction and durable, low-maintenance finishes.

The property benefits from a track record of stable, high-quality tenancy — including sororities, senior students, and university athletes — and is currently fully leased for the upcoming academic year, providing immediate income for a new owner. Academic-year leases provide reliable turnover structure, while an owner-provided electric cap arrangement and newer units keep costs predictable.

The Landlord covers all utilities including Boro funded internet at very affordable pricing, but has a cap on electrical use, with overage billed back to the residents. Typically the unit is leased collectively to a group, with each occupant signing a separate lease for their room. The rent is paid per semester, up front in full before semester starts.

PROPERTY HIGHLIGHTS

- Solid construction & well maintained units
- 4 Units each with 5 beds/3baths
- Well maintained w/ solid income history
- Only 2 blocks from Kutztown University Campus



OFFERING SUMMARY

Sale Price:	\$1,300,000
Number of Units:	4 Units/ 20 Beds
Year Built:	2012
Lot Size:	0.33 Acres
Building Size:	7,280 SF
APN:	55-5443-08-78-5950
Zoning:	C-1
Municipality:	Kutztown Borough
County:	Berks

EXTERIOR PHOTOS

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UNIT PHOTOS

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FINANCIALS

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# of Units	Address	Lease End Date	Rent Month (X10)	Yearly Rent
1	274 5 @ \$4570/person/semester	5/15/2027	\$4,570.00	\$45,700.00
2	302 3 @ \$4295/person/semester & 2 @ \$3995/person/semester	5/15/2027	\$4,175.00	\$41,750.00
3	304 3 @ \$4295/person/semester & 2 @ \$3995/person/semester	5/15/2027	\$4,175.00	\$41,750.00
4	306 5 @ \$5045/person/semester	5/15/2027	\$5,045.00	\$50,450.00
			\$17,965.00	\$179,650.00

All Figures are Annual	\$/SQ FT or \$/Unit	% of GOI	Current in Place Income & Expense	Comments/Footnotes
Potential Rental Income			\$179,650.00	
Less: Vacancy & Cr. Losses		(9.0% of PRI)	\$16,169.00	Market & Economic Vacancy
Effective Rental Income			\$163,482.00	
Plus: Other Income (collectable)			\$4,245.00	Misc Income: Pet Fee, Conv fee, Late fees
Gross Operating Income			\$167,727.00	

Operating Expenses	\$/SQ FT or \$/Unit	% of GOI	Current in Place Income & Expense	Comments/Footnotes
Real Estate Taxes	\$2.85		\$20,743.00	Actual from 2026 tax record
Flood Insurance	\$0.15		\$1,088.00	Actual- Elevation is above Flood zone
Property Insurance	\$0.62		\$4,545.00	Actual
Off Site Management	\$2.30	0.1	\$16,772.65	Market Rate Management
Repairs and Maintenance	\$1.18	0.051	\$8,618.00	Actual 2025, Includes Landscaping
Trash			\$3,235.00	Actual 2025
Water/Sewer	\$0.62		\$4,534.00	Actual 2025
Gas	\$0.20		\$1,473.00	Actual 2025
Electric - Cap on Use	\$0.97		\$7,094.00	Actual 2025
Licenses/Permits	\$0.05		\$400.00	Estimate
Miscellaneous Contract Services			\$1,725.00	Inspection & Service for fire alarm system
Total Operating Expenses			\$70,228.00	

Net Operating Income	\$97,499.00	7.50% CAP
Less: Annual Debt Service	\$72,039.00	1.35 DSCR
Cash Flow Before Taxes	\$25,460.00	7.3% COC

* Debt Assumptions: 75% LTV at 7% W/ 25 Year Am



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PARCEL OUTLINE

274 Greenwich St | Kutztown, PA 19530



CAPSTONE
COMMERCIAL

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UNIVERSITY PROXIMITY

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ABOUT KUTZTOWN UNIVERSITY

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KUTZTOWN UNIVERSITY

- Kutztown University is located in the Northern region of Berks County, PA, with approximately 7,367 students as of Fall 2026 - a figure that has remained stable over the past three years. Steady student retention and a growing graduate program indicates a strong university system.
- University policy requires freshman and sophomores to live on campus, which creates a self-renewing pipeline of off-campus demand each year as that cohort advances. Juniors, seniors, and all graduate students - a combined pool exceeding 4,000 students - represent the private rental market, providing a durable and recurring tenant base.
- Geographically, KU draws 88% of its students from Pennsylvania, with its location 90 minutes west of Philadelphia and 30 minutes from the Lehigh Valley placing it squarely within reach of two of the state's largest population centers. This central placement results in a majority of students returning to their hometowns for the weekends, making for quiet weekends at the property. Affordable in-state tuition makes KU a value-driven regional institution - the type that tends to sustain enrollment steadily over time.



Naomi Brown, CCIM

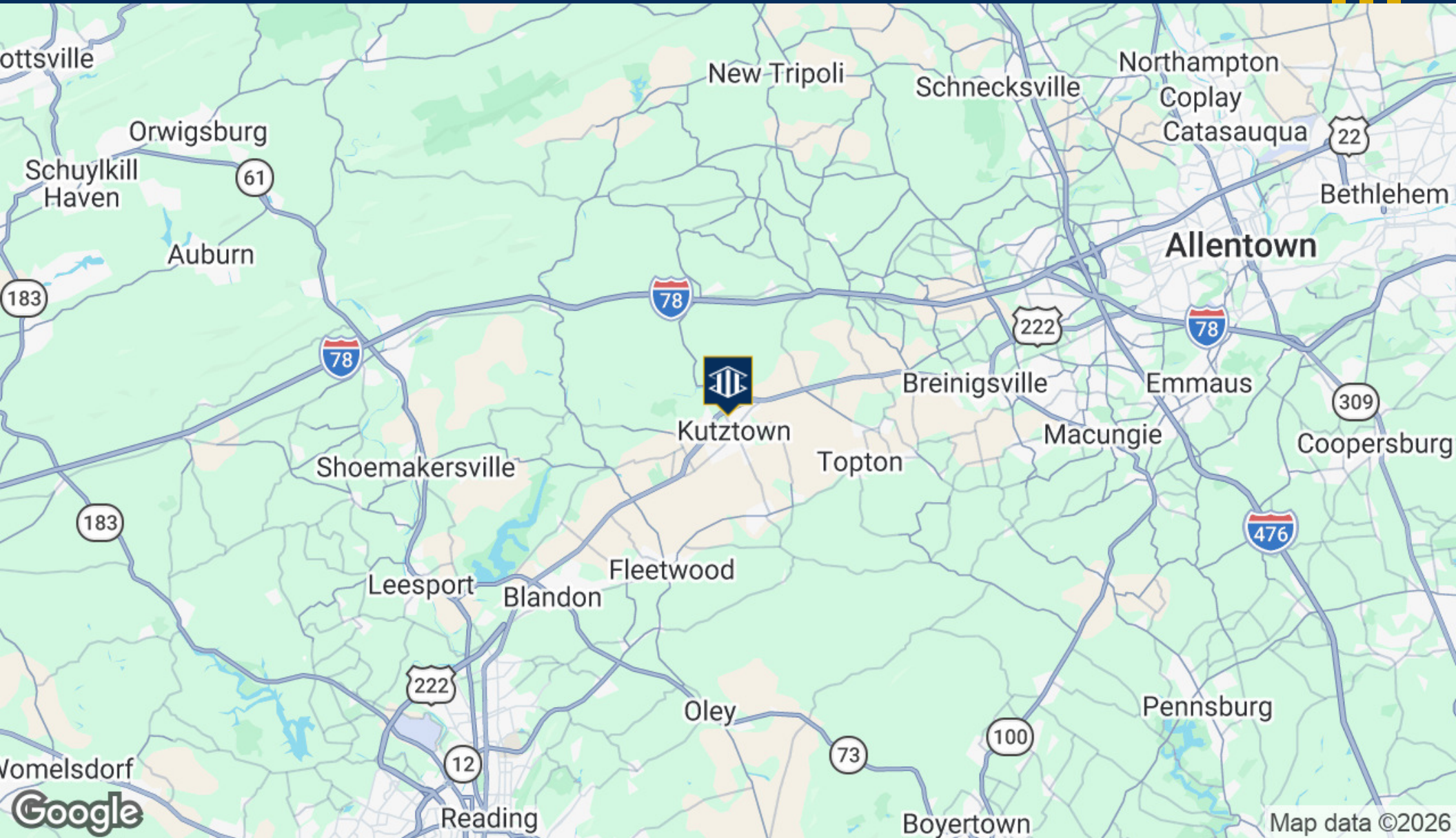
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AREA OVERVIEW

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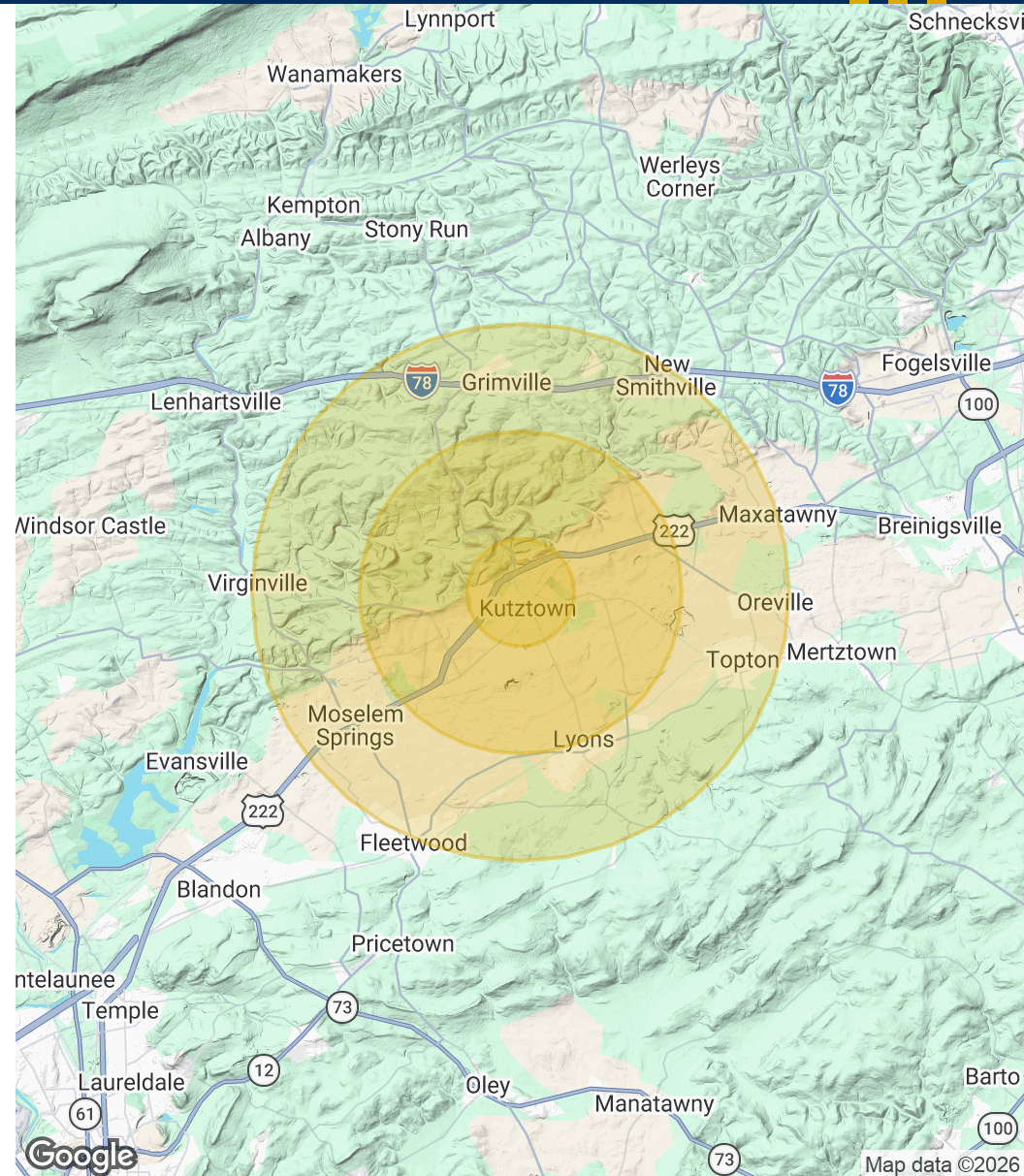
DEMOGRAPHICS

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POPULATION	1 MILE	3 MILES	5 MILES
Total Population	6,580	12,567	23,856
Average Age	30.8	32.4	37.9
Average Age (Male)	27.7	30.3	35.5
Average Age (Female)	39.7	37.5	41.7

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total Households	1,974	3,552	8,127
# of Persons per HH	3.3	3.5	2.9
Average HH Income	\$69,464	\$80,990	\$92,767
Average House Value	\$237,509	\$257,823	\$264,353

2023 American Community Survey (ACS)



ADVISOR BIO

274 Greenwich St | Kutztown, PA 19530



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Principal & Senior Advisor

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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.

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LEGAL

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