



OFFERING MEMORANDUM

62 - 64 W ANTIETAM ST

62 West Antietam Street, Hagerstown, MD 21740

MATTHEW E. DRANE

Senior Managing Director

202.510.2689

mdrane@verticre.com

OH #SAL.202000914

BRETT LUDWIG

Director, Investment Sales

614.515.2995

bludwig@verticre.com

OH #SAL.2016004572

Table of Contents



CONFIDENTIALITY & DISCLAIMER

All materials and information received or derived from Verti Commercial Real Estate 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 Verti Commercial Real Estate 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. Verti Commercial Real Estate 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. Verti Commercial Real Estate makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Verti Commercial Real Estate 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 Verti Commercial Real Estate in compliance with all applicable fair housing and equal opportunity laws.

TABLE OF CONTENTS

MEET THE TEAM	3
PROPERTY INFORMATION	4
PROPERTY DETAILS	5
PROPERTY SUMMARY	6
REGIONAL HIGHLIGHTS	7
REGIONAL HIGHLIGHTS	8
INVESTMENT HIGHLIGHTS	9
ADDITIONAL PHOTOS	10
FINANCIAL ANALYSIS	11
FINANCIAL SUMMARY	12
INCOME & EXPENSES	13
5 YEAR PRO FORMA	14
RENT ROLL	15
UNIT MIX SUMMARY	16
SALE COMPARABLES	17
SALE COMPS	18
SALE COMPS MAP & SUMMARY	20
LEASE COMPARABLES	21
LEASE COMPS	22
LEASE COMPS MAP & SUMMARY	24
LOCATION INFORMATION	25
RETAILER MAP	26
DEMOGRAPHICS	27

Meet the Team



MATTHEW E. DRANE

Senior Managing Director

Direct: 202.510.2689
mdrane@verticre.com

OH #SAL.2020000914



BRETT LUDWIG

Director, Investment Sales

Direct: 614.515.2995
bludwig@verticre.com

OH #SAL.2016004572

SECTION 1

PROPERTY INFORMATION



Property Details

Sale Price

\$1,100,000

LOCATION INFORMATION

Building Name	62 - 64 W Antietam St
Street Address	62 West Antietam Street
City, State, Zip	Hagerstown, MD 21740
County	Washington

BUILDING INFORMATION

Building Size	9,152 SF
NOI	\$56,851.00
Cap Rate	5.17
Tenancy	Multiple
Number of Floors	4
Average Floor Size	2,288 SF
Year Built	1900
Year Last Renovated	2021

PROPERTY INFORMATION

Property Type	Multifamily
Property Subtype	Mid-Rise
Zoning	CC-MU (City Center Mixed Use)
Lot Size	0.25 Acres
APN #	03-024881

Property Summary



OPPORTUNITY SNAPSHOT

Positioned in the heart of downtown Hagerstown, this renovated mixed-use asset presents a compelling value-add investment opportunity with diversified income streams and strong long-term growth potential. The property consists of twelve residential units—eleven 1-bedroom/1-bath units and one 2-bedroom/1.5-bath unit—plus a ground-floor retail suite, creating built-in revenue diversity and broad tenant appeal.

The building underwent substantial renovations in 2021, delivering modernized interiors and improved functionality while still offering meaningful upside through lease-up and rent optimization. Currently 77% occupied, investors have the opportunity to increase cash flow through stabilization and marking rents to market.

Strategically located one block from the newly constructed AAA baseball stadium and adjacent to ongoing entertainment and mixed-use development, the property is positioned to benefit from continued public investment and downtown revitalization efforts. With mixed-use zoning, proximity to major commuter corridors, and improving occupancy trends, this asset offers both near-term income growth and long-term appreciation potential.

OFFERING SUMMARY

Sale Price:	\$1,100,000
Number of Units:	13
Lot Size:	0.25 Acres
Building Size:	9,152 SF
NOI:	\$56,851.00
Cap Rate:	5.17%

DEMOGRAPHICS	0.3 MILES	0.5 MILES	1 MILE
Total Households	771	3,188	8,529
Total Population	1,263	6,717	20,206
Average HH Income	\$33,685	\$38,905	\$50,769

Regional Highlights

STRATEGIC MID-ATLANTIC LOCATION (TRI-STATE ACCESS)

- Hagerstown sits at the crossroads of Maryland, Pennsylvania, and West Virginia, offering immediate access to:
- I-81 (primary north-south freight corridor),
- I-70 (east-west connector to Baltimore & D.C.),
- Within ~70-90 minutes of Washington, D.C. & Baltimore
- **Why it matters:**
This location makes Hagerstown a distribution, logistics, and workforce hub without the pricing pressure of core DMV markets. Tenants can serve multiple states from one centralized location.

EXPANDING LOGISTICS & INDUSTRIAL PRESENCE

- Hagerstown has seen strong growth in: warehouse and last-mile distribution, light manufacturing, supply chain-driven employment
- With proximity to major metro demand centers but lower occupancy costs, the region attracts: regional distributors, E-commerce driven operators, Industrial users priced out of Northern Virginia
- **Investor Angle:**
Industrial growth supports job creation → job creation supports retail, multifamily, and service-based real estate demand.

AFFORDABILITY ARBITRAGE VS. DMV

- Compared to Washington D.C., Northern Virginia and Suburban Maryland: lower home prices, lower commercial rents, lower land basis, more attainable workforce housing
- **Capital Thesis:**
Hagerstown offers yield compression potential as buyers and renters migrate outward for affordability. It's a classic "path of progress" secondary market play.



Regional Highlights



RETAIL AND LIFESTYLE MOMENTUM

- Recent retail development includes projects like: Hagerstown Premium Outlets
- Plus steady growth in: national retail brands, medical and service providers, food & beverage concepts
- **Why it matters:**
Retail follows rooftops. Continued population and employment stabilization supports neighborhood retail and service-driven investment.

TRANSPORTATION INFRASTRUCTURE

- Hagerstown Regional Airport (HGR) - commercial service & cargo
- Strong freight movement via I-81 corridor
- Rail access via CSX/Norfolk Southern
- **Investor Angle:**
Infrastructure supports industrial demand and creates long-term employment anchors—critical for sustained absorption in multifamily and retail sectors.

PRO-BUSINESS ENVIRONMENT & GROWTH CORRIDOR POSITIONING

- Washington County and Western Maryland are generally viewed as: business-friendly relative to core DMV markets, less regulatory friction than D.C. proper, more flexible for development
- Additionally, Hagerstown benefits from: spillover from Frederick, MD growth, migration from high-cost urban cores, expanding commuter belt radius



Investment Highlights



LOCATION INFORMATION

Building Name	62 - 64 W Antietam St
Street Address	62 West Antietam Street
City, State, Zip	Hagerstown, MD 21740
County	Washington

PROPERTY HIGHLIGHTS

- Renovated Mixed-Use Asset (2021 Improvements)
- Eleven 1BR/1BA units and one 2BR/1.5BA unit
- Ground-floor retail suite provides diversified income
- Modernized interiors reduce immediate capital expenditure needs
- Immediate Value-Add Through Lease-Up
- Currently 77% occupied
- Clear path to increased NOI through stabilization
- Rent Growth & Mark-to-Market Potential
 - Ability to align in-place rents with current market rates
 - Downtown revitalization supports upward rental pressure
 - Residential demand driven by walkability and entertainment proximity
- Prime Downtown Location
 - One block from the new AAA baseball stadium
 - Adjacent to entertainment, retail, and redevelopment activity
- Diversified Income Streams
 - Residential + retail tenancy
 - Enhances resilience across market cycles

Additional Photos



SECTION 2

FINANCIAL ANALYSIS

Financial Summary

INVESTMENT OVERVIEW

Price	\$1,100,000
Price per SF	\$120
Price per Unit	\$84,615
CAP Rate	5.17%
Cash-on-Cash Return (yr 1)	-1.49%
Total Return (yr 1)	\$5,562
Debt Coverage Ratio	0.93

OPERATING DATA

Total Scheduled Income	\$92,624
Gross Income	\$92,624
Operating Expenses	\$35,773
Net Operating Income	\$56,851
Pre-Tax Cash Flow	-\$4,105

FINANCING DATA

Down Payment	\$275,000
Loan Amount	\$825,000
Debt Service	\$60,956
Debt Service Monthly	\$5,079
Principal Reduction (yr 1)	\$9,667

Income & Expenses (T-12)

INCOME SUMMARY

Potential Market Rent	\$139,530
Vacancy and Loss to Lease	(\$48,412)
Other Income	\$1,506
GROSS INCOME	\$92,624

EXPENSES SUMMARY

General / Administrative	\$1,965
Contract Services	\$8,584
Management Fees	\$7,289
Utilities	\$6,696
Real Estate Taxes	\$5,941
Insurance	\$5,298
OPERATING EXPENSES	\$35,773

NET OPERATING INCOME	\$56,851
-----------------------------	-----------------

Five Year Pro Forma



Pro Forma							
	12/1/20	T12	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue			40.96%	10.72%	6.60%	2.98%	2.10%
Market Rent		139,530	140,574	151,079	158,074	162,652	166,002
Vacancy Loss		(48,412)	(12,652)	(10,576)	(9,484)	(9,759)	(9,960)
Rental Concessions		0	(1,406)	(1,511)	(1,581)	(1,627)	(1,660)
Gain / (Loss) to Lease		0	(2,109)	(1,888)	(1,581)	(1,627)	(1,660)
Non Revenue Units		0	0	0	0	0	0
Net Bad Debt		0	(1,406)	(1,511)	(1,581)	(1,627)	(1,660)
Total Rental Income		91,118	123,002	135,593	143,848	148,013	151,062
Utility RUBS		0	4,440	5,225	6,040	6,161	6,284
Other Income		1,506	3,120	3,744	4,212	4,524	4,680
Total Other Income		1,506	7,560	8,969	10,252	10,685	10,964
Total Income		92,624	130,562	144,562	154,100	158,698	162,026
	<i>Yr1 / Unit</i>						
Operating Expenses							
G&A / Legal Fees	200	1,965	2,600	2,652	2,705	2,759	2,814
Marketing	100	0	1,300	1,326	1,353	1,380	1,407
Payroll	0	0	0	0	0	0	0
Contract Services	300	8,584	3,900	3,978	4,058	4,139	4,221
Repairs & Maintenance	400	0	5,200	5,304	5,410	5,518	5,629
Turnover	175	0	2,275	2,321	2,367	2,414	2,463
Management	803	7,289	10,445	11,565	12,328	12,696	12,962
Total Controllables	1978	17,838	25,720	27,145	28,220	28,906	29,496
Utilities	525	6,696	6,830	6,967	7,106	7,248	7,393
Taxes	466	5,941	6,060	8,052	8,213	8,377	8,545
Insurance	675	5,298	8,775	8,951	9,130	9,312	9,498
Total Fixed	1667	17,935	21,665	23,969	24,449	24,937	25,436
Total Operating Expenses		35,773	47,385	51,115	52,669	53,843	54,932
Net Operating Income		56,851	83,177	93,448	101,431	104,854	107,094

Rent Roll

SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT
1	1	1	475 SF	\$795	\$1.67	\$800
2	1	1	475 SF	\$775	\$1.63	\$800
3	1	1	475 SF	\$795	\$1.67	\$800
5	1	1	475 SF	-	-	\$800
6	1	1	475 SF	\$795	\$1.67	\$800
7	1	1	475 SF	\$795	\$1.67	\$800
8	1	1	475 SF	\$795	\$1.67	\$800
9	1	1	475 SF	\$800	\$1.68	\$800
10	1	1	475 SF	-	-	\$800
11	1	1	475 SF	\$775	\$1.63	\$800
12	1	1	475 SF	\$775	\$1.63	\$800
4	2	1	650 SF	-	-	\$975
Retail	-	-	2,300 SF	\$2,000	\$0.87	\$2,000
TOTALS			8,175 SF	\$9,100	\$15.79	\$11,775
AVERAGES			629 SF	\$910	\$1.58	\$906

Unit Mix Summary



UNIT TYPE	BEDS	BATHS	COUNT	% OF TOTAL	SIZE SF	RENT	RENT/SF	MARKET RENT	MARKET RENT/SF
1-Bed	1	1	11	84.60%	475 SF	\$789	\$1.66	\$875	\$1.84
2-Bed	2	1.5	1	7.70%	650 SF	\$1,075	\$1.65	\$1,075	\$1.65
Retail	-	-	1	7.70%	2,300 SF	\$2,000	\$0.87	\$2,050	\$0.89
TOTALS/AVERAGES			13	100%	629 SF	\$904	\$1.60	\$981	\$1.75

SECTION 3



SALE COMPARABLES

Sale Comps



★ 62 - 64 W ANTIETAM ST

62 West Antietam Street, Hagerstown, MD 21740

Price:	\$1,100,000	Bldg Size:	9,152 SF
Lot Size:	0.25 Acres	No. Units:	13
Year Built:	1900	Price/Unit:	\$84,615



1

1 133 SUMMIT AVE

Hagerstown, MD 21740

Price:	\$630,000	Bldg Size:	10,248 SF
Lot Size:	0.34 Acres	No. Units:	7
Year Built:	1900	Price/Unit:	\$90,000



2

2 201 E WASHINGTON ST

Hagerstown, MD 21740

Price:	\$385,000	Bldg Size:	4,234 SF
Lot Size:	0.09 Acres	No. Units:	5
Year Built:	1900	Price/Unit:	\$77,000



Sale Comps

3



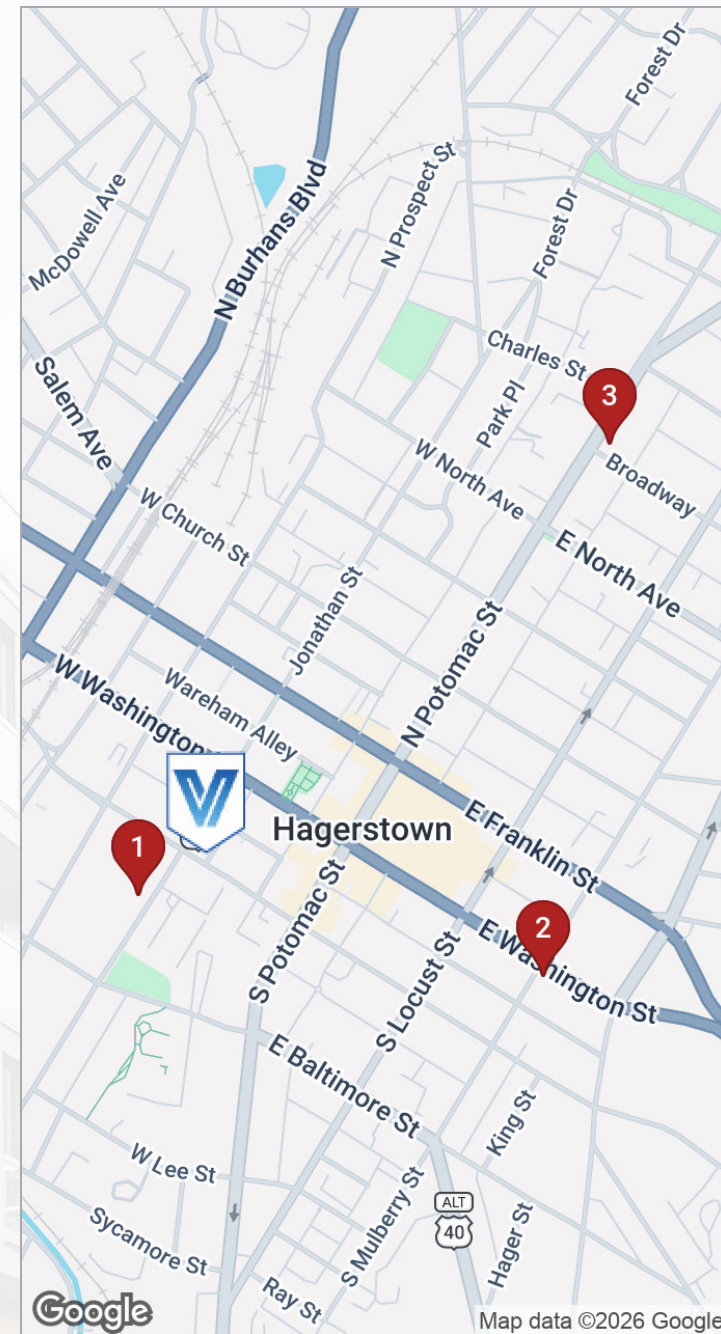
460 N POTOMAC ST
Hagerstown, MD 21740

Price:	\$1,330,000	Bldg Size:	9,366 SF
Lot Size:	0.24 Acres	No. Units:	15
Year Built:	1957	Price/Unit:	\$88,667



Sale Comps Map & Summary

	NAME/ADDRESS	PRICE	NO. UNITS	YEAR BUILT	PRICE/UNIT
★	62 - 64 W Antietam St 62 West Antietam Street Hagerstown, MD 21740	\$1,100,000	13	1900	\$84,615
1	133 Summit Ave Hagerstown, MD 21740	\$630,000	7	1900	\$90,000
2	201 E Washington St Hagerstown, MD 21740	\$385,000	5	1900	\$77,000
3	460 N Potomac St Hagerstown, MD 21740	\$1,330,000	15	1957	\$88,667
AVERAGES		\$781,667	9	1919	\$85,222



SECTION 4

LEASE COMPARABLES

Lease Comps



62 - 64 W ANTIETAM ST
62 West Antietam Street, Hagerstown, MD 21740

UNIT TYPE:	COUNT:	RENT:	RENT/SF:
1-Bed	11	\$789	\$1.66
2-Bed	1	\$1,075	\$1.65
Retail	1	\$2,000	\$0.87



133-135 SUMMIT AVE
Hagerstown, MD 21740

UNIT TYPE:	COUNT:	RENT:	RENT/SF:
1-Bed	3	\$900	\$1.38
2-Bed	4	\$1,201	\$1.00



ARIA APARTMENTS
92 W Washington St, Hagerstown, MD 21740

UNIT TYPE:	COUNT:	RENT:	RENT/SF:
1-Bed	17	\$1,426	\$1.81
2-Bed	20	\$1,556	\$1.72



Lease Comps



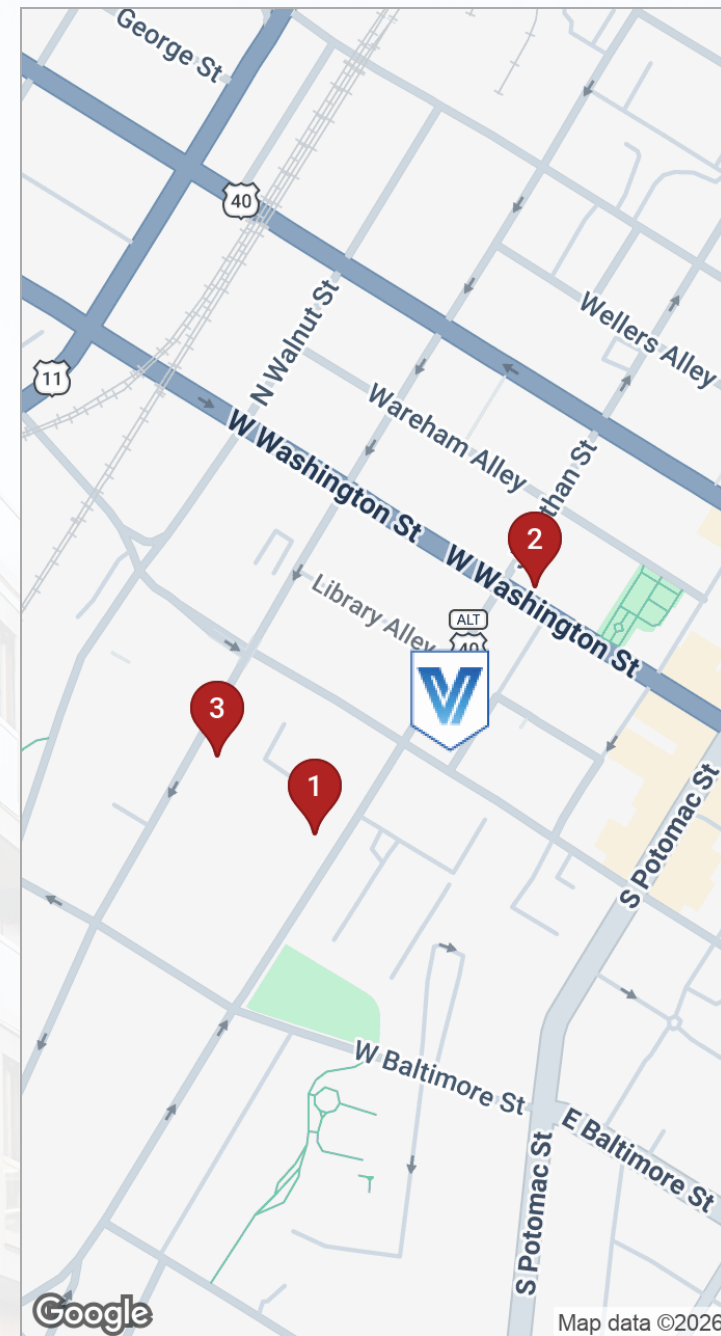
128 S PROSPECT ST
Hagerstown, MD 21740

UNIT TYPE:	COUNT:	RENT:	RENT/SF:
1-Bed	3	\$1,003	\$1.30
2-Bed	4	\$1,187	\$1.13



Lease Comps Map & Summary

	NAME/ADDRESS	NO. UNITS	AVG RENT/SF	AVG SIZE	AVG RENT
★	62 - 64 W Antietam St 62 West Antietam Street Hagerstown, MD 21740	13	\$1.44	629 SF	\$904
1	133-135 Summit Ave Hagerstown, MD 21740	7	\$1.11	964 SF	\$1,072
2	Aria Apartments 92 W Washington St Hagerstown, MD 21740	37	\$1.76	850 SF	\$1,496
3	128 S Prospect St Hagerstown, MD 21740	7	\$1.19	930 SF	\$1,108
AVERAGES		17	\$1.35	915 SF	\$1,225

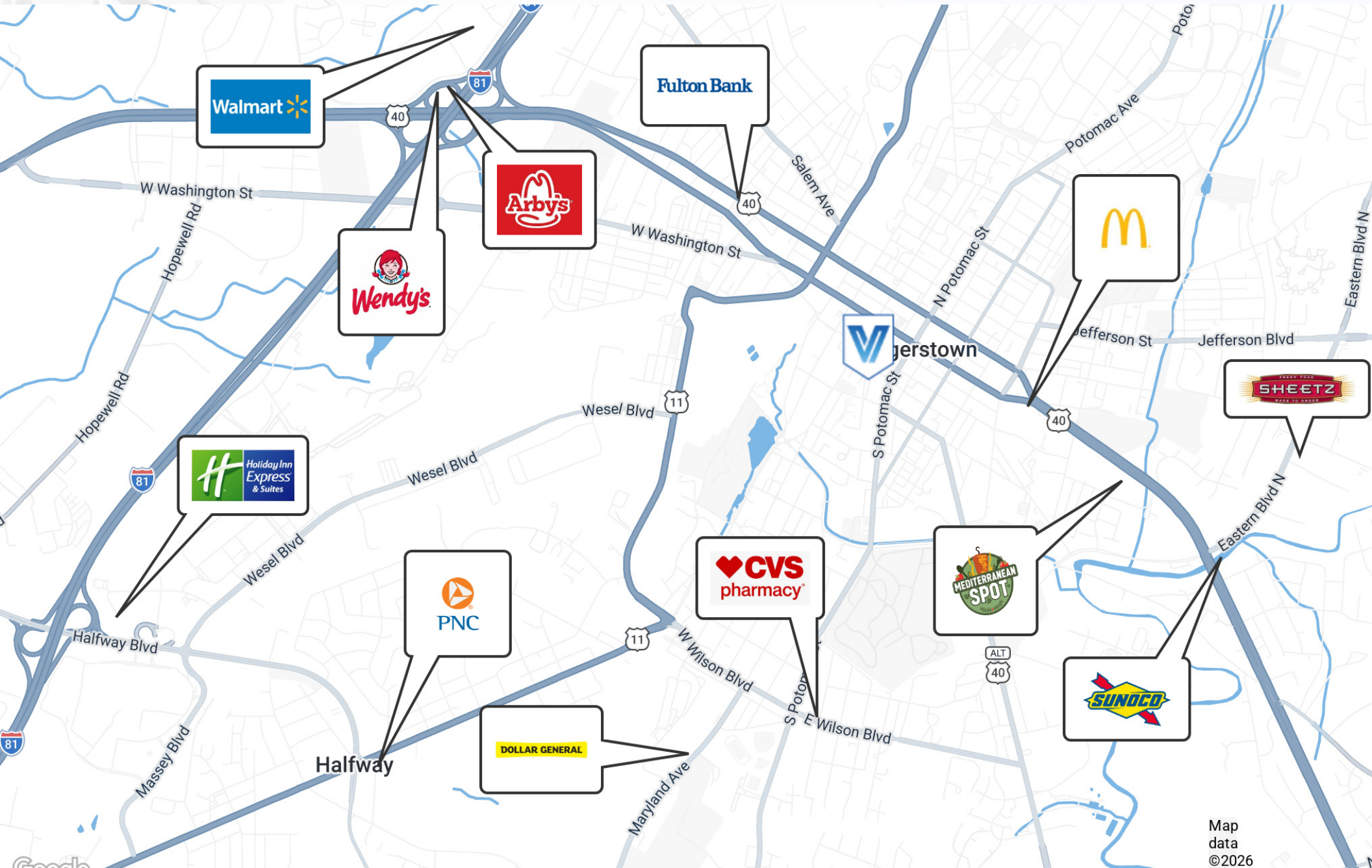


SECTION 5



LOCATION INFORMATION

Retailer Map



Map data ©2026

SECTION 6



DEMOGRAPHICS

Demographics Map & Report

POPULATION

	0.3 MILES	0.5 MILES	1 MILE
Total Population	1,263	6,717	20,206
Average Age	43	39	38
Average Age (Male)	43	39	38
Average Age (Female)	43	40	39

HOUSEHOLDS & INCOME

	0.3 MILES	0.5 MILES	1 MILE
Total Households	771	3,188	8,529
# of Persons per HH	1.6	2.1	2.4
Average HH Income	\$33,685	\$38,905	\$50,769
Average House Value	\$236,412	\$251,780	\$230,154

Demographics data derived from AlphaMap

