



Exclusively Listed by

Nile Thompson | nilethompson@kwcommercial.com

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Executive Summary



Keller Williams Commercial is Proud to Present the Exclusive Offering of an outstanding Multifamily Real Estate Investment. The buyer for this property earns the right to build wealth three ways: recurring monthly net income streams (cash flow), equity growth through property value appreciation and gradual debt reduction, and the numerous tax benefits associated with owning income producing real estate. The subject property is a 9-unit multifamily property consisting of (8) two-bedroom, one bath units and (1) one-bedroom, one bath unit, each with a private entrance and private, off-street parking. Each unit is approximately 735 SF and there is onsite shared laundry. Water and electric are separately metered, and the tenants are responsible for these utilities. Each unit receives a separate sewer bill that the owner currently pays. This property is 100% occupied, vacancy is a non-factor at this property because apartment rent demand is so high in this area and this property presents a tremendous value-add opportunity through rent adjustments of \$200-\$400 per unit per month to match market rents.

Located within the Wilson Area School District – a highly rated public school district according to Niche.com – this property sits adjacent to a baseball field and a local community center, which includes a park, tennis courts and basketball courts. Additionally, this property is half a mile away from Wilson Area High School and retail centers making this an extremely convenient location for tenants – driving sustained rent demand and low vacancy at this property.

This property is in the booming Lehigh Valley, which has a housing shortage. The current housing shortage is fueled by population growth. The population growth and housing shortage has been pushing apartment rent demand upwards. According to the Lehigh Valley Planning Commission there is a current 9,000-unit housing deficiency in the Lehigh Valley and growing demand. According to Lehigh Valley Economic Development Corporation, Lehigh and Northampton counties population growth are in the Top 8% of all counties in the US since 2020. Lehigh County ranks in the Top 5% of all US counties for international migration and Northampton County ranks in the Top 5% of all US counties for domestic migration. This population growth is primarily fueled by the quality of life and career opportunities that the Lehigh Valley offers.

Investment Highlights

- Fully Stabilized: All 9 units leased with security deposits in place.
- Immediate Upside: Under-market rents provide \$30k+ annual NOI growth potential
- Prime School District: Located in the Wilson Area School District, a highly rated system that boosts tenant retention and demand
- Off-Street Parking: Marked, dedicated parking spaces for all tenants.
- Attractive Cap Rate Spread: Pro Forma cap rate is 7.8%+
- Suburban Location in High-Growth Market: Population growth and the current housing shortage have created attractive supply and demand dynamics. According to RentCafe, Lehigh Valley ranked as the 2nd hottest small apartment rental market in the entire country in 2025. In this market there are 15 prospective renters for each unit, 79.4% lease renewal rate and a 96.2% occupancy rate.

The asking price for this outstanding multifamily asset is \$1.85 million. The Net Operating Income for this asset is \$118,188 with the current owner's on-site super business model and a 5% assumed vacancy factor. Given the quality of the location, the quality of the property and the tremendous value add opportunity this property presents, the asking price for this asset is an equitable exchange of value for the buyer and the seller.

Current Financials



34 N 21st Street, Wilson Borough PA 18042			Unit #		Rent Month
Annual Expenses			1	2bed/1bath	\$ 1,350
Vacancy (5%)	\$ 7,626		2	2bed/1bath	\$ 1,400
Maintenance	\$ 1,500		3	2bed/1bath	\$ 1,450
Wilson boro rental fee	\$ 900		4	2bed/1bath	\$ 1,400
County Tax	\$ 1,340		5	2bed/1bath	\$ 1,600
Municipal Tax	\$ 3,164		6	2bed/1bath	\$ 1,500
School Tax	\$ 7,765		7	2bed/1bath	\$ 1,400
Mercantile tax to wilson Borough	\$ 200		8	2bed/1bath	\$ 1,400
Snow Removal - Annual	\$ 1,800		9	1bed/1bath	\$ 1,210
Sewer Bills _Annual	\$ 1,478				
Trash	\$ 1,824			Total Rental income	\$ 12,710
Insurance	\$ 6,000			Laundry Income month	\$ 100
Exterminator	\$ 500			Annual	
Water (Laundry Room)	\$ 124			Rental Income	\$ 152,520
UGI- Gas (Laundry Room)	\$ 371			Laundry income	\$ 1,200
Met-ED Electric (laundry Room)	\$ 399			Gross Income	\$ 153,720
Internet for cameras	\$ 540			Net Income	\$ 118,188
Total Expenses	\$ 35,532				

Pro Forma With On-Site Super



34 N 21st Street, Wilson Borough PA 18042			Unit #		Market
Annual Expenses			1	2bed/1bath	\$ 1,700
Vacancy (5%)	\$ 9,030		2	2bed/1bath	\$ 1,700
Maintenance	\$ 2,000		3	2bed/1bath	\$ 1,700
Wilson boro rental fee	\$ 900		4	2bed/1bath	\$ 1,700
County Tax	\$ 1,340		5	2bed/1bath	\$ 1,700
Municipal Tax	\$ 3,164		6	2bed/1bath	\$ 1,700
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Met-ED Electric (laundry Room)	\$ 399			Gross Income	\$ 181,800
Internet for cameras	\$ 540			Net Income	\$ 144,364
Total Expenses	\$ 37,436				

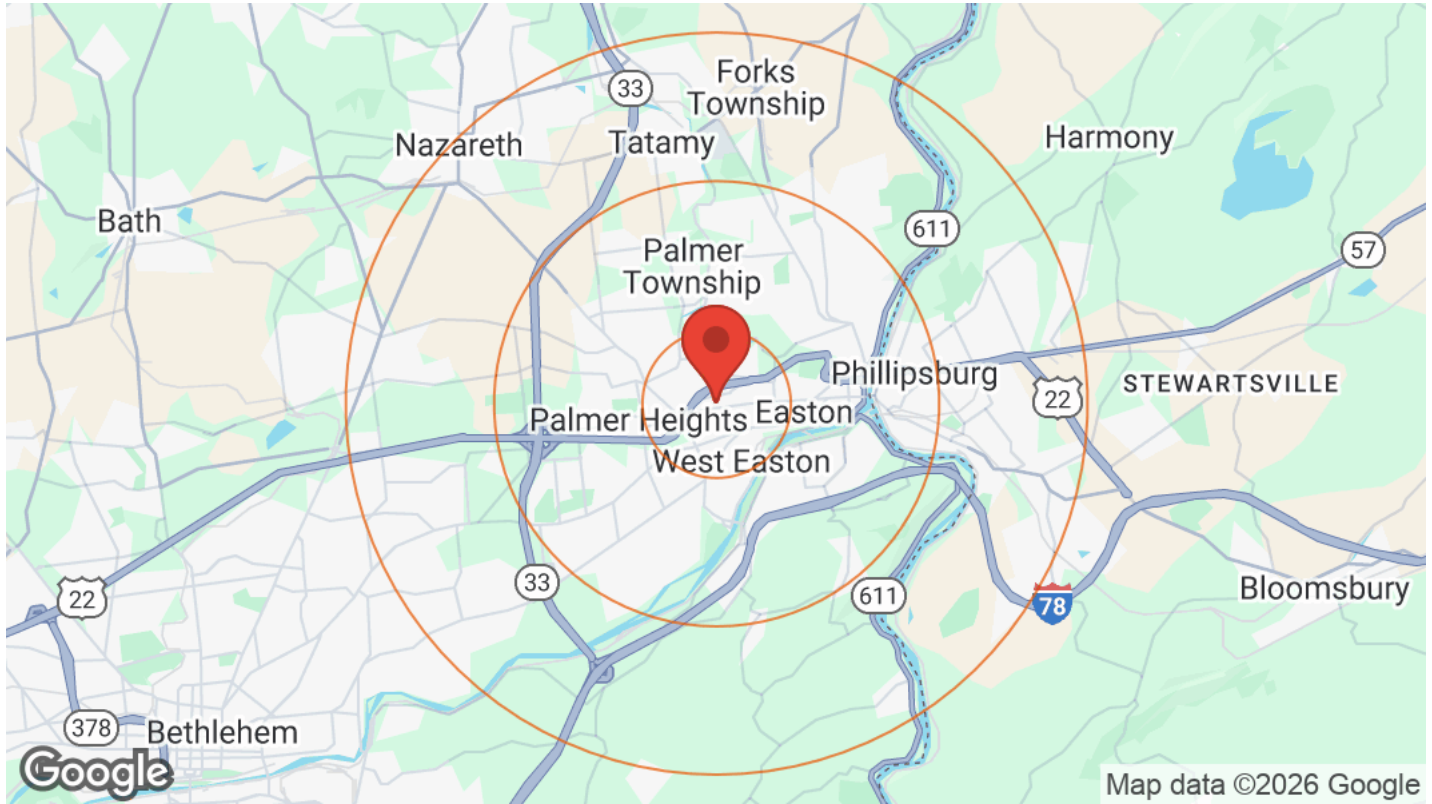
Property Photos



Property Photos

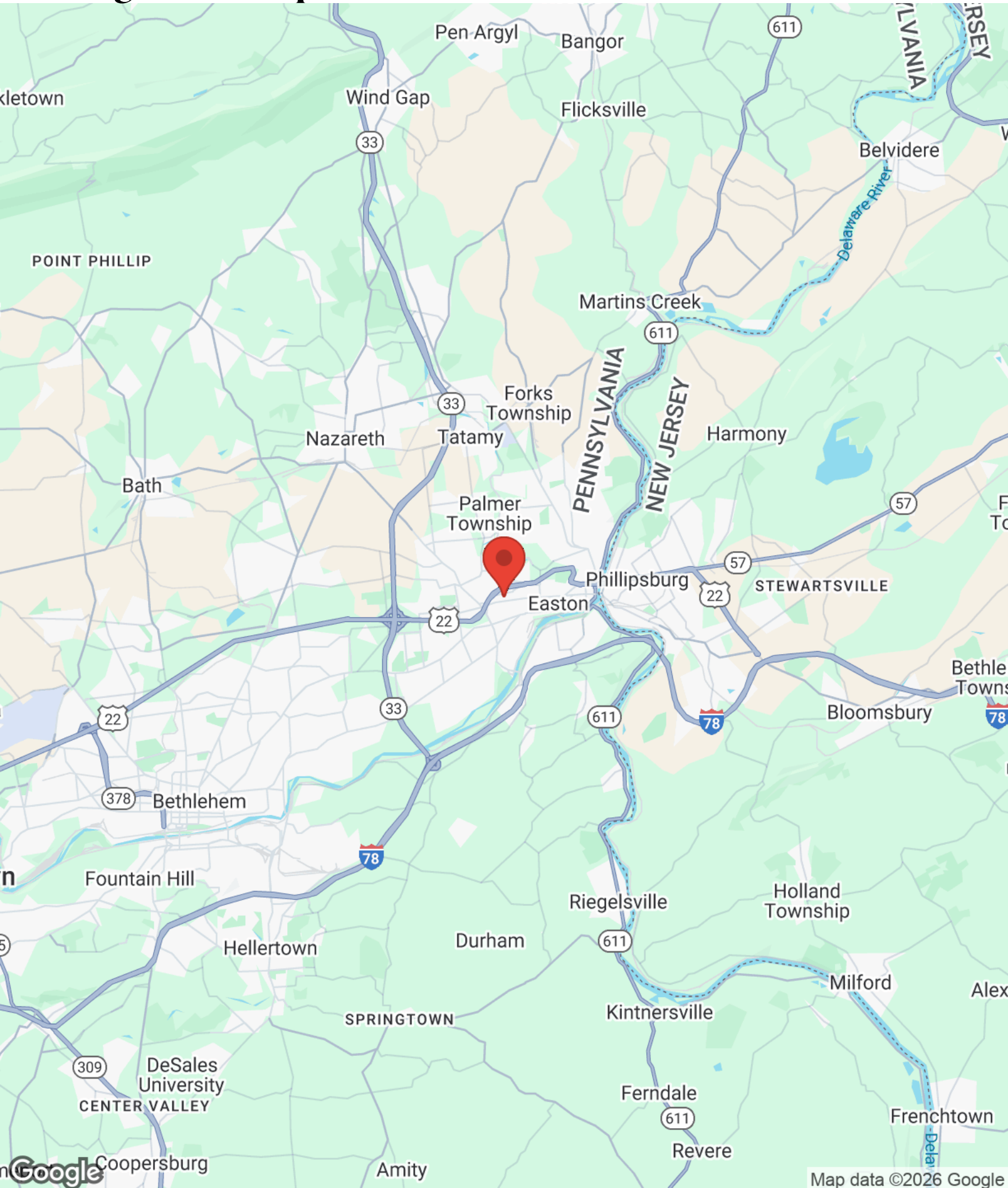


Demographics

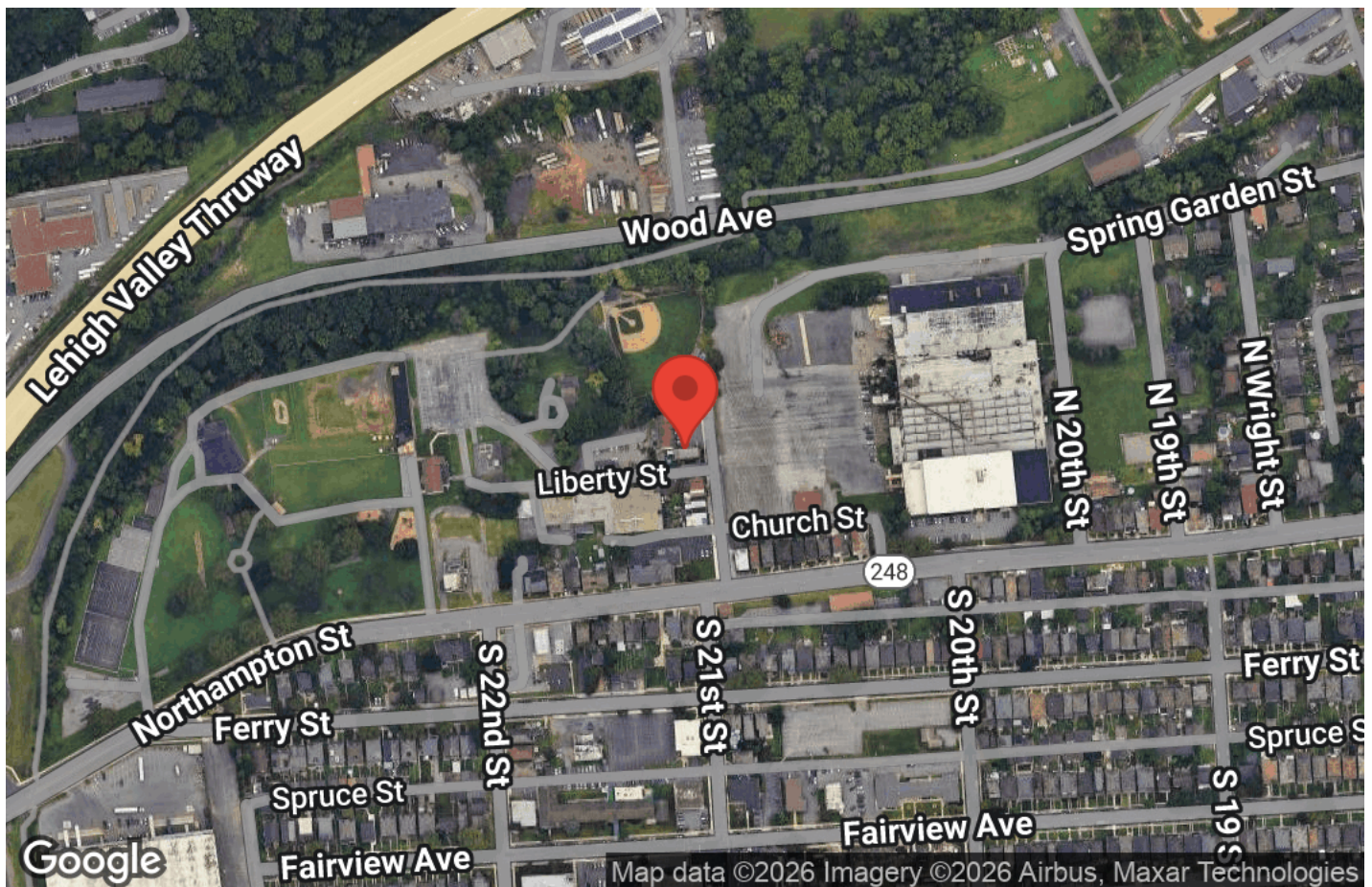
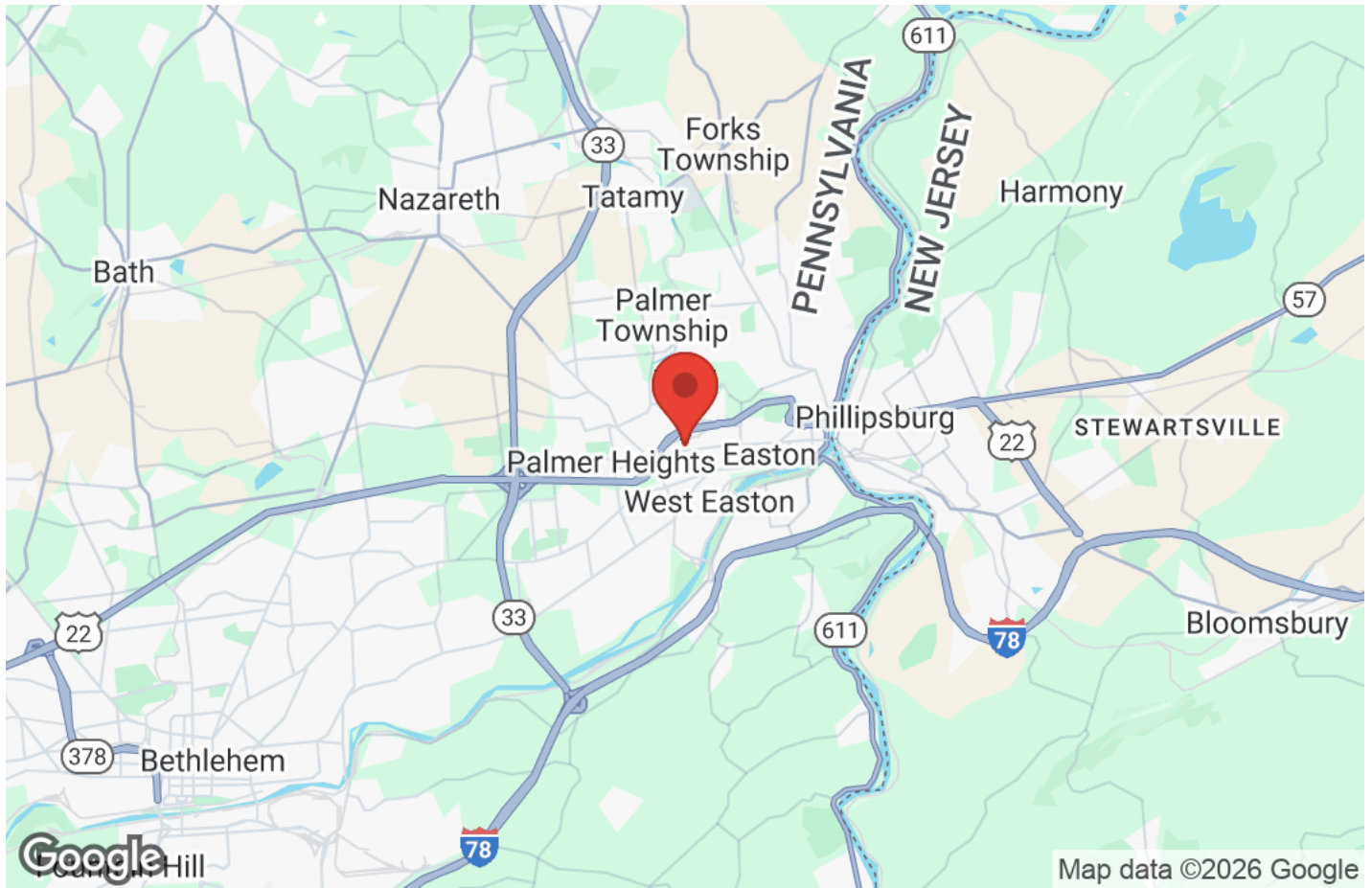


Category	Sub-category	1 Mile	3 Miles	5 Miles
Population	Male	7,887	46,232	72,507
	Female	8,080	42,434	68,131
	Total Population	15,967	88,666	140,638
Age	Ages 0-14	2,845	14,276	21,990
	Ages 15-24	2,148	14,011	20,627
	Ages 25-54	6,617	33,961	52,946
	Ages 55-64	1,901	10,979	18,502
	Ages 65+	2,457	15,438	26,571
Race	White	9,595	55,886	93,159
	Black	2,253	12,156	16,961
	Am In/AK Nat	10	35	56
	Hawaiian	3	9	14
	Hispanic	3,315	15,126	21,489
	Asian	487	3,644	6,258
	Multi-Racial	283	1,676	2,489
	Other	21	133	225
Income	Median	\$74,549	\$88,448	\$94,970
	< \$15,000	435	2,324	3,493
	\$15,000-\$24,999	402	1,744	2,700
	\$25,000-\$34,999	506	1,886	2,676
	\$35,000-\$49,999	917	3,141	4,499
	\$50,000-\$74,999	865	5,045	7,677
	\$75,000-\$99,999	977	4,868	7,420
	\$100,000-\$149,999	1,029	6,586	11,153
	\$150,000-\$199,999	452	3,593	6,506
	> \$200,000	630	4,329	7,820
Housing	Total Units	6,557	35,252	56,554
	Occupied	6,211	33,515	53,943
	Owner Occupied	3,459	20,842	35,396
	Renter Occupied	2,752	12,673	18,547
	Vacant	345	1,737	2,611

Regional Map



Location Maps



Aerial Map



Offer Submission Instructions



**Email the following documents to
nilethompson@kwcommercial.com:**

- 1. Buyer Signed LOI or Buyer Signed Purchase and Sale Agreement**
- 2. Verifiable Proof of Funds**
- 3. Copy of Pre-Approval Letter from a Direct Lender showing the offer amount, loan amount buyer's name, phone number and address**

Please allow the seller five (5) business days to evaluate the offer and respond.

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Equity Growth, Cash flow & Tax Benefits

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