



CONFIDENTIAL OFFERING MEMORANDUM

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**REDEVELOPMENT OPPORTUNITY**

**2900 S 20th St**  
Philadelphia, PA

## DISCLAIMER

The information contained in this Offering Memorandum is proprietary and strictly confidential. It is furnished solely for the purpose of review by a prospective purchaser of the Subject Property and is not to be used for any other purposes or made available to any person without the expressed written consent of the Seller or Binswanger.

The information in this prospectus has been compiled from sources deemed to be reliable. However, neither the information nor the reliability of their sources are guaranteed by Binswanger or the Seller. Neither Binswanger nor the Seller have verified, and will not verify, any of the information contained herein. Neither Binswanger nor the Seller makes any representation or warranty whatsoever regarding the accuracy or completeness of the information provided herein.

A prospective purchaser must make its own independent investigations, projections, and conclusions regarding the acquisition of the Property without reliance on this or any other confidential information, written or verbal, from Binswanger or the Seller.

This Confidential Offering Memorandum does not constitute an offer to accept any investment proposal but is merely a solicitation of interest with respect to the investment described herein. This Confidential Offering Memorandum does not constitute an offer of security.

Prospective purchasers are recommended to seek professional advice. This includes legal, tax, environmental, engineering and others as deemed necessary relative to a purchase of this Property. All the information is also subject to market conditions and the state of the economy, especially the economy as it relates to real estate is subject to volatility. The Owner (Seller) expressly reserves the right, at its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party, at any time, with or without written notice. The Seller and Binswanger reserve the right to negotiate with one or more prospective purchasers at any time.

Only a fully executed Real Estate Purchase Agreement, approved by the Seller, shall bind the property. A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or the information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in a fully-executed Real Estate Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against the Seller or Binswanger or any of their affiliates, officers, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

Each prospective purchaser and/or broker proceeds at their own risk.



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## EXECUTIVE SUMMARY

On behalf of Ownership, Binswanger is pleased to provide this confidential offering memorandum setting forth the basis of selling the property located at 2900 S 20th Street, located in the City of Philadelphia.

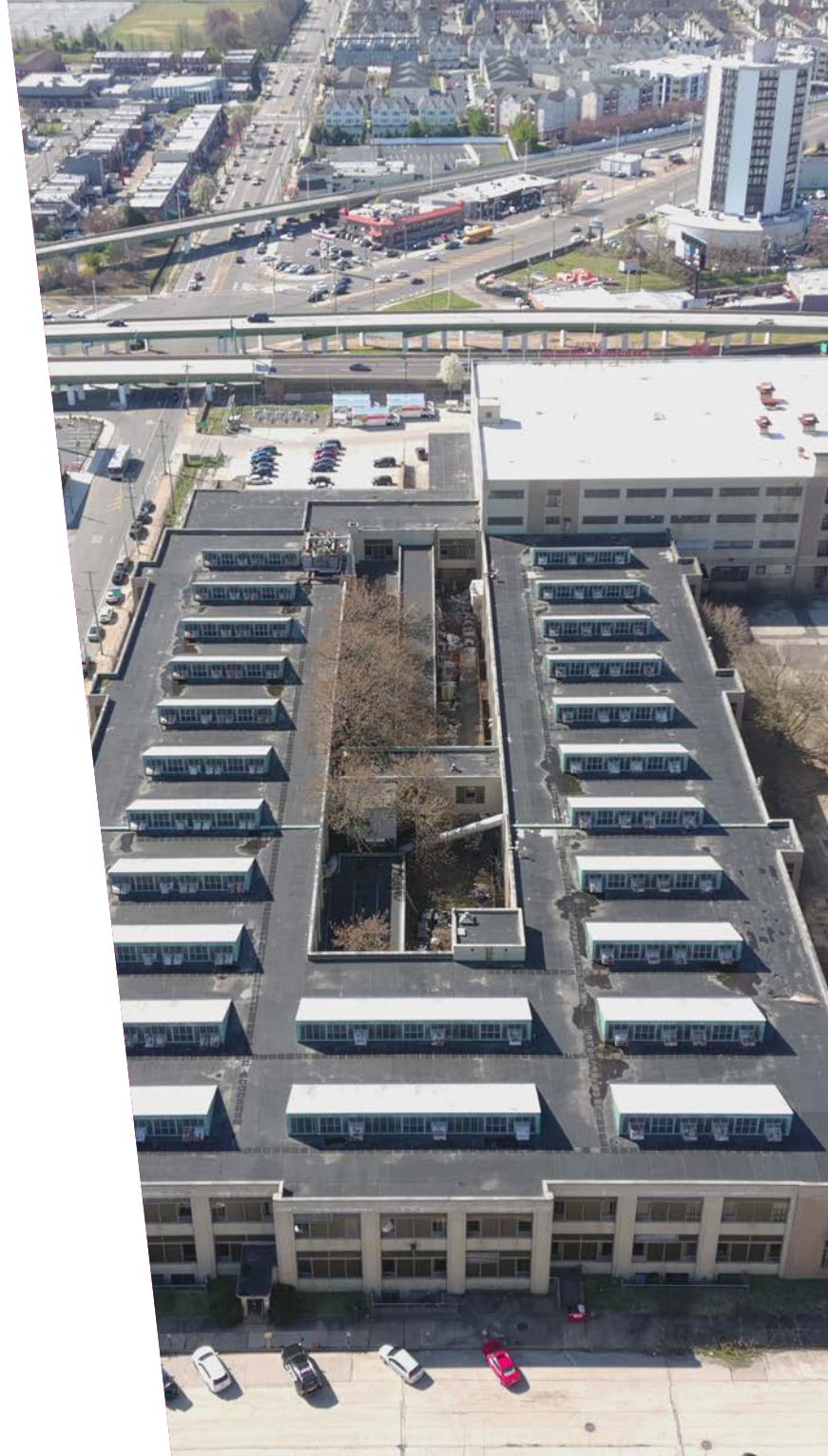
Located in South Philadelphia, just minutes away from the I-76 on/off ramps, the site offers superb access to numerous Philadelphia neighborhoods, the surrounding suburbs and bridges to New Jersey. The area continues to develop rapidly and is home to numerous life science, retail and industrial developments.

The property consists of approximately 272,282 SF of two-story, concrete frame warehouse space on approximately 4 acres of ground, with a large courtyard in the center of the property. The property is currently being used for light manufacturing & distribution.

The South Philadelphia area continues to be a neighborhood of rapid growth with both ground-up developments as well as redevelopment of older product. This growth includes the development of new life science spaces, major retail development, as well as new industrial buildings.

Bids on the property must be submitted by June 15th, 2023, as outlined on page 27 of this memorandum and must be in form and context and otherwise in strict compliance with Bid Instructions.

*\*subject to change*

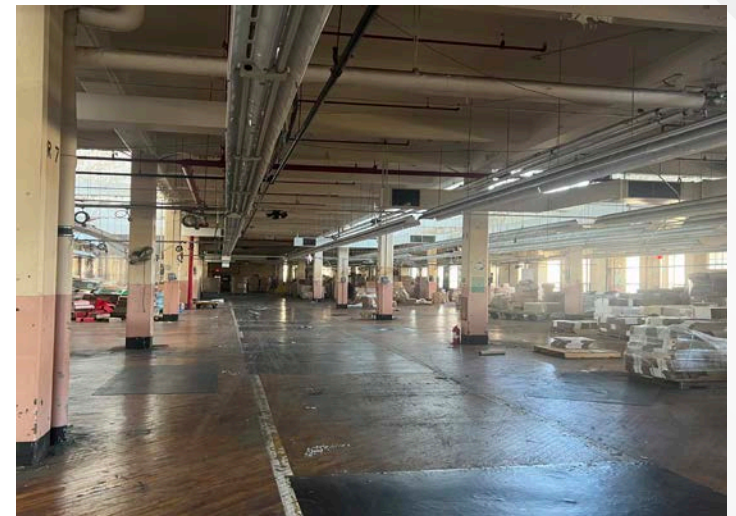
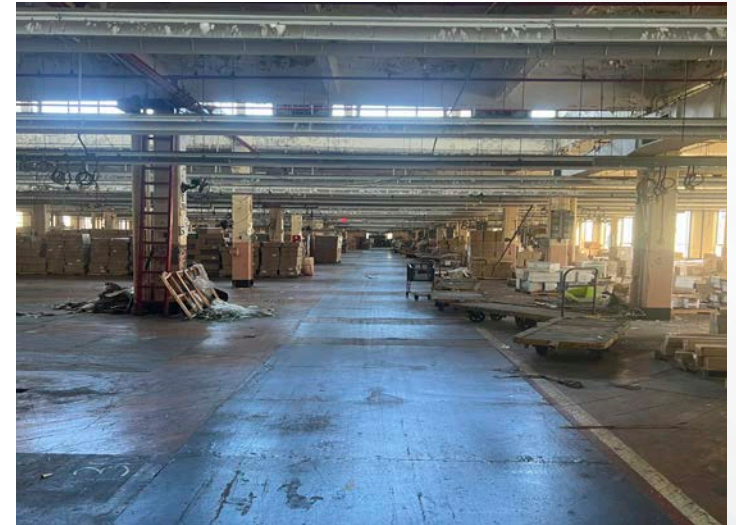




# PROPERTY OVERVIEW

## PROPERTY DETAILS

LAND AREA:	Approximately 4.00 acres
NUMBER OF BUILDINGS	One (1)
NUMBER OF FLOORS	Two (2)
EXISTING GROSS BUILDING AREA	Floor 1 – 163,790; Floor 2 – 108,492
DATE OF CONSTRUCTION	1940
FLOORS	27" thick floors
COLUMNS	20' x 25'
CEILING HEIGHTS	Ceiling heights range from 14'11" - 18'2"
FENCING	Fenced
VERTICAL ACCESS	One (1) elevator shaft and one (1) drive-in ramp
TOILETS	Multiple
LOADING DOCKS	Rear exterior loading platform as well as drive-in access
ZONING	I-2 - Medium Industrial (City of Philadelphia)

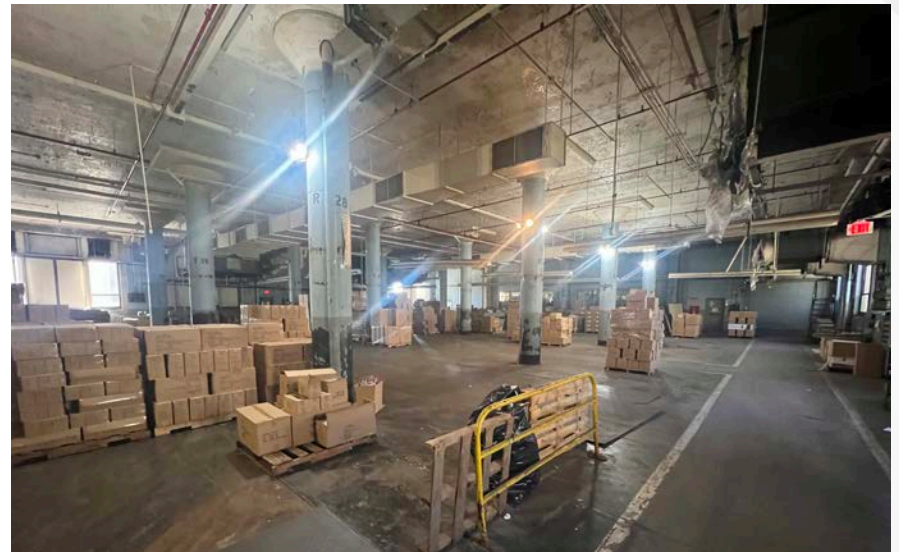
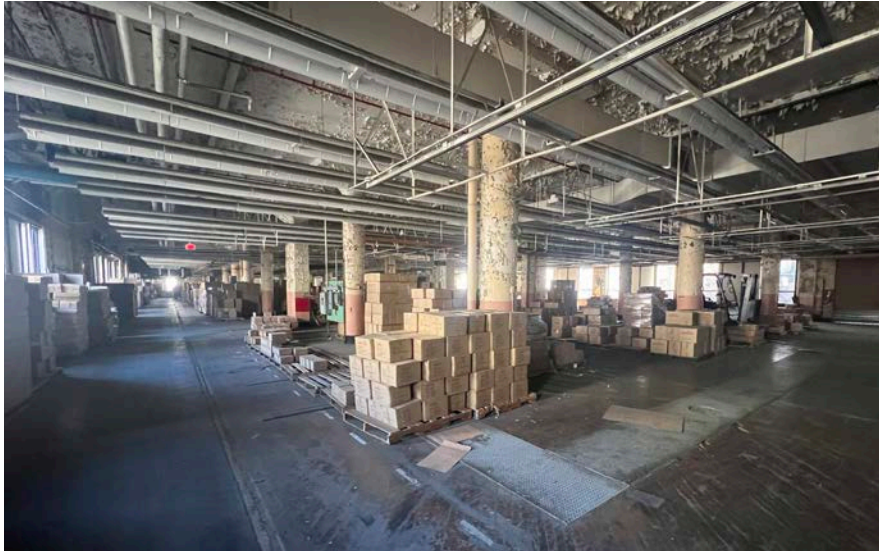








## INTERIOR PHOTOS



An aerial photograph of Philadelphia, Pennsylvania, showing the city skyline with various skyscrapers and buildings. The Schuylkill River flows through the center, with a large highway interchange (I-76) on the right side. The sky is clear and blue, suggesting a bright day.

# LOCAL TRANSPORTATION

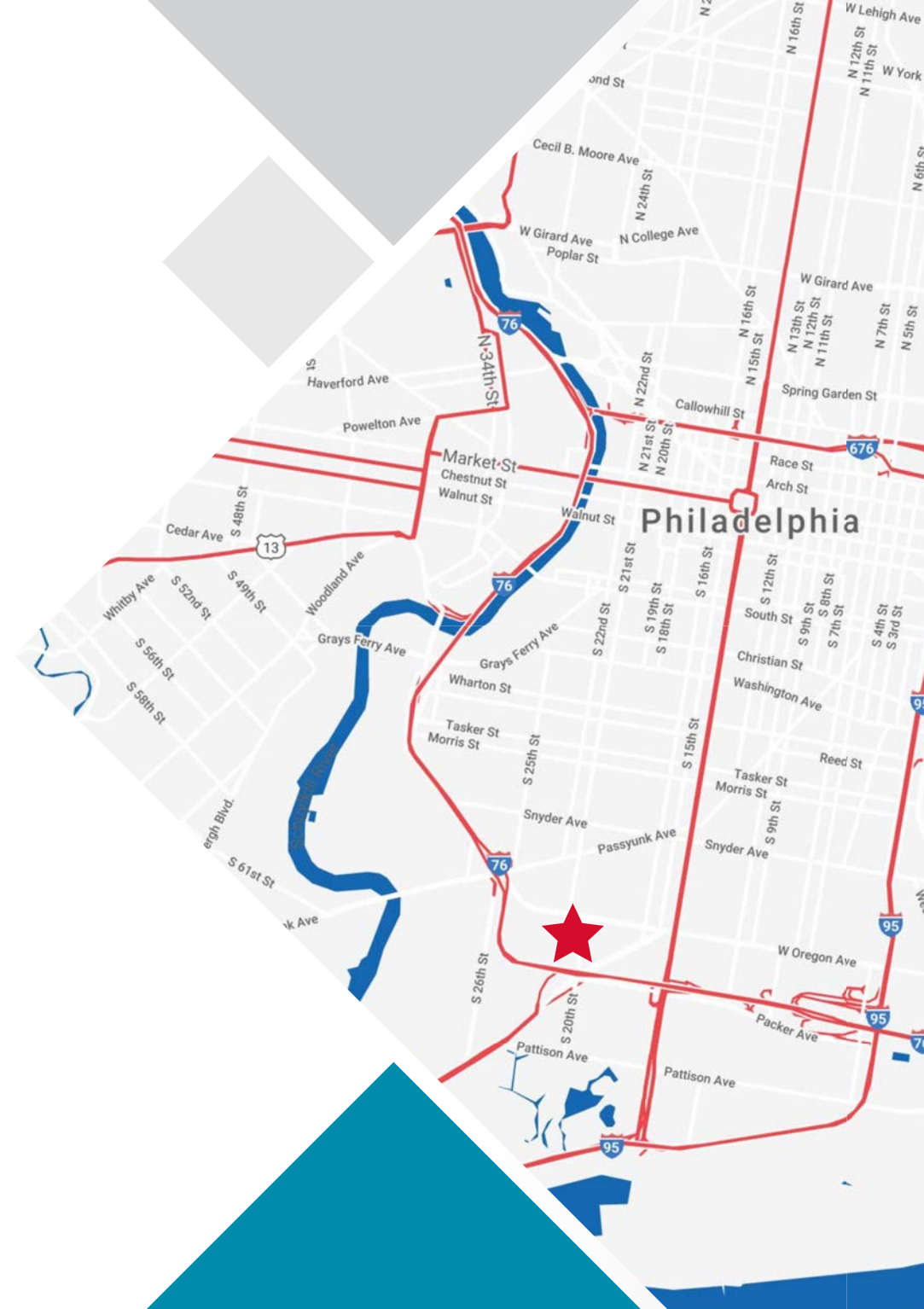
# ROAD SYSTEMS

## HIGHWAYS

2900 S 20th St. offers nearby access to:

- **I-95 (Delaware Expressway)** is the primary north-south artery extending along the East Coast. (7 minutes, 2.2 miles)
- **I-676 (Vine Street Expressway)** is a connector highway through Center City Philadelphia connecting I-76 with I-95 and the Ben Franklin Bridge. (10 minutes: 3.9 miles)
- **I-76 (Schuylkill Expressway)** is an east-west highway connecting Center City/Southwest Philadelphia with the northwestern suburbs out to King of Prussia. (4 minutes, .7 miles)
- **New Jersey Turnpike** is a north-south toll road traversing the State connecting highways in New York to the north and Wilmington to the south. (16 minutes, 9.3 miles)
- **I-476 (Blue Route)** is a western suburban beltway connecting I-95 and I-76, and it also serves as the Northeast Extension of the Pennsylvania Turnpike. (26 minutes, 16.6 miles)
- **I-276 (Pennsylvania Turnpike)** is an east-west toll road traversing the State connecting highways in New Jersey to the east and Ohio to the west. (30 minutes, 21.0)

**Cross-state access between Pennsylvania and New Jersey** in the Philadelphia area includes the Walt Whitman Bridge, Benjamin Franklin Bridge, Tacony-Palmyra Bridge, Burlington-Bristol Bridge, Commodore Barry Bridge, and the Betsy Ross Bridge. All of the bridges provide convenient access to I-95 and I-295 (the NJ Turnpike) in the Philadelphia area and to destinations in Southern New Jersey.



# TRANSPORTATION

## RAILROADS

Amtrak provides service from 30th Street Station, which is the third-busiest train station in the Country, after New York and Washington, D.C. Amtrak ridership to and from Philadelphia increased to slightly over 3.0 million passengers in 2022 with a steady growth trend since the pandemic. Rail freight service in the region is provided by CSX Transportation and Norfolk Southern Railroad.

## AIRPORTS

The major airport serving this region is the Philadelphia International Airport (PHL), located in South Philadelphia. The Philadelphia International Airport encompasses nearly 2,600 acres with approximately 3.25 million square feet of

terminal space encompassing seven (7) terminals buildings with 126 boarding gates. Additionally, PHL contains nearly 450,000 square feet of cargo space, including six (6) active cargo facilities and an American Airlines maintenance hangar. By 2026, it is anticipated that the PHL expansion project will be complete - a major expansion in the cargo business, with the construction of a \$1.8 billion cargo facility. PHL is ranked 5th in the United States for top performing global airports with 233,777 flights in 2022. The Airport is served by 27 airlines, which provide for nearly 323 daily departures to more than 120 destinations worldwide. The Airport accommodated 25.2 million passengers in 2022. The Airport is a major international hub for American Airlines and a regional cargo hub for UPS Airlines.

## PUBLIC TRANSPORTATION

Public transportation is provided by the Southeastern Pennsylvania Transportation Authority (SEPTA), which operates various forms of public transit in the region. These include motor buses, heavy rapid transit (subway/elevated) trains, regional (commuter) rail trains, light rail vehicles (trolleys) and electric trolley buses. SEPTA serves the City of Philadelphia and the surrounding PA suburban counties. It has the sixth-largest U.S. rapid transit system by ridership and the fifth-largest overall transit system with about 292.9 million annual ridership trips. SEPTA controls 290 active stations, over 450 miles of track, 2,295 revenue vehicles and 196 routes.



A panoramic view of the Philadelphia skyline at dusk. The sky is a mix of soft orange and pale blue. Numerous skyscrapers are visible, with some having their lights on. The buildings are reflected in a body of water in the foreground. A modern pedestrian bridge with a metal railing and several light poles runs across the water. The overall scene is a mix of urban architecture and natural elements like trees and water.

# LOCATION OVERVIEW

AERIAL VIEW

University City

Center City

Ben Franklin Bridge

Penns Landing



South Street / Queen Village

Point Breeze

Passyunk Square

Camden Waterfront

★ 2900 S 20th ST



Whitman



Lincoln Financial Field  
Citizens Bank Park  
Wells Fargo Center  
Live! Casino



Walt Whitman Bridge

Philadelphia Airport

## REGIONAL OVERVIEW

### ABOUT THE REGION

Philadelphia is the sixth-largest city nationwide. Philadelphia encompasses 135.1 square miles at the confluence of the Delaware and Schuylkill Rivers and is located 100 miles south of New York and 110 miles north of Washington, D.C.

The Philadelphia Metropolitan Statistical Area (MSA) consists of the City of Philadelphia and the eight surrounding counties of Bucks, Chester, Delaware, and Montgomery in Pennsylvania and Burlington, Camden, and Gloucester Counties in New Jersey.

As an urban region, the Philadelphia Metropolitan Statistical Area has the nation's fourth-largest GDP, at \$477 billion. It is also the sixth most populous downtown among all U.S. cities. As one of the most visited U.S. cities in the country - in 2022 36 million people visited the seven-county region.

Home to world-renowned museums, parks and historic landmarks, and virtually unlimited theater, arts and entertainment options, there is no shortage of reasons why Philadelphia is thriving.

In recent years, the city's population has grown, particularly among younger generations.



**6,230,000**

Philadelphia Region  
Population



**9th Largest**

Metro GDP in the Nation



**6TH Most**

Populous Downtown



# EMPLOYMENT

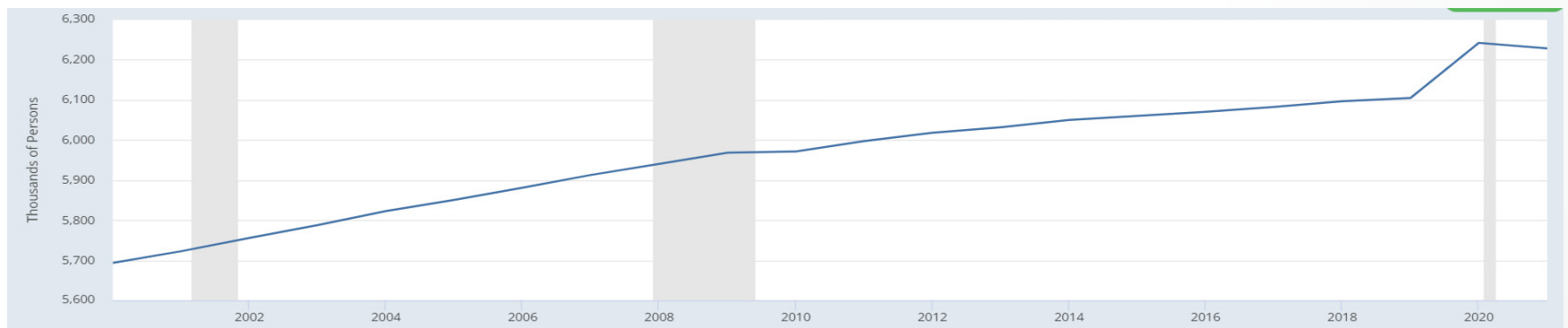
## POPULATION

The Philadelphia MSA had a 2022 population of approximately 6.23 million people, which was a -.1% decrease from the year prior. Since the 2000 Census, the Philadelphia MSA population has increased by almost 10%.

The City of Philadelphia has a 2022 population of 1,576,251 people which represents a decrease of 1.4% from the prior year.

## EMPLOYMENT & UNEMPLOYMENT

The regional employment base is extremely diverse and has experienced a 3.3% increase in local job rate growth, compared to the 3.2% national increase. The region has a civilian labor force of roughly 3,197,031 people. Greater than 30% of this labor force is in the education and health services sector of employment. As of December of 2022, the unemployment rate for the region was 3.4%, a decrease of .9% from the same period the year prior.







## ECONOMY

The strength of any regional economy is a function of the size and vitality of its economic base, or traded sectors, which are those industries whose products and services are sold outside the region resulting in a net inflow of income. The Philadelphia Region supports a diversified economic base with education and healthcare accounting for the largest industry employment sector. The main employment sectors in the region are concentrated in:

- Education and Health Services – 30.8%
- Professional and Business Services – 23.5%
- Trade, Transportation, and Utilities – 17.6%
- Leisure and Hospitality – 10%

The Philadelphia region is home to many companies that play a significant role in the area's identity. The skyline has been transformed by the presence of not one, but two office towers constructed by Comcast within the past 15 years. Aramark's new world headquarters overlooking the historic 30th Street Station and FMC are just a few of many companies employing tens of thousands in Philadelphia.

## MAJOR REGIONAL EMPLOYERS

Organization	Employees
University of Pennsylvania and Penn Medicine	46,554
Thomas Jefferson University and Jefferson Health	42,700
Children's Hospital of Philadelphia	24,945
The Giant Company	17,850
Temple University and Health System	17,752

## LIVABILITY

In addition to the substantial highly educated labor pool and with wages considerably lower than some of Philadelphia's neighbors (i.e. New York and Washington, D.C.) many believe Philadelphia is the most livable city in the Northeast corridor due to its diverse population, reasonable cost of living, and access to numerous eastern seaboard locations.

Within just a twenty-mile radius of Philadelphia there is a combined total of 57 colleges and universities. While there are many others, University of Pennsylvania, Drexel and Temple University are some of the more prominent institutions producing qualified graduates year after year. Because of Philadelphia's abundant cultural & professional opportunities, many of these graduates decide to stay in the area and grow roots. There is also significant demand for labor in the government & education sectors as well.



## NEIGHBORHOOD

The subject property is located in close proximity to many desirable transportation arteries and sections of Philadelphia. The property presents an exciting opportunity to continue the development and revitalization of South Philadelphia as over recent years areas of Grays Ferry and Point Breeze have seen immense investment from real estate developers. Large multi-family and single-family projects have either been submitted for city approval or completed in recent years. This expansion is projected to continue to expand West as well as South, as Philadelphia's "Meds and Eds" sector continues to grow and flourish.

The closure of the former Philadelphia Energy Solutions (PES) refinery and subsequent redevelopment of the 1,300-acre property, which has been undertaken by Hillco Redevelopment Partners (HRP), will become a center for e-commerce, life sciences, and logistics leaders in South Philadelphia. Titled "The Bellwether District", the project is estimated to generate as many as 19,000 jobs in Southwest Philadelphia over the next 15 years.



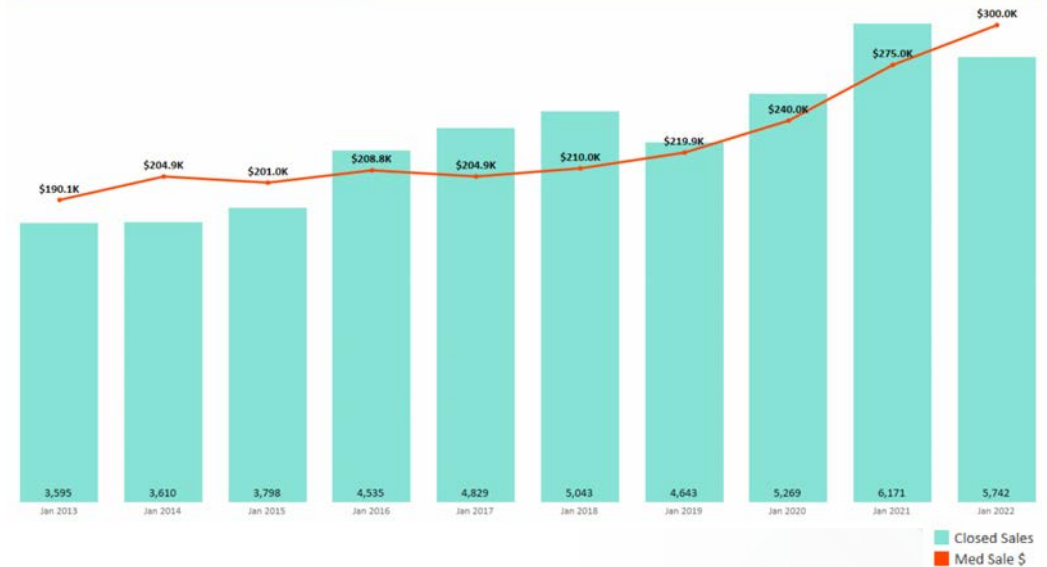
# PHILADELPHIA METRO HOUSING

After the Philadelphia Metro area was inundated with new construction and soaring prices, brought on by low interest rates and pent-up demand caused by the pandemic, the market has begun to settle. However, a lack of supply still remains a key factor in rising home prices and demand in the metro. The overall supply of available homes held at less than a month, as total end-of-month available inventory fell to its lowest level ever. Additionally, the metro median sale price rose ~9.1%. Coupled with declining new listing volume, buyers can expect to yet again be facing a seller's market heading into the spring.

The most recent Bright MLS report on home sales and median prices indicates while we are not reaching 2021 levels of sales activity, we are still seeing historically high deal volume as well as median sale prices.

There were 5,742 closed deals in January of 2022, a 7.5% decrease from a year earlier and the median sale price was \$300,000, an 8.3% increase from January of 2021.

Philadelphia Metro: January Home Sales and Median Prices



## MULTI-FAMILY MARKET

Following nationwide trends, the Philadelphia multifamily market has seen a slowdown. That being said, even amidst rising inflation and looming economic uncertainty, the market has shown tremendous resistance and remains relatively healthy. This stability can be expected to remain true given Philadelphia's track record as a secondary market for renters and owners looking for low-cost alternatives in close proximity to primary metropolitan markets.

### UNDER CONSTRUCTION PROJECTS:

#### **1001-1029 S Broad Street**

1,111 – 15 stories – July 2024 – Tower Investments

#### **Festival Pier Apartments**

550 – 5 stories – February 2024 – Jefferson Apartment Group

#### **700 N Delaware Avenue**

466 – 6 stories – January 2024 – Saxum Real Estate

#### **919-980 N Delaware Avenue**

462 – 14 stories – December 2023 – Core Realty

#### **650 W Fairmount Avenue**

404 – 6 stories – September 2024 – Accurate Builders & Developers

### MULTI-FAMILY MARKET STATISTICS - PHILADELPHIAMSA:

**Unit Inventory:** 346,288

**Under Construction Units:** 21,416

**Vacancy Rate:** 5.6%

**12-month Absorption Units:** 1,724

**Annual Rent Growth:** 2.9%

## LIFE SCIENCE

The Philadelphia Life Sciences Market remains a strong commercial real estate sector, even with rising interest rates and inflation. Spurred by development of lab and research facilities by groups like Gattuso Development Partners and Brandywine Realty Trust, Philadelphia continues to grow into a premier life sciences hub. Developments such as the over 400,000 SF of new lab breaking ground in University City at 3151 Market, are great examples of that growth.

Additionally, plans were recently unveiled for a \$250M life sciences conversion of the Quatermaster, which neighbors the subject property. The development will include wet and dry lab space for both life sciences startups and established companies to conduct full-scale research. The project will have 500,000 SF of life sciences and technology space available, with units ranging from 1,000 SF to 250,000 SF. Plans also call for retail and restaurant space, a hotel, and other amenities to be developed.



# INDUSTRIAL MARKET

The Philadelphia Industrial market continues to remain one of the strongest markets not only along the Eastern Seaboard, but in the United States. Due to its access to major transportation arteries as well as its close proximity to other major metropolitan markets, there is continued demand for product in Philadelphia.

<b>\$10.30</b>	<b>\$122</b>	<b>6.1%</b>
MARKET RENT/ SF (Q2 2021)	MARKET SALE PRICE/SF (Q2 2021)	MARKET CAP RATE (Q2 2021)
<b>11.3 Million</b>	<b>13.1%</b>	
12 MONTH NET ABSORPTION SF (Q2 2021)	ANNUAL RENT GROWTH (Q2 2021)	

## COMPARABLES



### Piers 38 and 40

Sale Price: \$18,000,000  
 Sale Date: 8/10/2022  
 Building SF: 364,245 SF  
 Price/SF: \$49.42



### 201 Pattison Avenue

Sale Price: \$7,700,000  
 Sale Date: 12/3/2021  
 Building SF: 90,000 SF  
 Price/SF: \$85.56



### 1600 S Warfield Street

Sale Price: \$36,500,000  
 Sale Date: 10/25/2022  
 Building SF: 68,257 SF  
 Price/SF: \$512.77



### 22 Wolf Street

Sale Price: \$4,000,000  
 Sale Date: 11/4/2020  
 Building SF: 94,123 SF  
 Price/SF: \$42.50

## RESTAURANT / RETAIL

Philadelphia is well known throughout the world for its cuisine –both for foods that originated here and rose to prominence (the Philly Cheesesteak and Water Ice to name a few) and for the influx of world-class chefs looking to begin or extend their restaurant careers in one of the more affordable eastern seaboard cities. Plus with the city’s policy allowing Bring Your Own Bottle (BYOB) establishments, opening a food-centric restaurant is far more attainable for young chefs and hospitality investment groups –there are more than 300 BYOB’s in center City alone. Philadelphia is home to a broad range of eateries that offer sidewalk seating much like many European cities, a variety of craft pizza spots, gastropubs with great food, breweries and distilleries, vegetarian and vegan eateries, and a number of rooftop dining locations with breathtaking views of the Philadelphia skyline. And of course, you can’t leave Reading Terminal Market or The Italian Market out of the Philadelphia food conversation.

From breakfast and brunch through dinner and nightcaps, Philadelphia is continually recognized as one of the top dining destinations in the country with a wide array of 400+ full-service restaurants/ bars and 350 takeout/quick service establishments –and that’s just Center City. Northern Liberties, University City, and South Philadelphia, home to the stadiums and FDR Park, are all nearby boasting a variety of award-winning restaurants. World-renowned chefs such as Stephen Starr, Jose Garces, Marc Vetri, and Jennifer Carroll all have restaurants in Philadelphia.

Moreover, the area is home to some of the top national retailers including Lululemon, Intermix, Athleta, Vince, Theory, Urban Outfitters, New Balance, Champion, North Face, Tiffany & Co., Tumi, Barbour, Nordstrom Rack, Bloomingdales, and others. Additionally, with the recent redevelopment of East Market Street to a shopping hub, now called The Fashion District, the city became home to a number of new stores including Primark, Armani Exchange, Nike and more. Those who visit Philadelphia truly experience a world-class dining and shopping experience.



350

Takeout / Quick Service  
Establishments



400

Full Service  
Restaurants / Bars

### LOCAL RESTAURANTS



### LOCAL SHOPPING







# BID INSTRUCTIONS

## SUMMARY OF OFFER PROCESS

Binswanger is advising Ownership regarding the disposition of the properties located at 2900 S 20th St in Philadelphia, PA.

This Property is being offered to prospective purchasers through an offer process. The Property will be sold “as is, where is.” The Owner will consider all offers that comply with this Offering Procedure.

The Owner is under no obligation to accept the highest offer or any offer. To qualify for review of this offer, buyers must follow the provisions, requirements, terms, and conditions of this Offering Memorandum, including these instructions.

### TERMS AND CONDITIONS

The Property will be sold based on a structured bid process. No asking price has been established, however, ownership reserves the sole and absolute right to accept or reject any and all bids.

The successful offer will be selected based on a variety of criteria including, but not limited to; the offer price; contingencies and due diligence criteria, timeline to closing, deposit funds, including “at risk” deposit at contract execution, proven ability and prior success in closing on a transaction of this size.

This redevelopment opportunity is being made to principals only and the offering price should be presented net of all transaction costs.

## OFFERING PROCEDURE

**All submissions must be in electronic form submitted to [jostach@binswanger.com](mailto:jostach@binswanger.com) and [cpennington@binswanger.com](mailto:cpennington@binswanger.com) for review.**

Offers should be submitted in the form of a non-binding letter of intent and should specify the following:

- Offering Price
- Study Period (if any)
- Earnest Money Deposit
- Contingencies (if any)
- References
- Documentation of previously completed transactions
- Sources of Funds (Equity and Debt)
- Consents and/or approvals needed (if any)
- Any other information having a direct bearing on the buyer’s ability to close the proposed transaction

Property inspections will be made by appointment only and arranged through Binswanger.

## PRIMARY CONTACT



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