

# RETAIL/SHOWROOM FOR SALE

901 E. PULASKI HIGHWAY | ELKTON, MARYLAND 21921

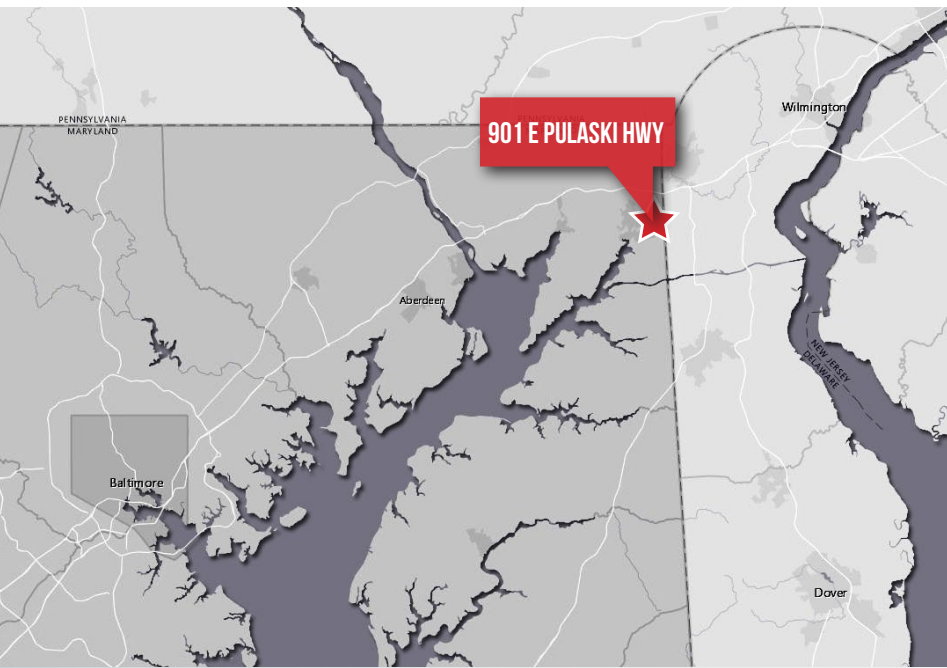
**ACRES:** 1.84  
**SQ FT:** 24,500  
**SALE PRICE:** \$2,400,000





# OVERVIEW

901 E. Pulaski Highway is a 24,462 square foot one-story freestanding Jodlbauer's Furniture showroom situated on 1.84 ± acres constructed in 1979. The property is located at the northeast corner of the fully signalized intersection of E. Pulaski Highway (Rt. 40) and Melbourne Boulevard. The rear portion (.8 acres) of the property provides surplus area for additional retail parking and loading. The site boasts 200 feet of frontage along Route 40 and is immediately accessible from both E. Pulaski Highway and Melbourne Boulevard.



ROUTE 40 (E. PULASKI HWY)

MELBOURNE BLVD



# THE SITE



**BIG LOTS!**

**STAPLES**



The Village at Elkton

1.84 ACRES

MELBOURNE BLVD

26,121 CARS PER DAY

200 FT OF FRONTAGE

THE COLUMBIA BANK

BODY FORCE



40

40

PULASKI HWY

PULASKI HWY

PULASKI HWY

PULASKI HWY

40

40



# IMMEDIATE VICINITY

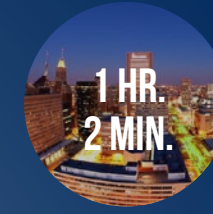




# LOCATION OVERVIEW



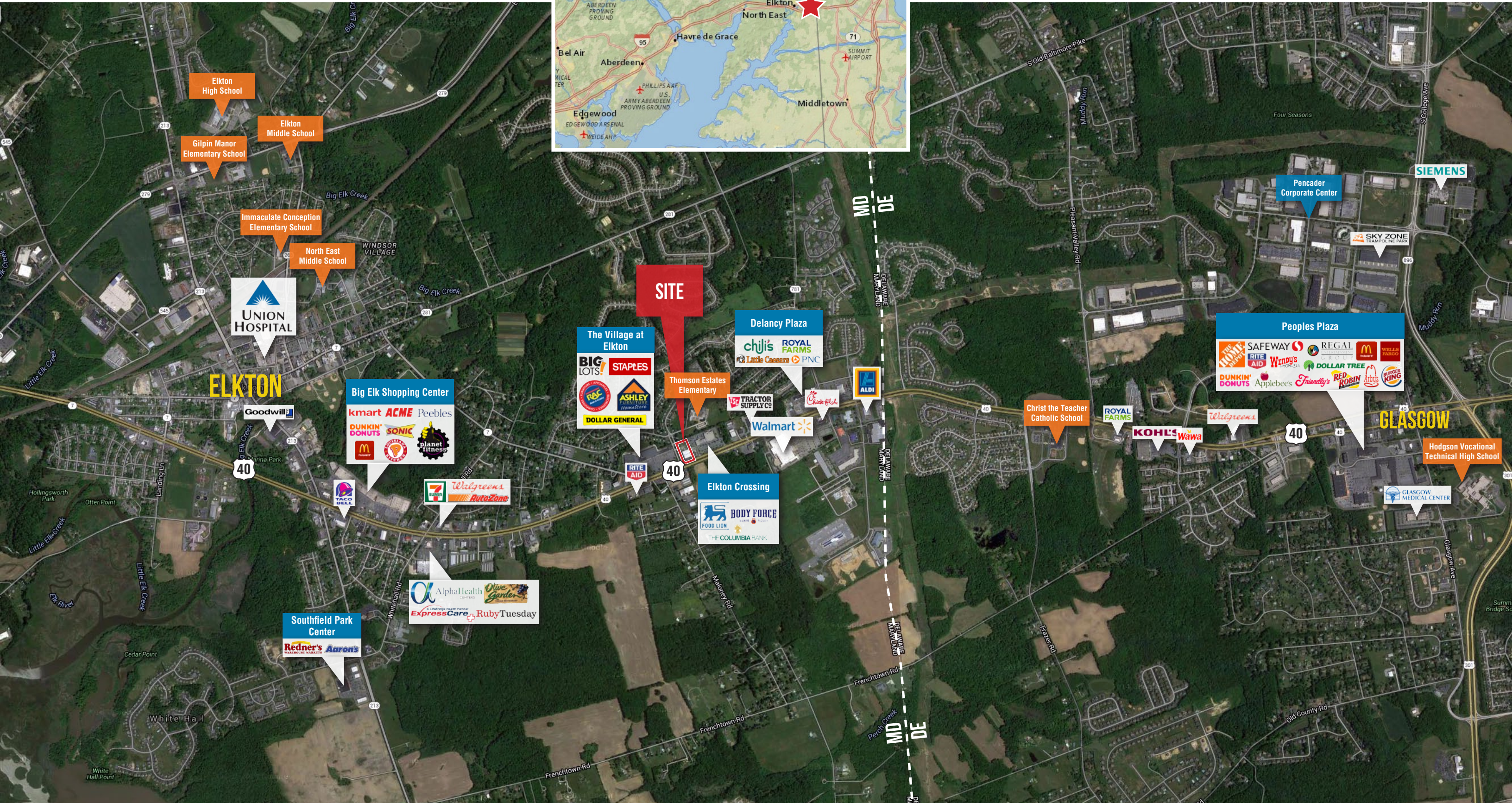
PHILADELPHIA, PA



BALTIMORE, MD



WASHINGTON, D.C.



Elkton High School  
Gilpin Manor Elementary School  
Elkton Middle School

Immaculate Conception Elementary School  
North East Middle School

UNION HOSPITAL

ELKTON

Big Elk Shopping Center  
Kmart ACME Peebles  
Dunkin' Donuts Sonic Planet Fitness

Southfield Park Center  
Redner's Aaron's

Alpha Health Olive Garden  
ExpressCare Ruby Tuesday

The Village at Elkton  
Big Lots! Staples  
Rite Aid Ashley HomeStore Dollar General

Thomson Estates Elementary

Elkton Crossing  
Body Force Food Lion The Columbia Bank

Delancy Plaza  
Chili's Royal Farms Little Caesars PNC

Walmart

Christ the Teacher Catholic School

Kohl's Wawa

Peoples Plaza  
Safeway Regal McDonald's Dunkin' Donuts Wendy's Dollar Tree Red Robin Burger King

GLASGOW

Hodgson Vocational Technical High School

GLASGOW MEDICAL CENTER

Pencader Corporate Center

SIEMENS

SKY ZONE TRAMPOLINE PARK



# TRANSACTION GUIDELINES

Buyers should supply a description of themselves, price, contingencies and due diligence requirements (if any), and source of equity capital and any approval requirements in their bid submission. Guided tours are available upon request.

## QUICK STATS

- ▶ 24,462 SF
- ▶ 1.84 ± Acres
- ▶ Year Built: 1979
- ▶ Frontage: 200 ft (E Pulaski Hwy / Rt. 40)
- ▶ Traffic Count: 26,121 vehicles per day (E Pulaski Hwy / Rt. 40)
- ▶ Adjacent retailers include Food Lion, Big Lots!, Staples, Dollar General, Ashley Furniture, Body Force Gym, & The Columbia Bank

2015 REAL ESTATE TAXES: **\$22,372**

AVERAGE MONTHLY UTILITIES: **\$4,000**

SALE PRICE: **\$2,400,000**





# BUILDING SPECIFICATIONS

## General Specifications:

Property Address	901 E Pulaski Highway Elkton, MD 21921
Total Floor Area	24,462 sf ±
Parcel #	2328
Tax Map	316
Grid	08
Year Built	1979
Acreage	1.84 Acres
No. of Floors	1 story
Developer	Jodlbauer Properties, LLC
Zoning	C-2 (General Commercial District - Elkton)
Construction Type	Metal and concrete block wall framing; Brick exterior walls w/ aluminum/glass storefront
Roof	Standing seam metal roof over steel frame
Utilities	Public
Sprinkler	Fully sprinklered, wet system





# MARKET OVERVIEW



## THE NORTHEAST MEGALOPOLIS

The Northeast megalopolis (or Boston-Washington Corridor) is one of the world's most important concentrations of finance, media, communications, education, medicine and technology. It is the most heavily urbanized region of the United States, running primarily northeast to southwest from the northern suburbs of Boston, Massachusetts to the southern suburbs of Washington, D.C., in Northern Virginia. It includes the major cities of Boston, New York City, Philadelphia, Baltimore, and Washington, D.C., along with their metropolitan areas and suburbs as well as many smaller urban centers.

On a map, the Northeast megalopolis appears almost as a straight line. As of the year 2000, the region supported 49.6 million people, about 17% of the U.S. population on less than 2% of the nation's land area, with a population density of 931.3 people per square mile, compared to the U.S. average of 80.5 per square mile.

The PA-NJ-DE-MD Metropolitan Statistical Area and its CSA is the sixth-largest metropolitan area in the United States and is located towards the southern end of the Northeast megalopolis.

## THE MID-ATLANTIC

The Northeast Corridor (NEC), an electrified railway line, and Interstate 95 link an almost continuous sprawl of suburbs and large and small cities, forming the Mid-Atlantic portion of the Northeast megalopolis. The Mid-Atlantic region often includes New York, New Jersey, Pennsylvania, Delaware, Maryland, Washington, D.C., and sometimes Virginia and West Virginia.

Prominent cities include New York City, the most populous city in the United States, Philadelphia, the economic and cultural center of the Delaware Valley, Baltimore, which has been dubbed "a city of neighborhoods", and Washington, D.C., the capital of the United States. Other notable cities include Annapolis, Atlantic City, Buffalo, Pittsburgh and Rochester.

The Mid-Atlantic as a cultural region is largely a blending of the best of the cultural regions it borders: New England, the Midwest, the South, and the Canadian provinces of Ontario and Québec. Accordingly, individual states and especially cities have strong individual identities and locals are more likely to identify with a major subregion like the New York City tri-state area, the D.C. metropolitan area, rural Pennsylvania, Downstate New Jersey, etc., than to identify with the Mid-Atlantic as a whole.

Because of the Mid-Atlantic region's significance and large urban centers that draw not only upon the regional populations, but across the nation as well, there is a higher population density. Three of the nation's top ten metropolitan areas are located here: New York, Philadelphia, and Washington, D.C., spaced apart from each other by only about one and a half hour drives. These metro areas consist of immense urban sprawl radiating out from the city centers, covering a significant fraction of the region's land area. Their huge populations ensure that the roads remain congested, beaches well attended, and paths well-beaten.



## CECIL COUNTY, MD

Cecil County is the northernmost county of Maryland's Eastern Shore, located 50 miles south of Philadelphia, Pennsylvania and 50 miles northeast of Baltimore, Maryland. The county comprises a total land area of approximately 346 square miles. Cecil County is primarily rural, with denser development around the county seat of Elkton and along Route 40 (Pulaski Hwy). The county is bisected east-to-west by Interstate 95, (John F. Kennedy Memorial Highway), a major artery for traffic between the Baltimore-Washington area to the southwest and the Philadelphia and New York/New Jersey regions to the northeast. Cecil County's transportation system is excellent, with rail service via CSX and Norfolk Southern Railroad, MARC commuter line, and the Raintree Airpark, just south of Elkton. As of the 2010 census, Cecil County's estimated population is 101,108, with a civilian labor force estimated to be 64,715.



## Major Employers 2014

Employer	Employment	Employer	Employment
W.L. Gore & Associates	2,387	McDonald's	240
Perry Point PA Medical Center	1,500	Sandy Cove Ministries	231
Union Hospital / Affinity Health System	1,236	C&S Wholesale Grocers	224
IKEA	580	Warwick Mushroom Farms	209
Cecil College	521	Kenneth O. Lester / PFG	205
Walmart	500	Calvert Manor Healthcare Center	200
ATK	464	Moon Nurseries	200
Penn National Gaming / Hollywood Casino	405	Restoration Hardware	200
Terumo Medical Products	342	YMCA of Cecil County	200
Terumo Cardiovascular Systems	297	Bayside Comm. Network	190
Burris Logistics	250	Upper Bay Counseling	185

## ELKTON, MD

The town of Elkton is the county seat, having a population of 15,675 and comprising a total land area of 8.6 square miles. Sitting at the northern headwaters of the Chesapeake Bay, Elkton maintains the comforts, charm and atmosphere of a small town with all the advantages of larger cities such as Baltimore, MD (55 miles south) and Philadelphia, PA (55 miles north).





# DEMOGRAPHICS

CECIL COUNTY



	5 min.	10 min.	15 min.	
Population	14,348	47,128	141,854	104,141
No. Households	5,233	17,337	50,742	38,083
Avg. HH Income	\$77,913	\$86,755	\$83,140	\$79,982
Daytime Employees	8,367	27,500	58,756	34,513

24% GREEN ACRES

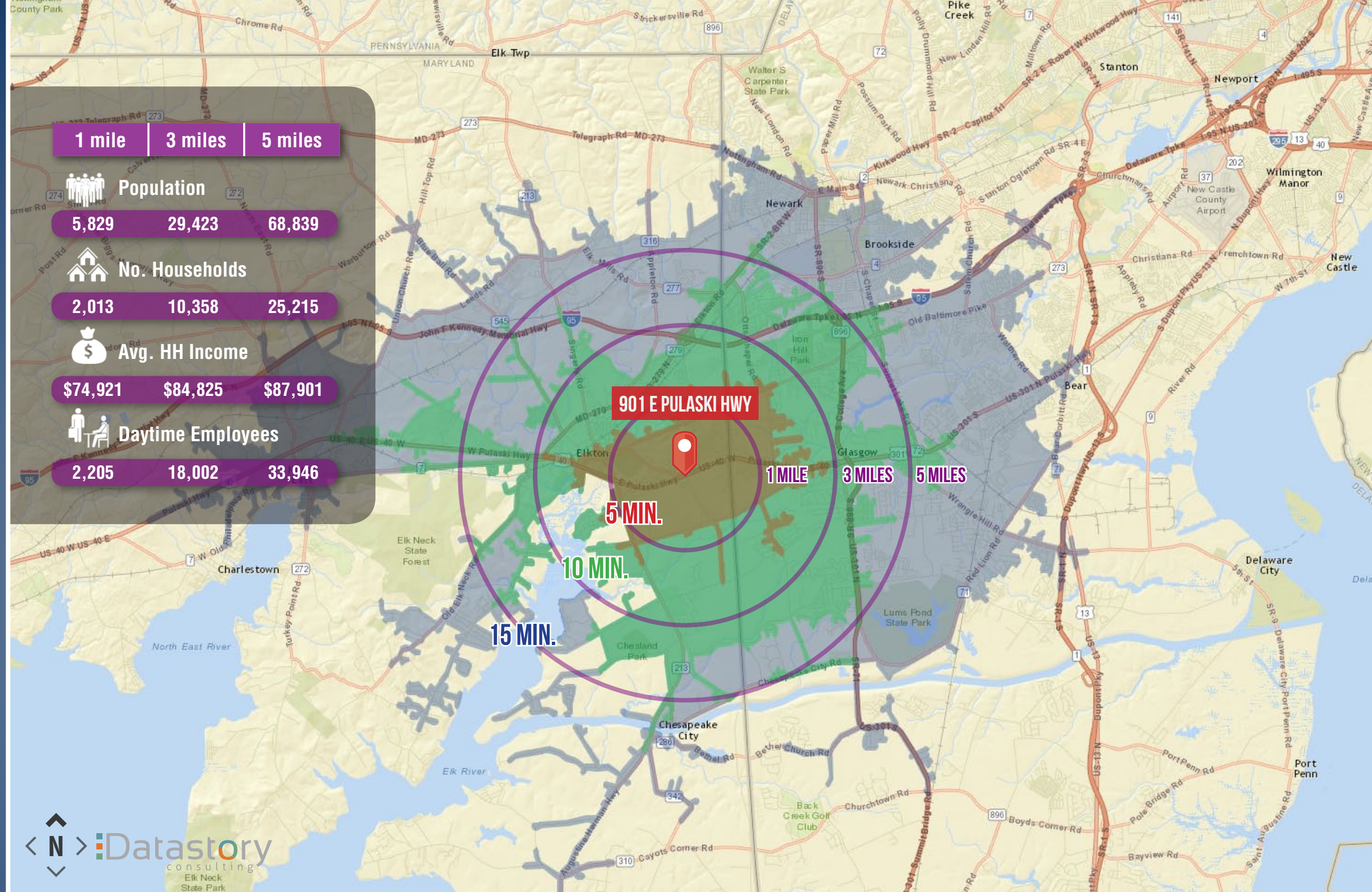
7% PARKS AND REC

11% BRIGHT YOUNG PROFESSIONALS

8% MIDDLEBURG

7% THE GREAT OUTDOORS

10% SOCCER MOMS



## DOMINANT LIFESTYLES CECIL COUNTY, MD

Tapestry helps you understand your customers' lifestyle choices, what they buy, and how they spend their free time. Tapestry classifies US residential neighborhoods into 67 unique segments based on demographic and socioeconomic characteristics.



### 24% Green Acres

Average HH Size: 2.69  
Median Age: 43.0  
Median HH Income: \$72,000

A blend of country living and self-reliance, residents maintain and remodel their homes, garden, and enjoy camping, hunting, fishing, motorcycling and hiking. They are cautious consumers with a focus on quality & durability



### 11% Bright Young Professionals

Average HH Size: 2.40  
Median Age: 32.2  
Median HH Income: \$50,000

These young, educated, working professionals are physically active and up on the latest technology. They get most of their information from the Internet, and concern about the environment impacts their purchasing decisions.



### 10% Soccer Moms

Average HH Size: 2.96  
Median Age: 36.6  
Median HH Income: \$84,000

Life in this suburban wilderness offsets the hectic pace of two working parents with growing children. This affluent market favors time-saving devices, banking online or housekeeping services, and family-oriented pursuits.





## LIMITING CONDITIONS:

This sales offering has been prepared by MacKenzie Commercial Real Estate Services, LLC, and has been reviewed by the Seller. It contains select information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may desire. All financial projections are provided for general reference purposes only and are based on assumptions relating to the general economy, competition, and other factors which, therefore, are subject to material change or variation. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this sales offering, certain documents are described in summary form and do not purport to be complete nor necessarily accurate descriptions of the full agreements involved; nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

This sales offering is subject to prior placement, errors, omissions, changes, or withdrawal without notice and does not constitute a recommendation, endorsement, or advice as to the value of the Property by MacKenzie Commercial Real Estate Services, LLC, or the Seller. Each prospective purchaser is to rely upon its own investigation, evaluation, and judgment as to the advisability of purchasing the Property described herein.

Seller and MacKenzie Commercial Real Estate Services, LLC expressly reserve the right, in their sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or terminate discussions with any party at any time with or without notice. Seller shall have no legal commitment or obligation to any purchaser reviewing this sales offering or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, and any conditions to Seller's obligations thereunder have been satisfied or waived. MacKenzie Commercial Real Estate Services, LLC is not authorized to make any representations or agreements on behalf of Seller.

This sales offering is the property of MacKenzie Commercial Real Estate Services, LLC, and may be used only by parties approved by MacKenzie Commercial Real Estate Services, LLC. The Property is privately offered, and by accepting this sales offering, the party in possession hereof agrees (i) to return it to MacKenzie Commercial Real Estate Services, LLC and (ii) that this sales offering and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this sales offering may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of MacKenzie Commercial Real Estate Services, LLC and Seller.

For more than 45 years, MacKenzie has been providing commercial real estate services in the State of Maryland and the Mid-Atlantic region. MacKenzie's expertise and trademark multi-disciplined approach allows us to create insightful strategies for each client, large and small, and implement these strategies with seamless precision. Our collaborative corporate structure and the diverse qualifications of our associates, which includes attorneys, CPAs, developers, bankers, appraisers, and marketing professionals, provides a broad array of skill sets to draw from when preparing strategic initiatives for our clients and their properties.

Founded in 1968 as a development firm, MacKenzie is comprised today of seven firms that provide clients a competitive, full service platform of offerings in leasing, sales, investment sales, tenant and landlord advisory services, corporate and business consulting, commercial and residential development, general construction, property and asset management, debt and equity capital placement, and market research.

With more than 150 employees, MacKenzie is one of the largest, non-affiliated full service commercial real estate firms in the Mid-Atlantic. In 2013, MacKenzie completed more than 760 lease and sale transactions, totaling more than 4.3 million square feet, and valued at more than \$375 million. MacKenzie is headquartered in Lutherville, Maryland and has branch offices in Baltimore City (Downtown), Maple Lawn, Annapolis, and Bel Air, MD.

## CONTACT:

**Chris Walsh**  
Vice President

☎ 410.494.4857 ✉ [cwalsh@mackenziecommercial.com](mailto:cwalsh@mackenziecommercial.com)

**Tom Mottley**  
Vice President

☎ 410.879.1900 ✉ [tmottley@mackenziecommercial.com](mailto:tmottley@mackenziecommercial.com)

**Mike Gioioso**  
Real Estate Advisor

☎ 410.494.4866 ✉ [mgioioso@mackenziecommercial.com](mailto:mgioioso@mackenziecommercial.com)



**BALTIMORE**

MacKenzie Commercial Real Estate Services, LLC

**LUTHERVILLE**

• 410-821-8585

**ANNAPOLIS**

• 2328 W Joppa Road, Suite 200 | Lutherville-Timonium, MD 21093

**BEL AIR**

• [www.MACKENZIECOMMERCIAL.com](http://www.MACKENZIECOMMERCIAL.com)

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