Most Notable Transactions in 2018

PROPERTIES SOLD

7710 Beth-Bath Pike
Submarket: Bath
Square Feet: 21,000
Property Type: Industrial/Flex
Agent: Mike Adams

157 Commerce Park Drive
Submarket: Bethlehem
Acres: 28.58
Property Type: Commercial Land
Agent: Jay Haines

185 S Third Street
Submarket: Easton
Property Type: 4 Story Hotel + 2 Acres of Land
Agent: Sarah Finney-Miller

Taylor Commons
Submarket: Taylor
Square Feet: 60,000 ±
Property Type: Retail
Agent: Sarah Finney-Miller

PROPERTIES LEASED

2600 Milford Square Pike
Submarket: Milford Township
Square Feet: 41,480
Property Type: Industrial/Flex
Agent: Mike Adams

200 Cascade Drive
Submarket: Allentown
Square Feet: 75,400
Property Type: Industrial/Flex
Agent: Mike Adams

Riverside Business Center
Submarket: Whitehall
Square Feet: 2 Leases - 70,125 total
Property Type: Industrial/Flex
Agent: Mike Adams

4799 Hanoverville Road
Submarket: Bethlehem
Square Feet: 21,000
Property Type: Industrial/Flex
Agent: Frank T. Smith, CCIM, CPM

New Listings Highlight

AVAILABLE PROPERTIES FOR SALE AND/OR LEASE

1602 S 4th Street
Submarket: Allentown
Property Type: Retail/Gas Station/Automotive Repair Shop
Sale/Lease: Sale
Agent: Jay Haines

1126 Trexlertown Road
Submarket: Breinigsville
Square Feet: 2,636
Property Type: Commercial/Office
Sale/Lease: Lease
Agent: Mark Magasich

MacArthur Road Office Plaza
Submarket: Whitehall
Square Feet: 742 & 942 (can be combined)
Property Type: Office
Sale/Lease: Lease
Agent: Sarah Finney-Miller

2650 Milford Square Pike
Submarket: Milford Township
Square Feet: 53,700
Property Type: Industrial/Flex
Sale/Lease: Lease
Agent: Mike Adams
## 2018 Lehigh Valley Report

### Office

**Availability Report**
- Existing RBA*: 28,984,744 SF
- Leased: 25,187,743 SF
- Leased Percentage: 86.9%
- Available: 3,736,194 SF
- Available Percentage: 13.1%

**Rental Rate Report**
- Office Range: $8.17-$28.33/YR
- Office Average: $19.11/YR

### Industrial

**Availability Report**
- Existing RBA*: 125,802,793 SF
- Leased: 119,261,048 SF
- Leased Percentage: 94.8%
- Available: 6,541,745 SF
- Available Percentage: 5.2%

**Direct Net Rental Rate Report**
- Industrial Range: $4.90-$8.50/YR
- Industrial Average: $5.15/YR

### Retail

**Availability Report**
- Existing RBA*: 49,081,132 SF
- Leased: 44,811,074 SF
- Leased Percentage: 91.3%
- Available: 4,270,055 SF
- Available Percentage: 8.7%

**Direct Net Rental Rate Report**
- Retail Range: $6.50-$26.15/YR
- Retail Average: $14.33/YR

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* RBA: Rentable Building Area

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Lehigh Valley Overview

The Lehigh Valley is located in eastern Pennsylvania and is comprised of Lehigh, Northampton, Monroe and Carbon Counties. The third largest in the state, this region is well situated, just 95 miles to New York City and 53 miles north of Philadelphia and offers all of the amenities and more as its large urban neighbors.

Several factors make the Lehigh Valley an excellent location for business and industry. This region’s growth is fueled by 11 institutions of higher learning and its nationally recognized health care facilities.

Due to its excellent highway infrastructure, rail service and the presence of an International airport, the Lehigh Valley market remains an attractive one to importers, exporters, manufacturers and high-tech companies. Developers are enticed to this area because of its abundant vacant land and favorable taxes.

An enterprising and diversified economy has led to higher income jobs, a growing and thriving population, along with tremendous commercial and industrial growth in this region. Some of the world’s top companies call this area their home – Air Products and Chemicals, Inc; B. Braun Medical, Inc; Crayola and Olympus America – just to name a few.

Lehigh Valley Overview

Q4 At A Glance

OVERALL TRENDS

Vacancy Rate  Net Absorption  Construction  Asking Rents

About Us

Operating as the Greater Lehigh Valley’s largest locally owned commercial real estate company, NAI Summit has been combining the industry’s best real estate practices with our relationship-oriented philosophy to meet client business goals. Our mission is to provide the highest quality by adding value to our client’s assets and real estate needs through expert analysis, in–depth market knowledge and personalized service.

Serving the Lehigh Valley and surrounding areas since 1982. Local market experts... global reach.

NAI Summit  By The Numbers

40+ Professionals

36+ Years Experience

$23 million+ in sales this past year

5 million+ SF of managed properties

1 team focused on your real estate needs