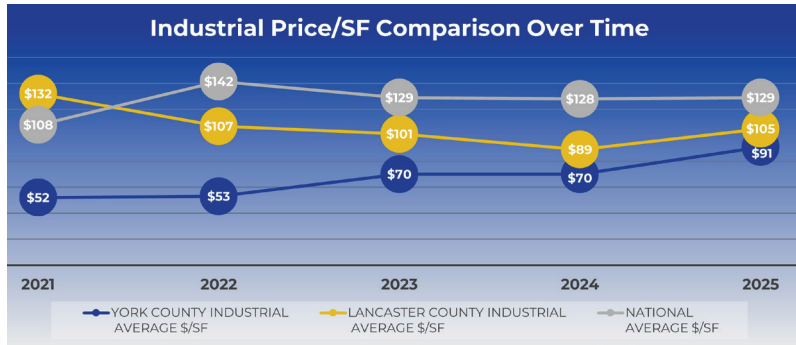


MID-QUARTER INSIGHTS

Team PA released their 2025 Pennsylvania Energy, Data Centers, and Artificial Intelligence Roadmap in September. The non-partisan, non-profit organization focuses on cross-sector collaboration to drive economic growth for the Commonwealth. Their new six-goal plan includes improvements to the power grid, modernizing the manufacturing sector, and enhancing the Commonwealth's existing skilled labor force.



* National average price/SF from historic CommercialEdge industrial reports

Beginning with the e-commerce boom, recent AI-driven demand and development projects have placed upward pressure on industrial property values in York County, which saw an increase in sale price/SF of 75% from 2021-2025. While Lancaster County reflects an opposing trend over time, within the last year the average price/SF increased 30%. This uptick follows recent announcements of various local projects receiving development-focused funding from the Commonwealth to promote economic growth and infrastructure.

FAQ | PROPERTY MANAGEMENT

Can property managers save landlords money?

Yes. Property managers optimize property performance with timely and accurate services including vendor oversight, dynamic financial reporting, bid solicitation and service contract review. These customized solutions address the actual needs and costs of a property and ensure efficient, ongoing occupancy, saving owners time and money.

How are property managers paid?

Property management fees are often covered in the CAM expenses paid by the tenants, making property management virtually free to the landlord. They may also be allocated either based on a percentage of total rent collected or an agreed fixed fee.

Beyond managing day-to-day building and grounds maintenance, how are property managers beneficial?

ROCK property managers are communicators. They maintain consistent communication with owners to ensure their strategic objectives are achieved, including periodic property visits and inspections. They manage the property as if it were their own.

ROCK property managers build relationships with tenants and their businesses to better understand their needs and goals. This focus on communication and relationship building creates opportunity for tenants to thrive and grow, which in-turn benefits the landlord with tenant satisfaction and retention.

ROCK TALK

Featuring
Kevin Hodge, CCIM, Brokerage Advisor



Q York and Lancaster Counties have undergone substantial real estate growth and transformation over the past five years. As a seasoned professional with community ties, which upcoming development opportunities or market trends do you find most promising for these communities? Which do you believe holds the greatest potential for investors?

KEVIN HODGE "The hot item right now is data centers whether they are new sites or redevelopment of obsolete properties like the former LSC Communications plants. The other area is the redevelopment of older office properties and multi-story buildings primarily into residential.

For investors, there is a significant amount of capital in search of return and in the past 5+ years our market has been 'discovered' by more outside investors. So, the best opportunities are ones that have an oddity to them, or non-obvious upside opportunity, that doesn't fit the cookie cutter investment criteria of out of market investors."