

For Sale | For Ground Lease

# Mixed-Use Development

To Be Built

## Mixed-Use Development

Beaglin Park Drive  
Salisbury, Maryland 21801

### Property Highlights

- Development Opportunity in Salisbury, MD
- Mixed-Use Commercial Center
- Pad Sites and Potential Build to Suit
- Adjacent Planned Residential Community (165+ Single-Family and Townhome Units)

### Property Description

A mixed-use development opportunity located on Beaglin Park Drive in Salisbury, Maryland. Adjacent to a planned 165+ unit residential community ("*Builder 100*" *Top 5 homebuilder*), this to-be-built commercial center is prime for a variety of uses including retail, professional office, medical, multifamily, hospitality, convenience store and/or restaurants.

The property is situated less than a quarter mile from Route 50, the highway connecting eastbound traffic to Ocean City, the capital of Maryland tourism. With average daily traffic counts (ADT) of nearly 40,000 cars, Route 50 brings a steady stream of year-round traffic within very close proximity of the subject property.

Pad sites are available for sale and/or ground lease with potential for build-to-suit leasing. A minimum of 2-acres or 2,000 SF is required. Conceptual site plans have been completed and are available in addition to development consultancy.

### OFFERING SUMMARY

<b>Sale Price</b>	\$400,000 per Acre
<b>Ground Lease Rate</b>	Negotiable
<b>Total Lot Size</b>	24.0 Acres
<b>Minimum Pad Site</b>	2.0 Acres

### DEMOGRAPHICS

<b>Stats</b>	<b>Population</b>	<b>Avg. HH Income</b>
<b>1 Mile</b>	4,299	\$56,630
<b>5 Miles</b>	65,846	\$58,436
<b>10 Miles</b>	112,427	\$64,426

For more information

**Chris Davis**

O: 410 543 5115  
chris@naicoastal.com

**Meredith Mears**

O: 410 543 5115  
merry@naicoastal.com

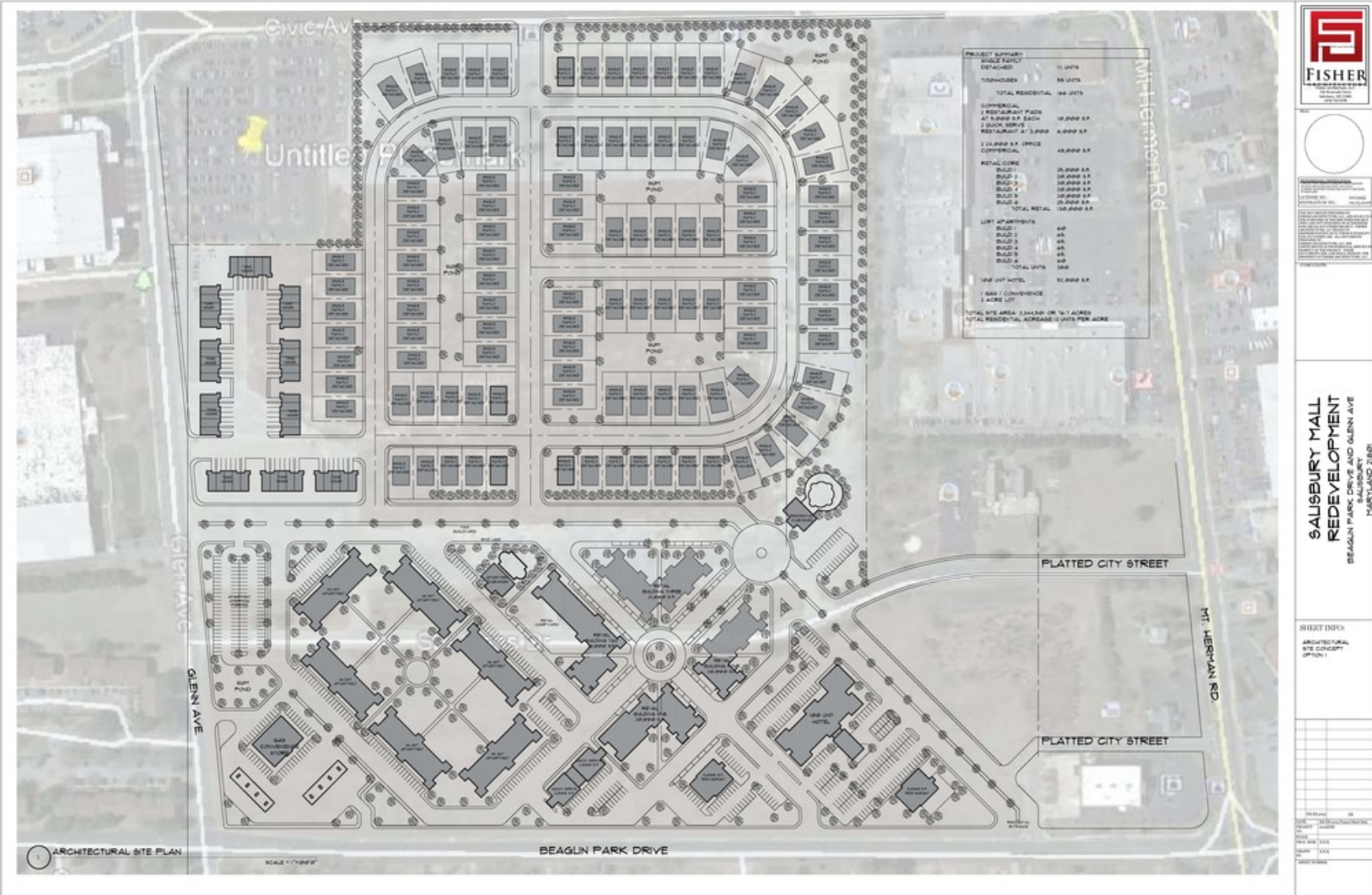
**Tori Brown**

O: 410 543 5115  
tori@naicoastal.com

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**FISHER**  
ARCHITECTURAL  
1000 W. MARKET STREET, SUITE 101  
SALISBURY, MD 21801  
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WWW.FISHERARCHITECT.COM

**SALISBURY MALL REDEVELOPMENT**  
BEAGLIN PARK DRIVE AND GLEN AVE  
SALISBURY, MARYLAND 21801

**SHEET INFO:**  
ARCHITECTURAL  
SITE CONCEPT  
OPTION 1

NO.	DATE	DESCRIPTION
1	10/1/2014	ISSUED FOR PERMIT
2	10/1/2014	ISSUED FOR PERMIT
3	10/1/2014	ISSUED FOR PERMIT
4	10/1/2014	ISSUED FOR PERMIT
5	10/1/2014	ISSUED FOR PERMIT
6	10/1/2014	ISSUED FOR PERMIT
7	10/1/2014	ISSUED FOR PERMIT
8	10/1/2014	ISSUED FOR PERMIT
9	10/1/2014	ISSUED FOR PERMIT
10	10/1/2014	ISSUED FOR PERMIT

Conceptual Site Plan

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Residential Development  
Total Units: 166

Commercial Mixed-Use  
Subject Property



Residential and Mixed-Use Commercial Development



150 West Market Street, Suite 101  
Salisbury, MD 21801  
410 543 5115 tel  
[naicoastal.com](http://naicoastal.com)

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# Mixed-Use Development

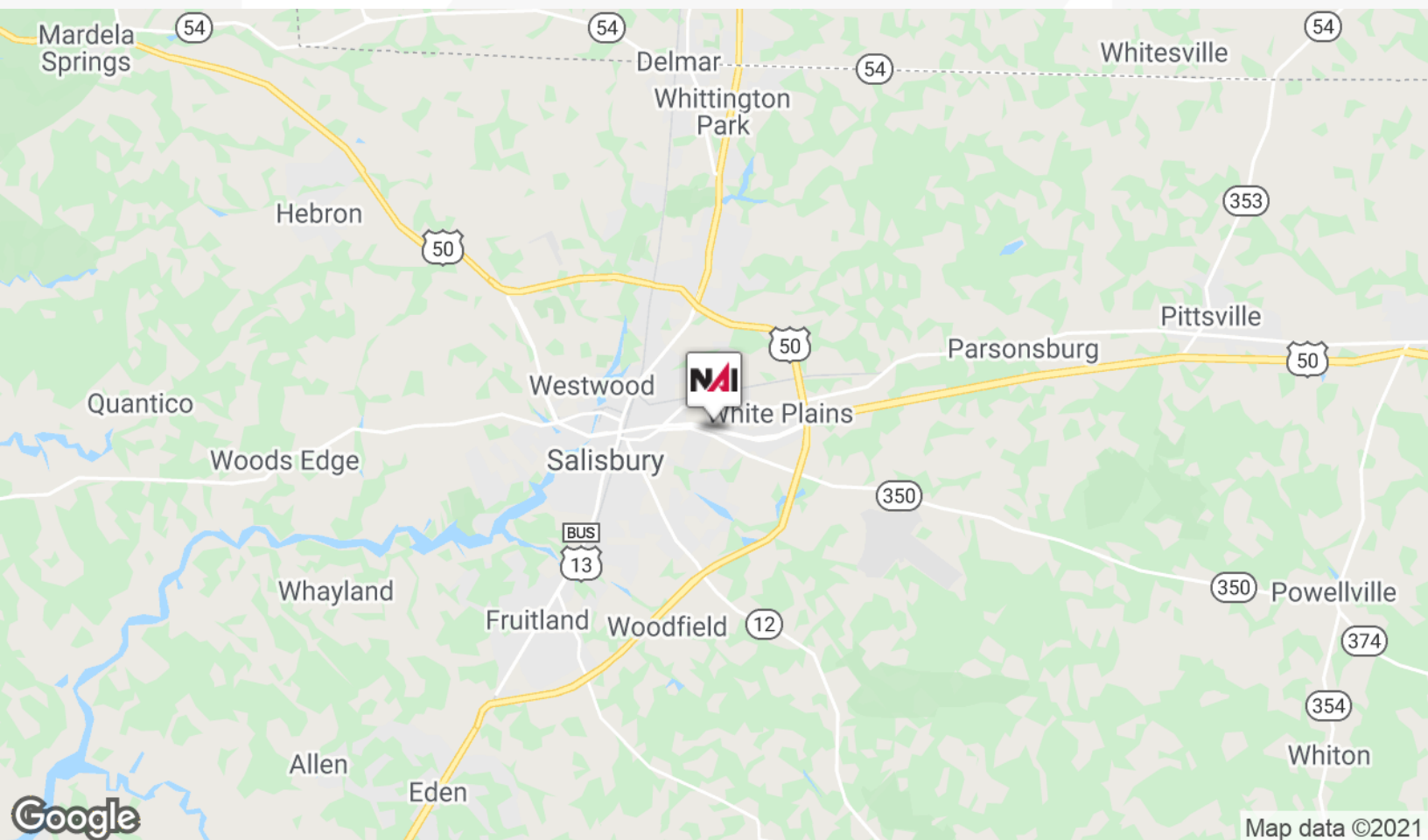
To Be Built



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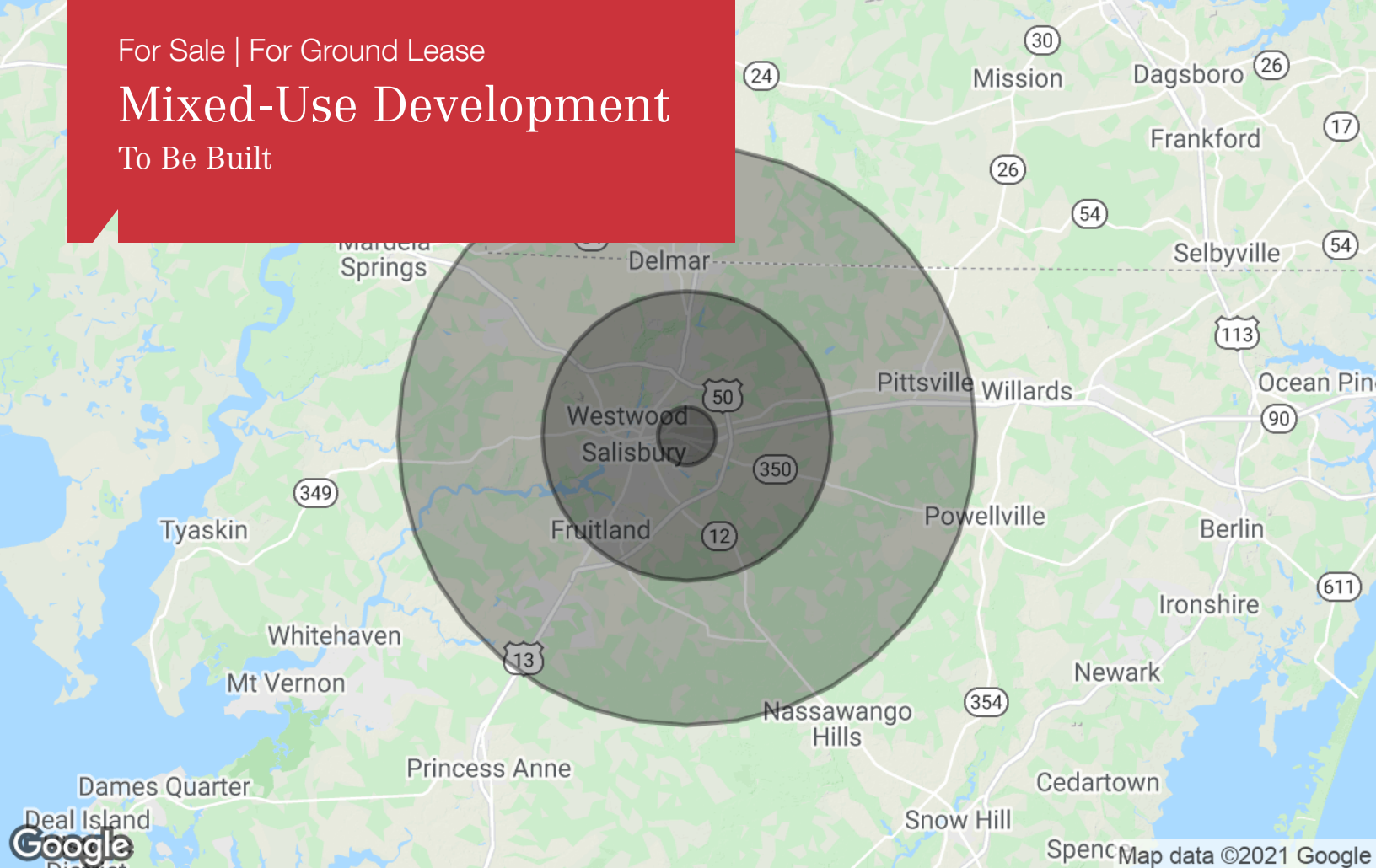
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## Population

	1 Mile	5 Miles	10 Miles
TOTAL POPULATION	4,299	65,846	112,427
MEDIAN AGE	39.2	33.2	34.7
MEDIAN AGE (MALE)	35.3	31.5	33.2
MEDIAN AGE (FEMALE)	41.9	34.2	35.7

## Households & Income

	1 Mile	5 Miles	10 Miles
TOTAL HOUSEHOLDS	1,801	25,051	41,685
# OF PERSONS PER HH	2.4	2.6	2.7
AVERAGE HH INCOME	\$56,630	\$58,436	\$64,426
AVERAGE HOUSE VALUE	\$202,854	\$199,981	\$214,702

## Race

	1 Mile	5 Miles	10 Miles
% WHITE	68.4%	63.5%	68.0%
% BLACK	24.7%	30.9%	27.0%
% ASIAN	2.7%	2.6%	2.6%
% HAWAIIAN	0.0%	0.0%	0.0%
% INDIAN	0.0%	0.4%	0.5%
% OTHER	4.2%	2.5%	1.8%

## Ethnicity

	1 Mile	5 Miles	10 Miles
% HISPANIC	8.1%	5.1%	4.2%

\* Demographic data derived from 2010 US Census

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## Chris Davis

Principal | Broker

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443.523.4539 cell

chris@naicoastal.com

### Education

Davis is a graduate of The University of Nevada Las Vegas with a degree in Marketing.

### Professional Background

Chris Davis is a Principal with NAI Coastal. Davis is a licensed Real Estate Broker in Maryland, Delaware and Florida who specializes in the sale of income producing investment properties in the self storage, hospitality and industrial fields. Davis' primary market is the Delmarva region beginning east of the Chesapeake Bay and extending across Maryland, Delaware and Virginia to the Atlantic Ocean; however, he is knowledgeable in the Northeastern Florida market as well.

With over 25 years of experience in the commercial real estate business, Davis has brokered over \$800 million in volume. Before co-founding NAI Coastal in 2019, Davis brokered deals under the Long & Foster and SVN commercial platforms. He has served on national self storage and hospitality product councils and was ranked in SVN International Corporation's top ten advisors earning him the prestigious Partner's Circle designation in 2015.

Over the course of his career, Davis spearheaded various developmental projects and owned Davis Properties, Inc. and Davis Development Company. Together these entities developed, owned and managed commercial properties such as: business/office parks, climate controlled self storage facilities, warehouse/manufacturing buildings, shopping centers, age restricted retirement communities and a large wedding and hospitality venue.

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## Meredith Mears

Principal | Advisor

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merry@naicoastal.com

### Memberships & Affiliations

Leadership Maryland  
Board of Directors  
Lifetime Member

Maryland Capital Enterprises  
Board of Directors

Atlantic General Hospital  
Foundation Member

Top 100 Women in Maryland  
Daily Record, 2020

### Education

Salisbury University  
B.S. Business Administration  
Concentration: Marketing  
2001

### Professional Background

Meredith Mears is widely known as a business, economic development and commercial real estate professional. For more than 20 years, Mears has successfully led companies, governments and communities through change, solidifying her position as a heavily experienced, trusted and reputable resource.

Mears presents her clients with a distinctive combination of skill, resources and relationships, thereby creating results that drive businesses and communities forward.

As a strategic leadership and project specific consultant that works with both public and private sectors, Mears has worked with Counties and statewide agencies, as well as small and large companies operating across the globe.

As a licensed commercial real estate Advisor, Mears has closed large-scale corporate tenant leases for government properties as well as multi-million dollar investment property transactions. Her real estate affiliation has collectively brokered over 400 commercial real estate transactions, and has participated in a sales volume exceeding \$500 million in brokerage and development deals.

Mears remains very active in her community, serving on the Boards of Leadership Maryland, Atlantic General Hospital and Maryland Capital Enterprises. In 2020, she was named a Top 100 Woman in the state of Maryland by The Daily Record for her contributions in business, community and mentoring. Mears is a graduate of Salisbury University and lives in Salisbury, Maryland with her husband, Jon and son, Gabe.

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## Tori Brown

Director of Marketing and Operations | Advisor

410.543.5115 tel  
240.205.4490 cell  
tori@naicoastal.com

### Education

Brown is a graduate of West Virginia University with a degree in Strategic Communications and Marketing.

### Professional Background

Tori Brown is the Director of Marketing at Gillis Gilkerson, a regional leader in commercial construction and real estate development. She is also the Director of Marketing and Operations, and a Licensed Commercial Real Estate Advisor at NAI Coastal, the Delmarva Peninsula affiliate of NAI Global.

Tori demonstrates dynamic strength in marketing and business operations as she utilizes her background in strategic marketing and communications to help guide both Gillis Gilkerson and NAI Coastal towards growth. For both firms, she leads all marketing and public relations efforts, specializing in content creation, graphic design and copywriting. She is responsible for establishing, maintaining and building the individual brands in ways that increase recognition and emphasize their respective roles within the community.

Since her start in the industry, Tori has consistently played an active role in brokerage transactions while observing and gaining experience in investment analysis, deal flow management, and real estate development. This experience serves as the foundation of her operational role within NAI Coastal which encompasses everything from transaction coordination to organizational growth planning.

Throughout the course of her career, Tori has served on multiple boards and committees pertaining to event planning, community involvement and strategic marketing. Tori is a graduate of West Virginia University and lives in Salisbury, Maryland with her Golden Retriever, Kip.