

# Executive Summary



## SALE OVERVIEW

**SALE PRICE:** \$35,000 - 95,000 / Acre

**LOT SIZE:** Varies [See Pg. 2]

**APN #:** 28/18/264

**ZONING:** PPD

**MARKET:** Eastern Shore MD

**SUB MARKET:** Salisbury

**CROSS STREETS:** W. Naylor Mill Road & West Road

## PROPERTY DESCRIPTION

Westwood Commerce Park is Salisbury's newest business location. Featuring over 250 acres, Finished lots with full utilities available. Raw, unfinished lots also available.

Parcels in Phases 4 & 5 were included in the original planned development district of Westwood but has not yet been developed. These parcels offer excellent access and visibility at a tremendous price reduction. Enterprise zone tax credits available at only \$35,000-\$45,000 per acre. Will consider subdivision. Multi-use PDD zoning code.

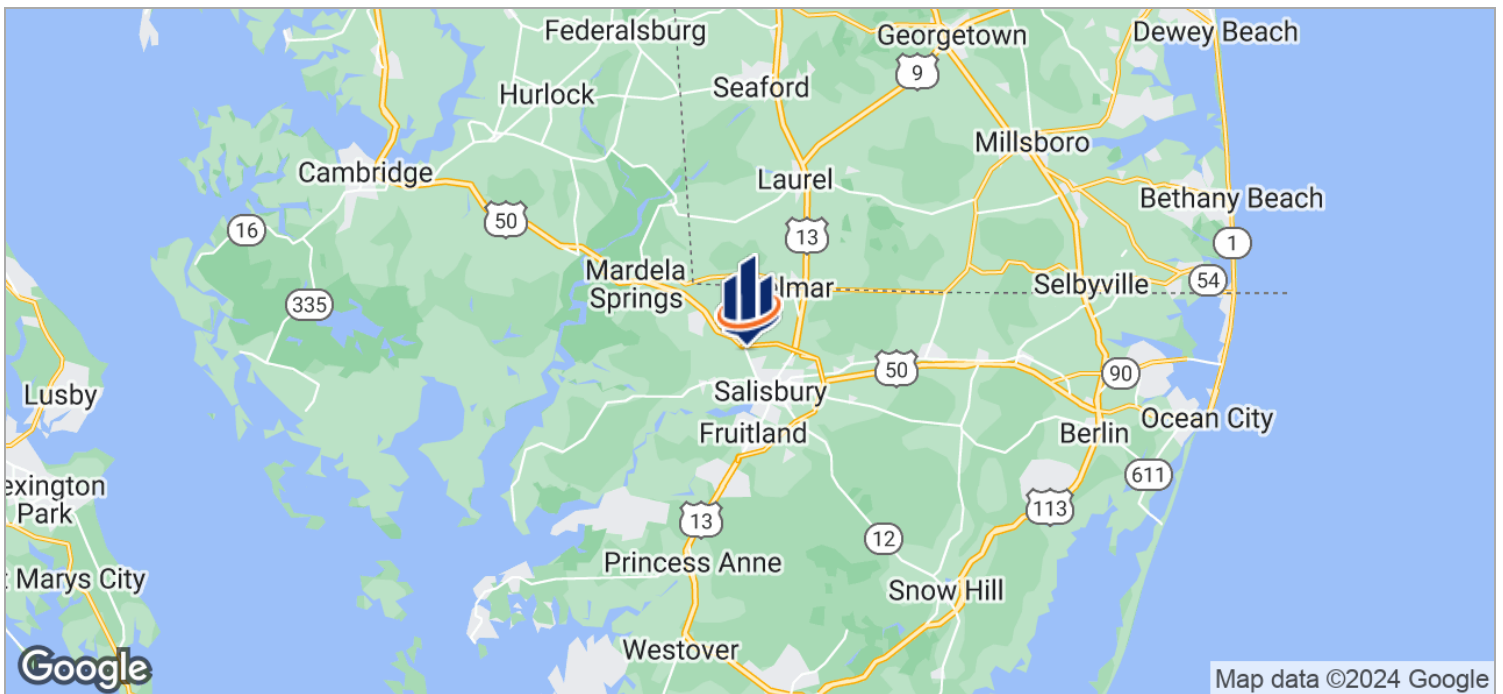
Visit [www.westwoodcommercepark.com](http://www.westwoodcommercepark.com) for additional information.

## Westwood Commerce Park – Lot Availability & Pricing (2023)

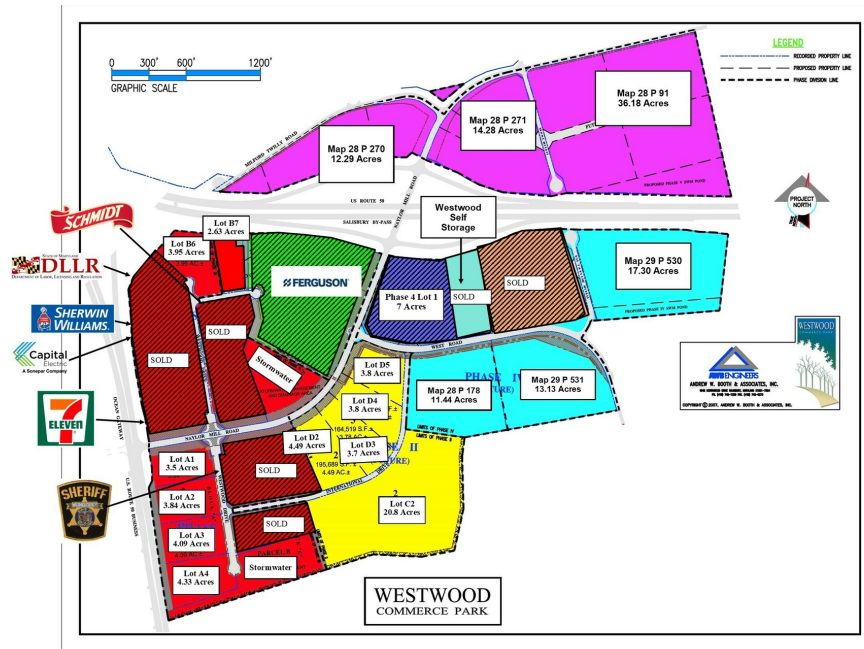
Lot #	Lot Size (acre)	Lot Price Per Acre	Lot Total Price
A1 Pending	3.5	\$95,000	\$332,500
A2 Pending	3.84	\$95,000	\$364,800
A3 Pending	4.09	\$95,000	\$388,550
A4 Pending	4.33	\$95,000	\$411,350
B6	3.95	\$75,000	\$296,250
B7	2.63	\$75,000	\$197,250
C2	20.8	\$45,000	\$936,000
D2	4.5	\$69,000	\$310,500
D3	3.7	\$69,000	\$255,300
D4	3.8	\$69,000	\$262,200
D5	3.8	\$69,000	\$262,200
Map 29 P 530 Off Market	17.30	\$45,000	\$778,500
Map 29 P 531	13.13	\$40,000	\$525,200
Map 28 P 178	11.44	\$40,000	\$457,600
Map 28 P 271	14.28	\$30,000	\$428,400
Map 28 P 91 Off Market	36.18	\$30,000	\$1,085,400



# Location Maps

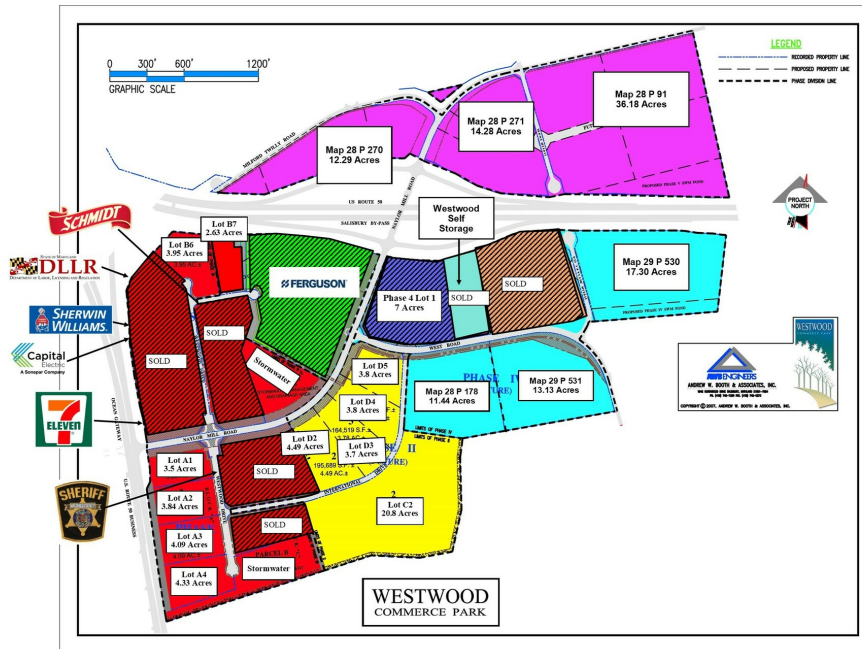


# Land Lots



Lot #	Size [AC]	Price/Acre	Sale Price	Status
A1	3.5	\$95,000	\$95,000 / Acre	Pending
A2	3.84	\$95,000	\$95,000 / Acre	Pending
A3	4.09	\$95,000	\$95,000 / Acre	Pending
A4	4.33	\$95,000	\$95,000 / Acre	Pending
B1	3.34	\$95,000	\$95,000 / Acre	Sold
B6	3.95	\$75,000	\$75,000 / Acre	Available
B7	2.63	\$75,000	\$75,000 / Acre	Available
C2	20.8	\$45,000	\$45,000 / Acre	Available
C3	11.75	\$45,000	\$45,000 / Acre	Available
D2	4.5	\$69,000	\$69,000 / Acre	Available
D3	3.7	\$69,000	\$69,000 / Acre	Available
D4	3.7	\$69,000	\$69,000 / Acre	Available

# Land Lots



Lot #	Size [AC]	Price/Acre	Sale Price	Status
D5	3.8	\$69,000	\$69,000 / Acre	Available
Map 29 P 530	17.3	\$45,000	\$45,000 / Acre	Off Market
Map 29 P 531	13.13	\$40,000	\$40,000 / Acre	Available
Map 28 P 178	11.44	\$40,000	\$40,000 / Acre	Available
Map 28 P 270	12.29	\$30,000	\$30,000 / Acre	Sold
Map 28 P 271	11.44	\$30,000	\$30,000 / Acre	Available
Map 28 P 91	36.18	\$30,000	\$30,000 / Acre	Off Market





# Overview





# Additional Photos

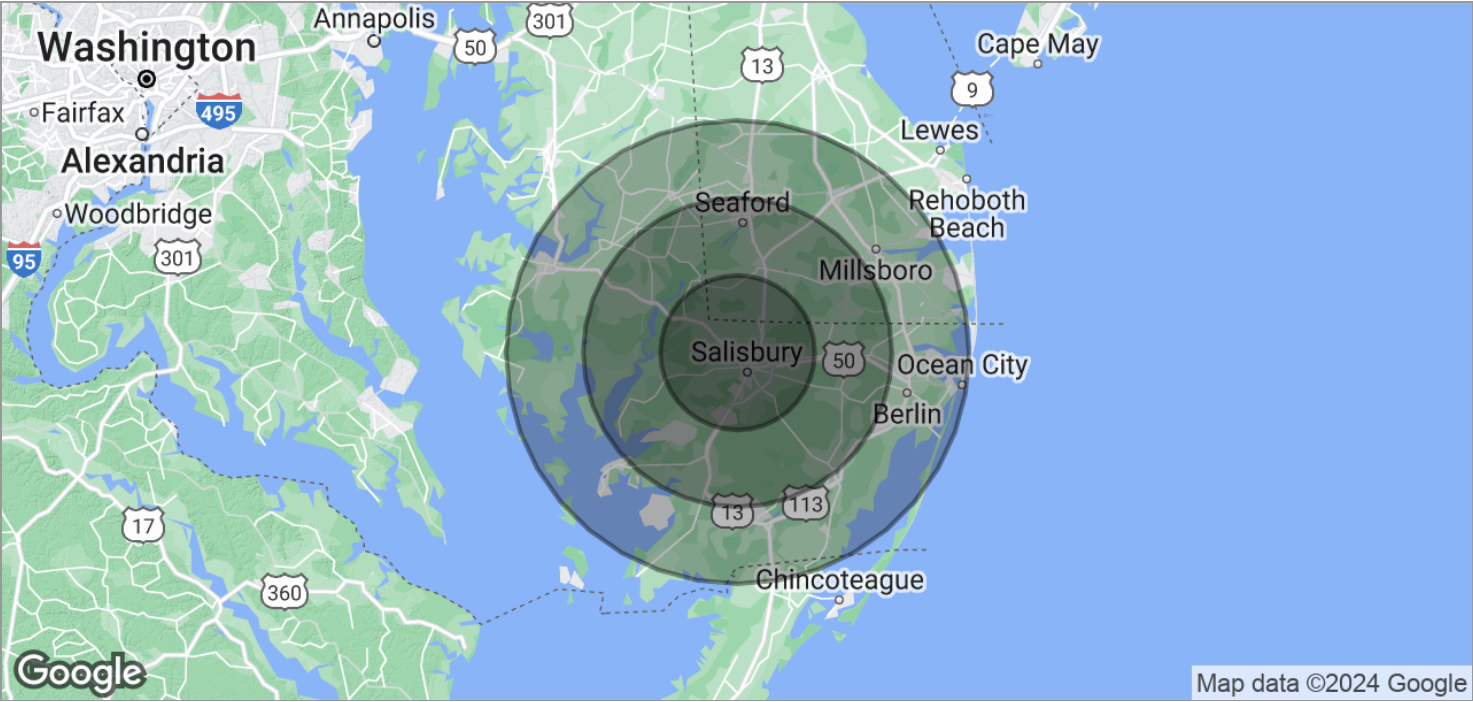




# Additional Photos



# Demographics Map



POPULATION	10 MILES	20 MILES	30 MILES
TOTAL POPULATION	103,453	181,923	356,141
MEDIAN AGE	37.5	38.9	43.0
MEDIAN AGE (MALE)	36.8	38.1	42.1
MEDIAN AGE (FEMALE)	38.2	40.0	44.0

HOUSEHOLDS & INCOME	10 MILES	20 MILES	30 MILES
TOTAL HOUSEHOLDS	42,551	74,373	175,206
# OF PERSONS PER HH	2.4	2.4	2.0
AVERAGE HH INCOME	\$68,110	\$65,467	\$60,655
AVERAGE HOUSE VALUE	\$174,133	\$181,954	\$216,391



# Brief Economic Facts

## WICOMICO COUNTY, MARYLAND

With its strategic location along the East Coast and situated at the crossroads of Maryland's Lower Eastern Shore, Wicomico County serves as a hub for commerce, industry, health care, education and transportation. Situated halfway between the Atlantic Ocean and the Chesapeake Bay, cultural, recreational and civic amenities add to the lure of Wicomico, offering citizens a lifestyle second to none.

Wicomico is the number one agricultural producing county in Maryland, and ranks fourth in broiler chicken production. Popular crops include corn, soybeans, wheat and vegetables. In addition to agriculture and poultry, health care, educational sectors, and a diverse industrial base offer stability and a firm foundation for Wicomico's economy. Jubilant Cadista Pharmaceuticals recently announced the addition of 200 new jobs associated with the expansion of its Salisbury headquarters and manufacturing facility.



Wicomico County's private sector industries generate \$4.5 billion in economic output. Major employers are Chesapeake Shipbuilding, Delmarva Power, Jubilant Cadista Pharmaceuticals, K&L Microwave, Peninsula Regional Medical Center, Perdue Farms, Salisbury University and Tishcon.

Wicomico County has a 5,223-acre State Enterprise Zone in Salisbury and a 129-acre zone in Fruitland.

### LOCATION

Driving distance from Salisbury:	Miles	Kilometers
Atlanta, Georgia	692	1,114
Baltimore, Maryland	102	165
Boston, Massachusetts	430	692
Chicago, Illinois	793	1,276
New York, New York	219	353
Philadelphia, Pennsylvania	131	210
Pittsburg, Pennsylvania	324	521
Richmond, Virginia	212	341
Washington, DC	114	183

### CLIMATE AND GEOGRAPHY<sup>1</sup>

Yearly Precipitation (inches)	45.2
Yearly Snowfall (inches)	6
Summer Temperature (°F)	76.1
Winter Temperature (°F)	38.7
Days Below Freezing	76
Land Area (square miles)	379.1
Water area (square miles)	14.4
Shoreline (miles)	361
Elevation (ft)	sea level to 73

### POPULATION<sup>2,3</sup>

	Wicomico County Households	Wicomico County Population	Lower Eastern Shore*	Maryland
2010	37,225	98,733	197,980	5,773,552
2020	39,075	103,990	213,699	6,055,802
2030**	43,925	111,220	223,470	6,254,500

\*Somerset, Wicomico and Worcester counties

\*\*Projections

Selected places population (2010): Salisbury 30,343; Fruitland 4,866; Delmar 3,003; Pittsville 1,417; Hebron 1,084

### POPULATION DISTRIBUTION<sup>2,3</sup> (2020)

Age	Number	Percent
Under 5yrs	6,262	6.1%
5 - 19 yrs	21,575	20.9%
20 - 44 yrs	34,042	33.1%
45 - 64 yrs	25,058	24.3%
65 and over	16,285	15.9%
Total	103,222	100.0
Median Age		36 Years

# Brief Economic Facts WICOMICO COUNTY, MARYLAND

## LABOR AVAILABILITY<sup>3,4,5</sup> (BY PLACE OF RESIDENCE)

Civilian Labor Force (2021 avg.)	County	Labor Mkt. Area*
Total civilian labor force	49,998	224,744
Employment	46,932	211,809
Unemployment	3,066	12,935
Unemployment rate	6.1%	5.8%
Residents commuting outside the county to work (2016-2020)	Number 7,881	Percent 17.7%

### Employment in selected occupations (2016-2020)

Management, business, science and arts	16,886	34.0%
Service	10,835	21.8%
Sales and office	10,925	22.0%
Production, transp. and material moving	6,296	12.7%

\*Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties

## MAJOR EMPLOYERS<sup>6,7</sup> (2020-2021)

Employer	Product/Service	Employment
Peninsula Regional Medical Center	Medical services	3300
Salisbury University	Higher education	1800
Perdue Farms	HQ / poultry processing	1600
Walmart / Sam's Club	Consumer goods	850
Wor-Wic Community College	Higher education	700
Jubilant Cadista Pharmaceuticals	Generic pharmaceutical preparations	450
Food Lion	Groceries	379
Genesis HealthCare / Salisbury Rehabilitation and Nursing Center	Nursing care	340
SHORE UP!	Community development & social services	300
Piedmont Airlines / American Airlines	HQ / airline	300
Delmarva Power	Energy products & services	300
K&L Microwave	Electronics assembly	290
Pohanka of Salisbury	Car dealers	270
Bosco's	Consumer goods	253
Dove Pointe	Services for persons with disabilities	250
Three Lower Counties Community	Social Services	246
Credit Plus	Credit reporting services	220
Deer's Head Hospital Center	Medical services	211
Harkins Concrete Construction	Construction	200
Tishcon	Vitamins	180

Excludes post offices, state and local governments, national retail and national foodservice

## EMPLOYMENT<sup>4</sup> (2020)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	28	324	0.76	\$1,181
State Government	13	2,593	6.07	1,015
Local Government	47	4,617	10.81	946
Private Sector	2,499	35,179	82.36	921
Natural resources and mining	25	272	0.64	939
Construction	282	2,277	5.33	1,031
Manufacturing	93	2,911	6.82	911
Trade, Transportation, and utilities	578	9,018	21.11	838
Information	21	436	1.02	1,257
Financial activities	260	1,483	3.47	1,137
Professional and business services	413	4,229	9.90	1,199
Education and health services	336	9,483	22.20	1,046
Leisure and hospitality	246	3,698	8.66	376
Other Services	238	1,370	3.21	708
Total	2,587	42,714	100.00	931

Includes civilian employment only

## HOURLY WAGE RATES<sup>4</sup> (2021)

Selected Occupations	Median	Entry	Skilled
Accountants	\$30.60	\$21.63	\$40.57
Assemblers and Fabricators	\$14.24	\$12.02	\$18.04
Bookkeeping/accounting clerks	\$18.48	\$14.57	\$23.03
Computer hardware engineers	\$43.52	\$27.60	\$49.56
Computer user support specialists	\$23.16	\$17.56	\$28.21
Customer service representatives	\$14.66	\$12.71	\$18.92
Electrical engineers	\$38.96	\$31.85	\$55.23
Freight, stock and material movers	\$14.29	\$12.29	\$17.29
Industrial truck operators	\$17.48	\$14.28	\$21.31
Information security analyst	\$43.13	\$29.72	\$62.84
Inspectors, testers, sorters	\$18.04	\$13.56	\$23.38
Machinists	\$23.54	\$16.39	\$26.93
Maintenance workers, machinery	\$18.10	\$13.39	\$24.77
Network support specialists	\$37.18	\$27.29	\$49.23
Packaging/filling machine operators	\$14.24	\$11.80	\$16.86
Packers and packagers hand	\$12.86	\$11.76	\$14.86
Secretaries	\$17.87	\$13.60	\$21.41
Shipping/receiving clerks	\$14.41	\$12.73	\$18.48
Stock clerks and order fillers	\$14.29	\$11.95	\$16.03

Wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester counties) and may vary by industry, employer and locality



# Brief Economic Facts WICOMICO COUNTY, MARYLAND

## SCHOOLS AND COLLEGES<sup>3,8</sup>

### Educational Attainment - age 25 & over (2016-2020)

High school graduate or higher	87.7%
Bachelor's degree or higher	29.8%

### Public Schools

Number: 16 elementary; 5 middle/comb.; 3 high
Enrollment: 14,664
Cost per pupil: \$16,208
Students per teacher: 12.5
High school career / tech enrollment: 1,747
High school graduates: 879

### Nonpublic Schools Number: 15

Higher Education (2020)	Enrollment	Degrees
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#### 2-year institution

Wor-Wic Community College	2,705	529
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#### 4-year institutions

Salisbury University	8,124	2,200
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The University of Maryland Eastern Shore is located in neighboring Somerset County, and the recently accredited University of Maryland Center for Environmental Science is based in Dorchester County.

## TAX RATES<sup>9</sup>

	Wicomico County	Maryland
<b>Corporate Income Tax (2022)</b>	none	8.25%

Base – federal taxable income

<b>Personal Income Tax (2022)</b>	3.20%	2.0-5.75%
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Base – federal adjusted gross income

\*Graduated rate peaking at 5.75% on taxable income over \$300,000

<b>Sales &amp; Use Tax (2022)</b>	none	6.0%
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Exempt – sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale

<b>Real Property Tax (FY 22)</b>	\$0.9195	\$0.1120
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Effective rate per \$100 of assessed value

In addition to this rate, there are some miscellaneous taxes and/ or special taxing areas in the county; in an incorporated area, a municipal rate may also apply

<b>Business Personal Prop. Tax (FY 22)</b>	\$2.1715	none
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Rate per \$100 of depreciated value

Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory In an incorporated area, a municipal rate may also apply; municipal exemptions may be available

### Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, New Jobs, Biotechnology and Cybersecurity Investment, A&E District

## INCOME<sup>3</sup> (2016-2020)

Distribution	Percent Households		
	Wicomico County	Maryland	U.S.
Under \$25,000	19.6%	12.80%	18.40%
\$25,000 - \$49,999	22.9%	15.40%	20.60%
\$50,000 - \$74,999	19.0%	15.20%	17.20%
\$75,000 - \$99,999	12.7%	13.00%	12.80%
\$100,000 - \$149,999	14.8%	19.30%	15.60%
\$150,000 - \$199,999	6.9%	10.80%	7.10%
\$200,000 and over	4.1%	13.40%	8.30%
Median household	\$60,366	\$87,063	\$64,994
Average household	\$76,564	\$114,236	\$91,547
Per Capita	\$29,049	\$43,352	\$35,384
Total income (millions)	\$2,920	\$254,806	\$11,201,162

## HOUSING<sup>3,10</sup>

Occupied Units 2016-2020 38,142 (58.7% owner occupied)

### Housing Transactions

Units Sold	1,565
Median Selling Price	\$217,000

\*All multiple listed properties excludes auctions and FSBO

## BUSINESS AND INDUSTRIAL PROPERTY<sup>6</sup>

Industrial sites in the county range from one to 300 acres.

**Northwood Industrial Park** in the Salisbury area has a total of 350 acres with 50 acres available.

**Air Business Center (ABC)** has sites with direct runway access for air-related business uses. Long-term land leases are available.

**Fruitland Industrial Park** has a total of 110 acres with municipal services and rail access.

**Westwood Commerce Park**, at the intersection of U.S. Route 50 and the Salisbury Bypass, offers 260 acres served by Salisbury city water and sewer, as well as natural gas and high speed voice and data lines.

Market Profile Data (2019)	Low	High	Average
<b>Land – cost per acre</b>			
Industrial	\$17,000	\$125,000	\$40,000
Office	\$22,000	\$250,000	\$60,000
<b>Rental Rates – per square foot</b>			
Warehouse / Industrial	\$2.00	\$7.00	\$4.50
Flex / R&D / Technology	\$5.00	\$14.00	\$9.50
Class A Office	\$6.50	\$15.00	\$11.00

# Brief Economic Facts WICOMICO COUNTY, MARYLAND

## TRANSPORTATION

**Highways:** U.S. 13 and U.S. 50 Rail: Norfolk Southern Railway

**Truck:** More than 70 local and long-distance trucking establishments are located on the Lower Eastern Shore

**Water:** Wicomico River, 14 ft. channel at Salisbury; Port of Salisbury is the second largest in Maryland; also served by the Port of Baltimore, 50' channel; a leading U.S. automobile and break-bulk port; seven public terminals including the state-of-the-art Intermodal Container Transfer Facility

**Air:** The Salisbury-Ocean City Wicomico Regional Airport, 4.5 miles east of Salisbury, offers runway lengths of 5000' and 6400', a full instrument landing service (ILS), aviation fuel, charter service, and an industrial park with runway access; commercial passenger service provided by American Airlines to Philadelphia and Charlotte; airport is home to numerous corporate clients, a small business incubator and a FedEx distribution center; UPS has a regional distribution center in Salisbury

## RECREATION AND CULTURE

**Parks and Recreation:** Five state parks provide camping and natural beauty; other activities include swimming, fishing—including deep sea fishing—boating, golfing, skeet, trap and silhouette shooting, hiking, biking, canoeing, bird watching, and country and yacht club activities.

**Sports:** Collegiate athletic events, tennis and professional golf tournaments; horse racing (trotting) at Ocean Downs; a Hunt Club/Pony Club; Wicomico County is home to the Delmarva Shorebirds, a Class A minor league affiliate of the Baltimore Orioles.

**Cultural:** Summer band, big band, and rock music concerts; national country western shows; the Salisbury Symphony; dinner theater plays; a Council of Arts serves the area, as does the largest civic center on the Delmarva Peninsula.

**Arts & Entertainment District:** Salisbury.

**Attractions:** Ward Museum of Wildfowl Art, antique auto clubs and shows, and a first-class zoo.

**Events:** Salisbury Festival, Pork in the Park, Autumn Wine Festival, Good Beer Festival celebrating craft beers, World Wildfowl Carving Show, and tours of historic homes.

## UTILITIES

**Electricity:** Delmarva Power and Choptank Electric Cooperative, Inc.; customers of investor-owned utilities and major cooperatives may choose their electric supplier

**Gas:** Natural gas supplied by Chesapeake Utilities Corporation; customers may choose their gas supplier

**Water:** Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown and Willards

**Sewer:** Municipal systems in Delmar, Fruitland, Hebron, Pittsville, Salisbury, Sharptown, Willards and Air Business Center

**Telecommunications:** Predominant local carrier - Verizon Maryland; long distance carriers - AT&T, Verizon, Sprint Nextel and others; AT&T, Verizon and Sprint PoPs are located in Salisbury

## GOVERNMENT

**County Seat:** Salisbury

**Government:** County executive; seven council members (two elected at large and five from districts) for four-year terms; charter form of government allows for the separation of the executive from the legislative branch; lawmaking powers are vested in an elected legislative body

John Psota, County Executive 410.548.4801

John T. Cannon President, County Council 410.548.4696

**Website:** [www.wicomicocounty.org](http://www.wicomicocounty.org)

**County Bond Rating:** AA+ (S&P); Aa2 (Moody's); AA (Fitch)

**Salisbury-Wicomico Economic Development, Inc.**

David Ryan, Executive Director

One Plaza East, Suite 501

P. O. Box 4700 Salisbury, Maryland 21803

Telephone: 410.749.1251

Email: [info@swed.org](mailto:info@swed.org)

[www.swed.org](http://www.swed.org)

### Sources:

1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey

2 American Community Survey

3 U.S. Bureau of the Census

4 Maryland Department of Labor, Office of Workforce Information and Performance

5 U.S. Bureau of Labor Statistics

6 Salisbury-Wicomico Economic Development, Inc.

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties



# Advisor Bio & Contact



## John McClellan, CCIM, SIOR

Senior Advisor

SVN | Miller Commercial Real Estate

John McClellan, CCIM, SIOR serves as a Senior Advisor for SVN/Miller Commercial Real Estate specializing in the sale and lease of office, industrial, and retail property on the Eastern shore of Maryland and Delaware. McClellan brings 35 years of commercial real estate experience and has secured well over 4,000 transactions, resulting in a career brokerage volume in excess of \$500 million.

McClellan has successfully brokered retail, office, and industrial properties for sale and lease. These include a \$9.6 million sale of Gateway Crossing, a \$2.75 million sale of the Standard Register plant, and \$2.2 million industrial lease with Grayling Industries.

Past clients and customers include Pepsi Cola, Field Container, Perdue Farms, UPS, Delmarva Power, Gannett Newspapers, Advance Auto, CVS, 84 Lumber, Chick-Fil-A, The General Services Administration, and many others.

He is past President of the Salisbury Area Chamber of Commerce and presently serves on the advisory board for M&T Bank.

McClellan is a 1984 graduate of Penn State University with a BS in Accounting. He was co founder and operator of SubRunners (sub delivery) from 1986 - 2003.

He holds the prestigious CCIM and SIOR designations.

### Memberships & Affiliations

Society of Industrial and Office Realtors (SIOR) - only 3,100 industrial and office real estate broker are recognized as SIOR designees

Commercial Investment Member (CCIM)

Lower Shore Advisory Board for M&T Bank

Salisbury Area Chamber of Commerce

Peninsula Commercial Alliance - Past President

Phone: 410.543.2428

Fax: 410.543.1439

Cell: 410.430.9964

Email: [john.mcclellan@svn.com](mailto:john.mcclellan@svn.com)

Address: 206 E. Main Street

Salisbury, MD 21801

# Advisor Bio & Contact



## Kelly Jeter

Advisor

SVN | Miller Commercial Real Estate

Kelly has a background in retail sales and management with an emphasis in fashion merchandising. She transitioned into real estate in the middle of 2016 when she joined The McClellan Team at SVN-Miller. Kelly started as John's assistant and became a licensed real estate agent in 2017. From there she has transitioned into an Advisory role as she has brokered numerous commercial sales and leases over the past 3 years.

Kelly is now pursuing her CCIM designation and is in the process of taking her classes with the CCIM Institute and working towards the production threshold.

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Cell: 443.758.7170

Email: [kelly.jeter@svn.com](mailto:kelly.jeter@svn.com)

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Salisbury, MD 21801



# DISCLAIMER

WESTWOOD COMMERCE PARK | 4.09 ACRES | SALISBURY, MD

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To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

