

# LAND FOR SALE

10440 Buchanan Trail E | Waynesboro, PA 17268

## Land Investment Opportunity

Offering Memorandum

*C (General Commercial) | ±94,090 SF | ±2.16 AC | Additional Parcel Available*



# Exclusively Listed By



**Connor Flood**

Associate

**(551) 309-2585**

[connor.flood@matthews.com](mailto:connor.flood@matthews.com)

License No. 2566093 (NJ)



**Edward DeSimone**

FVP & Director

**(310) 919-5696**

[edward.desimone@matthews.com](mailto:edward.desimone@matthews.com)

License No. 10401386411 (NY)

**Kyle Matthews**

Broker of Record

Broker Lic. No.: RM423998 (PA)

Firm Lic. No.: RB068831 (PA)

# MATTHEWS™





 **Hooverville Elementary School**  
±325 Students

*whitehall farm*  
GARDENS

 **Sunburst Gardens Apartments**  
±100 Units

± 19,300 VPD

16

**Subject**

Old Mill Rd

# PARCEL MAP



## PARCEL KEY

- Subject parcel — ±2.16 AC
- Additional seller parcel — ±0.65 AC
- Seller-occupied office parcel — ±0.81 AC. Seller would consider for the right offer

Site not yet subdivided. Front ±2.16 AC offered as marketed. Additional ±0.65 AC seller parcel available separately or in combination. Seller would consider including the ±0.81 AC office parcel for the right offer — total assemblage ±3.62 AC. Contact broker for detail.

# INVESTMENT HIGHLIGHTS

## Property Highlights

- **±2.16 Acres (94,090 SF) of C — General Commercial zoned land.** APNs 23-Q12-100 & 23-Q12-100A
- **Additional Seller Parcel Available** — The ±0.65 AC parcel set back from Buchanan Trail East is also available for purchase, separately or in combination with the subject parcel. The seller would consider including the adjacent ±0.81 AC seller-occupied office parcel for the right offer, bringing the full assemblage to ±3.62 acres
- **Flexible Configuration** — The overall site has not been subdivided. A buyer may acquire the front ±2.16 acres as marketed, add either or both rear parcels, or purchase the entire ±3.62-acre assemblage. Any configuration is available separately or together — contact broker for pricing and additional detail.
- **Prime Frontage & Visibility** — Nearly 400 feet along Buchanan Trail East (PA Route 16) with a hard corner at Iroquois Trail.
- **High-Traffic Corridor** — PA Route 16 carries over ±16,000 VPD directly past the site, the primary east-west commercial artery through the Waynesboro/Washington Township region and the corridor with the highest traffic volumes in the region.
- **Positioned Between Two Retail Nodes** — Wayne Heights to the west (Wayne Heights Mall — Tractor Supply Co., Aldi, Dollar Tree, Rite Aid, Hardee's, with Martin's Food, CVS, McDonald's, Advance Auto Parts and AutoZone in the immediate corridor) and Rouzerville Commons approximately one mile east, anchored by Walmart Supercenter with Lowe's and Sheetz adjacent.



# INVESTMENT HIGHLIGHTS

## Property Highlights

- **Broad Use Flexibility** — Ideal for QSR, convenience, automotive, medical office, or multi-tenant retail development on a corridor with limited quality infill inventory.
- **Strong Trade Area Demographics** — 24,100 residents within 3 miles and 33,894 within 5 miles, with average household income of \$101,178 within 1 mile, well above the regional average.
- **Regional Connectivity** — 25 minutes to Hagerstown, MD and 30 minutes to Chambersburg, with direct access to I-81 via Route 16 west through Greencastle and connections to US Route 15 in Adams County and Maryland Route 15.
- **Proximity to Employment** — Minutes from downtown Waynesboro and the WellSpan Waynesboro Hospital campus, one of the area's largest employment centers.
- **Public Utilities in Place** — Public water and sewer serve the PA Route 16 corridor through the Washington Township Municipal Authority, whose wastewater is treated at a 1.85 MGD facility.
- **Planned Growth Corridor, Reduced Entitlement Risk** — The Waynesboro/Washington Township Joint Comprehensive Plan identifies Route 16 as the region's main economic growth corridor and specifically directs larger-scale commercial and office uses to Route 16 locations in the Township. The subject sits between Wayne Heights and Rouzerville, both named growth areas, where commercial development and public infrastructure are planned for.



**10440 Buchanan Trail E,**  
Waynesboro, PA 17268

|                     |           |
|---------------------|-----------|
| Land Price Per Acre | \$300,000 |
| Land Valuation      | \$648,000 |
| Price PSF           | \$6.91    |

**Property Summary**

|                     |                             |
|---------------------|-----------------------------|
| Property Address    | 10440 Buchanan Trail E      |
| City                | Waynesboro                  |
| State               | PA                          |
| Zip                 | 17268                       |
| Land Area (SF)      | ±94,090 SF                  |
| Land Area (AC)      | ±2.16 AC                    |
| Zoning              | C (General Commercial)      |
| Property Type       | Land                        |
| APN(s)              | 23-Q12-100 &<br>23-Q12-100A |
| Traffic Count (VPD) | ±19,300                     |
| Frontage (FT)       | ±376 FT                     |



# Waynesboro, PA

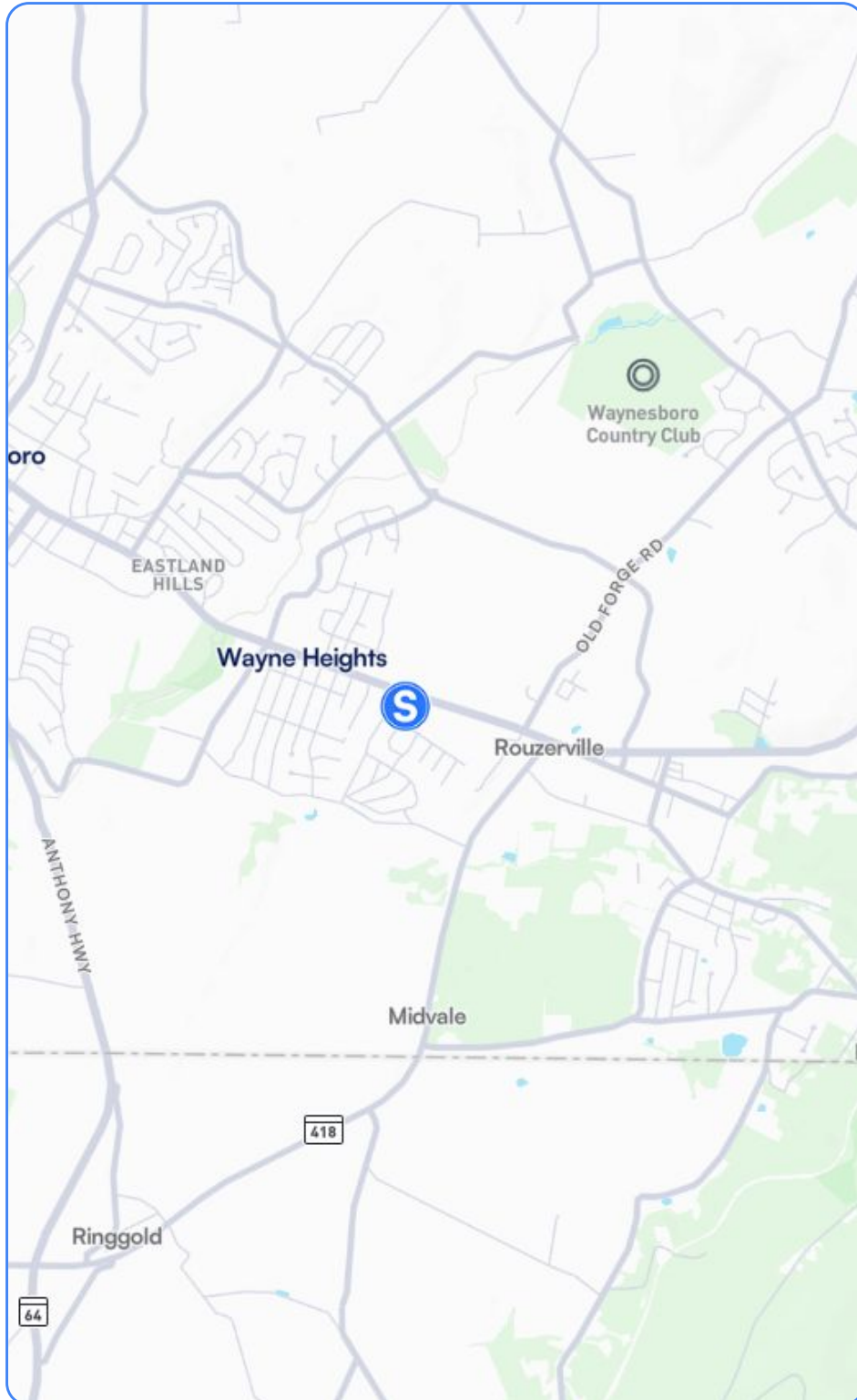


## Local Market Overview

Waynesboro anchors the southeastern portion of Franklin County near the Pennsylvania–Maryland border, offering businesses access to a growing residential base and the broader Chambersburg–Waynesboro market. The borough has approximately 11,200 residents, while the surrounding metropolitan area exceeds 157,000 residents. Waynesboro's median household income approaches \$67,000, and the community benefits from convenient regional connections to Chambersburg, Hagerstown and the I-81 corridor. The combination of attainable housing, established neighborhoods and proximity to major employment centers supports a stable consumer base for retailers and service-oriented businesses.

The Buchanan Trail corridor serves as one of the area's principal commercial routes, linking downtown Waynesboro with Washington Township and regional highway connections to the west. Retail demand is supported by health care, manufacturing, transportation and warehousing employment, while Franklin County's substantial logistics and manufacturing base broadens the daytime population. Continued transportation investment, including improvements along I-81 and new roadway infrastructure in Washington Township, strengthens the corridor's long-term accessibility and commercial development potential.

| Population                 | 1-Mile    | 3-Mile   | 5-Mile   |
|----------------------------|-----------|----------|----------|
| 2020 Population            | 3,168     | 22,885   | 31,902   |
| 2025 Population            | 3,177     | 24,100   | 33,894   |
| 2030 Population Projection | 3,224     | 24,713   | 34,834   |
| Households                 | 1-Mile    | 3-Mile   | 5-Mile   |
| 2020 Households            | 1,327     | 9,592    | 13,158   |
| 2025 Households            | 1,326     | 10,073   | 13,941   |
| 2030 Household Projection  | 1,346     | 10,328   | 14,326   |
| Income                     | 1-Mile    | 3-Mile   | 5-Mile   |
| Average Household Income   | \$101,178 | \$90,904 | \$91,153 |



## Local Market Overview

Waynesboro is positioned in southeastern Franklin County near the Pennsylvania–Maryland border, providing convenient access to Chambersburg, Hagerstown and the broader I-81 corridor. The community combines an established residential base with expanding commercial activity along key routes such as Buchanan Trail, where retailers and service providers can capture demand from both local households and surrounding communities. Waynesboro also benefits from its proximity to employment centers throughout Franklin County and Washington County, Maryland, supporting consistent commuter and consumer traffic. A comparatively affordable cost of living, access to regional recreation and established schools and community amenities contribute to the area’s residential appeal. These characteristics, paired with regional connectivity and a diverse employment base, support continued demand for retail, dining, health care and everyday service uses throughout the Waynesboro market.

## Economic Drivers

Waynesboro benefits from its position within a broader regional economy supported by manufacturing, health care, logistics, distribution and public-sector employment. Franklin County’s location along the I-81 corridor provides businesses with efficient access to major Mid-Atlantic markets, while nearby Hagerstown expands the available labor pool and connects the area to additional transportation and employment infrastructure. Manufacturing remains an important component of the local economy, complemented by major health care providers, distribution facilities and Letterkenny Army Depot in the greater Franklin County area. Continued investment in transportation infrastructure and commercial development further strengthens regional accessibility and supports long-term business activity. For Waynesboro, this diversified economic foundation generates employment and consumer spending from multiple industries rather than dependence on a single sector, providing a stable backdrop for commercial growth and investment.

# MATTHEWS™

## Exclusively Listed By



### Connor Flood

Associate

**(551) 309-2585**

**connor.flood@matthews.com**

License No. 2566093 (NJ)



### Edward DeSimone

FVP & Director

**(310) 919-5696**

**Edward.DeSimone@matthews.com**

License No. 10401386411 (NY)

**Kyle Matthews | Broker of Record | Broker Lic. No.: RM423998 (PA) | Firm Lic. No.: RB068831 (PA)**

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 10440 Buchanan Trail E., Waynesboro, PA, 17268 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

**Net Lease Disclaimer** – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.