



OFFERING MEMORANDUM

# 401 S Springfield Rd Clifton Heights PA 19018

401 South Springfield Road  
Clifton Heights, PA 19018

## John Knisely

Real Estate Agent

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**\$550K**  
PRICE

**7.14%**  
CAP RATE

**\$39,285**  
NOI

## Keller Williams Real Estate

1400 N Providence Rd Bldg II  
Suite 1000, Media, PA 19063

610-565-1995

<https://kellerwilliamsmedia.com/>

Lic# RB066179

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## PRESENTED BY



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# Executive Summary

401 South Springfield Road  
Clifton Heights, PA 19018


401 S Springfield Road presents a rare opportunity to acquire a mixed-use investment property in the heart of Clifton Heights, Delaware County. The building consists of 5 total units, including 2 established commercial spaces at street level and 3 residential apartments on the upper floors, creating a diversified income stream with both stability and upside potential.

The commercial component is anchored by a long-standing hair salon and an auto detailing and vehicle wrap business, providing consistent tenancy and strong visibility along the heavily traveled Springfield Road corridor. Above the commercial spaces are three residential units consisting of an occupied two-bedroom apartment (Unit 1A), a recently renovated one-bedroom apartment (Unit 1B) featuring a brand-new kitchen and modern updates, and a spacious third-floor two-bedroom apartment (Unit 2B) that offers significant value-add potential through future renovation.

The property currently generates approximately \$6,090 per month in gross rental income, including projected rent for the newly renovated Unit 1B. Through continued lease optimization and renovation of Unit 2B, ownership has identified a clear path to increasing income, with pro forma rents projected between \$6,850 and \$7,200 per month.

This asset offers investors an attractive combination of in-place cash flow, diversified tenancy, and achievable upside through strategic improvements. With strong rental demand in Delaware County and limited mixed-use inventory available for purchase, 401 S Springfield Road represents an excellent opportunity for both seasoned investors and owner-operators seeking long-term value creation.

  
**\$550,000**  
ASKING PRICE

  
**\$39,285**  
NOI

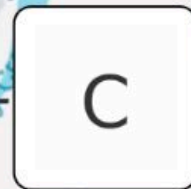
  
**7.14%**  
CAP RATE

  
**9.17**  
GRM

## PROPERTY DATA

Municipality	Clifton Heights Borough
Total Annual Taxes	9488 (2026)
Lot Dimensions	50.90 x 104.00
Unit Count	5
Sqft (Appx Rentable)	3491

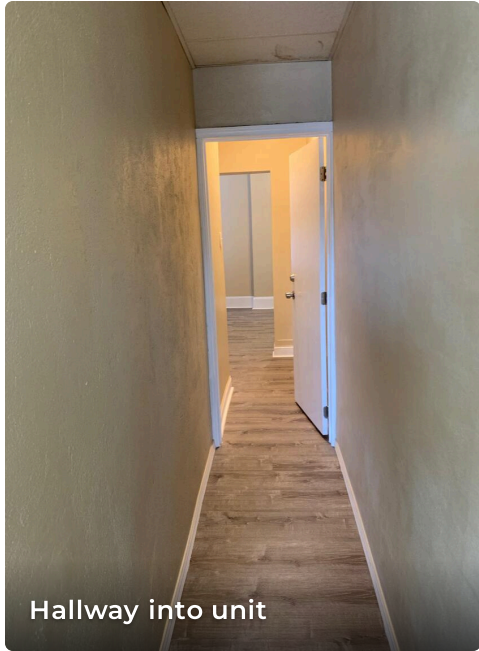
401 S SPRINGFIELD RD CLIFTON HEIGHTS PA 19018



401 S Springfield Rd Clifton Heights PA 19018

39.9267°N, 75.2956°W

# Apt. 1A



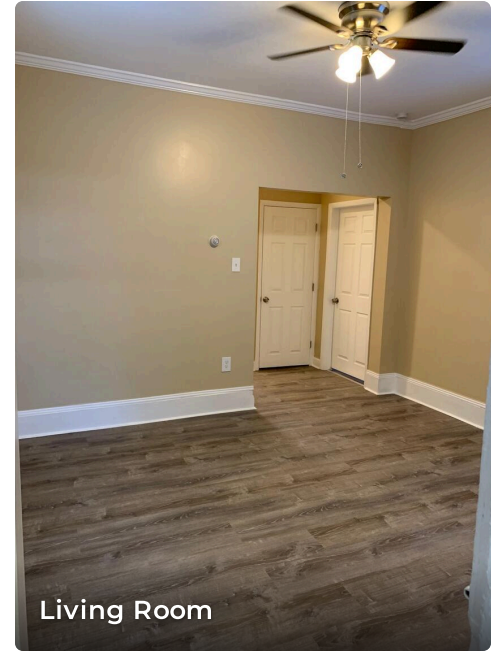
Hallway into unit



Kitchen



Bathroom



Living Room



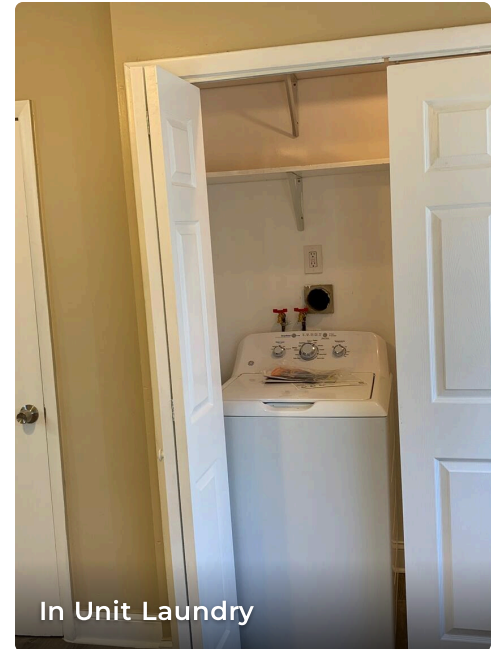
Bedroom 1



Bedroom 2

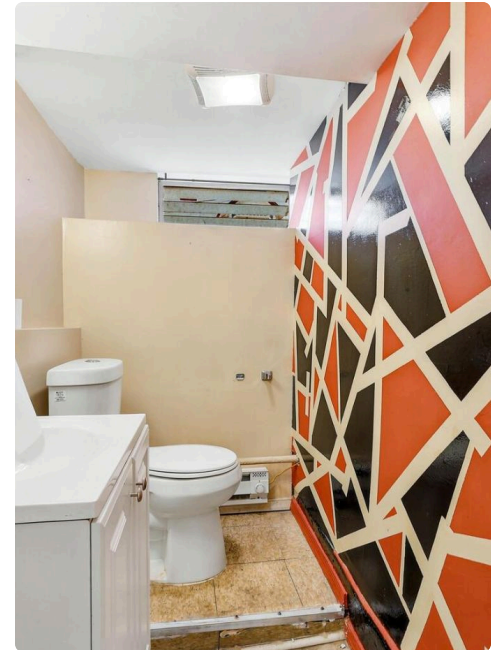
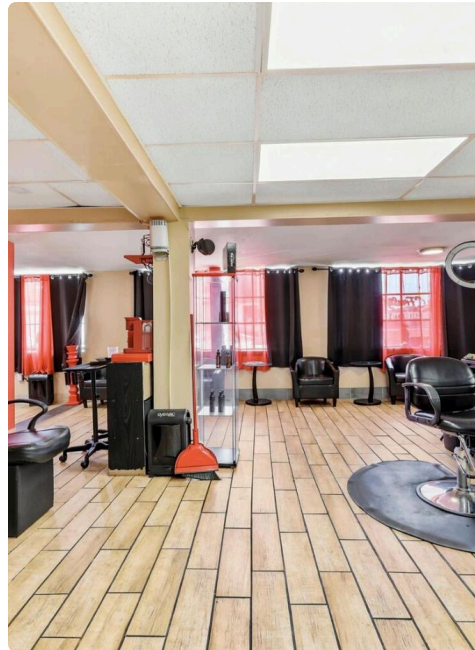
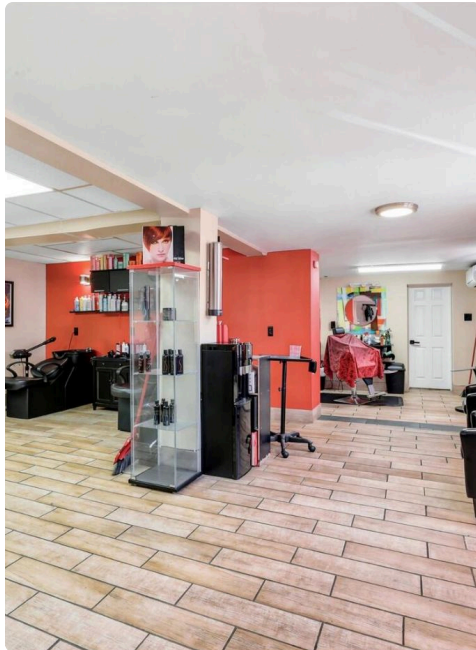
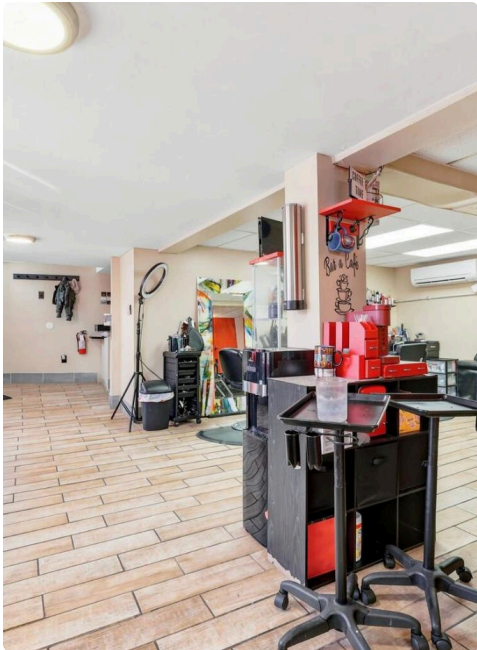
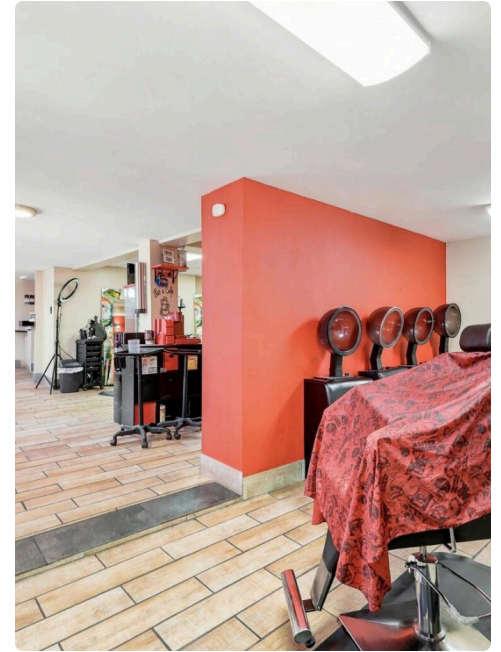
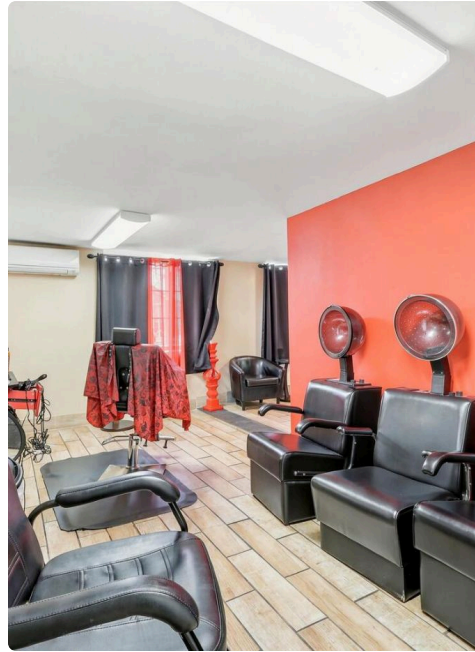
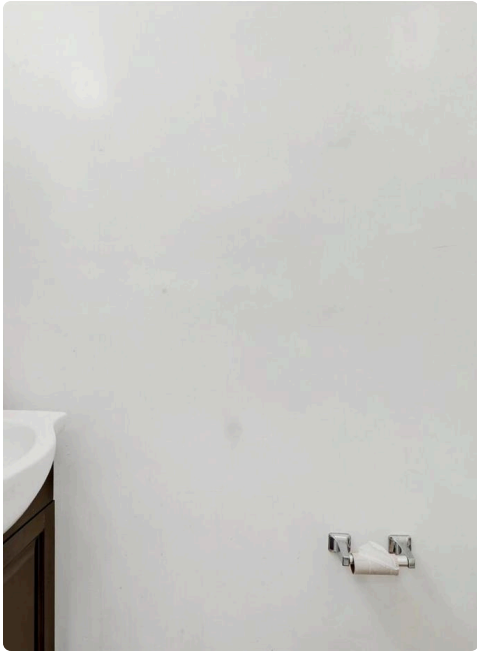


Dining Area

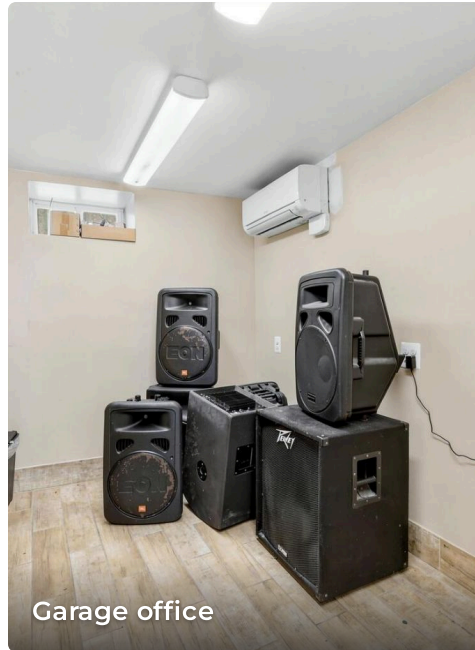
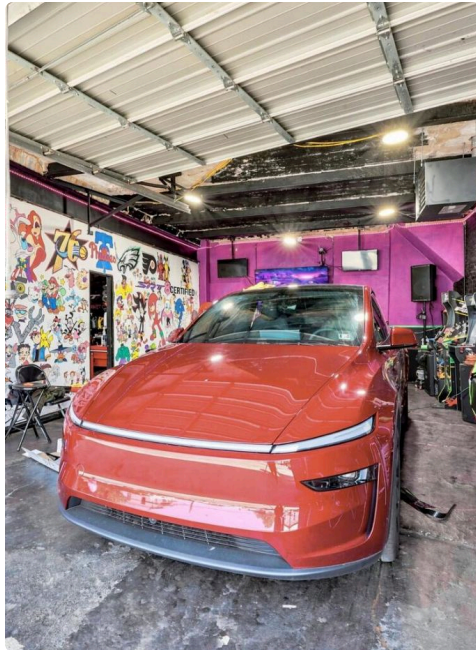
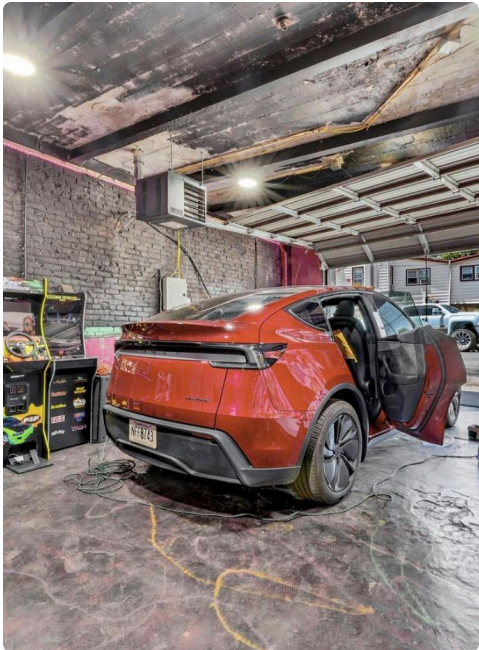
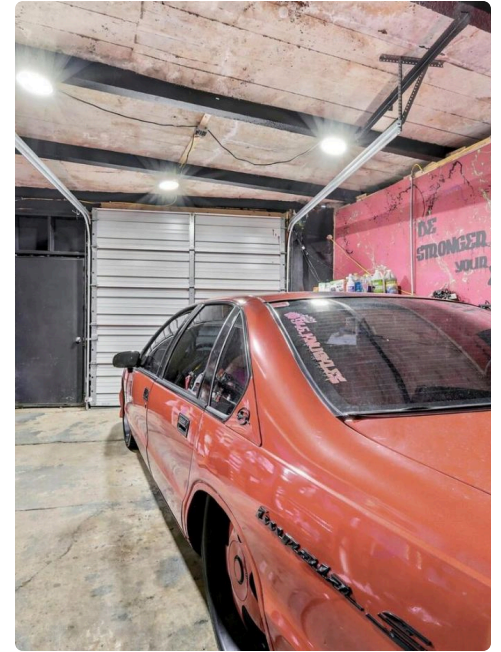
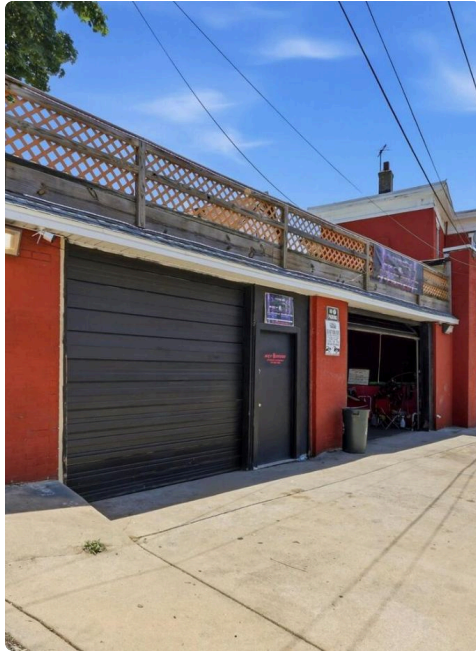


In Unit Laundry

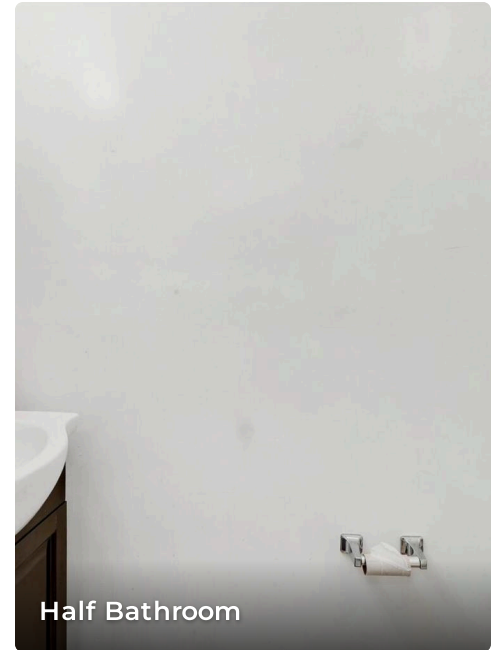
# Salon



# Garage and Office

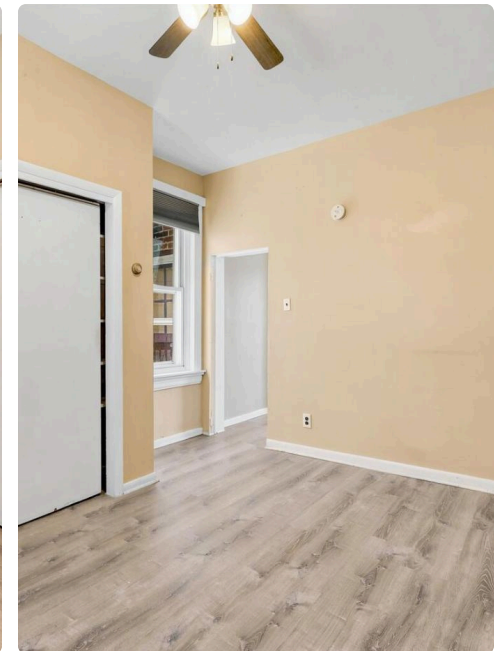
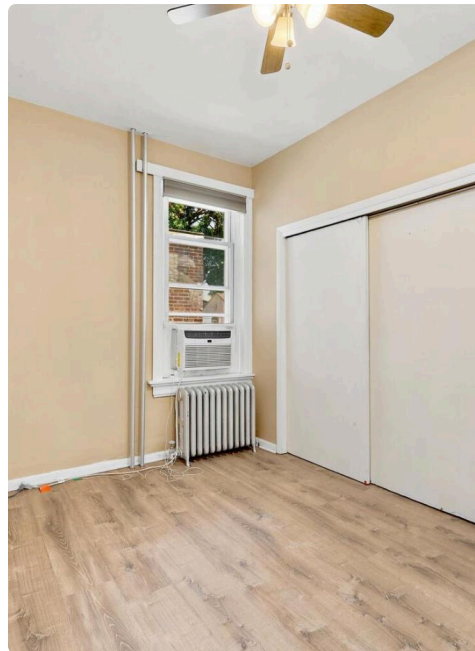
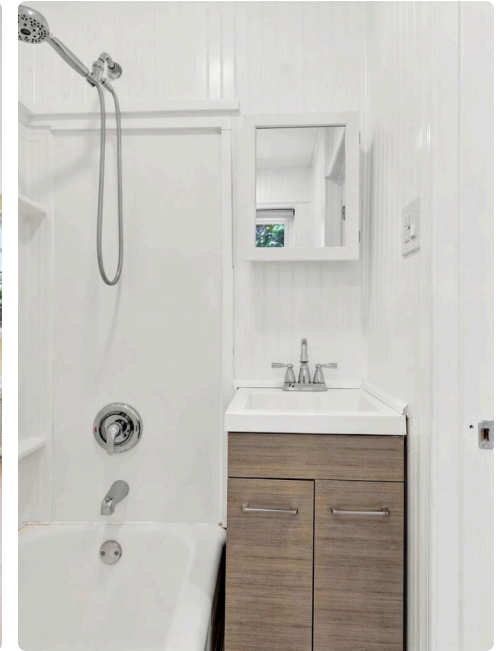
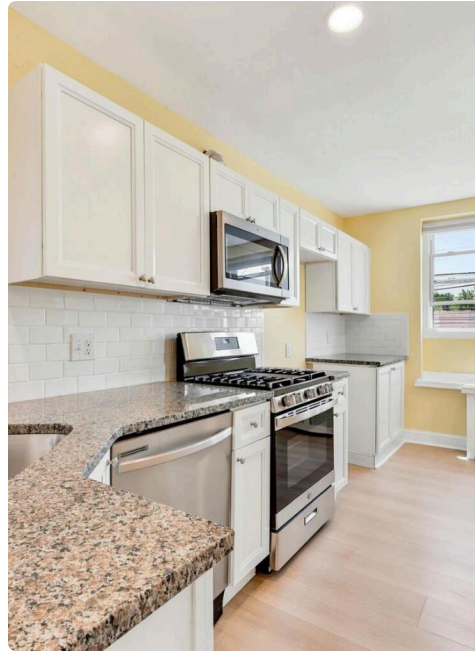
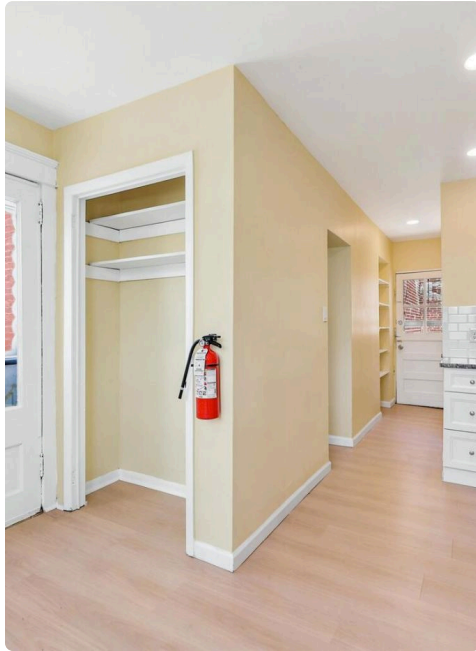


Garage office



Half Bathroom

# Apt 1B



# Rent Roll

Unit	Unit Type	SF	Monthly	Annual Rent	Pro-Forma / Mo	Pro-Forma / Yr
Salon	Commercial	518	\$1,475.00	\$17,700.00	\$1,550.00	\$18,600.00
Garage/Office	Commercial	858	\$1,200.00	\$14,400.00	\$1,250.00	\$15,000.00
1A	Residential	450	\$1,275.00	\$15,300.00	\$1,350.00	\$16,200.00
1B	Residential	650	\$0.00	\$0.00	\$1,200.00	\$14,400.00
2A	Residential	1,015	\$1,050.00	\$12,600.00	\$1,550.00	\$18,600.00
<b>Total</b>		<b>3,491</b>	<b>\$5,000.00</b>	<b>\$60,000.00</b>	<b>\$6,900.00</b>	<b>\$82,800.00</b>

UNIT SF **3,491**

OCCUPANCY **100.0%**

AVG RENT/UNIT (MO) **\$1,000.00**

UNITS **5**

## Notes

Salon and Garage/Office are on 1st Floor. Units 1A and 1B are on 2nd floor. Unit 2A is on 3rd Floor.

# Valuation Summary

## KEY METRICS

ASKING PRICE	<b>\$550,000</b>	
	IN-PLACE	PRO FORMA
NOI	\$39,285	\$57,965
Cap Rate	7.14%	10.54%
Occupancy	100.0%	100.0%
GRM	9.17	6.64

## FINANCING

Loan Amount	<b>\$412,500</b>
Amortization	<b>25 years</b>
Loan Term	<b>25 years</b>

## INCOME

	IN-PLACE	PRO FORMA
Base Rental Income	\$60,000	\$82,800
<b>Effective Gross Income</b>	<b>\$60,000</b>	<b>\$82,800</b>

## EXPENSES

	IN-PLACE	PRO FORMA
Property Tax	\$9,488	\$9,488
Insurance	\$5,880	\$5,500
Management Fee	\$0	\$4,500

## GENERAL EXPENSES

Landscaping/Snow Removal	\$200	\$200
Owner Paid Utilities	\$4,647	\$4,647
Rental Licensing and Compliance	\$500	\$500
<b>Total General Expenses</b>	<b>\$5,347</b>	<b>\$5,347</b>

**Total Expenses**

**\$20,715**

**\$24,835**

# Pro Forma Analysis

Line Item	In-Place	Pro Forma	Change
Base Rental Income	\$60,000	\$82,800	+38.0%
<b>Effective Gross Income</b>	<b>\$60,000</b>	<b>\$82,800</b>	<b>+38.0%</b>
Property Tax	\$9,488	\$9,488	—
Insurance	\$5,880	\$5,500	-6.5%
General Expenses	\$5,347	\$5,347	—
<b>Total Operating Expenses</b>	<b>\$20,715</b>	<b>\$24,835</b>	<b>+19.9%</b>
<b>Net Operating Income (NOI)</b>	<b>\$39,285</b>	<b>\$57,965</b>	<b>+47.5%</b>
Cap Rate	7.14%	10.54%	+3.40 pts

# Location Highlights

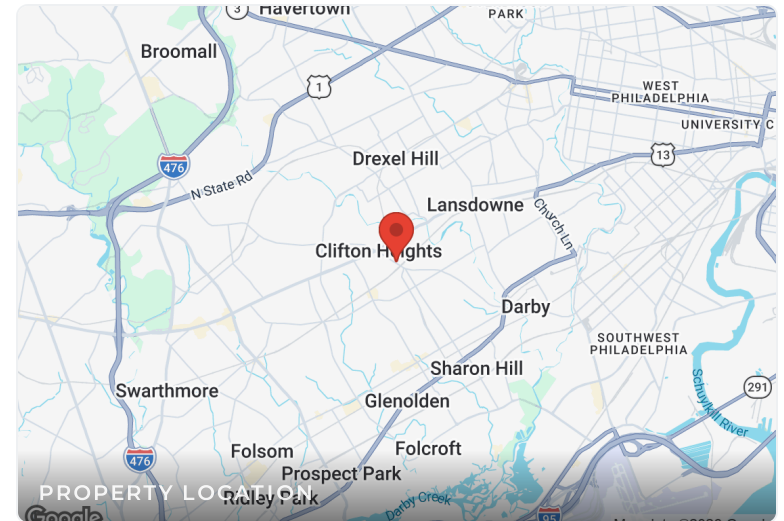
401 S Springfield Road benefits from a highly visible and strategically positioned location in Clifton Heights, Delaware County. Situated along Springfield Road, one of the area's primary commercial corridors, the property offers exceptional exposure and daily traffic counts that support strong visibility for retail and service-oriented businesses. The building's prominent frontage provides valuable signage opportunities and convenient customer access, making it an attractive location for commercial tenants seeking to serve the surrounding communities.

The property is located just minutes from the Clifton-Aldan SEPTA Regional Rail Station, providing direct commuter access to Center City Philadelphia and surrounding employment hubs. This transit accessibility enhances the property's appeal to both residential tenants and local businesses while reducing reliance on automobile transportation.

Residents enjoy convenient walkability to a variety of neighborhood amenities, including local restaurants, cafes, shops, parks, and everyday services throughout Clifton Heights' vibrant business district. The surrounding area offers a classic small-town atmosphere while maintaining excellent connectivity to Philadelphia, the Main Line, Philadelphia International Airport, and major employment centers throughout Delaware County.

Further strengthening the area's long-term appeal is the construction of a new state-of-the-art middle school within the Upper Darby School District, representing a significant community investment and contributing to the continued revitalization and growth of the neighborhood.

With its combination of strong commercial visibility, transit accessibility, walkable amenities, and ongoing public investment, 401 S Springfield Road is well-positioned to benefit from both



## LOCATION

Address	401 South Springfield Road
City	Clifton Heights
State	Pennsylvania
Zip Code	19018
County	US
Coordinates	39.9269803,-75.2918411

## TRANSIT

Springfield Rd Station	241 ft
Clifton-Aldan	471 ft
Clifton Aldan Station - FS	0.1 mi

## AIRPORTS

Philadelphia International Airport	4.5 mi
Wilmington Airport	23.9 mi
Northeast Philadelphia Airport	18.2 mi

# Demographics (Detail)

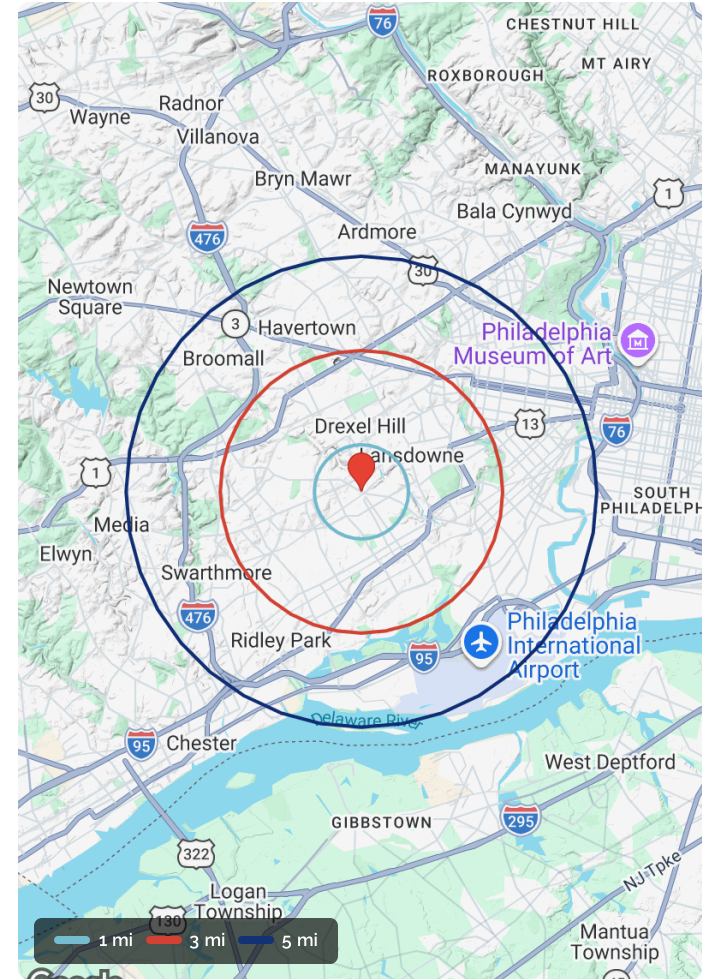
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	29,463	238,105	550,740
2010 Population	29,028	237,925	539,874
2025 Population	29,737	241,319	545,091
2030 Population	29,500	240,459	544,471
2025-2030 Growth Rate	-0.16 %	-0.07 %	-0.02 %
2025 Daytime Population	20,506	181,143	464,892

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Households	12,129	91,836	211,024
2010 Total Households	12,035	90,164	207,469
2025 Total Households	12,117	92,250	214,040
2030 Total Households	12,099	92,604	215,852
2025 Avg. Household Size	2.45	2.6	2.51
2025 Owner Occupied Housing	7,849	59,547	130,101
2030 Owner Occupied Housing	7,905	60,076	131,790
2025 Renter Occupied Housing	4,268	32,703	83,939
2030 Renter Occupied Housing	4,193	32,528	84,062
2025 Vacant Housing	669	5,681	18,632
2025 Total Housing	12,786	97,931	232,672

2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	1,138	9,144	26,876
\$15,000-\$24,999	813	6,067	14,346
\$25,000-\$34,999	780	7,137	16,399
\$35,000-\$49,999	1,440	10,731	24,789
\$50,000-\$74,999	2,101	15,149	34,691
\$75,000-\$99,999	1,632	11,872	24,687
\$100,000-\$149,999	2,446	16,188	34,321
\$150,000-\$199,999	1,057	7,951	16,404
\$200,000 or greater	710	8,011	21,514
Median HH Income	\$72,124	\$71,173	\$66,971
Average HH Income	\$89,202	\$94,066	\$96,689



<b>\$72,124</b> MEDIAN HH INCOME (1-MI)	<b>\$89,202</b> AVG HH INCOME (1-MI)
<b>64.8%</b> OWNER OCCUPIED (1-MI)	<b>35.2%</b> RENTER OCCUPIED (1-MI)
<b>5.2%</b> VACANCY RATE (1-MI)	<b>-0.16 %</b> 2025-2030 GROWTH (1-MI)

Source: ESRI / ArcGIS Business Analyst

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