



Deal Story

Olde Uptown Portfolio

Harrisburg, PA

Background

One of our clients is a growing real estate investment group, who was looking for a 'Value Add' Deal. Their desired trajectory of growing to 1,000 units in 10 years hangs on the ability to consistently execute deals every year. In the challenging market of 2026, this was not an easy task. Uncovering deals in a high price & high interest rate environment often takes a keen eye and careful review.



Naomi Brown, CCIM
Founder & Broker
Clear Multifamily



Acquisition Strategy

The client realized that diligence and perseverance are key to having success.

After researching the market and leveraging Clear Multifamily's resources, they dialed in on the potential in the Olde Uptown Portfolio, coined after Harrisburg's neighborhood of the same name.

They established a solid case for the market, verified an underwriting of rents and future growth and, with Clear Multifamily's help, identified the hidden value in this rental portfolio. The trends showed that this rental portfolio, which includes many fee simple townhome units, could be broken up and sold at a much higher price.

53 Units across
35 Properties



"We have worked very hard to arrive at a point where we can take our real estate investing to the next level and work to reach our goal of 1,000 units in 10 years. Thanks to Clear Multifamily, we are three years ahead of schedule."





CLEAR MULTIFAMILY

Purchase



After the client made a solid decision to move forward, Clear Multifamily successfully negotiated a purchase price of **\$1,000,000 less** than the property asking price.



A purchase price of \$111,300 per unit (\$5.9M/53 units).



Our Clients

"When identifying opportunities, it is important to work with a trusted advisor specializing in multifamily. The comprehensive knowledge that Clear Multifamily provided enabled us to move forward with confidence regarding the future value of the 53 unit portfolio we purchased."

"We would highly recommend working with Clear Multifamily to achieve your investing goals."

Contact Us

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