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FOR IMMEDIATE RELEASE
January 30, 2024

Harbor Stone Advisors Facilitates Sale of Hansel Hall Apartments

Baltimore, MD - Harbor Stone Advisors, a Mid-Atlantic commercial real estate firm specializing in multifamily investment sales, has orchestrated the sale of Hansel Hall Apartments. The property includes 13 apartment units in Windsor Hills - a suburban neighborhood in Northwest Baltimore City. Harbor Stone Advisors President Justin Verner, Director Brooks Healy, and Senior Advisor Tom Wohlgemuth served as exclusive advisors to both the buyer and midwest-based seller.

Hansel Hall is comprised of (9) 1 Br-1 Ba, (1) 1 Br-1 Ba with dining room, (2) 3 Br-1 Ba, and (1) 3 Br-1 Ba with dining room. Typical units feature white appliances, wood cabinets, laminate countertops, and carpet/laminate/ceramic tile flooring.

Former ownership completed a gut renovation of the property in 2013 which included apartment renovations and replacement of the roof, windows, and doors in addition to other capital improvements. A clear opportunity exists for new ownership to organically increase rents by at least \$200 based on nearby market comparables.

Verner noted, **"This marks the 3rd workforce housing deal we have sold in the last month in Northwest Baltimore. Our team sourced a buyer who is continuing to expand their holdings in the area and plans on implementing a light value program."**

About Harbor Stone Advisors

Harbor Stone Advisors specializes in middle-market multifamily investment sales throughout the Mid-Atlantic. Advisory services include value opinions, asset dispositions and marketability analysis for private clients, owners, investors and financial organizations. For additional information, visit: www.harborstoneadvisors.com

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