A CLIENT RESOURCE

PITTSBURGH REAL ESTATE INVESTMENT GUIDE

ACQUIRE. IMPROVE. HOLD. REPOSITION. SELL.



LOOK BEYOND THE LISTING PHOTOS.

A builder-informed guide to evaluating Pittsburgh investment property through the numbers, the condition of the building, due diligence, improvement strategy, and the exit plan.

1. **PROPERTY + CONDITION**
   See what the building may require.
2. **NUMBERS + RISK**
   Underwrite realistic assumptions.
3. **STRATEGY + EXIT**
   Know the next move before you buy.

TRUST THROUGH A

BUILDER'S EYE

KNOWLEDGE STARTS WITH KNOWING®

AUBRE STACKNICK
GLOBAL REAL ESTATE ADVISOR | REALTOR®
412-721-3496
astacknick@piattsir.com
www.aubrestacknick.com

Piatt Sotheby's INTERNATIONAL REALTY

PITTSBURGH + WESTERN PENNSYLVANIA

Builder. Renovator.
Investor. Advisor.

SECTION

I

INVESTMENT STRATEGY

PAGES 1-3

A NOTE FROM AUBRE

Investment decisions deserve more than a spreadsheet.

Numbers matter. So does understanding the asset.

I approach investment property the same way I approach construction: start with what is actually there, not what the listing suggests. I want to understand the building, the numbers, the municipal requirements, and the work that may be coming before we talk about upside. A property can look strong on a spreadsheet and still become expensive if condition, leases, taxes, insurance, or deferred maintenance are missed. My role is to help you ask better questions, organize the facts, and bring the right professionals into the decision. I want you to understand why a property makes sense - or why it may not - before you commit. The goal is clarity, not pressure.



With more than 20 years across custom home building, renovation, project management, investing, and real estate, I look beyond finishes and listing photos. We evaluate the property, the income and expenses, likely capital needs, municipal or use requirements, financing considerations, and the strategy required to operate, improve, hold, or reposition the asset.

> *"My role is to help you ask better questions, understand the real estate, and make an informed decision with the right professionals around you."*

STRATEGY
Understand the goal and the best path forward.

CONDITION
See what the building may require.

NUMBERS
Underwrite with realistic assumptions.

EXIT
Know the next move before you buy.

INVESTOR LENS

A good investment decision balances four things at once: the asset's physical condition, the property's income and operating burden, the rules governing its use, and a realistic exit strategy. None should be evaluated in isolation.

THE INVESTMENT PLAN

A disciplined process creates better decisions.

Start with the strategy - then evaluate the property.

1 DEFINE

Goal, hold period, capital available, return expectations and desired level of involvement.

2 SOURCE

Identify property types and locations that fit the written strategy - before emotion enters the decision.

3 EVALUATE

Analyze condition, income, expenses, financing, taxes, zoning, insurance, management and risk.

4 EXECUTE

Negotiate, inspect, coordinate professionals, verify documents, close and implement the operating plan.

5 OPERATE / EXIT

Stabilize, improve, refinance, hold or sell based on the original objectives and current market conditions.

SHERPA PRINCIPLE

A property should fit the plan. The plan should not be invented after the property is under contract.

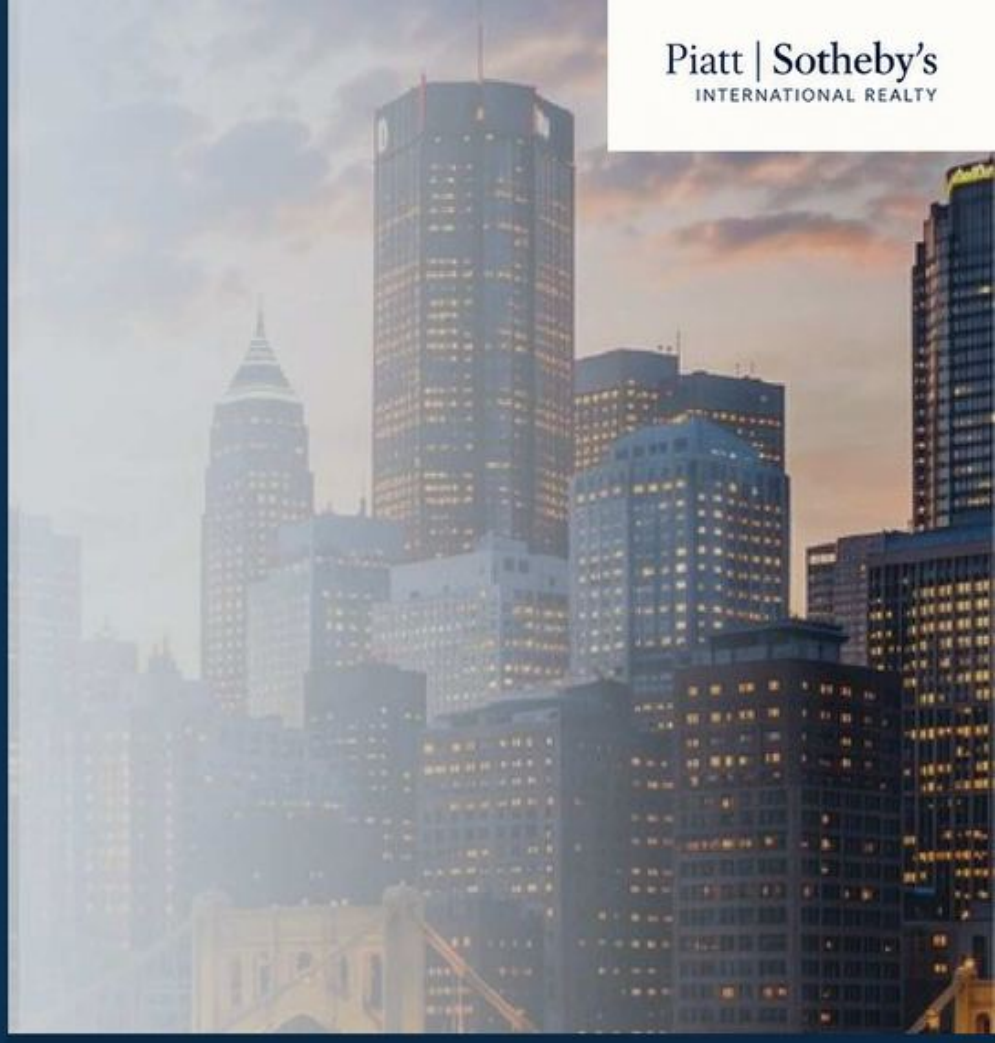
SECTION

II

PITTSBURGH MARKET

PAGES 4-7

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Pittsburgh Investment Landscape

LOCAL LANGUAGE. OBJECTIVE FACTORS. PROPERTY-BY-PROPERTY ANALYSIS.

- City neighborhoods and the East End
- North Hills and the Wexford area
- Cranberry-Mars and northern Butler County
- South Hills, eastern suburbs and Route 28
- Sewickley, Ohio Valley and the Airport Corridor

INVESTING ACROSS THE REGION

The way Pittsburghers talk about the market.

Use local geography for orientation - then underwrite the individual asset.

1 CITY OF PITTSBURGH

Lawrenceville, Strip District, South Side, Mt. Washington, Downtown and neighborhood-specific areas.

2 EAST END

Shadyside, Squirrel Hill, East Liberty, Point Breeze, Highland Park and nearby city neighborhoods.

3 NORTH HILLS

Ross, McCandless, Franklin Park, Hampton, Pine, Marshall, Allison Park and the Wexford area.

4 CRANBERRY-MARS CORRIDOR

Cranberry Township, Seven Fields, Adams Township, Mars and surrounding Butler County communities.

5 SOUTH HILLS

Mt. Lebanon, Upper St. Clair, Bethel Park, South Fayette, Bridgeville and nearby communities.

6 EASTERN SUBURBS

Forest Hills, Monroeville, Penn Hills, Plum, Murrysville and neighboring communities.

7 SEWICKLEY / OHIO VALLEY

Sewickley, Edgeworth, Osborne, Aleppo, Glen Osborne and nearby river communities.

8 WESTERN SUBURBS / AIRPORT

Robinson, Moon, North Fayette, Findlay and the airport employment corridor.

9 ALLEGHENY VALLEY / ROUTE 28

Aspinwall, Sharpsburg, O'Hara, Fox Chapel, Oakmont, Harmar and communities along Route 28.

HOW TO USE THESE LOCAL MARKET LABELS

The label helps orient the search. The investment decision still comes down to the specific municipality, block and asset: taxes, assessment exposure, permitted use, parking, utilities, condition, rent evidence, renovation scope, management burden and likely resale buyer pool.

PITTSBURGH INVESTOR REALITY

Two properties a few miles apart can have very different economics. Verify the municipality, tax structure, zoning, occupancy requirements, utilities and physical condition before comparing returns.

HOW I COMPARE LOCATIONS

Use measurable real estate factors – not assumptions about people.

A compliant, investor-focused location framework.

1 PROPERTY STOCK

Single-family, 2-4 unit, mixed-use, commercial; age, layout, systems and maintenance profile.

2 ACQUISITION BASIS

Purchase price, price per unit, condition, deferred maintenance and renovation scope.

3 TAXES + ASSESSMENT

Current taxes, assessment history, possible appeal exposure and municipal charges.

4 INCOME STRUCTURE

Existing leases, market-rent support, utility responsibility, vacancy and turnover.

5 MUNICIPAL RULES

Zoning, occupancy, rental registration, permits, inspections and use restrictions.

6 EXIT LIQUIDITY

Likely buyer pool, financing options, property condition and resale positioning.

7 FINANCING + INSURANCE

Loan structure, lender requirements, insurability and costs that can change the numbers.

8 OPERATING BURDEN

Management intensity, maintenance needs, shared systems, common areas and vendor availability.

WHAT I WANT TO VERIFY BEFORE YOU COMPARE RETURNS

Same expense assumptions, same vacancy logic, same capital-reserve logic and the same level of diligence on condition and rules.

FAIR HOUSING NOTE

Market analysis should focus on objective property and transaction factors. I do not steer clients based on protected characteristics or the demographic composition of a neighborhood.

PROPERTY TYPES + STRATEGIES

Three core investment property types. Different work, risk and exit options.

Match the property to the investor - not the other way around.



SINGLE-FAMILY RENTAL

Simpler operations and a broad resale path can be attractive, but condition, rent support, taxes, insurance and tenant-turnover costs still matter.



2-4 UNIT

Multiple income streams can reduce reliance on one tenant. Evaluate leases, utility setup, shared systems, code/occupancy requirements and financing structure.



COMMERCIAL / SPECIALTY

Lease structure, tenant quality, permitted use, environmental questions, financing and property-specific systems can materially change the analysis.



LARGEST SALE | INVESTMENT CASE STUDY

1606 N. CENTER AVENUE SOMERSET, PA

COMMERCIAL INVESTMENT + MULTI-TENANT OPPORTUNITY

A long-time investor needed an income-producing commercial asset with strong due diligence and a clear operating plan. The work extended beyond the purchase itself.

1. **ANALYSIS** — Financial review
2. **DUE DILIGENCE** — Inspection + lease review
3. **COORDINATION** — Management + vendors
4. **CONSTRUCTION** — Improvement planning

INVESTOR TAKEAWAY

The asset type changes the questions, but the discipline stays the same: verify the income, inspect the property, understand the rules, price the risk and know the exit.

SECTION

III

FINANCIAL ANALYSIS

PAGES 8-12

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Numbers First. Opportunity Second.

UNDERWRITE THE REALITY - NOT THE HOPE.

- Income and vacancy assumptions
- Operating expenses and reserves
- Debt service and financing structure
- Capital improvements and carrying cost
- Break-even and exit planning

THE UNDERWRITING FRAMEWORK

Build the deal from gross income down to cash flow.

Every number should have a source, assumption, or explanation.

1 **GROSS POTENTIAL INCOME**
Rent + other recurring property income

2 **LESS VACANCY / CREDIT LOSS**
Use a realistic allowance, not zero by default

3 **EFFECTIVE GROSS INCOME**
Income reasonably expected after vacancy

4 **LESS OPERATING EXPENSES**
Taxes, insurance, utilities, maintenance, management, etc.

5 **NET OPERATING INCOME**
Income before debt service and income taxes

6 **LESS DEBT SERVICE**
Principal + interest under the proposed financing

7 **PRE-TAX CASH FLOW**
What remains before owner-specific income taxes

Use the seller's documents as a starting point, then verify leases, deposits, utilities, taxes, insurance, repairs, permits and recurring expenses during due diligence.

CORE INVESTOR METRICS

Simple ratios help compare scenarios - but they do not replace due diligence.

Use the same assumptions when comparing properties.

CAP RATE

NOI / Purchase Price

A quick property-level yield comparison.

CASH-ON-CASH

Pre-tax Cash Flow / Cash Invested

Compares projected cash flow with cash invested.

DSCR

NOI / Annual Debt Service

Common lender measure for debt coverage.

BREAK-EVEN OCCUPANCY

(Operating Expenses + Debt Service) / Gross Potential Income

Estimates the occupancy needed to cover operating costs and debt service.

ILLUSTRATIVE METRICS ONLY - NOT A RETURN GUARANTEE.
Use the same assumptions when comparing properties and verify property-specific inputs during due diligence.

THE EXPENSE REALITY CHECK

The purchase price is only one line in the investment.

Build a complete cost picture before judging the return.

- Property taxes + possible assessment changes
- Insurance + deductibles
- Owner-paid utilities
- Property management
- Routine repairs + maintenance
- Turnover + leasing costs
- Capital reserves
- Snow / lawn / exterior care
- Licenses, registrations + inspections
- Accounting + legal support
- HOA / condo fees where applicable
- Vacancy + collection loss

CONSERVATIVE BEATS SURPRISED.

Underwriting should include an allowance for items you cannot predict perfectly, especially older building systems, deferred maintenance and turnover.

TAXES, ASSESSMENTS + MUNICIPAL COSTS

Western Pennsylvania can change dramatically from one municipality to the next.

Verify the actual property - do not rely on a generic market average.

01 REAL ESTATE COST REVIEW

- Current county, municipal + school taxes
- Assessed value and assessment history
- Recent sale / appeal considerations
- Municipal service fees
- Transfer tax allocation
- Any special assessments or liens

02 MUNICIPAL / PROPERTY REVIEW

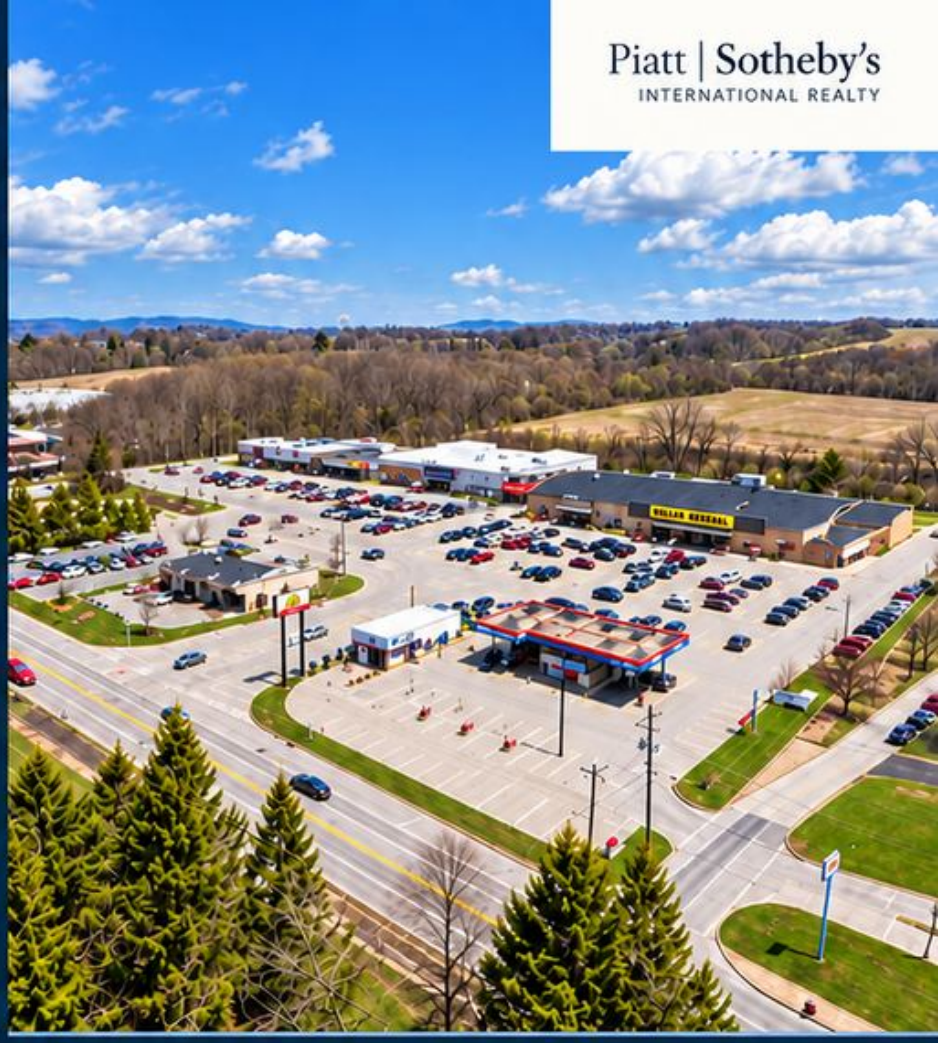
- Rental registration or inspection fees
- Occupancy permits where applicable
- Sewer / water responsibilities
- HOA / condo assessments
- Historic or zoning constraints
- Pending code or permit issues

WHY THIS MATTERS

Two properties with similar purchase prices and rents can perform very differently after taxes, utilities, local requirements and capital needs are accounted for. Verify these items with the applicable municipality, county, lender, attorney, accountant and other appropriate professionals.

SECTION

IV



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Builder's Eye. Investor's Advantage.

THE BUILDING CAN CHANGE THE NUMBERS.

- Water management and structure
- Roof, exterior and envelope
- Mechanical, electrical and plumbing systems
- Renovation feasibility and sequencing
- Deferred maintenance and capital planning

WHAT I LOOK AT BEFORE THE FINISHES

Condition drives budget, timing and risk.

A beautiful kitchen does not offset a failing roof or water problem.



1 SITE + DRAINAGE
Grading, retaining walls, water flow, foundation exposure and signs of movement.

2 ROOF + ENVELOPE
Roof age, flashing, masonry, siding, windows, penetrations and exterior maintenance.

3 STRUCTURE
Settlement signs, framing changes, movement, unsupported alterations and prior repairs.

4 MECHANICALS
HVAC age, service history, distribution, fuel source and replacement planning.

5 ELECTRICAL
Service size, panels, visible defects, added circuits and renovation capacity.

6 PLUMBING / SEWER
Supply, drains, water heater, visible leaks and sewer-lateral considerations.

7 MOISTURE
Basements, crawlspaces, bath ventilation, drainage clues and prior water intrusion.

8 INTERIORS
Layout, durability, finish quality, tenant wear and realistic renovation scope.

BUILDER'S LENS The goal is not to diagnose. It is to identify where qualified inspectors, contractors or specialists should take a closer look before the numbers are finalized.

THE VALUE-ADD DECISION FRAMEWORK

Fix the right things in the right order.

Safety and building performance come before style.

01 SAFETY / CODE

Immediate hazards, unsafe conditions and life-safety items.

02 WATER / STRUCTURE

Stop damage before improving finishes.

03 MAJOR SYSTEMS

Roof, HVAC, electrical, plumbing, sewer and windows as needed.

04 FUNCTION

Layout, storage, lighting, circulation and durable materials.

05 COSMETIC

Paint, flooring, fixtures and visual consistency.

06 POSITIONING

Improvements that support the intended renter, buyer or use.

A real estate licensee can help evaluate market positioning and property considerations. Legal, tax, engineering, contracting, appraisal and investment-advisory questions should be handled by the appropriate qualified professionals.

BUILD THE ENTIRE PROJECT BUDGET

Acquisition + renovation is not the whole number.

Map every stage of capital before committing.

ACQUISITION	Price, transfer costs, lender fees, inspections, title.
HARD COSTS	Labor, materials, demolition, construction.
SOFT COSTS	Design, permits, professional fees, utility work.
CONTINGENCY	Allowance for unknowns and scope changes.
CARRYING	Interest, taxes, insurance, utilities during work.
LEASE / SALE	Marketing, turnover, concessions, closing costs.
RESERVES	Cash retained for operations and future capital needs.

BUILDER'S RULE: The most expensive surprise is often the work that was never included in the original budget.

DUE DILIGENCE BEFORE YOU COMMIT

The goal is not to eliminate all risk. It is to understand it.

The scope changes by property type and transaction.

1. Property inspections appropriate to the asset
2. Roof, sewer, structural or environmental specialists when warranted
3. Lease review, rent roll, deposits and tenant documentation
4. Utility bills and responsibility by unit
5. Zoning / permitted use / occupancy verification
6. Permits, code notices and municipal requirements
7. Insurance availability and cost
8. Title, liens, easements and restrictions
9. HOA / condo documents where applicable
10. Repair estimates and project sequencing
11. Financing conditions and lender property requirements
12. Exit assumptions tested against realistic market conditions

SECTION

V

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Acquire with a Plan. Exit with Options.

NEGOTIATE THE ASSET - NOT JUST THE PRICE.

- Offer structure and due diligence
- Financing that fits the property
- Rental strategy and operations
- Repositioning and stabilization
- Exit paths planned in advance

OFFER + ACQUISITION STRATEGY

Price is only one lever in an investment transaction.

Structure the offer around known risks and objectives.

01 ECONOMIC TERMS

- Purchase price + credits
- Earnest money structure
- Inspection / due-diligence scope
- Financing contingency
- Appraisal considerations
- Closing timeline

02 RISK + EXECUTION TERMS

- Tenant / occupancy terms
- Contractor / estimate access
- Seller documents + lease files
- Personal property / equipment
- Municipal / use verification
- Repair / escrow structure

NEGOTIATION PRINCIPLE

The strongest offer is not always the one with the highest headline price. Certainty, timing, documentation, due diligence and the ability to solve transaction problems can materially change the seller's decision.

RENTAL STRATEGY IS PROPERTY SPECIFIC

Verify use before you underwrite.

Confirm zoning, licensing, insurance and lender requirements before relying on a strategy.

1 LONG-TERM

Lower turnover. Verify lease quality, screening, maintenance, renewal strategy and realistic vacancy.

2 MID-TERM

Price furnishings, utilities, seasonality, turnover and additional management intensity.

3 SHORT-TERM

Verify zoning, registration, HOA/condo, insurance and tax requirements before relying on the income.

4 OWNER-OCCUPIED MULTIUNIT

Confirm financing and occupancy requirements directly with the lender.

5 STABILIZE + HOLD

Improve condition or operations, establish performance, maintain reserves and hold for the chosen horizon.

6 REPOSITION + SELL

Include renovation, selling costs, taxes, market risk and exit timing in the plan.

STRATEGY CHECK

Verify the permitted use and operating requirements before including projected income in your decision.

PLAN THE EXIT BEFORE THE PURCHASE

A flexible asset gives an investor more ways to respond to change.

Every exit has different costs, timing and tax considerations.



OUT-OF-TOWN INVESTORS

Local eyes. Clear communication. Remote confidence.

Distance should not mean guessing about the property.





A remote purchase still needs a local process: verify, document, communicate and coordinate.

1 VIRTUAL WALKTHROUGHS

Live video, photos and property-specific observations.

2 BUILDER-INFORMED REVIEW

Condition and improvement questions through a construction lens.

3 LOCAL PROFESSIONALS

Coordination with inspectors, contractors and other specialists you select.

4 DOCUMENT ORGANIZATION

Keep transaction items, estimates and due-diligence information organized.

5 CLOSING COORDINATION

Work with lender, title/settlement and transaction parties through closing.

6 POST-CLOSING HANDOFF

Connect the ownership plan to the next appropriate professionals and resources.

REMOTE INVESTOR PRINCIPLE

You should be able to understand what was observed, what remains unverified, who is handling the next step and how each item affects the investment plan.

THE AUBRE J. STACKNICK DIFFERENCE

Construction knowledge changes the questions we ask.

Real estate strategy through a builder's eyes.



MIXED-USE



MULTIUNIT



RESIDENTIAL



CONSTRUCTION

1 20+ YEARS

Custom home building, construction and renovation experience.

2 LOCAL LENS

Pittsburgh-area property knowledge and municipal awareness.

3 NEGOTIATION

Transaction strategy built around the asset and the client's objectives.

4 VENDOR NETWORK

Access to trusted professionals across real estate and construction.

5 GLOBAL REACH

Piatt Sotheby's International Realty network and referral connections.

KNOWLEDGE STARTS WITH KNOWING®

What to ask. What to verify. What the building is telling you. And which professionals should be part of the process.

CLIENT INVESTMENT CALCULATOR

Run the numbers. Then verify the property.

A client-facing scenario tool built from the same framework used throughout this guide.

What clients can model

- **INCOME + FINANCING**
  Purchase price, down payment, loan terms, gross potential rent, other income and vacancy.

- **OPERATING EXPENSES**
  Taxes, insurance, utilities, management, maintenance, turnover, reserves, HOA, recurring costs.

- **PROPERTY WORK**
  Roof/exterior, water/structure, mechanical, electrical/plumbing, interior, safety/code, soft costs, contingency and carrying costs.

- **OFFER + DUE DILIGENCE**
  Tenant/occupancy terms, contractor access, seller documents, municipal/use verification, financing, appraisal and closing timeline.

SCAN TO RUN THE NUMBERS

builderseyestrategy.com/investment-calculator

Outputs calculated side-by-side

- Monthly + annual pre-tax cash flow
- NOI + cap rate
- Cash-on-cash return
- DSCR
- Break-even occupancy
- Total projected initial cash
- Anticipated property-work budget

USE THE TOOL AS A STARTING POINT - NOT A SUBSTITUTE FOR DUE DILIGENCE.

Run multiple scenarios, use conservative assumptions, and verify property-specific facts with the appropriate professionals.

OPEN THE INVESTMENT CALCULATOR

builderseyestrategy.com/investment-calculator

WALK-THROUGH NOTES

Three properties. One comparison page.

Capture the same observations at each property so your follow-up is easier to compare.

1 PROPERTY 1

Address _____ Date _____ Asking price _____

Est. annual income _____ Taxes _____ Insurance _____ HOA/fees _____ Immediate work est. _____

WALK-THROUGH CHECK

☐ Roof/exterior ☐ Water/structure ☐ HVAC ☐ Electrical ☐ Plumbing

☐ Windows/doors ☐ Safety/code ☐ Tenant/lease ☐ Municipal/use ☐ Parking/access

What I noticed _____

Work needed / questions _____

2 PROPERTY 2

Address _____ Date _____ Asking price _____

Est. annual income _____ Taxes _____ Insurance _____ HOA/fees _____ Immediate work est. _____

WALK-THROUGH CHECK

☐ Roof/exterior ☐ Water/structure ☐ HVAC ☐ Electrical ☐ Plumbing

☐ Windows/doors ☐ Safety/code ☐ Tenant/lease ☐ Municipal/use ☐ Parking/access

What I noticed _____

Work needed / questions _____

3 PROPERTY 3

Address _____ Date _____ Asking price _____

Est. annual income _____ Taxes _____ Insurance _____ HOA/fees _____ Immediate work est. _____

WALK-THROUGH CHECK

☐ Roof/exterior ☐ Water/structure ☐ HVAC ☐ Electrical ☐ Plumbing

☐ Windows/doors ☐ Safety/code ☐ Tenant/lease ☐ Municipal/use ☐ Parking/access

What I noticed _____

Work needed / questions _____

FOLLOW-UP + ACTION PLAN

What still needs to be verified?

Turn walk-through observations into a documented next-step list before you make the decision.

PROPERTY + DOCUMENTS

- ☐ Seller disclosure / available condition documents
- ☐ Leases, rent roll + tenant terms
- ☐ Utility responsibility + meter setup
- ☐ Tax bills + assessment information
- ☐ HOA / condo documents where applicable
- ☐ Personal property / equipment included

PROFESSIONAL CHECKS

- ☐ General / specialty inspections
- ☐ Roof / envelope / water-management review
- ☐ HVAC / electrical / plumbing review
- ☐ Contractor estimates for visible work
- ☐ Insurance availability + estimated premium
- ☐ Municipal zoning / occupancy / rental requirements

PROJECT BUDGET

- ☐ Hard-cost estimates
- ☐ Soft costs / permits / design
- ☐ Contingency for unknowns
- ☐ Carrying costs during work
- ☐ Lease-up / turnover / marketing costs
- ☐ Operating + capital reserves

OFFER + ACQUISITION

- ☐ Purchase price + credits
- ☐ Earnest money structure
- ☐ Due-diligence scope + timeline
- ☐ Financing contingency
- ☐ Appraisal considerations
- ☐ Repair / escrow structure if appropriate
- ☐ Closing timeline + post-closing handoff

NEXT STEPS

ACTION / QUESTION	WHO	DUE	DONE

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REAL ESTATE IS AN ASSET.
YOUR REPRESENTATION SHOULD BE ONE TOO.

The right property is only part of the equation. Strategy, condition, due diligence, negotiation and execution determine whether an opportunity fits your goals.

A BUILDER-INFORMED INVESTOR PROCESS

Investment real estate is not only about whether a property works on paper today. The goal is to understand what you are buying, what the building may require, how the income and expenses behave under conservative assumptions, and which issues could affect the hold or exit strategy.

I help clients connect those pieces - property condition, construction scope, municipal requirements, due diligence, contractor access, financing coordination, negotiation and resale positioning - while bringing the appropriate licensed professionals into the process when their expertise is required.

CONSTRUCTION
See what others may miss.

PROPERTY
Understand the asset.

NEGOTIATION
Protect the terms.

PITTSBURGH
Know the local landscape.

GLOBAL
Connect beyond the market.

AUBRE STACKNICK
Global Real Estate Advisor | REALTOR®
412-721-3496 | astacknick@piattsir.com
www.aubrestacknick.com
Piatt Sotheby's International Realty
412-471-4900

SCAN TO CONNECT

IMPORTANT: This guide is for general real estate education and marketing purposes only. It is not legal, tax, accounting, appraisal, engineering, lending, property-management, securities, or investment advice, and it does not guarantee rents, appreciation, returns, or future performance. Property condition, zoning, taxes, assessments, rental requirements, financing, insurance, and municipal rules must be verified for the specific property with the appropriate qualified professionals and government authorities. Piatt Sotheby's International Realty. Each Office is Independently Owned and Operated. Equal Housing Opportunity.

KNOWLEDGE STARTS WITH KNOWING®

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PITTSBURGH REAL ESTATE INVESTMENT GUIDE

Knowledge Starts with Knowing®

Investment strategy through a builder's eyes.

Pittsburgh + Western Pennsylvania

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Global Real Estate Advisor | REALTOR®

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www.aubrestacknick.com