

# OSSIPEE LAKE COUNTRY STORE

1600 Route 16, Center Ossipee, NH 03814



## OFFERING SUMMARY

<b>SALE PRICE:</b>	\$999,000
<b>NUMBER OF UNITS:</b>	5
<b>CAP RATE:</b>	12.51%
<b>NOI:</b>	\$125,000
<b>LOT SIZE:</b>	1.3 Acres
<b>BUILDING SIZE:</b>	7,604
<b>ZONING:</b>	Roadside Commercial
<b>PRICE / SF:</b>	\$17.64
<b>TRAFFIC COUNT:</b>	12,117

## PROPERTY OVERVIEW

This profitable convenience store and gas station along Route 16 has great active and passive income generators. With 3 apartments and a commercial unit along side the Lake Ossipee Country Store, this is for an investor looking for a great income producing site. With year round traffic and in a strategic location along the White Mountain Highway this corner lot that is at the entrance to all the Lake Ossipee homes, this site has had excellent sales and rental history.

## PROPERTY HIGHLIGHTS

- Over 300,000 gallons sold last year as an independent location
- Three 2 Bedroom Apartments and small 1000 SF retail unit that was a hair salon
- Diesel & Ethanol Free gas sold on site with plenty paved area
- 2019 Sales are up 24% over this point last year.

**KELLER WILLIAMS COASTAL REALTY**  
603.610.8500  
750 Lafayette Rd.,  
Suite 201 - Coastal Land & Commercial Group  
Portsmouth, NH 03801

**ETHAN ASH**  
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NH #071469

**DAVE GARVEY**  
Managing Director  
O: 603.610.8523  
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NH #004637

Each Office Independently Owned and Operated [kwclcg.com/](http://kwclcg.com/)

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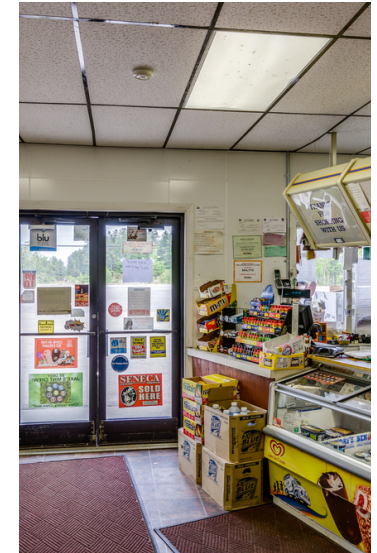
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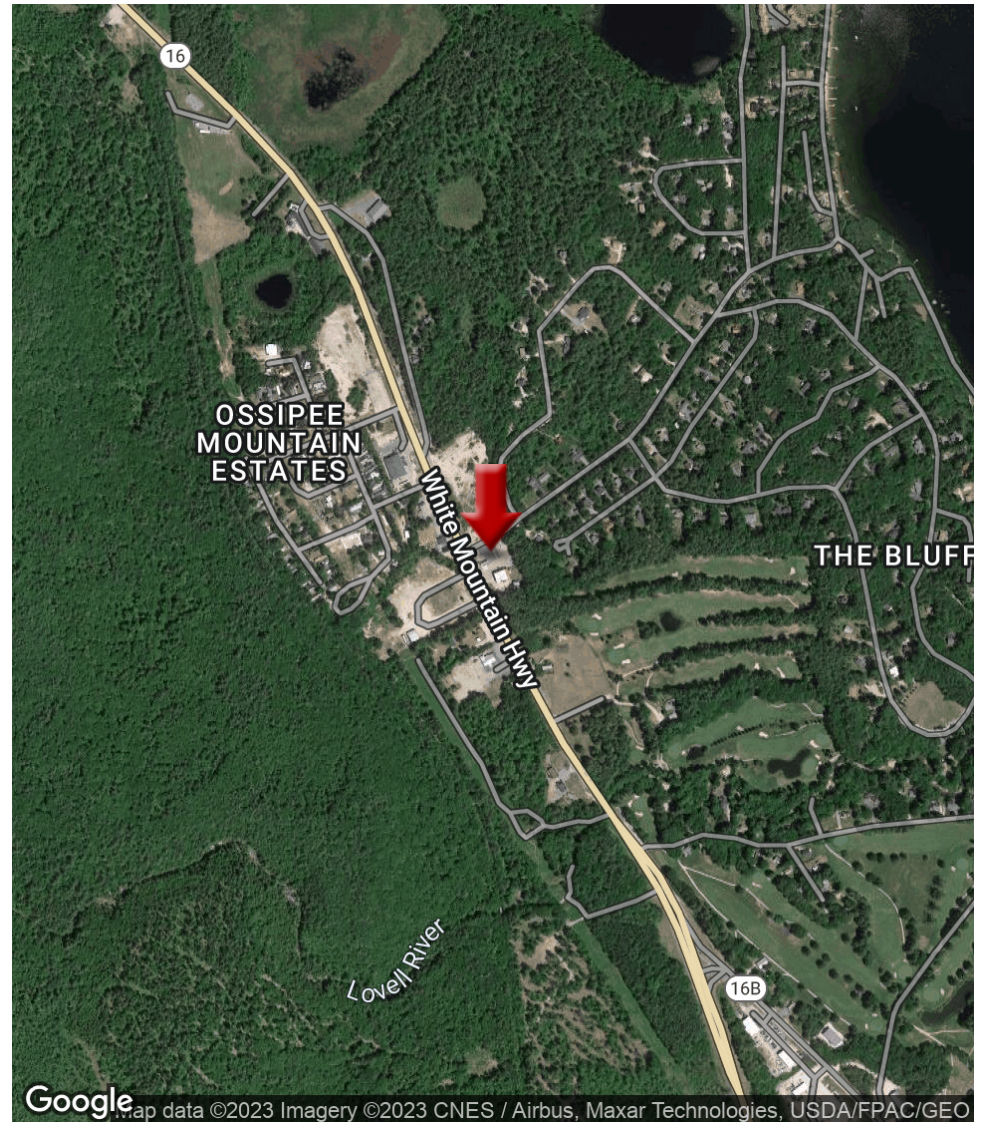
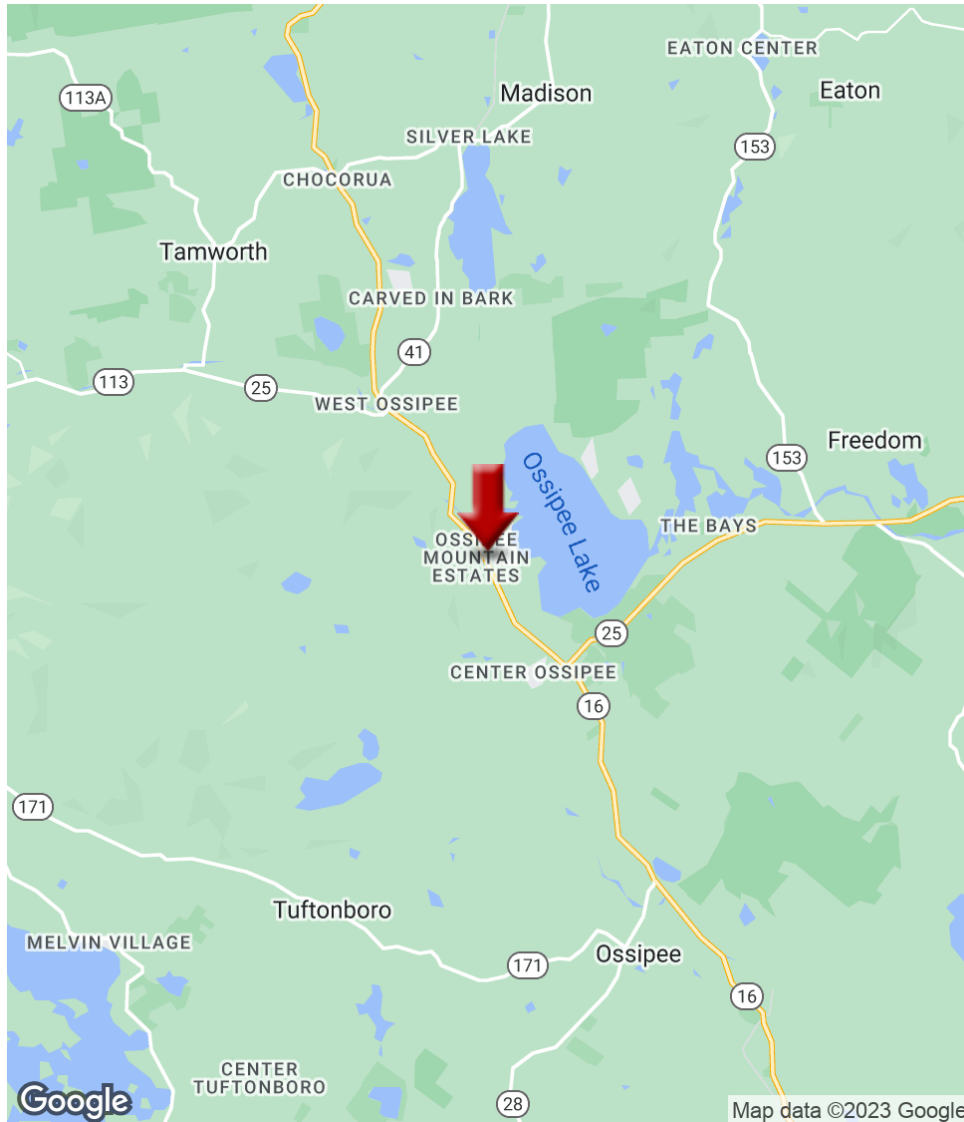
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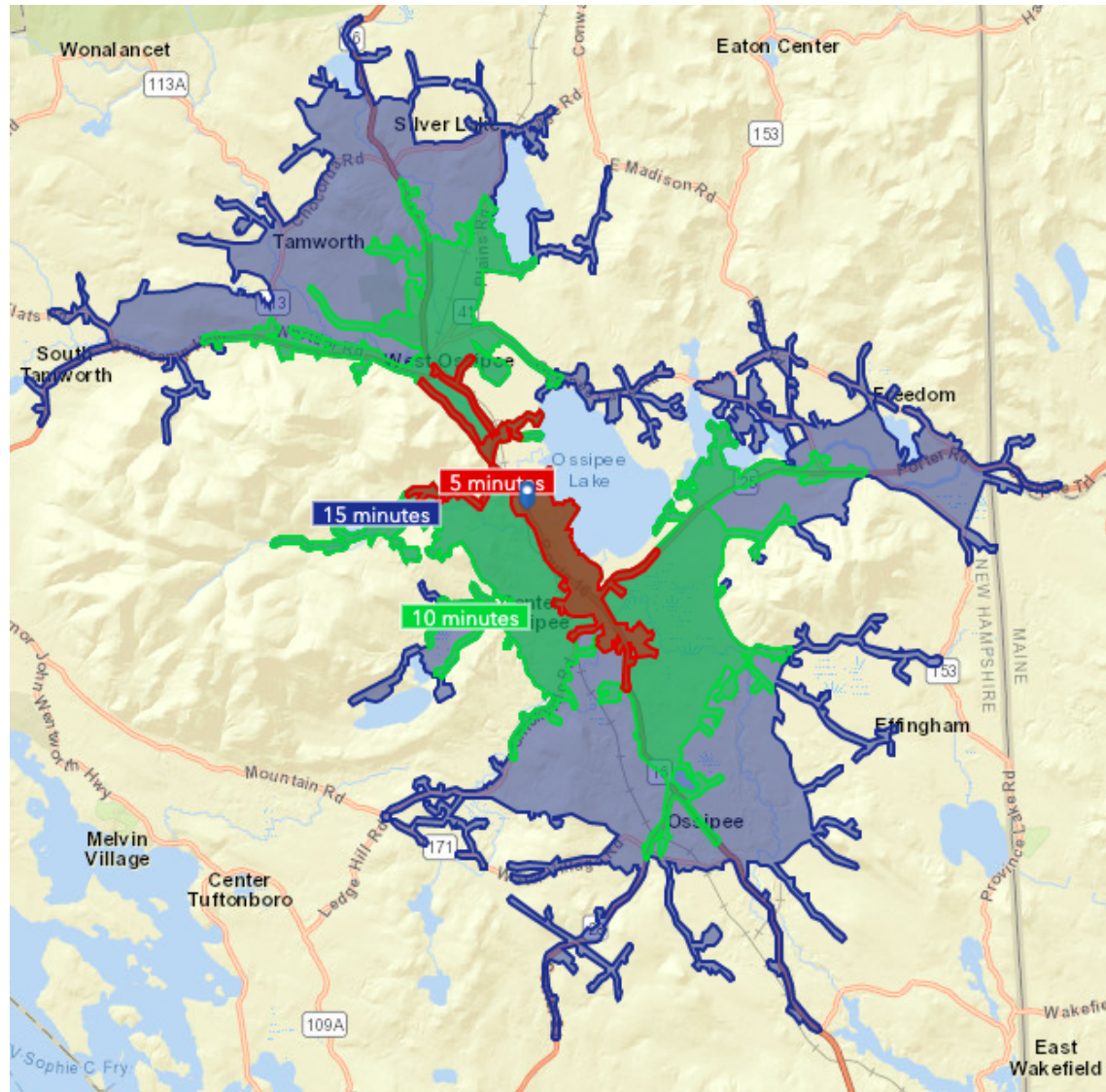
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## Tapestry Segments

 <b>6C The Great Outdoors</b> 1,586 households	<b>51.1%</b> of Households	▼
 <b>6E Rural Resort Dwellers</b> 788 households	<b>25.4%</b> of Households	▼
 <b>6F Heartland Communities</b> 398 households	<b>12.8%</b> of Households	▼

## KEY FACTS

7,045

Population

51.0

Median Age



3,106

Households

\$41,042

Median Disposable Income

## ANNUAL HOUSEHOLD SPENDING



\$1,517

Apparel & Services



\$107

Computers & Hardware



\$2,680

Eating Out



\$4,149

Groceries



\$5,023

Health Care

## INCOME



\$52,215

Median Household Income



\$28,671

Per Capita Income



\$114,801

Median Net Worth

## ANNUAL LIFESTYLE SPENDING



\$1,683

Travel



\$48

Theatre/Operas/  
Concerts



\$56

Movies/Museums/  
Parks



\$40

Sports Events



\$3

Online Games

## EMPLOYMENT



White Collar

56%



Blue Collar

31%



Services

13%

2.4%

Unemployment  
Rate

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UNIT TYPE	COUNT	% TOTAL	SIZE (SF)	\$/SF/YR	\$/SF/MONTH	ANNUAL RENT	RENT	RENT/SF	MARKET RENT	MARKET RENT/SF	DEPOSIT	RACK RATE	DESCRIPTION
	6	100.0	1,233	\$3.24	\$0.27	\$3,993	\$17,706	\$14.36	\$750	\$0.61	\$0		
Totals/Averages	6	100%	7,398	\$3.24	\$0.27	\$23,958	\$106,236	\$14.36	\$4,500	\$0.61	\$0		

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## INVESTMENT OVERVIEW-2018

Price	\$999,000
Price per SF	\$17.64
CAP Rate	12.5%
Cash-on-Cash Return (yr 1)	- %
Total Return (yr 1)	-
Debt Coverage Ratio	-

## OPERATING DATA

Gross Scheduled Income	\$1,240,352
Other Income	\$42,600
Total Scheduled Income	\$1,282,952
Vacancy Cost	\$6,000
Gross Income	\$1,276,952
Operating Expenses	\$1,157,000
Net Operating Income	\$125,952
Pre-Tax Cash Flow	-

## FINANCING DATA

Down Payment	\$249,750
Loan Amount	\$749,250
Debt Service	\$59,337
Debt Service Monthly	\$4,945
Principal Reduction (yr 1)	\$22,382

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## 2018 Financials



2018	Gas Sales		Store Sales		Total
	Volume/Units	Sales		Sales	
January	17,149.01	\$49,737.86		\$13,580.46	\$63,318.32
February	17,482.48	\$50,070.72		\$12,090.60	\$62,161.32
March	16,672.96	\$47,290.47		\$12,437.52	\$59,727.99
April	15,168.52	\$44,238.68		\$12,461.43	\$56,700.11
May	25,219.59	\$78,042.06		\$20,561.78	\$98,603.84
June	30,738.47	\$97,475.61		\$31,861.27	\$129,336.88
July	42,667.17	\$133,111.68		\$54,955.48	\$188,067.16
August	40,963.75	\$126,796.37		\$49,354.65	\$176,151.02
September	29,644.78	\$91,682.06		\$31,116.47	\$122,798.53
October	29,670.82	\$91,103.92		\$20,586.39	\$111,690.31
November	26,966.06	\$76,818.32		\$15,492.07	\$92,310.39
December	24,077.32	\$63,493.55		\$15,993.48	\$79,487.03
Yearly	316,420.93	\$949,861.30		\$290,491.60	\$1,240,352.90
Gross Revenue	\$142,389.42			\$95,862.23	\$238,251.65

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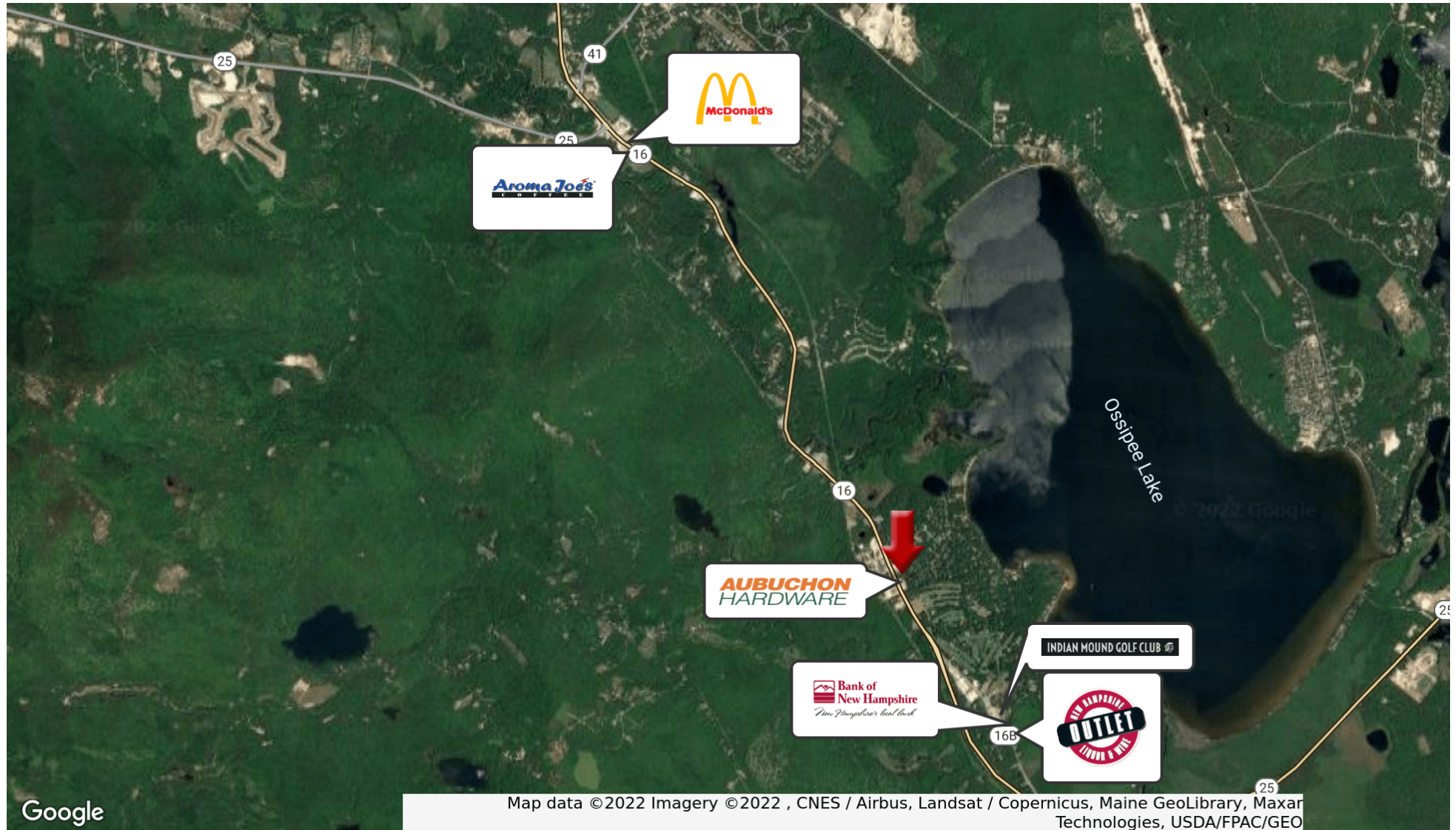
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**Property Card: 1600 ROUTE 16**  
Town of Ossipee, NH



**Parcel ID:** 053-090-000  
**PID:** 000053090000000000

**Owner:** GOUMAS, CHRISTOPHER J  
**Co-Owner:** TRUSTEE  
**Mailing Address:** GOUMAS, CYNTHIA M TRUSTEE  
GOUMAS REALTY TRUST  
12 OAKWOOD DR  
CTR OSS�PEE, NH 03814

**General Information**

**Map:** 000053  
**Lot:** 090000  
**Sub:** 000000

**Land Use:** COM/IND  
**Zone:** RSC ROADSIDE COM  
**Land Area in Acres:** 1.3  
**Current Use:** N  
**Neighborhood:** N-E  
**Frontage:** 00  
**Waterfront:** N  
**View Factor:**

**Assessed Value**

**Land:** 113300  
**Buildings:** 449200  
**Extra Features:** 101200  
**Total:** 663700

**Sale History**

**Book/Page:** 1889-212  
**Sale Date:** 10/28/2000 12:00:00 AM  
**Sale Price:** 0

**Building Details**

**Model Description:** GAS STATIO  
**Year Built:** 1982  
**Building Grade:** AVG  
**Stories:** 2.00 STORY

**Condition:** AVERAGE  
**Depreciation:** 0  
**No. Bedrooms:** 3  
**No. Baths:** 3  
**Adj Bas:** 0



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Property Address 1600 Route 16

NH CIBOR



**Mandatory New Hampshire Real Estate Disclosure & Notification Form**

1) NOTIFICATION RADON, ARSSENIC AND LEAD PAINT: Pursuant to RSA 477: 4-a, the SELLER hereby advises the BUYER of the following:

**RADON :** Radon, the product of decay of radioactive materials in rock, may be found in some areas of New Hampshire. Radon gas may pass into a structure through the ground or through water from a deep well. Testing of the air by a professional certified in radon testing and testing of the water by an accredited laboratory can establish radon's presence and equipment is available to remove it from the air or water.

**ARSENIC:** Arsenic is a common groundwater contaminant in New Hampshire that occurs at unhealthy levels in well water in many areas of the state. Tests are available to determine whether arsenic is present at unsafe levels, and equipment is available to remove it from water. The buyer is encouraged to consult the New Hampshire department of environmental services private well testing recommendations ( [www.des.nh.gov](http://www.des.nh.gov)) to ensure a safe water supply if the subject property is served by a private well.

**LEAD PAINT:** Before 1977, paint containing lead may have been used in structures. The presence of flaking lead paint can present a serious health hazard, especially to young children and pregnant women. Tests are available to determine whether lead is present.

2) DISCLOSURE FOR WATER SUPPLY AND SEWAGE DISPOSAL: Pursuant to RSA 477:4-c & d, the SELLER hereby provides the BUYER with information relating to the water and sewage systems:

**WATER SUPPLY SYSTEM**

Type: Artesian  
Location: Parkway lot  
Malfunctions: \_\_\_\_\_  
Date of Installation: \_\_\_\_\_  
Date of most recent water test: \_\_\_\_\_  
Problems with system: \_\_\_\_\_

**SEWERAGE DISPOSAL SYSTEM**

Size of Tank: 1500  
Type of system: septic  
Location: Back Yard  
Malfunctions: \_\_\_\_\_  
Age of system: \_\_\_\_\_  
Date most recently serviced: yearly  
Name of Contractor who services system: Maple Ridge

Property Address

3) INSULATION: Is the Property currently used or proposed to be used for a 1 to 4 family dwelling?

Yes ☒ No ☐

If yes, the SELLER hereby provides the BUYER with information relating to insulation:

Location(s): Walls + Roof  
Type: Fiberglass

4) LEAD PAINT: Was the property construction prior to 1978 and is the Property or any part of the Property used for residential dwelling(s) or special uses that would require the Disclosure of Information on Lead-Based Paint and/or Lead-Based Paint Hazards form under federal law?

Yes ☐ No ☒

If yes, has the Federal Lead Addendum been attached? And has the Federal pamphlet been delivered.

Yes ☐ No ☒

5) METHAMPHETAMINE PRODUCTION: Do you have knowledge of methamphetamine production ever occurring on the property? (Per RSA 477:4-g)

Yes ☐ No ☒

If Yes, please explain:

6) SITE ASSESSMENT ON WATERFRONT PROPERTY:

Does the Property use a septic disposal system?

Yes ☐ No ☒

If yes, is a Site Assessment Study for "Developed Waterfront" required pursuant to RSAs 485-A:2 and 485-A:39?

Yes ☐ No ☐

If yes, has the SELLER engaged a permitted subsurface sewer or waste disposal system designer to perform a site assessment study to determine if the site meets the current standards for septic disposal systems established by the Department of Environmental Services?

Yes ☐ No ☐

7) CONDOMINIUM: Pursuant to RSA 477:4-f, is the property a condominium?

Yes ☐ No ☒

If the property is a condominium, BUYER has the right to obtain the information in RSA 356 - B58 I from the condominium unit owners' association. Such information shall include a copy of the condominium declaration, by-laws, any formal rules of the association, a statement of the amount of monthly and annual fees, and any special assessments made within the last 3 years.



Property Address

8) RENEWABLE ENERGY IMPROVEMENTS

Is this property subject to a Public Utility Tariff Pursuant to RSA 374:61?

Yes ☐ No ☒ Unknown ☐

If yes than SELLER shall disclose, if known:

Remaining Term: \_\_\_\_\_

Amount of Charges: \_\_\_\_\_

Any Estimates or Documentation of the Gross or Net Energy or Fuel Savings \_\_\_\_\_

9) SELLER LICENSEE

Pursuant to RSA 331 A:26 XXII, is the Seller (or any owner, direct or indirect) of this property a real estate licensee in the state of New Hampshire:

Yes ☐ No ☒

10) ASBESTOS DISPOSAL: Does Property include an asbestos disposal site?

Yes ☐ No ☒ Unknown ☐

If yes, then disclosure is required pursuant to RSA 141-E:23.

11) PROPERTY ADDRESS:

Address: 1600 Route 16

Unit Number (if applicable): N/A

Town: Greuter Ossipee 03814

[Signature]  
SELLER

\_\_\_\_\_  
SELLER

SELLER

5-14-19  
Date

\_\_\_\_\_  
Date

The BUYER(S) hereby acknowledge receipt of a copy of this disclosure prior to the execution of the Purchase and Sale Agreement to which this is appended.

\_\_\_\_\_  
BUYER

\_\_\_\_\_  
Date

\_\_\_\_\_  
BUYER

\_\_\_\_\_  
Date

Agency. This is not a New Hampshire Association of REALTORS® form.

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*Every purchaser of any interest in residential property on which a residential dwelling was built prior to 1978 is notified that such property may present exposure to lead from lead-based paint that may place young children at risk of developing lead poisoning. Lead poisoning in young children may produce permanent neurological damage, including learning disabilities, reduced intelligence quotient, behavioral problems, and impaired memory. Lead poisoning also poses a particular risk to pregnant women. The seller of any interest in residential real property is required to provide the buyer with any information on lead-based paint hazards from risk assessments or inspections in the seller's possession and notify the buyer of any known lead-based paint hazards. A risk assessment or inspection for possible lead-based paint hazards is recommended prior to purchase.*

(ii) ☒ Seller has no knowledge of lead-based paint and/or lead-based paint hazards in the housing.

Agent	Date
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