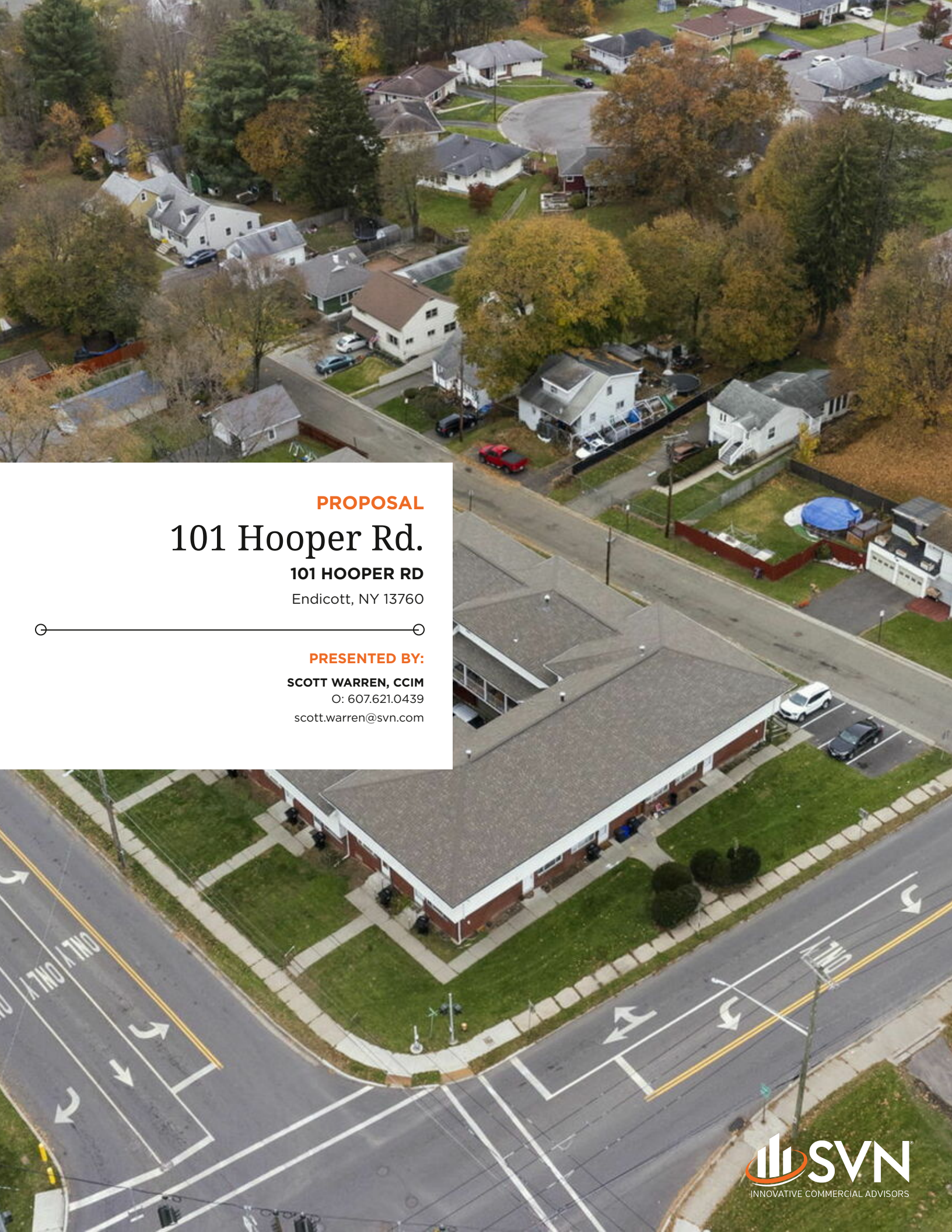

PROPOSAL

101 Hooper Rd.

101 HOOPER RD

Endicott, NY 13760

PRESENTED BY:

SCOTT WARREN, CCIM
O: 607.621.0439
scott.warren@svn.com

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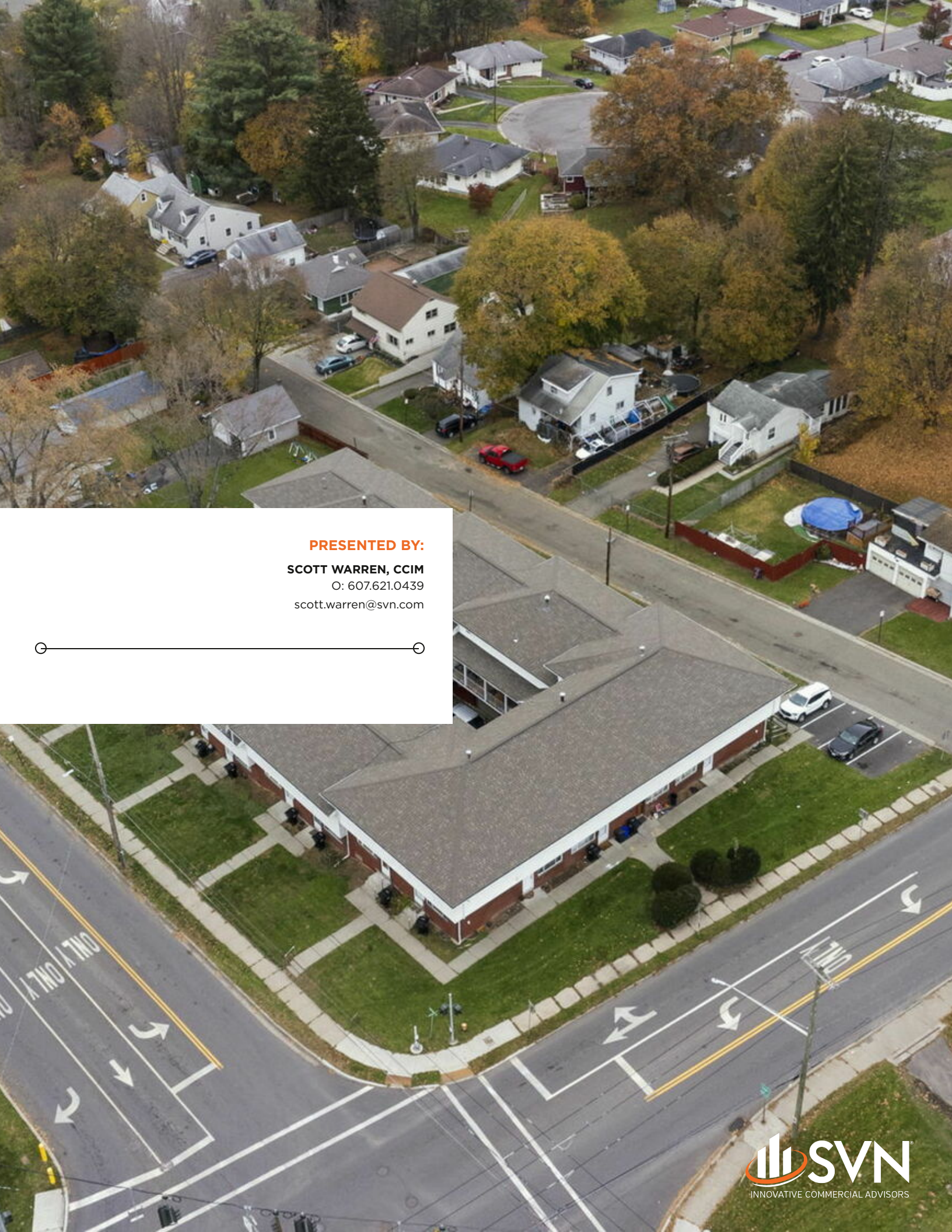

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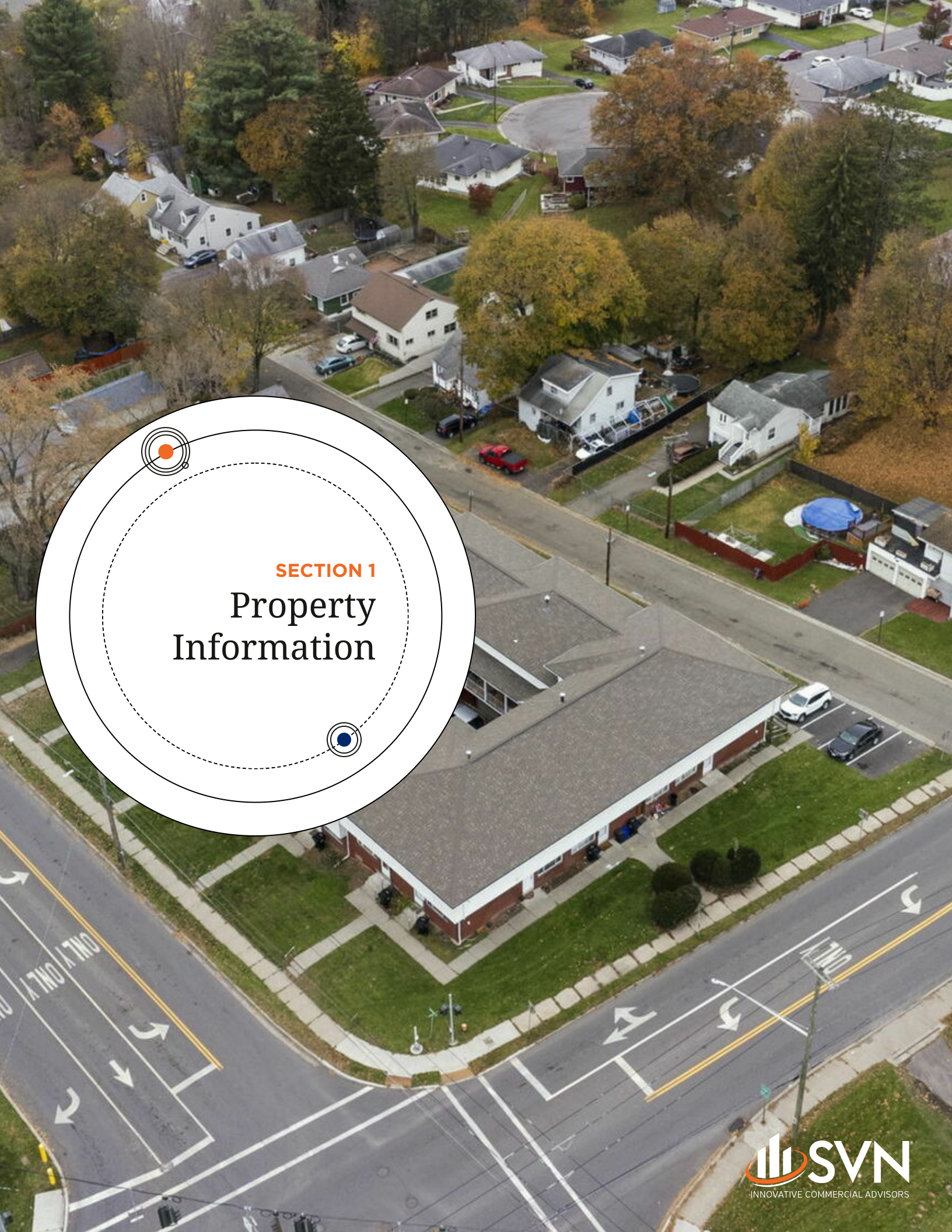
The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Proposal is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Proposal or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



SECTION 1

Property Information

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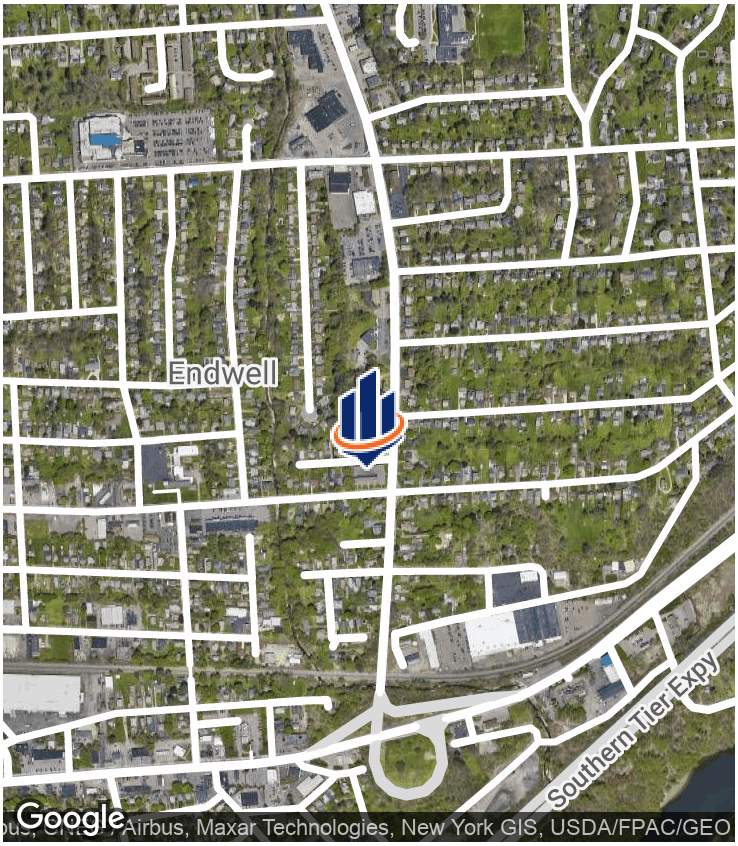
PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	$3,250,000
BUILDING SIZE:	26,042 SF
LOT SIZE:	0.73 Acres
PRICE / SF:	$124.80
CAP RATE:	6.45%
NOI:	$209,716
YEAR BUILT:	1960
RENOVATED:	2022
ZONING:	Multi Residential 20 Units
MARKET:	Binghamton Housing

PROPERTY OVERVIEW

Presenting a 20-unit townhouse complex now available for sale. Each unit boasts its own furnace and water heater for added convenience. Comprising 9 three-bedroom units and 11 two-bedroom units, this complex also offers 16 drive-in garages, with four units featuring basement storage space. Located directly on Hooper Rd. within the Maine Endwell School District, it provides seamless access to the highway interchange. This property has undergone a significant transformation in the past year, with 18 of the units receiving all-new flooring, updated kitchens, and modernized bathrooms. As a work in progress, there remains ample opportunity to enhance the property's value and bring rents up to market standards.

PROPERTY HIGHLIGHTS

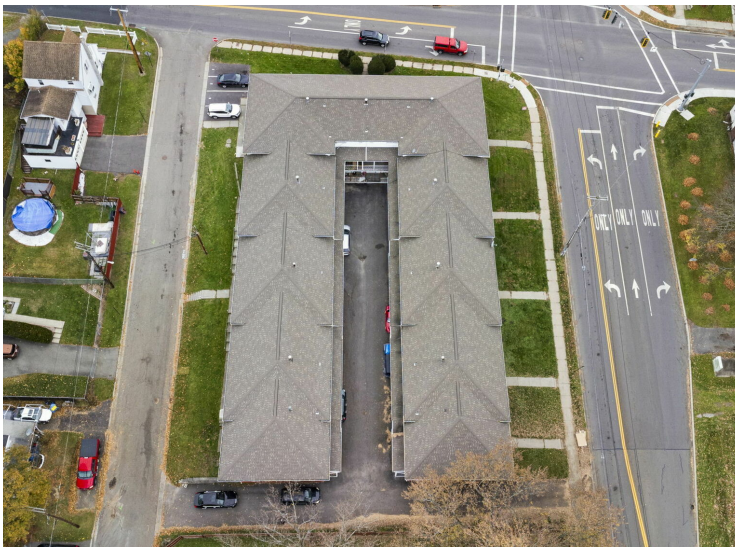
- 20 Townhomes. 9 3 Bed Units and 11 2 Bed Units.
- Excellent location. Directly on Hooper Rd.
- Maine Endwell School District.
- 16 Garages.
- Separately metered.
- New roof.
- New garage doors.

PROPERTY DESCRIPTION

Presenting a 20-unit townhouse complex now available for sale. Each unit boasts its own furnace and water heater for added convenience. Comprising 9 three-bedroom units and 11 two-bedroom units, this complex also offers 16 drive-in garages, with four units featuring basement storage space. Located directly on Hooper Rd. within the Maine Endwell School District, it provides seamless access to the highway interchange. This property has undergone a significant transformation in the past year, with 18 of the units receiving all-new flooring, updated kitchens, and modernized bathrooms. As a work in progress, there remains ample opportunity to enhance the property's value and bring rents up to market standards.

LOCATION DESCRIPTION

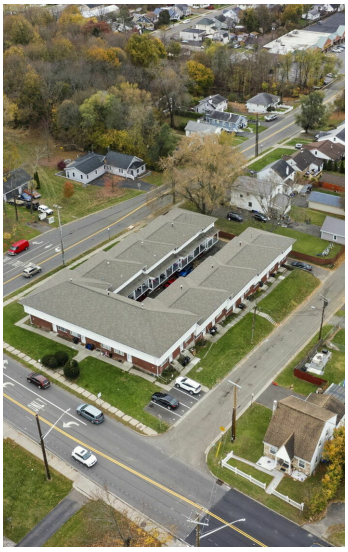
This property boasts an exceptional location right on Hooper Rd. within the Maine Endwell School District. Situated in a rapidly growing area, it enjoys an ideal position, mere minutes from the George F Highway, the I86 interchange, and ME High School. Its central location is truly outstanding.

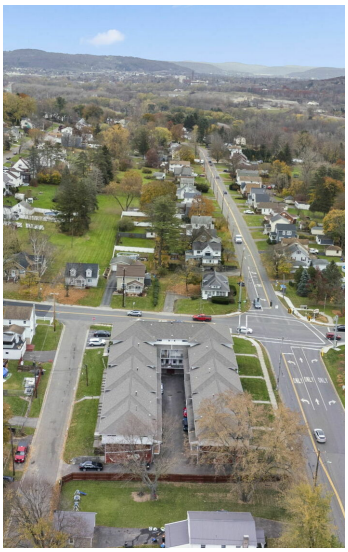


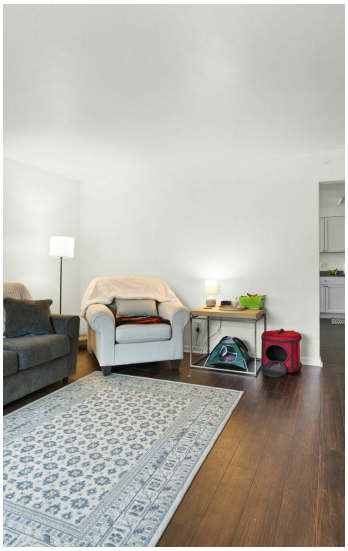
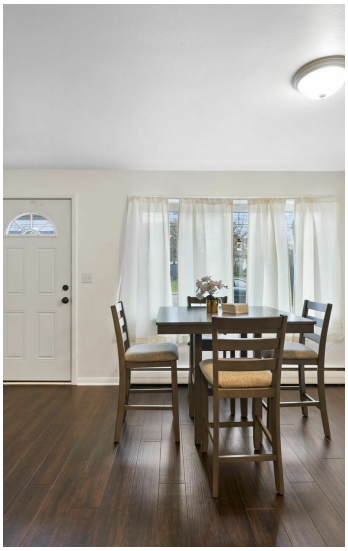
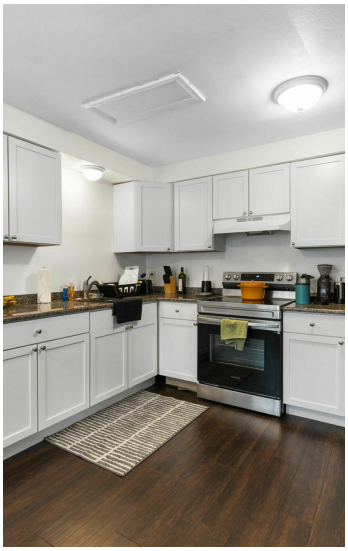
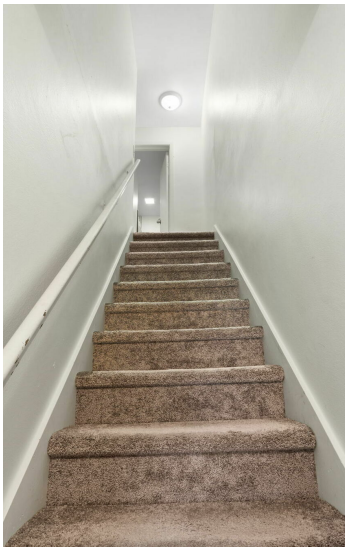
PROPERTY HIGHLIGHTS

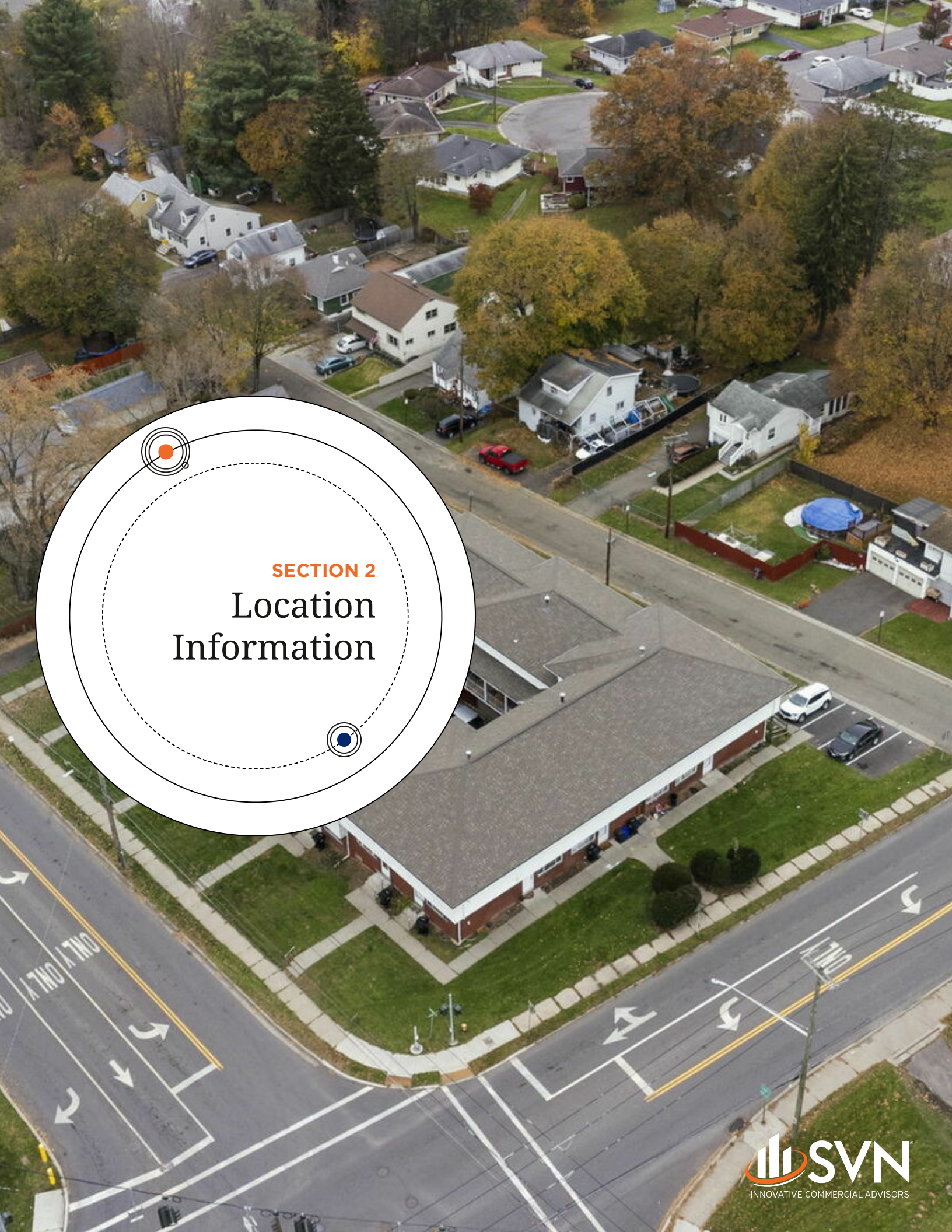
- 20 Townhomes. 9 3 Bed Units and 11 2 Bed Units.
- Excellent location. Directly on Hooper Rd.
- Maine Endwell School District.
- 16 Garages.
- Separately metered.
- New roof.
- New garage doors.
- 18 of the units have been updated with new flooring, Kitchens and Baths.

ADDITIONAL PHOTOS







SECTION 2

Location Information

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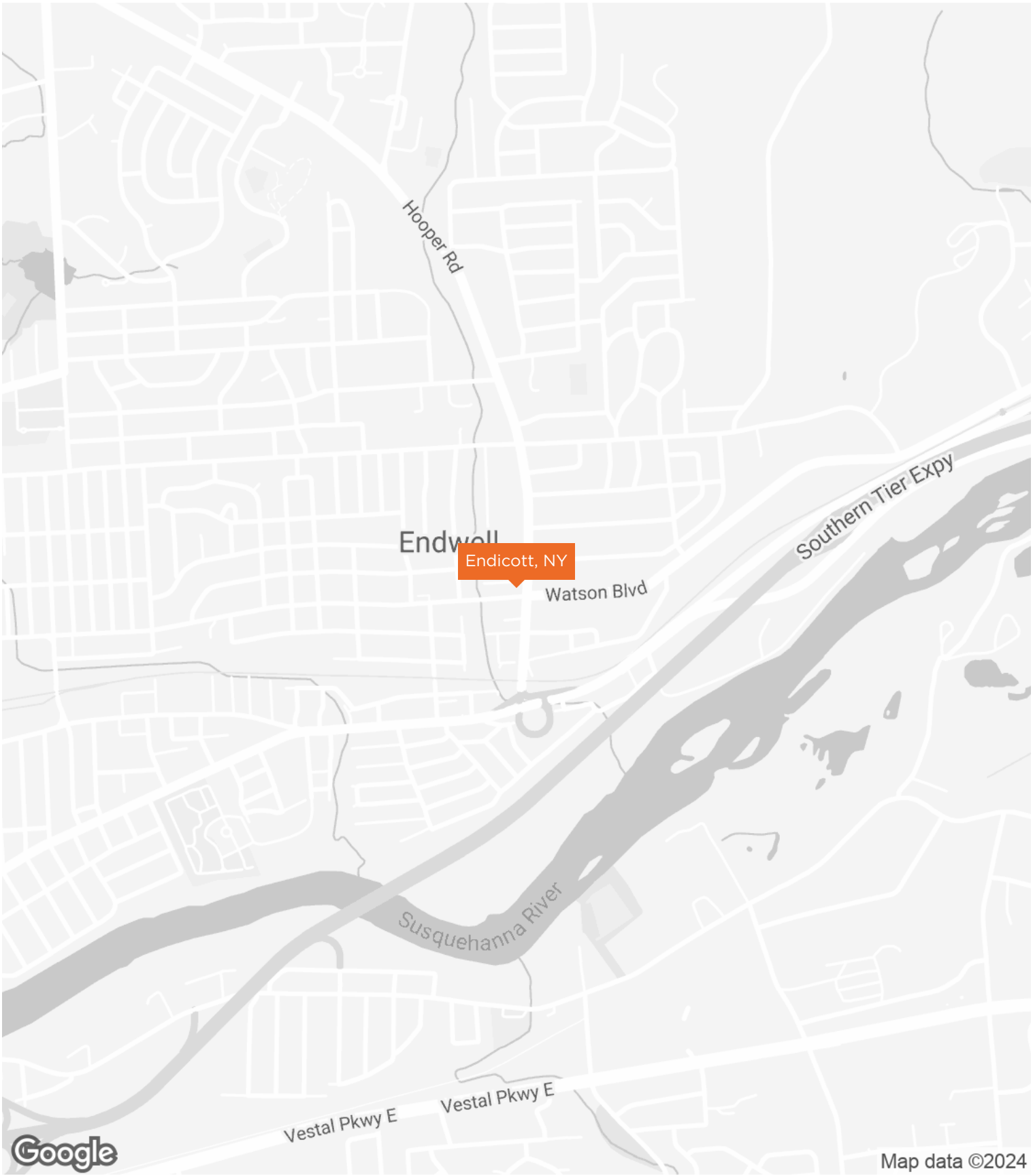
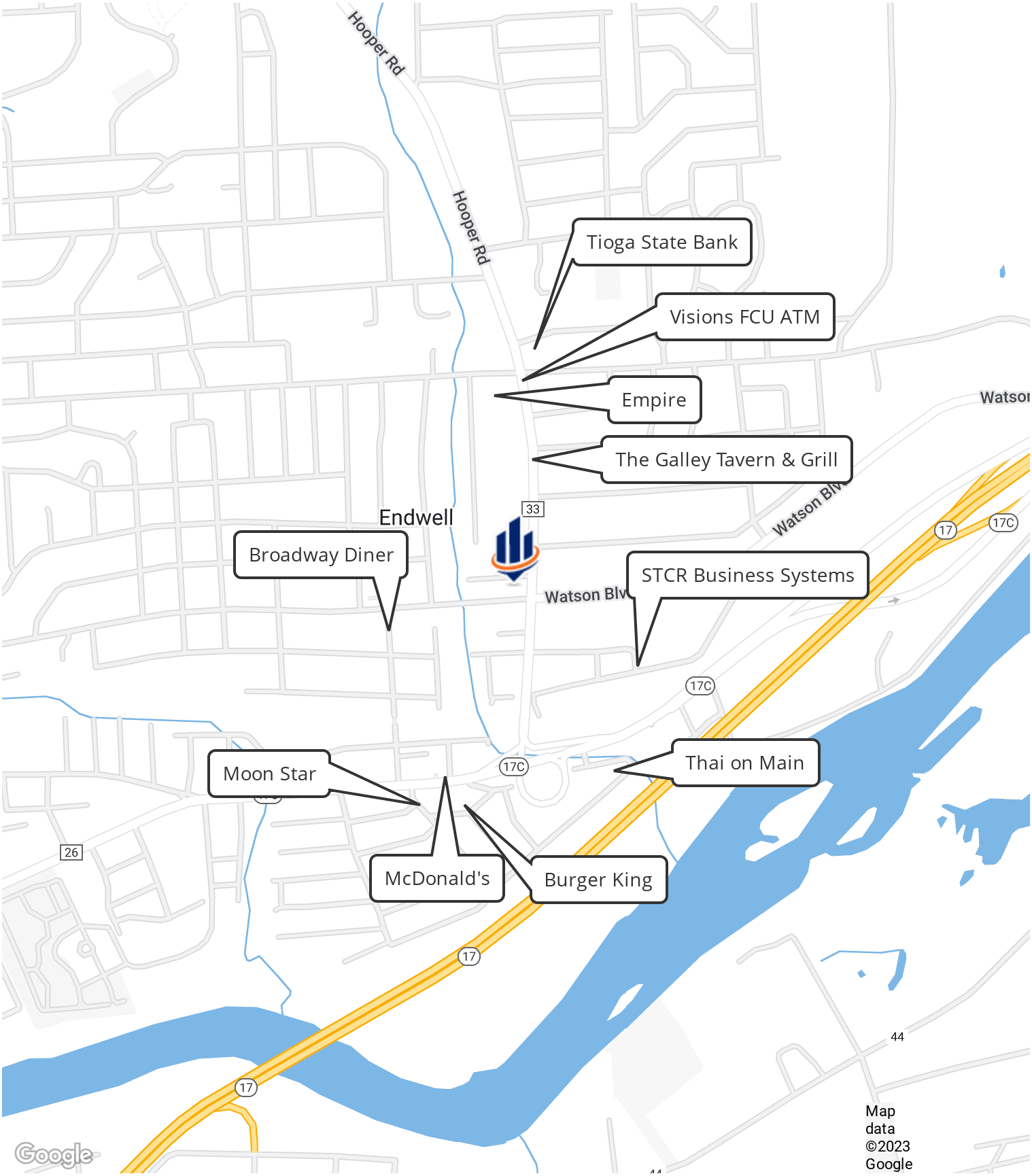
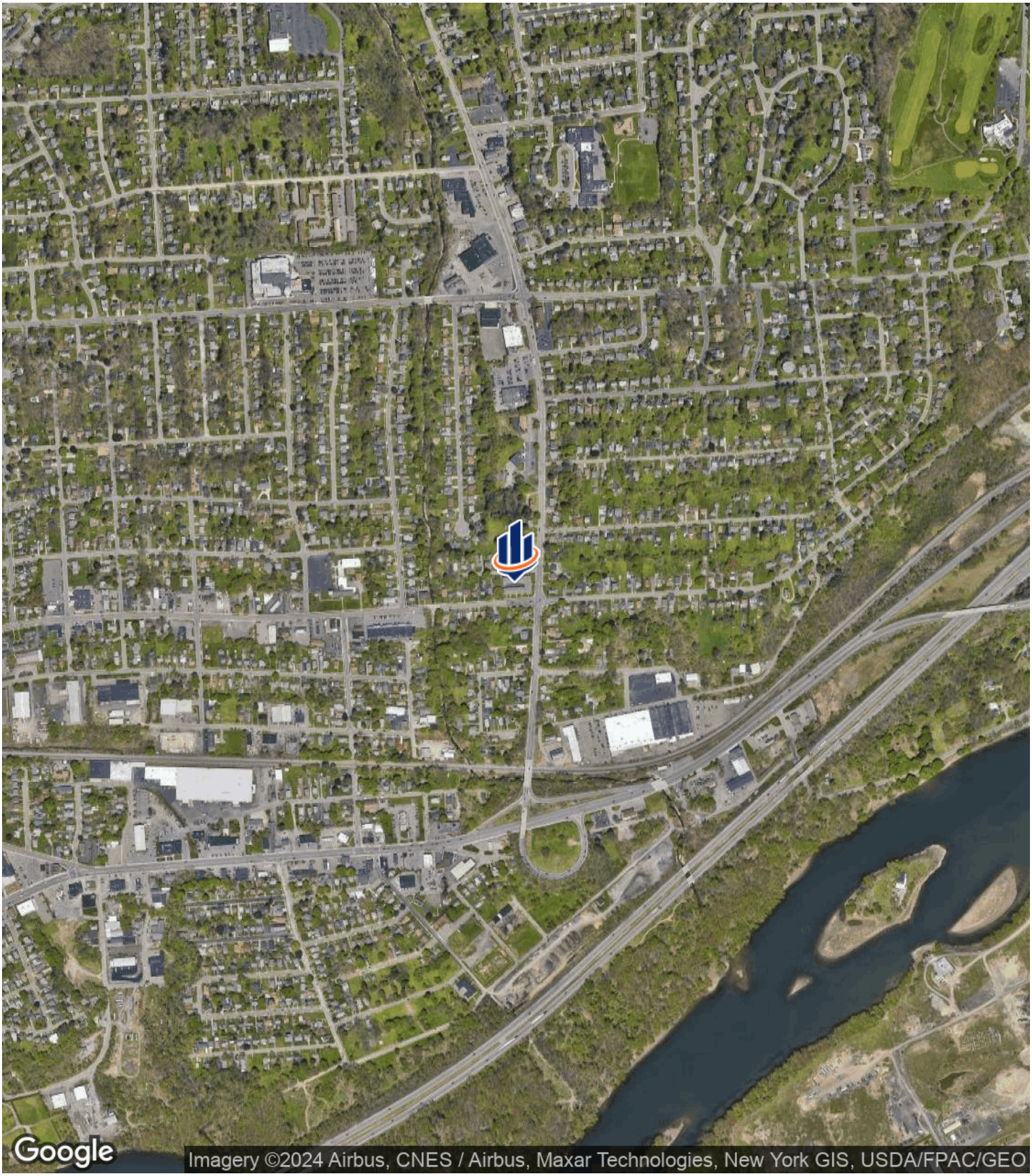
REGIONAL MAP



LOCATION MAP



AERIAL MAP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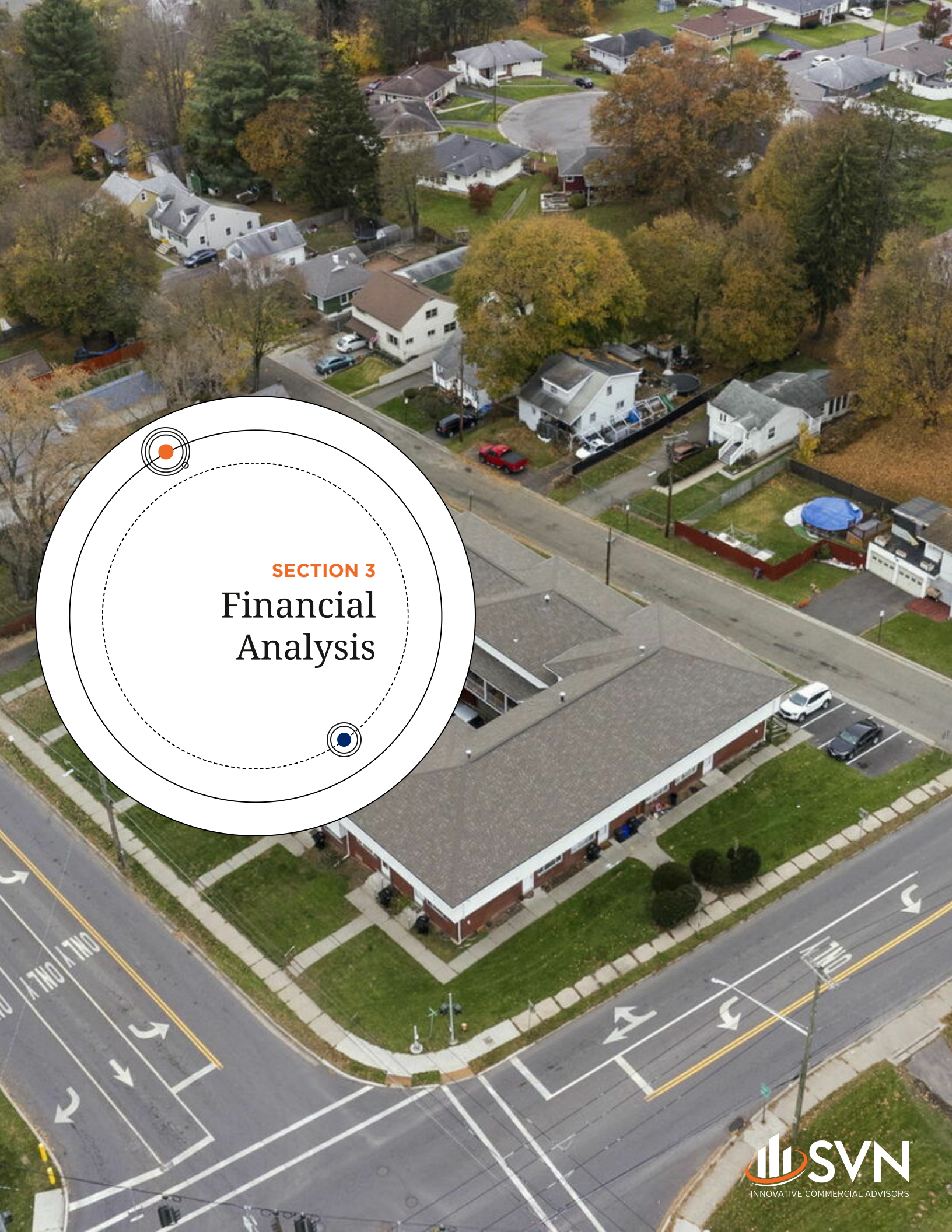
Imagery ©2024 Airbus, CNES / Airbus, Maxar Technologies, New York GIS, USDA/FPAC/GEO



SECTION 3

Financial Analysis

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FINANCIAL SUMMARY

INVESTMENT OVERVIEW	101 HOOPER RD.
PRICE	$3,250,000
PRICE PER SF	$125
PRICE PER UNIT	$162,500
GRM	10.73
CAP RATE	6.45%
CASH-ON-CASH RETURN (YR 1)	6.45%
TOTAL RETURN (YR 1)	$209,717

OPERATING DATA	101 HOOPER RD.
GROSS SCHEDULED INCOME	$303,000
TOTAL SCHEDULED INCOME	$303,000
VACANCY COST	$9,090
GROSS INCOME	$293,910
OPERATING EXPENSES	$84,193
NET OPERATING INCOME	$209,717
PRE-TAX CASH FLOW	$209,717

FINANCING DATA	101 HOOPER RD.
DOWN PAYMENT	$3,250,000

INCOME & EXPENSES

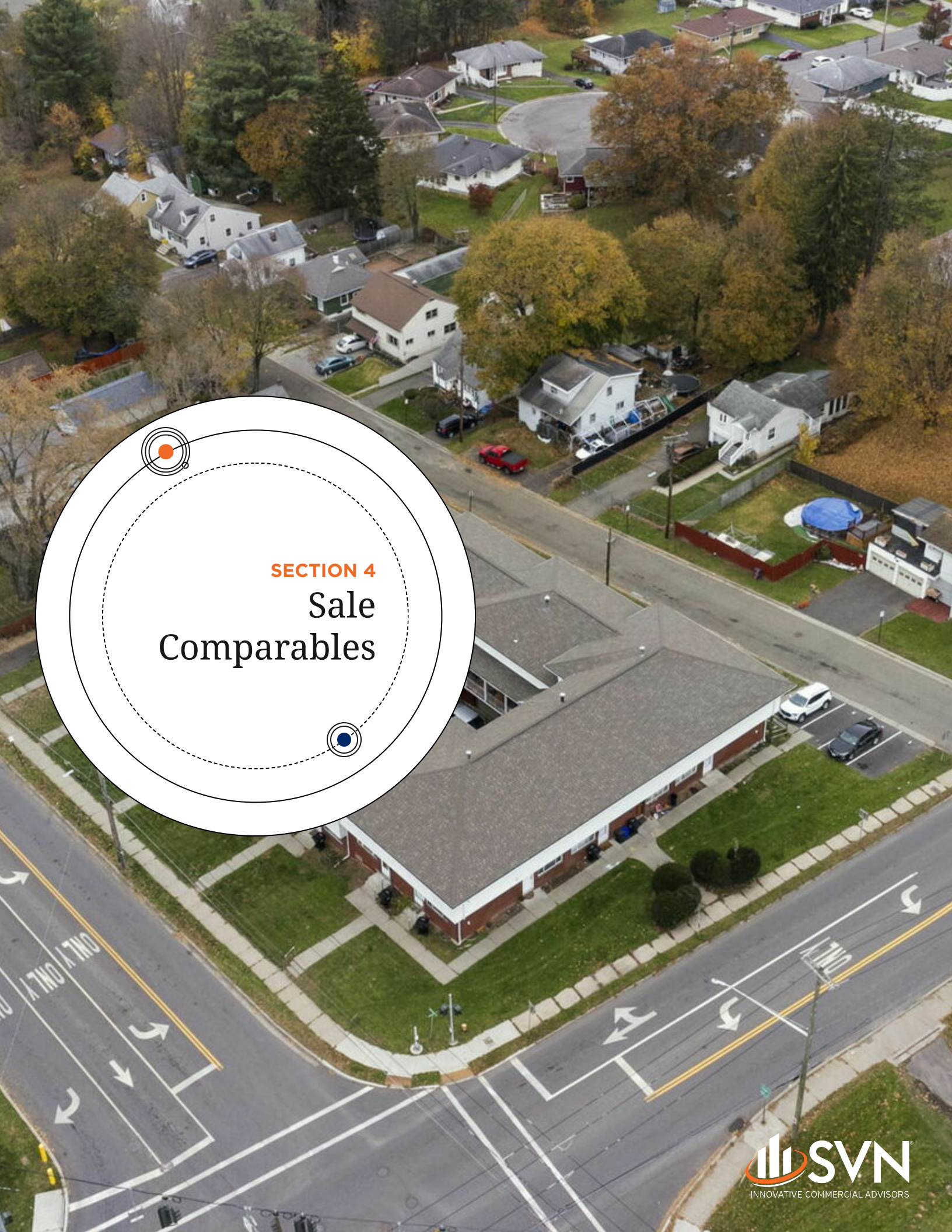
INCOME SUMMARY	101 HOOPER RD.
TOTAL INCOME	**$293,910**

EXPENSE SUMMARY	101 HOOPER RD.
MANAGEMENT (5%)	$14,695
TAXES	$34,121
GARBAGE REMOVAL	$6,804
INSURANCE	$9,589
MAINTENANCE (4%)	$9,484
WATER AND SEWER	$9,500
GROSS EXPENSES	**$84,193**

NET OPERATING INCOME	**$209,716**

RENT ROLL

SUITE	BEDROOMS	BATHROOMS	RENT	MARKET RENT	MARKET RENT / SF
1	3	1	$1,300	$1,643	$0.94
2	2	1	$1,400	$1,255	$0.72
3	2	1	$1,200	$1,255	$0.72
4	3	1	$1,300	$1,643	$0.94
5	2	1	$1,200	$1,255	$0.72
6	2	1	$1,500	$1,255	$0.72
7	2	1	$550	$1,255	$0.72
8	3	1	$550	$1,643	$0.94
9	2	1	$1,200	$1,255	$0.72
10	3	1	$1,800	$1,643	$0.94
11	3	1	$1,350	$1,643	$0.94
12	2	1	$1,800	$1,255	$0.72
13	3	1	$1,800	$1,643	$0.94
14	2	1	$1,200	$1,255	$0.72
15	2	1	$1,750	$1,255	$0.72
16	2	1	$1,200	$1,255	$0.72
17	3	1	$1,500	$1,643	$0.94
18	2	1	$1,300	$1,255	$0.72
19	3	1	$1,300	$1,643	$0.94
20	3	1	$1,400	$1,643	$0.94
TOTALS			**$26,600**	**$28,592**	**$16.38**
AVERAGES			**$1,330**	**$1,430**	**$0.82**



SECTION 4

Sale Comparables

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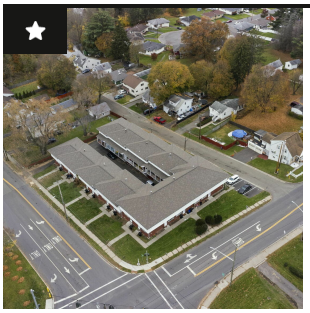
SALE COMPS



SUBJECT PROPERTY

101 Hooper Rd | Endicott, NY 13760

Sale Price:	$3,250,000	**NOI:**	$209,716
CAP:	6.45%	**GRM:**	10.73
Price / Unit:	$162,500	**No. Units:**	20
Price / AC:	$4,452,055	**Price PSF:**	$124.80
Building SF:	26,042 SF	**Year Built:**	1960

Presenting a 20-unit townhouse complex now available for sale. Each unit boasts its own furnace and water heater for added convenience. Comprising 9 three-bedroom units and 11 two-bedroom units, this complex also offers 16 drive-in garages, with four units featuring basement storage space. Located directly on Hooper Rd. within the Maine Endwell School District, it provides seamless access to the highway interchange. This property has undergone a significant transformation in the past year, with 18 of the units receiving all-new flooring, updated kitchens, and modernized bathrooms. As a work in progress, there remains ample opportunity to enhance the property's value and bring rents up to market standards.

1

59 GRAND AVE.

Johnson City, NY 13790

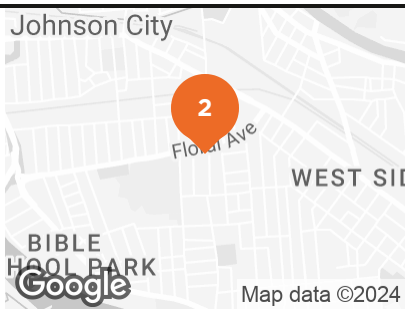
Sale Price:	$545,000	**Occupancy:**	87.5%
Price / Unit:	$68,125	**No. Units:**	8
Price / AC:	-	**Price PSF:**	$101.49
Building SF:	5,370 SF		

2

12 MARGARET ST.

Johnson CIty, NY 13790

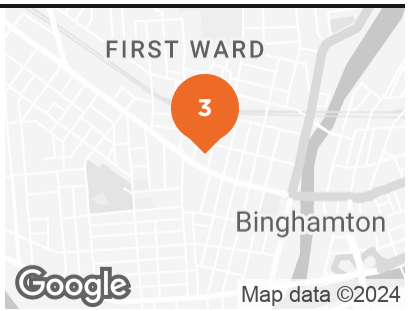
Sale Price:	$250,000	**Price / Unit:**	$50,000
No. Units:	5	**Price / AC:**	-
Price PSF:	$56.15	**Building SF:**	4,452 SF



3

5 MATHER ST

5 Mather Street | Binghamton, NY 13905



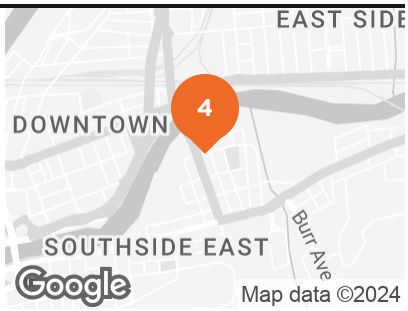
Sale Price:	$625,000	**Occupancy:**	100%
Closed:	09/21/2022	**CAP:**	7.00%
Price / Unit:	$104,166	**No. Units:**	6
Price / AC:	$3,289,473	**Price PSF:**	$73.05
Building SF:	8,556 SF	**Year Built:**	1965
Lot Size:	0.19 Acres		

This is being used as a 6 unit building but 3 of the units are very large and could easily be separated into a 9 unit building.

4

27 TOMPKINS STREET

27 Tompkins Street | Binghamton, NY 13903



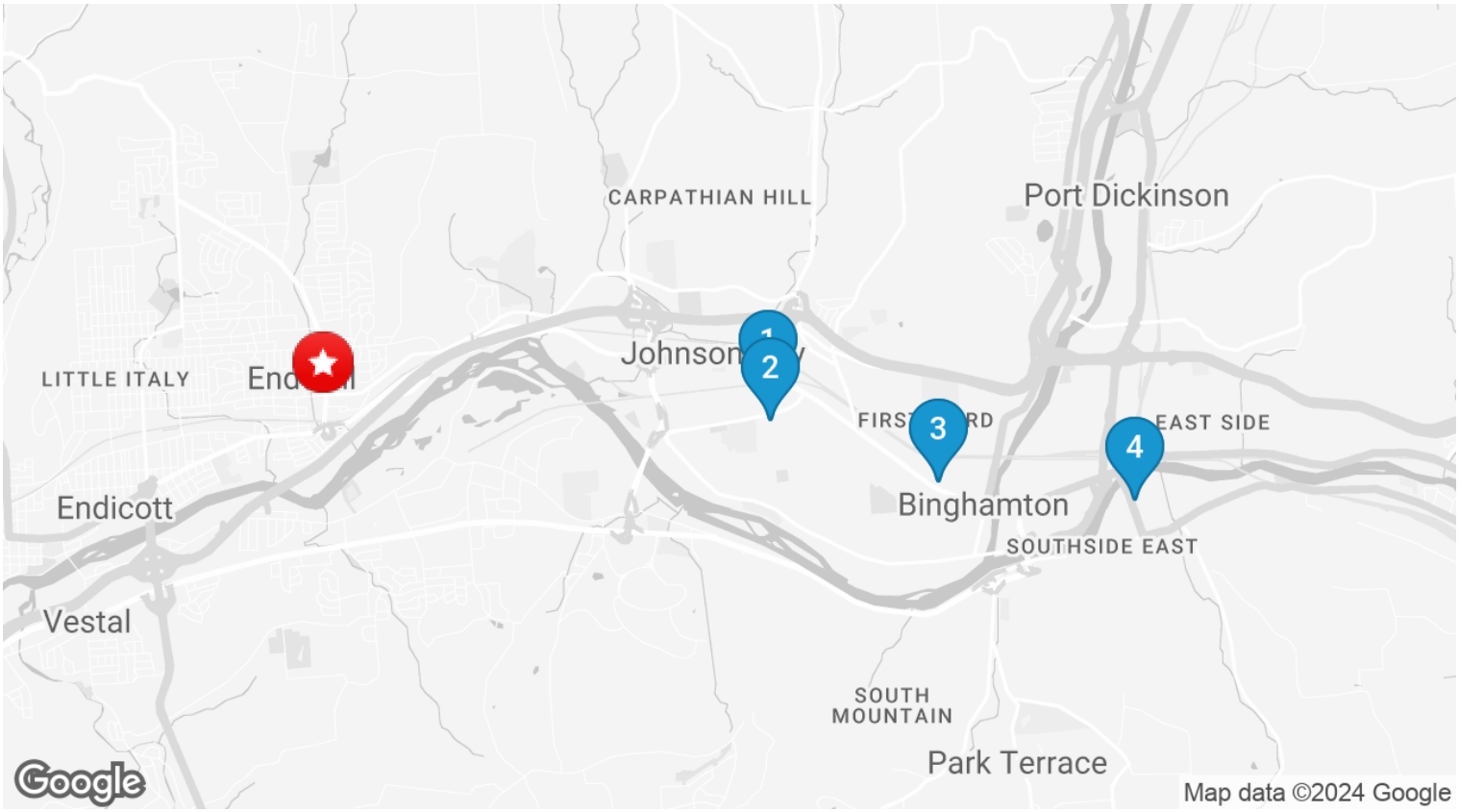
Sale Price:	$895,000	**Closed:**	01/03/2023
CAP:	5.70%	**Price / Unit:**	$37,291
No. Units:	24	**Price / AC:**	$1,570,175
Price PSF:	$38.98	**Building SF:**	22,960 SF
Year Built:	1975	**Lot Size:**	0.57 Acres

24 Unit Multi Family. Binghamton South Side near Tompkins Street Bridge.

SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	
	101 Hooper Rd. 101 Hooper Rd Endicott, NY 13760	$3,250,000	26,042 SF	$124.80	$124.80	$162,500	6.45%	10.73	20	
	SALE COMPS	**PRICE**	**BLDG SF**	**PRICE/SF**	**PRICE/SF**	**PRICE/UNIT**	**CAP**	**GRM**	**# OF UNITS**	**CLOSE**
1	**59 Grand Ave.** Johnson City, NY 13790	$545,000	5,370 SF	$101.49	-	$68,125	-	-	8	-
2	**12 Margaret St.** Johnson CIty, NY 13790	$250,000	4,452 SF	$56.15	-	$50,000	-	-	5	-
3	**5 Mather St** 5 Mather Street Binghamton, NY 13905	$625,000	8,556 SF	$73.05	$75.52	$104,166	7.0%	-	6	09/21/2022
4	**27 Tompkins Street** 27 Tompkins Street Binghamton, NY 13903	$895,000	22,960 SF	$38.98	$36.05	$37,291	5.7%	-	24	01/03/2023
		PRICE	**BLDG SF**	**PRICE/SF**	**PRICE/SF**	**PRICE/UNIT**	**CAP**	**GRM**	**# OF UNITS**	**CLOSE**
	TOTALS/AVERAGES	**$578,750**	**10,335 SF**	**$56.00**	**$34.96**	**$53,837**	**6.35%**	**-**	**10.75**	

SALE COMPS MAP



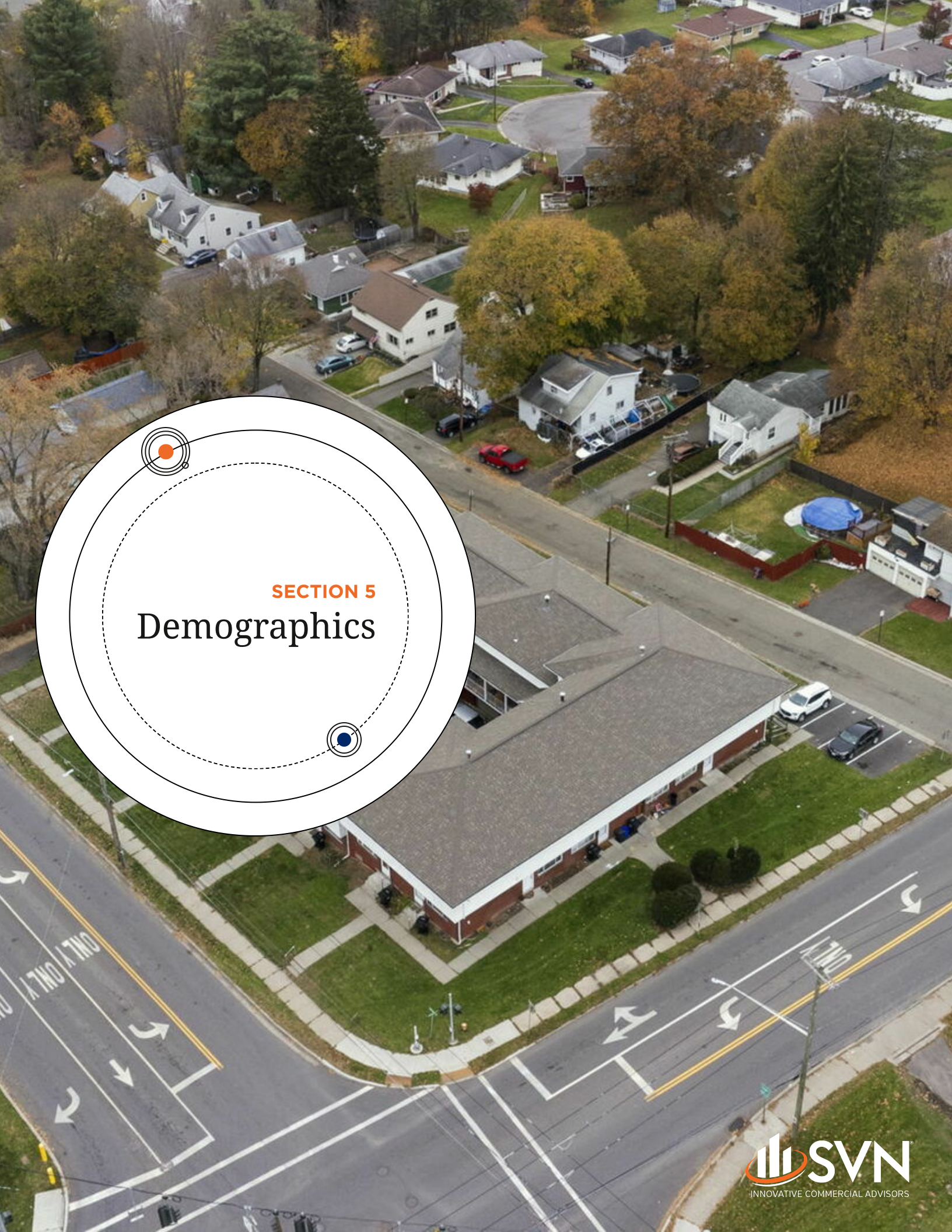
SUBJECT PROPERTY
101 Hooper Rd | Endicott, NY 13760

1 **59 GRAND AVE.**
Johnson City, NY
13790

2 **12 MARGARET ST.**
Johnson CIty, NY
13790

3 **5 MATHER ST**
5 Mather Street
Binghamton, NY 13905

4 **27 TOMPKINS STREET**
27 Tompkins Street
Binghamton, NY 13903



SECTION 5

Demographics

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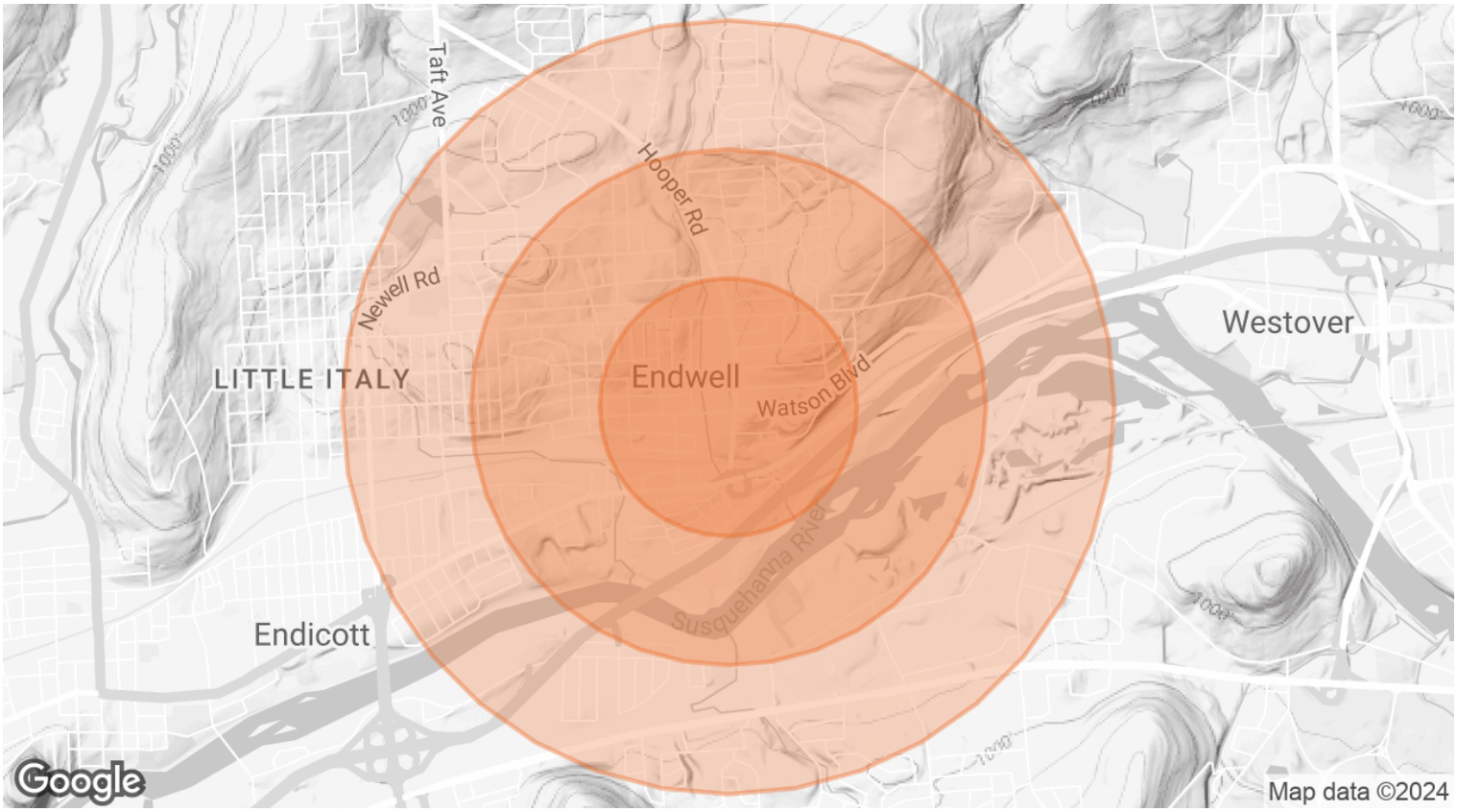
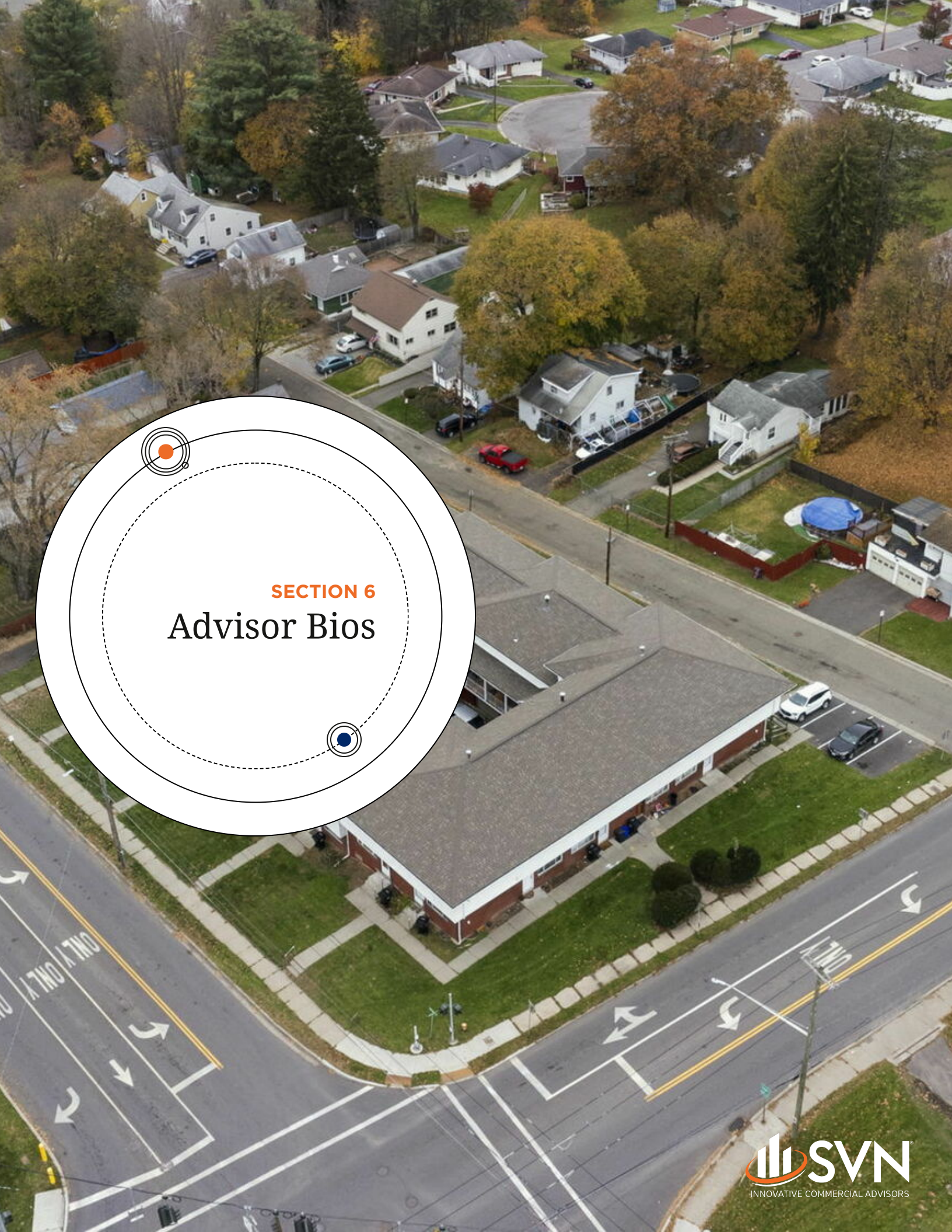
DEMOGRAPHICS MAP & REPORT



POPULATION	0.5 MILES	1 MILE	1.5 MILES
TOTAL POPULATION	2,111	7,925	16,518
AVERAGE AGE	48.3	44.5	41.3
AVERAGE AGE (MALE)	47.9	44.0	40.1
AVERAGE AGE (FEMALE)	47.4	45.0	42.9

HOUSEHOLDS & INCOME	0.5 MILES	1 MILE	1.5 MILES
TOTAL HOUSEHOLDS	1,151	3,955	8,384
# OF PERSONS PER HH	1.8	2.0	2.0
AVERAGE HH INCOME	$57,803	$65,715	$60,590
AVERAGE HOUSE VALUE	$134,567	$134,331	$131,987

** Demographic data derived from 2020 ACS - US Census*



SECTION 6

Advisor Bios

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ADVISOR BIO 1

SCOTT WARREN, CCIM

Managing Director

scott.warren@svn.com

Direct: **607.621.0439** | Cell: **607.621.0439**

PROFESSIONAL BACKGROUND

Scott's remarkable career began in 1986, and since then, he's held diverse Sales and Marketing roles, rising from Agent to District Manager and eventually becoming a Regional Sales Director overseeing five states. His journey culminated as a Corporate Executive at Columbian Mutual Life Insurance Company, reflecting his exceptional leadership and strategic prowess.

Driven by innovation, Scott co-founded a National Marketing Organization alongside visionary partners, expanding its reach to all 50 states with over 7,000 Agents, setting new industry standards.

Recognizing the evolving commercial real estate landscape, Scott seamlessly transitioned to this field, consistently producing multi-million dollar results. He completed a Certificate in Commercial Real Estate from Cornell University and earned the prestigious CCIM designation. His expertise spans various areas, from Market Analysis to Financial Modeling.

Specializing in Investment Real Estate, Scott's dynamic approach has facilitated deals involving Hotels, Banks, Churches, Multi-Use Properties, and more. His commitment to client value has cemented his status as one of the most active and influential investment realtors in the upstate market, earning him the Costar Power Broker award in 2018.

Scott's dedication, expertise, and innovative spirit continue to shape the future of commercial real estate, underlining his unwavering commitment to client success.

EDUCATION

Bachelors of Science Industrial Engineering
CCIM

MEMBERSHIPS

CCIM
NYSCAR

SVN | Innovative Commercial Advisors
520 Columbia Dr. Suite 103
Johnson City, NY 13790