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PROPOSAL

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7 Tompkins St

Binghamton, NY 13903

PRESENTED BY:

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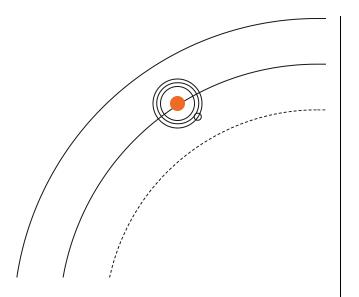
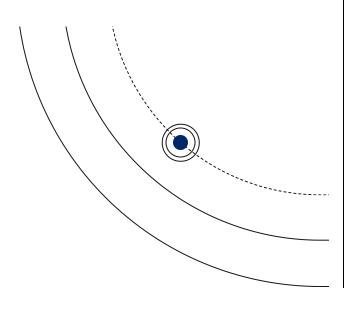


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DISCLAIMER

The material contained in this Proposal is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN[®] Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Proposal. If the person receiving these materials does not choose to pursue a purchase of the Property, this Proposal must be returned to the SVN Advisor.

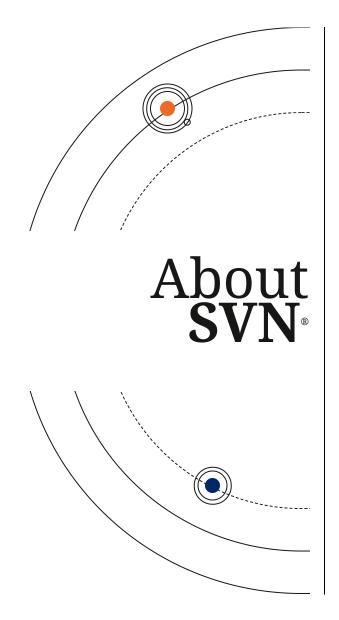
Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Proposal may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Proposal, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

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.





The SVN® brand was founded in 1987 out of a desire to improve the commercial real estate industry for all stakeholders through cooperation and organized competition.

The SVN organization is comprised of over 2,000 Advisors and staff in over 200 offices across the globe. Expanded geographic coverage and amplified outreach to traditional, cross-market and emerging owners and tenants is how we differentiate ourselves from the competition. Our proactive promotion of properties and fee sharing with the entire commercial real estate industry is our way of putting clients' needs first. This is our unique Shared Value Network® and just one of the many ways that SVN Advisors create amazing value with our clients, colleagues, and communities.

Our robust global platform, combined with the entrepreneurial drive of our business owners and their dedicated SVN Advisors, assures representation that creates maximum value for our clients.

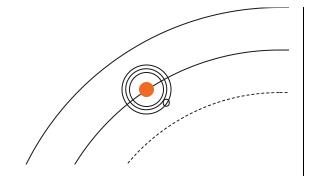
This is the SVN Difference.



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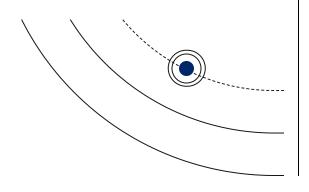
SVN® ADVISORS SHARE FEES BECAUSE IT CREATES MORE DEMAND AND SUPERIOR VALUE FOR OUR CLIENTS.

SVN[®] economists analyzed 15,000 records of sales between \$2.5 and \$20 million in the four core building types- industrial, multifamily, office and retail.*



The 9.6% report

A REPORT ON THE PRICING ADVANTAGE OF COOPERATION



The Result?

The average price per square foot was higher in every asset class for transactions involving two separate brokerage firms. In aggregate, **the average selling price was 9.6% higher with brokerage cooperation.**

Think About it.

When a broker says they know all the buyers for a property, do they really? With 65% of buyers coming from out of market, how could they?

250 years ago, Adam Smith wrote down the basic laws of supply and demand: The higher the demand for a product, the higher the sales price.

It's common sense

Marketing a property to the widest possible audience increases the price for an owner. This is how SVN Advisors operate – we share fees and build trust, driving outsized success for our clients and our colleagues.

Visit svn.com to find out more.

*Peter Froberg and Viroj Jienwatcharamongkhol, Cooperation in Commercial

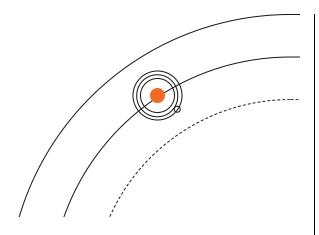


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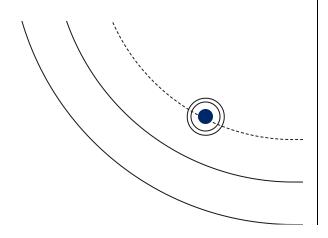
SVN CORE COVENANTS

A company's core values provide clarity on what is truly important for organizational success, personal and professional conduct and what to expect from each other. At SVN our Core Covenants personify our values and culture, and differentiate us from the competition.

AS MEMBER OF THE SVN[®] SHARED VALUE NETWORK, WE EACH COMMIT TO DO THE FOLLOWING:



SVN[®] core covenants



Create amazing value with my clients, colleagues and communities. Cooperate proactively and place my 2 clients' best interests above my own. Include, respect and support all members of the commercial real estate industry. Honor my commitments. 5 Personify and uphold the SVN brand. Resolve conflicts quickly, positively 6 and effectively. Take personal responsibility for achieving my own potential. Excel in my market area and 8 specialty. Focus on the positive and the Q possible. Nurture my career while valuing the 10 importance of family, health and community.

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SECTION 2 Property Information

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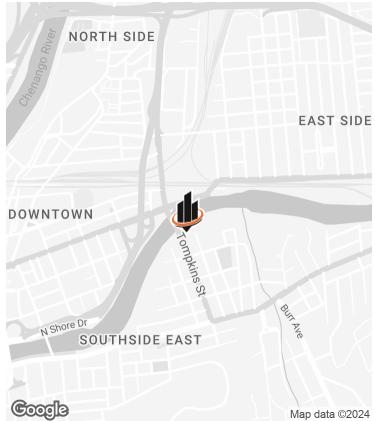
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PROPERTY SUMMARY





OFFERING SUMMARY

SALE PRICE:	\$1,100,000
BUILDING SIZE:	9,744 SF
LOT SIZE:	33,998 SF
PRICE / SF:	\$112.89
CAP RATE:	8.68%
NOI:	\$95,501
YEAR BUILT:	1940
APN:	160.36-1-2

PROPERTY OVERVIEW

SVN Innovative Commercial Advisors presents an excellent investment opportunity with the offering of an all-brick exterior 5-building complex, comprising 20 units, conveniently located near downtown Binghamton, on the bus line, and walking distance to Court Street. Each building consists of one 2bedroom apartment (approximately 558 sq feet) and three 1-bedroom apartments (approximately 475 sq ft). There is a parking lot located at the back of the building for off-street parking and 10 garage spaces (\$50/mo). There is coin-op laundry in the basement for additional income. Apartments are generous size with abundant natural lighting. Updates included a new roof on one building, replacement windows in 2 buildings. Half the complex has been converted to electric baseboard heat, and the rest of complex is a mixture of baseboard and forced hot air. Tenants pay electric, landlord pays gas. Same owner for past 12 years. Refinanced in 2021 and switched LLC.

PROPERTY HIGHLIGHTS

- Close to downtown Binghamton and bus line
- -Off street parking with 10 garage stalls.
- -Only 1 vacancy which will be filled soon. Solid rental history.



PROPERTY DESCRIPTION

SVN Innovative Commercial Advisors presents an excellent investment opportunity with the offering of an all-brick exterior 5-building complex, comprising 20 units, conveniently located near downtown Binghamton, on the bus line, and walking distance to Court Street. Each building consists of one 2-bedroom apartment (approximately 558 sq feet) and three 1-bedroom apartments (approximately 475 sq ft). There is a parking lot located at the back of the building for off-street parking and 10 garage spaces (\$50/mo). There is coin-op laundry in the basement for additional income. Apartments are generous size with abundant natural lighting. Updates included a new roof on one building, replacement windows in 2 buildings. Half the complex has been converted to electric baseboard heat, and the rest of complex is a mixture of baseboard and forced hot air. Tenants pay electric, landlord pays gas. Same owner for past 12 years. Refinanced in 2021 and switched LLC.

LOCATION DESCRIPTION

Close to Mirabito Stadium, this property also provides easy access to the bus line, a short drive to Downtown Binghamton's attractions, including restaurants, shopping outlets, nightclubs, and various amenities.

COMPLETE HIGHLIGHTS







PROPERTY HIGHLIGHTS

- -Close to downtown Binghamton and bus line
- -Off street parking with 10 garage stalls.
- -Only 1 vacancy which will be filled soon. Solid rental history.

ADDITIONAL PHOTOS

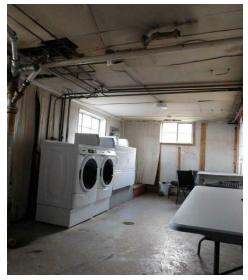












SECTION 3 Location Information

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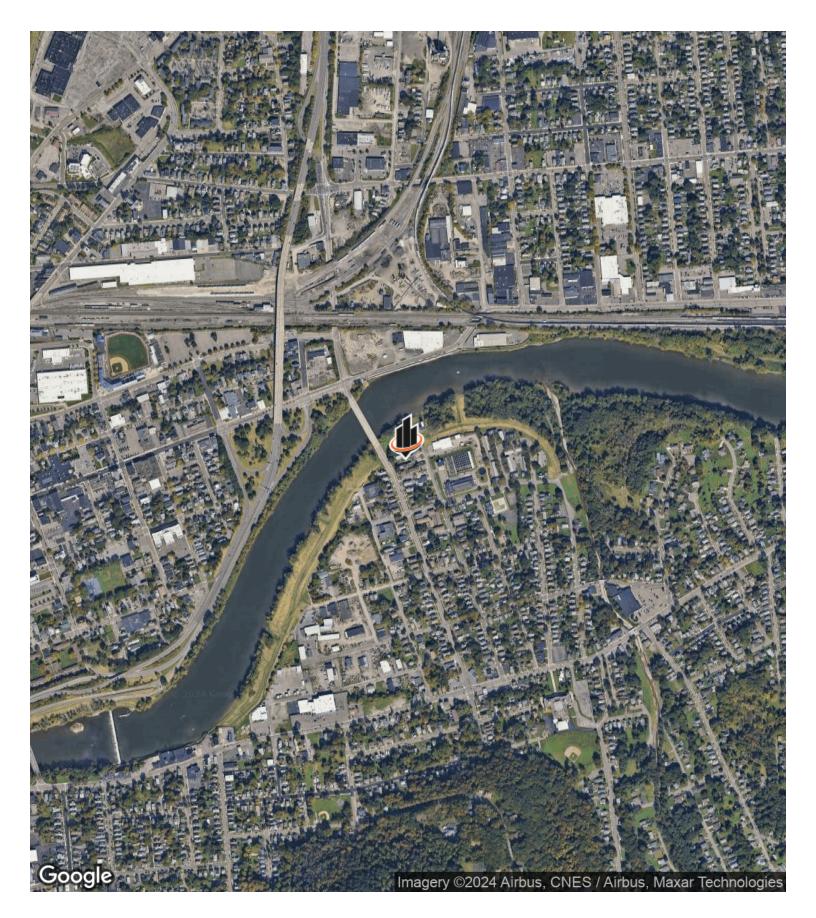


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FINANCIAL SUMMARY

INVESTMENT OVERVIEW

PRICE	\$1,100,000
PRICE PER SF	\$113
PRICE PER UNIT	\$55,000
GRM	6.36
CAP RATE	8.68%
CASH-ON-CASH RETURN (YR 1)	10.31%
TOTAL RETURN (YR 1)	\$41,849
DEBT COVERAGE RATIO	1.55

OPERATING DATA

GROSS SCHEDULED INCOME	\$172,920
TOTAL SCHEDULED INCOME	\$172,920
VACANCY COST	\$8,646
GROSS INCOME	\$164,274
OPERATING EXPENSES	\$68,773
NET OPERATING INCOME	\$95,501
PRE-TAX CASH FLOW	\$34,027

FINANCING DATA

DOWN PAYMENT	\$330,000
LOAN AMOUNT	\$770,000
DEBT SERVICE	\$61,474
DEBT SERVICE MONTHLY	\$5,122
PRINCIPAL REDUCTION (YR 1)	\$7,822

INCOME & EXPENSES

INCOME SUMMARY

TOTAL INCOME	\$164,274
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EXPENSE SUMMARY

MANAGEMENT 8%	\$13,142
MAINTENANCE (SNOW AND LAWN)	\$2,450
GENERAL MAINTENANCE, REPAIRS & RESERVES (ESTIMATE)	\$14,073
GARBAGE	\$4,440
TAXES	\$11,610
INSURANCE	\$3,778
NYSEG (UTILITIES)	\$7,457
WATER AND SEWER	\$7,983
INTERNET FOR SECURITY CAMERAS	\$1,440
COMMON AREA ELECTRIC	\$2,400
GROSS EXPENSES	\$68,773
NET OPERATING INCOME	\$95,501

RENT ROLL

SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET Rent	MARKET RENT / SF	SECURITY DEPOSIT
-	2	1	558 SF	\$800	\$1.43	\$1,100	\$1.97	-
-	1	1	475 SF	\$625	\$1.32	\$900	\$1.89	-
-	1	1	475 SF	\$625	\$1.32	\$900	\$1.89	-
-	1	1	475 SF	\$635	\$1.34	\$900	\$1.89	-
-	2	1	558 SF	\$850	\$1.52	\$1,100	\$1.97	-
-	1	1	475 SF	\$750	\$1.58	\$900	\$1.89	-
-	1	1	475 SF	\$625	\$1.32	\$900	\$1.89	-
-	1	1	475 SF	\$700	\$1.47	\$900	\$1.89	-
-	2	1	558 SF	\$800	\$1.43	\$1,100	\$1.97	-
-	1	1	475 SF	\$700	\$1.47	\$900	\$1.89	-
-	1	1	475 SF	\$700	\$1.47	\$900	\$1.89	-
-	1	1	475 SF	\$700	\$1.47	\$900	\$1.89	-
-	2	1	558 SF	\$900	\$1.61	\$1,100	\$1.97	-
-	1	1	475 SF	\$750	\$1.58	\$900	\$1.89	-
-	1	1	475 SF	\$725	\$1.53	\$900	\$1.89	-
-	1	1	475 SF	\$650	\$1.37	\$900	\$1.89	-
-	2	1	558 SF	\$750	\$1.34	\$1,100	\$1.97	-
-	1	1	475 SF	\$700	\$1.47	\$900	\$1.89	-
-	1	1	475 SF	\$725	\$1.53	\$900	\$1.89	-
-	1	1	475 SF	\$700	\$1.47	\$900	\$1.89	-
TOTALS			9,915 SF	\$14,410	\$29.04	\$19,000	\$38.20	\$ O
AVERAGE	S		496 SF	\$721	\$1.45	\$950	\$1.91	



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SALE COMPS



SUBJECT PROPERTY

7 Tompkins St | Binghamton, NY 13903

\$1,100,000	NOI:	\$95,501	
8.68%	GRM:	6.36	
\$55,000	No. Units:	20	S.
\$1,409,377	Price PSF:	\$112.89	Map data ©2024
9,744 SF	Year Built:	1940	
	8.68% \$55,000 \$1,409,377	8.68% GRM: \$55,000 No. Units: \$1,409,377 Price PSF:	8.68% GRM: 6.36 \$55,000 No. Units: 20 \$1,409,377 Price PSF: \$112.89

SVN Innovative Commercial Advisors presents an excellent investment opportunity with the offering of an all-brick exterior 5building complex, comprising 20 units, conveniently located near downtown Binghamton, on the bus line, and walking distance to Court Street. Each building consists of one 2-bedroom apartment (approximately 558 sq feet) and three 1-bedroom apartments (approximately 475 sq ft). There is a parking lot located at the back of the building for off-street parking and 10 garage spaces (\$50/mo). There is coin-op laundry in the basement for additional income. Apartments are generous size with abundant natural lighting. Updates included a new roof on one building, replacement windows in 2 buildings. Half the complex has been converted to electric baseboard heat, and the rest of complex is a mixture of baseboard and forced hot air. Tenants pay electric, landlord pays gas. Same owner for past 12 years. Refinanced in 2021 and switched LLC.

111 OAK S Binghamton, I				
Sale Price:	\$975,000	NOI:	\$144,431	
Occupancy:	-100%	CAP:	8.37%	Binghamton
Price / Unit:	\$81,250	No. Units:	12	
Price / AC:	\$191	Price PSF:	\$112.85	Map data ©2024
Building SF:	8,640 SF	Year Built:	1965	
Lot Size:	5,085 Acres			

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24 CENTENARY STREET

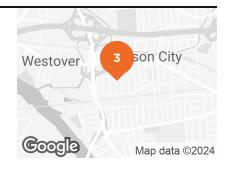
Binghamton, NY 13901

Sale Price:	\$1,100,000	NOI:	\$64,042		
GRM:	9.78	Occupancy:	100%	Binghamton	
CAP:	5.82%	Price / Unit:	\$100,000		SOUTHSIDE EAS
No. Units:	11	Price / AC:	\$347	Google	Map data ©2024
Price PSF:	\$159.93	Building SF:	6,878 SF		
Year Built:	1965	Lot Size:	3,165 Acres		

75 CROCKER AVE

Johnson City, NY 13790

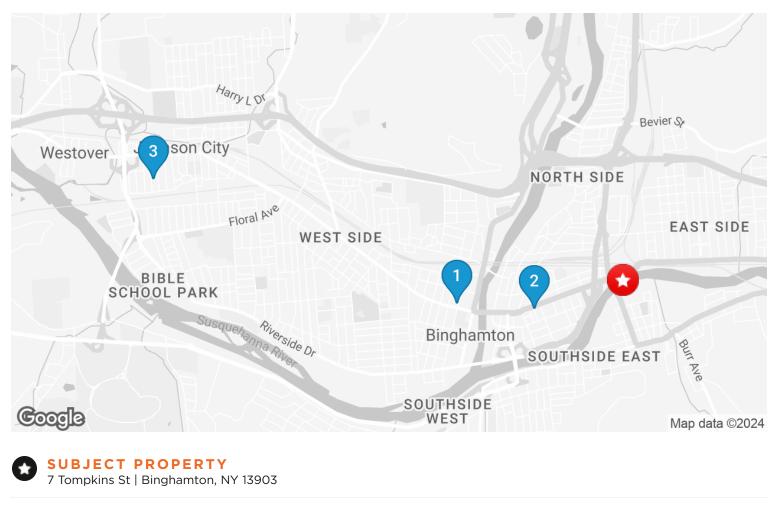
Sale Price:	\$460,000	Occupancy:	100%
Price / Unit:	\$38,333	No. Units:	12
Price / AC:	-	Price PSF:	\$110.15
Building SF:	4,176 SF		



SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/SF	PRICE/UNIT	САР	G R M	# OF UNITS	
	7 Tompkins St Binghamton, NY 13903	\$1,100,000	9,744 SF	\$112.89	\$112.89	\$55,000	8.68%	6.36	20	
	SALE COMPS	PRICE	BLDG SF	PRICE/SF	PRICE/SF	PRICE/UNIT	CAP	G R M	# OF UNITS	CLOSE
1	111 Oak Street Binghamton, NY 13905	\$975,000	8,640 SF	\$112.85	\$0.00	\$81,250	8.37%	-	12	-
2	24 Centenary Street Binghamton, NY 13901	\$1,100,000	6,878 SF	\$159.93	\$0.01	\$100,000	5.82%	9.78	11	-
3	75 Crocker Ave Johnson City, NY 13790	\$460,000	4,176 SF	\$110.15	-	\$38,333	-	-	12	-
		PRICE	BLDG SF	PRICE/SF	PRICE/SF	PRICE/UNIT	CAP	G R M	# OF UNITS	CLOSE
	TOTALS/AVERAGES	\$845,000	6,565 SF	\$128.71	\$0.00	\$72,407	7.1%	9.78	11.67	

SALE COMPS MAP





111 OAK STREET

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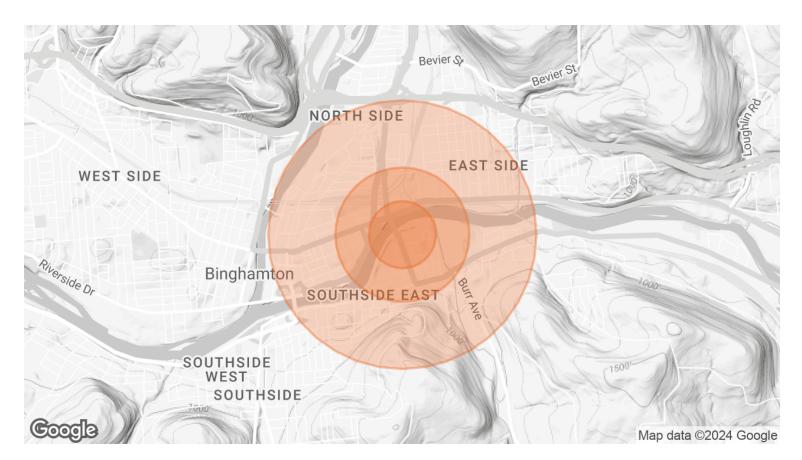
Binghamton, NY 13905 24 CENTENARY STREET

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Binghamton, NY 13901 **75 CROCKER AVE**

Johnson City, NY 13790

DEMOGRAPHICS MAP & REPORT



POPULATION	0.25 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	752	3,222	12,169
AVERAGE AGE	29.6	31.1	37.4
AVERAGE AGE (MALE)	33.3	33.0	35.4
AVERAGE AGE (FEMALE)	28.9	30.6	38.3

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	375	1,666	7,034
# OF PERSONS PER HH	2.0	1.9	1.7
AVERAGE HH INCOME	\$36,445	\$33,556	\$33,214
AVERAGE HOUSE VALUE	\$273,775	\$203,381	\$92,682

2020 American Community Survey (ACS)

ADVISOR BIO 1



JAMES LUCENTI

Associate Advisor james.lucenti@svn.com Direct: **607.354.6206** | Cell: **607.354.6206**

NY #104013002147

PROFESSIONAL BACKGROUND

Are you ready to embark on a journey to find your dream home or make a strategic real estate investment? Look no further! I'm James, and I'm here to make your real estate experience not only successful but also enjoyable. With a passion for real estate, a loyal commitment to your needs, a listening ear, and a touch of fun, I'm the Realtor[®] you can trust.

My dedication to your real estate goals is unwavering. Whether you're a first-time homebuyer or a seasoned investor, I'm fully committed to helping you achieve your objectives. I will go the extra mile to ensure you have all the information and support you need throughout the process.

Loyalty is the foundation of any successful partnership. When you choose me as your real estate agent, you're not just a client; you're a valued partner. I'll always put your best interests first, and I'll work tirelessly to protect and promote your real estate interests.

Effective communication begins with listening. I take the time to understand your unique needs, preferences, and goals. By actively listening to your wants and concerns, I can tailor my approach to ensure you get the results you desire. Your satisfaction is my top priority.

Real estate doesn't have to be all business. Let's inject some fun into the process! Buying or selling a property is a significant milestone in your life, and it should be an enjoyable one. I'll make sure that we have a positive and fun experience along the way, while still maintaining the highest level of professionalism.

When you work with me, you're not just hiring a real estate agent; you're gaining a trusted partner who is dedicated to your success, loyal to your interests, a keen listener, and someone who knows how to make the journey enjoyable.

Let's turn your real estate dreams into reality. Contact me today, and let's get started on this exciting journey together!

EDUCATION

Master in School Psychology, Masters in School Administration.

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