24 Madison

24 MADISON AVENUE

Endicott, NY 13760

PRESENTED BY:

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Table of Contents

5 **ABOUT SVN**

SVN Core Services & Specialty Practices 6
SVN Marketing Strategy 7
About SVN 8
The 9.6% Report 9

10 **PROPERTY INFORMATION**

Property Summary 11
Property Description 12
Complete Highlights 13
Additional Photos 14

15 **LOCATION INFORMATION**

Regional Map 16
Location Map 17
Aerial Map 18

19 **FINANCIAL ANALYSIS**

Financial Summary 20

21 **SALE COMPARABLES**

Sale Comps 22
Sale Comps Map & Summary 23

24 **DEMOGRAPHICS**

Demographics Map & Report 25

26 **ADVISOR BIOS**

Advisor Bio 1 27
Advisor Bio 2 28

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DISCLAIMER

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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.

SECTION 1

About SVN

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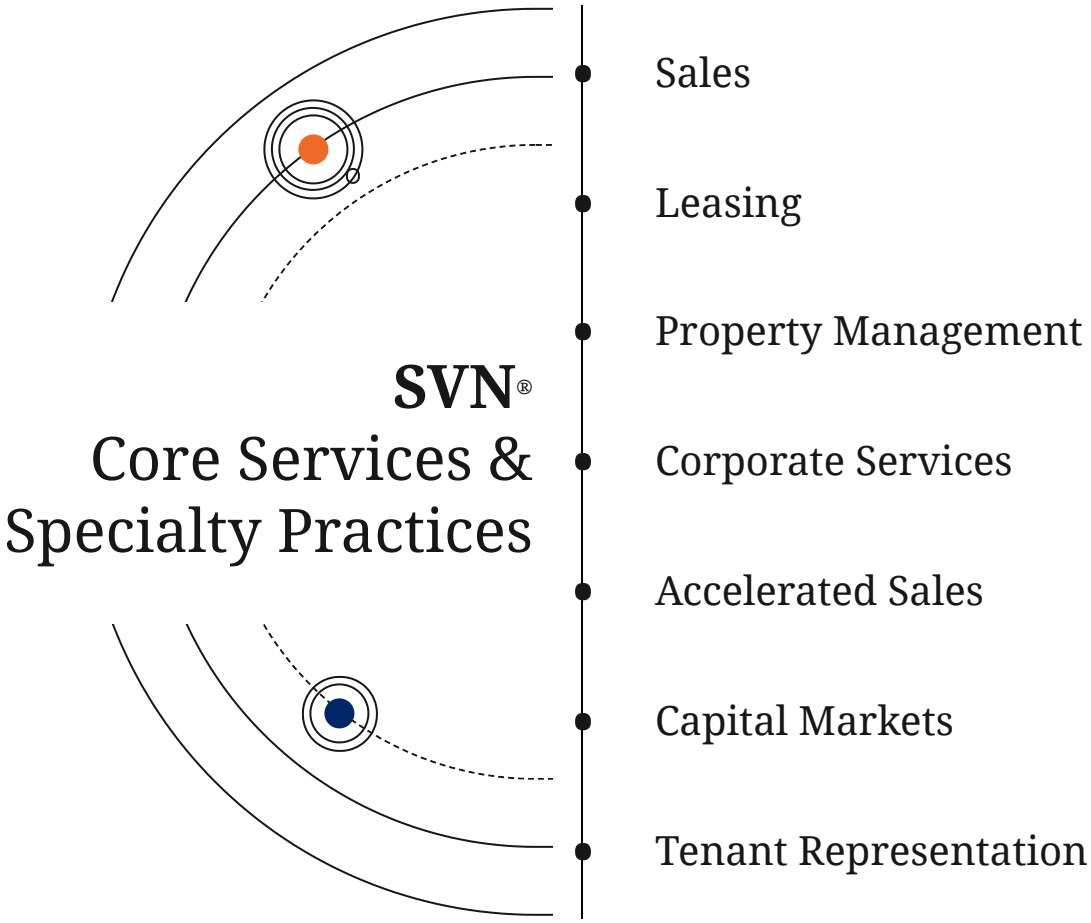
SVN CORE SERVICES & SPECIALTY PRACTICES

THE SVN ORGANIZATION is comprised of over 2,000 commercial real estate Advisors and staff, in more offices in the United States than any other commercial real estate firm and continues to expand across the globe. We believe in the power of collective strength to accelerate growth in commercial real estate. Our global coverage and amplified outreach to traditional, cross-market, and emerging buyers and tenants allows us to drive outsized success for our clients, our colleagues, and our communities. This is our unique Shared Value Network and just one of the many ways that SVN Advisors build lasting connections, create superior wealth for our clients, and prosper together.



Our SVN® Specialty Practices are supported by our various Product Councils that give SVN Advisors the opportunity to network, share expertise and create opportunities with colleagues who work within similar property sectors around the world to sell your asset.

SPECIALTY PRACTICES

- **Hospitality**
- **Industrial**
- **Land**
- **Multifamily**
- **Office**
- **Retail**
- **Special Purpose**

svn.com 185 Devonshire St, M102 Boston, MA 02110

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SVN COMMERCIAL REAL ESTATE ADVISORS

SVN® marketing strategy

CUSTOM MARKETING STRATEGY MEETS MULTIPLE MEDIA CHANNELS TO

Maximize the value of your property

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About SVN®

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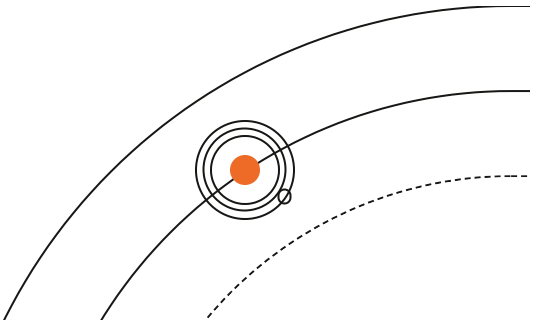
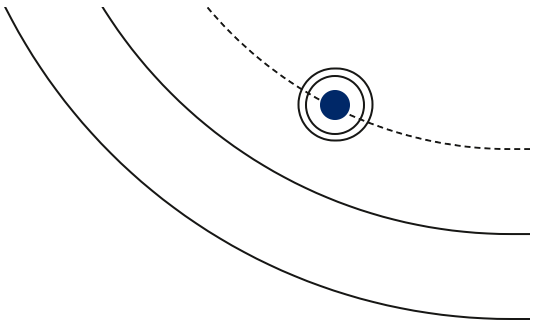
SVN® ADVISORS SHARE FEES BECAUSE IT CREATES MORE DEMAND AND SUPERIOR VALUE FOR OUR CLIENTS.

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 COMMERCIAL REAL ESTATE ADVISORS

SECTION 2

Property Information

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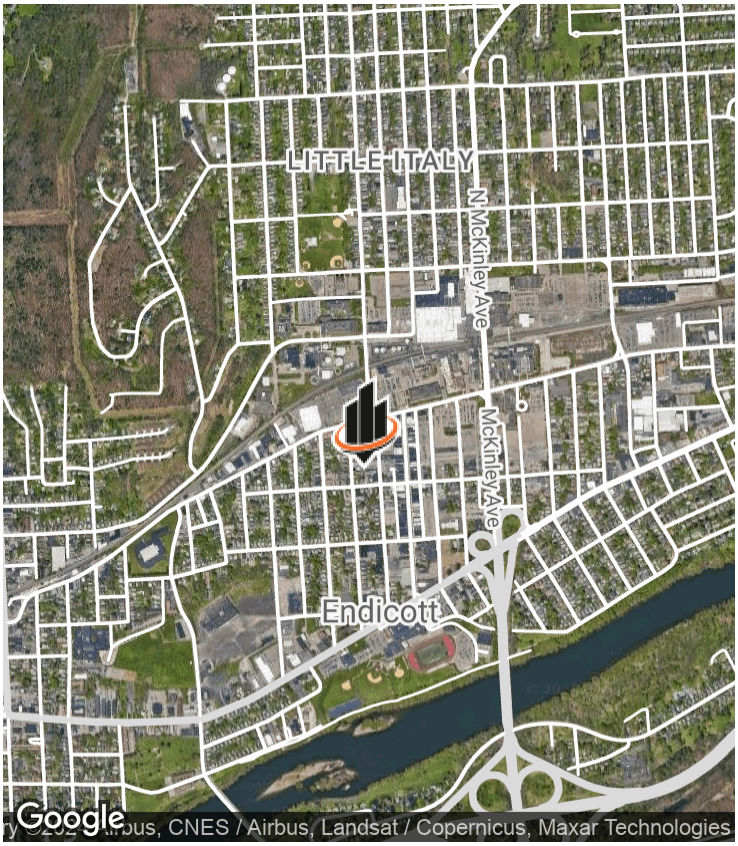
PROPERTY SUMMARY



VIDEO

OFFERING SUMMARY

SALE PRICE:	$450,000
LEASE RATE:	$8.00 SF/yr (NNN)
NUMBER OF UNITS:	1
AVAILABLE SF:	500 - 6,000 SF
LOT SIZE:	0.47 Acres
BUILDING SIZE:	6,000 SF

PROPERTY DESCRIPTION

Offered for sale is this 6,000 SF Class B office building in Endicott, NY. Endicott is the founding place of IBM. Recently a new Battery Manufacturer was announced to come into the area and a $160M research and Development Grant was awarded. Washington Avenue is being revitalized and construction is about to begin there. A block away from Washington Avenue which is seeing major revitalization and growth. This location is in a prime location to capitalize on a rapidly changing community. This is one block from North Street. This is walking distance to the BAE Systems and the IM3 facility. This property has the following advantages. 3 Phase Electric, 2 privately owned parking lots, Handicap access ramp, central air, numerous exam rooms and administrative offices, plumbing throughout and more.

PROPERTY HIGHLIGHTS

- Flexibility
- Affordable $12/SqFt
- Micro Office Availability
- Laboratory
- Medical Offices

PROPERTY DESCRIPTION

Offered for sale is this 6,000 SF Class B office building in Endicott, NY. Endicott is the founding place of IBM. Recently a new Battery Manufacturer was announced to come into the area and a $160M research and Development Grant was awarded. Washington Avenue is being revitalized and construction is about to begin there. A block away from Washington Avenue which is seeing major revitalization and growth. This location is in a prime location to capitalize on a rapidly changing community. This is one block from North Street. This is walking distance to the BAE Systems and the IM3 facility. This property has the following advantages. 3 Phase Electric, 2 privately owned parking lots, Handicap access ramp, central air, numerous exam rooms and administrative offices, plumbing throughout and more.

LOCATION DESCRIPTION

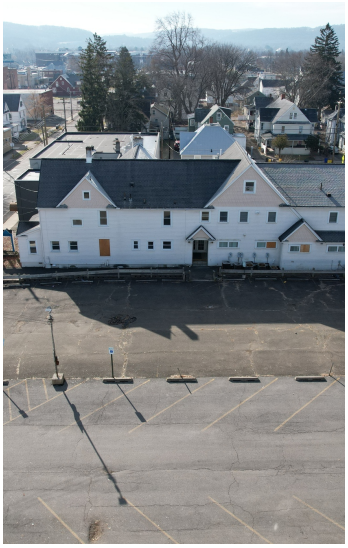
In a Growing and revitalizing area of Endicott! A block away from Washington Avenue which is seeing major revitalization and growth. This location is in a prime location to capitalize on a rapidly changing community. This is one block from North Street. This is walking distance to the BAE Systems and the IM3 facility.

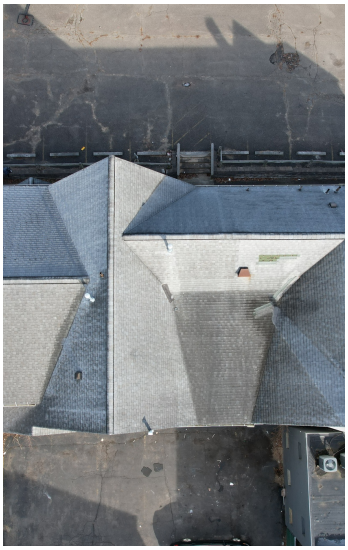
COMPLETE HIGHLIGHTS

PROPERTY HIGHLIGHTS

- Flexibility
- Affordable $12/SqFt
- Micro Office Availability
- Laboratory
- Medical Offices
- Exam Rooms
- Ramp
- Ample and Abundant Parking
- High Demographic Demand
- Low Competition
- Highly Desirable Location
- Opportunity Zone
- - 6,000 SF building
- - Ideal for office/medical use
- - Zoned Neighborhood Commercial
- - Prime location walking distance to Washington Avenue and the Huron Campus.
- - Built in 1980
- - Potential for customization
- - Ample space for expansion
- - Versatile floor plan
- - 3 Phase Electric.
- - 2 Privately owned Parking lots.
- - Handicap access ramp.

ADDITIONAL PHOTOS





SECTION 3

Location Information

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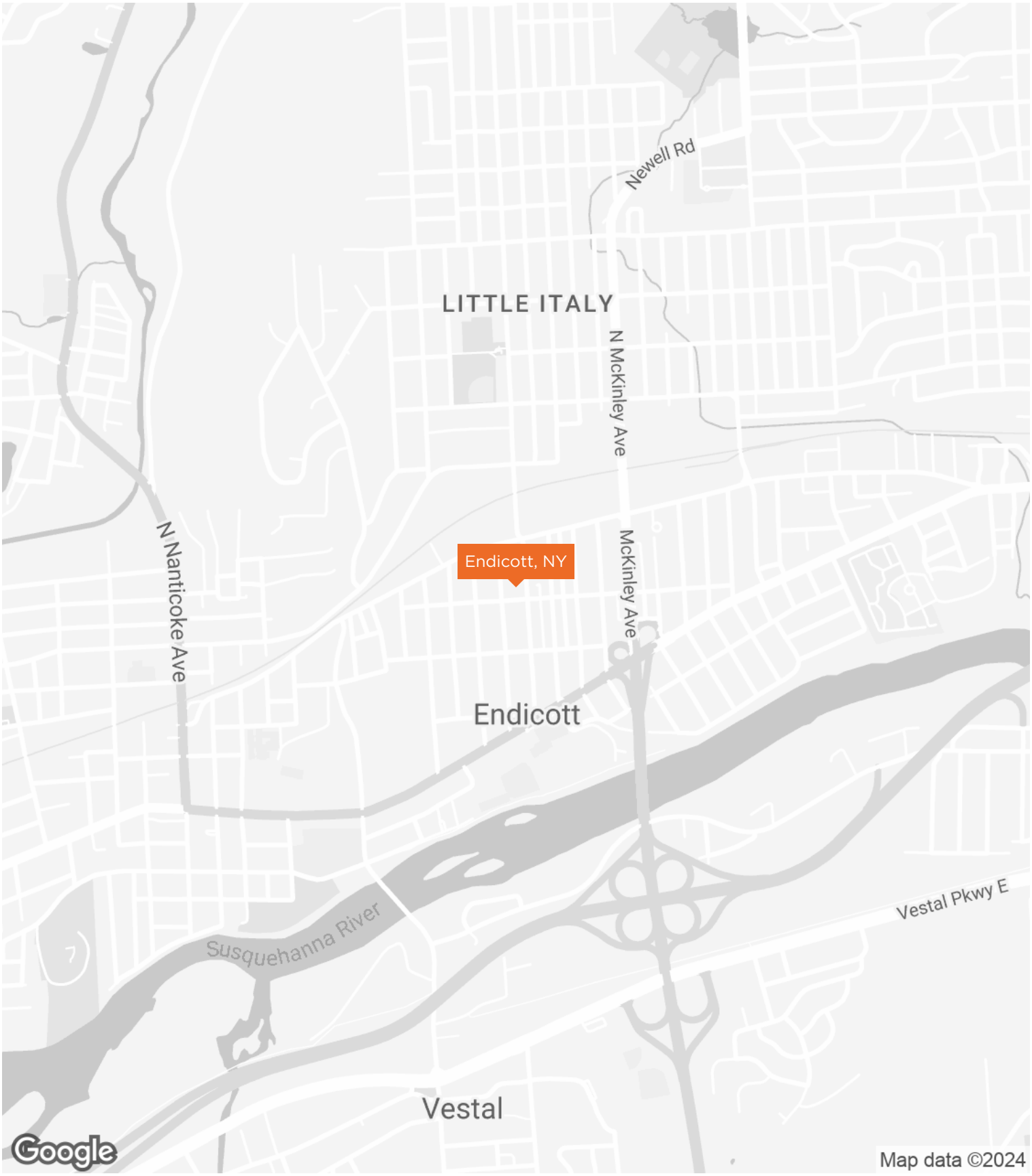
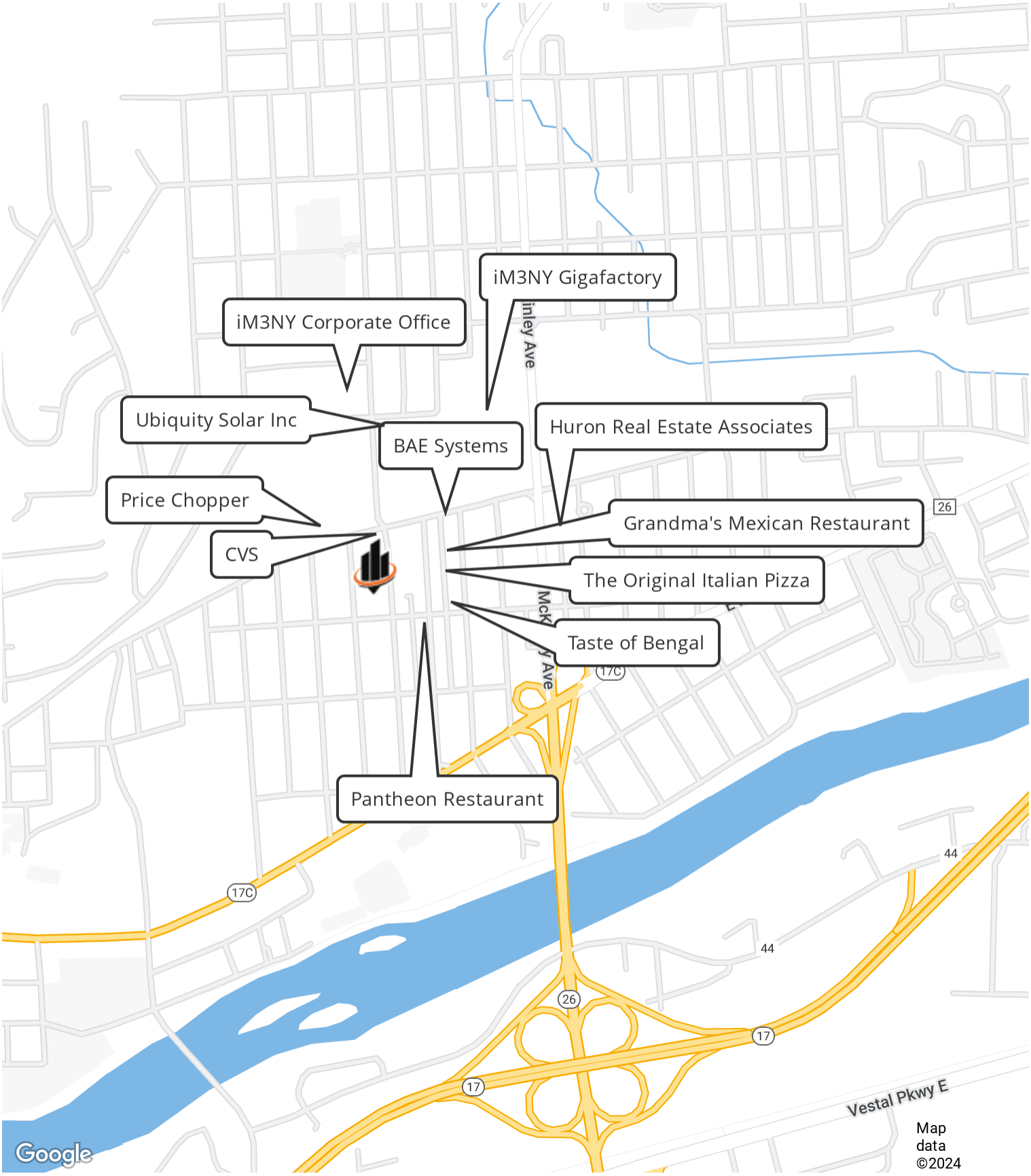
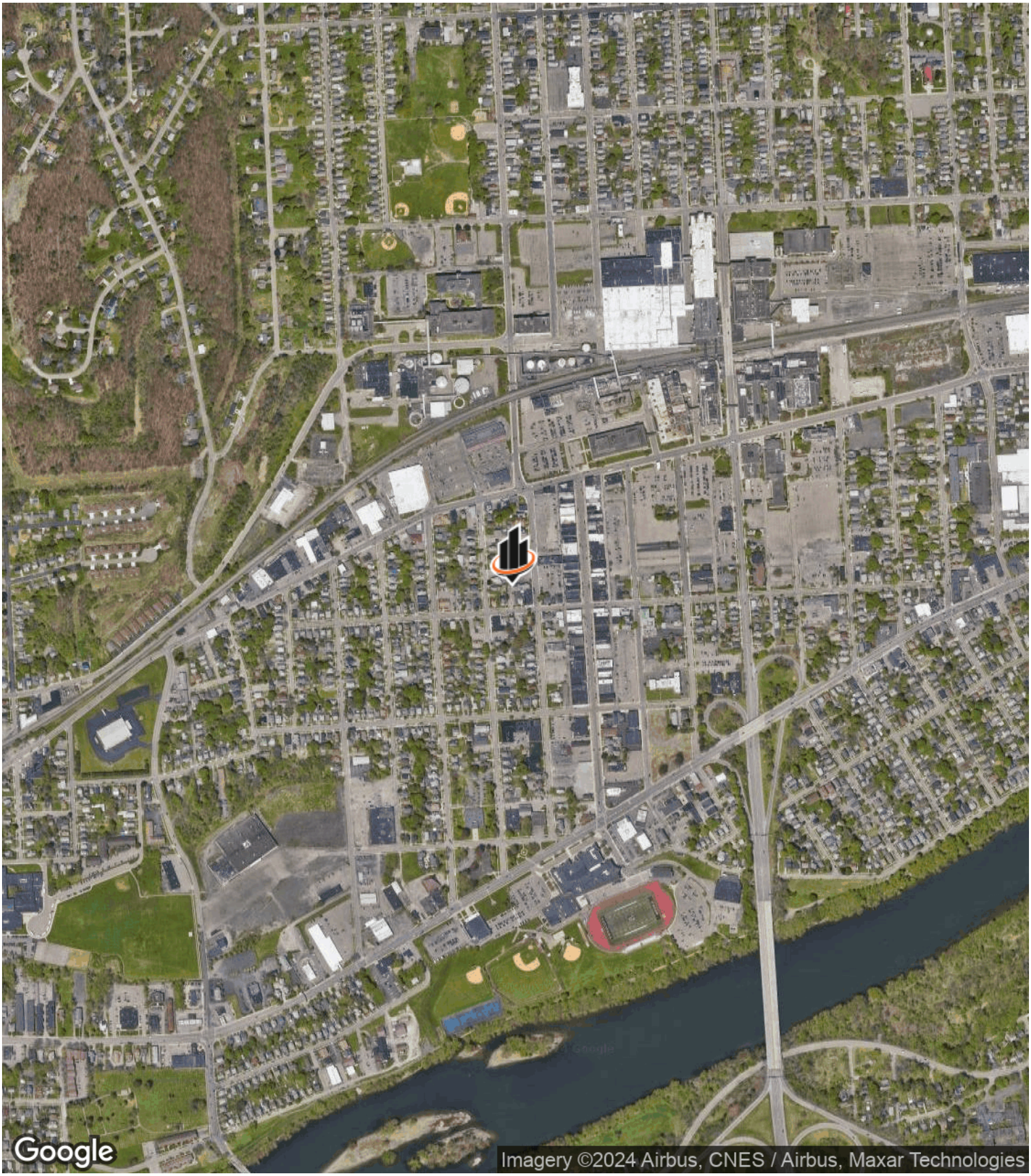
REGIONAL MAP



LOCATION MAP



AERIAL MAP


Google
Imagery ©2024 Airbus, CNES / Airbus, Maxar Technologies

SECTION 4

Financial Analysis

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FINANCIAL SUMMARY

INVESTMENT OVERVIEW	24 MADISON AVENUE
PRICE	$450,000
PRICE PER SF	$75
PRICE PER UNIT	$450,000

OPERATING DATA	24 MADISON AVENUE

FINANCING DATA	24 MADISON AVENUE

SECTION 5

Sale Comparables

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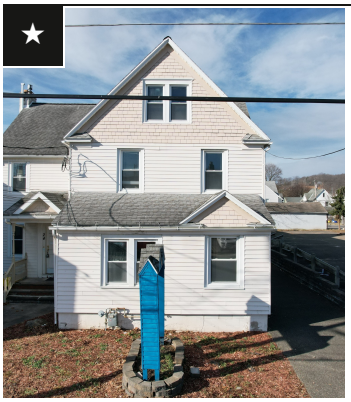
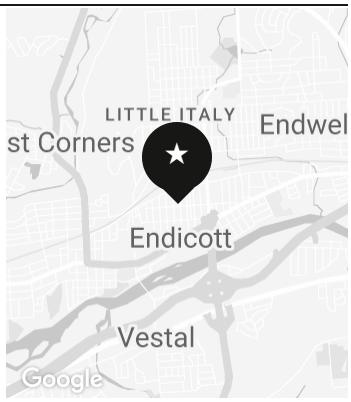
SALE COMPS



24 MADISON

24 Madison Avenue, Endicott, NY 13760

PRICE:	$450,000	**BLDG SIZE:**	6,000 SF
YEAR BUILT:	1980	**PRICE/SF:**	$75.00

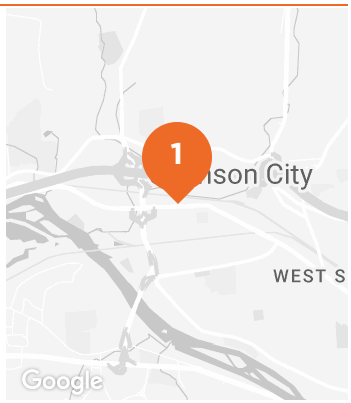


1

401 MAIN ST

401 Main St, Johnson City, NY 13790

PRICE:	$1,450,000	**BLDG SIZE:**	15,000 SF
PRICE/SF:	$96.67		

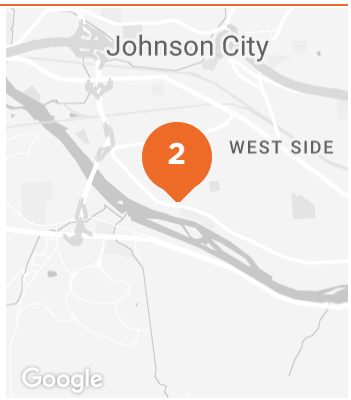


2

165 RIVERSIDE DRIVE

165 Riverside Drive, Johnson City, NY 13790

PRICE:	$827,999	**BLDG SIZE:**	4,509 SF
YEAR BUILT:	2004	**PRICE/SF:**	$183.63

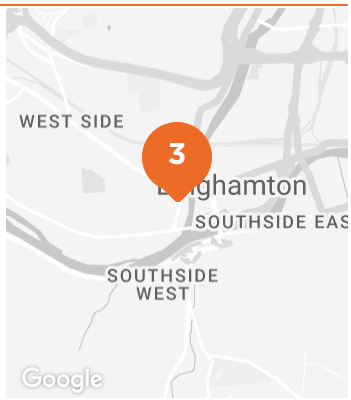


3

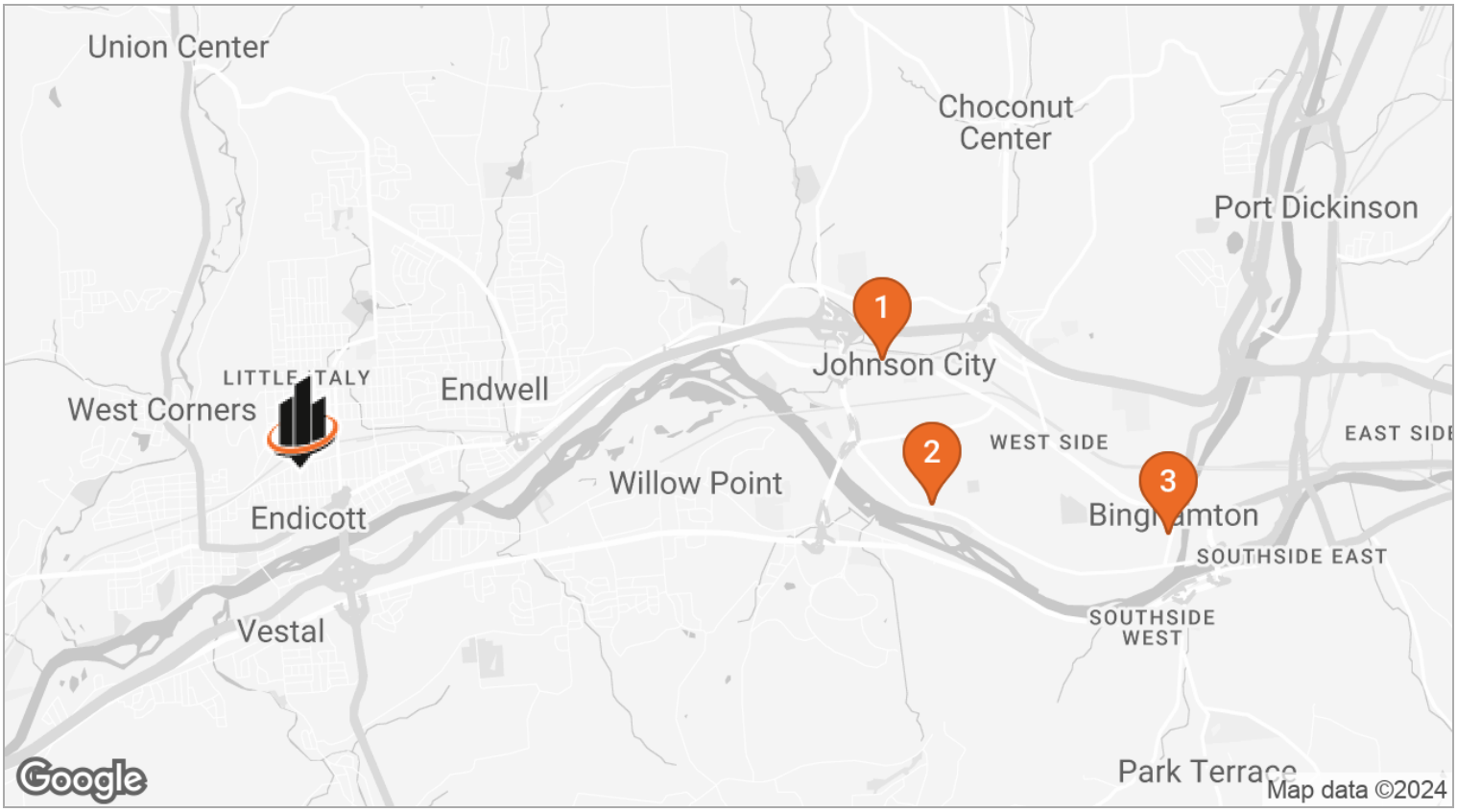
63 FRONT ST

63 Front St, Binghamton, NY 13905

PRICE:	$615,000	**BLDG SIZE:**	5,739 SF
YEAR BUILT:	1970	**PRICE/SF:**	$107.16



SALE COMPS MAP & SUMMARY



	NAME/ADDRESS	PRICE	BLDG SIZE	NO. UNITS	PRICE/SF
★	**24 Madison** 24 Madison Avenue Endicott, NY	$450,000	6,000 SF	1	$75.00
1	**401 Main St** 401 Main St Johnson City, NY	$1,450,000	15,000 SF	2	$96.67
2	**165 Riverside Drive** 165 Riverside Drive Johnson City, NY	$827,999	4,509 SF	-	$183.63
3	**63 Front st** 63 Front St Binghamton, NY	$615,000	5,739 SF	-	$107.16
	AVERAGES	**$964,333**	**8,416 SF**	**2**	**$129.15**

SECTION 6

Demographics

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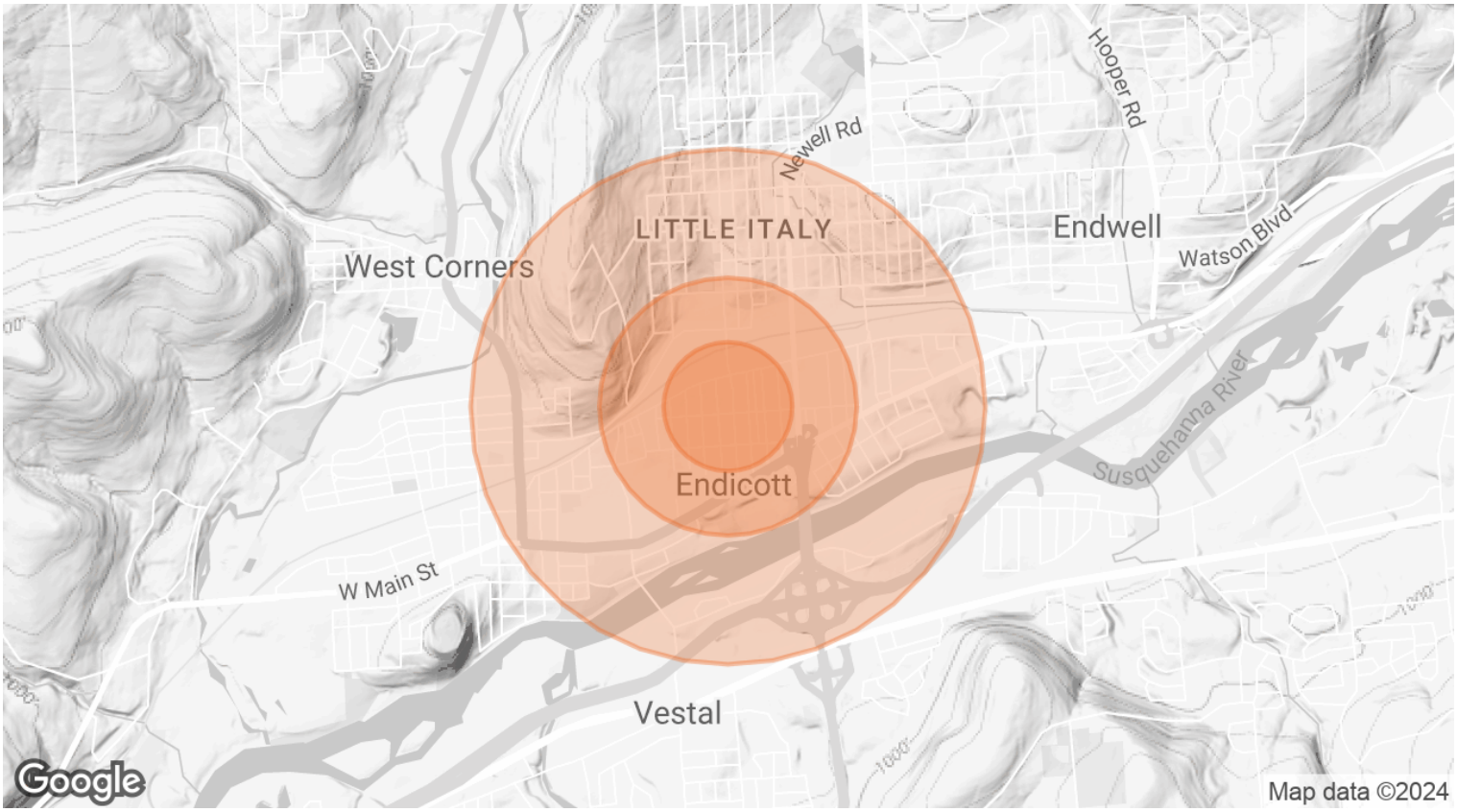
DEMOGRAPHICS MAP & REPORT



POPULATION	0.25 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	920	3,722	12,418
AVERAGE AGE	33.2	35.2	37.3
AVERAGE AGE (MALE)	36.1	34.6	36.4
AVERAGE AGE (FEMALE)	30.6	34.9	37.0

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	458	1,967	6,787
# OF PERSONS PER HH	2.0	1.9	1.8
AVERAGE HH INCOME	$29,132	$36,387	$42,487
AVERAGE HOUSE VALUE	$75,162	$82,030	$89,611

2020 American Community Survey (ACS)

SECTION 7

Advisor Bios

SVN
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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

ADVISOR BIO 2

COTY LUNN

Associate Advisor

coty.lunn@svn.com

Direct: **607.481.5660** | Cell: **607.481.5660**

PROFESSIONAL BACKGROUND

Coty Lunn is an esteemed licensed commercial real estate salesperson with SVN® Innovative Commercial Advisors. With a career spanning over five years, Coty's commitment to excellence and dedication to his clients have resulted in an impressive portfolio of 200+ successful real estate transactions.

Hailing from the vibrant community of Endicott, Coty possesses an intimate knowledge of the local real estate landscape. His deep roots in the area not only make him a trusted advisor but also reflect his unwavering commitment to serving the needs of his community.

A true connoisseur of real estate, Coty's passion for personal and professional investment has been a lifelong focus. He boasts a remarkable portfolio of three personal properties, a testament to his dedication to the industry. Whether you're a first-time buyer or a seasoned investor, Coty's expertise and experience will guide you toward making informed decisions.

In his spare time, Coty combines his personal and professional interests by immersing himself in the world of drone videography and photography. By capturing stunning aerial views of properties and neighborhoods, he offers a unique perspective that adds value to his clients' real estate experiences.

Coty's diverse background includes a degree in criminal justice, a testament to his commitment to ethics and integrity. This foundation enriches his real estate practice, allowing him to approach transactions with a keen sense of fairness and justice.

In conclusion, Coty Lunn is not just a real estate agent; he's your trusted partner on your real estate journey. With a track record of 200+ transactions, local expertise, and a passion for personal and professional investment, Coty is the professional you can rely on. His commitment to responsiveness, information, and integrity, combined with his unique hobby and educational background, sets him apart as a standout commercial real estate salesperson.

EDUCATION

Associates degree in Criminal Justice

Drone pilots license

MEMBERSHIPS

NYSCAR

NAR

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