# 973 Second Avenue

New York, NY


Offering Memorandum

AVISON YOUNG

# Property Overview

## Executive Summary

Avison Young, as the exclusive agent, is pleased to offer for sale 973 Second Avenue (the "Property"), a renovated and modernized four-story mixed-use building totaling approximately 4,400 gross square feet in Manhattan's prime Midtown East neighborhood. The Property features four (4) units, one commercial unit on the ground and basement level, and three free-market residential units above.

The ground-floor retail is leased and provides a stable, long-term income. It is occupied by Buttercup BakeShop, an established neighborhood bakery with seven years remaining on its lease. The three upper-floor residential units are currently owner-occupied and will be delivered vacant at closing, presenting dual optionality for the acquisition. An owner-user can occupy one or more units while benefiting from the income generated by the retail tenancy, an opportunity to secure a Midtown East foothold with built-in offset income. Alternatively, an investor can immediately lease all three renovated apartments at prevailing free-market rents, with no required capital expenditure, capturing the full income potential of the asset.

In addition to in-place benefits and optionality, 973 Second Avenue also functions as a covered land play: combined with neighboring parcels, the Property could support a large-scale mixed-use corner development more than 100,000 square feet, making it a compelling long-term hold for a developer seeking to assemble density in an undersupplied Midtown East corridor.

## Property Snapshot

| | |
|---|---|
| Address | 973 Second Avenue |
| Block / Lot | 1325 / 28 |
| Lot Square Feet | 1,400 SF |
| Building Stories | 4 |
| Building Size (approx. SF above grade) | 4,400 SF |
| Air Rights | 9,600 SF |
| Tax Class | 2A |
| Assessment (26/27) | $1,151,008 |
| Tax Rate (26/27) | 12.439% |
| Taxes (26/27) | $143,174 |

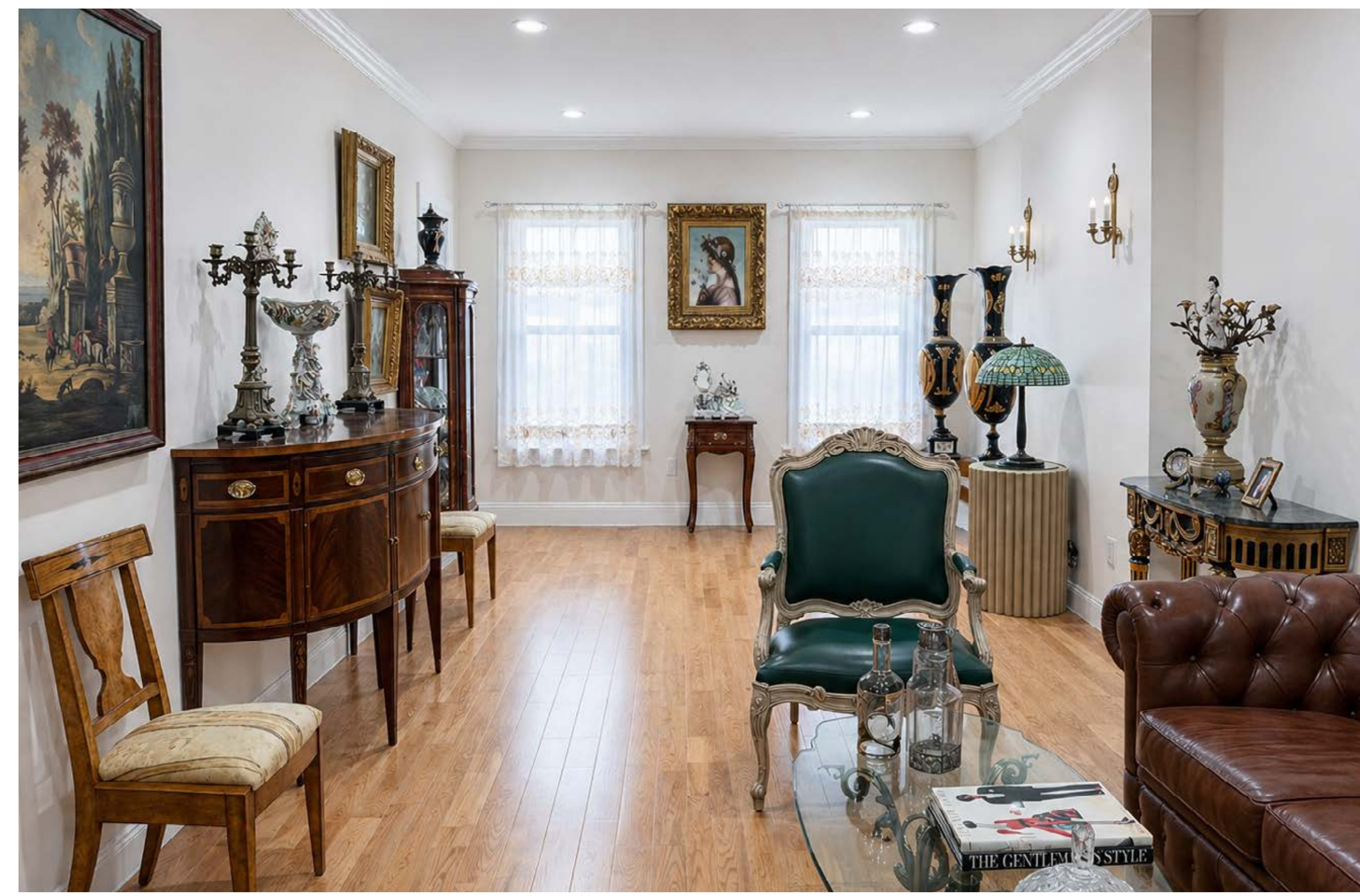
## Investment Highlights

- Long-Termed Lease Retail
- Fully Modernized
- 100% Free-Market Residential
- Vacant Residential
- Covered Land Play
- Turtle Bay

## Development Potential

Zoning District: C1-9 / R10

| Use | Max FAR | Max ZFA | ZFA Available |
|---|---|---|---|
| **Residential (Base)** | 10.00x | 14,000 SF | 9,600 SF |
| **Residential (Max)** | 12.00x | 16,800 SF | 12,400 SF |
| **Commercial** | 2.00x | 2,800 SF | Overbuilt |
| **Community Facility** | 10.00x | 14,000 SF | 9,600 SF |



**Asking Price: $5,500,000**

# Property Overview

## Investment Highlights

**Long-Term Leased Retail**

The ground-floor commercial unit (1,260 SF) is leased to Buttercup BakeShop with seven years of remaining term, providing a stable and predictable income base.

**Fully Modernized**

Ownership previously spent $1M on upgrades including new staircase, electrical, HVAC and renovated apartments.

**100% Free-Market Residential**

All three upper-floor units are free-market, providing full rent flexibility and no regulatory constraints on future pricing.

**Vacant Residential — Dual Buyer Appeal**

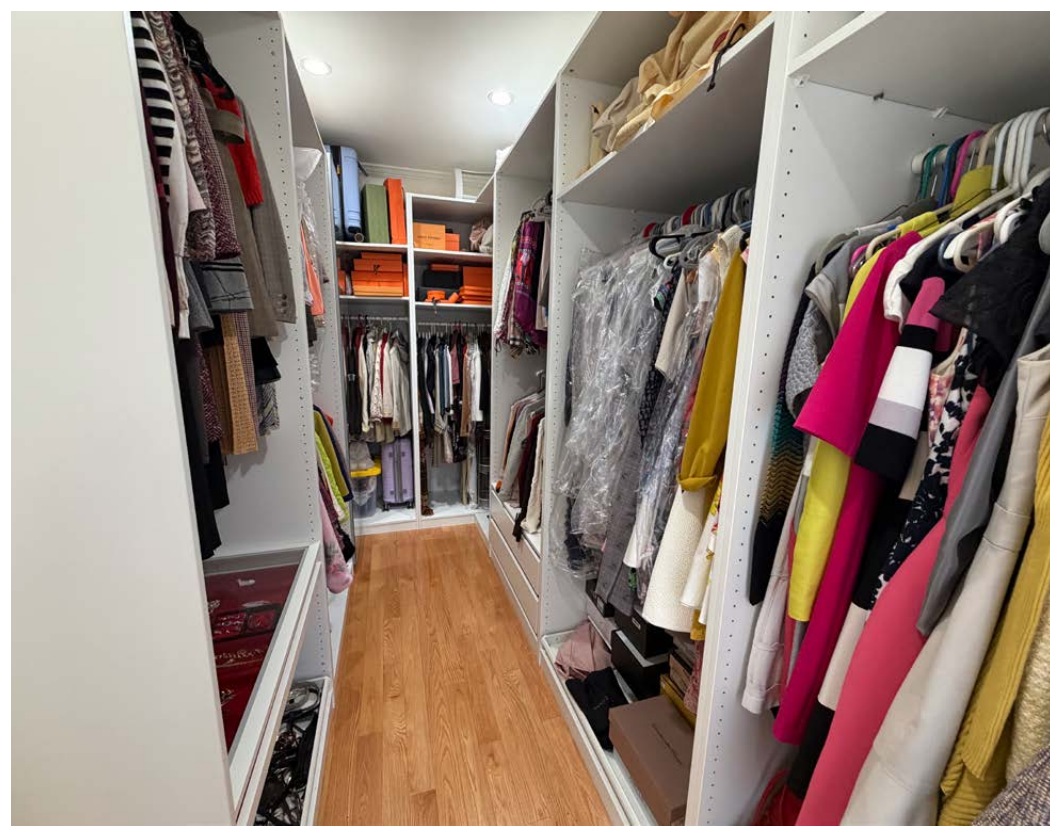
Three renovated free-market apartments delivered vacant at closing, equally attractive to an owner-user seeking a Midtown East live/work opportunity or an investor targeting immediate market-rate lease-up.

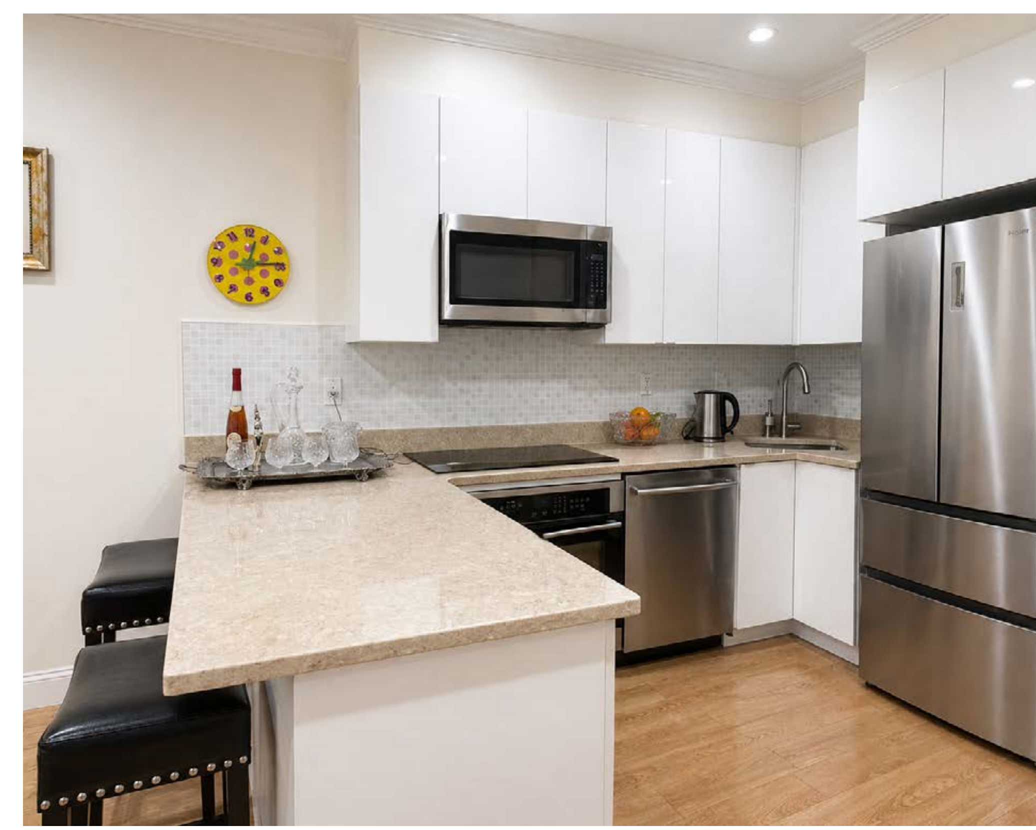
**Covered Land Play — Assemblage Potential**

The Property is a natural anchor for a future large-scale mixed-use development. A consolidation of neighboring parcels could support more than 100,000 square feet of density, offering a developer meaningful long-term upside in a supply-constrained Midtown East corridor.

**Prime Turtle Bay Location**

Positioned on Second Avenue in one of Midtown East's most established residential neighborhoods, with strong tenant demand supported by a dense base of corporate, medical, and institutional employers.





# Financial Overview

## Rent Roll

| Floor | Type | Tenant | RSF (Approx) | PSF | Monthly Rent | Annual Rent |
|---|---|---|---|---|---|---|
| LL | Storage | Buttercup BakeShop | 1,120 | - | $0 | $0 |
| 1 | Retail Street | Buttercup BakeShop | 1,260 | $162 | $17,000 | $204,000 |
| 2 | FM-Residential | Vacant 2-Bed | 850 | $85 | $6,000 | $72,000 |
| 3 | FM-Residential | Vacant 2-Bed | 850 | $85 | $6,000 | $72,000 |
| 4 | FM-Residential | Vacant 2-Bed | 850 | $85 | $6,000 | $72,000 |
| **Property Total** | | | **4,930** | | **$35,000** | **$420,000** |

## Income & Expenses

| Income | | *Pro Forma* |
|---|---|---|
| Rental Income | | $420,000 |
| Tax Reimbursement | | $12,000 |
| Less Vacancy & Credit Loss - 3% | | ($12,600) |
| **Effective Gross Income** | | **$419,400** |

| Expenses | *$/SF* | Total |
|---|---|---|
| RE Taxes - Actual 26/27 | *$32.54* | $143,174 |
| Insurance | *$1.25* | $5,500 |
| Water/Sewer | *$0.60* | $2,640 |
| Heat - Tenants Pay | *$0.25* | $1,100 |
| Electric - Common Areas | *$0.25* | $1,100 |
| Repairs and Maintenance | *$0.55* | $2,420 |
| Super | *$1.00* | $4,400 |
| Management Fee 3.0% | *$2.55* | $12,582 |
| **Total** | ***$38.99*** | **$172,916** |

| | |
|---|---|
| **Effective Gross Income** | **$419,400** |
| Less Expenses | ($172,916) |
| **Net Operating Income** | **$246,484** |

# Location Overview

973 Second Avenue is situated on the east side of Second Avenue between East 51st and East 52nd Streets in Turtle Bay, one of Midtown Manhattan's most established and distinctive residential neighborhoods. Bounded by the East River to the east and the corporate corridors of Park and Lexington Avenues to the west, Turtle Bay is defined by its tree-lined side streets, landmarked architecture, and a neighborhood intimacy uncommon at this distance from Midtown's core. The Property occupies a mid-block position along a well-trafficked segment of Second Avenue, serving a dense and affluent residential catchment.

The neighborhood draws a professional tenant base that values proximity to major employers along Park and Lexington Avenues, the United Nations complex, and the concentration of medical and institutional facilities in the surrounding blocks. Turtle Bay's retail and dining scene reflects its residential character: a curated mix of neighborhood restaurants, boutique service retail, and everyday conveniences oriented toward the local community rather than tourist or transient traffic. This dynamic produces durable occupancy fundamentals for both residential and ground-floor commercial tenants, and supports consistent demand for well-located boutique residential product.

The Property is well served by public transit, with multiple subway lines within convenient walking distance. The Turtle Bay submarket has historically maintained low residential vacancy, underpinned by a high-income renter base, limited new supply of boutique walk-up product, and the neighborhood's enduring appeal among professionals and diplomatic personnel affiliated with the United Nations and surrounding institutions. Second Avenue's continued maturation as a retail and residential corridor reinforces the long-term demand outlook for the asset.

## Transportation

- 6 **Subway Line:** Local service at 51st Street Station, one block from the Property.

- E/M **Subway Lines:** Service at Lexington Avenue–53rd Street, providing express connections to Midtown, Downtown, and points west.

- **Grand Central Terminal:** Metro-North and Long Island Rail Road commuter connections approximately ten minutes on foot, with the 4 5 6 7 S trains also accessible from the terminal.

## Area Attractions

- **United Nations Headquarters:** The iconic international complex anchoring the southern end of Turtle Bay, generating a consistent flow of diplomatic and professional activity throughout the neighborhood.

- **Tudor City:** A landmarked residential enclave and elevated park immediately to the south, contributing to the neighborhood's distinctive character and desirability among residents.

- **Rockefeller University:** A world-renowned biomedical research institution located along the East River to the north, contributing to the neighborhood's institutional employment base.

# Get in touch

For more information, please contact:

**Alex Woodlief**
Director
212.858.9705
alex.woodlief@avisonyoung.com

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**avisonyoung.com**



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