

*FOR SALE*



# 18614 Saint Clair Ave

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Cleveland, OH 44110



Simon Bast, MiCP

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Section 1

# Property Information





# Property Summary

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## PROPERTY DESCRIPTION

This property presents a rare value-add and cash-flow hybrid opportunity for investors seeking both immediate returns and long-term upside.

7 Residential Units: Six fully renovated and operating as Airbnb short-term rentals, producing \$900–\$1,200 per month per unit.

3 Retail Units: One is completely renovated with a basement and ready for immediate occupancy. The remaining two offer significant upside potential once built out and leased.

12-Room Office Space: Flexible floor plan—lease as a multi-tenant office suite or convert into additional apartments to maximize residential income.

## OFFERING SUMMARY

|                  |             |
|------------------|-------------|
| Sale Price:      | \$449,000   |
| Number of Units: | 11          |
| Lot Size:        | 0.293 Acres |
| Building Size:   | 22,152 SF   |

| DEMOGRAPHICS      | 0.3 MILES | 0.5 MILES | 1 MILE   |
|-------------------|-----------|-----------|----------|
| Total Households  | 272       | 734       | 5,826    |
| Total Population  | 598       | 1,570     | 11,109   |
| Average HH Income | \$38,807  | \$42,901  | \$46,249 |

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# Property Description

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## PROPERTY DESCRIPTION

**Diversified Income Streams:** Combination of stabilized residential, short-term rental premiums, and commercial leasing upside make this property uniquely positioned to outperform traditional multifamily.

**Opportunity Zone Advantage:** Investors benefit from powerful tax shields on capital gains while also capturing strong cash flow and redevelopment upside.

This asset blends cash-flow stability, redevelopment potential, and tax-advantaged growth, making it a compelling addition to any investor's portfolio.

## LOCATION DESCRIPTION

The property is located in the South Collinwood neighborhood of Cleveland, an area experiencing steady redevelopment momentum:

**Opportunity Zone Location:** Full access to federal tax incentives for redevelopment projects.

**Rental Demand:** Market comps average \$600–\$750 monthly rents, while this property achieves premium short-term rental rates, proving strong demand

**Connectivity:** Quick access to I-90, Downtown Cleveland, University Circle, and Lake Erie waterfront. Public transit and neighborhood retail corridors provide daily traffic and tenant convenience.

**Economic Drivers:** Surrounded by Cleveland's healthcare, manufacturing, and education hubs, with employers and amenities driving steady housing demand.

**Revitalization Momentum:** Cleveland has seen billions invested into infrastructure, healthcare, and mixed-use redevelopment, with South Collinwood benefiting from neighborhood improvement initiatives.

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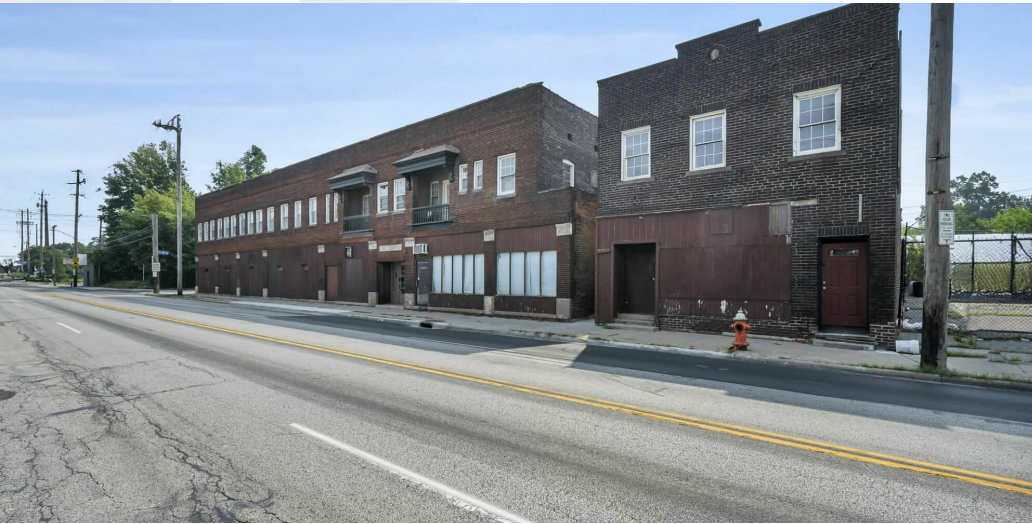


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# Complete Highlights

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## PROPERTY HIGHLIGHTS

- The property is located in the South Collinwood neighborhood of Cleveland, an area experiencing steady redevelopment momentum:
- Opportunity Zone Location: Full access to federal tax incentives for redevelopment projects.
- Rental Demand: Market comps average \$600–\$750 monthly rents, while this property achieves premium short-term rental rates, proving strong demand
- Connectivity: Quick access to I-90, Downtown Cleveland, University Circle, and Lake Erie waterfront. Public transit and neighborhood retail corridors provide daily traffic and tenant convenience.
- Economic Drivers: Surrounded by Cleveland's healthcare, manufacturing, and education hubs, with employers and amenities driving steady housing demand.
- Revitalization Momentum: Cleveland has seen billions invested into infrastructure, healthcare, and mixed-use redevelopment, with South Collinwood benefiting from neighborhood improvement initiatives.
- Eligible For Cleveland's Storefront Renovation Program

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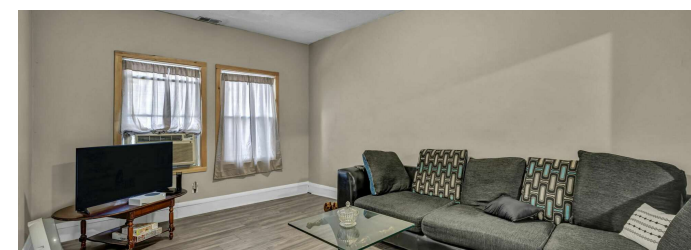
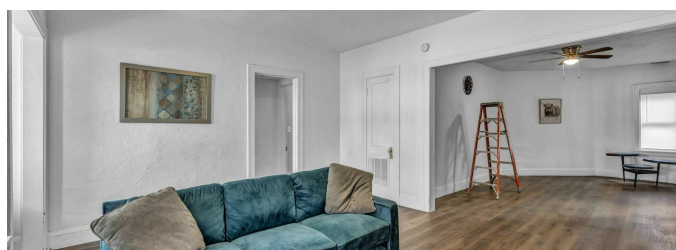
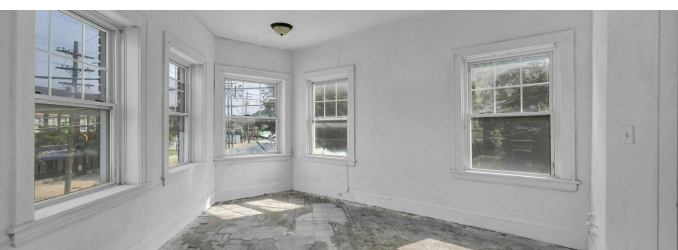
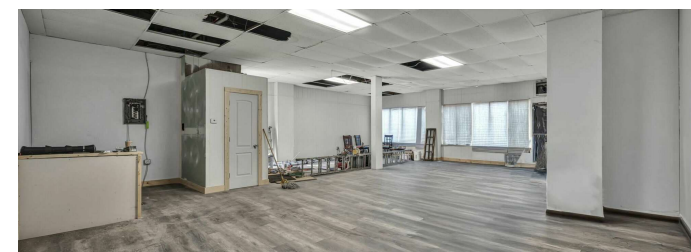
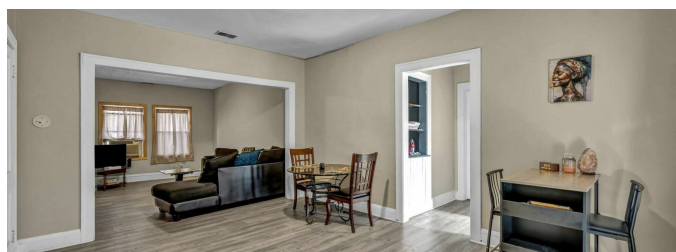
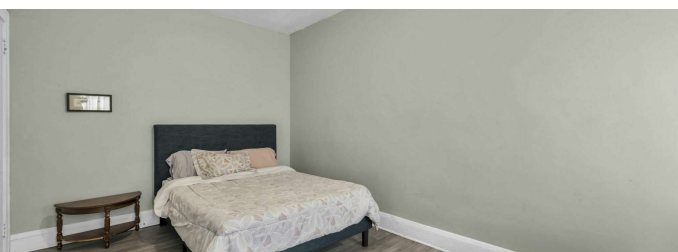
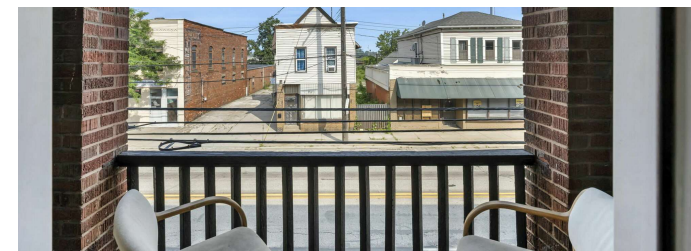
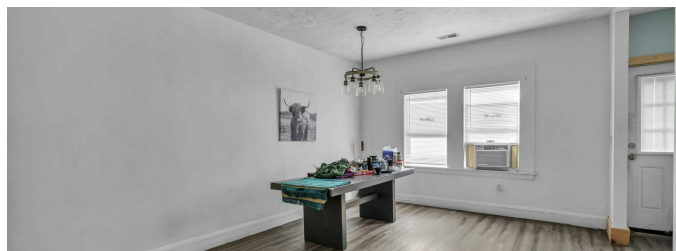
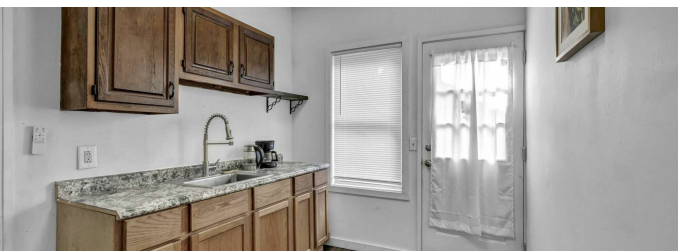
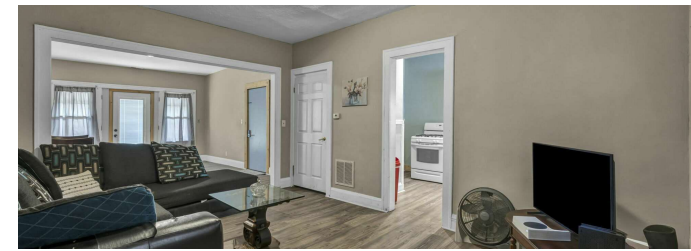
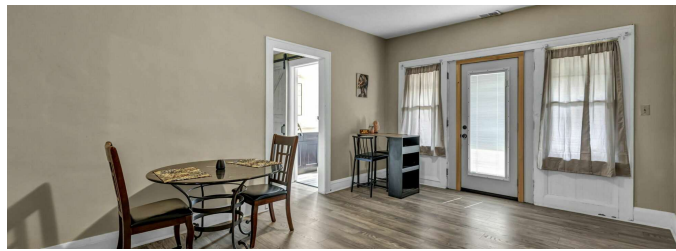
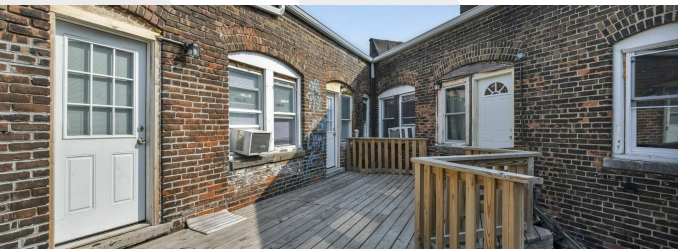
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# Additional Photos

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Section 2

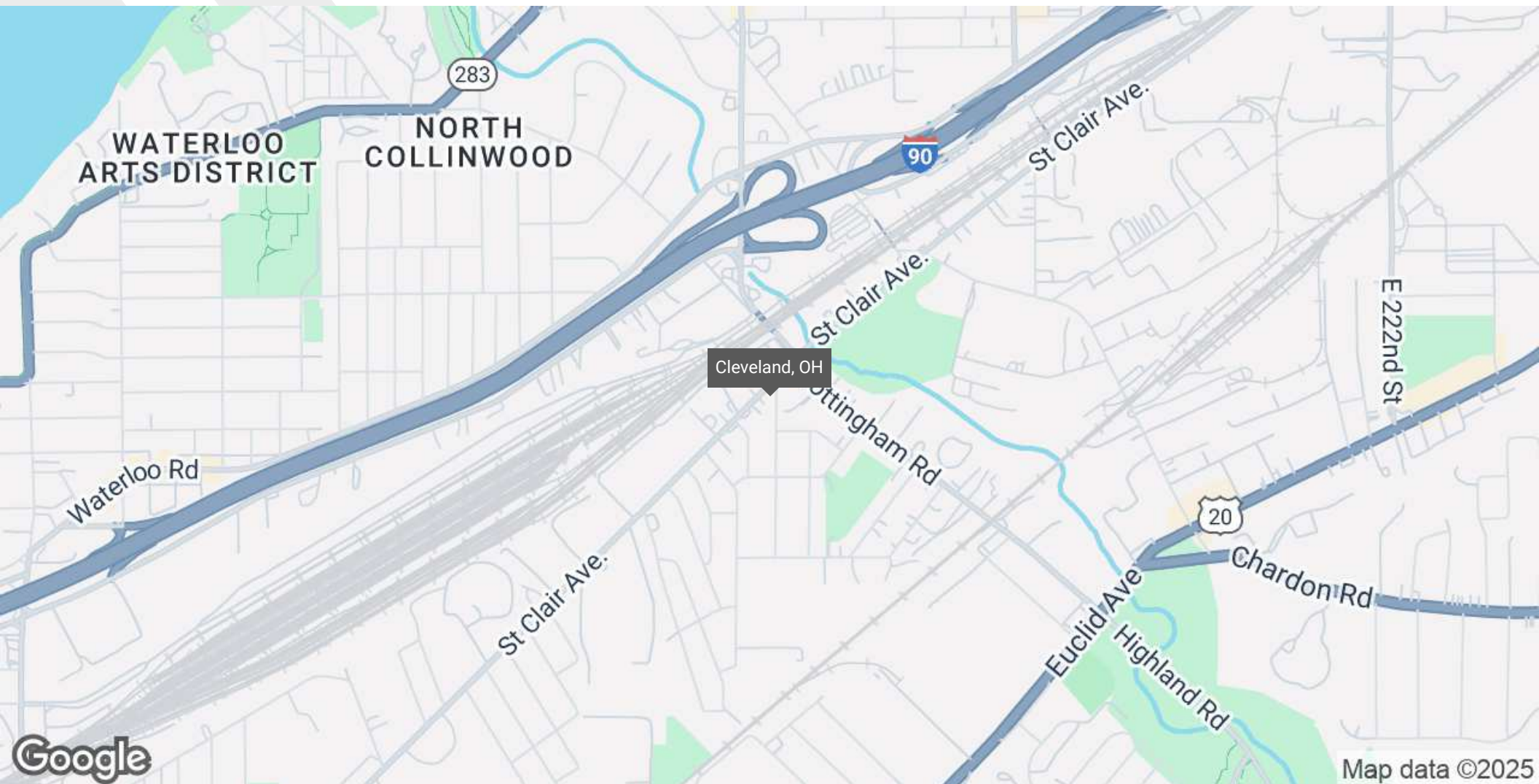
# Location Information





# Regional Map

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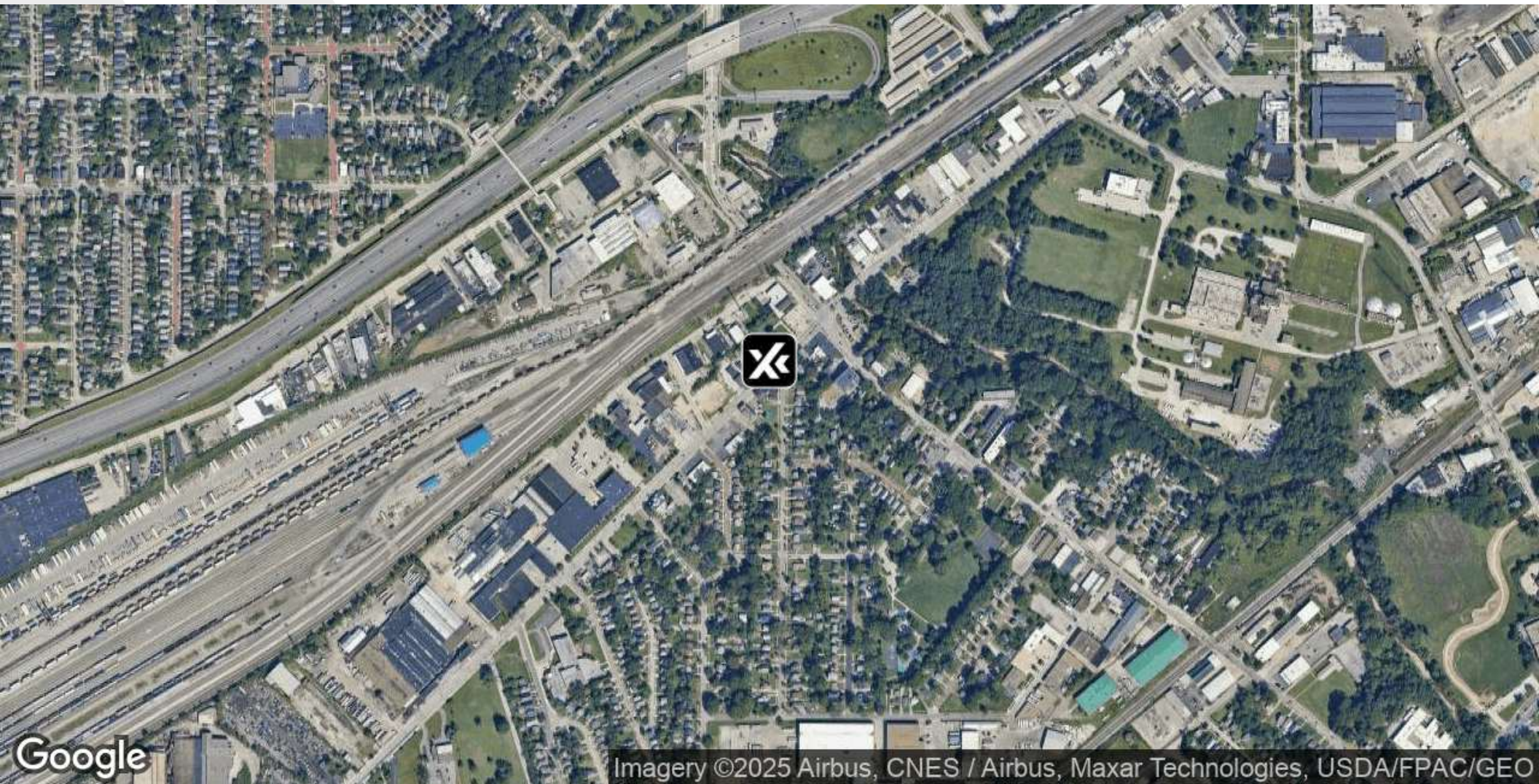


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# Aerial Map

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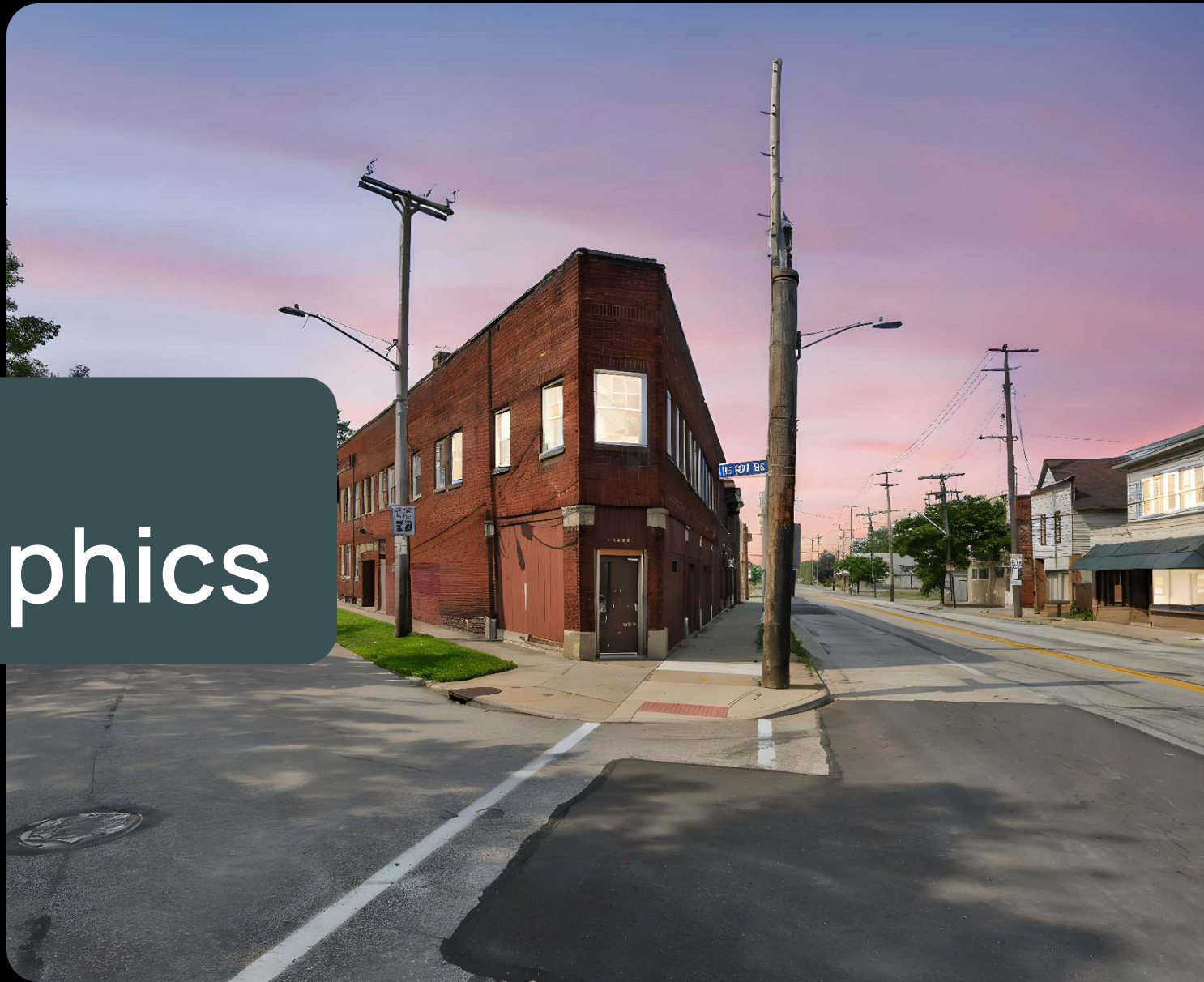


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Section 3

# Demographics



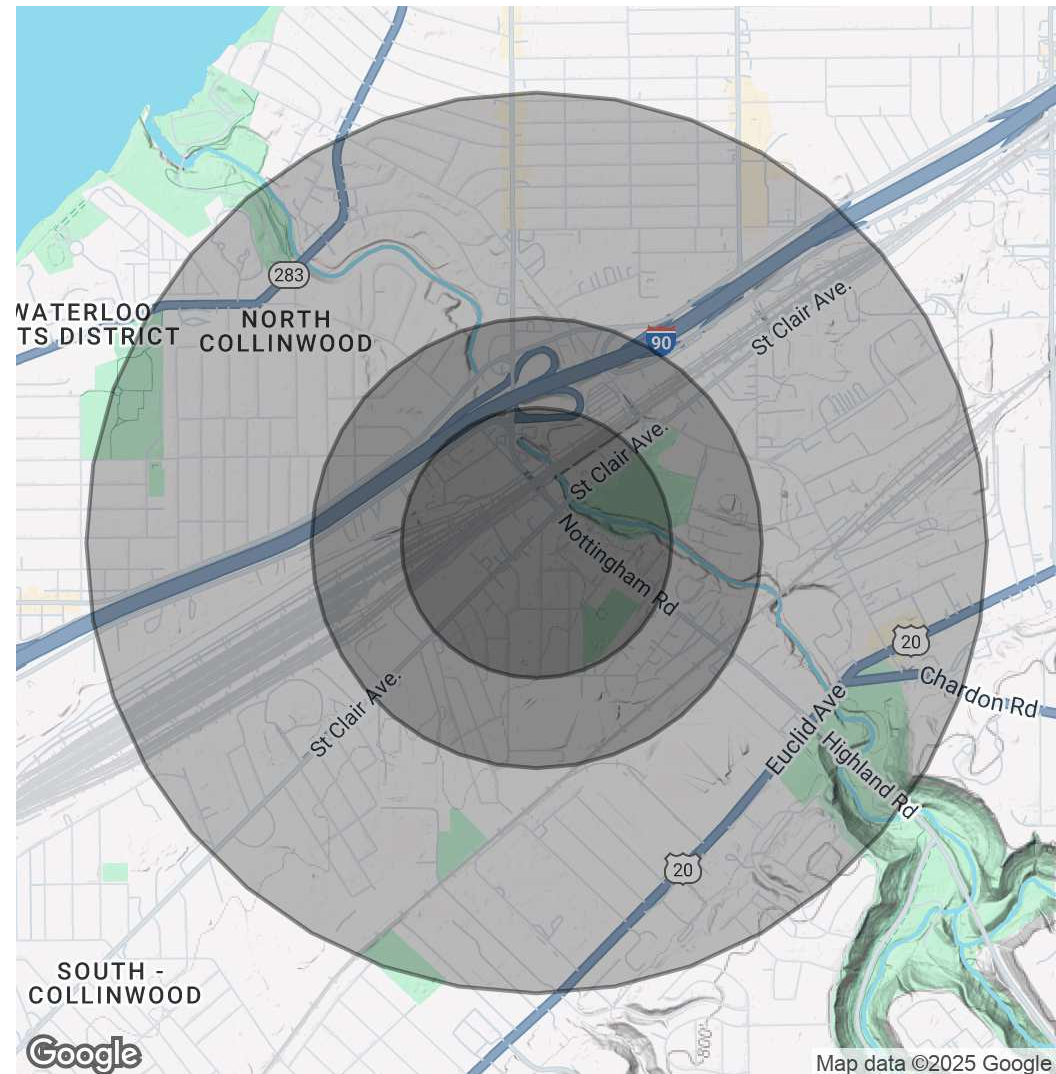


# Demographics Map & Report

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| POPULATION           | 0.3 MILES | 0.5 MILES | 1 MILE   |
|----------------------|-----------|-----------|----------|
| Total Population     | 598       | 1,570     | 11,109   |
| Average Age          | 39        | 41        | 46       |
| Average Age (Male)   | 38        | 39        | 44       |
| Average Age (Female) | 40        | 42        | 47       |
|                      |           |           |          |
| HOUSEHOLDS & INCOME  | 0.3 MILES | 0.5 MILES | 1 MILE   |
| Total Households     | 272       | 734       | 5,826    |
| # of Persons per HH  | 2.2       | 2.1       | 1.9      |
| Average HH Income    | \$38,807  | \$42,901  | \$46,249 |
| Average House Value  | \$62,668  | \$73,249  | \$95,024 |

Demographics data derived from AlphaMap



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# Area Analytics

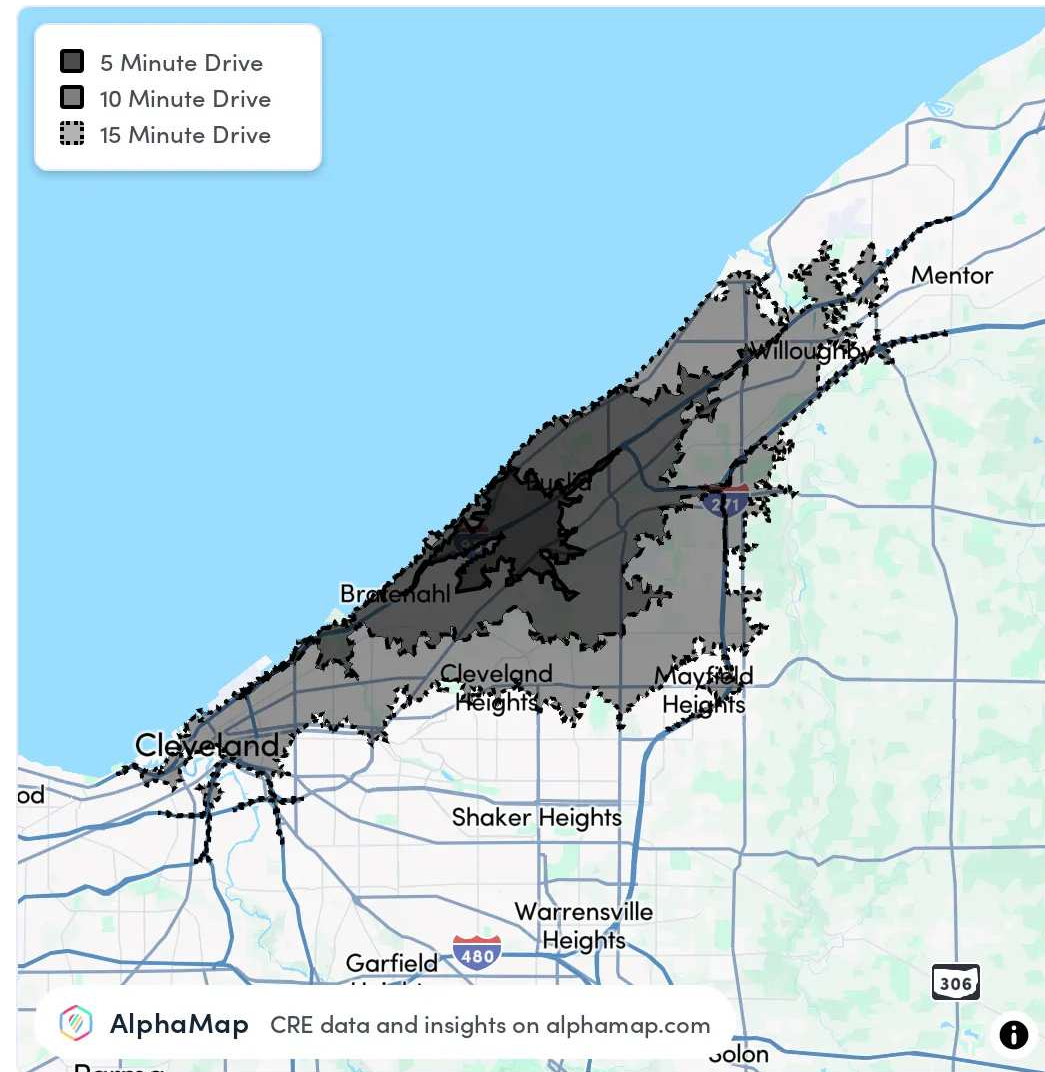
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| POPULATION           | 5 MINUTES | 10 MINUTES | 15 MINUTES |
|----------------------|-----------|------------|------------|
| Total Population     | 21,383    | 97,434     | 246,442    |
| Average Age          | 44        | 43         | 42         |
| Average Age (Male)   | 42        | 41         | 41         |
| Average Age (Female) | 45        | 44         | 44         |

| HOUSEHOLD & INCOME  | 5 MINUTES | 10 MINUTES | 15 MINUTES |
|---------------------|-----------|------------|------------|
| Total Households    | 10,540    | 45,761     | 114,046    |
| Persons per HH      | 2         | 2.1        | 2.2        |
| Average HH Income   | \$50,530  | \$61,280   | \$71,906   |
| Average House Value | \$123,481 | \$152,222  | \$189,169  |
| Per Capita Income   | \$25,265  | \$29,180   | \$32,684   |

Map and demographics data derived from AlphaMap



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Section 4

# Advisor Bios





# Advisor Bio 1

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**SIMON BAST, MICP**

Advisor

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Direct: **855.451.1550 x134** | Cell: **234.207.0770**

OH #2024005863

## PROFESSIONAL BACKGROUND

Simon is a highly focused commercial real estate advisor specializing in multifamily, mixed-use, and manufactured housing investment sales across Northeast Ohio. With nearly 500 hours of advanced real estate training—including the Masters in Commercial Property (MiCP) designation—Simon brings a sophisticated understanding of investment strategy, financial modeling, marketing, and transactional negotiating.

Backed by robust software and an extensive database of property information and market analytics, Simon takes a data-driven approach to sourcing off-market opportunities and closing high-performing deals. He's built a reputation for his skill underwriting, detailed market knowledge, and strategic marketing materials that resonate with institutional and private investors alike.

Prior to brokerage, Simon worked in the commercial auction industry and as a real estate analyst, giving him deep insight into buyer psychology and value positioning. His business is rooted in execution, transparency, and helping clients maximize their returns.

Whether you're a buyer, seller, or developer in the multifamily space, Simon is your go-to expert throughout and between Cleveland, Youngstown, Akron, Canton, new Philadelphia and Mansfield.

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