

CRES CORP

CRES CORP INTERNATIONAL, LLC
COMMERCIAL REAL ESTATE AND FINANCIAL SERVICES

NEW LEBANON, NEW YORK
7-UNIT "FULLY LEASED" RETAIL CENTER
TURN-KEY HIGH PRODUCING PASSIVE INCOME OPPORTUNITY!
POSSIBLE SELLER FINANCING!!!



502 Columbia Pike, New Lebanon, NY 12125 (Columbia County)

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Statement of Confidentiality and Disclaimer

Corp International, LLC (CCI) has agreed to assist, New Lebanon Valley Investors, LLC, the Owner of the Property located 492-502 Columbia Pike, New Lebanon, NY, with the marketing and promotion of said Property, and in accordance with Howard Hannah Real Estate Services. No contact shall be made directly with the Owner, or any associate with the Owner, by any prospective purchaser or agent of purchaser regarding said Property.

This brochure 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 expression of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate discussions with any entity at any time with or without notice. The Owner shall have no legal commitment or obligation to entity reviewing the brochure or making an offer to purchase the Property unless and until the Owner executes and delivers a signed purchase agreement on terms acceptable to the Owner, at Owners sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agrees to release the Owner from any liability with respect hereto.

The enclosed materials are being provided solely to facilitate the prospective purchaser's own due diligence for which the purchaser shall be fully and solely responsible.

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Prospective Purchaser understands and agrees that all dealings concerning the above opportunity will be handled through IRPT and/or CCI.

Prospective Purchaser _____ Date _____

Print Name _____

Address _____ Phone # _____

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Location: 502 Columbia Turnpike, New Lebanon, NY 12125 (Columbia County)

PID#: 104800-019-002-0001-048-000-000

This offering is comprised of two buildings offering a 6-unit retail center and one building currently leased by a bank. Property is currently 100% leased, with the owner occupying the Thrift Store, Bottle & Can and Community Center. Tenants include the USPS, Family Dollar and others indicated on page 5.

Owner is willing to stay on as a tenant under a lease arrangement satisfactory to both parties.

This offering include:

- 1-Story/14,488 SF
- 2-Acres MOL
- Year Built/Effective Age: 1970/2019
- 7 Long-Term Tenants
- Road Frontage: 247'
- Parking: 70+/-

- Occupancy: 100%
- Gross Revenue: \$219,090
- NOI: \$202,306

Asking Price: \$2,700,000 OBO

Accepting cash or Third-Party Financing Offers! Proof of Funds must be presented with all offers.

Seller Financing: Seller will consider offers that include seller financing to a qualified purchaser offering a reasonable down payment. Interest rate and terms are TBD.



Property Introductions Rent Roll - Income & Expenses

Valley Plaza – Monthly Commercial Rent Roll

	<u>Monthly Rents</u>	<u>Expenses Paid by Tenants</u>
Family Dollar	-\$6,150.00	NNN
Berkshire Bank	-\$3,500.00	NNN
Thrift Store	-\$1,600.00	
US Post Office	-\$2,107.58	Taxes
Bottle & Can Center	-\$1,600.00	
Community Center	-\$1,600.00	
Maverick’s Café	-\$1,700.00	
Total Monthly Gross	-\$18,257.58	
Annual Rents	-\$219,090.96	

Expenses For 2023

Property tax	- \$8,147.04
School tax	- \$11,356.15
Electric for Plaza signs and lights	- \$2,400.00
Insurance	- \$6,792.48
Grounds maintenance & repairs	- \$13,247.28

Expenses \$41,942.95

Approx. tax reimbursement	+ \$12,677.07
Approx. maintenance reimbursement	+ \$8,762.48
Approx. insurance reimbursement	+ \$3,803.79

+ \$25,243.34

\$41,942.95

-\$25,243.34

\$16,691.61 Annual Expenses



Financial Projections

10-Year Loan

This projection is based on a purchase price of \$2,700,000. Yr-1 includes "actual" income & Expenses. Projections include a 10-year loan with 40% down payment (\$1,620,000 Balance) with a 6% "interest only" rate.

Projection includes a 3% annual increase in Gross Revenue and 3% increase in annual expenses.

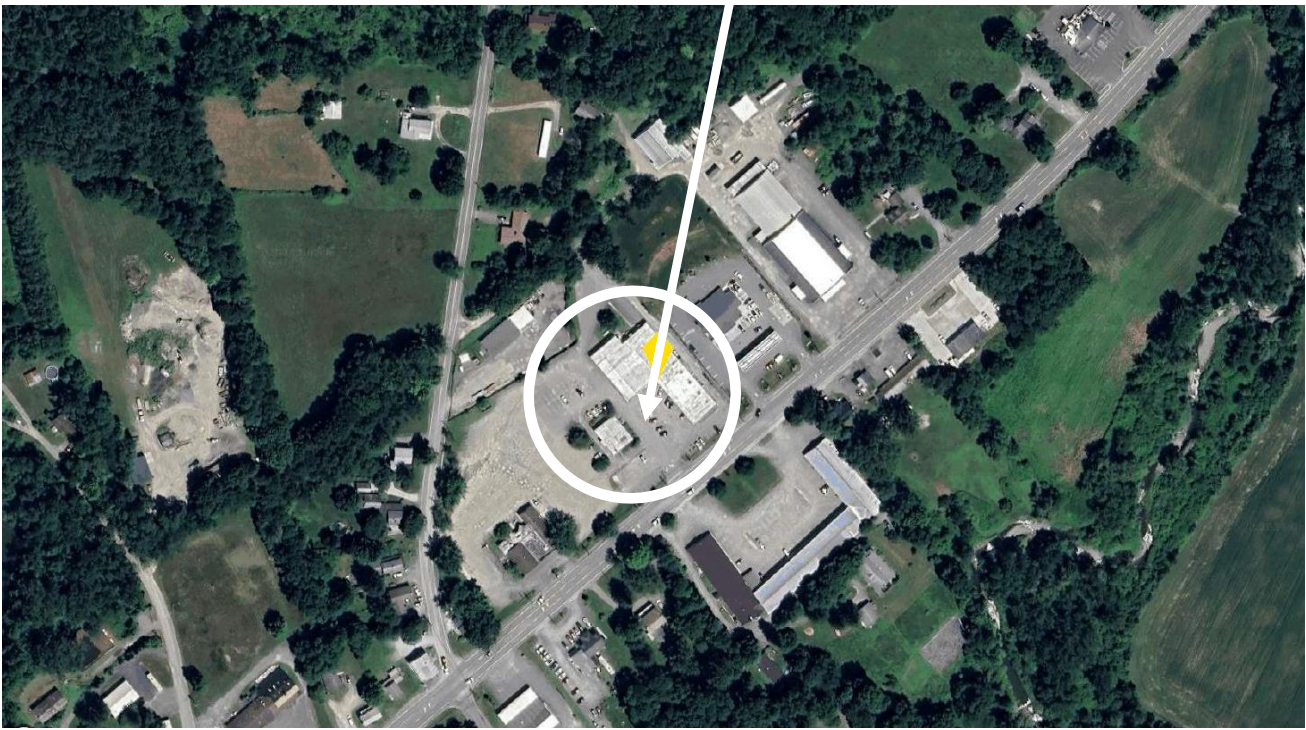
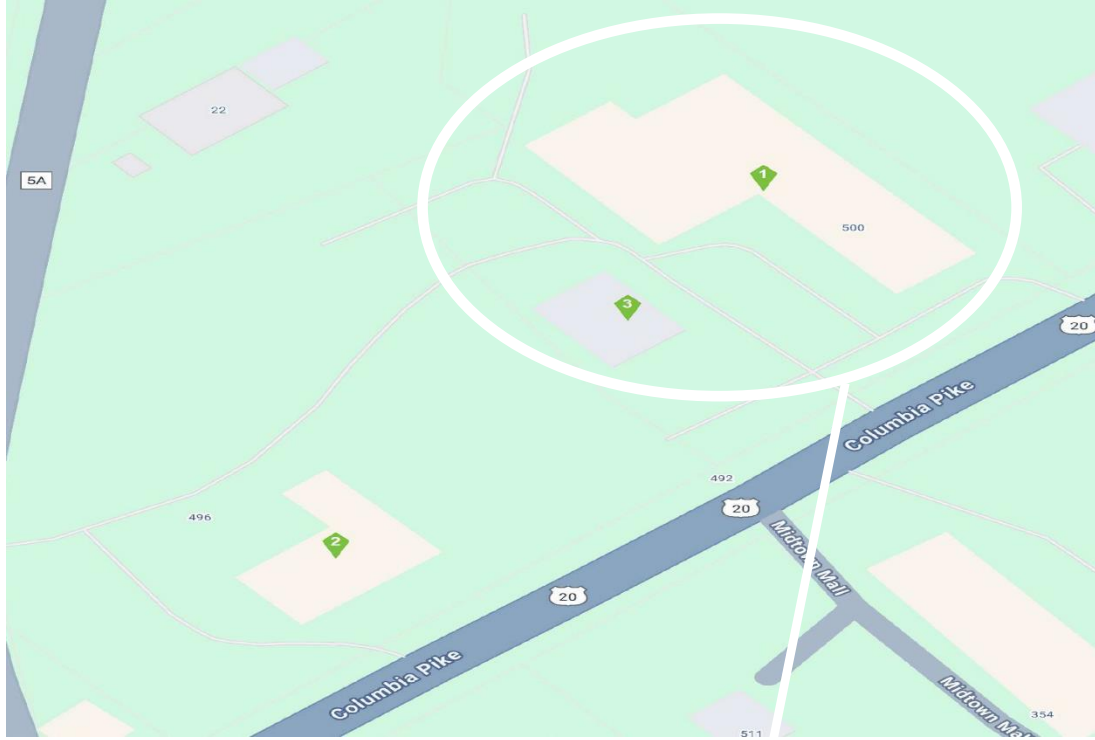
Rental Activity Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Potential Rental Income	\$ 219,084	\$ 225,657	\$ 232,426	\$ 239,399	\$ 246,581	\$ 253,978	\$ 261,598	\$ 269,446	\$ 277,529	\$ 285,855
Other Income	25,224	25,981	26,760	27,563	28,390	29,242	30,119	31,022	31,953	32,912
Less: Vacancy & Credit Losses										
Effective Gross Income	\$ 244,308	\$ 251,637	\$ 259,186	\$ 266,962	\$ 274,971	\$ 283,220	\$ 291,717	\$ 300,468	\$ 309,482	\$ 318,767
Less: Operating Expenses	(41,942)	(43,200)	(44,496)	(45,831)	(47,206)	(48,622)	(50,081)	(51,583)	(53,131)	(54,725)
Net Operating Income (NOI)	\$ 202,366	\$ 208,437	\$ 214,690	\$ 221,131	\$ 227,765	\$ 234,598	\$ 241,636	\$ 248,885	\$ 256,351	\$ 264,042
Less: Annual Debt Service	(97,200)	(97,200)	(97,200)	(97,200)	(97,200)	(97,200)	(97,200)	(97,200)	(97,200)	(97,200)
CASH FLOW Before Taxes	\$ 105,166	\$ 111,237	\$ 117,490	\$ 123,931	\$ 130,565	\$ 137,398	\$ 144,436	\$ 151,685	\$ 159,151	\$ 166,842

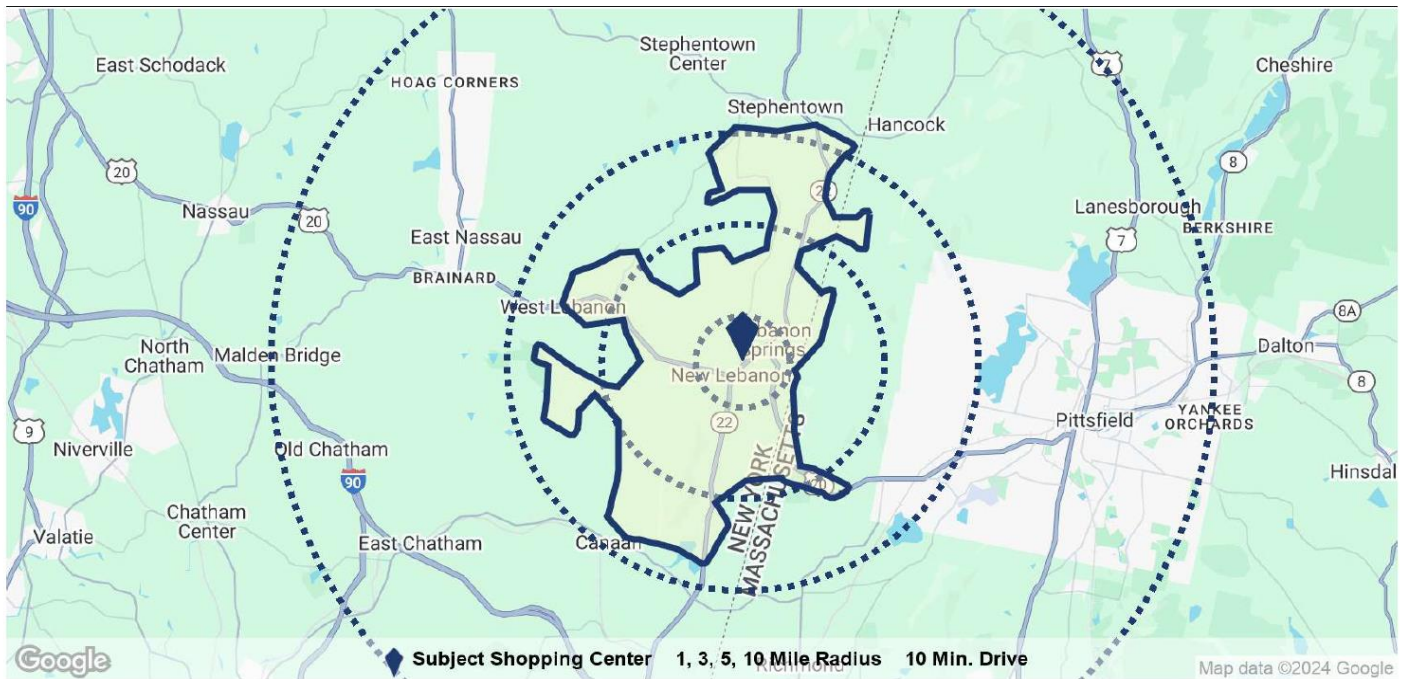
Property Resale Analysis	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Projected Sales Price	\$ 2,698,213	\$ 2,779,160	\$ 2,862,535	\$ 2,948,411	\$ 3,036,863	\$ 3,127,969	\$ 3,221,808	\$ 3,318,462	\$ 3,418,016	\$ 3,520,556
Less: Selling Expenses	(53,964)	(55,583)	(57,251)	(58,968)	(60,737)	(62,559)	(64,436)	(66,369)	(68,360)	(70,411)
Adjusted Projected Sales Price	\$ 2,644,249	\$ 2,723,577	\$ 2,805,284	\$ 2,889,442	\$ 2,976,126	\$ 3,065,409	\$ 3,157,372	\$ 3,252,093	\$ 3,349,656	\$ 3,450,145
Less: Mortgage(s) Balance Payoff	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)	(1,620,000)
SALE PROCEEDS Before Taxes	\$ 1,024,249	\$ 1,103,577	\$ 1,185,284	\$ 1,269,442	\$ 1,356,126	\$ 1,445,409	\$ 1,537,372	\$ 1,632,093	\$ 1,729,656	\$ 1,830,145

Cash Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash Generated in Current Year	\$ 105,166	\$ 111,237	\$ 117,490	\$ 123,931	\$ 130,565	\$ 137,398	\$ 144,436	\$ 151,685	\$ 159,151	\$ 166,842
Cash Generated in Previous Years	n/a	105,166	216,403	333,893	457,824	588,389	725,786	870,222	1,021,906	1,181,058
Cash Generated from Property Sale	1,024,249	1,103,577	1,185,284	1,269,442	1,356,126	1,445,409	1,537,372	1,632,093	1,729,656	1,830,145
Original Initial Investment	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)	(1,080,000)
Total Potential CASH Generated	\$ 49,415	\$ 239,980	\$ 439,177	\$ 647,266	\$ 864,514	\$ 1,091,196	\$ 1,327,593	\$ 1,573,999	\$ 1,830,713	\$ 2,098,045

Financial Measurements	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Debt Coverage Ratio (DCR)	2.08	2.14	2.21	2.28	2.34	2.41	2.49	2.56	2.64	2.72
Loan-to-Value Ratio (LVR)	60.0%	58.3%	56.6%	54.9%	53.3%	51.8%	50.3%	48.8%	47.4%	46.0%
Capitalization Rate Based on Cost	7.50%	7.72%	7.95%	8.19%	8.44%	8.69%	8.95%	9.22%	9.49%	9.78%
Capitalization Rate Based on Resale Price	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%
Break-Even Ratio	56.95%	55.79%	54.67%	53.58%	52.52%	51.49%	50.49%	49.52%	48.57%	47.66%
Operating Expense Ratio	17.17%	17.17%	17.17%	17.17%	17.17%	17.17%	17.17%	17.17%	17.17%	17.17%
Return on Equity (ROE)	4.58%	18.61%	18.05%	17.56%	17.11%	16.72%	16.36%	16.03%	15.73%	15.46%
Cash-on-Cash Return - Before Taxes	9.74%	10.30%	10.88%	11.48%	12.09%	12.72%	13.37%	14.04%	14.74%	15.45%







Population	1 Mile	3 Miles	5 Miles	10 Miles	10 Min. Drive
Population	556	1,442	4,975	60,243	2,201
5 Yr Growth	-3.6%	-3.3%	-1.5%	-1.3%	2.4%
Median Age	44	44	50	48	51
5 Yr Forecast	44	43	50	49	52
White / Black / Hispanic	87% / 3% / 4%	86% / 3% / 4%	89% / 2% / 4%	84% / 5% / 7%	95% / 2% / 3%
5 Yr Forecast	87% / 3% / 4%	86% / 3% / 4%	89% / 2% / 4%	84% / 5% / 7%	94% / 2% / 3%
Employment	731	880	2,876	41,367	1,264
Buying Power	\$16.3M	\$40.9M	\$171.8M	\$1.7B	\$75.1M
5 Yr Growth	-2.0%	-2.2%	0%	-2.6%	4.8%
College Graduates	28.8%	28.9%	34.8%	33.7%	36.1%
Household					
Households	222	564	2,043	26,977	945
5 Yr Growth	-4.1%	-3.6%	-1.7%	-1.3%	2.3%
Median Household Income	\$73,408	\$72,555	\$84,107	\$63,664	\$79,444
5 Yr Forecast	\$74,999	\$73,604	\$85,546	\$62,872	\$81,385
Average Household Income	\$90,095	\$91,615	\$105,365	\$89,662	\$94,769
5 Yr Forecast	\$92,715	\$94,126	\$107,111	\$90,527	\$96,303
% High Income (>\$75K)	48%	48%	55%	42%	53%
Housing					
Median Home Value	\$234,821	\$243,971	\$256,832	\$239,732	\$230,856
Median Year Built	1959	1959	1967	1953	1968
Owner / Renter Occupied	72% / 28%	73% / 27%	80% / 20%	65% / 35%	76% / 24%

*Provided by CoStar

The Hudson retail market has a vacancy rate of 1.9% as of the fourth quarter of 2024. This time last year, the market had a vacancy rate of 1.6%. The year over year change in the Hudson vacancy rate was a result of no net delivered space and -26,000 SF of net absorption over the past year.

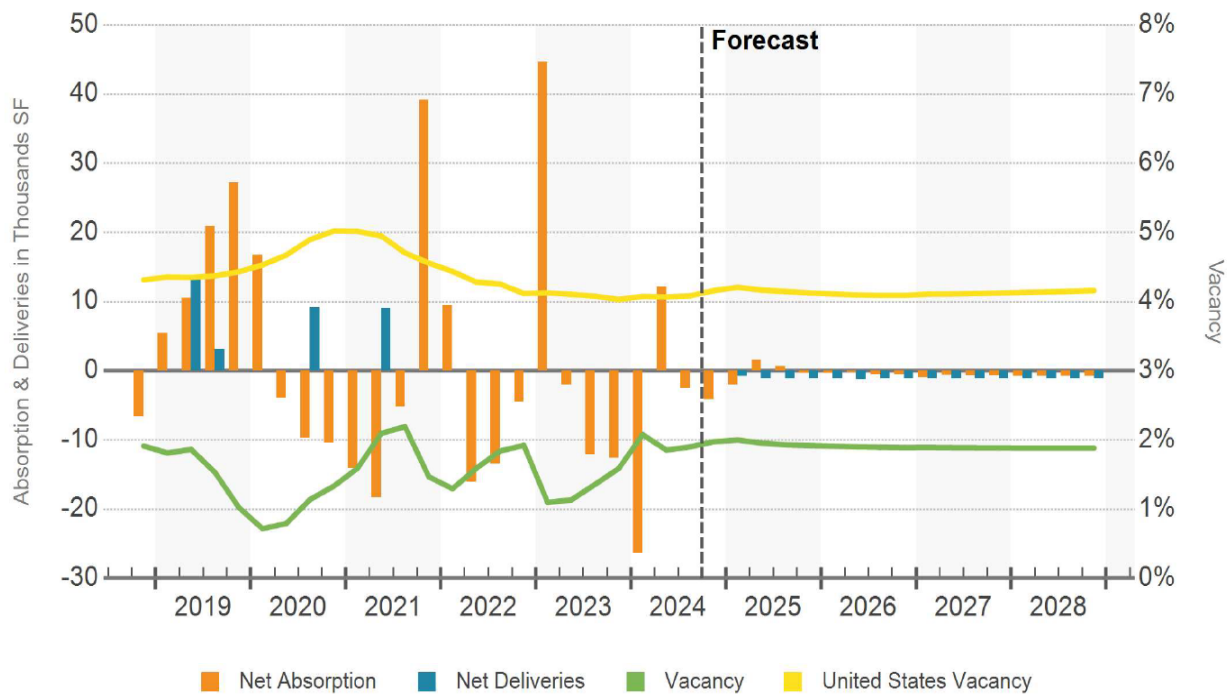
Hudson's vacancy rate of 1.9% compares to the market's five-year average of 1.5% and the 10-year average of 1.9%.

The Hudson retail market has roughly 170,000 SF of space listed as available, for an availability rate of 3.2%.

As of the fourth quarter of 2024, there is no retail space under construction in Hudson. In comparison, the market has averaged 9,100 SF of under construction inventory over the past 10 years.

Market rents in Hudson are \$13.60/SF. Rents have changed by 1.4% year over year in Hudson, compared to a change of 2.1% nationally. Market rents have changed by 3.2% in neighborhood center properties year-over-year, 3.3% in power center properties, 2.8% in strip center properties, and 0.7% in general retail properties. Annual rent growth of 1.4% in Hudson compares to the market's five-year average of 2.2% and its 10-year average of 1.7%.

NET ABSORPTION, NET DELIVERIES & VACANCY



*Provided by CoStar

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- VIRTUAL ENHANCEMENTS/STAGING
- PROPERTY CONVERSIONS
- PROFESSIONAL & EXCITING NARRATION

We're a media company partnered with a commercial real estate firm.

We understand what it takes to promote commercial property!

Check us out on our YouTube Channel:

COMMERCIAL INC

COMMERCIAL INC - CRES CORP INTERNATIONAL

Then give us a call to see what we can do with your property!

Jerome Rivas: 786-312-6576 Benny Spensieri: 813-391-1545



pharus funding PARTNERS

Commercial Financing Arrangement

CRES Corp International assists our clients with the provision of project funding:

- Acquisition Funding
 - Multi-Family
 - Hotels
 - Retail
 - Healthcare
 - Medical
- Development Funding

Our Company strives to beat the current loan products offered by financial institutions, private capital and other lending resources. We bring the best loan scenarios to our clients:

- Lower Interest Rates
- Higher Leverage
- Longer Terms
- Non-Recourse
- No Prepayment

For further information on financing contact

Brian Hartman, Director, Financing Division – 561-633-8971 or Brian.Hartman@CRESCorpINTL.com



Commercial Real Estate & Financial Services

CRES Corp International, LLC (CCI) is a Commercial Real Estate firm offering brokerage, finance and management services.

Our unique business model brings to our property owners and investors the means to get transactions completed where all parties are satisfied.

CRES Corp International offers the **Preferred Investor Program (PIP)**, where our clients receive the following benefits:

Property Owners

- No Exclusive Listing Agreement
- Property introduced only to Pre-Qualified Investors who:
 - Have Sufficient Funds for RE Purchases
 - Have Experience in Investing
 - Make Reasonable Offers

Investors

- Receive Information on “Off-Market” Property
- Receive information on “Pre-Listed” Property
- Minimal Competition
- Great Price on their RE Purchases

CRES Corp International specializes in the following commercial property:

- Apartments
- Hotels
- MHP/RV
- Office Buildings/Complexes
- Medical Offices & Centers
- Vacant Land (Development)

For further information contact Benny Spensieri – 813-391-1545 or Benny@CRESCorpLLC.com.