



OFFERING MEMORANDUM

105 Madison Avenue

105 MADISON AVE

Endicott, NY 13760

PRESENTED BY:

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JAMES LUCENTI

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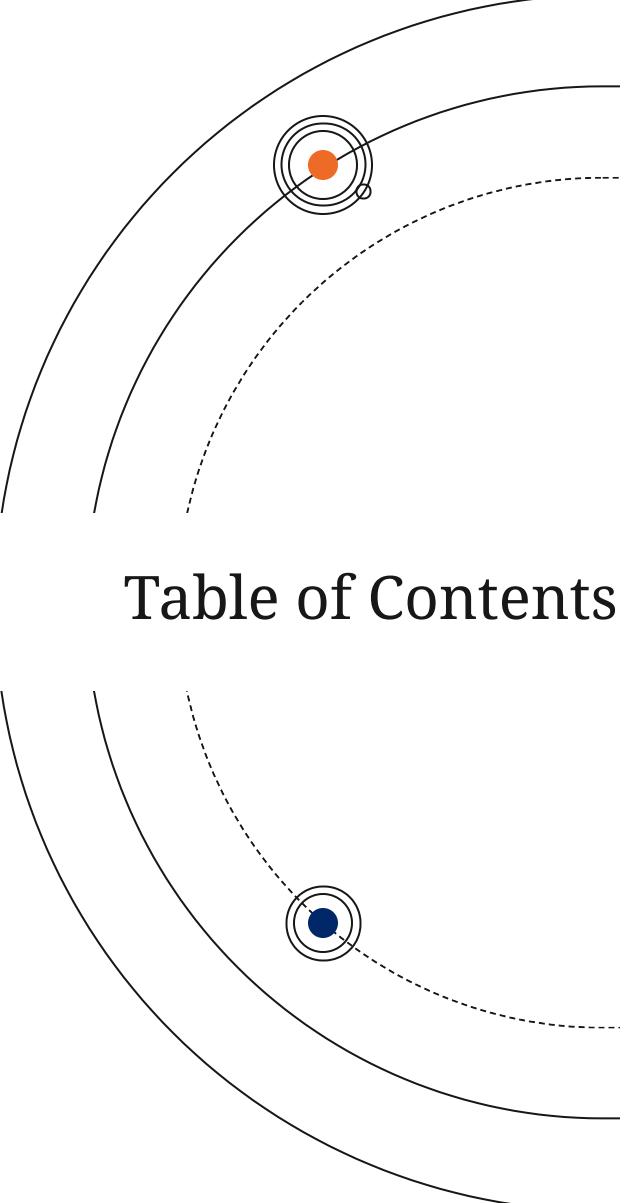


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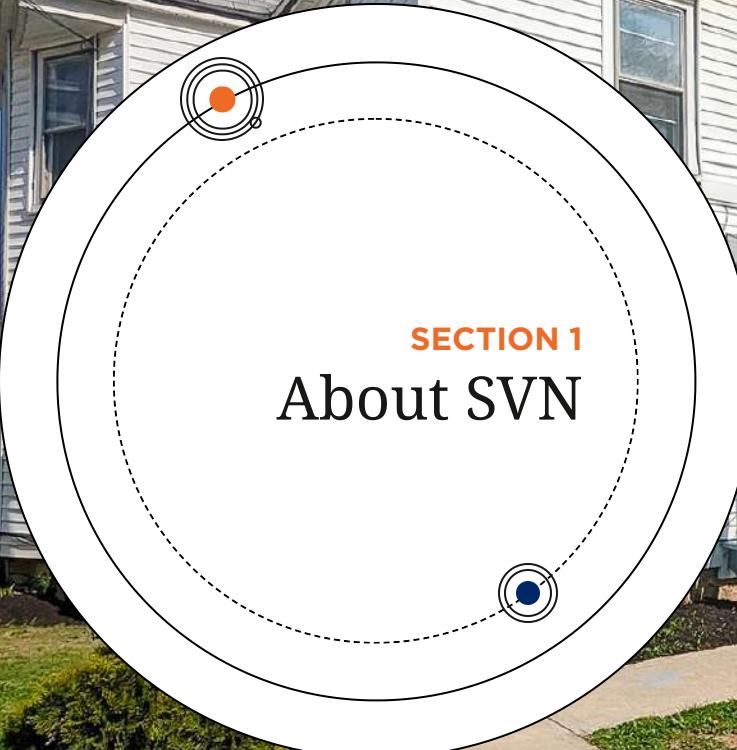
The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Proposal. If the person receiving 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.

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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.



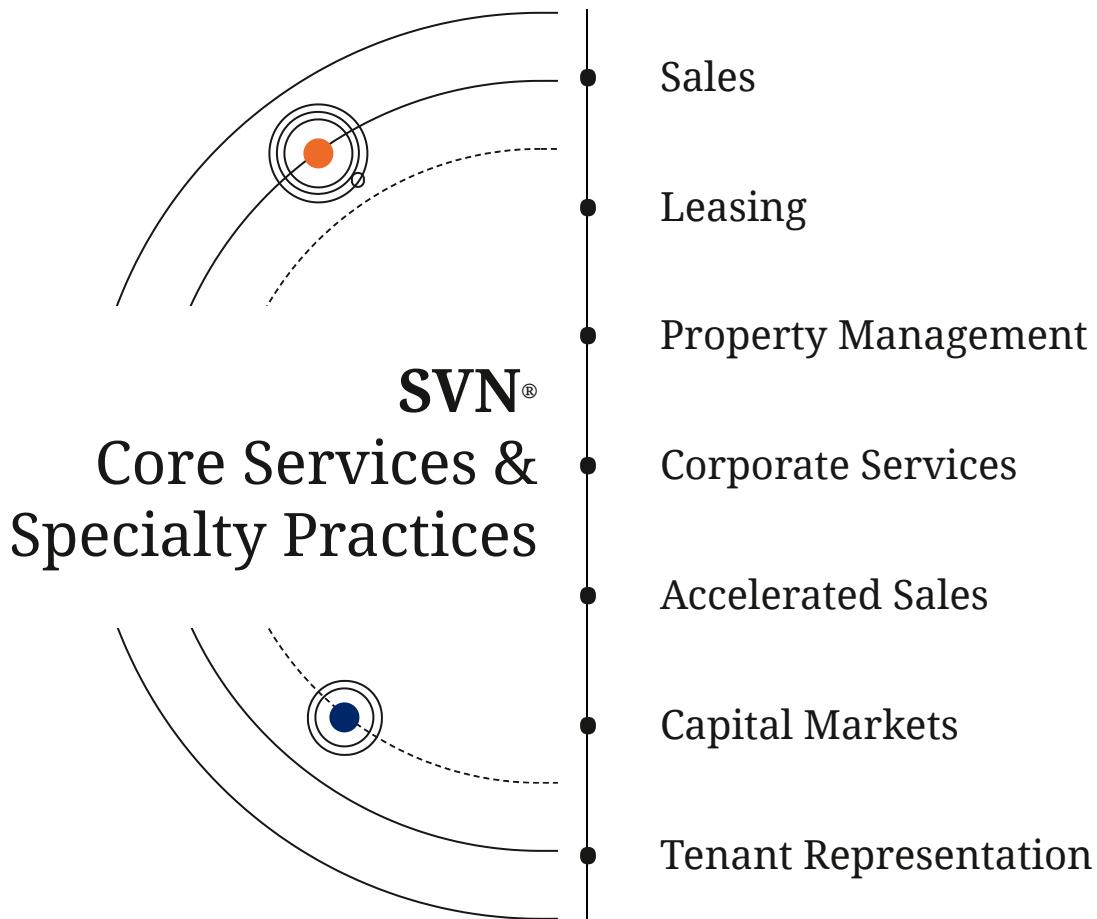
SECTION 1

About SVN



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

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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.

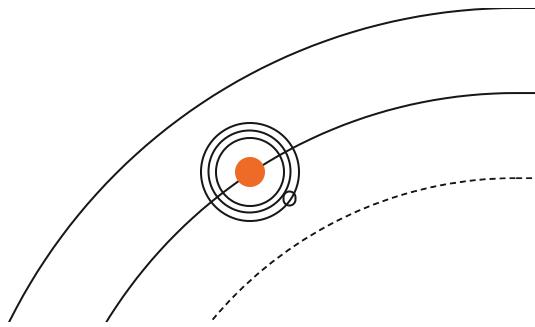
This is the SVN Difference.

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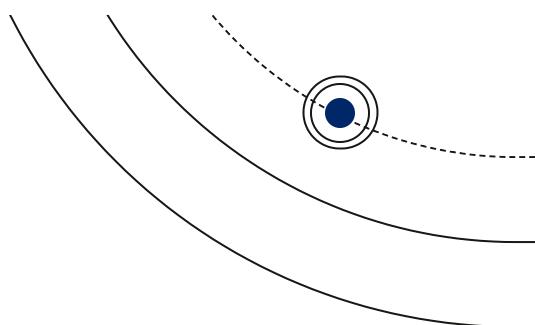
SVN® ADVISORS SHARE FEES BECAUSE IT CREATES MORE DEMAND AND SUPERIOR VALUE FOR OUR CLIENTS.

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

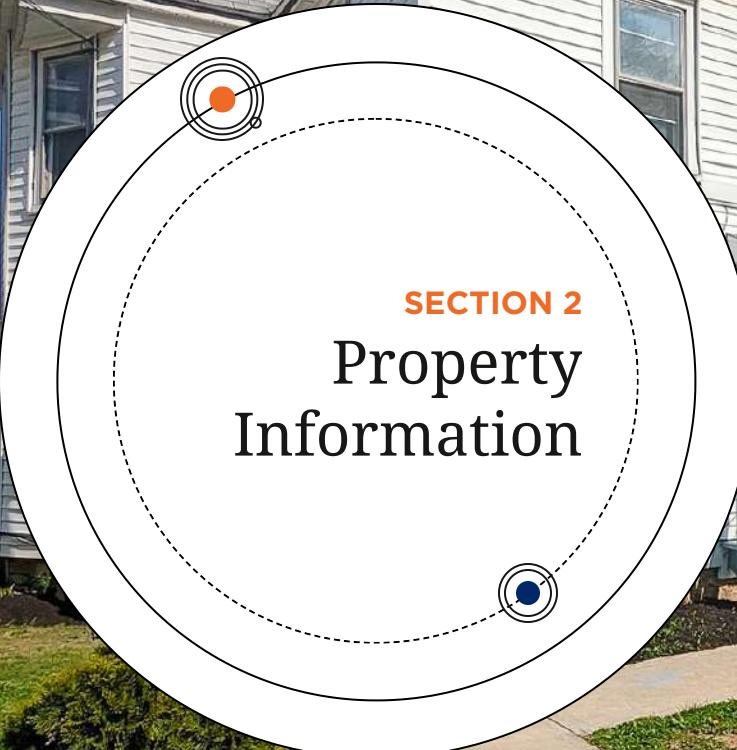
Marketing a property to the widest possible audience increases the price for an owner. This is how SVN Advisors operate – we share fees and build trust, driving outsized success for our clients and our colleagues.

Visit svn.com to find out more.

*Peter Froberg and Viroj Jienwatcharamongkhol, Cooperation in Commercial

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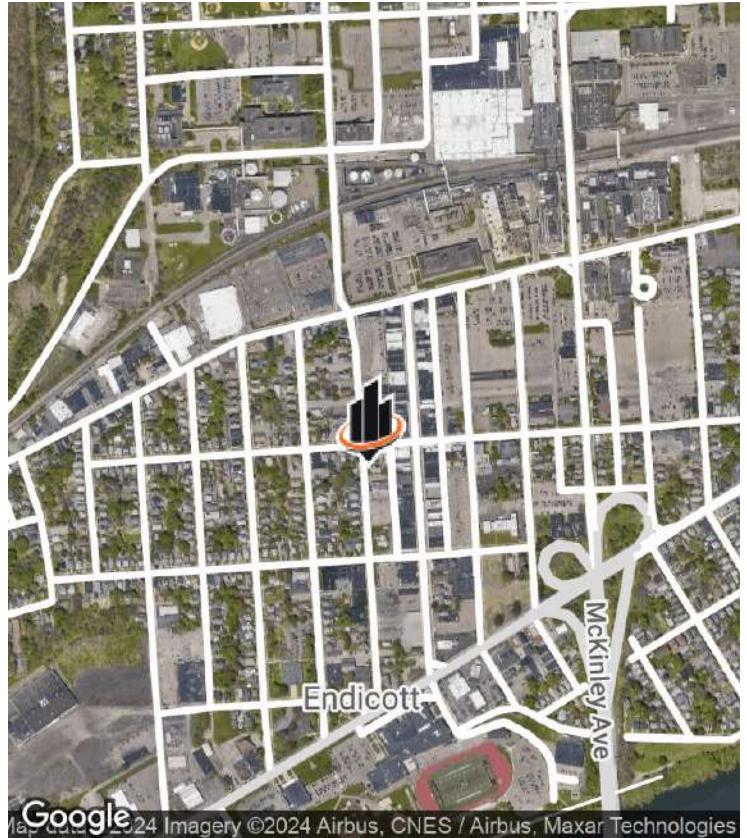


SECTION 2

Property Information



PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$385,000
NUMBER OF UNITS:	5
LOT SIZE:	6,841 SF
BUILDING SIZE:	4,086 SF
NOI:	\$33,612.20
CAP RATE:	8.73%

PROPERTY DESCRIPTION

Offered for sale is this newly renovated and stabilized 5 Unit building in Endicott, NY. This is an excellent location to take advantage of a rapidly developing area in Endicott, NY. Endicott is the birthplace of IBM. Recently a new Battery Manufacturer and a Solar Manufacturer were announced. This area will also benefit from a recently announced \$160M research and development grant. This area was named as one of the 32 Technology hubs by the Biden Administration. This is walking distance to Washington Ave and is in a Federal Opportunity Zone. This building has many new updates and offers a private parking lot for off street parking.

PROPERTY HIGHLIGHTS

- 5, 1 Bed Units.
- Excellent Location.
- Walking distance to Washington Avenue
- Recently renovated and stabilized.
- Private parking lot for off street parking.
- In a Federal Opportunity Zone.

PROPERTY DESCRIPTION



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LOCATION DESCRIPTION

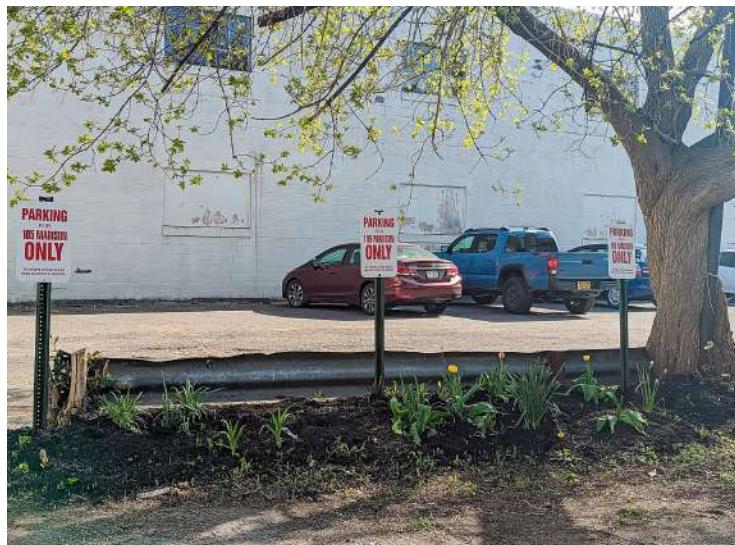
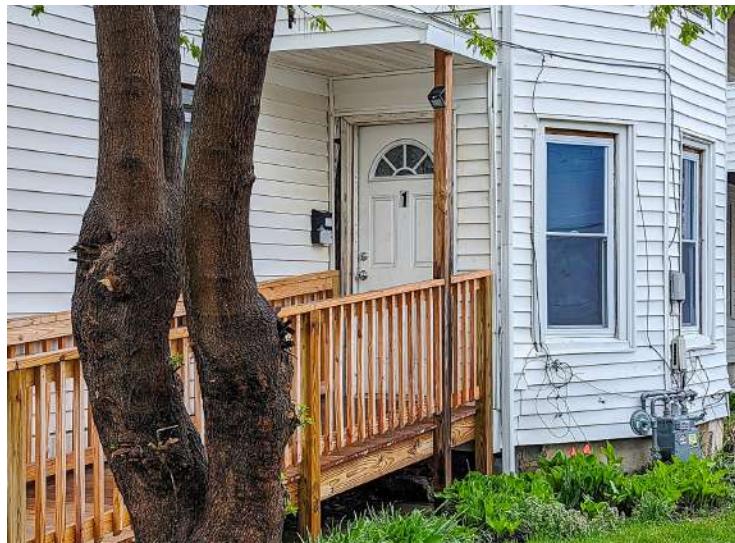
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COMPLETE HIGHLIGHTS



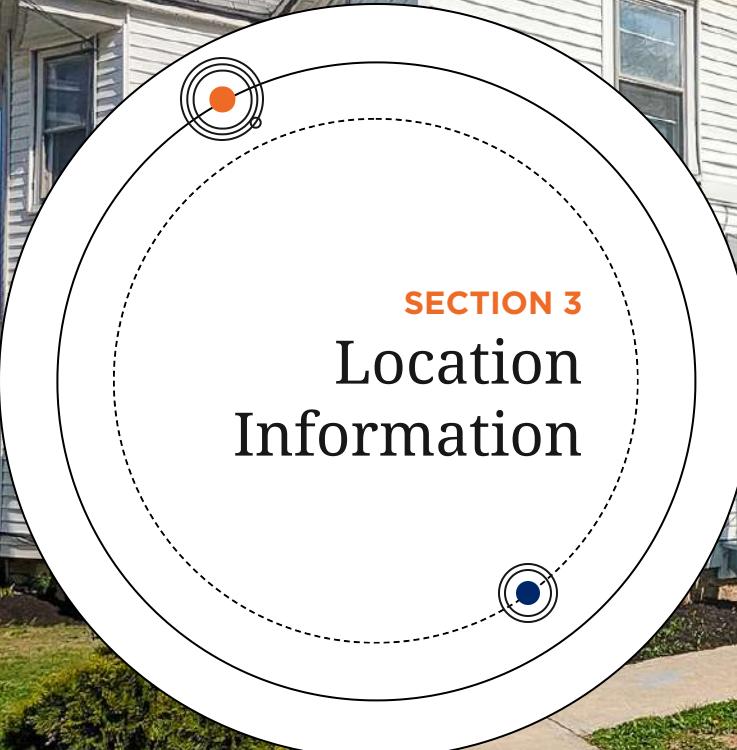
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- 5, 1 Bed Units.
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ADDITIONAL PHOTOS



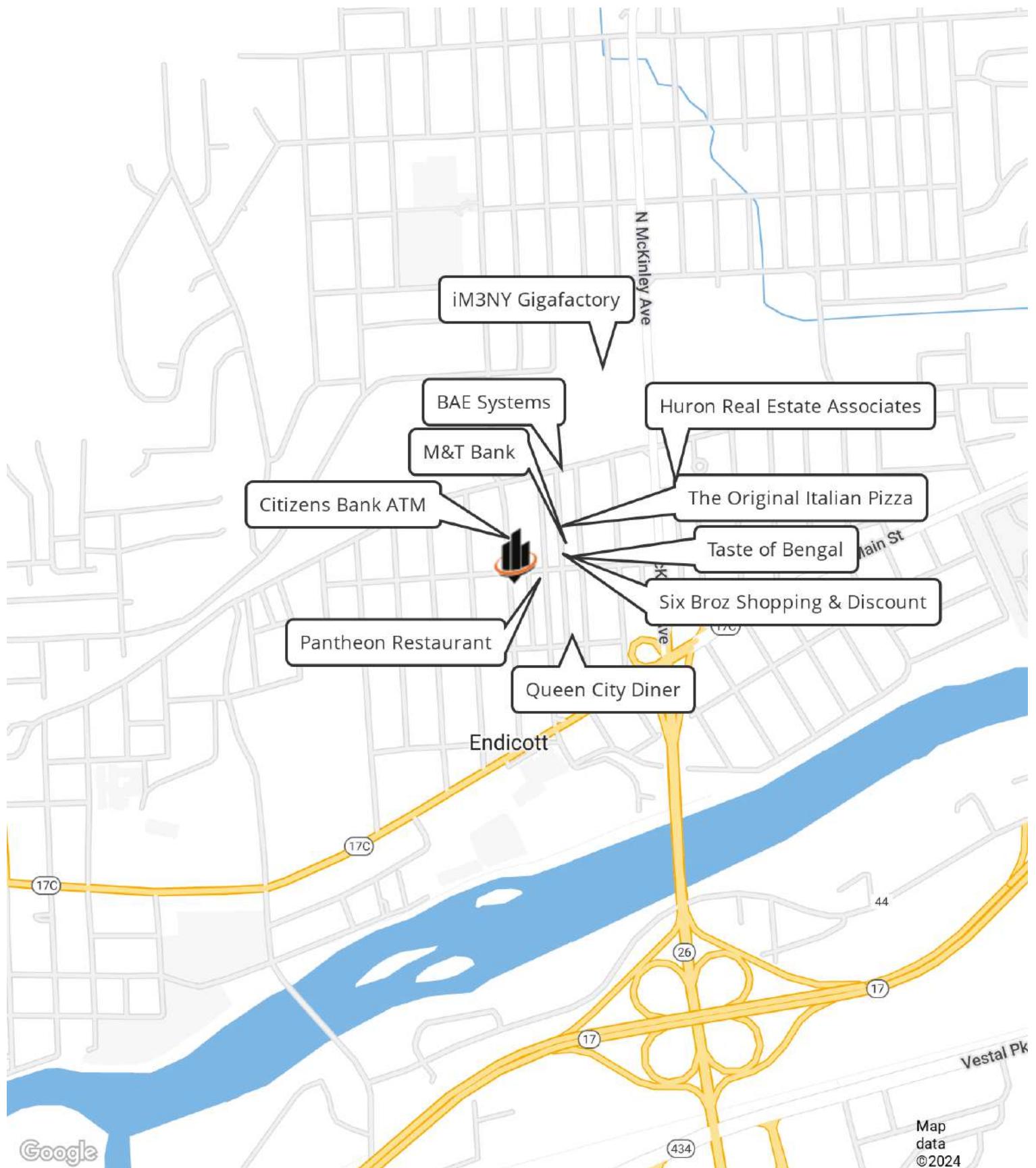


SECTION 3

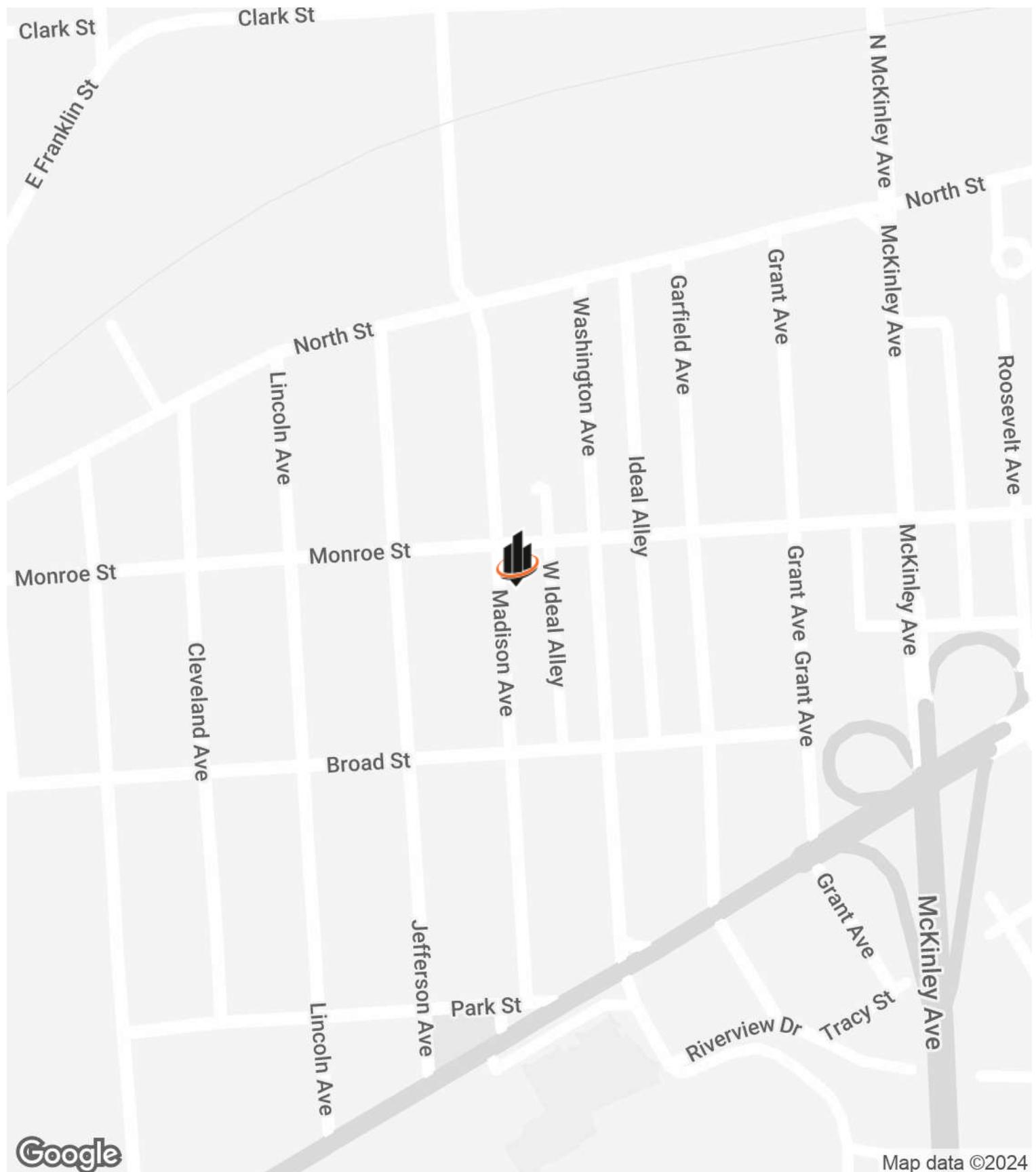
Location Information



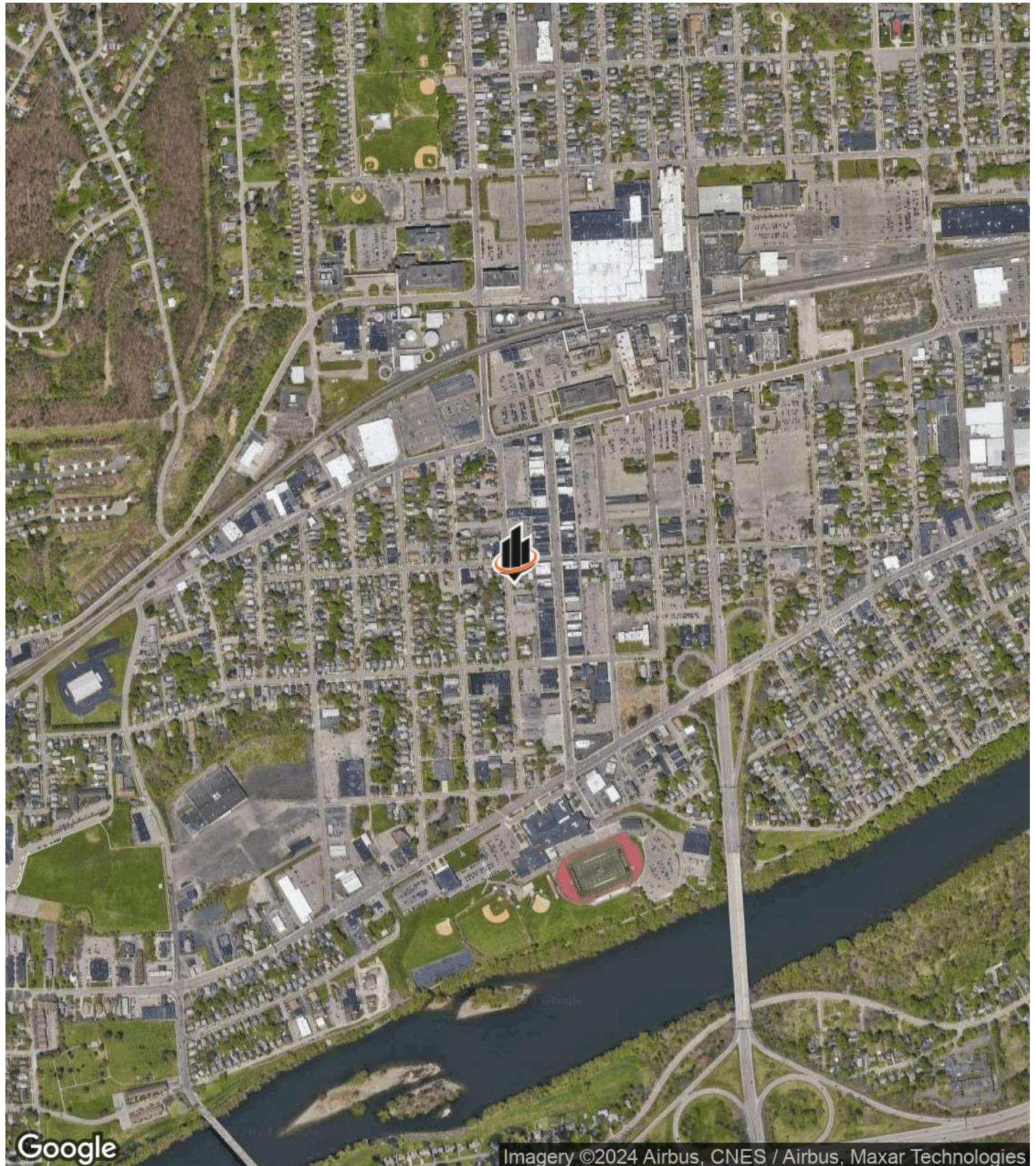
REGIONAL MAP



LOCATION MAP



AERIAL MAP



Google

Imagery ©2024 Airbus, CNES / Airbus, Maxar Technologies



SECTION 4

Financial Analysis

FINANCIAL SUMMARY

INVESTMENT OVERVIEW

105 MADISON AVENUE

PRICE	\$385,000
PRICE PER SF	\$94
PRICE PER UNIT	\$77,000
GRM	7.31
CAP RATE	8.73%
CASH-ON-CASH RETURN (YR 1)	8.73%
TOTAL RETURN (YR 1)	\$33,612

OPERATING DATA

105 MADISON AVENUE

GROSS SCHEDULED INCOME	\$52,656
TOTAL SCHEDULED INCOME	\$52,656
VACANCY COST	\$2,633
GROSS INCOME	\$50,023
OPERATING EXPENSES	\$16,411
NET OPERATING INCOME	\$33,612
PRE-TAX CASH FLOW	\$33,612

FINANCING DATA

105 MADISON AVENUE

DOWN PAYMENT	\$385,000
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INCOME & EXPENSES

INCOME SUMMARY

105 MADISON AVENUE

VACANCY COST	(\$2,633)
GROSS INCOME	\$50,023

EXPENSES SUMMARY

105 MADISON AVENUE

PROPERTY MANAGEMENT	\$2,501
PROPERTY TAX	\$4,010
INSURANCE	\$1,665
SUPPLIES AND MATERIALS	\$750
REPAIRS AND MAINTENANCE	\$1,842
UTILITIES	\$4,500
OPERATING EXPENSES	\$16,411
NET OPERATING INCOME	\$33,612

RENT ROLL

SUITE	BEDROOMS	BATHROOMS	RENT	MARKET RENT	MARKET RENT / SF
-	1	1	\$905	\$905	-
-	1	1	\$875	\$950	-
-	1	1	\$900	\$950	-
-	1	1	\$900	\$950	-
-	1	1	\$758	\$905	-
-	-	-	\$50	\$50	-
TOTALS			\$4,388	\$4,710	\$0.00
AVERAGES			\$731	\$785	



SECTION 5

Sale Comparables



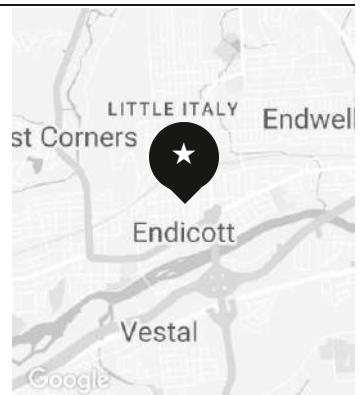
SALE COMPS



105 MADISON AVENUE

105 Madison Ave, Endicott, NY 13760

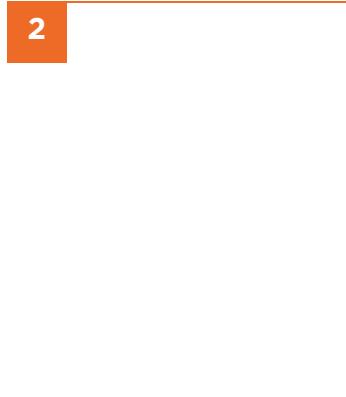
PRICE:	\$385,000	BLDG SIZE:	4,086 SF
CAP RATE:	8.73%	YEAR BUILT:	1980
PRICE/SF:	\$94.22	NOI:	\$33,612



307 GARFIELD

Endicott, NY 13760

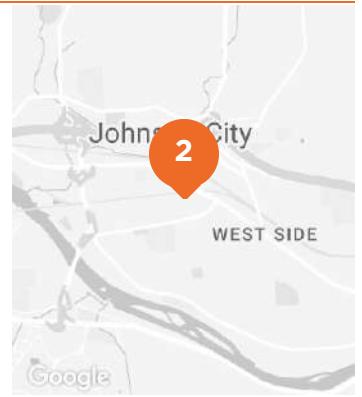
PRICE:	\$960,000	BLDG SIZE:	9,759 SF
PRICE/SF:	\$98.37		



59 GRAND AVE.

Johnson City, NY 13790

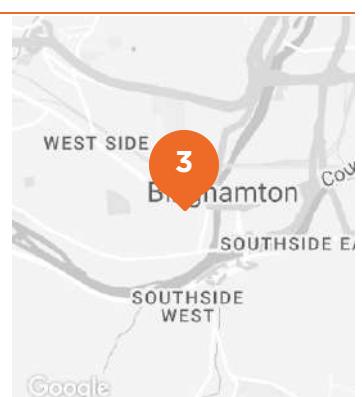
PRICE:	\$545,000	BLDG SIZE:	5,370 SF
PRICE/SF:	\$101.49	OCCUPANCY:	87.50%



101 MURRAY

101 Murray, Binghamton, NY 13905

PRICE:	\$600,000	BLDG SIZE:	15,840 SF
CAP RATE:	7%	PRICE/SF:	\$37.88

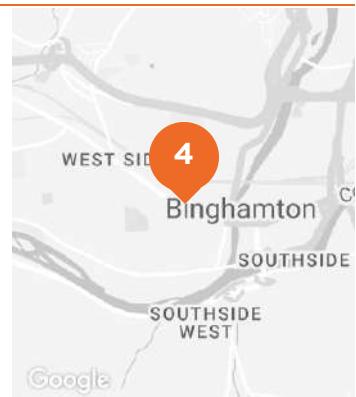


4

5 MATHER ST

5 Mather Street, Binghamton, NY 13905

PRICE:	\$625,000	BLDG SIZE:	8,556 SF
CAP RATE:	7%	YEAR BUILT:	1965
PRICE/SF:	\$73.05	OCCUPANCY:	100%

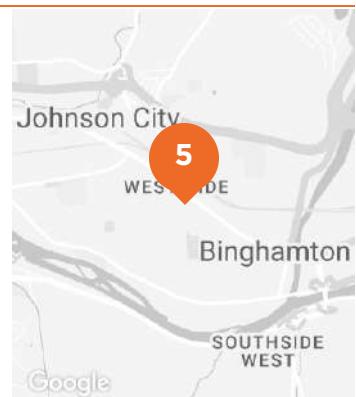


5

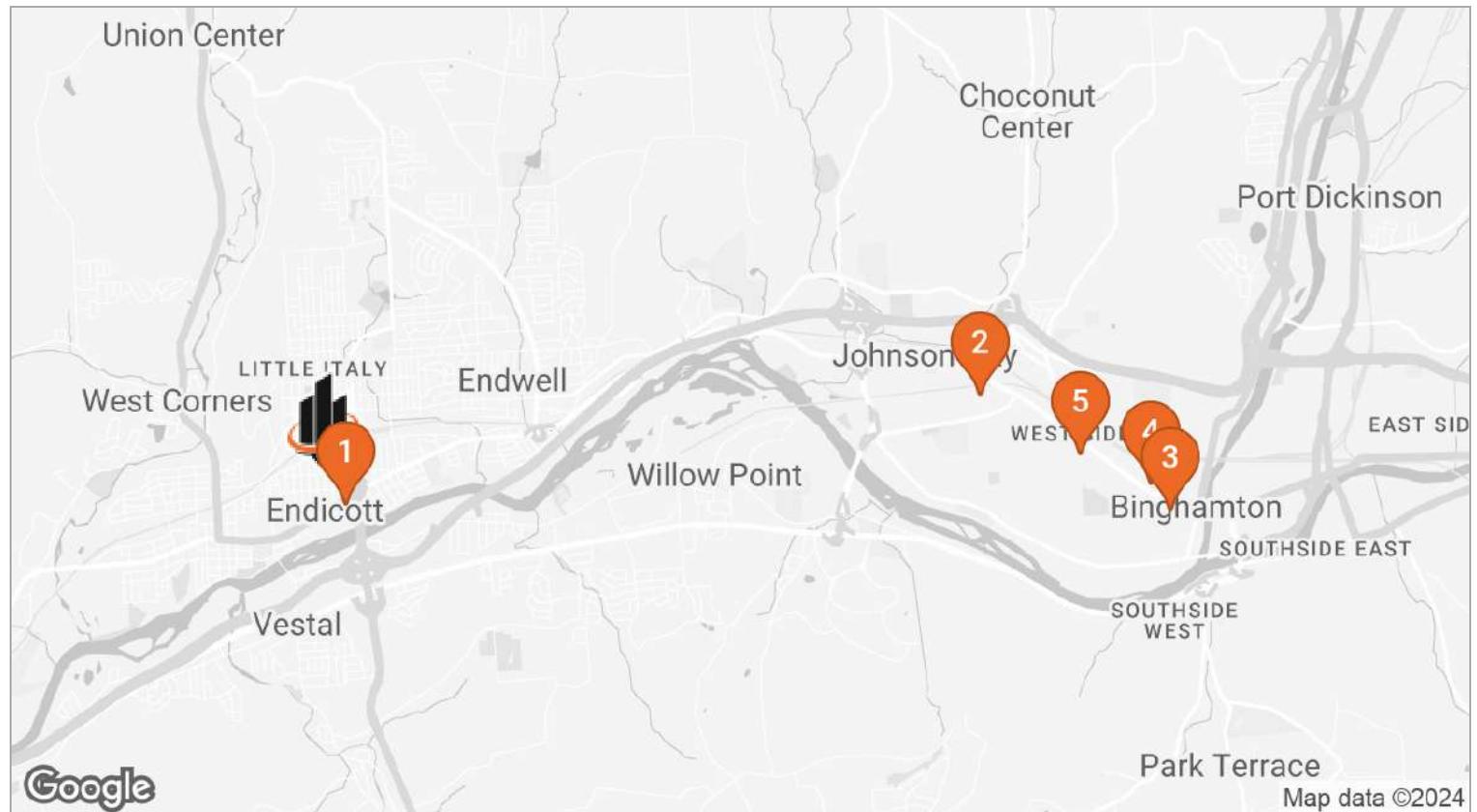
2 GRAND BLVD

Binghamton, NY 13905

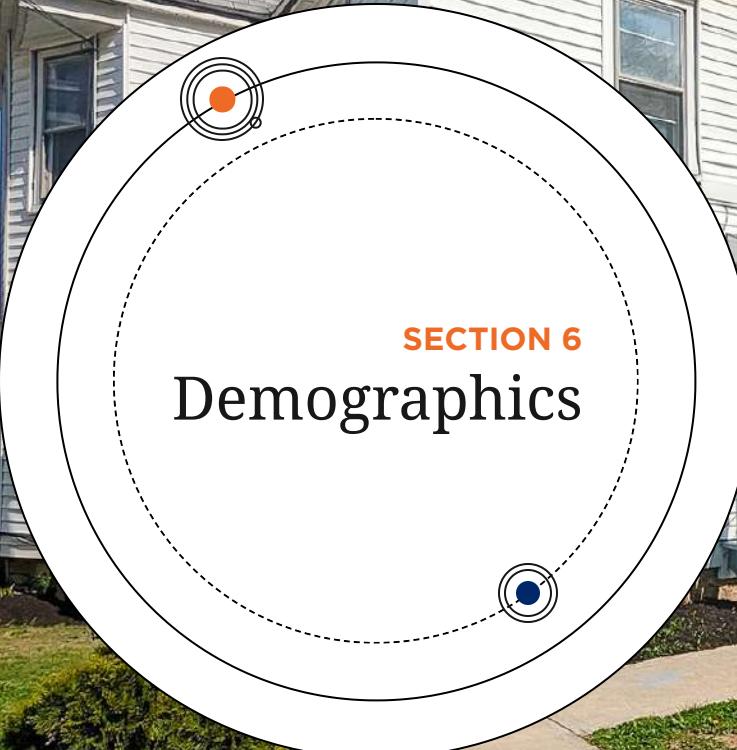
PRICE:	\$690,000	CAP RATE:	8.60%
YEAR BUILT:	1970		



SALE COMPS MAP & SUMMARY



NAME/ADDRESS		PRICE	BLDG SIZE	NO. UNITS	CAP RATE	PRICE/SF
★	105 Madison Avenue 105 Madison Ave Endicott, NY	\$385,000	4,086 SF	5	8.73%	\$94.22
1	307 Garfield Endicott, NY	\$960,000	9,759 SF	11	-	\$98.37
2	59 Grand Ave. Johnson City, NY	\$545,000	5,370 SF	8	-	\$101.49
3	101 Murray 101 Murray Binghamton, NY	\$600,000	15,840 SF	14	7%	\$37.88
4	5 Mather St 5 Mather Street Binghamton, NY	\$625,000	8,556 SF	6	7%	\$73.05
5	2 Grand Blvd Binghamton, NY	\$690,000	-	10	8.60%	-
AVERAGES		\$684,000	9,881 SF	9	7.53%	\$77.70

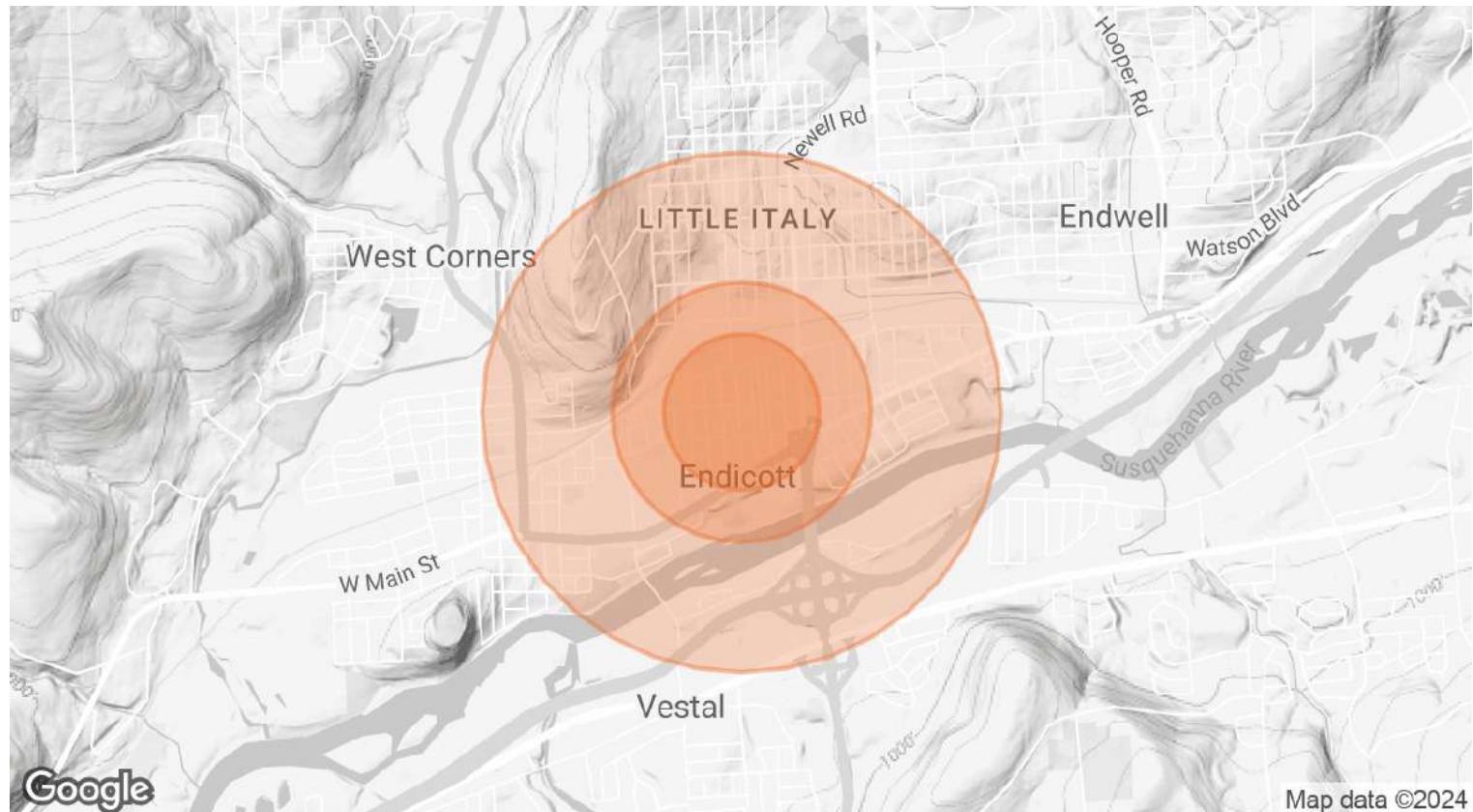


SECTION 6

Demographics

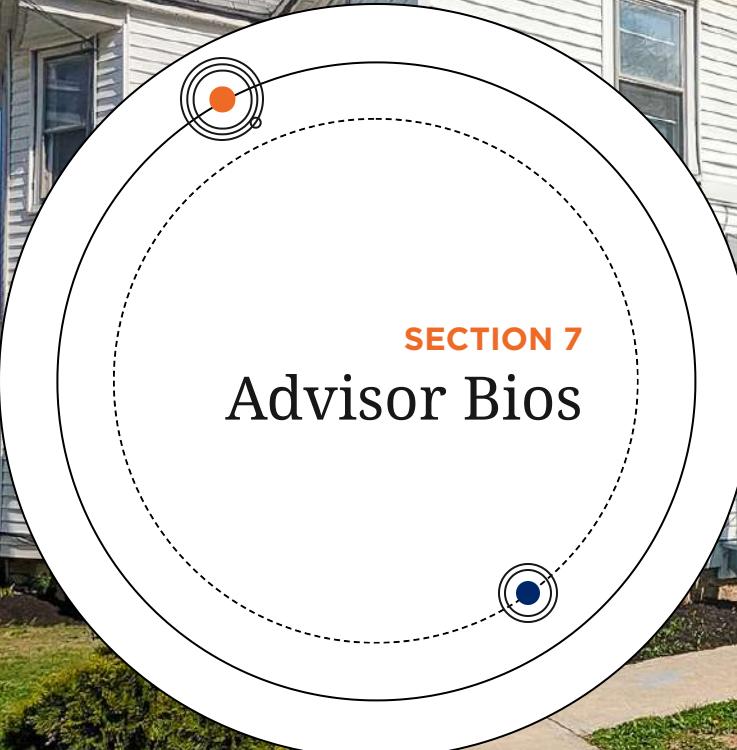


DEMOGRAPHICS MAP & REPORT



POPULATION	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	1,007	4,021	12,746
AVERAGE AGE	37	39	41
AVERAGE AGE (MALE)	0	0	0
AVERAGE AGE (FEMALE)	0	0	0
HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	431	1,777	5,693
# OF PERSONS PER HH	2.3	2.3	2.2
AVERAGE HH INCOME	\$51,162	\$54,960	\$63,834
AVERAGE HOUSE VALUE	\$134,821	\$144,440	\$148,155

Demographics data derived from AlphaMap



SECTION 7

Advisor Bios



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



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.

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