

# DOWNTOWN SANDUSKY SCATTERED-SITE REAL ESTATE PORTFOLIO

36 SINGLE FAMILY | 11 MULTI-FAMILY

OFFERED AS ONE PACKAGE | \$7,550,000

- 50 PARCELS ACROSS DOWNTOWN SANDUSKY
- 16 OUT OF 47 PROPERTIES IN TRANSIENT DISTRICT
- \$76,435 CURRENT MONTHLY RENT
- \$88,100 MARKET MONTHLY RENT
- \$140,000+ IMMEDIATE ANNUAL UPSIDE
- WALKABLE TO WATERFRONT, DOWNTOWN, AND MAJOR CORRIDORS



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REALTOR®

# EXECUTIVE SUMMARY

MARKET RENTS SUPPORTING

\$88,100.00

PER MONTH

This offering represents a rare opportunity to acquire a large, assembled scattered-real estate portfolio spanning over 50 parcels throughout downtown Sandusky, Ohio. Over time, the current ownership strategically acquired these properties to create a meaningful footprint across the city's core residential neighborhoods, all within close proximity to the waterfront, downtown business district, and major travel corridors.

Being offered as a single package, this portfolio provides an investor immediate scale, geographic density, and operational efficiency that would be nearly impossible to replicate through individual acquisitions.

The portfolio currently produces \$76,435 in monthly rental income with documented market rents supporting \$88,100 per month, revealing approximately **\$140,000 in annual upside** through rent normalization alone. Many leases are at-will or below market, allowing a new owner to increase income without renovations or redevelopment.

This presents a true value-add opportunity driven by operations rather than construction.

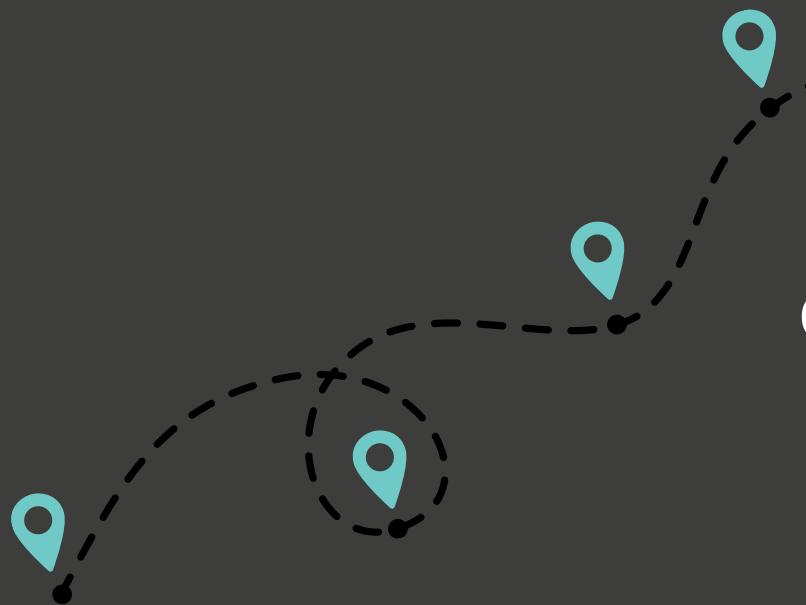
In addition to strong in-place cash flow, the density and location of these properties create long-term optionality for infill development, redevelopment, or strategic hold as Sandusky continues to experience waterfront and downtown revitalization. The next owner benefits not only from immediate yield, but from control of a significant residential footprint in one of Ohio's most desirable lakefront communities.

# INSTANT MARKET SHARE IN DOWNTOWN SANDUSKY

**Control an entire downtown footprint in a single acquisition.**

**What would typically take a decade to assemble can be acquired today.**

- 47 properties under unified control
- Continuous downtown frontage
- Multiple adjacent parcels creating redevelopment flexibility
- Density that cannot be replicated through individual acquisitions
- Immediate influence over the direction of this section of downtown



**Ownership of this many contiguous parcels in a downtown tourism corridor provides immediate presence, control, and long-term influence over the area's future use, tenant mix, and redevelopment direction.**



# PORTFOLIO FINANCIAL OVERVIEW

RENTAL UPSIDE

**\$139,980 / YEAR**

Metric	Current	Market
Monthly Rental Income	\$76,435	\$88,100
Annual Gross Income	\$917,220	\$1,057,200
Rent Upside		<b>\$139,980 / year</b>

- 50 parcels across downtown Sandusky
- \$140,000+ documented annual rent upside
- Walkable to waterfront and downtown amenities

- Assembled portfolio offered as one acquisition
- Long-term redevelopment and infill potential

# IMMEDIATE EQUITY THROUGH PORTFOLIO PRICING

**Acquire \$8.1M in real estate for \$7.55M through portfolio acquisition.**

- Individual property valuations total **\$8,114,000**
- Offered as a single portfolio for **\$7,550,000**
- Creates **\$564,000 in built-in equity** at acquisition
- Buyer benefits from portfolio pricing while gaining control of individual assets



**2615 Columbus Ave.**  
**Individually valued at \$160,000.00**

**2320 Milan Road**  
**Individually valued at \$350,000.00**

**802 Wayne Street**  
**Individually valued at \$599,000.00**

**2520-522.5 Hancock Street**  
**Individually valued at \$280,000.00**

# SHORT-TERM RENTAL & TRANSIENT RENTAL POTENTIAL

Approximately 16 of the 47 properties are well suited for conversion to short-term rentals such as Airbnb or VRBO, subject to local regulations.

Sandusky's waterfront location, Cedar Point tourism, and walkable downtown create strong demand for transient accommodations that can outperform traditional long-term rents during peak seasons.

Based on third-party STR market data for Sandusky, typical nightly rates support a conservative underwriting range of approximately \$185–\$225/night and a blended target range of \$250–\$325/night, depending on seasonality, amenities, and licensing. At market-level occupancy assumptions (~40–50%), this supports approximately \$29K–\$45K+ gross annual revenue per home (before expenses).

Scenario	Nightly Rate	Occupancy	Nights / Year	Annual Revenue (Per Home)
Conservative	\$200	40%	146	<b>\$29,200</b>
Blended	\$275	45%	164	<b>\$45,100</b>
Optimistic	\$325	50%	182	<b>\$59,150</b>

Buyer to verify regulations and perform independent STR underwriting.

# GEOGRAPHIC DISTRIBUTION OF PORTFOLIO

**STRONG RENTAL DEMAND**



THE PROPERTIES WITHIN THIS PORTFOLIO ARE STRATEGICALLY DISPERSED THROUGHOUT DOWNTOWN SANDUSKY'S CORE RESIDENTIAL NEIGHBORHOODS, ALL WITHIN CLOSE PROXIMITY TO THE WATERFRONT, DOWNTOWN BUSINESS DISTRICT, AND PRIMARY TRAVEL CORRIDORS.

THIS GEOGRAPHIC DENSITY ALLOWS FOR EFFICIENT MANAGEMENT, STRONG RENTAL DEMAND, AND LONG-TERM REDEVELOPMENT OPTIONALITY DUE TO THE CONCENTRATION OF PARCELS UNDER SINGLE OWNERSHIP.

# SAMPLE OF PORTFOLIO ADDRESSES

110 Townsend Street  
209–217 McDonough Street  
423 Hancock Street  
520–522.5 Hancock Street  
628 Hancock Street  
732 Warren Street  
802 Wayne Street (8-unit)  
2320 Milan Road (4-unit)

***Click the link to access full  
list of addresses and  
financials!***

[Sandusky Portfolio Drive](#)



# WHY SANDUSKY | WATERFRONT CITY ON THE RISE

Sandusky, Ohio is one of the Midwest's most desirable waterfront communities, positioned directly on Lake Erie and experiencing continued investment in its downtown, marina districts, and tourism infrastructure. Known for Cedar Point, its revitalized waterfront, and walkable historic neighborhoods, the city attracts both year-round residents and seasonal visitors, creating consistent rental demand across multiple housing types.

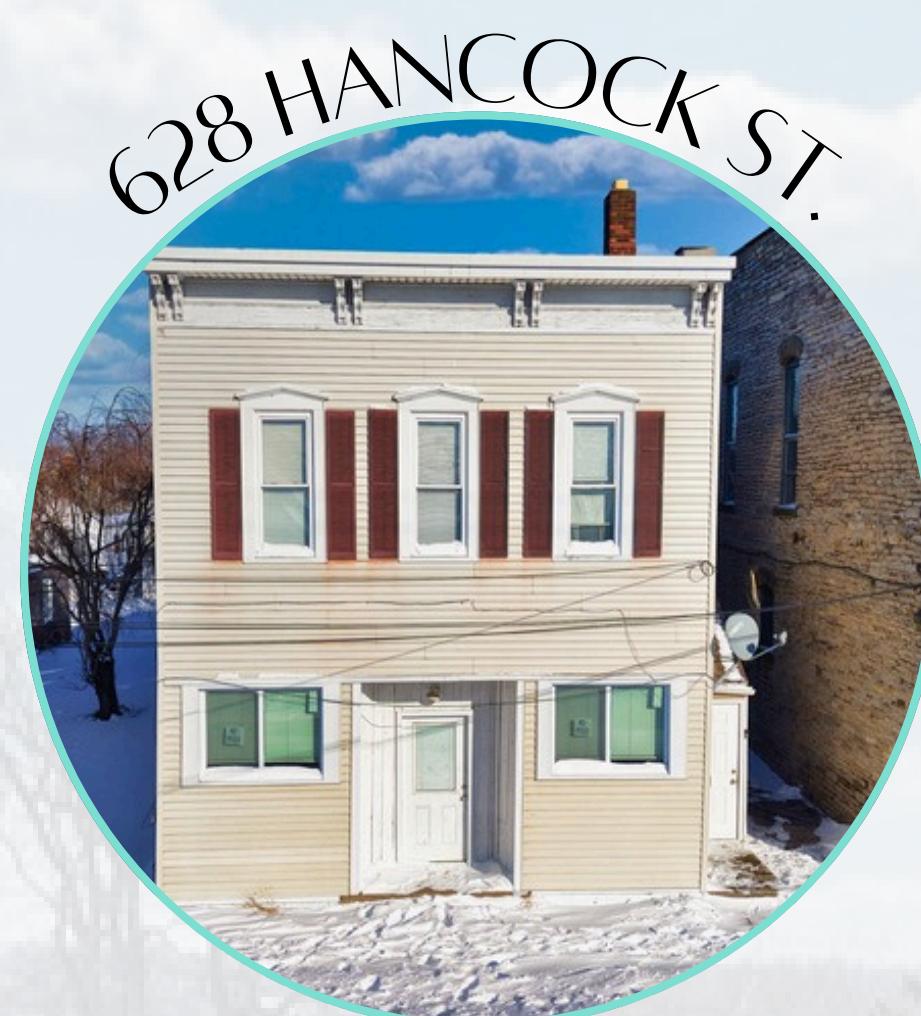
The properties within this portfolio sit in the heart of Sandusky's residential grid, within minutes of the downtown business district, waterfront parks, marinas, restaurants, and major commuter routes. This proximity drives tenant stability today and supports long-term appreciation as the city continues to grow.

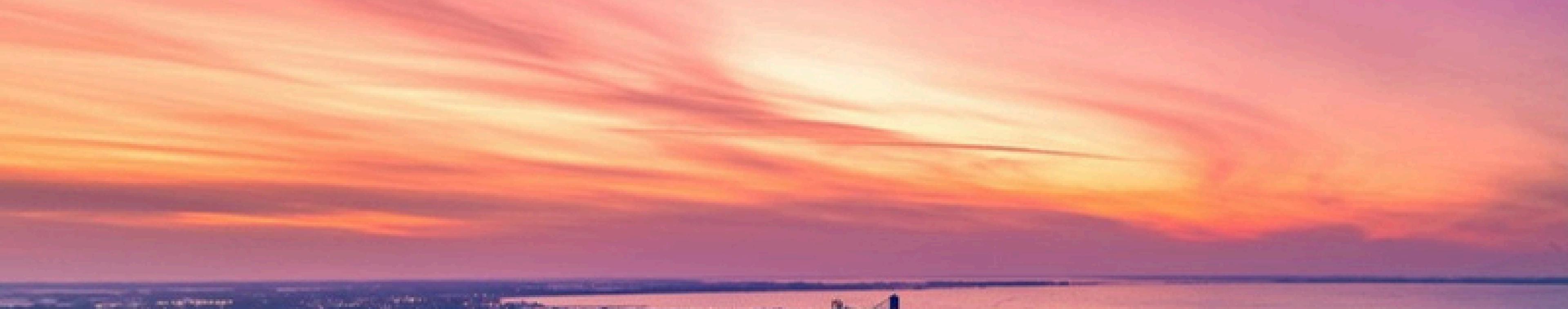
- Minutes to Sandusky Bay and Lake Erie waterfront
- Walkable to downtown shops, restaurants, and marinas
- Near Cedar Point and tourism corridor
- Strong year-round rental demand
- Ongoing public and private investment in downtown infrastructure
- Easy access to Route 2, Route 6, and regional highways
- 1 hour to Cleveland, 1.5 hours to Toledo

## Destination Sandusky.

***Click the link to check out  
the most desirable Sandusky,  
Ohio!***







DOWNTOWN SANDUSKY  
SCATTERED-SITE MULTIFAMILY  
PORTFOLIO

\$7,550,000.00