

OFFERING MEMORANDUM

99 Oak St

99 OAK ST

Binghamton, NY 13905

PRESENTED BY:

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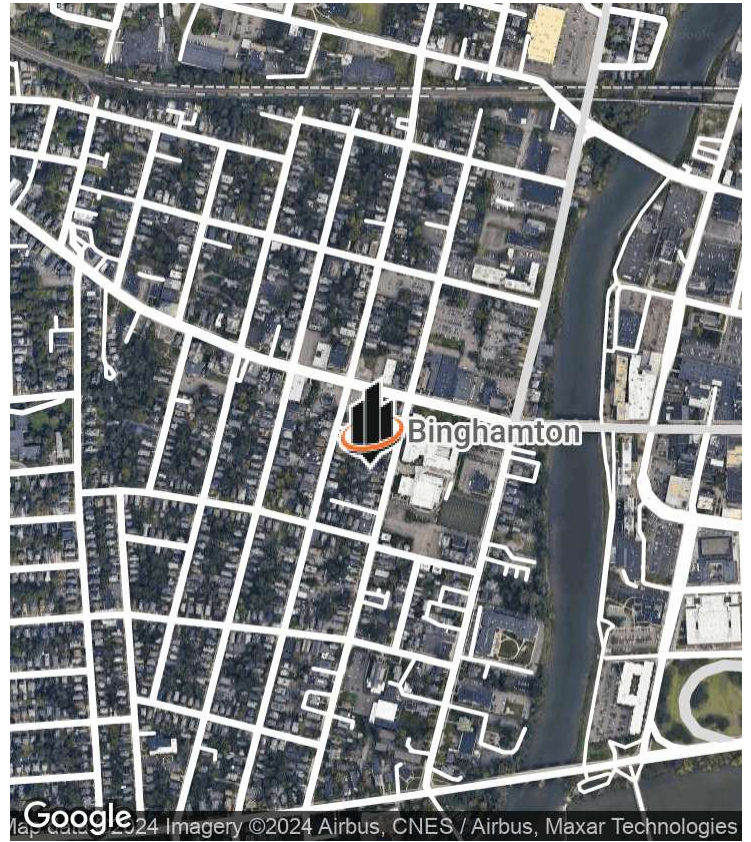
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SECTION 1
Property
Information

PROPERTY SUMMARY



VIDEO

OFFERING SUMMARY

SALE PRICE:	\$3,199,999
NUMBER OF UNITS:	24
LOT SIZE:	10,826 SF
BUILDING SIZE:	23,654 SF
NOI:	\$248,772.00
CAP RATE:	7.77%

PROPERTY DESCRIPTION

This fully renovated, turnkey student housing complex in the heart of Binghamton, NY is now available for sale.

Perfectly positioned to leverage the robust student housing market, the property sits on Oak Street just south of Main Street, within walking distance of the Court Street Bridge and all of Downtown Binghamton's top restaurants, clubs, shops, and amenities. With a walkability score of 80, it provides unbeatable access to everything students desire.

The 24-unit, 40-bed complex has undergone extensive renovations totaling \$890,960, showcasing beautiful high-end finishes and modern design throughout. A rare opportunity to invest in a property that stands out with its quality and appeal in an area with consistently high rental demand.

PROPERTY HIGHLIGHTS

- Extensive Renovations: Over \$890,000 invested in upgrades and modernizations
- Spacious Layout: 24 units offering a total of 40 beds
- Luxury Interiors: Featuring premium, high-end finishes throughout
- Convenient Parking: Off-street parking available for tenants
- Prime Location: Steps from the Court Street Bridge and the heart of Downtown Binghamton

PROPERTY DESCRIPTION



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The 24-unit, 40-bed complex has undergone extensive renovations totaling \$890,960, showcasing beautiful high-end finishes and modern design throughout. A rare opportunity to invest in a property that stands out with its quality and appeal in an area with consistently high rental demand.

LOCATION DESCRIPTION

Located in the heart of Binghamton's thriving student housing market, this property is perfectly positioned to benefit from high demand.

Downtown Binghamton is the area's premier student housing hub, home to approximately 1,300 student beds. Strategically situated on Oak Street, just south of the Main Street intersection, the building is within easy walking distance to Main Street, the Court Street Bridge, and Downtown's best restaurants, shops, clubs, and amenities.

With a walkability score of 80, this location offers exceptional access and convenience—right where students want to be.

COMPLETE HIGHLIGHTS



PROPERTY HIGHLIGHTS

- Extensive Renovations: Over \$890,000 invested in upgrades and modernizations
- Spacious Layout: 24 units offering a total of 40 beds
- Luxury Interiors: Featuring premium, high-end finishes throughout
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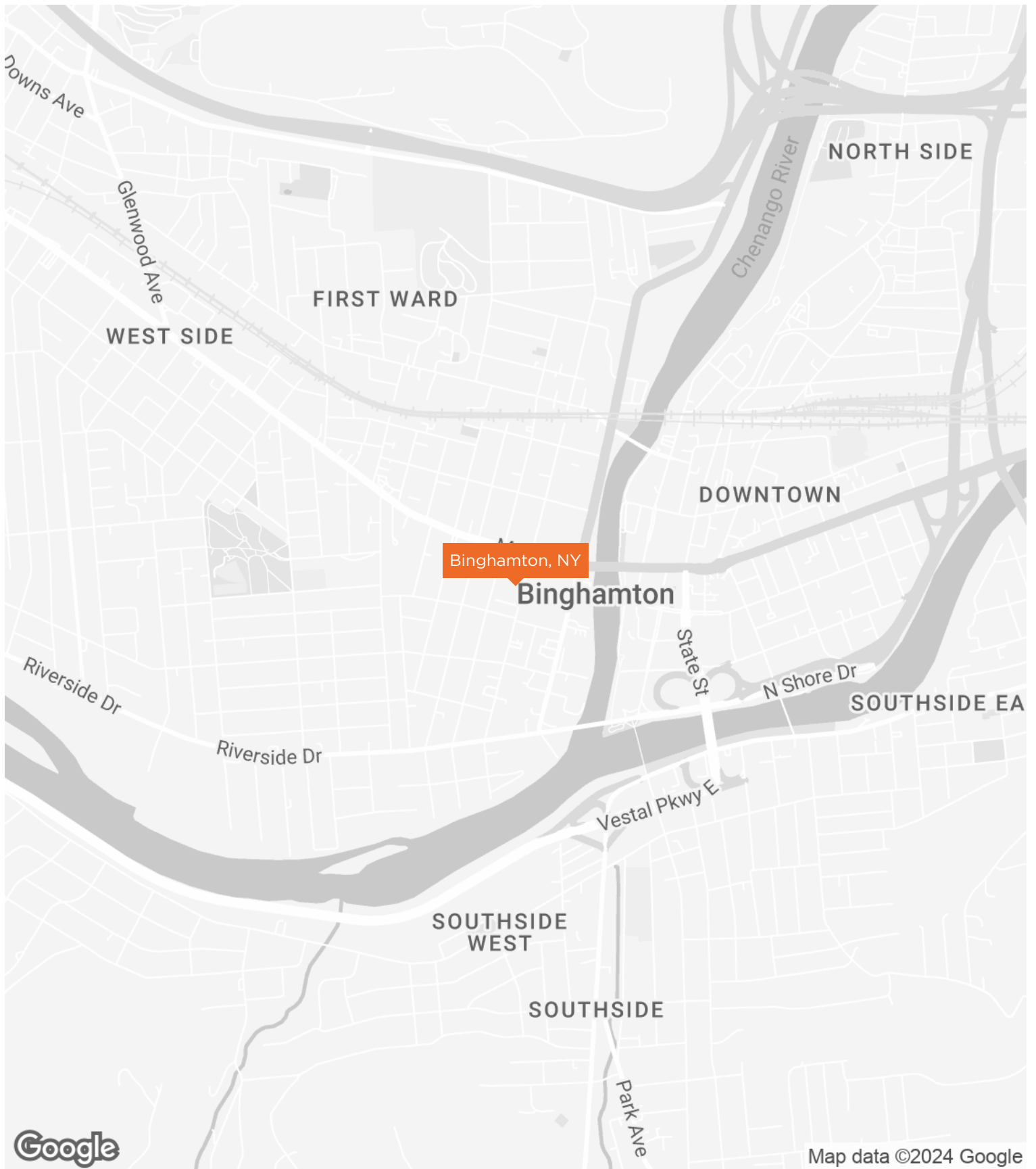
ADDITIONAL PHOTOS





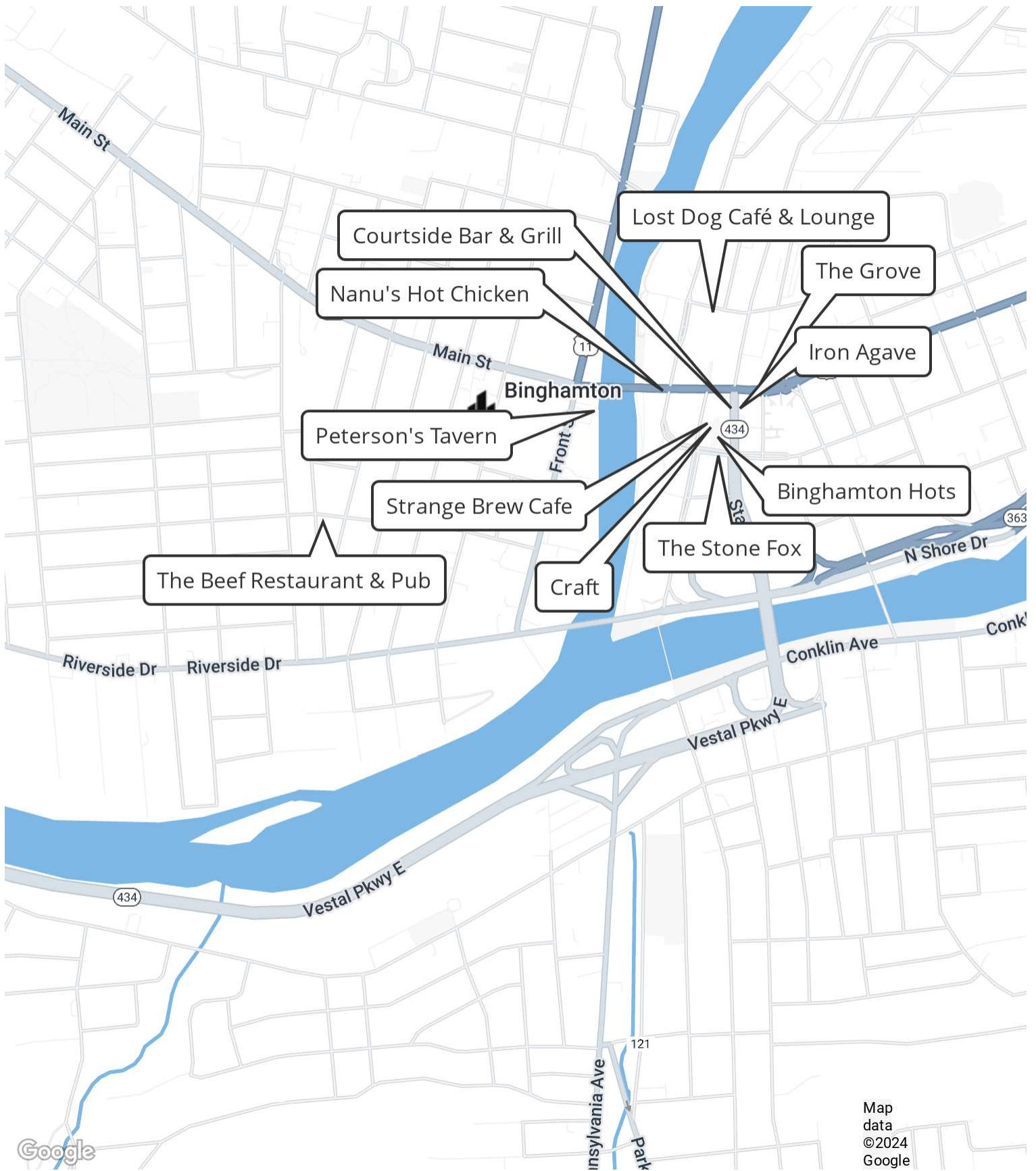
SECTION 2
Location
Information

REGIONAL MAP

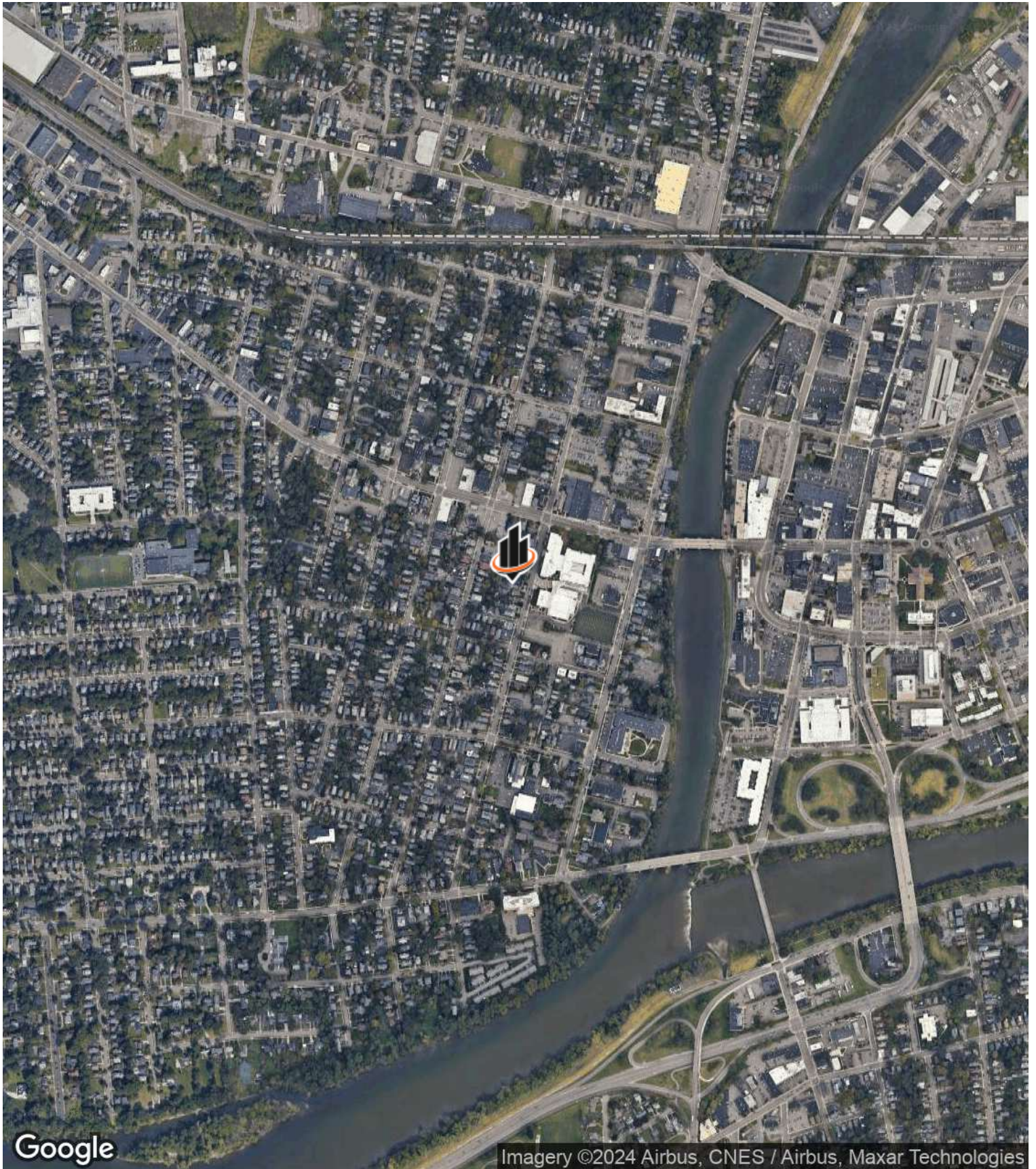


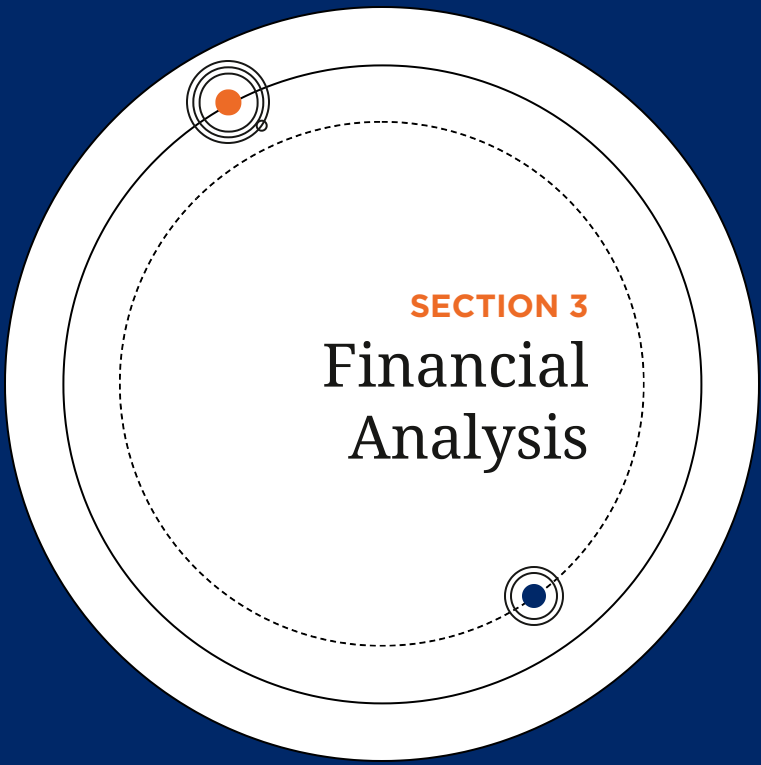
Map data ©2024 Google

LOCATION MAP



AERIAL MAP





SECTION 3
**Financial
Analysis**



FINANCIAL SUMMARY

INVESTMENT OVERVIEW

99 OAK STREET

PRICE	\$3,199,999
PRICE PER SF	\$135
PRICE PER UNIT	\$133,333
GRM	9.1
CAP RATE	7.77%
CASH-ON-CASH RETURN (YR 1)	7.77%
TOTAL RETURN (YR 1)	\$248,772

OPERATING DATA

99 OAK STREET

GROSS SCHEDULED INCOME	\$351,600
TOTAL SCHEDULED INCOME	\$351,600
VACANCY COST	\$17,580
GROSS INCOME	\$334,020
OPERATING EXPENSES	\$85,248
NET OPERATING INCOME	\$248,772
PRE-TAX CASH FLOW	\$248,772

FINANCING DATA

99 OAK STREET

DOWN PAYMENT	\$3,199,999
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INCOME & EXPENSES

INCOME SUMMARY

99 OAK STREET

VACANCY COST	(\$17,580)
GROSS INCOME	\$334,020

EXPENSES SUMMARY

99 OAK STREET

REAL ESTATE TAXES	\$22,377
PROPERTY INSURANCE	\$5,350
UTILITIES	\$19,300
ADMINISTRATIVE AND GENERAL	\$2,500
REPAIRS AND MAINTENANCE	\$9,000
MANAGEMENT (ESTIMATED AT 8%)	\$26,721
OPERATING EXPENSES	\$85,248

NET OPERATING INCOME	\$248,772
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RENT ROLL

UNIT	RENT	MARKET RENT	MARKET RENT / SF
1A	\$1,000	\$1,000	-
1B	\$1,200	\$1,200	-
1C	\$1,100	\$1,100	-
1D	\$1,400	\$1,400	-
B1	\$500	\$850	-
B2	\$500	\$500	-
2A	\$900	\$900	-
2B	\$1,200	\$1,400	-
2C	\$1,050	\$1,050	-
2D	\$1,300	\$1,500	-
3A	\$950	\$1,100	-
3B	\$950	\$1,500	-
3C	\$1,050	\$1,050	-
3D	\$1,400	\$1,400	-
4A	\$1,000	\$1,000	-
4B	\$1,200	\$1,200	-
4C	\$1,050	\$1,050	-
4D	\$900	\$1,450	-
5A	\$1,000	\$1,000	-
5B	\$1,500	\$1,500	-
5C	\$1,000	\$1,000	-
5D	\$900	\$1,400	-
6A	\$1,000	\$1,000	-
6B	\$850	\$1,400	-
6C	-	\$4,200	-
TOTALS	\$24,900	\$32,150	\$0.00
AVERAGES	\$1,038	\$1,286	

UNIT MIX SUMMARY

UNIT TYPE	BEDS	BATHS	COUNT	% OF TOTAL
1 BED	1	1	10	41.70%
2 BED	2	1	11	45.80%
6 BED	6	2	1	4.20%
STUDIO	1	1	2	8.30%
TOTALS/AVERAGES			24	100%

5-Year Cash Flow Analysis

Fiscal Year Beginning October 2024

INITIAL INVESTMENT

Purchase Price	\$3,250,000
+ Acquisition Costs	\$65,000
- Mortgage(s)	\$1,999,000
+ Loan Fees Points	\$0
Initial Investment	\$1,316,000

MORTGAGE DATA

Loan Amount	\$1,999,000
Interest Rate (30/360)	6.170%
Amortization Period	30 Years
Loan Term	10 Years
Loan Fees Points	0.00%
Periodic Payment	\$12,204.37
Annual Debt Service	\$146,452

1ST LIEN

CASH FLOW

For the Year Ending	Year 1 Sep-2025	Year 2 Sep-2026	Year 3 Sep-2027	Year 4 Sep-2028	Year 5 Sep-2029
POTENTIAL RENTAL INCOME (PRI)	\$351,600	\$362,148	\$373,012	\$384,203	\$395,729
- Vacancy / Credit Loss	\$10,548	\$10,864	\$11,190	\$11,526	\$11,872
EFFECTIVE RENTAL INCOME	\$341,052	\$351,284	\$361,822	\$372,677	\$383,857
+ Other Income	\$0	\$0	\$0	\$0	\$0
GROSS OPERATING INCOME (GOI)	\$341,052	\$351,284	\$361,822	\$372,677	\$383,857
- Operating Expenses	\$85,248	\$87,805	\$90,440	\$93,153	\$95,947
NET OPERATING INCOME (NOI)	\$255,804	\$263,479	\$271,382	\$279,524	\$287,910
NET OPERATING INCOME (NOI)	\$255,804	\$263,479	\$271,382	\$279,524	\$287,910
- Capital Expenses / Replacement Reserves	\$0	\$0	\$0	\$0	\$0
- Annual Debt Service 1st Lien	\$146,452	\$146,452	\$146,452	\$146,452	\$146,452
CASH FLOW BEFORE TAXES	\$109,352	\$117,027	\$124,930	\$133,072	\$141,458
Loan Balance	\$1,975,221	\$1,949,932	\$1,923,039	\$1,894,438	\$1,864,022
Loan-to-Value (LTV) - 1st Lien	56.23%	53.9%	51.6%	49.35%	47.14%
Debt Service Coverage Ratio	1.75	1.80	1.85	1.91	1.97
Before Tax Cash on Cash	8.31%	8.89%	9.49%	10.11%	10.75%
Return on Equity	8.03%	7.87%	7.72%	7.59%	7.48%
Equity Multiple	1.12	1.30	1.50	1.70	1.91

SALES PROCEEDS

Projected Sales Price (EOY 5)	\$3,954,000
Cost of Sale	\$197,700
Mortgage Balance 1st Lien	\$1,864,022
Sales Proceeds Before Tax	\$1,892,278

INVESTMENT PERFORMANCE

Internal Rate of Return (IRR)	15.74%
Acquisition CAP Rate	7.87%
Year 1 Cash-on-Cash	8.31%
Gross Rent Multiplier	9.24
Price Per Square Foot	\$137.40
Loan to Value	61.51%
Debt Service Coverage Ratio	1.75



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Cash Flow Details

Fiscal Year Beginning October 2024

INCOME

For the Year Ending	Year 1 Sep-2025	Year 2 Sep-2026	Year 3 Sep-2027	Year 4 Sep-2028	Year 5 Sep-2029
POTENTIAL RENTAL INCOME (PRI)	\$351,600	\$362,148	\$373,012	\$384,203	\$395,729
- Vacancy / Credit Loss	\$10,548	\$10,864	\$11,190	\$11,526	\$11,872
EFFECTIVE RENTAL INCOME (ERI)	\$341,052	\$351,284	\$361,822	\$372,677	\$383,857
+ Other Income	\$0	\$0	\$0	\$0	\$0
TOTAL OTHER INCOME	\$0	\$0	\$0	\$0	\$0
GROSS OPERATING INCOME (GOI)	\$341,052	\$351,284	\$361,822	\$372,677	\$383,857

EXPENSE DETAIL

TOTAL OPERATING EXPENSES	\$85,248	\$87,805	\$90,440	\$93,153	\$95,947
NET OPERATING INCOME (NOI)	\$255,804	\$263,479	\$271,382	\$279,524	\$287,910



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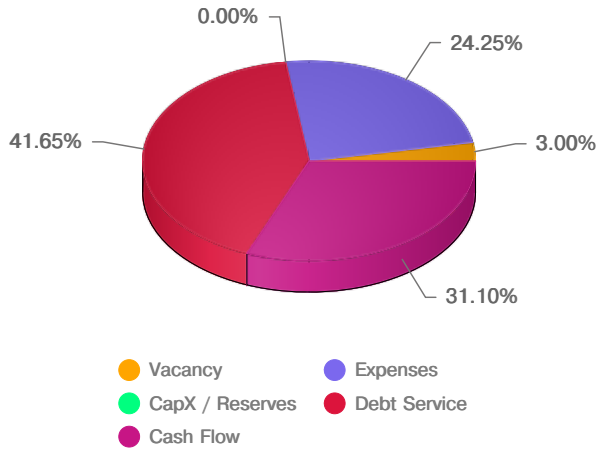
5-Year Cash Flow Analysis

Fiscal Year Beginning October 2024

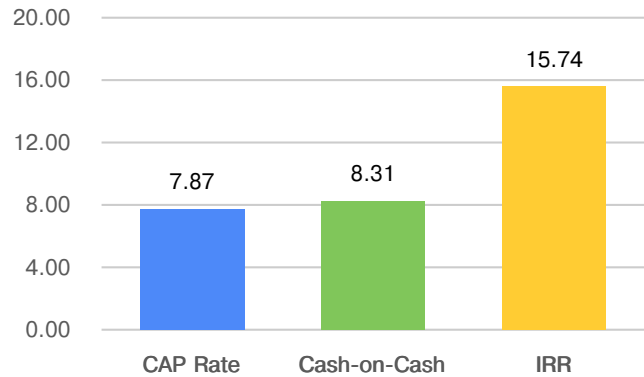
ASSUMPTION / INPUTS

Purchase Price	\$3,250,000
Year 1 Potential Income	\$351,600
Vacancy & Credit Loss	3.00%
Year 1 Expenses	\$85,248
Acquisition CAP Rate	7.87%
Sale Price - CAP Rate	7.50%

Acquisition Costs	2.00%
Annual Income Increase	3.00%
Other Income Increase	3.00%
Annual Expense Increase	3.00%
Loan Fees Points	0.00%
Cost of Sale upon Disposition	5.00%



Investment Performance (%)



5-YEAR EQUITY YIELD & EFFECTIVE LOAN RATE

Unleveraged Investment		Financing Cash Flow		Equity Investment	
Cash Flow & 5-year Yield		& Effective Rate		Cash Flow & 5-year Yield	
N	\$	N	\$	N	\$
0	(\$3,315,000)	0	\$1,999,000	0	(\$1,316,000)
1	\$255,804	1	(\$146,452)	1	\$109,352
2	\$263,479	2	(\$146,452)	2	\$117,027
3	\$271,382	3	(\$146,452)	3	\$124,930
4	\$279,524	4	(\$146,452)	4	\$133,072
5	\$4,044,210	5	(\$2,010,474)	5	\$2,033,736

Property IRR/Yield = 10.31%

Effective Loan Rate = 6.13%

Equity IRR / Yield = 15.74%

Positive Leverage! Leverage INCREASED the Yield by 5.42%



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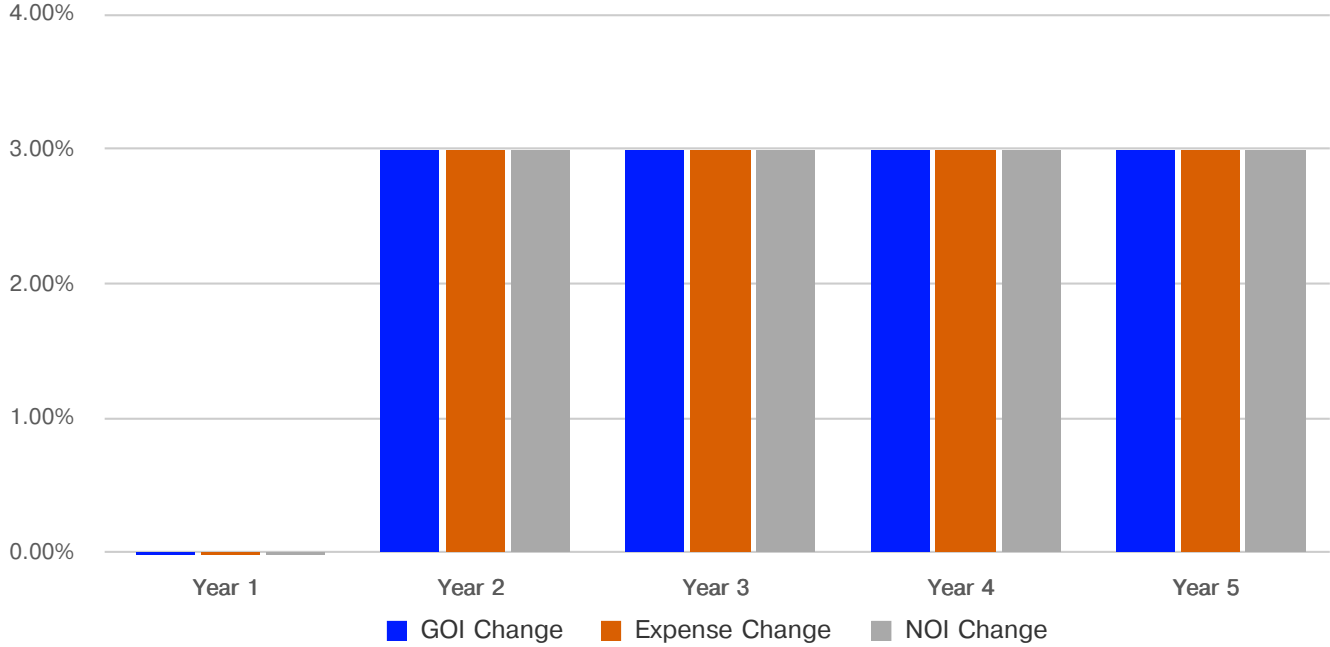
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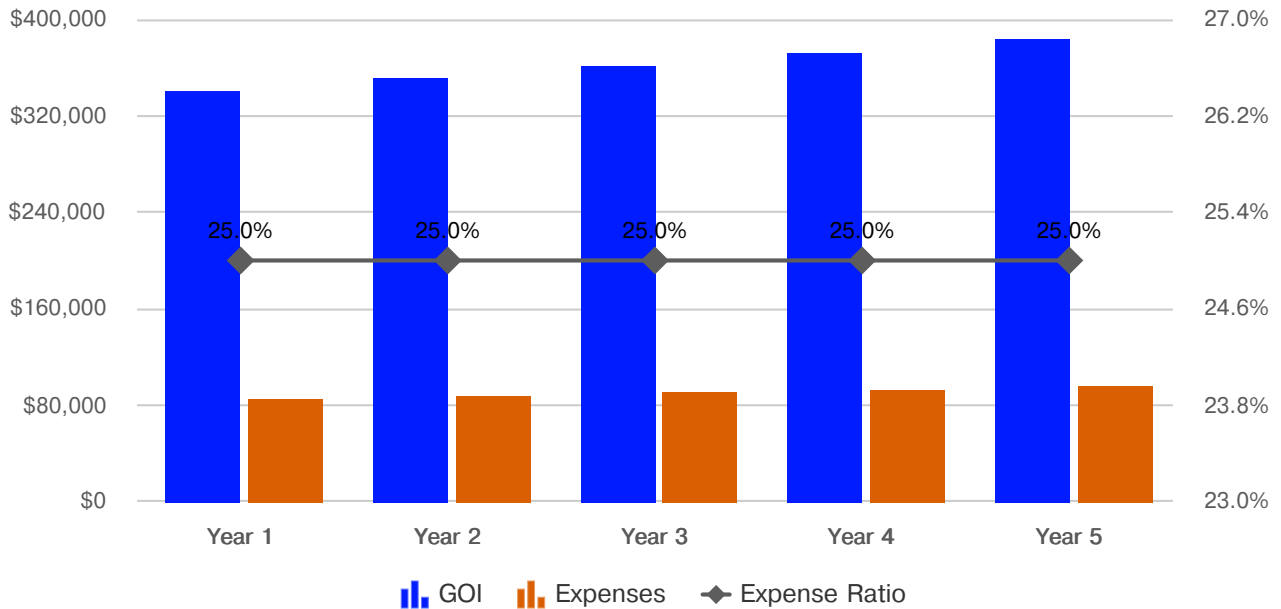
Annual GOI, Expense and NOI Percent Change,
 Expense Ratio % of GOI

Fiscal Year Beginning October 2024

Annual GOI, Expense and NOI Percent Change



Expense Ratio % of GOI



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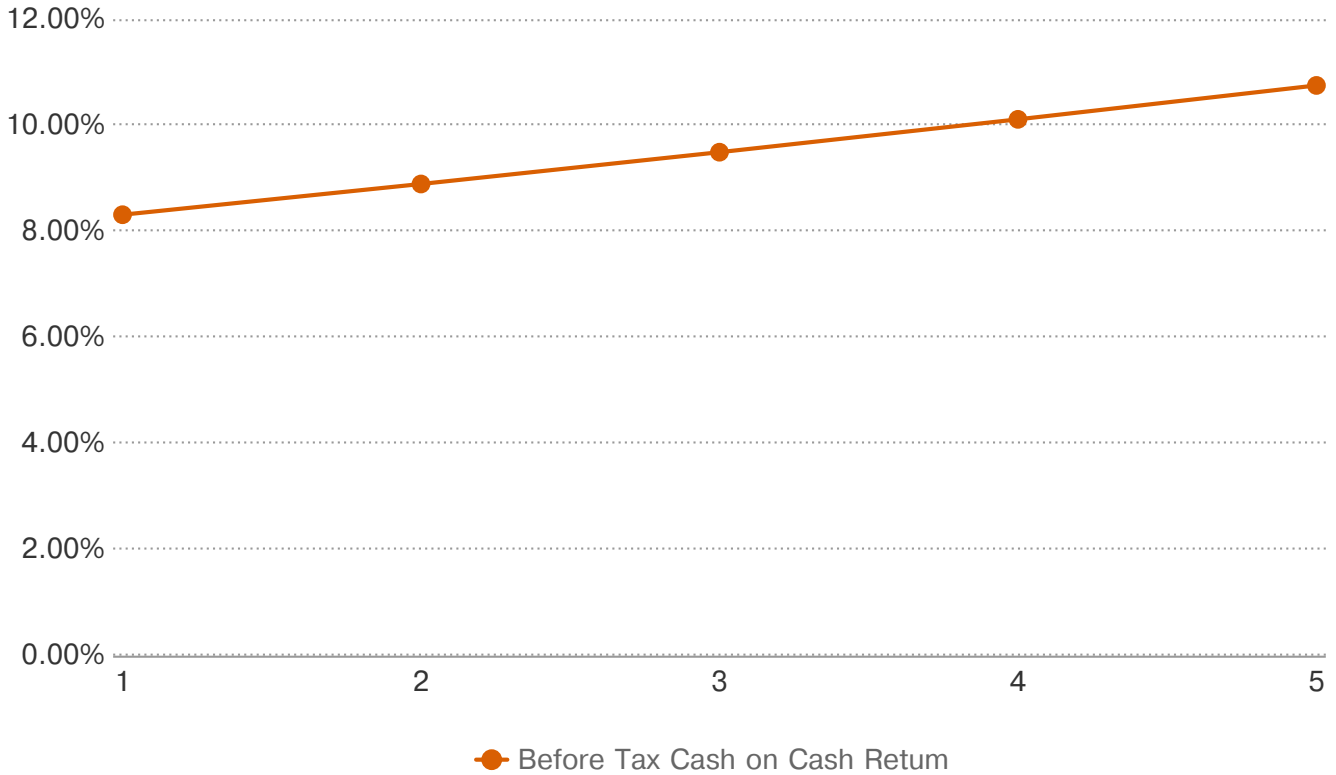
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Cash-on-Cash Analysis

Fiscal Year Beginning October 2024

Annual Cash-on-Cash Dividend Return



Year	Year 1	Year 2	Year 3	Year 4	Year 5
Before Tax Cash on Cash Return	8.31%	8.89%	9.49%	10.11%	10.75%



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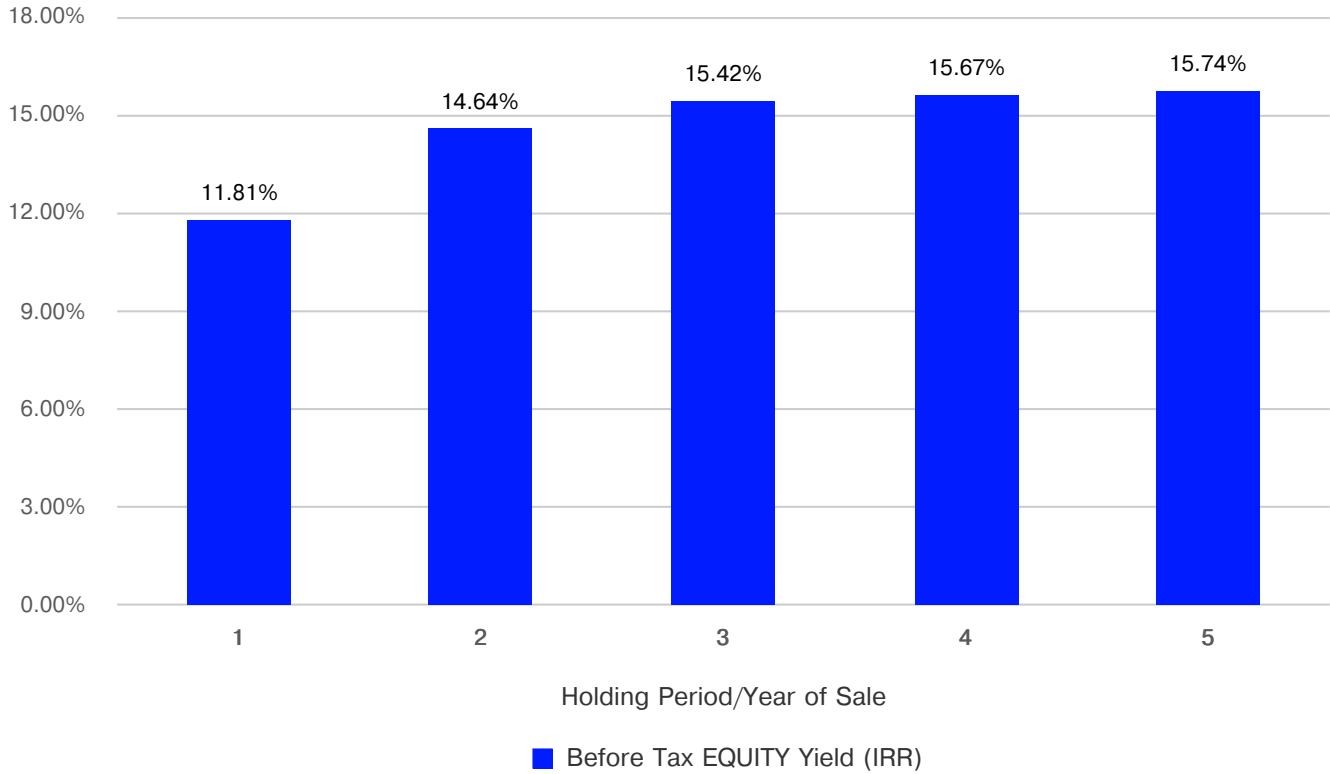
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Optimal Holding Period Analysis

Fiscal Year Beginning October 2024

Before Tax Optimal Holding Period	5 Years
Before Tax Optimal Hold Annual Yield	15.74%

Optimal Holding Period by Annual Equity Yield (IRR)



Year of Sale	Year 1	Year 2	Year 3	Year 4	Year 5
Before Tax EQUITY Yield (IRR)	11.81%	14.64%	15.42%	15.67%	15.74%



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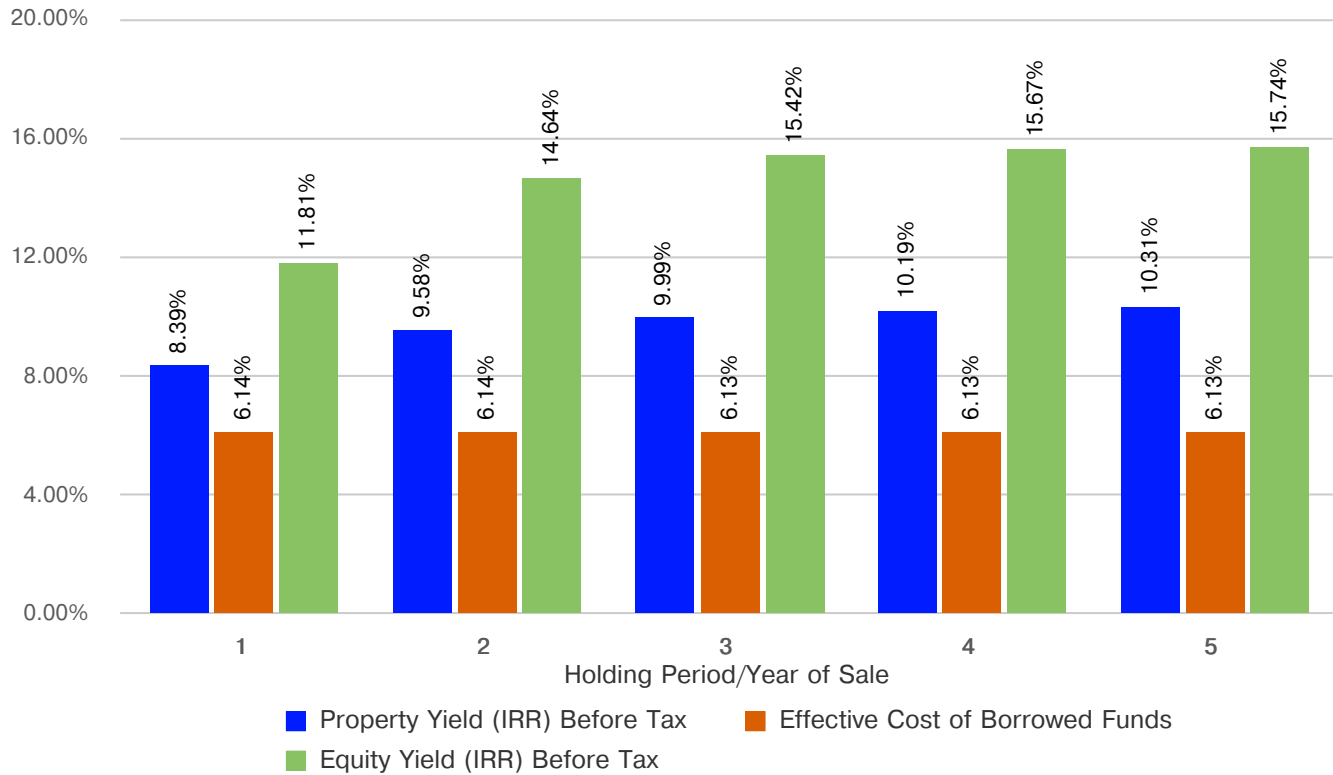
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Impact of Leverage Analysis

Fiscal Year Beginning October 2024

Impact of Leverage Analysis (Before Tax)



Year of Sale	Year 1	Year 2	Year 3	Year 4	Year 5
Property Yield (IRR) Before Tax	8.39%	9.58%	9.99%	10.19%	10.31%
Effective Cost of Borrowed Funds	6.14%	6.14%	6.13%	6.13%	6.13%
Equity Yield (IRR) Before Tax	11.81%	14.64%	15.42%	15.67%	15.74%
Impact of Leverage on Yield	↑ 3.42%	↑ 5.06%	↑ 5.43%	↑ 5.48%	↑ 5.43%



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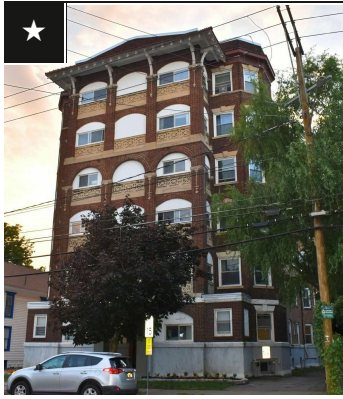
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SECTION 4
Sale
Comparables

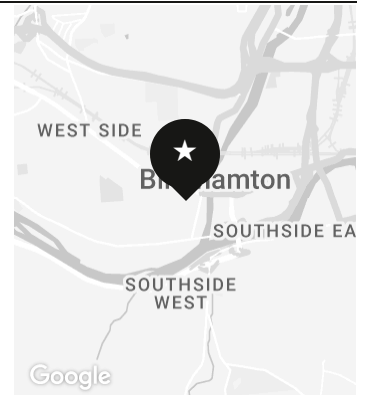
SALE COMPS



99 OAK ST

99 Oak St, Binghamton, NY 13905

PRICE:	\$3,199,999	BLDG SIZE:	23,654 SF
CAP RATE:	7.77%	YEAR BUILT:	1970
PRICE/SF:	\$135.28	OCCUPANCY:	100%
NOI:	\$248,772		

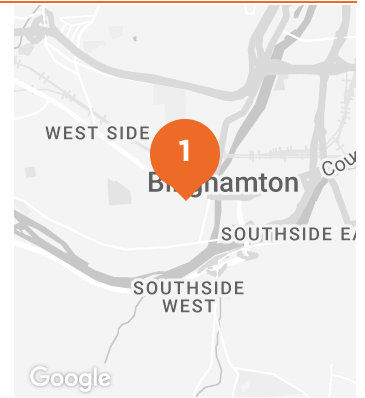


1

101 MURRAY

101 Murray, Binghamton, NY 13905

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

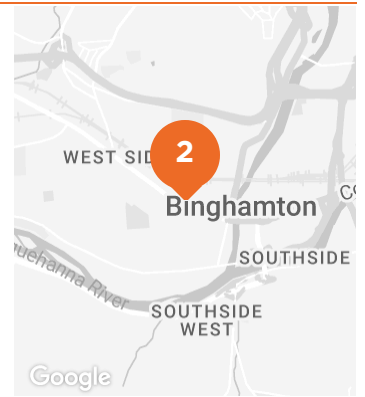


2

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%

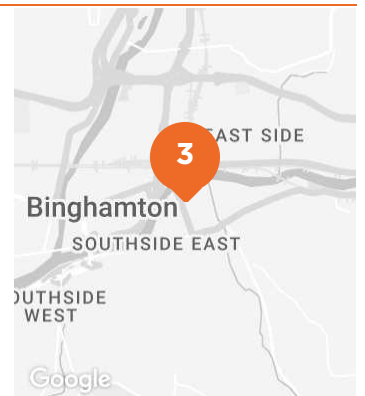


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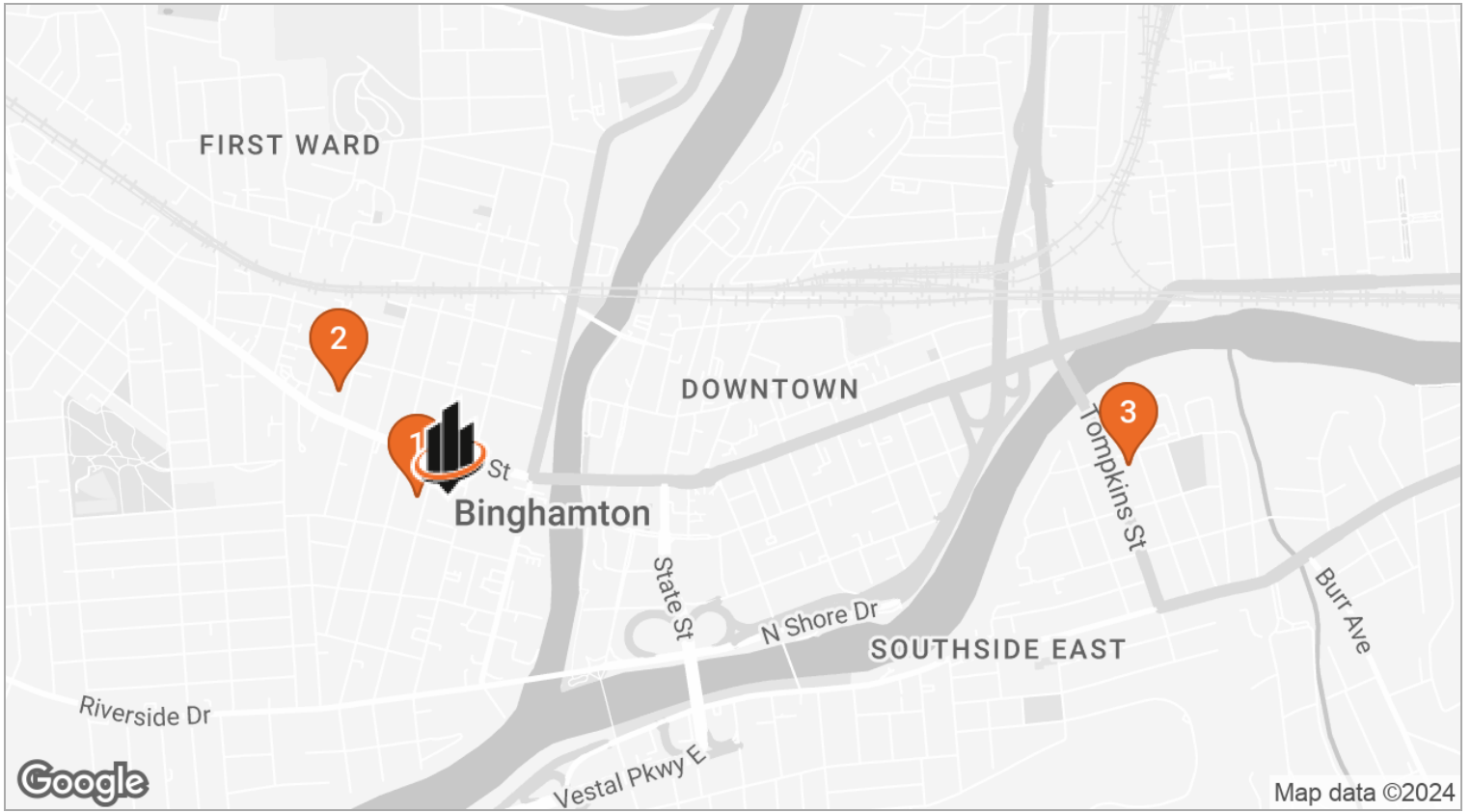
27 TOMPKINS STREET

27 Tompkins Street, Binghamton, NY 13903

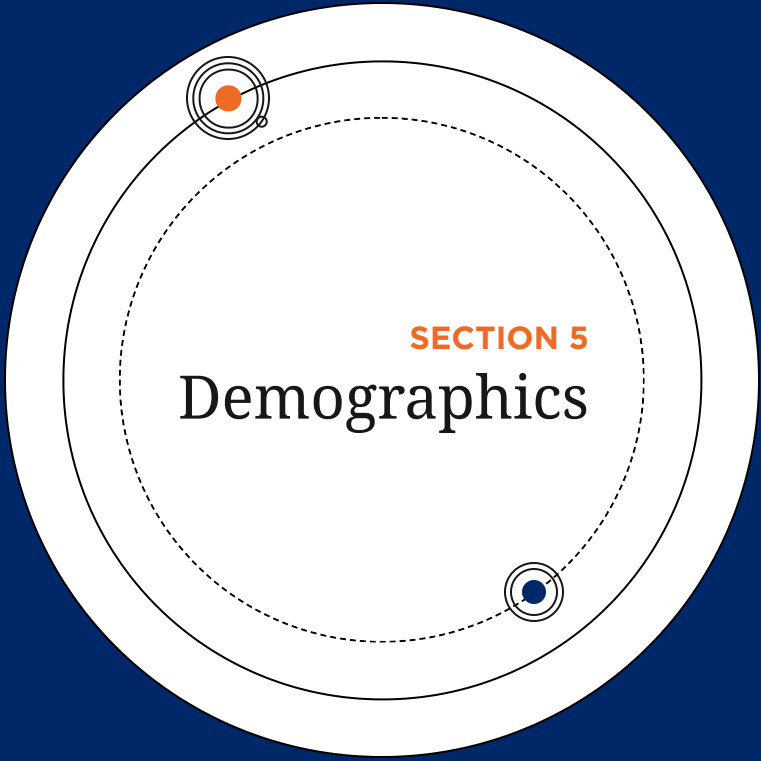
PRICE:	\$895,000	BLDG SIZE:	22,960 SF
CAP RATE:	5.70%	YEAR BUILT:	1975
PRICE/SF:	\$38.98		



SALE COMPS MAP & SUMMARY



	NAME/ADDRESS	PRICE	BLDG SIZE	NO. UNITS	CAP RATE	PRICE/SF
★	99 Oak St 99 Oak St Binghamton, NY	\$3,199,999	23,654 SF	24	7.77%	\$135.28
1	101 Murray 101 Murray Binghamton, NY	\$600,000	15,840 SF	14	7%	\$37.88
2	5 Mather St 5 Mather Street Binghamton, NY	\$625,000	8,556 SF	6	7%	\$73.05
3	27 Tompkins Street 27 Tompkins Street Binghamton, NY	\$895,000	22,960 SF	24	5.70%	\$38.98
	AVERAGES	\$706,667	15,785 SF	14	6.57%	\$49.97

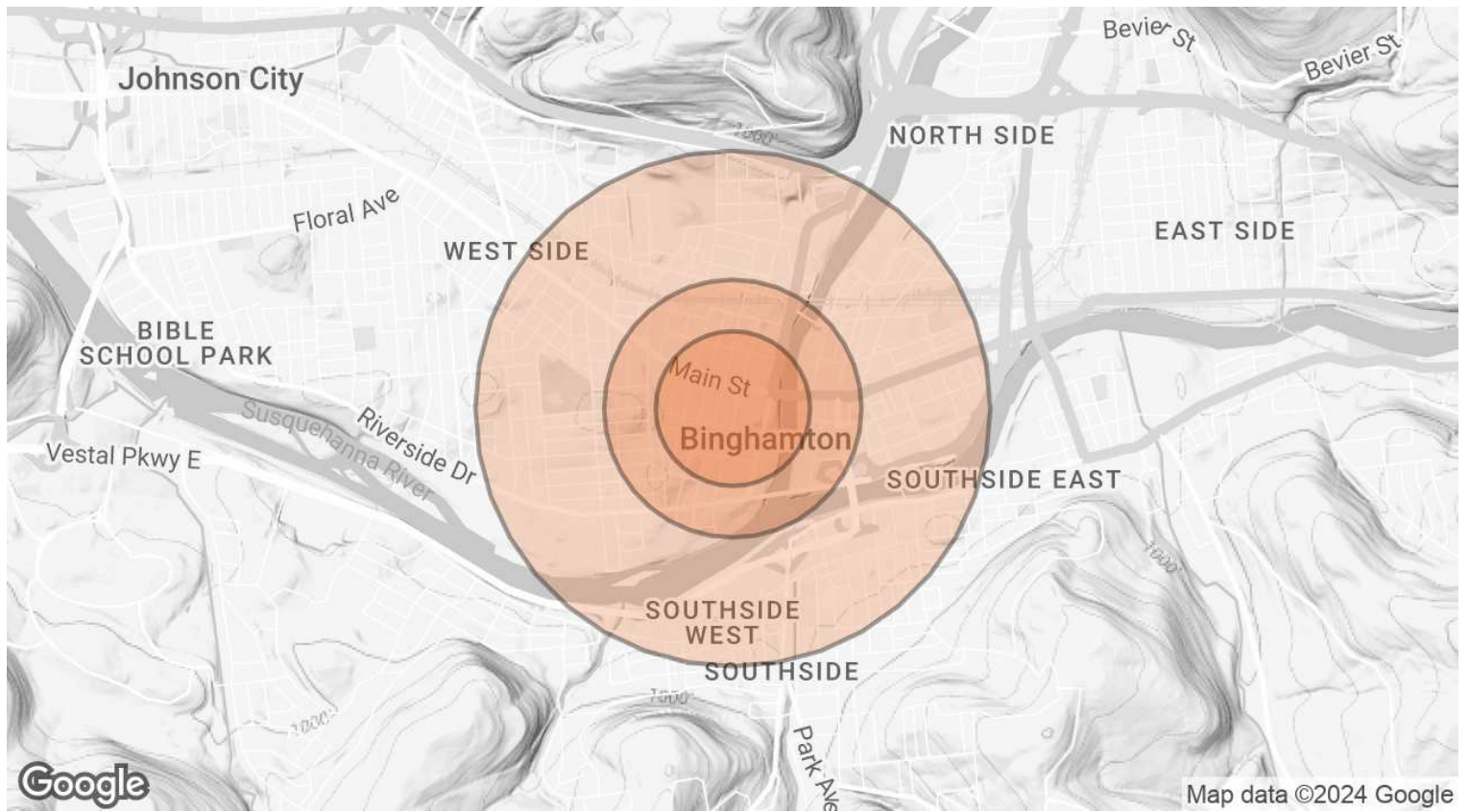


SECTION 5

Demographics



DEMOGRAPHICS MAP & REPORT



POPULATION

	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	3,760	8,473	20,801
AVERAGE AGE	40	39	39
AVERAGE AGE (MALE)	36	37	38
AVERAGE AGE (FEMALE)	42	41	40

HOUSEHOLDS & INCOME

	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	1,438	3,641	9,600
# OF PERSONS PER HH	2.6	2.3	2.2
AVERAGE HH INCOME	\$74,489	\$73,237	\$74,369
AVERAGE HOUSE VALUE	\$192,488	\$205,604	\$205,811

Demographics data derived from AlphaMap



SECTION 6
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 extraordinary professional journey began in 1986, marked by unwavering dedication and a relentless pursuit of success. Rising through diverse Sales and Marketing roles, he ascended to become a District Manager and later a Regional Sales Director, overseeing operations across five states. His exceptional performance led to his appointment as a Corporate Executive with Columbian Mutual Life Insurance Company, showcasing his leadership and strategic acumen.

Driven by an entrepreneurial spirit, Scott co-founded a National Marketing Organization that expanded rapidly across all 50 states. Transitioning seamlessly into full-time commercial real estate, he demonstrated an innate understanding of the industry and a commitment to delivering unparalleled results.

Specializing in Investment Real Estate and Industrial properties, Scott's expertise shines. Holding an industrial engineering degree, his collaborations with esteemed clients like The Raymond Corporation and Corning, Inc. underscore his capability. Notably, his success in Broome County has propelled expansion into other parts of Upstate New York and Northeast Pennsylvania.

Now, as the real estate broker and owner of SVN Innovative Commercial Advisors in Johnson City, NY, Scott leads a team dedicated to delivering top-tier results and committed to client success. SVN Innovative Commercial Advisors has rapidly established itself as a trusted name in the industry, known for delivering innovative solutions and exceptional value.

Recognized with the Costar Power Broker Award for his impressive sales performance, Scott continues to shape the industry with his dedication to innovation and client success. His exemplary track record stands as a testament to his expertise, dedication, and commitment to surpassing expectations.

EDUCATION

Bachelors of Science Industrial Engineering

CCIM

MEMBERSHIPS

CCIM

NYSCAR

SVN | Innovative Commercial Advisors

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