

Newark Valley Parksites

OFFERING MEMORANDUM

11342 State Route 38
Newark Valley, NY 13811



Newark Valley Parksites

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Exclusively Marketed by:

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01 Executive Summary

Investment Summary

OFFERING SUMMARY

ADDRESS	11342 State Route 38 Newark Valley NY 13811
COUNTY	Tioga
LAND ACRES	6.9
NUMBER OF UNITS	15
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$290,000
PRICE PER UNIT	\$19,333
OCCUPANCY	55.41%
NOI (CURRENT)	\$26,339
NOI (Pro Forma)	\$39,799
CAP RATE (CURRENT)	9.08%
CAP RATE (Pro Forma)	13.72%
CASH ON CASH (CURRENT)	8.57%
CASH ON CASH (Pro Forma)	24.04%
GRM (CURRENT)	3.85
GRM (Pro Forma)	3.74

PROPOSED FINANCING

LOAN TYPE	Amortized
DOWN PAYMENT	\$87,000
LOAN AMOUNT	\$203,000
INTEREST RATE	7.00%
LOAN TERMS	20
ANNUAL DEBT SERVICE	\$18,886
LOAN TO VALUE	70%
AMORTIZATION PERIOD	20 Years

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2025 Population	168	2,154	4,616
2025 Median HH Income	\$85,990	\$76,483	\$77,034
2025 Average HH Income	\$96,182	\$87,157	\$88,227

Investment Summary

- 15 sites available for investment opportunity, featuring a mix of 7 Tenant-Owned homes, 1 Park-Owned home, and 7 Vacant Lots.
- Well and Septic
- 6.9 Acres



02

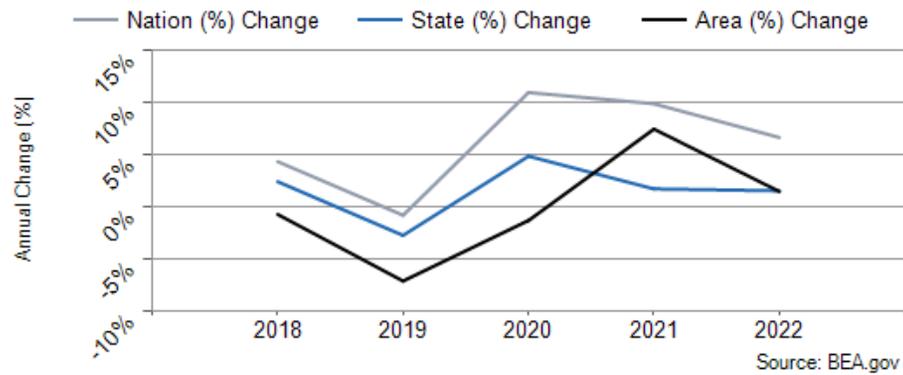
Location

- Location Summary
- Aerial View Map

Largest Employers

Rochester Regional Health	19,400
Walmart	5,056
Glens Falls Hospital	2,800
Visions Federal Credit Union	1,000
Mirabito Energy Products Convenience Stores	500
Newark Valley Central School District	300
Tioga County Government	250
Newark Valley Town Hall	100

Tioga County GDP Trend





oute 38

oute 38

State Route 38

State Route 38

S

Brown Rd

East Branch Owego Creek

East Branch Owego Creek

East Branch Owego Creek

Brown Rd

Lehigh Valley Railroad

Lehigh Valley Railroad



03

Rent Roll

Newark Valley Parksites - Rent Roll

Newark Valley Parksites - Rent Roll				
	Lot #	Site Type	Amount	Notes:
1		Vacant	\$0	Vacant Lot
2	Lot 2	Lot Rent	\$400	Process of adding home
3	Lot 3	Lot Rent	\$400	Tenant- Owned Home
4		Lot Rent	\$0	Vacant Lot
5		Lot Rent	\$0	Vacant Lot
6		Lot Rent	\$0	Vacant Lot
7		Lot Rent	\$0	Vacant Lot
8		Lot Rent	\$0	Vacant Lot
9		Lot Rent	\$0	Vacant Lot
10	Lot 21	Lot Rent	\$400	Tenant- Owned Home
11	Lot 22	Lot Rent	\$400	Tenant- Owned Home
12	Lot 33	Home Rent	\$680	Park-Owned Home
13	Lot 46	Lot Rent	\$400	Tenant- Owned Home
14	Lot 48	Lot Rent	\$400	Tenant- Owned Home
15	Lot 50	Lot Rent	\$400	Tenant- Owned Home

\$3,480



04

Financial Analysis

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics

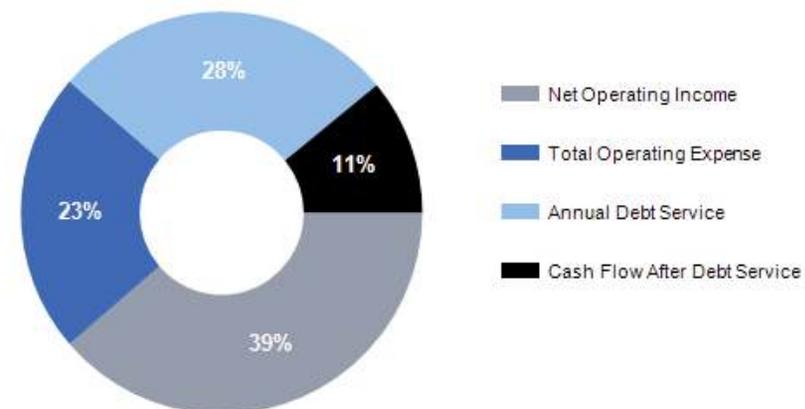
REVENUE ALLOCATION

CURRENT

INCOME	CURRENT		PRO FORMA	
Gross Scheduled Rent	\$75,360		\$77,620	
Gross Potential Income	\$75,360		\$77,620	
General Vacancy	-\$33,600	44.58%	-\$22,400	28.85%
Effective Gross Income	\$41,760		\$55,220	
Less Expenses	\$15,421	36.92%	\$15,421	27.92%
Net Operating Income	\$26,339		\$39,799	
Annual Debt Service	\$18,886		\$18,886	
Cash flow	\$7,453		\$20,913	
Debt Coverage Ratio	1.39		2.11	

Income Notes: Owner is presently adding a home on Lot #2 and will be rented as a tenant owned home for \$400 per month by the time the sale of the property closes.

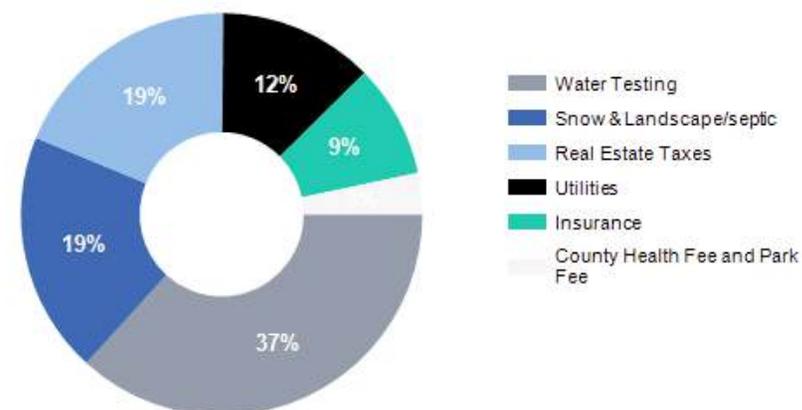
Also, the pro-forma assumes that the 7 vacant lots will be rented at \$400 per month per lot over a 3 year period after the sale of the property.



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$2,919	\$195	\$2,919	\$195
Insurance	\$1,404	\$94	\$1,404	\$94
Snow & Landscape/septic	\$3,000	\$200	\$3,000	\$200
Water Testing	\$5,668	\$378	\$5,668	\$378
County Health Fee and Park Fee	\$510	\$34	\$510	\$34
Utilities	\$1,920	\$128	\$1,920	\$128
Total Operating Expense	\$15,421	\$1,028	\$15,421	\$1,028
Annual Debt Service	\$18,886		\$18,886	
% of EGI	36.92%		27.92%	

DISTRIBUTION OF EXPENSES

CURRENT



Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

GLOBAL

Price	\$290,000
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EXPENSES - Growth Rates

Real Estate Taxes	1.50%
Insurance	1.50%
Snow & Landscape/septic	1.50%
Water Testing	1.50%
County Health Fee and Park Fee	1.50%
Utilities	1.50%

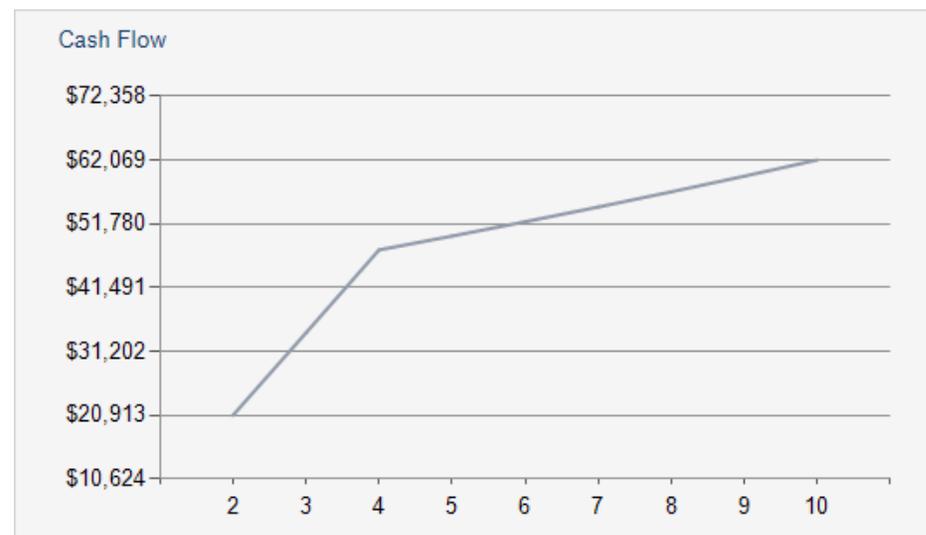
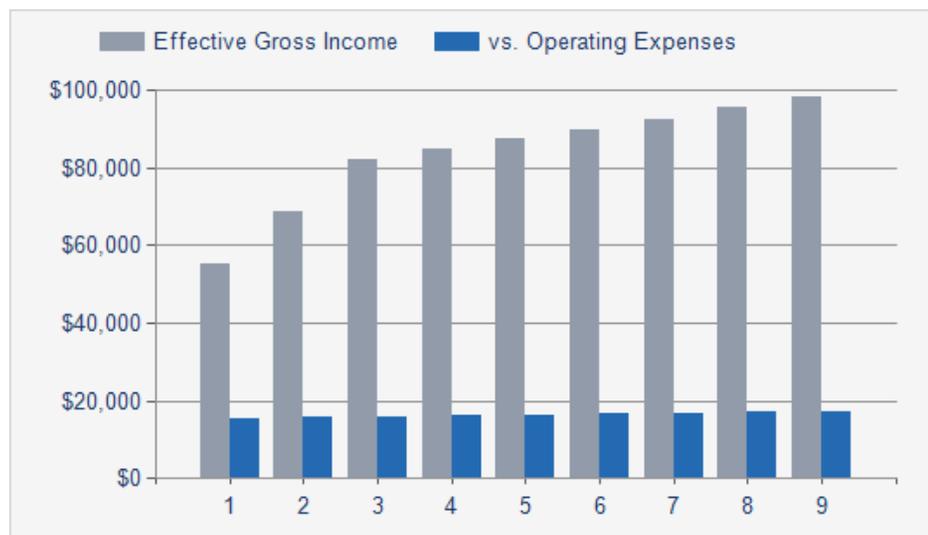
PROPOSED FINANCING

Loan Type	Amortized
Down Payment	\$87,000
Loan Amount	\$203,000
Interest Rate	7.00%
Loan Terms	20
Annual Debt Service	\$18,886
Loan to Value	70%
Amortization Period	20 Years

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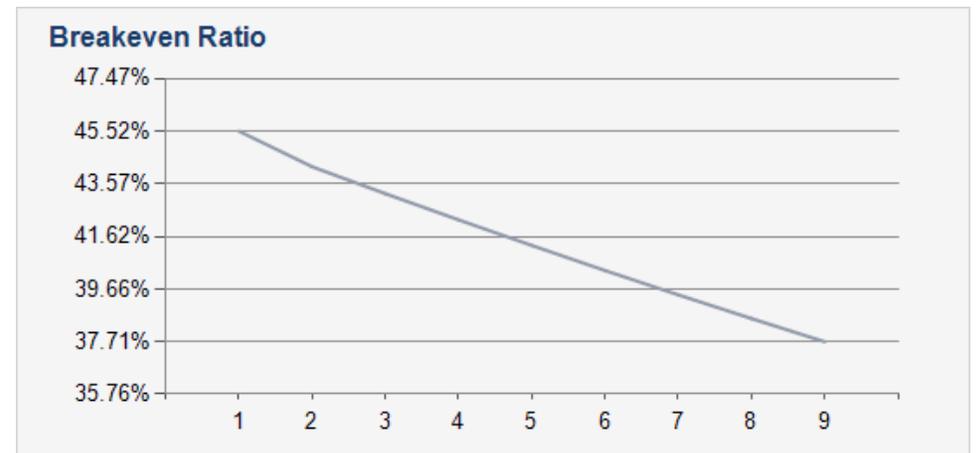
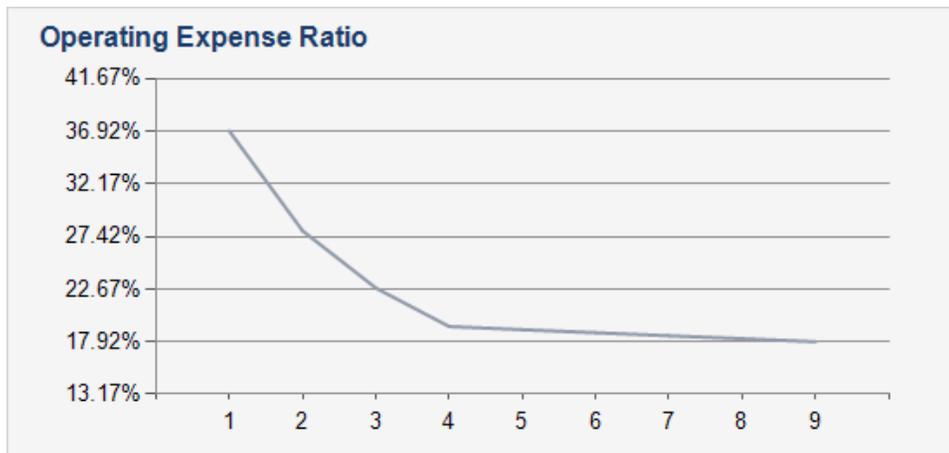
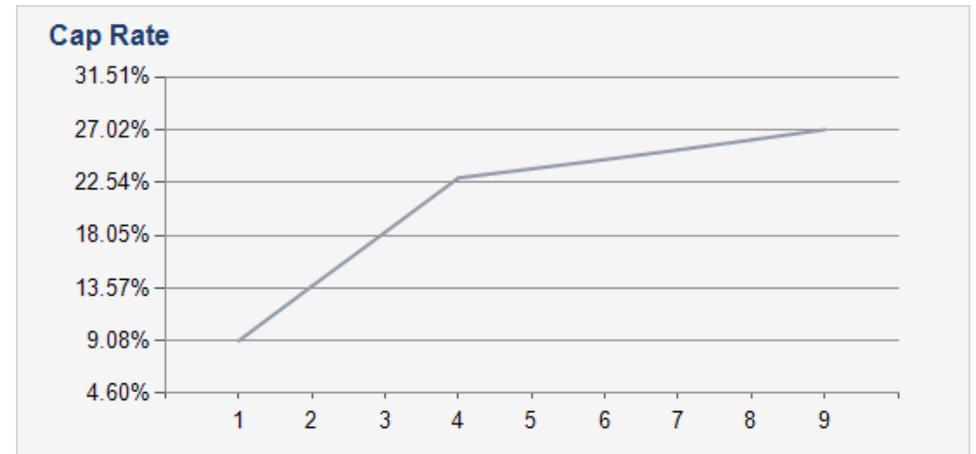
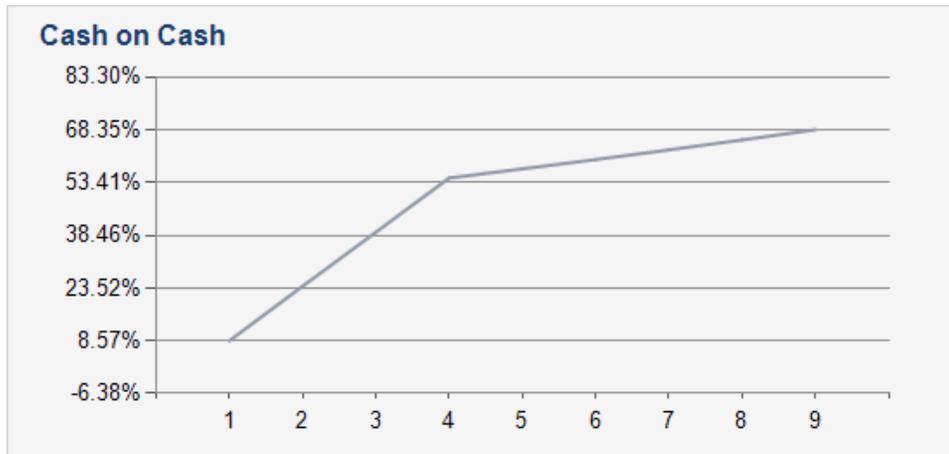
Calendar Year	CURRENT	Pro Forma	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue										
Gross Scheduled Rent	\$75,360	\$77,620	\$79,949	\$82,347	\$84,818	\$87,362	\$89,983	\$92,683	\$95,463	\$98,327
General Vacancy	-\$33,600	-\$22,400	-\$11,200	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%
Effective Gross Income	\$41,760	\$55,220	\$68,749	\$82,347	\$84,818	\$87,362	\$89,983	\$92,683	\$95,463	\$98,327
Operating Expenses										
Real Estate Taxes	\$2,919	\$2,919	\$2,963	\$3,007	\$3,052	\$3,098	\$3,145	\$3,192	\$3,240	\$3,288
Insurance	\$1,404	\$1,404	\$1,425	\$1,446	\$1,468	\$1,490	\$1,513	\$1,535	\$1,558	\$1,582
Snow & Landscape/septic	\$3,000	\$3,000	\$3,045	\$3,091	\$3,137	\$3,184	\$3,232	\$3,280	\$3,330	\$3,379
Water Testing	\$5,668	\$5,668	\$5,753	\$5,839	\$5,927	\$6,016	\$6,106	\$6,198	\$6,291	\$6,385
County Health Fee and Park Fee	\$510	\$510	\$518	\$525	\$533	\$541	\$549	\$558	\$566	\$575
Utilities	\$1,920	\$1,920	\$1,949	\$1,978	\$2,008	\$2,038	\$2,068	\$2,099	\$2,131	\$2,163
Total Operating Expense	\$15,421	\$15,421	\$15,652	\$15,887	\$16,125	\$16,367	\$16,613	\$16,862	\$17,115	\$17,372
Net Operating Income	\$26,339	\$39,799	\$53,097	\$66,460	\$68,693	\$70,995	\$73,370	\$75,821	\$78,348	\$80,955
Annual Debt Service	\$18,886	\$18,886	\$18,886	\$18,886	\$18,886	\$18,886	\$18,886	\$18,886	\$18,886	\$18,886
Cash Flow	\$7,453	\$20,913	\$34,210	\$47,574	\$49,806	\$52,108	\$54,484	\$56,935	\$59,462	\$62,069



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Calendar Year	CURRENT	Pro Forma	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash on Cash Return b/t	8.57%	24.04%	39.32%	54.68%	57.25%	59.89%	62.63%	65.44%	68.35%	71.34%
CAP Rate	9.08%	13.72%	18.31%	22.92%	23.69%	24.48%	25.30%	26.15%	27.02%	27.92%
Debt Coverage Ratio	1.39	2.11	2.81	3.52	3.64	3.76	3.88	4.01	4.15	4.29
Operating Expense Ratio	36.92%	27.92%	22.76%	19.29%	19.01%	18.73%	18.46%	18.19%	17.92%	17.66%
Gross Multiplier (GRM)	3.85	3.74	3.63	3.52	3.42	3.32	3.22	3.13	3.04	2.95
Loan to Value	69.98%	68.31%	66.54%	64.62%	62.56%	60.34%	57.98%	55.45%	52.73%	49.81%
Breakeven Ratio	45.52%	44.20%	43.20%	42.23%	41.28%	40.35%	39.45%	38.57%	37.71%	36.87%
Price / Unit	\$19,333	\$19,333	\$19,333	\$19,333	\$19,333	\$19,333	\$19,333	\$19,333	\$19,333	\$19,333

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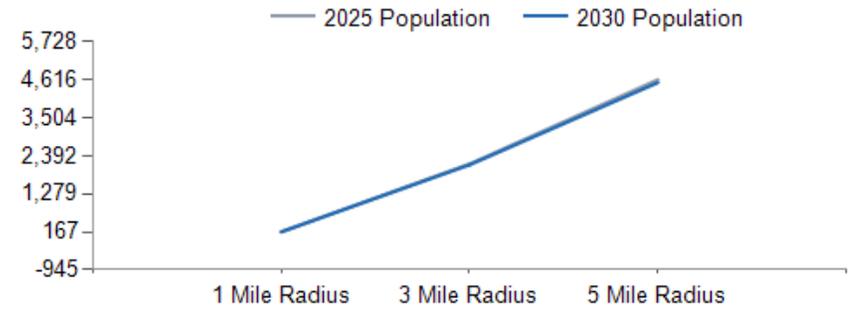
Demographics

General Demographics

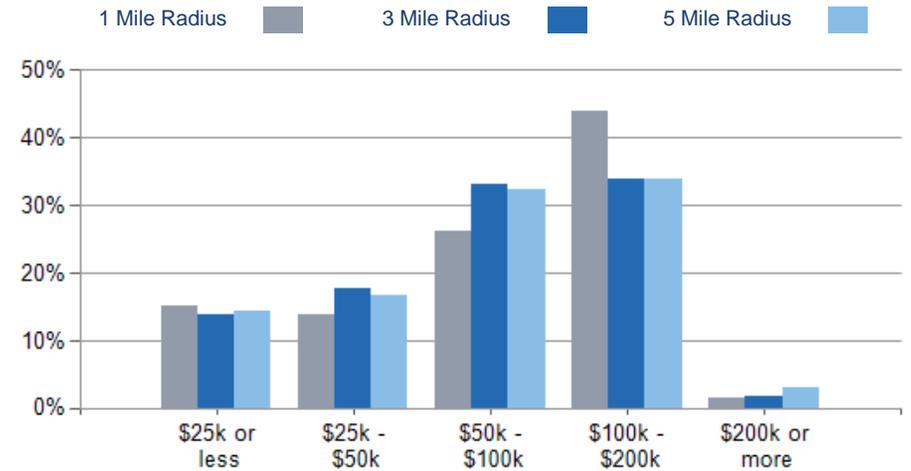
Race Demographics

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	186	2,313	5,011
2010 Population	174	2,244	4,890
2025 Population	168	2,154	4,616
2030 Population	167	2,128	4,532
2025 African American	0	4	15
2025 American Indian	0	2	5
2025 Asian	1	16	31
2025 Hispanic	4	45	96
2025 Other Race	3	19	33
2025 White	153	1,964	4,237
2025 Multiracial	11	145	291
2025-2030: Population: Growth Rate	-0.60%	-1.20%	-1.85%

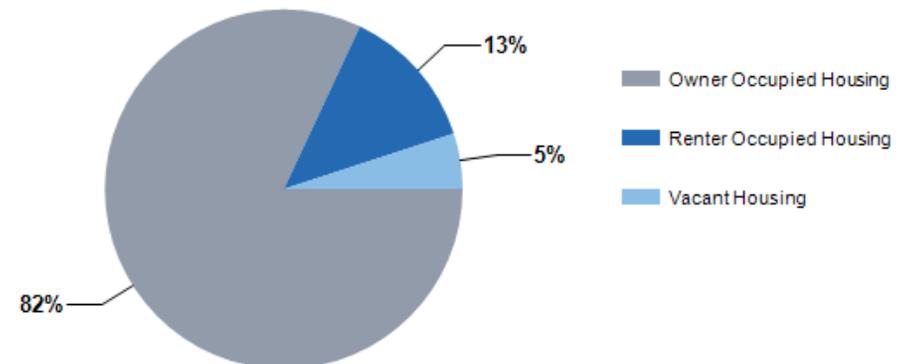
2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	4	53	130
\$15,000-\$24,999	7	67	132
\$25,000-\$34,999	4	64	122
\$35,000-\$49,999	6	90	183
\$50,000-\$74,999	12	151	320
\$75,000-\$99,999	7	137	269
\$100,000-\$149,999	11	151	360
\$150,000-\$199,999	21	144	261
\$200,000 or greater	1	16	53
Median HH Income	\$85,990	\$76,483	\$77,034
Average HH Income	\$96,182	\$87,157	\$88,227



2025 Household Income



2025 Own vs. Rent - 1 Mile Radius

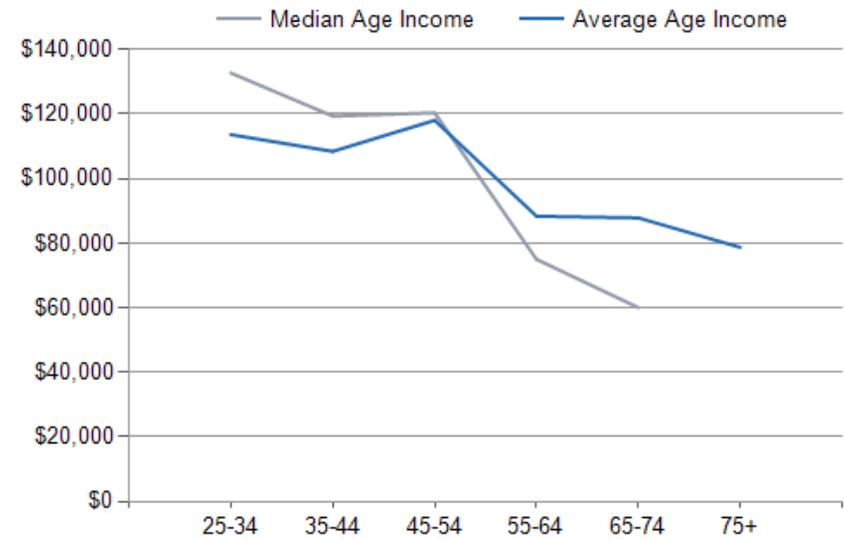
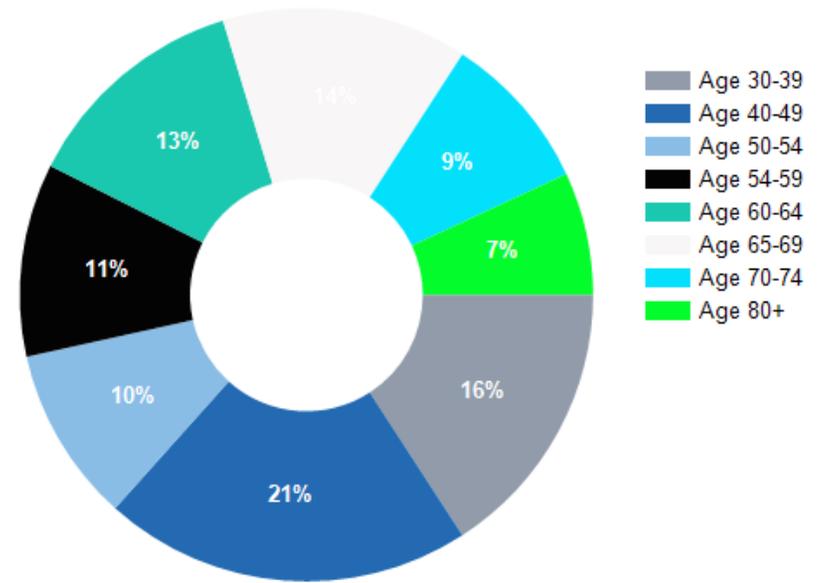


Source: esri

2025 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2025 Population Age 30-34	7	105	242
2025 Population Age 35-39	9	116	252
2025 Population Age 40-44	9	127	278
2025 Population Age 45-49	12	141	290
2025 Population Age 50-54	10	133	280
2025 Population Age 55-59	11	137	292
2025 Population Age 60-64	13	161	360
2025 Population Age 65-69	14	177	370
2025 Population Age 70-74	9	119	270
2025 Population Age 75-79	7	91	176
2025 Population Age 80-84	5	54	120
2025 Population Age 85+	3	38	81
2025 Population Age 18+	130	1,682	3,621
2025 Median Age	45	44	44
2030 Median Age	46	45	45

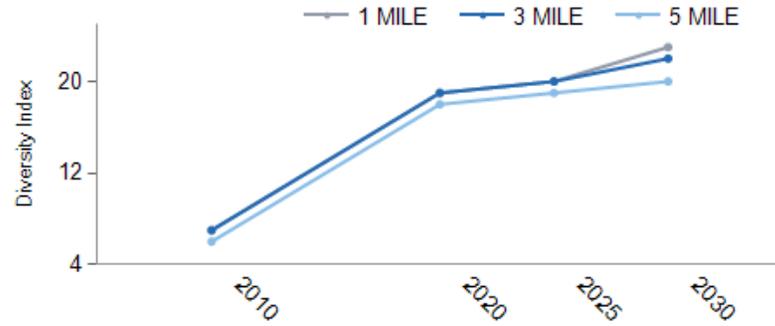
2025 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$132,725	\$97,279	\$100,415
Average Household Income 25-34	\$113,640	\$102,426	\$101,638
Median Household Income 35-44	\$119,377	\$88,430	\$89,592
Average Household Income 35-44	\$108,439	\$98,303	\$99,472
Median Household Income 45-54	\$120,413	\$96,085	\$97,677
Average Household Income 45-54	\$118,069	\$106,232	\$107,035
Median Household Income 55-64	\$75,000	\$76,724	\$79,175
Average Household Income 55-64	\$88,360	\$85,835	\$88,771
Median Household Income 65-74	\$60,000	\$57,477	\$57,808
Average Household Income 65-74	\$87,837	\$75,842	\$76,479
Average Household Income 75+	\$78,692	\$67,031	\$65,329

Population By Age



DIVERSITY INDEX	1 MILE	3 MILE	5 MILE
Diversity Index (+5 years)	23	22	20
Diversity Index (current year)	21	20	19
Diversity Index (2020)	19	19	18
Diversity Index (2010)	7	7	6

POPULATION DIVERSITY



POPULATION BY RACE

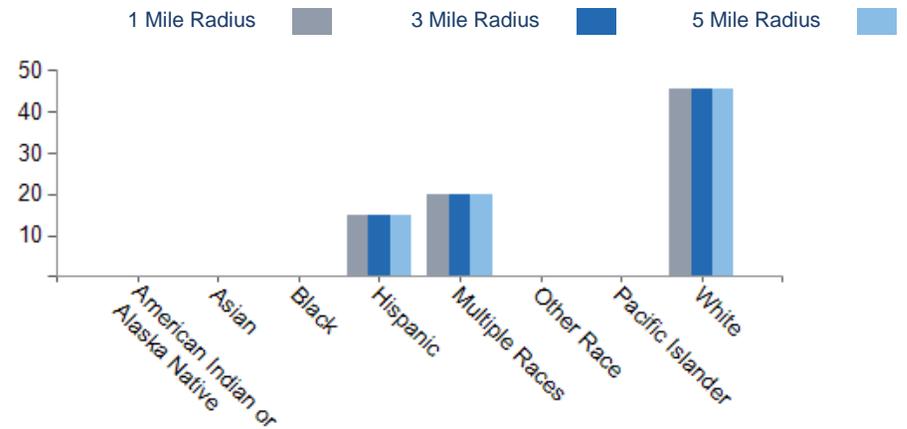


2025 POPULATION BY RACE	1 MILE	3 MILE	5 MILE
African American	0%	0%	0%
American Indian	0%	0%	0%
Asian	1%	1%	1%
Hispanic	2%	2%	2%
Multiracial	6%	7%	6%
Other Race	2%	1%	1%
White	89%	89%	90%

2025 MEDIAN AGE BY RACE

	1 MILE	3 MILE	5 MILE
Median American Indian/Alaska Native Age	0	0	50
Median Asian Age	0	56	38
Median Black Age	0	11	14
Median Hispanic Age	15	23	25
Median Multiple Races Age	20	28	28
Median Other Race Age	0	48	40
Median Pacific Islander Age	0	43	53
Median White Age	46	45	45

2025 MEDIAN AGE BY RACE



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Exclusively Marketed by:

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