

OFFERING MEMORANDUM

**102-106 W. Main Street
Endicott, NY**

102-106 WEST MAIN STREET

Endicott, NY 13760

PRESENTED BY:

SCOTT WARREN, CCIM

O: 607.621.0439

scott.warren@svn.com

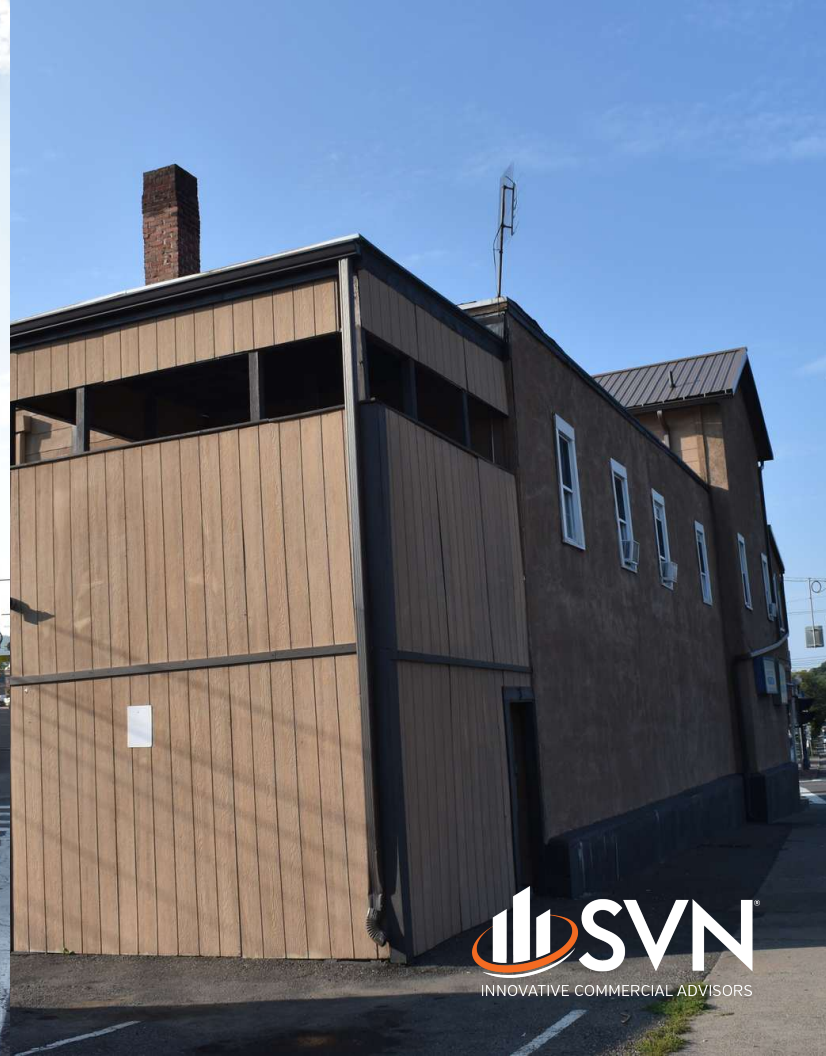




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DISCLAIMER

The material contained in this Proposal is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

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.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

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.



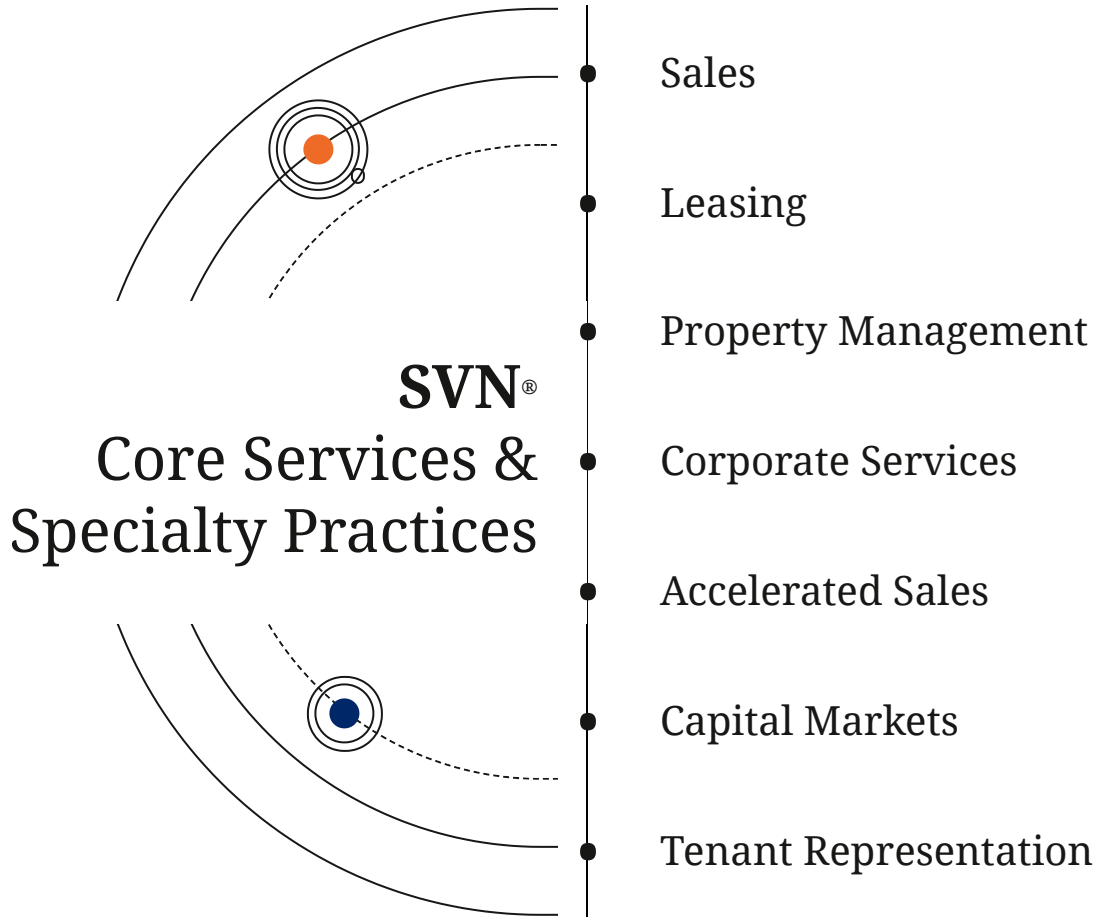
SECTION 1

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.



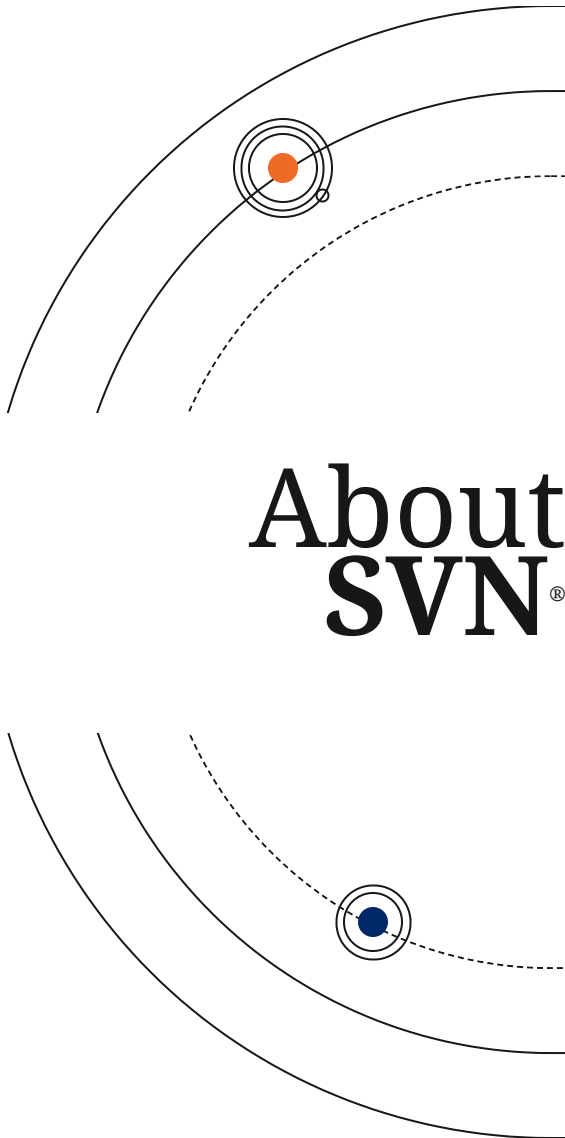
Our SVN® Specialty Practices are supported by our various Product Councils that give SVN Advisors the opportunity to network, share expertise and create opportunities with colleagues who work within similar property sectors around the world to sell your asset.

SPECIALTY PRACTICES

- Hospitality
- Industrial
- Land
- Multifamily
- Office
- Retail
- Special Purpose

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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.

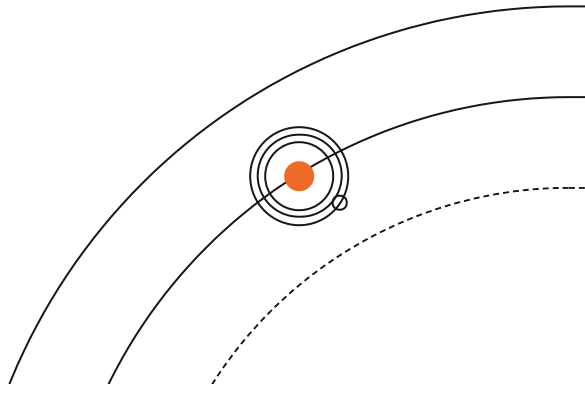
The SVN organization is comprised of over 2,000 Advisors and staff in over 200 offices across the globe. Expanded geographic coverage and amplified outreach to traditional, cross-market and emerging owners and tenants is how we differentiate ourselves from the competition. Our proactive promotion of 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.

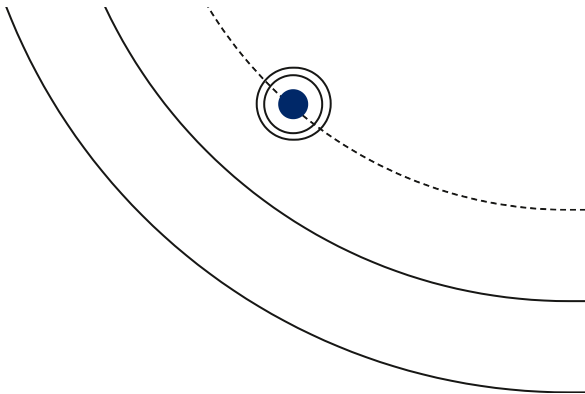
This is the SVN Difference.

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SVN[®] benchmarks USA | 2023



200+
OFFICE OWNERS

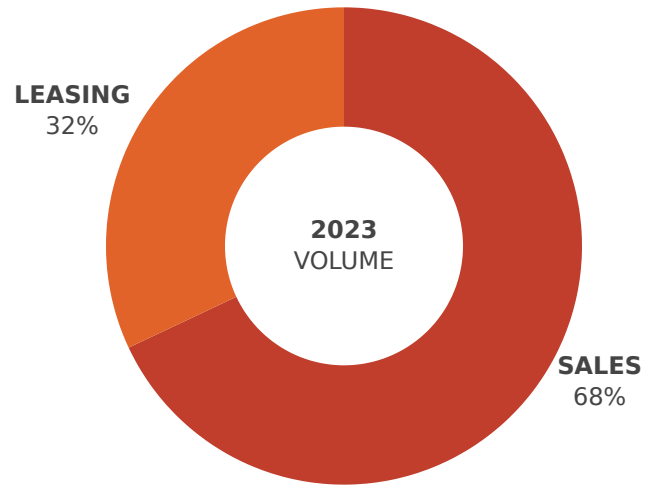
2,200
ADVISORS & STAFF

\$14.9B
TOTAL VALUE OF SALES & LEASE
TRANSACTIONS

THE SVN[®] ORGANIZATION is over 2,000 commercial real estate Advisors and staff strong. SVN has more offices in the United States than any other commercial real estate firm, with continuing expansion 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, crossmarket, and emerging buyers and tenants allows us to drive outsized success for our clients, our colleagues, and our communities.

Our unique and progressive business model is **built on the power of collaboration and transparency, and supported by an open and inclusive culture.** We proactively promote properties and share fees with the entire industry, allowing us to build lasting connections, create superior wealth for our clients, and **prosper together.**

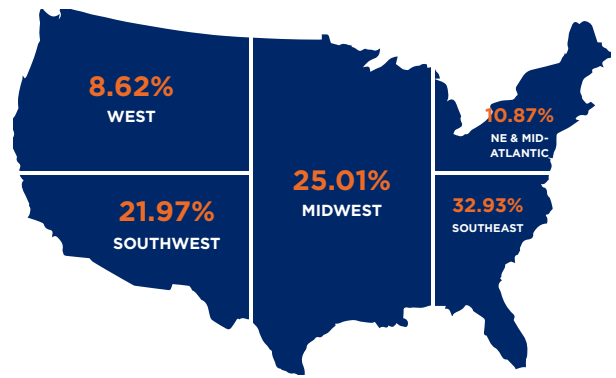


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SVN[®] benchmarks USA | 2023

TRANSACTION VOLUME

united states national distribution*

CORE SERVICES

- Sales
- Leasing
- Property Management
- Corporate Services
- Accelerated Sales
- Capital Markets
- Tenant Representation

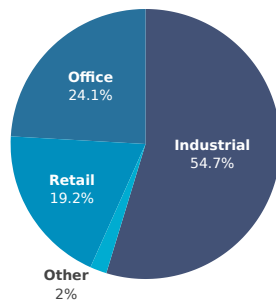
SPECIALTY PRACTICES

- Hospitality
- Industrial
- Land
- Multifamily
- Office
- Retail

PRODUCT TYPE

national distribution by product volume***

Leasing**

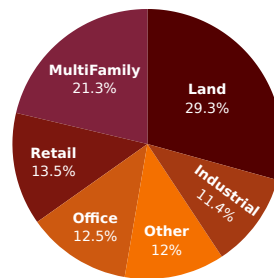


*DATA BASED ON US SALES

**Leasing includes both Landlord and Tenant Representation.

***The statistics in this document were compiled from all transactions reported by our franchisees in 2023. They are not audited.

Sales



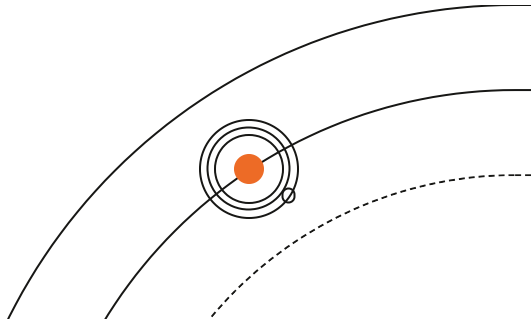
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THE 9.6% REPORT

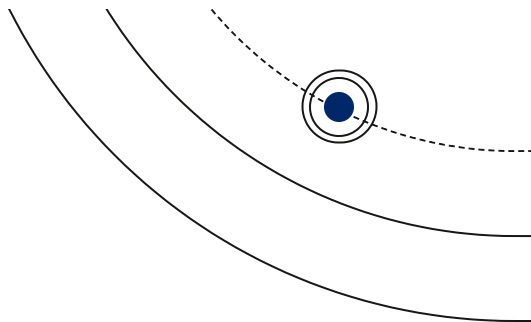
SVN® ADVISORS SHARE FEES BECAUSE IT CREATES MORE DEMAND AND SUPERIOR VALUE FOR OUR CLIENTS.

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

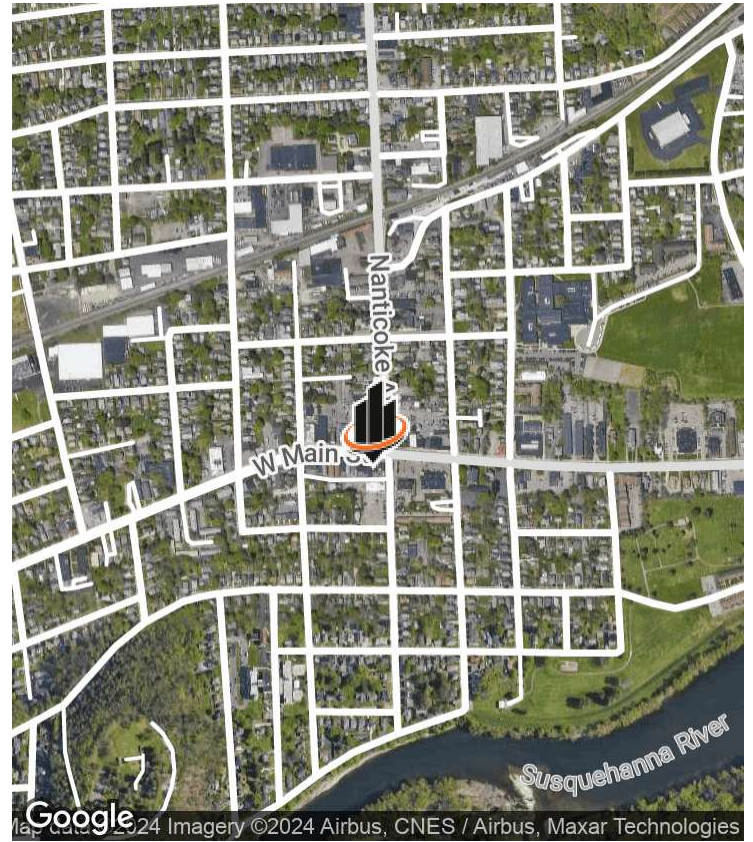
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SECTION 2
Property
Information

PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$499,000
NUMBER OF UNITS:	33
LOT SIZE:	0.87 Acres
BUILDING SIZE:	28,287 SF
NOI:	\$39,224.44
CAP RATE:	7.86%

PROPERTY DESCRIPTION

This well-maintained 8-unit mixed-use building is available in the heart of Endicott, NY, the birthplace of IBM and Endicott Johnson Shoes. Located at a busy traffic-light corner on W Main Street and Nanticoke Rd, this property offers high visibility with a daily traffic count of 23,459.

The building features 6 one-bedroom units and 2 leased commercial spaces, providing strong income potential. With nearby attractions like the Cider Mill, McCoy's Chophouse, and George W. Johnson Park, and a walkability score of 72, this is an excellent investment in a rapidly growing market. Municipal Electric Zone! This building must be purchased as a package with 1104 Monroe Ave.

PROPERTY HIGHLIGHTS

- High traffic corner location
- Average daily traffic count 24,359
- Excellent location directly on Main St at an intersection with a State Highway
- New AC Unit for Commercial space
- Commercial space with a long-term tenant
- Residential rents well below the areas fair market rents

PROPERTY DESCRIPTION



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LOCATION DESCRIPTION

This prime corner location sits at a high-traffic intersection in the heart of the Endicott market, with an impressive average daily traffic count of 23,459. Positioned at the intersection of W Main Street and Nanticoke Rd (NYS Route 26 North), this property offers exceptional visibility and accessibility. It's just steps away from popular local attractions like the Cider Mill, McCoy's Chophouse, and George W. Johnson Park, making it a highly desirable area.

With convenient access to major roadways and a strong walkability score of 72, this location presents an outstanding opportunity for anyone looking to capitalize on the vibrant Endicott market.

COMPLETE HIGHLIGHTS



PROPERTY HIGHLIGHTS

- High traffic corner location
- Average daily traffic count 24,359
- Excellent location directly on Main St at an intersection with a State Highway
- New AC Unit for Commercial space
- Commercial space with a long-term tenant
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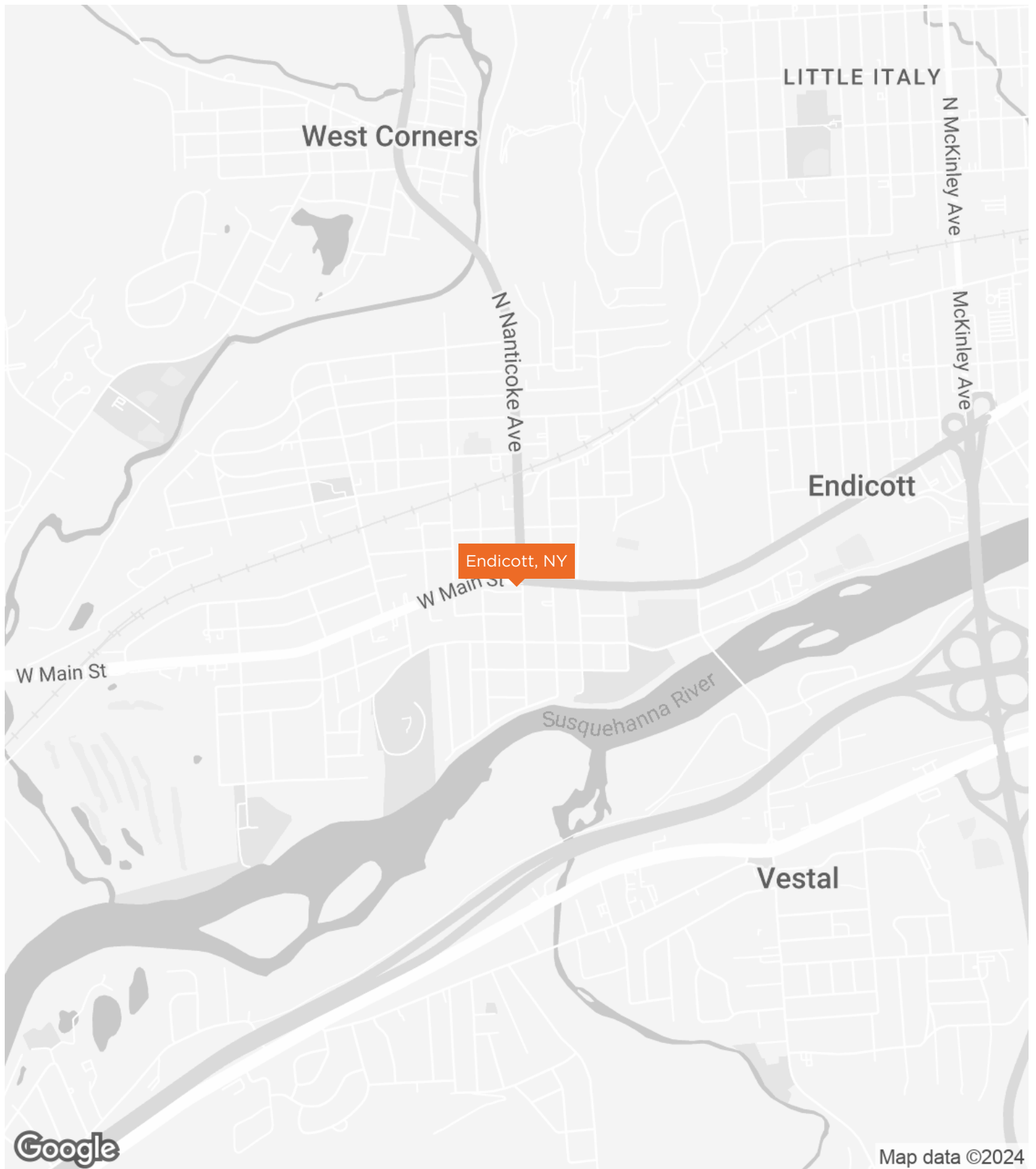
ADDITIONAL PHOTOS



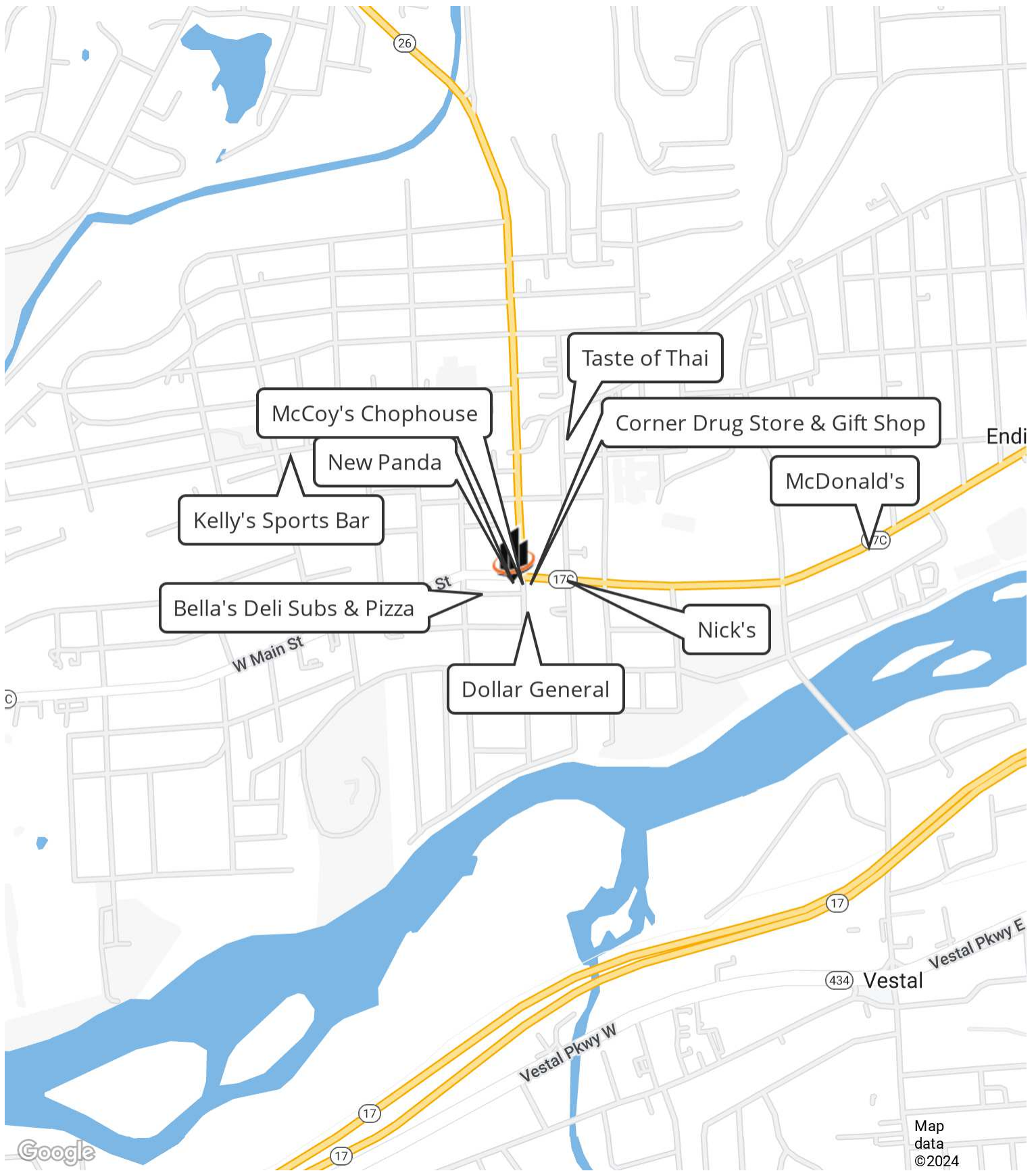


SECTION 3
Location
Information

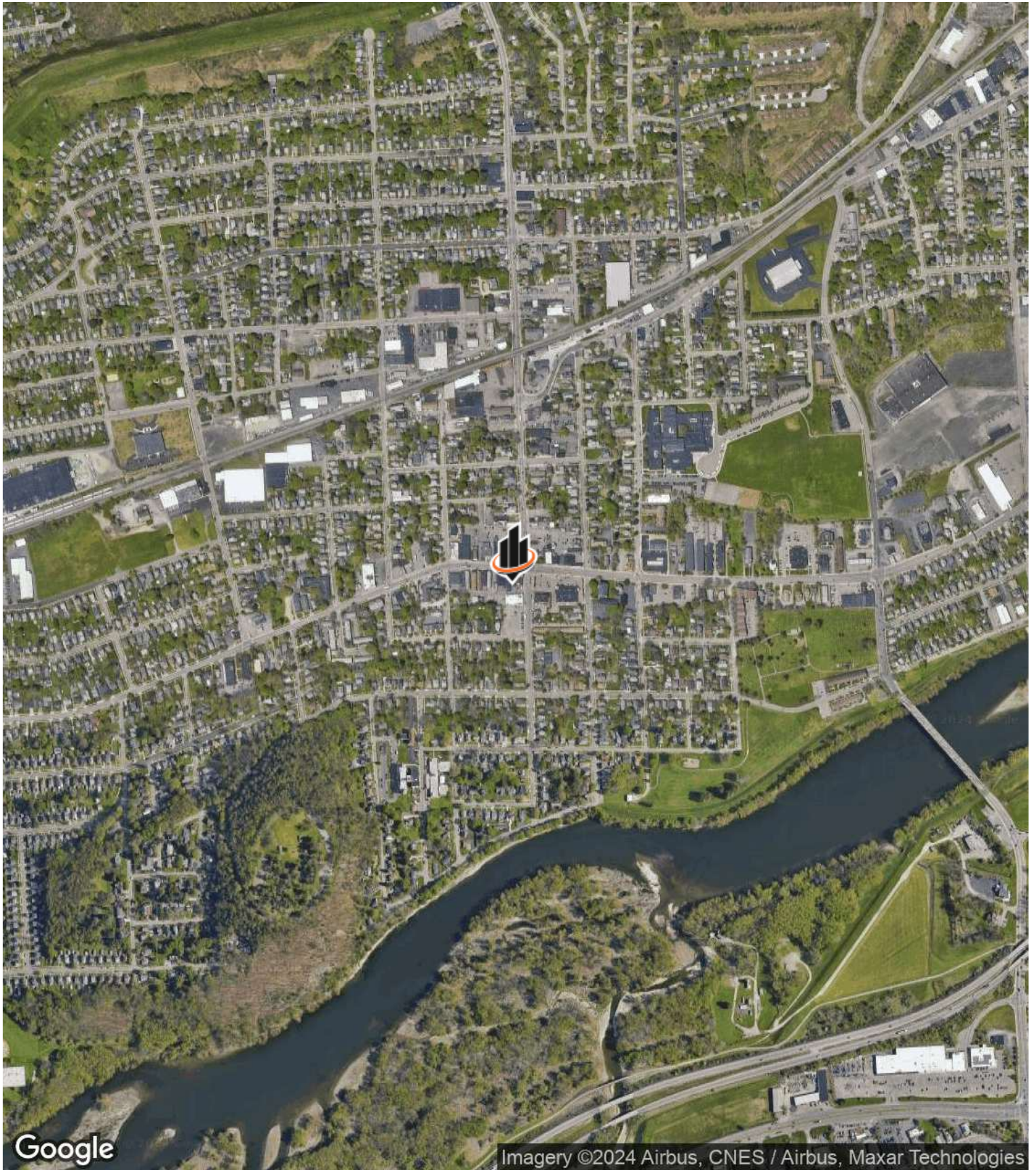
REGIONAL MAP



LOCATION MAP



AERIAL MAP





SECTION 4
**Financial
Analysis**

FINANCIAL SUMMARY

INVESTMENT OVERVIEW

102-106 W. MAIN ST

PRICE	\$499,000
PRICE PER SF	\$18
PRICE PER UNIT	\$15,121
GRM	6.65
CAP RATE	7.86%
CASH-ON-CASH RETURN (YR 1)	7.86%
TOTAL RETURN (YR 1)	\$39,224

OPERATING DATA

102-106 W. MAIN ST

GROSS SCHEDULED INCOME	\$75,060
TOTAL SCHEDULED INCOME	\$75,060
VACANCY COST	\$3,753
GROSS INCOME	\$71,307
OPERATING EXPENSES	\$32,083
NET OPERATING INCOME	\$39,224
PRE-TAX CASH FLOW	\$39,224

FINANCING DATA

102-106 W. MAIN ST

DOWN PAYMENT	\$499,000
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INCOME & EXPENSES

INCOME SUMMARY

102-106 W. MAIN ST

VACANCY COST	(\$3,753)
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GROSS INCOME	\$71,307
---------------------	-----------------

EXPENSES SUMMARY

102-106 W. MAIN ST

MANAGEMENT (ESTIMATED 8%)	\$5,705
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CLEANING AND MAINTENANCE	\$175
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ELECTRIC	\$914
----------	-------

INSURANCE	\$2,059
-----------	---------

NATURAL GAS	\$4,267
-------------	---------

PROPERTY TAX	\$17,187
--------------	----------

SNOW REMOVAL	\$250
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WATER/SEWER	\$1,526
-------------	---------

OPERATING EXPENSES	\$32,083
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NET OPERATING INCOME	\$39,224
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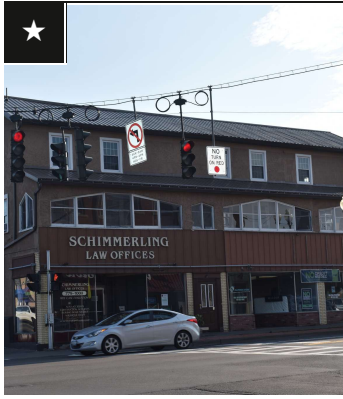
RENT ROLL

UNIT	BEDROOMS	BATHROOMS	RENT	MARKET RENT	MARKET RENT / SF	LEASE END
-	1	1	\$650	\$904	-	7/31/2025
-	1	1	\$750	\$904	-	6/30/2025
-	1	1	\$680	\$904	-	10/31/2024
-	1	1	\$775	\$904	-	1/31/2025
-	1	1	\$700	\$904	-	10/31/2024
-	1	1	-	\$904	-	-
-	-	1	\$1,000	\$1,000	-	1/31/2028
-	-	1	\$1,200	\$1,200	-	8/16/2025
TOTALS			\$5,755	\$7,624	\$0.00	
AVERAGES			\$822	\$953		



SECTION 5
Sale
Comparables

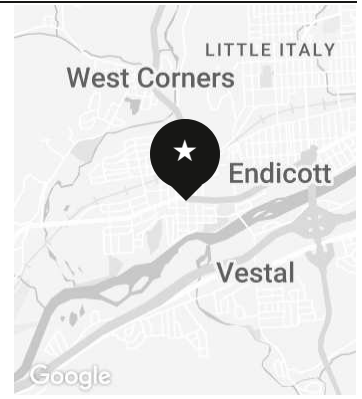
SALE COMPS



102-106 W. MAIN STREET ENDICOTT, NY

102-106 West Main Street, Endicott, NY 13760

PRICE: \$499,000 **BLDG SIZE:** 28,287 SF
CAP RATE: 7.86% **YEAR BUILT:** 1960
PRICE/SF: \$17.64 **NOI:** \$39,224

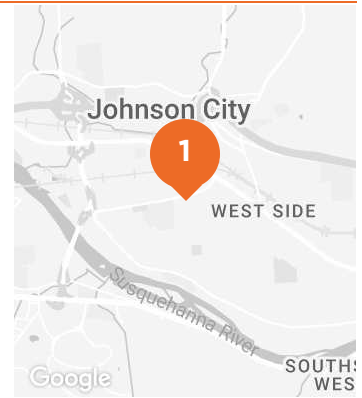


1

12 MARGARET ST.

Johnson City, NY 13790

PRICE: \$250,000 **BLDG SIZE:** 4,452 SF
PRICE/SF: \$56.15

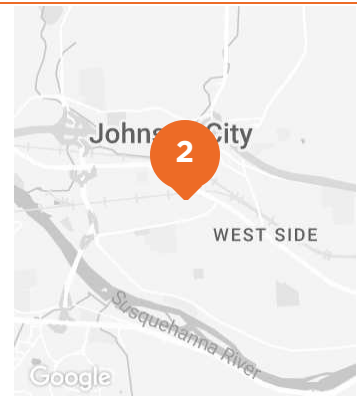


2

59 GRAND AVE.

Johnson City, NY 13790

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

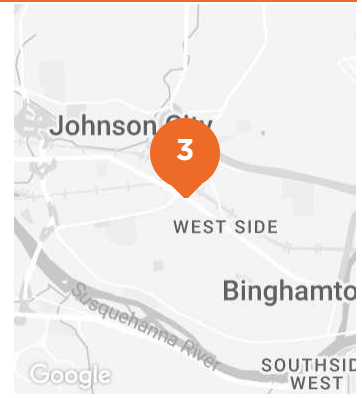


3

327 MAIN STREET

327 Main Street, Binghamton, NY 13905

PRICE: \$705,000 **BLDG SIZE:** 7,904 SF
CAP RATE: 9% **PRICE/SF:** \$89.20



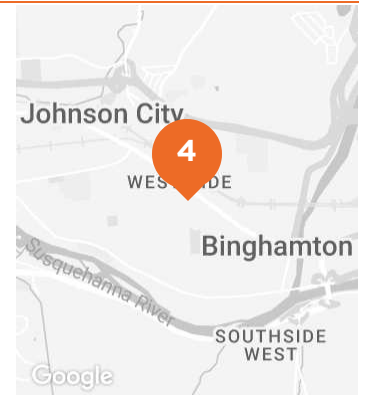
SALE COMPS

4

2 GRAND BLVD

Binghamton, NY 13905

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

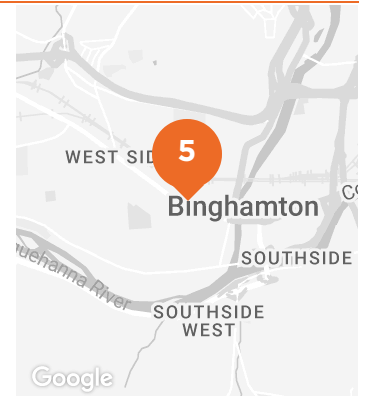


5

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%

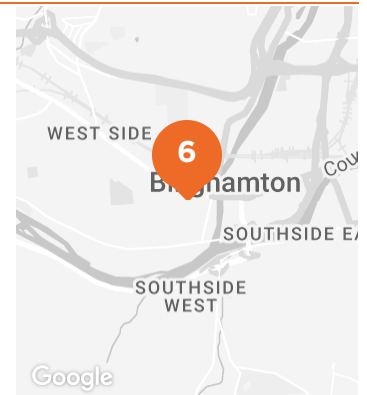


6

101 MURRAY

101 Murray, Binghamton, NY 13905

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

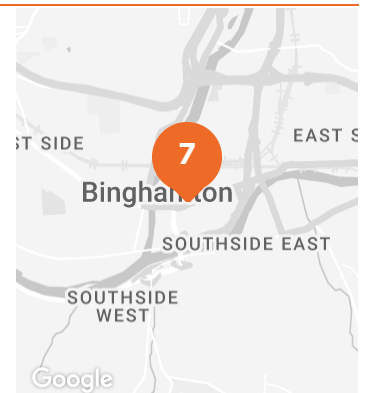


7

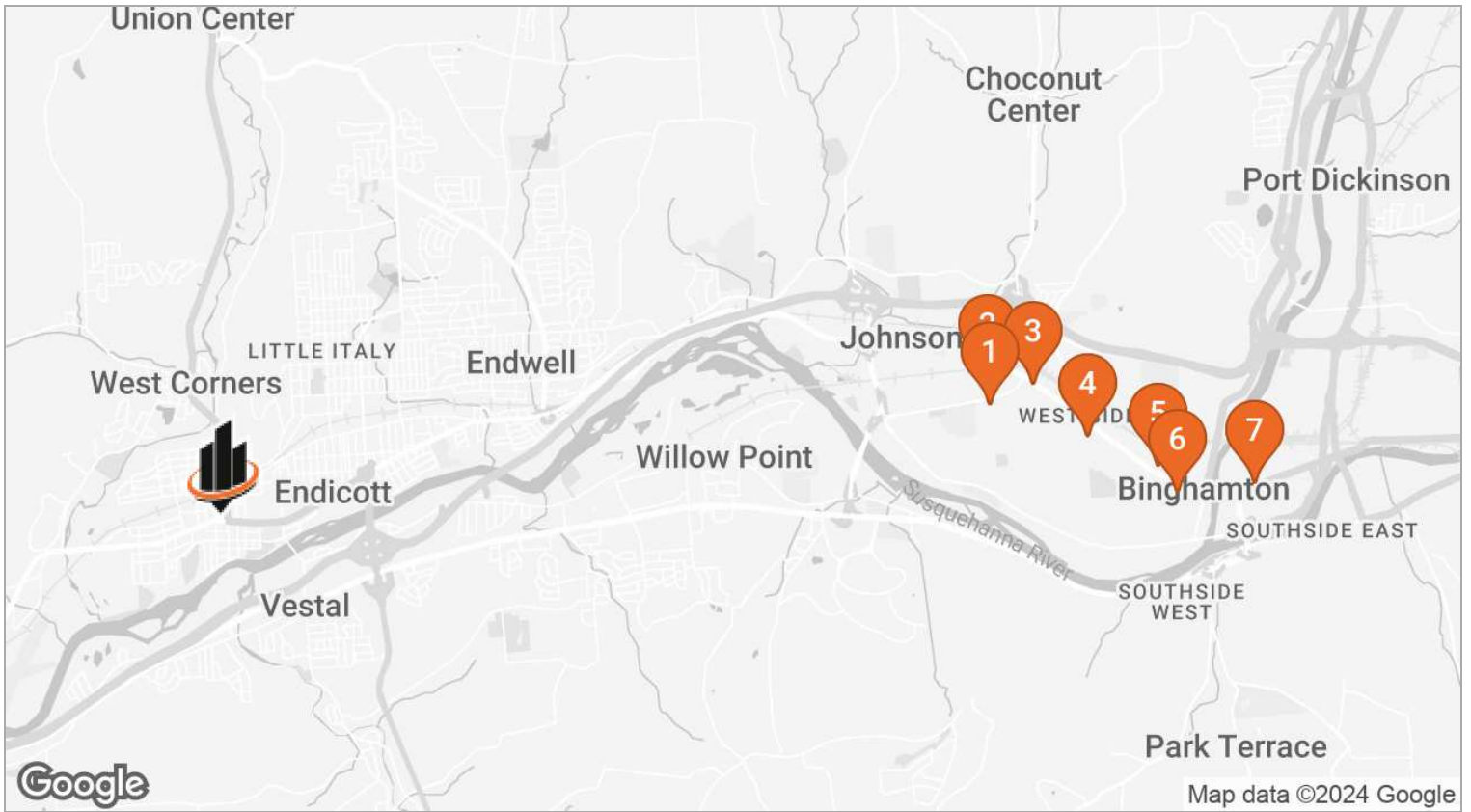
101 COURT ST

Binghamton, NY 13901

PRICE: \$1,050,000 **BLDG SIZE:** 7,680 SF
CAP RATE: 9.18% **YEAR BUILT:** 1960
PRICE/SF: \$136.72 **OCCUPANCY:** 100%
NOI: \$114,768

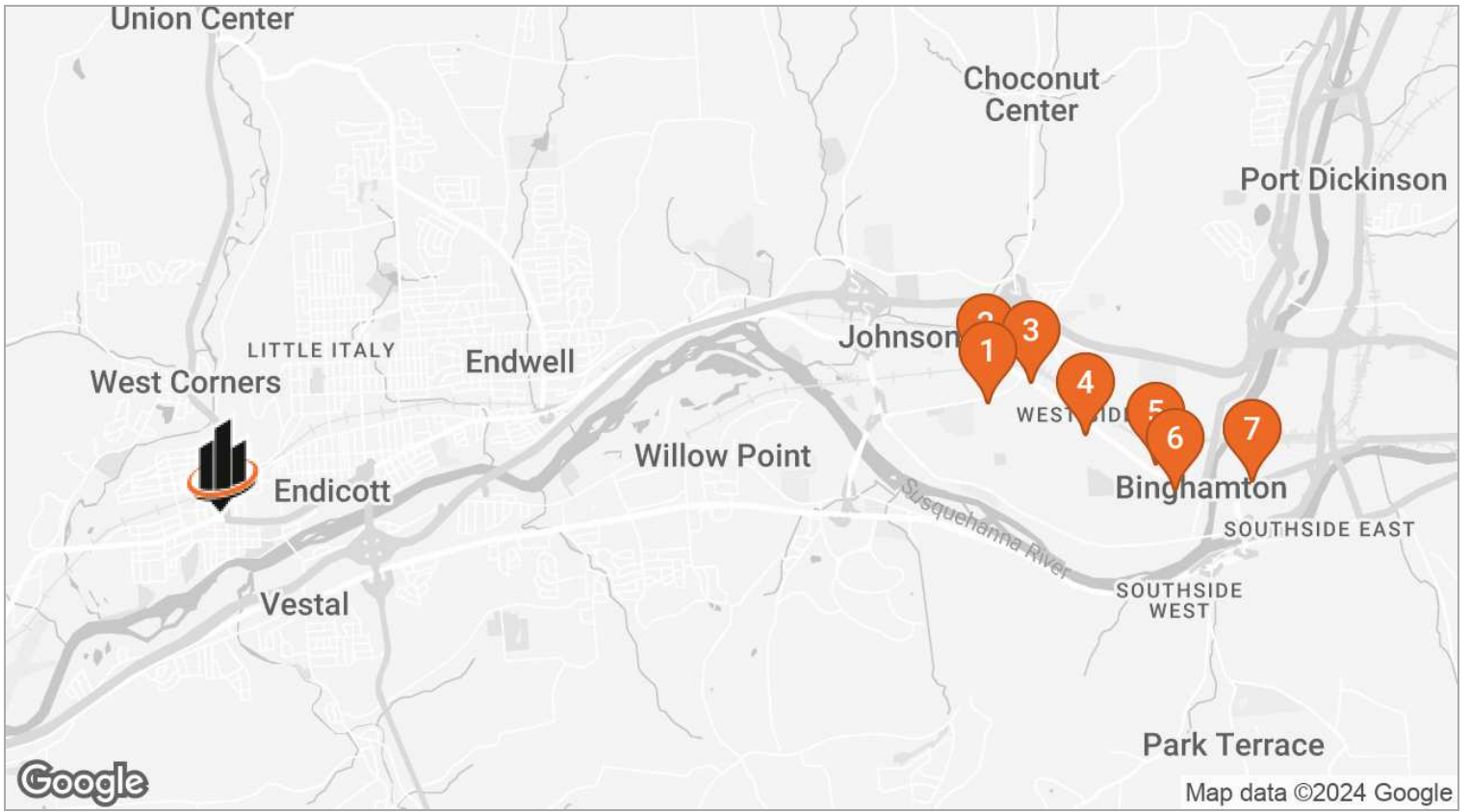


SALE COMPS MAP & SUMMARY

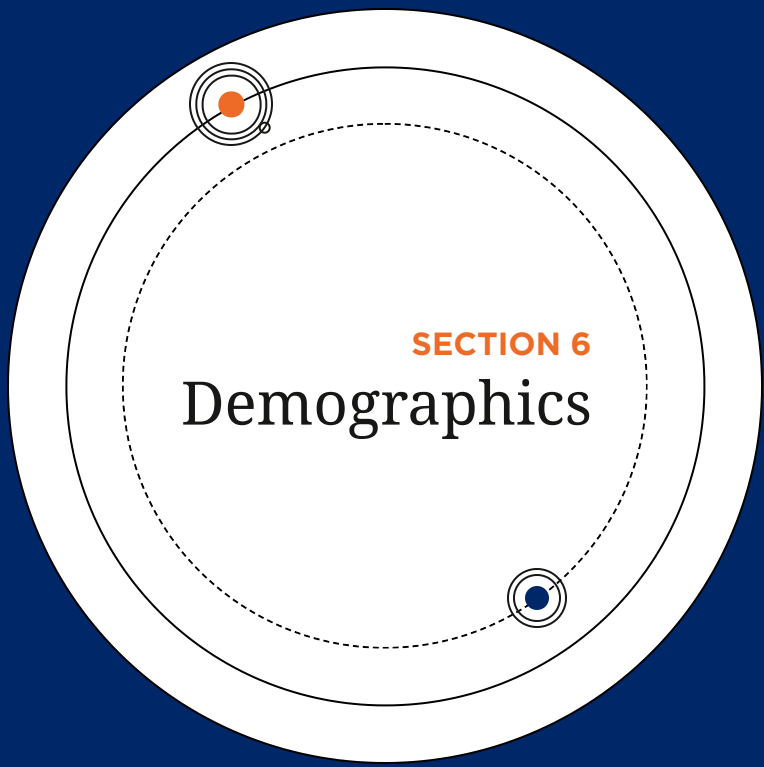


	NAME/ADDRESS	PRICE	BLDG SIZE	NO. UNITS	CAP RATE	PRICE/SF
★	102-106 W. Main Street Endicott, NY 102-106 West Main Street Endicott, NY	\$499,000	28,287 SF	33	7.86%	\$17.64
1	12 Margaret St. Johnson City, NY	\$250,000	4,452 SF	5	-	\$56.15
2	59 Grand Ave. Johnson City, NY	\$545,000	5,370 SF	8	-	\$101.49
3	327 Main Street 327 Main Street Binghamton, NY	\$705,000	7,904 SF	10	9%	\$89.20
4	2 Grand Blvd Binghamton, NY	\$690,000	-	10	8.60%	-
5	5 Mather St 5 Mather Street Binghamton, NY	\$625,000	8,556 SF	6	7%	\$73.05
6	101 Murray 101 Murray Binghamton, NY	\$600,000	15,840 SF	14	7%	\$37.88

SALE COMPS MAP & SUMMARY



	NAME/ADDRESS	PRICE	BLDG SIZE	NO. UNITS	CAP RATE	PRICE/SF
7	101 Court St Binghamton, NY	\$1,050,000	7,680 SF	19	9.18%	\$136.72
	AVERAGES	\$637,857	8,300 SF	10	8.16%	\$82.42

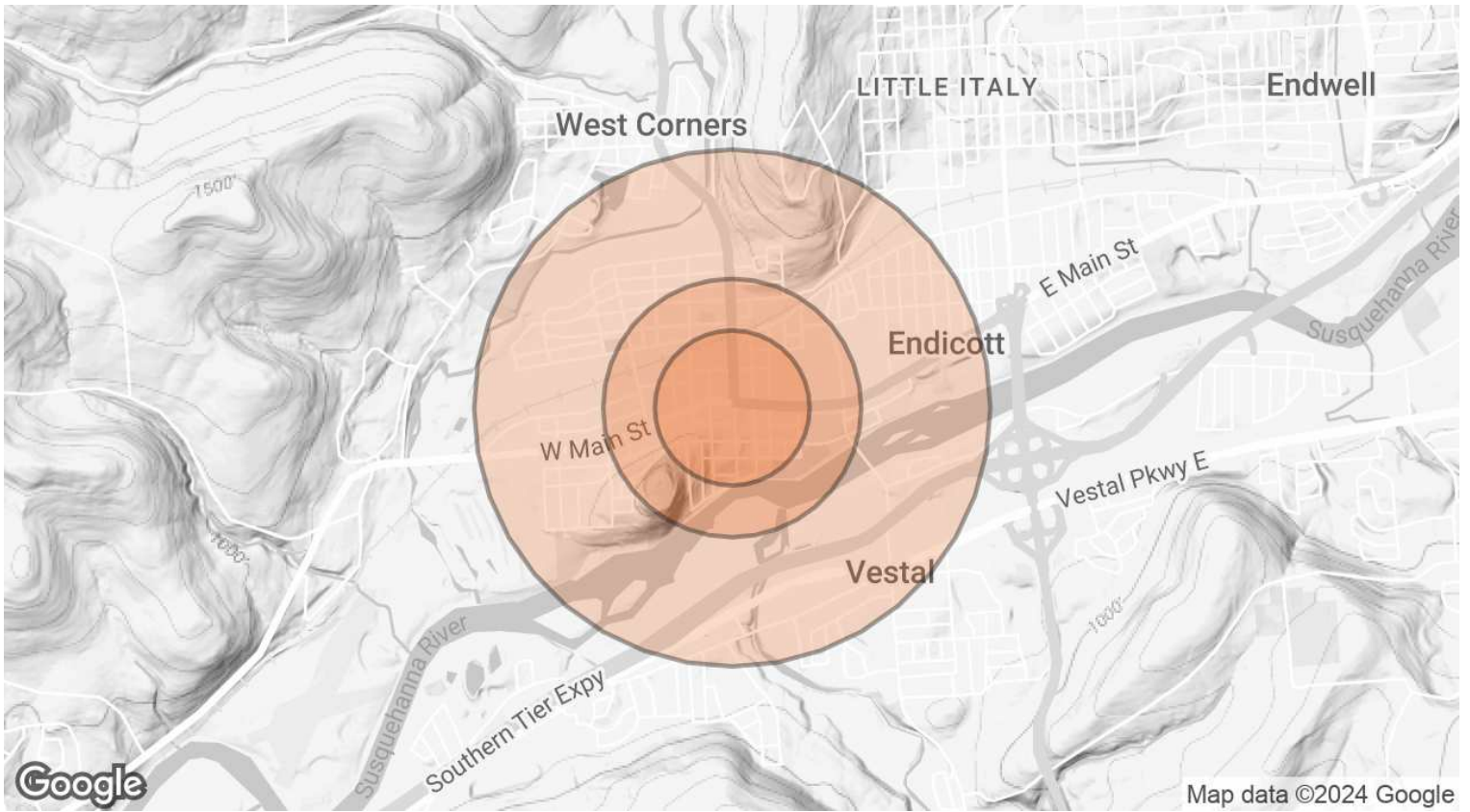


SECTION 6

Demographics



DEMOGRAPHICS MAP & REPORT



POPULATION

	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	1,640	4,267	10,123
AVERAGE AGE	45	44	43
AVERAGE AGE (MALE)	42	41	42
AVERAGE AGE (FEMALE)	47	46	45

HOUSEHOLDS & INCOME

	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	766	2,025	4,640
# OF PERSONS PER HH	2.1	2.1	2.2
AVERAGE HH INCOME	\$74,197	\$73,666	\$79,482
AVERAGE HOUSE VALUE	\$130,628	\$136,941	\$141,999

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 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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