82 South Main Street

Mixed-Use Investment Opportunity

Dream Homes REAL ESTATE.

Prepared for qualified investors

Executive Summary

Asset Overview

• 15,000± SF mixed-use property in downtown Wilkes-Barre.
• Diversified income from 5 commercial units and 4 residential apartments.

• C-3 Commercial zoning supports flexible commercial and residential use.

• Current scheduled gross income of $126,960 and NOI of $91,182.

Investment Positioning

• Strong 9.13% going-in cap rate at the $999,000 asking price.
• Below-market rent upside in select residential and commercial spaces.

• Executive office can be maintained, split, or repositioned into apartments.

• Prepared concept plans provide a defined path for future value creation.

$999K
Asking Price

$91,182
NOI

9.13%
Cap Rate

$126,960
Gross Income

9
Income Spaces

By the Numbers

$999K Asking Price	**$91,182** NOI	**9.13%** Cap Rate	**$126,960** Gross Income
15,000± SF Total Area	**9** Income Spaces	**5** Commercial Units	**4** Residential Units
4,400 SF Executive Office	**C-3** Zoning	**EPDM ~5 Yrs** Roof	**$2,400** Laundry Income

Property Overview

Building Profile

- 15,000± SF mixed-use asset
- 5 commercial units + 4 residential apartments
- Prominent Main Street corner location
- Brick construction with EPDM roof approximately 5 years old
- Coin laundry provides ancillary income

Operational Notes

- Public water and sewer
- Separately metered gas and electric utilities
- Downtown street frontage and walkability
- Current executive office tenant provides stable in-place income
- Prepared concept plans support apartment conversion pathway

Unit Mix

Category	Count	Notes
Commercial Units	5	Retail, studio, office, and executive office uses
Residential Apartments	4	Three 2-bedroom units plus one efficiency
Executive Office	1	4,400 SF with multiple future strategies
Ancillary Income	1	Coin-operated laundry
Total Income Spaces	9	Diversified rent roll across multiple tenant types

Key Takeaway

- The income profile is not dependent on one tenant category.
- Residential, commercial, laundry, and office income create multiple paths to stabilize and improve NOI.

Utility & Operating Advantages

Tenant-Paid Utilities

• Gas and electric service are separately metered.
• Separate metering helps limit owner exposure to tenant consumption.

• Utility structure supports clearer expense allocation and underwriting.

Building Infrastructure

• Public water and public sewer service.
• Brick construction and an EPDM roof approximately 5 years old.

• Downtown mixed-use layout supports commercial and residential operations.

Ancillary Income & Location Support

• Coin-operated laundry provides ancillary income.
•

• Nearby public parking, transit, dining, and services support tenant demand.

Operating Takeaway

• The combination of separate gas and electric metering, public utilities, durable construction, and operating advantages support efficient mixed-use ownership.

Rent Roll — Commercial

Suite	SF	Current Rent	Pro Forma	Notes
1A	630	$650	$650	Commercial Unit
1B	350	$450	$450	Commercial Unit
1C	2,100	$1,350	$1,500–$1,600	Commercial Unit
1D	1,500	$600	$1,000–$1,100	Below-market rent upside
Executive	4,400	$3,500	Current	Maintain / split / convert optionality
Commercial Total	8,980	$6,550/mo	$7,100–$7,300/mo	$78,600 annual current commercial income

Commercial Income Summary

• Current annual commercial income: $78,600.
• Executive office is held at current rent in the pro forma to avoid overstating upside.

• Primary near-term upside is renewal / lease-up growth in select commercial units.

Rent Roll — Residential & Income Summary

Unit	Layout	SF	Current Rent	Pro Forma
1	2BR / 1.5BA	880	$1,200	$1,300–$1,450
2	2BR / 1BA	1,050	$1,050	$1,350–$1,500
3	2BR / 1BA	750	$900	$1,150–$1,300
4	Efficiency	550	$680	$850–$1,000
Residential Total	—	3,230	$3,830/mo	$4,650–$5,250/mo

Income Category	Annual Amount
Commercial Income	$78,600
Residential Income	$45,960
Laundry Income	$2,400
Scheduled Gross Income	$126,960
Operating Expenses	$35,777.76
Net Operating Income	$91,182.24

Residential Upside

• Current residential income totals $45,960 annually.
• Pro forma rent ranges indicate potential organic upside as leases renew and units turn.

Financial Performance

Metric	Value
Gross Income	$126,960
Operating Expenses	$35,777.76
NOI	$91,182.24
Cap Rate	9.13%
Annual Debt Service	≈ $68,700
Cash-on-Cash	≈ 10.0%

Financing Illustration

• 25% down illustration
• Loan amount: $749,250

• 20-year amortization

• Executive office held at current rent in pro forma

• Laundry income included

Underwriting Takeaway

• At the $999,000 asking price, the property produces a strong in-place yield while retaining meaningful long-term upside through rent growth and executive office optionality.

Prime Downtown Wilkes-Barre Location

Main Street visibility • Walkable amenities • Public parking • Transit access

Walkable Downtown Anchors

• Public Square and the central downtown business district
• Wilkes University campus and student-oriented amenities

• Greater Wyoming Valley YMCA

• River Common and riverfront recreation

• Restaurants, cafés, nightlife, retail, and professional services

• Multiple public parking lots / garages and LCTA transit access

Why the Location Matters

• 82 South Main Street sits within the walkable downtown core, supporting both commercial tenants and residential occupants.
• Access to education, recreation, dining, parking, transit, and everyday services broadens the tenant base and strengthens long-term mixed-use flexibility.

Executive Office — Existing Condition

$3,500/mo
Current Rent

4,400 SF
Office Area

$42,000
Annual Income

Flexible
Strategy

Current Use

• The executive office is currently treated as an income-producing commercial component.
• The current rent is retained in the underwriting to keep the pro forma conservative.

• This space is the main value-add lever for a future owner.

Strategic Importance

• Keep the cash flow in place, split the suite for multiple tenants, or redevelop into additional apartments.
• Prepared concept plans reduce uncertainty and allow investors to evaluate multiple paths.

Executive Office Option 1 — Maintain Current Use

Strategy

• Maintain the 4,400 SF executive office as a single large office tenancy.
• Preserve current monthly rent of $3,500.

• Avoid major construction costs and maintain stable in-place income.

• Best fit for a buyer prioritizing cash flow and operational simplicity.

Pros

• Lowest execution risk
• No near-term construction disruption

• Simple underwriting

• Maintains current commercial income

Considerations

• Less upside than a split or apartment conversion strategy
• Tenant rollover still needs to be monitored over time

Executive Office Option 2 — Split Into Two Suites

Strategy

- Divide the executive office into two smaller executive office suites.
- Broaden the tenant pool compared with one large office tenant.
- Potentially improve rent stability by reducing single-tenant exposure.
- Moderate execution complexity compared with apartment conversion.

Potential Benefits

- Improved lease flexibility
- Reduced reliance on one tenant
- Potential for stronger aggregate rent
- Retains commercial use and avoids residential conversion complexity

Best Fit

- Owner seeking upside without fully repositioning the space.
- Buyer focused on long-term tenant diversification and manageable improvements.

Executive Office Option 3 — Apartment Conversion

Strategy

• Convert the executive office into four luxury apartments using prepared concept plans.
• Potential apartment layouts are expected to be larger, higher-rent units than the current residential mix.

• This is the highest-upside path, but also the highest execution path.

• A buyer should verify construction costs, code, permitting, sprinklers, and final zoning requirements.

4
Potential New Units

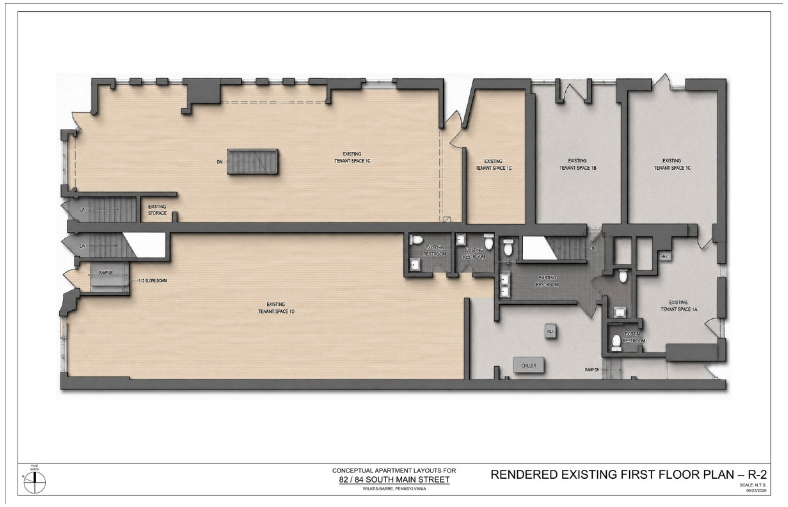
Luxury Apts
Target Unit Type

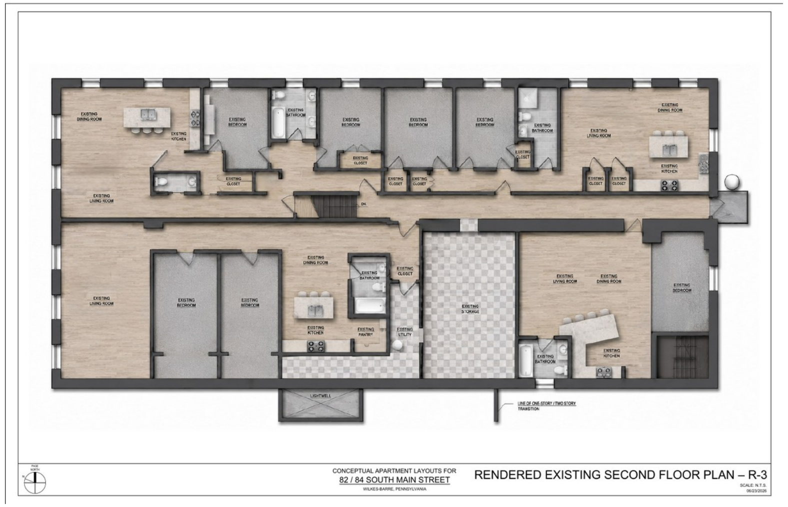
Investor Takeaway

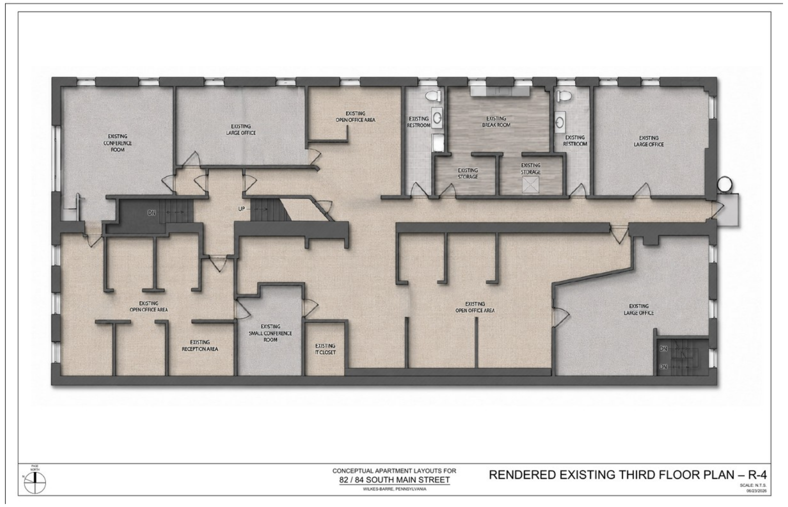
• This option could materially increase residential income and long-term asset value if executed properly.
• The prepared concepts give buyers a clear starting point for underwriting and planning.

Existing Floor Plans

Rendered plans provide a clear view of the current building configuration. Plans are conceptual / informational and should be independently verified.





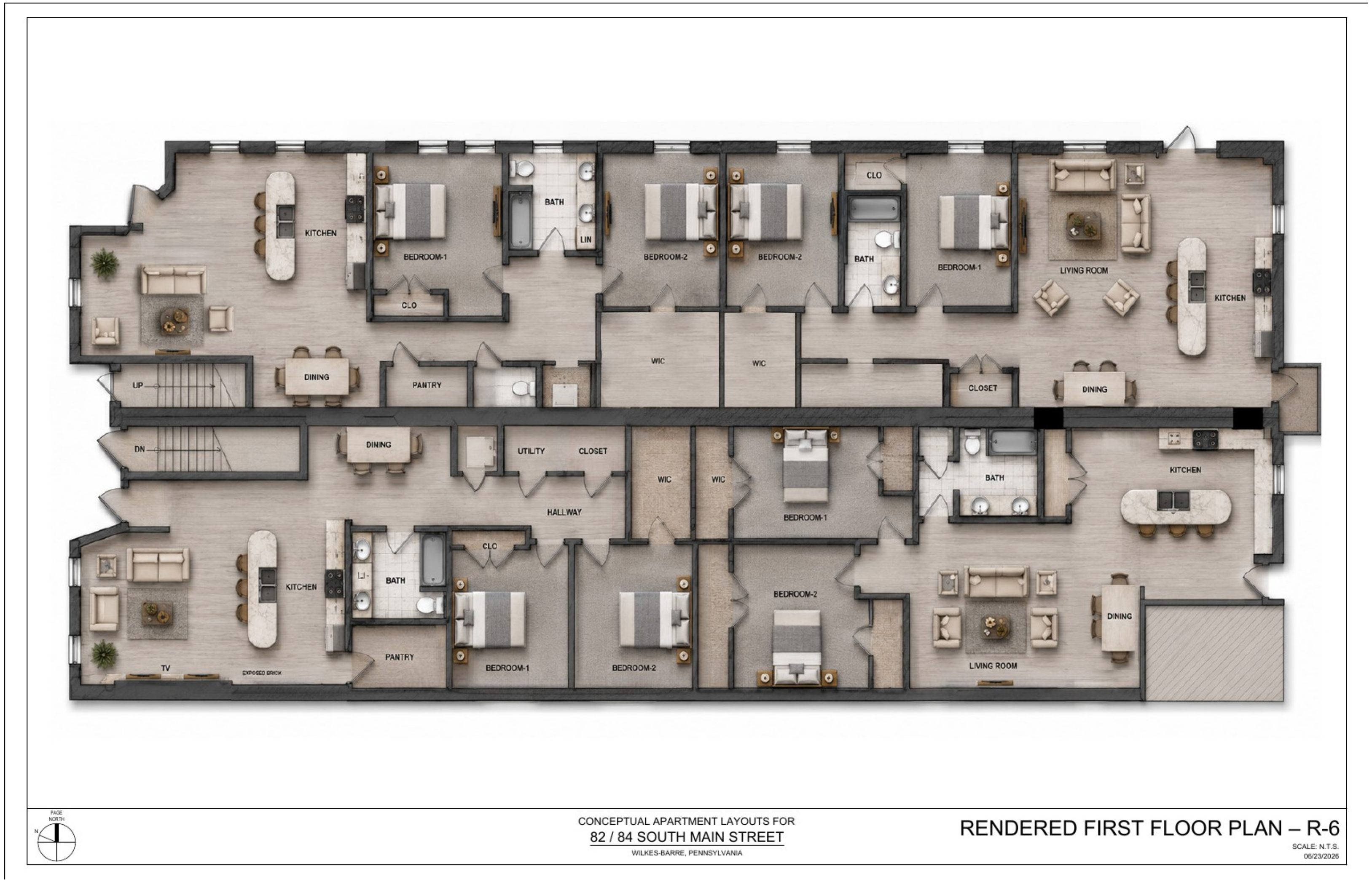


Existing First Floor

Existing Second Floor

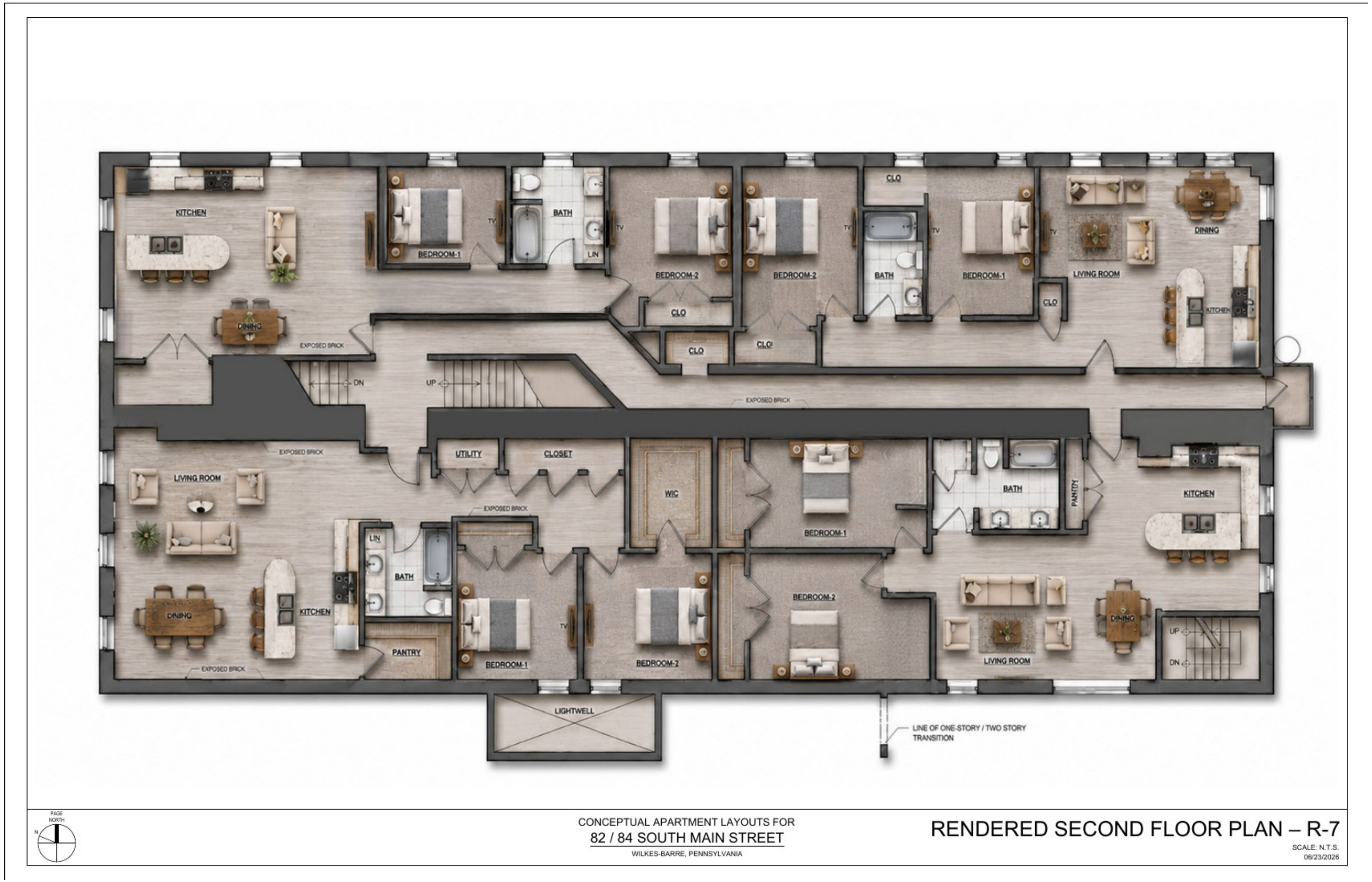
Existing Third Floor

Conceptual Apartment Conversion - First Floor



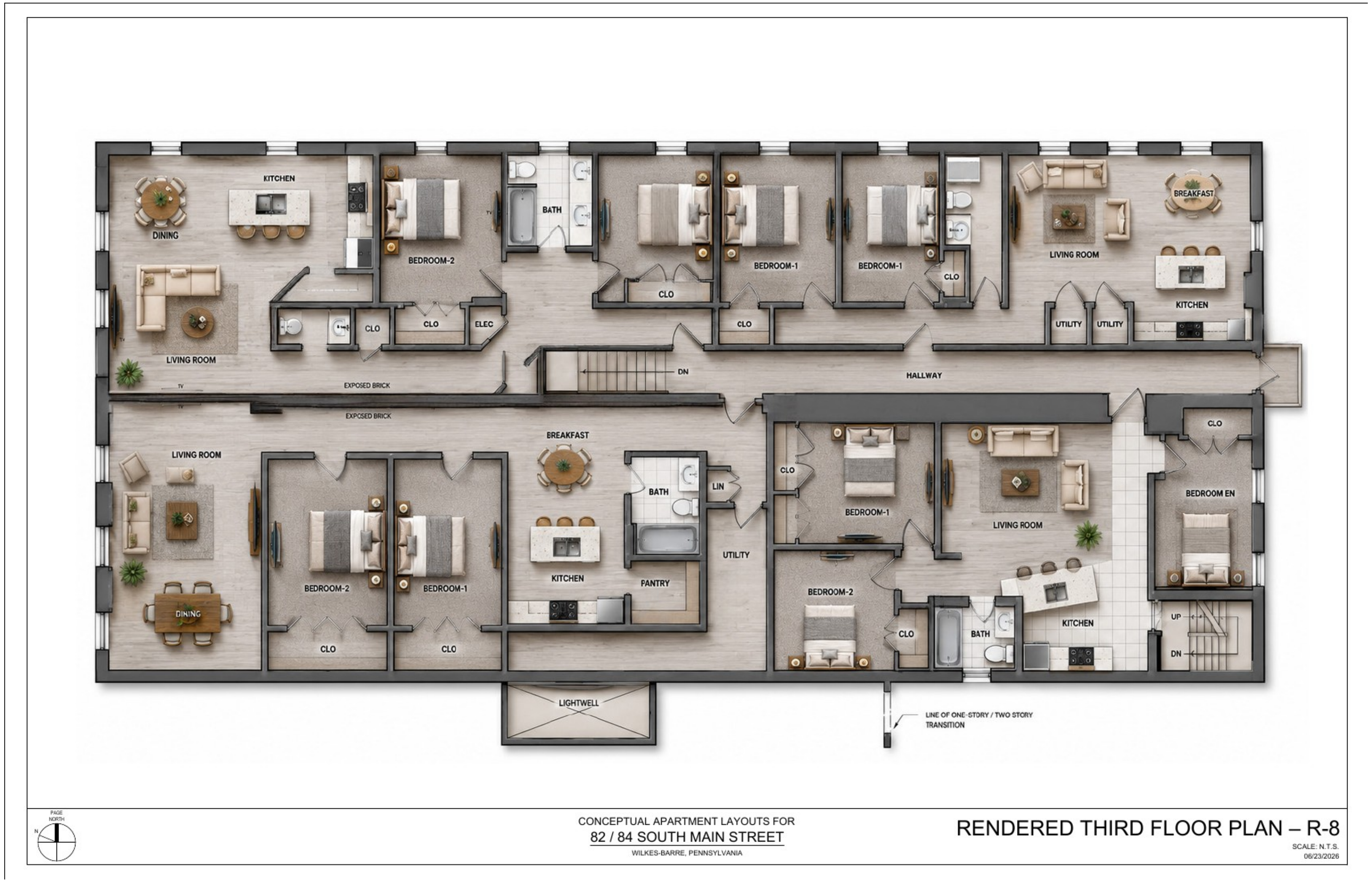
Concept plan illustrating potential residential redevelopment. Final unit count, dimensions, approvals, code compliance, sprinklers, and construction scope are subject to buyer due diligence.

Conceptual Apartment Conversion - Second Floor



Prepared architectural concepts give investors a defined starting point for evaluating the office-to-residential strategy.

Conceptual Apartment Conversion - Third Floor



The conversion concepts demonstrate flexibility and potential long-term value creation; they are not approved construction documents.

Value-Add Opportunities

Organic Rent Growth

• Increase below-market residential rents over time.
• Improve select commercial lease rates at renewal or turnover.

• Continue collecting laundry income as an ancillary revenue stream.

Executive Office Optionality

• Maintain current executive office rent.
• Split into two smaller executive suites.

• Convert into four apartments with prepared conceptual plans.

Operational Execution

• Standardize lease renewals and tenant files.
• Leverage separately metered gas and electric utilities while verifying common-area expense assumptions.

• Prioritize improvements that drive rent and tenant quality.

Bottom Line

• The property does not require one specific redevelopment path to justify the investment case. It offers immediate income with several future value levers.

Investment Thesis

Core Thesis

• Acquire a downtown mixed-use asset at a strong going-in yield.
• Benefit from diversified income across commercial, residential, office, and laundry revenue.

• Preserve immediate cash flow while evaluating higher-upside strategies.

• Use prepared concept plans to underwrite future apartment conversion potential.

Risk Controls

• Executive office held at current rent in the pro forma.
• Buyer should independently verify leases, expenses, zoning, measurements, and construction costs.

• Multiple strategies reduce reliance on a single redevelopment outcome.

Recommendation

• Best suited for an investor comfortable with mixed-use operations who wants strong current yield plus clear long-term optionality.

Why Invest in 82 South Main?

Strong In-Place Yield
• 9.13% going-in cap rate and $91,182 NOI.

Diversified Income
• Five commercial units, four apartments, office income, and laundry revenue.

Prime Downtown Setting
• Walkable to Public Square, Wilkes University, the YMCA, River Common, dining, parking, and transit.

Utility Efficiency
• Separately metered gas and electric service helps control owner exposure.

Current Cash Flow
• The investment case works without requiring immediate redevelopment.

Executive Office Optionality
• Maintain, divide, or pursue apartment conversion using prepared concepts.

Durable Building Profile
• Brick construction, public utilities, and an EPDM roof approximately 5 years old.

Multiple Exit Strategies
• Flexible C-3 zoning and mixed-use demand support long-term adaptability.

Sources & Disclaimers

Important Notes

• Financial information is believed reliable but is not guaranteed.
• Buyers should independently verify rent roll, leases, expenses, taxes, insurance, utility structure, square footage, zoning, and permitted uses.

• Pro forma rents and value-add scenarios are estimates only and are not guarantees of future performance.

• Any apartment conversion strategy should be reviewed with qualified architects, engineers, contractors, code officials, lenders, and municipal authorities.

Brokerage Note

• Offering materials are for discussion purposes only and should not replace buyer due diligence.

Contact / Lead Agent

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