

**270 MAIN STREET**  
HIGHLAND FALLS, NY



PROMINENTLY POSITIONED ON MAIN STREET IN HIGHLAND FALLS, NY

**Marcus & Millichap**  
NYM GROUP



# 270 MAIN STREET HIGHLAND FALLS, NY

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# INVESTMENT OVERVIEW

Located at 270 Main Street, Highland Falls, NY, this mixed-use property presents an exceptional investment opportunity in a growing submarket. The asset consists of six units, including four residential units and two commercial spaces, totaling 7,570 square feet. Positioned in a prime location with convenient access to major transportation routes and local amenities, this property benefits from both a stable cash flow and significant upside potential through renovations.



## BUILDING OVERVIEW

This mixed-use property consists of six units, including four residential and two commercial spaces, totaling 7,570 square feet. With its prime location and renovation potential, the property offers a unique opportunity for investors to unlock substantial value.



## STRONG RENT GROWTH POTENTIAL

With significant upside potential, residential rents are projected to increase by 12%, and commercial rents are also poised for growth through planned renovations. This allows for immediate value creation and long-term income stability.



## PRO FORMA NOI GROWTH

The property is projected to achieve a 12.3% increase in Net Operating Income (NOI), from \$88,899 to \$99,818, reflecting the successful execution of the planned renovations and rental adjustments.



## STRATEGIC LOCATION

Located in the growing community of Highland Falls, NY, this property offers easy access to major highways and local amenities. With proximity to schools, parks, and transportation corridors, it is well-positioned to attract both residential tenants and commercial tenants.



## UPGRADED COMMERCIAL SPACE POTENTIAL

The commercial units, currently leased below market, present an opportunity to renovate and increase rents, capitalizing on the high demand for retail and office space in the area.



## TURN-KEY INVESTMENT

While the property currently generates stable income, it is positioned for enhanced value through planned renovations. Once completed, these upgrades will result in higher rents, improved cash flow, and increased asset value with minimal deferred maintenance.

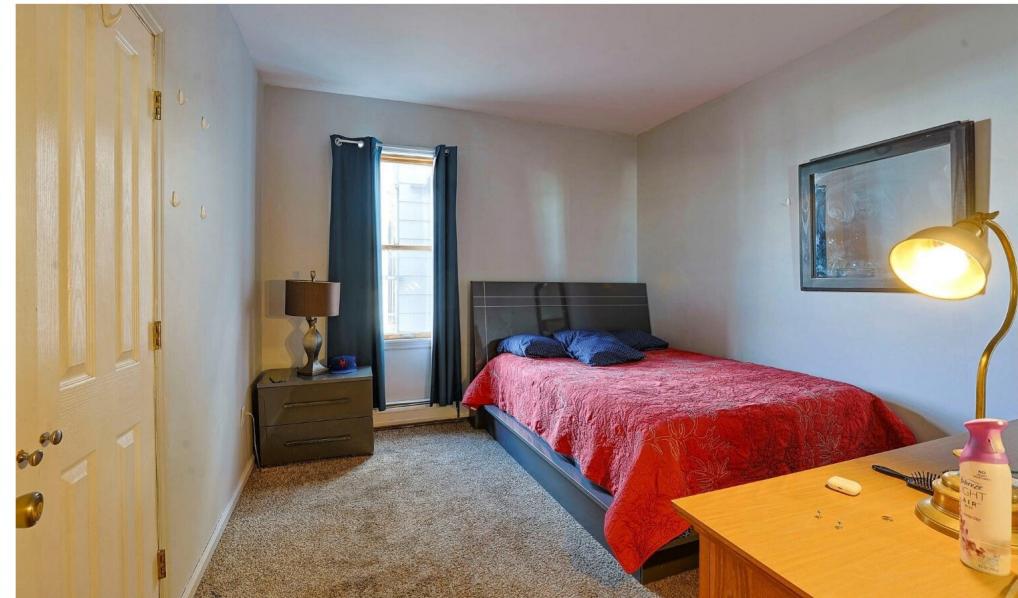
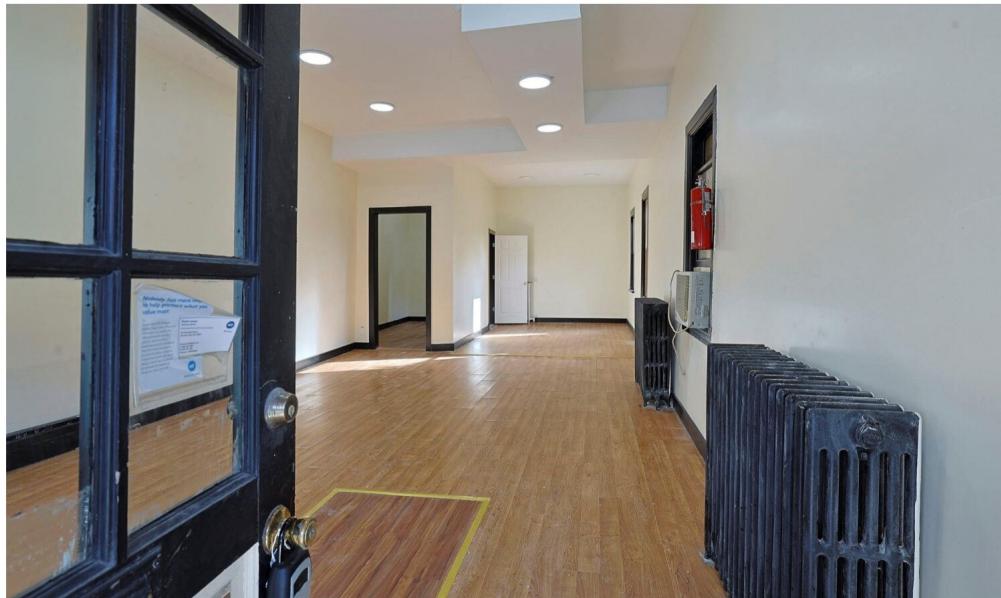
## PROPERTY DESCRIPTION

### Property Detail

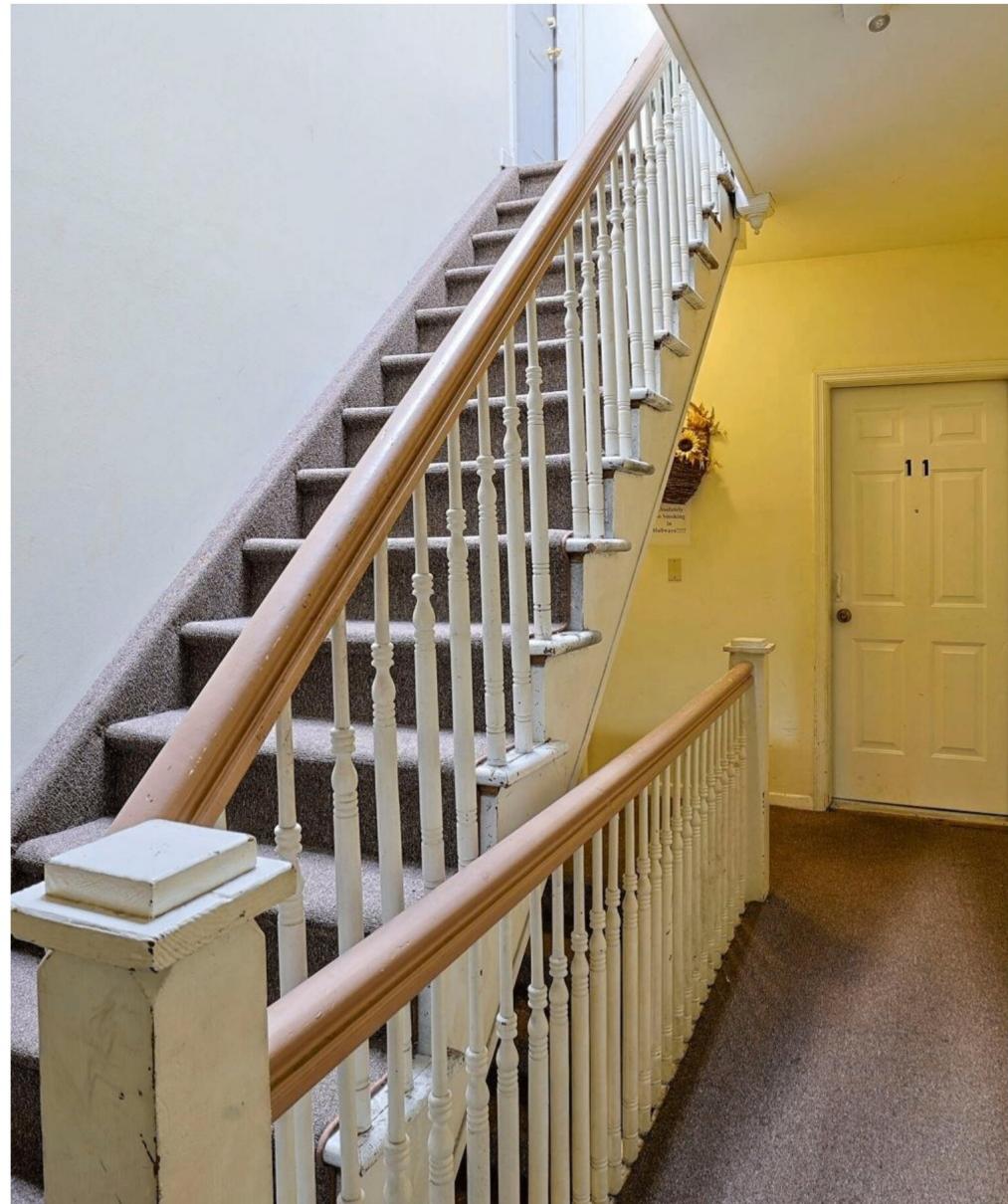
Address	270 Main Street, Highland Falls, NY
County	Orange
Residential Units	4
Retail Units	2
Building Size	7,570 SF
Occupancy	100%
Built	1950



## INTERIOR PHOTOS



## INTERIOR PHOTOS



# FINANCIAL OVERVIEW

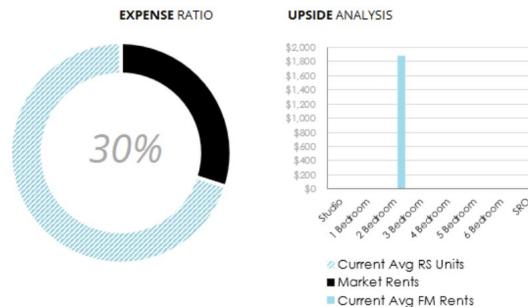
## OFFERING PRICE

**\$1,300,000**

**67%** RATIO OF FAIR  
MARKET UNITS

**13%** PROPERTY TAXES  
RATIO

**\$2,100** PRO FORMA AVERAGE  
MONTHLY RENT



## PROPOSED DEBT

(\$61,645)	(\$61,645)
Debt Coverage Ratio	1.43
Net Debt Cash Flow After Debt Service	\$37,336
Loan Amount	\$805,000
Interest Rate	6.50%
Amortization	30

<b>\$/SF</b>	<b>\$120</b>
<b>\$/UNIT</b>	<b>\$216,667</b>
<b>TOTAL SF</b>	<b>10,824</b>
<b>TOTAL UNITS</b>	<b>6</b>
<b>CURRENT METRICS</b>	
<b>CAP RATE</b>	<b>6.8%</b>
<b>GRM</b>	<b>9.9</b>
<b>PRO FORMA METRICS</b>	
<b>CAP RATE</b>	<b>7.6%</b>
<b>GRM</b>	<b>9.0</b>
<b>CASH ON CASH</b>	<b>7.54%</b>

	CURRENT	PRO FORMA
Gross Potential Residential Rent	\$90,000	\$100,800
Gross Potential Commercial Rent	\$41,400	\$43,200
Gross Income	\$131,400	\$144,000
Vacancy/Collection Loss	(\$4,500)	(\$5,040)
Other Income	\$0	\$0
Effective Gross Income	\$126,900	\$138,960
<i>Average Residential Rent/Month/Unit</i>	<i>\$1,875</i>	<i>\$2,100</i>
<b>EXPENSES</b>		
Property Taxes	\$16,402	\$16,894
Fuel (Tenants pay for heat)	\$0	\$0
Insurance	\$6,000	\$6,180
Water and Sewer	\$2,400	\$2,472
Repairs and Maintenance	\$3,000	\$3,090
Common Electric	\$1,893	\$1,949
Super Salary	\$3,000	\$3,090
Management Fee	\$3,807	\$3,921
General Administration	\$1,500	\$1,545
Total Expenses	\$38,002	\$39,142
<b>Net Operating Income</b>	<b>\$88,899</b>	<b>\$99,818</b>

## LEASE STATUS ANALYSIS

UNIT BREAKDOWN	% OF TOTAL	AVG. RENT
Total Units	--	\$1,825
Total FM Units	67%	\$1,875
Total Commercial	33%	\$1,725

## UNIT TYPE ANALYSIS

TYPE	% OF TOTAL	AVG. RENT
2 Bedroom	100%	\$1,875

# RENT ROLL

## COMMERCIAL RENT

UNIT	TENANT NAME	LEASE START	SF	ACTUAL	PRO FORMA	\$/PSF
1	Deli	-	1,000	\$1,700	\$1,800	\$22
2	Cafe	-	1,000	\$1,750	\$1,800	\$22
<b>MONTHLY COMMERCIAL REVENUE</b>			<b>2,000</b>	<b>\$3,450</b>	<b>\$3,600</b>	

## RESIDENTIAL RENT

UNIT#	STATUS	BEDROOMS	ROOMS	ACTUAL	PRO FORMA
1	FM	2 Bedroom	4	\$1,875	\$2,100
2	FM	2 Bedroom	4	\$1,875	\$2,100
3	FM	2 Bedroom	4	\$1,875	\$2,100
4	FM	2 Bedroom	4	\$1,875	\$2,100
<b>MONTHLY RESIDENTIAL REVENUE</b>			<b>8</b>	<b>16</b>	<b>\$7,500</b>
<b>ANNUAL RESIDENTIAL REVENUE</b>					<b>\$90,000</b>
<b>ANNUAL COMMERCIAL REVENUE</b>					<b>\$41,400</b>
<b>TOTAL ANNUAL REVENUE</b>					<b>\$131,400</b>
					<b>PRO FORMA</b>
					<b>\$144,000</b>

There are currently 0 vacant units in the building. The super lives off site.

There are 6 total units.

## INCOME AND EXPENSE ANALYSIS

GROSS POTENTIAL INCOME		ACTUAL		PRO FORMA	
		%EGI	\$/UNIT	%EGI	\$/UNIT
Gross Potential Residential Rent	\$90,000	68%	\$22,500	\$100,800	70%
Gross Potential Commercial Rent	\$41,400	32%	\$20,700	\$43,200	30%
Gross Income	\$131,400		\$21,900	\$144,000	
Vacancy/Collection Loss	(\$4,500)	5%	(\$750)	(\$5,040)	5%
<b>Effective Gross Income</b>	<b>\$126,900</b>		<b>\$21,150</b>	<b>\$138,960</b>	
Average Residential Rent/Month/Unit	\$1,875			\$2,100	
EXPENSES					
Property Taxes	Projected	\$16,402	13%	\$2,734	\$16,894
Insurance	Projected	\$6,000	5%	\$1,000	\$6,180
Water and Sewer	Projected	\$2,400	2%	\$400	\$2,472
Repairs and Maintenance	Projected	\$3,000	2%	\$500	\$3,090
Common Electric	Projected	\$1,893	1.5%	\$0.25	\$1,949
Super Salary	Projected	\$3,000	2%	\$500	\$3,090
Management Fee	Projected	\$3,807	3%	\$635	\$3,921
General Administration	Projected	\$1,500	1%	\$250	\$1,545
<b>Total Expenses</b>		<b>\$38,002</b>	<b>30%</b>	<b>\$6,334</b>	<b>\$39,142</b>
<b>Net Operating Income</b>		<b>\$88,899</b>			<b>\$99,818</b>
LEASE STATUS MIX					
UNIT BREAKDOWN		% OF TOTAL		RENT	TOTAL
Total Units		--		\$10,950	6
Total FM Units		67%		\$7,500	4
<b>Total Commercial</b>		<b>33%</b>		<b>\$3,450</b>	<b>2</b>
RENTAL ANALYSIS BY UNIT TYPE					
TYPE		% OF TOTAL		RENT	TOTAL
2 Bedroom		100%		\$7,500	4
					<b>\$1,875</b>



**\$1,875**

AVERAGE RENT PER MONTH

**100%**

FAIR MARKET PERCENT

**13%**

TAXES AS PERCENT OF EGI

**30%**

EXPENSE RATIO

## HIGHLAND FALLS, NY

Highland Falls, NY, is a picturesque village located in Orange County, just 50 miles north of New York City. Nestled between Bear Mountain and the U.S. Military Academy at West Point, the village combines natural beauty with a strategic location that appeals to both residents and businesses. The local real estate market has seen steady growth, with the average home value rising 6.7% in the past year to approximately \$394,589. The median home price in April 2025 stands at \$430,000, reflecting a 4.9% increase year-over-year, demonstrating the area's strong market demand.

The rental market in Highland Falls also shows robust dynamics, with average rents at \$2,005 per month—significantly above the national average. The market benefits from a mix of military personnel, students from West Point, and young professionals attracted by the area's proximity to New York City and its scenic surroundings. Additionally, properties in Highland Falls typically sell in about 87 days, indicating healthy market activity.

Highland Falls is also supported by its proximity to key educational institutions, including the Highland Falls-Fort Montgomery Central School District, and its strong military presence due to West Point. The village is home to a population of approximately 3,684 residents, with a median household income of \$65,192. The growing residential and commercial appeal, alongside its community-driven lifestyle, positions Highland Falls as a solid investment opportunity with both short- and long-term growth potential.

# MARKET HIGHLIGHTS



## STRONG HOME VALUE APPRECIATION

Highland Falls has experienced a 6.7% increase in home values over the past year, with the average home price reaching \$394,589. The consistent growth indicates a healthy and stable residential market, driven by the village's appeal as a suburban retreat near New York City.



## LOW DAYS ON MARKET

Homes in Highland Falls typically sell within 87 days, reflecting a relatively fast-moving market. This suggests high demand for properties, particularly from military personnel and employees of nearby West Point, as well as individuals seeking a suburban lifestyle with easy access to the city.



## SIGNIFICANT RENTAL GROWTH

The rental market in Highland Falls has shown a notable 23% higher-than-average rent compared to the national rate.



## RISING RENTAL RATES

The average rent in Highland Falls stands at \$2,005 per month, significantly higher than the national average. This is a key indicator of the area's attractiveness to renters, driven by a combination of its proximity to West Point and New York City.



## PROXIMITY TO U.S. MILITARY ACADEMY AT WEST POINT

Highland Falls benefits from its close proximity to the U.S. Military Academy, a major economic and cultural hub. This generates steady demand for both residential and commercial spaces.



## STEADY ECONOMIC GROWTH

With a population of around 3,684 and a median household income of \$65,192, Highland Falls maintains a stable local economy.



270  
Main Street

Marcus & Millichap  
NYM GROUP

270  
MAIN STREET  
HIGHLAND FALLS, NY

Main St

## MAJOR EMPLOYER



The employment landscape surrounding 270 Main St, Highland Falls, NY, is characterized by significant representation in healthcare, higher education, technology, and logistics. Key employers within commuting distance include Columbia University Irving Medical Center, Montefiore Medical Center, and Albert Einstein College of Medicine, all major institutions anchoring the region's robust healthcare and academic sectors—each employing thousands and supporting secondary job markets. IBM's substantial presence in the Hudson Valley reinforces the area's longstanding technological and research-oriented economy.

Amazon adds further diversity and employment stability with its logistics and fulfillment operations, reflecting recent growth in regional e-commerce and supply chain industries. The area's access to Interstate 87 and proximity to the Metro-North rail network support commuter connectivity to New York City and surrounding counties, broadening employment opportunities for residents. Collectively, the diversified employer base and transportation infrastructure contribute to economic resilience, making the region surrounding Highland Falls a stable and attractive market for prospective property buyers and tenants.

Company	Industry	Employees	Distance
Columbia University Irving Medical Center	Higher Education/Healthcare	8,000	43.9 mi
Montefiore Medical Center	Healthcare	6,000	50.0 mi
Albert Einstein College of Medicine	Higher Education/Research	2,500	50.0 mi
IBM	Technology/Manufacturing	2,000	28.0 mi
Amazon	Logistics/Warehousing	1,500	14.5 mi



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