



MIXED USE FOR SALE

# Mixed-Use Owner User Opportunity

## Price: \$399,900

OFFERING MEMORANDUM | 357 16TH AVENUE | IRVINGTON, NJ

Exclusively Listed by

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# Table of Contents

Professional Bio .....	3
Property Summary .....	5
Property Photos .....	6
Demographics .....	9
Disclaimer .....	10

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All data and assumptions regarding financial performance, including those used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by KW Commercial in compliance with all applicable fair housing and equal opportunity laws.

# Professional Bio



## CHERYL DARMANIN

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111786, New Jersey

CHERYL DARMANIN, MCNE, CSMS, ABR, SFR  
Broker Associate, Real Estate Advisor and Regional Commercial Ambassador

The Darmanin Group powered by Keller Williams Commercial

Cheryl Darmanin joined Keller Williams Commercial in 2017 and has since built a reputation as a trusted advisor and skilled negotiator in the commercial real estate sector. She is a Master Certified Negotiation Expert, Strategic Marketing Specialist, Accredited Buyer's Representative, and Short Sale and Foreclosure Resource. In addition, she is a certified Real Estate Advisor through the National Association of Expert Advisors.

Cheryl actively contributes to the commercial real estate community and beyond, serving on several boards and organizations. Her affiliations include CREWNJ (Commercial Real Estate Women of NJ), FIABCI (International Real Estate Federation), Millburn Short Hills Chamber of Commerce, Morris County Chamber of Commerce, and the Board of Advisors for the Touro College Graduate School of Business. She is a past president of the Harding Township Education Foundation (HTEF), past co-chair of the South Orange Village Alliance Business Recruitment Committee, and has been involved with AWNY (Advertising Women of New York), B.I.G. (Believe, Inspire, Grow), and the Overlook Hospital Auxiliary. She also coaches new real estate agents entering the profession.

Based in New Jersey, Cheryl has successfully represented clients in the acquisition and disposition of assets across all major commercial real estate classes, including retail, hospitality, industrial, multifamily, office, and medical. Her client base ranges from tenants and local property owners to institutional investors.

Before transitioning into real estate, Cheryl built a 20-year career in media and marketing sales. She began in local ad sales for The Weather Channel in Atlanta and later helped establish network operations in London, Düsseldorf, and Amsterdam. Upon returning to the U.S., she became Operations Manager for TWC's Ad Sales Division in New York. She then expanded into digital marketing sales, holding senior sales executive roles with ABCNews.com/ABC Entertainment, Women.com (iVillage.com), and USAToday.com.

Cheryl's leadership career advanced further at Yahoo!, where she served as Managing Director of Account Management for the U.S., Canada, and Latin America. In this role, she was responsible for over \$1 billion in revenue and led a team of 250 professionals.

Her commercial real estate career has been consistently recognized with top honors. Cheryl is a multi-year recipient of the NAR Circle of Excellence Award (2014, 2019–2024). She has also been recognized with KWRI's Gold and Silver Awards, Top Associate awards for units and volume, Top 25 Producer recognition, Sale of the Year, and Top Ten Agent honors.

Cheryl's background blends deep expertise in sales, marketing, and negotiation with a passion for real estate economics. This combination allows her to provide clients with informed, strategic, and results-driven guidance across all aspects of commercial real estate.

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# Professional Bio



## JAMES HUGHES

Broker

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**Direct:** 201.675.1210

For more than 21 years, clients across New Jersey have trusted James Hughes with one of their most significant assets. As a seasoned Broker-Salesperson known for disciplined pricing strategy, advanced valuation skills, and steady, solutions-oriented negotiation, James delivers clarity and results in every market condition.

James represents sellers, buyers, builders, and investors across both urban and suburban communities in Northern New Jersey. His approach blends rigorous market analytics, multiple data sources, and comprehensive comparable-market evaluations to guide clients in making informed decisions that align with their goals. Whether navigating a competitive purchase, preparing a property for market, or advising on a development or investment opportunity, James brings structure, strategy, and a high level of care to each relationship.

He leads The James Hughes Team at Keller Williams NJ Metro Group, a group of agents and support professionals who reflect his commitment to high-touch communication, strategic marketing, and an elevated client experience. The team has earned consistent 5-star ratings on Zillow and other major real estate platforms and is recognized for its data-driven guidance and standards of excellence.

James holds the Pricing Strategy Advisor (PSA), Accredited Buyer Representative (ABR), and Certified Distressed Property Expert (CDPE) designations, as well as the Short Sale and Foreclosure Resource (SFR) and At Home With Diversity (AHWD) certifications from the National Association of Realtors®. He is a six-time recipient of the New Jersey Realtors® Circle of Excellence Sales Award and previously served on the New Jersey Realtors® Equal Opportunity / Cultural Diversity Committee, including as Chairperson in 2018 during the 50th anniversary of the Fair Housing Act.

A long-time New Jersey resident and committed community advocate, James helps sellers, buyers, builders, and investors move forward with confidence, supported by precise information and a thoughtful approach to every transaction.

# Property Summary



## Property Summary

Building SF:	2,293
County:	NJ - Essex
Lot Size:	0.05 Acres
Parking:	Street
Price:	\$399,900
Zoning:	Commercial/Mixed Use

## Property Overview

Excellent opportunity to own a mixed-use property in Irvington just off Grove Street. The building features a street-level commercial storefront and a spacious three-bedroom residential apartment above, offering flexibility for owner-operators, entrepreneurs, or investors seeking both business space and residential income.

- Street-level commercial space with open layout suitable for retail, office, or personal service uses
- Large basement providing additional storage or operational space
- Three-bedroom residential apartment with updated kitchen cabinetry and modern bathroom finishes
- Separate utilities for the commercial and residential units
- Potential value-add opportunity including possible commercial-to-residential conversion or adding an additional floor (subject to township approvals)

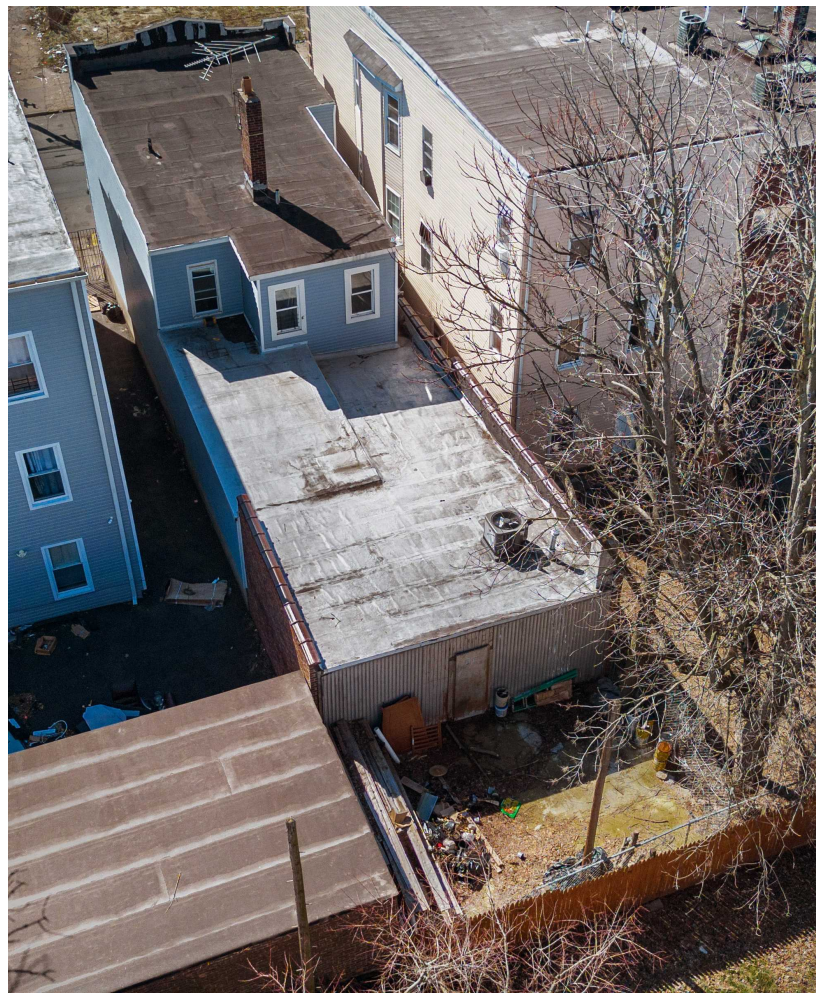
## Location Overview

Located in Irvington just off Grove Street, the property sits within a densely populated area with strong demand for neighborhood businesses. The location supports a wide range of local retail, service, and professional uses while benefiting from convenient access to major commuter routes. The surrounding neighborhood provides a steady customer base and residential density that supports neighborhood-serving businesses, positioning the property well for both owner-operators and investors.

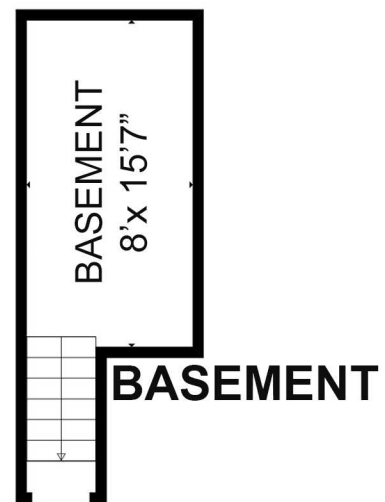
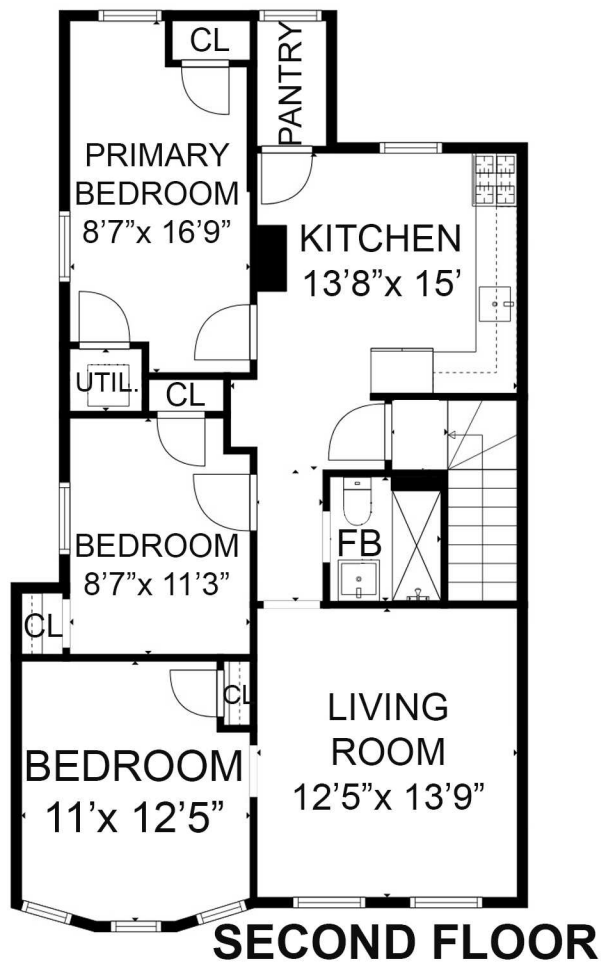
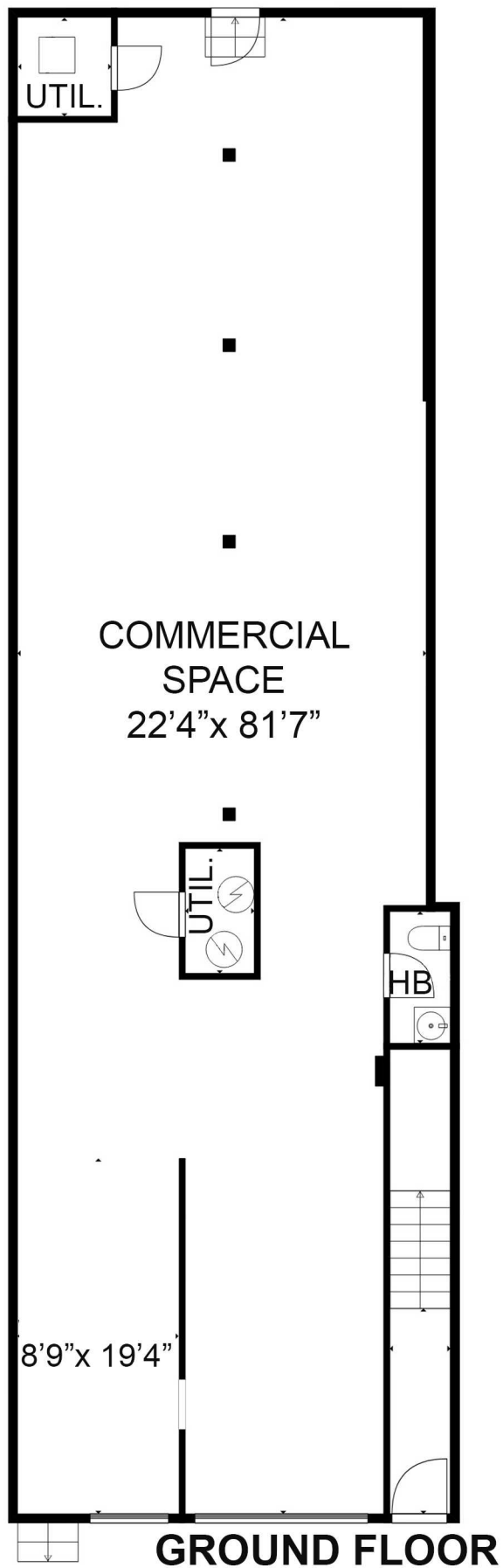
# Property Photos



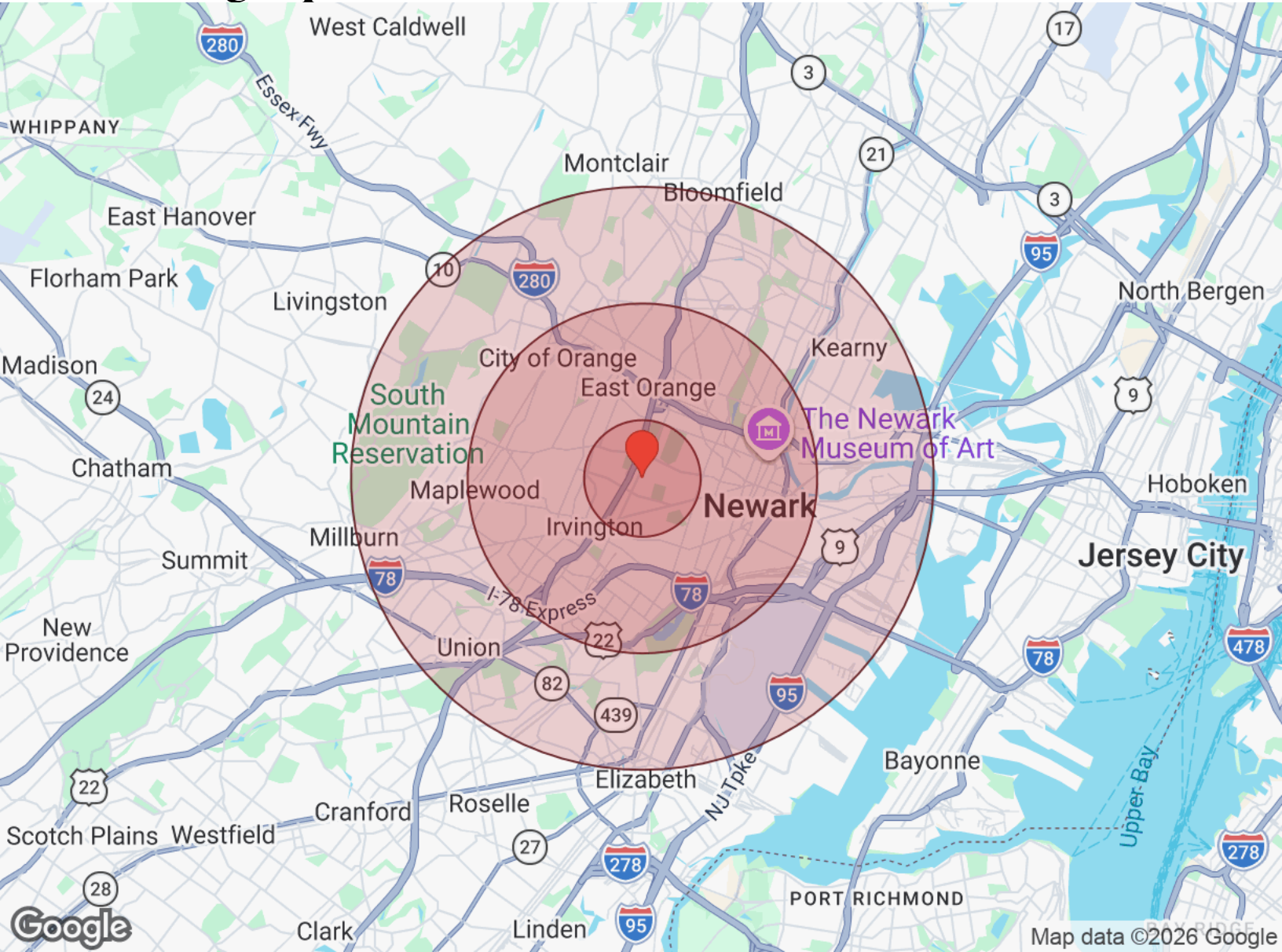
# Property Photos



# Floor Plan



# Demographics



Distance: ● 1 Mile ● 3 Miles ● 5 Miles

Population	1 Mile	3 Miles	5 Miles
Male	33,256	240,488	417,596
Female	37,952	254,482	436,555
Total Population	71,208	494,969	854,151

Race / Ethnicity	1 Mile	3 Miles	5 Miles
White	5,932	75,235	182,874
Black	50,921	273,520	365,406
Am In/AK Nat	43	346	512
Hawaiian	7	49	85
Hispanic	12,447	120,723	243,262
Asian	712	16,136	45,270
Multiracial	876	6,930	13,069
Other	285	2,128	3,673

Housing	1 Mile	3 Miles	5 Miles
Total Units	26,461	189,819	326,751
Occupied	25,076	181,876	313,460
Owner Occupied	5,740	45,497	103,360
Renter Occupied	19,336	136,379	210,100
Vacant	1,384	7,943	13,291

Age	1 Mile	3 Miles	5 Miles
Ages 0 - 14	15,888	96,730	161,494
Ages 15 - 24	9,661	70,561	116,230
Ages 25 - 54	30,597	212,562	364,259
Ages 55 - 64	7,614	55,531	100,104
Ages 65+	7,448	59,585	112,066

Income	1 Mile	3 Miles	5 Miles
Median	\$58,809	\$63,315	\$73,745
Under \$15k	4,060	26,372	36,471
\$15k - \$25k	2,005	15,522	22,767
\$25k - \$35k	2,056	13,668	20,884
\$35k - \$50k	2,878	19,426	31,309
\$50k - \$75k	4,161	29,338	47,604
\$75k - \$100k	3,176	21,133	37,833
\$100k - \$150k	3,504	26,100	48,428
\$150k - \$200k	1,468	12,274	25,629
Over \$200k	1,769	18,045	42,534

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# Investment Opportunity

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