

A 3.06 acre redevelopment opportunity, with a revenue generating hospitality business.

5318 Youngstown Warren Rd.



Aerial view facing east – subject site fronting US-422, directly across from the Eastwood Mall Complex (Macy's visible at left).

<p>ASSET TYPE</p> <p>▶ LAND + HOSPITALITY</p>	<p>ZONING</p> <p>▶ B-1 HIGHWAY COMMERCIAL</p>	<p>SITE</p> <p>▶ 3.06 AC · 4 PARCELS</p>
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<p>3.06^{ac}</p> <p>LAND AREA</p>	<p>15</p> <p>INCOME UNITS</p>	<p>3.4^{M sf}</p> <p>ADJACENT RETAIL GLA</p>	<p>15^M</p> <p>ANNUAL VISITORS</p>
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OFFERED AT

Seller financing available for well-qualified buyers.

\$799,000

EXECUTIVE SUMMARY

A rare 3-acre *infill parcel*, across from one of America's largest retail complexes.

Structured for two distinct buyer profiles — and works for both. Land developers acquire institutional-grade frontage on US-422 with bridge income from day one. Hospitality operators acquire a stabilized 15-key motel on a site whose underlying land value is appreciating with the corridor. **Seller financing available for qualified buyers.**

The Site. Approximately 3.06 acres assembled across four contiguous Trumbull County parcels with continuous frontage on Youngstown Warren Road (US-422) — the dominant retail corridor between Warren and Youngstown. Zoned **B-1 Highway Commercial District** (see § IV). Directly adjacent to the Eastwood Mall Complex — 3.4M SF of regional retail anchored by Macy's, Target, Boscov's, Bass Pro Shops, Dave & Buster's, and a Marriott Residence Inn — drawing 13M+ visitors annually.

The Income. Currently operating as Cottage Inn — 15 independent keys with nightly and weekly rate structures. All units include refrigerators and microwaves. The site also includes a **22'x44' detached garage structure with electrical service** — usable as additional rentable storage / garage income or owner-use.

The Thesis. Acquire bridge cash flow today and redevelop on the buyer's timeline — or reposition the existing improvements as a renovated lodging product serving the demand drivers already in place.

CORRIDOR VALIDATION

The parcel next door at 5340 Youngstown Warren Rd. — just 0.72 acres — is currently being marketed at a \$95,000 / yr ground lease.

SOURCE: MATTHEWS REAL ESTATE INVESTMENT SERVICES, ACTIVE LISTING

INVESTMENT TRACKS

A deliberately *dual-track* offering.

The asset accommodates two distinct underwriting profiles. Track A treats the property as a land-development play with bridge income; Track B treats it as a hospitality reposition. Both are viable at attractive bases — and both benefit from the same B-1 zoning, corridor demographics, and Eastwood Mall demand engine.

— *Track A*

Land *development* play.

Acquire the corridor's last meaningful contiguous infill parcel. Use the operating motel as bridge income through entitlement, demolish, and deliver a clean pad — single tenant, multi-tenant retail, QSR, hospitality flag, or mixed-use — with the demand engine already in place across the street.

BEST FIT · DEVELOPERS, REITS, QSR
PAD BUYERS

— *Track B*

Hospitality *reposition* play.

Acquire an operating 15-key independent motel with consistent weekly demand and full unit-level fridges and microwaves. Renovate, rebrand, and reposition into a budget boutique flag — capitalizing on Eastwood Mall traffic, the Marriott Residence Inn comp set, and YNG-area demand drivers.

BEST FIT · HOSPITALITY OPERATORS,
VALUE-ADD INVESTORS

— UNDERWRITING CONSIDERATIONS

Track A — Land Play

Underwrite to land basis comparable to corridor pad sites. Use bridge income to defray carry costs through entitlement and pad-buyer marketing. Demolition cost net against improved-property tax savings post-redevelopment.

Track B — Hospitality Play

Underwrite to in-place T-12 with a value-add reposition assumption. Rate ceiling implied by Marriott Residence Inn comp set and the corridor's existing Holiday Inn Express; floor implied by current weekly rate structure.

THE PROPERTY

Property *summary.*

Site facts and existing improvements. Frontage and parcel dimensions to be field-verified by buyer; the listing broker recommends independent confirmation through the Trumbull County Auditor.

ADDRESS	5318 Youngstown Warren Rd.	EXISTING USE	Independent Motel
CITY / ZIP	Niles, OH 44446	TRADE NAMES	Cottage Inn
COUNTY	Trumbull	TOTAL KEYS	15 rooms
LOT SIZE	3.06 acres · 4-parcel assemblage	IN-ROOM AMENITIES	Fridges + Microwaves
FRONTAGE	Continuous on US-422 ▲	RATE STRUCTURE	Nightly + Weekly
ACCESS	Ingress/egress via US-422 + Park Dr.	POSITION VS. EASTWOOD MALL	Directly Across US-422
ZONING	B-1 Highway Commercial	MOTEL USE	Permitted by-right

– TRUMBULL COUNTY PARCEL IDS · 4-PARCEL ASSEMBLAGE

20-011000

0.60 ac

20-011010

0.79 ac

20-011012

0.79 ac

20-011014

0.88 ac

Source: Trumbull County Auditor · Total assemblage: 3.06 ac across 4 parcels



Ground-level view of the 15-key motel – covered walkway, single-story unit row with rooms 101–105 visible, two-story manager's residence and office at right.

PERMITTED USES · B-1

Existing motel use is *permitted by-right* — and so is everything a developer would want.

The site is zoned B-1 Highway Commercial District by the City of Niles — one of the most permissive commercial zones in the corridor. The use schedule below covers virtually the entire spectrum of demand drivers a Track A or Track B buyer would underwrite, materially de-risking both the existing motel income and the redevelopment thesis.

01	Restaurants, drive-in restaurants, ice cream sales and similar related uses	02	Taverns
03	Service stations	04	Garages for repair of motor vehicles within enclosed buildings
05	Drive-in theaters	06	Motels, hotels EXISTING USE
07	Automobile (new and used), truck, house trailer, mobile homes and boat sales and service	08	Business and professional offices: dentist, doctor, property management, real estate, law, photography, beauty and barber shops
09	Banks, building and loan associations, branch offices of insurance and finance companies	10	Department, furniture, radio and television stores
11	Private clubs, lodges, social and community center buildings	12	Grocery stores, pharmacies, fruit and vegetable markets
13	Undertaking establishments, funeral homes	14	Storage buildings
15	Day care centers permitted by Ohio law	16	Roller / ice skating rinks

Source: City of Niles Codified Ordinances · B-1 District (Ord. 37-74; Ord. 05-10). Buyer to verify current setback, parking, and signage requirements with City of Niles Zoning prior to LOI.

UNIT MIX · INCOME COMPONENT

In-place *operations*.

Fifteen keys across seven configurations, with a deliberate weekly rate structure. All units include refrigerators and microwaves. The site additionally includes a 22'×44' detached garage with electrical service — currently underutilized and available as supplemental rental income (vehicle storage, contractor storage, or owner use).

ROOM TYPE	CONFIGURATION	QTY	NIGHTLY	WEEKLY	IMPLIED WK DISC.
Single	Full-size bed	×3	\$50	\$195	−44%
Queen	Standard queen	×3	\$50	\$250	−29%
Queen Suite	Suite layout	×5	\$60	\$250	−40%
Double	Two-bed standard	×1	\$75	\$280	−47%
Double Suite	Two-bed suite	×1	\$75	\$325	−38%
King	Standard king	×1	\$80	\$290	−48%
King Suite	King suite layout	×1	\$85	\$350	−41%
Total Keys		15	<i>All units include fridges + microwaves</i>		

PRO FORMA · TO BE FURNISHED

T-12 income, occupancy history, and operating expense detail are available to qualified buyers under executed CA. The weekly rate structure and amenity package position the asset toward demand from workforce, regional retail employees, mall-adjacent travelers, and value-conscious leisure stays.

LOCATION & TRAFFIC

The corridor *does the work.*

US-422 is the primary east–west commercial spine connecting Warren and Youngstown. The subject site sits at the most concentrated retail node on that corridor — the Eastwood Mall Complex — with measured traffic counts on the surrounding network well into five-figure daily volumes.



- DRIVE TIMES

EASTWOOD MALL	< 1 min
NILES (CBD)	~5 min
WARREN (CBD)	~10 min
YOUNGSTOWN	~15 min
YNG REGIONAL AIRPORT	~12 min
I-80 / I-76	~8 min
PITTSBURGH, PA	~75 min
CLEVELAND, OH	~75 min

Traffic counts *in the immediate trade area.*

STREET	CROSS STREET	YEAR	DIST. FROM SITE	AVG. DAILY VOLUME
North Rd SE	Crestview Ave SE	2025	0.35 mi	13,366
North Rd SE (cross-street)	Crestview Ave SE	2025	0.36 mi	12,356
Youngstown Rd SE	Youngstown Warren Rd	2018	0.44 mi	16,991
Shaker Blvd SE	Mines Rd SE	2025	0.39 mi	7,484

Source: CoStar / MPSI traffic counts via Marcus & Millichap (Aug 2025)

TRADE AREA DEMOGRAPHICS

A trade area built on *daytime traffic*.

The 5-mile ring delivers a residential population of 84,895 — but the operative number is daytime population: 90,576. Within the closer 3-mile ring, daytime residents and workers are split nearly evenly, a profile that supports both retail/QSR development and hospitality demand.

	1 MILE	3 MILES	5 MILES
2024 POPULATION	6,026	42,653	84,895
2024 DAYTIME POP.	9,719	47,476	90,576
DAYTIME WORKERS	6,156	22,712	40,672
DAYTIME RESIDENTS	3,563	24,764	49,904
AVG. HH INCOME	\$65,191	\$69,729	\$68,353
MEDIAN HH INCOME	\$48,169	\$51,536	\$48,660
PER CAPITA INCOME	\$29,198	\$31,036	\$30,043

Source: Esri / CBRE Demographic Profile, 2024 estimates (subject coordinates 41.2116, -80.7566)

Anchor tenants *across the street*.

EASTWOOD MALL COMPLEX · 3.4M SF

Macy's	Target	Boscov's	JCPenney
Bass Pro Shops	Dave & Buster's	Dick's Sporting Goods	Best Buy
Meijer Supercenter	Sam's Club	Lowe's	HomeGoods
Olive Garden	Longhorn	Chipotle	Residence Inn (Marriott)

Plus >175 additional retailers, restaurants, hospitality and entertainment uses. Cafaro Co.'s 105-acre Enterprise Park at Eastwood (mixed-use) and Kimberly-Clark's adjacent \$800M / 1M SF manufacturing plant (~500 jobs) are both in development.

PRICING VALIDATION

Two corridor comps, *one clear story.*

Two recent transactions on directly adjacent parcels — one lease, one sale — establish institutional pricing for both the income and land-basis underwriting. The implied economics translate directly to the subject's 3.06-acre, 4-parcel assemblage with the same frontage and visibility.

– LEASE COMP · ACTIVE LISTING

5340 Youngstown Warren Rd. — *ground lease.*

Listed by Matthews REIS

0.72 *ac*

LOT SIZE

\$95K/yr

GROUND RENT

10yr

INITIAL TERM

±105ft

FRONTAGE

A delivered-clean ground lease pad implying ~\$132K / ac / yr in corridor ground rent.

– SALE COMP · CLOSED OCT 2025

Parcel 20-011013 — *closed sale.*

Neighboring parcel · Trumbull County record

0.7321 *ac*

LOT SIZE

\$137.5K

SALE PRICE

Oct '25

CLOSE DATE

\$219K/ac[†]

EFFECTIVE \$/ACRE[†]

A neighboring closed sale establishing a corridor land basis at ~\$219K / ac[†] on a true-cost basis.

– READ-THROUGH · SUBJECT IMPLIED VALUE

~\$670K

IMPLIED LAND VALUE[†]

\$219K/ac × 3.06 ac = ~\$670K at the sale-comp rate. Floor for raw-land underwriting; subject's B-1 zoning, contiguity, and frontage justify a premium.

~\$290K/yr

CONSERVATIVE GROUND RENT

\$95K/ac × 3.06 ac = ~\$290K/yr — a conservative estimate haircut from the neighboring 0.72-acre listing's \$132K/ac pad-rate to reflect multi-acre softening.

~4.2×

SUBJECT ACREAGE MULTIPLE

Subject is ~4× both comps. Scale unlocks higher-and-better uses — multi-pad, hospitality flag, mixed-use — neither sub-acre comp can accommodate.

[†] True-cost basis: recorded sale price \$137,500 + \$20,000 buyer premium paid at closing = \$157,500 effective consideration. \$157,500 ÷ 0.72 ac = \$218,750/ac × 3.06 ac = \$669,375 raw-land floor for the subject.

INVESTMENT HIGHLIGHTS

Why this *deal*, why now.

A summary of the differentiated attributes that make this parcel attractive to land developers and hospitality investors alike.

— 01

Scarcity of Contiguous Acreage

3.06 contiguous acres with US-422 frontage is rare in this corridor. Adjacent comps trade in 0.7–1.0 acre increments. Scale enables retail center, multi-pad, hospitality flag, or mixed-use.

— 02

By-Right Zoning · No Rezoning Risk

B-1 Highway Commercial District permits motel use, retail, QSR, automotive, office, banking, and 11 other uses by-right — eliminating rezoning timeline and approval risk for both Track A and Track B buyers.

— 03

Validated by Adjacent Comp

Neighboring 0.72-acre parcel actively marketed at \$95K/yr ground lease. Establishes corridor pricing and signals institutional interest in the immediate node.

— 04

Anchor Demand Engine

Eastwood Mall Complex — 3.4M SF, 13–15M visitors/yr, ~200 retailers — directly across the street. Among the largest retail centers in the United States by GLA.

— 05

Reposition Optionality

Existing improvements offer Track B buyer a value-add hospitality path: renovate fridges/microwaves into a true repositioned lodging product, capture Marriott-comp shoulder demand.

— 06

Tailwinds in the Pipeline

Cafaro's 105-acre Enterprise Park at Eastwood (mixed-use), a Kimberly-Clark \$800M / 1M SF manufacturing plant nearby, and Dick's Sporting Goods' new 72K SF anchor reposition all support corridor demand.

— 07

Strong Daytime Demographics

5-mile daytime population of 90,576 exceeds residential population — a workforce-and-retail trade area, ideal for QSR, convenience retail, or hospitality.

— 08

Bridge Income From Day One

15-key motel generates in-place revenue while buyer pursues design, pad-buyer commitments, or repositioning — the site is never carried dark during the development timeline.

— 09

Regional Connectivity

Equidistant to Cleveland and Pittsburgh (~75 min each), 8 min to I-80/I-76, 12 min to YNG Regional Airport — a true tri-state Mahoning Valley node.

Offers, tours, and qualified buyer access
by appointment only.

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