

# Downtown Willoughby Investment

4126 Erie Street Willoughby, OH 44094



**GATTO GROUP INC**

BROKERAGE. MANAGEMENT. INVESTMENTS.

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# Investment Details





# Investment Summary

This offering presents a rare opportunity to acquire a fully leased mixed-use asset located in the heart of Downtown Willoughby along the primary retail corridor, just steps from restaurants, bars, shops, and other walkable amenities. Properties of this scale and location rarely come to market, particularly with stable in-place cash flow and future upside.

The property consists of 11 total units, including 2 ground-floor commercial spaces and 9 residential units across the upper two floors, providing a diversified income stream. The retail component is anchored by long-term tenants, including an established law firm and retail user, offering stability at the foundation of the investment. The residential units benefit from strong demand and under-market rents, presenting a clear opportunity for future rent growth.

The asset benefits from exceptional visibility, limited competing supply, and the added advantage of rear parking—an uncommon amenity in Downtown Willoughby. With 100% occupancy, stable in-place income, and upside through rental growth, the property offers both immediate cash flow and long-term appreciation potential.

<b>Property Type</b>	Mixed-Use (Retail / Residential)
<b>Purchase Price</b>	\$1,799,000
<b>Net Operating Income</b>	\$123,061
<b>Cap Rate</b>	6.84%
<b>Building Size</b>	14,776 SF
<b>Price Per SF</b>	\$122/SF
<b>Price Per Unit</b>	\$163,545
<b>Unit Mix</b>	2 Commercial   9 Residential
<b>Parking</b>	On-Site Parking in Rear

# Property Details





# HIGHLIGHTS

- Fully Stabilized | 100% Occupied Mixed-Use Asset
- 11 Total Units | 9 Residential, 2 Commercial
- Strong Commercial Tenancy | Law Firm and Retail User
- Below-Market Rents | Opportunity for Revenue Growth
- Diversified Income | Residential and Commercial Tenancy
- Prime Downtown Willoughby | Center of Retail Strip
- Walkable Location | Surrounded by Dining and Amenities
- Rear On-Site Parking | Rare Downtown Amenity
- Limited Supply | Rare Downtown Mixed-Use Opportunity

## Commercial Units

Unit	Square Feet
Unit 1	+/- 2,000 SF
Unit 2	+/- 2,200 SF

## Residential Unit Mix

TYPE	# of Units	Rent Range
1 Bed / 1 Bath	2	\$750 - \$950
2 Bed / 1 Bath	3	\$800 - \$975
2 Bed / 2 Bath	4	\$875 - \$1,150

# Financials

Income	Month	Annual
Fortress Law	2,200	26,400
Enchanted Grove	1,980	23,760
1bed 1bath	950	11,400
1bed 1bath	750	9,000
2bed 1 bath	900	10,800
2bed 1bath	975	11,700
2bed 1 bath	800	9,600
2bed 2bath	875	10,500
2bed 2bath	1,015	12,180
2bed 2 bath	1,050	12,600
2bed 2 bath	1,150	13,800
Laundry	200	2,400
<b>Total Operating Income</b>	<b>12,845</b>	<b>154,140</b>

Expenses	Annual
Property Taxes	11,800
Insurance	6,580
Utilities	2,365
Water	3,000
Trash	2,220
Cleaning	1,200
HVAC Maint.	2,120
Pest Control	1,044
Fire Monitor	750
<b>Total Operating Expenses</b>	<b>31,079</b>
<b>Net Operating Income</b>	<b>123,061</b>

Unit	SF	Price/SF	BR/BA	Month	Annual
Fortress Law	2,000	\$11.88		1,980	23,760
Enchanted Grove	2,200	\$12.00		2,200	26,400
Unit 1			1 Bed/1 Bath	950	11,400
Unit 2			2 Bed/1 Bath	900	10,800
Unit 3			2 Bed/1 Bath	975	11,700
Unit 4			2 Bed/1 Bath	800	9,600
Unit 5			1 Bed/1 Bath	750	9,000
Unit 6			2 Bed/2 Bath	875	10,500
Unit 7			2 Bed/2 Bath	1,015	12,180
Unit 8			2 Bed/2 Bath	1,050	12,600
Unit 9			2 Bed/2 Bath	1,150	13,800
<b>Total</b>				<b>12,645</b>	<b>151,740</b>

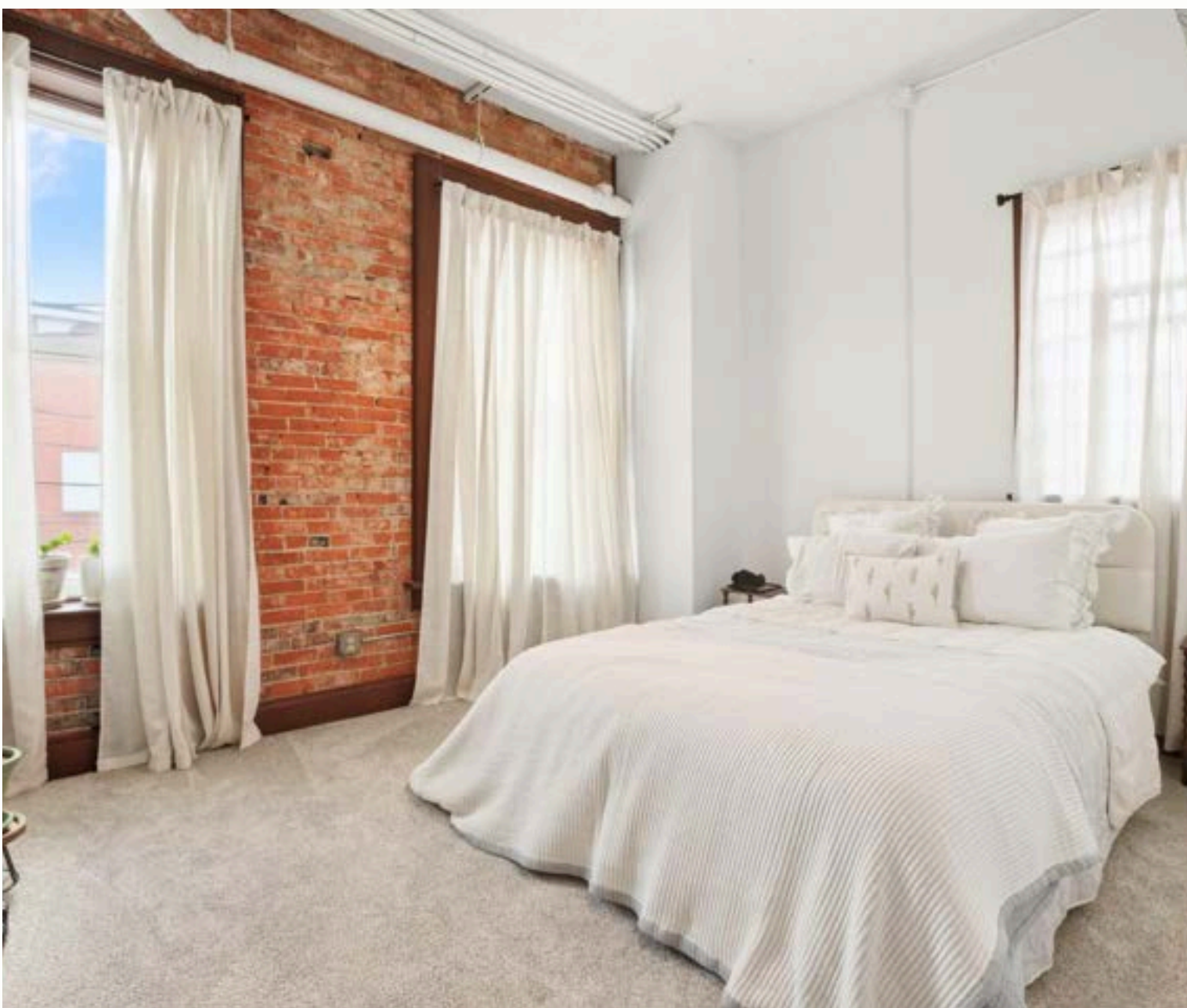
# Commercial Unit



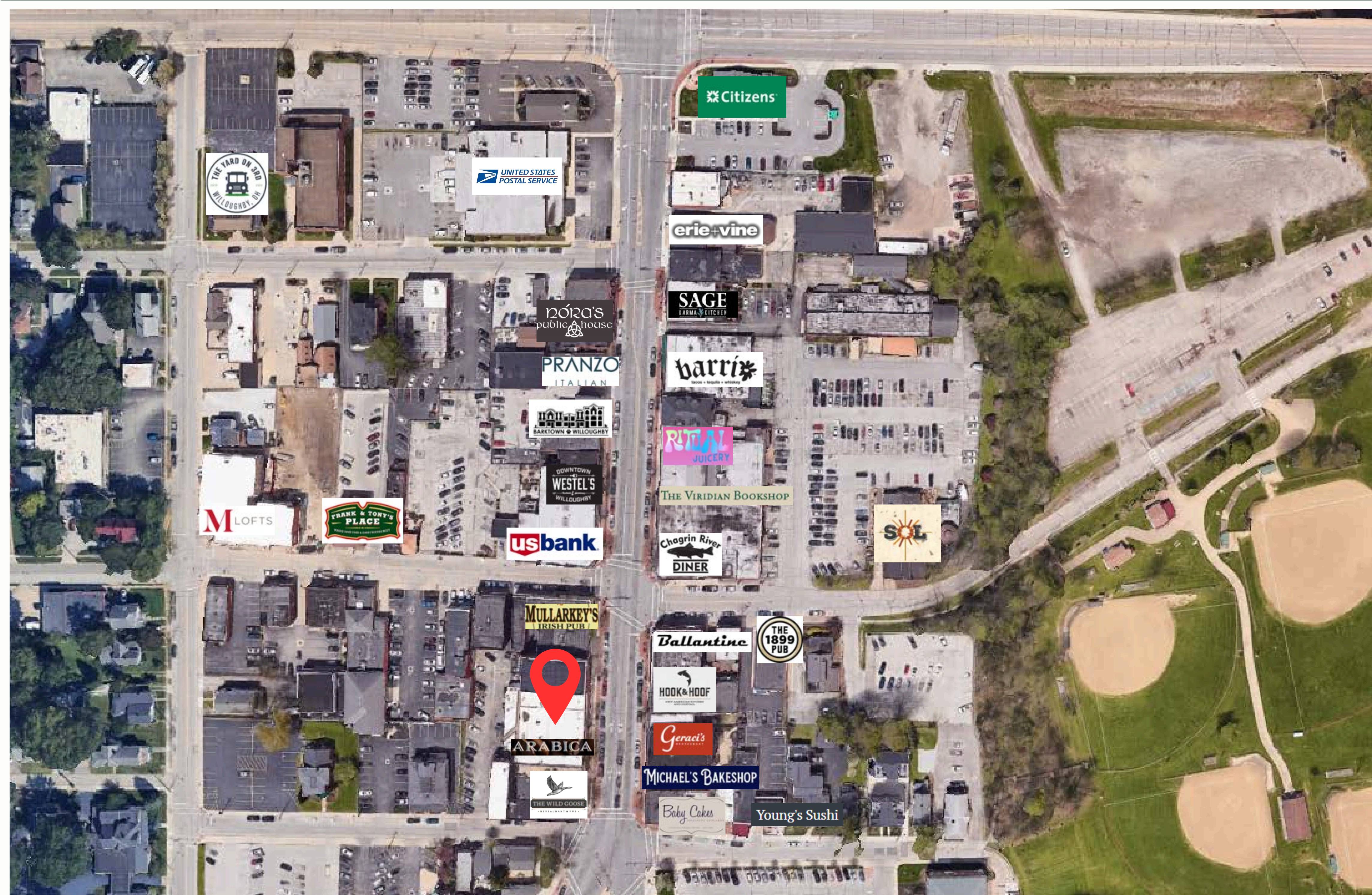
# Commercial Unit



# Residential Units



# Market Overview



# Walking Map



<p><b>RETAIL</b></p> <ul style="list-style-type: none"> <li>1 A Bit of Skirt</li> <li>2 Achilles Running Shop</li> <li>3 The Sweets Geek</li> <li>4 Blue Lake Botanicals</li> <li>5 Clark Avenue Groceries</li> <li>6 DavEd Jewelers</li> <li>7 Elite Repeats</li> <li>8 Enchanted Grove</li> <li>9 Etc. on Erie</li> <li>10 Finestra Gallery</li> <li>11 Flashbacks</li> <li>12 Fuller Furniture</li> </ul>	<ul style="list-style-type: none"> <li>13 G &amp; G Tattoos</li> <li>14 Gallery of Flowers</li> <li>15 GV Art and Design</li> <li>16 Hype Smoke Shop</li> <li>17 Thee Hemp Co.</li> <li>18 North Coast Photography</li> <li>19 Plant Magic</li> <li>20 Pulsart Media Photography</li> <li>21 Sheraton Furniture</li> <li>22 Siopa Boutique</li> <li>23 Stella's Art Gallery</li> <li>24 Stewart's Hobbies</li> <li>25 Michael's Bakeshop</li> </ul>	<p><b>FOOD/DRINK</b></p> <ul style="list-style-type: none"> <li>26 White Rabbit Kids</li> <li>27 W Brown Custom Jewelry &amp; Design</li> <li>28 Yogi's Closet Boutique</li> <li>29 Barktown &amp; Groomer</li> <li>35 1899 Pub</li> <li>36 Arabica Coffee House</li> <li>37 Ballantine</li> <li>38 Barrio</li> <li>39 Barroco Arepa Bar</li> <li>40 Chagrin River Diner</li> <li>41 Dukes 'n Boots</li> </ul>	<ul style="list-style-type: none"> <li>42 Crazy Egg Café</li> <li>43 Dogs on Erie</li> <li>44 Dave's Cosmic Subs</li> <li>45 Domino's Pizza</li> <li>46 DTW Nutrition</li> <li>47 Fiona's</li> <li>48 Frank &amp; Tony's Place</li> <li>49 Hola Tacos</li> <li>50 Hook &amp; Hoof</li> <li>51 Kleifeld's Restaurant</li> <li>52 Mullarkey's Irish Pub</li> <li>53 Sage Karma Kitchen</li> <li>54 Nora's Public House</li> </ul>	<ul style="list-style-type: none"> <li>55 Pranzo!</li> <li>56 Sol</li> <li>57 Spirits of Willoughby</li> <li>58 The Yard on 3rd &amp; Geraci's Slice Shop</li> <li>59 The Wholesome Hippie</li> <li>60 The Wild Goose</li> <li>61 Westel's Alibi &amp; Hush</li> <li>62 COMING SOON</li> <li>63 Young's Sushi</li> <li>64 Mickey's Ice Cream</li> <li>65 Kava Sol</li> <li>66 Garage Bar</li> </ul>	<p><b>SERVICES</b></p> <ul style="list-style-type: none"> <li>70 Carmen's Tailor Shop</li> <li>71 Heights Driving School</li> <li>72 Fungry Catering</li> <li>73 Go Bare Skin Clinic</li> <li>74 Harmony Yoga Studio</li> <li>75 Homestead House</li> <li>76 Schultz Upholstery</li> <li>77 Savelli's Dance &amp; Martial Arts</li> <li>78 Vidmar Custom Woodworking</li> <li>79 Meg's Med Spa</li> </ul>	<p><b>HAIR SALONS</b></p> <ul style="list-style-type: none"> <li>80 Al's Barber Shop</li> <li>81 Cranberry &amp; Pine Beauty</li> <li>82 Edge Hair Studio</li> <li>83 Fiorino Fresh Hair by Nicole Fiorino</li> <li>84 Lindsay London</li> <li>85 LuSa Hair Design</li> <li>86 Michael Stefan Salon</li> <li>87 Phases Hair Salon</li> <li>88 Root's Salon &amp; Barbershack</li> </ul>	<ul style="list-style-type: none"> <li>89 Texture Hair Studio</li> <li>90 Vito's 3rd Street Hair</li> <li>91 enV Salon</li> <li>92 Refinery Barbershop</li> <li>93 The Boho Beauty Bar</li> </ul> <p><b>BANKING</b></p> <ul style="list-style-type: none"> <li>95 COMING SOON</li> <li>96 Citizens Bank</li> <li>97 Firefighters Credit Union</li> <li>98 US Bank</li> <li>99 W.E.S. Credit Union</li> </ul>	<p><b>CIVIC</b></p> <ul style="list-style-type: none"> <li>A Chamber of Commerce</li> <li>B City Hall (Willoughby)</li> <li>C US Post Office</li> <li>D Welcome Center</li> <li>E Willoughby Municipal Court</li> <li>F Willoughby Public Library</li> </ul> <p><b>FAITH</b></p> <ul style="list-style-type: none"> <li>G Jehovah's Witnesses</li> <li>H Heritage Baptist Church</li> <li>I Willoughby United Methodist Church</li> </ul>
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# Demographics

## Population

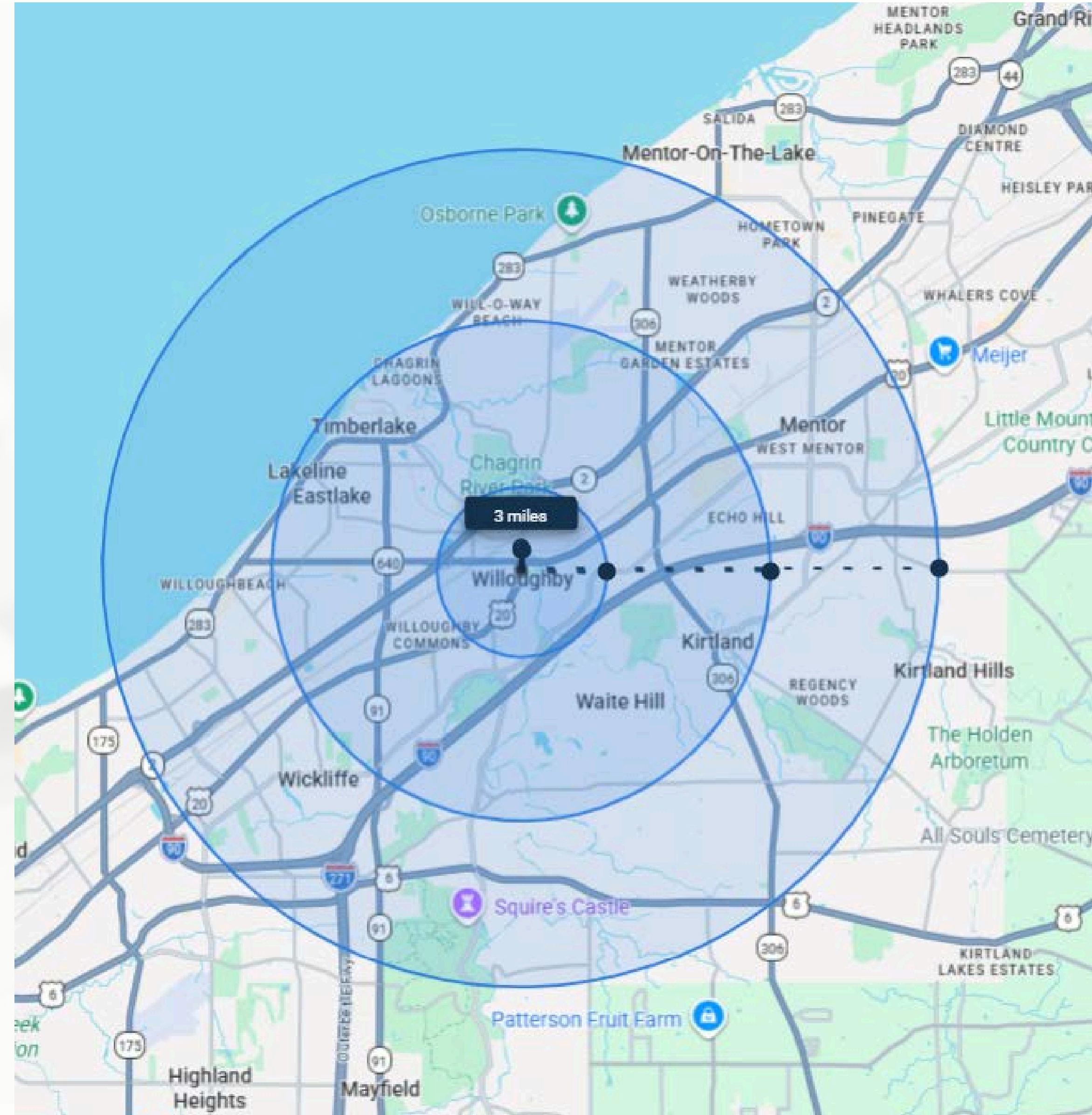
<b>1 Mile</b>	5,820
<b>3 Mile</b>	50,997
<b>5 Mile</b>	110,927

## Households

<b>1 Mile</b>	2,815
<b>3 Mile</b>	23,645
<b>5 Mile</b>	50,052

## Average Household Income

<b>1 Mile</b>	\$93,575
<b>3 Mile</b>	\$91,625
<b>5 Mile</b>	\$94,587



# Disclaimer

## **Confidentiality Agreement**

This Confidentiality Agreement governs the use and disclosure of information contained in the Offering Memorandum prepared by Gatto Group regarding the subject property. By accepting and reviewing the Offering Memorandum, the recipient agrees to the terms and conditions set forth herein.

## **Purpose**

The Offering Memorandum is provided solely for the purpose of evaluating a potential purchase of the Property. It is not to be used for any other purpose or shared with any other party without the express prior written consent of Gatto Group.

## **Confidentiality Obligations**

By accepting the Offering Memorandum, the Recipient agrees:

1. To hold and treat the Offering Memorandum and all related materials as strictly confidential.
2. Not to reproduce, photocopy, or otherwise duplicate the Offering Memorandum, in whole or in part, without prior written approval from Gatto Group.
3. Not to disclose the Offering Memorandum or its contents to any third party, except for advisors directly involved in the evaluation of the Property, and only if such advisors agree to be bound by these confidentiality terms.
4. To use the Offering Memorandum solely for the purpose of evaluating the potential purchase of the Property and not in any manner that may harm the interests of Gatto Group or the Property's owner.

## **Disclaimer of Warranties**

The Offering Memorandum has been prepared based on information provided by the Property owner and other sources deemed reliable. However, Gatto Group makes no representation or warranty, express or implied, regarding the accuracy or completeness of the information contained in the Offering Memorandum. The Recipient is responsible for conducting their own due diligence and verifying all information provided.

## **No Obligation**

The Offering Memorandum is provided for informational purposes only and does not constitute an offer to sell the Property or any binding agreement. The Property owner reserves the right, in its sole discretion, to reject any or all offers or expressions of interest and to terminate discussions at any time without notice or liability.

## **Return of Materials**

If the Recipient decides not to pursue the acquisition of the Property or upon request by Gatto Group, the Recipient agrees to promptly return or destroy all copies of the Offering Memorandum and any related materials.

## **Indemnification**

The Recipient agrees to indemnify and hold harmless Gatto Group, the Property owner, and their respective affiliates, officers, employees, and agents from any claims, liabilities, or damages arising out of or relating to the unauthorized use or disclosure of the Offering Memorandum or its contents.

## **Governing Law**

This Agreement shall be governed by and construed in accordance with the laws of the State of Ohio.

By accepting the Offering Memorandum, the Recipient acknowledges and agrees to be bound by the terms and conditions of this Agreement.

## **Gatto Group Inc.**

29010 Chardon Road,  
Willoughby Hills, Ohio.