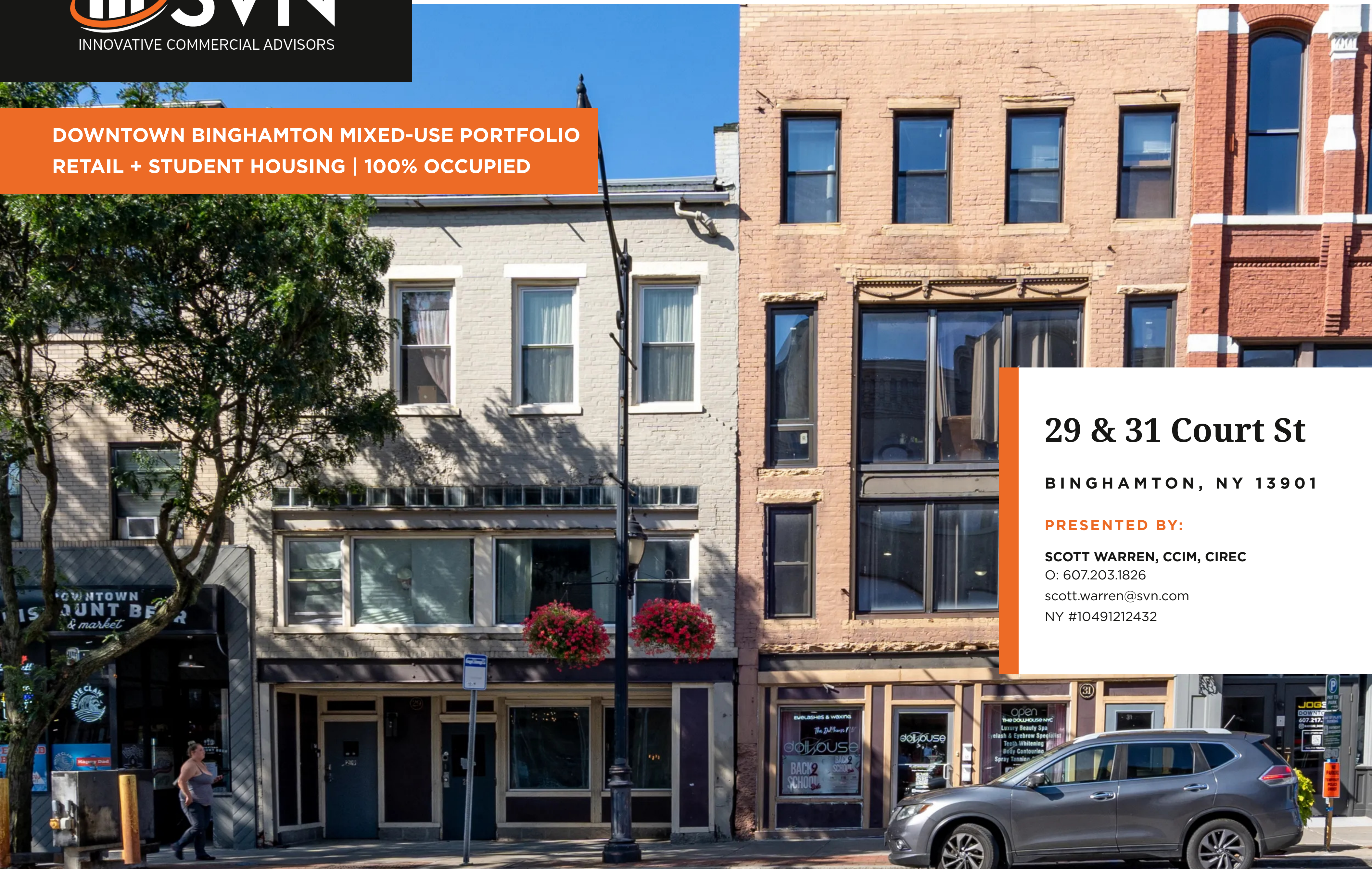
Offering Memorandum

INNOVATIVE COMMERCIAL ADVISORS

DOWNTOWN BINGHAMTON MIXED-USE PORTFOLIO
RETAIL + STUDENT HOUSING | 100% OCCUPIED



29 & 31 Court St

BINGHAMTON, NY 13901

PRESENTED BY:

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INNOVATIVE COMMERCIAL ADVISORS

The Team

MEET THE TEAM

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Property Information

PROPERTY SUMMARY

29-31 COURT ST

BINGHAMTON, NY 13901

OFFERING SUMMARY	
SALE PRICE:	**$1,090,000**
BUILDING SIZE:	15,356 SF (Combined)
LOT SIZE:	0.06 Acres
CAP RATE:	8.37%

ABOUT:

This offering presents the opportunity to acquire two adjacent mixed-use buildings at 29 and 31 Court Street, positioned within one of Downtown Binghamton's most active retail and nightlife corridors. The portfolio combines street-level retail with student housing above, creating a diversified income stream supported by consistent pedestrian traffic, strong tenant demand, and proximity to Binghamton University's downtown presence.

Located just steps from the intersection of Court Street and Water Street, the properties sit within a concentrated cluster of restaurants, bars, and service-oriented businesses that drive daily foot traffic and sustained leasing demand. The residential units are fully occupied and cater directly to the student rental market, while the retail component provides stable, long-term tenancy along a highly visible commercial strip.

This is a control position across two buildings in a supply-constrained downtown corridor, offering investors both in-place cash flow and the ability to increase rents to market levels over time.

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PROPERTY HIGHLIGHTS

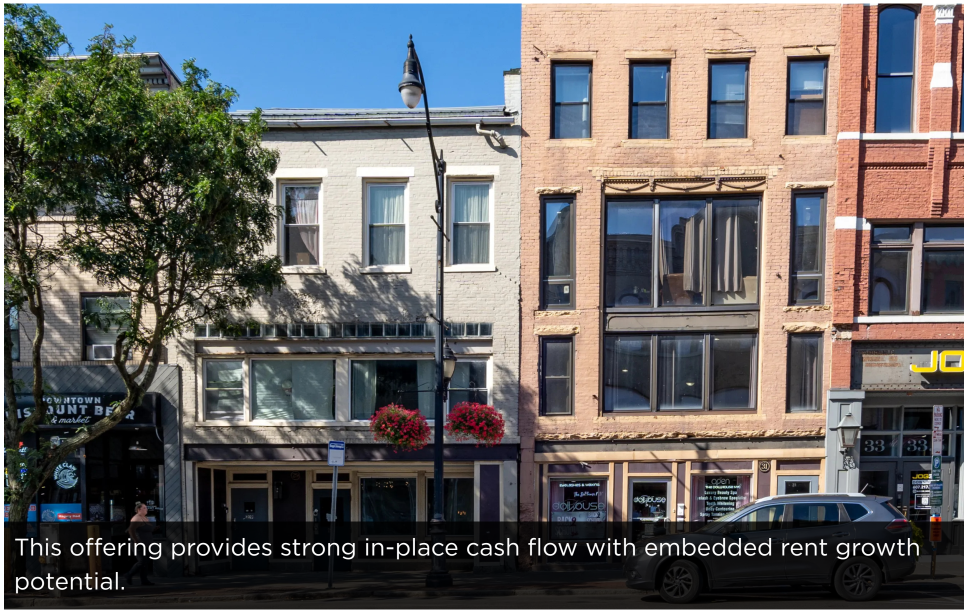
- Two-building mixed-use portfolio totaling 15,356 SF
- 100% occupied with diversified income from retail and residential units
- Located along Court Street, Downtown Binghamton's primary retail and nightlife corridor
- Residential units positioned for student housing with consistent demand drivers
- In-place rents below market with measurable upside
- Long-term retail tenancy providing stability and visibility
- Walkable location with direct access to dining, entertainment, and public transit
- Basis of $76/SF, below replacement cost for downtown product

PORTFOLIO OF TWO BUILDINGS

100% OCCUPIED

PRIME LOCATION

WHY THIS DEAL WORKS:



This offering provides strong in-place cash flow with embedded rent growth potential.

Ownership of two adjacent buildings in a key downtown location creates a balanced investment with both stability and long-term upside.

- Stabilized income from day one:
  The portfolio is 100% occupied with diversified income from both retail and residential units, providing immediate cash flow and reducing lease-up risk.
- Two-building control along Court Street:
  Ownership of 29 and 31 Court Street provides control of adjacent frontage within one of Downtown Binghamton's most active corridors, offering long-term strategic value beyond a single asset acquisition.
- Clear path to income growth:
  Residential rents are currently below market levels, with the ability to increase income through lease rollover. Rental growth can be achieved without significant capital investment.
- Retail visibility with consistent foot traffic:
  Street-level retail benefits from strong visibility and steady pedestrian activity driven by surrounding restaurants, bars, and local businesses.
- Diversified income stream:
  The combination of student housing and retail creates multiple revenue sources, reducing exposure to a single tenant type and improving overall income stability.
- Below replacement cost basis:
  At approximately $76 per square foot, the asset is offered at a basis that is difficult to replicate for downtown mixed-use product.
- Aligned with student housing demand drivers:
  The residential units are well positioned within a dense student housing cluster supported by Binghamton University, contributing to consistent occupancy and leasing demand.

PROPERTY PHOTOS


31 Court Street | Street Level Retail Tenant

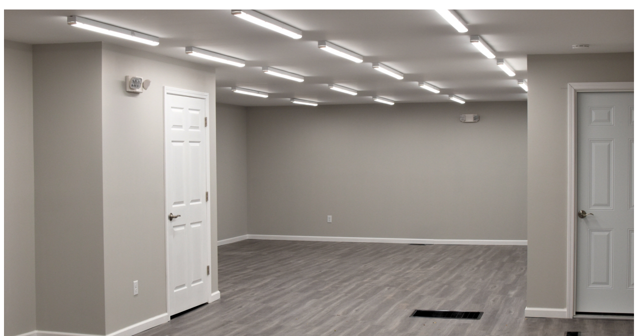

31 Court Street | Street Level Retail Tenant


31 Court Street | Street Level Retail Tenant

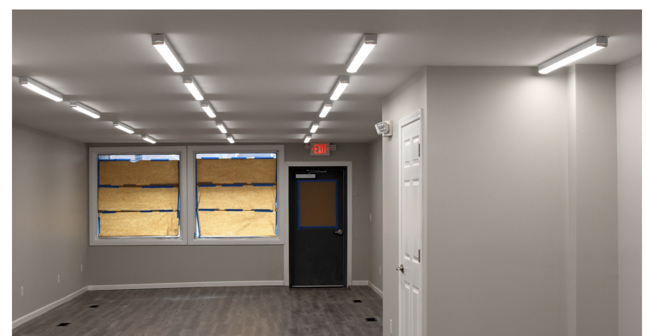

31 Court Street | Apartments


31 Court Street | Apartments


31 Court Street | Apartments


29 Court Street | Street Level Retail


29 Court Street | Street Level Retail


29 Court Street | Street Level Retail

Location Information

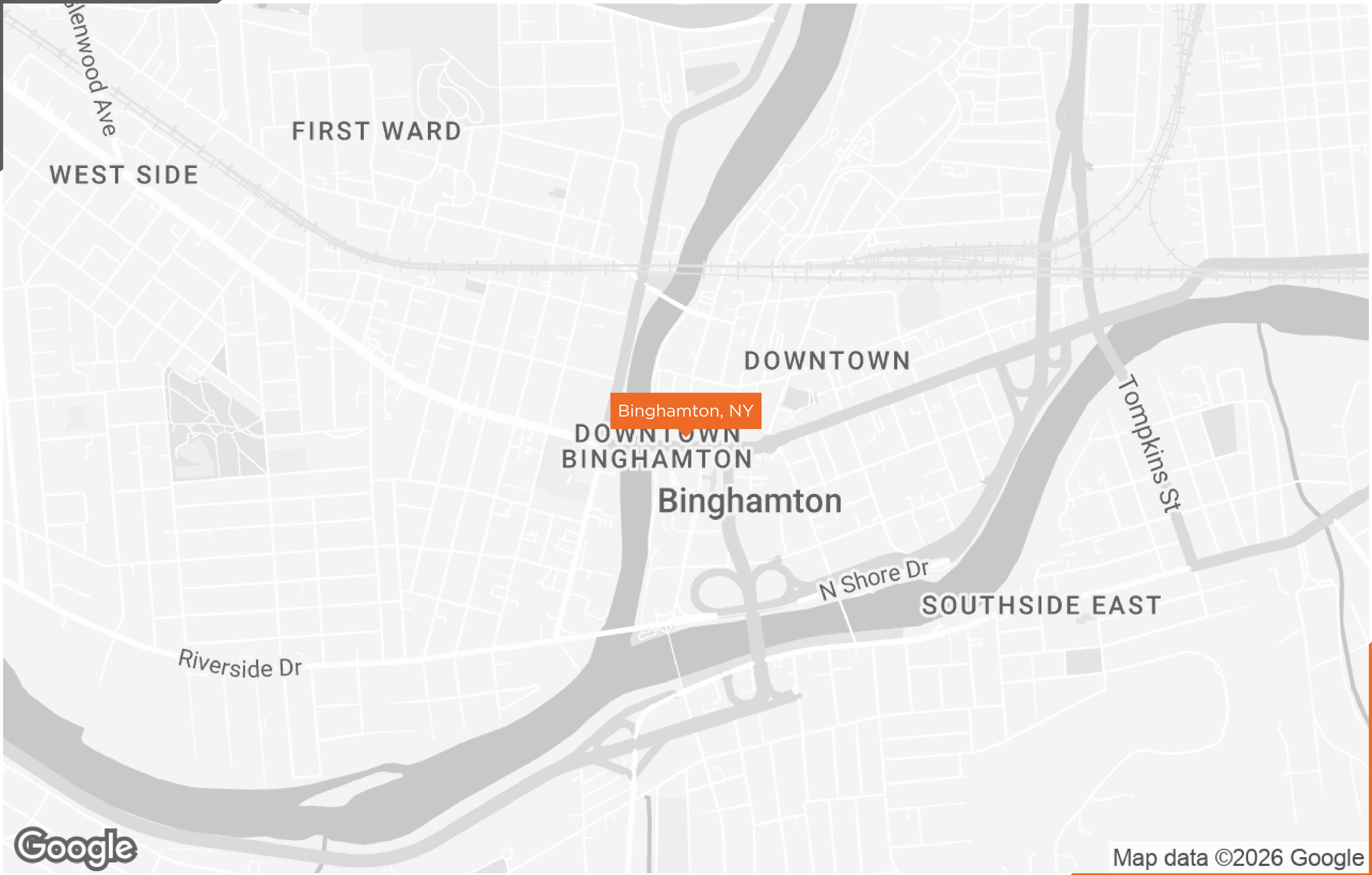
LOCATION DESCRIPTION

29 & 31 Court Street are located along one of Downtown Binghamton's most active commercial corridors, just steps from the intersection of Court Street and Water Street. This stretch of downtown serves as a central hub for restaurants, bars, and retail, generating consistent pedestrian traffic throughout the day and into the evening.

The properties benefit from strong visibility with approximately 13,600 vehicles passing daily and a Walk Score of 90, supporting both residential leasing demand and retail performance. The surrounding area includes a dense concentration of student housing, with an estimated 1,300 beds within close proximity, creating a reliable tenant base and sustained demand for nearby services.

Positioned within walking distance to Binghamton University's downtown presence, Government Plaza, and the city's primary entertainment destinations, the location supports long-term stability driven by student activity, employment centers, and continued downtown investment.

REGIONAL MAP



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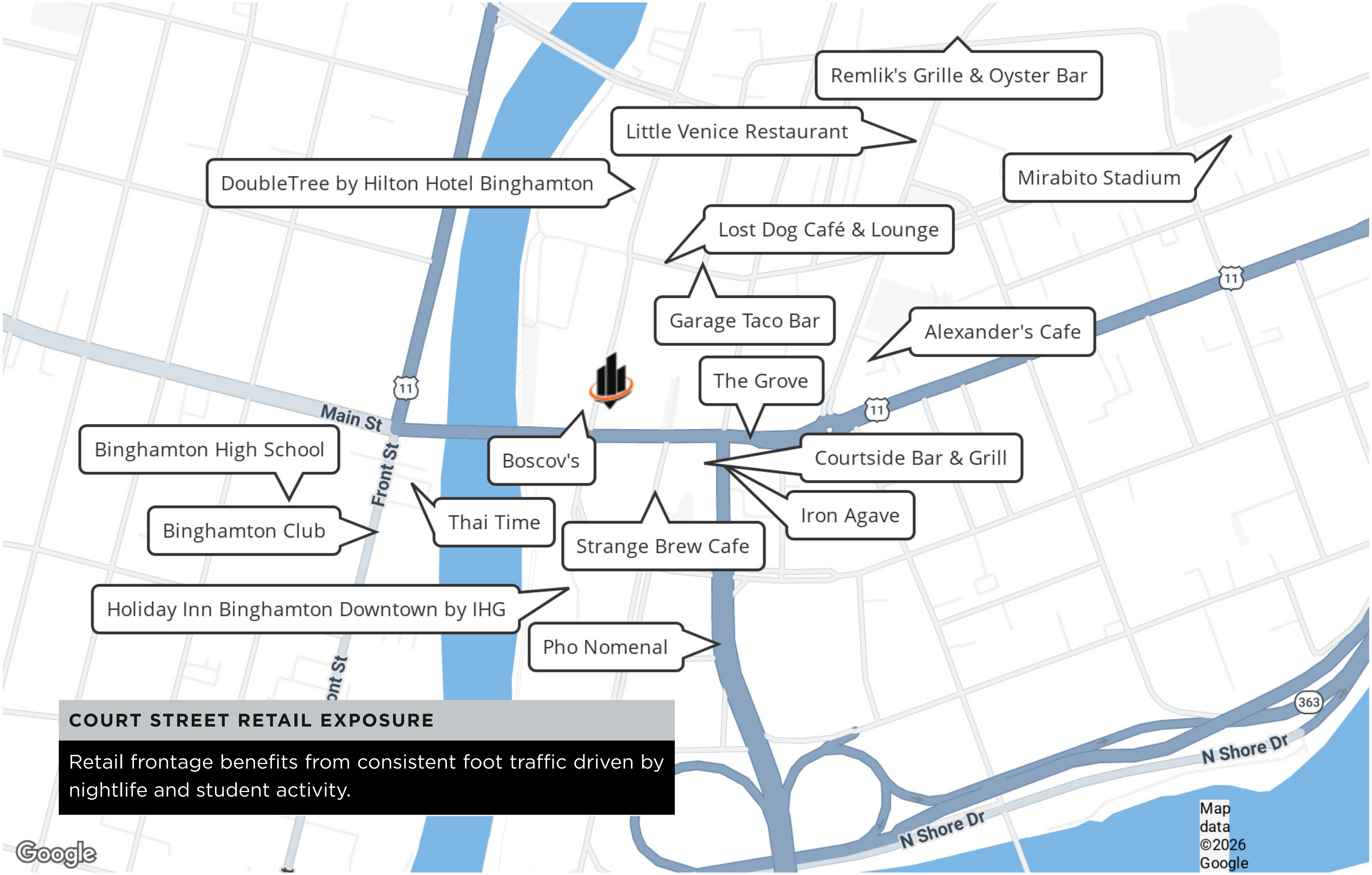
RETAILER MAP



COURT STREET RETAIL EXPOSURE

Retail frontage benefits from consistent foot traffic driven by nightlife and student activity.

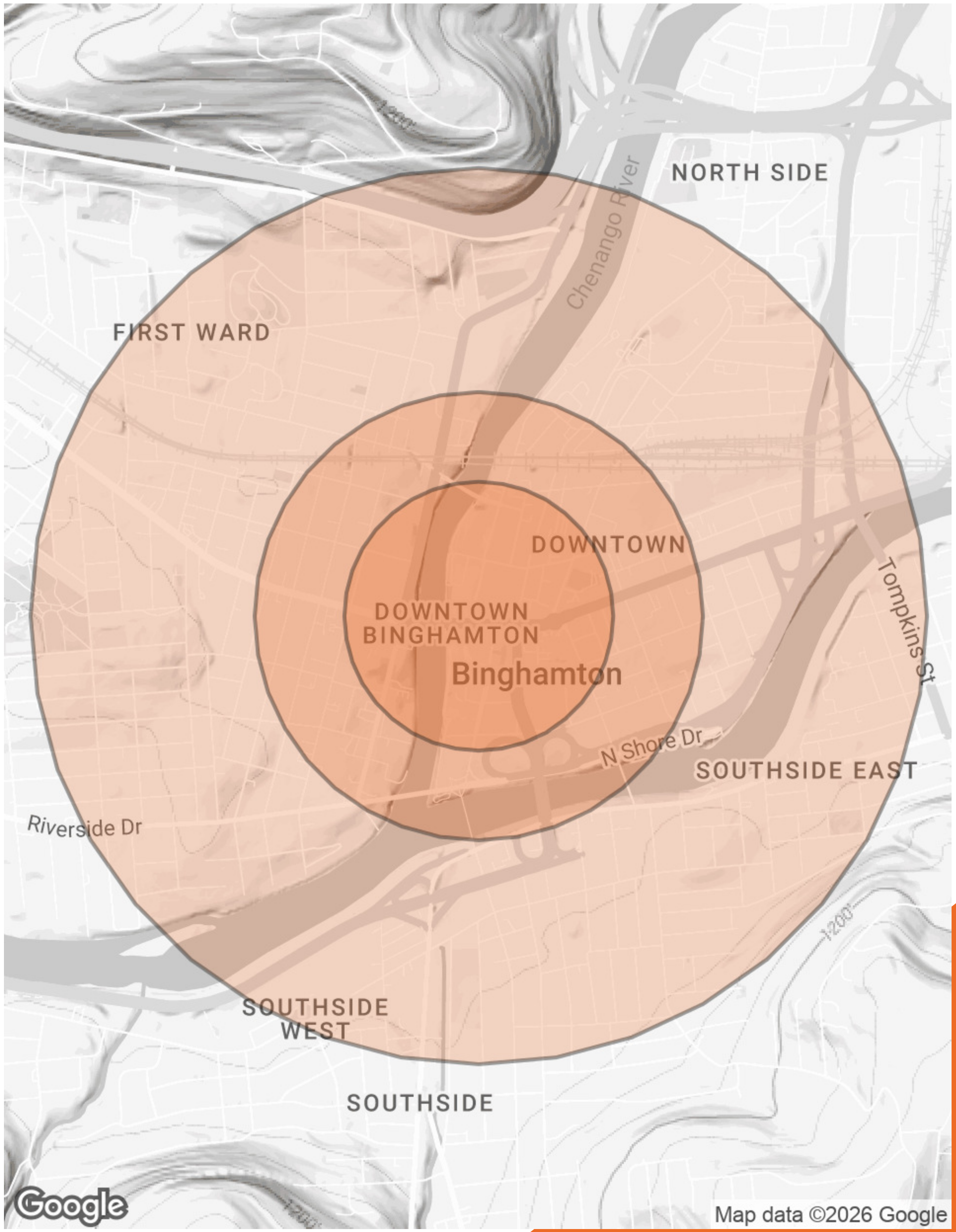
Demographics

DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	2,575	8,068	20,647
AVERAGE AGE	43	40	39
AVERAGE AGE (MALE)	41	38	37
AVERAGE AGE (FEMALE)	45	41	40

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	1,258	3,758	9,472
# OF PERSONS PER HH	2	2.1	2.2
AVERAGE HH INCOME	$44,549	$55,306	$65,662
AVERAGE HOUSE VALUE	$264,468	$239,115	$196,166

2020 American Community Survey (ACS)

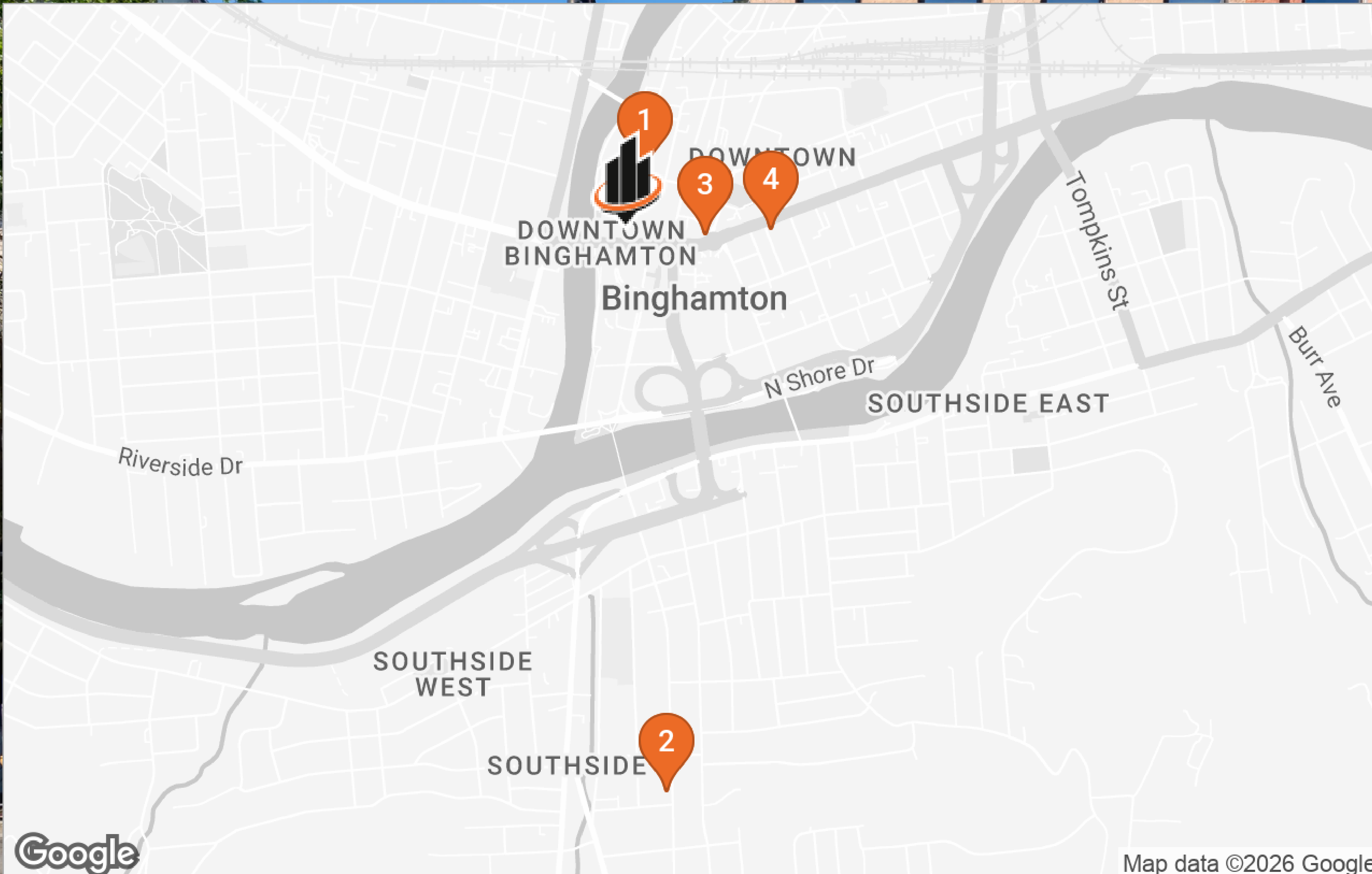


Sale Comparables

SALE COMPS MAP & SUMMARY

	NAME/ADDRESS	PRICE	BLDG SIZE	LOT SIZE
★	**29-31 Court St** 29 Court St Binghamton, NY	$1,090,000	15,356 SF	0.06 Acres
1	**222 Water Street** Binghamton, NY	$4,700,000	56,099 SF	0.40 Acres
2	**136 Washington St.** Binghamton, NY	$726,150	5,188 SF	0.07 Acres
3	**89 Court St.** Binghamton, NY	$725,000	16,416 SF	0.10 Acres
4	**24 Centenary Street** Binghamton, NY	$675,000	6,878 SF	0.04 Acres
	AVERAGES	**$1,583,230**	**19,987 SF**	**0.13 ACRES**

SALE COMPS MAP & SUMMARY



SALE COMPS

★

★ 29-31 COURT ST
29 Court St
Binghamton, NY 13901

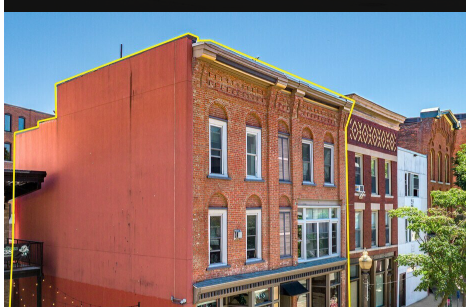
PRICE:	$1,090,000	**BLDG SIZE:**	15,356 SF
LOT SIZE:	0.06 Acres	**NO. UNITS:**	5
CAP RATE:	8.37%	**YEAR BUILT:**	1910

1

1. 222 WATER STREET
Binghamton, NY 13901

PRICE:	$4,700,000	**BLDG SIZE:**	56,099 SF
LOT SIZE	0.40 Acres	**YEAR BUILT:**	1880

2



2. 136 WASHINGTON ST.
Binghamton, NY 13903

PRICE:	$726,150	**BLDG SIZE:**	5,188 SF
LOT SIZE	0.07 Acres	**NO. UNITS:**	6
CAP RATE:	6.35%	**YEAR BUILT:**	1965

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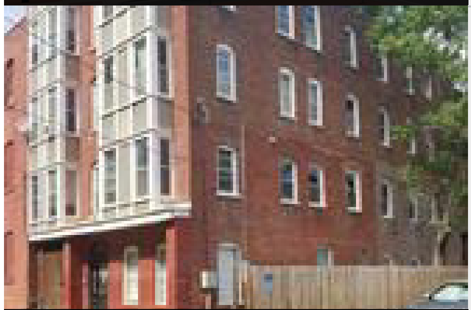
3. 89 COURT ST.
Binghamton, NY 13901

PRICE:	$725,000	**BLDG SIZE:**	16,416 SF
LOT SIZE	0.10 Acres	**NO. UNITS:**	4
YEAR BUILT:	1876		

4



4. 24 CENTENARY STREET
Binghamton, NY 13901

PRICE:	$675,000	**BLDG SIZE:**	6,878 SF
LOT SIZE	0.04 Acres	**NO. UNITS:**	11
YEAR BUILT:	1965		

Property Analysis

RENT ROLL

SUITE	BEDROOMS	BATHROOMS	RENT	MARKET RENT	MARKET RENT / SF	LEASE END
29 6 BR	6	2	$4,710	$4,800	-	5/25/2027
29 C1	-	1	$1,420	$1,600	-	03/31/2030
31 C1	-	1	$1,500	$1,800	-	9/30/2027
31 2 BR	2	1	$1,500	$1,800	-	5/28/2027
31 6 BR	6	2	$4,300	$4,800	-	5/25/2027
TOTALS			**$13,430**	**$14,800**	**$0.00**	
AVERAGES			**$2,686**	**$2,960**		

INCOME & EXPENSES

INCOME SUMMARY	29-31 COURT STREET
VACANCY COST	($4,835)
GROSS INCOME	**$156,325**

EXPENSES SUMMARY	29-31 COURT STREET
MANAGEMENT (ESTIMATED 7%, OWNER CURRENTLY SELF MANAGES)	$10,717
TAXES	$29,108
UTILITIES E&G, W&S	$10,334
INSURANCE	$6,751
MAINTENANCE REPAIRS AND TRASH	$1,932
INTERNET/CABLE	$5,559
LEASING ADVERTISING	$650
OPERATING EXPENSES	**$65,051**

NET OPERATING INCOME	**$91,274**

KEY STATS:

Current Effective Income:
$161,160

Current Scheduled Income:
$161,160

Market Supported Income:
$175,000 – $178,000

WHERE THE GROWTH COMES FROM:

- Residential rents currently below market levels
- Opportunity to increase rents at lease renewal
- Strong student demand supports continued absorption
- No major renovations required to achieve increases

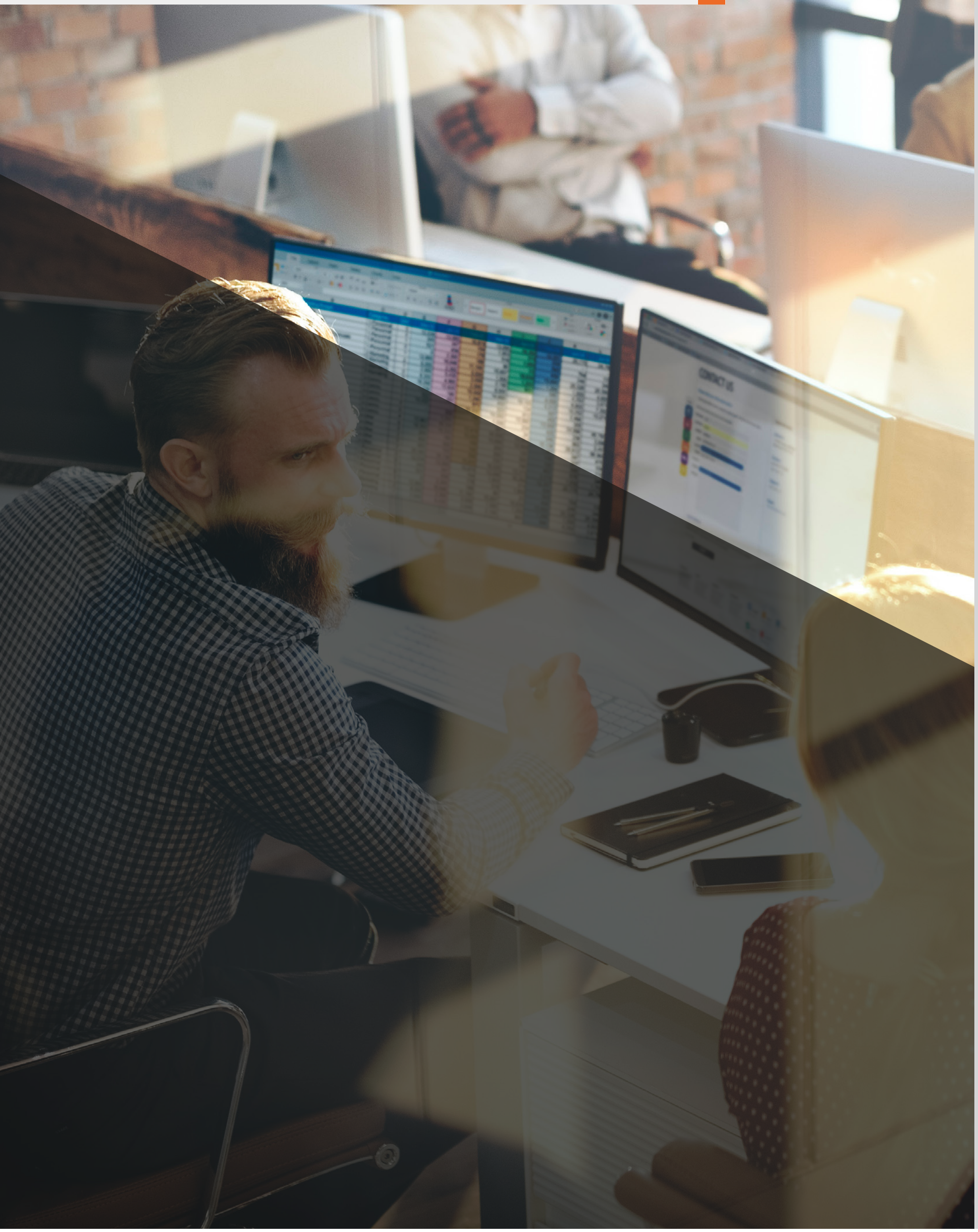
Current income reflects in-place rents and standard vacancy assumptions. Based on comparable market rents, the property supports a projected increase in income to approximately $175,000+ through lease rollover.

In-place income provides stability, while embedded rent growth offers a clear path to increased returns.

At market rents, projected NOI of ~$112,000 reflects an implied cap rate of approximately 9.5% at the current asking price.

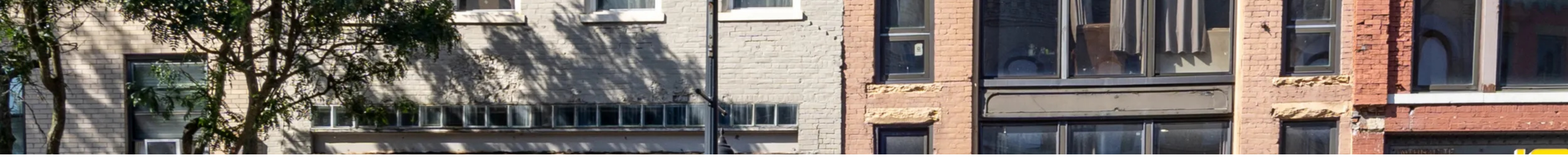
THE SVN BRAND

- Founded in 1987
- A **globally recognized** brand
- Local **independent ownership** combined with a **global support** network
- **225+ Offices** across the globe (and expanding)
- **Accelerated growth** through the **collective strength** of our network
- **Proactive promotion** of properties and **fee sharing** with the entire commercial real estate industry
- Robust **global platform**
- Advancing commercial real estate through **cooperation, collaboration and organized competition**
- A franchise business model that supports **entrepreneurial growth and autonomy**
- Over **2,000 Advisors** and staff
- **7+7** Core Services & Specialty Practice Areas
- **More offices in the US** than any other CRE company
- Comprehensive **training & support**
- Commitment to working togther to creat **amazing value** with our clients, colleagues and our communities



MARKETING PLATFORM

- PROPERTY SIGNAGE
- PROPERTY POSTCARDS
- REGIONAL EMAIL BLAST
- CRE FEATURED PROPERTY BLAST
- SVN NATIONAL BLAST EMAIL
- BUILDOUT PROPERTY & MARKETING PLATFORM
- DIRECT EMAIL, MAIL & PHONE CALLS
- MARKETING & SOCIAL MEDIA TEMPLATES
- SOCIAL MEDIA & PROMOTION
- INTERACTIVE APPS
- WEEKLY FEATURED PROPERTIES



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This Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

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