

Essex County Mixed-Use Opportunity | Orange Avenue 5-Unit Investment

IRVINGTON, NJ



OFFERING MEMORANDUM

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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 | Bruce Elia Jr. | Fort Lee in compliance with all applicable fair housing and equal opportunity laws.



ESSEX COUNTY MIXED-USE OPPORTUNITY | ORANGE AVENUE 5-UNIT INVESTMENT

PROPERTY INFORMATION

1

PROPERTY SUMMARY

PROPERTY DESCRIPTION

PROPERTY DETAILS

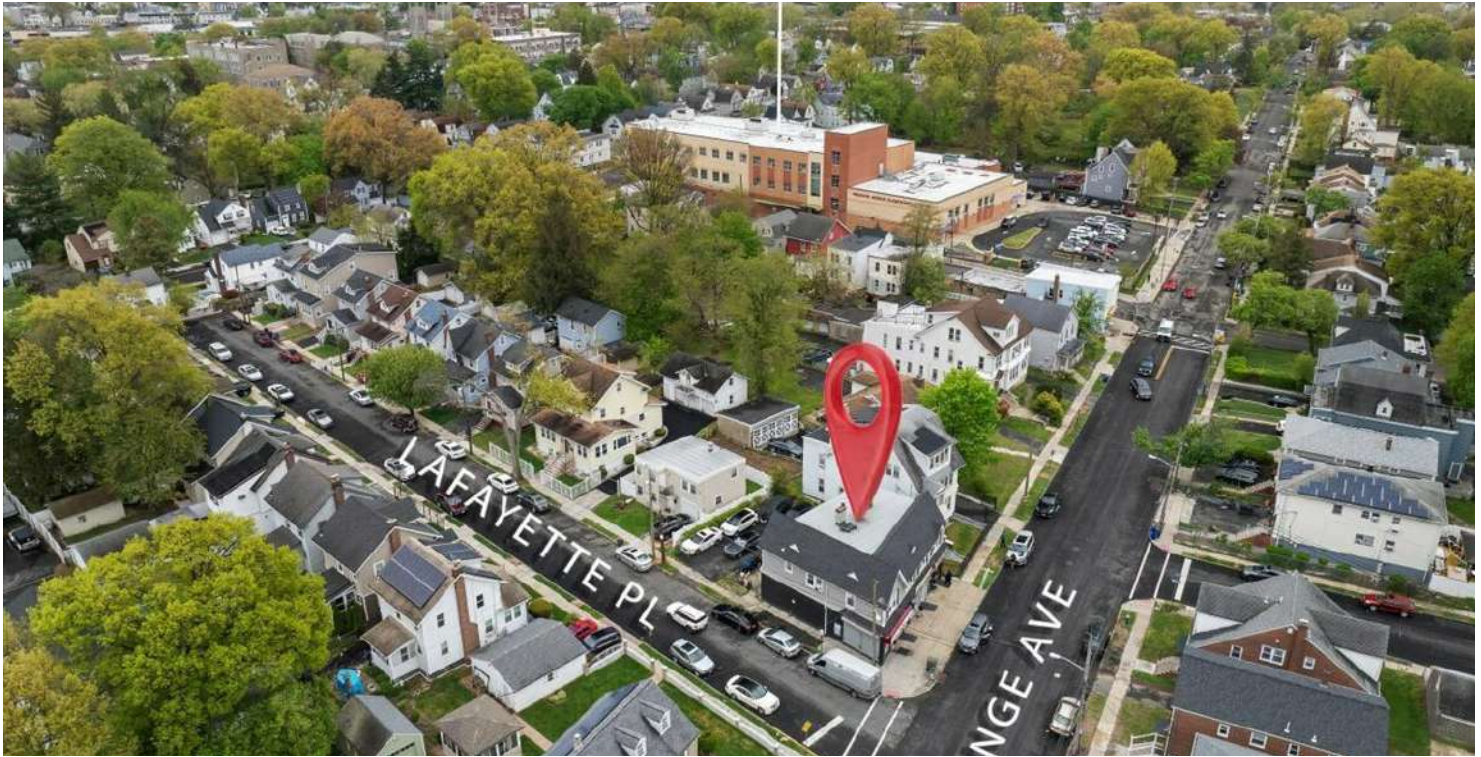
EXTERIOR PHOTOS

BARBERSHOP PHOTOS

GROCERY & BILL PAY STORE PHOTOS

RESIDENTIAL UNITS PHOTOS

Property Summary



PROPERTY DESCRIPTION

Discover an exceptional investment opportunity with this prime 5,262 SF retail property in Irvington, NJ. Built in 1950 and fully renovated in 2025, this meticulously maintained building offers a modern, attractive setting for retail and street retail enterprises. With 100% occupancy, it presents a compelling income-generating asset to prospective investors. Its strategic location in the Irvington area ensures high visibility and accessibility, drawing significant customer traffic. Benefit from a well-established, thriving retail environment while capitalizing on the potential for further growth and success in this dynamic market. Don't miss the chance to secure a valuable foothold in this sought-after retail destination.

PROPERTY HIGHLIGHTS

- 5,262 SF modern retail building
- Renovated in 2025 for contemporary appeal
- Prime location in Irvington area
- 100% occupancy for immediate income
- Established presence in thriving retail market

OFFERING SUMMARY

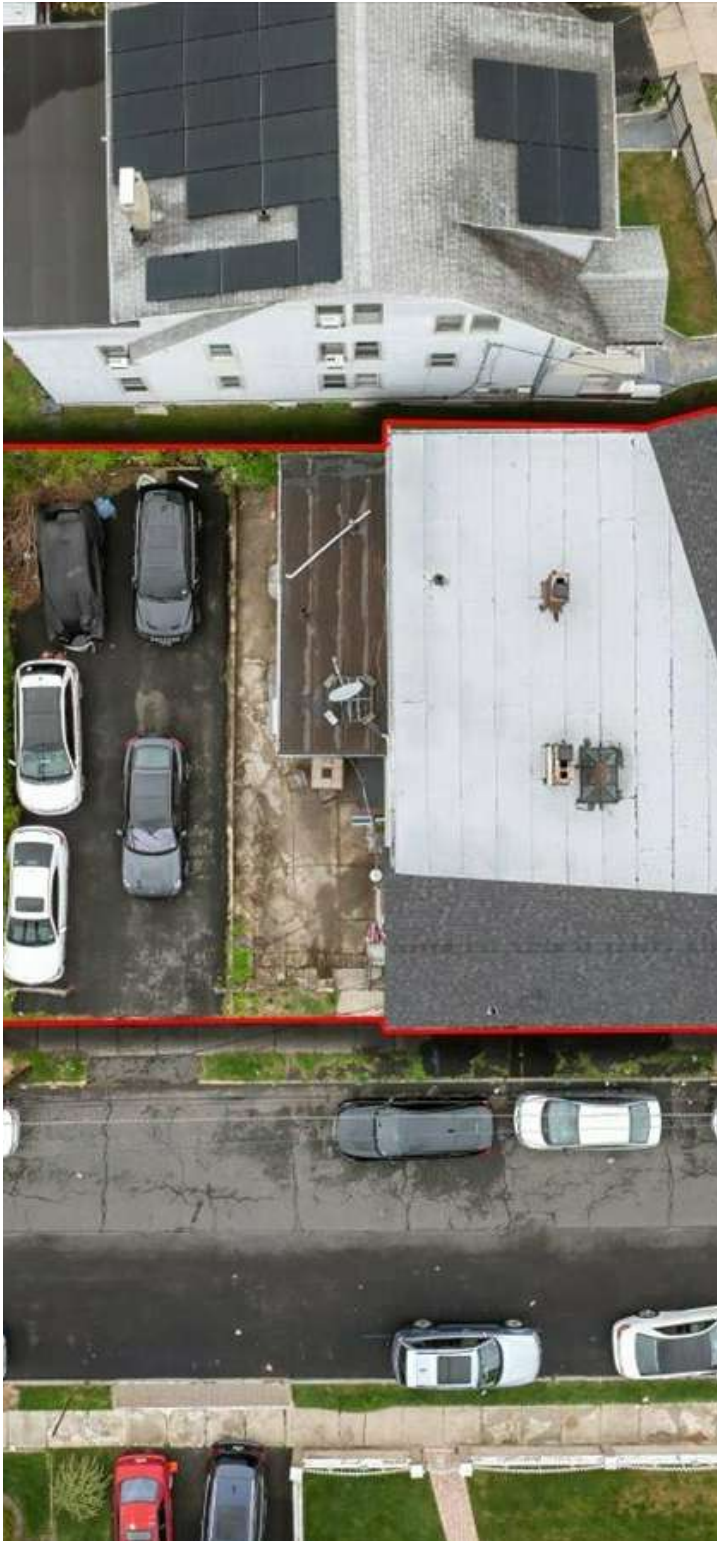
Sale Price:	\$799,999
Lot Size:	4,430 Acres
Building Size:	5,262 SF
NOI:	\$60,882.00
Cap Rate:	7.6%
Residential Units:	3
Retail Units:	2
Total Units:	5
Parking Spots:	6

DEMOGRAPHICS

	0.25 MILES	0.5 MILES	1 MILE
Total Households	2,070	7,786	25,717
Total Population	4,822	18,808	71,191
Average HH Income	\$75,279	\$75,170	\$76,832



Property Description



PROPERTY DESCRIPTION

Discover an exceptional investment opportunity with this prime 5,262 SF retail property in Irvington, NJ. Built in 1950 and fully renovated in 2025, this meticulously maintained building offers a modern, attractive setting for retail and street retail enterprises. With 100% occupancy, it presents a compelling income-generating asset to prospective investors. Its strategic location in the Irvington area ensures high visibility and accessibility, drawing significant customer traffic. Benefit from a well-established, thriving retail environment while capitalizing on the potential for further growth and success in this dynamic market. Don't miss the chance to secure a valuable foothold in this sought-after retail destination.

LOCATION DESCRIPTION

Experience the vibrancy of Irvington, NJ, a thriving community with a rich history and a promising future. Located in close proximity to major thoroughfares, the area offers prime accessibility for retail and street retail investors. Discover an eclectic mix of retail and dining options catering to a diverse and growing customer base. Nearby attractions like the Nomahegan Park, Irvington Park, and the renowned Newark Museum provide ample recreational and cultural opportunities. With a dynamic blend of residential, commercial, and entertainment offerings, the area presents an attractive prospect for retail investors seeking a vibrant and growing market to establish their presence.

EXTERIOR DESCRIPTION

Mixed-use street-front building with Orange Avenue frontage, ground-floor retail visibility, and residential units above in an active Irvington corridor.

INTERIOR DESCRIPTION

Recently renovated in 2025, the property features updated interior finishes, refreshed flooring, modern lighting, and functional layouts across the 2 residential apartments and 3 commercial/retail units.

PARKING DESCRIPTION

6 Parking Spaces.



Property Details

Sale Price **\$799,999**

LOCATION INFORMATION

Building Name	Essex County Mixed-Use Opportunity Orange Avenue 5-Unit Investment
Street Address	216 Orange Avenue
City, State, Zip	Irvington, NJ 07111
County	Essex
Township	Irvington Township
Range	Northern New Jersey / Essex County
Section	Orange Avenue Corridor
Side of the Street	East
Signal Intersection	No
Road Type	Paved
Market Type	Large
Nearest Highway	All Major NJ Highways within 15 minute drive
Nearest Airport	Newark, La Guardia, JFK within 60 minute drive

BUILDING INFORMATION

Building Size	5,262 SF
NOI	\$60,882.00
Cap Rate	7.6
Occupancy %	100.0%
Tenancy	Multiple
Ceiling Height	10 ft
Year Built	1950
Year Last Renovated	2025
Gross Leasable Area	5,200 SF
Condition	Good
Roof	Good

PROPERTY INFORMATION

Property Type	Retail
Property Subtype	Street Retail
Lot Size	4,430 Acres
Lot Frontage	54 ft
Lot Depth	82 ft
Corner Property	Yes
Traffic Count	18200
Amenities	Sep Heat, Sep Water, Sep Electric, Sep Gas, 6 Parking Spaces.
Power	Yes

PARKING & TRANSPORTATION

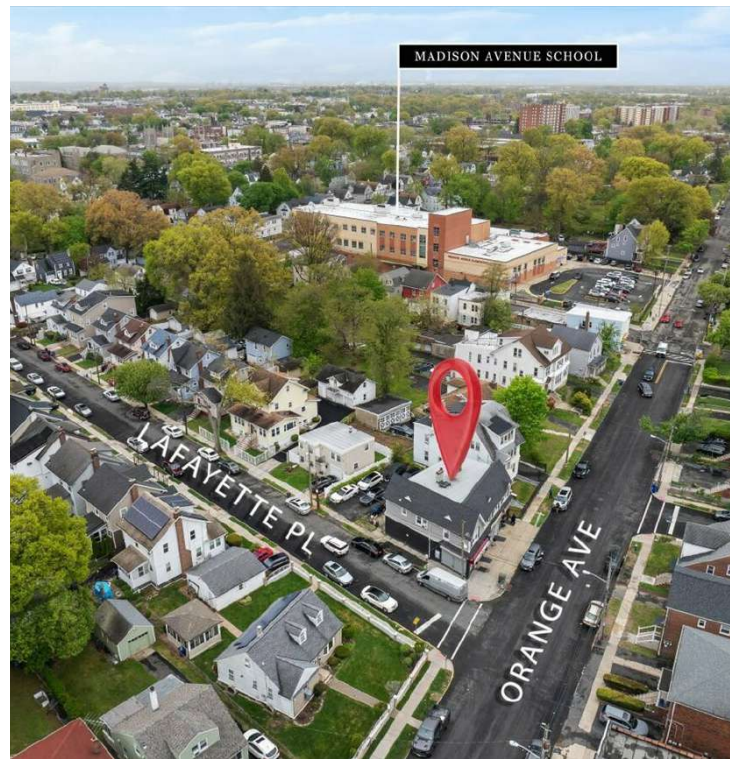
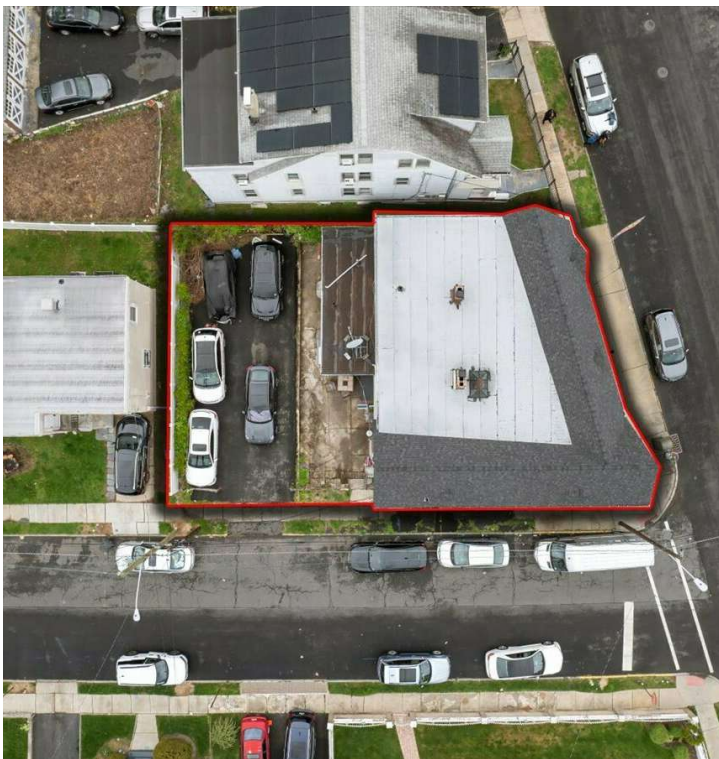
Street Parking	Yes
Parking Type	Surface
Number of Parking Spaces	6

UTILITIES & AMENITIES

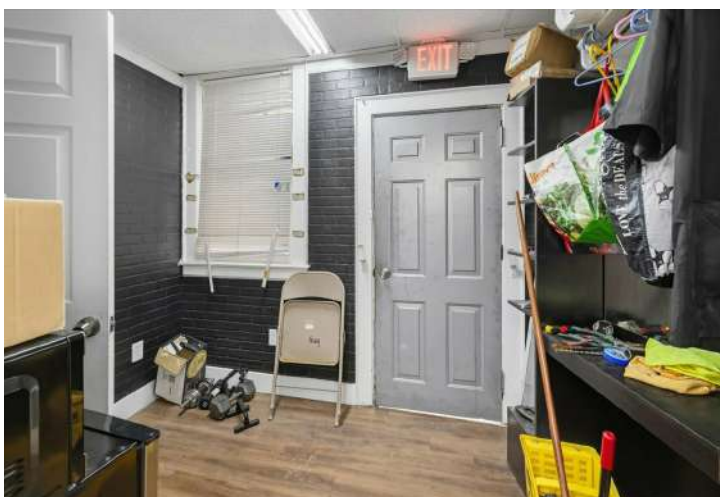
Gas / Propane	Yes
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Exterior Photos



Barbershop Photos



Grocery & Bill Pay Store Photos



Residential Units Photos



ESSEX COUNTY MIXED-USE OPPORTUNITY | ORANGE AVENUE 5-UNIT INVESTMENT

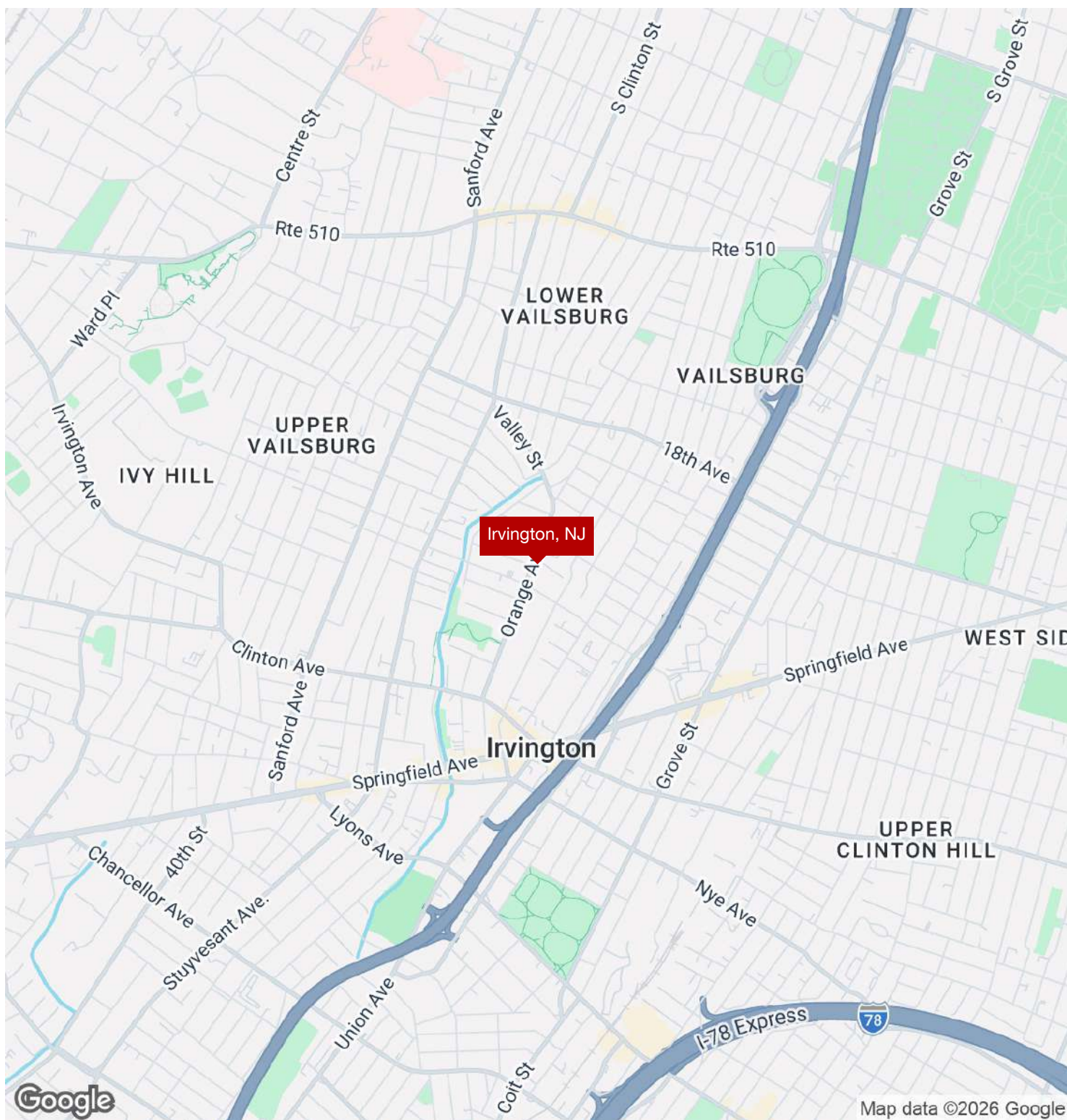
LOCATION INFORMATION

2

REGIONAL MAP

AERIAL MAP

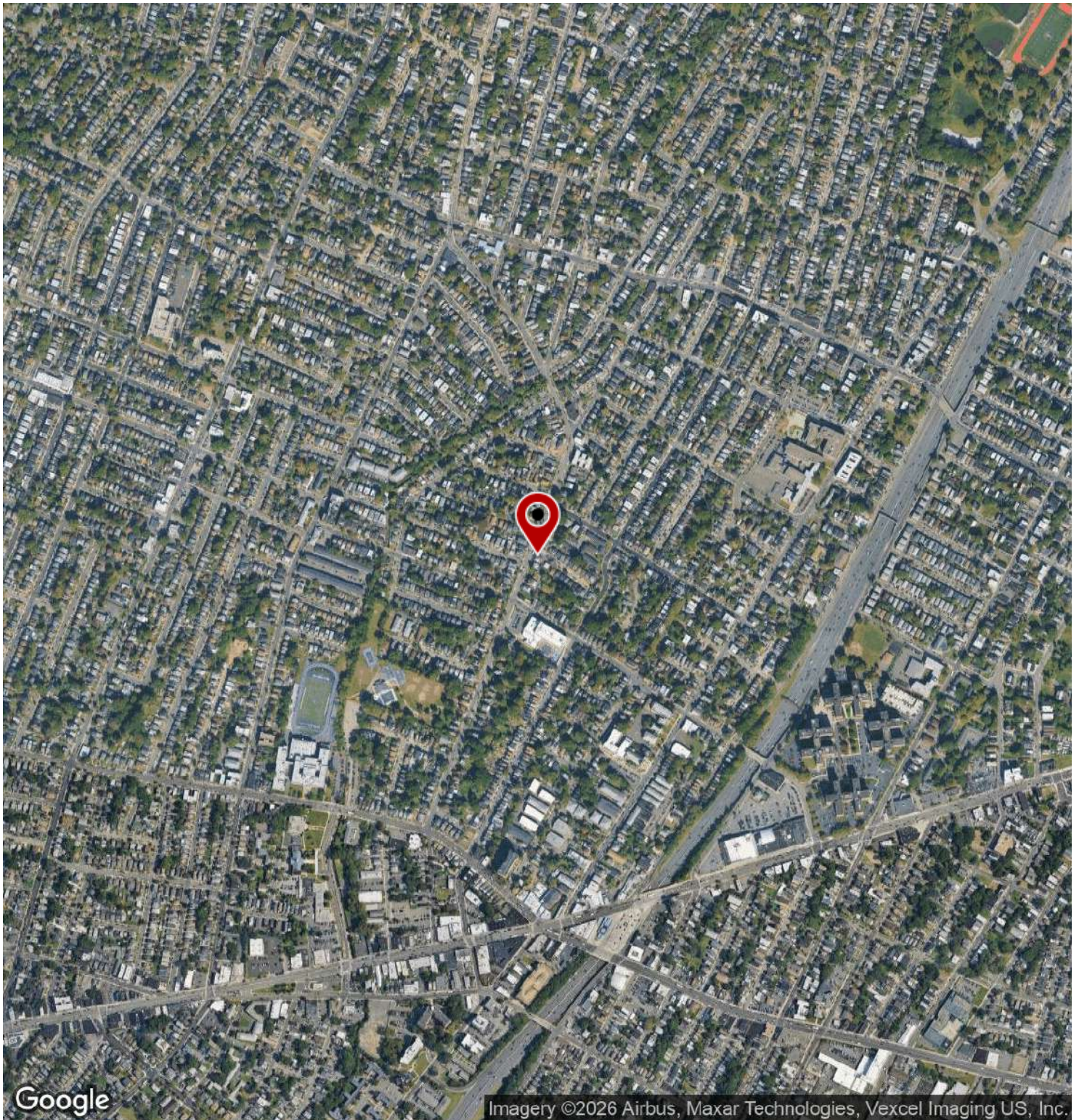
Regional Map



Map data ©2026 Google



Aerial Map



ESSEX COUNTY MIXED-USE OPPORTUNITY | ORANGE AVENUE 5-UNIT INVESTMENT

FINANCIAL ANALYSIS

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INCOME & EXPENSES

RENT ROLL

PURCHASE ANALYSIS

FINANCIAL SUMMARY

Income & Expenses

Income	Monthly	Annual
Gross Rent	\$7,916	\$94,992
Vacancy Loss	-\$396	-\$4,750
Operating Income	\$7,520	\$90,242

Expenses (% of Income)	Monthly	Annual
Cleaning & Maintenance (4%)	-\$292	-\$3,500
Insurance (8%)	-\$625	-\$7,500
Taxes (20%)	-\$1,500	-\$18,000
Water & Sewer (0%)	-\$30	-\$360
Operating Expenses (33%)	-\$2,447	-\$29,360



Rent Roll

Unit Description	Units of This Type	Lease Details	Rent (Per Unit)
Unit #1 (Grocery Store)	1	7 Year Lease	\$1,350 Per Month
Unit #2 (Bill Pay Store)	1	Year to Year	\$1,200 Per Month
Unit #3 (Barbershop)	1	Year to Year	\$1,650 Per Month
Unit #4 (1 BR / 1 FBTH)	1	Year to Year	\$1,761 Per Month
Unit #5 (2BR / 1BTH)	1	Year to Year	\$1,955 Per Month

Totals for Year 1	
Total Number of Units	5
Total Rent (Sum of Units)	\$7,916 Per Month, \$94,992 Per Year



Purchase Analysis

Purchase Analysis

Irvington Investment Sale

216 Orange Ave
Irvington, NJ 07111



Bruce Elia Jr & Elvis Durakovic

(201) 917-5884

BruceJr@ERGTeam.com

www.TheRedZoneAgency.com/ERG

Purchase Info	
Purchase Price	\$799,000
- First Mortgage	-\$559,300
- Second Mortgage	-\$0
= Downpayment	\$239,700
+ Buying Costs	\$15,980
+ Initial Improvements	\$0
= Initial Cash Invested	\$255,680
Square Feet (5 Units)	4,231
Cost per Square Foot	\$189
Monthly Rent per Square Foot	\$1.87
Cost per Unit	\$159,800
Average Monthly Rent per Unit	\$1,583

Mortgages	First	Second
Loan-To-Cost Ratio	70%	0%
Loan-To-Value Ratio	70%	0%
Loan Amount	\$559,300	\$0
Loan Type	Amortizing	
Term	30 Years	
Interest Rate	6.5%	
Payment	\$3,535.16	\$0.00

Financial Metrics (Year 1)	
Annual Gross Rent Multiplier	8.4
Operating Expense Ratio	32.5%
Debt Coverage Ratio	1.44
Cap Rate (Purchase Price)	7.6%
Cash on Cash Return	7.2%

Assumptions	
Appreciation Rate	3.0%
Vacancy Rate	5.0%
Income Inflation Rate	3.0%
Expense Inflation Rate	3.0%
LTV for Refinance	70.0%
Selling Costs	\$55,930

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Gross Rent	\$7,916	\$94,992
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Operating Income	\$7,520	\$90,242

Expenses (% of Income)	Monthly	Annual
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Water & Sewer (0%)	-\$30	-\$360
Operating Expenses (33%)	-\$2,447	-\$29,360

Net Performance	Monthly	Annual
Net Operating Income	\$5,074	\$60,882
- Mortgage Payments	-\$3,535	-\$42,422
+ Year 1 Improvements	-\$0	-\$0
= Cash Flow	\$1,538	\$18,460



Financial Summary

INVESTMENT OVERVIEW

Price	\$799,999
Price per SF	\$152
CAP Rate	7.60%

OPERATING DATA

Net Operating Income	\$60,882
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FINANCING DATA



ESSEX COUNTY MIXED-USE OPPORTUNITY | ORANGE AVENUE 5-UNIT INVESTMENT

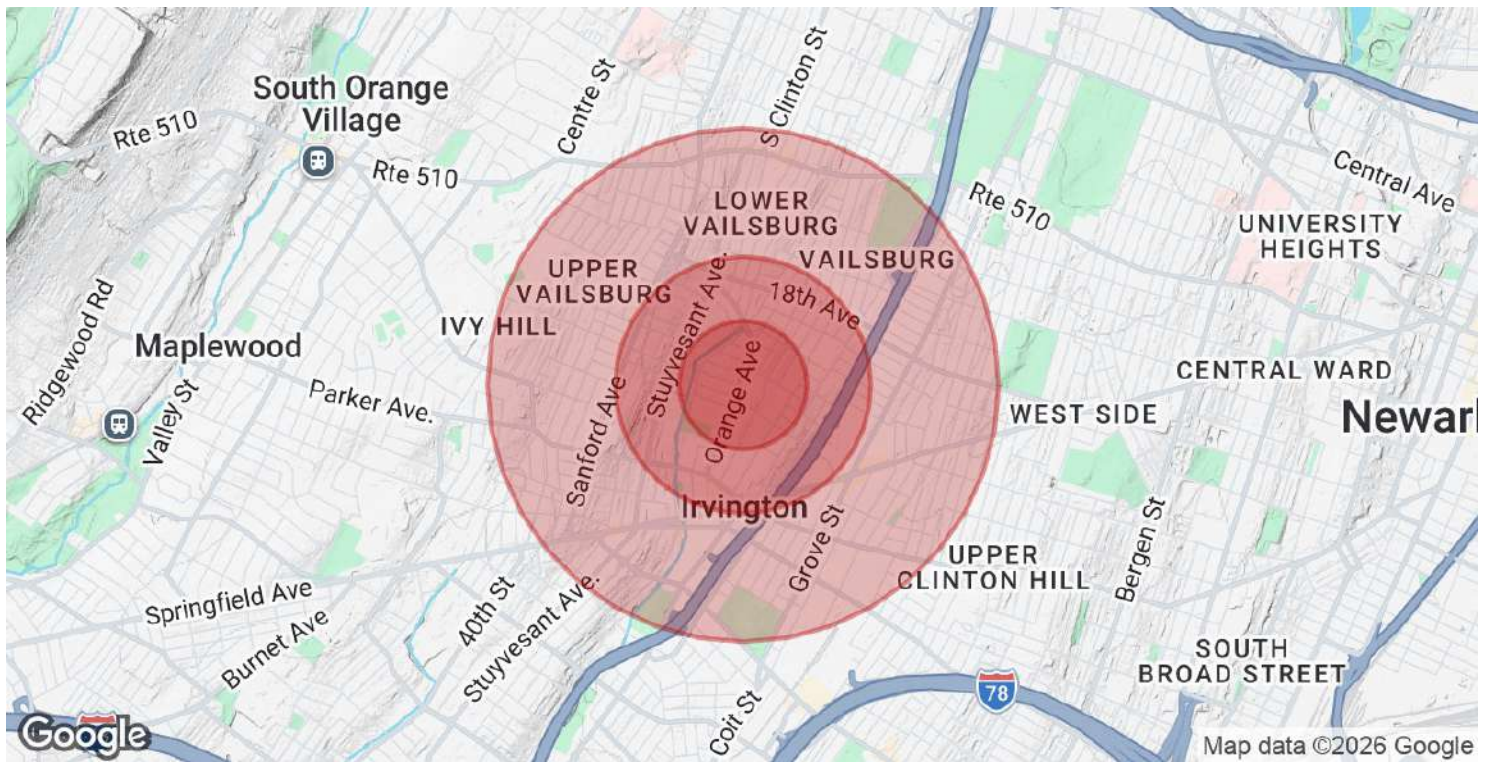
DEMOGRAPHICS

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DEMOGRAPHICS MAP & REPORT

ADVISOR BIO & CONTACT INFO

Demographics Map & Report



POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	4,822	18,808	71,191
Average Age	39.7	36.6	35.8
Average Age (Male)	37.2	35.7	33.9
Average Age (Female)	46.9	40.6	38.4

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	2,070	7,786	25,717
# of Persons per HH	2.3	2.4	2.8
Average HH Income	\$75,279	\$75,170	\$76,832
Average House Value	\$327,367	\$292,147	\$277,020

2023 American Community Survey (ACS)



Advisor Bio & Contact Information

BRUCE ELIA JR.

Managing Director | Fort Lee



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NJ #0893523

PROFESSIONAL BACKGROUND

Bruce Elia, Jr. has been a full-time Commercial & Residential RE Broker for the past 14 years, after having vary varied earlier careers. Bruce was hired on Wall Street after college, earning his Series 7, Series 63 and worked for PHD Capital, whose founders and operating principles were Nelson Braff and Jodi Eisenberg. After a little over a year there, Bruce chose not to continue with the Series 24 licensing for stock broker trading. Bruce decided to get his real estate license and started full-time as a wholesale investor and Realtor® in 2009 and is now a founding partner, with Al Donohue of Keller Williams City Views in Fort Lee. His advanced real estate training, designations, and track record of success is proven in the commercial real estate world. His contact database of principals and of colleagues is what a seller or buyer needs representing them in today's New Jersey Real Estate Market. Bruce takes great pride in the relationships he builds and works relentlessly on the client's behalf to accomplish their real estate goals. Bruce and his team of over 355+ real estate experts (broker & agent-associates) selling over \$500,000,000 annually in sales, representing the best and brightest in the industry, and always striving to lead the field in research, innovation, and consumer education through technologically advanced business models and CRM systems.

EDUCATION

Sales-Associate License - April 2008'
Bachelor Degree - University of New Hampshire - June 2008'
Broker-Associate License - May 2011'
Certified Negotiation Expert (C.N.E.)
Financial Analysis for Commercial Real Estate (C.C.I.M)
Feasibility Analysis for Commercial Real Estate (C.C.I.M)
Financial Modeling for Real Estate Development (C.C.I.M)
RE Development: Acquisitions (C.C.I.M)
Industrial Designation - Financial Analysis (C.C.I.M)
Multi-family Feasibility and Analysis (C.C.I.M)

MEMBERSHIPS & AFFILIATIONS

KW Commercial Advertised on 300+ Websites
Premium Level Co-Star, Loopnet, & Crexi Commercial Websites
NJMLS, HCMLS, GSMLS
Eastern Bergen County Board of Realtors
Platinum Circle of Excellence Award Recipient

