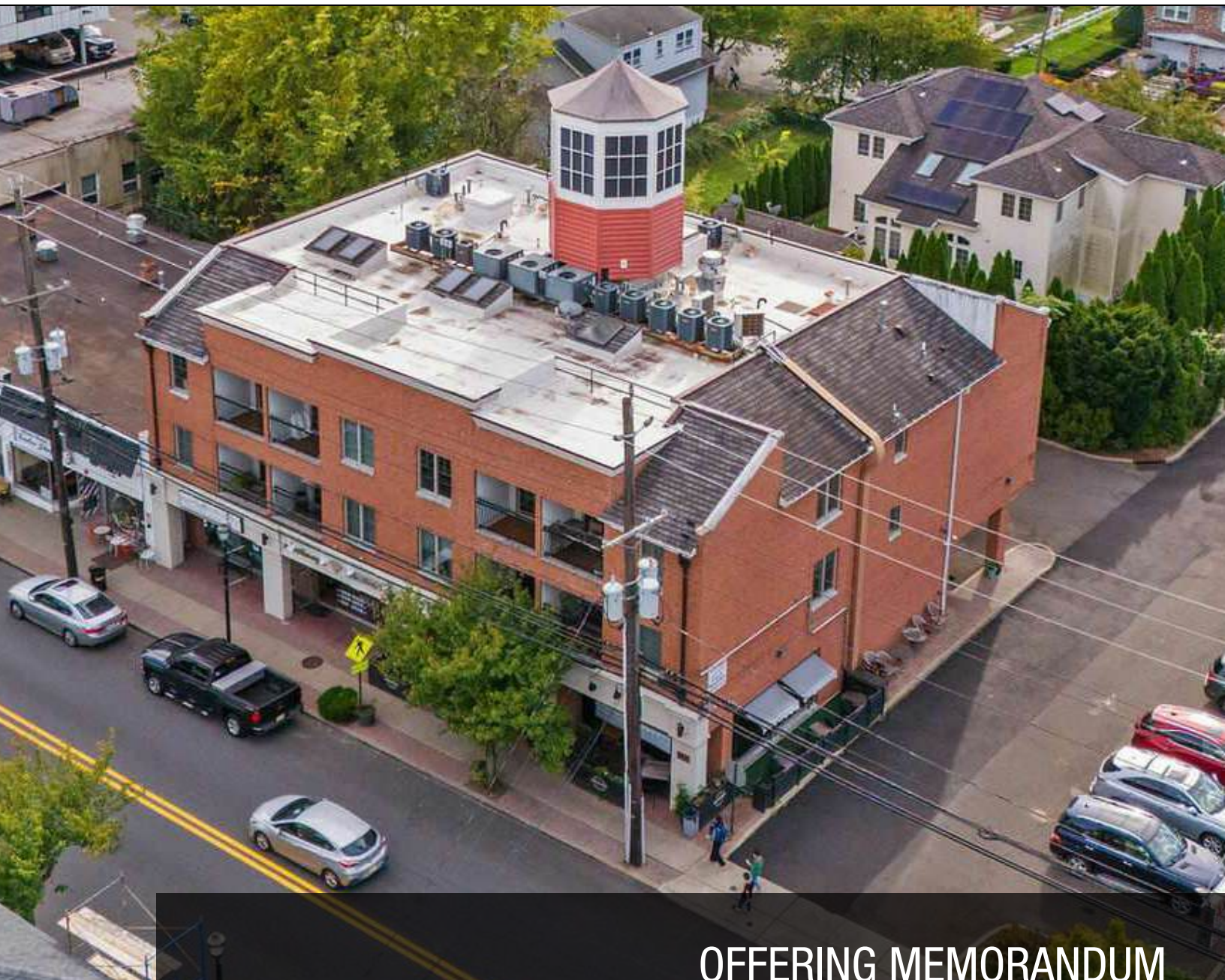




15 Unit Mixed-Use | 25 Parking Spaces | Market Rate Units | For Sale

12-56 RIVER RD, FAIR LAWN, NJ 07410



OFFERING MEMORANDUM

KW COMMERCIAL
2200 Fletcher Ave Suite 500
Fort Lee, NJ 07024

PRESENTED BY:

BRUCE ELIA JR.
Managing Broker | Fort Lee
O: 201.917.5884 X701
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brucejr@kw.com
NJ #0893523

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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.



(15) UNIT | MIXED-USE | INVESTMENT SALE | FAIR LAWN, NJ

PROPERTY INFORMATION

1

INVESTMENT SUMMARY

PROPERTY DESCRIPTION

PROPERTY DETAILS

ADDITIONAL PHOTOS

ADDITIONAL PHOTOS

SURVEY OF PROPERTY

Investment Summary



PROPERTY DESCRIPTION

The Elia Realty Group (ERG) and KW Commercial are proud to present an exciting new investment opportunity in Fair Lawn, NJ.

The property consists of 15 total units, with a breakdown of 4 retail storefront spaces, 1 Office Suite, and 10 Residential apartments.

The building is all brick consisting of approx. 13,469 sqft on three floors and was built in 2007 and has been maintained in excellent condition throughout its ownership lifetime. With the ability to consistently escalate rents in an attractive Northern, NJ town, this investment is ready for a buyer looking to purchase on a 1031 exchange, or to park money and watch it grow year over year.

PROPERTY HIGHLIGHTS

- (15) Unit Investment Property - (4) Retail Store Fronts; (10) Residential Apartments; (1) Office Suite
- Building Size is approx. 13,469 Sqft on (3) Total Floors (2 Residential; 1 Retail Commercial)
- Lot Size is approx. 8,477 Sqft (survey included)
- Value add opportunity to upgrade units and increase rents
- Located in an A+ area of Bergen County in a blue ribbon school system
- Located near all Major NJ Highways and just miles from NYC.

OFFERING SUMMARY

Sale Price:	\$4,500,000
Number of Units:	10 Residential + 5 Commercial
Lot Size:	8,477 SF
Lot Size Price Per SF:	\$530
Building Size:	13,469 SF
Building Size Price Per SF:	\$334
Taxes:	\$72,197/year
NOI:	\$276,922.07
Cap Rate:	6.15%
Surface Grade Parking Spaces:	25
Elevator Building:	Yes
Washer/Dryer In-Unit:	Yes

DEMOGRAPHICS	0.25 MILES	0.5 MILES	1 MILE
Total Households	452	1,835	10,502
Total Population	1,311	5,104	28,104



Property Description



PROPERTY DESCRIPTION

The Elia Realty Group (ERG) powered by KW Commercial, are proud to present an exciting new investment sale opportunity in Fair Lawn, NJ. Located just miles from NYC, this mixed-use retail / residential investment is prime for a savvy or novice investor. The property consists of 14 total units, with a breakdown of 4 retail storefront spaces and 10 residential apartments. The building is all brick consisting of approx. 13,469 sqft on three floors and was built in 2007 and has been maintained in excellent condition throughout its ownership lifetime. With ability to consistently escalate rents in an attractive Northern, NJ town, this investment is ready for a buyer looking to purchase on a 1031 exchange, or to park money and watch it grow year over year.

LOCATION DESCRIPTION

Fair Lawn is a borough in Bergen County, in the U.S. state of New Jersey, and a bedroom suburb located 12 miles (19 km) northwest of New York City. As of the 2020 United States census, the borough's population was 34,927, an increase of 2,470 (+7.6%) from the 2010 census count of 32,457, which in turn reflected an increase of 820 (+2.6%) from the 31,637 counted in the 2000 census.

Fair Lawn was incorporated as a borough by an act of the New Jersey Legislature on March 6, 1924, as "Fairlawn", from portions of Saddle River Township. The name was taken from Fairlawn, David Acker's estate home, that was built in 1865 and later became the Fair Lawn Municipal Building. In 1933, the official spelling of the borough's name was split into its present two-word form as "Fair Lawn" Borough.

Radburn, one of the first planned communities in the United States, is an unincorporated community located within Fair Lawn and was founded in 1929 as "a town for the motor age." Fair Lawn is home to a large number of commuters to New York City, to which it is connected by train from two railroad stations on NJ Transit's Bergen County Line, the Radburn and Broadway stations.

Fair Lawn's motto is "A great place to visit and a better place to live." Fair Lawn has been rated as one of the top 10 best places to live in New Jersey.

SITE DESCRIPTION

Property sits flat on the site with easy in and out access.

EXTERIOR DESCRIPTION

All brick mixed-use building with retail storefronts on the bottom and residential apartments above.

PARKING DESCRIPTION

On site

POWER DESCRIPTION

Ample Power

GAS DESCRIPTION

Natural Gas



Property Details

Sale Price

\$4,500,000

PROPERTY INFORMATION

Property Type	Multifamily
Property Subtype	Low-Rise/Garden
Zoning	B-4
Taxes:	\$72,197/year
Lot Size	8,477 SF
Lot Frontage	125 ft
Lot Depth	89 ft
Corner Property	No
Waterfront	No
Power	Yes

PARKING & TRANSPORTATION

Street Parking	Yes
Parking Type	Surface
Number of Parking Spaces	25

UTILITIES & AMENITIES

Security Guard	No
Handicap Access	Yes
Number of Elevators	1
Central HVAC	Yes
Gas / Propane	Yes

LOCATION INFORMATION

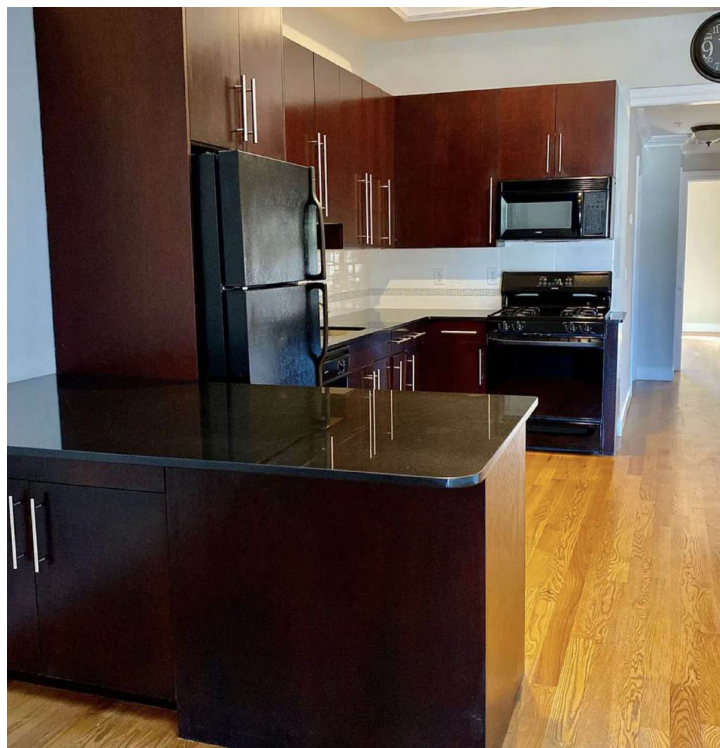
Building Name	(15) Unit Mixed-use Investment Sale Fair Lawn, NJ
Street Address	12-56 River Road
City, State, Zip	Fair Lawn, NJ 07410
County	Bergen
Market	Northern, NJ
Township	Fair Lawn
Signal Intersection	No
Road Type	Paved
Market Type	Large
Nearest Highway	All Major NJ Highways within 15 Minutes
Nearest Airport	Newark Airport only 30 Minutes Away

BUILDING INFORMATION

Building Size	13,469 SF
NOI	\$276,922.07
Cap Rate	6.15
Occupancy %	100.0%
Tenancy	Multiple
Ceiling Height	10 ft
Minimum Ceiling Height	8 ft
Number of Floors	3
Average Floor Size	4,487 SF
Year Built	2015
Year Last Renovated	2022
Gross Leasable Area	13,469 SF
Construction Status	Existing
Condition	Excellent
Free Standing	Yes
Number of Buildings	1



Additional Photos



Additional Photos





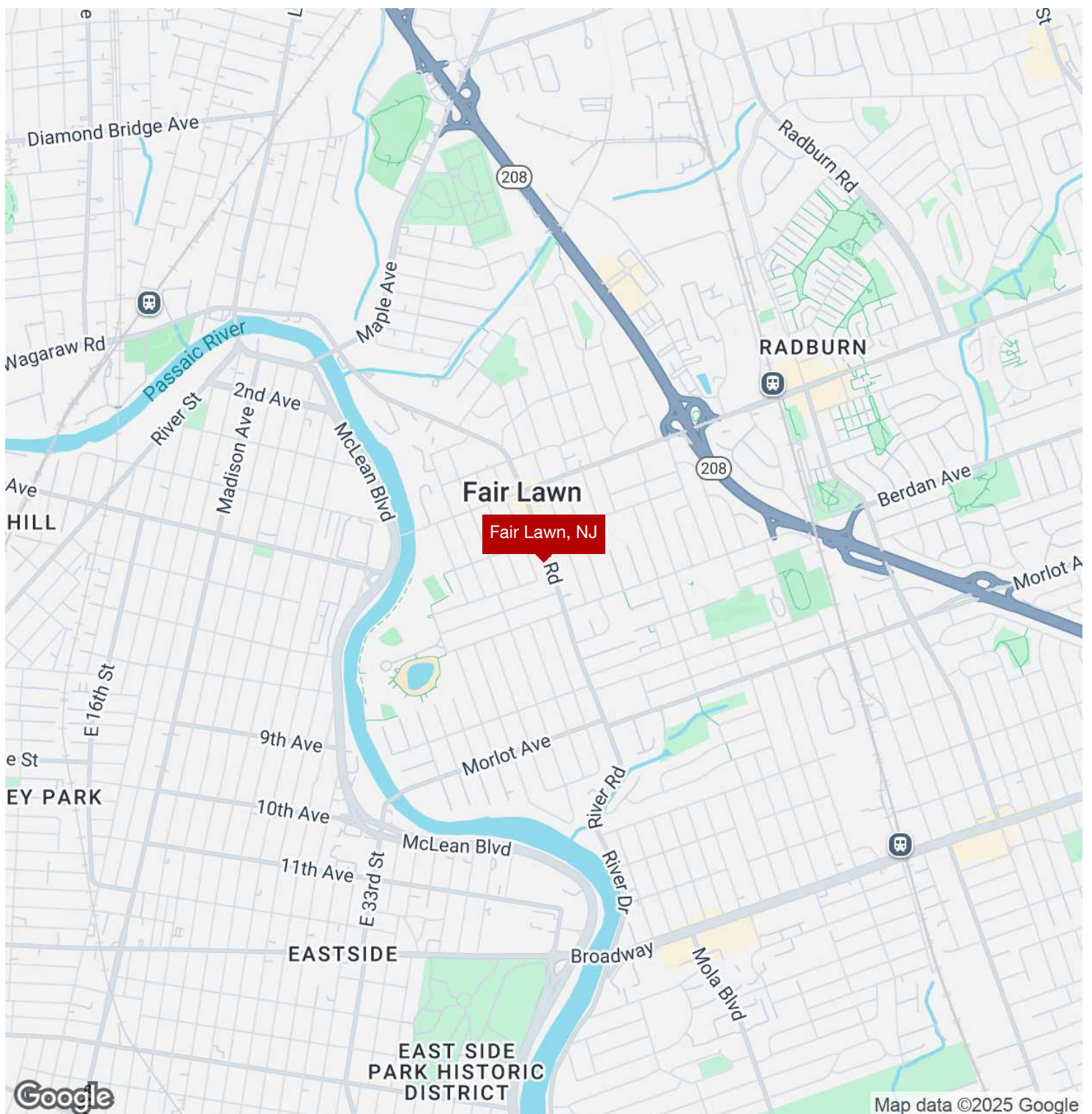
(15) UNIT | MIXED-USE | INVESTMENT SALE | FAIR LAWN, NJ

LOCATION INFORMATION

2

REGIONAL MAP

Regional Map



(15) UNIT | MIXED-USE | INVESTMENT SALE | FAIR LAWN, NJ

FINANCIAL ANALYSIS

3

FINANCIAL SUMMARY

CURRENT RENT ROLL | IN-PLACE INCOME

INCOME & EXPENSES

Financial Summary

INVESTMENT OVERVIEW

	CURRENT RENT ROLL
Price	\$4,500,000
Price per SF	\$334
Price per Unit	\$300,000
GRM	11.78
CAP Rate	6.15%
Cash-on-Cash Return (yr 1)	3.61%
Total Return (yr 1)	\$88,601
Debt Coverage Ratio	1.24

OPERATING DATA

	CURRENT RENT ROLL
Gross Scheduled Income	\$382,031
Total Scheduled Income	\$421,231
Vacancy Cost	\$11,461
Gross Income	\$409,770
Operating Expenses	\$132,848
Net Operating Income	\$276,922
Pre-Tax Cash Flow	\$53,105

FINANCING DATA

	CURRENT RENT ROLL
Down Payment	\$1,470,780
Loan Amount	\$3,029,220
Debt Service	\$223,817
Debt Service Monthly	\$18,651
Principal Reduction (yr 1)	\$35,496



Current Rent Roll | In-Place Income

Rent Roll

Exported On: 2025

Properties: River Cottage - 12-56 River Road Fair Lawn, NJ 07410

Units: Active

As of: 4/4/2025

Include Non-Revenue Units: No

Unit	BD/BA	Tenant	Status	Sqft	Rent	Deposit	Lease From	Lease To	Recurring Charge
River Cottage - 12-56 River									
12-56 Store 1	0/0.00	Juanys Cafe	Current	1,400	3,939	0.00	06/01/2020	12/31/2024	
12-56 Store 2 & 3	0/0.00	Anthony's Fine Jewelry	Current	800	2,400	4,700.00	02/01/2021	01/31/2024	
12-56-Office Suite	0/0.00	Mini Robotics	Current	600	1,250	1,250.00			0
12-56-Store 4	0/0.00	Blessed Touch of Beauty	Current	900	1,730	2,400.00	04/01/2020	03/31/2028	
12-56-2A	2/1.00	Tenant 1	Current	950	2,546	0.00	10/01/2022	09/30/2025	
12-56-2B	1/1.00	Tenant 2	Current	700	1,989	1,750.00	02/01/2021	01/31/2025	50
12-56-2C	1/1.00	Tenant 3	Current	700	1,750	0.00	07/01/2023		12
12-56-2D	2/1.00	Tenant 4	Current	985	2,258	3,225.00	06/15/2020		50
12-56-2E	2/1.00	Tenant 5	Current	850	2,699	1,650.00	08/01/2020	07/31/2025	
12-56-3A	2/1.00	Tenant 6	Current	950	2,404	2,200.00	01/15/2021	12/31/2024	
12-56-3B	1/1.00	Tenant 7	Current	700	2,145	1,950.00	06/01/2023	05/31/2024	200
12-56-3C	1/1.00	Tenant 8	Current	700	1,961	1,850.00	08/01/2022	07/31/2025	
12-56-3D	2/1.00	Tenant 9	Current	985	2,266	3,300.00	06/15/2020	05/31/2024	9
12-56-3E	2/1.00	Tenant 10	Current	850	2,499	3,748.50	11/07/2023	10/31/2024	50
15 Units			86.7% Occupied	12,070	31,836	28,023.50			372
Total 15 Units			86.7% Occupied	12,070	\$ 382,031	28,024			372



Income & Expenses | Rent Roll Available Upon Request

INCOME SUMMARY		CURRENT RENT ROLL
10 Residential Units + 5 Commercial Units		\$382,031
Laundry		\$2,400
Recurring Fees		\$1,800
Parking (To Be Separated & Charged \$100/month - 25 total)		\$30,000
Storage Units (To Be Separated & Charged \$50/month - 10 total)		\$5,000
Vacancy Cost		(\$11,461)
GROSS INCOME		\$409,770
EXPENSES SUMMARY		CURRENT RENT ROLL
Insurance		\$15,648
Trash Removal & Cleaning		\$4,703
Elevator		\$3,166
Maintenance & Repair		\$3,000
Snow Removal		\$2,400
Water (Fire)		\$424
Electric		\$11,160
Property Tax		\$72,197
Management Fee		\$20,150
OPERATING EXPENSES		\$132,848
NET OPERATING INCOME		\$276,922



(15) UNIT | MIXED-USE | INVESTMENT SALE | FAIR LAWN, NJ

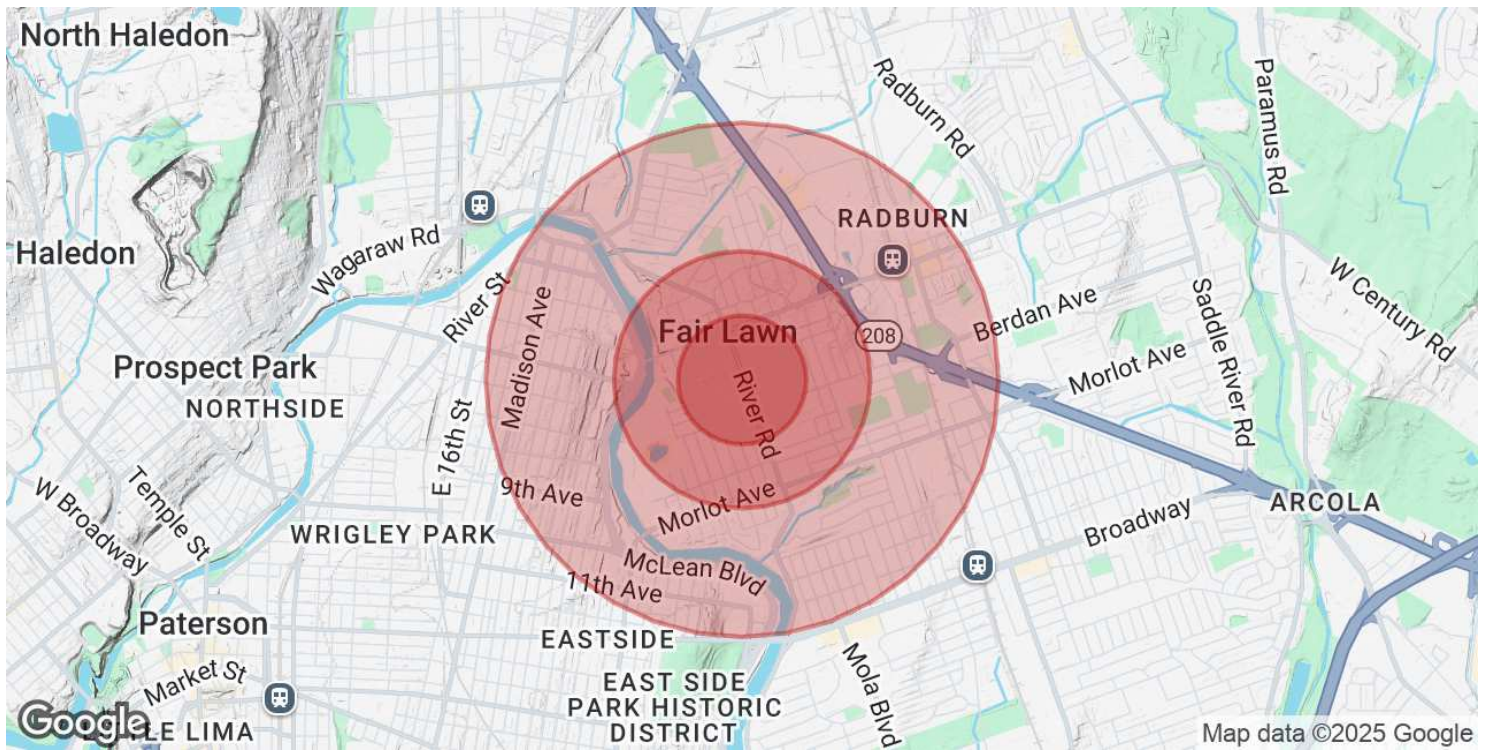
DEMOGRAPHICS

4

DEMOGRAPHICS MAP & REPORT

ADVISOR BIO | DIRECTOR OF KW COMMERCIAL | FORT LEE

Demographics Map & Report



POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	1,311	5,104	28,104
Average Age	47.9	43.6	39.7
Average Age (Male)	43.3	43.4	38.1
Average Age (Female)	51.2	44.1	40.0

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	452	1,835	10,502
# of Persons per HH	2.9	2.8	2.7
Average HH Income	\$141,421	\$134,351	\$99,141
Average House Value	\$441,772	\$399,680	\$300,279

2020 American Community Survey (ACS)



Advisor Bio | Director Of KW Commercial | Fort Lee



BRUCE ELIA JR.

Managing Broker | Fort Lee

brucejr@kw.com

Direct: 201.917.5884 x701 | Cell: 201.315.1223

NJ #0893523

PROFESSIONAL BACKGROUND

Bruce Elia, Jr. has been a full-time Real Estate Broker & Real Estate Broker for the past 14 years, after having very 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

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

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