



LEGISLATIVE BRANCH ▪ CITY OF BINGHAMTON

Hadassah Mativetsky, City Council President

Sarah Dinhofer, City Clerk

CITY COUNCIL WORK SESSION MINUTES

City Hall, 38 Hawley St, Binghamton

6pm Monday, March 25, 2024

Called to order by President Mativetsky at 6PM

Present: Porter, Middleton, Cavanaugh, Hotchkiss, Kosty, Mativetsky, Dundon

Also Present: Sarah Dinhofer (City Clerk), Sophie Bergman (Corporation Counsel)

The Work Session begins at 6pm. Times for RL(s)/Topics are approximate only and items may be considered earlier or later.

Abbreviations: CM – Council Member RL – Request for Legislation RFP – Request for Proposal RFQ – Request for Quote

Time	Committee	Chair	RL/Topic	Pages	Presenter
6:00pm	Special Rules and Studies	Hotchkiss	<p>RL24-64 A Resolution to adopt an ethics reform package (REFORM)</p> <ul style="list-style-type: none"> • CM Hotchkiss states this package will include previously introduced financial disclosure language and RL introduced by member of the public (Kenneth Brown); overall aim is good governance • CM Dundon discusses creation of Ethics Board to have enforcement mechanism. Further states pieces of legislation will be moving forward with assistance of Corporation Counsel to ensure every piece of package is addressed properly • CM Hotchkiss discusses other portions of bill, such as 5-year plan requirement for all departments, requirements for professional development and staff training to support employees, budget reporting requirements, bond stipulations, and Council confirmation for mayoral appointments • CM Cavanaugh thanks Hotchkiss/Dundon for work to address challenges faced during City Hall tenure 	1-6	Michael Dundon, Councilmember Nate Hotchkiss, Councilmember



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			<ul style="list-style-type: none"> • CM Middleton also thanks Hotchkiss/Dundon for work on legislation and asks about potential turnaround time; CM Dundon answers work will be moving forward as quickly as possible • CM Middleton asks about makeup of Ethics Board; CM Dundon answers will be 5 members: Chair of Special Rules, Corporation Counsel, then 3 mayor-appointed positions with City Council confirmation. No more than 3 members can be of the same party 		
6:10pm	Planning	Hotchkiss	<p>RL24-55 An Ordinance to amend the 2024 budget to allocate ARPA funds to support the Southern Door Community Land Trust</p> <ul style="list-style-type: none"> • Packet is given to Councilmembers with supporting documents (<i>contents appended to minutes</i>) • Rice introduces packet reflecting previous similar successful projects completed in North Carolina. Rice states she was born and raised in Binghamton, but has been doing real estate in NC for last 5 years. Fixed up properties, put them back on tax rolls, and sold to families instead of hedge funds to help families. Past work includes MLH investors doing pre-development as well as senior assistance fund to help seniors stay in their homes • Rice discusses 6 Florence St – project was acquired by Southern Door Community Land Trust from County because all units were occupied by families, but building should have been condemned. 	7-8	Hajra Aziz, Executive Director Dominique Rice, Developer



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Previous owners did not keep up with taxes or code.

- Rice further states 6 Florence consists of 6 units: 2 2-beds, 2 3-beds, 2 4-beds. Trust has chosen to keep rent rates very low to be truly affordable for local residents: \$550/2-bed, \$650/3-bed, \$750/4-bed. Rates would allow residents to consider homeownership or other savings goals, create upward mobility. Will not increase rates for 30 years at least
- CM Middleton asks how maintenance will be paid for; Rice answers costs have been accounted for. With one time payment from City, project will self-sustainable for at least 40 years without further investment. Have also factored in 10% cost overrun, standard vacancy rate, 2% inflation/year while maintaining positive cash flow
- CM Middleton asks about placement process; Aziz answers plan is to use HUD LMI guidelines, looking for 30-50% LMI. First people invited will be previous residents that Trust helped relocate during renovation process, then will populate waiting list
- CM Middleton asks about duration of project; Rice answers hopefully by holidays if investment is received quickly
- CM Dundon asks about \$300k discrepancy in funding ask vs.



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project cost; Aziz states some funding has already been received from Housing Trust Fund and County

- Rice states Trust would be willing to make yearly gift to City as nonprofits do not pay property taxes
- CM Hotchkiss asks if project will be build to LEAD energy efficiency standards; Aziz answers yes, resiliency is top priority
- CM Dundon asks contractor if water damage was seen on load-bearing joints/posts/beams; contractor answers has a background in disaster assistance and has documented all related damage, will be weatherproofing and replacing as necessary
- CM Middleton asks who will manage property; Aziz answers herself, but hopes to transition to others as Trust grows
- CM Middleton asks if HUD fund applications were considered; Aziz answers yes, as capacity of Trust grows, it will enable more funding applications
- CM Middleton comments on risk associated with large investments; Rice acknowledges risk while pointing out City's past multimillion dollar investments in predevelopment costs for projects which were not completed versus current project ask which would allow for project completion



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6:15pm	Planning	Hotchkiss	<p>RL24-63 An Ordinance to amend the 2024 budget to allocate ARPA funds to provide funding for DAR Development</p> <ul style="list-style-type: none"> Rice states this project at 18 Cary St will reach different demographic than previous project, as it is 4 units on Northside: 3 1-beds and 1 3-bed; City lacks 1-beds. Previous owner did not maintain property; had 2 fires – one due to bad electrical wiring. Property was already gutted prior to taking ownership Rice further states DAR is for-profit entity, so City would not be responsible for cost overrun. Rent rates would be very low: \$401/1-bed and would accept vouchers for 3-bed Rice says project will be self-sustainable for 30-40 years with one-time City investment CM Mativetsky asks about YWCA fiscal sponsorship; Rice answers YWCA has agreed to sponsor, will also bring in consulting firm “Let’s Brainstorm” which monitors developers on City’s behalf as third party. Non-profit sponsor and firm will increase transparency through reporting 	9-10	Dominique Rice, Managing Partner
6:20pm	Employees	Porter	<p>RL24-58 An Ordinance to amend the 2024 budget for HUD Admin & Housing to add CDBG funded Housing & Community Development Specialist position*</p> <ul style="list-style-type: none"> Berling states this would be new position, already approved through Civil Service, fully funded by CDBG funding. Housing Case Manager handled many of same 	11-14	Juliet Berling, Director of Planning Commission



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			<p>responsibilities prior to retirement, but duties have been split between staff since then. HUD Coordinator recommended creation of position</p> <ul style="list-style-type: none"> • Berling says creation of position would allow expansion of grant application capacity, make process easier for subrecipients, allow for further marketing of opportunities • CM Middleton asks if there is any trouble finding applicants for CDBG grants; Berling replies no, but often same applicants • Motion to expedite: Cavanaugh <ul style="list-style-type: none"> ○ Second: Dundon ○ Vote: 6-1-0-0 ○ Nay: Mativetsky 		
6:25pm	Employees	Porter	<p>RL24-57 An Ordinance to amend the 2024 Fire budget to pay fire mechanic from Fire budget moving from CSEA Union to Fire Union effective 1/1/2024 with retroactive salary increase</p> <ul style="list-style-type: none"> • Drake-Deese states position was identified as needing relocation during desk audit; Fire Union was willing to accept new member. Retirement will stay with Teamsters as outlined in CBA 	15-16	Kent Drake-Dreese, Personnel Director
6:30pm	Employees	Porter	<p>RL24-62 A Resolution to accept NYS Resolution to re-open Section 384 of the retirement and social security law</p> <ul style="list-style-type: none"> • Motion to enter executive session to discuss confidential Personnel matter: Dundon <ul style="list-style-type: none"> ○ Second: Dundon ○ All in Favor • Motion to exit executive session: Cavanaugh <ul style="list-style-type: none"> ○ Second: Dundon 	17-20	Kent Drake-Dreese, Personnel Director



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			<ul style="list-style-type: none"> ○ All in Favor ● Motion to expedite: Dundon ○ Second: Porter ○ Vote: 7-0-0-0 		
6:35pm	Finance	Cavanaugh	<p>RL24-56 A Resolution authorizing the Mayor to enter into an agreement with Harding Brooks Agency for the City for Workers Compensation Insurance</p> <ul style="list-style-type: none"> ● Drake-Deese states brokers negotiate on City's behalf; two major companies as options. Harding Brooks chosen due to included services and training opportunities, as well as being local (based in Vestal) and having good risk management program, emergency protocol, etc. ● CM Cavanaugh asks about length of contract; Drake-Deese states City can opt out in 1 year ● CM Mativetsky states that all listed references spoke highly of agency 	21-25	Kent Drake-Dreese, Personnel Director
6:40pm	Planning	Hotchkiss	<p>RL24-61 An Ordinance to amend the 2024 budget for the demolition of a fire-damaged property at 122 Henry</p> <ul style="list-style-type: none"> ● Heiman states fire was last month and required emergency demolition; City will seek reimbursement through settlement as demolition expense increases 	26-28	Megan Heiman, Deputy Mayor
6:45pm	Municipal & Public Affairs	Middleton	<p>RL24-42 An ordinance amending Chapter 400 of the City Charter, Vehicles and Traffic, adding the prohibition of operation of off-road vehicles in the City of Binghamton</p> <ul style="list-style-type: none"> ● CM Mativetsky discusses potential amendments to proposed legislation; points out picture of e- 	29-32	



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			<p>bike user supplied by CM Dundon showing usage for regular daily activities (<i>appended in minutes</i>)</p> <ul style="list-style-type: none"> • CM Hotchkiss expresses interest in amendment lowering fine amount and allocating impound fees to youth programming budget • CM Mativetsky and CM Cavanaugh discuss need for reporting and tracking mechanism 		
6:50pm	Special Rules and Studies	Hotchkiss	<p>RL24-54 A Resolution calling for a cease-fire in Gaza</p> <ul style="list-style-type: none"> • Pavati states submitted resolution is based on successfully passed resolutions in 84 other cities; petition in support has garnered 245 signatures thus far • CM Middleton asks what specific actions are outlined in legislation; Pavati explains it calls for sending a copy of resolution to higher representatives • CM Middleton asks about urgency around legislation; Pavati answers urgency originates in fact that 1.1 million people in Gaza are beginning a die off famine • CM Dundon asks about necessity for resolution considered federal reps from NY have already called for ceasefire; Pavati answers reps have only called for temporary ceasefire – permanent is necessary, emphasizes significance of passage in Binghamton due to connection with military contractors • CM Dundon asks if other major cities have signed similar 	33-55	Amari Pavati



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			<p>resolutions; Pavati answers Chicago, Detroit, St. Paul, several in California, and Hawaii State Senate</p> <ul style="list-style-type: none">• CM Porter commends Pavati for bringing forth legislation• CM Hotchkiss emphasizes need to move forward with legislation• CM Dundon stresses need to balance action on geopolitical issues with work necessary within City• CM Porter comments that there are people affected by conflict in Binghamton and emphasizes importance of taking a stand		
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**Please Expedite for Next Business Meeting*

Motion to adjourn at 8:19: Dundon

Second: Middleton

All in Favor

Southern Door Community Land Trust 6 Florence St (Lower Rent Rates)

Investment Property - Buy & Hold

6 Florence St, Binghamton, NY 13905
Multi-Family · 6 Units · 6,336 Sq.Ft.

\$ 0 Purchase Price · \$ 0 ARV
\$ 1,478,045 Cash Needed · \$ 1,629/mo Cash Flow · 0% Cap Rate · 1.3% COC

Prepared by:
[DAR Developers](#)



Property Description

ADDRESS

6 Florence St
Binghamton, NY 13905

DESCRIPTION

Property Type: Multi-Family
Lot Size: 5,940 sq.ft.

UNIT INFORMATION

Total Units/Spaces: 6
Total Square Footage: 6,336

UNITS & RENT ROLL

2 Units - Residential

2 Beds / 1 Baths / 960 Sq.Ft.

Gross Rent: \$ 550 Per Month

2 Units - Residential

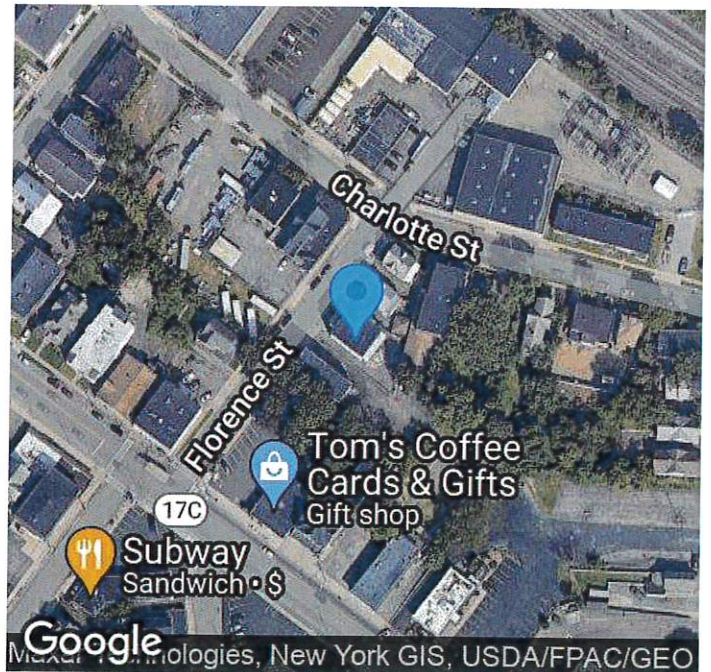
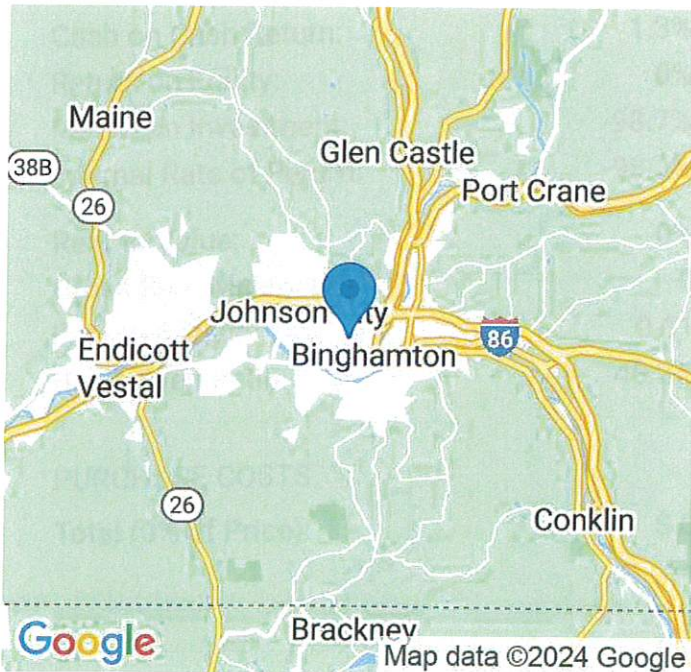
3 Beds / 1 Baths / 1,008 Sq.Ft.

Gross Rent: \$ 650 Per Month

2 Units - Residential

4 Beds / 1 Baths / 1,200 Sq.Ft.

Gross Rent: \$ 750 Per Month



Cash Flow (Year 1)

		Monthly	Yearly
CASH FLOW			
Gross Rent:		\$ 3,900	\$ 46,800
Vacancy (10%):	-	\$ 390	\$ 4,680
Other Income:	+	\$ 0	\$ 0
<hr/>			
Operating Income:	=	\$ 3,510	\$ 42,120
Operating Expenses (53.6%):	-	\$ 1,881	\$ 22,572
<hr/>			
Net Operating Income:	=	\$ 1,629	\$ 19,548
Cash Flow:	=	\$ 1,629	\$ 19,548
Cash Flow Per Unit:		\$ 272	\$ 3,258

		Monthly	Yearly
OTHER INCOME			
Total:		\$ 0	\$ 0

		Monthly	Yearly
EXPENSES			
Property Taxes:		\$ 0	\$ 0
Insurance:		\$ 375	\$ 4,500
Property Management:		\$ 351	\$ 4,212
Maintenance:		\$ 390	\$ 4,680
Capital Expenditures:		\$ 390	\$ 4,680
HOA Fees:		\$ 0	\$ 0
Utilities:		\$ 200	\$ 2,400
Landscaping:		\$ 0	\$ 0
Accounting & Legal Fees:		\$ 175	\$ 2,100
<hr/>			
Total:		\$ 1,881	\$ 22,572

Buy & Hold Projections

	APPRECIATION 3% Per Year		INCOME INCREASE 0% Per Year			EXPENSE INCREASES 2% Per Year		SELLING COSTS 6% of Price	
	Year 1	Year 2	Year 3	Year 5	Year 10	Year 20	Year 30		
INCOME									
Gross Rent:	\$ 46,800	\$ 46,800	\$ 46,800	\$ 46,800	\$ 46,800	\$ 46,800	\$ 46,800	\$ 46,800	
Vacancy:	- \$ 4,680	- \$ 4,680	- \$ 4,680	- \$ 4,680	- \$ 4,680	- \$ 4,680	- \$ 4,680	- \$ 4,680	
Vacancy Rate:	10%	10%	10%	10%	10%	10%	10%	10%	
Other Income:	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	
Operating Income:	= \$ 42,120	= \$ 42,120	= \$ 42,120	= \$ 42,120	= \$ 42,120	= \$ 42,120	= \$ 42,120	= \$ 42,120	
Income Increase:	0%	0%	0%	0%	0%	0%	0%	0%	
EXPENSES									
Property Taxes:	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
Insurance:	+ \$ 4,500	+ \$ 4,590	+ \$ 4,682	+ \$ 4,871	+ \$ 5,378	+ \$ 6,556	+ \$ 7,991		
Property Management:	+ \$ 4,212	+ \$ 4,212	+ \$ 4,212	+ \$ 4,212	+ \$ 4,212	+ \$ 4,212	+ \$ 4,212	+ \$ 4,212	
Maintenance:	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	
Capital Expenditures:	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	+ \$ 4,680	
HOA Fees:	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	
Utilities:	+ \$ 2,400	+ \$ 2,448	+ \$ 2,497	+ \$ 2,598	+ \$ 2,868	+ \$ 3,496	+ \$ 4,262		
Landscaping:	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	
Accounting & Legal Fees:	+ \$ 2,100	+ \$ 2,142	+ \$ 2,185	+ \$ 2,273	+ \$ 2,510	+ \$ 3,059	+ \$ 3,729		
Operating Expenses:	= \$ 22,572	= \$ 22,752	= \$ 22,936	= \$ 23,314	= \$ 24,328	= \$ 26,683	= \$ 29,554		
Expense Increase:	2%	2%	2%	2%	2%	2%	2%	2%	
CASH FLOW									
Operating Income:	\$ 42,120	\$ 42,120	\$ 42,120	\$ 42,120	\$ 42,120	\$ 42,120	\$ 42,120	\$ 42,120	
Operating Expenses:	- \$ 22,572	- \$ 22,752	- \$ 22,936	- \$ 23,314	- \$ 24,328	- \$ 26,683	- \$ 29,554		
Expense Ratio:	53.6%	54%	54.5%	55.4%	57.8%	63.3%	70.2%		
Net Operating Income:	= \$ 19,548	= \$ 19,368	= \$ 19,184	= \$ 18,806	= \$ 17,792	= \$ 15,437	= \$ 12,566		
Cash Flow:	= \$ 19,548	= \$ 19,368	= \$ 19,184	= \$ 18,806	= \$ 17,792	= \$ 15,437	= \$ 12,566		
Cash Flow Per Unit:	\$ 3,258	\$ 3,228	\$ 3,197	\$ 3,134	\$ 2,965	\$ 2,573	\$ 2,094		
TAX BENEFITS & DEDUCTIONS									
Operating Expenses:	\$ 22,572	\$ 22,752	\$ 22,936	\$ 23,314	\$ 24,328	\$ 26,683	\$ 29,554		
Depreciation:	+ \$ 53,747	+ \$ 53,747	+ \$ 53,747	+ \$ 53,747	+ \$ 53,747	+ \$ 53,747	+ \$ 0		
Total Deductions:	= \$ 76,319	= \$ 76,499	= \$ 76,683	= \$ 77,061	= \$ 78,075	= \$ 80,430	= \$ 29,554		
EQUITY ACCUMULATION									
Property Value:	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	

	Year 1	Year 2	Year 3	Year 5	Year 10	Year 20	Year 30
Appreciation:	3%	3%	3%	3%	3%	3%	3%
Total Equity:	= \$ 0	= \$ 0	= \$ 0	= \$ 0	= \$ 0	= \$ 0	= \$ 0

SALE ANALYSIS

Equity:	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Selling Costs (6%):	- \$ 0	- \$ 0	- \$ 0	- \$ 0	- \$ 0	- \$ 0	- \$ 0
Sale Proceeds:	= \$ 0	= \$ 0	= \$ 0	= \$ 0	= \$ 0	= \$ 0	= \$ 0
Cumulative Cash Flow:	+ \$ 19,548	+ \$ 38,916	+ \$ 58,100	+ \$ 95,903	+ \$ 186,932	+ \$ 352,282	+ \$ 491,328
Total Cash Invested:	- \$ 1,478,045	- \$ 1,478,045	- \$ 1,478,045	- \$ 1,478,045	- \$ 1,478,045	- \$ 1,478,045	- \$ 1,478,045
Total Profit:	=-\$ 1,458,497	=-\$ 1,439,129	=-\$ 1,419,945	=-\$ 1,382,142	=-\$ 1,291,113	=-\$ 1,125,763	=-\$ 986,717

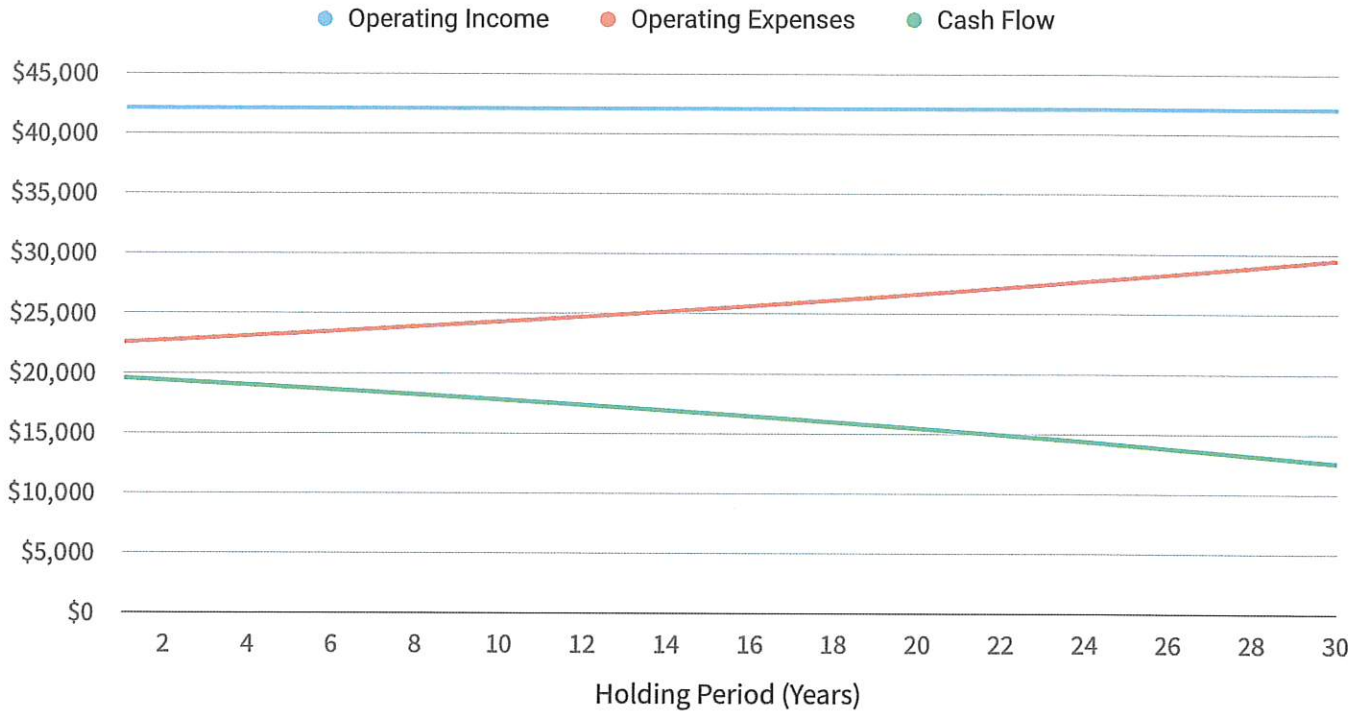
INVESTMENT RETURNS

Cap Rate (Purchase Price):	0%	0%	0%	0%	0%	0%	0%
Cap Rate (Market Value):	0%	0%	0%	0%	0%	0%	0%
Cash on Cash Return:	1.3%	1.3%	1.3%	1.3%	1.2%	1%	0.9%
Return on Equity:	0%	0%	0%	0%	0%	0%	0%
Return on Investment:	-98.7%	-97.4%	-96.1%	-93.5%	-87.4%	-76.2%	-66.8%
Internal Rate of Return:	-98.7%	-87.9%	-74.2%	-52.7%	-26.8%	-11.3%	-6.3%

FINANCIAL RATIOS

Rent to Value:	0%	0%	0%	0%	0%	0%	0%
Gross Rent Multiplier:	0	0	0	0	0	0	0
Equity Multiple:	0.01	0.03	0.04	0.06	0.13	0.24	0.33
Break Even Ratio:	48.2%	48.6%	49%	49.8%	52%	57%	63.1%

Cash Flow Over Time



Equity Over Time



2317 Milton Rd

Investment Property - Rehab & Flip

2317 Milton Ave, Gastonia, NC 28052
House · 2 Beds · 1 Baths · 842 Sq.Ft.

\$ 62,000 Purchase Price · \$ 150,000 ARV
\$ 8,060 Cash Needed · \$ 44,665 Total Profit · 362.1% ROI · 869% Annualized ROI

Prepared by:
[DAR Developers](#)



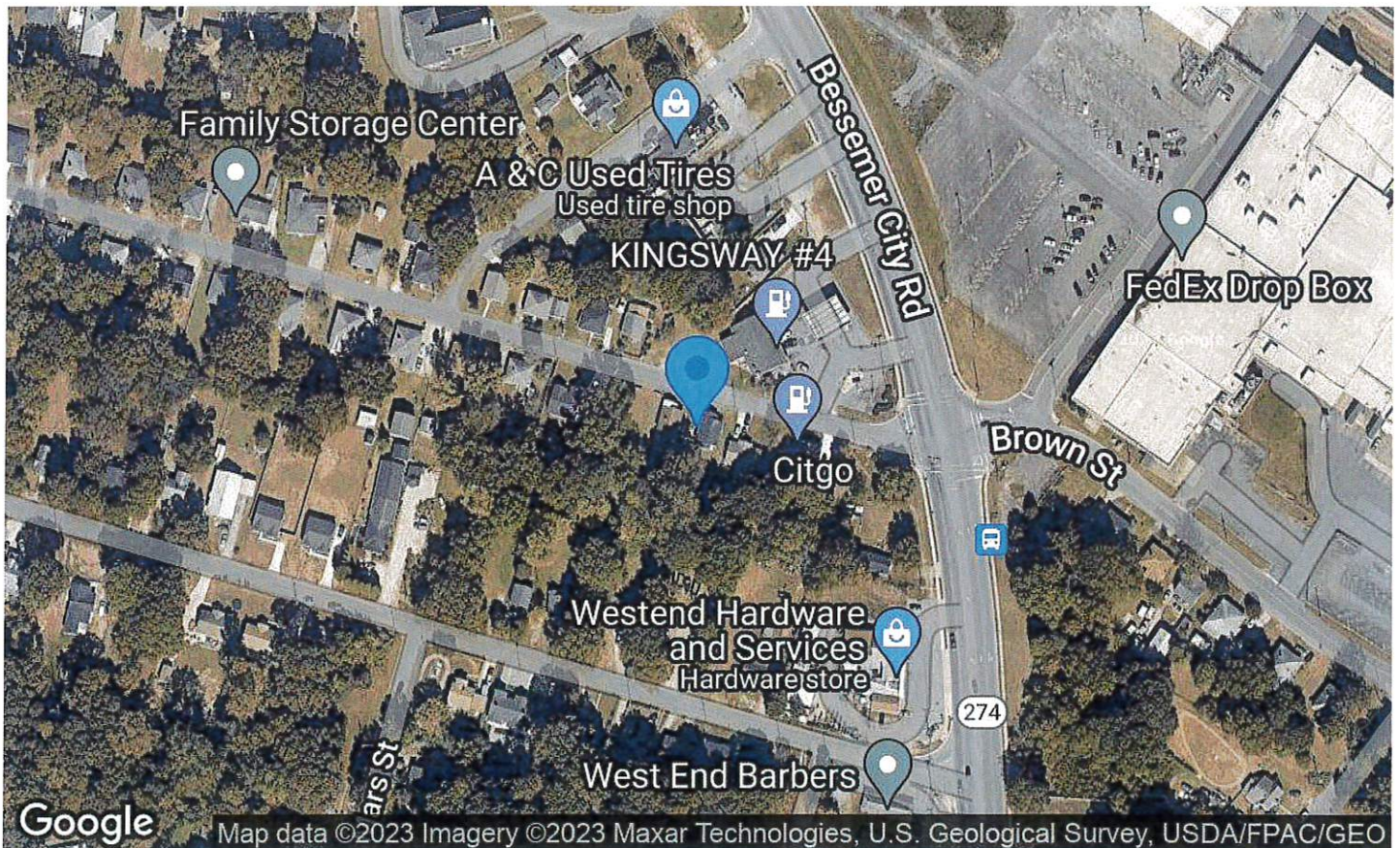
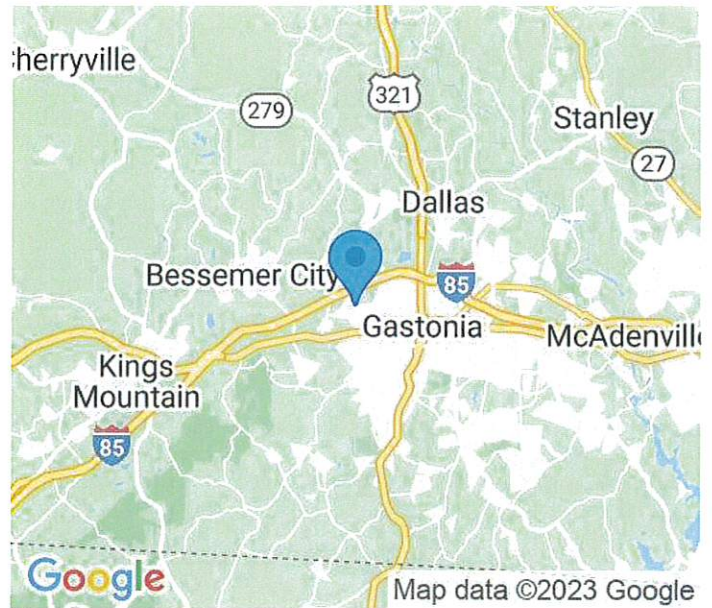
Property Description

ADDRESS

2317 Milton Ave
Gastonia, NC 28052

DESCRIPTION

Property Type:	House
Beds / Baths:	2 BR / 1 BA
Square Footage:	842



Purchase & Rehab Analysis

PURCHASE

Purchase Price:		\$ 62,000
Rehab Costs:	+	\$ 29,700
Amount Financed:	-	\$ 85,500
Down Payment:	=	\$ 6,200
Purchase Costs:	+	\$ 1,860
Total Cash Needed:	=	\$ 8,060
After Repair Value:		\$ 150,000
ARV Per Square Foot:		\$ 178.1
Price Per Square Foot:		\$ 73.6

PURCHASE COSTS

Total (3% of Price): \$ 1,860

REHAB COSTS

Rehab Costs:	\$ 27,000
Cost Overrun (10%):	\$ 2,700
Total:	\$ 29,700
Total Per Square Foot:	\$ 35.3

FINANCING (PURCHASE)

Loan Type:	Interest-Only
Interest Rate:	12%
Financing Of:	Price (90%), Rehab (100%)
Loan Amount:	\$ 85,500
LTC / LTV:	93.2% / 57%
Loan Payment:	\$ 855 Per Month

ASSUMPTIONS & PROJECTIONS

Holding Period:	5 Months
Rehab Cost Overrun:	10%

HOLDING COSTS

Loan Payments:	\$ 4,275
Property Taxes:	\$ 0
Insurance:	\$ 0
HOA Fees:	\$ 0
Utilities:	\$ 0
Dumpster Rental:	\$ 0
Landscaping:	\$ 0
Accounting & Legal Fees:	\$ 0
Total:	\$ 4,275
Total Per Month:	\$ 855

Sale Analysis & Returns

SALE & PROFIT

After Repair Value:		\$ 150,000
Selling Costs:	-	\$ 7,500
Sale Proceeds:	=	\$ 142,500
Loan Repayment:	-	\$ 85,500
Holding Costs:	-	\$ 4,275
Invested Cash:	-	\$ 8,060
Total Profit:	=	\$ 44,665

INVESTMENT RETURNS

Return on Investment:	362.1%
Annualized ROI:	869%

SELLING COSTS

Total (5% of ARV):	\$ 7,500
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1038 Rollingwood

Investment Property - Rehab & Flip

1038 Rollingwood Dr, Charlotte, NC 28217
House · 3 Beds · 2.5 Baths · 1,190 Sq.Ft.

\$ 180,000 Purchase Price · \$ 405,000 ARV
\$ 23,400 Cash Needed · \$ 104,358 Total Profit · 279.5% ROI · 479.1% Annualized ROI

Prepared by:
[DAR Developers](#)



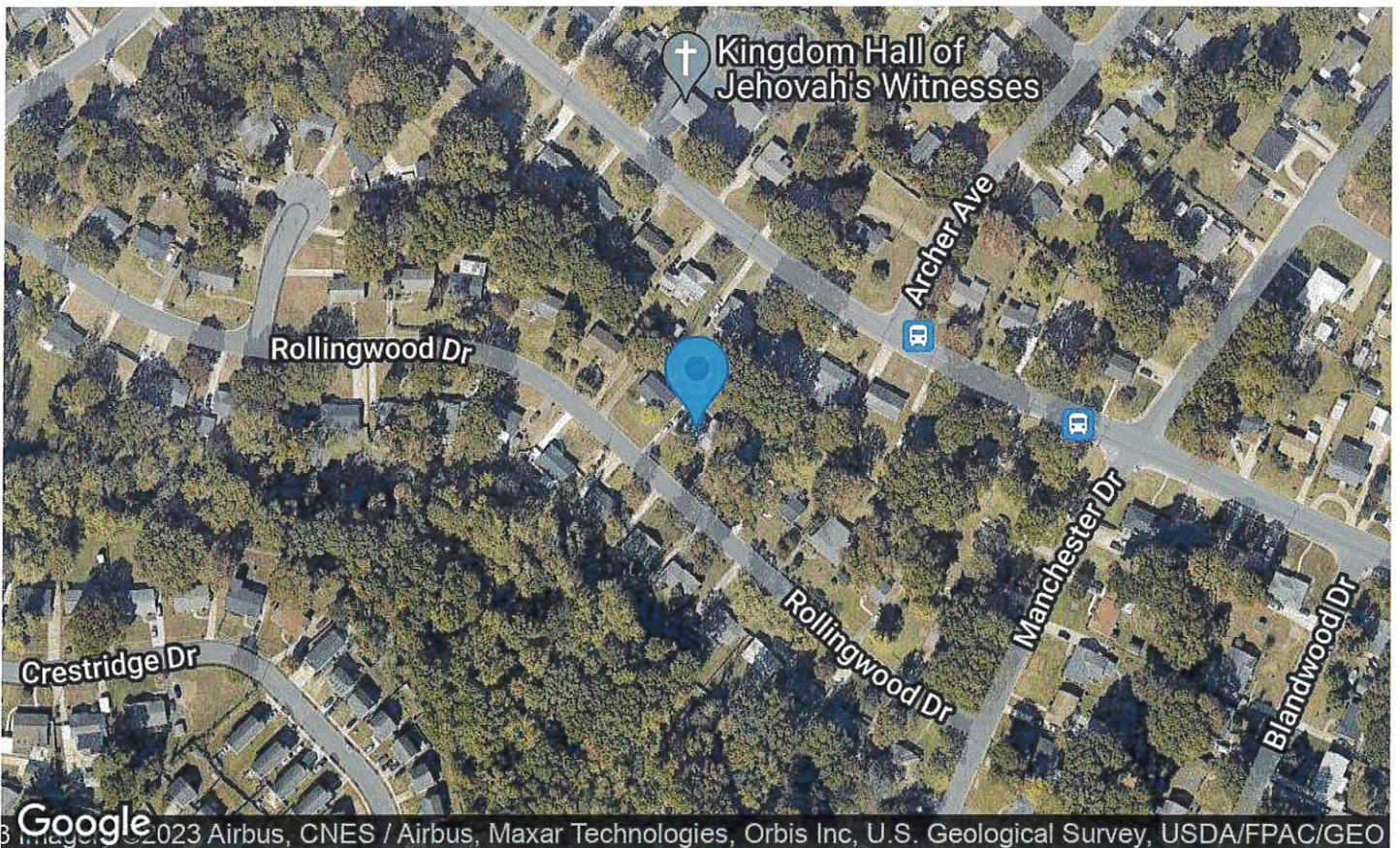
Property Description

ADDRESS

1038 Rollingwood Dr
Charlotte, NC 28217

DESCRIPTION

Property Type:	House
Beds / Baths:	3 BR / 2.5 BA
Square Footage:	1,190



Purchase & Rehab Analysis

PURCHASE

Purchase Price:		\$ 180,000
Rehab Costs:	+	\$ 77,000
Amount Financed:	-	\$ 239,000
Down Payment:	=	\$ 18,000
Purchase Costs:	+	\$ 5,400
Total Cash Needed:	=	\$ 23,400
After Repair Value:		\$ 405,000
ARV Per Square Foot:		\$ 340.3
Price Per Square Foot:		\$ 151.3

PURCHASE COSTS

Total (3% of Price): \$ 5,400

REHAB COSTS

Rehab Costs:	\$ 70,000
Cost Overrun (10%):	\$ 7,000
Total:	\$ 77,000
Total Per Square Foot:	\$ 64.7

FINANCING (PURCHASE)

Loan Type:	Interest-Only
Interest Rate:	10%
Financing Of:	Price (90%), Rehab (100%)
Loan Amount:	\$ 239,000
LTC / LTV:	93% / 59%
Loan Payment:	\$ 1,992 Per Month

ASSUMPTIONS & PROJECTIONS

Holding Period:	7 Months
Rehab Cost Overrun:	10%

HOLDING COSTS

Loan Payments:	\$ 13,942
Property Taxes:	\$ 0
Insurance:	\$ 0
HOA Fees:	\$ 0
Utilities:	\$ 0
Dumpster Rental:	\$ 0
Landscaping:	\$ 0
Accounting & Legal Fees:	\$ 0
Total:	\$ 13,942
Total Per Month:	\$ 1,992

Sale Analysis & Returns

SALE & PROFIT

After Repair Value:		\$ 405,000
Selling Costs:	-	\$ 24,300
<hr/>		
Sale Proceeds:	=	\$ 380,700
Loan Repayment:	-	\$ 239,000
Holding Costs:	-	\$ 13,942
Invested Cash:	-	\$ 23,400
<hr/>		
Total Profit:	=	\$ 104,358

INVESTMENT RETURNS

Return on Investment:	279.5%
Annualized ROI:	479.1%

SELLING COSTS

Total (6% of ARV):	\$ 24,300
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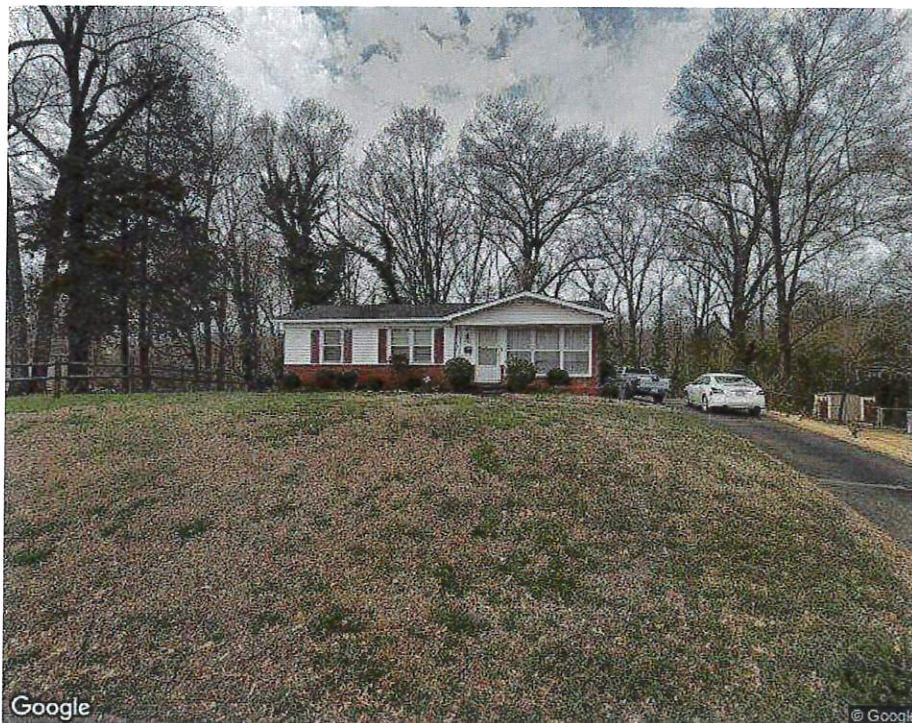
3742 Sargeant Dr

Investment Property - Rehab & Flip

3742 Sargeant Dr, Charlotte, NC 28217
House · 3 Beds · 1 Baths · Sq.Ft.

\$ 180,000 Purchase Price · \$ 302,000 ARV
\$ 21,600 Cash Needed · \$ 45,567 Total Profit · 129% ROI · 193.5% Annualized ROI

Prepared by:
[DAR Developers](#)



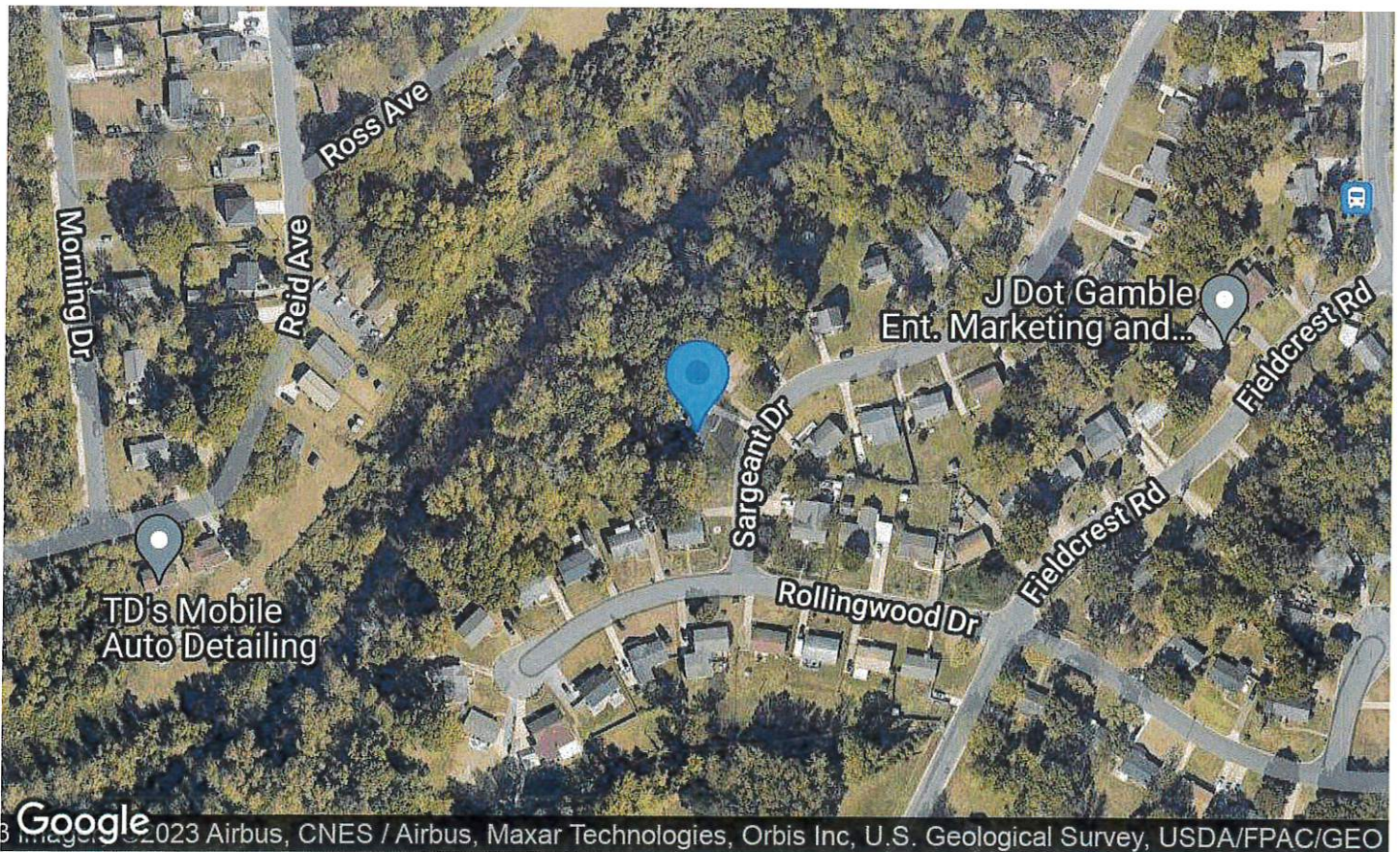
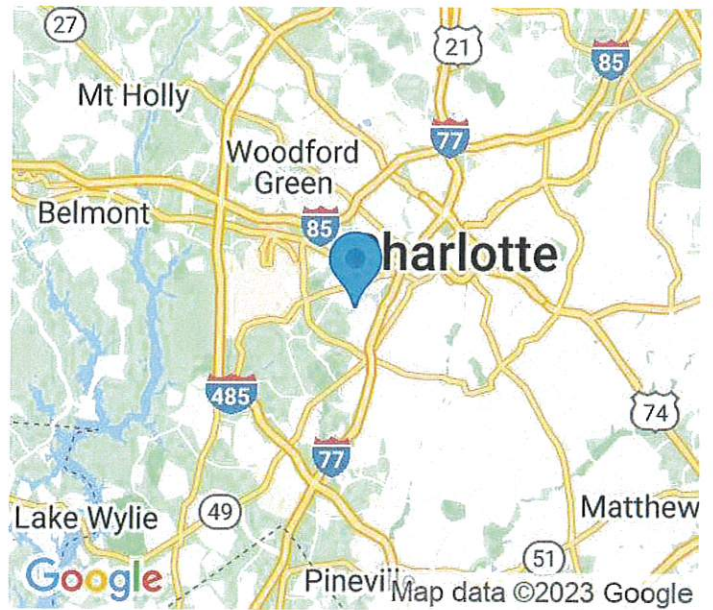
Property Description

ADDRESS

3742 Sargeant Dr
Charlotte, NC 28217

DESCRIPTION

Property Type: House
Beds / Baths: 3 BR / 1 BA
Square Footage:



Purchase & Rehab Analysis

PURCHASE

Purchase Price:		\$ 180,000
Rehab Costs:	+	\$ 44,000
Amount Financed:	-	\$ 206,000
Down Payment:	=	\$ 18,000
Purchase Costs:	+	\$ 3,600
Total Cash Needed:	=	\$ 21,600
After Repair Value:		\$ 302,000
ARV Per Square Foot:		\$ 0
Price Per Square Foot:		\$ 0

PURCHASE COSTS

Total (2% of Price): \$ 3,600

REHAB COSTS

Rehab Costs:	\$ 40,000
Cost Overrun (10%):	\$ 4,000
Total:	\$ 44,000
Total Per Square Foot:	\$ 0

FINANCING (PURCHASE)

Loan Type:	Interest-Only
Interest Rate:	10%
Financing Of:	Price (90%), Rehab (100%)
Loan Amount:	\$ 206,000
LTC / LTV:	92% / 68.2%
Loan Payment:	\$ 1,717 Per Month

ASSUMPTIONS & PROJECTIONS

Holding Period:	8 Months
Rehab Cost Overrun:	10%

HOLDING COSTS

Loan Payments:	\$ 13,733
Property Taxes:	\$ 0
Insurance:	\$ 0
HOA Fees:	\$ 0
Utilities:	\$ 0
Dumpster Rental:	\$ 0
Landscaping:	\$ 0
Accounting & Legal Fees:	\$ 0
Total:	\$ 13,733
Total Per Month:	\$ 1,717

Sale Analysis & Returns

SALE & PROFIT

After Repair Value:		\$ 302,000
Selling Costs:	-	\$ 15,100
Sale Proceeds:	=	\$ 286,900
Loan Repayment:	-	\$ 206,000
Holding Costs:	-	\$ 13,733
Invested Cash:	-	\$ 21,600
Total Profit:	=	\$ 45,567

INVESTMENT RETURNS

Return on Investment:	129%
Annualized ROI:	193.5%

SELLING COSTS

Total (5% of ARV):	\$ 15,100
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To Whom It May Concern,

I am writing to highly recommend Ms. Dominique Rice and her consulting firm, with whom I have had the distinct pleasure of collaborating on multiple projects pertaining to acquisition and pre-development.

Over the course of our association, Dominique has consistently demonstrated an exceptional aptitude for crafting effective strategies and unearthing quality deals that meet our objectives and expectations. Her keen business acumen, coupled with a profound understanding of market dynamics, has made our collaboration not only seamless but also tremendously successful.

One of the attributes that sets Dominique apart is her ability to view challenges from various perspectives, ensuring that solutions are both innovative and pragmatic. Every project we have undertaken together has benefited from her insights, diligence, and unwavering commitment to excellence.

Beyond her technical expertise, Dominique's interpersonal and communication skills are truly commendable. She fosters an environment of transparency, which has been instrumental in swiftly addressing any issues or concerns that arose during our projects. Her capacity to lead teams and motivate individuals has been a catalyst for achieving our shared goals.

In conclusion, Ms. Dominique Rice is an invaluable asset to any organization or individual seeking top-tier consulting and development services. Her dedication, professionalism, and exceptional skills not only guarantee the successful execution of projects but also elevate the entire experience of collaboration to new heights. I hold Dominique in the highest regard and without hesitation recommend her consulting services.

Kind Regards,
Michelle Harrison
MLH Investments

18 Cary St

Investment Property - Buy & Hold

18 Cary St, Binghamton, NY 13901
Multi-Family · 4 Units · 3,510 Sq.Ft.

\$ 37,000 Purchase Price · \$ 131,000 ARV
\$ 471,000 Cash Needed · \$ 924/mo Cash Flow · 30% Cap Rate · 2.4% COC

Prepared by:
DAR Developers



Property Description

ADDRESS

18 Cary St
Binghamton, NY 13901

DESCRIPTION

Property Type:	Multi-Family
Year Built:	1850
Parking:	Detached
Lot Size:	6,240 sq.ft.
Zoning:	YES

UNIT INFORMATION

Total Units/Spaces:	4
Total Square Footage:	3,510

UNITS & RENT ROLL

3 Units - Residential

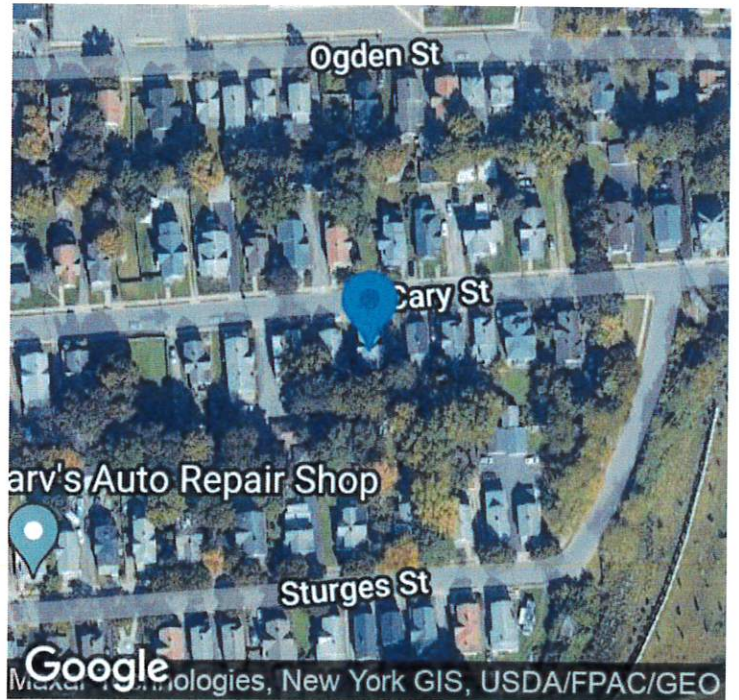
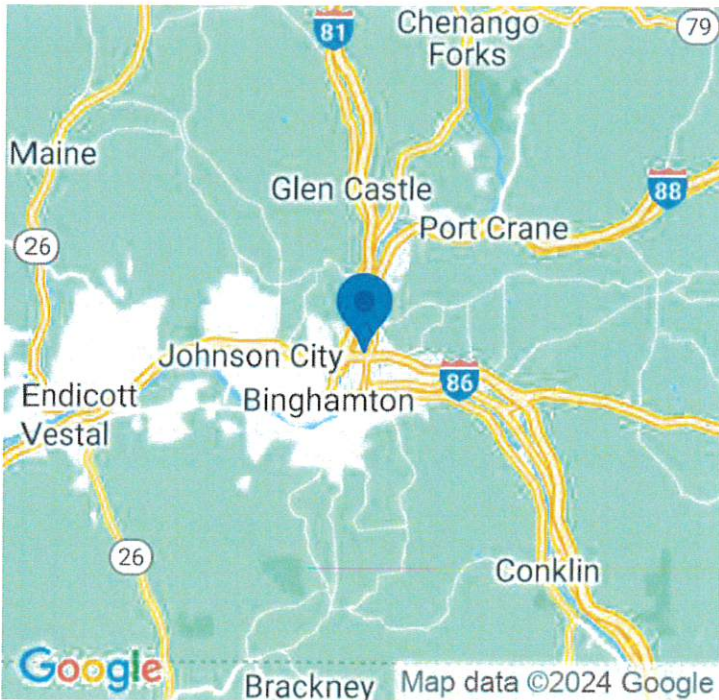
1 Beds / 1 Baths / 730 Sq.Ft.

Gross Rent: \$ 400 Per Month

1 Unit - Residential (3 Bedroom)

3 Beds / 1 Baths / 1,320 Sq.Ft.

Gross Rent: \$ 1,300 Per Month



Purchase Analysis & Returns

PURCHASE

Purchase Price:		\$ 37,000
Purchase Costs:	+	\$ 0
Rehab Costs:	+	\$ 434,000
Total Cash Needed:	=	\$ 471,000

After Repair Value:	\$ 131,000
ARV Per Square Foot:	\$ 37.3
Price Per Square Foot:	\$ 10.5
Price Per Unit:	\$ 9,250

RETURNS & RATIOS (Year 1)

Cap Rate (Purchase/Market):	30% / 8.5%
Cash on Cash Return:	2.4%
Return on Equity:	8.2%
Return on Investment:	-70.7%
Internal Rate of Return:	-70.7%
Rent to Value:	6.8%
Gross Rent Multiplier:	1.23
Equity Multiple:	0.29
Break Even Ratio:	53%

PURCHASE COSTS

Home Inspection:	\$ 0
Appraisal:	\$ 0
Loan Points:	\$ 0
Lender Fees:	\$ 0
Title & Escrow Fees:	\$ 0
Transfer Taxes:	\$ 0
Attorney Fees:	\$ 0
Wholesaler Fees:	\$ 0
Total:	\$ 0

FINANCING (PURCHASE)

Cash Purchase

ASSUMPTIONS & PROJECTIONS

Rehab Cost Overrun:	0%
Vacancy Rate:	10%
Appreciation:	3% Per Year
Income Increase:	0% Per Year
Expense Increase:	2% Per Year
Selling Costs:	6% of Sales Price
Depreciation Period:	27.5 Years
Land Value:	\$ 0

REHAB COSTS

Development Fee:	\$ 55,641
Finance Consulting:	\$ 7,419
Renovation:	\$ 370,940
Cost Overrun (0%):	\$ 0
Total:	\$ 434,000
Total Per Square Foot:	\$ 123.6

Buy & Hold Projections

	APPRECIATION 3% Per Year		INCOME INCREASE 0% Per Year		EXPENSE INCREASES 2% Per Year		SELLING COSTS 6% of Price	
	Year 1	Year 2	Year 3	Year 5	Year 10	Year 20	Year 30	
INCOME								
Gross Rent:	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	
Vacancy:	- \$ 3,000	- \$ 3,000	- \$ 3,000	- \$ 3,000	- \$ 3,000	- \$ 3,000	- \$ 3,000	
Vacancy Rate:	10%	10%	10%	10%	10%	10%	10%	
Other Income:	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	
Operating Income:	= \$ 27,000	= \$ 27,000	= \$ 27,000	= \$ 27,000	= \$ 27,000	= \$ 27,000	= \$ 27,000	
Income Increase:	0%	0%	0%	0%	0%	0%	0%	
EXPENSES								
Property Taxes:	\$ 3,367	\$ 3,434	\$ 3,503	\$ 3,645	\$ 4,024	\$ 4,905	\$ 5,979	
Insurance:	+ \$ 546	+ \$ 557	+ \$ 568	+ \$ 591	+ \$ 653	+ \$ 795	+ \$ 970	
Property Management:	+ \$ 2,700	+ \$ 2,700	+ \$ 2,700	+ \$ 2,700	+ \$ 2,700	+ \$ 2,700	+ \$ 2,700	
Maintenance:	+ \$ 3,000	+ \$ 3,000	+ \$ 3,000	+ \$ 3,000	+ \$ 3,000	+ \$ 3,000	+ \$ 3,000	
Capital Expenditures:	+ \$ 1,500	+ \$ 1,500	+ \$ 1,500	+ \$ 1,500	+ \$ 1,500	+ \$ 1,500	+ \$ 1,500	
HOA Fees:	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	+ \$ 0	
Utilities:	+ \$ 1,200	+ \$ 1,224	+ \$ 1,248	+ \$ 1,299	+ \$ 1,434	+ \$ 1,748	+ \$ 2,131	
Landscaping:	+ \$ 1,200	+ \$ 1,224	+ \$ 1,248	+ \$ 1,299	+ \$ 1,434	+ \$ 1,748	+ \$ 2,131	
Accounting & Legal Fees:	+ \$ 2,400	+ \$ 2,448	+ \$ 2,497	+ \$ 2,598	+ \$ 2,868	+ \$ 3,496	+ \$ 4,262	
Operating Expenses:	= \$ 15,913	= \$ 16,087	= \$ 16,264	= \$ 16,632	= \$ 17,613	= \$ 19,892	= \$ 22,673	
Expense Increase:	2%	2%	2%	2%	2%	2%	2%	
CASH FLOW								
Operating Income:	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000	
Operating Expenses:	- \$ 15,913	- \$ 16,087	- \$ 16,264	- \$ 16,632	- \$ 17,613	- \$ 19,892	- \$ 22,673	
Expense Ratio:	58.9%	59.6%	60.2%	61.6%	65.2%	73.7%	84%	
Net Operating Income:	= \$ 11,087	= \$ 10,913	= \$ 10,736	= \$ 10,368	= \$ 9,387	= \$ 7,108	= \$ 4,327	
Cash Flow:	= \$ 11,087	= \$ 10,913	= \$ 10,736	= \$ 10,368	= \$ 9,387	= \$ 7,108	= \$ 4,327	
Cash Flow Per Unit:	\$ 2,772	\$ 2,728	\$ 2,684	\$ 2,592	\$ 2,347	\$ 1,777	\$ 1,082	
TAX BENEFITS & DEDUCTIONS								
Operating Expenses:	\$ 15,913	\$ 16,087	\$ 16,264	\$ 16,632	\$ 17,613	\$ 19,892	\$ 22,673	
Depreciation:	+ \$ 17,127	+ \$ 17,127	+ \$ 17,127	+ \$ 17,127	+ \$ 17,127	+ \$ 17,127	+ \$ 0	
Total Deductions:	= \$ 33,040	= \$ 33,214	= \$ 33,391	= \$ 33,759	= \$ 34,740	= \$ 37,019	= \$ 22,673	
EQUITY ACCUMULATION								
Property Value:	\$ 134,930	\$ 138,978	\$ 143,147	\$ 151,865	\$ 176,053	\$ 236,601	\$ 317,971	

	Year 1	Year 2	Year 3	Year 5	Year 10	Year 20	Year 30
Appreciation:	3%	3%	3%	3%	3%	3%	3%
Total Equity:	= \$ 134,930	= \$ 138,978	= \$ 143,147	= \$ 151,865	= \$ 176,053	= \$ 236,601	= \$ 317,971

SALE ANALYSIS

Equity:	\$ 134,930	\$ 138,978	\$ 143,147	\$ 151,865	\$ 176,053	\$ 236,601	\$ 317,971
Selling Costs (6%):	- \$ 8,096	- \$ 8,339	- \$ 8,589	- \$ 9,112	- \$ 10,563	- \$ 14,196	- \$ 19,078
Sale Proceeds:	= \$ 126,834	= \$ 130,639	= \$ 134,558	= \$ 142,753	= \$ 165,490	= \$ 222,405	= \$ 298,893
Cumulative Cash Flow:	+ \$ 11,087	+ \$ 22,000	+ \$ 32,736	+ \$ 53,659	+ \$ 102,597	+ \$ 184,299	+ \$ 240,535
Total Cash Invested:	- \$ 471,000	- \$ 471,000	- \$ 471,000	- \$ 471,000	- \$ 471,000	- \$ 471,000	- \$ 471,000
Total Profit:	= -\$ 333,079	= -\$ 318,361	= -\$ 303,706	= -\$ 274,588	= -\$ 202,913	= -\$ 64,296	= \$ 68,428

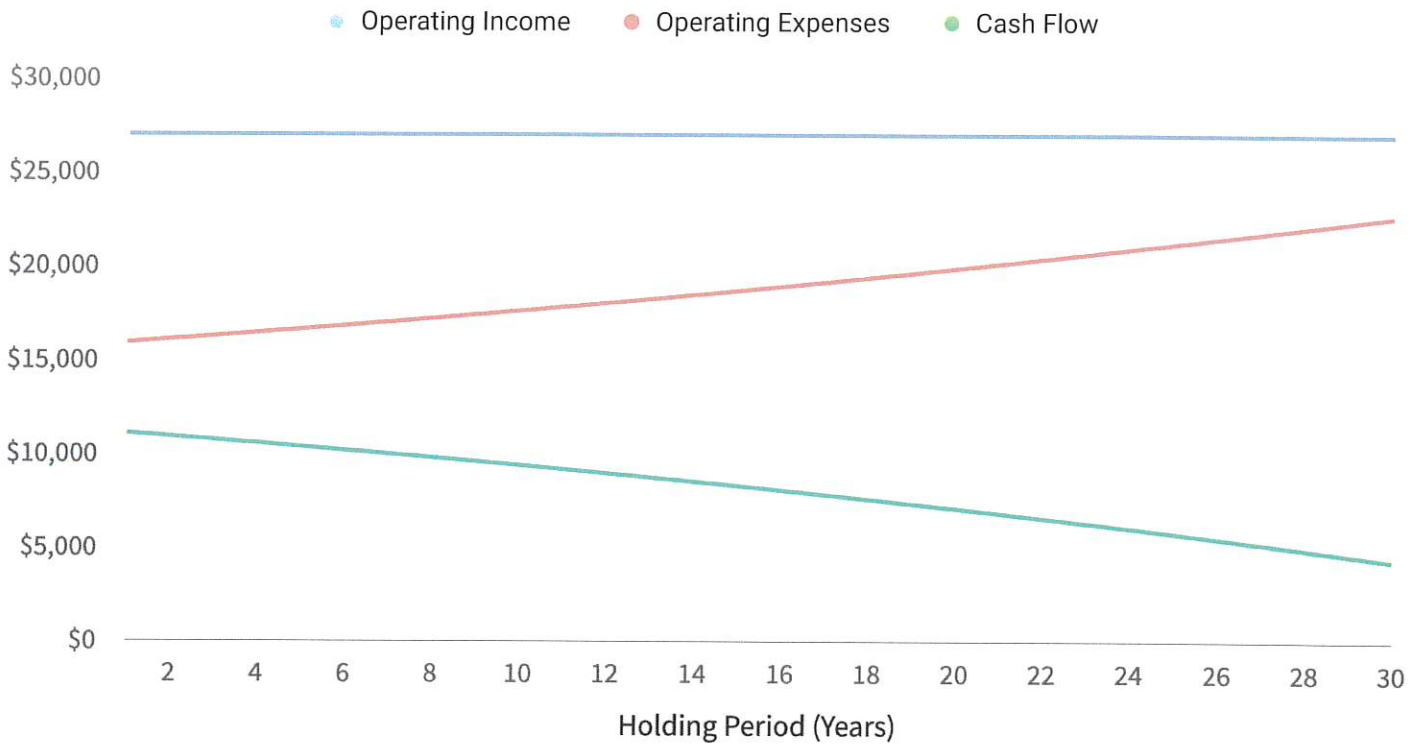
INVESTMENT RETURNS

Cap Rate (Purchase Price):	30%	29.5%	29%	28%	25.4%	19.2%	11.7%
Cap Rate (Market Value):	8.2%	7.9%	7.5%	6.8%	5.3%	3%	1.4%
Cash on Cash Return:	2.4%	2.3%	2.3%	2.2%	2%	1.5%	0.9%
Return on Equity:	8.2%	7.9%	7.5%	6.8%	5.3%	3%	1.4%
Return on Investment:	-70.7%	-67.6%	-64.5%	-58.3%	-43.1%	-13.7%	14.5%
Internal Rate of Return:	-70.7%	-44%	-30.5%	-17.5%	-6.4%	-0.9%	0.6%

FINANCIAL RATIOS

Rent to Value:	1.9%	1.8%	1.7%	1.6%	1.4%	1.1%	0.8%
Gross Rent Multiplier:	4.5	4.63	4.77	5.06	5.87	7.89	10.6
Equity Multiple:	0.29	0.32	0.36	0.42	0.57	0.86	1.15
Break Even Ratio:	53%	53.6%	54.2%	55.4%	58.7%	66.3%	75.6%

Cash Flow Over Time



Equity Over Time

