Bethel - Industrial Investment

159 Grassy Plain Street
Bethel, CT 06801

Contact:
J. Michael Struna
Owner / Broker
Phone : 203-733-1290
License: REB 0662410
Email : mike@advantagerealtyinc.com

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PROPERTY INFO:

PURCHASE PRICE:
$3,250,000.00

PROPERTY ADDRESS:
159 GRASSY PLAIN STREET
BETHEL, CT 06801

YEAR BUILT:
1984

PROPERTY SIZE
35,160 SQ. FT.

LAND SIZE
3.00 ACRES

BETHEL - INDUSTRIAL INVESTMENT

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PROPERTY OVERVIEW

Owner / User / Investment Sale with one brand-new lease in place. Offered for sale at $3,250,000. With a Broker's Proforma NOI of $306,960 and a cap rate of approximately 9.4%.

The property is located adjacent to the Clark Business Park on Route 53 in Bethel, CT, and conveniently only 10 minutes from I-84 at Exit 5. The property is in good condition - fully sprinklered- with 4,000 amps of power and 85 parking spaces. Clean environmental inspections and reports are in place and available for review. This 35,160 s.f. manufacturing facility was built in 1984. The building is situated on 3 Acres. The taxes are low at $34,717 for the 2025-2026 tax year. The property is serviced by public gas, municipal water, and sewer. Give us a call!

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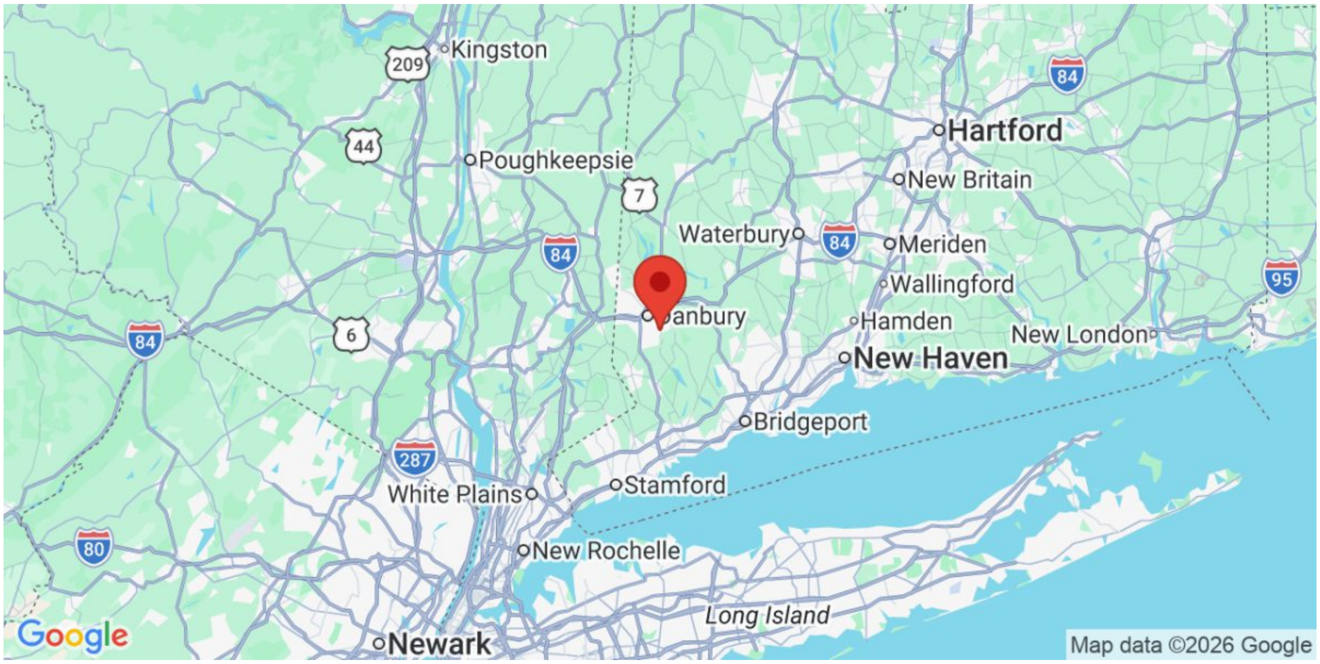

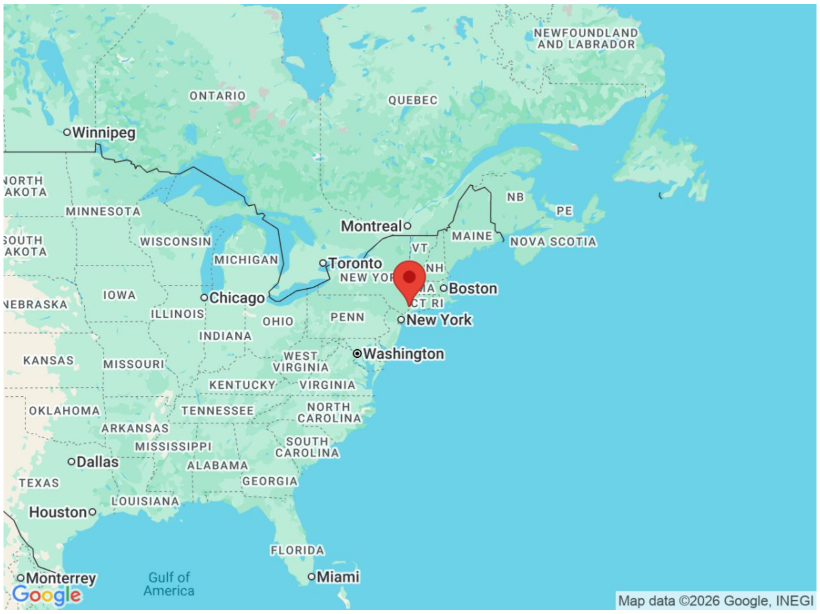

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STREET VIEW MAP

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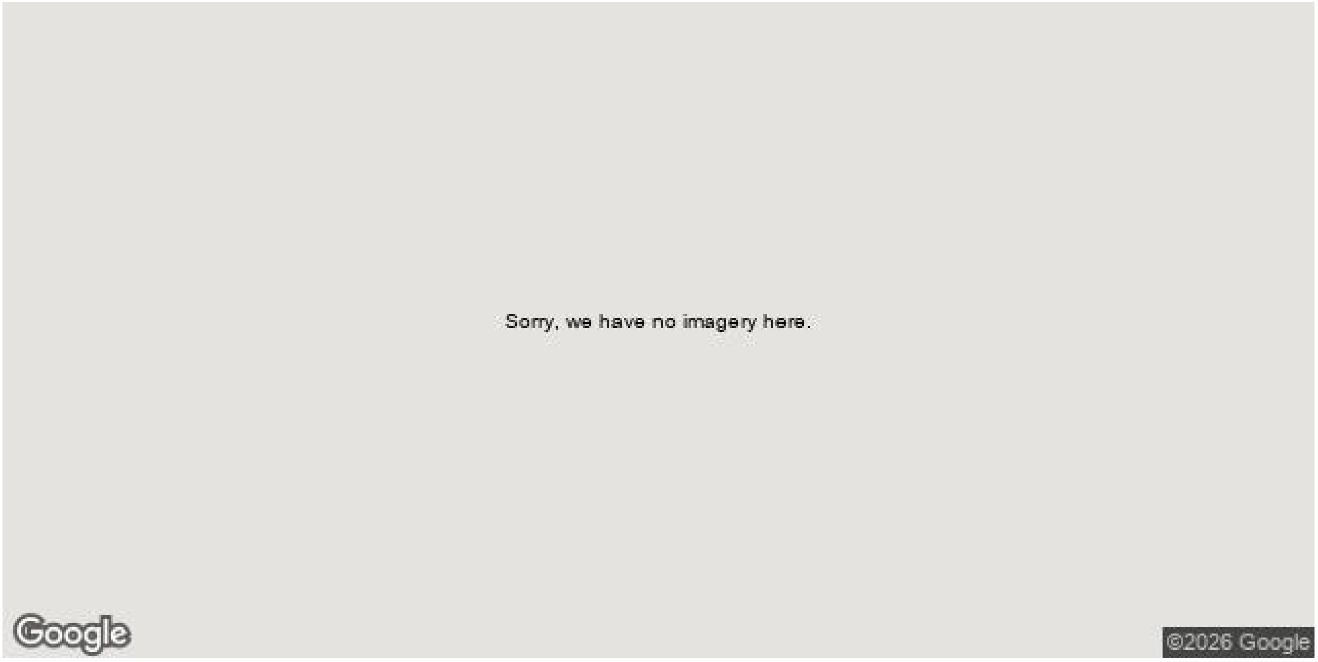

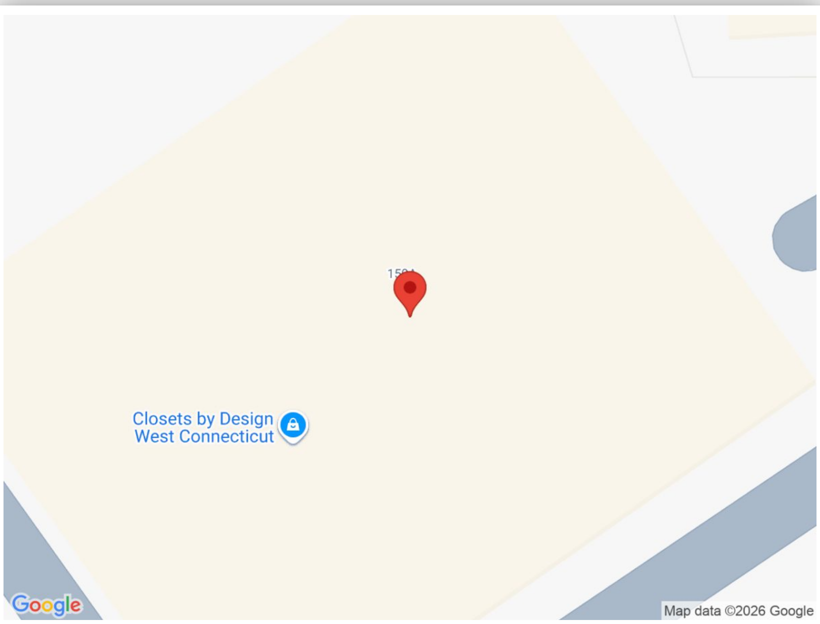

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159 GRASSY PLAIN STREET AERIAL

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159 GRASSY PLAIN STREET VIEW

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PROPERTY PHOTOS

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PROPERTY PHOTOS

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PROPERTY PHOTOS

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BETHEL - INDUSTRIAL INVESTMENT

159 Grassy Plain Street, Bethel, CT, 06801

5-YEAR CASH FLOW ANALYSIS

Fiscal Year Beginning December 2026

INITIAL INVESTMENT

Purchase Price	$3,250,000
+ Acquisition Costs	$65,000
- Mortgage(s)	$0
+ Loan Fees Points	$0
Initial Investment	$3,315,000

MORTGAGE DATA	1ST LIEN
Loan Amount	$0
Interest Rate (30/360)	0.000%
Amortization Period	0 Years
Loan Term	0 Years
Loan Fees Points	0.00%
Periodic Payment	$0.00
Annual Debt Service	$0

CASH FLOW

For the Year Ending	Year 1 Nov-2027	Year 2 Nov-2028	Year 3 Nov-2029	Year 4 Nov-2030	Year 5 Nov-2031
POTENTIAL RENTAL INCOME (PRI)					
Base Rental Income	$413,975	$426,394	$439,186	$452,362	$465,930
- Turnover Vacancy	$0	$0	$0	$0	$0
- Rent Concessions	$0	$0	$0	$0	$0
Total Base Rental Income	$413,975	$426,394	$439,186	$452,362	$465,930
- General Vacancy / Credit Loss	$0	$0	$0	$0	$0
EFFECTIVE RENTAL INCOME	**$413,975**	**$426,394**	**$439,186**	**$452,362**	**$465,930**
+ Tenant Expense Reimbursements	$0	$0	$0	$0	$0
+ Other Income	$0	$0	$0	$0	$0
GROSS OPERATING INCOME (GOI)	**$413,975**	**$426,394**	**$439,186**	**$452,362**	**$465,930**
- Operating Expenses	$96,690	$99,591	$102,578	$105,656	$108,825
NET OPERATING INCOME (NOI)	**$317,285**	**$326,803**	**$336,608**	**$346,706**	**$357,105**
NET OPERATING INCOME (NOI)	$317,285	$326,803	$336,608	$346,706	$357,105
- Capital Expenses / Replacement Reserves	$0	$0	$0	$0	$0
- Annual Debt Service 1st Lien	$0	$0	$0	$0	$0
- Tenant Improvements (TI)	$0	$0	$0	$0	$0
- Leasing Commissions (LC)	$0	$0	$0	$0	$0
CASH FLOW BEFORE TAXES	**$317,285**	**$326,803**	**$336,608**	**$346,706**	**$357,105**
Loan Balance	$0	$0	$0	$0	$0
Loan-to-Value (LTV) - 1st Lien	0%	0%	0%	0%	0%
Debt Service Coverage Ratio	0.00	0.00	0.00	0.00	0.00
Before Tax Cash on Cash	9.57%	9.86%	10.15%	10.46%	10.77%
Return on Equity	8.18%	8.17%	8.18%	8.18%	8.18%
Equity Multiple	1.27	1.40	1.54	1.68	1.83

SALES PROCEEDS

Projected Sales Price (EOY 5)	**$4,598,000**
Cost of Sale	$229,900
Mortgage Balance 1st Lien	$0
Sales Proceeds Before Tax	**$4,368,100**

INVESTMENT PERFORMANCE

Internal Rate of Return (IRR)	14.81%
Acquisition CAP Rate	9.76%
Year 1 Cash-on-Cash	9.57%
Gross Rent Multiplier	7.85
Price Per Square Foot	$92.43
Loan to Value	0.00%
Debt Service Coverage Ratio	0.00

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DISCLAIMER: Year 5 sales price based on estimated NOI in year 6. All information is based on estimated forecast and are intended for the purpose of example projections and analysis. The information presented herein is provided as is, without warranty of any kind. Neither Advantage Realty Commercial nor CRE Tech, Inc. assume any liability for errors or omissions. This information is not intended to replace or serve as substitute for any legal, investment, real estate or other professional advice, consultation or service.

Fiscal Year Beginning December 2026

Suite/Unit	Tenant	Rentable Area(Sq. Ft.)	Lease Start Date	Lease End Date	Initial Lease Term (Months)	Current Monthly Rate Per Sq. Ft.	Current Annual Rate Per Sq. Ft.	Current Year Annual Base Rent
1	New Tenant - Performa	17,685.00	Sep-26	Aug-31	60	$1.06	$12.75	$227,175
2	Milocer, LLC	17,475.00	Sep-26	Aug-31	60	$0.88	$10.61	$186,800
	Total Amount	35,160.00						$413,975

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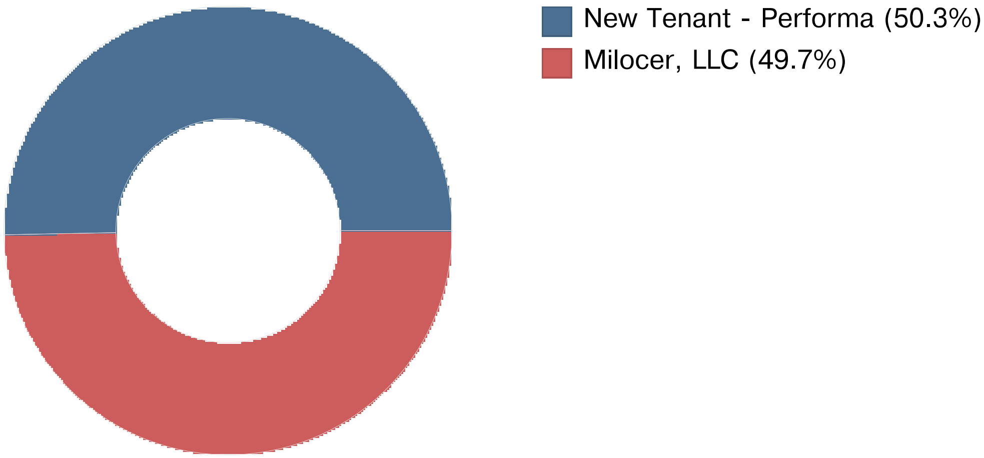
Fiscal Year Beginning December 2026

Tenant Occupancy



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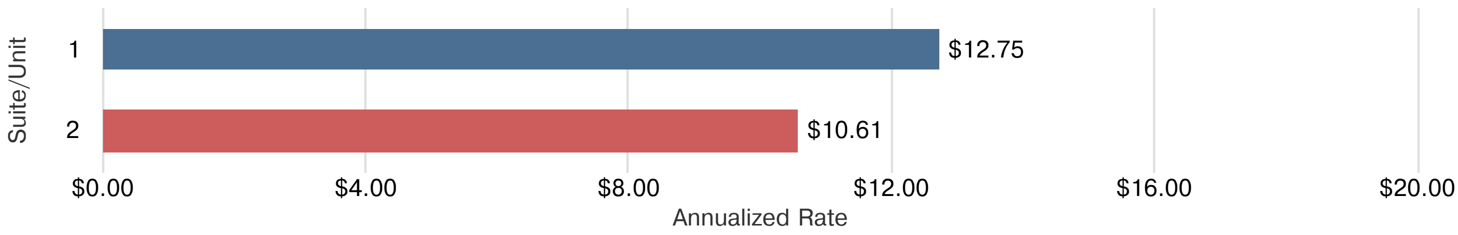
Fiscal Year Beginning December 2026

Rate Per Square Feet



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ANNUAL TENANT INCOME DETAIL

Fiscal Year Beginning December 2026

For the Year Ending		Year 1 Nov-2027	Year 2 Nov-2028	Year 3 Nov-2029	Year 4 Nov-2030	Year 5 Nov-2031
1	New Tenant - Performa					
	Base Rent	$227,175	$233,990	$241,010	$248,240	$255,684
	- Turnover Vacancy	$0	$0	$0	$0	$0
	- Rent Concessions	$0	$0	$0	$0	$0
	+ Tenant Exp Reimb.	$0	$0	$0	$0	$0
	Net Tenant Income	$227,175	$233,990	$241,010	$248,240	$255,684
	Tenant Improvements (TI)	$0	$0	$0	$0	$0
	Leasing Commission (LC)	$0	$0	$0	$0	$0

For the Year Ending		Year 1 Nov-2027	Year 2 Nov-2028	Year 3 Nov-2029	Year 4 Nov-2030	Year 5 Nov-2031
2	Milocer, LLC					
	Base Rent	$186,800	$192,404	$198,176	$204,122	$210,246
	- Turnover Vacancy	$0	$0	$0	$0	$0
	- Rent Concessions	$0	$0	$0	$0	$0
	+ Tenant Exp Reimb.	$0	$0	$0	$0	$0
	Net Tenant Income	$186,800	$192,404	$198,176	$204,122	$210,246
	Tenant Improvements (TI)	$0	$0	$0	$0	$0
	Leasing Commission (LC)	$0	$0	$0	$0	$0

TOTAL	Base Rent	$413,975	$426,394	$439,186	$452,362	$465,930
	-Turnover Vacancy	$0	$0	$0	$0	$0
	-Rent Concessions	$0	$0	$0	$0	$0
	+ Tenant Exp Reimb.	$0	$0	$0	$0	$0
	Total Tenant Income	$413,975	$426,394	$439,186	$452,362	$465,930
	Tenant Improvements (TI)	$0	$0	$0	$0	$0
	Leasing Commission (LC)	$0	$0	$0	$0	$0

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Fiscal Year Beginning December 2026

INCOME

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+ Tenant Expense Reimbursements	$0	$0	$0	$0	$0
+ Other Income	$0	$0	$0	$0	$0
TOTAL OTHER INCOME	$0	$0	$0	$0	$0
GROSS OPERATING INCOME (GOI)	**$413,975**	**$426,394**	**$439,186**	**$452,362**	**$465,930**

EXPENSE DETAIL

TOTAL OPERATING EXPENSES	**$96,690**	**$99,591**	**$102,578**	**$105,656**	**$108,825**

NET OPERATING INCOME (NOI)	**$317,285**	**$326,803**	**$336,608**	**$346,706**	**$357,105**

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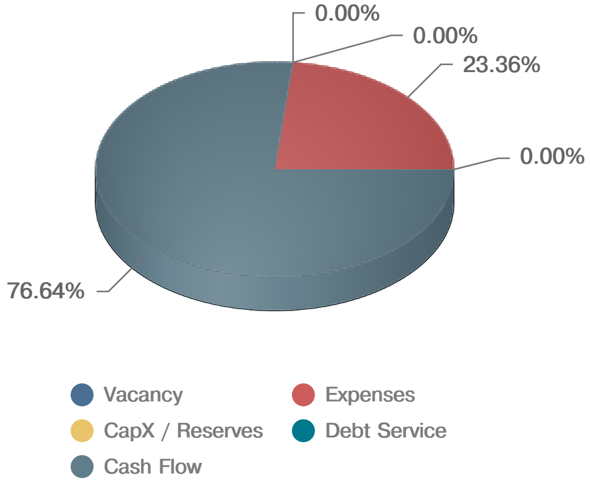
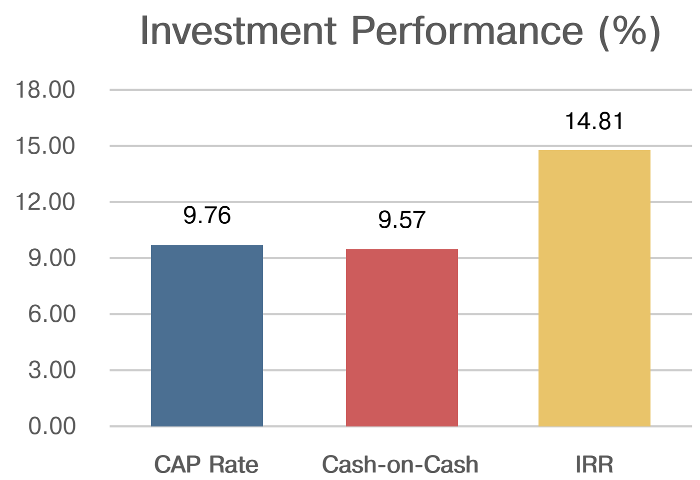
Fiscal Year Beginning December 2026

ASSUMPTION / INPUTS

Purchase Price	$3,250,000
Year 1 Potential Income	$413,975
Vacancy & Credit Loss	0.00%
Year 1 Expenses	$96,690
Acquisition CAP Rate	9.76%
Sale Price - CAP Rate	8.00%

Acquisition Costs	2.00%
Annual Income Increase	0.00%
Other Income Increase	0.00%
Annual Expense Increase	3.00%
Loan Fees Points	0.00%
Cost of Sale upon Disposition	5.00%





5-YEAR EQUITY YIELD & EFFECTIVE LOAN RATE

Unleveraged Investment Cash Flow & 5-year Yield		+	Financing Cash Flow & Effective Rate		=	Equity Investment Cash Flow & 5-year Yield	
N	$		N	$		N	$
0	($3,315,000)		0	$0		0	($3,315,000)
1	$317,285		1	$0		1	$317,285
2	$326,803		2	$0		2	$326,803
3	$336,608		3	$0		3	$336,608
4	$346,706		4	$0		4	$346,706
5	$4,725,205		5	$0		5	$4,725,205
Property IRR/Yield = 14.81%			Effective Loan Rate = N/A			Equity IRR / Yield = 14.81%	

Neutral Leverage - The Equity Yield Remained the SAME with Leverage

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LOCATION/STUDY AREA MAP (DRIVE TIME: 30 MINUTES)

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KEY FACTS

247,841
Population

43 Median Age

2.63
Average Household Size

92,479
Total Households

EDUCATION

4.11%
No High School Diploma

23.37%
High School Graduate

13.03%
Some College

28.48%
Bachelor's/Grad

BUSINESS

13,857
Total Businesses

127,379
Total Employees

EMPLOYMENT

22,984
Retail Trade Employees

7,295
Finance/Ins/Real Estate Emp

14,323
Manufacturing Employees

6,475
Eating & Drinking Employees

4.2% Unemployment Rate

INCOME

$137,282
Median Household Income

$74,799
Per Capita Income

$871,371
Median Net Worth

Households by Income

The largest group : $200,000+ (32.92%)
The smallest group : $15,000 - $24,999 (3.36%)

Indicator	Value(%)	
< $15,000	4.6	
$15,000 - $24,999	3.36	
$25,000 - $34,999	3.5	
$35,000 - $49,999	6.68	
$50,000 - $74,999	10.37	
$75,000 - $99,999	9.59	
$100,000 - $149,999	15.21	
$150,000 - $199,999	13.76	
$200,000+	32.92	

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Advantage Realty Inc.
Advantage Realty of Florida, LLC

Broker Resume

Advantage Realty Inc. continues to be recognized and awarded by the COSTAR GROUP as one of the "Top 10 Power Brokers" in Westchester and Fairfield Counties. Advantage Realty Commercial continues to represent, sell, and lease the largest industrial and office projects in Northern Fairfield County.

Advantage Realty Commercial is a commercial real estate agency founded in 1978 by Mike and Patti Struna. Advantage Realty of Florida was founded in 2018. Patti is the company's current President and co-owner. Patti has been involved in the real estate business for the past 31 years. J. Michael Struna is co-owner and Broker. He also has been active in the Housatonic Valley Region commercial real estate business for the past 35 years. George F. Walker, a seasoned and long term Real Estate Executive and Developer joined the firm in 2005 as Director of Corporate Development & Sales Associate. Chris Cosio is the Vice president of Real Estate Services and joined the firm 5 years ago. He brings with him problem-solving and B2B sales from 19 years at Gartner and IBM Advantage Realty Commercial continues to specialize in the leasing and sales of office, industrial, investment, retail, and "build to suit" properties in the Northern Fairfield County and specifically the Greater Danbury Area. The company continues to maintain its lead in market share as it has done for the past 35 years.

<u>LEAD BROKER and OWNER</u> – J. Michael Struna – 42 years in real estate brokerage

Professional Memberships & Networking:

- National Commercial-Investment Real Estate Council
- Danbury Board of Realtors
- National Real Estate Brokers Council
- Member of the Fairfield County Consolidated Multiple Listing Service
- Connecticut Association of Realtors
- National Association of Realtors
- National Residential Sales Council
- CT Real Estate Brokers Council
- Commercial Investment Division of CT Association of Realtors
- Representative to the CT Economic Development "Site-finder" council
- Speaker 1995 and 1996-Chamber of Commerce (Lease prep and site selection)
- Retired Captain with American Airlines -28 Years - Flying Boeing 757, 767, 727 and DC-10

- Currently qualified in the Citation V business jet.

Community affiliations – J. Michael Struna

- Previously the Exclusive Broker for Town of Newtown's Fairfield Hills Campus
- Town of Bethel Economic Development Outreach Committee
- Board of Directors of the Danbury Hospital Development Fund (10 Years)
- Danbury Hospital Development Fund- Investment Committee
- Danbury Hospital Executive Committee
- Previous two-time chairman Danbury Hospital Annual Campaign
- Previous chairman of annual Danbury Hospital auto raffle
- Member and Treasurer of the Interlude Board of Directors (Currently member of Advisory Committee)
- Active in the "City Center Danbury" redevelopment marketing program
- CT Economic Development "Site-finder" Representative
- Danbury Chamber of Commerce
- Bethel Chamber of Commerce
- Ridgefield Chamber of Commerce
- Richter Park Men's Golf Club
- Member of the Ridgewood Country Club – 8 Handicap

Education/Designations-National Networks – J. Michael Struna

- BA - Degree in Industrial Education and Psychology University of Minnesota
- GRI - Realtors designation
- CRB - Certified Real Estate Broker management designation
- CRS - Certified Residential Specialist Designee
- CCIM-Certified Commercial Investment Member candidate
- BA Degree Industrial Education University of Minnesota
- Pilot-Holds Airline Transport Rating, Flight Instructor, Flight Engineer, Captain B-767, B757, B-727

Completed C.C.I.M. Courses – J. Michael Struna

- Marketing Techniques for leasing and Selling Commercial Properties
- Fundamentals of Real Estate Investment and Taxation
- Fundamentals of Location and Market Analysis
- Advanced Real Estate Taxation and Marketing
- The Impact of Human Behavior on Com-Investment Decision Making
- Portfolio Analysis in Commercial-Investment
- Regional seminar on lease negotiating strategies

ADVANTAGE REALTY COMMERCIAL

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