

Proposal to Provide
Real Estate Brokerage Service
for the City of Beacon

Broker Name: JON CAR REALTY Jon Miller

Broker Address: 451 MAIN ST BEACON

License No.: 31MI0887079

Number and value of properties sold by Broker in Beacon:

Category	Year	Number	Value
Commercial	2016	<u>3</u>	\$ <u>2.925 mil</u> , 000 ^{750,000 OFF MARKET}
Commercial	2017	<u>5</u>	\$ <u>4 mil</u> 475,000 ^{All OFF MARKET}
Commercial	2018 (to date)	<u>1/2 Pending</u>	\$ <u>1/2 Pending</u>
Residential	2016	<u>34</u>	\$ <u>9 mil</u> 759,000
Residential	2017	<u>52/3</u>	\$ <u>16 mil</u> ^{826,000} 1 mil ^{325,000 OFF MAR}
Residential	2018 (to date)	<u>13 Pending</u>	\$ <u>13 Pending</u> ^{mil} 3:827.

References (5):

Name	Email	Phone #
<u>Henry Zook</u>	<u></u>	<u>718-885-5342</u>
<u>Amanda Rubin</u>	<u></u>	<u>917-971-4040</u>
<u>Mike Agelades</u>	<u></u>	<u>718-786-5555</u>
<u>Rebecca Mench</u>	<u></u>	<u>516-0314</u>
<u>Paul Supple</u>	<u></u>	<u>831-1234</u>

Commission as % of price at which property sells: will offer 4%

2016 Residential Single Family - Beacon only
 Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
SERLFK	BHHS HUDSON VALLEY PROPERTIES	51	14,875,650	35	9,117,895	86	23,993,545
GATEBE	GATE HOUSE REALTY INC.	15	4,635,200	21	6,370,900	36	11,006,100
JONCBE	JONCAR REALTY INC	14	4,038,700	18	5,300,300	32	9,339,000
WILLWF	REALTY EXECUTIVES WILLIAMS-SYKES RE	6	1,618,776	9	2,726,900	15	4,345,676
SERLEF	BHHS HUDSON VALLEY PROPERTIES	5	1,714,500	6	2,518,500	11	4,233,000
ALLIWF	C21 ALLIANCE REALTY GROUP	9	2,799,500	5	1,424,776	14	4,224,276
SAMSB	SAM'S REALTY	10	2,464,425	5	1,129,400	15	3,593,825
RECOWF	EXIT REALTY CONNECTIONS	8	2,253,700	5	1,105,525	13	3,359,225
HOLAEF	HOULIHAN LAWRENCE INC.	4	1,088,000	3	1,006,750	7	2,094,750
TCOPBE	THE COPPER KEY LLC	0	0	6	2,059,000	6	2,059,000
NMBRTP	NON MEMBER OFFICE	0	0	7	2,026,400	7	2,026,400
MDBRBE	M D BEACON REALTY	1	249,000	3	725,250	4	974,250
EXGRHL	FOUR SEASONS REALTY GROUP	1	335,000	2	533,500	3	868,500
HOLALG	HOULIHAN LAWRENCE INC.	1	369,900	1	380,000	2	749,900
CANNEF	CANNIZZARO REAL ESTATE CENTER INC	2	477,500	1	190,000	3	667,500
WCRTL	WEICHERT, REALTORS	0	0	2	645,150	2	645,150
WCRTFK	WEICHERT, REALTORS	3	409,500	3	224,000	6	633,500
HOLAWP	HOULIHAN LAWRENCE INC.	1	575,000	0	0	1	575,000
RANDNW	BHG RAND REALTY	1	250,000	1	303,000	2	553,000
KFORWF	K FORTUNA REALTY INC.	1	110,000	3	417,500	4	527,500
DARLBE	DANIEL L AUBRY LIC. RE BKR	0	0	2	430,000	2	430,000
RANDSH	BHG RAND REALTY	0	0	1	416,000	1	416,000
HOLAML	HOULIHAN LAWRENCE INC.	0	0	1	377,500	1	377,500
SERLLG	BHHS HUDSON VALLEY PROPERTIES	1	170,000	1	188,000	2	358,000
RVERCP	RIVER REALTY SERVICES INC.	1	321,000	0	0	1	321,000
HOLAGA	HOULIHAN LAWRENCE INC.	0	0	1	321,000	1	321,000
VILGNP	CB VILLAGE GREEN REALTY	1	233,500	0	0	1	233,500
HUDVLG	C21 HUDSON VALLEY REALTY	1	220,000	0	0	1	220,000
MANHLP	MANHATTAN CAP.ADV.PTRNS	1	215,000	0	0	1	215,000
MANNEF	RAND MANNING REAL ESTATE	1	170,000	0	0	1	170,000
INDENB	1st INDEPENDENT REALTY	1	165,000	0	0	1	165,000
CLASSO	RE/MAX CLASSIC REALTY	1	115,500	0	0	1	115,500
LLAHTP	LEGACY LAND AND HOMES LLC	1	62,895	0	0	1	62,895
MNREPV	MATT NOLAN REAL ESTATE LLC	1	32,000	0	0	1	32,000
TASSGL	TASSONE REALTY	0	0	1	32,000	1	32,000

Market Share Parameters

Property Category: Residential Detached

ZIP: 12508

Date Range: 1/1/2016 to 12/31/2016

Price Range: to

Property Type:

Status: Sold

Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).

2016

Residential Attached - Beacon Only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
GATEBE	GATE HOUSE REALTY INC.	8	3,504,017	5	2,403,517	13	5,907,534
ALLIWF	C21 ALLIANCE REALTY GROUP	6	1,659,000	3	756,500	9	2,415,500
NMBRTP	NON MEMBER OFFICE	0	0	3	1,341,000	3	1,341,000
WCRTFK	WEICHERT, REALTORS	1	341,000	3	973,000	4	1,314,000
WILLWF	REALTY EXECUTIVES WILLIAMS-SYKES RE	1	197,500	4	824,000	5	1,021,500
SERLLG	BHHS HUDSON VALLEY PROPERTIES	4	553,900	3	394,000	7	947,900
SERLEF	BHHS HUDSON VALLEY PROPERTIES	4	921,500	0	0	4	921,500
SAMSB	SAM'S REALTY	2	357,000	2	369,500	4	726,500
SERLFK	BHHS HUDSON VALLEY PROPERTIES	1	192,500	3	528,400	4	720,900
HOLAEF	HOULIHAN LAWRENCE INC.	1	220,000	2	319,900	3	539,900
HOLAGA	HOULIHAN LAWRENCE INC.	1	335,000	1	192,500	2	527,500
RECOWF	EXIT REALTY CONNECTIONS	0	0	2	404,500	2	404,500
SERLPW	BHHS HUDSON VALLEY PROPERTIES	0	0	1	351,000	1	351,000
RVERCP	RIVER REALTY SERVICES INC.	2	306,000	0	0	2	306,000
SCHRBE	SCHREIBER REALTY GROUP LLC	1	204,500	0	0	1	204,500
KPARYH	KELLER WILLIAMS REALTY PARTNERS	1	203,500	0	0	1	203,500
CLASSO	RE/MAX CLASSIC REALTY	0	0	1	203,500	1	203,500
INDENB	1st INDEPENDENT REALTY	1	200,000	0	0	1	200,000
JONCBE	JONCAR REALTY INC	0	0	1	180,000	1	180,000
MONIEF	RE/MAX MONIESWORTH REALTY	1	125,000	0	0	1	125,000
RANDCV	BHG RAND REALTY	0	0	1	125,000	1	125,000
HOLALG	HOULIHAN LAWRENCE INC.	1	112,000	0	0	1	112,000
RSTAEF	RISING STAR REALTY & PROP MGT INC.	1	99,900	0	0	1	99,900
HVHLNP	HUDSON VALLEY HOMES AND LAND	0	0	1	90,000	1	90,000
HOLAJV	HOULIHAN LAWRENCE INC.	0	0	1	76,000	1	76,000

Market Share Parameters

Property Category: Residential Attached
ZIP: 12508
Date Range: 1/1/2016 to 12/31/2016
Price Range: to
Property Type:
Status: Sold
Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).

2016 Commercial Sales - Beacon Only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
JONCBE	JONCAR REALTY INC	1	1,420,000	2	1,505,000	3	2,925,000
FIRSBE	FIRST CHOICE BROKERAGE	4	1,301,900	0	0	4	1,301,900
MDBRBE	M D BEACON REALTY	1	479,000	1	479,000	2	958,000
SAMSBE	SAM'S REALTY	2	413,000	1	138,000	3	551,000
SERLFK	BHHS HUDSON VALLEY PROPERTIES	0	0	1	485,000	1	485,000
GATEBE	GATE HOUSE REALTY INC.	0	0	1	432,000	1	432,000
TPRKG	GREEN VENTURES REALTY	0	0	1	299,900	1	299,900
SERLLG	BHHS HUDSON VALLEY PROPERTIES	0	0	1	275,000	1	275,000

Market Share Parameters

Property Category: Commercial/Industrial

ZIP: 12508

Date Range: 1/1/2016 to 12/31/2016

Price Range: to

Property Type:

Status: Sold

Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).

2016 Land Sales - Beacon Only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
SAMSBE	SAM'S REALTY	1	500,000	0	0	1	500,000
SERLFK	BHHS HUDSON VALLEY PROPERTIES	0	0	1	500,000	1	500,000
GATEBE	GATE HOUSE REALTY INC.	1	160,000	1	160,000	2	320,000
JONCBE	JONCAR REALTY INC	1	75,000	1	75,000	2	150,000
ALLIWF	C21 ALLIANCE REALTY GROUP	1	50,000	1	50,000	2	100,000
KFORWF	K FORTUNA REALTY INC.	0	0	1	34,000	1	34,000
SERLEF	BHHS HUDSON VALLEY PROPERTIES	1	34,000	0	0	1	34,000

Market Share Parameters

Property Category: Commercial/Industrial
ZIP: 12508
Date Range: 1/1/2016 to 12/31/2016
Price Range: to
Property Type:
Status: Sold
Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).

2017 Residential Single Family - Beacon Only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
SERLFK	BHHS HUDSON VALLEY PROPERTIES	32	10,613,439	22	7,663,699	54	18,277,138
JONCBE	JONCAR REALTY INC	19	6,393,875	24	7,263,650	43	13,657,525
GATEBE	GATE HOUSE REALTY INC.	12	5,990,830	9	4,648,225	21	10,639,055
WILLWF	REALTY EXECUTIVES WILLIAMS-SYKES RE	5	1,393,000	9	2,826,280	14	4,219,280
ALLIWF	C21 ALLIANCE REALTY GROUP	10	2,295,400	6	1,371,900	16	3,667,300
WCRTFK	WEICHERT, REALTORS	4	1,075,000	7	2,116,000	11	3,191,000
NMBRTP	NON MEMBER OFFICE	0	0	9	2,879,300	9	2,879,300
SAMSB	SAM'S REALTY	7	2,114,900	2	512,000	9	2,626,900
RECOWF	EXIT REALTY CONNECTIONS	5	1,185,500	6	1,382,000	11	2,567,500
HOLAEF	HOULIHAN LAWRENCE INC.	3	462,000	3	1,164,900	6	1,626,900
SERLEF	BHHS HUDSON VALLEY PROPERTIES	2	702,000	2	664,900	4	1,366,900
SERLLG	BHHS HUDSON VALLEY PROPERTIES	2	602,500	2	630,900	4	1,233,400
TCOPBE	THE COPPER KEY LLC	2	466,500	1	375,000	3	841,500
RAMRCS	ROBERT A. MC CAFFREY REALTY	1	234,500	2	549,500	3	784,000
HOLAGA	HOULIHAN LAWRENCE INC.	1	360,000	1	330,000	2	690,000
BENCNW	RE/MAX BENCHMARK REALTY GROUP	1	375,000	1	300,000	2	675,000
EXGRHL	FOUR SEASONS REALTY GROUP	0	0	2	655,000	2	655,000
MDBRBE	M D BEACON REALTY	1	252,000	2	361,000	3	613,000
HOLALG	HOULIHAN LAWRENCE INC.	0	0	2	575,000	2	575,000
CLASSO	RE/MAX CLASSIC REALTY	0	0	2	562,000	2	562,000
KPARYH	KELLER WILLIAMS REALTY PARTNERS	1	560,000	0	0	1	560,000
HOLAML	HOULIHAN LAWRENCE INC.	1	422,500	0	0	1	422,500
FIRSBE	FIRST CHOICE BROKERAGE	1	199,999	1	199,999	2	399,998
OMARPA	PATRICK L O'MARA INC.	1	399,900	0	0	1	399,900
ASETFK	ASSET PROPERTY SERV. INC	0	0	1	380,000	1	380,000
CRONML	HEATHER CRONER RE-SOTHEBY'S	0	0	1	326,490	1	326,490
FERIRH	ANITA FERRI REALTY	1	326,000	0	0	1	326,000
BRRECA	BRIANTE REALTY GROUP LLC	1	293,000	0	0	1	293,000
CONTNJ	CONTINENTAL REAL ESTATE GROUP INC.	1	267,000	0	0	1	267,000
RSTAEF	RISING STAR REALTY & PROP MGT INC.	1	251,500	0	0	1	251,500
KFORWF	K FORTUNA REALTY INC.	1	249,900	0	0	1	249,900
NOVAPV	NOVACARR REALTY CONSULTANTS	1	190,000	0	0	1	190,000
INDENB	1st INDEPENDENT REALTY	1	180,000	0	0	1	180,000
AMHOBE	DAVID ALLIS ALL AMERICAN HOMES,LLC	0	0	1	157,500	1	157,500
RVERCP	RIVER REALTY SERVICES INC.	1	109,000	0	0	1	109,000
DARLBE	DANIEL L AUBRY LIC. RE BKR	0	0	1	70,000	1	70,000

Market Share Parameters

Property Category: Residential Detached

ZIP: 12508

Date Range: 1/1/2017 to 12/31/2017

Price Range: to

Property Type:

Status: Sold

Return: All Offices

2017 Attached - Sao Beacon Only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
GATEBE	GATE HOUSE REALTY INC.	8	3,471,700	6	2,759,500	14	6,231,200
SERLFK	BHHS HUDSON VALLEY PROPERTIES	11	1,824,500	11	2,324,000	22	4,148,500
ALLIWF	C21 ALLIANCE REALTY GROUP	4	1,085,000	7	1,447,100	11	2,532,100
SAMSB	SAM'S REALTY	5	972,000	1	220,000	6	1,192,000
WILLWF	REALTY EXECUTIVES WILLIAMS-SYKES RE	4	727,900	2	457,700	6	1,185,600
NMBRTP	NON MEMBER OFFICE	0	0	5	1,073,400	5	1,073,400
JONCBE	JONCAR REALTY INC	0	0	5	869,700	5	869,700
SERLLG	BHHS HUDSON VALLEY PROPERTIES	1	362,500	1	194,900	2	557,400
MDBRBE	M D BEACON REALTY	0	0	1	489,000	1	489,000
FIRSBE	FIRST CHOICE BROKERAGE	1	240,000	1	240,000	2	480,000
HOLAEF	HOULIHAN LAWRENCE INC.	2	435,000	0	0	2	435,000
GRCLMA	GUARDIAN REALTY CENTER LLC	1	373,500	0	0	1	373,500
HUDVLG	C21 HUDSON VALLEY REALTY	1	180,000	1	180,000	2	360,000
RVERCP	RIVER REALTY SERVICES INC.	2	355,500	0	0	2	355,500
PCARLG	PATRICIA A CARIDI LIC RE BKR	1	355,000	0	0	1	355,000
WCRTFK	WEICHERT, REALTORS	1	255,000	1	90,000	2	345,000
UNREPE	UNITED REAL ESTATE LLC	0	0	1	221,000	1	221,000
SERLEF	BHHS HUDSON VALLEY PROPERTIES	1	221,000	0	0	1	221,000
KFORWF	K FORTUNA REALTY INC.	0	0	1	215,000	1	215,000
RANDNW	BHG RAND REALTY	0	0	1	194,900	1	194,900
PVALLG	PRIME VALLEY REALTY	0	0	1	175,000	1	175,000
BENCNW	RE/MAX BENCHMARK REALTY GROUP	1	80,000	1	80,000	2	160,000
CANNEF	CANNIZZARO REAL ESTATE CENTER INC	0	0	1	120,000	1	120,000
RSTAEF	RISING STAR REALTY & PROP MGT INC.	1	116,100	0	0	1	116,100
RAMRCS	ROBERT A. MC CAFFREY REALTY	1	102,000	0	0	1	102,000
EMPILA	EMPIRE REAL ESTATE MANAGEMENT, LLC	1	100,000	0	0	1	100,000
TCOPBE	THE COPPER KEY LLC	1	94,500	0	0	1	94,500

Market Share Parameters

Property Category: Residential Attached

ZIP: 12508

Date Range: 1/1/2017 to 12/31/2017

Price Range: to

Property Type:

Status: Sold

Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).

2017 multi-Unit Sold Beacon Only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
SERLFK	BHHS HUDSON VALLEY PROPERTIES	2	656,000	3	1,003,700	5	1,659,700
JONCBE	JONCAR REALTY INC	3	803,477	1	170,777	4	974,254
SAMSB	SAM'S REALTY	1	305,000	2	470,000	3	775,000
BENCNW	RE/MAX BENCHMARK REALTY GROUP	1	225,000	1	225,000	2	450,000
CLASSO	RE/MAX CLASSIC REALTY	0	0	1	285,000	1	285,000
DARLBE	DANIEL L AUBRY LIC. RE BKR	0	0	1	275,000	1	275,000
RAMRCS	ROBERT A. MC CAFFREY REALTY	1	275,000	0	0	1	275,000
ALLIWF	C21 ALLIANCE REALTY GROUP	0	0	1	245,000	1	245,000
PREMTP	REALTY CENTER HUDSON VALLEY	1	245,000	0	0	1	245,000
INDENB	1st INDEPENDENT REALTY	1	165,000	0	0	1	165,000

Market Share Parameters

Property Category: Multi Unit
ZIP: 12508
Date Range: 1/1/2017 to 12/31/2017
Price Range: to
Property Type:
Status: Sold
Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).

2017 Land - Sold Beacon only

Market Share - Office Share

Office ID	Name	Listing Side #	Listing Side \$	Selling Side #	Selling Side \$	Total #	Total \$
JONCBE	JONCAR REALTY INC	1	165,000	1	165,000	2	330,000
SERLFK	BHHS HUDSON VALLEY PROPERTIES	1	95,000	1	95,000	2	190,000

Market Share Parameters

Property Category: Land
ZIP: 12508
Date Range: 1/1/2017 to 12/31/2017
Price Range: to
Property Type:
Status: Sold
Return: All Offices

© Copyrighted by MID Hudson MLS, 2018 - All information, regardless of source, including square footages and lot sizes, is deemed reliable but is not guaranteed and should be verified by personal inspection by and/or with the appropriate professional(s).



Sam's Realty

286 Main St Beacon NY
Cell 845-831-0344
Fax: 845-831-8267



Below is Sam's Realty's response to the City of Beacon's request for a proposal to market surplus City real property.

Sam's Realty:

Sam's Realty is a family owned business that has provided real estate services in Beacon since 1965. Services include commercial and residential sales, rental services, and property management.

Principal Broker:

Donna Hardisty is Principal Broker and has over 40 years selling experience in Beacon.

Employees:

Donna Hardisty: Principal Broker
Anthony Hardisty- Co-Owner and Salesperson
Christopher Hardisty (Transitioning Florida sales license to NYS)
Angela Lake- High-End Photographer
Paul Hardisty- Office Manager
Cayla Pignatello- Assistant

Commission is 4% of property sales price.

Unique Marketing Strategy (See Attachments):

Sam's Realty's unique marketing strategy includes but is not limited to professional sales service, high-end professional photography, direct email marketing, internet support services, social media blasts, and direct mailing.



Sam's Realty

286 Main St Beacon NY 12508
Fax: 845-831-8267



Sam's Realty Marketing Strategy

Professional photography – We are the only agency in Beacon that uses a High end professional photographer for every listing that we receive.

Direct Email Marketing -

All Dutchess and Westchester agents.

All Past and Current Clients

Internet -

MLS

Zillow

Trulia

Postlets

All other Major Real Estate Sites

Social Media Blast -

Facebook -Our Facebook ads reach an average of 10,000 users in one week.

Direct Mailing

Mailers go out to the neighborhood for word of mouth marketing

Proposal to Provide
Real Estate Brokerage Service
for the City of Beacon

Broker Name: Sam's Realty

Broker Address: 286 Main St Beacon, NY

License No.: 10401241516

Number and value of properties sold by Broker in Beacon:

Category	Year	Number	Value
Commercial	2016	<u>2</u>	\$ <u>2,0500.00</u>
Commercial	2017	<u>-</u>	\$ <u>-</u>
Commercial	2018 (to date)	<u>-</u>	\$ <u>-</u>
Residential	2016	<u>40</u>	\$ <u>7,318,325.00</u>
Residential	2017	<u>47</u>	\$ <u>7,525,350.00</u>
Residential	2018 (to date)	<u>2</u>	\$ <u>507,500.00</u>

References (5):

Name	Email	Phone #
<u>Paul Supple</u>	<u>paul@lyons-supple.com</u>	<u>(845) 831-1234</u>
<u>Clara Lou Gould</u>	<u>cloralougould@msn.com</u>	<u>(845) 831-1631</u>
<u>Sam Way</u>	<u>-</u>	<u>(845) 518-2303</u>
<u>Anthony Thomaselli</u>	<u>zeps@optonline.net</u>	<u>(914) 474-1183</u>
<u>Marcelo Mastrantuno</u>	<u>marceloandlucki@verizon.net</u>	<u>(845) 838-0190</u>

Commission as % of price at which property sells: 4.1.



MCGRATH
REALTY INC

Date: February 3, 2018

To: City of Beacon
One Municipal Plaza
Beacon, NY 12508

From: McGrath Management Services, Inc.
20 Corporate Park Drive, Suite C,
Hopewell Junction, NY 12533

Reference: Broker RFP

Dear City of Beacon,

On behalf of McGrath Realty Inc., we would like to thank you for the opportunity to present our firm profile for consideration.

We are a local brokerage with offices located in Hopewell Junction, Mount Kisco, and Pawling, NY. Due to our geographic coverage, our sister firms, and in-depth knowledge of the local markets, our firm is able to provide services that far exceed that of competitors.

The diverse services offered are explained in greater detail in the sections of company profile and history. When we engage in a property, we make it our goal to make the reposition of your asset, as streamlined and efficient as possible.

Please feel free to contact us with any questions, or to schedule a site visit to discuss the potential engagement further.

Respectfully submitted,

Kevin McGrath
McGrath Realty Inc.

Maximizing Your Investment.

We are able to produce comprehensive analysis and detailed reporting to facilitate finding the highest and maximum use for your property. We have created property workouts, financial planning, strategic development planning, mergers & acquisitions, joint investor relationships, end-user & developer partnerships, brownfield tax credits, re-capitalization, site plan development, water & sewer development rights, mix-use potential and more. We are able to participate with each property on multiple-levels.

Social Media Presence:

We put a conscious effort in promoting our brand across several social platforms. We do not approach our social media marketing as opportunities to solely focus on promoting brand recognition.

- FACEBOOK
- LINKEDIN
- TWITTER
- INSTAGRAM
- TUMBLR
- YOUTUBE
- GOOGLE+
- PERISCOPE



News and Media Relations:

Well established relationships with News and Media to extend our syndication and provide information.

- New York Times
- Realtor.Com
- Zillow.com
- Trulia.com
- Southwest Dutchess Daily Voice
- Mid-Hudson Valley Patch
- Journal News
- Daily Patch (Involved in multiple municipalities)



Commercial Listing Services

Marketing Brands



McGrath's Management Services:

McGrath Management Services Inc. currently manages over 90 properties, with a total real estate value exceeding \$3 Billion dollars. We employ 50 full-time and part time associates that deliver our wide range of services. Service and professionalism continue to be our number one goal. Over the years, as we have expanded and brought on new staff, we have aggressively recruited the most qualified professionals in real estate. Building on our concept of team management, we have on staff today, ready to serve you, experts in land utilization, marketing, sales, finance and management. Our aim is to provide our clients with the highest possible return on their real-estate investments. To ensure this we consider both the balance of ownership and the economic life of the properties we manage. At McGrath we utilize state of the art equipment and the latest technologies to deliver the best value possible. Our state of the art accounting systems has helped streamline the financial processes involved with property management. McGrath owns and maintains a fleet of trucks, specialized equipment, and tools to service your property in the best ways possible. When it enhances the efficiency of day to day operations, McGrath hires experienced service providers that provide continued support. McGrath is a full service management company offering 24 hour service. The McGrath solution is the right solution.

Property Maintenance, Improvement and Restoration:

McGrath combines excellent property management services with a complete array of maintenance capabilities. We realize that in order to enhance the use, enjoyment and value of our client's properties, they must be maintained in a perfect state of repair.

Exterior Services: Our objective is to not only maintain but to enhance the exterior of our client properties. We employ:

- Expert landscape personnel, including arborists, landscape architects, roadway maintenance personnel, and experienced employees who take pride in mowing, trimming, seeding, gardening and mulching the common exterior areas;
- Master carpenters, electricians, painters, window washers, gutter cleaners and roof and siding repair personnel;
- Maintenance of pools, tennis courts and play areas;
- General handymen and maintenance professionals;
- Masons and drainage experts;
- Emergency 24/7 access to personnel;
- Safety and environmental issues managed;

Interior Services:

- Expert interior carpenters and painters;
- Building Cleaning; Professional electricians, plumbers, lockmasters, boiler repair contractors

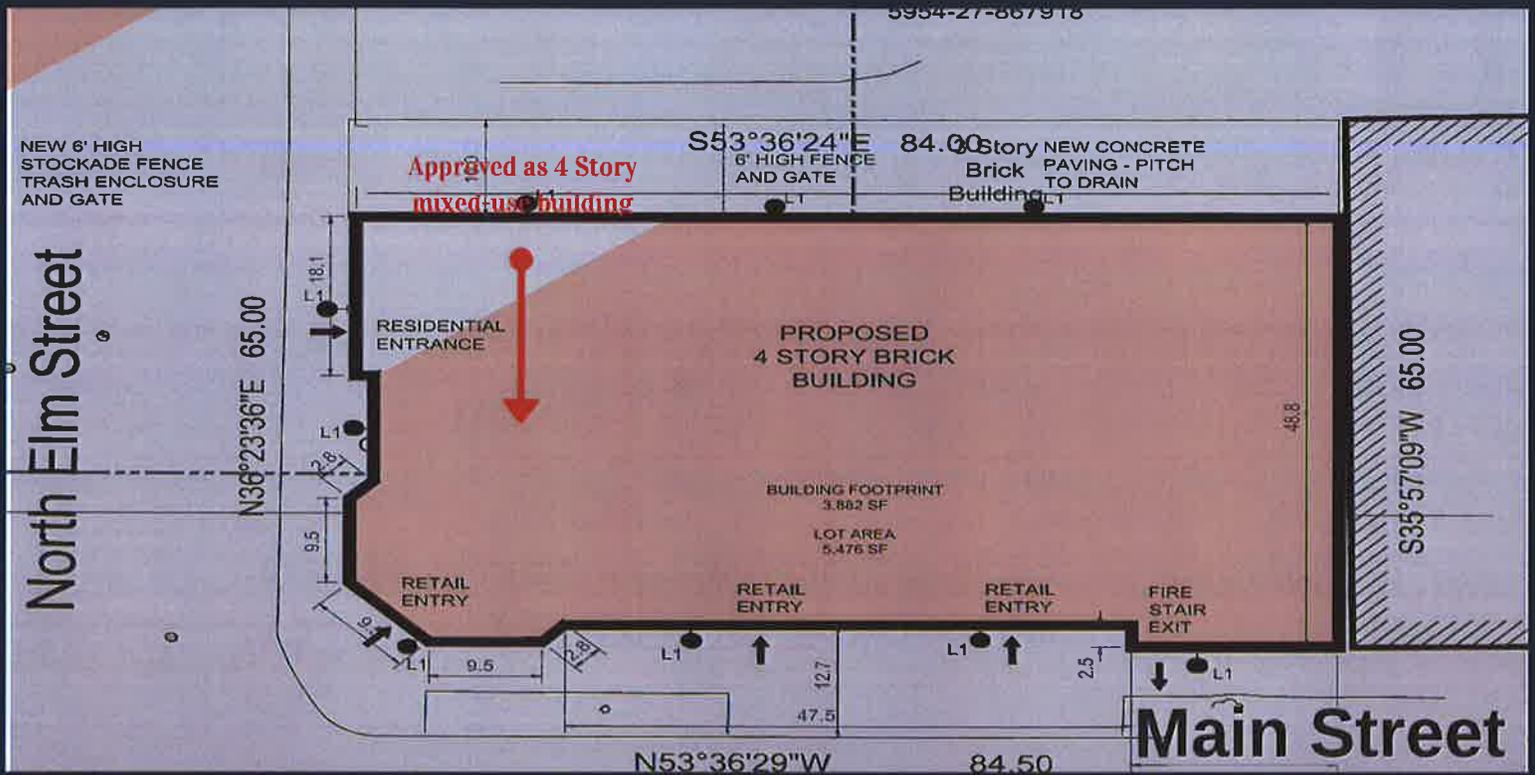
McGrath's Appraisal Services:

McGrath & Company, Inc. provides a full spectrum of real estate valuation and consultation services for financial institutions, attorneys, municipalities, developers, and private and corporate investors. For each of our clients our goal is to assure the highest level of integrity and professionalism applied to fair market valuations, matters involved in litigation, analysis of real estate taxes and assessments, comprehensive feasibility studies or determining the implication of a conservation easement on real estate.



Marketing Active Properties In Beacon

Current Brochures on Properties We are actively
marketing in Beacon, NY



RETAIL & RESIDENTIAL MIXED-USE RE-DEVELOPMENT IN BEACON, NY

STREET LEVEL RETAIL | 8 RENTAL APARTMENTS
SITE PLANS APPROVED & SIGNED

226 MAIN STREET
BEACON, NY 12508

Located right on Main Street in Beacon, NY this offering is for a property that is a corner lot with frontages on Main Street of 85 Feet & North Elm Street of 65 Feet. Re-development includes a Proposed Footprint for a ground-level retail space is 3,465 Sq. Ft. In addition, 8 apartments are proposed to be constructed on 3 levels above the retail space. Engineering & environmental surveys have been completed. For additional information & site plans please inquire within.



KEVIN MCGRATH
914-391-2880
KMCGRATH@MCGRATHREA
LTTY INC.COM

20 CORPORATE PARK DRIVE SUITE C
HOPEWELL JUNCTION, NY, 12533
OFFICE: 845-896-5444
INFO@MCGRATHREALTYINC.COM

Offered at: \$1,390,000



MIX-USE INCOME PROPERTY

174 – 178 Main Street
Beacon, New York

GENERAL INFORMATION:

Apartments: 7
Retail/Flex: 4
Building Size: 9,140 sq. ft. (residential)
4,560 sq. ft. (commercial)
Lot Size: 0.26 acre
Space Type: Mixed Use
Zoning: CB
Year Built: 1900

PROPERTY DESCRIPTION:

174-178 Main Street sits amidst the thriving redeveloped district in Beacon, New York. The subject property offers excellent stabilized tenancy, an immaculately kept structure, and handsomely appointed suites and apartments. Excellent return on capital. This property requires no capital investment and has income upside on rents. City sewer, water and gas. Off-street parking and much more....

Robert Buyakowski, P.E.

Licensed Salesperson

Office: **845.223-0727**

Cell: **845.489.5079**

Robert.Buyakowski@pruserlscommercial.com

Rare Main Street Property Sale

Owner Designed Live Work Studio Art Gallery

217 Main Street & 16 Dewindt Street | City of Beacon | New York



MCGRATH
REALTY INC



Meticulously Refurbished Income Property

4 Exquisite Apartments • Commercial Tenant • On-site Parking

Live-Work Artist Studio • Beacon's Historical West End • Main Street Store Front

Property Description:

217 Main Street, and adjacent property 16 Dewindt Street, sits amidst the thriving redeveloped district in Beacon, New York. The subject property has been immaculately restored with special attention to detail... Four over sized apartments with all the amenities, including hardwood floors, exposed brick, tin ceilings, patio, deck, perennial garden, little fish pond, on-site parking, stainless steel appliances, washers/dryers, quality kitchens and bathrooms. All apartment have front and back ingress/egress for safety. The 1,900 sq. ft. commercial storefront shares the same detail and quality. The energy efficient HVAC system, electric and plumbing are all completely new.

Opportunities:

Whether you are looking for an investment property or a magnificent place to live and work this property provides an unique Main Street location. Commercial tenant just renewed lease for 3-year term with 3% annual increase. Residential tenants on a year to year with expected 3% increase per annum. Both the commercial and residential rentals are highly desirable with low vacancies.



Additional Portfolio Information

Redevelopment Projects



Hudson Heritage

Representing Community Preservation Corp to assist with redevelopment. Procured Master Developer, repositioned the property including creating master plan, zoning structure. Worked with NY State procuring brownfield tax Credits.



Dutchess County Lofts

Converted Mix-Use property from former warehouse/self-storage to loft style apartments. Shell building conversion.



Plant Depot

Currently under contract for \$5.5M. Worked with Town, State, and Municipal Governments to procure water, sewer and site plan approval.



Market Synopsis

Sales & Rentals – Pawling Branch

Brief Summary of Sales and Rentals Listings

Status: Sold

MLS#	Stat Date	Address	Prop Sub Type	Ttl Sqft	Bds	Bth	L/S Price	DOM
4648665	12/29/2017	00 Tracy RD	1 Family Dwelling				\$45,100	282
4648641	12/29/2017	Tracy RD	1 Family Dwelling				\$45,100	282
4648677	12/29/2017	000 Tracy RD	1 Family Dwelling				\$114,800	282
4615585	10/27/2017	16 West Main ST	Office	1,504			\$175,000	536
4729284	11/17/2017	79 Lakeview DR	Detached	2,464	3	3.00	\$270,000	110
4726349	08/23/2017	85 West Main ST	Detached	2,642	3	3.00	\$280,000	35
4725980	12/19/2017	902 Old Quaker Hill RD	Detached	2,392	3	2.00	\$285,000	134
4725712	10/17/2017	Cooper RD	Farm Agricultural				\$315,000	66
4732348	11/22/2017	31 Butler Hill RD	Detached	2,570	4	2.00	\$325,000	22
4739667	11/27/2017	12 Patrick DR	Detached	2,128	4	3.00	\$362,000	24
4725294	11/01/2017	416 Farm To Market RD	Detached	2,288	3	3.00	\$385,000	64
4725715	09/25/2017	10 Lola LN	Detached	3,607	4	3.00	\$525,000	37
4725699	09/19/2017	55 Meeting House RD	Detached	5,005	5	7.00	\$525,000	63
4752663	01/24/2018	27 Meeting House RD	Detached	3,664	4	3.00	\$535,000	17
4650551	11/08/2017	Reservoir RD	Multiple				\$775,000	326
Averages:				2,826	4	3.22	\$330,800	152

Status: Rented

MLS#	Stat Date	Address	Prop Sub Type	Ttl Sqft	Bds	Bth	L/S Price	DOM
4735564	09/20/2017	33 East Main ST #3D	Apartment	675	1	1.00	\$1,400	47
4735397	09/12/2017	33 East Main ST #4D	Apartment	675	1	1.00	\$1,500	40
4734457	09/02/2017	93 Old Branch RD	Single Family	1,320	3	2.00	\$1,600	40
4735390	11/16/2017	33 East Main ST #4A	Apartment	850	1	1.00	\$1,775	104
4736239	08/21/2017	62 Kings WY	Other/See	1,762	3	3.00	\$2,000	8
4732676	08/10/2017	111 Ballyhack RD	Single Family	1,888	3	3.00	\$2,200	23
4747192	12/06/2017	21 Tinker Town RD	Single Family	2,272	3	2.00	\$2,500	42
4740594	10/07/2017	10 Liffland LN	Single Family	2,996	6	4.00	\$2,700	26
4716427	10/03/2017	1656 Route 292	Single Family	3,000	3	4.00	\$3,200	168
Averages:				1,715	3	2.33	\$2,097	55

Kevin McGrath
 (914) 391-2880
 Kmcgrath@mcgrathrealtyinc.com

McGrath Realty Inc
 (845) 896-5444
 mcgrathrealtyinc.com

COMMERCIAL & INDUSTRIAL

Adams Fair Acre Farms
All State Insurance
American Cancer Society
American Tack & Hardware
Appraisers & Planners, Inc.
Aries Development, LLC
Baright Enterprises
Bell Atlantic
Big V Corp. (Shoprite)
Carl Zeiss, Inc.
CH Energy Group
Charisma Holding Corp.
Chrysler Corporation
Consolidated Edison Company of NY Inc
Contrail, Inc.
CSX Real Property
Davis Advisors
Durst Organization
Dyson Foundation
Emerald Fund
Energy Services, Inc.
Enap, Inc.
Exxon Corporation
GDC
Gasho of Japan
General Electric Company
General Foods Corp.
Guardian Self Storage
Gulf Western Industries, Inc.
Helmes Group
Herb Redl Properties
HO Penn
Hipotronics, Inc.
Hoe Ventures
Howard Johnson Company
Hudson Heritage, LLC
Hyatt Hotels
International Tractor
KPMG Peat Marwick, LLP
Laerdal Medical
Lumelite Corp.
Lyme Timber Company
McDonalds Corporation
Melville Corporation
Metropolitan Transportation Authority
Mobil Oil Corporation
NYS Electric & Gas
NYNEX Properties
New York Telephone
Orange & Rockland Utilities
Henry Page Development, Ltd.
Penn Mutual
Pepsico
Phelps Dodge Industries
Pizza Hut
Precision Valve Corporation
Prudential Serls Realty
Readers Digest
Reichold Chemical
Royal Insurance
Saratoga Wealth Advisors
Shell Oil
Star Industries
Suburban Propane
Suburban Energy Services
Tallix Inc.
Tennessee Gas
Travelers Insurance
Ukranian National Association
Union Carbide Corporation
United Water Corp.
Verizon
W. W. Grainger
WSH Realty Group
Woodstock Resort Corp.

LEGAL

Eugene Albert, Esq.
Anderson, Banks, Moore & Curran
Aronauer, Goldfarb, Sills & Re, LLP
Banks, Curran & Schwam, LLP
Banks, Shapiro & Gettinger, LLC
Bleakley, Platt and Schmidt, P.C
Neal Brown, Esq..
Robert Butts, Esq.
Corbally, Gartland & Rappleyea
Cuddy, Feder & Worby
Daniels & Porco, LLP
Danziger, Markoff
Deckert, Price & Rhoads
Edward Doyle, Esq.
Dickover, Donnelly, Donovan & Biagi

Drake, Sommers, Loeb, Heller, Kennedy,
Goherty, Geba & Rodd, PLLC
Fair, Fitzgerald & Hershaft, PC
Fullbright & Jaworski
Epstein, Epstein & Epstein
Farrauto, Berman & Fontana
Finger & Finger, P.C.
Fink, Weinberger, Fredman, Berman & Lowell
Gellert & Quartarano, P.C.
Gellert & Rodner, PC
Gerstman, Kelson & Coffill
Goodhue Banks & Arons
Griffin, Coogan, Blöse & Sulzer, P.C.
Hanig, Hankin, Stall & Caplicki
Hogan & Rossi
Hinman & Carmichael, LLP
Huff & Wilkes
Herman, Katz, Cangemi & Clyne, LLP

Keane & Beane
Kellar & Kellar
Bernard Kessler
Levine & Levine
Loeb & Loeb
Berle, Kass and Case
McCabe & Mack
Meiselman, Farber, Stella & Eberz
Millbank, Tweed, Hadley & McCloy
Alan Moeller, Esq.
Morganthau & Green, LLP
Robert Morganthau
Nourse & Bowles, LLP
Pagones & Cross
Paul, Weiss, Rifkin & Wharton
Plunkett & Jaffee
Rothschild & Pearl, LLP
Joel Russell, Esq.
Joseph St. Onge, Esq.
Shamberg, Marwell Cherneff & Hockerman, P.C.
Satz & Kirshon
Richard M. Sussman, P.C.
Teahan & Constantino
Thatcher, Proffitt & Wood
Van DeWater & Van DeWater
Vergilis, Stenger, Roberts & Pergament
Wallace & Wallace, LLP
Wallace, Wall, Longdore & Jacobs
Warburg, Dillon & Read
John E. Watkins, Esq.
Wiggin & Dana
Wilder Balter
Robert Wolper, Esq.
Wormser, Kiely, Galef & Jacobs, LLP

ENVIRONMENTAL AGENCIES AND LAND TRUSTS

Adirondack Nature Conservancy
Agricultural Stewardship Association
American Farmland Trust
Audubon Society
Beaverkill Conservancy
Black Rock Forest Consortium
Butternut Association
Castanea Foundation, Inc.
Catskill Watershed Corp.
Columbia Land Conservancy
Croton Land Conservancy
Delaware Co. Watershed Agricultural Council
Dutchess Land Conservancy
Friends of the Great Swamp
Hershey Trust
Hudson Highlands Land Trust
Hudson Preserve
Manitoga
Mohonk Preserve
NYS Dept. of Environmental Conservation
NYC Dept. of Environmental Protection
NY-NJ Trail Conference
NYS Office of Parks Recreation & Historic Preservation
Office of Parks, Recreation & Historic Preservation
Open Space Institute
The Conservation Fund
The Nature Conservancy
Trust for Public Land
Saratoga Plan
Scenic Hudson Land Trust
Storm King Art Center
Wallkill Valley Land Trust
Westchester Land Trust