



# The Apartment Player

News for the Active Apartment Investor

## Spring 2006 Edition

*Hemisphere Holdings Corp specializes in the brokerage of multifamily and investment properties.*

*We service the needs of our clients throughout the entire Upstate New York marketplace as the only company focusing exclusively on this niche.*



**RICHARD L. WILL**  
President

**Licensed Broker – NY & TX**  
richard@hemisphereholdings.com

**Hemisphere Holdings Corp**  
120 Walton St.  
Syracuse, NY 13202

**Phone: 315 472-3000**  
**Fax: 315 472-3090**  
**www.hemisphereholdings.com**

### **Announcing our 1<sup>st</sup> E-Mail Newsletter!**

For those Apartment Players out there who have been receiving our newsletter for the past several years, you will find this mailer somewhat similar to those in the past but arriving now by E-Mail rather than the old “snail mail” way. I hope you all appreciate the fact that while this method saves us thousands in mailing costs, it will also allow the newsletter to be sent to you more often with more timely information for your benefit.

I am also aware that E-Mail addresses change more often than mailing addresses so it is *Imperative* that you keep me updated on your address changes or you will be dropped from the mailing list without my knowledge.

### **New Agents!**

Hemisphere Holdings Corp is pleased to announce the addition of former Hemisphere Management, LLC president Peggy Gans as Central Region Sales Manager. She brings to the table 25 years of experience managing apartment complexes and other commercial properties as well as possessing a law degree. She is also central New York’s program manager for NYSERDA’s - AMP (assisted multifamily program).

Roger Marshall has also joined our staff as a brokerage specialist in Recreation properties including golf courses.

### **Closings:**

I am pleased to announce the closings of the Court St Apartments, Rosemont Apartments, Genesee Mall, Willett St Apartments, Ledges Apartments, 1100 Park St Apartments, and Carriage House Apartments. You will find pertinent details regarding these transactions on the reverse side (pg 2) of this newsletter.

### **Exclusive Listing Update:**

The Countryside Townhouses (36 Units) in Oswego, NY and the Cortland Park Apartments (146 Units) in Cortland, NY are newly listed and available for sale. Both are very well maintained class B+ complexes

in good neighborhoods. They boast 95% occupancies, pitched roofs, 8+ cap rates, and can be purchased with new financing.

In Auburn, NY the Norborne Apartments (7 Units) is 100% occupied, fully renovated and available for sale.

All listings are reasonably priced with fair market capitalization rates suitable to their Class. A complete marketing proforma with income/expense figures, photo, and physical information can be viewed on Hemisphere listings at our website. In addition to the fore mentioned exclusive listings we also maintain active files on several open listings which I am not at liberty to advertise here.

### **My Invitation:**

I would like to remind the apartment owners receiving this newsletter that our extensive network of apartment owners and buyers is in place and here for your use and profit. Eighteen years in the making this database of Apartment Players is the largest in upstate New York and is constantly growing and being updated. Our exclusive listings enjoy instant Internet exposure to the largest number of potential purchasing prospects available in this market place. Leaving no stone unturned, this database includes hundreds of other commercial real estate brokers as well. Our listings are also frequently found in trade journals like the New York Real Estate Journal and the New York Times with circulation to thousands of professional subscribers all over the northeast. If you are serious about selling your property at this time, the best way to secure the highest possible offer is exposing it to the greatest number of potential buyers. Our computer assisted marketing system can do this for you. Hire a specialist to do a special task. It's a no brainer.

Cordially,

Richard L. Will, President

---

## CLOSING ANNOUNCEMENTS

---

**Property:** Court Street & Rosemont Apts  
**Location:** Syracuse, New York  
**Size:** 4 & 6 Units resp.  
**Date:** 11/10/2005 & 12/23/2005 resp.  
**Price:** \$105,000 & \$130,000 resp.  
**Financed:** Syracuse Securities  
**Seller:** M. Carfagno / G. Carfagno resp.  
**Buyer:** DT Syracuse, LLC  
**Broker:** Andrea Bucci

**Property:** Genesee Mall  
**Location:** Auburn, New York  
**Size:** 40,000 sf (Office/Retail)  
**Date:** 11/30/2005  
**Price:** \$1,575,000  
**Financed:** Privately funded  
**Seller:** Genesee Mall Properties, LLC  
**Buyer:** Undisclosed  
**Broker:** Lisa Brennan

**Property:** Willett Street Apartments  
**Location:** Albany, New York  
**Size:** 68 Units  
**Date:** 12/18/2005  
**Price:** \$5,000,000  
**Financed:** Undisclosed  
**Seller:** Gandler Family Charitable Trust  
**Buyer:** Undisclosed  
**Broker:** Andrea Bucci

**Property:** The Ledges Apartments  
**Location:** Syracuse, New York  
**Size:** 18 Units  
**Date:** 12/09/2005  
**Price:** \$585,000  
**Financed:** Syracuse Securities  
**Seller:** Robert Sullivan  
**Buyer:** Syracuse Ledges, LLC  
**Broker:** Andrea Bucci

**Property:** 1100 Park Street Apartments  
**Location:** Syracuse, New York  
**Size:** 6 Units  
**Date:** 02/15/2006  
**Price:** \$142,000  
**Financed:** Community Preservation Corp  
**Seller:** CRS Property Management  
**Buyer:** Laurchlo East Investments, LLC  
**Broker:** Name Here

**Property:** Carriage House Apartments  
**Location:** Syracuse, New York  
**Size:** 140 Units  
**Date:** 03/17/2006  
**Price:** \$4,162,500  
**Financed:** Undisclosed  
**Seller:** MM & S Carriage House Assoc, LP  
**Buyer:** Berkley Properties, LLC  
**Broker:** Richard L. Will

---

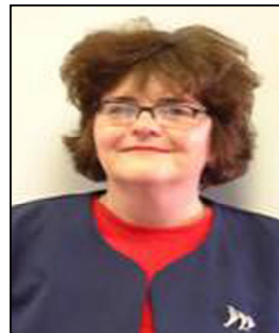
### CONTACT ONE OF OUR BROKERS FOR MORE INFORMATION



**Andrea Bucci**  
Sales Manager | East Region  
[andrea@hemisphereholdings.com](mailto:andrea@hemisphereholdings.com)



**Lisa Brennan**  
Sales Manager | Central Region  
[lisa@hemisphereholdings.com](mailto:lisa@hemisphereholdings.com)



**Peggy Gans**  
Sales Manager | West Region  
[peggy@hemisphereholdings.com](mailto:peggy@hemisphereholdings.com)



**Roger Marshall**  
Recreational Properties  
[roger@rogermarshall.com](mailto:roger@rogermarshall.com)  
315-382-2300



**Hemisphere Holdings Corp**  
120 Walton St.  
Syracuse, NY 13202

**Phone: 315 472-3000**  
**Fax: 315 472-3090**  
[www.hemisphereholdings.com](http://www.hemisphereholdings.com)