48 Larchmont Terrace

Newark NJ 07106

Newark · Essex · Parcel 0000-0000-0000 · Single-family / 2-4 unit · Buy and hold

Composite sample — A real property's numbers, anonymised — the address, parcel and source records are fictitious, and every date is shifted by a constant offset that leaves the intervals between them unchanged.

Negotiate

low confidence

Not at this price. It works in the $490,000–$520,000 range, not at $699,500.

Recommended offer	**$490,000 – $520,000**
Asking price	**$699,500**

Asking price	Days on market	Red flags	Unverified items
$699,500	**7**	**26** 2 deal-breakers	**10**

Prepared 18 Jul 2026

Facts as of 18 Jul 2026 · report schema v1

Market research and financial modelling, not investment advice. Every figure here needs verifying against primary documents before you commit — particularly the certificate of occupancy, the rent control status and the current tax bill.

Verdict

Negotiate Asking $699,500 low confidence

Not at this price. It works in the $490,000–$520,000 range, not at $699,500.

At $699,500 on realistic rents the debt-service coverage is 0.81 — below the 1.15 floor this report holds a deal to, and annual cash flow is -$7,082. The floor is satisfied up to $490,960, and the parcel itself last traded at $500,000. The offer has to be conditional — resolved in writing before closing, at the seller's cost: Listing says 2 units; the assessor records 1. The gap between those two prices is the whole negotiation.

WHAT DECIDED IT

- DSCR 0.81 at realistic rents — the loan does not fund
- Listing says 2 units; the assessor records 1
- Basement described as a potential extra dwelling

Recommended offer	Capital to close
$490,000 – $520,000	**$203,086 of $435,000** $203,086 to close against $435,000 available — inside budget, leaving $231,914 in reserve, measured at the recommended offer rather than the asking price.

Low confidence — a document nobody has yet produced could change this answer.

Verdict rules applied: V1-insufficient-data:pass, V2-unresolvable-deal-breaker:pass, V3-never-works:pass, V4-unbridgeable-gap:pass, V5-capital-out-of-reach:pass, V6-clears-at-ask:pass, V7-negotiate

Red flags

26 findings

26 findings: 2 deal-breaker, 9 high, 13 medium, 2 informational. Each one carries its evidence, its sources, and what would resolve it.

Deal-breakers (2)

Walk, or make the whole offer conditional on resolving it.

DSCR 0.81 at realistic rents — the loan does not fund

`dscr-below-floor`

At $699,500 on realistic rents of $5,200 a month, net operating income covers debt service 0.81 times. That is below the 1.00 most lenders require outright — you would not qualify for the loan at this price on these rents. Annual cash flow is -$7,082.

WHAT TO VERIFY

- Which DSCR convention each lender applies — gross rents ÷ PITIA is far more generous than NOI ÷ debt service.
- The tax and insurance lines, which move DSCR more than anything else in a high-tax jurisdiction.
- The purchase price at which the deal clears the floor on these rents, and whether the seller will meet it.

underwriting.atAskRealisticRents.dscr	0.8072
underwriting.atAskRealisticRents.purchasePrice	699,500
underwriting.atAskRealisticRents.monthlyRent	5,200
underwriting.atAskRealisticRents.annualCashFlow	-7,082.03
floorApplied	1.15
lenderFloor	1

Sources: Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

Listing says 2 units; the assessor records 1

`unit-count-conflict`

The listing markets this as a 2-unit property. The assessor records 1 — the building description reads "2SF3UG", which decodes as two-story, single family, 3-car unattached garage. If the additional unit is not legal, the income case collapses: you would be underwriting one unit's rent against the whole purchase price, and a lender will not fund a unit that does not legally exist. Assessor descriptions do go stale, so this is strongly suggestive rather than conclusive — but the burden of proof sits with the seller, and the answer changes the value by hundreds of thousands of dollars.

WHAT TO VERIFY

- The certificate of occupancy establishing the legal unit count — the document, not the agent's word.
- The zoning and permit history from the municipal construction-code office.
- A public-records request for all permits, inspections and certificates on the parcel.
- The assessor's classification of neighbouring parcels on the same block, to check how the code is used locally.

classification.assessorUnits	1
classification.listingClaimedUnits	2
assessor.useCode	2SF3UG
classification.legalUnitsBestEstimate	1

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

High (9)

Changes the price or the terms materially.

Basement described as a potential extra dwelling

`basement-kitchenette`

The listing describes the basement in terms that read as an additional living space — the phrase "kitchenette" appears — in a building the assessor records as 1 unit and the listing already claims 2. That combination is the classic profile of an unpermitted unit stack. It matters beyond the paperwork: nobody has inspected the egress, the fire separation, the electrical or the plumbing in a space being marketed as habitable.

WHAT TO VERIFY

- Whether the basement space appears on any permit or certificate of occupancy.
- Egress and ceiling height against the local code for habitable basement space.
- Whether a lender will count any income attributed to that space.

listing.basementDescription	Full bath, laundry and a potential kitchenette. The income pitch markets the first-floor unit 'with basement'.
matchedPhrase	kitchenette
classification.assessorUnits	1
classification.listingClaimedUnits	2

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

The renovation story does not survive its own arithmetic

`flip-disproof-test`

The listing claims a renovation (major remodel year 2026), and the seller bought at $500,000 on 2026-06-30. A genuine gut renovation of 3,020 sq ft costs $181,200–$271,800, which would put their basis at $681,200–$771,800. The asking price of $699,500 is only 2.7% over the cheapest version of that — break-even to a loss. Nobody renovates to sell at break-even, so the work was not done after this purchase. The spread is priced as a resale margin on a distressed buy, not as cost recovery.

WHAT TO VERIFY

- The permit record for the period since the seller's purchase — an agent-entered 'major remodel year' field is not a permit.
- Whether the property was already marketed in its current configuration before the seller bought it.
- Whether the listing photographs are virtually staged, which would mean nobody has seen the claimed work.

transactions.records[latest sale].price	500,000
listing.price	699,500
listing.majorRemodelYear	2,026
assessor.sqft	3,020
plausibleRenovationLow	181,200
plausibleRenovationHigh	271,800
impliedBasisLow	681,200
impliedBasisHigh	771,800
marginOverCheapestBasisPct	0.0269

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record · Listing page — second brokerage · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

Relisted 11 days after sale, up 39.9%

`flip-velocity-markup`

It sold for $500,000 on 2026-06-30 and was relisted at $699,500 on 2026-07-11. That is a $199,500 markup — up 39.9% — in 11 days. Little or no work is possible in that time, so the spread is the seller's margin and you would be paying all of it.

WHAT TO VERIFY

- The recorded deed and realty transfer fee affidavit for the most recent sale, to confirm the price actually paid.
- Any permit issued between the sale and the relisting that could justify the increase.
- Comparable sales on the same block, to see which of the two prices the market supports.

transactions.records[latest sale].price	500,000
transactions.records[latest sale].date	2026-06-30
listing.price	699,500
listing.listDate	2026-07-11
heldDays	11
markupPct	0.399

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record · Listing page — second brokerage

10-month escrow closing 23.1% under ask

`long-escrow-discount`

The property went pending on 2025-08-29 and did not close until 2026-06-30 — 10 months — at $500,000 against a $649,999 list, a 23.1% cut. An escrow that long ending in a discount that large is the signature of a short sale awaiting lender approval, or a court-supervised sale. It matters because it tells you the last transaction price was set by a lender's loss mitigation, not by an open-market bid.

WHAT TO VERIFY

- The deed and realty transfer fee affidavit at the county register, which would show a short sale.
- Whether the listing agent specialises in distressed sales.
- Whether any lien or lis pendens was recorded against the parcel during the escrow.

transactions.records[pending].date	2025-08-29
transactions.records[sale].date	2026-06-30
transactions.records[sale].price	500,000
listPriceUnderContract	649,999
escrowMonths	10
discountPct	0.2308

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record

4.24% cap against 7.50% debt — negative leverage

`negative-leverage`

Honestly underwritten, the property yields 4.24% against debt costing 7.50% — a spread of -3.26%. That is negative leverage: borrowing more does not raise the return, it lowers it, and the cash-on-cash figure only stays positive while the loan is interest-only. This is a structural fact about the price, not a financing problem to shop around.

WHAT TO VERIFY

- The purchase price at which the cap rate clears the interest rate on these rents.
- Whether any lender quote materially beats the assumed rate — worth 75–150bp for a borrower with a US credit file.
- Whether the cap rate is pre-revaluation in a market with a reassessment coming.

underwriting.atAskRealisticRents.capRate	0.0424
interestRate	0.075
spread	-0.0326

Sources: Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

No certificate of occupancy has ever been issued

`no-certificate-of-occupancy`

The permit feed is confirmed current to 2026-07-03, is known to report certificates of occupancy, and shows none has ever been issued for this parcel. The listing markets 2 units. Zoning that permits multiple units is not the same thing as the building legally being one — permitted use and legal existing use are different, and only a certificate of occupancy establishes the latter. Realistically this means the seller must obtain one, which requires retroactively permitting and inspecting whatever was built.

WHAT TO VERIFY

- Whether any certificate of occupancy exists, via a public-records request naming the parcel.
- Make delivery of a CO confirming the claimed unit count a written condition of the offer, at the seller's cost, before closing.
- What the municipality requires to issue one now, and how long it takes.

permits.records.length	1
permits.coverageConfirmed	true
permits.coCoverageConfirmed	true
permits.certificatesOfOccupancy.length	0
permits.coverageThroughDate	2026-07-03
claimedUnits	2
classification.type	sfr

Sources: NJ statewide construction-permit database · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Seller's rents run 24% over comparable units

`seller-rent-over-comps`

The seller projects $6,000–$7,000 a month. Comparable units support $4,900–$5,600. At the midpoints that is an overstatement of 23.8% — a range of roughly 7% to 43% depending on which ends you compare. Every cap rate, DSCR and cash-flow figure built on the seller's number is overstated by the same margin. Underwrite on the market range.

WHAT TO VERIFY

- Actual rental advertisements for units in this building or on this block — the gold standard.
- The rent figures against a second independent source; listing sites disagree substantially.
- Whether the projected rents assume a renovated condition the property is not in.

listing.sellerRentProjection.monthlyLow	6,000
listing.sellerRentProjection.monthlyHigh	7,000
sellerMidpoint	6,500
rentComps.subjectEstimates.total.low	4,900
rentComps.subjectEstimates.total.high	5,600
marketMidpoint	5,250
overstatementPct	0.2381

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet · Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed

Listing claims a 2026 remodel; the permit record shows none

`unpermitted-renovation-claim`

The listing carries a major remodel year of 2026. The permit feed — confirmed current to 2026-07-03 — records only: 2023-03-21 Demolition $2,900. No construction permit exists for the claimed work. Unpermitted work is a substantive risk rather than a paperwork detail: no inspector has signed off the electrical, the plumbing, the egress or the fire separation, and retroactive permitting can require opening finished work and can fail.

WHAT TO VERIFY

- A public-records request for every permit, inspection and certificate issued on the parcel.
- Whether the municipality will issue a retroactive permit, and at whose cost.
- A contractor's estimate for opening up and correcting anything that fails inspection — hold escrow against it.
- Whether the seller's insurer knows the work was unpermitted.

listing.majorRemodelYear	2,026
permits.records.length	1
permits.coverageThroughDate	2026-07-03
permits.coverageNote	NJ statewide feed pulls directly from Newark's FastTrackGov system and is current to 3 July 2026; it carries certcount and certdate fields, so it reports certificates as well as permits. Exactly one permit exists on this parcel, ever, and no certificate of occupancy has ever been issued.
permitsOnRecord	2023-03-21 Demolition $2,900

Sources: NJ statewide construction-permit database · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Vacant, virtually staged, and no rent roll

`vacant-staged-no-rent-roll`

The building is vacant and there is no rent roll, no leases and no operating statement. The $6,000–$7,000 a month in the listing is a projection, not income. The photographs are virtually staged — the rooms are empty and digitally furnished — so nobody has seen this building as it actually stands. A DSCR lender may decline to fund on projected rents alone, and a vacant building generates no cash while you lease it up.

WHAT TO VERIFY

- Whether your lender will underwrite on market rents or requires executed leases.
- An interior inspection by someone you trust, given that no real photographs exist.
- A realistic lease-up period and the carrying cost of it at your debt service.

listing.isVacant	true
listing.photosVirtuallyStaged	true
listing.rentRoll	—
listing.leases	—
listing.sellerRentProjection.monthlyLow	6,000
listing.sellerRentProjection.monthlyHigh	7,000

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Medium (13)

Must be verified and budgeted for.

Assessed at 1.88× the neighbouring parcels

`assessment-vs-neighbors`

This parcel is assessed at $277,100 against a neighbouring median of $147,600 — 1.88 times. Comparables: 42 Larchmont Terrace at $136,700 ($5,107), 54 Larchmont Terrace at $158,500 ($5,922). Either the assessment is wrong, in which case there is an appeal worth filing, or the neighbours are under-assessed and this parcel carries a tax load its block does not. Either way it is a real expense difference against the comparables you would sell into.

WHAT TO VERIFY

- The assessor's property record card for this parcel and the neighbours, to see what drives the difference.
- The tax appeal deadline and the evidence standard in this county.
- Whether an added assessment for recent work explains the gap.

assessor.assessedValue	277,100
neighborMedianAssessedValue	147,600
multiple	1.877
neighbors	42 Larchmont Terrace: 136700, 54 Larchmont Terrace: 158500

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

Listed twice, under different MLS numbers or agents

`dual-mls-listing`

The property appears under 2 MLS numbers (0000001, 0000002) and 2 agents (Brokerage A, Brokerage B). Dual listings carry different data on each side — square footage, unit counts and rent projections routinely disagree — and it is not always clear which agent can actually bind the seller. Reconcile the two before relying on any field from either.

WHAT TO VERIFY

- Which agent holds the exclusive right to sell, and whether both listings are current.
- Every discrepancy between the two listings: unit count, square footage, rents, taxes.

listing.mlsNumbers	0000001, 0000002
listing.agents.length	2
brokerages	Brokerage A, Brokerage B

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Built 1915 — pre-1978 lead paint rules apply

`lead-paint-pre-1978`

The building dates from 1915, squarely inside the pre-1978 lead-paint regime. NJ law covers pre-1978 one- and two-family rentals. Inspection at turnover or every three years, certificate valid two years, penalties to $1,000 per week after a 30-day cure. Deleading where it is required runs into five figures per unit in the strictest states, and refusing to rent to families with children is illegal discrimination — so this is a cost to budget, not one to avoid.

WHAT TO VERIFY

- Whether a lead-safe or lead-free certificate already exists for the property.
- A lead inspection quote, and a deleading quote if the inspection is likely to fail.
- The inspection cycle and penalty schedule for this municipality.

yearBuilt	1,915
regulation.leadPaint.appliesPre1978	true

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Newark Municipal Code Ch. 19:2 — Rent Control · Newark Ordinance 6PSF-b — rental registration · Newark Division of Rent Control · NJ DCA lead-based paint guide for rental dwellings

Listing says 10,998 sq ft; assessor says 3,020

`listing-vs-assessor-sqft`

The listing states 10,998 sq ft against the assessor's 3,020 — a difference of 264%. Do not let anyone model off the larger figure: price per square foot, rent per square foot and any renovation budget all change materially with it. The assessor's measurement is the one to underwrite on.

WHAT TO VERIFY

- The assessor's property record card, including how finished basement and attic area is treated.
- An appraisal or a measured floor plan, if the difference is material to the price.

listing.sqft	10,998
assessor.sqft	3,020
deviationPct	2.6417

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

3BR rents are down year on year

`negative-rent-trend`

The bedroom segment this property's income depends on is softening, not tightening: 3BR at $2,200, -6% year on year (Zumper — Lower Vailsburg). Falling rents in the relevant segment mean the projected income is a ceiling rather than a floor, and they compound with any rent-growth cap the municipality imposes.

WHAT TO VERIFY

- The same series from a second source — aggregators disagree substantially and small samples swing on unit mix.
- Current live listings for this bedroom type in the immediate neighbourhood.
- Whether the softness is mix shift (new supply) or genuine demand weakness.

rentComps.byBedroom.3.median	2,200
rentComps.byBedroom.3.yoyChangePct	-0.06

Sources: Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed

4 of 4 adjacent parcels are not multifamily

`non-multifamily-block`

The immediate block does not read as rental stock: 44-46 Larchmont Terrace is tax-exempt church, 58 Larchmont Terrace is city-owned vacant parcel, 42 Larchmont Terrace is single family, 54 Larchmont Terrace is single family. That matters for resale rather than for the rent roll — you would be selling a multi-family into a street of owner-occupiers, exempt parcels and vacant lots, and owner-occupiers do not price a building off its income. It also means the comparable sales an appraiser reaches for will be single-family.

WHAT TO VERIFY

- The assessor's classification for each adjacent parcel, rather than the listing's description of the street.
- Recent multi-family sales within a few blocks, to see whether an income-priced exit exists at all.
- Whether any adjacent exempt or city-owned parcel has a redevelopment designation.

blockParcels	4
nonMultifamilyParcels	4
sharePct	1
uses	44-46 Larchmont Terrace: tax-exempt church, 58 Larchmont Terrace: city-owned vacant parcel, 42 Larchmont Terrace: single family, 54 Larchmont Terrace: single family

Sources: Essex County assessor record · University off-campus housing portal · Aggregator — neighbourhood for-sale feed · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

MLS placeholder values in the listing data

`placeholder-values`

The listing carries placeholder numbers where real data should be: MLS sub-field = 999; MLS sub-field = 9999. These are the values an agent enters when the field is unknown, and they propagate straight into any model built off the listing. Treat every unverified figure in this listing — square footage, rents, taxes, unit count — as unreliable until it is confirmed against a primary record.

WHAT TO VERIFY

- Square footage and lot size against the assessor record.
- Every income figure against leases or a rent roll, not the listing sheet.
- The tax bill against the municipal tax collector rather than the listing.

placeholdersFound	MLS sub-field = 999, MLS sub-field = 9999
listing.sqft	10,998
listing.placeholderValuesSeen	999, 9999

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Built 1915 — pre-war construction

`pre-1940-construction`

The building dates from 1915. Pre-1940 construction routinely carries original or near-original electrical and plumbing, an uninsulated envelope that makes heating expensive, and structural detail that a standard inspection may not reach. Insurance quotes on old frame construction run well above the figures used in generic underwriting — treat any assumed premium as provisional until a real quote arrives. Repairs and capital reserves on a building this age belong at the top of their range, not the middle.

WHAT TO VERIFY

- An insurance quote for this specific building, age and construction type.
- The age and condition of the electrical service, the plumbing stack, the roof and the heating plant.
- Whether new siding or new finishes are covering original structure — a common cheap-rehab tell.

yearBuilt	1,915

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Rent control caps increases at 4%

`rent-control-binds`

This property is subject to rent control in Newark, NJ. Newark Municipal Code §19:2-3 — the lesser of CPI or 4%, with 4% a hard statutory ceiling. There is no general vacancy decontrol: the cap applies irrespective of a change of tenant or a change of ownership, so buying the building does not reset the rents. Exemptions exist but must be perfected by application: Substantial rehabilitation, §19:2-18.2 — a dwelling vacant 18+ months where rehabilitation exceeded 50% of fair market value, plus a new certificate of occupancy, buying a five-year exemption; needs Rent Control Board approval and documented spend. Any dwelling of four units or less in at least one unit of which the owner resides — not available to a non-owner-occupier. Reported by the vendored reference material rather than by the source report, and unconfirmed against the ordinance text: a new-construction exemption of up to 30 years from completion, and a substantial-rehabilitation exemption that must be applied for within two years of the first permit. Verify both directly before relying on either. §19:2-2 defines a 'multiple dwelling' as any building containing one or more rented apartments and §19:2-2.1 subjects all of them to control; there is no 3-unit threshold. §19:2-3.2 caps increases irrespective of change of ownership or vacancy. Secondary sources conflict — confirm with the Division of Rent Control, 973-733-3675.

WHAT TO VERIFY

- Call the municipality's rent control office and get the answer in writing before underwriting any rent growth.
- The ordinance text itself — secondary landlord-data sites get caps and thresholds wrong.
- Whether any exemption applies and what perfecting it requires, including board approval and documented spend.
- The registered legal rent for each unit, which may be below the market rent being advertised.

regulation.rentControl.applies	true
regulation.rentControl.capPct	0.04
regulation.rentControl.vacancyDecontrol	false
regulation.jurisdiction	Newark, NJ

Sources: Newark Municipal Code Ch. 19:2 — Rent Control · Newark Ordinance 6PSF-b — rental registration · Newark Division of Rent Control · NJ DCA lead-based paint guide for rental dwellings · us-rental-screen reference (vendored)

$700,000 sale is 63.7% off the trades around it

`sale-price-outlier`

The 2023-12-04 sale at $700,000 sits 63.7% above the average of the sales either side of it ($427,500). An outlier that size is usually either a non-arm's-length transfer or a print the market did not repeat — treat the lower, repeated prices as the real level until a title search says otherwise.

WHAT TO VERIFY

- A title search covering the trades in question, to establish whether each was arm's-length.
- The deed and realty transfer fee affidavit for the outlying sale.

transactions.records[outlier].date	2023-12-04
transactions.records[outlier].price	700,000
adjacentAverage	427,500
deviationPct	0.6374

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record

Assessed at $277,100 against a $699,500 ask

`tax-below-ask-reassessment`

The parcel is assessed at $277,100, 40% of the $699,500 asking price, carrying a $11,081 bill. A revaluation has been ordered with no implementation date set. A revaluation moves every assessment toward market **and** resets the rate proportionally, so it is not automatically a tax rise — but a parcel assessed this far below its price gains more than the average parcel does, and the bill moves with it. Applying the published effective rate to the purchase price gives roughly $12,906 a year, about $1,825 more than the $11,081 you would be underwriting. Read every cap rate on this property as pre-reset and stress-test it.

WHAT TO VERIFY

- The revaluation's implementation date, and the rate the municipality expects to strike alongside it.
- The assessment ratio this jurisdiction uses — the rate on an assessment is not the rate on market value, and confusing the two overstates the bill by a multiple.
- The current bill with the tax collector, not the listing sheet and not last year's figure.
- Whether the state bars repricing off a sale alone in this jurisdiction.

assessor.assessedValue	277,100
listing.price	699,500
assessmentToPricePct	0.3961
assessor.annualTax	11,081
assessor.effectiveTaxRate	0.0185

publishedRateDiscarded	false
assessor.equalizationRatio	0.4069
fullValueAssessmentMarket	false
nominalRateOnAssessment	0.04
derivedEffectiveRate	0.0163
assessor.revaluationStatus.ordered	true
reassessesOnSale	false
projectionBasis	the published effective rate
impliedTaxAtAskingPrice	12,906

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

3 sales in the 4 years to 2026-06-30

`transaction-churn`

The parcel traded 3 times in the 4 years up to its most recent sale: 2023-05-23 $355,000 -> 2023-12-04 $700,000 -> 2026-06-30 $500,000. Repeated churn means no owner has been able to hold it, and it makes the highest print the least reliable one. Read the lower, repeated prices as the market and treat the peak as the outlier until the deeds say otherwise.

WHAT TO VERIFY

- A title search covering every transfer in the window, to identify non-arm's-length or distressed trades.
- Whether any of the trades were between related parties.

salesInWindow	3
windowMonths	48
windowStart	2022-06-30
windowEnd	2026-06-30
monthsSinceLastSale	0.6
stale	false
prices	355000, 700000, 500000

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record

Whether utilities are separately metered was not disclosed

`utilities-not-separately-metered`

None of the listing sources say whether the 2 units are separately metered. It is frequently undisclosed, and it is never volunteered when the answer is no. There are 2 heating systems, which suggests separate HVAC — but separate HVAC is not the same as separate meters. Shared meters mean the landlord carries water, sewer and possibly gas and electric for every unit, and cannot bill it back without a sub-metering installation.

WHAT TO VERIFY

- Ask the seller directly, in writing, how many electric, gas and water meters serve the building.
- The utility companies' own records for the address.
- The cost of installing separate meters if they do not exist.

listing.utilitiesSeparatelyMetered	—
listing.heating.systemsCount	2
units	2

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Informational (2)

Context worth knowing, not a defect.

Days on market has been reset by a relisting

`dom-methodology`

The listing reports 7 days on market, but it was relisted on 2026-07-11. Sources differ on whether a relisting resets the clock, and marketing of this property goes back to 2023-10-07 — 1015 days ago. Read the days-on-market figure as a range, not a fact, and do not treat a low number as evidence of fresh demand.

WHAT TO VERIFY

- Cumulative days on market across all listing periods, from the MLS rather than an aggregator.
- Whether the property was withdrawn and relisted to reset the counter.

listing.daysOnMarket	7
transactions.records[latest listing].date	2026-07-11
daysSinceFirstMarketed	1,015

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet · Essex County assessor record

Rental registration and inspection regime applies

`rental-registration-regime`

> Newark, NJ requires rental registration. Fees run $50 per unit. Regime repealed and replaced 20 May 2026: annual registration of all units including single-family, $50/unit inspection fee, $100/unit penalty for unreported tenant changes, inspection every three years or on change of occupancy, certificate of habitability required on every turnover. Registration is a precondition to raising rent at all. Budget the fees and the inspection turnaround into the operating expense line, and note that registration is commonly a precondition to raising rent or to bringing an eviction.
>
> **WHAT TO VERIFY**
>
> - Whether the property is currently registered, and whether registration transfers on sale.
> - The inspection cycle, the fee schedule and the penalty schedule.
> - Whether a certificate of habitability is required on every turnover, and how long it takes to obtain.
>
> ```
> regulation.registration.required        true
> regulation.registration.feePerUnit        50
> ```
>
> Sources: Newark Municipal Code Ch. 19:2 — Rent Control · Newark Ordinance 6PSF-b — rental registration · Newark Division of Rent Control · NJ DCA lead-based paint guide for rental dwellings · us-rental-screen reference (vendored)

NOT APPLICABLE TO THIS PROPERTY

flip-margin-too-thin, hoa-fee-outlier, hoa-special-assessments, hoa-low-reserves, hoa-litigation, hoa-rental-restrictions, land-zoning-mismatch, land-no-utilities, land-wetlands-setbacks, str-prohibited, str-hoa-prohibition

Sources: Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet · NJ statewide construction-permit database · Newark Municipal Code Ch. 19:2 — Rent Control · Newark Ordinance 6PSF-b — rental registration · Newark Division of Rent Control · NJ DCA lead-based paint guide for rental dwellings

Transaction history

The parcel has 9 recorded events, 4 of them completed sales, against 1 construction permit on the same timeline. Read the two together: a price move with no permit under it is value that was created somewhere other than in the building.

Date	Event	Price
2 Sep 2004	**Sold**	**$225,000**
4 Dec 2010	Rented Rented as a modest 1-family at $1,175/mo. Report gives the year only.	$1,175/mo
21 Mar 2023	**Demolition permit** **Demolition of an accessory structure.**	**$2,900**
23 May 2023	**Sold** **The 2023 flipper buys.**	**$355,000**
7 Oct 2023	Listed	$649,000
4 Dec 2023	**Sold** **Report dates this 'Nov 2023 / Dec 2023'. Arm's-length status unverified — a $355k -> $700k -> $500k pattern warrants a title search.**	**$700,000**
4 Jan 2025	Listed Listed as multi-family. Report dates this 'Jan / Feb 2025'.	$649,999
29 Aug 2025	Pending	—
30 Jun 2026	**Sold** **A 23.1% cut after a 10-month escrow, with a high-volume distressed-sale agent — the signature of a short sale awaiting lender approval.**	**$500,000**
11 Jul 2026	**Relisted**	**$699,500**

1. **The markup, and how long it took**
   Sold for $500,000 on 30 Jun 2026 and relisted at $699,500 on 11 Jul 2026 — a $199,500 markup (+39.9%) in 11 days.
2. **A long escrow at a discount**
   The property went pending on 29 Aug 2025 and did not close until 30 Jun 2026 — 10 months later, at 23.1% below the $649,999 it was listed at. A third party was approving that sale.
3. **Where the value was created**
   The largest move in the history is $355,000 on 23 May 2023 to $700,000 on 4 Dec 2023, 6.4 months apart — $345,000, +97.2%. Whatever work explains that gain was paid for, and banked, by whoever owned it then.

4. **No permit supports the claimed 2026 remodel**
   The listing records a major remodel year of 2026, but the permit feed — confirmed to cover this parcel through 3 Jul 2026 — carries no permit of any kind in that year or the one before it.
5. **The assessor capitalised the work effective tax year 2025**
   Improvement value went from $142,600 to $256,200 (+80%) while land value held perfectly still at $20,900. That signature — improvement jumps, land does not, in a year with no citywide revaluation — is an added assessment for completed work, so the work was finished before that tax year.

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record · NJ statewide construction-permit database

Legal status

The listing markets 2 units; the assessor records 1 unit under the building code "2SF3UG". Nothing available online settles which is legal, and the answer changes the value by a large multiple of the negotiation. No certificate of occupancy has ever been issued for this parcel, in a feed established to report certificates as well as permits and current to 3 Jul 2026. There is therefore no document establishing legal use of any kind. Do not model off the listing's square footage of 10,998 — the assessor records 3,020 sq ft.

The sources disagree on the unit count
This cannot be resolved online. Until a certificate of occupancy settles it, the report models both outcomes — and the one-legal-unit row in the scenario table is the downside it implies.

THE LISTING CLAIMS

2 units

2-family

Unit 1 (with basement) — 6 beds / 2 baths.

Unit 2 — 3 beds / 1 bath.

THE ASSESSOR RECORDS

1 unit

Building code 2SF3UG

Two story single family, three car unattached garage

Property class 2

3,020 sq ft of living area

THE PERMIT RECORD

0 certificates of occupancy

1 construction permit on record.

Feed current to 3 Jul 2026.

NJ statewide feed pulls directly from Newark's FastTrackGov system and is current to 3 July 2026; it carries certcount and certdate fields, so it reports certificates as well as permits. Exactly one permit exists on this parcel, ever, and no certificate of occupancy has ever been issued.

Underwritten off 1 legal unit.

HOW THE CLASSIFIER REACHED ITS ANSWER

1. Assessor property class 2: Class 2 — residential, 1 to 4 family.
2. Assessor building code 2SF3UG decodes as: Two-story, single family, 3-car unattached garage.
3. The 3UG in 2SF3UG is a garage stall count, not a unit count.
4. Assessor records 1 dwelling unit.
5. Listing claims property type "2-family".
6. Listing claims 2 units.
7. Listing description reads as 2 units.
8. CONFLICT: the assessor records 1 unit and the listing claims 2. The assessor reading is used for underwriting; both types stay live until a certificate of occupancy settles it.

Sources: Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · NJ statewide construction-permit database

Income

There is no rent roll, no lease and no operating statement, and the building is vacant with virtually staged photographs. Every income figure in the listing is a projection. The seller projects $6,500/mo against an observable market of $5,250/mo — an overstatement of 24%. 3BR rents are 6% down year on year at a $2,200 median as of 17 Jul 2026. The segments this income case depends on are softening, not tightening.

Vacant **Photos virtually staged** **No rent roll, no leases** **Seller 24% over comparables**

Seller's projection **$6,000 – $7,000/mo**

Observable market **$4,900 – $5,600/mo**

Unit	Beds / baths	Listing claims	Realistic range
Unit 1 (with basement)	6 / 2	—	$2,800 – $3,200
Unit 2	3 / 1	—	$2,100 – $2,400

SUBMARKET RENTS, YEAR ON YEAR

2 bed
$1,850/mo
+2% YoY
Zumper — Lower Vailsburg · 17 Jul 2026

3 bed
$2,200/mo
-6% YoY
Zumper — Lower Vailsburg · 17 Jul 2026

Observable market $4,900–$5,600/mo against the seller's $6,000–$7,000. Seton Hall's off-campus portal shows live Upper Vailsburg listings at $2,150–$3,000.

Sources: Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Underwriting

At $699,500 on realistic rents of $5,200/mo, the property yields a 4.24% cap rate, covers debt service 0.81 times and throws off -$7,082 a year — -2.6% on the $269,389 it takes to close. The 1.15 coverage floor is only satisfied up to $490,960, 29.8% below the asking price. Cash flow turns negative above $564,604. 2 of the expense lines are estimates rather than quotes — the insurance premium and water, trash, licensing and the other running costs — and each appears on the unverified list below.

PRICE AND RENT

Purchase price	**$699,500**
Gross monthly rent	**$5,200**
Units	**2**
Realistic rent	**$5,200/mo**
Conservative rent	**$4,900/mo**
Seller's rent	**$6,500/mo**
One legal unit	**$3,000/mo**

FINANCING

Loan-to-value	**70%**
Interest rate	**7.50%**
Amortization	**Interest only**
Closing costs	**3.0%**
Reserves	**9 months**
DSCR floor	**1.15**

OPERATING

Vacancy	**8.0%**
Management	**9.0%**
Repairs	**7.0%**
Property taxes (assessor)	**$11,081/yr**
Insurance (estimated — 2 × $1,200 with a pre-1940 loading)	**$3,600/yr**
Other opex (estimated — fixed building charge plus a per-unit charge)	**$3,900/yr**
HOA	**—**

What it actually underwrites at

Scenario	Cap rate	DSCR	Cash flow / yr	Capital needed	Cash-on-cash
Ask $699,500 · seller's $6,500/mo	5.96%	1.14	+$4,974	$269,389	+1.8%
Ask $699,500 · realistic $5,200/mo	**4.24%**	**0.81**	**-$7,082**	**$269,389**	**-2.6%**
Ask $699,500 · conservative $4,900/mo	3.84%	0.73	-$9,864	$269,389	-3.7%
At $500,000 · realistic $5,200/mo	5.93%	1.13	+$3,392	$195,698	+1.7%
At $500,000 · conservative $4,900/mo	5.37%	1.02	+$610	$195,698	+0.3%
If only one legal unit · $3,000/mo at ask	1.32%	0.25	-$27,484	$269,389	-10.2%
If only one legal unit · $3,000/mo at $500,000	1.85%	0.35	-$17,010	$195,698	-8.7%

Highest price clearing DSCR 1.15 on realistic rents	**$490,960**
Highest price at which cash flow is still non-negative	**$564,604**
Capital available	**$435,000**

WHY 4 STRATEGIES ARE NOT MODELLED HERE

House hack — Not applicable to a single-family home.
Land / build — Not applicable to a single-family home.
Fix and flip — Not among the strategies in the investor profile.
Short-term rental — Not among the strategies in the investor profile.

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Regulation — Newark, NJ

Municipal rules bind this property in 4 respects. Each entry carries its own citation; verify the contested ones by phone before underwriting off them.

Rent control Binds

Binds on this property, capped at 4% a year.
Newark Municipal Code §19:2-3 — the lesser of CPI or 4%, with 4% a hard statutory ceiling. There is no vacancy decontrol: the cap survives a change of ownership and a change of tenant. §19:2-2 defines a 'multiple dwelling' as any building containing one or more rented apartments and §19:2-2.1 subjects all of them to control; there is no 3-unit threshold. §19:2-3.2 caps increases irrespective of change of ownership or vacancy. Secondary sources conflict — confirm with the Division of Rent Control, 973-733-3675. Exemptions on record: Substantial rehabilitation, §19:2-18.2 — a dwelling vacant 18+ months where rehabilitation exceeded 50% of fair market value, plus a new certificate of occupancy, buying a five-year exemption; needs Rent Control Board approval and documented spend., Any dwelling of four units or less in at least one unit of which the owner resides — not available to a non-owner-occupier. and Reported by the vendored reference material rather than by the source report, and unconfirmed against the ordinance text: a new-construction exemption of up to 30 years from completion, and a substantial-rehabilitation exemption that must be applied for within two years of the first permit. Verify both directly before relying on either.

Registration Binds

Registration is required at $50 per unit.
Regime repealed and replaced 20 May 2026: annual registration of all units including single-family, $50/unit inspection fee, $100/unit penalty for unreported tenant changes, inspection every three years or on change of occupancy, certificate of habitability required on every turnover. Registration is a precondition to raising rent at all.

Lead paint Binds

In scope — the building dates from 1915, inside the pre-1978 regime.
NJ law covers pre-1978 one- and two-family rentals. Inspection at turnover or every three years, certificate valid two years, penalties to $1,000 per week after a 30-day cure.

Eviction / just cause Binds

Just cause is required on every tenancy.
Reported by the vendored reference material, not by the source report: New Jersey's Anti-Eviction Act requires just cause on every tenancy, with no small-landlord exemption. Verify against the statute before relying on it.

Sources: Newark Municipal Code Ch. 19:2 — Rent Control · Newark Ordinance 6PSF-b — rental registration · Newark Division of Rent Control · NJ DCA lead-based paint guide for rental dwellings · us-rental-screen reference (vendored)

Location

The property sits in Vailsburg, Newark West Ward, Walk Score 66. Nearest rail is South Orange on the Morris & Essex line, not anything in Newark. Physically cut off from the rest of Newark by the Garden State Parkway trench. The immediate block is not a multifamily block — 44-46 Larchmont Terrace is tax-exempt church, 58 Larchmont Terrace is city-owned vacant parcel, 42 Larchmont Terrace is single family and 54 Larchmont Terrace is single family. That matters for resale: you would be selling a multi-family into a single-family street.

Neighbourhood
Vailsburg, Newark West Ward

Walk Score
66

THE IMMEDIATE BLOCK

44-46 Larchmont Terrace tax-exempt church — Directly next door.
58 Larchmont Terrace city-owned vacant parcel
42 Larchmont Terrace single family
54 Larchmont Terrace single family

- Nearest rail is South Orange on the Morris & Essex line, not anything in Newark.
- Physically cut off from the rest of Newark by the Garden State Parkway trench.
- Working-family owner-occupier area, historically middle-class, today largely West African and West Indian.
- Rutgers-Newark, NJIT and Essex County College are 3–4 miles east in University Heights, across the Parkway, with no rail link. Students will not live here.
- Marginal Seton Hall spillover: only four listings in Upper Vailsburg on the entire off-campus portal.

Sources: Essex County assessor record · University off-campus housing portal · Aggregator — neighbourhood for-sale feed

Taxes

The current bill is $11,081 on an assessment of $277,100 — an effective rate of 1.58% against the asking price. Divided by the 2026 equalization ratio of 40.69%, the assessment implies a market value of $681,003. That figure moves substantially between ratio years, so it is context rather than a negotiating number. This parcel is assessed at 1.9× the average of its 2 immediate neighbours — above the 1.5× at which an appeal is worth pricing. An appeal argues comparability, so gather the neighbours' record cards before filing. A municipal revaluation is ordered with no implementation date set. It reprices every assessment to market and resets the rate proportionally, so it is not automatically a doubling: applying the published effective rate to the asking price gives roughly $12,906, about $1,825 more than the $11,081 this report underwrites. Stress-test it.

Annual bill (2026)
$11,081

Assessed value
$277,100

Effective rate at ask
1.58%
Bill / asking price

Effective rate at offer
2.13%
Bill / top of the range

Equalization ratio
40.69%
2026 table

Assessor's implied market value
$681,003
Assessment / the ratio. Moves a lot between ratio years.

General tax rate
3.999%

THE IMMEDIATE NEIGHBOURS

Address	Assessed	Annual tax	This parcel is
42 Larchmont Terrace	$136,700	$5,107	2.0×
54 Larchmont Terrace	$158,500	$5,922	1.7×

ASSESSMENT HISTORY

Tax year	Land	Improvement	Total	What changed
2024	$20,900	$142,600	$163,500	—
2025	$20,900	$256,200	$277,100	Improvement value +80% while land held still — the signature of an added assessment for completed work, not a revaluation.

A revaluation is ordered, with no implementation date set
Applying the published effective rate to the asking price gives roughly $12,906, $1,825 more than the bill this report underwrites. A revaluation resets the rate as well as the base, so it is closer to neutral than it looks.
Newark revaluation ordered with no implementation date set. Assessments roughly double when it lands; at a $699,500 valuation the bill goes toward $13,400.

An assessment appeal is worth pricing
This parcel is assessed at 1.9× the average of its 2 immediate neighbours — above the 1.5× at which an appeal is worth pricing. An appeal argues comparability, so gather the neighbours' record cards before filing.

Sources: Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored)

What could not be verified

10 items

10 items could not be established from public sources, listed in rough order of how much they matter. Each one is a checkbox: tick it when you hold the document, not when somebody tells you the answer.

1. **The legal unit count, and the certificate of occupancy that would establish it.**
The assessor and the listing disagree about how many dwelling units this building legally has. Permitted use and legal existing use are different things, and the answer changes the value by more than the whole negotiation is worth.
How to verify: Ask the municipality's construction-code office for the certificate of occupancy and the full zoning and permit history for Block 0000 Lot 0000. Not the agent's assurance — the document. Where no certificate exists, obtaining one becomes the seller's obligation, at their cost, before closing.
Contact: 973-733-4311

2. **The permit history behind the renovation, and whether the work was ever inspected.**
Unpermitted work means no inspector signed off the electrical, the plumbing, the egress or the fire separation. Retroactive permitting can run from a few thousand dollars to tens of thousands, and it can fail.
How to verify: File a records request with the city clerk for every permit, inspection and certificate on the parcel, and have the renovation opened up where the permit record is silent.

3. **Whether rent control genuinely binds on this property.**
The ordinance text and the secondary landlord-data sources disagree, and the answer caps rent growth for the whole hold period. It is decisive enough to be worth a phone call.
How to verify: Call the municipality's rent control office and get the answer in writing: whether the property is controlled, what the current allowable increase is, and whether any exemption applies. The ordinance text is Newark Municipal Code Ch. 19:2.
Contact: 973-733-3675

4. **Whether the utilities and meters are separated between units.**
A landlord-paid utility is uncapped, weather-dependent operating expense that no vacancy allowance covers. Two heating systems suggests separate HVAC, which is not the same thing as separate meters.
How to verify: Ask the utility for the meter count at the address, and walk the basement with the inspector to confirm the panel and the shut-offs are split per unit.

5. **The current tax bill against a live assessor feed.**
Taxes move debt-service coverage more than any other single line in a high-tax jurisdiction. A stale or derived figure quietly changes the verdict.
How to verify: Confirm the current year's bill with the municipal tax collector, and ask whether an added assessment or a revaluation is pending on the parcel.

6. **Whether the recent transfers were arm's-length.**
A price history that moves sharply in both directions over a few years is either a real market or a sequence of transfers that were never open-market trades. The comparables argument depends on which.
How to verify: Order a title search covering the recent transfers, and read the deeds and realty transfer fee affidavits at the county register.

7. **The interior condition, seen by somebody you trust.**
Where the photographs are virtually staged or the building is vacant, nobody has seen the property as it actually stands. Every condition assumption in this report is inference.
How to verify: Book a full interior inspection before removing any contingency, and have the inspector look specifically at the items the permit record does not cover.

8. **Whether the most recent sale was genuinely distressed.**
A long escrow closing well below the list price is the signature of a short sale awaiting lender approval. If that is what it was, the last trade is a floor on value rather than a comparable.
How to verify: The deed and the realty transfer fee affidavit at the county register will show it.

9. **Who currently owns the property.**
Assessor data lags recorded deeds by months, so the party you would be negotiating with may not be the party on the public record.
How to verify: Search grantee records at the county register for the most recent transfer.

10. **A bindable insurance quote.**
No public source quotes a premium, so this report estimates one. An older building in a dense urban market can price well above the estimate, and the difference lands directly in the coverage ratio.
How to verify: Get a written quote from a carrier that will actually write the risk, for the building's real age, construction and unit count.

Sources: NJ statewide construction-permit database · Essex County assessor record · NJ Treasury county equalization table · Essex County revaluation status · us-rental-screen reference (vendored) · Newark Municipal Code Ch. 19:2 — Rent Control · Newark Ordinance 6PSF-b — rental registration · Newark Division of Rent Control · NJ DCA lead-based paint guide for rental dwellings · Listing page — national aggregator · Listing page — listing brokerage · Listing page — second brokerage · MLS data sheet

Offer strategy

Offer between $490,000 and $520,000, not $699,500 — 26% below the ask at the top of the range. Make the offer conditional on 3 things, in writing. If the seller refuses any of them, walk. At the asking price you would be paying $349,750 per marketed unit.

Offer
$490,000 – $520,000

Asking
$699,500

WHAT THE RANGE IS ANCHORED ON

Price at DSCR 1.15 — **$490,960**
The highest price at which net operating income still covers debt service 1.15 times, on realistic rents of $5,200 a month. Above it the loan does not fund, so this is a constraint rather than a preference.

Last arm's-length trade — **$500,000**
The parcel itself changed hands at $500,000 on 30 Jun 2026. That is what this market paid for this building, most recently.

Cash-flow break-even — **$564,604**
Above $564,604 the property runs a cash deficit every year on realistic rents.

Conditions — in writing, or walk

1. **Listing says 2 units; the assessor records 1**
The listing markets this as a 2-unit property. The assessor records 1 — the building description reads "2SF3UG", which decodes as two-story, single family, 3-car unattached garage. If the additional unit is not legal, the income case collapses: you would be underwriting one unit's rent against the whole purchase price, and a lender will not fund a unit that does not legally exist. Assessor descriptions do go stale, so this is strongly suggestive rather than conclusive — but the burden of proof sits with the seller, and the answer changes the value by hundreds of thousands of dollars. Make it the seller's obligation, at their cost, before closing: The certificate of occupancy establishing the legal unit count — the document, not the agent's word.

2. **No certificate of occupancy has ever been issued**
The permit feed is confirmed current to 2026-07-03, is known to report certificates of occupancy, and shows none has ever been issued for this parcel. The listing markets 2 units. Zoning that permits multiple units is not the same thing as the building legally being one — permitted use and legal existing use are different, and only a certificate of occupancy establishes the latter. Realistically this means the seller must obtain one, which requires retroactively permitting and inspecting whatever was built. Condition the offer on it: Whether any certificate of occupancy exists, via a public-records request naming the parcel.

3. **Listing claims a 2026 remodel; the permit record shows none**
The listing carries a major remodel year of 2026. The permit feed — confirmed current to 2026-07-03 — records only: 2023-03-21 Demolition $2,900. No construction permit exists for the claimed work. Unpermitted work is a substantive risk rather than a paperwork detail: no inspector has signed off the electrical, the plumbing, the egress or the fire separation, and retroactive permitting can require opening finished work and can fail. Condition the offer on it: A public-records request for every permit, inspection and certificate issued on the parcel.

Also get

- A lead-safe inspection quote — the building is inside the pre-1978 regime.
- A bindable insurance quote — this report models $3,600 a year, and it is an estimate, not a quote.
- Written confirmation of separate meters and utility responsibility per unit.
- A title search covering the 4 recorded transfers, with the realty transfer fee affidavits.
- A full interior inspection — every photograph in the listing is virtually staged.
- The municipality's revaluation timetable in writing, and a stress-test of the bill at the repriced assessment.

Sources: Listing page — national aggregator · Listing page — listing brokerage · MLS data sheet · Essex County assessor record · Rent research — neighbourhood medians · Rent research — neighbourhood rent index · University off-campus housing portal · Aggregator — neighbourhood for-sale feed

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2. **Listing page — national aggregator**
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3. **Listing page — listing brokerage**
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4. **Listing page — second brokerage**
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Retrieved 18 Jul 2026 — Second listing of the same property under a different agent.
5. **MLS data sheet**
Composite sample — no live source link (MLS data sheet).
Retrieved 18 Jul 2026 — Sub-fields carry 999 and 9999 placeholders.
6. **NJ Treasury county equalization table**
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7. **Essex County revaluation status**
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8. **us-rental-screen reference (vendored)**
docs/reference/us-rental-screen-skill.md — references/market-regulation.md and references/red-flags.md
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16. **Newark Division of Rent Control**
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17. **NJ DCA lead-based paint guide for rental dwellings**
Composite sample — no live source link (NJ DCA lead-based paint guide for rental dwellings).
Retrieved 18 Jul 2026

Market research and financial modelling, not investment advice. Every figure here needs verifying against primary documents before you commit — particularly the certificate of occupancy, the rent control status and the current tax bill.