

STAPLES®



In Association with ParaSell, LLC | P: 949.942.6585 | A Licensed Connecticut Broker

STAPLES ANCHORED INVESTMENT WITH DRIVE-THRU DEVELOPMENT POTENTIAL

1000 Boston Post Road | Old Saybrook, CT



CONFIDENTIAL OFFERING MEMORANDUM

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EXECUTIVE SUMMARY

- **Long-Term Tenant Commitment to Location (27+ Year Historical Occupancy):** Staples has occupied this location since construction in 1997.
- **Strongest Guaranty in the Staples System:** In 2018, the lease was assigned to Staples' parent entity (USR Parent, Inc), the strongest guarantee in the Staples System. Simultaneously in 2018, Staples exercised their most recent option four years early for a 21% rental increase.
- **Outparcel Development Opportunity:** Staples oversized 9.7 acre parcel allows for development of up to 4,000 sq. ft. of retail space fronting Boston Post Rd.
- **Drive-Thru Moratorium Lifted (January 2025):** There has been a drive-thru moratorium in Old Saybrook which prevented the development of a QSR on the outparcel in recent years. The moratorium was lifted in January 2025, allowing an investor to capitalize on pent-up tenant demand (Inquire to Broker for details).



EXECUTIVE SUMMARY

- **Substantial Rental Increase at Option (8.49% Pro Forma Cap Rate at List Price):** Staples' rent increases to \$509,520 at option, offering substantial upside in rental revenue in February 2028.

-Staples exercised their most recent option early at a 21% increase.
- **Lighted Intersection Accessibility:** The oversized parcel maintains two points of ingress/egress on Boston Post Rd via a lighted intersection and Right-In-Right-Out access point.
- **Strategically Located on Old Saybrook's main thoroughfare:** Boston Post Road, Staples benefits from retail synergy with other national tenants such as Dunkin Donuts, Walmart, HomeGoods, O'Reilly's, Five Below, Burger King, Starbucks, and more.
- **Ideal Demographics:** Old Saybrook is a thriving coastal town positioned near New Haven and Hartford, benefiting from their combined economic strength with 5-mile Average Household Incomes exceeding \$132,000.



OFFERING OVERVIEW

\$6,000,000

LIST PRICE

7.50%

CAP RATE

LEASE SUMMARY

Tenant	Staples
Credit Profile*	National Credit (B-)
Lease Type	NNN
Landlord Responsibilities**	Roof & Structure
Rentable SF	24,000 SF
Rent	\$18.75 PSF
Lease Expiration	January 31, 2028
Options Remaining	Two 5-Year Options
Development Potential	Up to 4,000 SF out-parcel with drive-thru capability

FINANCIAL SUMMARY

Purchase Price	\$6,000,000
Cap Rate	7.50%
NOI	\$450,000

* Strongest Guaranty in Staples System (USR Parent, Inc)

** HVAC, Parking Lot Repair and Replacement are at Tenant's cost



PROPERTY OVERVIEW

Property Address	1000 Boston Post Road, Old Saybrook, CT
Building Size	24,000 SF
Lot Size (Acres)	9.7 Acres
Year Built	1997
Zoning	B2
Parking	87 spaces

RENT SCHEDULE:	ANNUAL RENT	MONTHLY RENT	\$PSF/YR.	CAP RATE
2/1/2023 - 1/31/2028	\$450,000.00	\$37,500.00	\$18.75	7.50%
Option 1 (2/1/2028-2033)	\$509,520.00	\$42,560.00	\$21.23	8.49%
Option 2 (2/1/2033-2038)	\$560,400.00	\$46,700.00	\$23.35	9.34%

ADDITIONAL LEASING OPPORTUNITIES

PRIME DEVELOPMENT POTENTIAL: DRIVE-THRU OUTPARCEL

This property offers a unique opportunity for additional income generation with a drive-thru outparcel development. Situated adjacent to the existing Staples, the outparcel is zoned for commercial use, making it ideal for a quick-service restaurant (QSR), coffee shop, or other retail development.

SIZE:

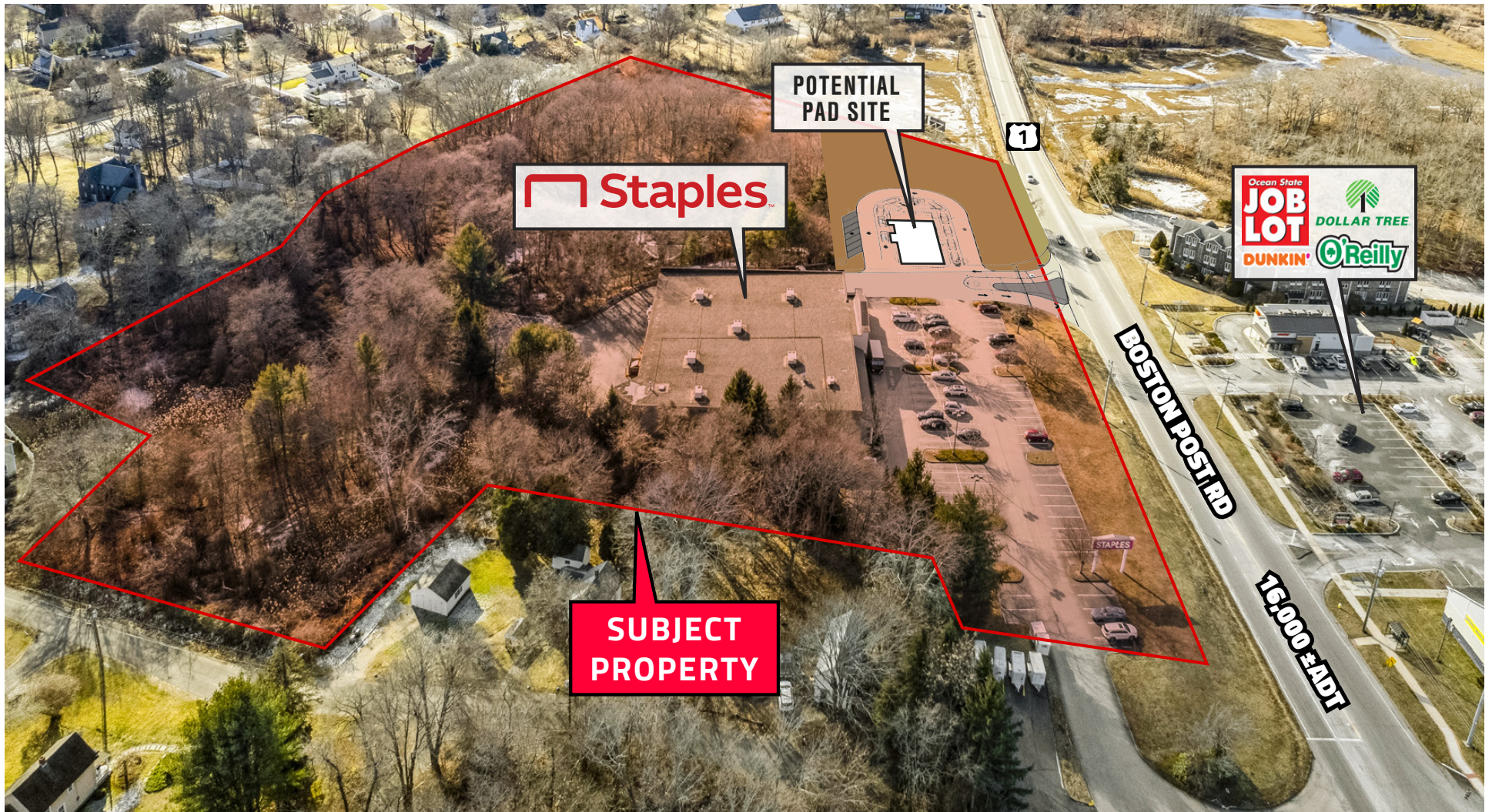
Up to 4,000 SF of additional development potential.

PRIME LOCATION:

High visibility & accessibility on Boston Post Road.

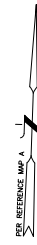
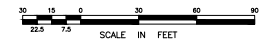
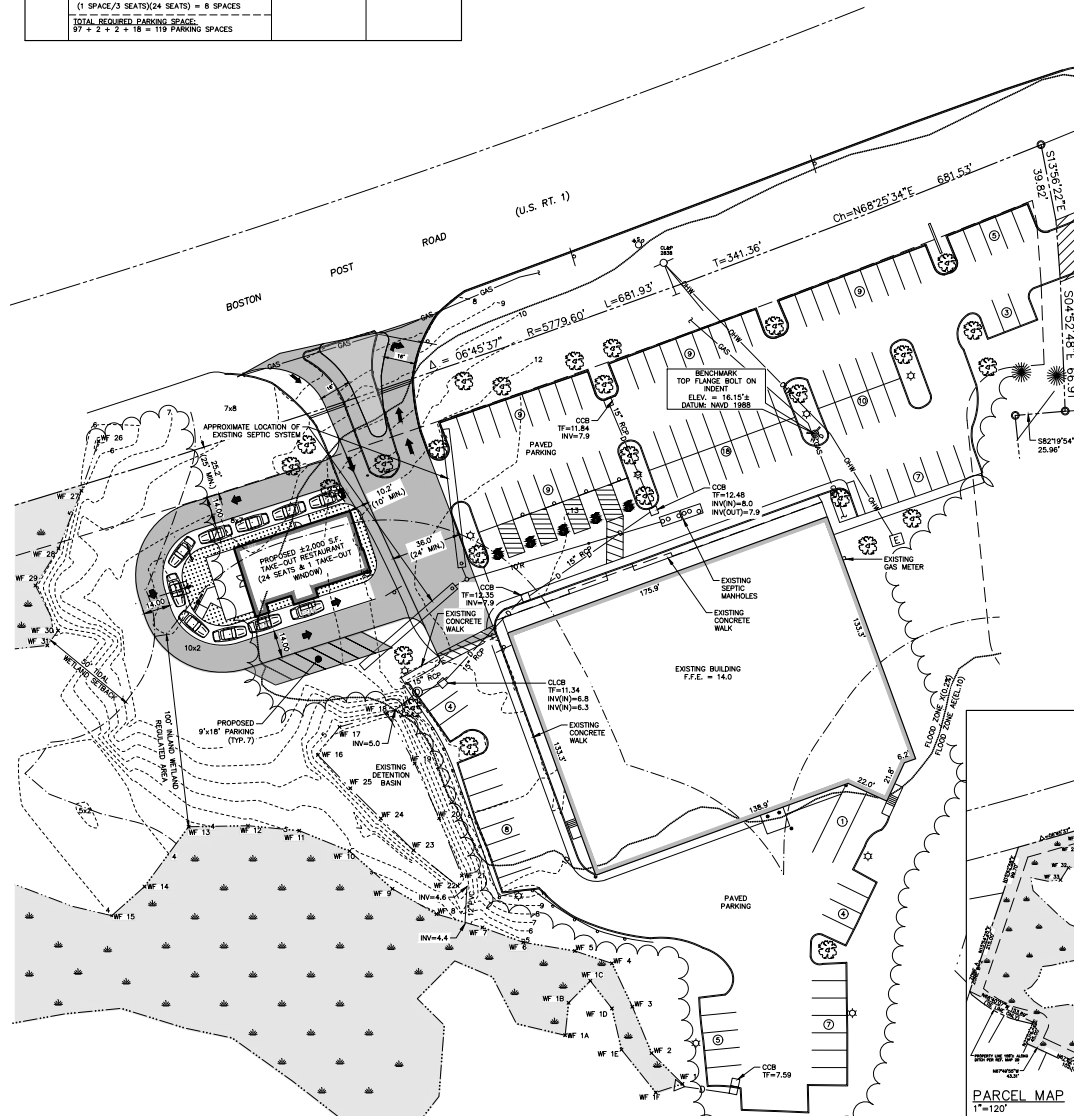
IDEAL USE:

Perfect for QSR, coffee shop, or general retail.



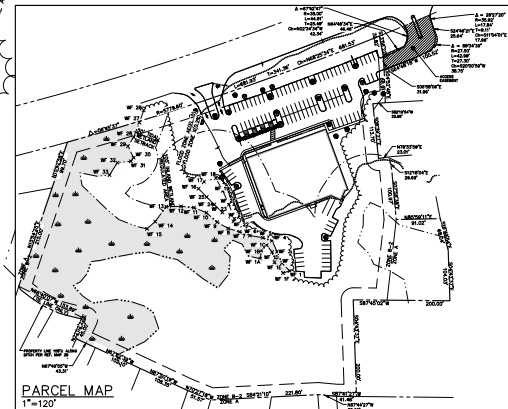
SITE PLAN

UPDATED PARKING REQUIREMENTS			
ITEM	REQUIRED	EXISTING	PROPOSED
MINIMUM REQUIRED PARKING SPACES	SHOPPING CENTER: 1 SPACE/225 S.F. G.F.A. (1 SPACE/225 S.F.)(21,680 S.F.) = 97 SPACES		
	LOADING SPACES: 1 SPACE/10,000 S.F. G.F.A. (1 SPACE/10,000 S.F.)(23,695 S.F.) = 2 SPACES		
	STORAGE AREA: 1 SPACE/1,000 S.F. G.F.A. (1 SPACE/1,000 S.F.)(2,015 S.F.) = 2 SPACES	112 SPACES (INCLUDES 5 HANDICAPPED VAN ACCESSIBLE PARKING SPACE AND 1 LOADING SPACE)	119 SPACES (+7 PARKING SPACES) (INCLUDES 5 HANDICAPPED VAN ACCESSIBLE PARKING SPACE AND 1 LOADING SPACE)
	RESTAURANT WITH TAKEOUT WINDOW: 10 SPACE/1 WINDOW(1 WINDOWS) = 10 SPACES (1 SPACE/3 SEATS)(24 SEATS) = 8 SPACES		
	TOTAL REQUIRED PARKING SPACES: 97 + 2 + 2 = 101 = 119 PARKING SPACES		



LEGEND

- EXISTING PROPERTY/STREET LINE
- BUILDING SETBACK LINE
- EASEMENT LINE
- FLOOD ZONE
- OW- EXISTING OVERHEAD WIRES
- W- EXISTING WATER LINE
- D- EXISTING DRAINAGE LINE
- SAN- EXISTING SANITARY LINE
- UE- EXISTING UNDERGROUND ELECTRIC
- EXISTING BUILDING TO REMAIN
- EXISTING CONTOUR
- SF- PROPOSED SILT FENCE
- INLAND WETLAND BOUNDARY
- 100' INLAND WETLAND REVIEW AREA
- TIDAL WETLAND BOUNDARY
- 50' TIDAL WETLAND REVIEW AREA
- WETLANDS
- WF 3 WETLAND FLAG LOCATION
- HYDRANT EXISTING HYDRANT
- SHUTOFF EXISTING WATER SHUTOFF
- VALVE EXISTING WATER VALVE
- GRADE EXISTING SPOT GRADE
- ANCHOR UTILITY POLE/GUY ANCHOR
- MONUMENT CONCRETE MONUMENT
- PINCH PIPE/PIN IRON PIPE/PINCH PIPE/PIN



PROPERTY PHOTOS



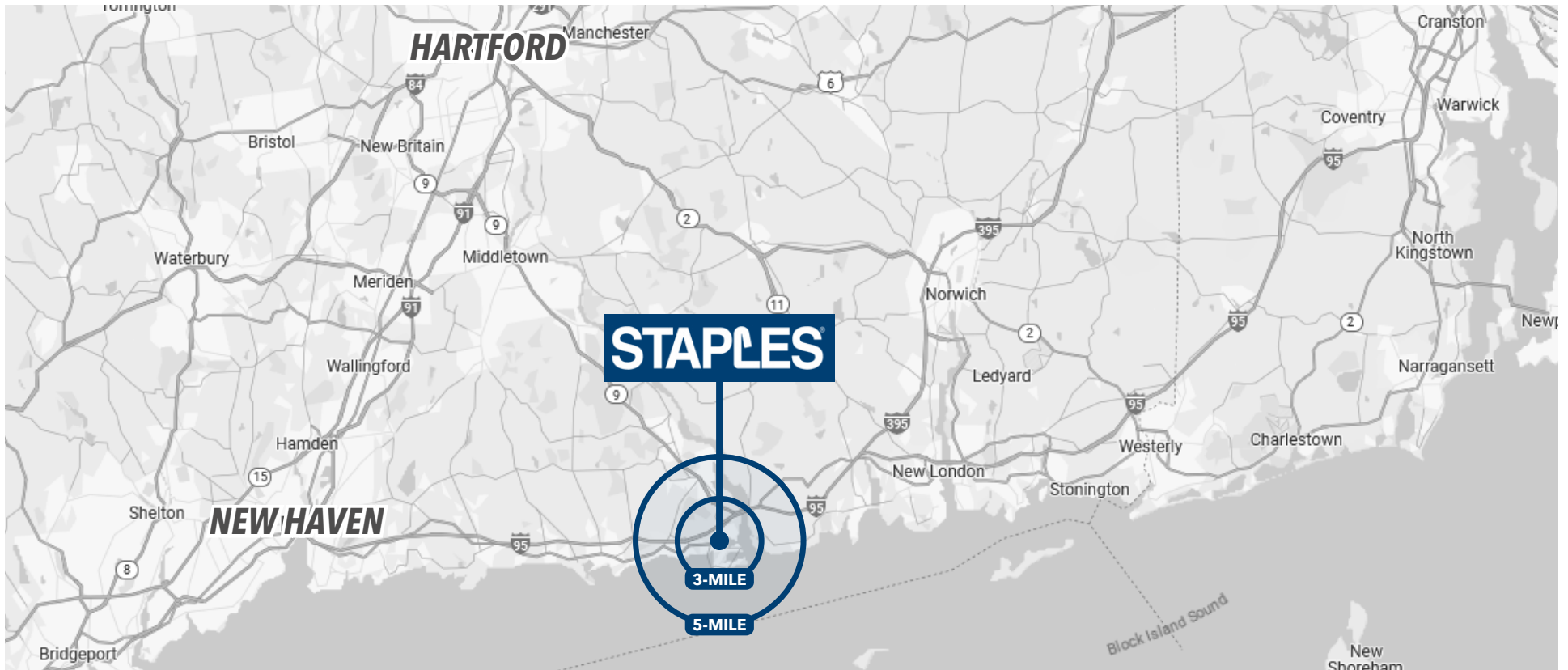
MARKET OVERVIEW

DISCOVER OLD SAYBROOK, CT

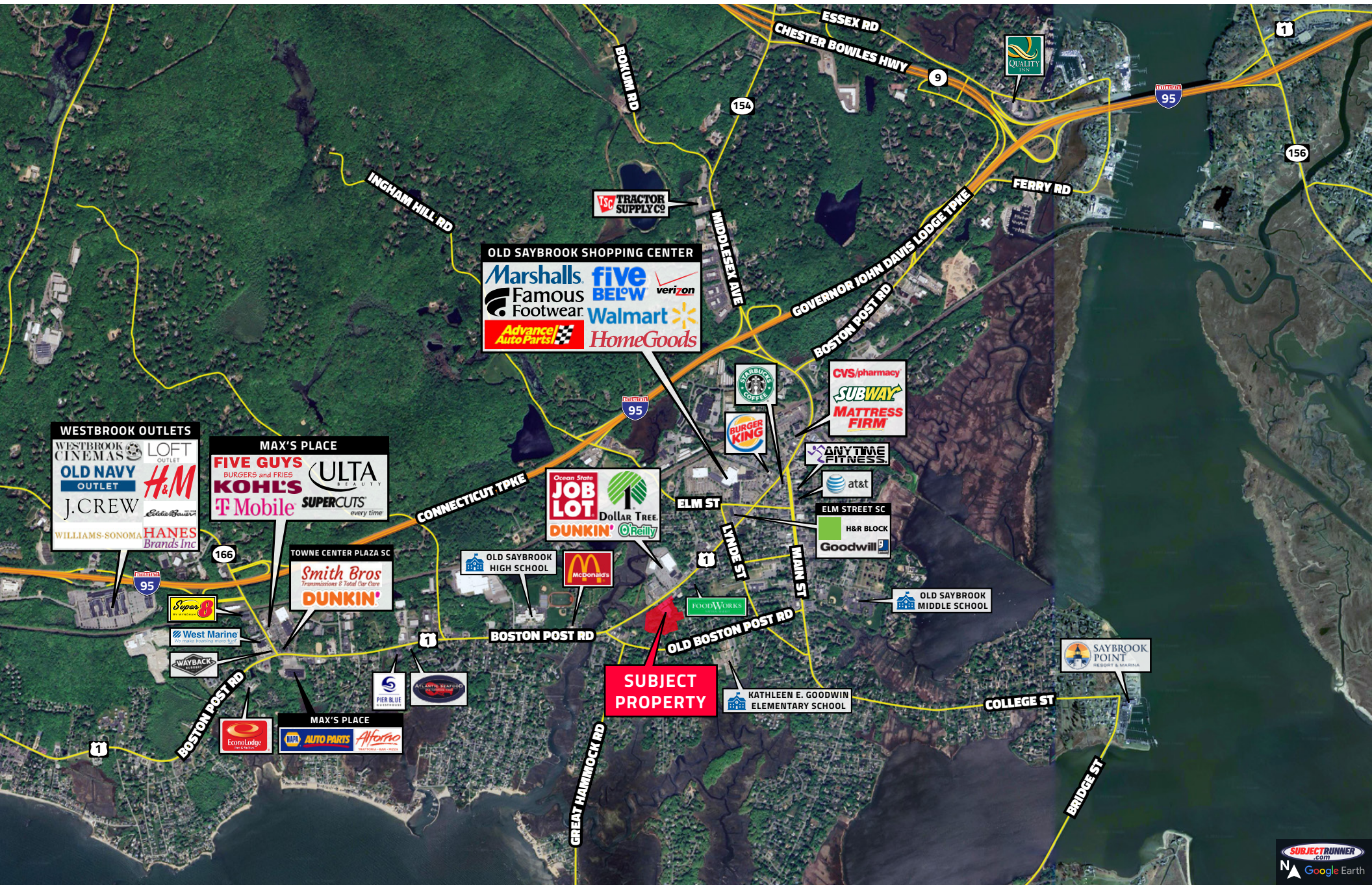
Old Saybrook is a thriving coastal town at the mouth of the Connecticut River, seamlessly blending small-town charm with economic vitality. Known for its historic architecture, stunning shoreline, and a vibrant business district, Old Saybrook attracts both residents and businesses seeking a high quality of life.

This dynamic town serves as a regional retail hub, drawing in shoppers and tourists from nearby communities, including New Haven and Hartford. Located just 30 minutes from New Haven and 40 minutes from Hartford, Old Saybrook benefits from the economic power of both cities. Its strategic location along Boston Post Road and proximity to Interstate 95 ensures strong visibility and high traffic counts for retail tenants.

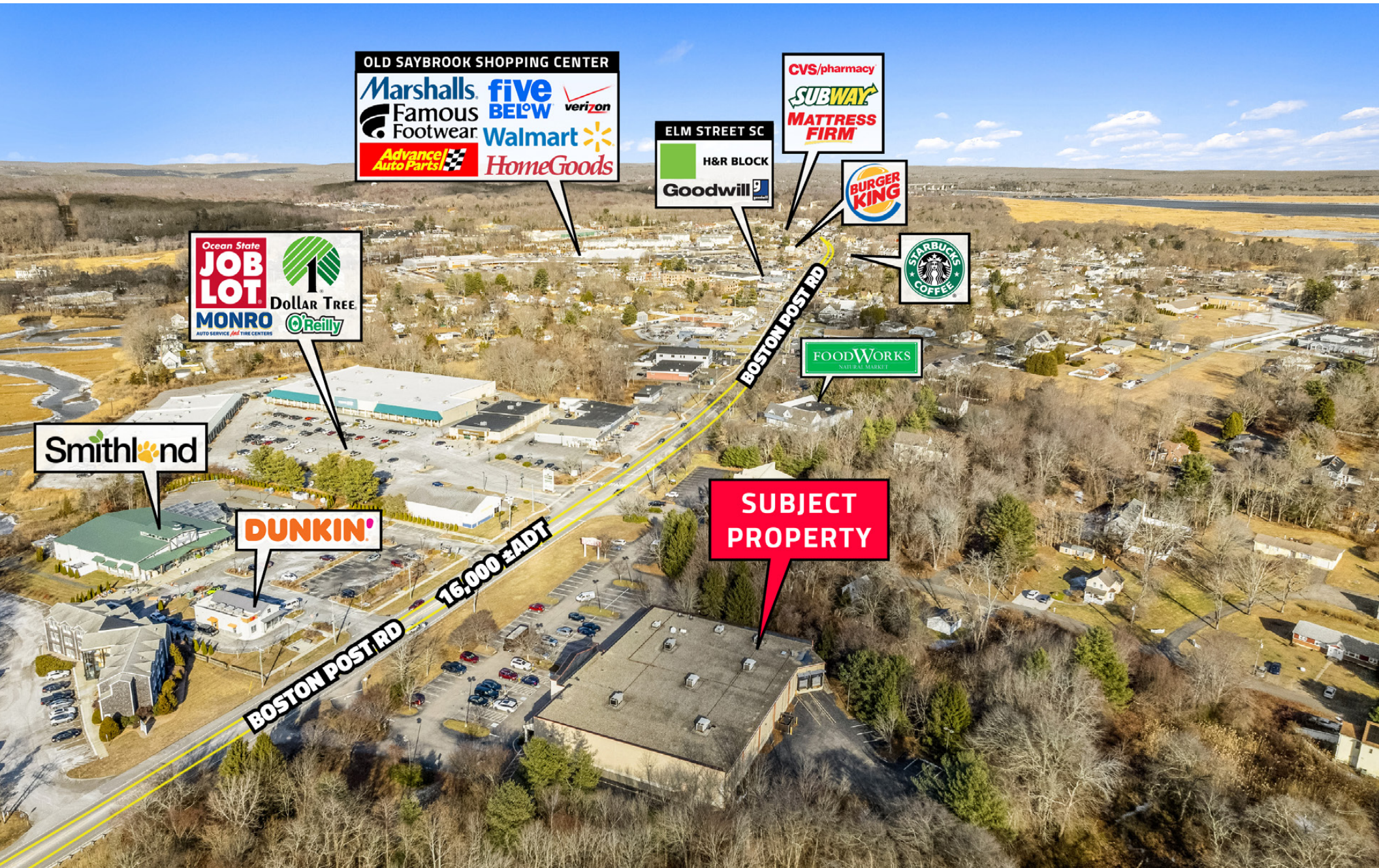
	1 Mile	3 Mile	5 Mile
POPULATION	3,001	14,934	27,121
HOUSEHOLDS	1,208	6,386	11,520
AVERAGE HH INCOME	\$100,699	\$126,262	\$132,234



MARKET AERIAL



DRONE AERIAL



OLD SAYBROOK SHOPPING CENTER
Marshalls. five Famous Footwear Advance Auto Parts
BELW Verizon Walmart HomeGoods

ELM STREET SC
H&R BLOCK
Goodwill

CVS/pharmacy
SUBWAY
MATTRESS FIRM

BURGER KING

STARBUCKS COFFEE

FOODWORKS NATURAL MARKET

Ocean State
JOB LOT
MONRO AUTO SERVICE AND TIRE CENTERS
Dollar TREE
Reilly

Smithland

DUNKIN'

BOSTON POST RD
16,000 ADT

SUBJECT PROPERTY

DRONE AERIAL



TENANT OVERVIEW

STAPLES®

YOUR NATIONALLY RECOGNIZED OFFICE SUPPLY LEADER

Staples has been a household name in office supplies and business solutions for decades. Known for its wide-ranging product offerings, from technology and furniture to everyday office essentials, Staples continues to adapt and innovate in a rapidly evolving retail landscape. Its customer-centric approach, commitment to quality, and ability to meet both individual and business needs solidify its position as a leader in the retail space.

With over 1,000 locations nationwide and a robust e-commerce platform, Staples enjoys a strong credit profile and brand recognition. Staples remains an essential destination for professionals, students, and small businesses alike, offering convenient solutions in every market it serves.

- **Industry Leader:** Established in 1986, Staples operates over 1,000 locations across the U.S.
- **Comprehensive Offerings:** Supplies, tech, printing services, and more.
- **Sustainability Commitment:** Focused on eco-friendly initiatives, including recycling programs and energy-efficient stores.
- **Trusted Brand:** Staples is a trusted partner for businesses of all sizes.

1,000+
LOCATIONS

35+
YEARS OF
EXPERTISE

10M
CUSTOMERS
ANNUALLY



REGIONAL OVERVIEW

NEW HAVEN & HARTFORD

Dynamic, well-connected, and innovative – the New Haven and Hartford MSAs drive the regional economy and create unmatched opportunities for growth and investment. Located just 30 to 40 minutes from Old Saybrook, these vibrant hubs play a significant role in supporting regional retail and commercial real estate demand.

- **Economy & Employment:**
 - Hartford is known as the “Insurance Capital of the World,” hosting major employers like Aetna, The Hartford, and Travelers Insurance.
 - New Haven boasts a diversified economy anchored by healthcare, education, and biotechnology. Top employers include Yale University and Yale New Haven Health.
 - A highly educated workforce: Over 40% of residents hold a bachelor’s degree or higher, ranking the area among the top for talent in the Northeast.
- **Transportation:**
 - Conveniently connected by Interstate 95 and Interstate 91, providing access to Boston, New York City, and beyond.
 - Bradley International Airport offers direct flights to 30+ destinations.
 - Amtrak and Shore Line East rail services ensure seamless regional connectivity.
- **Tourism & Culture:**
 - New Haven attracts visitors with its renowned arts and dining scenes, featuring the Shubert Theatre, Yale Repertory Theatre, and numerous award-winning restaurants.
 - Hartford is home to cultural institutions like the Wadsworth Atheneum Museum of Art, the oldest public art museum in the U.S., and the Mark Twain House.
- **Education:**
 - New Haven is synonymous with world-class education, led by Yale University, a global leader in research, medicine, and the arts.
 - The Hartford region is home to the University of Hartford, Trinity College, and UConn School of Law, which collectively support innovation and workforce development.
 - Together, the MSAs host over 120,000 students annually, fueling the local economy and providing a steady talent pipeline.



Yale University



Downtown Hartford



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