



OFFERING MEMORANDUM

Retail/Office Property 326 Route 87, Columbia, CT 06237

Highly Visible, Multi-Tenant, Commercial Property For Sale

OFFERING PRICE \$609,999



**BERKSHIRE
HATHAWAY**
HOMESERVICES

NEW ENGLAND
PROPERTIES

COMMERCIAL DIVISION



PRESENTED BY

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EXECUTIVE SUMMARY

326 ROUTE 87, COLUMBIA, CT 06237 Highly Visible, Retail/Office Property For Sale



PROPERTY OVERVIEW

Historically known as the “Landmark Building” this highly visible multi-tenant retail/office property offers stable in-place income, recent capital improvements, and value-add potential through lease-up and market rent adjustments.

- Strategically located along Route 87, a heavily traveled corridor with over 17,000 vehicles per day (2020 counts), this asset benefits from excellent frontage, accessibility, and proximity to major regional connectors including Route 6 and Route 66.
- The property is located within Columbia’s versatile ‘M’ zoning district, which permits a wide range of commercial, retail, professional, and personal service uses, while offering future economic development potential through the utilization of additional land.
- Recent Capital Improvements: Includes a brand-new heating system and the recent installation of new electric vehicle (EV) chargers on-site.
- Financial assets include a Stable Tenant Mix with Renewals: Property is currently occupied by a mix of local service, office, and retail tenants, with a history of renewals providing reliable cash flow.

OFFERING SUMMARY

| | |
|----------------------|---|
| Sale Price: | \$609,999 |
| Number of Buildings: | 1 |
| Total Building Size: | 8,295 SF |
| Lot Size: | 79 AC |
| Utilities | Septic, Central Air |
| Year Built: | 1800 |
| Pro Forma: | \$101,100 |
| Amenities: | New EV Chargers on site New Heating System |



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PHOTOS

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PHOTOS

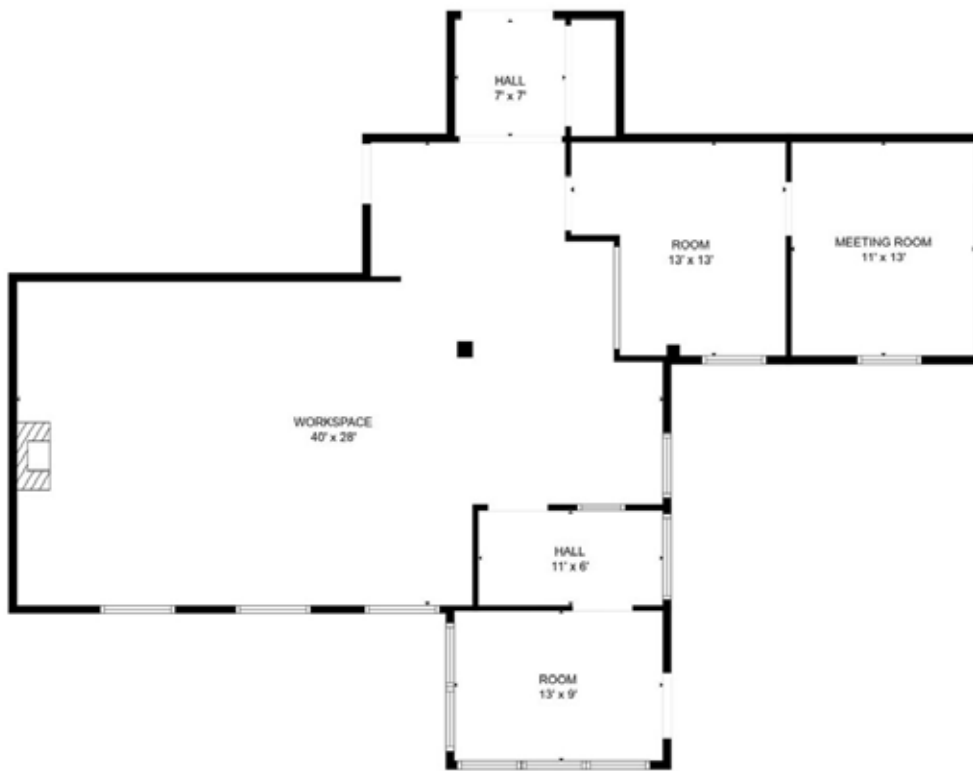
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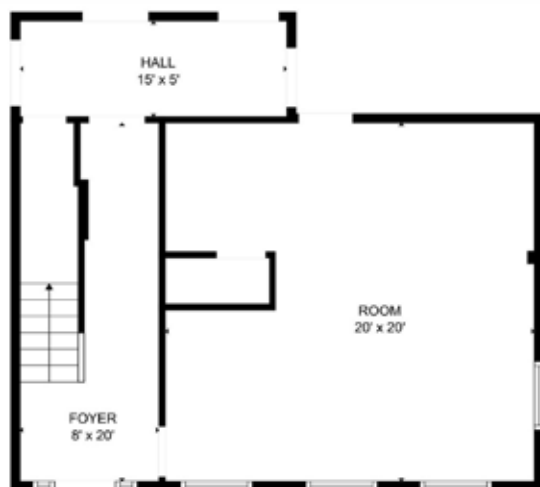
FLOOR PLANS

326 ROUTE 87, COLUMBIA, CT 06237 Highly Visible, Retail/Office Property For Sale



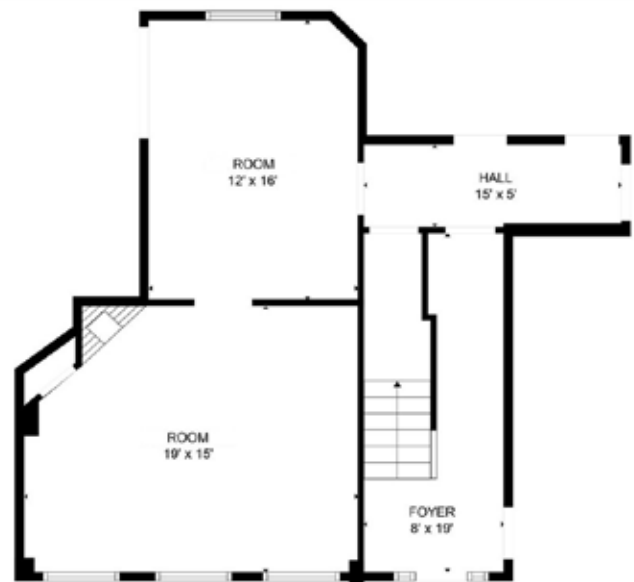
TOTAL: 1386 sq. ft
FLOOR 1: 1386 sq. ft
EXCLUDED AREAS: WALLS: 105 sq. ft

SIZES AND DIMENSIONS ARE APPROXIMATE. ACTUAL MAY VARY.



TOTAL: 627 sq. ft
FLOOR 1: 627 sq. ft
EXCLUDED AREAS: WALLS: 55 sq. ft

SIZES AND DIMENSIONS ARE APPROXIMATE. ACTUAL MAY VARY.



TOTAL: 493 sq. ft
FLOOR 1: 493 sq. ft
EXCLUDED AREAS: WALLS: 64 sq. ft

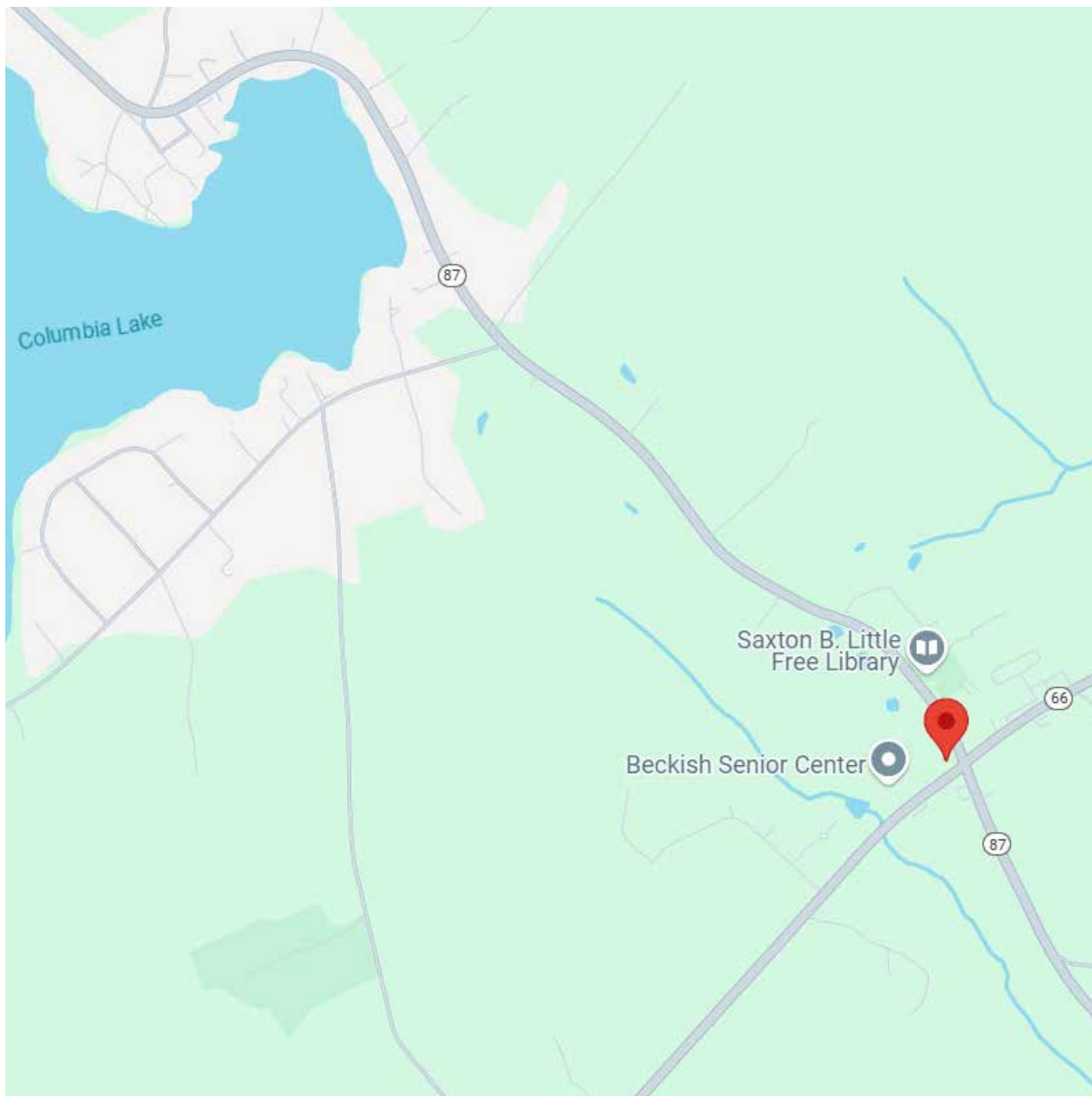
SIZES AND DIMENSIONS ARE APPROXIMATE. ACTUAL MAY VARY.



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LOCATION MAP

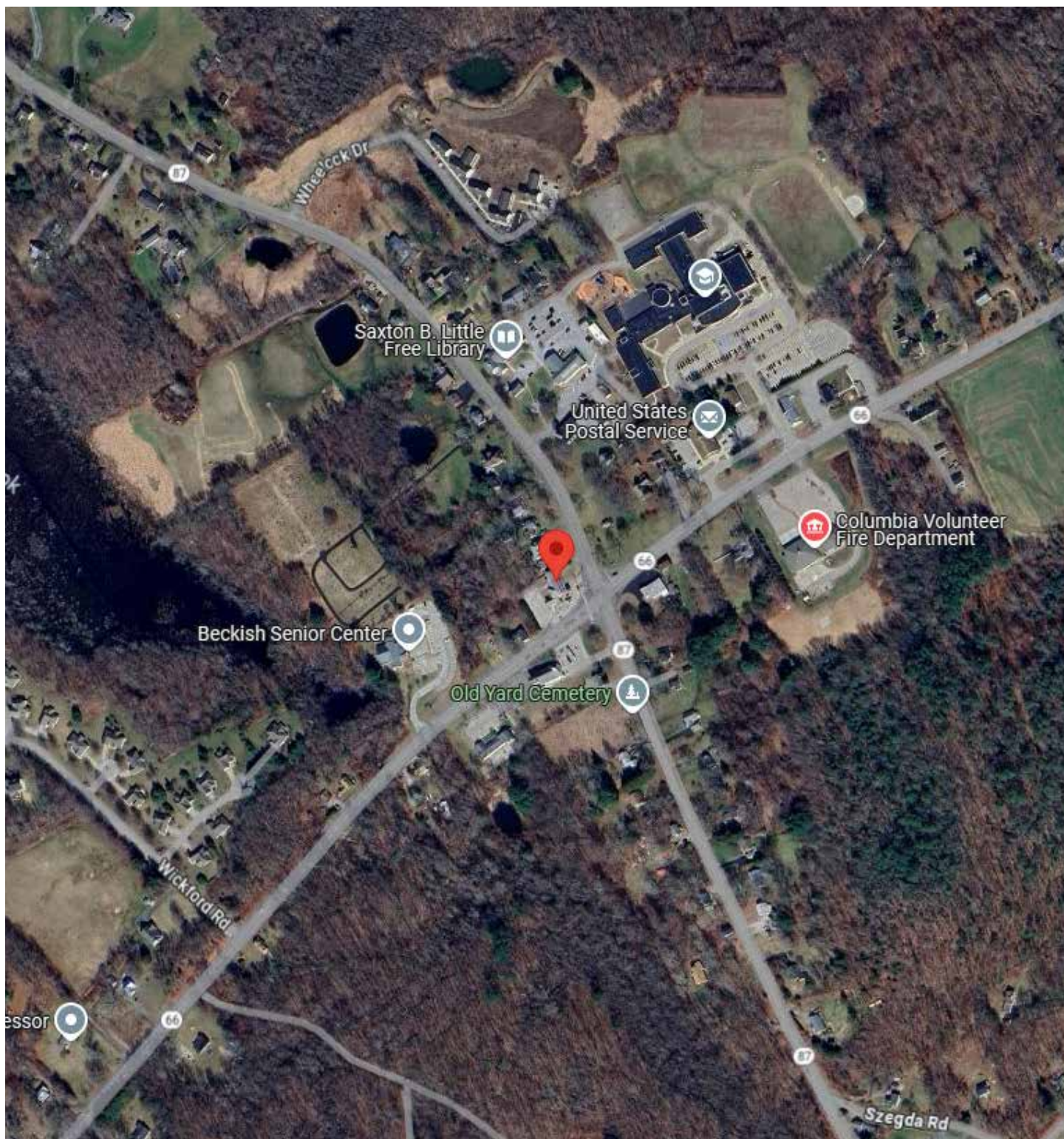
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AERIAL MAP

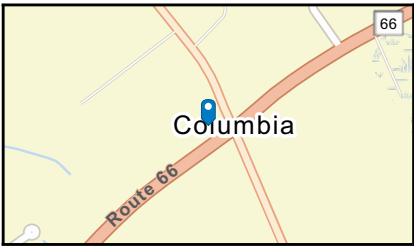
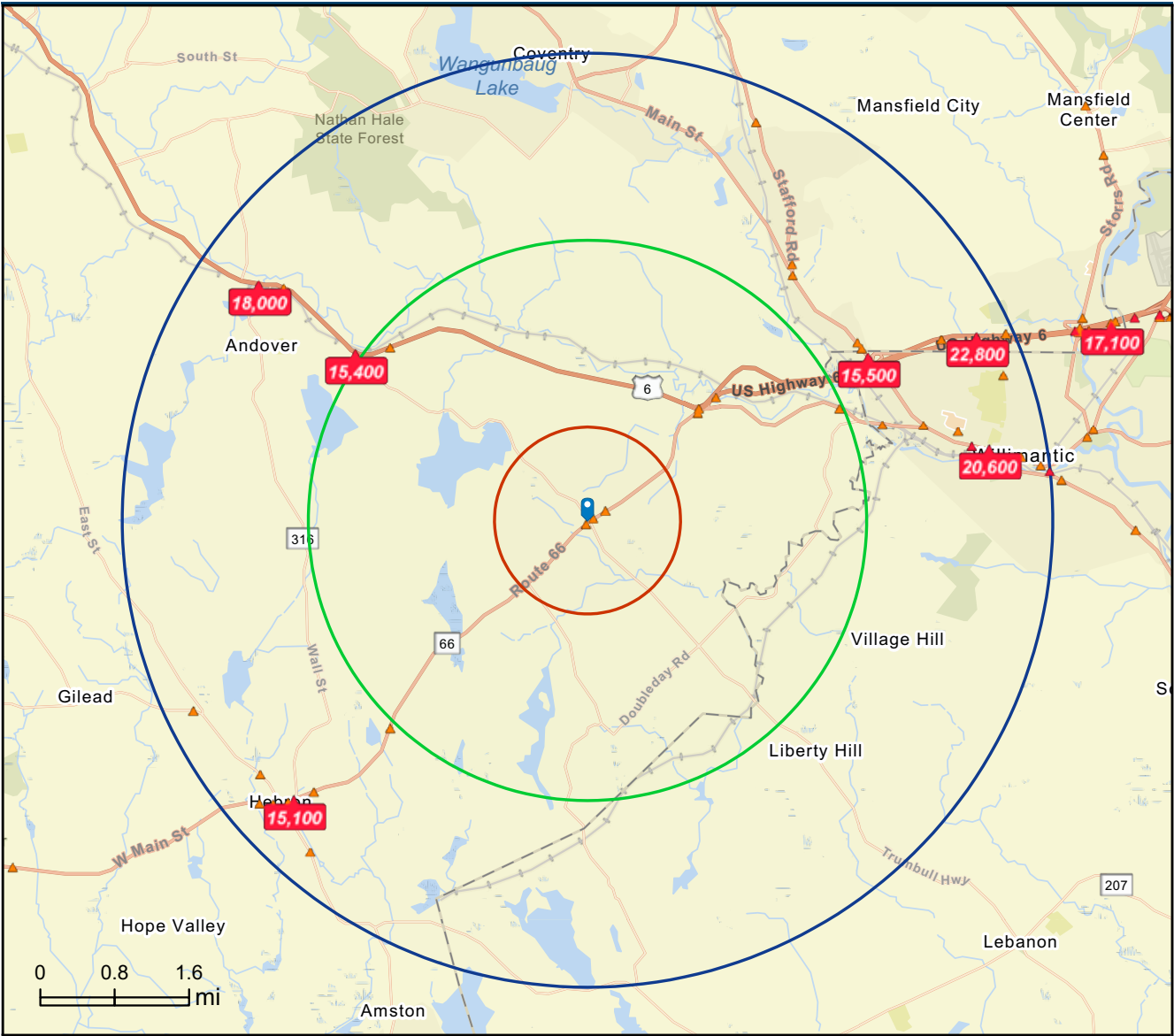
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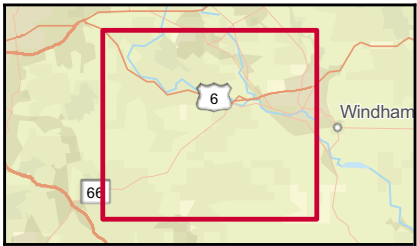
TRAFFIC COUNT

326 ROUTE 87, COLUMBIA, CT 06237 Highly Visible, Retail/Office Property For Sale



Average Daily Traffic Volume

- ▲ Up to 6,000 vehicles per day
- ▲ 6,001 - 15,000
- ▲ 15,001 - 30,000
- ▲ 30,001 - 50,000
- ▲ 50,001 - 100,000
- ▲ More than 100,000 per day



Source: ©2025 Kalibrate Technologies (Q1 2025).



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DEMOGRAPHIC & INCOME-5MI RADIUS

326 ROUTE 87, COLUMBIA, CT 06237 Highly Visible, Retail/Office Property For Sale

| Summary | Census 2010 | | Census 2020 | | 2025 | | 2030 | |
|-------------------------------|-------------|---------|-------------|---------|-----------|---------|--------|---------|
| Population | 30,750 | | 29,369 | | 28,697 | | 28,189 | |
| Households | 10,693 | | 10,774 | | 10,886 | | 10,834 | |
| Families | 7,329 | | 7,075 | | 7,060 | | 7,019 | |
| Average Household Size | 2.61 | | 2.49 | | 2.42 | | 2.38 | |
| Owner Occupied Housing Units | 7,501 | | 7,375 | | 7,608 | | 7,723 | |
| Renter Occupied Housing Units | 3,191 | | 3,399 | | 3,278 | | 3,111 | |
| Median Age | 35.5 | | 38.1 | | 39.1 | | 40.3 | |
| Trends: 2025-2030 Annual Rate | Area | | State | | National | | | |
| Population | -0.36% | | -0.01% | | 0.42% | | | |
| Households | -0.10% | | 0.25% | | 0.64% | | | |
| Families | -0.12% | | 0.17% | | 0.54% | | | |
| Owner HHs | 0.30% | | 0.49% | | 0.91% | | | |
| Median Household Income | 2.16% | | 1.95% | | 2.53% | | | |
| Households by Income | | | 2025 | | 2030 | | | |
| | | | Number | Percent | Number | Percent | | |
| <\$15,000 | | | 972 | 8.9% | 860 | 7.9% | | |
| \$15,000 - \$24,999 | | | 501 | 4.6% | 418 | 3.9% | | |
| \$25,000 - \$34,999 | | | 813 | 7.5% | 696 | 6.4% | | |
| \$35,000 - \$49,999 | | | 785 | 7.2% | 696 | 6.4% | | |
| \$50,000 - \$74,999 | | | 1,323 | 12.2% | 1,213 | 11.2% | | |
| \$75,000 - \$99,999 | | | 1,325 | 12.2% | 1,260 | 11.6% | | |
| \$100,000 - \$149,999 | | | 2,178 | 20.0% | 2,216 | 20.5% | | |
| \$150,000 - \$199,999 | | | 1,457 | 13.4% | 1,625 | 15.0% | | |
| \$200,000+ | | | 1,533 | 14.1% | 1,851 | 17.1% | | |
| Median Household Income | | | \$93,674 | | \$104,219 | | | |
| Average Household Income | | | \$117,754 | | \$129,125 | | | |
| Per Capita Income | | | \$44,591 | | \$49,511 | | | |
| Population by Age | Census 2010 | | Census 2020 | | 2025 | | 2030 | |
| | Number | Percent | Number | Percent | Number | Percent | Number | Percent |
| 0 - 4 | 1,560 | 5.1% | 1,254 | 4.3% | 1,209 | 4.2% | 1,177 | 4.2% |
| 5 - 9 | 1,812 | 5.9% | 1,466 | 5.0% | 1,293 | 4.5% | 1,199 | 4.3% |
| 10 - 14 | 2,056 | 6.7% | 1,625 | 5.5% | 1,475 | 5.1% | 1,313 | 4.7% |
| 15 - 19 | 3,417 | 11.1% | 2,753 | 9.4% | 2,516 | 8.8% | 2,381 | 8.4% |
| 20 - 24 | 3,247 | 10.6% | 3,053 | 10.4% | 2,686 | 9.4% | 2,576 | 9.1% |
| 25 - 34 | 3,117 | 10.1% | 3,521 | 12.0% | 3,737 | 13.0% | 3,513 | 12.5% |
| 35 - 44 | 3,903 | 12.7% | 3,095 | 10.5% | 3,330 | 11.6% | 3,535 | 12.5% |
| 45 - 54 | 4,870 | 15.8% | 3,616 | 12.3% | 3,277 | 11.4% | 3,254 | 11.5% |
| 55 - 64 | 3,649 | 11.9% | 4,409 | 15.0% | 3,820 | 13.3% | 3,374 | 12.0% |
| 65 - 74 | 1,789 | 5.8% | 2,914 | 9.9% | 3,291 | 11.5% | 3,339 | 11.8% |
| 75 - 84 | 899 | 2.9% | 1,237 | 4.2% | 1,633 | 5.7% | 1,963 | 7.0% |
| 85+ | 432 | 1.4% | 427 | 1.5% | 430 | 1.5% | 565 | 2.0% |
| Race and Ethnicity | Census 2010 | | Census 2020 | | 2025 | | 2030 | |
| | Number | Percent | Number | Percent | Number | Percent | Number | Percent |
| White Alone | 25,978 | 84.5% | 21,867 | 74.5% | 21,017 | 73.2% | 20,254 | 71.9% |
| Black Alone | 1,127 | 3.7% | 913 | 3.1% | 929 | 3.2% | 930 | 3.3% |
| American Indian Alone | 115 | 0.4% | 331 | 1.1% | 365 | 1.3% | 374 | 1.3% |
| Asian Alone | 396 | 1.3% | 775 | 2.6% | 786 | 2.7% | 842 | 3.0% |
| Pacific Islander Alone | 16 | 0.1% | 2 | 0.0% | 2 | 0.0% | 2 | 0.0% |
| Some Other Race Alone | 2,395 | 7.8% | 3,018 | 10.3% | 3,066 | 10.7% | 3,150 | 11.2% |
| Two or More Races | 723 | 2.4% | 2,462 | 8.4% | 2,533 | 8.8% | 2,637 | 9.4% |
| Hispanic Origin (Any Race) | 5,108 | 16.6% | 6,090 | 20.7% | 6,220 | 21.7% | 6,398 | 22.7% |

Data Note: Income is expressed in current dollars.

Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau 2020 decennial Census in 2020 geographies.



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FINANCIAL SUMMARY

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Pro Forma

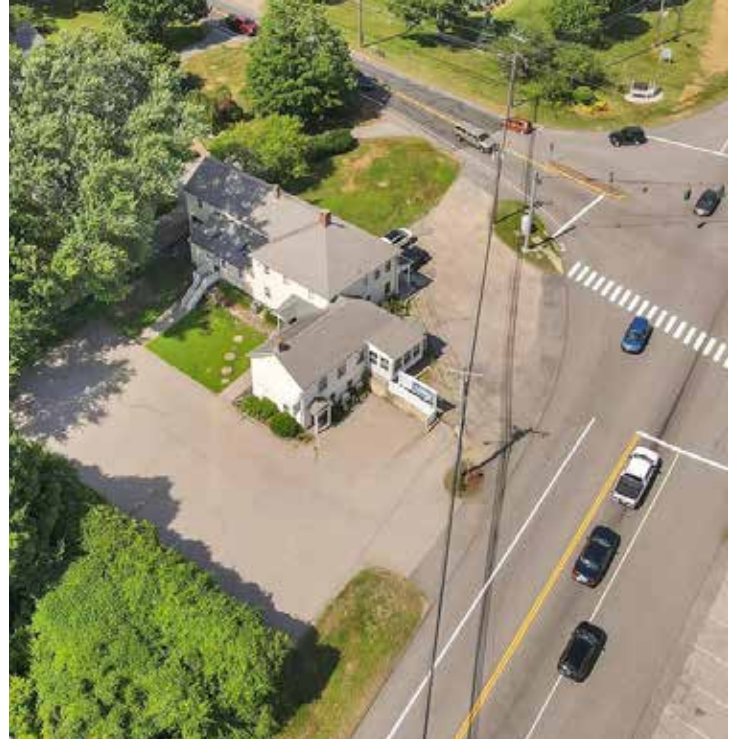
- Pro Forma Gross Rent Roll: \$101,100
- Pro Forma NOI: \$86,562

Expenses Detail

- Water/Sewer:: \$0
- Electricity: \$2,800 (Owner-metered + shared)
- Insurance: \$1,900
- Gas or Other Utility (Oil): \$2,500
- Taxes: \$7,638
- Trash: \$0
- Landscaping: \$1,500
- Total Expenses: \$8,700

Current Income

- Gross Rent: \$72,900 (as of August 1, 2025)
- Other Income (Signage & CT Inspection): \$1,800
- Total Revenue: \$65,100
- Operating Expenses: \$8,700
- Net Operating Income (NOI): \$56,562



Rent Roll Summary

| Unit | Tenant | Monthly Rent | Type | Sq Ft | Start | End | Renewal | Escalation |
|------|----------------------------------|--------------|---------------|-------|-----------|------------|---------|------------|
| A | Vacant | 0 | Office/Retail | 2,013 | TBD | TBD | TBD | N/A |
| B | Coreworks | \$700 | Internal | N/A | 8/1/2025 | 7/31/2030 | TBD | 5% |
| C | Coreworks | | Internal | N/A | 8/1/2025 | 7/31/2030 | TBD | 5% |
| D | Gardens of Our Descent LLC | \$1,400 | Retail | 700 | 11/1/2024 | 1/1/2028 | Yes (2) | 5% |
| E | The Wright Choice Insurance | \$1,150 | Office | 800 | 1/1/2019 | 1/1/2026 | Yes | N/A |
| F | The Wright Choice Insurance | | Office | N/A | 1/1/2019 | 1/1/2026 | Yes | N/A |
| G | Italian Imports Canolis & Coffee | \$1,400 | Retail/Office | 700 | 1/1/2025 | 12/31/2025 | N/A | 5% |
| H | Amal Toke (Engineer) | \$400 | Office | 250 | 1/1/2025 | 12/31/2025 | Yes | N/A |
| I | Coreworks | \$875 | Retail | 800 | 1/1/2019 | 1/1/2030 | Yes | 5% |



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