

PRESENTED BY THE LISA COZZI TEAM
OFFERING MEMORANDUM

— EXCLUSIVELY OFFERED —

82 Main Street

East Hampton, Connecticut



MIXED-USE • 17 RESIDENTIAL + 5 COMMERCIAL UNITS •
VILLAGE CENTER

\$3,900,000

OFFERING PRICE

6.1%

CAP RATE (ACTUAL)

6.9%

PROFORMA CAP

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EXECUTIVE SUMMARY

The Lisa Cozzi Team at Century 21 AllPoints Realty is pleased to present the exclusive opportunity to acquire 82 Main Street — a fully renovated, mixed-use asset located in the heart of the East Hampton, Connecticut village center. The property is offered at \$3,900,000, reflecting a 6.1% in-place capitalization rate with stabilized proforma upside to 6.9%.

The property contains 17 residential units and 5 commercial storefronts, generating a diversified income stream from a stable, professional tenant base. With substantial recent capital improvements — including a recently updated fire alarm system, sprinkler system with strobes, updated common areas, vinyl siding, newer windows and doors, and modernized in-unit finishes — 82 Main Street offers a turnkey ownership profile with limited near-term capital exposure.

The asset's location is a defining feature. Situated directly on Main Street in the heart of East Hampton's walkable village, the property sits across from established local destinations including Belltown Bakery, Red Door Boutique, Mateo's Taco & Cantina, and Pizza on Main. It enjoys frontage on a freshly redone town walkway, immediate proximity to Lake Pocotopaug, and is steps from the Air Line State Park Trail — making it both a desirable residential address and a high-foot-traffic retail location.

Investment Highlights

- 22 total income streams — 17 residential apartments + 5 commercial storefronts
- Diversified tenant base across residential and commercial — risk-mitigated cash flow
- Established commercial tenants: ECO Coffeehouse, Executive RE, 9 Lives Barbershop, and Tiny Paws Dog, plus one commercial vacancy (former hair salon) for value-add
- Prime village-center location across from Belltown Bakery, Red Door Boutique, Mateo's Taco & Cantina, Pizza on Main, and Creative Dance Center
- Walking distance to Lake Pocotopaug and the Air Line State Park Trail
- Fully sprinklered with fire pump, strobes, and fire alarm system recently updated
- 6 dedicated on-site parking spaces, plus adjacent public lots
- Tenant-paid electric and tenant-owned hot water heaters across the residential portfolio
- Updated heating systems — Buderus and Lochinvar — with one centralized system
- Coin-op laundry (CSC system, credit-card enabled) generating ~\$4,000 annual ancillary income

PROPERTY OVERVIEW

Address	82 Main Street, East Hampton, CT
Property Type	Mixed-Use (Residential + Commercial)
Total Units	22 (17 Residential + 5 Commercial)
Construction	Concrete Block Foundation • Vinyl Siding
Heating	Baseboard Heat • Buderus + Lochinvar Newer Heating Systems
Utilities	Tenant-Paid Electric • Tenant-Paid Hot Water
Fire & Life Safety	Sprinkler System with Strobes • Fire Pump • Fire Alarm System Recently Updated
Parking	6 On-Site Spaces • Adjacent Public Lots
Laundry	On-Site Laundry Room • 2 Washers + 2 Dryers • CSC Credit-Card Enabled • Some In-Unit Laundry
Recent Improvements	Town Walkway, Common Areas, Vinyl Siding, Windows/Doors, Fire System

Building Features & Recent Capital Improvements

- New front walkway recently completed by the town
- Fire alarm system recently updated (monthly fire-pump check required)
- Updated common areas throughout
- Vinyl siding
- Newer windows, doors, and flooring
- Newer Buderus and Lochinvar heating systems
- Most hot water heaters replaced
- Concrete block foundation
- On-site EV chargers available for tenant use

In-Unit Finishes (Renovated Apartments)

- Shaker cabinets with granite countertops
- Stainless steel appliances: electric oven ranges, refrigerators, dishwashers
- LVT flooring throughout
- Recessed lighting in select units
- Eat-in kitchens open to living rooms
- In-unit washer/dryer in select units

UNIT MIX & RENT ROLL

82 Main Street's diversified income stream is broken out below across 17 residential apartments and 5 commercial storefronts.

Residential — 17 Units

UNIT	BD/BA	ACTUAL RENT	PROFORMA RENT	STATUS
101	2/1	\$1,700	\$1,800	<i>Vacant - Listed</i>
102	2/1	\$1,750	\$1,800	—
201	1/1	\$1,400	\$1,550	<i>Under Deposit</i>
202	1/1	\$1,500	\$1,550	—
203	1/1	\$1,500	\$1,550	—
204	1/1	\$1,450	\$1,550	—
205	2/1	\$1,750	\$1,800	—
206	2/1	\$1,750	\$1,800	—
207	2/1	\$1,750	\$1,800	—
301	1/1	\$1,550	\$1,550	—
302	2/1 Loft	\$1,700	\$2,000	—
303	1/1	\$1,450	\$1,550	—
304	2/1 Loft	\$1,750	\$2,000	—
305	2/1 WD	\$1,750	\$1,900	—
306	2/1 WD	\$1,750	\$1,900	—
307	2/1 Loft	\$1,750	\$2,000	—
C8	Studio Loft	\$1,500	\$1,500	—
TOTAL	17 UNITS	\$27,750 /mo	\$29,600 /mo	

Commercial — 5 Storefronts

STOREFRONT	TENANT	ACTUAL RENT	PROFORMA RENT
ST1 & ST2	ECO Coffeehouse	\$1,400	\$1,400
ST3	Executive RE	\$900	\$900
ST4	9 Lives Barbershop	\$1,000	\$1,000
ST5	Tiny Paws Dog	\$800	\$800
ST7	Former Hair Salon	—	\$900
TOTAL	5 UNITS	\$4,100 /mo	\$5,000 /mo

Note: Vacancies represent immediate value-add opportunity for incoming ownership through lease-up at proforma rents.

FINANCIAL SUMMARY

LINE ITEM	ACTUAL	PROFORMA
INCOME		
Apartment Rental Income	\$333,000	\$355,200
Commercial Rental Income	\$49,200	\$60,000
Laundry Income	\$4,000	\$4,000
Gross Income	\$386,200	\$419,200
VACANCY		
Residential Vacancy (5%)	(\$16,650)	(\$17,760)
Commercial Vacancy (10%)	(\$4,920)	(\$6,000)
Effective Gross Income	\$364,630	\$395,440
OPERATING EXPENSES		
Real Estate Taxes	\$38,000	\$38,000
Insurance	\$24,000	\$24,000
Water / Sewer	\$13,000	\$13,000
Electric (Common Area)	\$8,400	\$8,400
Trash	\$5,200	\$5,200
Gas & Oil	\$7,200	\$7,200
Snow / Landscaping	\$4,800	\$4,800
Property Management	\$19,500	\$19,500
Repairs & Maintenance	\$7,500	\$7,500
Total Operating Expenses	\$127,600	\$127,600
NET OPERATING INCOME		
Net Operating Income (NOI)	\$237,030	\$267,840
RETURNS		
Capitalization Rate	6.1%	6.9%

Financing & Return Profile

Offering Price	\$3,900,000
Suggested Loan (75% LTV)	\$2,925,000
Down Payment (25%)	\$975,000
Interest Rate (Modeled)	6.75%
Amortization Term	30 Years (360 Months)
Annual Debt Service	\$227,658
Monthly P&I	\$18,971
DSCR (Actual)	1.04x
DSCR (Proforma)	1.18x

All financial figures sourced from the seller-provided income & expense analysis. Proforma reflects mark-to-market on below-market units, lease-up of vacant residential and commercial space, and continued operational efficiencies. Final figures should be independently verified by purchaser.

INVESTMENT PERSPECTIVE

82 Main Street offers an unusual combination of stabilized in-place income, mixed-use diversification, and a true village-center location — at a price point that delivers both immediate yield and a defined path to enhanced cash flow.

Why This Asset

- Diversified income stream — residential apartments + commercial storefronts mitigate single-tenant-class risk
- Mixed-use located in the most walkable block of East Hampton's village center
- Quiet building with a professional, long-tenured tenant base
- Significant capital improvements already complete — fire system, common areas, exterior, in-unit renovations
- Tenant-paid electric across residential portfolio reduces landlord utility burden
- Premium parking allocation: 6 on-site spaces plus adjacent public lots
- Renovated finishes command top-of-market rents

LOCATION OVERVIEW



East Hampton, Connecticut — known as the "Belltown" — is a charming small-town community of approximately 13,000 residents in Middlesex County, anchored by Lake Pocotopaug and a walkable village center along Main Street. The town offers a rare combination of small-town charm, lake-community lifestyle, and accessibility to Hartford, Middletown, and the broader Connecticut River Valley employment base.

82 Main Street sits in the absolute heart of the village's commercial corridor. The block is anchored by established neighborhood destinations including Belltown Bakery, Red Door Boutique, Mateo's Taco & Cantina, Pizza on Main, and Creative Dance Center — all directly across the street — creating consistent foot traffic and a defined commercial gravity for the property's storefront tenants.

Location Highlights

- Heart of the East Hampton village center on Main Street
- Across from Belltown Bakery, Red Door Boutique, Mateo's Taco & Cantina, Pizza on Main, and Creative Dance Center
- Steps from the Air Line State Park Trail — popular regional rail-trail for hiking, biking, and recreation
- Walking distance to Lake Pocotopaug — defining lake-community lifestyle amenity
- Newly redone town walkway provides upgraded curb appeal directly in front of the property
- Convenient access to Route 2 — direct commute to Hartford and Middletown
- Mixed local tenant base provides built-in foot traffic for commercial storefronts

ABOUT THE LISA COZZI TEAM

Connecticut's #1 Team

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Century 21 AllPoints Realty • Over \$100MM in closed transactions in 2025. Trusted by buyers and sellers across Connecticut and Rhode Island.

#1 IN VOLUME STATEWIDE	#1 IN AGC STATEWIDE	#1 IN UNITS SOLD	\$100M+ CLOSED IN 2025
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CONFIDENTIALITY & DISCLAIMER

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All financial projections, including the proforma capitalization rate and debt service coverage ratios, are based on stated assumptions and are intended for illustrative purposes only. Actual performance may vary materially. Prospective purchasers should conduct their own independent investigation and analysis of the property and rely solely on the results of such review. The Seller and Broker reserve the right, at their sole discretion, to reject any offer or to terminate negotiations at any time.







