

818-821 BOSTON ROAD, SPRINGFIELD, MA | TWO-TENANT RETAIL STRIP CENTER



**OFFERED
FOR SALE**

\$1,478,720 | 6.25% CAP



CONFIDENTIAL OFFERING MEMORANDUM





EXECUTIVE SUMMARY

Atlantic Capital Partners is pleased to present the exclusive offering of 818821 Boston Road in Springfield, MA, a newly renovated two-tenant retail strip center totaling 2,500 SF and fully leased to nationally recognized brands AT&T and Wingstop.

This offering provides investors with an attractive combination of stable income and long-term growth potential. Wingstop has recently executed a brand-new 10-year corporate lease with two 5-year extension options, ensuring durable cash flow backed by one of the fastest-growing quick-service restaurant concepts in the country. AT&T, a global telecommunications leader with an investment-grade balance sheet, provides additional credit stability and steady customer traffic under its existing corporately guaranteed lease.

Strategically positioned along Boston Road, the property benefits from excellent visibility and access, supported by strong surrounding demographics with over 85,000 residents within a three-mile radius and an average household income exceeding \$73,000. The immediate trade area is anchored by a mix of retail, healthcare, and education employers, reinforcing long-term tenant success and consumer demand.

At an offering price of \$1,478,720 and a 6.25% cap rate, this property is ideally suited for private investors and 1031 exchange buyers seeking durable cash flow, essential service tenancy, and exposure to a resilient Western Massachusetts market.

NOI	\$92,420
CAP	6.25%
PRICE	\$1,478,720



WINGSTOP ASSET SNAPSHOT		
TENANT NAME	Wingstop	
ADDRESS	818 Boston Rd Springfield, MA	
GLA	1,235 SF	
LAND SIZE	0.46 AC	
YEAR RENOVATED	2025	
GUARANTOR	Corporate	
LEASE TYPE	NN	
LANDLORD RESPONSIBILITIES	Roof & Structure	
LEASE EXPIRATION DATE	7/31/2035	
RENT INCREASES	Aug-23 to \$50.77/SF	
NOI	\$57,000	
LEASE YEARS	TERM	ANNUAL RENT
Base Term	1-5	\$57,000
Rental Increase (10%)	6-10	\$62,700
Option 1	11-15	\$69,000
Option 2	16-20	\$75,900

AT&T ASSET SNAPSHOT		
TENANT NAME	AT&T	
ADDRESS	821 Boston Rd Springfield, MA	
GLA	1,265 SF	
LAND SIZE	0.46 AC	
YEAR RENOVATED	2025	
GUARANTOR	Corporate	
LEASE TYPE	NN	
LANDLORD RESPONSIBILITIES	Roof & Structure	
LEASE EXPIRATION DATE	5/31/2027	
RENT INCREASES	-	
NOI	\$35,420	
LEASE YEARS	TERM	ANNUAL RENT
Base Term	6/1/2022 - 05/31/2027	\$35,420

84,782 PEOPLE
IN 3 MILE RADIUS

\$75,009 AHHI
IN 3 MILE RADIUS

19,500 VPD
ON BOSTON RD





NEWLY CASTED 10-YR WINGSTOP LEASE

Wingstop has recently committed to a brand-new 10-year lease, providing long-term stability and a nationally recognized QSR brand



EVER-GROWING MIXED-USE SUBMARKET

Just down the road, the Springfield Crossing development is actively transforming the area, bringing a wave of high-traffic national retailers to the already thriving corridor, including BJ's Wholesale Club, Hobby Lobby, PetSmart, Chick-fil-A, and Chipotle, further strengthening the market's retail draw



"BITE-SIZE" PRICE POINT FOR TARGET AUDIENCE

The offering represents an accessible investment opportunity at a manageable price point, appealing to private investors and 1031 exchange buyers seeking durable cash flow



ESTABLISHED SPRINGFIELD TRADE AREA

Located in the heart of Springfield, the property benefits from a dense population base, strong daytime employment, and consistent consumer traffic driven by nearby retail, education, and healthcare anchors



ATTRACTIVE CO-TENANCY

The site benefits from a strong tenant mix, enhancing customer draw and positioning the property as a destination within the trade area



SHADOW ANCHORED BY COMMUNITY SHOPPING CENTER

Boston Commons is a 103,494 SF Kohl's and CVS-anchored community shopping center in Springfield, MA. Currently 98% leased, the property features a well-curated mix of six national and regional retailers, delivering a balanced combination of value-oriented and service-based tenancy

TENANT	SIZE (SF)	LEASE START DATE	LEASE END DATE	LEASE TYPE	\$ / SF / YR	MONTHLY RENT	ANNUAL RENT	NEXT RENT BUMP	OPTIONS REMAINING
AT&T	1,265	June 1, 2022	May 31, 2027	NN	\$28.00	\$2,952	\$35,420	--	--
Wingstop	1,235	Est. August 1, 2025	Est. July 31, 2035	NN	\$46.15	\$4,750	\$57,000	Aug-2030 to \$50.77/SF	2 x 5 Yrs
TOTAL	2,500				\$36.97	\$7,702	\$92,420	\$24.50	





IMMEDIATE TRADE AREA

818-821 BOSTON ROAD SPRINGFIELD, MA

5

690.8K
ANNUAL VISITS
PLACER.AI



842.7K
ANNUAL VISITS
PLACER.AI



842.7K
ANNUAL VISITS
PLACER.AI



SPRINGFIELD



Largest City
in Massachusetts



TALENTED WORKFORCE

Driven by higher education institutions like Springfield College, Western New England University, and Springfield Technical Community College, Springfield offers a steady pipeline of skilled labor in healthcare, financial services, and manufacturing.



OFFICE TENANTS

Including MassMutual Financial Group, Smith & Wesson Brands, Big Y Foods, and the New England Farm Workers Council, several regional and national employers have established major operations in Springfield.



TOP EMPLOYERS

Springfield is home to some of the region's top employers such as Baystate Health, Mercy Medical Center, the U.S. Postal Service regional processing center, and Big Y World Class Markets.

Springfield serves as the commercial and employment anchor of Western Massachusetts, strategically positioned along the I-91 corridor with direct access to major Northeastern markets. The city is home to a robust and diversified employment base led by Baystate Health, MassMutual, and Mercy Medical Center, all of which support a workforce built around healthcare, financial services, and manufacturing. Springfield's economy is further supported by longstanding institutions such as Smith & Wesson and Big Y Foods, alongside major federal employers like the U.S. Postal Service and Westover Air Reserve Base. A regional center for higher education and innovation, Springfield benefits from institutions such as Springfield College and STCC that contribute to a well-educated labor pool and ongoing workforce development. With billions of dollars in public and private investment over the past decade, Springfield has emerged as a resilient mid-sized market offering affordable space, critical infrastructure, and a growing talent pipeline that serves as a foundation for both legacy industry and future growth.



MAJOR EMPLOYERS IN SPRINGFIELD:



Baystate
Health



**WESTOVER AIR
RESERVE BASE**



MassMutual



Mercy Medical Center
Trinity Health



Smith & Wesson



Berkshire
Medical Center
BERKSHIRE HEALTH SYSTEMS



MESTEK, INC.



Mass General Brigham
Cooley Dickinson Hospital



WINGSTOP

Wingstop is a fast-growing quick-service restaurant brand specializing in cooked-to-order chicken wings, seasoned fries, and signature sauces. Founded in 1994, the company has built a loyal following through its takeout- and delivery-focused model, making it highly resilient to shifts in consumer dining habits. With strong brand recognition and one of the fastest-growing footprints in the QSR sector, Wingstop continues to capture market share in both suburban and urban trade areas. The tenant's franchise-backed structure provides investors with steady income streams and consistent demand drivers.

WINGSTOP QUICK FACTS

FOUNDED:	1994
HEADQUARTERS:	Dallas, TX
OWNERSHIP:	Public
LOCATIONS:	2,500+
GUARANTY:	Private
WEBSITE:	https://www.wingstop.com/



AT&T

AT&T is one of the largest telecommunications providers in the world, offering wireless, broadband, streaming, and business communications services. The company benefits from strong brand equity and a diversified customer base across consumer and enterprise segments. AT&T-branded retail stores serve as both sales hubs and service centers, providing steady foot traffic and visibility in key trade areas. As an investment-grade tenant with substantial revenue and market share, AT&T represents a reliable anchor in retail centers and freestanding locations alike.

AT&T QUICK FACTS

FOUNDED:	1885
HEADQUARTERS:	Dallas, TX
OWNERSHIP:	Public
LOCATIONS:	5,800+
GUARANTY:	Corporate
WEBSITE:	https://www.att.com/

818-821 BOSTON ROAD, SPRINGFIELD, MA | TWO-TENANT RETAIL STRIP CENTER



**OFFERED
FOR SALE**

\$1,478,720 | 6.25% CAP

WING STOP

AT&T



PRIMARY DEAL CONTACTS

DANNY GRIFFIN

Vice President

781.635.2449

dgriffin@atlanticretail.com

ERIC SUFFOLETTO

Managing Director & Partner

508.272.0585

esuffoletto@atlanticretail.com

KENDRA DOHERTY

Analyst

857.400.1568

kdoherthy@atlanticretail.com

BROKER OF RECORD:

Bryan Anderson

#9040601

This Offering Memorandum has been prepared by Atlantic Capital Partners ("ACP") for use by a limited number of prospective investors of 818-821 Boston Rd - Springfield, MA (the "Property") and is not to be used for any other purpose or made available to any other person without the express written consent of the owner of the Property and ACP. All information contained herein has been obtained from sources other than ACP, and neither Owner nor ACP, nor their respective equity holders, officers, employees and agents makes any representations or warranties, expressed or implied, as to the accuracy or completeness of the information contained herein. Further, the Offering Memorandum does not constitute a representation that no change in the business or affairs of the Property or the Owner has occurred since the date of the preparation of the Offering Memorandum. This Offering Memorandum is the property of Owner and Atlantic Capital Partners and may be used only by prospective investors approved by Owner and Atlantic Capital Partners. All analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the recipient. ACP and Owner and their respective officers, directors, employees, equity holders and agents expressly disclaim any and all liability that may be based upon or relate to the use of the information contained in this offering Memorandum.