

235
— BARNSTABLE —

Mixed-Use Offering Memorandum

235 Barnstable Rd

Hyannis, MA 02601

100% Occupied | ±0.8 Miles to Downtown Hyannis | \$25K+ Ancillary NOI



Exclusively Listed By



John Riley

Associate

(617) 206-3091

john.riley@matthews.com

License No. 9633949 (MA)



Nick Jasinski

Vice President

617-448-1677

nick.jasinski@matthews.com

License No. 9629105-RE-B (MA)

Kyle Matthews

Broker of Record

Broker Lic. No.: 1000083-RE-RB (MA)

MATTHEWS™



MATTHEWS™

Table of Contents

235 Barnstable Rd

04

Property
Overview

11

Financial
Overview

14

Market
Overview

1940 / 2025

Year Built / Renovated

17

Units

3

Retail

14

Residential Units

±29,337 SF

Living Area

±39,225 SF

Gross Area

±0.74 AC

Lot Size

Electric

Seperately Metered, Tenant Paid (Besides Unit 14)

Heat

Residential - Electric, Tenant Paid (Besides Unit 14)

Retail - Two Units Gas, One Electric, Tenant Paid

Hot Water

Residential - Landlord Paid

Retail - Tenant Paid

Water & Sewer

Town of Barnstable - Landlord Paid

[View Location on Map](#)



Investment Highlights



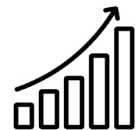
Fully Stabilized, High-Performing Asset

The property is 100% leased today, underscoring its strong historical performance and the durability of demand in this submarket. This consistent occupancy provides investors with a stable, in-place income stream from day one of ownership.



Diversified Ancillary Income

Beyond base rental income, the property generates more than \$25,000 annually from gym, storage, and laundry revenue, providing a diversified and durable secondary income stream. This ancillary income enhances overall property cash flow and reduces reliance on rental income alone.



Meaningful Value-Add Potential

The property holds permits in place to add six additional units on a currently vacant third floor, offering a clear path to expand net rentable area without acquiring additional land. In-place one-bedroom rents currently range from \$1,718 to \$2,200, a widespread that highlights the opportunity to mark rents to market and capture incremental upside across the existing unit mix. Together, these factors provide investors with multiple avenues to grow income beyond the current in-place level.



Irreplaceable Hyannis Location

The property is located less than a mile from downtown Hyannis, placing residents within immediate reach of the area's shops, restaurants, and employment centers. The asset also benefits from convenient access to Route 28 and Route 132, along with proximity to Barnstable Municipal Airport and the Steamship Authority terminal, one of the primary gateways connecting the Cape to Martha's Vineyard and Nantucket. This connectivity supports durable rental demand from commuters, seasonal workers, and year-round residents alike.



High Homeownership Costs Reinforce Renter Demand

Barnstable County's median home price stands at approximately \$780,000, placing homeownership out of reach for a large share of the local workforce. As a result, more residents are choosing to rent for extended periods, a dynamic that continues to support elevated occupancy and pricing power across the submarket. This trend positions the property to benefit from durable, long-term rental demand as the gap between renting and owning continues to widen.

Property Photos





Subject Property

±29,337

Barnstable Rd ±14,186 VPD



±29,337

Barnstable Rd ±14,186 VPD



Cape Cod Solar Farm
±30 Employees

The Landing at Hyannis

WHOLE
FOODS
MARKET

ULTA
BEAUTY

FLOOR
DECOR

J.CREW

five
BEL'W

OLD NAVY

NORDSTROM
rack

Panera
BREAD

SHAKE
SHACK


**Cape Cod
Gateway Airport**
±34K Annual Passengers

Cape Cod Mall

TARGET

BEST
BUY

★ macy's

Marshall's

SEPHORA
EXPRESS

DICK'S
SPORTING GOODS

BARNES & NOBLE

LOFT

AMERICAN EAGLE
OUTFITTERS

PACSUN

sun-glass hut

MEN'S WEARHOUSE

J.CREW

**CVS**
pharmacy®

Airport Shopping Center

T.J. maxx

STAPLES

FedEx

Starbucks

ups

**Subject
Property**

Barnstable Rd ±14,186 VPD

**HYCC**
Hyannis Youth & Community Center

DUNKIN'

±17,400 VPD

**CAPE COD
HEALTHCARE**
±283 Beds
±1.7K Employees

Hyannis Transportation Center
CapeFLYER

Main Street in Hyannis

BEN & JERRY'S

PORTSIDE TAVERN

The Daily Paper

MARINER CAFE

ANEJO MEXICAN BISTRO

emBargo

Steamship Authority Ferry Docks
Hy-line Cruises 3151

**MELODY TENT**

**St. John Paul II School**
±425 Students

Google Earth

Financial Summary

\$5,500,000

List Price

\$323,529

Price Per Unit

\$187

Price Per SF

7.69%

Cap Rate

Detailed Rent Roll

Unit	Unit Mix	Current Rent
1	1-bed / 1-bath	\$1,718
2	1-bed / 1-bath	\$1,950
3	1-bed / 1-bath	\$2,200
4	1-bed / 1-bath	\$2,150
5	2-bed / 1-bath	\$2,400
6	1-bed / 1-bath	\$1,718
7	2-bed / 1-bath	\$2,350
8	1-bed / 1-bath	\$2,100
9	1-bed / 1-bath	\$2,000
10	1-bed / 1-bath	\$1,739
11	1-bed / 1-bath	\$2,175
12	1-bed / 1-bath	\$2,000
13	1-bed / 1-bath	\$2,000
14	1-bed / 1-bath	\$1,820
15-Party Express Rental	Retail	\$6,400
16-Carpets of Cape Cod	Retail	\$7,350
17-Healing Hands Spa of Hyannis	Retail	\$2,100
Monthly		\$44,170
Annual		\$530,040

Rent Schedules

Party Express

Period	Dates	Annual Rent	Monthly Rent
Current	4/1/2026 - 3/31/2027	\$76,800	\$6,400
Option Year 3	4/1/2027 - 3/31/2028	\$81,600	\$6,800
Option Years 4-6 (Second Option)	4/1/2028 - 3/31/2031	FMV	FMV

Carpets of Cape Cod

Period	Dates	Annual Rent	Monthly Rent
Current	1/1/2026 - 12/31/2026	\$88,200	\$7,350
Year 2	1/1/2027 - 12/31/2027	\$88,200	\$7,350
Option Year 1	1/1/2028 - 12/31/2028	\$90,846	\$7,571
Option Year 2	1/1/2029 - 12/31/2029	\$93,571	\$7,798
Option Year 3	1/1/2030 - 12/31/2030	\$96,379	\$8,032
Option Year 4	1/1/2031 - 12/31/2031	\$99,270	\$8,272

Healing Hands Spa of Hyannis

Period	Dates	Annual Rent	Monthly Rent
Current	1/1/2026 - 12/31/2026	\$25,200	\$2,100
Option Year 2	1/1/2027 - 12/31/2027	\$26,460	\$2,205
Option Year 3	1/1/2028 - 12/31/2028	\$27,783	\$2,315
Option Year 4	1/1/2029 - 12/31/2029	\$29,172	\$2,431
Option Year 5	1/1/2030 - 12/31/2030	\$30,631	\$2,553
Option Year 5	1/1/2030 - 12/31/2030	\$30,631	\$2,553

Financial Summary

Annual Operating Summary		
Income	T12	Per Unit
Gross Potential Rent	\$530,040.00	\$31,178.82
Laundry Income	\$5,400.00	\$317.65
Gym Income	\$9,000.00	\$529.41
Storage Income	\$11,276.00	\$663.29
Vacancy (3%)	\$(15,901.20)	\$(935.36)
Effective Gross Income	\$539,814.80	\$31,753.81
Expenses		
Real Estate Taxes	\$20,466.72	\$1,203.92
Insurance	\$17,000.00	\$1,000.00
Water & Sewer	\$14,498.52	\$852.85
Utilities	\$12,915.84	\$759.76
Trash	\$4,608.00	\$271.06
Landscaping & Snow	\$3,400.00	\$200.00
Management Fee (5%)	\$26,990.74	\$1,587.69
Repairs & Maintenance	\$17,000.00	\$1,000.00
Total Expenses	\$116,879.82	\$6,875.28
Net Operating Income	\$422,934.98	\$24,878.53

Hyannis, MA

Cape Cod Mall is the largest enclosed shopping center in the region, located in Hyannis, Massachusetts. It serves as a primary retail destination for residents and visitors across Cape Cod. The mall features a mix of national retailers, including Target, Macy's, Best Buy, and Dick's Sporting Goods, as well as a variety of specialty stores, dining options, and services. In addition to traditional retail, the mall includes a Regal Cinemas and several out parcel developments that house restaurants and big-box stores. Its central location near major roads like Route 28 and Route 132 makes it easily accessible, and it plays a key role in the local economy by providing employment and attracting foot traffic throughout the year.

±0.9 Miles Away

120+

Shops and Restaurants

#1

Economic Center on Cape Cod

#1

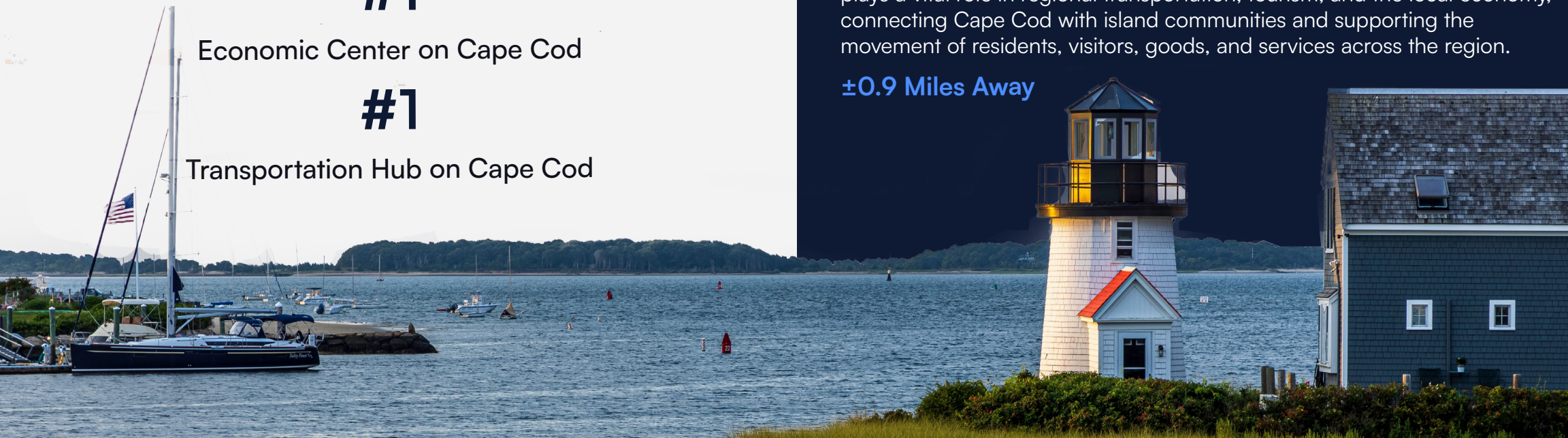
Transportation Hub on Cape Cod

Main Street in Hyannis is the lively downtown hub of the village, offering a charming mix of unique shops, local boutiques, galleries, cafés, and restaurants. It's the center of community life, hosting year-round events, street festivals, and seasonal celebrations that draw both locals and visitors. Just a short walk from the harbor, Main Street blends coastal charm with small-town character, making it a must-visit destination on Cape Cod.

±0.8 Miles Away

The Steamship Authority is the primary ferry service provider between mainland Massachusetts and the islands of Nantucket and Martha's Vineyard. Its Hyannis terminal, located just minutes from downtown and accessible from Route 28, offers year-round passenger and vehicle ferry service with direct routes to both islands. The Authority plays a vital role in regional transportation, tourism, and the local economy, connecting Cape Cod with island communities and supporting the movement of residents, visitors, goods, and services across the region.

±0.9 Miles Away



Key Economic Drivers

Cape Cod Gateway Airport, located in Hyannis, serves as the primary aviation hub for the Cape Cod region. The airport offers commercial service through carriers such as JetBlue and Cape Air, with regular flights to Boston, New York, and other regional destinations. In addition to commercial travel, the airport supports general aviation, charter services, and seasonal flights that accommodate the area's tourism demand. Its central location near downtown Hyannis and accessibility from major roadways make it a convenient option for both residents and visitors. The airport also plays a role in the local economy by supporting jobs, business travel, and regional connectivity.

±0.5 Miles Away



CAPE COD HOSPITAL

Member Cape Cod Healthcare

±1.2 Miles Away

Cape Cod Hospital, located in Hyannis, is the leading healthcare provider for the Cape Cod region and a critical part of the local infrastructure. Part of the Cape Cod Healthcare system, it provides emergency care, surgical procedures, cardiac care, and specialized treatment programs. The hospital serves residents year-round while expanding capacity during the busy summer season to accommodate increased demand. As one of the region's largest employers, Cape Cod Hospital supports the local economy while providing essential healthcare services for year-round residents, retirees, seasonal workers, and visitors throughout Cape Cod.



**CAPE COD
COMMUNITY
COLLEGE**

Powerful Futures Start Here

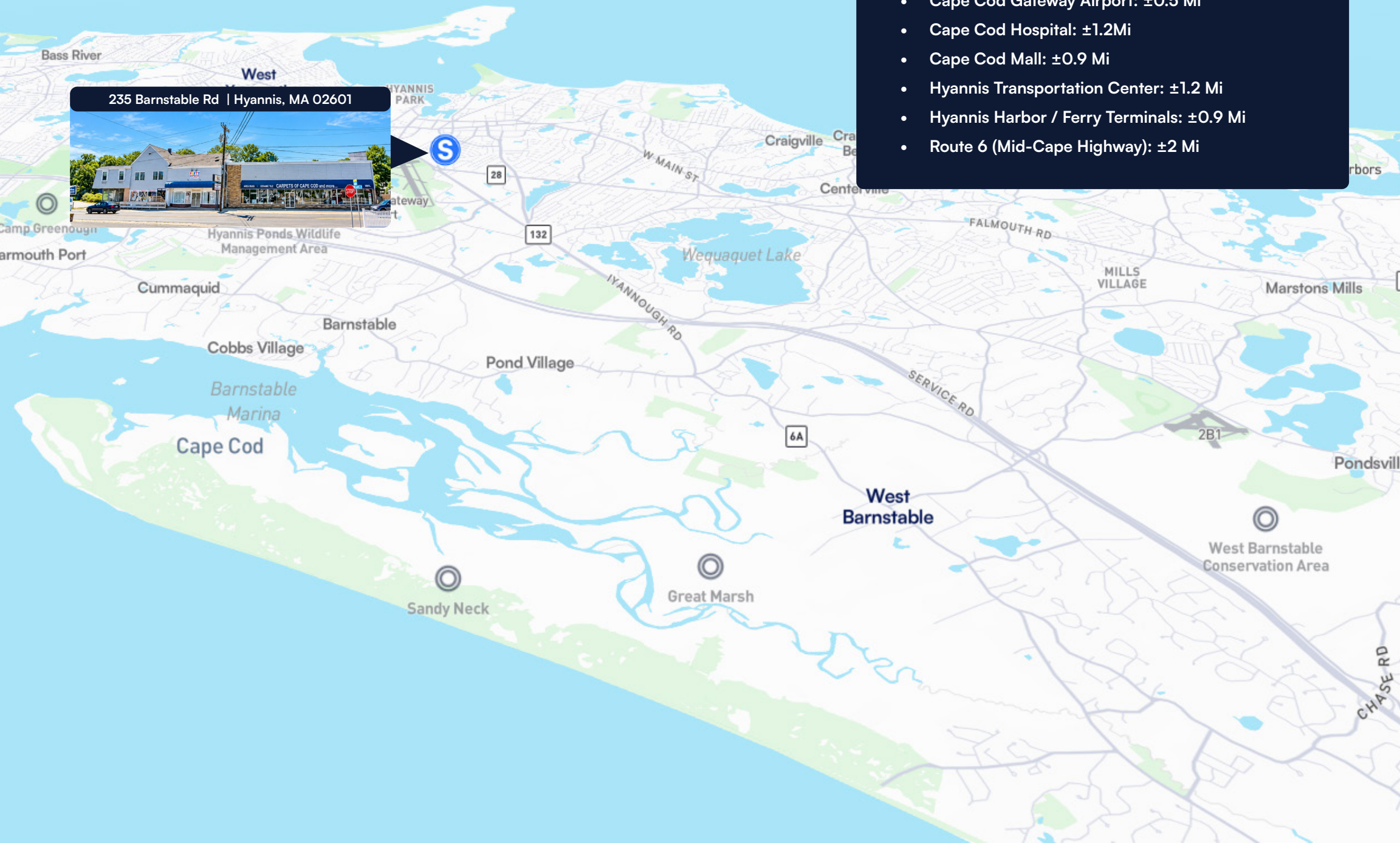
±4.2 Miles Away

Cape Cod Community College, located in West Barnstable just a short drive from Hyannis, is the only public higher education institution on Cape Cod. The college offers associate degrees, certificate programs, and transfer pathways to four-year colleges and universities. Programs in healthcare, business, technology, and liberal arts support workforce development across the region. The college also contributes to the local economy through job training partnerships, professional development, and continuing education programs, providing an important educational resource for students, employers, and working professionals throughout Cape Cod.

Central Hyannis Location

Convenient Access to Key Destinations

- Downtown Hyannis / Main Street: ± 0.8 Mi
- Cape Cod Gateway Airport: ± 0.5 Mi
- Cape Cod Hospital: ± 1.2 Mi
- Cape Cod Mall: ± 0.9 Mi
- Hyannis Transportation Center: ± 1.2 Mi
- Hyannis Harbor / Ferry Terminals: ± 0.9 Mi
- Route 6 (Mid-Cape Highway): ± 2 Mi



Disclaimer & Confidentiality Agreement

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **235 Barnstable Rd, Hyannis, MA 02601** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

235
— BARNSTABLE —

Mixed-Use Offering Memorandum

235 Barnstable Rd
Hyannis, MA 02601

Exclusively Listed By

John Riley

Associate

(617) 206-3091
john.riley@matthews.com
License No. 9633949 (MA)

Nick Jasinski

Vice President

(617) 448-1677
nick.jasinski@matthews.com
License No. 9629105-RE-B (MA)

Kyle Matthews

Broker of Record
Broker Lic. No.: 1000083-RE-RB (MA)

MATTHEWSTM

