

OFFERING MEMORANDUM

OFFICE BUILDING - FOR SALE

230 Factory St, Watertown, NY 13601

FOR SALE: \$1,200,000



60,847 SF | 1.28 ACRES | BUILT IN 1950

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OFFERING MEMORANDUM

230 FACTORY ST

Watertown, NY 13601

DISCLAIMER

The information contained in the following Offering Memorandum has been prepared to provide a summary of unverified information to prospective buyers or tenants and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation.

Prospect agrees that the proposed sale price and its terms, and any negotiations or discussions with respect to the transaction (collectively, "Confidential Information") are confidential.

Prospect agrees that it shall, and that it shall cause Prospect's representatives to, maintain and protect the confidentiality of all Confidential Information.

Further, Prospect agrees that it shall not, and that it shall cause its representatives to not, disclose any Confidential Information to anyone other than individuals working on Prospect's behalf directly or in connection with the proposed transaction who have agreed to be bound by the provisions of this paragraph.





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EXECUTIVE SUMMARY

230 FACTORY ST

Watertown, NY 13601

BellCornerstone is pleased to present 230 Factory Street, a landmark redevelopment opportunity in downtown Watertown, New York. The property includes approximately 60,847 SF across 1.28 acres and is priced well below replacement cost.

The historic multi-story building features exposed brick, large windows, high ceilings, heavy timber construction, expansive floorplates, multiple loading docks, and surface parking. Its flexible layout and downtown zoning support a broad range of uses, including office, residential lofts, hospitality, entertainment, self-storage, education, mixed-use redevelopment, or continued commercial occupancy.

Located near restaurants, retail, government offices, and community amenities, the property benefits from Watertown's ongoing downtown revitalization. The city serves as Northern New York's economic center, supported by Fort Drum, healthcare, manufacturing, logistics, education, and Canadian cross-border commerce.

Convenient access to Interstate 81, Watertown International Airport, and Syracuse Hancock International Airport further enhances the property's appeal. With its scale, historic character, strategic location, and attractive pricing, 230 Factory Street offers substantial value-add and adaptive reuse potential.



MARKET OVERVIEW

Watertown, NY

Watertown, New York, is a key regional hub in Northern New York, located in Jefferson County near the Canadian border. The city's economy is strongly anchored by Fort Drum, home to the 10th Mountain Division, which drives significant population stability, employment, and demand for housing, retail, and services. Additional economic contributors include healthcare, manufacturing, logistics, and regional retail, positioning Watertown as the primary commercial center for the surrounding rural markets. Culturally, Watertown blends small-city accessibility with a strong military presence, creating a dynamic and diverse community relative to its size. The downtown area has seen ongoing revitalization efforts, with local restaurants, breweries, and small businesses complementing national retailers along the Arsenal Street corridor. Outdoor recreation is a major lifestyle driver, with proximity to the Thousand Islands, Lake Ontario, and the Adirondack Park offering year-round tourism and recreational activity. Watertown's location is a strategic advantage, sitting along a major north-south trade route connecting Syracuse to Canada. Positioned approximately 70 miles north of Syracuse and just 30 miles south of the Canadian border, the city benefits from cross-border commerce and regional distribution activity. Its accessibility via Interstate 81 and proximity to key logistics corridors make it an important node for transportation, military operations, and regional commerce in Northern New York.



DEMOGRAPHIC SUMMARY

WATERTOWN, NY

POPULATION

Watertown

24,685

State: New York 19.57 Million

MEDIAN AGE

Watertown

31.8 Years

State: New York 39.2 Years

MEDIAN HOUSEHOLD INCOME

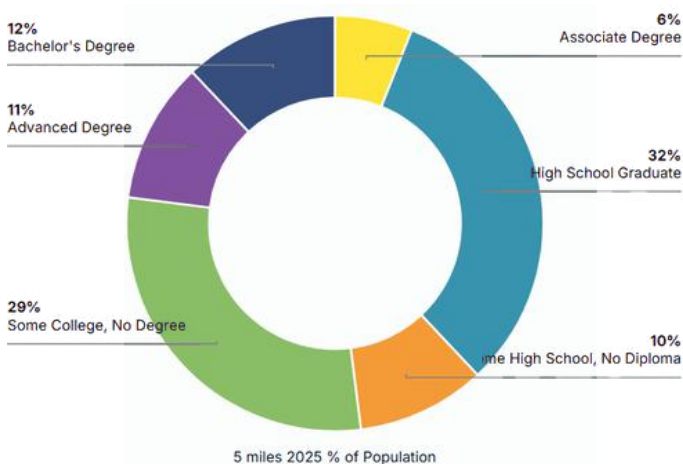
Watertown

\$53,451

State: New York \$79,557

EDUCATIONAL ATTAINMENT

Highest level of education among people aged 25 years and older as 80% more or less than New York at large.



2025 STATISTICS

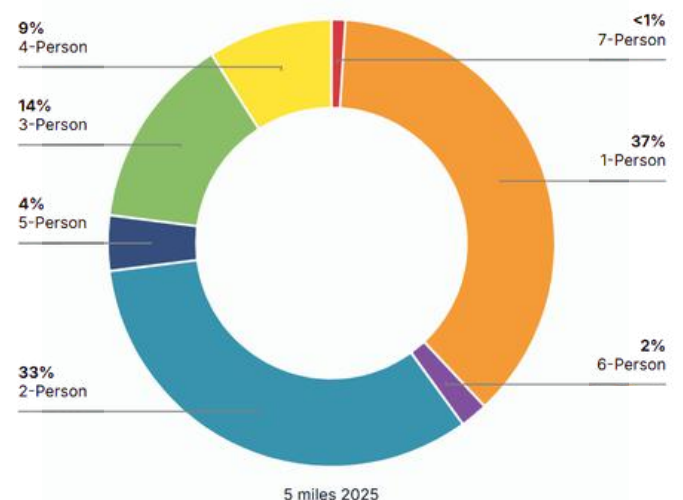
	2 Mile	5 Mile	10 Mile
Population 2025	23,941	33,196	64,407
Total Households	10,548	14,215	24,639
Avg Household Size	2.1	2.2	2.4
Avg Household Income	\$67,192	\$72,330	\$75,628

ECONOMIC INDICATORS

5.2% Watertown Unemployment Rate

4.1% U.S. Unemployment Rate

HOUSEHOLDS



Watertown

10,225

State: New York 7.67 Million



Average Household Size



LOCATION OVERVIEW



HIGHWAY ACCESS

I-81 (North-South Corridor) – Primary interstate running directly through Watertown; connects the city south to Syracuse and Interstate 90 (New York State Thruway) and north to the Canadian border at Thousand Islands Bridge, supporting regional trade and military logistics.

NY-3 (Arsenal Street / State Street) – Major east-west commercial corridor through Watertown; links downtown to retail centers, Fort Drum, and surrounding communities, serving as the city's primary retail and traffic spine.

NY-12 (Outer Washington Street / Coffeen Street) – Key north-south arterial running parallel to I-81; provides local access through Watertown and connects to rural markets and lakefront communities along Lake Ontario.

NY-37 (Eastern Connector) – Regional route linking Watertown east toward Ogdensburg and the St. Lawrence River corridor, supporting cross-border trade and access to northern industrial markets.



AIRPORT PROXIMITY

Watertown International Airport (ART): Located approximately 6 miles west of downtown Watertown, this regional airport provides daily commercial service with connections to major hubs such as Philadelphia. It supports both business and military-related travel and offers general aviation services.

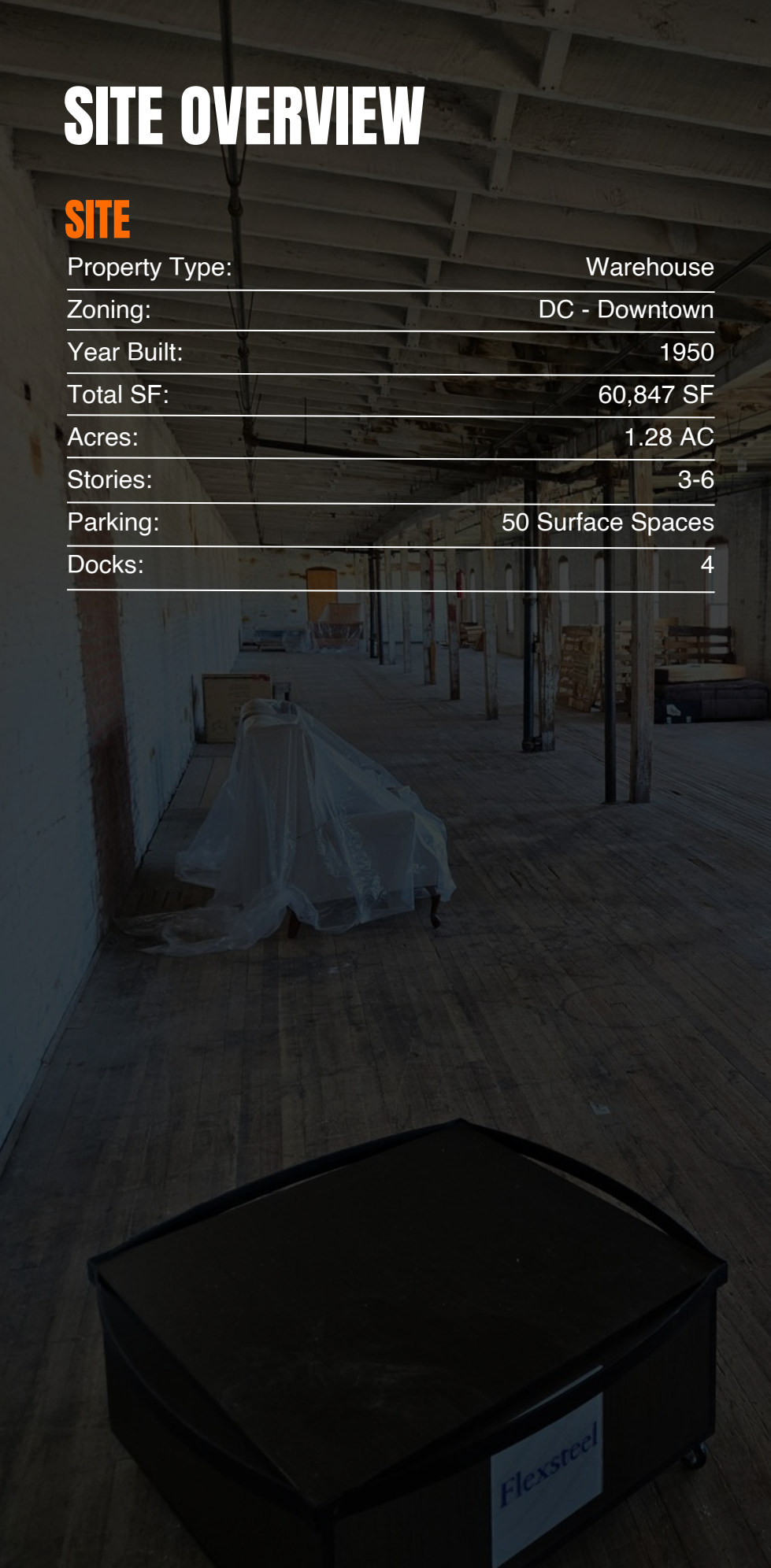
Syracuse Hancock International Airport (SYR): Situated about 70 miles south of Watertown, Syracuse Hancock International Airport is the nearest major commercial airport, offering a broad range of domestic flights and connections to national and international destinations. It is easily accessible via I-81, making it a primary airport option for the region.

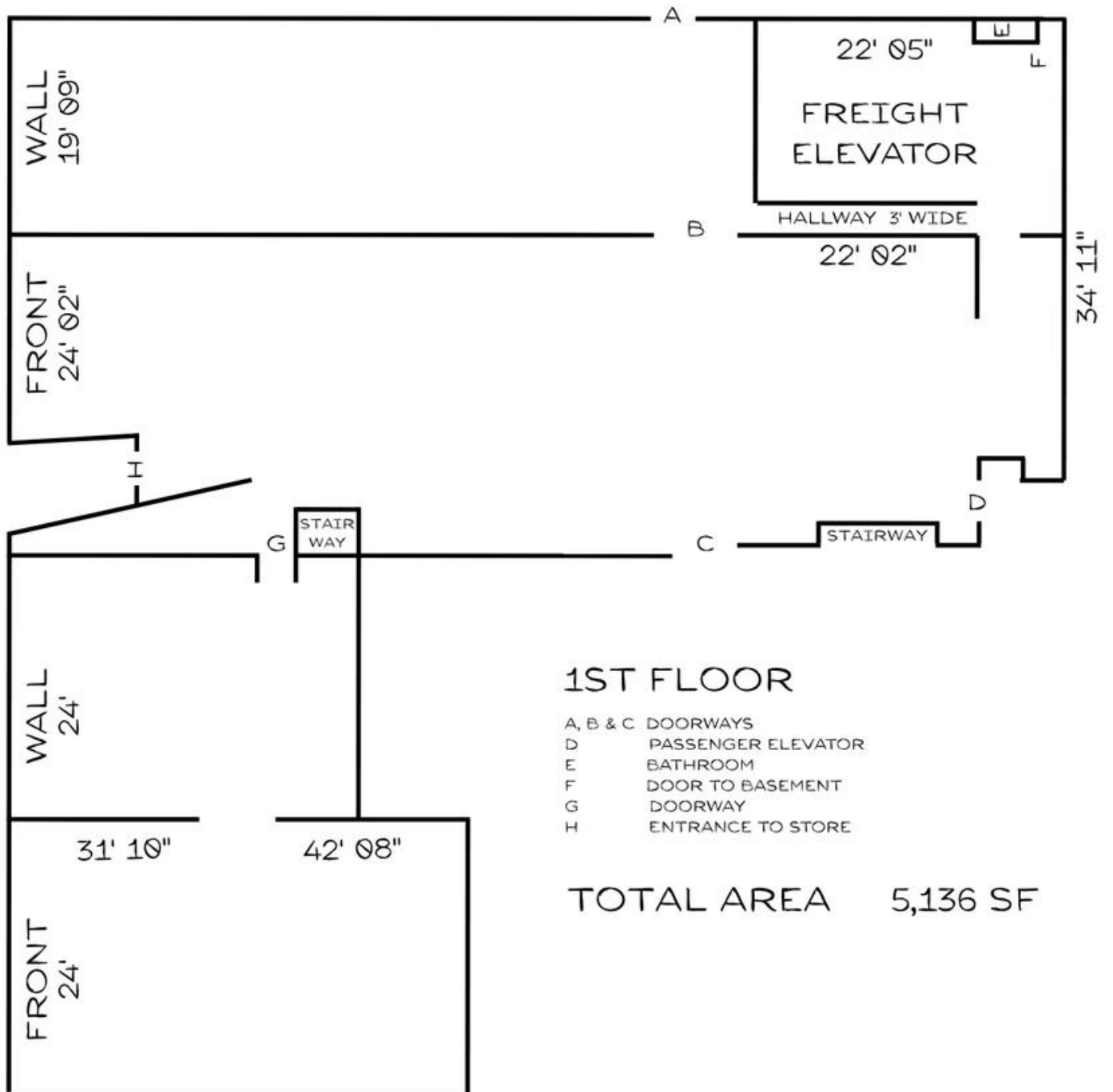
Ogdensburg International Airport (OGS): Located roughly 65 miles northeast of Watertown, this smaller regional airport provides limited commercial service but serves as an alternative option for travelers in Northern New York, particularly for cross-border access and general aviation.

SITE OVERVIEW

SITE

Property Type:	Warehouse
Zoning:	DC - Downtown
Year Built:	1950
Total SF:	60,847 SF
Acres:	1.28 AC
Stories:	3-6
Parking:	50 Surface Spaces
Docks:	4

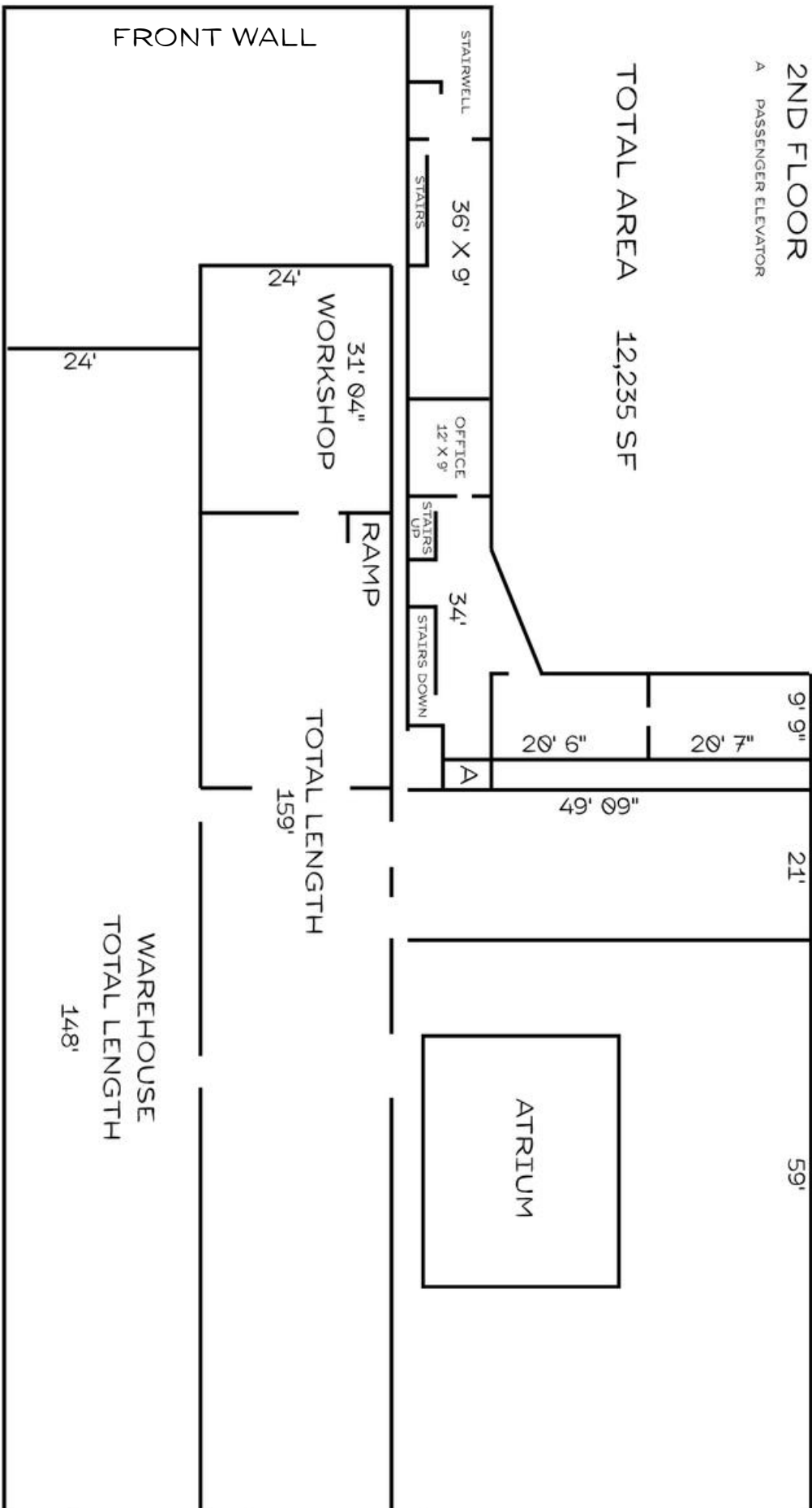




2ND FLOOR

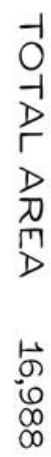
A PASSENGER ELEVATOR

TOTAL AREA 12,235 SF



- A ENTRY TO SMALL ROOM
- B PASSENGER ELEVATOR
- C FIRE DOOR

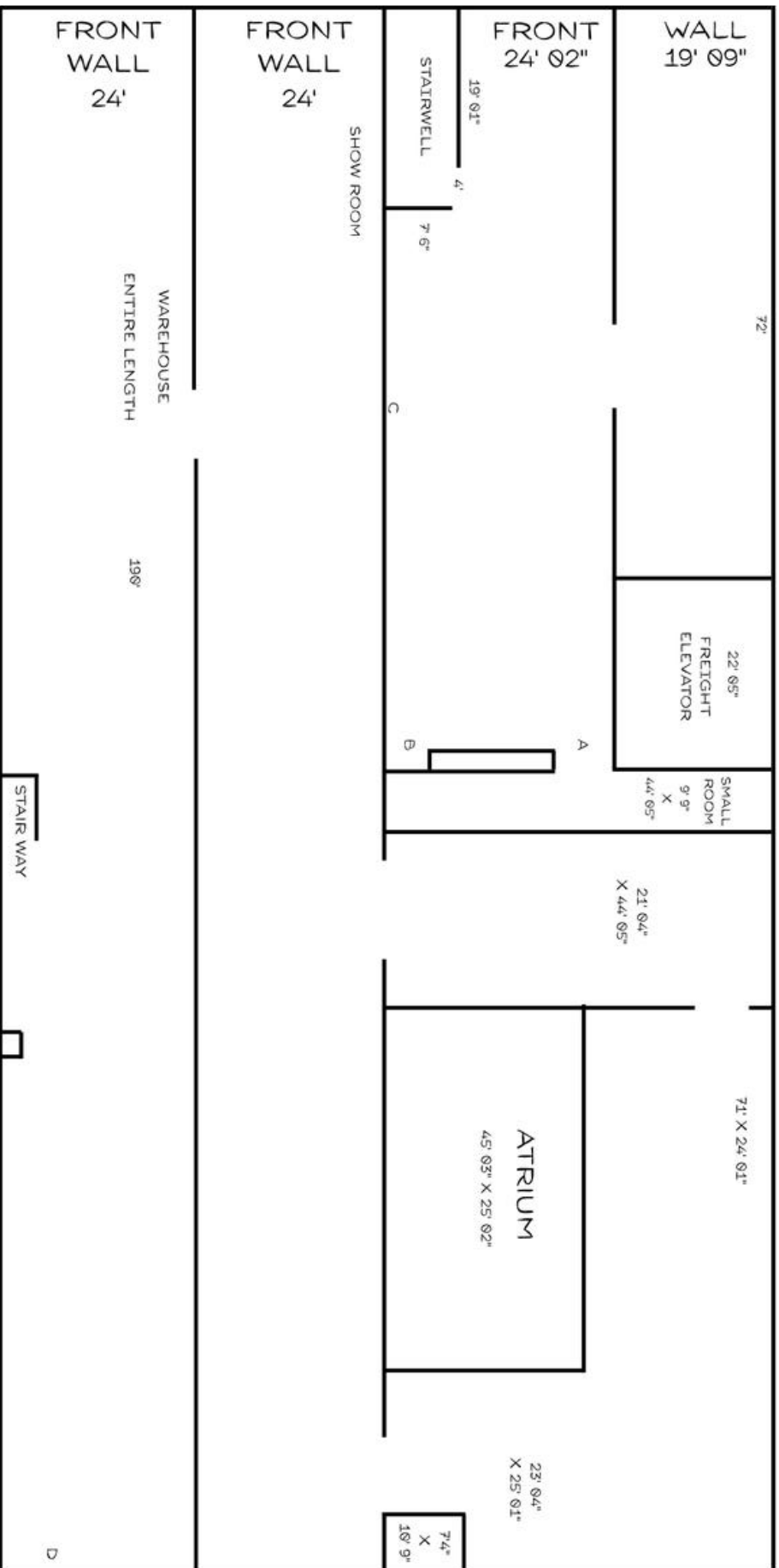
- A ENTRY TO SMALL ROOM
- B PASSENGER ELEVATOR
- C FIRE DOOR



4TH FLOOR

- A ENTRY TO SMALL ROOM
- B PASSENGER ELEVATOR - 4' OPENING
- C ENTRY - FIRE DOOR TO SHOWROOMS - 6'
- D OVERHEAD DOOR

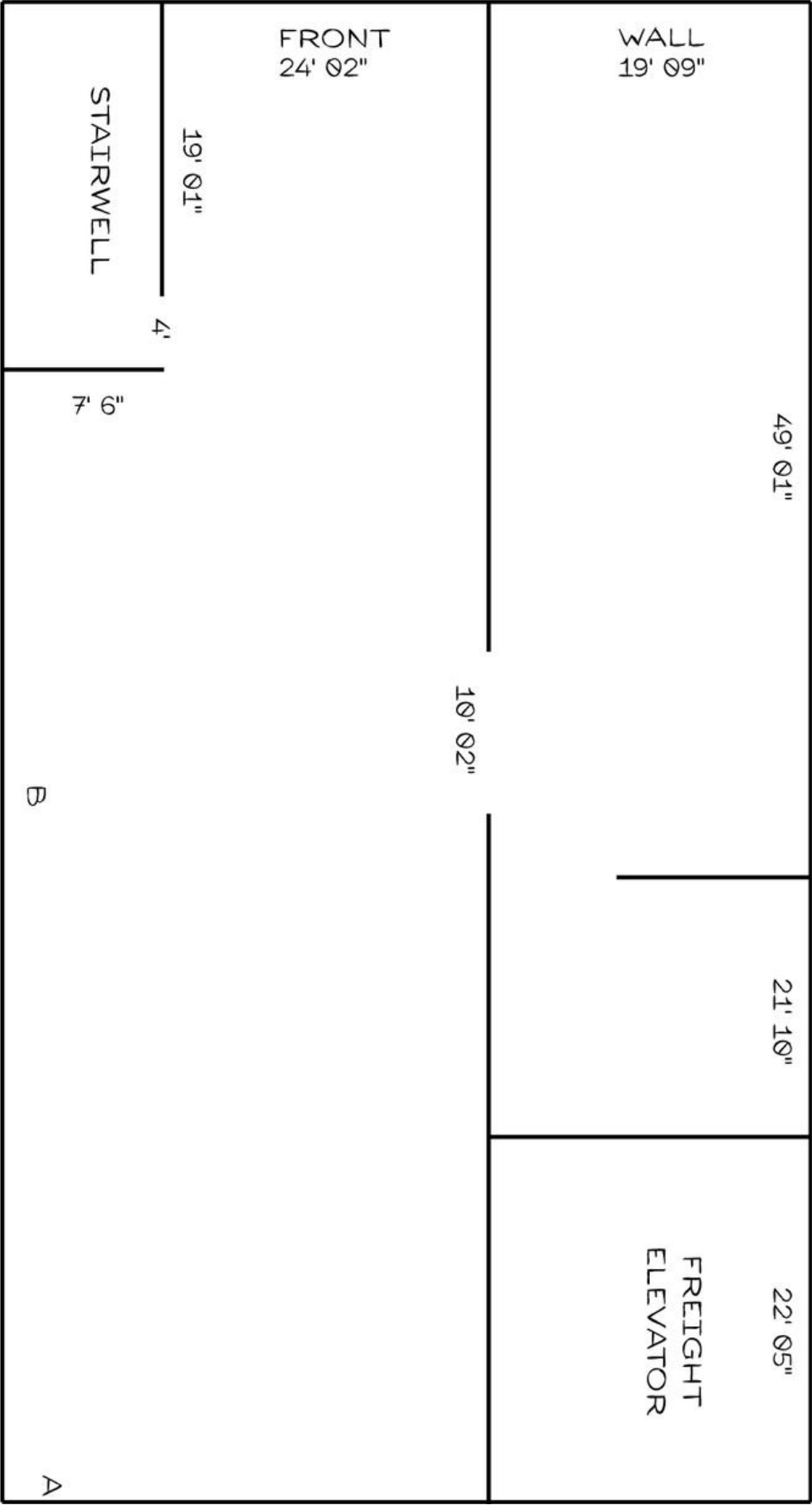
TOTAL AREA 16,988 SF



5TH FLOOR

- A PASSENGER ELEVATOR - 4' OPENING
- B ROOFTOP ACCESS DOOR - 3' DOOR

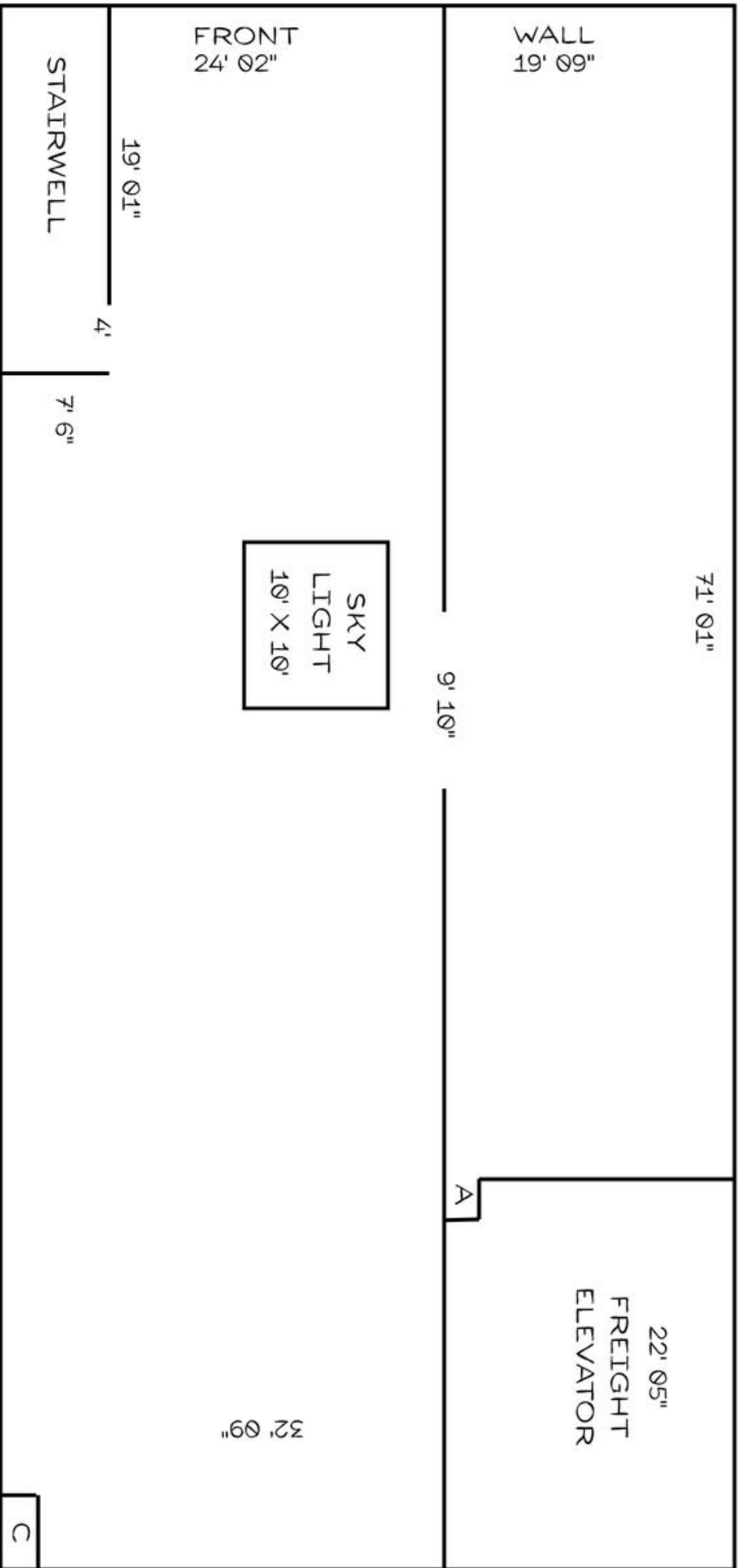
TOTAL AREA 4,750 SF

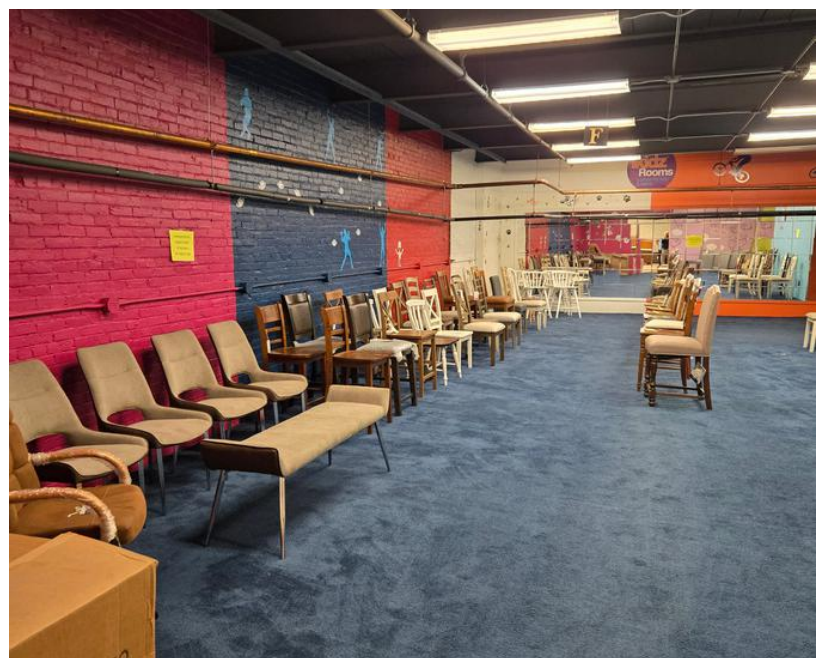
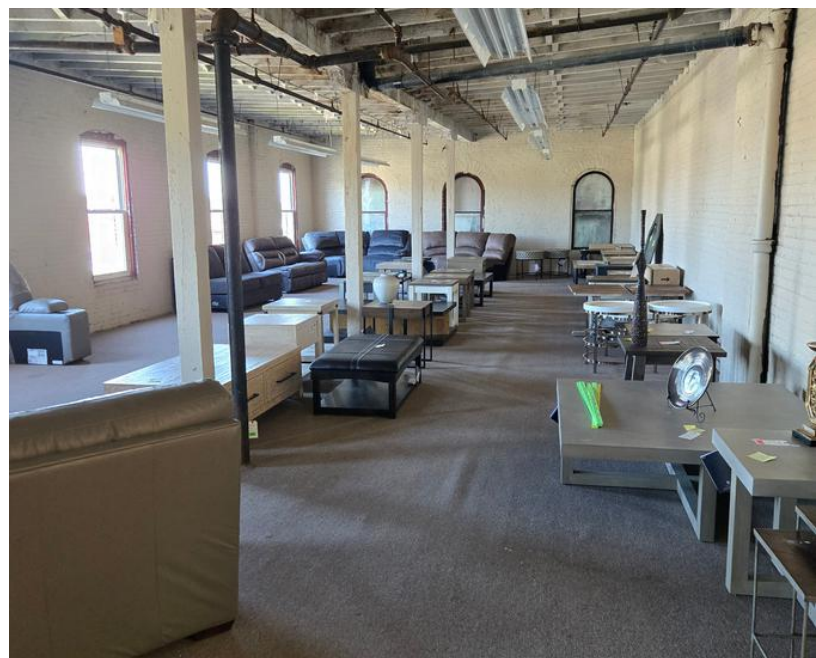


6TH FLOOR

- A ATTIC ACCESS LADDER - 3' 9" X 3' 10"
- B PASSENGER ELEVATOR - 4' OPENING
- C CLOSET - 2' 4" X 4'

TOTAL AREA 4,750 SF







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