

Value Add or Owner-User Retail

Skylark Center

1604 1ST STREET S.
WILMAR, MN





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The Offering

The Skylark Center is a 63,467 SF retail center positioned on a 6.64 acre parcel in Willmar's Regional Shopping District. The city of Willmar is located 95 miles west of the Twin Cities and is a west-central Minnesota shopping destination.

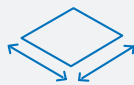
Skylark Center is situated along the city's main retail corridor (1st Street/Highway 71), and features abundant surface parking that can accommodate a variety of users; the current tenant roster includes a mix of medical, service, and retail tenants. The property is well suited for value-add and opportunistic investors and developers or partial owner-users. The site and building can accommodate further development such as multifamily apartments, retail outlots, or self-storage.

INVESTMENT HIGHLIGHTS:

- Priced to Sell: \$3,500,000 / \$55.15 PSF / 10.82% Year 1 Cap Rate
- Anchored by two tenants with fantastic credit - CentraCare (27,797 SF) and the Minnesota Department of Human Services (2,000 SF)
- Ability to acquire below replacement cost
- Value-add
- Reposition and/or redevelopment opportunity
- Durable in-place rents
- Across the street from Uptown Willmar Mall (365,000 SF)
- Zoned as Shopping Center
- Possibility of Tax Increment Financing



LOCATED IN THE
HEART OF WILLMAR



6.64 ACRES



63,467 RENTABLE
SQUARE FEET



500 PARKING
SPACES



VALUE-ADD
OPPORTUNITY

Property Information

Location	
Address	1604 1st Street South Willmar, MN
County	Kandiyohi
Parcel ID	95-922-6820 95-922-6785
Land Size	6.64 AC
Zoning	Shopping Center
Access	Full access from 1st St & 16th Ave

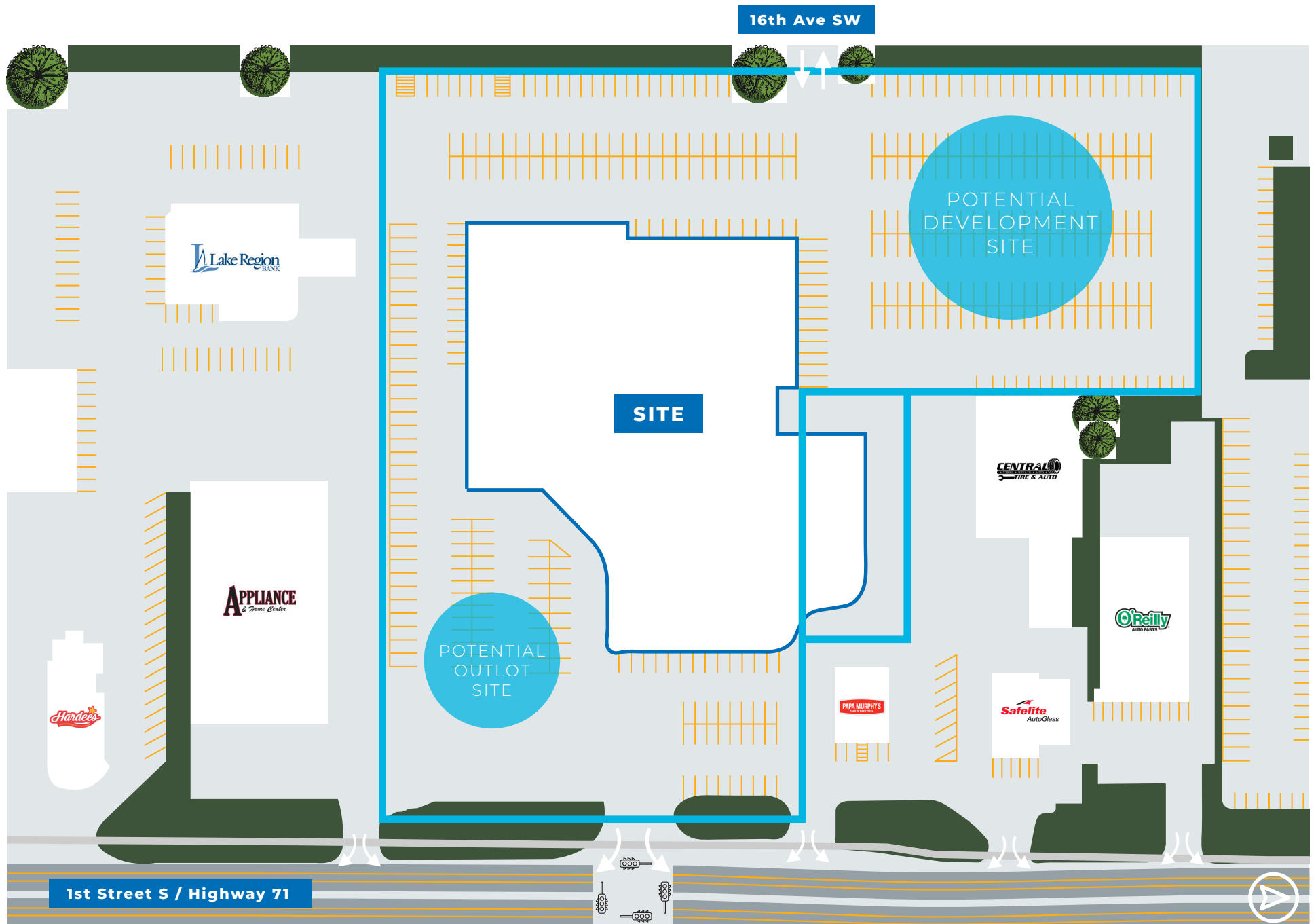
Building	
GLA	63,467 SF
Year Built	1965
Property Type	Shopping Center
Property Condition	Well Maintained
Parking	500 Spaces (7.87/1,000 SF)
2024 Tax Liability	\$79,484
Occupancy	75.2% (as of analysis)



Trade Area Retail



Site Plan



Multiple Pathways to Success

Skylark Center is located on the main retail corridor in Willmar, across from the Uptown Willmar Mall (formerly known as Kandi Mall). Buyers can capitalize on it's premier location and increase value through multiple strategies including:

1. Adding a coffee or drive-thru concept on the east side of the site
2. Re-tenanting the vacancies
 - Retail possibilities include: brewery, sporting goods, second-hand and discount clothing stores, dollar stores
 - Self-storage
 - Office / medical office
3. Covered land play
 - Cash flow the property to lower the land basis and redevelop the entire site at a future date
4. Sell to an owner-user at premium pricing



Zoning - Shopping Center

Permitted Uses

- Athletic/recreation facilities.
- Automobile/light truck parts sales and service.
- Banks/financial institutions.
- Broadcast studios (without transmission towers).
- Computer/electronic equipment sales and service.
- Department stores.
- Discount stores.
- Flower shops.
- Haircare (barbers, beauty shops, salons, etc.).
- Hardware stores.
- Liquor sales, on and off.
- Medical/dental clinics.
- Offices, business and professional.
- Photo processing businesses.
- Printing shops.
- Restaurants (including nightclubs and fast food).
- Retail stores.
- Seasonal businesses.
- Supermarkets/grocery stores (including convenience stores without gas sales).
- Theaters.
- Tire sales.
- Alterations/tailor shops.
- Appliance sales and service.
- Art studio, prints and supplies.
- Bakeries.
- Bicycle sales and service.
- Carpet/floor covering stores.
- Clothing stores.
- Commercial day care or schools.
- Drug stores/pharmacies.
- Employment agencies.
- Fabric stores.
- Furniture stores.
- Glass sales/services.
- Interior design stores.
- Multi-business buildings and complexes (if use permitted).
- Music stores.
- Nurseries/greenhouses (sales only, no heavy equipment).
- Office supplies stores.
- Paint store.
- Pawn shops.
- Pet stores.
- Photo studios, including the sale of photographic supplies. Restaurants (excluding fast food, drive-ins, or drive-throughs).
- Shoe stores.
- Small engines sales and service.
- Specialty food stores.
- Sporting goods stores.
- Tanning parlors.
- Tattoo parlors.
- Taxi/mass transit businesses.
- Toy stores.
- Truck sales and service.
- Veterinary clinics.
- Video stores.

Permitted Uses with Plan Review

- Detached accessory buildings.
- Parking.
- Structures over forty-five (45) feet in height.
- Convenience stores with gasoline sales.
- Bus terminals.
- Business with drive-up facilities (if use permitted).
- Car washes.
- Churches.
- Fraternal / services clubs.
- Motorcycle / snowmobile / boat / recreational vehicle sales and service.

PARCEL MAP:



Willmar, MN



The City of Willmar, Minnesota is located 95 miles west of the Twin Cities in Kandiyohi County and serves as the County Seat (county administrative center). Willmar has a strong and diverse employment that consists of agriculture, manufacturing/processing, healthcare, and government and education. The city continues to witness an influx of new residents which is primarily attributable to the demand for labor at the Jennie-O poultry plant.

Seven public schools, a Christian school, DREAM Technical Academy and a community/technical college offer educational opportunities for the youth and adults. Ridgewater College has an enrollment of 5,000 students and hosts many continuing education programs from Minnesota universities that enable adults to further their education while they work.

Willmar is the west-central Minnesota shopping destination and includes the Uptown Willmar Mall, several grocery stores, national, regional, and local retailers, quaint downtown shops, and many dining options.



Demographics



Daytime Population

1-MILE	3-MILE	5-MILE
9,812	27,577	29,263



Median Household Income

1-MILE	3-MILE	5-MILE
\$55,899	\$57,331	\$59,516



Population With Bachelors

1-MILE	3-MILE	5-MILE
12.5%	14.5%	15.2%



Median Age

1-MILE	3-MILE	5-MILE
35.7	35.3	35.9

Major Employers

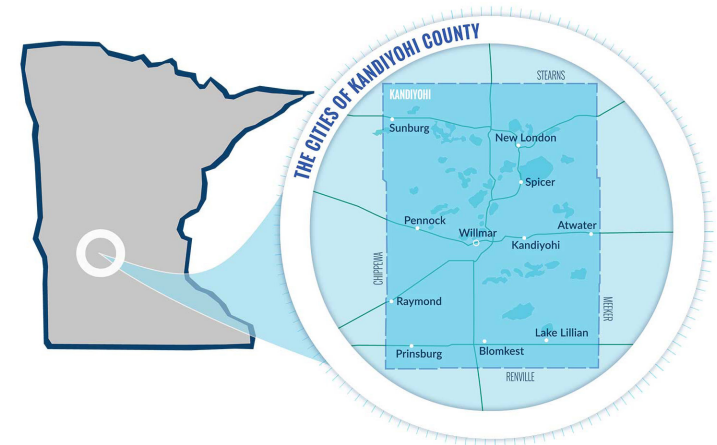
Company	Local Employees
Jennie-O	1,650
Carris Health	900
Willmar Public Schools	812
Life Science Innovations	664
Bethesda	420
Cashwise Foods	341
Ridgewater College	315
Kandiyohi County	300

Market Highlights



The Kandiyohi County retail market contains approximately 3.4M square feet of inventory and remains relatively healthy. Over the past five-years, it has averaged 33,621 square feet of positive net absorption.

As of Q4 2024, the vacancy rate for the county stands at 1.3% indicating a tight market with limited availabilities for small and junior box retailers. The majority of the vacant space is former big box retailers, which don't compete directly with the subject property. Despite the pandemic, the market witnessed 1.9% year over year rent growth, which is likely attributable to minimal supply and strong demand.



+33,621 5 YR AVG. NET ABSORPTION

1.9% Y-O-Y RENT GROWTH

1.3% MARKET VACANCY RATE Q4 2024

Equity Transwestern LLC, dba Transwestern (the “Agent”) has been engaged as the exclusive agent for the sale of Skylark Center (the “Property”), by the Owner (the “Seller”).

The Property is being offered for sale in an “as-is, where-is” condition and the Seller and the Agent make no representations or warranties as to the accuracy of the information contained in this information package. The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective Purchasers of the interest described herein. Neither the enclosed materials, nor any information contained herein, are to be used for any other purpose, or made available to any other person without the express written consent of the Seller.

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