

THE MART SHOPPING CENTER

6436 S. Hwy 85-87, Fountain, CO 80911

Turn-Key Wal-Mart Shadow Retail Center | 100% Leased | Government Anchored



PLATINUM CRE

INVESTMENTS | BROKERAGE

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SALE PRICE: \$12,350,000

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EXECUTIVE SUMMARY

The Mart Shopping Center

6436 S US Highway 85-87, Fountain, Colorado 80911

The Mart shopping center presents an exceptional opportunity to acquire a fully-stabilized, 100% occupied neighborhood retail center in the heart of one of Southern Colorado's fastest-growing commercial corridors. Anchored by a diverse mix of established tenants, the property delivers immediate cash flow, long-term income stability, and a proven operating history within a mature retail trade area.

This is a true core investment opportunity. The center offers no lease-up risk, limited near-term rollover exposure, and minimal landlord responsibilities under its predominantly triple-net lease structure. Investors benefit from durable, passive income generated by a complementary tenant roster that has established deep roots within the surrounding community.

Strategically positioned along the primary commercial corridor serving Fountain and southern Colorado Springs, the property benefits from strong consumer demand driven by continued residential growth, expanding retail development, and the economic influence of Fort Carson, one of the largest military installations in the United States. The combination of steady population growth, strong traffic counts, and a stable employment base has made this corridor one of the region's most sought-after retail locations.

With strong in-place cash flow, long-term tenancy, and favorable market fundamentals, the Shopping Center offers investors a rare combination of stability, income security, and future appreciation potential. This opportunity is ideally suited for private investors, family offices, and 1031 exchange buyers seeking a high-quality retail asset with predictable returns and limited management intensity.

PROPERTY HIGHLIGHTS

- 40,810 SF Retail Strip Center
- 100% Leased — Fully Stabilized
- Year Built 1983
- Shadow Anchored by Walmart
- Prime Highway 85-87 Frontage
- Abundant On-Site Parking
- Minutes from Colorado Springs
- Strong National and Regional Tenant Mix





LISTING PRICE

\$12,350,000



CAP RATE

6.68%



NOI

\$824,494



WALT

(Weighted Average Lease Term)

4.6 Years



RETAIL UNITS

10



OCCUPANCY

100%

INVESTMENT HIGHLIGHTS

-  **MILITARY MARKET — RECESSION-RESISTANT DEMAND**
The property sits along the primary commercial corridor serving Fountain and the Fort Carson military community — one of the largest Army installations in the United States. This captive, stable consumer base supports consistent foot traffic and tenant demand regardless of broader economic conditions.
-  **EXCEPTIONAL OCCUPANCY WITH A DIVERSE, PROVEN TENANT BASE**
The property is 100% occupied across 10 active tenants representing a broad mix of uses — government, healthcare, fitness, dining, entertainment, and retail — reducing single-tenant risk and providing stable, diversified income.
-  **CREDITWORTHY GOVERNMENT ANCHORS**
Two federal and state government tenants — the US Armed Forces Recruiting Office and the Colorado Army National Guard — occupy a combined 6,280 SF and have maintained continuous occupancy since 2009 and 2015, respectively. Government tenants provide among the most secure income streams available in retail investment.
-  **LONG-TERM TENANCY — BUILT-IN STABILITY**
The tenant roster includes operators with decades of continuous occupancy at this location. Anytime Fitness has been in place since 2008, Just for Grins since 2007, and H&R Block since 2005. The weighted average lease term extends well into the late 2020s and early 2030s, with Area 51 Smoke & Vape committed through 2033, Luchals through 2034, and Woven Care through 2035.
-  **NNN LEASE STRUCTURE — PASSIVE INCOME**
Most leases are structured on a NNN basis, with tenants responsible for their pro rata share of operating expenses. This structure minimizes landlord exposure and provides a predictable, low-management income stream.
-  **BUILT-IN RENT GROWTH**
The majority of leases include annual rent escalations of 2–3%, providing contractual income growth and a natural hedge against inflation throughout the lease terms.

SURROUNDING RETAIL



PROPERTY OVERVIEW

The Mart Shopping Center is a 40,810 RSF retail strip center situated on 4.86 AC, located along US Highway 85-87 in Fountain, Colorado, the primary commercial spine of the Fountain Valley and one of the most active retail corridors in Southern Colorado. The property has direct highway frontage, on-site surface parking, multiple points of ingress and egress, and immediate access to the dense and growing trade area it serves.

Originally built in 1983, The Mart delivers a modernized asset with updated finishes, a fully built-out tenant base, and no capital work to anticipate.

The center is 100% leased across 10 active tenants representing a diverse mix of uses: government, healthcare, fitness, dining, entertainment, and everyday services. That mix reflects a tenant base drawn here by the same fundamentals that make it attractive to investors: strong daily traffic, a growing residential population, and direct proximity to Fort Carson Army Installation.

The Mart sits in the shadow of Walmart, one of the corridor's primary retail anchors, benefiting from consistent co-tenancy foot traffic year-round. The surrounding environment includes Dollar Tree, IHOP, and Wendy's. Adding further momentum to the corridor, a new King Soopers recently opened as part of a 21-acre mixed-use development at Mesa Ridge Parkway and Syracuse Street, featuring inline shops, multiple out parcels, a drive-thru pharmacy, and a fuel center. That development, eight years in the making and developed by Evergreen Devco, is a clear signal that national retailers have conviction in this market. It is also a direct driver of increased consumer traffic throughout the Fountain Valley trade area.

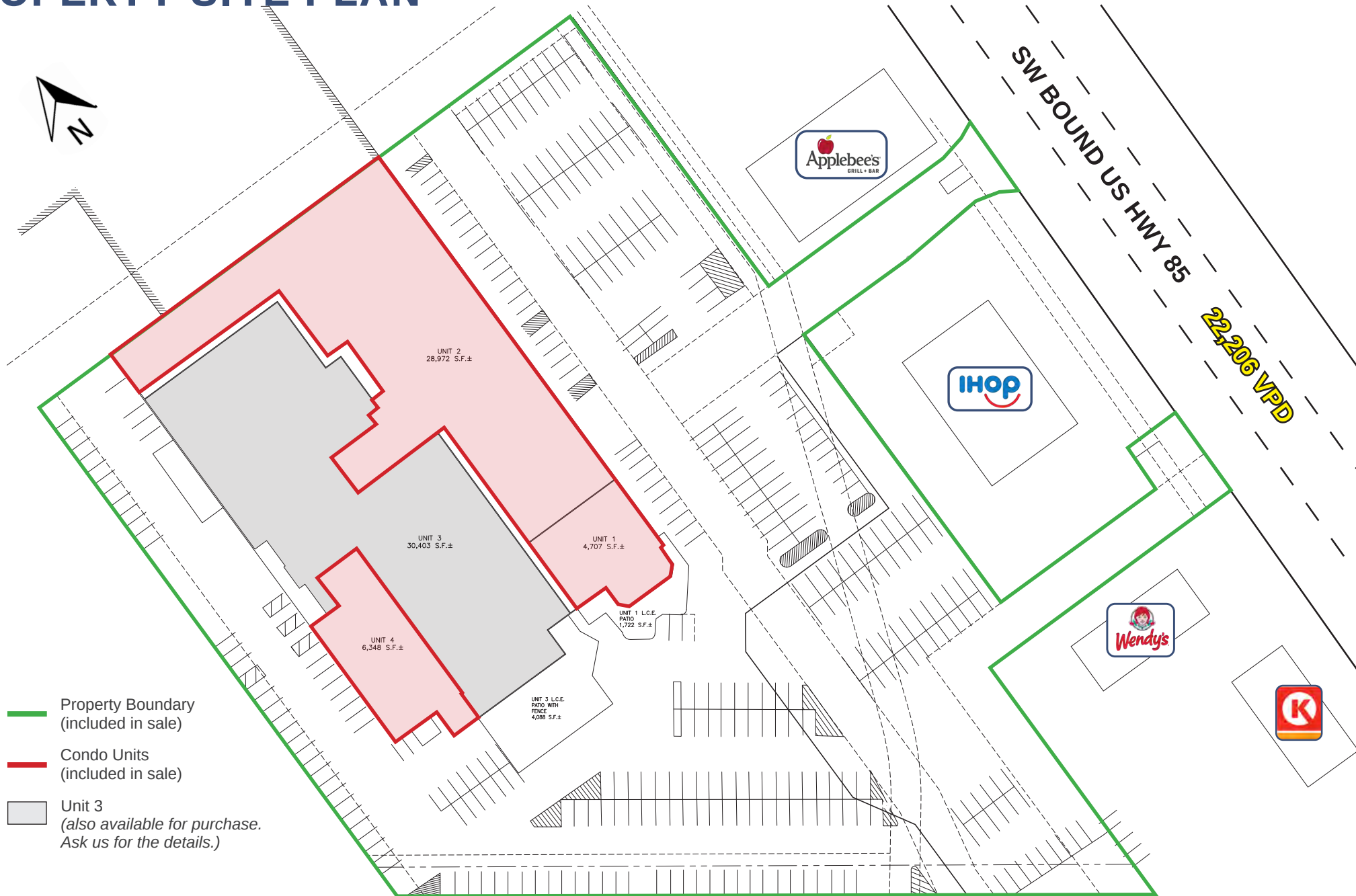
PROPERTY DETAILS

Building SF	40,810 SF (3 Units)
Total Condo Units	3 Units (Unit 1, Unit 2, & Unit 4) <i>*Unit 3 is also available for purchase. Ask us for the details.</i>
Total Retail Units	10 (100% Occupied)
Year Built	1983
Total Site Size	±4.86 Acres
Owner's Association	Yes
County	El Paso
Taxes	\$83,797.43

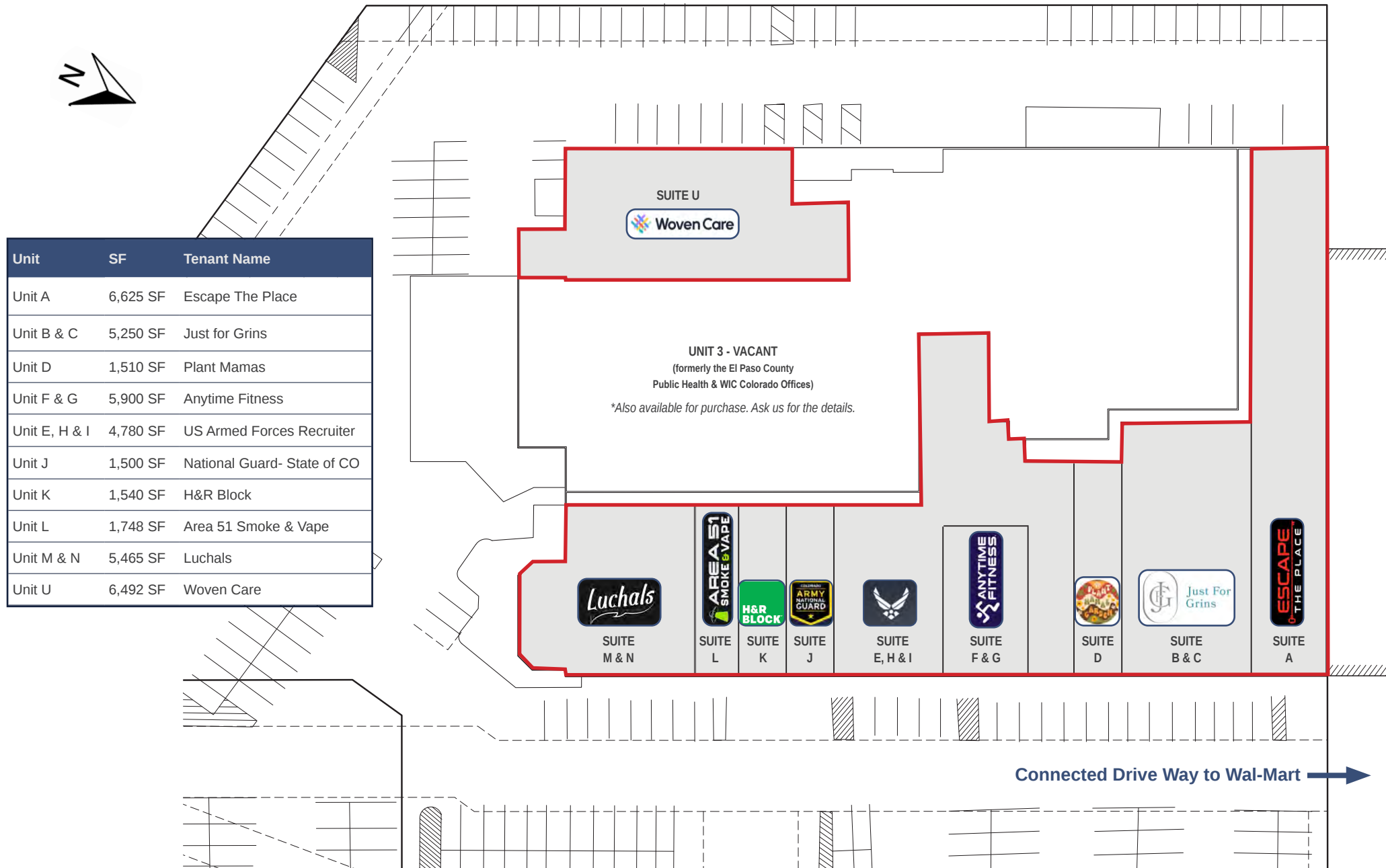




PROPERTY SITE PLAN



SPACE / TENANT OVERVIEW



TENANT PROFILES



ESCAPE THE PLACE UNIT A | 6,625 SF

An immersive escape room entertainment venue offering themed puzzle and adventure experiences for groups. A destination use that draws consistent foot traffic.



JUST FOR GRINS UNITS B & C | 5,250 SF

Just for Grins has been at this location since 2007, nearly 18 years. A combined dental and eye wear services provider offering convenient one-stop healthcare retail, they represent exactly the kind of operator that signals a landlord's best reference: a tenant with the ability to relocate anywhere in the corridor who has chosen to stay. That choice speaks louder than any lease language.



PLANT MAMAS GARDEN UNIT D | 1,510 SF

A boutique plant and garden retail shop offering houseplants, succulents, and related goods.



US ARMED FORCES RECRUITER UNITS E, H & I | 4,780 SF

The US Armed Forces Recruiting Office has maintained continuous occupancy at The Mart since 2009, 16 years at this location. As a federal government tenant, it carries among the most secure income streams available in retail investment: it does not miss rent, does not close locations on short notice, and its presence here is not incidental. Military recruiters chose this specific corridor to serve the Fort Carson community, making The Mart a purpose-driven location with government-grade credit.

TENANT PROFILES



ANYTIME FITNESS UNITS F & G | 5,900 SF

Anytime Fitness has been at this location since 2008 — nearly two decades. A nationally franchised 24-hour fitness operator serving the Fountain and Fort Carson corridor, they have had every opportunity to relocate to newer space and have chosen not to. That kind of tenure does not happen at a property that under performs. It happens at a property that works. Long-term anchor tenant.



NATIONAL GUARD – STATE OF COLORADO UNIT J | 1,500 SF

The Colorado Army National Guard has maintained continuous occupancy at The Mart since 2015 — 11 years at this location. As a state government tenant, it delivers the same credit quality and stability as its federal counterpart: government-grade income with corridor-specific purpose. Combined with the Armed Forces Recruiting Office, The Mart carries two government anchors that have collectively occupied this property for over 27 tenant-years.



H&R BLOCK UNIT K | 1,540 SF

A nationally franchised tax preparation and financial services provider. H&R Block has been at this location since 2005. A national brand with thousands of locations across the country has had every opportunity to consolidate, relocate, or close this unit, and has chosen to stay for two decades. For investors, a 20-year occupancy history at a single location signals exactly the kind of embedded, low-risk tenancy that underwrites long-term income confidence.

TENANT PROFILES



AREA 51 SMOKE & VAPE UNIT L | 1,748 SF

A vape and smoke shop offering vaping products, accessories, and related merchandise. Recently occupied, contributing to the property's 100% occupancy figure.



LUCHALS UNITS M & N | 5,465 SF

A Black-owned, veteran-operated Southern seafood and soul food restaurant established in 2016, Luchals has built a loyal community following with standout dishes like shrimp and grits, fried catfish, and red beans and rice. With a lease running through 3/31/2034 and a strong Yelp presence that reflects real community embeddedness, this is the kind of operator that does not move. An independent, veteran-owned restaurant with roots in this corridor and a commitment through 2033 tells investors everything they need to know about the relationship between this tenant and this trade area.



WOVEN CARE UNIT U | 6,492 SF

Woven Care is the longest-committed tenant in the center, with a lease running through 7/31/2035. A multi-location pediatric therapy clinic offering ABA, physical therapy, occupational therapy, and speech therapy, Woven Care accepts TRICARE — a deliberate choice that directly connects this tenant to the Fort Carson population and signals purposeful placement in this corridor, not a generic site selection. With over 15 years of experience and a reputation for serving military families, Woven Care is a leading pediatric care provider in Colorado and represents the kind of long-term, community-embedded operator that anchors investor confidence.

LOCATION OVERVIEW

Located along US Highway 85-87 in Fountain, Colorado, The Mart Shopping Center sits at the center of one of the most active and growing retail corridors in Southern Colorado. The property offers immediate access to a dense and expanding trade area serving both the City of Fountain and the broader Fountain Valley — a combined market of over 109,000 residents.

Fountain's strategic position along the Front Range places the property minutes from Colorado Springs to the north and provides direct connectivity to I-25 and the greater southern Colorado Springs metro. The Highway 85-87 corridor serves as the primary commercial spine of the Fountain Valley, carrying strong daily vehicle traffic and providing exceptional visibility for retailers and their customers.

The surrounding retail environment is anchored by major national brands including Walmart, IHOP, Dollar Tree, and Wendy's — creating a proven destination for everyday shopping and services. The area continues to attract new investment, most notably a new 21-acre King Soopers-anchored development currently underway just minutes from the site, further reinforcing Fountain's position as a growing retail market.

The property also benefits from its proximity to Fort Carson Army Installation — one of the largest military bases in the United States — providing a stable, consistent, and recession-resistant consumer base that drives retail demand throughout the corridor year-round.

LOCATION HIGHLIGHTS

- Primary Highway 85-87 Frontage
- Serving a Trade Area of 109,000+ Residents
- Minutes from Colorado Springs
- Adjacent to Major National Retailers
- Proximate to Fort Carson Army Installation
- Direct Access to I-25 and Front Range Corridor
- New King Soopers Development Underway Nearby



WHY FOUNTAIN & S. COLORADO SPRINGS

MILITARY-DRIVEN STABILITY

Fountain serves as a natural neighbor to Fort Carson Army Installation, one of the largest military installations in the country, providing a consistent and recession-resistant consumer base that drives steady retail spending throughout the corridor.

A MARKET ON THE MOVE

Fountain has been experiencing double-digit growth since the 1990s, reaching a city population of 32,151 while serving a broader Fountain Valley trade area of 109,639 residents — making it one of the most consistently growing communities along Colorado's Front Range. Employment in the city grew from 12,900 to 13,100 between 2023 and 2024, with a median property value of \$398,000 and a homeownership rate of 72.8% — a stable, owner-occupied customer base that supports retail demand year-round.

A RETAIL CORRIDOR WITH REAL MOMENTUM

6436 S Highway 85-87 sits along one of Fountain's highest-visibility corridors, just minutes from Colorado Springs, with prime frontage and strong daily traffic counts of 22,206–22,451 VPD on US Highway 85 (CoStar 2024/2025). The Mart is a shadow center to Walmart and is anchored by national retail tenants including Anytime Fitness, Dollar Tree, and Goal Academy — with excellent exposure and access from US Highway 85.

BUSINESS-FRIENDLY ENVIRONMENT

Businesses and investors in Fountain benefit from the Colorado Enterprise Zone Program, Colorado Job Growth Incentive Tax Credit, and Colorado Advanced Industries Accelerator Programs — designed to encourage investment and job creation in the region.

NEW DEVELOPMENT

FUELING FUTURE DEMAND

A new 21-acre development anchored by a King Soopers recently opened at the corner of Mesa Ridge Parkway and Syracuse Street, featuring inline shops, multiple out parcels, a drive-thru pharmacy, and a fuel center. Developed by Evergreen Devco and eight years in the making, this development is a clear signal that national retailers have conviction in this market.

THE BOTTOM LINE

Fountain is no longer a sleeper market. With a growing population, strong military presence, new national retail investment, and a 100% leased asset on one of the area's primary commercial corridors, 6436 S US Highway 85-87 represents a stabilized investment in one of Southern Colorado's most active and expanding trade areas.

COLORADO SPRINGS AREA

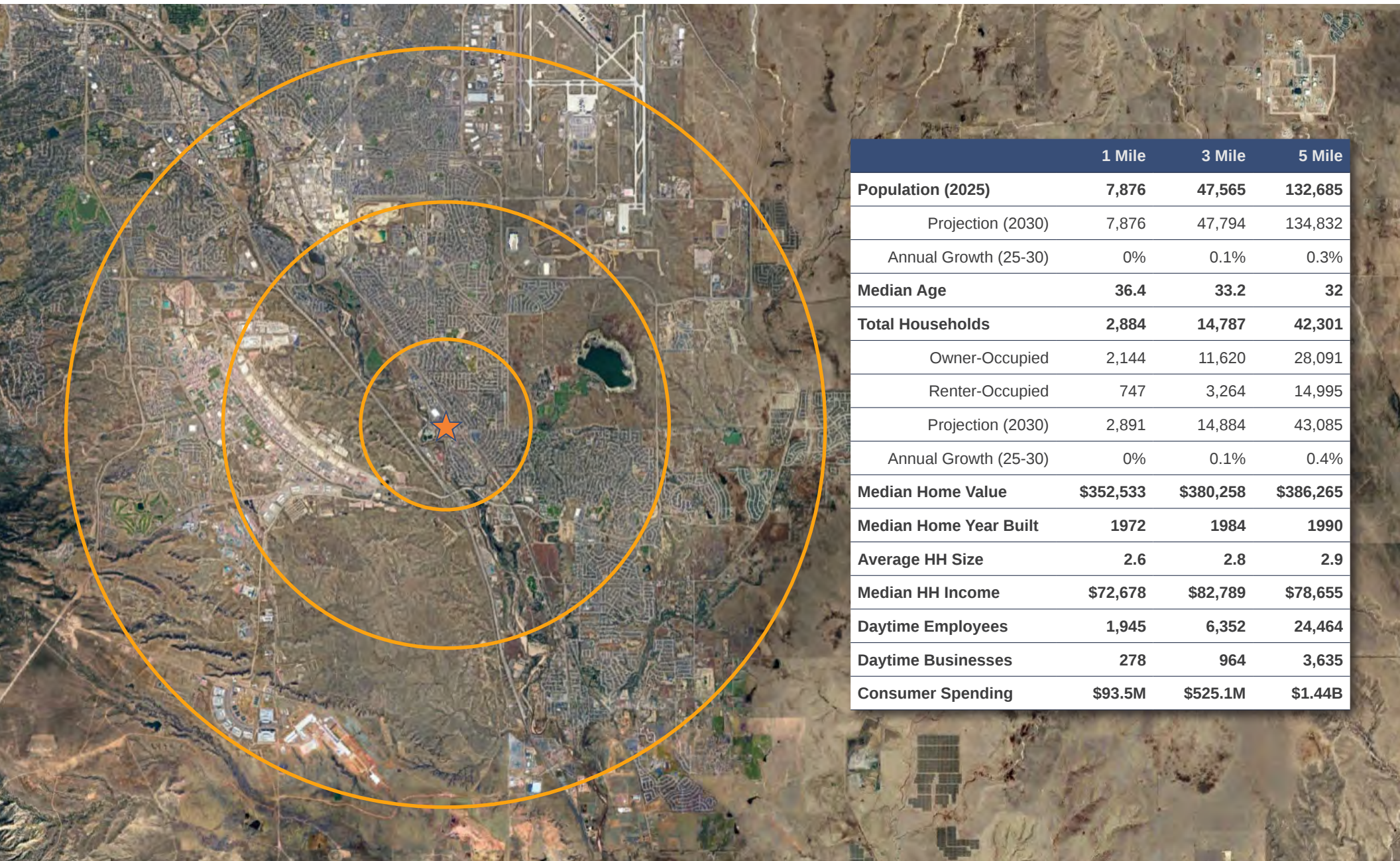


#2 BEST PLACE TO LIVE
U.S. NEWS & WORLD REPORT

#9 BEST PERFORMING CITY
MILKEN INSTITUTE, 2022

#13 MOST EDUCATED CITY IN AMERICA
WALLETHUB, 2022

AREA DEMOGRAPHICS



	1 Mile	3 Mile	5 Mile
Population (2025)	7,876	47,565	132,685
Projection (2030)	7,876	47,794	134,832
Annual Growth (25-30)	0%	0.1%	0.3%
Median Age	36.4	33.2	32
Total Households	2,884	14,787	42,301
Owner-Occupied	2,144	11,620	28,091
Renter-Occupied	747	3,264	14,995
Projection (2030)	2,891	14,884	43,085
Annual Growth (25-30)	0%	0.1%	0.4%
Median Home Value	\$352,533	\$380,258	\$386,265
Median Home Year Built	1972	1984	1990
Average HH Size	2.6	2.8	2.9
Median HH Income	\$72,678	\$82,789	\$78,655
Daytime Employees	1,945	6,352	24,464
Daytime Businesses	278	964	3,635
Consumer Spending	\$93.5M	\$525.1M	\$1.44B

DISCLAIMER

The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been any change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

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