

4002 W SAGINAW

Offering Memorandum  June 2026



INVESTMENT SALE
4002 W. Saginaw Hwy.
Lansing, MI

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EXECUTIVE SUMMARY

VALUE-ADD LEASING AND REPOSITIONING OPPORTUNITY:

The property's current tenancy provides a clear path for future income growth through a combination of vacancy absorption and tenant mix optimization. With 86% occupancy and several local tenants occupying below-market positions within the center, ownership has the opportunity to attract additional regional and national retailers that complement the existing lineup. The corridor's established retail presence, consumer traffic, and retailer demand create a compelling opportunity to elevate the merchandising profile and drive long-term revenue growth.

STRONG MIX OF NATIONAL, REGIONAL, AND INDEPENDENT OPERATORS

The center is anchored by a diverse tenant roster that includes nationally recognized brands, expanding regional concepts, and established local businesses. National tenants include Aaron's, which operates approximately 1,200 company-operated and franchised locations throughout North America and occupies 9,188 SF (14.1% of GLA), and Little Caesars, one of the world's largest pizza chains with more than 4,200 U.S. locations, occupying 3,000 SF (4.6% of GLA). Regional retailer SNIPES, a leading sneaker and street-wear brand with more than 450 locations worldwide, occupies 7,000 SF (10.7% of GLA). Together, these tenants provide brand recognition, stable occupancy, and consistent customer traffic that complements the center's strong lineup of local operators.

DOMINANT WEST LANSING RETAIL LOCATION

The property is positioned within one of Greater Lansing's most established and expansive retail corridors, stretching more than four miles along W. Saginaw Highway. The corridor is home to virtually every major retail category, including grocery anchors such as Meijer, Kroger, and Aldi; national soft goods retailers including Target, Burlington, and TJ Maxx; and leading restaurant brands such as Chick-fil-A, Panda Express, Starbucks, Panera Bread, and Culver's. Supported by hundreds of additional retailers, restaurants, service providers, and entertainment uses, the corridor serves as a primary shopping destination for consumers throughout the Greater Lansing region.

STRONG TRAFFIC EXPOSURE:

The property benefits from exceptional traffic volumes along the surrounding corridor, with approximately 25,362 vehicles per day on W. Saginaw Highway and 17,338 vehicles per day on Waverly Road, providing consistent visibility, strong accessibility, and daily consumer traffic to the center.

DESIRABLE DEMOGRAPHICS:

The asset is strategically positioned within one of Greater Lansing's most densely populated areas, drawing from approximately 117,501 residents within a 5-mile radius. With more than 52,000 households and an average household income of \$81,531, the surrounding community offers a broad and established customer base.

HIGHWAY ACCESS AND REGIONAL CONNECTIVITY:

Located along W. Saginaw Highway with convenient access to Interstate 496 and Interstate 69, the property benefits from exceptional regional connectivity throughout the Greater Lansing market. The center provides convenient access for residents, commuters, and visitors traveling from Lansing, Delta Township, East Lansing, and surrounding communities, supporting strong customer traffic and long-term retail demand.

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OFFERING SUMMARY



\$5,300,000
(\$81.30 PSF)
LIST PRICE

\$400,603
NOI

7.55%
CAP RATE

82.9%
OCCUPANCY

65,191
RENTABLE SF

5.34 Acres
PARCEL SIZE



SIZE:
65,823 SF



PARCEL:
5.34 Acres



BUILT:
1959, Renovated 1993



PARKING:
220±



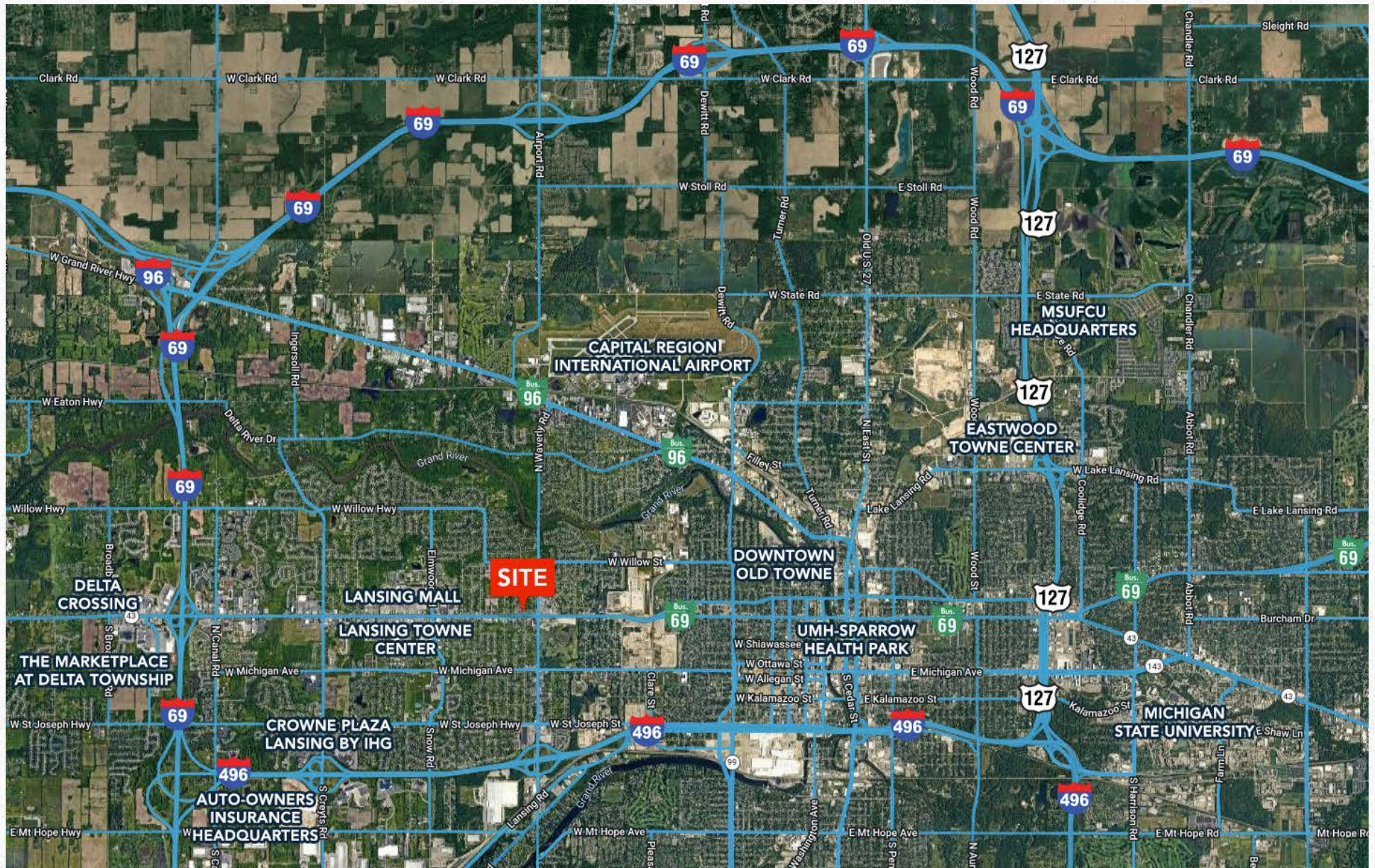
BUILDING SPECIFICATIONS

4002 W. SAGINAW HWY., LANSING, MI 48917

Description	65,191 SF multi-tenant retail strip center
Year Built	1959, Renovated 1993
Zoning	"C", Commercial District
Exterior	Masonry Construction
Roof	Flat asphalt and EPDM roof
HVAC	Forced air furnace and central air conditioning for all the suites
Electrical	Each suite is separately metered with the electrical typically 200-amps and single phase. The building has three-phase power available in some of the suites.
Signage	Pylon and building signage
Parking	220± Spaces
Parking Ratio	3.4/1,000 SF
Exterior Doors	Storefront glass entry doors with aluminum frames, three 8'x8' dock doors and one 10'x9' overhead door
Acres	5.34
Taxing Authority	Delta Charter Twp.
Parcel Number	040-058-000-011-00
2025 Taxes	\$120,293
2026 Assessed Value/SEV	\$1,932,400
2026 Taxable Value	\$1,872,135



AERIAL MAP



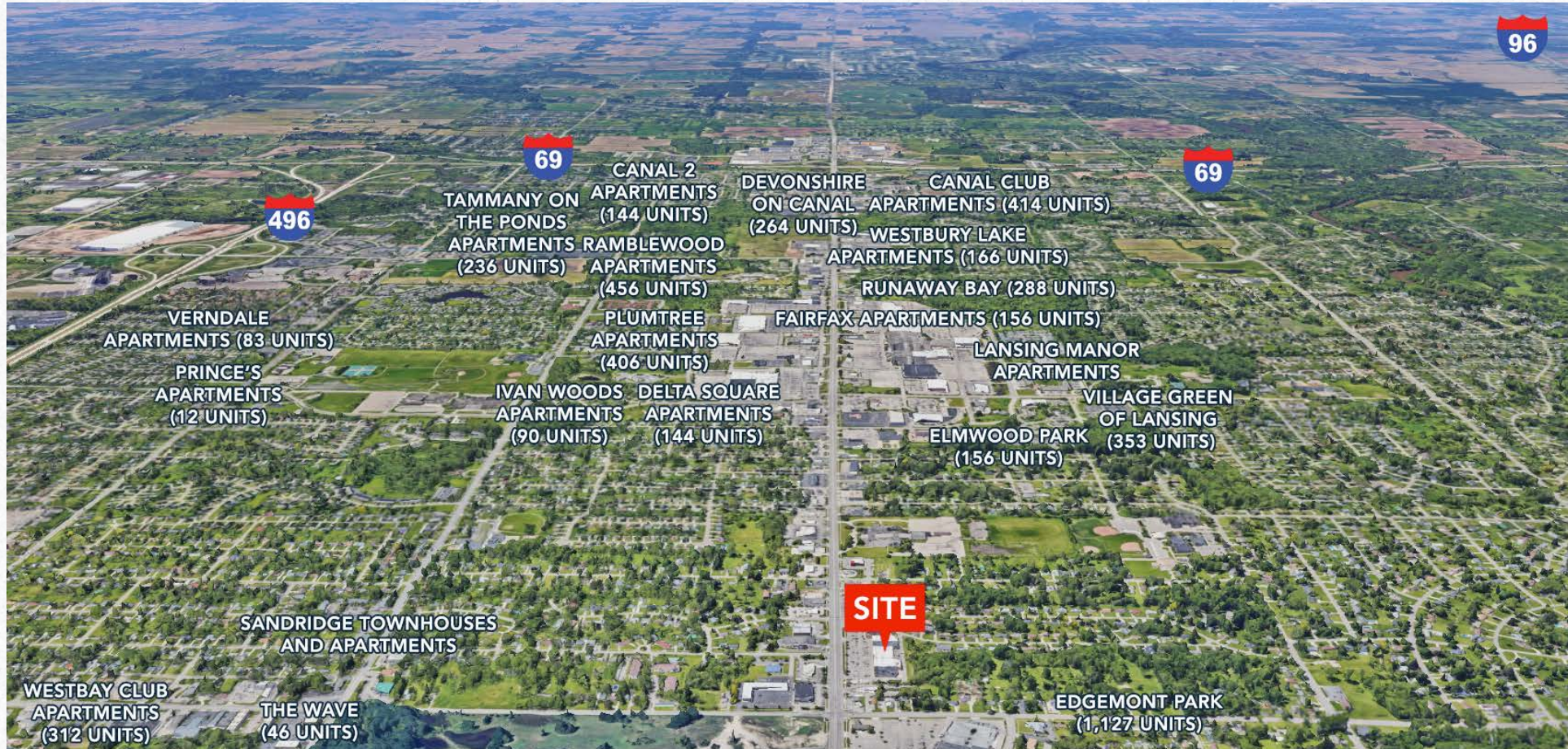


NEARBY RETAILERS





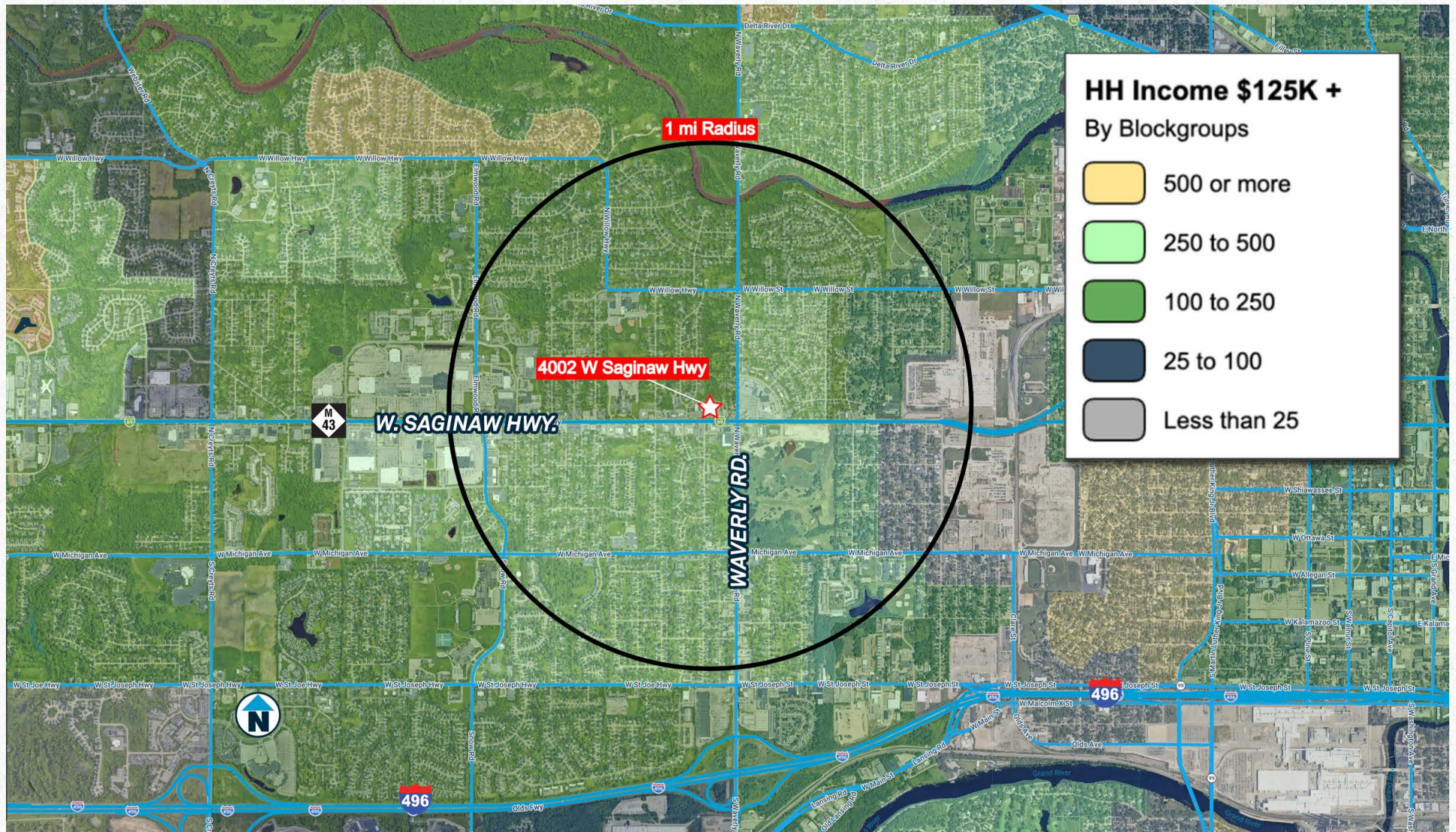
NEARBY RESIDENTIAL HOUSING



DEMOGRAPHICS

Proximity	1-Mile	3-Miles	5-Miles
Population	9,251	60,532	136,147
Households	4,217	27,910	60,590
Average HH Income	\$89,086	\$83,605	\$81,363

HOUSEHOLD INCOME RADIUS





SITE PLAN





TENANT PROFILES



Aaron's, LLC Founded in 1955 and headquartered in Atlanta, Georgia, Aaron's is a leading mechanical provider of lease-to-own and retail purchase solutions for furniture, appliances, electronics, and other home goods. The company serves customers through approximately 1,200 company-operated and franchised stores across 47 states and Canada, as well as its e-commerce platform, Aarons.com. Aaron's has built a strong national brand by offering flexible ownership options, convenient payment plans, and a broad selection of household products. With decades of operating history and an extensive North American footprint, Aaron's remains one of the most recognized and established names in the lease-to-own industry.

Lease Abstract	
Tenant	Aaron's LLC
SF	9,188
Lease Commencement	1/1/21
Term Expiration	12/31/30
Lease Type	NNN
Renewal Options	Two 5-Year



ZPS, Inc. d/b/a Dollar Deal Dollar Deal is a locally owned discount retailer serving the Lansing market with a variety of everyday essentials, household goods, seasonal merchandise, and convenience items. Known for its value-oriented pricing and neighborhood-focused service, the store has been a part of the community since 2005 and was relaunched under new ownership in 2023.

Lease Abstract	
Tenant	Dollar Deal
SF	7,000
Lease Commencement	1/1/23
Term Expiration	12/31/35
Lease Type	Modified Gross
Renewal Options	Two 3-Year



Nina Blanchard d/b/a Jenny Nail Jenny Nail Salon is an independently owned beauty salon specializing in nail care, manicures, pedicures, and related beauty services. Serving the Lansing community for more than eight years, the salon has built a loyal customer base through personalized service, quality workmanship, and a welcoming atmosphere.

Lease Abstract	
Tenant	Jenny Nail
SF	2,050
Lease Commencement	1/1/26
Term Expiration	12/31/35
Lease Type	NNN
Renewal Options	Two 5-Year

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TENANT PROFILES



Elmwood Pizza Mgt, LLC d/b/a Little Caesars Founded in 1959 and headquartered in Detroit, Michigan, Little Caesars is one of the world's largest pizza chains and a leader in the quick-service restaurant industry. Known for its value-driven offerings and innovative Hot-N-Ready® program, the brand has grown to more than 4,300 locations worldwide, including approximately 4,200 restaurants across the United States. Little Caesars operates in all 50 states and 30 international countries and territories, supported by a strong franchise network and widely recognized brand presence.

Lease Abstract	
Tenant	Little Caesars
SF	3,000
Lease Commencement	1/31/14
Term Expiration	9/30/30
Lease Type	NNN
Renewal Options	Two 5-Year



MJ Tools Corp d/b/a Indoor Grow For more than five years, IGS Indoor Grow Supply has served the Lansing market as a specialty supplier of indoor growing equipment, cultivation products, and related accessories. The business is known for its knowledgeable staff, broad product selection, and commitment to supporting both hobbyist and professional growers.

Lease Abstract	
Tenant	Indoor Grow
SF	7,238
Lease Commencement	8/1/21
Term Expiration	9/30/27
Lease Type	NNN
Renewal Options	Two 3-Year



Mr. Alan's Men's Bootery, Inc. d/b/a SNIPES Founded in Germany in 1998, SNIPES is a leading global retailer of sneakers, apparel, and streetwear with U.S. headquarters in Philadelphia, Pennsylvania. The company operates more than 450 stores worldwide, including over 300 locations throughout the United States. SNIPES has expanded its footprint through strategic acquisitions of brands including KicksUSA, Mr. Alan's, Jimmy Jazz, and Expressions, strengthening its presence in key markets across the country. Known for its connection to youth culture, music, and fashion, SNIPES offers a curated selection of footwear, apparel, and accessories from many of the world's leading athletic and lifestyle brands.

Lease Abstract	
Tenant	Elite Mr. Alan's
SF	7,000
Lease Commencement	12/1/16
Term Expiration	11/30/27
Lease Type	NNN
Renewal Options	Four 5-Year

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TENANT PROFILES



Ross Education, LLC Ross Education is a career training institution focused on preparing students for careers in healthcare and skilled trades. Founded in 1969, the organization operates 43 campuses throughout Alabama, Indiana, Iowa, Kentucky, Michigan, Ohio, Tennessee, and West Virginia. Ross offers hands-on training programs in fields such as medical assisting, dental assisting, veterinary assisting, pharmacy technician, and allied health services. With a mission centered on workforce development and career readiness, Ross Education has helped thousands of students gain the skills and training needed to enter high-demand professions.

Lease Abstract	
Tenant	Ross Education LLC
SF	7,891
Lease Commencement	11/1/07
Term Expiration	1/31/29
Lease Type	NNN
Renewal Options	One 5-Year



Tri Fitness, LLC FitStop24 is a franchise-based 24-hour fitness center operator offering convenient access to fitness equipment, group classes, and wellness amenities. With more than 25 locations and over 30,000 members across Indiana and Michigan, the brand has established itself as a leading regional fitness provider focused on affordability, accessibility, and community engagement.

Lease Abstract	
Tenant	Tri Fitness LLC
SF	10,000
Lease Commencement	1/1/25
Term Expiration	12/31/29
Lease Type	NNN
Renewal Options	None

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WHY GREATER LANSING?



473,011
Residents



418
Manufacturing
Companies in MSA



10
Colleges &
Universities



239,441
Labor Force
Population

2024-2025 Stats

25.4%

Bachelor Degree
Or Higher

VS 22.6% - U.S.
19.2% - Michigan

\$427 M

Contributed to
local Economy through
Supply Chain Segment

3.39%

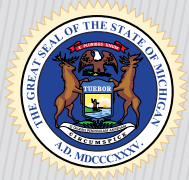
Unemployment
Rate (July)

VS 4.2% - U.S.
5.3% - Michigan





LARGEST EMPLOYERS



MICHIGAN STATE
UNIVERSITY

➤ PECKHAM

JACKSON
NATIONAL LIFE INSURANCE COMPANY



M
UNIVERSITY OF MICHIGAN
HEALTH-SPARROW
MICHIGAN MEDICINE

LANSING
COMMUNITY
COLLEGE



Auto-Owners Insurance
Life Home Car Business

McLaren



ECONOMIC HIGHLIGHTS



East Lansing is home to **Michigan State University** a premier research university with **nearly 52,000 students** and **over 20,260 employees**



The **Lansing** market is home to **8 insurance company HQ's**, collectively responsible for **\$30 billion** in annual premiums/revenue



Lansing is home to three **GM** facilities that **employ over 5,800 workers**



2018-2022 **Regional** Growth in high-tech employment: **12.2%**. Between 2019 and 2023, Area **GDP increased by 10.3%**

Martin Your Vision. Our Mission.

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Brokerage
Services



Property
Management



Construction
Services



Investment
Services



Corporate
Services

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