

EXECUTIVE SUMMARY

West Willow Grocery-Anchored Shopping Center

215 West Willow Street | Lafayette, Louisiana 70501



OFFERED EXCLUSIVELY BY



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PROPERTY OVERVIEW

 **PRICE**
\$4,610,000

Cap Rate:	8.75%
NOI:	\$403,401
Price/SF:	\$45.98
Building GLA:	100,264 SF
Total Land Area:	9.50 AC
Year Built:	1998
Economical Occupancy:	100%
Parcel ID:	6020237

Marcus & Millichap is pleased to exclusively list for sale West Willow Grocery-Anchored Shopping Center, a grocery-anchored retail center with 100,264 square feet of leasable area, located at 215 West Willow Street in Lafayette, Louisiana.

West Willow Shopping Center is located at the southwest corner of West Willow Street and Evangeline Thruway, seeing approximately 75,000 vehicles per day. This intersection is an important retail hub in its submarket, evidenced by the property's anchor tenant, Super 1 Foods, which ranks in the top 89 percent of foot traffic for locations nationwide, according to Placer AI. The subject property's co-anchor, dd's Discounts, ranks in the top 75 percent of locations in Louisiana for foot traffic, according to Placer AI.

West Willow Shopping Center is offered at a price of \$4,610,000 (\$45.98 per square foot), which represents an 8.75 percent day one cap rate. The Offering is 100 percent economically occupied and 88 percent physically occupied. Suite 207 (8,450 square feet) and Suite 209 (3,200 square feet) are vacant, and the seller shall sign Master Leases at closing for those units for three years at a rental rate of \$10 per square foot. The total Master Lease rent over the three-year term, in the amount of \$349,500, shall be escrowed with Title, to guarantee the Buyer's monthly receipt of Master Lease rent for Suites 207 and 209, or to be used as agreed to between Buyer and Seller, towards concessions to lease the unit(s) to new tenant(s). The 8.75 percent day one cap rate underwrites the rent payments made through the Master Lease.

INVESTMENT HIGHLIGHTS



Super 1 Foods is a Top Performing Location Nationwide:

- Tenant Boasts an Extremely Healthy Rent-to-Sales Ratio of 0.64 Percent.
- Top 11 Percent Performer, Per Placer AI



Super 1 Foods is Committed to This Proven Location:

- Tenant Since 1998
- Tenant Completed Renovation of Approximately \$7 Million in 2023.



Attractive Cashflow at Desirable Cost Basis:

- 8.75 Percent Day One Cap Rate
- Property is Priced Significantly Below Replacement Cost at \$46/SF



Property is 84 Percent Occupied by Credit Tenants: Super 1 Foods and dd's Discounts



Located at the Southwest Corner of West Willow Street and Evangeline Thruway: Approximately 75,000 Vehicles Per Day

AERIAL

Parkway Plaza Shopping Center



20,995
VPD

W Willow Street



dd's DISCOUNTS



Placer.ai 189/350
Nationwide Locations

Approximately 245,000 Visits Per Year
Top 54% for Foot Traffic Nationwide

Walgreens
Operates In-Store

Super 1 Foods



Placer.ai 6/48
Nationwide Locations

Approximately 770,000 Visits Per Year
Top 11% for Foot Traffic Nationwide

The Hub
New Retail Development
Under Construction



4,700 SF
indoor space
5,500 SF
outdoor space



53,567
VPD

NW Evangeline Thruway



Little Caesars



AERIAL



McDonald's

53,567
VPD

SUBWAY



167

NW Evangeline Thruway

Little Caesars

Checkers
CRAZY GOOD FOOD

Super 1 Foods

Walgreens
Operates In-Store

dd's
DISCOUNTS

SONIC

20,995
VPD

W Willow Street

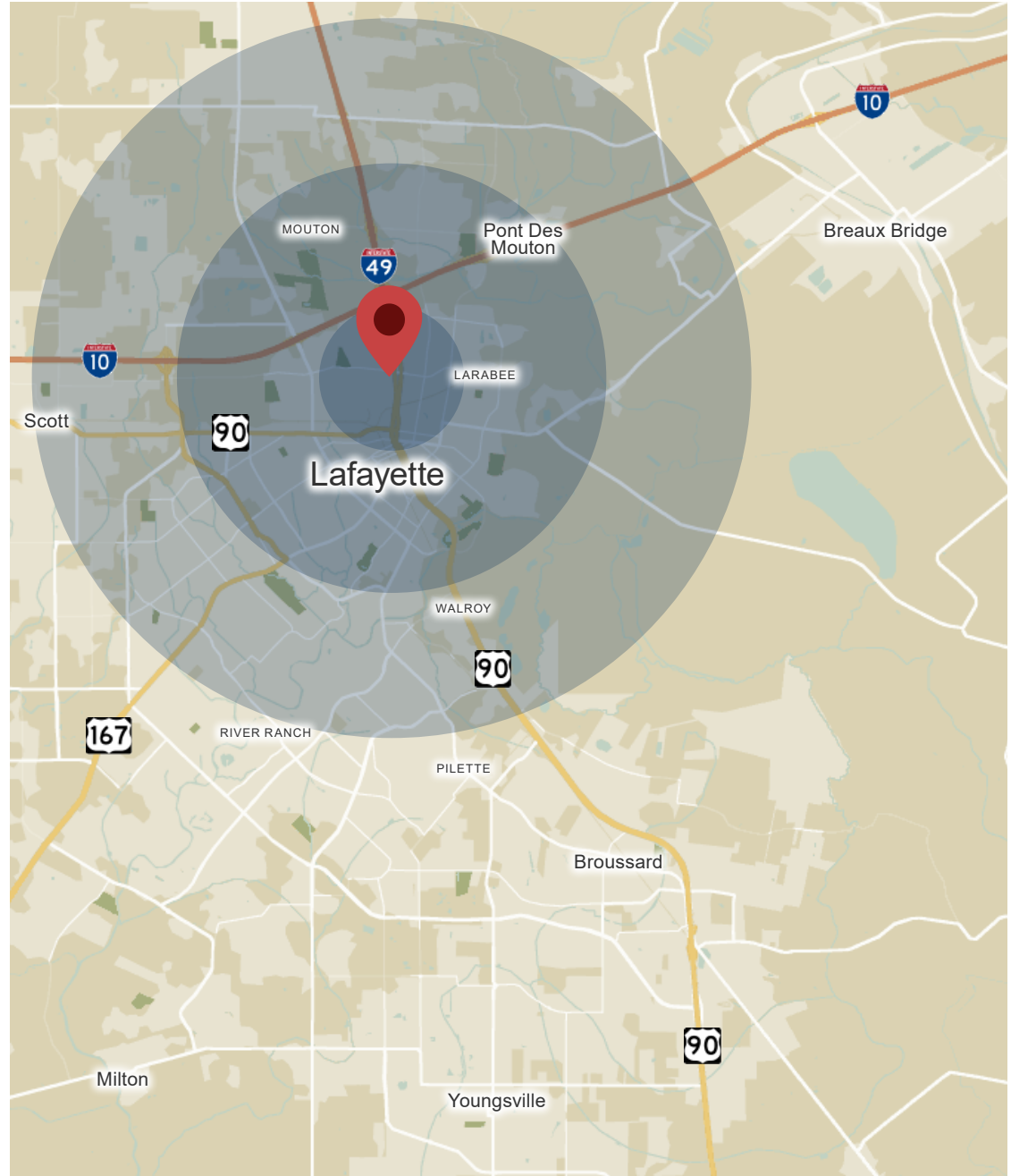


PROPERTY PHOTOS



DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
2030 PROJECT. POPULATION	10,426	50,752	106,982
2025 EST. POPULATION	10,239	49,716	104,407
CHANGE 2025-2030	1.82%	2.08%	2.47%
2025 MEDIAN AGE	37.0	37.0	38.0
POPULATION BY RACE	1 MILE	3 MILE	5 MILE
WHITE	9.16%	34.94%	49.08%
BLACK	84.84%	56.69%	39.79%
ASIAN	0.21%	1.41%	1.70%
AMERICAN INDIAN, ESKIMO, ALEUT	0.41%	0.41%	0.45%
HAWAIIAN, PACIFIC ISLANDER	0.04%	0.03%	0.03%
MULTI-RACE	3.63%	4.66%	5.74%
OTHER	1.70%	1.85%	3.21%
HISPANIC ORIGIN	3.25%	4.53%	6.91%
HOUSEHOLDS BY INCOME	1 MILE	3 MILE	5 MILE
\$200,000 OR MORE	0.80%	2.98%	5.11%
\$150,000 - \$199,999	0.53%	3.24%	4.29%
\$100,000 - \$149,999	3.54%	7.53%	10.95%
\$75,000 - \$99,999	5.07%	8.55%	10.30%
\$50,000 - \$74,999	17.38%	15.63%	16.24%
\$35,000 - \$49,999	12.08%	13.46%	13.11%
\$25,000 - \$34,999	14.47%	12.42%	11.13%
\$15,000 - \$24,999	20.54%	13.17%	11.14%
\$10,000 - \$14,999	11.21%	10.23%	7.70%
UNDER \$9,999	14.38%	12.80%	10.03%
AVERAGE HOUSEHOLD INCOME	\$38,606	\$55,013	\$70,006
MEDIAN HOUSEHOLD INCOME	\$28,699	\$40,613	\$53,405
PER CAPITA INCOME	\$16,319	\$25,281	\$31,482
MEDIAN PROPERTY VALUE	\$70,065	\$135,688	\$172,979



MARKET OVERVIEW

Lafayette, Louisiana, often referred to as the “Hub City” of Acadiana, is a dynamic and culturally rich city located in the heart of the southern United States.

Known for its vibrant Cajun and Creole culture, Lafayette offers a unique blend of music, cuisine, and traditions that make it a captivating place to live and visit. One of Lafayette’s major attractions is its lively music scene. The city is often hailed as the “Cajun and Zydeco Capital of the World,” with numerous venues showcasing these distinctive music genres. Lafayette’s culinary landscape is equally enticing, with a plethora of restaurants and eateries serving up delicious Cajun and Creole cuisine. From gumbo and jambalaya to crawfish étouffée and boudin, the city’s food offerings are a true reflection of its rich cultural heritage. Lafayette’s economy is diverse, with a strong presence in the oil and gas industry, healthcare, and education. The oil and gas sector has historically played a significant role in the city’s economy, with companies like Halliburton and Baker Hughes having a presence in the region. Lafayette is also home to Lafayette General Health, a leading healthcare provider in Acadiana. Educational institutions like the University of Louisiana at Lafayette contribute to the local economy and provide educational opportunities for the community. The city’s unique blend of culture, music, cuisine, and economic diversity makes it a vibrant and appealing market for businesses and residents alike. Lafayette’s strong sense of community and celebration of its rich cultural heritage continue to attract people from all walks of life, ensuring its status as a thriving and culturally significant city in Louisiana.



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Ultimately, our Debt Placement capabilities drive lenders to work in partnership with our retail clients to achieve a balanced capital stack that results in favorable leverage levels, loan pricing, terms, and options.



Lagos-Wolansky sales listing financed by Jamie Safier



NATIONAL PLATFORM
OPERATING WITHIN THE
FIRM'S **81** BROKERAGE
OFFICES



414 UNIQUE CAPITAL
SOURCES FUNDED MMCC
DEALS



1,557 CLOSED
DEBT & EQUITY
FINANCINGS



\$11.6B TOTAL
FINANCING
NATIONAL VOLUME

Year Ending December 31, 2025

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