

# Fairview Center



SOUTHWEST CORNER OF NORTH ILLINOIS STREET (IL ROUTE 159) & INTERSTATE 64  
FAIRVIEW HEIGHTS (ST. LOUIS MSA), ILLINOIS

# INVESTMENT HIGHLIGHTS



Mid-America Real Estate Corporation has been retained on behalf of the owner to sell the 100% fee simple interest in Fairview Center. The offering represents a rare opportunity to acquire a 100% leased regional center fully occupied by six national tenants. Strategically located in the heart of the most dominant regional trade area serving the eastern St. Louis suburbs, the property features a WALT of over 7 years.

<b>Address:</b>	6601 - 6651 N Illinois Street Fairview Heights, IL 62208
<b>Subject Gross Leasable Area:</b>	85,603 SF
<b>Major Tenants:</b>	Burlington Stores, Golf Galaxy (Dick's), DSW, Ulta Beauty, Men's Wearhouse, Fedex
<b>Occupancy:</b>	100%
<b>Year Built / Renovated:</b>	1970, expanded 1998, renovated 2024-25
<b>Traffic Counts:</b>	North Illinois Street – 33,900 VPD Interstate-64 – 83,000 VPD
<b>WALT:</b>	7.60 years
<b>Asking Price:</b>	<b>\$20,350,000</b>
<b>Cap Rate:</b>	<b>8.0%</b>
<b>Net Operating Income (Year 1):</b>	<b>\$1,627,600</b>





## STABLE INCOME STREAM | 7.60 YEAR WALT

Fairview Center is 100% leased to a reliable group of national anchor tenants and dynamic specialty shop retailers that perform well at the center. Anchored by the strong draws of **Burlington, Golf Galaxy (Dick's), DSW, and Ulta**, Fairview Center features a **WALT of 7.60 years**, investors can enjoy stable cash flows from one of the most desirable tenant lineups in the area.



## PREMIER MARKET LOCATION | EXCELLENT ACCESS & VISIBILITY

Ideally situated at the bustling “main & main” intersection of the Fairview Heights regional trade area, the center offers unparalleled access positioned immediately adjacent to the interchange of North Illinois Street with I-64. With traffic counts reaching **33,900 VPD** on North Illinois Street and **83,000 VPD** on Interstate 64, the center enjoys exceptional visibility and ease of access for potential customers, making it a convenient hub for residents of Fairview Heights and other nearby east suburban St. Louis communities including O’Fallon, Swansea, Belleville, Shiloh, and Collinsville.



## RECENT LEASING ACTIVITY AND STRONG TENANT RETENTION

Fairview Center has experienced exceptional leasing momentum over the past year, attracting Burlington and Golf Galaxy to relocate from within the trade area to backfill the former Bed Bath & Beyond store at very positive lease rate spreads. These two anchors combine for over 45,000 square feet and account for 53% of the GLA. Additionally, the center features a very high performing Ulta, and a recently right-sized DSW, both on lease extensions.



## PROMINENT RETAIL MARKET

The Fairview Heights submarket encompasses more than 4 million square feet of retail space. The area is anchored by St. Clair Square, a 1.1 million square foot enclosed super regional mall that features retailers including Macy’s, Dillard’s, JCPenney, H&M, and is situated directly across the street from Fairview Center. Other nearby centers include national retailers such as HomeGoods, Hobby Lobby, Petco, Best Buy, Planet Fitness, Barnes & Noble, Lowe’s, Kohl’s, Ross Dress for Less, Marshalls, Total Wine, Aldi, Schnucks, and many others.



## RECENT RENOVATIONS AND CAPITAL PROJECTS | MINIMAL FUTURE CAPITAL EXPENDITURES

Several major renovations and capital projects have been completed over the last two years, including new roofs over the entire center (with long term warranties), HVAC unit replacements, façade enhancements, and a complete resurfacing of the parking lot was completed in spring 2025. An investor should benefit from minimal near term capital expenditures thanks to the center’s excellent upkeep by its original ownership.



## BELOW MARKET OUTLOT TENANTS | VALUE ADD OPPORTUNITY

The outlot building is currently leased to FedEx and Men’s Wearhouse, national tenant draws but both paying below-market rents, presenting a valuable opportunity to capture the leasing spreads to market rents once renewal options are exhausted. Already on a separate tax parcel, this presents the future owner with a basis reduction opportunity to monetize the outparcel building and create cap rate arbitrage by selling the building separately at an attractive yield differential.

## EXCELLENT CUSTOMER BASE 5-MILE DEMOGRAPHIC PROFILE



116,152

Population



102,235

Daytime Population



49,546

Households



\$104,904

Average Household Income



\$220,079

Median Home Value

# LEASING PLAN



TENANT	UNIT	SQUARE FEET
DSW	01	17,472
Burlington	02A	24,502
Golf Galaxy	02B	20,509
Ulta Beauty	03	10,752
FedEx	04	5,072
Men's Wearhouse	05	7,296
<b>Total</b>		<b>85,603</b>

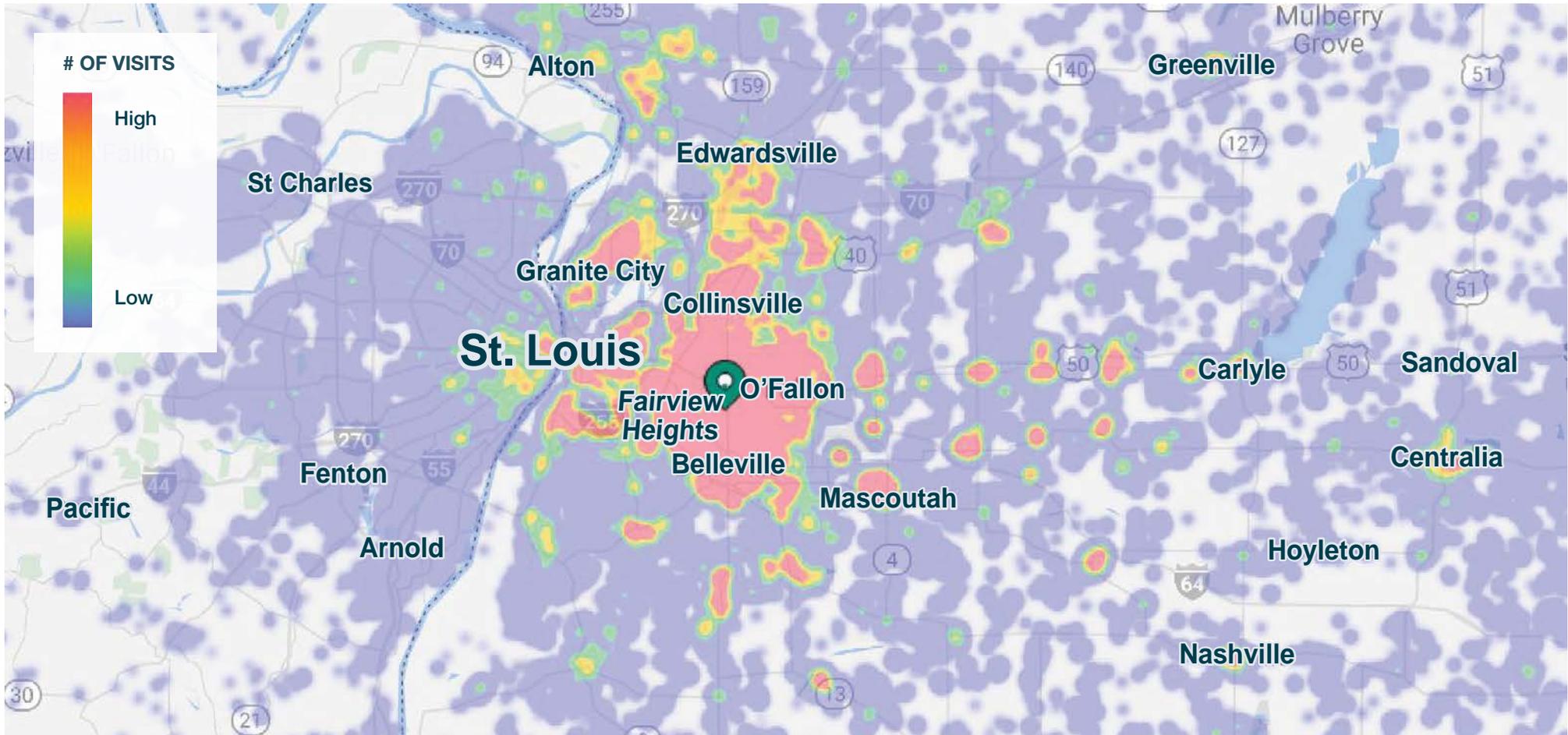


N Illinois Street (33,900 VPD)

Market Place

PYLON





True Trade Area*	70% of Visitors
Population	321,979
Trade Area Size	241.9 Sq. Mi
Number of Households	136,206

\* 'True Trade Area' measures statistics for the top 70% of visitors to the shopping center.

Fairview Center's Trade Area encompasses a population 250% larger than the population in a 5-mile radius.

Consumer base is highly diversified, with 50 different zip codes accounting for 80% of the trade area's visitors. No zip code accounts for more than 11% of the existing customer base.



# LOCATION & MARKET

- Fairview Center is positioned along the highly trafficked North Illinois Street and Interstate 64 in Fairview Heights, St. Clair County, Illinois, roughly 11 miles east of downtown St. Louis.
- The Fairview Heights regional trade area serves the surrounding upper middle-class and growing communities of the eastern suburbs of St. Louis including Fairview Heights, O'Fallon, Swansea, Belleville, Collinsville, Edwardsville and Shiloh.
- Fairview Heights is an established suburb in St. Clair County, the 3<sup>rd</sup> most populous county in Illinois outside of the Chicago metropolitan area. The county is also home to Scott Air Force Base, which employs over 15,000 civilians and enlisted personnel and contributes over \$3 billion in economic activity to the county each year.
- Close proximity to the major cultural and economic hub of St. Louis with 2.8 million people in the MSA. Major employers in the immediate area include Scott Air Force Base, Hospital Sisters Health System, and Southwestern Illinois College.

## STRONG DEMOGRAPHIC PROFILE

Distance from Subject:	3 miles	5 miles	7 miles
2025 Population	33,577	116,152	183,782
2025 Households	13,999	49,546	78,132
2025 Median Home Value	\$240,658	\$220,079	\$203,158
2025 Daytime Demographics	35,342	102,235	169,347
2025 Average Household Income	\$116,056	\$104,904	\$98,379
2025 Median Household Income	\$88,947	\$77,858	\$73,319
2025 Per Capita Income	\$48,860	\$44,661	\$41,874
2025 Median Age	41.4	41.0	40.7



Fairview Center





# PROPERTY DESCRIPTION

- Built in 1970 and expanded in 1998, Fairview Center is situated on 7.12 acres with 85,603 square feet of gross leasable area.
- The center boasts over 310 feet of frontage along North Illinois Street and is easily accessible via three points of ingress and egress. Additionally, the shopping center features a prominent pylon sign at the fully signalized entrance to the center.
- The center's retailers and customers benefit from a generous parking field with 4.8 spaces per 1,000 square feet of GLA.
- The center has been well maintained over the course of its history and recently underwent major capital improvements in 2024 and 2025, including new roofs over the entire center, updated facades and landscaping, and a complete repaving of the parking lot (completed Spring 2025).



# TENANCY

- Fairview Center is a 100% leased neighborhood shopping center anchored by national large-format brands, including Burlington, DSW, Golf Galaxy (Dick's Guaranty), and Ulta. The center's anchors are complemented by a prominently positioned outlot with national retailers FedEx and Men's Wearhouse.
- The outlot's tenants are currently paying below-market rents, offering investors the opportunity to boost NOI in the future as leases gradually expire by renewing these tenants at market rates or attracting higher rent paying contemporary retailers or restaurant users, enhancing the center's tenant mix.
- DSW and Ulta Beauty have anchored the shopping center for 12 years or more, and have recently signed long term renewals. Ulta performs exceptionally well, ranking in the top 15% of all Illinois locations, according to Placer.ai.
- The center has enjoyed recent leasing momentum with over 45,000 square feet (53% of the GLA) having signed new leases within the last year to backfill the former Bed Bath & Beyond box. Additionally, the center boasts a weighted-average lease term of 7.60 years, delivering a potential buyer reliable cash flow.

RETAILER OVERVIEW					
Tenant	Stock Symbol	Store Count	S&P Credit Rating	TTM Revenue	% In-Place Gross Income
Golf Galaxy (Dick's)	DKS	107	BBB	\$14.9 B	24.7%
Burlington	BURL	1,115	BB+	\$11.2 B	22.9%
Ulta Beauty	ULTA	1,451	B1 (RetailStat)	\$11.98 B	16.7%
DSW	DBI	504	N/A	\$2.9 B	14.8%
Men's Wearhouse (Tailored Brands)	Private	636	B+	\$2.4 B (est)	12.6%
FedEx	FDX	2,682	BBB	\$90.1 B	8.3%
					<b>100.0%</b>



**Fairview Heights Executive Park**  
(350,000+ SF of Office Space)

**Fairview Center**  
Burlington DSW  
ULTA BEAUTY GOLF GALAXY

Lincoln Crossing  
Walmart Academy PETS MART Rainbow  
sam's club

St Clair Square  
macy's Dillard's  
JCPenney H&M

Radisson  
HOTELS & RESORTS  
119 rooms

Econo Lodge  
55 rooms

Holiday Inn  
88 rooms

DRURY  
INN & SUITES  
138 rooms

planet fitness

ASCEND  
CANNABIS

us bank

Gabe's

FIVE GUYS  
BURGERS and FRIES

Cane's

PLAY IT AGAIN  
SPORTS

St. Clair Crossing

AT&T

CHIPOTLE  
MEXICAN GRILL

Fairview Heights Plaza  
GOING GOING GONE! Guitar Center  
URBAN AIR ADVENTURE PARK

Super 8  
81 rooms

Plaza St. Clair Shopping Center  
Schnucks

The Shoppes at St. Clair Square  
BARNES & NOBLE Red Robin  
LOFT TALBOTS

McALISTER'S  
DELI

Commerce Plaza  
BioLife

SAVERS

Fairview Heights Centre  
DICK'S SPORTING GOODS HOBBY LOBBY petco  
HomeGoods FRESH THYME MARKET

Marketplace Shopping Center  
BEST BUY DOLLAR TREE

Modler Furniture  
and MATTRESS

VCF VALUE CITY FURNITURE HARBOR FREIGHT

Crossroads Centre  
TJ-maxx Ryler SZA  
DOLLAR TREE SKY ZONE TRAMPOLINE PARK

*For further information contact owner's exclusive representatives.*

**Fairview Center**



**MID-AMERICA<sup>®</sup>**  
Real Estate Corporation

The Wrigley Building  
410 N Michigan Ave, Suite 1100  
Chicago, Illinois 60611  
Direct: 630.954.7300

**Ben Wineman**  
Principal, Managing Broker  
Direct: 630.954.7336  
[bwineman@midamericagr.com](mailto:bwineman@midamericagr.com)

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies.