

# Hansen Retail Development @ Miller Hill Mall

PANERA | VERIZON | VITAMIN SHOPPE | SLEEP NUMBER  
2104 - 2108 - 2112 MAPLE GROVE ROAD | DULUTH, MN

OFFERING MEMORANDUM



**CBRE**

**VALUE ADD POTENTIAL - BELOW MARKET RENT**

2104 - 2108 - 2112  
MAPLE GROVE ROAD



Representative Photos



**Contact Us:**

**MARK DRAZEK**  
Senior Vice President  
+1 407 496 1334  
mark.drazek@cbre.com

**RAY ROMANO**  
First Vice President  
+1 407 808 1657  
ray.romano@cbre.com

**Local Licensees:**

**ROBERT WISE**  
First Vice President  
CBRE - Minneapolis

# INVESTMENT SUMMARY



## INTRODUCTION

CBRE is pleased to present this “Best in Class” retail development located in Duluth, MN with 4 national retail brands, all of whom have been here since the property was developed in 2014. Panera, Verizon, Vitamin Shoppe and Sleep Number. **Both Verizon and Vitamin Shoppe are significantly below market rent.** Positioned at the high traffic signalized intersection of Miller Trunk Highway and Maple Grove Road along the city’s busiest commercial corridor, this high visibility site sits steps from Simon’s 831,000 SF Miller Hill Mall—the dominant shopping destination for the entire Northland region. The property is ideally suited for a first class retail development such as this, with strong traffic, excellent visibility and access, and proven national credit co tenancy.

## INVESTMENT HIGHLIGHTS

- **Highly successful retail center with long term tenancy**
- **National retail brands featuring Panera Bread, Verizon, Vitamin Shoppe and Sleep Number**
- **Fixed rental increases**
- **Minimal landlord management obligations**
- **BELOW MARKET RENT WITH STRONG POTENTIAL TO INCREASE NOI**
- **Tremendous real estate with excellent visibility and access**
- **Directly “in the heart” of Duluth’s primary retail market surrounded by many national retailers**
- **Adjacent to Simon’s Miller Hill Mall – the dominant shopping destination for the region**

**PROPERTY ADDRESS:** 2104, 2108, 2112 Maple Grove Road, Duluth, MN 55811

**PRICE:** \$7,496,000

<b>ANNUAL RENT:</b>	<b>Panera Bread</b>	<b>\$180,244.09</b>
	<b>Verizon</b>	<b>\$92,499.96</b>
	<b>Vitamin Shoppe</b>	<b>\$60,000.00</b>
	<b>Sleep Number</b>	<b>\$135,762.00</b>
	<b>Total</b>	<b>\$468,506.05</b>

**CAP RATE:** 6.25%

<b>CURRENT LEASE TERM:</b>	Panera Bread	3/1/2014 - 12/31/2028
	Verizon	1/16/2014 - 1/31/2031
	Vitamin Shoppe	3/10/2014-3/31/2027
	Sleep Number	4/7/2014 - 4/30/2029

<b>OPTIONS:</b>	Panera Bread: Exercised first option and has (2) 5-year options available with 10% rental increases each option.
	Verizon: Extended initial lease term and has (2) 5-year options available at \$97,125 and \$101,750 respectively.
	Vitamin Shoppe: Extended initial lease and has (2) 5 year options available at \$70,000 and \$87,804 respectively.
	Sleep Number: Exercised first 5 year option and has (1) 5-year option available at \$149,328.

<b>LANDLORD OBLIGATIONS:</b>	Management company maintains property and takes care of all administrative tasks and management fee is reimbursed by the tenants.
------------------------------	---

**EXISTING FINANCING:** No debt to assume

<b>BUILDING SIZE:</b>	Panera Bread	4,509± SF
	Verizon	3,700± SF
	Vitamin Shoppe	2,439± SF (Bldg Total 5,791± SF)
	Sleep Number	3,352± SF (Bldg Total 5,791± SF)
	<b>TOTAL</b>	<b>14,000± SF</b>

**PARKING SPACES:** 66 total (4.71 space per 1,000 SF)

**DRIVE THROUGH LANES:** Panera Bread has a drive-through lane

**YEAR BUILT:** 2014

53

### BURNING TREE PLAZA

TJ-MAXX	HARBOR FREIGHT QUALITY TOOLS • LOWEST PRICES	SKECHERS
DOLLAR TREE	SALLY BEAUTY	Once upon a child
HomeGoods	BEST BUY	

### MILLER HILL MALL | 831, 000 SF

JCPenney	DICK'S SPORTING GOODS	BARNES & NOBLE	T-Mobile
at&t	Bath & Body Works	DSW DESIGNER SHOE WAREHOUSE	GNC LIVE WELL
BUILD-A-BEAR WORKSHOP	Essentia Health	HOLLISTER	HOT TOPIC
FAMOUS footwear	FIVE BEL'W	Journey's	KAY JEWELERS
LENSCRAFTERS OPTICAL • CONTACTS • EYEWEAR	M NEED A MAKEUP?!	OLD NAVY	SportClips (HAIRCUTS)
sunglass hut	ULTA BEAUTY	VICTORIA'S SECRET	Visionworks

Office DEPOT	TACO BELL
Michaels Where Creativity Happens	COLD STONE CREAMERY
petco	crumbl cookies
ASHLEY	Jersey Mike's Subs

Great Clips IT'S GONNA BE GREAT	BUFFALO WILD WINGS	Walgreens
------------------------------------	--------------------	-----------

MAPLE GROVE ROAD | 11,110 AADT

MILLER TRUNK HIGHWAY (US-53) | 25,655 AADT

Fleet Farm

sam's club

HOBBY LOBBY

PET SMART

### HANSEN RETAIL

Panera BREAD	verizon
THE VITAMIN SHOPPE	sleep & number

Cub FOODS

Caribou COFFEE

TIRE PLUS

AspenDental

THE HOME DEPOT

Olive Garden

TEXAS ROADHOUSE

**BURNING TREE PLAZA**



**NORTHWEST AERIAL**



DULUTH AIRPORT



KOHL'S

TOWNEPLACE SUITES BY HARRIOTT



MAPLE GROVE ROAD | 11,110 AADT

53

MILLER TRUNK HIGHWAY (US-53) | 25,655 AADT  
MAPLE GROVE ROAD



HOBBY LOBBY



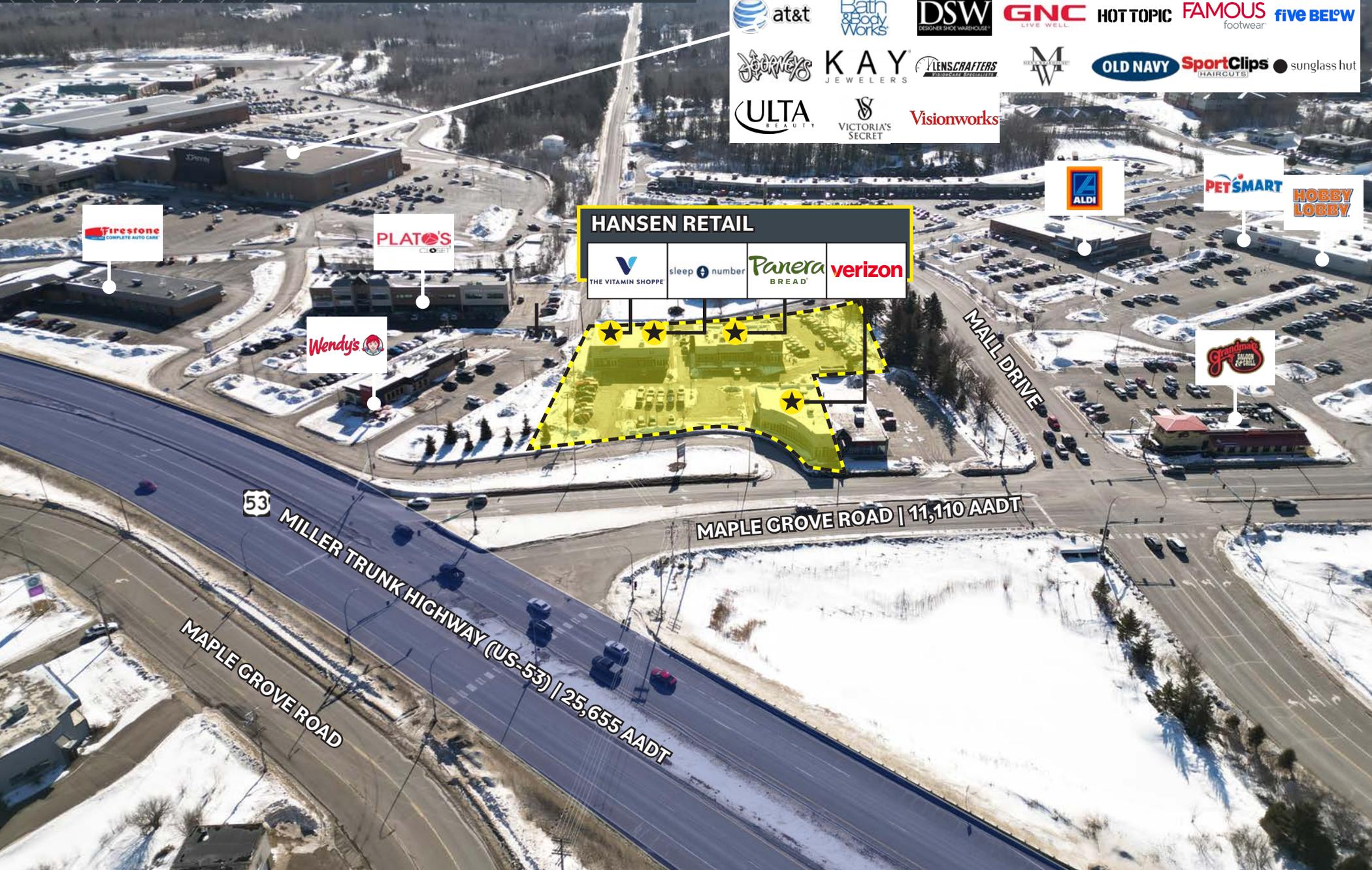
MALL DRIVE



PLATO'S CLOSET

SOUTH AERIAL

MILLER HILL MALL | 831, 000 SF



**HANSEN RETAIL**

--	--	--	--

53 MILLER TRUNK HIGHWAY (US-53) | 25,655 AADT

MAPLE GROVE ROAD

MAPLE GROVE ROAD | 11,110 AADT

MALL DRIVE

SOUTHEAST AERIAL



MILLER HILL MALL | 831, 000 SF

- JCPenney
- DICK'S SPORTING GOODS
- BARNES & NOBLE
- T Mobile
- at&t
- Bath & Body Works
- DSW
- GNC
- WORKSHOP
- Essentia Health
- HOLLISTER
- HOT TOPIC
- FAMOUS footwear
- FIVE BELOW
- Jewelry
- KAY JEWELERS
- LENSCRAFTERS
- M
- OLD NAVY
- SportClips
- sunglass hut
- ULTA BEAUTY
- VICTORIA'S SECRET
- Visionworks

**HANSEN RETAIL**

Panera BREAD	verizon
THE VITAMIN SHOPPE	sleep & number

MAPLE GROVE ROAD  
MILLER TRUNK HIGHWAY (US-53) | 25,655 AADT

MAPLE GROVE ROAD | 11,110 AADT

MALL DRIVE



SOUTHWEST AERIAL

BURNING TREE PLAZA



HANSEN RETAIL



MALL DRIVE

MAPLE GROVE ROAD | 11,710 AADT

53 MILLER TRUNK HIGHWAY (US-53) | 25,655 AADT

MAPLE GROVE ROAD

SITE PLAN



US-53 | 25,655 AADT



194



MAPLE GROVE RD | 11,110 AADT

MALL DR

MOUNTAIN SHADOW DR



## About Panera Bread

Panera Brands is one of the world's largest fast-casual restaurant platforms, with more than 3,700 company and franchised locations and approximately 120,000 system employees across 11 countries. A portfolio of complementary brands bound by common values and shared growth opportunities, Panera Brands is comprised of Panera Bread®, Caribou Coffee® and Einstein Bros. Brands. Panera Brands companies are independently operated and underpinned by industry leading technology, loyalty and high-quality ingredients. Panera Bread is a pioneer and market leader in fast casual, with leadership in ingredient quality, omnichannel access, digital convenience (nearly 60% of sales are ecommerce as of March 2025) and engagement (more than 64 million MyPanera loyalty members as of March 2025).



### COMPANY OVERVIEW

<b>ANNUAL REVENUE:</b>	\$6.13 B (estimated)
<b>LOCATIONS:</b>	3,700+ across 11 countries
<b>EMPLOYEES:</b>	120,000+ across 11 countries
<b>OWNERSHIP:</b>	JAB Holding Company
<b>HEADQUARTERS:</b>	St. Louis, MO

## About Verizon

Verizon Communications Inc., through its subsidiaries, engages in the provision of communications, technology, information, and entertainment products and services to consumers, businesses, and governmental entities worldwide. It operates in two segments, Verizon Consumer Group (Consumer) and Verizon Business Group (Business). The Consumer segment provides wireless services across the wireless networks in the United States under the Verizon and TracFone brands and through wholesale and other arrangements; and fixed wireless access (FWA) broadband through its wireless networks, as well as related equipment and devices, such as smartphones, tablets, smart watches, and other wireless-enabled connected devices. The segment also offers wireline services in the Mid-Atlantic and Northeastern United States, as well as Washington D.C. through its fiber-optic network, Verizon Fios product portfolio, and a copper-based network. The Business segment provides wireless and wireline communications services and products, including FWA broadband, data, video and conferencing, corporate networking, security and managed network, local and long-distance voice, and network access services to deliver various IoT services and products to businesses, government customers, and wireless and wireline carriers in the United States and internationally. The company was formerly known as Bell Atlantic Corporation and changed its name to Verizon Communications Inc. in June 2000. Verizon Communications Inc. was incorporated in 1983 and is headquartered in New York, NY.



### COMPANY OVERVIEW

<b>ANNUAL REVENUE:</b>	\$134.8 B (2024)
<b>LOCATIONS:</b>	7,400±
<b>EMPLOYEES:</b>	100,200 Full Time Employees
<b>OWNERSHIP:</b>	Public; Stock Symbol VZ (NYSE & Nasdaq)
<b>HEADQUARTERS:</b>	New York, NY



**THE VITAMIN SHOPPE®**

**About The Vitamin Shoppe®**

Lifelong Wellness Starts Here™. The Vitamin Shoppe® is a global, omnichannel specialty retailer and wellness lifestyle Company with the mission of providing customers with the most trusted products, guidance, and services to support them on their journeys of lifelong wellness. Based in Secaucus, New Jersey, the Company offers a comprehensive assortment of nutritional solutions, including vitamins, minerals, sports nutrition, specialty supplements, herbs, homeopathic remedies, and green living products. In addition to carrying products from approximately 700 national brands, The Vitamin Shoppe offers products from its proprietary brands within its owned and wholesale channels, including: The Vitamin Shoppe®, Vthrive The Vitamin Shoppe®, BodyTech®, BodyTech® Elite, plnt®, ProBioCare®, True Athlete®, and Whole Health Rx™. In the U.S., the Company conducts business through over 635 company-operated retail stores under The Vitamin Shoppe and Super Supplements™ banners and via its website, www.vitaminshoppe.com. Globally, The Vitamin Shoppe serves customers in select Asia, South America, and Central America markets through local omnichannel partners.



**COMPANY OVERVIEW**

<b>ANNUAL REVENUE:</b>	\$144 M
<b>LOCATIONS:</b>	700+
<b>EMPLOYEES:</b>	5,000+
<b>OWNERSHIP:</b>	Private
<b>HEADQUARTERS:</b>	Secaucus, NJ

## About Sleep Number

Sleep Number® is the leader in personalized sleep wellness. Its mattresses do more than just last—they evolve. With adjustable firmness, pressure-relieving support and temperature balancing comfort built into every mattress, Sleep Number beds adapt to customers' changing needs, night after night, year after year.

Backed by over 40 years of innovation, 1,000+ patents and patents pending, and billions of hours of sleep data, Sleep Number has helped more than 16 million people achieve their best sleep. The fully integrated model ensures quality, durability, and care at every step—from design and craftsmanship to delivery and long-term support.

Sleep Number products are awarded the industry's top recognitions, including ranked #1 in customer satisfaction for mattresses purchased in-store and online, and #1 in comfort, by J.D. Power. In addition, the company is the Official Sleep + Wellness Partner of the NFL, marking a relationship that leverages player health data, team partnerships, and league-wide initiatives to amplify brand awareness and drive consumer engagement.



### COMPANY OVERVIEW

<b>ANNUAL REVENUE:</b>	1.68 B
<b>LOCATIONS:</b>	600+ stores
<b>EMPLOYEES:</b>	3,200+ team members
<b>OWNERSHIP:</b>	Public; Stock Symbol SNBR (Nasdaq)
<b>HEADQUARTERS:</b>	Minneapolis, MN

# AREA DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2025 Population	2,264	25,747	75,581
2030 Population (Projection)	2,249	26,313	76,276
2020–2025 Annual Population Growth Rate	0.31%	0.08%	0.27%
2025–2030 Annual Population Growth Rate	-0.13%	0.44%	0.18%

RACE AND ETHNICITY	1 MILE	3 MILES	5 MILES
White	2,018	22,319	63,171
Black or African American	22	706	2,963
Asian	36	494	1,428
American Indian & Alaskan Native	31	425	2,041
Pacific Islander	1	7	31
Other Race	8	163	686
Two or More Races	147	1,632	5,260

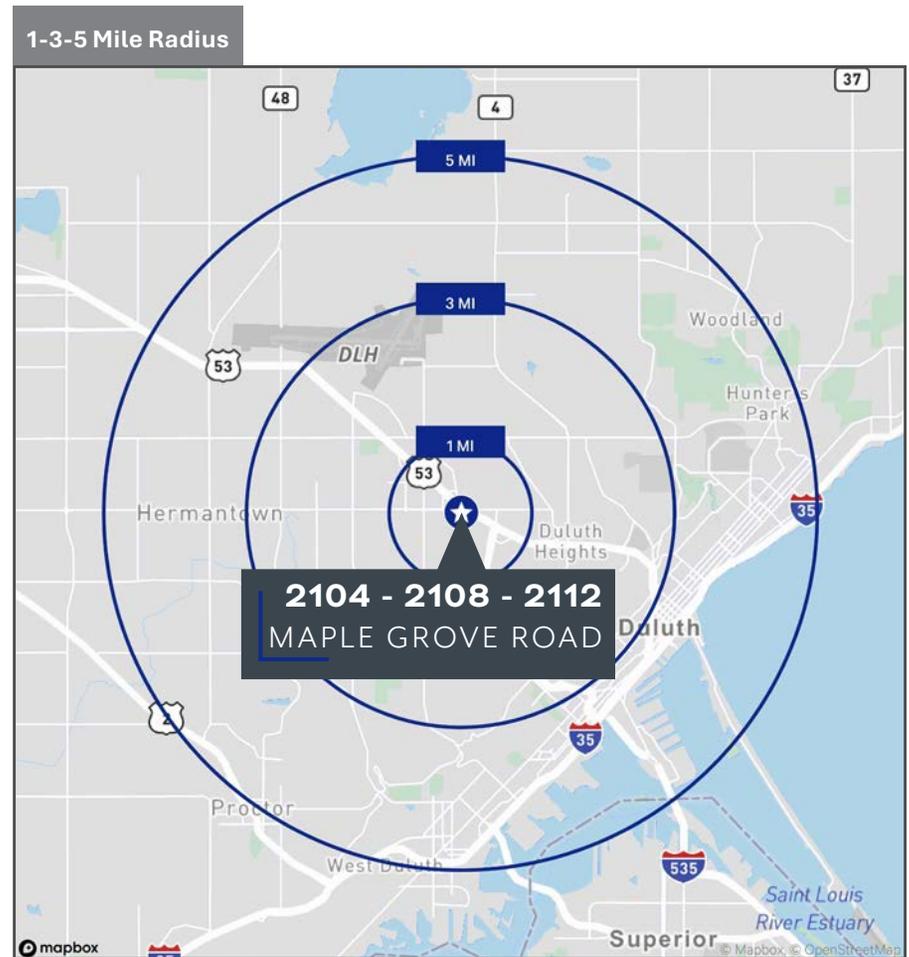
DAYTIME POPULATION	1 MILE	3 MILES	5 MILES
2025 Daytime Population	5,416	29,417	97,069
Daytime Workers	4,238	16,569	59,285
Daytime Residents	1,178	12,848	37,784

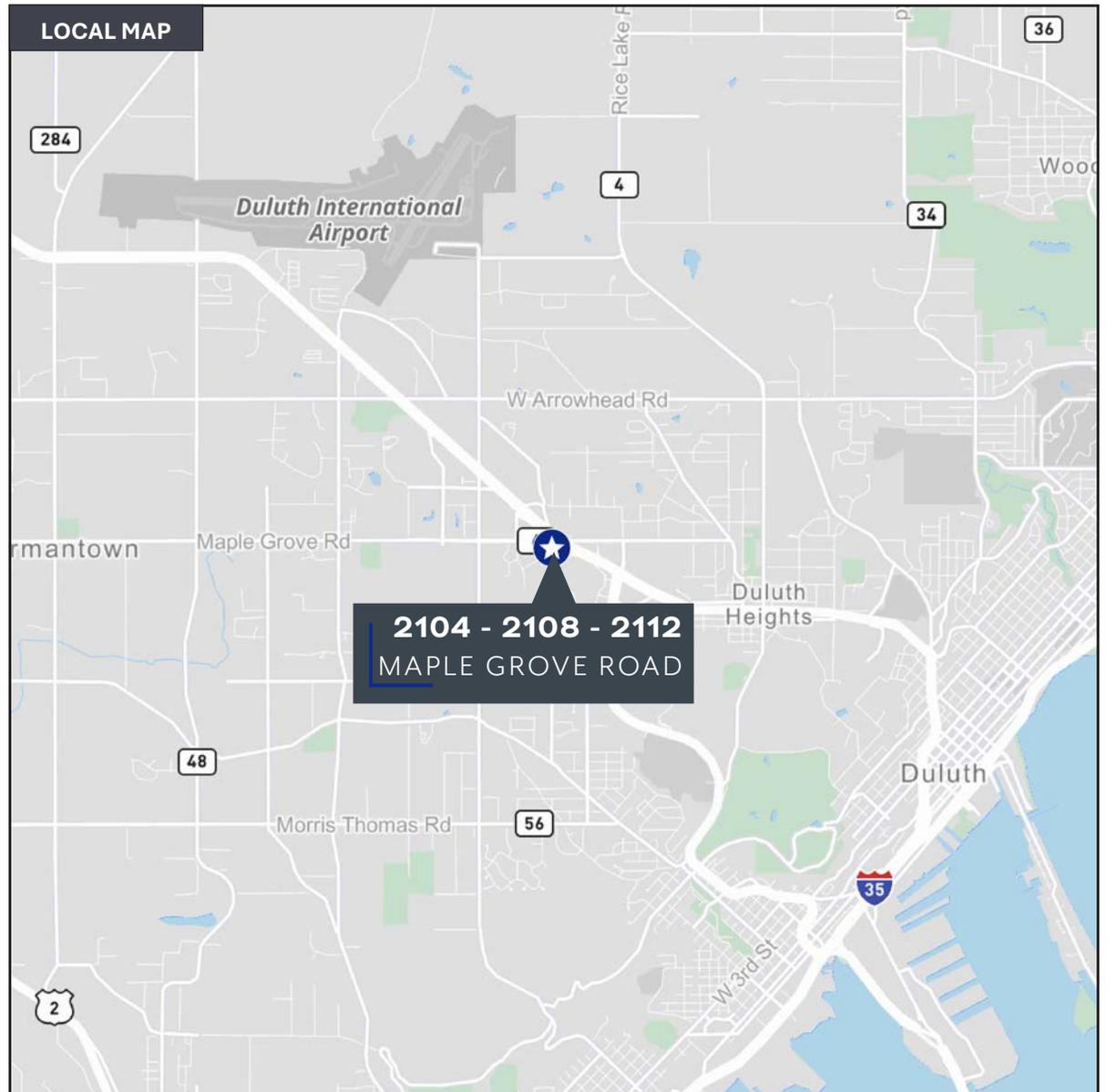
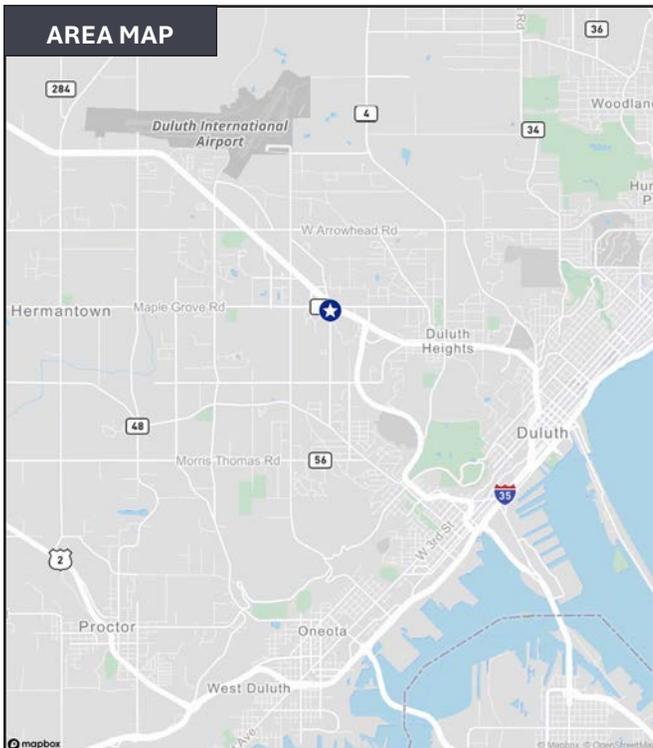
PLACE OF WORK	1 MILE	3 MILES	5 MILES
2025 Businesses	370	1,135	3,951
2025 Employees	4,966	18,250	68,290

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2025 Average Household Income	\$67,856	\$94,569	\$88,420

AGE	1 MILE	3 MILES	5 MILES
2025 Median Age	52.50	39.20	35.70

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2025 Households	1,221	10,854	32,124
2030 Households (Projection)	1,227	11,249	32,793
2020–2025 Annual Household Growth Rate	0.41%	0.27%	0.41%
2025–2030 Annual Household Growth Rate	0.10%	0.72%	0.41%





## Why Invest in Retail Real Estate in Duluth, MN

Duluth, MN is one of the Upper Midwest's most resilient, high performing markets—offering retail investors a rare combination of economic stability, strong consumer demand, exceptional tourism, and limited new supply.

### A Strong, Stable Economy

Duluth benefits from a well balanced economic base supported by healthcare, education, manufacturing, transportation, and port-related industries. The city's economic resilience is reflected in its **low unemployment rate of just 3.1% as of September 2025**, outperforming the national average.

This economic steadiness underpins reliable consumer spending—directly benefiting retail centers and tenants.

### Growing Population & High Retail Spending Power

Duluth's population continues to grow modestly but steadily, rising 1.5% between 2020 and 2024, reaching an estimated **87,986 residents**.

Despite being a mid-sized city, Duluth generates outsized retail activity, with **\$1.6 billion in retail sales and an impressive \$18,538 in retail sales per capita in 2022**.

This strong customer base supports stable occupancy and attractive tenant performance.

### Record-Breaking Tourism Fuels Retail Demand

Duluth is a leading Minnesota tourism destination, attracting millions of visitors each year to its waterfront, trails, parks, and seasonal attractions.

- **Tourism tax revenue reached a record \$14.7M in 2023**, up 6.9% year-over-year.
- **Total visitor trips increased 24.5% in 2023**, driving sustained foot traffic to retail corridors and hospitality-focused tenants.

Tourism-driven retail—restaurants, boutiques, entertainment, and services—experiences especially strong performance in this market.

### A Powerful Port Economy Drives High-Wage Consumer Spending

The **Port of Duluth–Superior is the largest and busiest port on the Great Lakes**, handling approximately **35 million tons of cargo annually** with nearly **800 vessel visits per year**.

This activity supports thousands of well-paying logistics, mining, and industrial jobs—fueling consistent local purchasing power that translates directly into retail sales health.

### Limited New Supply Means High Occupancy & Durable Income

National retail fundamentals have tightened significantly, with U.S. vacancy rates hovering near **historic lows of 4.1%–5.7%** in 2024–2025 due to limited new development.

Duluth benefits from this trend: minimal new construction, strong tenant demand, and reduced competition among retail centers bolster rent stability and support long-term asset value.

### Growing Housing Base Expands the Retail Customer Pool

Duluth continues to add meaningful new residential inventory, including **657 new housing units delivered in 2024** and more than **1,500 units added since 2020**.

As households grow, so does neighborhood retail demand—particularly for grocery-anchored, service-oriented, and daily-needs retail.

### A Highly Livable Lifestyle Market

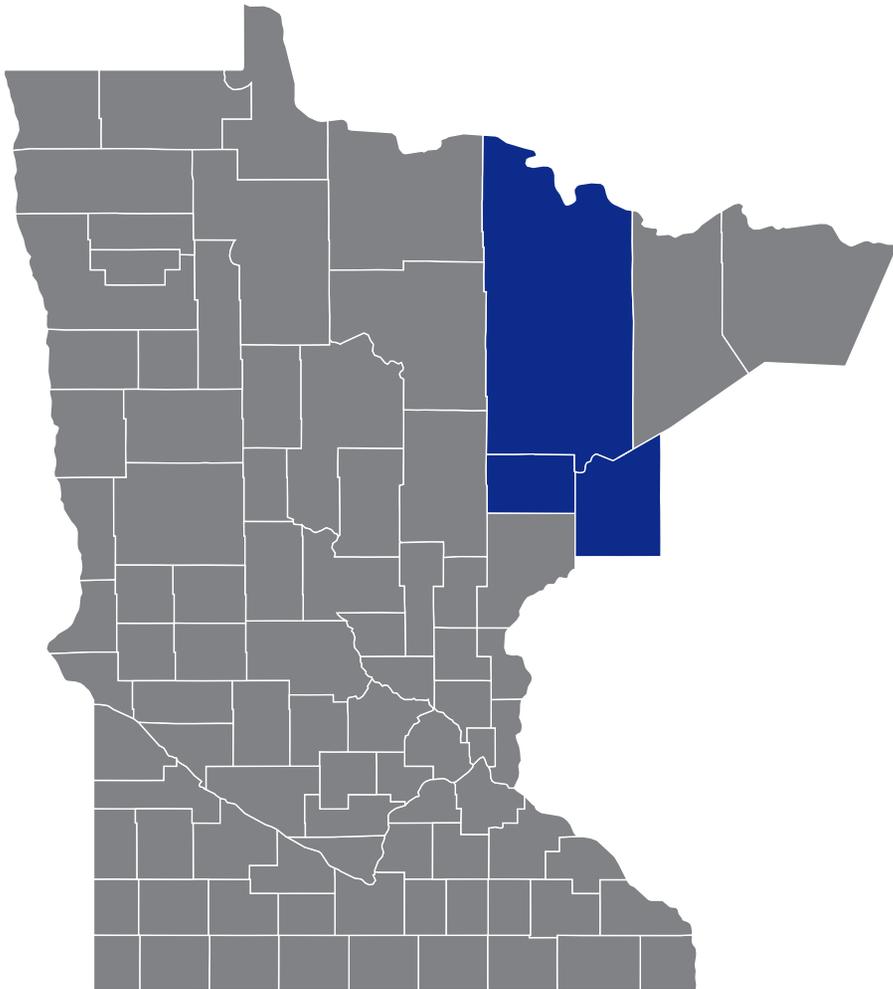
Duluth's scenic Lake Superior setting, strong neighborhood character, and abundant outdoor recreation make it one of Minnesota's most desirable lifestyle cities. This enhances demand for experiential retail, restaurants, and entertainment venues, while also attracting both residents and visitors.

### The Bottom Line

Duluth offers retail investors:

- **Economic strength and low unemployment**
- **Reliable population growth and strong spending power**
- **Explosive tourism fueling retail activity**
- **A powerful industrial and port economy**
- **High occupancy supported by limited new supply**
- **Growing housing stock driving neighborhood retail demand**
- **A highly attractive lifestyle destination**

In short, **Duluth combines stability with upside—making it one of the Upper Midwest's most compelling markets for long-term retail real estate investment.**



**The Duluth, MN-WI MSA** is comprised of Saint Louis and Carlton Counties in Minnesota plus Douglas County in Wisconsin.

Duluth offers direct and easy connections to national and international markets and companies by first rate air, rail, highway, and water access.

With a dedicated and productive workforce boasting low worker turnover, strong public-private partnerships, and a thriving economy, Duluth is poised for continued prosperity with its existing traditional industries and cultivation of new opportunities. Key industries include: Healthcare, Aviation, Transportation, Manufacturing and Technology.

## Healthcare

**2** First-Rate Hospitals

**55** Specialty Care Areas

**12,000** Healthcare Professionals

**750,000+** Medical Visits Annually

## Aviation

**Largest** manufacturer of piston aircraft in the world

## Transportation

**Rail** Connected to a high capacity Rail network

**Port** Top Ranked North American port

**Internationally Connected** via the Great Lakes/St.

Lawrence Seaway system

## AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. (“CBRE”) operates within a global family of companies with many subsidiaries and related entities (each an “Affiliate”) engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Investment Management, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the “Property”) and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE nor any Affiliate has an obligation to disclose to you such Affiliates’ interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE and its Affiliates will act in the best interest of their respective client(s), at arms’ length, not in concert, or in a manner detrimental to any third party. CBRE and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

## CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc. (“CBRE”), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

## DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. **ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.**

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners, and the use of such marks does not imply any affiliation with or endorsement of CBRE.

Photos herein are the property of their respective owners. Use of these images without the express written consent of the owner is prohibited.

© 2026 CBRE, Inc. All Rights Reserved.