

Jefferson Pointe



SOUTHWEST CORNER OF JEFFERSON BOULEVARD AND ILLINOIS ROAD  
FORT WAYNE, INDIANA

# INVESTMENT HIGHLIGHTS

Mid-America Real Estate Corporation, in cooperation with Mid-America Real Estate – Indiana, LLC, has been exclusively retained on behalf of the owner to sell the 100% fee simple interest in Jefferson Pointe, the premier retail and dining destination serving the Fort Wayne, Indiana region. Located on the affluent west side of Fort Wayne, Jefferson Pointe offers the rare opportunity to acquire an institutional quality regional shopping center in a growing market with upside potential. The property features a diverse tenant base and is surrounded by a vibrant and expanding mix of commercial and residential development.

*Jefferson Pointe*

## INVESTMENT SUMMARY

<b>Location:</b>	4130 W. Jefferson Boulevard Fort Wayne, IN
<b>Traffic Counts:</b>	Jefferson Boulevard (24,286 VPD) Illinois Road (25,162 VPD)
<b>GLA:</b>	416,844 SF
<b>Lot Size:</b>	58.10 Acres
<b>Age:</b>	2000; Renovated 2018
<b>Anchors:</b>	Trader Joe's, Marshalls (TJX), Burlington, Sierra Trading Post (TJX), Michaels, Old Navy, AMC Theatres, Painted Tree Boutiques, Von Maur (Shadow-Anchor)
<b>Leased Occupancy:</b>	95%



In-Place Net Operating Income	Year-3 Net Operating Income	CAGR	WALT
<b>\$5,752,925</b>	<b>\$6,695,538</b>	<b>3.4%</b>	<b>5.18</b>





# KEY FEATURES

## Premier Regional Retail Center

Jefferson Pointe is the dominant retail center in the Fort Wayne area with a tenant line-up consisting of grocery, apparel, restaurant, service, experiential, and health/beauty draws, and anchored by strong national operators in Trader Joe's, Marshalls, Burlington, Sierra Trading Post, Michaels, AMC Theatres, Painted Tree Boutiques, and Old Navy, and shadow anchored by Von Maur, one of the country's strongest department stores. Von Maur has been at the center for over 20 years and recently completed a substantial renovation with over \$6 million of capital investment, underscoring its performance and commitment at Jefferson Pointe. The center is also home to an array of national inline tenants further drawing customers including Bath & Body Works, Chipotle, Panera Bread, Chicken Salad Chick, Buckle, Burger Fi, Lululemon, Yogasix, Aveda, Vera Bradley, Chico's and more. **According to Placer.ai, Jefferson Pointe saw over 6 million visits in the last 12 months, an increase of 4% over the prior period and 12% over the last 3 years.**

## Recent Leasing Momentum

Jefferson Pointe has experienced incredible new leasing velocity in recent years, demonstrating a strong trend of upgrading tenant uses and credit quality, with continued interest from other national brand tenants. Over the last three years, the center has added the following tenants totaling 23% of its' leasable area:

- In 2025, executed leases with Sephora, Hibbett Sports, Kendra Scott, Carhartt, and J.Crew Factory (lease pending), all in process for 2026 openings.
- In 2024, the additions of Lululemon, Pearle Vision, Riviera Maya Mexican Grill, and Lovesac.
- In 2023, the center benefitted from new anchor draws with the additions of Sierra Trading Post, Burlington, and Painted Tree Boutiques, along with dining options and specialty users in Pita Way, Chicken Salad Chick, Kids Empire, Techy, Carter's, and Chipotle's outparcel relocation. AMC recently executed a renewal to 2029, underscoring their continued commitment to Jefferson Pointe and their only location in the Fort Wayne market.

## Value Enhancement Opportunities

Future owners should have several options to substantially enhance the asset value continuing the strong new tenant velocity at Jefferson Pointe, through leasing the available inline space totaling 20,763 square feet, plus the future re-tenanting of legacy and temporary tenancy to more contemporary users at accretive mark to market rent spreads. Additionally, there are several potential outlot development pads on the large 58-acre site that could present the opportunity to create new income streams, subject to tenant, OEA, and municipal approvals and restriction waivers.

# KEY FEATURES

## Strong Secondary Market

The Fort Wayne metropolitan area is the hub of Northeast Indiana, with a growing population of over 462,000 residents. The market is ranked 4th among US cities with the lowest cost of living (per Niche 2024) and ranked as the 6th Best City to Buy a House in America. The Fort Wayne MSA also posted the highest growth rate in the state in 2024, more than double the state average and higher than the national average. Indiana has been ranked as the 13th Best State for Business by Forbes and the 2nd Best State to Start a Business. Jefferson Pointe is strategically located within one of the wealthiest zip codes in Indiana, providing a captive customer base with high household incomes and affordable yet high standard of living.



## Strong Demographic Profile and Daytime Population

Jefferson Pointe benefits from a dense demographic population in the trade area. There are 144,489 residents enjoying average household incomes of \$77,131 within a five-mile radius of the center, and 441,251 residents earning average household incomes of over \$93,800 within a 30-minute drive time. Additionally, the immediate area sees a 25% increase for the daytime population as a result of the nearby strong office density, which is especially beneficial to restaurant tenants.

## Dominant Retail Trade Area

As the foremost shopping center in the middle of Fort Wayne's busy west side trade area, Jefferson Pointe benefits from exceptional market cross merchandising and neighboring draws to the area. Apple Glen Crossing sits adjacent to Jefferson Pointe across Apple Glen Boulevard with large format national retailers including Walmart, Dick's, Best Buy, Ulta, PetSmart, and Kohl's. The immediate trade area is also home to national retailers such as Target, Hobby Lobby, Barnes & Noble, The Fresh Market, Lowe's, Meijer, and Menards. Directly west of the subject offering on Illinois Road is the largest concentration of car dealerships in Fort Wayne, further helping to attract consumers to the area.

## Convenient Transport Links and Access

Located just east of Interstate 69, Jefferson Pointe is ideally placed at the heart of a heavy concentration of commercial activity and attractive residential neighborhoods. Interstate 69 is accessible to the property via a full interchange with Illinois Road one mile west of the center, providing outstanding access for both the local and regional customer base throughout the Fort Wayne area. The center is situated between the two highly trafficked thoroughfares of Jefferson Boulevard (24,286 VPD) and Illinois Road (25,162 VPD) and is surrounded by a ring road for easy access from any direction.

## DESIRABLE DEMOGRAPHIC PROFILE

within a 30-Minute Drive

Population

441,251

Households

177,387

Daytime  
Population

456,195

Average HH  
Income

\$93,882

Median  
Home Value

\$238,671

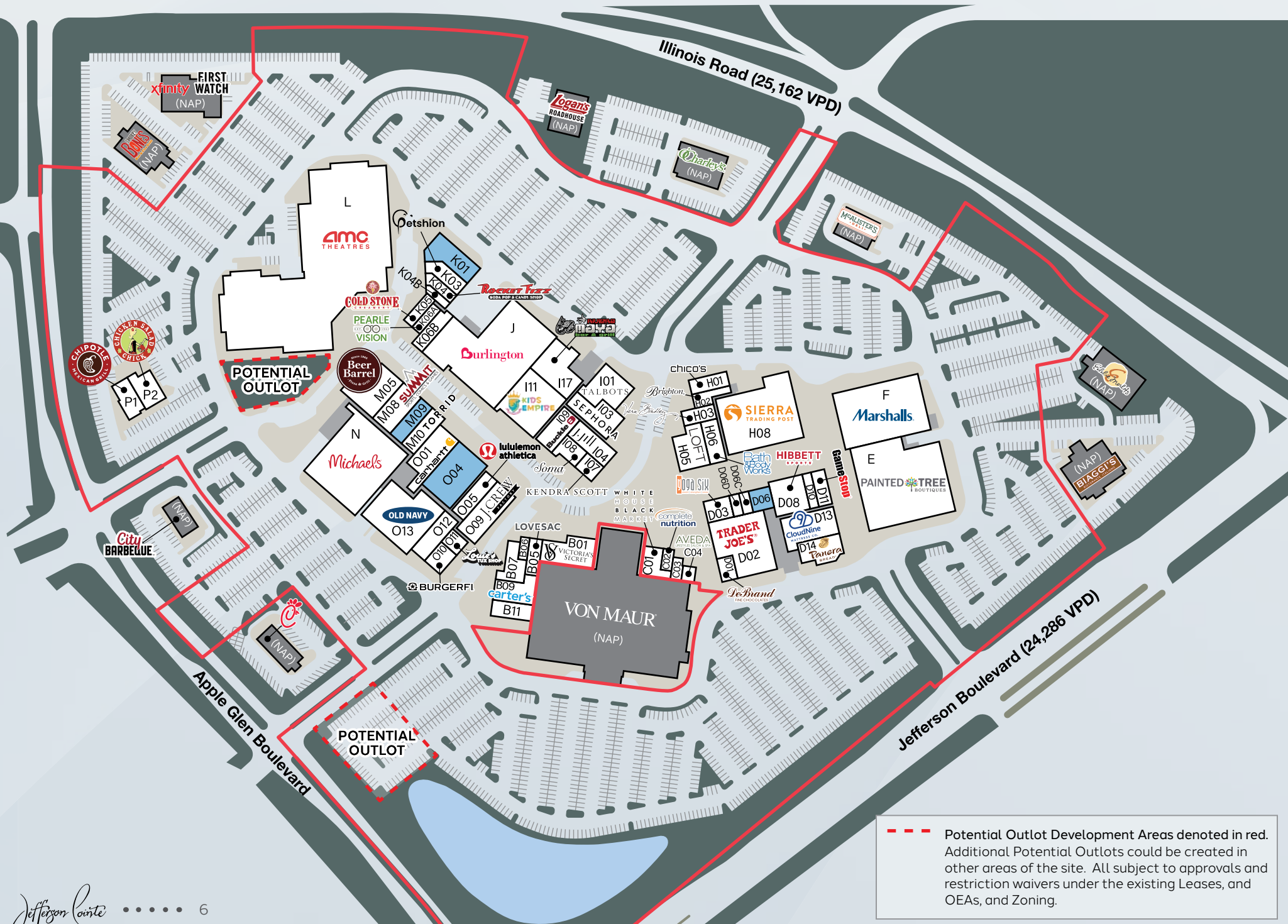
Median  
Age

37.5



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# LEASING PLAN



- - - Potential Outlot Development Areas denoted in red. Additional Potential Outlots could be created in other areas of the site. All subject to approvals and restriction waivers under the existing Leases, and OEAs, and Zoning.

Tenant Name	Unit	Square Feet
Victoria's Secret	B01	5,772
Lovesac	B05	2,190
Mainstream Boutique	B06	868
Techy	B07	2,037
Carter's	B09	4,200
Pita Way	B11	2,711
White House Black Market	C01	2,988
Complete Nutrition	C02	834
Wet Spoon Café	C03	971
Aveda Experience Center	C04	800
DeBrand Fine Chocolates	D01	1,729
Trader Joe's	D02	13,501
YogaSix	D03	2,000
Bath & Body Works (Storage)	D06D	650
Bath & Body Works (Storage)	D06C	850
Vacant	D06	2,564
Hibbett Sports	D08	5,501
Star Nails	D10	1,312
GameStop	D11	2,100
Cloud 9 Mattress	D13	6,557
Panera Bread	D14	4,499

Tenant Name	Unit	Square Feet
Painted Tree Boutiques	E	30,439
Marshalls	F	24,593
Chico's	H01	2,377
Brighton Collectibles	H02	1,800
Vera Bradley	H03	2,083
LOFT	H05	5,203
Bath & Body Works	H06	3,274
Sierra Trading Post	H08	20,398
Talbots	I01	5,747
Sephora	I03	5,426
J. Jill	I04	4,019
Kendra Scott	I07	1,885
Soma Intimates	I08	2,234
Buckle	I09	4,106
Kids Empire	I11	9,867
Riviera Maya	I17	7,500
Burlington	J	31,652
Vacant	K01	5,066
Petshion Boutique	K03	2,965
Rocket Fizz	K04	1,590
Gossip Salon	K04B	850

Tenant Name	Unit	Square Feet
Cold Stone Creamery	K05	1,607
Pearle Vision	K06B	2,443
Bimi Bistro	K06A	1,462
AMC Theatres	L	79,080
Beer Barrel Pizza	M05	7,978
Summit Sports Comics and Games	M08	4,500
Vacant	M09	3,130
Torrid	M10	3,420
Michael's	N	24,112
Carhartt	O01	6,031
Vacant	O04	10,003
Lululemon	O05	2,500
J.Crew Factory	O09	6,452
Burger Fi	O10	2,400
Louie's Tux Shop	O11	1,506
M. Vince Nail Spa	O12	3,837
Old Navy	O13	13,356
Chipotle	P1	2,445
Chicken Salad Chick	P2	2,874
<b>TOTAL</b>		<b>416,844</b>



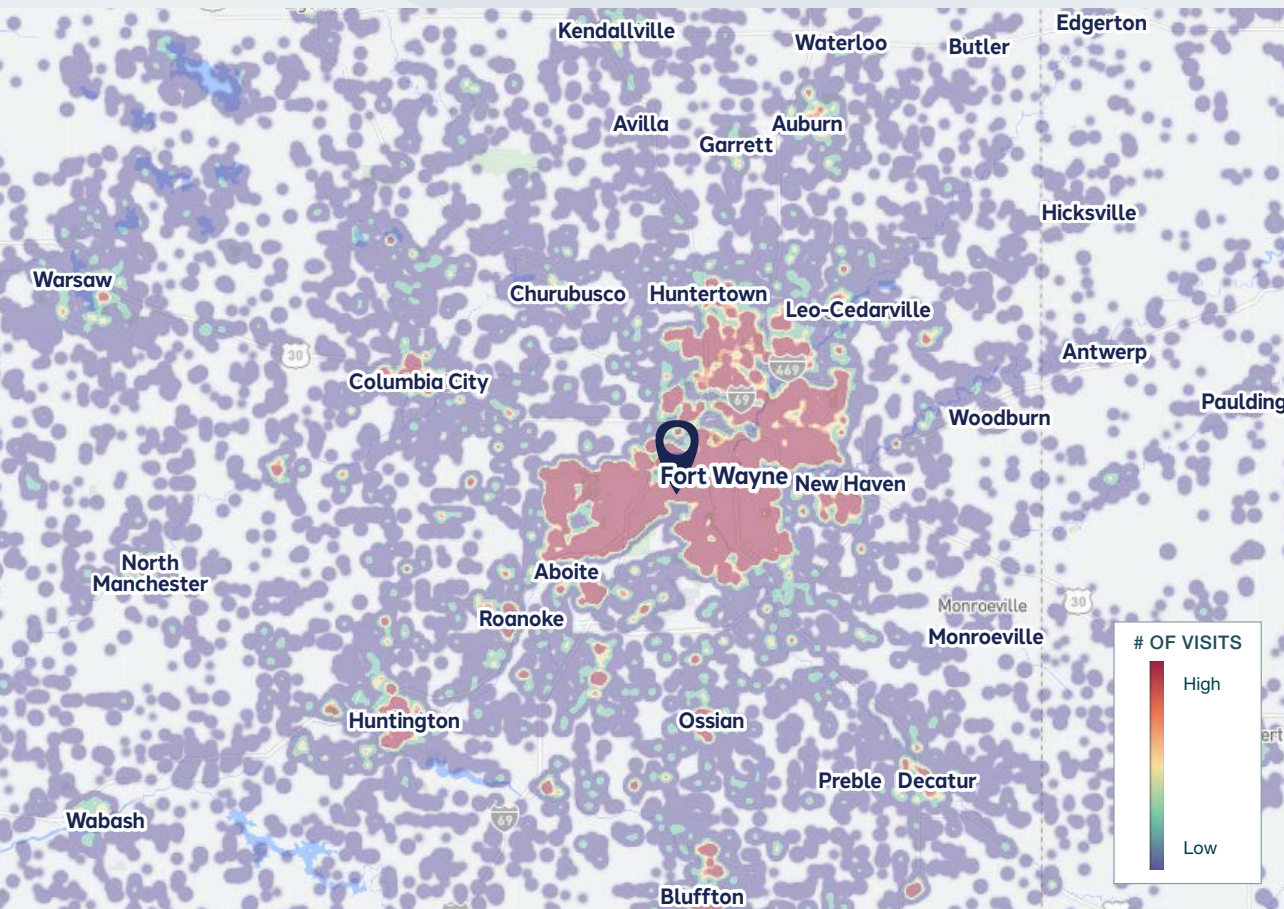
Using proprietary location analytics data from Placer.ai, these chain rankings are based upon the extrapolated number of unique customers who visited the location over the last 12 months from 10/1/2024-9/30/2025.



 **6 MILLION** visitors over the last year with **3-year** customer traffic growth of **12.2%**

CHAIN RANKINGS - (BASED ON  Placer.ai CUSTOMER VISITS)

# MARKET INTELLIGENCE



Visits*	Metrics
Est. # of Customers	949,000
Est. # of Visits	6 Million
Average Visits per Customer	6.29

\*The extrapolated number of unique customers who visited the location (TTM September 2025).

True Trade Area*	70% of Visitors
Population	358,115
Trade Area Size	234.8 Sq. Mi
Number of Households	144,968

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



## PLACER TRADE AREA ANALYSIS



- Jefferson Pointe's Trade Area encompasses a population 179% larger than the population in a 5-mile radius.
- Consumer base is highly diversified across 72 different zip codes in the area from within 1 mile to over 10 miles away. No zip code accounts for more than 14% of the existing customer base.



# FORT WAYNE QUICK FACTS

MSA Population (2024): **462,978**

MSA Population Growth (2014-2024): **7.96%**

Growth Rate (2020-2024): **2.12%**  
(National Rate: **0.98%**) **#1** in Midwest

Median Age: **37.2** (National Median Age: **39.1**)

**Record breaking \$2.6 billion**  
in private economic development in 2024

**21** new business **expansions**  
**and relocations** in 2024

## HEALTHCARE HUB

**Two of the top four employers** in Fort Wayne  
are **health care** providers:

- #1**  **PARKVIEW  
HEALTH**
- #4**  **Lutheran  
Health Network**



## Military and Defense:

**A number of leading Military and Defense Companies have a presence in Fort Wayne:**

- BAE Systems
- Raytheon
- L3Harris
- Bowmar
- Pacific Defense
- General Dynamics
- 17,000 veterans in Allen County

FORT WAYNE, INDIANA

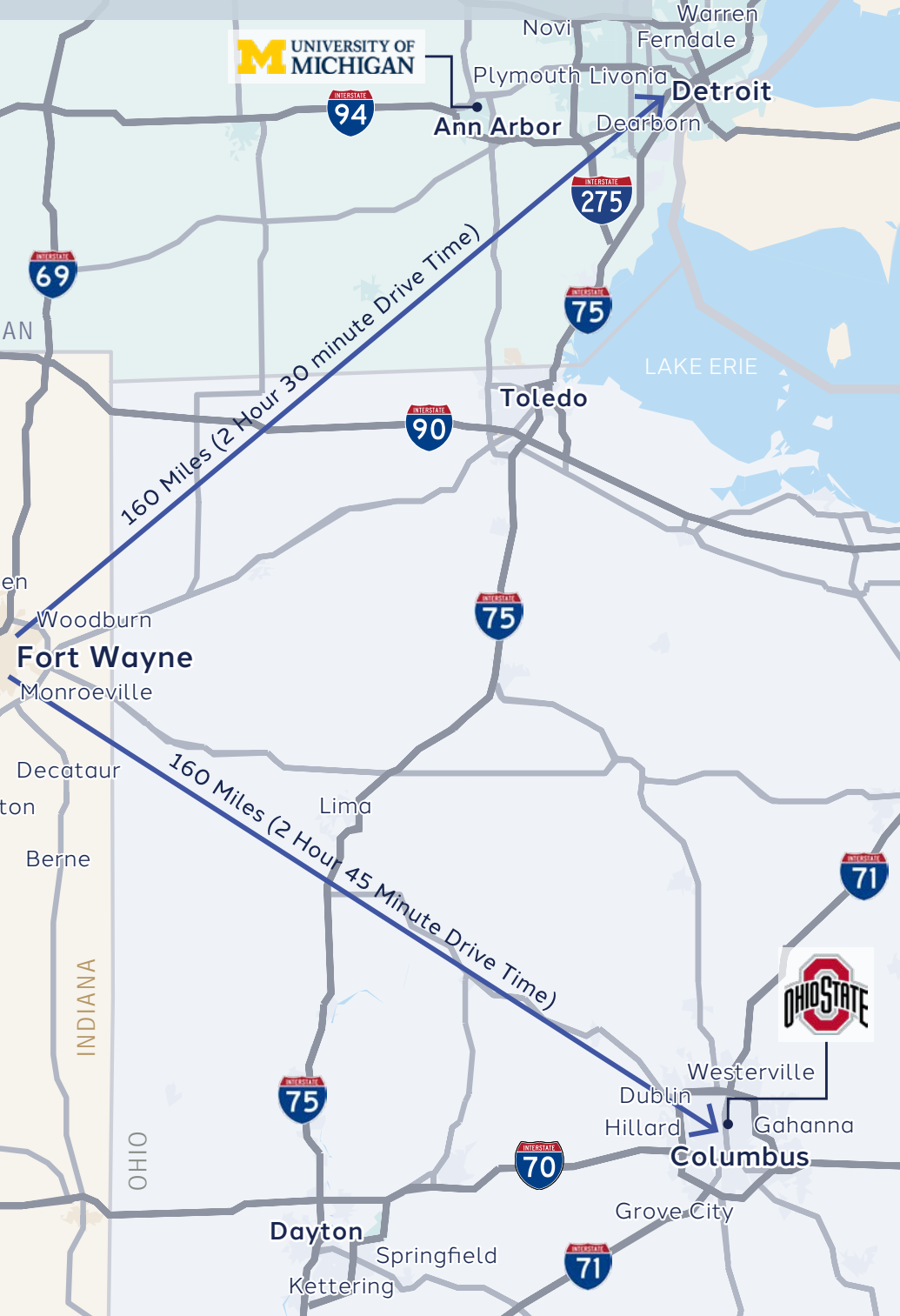


# LOCATION & MARKET



- Jefferson Pointe is situated on the southwest corner of the intersection between Jefferson Boulevard and Illinois Road in Fort Wayne, Indiana. Located in northeastern Indiana, Fort Wayne is 18 miles west of the Ohio border and 50 miles south of the Michigan border. With an estimated metropolitan population of over 462,000 residents, Fort Wayne is Indiana's second-most populous city and MSA after Indianapolis.
- The shopping center is situated along Jefferson Boulevard (24,286 VPD), a main thoroughfare that spans from downtown Fort Wayne to I-69 where it merges with US-24. The center also draws from heavily-trafficked Illinois Road, which runs just north of the center, from I-69 in the west to its terminus and intersection with Jefferson Boulevard just northeast of the property. Jefferson Pointe is ideally positioned two miles west of downtown Fort Wayne and five and a half miles north of Fort Wayne International Airport.
- Jefferson Pointe enjoys a solid daytime population in excess of 181,500 people within a five-mile radius, 25% higher than the residential population within the same area. Major employers within the Fort Wayne MSA include Parkview Health Systems, General Motors, Lutheran Health Network, Sweetwater Sound, and Lincoln Financial Group. Lutheran Hospital of Indiana, a 396-bed tertiary care facility, is located three miles southwest of Jefferson Pointe along Jefferson Boulevard. Led by the healthcare sector in Fort Wayne, economists project a 10% job growth over the next 10 years.
- Fort Wayne is home to a sizeable military and defense industry, with the Department of Defense providing over \$1 billion in funding to defense companies in Allen County between 2015 and 2020. Defense organizations that maintain a significant research and manufacturing presence in the area include Raytheon, L3Harris, Pacific Defense, BAE Systems, and General Dynamics.





- Fort Wayne hosts institutions affiliated with both of Indiana's major state university systems, Indiana University and Purdue University. Indiana University Fort Wayne (IU Fort Wayne) is the regional campus of Indiana University, enrolling approximately 1,000 students and offers programs with a focus on the health professions, the area's primary employer. Purdue University Fort Wayne, a campus of the Indiana's other major state university system, enrolls approximately 6,489 students and offers more than 200 academic programs. Both institutions were formed with the split of Indiana University-Purdue University Fort Wayne in 2018.

### DEMOGRAPHIC PROFILE

Distance from Subject:	3 miles	5 miles	10 miles	30-Minute Drive time
2025 Population	48,829	144,489	336,933	441,251
Forecasted 2030 Population	51,289	148,814	344,732	451,164
% Change 2025 to 2030	5.0%	3.0%	2.3%	2.2%
2025 Households	21,804	60,541	136,999	177,387
Forecasted 2030 Households	23,201	63,042	141,407	182,962
% Change 2025 to 2030	6.4%	4.1%	3.2%	3.1%
2025 Median Home Value	\$207,629	\$195,083	\$227,841	\$238,671
2025 Daytime Demographics	61,735	181,530	366,051	456,195
2025 Average Household Income	\$79,275	\$77,131	\$88,298	\$93,882
2025 Median Household Income	\$57,795	\$56,193	\$65,025	\$69,226
2025 Per Capita Income	\$35,169	\$32,328	\$35,976	\$37,793
2025 Median Age	36.9	35.6	36.8	37.5



# TENANCY

Jefferson Pointe is 95% leased and anchored by strong national operators in Trader Joe's, Marshalls, Burlington, Sierra Trading, Michaels, AMC Theatres, and Old Navy, and shadow anchored by one of the country's strongest department stores, Von Maur. The center features a unique mix of complementary specialty and dining tenants. The unowned outlets ringing the parking fields also help to draw customers to the center with a diverse mix of restaurants highlighted by Biaggi's Ristorante Italiano, Eddie Merlot's, Smokey Bones BBQ, Logan's Roadhouse, McAlister's Deli, Chick-fil-A, and O'Charleys.

## RETAILER OVERVIEW

Tenant	Stock Symbol	Store Count	Credit Rating	Annual Revenue	% In-Place Gross Income
AMC Theatres	AMC (NYSE)	900	CC (S&P)	\$4.8 B	13.2%
TJX Companies (Marshalls, Sierra)	TJX (NYSE)	4,900	A (S&P)	\$54.2 B	8.1%
Painted Tree Boutiques	Private	60	N/A	N/A	7.1%
Burlington	BURL (NYSE)	1,100	BB+ (S&P)	\$9.7 B	6.2%
Michael's	Private	1,322	NR	\$4.8 B	5.5%
Trader Joe's	Private	584	NR	\$20.5 B	4.9%
Knitwell Group (Chico's, LOFT, Soma Intimates, Talbots, White House Black Market)	Private	3,000	N/A	\$6.0 B (Est.)	3.3%
Kids Empire	Private	100	N/A	N/A	2.8%
Sephora	LVMH	2,700	A+ (Parent)	\$17.0 B	2.4%
Carhartt	Private	120	N/A	\$1.5 B (Est.)	2.1%
Old Navy	GAP (NYSE)	1,100	BB+ (S&P)	\$15.5 B	1.9%
J.Crew Factory	Private	175	N/A	N/A	1.9%
Chipotle	CMG (NYSE)	3,800	Baa1 (Moody's)	\$11.5 B	1.7%
Hibbett Sports	JD Sports Subsidiary	4,850	NR	\$12.3 B	1.5%
Carter's	CRI (NYSE)	1,200	BB+ (S&P)	\$3.06 B	1.5%
Pearle Vision	Private	500	Parent: BBB+	N/A	1.1%
Panera Bread	Private	2,100	N/A	\$5.8 B	1.0%
Lululemon	LULU (NASDAQ)	711	BBB (S&P)	\$10.1 B	0.7%
Buckle	BKE (NYSE)	451	NR	\$1.36 B	0.6%





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For further information contact owner's exclusive representatives.

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