

HARBOR FREIGHT

QUALITY TOOLS LOWEST PRICES

Single Tenant Net Lease - Harbor Freight Tools

205 Balsam Street N, Unit A, Cambridge, MN 55008

(Minneapolis-St Paul MSA)



TOP 5 PERFORMING HARBOR FREIGHT LOCATION IN ENTIRE STATE (PLACER.AI) | TARGET-ANCHORED SHOPPING CENTER & WALMART SUPERCENTER ADJACENT

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PROPERTY OVERVIEW

We are excited to present qualified investors with an exceptional opportunity to acquire a single-tenant net lease property located in Cambridge, MN (Minneapolis-St Paul MSA), featuring a premium tenant, Harbor Freight Tools, in a Target-anchored, Walmart Supercenter-shadow anchored shopping center on a recent 10-year corporate lease paying below market (fee simple – land & building).

Founded in 1977, Harbor Freight Tools is a leading retailer of quality tools and equipment, serving millions of satisfied customers through over 1,500 stores across the United States. As a privately held company with a strong financial foundation, Harbor Freight Tools represents a reliable and stable investment opportunity, providing assurance of long-term lease security.

This property is strategically situated at a prime retail location in Cambridge, MN, positioned near the prominent intersection of MN State Highway 65 and MN State Highway 95, directly across from a Walmart Supercenter. The site features a recent complete mill and repaving of the parking lot this year and is surrounded by major national retailers including Walmart Supercenter, Target, and Menards, along with other traffic-generating establishments including ALDI, Kohl's, and a variety of dining options like McDonald's, Culver's, and Dairy Queen. With an average daily traffic count exceeding 35,000 vehicles on this retail corridor, this location offers high visibility and accessibility, making it an ideal setting for Harbor Freight Tools.

This is a rare opportunity to purchase a newly renovated, single-tenant fee simple NN Harbor Freight Tools property on prime real estate in a high-demand market, offering investors long-term security and potential for significant returns.

Parcel Details:



Parcel No. (APN)
15.195.0010



Building Size
14,200 SF



Lot Size
1.40 Acres



INVESTMENT HIGHLIGHTS

- **Harbor Freight Tools Corporate NN Lease** – 2021 Store
 - Recent 10-year Primary Lease Term – Fee Simple (Land & Building)
 - Complete Mill & Repaving of Parking Lot (2024)
- **Target-Anchored Shopping Center** – Main Retail Corridor
 - Directly on MN State Hwy 95/Balsam St and next to On-Ramp with MN State Hwy 65 (35,000+ Combined Cars Per Day)
- **Below Market Rent** – Corporate Entity on Lease – Strong Guarantor
 - \$6.5 Billion Annual Revenue (2023), 26,000+ Employees, 1,500 Locations
- **Premier Retail Location in Cambridge, Minnesota** (Minneapolis – St Paul MSA)
 - County seat of Isanti County – 4 County Wide Customer Draw
- **Scheduled Rent Increases and Options with Increases** – Inflation Hedge
 - Attractive Upcoming 10% increase (8/1/2026)
 - 6.9 Years Remaining – One-Time Early Termination Right (7/31/2026, \$150,000 Termination Fee)
 - Three 5-Yr Options with 10% increases in 2031, 2036, 2041
- **Nearby Major Traffic-Generating Retailers**
 - Walmart Supercenter, Target, Cub Foods, ALDI, Fleet Farm, Menards, Applebee's, Verizon, Wendy's, Jimmy John's, Kohl's, UPS, Kwik Trip, Arby's, Valvoline
- **Walmart Super Center-Shadow Anchored** – Stable Net Lease Investment
 - Minimal Landlord Responsibilities (Roof & Structure) – Coupon Clipper Asset
 - 14,200 SF building on 1.4 acres





BUILDING SIZE
14,200 SF

LAND SIZE
1.40 ACRES

Complete Mill & Repaving
of Parking Lot (2024)

HIGHWAY 95 NE / 1ST AVE E
23,800 VPD

LEASE ABSTRACT

Tenant	Harbor Freight Tools USA, Inc.
Guarantor	Corporate (1,500+ Locations)
Lease Type	Fee Simple NN
Square Footage	14,200
Rent Commencement	July 7, 2021
Early Termination Right	July 31, 2026 (One-Time Right, \$150,000 Termination Fee)
Lease Expiration	July 31, 2031
Annual Rent	\$99,400
Annual Rent PSF	\$7.00
Rental Increases	Aug 2026: \$109,340 (10%)
Option Periods & Increases	Three 5-Year Extension Options Aug 2031: \$120,274 (10%) Aug 2036: \$132,344 (10%) Aug 2041: \$145,550 (10%)



INCOME & EXPENSE

Operating Expenses	
Taxes	Net
Insurance	Net
CAM	Net
Roof & Structure	Landlord Responsibility*
NET OPERATING INCOME	\$99,400

OFFERING SUMMARY

List Price	\$1,420,000
Price / Sq. Ft.	\$100
Cap Rate	7.00%
NOI	\$99,400

SITE PLAN



 **Placer.ai** Ranking: #5 in State of MN (Top 82%)

Complete Mill & Repaving of Parking Lot (2024)

DEMOGRAPHICS

10 MILE RADIUS:



Total Population: **38,086**

Households: **14,749**

Daytime Population: **20,873**

Median Age: **39.8**



Average Household Income: **\$113,954**

Median Household Income: **\$89,319**

20 MILE RADIUS:



Total Population: **139,215**

Households: **52,617**

Daytime Population: **69,531**

Median Age: **40.4**



Average Household Income: **\$121,505**

Median Household Income: **\$97,120**

30 MILE RADIUS:



Total Population: **571,573**

Households: **215,567**

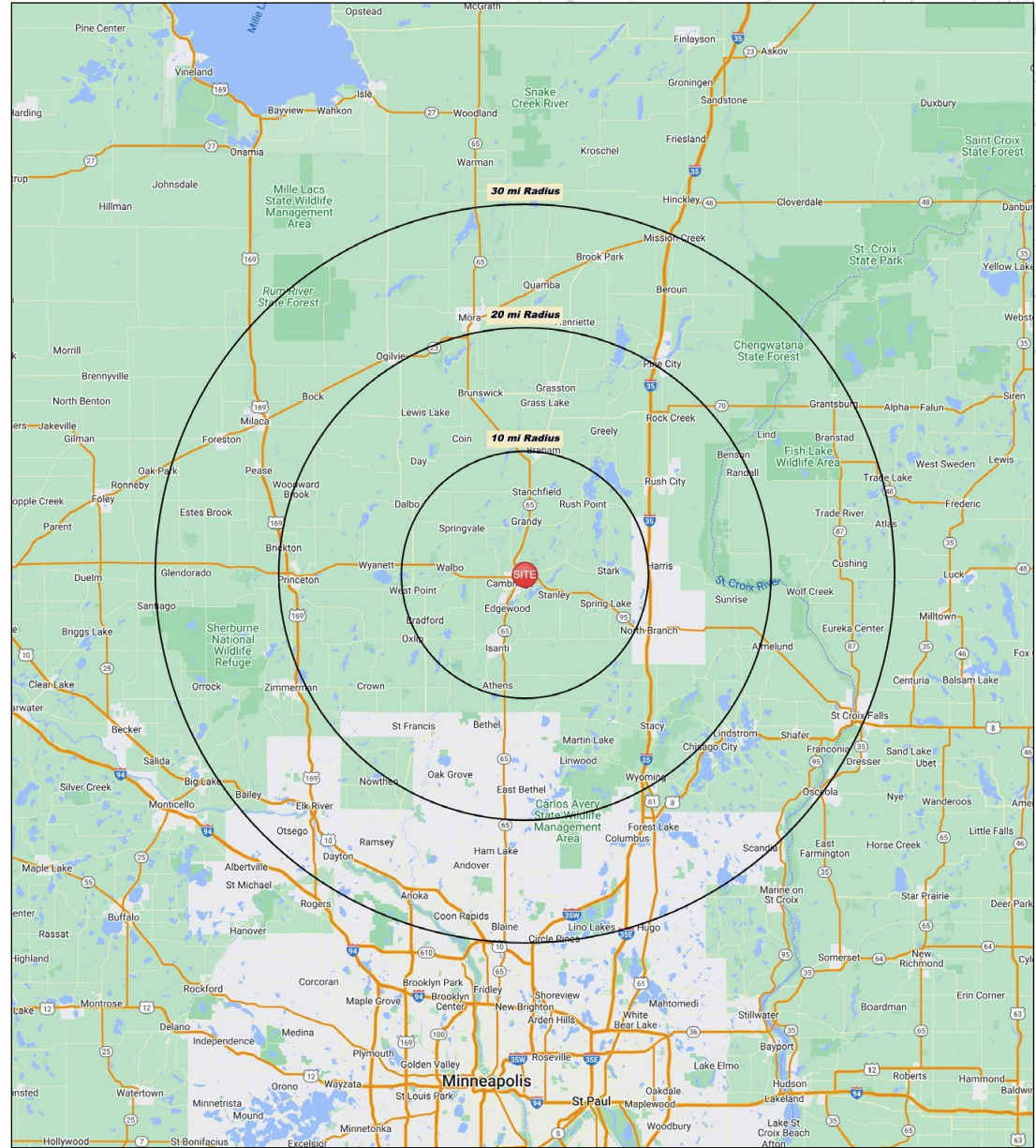
Daytime Population: **302,698**

Median Age: **39.7**

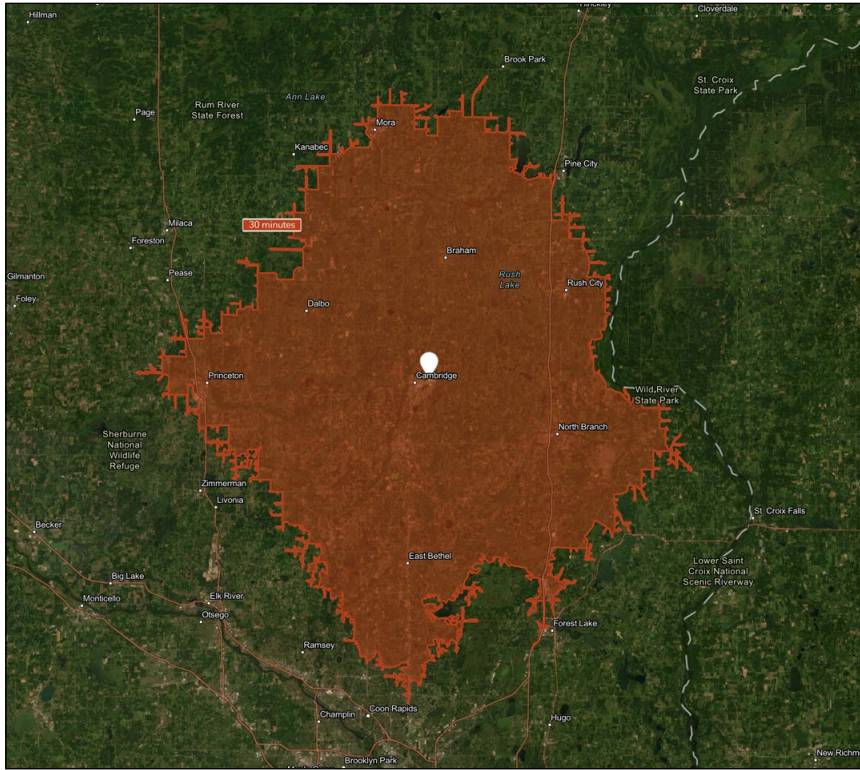


Average Household Income: **\$124,829**

Median Household Income: **\$101,191**



DEMOGRAPHICS - 30 MINUTE DRIVE TIME



KEY FACTS

149,454

Population

39.8

Median Age

\$87,798

Median Household Income

117,122

Daytime Population

TAPESTRY SEGMENTS

Green Acres

12,871 Households

Socioeconomic Traits

This large segment is concentrated in rural enclaves in metropolitan areas. More than 60% are college educated. Labor force participation rate is high at 66.8%

Household Types

An older market, primarily married couples, most with no children.

Typical Housing

Single Family

Workday Drive

7,690 Households

Socioeconomic Traits

Affluent, family-oriented market. 40.5% college graduates; more than 72% with some college education. High labor force participation rate at 71%.

Household Types

Most households are married couples with children.

Typical Housing

Single Family

Middleburg

6,047 Households

Socioeconomic Traits

Younger market but growing in size & assets. 65% w/ a high school diploma or some college. Labor force participation typical of a younger population at 66.7%

Household Types

Young couples, many with children; average household size is 2.75.

Typical Housing

Single Family

TOTAL RETAIL SALES

Includes F&B



\$1,362,672,405

EDUCATION

Bachelor's Degree or Higher



23%

OWNER OCCUPIED HOME VALUE

Average



\$333,706

ANNUAL HOUSEHOLD SPENDING

\$3,845

Eating Out

\$2,250

Apparel & Services

\$6,958

Groceries

\$257

Computer & Hardware

\$7,965

Health Care

AREA OVERVIEW



Minneapolis
56 min / 47 miles

St Paul
55 min / 53 miles



Single-Tenant Net Lease - Harbor Freight Tools

- Land Size - 2.27 Acres
- Year Built / Renovated - 2006/2022



TENANT OVERVIEW



For over 45 years, Harbor Freight Tools has been a leader in providing high-quality tools and equipment at unbeatable prices. The company offers an extensive range of tools, from hand tools and generators to shop equipment and automotive tools, making it a preferred choice for both professional tradespeople and DIY enthusiasts. With over 1,500 locations across the United States, Harbor Freight Tools has established a strong national presence, with room for continued growth as it expands into new markets and serves an ever-growing customer base.

COMPANY OVERVIEW

Type	Private
Headquarters	Calabasas, CA
Founded	1977
Locations	1,500+
Website	www.harborfreight.com

- **Extensive Product Range:** Offers a wide selection of tools and equipment catering to both professionals and DIY enthusiasts.
- **Competitive Pricing:** Known for providing quality tools at unbeatable prices, making it a cost-effective choice for customers.
- **Strong National Presence:** Operates over 1,500 stores across the United States, ensuring widespread brand recognition and customer accessibility.
- **Loyal Customer Base:** Maintains a dedicated following among consumers due to consistent value and quality.
- **Private Ownership Stability:** As a privately held company, Harbor Freight Tools has the flexibility to make long-term strategic decisions without the pressures of public shareholders.
- **Continuous Expansion:** Actively opening new stores and expanding its footprint, demonstrating strong growth and demand in the market.



CITY OVERVIEW

Cambridge, MN

The Cambridge, MN, area is a vibrant and thriving region located in Isanti County, known for its unique blend of small-town charm, natural beauty, and a steadily growing economy. As a part of the Minneapolis-St. Paul-Bloomington Metropolitan Statistical Area (MSA), Cambridge benefits from its proximity to the Twin Cities, one of the largest and most dynamic metro areas in the Midwest. With a population of over 8,000 residents, Cambridge offers a close-knit community atmosphere while still providing access to the broader amenities and opportunities of the larger metropolitan region.

The Cambridge area is characterized by its scenic surroundings, including numerous lakes, parks, and outdoor recreational opportunities, making it an appealing place to live, work, and visit. The local economy is diverse and robust, with a mix of industries such as retail, manufacturing, healthcare, and education. Additionally, Cambridge has seen steady growth in recent years, attracting new businesses and residents alike due to its affordable cost of living, excellent quality of life, and strategic location.

- **Minnesota has a favorable business climate with competitive tax rates and incentives that attract new businesses and support economic growth.**
- **The Cambridge area is experiencing steady population growth, supported by its attractive living conditions and strategic location within the Minneapolis-St. Paul-Bloomington MSA.**
- **The local job market in Cambridge has shown resilience and growth, with a positive outlook for future job opportunities, supported by diverse local industries and a skilled workforce.**

With its unique combination of small-town charm and access to metropolitan amenities, Cambridge, MN, continues to be a desirable destination for both residents and businesses, contributing to the broader economic vitality of the region.



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