



SPECIALTY RETAIL PROJECT LEASING

National Specialty Retail Roll Outs

A dominant company for specialty retail projects in Phoenix and the Southwest

SINCE 1988



Keirland Commons



Scottsdale Quarter



Scottsdale Waterfront



Tempe Marketplace



Casa Paloma



Village at Arrowhead



Market Street



Centerpoint



Scottsdale Renaissance



Aspen Place



Westgate



Lincoln Scottsdale



Chauncey Ranch



Dana Park

LEASING OF 14 GROUND UP PROJECTS IN ARIZONA



FIFTEEN YEARS OF LEASING

1997-2012

600K SQUARE FEET OF LIFESTYLE RETAIL



Crate&Barrel

ANTHROPOLOGIE

MASTRO'S
OCEAN CLUB

Tommy Bahama

VICTORIA'S SECRET **Z GALLERIE**

BARNES&NOBLE J.CREW



SPECIALTY RETAIL VENUES



STREETS

Centerpoint, Denver Pavilions, Z Gallerie, Joie, Lucky

MALLS

SanTan Village, Triangle Town Center, Z Gallerie, Lucky, Brighton, Joie

LIFESTYLE CENTERS

Kierland Commons, Scottsdale Quarter

GROCERY ANCHORED SPECIALTY CENTERS

Dana Park, Village at Arrowhead, Casa Paloma,
The Shops at Chauncey Ranch, Shops at Gainey Village

ENTERTAINMENT CENTERS

Westgate

MIXED USE PROJECTS

Scottsdale Waterfront, Lincoln Marketplace

SPECIALTY STRIP CENTERS

Scottsdale Renaissance, The Block

HYBRID CENTERS

Desert Ridge, Tempe Marketplace, Park West

NATIONAL RETAIL ROLL OUTS

Z GALLERIE

92

LOCATIONS

 CORRITORE

Brighton

36

LOCATIONS

 CORRITORE

LUCKY BRAND

EST. 1990

55

LOCATIONS

 CORRITORE

Joie

15

LOCATIONS

 CORRITORE

M E T H O D O L O G Y

UNDERSTAND THE CUSTOMER- DEMOGRAPHICS
RETAIL COMPETITION STUDY AND POSITIONING STRATEGY
UNDERSTANDING OF EMERGING RETAIL TRENDS
CREATION OF NEW MERCHANDISING MIX PLAN
UTILIZATION OF LONG STANDING INDUSTRY RELATIONSHIPS AND CREDIBILITY
UTILIZATION OF FOCUSED SALES ABILITY TO MOTIVATE FUTURE RETAIL TENANTS
STRATEGIC LOCAL BROKER ALLIANCE

More Mixed-Use
Greater Common Area Importance

Experience Oriented
More Independent Retailers

NEW RETAIL TRENDS

Omni Channel Tenants
Delivery/Pick-Up and To-Go Zones

Authentic Design
Integrated With Arts & Culture

