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**iSTAR** | FINANCIAL

 **THE CORRITORE COMPANY**  
SPECIALTY RETAIL BROKERAGE

**WESTGATE**  
CITY CENTER





Jobing.com Arena  
• Home of the Phoenix Coyotes

University of Phoenix Stadium  
• Home of the Arizona Cardinals

AMC Theatre  
• Highest volume AMC in State

Cabela's  
• 3 Million annual visitors

Marriot Renaissance Hotel and Convention Center  
• 400,000 Annual visitors

Tanger Outlets Westgate  
• Under Construction (open Fall 2012)  
• 330,000 Sq. Ft.  
• 5 Million annual visitors

Loop 101 Freeway  
• 146,000 Cars per day

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Owned & Operated by: iStar Financial - **New Institutional ownership with a \$7 billion REIT.**  
Property Management and Marketing by: Vestar Development - **Manager of over 20 million SF of property, including other premier lifestyle and entertainment centers in Arizona.**  
Retail Leasing by: The Corritore Company  
Asset Management by: Teetsel Properties



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# WESTGATE

## CITY CENTER

7.5 miles Arrowhead Towne Center

Westgate City Center

8.5 miles Metrocenter Mall

1.3 miles Park West

145,780 vehicles /day

Westgate City Center - Tanger Outlets Westgate





# Marketing Info

## Facts and Info About Westgate

New Ownership - New Management - New Leasing



Recent & Upcoming Improvements to the center include:

- Re-Paving of the parking lots
- Installation of lighting upgrades on the entrances to the project and within the common areas.
- Camelback Ranch Marketing & Trolley access. Spring training home of the Los Angeles Dodgers and Chicago White Sox, 3 miles from Westgate, attracts about 200,000 fans each year.
- Frequent visitor lunch card program And More....

During the 2012 Holiday season Westgate will host nightly snow falls as well as our extensive holiday programming including but not limited to:

- Tree Lighting Ceremony within the common areas
- Ice Skating Performances
- Free Ice Skating for customers
- Community Performances
- Holiday StoryTime and more.

In 2012, Westgate introduced live entertainment every Friday and Saturday Evenings; 6:30-9:30pm in Fountain Park (by AMC)

Westgate also hosts a series of annual events such as the IMS Marathon Finish Line, "Kiss me I'm Irish Run", 25 Bike Nights per year, Car Shows, and more.







## Annual Visitors

## Westgate Area Visitation

5,000,000	Tanger Outlet Center Westgate (opening Q4 2012)
400,000	Renaissance Hotel and Spa at Westgate City Center Annual Hotel and Convention Center Guests
3,000,000	Cabela's at NEC of Loop 101 and Glendale Avenue
630,000	Cardinals NFL Home Games - Pre-Season and Regular Season (Capacity 63,000) – University of Phoenix Stadium
63,000	Fiesta Bowl – University of Phoenix Stadium
500,000	University of Phoenix Stadium - Other Stadium Events - Average 2010 & 2011
100,000	University of Phoenix Stadium – Other Events outside Stadium (e.g., Cirque du Soleil)
500,000	Coyotes NHL Pre-Season and Regular Season Home - Games (Capacity 17,000) – Jobing.com Arena. Another 34,000 - 272,000 Visitors from Potential Coyotes NHL Playoff Home Games.
500,000	Jobing.com Arena – Other Arena Events Average Since Opening – 50 Events / Year
200,000	Camelback Ranch Spring Training Home of L.A. Dodgers and Chicago White Sox, Glendale
300,000	PIR Raceway – Two NASCAR Annual Races
60,000	City of Glendale Civic Center
100,000	Luke AFB Air Show (every other year)

## Marketing & Attractions

- Shopping & Dining Incentives Book - Over 25,000 Distributed
- Lunch Card Program - Over 5,000 Distributed
- Direct Mailers (3 times a year) - Distributed to 20,000 homes in a 5 mile radius
- Monthly E-blast - To a database of over 5,000 opt in customers
- Website Exposure - An average of 50,000 hits per month
- Social Media - Over 9,000 Facebook Fans & Over 1,500 Twitter Followers
- 100+ events/year that attract approximately 1 million customers
- Ticket giveaways - Sponsorships with the Coyotes, Dodgers, White Sox, Cirque du Soleil, etc.
- Tenant advertising opportunities - Jobing.com Arena and Camelback Ranch.



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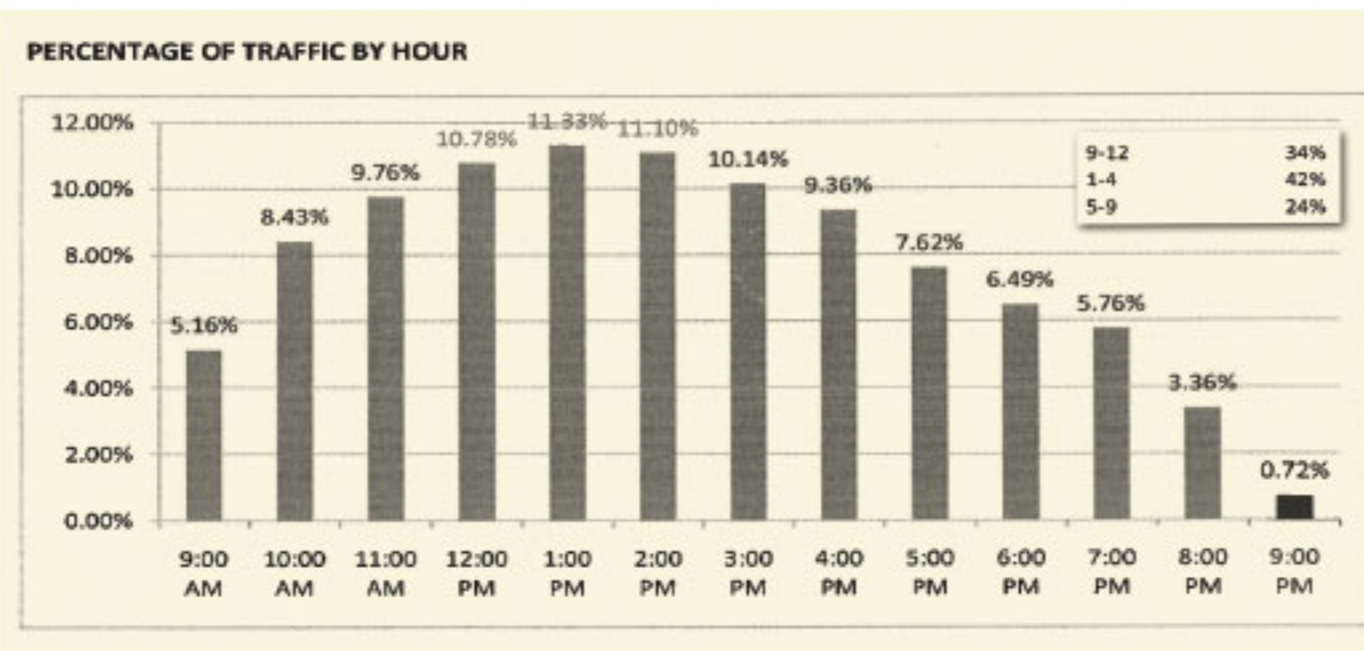


TangerOutlets



# Westgate Area Attractions

Tanger Outlets Westgate offers 328,000 Square Feet of shopping and more than 85 brand name factory outlet stores for West Valley shoppers.



A new 328,000 square-foot \$80 million outlet mall, featuring 85 brand name outlet stores will soon open adjacent to Westgate City Center, with construction having commenced in Feb. 2012.

The city will welcome Tanger Factory Outlet Centers Inc., which features upscale open-air shopping, to be located near the Loop 101 and Glendale Avenue, walking distance to Westgate City Center, Jobing.com Arena, and the University of Phoenix Stadium.

Tanger Outlet Center Westgate is a 39 acre site:

- Expected opening is 4th quarter 2012
- Initial estimated draw of 5,000,000 visitors / year
- No substantial food offerings or restaurants planned, making it a perfect compliment to the Restaurant & Entertainment hub at Westgate.





# University of Phoenix Stadium

The University of Phoenix Stadium, with its retractable roof and field, is unlike any other stadium in North America, and a marvel of design, engineering, and technology. This multi-purpose facility is located immediately south of the Westgate City Center.

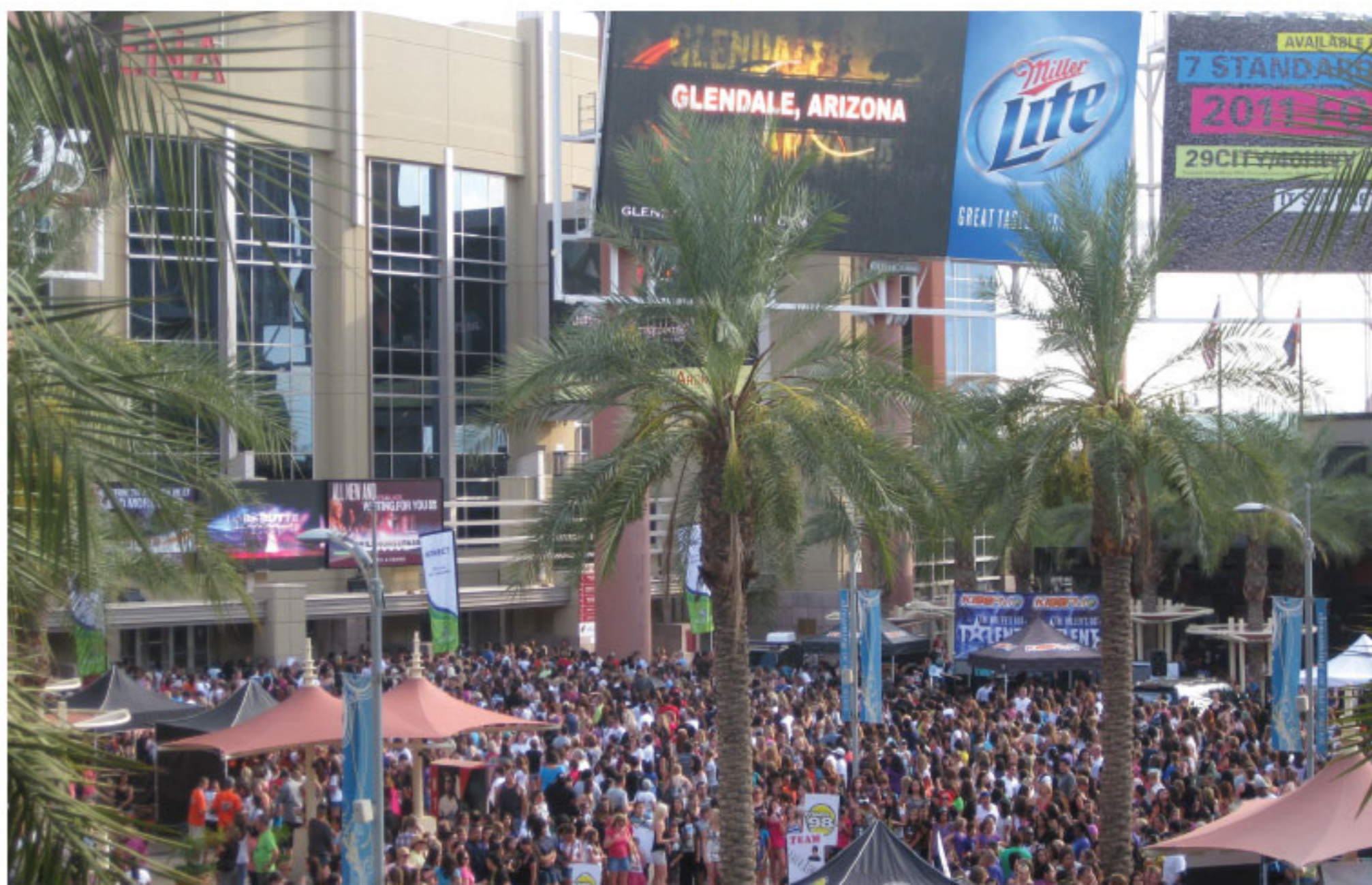
The stadium hosts NFL's Arizona Cardinals and the Annual Tostitos Fiesta Bowl. The 63,400-seat stadium (expandable to 72,200) opened on August 1, 2006 after three years of construction the Cardinals have sold out every game since opening.

University of Phoenix Stadium was designed to be a truly multi-purpose facility with the ability to host football, basketball, soccer, concerts, consumer shows, motorsports, rodeos and corporate events.

Camelback Ranch, spring training home of Los Angeles Dodgers and Chicago White Sox, 3 miles from Westgate, attracts about 200,000 fans each year.

**Special Events Include:**

- SUPERBOWL - 2008
- SUPERBOWL - 2015
- WRESTLEMANIA XXVI - 2010
- ANNUAL FIESTA BOWL
- BCS CHAMPIONSHIP GAMES 2007,2011







# Renaissance Hotel Convention Center

The Renaissance Glendale Phoenix AZ Hotel & Spa offers 320 guest rooms including 46 suites. This hotel with conference and convention center is located next to Westgate City Center, Jobing.com Arena and the University of Phoenix Stadium near Glendale Ave. & Loop 101.

- 320 beautifully appointed guest rooms
- Spa Botanica – full-service spa with outdoor treatment rooms
- Fitness center with indoor lap pool and exercise equipment
- Fully-equipped 24-hour business center
- Soleil restaurant serving breakfast, lunch and dinner
- Ray's lounge with outdoor seating surrounded by water and fire features
- Caffaina's Marketplace Café – proudly brewing Starbucks® coffee
- Convenient to Phoenix Sky Harbor International Airport

The hotel features more than 95,000 square-feet of space in the Conference and Media Centers, both designed in rich colors inspired by desert sunsets and splashed with contemporary accents and furnishings, an onsite business center and numerous opportunities for relaxation.

150,000 Annual Guests at Hotel  
250,000 Annual Conventioneers in Convention Center

## Cabela's

Cabela's estimates over 3 million customers per year.  
The average visit lasts approximately 3 1/2 hours  
About half of the Cabela's visitors come from more than 100 miles away





# Jobing.com Arena

Glendale Arena opened its doors on December 26, 2003. The arena was built as a state-of-the-art, multi-purpose facility is adjacent to Westgate City Center.

On October 25, 2006, Jobing.com purchased the naming rights to the building and Glendale Arena was renamed Jobing.com Arena.

There are 87 Luxury Suites at Jobing.com Arena, which includes two Luxury Tower Suites and 12 Luxury Party Suites that can accommodate large groups of up to 50 people.

Jobing.com Arena hosts 100+ events per year that attract approximately 1 million customers.

In its short history Jobing.com Arena has hosted some of the biggest names in entertainment including Andrea Bocelli, Bon Jovi, Bruce Springsteen, Christina Aguilera, The Eagles, Elton John, Faith Hill & Tim McGraw, Foo Fighters, Hannah Montana, Justin Timberlake, Madonna, Mannheim Steamroller, Paul McCartney, Red Hot Chili Peppers, The Rolling Stones, Stevie Wonder, Tom Petty & the Heartbreakers, U2 and Van Halen.





# Demographics

## 5 Mile Radius Demographics

Population (311,229)

Population % by Sex (male - 49.73%, women - 50.27%)

Average Age (33)

Households (100,565)

Average HH Income (\$55,126) - 1 mile (\$62,373)

Average HH Size (3.07)

## 5 Mile Radius Daytime Employment

Total Employees (63,430)

Industries (Private Sector) - 50,287

Industries (Government & Non-Profit) - 13,143

## Other Facts

Nearly 1,200,000 people within 10 miles

Loop 101 & Glendale is used by 145,780 vehicles per day





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