

A person with dark hair, wearing a light-colored sweater and a dark green hat with a red band, stands with their back to the camera in a forest. The ground is covered in fallen leaves and ferns. The background consists of many thin, vertical tree trunks. A large, semi-transparent white diamond shape is overlaid on the left side of the image, containing the text 'MANCHESTER, VERMONT' in a gold, serif font.

MANCHESTER,
VERMONT



“
A LEGACY CENTER

A MONIKER OF WHICH WE ARE MOST PROUD.

”

WELCOME LETTER

W elcome to Manchester where, since the grand opening of our very first building in the summer of 1985, my late husband Ben Hauben and I successfully worked to create a truly authentic street boutique shopping experience. In fact, Manchester retail has become known throughout the industry as a “legacy” center – a moniker of which we are most proud.

As a couple originally hailing from New York City, Ben and I discovered the majestic beauty, unparalleled lifestyle and joyous sense of close-knit community in Manchester in 1979. Soon after our arrival we enjoyed becoming integral members and investors in the success of the town that became our home.

We also noticed opportunity.

With a steadfast and pioneering vision, Ben invested his time, energy and capital to create a unique retail environment never before seen – one interwoven within the historic walking village comprised of a series of buildings that would incorporate superior craftsmanship, historically-based architectural details, state-of-the-art green construction and a dramatic sense of light and space – an exquisite retail showcase. Now, at 135,000 square feet, Manchester is a world-renowned, distinct shopping destination comprised of 24 individual buildings.

Serving as the sole developer, owner and manager for over 30 years, our family-run business has always prided itself on not only offering customers a one-of-a-

kind shopping experience but also on working with our tenants, committed to partnership, to ensure their success.

We look forward to your brand discovering our center’s rich heritage and soon becoming part of the Manchester’s world-class retail experience.

Sincerely,

Lana Hauben

Lana Hauben



ARMANI
OUTLET

MICHAEL KORS
OUTLET

Brooks Brothers

POLO RALPH LAUREN

Eddie Bauer
OUTLET

TALBOTS

EILEEN
FISHER

t h e o r y

A RETAIL OPPORTUNITY LIKE NO OTHER

J. CREW
FACTORY

TUMI

vineyard vines
OUTLET

LE CREUSET

marimekko

Yves Delorme
PARIS

Tenants calling Manchester home enjoy a unique business experience with unlimited potential – catering to an affluent, discerning and sophisticated customer base comprised of both year-round visitors and second-home owners armed with disposable income.

LEADING A LOCAL EVOLUTION



- Homebuyer demographics have shifted where recent changes to the workplace landscape have resulted in an increase in full time home buyers throughout the region.
- Jan. 2018-Jan. 2020 saw 292 total homes and condos sold in Manchester and Dorset; median selling price \$335,000.
- More recently, nearly 410 homes and condos were sold between Jan. 2020-Jan. 2022; median selling price \$435,000 representing an increase of 40% in number of units and a price increase of nearly 30%.
- Second homeowners are also choosing to rent their properties where the region is experiencing a decrease in unoccupied homes resulting in less of an “off-season.”

Source: TPW Manchester



COCO GOOSE



PASTIME  PINBALL



MANCHESTER MARKET OVERVIEW

DISTINGUISHED LOCATION

Conveniently located near Boston and New York City in Southern Vermont, Manchester is nestled in the heart of Vermont's picturesque Green Mountains in a quaint and timeless town – one of the region's highly-desirable and fastest growing destination resort areas. It is intersected by two major Vermont roadways: Route 7 and Route 11/30.

Manchester's central location to nearby, dense metropolitan regions including Boston, Albany and Manhattan coupled by its rich, year-round seasonal and recreational opportunities and first-rate amenities instantly attracts aspirational and distinguished visitors to take advantage of all Manchester offers throughout the calendar year.

DRIVE TIMES TO MANCHESTER

SARATOGA, NY : 1 HOUR

NORTHERN BERKSHIRES : 1 HOUR

ALBANY CAPITAL REGION : 1½ HOURS

HARTFORD, CT : 2 HOURS

FAIRFIELD COUNTY, CT : 3 HOURS

BOSTON, MA : 3½ HOURS

NORTHERN NJ REGION : 3½ HOURS

NEW YORK CITY : 4 HOURS



VERMONT VISITOR ORIGINS



Origin	Overnight Visitor	Second Home Owner Primary Residence
Boston	23%	15%
New York City	20%	19%
Non-Urban Areas	10%	24% <small>(Includes Residents From Border Towns)</small>
Hartford, CT	5%	4%
Washington DC & Baltimore	4%	4%
Philadelphia	3%	2%
Albany Capital Region	2%	3%
Chicago	1%	<1%
Other Metro Areas	32%	29%

Whether a Boston girls' holiday shopping weekend getaway, a suburban Connecticut family escaping to their favorite spring break vacation residence or a first-time visit from Northern New Jersey to take in the awe-inspiring New England fall foliage, Manchester welcomes seasonal vacationers and second-home owners year-round.

Tourism is one of the largest industries in Vermont, as the state welcomes nearly 13 million visitors each year. These visitors account for close to \$2.5 billion in annual spending on lodging, food and drink, goods and services (Source: State of Vermont).

The Green Mountain State is a favorite among international visitors, as well, welcoming nearly 750,000 individuals in 2015 alone. In addition to Canada, nine of the top 10 overseas countries visiting Vermont are European with the majority coming from the U.K. (Source: Vermont Department of Tourism & Marketing).

DEMOGRAPHICS

Nearly 17 million people reside within 150 miles of Manchester. According to the Manchester Business Association, 2021 (the midst of the Covid 19 pandemic) saw more than 2,700 visitors welcomed to the Manchester Visitor Center.

Distance	Population	Households	Avg. Household Income
15 Miles	20,249	8,743	\$88,668
25 Miles	90,452	37,792	\$77,604
50 Miles	973,705	408,581	\$88,049
100 Miles	5,527,951	2,195,116	\$96,155
150 Miles	16,945,323	6,582,179	\$107,361

Source: U.S. Census Bureau





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WHETHER YOU ARE LOOKING FOR ADVENTURE OR JUST A QUIET ESCAPE, MANCHESTER IS JUST THE PLACE FOR YOU.

FOR A QUAIN T MOUNTAIN TOWN, WE’VE GOT ALL THE BIG PERKS; WORLD-CLASS HERITAGE SITES, AWARD WINNING CULTURAL VENUES, INCREDIBLE GALLERIES AND MUSEUMS, AND RECREATIONAL ACTIVITIES TO SUIT EVEN THE MOST ARDENT ENTHUSIAST.

Manchester Business Association

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MANCHESTER TOURISM

A TOWN OF FOUR SEASONS

No matter the season, Manchester offers the best of the state of Vermont year-round from majestic mountains and fabulous fall foliage to boutique hotels and classic country estates.

POPULAR PLACES OF INTEREST & NEARBY ATTRACTIONS

Hildene (Lincoln Family Historic Home)
Lye Brook Falls
Weston Playhouse
American Museum of Fly Fishing
Equinox Preservation Trust
Stratton Mountain Resort
Bromley Mountain

**BROMLEY AND STRATTON MOUNTAINS,
BOTH AWARD-WINNING SKI MOUNTAINS,
ARE LOCATED WITHIN A 20-MINUTE DRIVE
FROM MANCHESTER.**

**BROMLEY MOUNTAIN: 9 MILES
STRATTON MOUNTAIN: 17 MILES**

ARTS & CULTURE SCENE

Along with the popular **Manchester Hot Glass Studio and Gallery**, historic **Northshire Bookstore**, Vermont's oldest professional theater, **The Weston Playhouse**, and more, no trip to Manchester is complete without an outing to **Southern Vermont Arts Center (SVAC)** where visitors have enjoyed art, music and more since 1922. Housing the largest sculpture park in the state, SVAC offers a robust calendar of member and guest exhibitions along with a dynamic class schedule for all ages.



FOODIE HEAVEN



Manchester also offers a vibrant restaurant and culinary scene, from casual eats and farm-to-table to fine dining experiences. Thanks in part to its Big Apple connections, several talented chefs have put down roots here. Celebrate the bounty of Vermont's four seasons with classic New England fare, organic Mediterranean cuisine, casual breakfast, burgers and beer and everything in between.



TOWN FAVORITES



Raven's Den Steakhouse & Taproom

The Copper Grouse

Up For Breakfast

The Chantecleer Restaurant

The Reluctant Panther

Social House

Silver Fork

Depot Café



HOTELS, RESORTS & LODGING

From an array of cozy, charming and historic inns and bed and breakfasts to state-of-the-art hotels and resorts that combine local ambience with modern efficiencies, Manchester's eclectic collection of lodging options include a total of approximately 900 hotel rooms that house its influx of annual visitors.

- **The Equinox Resort & Spa**, which is listed on the National Register of Historic Places, is a long-time, favorite locale for picturesque and elegant weddings, regional business meetings and conventions along with luxury weekend and seasonal get-aways.
- In December 2017, Huffington Post named the **Taconic Hotel**, Kimpton's first hotel located outside of a city, one of the top 20 new or renewed hotels, inns or bed and breakfasts in the Northeast. What's more, the property was rated by Conde Nast Traveler as a top New England hotel for 2017 among the 40 recognized.
- **Hampton Inn and Suites by Hilton Manchester**, a new \$17.7 million project, celebrated its grand opening in Manchester in the summer of 2017.



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“MANCHESTER IS EXPERIENCING A ‘HOTEL BUILDING BOOM’ AND HAS ABOUT 900 ROOMS AVAILABLE.”

*MANCHESTER TOWN MANAGER JOHN O’KEEFE
VT DIGGER, APRIL 2017*

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MANCHESTER REGION SEASONAL ACTIVITIES & SPECIAL EVENTS SNAPSHOT

SPRING

- Golfing amidst picturesque mountain views
- Maple sugaring season begins
- Warm weather hikes to Lye Brook Falls
- Sporting afternoons at Dana L. Thompson Memorial Park

SUMMER

- Vermont Summer Festival (six-week equestrian competition)
- Manchester Music Festival
- Dorset Theater Festival
- Bromley Adventure Park
- Taconic Music Festival
- Green Mountain Bluegrass & Roots Festival

AUTUMN

- Breathtaking New England leaf peeping excursions
- Host of weekend harvest and brew festivals
- Lazy, relaxing and pampering spa days
- The Independent Television Festival

WINTER

- Excellent skiing, snowboarding, snowshoeing, dog sledding and snowmobiling
- Figure skating and ice hockey at Riley Rink – Manchester's own indoor Olympic size skating rink
- Memorable Merck Forest romantic sleigh rides
- Festive and family-friendly holiday events including Community Tree Lighting, Lighted Tractor Parade, Elf Express Ride, Holiday Inn Tours and much more!



MANCHESTER REGION'S UNDISCOVERED ADVENTURES & EXPERIENCES

Orvis Flagship Store and Fly Fishing School • Land Rover Experience Driving School
Equinox Snowmobiling Tours • Stratton Gondola Rides
Battenkill River Canoeing and Kayaking Trips

MANCHESTER
RETAIL
SEASONALITY
PERFORMANCE/
YEAR-ROUND
CONSUMERS

Known for its full array of seasonal events, abundance of recreational choices and outstanding amenities, Manchester attracts aspirational and sophisticated consumers throughout the year.

January: 5.1%

February: 6.0%

March: 6.4%

April: 5.0%

May: 6.2%

June: 7.8%

July: 9.8%

August: 10.6%

September: 10.2%

October: 11.3%

November: 10.1%

December: 11.4%

MANCHESTER RETAILER COLLECTION

A SECOND-TO-NONE ASSEMBLY OF ICONIC DESIGNERS, LEADING BRAND NAMES AND UNIQUE LOCAL MERCHANTS CALL MANCHESTER HOME.

OUR BRANDS:

- Armani Outlet
- Aunt Bonnie's CBD
- Brooks Brothers Factory Store
- Coco Goose
- Depot Street Burgers
- Depot 62 - Fine Home Furnishings
- Depot Café
- Eddie Bauer Outlet
- Eileen Fisher Company Store
- Four Seasons Sotheby's International Realty
- Helmholtz Fine Art
- J.Crew Factory Store
- Le Creuset

- Marimekko Outlet
- Michael Kors Outlet
- Pastime Pinball Arcade
- Polo Ralph Lauren Factory Store
- Sabi Mercantile
- Smugglers' Notch Distillery
- Southern Vermont Ballet
- Talbots Outlet
- The Little Rooster Cafe
- Theory Outlet
- Tumi Outlet
- Vineyard Vines
- Yves Delorme

ADDITIONAL LOCAL MERCHANTS:

- EPOCH Gallery
- Gap
- Orvis Flagship Store
- Manchester Country Store
- Manchester Wood Craft
- Mother Myricks Artisan Chocolates
- Northshire Book Store
- And More!



A woman with long brown hair is sitting on a large, dark rock. She is wearing a wide-brimmed white hat with a blue band, a white poncho with long fringe, and tan pants. She is also wearing tall, brown leather boots. She is looking towards the camera with a slight smile. The background consists of bare, brown trees and a clear blue sky, suggesting a natural, outdoor setting.

WHAT MANCHESTER SHOPPERS ARE SAYING

SHOPPING AMIDST SCENERY

“Located in the heart of the Historic Manchester Centre Village this shopping district gives a chance to do shopping in a scenic natural setting surrounded by the green mountain range. Has most shops that one would find in other malls but the location and stroll along the country road in the heart of this beautiful, quaint little village is absolutely worth it.”

GIRLS SHOPPING VACATION

“As always the shopping was amazing in Manchester. Such a great location and easy parking that’s free. The weather was beautiful -- 70’s and sunny. Lots of places to stop for lunch or dinner in between shopping.”

tripadvisor®



WHAT MANCHESTER SHOPPERS ARE SAYING

THERE IS ALWAYS SOMETHING YOU FORGOT YOU HAD TO HAVE TO BE FOUND THERE

“Whenever we are in Manchester we make it a point to shop. Its tenants vary and there is always a shop that you can find either the perfect gift for an upcoming birthday or yourself.”

SHOPPING!

“I love shopping in Manchester even though I live in NYC. It is the best value for your money. They have a mix of high-end designer stores such as Theory, Eileen Fisher and Armani as well as J. Crew I enjoy the atmosphere of being in Vermont. I also like trying on the clothes to know that they fit me as opposed to buying on the internet.”

tripadvisor[®]

MANCHESTER TEAM



VANDERBILT EQUITIES CORPORATION

Vanderbilt Equities Corporation, established in New York City in 1975, is a real estate investment firm with holdings in New York, Massachusetts and Vermont. Sectors include investment, acquisitions, development and management of commercial, retail and residential properties. Some special projects include acquisition, design, development, leasing and management of Manchester Designer Outlets and acquisition and development of the American Felt Building, the first luxury loft building in New York City. Vanderbilt Equities Corporation is a privately-held, family-owned and operated corporation.



FFO Realty is a full-service real estate leasing and development advisory firm based in Baltimore. The company partners with developers and owners to provide project-based support in all facets of the development process, from site selection and leasing through to project completion and asset management. With more than 70 years of combined experience among the company's principals, FFO Realty brings together the talents and versatile experience of four former Prime Retail leasing executives with a proven track record of leasing production and project development success. Visit www.fforealty.com for more information.



Strategy+Style Marketing Group is an award-winning, strategic consulting and marketing services firm specializing in retail and residential real estate. With more than 30 years of business-to-business and consumer experience on both domestic and international fronts, the firm serves as an outsourced marketing department to optimize asset value, profitability and net operating income. Visit www.strategyplusstyle.com for more information.

LEASING:

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