



# SOUTHLANDS

OUTDOOR ENTERTAINMENT  
+  
SOPHISTICATION



**aurora, colorado**





# colorado's

## LARGEST SHOPPING DESTINATION

NEW TENANTS . NEW AMENITIES . NEW EXPERIENCES.



Southlands is the largest shopping destination in Colorado.

**1.7 MILLION**

square feet of retail and office space in one of the fastest growing and most affluent areas of the country.



Additional features including interactive fountains, a fire pit, and a children's play area contribute to a longer-than-average customer dwell time.



Timeless architecture, beautiful landscaping, and the backdrop of the Rocky Mountains creates an ambiance that contributes to Southlands being such a popular destination.



Seasonal events like farmer's markets, outdoor concerts, outdoor ice skating, and the annual holiday parade help to drive traffic year-round.



Southlands has over 170,000 square feet of leased office space. Employees of these spaces contribute to Southlands as they active shoppers and diners.

# a place that has it all

COLORADO'S LARGEST SHOPPING DESTINATION

RETAIL

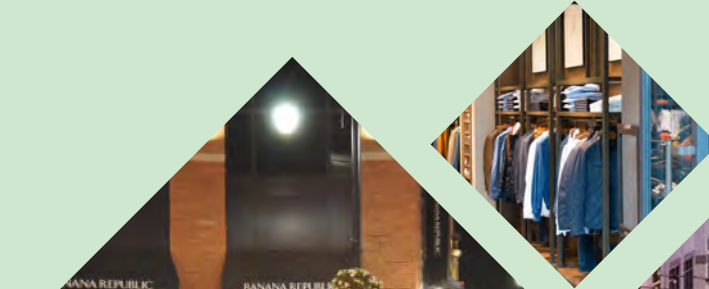
DINING

ENTERTAINMENT

FITNESS

OFFICE

HOTEL





# why southlands?

#1 Largest Shopping Center in Colorado

#2 Most frequently visited Center in Colorado

10.42 Million Visits Per Year

source: Placer Labs, Inc. ([www.placer.ai](http://www.placer.ai))



Walmart

Sams CLUB

JCPenney

TJ-maxx

SOUTHLANDS

BARNES & NOBLE BOOKSELLERS

DICK'S SPORTING GOODS

H&M

ZONE FITNESS CLUBS

AMC THEATRES

Office DEPOT

ROSS DRESS FOR LESS

ULTA BEAUTY

COST PLUS WORLD MARKET

five BELOW

PETCO Where the pets go

Michaels

SEPHORA

LANE BRYANT

Famous Footwear MAKE IT TODAY FAMOUS

Party City

Massage Envy

WHITE HOUSE

BLACK HOUSE

NORDSTROM RACK

zumiez

BUFFALO WILD WINGS GRILL & BAR

Ted's MONTANA GRILL

CHIPOTE MEXICAN GRILL

TILLYS CLOTHING • SHOES • ACCESSORIES

P.F. GIANG'S CHINA BISTRO

+ so much more!



# join premier tenants

## NATIONAL TENANT ROSTER

### Restaurants & Entertainment

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LUCKY STRIKE

### Retail

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TORRID



### Specialty

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# southlands site plan

E-470



**TJ-maxx**  
NAP

**Michaels**  
NAP

**JCPenney**  
NAP

**Sam's Club**  
NAP

**Walmart**  
NAP

**Office DEPOT**  
NAP

**AMC THEATRES**

**ZONE FITNESS CLUBS**  
VR-1

**DICK'S SPORTING GOODS**  
A-101

**BARNES & NOBLE**  
N-101

**H.M.**

**OFF BROADWAY**  
VR-5

**PartyCity**  
VR-6

**five BELOW**  
VR-7

**LUCKY STRIKE**  
VR-8

**ULTA**  
VR-9B

**WORLD MARKET**  
VR-9C

**ROSS DRESS FOR LESS**  
VR-10

**NORDSTROM rack**  
VR-11

**FAMOUS Footwear**  
VR-12

**petco**  
VR-13

VR-14A

VR-14B

VR-15A

VR-15B

VR-15C

VR-15D

VR-16



# town center

A-101 Dicks Sporting Goods 49,650 sf  
B-101 Select Comfort 2,900 sf  
B-102 Club Pilates 1,546 sf  
B-103 Massage Envy 3,112 sf  
B-104 Aurora Family YMCA 3,296 sf  
B-105 StretchLab 1,204 sf  
**B-107 VACANT 4,501 sf**  
B-108 Storage 5,642 sf  
B-113 Bright Minds Childcare and Learning Center 6,002 sf  
C-101 Advanced Orthopedic 7,684 sf  
C-103 Storage 2,196 sf  
C-104 Storage 1,157 sf  
C-105 Storage 982 sf  
C-106 Kay Jewelers 2,364 sf  
C-107 Savory Spice Shop 1,603 sf  
C-108 Apricot Lane 1,419 sf  
C-109 My Kid's Closet 3,971 sf  
C-110 Torrid 2,971 sf  
C-113 Beyond The Blackboard 1,800 sf  
C-114 Mainstream Boutique 2,181 sf  
D-101 H & M 21,310 sf  
D-106 The Local 8,453 sf  
D-111 Brain Balance Achievement Center 3,168 sf  
D-112 Anthony Vince Nail Spa 3,680 sf  
E-101 Sola Salon 8,322 sf  
E-104 Forefront Dermatology 4,651 sf  
E-105 Color Me Mine 1,746 sf  
E-106 Zumiez 3,062 sf  
E-107 Hot Topic 1,718 sf  
**E-108 VACANT 889 sf**  
**E-109 VACANT 1,688 sf**  
E-110 Claire's 1,103 sf  
E-111 Fuzziwig's Candy Factory 1,007 sf  
E-112 Sunglass Hut 553 sf  
F-101 Ted's Montana Grill 4,983 sf  
F-103 EnFuego Mexican Cantina 2,610 sf  
**F-104 VACANT RESTAURANT 2,491 sf**  
**F-106 VACANT RESTAURANT 6,911 sf**  
**G-101 VACANT 1,315 sf**  
G-103 The Poke Story 1,113 sf  
G-105 Bad Daddy's Burger Bar 3,761 sf  
G-109 AMC Theatres 72,347 sf  
**G-111 VACANT RESTAURANT 2,519 sf**  
**G-113 VACANT 1,705 sf**  
G-115 Pho 90 2,900 sf  
H-101 Mt. Fuji Sushi & Hibachi 5,038 sf

**H-104 VACANT RESTAURANT 11,742 sf**  
H-107 Buffalo Wild Wings 6,465 sf  
I-101 Hallmark 4,491 sf  
I-102 Calla Vie Boutique 524 sf  
**I-103 VACANT 5,801 sf**  
I-104 Maurices 5,177 sf  
**I-106 VACANT 4,158 sf**  
I-107 Pedego Electric Bikes 2,301 sf  
I-108 The Cookie Company 943 sf  
I-109 Picture It Studios 1,963 sf  
J-101 Noodles & Co. 2,628 sf  
J-102 White House I Black Market 2,713 sf  
J-103 Bath & Body Works 3,322 sf  
J-104 Victoria's Secret 6,001 sf  
J-106 Tilly's 6,501 sf  
**J-108 VACANT 1,142 sf**  
J-109 Bent Barley Brewing Company 3,368 sf  
K-101 Sephora 6,328 sf  
K-102 Rocky Mountain Chocolate Factory 840 sf  
K-105 Best Friend's Closet 9,423 sf  
L-110 Lululemon 5,577 sf  
**L-111 VACANT 1,404 sf**  
**L-112 VACANT RESTAURANT 4,029 sf**  
**L-114 VACANT RESTAURANT & WINE BAR 1,431 sf**  
**L-115 VACANT RESTAURANT & WINE BAR 3,111 sf**  
M-100 LensCrafters 3,099 sf  
M-101 Security 2,668 sf  
M-102 Stride 2,924 sf  
M-103 Rumbl 3,705 sf  
M-104 Lane Bryant 5,096 sf  
M-105 Barber Academy 6,100 sf  
M-108 Poonam's by Design 6,273 sf  
N-101 Barnes & Noble 27,053 sf  
**N-103 VACANT 2,864 sf**  
O-101 Chipotle 2,648 sf  
O-102 AT&T 1,925 sf  
O-103 Legends Coffee House 1,686 sf  
P-101 Jamba Juice 1,599 sf  
P-102 Tea Alley 1,338 sf  
P-103 H&R Block 2,070 sf  
P-104 Monsoon 3,674 sf  
Q1 Kiosk 854 sf  
Q2 Tutti Fruitti 823 sf  
S-101 Concierge Services 1,105 sf

**TOTAL 454,561 sf**



# power center

VR-1	Zone Fitness Clubs 35,302 sf
<b>VR-4</b>	<b>VACANT 30,000 sf</b>
VR-5	Off Broadway Shoes 20,000 sf
VR-6	Party City 14,767 sf
VR-7	Five Below 10,790 sf
VR-8	Lucky Strike
VR-9A	Home Collections Furniture 7,559 sf
VR-9B	Ulta 10,093 sf
VR-9C	Cost Plus World Market 17,000 sf
VR-10	Ross 30,138 sf
VR-11	Nordstrom Rack 29,791 sf
VR-12	Famous Footwear 9,006 sf
VR-13	Petco 15,397 sf
VR-14A	America's Best 4,071 sf
VR-14B	My Salon Suite 5,897 sf
VR-15A	The Paint Bar 1,964 sf
<b>VR-15B</b>	<b>VACANT 2,253 sf</b>
VR-15C	Forever Nails Salon 1,400 sf
VR-15D	Exercise Coach 1,354 sf
VR-16	Heads Up Salon 5,681 sf

**TOTAL 292,633 sf**





# the southlands shopper

## LOYAL CUSTOMERS

Impressive customer statistics!

The surrounding 5-mile trade area has an average household income of more than \$158,00 with more than 162,000 residents and quickly growing.

Southlands shoppers are primarily young, female, and well-educated with a six-figure average household income

	3 mile	5 mile	10 mile
Population	85,638	159,999	530,374
Households	27,922	53,171	195,863
Hold Bachelor's Degree	35.1%	32.8%	30.8%
Average HH Income	\$174,603	\$162,094	\$133,768

source: Esri, 2023



10.42M / 1M / 10.37M

Estimated # of Visits / Customers /  
Visits Per Customer

source: Placer Labs, Inc. (www.placer.ai)



4.5 Star Google Review

5,630 reviews

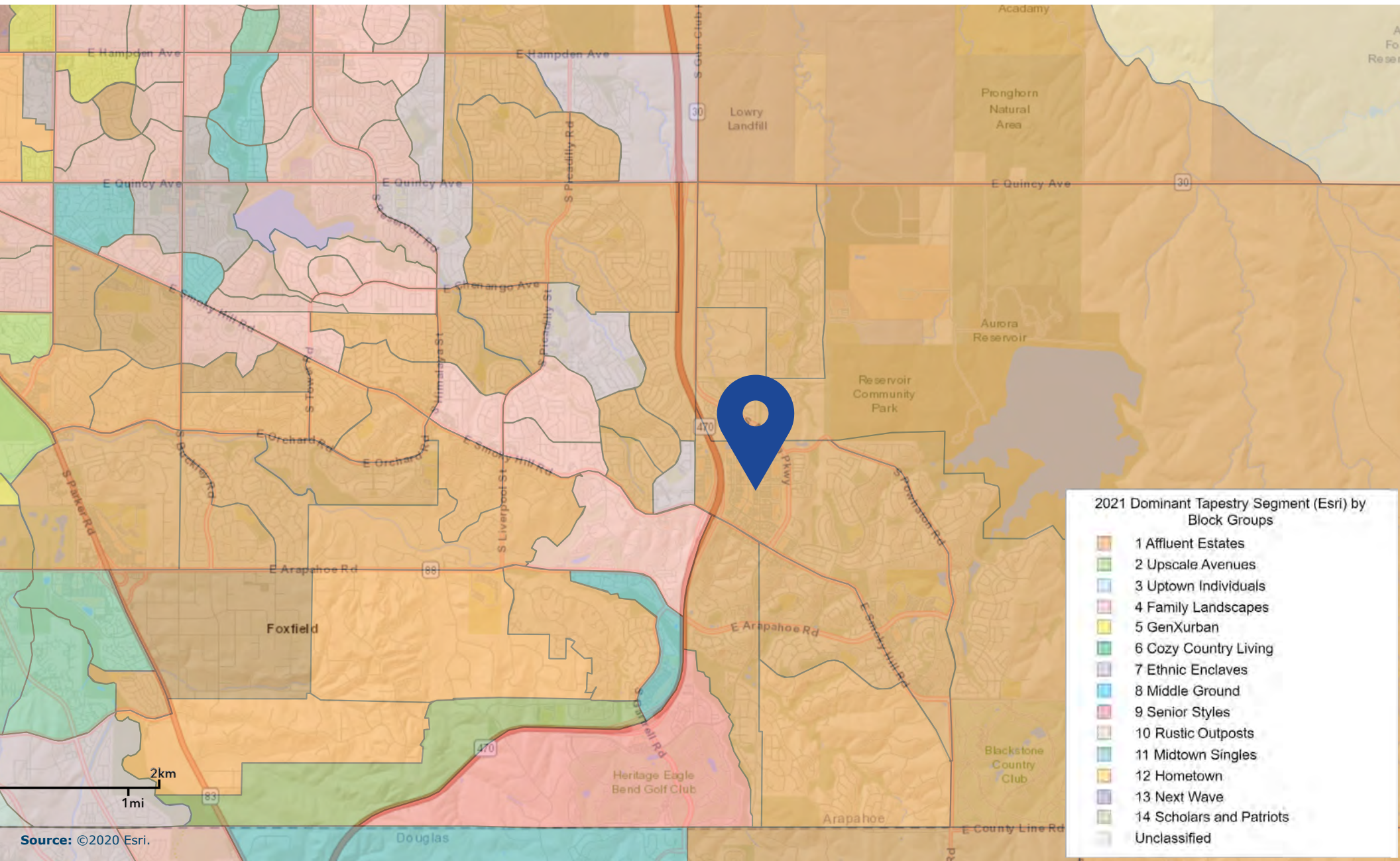




# the southlands shopper

## TRADE AERIAL TAPESTRY MAP

Behavioral market segmentation for US neighborhoods





# Behavioral market segmentation for US neighborhoods

## 1 AFFLUENT ESTATES TAPESTRY TIERS

<b>a</b>	<b>Top Tier</b> AFFLUENT ESTATES	<b>2.84</b> Average HH Size	<b>47.3</b> Median Age	<b>\$173,200</b> Median HH Income
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The residents of the wealthiest Tapestry market, Top Tier, earn more than three times the US household income. They have the purchasing power to indulge any choice, but what do their hearts' desire? Aside from the obvious expense for the upkeep of their lavish homes, consumers select upscale salons, spas, and fitness centers for their personal well-being and shop at high-end retailers for their personal effects. Whether short or long, domestic or foreign, their frequent vacations spare no expense. Residents fill their weekends and evening with opera, classical music concerts, charity dinners, and shopping. These highly educated professionals have reached their corporate career goals. With an accumulated average net worth of over 3 million dollars and income from a strong investment portfolio, many of these older residents have moved into consulting roles or operate their own business.

<b>b</b>	<b>Professional Pride</b> AFFLUENT ESTATES	<b>3.13</b> Average HH Size	<b>40.8</b> Median Age	<b>\$138,100</b> Median HH Income
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Professional Pride consumers are well-educated career professionals that have prospered through the Great Recession. To maintain their upscale suburban lifestyles, these goal oriented couples work, often commuting far and working long hours. However, their schedules are finetuned to meet the needs of their school age children. They are financially savvy; they invest wisely and benefit from the interest and dividend income. So far, these established families have accumulated an average of 1.6 million dollars in net worth, and their annual household income runs at more than twice the US level. They take pride in their newer homes and spend valuable time and energy upgrading. Their homes are furnished with the latest in home trends, including finished basements equipped with home gyms and in-home theaters.

<b>c</b>	<b>Boomburbs</b> AFFLUENT ESTATES	<b>3.25</b> Average HH Size	<b>34.0</b> Median Age	<b>\$113,400</b> Median HH Income
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This is the new growth market, with a profile similar to the original: young professionals with families that have opted to trade up to the newest housing in the suburbs. The original Boomburbs neighborhoods began growing in the 1990s and continued through the peak of the housing boom. Most of those neighborhoods are fully developed now. This is an affluent market but with a higher proportion of mortgages. Rapid growth still distinguishes the Boomburbs neighborhoods, although the boom is more subdued now than it was 10 years ago. So is the housing market. Residents are well-educated professionals with a running start on prosperity.





## Behavioral market segmentation for US neighborhoods

## 4 FAMILY LANDSCAPES TAPESTRY TIERS

a

Workday Drive  
FAMILY LANDSCAPES

2.97

Average HH Size

37.0

Median Age

\$90,500

Median HH Income

Workday Drive is an affluent, family-oriented market with a country flavor. Residents are partial to new housing away from the bustle of the city but close enough to commute to professional job centers. Life in the suburban wilderness offsets the hectic pace of two working parents with growing children. They favor time-saving devices, like banking online or housekeeping services, and family-oriented pursuits.

b

Home Improvement  
FAMILY LANDSCAPES

2.88

Average HH Size

37.7

Median Age

\$72,100

Median HH Income

Married-couple families occupy well over half of these suburban households. Most Home Improvement residences are single-family homes that are owner occupied, with only one-fifth of the households occupied by renters. Education and diversity levels are similar to the US as a whole. These families spend a lot of time on the go and therefore tend to eat out regularly. When at home, weekends are consumed with home improvement and remodeling projects.





# growth

## SUBURBAN + HOUSING DEVELOPMENTS



## SOUTHLANDS ROBUST HOUSING MARKET CONTINUES TO SOAR

Denver/Aurora has proven to be a top destination for new residents driving one of the hottest markets in the Western US over the past 12 months.

Quality of life has been a major factor in driving this extraordinary growth as people are leaving gateway cities like Los Angeles, San Francisco, Chicago and NY.



40.4%

(1,186 units)

NEW HOME SALES YOY

April 2021

source: Zonda

29.4%

(12,933 units)

NEW HOME SALES YOY

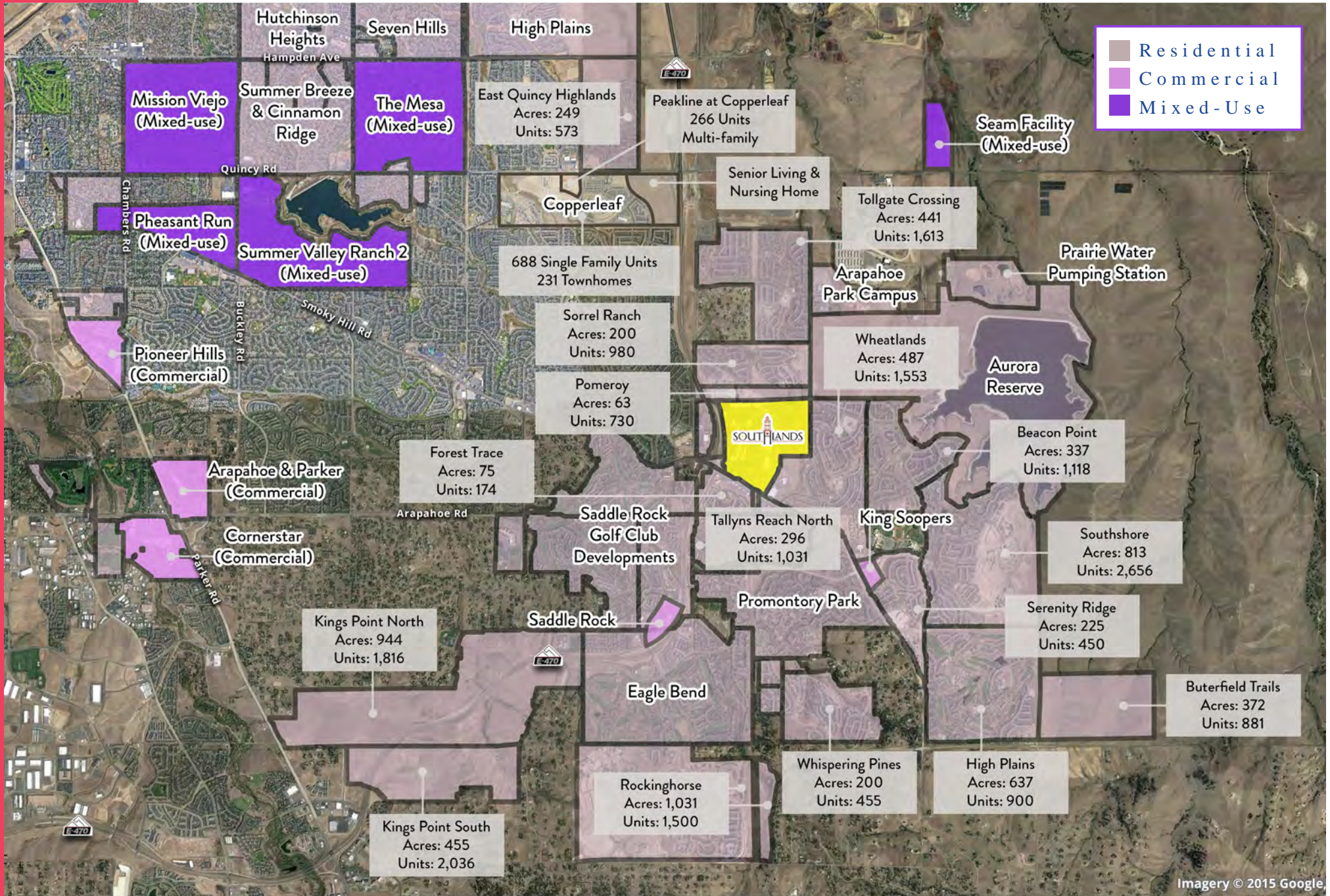
Trailing 12 months

source: Zonda



# nearby

## COMMERCIAL & HOUSING DEVELOPMENTS







# suburban growth

CONTINUES TO SOAR WITH  
MORE PLANNED  
DEVELOPMENTS ON THE WAY





# elevated experiences

## REDEVELOPED TOWN SQUARE + AMENITIES

IN 2020, SOUTHLANDS COMPLETED A MULTI-MILLION DOLLAR REDEVELOPMENT PROJECT INCLUDING

- ▶ Re-imagined Town Square with a state-of-the-art water fountain, play space and customer seating
- ▶ Cub Hub children's play area
- ▶ Customer service center with full-time concierge level service for guests
- ▶ Elevated pavers and landscape





events

ATTRACT OVER

**200,000** GUESTS

EACH YEAR





# events

## SEASONAL EVENTS DRIVE TRAFFIC YEAR-ROUND

JAN FEB MARCH APRIL MAY JUNE JULY AUG SEPT OCT NOV DEC

The Pond Ice Rink  
100,000+ visitors per season

Sounds of Southland Con-  
cert Series  
2,500+ people per show

The Pond Ice Rink  
100,000+ visitors per season

Farmer's Market  
75,000+ visitors per season

Hometown Holiday  
Kickoff Parade  
17,000+ guests

Movies on the Square  
1,500+ guest per movie





# aurora, colorado

“ AURORA IS THE THIRD MOST POPULOUS CITY IN THE STATE OF COLORADO AND THE 51ST MOST POPULOUS CITY IN THE UNITED STATES. ”

## Fun Facts about Denver/Aurora

- ▶ In 2020, Denver witnessed strong residential growth and record sales, highlighted by almost 63,000 home sale closings and over 21,400 housing permits issued.
- ▶ Downtown Denver's rising housing costs have made this area unaffordable for many high-earning buyers, which is driving increased demand in
- ▶ Southeast Denver among move-up buyers and affluent residents.
- ▶ The southeast Aurora market is expanding as residents trade up to more aspirational, higher dollar homes located in this area. As rooftops continue to grow, Southlands will benefit from proximity to this growth and relative insulation from future new retail competition.

## More Fun Facts about Denver/Aurora

- ▶ Access to the highly desirable Cherry Creek School District is among the many reasons Southeast Denver is outpacing other markets
- ▶ As of 2020, there are more than 581,000 residents living within a twenty-minute drive of Southlands, an increase of 244,047 (41% growth) since 2000.
- ▶ The area is home to a highly educated workforce that earns, on average, more than \$145,000 in household income and there are more than 46,000 households earning in excess of \$150,000 annually.





# about the owners

## M&JWILKOW

M & J Wilkow's approach to real estate emerged distinctively from an owner's perspective and has evolved over 80 years in the real estate business. It is based on the philosophy that value is first created and then enhanced by the implementation of a thoughtfully conceived strategic plan. The plan spells out a series of interrelated, value-driven objectives, as well as the means for achieving them.

At the present time, the Company's portfolio comprises 60 properties, including 22 office buildings and 38 retail properties consisting of approximately 12.9 million total square feet. The aggregate market value of the portfolio is estimated to be in excess of \$3 billion.



## Leasing contacts



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