



# THE BLOCK

AT PIMACENTER





# 232 ACRE MIXED-USE CAMPUS

## FOR LEASING INFORMATION PLEASE CONTACT

### **Stan Sanchez**

SENIOR VICE PRESIDENT  
DIR +1 602 222 5032  
stan.sanchez@colliers.com

### **John K. Jackson**

ASSOCIATE VICE PRESIDENT  
DIR +1 602 222 5115  
jk.jackson@colliers.com

### **Larry Miller**

ASSOCIATE VICE PRESIDENT  
DIR +1 602 222 5114  
larry.miller@colliers.com



### **Colliers International**

2390 E. Camelback Rd. Ste 100  
Phoenix, Arizona 85016  
[www.colliers.com/greaterphoenix](http://www.colliers.com/greaterphoenix)

\*All site plans are proposed

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OFFICE  
INDUSTRIAL  
RETAIL  
HOTEL



**1.4M SF  
OF EXISTING  
MIXED-USE  
CAMPUS**

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Owned & Managed by:



**60,000 SF OF  
RETAIL ON 12 ACRES**

# GREATER PHOENIX MARKET OVERVIEW

 **4.5M**  
RESIDENTS

 **12th**  
largest  
METROPOLITAN  
STATISTICAL AREA

 **5th most**  
POPULOUS CITY  
IN THE COUNTRY

 **ADDED ±**  
**50,000**  
JOBS/YEAR SINCE 2013

The Greater Phoenix metro area consists of Maricopa County and Pinal County, which together include nearly 4.5 million residents. Greater Phoenix is the 12th largest Metropolitan Statistical Area (MSA) in the United States. The City of Phoenix is the fifth most populous city in the country and the largest city in the metro area. Major cities in the Phoenix MSA include Phoenix (population 1.5 million), Mesa (population 455,000), Chandler (population 249,000), Gilbert (population 241,000), Glendale (population 232,000), Scottsdale (population 225,000), and Tempe (population 169,000).

The Phoenix MSA is a classic growth market, an area that experiences rapid growth during expansions. As the national economy has transitioned into growth mode, the Phoenix economy has been on an upward trajectory. In 2014, Arizona added more than 95,000 residents, the state's highest one-year

total since 2010, and the fifth fastest gain in the U.S. in 2014. Maricopa County grew at a pace of 1.6 percent in 2014, led by Gilbert, where the population expanded at estimated 3.5 percent. Gilbert is now the fourth largest city in the Phoenix MSA, passing both Scottsdale and Glendale during the past few years.

This population growth is supporting the Phoenix labor market outlook as well, with population-serving sectors of the economy, including retail, healthcare and leisure and hospitality expanding at healthy rate of growth. Employers in the Phoenix MSA have added approximately 50,000 jobs per year since 2013, with annual growth averaging 2.8-3.0 percent, nearly double the national rate of expansion. In addition, the Phoenix area is benefiting from growth in white-collar sectors of the economy, with professional and business services and financial employers expanding.





*This population growth is supporting the Phoenix labor market outlook as well, with population-serving sectors of the economy, including retail, healthcare and leisure and hospitality expanding at healthy rate of growth.*







## SCOTTSDALE ENTERTAINMENT



ATTENDEES IN 2017  
**655,434**



ATTENDEES IN 2017  
**320,000**



**Piesta Bowl**

ATTENDEES FOR TWO  
BOWL GAMES 2016-2017  
**482,518**



ATTENDEES IN 2016  
**511,612**

## SCOTTSDALE TRAVEL MARKET:



**9.0M**  
VISITORS/YEAR



**\$1.1B**  
SPENDING/YEAR

*The city is home to the Waste Management Phoenix Open each winter, which annually sets records for attendance of more than 500,000 for tournament week and the Barrett-Jackson Collector Car Auction.*

 **241K**  
RESIDENTS

  
**5th largest**  
POPULOUS CITY  
IN ARIZONA

 **75K**  
PER YEAR MEDIAN  
HOUSEHOLD INCOME

## SCOTTSDALE OVERVIEW

The city of Scottsdale is located in the northeast portion of the Phoenix-Mesa-Glendale metro area. The local population in the city totals more than 241,000 residents. Scottsdale has three distinct districts. South Scottsdale, which encompasses Old Town Scottsdale, is the premier entertainment and tourism segment. South Scottsdale features hundreds of restaurants and bars, the 1.6-million square foot Scottsdale Fashion Square Mall (tenants include Neiman Marcus, Barney's New York and Tiffany).

Central Scottsdale is the affluent residential and business hub in Scottsdale, with master-planned communities such as Gainey Ranch, McCormick Ranch and Scottsdale Ranch, that have thousands of residents, as well as 200,000 employees within five miles. Our site is located on the reservation near the 496-room Talking Stick Resort, Top Golf and the Salt River Fields sports complex. These projects surround one of the larger retail projects in Scottsdale, the 950,000-square foot Pavilions shopping center located at the Loop 101 and Indian Bend Road.





3,294 undergrad students



16,700 VPD

152,500 VPD

LOOP  
101

VIA DE VENTURA BLVD

16,311 VPD







 **TOPGOLF**  
ATTENDEES IN 2015  
**435,000**

  
**BUTTERFLY WONDERLAND**  
A rainforest experience.  
ANNUAL VISITORS  
**600,000**

  
**ODYSEA AQUARIUM**  
ANTICIPATED  
**2M** ANNUAL VISITORS

  
**SALT RIVER FIELDS**  
AT TALKING STICK  
ANNUAL VISITORS  
**400,000**

  
**TALKING STICK RESORT**  
**98,000 SF**  
CASINO AND **496**  
GUEST ROOMS

## PRIME LOCATION OVERVIEW

Many of the residents in Central Scottsdale live, work and play in this immediate trade area. The Central Scottsdale submarket features approximately 7 million square feet of office space—buildings are located along Scottsdale Road, Hayden Road, Shea Boulevard and the Loop 101—and the primary expansion areas surround the Salt River Pima-Maricopa Indian Community.

Recent developments on the reservation include the 496-room Talking Stick Resort, Top Golf and the Salt River Fields sports complex. These projects surround one of the larger retail projects in Scottsdale, the 950,000-square foot Pavilions shopping center located at the Loop 101 and Indian Bend Road. The area is amenity-rich, with a number of local restaurants and bars that cater to the needs of both the local residential population as well as the daytime employees that work in the area during the week. The area is also well-suited to accommodate the high-end business or recreational traveler. In addition to the Talking Stick Resort, Central Scottsdale also includes the 493-room Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch.



PIMA CENTER HIGHLIGHTS



232 ACRE MIXED-USE,  
FULLY INTEGRATED  
CAMPUS IN THE HEART  
OF SCOTTSDALE



3,700

ON CAMPUS  
TOTAL EMPLOYEES

7,500



TOTAL ON  
CAMPUS EMPLOYEES  
IN THE NEXT 36 MONTHS

\*ESTIMATED



2.5M SF

OF MIXED-USE CAMPUS  
PROJECTED  
IN THE NEXT 24

MONTHS

\*ESTIMATED



1.4M

OF EXISTING  
MIXED-USE CAMPUS





  
**THE BLOCK**  
AT PIMA CENTER







## PRIME PADS / RETAIL SHOP SPACE OPPORTUNITY AT THE BLOCK AT PIMA CENTER

### THE BLOCK AT PIMA CENTER

The Block at Pima Center is strategically located along the Loop 101 Freeway inside Pima Center, with unparalleled visibility to almost 170,000 cars per day. As part of one of the largest mixed-use developments in all of Scottsdale located within the new entertainment corridor, it brings an unique opportunity for retailers to service the prominent residents of Scottsdale. Pima Center is within walking distance of 3,700 employees, which is estimated to expand to 7,000 in the next 36 months.





# THE BLOCK AT PIMA CENTER HIGHLIGHTS

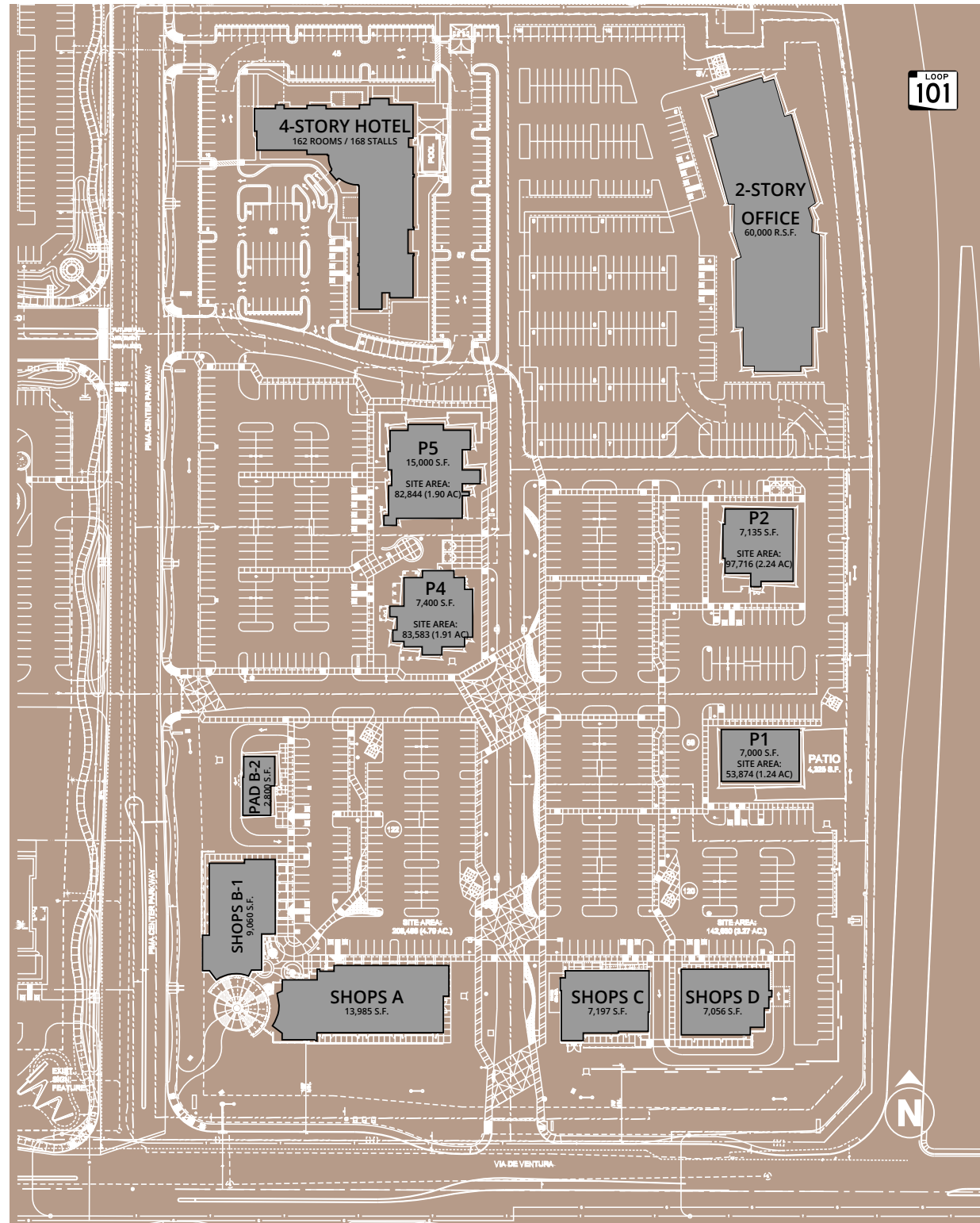


60,000 SF OF RETAIL  
ON 12 ACRES

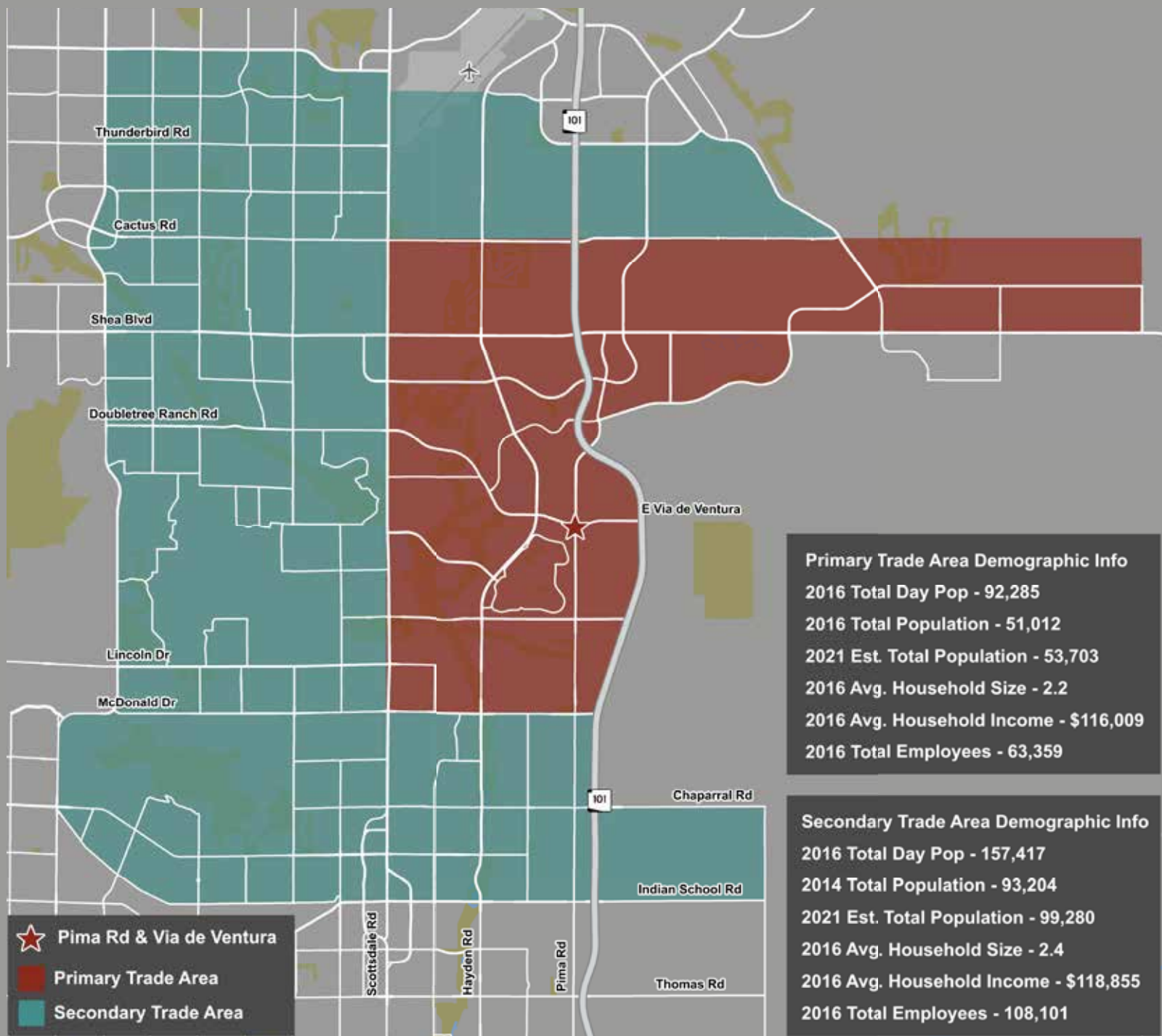


DEDICATED RETAIL  
FREEWAY PYLON SIGNAGE  
OPPORTUNITY LOCATED DIRECTLY  
ALONG THE LOOP 101

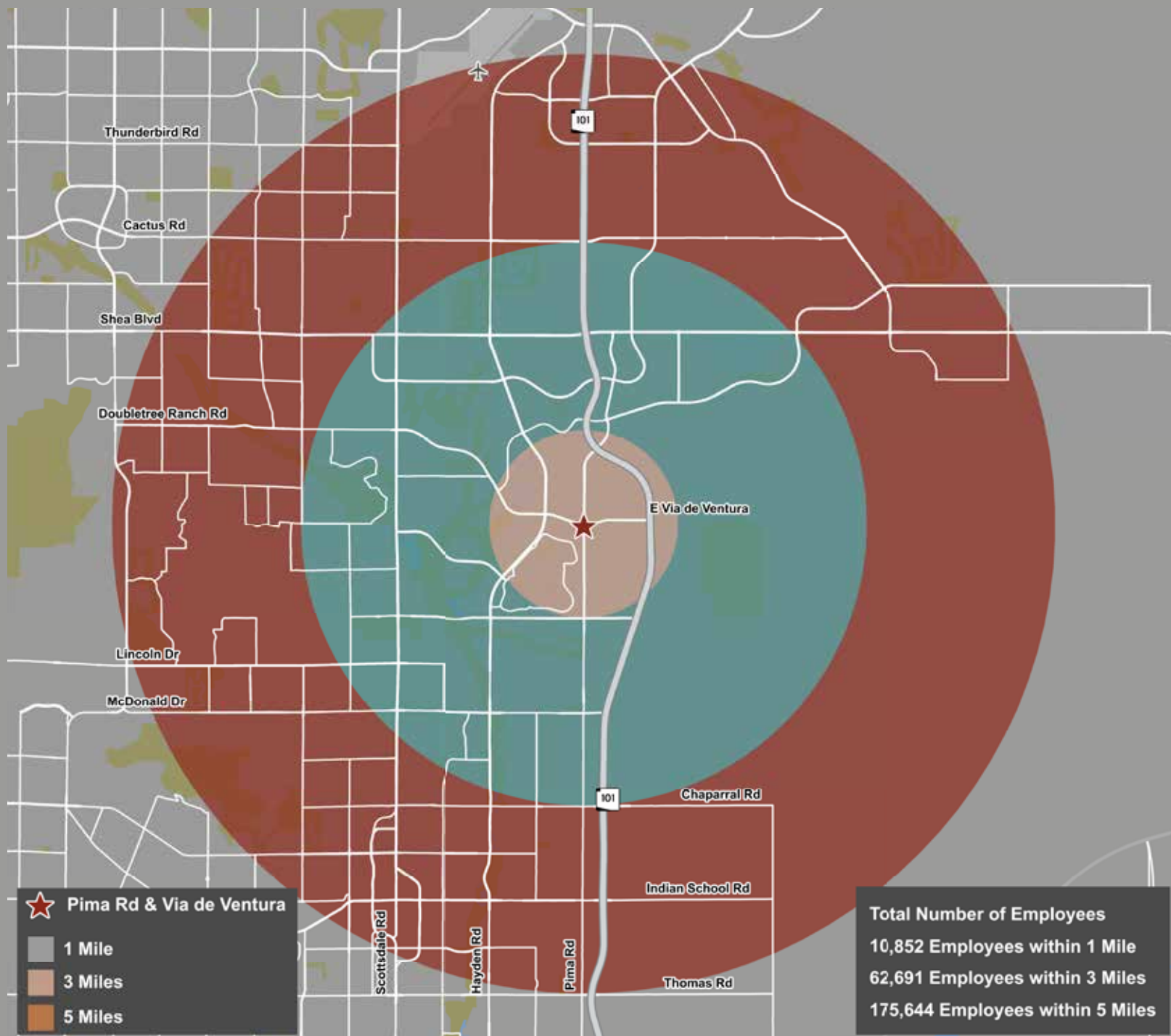
THE BLOCK AT PIMA  
CENTER OFFERS A  
VERY UNIQUE RETAIL  
OPPORTUNITY LOCATED  
ON "MAIN AND  
MAIN" IN CENTRAL  
SCOTTSDALE.













## ABOUT MAINSPRING CAPITAL GROUP



MainSpring Capital is a privately held real estate company that specializes in the acquisition and development of commercial real estate.

Founded in 1992, MainSpring Capital is the master developer of Pima Center and currently owns the leasehold interest in over 820,000 SF of fully developed office and industrial buildings and 100 acres of developable land at Pima Center.

Additionally, Mainspring Capital is developing another industrial project of 150,000 SF that will be completed in early 2017.

MainSpring and its affiliates have acquired and developed office and industrial projects in Arizona, Utah, Colorado, Oregon and Pennsylvania and, additionally, have experience in master planned projects and golf course development.





# ABOUT COLLIERS INTERNATIONAL



Comprised of

**15,000**

professionals



Revenue

**\$2.6B**

(US\$)



Managing

**2.0B**

(square feet)



Established in

**68**

countries



Lease/sale transactions

**72,000**



Transaction value

**\$105B**

*\* All statistics are for 2016, are in U.S. dollars and include affiliates.*

## COLLIERS INTERNATIONAL

Colliers International is the leader in global real estate services, defined by our spirit of enterprise. Through a culture of service excellence and a shared sense of initiative, we have integrated the resources of real estate specialists worldwide to accelerate the success of our clients, our people and our communities.

## COLLIERS INTERNATIONAL GREATER PHOENIX

Colliers International in Greater Phoenix focuses on accelerating our clients' success by seamlessly providing a full range of services to owners, investors, occupiers and developers of real estate.

With offices in Phoenix and Scottsdale, Colliers in Greater Phoenix has provided integrated services on a local, regional, national and international basis for more than 35 years.

The foundation of our service is the strength and depth of our local specialists, who collaborate to offer market-leading expertise and an innovative approach to our clients' needs.

Clients can depend on our ability to draw on years of direct experience in the local market. Whether you are a local firm or a global organization, we provide creative solutions for all your real estate needs.

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[jk.jackson@colliers.com](mailto:jk.jackson@colliers.com)



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• • • • •  
**MainSpring**  
*capital group*

