

A close-up portrait of a woman with long, dark hair, wearing a crown of small white flowers. She is looking directly at the camera with a neutral expression. The background features a large, textured wooden log on the left and a green cactus with purple spines on the right. The lighting is soft and natural, creating a serene and earthy atmosphere.

S·C·O·T·T·S·D·A·L·E

*Fashion Square*




Creating a magnificent new setting for *pure luxury*

Debuting fall 2018



A close-up photograph of a woman's face and hand. She is wearing a large, ornate ring with multiple gemstones on her ring finger. Her hand is resting near her chin, and her lips are slightly parted. The background is a soft, out-of-focus light color.

SCOTTSDALE FASHION SQUARE  
is the definitive address for luxury  
retail within 250 miles

A photograph of a woman sitting on a white surface, possibly a bench or a large piece of furniture. She is wearing a white dress and black high-heeled sandals with silver straps. She is holding a glass of white wine in her right hand. The background is a soft, out-of-focus light color.

## Building on a Legacy of Luxury

40+ Luxury & Contemporary Brands

Top-performing Neiman Marcus and Nordstrom

1.9 million sf property

Nearly \$1 billion in annual sales

19.5 million annual visitors

Top 10 market for luxury homes

Several billionaires call Arizona home

More than 119,000 millionaire households in Arizona



## Scottsdale is a Magnet for Wealth

25% of Scottsdale residents are millionaires

Staggering 50% population growth 1995-2025

Scottsdale Airport spending \$25 million on two new state-of-the-art hangars for private jets

Scottsdale & Paradise Valley: 85% of all million-dollar+ homes sold in Arizona in 2015

Arizona first in nation in projected job growth (Forbes)



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# Desirable Demographics



## AFFLUENT RESIDENTS

Scottsdale is an upscale enclave in the 11th largest MSA of 4.6 million people

Average HH income in Scottsdale: \$113,339

22% of HH in Scottsdale earn more than \$150,000 – nearly double the U.S. average

37% of HH in Scottsdale earn more than \$100,000



## STUDENT ID

Nearby ASU - 91,322 students- attracts the highest enrollment of Chinese university students after USC

Scottsdale Fashion Square partners with China Union Pay, the No. 1 Chinese credit card with more than four billion cards

ASU is a top choice for students from Saudi Arabia, UAE and Kuwait



## WELL-HEELED VISITORS

Visitors drive 25% of sales at Scottsdale Fashion Square

Phoenix Sky Harbor is the 5th busiest U.S. airport

Scottsdale visitors have average HH incomes of \$247,000

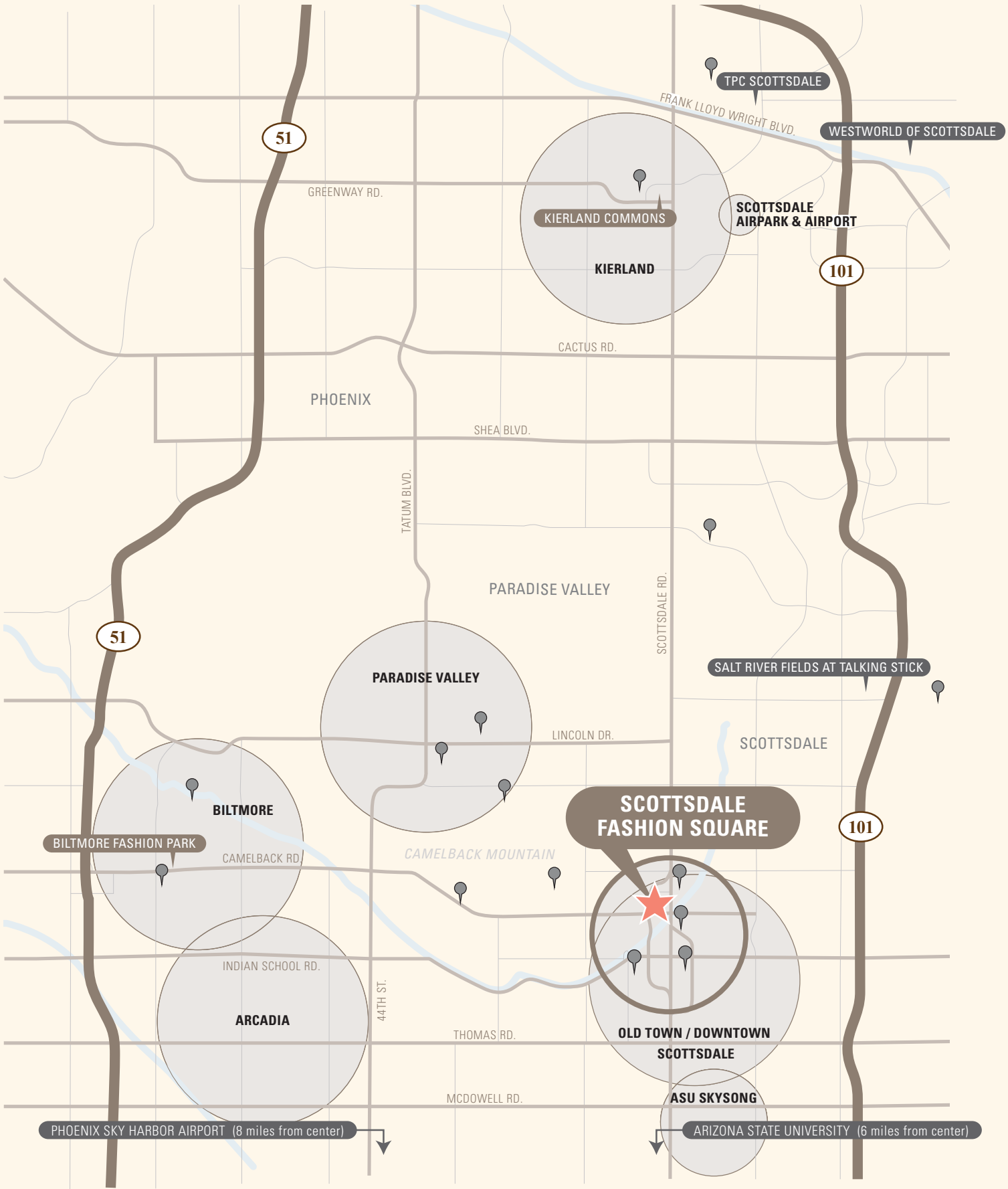
Top 5 U.S. Feeder Markets: NY, Chicago, LA, San Francisco, Denver

Top International Feeder Markets: Mexico, Canada, Germany, U.K., China

# Destination Scottsdale

Home to Major Marquee Annual Events  
Drawing Millions of Visitors

- 500K Phoenix Open PGA's most popular event
  - 500K Baseball Spring Training
  - 350K Barrett-Jackson world-renowned collector car auction
  - 320K Scottsdale Arabian Horse Show
  - 110K Fiesta Bowl/Cactus Bowl
  - 12K Bentley Scottsdale Polo Championships
  - 25K Scottsdale Arts Festival named one of top art festivals by American Style Magazine
- Dozens of boutique culinary, wine and cultural events throughout the year



**RESORTS**

15 Luxury Resorts  
70 Resorts in Scottsdale

**NEIGHBORHOODS  
RESIDENTIAL & BUSINESS**

**ARCADIA**  
One of the hottest luxury neighborhoods to live in with multi-million dollar homes

**BILTMORE**  
4.6M sq. ft. of Class A office space & 1,300 high rise urban residences

**KIERLAND**  
Luxury homes range from \$500K to \$2M+

**OLD TOWN/DOWNTOWN SCOTTSDALE**  
Anchored by Scottsdale Fashion Square and the culinary, nightlife, arts and culture scene  
20 Multi-family luxury residential projects with 4,237 units within 1 mile of the center  
Home to a number of corporate headquarters, including YELP, McKesson & Weebly


**PARADISE VALLEY**  
Most affluent city in AZ (24th in the nation)  
Most educated city in AZ (34th in the nation)  
Median home value is \$1.64M

**SCOTTSDALE AIRPARK**  
2nd largest employment center in the valley with 54K employees

**SKYSONG**  
ASU Scottsdale Innovation Center, 1.2M sq.ft. of luxury residential, restaurants, retail and office, attracting the world's best brands and tech startups



# Fine Dining & Nightlife in Scottsdale



600+ restaurants help make Scottsdale No. 2 of Top 10 Foodie Cities (Livability.com)

7 James Beard Award-winning chefs in region

Incubator to groundbreaking restaurateurs, including the creators of True Food Kitchen, P.F. Chang's and Maestro's

Home to Arizona Culinary Institute, a top 10 U.S. culinary school

80+ wine bars, lounges and dance clubs draw 40,000 people weekly





# Incomparable Live | Work | Play in Scottsdale

4th Best U.S. City

Bloomberg BusinessWeek

3rd in the U.S. for Entrepreneurs

Greater Phoenix Economic Council

One of 10 Best Mid-sized U.S. Cities for Millennials

Gogobot

One of Top 20 U.S. Cities for Start-ups

Inc. Magazine

Best place to raise a family

Sunset Magazine

Top 10 Tech-savvy City

Center for Digital Government

100+ Art Galleries

50+ Day, Resort, & Health Spas - the most  
destination spas in the U.S.

200+ Golf courses in the region - including 5  
in Golfweek's Top 100 - offering the highest  
concentration of golf courses in the U.S.

# Scottsdale Fashion Square is Arizona's Address for Luxury

40+ Luxury & Contemporary Brands

*Cartier*

BOTTEGA VENETA

BVLGARI

BURBERRY

PRADA

Ω  
OMEGA

STUART WEITZMAN

DAVID YURMAN

DF  
DIANE von FURSTENBERG

BOSS  
HUGO BOSS

GUCCI

JIMMY CHOO

MONT  
BLANC

ESCADA

TORY BURCH

CH  
CAROLINA HERRERA

ST. JOHN

TIFFANY & CO.

LOUIS VUITTON

Salvatore Ferragamo

Anchored by Top-performing  
Flagship Stores

Neiman Marcus

&

NORDSTROM



# The Luxury Collection at Scottsdale Fashion Square

Highly visible, dramatic new arrival point

Internationally acclaimed restaurant experiences

Dedicated luxury valet and private lounge

Private house car service



# New Heights of Luxury

Soaring storefronts offer an expressive canvas for luxury flagships and bold retailer design

Chandeliers and champagne crystal light infuse the space of the grand promenade

Fine finishes anchored by white marble with gold accents





# Polished Opulence, Premier Amenities

Dedicated roving concierge

Exclusive experiences including: world-class partners and top-drawing attractions from Scottsdale Fashion Week and Scottsdale Culinary Festival

Access to high-end publications, credit cards, airlines, and more



# Creating an Oasis in the Desert

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Beautiful, iconic fountain will become one of the region's most photographed scenes

Gardens and lush environs inspired by world-renowned gardens

Retractable roof opens this signature experience to blue skies in fine weather

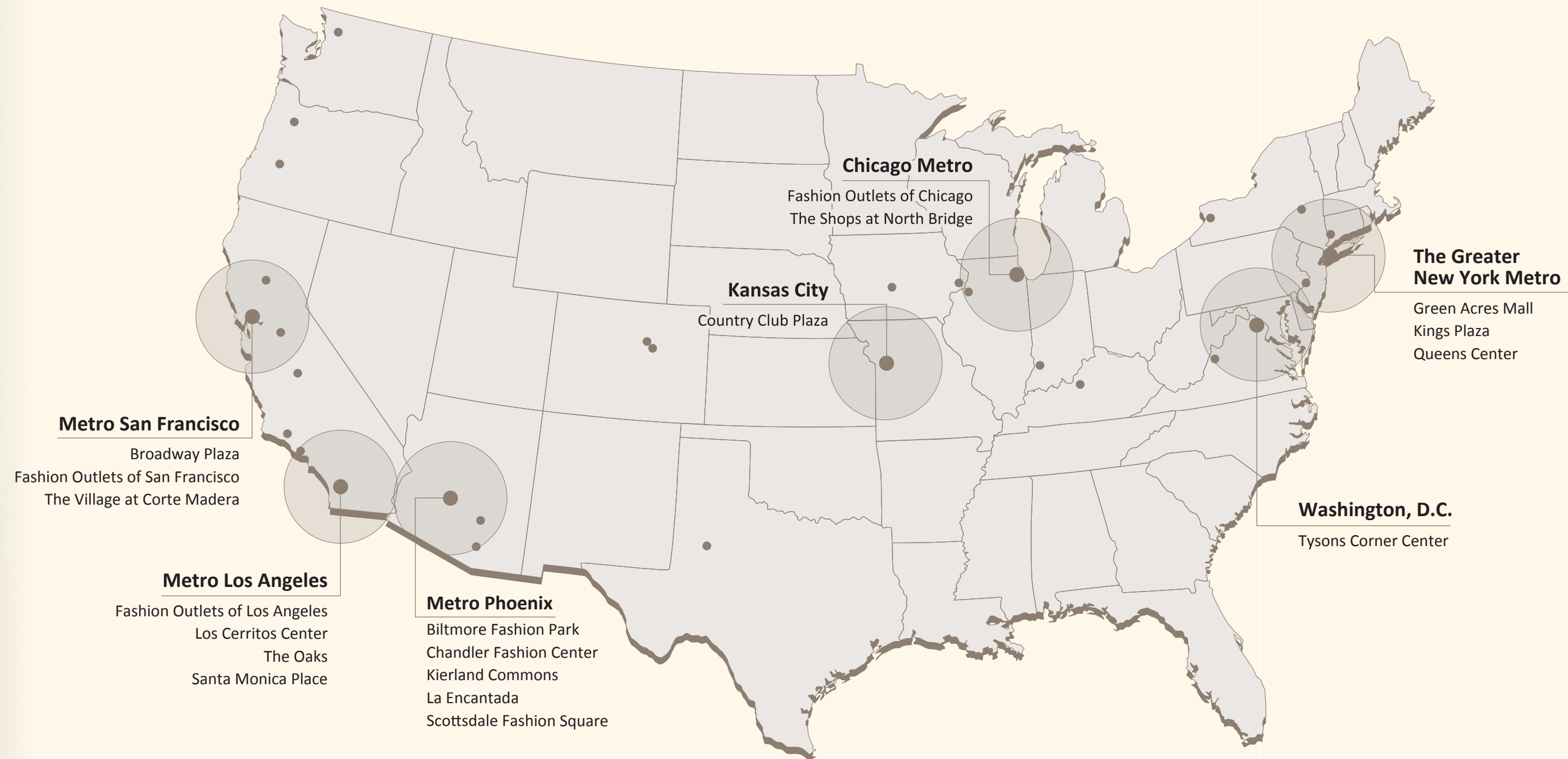


# Noteworthy Refinements

Bespoke art installations interwoven across the property, capitalizing on the region's robust art scene

Fine furnishings and finishes throughout

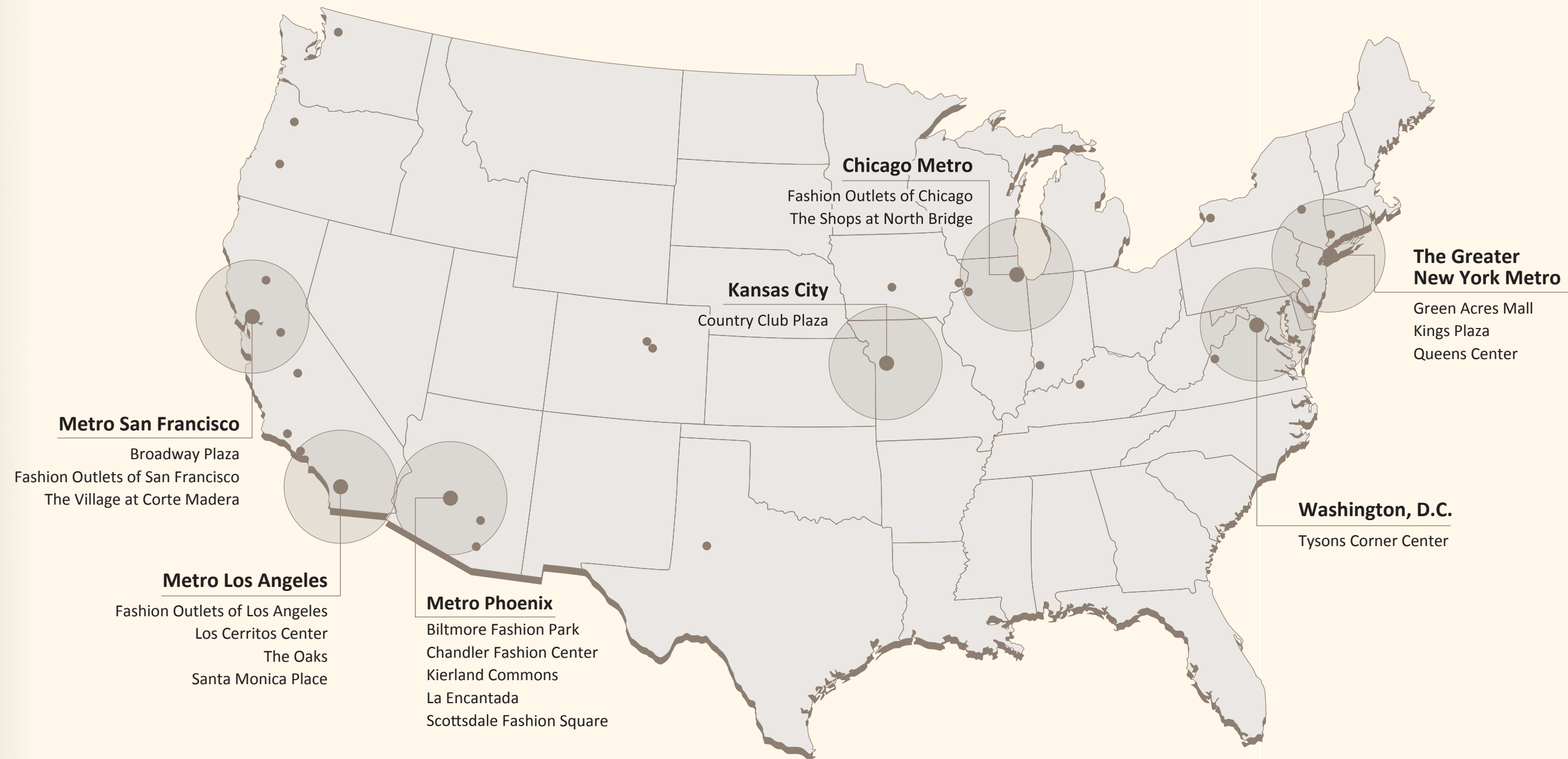
Rich technology to engage our best customers and enhance the shopper experience



# Trophy Properties in Dominant Markets

Macerich is admired across the industry for its redevelopment expertise. The company continually reinvests in key assets, with a commitment to excellence in design, place-making, outstanding amenities, sustainability and, most importantly, creating productive platforms for world-class retailers.

All of this results in iconic and irreplaceable shopping destinations.



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