

PACIFIC  
RETAIL

DISCOVER SOMETHING NEW

# SOUTHLAKE MALL

**EVOLVING  
REAL ESTATE  
FOR THE NEXT  
GENERATION**



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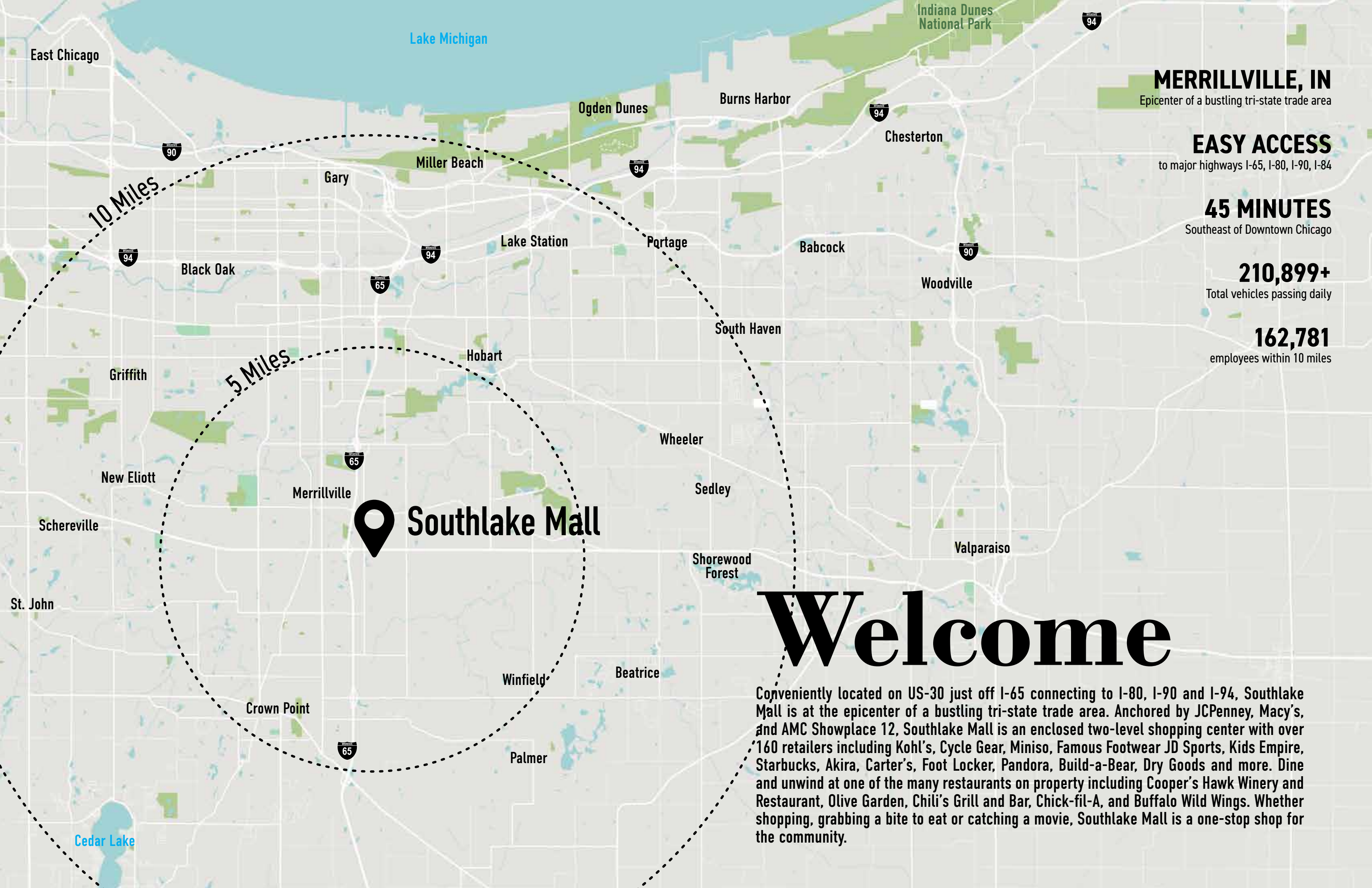
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**MERRILLVILLE, IN**  
Epicenter of a bustling tri-state trade area

**EASY ACCESS**  
to major highways I-65, I-80, I-90, I-84

**45 MINUTES**  
Southeast of Downtown Chicago

**210,899+**  
Total vehicles passing daily

**162,781**  
employees within 10 miles

 **Southlake Mall**

# Welcome

Conveniently located on US-30 just off I-65 connecting to I-80, I-90 and I-94, Southlake Mall is at the epicenter of a bustling tri-state trade area. Anchored by JCPenney, Macy's, and AMC Showplace 12, Southlake Mall is an enclosed two-level shopping center with over 160 retailers including Kohl's, Cycle Gear, Miniso, Famous Footwear JD Sports, Kids Empire, Starbucks, Akira, Carter's, Foot Locker, Pandora, Build-a-Bear, Dry Goods and more. Dine and unwind at one of the many restaurants on property including Cooper's Hawk Winery and Restaurant, Olive Garden, Chili's Grill and Bar, Chick-fil-A, and Buffalo Wild Wings. Whether shopping, grabbing a bite to eat or catching a movie, Southlake Mall is a one-stop shop for the community.



# The town of Hobart, Indiana

A vibrant suburban community  
located in Lake County, known for  
its welcoming atmosphere and  
diverse amenities.

The town offers a mix of residential neighborhoods, schools, and commercial areas, making it an attractive place for families and individuals alike. With convenient access to major highways, Hobart provides easy connectivity to nearby urban centers like Chicago. Residents enjoy a range of recreational opportunities, including parks, shopping centers, and cultural venues.

Firestone



YUMMY BOWL  
SUSHI • RAMEN • STIR-FRY

KOHL'S

★ macy's

DOSBROS  
FRESH MEXICAN GRILL

Olive Garden  
ITALIAN KITCHEN

POTBELLY  
SANDWICH SHOP

JARED

Chick-fil-A



CYCLE GEAR  
GOOD STUFF FOR MOTORBIKES

BUFFALO WILD WINGS

Red Robin  
GOURMET BURGERS AND BEERS

US HIGHWAY 30

SOUTHLAKE  
M A L L

MISSISSIPPI STREET

US HIGHWAY 30

67,722 Vehicles per Day

MISSISSIPPI STREET

20,916 Vehicles per Day

INTERSTATE-65

103,876 Vehicles per Day

JCPenney

H&M



COOPER'S HAWK  
WINERY & RESTAURANT



KIDS  
EMPIRE

amc  
THEATRES

# QUICK FACTS

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Built in 1974, Redeveloped in 2007

1,360,000 sq. ft. regional mall

Includes 160 stores and 7,741 parking stalls

Over 6 million annual visitors and \$250 million annual sales





# A CENTRAL GATHERING PLACE

Nestled in the heart of the community, Southlake Mall distinguishes itself as more than just a shopping and dining destination; it is a vibrant and multifaceted experience. Boasting an array of high-quality retail stores and diverse dining options, the mall caters to a broad spectrum of tastes and preferences. Its thoughtfully curated blend of shops and eateries transforms routine outings into memorable adventures, creating a dynamic environment that invites exploration.



# Retail Mix

## SHOPPING



## DINING



## SERVICES



## ENTERTAINMENT



# Demographics

|                       | 3-MILE   | 5-MILE   | 10-MILE   |
|-----------------------|----------|----------|-----------|
| POPULATION            | 25,014   | 93,660   | 350,754   |
| TOTAL HOUSEHOLDS      | 11,188   | 38,346   | 142,217   |
| AVG. HOUSEHOLD INCOME | \$93,978 | \$99,893 | \$100,270 |

## HOUSEHOLDS & EDUCATION

10-MILE RADIUS



- 61.2K+ College or Graduate Degree
- 22.1K+ Graduate or Professional Degree
- 223 K+ High School Graduate or Higher

## RACE & ETHNICITY

10-MILE RADIUS



- 61.2% White
- 24.7% Black or African American
- 1.8% Asian
- 4.3% Other

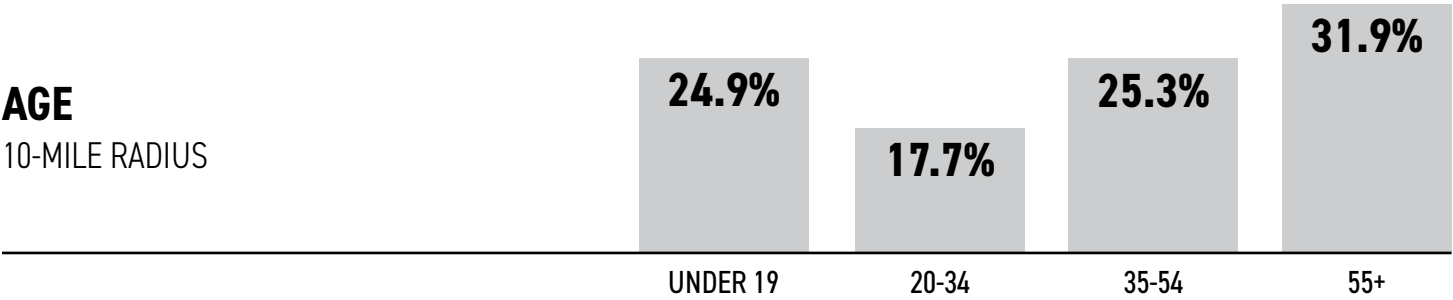


Estimated over 6 million shoppers per year

162,000+ Employees within a 10-mile radius

## AGE

10-MILE RADIUS



# Place-making

CREATING A SENSE OF PLACE

## Customization, Localization & Curation

- Context and details are important
- Destination-worthy public spaces
- Custom artwork & FF&E
- Partnered with local artists & artisans
- Customized music lists



# Tenant Marketing

Southlake features a full service Marketing team to develop and execute strategic Marketing campaigns and programs from community events to public art installations to public relations to increase sales, traffic and visibility at the center.

## — DIGITAL & SOCIAL

Inclusion on property website and directories.  
Regular social media posts on property social media channels with paid support when applicable.  
Opportunity to include info (offers, events, promotions) in monthly e-newsletter.

## — PUBLIC RELATIONS

Press releases coordinated with tenants, released in conjunction with paid social posts.  
Strong relationships with local media and influencers who can offer turnkey services.

## — ADVERTISING

General campaigns for center brand awareness across digital, social, print and sponsorships.





*Southlake Mall represents the **diverse, family-friendly community**  
that embodies the **Northwest Indiana lifestyle.***





BLOOD DRIVE



PHOTOS WITH SANTA



KIXCON



CHRISTMAS IN JULY GIVEBACK

# Community Initiatives & Signature Events

FAMILY FUN



HALLOWEEN



LIVE EGG PAINTING



COMMUNITY PERFORMANCES





FAMILY LOUNGE



DIVERSE  
TENANT MIX



COMMUNAL SEATING  
& INTERACTIVE GAMES



PUBLIC ART



AMPLE  
PARKING



COMMUNITY ACTIVITIES  
& ENTERTAINMENT



INDOOR FAMILY  
PLAY AREA



WHEELCHAIRS



SUSTAINABLE  
PRACTICES



24/7 SECURITY  
PRESENCE

# By The Numbers

## FACEBOOK

**42,613+** Page Likes  
**289,340+** Average Monthly Reach

## WEBSITE

**14,800+** Average Monthly Sessions  
**62,139+** Average Monthly Page Views  
**11,465+** Average Monthly Users

## INSTAGRAM

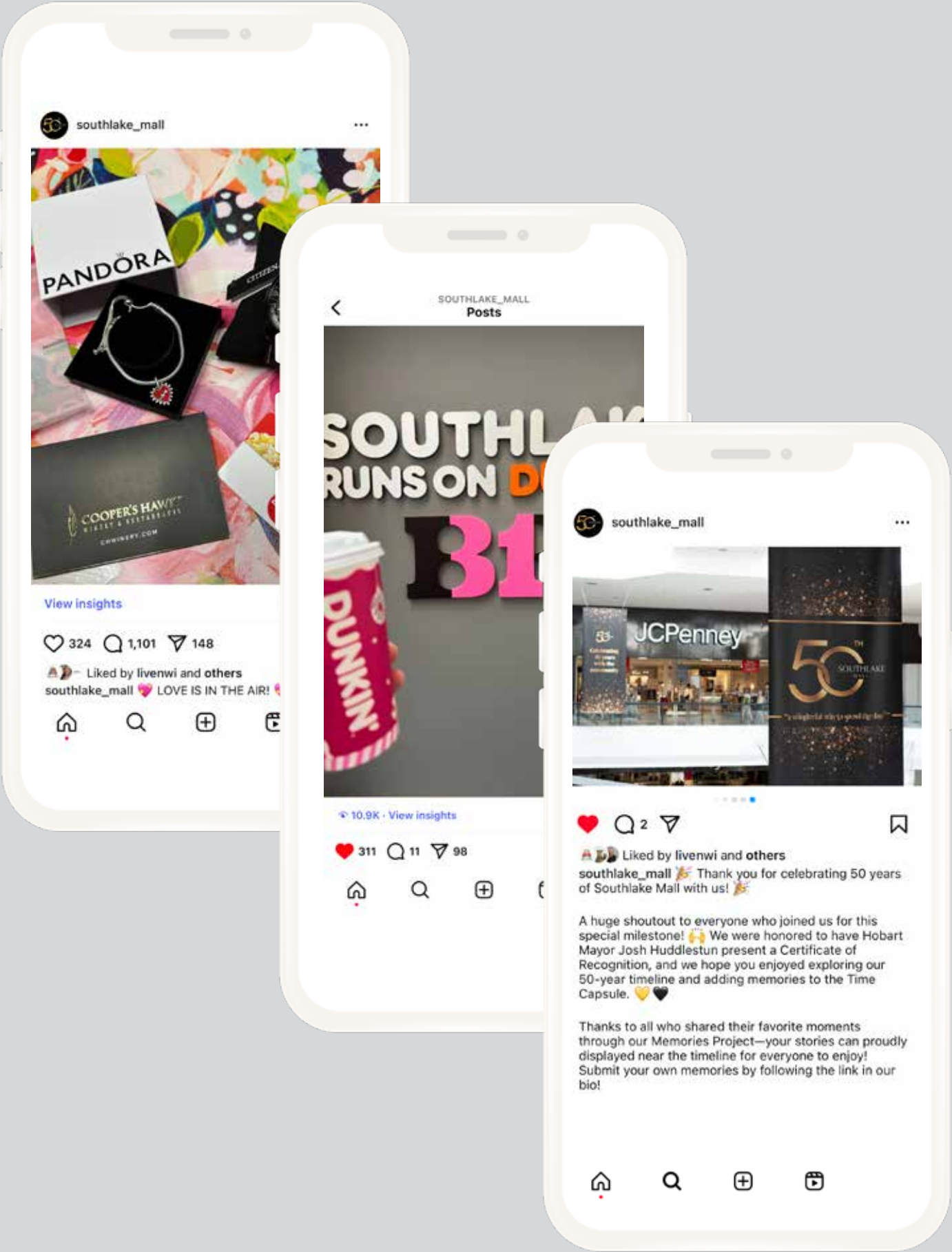
**4,870+** Total Followers  
**33,328+** Average Monthly Reach

## EMAIL

**61,966+** Total Subscribers

## SMS

**33,038+** Total Subscribers



# Environmental, Social & Governance

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## OUR COMMITMENT

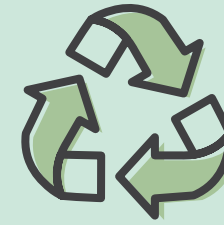
At Southlake, we honor our connection to the community and the environment, recognizing blessings and generously sharing resources with others. Our management team at Pacific Retail strives to be stewards of sustainability across their portfolio of properties by collaborating with stakeholders at all levels.



LED is highly energy efficient technology. The widespread use of LED lighting has the greatest potential impact on energy savings, and we're proud to have over 2,000 LED lights installed. Solar panels also deliver energy from our rooftops.



This is a crucial component to centralizing property infrastructure. Our operations run efficiently to monitor ventilation, lighting, energy, fire, security systems and more.



We make recycling easy for our tenants and our customers. All recyclables are placed in a single bin for recycling.

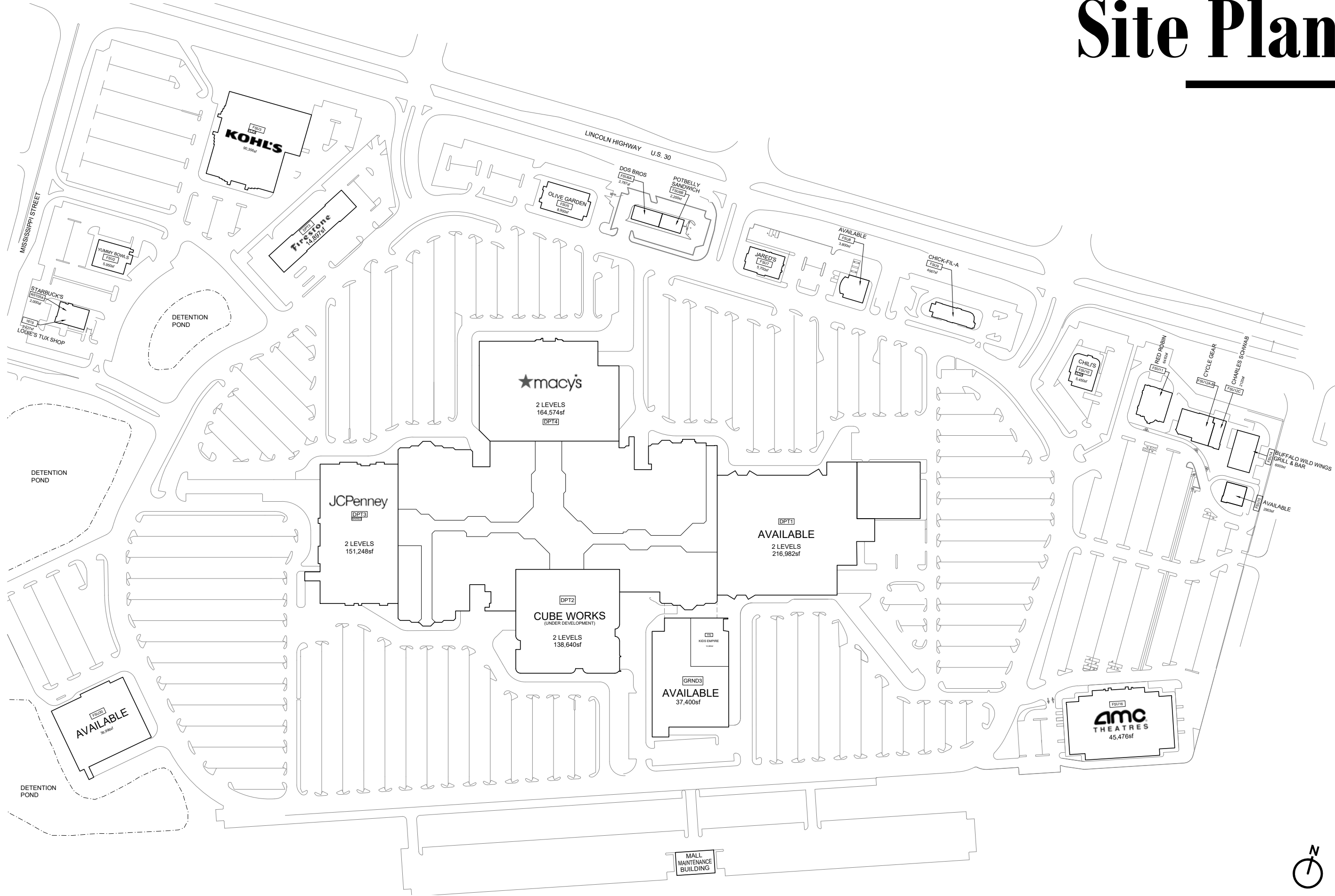


We will have several new stations to supply electricity for electric cars and plug-in hybrids in the upcoming year.



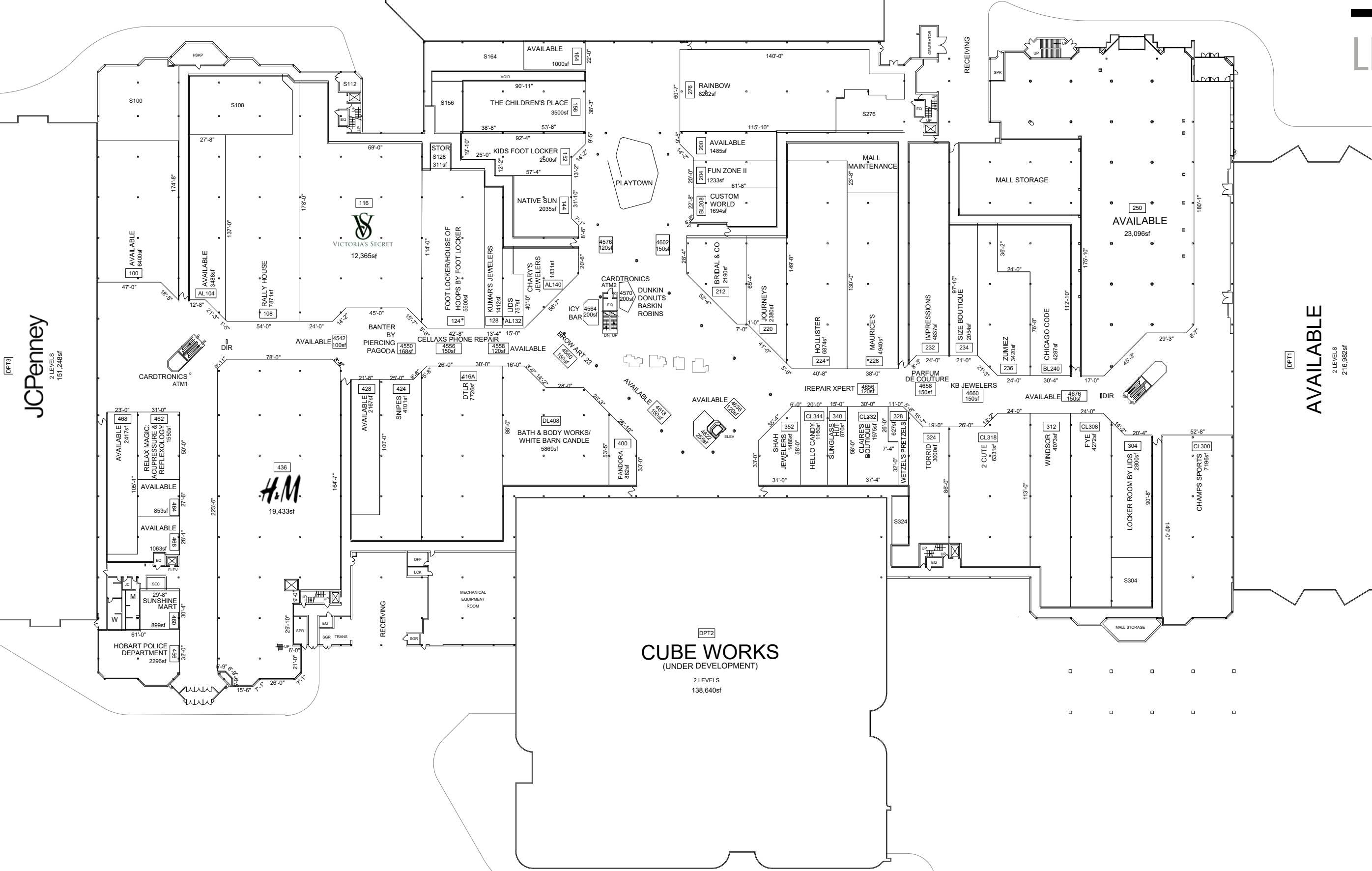
Cardboard recycling minimizes waste and improves the overall hygiene of the environment. It also helps conserve natural materials. Over 250 tons of waste are recycled per year at Southlake Mall.

# Site Plan



# Lower Level

## LEASE PLAN



★ macy's  
2 LEVELS  
164,574sf

JCPenney  
2 LEVELS  
151,248sf

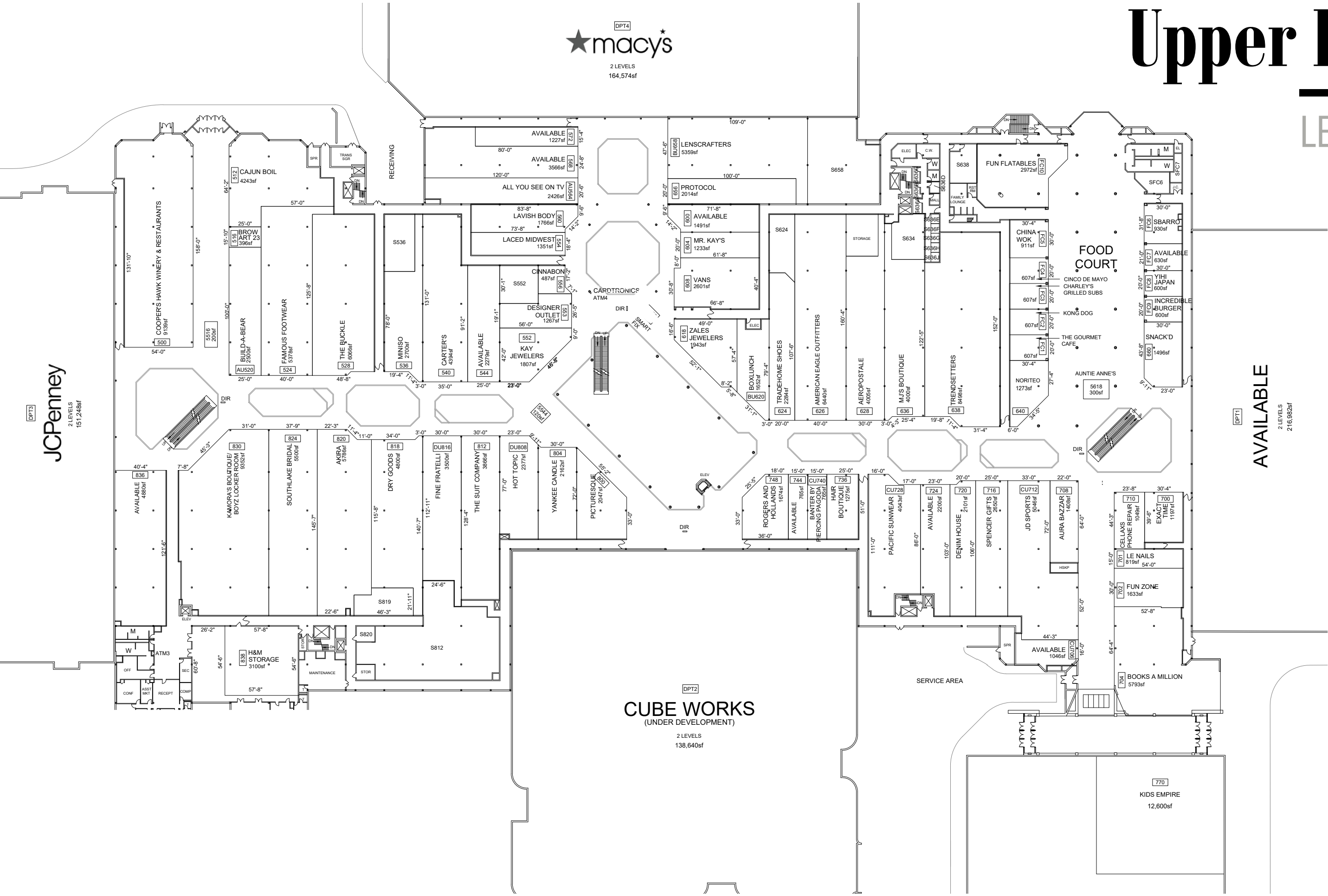
CUBE WORKS  
(UNDER DEVELOPMENT)  
2 LEVELS  
138,640sf

AVAILABLE  
2 LEVELS  
216,982sf



# Upper Level

## LEASE PLAN





## LEASING

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## LOCAL LEASING

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# SOUTHLAKE MALL

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**Merrillville, IN 46410**

PACIFIC  
RETAIL

# Partner with us!

Pacific Retail Capital Partners (PRCP) is one of the nation's premier real estate investment groups, with a proven track record of evolving and repositioning large-format retail properties. Based in Southern California, PRCP strategically leads over \$3 billion and 24 million square feet in assets under direct management and leasing. Additionally, 17 million square feet of asset management, advisory and master planning services.



**ZALES**  
THE DIAMOND STORE

**ZALES**  
THE DIAMOND STORE

**BRIDAL & CO**

**BRIDAL & CO**

50-70

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