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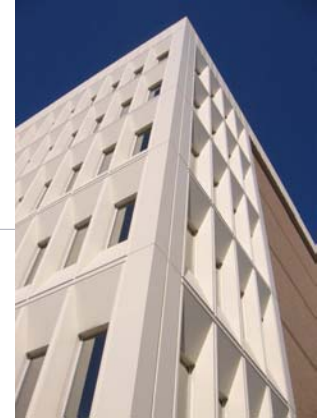
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## *Vision, Commitment, Integrity*

While many things have changed over the nearly 40 years since Weststar was established, one important hallmark remains constant – our commitment to the highest standard of excellence in commercial real estate. For almost four decades, Weststar has been recognized as a key leader in providing commercial real estate services including, brokered leasing, management, owner and tenant representation, acquisition and sales, and development of retail, office, and industrial properties.

In part, Weststar's excellence stems from our dedication in helping our clients seeking commercial real estate to provide them with a personalized touch in servicing their specific needs cost-effectively and in a timely fashion. Defining the needs of our clients while adapting to rapidly changing markets, adding value to our properties, and to help clients make well-informed strategic business decisions for their commercial real estate needs puts us ahead of the game.

Within the commercial real estate industry, Weststar has earned a reputation for creating strong relationships with its business partners, communities, and tenants. As commercial real estate becomes more complex, both tenants and owners are increasingly turning to Weststar to handle their real estate needs.

Unmatched by its personalized approach and knowledge of the marketplace, Weststar has achieved great success maintaining high occupancy levels, maximizing value for its owners, and securing ideal space for tenants. Simply put, we do it better.



## Brokerage

Vacancy is perhaps the most significant risk of any real estate asset. Attracting and retaining quality tenants is the key to protecting an owner's revenue stream, and enhancing investment value. Weststar's brokerage professionals bring a wealth of experience, proven ability to perform, in-depth market knowledge, and creativity when representing landlords in the marketing, positioning, and negotiation of the most favorable lease terms for commercial real estate. As a result of representing tenants for nearly 40 years, we are able to better understand tenants' needs, and therefore, position and lease properties for landlords and developers more effectively.

Weststar has extensive leasing experience with assets of all types and sizes, including retail developments, industrial projects, and office buildings. Whether you own a free-standing building, multi-tenant property, a portfolio of properties, or are developing assets,



our understanding of the dynamics of local real estate markets enables Weststar to create maximum value for your asset, or portfolio of assets. Our leasing approach is based on attracting diverse quality tenants, not just filling buildings. Our in-depth knowledge of local trends and competition, combined with a close working relationship with our clients, allows us to better understand and to achieve both the short and long-term goals of our clients.

## *Property Management*

Weststar Commercial offers a broad range of property management services, including financial management and reporting, lease administration, preventive and recurring maintenance, capital improvements, and tenant relations. Weststar has extensive experience and proven ability managing retail, industrial, office, and multi-family properties. Weststar's extensive knowledge of these property types, and personalized service for each property, combined with our understanding of local real estate markets, allows us to maximize the value of each of your real estate assets.

Weststar provides responsive, proactive services that enhance a property's appearance, improve tenant relations, increase tenant retention, maximize cash flows, and increase overall project



value over time. Our knowledgeable accounting and technical staff, as well as the latest computer and information systems, helps give our clients leverage over their competition. We work closely with our property owners in which to better understand and achieve their goals for each property. By partnering with Weststar, our property owners can rest assured that more constructive time will open for them in which to focus on their core business, and personal interests.

## *Property Management Services*

Weststar has been recognized as a leader in commercial property management services, offering a full-spectrum of management services as detailed below:

### **Management Functions:**

- Weekly Property Inspections
- Maintenance and Operations
- Preventative Maintenance
- Contract Administration
- Tenant Collections
- Vendor Relations
- Landscaping
- Lease Administration
- Risk Management and Insurance Administration
- Referral of Property Tax Appeals
- Construction Management
- Capital Project Management

### **Accounting Functions:**

- Prepare Monthly Financial Statements
- Annual Budgeting for All Properties
- Cash Management
- Review and Approve All Property Payables
- Assist Owner's Accountant in Tax Return Preparation

*If you require other like services, please feel free to give us a call to arrange a time to discuss your further needs.*





## *Tenant Representation*

Weststar knows that every tenant is unique. We understand how market position can impact the performance of your operation. As part of our personalized service, we work closely with each tenant to target their business objectives and provide customized solutions for their individual needs.

We offer services for acquisitions, dispositions, relocations, consolidations and subleases, from single locations to multi-market needs. Weststar Commercial can provide insight into the latest industry trends, key market identification, demographic research studies, mapping services, local market knowledge, and rapid implementation.

Whether you are considering entry in a new market or expanding your business into an established one, our integrated resources will help you meet your objectives while allowing you to focus on your core business.



## *Acquisitions & Dispositions*

The brokers at Weststar have extensive market knowledge, an unequalled ability to perform, and a proven marketing program when representing buyers and sellers during the process of identification, analysis, negotiation, disposition of, and acquisition of commercial real estate.

Due to our proven track record, Weststar has been afforded the opportunity to look at and work with the best new and existing properties that the market has to offer, including: Retail, Office, Industrial, Land, Mixed Use, and other specialized needs.





## The Team - Overview

From its inception, principals **Michael Hayutin** and **Kevin Hayutin** have grown Weststar Commercial. Their integrity, commitment, vision are held in high esteem within the commercial real estate industry.

**Tim Hakes** is a seasoned professional broker, having been involved with the commercial real estate industry for nearly three decades. His honesty, integrity, and down-to-earth manner lends itself as a strong mix in attending to the fast-paced needs of his clients.

Having worked with regional, national, and Fortune 500 corporate tenants, **Stephanie Kamlet** has an insight that lends itself well when merging tenants' needs with their success. Her years in business development, sales, and management have played integral parts in her success as a commercial real estate broker.

**Sheldon Hayutin**, one of several senior brokers at Weststar Commercial, has proven to be a strong player

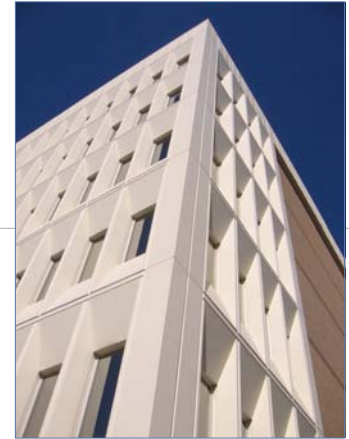
in the real estate industry for well over three decades. His highly skilled expertise in negotiations for industrial and retail properties, and other complex financial transactions has helped serve his clients well.

**Lev Cohen** serves as a prime example of what hard work, determination, insight, and caring as a skilled commercial broker can do to bring success within a highly competitive commercial real estate arena. His efficient and effective methods for securing timely transactions for his clients' needs has long been a strong backbone for Weststar Commercial.

Having managed more than 1.8 million square feet of office, industrial, historical, residential and retail space including national accounts with properties located throughout the United States, **Karen Karm** has developed a foundation in offering her professional services as a seasoned property manager for both residential and commercial properties.

As a long-time manager for Weststar Commercial, **Scott Dubé** has built his reputation on proficiently managing all facets of commercial properties including financials and complex problem solving, as well as communicating with tenants and owners in which to bring more value to the table.

Having contracted with many top national corporations for over thirty years in varied industries and markets from commercial real estate development through industrial and high tech, **J. Barry Winter** has proven his worth. At Weststar, he intuitively understands the needs of both client and broker, acting as a strong component in the marketing of each property, which has earned him the respect at Weststar Commercial.





*Michael Hayutin*  
*Principal*

For well-over a dozen years as one of the primary principals of Weststar Commercial, Michael Hayutin has actively been involved in the acquisition and new development of property within the commercial and residential real estate markets. In addition, his expert knowledge and experience in leasing and management has helped Weststar become a recognized leader in the Denver metro commercial real estate market.

Throughout the years, Michael has skillfully taken the lead in identifying, analyzing, developing, and negotiating complex commercial transactions that has placed Weststar as a leader in successfully finding the right solutions for its clients.

Along with his experience in commercial real estate operations and management, Michael is well-versed in both the legal and taxation aspects of complex commercial real estate transactions.

He received a Bachelor of Science degree in Management, with a Concentration in Accounting from Tulane University. He further earned a Juris Doctor from the University of Denver College of Law, as well as a Master of Tax Law (LLM) from the University of Denver's Daniels College of Business.



*Kevin Hayutin*  
*Principal*

As one of the primary principals of Weststar Commercial, Kevin Hayutin has shown a strong dedication toward serving the best interests of his clients, having worked closely with owners, tenants, and brokers alike. His expertise and knowledge in leasing and property management has helped him to attain the highest level of respect from both his peers and his clients.

Kevin brings more than 15 years of experience to the table in all facets of the commercial real estate industry. His hands-on approach in working with both tenants and property owners in management, leasing, and property development has set him apart from the crowd as a competitive player.

As a member of the International Council of Shopping Centers (ICSC), and a member of the Denver Metropolitan Commercial Association of Realtors (DMCAR), Kevin's expertise in the commercial retail property sectors is unparalleled to many in this complex industry.

*Tim S. Hakes*  
*Senior Broker*



Tim Hakes is a conscientious, down-to-earth, seasoned veteran of the commercial real estate brokerage industry in the greater metro Denver area and Front Range. He facilitates the acquisition, disposition, and development of all types of commercial property. Over the multitude of years, Tim has built a distinguished reputation for his honesty, integrity, and reliability.

His attention to detail results in transactions that are well-executed, and that define his character as one who cares about the needs of his clients. His familiarity with all metro area sub-markets ensures that his clients are kept abreast of supply and demand factors, absorption of space, and continually changing market conditions.

As a member of the Denver Board of REALTORS®, Tim is an annual recipient of its Million Dollar Roundtable Award. In addition to this honor, he is also a member of the International Council of Shopping Centers (ICSC).

Tim Hakes is a graduate of Graceland University in Lamoni, Iowa and holds degrees in Business and Recreation.



*Stephanie M. Kamlet*  
*Senior Broker*

Stephanie, recognized for her drive, determination, and competitive nature, came to Denver from Chicago twenty years ago to further grow her career in business development and sales for the real estate industry.

Her prior relationships with a variety of regional, national, and Fortune 500 corporate retail tenants in such arenas as the fast food industries, quick service restaurant chains, the mobile communications markets, as well as working closely with the Thayer McNeil's Women's Division of the Florsheim Corporation, has earned her a broad spectrum of expertise that lends itself well in her working closely as a senior commercial real estate broker with Weststar Commercial.

She has a taste for the finer elements in life which corresponds with her inertia to meld top tenants with ideal locations for their greatest potential for success. Throughout her career, Stephanie's work in management, sales, marketing, and merchandising has intuitively placed her one step closer to her being able to fully understand and to fill the needs of her clients.

Her in-depth capacity for learning, growing, and in treating people with deepest respect, has brought to Weststar another shining star in which to explore greater realms for both tenants and owners alike.

*Sheldon Hayutin*  
*Senior Broker*



As a native of Denver, Colorado, and having graduated from the University of Denver's Business School early in life, Sheldon has been in touch with the needs of companies within this broad market over a successful span of decades. His experience working the family business of Jake's Auto Parts Stores, as well as handling all the real estate transactions for their company, expanded his reach along many facets of multiple industries.

When the family sold its business in 1982, Sheldon acquired his real estate brokers license upon which he began his new career with Shames Makovsky Realty a short year later. During this period, he found great reward and prolonged success in specializing in warehousing, manufacturing, and retail, along with the handling of other unique business transactions for his clients. Since that

time, Sheldon has been honored by the loyalty that many of his customers have shown to him over the last 28 years, with many of them calling upon his expertise for further repeat sales.

Since becoming a part of Weststar Commercial several years ago, his presence is welcomed daily with his broad smile, down-to-earth mannerisms, and his keen ability to understand the nuances of the commercial real estate markets. He is highly respected throughout the community and within the industry, and plays a large role in continuing to help his clients grow ever more successful from his seasoned experience and expertise in the art of business, financial, and real estate transactions.



*Lev Cohen*  
*Senior Broker*



Weststar Commercial consistently seeks top talent with exceptional qualities. Lev Cohen is one so recognized. His years of expertise in working with corporations of varying sizes in variable industries has given him an insight into helping companies continue to grow.

His hard work and determination in the mortgage industry, as well as learning the ropes in property management, development, and marketing has served him well in his appreciation for understanding the specialized needs of his clients. As a commercial real estate broker, Lev has grown a reputation in the industry as one who strives to satisfy those he so closely works with.

Lev's years long expertise in leasing retail centers both large and small, as well as dedicated efforts in the selling and leasing of a

wide range of industrial properties, and sales of large retail box assets makes him a strong player for developers, owners and tenants alike.

As passionate as Lev is about his career, he is equally committed to the community by his involvement in mentoring young athletes through his coaching, as well as in organizing and operating the many hockey camps in the area.

Having graduated with a BSBA. from the University of Denver's, Burns School of Real Estate and Construction Management, Lev's well-rounded layers of experience has rewarded him kindly throughout his many years of devotion and dedication in the community.

*Karen Karm*  
*Senior Property Manager*



As a Senior Property Manager, Karen has managed more than 1.8 million square feet of office, industrial, historical and retail space including national accounts with properties located throughout the United States.

Karen's extensive knowledge includes fiscal and budget administration, leasing, lease administration, operation expense analysis, tenant negotiations, construction management, marketing, office management, personnel supervision and public relations.

Her success includes reinforcing and encouraging tenant and vendor loyalty through courteous and efficient resolution of disputes, complaints and discrepancies.

Karen is a self-starter with a strong work ethic who strives for honesty and integrity in her business and owner relationships.

Karen is a Certified Property Manager from the Institute of Real Estate Management, is a Real Estate Broker Associate and has a BSBA from the University of South Dakota.

*Nikki Kreger*  
*Property Manager*



Having lived in Colorado for the majority of her life, Nikki Kreger has worked in all facets of property management for well over twenty years with the majority of those years at Weststar. Her experience spans both commercial property management as well as community management which includes single family HOAs, condo complexes, high rises and townhomes.

Nikki has always been a dedicated, hard-working, detail-driven professional who has been recognized by clients and peers alike as being the one person to go to when a problem large or small arises that must be taken care of in an immediate and orderly fashion and with highly skilled precision.

Her many years of experience in working closely with people from all walks of life and stature and in all situations has also been of greatest benefit to all concerned.

Throughout Nikki's long career, she has grown a solid level of expertise in working with varied residential and commercial real estate venues, each with their own unique issues in both size and scope that has consistently spelled success for her as well as for all her clientele.

Lastly, her strong ethics regarding value, integrity and compassion has consistently made Nikki stand out in a crowd.

*Scott Dubé*  
*Commercial Manager*



Scott Dube has been a self-motivated asset in his successfully managing commercial real estate properties as well as in the management of property in the residential sectors along the front range for the years he has been with Weststar Commercial.

His significant years-long expertise in dealing with complex commercial property budgets and financials, including bidding, contract management, lease and conflict resolution has also proven to have been a strength not only for Weststar, but equally for owners and tenants alike.

Mr Dube's excellent ability to analyze complicated situations and to intuitively communicate possible solutions on how to further improve the value of one's business or property also gives him an advantage

in growing a high level of trust among those he serves in his capacity as Commercial Manager.

Scott's extensive knowledge about multiple facets of commercial management, including landscaping, snow-removal, HVAC systems, store-fronts, roofing, and Triple Net leasing to name a few, places this key hands-on Manager as one who takes great pride in developing successful relationships with his tenants, owners and vendors to ensure he provides the highest level of property management services.



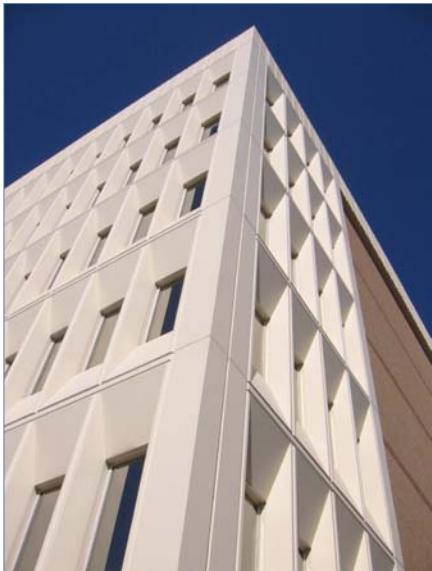
*J. Barry Winter*  
*Acting Marketing Manager*

J. Barry Winter, President of Interlink Worldwide LLC (a national strategic corporate marketing consultancy) and in direct concert with Weststar Commercial as its acting marketing manager, developed and operates Weststar's in-house marketing division drawing on his more than three decades of experience.

Barry's professional expertise in commercial real estate marketing has evolved throughout the many years by having worked closely with top national commercial developers, prime contractors, mechanical and engineering firms, and assorted commercial real estate enterprises. Barry also has successfully served the needs of a multitude of corporations such as Hensel Phelps Construction,

Mortenson, Weitz-Cohen, Trautman & Shreve, Coldwell Banker, Martin Marietta, Quantum, Oracle, Asamara Oil, PSCo of Colorado, Ball Aerospace to name a few of the assorted power hitters in real estate development, industrial, technology, energy, mining, aeronautics and exploration firms throughout the nation.

His ability to intuitively comprehend the needs of both the client as well as each of the respective brokers lends itself as a key position in supporting Weststar in marketing a property to its fullest extent.



## PARTIAL LIST OF CLIENTS

*Retail, Office, Industrial, Land  
Leasing and Management  
Acquisitions and Development*

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**Retail, Office, Industrial, Land  
TRACK RECORD**

*The following pages show a partial list of the many companies from a huge variety of industries that Weststar and its affiliates have worked closely with throughout the more than forty years in consistently and successfully achieving the highest standards in both marketing, and retail, office, industrial, and land management, leasing, acquisitions, and development for our clients' needs:*

1031x.com	Chipotle	Hollywood Video
7-Eleven	Church's	Honey Baked Ham
A&W	Citywide Banks	Hot Tub Sales and Service
All About Fitness	Colorado Beauty College	IHOP
All About Fitness/Busy Bodies	Compass Bank	Jackson Hewitt
Allstate	Curves	Jiffy Lube
Arby's	Cutting Edge Sports	Kentucky Fried Chicken
Auto Zone	Dairy Queen	Kiddie Academy
Avon Cleaners	Denny's	KOA
Baja Fresh	Dollar Plus Store	Krispy Cream Donuts
Blockbuster	Fazoli's Restaurants	McDonald's
Budget Rent-a-Car Systems, Inc.	Great Clips	Media Play
Captain D's	H&R Block	Moneytree, Inc.
Car Toys	Hertz	Moto Spa

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**Retail, Office, Industrial, Land  
TRACK RECORD (cont.)**

Office Depot  
Papa Murphy's Pizza  
Paradise Cleaners  
Pep Boys  
Petco  
Pizza Hut  
Pizzeria Uno  
Popeye's  
Quiznos  
Radio Shack  
Rent-A-Center  
Safeway  
Service Merchandise  
Sight & Sound

Sir Loin Meat Shoppe  
Pizzeria Uno  
Popeye's  
Quiznos  
Radio Shack  
Rent-A-Center  
Safeway  
Service Merchandise  
Sight & Sound  
Sir Loin Meat Shoppe  
Sonic  
State Farm Insurance  
Subway  
Taco Bell

Toys R Us  
Ultimate Electronics  
Viva Burrito  
Waffle House  
Washington Mutual  
Wells Fargo  
Winchell's  
Wireless Channel  
Wireless To Go

## SAMPLE OFFICE & RETAIL PROPERTIES

Leased and/or Managed by Weststar

### 1221 S. Clarkson St. (aka Washington Park Office Building)

- a. 1221 S. Clarkson St., Denver, CO 80210
- b. SWC of Clarkson and Arizona
- c. 31,283 sf of office space

### Birchtree Shopping Center

- a. 1910 – 1930 S. Havana St., Aurora, CO 80012
- b. SEC of Havana St. and Jewell Ave.
- c. 24,094 sf of shop space

### Buckingham Village Shopping Center

- a. 1535, 1555 & 1627 S. Havana St., Aurora, CO 80012
- b. Havana St. from Florida St. to Mexico St.
- c. 106,738 sf of total retail space, including 48,158 sf of shop space
- d. 6 pad ground leases
- e. Anchored by Safeway
- f. Major tenants include Compass Bank, Washington Mutual, Quiznos, Taco Bell, Jiffy Lube, Pizza Hut, Hertz, Wells Fargo

### Cherry Crest Shopping Center

- a. 5909 – 5999 S. University Blvd., Greenwood Village, CO
- b. University St. & Orchard St.
- c. 16,310 sf of shop space

### Federal Plaza Shopping Center

- a. 10250 – 10350 Federal Blvd., Federal Heights, CO
- b. SEC of 104th & Federal Blvd.
- c. 93,565 sf of total retail space, including 37,177 sf of shop spaces
- d. Anchored by Safeway
- e. Major tenants include Moneytree, Chipotle, Blockbuster, GNC

### Genesee Towne Center

- a. 25918 – 25958 Genesee Trail Road, Golden, CO
- b. SWC of Genesee Trail Road & I-70
- c. 22,000 sf of retail and office space



1211 S Clarkson | © 2008 by J. Barry Winter

## SAMPLE PROPERTIES (cont.)

Leased and/or Managed by Weststar



Hilltop Center | © 2008 by J. Barry Winter. All Rights Reserved.

### Highlands Ranch Marketplace

- a. 9385 S. Colorado Blvd., Highlands Ranch, CO 80126
- b. Intersection of University Blvd. and Colorado Blvd. (Highlands Ranch Pkwy.)
- c. 15,892 sf of retail space
- d. Major tenants include Walgreen's, Einstein Brothers Bagels

### Hilltop Retail Center – Denver

- a. 5075 Leetsdale Drive, Denver, CO 80246
- b. 17,542 sf of retail space
- c. 17,500 sf of commercial storage space
- d. Major tenants include Peeper's Optical and Darque Tan

### Hilltop Center – Lakewood

- a. 12550 W. Colfax Ave., Lakewood, CO 80215
- b. 10,387 sf of shop space

### Korea Town Plaza

- a. 2000 – 2080 S. Havana St., Aurora, CO 80012
- b. South Havana St. and Asbury Ave.
- c. 50,732 sf of retail space
- d. Anchored by MiDopa Grocery

### Lone Tree Entertainment District – Restaurant Park Owners Association

- a. 9220 – 9234 Park Meadows Drive, Littleton, CO 80124
- b. SEC of Park Meadows Drive and Yosemite St.
- c. 48,525 sf of retail space in a master development on 9.2 acres
- d. Major tenants include Starbucks, Bennigan's, John Holly's, Brewery Bar III, Sky Ventures, and Redline Ventures.

### Meadowlake Shopping Center

- a. 12650 – 12850 W. 64th Ave., Arvada, CO 80004
- b. SWC of 64th Ave. & Ward Road
- c. 62,698 sf of total retail space including 23,532 sf of shop space
- d. Anchored by Safeway
- e. Major tenants include UPS Store, Perfect Teeth, Papa Murphy's

## SAMPLE PROPERTIES (cont.)

Leased and/or Managed by Weststar

### Meadows at Lone Tree

- a. 9234 Park Meadows Drive, Littleton, CO 80124
- b. SEC of Park Meadows Drive and Yosemite Street
- c. 15,148 sf of retail space

### Peoria Village Shopping Center

- a. 12102 – 12200 E. Mississippi Ave., Aurora, CO 80012
- b. SEC of Mississippi Ave. & Peoria Street
- c. 75,143 sf of total retail space including 28,679 sf of shop space
- d. Anchored by Safeway
- e. Major tenants: Gateway Credit Union, H&R Block, Rent-A-Center, Mexicana Airlines, Papa Murphy's

### Potomac East LP Shopping Center

- a. 13700 – 13790 E. Mississippi Ave., Aurora, CO 80012
- b. SEC of Mississippi Ave. and Potomac Street – West of I-225
- c. 125,000 sf consisting of 5 box users
- d. Tenants: Car Toys, Office Depot, Fred Schmid, Toys-R-Us, I-HOP

### Potomac Square Shopping Center

- a. 13200 – 13600 E. Mississippi Ave., Aurora, CO 80012
- b. SWC of Mississippi Ave. & Potomac St. – West of I-225
- c. 14,980 sf of shop space, and 120,500 sf of box user space
- d. 2 pad ground leases
- e. Anchored by Centura Health and Guys & Dolls Furniture

### Province Shopping Center

- a. 8800 S. Colorado Blvd., Highlands Ranch, CO 80126
- b. SEC of S. Colorado Blvd. and Siskin Ave.
- c. 14,903 sf of retail space

### Province Master Association

- a. 8796 – 8808 S. Colorado Blvd., Highlands Ranch, CO 80126
- b. Four different ownerships on over six acres
- c. Two shopping centers, carwash and gas station



Potomac Square | © 2008 by J. Barry Winter. All Rights Reserved.

## SAMPLE PROPERTIES (cont.)

Leased and/or Managed by Weststar



Railyard Marketplace | © 2008 by J.Barry Winter. All Rights Reserved.

### Railyard Marketplace

- a. 3460 – 3480 Park Avenue West, Denver, CO 80216
- b. SEC of Park Avenue West and Globeville Road
- c. 25,460 sf of retail space
- d. 3 building complex
- e. Major tenants include Starbuck's Coffee, Quizno's, Domino's

### Uvalda Shopette

- a. 13110 – 13190 E. Mississippi Ave., Aurora, CO 80012
- b. SEC Mississippi Ave. & Uvalda Street
- c. 14,700 sf of shop space in 2 buildings
- d. Anchored by 7-Eleven

### Village at Aspen Park

- a. 25557 – 25637 Conifer Rd Conifer, CO 80433
- b. 180,000 sf of total retail space, including 82,000 sf of shop space and 12,000 sf of office space.
- c. Anchored by King Soopers
- d. Major tenants: 1st Bank, Wendy's, UPS Store, Qdoba, Quizno's, Comfort Dental, Cost Cutters

### Village Plaza Shopping Center

- a. 5302 – 5332 DTC Blvd., Greenwood Village, CO 80111
- b. SEC of DTC Blvd. and Yosemite Street
- c. 36,472 sq. ft. of shop space
- d. Major tenants: Washington Mutual, ScotTrade, Peaberry Coffee, Smoothie King, Jason's Deli, Illegal Pete's





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