SHOP N' STROLL

Las Estancias

MIXED-USE CENTER

RETAIL SHOP SPACE FOR LEASE

Join Junior Anchor Activity

New Retail Now Open

"A strong lure for prospects are the established homeowners in the trade area of **150,000 people and plans for new home communities** by D.R Horton and LGI Homes."

- The Albuquerque Journal

"It is more than a place for retail, it is an economic incubator for our community"

- Steven Michael Quezada, Chair

Bernalillo County Commission District 2

Las Estancias

Las Estancias is a premier 80-acre mixed-use/community activity center that is transforming an entire trade area in Albuquerque's Southwest Mesa.

NAI Maestas & Ward

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DEMOGRAPHICS

There is a **$300 Million** gap between retail supply and demand within a 3 mile area

Home ownership within 3 miles of the site is **13.5%** higher than the National average, creating more expendable income

Hispanics make up **80%** of the population in a 5 mile radius of Las Estancias

The Southwest Mesa is the **fastest growing** segment of the Albuquerque, MSA

Las Estancias sits at the intersection of the two most traveled roads in the Southwest Mesa with **50K** cars passing daily

The average household income is **$53,975**

2018 ESRI Demographics

The Southwest Mesa is the **MOST UNDERSERVED** Trade Area in the Albuquerque Market

There are enough existing restaurants in the trade area to validate the profitability of any new restaurant.

ABQ RETAIL REPORT CARD

RETAIL SF PER SHOPPER PER TRADE AREA

- **Southwest Mesa - 9 SF of Retail**
- *Rio Rancho - 17 SF of Retail*
- *North Valley - 17 SF of Retail*
- *University - 21 SF of Retail*
- *Downtown - 23 SF of Retail*
- *Far NE Heights - 30 SF of Retail*
- *SE Heights - 30 SF of Retail*
- *NE Heights - 49 SF of Retail*
- *North I25 - 133 SF of Retail*
- *Cottonwood - 200 SF of Retail*
- *Uptown - 638 SF of Retail*

"In comparison to non-Hispanics, **young Hispanic consumers are half as likely to shop on Amazon."**

"Hispanics are experiencing increased incomes and expenditures. **This purchasing power is forecast to reach $1.8 trillion by 2021,** indicating the importance of this consumer base.

- "ICSC Reports: U.S. Hispanics biggest fans of phycial retail, technology", Article published May 2018

Tapestry Segmentation: 60% of the Population represents GEN X

Meet 60% of your customers in the Las Estancias Trade Area

- Young families still feathering their nest and **establishing style**
- **Fashion matters** to segment who spend liberally on new clothes for the whole family
- Status conscious- choices reflect youth- attention to style and **pursuit of trends**
- Family highly reflected on **purchases- baby products and children's apparel** among highest purchased
- Debt is minimal
- **Trendy consumers** who focus on style
- Recent purchases reflect personal **style apparel, personal care products**
- **Savings** are high
- **Carry minimal debt** from credit cards, mortgages and student loans but maintain retirement plans and make charitable contributions

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SAY WHAT?

STRONG SUPPORT

Las Estancias, has been a game changer for our community. The development provided unmatched resources and central hub for our area. **It is more than a place for retail, it is an economic incubator for our community**

- Steven Michael Quezada, Chair
Bernalillo County Commission District 2

"**This relatively new addition to this community is changing the face of the South Valley for the better**, by providing new jobs, a variety of new opportunities as well as basic services."

- Art De La Cruz
Former Bernalillo County Commissioner

"I have seen many projects come to fruition in and around my district. **Las Esancias is one of the most significant.** It provides much needed resources to our underserved area. It is a place where families can dine, be entertained, and make memories"

- Klarissa J. Pena
District 3 City Councilor

IN THE NEWS

"Las Estancias, located in Albuquerque's retail- and entertainment-starved South Valley, broke ground officially in early 2013 and **has been steadily adding tenants ever since."**

- Albuquerque Business First
January 2015

"A strong lure for prospects are the established homeowners in the trade area of **150,000 people and plans for new home communities** by D.R Horton and LGI Homes."

- The Albuquerque Journal
January 2018

"Once considered an underserved trade area in need of retail, medical, entertainment, banks and other business services, **Las Estancias so far has generated 150,000 SF of new construction. There are currently 14 retailers providing more than 300 jobs**"

- The Albuquerque Journal, *April 2017*

"Another plan for sustained success at **Las Estancias is adapting to the changing retail landscape.** That means offering a more experiential location rather than a center purely designed for retail."

- The Albuquerque Journal, *April 2017*

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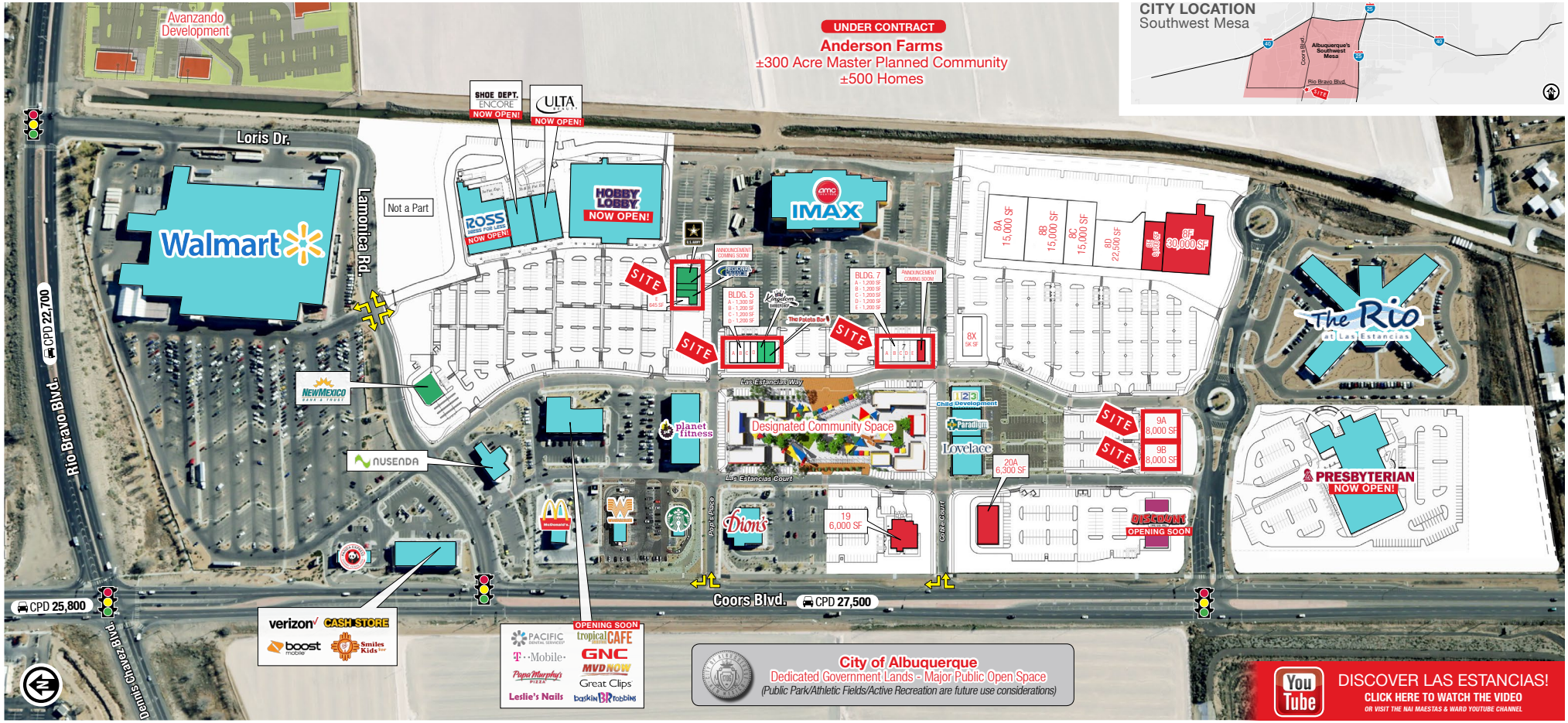
Las Estancias

MASTER PLAN



SHOP SPACE AVAILABLE

LOT #	Square Feet	Lease Price
4E	±645	See Advisor
5	±1,200 - 4,900	See Advisor
6	±1,200 - 7,200	See Advisor
9	±2,000 - 16,000	See Advisor

SITE KEY

Open for Business | Under Construction | Completed Transaction | Lease Pending | LOI | Interest | Available

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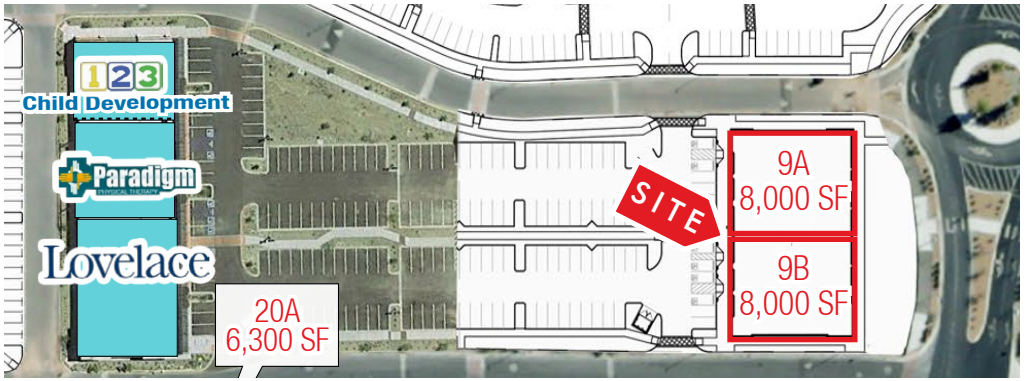

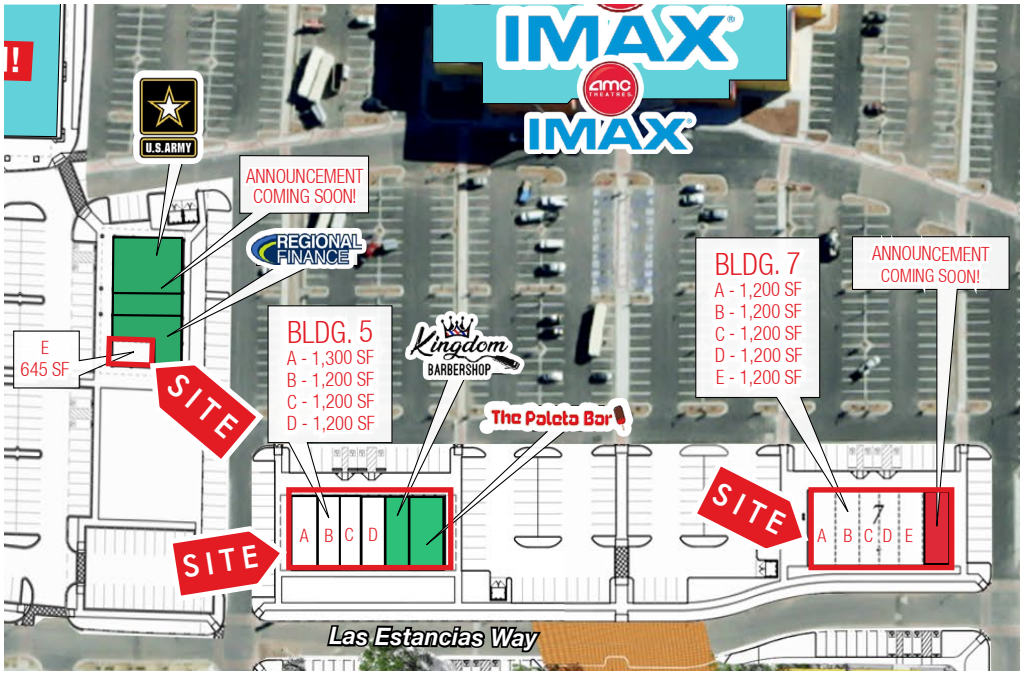

LEASE & LOCATION

LEASE OPPORTUNITIES

LOT #	Square Feet	Lease Price
4E	±645	See Advisor
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9	±2,000 - 16,000	See Advisor

LOCATION ADVANTAGES

- Coors Blvd. is the highest volume corridor traveled North/South thoroughfare on the Westside
- Rio Bravo Blvd. is one of the seven river crossings linking the Eastside to Westside
- 40,000+ weekly shoppers at adjacent top performing Walmart Supercenter
- Nearest significant retail cluster is Coors Blvd & 1-40; which is a 6.8 miles away
- 80 Acre project with multiple phases now open and operating
- Underserved trade area in need of retail, services, food, medical, entertainment and community services
- Only 9 square feet of existing retail space per person in Trade Area; City average is 45 square feet per person
- Regional location that draws from a core population base of 143,677 (2017) in a five mile radius
- Over 11,240 students (K-12 grade) attend 11 private/public schools within a 3 mile radius of Las Estancias

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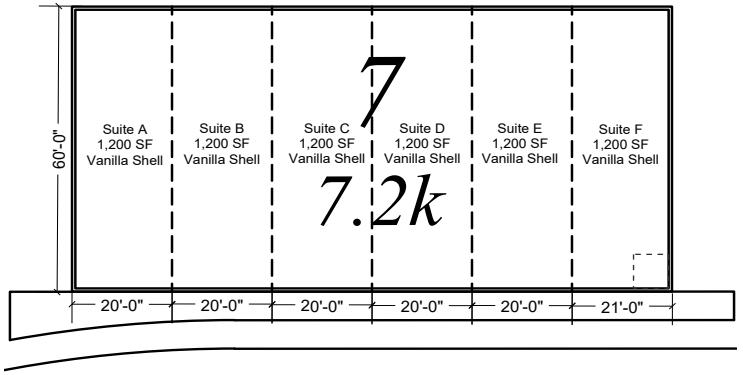
RETAIL SPACE

SHOP SPACE 7 CONCEPTUAL RENDERING & FLOOR PLAN



JOIN JUNIOR ANCHOR ACTIVITY AT LAS ESTANCIAS - NOW OPEN!

JOIN NATIONAL RETAIL & RESTAURANT TENANTS AT LAS ESTANCIAS

Walmart · ROSS DRESS FOR LESS · HOBBY LOBBY · Papa Murphy's PIZZA · tropical SMOOTHIE CAFE · baskin ROBBINS · verizon · MVD NOW · amc THEATRES · IMAX · SHOE DEPT. ENCORE · ULTA BEAUTY · PANDA EXPRESS · McDonald's · Dion's · WHATABURGER · Great Clips · T-Mobile · CASH STORE · GNC · boost mobile · DISCOUNT TIRE CO. INC.

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SOUTHWEST MESA

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COMMUNITY

A GREAT PUBLIC SPACE IS COMING SOON!

- Micro retail & restaurant spaces
- Atmosphere reflective of the community's local character and personality
- Unique design & architectural features that are visually compelling
- Community & city-wide gathering space
- Entertainment & social activities for all ages
- Located in the heart of the West Mesa district

"Public Spaces Build Community & Create A Destination"

THE CITY FIX,
JUNE 9, 2017

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