

HEALTHCARE

Las Estancias

THE PLACE TO BE

FIRST GENERATION SPACE FOR LEASE



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

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Las Estancias

DEMOGRAPHICS



In the last 12 months,
70% of the Southwest Mesa population visited a medical professional.



55% of the medical visits by the residents in the Southwest Mesa were services not offered in the trade area.



Southwest Mesa residents spent
33% on medical care outside of the trade area.



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



The average household income is
\$53,975

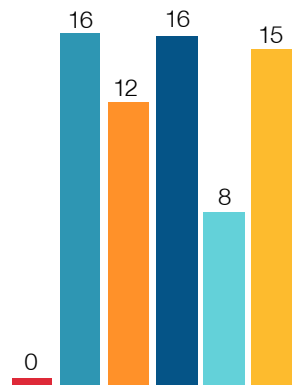


Home ownership within 3 miles of the site is **13.5%** higher than the National average, creating more expendable income

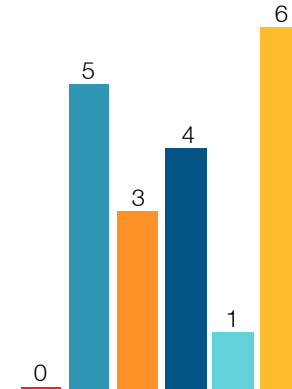
2018 ESRI Demographics

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

Oral Surgeon/Dental
Emergency After Hours
Offices within a 3-mile radius



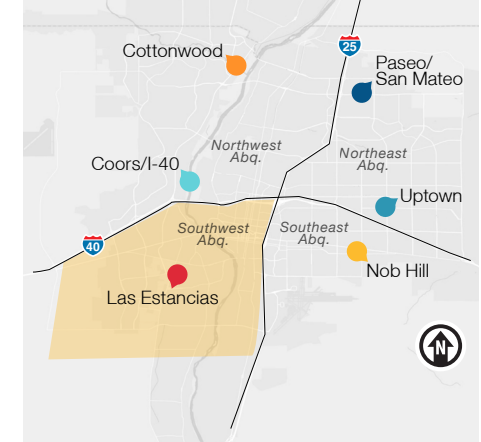
Medical Imaging & Durable
Medical Equipment Stores
within a 3-mile radius



TRADE AREA LEGEND



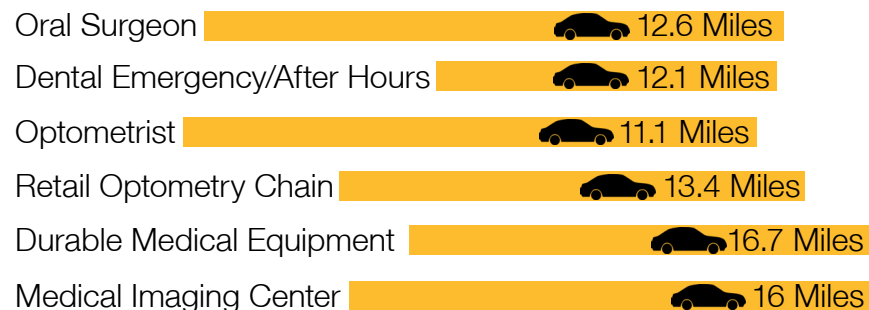
Albuquerque, NM Major Retail Trade Areas



FACT: There are **27,851** citizens **over 55+** that reside in a 5 mile radius of Las Estancias.

CONCLUSION: THE CUSTOMERS ARE LINED UP AT LAS ESTANCIAS!

DISTANCE TO THE NEAREST



Presbyterian Hospital Currently Under Construction

30 Exam Rooms
16 Physicians
48 Support Staff
60 Administrative/maintenance staff



The Rio at Las Estancias Senior Care Facility has

120 Units that are
Fully Occupied



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 Estancias 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

SOCIAL MEDIA & HEALTHCARE

Q: “**What kind of healthcare-related businesses would you like see at Las Estancias?**”

(A question asked on the Las Estancias Facebook page)

A: “**This area is so vastly underserved when it comes to the needs of our female and pediatric clients**, it’s not fair to ask them to go at least 30 minutes one way for specialized care.”

- Joshua Jones, PAC

A: “Having an oral surgeon here would mean we would be keeping our clients in our area, making them return clients. **We lose so many clients that go outside this area for more in depth procedures and never return.** It helps us too.”

- Southwest Mesa Area Dentist

A: “An after-hours pediatric office.”

- Rob Quintana
Southwest Mesa Resident

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



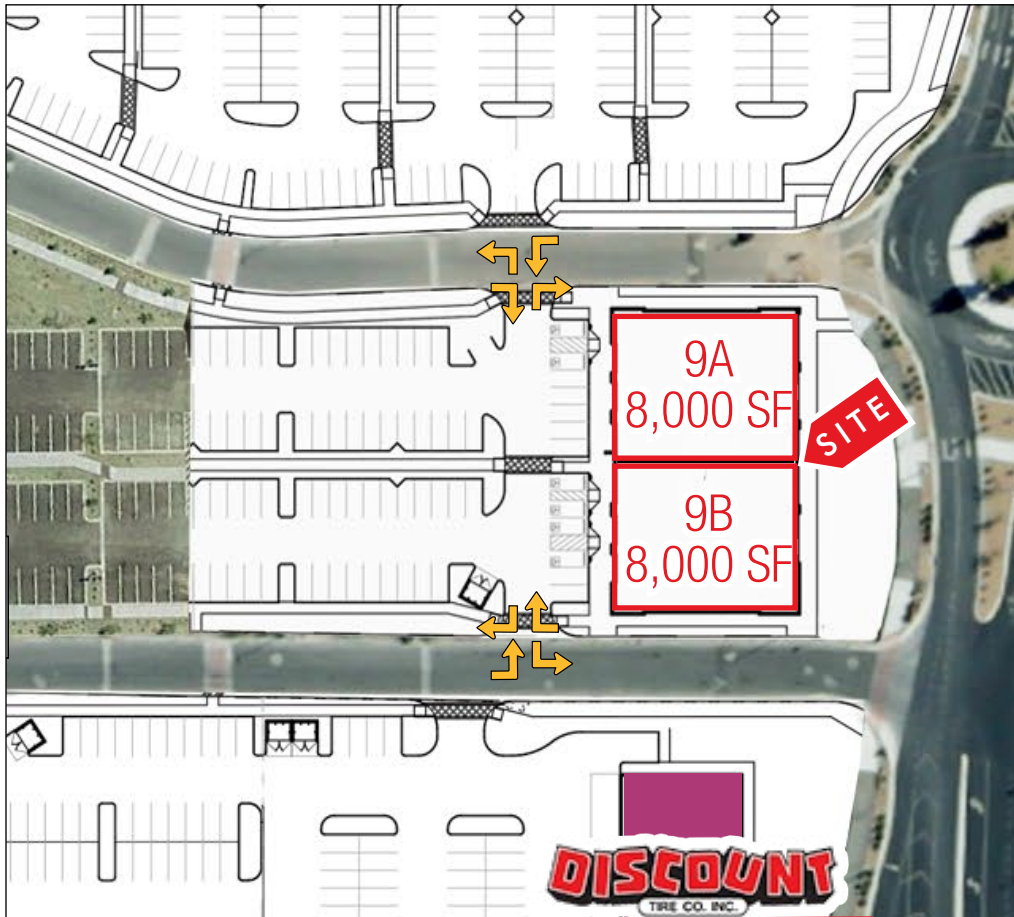
LEASE & LOCATION

LEASE OPPORTUNITIES

LOT #	Square Feet	Lease Price
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. & I-40, which is 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 146,434 (2018) 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
- A 394-unit multifamily project has broken ground near Las Estancias and is expected to be completed in 2019



MASTER PLAN



HEALTHCARE OPPORTUNITIES

<u>LOT #</u>	<u>Square Feet</u>	<u>Lease Price</u>
9	±2,000 - 16,000	See Advisor

SITE KEY

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

Note: Site plan is conceptual and subject to change. Check with listing broker on current tenant status.

Las Estancias

HEALTHCARE



Residents of the Southwest Mesa trade area spend **\$75 Million** annually on healthcare services *outside* of the trade area.

(On average per year)

ESRI DEMOGRAPHICS
2018



MEDICAL & THERAPY CLINICS



DENTAL CLINICS



SENIOR & CHILD CARE CENTERS



LAS ESTANCIAS HEALTHCARE OPPORTUNITIES



EYE CARE, MEDICAL IMAGING, DURABLE MEDICAL EQUIPMENT, DIALYSIS CLINIC, CHIROPRACTOR, AFTER-HOURS CARE

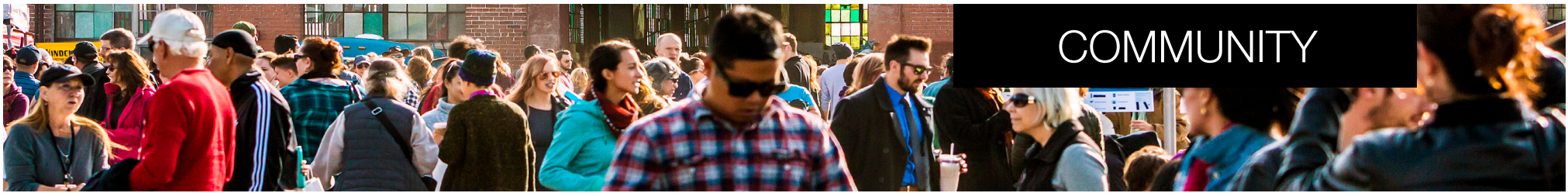
Join national and local tenants to be the first full-service concepts at Las Estancias

Las Estancias

SOUTHWEST MESA

ROOFTOPS
NEED
SERVICES





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
- A true destination space



Public Spaces Build Community & Create A Destination

THE CITY FIX

