

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**

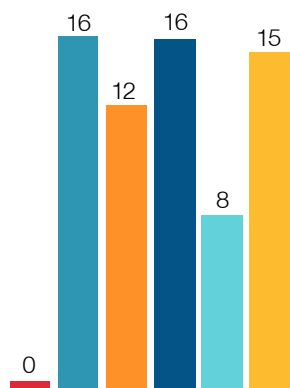


Home ownership within 3 miles of the site is **13.5%** higher than the National average, creating more expendable income

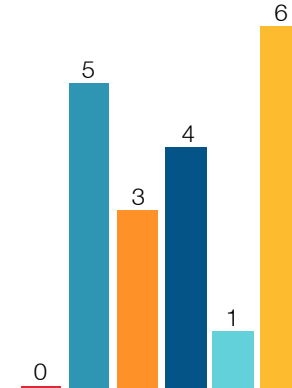
2018 ESRI Demographics

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

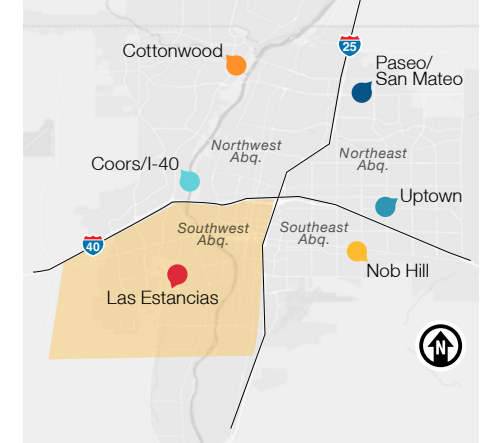


TRADE AREA LEGEND

- Las Estancias
- Uptown
- Cottonwood
- Paseo & San Pedro
- Coors & I-40
- Nob Hill



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

Las Estancias

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
Bernallillo 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 Bernallillo 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



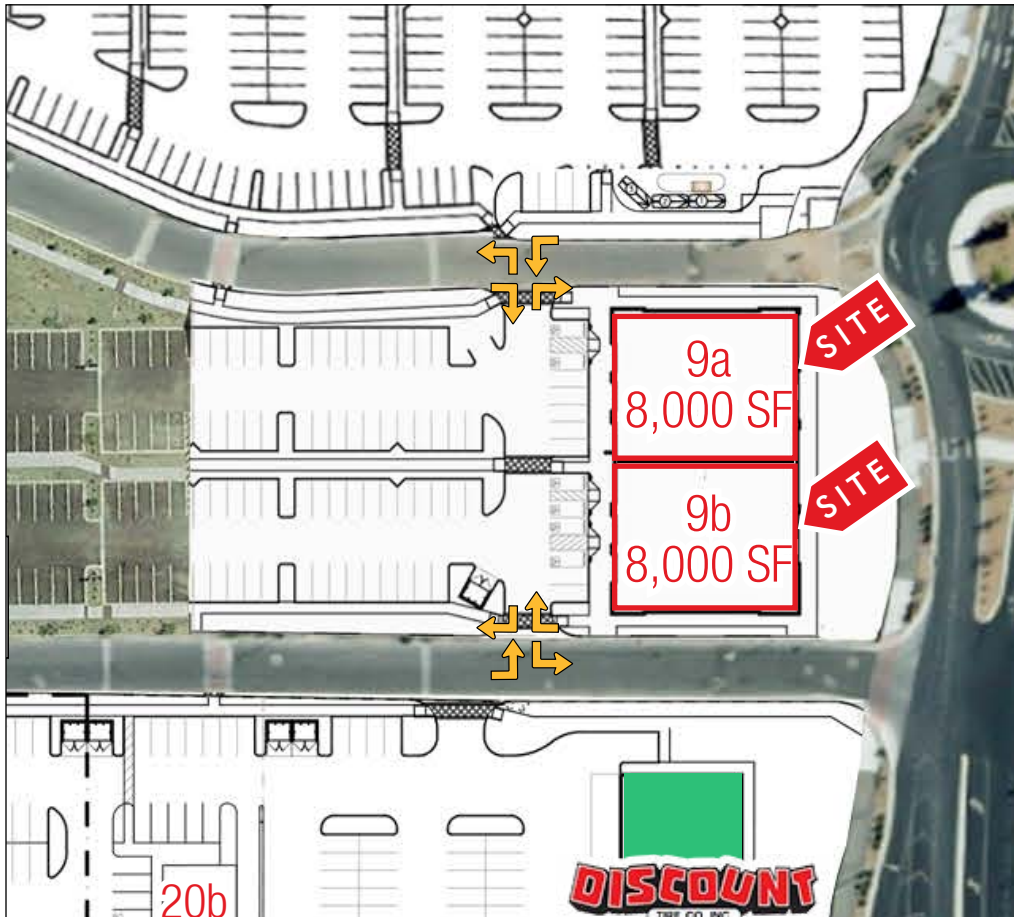
AVAILABLE:

- Standalone Space
- Endcap Space
- In-line Space



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



Las Estancias

MEDICAL/DENTAL



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

