COLDWELL BANKER LEGACY

FOR SALE




**100% LEASED INVESTMENT PROPERTY**

# MULTI-TENANT RETAIL INVESTMENT

6415–6417 AIRPORT ROAD · SANTA FE, NM 87507

THE OFFERING

# THE OPPORTUNITY

A rare chance to acquire a fully leased, five-tenant retail investment on Airport Road — one of Santa Fe's fastest-growing commercial and residential corridors. The ±8,750 SF building sits on Lot 4-A (0.79 AC) within the Esplanade shopping center, between NM-599 and Cerrillos Road.

Adding upside, the adjacent vacant pad on Lot 5 (0.53 AC) is available separately and carries pre-approved plans for up to 6,300 SF of development — the pad-level entitlements are in place, with final building design open to the buyer. Investors can acquire the income today, develop the approved pad, or combine both parcels into a 1.32-acre assemblage in a proven, high-traffic trade area.




Conceptual rendering — Lot 5 carries pre-approved plans for up to 6,300 SF. Final building design and tenant mix are not yet determined.

| OFFERING SUMMARY | The Investment · Lot 4-A |
|---|---|
| **Sale Price** | **$2,800,000** |
| **Cap Rate** | 6.14% |
| **NOI** | $171,904 |
| **Price / SF** | $320 |
| **Building (GLA)** | ±8,750 SF |
| **Occupancy** | 100% |
| **Tenants** | 5 |
| **Suites** | 6 |
| **Parcel (Lot 4-A)** | 0.79 AC |
| **Zoning** | SC-1 |
| **Parking Ratio** | 4 : 1,000 SF |

| ALSO AVAILABLE | Vacant Pad · Lot 5 |
|---|---|
| **Sale Price** | **$550,000** |
| **Parcel (Lot 5)** | 0.53 AC |
| **Approved For** | Up to 6,300 SF |
| **Zoning** | SC-1 |
| **Combined Site** | 1.32 AC |

INCOME IN PLACE

# TENANT ROSTER

The center is 100% leased to a diverse mix of five service and food tenants — anchored by national wireless brand Metro by T-Mobile alongside an insurance office, restaurant, barbershop, and bakery. This necessity-based, service-oriented tenancy delivers durable income that is largely resistant to e-commerce competition.

| | |
|---|---|
| **Metro by T-Mobile** — NATIONAL | **Gandy Insurance** — LOCAL |
| **Chapin Mex** — LOCAL | **Universal Cuts** — LOCAL |
| **Panadería del Valle** · 2 suites — LOCAL | |

WHY THIS DEAL

# INVESTMENT HIGHLIGHTS

- **100% leased** multi-tenant retail with four established tenants
- **Adjacent vacant pad** available separately — expansion or development upside
- **Adjacent to McDonald's** on Airport Road between NM-599 and Cerrillos Rd
- **Flexible zoning** — retail, restaurant, office, medical, financial, cannabis
- **±8,750 SF on 0.79 AC**; combined site totals 1.32 acres
- **High-visibility corridor** — steady drive-by traffic of ±22,000 VPD

THE SETTING

# LOCATION & CORRIDOR

Set within the Esplanade shopping center on Airport Road — between NM-599 and Cerrillos Road — the property sits on one of Santa Fe's fastest-growing commercial and residential corridors, directly next door to a McDonald's whose steady daily traffic reinforces the site's draw. Airport Road is a high-visibility, drive-by corridor rather than a destination street, well suited to convenience retail, service, and food-and-beverage tenants in a trade area known for its thriving base of locally owned businesses.







Left: the immediate area on Airport Road, beside McDonald's and backing to Country Club Gardens. Right: the property's position within Santa Fe, minutes from I-25, US-84/285, and NM-599.

## NEIGHBORING DINING & RETAIL

- The Ranch House
- The Pantry Dos
- El Comal
- Horseman's Haven Cafe
- Piccolino
- Time Traveler's Gastropub
- Texas Roadhouse
- Cafe Grazie
- Blue Heron

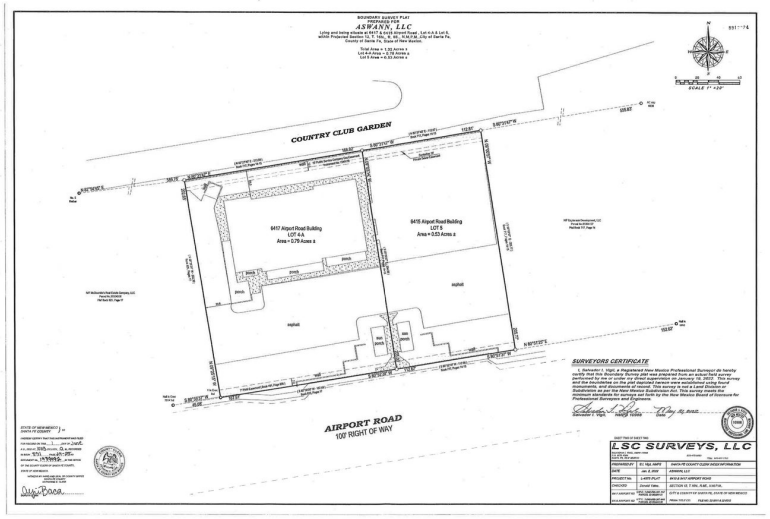
Plus a Shell fuel station with grill up the road, along with the usual mix of nail salons, shops, and everyday services. Santa Fe Regional Airport is a short drive southwest.



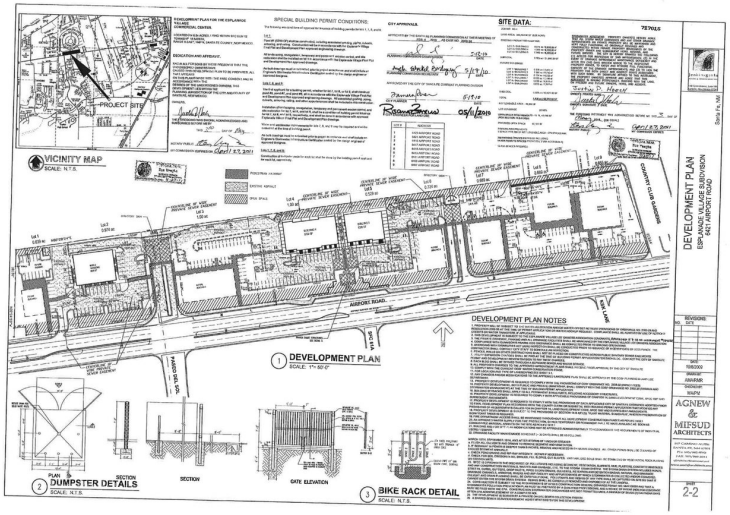

Santa Fe sits roughly 45 minutes from Albuquerque and 40 minutes from Los Alamos, with I-25 connecting the property to the region's major employment centers and the Albuquerque International Sunport.

THE REAL ESTATE

# SITE PLAN




Boundary survey — Lot 4-A (0.79 AC · 6417 Airport Rd) and Lot 5 (0.53 AC · 6415 Airport Rd), 1.32 acres combined. The neighboring parcel is owned by McDonald's Real Estate Company. Survey by LSC Surveys, LLC.




Esplanade Village development plan (6421 Airport Road) — the subject parcels sit within the larger Esplanade Village commercial center fronting Airport Road.

SANTA FE, NEW MEXICO

# BY THE NUMBERS

**89,837**
POPULATION (2025)

**$73,482**
MEDIAN HOUSEHOLD INCOME

**$444,900**
MEDIAN HOME VALUE

**46.3**
MEDIAN AGE

**47.8%**
BACHELOR'S DEGREE OR HIGHER

**±22,000**
VEHICLES / DAY, AIRPORT RD

Santa Fe is home to roughly 89,800 residents across about 52 square miles. The population is notably stable — about 86% of residents lived in the same home a year earlier — and Airport Road traffic has held near 22,000 vehicles per day over the past six years. Source: U.S. Census Bureau QuickFacts, 2025.

## THE SANTA FE MARKET

**~4.2M**
Annual visitors (2024), a post-pandemic high

**#3**
Largest art market in the United States

**~23,000**
Government jobs anchoring the economy

**$740M+**
NM film & TV production, FY2024




**Nikki Bronstorp**
REALTOR® · Qualifying Broker · CCIM, MBA
c: (505) 209-1246
o: (505) 292-8900
nikki.coldwellbl@gmail.com



**Ava Rath**
REALTOR® · Associate Broker
c: (505) 464-0344
o: (505) 292-8900
avar1commercial@gmail.com



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