

Las Campanas Commercial Land 12 Acres

0 CAMINO LA TIERRA, SANTA FE, NM 87506

OFFERING MEMORANDUM

0 CAMINO LA TIERRA, SANTA FE, NM 87506

Las Campanas Commercial Land - 12 Acres

CONTENTS

01 Executive Summary

- Property Summary
- Site Plan
- Renderings
- Businesses

02 Location

- Businesses
- Drive Times

03 Demographics

- Demographics

Exclusively Marketed by:

Leslie Gallatin-Giorgetti

Keller Williams Realty

Associate Broker

(505) 670-7578

giorgettirealty@gmail.com





01

Executive Summary
Property Summary
Site Plan
Renderings
Businessess

PROPERTY SUMMARY

ADDRESS	0 Camino La Tierra Santa Fe NM 87506
COUNTY	Santa Fe
LAND ACRES	12.10
AVERAGE DAILY TRAFFIC	7,671

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2025 Population	880	5,040	50,045
2025 Median HH Income	\$131,489+	\$127,824+	\$71,436+
2025 Average HH Income	\$197,868+	\$190,195+	\$105,702+

New Retail Development Santa Fe-Las Campanas Commercial Land - 12 Acres

- This 12.10 acre tract is one of two commercially zoned properties in the North West part of Santa Fe. Located 5.7 miles to downtown, on the corner of Arroyo Calabasas Rd and fronting Camino La Tierra Rd, the thoroughfare to the gated golf course community Las Campanas.

There is a neighboring (across the street) successful commercial development and restaurant Arroyo Vino. The property is under county jurisdiction and had prior Master Plan approval for 47,000 sf of commercial construction including retail, office, banking and restaurant uses.

Additional Community Neighborhood zoning permitted uses include, medical, research facilities, assisted living, retirement housing, multifamily, retreats, shopping centers, pet supplies, fitness centers, business operations for trade contractors as well as residential.

The site has little topography, some existing infrastructure. The property will connect to Las Campanas sewer, county water, natural gas and public electric.

SURVEY

ALTA/NSPS LAND TITLE SURVEY
TRACT "D"
 OF PLAZUELAS DE LAS TIERRAS
 &
"MISSION LAS TIERRAS" TRACT
 within the
 SANTA FE COUNTY RANCH RESORT
 for
 TOWN CENTER AT LAS CAMPANAS LLC,
 A NEW MEXICO LIMITED LIABILITY COMPANY
 &
 MABRY CONSTRUCTION, INC.
 WITH SECTIONS 7 & 8,
 T 17 N, R 9 E, NMPM
 218 CAMINO LA TIERRA & ARROYO CALABASAS ROAD
 SANTA FE COUNTY, NEW MEXICO.
 TRACT "D" CONTAINING = 12.088 ACRES ±
 TRACT "MISSION LAS TIERRAS" CONTAINING = XX.XXX ACRES ±

BOUNDARY DATA

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C4	N77°57'33"E	35.37	25.00	90°02'01"	39.28

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C7	S07°12'11"E	21.02	3058.13	0°23'38"	21.02
C8	S16°01'42"E	33.05	25.00	82°44'35"	36.10
C9	S15°31'19"W	141.84	297.87	27°30'28"	143.01
C10	S45°54'30"W	385.80	274.88	88°18'51"	423.53
C11	N44°32'03"E	84.42	210.67	23°07'00"	85.00

BOUNDARY DATA

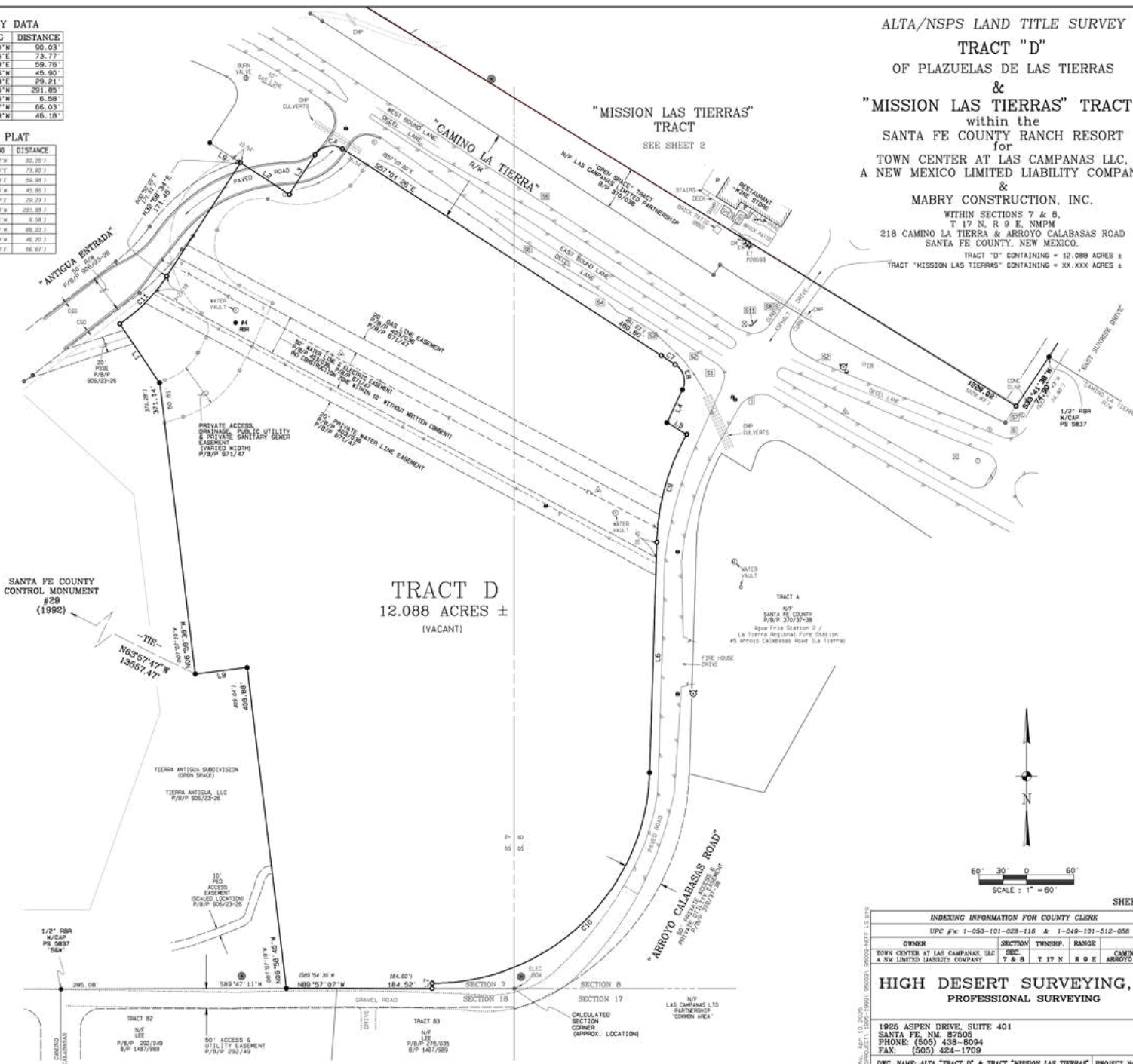
LINE	BEARING	DISTANCE
L1	N33°54'40"W	90.03
L2	S53°01'28"E	73.73
L3	N32°56'33"E	59.76
L4	S25°20'36"W	45.90
L5	S58°02'13"E	29.21
L6	S01°48'08"W	291.85
L7	S00°44'36"W	6.58
L8	S83°03'47"W	66.03
L9	N07°51'23"W	46.18

RECORD PLAT

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C4	N77°57'33"E	35.34	25.00	89°58'48"	39.11
C7	S07°12'48"E	21.08	3062.00	0°23'41"	21.08
C8	S16°02'08"E	33.09	25.00	80°50'27"	36.11
C9	S15°31'01"W	141.70	298.00	27°10'28"	143.01
C10	S45°48'12"W	383.03	275.00	88°18'50"	423.12
C11	N44°32'28"E	84.45	210.74	23°07'00"	85.03

RECORD PLAT

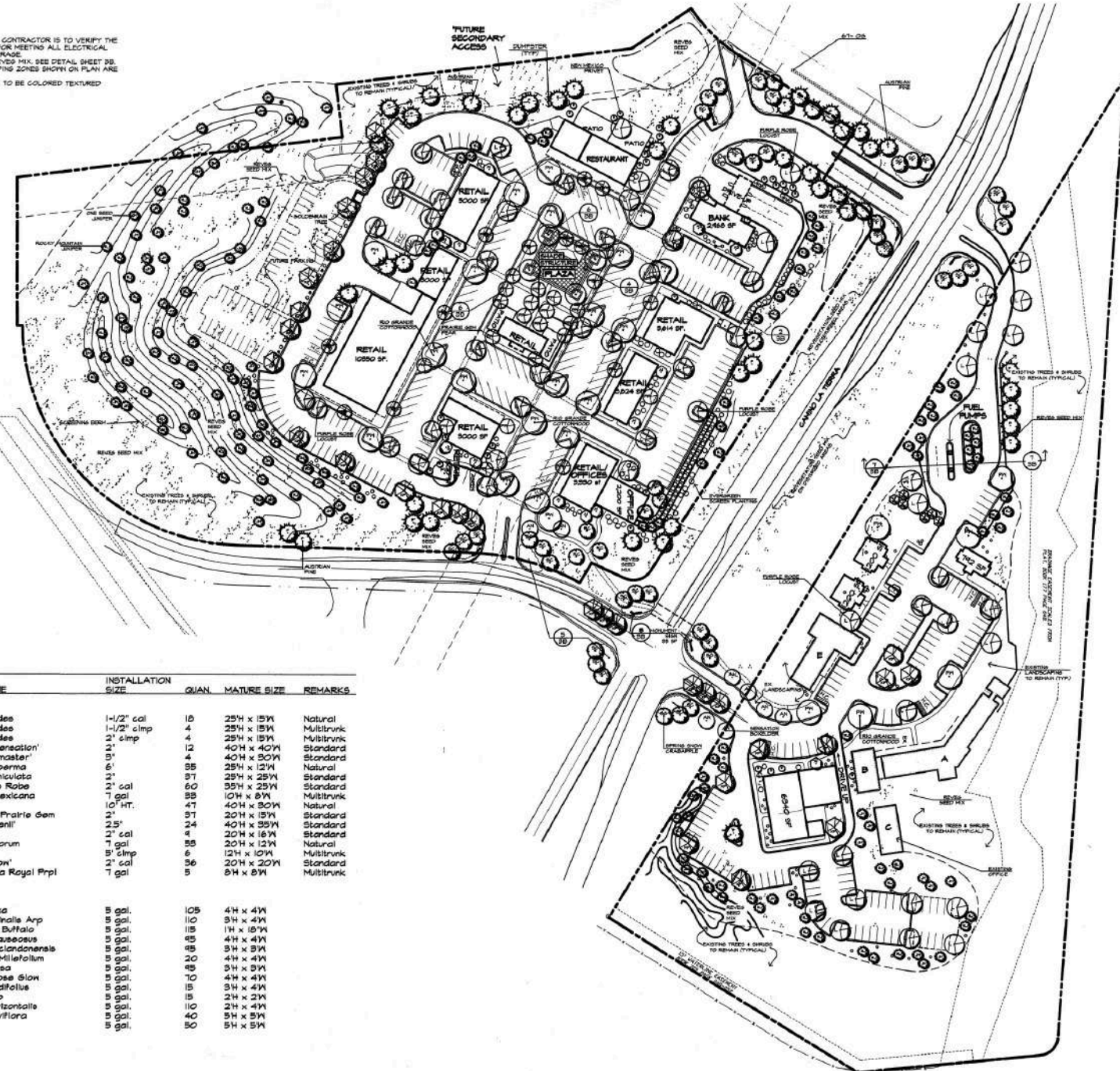
LINE	BEARING	DISTANCE
L1	N34°11'03"W	90.05
L2	S53°02'00"E	73.80
L3	N33°57'00"E	59.88
L4	S25°15'30"W	45.86
L5	S58°01'00"E	29.23
L6	S02°07'48"W	291.88
L7	S00°08'21"W	6.58
L8	S82°52'47"W	66.00
L9	N07°52'00"W	46.20
L10	N34°07'08"E	56.67



PREVIOUS DEVELOPMENT PLAN

NOTES

1. SEE LIGHTING PLAN FOR LIGHTING LOCATIONS. THE ELECTRICAL CONTRACTOR IS TO VERIFY THE LOCATION POLE HEIGHTS AND LUMINAIRES AND IS RESPONSIBLE FOR MEETING ALL ELECTRICAL CODES AND COUNTY CODE FOR ADEQUATE SITE LIGHTING COVERAGE.
2. ALL DISTURBED AREAS ARE TO BE RE-SEED WITH NATIVE REVEGETATION MIX. SEE DETAIL SHEET 08.
3. ALL EXISTING PINE AND JUNIPER ADJACENT TO THE LANDSCAPING ZONES SHOWN ON PLAN ARE TO BE PROTECTED DURING ALL PHASES OF CONSTRUCTION.
4. PLAZA PAVING AND MAIN INTERSECTION AT CANINO LA TIERRA TO BE COLORED TEXTURED CONCRETE. COLOR TO BE SPECIFIED "SAN DIEGO BUFF".
5. INDICATES REVEGETATION SEED MIX (SEE NOTES SHEET 0-0)



PLANT SCHEDULE

KEY COMMON NAME	BOTANICAL NAME	INSTALLATION SIZE	QUAN.	MATURE SIZE	REMARKS
TREES					
A1 ASPEN	Populus tremuloides	1-1/2" cal	10	25' x 15'	Natural
A2 ASPEN	Populus tremuloides	1-1/2" calmp	4	25' x 15'	Multitrunk
A3 ASPEN	Populus tremuloides	2" calmp	4	25' x 15'	Multitrunk
AN SEASATION BOXELDER	Acer negundo 'Sensation'	2"	12	40'H x 40'W	Standard
GT HONEYLOCUST	Gleditsia 'Shademaster'	3"	4	40'H x 30'W	Standard
JM ONE SEED JUNIPER	Juniperus Monosperma	6"	88	25'H x 12'W	Natural
KP GOLDENRAIN TREE	Koeleruteria paniculata	12"	31	25'H x 25'W	Standard
L PURPLE ROSE LOGUST	Rodolia P. Purple Rose	7 gal	60	35'H x 25'W	Standard
N NEW MEXICO PRIVET	Forestiera neomexicana	7 gal	89	12'H x 8'W	Multitrunk
P AUSTRIAN PINE	Pinus nigra	10" HT.	41	40'H x 30'W	Natural
PP PRAIRIE GEM PEAR	Pyrus ussuriensis Prairie Gem	2"	31	20'H x 15'W	Standard
PM RIO GRANDE COTTONWOOD	Populus F. 'Weitzeni'	2.5"	24	40'H x 35'W	Standard
RC RADIANT CRABAPPLE	Malus Radiant	2" cal	4	20'H x 16'W	Standard
RJ ROCKY MOUNTAIN JUNIPER	Juniperus Scopulorum	7 gal	58	20'H x 12'W	Natural
RM ROCKY MOUNTAIN MAPLE	Acer glabrum	5" calmp	6	12'H x 10'W	Multitrunk
SC SPRING SNOW CRABAPPLE	Malus 'Spring Snow'	2" cal	36	20'H x 20'W	Standard
ST PURPLE SMOKE TREE	Cotinus coggygria Royal Prpl	7 gal	5	8'H x 8'W	Multitrunk
SHRUBS					
AP APACHE PLUME	Fallugia paradoxa	5 gal.	105	4'H x 4'H	
AR ASP ROSEMARY	Rosmarinus officinalis Arp	5 gal.	110	3'H x 4'H	
BJ BUFFALO JUNIPER	Juniperus sabina Buffalo	5 gal.	118	1'H x 18'W	
CH CHAMISA	Chrysothamnus nauseosus	5 gal.	45	4'H x 4'H	
DK DARK KNIGHT SPIREA	Corydalis x clandonensis	5 gal.	45	3'H x 3'H	
FB FERNBUSH	Chamaedaphnophyllum Millerfolium	5 gal.	20	4'H x 4'H	
GC GOLDSTAR CINQUEFOIL	Potentilla fruticosa	5 gal.	45	3'H x 3'H	
JB JAPANESE BARBERRY	Berberis thun. Rose Glow	5 gal.	10	4'H x 4'H	
MM MOUNTAIN MAHOGANY	Cercocarpus Leadfolius	5 gal.	15	3'H x 4'H	
NP NUGO PINE	Pinus mugho Mugo	5 gal.	18	2'H x 2'H	
RC ROCK CLUSTERBERRY	Cotoneaster Horizontalis	5 gal.	110	2'H x 4'H	
RY RED YUCCA	Hesperaloe parviflora	5 gal.	40	5'H x 5'H	
TS THREE LEAF SUMAC	Rhus trilobata	5 gal.	50	5'H x 5'H	



Lead the People
SANTA FE
PLANNING
GROUP INC.

11-16-2006
REVISIONS
DATE BY

PROJECT: PLACITAS DE LA TIERRA
AT LAS CAMPANAS
SANTA FE, NEW MEXICO

SHEET TITLE:
PRELIMINARY
LANDSCAPE PLAN

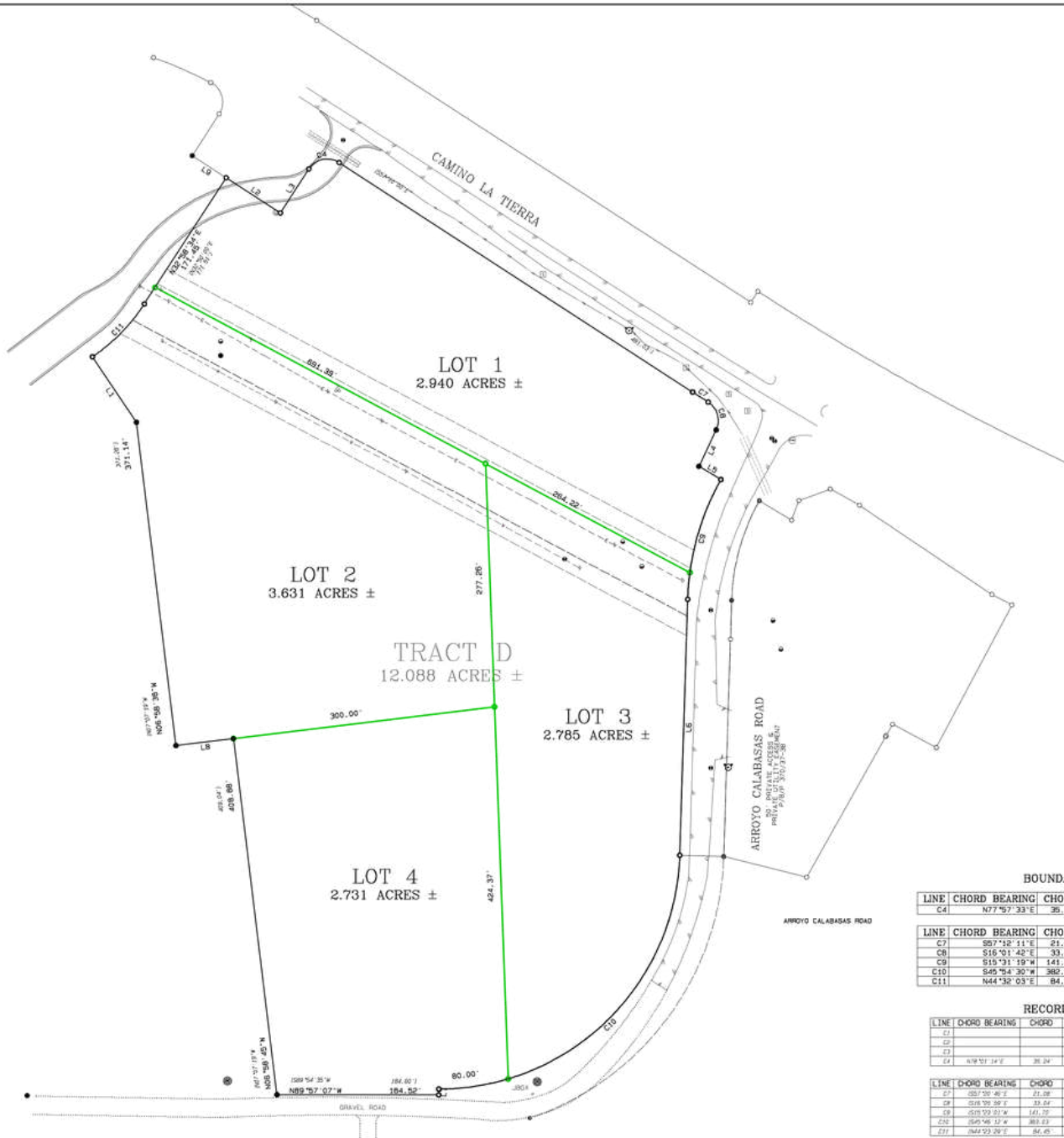
SHEET NO.
3A

PENDING LOT SPLIT

LAND DIVISION
TRACT D
"PLAZUELAS DE LAS TIERRAS"
P/B/P 403/35-36
& "MISSION LAS TIERRAS"
P/B/P 177/42

for
TOWN CENTER AT LAS CAMPANAS, LLC
A NM LIMITED LIABILITY COMPANY
WITHIN SECTIONS 7 & 8,
T 17 N, R 9 E, NMPM
CAMINO LA TIERRA
SANTA FE COUNTY, NEW MEXICO.

TRACT D CONTAINING = 12.088 ACRES ±



BOUNDARY DATA

LINE	BEARING	DISTANCE
L1	N33°54'40"W	90.03'
L2	S57°01'26"E	73.77'
L3	N32°56'33"E	59.76'
L4	S29°50'36"W	45.90'
L5	S59°52'13"E	29.21'
L6	S01°46'06"W	291.85'
L7	S00°44'36"W	8.58'
L8	S83°03'47"W	66.03'
L9	N57°01'23"W	46.18'

RECORD PLAT

LINE	BEARING	DISTANCE
L1	N34°13'03"W	90.05'
L2	S57°10'50"E	73.80'
L3	N32°56'33"E	59.80'
L4	S29°50'36"W	45.90'
L5	S59°52'13"E	29.23'
L6	S01°53'48"W	291.88'
L7	S00°50'21"W	8.58'
L8	S83°03'47"W	66.03'
L9	N57°01'23"W	46.20'
L10	N33°54'40"W	90.03'

BOUNDARY DATA

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C4	N77°57'33"E	35.37'	25.00'	90°02'01"	39.28'

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C7	S57°52'11"E	21.02'	3058.13'	0°23'38"	21.02'
C8	S15°01'42"E	33.05'	25.00'	82°44'35"	36.10'
C9	S15°01'19"W	141.64'	297.87'	27°30'28"	143.01'
C10	S45°54'30"W	382.86'	274.88'	88°16'51"	423.53'
C11	N44°32'03"E	84.42'	210.67'	23°07'00"	85.00'

RECORD PLAT

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C4	N77°57'33"E	35.37'	25.00'	89°58'48"	39.11'

LINE	CHORD BEARING	CHORD	RADIUS	DELTA	ARC
C7	S57°52'11"E	21.02'	3058.00'	0°23'41"	21.02'
C8	S15°01'42"E	33.05'	25.00'	82°44'35"	36.11'
C9	S15°01'19"W	141.70'	298.00'	27°30'28"	143.07'
C10	S45°54'30"W	383.03'	275.00'	88°16'50"	423.72'
C11	N44°32'03"E	84.45'	210.71'	23°07'00"	85.03'



INDEXING INFORMATION FOR COUNTY CLERK				
UPC #3-049-101-512-008				
OWNER	SECTION	TOWNSHIP	RANGE	LOCATION
TOWN CENTER AT LAS CAMPANAS, LLC A NM LIMITED LIABILITY COMPANY	SEC. 7 & 8	T 17 N	R 9 E	CAMINO LA TIERRA ARROYO CALABASAS RD
HIGH DESERT SURVEYING, INC. PROFESSIONAL SURVEYING				
1025 ASPEN DRIVE, SUITE 401 SANTA FE, NM, 87505 PHONE: (505) 438-8094 FAX: (505) 424-1709				
DWG. NAME: LAND DIVISION "TRACT D"				PROJECT No. 24001

POTENTIAL RETAIL CENTER



All renderings are for illustrative purposes only and depict possible future development concepts. Actual improvements may vary, and no construction or development is implied or assured.

POTENTIAL SITE PLAN-4 LOT SPLIT



VERDE CAMINO LA TIERRA
LAS CAMPANAS NEW MEXICO

surroundings

Existing Businesses

- A - Arroyo Vino
- B - Zachary and Sons
- C - Las Campanas Realty
- D - Lithified Technologies Group

New Development

- E (4,050sqft) - Restaurant up to 100 seats
- F1-F4 (1,485sqft) - flex space
- G1-G4 (1,485sqft) - flex space
- H1-H4 (1,485sqft) - flex space

- I (4,287sqft) - flex/retail
- J (4,881sqft) - flex/retail
- K (1,394sqft) - flex space



All renderings are for illustrative purposes only and depict possible future development concepts. Actual improvements may vary, and no construction or development is implied or assured.

Existing Commercial Center 218 Camino La Tierra



Existing Businesses Nearby

Las Campanas Realty



Arroyo Vino



Disclosure: Some photos used may be subject to copyright. All rights belong to their respective owners.

Existing Businesses Nearby

Zachary and Sons



The Village at Las Campanas

The Village at Las Campanas is thoughtfully designed to serve the prestigious **Las Campanas community** and its surrounding neighborhoods. Nestled in the scenic Northwest region of Santa Fe, Las Campanas is known for its **refined lifestyle**, set against a backdrop of expansive mountain vistas and wide-open skies.

This **gated, private enclave** features **luxury custom homes**, two **Jack Nicklaus Signature golf courses**, a **world-class equestrian center**, and an **exclusive country club**—all contributing to a sophisticated and serene way of life. With miles of scenic trails, protected open space, and a peaceful natural setting, Las Campanas offers the perfect balance of **tranquility and elegance** in the heart of Northern New Mexico.

While this idyllic location offers seclusion and luxury, residents often find themselves far from Santa Fe's core amenities. **The Village at Las Campanas** fills this gap by providing a **welcomed and much-needed commercial center**, offering convenience and curated services tailored to the needs of these highly sought-after neighborhoods.



Santa Fe

Santa Fe isn't just a city—it's a destination that draws millions each year with its unmatched blend of natural beauty, cultural richness, and quality of life. Set against the Sangre de Cristo Mountains and blessed with over 300 days of sunshine, it's an ideal setting for outdoor recreation, wellness, and vibrant year-round commerce. Santa Fe thrives on a dynamic, diverse economy rooted in the arts, tourism, boutique retail, and wellness. Signature events like the Indian Market, Spanish Market, Zozobra, and the world-famous Santa Fe Opera attract high-income travelers and second-home owners who support luxury shopping, fine dining, and immersive cultural experiences.

Recognized globally, Santa Fe was ranked #2 Best U.S. City and #21 Worldwide in Travel + Leisure's 2023 World's Best Awards, and named #2 Best City in the U.S. by Condé Nast Traveler. With over a decade of top rankings and Hall of Fame status, it remains one of the most admired small cities in America and continues to draw an affluent demographic both as residents and tourists alike. And now, Las Campanas Commercial Land - 12 Acres offers a rare opportunity to position your business in this vibrant market. Located just northwest of downtown and adjacent to the exclusive Las Campanas community, The Village delivers a high-visibility, high-affluence location to serve Santa Fe's most discerning residents. With growing demand for premium amenities and services close to home, this is the moment to align with one of America's top lifestyle destinations. Santa Fe offers the lifestyle. Las Campanas Commercial Land - 12 Acres offers the location. Together, they offer the opportunity.

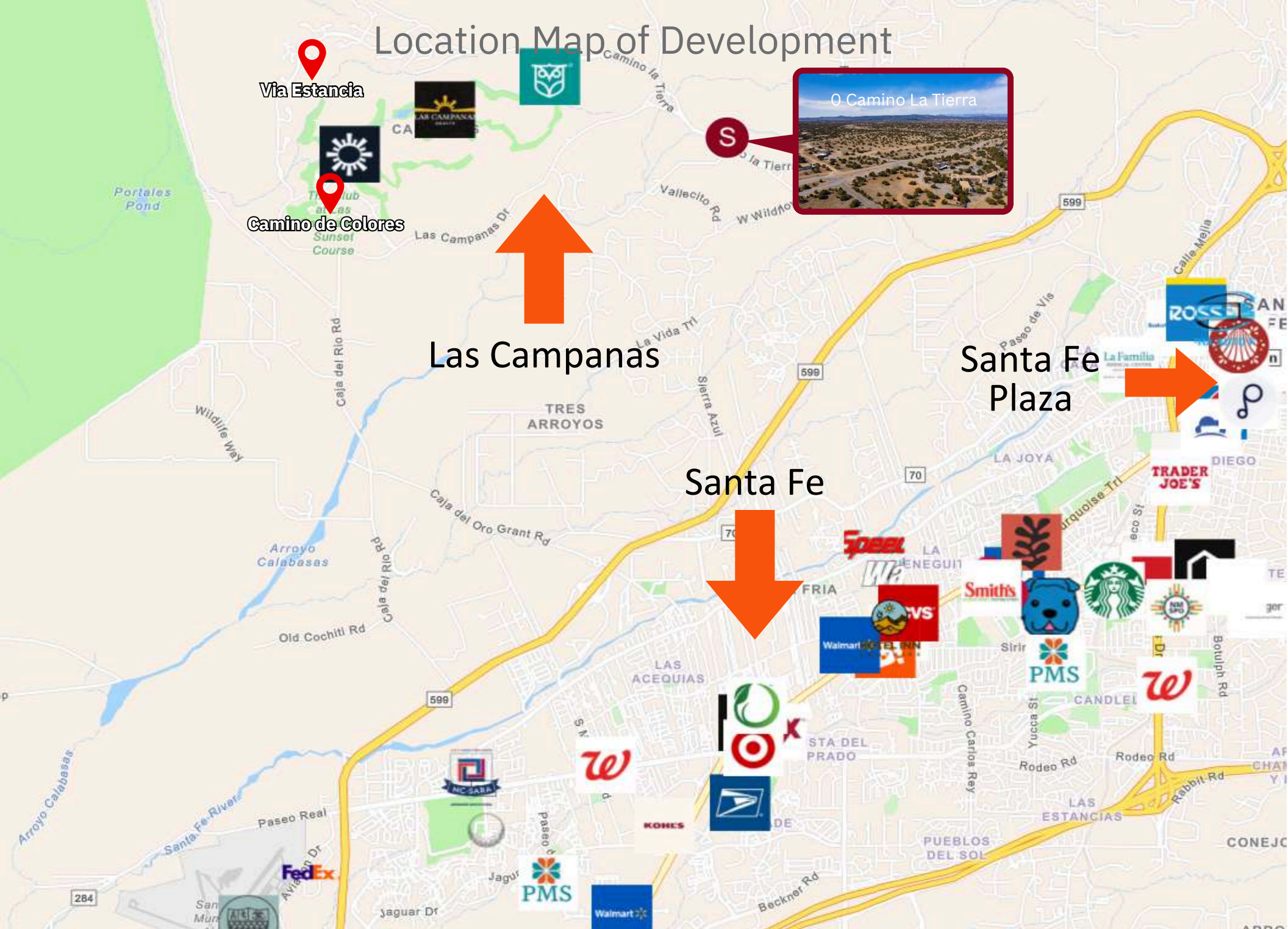




02

Location
Businesses
Drive Times

Location Map of Development



This map highlights drive times from La Tierra to nearby markets. Most residents travel 20 mins for amenities.

LEGEND:

S - 0 Camino La Tierra

1 - Club Las Campanas

2 - Las Campanas neighborhood

3 - Las Dos neighborhood

4 - Sprouts at Paseo de Peralta

5 - Target at Zafarano Dr

Travel Times:

S to 1 - 3.57 miles | 7.6 minutes

S to 2 - 4.28 miles | 9.8 minutes

S to 3 - 5.18 miles | 11.4 minutes

S to 4 - 5.46 miles | 12.4 minutes

S to 5 - 7.21 miles | 17.3 minutes

S to Plaza - 6.0 miles | 15 minutes

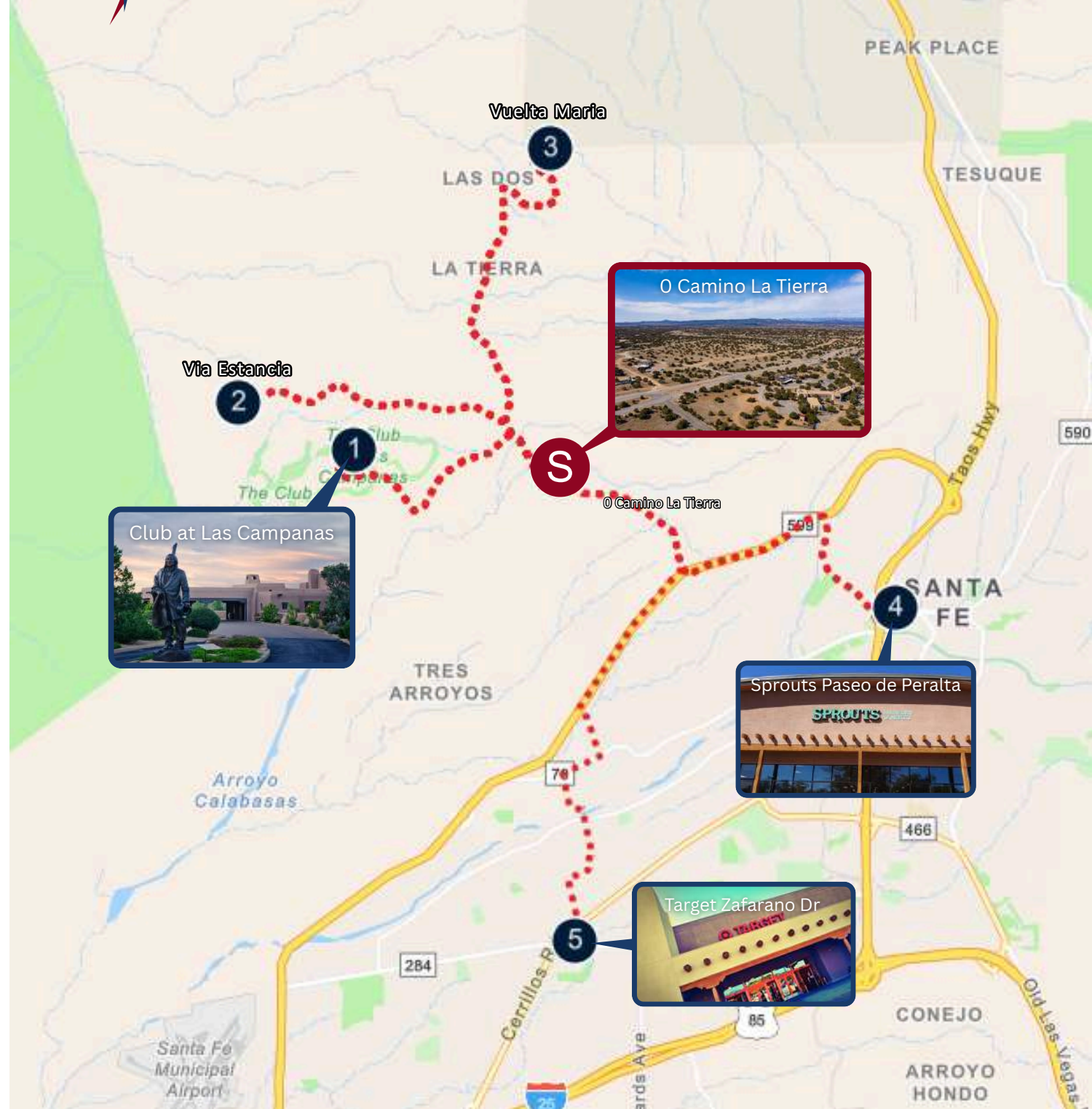
**Travel Times data was sourced from Google Maps.*

Your mileage may vary.

**Illustration by Creop.*

**Farthest homes within Las Campanas area are in Via Estancia and Camino de Colores St.*

Farthest homes within La Tierra are in Vuelta Maria.





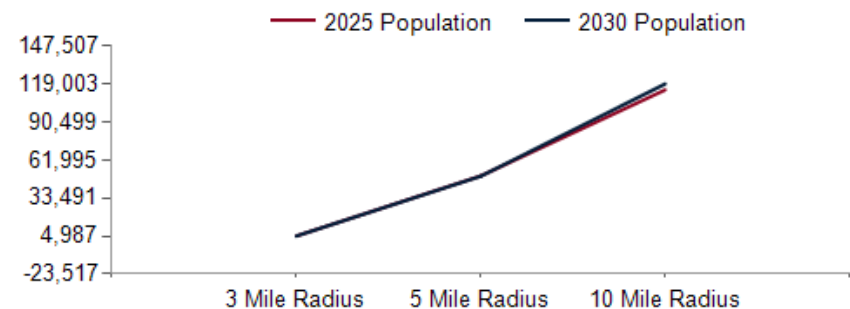
03

Demographics
Demographics

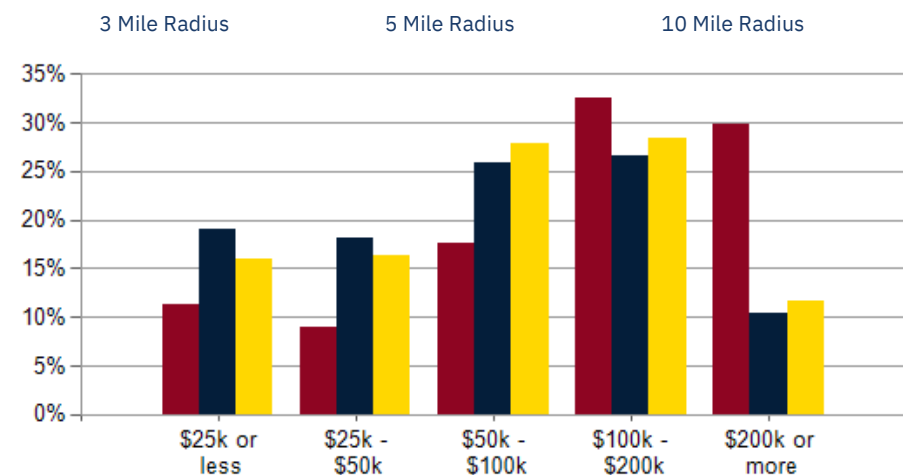
POPULATION	3 MILE	5 MILE	10 MILE
2000 Population	2,733	41,857	90,096
2010 Population	4,071	43,784	101,354
2025 Population	5,040	50,045	114,563
2030 Population	4,987	49,853	119,003
2025-2030: Population: Growth Rate	-1.05%	-0.40%	3.80%

2025 HOUSEHOLD INCOME	3 MILE	5 MILE	10 MILE
less than \$15,000	134	2,101	3,874
\$15,000-\$24,999	159	2,455	4,435
\$25,000-\$34,999	66	2,036	3,695
\$35,000-\$49,999	165	2,321	4,850
\$50,000-\$74,999	242	3,440	8,051
\$75,000-\$99,999	214	2,762	6,410
\$100,000-\$149,999	490	4,555	10,350
\$150,000-\$199,999	353	1,792	4,400
\$200,000 or greater	772	2,509	6,034
Median HH Income	\$127,824	\$71,436	\$78,532
Average HH Income	\$190,195	\$105,702	\$112,864

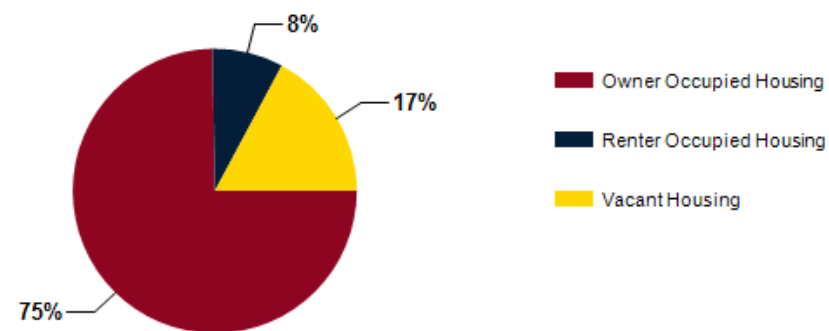
HOUSEHOLDS	3 MILE	5 MILE	10 MILE
2000 Total Housing	1,407	19,753	41,574
2010 Total Households	1,981	20,346	44,454
2025 Total Households	2,594	23,972	52,098
2030 Total Households	2,650	24,429	55,325
2025 Average Household Size	1.94	2.06	2.17
2025-2030: Households: Growth Rate	2.15%	1.90%	6.05%



2025 Household Income



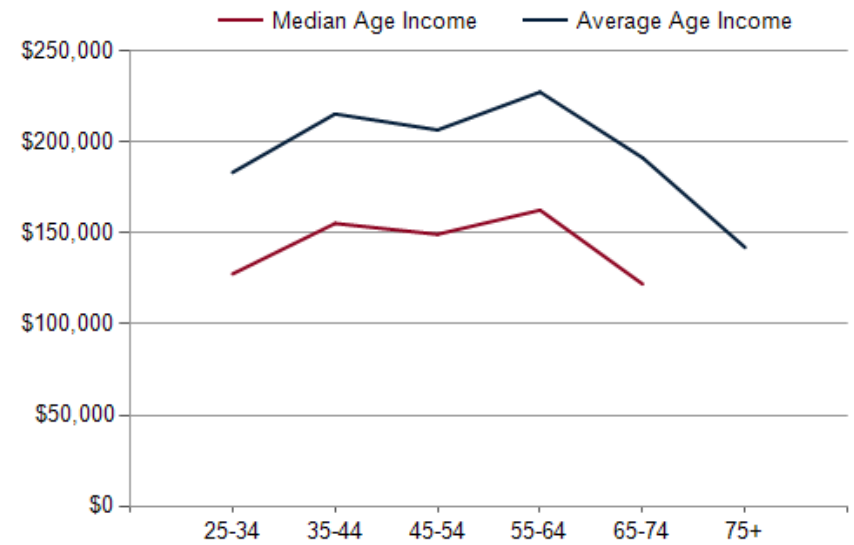
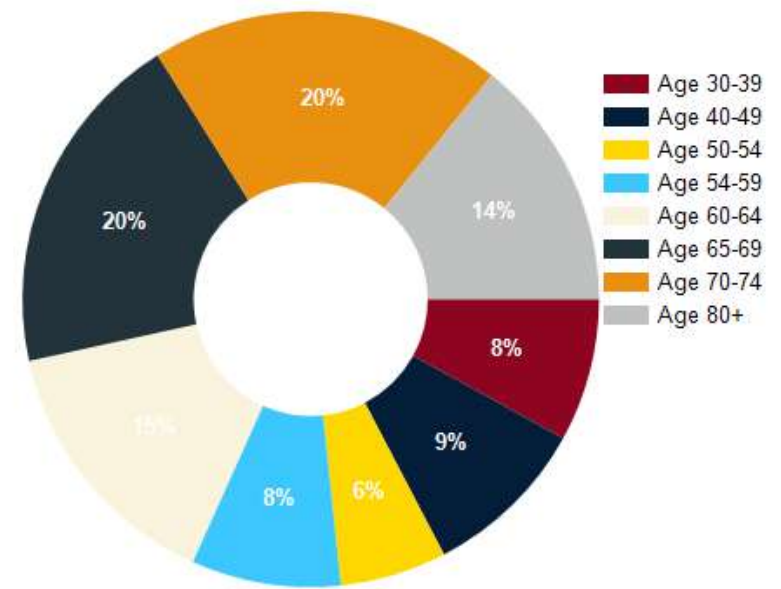
2025 Own vs. Rent - 3 Mile Radius



Source: esri

2025 POPULATION BY AGE	3 MILE	5 MILE	10 MILE
2025 Population Age 30-34	152	3,232	6,918
2025 Population Age 35-39	174	3,114	6,911
2025 Population Age 40-44	190	3,086	7,075
2025 Population Age 45-49	189	2,694	6,349
2025 Population Age 50-54	243	3,064	7,075
2025 Population Age 55-59	341	3,172	7,228
2025 Population Age 60-64	603	3,949	8,497
2025 Population Age 65-69	794	4,386	9,241
2025 Population Age 70-74	802	4,053	8,932
2025 Population Age 75-79	576	2,956	6,762
2025 Population Age 80-84	216	1,552	3,564
2025 Population Age 85+	100	1,354	2,918
2025 Population Age 18+	4,638	42,689	95,870
2025 Median Age 2030	65	49	48
Median Age	66	50	49

2025 INCOME BY AGE	3 MILE	5 MILE	10 MILE
Median Household Income 25-34	\$127,596	\$67,048	\$72,530
Average Household Income 25-34	\$183,387	\$91,432	\$97,479
Median Household Income 35-44	\$155,343	\$88,084	\$96,846
Average Household Income 35-44	\$215,529	\$116,354	\$124,649
Median Household Income 45-54	\$149,364	\$85,736	\$97,498
Average Household Income 45-54	\$206,731	\$112,841	\$125,381
Median Household Income 55-64	\$162,656	\$82,532	\$89,295
Average Household Income 55-64	\$227,559	\$118,974	\$126,141
Median Household Income 65-74	\$122,027	\$70,254	\$75,545
Average Household Income 65-74	\$191,465	\$112,106	\$116,101
Average Household Income 75+	\$142,135	\$83,698	\$89,873



Las Campanas Commercial Land - 12 Acres



Exclusively Marketed by:
Leslie Gallatin-Giorgetti
Keller Williams Realty
Associate Broker
(505) 670-7578
giorgettirealty@gmail.com



KELLER WILLIAMS

EACH KELLER WILLIAMS OFFICE IS INDEPENDENTLY OWNED AND OPERATED