

For Lease

Development Site



Hillside Crossing Apartments - 150 Units



Opening Summer of 2025

Calton Rd - 20,658 VPD

# 1016 Calton Rd

21,944 SF Retail Plaza on 1.8266 Acres / 79,566.69 SF in Laredo, TX 78041



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9114 McPherson Rd., Ste 2518, Laredo, TX 78045  
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**NAI** Swisher & Martin Realty  
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

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## Property Features

Offering an exceptional development opportunity, this property situated at 1016 Calton Rd. in Laredo, Texas, boasts a 21,944 square foot retail plaza on a spacious lot spanning 1.8266 acres (approximately 79,566.69 square feet). With its prime location and ample space, this site presents an ideal canvas for future development projects. Whether it's expanding the existing retail plaza, repurposing the space for mixed-use development, or implementing a new commercial concept, the possibilities are vast. Positioned in a high-traffic area, this site promises visibility and accessibility, making it an attractive prospect for investors and developers seeking to capitalize on the dynamic market of Laredo, Texas.

Property Facts	
<b>Address:</b>	1016 Calton Rd., Laredo, TX 78041
<b>Property Type:</b>	21,944 SF Retail Plaza
<b>Suite A:</b>	Dollar Tree – 10,000 SF (Opening Summer of 2025)
<b>Suite B:</b>	Continuous – 11,994 SF / Minimum Divisibility – 1,760 SF
<b>Lot Size:</b>	1.8266 Acres / 79,566.69 SF

“**Booming energy exports and shifting patterns in international commerce have made the Port of Laredo the nation's top center for trade, supplanting the longtime leader, the Port of Los Angeles.**”



*Laredo, Texas is the*  
**Largest Inland Port on the US/Mexico Border**



**Serves Desirable Hispanic Market in Two Markets:  
Laredo and Nuevo Laredo**

**Hispanic consumers in the U.S. represent more than \$2 trillion in consumer spending power...**

**2** Railroads: Union Pacific & Kansas City Southern

**4** International Bridges

**2M** Commercial truck crossings yearly

**40M** Square Feet of logistical space

**\$326B** Total trade with the World in 2018

- » **24%** more likely than the average American to eat at any QSR in the past 30 days
- » **34%** of the growth in apparel spending is expected to come from Hispanic households over the next five years
- » **66%** of the spending growth in auto parts, equipment and accessories will come from Hispanic households in the next five years – with spending likely to exceed \$1.25 billion

The in-depth report can be found [here](#).



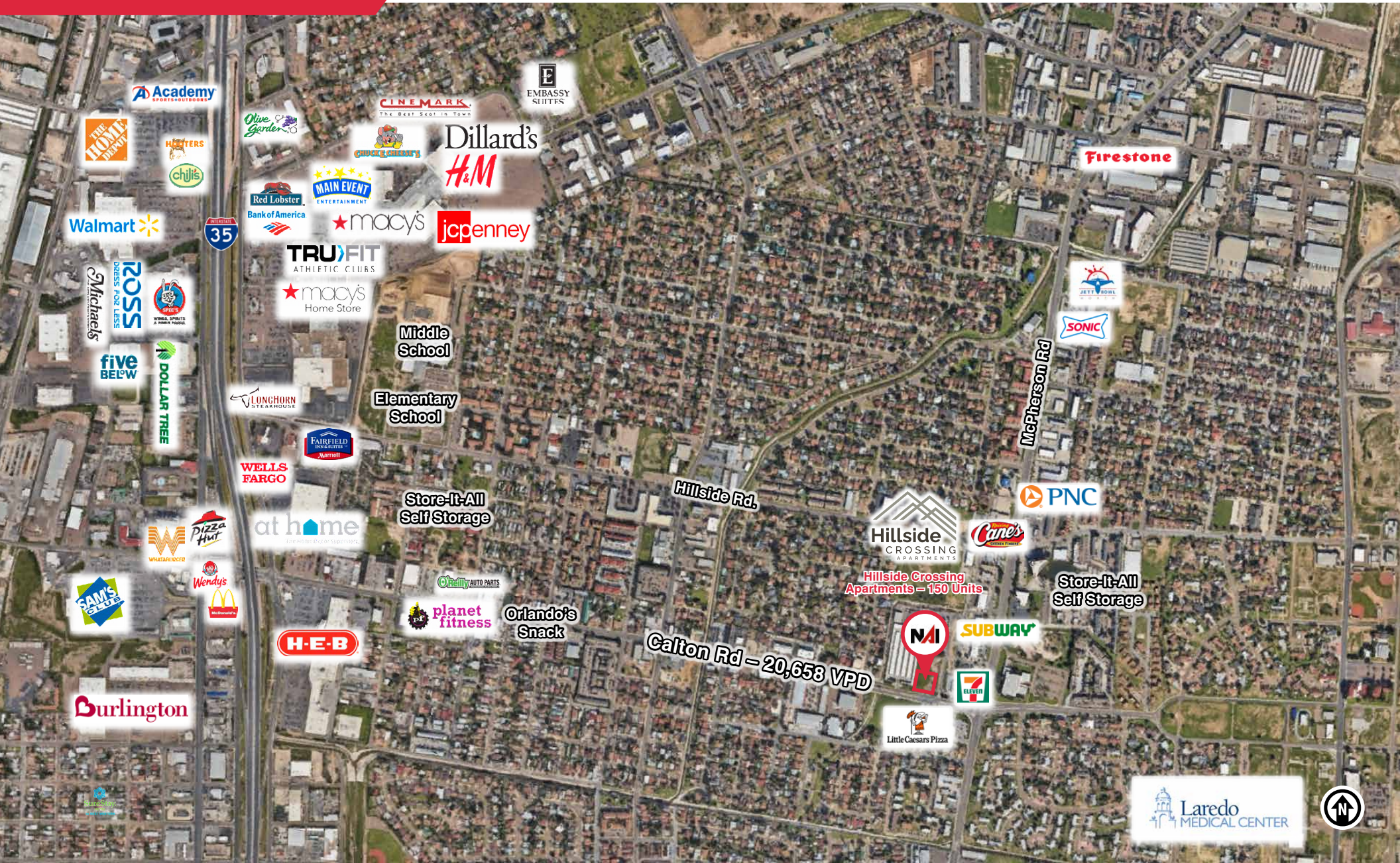
# 1016 Calton Rd. Property Photos



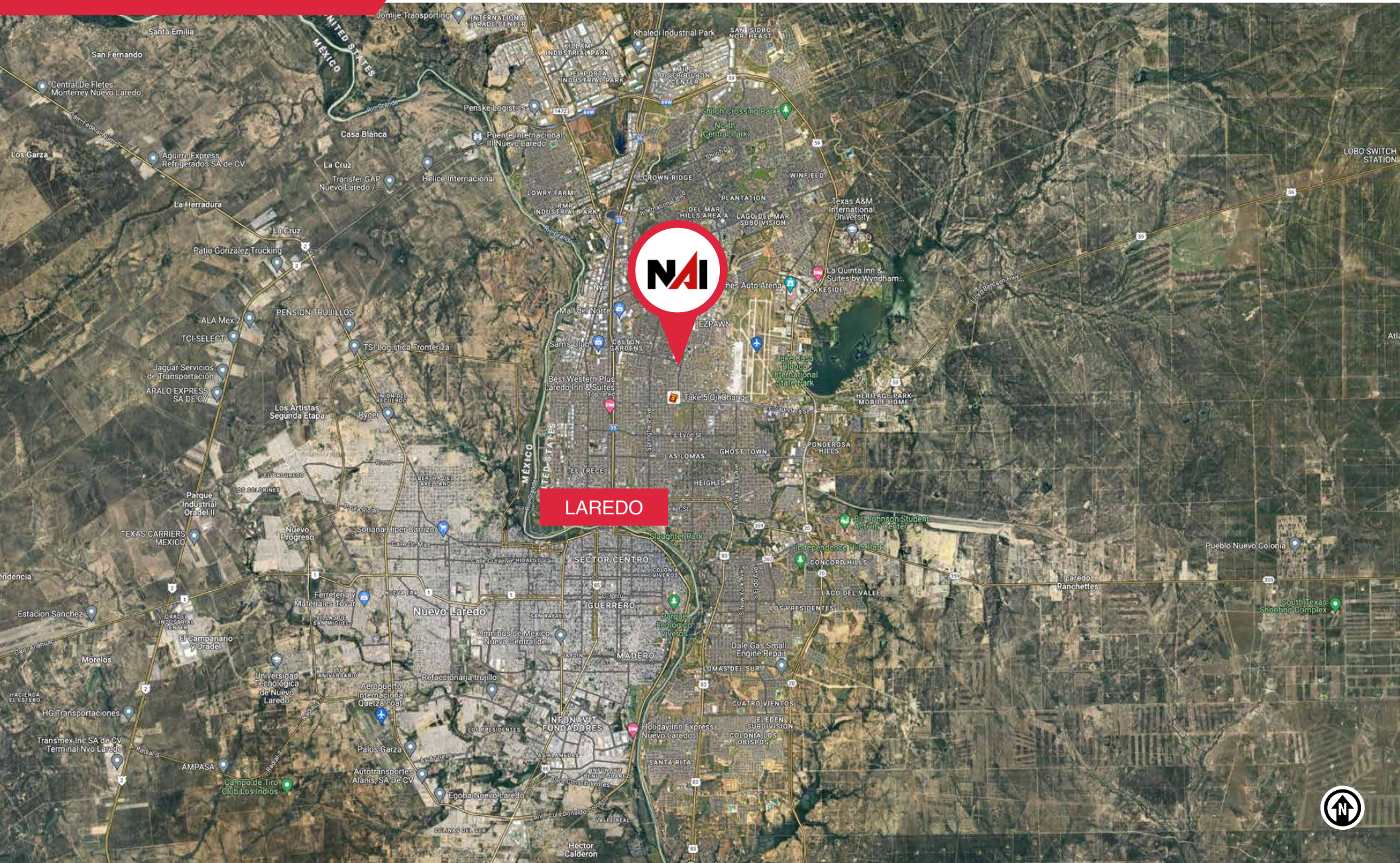
# 1016 Calton Rd. Property Photos



# 1016 Calton Rd. Location Map



# 1016 Calton Rd. Regional Map



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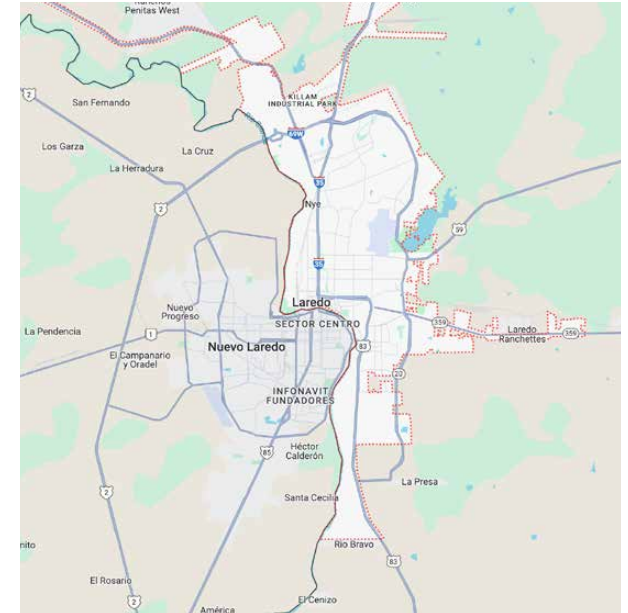
## Laredo, Texas

Laredo, Texas, stands as a beacon of economic vitality and opportunity in the heart of South Texas. With its strategic location along the US-Mexico border, Laredo has long been a hub of international trade and commerce. The city's economy thrives on its robust trade relationships, bolstered by its status as the largest inland port in the United States. As a result, Laredo enjoys a diverse and dynamic marketplace, attracting businesses and investors from across the globe.

The real estate sector in Laredo reflects this buoyant economy, with steady growth and demand across residential, commercial, and industrial properties. The city's favorable business climate, coupled with its proximity to major transportation routes, makes it an attractive destination for both local entrepreneurs and multinational corporations looking to establish or expand their operations. As a result, property values have appreciated steadily, presenting lucrative opportunities for investors and homeowners alike.


Laredo's retail landscape is equally vibrant, with a thriving mix of local boutiques, national chains, and specialty stores catering to diverse consumer preferences. The city's multicultural heritage adds to the richness of its retail offerings, with a wide array of authentic Mexican goods and cuisine contributing to the unique shopping experience. Additionally, Laredo benefits from a steady stream of cross-border shoppers from Mexico, further stimulating its retail sector and bolstering its reputation as a shopping destination.

Furthermore, Laredo's robust job market and low unemployment rate underscore its resilience and economic strength. The city's diverse economy, which encompasses sectors such as logistics, healthcare, education, and manufacturing, provides ample employment opportunities for residents and newcomers alike. With a skilled workforce and a supportive business environment, Laredo continues to attract talent and investment, positioning itself for sustained growth and prosperity in the years to come.




*The Hispanic market, including high-spending parents, are heavy mobile and social network users....they have high expectations and the spending power that commands attention.*

*-Steven Barrz, "How Retailers Are Vying For Hispanic Parents' Attention (12/19/18)"*

**56M**   
United States  
Hispanic Population  
(2016)

**10M** United States  
Hispanic Population  
(1970's)

 **18%**  
of the U.S. Population  
is Hispanic (2016)

**\$1.8T**   
Forecast Purchasing Power  
of the Hispanic Population  
(2021)

Population	1 Mile	2 Mile	3 Mile
2020 Estimated Population	12,023	82,760	147,417
2025 Projected Population	12,350	84,436	152,341
2020 Est. Median Age	25.1	26.1	27.6
Households/Housing	1 Mile	2 Mile	3 Mile
2020 Estimated Households	3,015	21,132	40,575
2025 Projected Households	3,140	21,901	42,659
2020 Median Home Value	\$120,765	\$101,085	\$102,389
2020 Median Rent	\$806	\$672	\$615
Businesses/Employees	1 Mile	2 Mile	3 Mile
2020 Est. Total Businesses	65	977	3,254
2020 Est. Total Employees	920	10,055	34,941
2020 Est. Average Household Income	\$58,219	\$51,190	\$46,454
2020 White Collar Workers	48.1%	41.9%	41.9%
2020 Blue Collar Workers	51.9%	58.1%	58.1%
Consumer Expenditures	1 Mile	2 Mile	3 Mile
2020 Est. Total Household Expenditure	\$146.04 M	\$936.03 M	\$1.69 B
2020 Est. Apparel	\$5.18 M	\$33.16 M	\$59.48 M
2020 Est. Entertainment	\$8.13 M	\$51.49 M	\$92.07 M
2020 Est. Food, Beverages, Tobacco	\$22.99 M	\$148.1 M	\$267.22 M
2020 Est. Furnishings, Equipment	\$5.03 M	\$31.84 M	\$56.96 M
2020 Est. Health Care, Insurance	\$13.48 M	\$86.06 M	\$155.06 M
2020 Est. Household Operations, Shelter	\$47.62 M	\$307.63 M	\$556.89 M

  
**Population**

  
**Households/  
Housing**

  
**Businesses/  
Employees**

  
**Consumer  
Expenditures**

# 1016 Calton Rd. America's Inland Port



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AMERICA'S INLAND PORT

**#1** Inland Port in the U.S.

**#3** Largest Customs District in the U.S.

**12,000** Commercial crossings each day

**over 650** Rail crossings each day

**\$126B** in exports per year

**\$177.37B** in imports per year

**97%** of US/Mexico Trade was handled in Laredo

**\$25M** Industrial/Warehouse Building Permits (1st Qtr 2019)

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Joey Ferguson is a powerhouse real estate professional with over 15 years of experience in the business. He has been named a Top Producer seven years running since 2009, and is recognized as one of the top real estate agents in Laredo, TX and the surrounding area. Clients describe Joey Ferguson as “extremely knowledgeable,” and he is known to push on behalf of his clients to bring results. Joey’s specialties include buyer’s agent, listing agent, consulting, and commercial real estate. He is well versed in every aspect of the real estate world, and serves his clients with exceptional customer care. Joey Ferguson is a worldclass gentleman and a highly skilled salesman.

As a married family man with four wonderful children - three girls and a boy - Joey understands what it means to put family first. Working with clients and guiding them through the process of purchasing or selling residential and commercial real estate are Joey’s areas of expertise. He is always honest and ethical, never putting you, your family or your business in a position of unfair compromise. And as a REALTOR, Joey goes above and beyond the even the highest expectations of top real estate agents. He has been a part of the Laredo community since 2001 and has taken the real estate market by storm with remarkable sales ability. Joey loves learning about and using new technology, and appreciates beautiful historical architecture. In his spare time,

Joey loves to hang out with his kids and play on their PS4 with them. He also leads an active lifestyle, enjoying football, soccer, biking, jogging, swimming and a variety of outdoors sports. Joey’s personal life is as well rounded as his professional life.