

304 Acres in the North West of Santa Fe

A Premier Development Opportunity Adjacent Las Campanas

OFFERING MEMORANDUM

0 CAMINO LA TIERRA, SANTA FE, NM, 87506

304 Acres Santa Fe North West

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Keller Williams Realty

Associate Broker

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01

Executive Summary
Investment Summary
Property Features

OFFERING SUMMARY

ADDRESS	0 Camino La Tierra Santa Fe NM 87506
NEW MEXICO	Santa Fe
MARKET	Residential Land Development
PRICE	\$6,950,000
LAND ACRES	304
OWNERSHIP TYPE	Fee Simple
ZONING TYPE	R.2.5
# OF PARCELS	2
APN	990003348,990003350

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2023 Population	713	4,871	43,057
2023 Median HH Income	\$150,902	\$145,499	\$64,463
2023 Average HH Income	\$204,391	\$192,980	\$103,874



PROPERTY FEATURES

LAND ACRES	304
# OF PARCELS	2
ZONING TYPE	R.2.5
TOPOGRAPHY	Flat and Hilly
LOCATION CLASS	Excellent

NEIGHBORING PROPERTIES

NORTH	Las Campanas
SOUTH	Bypass Highway
EAST	La Tierra Trails
WEST	Tessera, Aldea

UTILITIES

WATER	County Water in the Area
ELECTRICITY / POWER	Power in La Tierra RD
GAS / PROPANE	Gas in La Tierra Rd
TELEPHONE	Telephone in La Tierra Rd



02

Property
Description
Location Summary
Aerial Map

Exclusive Opportunity in Santa Fe, New Mexico

- Introducing a Premier 304-Acre Residential Development Property
Price: \$6.95 Million Location: Camino La Tierra / Adjacent Las Campanas, Santa Fe, New Mexico

Discover the unmatched potential of this expansive 304-acre development property, located in the coveted Northwest outskirts of Santa Fe, a short ten minutes to downtown. This prime parcel of land offers a rare opportunity to create a 150-lot residential community, in one of the most sought-after locations in the Southwest.

Key Features:

- Prime Location: Nestled on Camino La Tierra, adjacent to Las Campanas, Santa Fe's luxury lifestyle community. Memberships are available for amenities including swimming, tennis, fitness facility, exquisite equestrian facilities, and two outstanding Jack Nicklaus Signature Golf Courses. The Northwest of Santa Fe is renowned for its stunning estates and natural beauty and is one of Santa Fe's highest Net Worth areas.

- Accessibility: Conveniently located near major highways, 599 and I25, offering easy access to downtown Santa Fe and perfect for commuters to Los Alamos National Laboratory and to Albuquerque. Top-rated schools, shopping centers, and recreational areas are a short drive away. The property is Adjacent to the beloved La Tierra Trails open space.

- Scenic Views: Breathtaking panoramic views of the surrounding mountains and picturesque landscapes, providing an ideal backdrop for any development.

- Investment Potential: A highly desirable area with strong growth prospects, ensuring a lucrative return on investment.

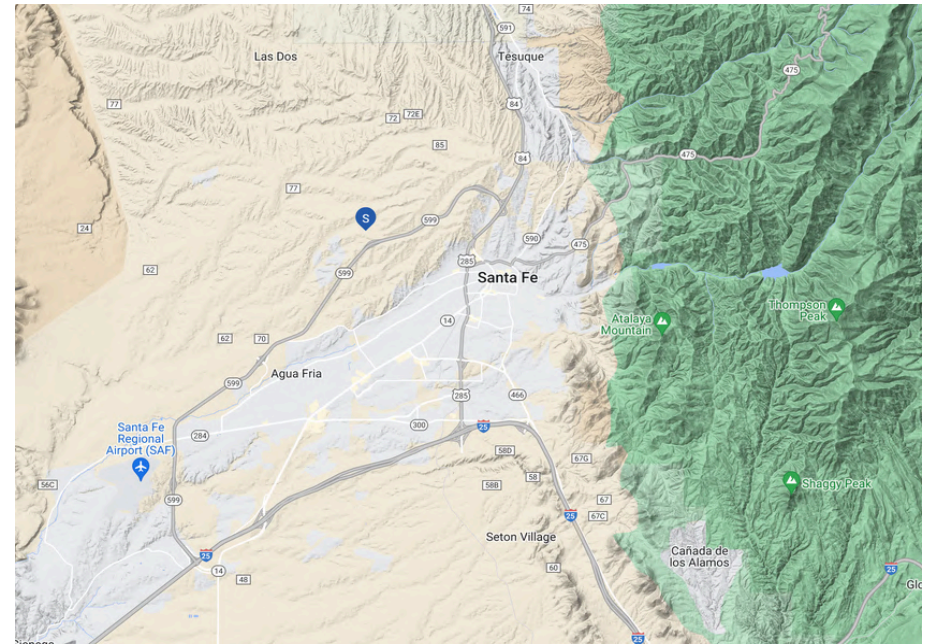
Existing Land Planning:

- Third Parties Conducted
- Topographic Surveying & Alta Survey
- Subdivision Layouts
- Civil Engineering Cost Projections

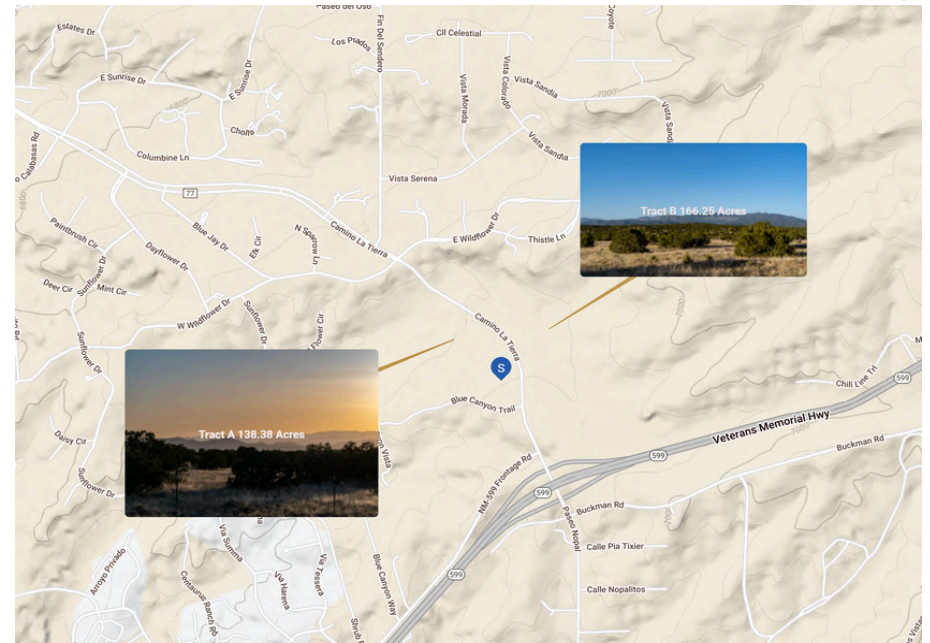
Why Santa Fe?

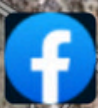
- Santa Fe is a Capital City that seamlessly blends historic charm with modern sophistication. It is known for its vibrant arts scene, world-class cuisine, and outdoor recreational activities. Santa Fe attracts a diverse and affluent population, making it a prime location for high-end development projects. Santa Fe serves as home base for many employees of the Los Alamos National Laboratories which hired 2,469 employees in 2023 and is slated to hire 1700 employees in 2024.

Regional Map



Area Map





La Tierra Trails
Public Open Space



Tract A 138 Acres/ Adjacent Las Campanas



Tract B 166.25 Acres/ Adjacent La Tierra Trails



POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	529	2,321	34,922
2010 Population	627	3,741	37,338
2023 Population	713	4,871	43,057
2028 Population	706	4,922	44,055
2023 African American	5	28	458
2023 American Indian	13	65	1,105
2023 Asian	15	85	668
2023 Hispanic	151	1,035	21,732
2023 Other Race	33	263	7,038
2023 White	546	3,739	24,045
2023 Multiracial	101	689	9,718
2023-2028: Population: Growth Rate	-1.00 %	1.05 %	2.30 %

2023 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	24	123	2,022
\$15,000-\$24,999	9	73	1,584
\$25,000-\$34,999	11	80	1,991
\$35,000-\$49,999	15	143	2,186
\$50,000-\$74,999	41	294	3,454
\$75,000-\$99,999	34	202	2,253
\$100,000-\$149,999	51	369	2,824
\$150,000-\$199,999	60	450	1,765
\$200,000 or greater	128	785	2,076
Median HH Income	\$150,902	\$145,499	\$64,463
Average HH Income	\$204,391	\$192,980	\$103,874

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	283	1,226	16,161
2010 Total Households	323	1,831	16,969
2023 Total Households	373	2,520	20,156
2028 Total Households	376	2,608	20,814
2023 Average Household Size	1.91	1.93	2.11
2000 Owner Occupied Housing	211	872	8,899
2000 Renter Occupied Housing	38	166	5,909
2023 Owner Occupied Housing	339	2,229	12,486
2023 Renter Occupied Housing	34	291	7,670
2023 Vacant Housing	82	595	2,668
2023 Total Housing	455	3,115	22,824
2028 Owner Occupied Housing	342	2,308	12,787
2028 Renter Occupied Housing	35	301	8,027
2028 Vacant Housing	83	561	2,680
2028 Total Housing	459	3,169	23,494
2023-2028: Households: Growth Rate	0.80 %	3.45 %	3.20 %



Source: esri

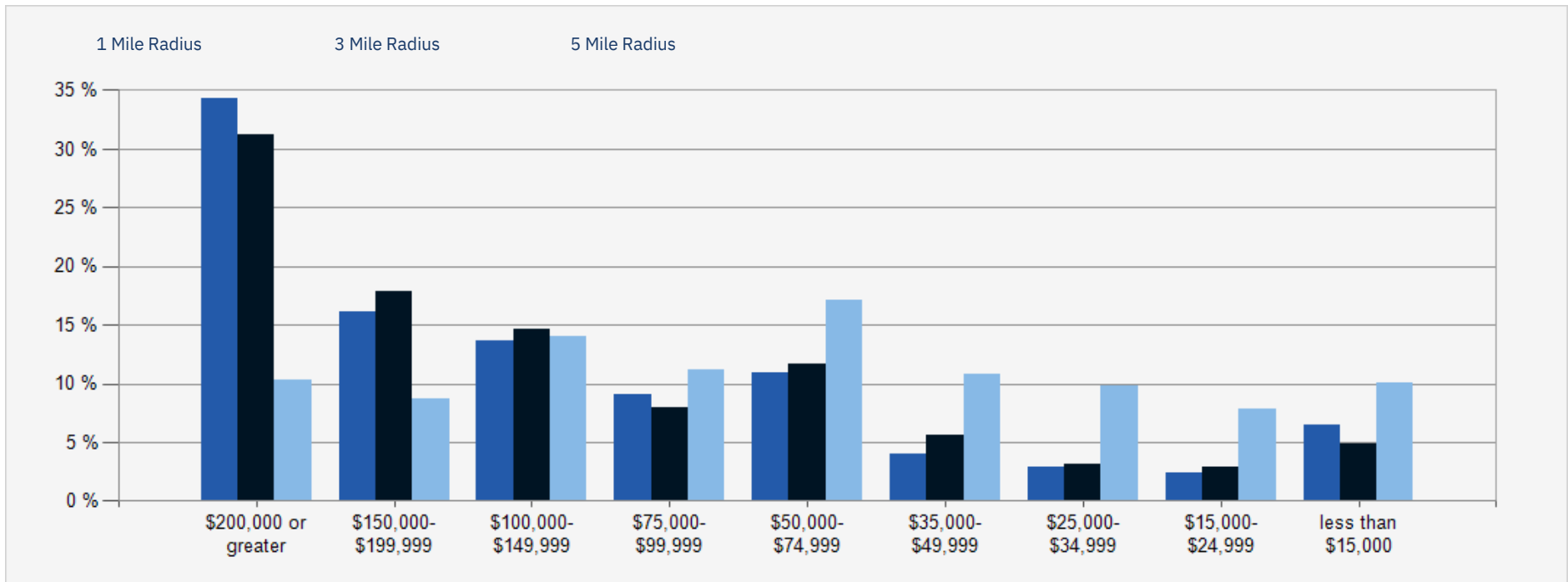
2023 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2023 Population Age 30-34	20	181	2,810
2023 Population Age 35-39	23	186	2,480
2023 Population Age 40-44	34	257	2,622
2023 Population Age 45-49	37	265	2,519
2023 Population Age 50-54	45	300	2,675
2023 Population Age 55-59	71	422	3,020
2023 Population Age 60-64	92	527	3,273
2023 Population Age 65-69	110	605	3,376
2023 Population Age 70-74	73	478	2,877
2023 Population Age 75-79	44	299	1,812
2023 Population Age 80-84	25	171	1,015
2023 Population Age 85+	11	75	873
2023 Population Age 18+	630	4,188	35,239
2023 Median Age	60	57	45

2023 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$128,874	\$131,753	\$58,980
Average Household Income 25-34	\$183,613	\$170,367	\$85,091
Median Household Income 35-44	\$184,812	\$168,448	\$81,359
Average Household Income 35-44	\$233,460	\$220,130	\$121,261
Median Household Income 45-54	\$170,407	\$168,726	\$80,133
Average Household Income 45-54	\$230,855	\$220,011	\$116,108
Median Household Income 55-64	\$176,161	\$169,390	\$74,851
Average Household Income 55-64	\$239,896	\$225,308	\$116,777
Median Household Income 65-74	\$119,307	\$115,903	\$62,928
Average Household Income 65-74	\$192,073	\$182,490	\$106,333
Average Household Income 75+	\$146,826	\$141,536	\$80,521

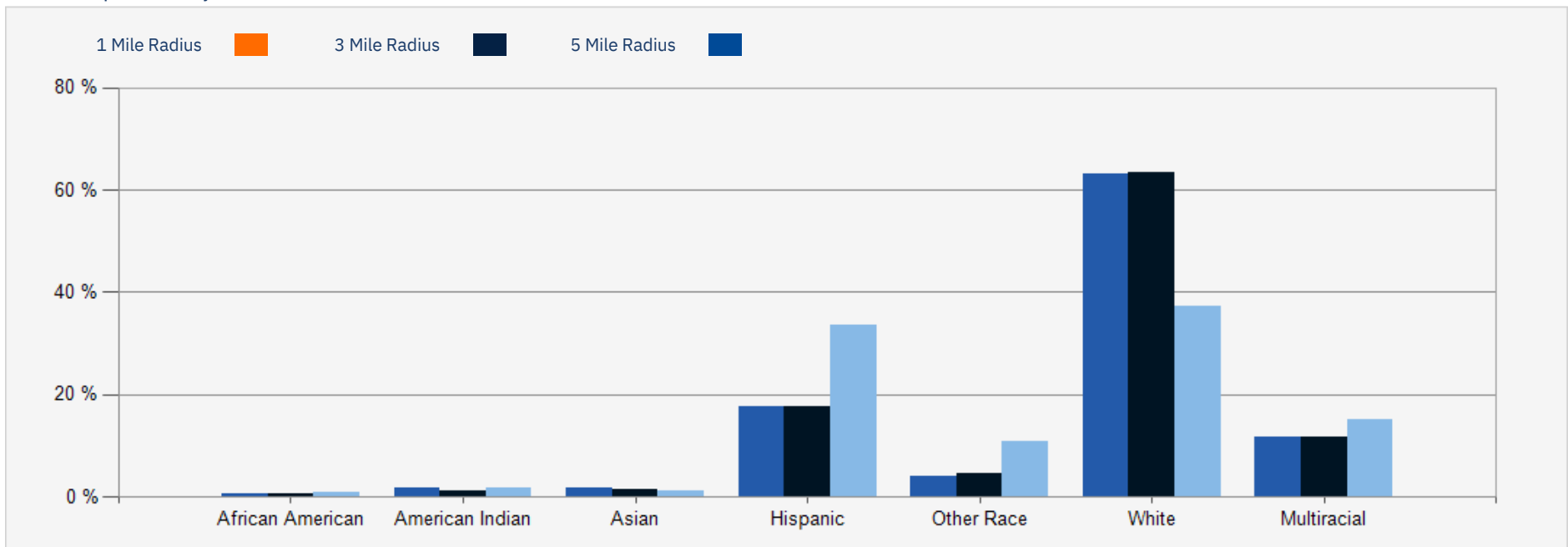
2028 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2028 Population Age 30-34	24	226	2,700
2028 Population Age 35-39	26	214	2,730
2028 Population Age 40-44	30	225	2,568
2028 Population Age 45-49	39	288	2,631
2028 Population Age 50-54	41	292	2,601
2028 Population Age 55-59	63	372	2,758
2028 Population Age 60-64	78	443	2,917
2028 Population Age 65-69	106	571	3,153
2028 Population Age 70-74	73	464	2,914
2028 Population Age 75-79	54	383	2,385
2028 Population Age 80-84	32	229	1,400
2028 Population Age 85+	16	127	1,061
2028 Population Age 18+	625	4,245	35,989
2028 Median Age	60	57	45

2028 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$150,000	\$150,988	\$68,094
Average Household Income 25-34	\$200,505	\$190,588	\$99,442
Median Household Income 35-44	\$200,001	\$180,543	\$95,115
Average Household Income 35-44	\$265,343	\$244,790	\$138,988
Median Household Income 45-54	\$182,304	\$176,639	\$94,088
Average Household Income 45-54	\$253,698	\$241,743	\$131,078
Median Household Income 55-64	\$188,845	\$179,763	\$88,826
Average Household Income 55-64	\$267,508	\$250,164	\$132,910
Median Household Income 65-74	\$158,074	\$152,439	\$74,700
Average Household Income 65-74	\$225,367	\$213,097	\$125,045
Average Household Income 75+	\$176,821	\$166,165	\$97,859

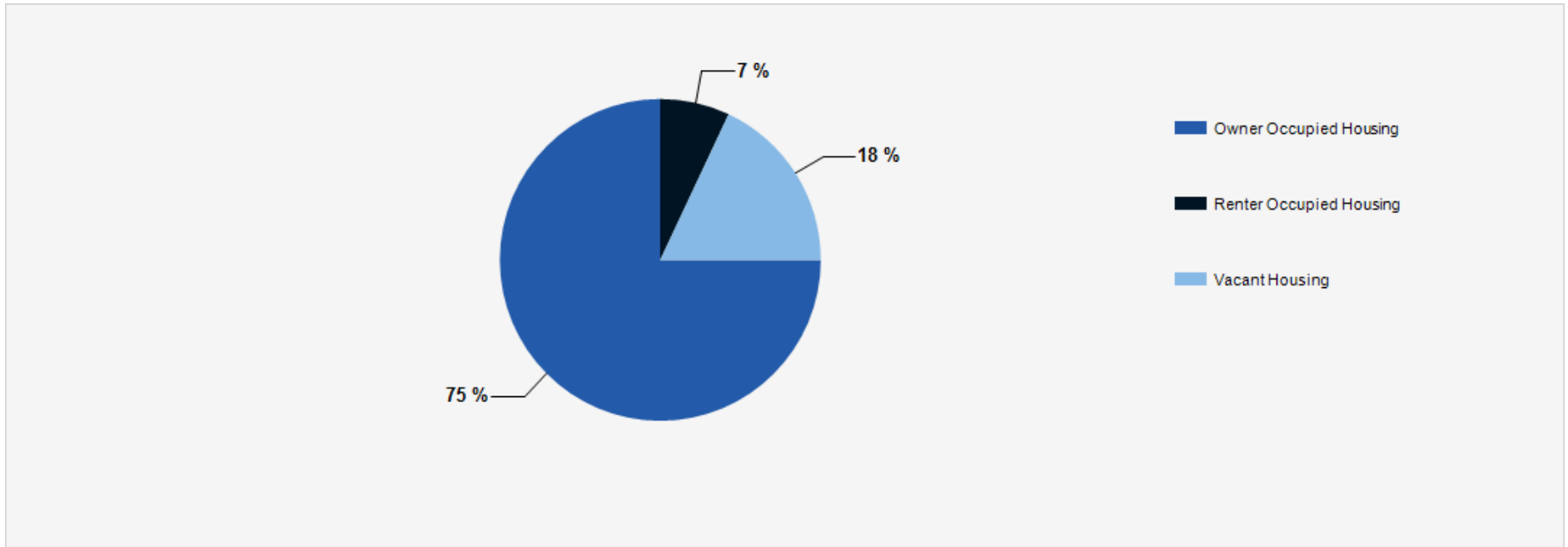
2023 Household Income



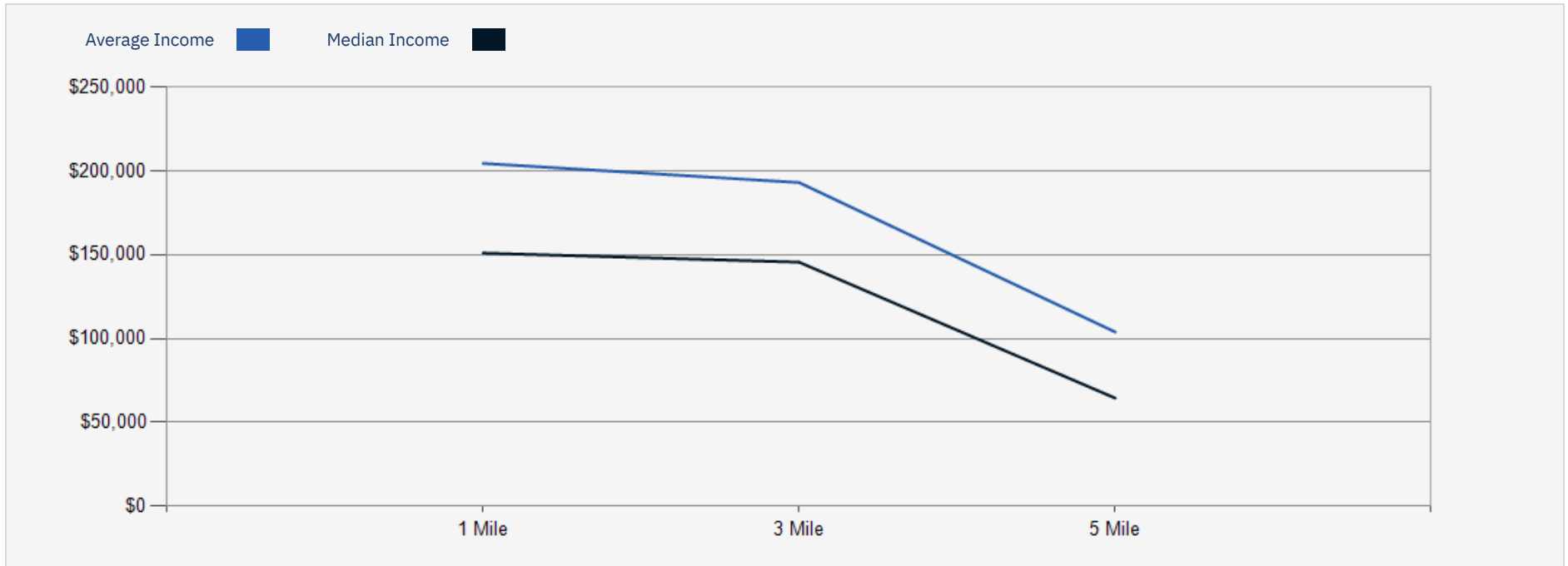
2023 Population by Race



2023 Household Occupancy - 1 Mile Radius



2023 Household Income Average and Median





04

Sample
Subdivision Plans

Sample Subdivision Plan

CIRCLES - THE APPROACH

“EMBRACING NEIGHBORHOOD CIRCLES CENTERED ON SMALL SHARED COMMUNITY OPEN SPACES”

CIRCLES - DEVELOPMENT CONCEPT

TRACT A TOTAL ACREAGE: 138.35 AC
 TRACT A OPEN SPACE: 59.50 AC / 43%
 TRACT A & B OPEN SPACE: 225.79 AC / 74.10%

ALLOWED RES-ESTATE DENSITY: 122 LOTS, BASED SLDC

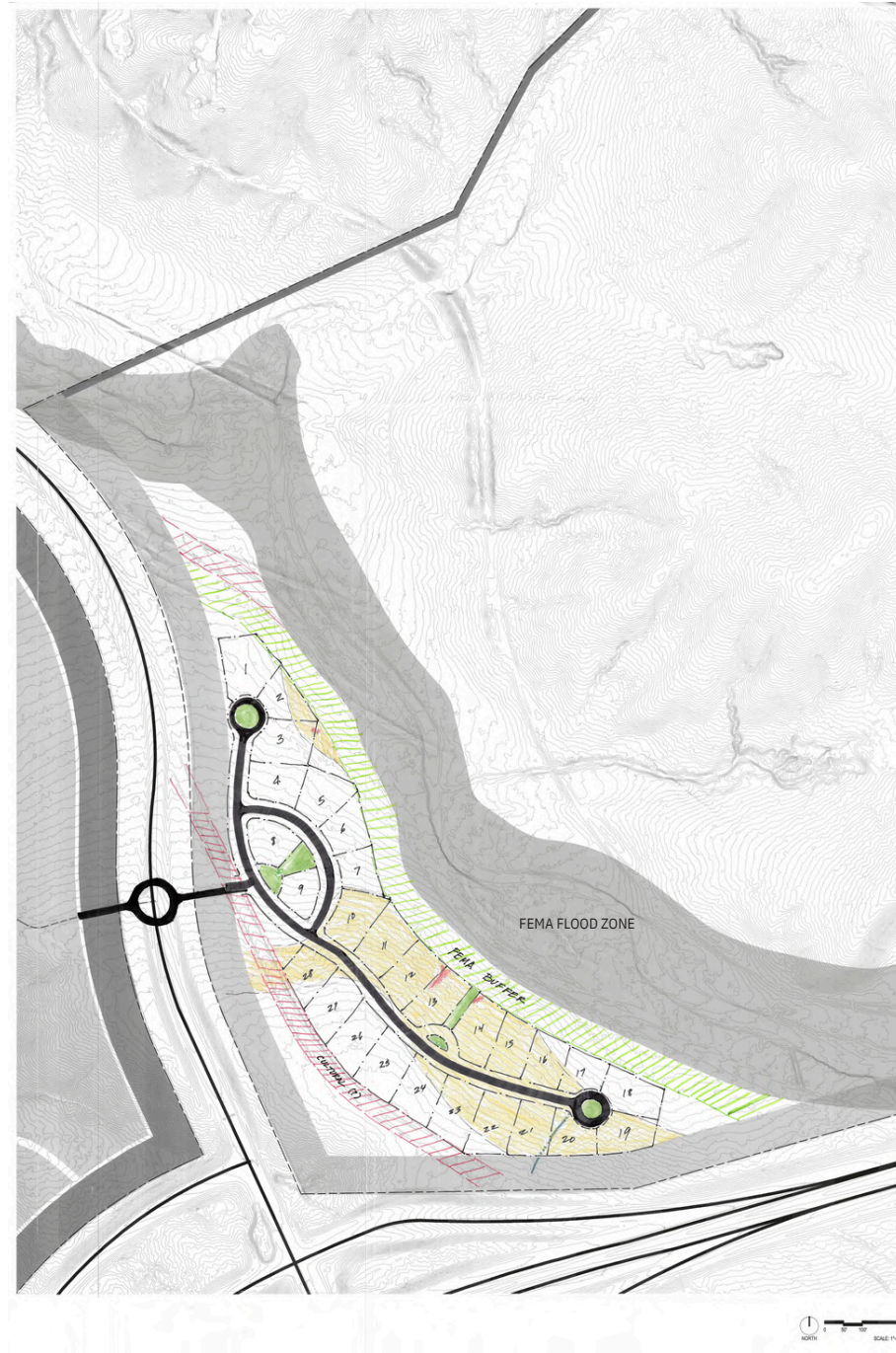
LEGEND

LOTS SHOWN MEET CURRENT SANTA FE COUNTY DEVELOPMENT STANDARDS.
 THIS PLAN IS INTENDED ONLY TO TEST CAPABILITY OF SITE BASED ON THAT CODE.

	RESIDENTIAL LOT	(121 LOTS)
	CLUBHOUSE LOT	(1 LOT)
	OPEN SPACE FEMA	
	FLOOD ZONE	

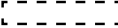








Sample Subdivision Plan



LEGEND

LOTS SHOWN MEET CURRENT SANTA FE COUNTY DEVELOPMENT STANDARDS.
THIS PLAN IS INTENDED ONLY TO TEST CAPABILITY OF SITE BASED ON THAT CODE.

	1200 - 3500 SQ FT	(28 LOTS)
	OPEN SPACE	
	SLOPES OF 0 - 5%	
	SLOPES OF 5 -10%	
	SLOPES OF 30% OR MORE (DRAINAGE)	
	FEMA BUFFER 75'	
	POSSIBLE CULTURAL ZONE / NEEDS CULTURAL REPORT	

Sample Subdivision Plan

LINES - THE APPROACH

“SIMPLE, FLOW THROUGH COMMUNITY OF HOMES
LINING LANDSCAPED STREETS AND LINEAR COMMUNITY
SHARED OPEN SPACE.”

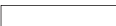



LINES / DEVELOPMENT CONCEPT

TRACT A TOTAL ACREAGE: 138.35 AC
TRACT A OPEN SPACE: 60.5 AC / 43.7%
TOTAL A-B OPEN SPACE: 226.7 AC / 74.4%
122 LOTS

ALLOWED RES-ESTATE DENSITY:

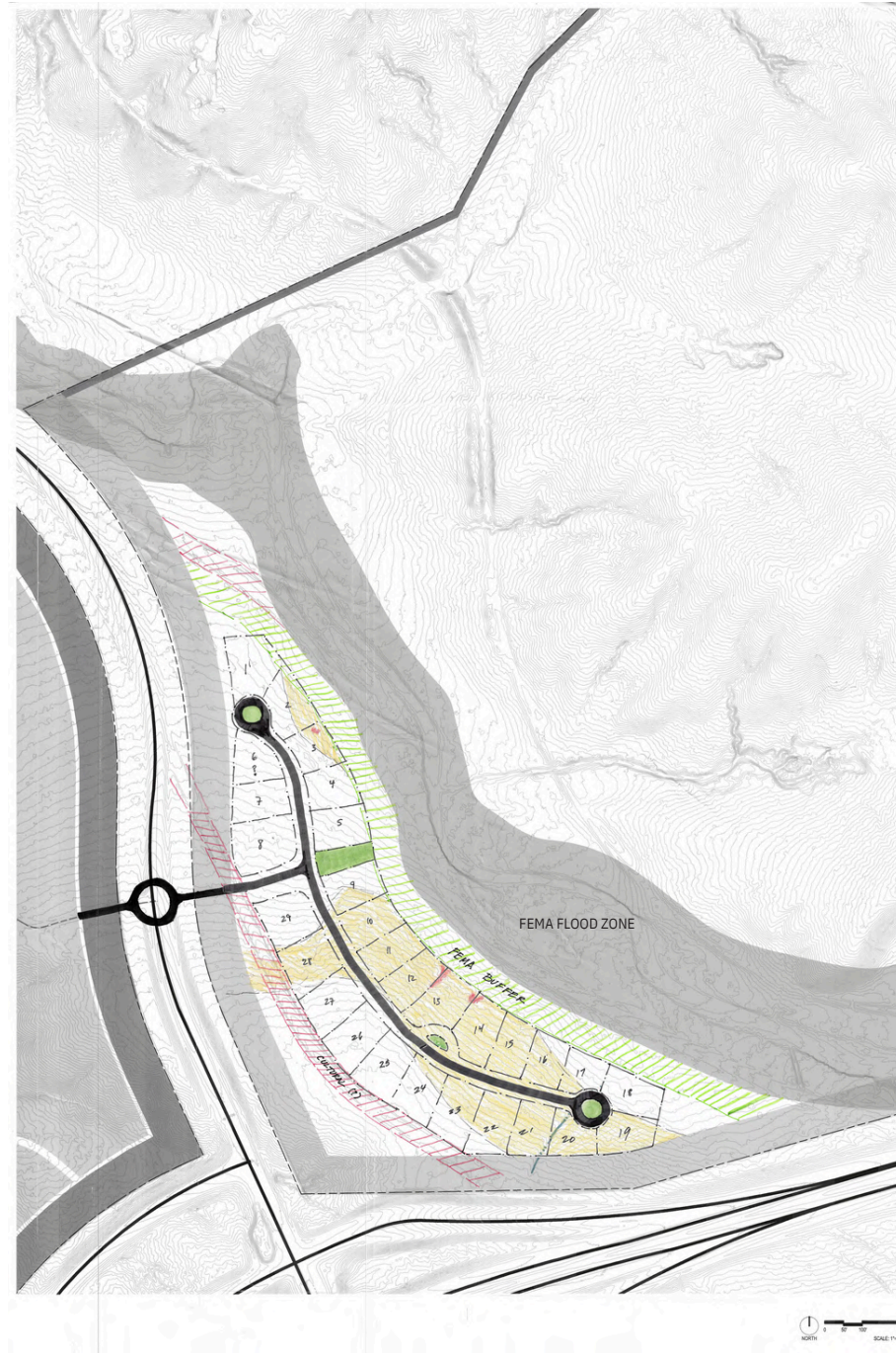
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	RESIDENTIAL LOT	(121 LOTS)
	CLUBHOUSE LOT	(1 LOT)
	OPEN SPACE FEMA	
	FLOOD ZONE	

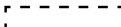


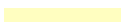





Sample Subdivision Plan



LEGEND

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THIS PLAN IS INTENDED ONLY TO TEST CAPABILITY OF SITE BASED ON THAT CODE.

-  1200 - 3500 SQ FT (28 LOTS)
-  OPEN SPACE
-  SLOPES OF 0 - 5%
-  SLOPES OF 5 -10%
-  SLOPES OF 30% OR MORE (DRAINAGE)
-  FEMA BUFFER 75'
-  POSSIBLE CULTURAL ZONE / NEEDS CULTURAL REPORT



05

Survey

VICINITY MAP

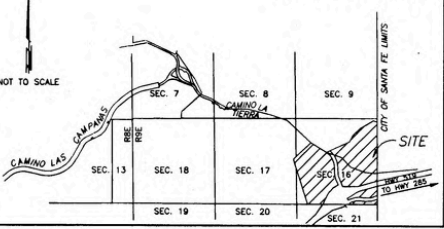


Table with columns: CURVE, DELTA ANGLE, RADIUS, ARC LENGTH, CHD. DISTANCE, CHD. BEARING. Lists curve data for various points.

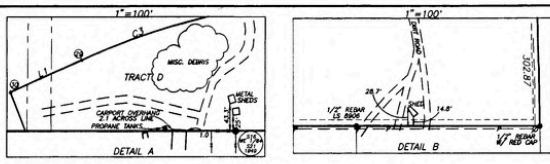


Table with columns: LINE, DISTANCE, BEARING. Lists line data for various points.

SANTA FE COUNTY APPROVAL NOTES AND CONDITIONS APPROVALS

- 1) MAINTENANCE OF ACCESS ROADS AND EASEMENTS IS THE RESPONSIBILITY OF THE LAND OWNER/USER UNLESS CURRENTLY MAINTAINED BY THE N.M. STATE HIGHWAY DEPT.
2) SANTA FE COUNTY'S APPROVAL OF THIS SURVEY PLAT DOES NOT INCLUDE THE CONSTRUCTION OF PRIVATE EASEMENTS OR ROADS AS SHOWN FROM...

- UTILITY COMPANIES
Sandoz B. Doherty 1-26-99
SANDRO DE CRISTO WATER CO.
Cruz Killebrew 1-27-99
S.W. WEST COMMUNICATIONS
Walter J. Wilson 1-26-99
PUBLIC SERVICE CO. OF N.M.
Pete Engel 1-26-99
AS CO. OF N.M.
Michael L. ... 1-26-99

NOTE

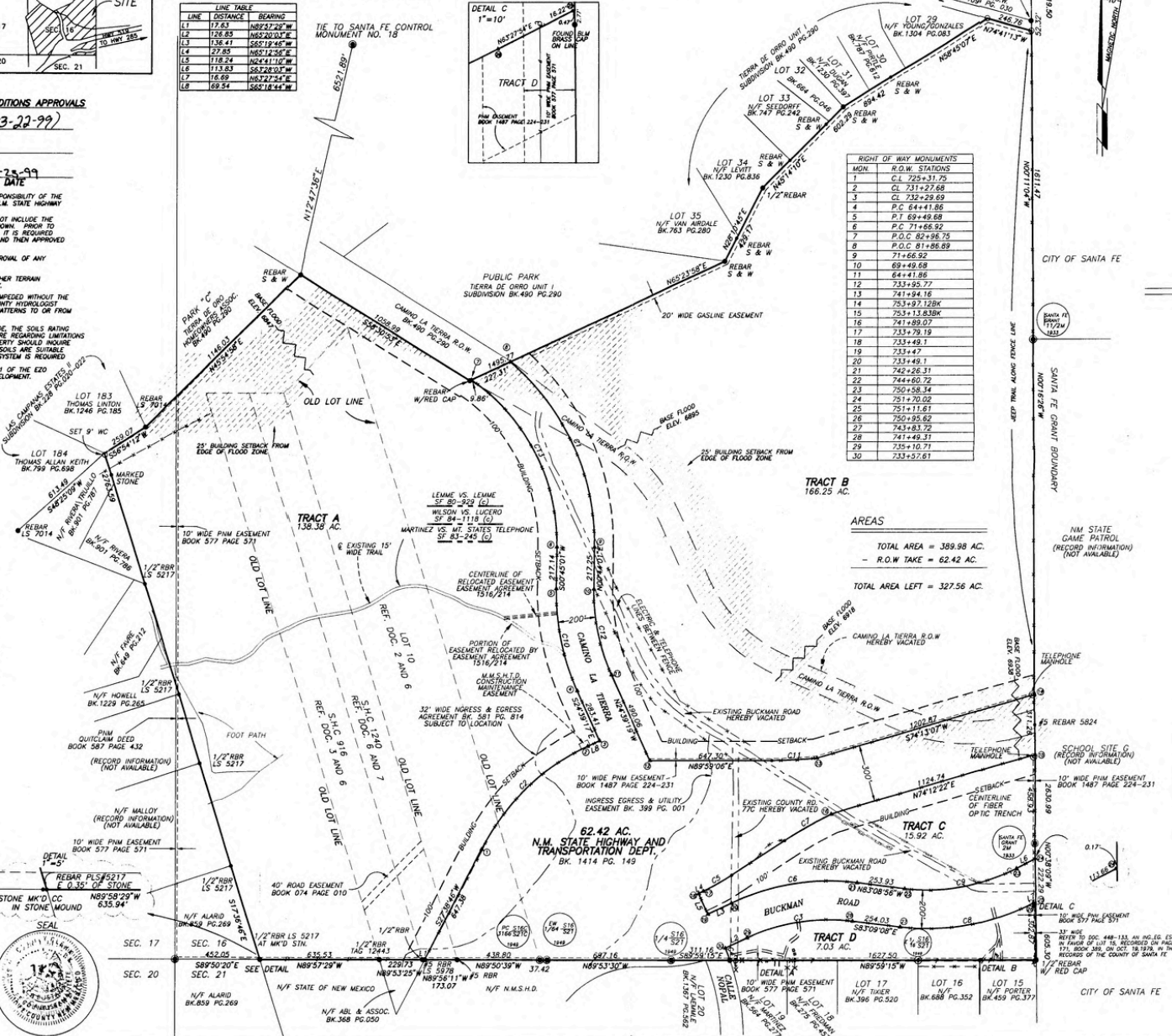
- 1. THIS PLAT SUBJECT TO ANY RESTRICTIONS, COVENANTS AND EASEMENTS OF RECORD.
2. THESE LOTS ARE TO BE SERVED BY THE SANDRO DE CRISTO WATER CO. ACCORDING TO THE TERMS AND CONDITIONS OF ORDINANCE # 1986-11.

FLOOD ZONE

EXCEPT AS NOTED THIS PROPERTY LIES WITHIN ZONE "X" AREAS OUTSIDE THE 500 YEAR FLOOD PLAIN AS SHOWN ON F.I.M. PANEL 350069-0750B DATED NOV. 4th, 1988. BASE FLOOD ELEVATIONS ARE FROM FLOOD SURVEY PROVIDED BY DAVID M. MARTINEZ CONSULTING PERFORMED BY DAVID J. MARTINEZ, P.E. 8/83/00.

COUNTY OF SANTA FE 1066 683 JSS
STATE OF NEW MEXICO
I hereby certify that this instrument was filed for record on the 22 day of March 19 99 A.D. at 2:42 o'clock P.M. and was duly recorded in Book 1487, page(s) 225 of the records of Santa Fe County.

Witness my Hand and Seal of office REBECCA BUSTAMANTE County Clerk, Santa Fe County, N.M.



RIGHT OF WAY STATIONS table with columns: MON., R.O.W. STATIONS, and values for various points.

AREAS table with columns: TOTAL AREA = 389.98 AC., - R.O.W TAKE = 62.42 AC., TOTAL AREA LEFT = 327.56 AC.

DEDICATION AND AFFIDAVIT
KNOW ALL MEN BY THESE PRESENTS THAT THE UNDERSIGNED OWNER(S) HAVE CAUSED TO BE REPLICATED THOSE LANDS SHOWN HEREON FOR THE PURPOSE OF ADJUSTING THE EXISTING LOT LINES. THIS SAID ADJUSTMENT PLAT IS MADE WITH THE FREE CONSENT AND IN ACCORDANCE WITH THE DECISIONS OF SAID COUNTY UTILITY COMPANIES ARE GRANTED EASEMENTS SHOWN AND TO EXISTING UTILITIES NOT SHOWN. THESE EASEMENTS ARE GRANTED AS SHOWN. THIS PLAT CONTAINS 389.98 ACRES, MORE OR LESS.

BEARINGS ARE ON N.M. GRID, CENTRAL ZONE, AND ARE DERIVED FROM CITY OF SANTA FE MONUMENTS AS SHOWN HADDA ALPHA IN PORTION REFERRED TO THE MERIDIAN THROUGH S.F.C. # 18. DENOTES SPECIAL FLOOD HAZARD AREAS INDICATED BY 100 YEAR FLOOD AS SHOWN ON F.I.M. PANEL 350069 0750B DATED NOVEMBER 1988. DENOTES REBAR, OR AS SHOWN FOUND. DENOTES U.S.G.O.S. BRASS CAP FOUND. DENOTES REBAR OR AS SHOWN FOUND. DENOTES CALCULATED POINT NOT SET. DENOTES P.O.C. OR MONUMENT ALUMINUM CAP IN CONC. DENOTES POINT AS SHOWN ON LINE. DENOTES SMITH AND WILKINSON REBAR FOUND. DENOTES UTILITY POLE. DENOTES OVERHEAD UTILITY LINE. DENOTES FENCE. DENOTES EXISTING DIRT ROAD. DENOTES BOUNDARY OF LANDS DEALT WITH BY THIS PLAT. INFORMATION OUTSIDE OF THIS BOUNDARY IS BACKGROUND INFORMATION ONLY, NOT VERIFIED FOR ACCURACY AND IS NOT PART OF THIS PLAT.

- REFERENCE DOCUMENTS
1. BOUNDARY SURVEY OF THE SOUTHEAST PORTION OF LAS TIERRAS PREPARED BY GARY E. DANSON, N.M.P.S. 7014 REC. BK. 177 PG.038.
2. BOUNDARY SURVEY OF LOT 10, PORTION OF LAS TIERRAS PREPARED BY GARY E. DANSON, N.M.P.S. 7014 REC. BK. 177 PG.027.
3. BOUNDARY SURVEY OF S.H.C.916, SHEET 4 OF 9 OF SURVEY PLATS PREPARED BY SANTA FE COUNTY BENCH RECORD, BK. 177 PG. 036-44.
4. N.M. STATE HIGHWAY DEPARTMENT RIGHT OF WAY MAP, NEW MEXICO PROJECT NO. 37-7649 (2003)-2.
5. FROM LAS CAMPANAS LIMITED PARTNERSHIP TO THE N.M. STATE HIGHWAY & TRANSPORTATION DEPT. SPECIAL WARRANTY DEED BOOK 1412 PAGE 149-152.
6. FROM SANTA FE COUNTY BENCH RECORD TO LAS CAMPANAS LIMITED PARTNERSHIP SPECIAL WARRANTY DEED BOOK 1412 PAGE 149-152.
7. PLAT OF SURVEY FOR ROBERT H. WEL PREPARED BY RICHARD E. SMITH RECORDED IN BOOK 74 PAGE 10.

SURVEYORS CERTIFICATE
I HEREBY CERTIFY THAT THIS PLAT IS A TRUE REPRESENTATION OF A SURVEY COMPLETED UNDER MY PERSONAL SUPERVISION ON THE 19th DAY OF JUNE, 1998 TO THE BEST OF MY KNOWLEDGE, THE SURVEY AND PLAT ARE CORRECT, TRUE AND MEET THE MINIMUM STANDARDS FOR LAND SURVEYS IN NEW MEXICO.



TITLE AND INDEXING INFORMATION FOR COUNTY CLERK

LOT LINE ADJUSTMENT & CONSOLIDATION PLAT OF THE SOUTHEAST PORTION OF LAS TIERRAS, PLAT BK. 177 PG. 038. LOT 10, PLAT BK. 179 PG. 027. PORTION OF S.H.C.916, PLAT BOOK 177 PAGE 039. PORTION OF S.H.C.1240, PLAT BOOK 179 PAGE 027. PREPARED FOR LAS CAMPANAS SANTA FE WITHIN SECTION 16, & 17 T17N, R9E, N.M.P.M. SANTA FE COUNTY, NEW MEXICO.

SCALE 1"=300' FEET
DAWSON SURVEYS INC. PROFESSIONAL LAND SURVEYORS 2502 CAMINO ENTRADA SANTA FE, N.M. 87505 FILE#3573/ADV DATE:11/24/99

Adjacent
Las
Campanas

Camino la Tierra

TRACT A
138.38A

Blue
Canyon
Trail Rd

TRACT B
166.25A

599

La
Tierra
Open Space
Trail System

304 Acres Santa Fe North West



Exclusively Marketed by:

Leslie Gallatin-Giorgetti

Keller Williams Realty

Associate Broker

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giorgettirealty@gmail.com



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