

Paseo del Norte & Woodmont Ave, Albuquerque, NM 87114

PARCEL #: 100806450049410301 | 5.87± Acres

OFFERING MEMORANDUM



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BUSINESS OPPORTUNITY

The parcel at Paseo del Norte & Woodmont Ave is a prime 5.87± acre development site ready to deliver one of the most in-demand real estate products in today's market — self-storage. Located at the highly visible intersection of Paseo del Norte Blvd NE and Woodmont Ave NW, this parcel offers a rare combination of location, entitlement certainty, and investment upside that buyers and developers are looking for.

This property is already fully entitled with a Conditional Use Permit (CUP) approved by the Zoning Hearing Examiner (ZHE) and a Site Plan Approval from the DFT (Development Facilitation Team) for self-storage development, saving valuable time and removing entitlement risk. In addition, it sits within a federal Qualified Opportunity Zone, providing buyers with significant tax incentives — including deferral, reduction, or even elimination of capital gains tax liability with a long-term hold.



*Paseo del Norte & Woodmont Ave,
Albuquerque, NM 87114*

BUSINESS OPPORTUNITY

Why This Is a Great Business Opportunity Right Now

- **Strong Demand & Limited Supply:** Current competitors are running at 96% capacity
- **Explosive Residential Growth:** Over 2,000 new homes and rental units planned or under construction nearby, driving up demand
- **Proven Resilience:** Self-storage has become one of the most recession-resistant sectors in real estate, consistently producing stable cash flow
- **Revenue Opportunities:** Developers have the flexibility to design facilities that capture premium rents — including climate-controlled units, RV and boat storage, and customizable spaces
- **Federal and Local Financial Incentives:** Foreign-Trade Zone, Industrial Revenue Bonds, Local Economic Development Act, New Market Tax Credit, NM Collateral Assistance Program, "La Ventana" Opportunity Zone.

For investors or developers seeking a turnkey development site in Albuquerque's fastest-growing corridor, Paseo del Norte & Woodmont Ave checks every box: prime location, strong demographics, entitlement certainty, and long-term demand drivers.

This is more than land — it's a ready-made business opportunity in one of the most stable and profitable asset classes in commercial real estate today.



Paseo del Norte & Woodmont Ave,
Albuquerque, NM 87114

PROPERTY SUMMARY

ADDRESS	Paseo del Norte & Woodmont Ave, Albuquerque, NM 87114
PARCEL #	100806450049410301
ACRE /SIZE	5.87 ± Acres
PRICE	TBD
ENTITLED	ZHE & DFT Approved
ZONED	MX-L





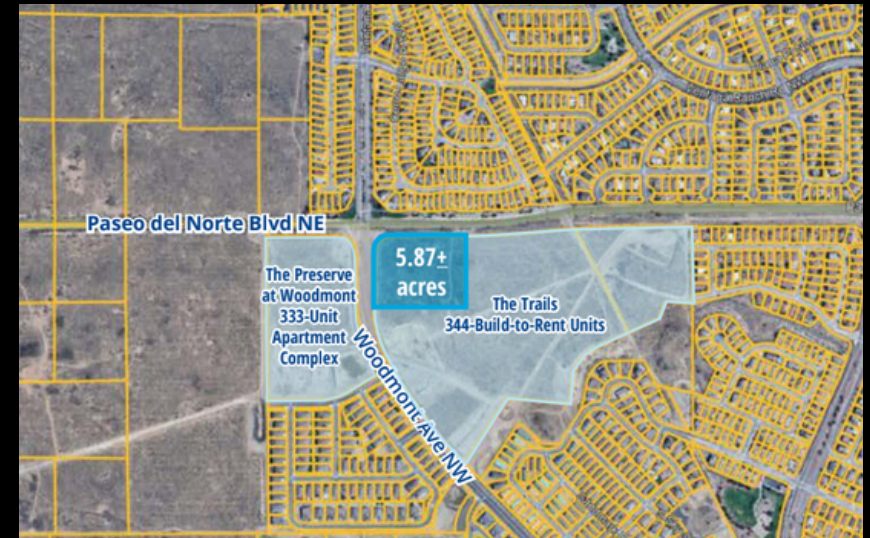
REPORTS AVAILABLE WITH NDA

- Self-Storage Development Feasibility Study.
- Preliminary Site Plan.
- Phase 1 Environmental Site Assessment.
- Geotechnical Evaluation Report.
- Soil Report.
- Drainage Report.
- Topographical Survey.



INVESTMENT HIGHLIGHTS

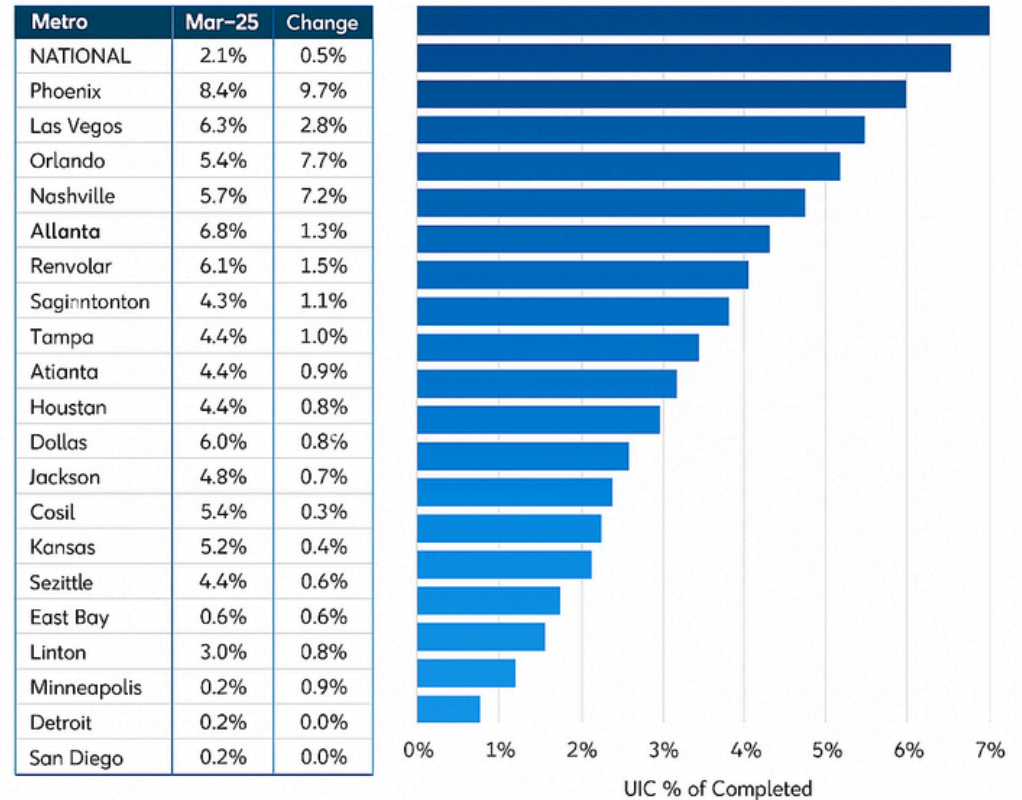
- **Prime Location:** Excellent visibility and access at Paseo del Norte & Woodmont Ave. NW.
- **Fully Entitled:** ZHE and DFT approved for self-storage development.
- **Opportunity Zone:** Eligible for federal and local Qualified Opportunity Zone benefits.
- **Market Demand:** Feasibility study indicates demand for up to 199,750 SF net rentable self-storage area; current market shortages of 142,000–345,000 SF.
- **High Occupancy:** Nearby self-storage competitors report average stabilized occupancy of 96%.
- **Surrounding Growth:**
 - 333-unit Preserve at Woodmont
 - 344 The Trails build-to-rent units
 - 78 Catalonia subdivision homes
 - 231 Estates at La Cuentista homes
- **Strong Demographics:**
 - 3-mile radius: 40,600+ residents
 - Average household income (within a 3-mile radius): \$116,000



INDUSTRY POTENTIAL

- Strong Growth & Investor Confidence:** The U.S. self-storage industry is valued at \$44B and projected to exceed \$50B by 2029, showing consistent demand growth. Institutional players like Extra Space Storage and Public Storage are consolidating at record levels, validating long-term stability. <https://storeganise.com/blog/self-storage-trends>
- Undersupplied Markets with High Occupancy:** Most metros report 91% occupancy in existing facilities, while feasibility studies reveal unmet demand across many regions. Limited new construction pipelines (just 2.8% of inventory) make this a prime moment for new projects. <https://signalv.com/why-self-storage-is-poised-for-a-strategic-comeback-in-2025/>
- Shifting Demographics & Lifestyle Drivers:** Millennials and Gen Z are driving adoption: 35% of Millennials already rent storage, and 50% of Gen Z plan to rent in the future. Downsizing, flexible living, and climate-controlled needs are fueling long-term demand. <https://www.storagecafe.com/blog/self-storage-demand-and-trends-2025/>

Under-Construction Supply by Percentage of Existing Inventory



Source: Yardik-MatrK database of 31,046 stores including 3.0% proposed in the new-supply pipeline - 90,001 pipeline as 90,280 completed stores
 From a national nationalsl database of 31,046 stores, including 2.0%



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LOCATION OVERVIEW



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ALBUQUERQUE

As New Mexico's largest city, Albuquerque is both the economic hub and cultural center of the state, offering opportunities for businesses, investors, and residents alike. The economy is supported by diverse industries — aerospace, defense, healthcare, education, and technology — with major employers such as Sandia National Laboratories, Kirtland Air Force Base, Intel, and the University of New Mexico providing stability and a skilled workforce. Its position at the crossroads of Interstates 25 and 40, paired with an international airport and strong rail connections, makes Albuquerque a natural logistics and distribution hub for the Southwest.

The city is also experiencing strong residential growth, particularly in the northwest submarket, where thousands of new homes and rental units are underway. With more than 40,600 residents in the immediate area and average household incomes of \$116,000, demand for supporting businesses such as self-storage, retail, and healthcare continues to expand. This blend of economic activity and population growth creates a cycle of steady, long-term opportunity for developers and investors.

Set against the Sandia Mountains, Albuquerque combines this growth with a highly desirable lifestyle. A four-season climate, abundant outdoor recreation, and a vibrant cultural scene make it an appealing place to live, while its affordability compared to other Western cities strengthens its position as one of the most strategic places in the Southwest to buy, build, and invest in property.



ALBUQUERQUE



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DEMOGRAPHICS

ALBUQUERQUE, NM

CENSUS PLACE

ADD COMPARISON

2023 POPULATION

562,488

0.0112% 1-YEAR DECLINE

2023 POVERTY RATE

16%

3.02% 1-YEAR DECREASE

US SENATOR



Martin Heinrich

DEMOCRATIC PARTY

US SENATOR



Ben Ray Luján

DEMOCRATIC PARTY

2023 MEDIAN AGE

38.7

1.84% 1-YEAR INCREASE

2023 MEDIAN HOUSEHOLD INCOME

\$65,604

6.67% 1-YEAR GROWTH

2023 MEDIAN PROPERTY VALUE

\$266,700

8.41% 1-YEAR GROWTH

2023 EMPLOYED POPULATION

278,308

0.718% 1-YEAR GROWTH



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