



# Del Mar Highlands

## Town Center

San Diego, CA (Carmel Valley/Del Mar)



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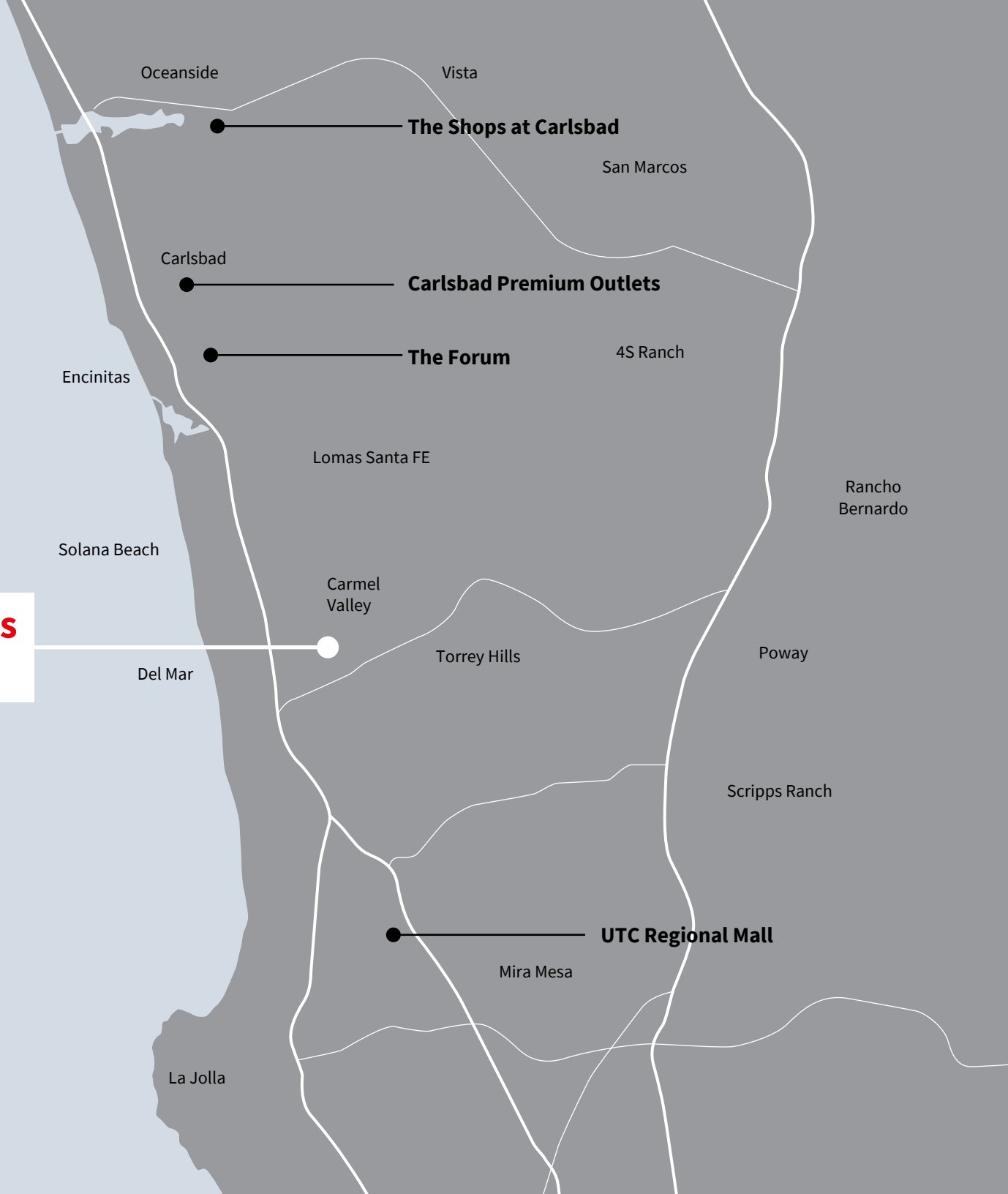
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**Everything you need...**  
and more.



**Welcome to the**  
taste, style & essence  
of San Diego

**Del Mar Highlands  
Town Center**





# Booming daytime population





# Center highlights

## The Center

- 380,000 SF
- 260,525 SF of existing shops
- 2,103 parking spaces (6.35 spaces per 1000 SF)

## Experiential

- Immersive and interactive experiences
- Concerts, outdoor fireplaces, seasonal live music and holiday spectaculars
- Splash pad, corn hole and connect 4 play areas
- Pet friendly shopping and dining

## Best-In-Class shops

- Best in class shops, top-rated restaurants, boutique fitness row, and new space to work, play and lounge

## Customer analysis

- 6.84M customer trips per annum
- 26,790 passerby, per day



# Trade area overview

## CLOSE TO EVERYTHING

- Immediate access to Interstate 5 and Highway 56
- Del Mar Racetrack is 4 miles away, home to Holiday Lights and the San Diego County Fair
- Just 20 miles to Petco Park, home of the San Diego Padres and 19 miles to San Diego Airport

## KEY METRICS

- Over \$1 Billion in bank branch deposits
- Over \$77 Million in grocery sales
- Expanded regional draw with only luxury cinema between La Jolla & Carlsbad
- Close to The Grand and Rancho Valencia

## AFFLUENT COMMUNITY

- Retail spending within a 5 mile radius is \$2.52B/YR
- 75% of area adults hold a college degree or higher
- Median home values are \$1,122,000

## HIGH DAYTIME POPULATION

- Daytime population of over 130,000
- Del Mar Heights office market has over 6M SF of class A office space with over 26,000 employees

## RECENT ADJACENT CONSTRUCTION

- 439,000 SF of office space
- 608 residential units
- This adds ±2,800 new customers within walking distance to the center

## POPULATION

+

## INCOME

3 Miles: 76,270

3 Miles: \$203,044

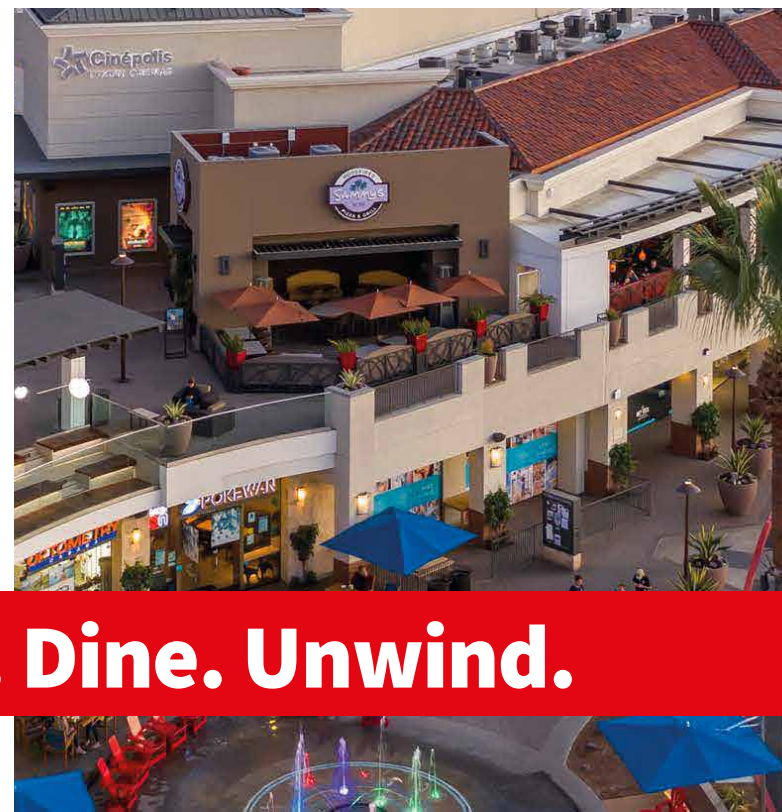
5 Miles: 122,980

5 Miles: \$196,665

7 Miles: 314,245

7 Miles: \$158,026





**Shop. Dine. Unwind.**





Ralphs

cinépolis

FedEx

Steak  
48



BLUEMERCURY

Mendocino Farms



BIRKENSTOCK®

vuori

SKY DECK  
AT DEL MAR HIGHLANDS

JIMBO'S

Philz Coffee

URBAN  
PLATES

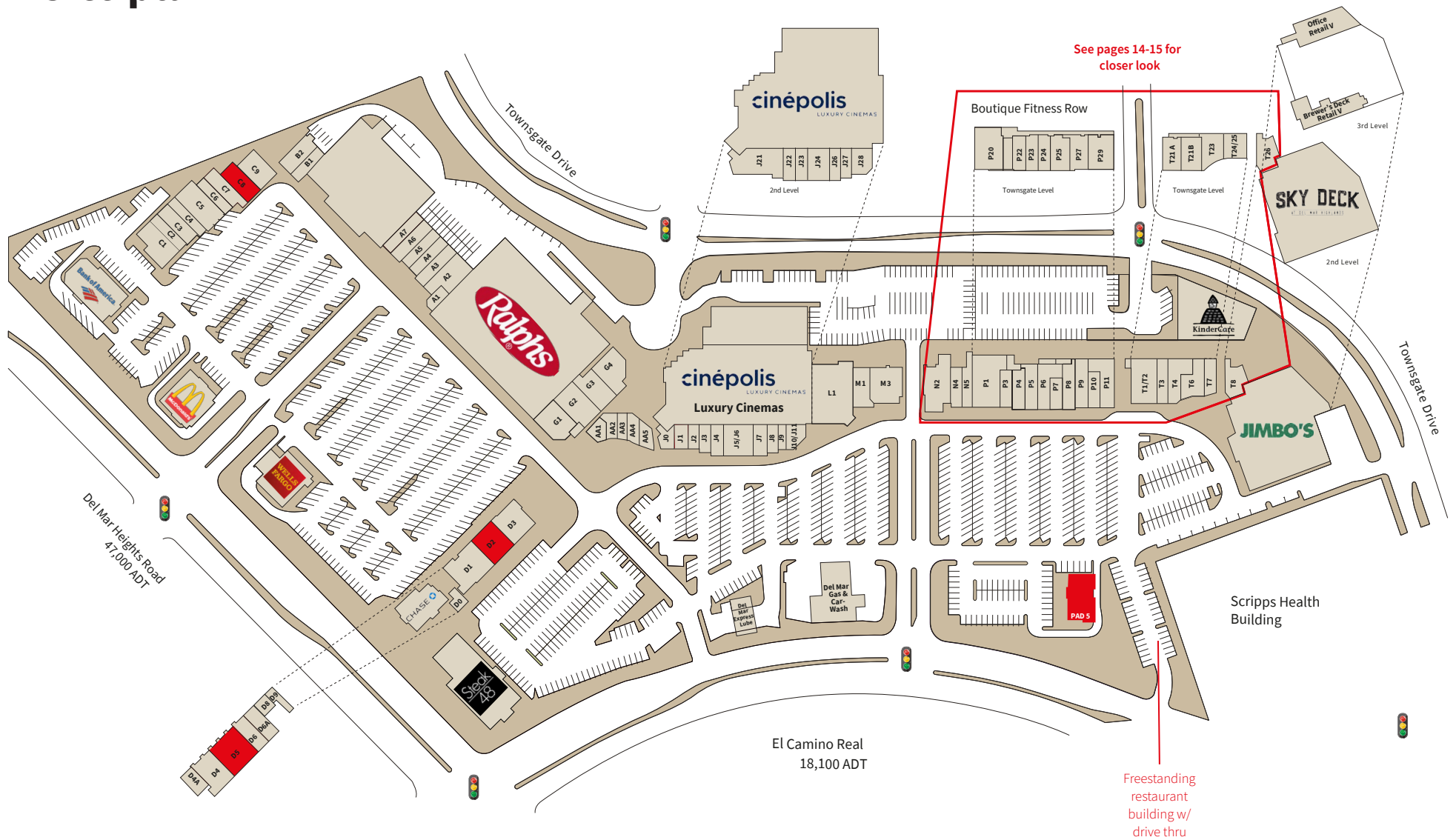
iTAN  
BURN • SPRAY • SOAK

HANDEL'S  
HOMEMADE ICE CREAM SINCE 1945





# Site plan



\*This site plan is not a representation, warranty or guarantee as to size, location, or identity of any tenant, and the improvements are subject to such changes, additions, and deletions as the architect, landlord, or any governmental agency may direct.



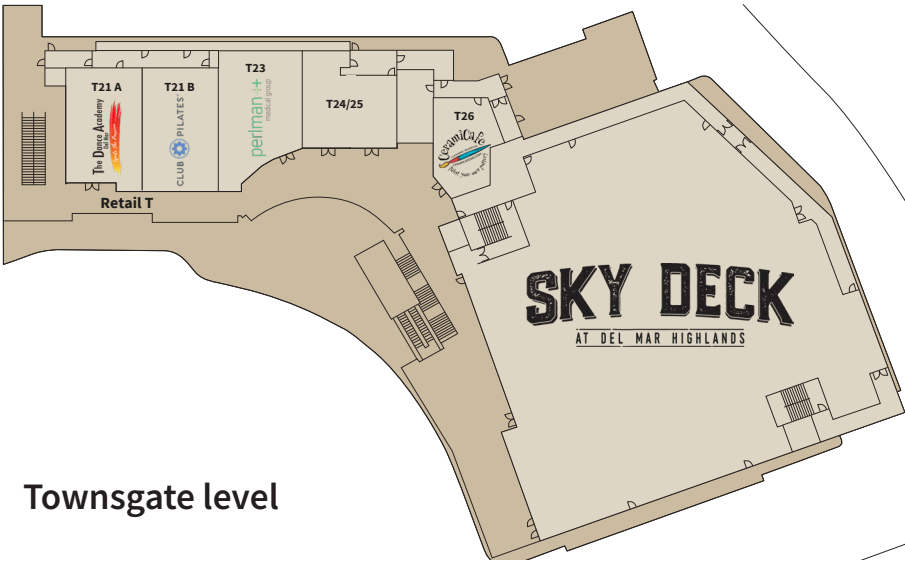
Unit	Tenant	SF
A1	William & Sons Jewellery	866
A2	Just Food For Dogs	2,598
A3	Starbucks	1,600
A4	European Wax Center	1,526
A5	Domino's Pizza	1,500
A6	Glamour Nails	2,000
A7	AT&T	1,200
AA-1	Wanderlust Creamery	1,020
AA-2	Hey Tea	895
AA-3	Melo Melo	888
AA-4	Pokewan	924
AA-5	Elfin Kids Cuts	1,147
Anchor 1		23,714
Anchor 2	Ralphs Fresh Fare	45,000
B1	UPS Store	1,200
B2	Panda Express	1,425
C1	Rubio's Mexican Grill	2,064
C2	Bio Life Cleaners	936
C3	Micheline's Pita House	1,200
C4	Go Greek	1,200
C5	Vietnamese Eatery Xin Chao	1,800
C6	Ike's Love & Sandwiches	1,065
C7	L&L Hawaiian BBQ	1,650
C8	Available	1,650
C9	Einstein Bros. Bagels	1,800
D0	Mathnasium	1,192
D1	Fedex Office	5,000
D2	Available	2,941
D3	Prenuvo	4,059
D4A	Omomo Tea Shoppe	1,088
D4	Mission Federal Credit Union	2,506
D5	Available	3,503
D6	Sidecar Doughnuts	1,165
D7	Brazilia	1,629
D8	Joe & The Juice	1,205
D9	Anthony's Shoe Repair	840

Unit	Tenant	SF
Pad A	Bank of America	5,000
Pad B	McDonalds	4,000
Pad C	Wells Fargo	4,733
Pad 1	Chase	3,654
Pad 3	Del Mar Gas & Car Wash	2,340
Pad 5	Available	2,750
Pad 6	Kindercare	8,042
Pad 7	Del Mar Express Lube	2,250
G1	The Melt	2,820
G2	Cross Street Chicken	2,599
G3	Davanti Enoteca Del Mar	2,345
G4	Panini Kabob Grill	3,434
J0	Kosher House	491
J1	Cozy Earth	1,177
J2	Rumeurs Lingerie	1,072
J3	Daisy Blue	1,072
J4	Lolo Callisto	1,072
J5/J6	Madison Reed	2,127
J7	little Apple	966
J8	Robere's Jewelry	895
J9	Pretty Please	793
J10/J11	Blue Mercury	1,788
J21	Toasted	3,721
J22/J23	Coldwell Banker	2,128
J24	Massage Concepts	2,019
J26	State Farm Insurance	992
J27	Body 20	892
K1/K2	Cinepolis	40,479
L1	Culinary Dropout	7,000
M1/M2	Philz Coffee	2,020
M3/M4	Mendocino Farms	3,138
N2/N3	Urban Plates	3,146
N4	Skin Laundry	1,178
N5	The Shade Store	1,192

Unit	Tenant	SF
21	Steak 48	12,000
V1	Jimbo's	23,694
P1	Miniso	3,710
P3	Warby Parker	1,349
P4	Addendum Salon	1,540
P5	Lulu Nails	1,711
P6	Dirty Dogs & Meow	2,210
P7	Salted Barber	1,112
P8	Sole Concepts - Birkenstock	1,711
P9	LaserAway	1,742
P10	Pressed Juicery	1,165
P11	Sweetgreen	2,400
P20	Revel Fit Club	3,161
P22	Perspire Sauna Studio	2,240
P23	I-TAN Sun Spray Spa	1,306
P24	Stretch lab	1,267
P25	Stempfle Dental	1,878
P27	Pvolve	1,921
P29	CorePower Yoga	2,528
T1/T2	Vuori	3,267
T3	Tucci	1,369
T4	The Black Tux	2,122
T5/6	Geppetto's Toys	2,047
T7	Batch & Box Signature Cookies	1,264
T8	Handel's Homemade Ice Cream	1,414
T21 A	The Dance Academy Del Mar	2,324
T21 B	Club Pilates	1,291
T23	Perlman Clinic	2,054
T24/25	Sun Life Organics	1,599
T26	Ceramicafe	1,116

# Expansion phase 3

## Building T



Townsgate level



El Camino Real level



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T1	Vuori	3,267
T3	Tucci	1,369
T4	The Black Tux	2,122
T5/6	Geppetto's Toys	2,047
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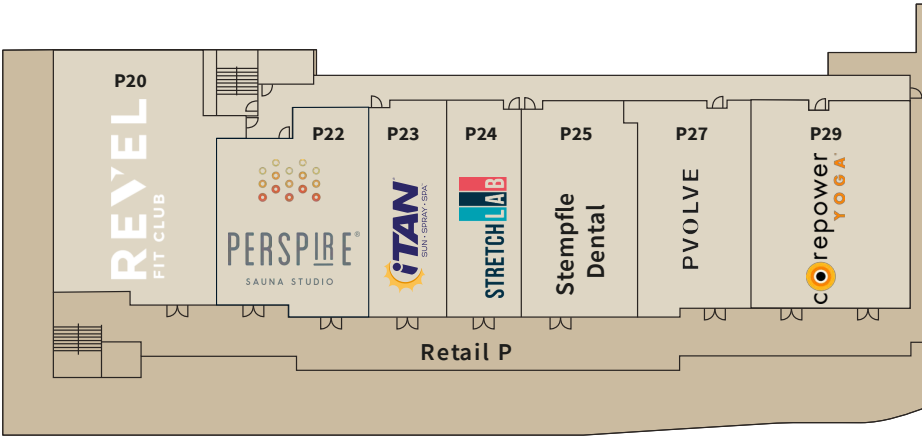


Phase 3

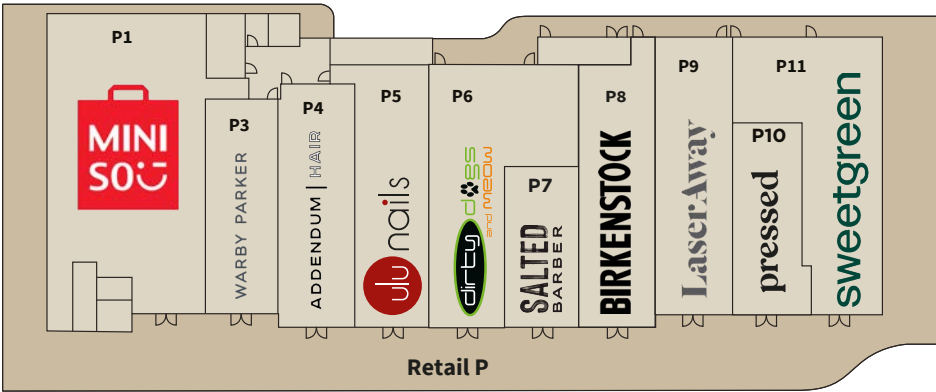


# Expansion phase 4

Building P



Townsgate level



El Camino Real level



\*This site plan disclaimer.

# Boutique Fitness Row

Unit	Tenant	SF
P1	Miniso	3,710
P3	Warby Parker	1,349
P4	Addendum Salon	1,540
P5	Lulu Nails	1,711
P6	Dirty Dogs & Meow	2,210
P7	Salted Barber	1,112
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P22	Perspire Sauna Studio	2,240
P23	I-TAN Sun Spray Spa	1,306
P24	Stretch lab	1,267
P25	Stempfle Dental	1,878
P27	Pvolve	1,921
P29	CorePower Yoga	2,528









# A curated selection of fine stores

LOLO

tucci.  
BOUTIQUE

EUROPEAN  
WAX  
CENTER

Ralphs

MENDOCINO FARMS  
sandwich market

WILLIAM & SONS  
JEWELERS

bluemercury  
makeup • skincare • spa

cinépolis  
LUXURY CINEMAS

FedEx

CeramiCafé

SUNLIFE  
Organics  
EST. 2010 IN MALIBU, CA

JIMBO'S

HANDEL'S  
HOMEMADE ICE CREAM SINCE 1945

CLUB PILATES

Philz Coffee  
ONE CUP AT A TIME

BIRKENSTOCK

GEPPETTO'S



L & L  
Hawaiian Barbecue  
SINCE 1976

iTAN  
SUN • SPRAY • SPA

THE SHADE STORE

vuor1

URBAN  
PLATES

Steak  
48

GO  
GREEK

STRETCH LAB

dirty dogs  
and MEOW

The Dance Academy  
Del Mar  
Ignite the Passion

PVOLVE

SALTED  
BARBER

lulu nails

BEVERLY HILLS  
REJUVENATION CENTER

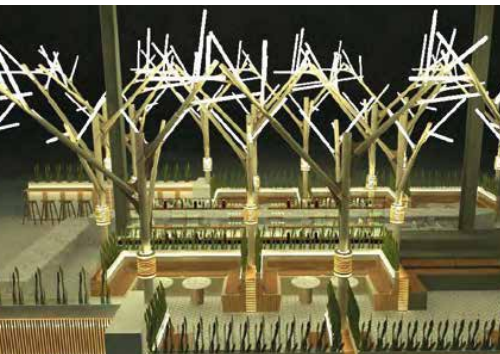
sweetgreen

pressed

perlmanclinic++

WARBY PARKER

REVEL  
FIT CLUB



ESTD **SKY DECK** 2021  
AT DEL MAR HIGHLANDS



underSTORY

URBANA  
mexican gastronomy

**AMBROGIO 15**  
The Milano Pizza Experience

MARUFUKU RAMEN

glass box



Kiin  
Extraordinary Thai

LE PARFAIT  
PARIS

THE BREWERS DECK



MISSION  
BREWING  
SAN DIEGO

LATITUDE  
**33°**



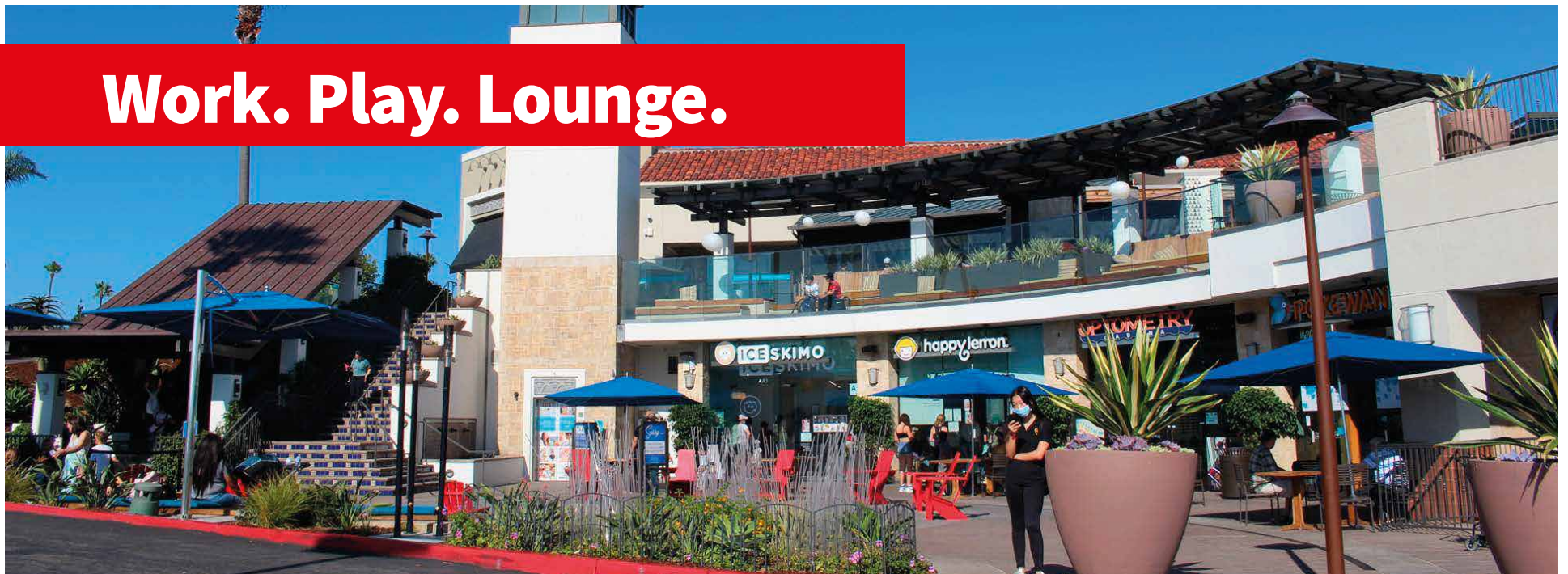
ESTO **SKY DECK** 2021  
AT DEL MAR HIGHLANDS



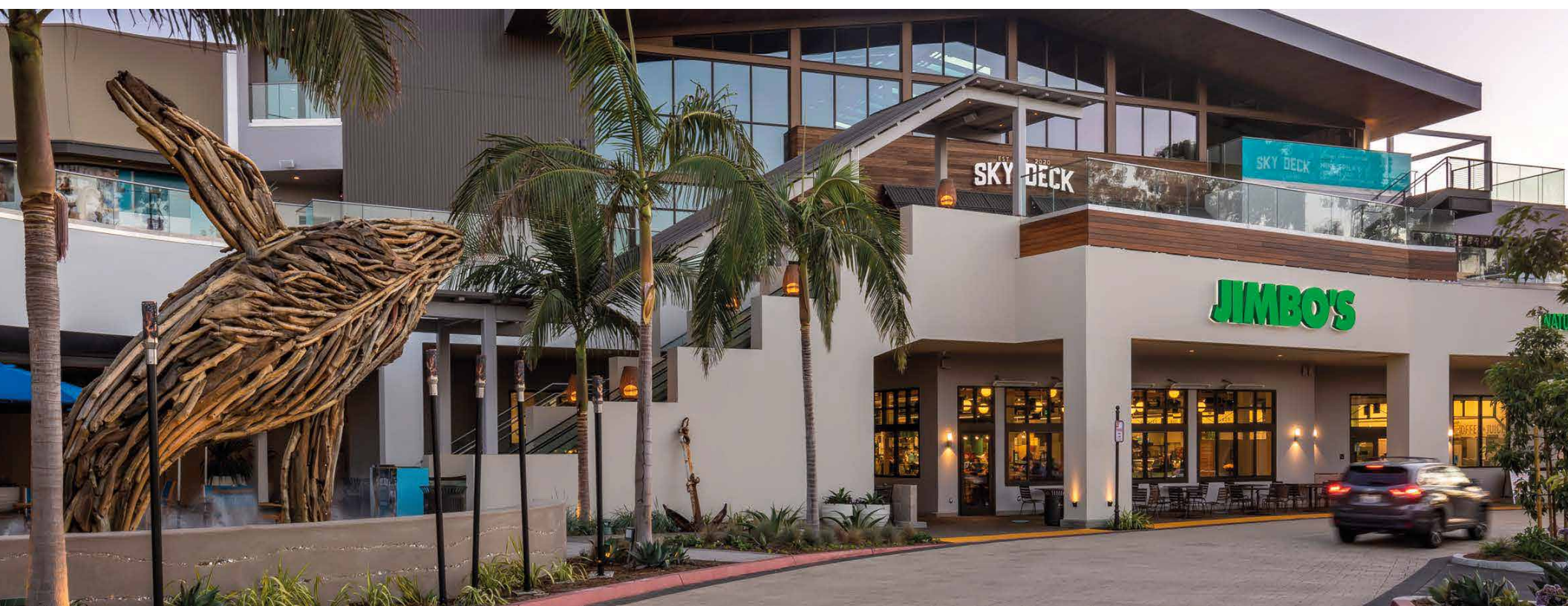




**Work. Play. Lounge.**











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