

LA ENCANTADA





Exceptional by Design

Situated at the base of the **Santa Catalina Mountains**, La Encantada is an open-air lifestyle center in Tucson, Arizona beautifully designed with a Spanish hacienda influence.

La Encantada features world-class **fashion, jewelry, beauty, home design, contemporary cuisine** and **popular health and fitness venues**, all in an open-air setting with breathtaking mountain views.

La Encantada is surrounded by world famous resorts, golf courses, country clubs and affluent neighborhoods. Shoppers include residents from the rapidly growing **Oro Valley** neighborhood, as well as **University of Arizona** students, tourists, and **Mexican Nationals**.

La Encantada's curated retailer mix includes a unique collection of market exclusive retailers and restaurants that pull from beyond the trade area.



 **lululemon**



Psycho  Bunny



TECOVAS



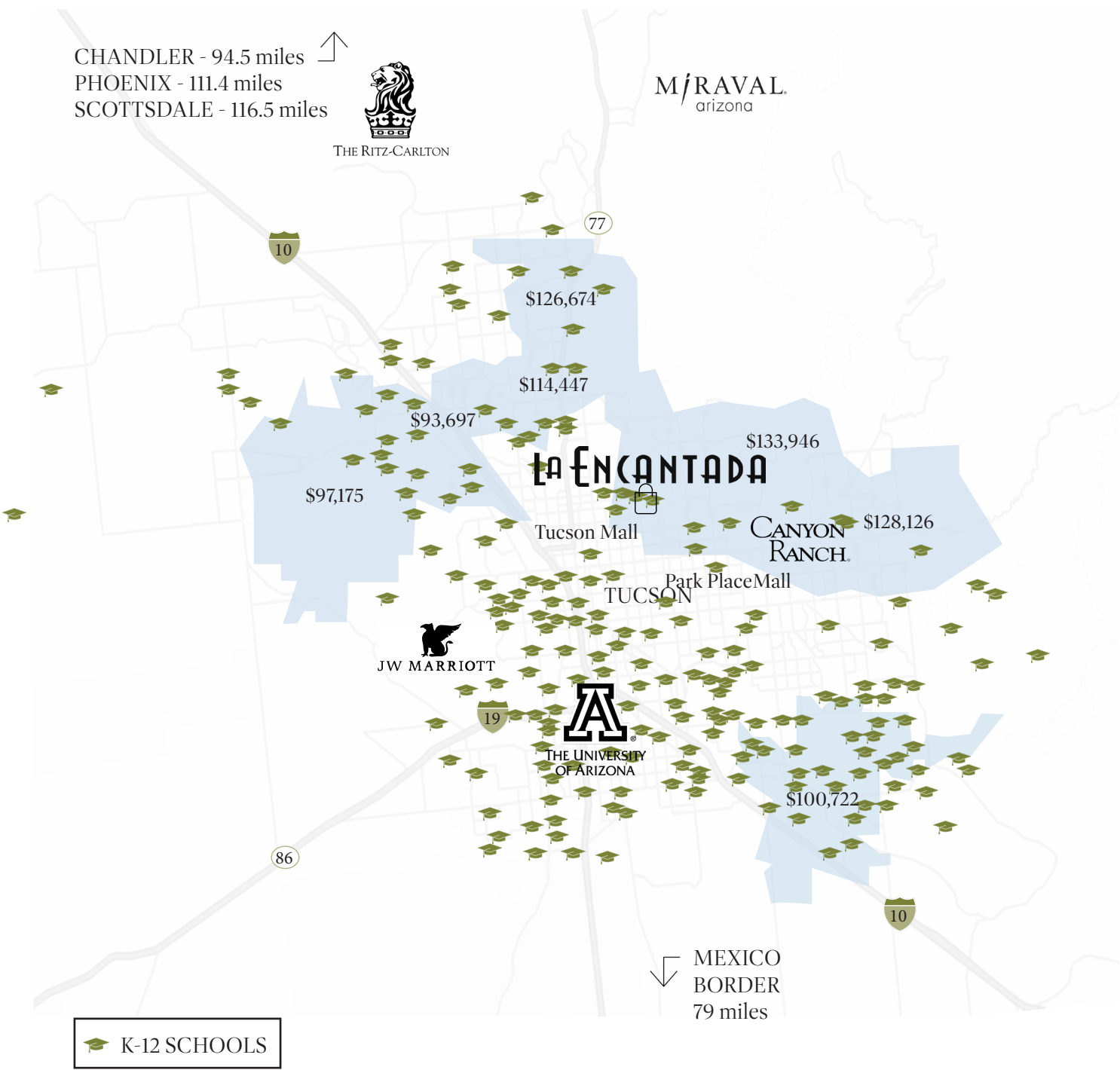
TIFFANY & Co.



La Encantada Market Exclusive Retailers

- | | | |
|--------------------------|---------------------------|---------------------|
| • AJ's Fine Foods | • Frost Gelato & Espresso | • Tecovas |
| • Anthropologie | • Gorjana | • Tiffany & Co. |
| • Apple | • Lululemon | • True Food Kitchen |
| • Blanco Tacos & Tequila | • Madewell | • Warby Parker |
| • Bluemercury | • North Italia | • West Elm |
| • Crate & Barrel | • Offline by Aerie | • Williams Sonoma |
| • Free People | • Psycho Bunny | |

La Encantada Trade Area Core Shopper



K-12 SCHOOLS

Population	Households	Median Age	Average HH Income
207,800	85,692	48	\$116,884
Some College+ 83%	Total Businesses 4,245	Daytime Employees 58,962	

La Encantada’s affluent market is experiencing rapid growth

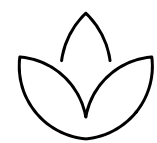
The neighborhood surrounding La Encantada is exclusive and tucked away in the foothills overlooking the valley. The real estate market is comprised of multi-million-dollar home listings with exceptional schools.

- Trade area average home sales price is \$895,326
- 115 K-12 Schools (public/private/charter) in Tucson, including over 15 top-rated K-12 schools
- The housing market in Tucson increasingly draws buyers from Los Angeles and San Diego Counties in California
- The warm climate and resort lifestyle create a large seasonal rental market for those who want to get away and those who can work remotely



La Encantada Secondary Shopper

Tourist Spending Power



15 luxury Hotels & Spas in the trade area with over 1 Million guests per year Of those, an average of 33.5% visit La Encantada during their stay



Tucson welcomes 7.1 Million domestic overnight visitors per year



Tucson attracts international and domestic visitors from cities such as Los Angeles, Denver, San Francisco, San Diego, and Las Vegas



Visitors spend an average of \$3 Billion annually in Tucson and Southern Arizona



University of Arizona Shopper

- La Encantada receives over 25K visits from U of A students a year
- 49,471 students enrolled (Fall 2021) / 39,113 attend the main campus
- The Campus is located just 7 miles from La Encantada
- 15,550 Faculty/Staff employees



Mexican National Shopper

\$1B was brought into Arizona through tourism from Mexico

4 Million Mexican visitors annually to Arizona

88% of Mexican National visits are to Tucson

75% of Mexican Nationals visit to shop

La Encantada Resort Luxury



Warby Parker



North Italia



West Elm



Tiffany & Co.



True Food Kitchen



Bluemercury



Lululemon



Anthropologie



Psycho Bunny



Apple



Tecovas



Williams Sonoma



LA ENCANTADA

LAENCANTADASHOPPINGCENTER.COM

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