

# FULLY ENTITLED RV PARK WITH 130 SPACES

87 SOUTH POLO DRIVE | SANTA FE, NM 87507

*GRANDE PRIX DE SANTA FE RV PARK*

**REA | REAL ESTATE ADVISORS**

 [www.reanm.com](http://www.reanm.com)

**CONTACT US**

(505) 539-3200

**Albuquerque**

Real Estate Advisors, LLC  
101 D Sun Ave NE Suite # 2A  
Albuquerque, NM 87109

**Santa Fe**

Real Estate Advisors, LLC  
1227 Paseo de Peralta  
Santa Fe, NM 87501

## INVESTMENT OFFERING

GRAND PRIX DE SANTA FE	
<b>Property Address</b>	87 South Polo Drive, Santa Fe, New Mexico 87507
<b>Offering Price</b>	\$7,000,000
<b>Entitled Acreage (Tract One)</b>	57.086 Acres — Zoned Planned Development (PDD)
<b>Ground Lease Acreage</b>	~57 Acres (City of Santa Fe Municipal Airport)
<b>Total Combined Acreage</b>	~114 Acres (owned + leasehold)
<b>BCC Entitlement</b>	Case No. 25-5230 — Approved March 10, 2026
<b>Approved Spaces</b>	130 RV / Glamping Spaces in 3 Phases
<b>Event Parking</b>	250 Spaces (approved)
<b>Water Rights</b>	Hagerman Well RG-590-B: 60.70 AFY Diversion / 30.35 AFY Consumptive Use
<b>Permitted Water Uses</b>	Domestic, Livestock, Irrigation, Municipal, Industrial & Commercial
<b>Access Easement</b>	~64,500 SF North-South Corridor (Paseo Real to South Polo Drive)
<b>Effluent Infrastructure</b>	8-inch pipeline, pump house & valves to City WRF north of Airport (infrastructure only)
<b>BLM Adjacency</b>	Direct — ATV, horseback, hiking, mountain biking, shooting sports
<b>Polo Field</b>	Active; existing irrigation infrastructure in place
<b>Existing Improvements</b>	Roads, irrigation lines, 32,000-gallon water storage, filtration system, observation tower
<b>Buyer Infrastructure Required</b>	Internal roads, electrical, on-site wastewater treatment plant (Phase 2)

## OFFERING:

**Entitlements In Hand, No Zoning Risk:** BCC approval in hand (March 10, 2026) a buyer steps in with a fully entitled, shovel-ready development program. No zoning risk.

**Water Secured. Supply Irreplaceable:** A60.70 AFY of adjudicated groundwater plus a City reclaimed effluent agreement, the most bankable water position in Santa Fe County.

**Zero Comparable Competition:** No entitled RV resort of this scale exists anywhere in Northern New Mexico. The market is ready. The supply is not.

**BLM Adjacency, The Amenity Money Can't Buy:** Direct access to public lands for ATV, horseback, shooting, hiking, and biking, an irreplaceable competitive advantage.

**Turnkey Investment Opportunity:** A well-maintained, cash-flowing asset with minimal landlord responsibilities, ideal for investors seeking passive income and long-term value appreciation.

**Phase 1 Cash-Flows While You Build:** 50 spaces open and revenue-generating in Phase 1 while Phases 2 and 3 are still in development.

# GRAND PRIX DE SANTA FE

Site



**NOT A SURVEY**  
THIS SCHEMATIC MAP IS BASED ON INFORMATION BELIEVED TO BE ACCURATE BUT BROKER HAS NOT VERIFIED ACREAGE OR LOCATION. PROSPECTIVE BUYERS MUST OBTAIN SURVEYS AND PERFORM THEIR OWN DUE DILIGENCE. PORTIONS OF PROPERTY ARE IN FLOOD ZONES.

### FIVE COMPONENTS. ONE IRREPLACEABLE ASSET.

#### COMPONENT 1 — TRACT ONE - 57.086 ACRES WITH BCC-APPROVED ENTITLEMENTS

- **Legal Description:** Tract One, 87 South Polo Drive, Santa Fe County, NM (see survey)
- **Acreage:** 57.086 Acres ±
- **Zoning:** Planned Development (PDD) — Santa Fe County Board of County Commissioners
- **Phase 1 Allows:** 50 RV Spaces (incl. 18 pull-through replacements); bathhouse/laundry (prefab); dog park; open space; 250-space event parking
- **Phase 2 Allows:** 68 Additional RV Spaces; 4 additional bathrooms; new wastewater treatment plant (100' x 50', SE corner)
- **Phase 3 Allows:** 12 Glamping Units (NW corner); Main Office; Pavilion potential; final road network
- **Total Approved Spaces:** 130 RV/Glamping + 250 Parking spaces for special events
- **Open Space Required:** 17.13 Acres minimum
- **Open Space Proposed:** 19.69 Acres (exceeds minimum)
- **Land Use Planner:** Jenkins Gavins / Jennifer Jenkins
- **Site Plan Preparer:** Santa Fe Engineering Consultants, LLC (April 2025)
- **Existing Improvements:** Active polo fields; observation tower; internal roads; 6" irrigation line with risers; PNM easements (10' each side)
- **Flood Plain:** 100-year flood plain boundary shown on site plan; 75' setback required
- **Buyer Obligation:** Roads/driveways, electrical service, wastewater treatment plant, campground buildout per approved conceptual plan
- **BLM Land Access:** Direct access to public lands for horseback riding, biking, hiking, ATV use, shooting sports, etc.

Tract One is bordered by Bureau of Land Management (BLM) land to the west (Tract 3-A), Santa Fe County land to the north (Tract 1 N/F), and the Antonio Baca Revocable Trust PMB LP to the east. The direct adjacency to BLM land is a material amenity, providing RV park guests with immediate access to public land for horseback riding, hiking, ATV use, shooting sports, mountain biking, and wildlife observation.



## FIVE COMPONENTS. ONE IRREPLACEABLE ASSET.

### COMPONENT 2: GROUND LEASE ACREAGE — ~57 ACRES (CITY OF SANTA FE AIRPORT)

- **Lessor:** City of Santa Fe (Santa Fe Municipal Airport)
- **Ground Lease Uses:** Ground rent is \$1,400 per year (\$24.56/AC/YR). The current term is until 2035, renewable with the City of Santa Fe
- **Approximate Area:** ~57 Acres
- **Allowed Uses:** Pasture, equestrian fields, open space; operational support for events
- **Height Restrictions:** Historically subject to FAA/Airport restrictions re: approach to Runway 10/28
- **Expected Relief:** City plans to decommission Runway 10/28 per Santa Fe Airport Interim Manager Jimmy Gunn; height restrictions expected to be removed upon decommission
- **Entitlements:** None currently; future potential for equestrian, event, housing, or commercial uses subject to future entitlement process
- **Lease Terms:** Buyer to review and assume ground lease; terms, rent, renewal options, and escalation provisions to be disclosed in due diligence
- **Note:** Buyer must independently verify lease assignment rights, remaining term, and any airport authority conditions

The ground lease parcel substantially expands the operational footprint of the project and provides staging, overflow, and future development land that gives any buyer significant flexibility. The anticipated decommission of Runway 10/28 is not guaranteed and is based on representations from the Airport Interim Manager; buyers should confirm this with the City of Santa Fe Airport Authority directly.

### COMPONENT 3: NORTH-SOUTH ACCESS EASEMENT (~64,500 SQUARE FEET)

**Easement Type:** Access easement (ingress/egress)

**Approximate Area:** ~64,500 SF

**Purpose:** Provides legal north-south vehicular and pedestrian access from Paseo Real to South Polo Drive

**Width:** 50' wide access easement (per conceptual site plan)

**Status:** Easement in place; buyer to confirm recording, legal description, and any encumbrances in title review

## FIVE COMPONENTS. ONE IRREPLACEABLE ASSET.

### COMPONENT 4: WATER RIGHTS — HAGERMAN WELL, OSE PERMIT RG-590-BLESSOR: CITY OF SANTA FE (SANTA FE MUNICIPAL AIRPORT)

- **NM Office of the State Engineer (OSE) Permit:** RG-590-B (State Engineer File)
- **Owner of Record:** Grand Prix de Santa Fe, LLC
- **Point of Diversion:** Hagerman Well Headgate; X = 1,681,307 / Y = 168,218 (NM State Plane, Central Zone, NAD 83)
- **Authorized Diversion:** 60.70 acre-feet per year (AFY)
- **Permitted Uses:** Domestic, Livestock, Irrigation, Municipal, Industrial, and Commercial
- **Irrigated Area:** 20.23 acres (polo fields per Proof of Beneficial Use Map, Subfile 58.1)
- **Well Production:** ~600 gallons per minute (gpm) via 3-phase pump at ~360 feet depth
- **Water Storage:** Two tanks totaling 32,000 gallons; float systems; booster pumps
- **Filtration:** Pioneer Lead, Cyst & PFOA/PFOS Removal System (RV park domestic supply)
- **PBU Status:** Confirmed by OSE in 2025; PBU extension granted through November 11, 2026
- **Development Plan Filing:** Filed March 13, 2024; accepted by OSE March 20, 2024 (Conditions 2 & 3 satisfied)
- **Critical Deadline:** Proof of Beneficial Use (PBU) must be filed with OSE by November 11, 2026
- **SF County Well Interest:** Grand Prix (25%) and SF County (75%) own the 2.597-acre Hagerman Well parcel as tenants in common; Grand Prix controls access
- **County Water Agreement:** Prior supplemental agreement for County's RG-590-A expired March 2025 and has not been renewed; buyer to negotiate new agreement if desired
- **Valuation Benchmark:** \$40,000/AF applied to 30.35 AFY consumptive use = \$1,214,000 for water rights; plus well infrastructure

IMPORTANT: Water is the most legally complex element of this offering. Prospective purchasers are strongly advised to retain experienced New Mexico water rights counsel prior to submitting an offer. Counsel should independently verify the OSE permit status, the PBU filing requirement (due November 11, 2026), transferability of the rights, and the status of any County water use agreements.

## FIVE COMPONENTS. ONE IRREPLACEABLE ASSET.

### COMPONENT 5: RECLAIMED EFFLUENT INFRASTRUCTURE

- **What Is Included:** Physical infrastructure only: 8-inch pipeline, pump house, and control valves
- **What Is NOT Included:** No effluent supply agreement with the City of Santa Fe is included in this offering
- **Connection Point:** Existing pipeline connects to the City of Santa Fe Water Reclamation Facility north of the Airport
- **Current Function:** Infrastructure allows for future connection to City effluent supply for irrigation purposes, subject to a new agreement with the City
- **Irrigation System Integration:** Control valves allow safe switching between Hagerman Well water and effluent supply through the existing irrigation distribution system
- **Buyer Obligation:** Buyer must negotiate a new effluent supply agreement with the City of Santa Fe, at Buyer's cost and discretion, in order to utilize the effluent infrastructure
- **Value Note:** Infrastructure has replacement cost value estimated at \$150,000–\$250,000; no effluent supply rights are conveyed



# GRAND PRIX DE SANTA FE

Property Photos



# GRAND PRIX DE SANTA FE

Property Photos



**REA | REAL ESTATE ADVISORS**

[www.reanm.com](http://www.reanm.com)

**CONTACT US**  
(505) 539-3200

**Albuquerque**  
Real Estate Advisors, LLC  
101 D Sun Ave NE Suite # 2A  
Albuquerque, NM 87109

**Santa Fe**  
Real Estate Advisors, LLC  
1227 Paseo de Peralta  
Santa Fe, NM 87501

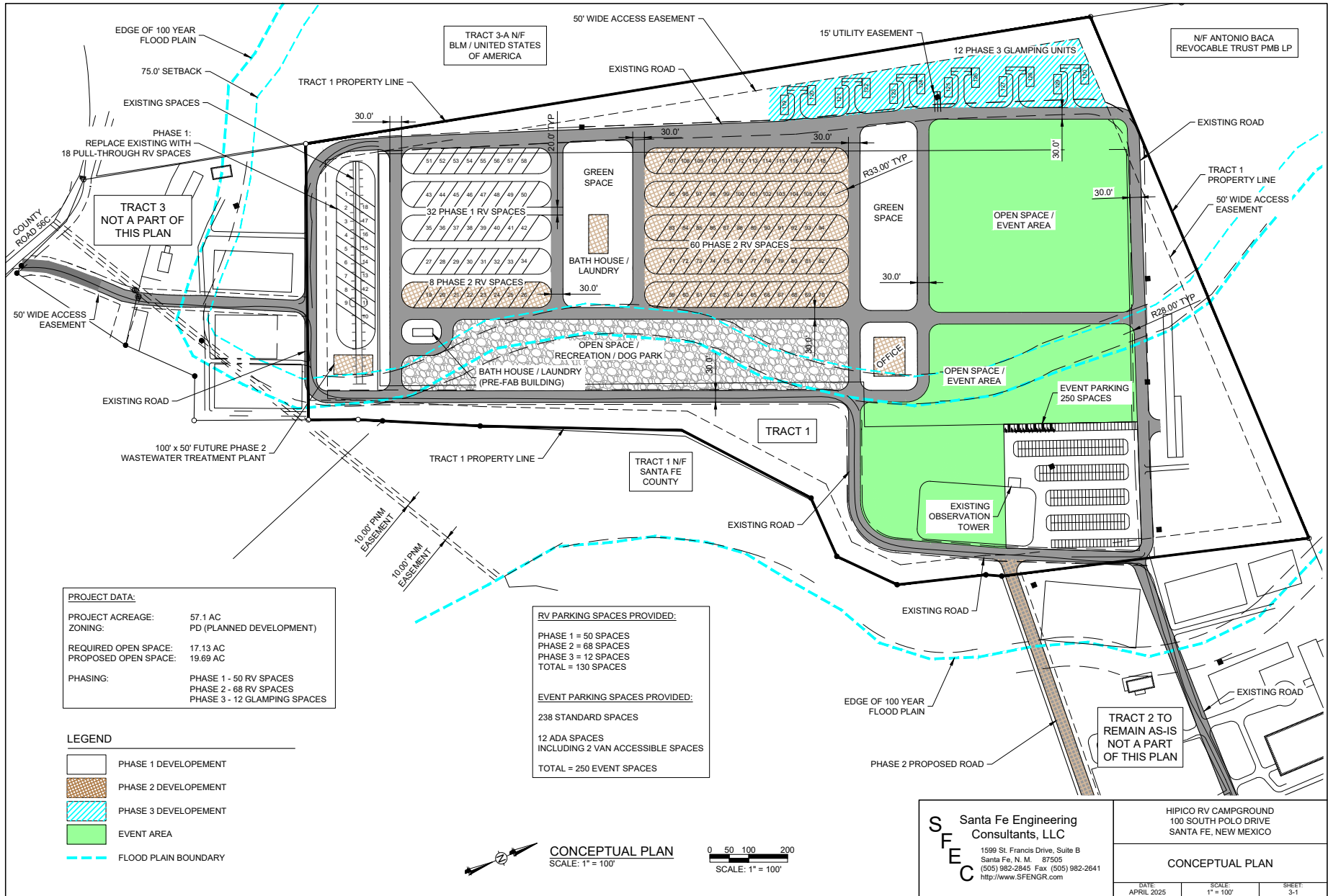
# GRAND PRIX DE SANTA FE

Property Photos



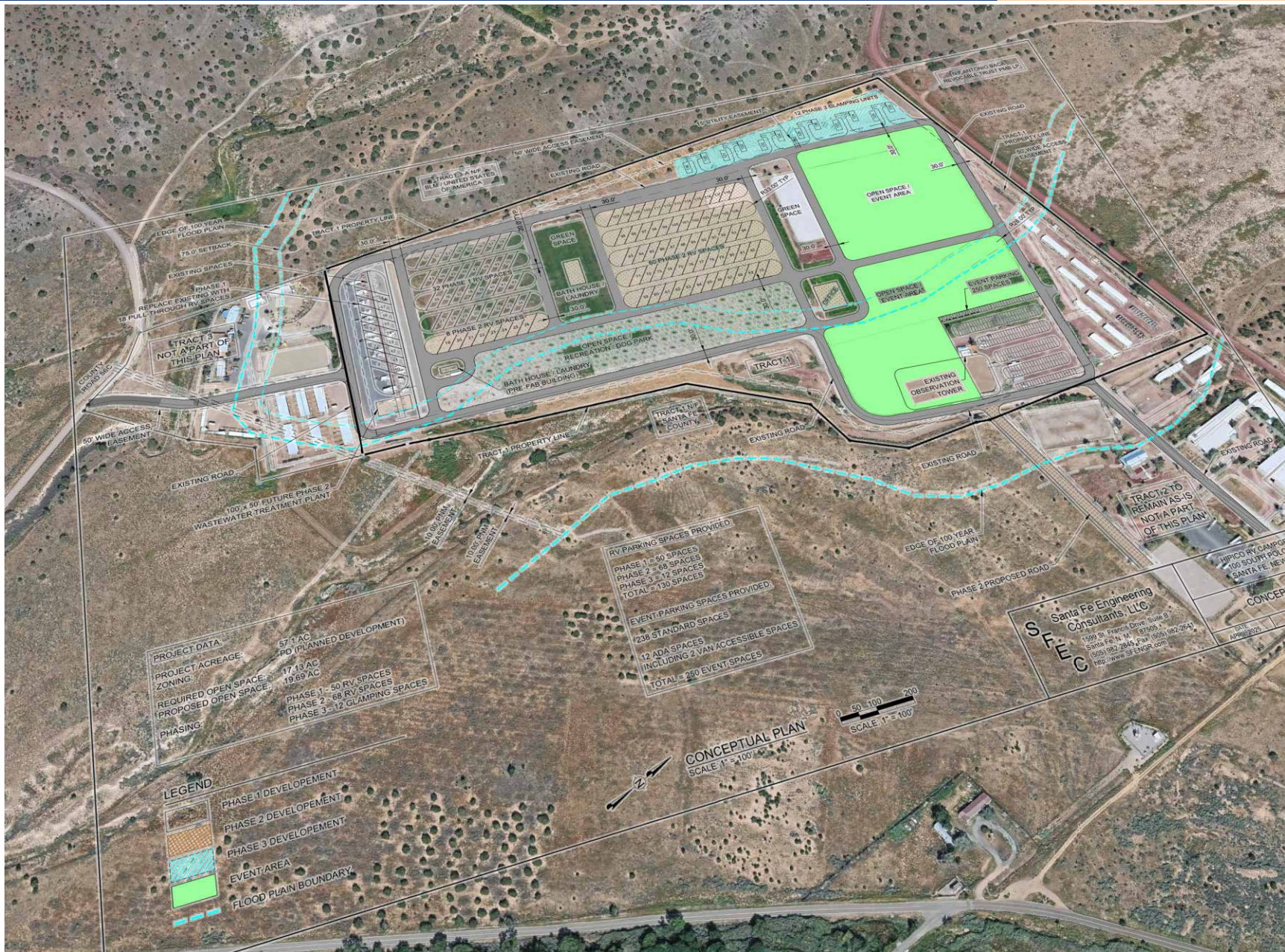
# GRAND PRIX DE SANTA FE

Approved Development Plan



# GRAND PRIX DE SANTA FE

Site



## APPROVED DEVELOPMENT PROGRAM

---

The BCC-approved conceptual plan (Case No. 25-5230, approved March 10, 2026) authorizes a three-phase development of Tract One prepared by Santa Fe Engineering Consultants, LLC (April 2025). The following summarizes the approved program:

Phase	Spaces	Key Amenities	Infrastructure Required
Phase 1	50 RV Spaces (incl. 18 pull-through replacements)	Bathhouse/laundry (prefab); office; dog park; open space/recreation areas; 250-space event parking lot	Internal roads; electrical tie-in; water/sewer; existing polo field and well infrastructure utilized
Phase 2	68 Additional RV Spaces (pull-through on polo field)	4 additional full bathrooms in center Green Space; event/open space	New wastewater treatment plant (100' x 50', SE corner); Phase 2 roads
Phase 3	12 Glamping Units (NW corner)	Main Office; potential Pavilion/event structures; additional bathrooms	Final road network; all utility infrastructure completed

## APPROVED DEVELOPMENT PROGRAM

Project Data Summary	
Total Project Acreage	57.1 Acres
Zoning	Planned Development (PDD)
Phase 1 RV Spaces	50
Phase 2 RV Spaces	68
Phase 3 Glamping Spaces	12
Total Approved Spaces	130
Event Parking	250 Standard + 12 ADA (including 2 van accessible) = 250 total
Required Open Space	17.13 Acres
Proposed Open Space	19.69 Acres (exceeds minimum by 2.56 acres)
Typical RV Space Width	30' (typical); 20' minimum
Typical Turn Radius	R28' and R33' (per plan)
Flood Plain	100-year boundary shown; 75' setback required along edge
PNM Easements	10' each side of existing lines (two easements shown on plan)

The phased structure allows a buyer to open Phase 1 (50 spaces) while planning and financing Phases 2 and 3. Phase 1 can generate operating cash flow from RV site rentals, event parking, and equestrian activities while Phase 2 infrastructure (particularly the wastewater treatment plant) is designed and permitted. This capital-efficient approach is a significant advantage for developer underwriting and lender presentations.

## MARKET ANALYSIS: RV & OUTDOOR HOSPITALITY

### National RV Market Fundamentals

The U.S. outdoor hospitality sector has experienced a structural, not cyclical, shift in demand. More than 11 million American households own an RV, and RV ownership continues to grow across all age demographics with the strongest gains among Millennials and Gen Z. Key national benchmarks relevant to this offering:

- Destination RV parks with full amenities are trading at \$30,000–\$55,000 per approved space in premium markets (2024–2025 data)
- Cap rates for stabilized, income-producing RV resorts in destination locations have compressed to 6–8%
- A 273-site Wisconsin RV resort sold in 2024 for \$14.95 million (~\$54,700 per site), illustrating premium valuations for quality destination assets
- Glamping (glamorous camping) is the fastest-growing outdoor hospitality segment nationally, with double-digit annual demand growth
- Remote work has meaningfully increased average length of stay and shoulder-season demand at RV parks throughout the Western US
- The KOA Santa Fe Holiday is actively expanding in 2025, adding the largest new RV sites in Santa Fe, confirming overwhelming local demand
- An 11 space RV park sold in Abiqui NM near the river for \$610,000 (~\$55,400 per site) showing premium value for rare RV parking in northern New Mexico with nature adjacency.

### Santa Fe and Northern New Mexico Market

Santa Fe draws over 1.5 million visitors annually, attracts some of the highest discretionary spending of any American city, and is dramatically undersupplied in quality RV resort accommodations. The current competitive supply is limited:

- Santa Fe KOA Holiday — the market leader; actively expanding due to demand overflow
- Santa Fe Skies RV Park — limited sites; high occupancy seasonally
- Taos RV Park (Ranchos de Taos) — recently listed for sale; described by listing broker as “at maximum occupancy during the warmer months”
- Ojo Caliente (Ojo Spa Resorts) — glamping/RV near Taos; full during high season
- Grande Prix de Santa Fe, upon development, would be the only 130-space, fully entitled, equestrian-integrated RV resort in Northern New Mexico — with no comparable supply in the current or planned pipeline.

## MARKET ANALYSIS: RV & OUTDOOR HOSPITALITY

### BLM Adjacency — A Rare Competitive Advantage

The direct adjacency of Tract One to Bureau of Land Management (BLM) public lands (Tract 3-A N/F) is a material and irreplaceable competitive advantage. An RV resort with immediate BLM trail access commands a significant premium over conventional RV parks because it delivers an outdoor adventure experience that cannot be replicated by inserting amenities at an urban or suburban site. Guest activities directly available from this property include:

- **ATV and off-highway vehicle (OHV) riding on BLM roads and trails**
- **Horseback riding with direct trail access to thousands of acres of unfenced public land**
- **Hiking and nature exploration in the high desert landscape west of Santa Fe**
- **Mountain biking on BLM single-track and jeep roads**
- **Shooting sports (target and plinking) on BLM land**
- **Wildlife viewing — deer, elk, raptors, and native flora and fauna**





## CONTACT

 (505) 577-3524

 tai@tba.team

 1227 Paseo de Peralta  
Santa Fe, NM 87501

 [www.reatm.com](http://www.reatm.com)

# TAI BIXBY CCIM, SIOR

PARTNER, NM LICENSE 40315

## PROFESSIONAL EXPERIENCE

Tai has joined Real Estate Advisors in the Santa Fe Division with over 18 years of experience. He has been in real estate since 2004, working in residential and commercial brokerage, as well as development. Earning his CCIM designation in 2012, Tai has been involved with commercial real estate exclusively since 2018.

Tai's experience includes real estate brokerage, office/industrial/retail sales/leasing, land sales both residential and commercial, 1031 tax deferred exchanges, financial/market/leasing analysis in the Santa Fe/Albuquerque real estate markets. In addition, Tai has extensive experience in investment management/analysis on behalf of both partnership and clients with passive and active investments.

Tai enjoys working in commercial real estate because he likes problem solving and helping people achieve their business and financial goals. His work in commercial real estate also allows him the ability to have fun and meet interesting people.

When Tai is not at work, you can find him snowboarding, mountain biking, sailing and traveling internationally. He balances his work/life schedule by focusing first on what matters most in his life; his faith and his family.

## PROFESSIONAL AFFILIATIONS/ACCREDITATIONS

- Certified Commercial Investment Manager (CCIM)
- Society of Industrial and Office Realtors (SIOR)
- Member of Agua Fria Planning Committee for Santa Fe County Planning Department 2015-2016
- 2004 President of Commons on the Alameda Homeowner's Association
- National Association of Realtors
- Realtors Association of NM,
- Santa Fe Association of Realtors (SFAOR)
- Commercial Association of Realtors (CARNM)

## ACHIEVEMENTS

- CCIM Mega Deal of the Year 2024
- LIN Lease of the year over \$500,000

