

# Offering Memorandum

## Iconic Uptown Retail Center Investment

THREE FREE-STANDING BUILDINGS



NEC Menaul Blvd. & San Pedro Dr. NE | Albuquerque, NM 87110

**NASunVista** ] Got Space™

Opening the Door to Commercial Real Estate Excellence

±49,997 SF on ±3.8 Ac.

**DJ Brigman** SIOR, CCIM

DJ@sunvista.com | 505 998 1562

**Dave Hill** CCIM, SIOR

dave@sunvista.com | 505 238 6413



# Property

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## SITE

Buildings: ±49,997 SF  
Land: ±3.8 Acres

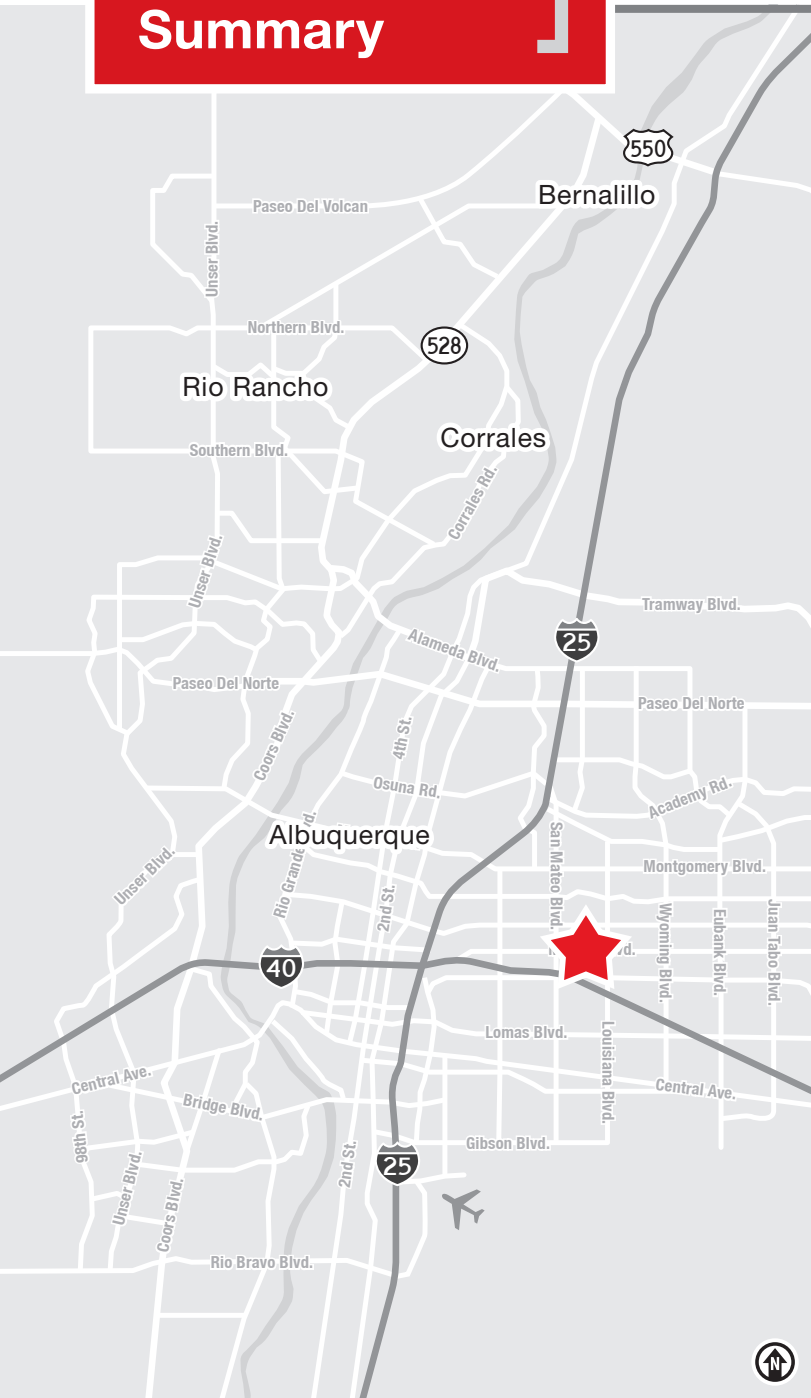
## Ground Lease

Parcel	Lot 20-A Block 1 Plat Of Lot 20-A Block 1 Vista Encantada Subdivision Cont 3.7994 Ac
Term	July 1, 1999 - February 28, 2040
Options	Five (5), 5-year options
Rent	\$33,000/Mo.



# Investment Summary

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## Financials

Sale Price	<b>\$3,995,000</b>
CAP Rate	<b>8.94%</b>
Net Operating Income	<b>\$357,237</b>

## Ground Lease

TERM	PERIOD	ANNUAL RENT
Current Ground Lease	March 1, 2000 - Feb 28, 2030	\$396,000.00
	March 1, 2030 - Feb 28, 2035	Year 2030 + \$25,000
	March 1, 2035 - Feb 28, 2040	Year 2035 + \$25,000
Renewal Option 1	March 1, 2040 - Feb 28, 2045	Year 2040 + \$25,000
Renewal Option 2	March 1, 2045 - Feb 28, 2050	Year 2045 + \$25,000
Renewal Option 3	March 1, 2050 - Feb 28, 2055	FMV of the Land multiplied by 9%
Renewal Option 4	March 1, 2055 - Feb 28, 2060	Year 2055 + \$25,000
Renewal Option 5	March 1, 2060 - Feb 28, 2065	Year 2060 + \$25,000

## Location

### ADDRESS

NEC Menaul Blvd. & San Pedro Dr. NE  
Albuquerque, NM 87110

### TOTAL BUILDINGS SIZE

±49,997 SF

### LAND SIZE

±3.8 Acres

### ZONING

MX-M

## Highlights

- Leasehold Interest with long-term ground lease
- Diverse mix of long term national and local tenants
- Staggered leases
- Iconic monument sign
- Great visibility from busy Menaul Blvd.
- 4:1,000 parking ratio

## APOD | JULY 2025

ALL FIGURES ARE ANNUAL	\$/SQ FT or \$/Unit	% of GOI		COMMENTS/FOOTNOTES
<b>POTENTIAL RENTAL INCOME</b>	16.44		821,939	2025 Actual Rent Roll
Less: Vacancy & Cr. Losses		( 3. % of PRI )	24,658	3% Vacancy
<b>EFFECTIVE RENTAL INCOME</b>			797,281	
Plus: Other Income (collectable)			158,573	2024 Reimbursement for CAM
<b>GROSS OPERATING INCOME</b>			955,854	
OPERATING EXPENSES:				
Real Estate Taxes	1.38		69,064	2024 Actual
Personal Property Taxes				
Property Insurance	0.25		12,562	2024 Actual
Off Site Management	0.65		32,603	Management Fee
Security and Monitoring	0.53		26,621	2024 Actual includes Cameras and Monitoring
Porter	0.10		4,788	2024 Actual
Repairs and Maintenance	0.35		17,295	2024 Actual includes HVAC, Parking lot, Lighting and Ro
Utilities:				
Common Area Electric	0.15		7,683	2024 Actual
Water/Sewer/Trash	0.42		20,790	2024 Actual
Telephone and Cable TV for Security	0.05		2,633	2024 Actual
Accounting and Legal				
Licenses/Permits				
Advertising				
Supplies				
Miscellaneous Contract Services:				
Pest Control	0.02		1,215	2024 Actual
Landscaping	0.15		7,363	2024 Actual
Ground Lease	7.92		396,000	2025 Ground Lease Payment
<b>TOTAL OPERATING EXPENSES</b>	11.97		598,617	
<b>NET OPERATING INCOME</b>			357,237	
Less: Annual Debt Service				
Less: Participation Payments				
Less: Leasing Commissions				
Less: Funded Reserves				
<b>CASH FLOW BEFORE TAXES</b>			\$357,237	







# Photos

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## Diverse Tenant Mix

### Staples

An American office supply retail company that opened its first store in 1986. Staples has been at this location since 1999 and is currently on their third extension.

### Guitar Center

Since 1999 Guitar Center Albuquerque has catered to the needs of all musicians to help find the right instrument, equipment, and accessories to help bring their dream to life.

### Navy Federal Credit Union

Navy Federal Credit Union proudly serves the armed forces, DoD, veterans and their families.

### Thai Cuisine Express

An affordable local Thai restaurant with a 4.1 Star review on YELP

### Great Clips

Local franchisee with multiple locations.

### VIP Staffing

With 8 locations, VIP offers personalized staffing solutions tailored to the needs of their clients and candidates.

### Southwest Financial of the Sandias

Locally owned and operated loan company, dedicated to serving the Albuquerque community and surrounding cities for over 25 years

### J & J Nail Spa

A nail service with specialties that include Nails, Pedicure Services, Add-on Services, Manicure Services, Nail Enhancement, Other services and Waxing Services.

### Bright Star Home Care

Bright Star Home Care is a home care and medical staffing agency that provides a range of services including in-home care, skilled nursing, and assisted living.



# Trade Area

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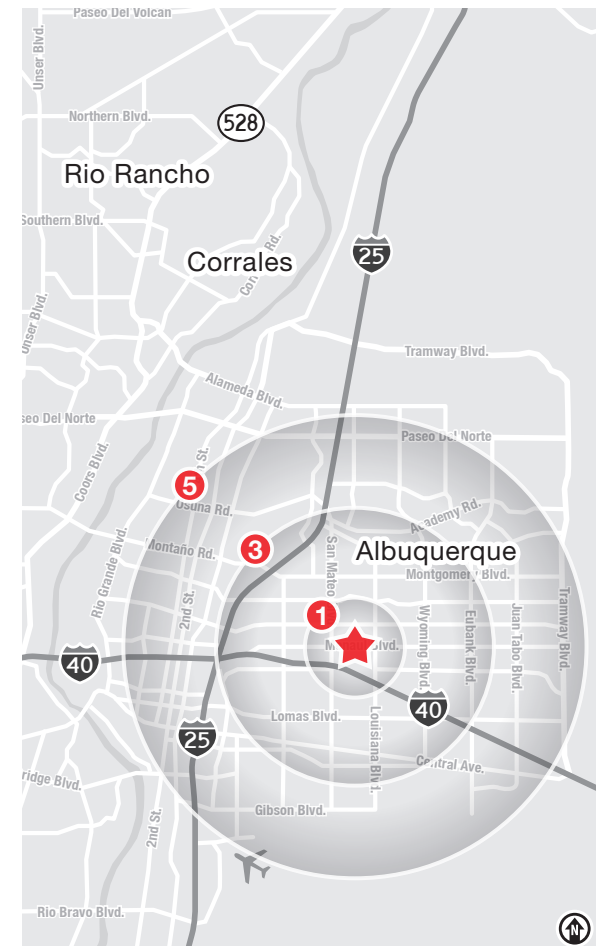
## DEMOGRAPHICS | 1, 3 & 5 MILE

	1 Mile		3 Mile		5 Mile	
Summary	2025		2025		2025	
Population	13,347		127,693		315,873	
Households	6,239		59,844		145,535	
Families	3,084		29,160		73,058	
Average Household Size	2.12		2.10		2.12	
Owner Occupied Housing Units	3,921		29,523		76,618	
Renter Occupied Housing Units	2,318		30,321		68,917	
Median Age	44.1		40.4		40.4	
Trends: 2025-2030 Annual Rate	State		State		State	
Population	0.32%		0.32%		0.32%	
Households	0.45%		0.45%		0.45%	
Families	0.26%		0.26%		0.26%	
Owner HHs	0.59%		0.59%		0.59%	
Median Household Income	2.54%		2.54%		2.54%	
Households by Income	2025		2025		2025	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	582	9.3%	6,480	10.8%	14,951	10.3%
\$15,000 - \$24,999	570	9.1%	5,760	9.6%	13,788	9.5%
\$25,000 - \$34,999	520	8.3%	5,581	9.3%	12,590	8.7%
\$35,000 - \$49,999	650	10.4%	7,004	11.7%	15,806	10.9%
\$50,000 - \$74,999	1,363	21.8%	12,211	20.4%	28,900	19.9%
\$75,000 - \$99,999	823	13.2%	7,352	12.3%	17,172	11.8%
\$100,000 - \$149,999	936	15.0%	7,538	12.6%	19,506	13.4%
\$150,000 - \$199,999	447	7.2%	3,807	6.4%	11,407	7.8%
\$200,000+	348	5.6%	4,110	6.9%	11,413	7.8%
Median Household Income	\$63,574		\$60,960		\$63,471	
Average Household Income	\$82,520		\$81,877		\$88,145	
Per Capita Income	\$38,274		\$38,332		\$40,611	

### DEMO SNAP SHOT

	1 mile	3 mile	5 mile
 Total Population	13,347	127,693	315,873
 Average HH Income	\$82,520	\$81,877	\$88,145
 Daytime Employment	16,612	90,657	240,347

2025 Forecasted by Esri





# Trade Area Analysis

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## ALBUQUERQUE | NEW MEXICO

Located near the geographic center of New Mexico at the intersection of I-25 and I-40 and resting at the foot of the Sandia Mountains, Albuquerque is the state's most populous city and one of the most livable in the U.S. The city serves as a major transportation and shipping hub for the Southwest, with BNSF Railway, air cargo from Albuquerque International Airport (Sunport), and a commuter train running from Belen to Santa Fe. Albuquerque is home to the International Balloon Fiesta, the world's largest gathering of hot-air balloons. A talented workforce, a business-friendly environment, a community rooted in history and a high quality of life make Albuquerque hard to beat.

### ALBUQUERQUE BY THE NUMBERS (ESRI 2025 Demographics)

  
**566,057**  
City Population


  
**241,738**  
Households

  
**\$95,396**  
Avg. Household Income

  
**\$56,388**  
Md. Disposable Income

  
**21,751**  
Total Businesses

  
**277,887**  
Total Employees

  
**932,477**  
Albuquerque Metro Population

  
**The Largest**  
City in the State



### In the News

Ranked 6th in America's favorite cities list - *Travel + Leisure*  
Ranks among America's best cities for global trade - *Global Trade Magazine*  
The 5th most cost-friendly city to do business in the U.S. - *KPMG*

### TOP 8 REASONS TO CHOOSE ALBUQUERQUE

- Low-risk location
- Skilled workforce
- Business incentives
- The metro area communities
- Quality of life
- Cost of living
- Innovation central
- On the cutting edge of technology



### HEALTHCARE

Albuquerque is the center of health care excellence in New Mexico. UNM is a nationally-recognized Class 1 research institution. There are more than 2,000 hospital beds in the metro area.



### EDUCATION | SKILLED WORKFORCE

Albuquerque is top in nation for cities with the most college graduates – more than 70,000 college students reside in metro area. The area also has one of the largest number of PhD's per capita in the nation.



### COMPETITIVE BUSINESS CLIMATE

Low energy costs, low property taxes, affordable real estate, low cost of living, a qualified/productive workforce, aggressive incentives and efficient market access make Albuquerque an attractive choice.





OFFERED EXCLUSIVELY BY:



**DJ Brigman** SIOR, CCIM

DJ@sunvista.com  
505 998 1562



**Dave Hill** CCIM, SIOR

dave@sunvista.com  
505 238 6413



505 878 0001 | [sunvista.com](http://sunvista.com)

2424 Louisiana Blvd. NE | Suite 100 | Albuquerque, NM 87110

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