

# Offering Memorandum

## Stabilized Investment Opportunity With Upside

WELL-LOCATED ASSET | 100% LEASED



**±27,000 SF on ±1.17 Ac.  
Available**

4311 Sara Rd. SE | Rio Rancho, NM 87124

**DJ Brigman** SIOR, CCIM

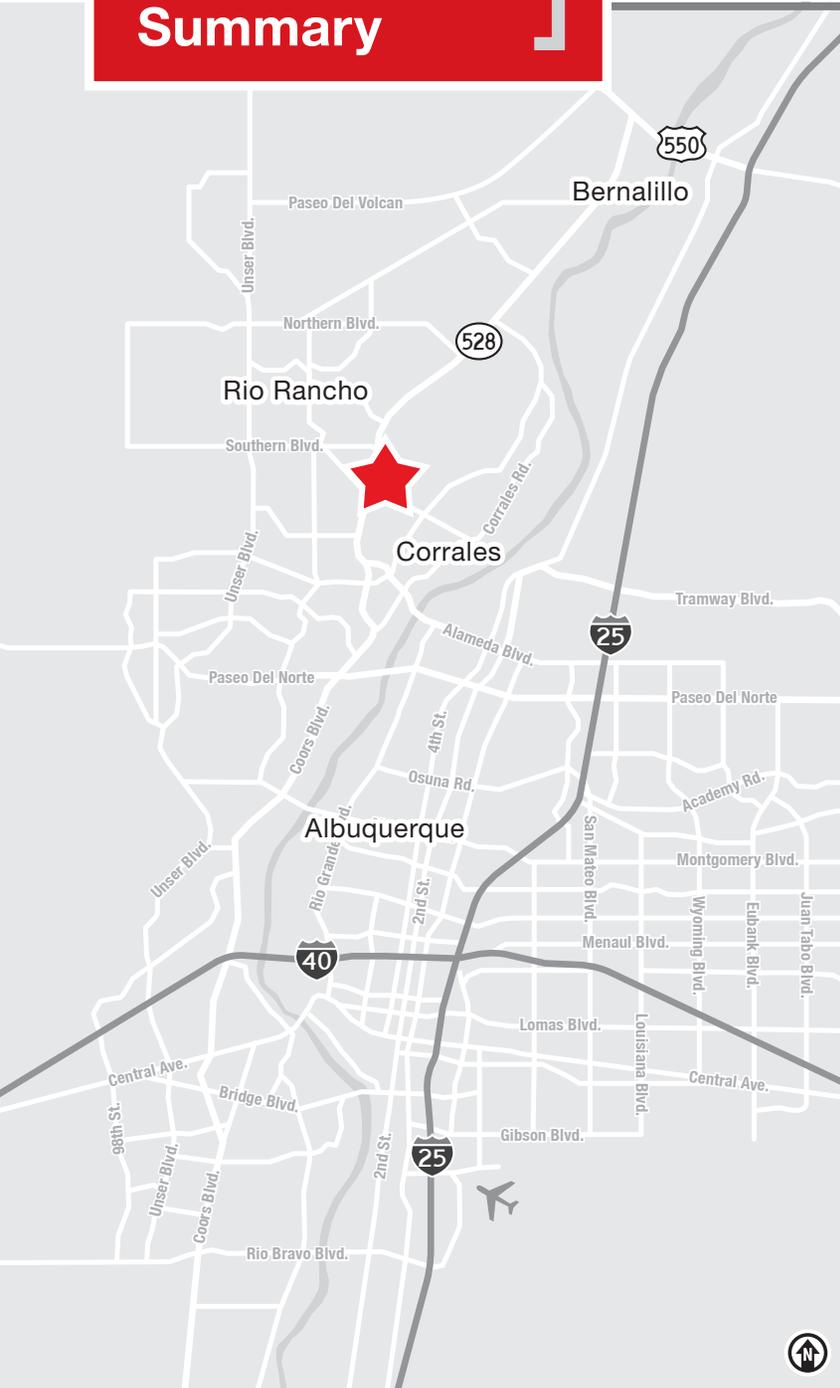
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**NAISunVista** ] **Got Space™**

Opening the Door to Commercial Real Estate Excellence



## Financials

Sale Price	<b>\$4,100,000</b>
CAP Rate	<b>9.12%</b>
Net Operating Income	<b>\$373,929</b>

## Location

### ADDRESS

4311 Sara Rd. SE  
Rio Rancho, NM 87124

NEQ NM Hwy. 528 & Sara Rd. SE

### TOTAL BUILDING SIZE

±27,000 SF

### LAND SIZE

±1.17 Acres

### ZONING

C-2

## Highlights

- 100% leased
- 17 tenants with staggered leases
- Seller has made significant capital improvements to the building
- Located in Rio Rancho, the fastest-growing submarket in the metro area
- Well-diversified tenant mix which includes counseling, construction, and fitness
- Functional suite layouts aligned with market demand.

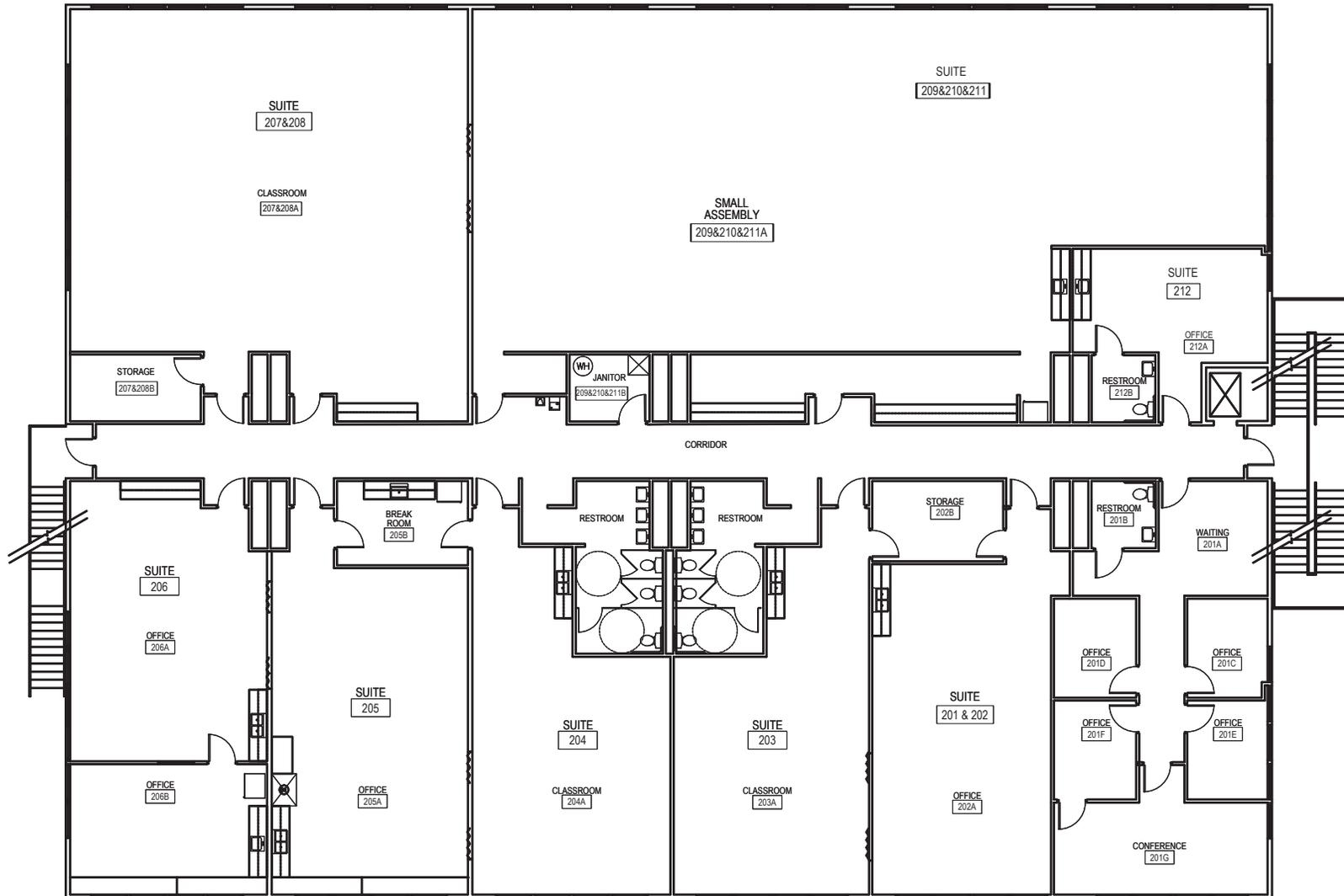
## APOD | FEBRUARY 2026

ALL FIGURES ARE ANNUAL	\$/SQ FT or \$/Unit	% of GOI		COMMENTS/FOOTNOTES
1 <b>POTENTIAL RENTAL INCOME</b>	13.35		\$413,185	Current
2 Less: Vacancy & Cr. Losses		( 3.0% of PRI )	\$12,396	Assumed 3% Vacancy
3 <b>EFFECTIVE RENTAL INCOME</b>			\$400,789	
4 Plus: Other Income (collectable)			\$60,970	CAM and other Items
5 <b>GROSS OPERATING INCOME</b>			\$461,759	
OPERATING EXPENSES:				
7 Real Estate Taxes	\$0.81		\$21,923	2025 Actual
8 Personal Property Taxes				
9 Property Insurance	\$0.26		\$6,905	2025 Actual
10 Off Site Management	\$0.71		\$20,659	Management Fee 5% of Gross Revenue
11 Office Supplies	\$0.00		\$127	N/A
12 Expenses/Benefits				N/A
13 Taxes/Worker's Compensation				N/A
14 Repairs and Maintenance	\$0.52		\$13,989	2025 includes Pest Control and Landscaping
Utilities:				
15 Electricity	\$0.09		\$2,529	Owner Pays House Electrical Meter
16 Internet	\$0.05		\$1,440	2025 Actual
17 Gas	\$0.15		\$3,986	2025 Actual
18				
19 Janitorial	\$0.28		\$7,500	2025 Actual, Common Area/ Restrooms Only
20 Water/Sewer	\$0.07		\$1,957	2025 Actual
21 Trash	\$0.19		\$5,213	2025 Actual
22 Landscaping				
23 Elevator	\$0.01		\$162	2025 Actual
24 Fire	\$0.05		\$1,440	2025 Actual
25				
26				
27				
28				
29 TOTAL OPERATING EXPENSES	\$3.20		\$87,830	
30 <b>NET OPERATING INCOME</b>			\$373,929	
31 Less: Annual Debt Service				
32 Less: Participation Payments				
33 Less: Leasing Commissions				
34 Less: Funded Reserves				
35 <b>CASH FLOW BEFORE TAXES</b>			\$373,929	





## 2ND FLOOR



Sara Rd. SE





**SITE**  
Building: ±27,000 SF  
Land: ±1.17 Acres

Monument Sign

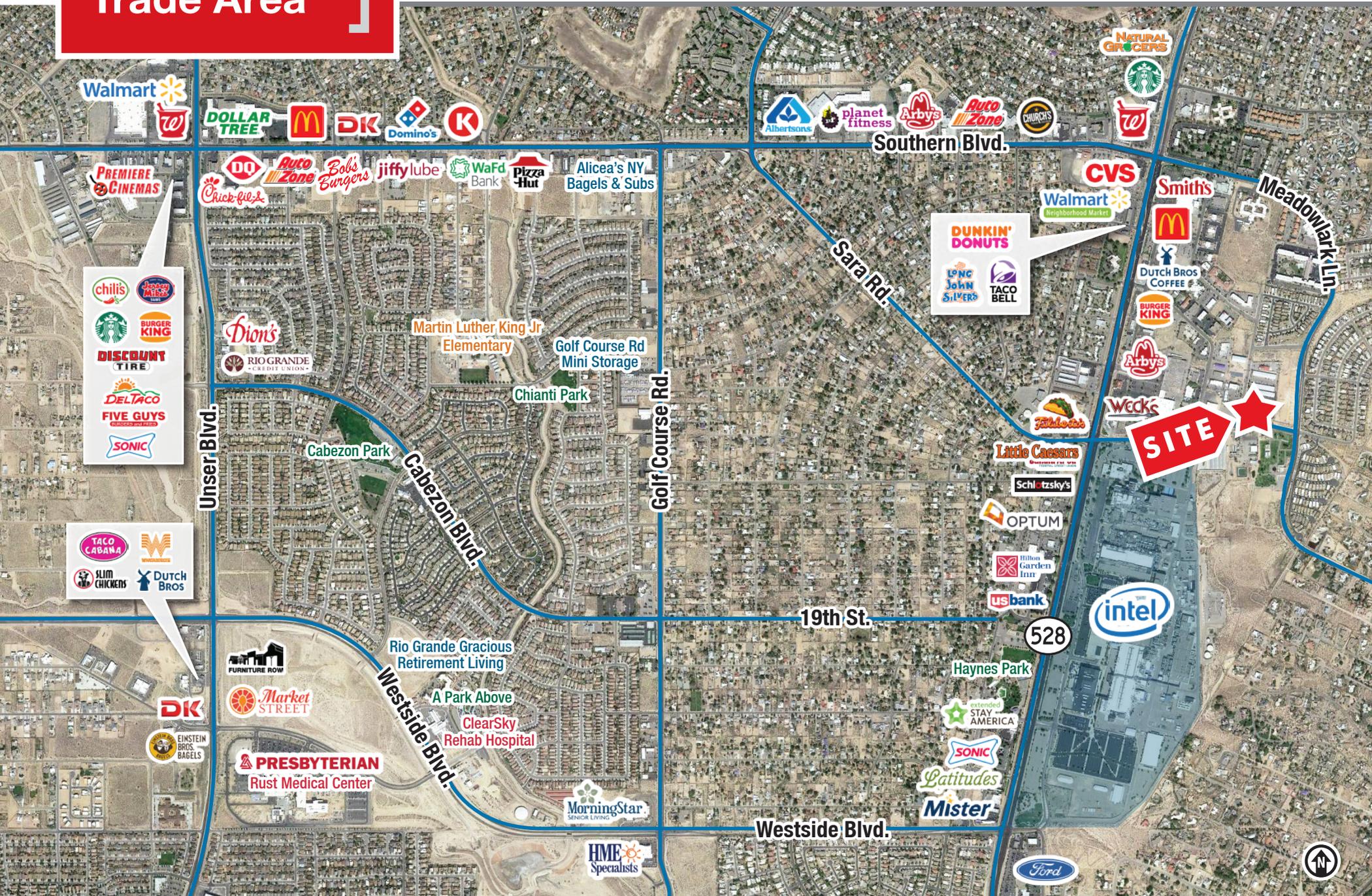
Sara Rd. SE

CPD 3,900



# Trade Area

4311 Sara Rd. SE | Rio Rancho, NM 87124



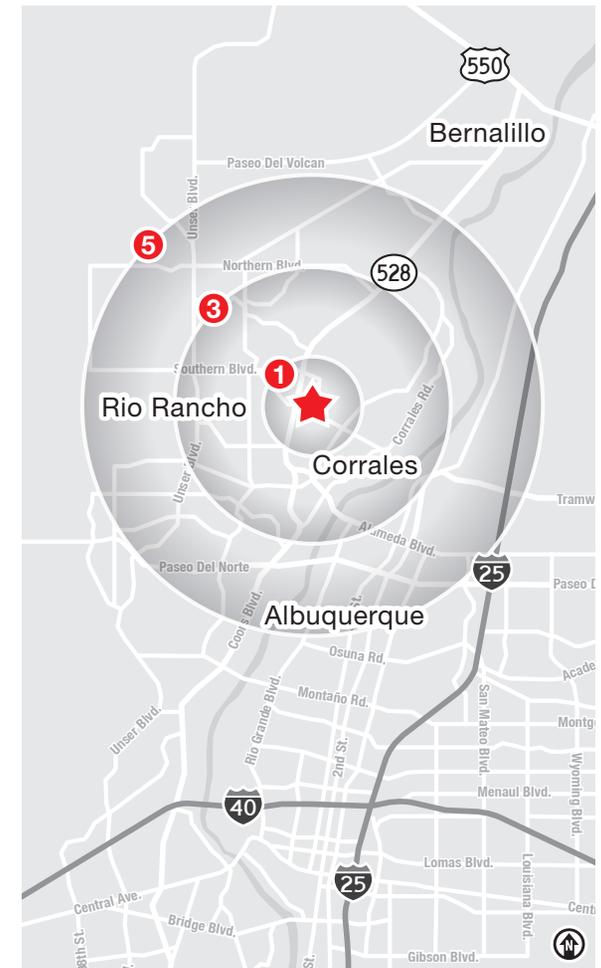
## DEMOGRAPHICS | 1, 3 & 5 MILE

	1 Mile	3 Mile	5 Mile
<b>Summary</b>	<b>2025</b>	<b>2025</b>	<b>2025</b>
Total Population	6,942	73,451	146,270
Total Households	3,061	29,757	58,073
Family Households	1,631	19,203	38,610
Average Household Size	2.14	2.44	2.50
Owner Occupied Housing Units	1,981	21,256	43,825
Renter Occupied Housing Units	1,080	8,501	14,248
Median Age	55.9	42.7	41.5
<b>Trends 2025 - 2030</b>	<b>State</b>	<b>State</b>	<b>State</b>
Population	0.3%	0.3%	0.3%
Households	0.5%	0.5%	0.5%
Family Population	0.3%	0.3%	0.3%
Owner Occupied Housing Units	0.6%	0.6%	0.6%
Median Household Income	2.5%	2.5%	2.5%
Median Household Income	\$65,321	\$85,561	\$84,506
Average Household Income	\$88,442	\$116,355	\$112,922
Per Capita Income	\$39,388	\$47,191	\$44,912

### DEMO SNAP SHOT

	1 mile	3 mile	5 mile
Total Population	6,942	73,451	146,270
Average HH Income	\$88,442	\$116,355	\$112,922
Daytime Employment	7,757	29,940	51,214

2025 Forecasted by Esri



## RIO RANCHO | THE CITY OF VISION

The City of Rio Rancho is part of the Albuquerque Metropolitan Statistical Area. At less than 45 years old, Rio Rancho is considered the fastest-growing city in New Mexico. The City is strategically located in the northwest quadrant of the MSA and comprises more than 100 square miles of land. The City is just 45 minutes from Santa Fe, the cultural center of the Southwest. Rio Rancho's adjacency to Albuquerque allows it to draw from the largest labor pool in New Mexico — approximately 400,000 workers. The metro area offers a capable and quality workforce to prospective employers.



**Fastest**  
Growing City in  
New Mexico



### RIO RANCHO BY THE NUMBERS (ESRI 2025 Demographics)



**114,160**  
City Population



**42,536**  
Households



**\$110,047**  
Avg. Household Income



**\$69,330**  
Md. Disposable Income



**2,339**  
Total Businesses



**26,418**  
Total Employees

## Rio Rancho is a High-Growth, Underserved Trade Area



**Intel Corporation** is investing **\$3.5 billion** to upgrade and expand its Rio Rancho operations.



- More than **1,000 new homes** in development
- High-income neighborhoods and schools
- Limited land in Albuquerque



**Presbyterian Rust Medical Center** is planning to expand to 1.2 million SF. It's currently 63% complete and 25 years ahead of schedule.



**A commitment to quality of life** with new parks such as A Park Above, Black Arroyo Wildlife Park and Gateway Park



### STRENGTHS

- ↑ Rio Rancho is a business-friendly city
- ↑ Low crime rates
- ↑ Excellent public education system
- ↑ Diverse housing options
- ↑ Growing list of quality-of-life amenities

### CHALLENGES

- ↓ Rio Rancho experiences significant retail leakage of approx. **\$400 million** into the City of Albuquerque.

### OPPORTUNITIES

- ➔ Investors can bridge the gap of needs and retail services in Rio Rancho



OFFERED EXCLUSIVELY BY:



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