

COMMERCIAL FOR SALE



PRIME COMMERCIAL LAND AT CERRILLOS AND AIRPORT

4680 & 4635 SAN IGNACIO ROAD, SANTA FE, NM 87501



SITE

4635 SAN IGNACIO RD LOT B
ZONING: MIXED USE MU
LAND: 1.03 AC ±

SITE

4860 SAN IGNACIO RD LOT A-2
ZONING: C-2 COMMERCIAL
LAND: 6.81 AC ±

SALE PENDING

1 AC. \$625,000 (\$14.34/sf) | 6.8 AC. PENDING \$4,125,000

REA | REAL ESTATE ADVISORS

101d Sun Ave NE Suite 2A
Albuquerque, NM 87109



PRESENTED BY:

TAI BIXBY, CCIM, SIOR

Director
office: (505) 539-3205
cell: (505) 577-3524
tai@tba.team
40315, New Mexico

MICHAEL NELSON

Vice President
office: (203) 489-5453
mnelson@lpc.com

Lincoln

We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.

Vicinity Map

Prime Commercial Land at Cerrillos and Airport



Vicinity Map

Prime Commercial Land at Cerrillos and Airport



PROPERTY HIGHLIGHTS

Listing Price: \$4,750,000 (\$13.90/SF) for both lots

Total Acreage: 7.847 Acres ±



Lot A: 6.811 acres ±

00

C-2
Zoning

Lot B: 1.036 acres ±

\$625,000 (14.34/sf)

Mixed Use Zoning

- Two prime infill sites ripe for commercial development next to San Isidro Plaza.
- Located across the street from regional shopping center Santa Fe Place in an Opportunity Zone.
- Nearby businesses include Lowe's, Sprouts, Best Buy, Albertsons, Target, Starbucks, Ulta, Barnes & Noble, Dillards and more.
- C-2 commercial zoning allows for retail, restaurants, multifamily, hospitality, office, religious, educational, and more.
- Mixed Use (MU) zoning allows for residential, retail, restaurants, office, personal services, studios, wellness, educational, community facilities, and live/work units with the condition that MU zoned land can be developed for residential use with up to 50% commercial space.
- Access available via San Ignacio Road. Close to the busy intersection of Cerrillos Rd (52,000 VPD) and Airport Road (25,000 VPD).
- City water and sewer in place near the lot line. Public utilities available.
- If developed for multifamily housing, this property might qualify for the next round of \$30,000,000 of financing from the NMFA Opportunity Enterprise Housing Development Fund – applications are open on a revolving basis – more info at <https://www.nmfinance.com/opportunity-enterprise-housing-development-revolving-fund/>

TOPOGRAPHIC SURVEY OF LOT A-1 & LOT A-2

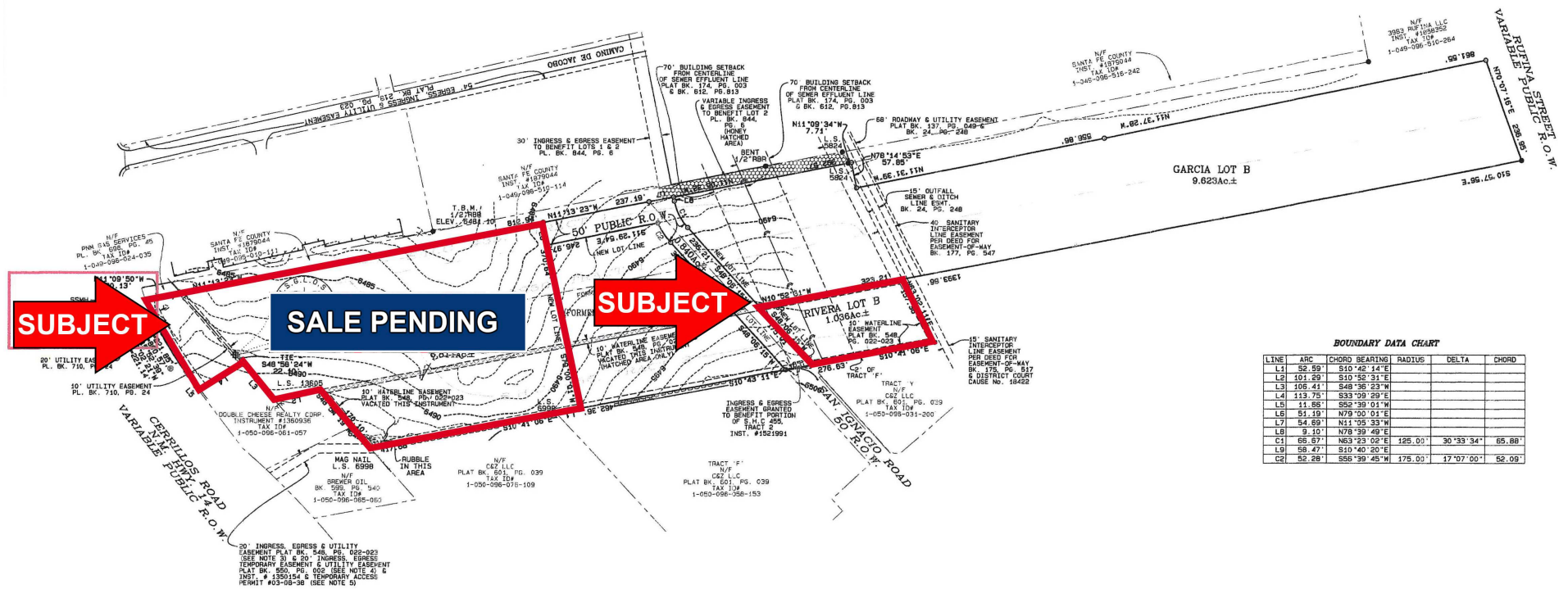
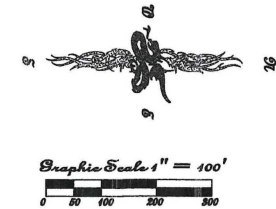
LYING AND BEING SITUATED WITHIN
SECTION 6 & 6, T. 15 N. R. 09 E., N.M.P.M.,
CITY AND COUNTY OF SANTA FE, NEW MEXICO
CONTAINING 21.312 AC. ±

NOTES

1. THIS IS NOT A BOUNDARY SURVEY OR A RIGHT-OF-WAY SURVEY. APPARENT PROPERTY CORNERS, RIGHT-OF-WAY LINES, OR PROPERTY LINES SHOWN HEREON ARE DERIVED FROM RECORD SURVEY PLATS, RIGHT-OF-WAY MAPS, OR DEEDS REFERENCED HEREON AND ARE NOT GUARANTEED OR TO BE RELIED ON FOR THE ESTABLISHMENT OF PROPERTY LINES. PLEASE REFER TO THE PLAT IN NOTE 2 FOR BOUNDARY INFORMATION.
2. BASIS OF BEARING IS PLAT ENTITLED "LOT LINE ADJUSTMENT SURVEY OF PACKARD LOT A & B (N/1/2) RIVERA LOT A" PREPARED BY MICHEL K. NOONAN, N.M.P.L.S. No. 6998, HAVING PROJECT NO. C-2063C, DATED 08/07/19, UNRECORDED PLAT.
3. THESE LANDS LIE WITHIN ZONE "X" AREAS DETERMINED TO BE OUTSIDE THE 0.2% ANNUAL CHANCE FLOOD PLAIN AS PER F-1-1-H, COMMUNITY PANEL NO. 350460394D, DATED JUNE 17, 2008.
4. ELEVATIONS ARE BASED ON AUTONOMOUS GPS OBSERVATIONS OF MEAN SEA LEVEL, AND ARE RELATIVE TO A BENCH MARK (BM) AS SHOWN HEREON.
5. THIS MAP HAS BEEN PRODUCED ACCORDING TO PROCEDURES THAT HAVE BEEN DEMONSTRATED TO PRODUCE DATA THAT MEETS OR EXCEEDS THE MINIMUM STANDARDS FOR SURVEYING FOR A TOPOGRAPHIC MAP COMPILED AT A SCALE OF 1"=100' WITH A CONTOUR INTERVAL OF ONE FOOT.

LEGEND:

- FOUND MONUMENT 1/2" REBAR, UNLESS NOTED OTHERWISE
- SET 1/2" REBAR STAMPED M. NOONAN, N.M.P.L.S. No. 6998
- CONCRETE RETAINING WALL WITH RAILING
- BRICK RETAINING WALL
- UNDERGROUND GAS LINE
- TELEPHONE JUNCTION BOX
- GAS VALVE



BOUNDARY DATA CHART

LINE	ARC	CHORD BEARING	RADIUS	DELTA	CHORD
L1	52.59'	S10°42'34"E			
L2	101.28'	S10°58'31"E			
L3	105.41'	S48°36'23"W			
L4	113.75'	S33°09'29"E			
L5	111.58'	S52°58'01"W			
L6	51.19'	N79°00'01"E			
L7	54.69'	N11°05'33"W			
L8	9.10'	N78°39'49"E			
C1	66.67'	N63°23'02"E	125.00'	30°33'34"	65.88'
L9	58.47'	S10°40'20"E			
C2	52.28'	S56°39'45"W	178.00'	17°07'00"	52.09'

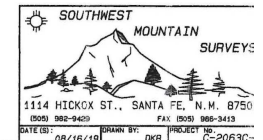
SURVEYOR'S CERTIFICATE

I, MICHEL K. NOONAN, DO HEREBY CERTIFY THAT THE TOPOGRAPHIC SURVEY AS SHOWN HEREON IS AN ACCURATE REPRESENTATION OF A FIELD SURVEY COMPLETED BY ME OR UNDER MY DIRECTION ON AUGUST 10-18, 2019 & SEPTEMBER 23, 2019 AND IS TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF, AND MEETS OR EXCEEDS THE MINIMUM STANDARDS FOR PROFESSIONAL LAND SURVEYORS PRACTICING IN THE STATE OF NEW MEXICO AND NATIONAL MAP ACCURACY STANDARDS.



MICHEL K. NOONAN

N.M.P.L.S. No. 6998



Property Photos

Prime Commercial Land at Cerrillos and Airport



SITE

4680 SAN IGNACIO RD LOT A-2
ZONING: C-2 COMMERCIAL
LAND: 6.81 AC \pm

SITE

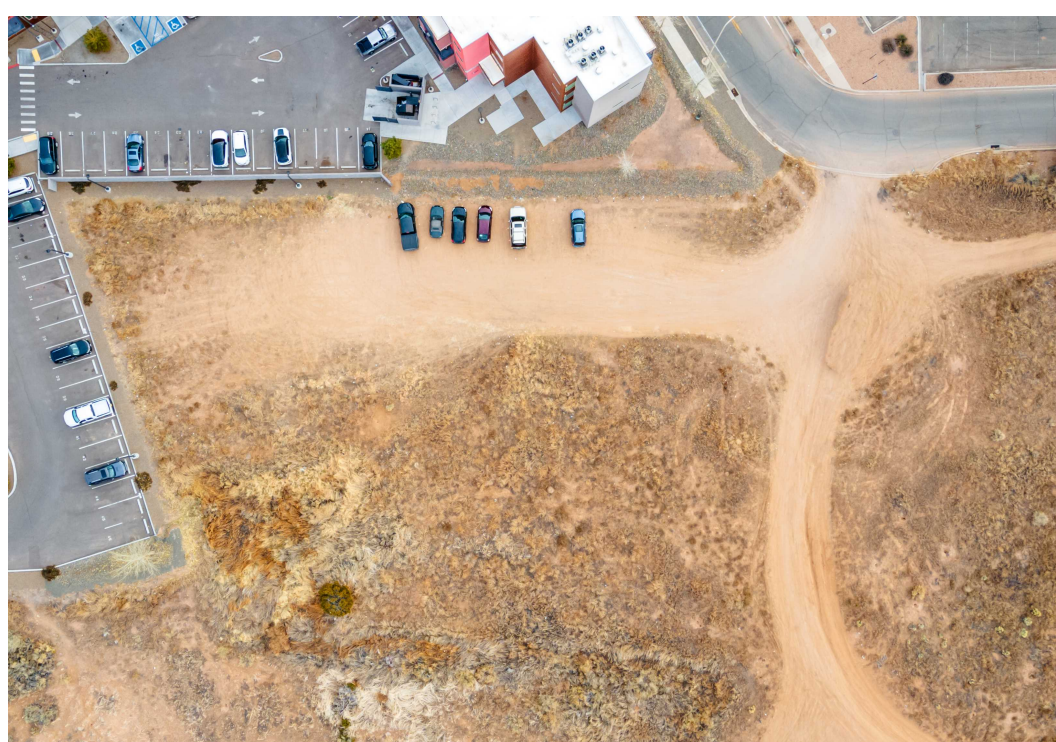
4635 SAN IGNACIO RD LOT B
ZONING: MIXED USE
LAND: 1.03 AC \pm

SALE PENDING



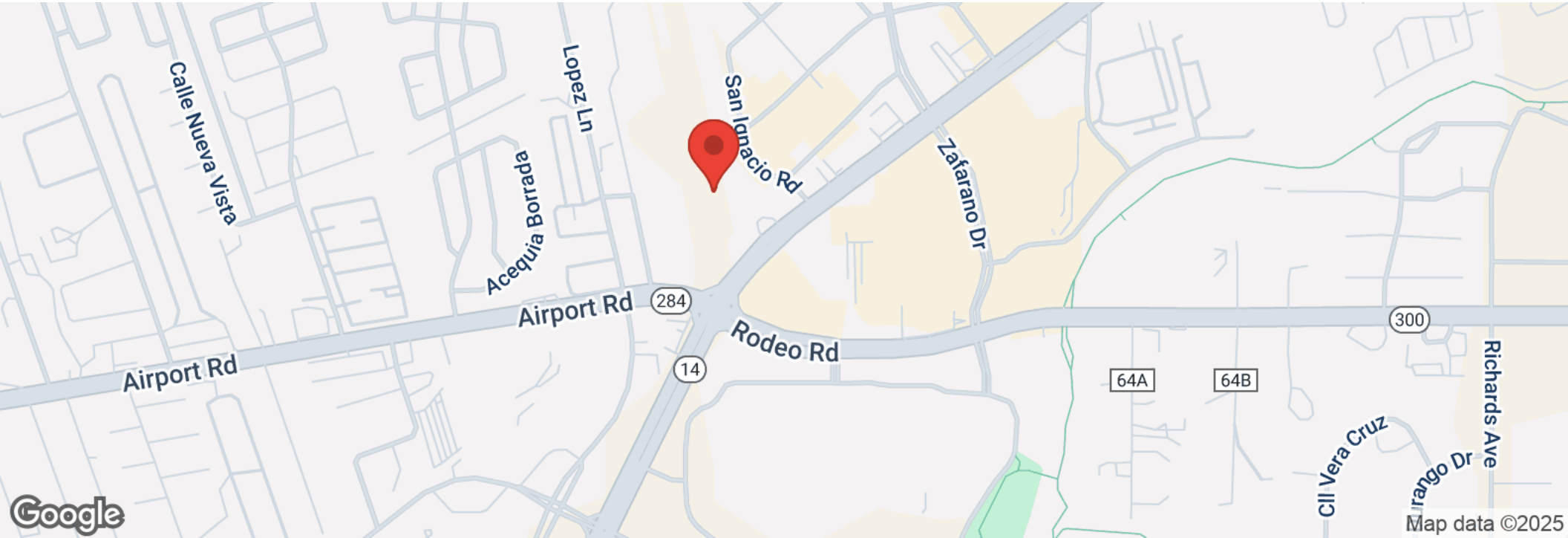
Property Photos

Prime Commercial Land at Cerrillos and Airport



Location Maps

Prime Commercial Land at Cerrillos and Airport



SANTA FE

Market Area Assessment

THE OLDEST CAPITAL CITY IN THE UNITED STATES

At the foothills of the Sangre de Cristo Mountains sits the State Capitol of New Mexico, Santa Fe. Founded in 1610, in beautiful and historic northern New Mexico, Santa Fe has become a cultural hub for its art galleries, museums, rich history and picturesque landscape. Living up to its moniker “The City Different” for distinct culture and arts, it attracts international tourism (two million visitors a year) to its 250 plus galleries, over a dozen museums, the largest juried Native art show in the world, one-of-a-kind cuisine and over 320 sunny days a year, all while surrounded by pristine nature. Santa Fe is home to the State Capital and major government facilities, the city’s top economic generator. It is also a commuter city for the Los Alamos National Laboratory (LANL). The federal government recently increased LANL’s budget to \$5 Billion and plans to add an additional 2,000 employees to its current workforce of 17,000. Santa Fe’s medical community is well respected in the Southwest and is ever-growing, adding an \$80mm, 72,000 sf regional oncology center. The MSA is home to Saint John’s College, Santa Fe Community College, the Institute of American Indian Arts and Northern New Mexico College which house a student population of around 9,200.

#1 small city of “Best Places to Live and Work as a MovieMaker.”
- MovieMaker Magazine’s 2023 list

#2 Best Small Cities in the U.S. - 2023 Reader’s Choice Awards

#1 City for Women-Owned Business - Nerd Wallet

The 24 Best Places to Go in 2024 - Conde Nast Traveler

DEMOGRAPHICS OF THE SANTA FE AREA

155,664

Estimated Population



\$72,544

Median Household Income



3.16%

Population Growth/Year



48.5

Median Age



68,497

Employees



4,790

Businesses in Santa Fe





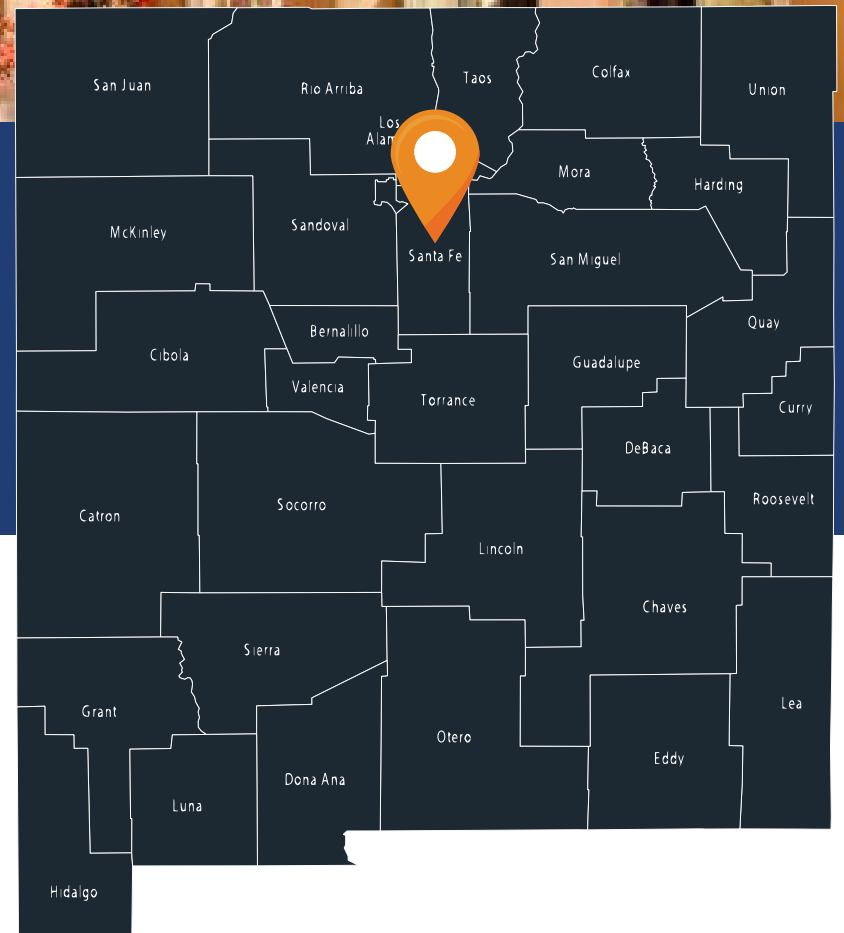
TOP 10 EMPLOYERS

- | | |
|--|-------------------------------|
| 1. State of New Mexico Government | 7. Thermo Bioanalysis |
| 2. Cristus St. Vincent Hospital | 8. Sante Fe Opera (Seasonal) |
| 3. Presbyterian Medical | 8. Walmart |
| 4. National Laboratories (Sandia & Los Alamos) | 9. Sante Fe New Mexican |
| 5. City of Santa Fe | 10. Meow Wolf Arts Collective |
| 6. Santa Fe County | |

A TOURIST DESTINATION

Santa Fe is the 3rd Largest Art Market in the United States after New York and Los Angeles.

A half-mile stretch of Santa Fe's Canyon Road has more than 100 galleries, boutiques, and restaurants "making it the world's densest concentration of art galleries". FourSeasons.com





Tai Bixby, SIOR, CCIM

Tai has joined Real Estate Advisors Santa Fe Division with over 16 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.

Tai Bixby

Director

O: (505) 577-3524

M: (505) 577-3524

tai@tba.team

1227 Paseo de Peralta

Santa Fe, NM 87501

NMREL - 40315

PROFESSIONAL AFFILIATIONS/ACCREDITATIONS

- Society of Industrial and Office Realtors (SIOR)
- Certified Commercial Investment Member (CCIM)
- Commercial Association of Realtors (CARNM)
- Santa Fe Association of Realtors (SFAR)
- New Mexico Association of Realtors (NMAR)

Disclaimer

Prime Commercial Land at Cerrillos and Airport



All materials and information received or derived from REA | Real Estate Advisors its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither REA | Real Estate Advisors its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. REA | Real Estate Advisors will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. REA | Real Estate Advisors makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. REA | Real Estate Advisors does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by REA | Real Estate Advisors in compliance with all applicable fair housing and equal opportunity laws.