

Valencia Storage and MHP
3149 New Mexico 47
LOS LUNAS, NM 87031

Price: \$3,000,000



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EXECUTIVE SUMMARY

Purchase Price, Points and Closing Costs	\$3,000,000
Investment - Cash	\$3,000,000

Purchase Price	\$3,000,000
Price per SF	\$115.50

Cash-on-Cash Return Before Taxes	7.09%
Debt Coverage Ratio	N/A
Capitalization Rate	7.09%
Gross Income / Square Feet	\$12.05
Gross Expenses / Square Feet	(\$3.86)
Operating Expense Ratio	32.07%

Gross Scheduled Income	\$312,947
Total Vacancy and Credits	\$0
Operating Expenses	(\$100,347)

Net Operating Income	\$212,600
Debt Service	\$0

Cash Flow Before Taxes	\$212,600
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PROPERTY SUMMARY



Lot Size: 7.58 Acres
Price: \$3,000,000
Property Type: Self-Storage & Mobile Home Park (Mixed Use)
Location: Highway 47 corridor, Los Lunas (between Los Lunas)
Self-Storage: 198 Units (5'x8' to 20'x50')
Self-Storage Occupancy: 68%
Mobile Home Lots: 17 Large Lots
Lots Occupancy: 100%

Additional Income: 2 open parking spaces
Access & Security: Recently updated; Fully fenced (6' steel picket), gated entry (keypad/card), surveillance cameras, on-site manager
Exposure: Approx. 9,800 vehicles per day (2024) with strong visibility along Highway 47
Growth Upside: Lease-up potential on storage units and proximity to planned river crossing and I-25 access (± 1 mile north)
Utilities: Private water system, regularly tested to meet NM health standards

Valencia Storage & MHP is positioned along Highway 47, between Los Lunas and Tome—an established growth corridor within Valencia County. The property benefits from strong visibility and consistent traffic counts of approximately 9,800 vehicles per day (2024), providing steady exposure along this primary north-south route. The close proximity to University of New Mexico Valencia Campus, a key institutional driver in the area, adds stability, ongoing residential demand and economic activity, all key drivers for the storage business.



Valencia Storage & MHP is a well-maintained mixed-use asset located along Highway 47 in Los Lunas, positioned between Los Lunas and Tome. The property is poised to benefit from the Rio Grande river crossing currently under construction, approximately one mile north, enhancing future access and growth.

The site includes 198 self-storage units ranging from 5'x8' to 20'x50', two open parking spaces, and 17 large mobile home lots. The mobile home lots are fully occupied, while the storage component is approximately 68% occupied, offering lease-up potential.

The property is fully fenced with controlled access, multiple security cameras, and an on-site manager. It is served by a private water system that is regularly tested to meet New Mexico health standards.

A stable asset with in-place income and clear upside in a growing corridor.

Los Lunas is a friendly, pro-development community located 20 minutes from downtown Albuquerque, 15 minutes from the International Sunport and easily accessed off the major I-25 interstate that runs north and south through the state of New Mexico.

Over the past 40 years, Los Lunas has had a population increase of over a thousand percent making us one of the fastest growing communities in New Mexico with 17,000 strong. This is no doubt due to our ease of doing business where not only do we offer competitive incentives but we proudly boast a fast, 2-4-week maximum approval process for commercial and residential plans as well as building permits. Just ask Meta (Facebook), Niagara Bottling, Wall Colmonoy, Fresenius Kidney Manufacturing, Accurate Machine & Tool or any of our other economic-base companies and national retailers. We might look like a small community but with over 2,000 acres of available commercial land across three business parks with direct access to two major interstates, there are big possibilities to be had here.

(Information from Albuquerque Regional Economic Alliance.)

TRAILING 12 MO. INCOME-EXPENSE

Description	Actual	Per SF	Market	Per SF
Gross Potential Rent	\$312,947	\$12.05	\$397,149	\$15.29
- Less: Vacancy	\$0	\$0.00	(\$47,658)	(\$1.83)
Effective Gross Income	\$312,947	\$12.05	\$349,491	\$13.46

Description	Actual	Per SF	Market	Per SF
Administrative	\$2,829	\$0.11	\$2,829	\$0.11
Bank & CC Fees	\$8,832	\$0.34	\$8,832	\$0.34
Insurance	\$15,166	\$0.58	\$15,166	\$0.58
Payroll-Manager	\$39,826	\$1.53	\$39,826	\$1.53
Misc-Software	\$4,062	\$0.16	\$4,062	\$0.16
Repairs & Maintenance	\$9,464	\$0.36	\$9,464	\$0.36
Taxes - Real Estate	\$11,596	\$0.45	\$11,596	\$0.45
Utilities	\$8,572	\$0.33	\$8,572	\$0.33
Utility - Other	\$0	\$0.00	\$3,010	\$0.12
Total Expenses	(\$100,347)	(\$3.86)	(\$103,357)	(\$3.98)
Net Operating Income	\$212,600	\$8.19	\$246,134	\$9.48

TRAILING 12 MO. INCOME-EXPENSE



Price	\$3,000,000
Tenants	4
RSF	25,973
Price/RSF	\$115.50
Lot Size	7.58 acres
Floors	1
Cap Rate	7.09%
Market Cap Rate	8.2%

Tenant	Actual	Market
Storage Units	\$189,116	\$267,228
MH Lot Rent	\$113,395	\$118,920
Parking Rent	\$995	\$1,560
Other Income	\$9,441	\$9,441
Totals	\$312,947	\$397,149

Description	Actual	Market
Gross Potential Rent	\$312,947	\$397,149
- Less: Vacancy	\$0	(\$47,658)
Effective Gross Income	\$312,947	\$349,491
- Less: Expenses	(\$100,347)	(\$103,357)
Net Operating Income	\$212,600	\$246,134

Description	Actual	Market
Total Expenses	\$100,347	\$103,357
Expenses Per RSF	\$3.86	\$3.98

Actual income is Trailing 12 Months. Current occupancy of the storage units is at 68%.

ANNUAL PROPERTY OPERATING DATA

Income	
Rental Income	\$312,947
Gross Scheduled Income	\$312,947
Gross Operating Income	\$312,947
Expenses	
Administrative	(\$2,829)
Bank & CC Fees	(\$8,832)
Insurance	(\$15,166)
Payroll-Manager	(\$39,826)
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Repairs & Maintenance	(\$9,464)
Taxes - Real Estate	(\$11,596)
Utilities	(\$8,572)
Total Operating Expenses	(\$100,347)
Operating Expense Ratio	32.07%
Net Operating Income	\$212,600

PROPERTY PHOTOS



PROPERTY PHOTOS

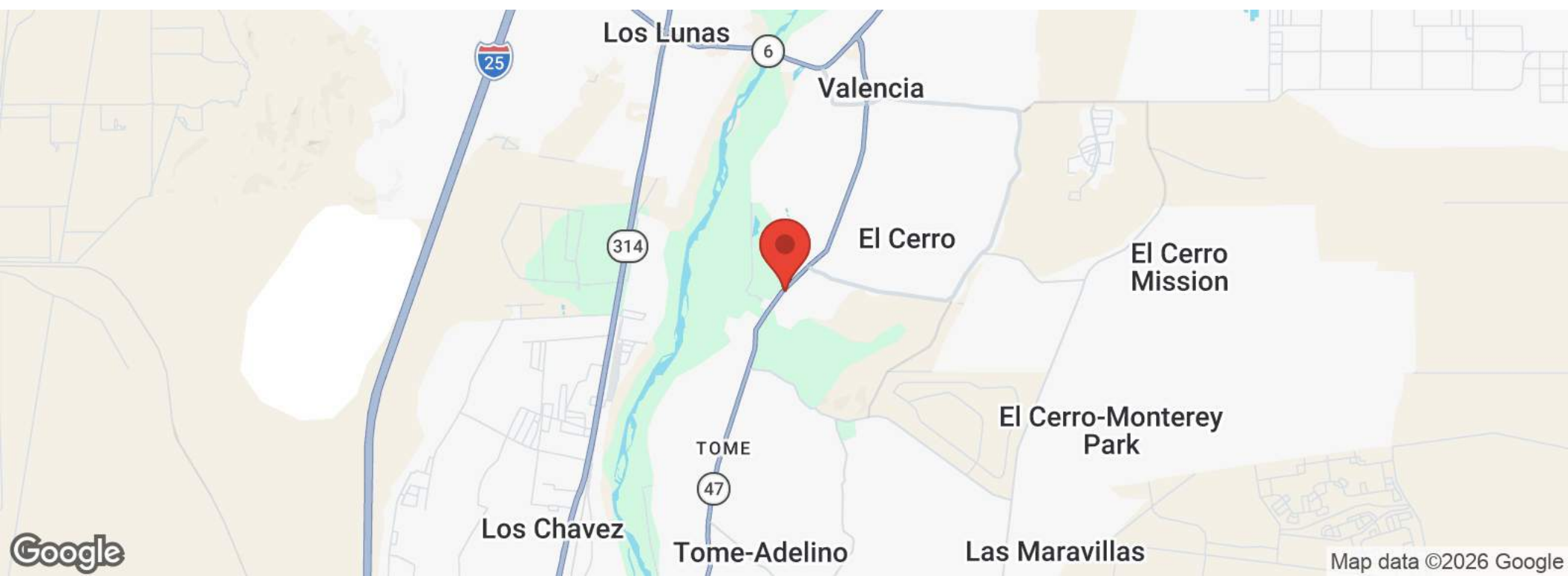
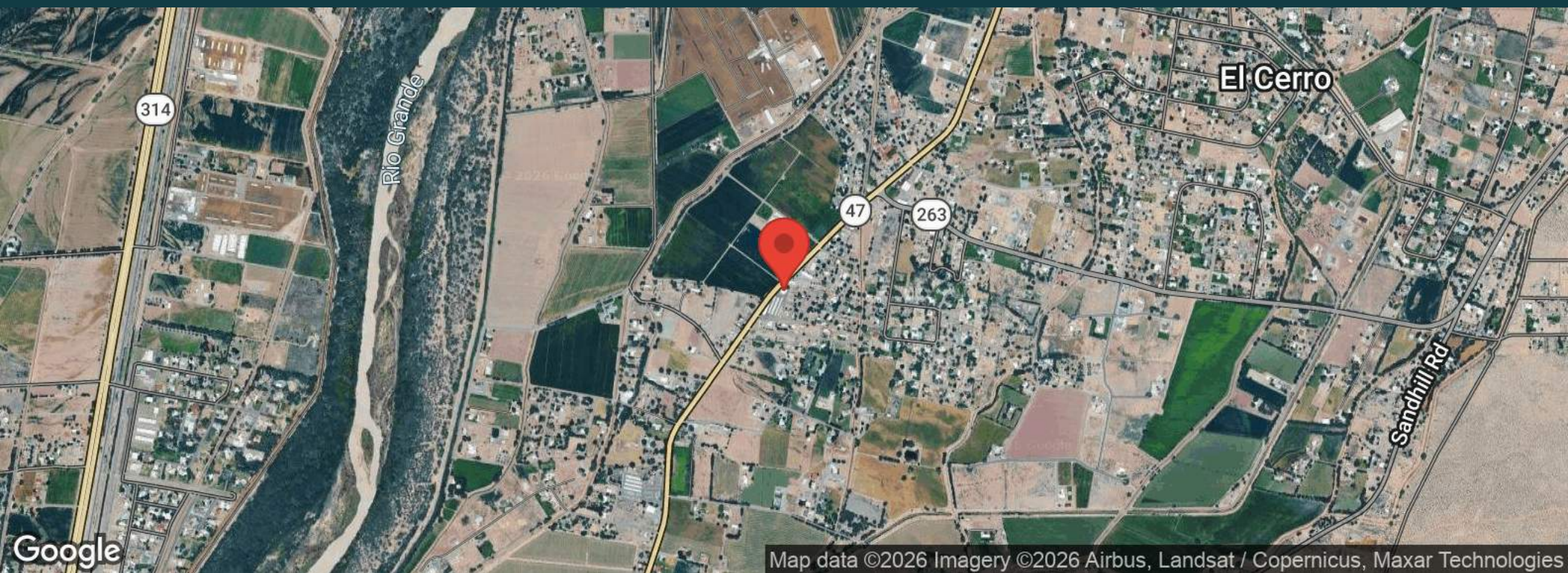




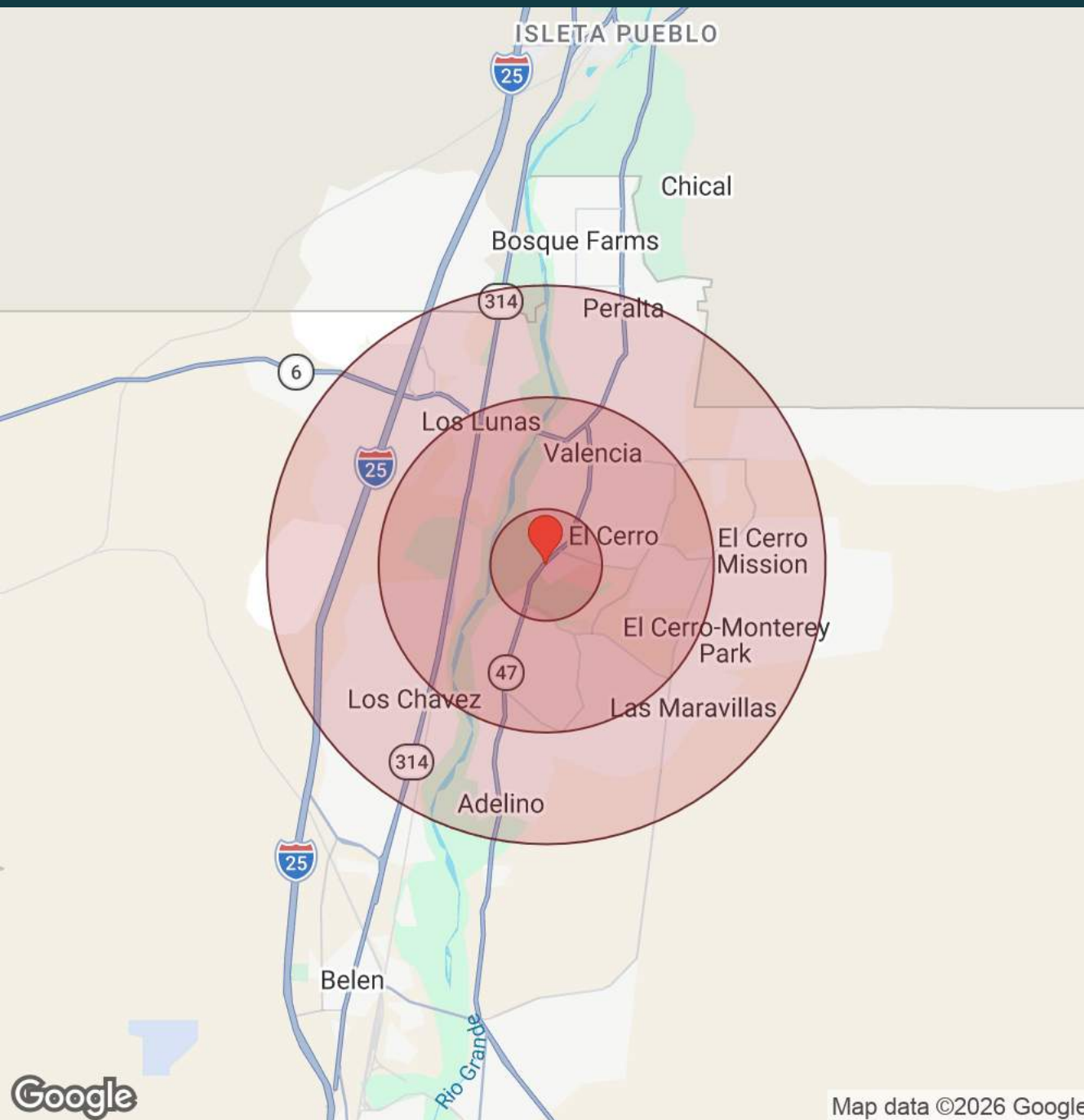
REGIONAL MAP



LOCATION MAPS



DEMOGRAPHICS



Distance: ● 1 Mile ● 3 Miles ● 5 Miles

Male	665	8,458	23,559
Female	632	7,739	22,050
Total Population	1,297	16,197	45,611

Total Units	545	6,412	17,581
Occupied	509	5,986	16,533
Owner Occupied	426	4,619	12,984
Renter Occupied	83	1,367	3,549
Vacant	35	426	1,048

Ages 0 - 14	233	2,886	8,096
Ages 15 - 24	159	2,017	6,090
Ages 25 - 54	439	6,077	17,723
Ages 55 - 64	198	2,111	5,549
Ages 65+	269	3,105	8,150

Median	\$88,772	\$62,551	\$70,914
Under \$15k	30	630	1,620
\$15k - \$25k	42	409	991
\$25k - \$35k	39	663	1,385
\$35k - \$50k	37	736	1,789
\$50k - \$75k	67	916	2,895
\$75k - \$100k	74	782	2,279
\$100k - \$150k	133	1,148	3,170
\$150k - \$200k	24	311	1,094
Over \$200k	64	393	1,310



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Professional Background:

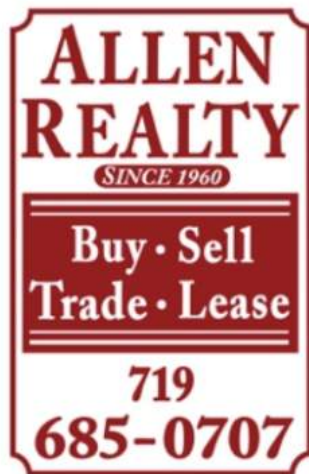
Tim House serves as President for Team Southwest CRE, overseeing a small group of specialized and dedicated advisors. Tim specializes in investment properties with an emphasis on NNN, REO, and value-added opportunities in the Albuquerque and Santa Fe, New Mexico market, and nationally. With an extensive commercial real estate background, covering more than 25 years, House is experienced in acquisitions and dispositions with complex transactions. Before entering the real estate field, he was a general contractor completing a wide variety of tenant improvements, light commercial and apartment projects.

House's clients range from Wells Fargo Bank, N.A., City National Bank, Farm Credit Bank of Texas, GE Capital, U.S. Bank, Aurora Bank Commercial Services, Perfection Honda, Santa Fe Harley-Davidson, and Indian Motorcycle, to Chapter 7 Bankruptcy Trustees, developers, and high net worth investors with varied requirements. He assists his clients with the complexities of financing, value-added properties, zoning issues, and the process necessary to reap the advantages of tax-deferred exchanges.

House is an active part of the commercial real estate community. He is Past President of the Commercial Association of Realtors of New Mexico (CARNM). He serves on the Professional Standards Committee and is a trustee for the Real Estate Community Political Action Committee (REPAC), and member of ICSC.

Education:
University of New Mexico

Memberships:
Commercial Association of Realtors of New Mexico (CARNM), Society of Exchange Counselors (SEC), and ICSC.

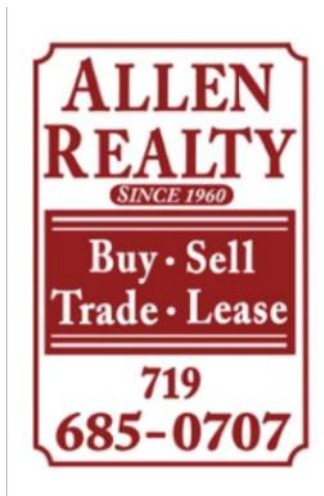


Blake Allen is the owner and employing Broker of Allen Realty, based in Manitou Springs, Colorado. He has held a real estate license for over 30 years. Learning the business from his father, Paul Allen, Blake has been involved in real estate transactions as long as he can remember. Blake has found his true passion in finding creative real estate solutions for his clients.

Blake is a member of the National Council of Exchangers which has bestowed upon him the Equity Marketing Specialist Designation since 2007. He is the past President of the Pike's Peak Exchangers as well as Past President of the Colorado Creative Marketing Exchange, his state exchange organization.

He is a past President of the Colorado/Wyoming CCIM Chapter and is the 2025 President for NCE. Blake has been on the Board of Directors for the National Council of Exchangers since 2018. Blake received the CCIM designation for Commercial Real Estate in October 2019. In 2024,

Blake Allen became a member of the Society of Exchange Counselors.



Michael Nicks is co-owner of Allen Management LLC. He has been practicing real estate since 2022 and doing property management since 2013.

He focuses on equity marketing to determine clients' needs and priorities to determine the best way to create opportunities and grow their real estate investment. Prior to real estate, Mike utilized his Environmental Sciences degree as Executive Director at the Urban Farm.

He also spent 20+ years in clinical science, supported by his PhD in Clinical Science.

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