MCMAHON & UNIVERSE - VACANT LAND - DEVELOPMENT OPPORTUNITY

FOR SALE

McMahon & Universe Blvd.
Albuquerque, NM 87114

Coldwell Banker Commercial
Las Colinas

April Ager
Real Estate Consultant

CoStar POWER BROKER

505-269-5771 Mobile
AprilA@CBCWorldWide.com

4801 Lang Ave NE, Suite 200A, Albuquerque, NM 87109

MCMAHON & UNIVERSE- VACANT LAND- DEVELOPMENT OPPORTUNITY

THE PROPERTY

McMahon & Universe- Vacant Land
McMahon & Universe
Albuquerque, NM 87114

PROPERTY DETAILS

Assisted living facility or high density apartments are just a few of the possibilities in the rapidly growing area of Albuquerque, in the latest master planned community of Paradise West.

PROPERTYSPECIFICATIONS

Property Type:	Vacant Land
Land:	+/- 6.01 acres (+/- 261,796 SF)

PRICE

Sale Price:	$1,045,440 - $1,176,120
Price/SF:	$4.00 -$4.50

Seller Financing Available to Qualified Buyer

LOCATION INFORMATION

Property is across from the newest CNM campus and is less than 3 miles south of the 66 acres PRESBYTERIAN RIO RANCHO MEDICAL CENTER

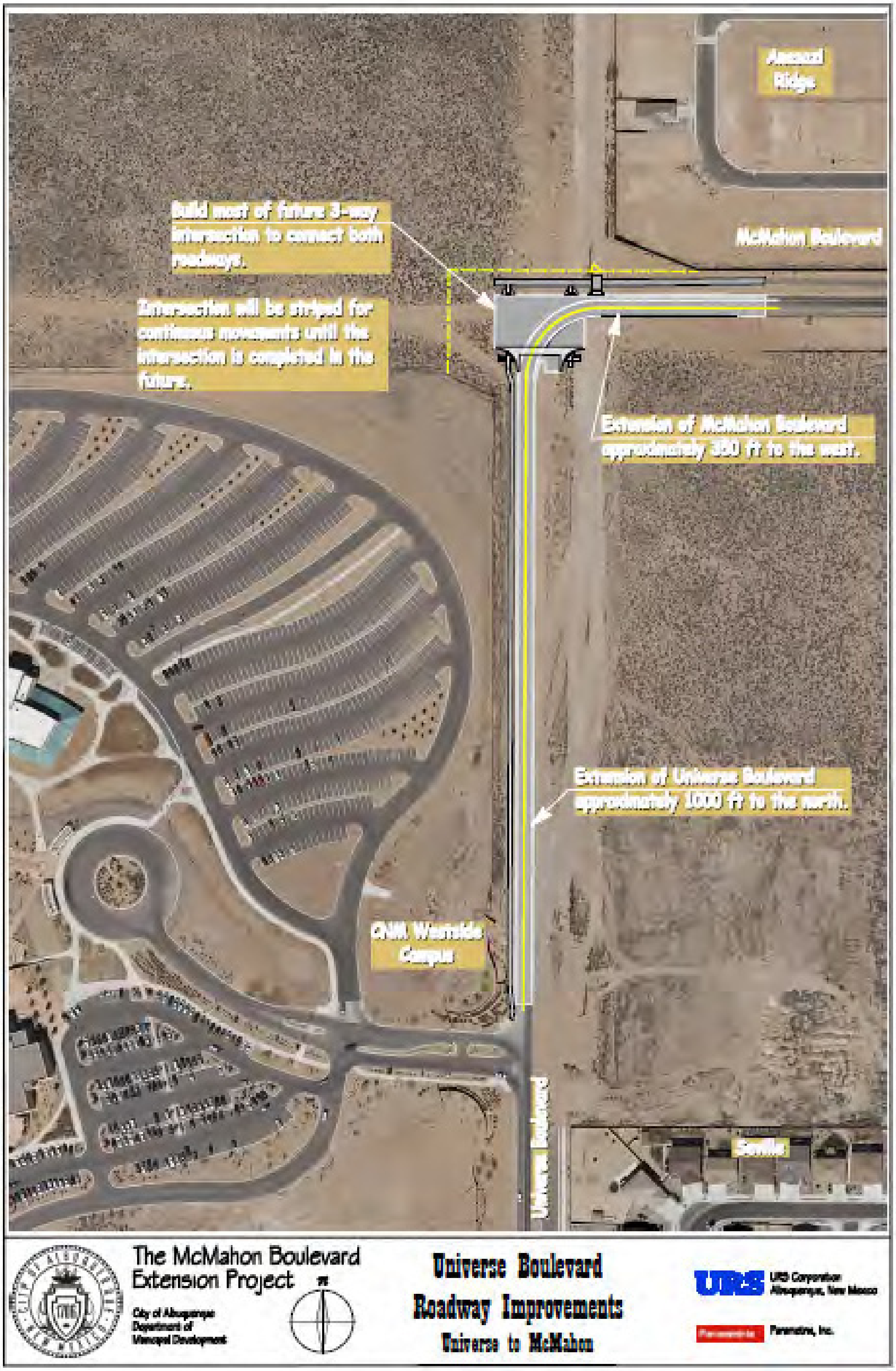
McMahon CPD: +/- 12,000

Universe CPD: +/- 12,700

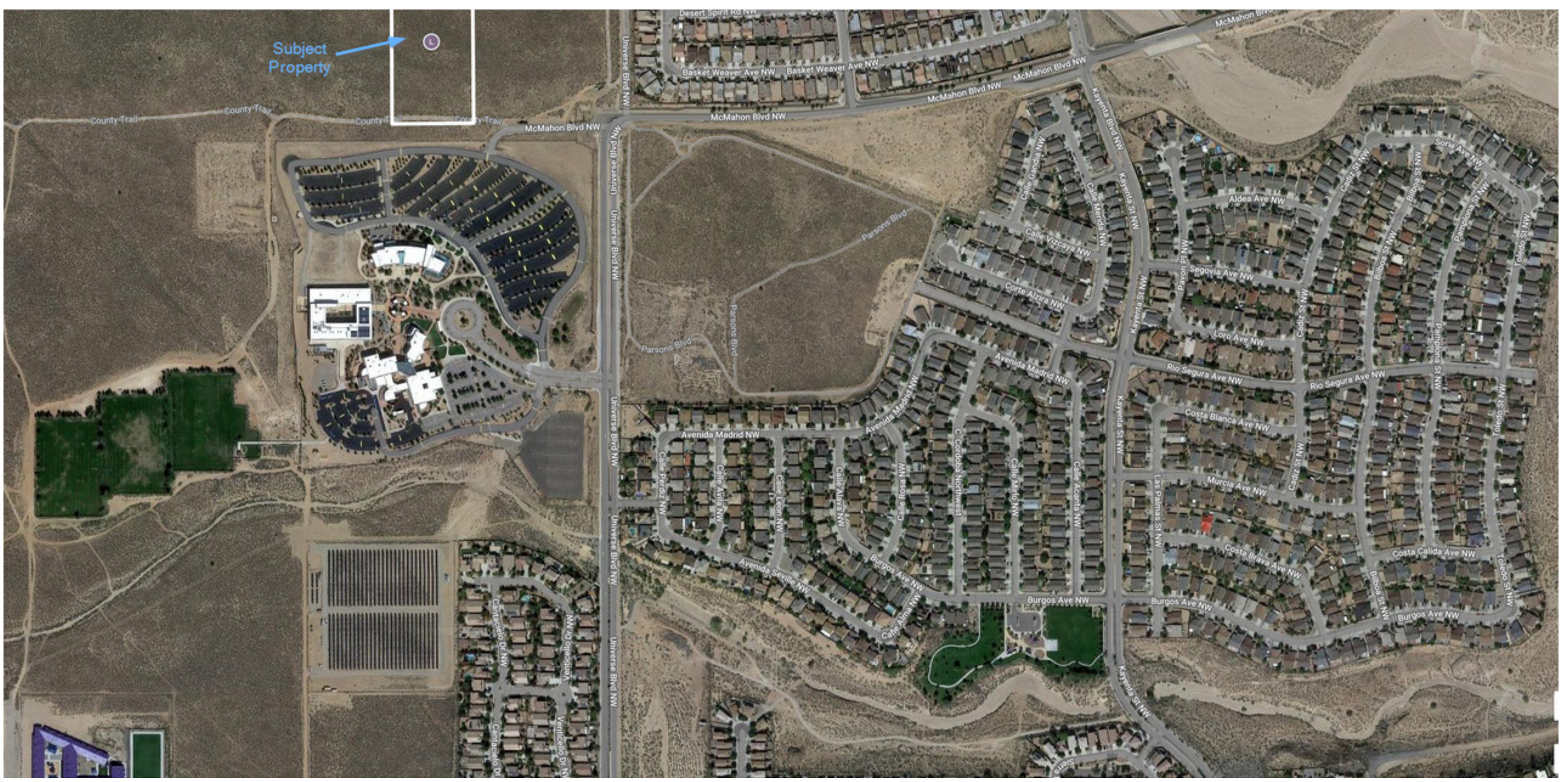
THIS IS AN EXCELLENT OPPORTUNITY FOR MUH DEVELOPMENT

MCMAHON & UNIVERSE- VACANT LAND- DEVELOPMENT OPPORTUNITY

PROPERTY OVERVIEW

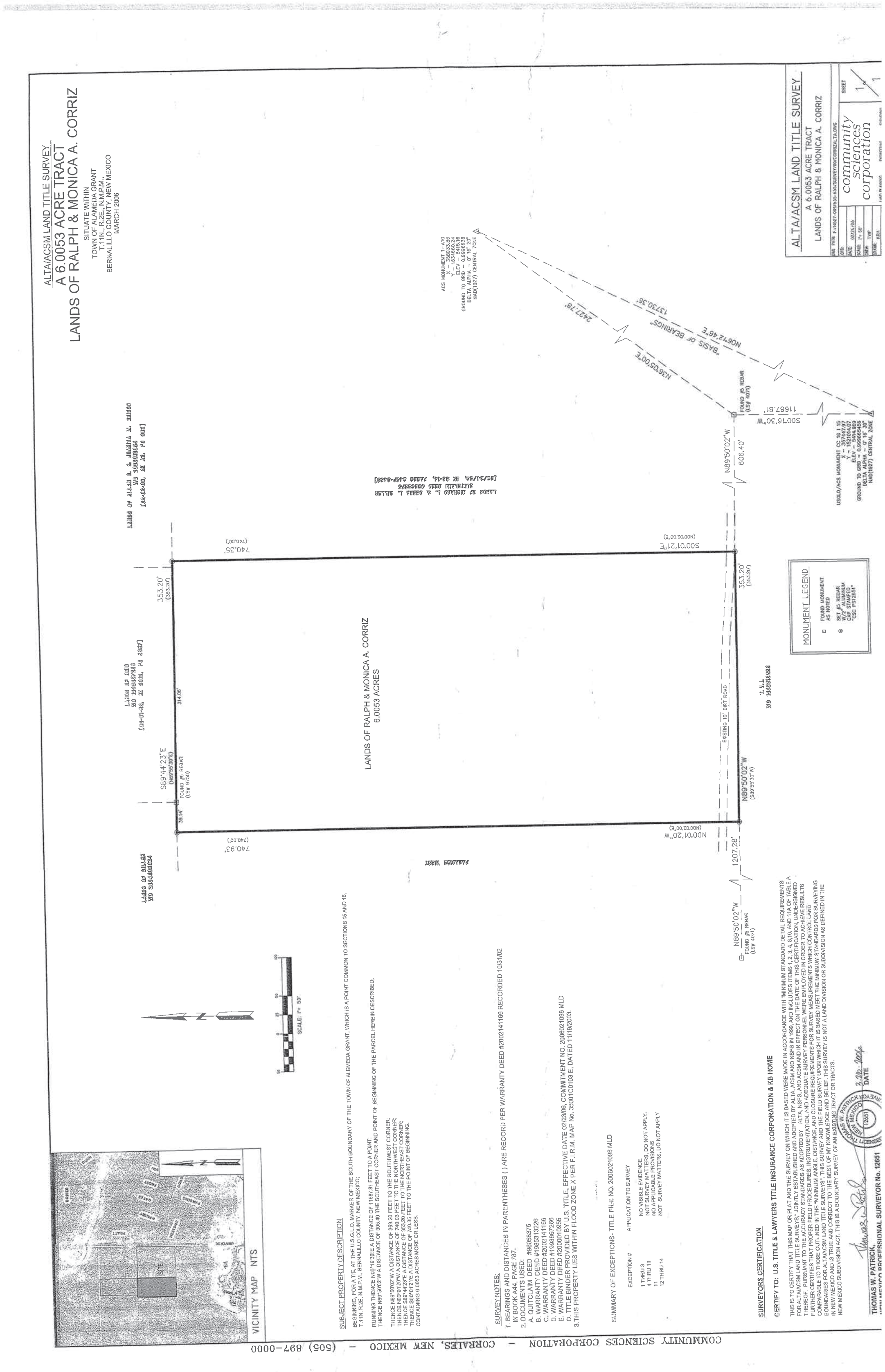


PROPERTY PHOTOS



MCMAHON & UNIVERSE- VACANT LAND- DEVELOPMENT OPPORTUNITY

SURVEY



MAP

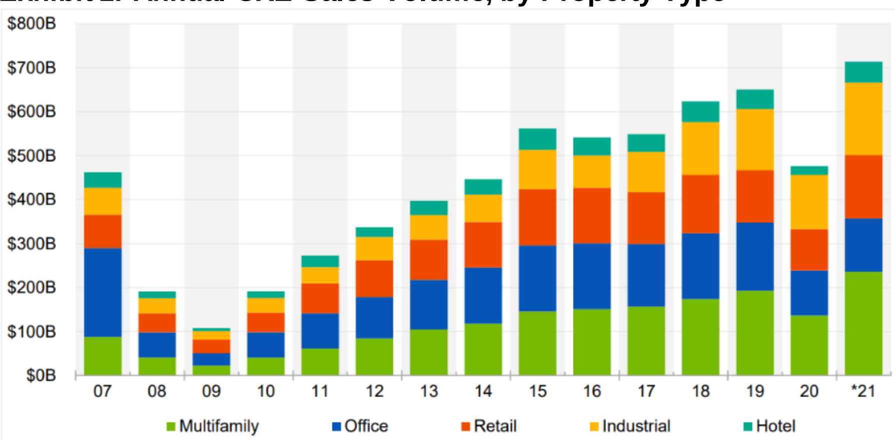

Subject Property
Universe Blvd NW
McMahon Blvd NW
Los Cantos Ave
Nardos Rd
Carmona Rd
Esmeralda Dr
Saltillo St
Nueva Espana Rd
Ancients Rd
Desert Spirit Rd
+/- 12,000 CPD
MicroPure
Kayenta St
Soria Ave
Aldea Ave
Segovia Ave
Rio Segura Ave
CNM
Central New Mexico Community College
+/- 12,700 CPD
Universe Sports Park
Avenida Madrid
Calle Acanta
Murcia Ave
Bilboa St
Pamplona St

2022 OUTLOOK: EXPECT ANOTHER STRONG YEAR

Strong fundamentals fueled by stable cash flows and pent-up demand

While rents were pressured early in the COVID-19 pandemic as tenants returned space to the market and delayed new leases, the economy came roaring back in 2021 with 18.5M jobs (out of 22.4M lost during the pandemic according to the Bureau of Labor Statistics) - contributing to confidence in the property market and helping to push commercial property values to a 15-year high in the third quarter. 2021 transaction volumes rose 55% over 2020 and were 15% above 2019, led by multifamily, life-science, warehouse and distribution properties.

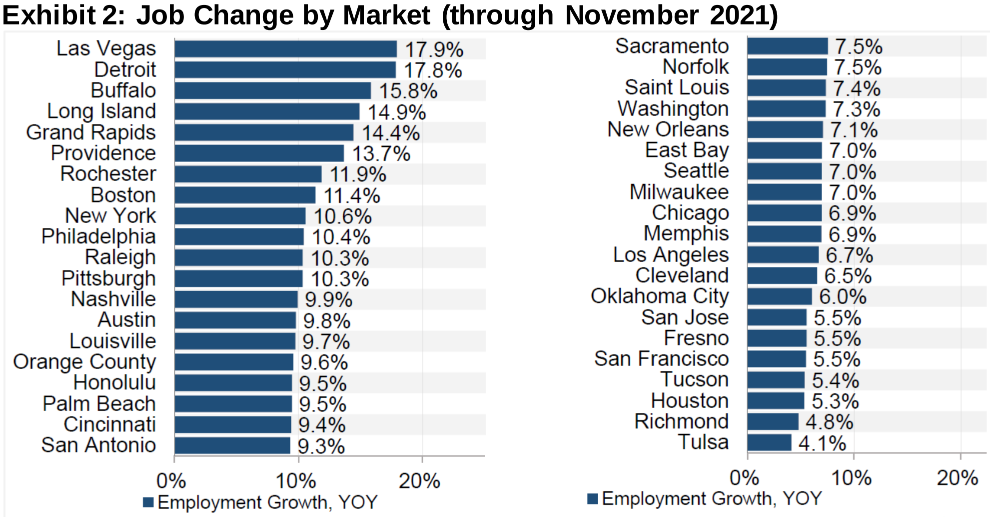
Exhibit 1: Annual CRE Sales Volume, by Property Type



Source: Costar (YTD as of December 8, 2021)

Fundamentals are strong Corporate relocations, local business expansions and an influx of new residents have fueled job growth and demand for commercial real estate space in secondary markets. Investable funds are piling up and waiting to be deployed as investors find it challenging to identify product to acquire.

Exhibit 2: Job Change by Market (through November 2021)

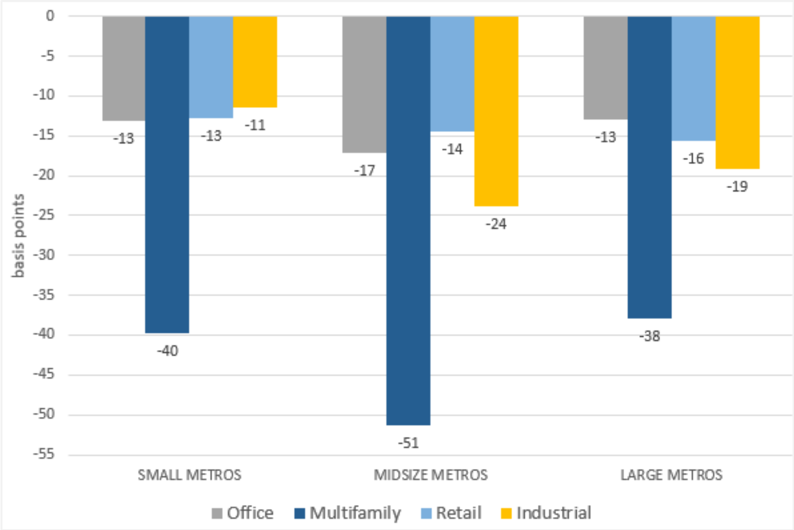


Source: Bureau of Labor Statistics, Oxford Economics, Costar

For the year ahead, we expect CRE activity to continue at a healthy clip, as investors capitalize on rising rents and demand for space. While deal flow for Class A office properties is starting to pick up in major metros (Seattle, D.C., L.A., San Francisco, New York), focus on smaller markets experiencing population and employment growth will continue to be front and center. The key challenge that buyers will face this year is deciding if there is enough rent growth to justify extremely low cap rates. For sellers the question is, what to do with the money if they sell now.

Core Trends Cap rates in popular Sun Belt and secondary markets have come down to the 2% to 4% level, creating some of the tightest spreads between coastal and non-coastal markets for popular industrial and multifamily properties.

Exhibit 3: Cap Rate Change from 1Q20 (pre-pandemic)

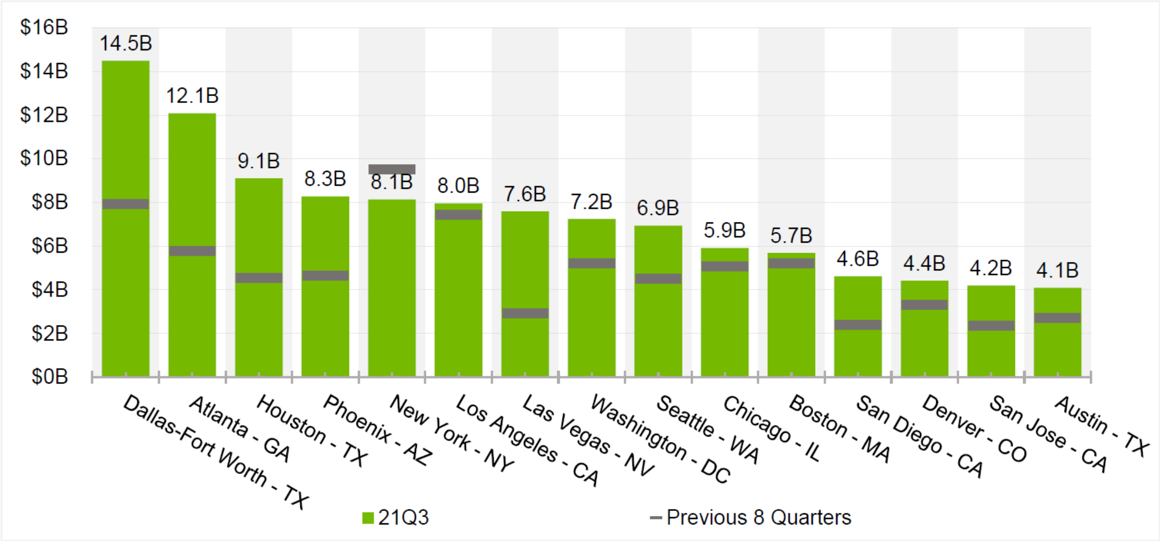


Source: CBC Research, ISN, US Census Bureau (2015-2020), CoStar

Investors who rarely ventured outside of their preferred geographies pre-pandemic are now looking at properties across the country and considering all of it "fair game". For example, West Coast developers are looking to cross into markets like Montana, Boise, Las Vegas and Arizona.

Institutional investors are building industrial spec properties across the South and Midwest where rents have increased significantly. Retail landlords are readily signing short-term leases for high-credit tenants and essential businesses. 1031 exchange buyers are paying premiums for triple-net assets to lock in deals. Demand for residential development land, particularly build-to-rent communities, is intensifying. And small private investors are looking to buy anything with the most potential for growth. Outside of rural land, our commercial professionals are seeing very steady cash flows streaming in almost every sector.

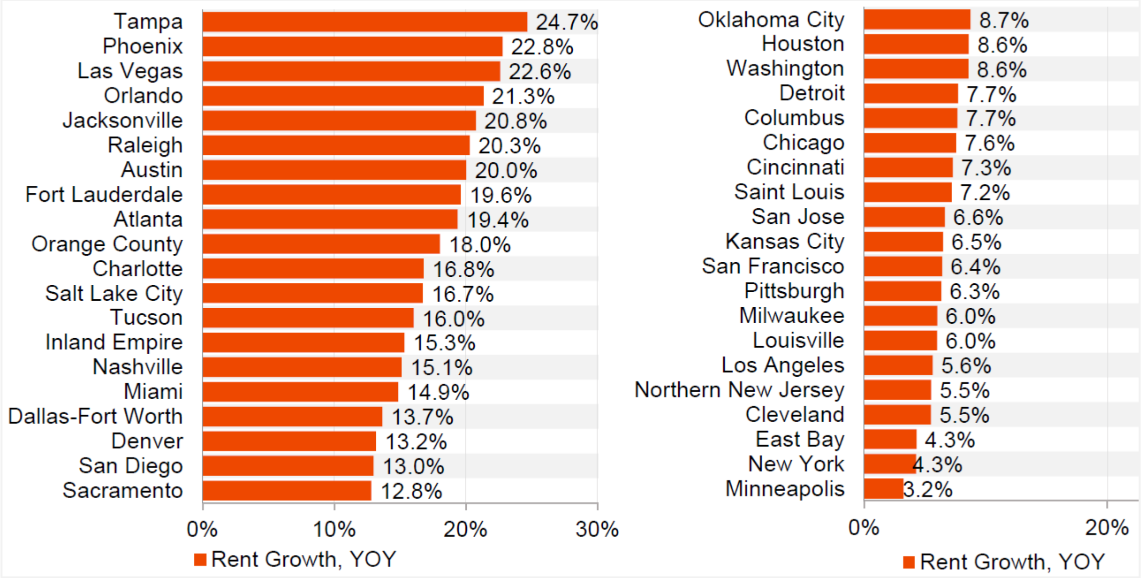
Exhibit 4: CRE Sales Volume & Investment Surge, by Market



Source: CoStar (includes Multifamily, Office, Retail, Industrial, Hotel)

Build-to-Rent is the new Multifamily Build-to-rent single family homes have prominently made its way into many secondary markets. The pandemic-driven demographic shift away from crowded cities have led investors and developers to aggressively go after the growing demand for this product across all age groups - oftentimes buying out tracts of land at prices only they could afford. Build-to-rents not only provide another channel for more homes, they also offer a better value proposition over multifamily buildings with higher-quality renters that turnover less frequently and can better absorb rent increases. Expect demand for land to grow further this year as it is a vital piece of the BTR process.

Exhibit 5: Multifamily Rent Growth, by Market



Source: CoStar data through December 2021
Note: Includes markets with 75K+ units inventory.

Essential Retail and Industrial Small neighborhood centers anchored by grocery, QSRs and big box stores have seen very steady business and excellent survival rates throughout the pandemic. Retail demand has been particularly strong in "A" locations where the demographics are the least impacted by inflation and housing rental rises. Many local downtowns are undergoing revitalization projects that will bring in a stronger customer base and higher-quality tenants. To meet rising consumer demand, retail giants (like Amazon and Dollar General) have been building new properties in popular tertiary markets and those leasing warehouses in the bigger metros are seeing bidding wars. Industrial parks along interstate highways key for distribution are having to expand as they face zero vacancies. The compounding forces of e-commerce and COVID-19 variants will continue to make products such as essential retailers, QSRs with outdoor seating, and last-mile distribution facilities preferred investment vehicles.

Exhibit 6: Industrial Rent Growth, Top Markets

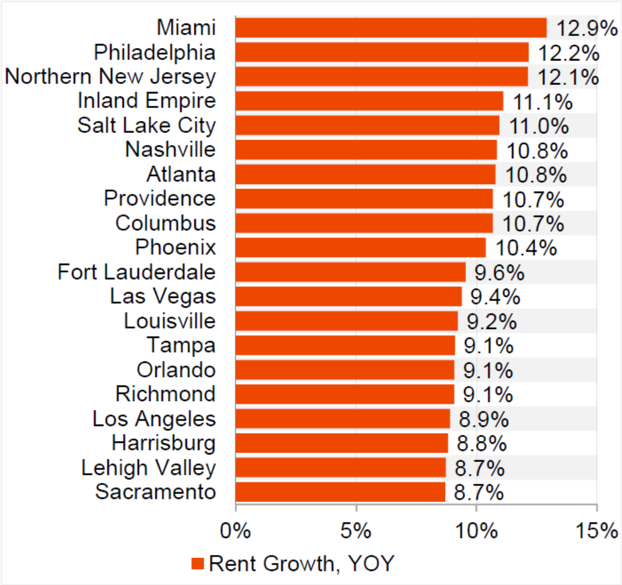
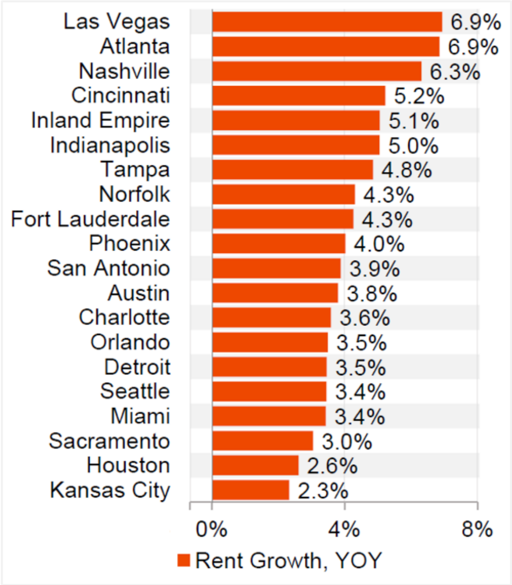


Exhibit 7: Retail Rent Growth, Top Markets



Source: CoStar data through December 2021
Note: Includes markets with 100M+ SF inventory.

Big office occupiers waiting on large-scale return While most tertiary markets never saw a downturn in office demand, high-rise leasing activity remains very weak across the country. Landlords are keeping rents high but offering generous concessions. With most people still working from home, a lot of companies have paused leasing decisions except those with pending expirations. While some firms are taking advantage of the weak market to upgrade their space, many are downsizing their footprint as workers rotate coming in twice a week. Despite higher foot traffic now versus six months ago, the majority of businesses are still figuring out whether to return fully or adopt a hybrid plan. Occupiers will have the upper hand in large metros until elevated vacancy rates come down. As businesses finalize their return-to-work policies over the next few months, expect investors to come back to this space aggressively, targeting high occupancy buildings with high quality tenants first. Interest in Class B and C properties will ramp up once Class A cap rates begin to compress.

Small office space is healthy While rents did not go up, occupancy in small office buildings and markets stayed very stable throughout the pandemic (despite month-to-month leases) led by medical, life-science labs, accounting, insurance, and real estate professionals. Companies like Google, Target and Zillow are also embracing smaller hubs for in-person meetings in addition to their large campuses. As flexible work schedules and leases become standard, expect demand and rents for smaller/alternative office space to go up in 2022.

Self-storage to remain strong The trend toward remote working prompted many families to relocate over the past 18 months and businesses to cut office space and overhead costs - both of which created new demand for self-storage in many markets across the country. This greater need for extra space and longer holding periods has pushed self-storage occupancy rates and rents to record highs in 2021. Looking ahead, we expect these properties to offer strong and steady cash flows with very low maintenance compared to other types of commercial assets.

Medtail to remain a staple With more hospital consolidations to come in the years ahead, the need for medical services to be close to the consumer is growing. To make healthcare more accessible, providers have been setting up offices, clinics and urgent care centers throughout the neighborhoods they serve, specifically securing space in strip centers and small shopping malls for far less rent than what hospitals and office buildings charge. Demand for medical space in 2021 accelerated as vaccinations were rolled out and patients who deferred care last year returned. Leasing activity picked up dramatically as physicians planning to retire looked to monetize their real estate while younger physicians were joining big practice groups in droves (driving demand for large leasable space). While cap rates have compressed over the past year, medical office property still remains one of the most attractive assets due to its strong and stable income stream.

Conclusion Looking ahead to 2022, we expect to see another year of strong growth led by the rise of smaller spaces and suburban office leases; capital infusion into the single-family rental market; and continued demand for warehouses, distribution centers and net-leased retail. Expect investment in office properties to ramp up for the right assets in the right markets. Cap rates will likely stay low and compress further on high-quality product as owners continue to hold onto property because they can't find a better

COLDWELL BANKER COMMERCIAL

alternative to trade into. Question is: how low do cap rates need to go before financing becomes a burden? We are likely approaching the end of the "easy money" era and will need to rely on higher rent growth going forward. As with any business decision, the outlook for a specific property or property type depends on a variety of national and local conditions. Contact a commercial real estate professional to evaluate a particular situation.

Jane Thorn Leeson is a Research & Resources Analyst with Coldwell Banker Commercial.

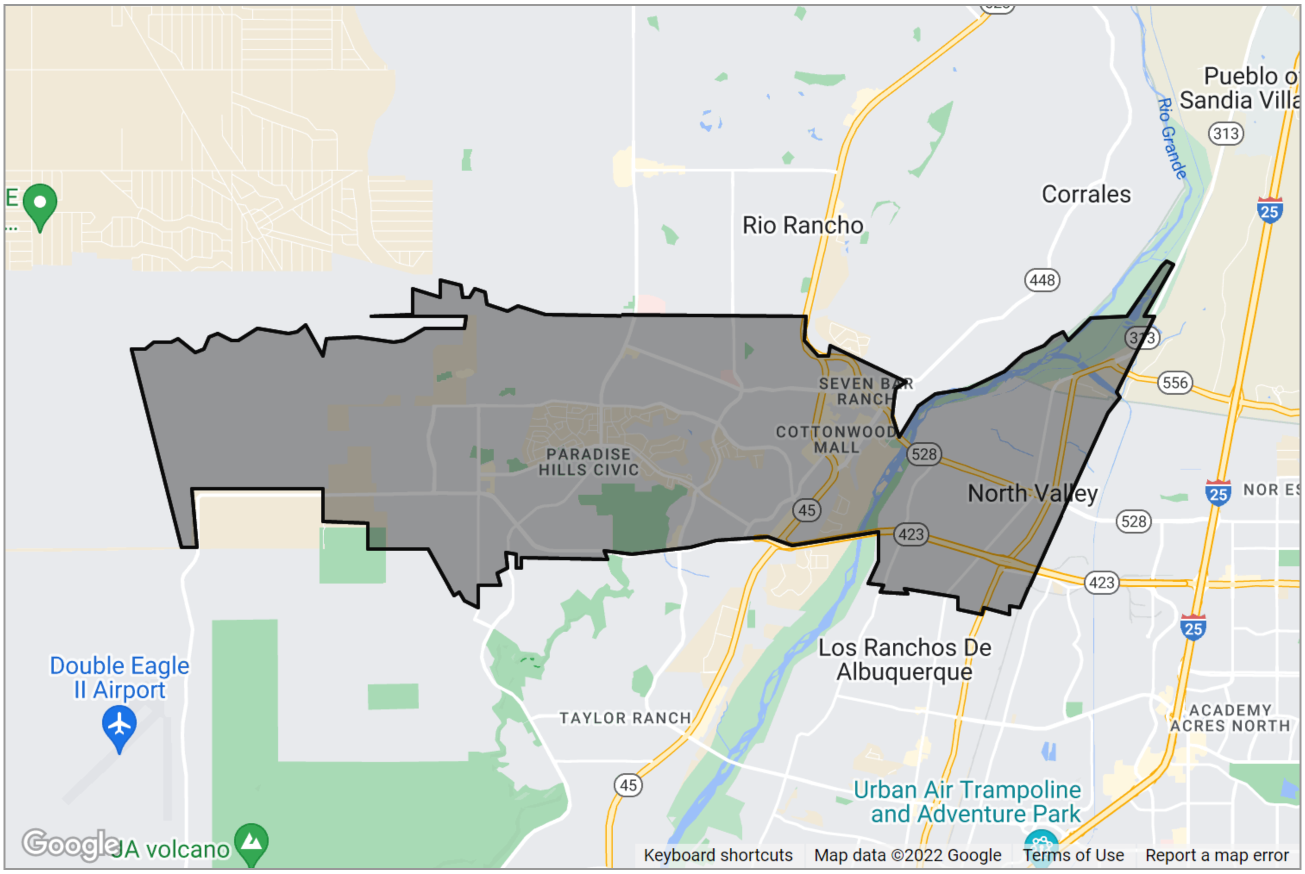
Coldwell Banker Commercial®, provides commercial real estate solutions serving the needs of owners and occupiers in the leasing, acquisition and disposition of all property types. With a collaborative network of independently owned and operated affiliates, the Coldwell Banker Commercial organization comprises almost 200 companies and more than 3,000 professionals throughout the U.S. and internationally.

Updated: January 10, 2022

COLDWELL BANKER COMMERCIAL

COMMERCIAL TRADE AREA REPORT

Albuquerque, NM 87114



Office: www.lcrealty.com

Coldwell Banker Legacy
4801 Lang NE, Suite 110
Albuquerque, NM 87109

Criteria Used for Analysis

2021 Income (Esri): **Median Household Income**	2021 Age: 5 Year Increments (Esri): **Median Age**	2021 Key Demographic Indicators (Esri): **Total Population**	2021 Tapestry Market Segmentation (Households): **1st Dominant Segment**
$72,105	**35.2**	**69,426**	**Up and Coming Families**

Consumer Segmentation

Life Mode

What are the people like that live in this area?

Sprouting Explorers
Young homeowners with families

Urbanization

Where do people like this usually live?

Suburban Periphery
Affluence in the suburbs, married couple-families, longer commutes

Top Tapestry Segments	**Up and Coming Families**	**Workday Drive**	**Bright Young Professionals**	**Middleburg**	**Old and Newcomers**
% of Households	9,957 (38.3%)	3,200 (12.3%)	2,518 (9.7%)	2,233 (8.6%)	1,200 (4.6%)
Lifestyle Group	Sprouting Explorers	Family Landscapes	Middle Ground	Family Landscapes	Middle Ground
Urbanization Group	Suburban Periphery	Suburban Periphery	Urban Periphery	Semirural	Metro Cities
Residence Type	Single Family	Single Family	Single Family; Multi-Units	Single Family	Single Family; Multi-Units
Household Type	Married Couples	Married Couples	Married Couples	Married Couples	Singles
Average Household Size	3.11	2.95	2.4	2.73	2.1
Median Age	32	37.3	33.8	36.9	40.1
Diversity Index	75.5	53.5	69.8	51.2	55
Median Household Income	$82,300	$102,300	$61,000	$69,200	$51,200
Median Net Worth	$177,800	$352,100	$64,200	$168,400	$60,200
Median Home Value	$263,400	$310,000	$243,700	$222,300	$208,100
Homeownership	78 %	86.1 %	46.3 %	76.4 %	48.2 %
Employment	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial	Professional or Services
Education	Some College No Degree	Bachelor's Degree	Some College No Degree	High School Diploma	Some College No Degree
Preferred Activities	Busy with work and family . Shop around for the best deals.	Prefer outdoor activities and sports . Family-oriented purchases and activities dominate.	Go to bars/clubs; attend concerts . Eat at fast food, family restaurants.	Spending priorities also focus on family . Enjoy hunting, fishing, bowling and baseball.	Strong sense of community volunteer for charities . Food features convenience, frozen and fast food.
Financial	Carry debt, but also maintain retirement plans	Well insured, invest in a range of funds, high debt	Own retirement savings and student loans	Carry some debt; invest for future	Price aware and coupon clippers, but open to impulse buys
Media	Rely on the Internet for entertainment and information	Connected, with a host of wireless devices	Get most of their information from the Internet	TV and magazines provide entertainment and information	Features the Internet, listening to country music and read the paper
Vehicle	Own late model import SUVs or compacts	Own 2+ vehicles (minivans, SUVs)	Own newer cars	Like to drive trucks, SUVs, or motorcycles	View car as transportation only

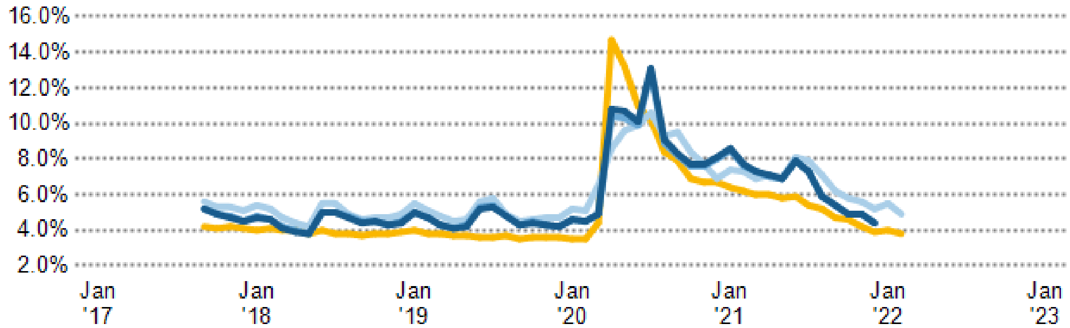
Unemployment Rate

This chart shows the unemployment trend in an area, compared with other geographies.

Data Source: Bureau of Labor Statistics via 3DL

Update Frequency: Monthly

Albuquerque
Bernalillo County
New Mexico
USA

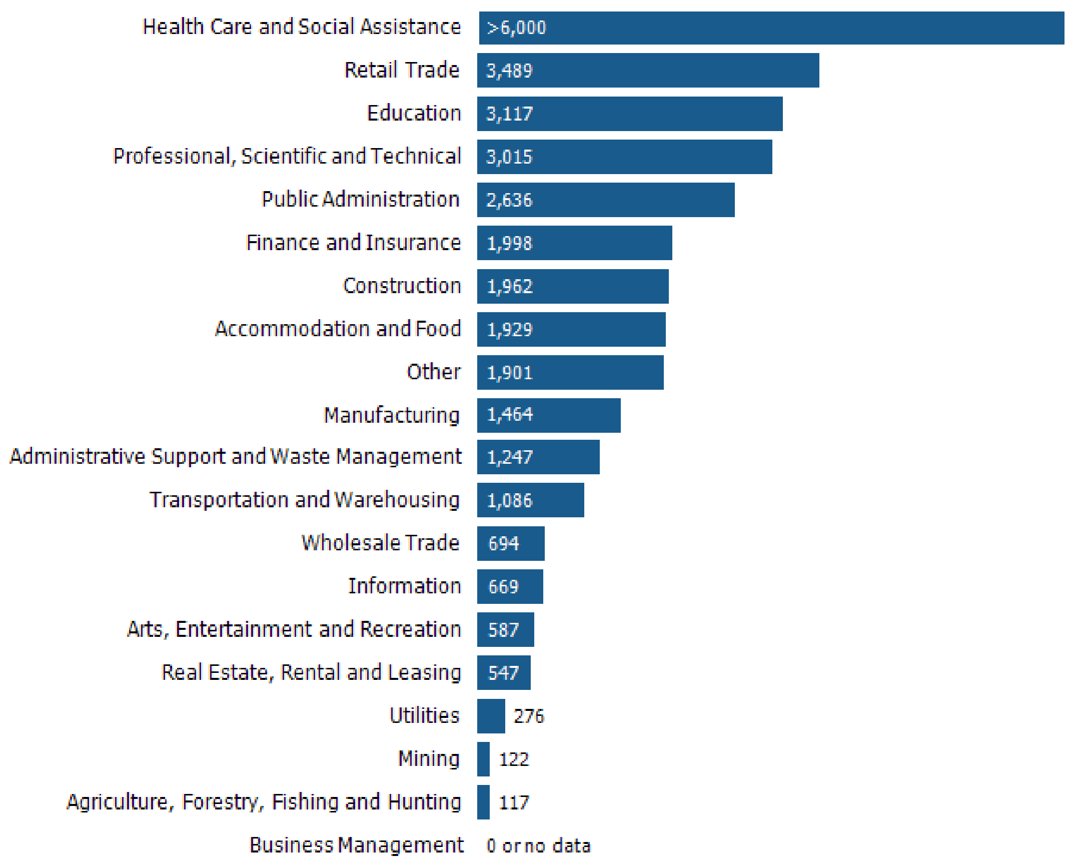


Employment Count by Industry

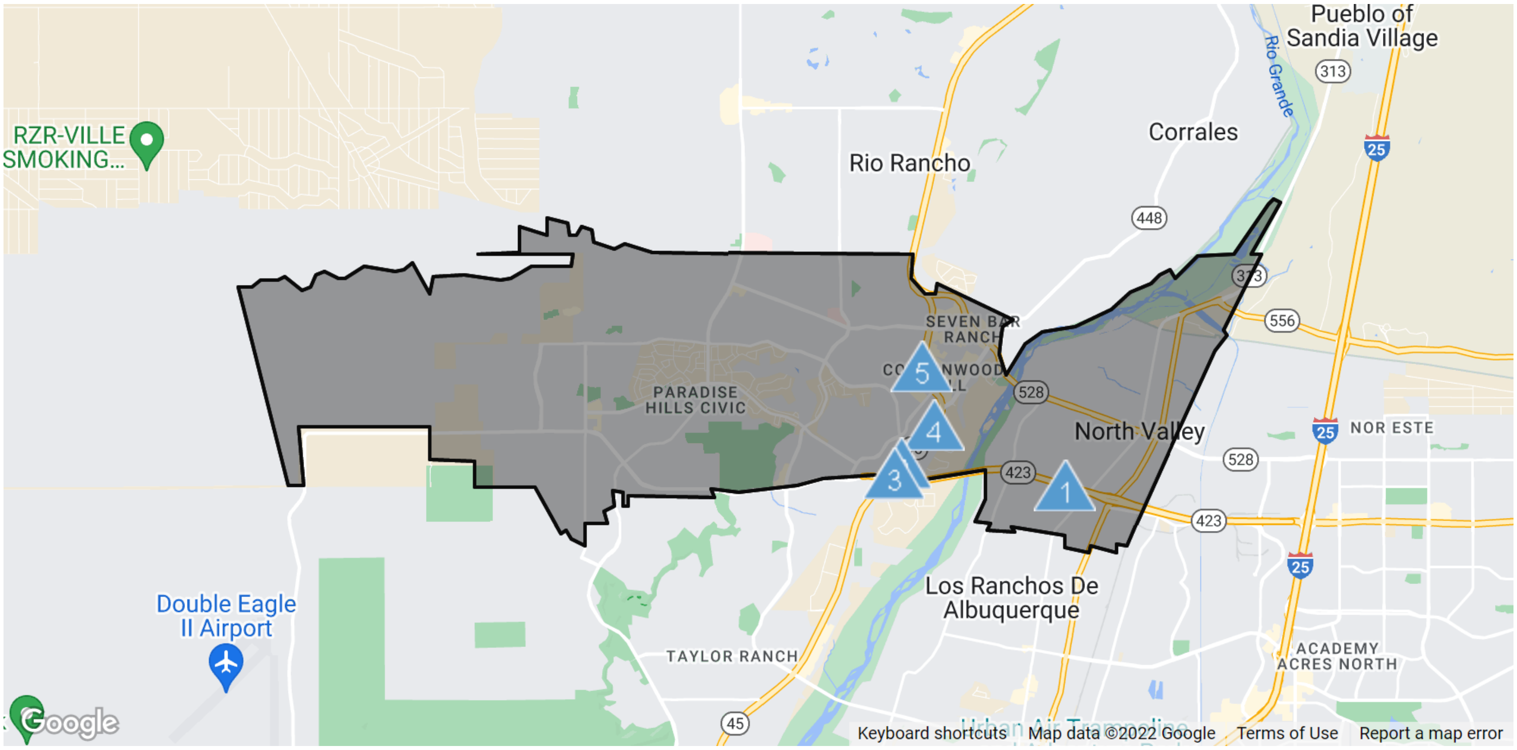
This chart shows industries in an area and the number of people employed in each category.

Data Source: Bureau of Labor Statistics via Esri, 2021

Update Frequency: Annually



Traffic Counts



Daily Traffic Counts: Up 6,000 / day | 6,001 – 15,000 | 15,001 – 30,000 | 30,001 – 50,000 | 50,001 – 100,000 | Over 100,000 / day

1

78,024

2021 Est. daily traffic counts

Street: **Pso del Norte NW**
Cross: **4th St NW**
Cross Dir: **E**
Dist: **0.28 miles**

Historical counts

Year	Count	Type
2017	70,000	AWDT
2006	85,400	AWDT
1993	47,700	AAWDT

2

71,695

2021 Est. daily traffic counts

Street: **Coors Blvd NW**
Cross: **Valley View Pl**
Cross Dir: **NE**
Dist: **0.09 miles**

Historical counts

Year	Count	Type
2017	72,100	AWDT
2006	69,800	AWDT
2005	68,300	AWDT
2004	73,500	AWDT

3

68,835

2021 Est. daily traffic counts

Street: **Coors Boulevard Northwest**
Cross: **Pso del Norte NW**
Cross Dir: **SW**
Dist: **0.06 miles**

Historical counts

Year	Count	Type
2018	64,371	AADT
2017	72,811	AAWDT

4

61,637

2021 Est. daily traffic counts

Street: **Coors Blvd NW**
Cross: **Coors Byp NW**
Cross Dir: **NE**
Dist: **0.08 miles**

Historical counts

Year	Count	Type
2017	54,000	AWDT
2006	67,200	AWDT
2005	65,800	AWDT
2004	65,600	AWDT
1997	50,860	AADT

5

54,834

2021 Est. daily traffic counts

Street: **Coors Byp NW**
Cross: **Eagle Ranch Rd**
Cross Dir: **S**
Dist: **0.1 miles**

Historical counts

Year	Count	Type
2017	51,800	AWDT
2006	58,700	AWDT
2005	57,400	AWDT
2004	55,500	AWDT

NOTE: Daily Traffic Counts are a mixture of actual and Estimates (*)