

# Offering Memorandum

## Stabilized Investment Opportunity With Upside

WELL-LOCATED ASSET | 100% LEASED



4311 Sara Rd. SE | Rio Rancho, NM 87124

**NAI SunVista** ] **Got Space™**

Opening the Door to Commercial Real Estate Excellence

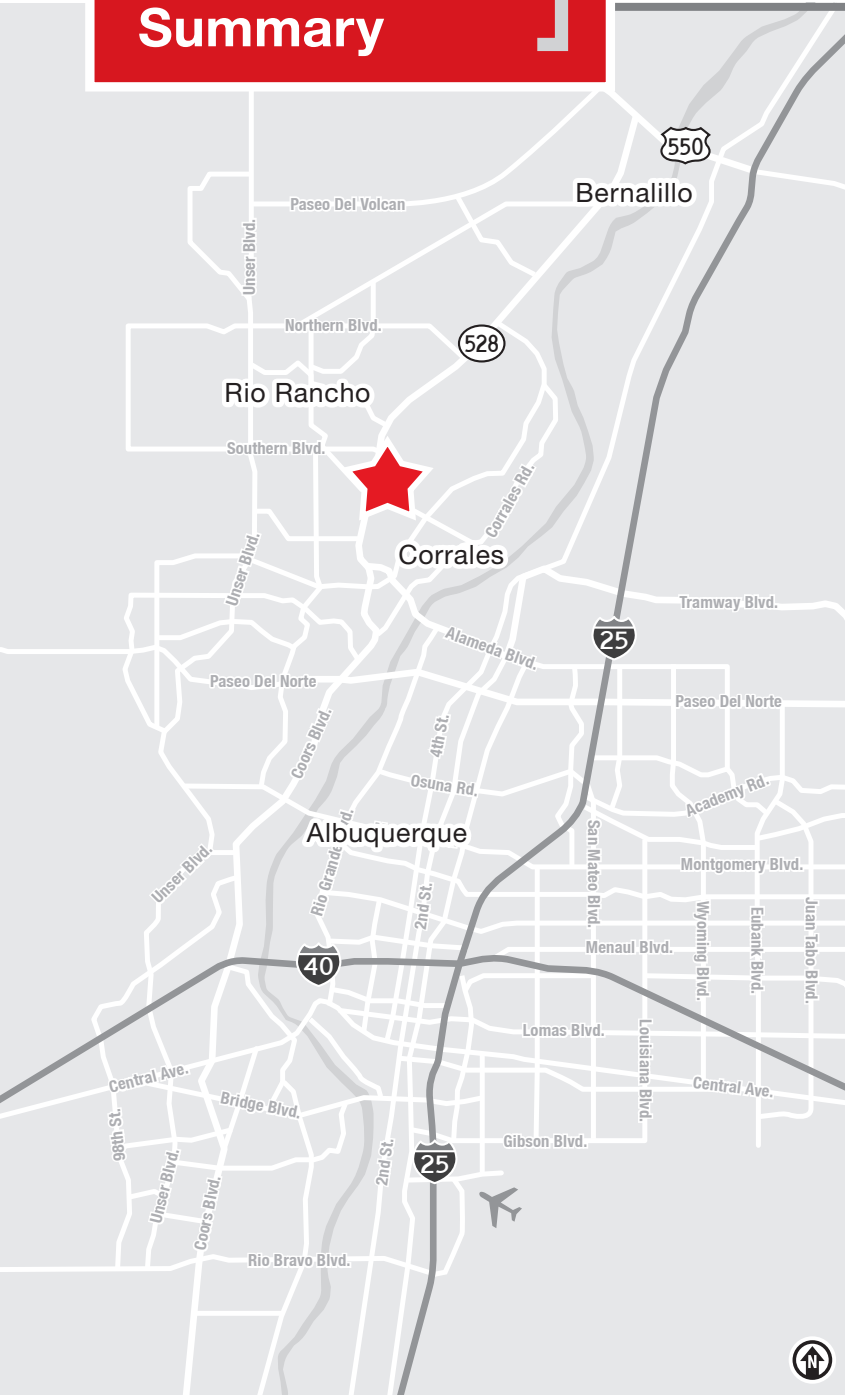
**±27,000 SF on ±1.17 Ac.  
Available**

**DJ Brigman** SIOR, CCIM

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## 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.

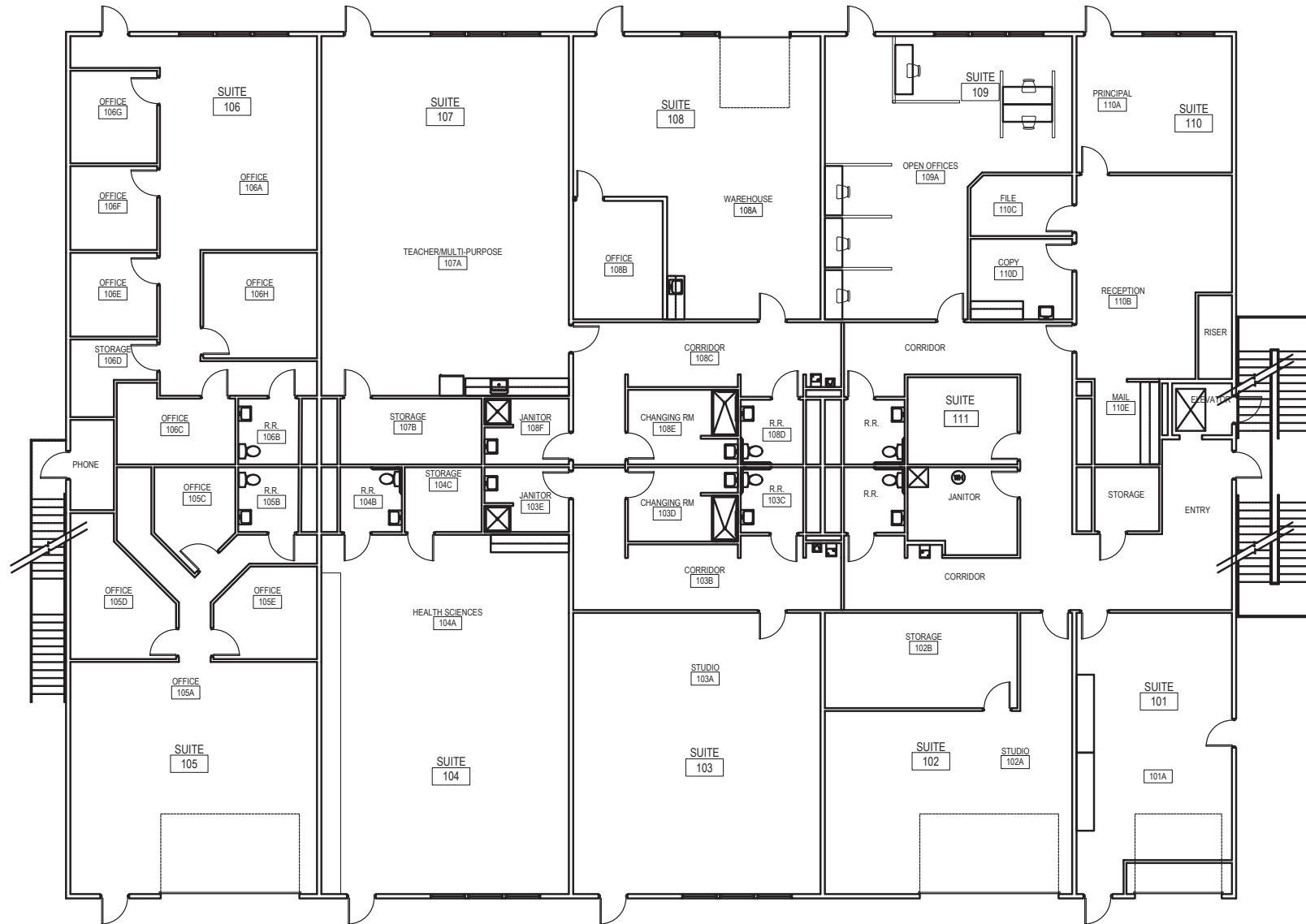


## APOD | FEBRUARY 2026

| ALL FIGURES ARE ANNUAL             | \$/SQ FT<br>or \$/Unit | %<br>of GOI     |           | COMMENTS/FOOTNOTES                         |
|------------------------------------|------------------------|-----------------|-----------|--|
| 1 <b>POTENTIAL RENTAL INCOME</b>   | 13.35                  |                 | \$413,185 | Current                                    |
| 2 Less: Vacancy & Cr. Losses       |                        | ( 3. % 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 |  |



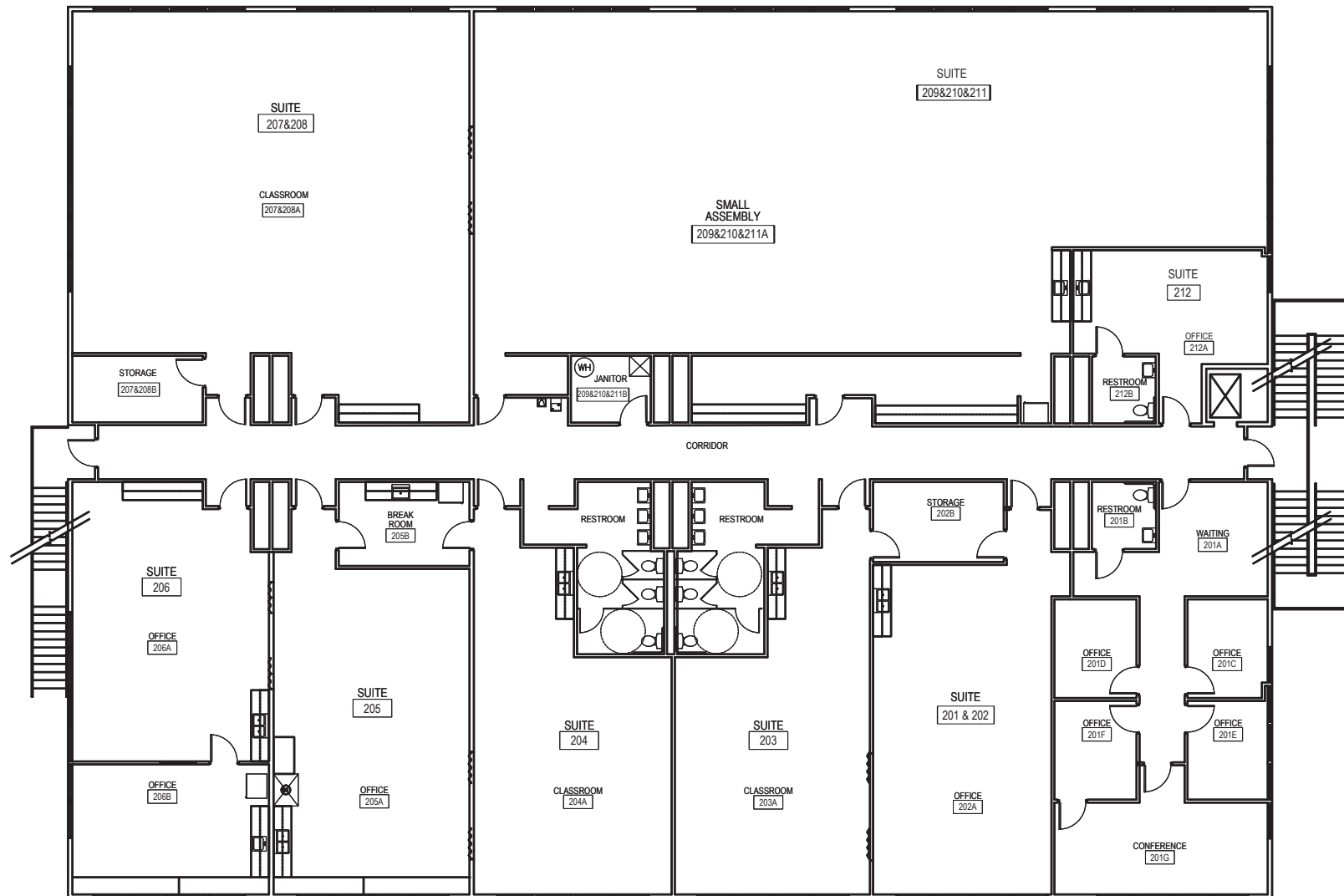
## 1ST FLOOR



Sara Rd. SE



## 2ND FLOOR



Sara Rd. SE







## SITE

Building: ±16,114 SF  
Land: ±0.9 Acres

Monument  
Sign

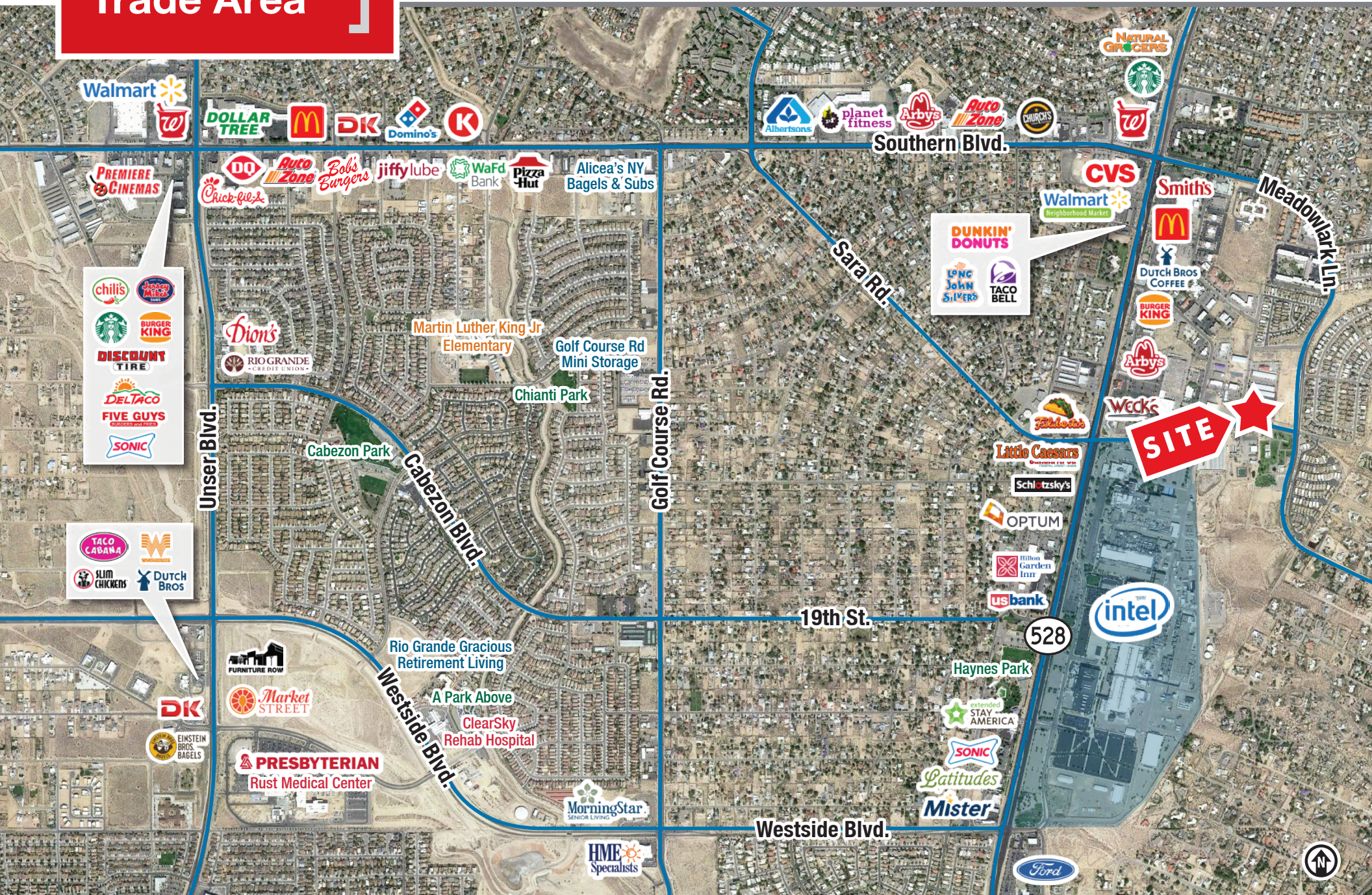
Sara Rd. SE

CPD 3,900



# Trade Area

4311 Sara Rd. SE | Rio Rancho, NM 87124








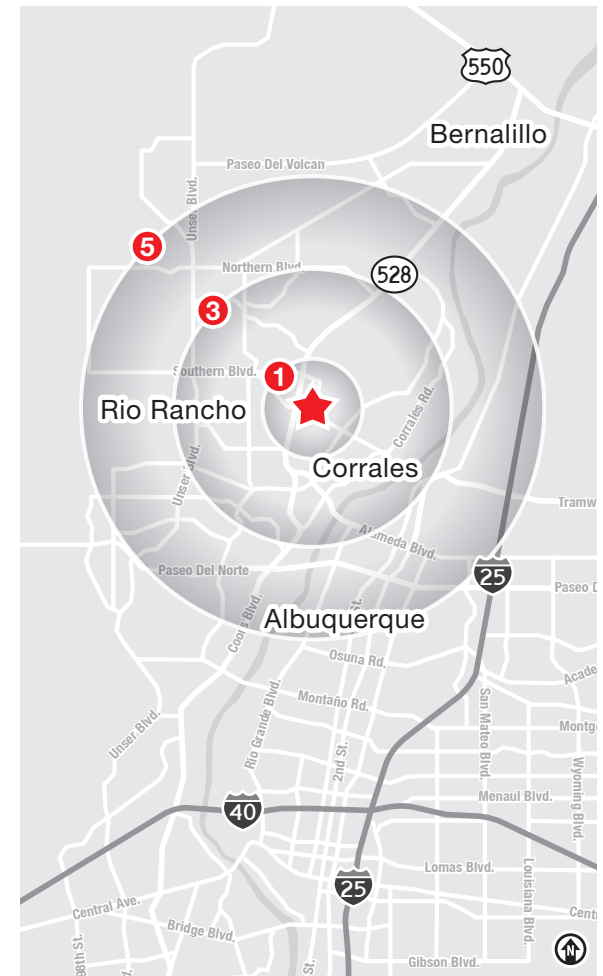
## DEMOGRAPHICS | 1, 3 & 5 MILE

|                               | 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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