

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

NAISunVista] Got Space™

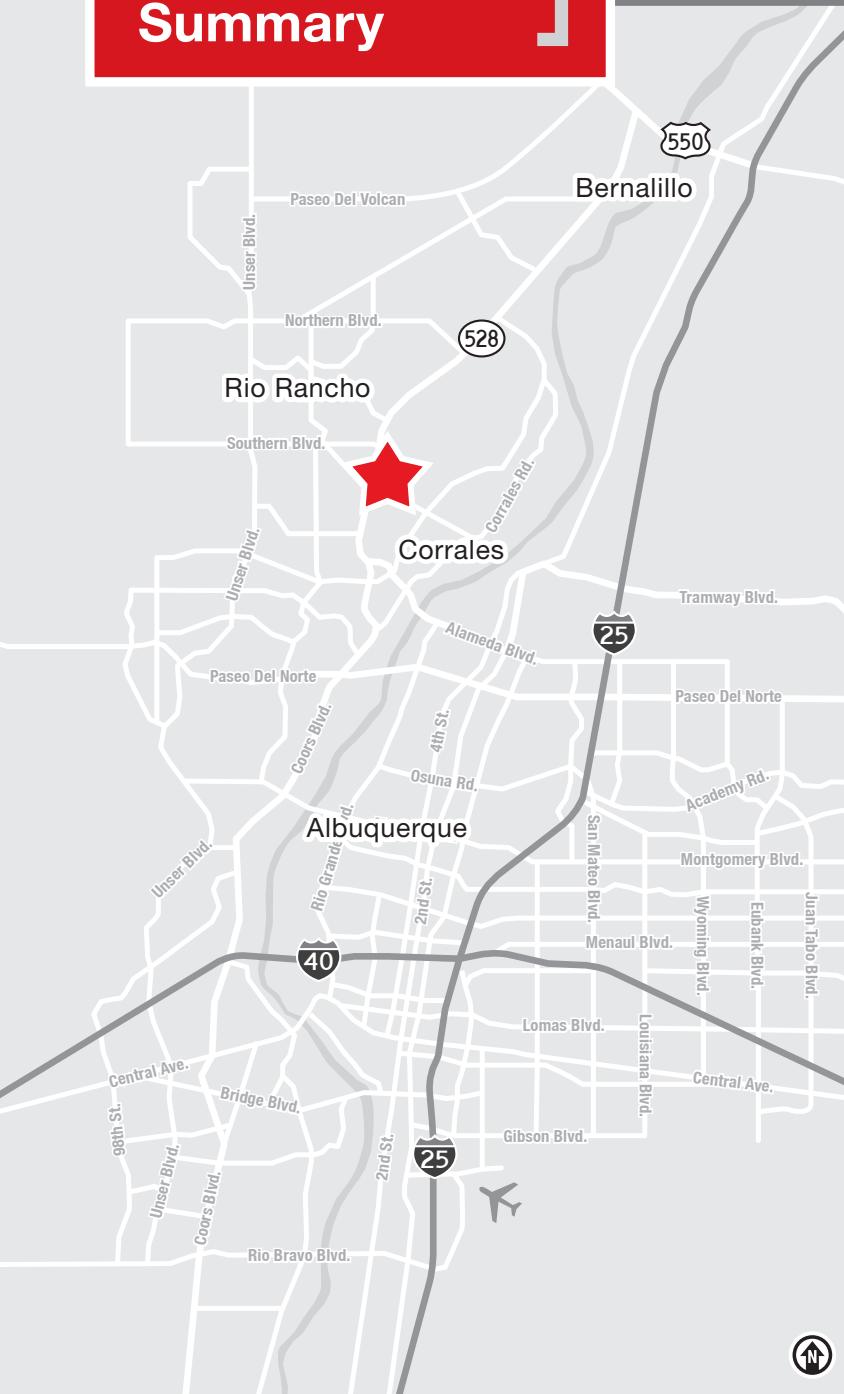
Opening the Door to Commercial Real Estate Excellence

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Investment Summary

4311 Sara Rd. SE | Rio Rancho, NM 87124



Financials

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

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

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

Photos]

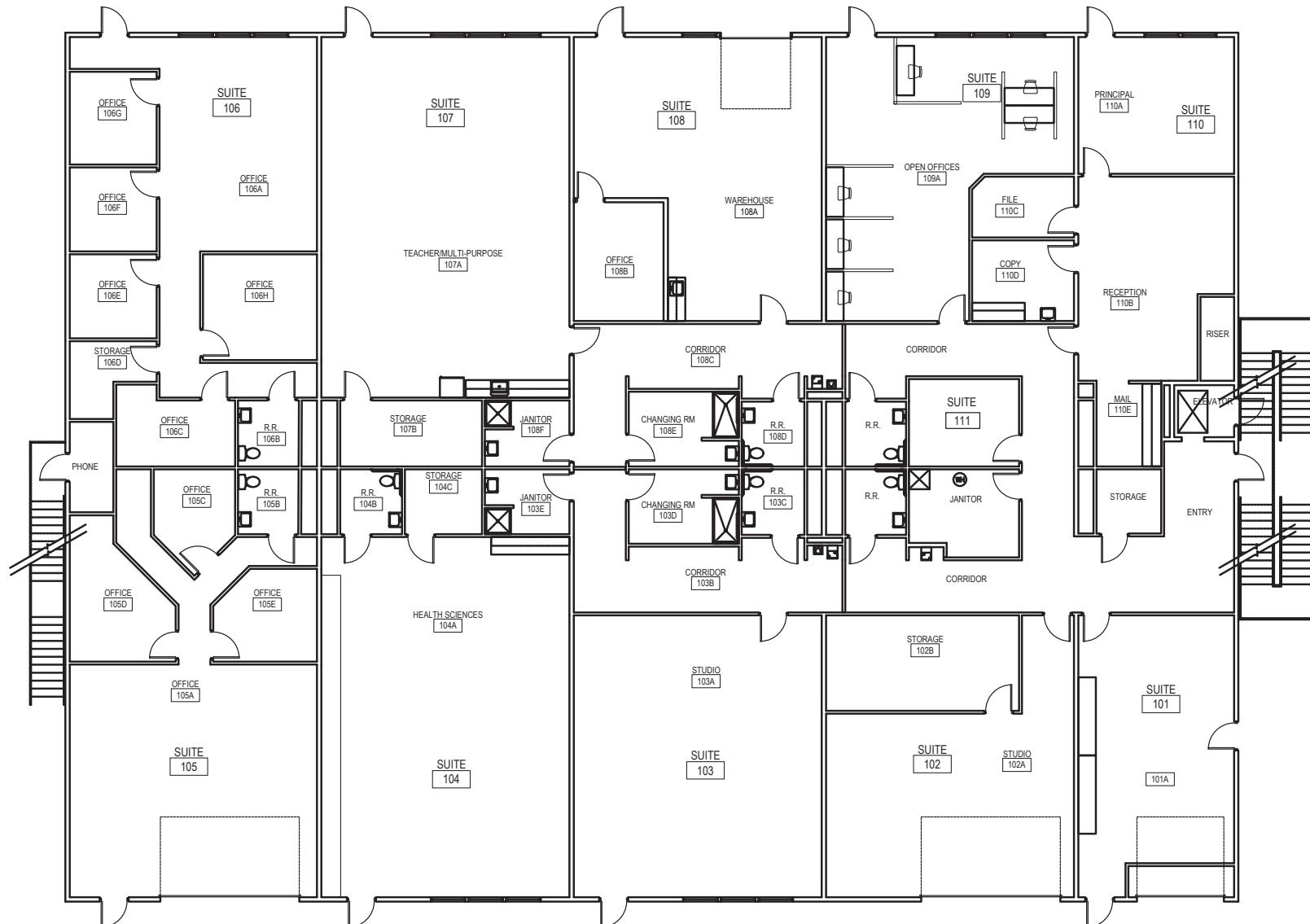
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Floor Plan

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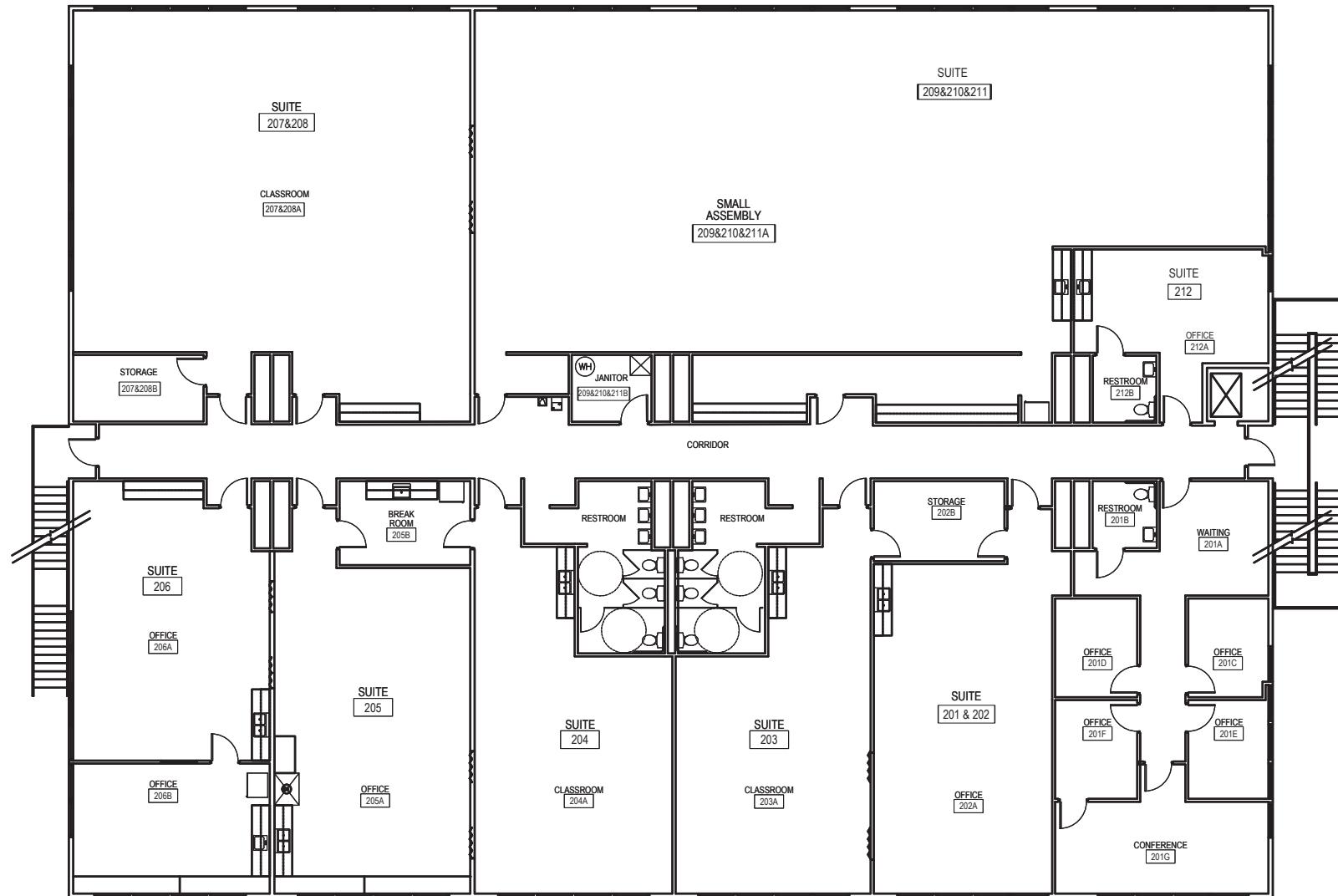
1ST FLOOR



Sara Rd. SE



2ND FLOOR



Sara Rd. SE



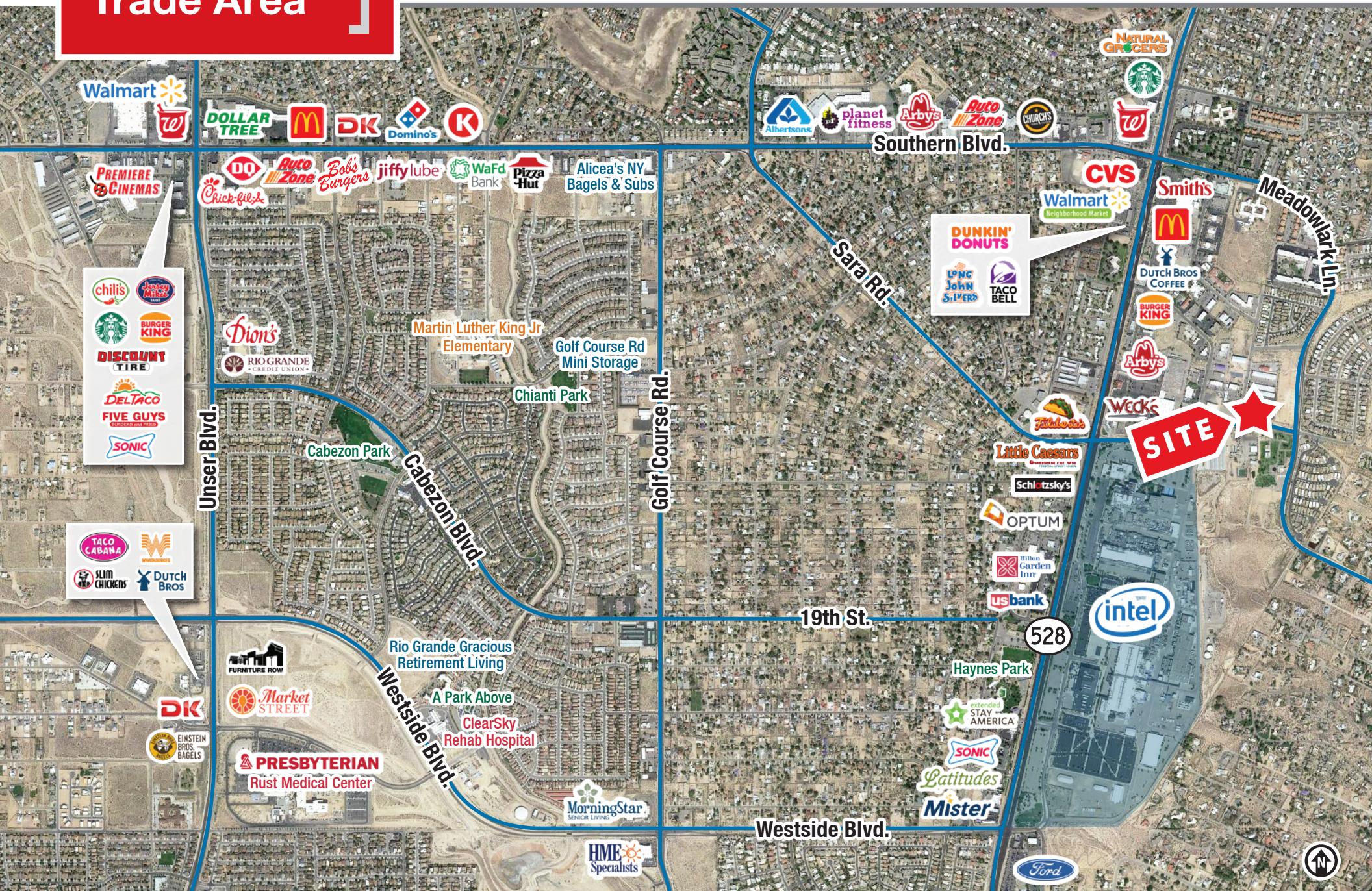
Property]

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Trade Area

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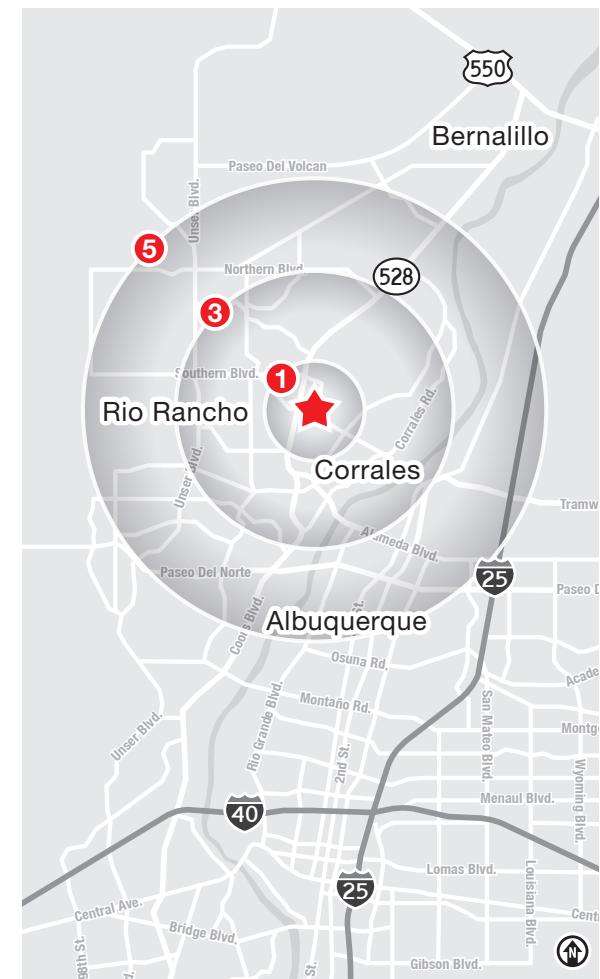
DEMOGRAPHICS | 1, 3 & 5 MILE

	1 Mile	3 Mile	5 Mile
Summary	2025	2025	2025
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
Trends 2025 - 2030			
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.



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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