

JOSHUA CANNON & ASSOCIATES, INC.

APPRAISAL & ADVISORY SERVICES FOR NEW MEXICO REAL ESTATE

NARRATIVE APPRAISAL REPORT

MEDICAL OFFICE BUILDING

1790 Grande Boulevard SE
RIO RANCHO, NEW MEXICO

Appraisal Project 27614

EFFECTIVE DATE

October 14, 2019

PREPARED FOR

Thomas M. Neale
Director of Real Estate
University of New Mexico
2811 Campus Boulevard NE
MSC06 3595
1 University of New Mexico
Albuquerque, New Mexico 87131

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October 24, 2019

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2811 Campus Boulevard NE
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Reference: Appraisal Report
Medical Office Building
1790 Grande Boulevard SE
Rio Rancho, New Mexico

We have completed an appraisal of the above referenced property and we are pleased to submit the accompanying narrative report of our findings and conclusions. The objective of the appraisal was to estimate the market value of the fee simple interest in the property, subject to assumptions and limiting conditions stated in the report. Our analysis indicates the following value of the property.

Effective Date of Appraisal	October 14, 2019
Estimated Market Value	\$1,300,000

The main body of our report provides you with our method of study as well as the limitations placed on the work product by the undersigned. Please read these limitations carefully so you may understand our conclusions clearly. In preparing this study, our conduct has been governed by the Code of Ethics of the various professional organizations of which we are members.

This opportunity to provide appraisal services to your organization is appreciated, and questions from authorized users of the report will be welcomed if any aspect of the research or analysis requires clarification.

JOSHUA CANNON & ASSOCIATES, INC.


Joshua Cannon, MAI

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Executive Summary

Project:	Medical Office Building
Location:	1790 Grande Boulevard SE Rio Rancho, New Mexico
Client:	Thomas M. Neale Director of Real Estate University of New Mexico 2811 Campus Boulevard NE MSC06 3595 1 University of New Mexico Albuquerque, New Mexico 87131
Intended Users:	The client and the New Mexico governmental agencies that may review the appraisal as part of the acquisition process
Project Summary	
Zoning:	SU/NR, Special Use/Non-Residential
Land Area:	1.000 acre
Building Description:	The appraised property is a one-story medical office building constructed in 2015. The floor area ratio is 13.9% and the site plan is designed to allow for a building expansion of approximately 3,000 square feet. The property is owner-occupied by Myo Clinic and related businesses. It is located in southern Rio Rancho in the Gateway North Business Park.
Gross Building Area:	6,050 square feet
Floor Area Ratio:	13.9%
Year Built:	2015
Highest and Best Use	
Land as Though Vacant:	Office, including medical office
As Improved:	Medical office building
Property Rights Appraised:	Fee simple interest
Market Value Conclusions:	
Cost Approach	\$1,390,000
Sales Comparison Approach	\$1,300,000
Income Approach	\$1,260,000
Final Value Estimate:	\$1,300,000
Effective Date of Appraisal:	October 14, 2019
Estimated Marketing/Exposure Period:	Six months

Overview of the Subject Property

The appraised property is a one-story medical office building at 1790 Grande Boulevard SE in Rio Rancho, New Mexico. The building was constructed in 2015 and contains an estimated gross area of 6,050 square feet on 1.00 acre of land. The floor area ratio is 13.9% and the site plan is designed to allow for a building expansion of approximately 3,000 square feet. The property is owner-occupied by Myo Clinic and related businesses. The property is located in southern Rio Rancho to the west of NM Highway 528 in the Gateway North Business Park.



Client and Intended Use of the Appraisal

The client for this assignment is the University of New Mexico. The client intends to use the appraisal to negotiate a potential real estate sale. The intended users are UNM and the New Mexico governmental agencies that may review the appraisal as part of the acquisition process.

Effective Date of Appraisal and Date of Report

The effective date of this appraisal is October 14, 2019, which is the date of the most recent site inspection. The date of the report is shown on the transmittal letter.

Scope of the Appraisal

The scope of work is intended to mirror the thought process of a potential purchaser. It encompassed a property inspection, analysis of the lease and income and expense records, inspection of recorded documents, research of real estate sales and rents, and application of the Cost Approach, Sales Comparison Approach and Income Approach valuation methods.

I have investigated the general economy of the Albuquerque metro area, as well as the subject market sector. The sources of data used in this report include:

- Interviews with knowledgeable brokers and business owners.
- A thorough search of in-house data held by Joshua Cannon & Associates, Inc.
- A search of the applicable County Clerk's records for recent property sales.
- A search of the available multiple listing services, including SWMLS, CARNM and CoStar.

There is adequate information to support a reliable estimate of value. Joshua Cannon or other parties deemed reliable have personally verified the comparables relied upon in the Valuation Section.

The appraisal is transmitted in a narrative appraisal report and is intended to comply with the Appraisal Foundation's Uniform Standards of Professional Appraisal Practice, and the Appraisal Institute's Standards of Professional Practice.

History of Ownership

Life Enhancement Specialists, LLC has owned the property since November 2014. The subject property has been listed for sale at \$1,300,000 by Colliers International for approximately six months.

On September 21, 2019, The Regents of the University of New Mexico (UNM) placed the subject property under Letter of Intent to purchase for \$1,300,000. UNM is now performing due diligence, including ordering an appraisal.

Legal Identification

The subject legal description is as follows.

Tract C-12A2B, Gateway North, as the same is shown and designated on the plat filed in the office of the County Clerk of Sandoval County, New Mexico on April 17, 2008, Volume 3, Page 2912B.

Property Rights Defined

The subject is owner-occupied and the property rights appraised are the fee simple estate. Fee simple estate is defined as absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat.

Note that the owner-occupant reports to have short-term agreements with related businesses to occupy individual offices in the subject building. These agreements do not encumber the fee simple interest.

Market Value Defined

Market value means the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently, and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- (1) Buyer and seller are typically motivated;
- (2) Both parties are well informed or well advised, and both acting in what they consider their own best interest;
- (3) A reasonable time is allowed for exposure in the open market;
- (4) Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
- (5) The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Source: Department of the Treasury, Office of the Comptroller of the Currency, 12 CFR Part 34 [Docket No. 90-16], Real Estate Appraisals, published in the Federal Register, Vol. 55 No. 165, August 24, 1990: Final Rule.

General Underlying Assumptions

1. The legal description used in this report is assumed to be correct.
2. No survey of the property has been made by the appraiser; no responsibility is assumed in connection with such matters. Sketches in this report are included only to assist the reader in visualizing the property.
3. No responsibility is assumed for matters of a legal nature affecting title to the property nor is an opinion of title rendered. The title is assumed to be good and merchantable.
4. Information furnished by others is assumed to be true, correct, and reliable. A reasonable effort has been made to verify such information; however, no responsibility for its accuracy is assumed by the appraiser.
5. All mortgages, liens, encumbrances, leases, and servitudes have been disregarded unless so specified within the report. The property is appraised as though under responsible ownership and competent management.
6. It is assumed that there are no hidden or unapparent conditions of the property, such as subsoil structures or asbestos containing building materials which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover such factors.
7. The appraiser has noted in the appraisal report any adverse conditions (such as needed repairs, depreciation, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he became aware of during the normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, the appraisal report must not be considered as an environmental assessment of the property.
8. It is assumed that all applicable federal, state and local environmental regulations and laws have been complied with unless otherwise stated, defined and considered in the appraisal report.

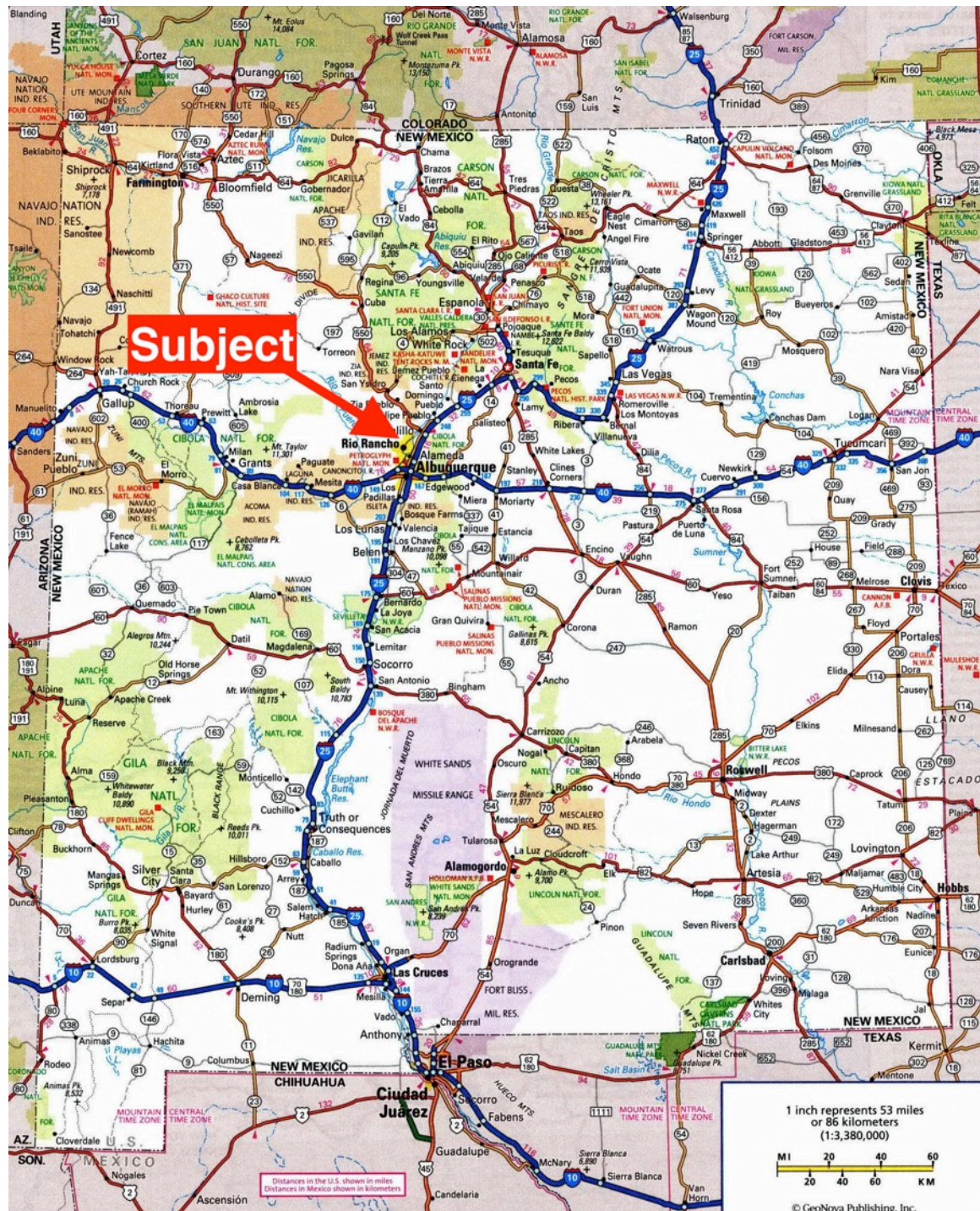
9. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a non-conformity has been stated, defined and considered in the appraisal report.
10. It is assumed the utilization of the land and improvements is within the boundaries or property lines of the property described and there is no encroachment or trespass unless noted within the report.
11. The Americans with Disabilities Act (“ADA”) became effective January 26, 1992. The appraiser has not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA.

General Limiting Conditions

1. The appraiser will not be required to give testimony or appear in court because of having made this appraisal, or with reference to the property in question, unless arrangements have been previously made.
2. Possession of this report, or a copy thereof, does not carry with it the right of publication. It may not be used for any purpose by any person other than the party to whom it is addressed without the written consent of the appraiser and in any event only with proper written qualification and only in its entirety.
3. The distribution of the total valuation in this report between land and improvements applies only under the reported highest and best use of the property. The allocations of value for land and improvements must not be used in conjunction with any other appraisal and becomes invalid if so used.
4. Neither all nor any part of the contents of this report, or copy thereof, shall be conveyed to the public through advertising, public relations, news, sales or another media without written consent and approval of the appraiser, nor shall the appraiser, firm or professional organization of which the appraiser is a member be identified in public media without written consent of the appraiser.
5. The appraiser is not aware of any cross easements or any covenants, conditions, or restrictions impacting the subject property. It is assumed the property has adequate ingress and egress, and a sale of the property would not be inhibited by any covenants, conditions, or restrictions.

Albuquerque Metro Area Profile

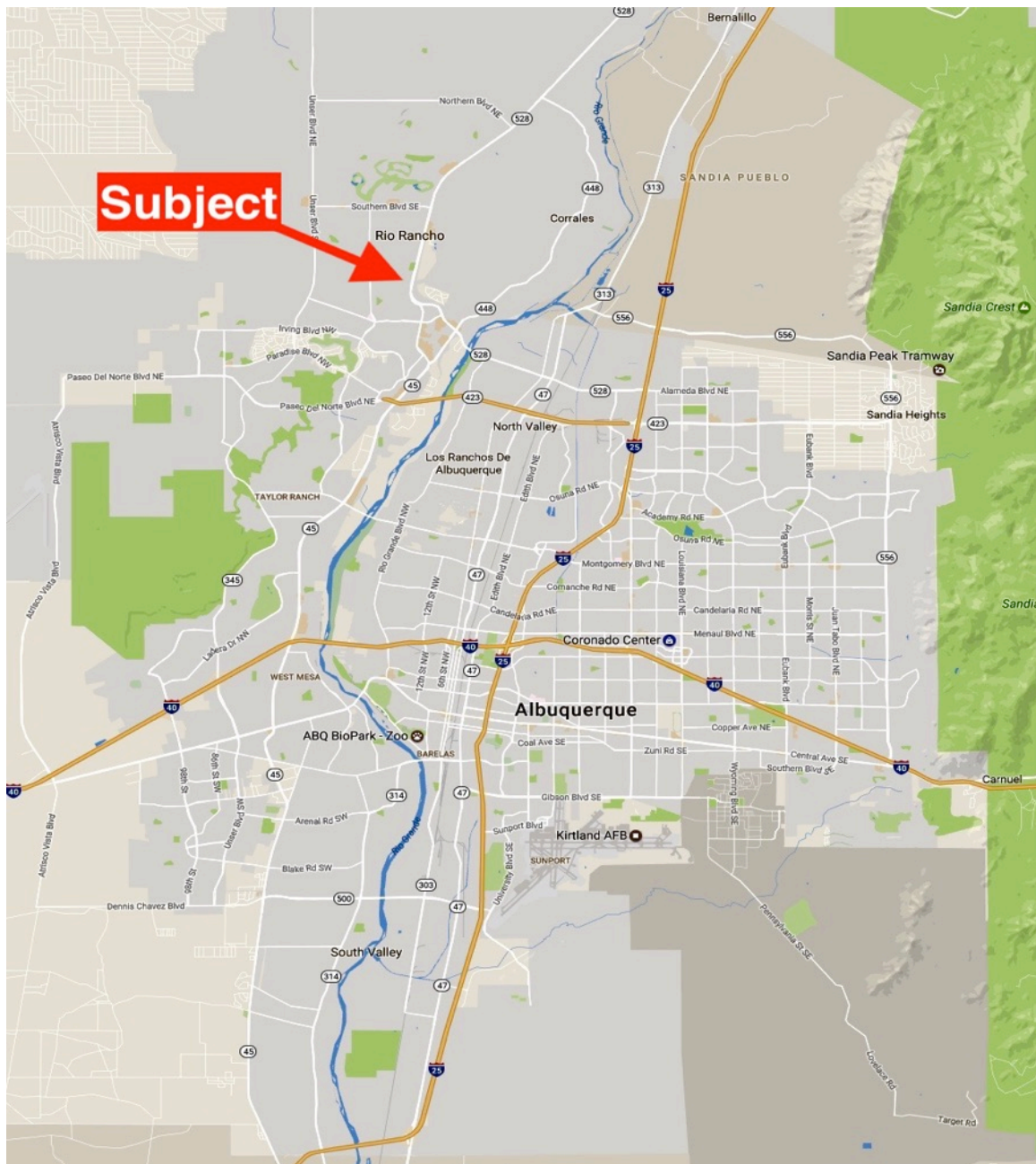
This section of the report summarizes the city's economic base, its demographic and land-use trends, and the current development climate for real estate.



Geographic Area

The Albuquerque metropolitan area is located near the geographic center of New Mexico, situated on a high plateau along the Rio Grande just west of the Sandia and Manzano Mountains. The city covers 188 square miles and serves as the state's commercial, industrial, and transportation center. According to the U.S. Census Bureau, the state's 2010 population was 2,059,179, and the Albuquerque metropolitan area population was 887,077. The estimated population in 2015 was 907,301. The Albuquerque Metropolitan Statistical Area includes Bernalillo County, the city of Albuquerque, the city of Rio Rancho as well as Sandoval, Valencia and Torrance Counties. Santa Fe, the state capital, is 65 miles to the north. The state capital, with a 2010 metropolitan-area population of 144,170, is a much smaller city than is Albuquerque.

Albuquerque is relatively isolated, with no significant sub-regional commerce centers between itself and Phoenix, 450 miles to the west; Denver, 420 miles to the north; Dallas, 650 miles to the east; and El Paso, 300 miles to the south. Albuquerque is well served by interstate highways and major airlines.



Historic Development Pattern

The Albuquerque metropolitan area is geographically divided into three distinct areas: the East Mesa, the Valley, and the West Mesa. Initial European settlement occurred in the valley area, where Spanish colonists settled the flood plain of the Rio Grande in the vicinity of “Old Town” in the 1600s. Downtown Albuquerque originated in the late 1800s, when the railroad placed its tracks about one and one-half miles east of the Old Town Plaza. For approximately 70 years, from the arrival of the railroad to the development of the first suburban shopping mall in 1961, Downtown Albuquerque was the center of government and commerce for the growing area. In subsequent years, Downtown workers and residents followed the national trend of out-migration to the suburbs (1960s and 1970s).

Residential and institutional growth took place largely on the East Mesa during the period 1930 to 1960. The direction of growth extended east from Downtown along old US Route 66, which was the east-west intra-city and interstate roadway until the freeways were developed in the 1960s. The establishment of the University of New Mexico, the state fair grounds, Albuquerque International Airport, Kirtland Air Force Base, Sandia National Laboratories (scientific and weapons research), and four regional hospitals on the East Side propelled this growth and created the economic base of modern Albuquerque as well. This early growth area is generally identified as the Southeast Heights and University area, and contains several high-demand residential neighborhoods.

Beginning in the early 1960s, development continued on the East Mesa, but shifted north of I-40 and east of I-25 to what is now known as the Northeast Heights. The boom in population growth and housing during the 1960s–1990s made the “Heights” the largest and most prosperous regional development area. This area was laid out on a grid system with primary arterials placed along the section lines in accordance with the government-survey system. Until more recent planning and development, strip commercial and multifamily land uses were placed along the major arterials, forming a buffer for the single-family residential neighborhoods within the square-mile sections. Beginning in the 1980s, curved streets and clustered non-residential uses became the typical style of development. The easternmost area of the Northeast Heights has a preferred location at the base of the Sandia Mountains and should remain in high demand for residential buyers for the foreseeable future. The foothills area contains much of the region’s most expensive housing.

The city’s second major urban center, called “Uptown,” was created near I-40 and Louisiana Boulevard at the approximate center of East Side development. Initiated in the 1960s when two regional shopping centers were developed within a quarter mile of each other, Uptown was Albuquerque’s fastest-growing commercial and financial center during the 1970s and 1980s. It continues to be a major retail and office district.

The supply of land on the East Mesa is effectively absorbed and the primary development emphasis is now in the “West Mesa,” or the western portion of the metro area, which includes the submarkets of Southwest Mesa, Northwest Mesa and Rio Rancho. Initially, the West Mesa competed primarily on the basis of less expensive land and suffered due to poor transportation linkages and inferior services. These impediments have been overcome; however, the major employment centers are primarily east of the Rio Grande and commuter traffic congestion is a material problem. The 12,612-acre Mesa del Sol master plan located on I-25 at the south end of Albuquerque is now developing and the first homes came on-line in 2012. This project has already attracted some major employers and it will eventually capture a significant percentage of new housing permits.

Population

The 2015 population for Albuquerque was 559,121 according to the U.S. Census. The city’s population grew at 7.59% per year during the 1950s, and the growth rate has typically averaged near two percent per year from the 1960s through 2010. The growth rate after 2010 has slowed to below one-half percent per year.

Population growth from 1950 to 2015 in the city of Albuquerque and Bernalillo County is shown in the following chart.

US Bureau of the Census Population Figures: 1950 – 2015

Year	City of Albuquerque		Bernalillo County	
	Total Persons	Growth Rate*	Total Persons	Growth Rate*
1950	96,815	---	145,637	---
1960	201,189	7.59%	262,199	6.05%
1970	244,501	1.97%	315,774	1.88%
1980	332,336	3.12%	420,262	2.90%
1990	386,988	1.53%	480,577	1.35%
2000	448,607	1.49%	556,678	1.48%
2010	545,852	1.98%	662,564	1.76%
2015	559,121	0.48%	676,685	0.42%

* Annual compound rate of growth.

Note: Bernalillo County data encompasses the same land area from year to year. The City of Albuquerque's land area has undergone changes due to annexation.

Source: US Bureau of the Census

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Employment

Albuquerque's economic base is nearly three-fourths trade, services, and government. Federal spending is a significant factor in the local economy, given the influence of Kirtland Air Force Base and Sandia National Laboratories, a major federal contractor in research and development of energy, weapons, and space exploration.

Since 2000, the average annual job growth has fluctuated from -4.11% to over 2.99% in the metropolitan area. Employment increases have been mainly in transportation, warehousing & utilities, retail trade, information, education & health services, government, and leisure & hospitality. Manufacturing experienced a decline due to the layoffs at Intel, and construction has had significant job losses since 2007.

The following table shows growth in the number of persons employed in the Albuquerque Metropolitan Statistical Area (MSA), the state of New Mexico, and the United States since 2000. The Albuquerque MSA includes Bernalillo, Sandoval, Valencia and Tarrant Counties.

Historical Employment Information (Civilian Labor Force)

	ABQ Metro Area			New Mexico			United States		
	Number Employed (000's)	Percent Change	Unemployment Rate	Number Employed (000's)	Percent Change	Unemployment Rate	Number Employed (000's)	Percent Change	Unemployment Rate
2000	353.0		4.1%	804.1		4.9%	136,891		4.0%
2001	357.3	1.23%	4.9%	815.6	1.44%	4.9%	136,933	0.03%	4.7%
2002	358.8	0.41%	5.1%	826.1	1.28%	5.5%	136,485	-0.33%	5.8%
2003	360.8	0.55%	5.4%	837.7	1.40%	5.9%	137,736	0.92%	6.0%
2004	367.7	1.92%	5.1%	852.6	1.78%	5.5%	139,252	1.10%	5.5%
2005	375.2	2.05%	4.8%	871.2	2.19%	5.1%	141,730	1.78%	5.1%
2006	386.4	2.99%	3.9%	889.4	2.09%	4.2%	144,427	1.90%	4.6%
2007	389.2	0.73%	3.7%	899.0	1.07%	3.8%	146,047	1.12%	4.6%
2008	388.8	-0.13%	4.6%	902.4	0.38%	4.5%	145,362	-0.47%	5.8%
2009	371.3	-4.49%	7.1%	858.9	-4.82%	7.5%	139,877	-3.77%	9.3%
2010	393.2	5.90%	8.0%	858.9	0.00%	8.1%	139,064	-0.58%	9.6%
2011	390.4	-0.71%	7.5%	859.6	7.50%	7.6%	139,869	0.58%	8.9%
2012	391.6	0.31%	7.1%	864.0	0.51%	7.1%	142,469	1.86%	8.1%
2013	391.5	-0.03%	6.8%	860.4	-0.42%	7.0%	143,929	1.02%	7.2%
2014	397.5	1.53%	6.6%	872.7	1.43%	6.7%	147,442	2.44%	5.6%
2015	401.6	1.03%	6.2%	873.7	0.11%	6.6%	148,834	0.94%	5.3%
2016	406.1	1.12%	6.2%	875.4	0.19%	6.7%	151,426	1.74%	4.9%
2017	410.6	1.11%	4.7%	885.6	1.17%	5.3%	153,337	1.26%	4.4%
2018	416.4	1.41%	4.5%	897.8	1.38%	5.0%	155,761	1.58%	3.9%

Source: New Mexico Department of Workforce Solutions and BBER
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Total non-agricultural employment by category is summarized below for the Albuquerque MSA.

Employment According to Categories: Albuquerque MSA (Nonagricultural)

	<i>Annual 1990</i>	<i>Annual 2000</i>	<i>%Δ 1990-00</i>	<i>Annual 2010</i>	<i>Annual 2016</i>	<i>%Δ 2010-16</i>
Total Employment	271,400	357,400	31.7%	371,600	393,100	5.8%
Total Private	216,300	288,400	33.3%	288,300	370,600	28.5%
Goods Producing	37,600	51,100	35.9%	38,900	37,800	-2.8%
Services Providing	178,700	237,300	32.8%	249,400	269,800	8.2%
Mining Logging & Const.	14,800	23,600	59.5%	21,300	22,000	3.3%
Manufacturing	22,800	27,600	21.1%	17,600	15,800	-10.2%
Wholesale Trade	13,200	14,200	7.6%	11,700	12,000	2.6%
Retail Trade	32,600	41,400	27.0%	40,800	43,800	7.4%
Transportation, Warehousing & Utilities	8,000	10,700	33.8%	9,500	10,300	8.4%
Information	6,700	11,100	65.7%	8,700	8,100	-6.9%
Financial Activities	16,800	19,400	15.5%	17,800	18,400	3.4%
Professional and Business Services	42,400	58,700	38.4%	57,400	58,100	1.2%
Educational and Health Services	24,200	37,300	54.1%	54,700	65,700	20.1%
Leisure and Hospitality	26,000	33,600	29.2%	37,100	41,500	11.9%
Other Services	8,900	10,900	22.5%	11,800	11,900	0.8%
Government	55,100	69,000	25.2%	83,300	85,500	2.6%

Source: New Mexico Department of Workforce Solutions

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The Albuquerque MSA is much more of a service economy than a manufacturing economy. Roughly 90% of the economy is attributable to the service sector. Government of all types, at 20%, constitutes the single largest category of jobs.

Real Estate Markets

The following table summarizes vacancy by market sector from year-end 1986–2018. Commercial real estate in Albuquerque experienced increases in vacancy during the recession and this lower occupancy has persisted for the office sector. The average vacancy rate for retail properties has returned to pre-recession levels and the apartment market remains stable.

Albuquerque Metro Area Real Estate Market Sector Vacancy: Year-end 1986–2018

Year	Retail Market	Office Market	Industrial Market	Apartment Market
1986	7.8%	20.9%	8.3%	13.2%
1987	10.4%	19.5%	8.4%	12.4%
1988	11.1%	19.3%	8.4%	11.0%
1989	14.1%	21.1%	8.0%	7.5%
1990	15.5%	22.4%	6.7%	7.2%
1991	15.1%	19.9%	5.5%	3.8%
1992	12.1%	17.6%	4.6%	3.3%
1993	10.1%	13.5%	5.2%	3.0%
1994	6.3%	10.9%	4.3%	3.1%
1995	5.4%	11.4%	4.0%	7.5%
1996	7.5%	10.7%	4.3%	8.5%
1997	8.1%	11.8%	3.8%	9.9%
1998	6.1%	13.3%	3.3%	11.6%
1999	6.4%	14.0%	3.1%	9.8%
2000	6.7%	12.7%	4.3%	7.5%
2001	10.5%	13.3%	3.2%	6.95%
2002	10.4%	14.2%	6.1%	10.0%
2003	10.3%	17.3%	8.1%	10.0%
2004	9.1%	13.4%	6.5%	5.8%
2005	8.8%	12.4%	10.5%	5.7%
2006	8.4%	13.4%	6.5%	7.1%
2007	8.0%	10.8%	5.9%	4.8%
2008	9.4%	13.1%	7.5%	7.3%
2009	10.8%	16.0%	9.3%	6.1%
2010	9.2%	18.0%	10.3%	4.2%
2011	9.4%	18.0%	10.3%	6.4%
2012	8.1%	18.9%	10.3%	6.7%
2013	7.6%	19.3%	9.3%	6.9%
2014	6.6%	20.9%	6.9%	5.7%
2015	6.1%	19.9%	6.4%	5.9%
2016	7.2%	19.5%	5.6%	3.2%
2017	8.2%	18.8%	5.0%	3.1%
2018	7.7%	17.3%	4.1%	5.5%

Sources: CBRE for Apartments and Colliers International for Retail, Office and Industrial

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The behavior of Albuquerque's real estate markets over the long term is shown in the following chart, which covers the period from 1976 to 2017. The City of Albuquerque no longer provides building permit statistics for some categories after 2015 and those are marked "n/a" on the chart.

City of Albuquerque Construction Permits: 1976–2017

	<i>Single Family</i>		<i>Multi Family</i>		<i>Commercial</i>	
	<i>No. of Units</i>	<i>Value*</i>	<i>No. of Units</i>	<i>Value*</i>	<i>No. of Pmts.</i>	<i>Value*</i>
1976	2,490	\$95.90	1,680	\$19.32	173	\$19.99
1977	3,406	\$128.46	3,768	\$50.86	171	\$23.79
1978	3,941	\$155.53	2,231	\$35.91	200	\$55.25
1979	2,579	\$120.34	2,771	\$50.24	239	\$65.97
1980	1,328	\$72.90	1,158	\$22.75	151	\$101.78
1981	1,033	\$58.93	362	\$7.83	141	\$84.43
1982	989	\$57.12	682	\$11.57	122	\$66.67
1983	2,231	\$136.71	811	\$17.56	179	\$82.76
1984	2,275	\$177.94	4,729	\$107.26	211	\$128.68
1985	2,054	\$136.26	2,623	\$61.62	394	\$153.87
1986	2,583	\$183.94	2,617	\$50.34	228	\$90.30
1987	2,475	\$180.40	912	\$27.26	176	\$90.11
1988	1,853	\$141.91	214	\$4.79	142	\$90.56
1989	1,327	\$109.90	443	\$15.39	108	\$114.16
1990	1,122	\$98.56	421	\$17.80	80	\$53.82
1991	1,217	\$114.86	265	\$12.13	71	\$52.62
1992	1,868	\$176.62	66	\$2.64	52	\$37.27
1993	2,176	\$205.55	294	\$9.11	82	\$53.34
1994	2,557	\$249.93	1,823	\$81.18	106	\$70.57
1995	2,667	\$247.17	1,801	\$78.55	119	\$142.95
1996	2,629	\$256.01	1,013	\$43.60	132	\$114.34
1997	2,510	\$243.34	1,601	\$43.53	118	\$118.16
1998	3,434	\$215.39	367	\$12.98	129	\$113.53
1999	2,593	\$340.44	390	\$18.14	102	\$88.00
2000	3,363	\$318.34	210	\$10.51	122	\$133.83
2001	4,087	\$385.60	792	\$36.50	119	\$113.62
2002	4,413	\$449.49	1,212	\$50.57	102	\$91.74
2003	4,996	\$553.32	720	\$46.05	112	\$95.00
2004	4,964	\$628.72	465	\$24.64	115	\$117.47
2005	4,676	\$740.48	465	\$24.83	145	\$179.15
2006	3,334	\$586.13	893	\$83.43	119	\$156.95
2007	2,158	\$363.37	522	\$42.60	130	\$212.95
2008	682	\$110.72	334	\$26.14	80	\$228.79
2009	645	\$100.61	262	\$25.12	46	\$36.42
2010	747	\$117.52	177	\$27.16	39	\$47.73
2011	767	\$128.66	255	\$27.47	35	\$47.61
2012	903	\$167.15	741	\$60.60	57	\$91.92
2013	858	\$159.60	1,230	\$84.64	72	\$71.53
2014	935	\$165.35	338	\$29.71	109	\$112.69
2015	984	\$190.29	95	\$19.09	99	\$151.82
2016	884	n/a	926	n/a	n/a	n/a
2017	987	n/a	358	n/a	n/a	n/a

*Value in millions

The single-family housing market's new construction for the metropolitan area peaked in 2005 after an unprecedented, sustained building cycle that began in 1991. Single-family building permits in the metro area (Bernalillo, Sandoval & Valencia Counties) totaled 8,818 in 2005. New single-family permits for the metro area declined to 1,192 in 2011 before rising in 2012–2018.

For apartment construction, the city's previous cycle peaked in 1994 and 1995 with approximately 1,800 apartment units permitted in each of those years. Most of that new construction was upper-end projects and was split almost evenly between the Far Northeast Heights and the West Side. From 1996–2011, much of the new multifamily development was either condominiums or affordable apartments financed with Low Income Housing Tax Credits. Non-subsidized multifamily permits have had a stable construction cycle through 2017.

Retail market conditions are slowly improving and some new construction is occurring. Most of the big box stores vacated during the recession have been absorbed and new retailers coming into the market generate

new construction. Office market conditions remain depressed due to continued job losses and shrinking space needs per office employee. Market experts are uncertain on when conditions in this sector will improve. Industrial market conditions have stabilized.

The following chart shows single-family building permits for the Albuquerque metro area and divided into the major submarkets.

Market Share of Single-Family Permits by Sub-area: 1990–2018

	<i>Southwest Albuquerque</i>		<i>Southeast Albuquerque</i>		<i>Northeast Albuquerque</i>		<i>Northwest Albuquerque</i>		<i>City of Rio Rancho</i>		<i>Valencia County</i>		<i>Total Metro Area</i>	
	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
1990	62	3.0%	19	0.9%	529	25.5%	523	25.2%	411	19.8%	200	9.6%	2,073	100%
1991	9	0.4%	36	1.5%	663	28.3%	510	21.8%	605	25.8%	216	9.2%	2,344	100%
1992	23	0.7%	28	0.9%	948	28.8%	860	26.2%	631	19.2%	257	7.8%	3,288	100%
1993	33	0.8%	117	2.8%	728	17.2%	1,287	30.4%	1,045	24.6%	421	9.9%	4,240	100%
1994	28	0.6%	250	5.3%	684	14.4%	1,606	33.9%	853	18.0%	520	11.0%	4,740	100%
1995	488	10.3%	193	4.1%	371	07.8%	1,618	34.1%	808	17.0%	596	12.6%	4,741	100%
1996	461	10.2%	176	3.9%	460	10.2%	1,548	34.2%	735	16.2%	560	12.4%	4,528	100%
1997	272	6.5%	94	2.2%	626	14.9%	1,533	36.5%	664	15.8%	502	11.9%	4,205	100%
1998	819	16.9%	86	1.8%	740	15.3%	1,874	38.7%	627	12.9%	423	8.7%	4,844	100%
1999	767	15.9%	289	6.0%	772	16.0%	1,837	38.0%	510	10.5%	356	7.4%	4,836	100%
2000	854	18.8%	208	4.6%	809	17.8%	1,502	33.0%	567	12.5%	247	5.4%	4,552	100%
2001	1,101	19.7%	255	4.6%	778	14.0%	1,986	35.6%	814	14.6%	271	4.9%	5,576	100%
2002	1,075	18.0%	216	3.6%	894	15.0%	2,263	38.0%	901	15.1%	244	4.1%	5,960	100%
2003	1,204	17.5%	132	1.9%	1,189	17.3%	2,470	35.9%	1,198	17.4%	202	2.9%	6,879	100%
2004	1,489	19.9%	261	3.5%	794	10.6%	2,433	32.5%	1,715	22.9%	296	4.0%	7,478	100%
2005	1,371	15.5%	124	1.4%	488	05.5%	2,622	29.7%	2,920	33.1%	716	8.1%	8,818	100%
2006	1,232	18.5%	301	4.5%	240	03.6%	1,667	25.0%	2,048	30.7%	731	11.0%	6,675	100%
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2008	228	12.2%	75	4.0%	80	04.3%	299	16.0%	713	38.0%	287	15.3%	1,874	100%
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2010	131	9.1%	45	3.1%	125	08.7%	446	31.0%	455	31.6%	155	10.8%	1,440	100%
2011	145	12.2%	165	13.8%	108	09.1%	349	29.3%	301	25.3%	61	5.1%	1,192	100%
2012	118	8.3%	188	13.2%	56	03.9%	541	37.9%	417	29.2%	31	2.2%	1,428	100%
2013	116	8.0%	156	10.7%	57	03.9%	529	36.3%	479	32.9%	34	2.3%	1,457	100%
2014	172	10.9%	160	10.2%	50	03.2%	553	35.1%	479	30.4%	76	4.8%	1,576	100%
2015	171	10.4%	83	5.0%	55	03.3%	675	41.0%	448	27.2%	99	6.0%	1,645	100%
2016	61	3.7%	98	6.0%	83	05.1%	642	39.3%	568	34.8%	76	4.7%	1,632	100%
2017	129	7.4%	21	1.2%	102	05.9%	735	42.4%	448	25.9%	110	6.4%	1,732	100%
2018	208	12.0%	57	3.3%	111	06.4%	578	33.3%	497	28.6%	107	6.2%	1,736	100%
Total	13,684	12.7%	4,102	3.8%	12,741	11.9%	34,902	32.5%	23,591	22.0%	8,555	8.0%	107,374	100%

Source: Home Builders Association of Central New Mexico

Joshua Cannon & Associates, Inc.

The subareas in the preceding table are broad in scope, basically intended to identify quadrants of the metropolitan area. Northwest Albuquerque, as delineated for use in the table, includes the North Valley and Northwest Mesa areas. Southwest Albuquerque includes the South Valley and Southwest Mesa.

Conclusions regarding the real estate markets are that: 1) single-family residential construction was exceptionally strong from 2001 through 2005, dramatically declined into 2011, and the strength of the following recovery has been modest; 2) apartment construction has had an erratic building pattern for several years with an upturn in 2013; 3) commercial construction was strong in 2005–2008, and then

plummeted in 2009–2013. Commercial construction volume increased significantly in 2014 and 2015, and then data was no longer published in 2016–2017.

Summary

Like the national economy, the metro area is currently suffering from a soft economy and job growth was negative in 2008–2011. The net metro area job growth in 2010–2015 was negative. The Albuquerque metro area averaged employment growth of approximately two percent per year through 2007, but the long-term projection is well below that level.

The primary growth areas of the metro area will be to the west. South metro area growth will also likely increase once Mesa del Sol gains market share and with the continued development in Los Lunas. The northeast quadrant has a nominal remaining land supply, but is expected to remain a desirable residential and commercial area of the city due to the quality of existing infrastructure and improvements, as well as its proximity to employment centers and the Sandia Mountains.

Rio Rancho Profile

Rio Rancho is located in the northern portion of metropolitan Albuquerque's Northwest Mesa, in Sandoval County. It is located just north of the Albuquerque city boundary, which is also the northern boundary of Bernalillo County. East of Rio Rancho is the Village of Corrales and the Rio Grande. Its northern boundary is US Highway 550, north of which is the Santa Ana Indian Reservation. It is bound on the west by an unincorporated area known as Rio Rancho Estates. The City has annexed portions of this unincorporated area since its incorporation in 1981.

New Mexico State Highway 528, also known as Rio Rancho Boulevard, bisects the city in a northeasterly/southwesterly direction. Southern Boulevard is the primary east/west arterial. The majority of traffic traveling between Albuquerque and Rio Rancho uses Highway 528.

Rio Rancho began in the early 1960s when Amrep Southwest, Inc. (American Real Estate and Petroleum Company) purchased 55,000 acres of raw land on the west side of the Rio Grande. An additional 35,000 acres purchased in 1971 made Rio Rancho Estates (as it was then called) geographically larger, at that time, than Albuquerque. Most of the acreage was platted into lots and offered for sale throughout the eastern and Midwestern states. Amrep saved some large tracts for later development and in addition set aside about 12 percent of the lots in developed areas as part of a program for exchange of lots with buyers who wished to build before their land was developed. About 60,000 acres were sold to individual lot purchasers. Amrep is reported to have developed about 5,000 acres and to still own about 25,000 acres.

Population

Rio Rancho's first house was built in 1962, and by 1977 the population had reached 5,000. The 1980 U.S. Census showed a population of 9,985, and the 1990 U.S. Census official count established Rio Rancho as the sixth largest city in New Mexico with a population of 32,883. The compounded annual growth rate of the population during the 1980 to 1990 decade was 12.66%. The 2000 Census showed Rio Rancho to be the fourth largest city in the state, with a population of 51,765, for a slower compounded annual growth rate of 4.64% for the decade of the 1990s. The 2010 population was 87,521, for a compounded annual growth rate of 5.39%.

Population growth in Rio Rancho had been attributable, in part, to the increasing scarcity of developable land on Albuquerque's East Side, and the relatively low price of housing in Rio Rancho. As the eastern sector of Albuquerque gradually used up its remaining developable land, the raw acreage that Amrep has owned for 30 years was a strong marketing asset. The combination of inexpensive land, relatively high single-family densities and mass production of housing units provided an affordable product that was especially appealing to young first-time buyers and to retirement-age buyers.

Single-Family Home Construction

More recent trends in market share between the major submarkets of the metropolitan area are shown in the following table.

Market Share of Single-Family Permits by Sub-area: 1990–2018

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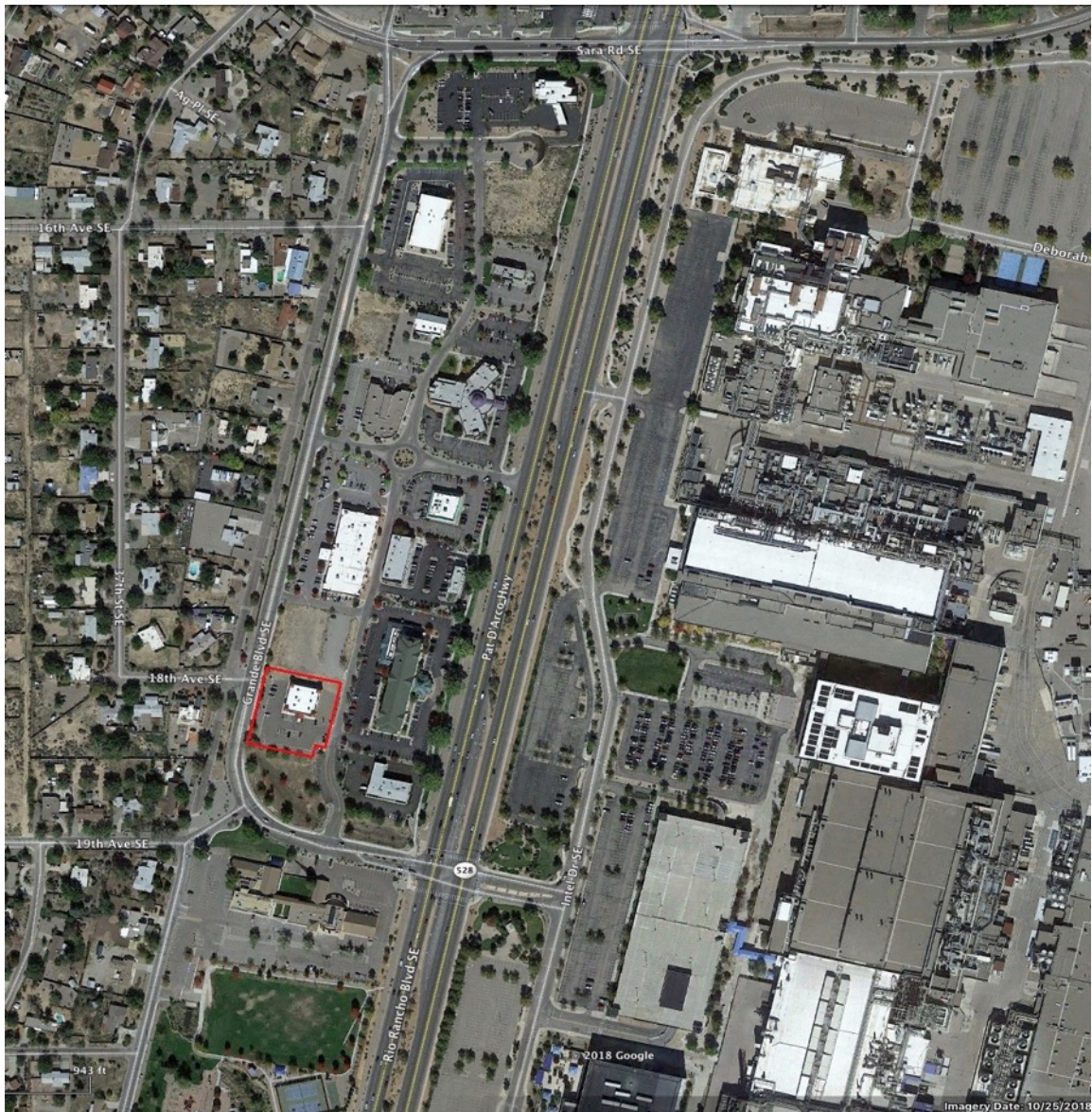
The downturn in building permit activity from 2006 to a low point in 2011 for the Albuquerque Metropolitan Area followed a pattern that occurred regionally and nationally. The total number of single-family residential permits in the Albuquerque metro area reached an all-time high of 8,818 in 2005, following a lengthy period of build up. Permits hit a low of 1,192 in 2011, versus the previous cyclical low point of 2,073 permits in 1990. The increase in permits in 2012–2018 has been modest and this is attributed to Albuquerque's modest economic growth.

The market share for Rio Rancho has been between 25%–41% since 2005 and this is expected to continue. Rio Rancho has multiple master plan developments with entitled land that can provide an ample supply of lots for decades.

Neighborhood Description

The subject property fronts on Grande Boulevard to the west of NM Highway 528 (aka Rio Rancho Boulevard) in the Gateway North Business Park. Amrep developed the Gateway North and Gateway South Business Parks in the mid-to-late 1990s, and each contains about 20 acres. Both parks have been successful in attracting good-quality development including hotels, restaurants, office buildings, banks and other services. They are located across Highway 528 from the Intel plant, which employs approximately 1,500 people and is one of the largest private industrial employers in New Mexico. This plant forms the entire NM 528 frontage opposite both Gateway North and South Business Parks.

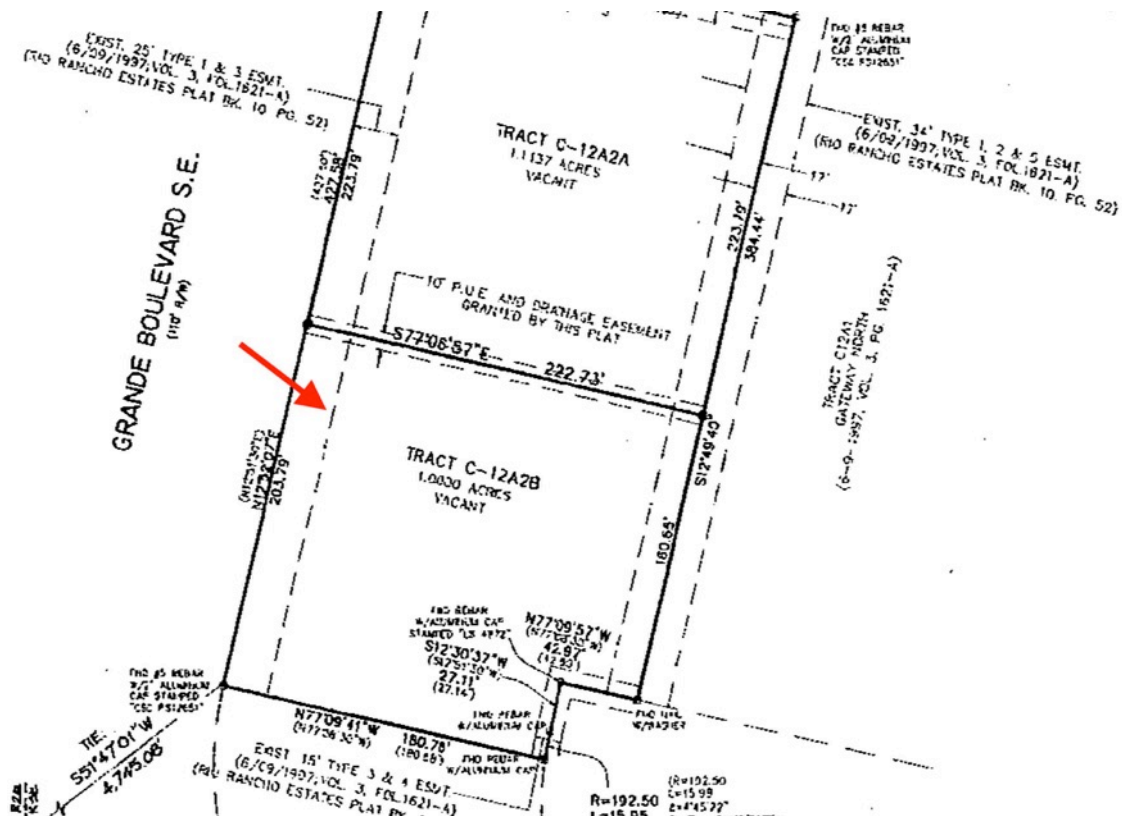
The subject neighborhood is defined as the corridor along NM 528 between the southern edge of Don Chalmers Ford (one-quarter mile south of the Sandoval County line) north to Southern Boulevard. The ownerships fronting 528 are generally zoned for commercial use, which allows a wide variety of commercial uses. Permissive uses include retail sales, office, restaurants, and a wide variety of service uses. Existing land uses are predominantly retail and services. The land recessed in Gateway has mostly office development. The immediate neighborhood is approximately 90 percent developed, i.e., about 10 percent of parcels located on the side streets east of NM 528 are vacant.



In conclusion, the subject property's immediate neighborhood is commercial development along Rio Rancho's primary arterial and the surrounding residential development. Demand should continue for commercial establishments in the area due to its central location, good arterial access and quality of surrounding development.

Site Description

- Size and Shape:** The subject contains a total land area of 1.00 acre, or 43,560 square feet. A plat of the property is in the *Appendix*. It has a functional shape that is nearly rectangular.
- Access:** The subject fronts on Grande Boulevard in the Gateway North Business Park. There are no curb cuts to the site from Grande Boulevard and internal roads in the business park provide specific site access. A 34-foot-wide access road fronts the east boundary of the site. Access to the subject from Highway 528 is shown on the preceding aerial.
- Topography:** The subject land is level and slightly above the grade of the adjoining streets.
- Flood Zone:** According to the most recently prepared National Flood Insurance Program Flood Hazard Map (Community Panel Number 35043C2106D, dated March 18, 2008, the subject land is located in Zone X, which is an area determined to be outside the 500-year flood plain.
- Utilities:** All typical utilities have been stubbed to the subject land, including water, sewer, natural gas, electricity, and telephone.
- Soil Conditions:** No soil or engineering reports are available and adequate conditions are assumed.
- Environmental:** No environmental studies were provided and the site is assumed to be free of contamination from hazardous substances.
- Easements:** Typical easements for utilities are located at the perimeter. The eastern 17 feet of the site (2,731 square feet) are encumbered with an access easement and improved with the internal circulation road in Gateway North. This easement reduces the usable area by six percent, but does not negatively impact its developability.



Zoning

All of the land in Gateway North is zoned SU/NR, or Special Use/Non-Residential. Permitted land uses in Gateway North and South were approved within a special use district by the City of Rio Rancho. Uses allowed in the special use district are similar to those allowed under C-1 and C-2 commercial zoning of Rio Rancho. These include retail shops, restaurants and bars, repair shops, banks, theaters, offices, bank drive-in windows, churches, bakeries, nursery schools, undertakers, medical complexes, grocery stores, and hotels and motels. Conditional uses include convenience stores, drive-in restaurants, automotive and gasoline sales, private schools, printers, food sales, wholesale commercial, warehousing, light manufacturing, and research and development offices. These uses are similar to those allowed in other commercial zonings in Rio Rancho and in Bernalillo County.

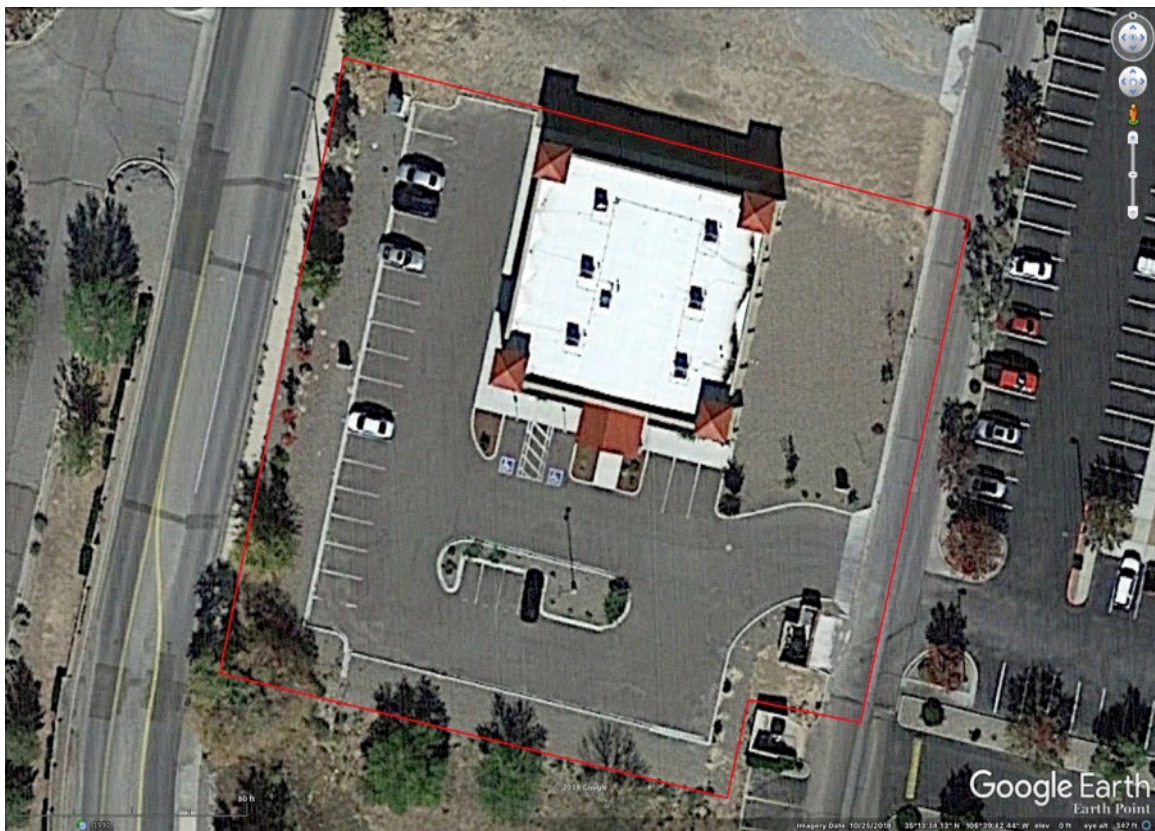
Property Tax Information

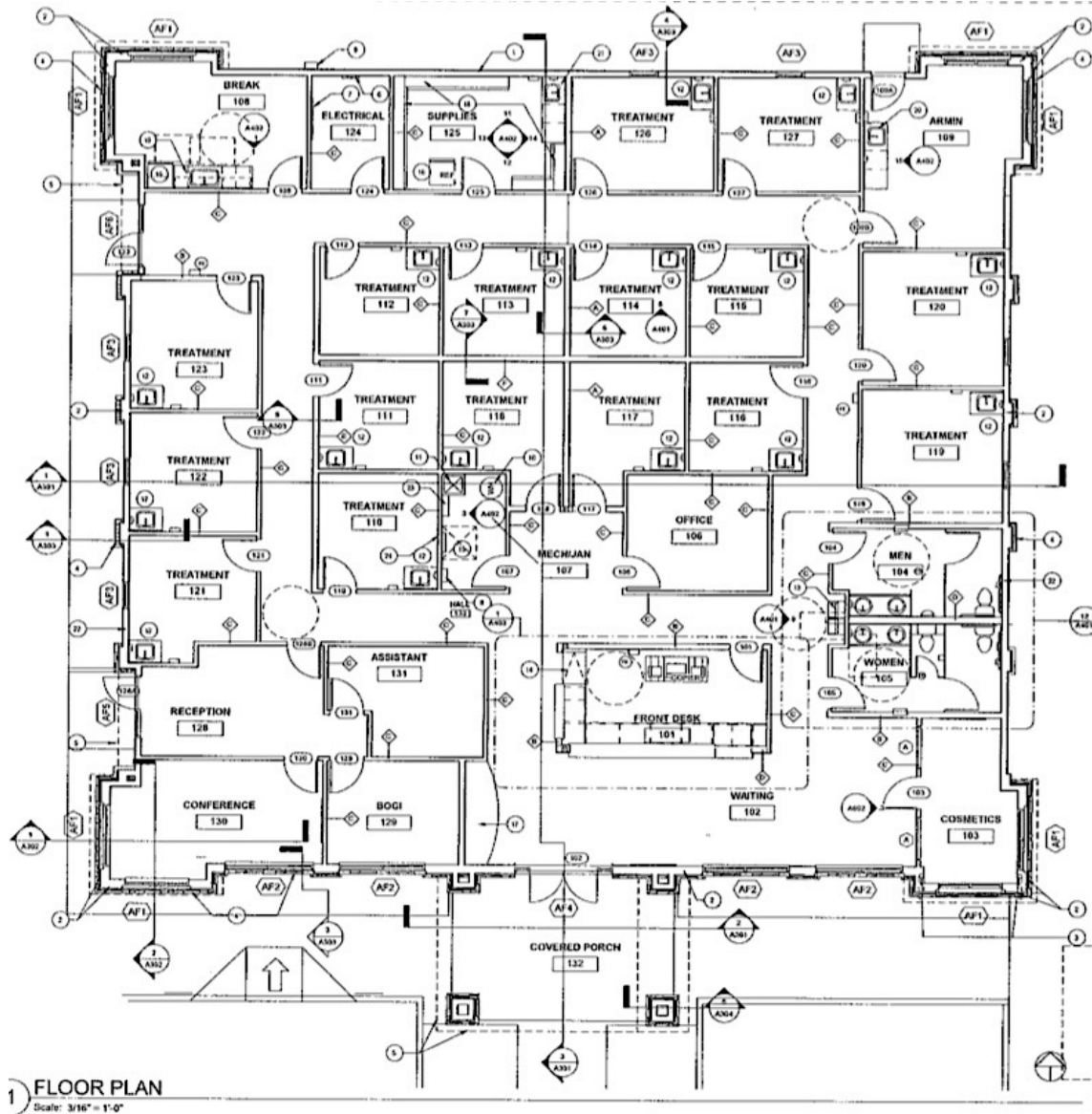
Real estate taxes in New Mexico are based on taxable values of 33.3% of assessed values for both non-residential and residential properties. The state operates on a base-year concept that advances every two years. The mill levy, established in September at the state capital, is released in early October of each year. Property taxes are paid in two installments due in November and the following May.

The tax code number for the subject component is 1-013-067-318-346. The assessed values are \$215,622 for the land and \$822,250 for the improvements, for a total of \$1,037,872. Annual taxes for 2019 are \$13,866.64, or \$2.29 per square foot of building area.

Improvements Description

The appraised property is a one-story office building containing an estimated gross area of 6,050 square feet. It was built in 2015 and construction is good quality frame/stucco.





North on Grande Boulevard with subject on the left



Subject frontage on Grande Boulevard



Subject frontage on Gateway North business park road



Subject entrance from the business park road



View across parking lot



Front and west building elevations



Front entrance



West elevation and additional entrances



North and east elevations with the building expansion area to left



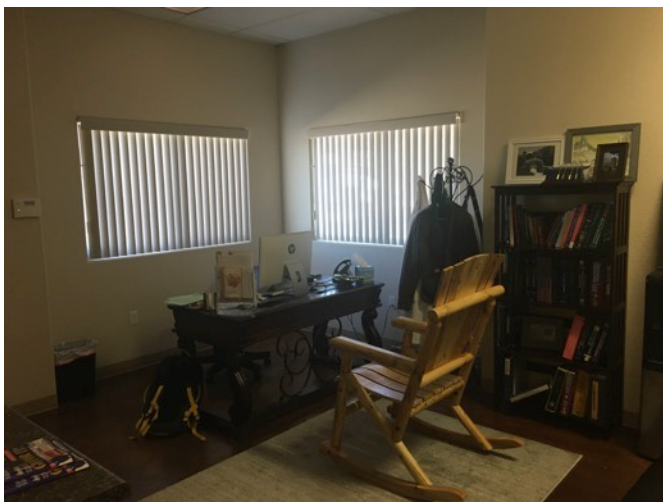
Closer view of building expansion area



Front lobby



Typical corridor



Doctor's office



Typical exam room



Break room



Conference room



Typical restroom



One of two entrances on west building elevation

Architectural sheets were made available for this assignment by the listing agent. General building specifications based upon these sheets and my physical inspection are as follows.

Size: 6,050 gross square feet

Year Built: 2015

Design & Occupancy: The building has a flexible design with a main entrance and three secondary entrances. One of the secondary entrances accesses a four-room office suite occupied a law firm that is part of the building ownership. This suite of rooms is also connected to the main building. The remainder of the building is used for medical services under the company headed by the building owner. The space has a main entrance & lobby that connects to a corridor forming a loop around the partitioned rooms. The overall design is functional and adaptable to a range of users.

Foundation: Concrete slab foundation with concrete footings at ground level.

Exterior Walls: The dominant wall design is synthetic stucco on sheathing on 6" wood studs at 16" o.c. The roof height is 14 feet plus a two-foot parapet.

Additional architectural details include the following:

	A 20' x 12' covered entrance porch with metal roof
	Four corner architectural towers at 21 feet high with metal roofs
	Exterior wall reliefs and architectural stone wainscoting
Roof:	60 mil TPO membrane on rigid insulation on plywood deck on wood truss system. Pitched color metal roofs at front entry porch and architectural towers.
Insulation:	Batt fiberglass insulation of R38 at roof and R19 at walls
Windows & Doors:	Main entrance is good quality storefront with double glass doors in aluminum framing. Secondary entrances are also glass in aluminum framing. Good quality aluminum clad insulated glass windows. Solid core interior wood doors.
Heating/Cooling:	Six package units mounted on the roof.
Restrooms/Plumbing:	One pair of common area restrooms with 4 fixtures each 19 partitioned rooms have vanities with sinks. 16 of those rooms are used for exams/treatments. The others are used for an office, breakroom and supply room.
Electrical:	The quality and capacity of the electrical system is assumed to be adequate. Two treatment rooms have 220V service for medical equipment.
Fire Suppression:	The building does not have a fire sprinkler system.
Interior Walls:	Painted drywall on wood studs throughout.
Ceilings/Lighting:	Suspended ceilings at 9.8 feet throughout the building.
Floor:	Stained concrete throughout
Site Improvements:	28 on-site parking spaces for a ratio of 4.63 spaces per 1,000 SF of building area. This is adequate to support the building. The subject parking lot is in average to good condition. A typical volume of landscaping, concrete walks and curbing.
Expansion Land:	A gravel pad adjoins the east side of the building that is designed to accommodate a future building expansion. The gross area of the pad is about 3,800 square feet, but is not 100% developable due to setback requirements. The estimated developable pad is approximately 40' x 75', or ±3,000 square feet.

Highest and Best Use

The four criteria of highest and best use are (1) legally permissible, (2) physically possible, (3) financially feasible, and (4) maximally productive. For appraisal purposes, highest and best use analysis is a two-step process, which first considers the site as if vacant and then the combination of land and existing improvements.

Highest and Best Use – As Vacant

The subject is zoned for commercial development and a wide variety of office, retail, restaurant, and service uses are permitted. It is unlikely that zoning would prohibit a use that is otherwise feasible.

The subject is a 1.00-acre site recessed in a business park. The site has good access to NM 528, but no arterial visibility. All infrastructure is available. The shape and topography are not a deterrent to development.

The subject is located in a good quality business park within the primary commercial corridor of Rio Rancho. It has good linkages to NM 528, which serves Rio Rancho and the nearby Cottonwood commercial district. The site is well-suited for office use and commercial services that do not require arterial visibility.

The highest and best use as if vacant is estimated to be office development, including medical office.

Highest and Best Use – As Improved

Under the highest and best use of the subject property “as improved,” a medical office building is the only practical alternative, given the design of the improvements. The subject is a newer good-quality medical office building that is owner occupied. Demolishing the existing structure and redeveloping the site for a different use is not feasible. The value “as improved” exceeds the value “as if vacant.” The highest and best use of the subject, as improved, is a medical office building.

The subject property has excess land that will support a ±3,000-square-foot expansion of the existing building. The economy for the Albuquerque metro area continues to strengthen and it is feasible to develop this pad with additional office/medical office space in the near term.

Problem Analysis and Data Interpretation

The subject property is a single-story medical office building that is 100% owner-occupied. The valuation methods for this property are the Cost Approach, Sales Comparison Approach and the Income Approach. The valuation approaches are presented in the following sections. In the Reconciliation section, a summary of important points of each method is presented in support of a final market value estimate.

Cost Approach

The Cost Approach is based on the premise that a buyer will not pay more for a property than it would cost to create an equally desirable substitute. Subsections of the Cost Approach are Land Value Estimate, Replacement Cost Estimate, Depreciation Estimate and Cost Approach Summary.

Land Value Estimate

The market value of the subject land is estimated based on a sales comparison approach. This method measures the actions of typically informed buyers and sellers through observation of prices paid in the market for properties that are reasonably similar in terms of probable use and development potential. Factors affecting value—including location, size, shape, offsite development costs, time of sale, and financing terms—are considered. The unit of comparison is price per square foot.

The market data includes two land sales that are considered relevant to the comparative analysis. The subject area is nearly fully built up and recent comparable land sale data is limited. The two included sales are directly comparable to the subject land.

Adjustments to the Land Sales

Adjustments to the market data are applied to account for significant differences between the subject and the sale properties. The appropriate order of adjusting sales to the subject property is as follows:

1. Property Rights Conveyed
2. Financing Terms of Sale
3. Conditions of Sale
4. Date of Sale (Time)
5. Location
6. Physical Characteristics

Property Rights, Financing Terms and Conditions of Sale: The sales involve the transfer of fee simple title for cash, or terms considered materially equal to cash. None of the sales are known to have involved distressed or unusually motivated buyers or sellers. On this basis, no adjustment to the data is required for property rights conveyed, financing terms or conditions of sale.

Date of Sale: The two transactions occurred in April 2018 and July 2019. These sales are sufficiently recent that no time adjustment is required.

Location: Both sales are recessed in good quality business parks in the same general trade area of the subject and rated similar. No adjustment for location is required.

Physical Characteristics: The subject is 1.00 acre in size with level terrain and all infrastructure. The eastern 2,731 square feet, or 6% of the land, are encumbered with a road easement and not usable. The Sale 1 in the data set has sloping terrain and an estimated 25% of the land is not usable. All of the Sale 2 land is usable. This factor is accounted for on the following summary chart.

The two land sales are summarized in the following chart. Individual data sheets and a location map are in the *Appendix*.

Land Sales Summary Chart

Sale No.	Subject Property	Sale 1	Sale 2
Sale Price		\$642,000	\$385,000
Sale Date	Appraisal	4/9/18	7/1/19
Location	Grande Boulevard west of NM 528	The American Road, east of NM 528	Valley View Drive, east of Coors Boulevard
Market Area	Southern Rio Rancho	Cottonwood	Cottonwood
Proximity to Subject		1 mile south	3 miles south
Business Park Name	Gateway North	Rio Hondo	Valley View
Arterial Visibility	Recessed in business park	Recessed in business park	Recessed in business park
Zoning	Commercial	Commercial	Commercial
Gross Land in Acres	1.0000	1.9526	0.8834
Usable Land in Acres*	0.9373	1.4600	0.8834
Usable Land in SF*	40,829	63,598	38,481
Sale Price/GSF		\$7.55	\$10.00
Sale Price/USF		\$10.09	\$10.00
* Usable Land Loss Reason	Usable land loss from road easement	Usable land loss from sloping terrain	No usable land loss

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The two sales provide a consistent price indication of \$10.00–\$10.09 per square foot of usable land area. These sales are directly comparable to the subject. On that basis, the indicated subject land value is \$10.00 per usable square foot. The subject has a usable land loss of approximately 6% from the gross area, which results in a value estimate of \$9.40 per gross square foot. The total land value estimate is calculated as follows.

Land Area in Acres	1.0000
Land Area in Square Feet	43,560
Estimate of Land Value per Square Foot	\$9.40
Total Estimate of Land Value	\$409,464
Rounded	\$410,000

Replacement Cost Estimate

The *Marshall Valuation Service* has been used to estimate replacement cost of the subject improvements. It is a national cost estimating service that has been publishing cost manuals for approximately fifty-five years. Replacement costs provided by this source include labor, materials, supervision, contractor's profit and overhead, architect's plans and specifications, sales taxes, and insurance.

Marshall Valuation Service. The Marshall Valuation Service, a nationally recognized cost-estimating source, first estimates the replacement cost of the subject improvements. The subject is frame/stucco construction and is classified as Class D construction in the cost manual. Marshall ranks cost per square foot based upon building quality, ranging from "low cost" to "excellent." The description of the Average and Good Quality construction from the cost manual is re-stated below.

Marshall Valuation Service – Medical Office Buildings

	<i>Average Quality</i>	<i>Good Quality</i>
Exterior Walls	Stucco or wood siding on wood or steel studs, some trim	Best stucco on good frame, good brick or stone trim
Interior Finish	Drywall, acoustic tile, low cost carpet of vinyl composition	Plaster or drywall, good partitions, acoustic tile, carpet and vinyl
Lighting, Plumbing & Mechanical	Adequate lighting & outlets, adequate plumbing	Good fluorescent lighting, X-ray room, good plumbing, lab
Heat	Package A.C.	Warm and cool air (zoned)
Cost per Square Foot	\$132.64	\$176.64

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The subject property is superior to the “Average” description and inferior to the “Good” description. The midpoint of the two quality levels is \$154.64. I have applied a rounded building cost estimate of \$150 per square foot.

The cost estimate from this data is shown as follows.

Marshall Valuation Cost Estimate – 1790 Grande Boulevard SE, Rio Rancho, NM

1790 Grande Boulevard SE		<i>Total</i>
Base Cost per SF - Building	\$150.00	
Height Multiplier	1.046	
Perimeter Multiplier	1.000	
Current Cost Multiplier	1.040	
Local Multiplier - Albuquerque	<u>0.900</u>	
Adjusted Base Cost per SF	\$146.86	
Building Area	6,050	
Total Building Cost Estimate	\$888,493	\$888,493
Additional Improvements		
Covered Porch - 240 SF x \$35 per SF	\$8,400	
Asphalt Parking, Lighting & Landscape - 28 spaces at \$1,800	\$50,400	
Concrete, Signage & Miscellaneous	<u>\$20,000</u>	
Total Site Improvements	\$78,800	\$78,800
Total Replacement Cost Estimate		\$967,293
Total Building Area		6,050
Per Square Foot		\$159.88

The sum of the replacement cost new estimate is \$967,293.

Depreciation Estimate

The five basic elements of accrued depreciation are: (1) curable physical deterioration, (2) incurable physical deterioration, (3) curable functional obsolescence, (4) incurable functional obsolescence, and (5) external obsolescence.

The subject improvements have an estimated average age of approximately 50 years and suffer from physical depreciation. Curable physical deterioration refers to items of deferred maintenance and none was noted on my inspection.

Incurable physical deterioration involves an estimation of deterioration that is not practical or currently feasible to correct, and is generally tied to the age of the structure relative to its estimated economic life.

No deductions for functional or external obsolescence are required.

According to Marshall Valuation Service, as based on studies of building mortality and on information from other sources, the subject building has an estimated useful life of approximately 50 years. On a straight age/life basis, the calculated annual depreciation rate would be 2.00% per year ($1 \div 50 = 0.020$).

The subject property was constructed in 2015 and the effective age is estimated to be equal to the actual age. Accordingly, the total depreciation estimate is 8% ($4 \text{ years} \div 50 \text{ years} = 8\%$).

Cost Approach Summary

The estimate of value by the Cost Approach is summarized below. The entire development process requires significant effort and expertise, a profit of 10.0% is added to account for this component.

Cost Approach Summary

Improvement Replacement Cost	\$967,293	
Entrepreneurial Profit @ 10%	<u>\$96,729</u>	
Total Replacement Cost New		\$1,064,022
Accrued Depreciation		
Curable Physical Deterioration	\$0	
Incurable Physical Deterioration @ 8.0%	(\$85,122)	
Functional Obsolescence	\$0	
External Obsolescence	<u>\$0</u>	
Total Accrued Depreciation		(\$85,122)
Depreciated Replacement Cost		\$978,900
Add: Land Value		<u>\$410,000</u>
Indicated Value by Cost Approach		\$1,388,900
Rounded		\$1,390,000
Indicated Value by Cost Approach/Sq. Ft.		\$229.75

Sales Comparison Approach

This approach develops an indication of value by analysis of prices paid in actual transactions of similar properties. The subject is a modern medical office building that can accommodate a single occupant or multiple tenants. It is a newer building with no deferred maintenance and a good location. Potential buyers are owner-occupants, investors, or a combination investor/owner occupant. All of these types are present in the marketplace. Low interest rates have improved the economics of owning versus renting, and this can work to increase the spread in values between owner-occupied and investment buildings. It is common for buildings purchased for owner-occupancy, either in full or partial, to sell for a higher price per square foot.

The sales search for this analysis focused on medical office buildings that are similar to the subject in the combined criteria of size, quality/condition, and location. This search produced five sales. The sales are summarized on the following chart and individual data sheets and a location map are in the *Appendix*. The data sheets provide a full description of each property.

The five sales are ranked on the chart by unit price and have a range of \$150.81–\$272.08 per square foot. The range is influenced by multiple factors and adjustments are warranted. The subject is under LOI for \$214.88 per square foot.

Adjustments to the market data are applied to account for significant differences between the subject and the sale properties. The appropriate order of adjusting sales to the subject property is as follows:

1. Property Rights Conveyed
2. Financing Terms of Sale
3. Conditions of Sale
4. Date of Sale (Time)
5. Location & Physical Characteristics

Property Rights Conveyed, Financing Terms of Sale & Conditions of Sale. All of the sales were arms length transactions and no adjustments are required for property rights, financing terms or conditions of sale.

Date of Sale. The date of sale is an important consideration given the recent trend in the economy and real estate cycle. The sales occurred in 2017–2019. The Albuquerque commercial markets have experienced a modest upward trend in the past two years as the economy has strengthened. I have not applied an adjustment for date of sale, but this factor is recognized in the final estimate.

Location: The subject has a good location near NM 528 in southern Rio Rancho and near the Cottonwood commercial area in northwest Albuquerque. Sales 1, 3, 4 and 5 have good quality locations similar to the subject and require no adjustment. Sale 2 is located in the Downtown market, which has weaker demand from buyers and renters. It is adjusted upward 5%.

Building Size: The subject building area is 6,050 square feet and Sales 1, 3 and 4 have similar sizes. Sale 5 is materially smaller than the subject, creating more marketability and is adjusted downward in price by 5%. Sale 2 is materially larger and adjusted upward 5%.

Building Quality: The subject is a good quality medical office building by Albuquerque design standards with plumbing in the majority of the rooms, high ceilings, attractive finishes and multiple entrances. The subject is rated similar in quality to Sales 2, 3 and 5. Sale 1 has a lower quality rating and adjusted upward 10%. Sale 4 is a superior quality building in architectural design and interior buildout, including its two surgery rooms. It is adjusted downward 20%. These adjustments are based upon our inspection of the properties and replacement cost.

Building Condition: The subject was constructed in 2015 and in very good condition. The sales range in construction date from 1984–2006. The adjustments for condition are based upon my physical inspection and the confirmation interviews with the sale participants. The adjustment does not directly correlate with building age due to periodic renovations. The subject is superior to all the buildings in condition and the adjustments range from +10% to +25%.

Floor Area Ratio & Expansion Area: The subject has a low FAR of 13.9% and has a dedicated area to construct a ±3,000-square-foot building expansion. This area could also be used to construct additional parking spaces for a high-parking demand user. This flexibility adds value versus a building with a higher

FAR. This is not a typical property characteristic and some buyers would anticipate not using the additional land for multiple years. I estimate the adjustment for this factor to be a modest +5%.

The adjustments are applied on the following chart.

Improved Sales Summary with Adjustments

Sale No.	<i>Subject</i>	<i>Sale 1</i>	<i>Sale 2</i>
Sale Price	\$1,300,000	\$945,000	\$2,314,000
Sale Date	Letter of Intent	5/29/18	5/10/17
Address	1790 Grande SE Rio Rancho	8324 Constitution Pl. NE Albuquerque	1001 Coal Ave. SE Albuquerque
Market Area	Southern RR	NE Heights	Downtown
Building Type	Medical office	Medical office	Medical office
Building Construction	Frame/stucco	Frame/stucco	Masonry & frame/stucco
Buyer Use	General medical	General medical	Investor
Land Area in Acres	1.000	0.7592	1.1229
Bldg. Area in GSF	6,050	6,266	14,175
Year Built	2015	1985	1984
Floor Area Ratio	13.9%	18.9%	29.0%
Sale Price/SF	\$214.88	\$150.81	\$163.25
Location Adj.		+0%	+5%
Building Size Adj.		+0%	+5%
Bldg. Quality Adj.		+10%	+0%
Bldg. Condition Adj.		+25%	+15%
FAR/Expansion Land Adj.		<u>+5%</u>	<u>+5%</u>
Total Adjustment		+40%	+30%
Adj. Sale Price/SF		\$211.14	\$212.22

Sale No.	<i>Sale 3</i>	<i>Sale 4</i>	<i>Sale 5</i>
Sale Price	\$1,133,540	\$1,990,000	\$650,000
Sale Date	8/20/18	11/6/18	5/8/19
Address	3810 Masthead St. NE Albuquerque	7800 Constitution NE Albuquerque	3846 Masthead St. NE Albuquerque
Market Area	North I-25	NE Heights	North I-25
Building Type	Medical office	Medical office	Medical office
Building Construction	Frame/stucco	Masonry & frame/stucco	Frame/stucco
Buyer Use	General medical	General medical w/ surgery	General medical
Land Area in Acres	Condo	1.5244	Condo
Bldg. Area in GSF	5,900	8,300	2,389
Year Built	2006	2000	2006
Floor Area Ratio	±35%	12.5%	±35%
Sale Price/SF	\$192.13	\$239.76	\$272.08
Location Adj.	+0%	+0%	+0%
Building Size Adj.	+0%	+0%	-5%
Bldg. Quality Adj.	+0%	-20%	+0%
Bldg. Condition Adj.	+10%	+10%	+10%
FAR/Expansion Land Adj.	<u>+5%</u>	<u>+0%</u>	<u>+5%</u>
Total Adjustment	+15%	-10%	+10%
Adj. Sale Price/SF	\$220.94	\$215.78	\$299.29

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The unadjusted sale prices have a range of \$150.81–\$272.08 per square foot. After adjustment, the range is \$211.14–\$299.29 per square foot; however, Sale 5 is a clear outlier. Sale 5 has a long-term lease in-place to a well-regarded medical group and was purchased by an investor. The investor admittedly paid an above-market price for the property and was motivated by the lease and size of the investment. This property is physically similar, but the subject does not have an existing lease.

Excluding Sale 5, the adjusted price range narrows to \$211.14–\$220.94 per square foot, with the best support at approximately \$215 per square foot. This is consistent with the subject letter of intent price at \$214.88 per square foot.

Based upon the preceding data and analysis, the specific estimate of value is \$215.00 per square foot. The total estimate of market value by the Sales Comparison Approach is calculated below.

Sales Comparison Approach Conclusion

Gross Building Area in Square Feet	6,050
Estimated Market Value per Gross Square Foot	\$215.00
Indicated Value by Sales Comparison Approach	\$1,300,750
Rounded	\$1,300,000

Income Approach

The Income Approach is based on net income expectancy and the capital requirements of typical investors in the market. Net income is the residual of rental collections after deductions are made for all expenses of normal operation, including professional management fees and an allowance for credit loss or vacancy, but excluding debt service and depreciation (recapture). Net cash flow is the amount that the owner receives after paying for all expenses of normal operation plus the tenant improvements, leasing commissions and capital expenditures to the property but before any payments for debt service. This appraisal employs direct capitalization using an overall capitalization rate to estimate market value.

Market Rent Analysis for the Subject Building

It is most probable the subject would be leased to a single tenant on a triple net lease structure. Under this lease, the tenant is responsible for all operating expenses, including utilities, janitorial, real estate taxes, insurance, maintenance and repairs. The landlord's expenses would be management and major capital repairs.

Some medical office leases in multi-tenant buildings are structured on either a modified gross or full service basis. Under modified gross, the landlord pays for common area utilities, real estate taxes, insurance and exterior repair & maintenance, and the tenant pays for their own electric, gas, janitorial and interior repairs. Under full service, the landlord is responsible for all operating expenses. Where necessary, the lease comparables are adjusted to a triple net basis using the following expense amounts.

Expense Adjustments for Rent Comparables

<i>Expense Item</i>	<i>Modified Gross \$ per SF</i>	<i>Full Service \$ per SF</i>
Utilities for tenant suites	\$0.00	\$1.75
Utilities for common areas:	\$0.25	\$0.25
Real estate taxes:	\$1.25	\$1.25
Insurance:	\$0.25	\$0.25
Interior repairs & maintenance	\$0.00	\$0.50
Exterior repairs & maintenance:	<u>\$1.00</u>	<u>\$1.00</u>
Landlord Expense Adjustments vs. Triple Net	\$2.75	\$5.00

The four comparable buildings are shown on the following chart. Photographs and a location map are in the *Appendix*.

Summary of Comparable Rentals

<i>Rental No.</i>	<i>1</i>	<i>2</i>
Address	9201 Montgomery Blvd. NE Albuquerque, NM	4333 Pan American Fwy. NE Albuquerque, NM
Leased Square Feet	1,950	2,896
Tenant Name	Internal Medicine & Geriatrics	Albuquerque Nephrology
Year Built	1990s	1990s
Building Type	Condo	Multi-tenant
Lease Date	Apr-19	Jan-19
Lease Term	5 years	4 years
Tenant Expenses	Modified gross	Full service
Rent per SF	\$18.50	\$23.00
Adjust to Triple Net	<u>(\$2.75)</u>	<u>(\$5.00)</u>
Adjusted Rent to Triple Net	\$15.75	\$18.00
Location vs. Subject	Similar	Similar
Quality vs. Subject	Inferior	Inferior
Condition vs. Subject	Inferior	Inferior
Size vs. Subject	Smaller	Smaller
Indicated Subject Rent per SF	Higher	Higher
Comments	Average to good quality medical office condo in the Northeast Heights. Midblock location can create difficult access. 4 exam/procedure rooms plus a lab.	Good quality medical suite with eight exam rooms. Former occupant was plastic surgery practice. Visible I-25 location, but access is from one-way frontage road.
<i>Rental No.</i>	<i>3</i>	<i>4</i>
Address	3846 Masthead St. NE Albuquerque, NM	10320 Cottonwood Pk. NW Albuquerque, NM
Leased Square Feet	2,389	2,720
Tenant Name	Spine Medicine	Cottonwood Dental
Year Built	2006	2005
Building Type	Condo	Multi-tenant
Lease Date	Mar-19	Apr-19
Lease Term	6 years	10 years
Tenant Expenses	Triple net	Triple net
Rent per SF	\$20.64	\$21.00
Adjust to Triple Net	<u>\$0.00</u>	<u>\$0.00</u>
Adjusted Rent to Triple Net	\$20.64	\$21.00
Location vs. Subject	Similar	Similar
Quality vs. Subject	Similar	Similar
Condition vs. Subject	Similar	Similar
Size vs. Subject	Smaller	Smaller
Indicated Subject Rent per SF	Lower	Lower
Comments	Good quality medical office condo in the Journal Center area of the I-25 corridor. 4 exam/procedure rooms.	Good quality multi-tenant building in the Cottonwood market area. 9 operatories, 3 labs, X-ray area, direct entrance.

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The four leases produce an adjusted rental range of \$15.75–\$21.00 per square foot on a triple net lease basis. The rates follow a logical range based upon their respective locations and physical characteristics.

Rental 1 at the low end of the range has the lowest building quality. It also has a midblock location and ingress/egress can be difficult during peak traffic hours. The subject is superior to this property in every category.

Rental 2 is a good quality multi-tenant building fronting I-25. The property has good visibility, but specific access and parking are inferior, plus this building is materially older than the subject.

Rentals 3 and 4 are good quality medical buildings that are rated comparable to the subject in every category except size. The subject at 6,050 square feet is over twice as large as these suites and this supports a slightly lower rate.

The data supports a subject market rent rate that is above Rental 2 at \$18.00 per square foot and below Rentals 3 and 4 at \$20.64–\$21.00 per square foot. The specific estimate of market rent for the subject property is \$19.50 per square foot, triple net.

Vacancy

The subject property is currently 100% occupied by the property owner and has never been offered for lease. Good quality medical buildings in the Albuquerque metro area have a typical occupancy of 100% and income loss due to vacancy occurs during occasional turnover. It is expected the subject would be 100% leased into the foreseeable future. To account vacancy during tenant turnover, a stabilized vacancy rate of 5% is applied.

Operating Expenses

The subject space is assumed to be operated on a triple net basis, i.e., the tenant pays virtually all operating costs. Landlord expenses would be a modest management fee and periodic capital repairs. Those estimated expenses are 2% of effective gross income for management and \$0.25 per square foot of building area for landlord repairs.

Net Operating Income Estimate

The preceding information is used to develop the following projection of stabilized “year one” net operating income for the subject property.

Estimate of Year One Net Operating Income

	Totals	Per 6,050 SF
Gross Income		
6,050 SF x \$19.50/SF	\$117,975	\$19.50
Less Stabilized Vacancy at 5.0%	<u>(\$5,899)</u>	<u>(\$0.98)</u>
Effective Gross Income	\$112,076	\$18.53
Expenses		
Landlord Repairs	\$1,513	\$0.25
Management at 2% of EGI	<u>\$2,242</u>	<u>\$0.37</u>
Total Expenses	\$3,755	\$0.62
Net Operating Income Estimate	\$108,321	\$17.90

Direct Capitalization

The capitalization process employed in valuation of the subject property is direct capitalization using an overall rate. The overall rate represents the relationship between first year net income expectancy and value. Ideally it is developed by an analysis of recent transactions in the market involving relatively similar

properties. Following is a summary chart of overall rates from office and medical office transactions in the Albuquerque area.

Albuquerque Metro Area Office Sales Providing Overall Capitalization Rates

<i>Sale</i>	<i>Address</i>	<i>Type</i>	<i>Sale Price</i>	<i>Sale Date</i>	<i>Overall Rate</i>	<i>Comments</i>
A	3846 Masthead NE	Med Office	\$650,000	May-19	7.59%	Good quality med bldg. under new 5-year NNN lease to spine MD
B	1001 Coal SE	Med Office	\$2,314,000	May-17	7.60%	Good quality med bldg. under new 7-year NNN lease to Women's Specialists
C	9200 San Mateo NE	Office	\$395,000	Apr-18	7.70%	Good quality office with 3-year mod. gross lease to Precision Survey
D	5600 Wyoming NE	Office	\$6,550,000	Sep-16	8.03%	Good quality multi-tenant suburban office building in upper income area
E	801 Encino NE	Med Office	\$6,300,000	Oct-14	8.30%	Med Arts Square, 51,935 SF multi-tenant medical office complex built 1953, renovated 2007. 92% occupied.
F	7510 Montg. NE	Office	\$1,850,000	Oct-15	8.39%	PennMont Plaza, good quality multi-tenant office at 100% occupancy.
G	3301 Candelaria NE	Office	\$2,231,000	Dec-14	8.51%	Multi-tenant office built in 1989. History of solid occupancy with local tenants.
H	1120 Pennsylv. NE	Office	\$1,075,000	May-17	8.70%	Average to good quality multi-tenant office with history of good occupancy, but market area to the south of Uptown is in decline. Built 1985.
I	8400 Osuna NE	Office	\$5,250,000	Nov-15	8.72%	Osuna Professional Center built in 1980s. Mostly dental offices.
J	5001 Indian School NE	Office	\$9,200,000	Aug-16	8.83%	Good quality multi-tenant office center with Midtown location at I-40 near San Mateo. Built in 1997-99.
K	6001 Indian School NE	Office	\$8,225,000	Sep-16	8.86%	Good quality multi-tenant office in Uptown submarket at 90% occupancy.
AVERAGES:			\$4,003,636		8.29%	

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The preceding data provides a range of 7.59%–8.86%, and the rates are spread evenly through the range. The overall rates are influenced by the perceived risk and pattern of the income stream, i.e., a steadily increasing income stream with lower risk will result in a lower overall rate. The subject does not have a tenant in-place, but it is a well-located newer building in good condition. The cost of ownership of this building should be below average for ten-plus years.

The overall rate applied in this valuation is near the midpoint of the range at 8.25%.

Lease-Up Adjustment

The subject property would be 100% vacant at the date of sale and the stabilized occupancy rate is estimated to be 95%. An adjustment is required to reflect the value of the property “as is” versus at stabilized occupancy. That adjustment is the sum of the lost rent, leasing commissions and tenant improvements. It is estimated the subject will require approximately three to six months to secure a tenant. The adjustment is calculated as follows.

- The subject owner will not collect rent on the vacant space during lease-up and this is deducted.
- The lease term is assumed to be five years and the leasing commission is six percent.
- The subject is a nearly new building in good condition and no landlord tenant improvements are modeled.

Lost Rent: $\$19.50/\text{SF} \times 0.50 \text{ year} \times 6,050 \text{ SF} =$	\$58,988
Leasing Commissions: $6,050 \text{ SF} \times \$19.50/\text{SF} \times 5 \text{ years} \times 6\% =$	\$35,393
Tenant Improvements: $6,050 \text{ SF} \times \$0.00/\text{SF} =$	\$0
Owner's Lease Up Profit & Contingency =	<u>\$25,000</u>
Total	\$119,381
Rounded	\$120,000

Expansion Land Adjustment

As described in this appraisal, the subject property site plan is designed to allow a $\pm 3,000$ -square-foot building addition. This addition would likely be a separate unit, as opposed to the expansion of the existing suite. This expansion land has value and a positive 5% adjustment was applied in the preceding approach. This adjustment is also applied in the Income Approach.

Conclusion of Income Approach

The Income Approach combines the data, analysis and conclusions from the preceding section to reach the following final estimate of value.

Estimate of Net Operating Income at Stabilized Occupancy	\$108,321
Overall Capitalization Rate:	8.25%
Capitalized Value at Stabilized Occupancy	\$1,312,982
Plus Expansion Land Adjustment at 5%	\$65,649
Less Lease-Up Adjustment	<u>-\$120,000</u>
Estimate of Market Value by the Income Approach	\$1,258,631
Rounded	\$1,260,000

Reconciliation

The indicated real property values from the preceding analysis are as follows.

Cost Approach	\$1,390,000
Sales Comparison Approach	\$1,300,000
Income Approach	\$1,260,000

The three approaches employ different data sets and result in a relatively narrow value range. This is expected given the newer age of the improvements and the solid user demand for good quality medical space in the Albuquerque metro area. The value estimate by the Sales Comparison Approach lies in the approximate middle of the range and is also considered to be the best-supported approach. The valuation directly supports the current letter of intent price of \$1,300,000. Based upon the preceding data and analysis, the final estimate of market value is \$1,300,000.

Marketing/Exposure Time

Based upon the included sale data and my interviews with the market participants for the subject property type, a reasonable marketing period expectation for this property is estimated to be approximately six months, assuming competent marketing at a price consistent with the appraised value.

Certification

This certifies that the estimated market value of the subject property, as of October 14, 2019 is One Million Three Hundred Thousand Dollars (\$1,300,000).

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest with respect to the parties involved.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Practice*.
- This appraisal assignment was not based on a requested minimum valuation, a specific valuation, or approval of a loan.
- I have made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics & Standards of Professional Practice of the Appraisal Institute, which include the Uniform Standards of Professional Appraisal Practice.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the continuing education program of the Appraisal Institute.
- Joshua Cannon is a General Certified Real Estate Appraiser, State of New Mexico, Certificate No. 21-G.

This opportunity to provide appraisal services to your organization is appreciated, and questions from authorized users of the report will be welcomed if any aspect of the research or analysis requires clarification.

JOSHUA CANNON & ASSOCIATES, INC.



Joshua Cannon, MAI

10-24-19

Date

Freestanding Office Building



Accelerating success.

For Sale



Details

Price Per SF \$214.88/SF

Building Size 6,050 SF

Lot Size 1.0 Acres

Zoning SU/C-1, some C-2

Sale Price:

\$1,300,000

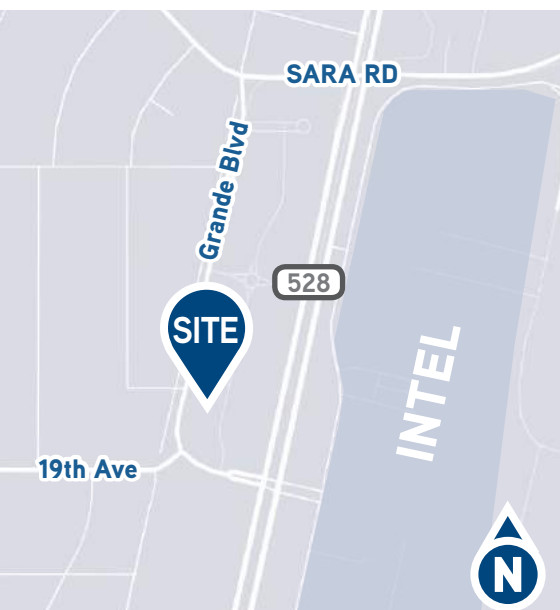
1790 Grande Blvd. SE, Rio Rancho, NM 87124

FEATURES

- Newer construction, built in 2015
- Large parking lot (parking ratio: 4.7/1,000)
- Land area allows for possible +/-3,000 SF expansion of the building

Currently built out in two suites:

- **Suite A** medical suite:
 - Large reception/waiting area
 - 16 exam/treatment rooms with sinks
 - 2 private offices
 - Conference room
 - 2 storage rooms
 - 2 ADA restrooms
 - Break room
- **Suite B** office suite:
 - Reception area
 - 2 private offices
 - Conference room
 - Direct outside entrance



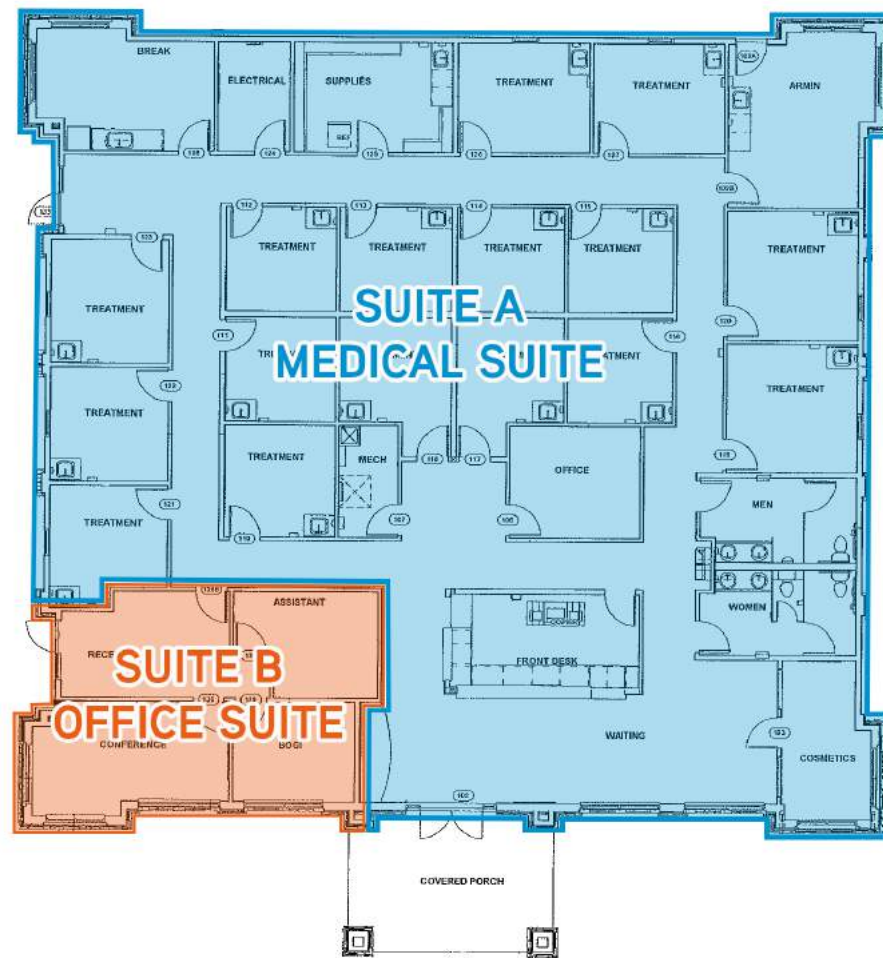
Contact us:

ANNE APICELLA
VICE PRESIDENT
505 681 9261
anne.apicella@colliers.com
LIC. NO. 39337

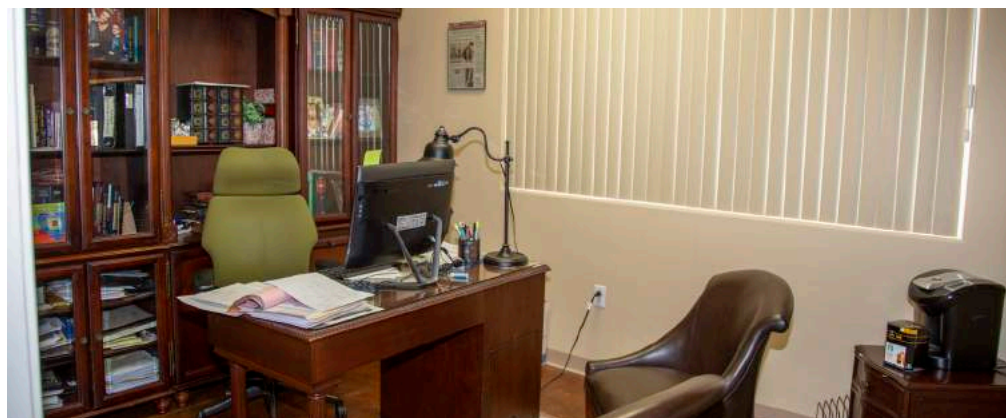
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Albuquerque, NM 87109
www.colliers.com

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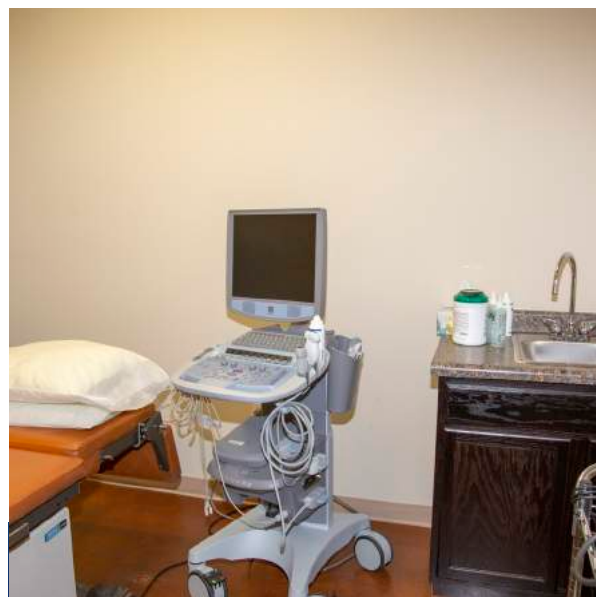
Floor Plan



Office Suite Photos



Medical Suite Photos



Aerials

FOR SALE | 1790 GRANDE BLVD. SE, RIO RANCHO, NM 87124

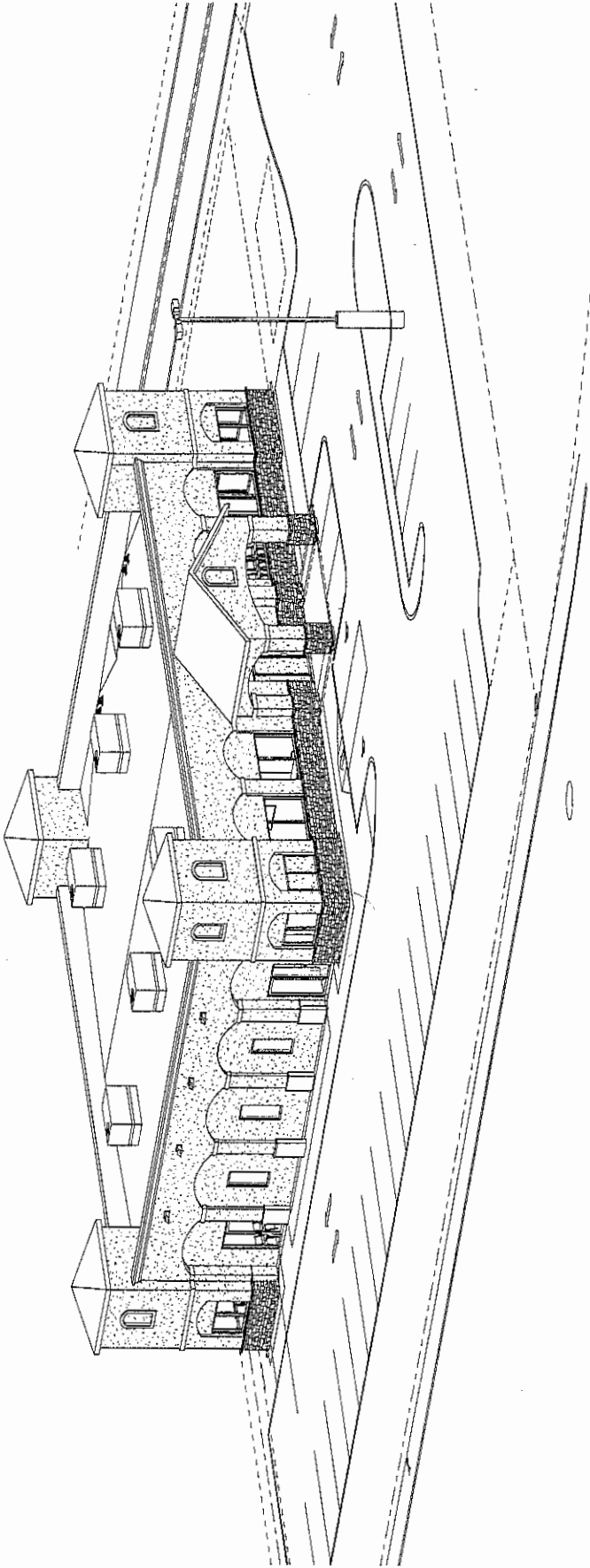


Permit: 14-6314

OFFICE BUILDING FOR ARMIN FOGHI

1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

Project Status
SEPT 2014



1 VIEW TO NORTHEAST

Scale:

DESIGN PROFESSIONALS

ARCHITECT:
ROGER CINELLI & ASSOCIATES INC.
2500 UNIVERSITY AVENUE, SUITE 100
ALBUQUERQUE, NEW MEXICO
PH: 505-243-3211

CIVIL:
SBS CONSTRUCTION & ENGINEERING, L.L.C.
2500 UNIVERSITY AVENUE, SUITE 100
ALBUQUERQUE, NEW MEXICO
PH: 505-804-9013

MECHANICAL:
WALKER CONSULTING ENGINEERS
1172 LAUREL LOOP, N.E.
ALBUQUERQUE, NEW MEXICO
PH: 505-656-1733

ELECTRICAL:
ERS ENGINEERING, L.L.C.
2500 UNIVERSITY AVENUE, SUITE 100
ALBUQUERQUE, NEW MEXICO
PH: 505-841-6313

SHEET LIST	
SHEET NO.	SHEET NAME

G001	COVER SHEET
G002	PARTITION TYPES
C101	SITE PLAN
C102	SITE DETAILS
C103	DRAINAGE & GRADING PLAN
C104	SITE UTILITY PLAN
L101	LANDSCAPE PLAN
S100	STRUCTURAL NOTES
S100A	STRUCTURAL NOTES
S101	FOUNDATION PLAN
S102	FOUNDATION DETAILS
S103	ROOF FRAMING PLAN

SHEET LIST	
SHEET NO.	SHEET NAME

S104	SHEAR WALL PLAN
S105	SELECTED TRUSS OUTLINES
A101	FLOOR PLAN
A102	DIMENSION PLAN
A103	REFLECTED CEILING PLAN
A104	ROOF PLAN
A105	ROOF DETAILS
A201	ELEVATIONS
A202	ELEVATIONS
A301	BUILDING SECTIONS
A302	BUILDING SECTIONS
A303	WALL SECTIONS

SHEET LIST	
SHEET NO.	SHEET NAME

A304	WALL SECTIONS & DETAILS
A401	INTERIOR ELEVATIONS
A402	INTERIOR ELEVATIONS
A403	INTERIOR ELEVATIONS
A601	DOOR AND WINDOW ELEVATIONS
A602	DOOR AND WINDOW SCHEDULES
A603	ROOM FINISH SCHEDULE & HARDWARE SETS
P101	PLUMBING PLAN
P102	PLUMBING PLAN
M101	MECHANICAL PLAN & SPECIFICATIONS
E100	SITE LIGHTING PLAN - SCHEDULE
E101	LIGHTING PLAN/FIXTURE SCHEDULE
E102	POWER PLAN

Cinelli / Roger Cinelli & Assoc.
ARCHITECTS
2500 UNIVERSITY AVENUE, SUITE 100
ALBUQUERQUE, NEW MEXICO 87107
(505) 243-3211

PROJECT TITLE
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

DRAWING TITLE
COVER SHEET

DATE
SEPT 2014
PROJECT NO.
709
DRAWING NO.

G001



9/11/14

SHEET KEYNOTES S101

- 5" CONCRETE SLAB W/ W1.4XW1.4-66MM AND #3'S @ 24" O.C.E.W.
- 24" X 10" CONCRETE FOOTING W/ 2 - #5'S CONTINUOUS AND #4 DOWELS @ 32" O.C.
- 10" CONCRETE STEM WALL W/ #4 CONTINUOUS AND #4 DOWELS @ 32" O.C. VERTICAL
- 6" CONCRETE STEM WALL W/ #4 CONTINUOUS AT TOP AND #4 DOWELS @ 32" O.C. VERTICAL
- 2" RIGID INSULATION R=10
- COMPOSITE WOOD COLUMN - SEE COLUMN SCHEDULE
- CONCRETE SPOT FOOTING - SEE SPOT FOOTING SCHEDULE
- 4" CONCRETE SLAB W/ W1.4XW1.4-66MM AND 8" X 12" CONCRETE TURNDOWN W/ #4 CONTINUOUS
- 20" X 10" CONCRETE FOOTING W/ 2 - #4'S CONTINUOUS
- #4 DOWELS 24" L @ 16" O.C. @ OPENING TO SIDEWALK
- CONCRETE PIER W/ 4 - #4'S VERTICAL - TOP OF PIER TO MATCH FINISH FLOOR ELEVATION
- CONCRETE PIER W/ 6 - #4 VERTICAL - TOP OF PIER TO MATCH FINISH FLOOR ELEVATION TYPICAL
- 32" SQ. X 12" CONCRETE SPOT FOOTING W/ 3 - #4'S E.W.
- 10" CONCRETE FOOTING W/ 2 - #4'S E.W.
- CUT STEM WALL AND RIGID AND CONTINUE SLAB FLUSH WITH FIN.FLR.
- CONTRACTOR JOINTS @ 10' O.C.E.W.
- 12" X 12" INTERIOR SHEAR WALL FOOTING W/ (2) #4'S CONTINUOUS
- 24" X 12" INTERIOR FOOTING W/ (8) #5'S CONTINUOUS

SPOT FOOTING SCHEDULE			
MARK	DESCRIPTION	REINFORCEMENT	COMMENTS
A	3'-10" x 3'-10" x 14" DP.	(9) #6 BARS EACH WAY	
B	4'-1" x 4'-1" x 14" DP.	(8) #6 BARS EACH WAY	
C	3'-0" x 3'-0" x 14" DP.	(4) #6 BARS EACH WAY	

SOIL REPORT NOTE:

FOUNDATION REQUIREMENTS ARE BASED ON
PROCEEDINGS AND DESIGNATION GATEWAY NORTH,
RIO RANCHO, NEW MEXICO.
VINYARD AND ASSOCIATES, INC.
PROJECT # 93-1-131 SEPTEMBER 23, 1993

FINISH FLOOR NOTE:

FINISH FLOOR ELEVATION AS ESTABLISHED BY
GRADING & DRAINAGE PLAN. SEE CONSTRUCTION
& ENGINEERING - SEE SHEET G105

Cinelli

Roger Cinelli & Assoc.
2415 Maribel Terrace N.W.
Albuquerque, New Mexico 87107
(505) 243-4311

ARCHITECTS

PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

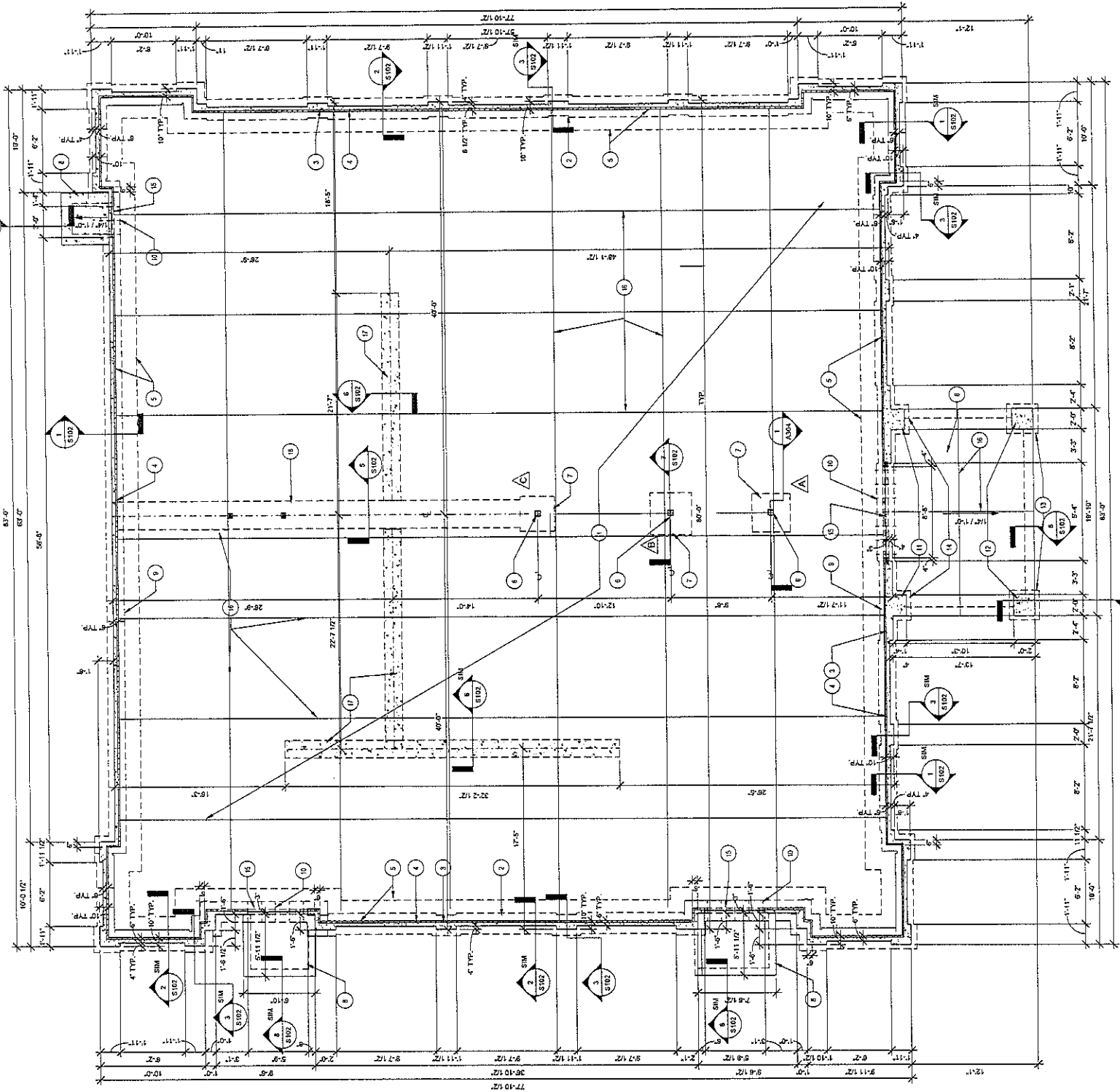
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FOUNDATION PLAN

DATE
SEPT 2014

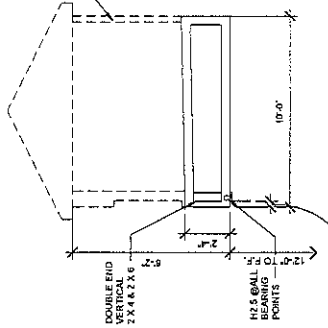
PROJECT NO.
Pg#

DRAWING NO.
S101

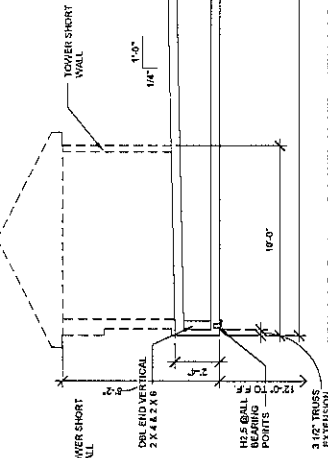
9/1/14



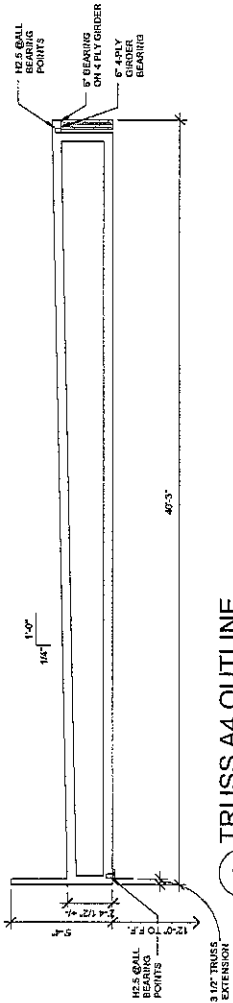
1 FOUNDATION PLAN
Scale: 3/16" = 1'-0"
FINISH FLOOR = 5246.25'



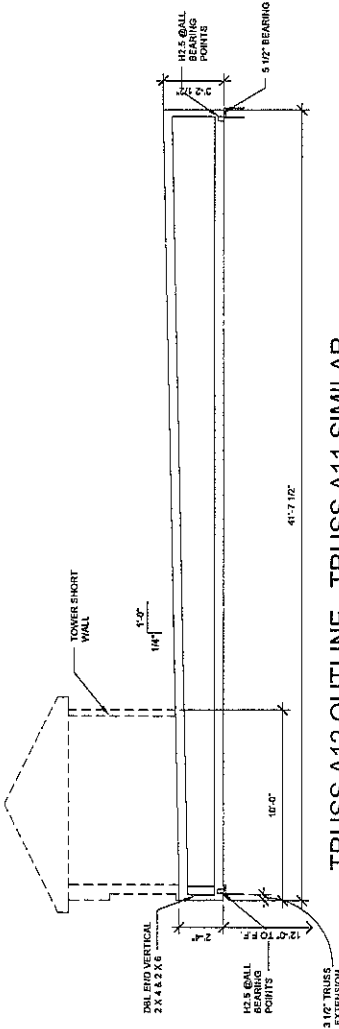
1 TRUSS A1 OUTLINE
Scale: 1/4" = 1'-0"



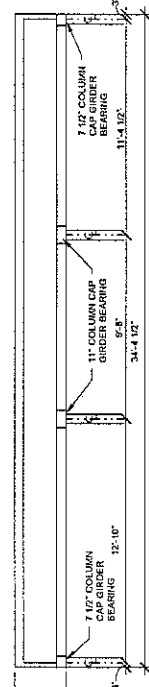
2 TRUSS A2 OUTLINE - TRUSS A3 SIMILAR (A3-2PLY)
Scale: 1/4" = 1'-0"



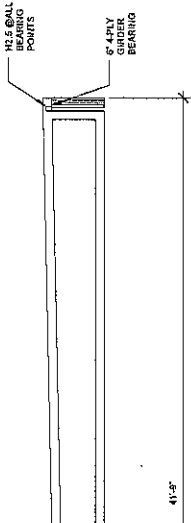
4 TRUSS A4 OUTLINE
Scale: 1/4" = 1'-0"



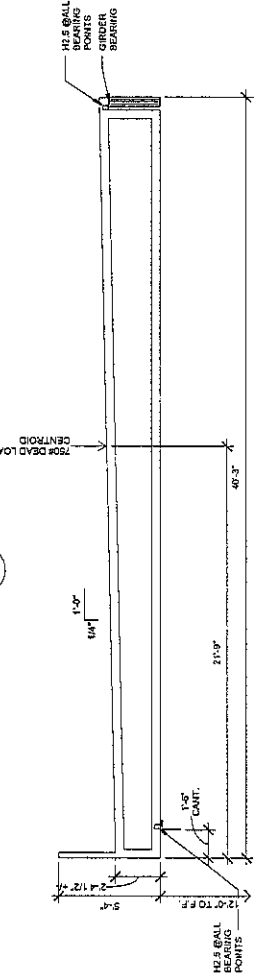
6 TRUSS A12 OUTLINE - TRUSS A11 SIMILAR (A11-2PLY)
Scale: 1/4" = 1'-0"



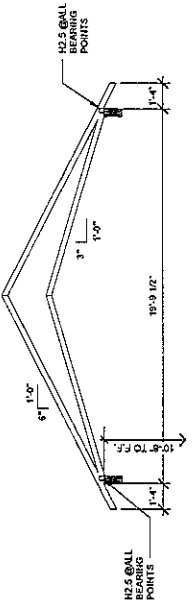
9 GIR 1 OUTLINE (4 PLY)
Scale: 1/4" = 1'-0"



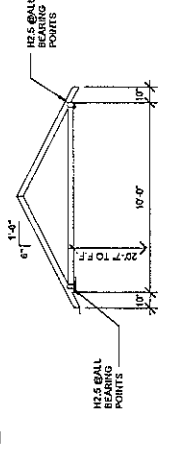
3 TRUSS A8 OUTLINE - TRUSS A7 SIMILAR
Scale: 1/4" = 1'-0"



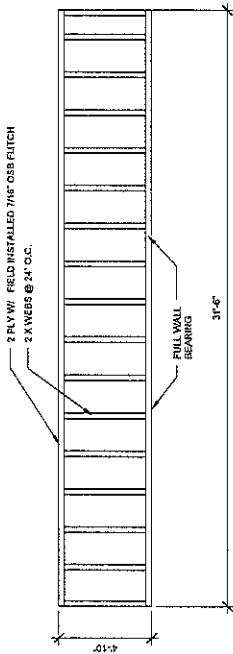
5 TRUSS A10 OUTLINE - TRUSS A6 SIMILAR
Scale: 1/4" = 1'-0"



7 TRUSS B OUTLINE
Scale: 1/4" = 1'-0"



8 TRUSS HM OUTLINE
Scale: 1/4" = 1'-0"



10 TRUSSES A2LT OUTLINE (2 PLY)
Scale: 1/4" = 1'-0"

Cinelli / Roger Cinelli & Assoc.
ARCHITECTS
2418 Maribel Torres Lane N.W.
Albuquerque, New Mexico 87107
(505) 243-8211

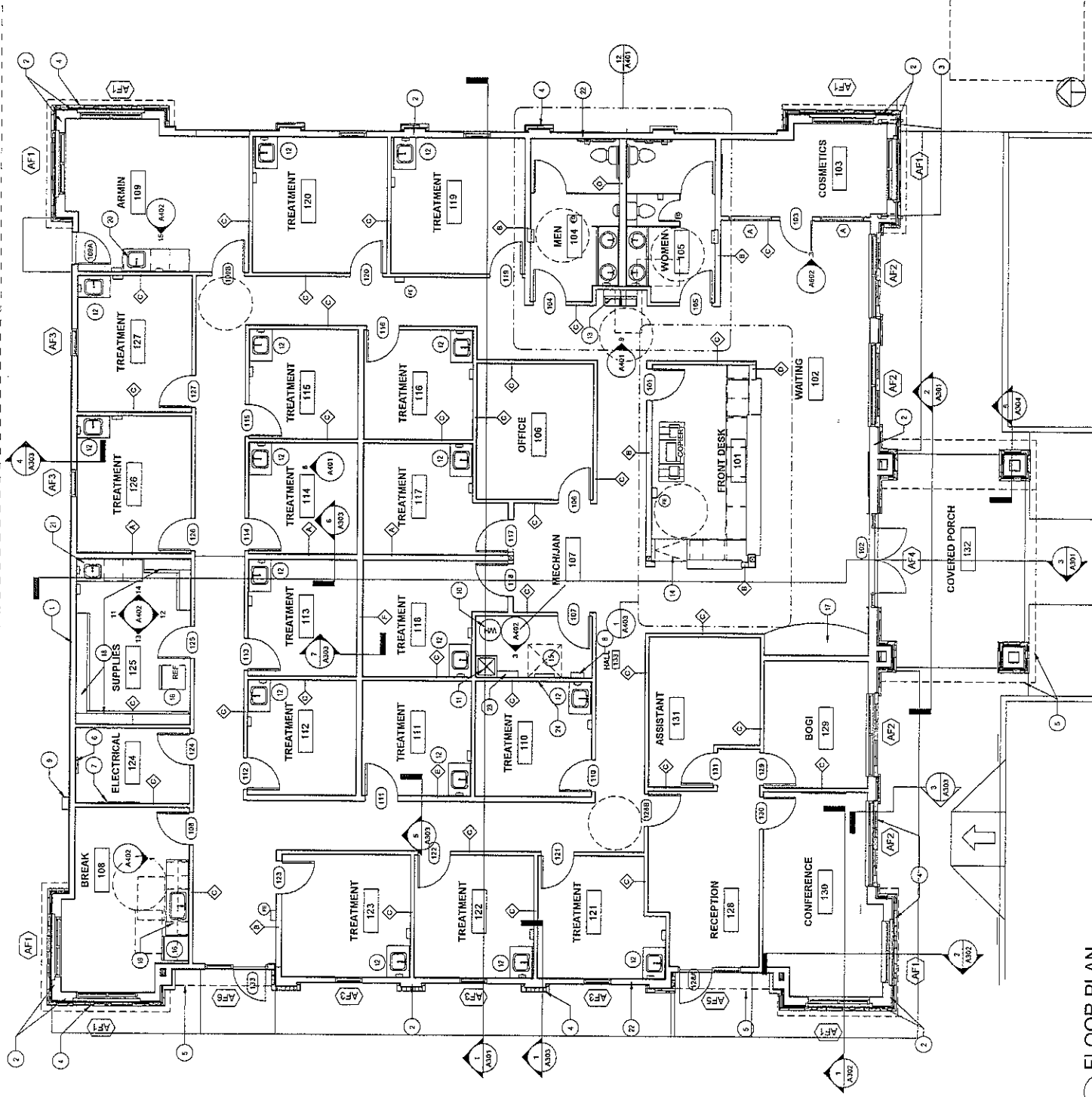
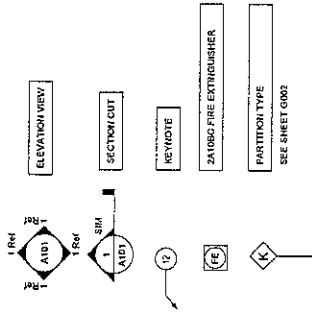
PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

DATE: SEPT 2014
PROJECT NO.:
Fgh

SEAL: [Professional Engineer Seal]
DRAWING NO.:
S105

DRAWING TITLE:
SELECTED TRUSS OUTLINES
9/11/14

1	2 X 6 BALCONY FRAME WALL - SEE SECTIONS
2	2 X 6 BEARING WALL AND 2 X 4 EXTERIOR FLURRED WALL - 7/16" SHEATHING FOR BOTH WALLS - SEE SECTIONS
3	PIURED WALL TO ACCOMMODATE ROOF DRAIN PIPE RISER AND SWEEP - SEE P102
4	CULTURED LEDGESTONE WAINSCOT - SEE EXTERIOR ELEVATIONS FOR LOCATIONS
5	ROOF OVERHANG
6	ELECTRICAL PANELS
7	TELEPHONE BOARD
8	LANDSCAPE IRRIG. BOX
9	ELECTRICAL METER AND RISER
10	GAS FIRED HOT WATER HEATER
11	FLOOR MOUNTED MOP SINK
12	VANITY MOUNTED EMPLOYEE WASH SINK AND SOAP DISPENSER - TYP. OF (16)
13	DAUL HEIGHT ELECTRIC WATER COOLER
14	36" WIDE FLUP UP COUNTER
15	ROOF HATCH & STEEL LADDER
16	REFRIGERATOR SPACE
17	DECORATIVE FOUNTAIN LOCATION - OPTIONAL - TBD
18	ADJUSTABLE WALL SHELVING - OPTIONAL
19	HANDICAP ACCESSIBLE EMPLOYEE BREAK CASEWORK
20	PRIVATE OFFICE CASEWORK AND SINK
21	SUPPLY AREA EMPLOYEE SINK, CASEWORK AND SOAP DISPENSER
22	2 X 6 PLATFORM FRAME EXTERIOR WALL - SEE SECTIONS
23	MOPROOM HANGER AND CHEMICAL STORAGE SHELF
24	CONTINUE PARTITION UP TO TRUSSES @ ROOF HATCH




1 FLOOR PLAN
Scale: 3/16" = 1'-0"

Cinelli
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Roger Cinelli & Assoc.,
2418 Manuel Torres Lane N.W.,
Albuquerque, New Mexico 87107
(505) 243-6211

PROJECT TITLE: OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

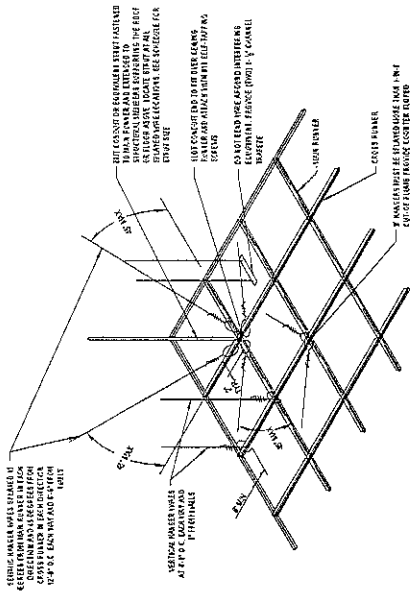
DRAWING TITLE:
FLOOR PLAN

SEAL		DATE	PROJECT NO.
		SEPT 2014	Foght
		DRAWING NO.	

A101

9/11/14

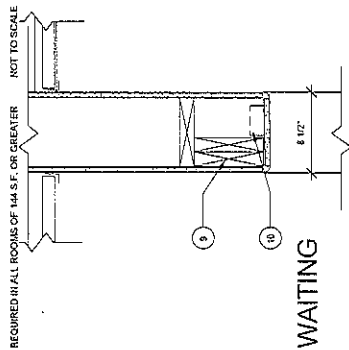
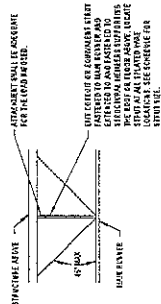
- 1 24" X 48" STUCCO ARCH
- 2 24" X 48" WIDE SUNSCREEN CEILING GRID
- 3 PAINTED 58" GYPSUM BOARD W/ 2 X 6 SPT #2 BTR
CEILING JOISTS @ 24" O.C.
- 4 SLOPED EXTERIOR GRADE GYPSUM BOARD
- 5 ROOF HATCH SHAFT
- 6 CEILING MOUNTED FLAT SCREEN TV
- 7 PAINTED 58" GYPSUM BOARD W/ 2 X 4 SPT #2 BTR
CEILING JOISTS @ 24" O.C.
- 8 LIGHTING HEADER - TO ACCOMMODATE PENDANT
LIGHTING BOXES
- 9 (2) 2 X 8 HEADER SPT #2 BTR
- 10 FEATURE ROUGH IN BOX



24" X 48" SUSPENDED ACOUSTICAL CEILING	PAINTED GYPSUM BOARD	24" SQUARE CEILING SUPPLY REGISTER	24" SQUARE CEILING RETURN REGISTER	RESTROOM EXHAUST FAN	24" X 48" TROOPER CEILING LIGHT	24" SQUARE CEILING SUPPLY REGISTER	6" CUL LIGHT

Sind Schedule		Quarterly	Yearly
1st		1st	1st
2nd		2nd	2nd
3rd		3rd	3rd
4th		4th	4th

Scale: 1/8" = 1'-0"



Scale: 3/16" = 1'-0"

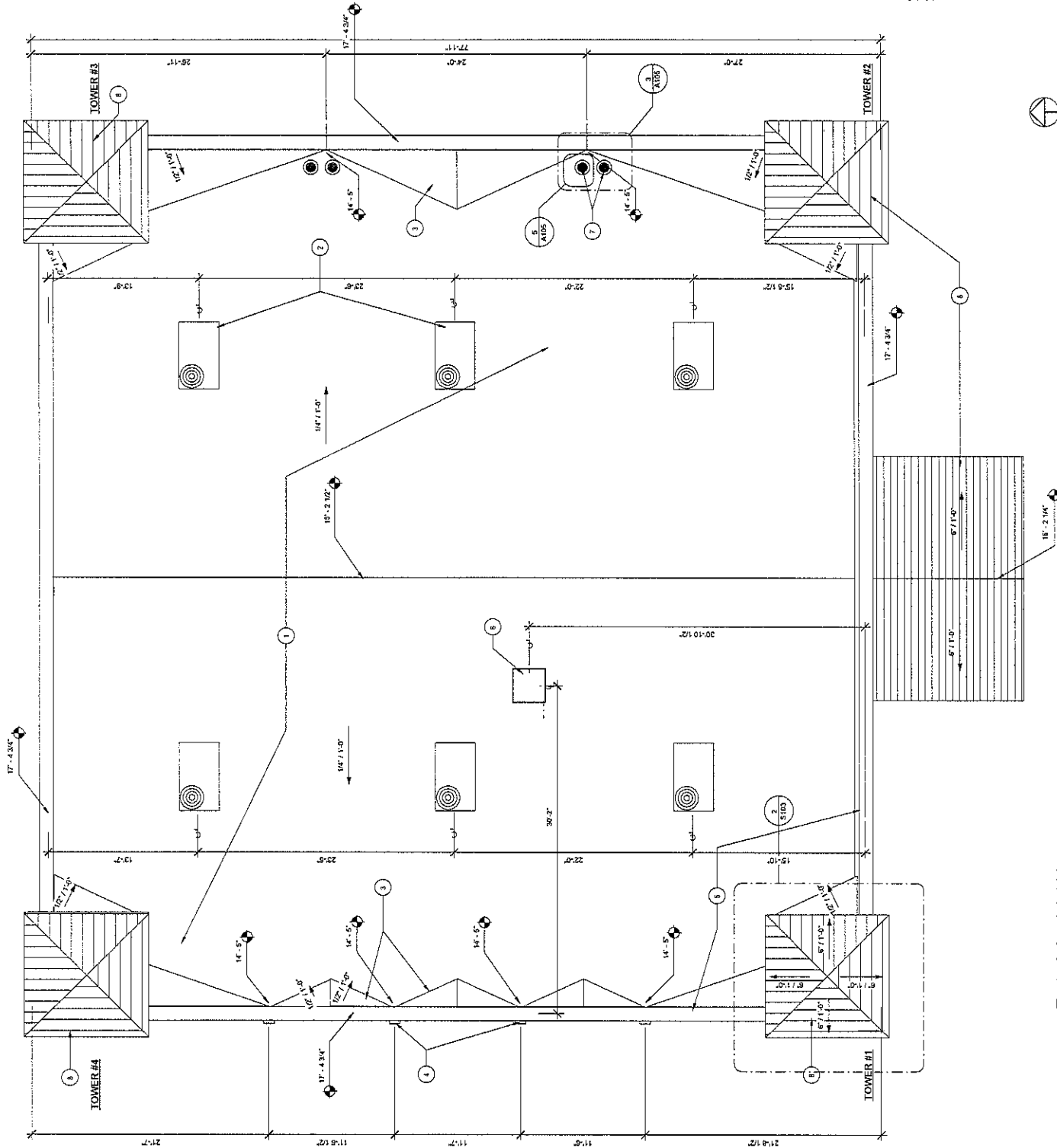
Scale: 1 1/2" = 1'-0"

	/ Roger Cinelli & Assoc. Architects Albuquerque, New Mexico 87107 (505) 243-8211	
	PROJECT TITLE: OFFICE BUILDING FOR ARMIN 1790 GRANDE BLVD. S.E. RIO RANCHO, NEW MEXICO	
DRAWING TITLE: REFLECTED CEILING PLAN		PROJECT NO. Page DRAWING NO.

SHEET KEYNOTES A104

- 1 FLAT ROOF SYSTEM, INSTALLY 60 MIL TO W/ 60 MIL BASE FLASHING, MECHANICALLY ATTACHED MEMBRANE TO 1/2" EPS WITH FOIL, (TAPERED POLYISOCYANURATE INSULATION @ CRICKETS TAMA-140 GAF ROOFING COMPANY- SEE 2/A105 PARAPET FLASHING)
- 2 RISE - TYP. OF (6") SEE MECHANICAL FOR EXACT LOCATIONS - SEE 6/A105 FOR TO CURB FLASHING AND 7/A105 FOR TO PIPE PENETRATION - WHERE APPLICABLE
- 3 CRICKLE
- 4 SLOPE - MINIMUM SLOPE 1/2" TYP
FOUR- AND 6" X 6" DOWNSPOUT - TYP. OF SCUPPER- SEE 4/A105

- PARAPET WITH METAL CAP FLASHING - SEE 1A106P
PARAPET WITH METAL CAP FLASHING - SEE 1A106P
ROOF HATCH - BIL CO MODEL 36" SQUARE WITH INSULATED CURB - SEE DETAIL THIS SHEET
3" DIA. ROOF DRAIN AND OVERFLOW ROOF DRAIN - PLUMB IN CONDITIONED SPACE IN SEPARATE PIPES TO SOUTH WALL AS PER PLUMBING PLAN SEE 3A105 & 3A106
24 GAUGE STANDING METAL SEAM METAL ROOF ON (2) LAYERS #15 FELT - PROVIDE ICE AND WATERSHIELD AT RIDGES AND EAVES



1 ROOF PLAN
Scale: 3/16" = 1'-0"

7 ROOF HATCH AND LADDER

Scale: 1" = 1'-0"

GENERAL ROOF PLAN NOTES

1. REFER TO MECHANICAL FOR ROOF TOP UNIT (RTU) INFORMATION AND ALL OTHER DUCTS AND ROOF PENETRATIONS, LOCATIONS. REFER TO DETAILS ON SHEET A103 FOR CURBS AT RTUs AND ROOF PENETRATIONS. ROOF PENETRATIONS ARE NOT INDICATED ON THE ROOF PLAN. CONTRACTOR SHALL BE RESPONSIBLE FOR FLASHING ALL DUCT, FLUE, VENT, ETC.

Cinelli
ARCHITECTS
Roger Cinelli & Assoc.
2418 Manuel Torres Lane NW,
Albuquerque, New Mexico 87107
(505) 243-8211

PROJECT TITLE: OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

DRAWING TITLE:
ROOF PLAN

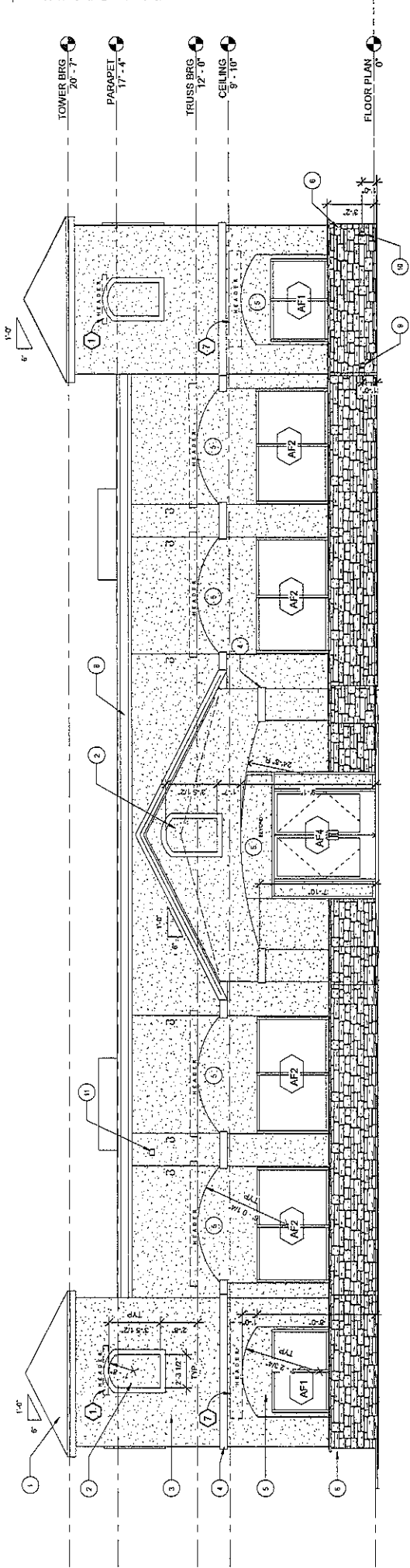
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	SEPT 2014	Fogh
		DRAWING NO.

A104

9/13/14

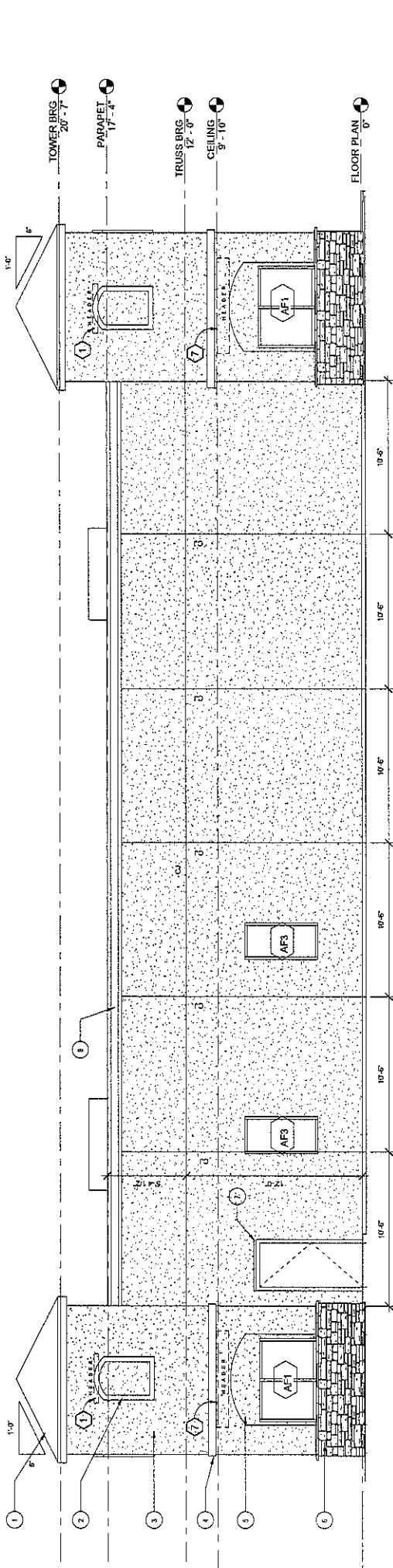
SHEET KEYNOTES A201

- 1 24 GA. STANDING SEAM METAL ROOF
- 2 4" DP. NICHOWITH FOAM STUCCO TRIM
- 3 EARTH TONE STUCCO
- 4 2 X 4 FOAM STUCCO TRIM
- 5 4" DP. STUCCO ARCH
- 6 CULTURED STONE MANSICOT W/ CAP - EARTHTONE COLORS
- 7 DOOR HEAD FLASHING
- 8 FOAM STUCCO CORNICE
- 9 OVERFLOW DRAIN BRASS COW'S TONGUE
- 10 ROOF DRAIN BRASS COW'S TONGUE
- 11 SIGNAGE J BOX



1 SOUTH ELEVATION

Scale: 1/4" = 1'-0"



2 NORTH ELEVATION

Scale: 1/4" = 1'-0"

LINTEL LEGEND

SEE 'BEAM & HEADER SCHEDULE
SHEET 5/03

Cinelli / Roger Cinelli & Assoc.
2418 Maribel Terrace Lane NW
Albuquerque, New Mexico 87107
(505) 243-8211

PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

DRAWING TITLE:
ELEVATIONS

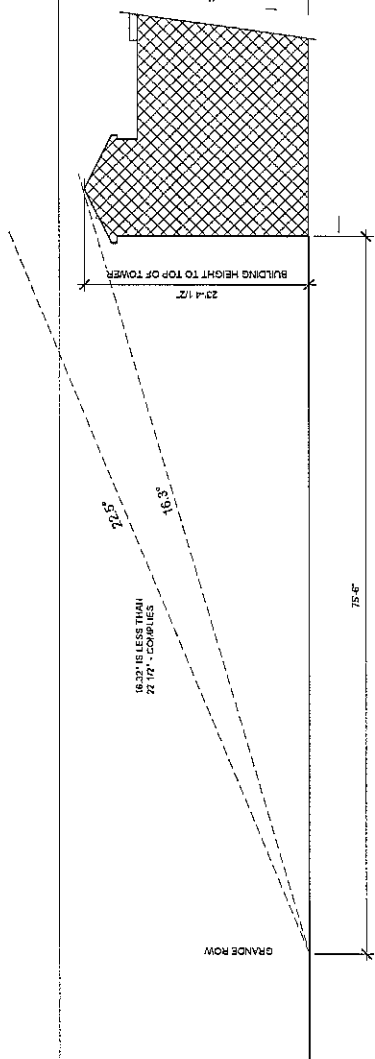
DATE: SEPT 2014 PROJECT NO. F-09

DRAWING NO.

A201



9/11/14

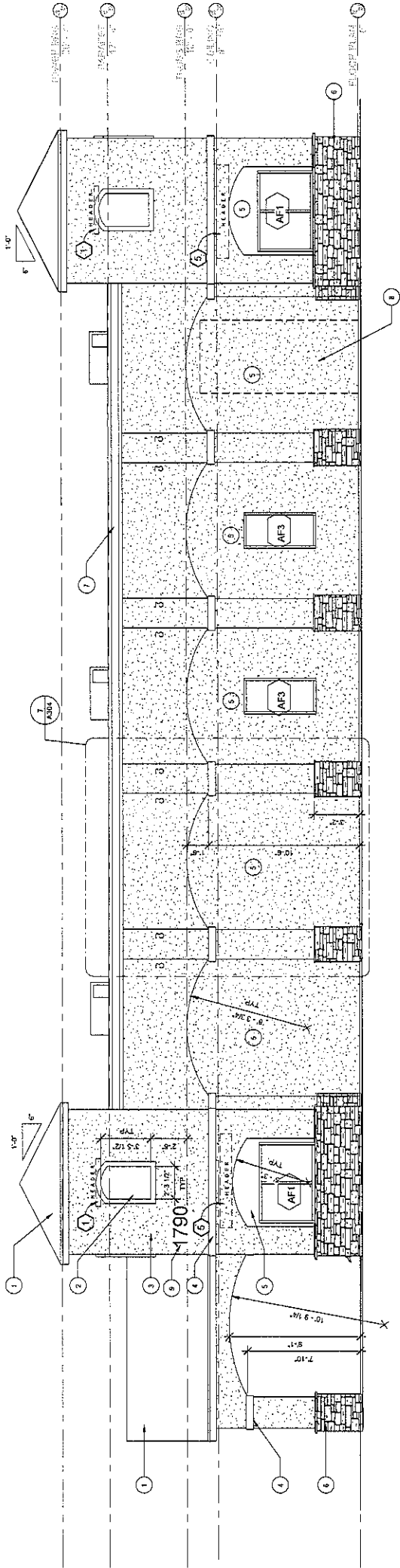


3 BUILDING HEIGHT

Scale: 1/8" = 1'-0"

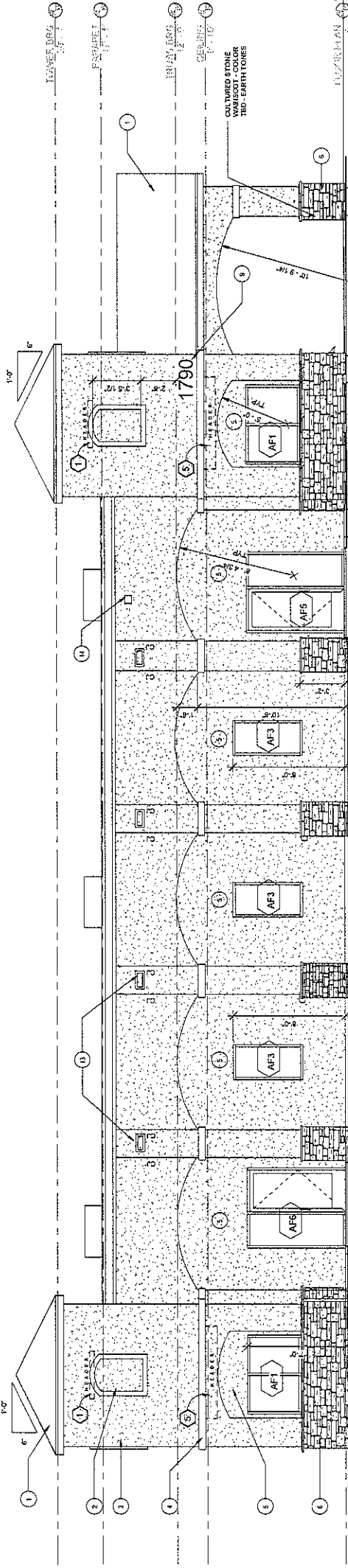
SHEET KEYNOTES A202

- 24 GA. STANDING SEAM METAL ROOF
- 4" DP. NICHOS WITH FOAM STUCCO TRIM
- EARTH TONE STUCCO
- 2 X 4 FOAM STUCCO TRIM
- 4" DP. STUCCO ARCH
- CULTURED STONE MANSICOT W/ CAP - EARTH TONE COLORS
- FOAM STUCCO CORNICE
- CONCEALED FRAMED
- CONCEALED FRAMED
- CONCEALED FRAMED
- PREMISES I.D.
- CULTURED STONE VENEER OVER 6" CMU BASE
- INTERIOR ILLUMINATED SIGNAGE
- 4"Ø STEEL PIPE SUPPORT IN CONCRETE PIER - TYP. OF (2)
- GALVANIZED IRON OR COPPER CANALES. ADD ALTERNATE SCUPPER AND DOWNSPOUT
- SIGNAGE JBOX



1 EAST ELEVATION

Scale: 1/4" = 1'-0"

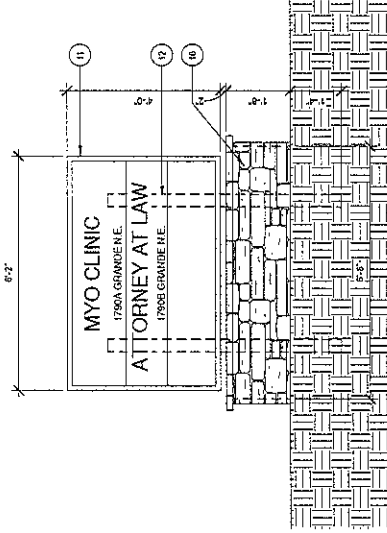


2 WEST ELEVATION

Scale: 1/4" = 1'-0"

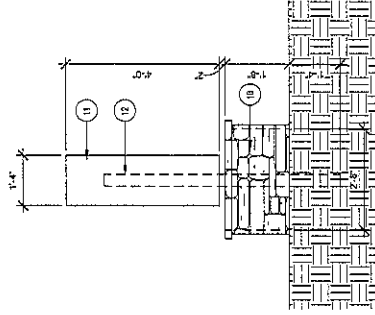
LINTEL LEGEND

SEE BEAM & HEADER SCHEDULE
SHEET 3103



3 MONUMENT SIGN - FRONT ELEVATION

Scale: 1/2" = 1'-0"



4 MONUMENT SIGN - SIDE ELEVATION

Scale: 1/2" = 1'-0"

Cinelli / Roger Cinelli & Assoc.
ARCHITECTS
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Albuquerque, New Mexico 87107
(505) 243-6211

PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

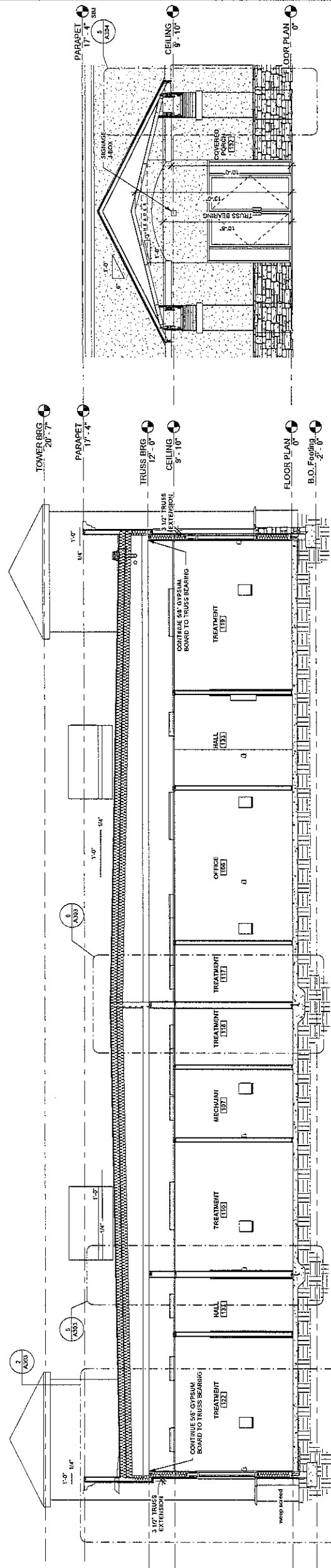
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ELEVATIONS

DATE: SEPT 2014
DRAWING NO.:
PROJECT NO.:
Page:



A202

9/11/14

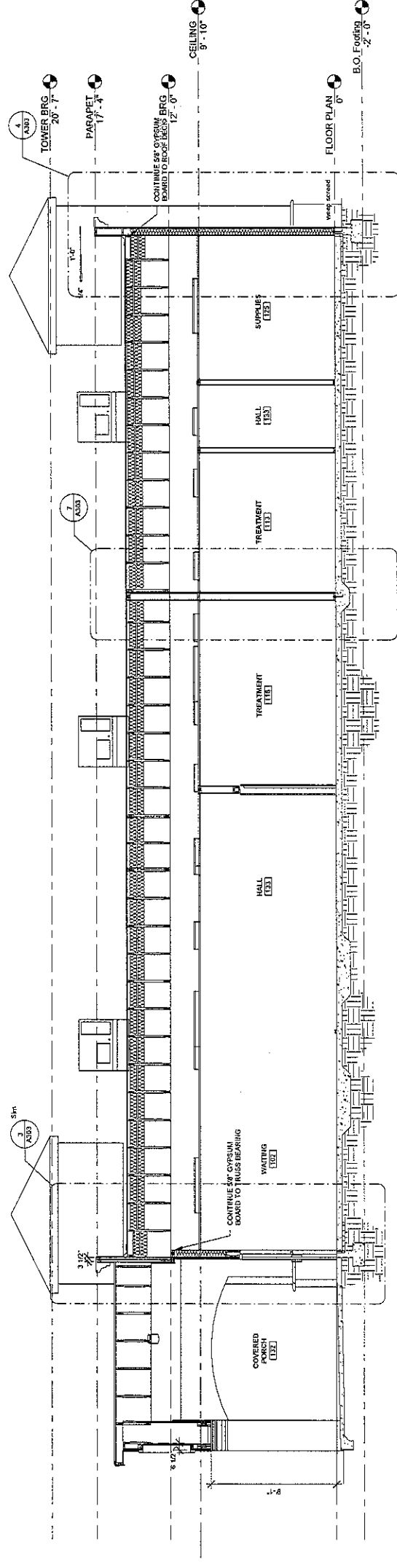


1 TRANSVERSE BUILDING SECTION

Scale: 1/4" = 1'-0"



Scale: 1/4" = 1'-0"



LONGITUDINAL BUILDING SECTION

Scale: 1/4" = 1'-0"

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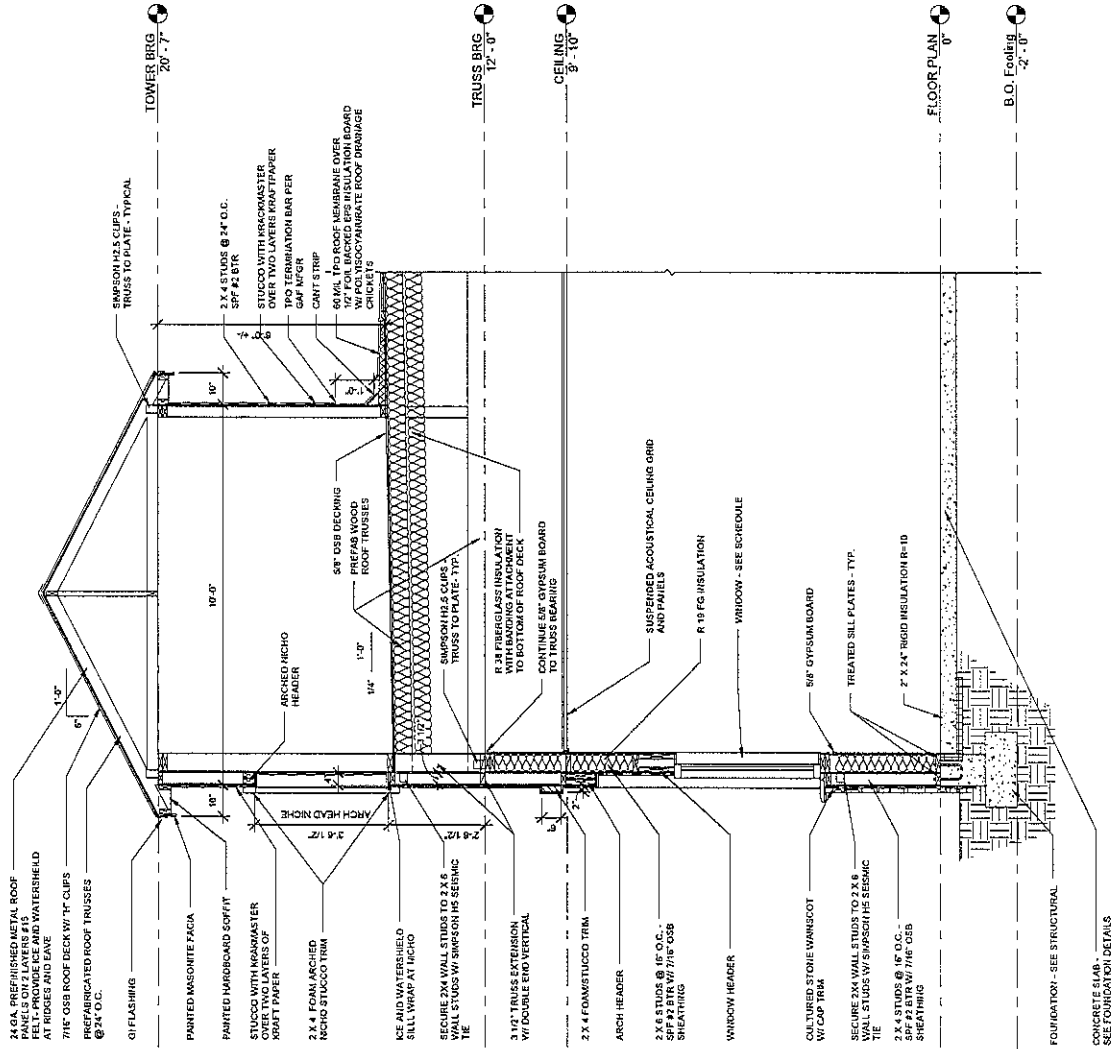
PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD, S.E.
RIO RANCHO, NEW MEXICO

DRAWING TITLE:
BUILDING SECTIONS

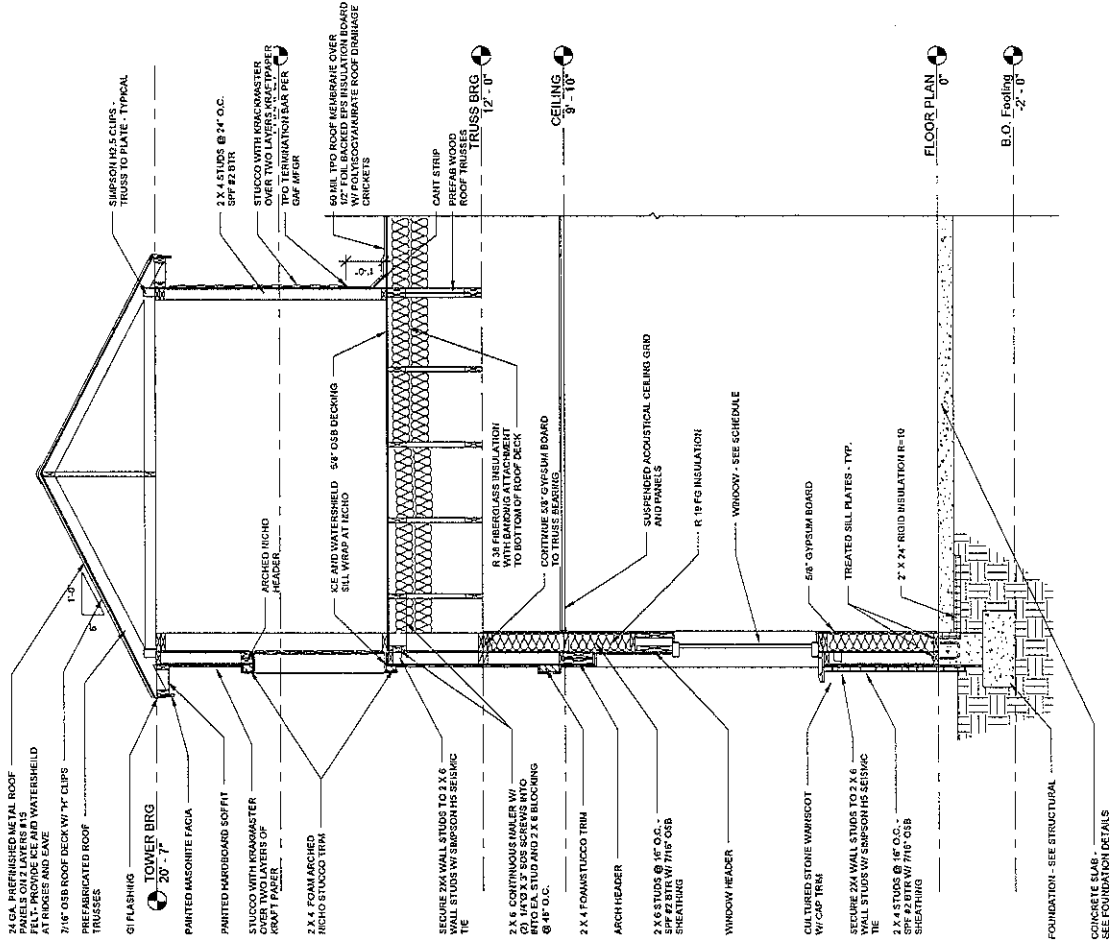
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		DRAWING NO.

A301

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1 EAST-WEST SECTION - TOWER #1
Scale: 1/2" = 1'-0"



2 NORTH-SOUTH SECTION - TOWER #1
Scale: 1/2" = 1'-0"

NOTE:
SEE ROOF PLAN SHEET A014 FOR
TOWER DESIGNATED NUMBER

Cinelli

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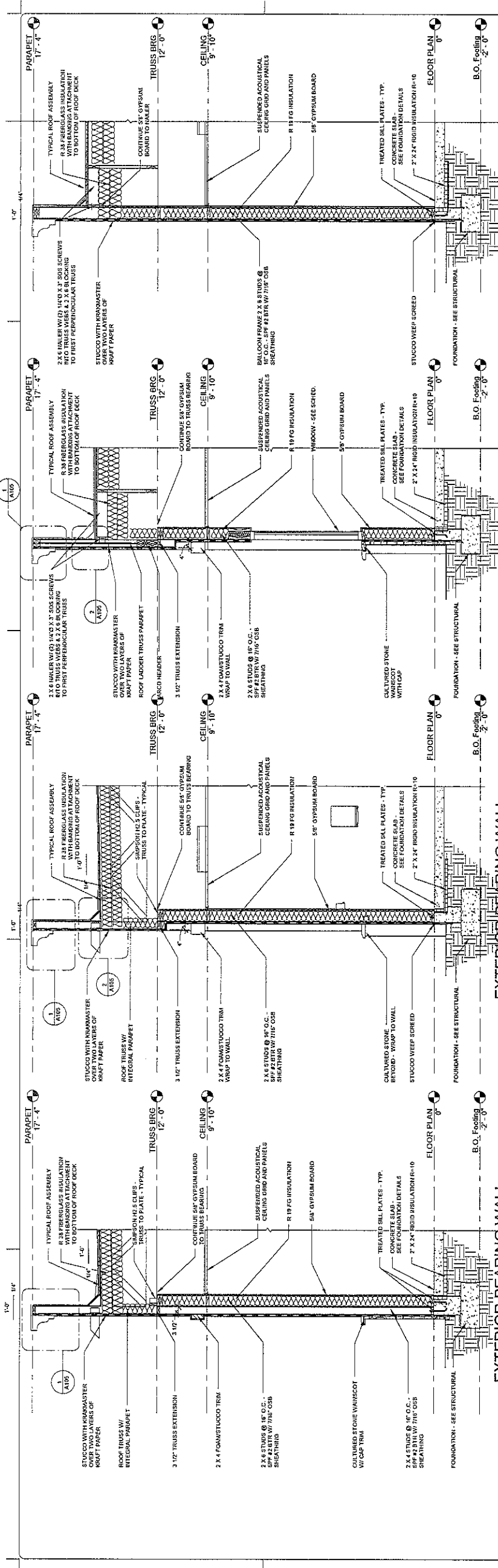
Roger Cinelli & Assoc.
2418 Maribel Torres Lane NW
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PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.,
RIO RANCHO, NEW MEXICO

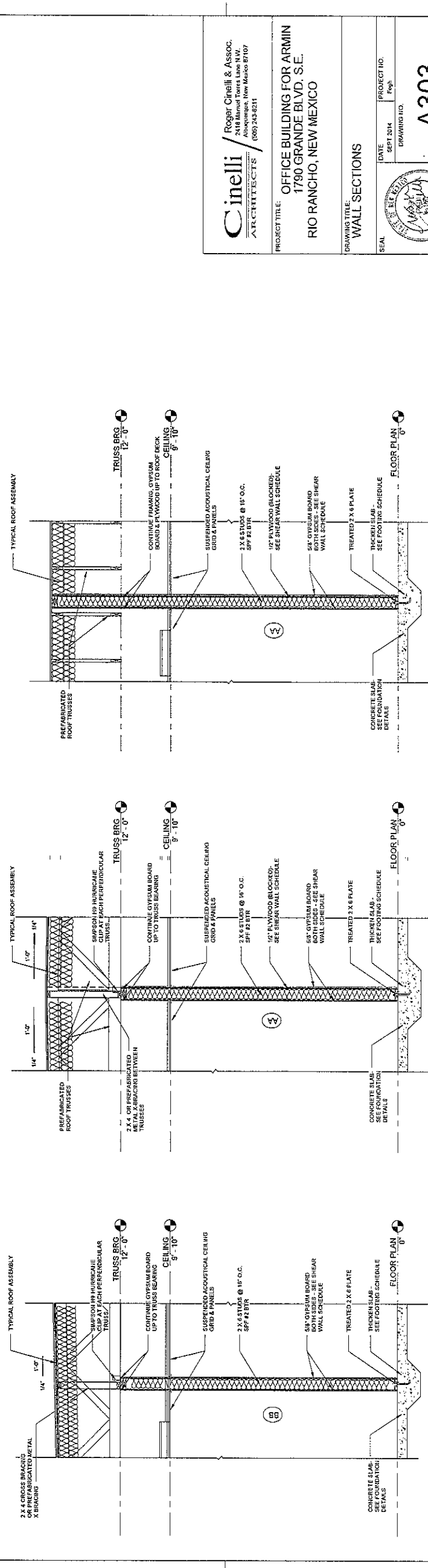
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BUILDING SECTIONS

DATE
SEPT 2014
PROJECT NO.
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A302

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9/11/14



1 @ PILASTER SECTION
2 AT LARGE ARCH
3 NON BEARING SOUTH WALL SECTION
4 NORTH WALL SECTION



5 SHEAR WALL-TO-TRUSS
6 INTERMEDIATE BEARING WALL
7 SHEAR WALL-TO-ROOF DECK

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PROJECT TITLE:
OFFICE BUILDING FOR ARMIN
1790 GRANDE BLVD. S.E.
RIO RANCHO, NEW MEXICO

DATE
SEPT 2014

PROJECT NO.
1790

DRAWING NO.
A303

SEAL

DRAWING TITLE:
WALL SECTIONS

HVAC REQUIREMENTS

ALL HVAC WORK AND MATERIALS SHALL BE IN ACCORDANCE WITH THE LATEST ASHRAE RECOMMENDATIONS AND THE LOCAL MECHANICAL CODE REQUIREMENTS. THE HVAC CONTRACTOR SHALL COORDINATE WITH THE GENERAL CONTRACTOR AS TO THE EXACT LOCATIONS AND SIZES OF ROOF PENETRATIONS. ALL ELECTRICAL WORK, INCLUDING CONNECTIONS TO THE UNITS SHALL BE BY THE ELECTRICAL CONTRACTOR. ELECTRICAL CONTROL WIRING TO THE THERMOSTATS SHALL BE BY THE HVAC CONTRACTOR. INSULATE ALL SUPPLY AND RETURN AIR DUCTS WITH 1-1/2" THICK FIBER-GLASS BATT INSULATION WITH VAPOR BARRIER, MINIMUM R=6. ALL MATERIALS EXPOSED WITHIN DUCTS OR PLENUMS SHALL HAVE FLAME-SPREAD INDEX OF NOT MORE THAN 25 AND A SMOKE DEVELOPED RATING INDEX OF NOT MORE THAN 50 WHEN TESTED IN ACCORDANCE WITH ASTM E84 OR AISI/AIA 723. ALL EQUIPMENT SHALL BE INSTALLED IN ACCORDANCE WITH THE MANUFACTURER'S RECOMMENDATIONS. THE HVAC CONTRACTOR SHALL SUBMIT TO THE OWNER ALL EQUIPMENT INSTALLATION AND OPERATING MANUALS, AND RECOMMENDED PARTS LISTS ON OR BEFORE THE COMPLETION OF THE HVAC WORK. CALIBRATE, TEST AND ADJUST ALL TEMPERATURE, ELECTRICAL AND CONTROL DEVICES AS REQUIRED BEFORE TEST RUNNING THE HVAC SYSTEM. ALL THERMOSTATS SHALL BE INSTALLED APPROXIMATELY 4'-8" AFF. VERIFY ACTUAL LOCATIONS WITH ARCHITECTURAL PLANS. TEST RUN ALL HVAC SYSTEMS FOR AT LEAST THREE 24 HOUR PERIODS IN THE PRESENCE OF THE GENERAL CONTRACTOR BEFORE GIVING NOTICE OF THE COMPLETION OF THE WORK TO THE OWNER AND BEFORE ACCEPTANCE BY THE OWNER. ALL REGISTERS AND DIFFUSERS TO HAVE DAMPERS OR EXTRACTORS FOR AIR BALANCE.

ALL DUCT DIMENSIONS ARE CLEAR INSIDE. CONTRACTOR SHALL FURNISH FOR APPROVAL SIX COPIES OF SHOP DRAWINGS TO THE ARCHITECT TO COMPLETELY IDENTIFY ALL MATERIALS AND EQUIPMENT TO BE INSTALLED AND USED ON THE PROJECT. THE EQUIPMENT ROUGH-IN'S SHOWN ARE ACCURATE TO THE BEST OF OUR KNOWLEDGE. THE CONTRACTOR SHALL VERIFY THE LOCATION OF SUPPLIES AND SUBSTITUTION FOR THE EQUIPMENT. THE CONTRACTOR SHALL VERIFY ALL CRITICAL DIMENSIONS PRIOR TO CONSTRUCTION. FAILURE OF THE CONTRACTOR TO VERIFY DIMENSIONS SHALL BE AT HIS OWN RISK. THE CONTRACTOR SHALL BE RESPONSIBLE FOR ANY SUBSEQUENT CHANGES DIRECTLY UPON THE CONTRACTOR. UNLESS NOTED OTHERWISE, CHANGES, REGISTERS, AND DIFFUSERS SHALL BE SUPPLIED WITH FACTORY FINISH IN STANDARD COLORS SELECTED BY THE ARCHITECT. SIZES SHALL BE NOTED ON THE DRAWINGS AND AS SCHEDULED. INSULATION SHALL BE AS MANUFACTURED BY JOHNS-MANVILLE, OWENS-CORNING, OR EQUIVALENT. INSULATION SHALL BE CLASS 1, FIBERGLASS, MANUFACTURED BY DOW OR CERTAIN-TEED OR EQUIVALENT. INSULATION SHALL BE APPLIED WITH ALL JOINTS CAREFULLY FITTED TO EXISTING VIEWS. FLEXIBLE DUCTING SHALL BE AS MANUFACTURED BY WIREMOLD FLEXIBLE TUBING CORP. OR APPROVED EQUAL. ALL DUCTS SHALL BE FIRMLY SUPPORTED OR HUNG AND NEATLY ALIGNED WITHOUT SAGGING. LOCATION AND SPACING OF HANGERS AND SUPPORTS SHALL BE COORDINATED BY THE CONTRACTOR. FURNISH AND INSTALL ALL SEAL, OPEN SPACE BETWEEN DUCTS AND MULTIPLE DUCTS SHALL BE SEaled WITH LIGHTING FIXTURES, CEILING SUPPORT SYSTEMS, ACCESS DOORS, ETC. MAXIMUM LENGTH OF FLEXIBLE DUCTING SHALL BE 8'.

INSTALL TURNING VANES IN ALL RECTANGULAR DUCTWORK AT CHANGES IN DIRECTION OF GREATER THAN 45 DEGREES. DUCTWORK SHALL BE INSTALLED IN ACCORDANCE WITH THE 2009 UNIFORM MECHANICAL CODE. ALL LONGITUDINAL AND TRANSVERSE JOINTS, SEAMS AND CONNECTIONS SHALL BE FASTENED AND SEALED WITH WELDS, GASKETS OR EQUIVALENT. ALL DUCTWORK SHALL BE INSTALLED IN ACCORDANCE WITH MANUFACTURER'S REQUIREMENTS. ALL TAPES AND MASTICS USED SHALL MEET UL REQUIREMENTS 181. PROVIDE A "TEST AND BALANCE" REPORT IN ACCORDANCE WITH PROCEDURES AND WITH EQUIPMENT AS PER SHAKMA HVAC COMMISSIONING MANUAL AND 2009 ECA 500.723. THE TESTS SHALL BE PERFORMED AND THE REPORT SHALL BE PROVIDED BY AN INDEPENDENT THIRD PARTY.

EQUIPMENT SCHEDULE

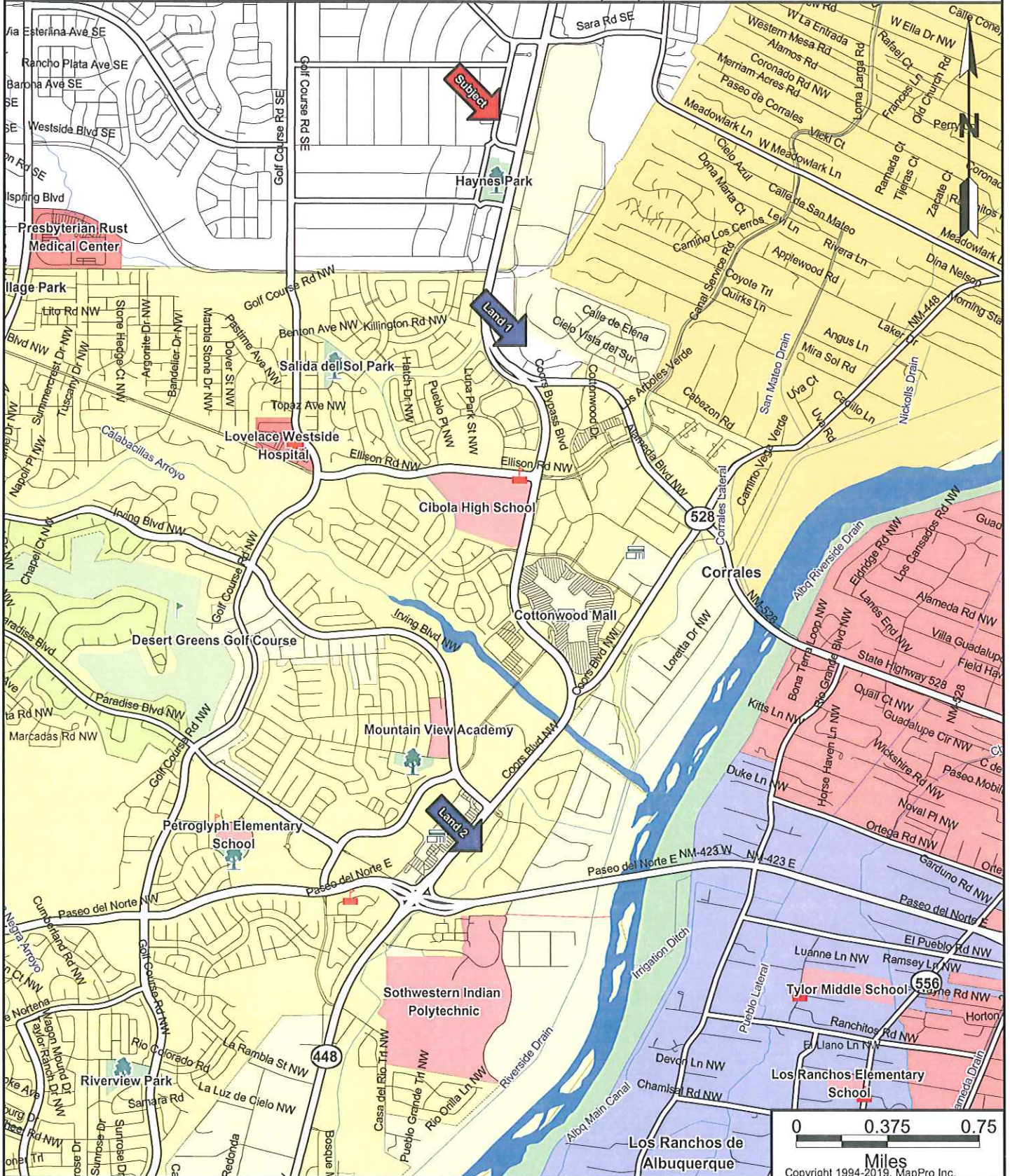
1. FURNISH WITH SELF-CONTAINED UNIT WITH GAS FUEL HEATING AND ELECTRIC POWER WITH 115V/208V/230V/480V/575V/600V/690V/720V/760V/800V/825V/850V/875V/900V/925V/950V/975V/1000V/1025V/1050V/1075V/1100V/1125V/1150V/1175V/1200V/1225V/1250V/1275V/1300V/1325V/1350V/1375V/1400V/1425V/1450V/1475V/1500V/1525V/1550V/1575V/1600V/1625V/1650V/1675V/1700V/1725V/1750V/1775V/1800V/1825V/1850V/1875V/1900V/1925V/1950V/1975V/2000V/2025V/2050V/2075V/2100V/2125V/2150V/2175V/2200V/2225V/2250V/2275V/2300V/2325V/2350V/2375V/2400V/2425V/2450V/2475V/2500V/2525V/2550V/2575V/2600V/2625V/2650V/2675V/2700V/2725V/2750V/2775V/2800V/2825V/2850V/2875V/2900V/2925V/2950V/2975V/3000V/3025V/3050V/3075V/3100V/3125V/3150V/3175V/3200V/3225V/3250V/3275V/3300V/3325V/3350V/3375V/3400V/3425V/3450V/3475V/3500V/3525V/3550V/3575V/3600V/3625V/3650V/3675V/3700V/3725V/3750V/3775V/3800V/3825V/3850V/3875V/3900V/3925V/3950V/3975V/4000V/4025V/4050V/4075V/4100V/4125V/4150V/4175V/4200V/4225V/4250V/4275V/4300V/4325V/4350V/4375V/4400V/4425V/4450V/4475V/4500V/4525V/4550V/4575V/4600V/4625V/4650V/4675V/4700V/4725V/4750V/4775V/4800V/4825V/4850V/4875V/4900V/4925V/4950V/4975V/5000V/5025V/5050V/5075V/5100V/5125V/5150V/5175V/5200V/5225V/5250V/5275V/5300V/5325V/5350V/5375V/5400V/5425V/5450V/5475V/5500V/5525V/5550V/5575V/5600V/5625V/5650V/5675V/5700V/5725V/5750V/5775V/5800V/5825V/5850V/5875V/5900V/5925V/5950V/5975V/6000V/6025V/6050V/6075V/6100V/6125V/6150V/6175V/6200V/6225V/6250V/6275V/6300V/6325V/6350V/6375V/6400V/6425V/6450V/6475V/6500V/6525V/6550V/6575V/6600V/6625V/6650V/6675V/6700V/6725V/6750V/6775V/6800V/6825V/6850V/6875V/6900V/6925V/6950V/6975V/7000V/7025V/7050V/7075V/7100V/7125V/7150V/7175V/7200V/7225V/7250V/7275V/7300V/7325V/7350V/7375V/7400V/7425V/7450V/7475V/7500V/7525V/7550V/7575V/7600V/7625V/7650V/7675V/7700V/7725V/7750V/7775V/7800V/7825V/7850V/7875V/7900V/7925V/7950V/7975V/8000V/8025V/8050V/8075V/8100V/8125V/8150V/8175V/8200V/8225V/8250V/8275V/8300V/8325V/8350V/8375V/8400V/8425V/8450V/8475V/8500V/8525V/8550V/8575V/8600V/8625V/8650V/8675V/8700V/8725V/8750V/8775V/8800V/8825V/8850V/8875V/8900V/8925V/8950V/8975V/9000V/9025V/9050V/9075V/9100V/9125V/9150V/9175V/9200V/9225V/9250V/9275V/9300V/9325V/9350V/9375V/9400V/9425V/9450V/9475V/9500V/9525V/9550V/9575V/9600V/9625V/9650V/9675V/9700V/9725V/9750V/9775V/9800V/9825V/9850V/9875V/9900V/9925V/9950V/9975V/10000V/10025V/10050V/10075V/10100V/10125V/10150V/10175V/10200V/10225V/10250V/10275V/10300V/10325V/10350V/10375V/10400V/10425V/10450V/10475V/10500V/10525V/10550V/10575V/10600V/10625V/10650V/10675V/10700V/10725V/10750V/10775V/10800V/10825V/10850V/10875V/10900V/10925V/10950V/10975V/11000V/11025V/11050V/11075V/11100V/11125V/11150V/11175V/11200V/11225V/11250V/11275V/11300V/11325V/11350V/11375V/11400V/11425V/11450V/11475V/11500V/11525V/11550V/11575V/11600V/11625V/11650V/11675V/11700V/11725V/11750V/11775V/11800V/11825V/11850V/11875V/11900V/11925V/11950V/11975V/12000V/12025V/12050V/12075V/12100V/12125V/12150V/12175V/12200V/12225V/12250V/12275V/12300V/12325V/12350V/12375V/12400V/12425V/12450V/12475V/12500V/12525V/12550V/12575V/12600V/12625V/12650V/12675V/12700V/12725V/12750V/12775V/12800V/12825V/12850V/12875V/12900V/12925V/12950V/12975V/13000V/13025V/13050V/13075V/13100V/13125V/13150V/13175V/13200V/13225V/13250V/13275V/13300V/13325V/13350V/13375V/13400V/13425V/13450V/13475V/13500V/13525V/13550V/13575V/13600V/13625V/13650V/13675V/13700V/13725V/13750V/13775V/13800V/13825V/13850V/13875V/13900V/13925V/13950V/13975V/14000V/14025V/14050V/14075V/14100V/14125V/14150V/14175V/14200V/14225V/14250V/14275V/14300V/14325V/14350V/14375V/14400V/14425V/14450V/14475V/14500V/14525V/14550V/14575V/14600V/14625V/14650V/14675V/14700V/14725V/14750V/14775V/14800V/14825V/14850V/14875V/14900V/14925V/14950V/14975V/15000V/15025V/15050V/15075V/15100V/15125V/15150V/15175V/15200V/15225V/15250V/15275V/15300V/15325V/15350V/15375V/15400V/15425V/15450V/15475V/15500V/15525V/15550V/15575V/15600V/15625V/15650V/15675V/15700V/15725V/15750V/15775V/15800V/15825V/15850V/15875V/15900V/15925V/15950V/15975V/16000V/16025V/16050V/16075V/16100V/16125V/16150V/16175V/16200V/16225V/16250V/16275V/16300V/16325V/16350V/16375V/16400V/16425V/16450V/16475V/16500V/16525V/16550V/16575V/16600V/16625V/16650V/16675V/16700V/16725V/16750V/16775V/16800V/16825V/16850V/16875V/16900V/16925V/16950V/16975V/17000V/17025V/17050V/17075V/17100V/17125V/17150V/17175V/17200V/17225V/17250V/17275V/17300V/17325V/17350V/17375V/17400V/17425V/17450V/17475V/17500V/17525V/17550V/17575V/17600V/17625V/17650V/17675V/17700V/17725V/17750V/17775V/17800V/17825V/17850V/17875V/17900V/17925V/17950V/17975V/18000V/18025V/18050V/18075V/18100V/18125V/18150V/18175V/18200V/18225V/18250V/18275V/18300V/18325V/18350V/18375V/18400V/18425V/18450V/18475V/18500V/18525V/18550V/18575V/18600V/18625V/18650V/18675V/18700V/18725V/18750V/18775V/18800V/18825V/18850V/18875V/18900V/18925V/18950V/18975V/19000V/19025V/19050V/19075V/19100V/19125V/19150V/19175V/19200V/19225V/19250V/19275V/19300V/19325V/19350V/19375V/19400V/19425V/19450V/19475V/19500V/19525V/19550V/19575V/19600V/19625V/19650V/19675V/19700V/19725V/19750V/19775V/19800V/1982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LOCATION MAP

Description: LAND SALES MAP

Subject Address: 1790 Grande Blvd Se, Rio Rancho, NM 87124

Prepared by: Joshua Cannon & Associates, Inc., PO Box 20088, Albuquerque, NM 87154



CAUTION:

The location of property arrows shown on this map are approximate only. Inaccuracies may exist on map such as missing, incorrectly drawn, or incorrectly addressed streets. Please report any such inaccuracy to MapPro, Inc. so that appropriate corrections can be made.

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Land Comparable 1

Comp # 12776

Commercial
Land Sale

Project Name	Future Vehicle Storage Lot	Sale Price	\$642,000
Location	E/s The American Rd NW just N & E/o NM 528 (Rio Rancho Blvd NW) S/o Bernalillo/Sandoval County line	Date of Sale	9 Apr 2018
Street Address	NW	Acres	1.9526
City, County, State	Rio Rancho Bernalillo New Mexico	Net Acres	1.46
Legal Description	Rio Hondo, Block 1, Lot 2-A	Price/Acre (Net)	\$328,793 (\$439,726)
		Square Feet	85,055
		Net SF	63,598
		Price /SF (Net)	\$7.55 (\$10.09)
		Number Lots/DUs	
		Sale Price/DU	
Market Area	NW Mesa Map Page A-13	Zoning	A-1
Arterial Location	Minor/Collector		

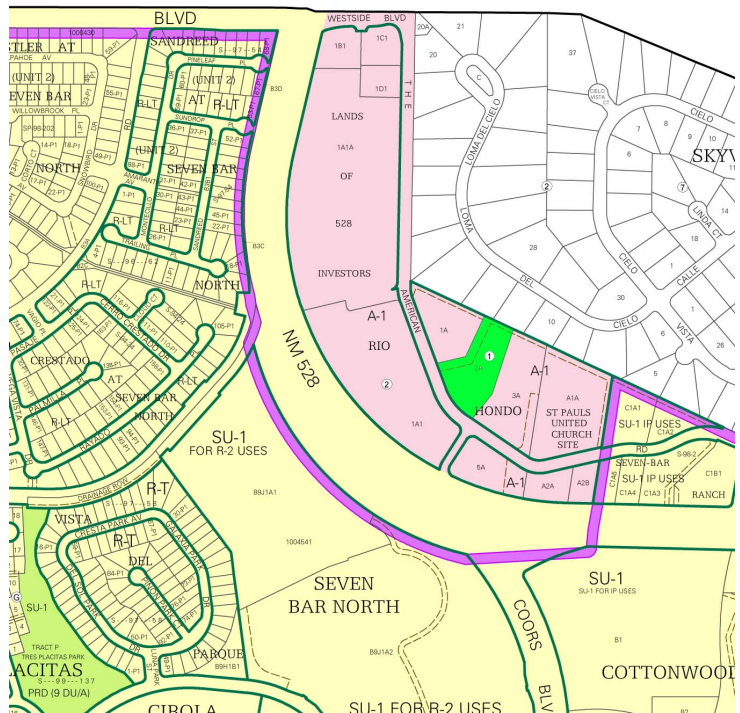
Grantor	Highlander New Mexico Investments L L C (Richard D Schoenberg/ Ana M Schoenberg, Los Angeles, CA)		
Grantee	Rappaport Family L L C (Brady K Lovelady)		
Terms	Cash to seller		
Document Number	18-031982	Document Type	Special Warranty Deed

Plat	96C-478
Tax ID Number	1-013-066-460-360-1-04-55
Development Timing	Immediate
Intended Use	Vehicle storage
Off-site Infrastructure	At frontage

Utilities	All available
Topography	Elevated well above street and approximately 25% of site not usable due to slope.

Comments

This site is recessed in the Rio Hondo Business Park at the north edge of the Cottonwood commercial area. Access is from The American Road via NM 528. The buyer operates Perfection Honda across the street and purchased this land to store vehicles. American Road has a sloping grade and the body of this site lies from 10 - 20 feet above road grade. The land also drops down to the neighboring site on the east. The buyer estimated approximately 75% of the land is usable and the balance is not usable due to slope.



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Land Comparable 2

Comp # 12777

Commercial
Land Sale

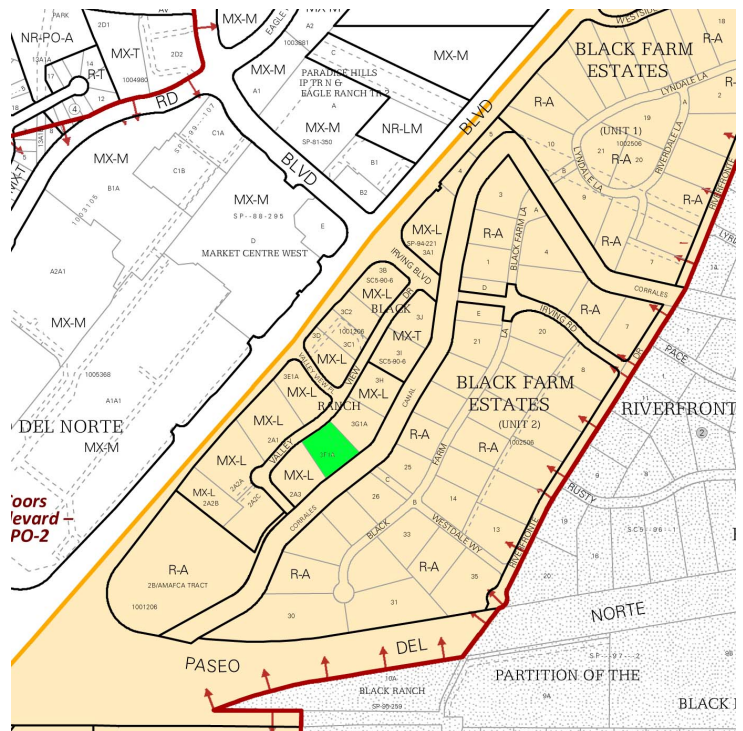
Project Name	Vacant Land	Sale Price	\$385,000
Location	E/s Valley View Dr NW W/s Corrales Canal just E/o Coors S/o Irving N/o Paseo del Norte	Date of Sale	1 Jul 2019
		Acres	0.8834
Street Address	9368 Valley View Dr NW	Net Acres	
City, County, State	Albuquerque Bernalillo New Mexico	Price/Acre (Net)	\$435,816
Legal Description	Black Ranch, Tract 3F-1-A1	Square Feet	38,481
		Net SF	
		Price /SF (Net)	\$10.00
		Number Lots/DUs	
		Sale Price/DU	
Market Area	NW Mesa Map Page C-13	Zoning	MX-L
Arterial Location	Minor/Collector		

Grantor	JB Holding L L C (John Black/ Joan Black)		
Grantee	TB Consultants L L C (Timothy R Borrer)		
Terms	Cash to seller		
Document Number	19-055471	Document Type	Special Warranty Deed

Plat	2019C-37	Utilities	All available
Tax ID Number	1-013-064-341-321-1-04-07*		
Development Timing	Future	Topography	Moderate slope up from the road
Intended Use	Office		
Off-site Infrastructure	Complete		

Comments

This site is recessed in a commercial subdivision and has limited arterial visibility. Access to the subdivision is from Coors Boulevard. The buyer plans to eventually construct an office building.



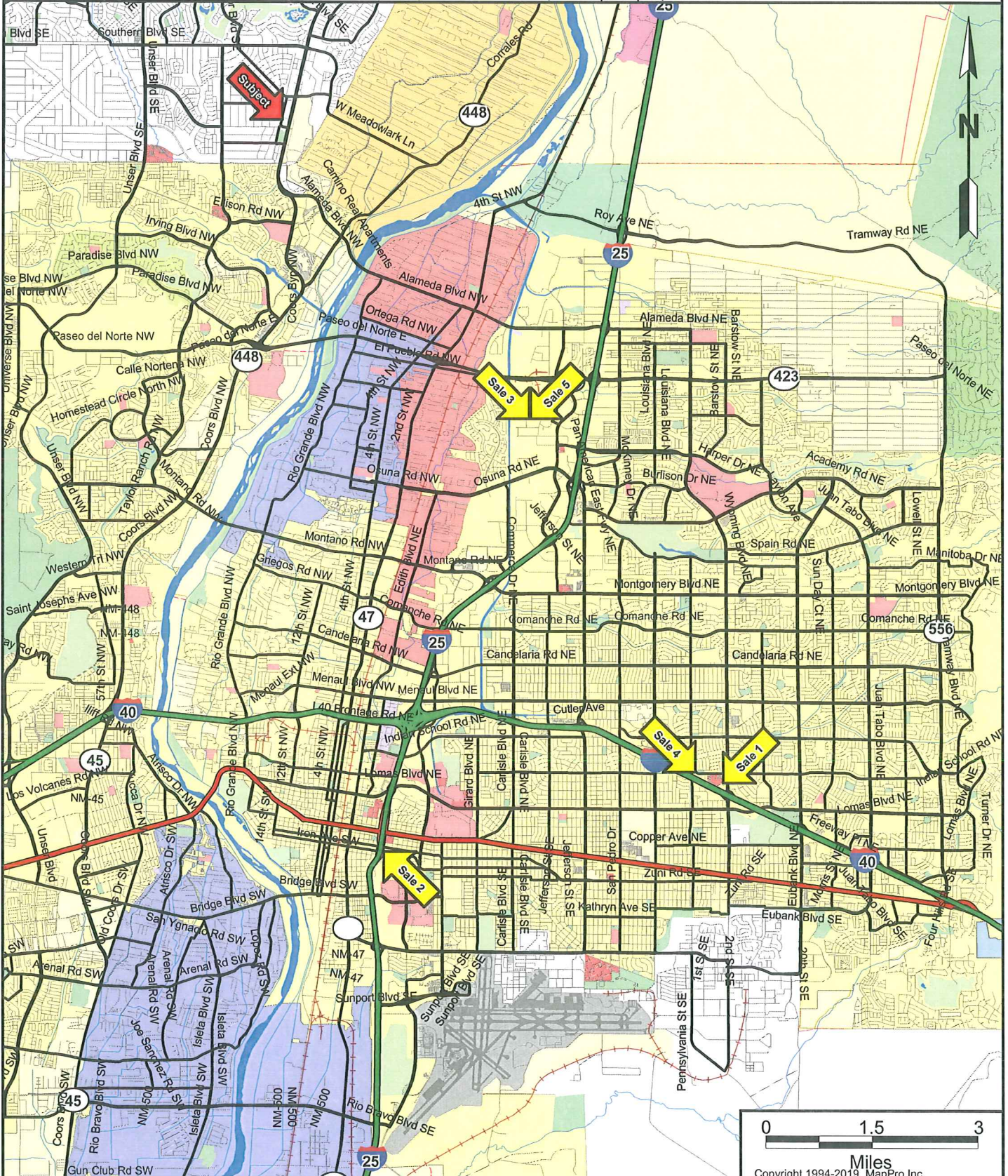
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LOCATION MAP

Description: IMPROVED SALES MAP

Subject Address: 1790 Grande Blvd Se, Rio Rancho, NM 87124

Prepared by: Joshua Cannon & Associates, Inc., PO Box 20088, Albuquerque, NM 87154



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Improved Sale 1

Office
Medical

Entry Date 1-16-2019

Comp # 21260

Project Name	Medical Office Building	Sale Price	\$945,000
Location	SE/c Constitution Pl & Kaseman Ct NE just W/o Wyoming just N/o I-40	Date of Sale	29 May 2018
Street Address	8324 Constitution Pl NE	Gross Building Area	6,266
City, County, State	Albuquerque Bernalillo	Rentable Area	
Legal Description	Corrected Plat of Kaseman Medical Plaza, Lot 1	\$/SF Gross/Rentable	\$150.81 /
		Land Area (Ac/SF)	0.7592 / 33,069
		Effective Gross	
		Expenses	
		Net Income	
Plat	C23-7 Tax ID 1-019-058-508-187-4-19-36	EGIM	
Market Area	Near NE Heights Map Page J-19	Overall Rate	
Arterial Location	Local	FAR	18.9%
Zoning	MX-M	Year Built	1985

Grantor	Fairbanks Enterprises L L C (Larry Hamner)		
Grantee	Presbyterian Healthcare Services		
Terms	Cash to seller		
Document Number	18-046530	Type	Warranty Deed

Property Description

Average quality medical office building located across from Kaseman Hospital. Frame/stucco construction with flat roof. The building can be operated as one or two suites. Total of 10 exam rooms with sinks, multiple restrooms with one shower. Large parking lot in fair condition.

Parking Ratio	Adequate		
Vacancy	100%	Marketing Time	11 months
Rental Information	Listed for lease at \$13.00/SF modified gross at the date of sale.		

Comments

This property was partially occupied at the date of sale, but was scheduled vacate and the buyer - Presbyterian Healthcare - will occupy the entire building. The property is in average condition overall and Presbyterian will perform a renovation. Presbyterian paid a premium price and this is typical for properties that are strategic to them.



Improved Sale 2

Office
Medical

Entry Date 4-11-2019

Comp # 21270

Project Name	Women's Specialists of NM	Sale Price	\$2,314,000
Location	N/s Coal Ave SE E/s Oak S/s Lead just E/o I-25	Date of Sale	10 May 2017
Street Address	1001 Coal Ave SE	Gross Building Area	14,175
City, County, State	Albuquerque Bernalillo New Mexico	Rentable Area	
Legal Description	Terrace, Block 25-A, Tract D	\$/SF Gross/Rentable	\$163.25 /
		Land Area (Ac/SF)	1.1229 / 48,914
		Effective Gross	\$175,848
		Expenses	\$0
		Net Income	\$175,848
Plat	C28-42 Tax ID 1-015-057-098-221-3-13-01	EGIM	13.16
Market Area	Airport Area Map Page K-15	Overall Rate	7.60%
Arterial Location	Major	FAR	29%
Zoning	SU-2 MC	Year Built	1984

Grantor	Chaco Investments L L C (P Lorraine Sanchez)		
Grantee	1001 Coal L L C (Sealy H Cavin Jr)		
Terms	Cash to seller		
Document Number	17-043962	Type	Warranty Deed

Property Description

Good quality masonry and frame/stucco medical building constructed for the New Mexico Heart Institute. The ground floor contains 11,980 SF with 17 exam rooms. The second floor is 2,195 SF finished as offices and a library. There is an elevator.

Parking Ratio	4.66/1,000	Marketing Time	
Vacancy	0%		
Rental Information	New 7-year lease to Womens Specialists of NM		

Comments

Attractive building located south of Presbyterian Hospital. The building previously sold in 2003 for \$975,000 and the buyer performed a major renovation. This 2017 sale coincided with a new 7-year lease to Women's Specialists of NM and this tenant invested \$500,000 in their own improvements.



Improved 3

Office
Medical

Entry Date 10-15-2019

Comp # 21287

Project Name	Medical Office Condo (5,924 SF)	Sale Price	\$1,133,540
Location	SE/c Masthead St & Bartlett St NE W/o Jefferson N/o Osuna S/o Paseo	Date of Sale	20 Aug 2018
Street Address	3810 Masthead St NE	Gross Building Area	5,900
City, County, State	Albuquerque Bernalillo	Rentable Area	
Legal Description	Masthead Pointe Office Condominium, Unit F (within Lot 12-B-1, Phase 2, Unit 2, Journal Center)	\$/SF Gross/Rentable	\$192.13 /
		Land Area (Ac/SF)	/
		Effective Gross	
		Expenses	
		Net Income	
Plat	2008 Tax ID 1-017-063-116-215-3-10-01-AJ	EGIM	
Market Area	North I-25 Map Page D-17	Overall Rate	
Arterial Location	Local	FAR	±50%
Zoning	NR-BP	Year Built	2006

Grantor	NMCR Investments L L C (Calvin Dudley/ William A Brown)
Grantee	Eaves Investment Corp Inc
Terms	Cash to seller
Document Number	18-073756 Type Warranty Deed

Property Description

Good quality frame/stucco medical office building in the Masthead Pointe condo project. Nine-foot ceiling heights and package HVAC units. 8 exam rooms, 4 nurses stations, lab, 6 restrooms

Parking Ratio	Typical	Marketing Time	Over one year
Vacancy			
Rental Information	Owner-occupied		

Comments

This property was purchased for occupancy by Omnisleep. This is a good quality building in condo complex with primarily medical businesses. The prior occupant was New Mexico Colon & Rectal Surgery Associates.



Improved 4Office
Medical

Entry Date 4-11-2019

Comp # 21266

Project Name	Constitution Plastic Surgery Center	Sale Price	\$1,990,000
Location	SE/c Constitution Ave & Pennsylvania St NE just N/o I-40	Date of Sale	6 Nov 2018
		Gross Building Area	8,300
Street Address	7800 Constitution Ave NE	Rentable Area	
City, County, State	Albuquerque Bernalillo	\$/SF Gross/Rentable	\$239.76 /
Legal Description	Thunderbird Properties, Tract 1-A	Land Area (Ac/SF)	1.5244 / 66,403
		Effective Gross	
		Expenses	
		Net Income	
Plat	95C-349 Tax ID 1-019-058-291-267-4-19-07	EGIM	
Market Area	Near NE Heights Map Page J-19	Overall Rate	
Arterial Location		FAR	12.5%
Zoning	MX-T	Year Built	2000

Grantor	Petebach L L C (Jeri A Peterson)		
Grantee	Integrated Realty Investments L L C (Calabasas, CA)		
Terms	Cash		
Document Number	18-097077	Type	Special Warranty Deed

Property Description

Medical building constructed for owner occupancy as plastic surgery center. Good quality masonry and frame/stucco construction. Attractive finishes. Two operating rooms designed to medical standards. Large parking lot.

Parking Ratio		Marketing Time	
Vacancy			
Rental Information	Owner occupied		

Comments

The property was purchased for occupancy by Modern Vascular. It is located next to Presbyterian Kaseman Hospital.



Improved 5Office
Medical

Entry Date 10-14-2019

Comp # 21285

Project Name	Medical Office Condo (2,389 SF)	Sale Price	\$650,000
Location	E/s Bartlett St NE just S/o Masthead W/o Jefferson N/o Osuna S/o Paseo	Date of Sale	8 May 2019
Street Address	3846 Masthead St NE	Gross Building Area	2,389
City, County, State	Albuquerque Bernalillo	Rentable Area	
Legal Description	Masthead Pointe Office Condominium, Unit C-1 (within Lot 14, Phase 2, Unit 2, Journal Center)	\$/SF Gross/Rentable	\$272.08 /
		Land Area (Ac/SF)	/
		Effective Gross	\$49,315
		Expenses	\$0
		Net Income	\$49,315
Plat	2006141153/ Tax ID 1-017-063-116-215-3-10-01-AC	EGIM	13.18
Market Area	North I-25 Map Page D-17	Overall Rate	7.59%
Arterial Location	Local	FAR	±50%
Zoning	NR-BP	Year Built	2006

Grantor	Le Jareau Investments L L C (Julian Rowe)		
Grantee	AJK L L C (Anthony J Keller)		
Terms	Cash to seller		
Document Number	19-037706	Type	Warranty Deed

Property Description

Good quality frame/stucco medical building in the Masthead Pointe condo project. It is occupied by Spine Medicine (Carlos Esparza MD), it has four exam/procedure rooms and the typical waiting, office and support areas. Nine-foot ceiling heights and package HVAC units.

Parking Ratio	Typical	Marketing Time	3 months
Vacancy	0%		
Rental Information	Leased thru 9/30/25. Starting at \$20.64/SF & escalating to \$24.23, triple net.		

Comments

This property has been leased to Spine Medicine for ±5 years. They have signed a five-year extension in 2019. The buyer is an investor who viewed the property type and location as strong positives.

This property had previously sold for \$530,000 in August 2009.

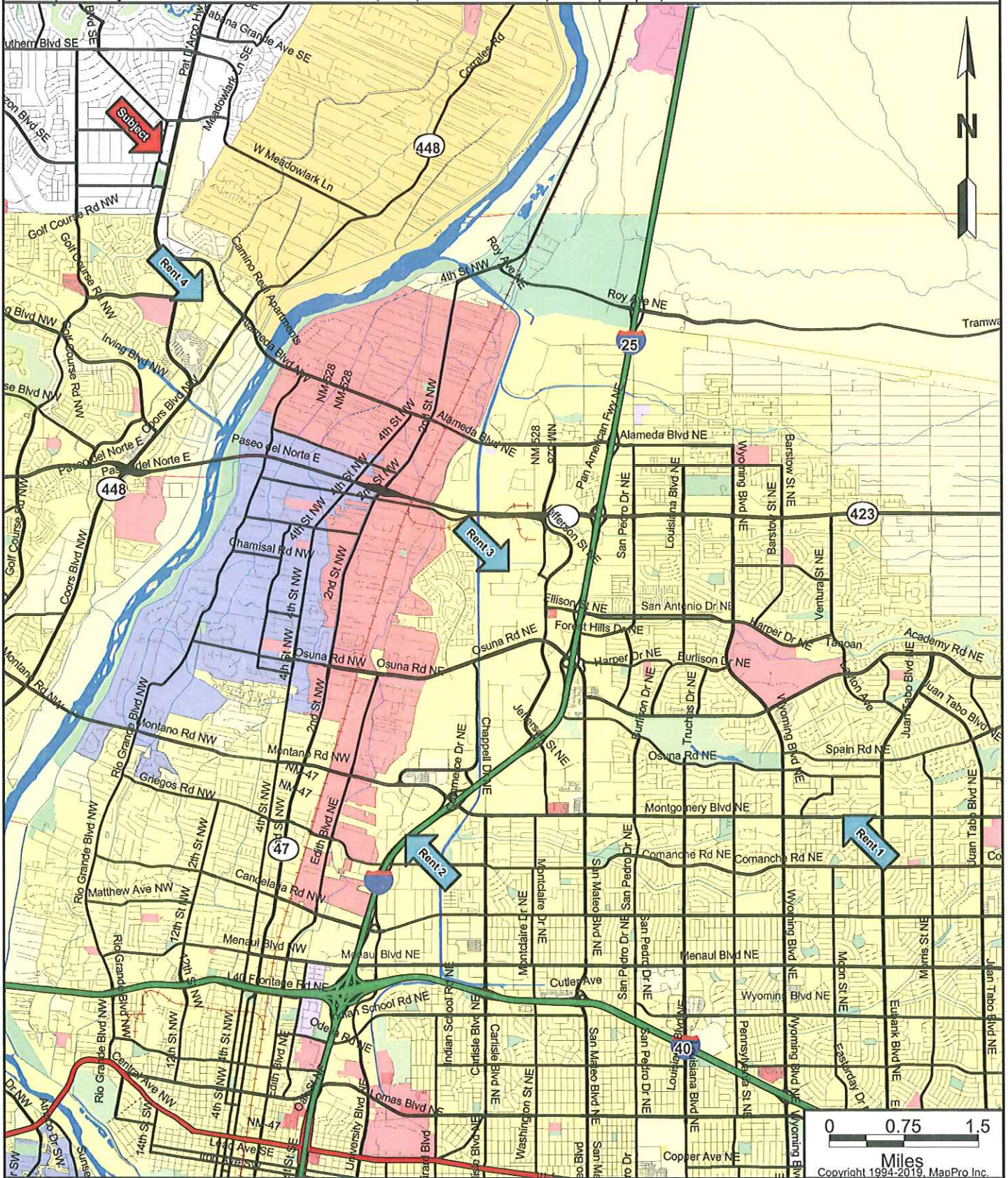


LOCATION MAP

Description: COMPARABLE RENTALS MAP

Subject Address: 1790 Grande Blvd Se, Rio Rancho, NM 87124

Prepared by: Joshua Cannon & Associates, Inc., PO Box 20088, Albuquerque, NM 87154



CAUTION:

The location of property arrows shown on this map are approximate only. Inaccuracies may exist on map such as missing, incorrectly drawn, or incorrectly addressed streets. Please report any such inaccuracy to MapPro, Inc. so that appropriate corrections can be made.

Prepared by Joshua Cannon & Associates, Inc. using MapPro Service. MapPro Inc., PO Box 37427, Houston, TX 77237 1-866-3MAPPRO.

Property Photographs
Comparable Rentals
Albuquerque, New Mexico



Rental 1 – Internal Medicine & Geriatrics
9201 Montgomery Boulevard NE



Rental 2 – Albuquerque Nephrology
4333 Pan American Freeway NE

**Property Photographs
Comparable Rentals
Albuquerque, New Mexico**



Rental 3 – Spine Medicine
3846 Masthead Street NE



Rental 4 – Cottonwood Dental
10320 Cottonwood Park NW

Qualifications of Joshua Cannon, MAI

Professional Memberships and Licenses

MAI, Member of the Appraisal Institute, Certificate No. 8661
Certified Real Estate Appraiser, State of New Mexico, General Certificate No. 21-G
Past Member of the Board of Directors, Rio Grande Chapter of the Appraisal Institute

Education

Bachelor of Science, New Mexico State University, Las Cruces, New Mexico, 1983

Appraisal Courses and Seminars

Principles in Real Estate Appraisal, New Mexico State University
Real Estate Appraisal Principles, Course 1A-1, AIREA
Real Estate Valuation Procedures, Course 1A-2, AIREA
Capitalization Theory and Techniques, Part A, Course 1B-A, AIREA
Capitalization Theory and Techniques, Part B, Course 1B-B, AIREA
Case Studies in Real Estate Valuation, Course 2-1, AIREA
Report Writing and Valuation Analysis, Course 2-2, AIREA
Standards of Professional Practice, Parts A and B, AIREA and Appraisal Institute
Standards of Professional Practice, Part C, Appraisal Institute
Business Practices and Ethics, Appraisal Institute
Subdivision Analysis Seminar, Appraisal Institute
Rates, Ratios and Reasonableness Seminar, Appraisal Institute
Current Issues and Misconceptions in the Appraisal Process Seminar, Appraisal Institute
Understanding Limited Appraisals and Reporting Options Seminar, Appraisal Institute
Highest & Best Use and Market Analysis, Course 520, Appraisal Institute
Water Rights and Issues Seminar, Appraisal Institute
The Internet and Appraising Seminar, Appraisal Institute
Eminent Domain & Condemnation Appraising Seminar, Appraisal Institute
Internet Search Strategies for Real Estate Appraising Seminar, Appraisal Institute
Valuation of Detrimental Conditions in Real Estate Seminar, Appraisal Institute
Appraising from Blueprints and Specifications Seminar, Appraisal Institute
Flood Zone Issues Seminar, Appraisal Institute
Real Estate Fraud: The Appraiser's Responsibilities and Liabilities Seminar, Appraisal Institute
Conservation Easements Seminar, Appraisal Institute and ASFMRA
Appraisal Consulting: A Solutions Approach for Professionals Seminar, Appraisal Institute
Natural Resource Appraisal Seminar, Appraisal Institute
Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book Seminar)
Appraisal Curriculum Overview, Appraisal Institute
The Discounted Cash Flow Model: Concepts, Issues and Applications, Appraisal Institute
Real Estate Industry Perspectives on Lease Accounting, Appraisal Institute
Tenant Credit Analysis, Appraisal Institute
Introduction to Valuing Commercial Green Buildings, Appraisal Institute

Experience

Joshua Cannon & Associates, Inc. from July 2007 to present. Appraisal assignments have involved a wide variety of property types, including multifamily, retail, office, industrial, subdivisions, special purpose, eminent domain and rural. Other assignments include market studies, feasibility analyses and consultation on a variety of property types.

Associated with Brooks, Lomax & Fletcher, Inc., October 1983 to June 2007.

Expert Witness

District Court – New Mexico
District Court – Utah

Sample Clients & Appraisal Assignments

Archdiocese of Santa Fe	Church facility, Albuquerque, NM
Argus Development Company	Mixed use tract at I-25 interchange, Albuquerque, NM
Bank of Albuquerque	Private school campus, Albuquerque, NM
BBVA Compass Bank	Residential subdivision, Bernalillo County, NM
BOK Financial Corporation	Proposed shopping center, Sandoval County, NM
CB Richard Ellis Mortgage	Shopping center and pad sites, Albuquerque, NM
Central NM Community College	Land adjoining the CNM campus, Albuquerque, NM
Century Bank	Shopping center, Rio Rancho, NM
Charter Bank	Office & retail complex in Mesa del Sol, Albuquerque, NM
Citizens Bank of Las Cruces	Proposed commercial subdivision, Las Cruces, NM
City Centre LLC	City Centre Master Plan, Sandoval County, NM
Comerica Bank	Multiple automobile dealerships in New Mexico
Community Bank	Hospitality property, Espanola, NM
Farm Credit of New Mexico	Land improved with dairy, Bernalillo County, NM
Forest City Covington, NM	Phase 1 of Mesa del Sol Master Plan, Albuquerque, NM
Imperial Capital Bank	Partially completed shopping center, Albuquerque, NM
IP Commercial Properties	Warehouse occupied by International Paper, Albuquerque, NM
Ironstone Bank	Proposed office building, Albuquerque, NM
KeyBank National Association	Shopping center, Albuquerque, NM
Los Alamos National Bank	Shopping center pad sites, Sandoval County, NM
Merrill Lynch & Company	Vacant land in City Centre Master Plan, Sandoval County, NM
National City Bank	Vacant land in Mesa del Sol Master Plan, Albuquerque, NM
New Mexico Dept. of Trans.	Planned right-of-way acquisition, Albuquerque, NM
New Mexico Prop. Control Div.	Former Bernalillo County Metro Court, Albuquerque, NM
New Mexico State Land Office	Land under a business planning lease, Albuquerque, NM
NM Educators Federal CU	Proposed shopping center, Albuquerque, NM
NM Land Conservancy	Conservation easement on rural land, Corrales, NM
NOVA Corporation	Land proposed for a data center, Albuquerque, NM
Paseo Gateway LLC	Paseo Gateway Master Plan, Sandoval County, NM
PNC Bank	Residential, commercial & industrial land in Mesa del Sol MP
Sandia Automotive Corporation	Automobile dealership, Albuquerque, NM
Sandia Foundation	Market rent estimate for commercial land, Albuquerque, NM
Santa Fe Conservation Trust	Land with a conservation easement, Santa Fe County, NM
Sparton Organization	All land holdings of Amrep Corporation, Sandoval County, NM
Sunrise Mortgage & Investment	Multi-tenant office building, Albuquerque, NM
Timberline Bank	Land under long-term ground lease, Albuquerque, NM
Titan City Center LLC	Hewlett Packard Customer Service Center, Sandoval County, NM
Trust for Public Land	Land with senior water rights, Santa Fe County, NM
University of New Mexico	Real estate adjoining the UNM campus, Albuquerque, NM
US Bank	Proposed indoor shooting range, Albuquerque, NM
United States GSA	Office building, Gallup, NM
US Dept. of Interior – BIA	Office building leased to the BIA, Albuquerque, NM
US Dept. of Interior – BLM	Vacant land with natural gas wells, San Juan County, NM
US Forest Service	Inholding tract in the Cibola Nat. Forest, Socorro County, NM
USDA – NRCS	Rural land along the Rio Grande, Socorro County, NM
Village of Los Ranchos	Multiple vacant and improved tracts, Bernalillo County, NM
Walmart Realty	Consulting services on vacated real estate in New Mexico
Washington Federal Savings	Residential subdivision, Bernalillo County, NM
Wells Fargo Bank	Manufacturing facility, Valencia County, NM
Zions First National Bank	Hospitality property, Santa Fe, NM