

JOSHUA CANNON & ASSOCIATES, INC.

APPRAISAL & ADVISORY SERVICES FOR NEW MEXICO REAL ESTATE

SELF-CONTAINED APPRAISAL REPORT

VACANT LAND

Bound by I-25 on the West
Camino de Salud on the North
Legion Road on the South
ALBUQUERQUE, NEW MEXICO

Appraisal Project 27200

EFFECTIVE DATE

May 17, 2011

PREPARED FOR

Thomas M. Neale
Associate Director, Real Estate Department
2811 Campus Boulevard NE
1 University of New Mexico
MSC06 3593
Albuquerque, New Mexico 87131

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May 24, 2011

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Associate Director, Real Estate Department
2811 Campus Boulevard NE
1 University of New Mexico
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Albuquerque, New Mexico 87131

Reference: Appraisal Report
Vacant Land
Bound by I-25 on the west, Camino de Salud on the north and Legion Road on the south
Albuquerque, New Mexico

We have completed an appraisal of the above referenced property and we are pleased to submit the accompanying self-contained 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	May 17, 2011
Estimated Market Value	\$3,720,000

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:	Vacant Land
Location:	The site is bound by Interstate 25 on the west, Camino de Salud on the north and Legion Road on the south in Albuquerque, New Mexico
Client:	Thomas M. Neale Associate Director, Real Estate Department The University of New Mexico 2811 Campus Boulevard NE 1 University of New Mexico MSC06 3593 Albuquerque, New Mexico 87131
Land Area:	18.9926 acres
Zoning:	C-3, Heavy Commercial
Highest and Best Use:	Mixed use development with office, institutional and multifamily
Estimate of Market Value:	\$3,720,000 (\$4.50 per square foot)
Effective Date of Appraisal:	May 17, 2011
Hypothetical Condition:	The subject land is under long-term ground lease and the terms are described in this report. The client has the option to purchase the subject property and has requested an appraisal of the fee simple interest. Accordingly, it is a hypothetical condition in this appraisal that the land is not subject to the existing ground lease.

Overview of the Subject Property

The subject property is an 18.9926-acre tract of vacant land along the east side of Interstate 25 and north of Lomas Boulevard NE in Albuquerque, New Mexico. Specific access to the land is from Camino de Salud on the north and Legion Road on the south. The tract has improved access, all utilities and good visibility from Interstate 25. It is zoned C-3, Heavy Commercial Zone, which is a liberal commercial zone that allows nearly all probable uses. A portion of the site has sloping terrain and earthwork cost will be above average.

The subject tract is under-term ground lease to the Regents of the University of New Mexico (UNM) and UNM facilities adjoin on the east and north. The UNM ground lease provides for an option to purchase the fee simple interest in the land and they intend to exercise the option. UNM has requested an appraisal of the fee simple interest as part of their due diligence for this transaction.

Exhibits that show the subject property location and physical characteristics are included in the *Appendix* of this report.

Legal Identification

A survey was provided for this appraisal that shows the legal description to be as follows. A copy of the survey is in the *Appendix*.

Parcels 1 & 2, Lands of Sandia Foundation, being the Westerly Portion of Tract Z, Lands of Southwestern Construction Company.

And

Unplatted 0.6004 Acre Tract within the Town of Albuquerque Grant, Projected Section 16, T10N, R3E, NMPM, Albuquerque, Bernalillo County, New Mexico

History of Ownership

Sandia Foundation (as successor to Southwestern Construction Company) has owned the fee simple and leased fee interests in the subject property for over 40 years. The subject land is ground leased to the University of New Mexico under the following terms.

Lessor:	Sandia Foundation
Lessee:	The Regents of the University of New Mexico
Lease Document Dates:	Original Lease – October 5, 1967 First Amendment – April 30, 1971 Second Amendment – December 27, 1976 Third Amendment – November 30, 1989 Fourth Amendment – May 13, 2002
Lease Term:	December 1, 1967 – November 30, 2016
Leased Property:	The original leased area was 28.10165 acres and this has been amended over the years to a stated land area of 18.98925 acres in the 4 th Amendment. The December 2010 survey of the subject property shows the land area to be 18.9926 acres.
Land Rent:	Starting land rent in 1967 was \$1,601.02 per month, or \$19,212.19 per year. Subsequent amendments reduced the base year (1967) amount to \$525.00 per month in 1977, and \$504.72 per month in 2002. The current rent as of May 2011 is estimated to be \$3,186.13 per month, or \$38,233.56 per year.

Escalations:	The rent is to be adjusted annually by the change in the CPI measured against the base date of December 1, 1967 (rent only adjusts during those years when the change in the index is at least four points). The subject December 1967 base index for the CPI-W is 34.1. The index as of December 1, 2010 was 215.262, or an increase of 531.27%.
Lease Basis:	Triple net lease with the lessee responsible for real estate taxes, insurance and maintenance.
Purchase Option:	<p>The lessee is granted a purchase option that was also amended over the years. The current option is a 1967 based amount of \$508,854.65 for 28.70235 acres, or \$17,728.68 per acre. The amount also escalates at the change in the CPI, although the lease is not clear as whether the purchase option amount escalates only once a year (every December), or up to the date the option is exercised. The CPI-W index in April 2011 is 221.743, which would equal an option price of \$115,284.77 per acre, or \$2.65 per square foot. This would equal a current option price of \$2,189,558 for the 18.9926-acre subject property.</p> <p>Note that the purchase option language in the lease documents provide for the purchase of the entire original parent site of ±28 acres, and not for the reduced portion that is now leased. Personnel with UNM report the parties to the transaction have agreed to amend the document to allow a pro rata purchase.</p>

UNM intends to exercise the right to purchase during 2011. To my knowledge, there are no other pending listings, offers, or contracts for sale involving the subject property.

Purpose and Intended Users of the Appraisal

The purpose of the appraisal is to estimate the market value of the fee simple interest subject property. The report is intended to be used by the Regents of the University of New Mexico in evaluating a potential acquisition of the property. The intended users are the Regents of the University of New Mexico and other governmental agencies with regulatory authority relating to the planned land acquisition.

Property Rights Defined

The property rights appraised are identified as the fee simple estate in the real estate. The fee simple estate is an absolute ownership unencumbered by any other interest or estate, subject only to the limitations of eminent domain, escheat, police power, and taxation.

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.

Effective Date of Appraisal and Date of Report

The effective date of this appraisal is May 17, 2011, which is the date of the most recent site inspection. The date of the report is shown on the transmittal letter.

Scope of the Assignment

The work for this appraisal encompassed inspection of the appraised property and the surrounding neighborhood. I researched public land records and compiled supply, demand, and absorption statistics. A market study was conducted for the relevant land use sectors. With the relevant and necessary information compiled for the comparable land sales and with an insight into the general market conditions influencing these transactions, I selected the analytical technique of the Sales Comparison Approach as the primary method of valuation. The Cost Approach was not considered because the subject property is vacant land and includes no building improvements. The Income Approach was not considered because market data is very limited. Joshua Cannon, MAI, and/or other reliable parties have personally confirmed the land sales relied upon in the *Valuation* section of this report.

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

Hypothetical Condition

The subject land is under long-term ground lease and the terms are described in this report. The client has the option to purchase the subject property and has requested an appraisal of the fee simple interest. Accordingly, it is a hypothetical condition in this appraisal that the land is not subject to the existing ground lease.

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.

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 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. The appraised property is located in the University of New Mexico area of Albuquerque, New Mexico.

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 July 2009 population was 2,009,671, and the Albuquerque metropolitan area population was 857,903. 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 2009 metropolitan-area population of 147,532, 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. This agrarian society spread north and south along the river in a pattern of farms and small villages. Due to this settlement pattern, the most traditional segments of regional development are found in the valley areas.

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. The Railroad Subdivision was platted near the tracks, and businesses developed in response to the convenience of moving goods and people by rail. 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).

The decline of the Central Business District in the 1970s prompted government support of Downtown redevelopment through tax incentives and municipal bond financing of private projects. By the late 1980s and early 1990s, the Central Business District was the location of some of the heaviest public and private capital investment in the metropolitan area.

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 over the last quarter century 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. Since the 1980s, curved streets and clustered non-residential uses are 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.

The supply of land on the East Mesa is nearly absorbed and development emphasis is now on the West Mesa, 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 are expected to come on-line in 2009. This project has already attracted some major employers and it will eventually capture a significant percentage of new housing permits.

Population Trends

The 2008 population for Albuquerque was estimated at 521,999, 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 the present.

Population growth over the 59-year period from 1950 to 2009 in the city of Albuquerque and Bernalillo County is shown in the following chart.

US Bureau of the Census Population Figures: 1950 – 2009

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%
2009	529,219	1.85%	642,527	1.61%

*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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Population growth is attributable to a high quality of life, a favorable business environment, a strong and productive labor force, and aggressive economic development efforts that have been funded by both the state and local municipalities. In recent years, national publications have rated Albuquerque as one of the top places to live and work in the United States. These reports typically cite low labor costs and taxes as well as rising median household income.

The University of New Mexico Bureau of Business and Economic Research (UNM BBER) is regarded as the leading research and forecasting entity in New Mexico for population and economic data, and they published a revised population estimate in August 2008. That estimate for the four counties making up the Albuquerque Metropolitan Area (Bernalillo, Sandoval, Torrance and Valencia Counties) is shown below.

Albuquerque MSA Projected Population – Revised Estimate from August 2008

Year	Projected Population					Annual Growth Rate per 5 yr. Period
	Bernalillo County	Sandoval County	Valencia County	Torrance County	Total (Alb. MSA)	
2005	614,508	107,104	71,459	18,282	811,353	-
2010	713,020	125,675	79,894	20,052	938,641	2.96%
2015	811,861	144,087	89,045	22,184	1,067,177	2.60%
2020	905,393	163,315	98,459	24,584	1,191,751	2.23%
2025	993,650	182,592	107,294	26,990	1,310,526	1.92%
2030	1,080,297	200,822	115,416	29,132	1,425,667	1.70%
2030	1,166,590	217,806	123,212	31,007	1,538,615	1.54%

Source: UNM BBER

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The preceding forecast estimates growth approaching three percent per year through 2015 and spread among all four counties. The growth projections appear to be aggressive given the more recent economic forecasts for the metro area, but this is to be determined.

Another population forecast is made by the Mid-Region Council of Governments, which is a governmental agency that provides planning and other services in support of community and regional development, including employment growth, infrastructure planning and development, and resource management. Every four years MRCOG publishes a comprehensive socioeconomic forecast for the four-county area of Bernalillo, Sandoval, Torrance and Valencia, as well as southern Santa Fe County. MRCOG divides the plan area into Data Analysis Subzones (DASZ), which are small units of geography that are compatible with MRCOG's transportation model. The datasets are created by MRCOG to project future travel demand in the region, as well as land use planning, economic development and so on. DASZs are generally bounded by major roads and other physical features, and subdivisions of Census Tracts.

MRCOG published the *2030 Metropolitan Transportation Plan for the Albuquerque Metropolitan Planning Area* on April 26, 2007. This plan projects growth in population, employment, housing units and school enrollment for the plan area, as well as at the county and DASZ level. The forecast is from 2004 to the year 2030. According to MRCOG, resource data for the forecast includes the Bureau of Business and Economic Research, the US Census Bureau, the NM Department of Workforce Solutions, aerial photography, building permits, approved and pending real estate developments, interviews with major developers, land inventory and infrastructure availability.

The MRCOG population forecast for the Albuquerque Metropolitan Area is shown below.

Albuquerque MSA Projected Population – 2007 Estimate

Year	Projected Population				
	Bernalillo County	Sandoval County	Valencia County	Torrance County	Total (Alb. MSA)
2004	602,413	102,462	69,754	17,695	792,324
2030	<u>759,000</u>	<u>197,182</u>	<u>128,922</u>	<u>27,479</u>	<u>1,112,583</u>
Total Growth	156,587	94,720	59,168	9,784	320,259
Annual Growth Rate	0.89%	2.55%	2.39%	1.71%	1.31%

Source: MRCOG

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The population forecast by MRCOG is more conservative than the UNM-BBER estimate in terms of the pace of growth, and it also predicts more of the growth will occur outside of Bernalillo County.

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.

In recent years the average annual job growth has fluctuated from -1.36% to over 4% in the metropolitan area. The New Mexico Department of Workforce Solutions reports the Albuquerque metro area gained approximately 2,000 jobs in 2008. Increases were 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 also slipped.

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 1994. The Albuquerque MSA includes Bernalillo, Sandoval, Valencia and Torrance Counties. (Note that starting in 2004 annual averages for labor force and number employed reflect a new DOL methodology in which workers are counted in the county of residence instead of job location. This may have overstated the growth in employed persons in the MSA for 2004.)

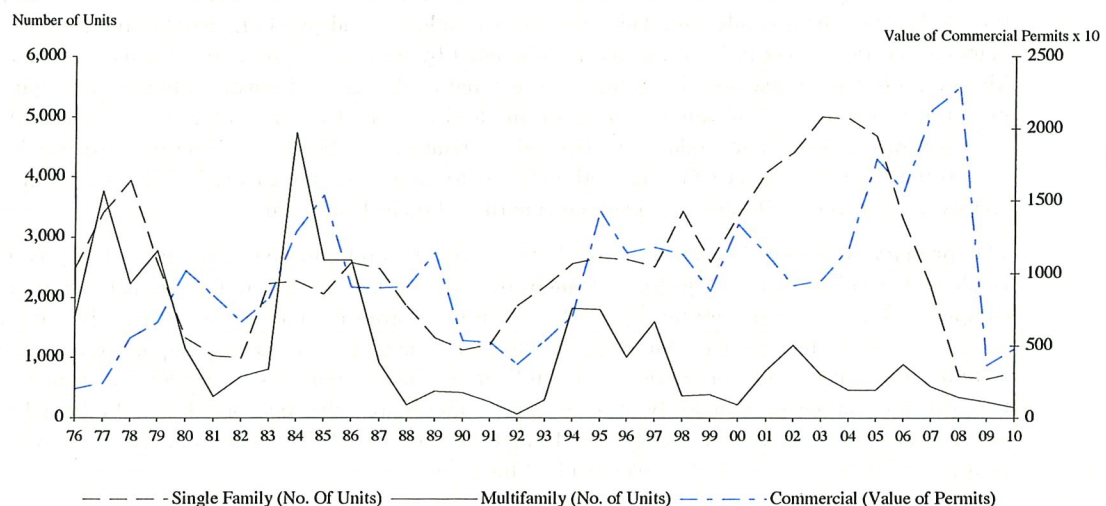
Historical Employment Information (Civilian Labor Force)

	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
1994	319.8	5.68%	4.4%	729.3	4.51%	6.3%	123,060	2.33%	6.1%
1995	328.9	2.85%	4.1%	741.4	1.66%	6.3%	124,900	1.50%	5.6%
1996	326.7	-0.67%	5.4%	733.6	-1.05%	8.1%	126,708	1.45%	5.4%
1997	339.4	3.88%	4.3%	763.3	4.04%	6.2%	129,558	2.25%	4.9%
1998	344.7	1.57%	4.5%	779.7	2.15%	6.2%	129,558	0.00%	4.5%
1999	339.4	-1.54%	3.9%	764.2	-1.99%	5.6%	131,463	1.47%	4.2%
2000	364.1	7.27%	3.3%	811.8	6.23%	5.0%	136,891	4.13%	4.0%
2001	365.8	0.48%	3.3%	818.5	0.83%	5.4%	136,933	0.03%	4.7%
2002	365.7	-0.04%	4.7%	829.8	1.38%	5.4%	136,485	-0.33%	5.8%
2003	368.9	0.88%	5.5%	839.7	1.19%	6.4%	137,736	0.92%	6.0%
2004	374.2	1.44%	5.2%	860.0	2.42%	5.7%	139,252	1.10%	5.5%
2005	380.4	1.66%	4.9%	886.7	3.10%	5.3%	141,730	1.78%	5.1%
2006	392.8	3.26%	4.0%	912.1	2.86%	4.3%	144,427	1.90%	4.6%
2007	392.9	0.04%	3.5%	910.0	-0.23%	3.5%	146,047	1.12%	4.6%
2008	394.9	0.50%	4.3%	919.4	1.04%	4.2%	145,362	-0.47%	5.8%
2009	379.8	-3.82%	7.4%	887.4	-3.48%	7.2%	139,877	-3.77%	9.3%

Source: New Mexico Department of Workforce Solutions and BBER
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City of Albuquerque Construction Permits: 1976–2010

	Single Family		Multi Family		Commercial	
	No. of Units	Value*	No. of Units	Value*	No. of Pmts.	Value*
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



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 1,440 in 2010.

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. Since 1996, much of the new multifamily development has been either condominiums or affordable apartments financed with Low Income Housing Tax Credits.

Conclusions regarding the real estate markets are that: 1) single-family residential construction was exceptionally strong from 2001 through 2005, then declined into 2010 by significant amounts; 2) apartment construction has had an erratic building pattern for several years and no significant upturn is predicted through 2011; 3) commercial construction was strong in 2005–2008, and then plummeted in 2009–2010.

Summary

The Albuquerque metro area has averaged employment growth of approximately two percent per year since the 1960s and the long-term projection is slightly below that level. Among the distinguishing characteristics of the metro area's overall economy are: 1) its role as a statewide center for trade, transportation, and services; 2) an increasing local diversification in manufacturing and distribution; 3) in-migration of regional and national business interests; 4) a significant economic component from federal government employment and contracting; and 5) a high quality of life. Like the national economy, the metro area is currently within a recession and job growth was negative in 2008–2010. Metro area job growth in 2011 is forecast to be slightly positive, and then return to over 1.5% growth in 2012.

With the limited supply of remaining developable land in the historically popular northeast quadrant, the primary growth areas of the metro area have been to the west. In the future, growth will also move south with the opening of Mesa del Sol and the continued development in Los Lunas. The northeast quadrant 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.

Neighborhood Description

The subject neighborhood is about one mile in length and encompasses land along a north-south corridor formed by University Boulevard. This corridor is roughly bound by (1) Interstate 40 on the north, which marks a general change in land use that is dominated by hospitality properties, (2) the University of New Mexico north golf course and single-family residential land uses to the east, (3) the main campus of UNM, mixed-use commercial, and single-family housing to the south of Lomas Boulevard, and (4) outlying areas of downtown Albuquerque to the west, beyond Interstate 25 (I-25). The subject property lies in the west-central portion of the described neighborhood. It is located along the east side of Interstate 25, about 800 feet west of University Boulevard and 400 feet north of Lomas Boulevard.

The primary north-south arterial through the general neighborhood (excluding I-25) is University Boulevard. South of Lomas, University Boulevard provides direct access to the internal streets of the UNM campus and frontage uses are mostly UNM buildings. North of Lomas up to I-40, University supports a variety of uses including office buildings, limited retail, hospital and medical support facilities, television stations, a mortuary, student parking and child-care facilities owned and operated by the university, and two gasoline stations. The majority of these improvements are either occupied by UNM related extensions, or by businesses serving the students and employees of UNM. The influence of UNM on University Boulevard frontage land uses effectively ends at Interstate 40.

The University of New Mexico and the UNM Health Sciences Center are in a growth phase that has significantly expanded the volume of commercial space in the subject area. The UNM Health Sciences Center has completed construction on the new \$58 million 163,000-square-foot Cancer Research Treatment Center directly northeast of the subject across Camino de Salud. Also recently constructed is the Tri-Services Laboratory, a five-story 190,000-square-foot structure with an estimated building cost of \$72 million and it is located directly north of the subject. Camino de Salud is a recently constructed two-lane

street that spans between University Boulevard on the east and the I-25 frontage road on the west. The intersection with University Boulevard is signalized. UNM also has other longer-term development plans in the neighborhood, including a new adult acute care hospital on the subject land, and the redevelopment of their lands along Lomas Boulevard with a mixture of commercial, residential and university buildings. The area surrounding the subject is within the UNM Health Science Center Master Plan 2010 and portions of this report are in the *Appendix*.

A summary of average daily traffic flows for the neighborhood's arterials follows. The most recent traffic study was performed in 2009. The subject boundary with I-25 provides very high exposure.

Average Daily Weekday Traffic Volumes

<i>Location</i>	<i>1990</i>	<i>1995</i>	<i>2000</i>	<i>2005</i>	<i>2009</i>
University Boulevard, between Indian School Rd. and Lomas Blvd.	23,300	25,300	23,100	23,300	23,200
Lomas Boulevard west of University Blvd.	43,200	45,900	34,400	30,500	24,400
Interstate 25 north of Lomas Boulevard	131,500	163,300	132,100	150,700	150,800

Source: Mid Region Council of Governments

Joshua Cannon & Associates, Inc.

In summary, the subject neighborhood is a commercial corridor within Albuquerque that is approximately 90% built up with a variety of commercial and institutional uses. The University of New Mexico owns the majority of the real estate in the neighborhood, including both newer construction and older office and special use buildings converted to university uses. The neighborhood has been relatively stable for the past ten years with minimal new development; however, approximately 350,000 square feet of new building has been recently completed immediately north of the subject. This will have an impact on the immediate neighborhood in both traffic count, demand for services and demand for real estate.

Subject Property Description

Land Area & Shape

The subject land area according to the December 2010 survey is 18.9926 acres. The tract has a functional shape that is nearly rectangular except for an angled southwest corner. Approximately 15,000 square feet at the north boundary of the subject site is within the access easement for Camino de Salud. This land area cannot be developed and is unusable, but the percentage is so small (1.8% of the total subject) that an adjustment is not warranted. A copy of the subject survey is included in the *Appendix*.

Access

The subject property has two access points and these are described as follows:

- | | |
|------------------|---|
| Camino de Salud: | This road provides access to the north boundary of the site and it is a good quality two-lane asphalt paved surface. It has a signalized intersection with University Boulevard to the east and an intersection with the I-25 frontage road to the west. University Boulevard is a north-south arterial and the frontage road is northbound only. Camino de Salud is within a 60-foot-wide easement and was constructed by UNM. |
| Legion Road: | The southeast corner of the site fronts on Legion Road. Legion Road dead-ends at the VFW facility to the south of the subject, and has a bi-directional intersection with Lomas Boulevard, including median break and turn lane. |

Various maps and plats show Legion Road to have a 60-foot width, which is adequate for typical development. The road surface is in below-average condition and has no curb or gutter. Research for this and previous appraisals found conflicting information regarding the ownership of Legion Road. The maps and records department of the City of Albuquerque reports Legion Road is an easement and not a dedicated right-of-way. Recorded plats and surveys in the area suggest it is a dedicated right-of-way. Lomas Boulevard is a six-lane major cross-town arterial.

Topography

The subject property has a mixture of terrain that is partially shown on exhibits in the *Appendix*; however, a detailed subject topographical map is not available. The typical grade of land is downward to the north and northeast. The high point of the site is at the southwest boundary and the low point is the north boundary.

The east ± 6.5 acres of the site are improved with a parking lot for UNM students. It has even terrain with a moderate downward slope to the north. The parking lot is roughly on grade with Camino de Salud on the north and Legion Road on the south, although both roadways are sloped and there is some grade change at portions of the boundaries. There is an additional ± 1.5 acre of unimproved land along the west boundary of the parking lot that has relatively even terrain with moderate slopes.

Other relatively level areas within the site are at the southwest corner and along the north boundary. Approximately 2.5 acres at the southwest corner are on grade with the VFW lodge and relatively level. Approximately 1.5 acres along Camino de Salud at the north boundary are also relatively level.

The more heavily sloped portion of the site contains about seven acres and is located in the middle portion of the western half. The grade change between the upper land along the south boundary and the lower land on the north boundary is approximately 30–40 feet. Land within the slope area has undulating terrain but the overall downward slope is calculated to be in a range of 10%–16%.

Overall, a portion of the subject terrain has sufficient slope that it will require treatment with retaining walls and/or a tiered site plan.

Utilities & Storm Drainage

All public utilities are available to the subject property at its boundaries. The flood zone map in the *Appendix* shows the property is not in a flood zone.

Soils and Subsoil Conditions

No soil or engineering reports are available and adequate conditions are assumed. The site is assumed to be free of contamination from hazardous substances.

Easements

The included survey shows typical easements for utilities, drainage and access at the perimeter of the site. Some of these are older easements with no current purpose and could presumably be vacated. The only clearly detrimental easement is a 10-foot-wide PNM & MST&T easement that crosses the body of the site on an east-west alignment and it is improved with a single-pole overhead line. Future development of the land may require the relocation of this line.

Improvements

The westerly ± 6.5 acres are improved with asphalt paving and chain link fencing for parking use by UNM. This is a lower cost utilitarian parking surface and has no measurable contributory value, other than to UNM. There are two billboards on the property and they are shown on the survey. No rental data was provided for these structures, but their effect on the market value of the land would be nominal.

Zoning

The subject property is zoned C-3, Heavy Commercial Zone, as defined in Albuquerque's *Comprehensive City Zoning Code*. This zone permits virtually all commercial uses, including wholesale commercial and some light industrial, which cause no vibration discernible beyond the premises. Examples of approved uses include offices, shopping centers, auto sales and repair, restaurants (including drive-in service), liquor sales, gas stations, hotels and motels. Residential uses are a conditional use in this zone, and apartment development is governed by the R-3, Residential Zone. Regulations/Permissive uses under R-3 zoning allow apartment projects up to 30 dwelling units per acre. Overall, the C-3 zoning does not materially restrict potential uses.

The subject land is not located within the boundaries of one of the city's neighborhood sector plans, which are designed to guide development activity within the sector.

Property Tax Information

Real estate taxes in New Mexico are based on taxable values of 33.3 percent 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 November of each year. Property taxes are paid in two installments due in November and the following May.

The subject's Uniform Property Codes are 1-015-058-264-268-41014 and 1-015-058-230-227-41015. The total 2010 land assessment is \$3,800,400. The land is classified as within the campus area of the University of New Mexico and no real estate taxes are charged against the subject property.

Market Analysis – Office Market

The subject property is located in an area of office and medical office, and a probable use for at least a portion of the land is office. An overview of the office sector in the Albuquerque metro area is as follows.

Albuquerque has 13.6 million square feet of office space in single-tenant and multi-tenant buildings containing 10,000 square feet or more, including owner-occupied buildings. The distribution of space by market area is shown in the following chart, along with vacancy statistics from first quarter 2011, as published by Grubb and Ellis New Mexico. The subject is in the University submarket in this survey.

Office Market Statistics – First Quarter 2011

Market Area	1st Quarter 2011				2010	2009	2008	2007	2006	2005	2004
	Total	Sq. Ft.	U.C.	Vacancy							
	Sq. Ft.	Vacant									
4th Quarter Vacancy											
Downtown	2,735,375	579,706	21.2%	-	18.7%	18.1%	18.5%	15.6%	20.4%	18.0%	20.3%
Airport	1,249,784	136,210	10.9%	-	12.0%	9.8%	7.7%	10.2%	21.5%	23.2%	30.2%
Far NE Heights	967,769	133,865	13.8%	-	13.7%	10.8%	10.4%	8.8%	9.7%	9.3%	13.0%
Mesa del Sol	271,052	41,778	15.4%	-	15.4%	13.9%	-	-	-	-	-
North 1-25	3,228,845	645,639	20.0%	98,720	18.9%	17.4%	13.3%	10.8%	12.4%	8.1%	10.1%
NE Heights	878,482	182,278	20.7%	-	20.7%	16.1%	16.4%	13.2%	10.5%	12.6%	12.1%
Rio Rancho	616,578	58,760	9.5%	-	11.2%	10.5%	18.7%	13.3%	5.5%	9.8%	15.5%
SE Heights	594,440	139,953	23.5%	-	23.4%	11.4%	10.7%	4.1%	4.4%	5.2%	6.2%
University	904,514	132,036	14.6%	-	23.2%	24.3%	10.3%	5.3%	8.2%	5.6%	5.5%
Uptown	1,824,745	329,281	18.0%	-	17.2%	14.2%	8.5%	9.1%	9.0%	10.3%	14.2%
West Mesa	326,128	105,033	32.2%	-	27.5%	30.5%	26.2%	9.3%	14.0%	20.0%	20.8%
Total	13,597,712	2,484,539	18.3%	98,720	18.0%	16.0%	13.1%	10.8%	13.4%	12.5%	15.1%

Source: Grubb & Ellis New Mexico

The metro area office vacancy is reported to be 18.3%, which is the highest vacancy rate in approximately 20 years. This is up from the recent low of 10.8% in 2007. The recent increase in vacancy is attributed to a

decline in economic conditions and an increase in metro area unemployment. The subject property is located in the “University” market area, which has a below average vacancy of 14.6%. This vacancy increased substantially in mid-2009 when UNM vacated approximately 90,000 square feet of office space at 1650 University Boulevard NE. UNM subsequently purchased the building and it was removed from the vacant inventory.

The following chart shows office absorption statistics since 2003 for the city metro area and various submarkets. These statistics are from Grubb & Ellis New Mexico.

Office Absorption Statistics

Year	Net Absorption in Square Feet for Buildings 10,000+ SF							
	Rio Rancho	Far NE Heights	University	Airport	Downtown	Uptown	North I-25	Citywide
2003	-35,473	40,116	-2,294	-123,865	163,071	-84,705	248,468	102,475
2004	26,944	33,925	18,759	-16,322	22,965	99,863	205,908	401,106
2005	16,623	22,331	15,567	71,666	26,047	57,347	219,146	474,184
2006	11,966	35,007	-24,753	12,612	-70,495	68,353	37,012	90,585
2007	46,923	13,115	10,179	157,455	65,458	-7,932	6,598	278,600
2008	4,548	-21,890	-49,694	30,962	-69,458	9,970	149,652	146,064
2009	224,195	33,503	-122,204	-15,465	-15,073	-102,104	-93,716	73,116
2010	-4,756	-8,308	28,453	-23,735	-22,021	53,522	-95,477	-209,787
Q1 2011	<u>357</u>	<u>-2,229</u>	<u>169</u>	<u>13,358</u>	<u>-25,478</u>	<u>-18,149</u>	<u>-41,196</u>	<u>-89,771</u>
Total	291,327	145,570	-125,818	106,666	75,016	76,165	636,395	1,266,572
Avg./Yr.	35,312	17,645	-15,251	12,929	9,093	9,232	77,139	153,524
Capture	23.0%	11.5%	-9.9%	8.4%	5.9%	6.0%	50.2%	100.0%

Source: Grubb & Ellis New Mexico

The preceding chart shows the metro area has an annual average of approximately 154,000 square feet of office absorption over the past 8.25 years for leased buildings in excess of 10,000 square feet. Absorption in 2010–2011 was negative. Absorption for the University area has been fairly flat, except for 2009 when UNM vacated University towers. The University area is dominated by institutional users and there is minimal vacant land available for private sector development.

Multifamily Residential Market Study

Another potential use of the subject land is for multifamily residential. The chart below provides a summary of metro area vacancy rates and average rents per square foot since 2000 as published by the New Mexico Apartment Association and CB Richard Ellis. (Starting in 2006, the Apartment Association published its survey sporadically; CB Richard Ellis has now assumed responsibility.) As shown, vacancies were generally below 10% with only a few quarters of higher vacancy in 2002 and 2003. Some of higher rates were attributed to the time of year, as apartments typically have their lowest vacancies in the third quarter of the year and highest vacancies in the fourth quarter. In 2004–2005, the apartment market experienced slightly higher vacancies as low mortgage rates allowed more tenants to buy homes.

The most recent vacancy estimate is 5.0%, which is effectively full occupancy less frictional vacancy. Average rents are at \$0.88 per square foot and are trending up.

Apartment Occupancies 2000 – January 2011

	<i>Survey Date</i>	<i>Average % Vacant</i>	<i>Avg. Mo. Rent/sf</i>
2011	January	5.0%	\$0.88
2010	September	4.2%	\$0.88
	May	5.7%	\$0.86
	January	7.1%	\$0.85
2009	September	6.8%	\$0.86
	May	8.1%	\$0.85
	January	9.0%	\$0.85
2008	3rd Q	5.3%	\$0.86
2007	June	4.8%	\$0.80
2006	December	7.1%	\$0.79
	June	4.3%	\$0.78
2005	December	5.7%	\$0.77
	September	6.2%	\$0.76
	June	6.8%	\$0.76
	March	6.7%	\$0.76
2004	December	5.8%	\$0.75
	September	4.9%	\$0.75
	June	8.5%	\$0.75
	March	7.0%	\$0.75
2003	December	10.0%	\$0.73
	September	7.9%	\$0.74
	June	9.1%	\$0.74
	March	10.3%	\$0.74
2002	December	10.0%	\$0.73
	September	5.7%	\$0.75
	June	6.0%	\$0.74
	March	7.7%	\$0.74
2001	December	7.0%	\$0.73
	September	6.1%	\$0.73
	June	6.4%	\$0.73
	March	8.4%	\$0.72
2000	December	7.5%	\$0.72
	September	6.1%	\$0.73
	June	7.8%	\$0.72
	March	8.8%	\$0.70

Source: Apartment Assoc. of New Mexico (years 1998-2007 and CB Richard Ellis (2008-11))

There are no apartment projects under construction in the metro area, thus statistics will likely continue to improve as the economy strengthens. The CBRE apartment survey divides the metro area into market areas using the same boundaries as the Albuquerque Multiple Listing Service, and the subject property is in MLS Area 40. The statistics for January 2011 survey for MLS Area 40 are as follows.

Statistics from the CBRE Apartment Market Survey for September 2010

<i>MLS Area</i>	<i>Units Reporting</i>	<i>Vacant Units</i>	<i>Vacancy</i>	<i>Total Sq. Ft.</i>	<i>Average Sq. Ft.</i>	<i>Average Rent</i>	<i>Avg. Rent/ Sq. Ft.</i>
40	1,017	40	3.93%	690,434	679	\$652	\$0.96
Total	38,290	1,929	5.04%	30,984,287	809	\$712	\$0.88

Source: CB Richard Ellis Multi-Housing Group/Apartment Market Survey Summary May 2010

As shown, the subject area vacancy rate is lower than the metro area and its average rent per square foot is higher. The dominant driver for apartment demand in this area is estimated to be UNM, CNM and the surrounding major employers.

Overall, apartment market conditions are improving and new development will begin to occur in 2011.

Highest and Best Use

Highest and best use is the most probable and profitable use to which a property might be adapted and is the basis for estimating market value. The four criteria of highest and best use are (1) legally permissible, (2) physically possible, (3) financially feasible, and (4) maximally productive.

Legally Permissible. The subject has a C-3 zoning classification, which allows a wide variety of commercial and residential uses that are broad enough for the zoning to be unrestrictive for any use that is otherwise physically possible and financially feasible. Note that apartments are a conditional use under C-3 zoning, but have been commonly developed on C-3 land throughout the metro area. The closest major apartment project to the subject is Netherwood Village and its underlying zoning is C-3.

Physically Possible. The subject land is recessed away from the arterials of Lomas Boulevard and University Boulevard, but it has very good visibility from Interstate 25. The land is not suitable for retail or restaurant use due to its lack of arterial frontage, but it is a good candidate for office and apartment use. Industrial uses are not allowed by zoning and would not be consistent with land use patterns in the neighborhood. The subject has some sloped terrain that will impact site plan design, but the slope is not so severe that it would preclude feasible development.

Financially Feasible/Maximally Productive. The subject has a good location near UNM and downtown and it has very good freeway exposure. These characteristics allow for a wide range of potential uses that would produce a similar level of financial return. It is a large site at 18.9926 acres and a mixture of uses would achieve more rapid land absorption and probably represents the highest and best use.

Good quality medical office and health care facilities are the dominant land use in the subject area, and this is a logical use of the subject property based upon its setting. In fact, UNM plans to develop the subject property with a large adult acute care hospital. The subject land clearly has a significant value to UNM for this use, but the purpose of this appraisal is to estimate market value and not the "use" value to UNM. Market conditions are currently soft in the office sector, but will gradually improve as the recession ends. Overall, the highest and best use of a portion of the subject land is medical office and institutional uses.

A second logical use of the subject land is apartments. The Albuquerque apartment market is relatively strong and entering a development cycle. There is limited land available for this use in close-in locations and the subject property is well positioned to capture demand. Again, 18.9926 acres is a large apartment site and a mixture of uses would improve absorption.

In conclusion, a mixed-use development plan of medical office, institutional and apartments is estimated to be the highest and best use.

Valuation

The market value of the subject land is estimated using the sales comparison approach, which 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, offsite development costs, time of sale, and financing terms—are considered. The unit of comparison is price per square foot.

The research for comparable sales sought out properties that were most similar to the subject property in the combined criteria of land size, terrain, infrastructure availability, location and potential land uses. Not all of the included seven sales are directly comparable to the subject tract, but they provide a good framework for judging what characteristics influence market value per square foot and how the subject property fits into the data set.

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

Adjustment for Property Rights, Financing Terms and Conditions of Sale

Six of the seven sales involve the transfer of fee simple title for cash and no adjustment is warranted. Sale 4 is actually a recent long-term ground lease and the terms of the lease are converted to indicate fee simple sale price using standard ratios. This conversion is discussed on the data sheet in the *Appendix*.

Adjustment for Date of Sale (Time)

The transactions occurred over a time span of January 2007 to December 2010. There are a limited number of land sales in the current marketplace due to the recession and the difficulty in obtaining mortgage financing. Three of the seven sales occurred after September 2008, or the clear start of the recession, and no adjustment for time is required. Sale 7 occurred in September 2007, but this is an apartment site and market conditions in this sector have improved since the recession started. Sales 1, 5 and 6 are primarily commercial/office sites and the values of these tracts have declined since the recession. Some the factors influencing the decline are as follows:

Recession: The recession has impacted both investment and owner-occupied real estate. Even for owner-occupied space, the affordability of real estate is a function of sales. Real estate buyers for all commercial categories have pulled back.

Market Rents: Achievable rental rates for new retail and office construction have declined by 10%–20% since late 2008. This decline obviously lowers real estate values, but for proposed development it is partially offset by a similar decline in construction costs. In other words, a project built today may achieve rents of \$22/SF and achieve the same IRR as a project constructed in 2006 at rents of \$25/SF.

Vacancy: Metro area vacancy rates for office space are higher in 2011 versus 2006–2007. This has a negative impact on real estate value, although it is temporary and vacancy will decline as the economy improves.

Overall Rates: Overall rates have increased for retail and office buildings and this lowers the value of investment real estate. Current overall rate information is provided by the *Korpacz Real Estate Investor Survey* published by Price, Waterhouse, and Coopers. This well-respected survey identifies performance expectations of institutional real estate investors or investment advisors nationwide. The following table shows investor expectations since 2004 for the Suburban Office Market. Calculated at the bottom of the chart is the change in real estate value as a function of the change in the overall rate.

Korpacz RE Investor Overall Rate Survey – National Suburban Office Market

	4th Qtr 2010	4th Qtr 2009	4th Qtr 2008	4th Qtr 2007	4th Qtr 2006	4th Qtr 2005	4th Qtr 2004
<i>National Suburban Office Market</i>							
Average Overall Rate	8.17%	8.75%	7.59%	7.20%	7.63%	8.02%	8.73%
Change in Basis Pts. from 4Q 10	-	-58	58	97	54	15	-56
Change in Market Value from 4Q 10*	-	+7.10%	-7.10%	-11.87%	-6.61%	-1.84%	+6.85%

* Market value change due to overall rate change, assuming all other variables are constant.

The chart shows that overall rates hit a low point in 2006–2008, which is also the period of greatest land sale activity. At the current overall rates, an investment property would have a value about 7%–12% lower than pre-recession, all other factors being equal. It is notable that rates are beginning to decline again as buyers re-enter the market, especially for good quality properties.

Paired Sales: Time adjustments are ideally calculated using paired sales and I have researched the market for this type of data. Paired sales that are directly comparable to the subject are not available; however, there are sales from the general retail and industrial sectors. The paired sale analysis is as follows.

Commercial & Industrial Tract Paired Sale Time Adjustment Analysis

#	Usable Acres	Date of Sale	Description	SP/Usable SF
A	8.14	4/28/06	Recessed SW of Hwy 528 & north of Lowe's	\$7.34
B	8.21	7/21/10	SWQ Southern & Unser. Recessed behind frontage pads.	\$6.99
Indicated Time Adjustment:				-4.8%
C	8.04	2/14/06	Embedded in Cottonwood Corners power center.	\$8.23
B	8.21	7/21/10	SWQ Southern & Unser. Recessed behind frontage pads.	\$6.99
Indicated Time Adjustment:				-15.1%
D	9.61	4/30/07	Industrial site on Industry Way, west of Broadway	\$2.39
D1	9.61	12/20/10	Resale of the same tract	\$2.15
Indicated Time Adjustment:				-10.0%

The paired sale comparisons from the retail and industrial sector indicate a rounded time adjustment of negative five and fifteen percent.

All factors combined support a negative time adjustment of approximately 10%–15% for commercial land sales from prior to the recession. User tracts would tend to fall at the lower portion of the range, while investment tracts similar to the subject have suffered higher decreases. On this basis, a negative 15% time adjustment is applied to Sales 1, 5 and 6.

Adjustment for Location

The range in sale prices per square foot of the included data is in part due to differences in location. While location influences sale price per square foot, a specific adjustment is not applied to the data. The impact of location is addressed in the selection of an applicable unit price.

Adjustment for Physical Characteristics

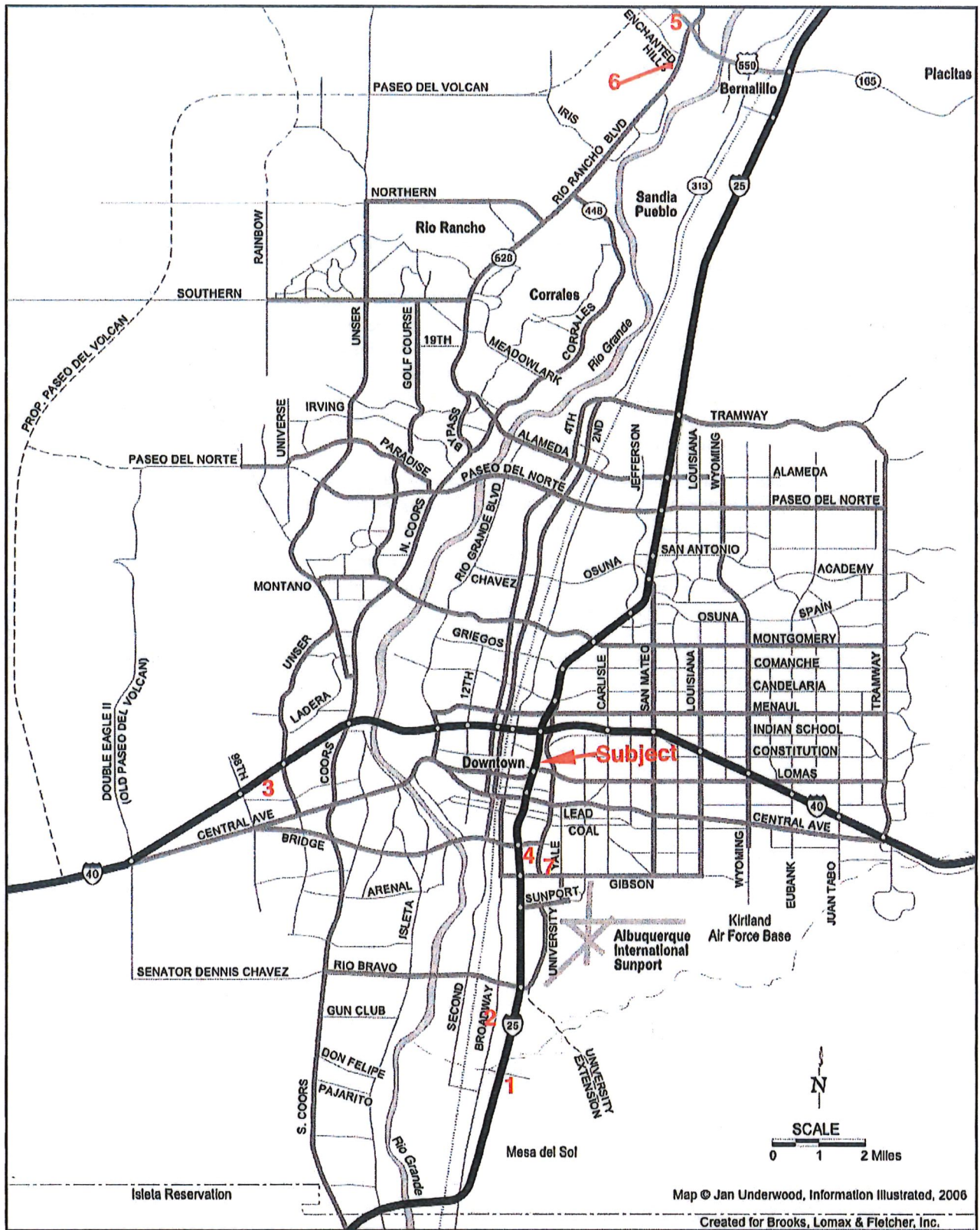
Physical characteristics that can influence price include tract size, terrain, shape, and infrastructure availability. No adjustment is applied for these factors, but they are analyzed as follows.

Tract Size. The subject land area is 18.9926 acres. The included land sales have a size range of 12.1142 – 36.9499 acres, and five of the seven sales are between 16.7508 – 23.9726 acres. The impact of tract size is considered in the valuation, but no specific adjustment is warranted.

Terrain. The quality of the subject terrain is below average and about seven acres (37% of the site) has slopes of 10%–16%. No engineering data was provided for this assignment and there is insufficient data to make a specific adjustment. The majority of the included sales are also impacted by sloping terrain, thus any adjustment would also require an engineering analysis of each sale. Instead, my data research concentrated on sales that have terrain that is reasonably similar to the subject, and thus the modest differences can be accounted for by qualitative analysis.

Infrastructure. The subject property has utilities and paved streets at its north and south boundaries; however, the condition and quantity of the adjoining street improvements are below average. This condition also exists at some of the comparables.

The seven sales are summarized on the following chart and individual data sheets are in the *Appendix*. At the bottom of the chart are eight categories of comparison of the subject versus the sales. In the final line on the chart, the comparisons are considered to reach a final ranking of the individual sales versus the subject. This line states whether the subject per-square-foot value is indicated to be higher, similar or lower than the price of the individual sales. The data are ranked on the chart by the time-adjusted price per square foot, with Sale 1 as the lowest price.



Land Sales

Summary Chart of Land Sales

Data No.	Subject Property	Sale 1	Sale 2	Sale 3
Location	East side of I-25 north of Lomas	SEQ I-25 & Bobby Foster Rd.	SWQ Broadway & Murray Road	South side of I-40 east of 98th St.
Market Area	University	South I-25	South I-25	West I-40
Sale Price		\$2,810,992	\$4,800,000	\$2,047,038
Sale Date		Jun-08	Dec-10	Jul-09
Land Area in Acres	18.9926	19.5550	36.9499	12.1142
Zoning	C-3	M-1	M-2	C-LI
Terrain	Partial slope	Sloping	Level	Moderate slope
Utilities	All available	No water/sewer	All available	All at corner
Perimeter Infrastructure	Partial	Partial	Nearly complete	Partial
Planned Use		Investment	Recycle facility	Investment
Sale Price/SF		\$3.30	\$2.98	\$3.88
Time Adjustment		-15%	+0%	+0%
Adj. Sale Price/SF		\$2.80	\$2.98	\$3.88
Land Size vs. Subject		Similar	Larger	Slightly smaller
Location vs. Subject		Inferior	Inferior	Inferior
Visibility vs. Subject		Inferior	Inferior	Inferior
Terrain vs. Subject		Similar	Superior	Superior
Infrastructure vs. Subj.		Inferior	Similar	Similar
Office Potential vs. Subj.		Inferior	Inferior	Inferior
Apartment Potential vs. Subj.		Inferior	Inferior	Inferior
Comm. Potential vs. Subj.		Similar	Similar	Similar
Indicated Subject Value		Higher	Higher	Higher

Data No.	Sale 4	Sale 5	Sale 6	Sale 7
Location	SEQ I-25 & Avenida Cesar Chavez	SEQ US 550 & Paseo del Volcan	SWC NM 528 & Enchanted Hills Blvd.	NEC Gibson & University Blvd.
Market Area	South I-25	North Rio Rancho	North Rio Rancho	Airport
Sale Price	\$3,336,430	\$5,221,232	\$6,420,000	\$4,013,000
Sale Date	May-10	Jan-08	Jan-07	Sep-07
Land Area in Acres	18.4976	23.9726	23.7480	16.7508
Zoning	SU-1	SU	SU	SU-1
Terrain	Sloping	Sloping	Undulating	Undulating
Utilities	All available	Nearby	All available	All available
Perimeter Infrastructure	Partial	Partial	Nearly complete	Nearly complete
Planned Use	UNM Student Housing	Investment	Shopping center	Apts. & comm.
Sale Price/SF	\$4.14	\$5.00	\$6.21	\$5.50
Time Adjustment	+0%	-15%	-15%	+0%
Adj. Sale Price/SF	\$4.14	\$4.25	\$5.28	\$5.50
Land Size vs. Subject	Similar	Similar	Similar	Similar
Location vs. Subject	Slightly inferior	Similar	Superior	Similar
Visibility vs. Subject	Slightly inferior	Inferior	Inferior	Inferior
Terrain vs. Subject	Similar	Similar	Superior	Superior
Infrastructure vs. Subj.	Similar	Similar	Superior	Superior
Office Potential vs. Subj.	Similar	Inferior	Similar	Inferior
Apartment Potential vs. Subj.	Similar	Inferior	Similar	Similar
Comm. Potential vs. Subj.	Similar	Superior	Superior	Superior
Indicated Subject Value	Slightly higher	Slightly higher	Lower	Lower

Joshua Cannon & Associates Inc.

The eight transactions have an adjusted price range of \$2.80–\$5.50 per square foot.

Sales 1 and 2 at the low end of the range are clearly inferior to the subject in location and range of potential land uses. Sale 1 has good freeway visibility, but it lacks utilities and direct access. It will likely be many years before this site is developed. Sale 2 has all infrastructure, but it is in an industrial neighborhood and the intensity of land uses that is possible at the subject is significantly higher.

Sale 3 fronts on I-40 in western Albuquerque and has good freeway visibility. The subject has a closer in location, its quality of access is superior, and it is more marketable for high quality development.

Sale 4 at \$4.14 per square foot is a recent transaction and a good comparable. The subject freeway visibility and location near Lomas Boulevard are rated slightly superior, but otherwise this site is similar in terrain, access, infrastructure and potential land uses.

Sale 5 at \$4.25 per square foot is in northern Rio Rancho and well removed from the subject location, but this site is similar in size, terrain and infrastructure. The subject is rated a better apartment and office site, but it has inferior marketability to commercial users. Overall, the subject is rated slightly superior.

Sale 6 at \$5.28 per square foot has a good commercial location in northern Rio Rancho at the corner of Highway 528 and Enchanted Hills Boulevard. It is similar to the subject in its marketability to the office and apartment sectors, and superior in the commercial sector. The indicated subject value is lower.

Sale 7 at \$5.50 per square foot is located south of the subject property at University and Gibson Boulevard near the airport. Its corner location allows a portion of the property to be used for commercial and the balance for apartments. The subject potential as an apartment site is similar, but it lacks the commercial potential.

Based upon the preceding data, the market value of the fee simple interest in the subject land is estimated to be \$4.50 per square foot. The total land value estimate is calculated as follows.

Land Area in Acres	18.9926
Land Area in Square Feet	827,318
Estimate of Land Value per Square Foot	\$4.50
Total Estimate of Market Value	\$3,722,929
Rounded	\$3,720,000

Certification

This certifies that effective May 17, 2011, the estimated market value of the fee simple interest in the subject property is Three Million Seven Hundred and Twenty Thousand Dollars (\$3,720,000).

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 Appraisal 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.
- 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. 000021-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.



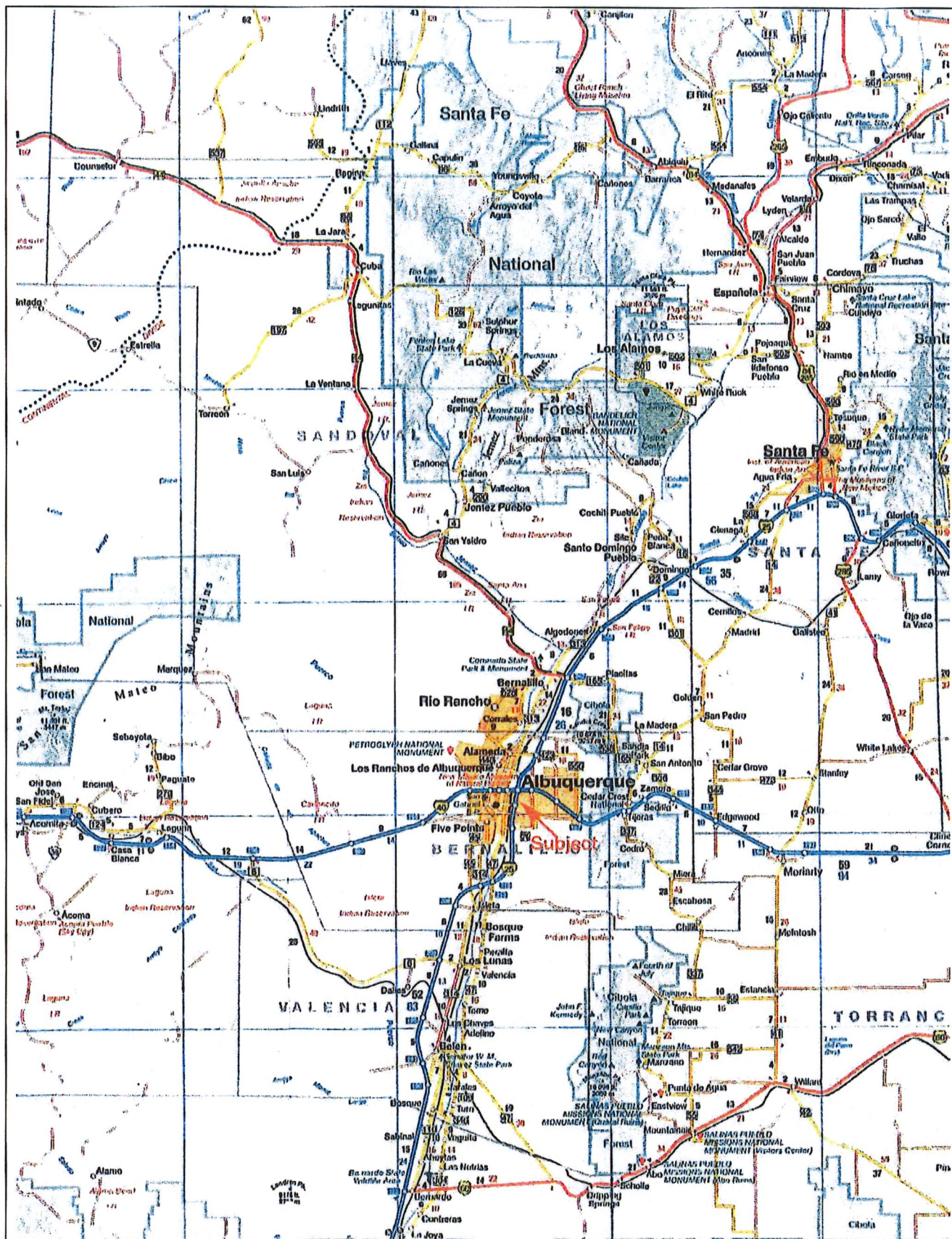
Joshua Cannon, MAI

5-24-11

Date

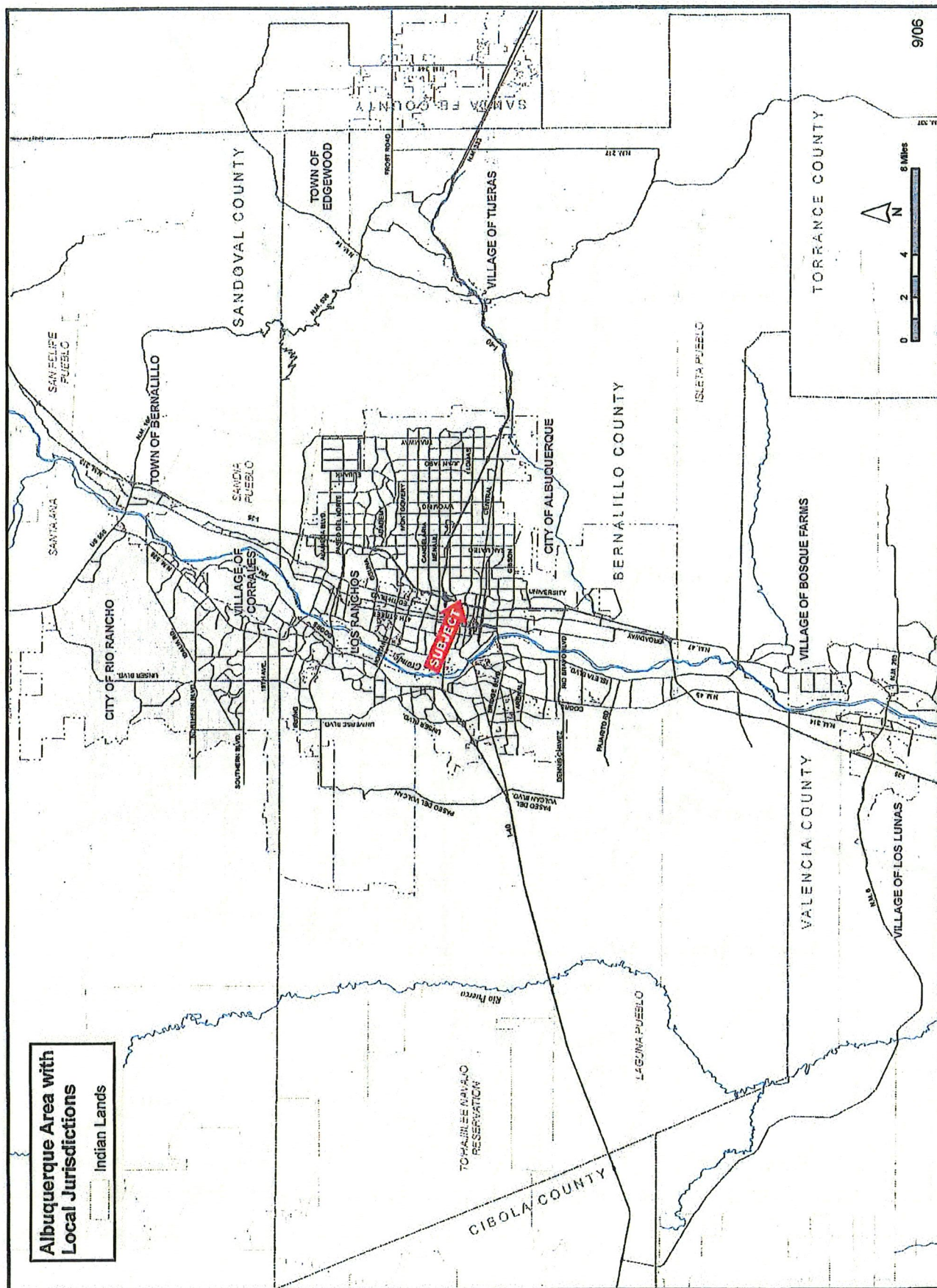
Appendix

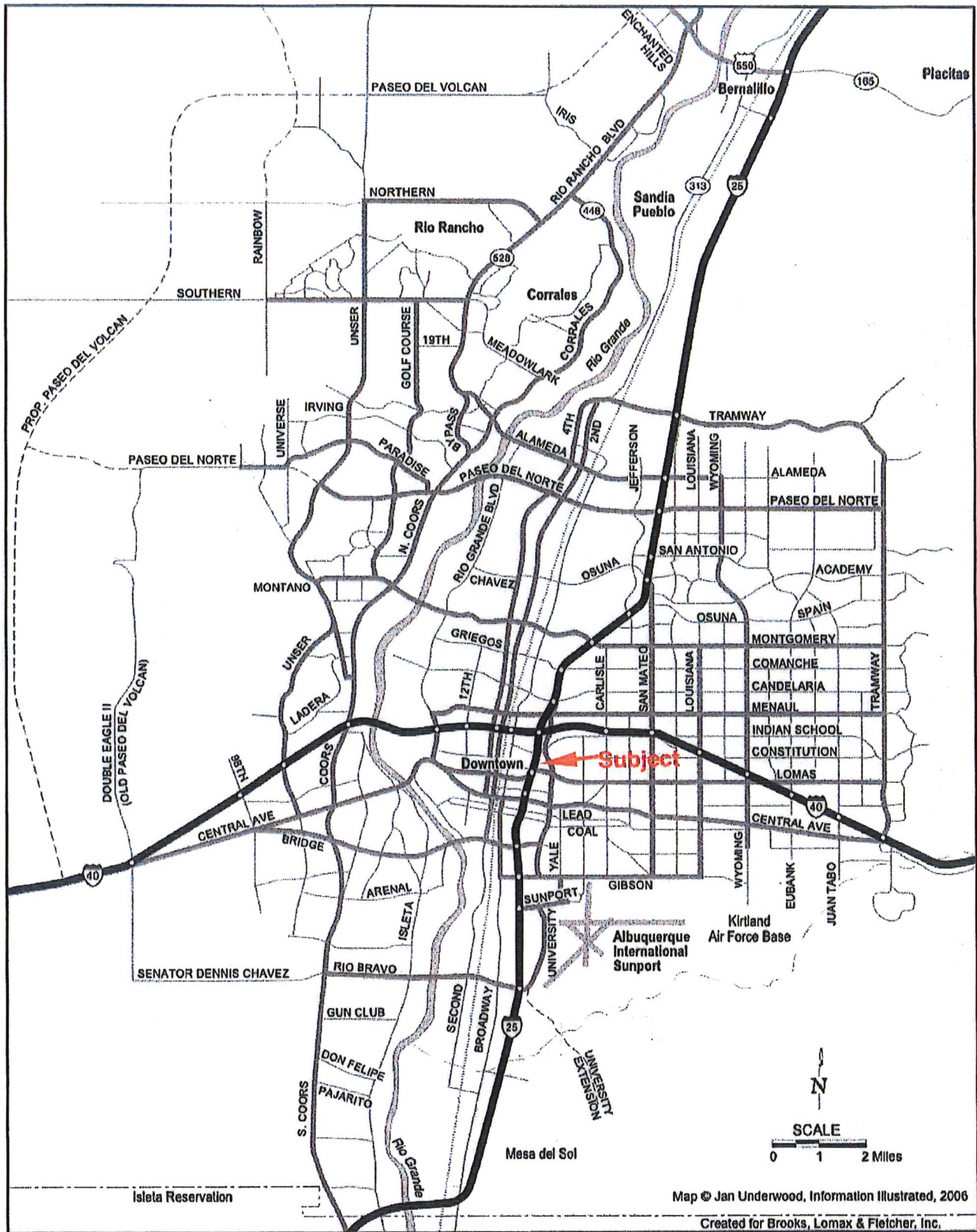
Appendix A



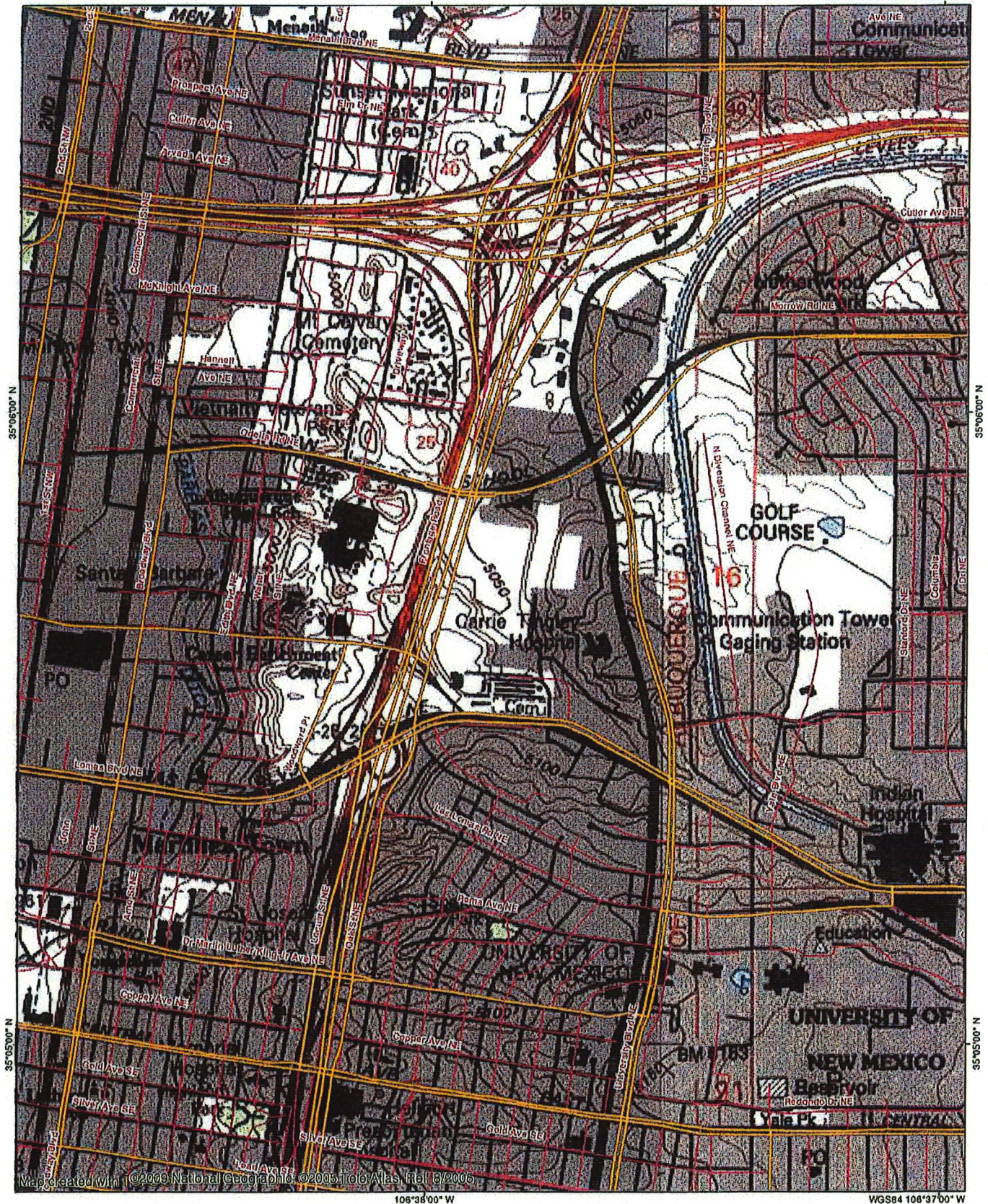
Regional Map

**Albuquerque Area with
Local Jurisdictions**
Indian Lands





Albuquerque Area



35°06'00" N

35°05'00" N

35°06'00" N

35°05'00" N

Appendix B



Subject

Google

© 2011 Google

Imagery Date: Feb 15, 2011

35° 05' 40.02" N -106° 37' 51.40" W elev 5065 ft

Eye alt 6278 ft

Property Photographs
Vacant Commercial Land
Northeast Quadrant of Lomas Boulevard & I-25 NE
Albuquerque, New Mexico



Viewing southwest toward the subject property from Camino de Salud. The parking area on the left is on the eastern portion of the subject.

Property Photographs
Vacant Commercial Land
Northeast Quadrant of Lomas Boulevard & I-25 NE
Albuquerque, New Mexico



Viewing southeast across the subject property from its northwest corner. I-25 is on the right and forms the subject's west boundary.

Property Photographs
Vacant Commercial Land
Northeast Quadrant of Lomas Boulevard & I-25 NE
Albuquerque, New Mexico



Viewing northwest across the subject property from near its southeast corner. Legion Road is on the left.

Property Photographs
Vacant Commercial Land
Northeast Quadrant of Lomas Boulevard & I-25 NE
Albuquerque, New Mexico



Viewing northeast across the subject property from near its southwest corner.

Appendix C

BOUNDARY SURVEY PLAT
Parcels 1 & 2
LANDS OF SANDIA FOUNDATION
being the Westerly Portion of Tract Z,
LANDS OF SOUTHWESTERN CONSTRUCTION COMPANY
&
UNPLATTED 0.6004 ACRE TRACT
within the Town of Albuquerque Grant
Projected Section 16, T10N, R3E, NMPM
Albuquerque, Bernalillo County, New Mexico
Sheet 1 of 2

LEGAL DESCRIPTION: Parcel 1
 A certain tract of land within the exterior boundaries of the Town of Albuquerque Grant, in projected Section 16, Township 10 North, Range 3 East, N.M.P.M., Albuquerque, Bernalillo County, New Mexico, being described as Tract "Z" as shown and designated on the Plat of Tract "Z" SOUTHWESTERN CONSTRUCTION COMPANY, Albuquerque, New Mexico, filed for record in the County Clerk's Office of Bernalillo County, New Mexico on April 25, 1971, in Volume C7, Folio 206;
 EXCEPTING THEREFROM a portion of said Tract "Z" being the tract described in the Special Warranty Deed filed in the office of the County Clerk of Bernalillo County, New Mexico on November 4, 1998 in Book 9918, Page 252 as Document No. 1998142081;
 EXCEPTING THEREFROM a portion of said Tract "Z" being the tract described in the Warranty Deed filed in the office of the County Clerk of Bernalillo County, New Mexico on May 15, 2003 in Book A45, Page 695 as Document No. 2003081069,
 Said remaining portion of said Tract "Z" is more particularly described by metes and bounds survey made by Gary E. Gribko, N.M.P.S. No. 8686 as follows:

Beginning at the southeast corner of the tract herein described, being a point on the northerly right of way line of Legion Road N.E., whence the Albuquerque Geographic Reference System Control Station "9A15", having N.M. State Plane coordinates of N=1489021.803, E=1528869.928 (NAD 83) bears S.02°24'08"E., 377.23 feet distant;
 Thence, N. 85°34'35"W., 891.29 feet to the southwest corner of said Tract Z;
 Thence, N. 47°06'20"W., 9.61 feet to an angle point of said Tract Z;
 Thence, N. 26°00'44"W., 103.44 feet to an angle point of said Tract Z;
 Thence, S. 85°34'28"E., 531.81 feet to an angle point of said Tract Z;
 Thence, N. 00°32'00"E., 48.17 feet to an angle point of said Tract Z;
 Thence, N. 35°45'00"W., 85.09 feet to an angle point of said Tract Z;
 Thence, N. 25°56'05"W., 87.15 feet to an angle point of said Tract Z;
 Thence, N. 48°52'25"E., 705.61 feet along said right of way line to the northeast corner of said tract;
 Thence, S. 81°12'48"E., 871.25 feet along the north line of said Tract Z to the northeast corner of said tract;
 Thence, S. 04°25'43"W., 836.77 feet to the point of beginning. Said tract contains 18.3022 acres, more or less.

LEGAL DESCRIPTION: Parcel 2

A certain tract of land within the exterior boundaries of the Town of Albuquerque Grant, in projected Section 16, Township 10 North, Range 3 East, N.M.P.M., Albuquerque, Bernalillo County, New Mexico, being the same tract described in the Warranty Deed filed in the office of the County Clerk of Bernalillo County, New Mexico on January 26, 1984 in Book D203A, Page 532 as Document No. 84-6054. Said tract is more particularly described by metes and bounds survey made by Gary E. Gribko, N.M.P.S. No. 8686 as follows:

Beginning at the southeast corner of the tract herein described, whence the Albuquerque Geographic Reference System Control Station "9A15", having N.M. State Plane coordinates of N=1489021.803, E=1528869.928 (NAD 83) bears S. 38°12'55"E., 640.18 feet distant;
 Thence, N. 00°33'30"E., 48.17 feet to the northwest corner of said tract;
 Thence, N. 85°34'35"W., 568.05 feet to the northwest corner of said tract;
 Thence, S. 25°05'01"W., 55.75 feet to the southwest corner of said tract;
 Thence, S. 85°34'28"E., 531.81 feet to the point of beginning.
 Said tract contains 0.6004 acre, more or less.

EASEMENT ITEMS PER SCHEDULE B, SECTION 2 OF STEWART TITLE COMMITMENT NO. 10720054

- ITEM 11: 25' wide Public Road Easement per Plat recorded in Plat Book D3, Page 108. (Plotted)
 ITEM 12: Right of way to MST&T recorded 6/19/20, Book 90, Page 498. (Unable to plot)
 ITEM 13: 10' Easement to PSCNM and MST&T recorded 7/17/98 in Book 289, Pg. 149. (Plotted)
 ITEM 14: Easement to PSCNM and MST&T recorded 7/17/98 in Book D433, Pg. 605. (Does not apply)
 ITEM 15: Easement to PSCNM and MST&T recorded 7/17/98 in Book D433, Pg. 613. (Does not apply)
 ITEM 16: 10' Easement to PSCNM recorded 9/25/98 in Book D444, Pg. 132. (Plotted)
 ITEM 17: Easements for public streets recorded 9/24/00 in Book D558, Pg. 317. (Does not apply)
 ITEM 18: 100' Easement for drainage recorded 6/12/01 in Book D607, Pg. 299. (Plotted)
 ITEM 19: Easement to MST&T recorded 7/26/02 in Book D689, Pg. 377. (Does not apply)
 ITEM 20: Easement to PSCNM and MST&T recorded 11/6/98 in Book Misc. 120, Pg. 379. (Does not apply)
 ITEM 21: 15' Storm Sewer Easement recorded 11/20/73 in Book Misc. 246, Pg. 674. (Plotted)
 ITEM 22: Easement to PSCNM and MST&T recorded 12/29/74 in Book Misc. 351, Pg. 69. (Does not apply)
 ITEM 23: Easement to PSCNM and MST&T recorded 12/29/74 in Book Misc. 351, Pg. 69. (Does not apply)
 ITEM 24: Easement agreement recorded on 1/14/1998 in Book 8818, Pg. 254. (Plotted)
 ITEM 25: 60' Public Sanitary Sewer, Wasteline and Storm Drainage Easement recorded 6/19/2007 as Document No. 2007069326. (Plotted)
 ITEM 26: 60' Private Access Easement recorded 6/19/2007 as Document No. 2007069323. (Plotted)

SURVEYOR'S CERTIFICATE:
 I, Gary E. Gribko, New Mexico Professional Surveyor No. 8686, do hereby certify that this Boundary Survey Plat and the actual survey on the ground upon which it is based were performed by me or under my direct supervision; that I am responsible for this survey; that this survey meets the Minimum Standards for Surveying in New Mexico; and that it is true and correct to the best of my knowledge and belief. I further certify that this survey is not a land division or subdivision as defined in the New Mexico Subdivision Act and that this instrument is a Boundary Survey Plat of an existing tract or tracts.



Gary E. Gribko
 Gary E. Gribko, N.M.P.S. No. 8686
 Date Dec. 28, 2010

ALPHA PROFESSIONAL SURVEYING INC.
 P.O. Box 14316, Rio Rancho, New Mexico 87174
 PHONE (505) 892-1076 FAX (505) 891-0471
 DRAWN BY: CS FILE NO.: 10-124

COUNTY CLERK RECORDING STAMP

BOUNDARY SURVEY PLAT
Parcels 1 & 2

LANDS OF SANDIA FOUNDATION
being the Westerly Portion of Tract Z,
LANDS OF SOUTHWESTERN CONSTRUCTION COMPANY

UNPLATTED 0.6004 ACRE TRACT

within the Town of Albuquerque Grant
Projected Section 16, T10N, R3E, NMPM
Albuquerque, Bernalillo County, New Mexico
Sheet 2 of 2

SURVEY NOTES:

1. Distances shown herein are horizontal ground distances in feet.
2. Bearings of lines to the State Plane grid bearings, obtained by GPS observations and referenced to ADG's Control Station 1 (NAD 83) and Tract Z, Southwestern Construction Company, filed 4/26/1971 in Vol. C7, Folio 203.
3. Measurements shown in double parentheses (()) per Warranty Deed filed 1/14/1998 in Book 5818, Pg. 252.
4. Measurement shown in brackets [] per plat of UNM Lands West filed 5/19/2007 in Book 2007C, Page 166.
5. Measurement shown in brackets [] per Warranty Deed filed 5/16/2003 in Book 456, Page 168.
6. Measurements shown in brackets [] per Warranty Deed filed 5/16/2003 in Book 456, Page 168.
7. Corrections shown true "as set" and set 44 rebar w/cap stamped "G. Gistic, PLS 8989".
8. Flood Note: The property shown herein is located in Zone X, areas determined to be outside the 0.2% annual chance flood plain, according to the Flood Insurance Rate Map of Bernalillo County, New Mexico, Panel Nos. 35001C0332G & 35001C0333G, effective date September 26, 2009.

REFERENCE DOCUMENTS:

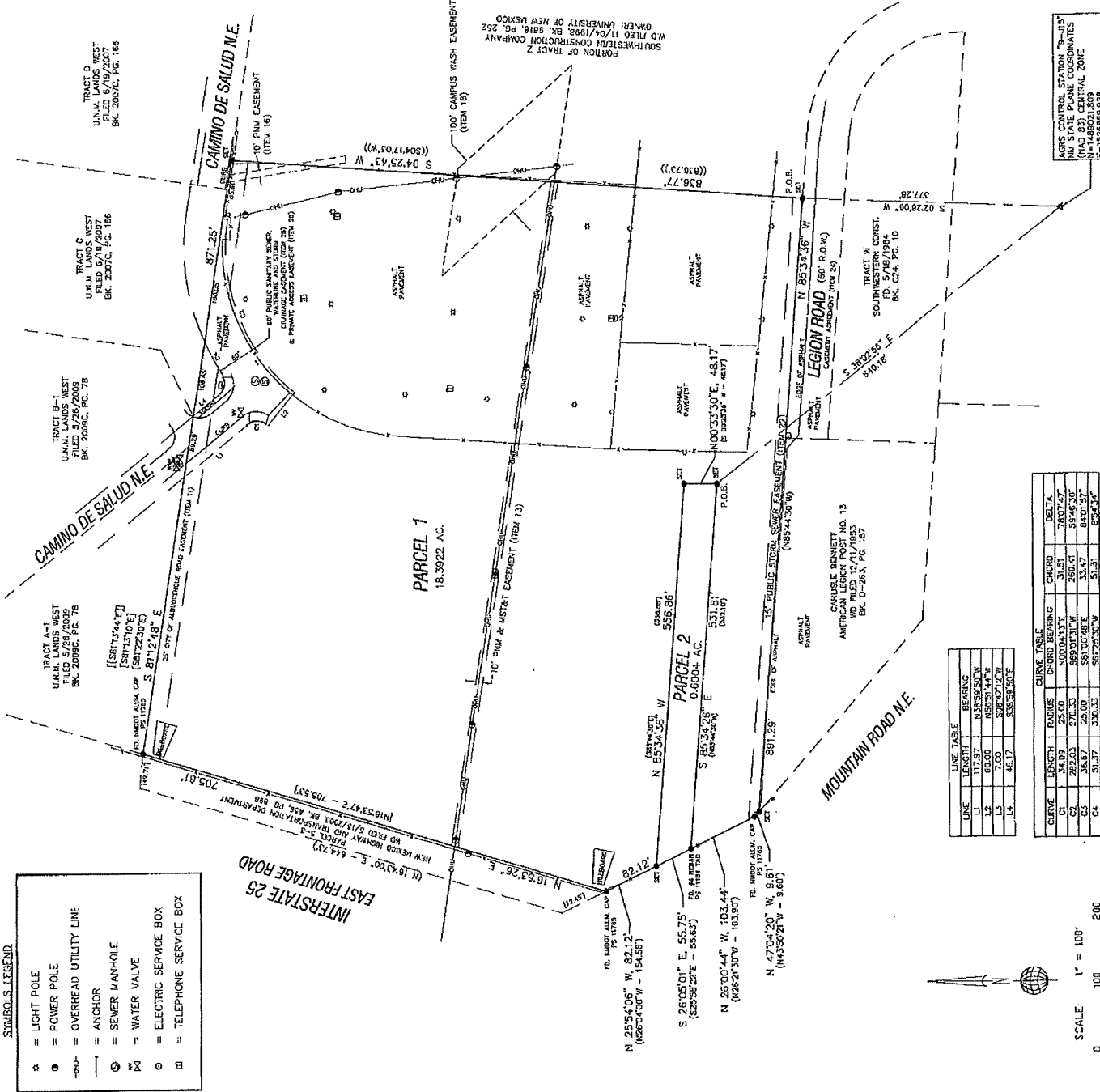
1. Survey Title of Albuquerque LLC commitment No. 10120954, dated 12/27/2010.
2. Warranty Deed filed 7/29/1975 in Book D989, Pg. 125, Doc. No. 15-76521.
3. Special Warranty Deed filed 1/10/1998 in Book 9818, Pg. 252, Doc. No. 198842061.
4. Warranty Deed filed 5/16/2003 in Book 456, Pg. 166, Doc. No. 2006091058.
5. Warranty Deed filed 5/16/2003 in Book 456, Pg. 166, Doc. No. 2006091058.
6. Plat of UNM Lands West filed 5/19/2007 in Book 2007C, Pg. 166, Doc. No. 200709423.
7. Plat of UNM Lands West filed 5/19/2007 in Book 2007C, Pg. 166, Doc. No. 200709423.
8. Plat of UNM Lands West filed 5/19/2007 in Book 2007C, Pg. 166, Doc. No. 200709423.
9. Plat of UNM Lands West filed 5/19/2007 in Book 2007C, Pg. 166, Doc. No. 200709423.
10. Plat of UNM Lands West filed 5/19/2007 in Book 2007C, Pg. 166, Doc. No. 200709423.

U.P.C. Numbers:

Parcel 1: 1-015-055-254-359-4-10-14
Parcel 2: 1-015-055-220-227-4-10-15



ALPHA PROFESSIONAL SURVEYING INC.
P.O. Box 46316, RIO RANCHO, NEW MEXICO 87174
PHONE (505) 892-1076 FAX (505) 891-0471
DRAWN BY: CS FILE NO: 10-154



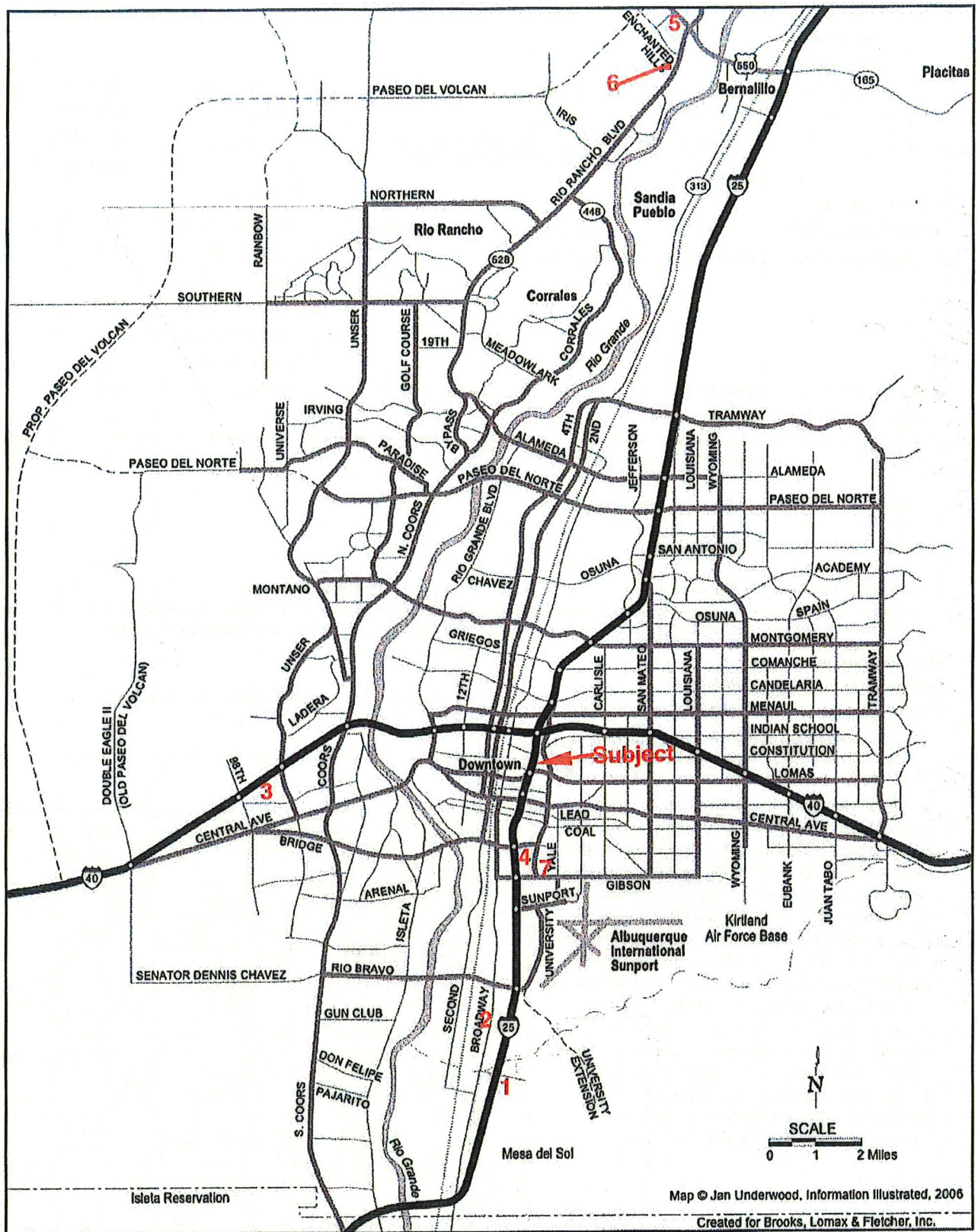
ADG'S CONTROL STATION 1
NAD 83, POLYGRAPHIC
(NAD 83) CENTRAL ZONE
N=1485021.309
E=1526009.918
ELEVATION=6996.7003
MAP ANGLE=01353.907

LINE TABLE	
LINE	BEARING
L1	N 85° 34' 36" W
L2	S 85° 34' 36" E
L3	N 85° 34' 36" W
L4	S 85° 34' 36" E

CURVE TABLE			
CURVE	LENGTH	RADIUS	CHORD BEARING
C1	34.09	25.00	N 00° 04' 13" E
C2	24.03	25.00	S 89° 55' 46" W
C3	24.03	25.00	S 89° 55' 46" W
C4	31.07	25.00	S 89° 55' 46" W

SCALE: 1" = 100'
0 100 200

Appendix D



Land Sales

Land Comparable 1

Comp # 11426

Industrial
Land Sale

Project Name	Vacant Land			Sale Price	\$2,810,992
Location	Bound by I-25 on the west, and Bobby Foster Road on the north and east. Mesa del Sol is slightly to the southeast.			Date of Sale	9 Jun 2008
Street Address				Acres	19.5550
City, County, State	Albuquerque	Bernalillo	New Mexico	Net Acres	
Legal Description	Lots 2, 3, 4 & 5, South I-25 Business Park			Price/Acre (Net)	\$143,748
				Square Feet	851,816
				Net SF	
				Price /SF (Net)	\$3.30
				Number Lots/DUs	
				Sale Price/DU	
Market Area	South I-25	Map Page	R-14	Zoning	M-1
Arterial Location	Major				

Grantor Foster 25 LLC (Ben Lanford)
Grantee James Sahd, et al
Terms Cash to seller
Document Number 2008-065115+

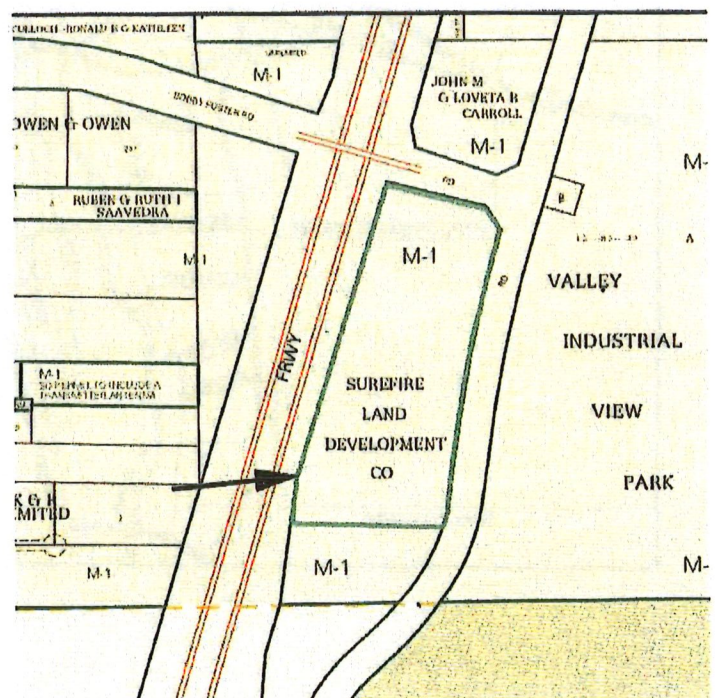
Document Type

Plat 2008C-121
Tax ID Number
Development Timing Immediate
Intended Use Subdivision
Off-site Infrastructure See comments

Utilities Electricity and natural gas only
Topography Moderate slope and undulations

Comments

This is raw land and the seller was required to receive approval to subdivide the property into five-acre lots prior to closing, but the seller will not pay for new infrastructure. This site has no city water or sewer service, and well and septic are required for development. The site has good I-25 visibility. Access is from Bobby Foster Road. Landowners in this area are lobbying the State to upgrade the Bobby Foster Road overpass into a full interchange with off-ramps, and they will help fund the construction. There has been significant land speculation in this market area that is partly fueled by the development of Mesa del Sol. These four lots were deeded to four different interrelated entities at closing, but the transaction was negotiated as one 19.555-acre sale.



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Land Comparable 2

Comp # 12096

Industrial
Land Sale

Project Name Vacant Land
Location Southwest quadrant of Broadway Boulevard and Murray Road, south of Rio Bravo Boulevard
Street Address SE
City, County, State Albuquerque Bernalillo New Mexico
Legal Description Section 17, Township 9 North, Range 3 East: metes and bounds

Sale Price \$4,800,000
Date of Sale 8 Dec 2010
Acres 36.9499
Net Acres
Price/Acre (Net) \$129,906
Square Feet 1,609,539
Net SF
Price /SF (Net) \$2.98
Number Lots/DUs
Sale Price/DU
Zoning M-2

Market Area South I-25
Arterial Location Minor/Collector
Map Page Q-14

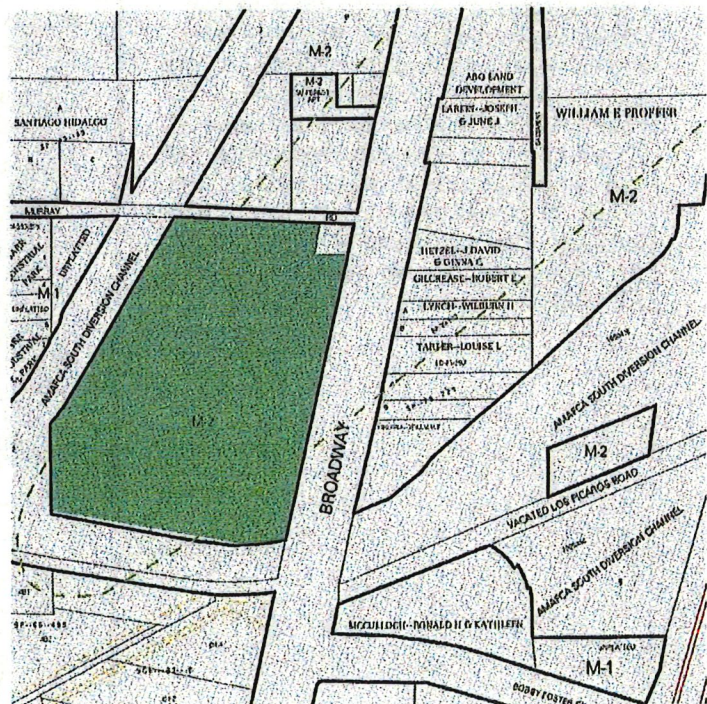
Grantor SWVB L L C (Anthony E Giraudo)
Grantee Waste Management of New Mexico Inc (Lombard, IL)
Terms Cash to seller

Document Number 10-124761**Document Type** Special Warranty Deed

Plat
Tax ID Number 1-014-052-109-123-3-01-20
Development Timing
Intended Use Industrial
Off-site Infrastructure Typical

Utilities All available, including city water and sewer**Topography** Level**Comments**

This is a level site with all city utilities reported to be available, although it is in the county. The seller purchased this land on September 20, 2006 for \$2,000,000 (\$1.25/SF) and then proceeded to receive approval for a 26-lot industrial land subdivision. The infrastructure on this subdivision was never installed but the approval is still active. The \$1.25 per SF price in September 2006 was impacted by the presence of high nitrates from a Phase 1 study, and it was previously under contract for \$1.50 per SF. Further environmental studies found the site to be sufficiently clean and no remediation was required. Waste Management intends to use the majority of the site for their business purposes, but their specific plans are not disclosed.



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Land Comparable 3

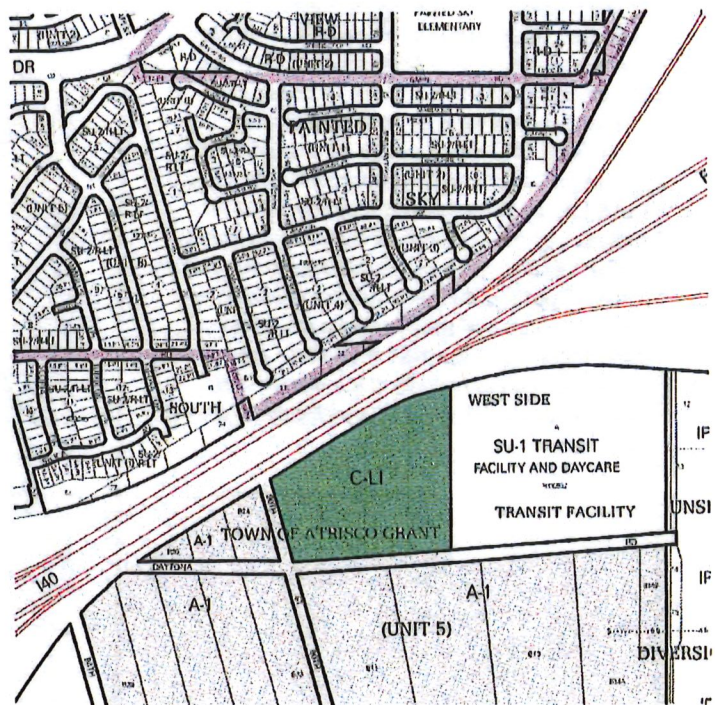
Comp # 11988

Commercial
Land Sale

Project Name	Vacant Land	Sale Price	\$2,047,038
Location	NE/c Daytona Rd. & 90th St. NW S/s I-40 E/o 98th W/o Unser	Date of Sale	15 Jul 2009
Street Address	NW	Acres	12.1142
City, County, State	Albuquerque Bernalillo New Mexico	Net Acres	
Legal Description	Town of Atrisco, Unit 5, portion of Tracts B-20, B-21, B-22, B-23	Price/Acre (Net)	\$168,978
		Square Feet	527,696
		Net SF	
		Price /SF (Net)	\$3.88
		Number Lots/DUs	
		Sale Price/DU	
Market Area	SW Mesa	Map Page	J-09
Arterial Location	Local	Zoning	C-LI
Grantor	Diller, Richard L and Debra L/ Thomas, Frank J and Nancy L/ Azar, Joseph III and Delores M/ Vosburgh, Jacob E and Elliott-Vosburgh, Jennifer E		
Grantee	NMLand Group (Warren S Blumenthal, Milwaukee, WI)		
Terms	Cash to seller		
Document Number	09-080778	Document Type	Special Warranty Deed
Plat	D-117	Utilities	All at SE corner
Tax ID Number	1-009-058-201-043-3-02-01*	Topography	Level to moderate slope
Development Timing	Future		
Intended Use	Investment		
Off-site Infrastructure	Paving to SE corner		

Comments

This site is located immediately west of the new City of Albuquerque Transit Facility, which is the terminal for city buses and other vehicles. Access to this property is via Unser Boulevard to Los Vocanes Road to Daytona Road. Daytona runs along the south boundary of the transit facility and construction terminates at the southeast corner of this site. There are no paved roads at the perimeter of this site, other than Interstate 40 on the north. The subject is on grade with the freeway and has good visibility, but there is no frontage road.

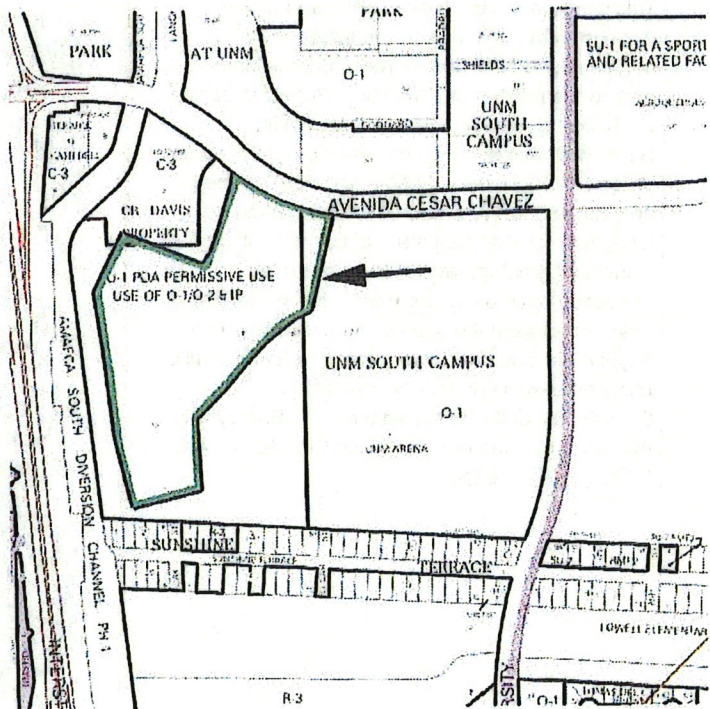


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Land Comparable 4

Comp # 12003

Multi-family
Land Lease

Project Name UNM Student Housing Project		Sale Price \$3,336,430
Location South side of Avenida Ceasar Chavez, east of I-25 and west of University Boulevard. Immediately west of The Pit		Date of Sale 28 May 2010
		Acres 18.4976
Street Address		Net Acres
City, County, State	Albuquerque Bernalillo New Mexico	Price/Acre (Net) \$180,371
Legal Description	Tract 3, Plat of Tracts 1,2, 3 & 4, UNM Arena	Square Feet 805,755
		Net SF
		Price /SF (Net) \$4.14
		Number Lots/DUs
		Sale Price/DU
Market Area	Airport Area	Zoning SU-1 PDA
Arterial Location	Major	plus O-1, O-2, IP
Map Page L-15		
Grantor Regents of the University of New Mexico		
Grantee ACC OP LLC (American Campus Communities)		
Terms 40-year land lease starting at \$333,643 per year and increasing 3% annually through Year 5. Thereafter, rent is 5.7% of gross revenues from the UNM housing project, with a starting minimum of \$350,000 per year.		
Document Number		Document Type Land lease
Plat 2010C-64	Utilities At boundary	
Tax ID Number	Topography Sloping with approximately 40-foot elevation difference from high to low point. Most of slope is in the northeast portion of the site.	
Development Timing Immediate		
Intended Use UNM Student Housing		
Off-site Infrastructure Not complete		
Comments		
<p>This site is owned by UNM and located just west of The Pit. The land lessee (ACC OP LLC) is a private company who will construct and operate an 864-bed student housing project. The land lessee is responsible for all development costs, including grading the site and installing off-site infrastructure dictated by the lease and development agreement. The off-sites include new roads along the west and south boundaries (West and South Road), which engineers estimated had a total construction cost of \$1,622,976, or \$2.01 per square foot. Access to the housing project will be from Avenida Cesar Chavez and the West Road. The land has undulating and sloping terrain and earthwork costs will be above average. The finished site plans shows minimal area lost due to slope and this will require the construction of retaining walls.</p> <p>As of the timeframe of this transaction, starting annual rent for the typical land lease is based upon 10% of the fee simple value, thus the implied fee simple value for this site at the \$333,643 per year lease rate is \$3,336,430, or \$4.14 per square foot. The rental payments will begin upon the completion of construction, which is forecast to be in August 2011.</p>		
		
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Land Comparable 5

Comp # 11535

Commercial
Land Sale

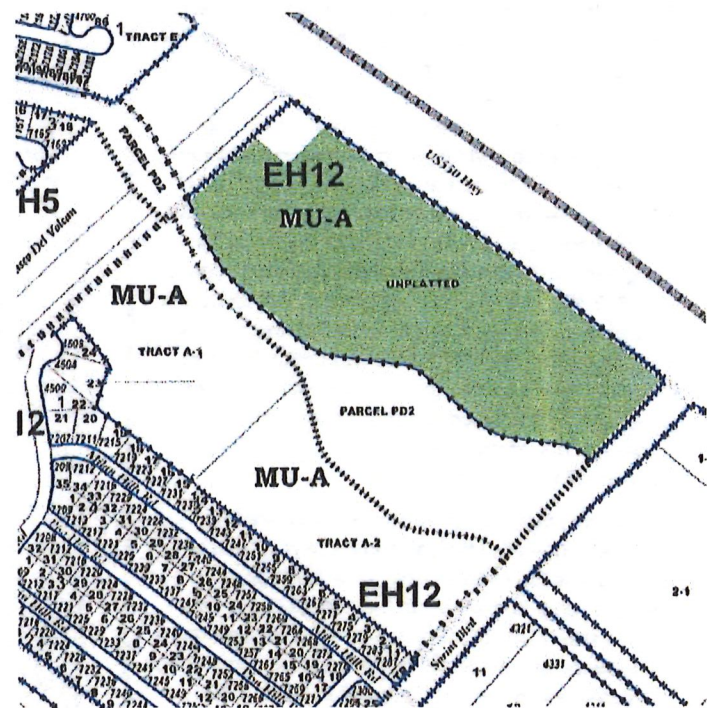
Project Name	Vacant Land			Sale Price	\$5,221,232
Location	Southwest side of US Highway 550, fronting Sprint Boulevard on the southeast and future Paseo del Volcan on the northwest			Date of Sale	18 Jan 2008
Street Address				Acres	23.9726
City, County, State	Rio Rancho	Sandoval	New Mexico	Net Acres	
Legal Description	Tract PH3, Commerce Center at Enchanted Hills			Price/Acre (Net)	\$217,800
				Square Feet	1,044,246
				Net SF	
				Price /SF (Net)	\$5.00
				Number Lots/DUs	
				Sale Price/DU	
Market Area	Rio Rancho	Map Page		Zoning	SU/C-1 & C-2 Uses
Arterial Location					

Grantor	AMREP	Document Type	Special warranty deed
Grantee	500 Partners		
Terms	Cash to seller		
Document Number	Book 411 Page 3095		

Plat	20-65	Utilities	Nearby
Tax ID Number		Topography	Varied terrain with level and sloped areas. Overall grade change of ± 30 feet from highest to lowest point. Most of site is below street grade.
Development Timing	Future		
Intended Use	Commercial & light industrial		
Off-site Infrastructure	Typical		

Comments

This site is in the Enchanted Hills area of Rio Rancho, with residential to the southwest and northwest, and the Commerce Center business park to the southeast. The Isleta Pueblo is across US 550 and Home Depot is across Sprint Boulevard. The eventual construction of Paseo del Volcan will increase exposure and development options, and this is expected to occur in the next few years. The development of this site will require significant grading, retaining walls and the relocation of an overhead transmission line. The buyer purchased the site as an investment. The buyer's estimate for rough grading, retaining walls, utility extensions and utility relocations is \$1,380,000, or \$1.32 per square foot. Shortly after this purchase, the buyer re-listed the site for sale at \$7.75 per square foot.



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Land Comparable 6

Comp # 12097

Commercial
Land Sale

Project Name Vacant Land
Location Southwest corner of NM Highway 528 & Enchanted Hills Boulevard
Street Address
City, County, State Rio Rancho Sandoval New Mexico
Legal Description Lot 1, Block F, Commerce Center/Commercial at Enchanted Hills & Lot 7, Lomas Encantadas

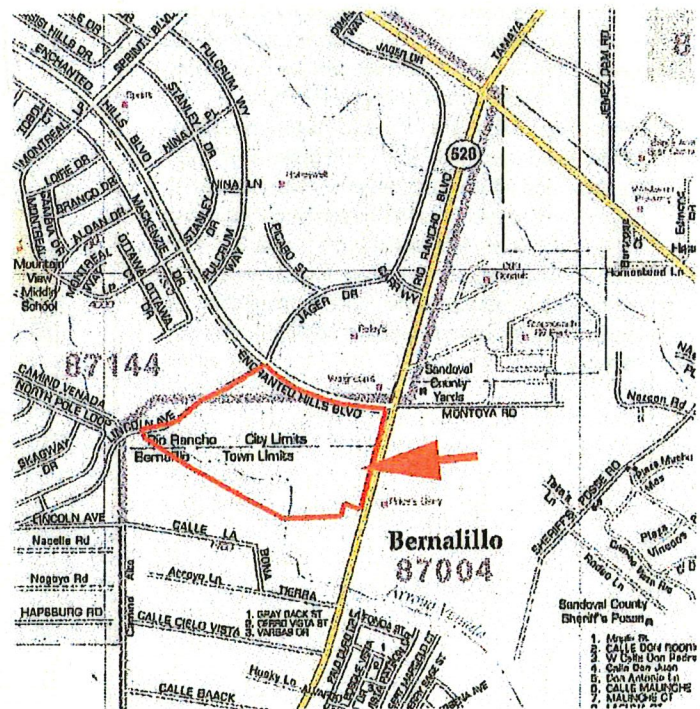
Sale Price \$6,420,000
Date of Sale 15 Jan 2007
Acres 23.7480
Net Acres
Price/Acre (Net) \$270,339
Square Feet 1,034,463
Net SF
Price /SF (Net) \$6.21
Number Lots/DUS
Sale Price/DU
Zoning SU - NR

Market Area Rio Rancho
Arterial Location Major
Map Page

Grantor Amrep Southwest, Inc.**Grantee** Enchanted 528 Development, LLC**Terms** Cash to seller**Document Number** 2007-3975 & 2007-26119**Document Type** Warranty Deed**Plat** 3-2601A & 3-1960B**Utilities** All available**Tax ID Number****Development Timing** Future**Intended Use** Shopping center**Topography** Undulating**Off-site Infrastructure** Typical**Comments**

This sale represents the assemblage of two tracts at the southwest corner of NM Highway 528 and Enchanted Hills Boulevard. The rear of the site fronts on Lincoln Avenue, which is the entrance street into the Lomas Encantadas master plan. The seller is Amrep, Inc., the land developer of Enchanted Hills and Lomas Encantadas. The buyer plans to develop a 225,000-square-foot shopping center named The Plaza at Enchanted Hills. The closing occurred in two transactions, which were the 10.026 hard corner for \$8.01 per square foot in January 2007 and 13.722 acres recessed on Enchanted Hills Boulevard for \$4.89 per square foot in June 2007.

This is an undulating site that will require above-average earthwork and the buyer will install a drainage channel at the rear. The perimeter streets are in-place.



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Comp # 11584

Project Name	Planned Apartments & Commercial		
Location	N/s Gibson Blvd. SE between University and Buena Vista E/o I-25		
Street Address	SE		
City, County, State	Albuquerque	Bernalillo	New Mexico
Legal Description	Section 28, Township 10 North, Range 3 East: metes and bounds (three parcels)		

Sale Price	\$4,013,000
Date of Sale	18 Sep 2007
Acres	16.7508
Net Acres	
Price/Acre (Net)	\$239,571
Square Feet	729,665
Net SF	
Price /SF (Net)	\$5.50
Number Lots/DUs	
Sale Price/DU	
Zoning	PRD/ SU-1 for C-2 Permissive uses

Market Area Airport Area **Map Page** L-15
Arterial Location Major

Grantor	Matteucci, Paul J, trustee et al & Montano, Donna et al
Grantee	Broadstone Towne Center L L C (Patrick W Dukes, Phoenix, AZ)
Terms	Cash to seller

Document Number 07-134831 & 07-134832

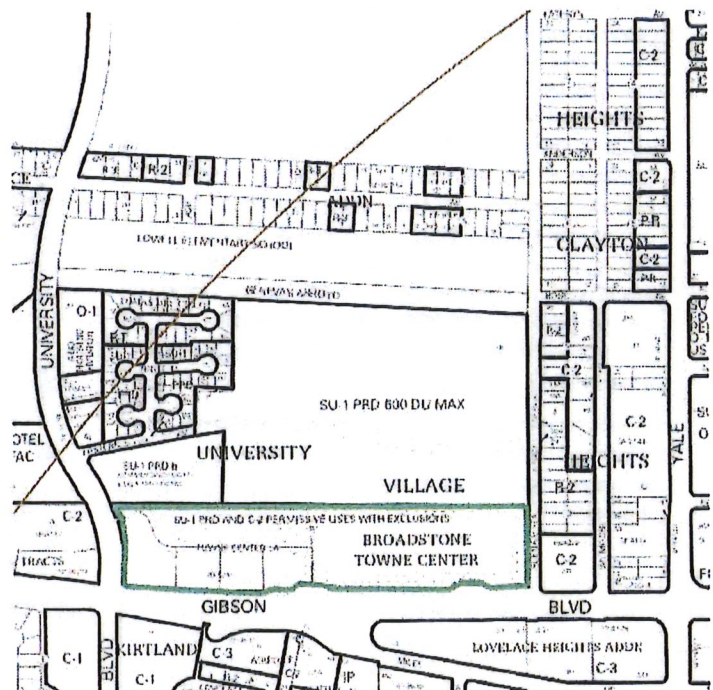
Document Type Special Warranty Deed

Plat	
Tax ID Number	1-015-056-328-016-4-03-02*
Development Timing	Immediate
Intended Use	Apartments & commercial
Off-site Infrastructure	Typical

Utilities	All available
Topography	Undulating and below street grade. No net fill or removal required per the selling broker.

Comments

This sale represents two purchases by the same buyer from two sellers on the same day. The tracts were 11.2823 & 5.4685 acres, and the sale price was confirmed with the buyer as the total assemblage price. The buyer plans to develop a mixed use project with a 240-unit gated apartment complex and future commercial at hard corner of Gibson and University. The buyer/developer is an entity of Alliance Residential out of Phoenix. This is a lower- to middle-income area with above-average proximity to Albuquerque's major employment centers, but limited demand for commercial services.



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Appendix E

Part Two: UNM Health Science Center Master Plan 2010

This Master Plan aims to meet the future healthcare and academic needs of the State of New Mexico. Therefore, it is not only the result of efforts from a multidisciplinary design team; but this is a plan developed from the collaborative input of the University of New Mexico Health Sciences Center faculty and staff, University and Hospital leadership, Deans and Chairs, and the surrounding communities.

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Chapter Two: Analysis.....	23
Chapter Three: Concept Plan.....	35

2.1.4 Topography

The UNMHSC Campus exists on a fairly even grade, following the natural alluvial plain that gently drops in elevation from the base of the Sandia/Manzano Mountains (7.5 miles east), down to the Rio Grande (3.5 miles west). This results in a 2.5-3 percent grade from east to west across the site.

The following are specific areas of future development that provide notable and advantageous elevation changes.

Site Section 1

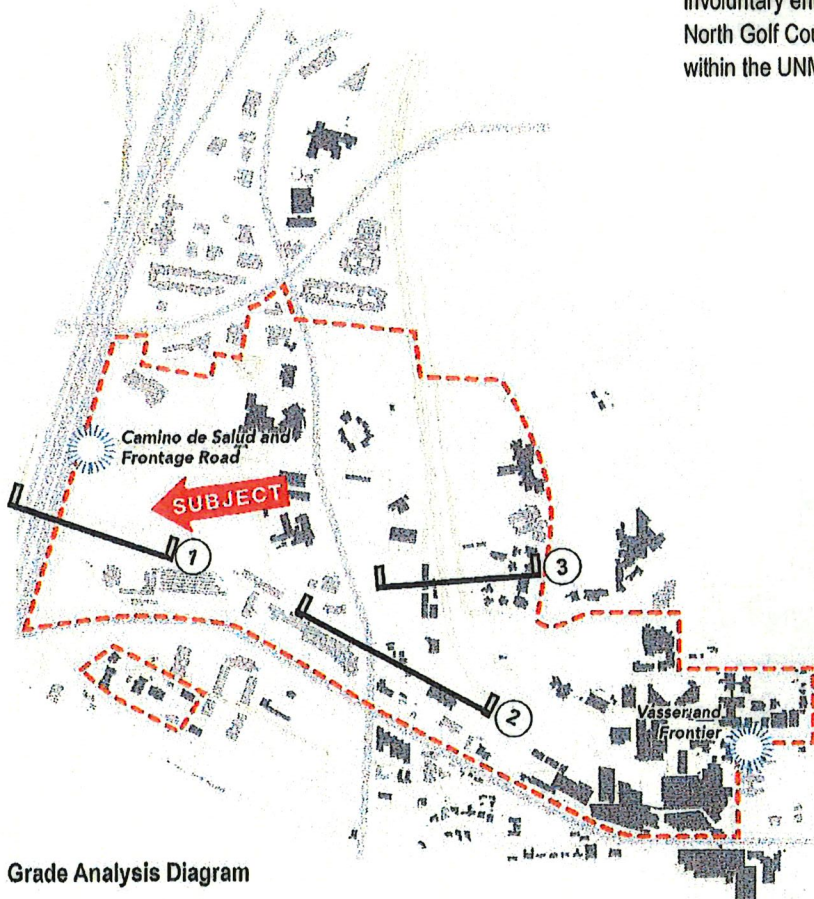
Lands West sits higher than I-25 and 20-40' above the adjacent I-25 Frontage Road. The relatively steep grade can screen service and vehicle activity from the campus. The natural grade change lends itself to cost effective stacked parking solutions, providing on-grade access ramps between structured parking levels.

Site Section 2

University Boulevard is a main north/south arterial through the UNMHSC Campus. In its construction, the land was graded to make larger areas of developable property. This created an even grade condition from UNM Hospital to just southwest of Carrie Tingley Hospital. At that point, a man-made mesa sits 20' above the adjacent Lands West. This mesa could define a pathway into Lands West for pedestrians, bike and transit to pass unimpeded beneath University Boulevard. In result, knitting the east and west sides of the UNMHSC Campus.

Site Section 3

The west side of the current UNM Children's Psychiatric Hospital site sits 30' over the access road along the east side of the AMAFCA Channel. Aligning the AMAFCA channel underneath the access road would allow for greater buildable site area. The grade change would accommodate a vertical separation of emergency/involuntary entry from the visitor entry. It would also screen the North Golf Course and the adjacent neighborhood from activity within the UNM Psychiatric Hospital.



Grade Analysis Diagram

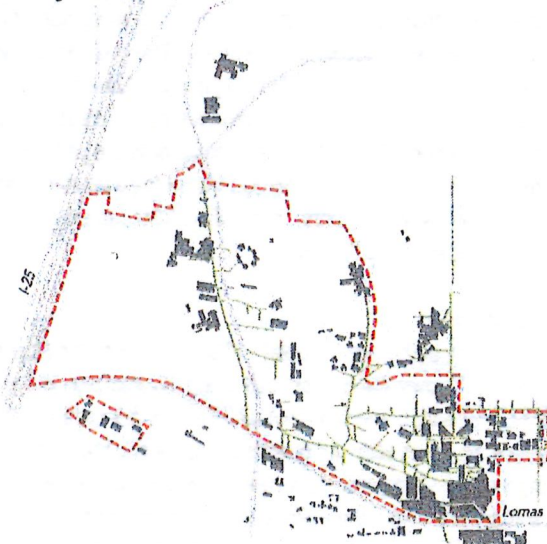
2.1.5 Utility Inventory

2.1.5.1 Infrastructure Overview

Lobo Energy completed a comprehensive North Campus Master Utilities Plan in 2004. That plan provided for systematic expansion over a period of twenty years, based on construction of new buildings, expected load, and financial expense.

The following diagrams depict the current extent of infrastructure systems. This Master Plan proposes a different and updated set of assumptions about campus growth compared to the 2004 North Campus Master Utilities Plan. Therefore it is necessary to review and update the strategies for utilities expansion.

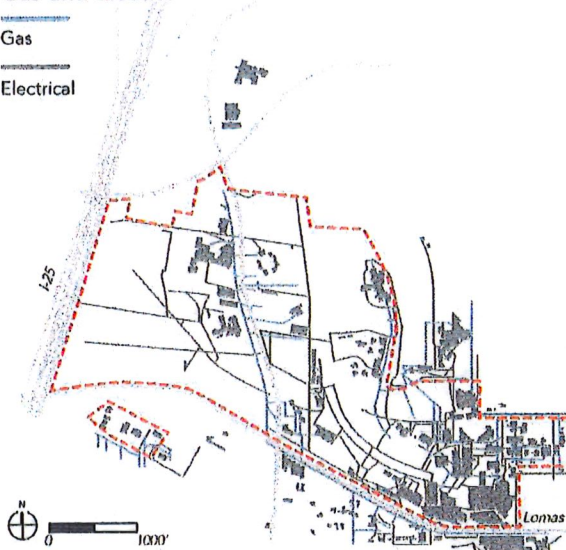
Sanitary Sewer

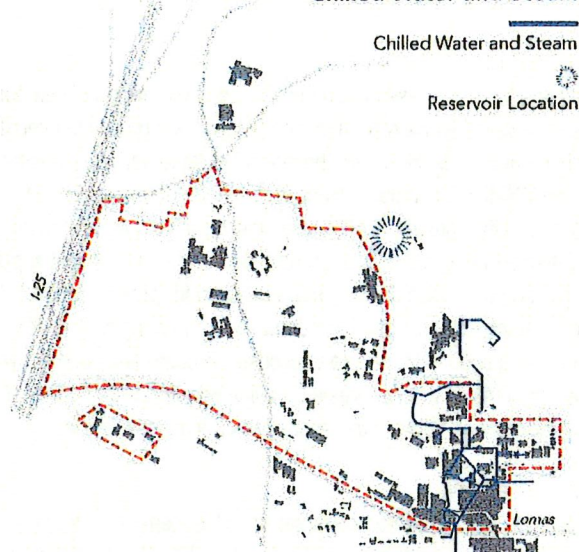


Gas and Electric

Gas

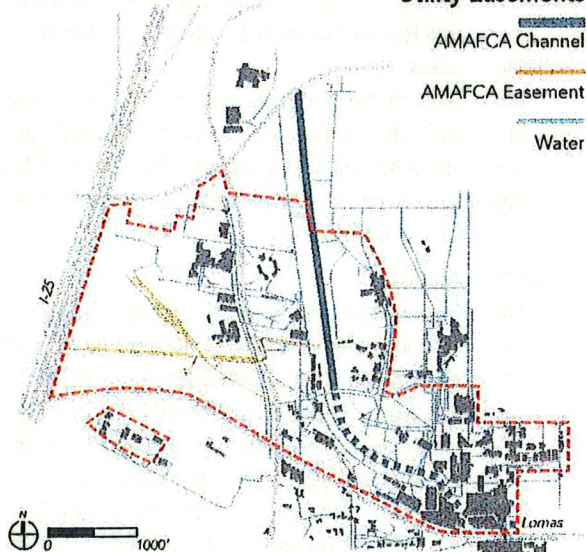
Electrical



Chilled Water and Steam**2.1.5.2 Reservoir Location**

The growth of the campus will increase the overall demand for water. This increased need for capacity requires an additional water reservoir. The UNM Physical Plant Department recommends the southeast corner of the Barren Fairways as the location for this facility for the following reasons:

- It will not be an impediment to future developable areas as the Barren Fairways has been designated as "Park Space".
- Minimal visual impact to the site as the reservoir will be a below-grade structure.
- The site is located on high ground relative to the rest of the campus to provide efficient distribution that minimizes pumped delivery.
- This site is placed in a relatively central location to accommodate service to future buildings.
- It has a direct path connection to the Tucker Road water main.

Utility Easements**2.1.5.3 Easements**

Three easements impact the pattern of future development:

Albuquerque Metropolitan Area Flood Control Authority (AMAFCA)

1. AMAFCA has a 59' wide easement along the proposed extension of Camino de Salud.
2. AMAFCA has a 60' wide easement for a storm water pipe that runs northwest through Lands West. The easement contains a 60" storm water pipe that is sized to accommodate anticipated growth in Lands West. The capacity of the downstream detention basin (near Vietnam Veteran's Park), also has sufficient capacity for projected increase in runoff, with no impact to Martineztown or Santa Barbara neighborhoods.

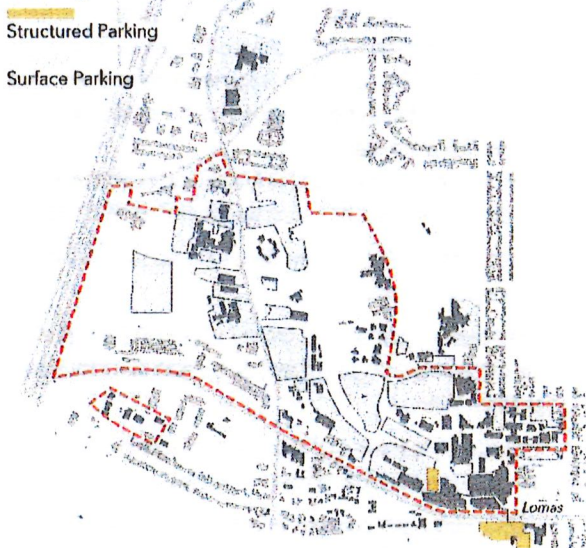
Albuquerque /Bernalillo County Water Utility Authority (ABCWUA)

1. ABCWUA has a 15' wide easement for a storm drain force main. This line conveys storm water from the Lomas/Broadway area and deposits it in the AMAFCA channel north of Tucker Road. It runs parallel to the proposed extension of Mountain Boulevard and may require modification, based upon conceptual grading.

Parking

Structured Parking

Surface Parking

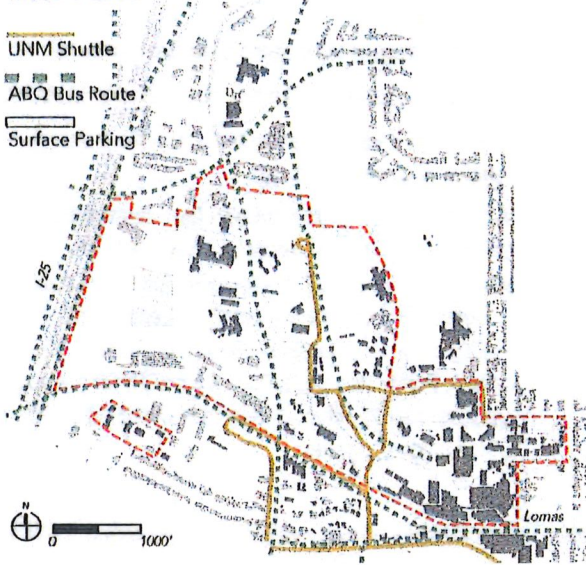


Mass Transit

UNM Shuttle

ABQ Bus Route

Surface Parking



2.1.6 Campus Access, Circulation and Parking

2.1.6.1 Parking

The projected increase in new buildings and expansion of campus facilities would typically require a commensurate growth in overall parking quantities. However, the current surface parking strategies of the UNMHSC campus will not accommodate the anticipated future facilities growth. Additionally, new facilities are planned on existing surface parking lots, thereby decreasing the current supply of parking while also creating more demand for parking. UNMHSC needs to meet the most critical demands for parking while also increasing options for people to access the campus by alternative means of travel; this requires a coordinated effort with the City of Albuquerque to address transportation on a regional scale.

2.1.6.2 Transit

Currently there are three separate transit systems that serve the UNMHSC Campus: the UNM Shuttles, UNMH Shuttles and the City of Albuquerque Transit System (ABQ Ride). While there is some coordination between the three systems, there is also redundancy. For instance, all three systems provide service from the Downtown Rail Runner Station to the UNMHSC Campus.

• UNM Shuttles

The G/Q Lot shuttle serves the surface parking lots north of Lomas Boulevard and the Redondo shuttle circulates along Tucker Avenue, with a stop near the Medical School. These shuttles run to the main stop near the Duck Pond on the Central Campus.

• UNMH Shuttles

The UNMH shuttles operate separately from the UNM system because of the specialized transportation demands associated with the hospital and clinics. It serves staff that park in lots west of University Boulevard to the hospital at shift start and end times. A consistent complaint from staff centers around time between shuttles and the inconvenience of getting shuttled from remote lots. The UNMH shuttles also act as a paratransit system to move patients on an as-needed basis from the hospital to other clinics and the pharmacy.

• ABQ Ride

ABQ Ride runs bus routes on city streets adjacent to the UNMHSC campus. All UNM/HSC students, faculty, and staff are offered free passes for the system. The Rapid Ride "Blue Line" is an express route that originates on the west side of Albuquerque with the UNM Hospital as its main destination. There are also a number of local routes that primarily serve the campus.

2.1.6.3 Circulation

Pedestrians: For people on foot, the best means of accessing the UNMHSC Campus comes primarily from neighborhoods to the east and north.

- Lomas Boulevard continues to be a barrier for pedestrian movement between Central Campus and the UNMHSC Campus.
- Vassar Drive has the potential to be a good access point from the east but lacks clear wayfinding to encourage pedestrian access.
- The Sculpture Garden of Healing at the intersection Marble and Stanford Avenues has the potential to be a more formal pedestrian access point.
- Multiple curb cuts and narrow sidewalks on Tucker Road detract from the pedestrian access.

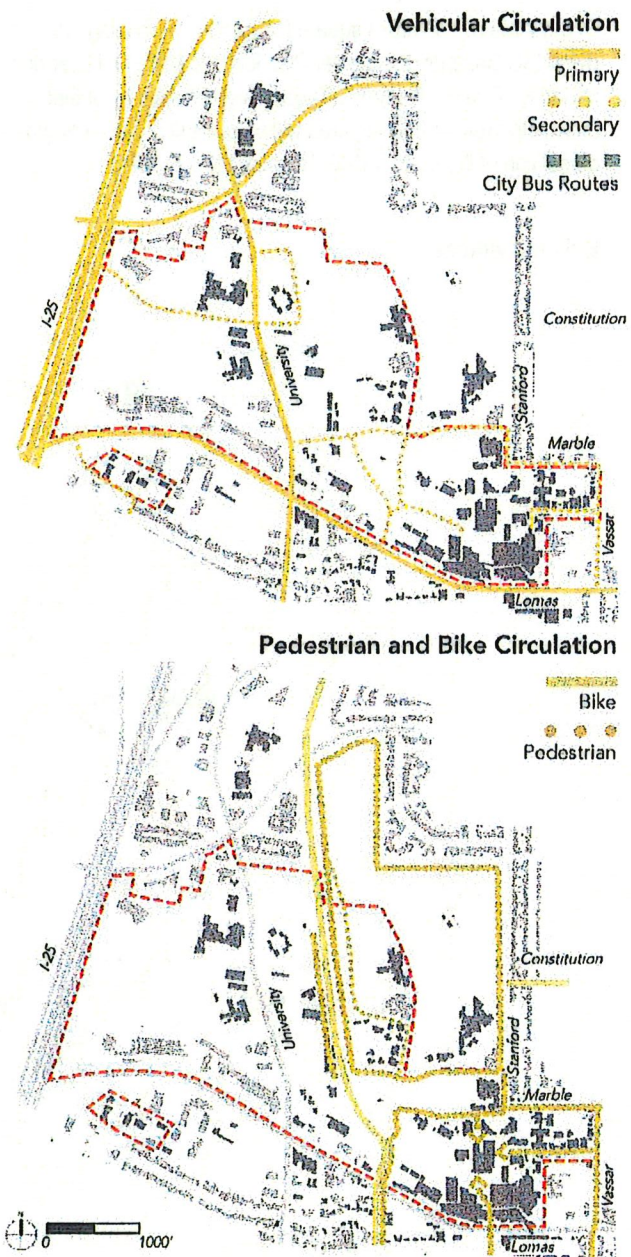
Cyclists: As with pedestrians, the safest and most accessible points of campus entry are from Marble and Stanford Avenues to the east.

- Constitution Avenue has a bike lane that serves cyclists coming from the east and the City of Albuquerque's Paseo Noreste bike trail provides access from the north.
- The bike trail officially ends at Tucker Road and there is not a clearly signed route that connects the bike trail into the campus circulation.
- The roundabout at Yale Boulevard presents challenges for cyclists, particularly those heading south.
- Access from the west is particularly difficult. Lomas Boulevard is not safe for cyclists and Mountain Boulevard does not exist east of I-25.

Drivers: Most people access the campus by car. According to MRCOG 2008 traffic counts, both Lomas and University Boulevards carry 20,000+ cars per day. At peak commuting times, drivers using these streets face significant delays.

- The reconfiguration of the "Big I" changed the way that drivers access the UNM campus, with most using the Lomas or University Boulevards to enter and exit the interstate.
- The I-25 Frontage Road only allows cars to enter Camino de Salud, not exit, forcing the drivers on Lands West to use either Lomas or University Boulevards.

- Neighborhood concerns about drivers using Stanford Avenue to access the campus resulted in the installation of speed bumps: this has reduced the amount of "cut-through" traffic.
- For patients and visitors, accessing the campus can be challenging. The parking structure is difficult to navigate and lacks clear connections to the hospital.



2.2 Building Analysis

2.2.1 Building Vintage

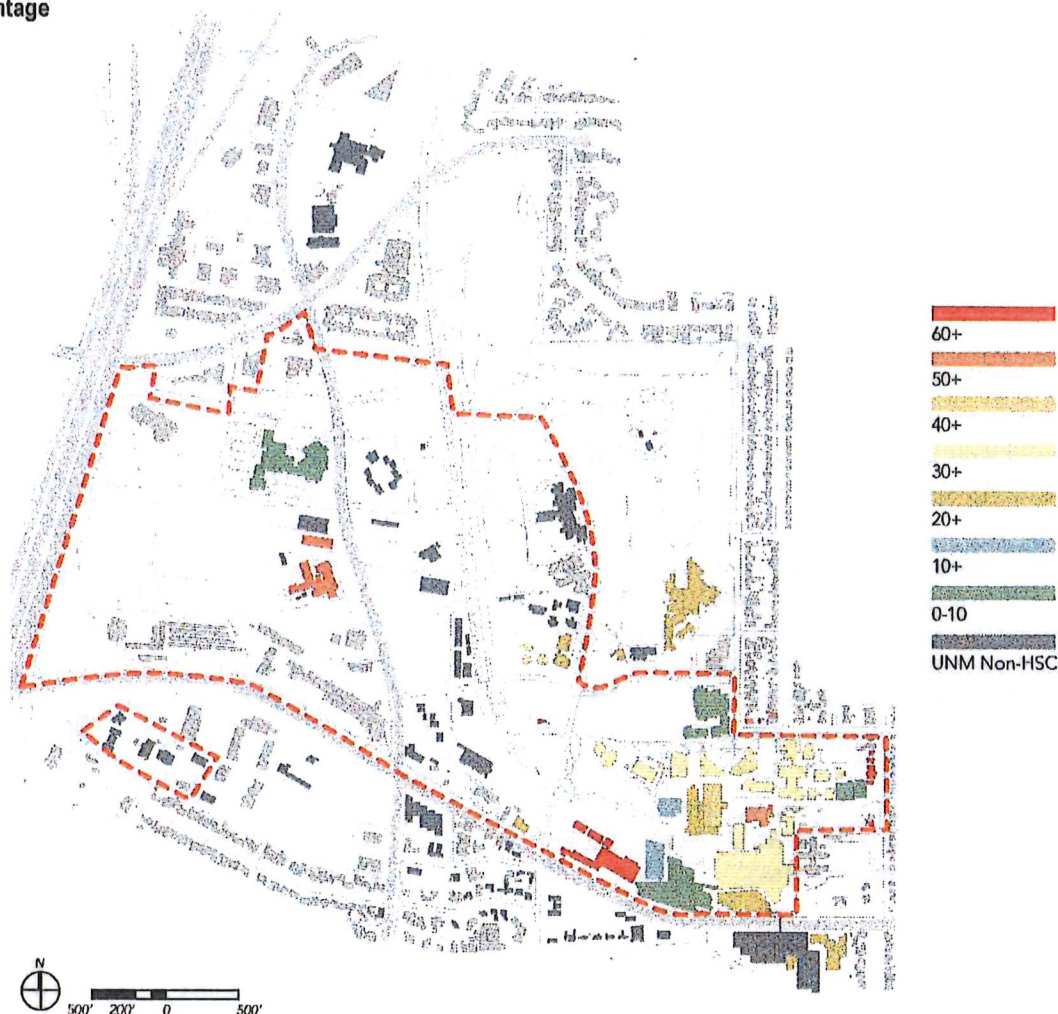
In general, the UNMHSC buildings are newer than those on the UNM Central Campus. A vast majority (85 percent) of the UNMHSC facilities are less than 40 years old and nearly a third (29 percent) are less than ten years old. However, due to the varied and technical uses of the buildings, the UNMHSC Campus should expect a greater building turnover than the Central Campus.

Of the three million gross square feet (GSF) composing the UNMHSC Campus, the Master Plan looks to retire just over one million GSF within the next 20 years. A great majority of that anticipated retired building area will be a result of the strategic demolition of the current UNM Hospital Main Building.

The following buildings throughout the UNMHSC Campus have been identified for demolition and replacement as they will reach the end of their usable life cycle within the scope of this Master Plan:

- UNMH Main
- UNMH Adult Psychiatric Hospital and related buildings
- UNMH Children's Psychiatric Hospital
- Novitski Hall
- Carrie Tingley Hospital
- Family Care Medicine
- Pharmacy
- Physical Plant Department

Building Vintage

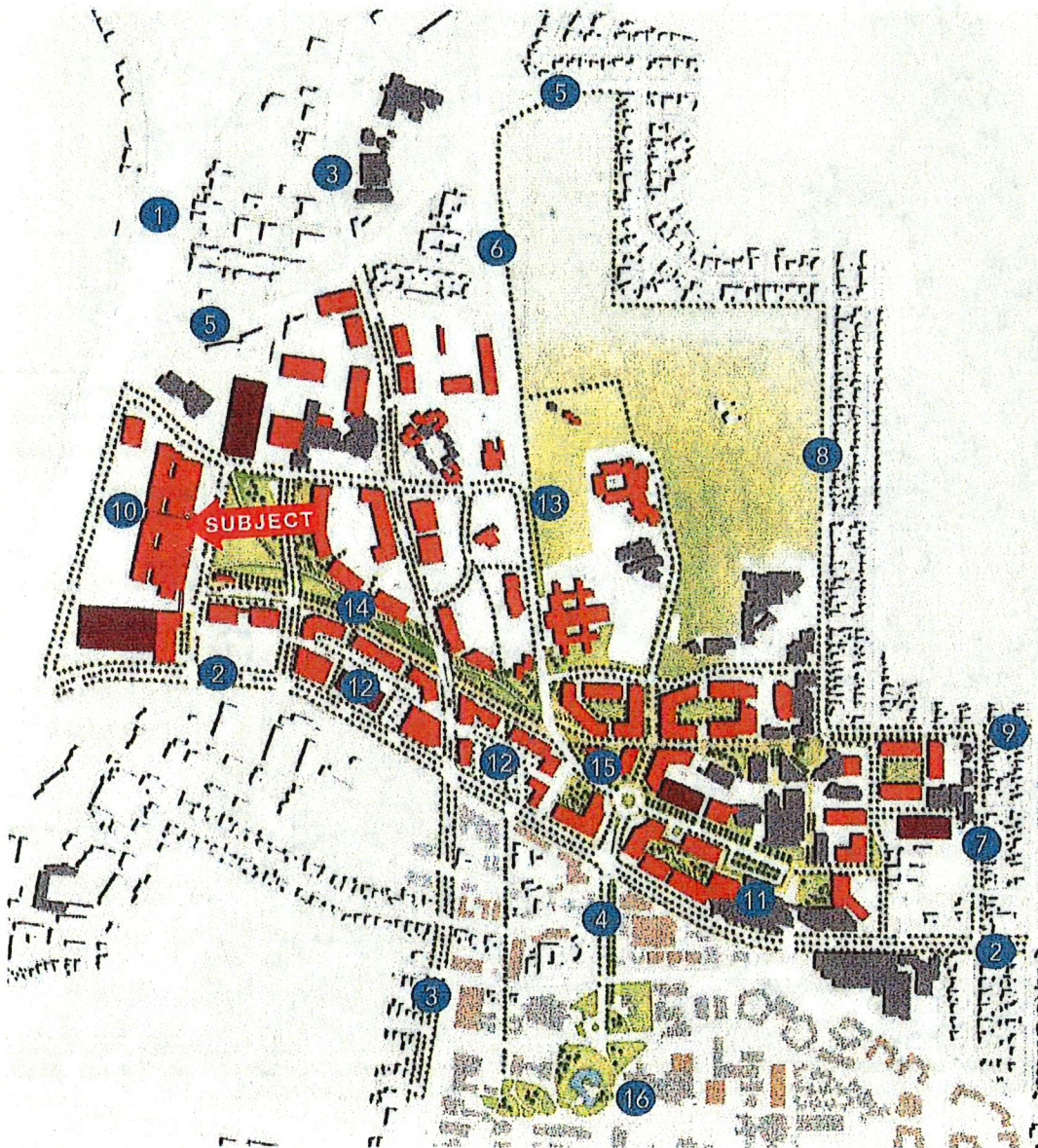


UNMHSC Master Plan 2010 Figure Ground Map

Showing full 20 year build-out

Key

- | | |
|-------------------------|-------------------------------------|
| 1. I-25 Freeway | 9. Marble Avenue |
| 2. Lomas Boulevard | 10. Adult Acute Care Hospital |
| 3. University Boulevard | 11. Women's and Children's Hospital |
| 4. Yale Boulevard | 12. Lomas Mixed-Use Corridor |
| 5. Indian School Road | 13. Barren Fairways Preserve |
| 6. AMAFCA Channel | 14. Linear Park |
| 7. Vassar Drive | 15. Sculpture Garden of Healing |
| 8. Stanford Drive | 16. UNM Duck Pond |



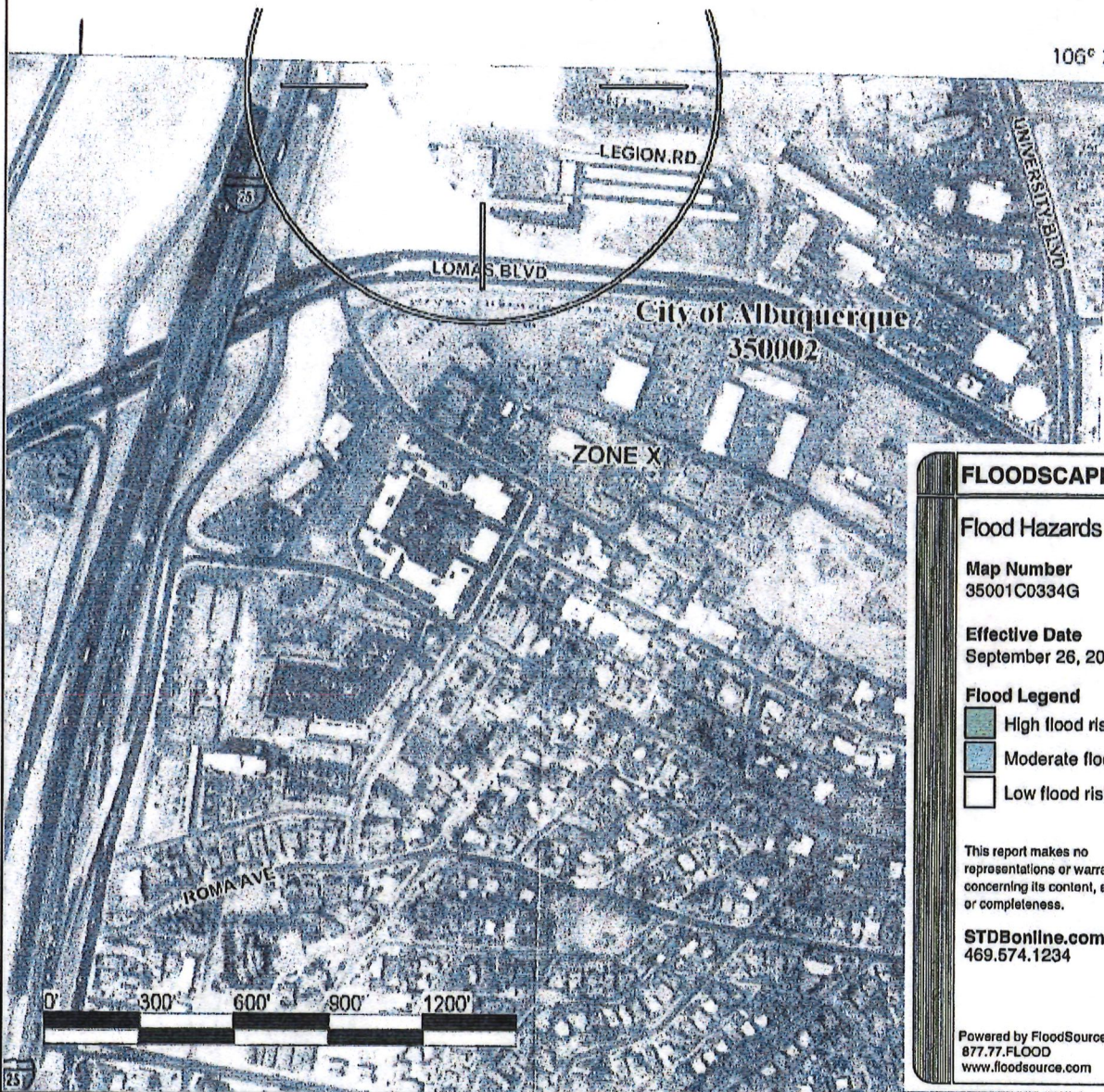


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FLOODSCAPE

Flood Hazards Map

Map Number
35001C0334G

Effective Date
September 26, 2008

Flood Legend

-  High flood risk
-  Moderate flood risk
-  Low flood risk

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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
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)

Experience

Joshua Cannon & Associates, Inc. from July 2007 to present.

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

Expert Witness

District Court – New Mexico
District Court – Utah

Sample Clients

Bank of America, Bank of Albuquerque, Bank of the West, Wells Fargo Bank, KeyBank, Comerica Bank, New Mexico Bank & Trust, First State Bank, First Federal Bank, Los Alamos National Bank, Imperial Thrift and Loan, Fremont Investment & Loan, Realty Mortgage Investment Company, Charter Bank, University of New Mexico, Sandia Foundation, Transamerica Realty Services, Trust for Public Land, Albuquerque Publishing Company, Ford Motor Company, Chrysler Corporation, and many government entities, insurance companies, private developers, attorneys and individuals.