

JOSHUA CANNON & ASSOCIATES, INC.

APPRAISAL & ADVISORY SERVICES FOR NEW MEXICO REAL ESTATE

SELF CONTAINED APPRAISAL REPORT

VACANT OFFICE BUILDING

2130 Eubank Boulevard NE
ALBUQUERQUE, NEW MEXICO

Appraisal Project 27332

EFFECTIVE DATE

September 13, 2013

PREPARED FOR

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

JOSHUA CANNON & ASSOCIATES, INC.

APPRAISAL & ADVISORY SERVICES FOR NEW MEXICO REAL ESTATE

September 18, 2013

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

Reference: Appraisal Report
Vacant Office Building
2130 Eubank Boulevard NE
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	September 13, 2013
Estimated Market Value	\$1,710,000

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

Table of Contents

Executive Summary

Introduction

Overview of the Subject Property	1
Client and Intended Use of the Appraisal	1
Effective Date of Appraisal and Date of Report	1
Scope of the Appraisal	1
History of Ownership	1
Property Rights Defined	2
Legal Identification	2
Market Value Defined	2
Additional Appraisal Information	2
General Underlying Assumptions	2
General Limiting Conditions	3

Description and Analysis

Albuquerque Metropolitan Area Description	5
Neighborhood Description	13
Site Description	14
Property Tax Information	14
Zoning	14
Improvements Description	15
Overview of the Office Real Estate Market	17
Highest and Best Use	18

Valuation

Problem Analysis and Data Interpretation	20
Cost Approach	20
Land Value Estimate	20
Improvements Cost Estimate	21
Entrepreneurial Profit	22
Depreciation	22
Cost Approach Summary	22
Sales Comparison Approach	23
Income Approach	26
Market Rent Analysis	26
Vacancy and Credit Loss	28
Operating Expenses	28
Net Operating Income Estimate	29
Direct Capitalization	29
Lease-Up Expenses	31
Conclusion of Income Approach	31
Reconciliation	31
Marketing/Exposure Time	32
Certification	33

Appendix

Appendix A	
Albuquerque Metropolitan Area Map	
Albuquerque Area Map	
Neighborhood Map	
Zoning Map	

Table of Contents (continued)

Appendix B	
	Subject Plat
	Site Plan
	Architectural Plans
Appendix C	
	Aerial Photograph
	Photographs of the Subject Property
Appendix D	
	Land Sales Location Map and Data Sheets
	Improved Sales Location Map and Data Sheets
	Comparable Rentals Location Map and Photographs
Appendix E	
	For Sale or Lease Brochure of the Subject Property
	Qualifications of the Appraiser

Executive Summary

Project:	Vacant office building
Location:	2130 Eubank Boulevard NE Albuquerque, New Mexico
Client:	Thomas M. Neale Interim Director, Real Estate Department The University of New Mexico 2811 Campus Boulevard NE 1 University of New Mexico MSC06 3595 Albuquerque, New Mexico 87131
Zoning:	C-2, Community Commercial
Land Area:	2.500 acres
Building Area:	22,815 gross square feet
Construction Type:	Wood frame/stucco with flat roof on wood trusses. Wet pipe fire sprinkler system.
Year Built:	1980 - 2006
Occupancy:	Charter Bank formerly occupied the subject property for use as a bank and multi-purpose office. The bank was operated within a portion of the lobby and includes a two-lane drive-up canopy with teller window. Charter Bank vacated the property in July 2010 and it has been listed for sale since that time.
Equipment:	The subject building contains equipment that was used by the prior banking operation, including a back-up generator, an automatic generator switch mounted in the electrical room, an air conditioning system and battery back-up system mounted in the data center room, bank teller stations, and the vault door. The generator is affixed to a pad and hard-wired into the transfer switch inside the building, and these are treated as part of the real estate in this appraisal.
Highest and Best Use	
Land as Though Vacant:	Future commercial development
As Improved:	Office building or conversion to alternative use
Property Rights Appraised:	Fee simple interest
Estimates of Market Value:	
Land Value:	\$1,010,000
Cost Approach:	\$2,620,000
Sales Comparison Approach:	\$1,710,000
Income Approach:	\$1,620,000
Final Estimate of Market Value	\$1,710,000
Effective Date of Appraisal:	September 13, 2013

Overview of the Subject Property

The appraised property is the former Charter Bank building at 2130 Eubank Boulevard NE in Albuquerque, New Mexico. The property has one building with a gross area of 22,815 square feet and a land area of 2.50 acres, for a floor area ratio of 21.0%. The building has a multi-purpose office floor plan with areas designed for retail banking, loan officers and back office support. The property was originally developed as a 12,526-square-foot restaurant in approximately 1980. It was subsequently acquired by Charter Companies and converted to office space in 1989, including an 8,806-square-foot addition that increased the total area to 21,332 square feet. Charter performed a 1,483-square-foot addition in 2006, which added a retail banking area and a two-lane drive-up facility. The FDIC closed Charter Bank in January 2010 and the subject property was vacated in July 2010. It was listed for sale in 2010 at a starting price of \$3,100,000 and later reduced to the current list price of \$2,500,000. The property is under contract to be purchased for \$1,653,000 (\$72.45 per square foot).

Exhibits are included in the *Appendix* of this report to show the specific location and physical information.

Client and Intended Use of the Appraisal

The client of this appraisal is the University of New Mexico. The intended use of the appraisal is to analyze a potential acquisition by the University of New Mexico, or a related entity. The intended users are UNM and the New Mexico governmental agencies that may review the appraisal as part of the acquisition process.

Effective Date of Appraisal and Date of Report

The effective date of this appraisal is September 13, 2013, which is the date of the most recent site inspection. The date of the report is shown on the transmittal letter.

Scope of the Appraisal

The assignment is to prepare a market value appraisal of the property identified above, and to deliver a narrative report of our findings and conclusions. This appraisal is transmitted in a self-contained report using the three conventional approaches to value.

The scope of study encompassed property inspection, research of deed records, analysis of supply and demand, and analysis of market trends. This appraisal is intended to be in compliance with the Appraisal Foundation's Uniform Standards of Professional Appraisal Practice and the Appraisal Institute's Standards of Professional Practice.

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

- Interviews with knowledgeable brokers and developers.
- A thorough search of in-house data held by Joshua Cannon & Associates, Inc.
- A search of the county clerk's records for recent property sales.
- A search of the available multiple listing services for sale and lease data, including SWMLS, CARNM, CoStar and Loopnet.

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

History of Ownership

Charter Southwest Commercial, Inc., or a related entity has owned the subject property since the late 1980s. The property was previously listed for sale by John Henderson with NAI Maestas & Ward for \$2,500,000 through the first half of 2012. It was placed under contract to be purchased by the University of

New Mexico on August 31, 2013. This contract contains the normal contingencies and the price is \$1,653,000. The contract was amended in June 2013 to extend the closing date to October 31, 2013.

Property Rights Defined

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

Source: Dictionary of Real Estate Appraisal, Fourth Edition, Appraisal Institute, Chicago, 2002

Legal Identification

The subject legal description is Lot 1-A, Block 129, Snow Heights Addition to the City of Albuquerque, as the same is shown and designated on the plat filed in the office of the County Clerk of Bernalillo County, New Mexico on April 13, 1972, Volume B6, Page 119.

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.

Additional Appraisal Information

The subject building contains equipment that was used by the prior banking operation, including a back-up generator mounted northeast of the building, an automatic generator switch mounted in the electrical room, an air conditioning system and battery back-up system mounted in the data center room, bank teller stations, and the vault door. The client has instructed that only the back-up generator and switch are to remain with the real estate. The other equipment may be removed by the seller. The generator is affixed to a pad and hard-wired into the transfer switch inside the building, and these are included as part of the real estate in this appraisal.

General Underlying Assumptions

1. The legal description used in this report is assumed to be correct.
2. No survey of the property has been made by the appraiser; no responsibility is assumed in connection with such matters. Sketches in this report are included only to assist the reader in visualizing the property.

3. No responsibility is assumed for matters of a legal nature affecting title to the property nor is an opinion of title rendered. The title is assumed to be good and merchantable.
4. Information furnished by others is assumed to be true, correct, and reliable. A reasonable effort has been made to verify such information; however, no responsibility for its accuracy is assumed by the appraiser.
5. All mortgages, liens, encumbrances, leases, and servitudes have been disregarded unless so specified within the report. The property is appraised as though under responsible ownership and competent management.
6. It is assumed that there are no hidden or unapparent conditions of the property, such as subsoil structures or asbestos containing building materials which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering which may be required to discover such factors.
7. The appraiser has noted in the appraisal report any adverse conditions (such as needed repairs, depreciation, the presence of hazardous wastes, toxic substances, etc.) observed during the inspection of the subject property or that he became aware of during the normal research involved in performing the appraisal. Unless otherwise stated in the appraisal report, the appraiser has no knowledge of any hidden or unapparent conditions of the property or adverse environmental conditions (including the presence of hazardous wastes, toxic substances, etc.) that would make the property more or less valuable, and has assumed that there are no such conditions and makes no guarantees or warranties, express or implied, regarding the condition of the property. The appraiser will not be responsible for any such conditions that do exist or for any engineering or testing that might be required to discover whether such conditions exist. Because the appraiser is not an expert in the field of environmental hazards, the appraisal report must not be considered as an environmental assessment of the property.
8. It is assumed that all applicable federal, state and local environmental regulations and laws have been complied with unless otherwise stated, defined and considered in the appraisal report.
9. It is assumed that all applicable zoning and use regulations and restrictions have been complied with, unless a non-conformity has been stated, defined and considered in the appraisal report.
10. It is assumed the utilization of the land and improvements is within the boundaries or property lines of the property described and there is no encroachment or trespass unless noted within the report.
11. The Americans with Disabilities Act ("ADA") became effective January 26, 1992. The appraiser has not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA.

General Limiting Conditions

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

5. The appraiser is not aware of any cross easements or any covenants, conditions, or restrictions impacting the subject property. It is assumed the property has adequate ingress and egress, and a sale of the property would not be inhibited by any covenants, conditions, or restrictions.

Albuquerque Metropolitan Area Description

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 within the Northeast Heights market 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 2010 population was 2,059,179, and the Albuquerque metropolitan area population was 887,077. The Albuquerque Metropolitan Statistical Area includes Bernalillo County, the city of Albuquerque, the city of Rio Rancho as well as Sandoval, Valencia and Tarrant Counties. Santa Fe, the state capital, is 65 miles to the north. The state capital, with a 2010 metropolitan-area population of 144,170, is a much smaller city than is Albuquerque.

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

Historic Development Pattern

The Albuquerque metropolitan area is geographically divided into three distinct areas: the East Mesa, the Valley, and the West Mesa. Initial European settlement occurred in the valley area, where Spanish colonists settled the flood plain of the Rio Grande in the vicinity of "Old Town" in the 1600s. 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 periodic 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. The Downtown area is the city's second largest office district and public officials continue to work to attract retail and entertainment businesses.

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

Beginning in the early 1960s, development continued on the East Mesa, but shifted north of I-40 and east of I-25 to what is now known as the Northeast Heights. The boom in population growth and housing during the 1960s–1990s made the "Heights" the largest and most prosperous regional development area. This area was laid out on a grid system with primary arterials placed along the section lines in accordance with the

government-survey system. Until more recent planning and development, strip commercial and multifamily land uses were placed along the major arterials, forming a buffer for the single-family residential neighborhoods within the square-mile sections. Beginning in the 1980s, curved streets and clustered non-residential uses became the typical style of development. The easternmost area of the Northeast Heights has a preferred location at the base of the Sandia Mountains and should remain in high demand for residential buyers for the foreseeable future. The foothills area contains much of the region's most expensive housing.

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

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

Population Trends

The 2010 population for Albuquerque was 545,852, 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 1950 to 2010 in the city of Albuquerque and Bernalillo County is shown in the following chart.

US Bureau of the Census Population Figures: 1950 – 2010

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

*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

Joshua Cannon & Associates, Inc.

The University of New Mexico and its 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 period population estimates. Their most recent estimate is shown below.

Albuquerque MSA Projected Population – Estimate from November 2012

County	2010	2015	2020	2025	2030	2035	2040
Bernalillo	664,636	721,153	780,244	835,325	886,564	932,091	970,371
Sandoval	132,434	154,048	176,276	198,950	221,644	243,897	265,607
Torrance	16,383	16,927	17,589	18,266	18,865	19,344	19,801
Valencia	<u>76,735</u>	<u>82,644</u>	<u>88,380</u>	<u>93,726</u>	<u>98,589</u>	<u>102,949</u>	<u>106,830</u>
Total Metro Area	892,198	976,787	1,064,509	1,148,292	1,227,692	1,300,316	1,364,649
Annual % Growth	-	1.83%	1.73%	1.53%	1.35%	1.16%	0.97%

Source: Geospatial and Population Studies Group, University of New Mexico. Released November 2012.

Joshua Cannon & Associates, Inc.

Employment

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

Since 1994, the average annual job growth has fluctuated from -3.9% to over 4% in the metropolitan area. Employment increases have been mainly in transportation, warehousing & utilities, retail trade, information, education & health services, government, and leisure & hospitality. Manufacturing experienced a decline due to the layoffs at Intel, and construction has had significant job losses since 2007.

The following table shows growth in the number of persons employed in the Albuquerque Metropolitan Statistical Area (MSA), the state of New Mexico, and the United States since 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	359.7	-1.20%	4.3%	821.0	1.14%	4.9%	136,933	0.03%	4.7%
2002	357.5	-0.61%	5.1%	823.2	0.27%	5.5%	136,485	-0.33%	5.8%
2003	360.0	0.70%	5.5%	835.8	1.53%	5.9%	137,736	0.92%	6.0%
2004	366.5	1.81%	5.3%	850.0	1.70%	5.8%	139,252	1.10%	5.5%
2005	373.1	1.80%	4.9%	866.3	1.92%	5.2%	141,730	1.78%	5.1%
2006	385.2	3.24%	3.9%	886.7	2.35%	4.1%	144,427	1.90%	4.6%
2007	391.4	1.61%	3.4%	903.9	1.94%	3.5%	146,047	1.12%	4.6%
2008	389.4	-0.51%	4.6%	903.9	0.00%	4.5%	145,362	-0.47%	5.8%
2009	374.3	-3.88%	7.1%	873.0	-3.42%	6.8%	139,877	-3.77%	9.3%
2010	367.2	-1.90%	8.3%	860.2	-1.47%	7.9%	139,064	-0.58%	9.6%
2011	366.3	-0.25%	7.8%	859.0	-0.14%	7.4%	139,869	0.58%	8.9%
2012	369.0	0.74%	7.0%	867.3	0.97%	6.7%	142,469	1.86%	8.1%

Source: New Mexico Department of Workforce Solutions and BBER
Joshua Cannon & Associates, Inc.

Total non-agricultural employment by category is summarized below for the Albuquerque MSA. The most recent year with data available is 2011.

Employment According to Categories: Albuquerque MSA (Nonagricultural)

	<i>Ann. Avg. 1990</i>	<i>Ann. Avg. 2000</i>	<i>%Δ 1990-00</i>	<i>Ann. Avg. 2010</i>	<i>Ann. Avg. 2011</i>	<i>%Δ 2010-11</i>
Total Employment	271,400	357,400	31.7%	371,600	371,700	0.0%
Total Private	216,300	288,400	33.3%	288,300	288,600	0.1%
Goods Producing	37,600	51,100	35.9%	38,900	38,300	-1.5%
Services Providing	178,700	237,300	32.8%	249,400	250,300	0.4%
Mining Logging & Const.	14,800	23,600	59.5%	21,300	20,500	-3.8%
Manufacturing	22,800	27,600	21.1%	17,600	17,800	1.1%
Wholesale Trade	13,200	14,200	7.6%	11,700	11,500	-1.7%
Retail Trade	32,600	41,400	27.0%	40,800	40,800	0.0%
Transportation, Warehousing & Utilities	8,000	10,700	33.8%	9,500	9,500	0.0%
Information	6,700	11,100	65.7%	8,700	8,600	-1.1%
Financial Activities	16,800	19,400	15.5%	17,800	17,300	-2.8%
Professional and Business Services	42,400	58,700	38.4%	57,400	56,900	-0.9%
Educational and Health Services	24,200	37,300	54.1%	54,700	56,900	4.0%
Leisure and Hospitality	26,000	33,600	29.2%	37,100	37,300	0.5%
Other Services	8,900	10,900	22.5%	11,800	11,700	-0.8%
Government	55,100	69,000	25.2%	83,300	83,000	-0.4%

Source: New Mexico Department of Workforce Solutions

Joshua Cannon & Associates, Inc.

The Albuquerque MSA is much more of a service economy than a manufacturing economy. Roughly 87% of the economy is attributable to the service sector. Government of all types, at 22%, constitutes the single largest category of jobs.

As described above, 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 quarterly forecast of economic statistics, including employment. The most recent forecast from July 2013 is shown on the following page.

Albuquerque MSA Employment, Thousands
Table Prepared for Joshua Cannon & Associates
 July 2013 Forecast

	2011	2012	2013	2014	2015	2016	2017	2018
Total Employment (Thousands)	357.104	354.987	359.793	365.755	372.438	378.839	384.523	388.983
% Change Year Ago	-0.4	-0.6	1.4	1.7	1.8	1.7	1.5	1.2
____ Agriculture & Mining	0.788	0.745	0.813	0.809	0.808	0.810	0.816	0.823
% Change Year Ago	-2.6	-5.6	9.2	-0.5	-0.1	0.3	0.7	0.8
____ Construction	19.769	18.594	19.189	20.053	21.214	22.007	22.564	23.009
% Change Year Ago	-7.0	-5.9	3.2	4.5	5.8	3.7	2.5	2.0
____ Manufacturing	17.655	17.704	17.677	17.995	18.375	18.692	18.816	18.893
% Change Year Ago	1.2	0.3	-0.2	1.8	2.1	1.7	0.7	0.4
____ Wholesale Trade	11.446	11.600	11.806	11.992	12.155	12.340	12.509	12.582
% Change Year Ago	-7.3	1.3	1.8	1.6	1.4	1.5	1.4	0.6
____ Retail Trade	40.869	40.792	41.125	41.557	42.006	42.542	43.069	43.433
% Change Year Ago	0.1	-0.2	0.8	1.1	1.1	1.3	1.2	0.8
____ Transport., Warehousing & Utilities	8.889	8.900	9.052	9.332	9.596	9.835	10.030	10.134
% Change Year Ago	0.2	0.1	1.7	3.1	2.8	2.5	2.0	1.0
____ Information	8.195	8.218	8.574	8.356	8.379	8.614	8.812	8.950
% Change Year Ago	-5.0	0.3	4.3	-2.5	0.3	2.8	2.3	1.6
____ Finance & Insurance	10.817	10.623	10.820	11.053	11.273	11.384	11.470	11.544
% Change Year Ago	-3.5	-1.8	1.9	2.1	2.0	1.0	0.7	0.6
____ Real Estate, Rental & Leasing	5.014	5.199	5.351	5.405	5.479	5.544	5.578	5.584
% Change Year Ago	-3.6	3.7	2.9	1.0	1.4	1.2	0.6	0.1
____ Professional, Scientific & Tech. Svs.	28.726	28.180	28.473	29.066	29.533	29.931	30.274	30.559
% Change Year Ago	0.0	-1.9	1.0	2.1	1.6	1.3	1.1	0.9
____ Mgmt. of Companies & Enterprises	3.326	3.308	3.313	3.527	3.668	3.760	3.819	3.857
% Change Year Ago	1.9	-0.5	0.2	6.4	4.0	2.5	1.6	1.0
____ Administrative & Waste Mgmt.	25.230	23.626	24.497	25.022	25.842	26.693	27.415	27.920
% Change Year Ago	2.4	-6.4	3.7	2.1	3.3	3.3	2.7	1.8
____ Educational Services	4.796	4.920	4.959	4.959	5.035	5.116	5.213	5.306
% Change Year Ago	2.2	2.6	0.8	0.0	1.5	1.6	1.9	1.8
____ Health Care & Social Assistance	46.950	47.829	48.610	50.164	51.695	53.468	55.239	56.836
% Change Year Ago	3.4	1.9	1.6	3.2	3.1	3.4	3.3	2.9
____ Arts, Entertainment & Recreation	3.676	4.217	4.203	4.212	4.259	4.343	4.428	4.485
% Change Year Ago	0.1	14.7	-0.3	0.2	1.1	2.0	2.0	1.3
____ Accommodation & Food Svs.	33.812	34.459	35.607	36.353	36.942	37.253	37.545	37.717
% Change Year Ago	0.8	1.9	3.3	2.1	1.6	0.8	0.8	0.5
____ Other Services & Unclassified	9.828	9.965	9.830	9.895	10.004	10.093	10.157	10.200
% Change Year Ago	-0.1	1.4	-1.4	0.7	1.1	0.9	0.6	0.4
____ Government	77.317	76.110	75.894	76.007	76.174	76.414	76.769	77.151
% Change Year Ago	-1.0	-1.6	-0.3	0.1	0.2	0.3	0.5	0.5
	2011	2012	2013	2014	2015	2016	2017	2018
City of Albuquerque Total Housing (Thousands)	1.033	1.675	1.758	2.125	2.503	2.634	2.662	2.760
% Change Year Ago	0.8	62.1	5.0	20.9	17.8	5.3	1.0	3.7
City of Albuquerque Single Family	0.767	0.930	1.017	1.343	1.661	1.771	1.777	1.843
% Change Year Ago	2.4	21.3	9.4	32.0	23.7	6.6	0.3	3.7
City of Albuquerque Multi-Family	0.266	0.745	0.741	0.782	0.841	0.863	0.885	0.917
% Change Year Ago	-3.6	180.1	-0.6	5.6	7.5	2.6	2.5	3.6

Source: UNM BBER

The Albuquerque MSA had negative employment growth in 2008–2012, and UNM BBER forecasts a return to positive levels in 2013–2018. As with the United States economy, the pace of recovery is forecast to be moderate.

Following are some bullet points from the most recent Summer 2013 UNM BBER forecast.

- Leading employment growth were the leisure and hospitality sectors. The strongest performer in the MSA in terms of job addition was the accommodation and food services sector, which added 1,181 jobs year-over-year in the quarter (3.5%). This has been one of the strongest performing sectors on the MSA economy as it has experienced its ninth consecutive quarter of positive growth. In addition, the arts, entertainment & recreation sector added 491 jobs (13.9%), for that sector's fourth consecutive quarter of double-digit year-over-year growth and its sixth consecutive quarter of positive growth.
- The construction sector added 155 jobs in the quarter (0.8%). This marks the first quarter since 2006Q4 that the construction sector experienced positive net job addition. Employment in that sector only reached 19,109 workers, or just 61% of the 2006Q4 level of 31,153. Despite the relatively low employment levels, the positive outlook appears to be consistent with other, related construction indicators. For instance, permits for housing (total permits) in the city of Albuquerque have increased strongly in each quarter of 2012 and in six of the last seven quarters. Although absolute permits levels are still relatively low (compared to historical standards), the increased activity is perhaps suggestive of increasing momentum in the building industry. In addition, total construction award data published by FW Dodge, indicates positive year-over-year growth in the final three quarters of 2012 (by 11.2% in 2012Q2, 46.3% in 2012Q4 and 47.9% in 2012Q4). Although the awards are coming off of historically low absolute levels, their growth is suggestive of recovery. In addition, data for 2013Q1 shows continued strength, growing by 31.2%.
- The information sector, which includes publishing, motion picture & sound, broadcasting, telecom, data processing & housing and other information industries added 655 jobs in the quarter (8.4%). This is the second consecutive quarter of positive growth in this sector, after two consecutive years of declines. Wholesale trade continued its recent winning streak, adding 304 jobs (2.7%) as did real estate, rental & leasing, which added 239 jobs (4.7%) – for each sectors fourth consecutive quarter of positive growth.
- Labor force and unemployment data (reported by NMDWS), which are both current through 2013Q2 suggest some improvement in recent quarters. In the case of the non-seasonally adjusted labor force, the Albuquerque MSA grew by 0.9% in 2013Q2, for the MSA's third consecutive quarter of positive growth. That positive growth comes on the heels of 15 consecutive quarters of declines.
- With employment data for calendar year 2012 now in the books, total employment growth fell by 0.6% for the year, with private employment declining by 0.3%. In both cases, the declines mark the fifth consecutive calendar year of negative employment growth in the MSA. In terms of employment levels, the Albuquerque MSA has lost 26,854 total employment jobs since the 2007 peak and 29,249 private employment jobs. Note that the government sector actually added jobs over the period because it only began losing jobs in 2011.
- In the near-term (calendar year 2013), FOR-UNM expects that the Albuquerque MSA will experience a fairly sharp increase in the reported job numbers. For 2013, FOR-UNM forecasts that total employment will grow by 1.0% in the first quarter of the year and 1.4-1.5% in each of the remaining quarters. As such, the economy is forecasted to add 4,806 jobs for the year (1.4% annual growth), with the private sector adding 5,022 jobs (1.8%).
- In the longer-term (for the six year period beginning in end-2012 until 2018), the Albuquerque MSA economy is forecasted to perform moderately well and add a total of nearly 34,000 jobs in total (for 1.6% average annual growth). As a result, the economy is expected to reach pre-recessionary employment levels by late-2016 or early-2017. The overwhelming majority of the gains are expected to be in the private sector, which is forecasted to add an average of 5,493 jobs per year (2.0% average annual growth). The government sector is expected to add only 173 jobs per year on average, with average losses per year in the federal government sector (-308 jobs) nearly wiping out gains seen in the

local government sector (327 jobs). Meanwhile, the state government sector is expected to add an average of 155 jobs per year.

- With regard to the private sector, the healthcare & social assistance sector is expected to add the greatest number of jobs (1,501 jobs per year on average) especially as healthcare reform really begins to kick in. In addition, the construction sector is forecasted to add a significant number of jobs (736 jobs per year), as that sector returns as one of the major drivers of economic growth in the MSA. Not to be outdone is the administrative & waste services sector, which is forecasted to add 716 jobs per year as employers turn to temporary workers to fill short-term gaps, and perhaps to avoid or limit the payment of benefits to workers.
- Permits for housing are expected to accelerate after 2013 to 2,125 units in 2014, 2,503 units in 2015, 2,634 units in 2016, 2,662 units in 2017 and 2,760 units in 2018. It is important to note, however, that despite the improved conditions, the number of units expected to be permitted in 2018 are only 48% of the annual peak reached in 2003 (5,761).

Real Estate Markets

The following table summarizes vacancy by market sector from year-end 1986 to 2012. Commercial real estate in Albuquerque recently experienced sharp increases in vacancy in all sectors. This is due to the recession, including a very slow housing market and a decline in retail spending. The rise in retail vacancy is primarily due to large store closings, and the industrial vacancy is also heavily impacted by retailers, as well as building materials. Most market participants believe vacancies have stabilized.

Real Estate Market Sector Vacancy: Year-end 1986–2012

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

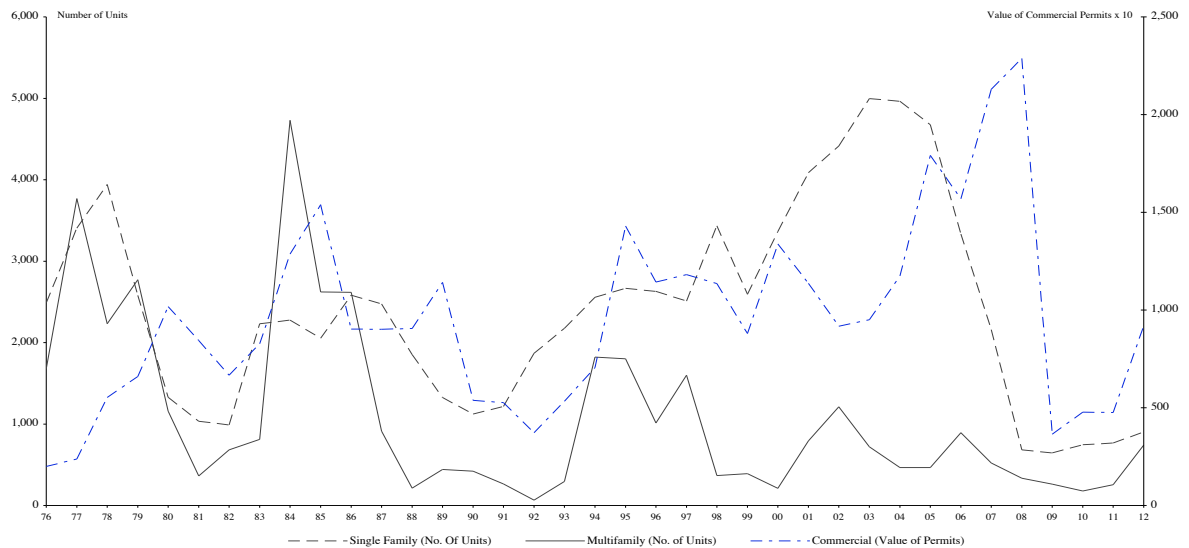
Sources: CBRE for Apartments and Colliers International for Retail, Office and Industrial

Joshua Cannon & Associates, Inc.

The behavior of Albuquerque's real estate markets over the long term is shown in the following graph, which covers the period from 1976 to 2012.

City of Albuquerque Construction Permits: 1976–2012

	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
2011	767	\$128.66	255	\$27.47	35	\$47.61
2012	903	\$167.15	741	\$60.60	57	\$91.92



The single-family housing market's new construction for the metropolitan area peaked in 2005 after an unprecedented, sustained building cycle that began in 1991. Single-family building permits in the metro area

(Bernalillo, Sandoval & Valencia Counties) totaled 8,818 in 2005. New single-family permits for the metro area declined to 1,192 in 2011 before rising slightly in 2012. This moderate rate of growth is expected to continue.

For apartment construction, the city's previous cycle peaked in 1994 and 1995 with approximately 1,800 apartment units permitted in each of those years. Most of that new construction was upper-end projects and was split almost evenly between the Far Northeast Heights and the West Side. From 1996–2011, much of the new multifamily development was either condominiums or affordable apartments financed with Low Income Housing Tax Credits. Non-subsidized multifamily permits had a rebound in 2012 with 741 units.

Retail market conditions are slowly improving and some new construction is occurring. Most of the big box stores vacated during the recession have been absorbed and new retailers coming into the market will generate new construction. Office market conditions remain depressed due to continued job losses and shrinking space needs per office employee. Market experts are uncertain on when conditions in this sector will improve. Industrial market conditions are soft, but stable, and their improvement going forward will track the economy.

Conclusions regarding the real estate markets are that: 1) single-family residential construction was exceptionally strong from 2001 through 2005, then declined into 2011 by significant amounts; 2) apartment construction has had an erratic building pattern for several years and an upturn is beginning to occur; 3) commercial construction was strong in 2005–2008, and then plummeted in 2009–2011.

Summary

Like the national economy, the metro area is currently suffering from a soft economy and job growth was negative in 2008–2011. Metro area job growth in 2012 was slightly positive. The Albuquerque metro area averaged employment growth of approximately two percent per year through 2007, but the long-term projection is below that level.

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

Neighborhood Description

The subject's larger neighborhood is Albuquerque's Northeast Heights, the city's most populous area, containing several square miles of mostly middle- to upper-middle income households. For multiple decades ending in the 1980s, the Northeast Heights was the primary growth area for residential development for the Albuquerque metro area. Northeast Albuquerque has natural barriers on the east (Sandia Mountains) and north (Sandia Indian Reservation) and development has reached those boundaries. As land became limited, growth shifted to western Albuquerque and away from the northeast. Now the Northeast Heights is a mature suburban area with limited growth at infill sites.

The subject is located on Eubank Boulevard, about 500 feet south of Menaul Boulevard. This is in the central portion of the Northeast Heights, which is a mature residential area with commercial and institutional uses along the arterials. Interstate 40 is 1.75 miles to the south. The Uptown commercial district—which includes two regional malls as well as hotels and numerous mid-rise office buildings—is two miles west of the subject.

Eubank Boulevard is classified as an arterial street at the subject frontage with a span of approximately eight miles. Its southern terminus is at the entry gate into Sandia National Labs and Kirtland Air Force Base, and it is a primary commuter route for these major employers. Eubank Boulevard frontage is developed with a range of commercial improvements, including fast food and full service restaurants, strip and freestanding retail, automotive service, and offices. Building quality and occupancy rates along Eubank are consistent with the metro area average. Single-family residential is the predominant development away from the

arterial frontages. Homes are typically 30+ years old, generally well maintained, and the marketability of the area is considered average.

Eubank Boulevard frontage at the subject had a 2010 average weekday traffic count of 31,200 vehicles. Traffic counts at this point have declined over the last several years, from 41,500 vehicles in 2003, and 36,800 vehicles in 2007. The reason for the decline is unclear, although counting methods have changed over the years and this could be a primary factor.

In conclusion, the subject is in a mature suburban neighborhood on a primary commercial arterial. There is a minimal amount of vacant land in the area that could support commercial development. The neighborhood is estimated to be in a period of stability.

Site Description

Size:	2.50 acres or 108,900 square feet.
Shape:	Rectangular with dimensions of 237.56 feet wide by 458.45 feet deep.
Topography:	Level and at street grade.
Flood Zone:	According to the most recently prepared National Flood Insurance Program flood hazard map (Community Panel Number 35001C0356G, dated September 26, 2008), the subject site is located in Zone X, which is an area determined to be outside the 500-year flood plain.
Utilities:	All typical utilities are available, including water, sewer, natural gas, electricity, and telephone.
Drainage:	Drainage is routed into storm drain infrastructure in Eubank Boulevard.
Soil Conditions:	No soil or engineering reports are available and adequate conditions are assumed.
Environmental:	The site is assumed to be free of contamination from hazardous substances.
Access:	The subject is a midblock site and access is from two entrances from Eubank Boulevard. A median break with a left-turn bay is aligned with the southern subject entrance.
Easements:	The recorded plat of the subject tract does not show any on-site easements. Typical utility easements are assumed at the site perimeter.

Property Tax Information

Real estate taxes in New Mexico are based on taxable values of 33.3% of assessed values for both non-residential and residential properties. The state operates on a base-year concept that advances every two years. The mill levy, established in September at the state capital, is released in early October of each year. Property taxes are paid in two installments due in November and the following May. The code number for the subject is 1-021-059-028-198-3-20-50. The assessed values are \$762,300 for the land and \$1,062,800 for the improvements, for a total of \$1,825,100. Annual taxes are \$28,469.94, or \$1.25 per square foot of building area.

Zoning

The subject site is under the jurisdiction of the City of Albuquerque and is zoned C-2, Community Commercial Zone. The C-2 zone provides suitable sites for commercial activities, and certain specified outside storage. Permissive uses include clinics, offices, restaurants, radio or television stations, and retail and service activities provided they are not listed as a conditional use in this zone. This is a liberal commercial zoning allowing virtually all typical suburban commercial land uses. The subject improvements are a conforming use within the C-2 zoning classification.

Improvements Description

The subject is predominantly a one-story office building, plus one front corner is improved as a retail bank with two drive-up lanes. A second-story office area at the rear corner contains 1,931 square feet, or 8.5% of the building area. This property description is based upon the appraiser's inspection and architectural plans that were obtained from the property owner.

According to the property owner, the original building was constructed as a restaurant in approximately 1980. Charter Companies acquired the property, and they converted the entire property to an office building in 1989, including an 8,806-square-foot addition. Charter expanded the building again in 2006 to add a retail banking area and the drive-up lanes. The FDIC closed Charter Bank in January 2010 and the subject property has been vacant since July 2010.

Below is a summary of building dates and gross building areas. These areas have been calculated from the architectural plans and crosschecked with current measurements. Copies of the architectural plans are in the *Appendix*.

Subject Building Areas

<i>Description</i>	<i>1st Floor Square Feet</i>	<i>2nd Floor Square Feet</i>	<i>Total Square Feet</i>	<i>Percent</i>
±1980 construction as a restaurant	12,526	0	12,526	54.90%
1989 addition & renovation to office	6,875	1,931	8,806	38.60%
2006 addition of branch bank & drive-up	<u>1,483</u>	<u>0</u>	<u>1,483</u>	6.50%
Totals	20,884	1,931	22,815	100.00%
<i>Percent</i>	91.54%	8.46%	100.00%	

The subject building has a generally rectangular shape and is set well back from Eubank Boulevard. The building has attractive commercial construction with frame/stucco exterior walls and a glass storefront entrance.

General building specifications are as follows. Photographs are included in the *Appendix* that show the subject construction and finishes.

Foundation:	Concrete slab foundation with concrete footings at ground level. The second floor office is wood deck on wood joists.
Exterior Walls:	The exterior walls are synthetic stucco on sheathing on 6-inch wood studs. The building was re-stuccoed in 2006.
Roof:	Wood roof trusses covered with wood decking and a flat membrane roof system. The roof was replaced in 2006. Roof height varies throughout the building from approximately 10–20 feet. The typical roof height is approximately 14 feet.
Floor Coverings:	Commercial-grade carpeting in most office areas. Ceramic tile in restrooms and front lobby. Rear work area is vinyl tile. The carpet was installed in 2003 and in average to fair condition.
Interior Walls:	Painted and textured gypsum wallboard throughout the building.
Ceilings/Lighting:	Suspended 2' x 4' acoustical ceiling tiles at 8-foot-high, which is typical for partitioned offices. Other heights are 12 feet at the front lobby & bank area and 10 feet at the central open office. The rear workrooms and restrooms have 8-foot drywall ceilings. Recessed fluorescent light fixtures are typical in the building.
Insulation:	Fiberglass batt insulation in exterior walls and ceilings. See architectural plans in the <i>Appendix</i> for details.
Windows & Doors:	Front elevation has good quality storefront system with insulated glass in aluminum framing. Other windows are average quality and of mixed type.

Doors:	Glass storefront entry doors at the lobby, French doors to an interior patio off of the kitchen and conference room. Steel doors at rear, predominantly solid core wood doors at the interior.
Restrooms/Plumbing:	One set of main restrooms of the central work area that have six fixtures each. There are six other two-fixture restrooms located throughout the building. The main restrooms have ceramic tile flooring and walls. The small restrooms have varying finishes.
Heating/Cooling:	roof mounted package units provide HVAC. The property owner reports the units range between approximately 10–20 years of age and are in working order.
Electrical:	The building has above-average electrical capacity to serve the office and data center equipment.
Data Lines:	The property owner reports the building is served by a T-1 line and fiber optic line.
Fire Suppression:	The building is 100% served by a wet pipe fire sprinkler system.
Elevator:	The subject does not have a passenger elevator to the second floor. It does have a dumbwaiter, which was used by Charter for documents.
Stairs:	One interior stairway.
Vault:	The 2006 addition included a 10 x 15 foot walk-in vault with fortified walls and ceiling, and a steel vault door.
Drive-Up Canopy:	A two-lane drive-up canopy of ±750 square feet is attached to the northwest corner of the building. A glass teller window and a pneumatic tube serve it. This canopy was added in 2006.
Equipment:	<p>The subject building contains equipment that was used by the prior banking operation, including a back-up generator mounted northeast of the building, an automatic generator switch mounted in the electrical room, an air conditioning system and battery back-up system mounted in the data center room, bank teller stations, and the vault door. The client has instructed that only the back-up generator and switch are to remain with the real estate. The other equipment may be removed by the seller. The generator is affixed to a pad and hard-wired into the transfer switch inside the building, and these are included as part of the real estate in this appraisal.</p> <p>The subject generator was installed in 2007 and is a 364 HP diesel engine (Model #QSL9-G2 and 125 KW generator (Model # 125DSHAE).</p>

Site Improvements

Site improvements consist of an asphalt-paved parking lot with ±145 spaces, exterior lighting, adequate concrete walkways and curbing, and good quality landscaping of trees and shrubs. The parking volume is 6.36 spaces per 1,000 square feet of gross building area. The local norm is approximately 4.0 spaces per 1,000 SF, and the subject has adequate parking to support nearly all potential office uses.

Quality, Design & Condition

The subject's overall quality is considered average for the general office market based upon its architectural design and quality of finishes. The building exterior is attractive with a storefront and stucco installed in 2006. The front lobby and banking area also have finishes installed in 2006. The finishes in the balance of the building were installed in 1989 and the carpet was replaced in 2003. Most of this space is average in condition and some is rated fair. The second floor office space has lower quality finishes with some exposed fire sprinkler piping under an 8-foot ceiling height.

The layout is typical for an office building of this size with a mixture of partitioned and open areas. It is likely a buyer would reconfigure some of the partition walls to suit their business plan. The banking improvements at the subject property are estimated to have no contributory value to the most probable buyer. The subject property was put under contract by UNM in August 2012, but prior to that it had been listed for sale since mid-2010 and did not attract a banking buyer. The subject is a large building with a midblock location that is set back from Eubank Boulevard by approximately 230 feet. The building visibility is adequate for general office or retail/special purpose conversion, but below average for a branch bank.

Overview of the Office Real Estate Market

Albuquerque has 14.1 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 2013, as published by Colliers International (formerly Grubb and Ellis New Mexico).

Office Market Statistics – First Quarter 2013

Office Market Statistics - 1st Quarter 2013														
Market Area	1st Quarter 2013				2012	2011	2010	2009	2008	2007	2006	2005	2004	
	Total Sq. Ft.	Sq. Ft. Vacant	Vacancy	U.C. Sq. Ft.										
					4th Quarter Vacancy									
Downtown	3,241,080	1,020,442	31.5%	-	21.7%	21.1%	18.7%	18.1%	18.5%	15.6%	20.4%	18.0%	20.3%	
Airport	1,291,061	212,738	16.5%	-	15.8%	11.8%	12.0%	9.8%	7.7%	10.2%	21.5%	23.2%	30.2%	
Far NE Heights	955,774	139,055	14.5%	-	12.1%	14.8%	13.7%	10.8%	10.4%	8.8%	9.7%	9.3%	13.0%	
Mesa del Sol	271,052	43,695	16.1%	-	16.1%	15.4%	15.4%	13.9%	-	-	-	-	-	
North I-25	3,259,297	578,360	17.7%	-	18.5%	20.9%	18.9%	17.4%	13.3%	10.8%	12.4%	8.1%	10.1%	
NE Heights	855,300	167,519	19.6%	-	19.3%	15.4%	20.7%	16.1%	16.4%	13.2%	10.5%	12.6%	12.1%	
Rio Rancho	616,578	77,537	12.6%	-	11.7%	11.9%	11.2%	10.5%	18.7%	13.3%	5.5%	9.8%	15.5%	
SE Heights	595,167	136,441	22.9%	-	24.0%	23.4%	23.4%	11.4%	10.7%	4.1%	4.4%	5.2%	6.2%	
University	915,514	126,764	13.8%	-	12.5%	14.3%	23.2%	24.3%	10.3%	5.3%	8.2%	5.6%	5.5%	
Uptown	1,790,502	383,909	21.4%	-	22.3%	19.6%	17.2%	14.2%	8.5%	9.1%	9.0%	10.3%	14.2%	
West Mesa	327,754	102,753	31.4%	-	33.9%	30.0%	27.5%	30.5%	26.2%	9.3%	14.0%	20.0%	20.8%	
Total	14,119,079	2,989,213	21.2%	-	18.9%	18.5%	18.0%	16.0%	13.1%	10.8%	13.4%	12.5%	15.1%	

Source: Colliers International

The metro area office vacancy is reported to be 21.2%, which is the highest vacancy rate in over 20 years. This is up from the recent low of 10.8% in 2007. The general increase in vacancy is attributed to a decline in economic conditions and an increase in metro area unemployment. The majority of the spike from fourth quarter 2012 to first quarter 2013 is due to PNM Resources vacating 250,000 square feet in Downtown. The subject property is in the Northeast Heights market area, which has a vacancy rate slightly below the citywide average at 19.6%. The Northeast Heights is a stable suburban market that is effectively fully built up, and its vacancy rate is not impacted by new supply.

Office Absorption Statistics

Year	Net Absorption in Square Feet for Buildings 10,000+ SF								
	NE Heights	Rio Rancho	Far NE Heights	University	Airport	Downtown	Uptown	North I-25	Metro Area
2003	36,709	-35,473	40,116	-2,294	-123,865	163,071	-84,705	248,468	102,475
2004	-4,500	26,944	33,925	18,759	-16,322	22,965	99,863	205,908	401,106
2005	11,105	16,623	22,331	15,567	71,666	26,047	57,347	219,146	474,184
2006	3,959	11,966	35,007	-24,753	12,612	-70,495	68,353	37,012	90,585
2007	-29,769	46,923	13,115	10,179	157,455	65,458	-7,932	6,598	278,600
2008	-10,034	4,548	-21,890	-49,694	30,962	-69,458	9,970	149,652	146,064
2009	43,305	224,195	33,503	-122,204	-15,465	-15,073	-102,104	-93,716	73,116
2010	-8,308	-4,756	-8,308	28,453	-23,735	-22,021	53,522	-95,477	-209,787
2011	46,799	-14,269	-11,395	3,236	1,915	-9,873	-47,218	9,191	-29,942
2012	-27,001	1,342	26,373	25,121	-44,139	-15,630	-55,869	74,737	-32,656
1Q 2013	<u>-5,995</u>	<u>-5,493</u>	<u>-22,397</u>	<u>-11,916</u>	<u>5,798</u>	<u>-328,721</u>	<u>-3,315</u>	<u>-23,688</u>	<u>-384,003</u>
Total	56,270	272,550	140,380	-109,546	56,882	-253,730	-12,088	737,831	909,742
Avg./Yr.	5,490	26,590	13,696	-10,687	5,549	-24,754	-1,179	71,984	88,755
Capture	6.2%	30.0%	15.4%	-12.0%	6.3%	-27.9%	-1.3%	81.1%	100.0%

Source: Colliers International

The preceding chart shows the metro area has an annual average of approximately 89,000 square feet of office absorption over the past 10.25 years for leased buildings in excess of 10,000 square feet. Absorption was negative in 2010–2013. Overall, office conditions show no real sign of improvement and market participants are generally uncertain about the change in conditions in the near term.

Highest and Best Use

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

Highest and Best Use – As Vacant

Physically Possible – The subject is level land fronting an arterial in the Northeast Heights, and all utilities are available. It is a midblock site without signalized access, but there is a median break on Eubank Boulevard at the subject entrance. The subject is not a candidate for development with the most intensive commercial uses that require signalized access.

Legally Permissible – The subject C-2 zoning permits a wide variety of office, retail, service and institutional uses. It is unlikely that zoning would prohibit a use that is otherwise feasible.

Financially Feasible/Maximally Productive – Issues influencing the demand for commercial space at the subject location are addressed in the preceding sections. Albuquerque is slowly coming out of a five-year period of negative job growth and the forecast is for moderate positive growth in the near term. Office market conditions in Albuquerque are poor with a 21.2% vacancy. Vacancy in the retail sector is about 8% and slowly improving. It is unlikely a new speculative development could be feasibly constructed and tenanted in the near term. However, the property has a good arterial location in a demographically solid area and the long-term prospects are good.

The highest and best use of the subject site, as vacant, is estimated to hold for future commercial development once economic conditions reach the feasibility threshold.

Highest and Best Use – As Improved

The subject is an average quality office building in average condition and current market data indicate the improvements contribute value to the land. Demolishing the existing structure and redeveloping the site for a different use is not feasible. The value “as improved” exceeds the value “as if vacant.” The highest and best use of the subject, as improved, is likely to be an office building. The subject is also a candidate to be converted to an alternative use that can use the existing office improvements. Some of these types of potential uses include retail showroom/office, health care, education, religious and government.

Problem Analysis and Data Interpretation

The subject property is a 22,815-square-foot office building that is 100% vacant. The three conventional valuation methods are applied in the following valuation, including the Cost Approach, Sales Comparison Approach and Income Approach. The Reconciliation section, where a summary of important points of each method is presented in support of a final market value estimate, follows the valuation.

Cost Approach

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

Land Value Estimate

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

The subject neighborhood has been almost fully built up for many years and there have been no relevant recent land sales. Accordingly, the search area was expanded to include sales in other Albuquerque area locations that are generally similar to the subject. Four land sales considered relevant to this valuation are summarized on the following chart and individual data sheets are in the *Appendix*.

The land transactions occurred over a time span of May 2010 to December 2012. These dates are after the recession began and no adjustment for time is required. Also, no adjustments for property rights, favorable financing, or atypical conditions of sale are warranted.

Land Sales Summary Chart

Data No.	Sale 1	Sale 2	Sale 3	Sale 4
Market Area	NW Mesa	North I-25	SE Heights	Cottonwood
Sale Price	\$1,100,000	\$1,812,000	\$665,000	\$852,469
Sale Date	9/6/11	5/21/10	12/11/12	9/4/12
Location	NWC Central Ave. & Airport Dr. NW	North side of McLeod, west of San Mateo NE	North side of Gibson, east of University	North s. of 7 Bar Lp., west of Coors
Land in Acres	3.0076	4.4794	1.5590	1.9570
Access	Central Avenue & Airport Dr.	McLeod Road	Internal business park road	Seven Bar Loop
Shape	Lengthy frontage	Typical	Typical	Typical
Arterial Visibility	Good	Average	Good	Average
Planned Use	Industrial	Office & Industrial	Buffalo Wild Wings	Investment
Sale Price/SF	\$8.40	\$9.29	\$9.79	\$10.00
Subject Location vs. Sale	Superior	Inferior	Similar	Inferior
Subject Access vs. Sale	Similar	Similar	Similar	Similar
Subject Shape vs. Sale	Inferior	Similar	Inferior	Inferior
Subject Size vs. Sale	Similar	Smaller	Larger	Larger
Subject Value vs. Sale	Higher	Similar	Lower	Lower

Joshua Cannon & Associates, Inc.

The four sales provide a relatively narrow range of \$8.40–\$10.00 per square foot. Sale 1 at the bottom of the range is inferior in location. Sale 2 is rated most similar to the subject and indicates a value of \$9.29 per square foot. Sales 3 and 4 indicate subject land value below \$9.79 per square foot.

Based upon the preceding data and analysis, the market value for the subject land is estimated to be \$9.30 per square foot, or a rounded total of \$1,010,000.

Estimate of Subject Land Value

Total Land Area in Acres	2.500
Total Land Area in Square Feet	108,900
Estimated Market Value per Square Foot	\$9.30
Total	\$1,012,770
Rounded Estimate of Market Land Value	\$1,010,000

Improvements Cost Estimate

The source for estimating the subject improvements cost is the *Marshall Valuation Service*, a national cost service published by Marshall and Swift, Los Angeles. These cost estimates include labor, materials, supervision, contractor's profit and overhead, architect's plans and specifications, sales taxes, insurance, and interest on interim construction financing. The subject is Class D type construction, with an average-to-good quality rating. A portion of the subject contains banking improvements and these are estimated to have no contributory value. The banking improvements are not included in the replacement cost estimate.

Replacement Cost Estimate of Improvements – Marshall Valuation Service

Construction Class	D
Building Type	Office
Quality	Average-to-Good
Base Cost	\$111.57
Add for Fire Sprinklers	<u>\$3.00</u>
Adjusted Base Cost	\$114.57
Story Height Multiplier	1.046
Current Cost Multiplier	1.070
Local Cost Multiplier	<u>0.940</u>
Adjusted Base Cost with Multipliers	\$120.54
Gross Building Area (SF)	22,815
Building Replacement Cost	\$2,750,013
Plus Parking Lot & Landscaping (145 spaces x \$1,700)	\$246,500
Plus exterior concrete, patios & fencing	\$75,000
Emergency Generator & Transfer Switch	<u>\$140,000</u>
Total Improvement Replacement Cost Estimate	\$3,211,513
Total Improvement Replacement Cost Estimate per GSF	\$140.76

Source: Marshall Valuation Service

Entrepreneurial Profit

Entrepreneurial or developer's profit is typically associated with the risk a developer takes in bringing a speculative or build-to-suit property to market, in addition to compensation for negotiating leases and guiding the project from inception to stabilized occupancy. The Albuquerque office market is depressed and it is not feasible to develop new improvements on a speculative basis. A factor for entrepreneurial profit is not warranted.

Depreciation

Accrued depreciation is a loss in value to the improvements from any cause. The sources of accrued depreciation are physical deterioration, functional obsolescence, and external or economic obsolescence. Physical deterioration is wear and tear usually caused by age and is either curable or incurable. Functional obsolescence is the adverse effect on value resulting from defects in design; external obsolescence results from negative influences to the property from outside the site.

Depreciation due to normal wear and tear (incurable deterioration) is based on an age/life method indexed to effective age. The building was constructed in phases between 1980 and 2006, and the weighted actual age is approximately 28 years. The building has received regular maintenance and the effective age is estimated to be 25 years. *Marshall Valuation Service* provides a schedule of typical useful lives by category of building and type of construction. A 50-year life is estimated as typical for this property type. Depreciation based on the effective age/life method is 50% (25/50), which is applied to total improvements cost.

The Cost Approach also can include applicable deductions for functional and/or economic obsolescence. The subject property is a larger office building in a market that is depressed at both the metro and submarket level. It clearly suffers from both functional and economic obsolescence; however, available market data is not sufficient to support specific estimates. The amount of obsolescence for this property is represented by the spread in value estimates between the cost approach and other approaches.

Cost Approach Summary

The following summarizes the valuation estimate from the Cost Approach.

Cost Approach Summary

Replacement Cost New:		
Hard and Soft Costs	\$3,211,513	
Entrepreneurial Profit @ 0%	<u>\$0</u>	
Total Replacement Cost New		\$3,211,513
Accrued Depreciation		
Incurable Physical Deterioration @ 50%	(\$1,605,757)	
Functional Obsolescence	Not deducted	
External Obsolescence	<u>Not deducted</u>	
Total Accrued Depreciation		<u>(\$1,605,757)</u>
Depreciated Replacement Cost		\$1,605,757
Land Value Estimate		<u>\$1,010,000</u>
Indicated Value by Cost Approach		\$2,615,757
Rounded		\$2,620,000
Indicated Value by Cost Approach/Gross SF		\$114.84

Joshua Cannon & Associates, Inc.

Sales Comparison Approach

This approach develops an indication of value by analysis of prices paid in actual transactions of similar properties. The subject is a larger office building designed for a single occupant and sales of this type are not common in the local market. The subject could be reconfigured into a multi-tenant building, although the feasibility of this conversion is questionable. The recession has caused a decrease in rents and occupancy rates, plus obtaining financing for investment buildings is difficult. This has depressed the value of multi-tenant office buildings. There is a greater volume of sales to owner-users and these typically occur at higher prices per square foot. Low interest rates have improved the economics of owning versus renting, and this works to increase the spread in values between owner-occupied and investment buildings. The subject is an attractive building with a high parking volume and would be marketable to a cross-section of buyers. However, it is not located in a first tier office market area, nor is it proximate to the city's upper-income residential neighborhoods. Its location probably excludes buyers that are willing to purchase office buildings at the highest price tiers. The subject market consists of those buyers seeking a larger average quality functional building in an affordable mid-tier location.

The sales search for this analysis focused on sales that are similar to the subject in the combined criteria of size, quality/condition, and location. This search produced nine sales and the majority are office buildings. The sales also include a church with an arterial location that had been retrofitted from a building similar to the subject, and an office/retail/warehouse building that is also similar to the subject in many characteristics.

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

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

All of the sales were arms length transactions and no adjustments are required for property rights, financing terms or conditions of sale.

Date of Sale. The date of sale is an important consideration given the recent trend in the economy and real estate cycle. The sales occurred between September 2009 and June 2013. The sales are all post recession and no adjustment for time is warranted.

Location & Physical Characteristics. There is substantial variation within the data set for location and physical characteristics. Specific adjustments are shown on the chart and based upon my sale confirmation interviews and physical inspections.

The sales are summarized on the following chart and individual data sheets for each sale are in the *Appendix*. The sales are ranked on the chart by their unadjusted sale price per square foot.

Improved Sales Summary Chart

Sale No.	Subject	Sale 1	Sale 2	Sale 3	Sale 4
Sale Price		\$699,000	\$3,300,000	\$1,000,000	\$1,370,000
Sale Date	Current Appraisal	3/8/11	9/30/09	3/8/13	7/26/12
Address	2130 Eubank NE	609 Gold SW	2400 Wellesley NE	2121 Osuna NE	5901 Indian Sch. NE
Market Area	NE Heights	Downtown	Midtown	North I-25	Uptown
Vacancy at Sale	100%	100%	100%	100%	100%
Seller Use	Charter Bank	Office	Blue Cross	Office	Office
Buyer Use		Office	Bern. County	Office	Office
Land Area in Acres	2.500	0.163	2.4416	1.6199	0.9834
Bldg. Area in GSF	22,815	14,000	57,875	14,714	19,496
Year Built	1980-2006	1965	1972	1990	2001
% Office	100%	100%	100%	100%	100%
Floor Area Ratio	21.0%	197.2%	54.4%	20.9%	45.5%
Sale Price/SF		\$49.93	\$57.02	\$67.96	\$70.27
Location Adj.		+10%	+0%	+0%	+0%
FAR Adj.		+25%	+10%	+0%	+10%
Building Size Adj.		+0%	+5%	+0%	+0%
Bldg. Quality Adj.		+5%	+5%	+5%	+0%
Bldg. Condition Adj.		<u>+5%</u>	<u>+5%</u>	<u>+5%</u>	<u>-5%</u>
Total Adjustment		+45%	+25%	+10%	+5%
Adj. Sale Price/SF		\$72.40	\$71.27	\$74.76	\$73.78

Sale No.	Sale 5	Sale 6	Sale 7	Sale 8	Sale 9
Sale Price	\$575,000	\$1,500,000	\$2,000,000	\$2,700,000	\$1,250,000
Sale Date	3/29/12	3/20/13	6/27/13	7/19/12	4/19/12
Address	8900 Menaul NE	4800 Lomas NE	4900 Menaul NE	8100 Lang NE	6703 Academy NE
Market Area	NE Heights	SE Heights	NE Heights	North I-25	Far NE Heights
Vacancy at Sale	100%	100%	100%	100%	100%
Seller Use	Office	Church	Office/retail/whse.	Office Inv.	Office
Buyer Use	Office Inv.	Church	Office/retail/whse.	Ultramain	Keller Williams
Land Area in Acres	0.7415	1.2458	1.501	1.607	0.9634
Bldg. Area in GSF	7,851	20,000	24,710	28,700	11,995
Year Built	1977	1960s	1960s	1999	1995
% Office	100%	Similar to office	65%	100%	100%
Floor Area Ratio	24.3%	36.9%	37.8%	41.0%	28.6%
Sale Price/SF	\$73.24	\$75.00	\$80.94	\$94.08	\$104.21
Location Adj.	-5%	+0%	-5%	-15%	-15%
FAR Adj.	+0%	+5%	+5%	+5%	+0%
Building Size Adj.	-5%	+0%	+0%	+0%	-5%
Bldg. Quality Adj.	+5%	+0%	+0%	-10%	-5%
Bldg. Condition Adj.	<u>+5%</u>	<u>-5%</u>	<u>+0%</u>	<u>-5%</u>	<u>-5%</u>
Total Adjustment	+0%	+0%	+0%	-25%	-30%
Adj. Sale Price/SF	\$73.24	\$75.00	\$80.94	\$70.56	\$72.95

Joshua Cannon & Associates, Inc.

The unadjusted sale prices have a range of \$49.93–\$104.21 per square foot. After adjustment, the range narrows to \$70.56–\$80.94 per square foot. The sales are ranked by adjusted price on the following chart.

Improved Sales Ranked by Adjusted Sale Price per Square Foot

<i>Sale</i>	<i>Address</i>	<i>Buyer Use</i>	<i>Adjusted Sale Price per Square Foot</i>
8	8100 Lang NE	Owner-occupied office	\$70.56
2	2400 Wellesley NE	Bern. County health clinic	\$71.27
1	609 Gold SW	Investment office	\$72.40
9	6703 Academy NE	Owner-occupied office	\$72.95
5	8900 Menaul NE	Investment office	\$73.24
4	5901 Indian School NE	Owner-occupied office	\$73.78
3	2121 Osuna NE	Owner-occupied office	\$74.76
6	4800 Lomas NE	Church	\$75.00
7	4900 Menaul NE	Office/retail/whse.	\$80.94
Midpoint:			\$73.24
Average:			\$73.88

Joshua Cannon & Associates, Inc.

The ranked sales show a narrow adjusted price range of \$70.56–\$80.94 per square foot. The midpoint is \$73.24 and the average is \$73.88. After adjustment, all of the sales are considered to be legitimate indicators of the subject value, and the spread is attributed to the normal trading price range for commercial real estate. A final adjustment unique to the subject property is the emergency generator and transfer switch, which were installed new in 2007 at a cost of \$140,000 (\$6.14 per square foot of building area). These improvements are not common to local office buildings, but are marketable to a segment of buyers. They are not sufficiently common to estimate their contributory value using local building sales. The generator and transfer switch were sold and installed by Enterprise Electrical Services, Inc. and David Stewart of that company reports the generator and switch have a salvage value of approximately 20% of replacement cost, or ±\$28,000. This amount is also consistent with my online research of websites that market used back-up generators. This would be their minimum contributory value to the subject, and the probable value is slightly higher.

No one sale merits greater emphasis, and the midpoint/average indicators are considered to provide the best support of the most probable selling price.

In conclusion, a value estimate slightly above the midpoint/average is best supported. The specific estimate of value is \$75.00 per square foot. The total estimate of market value by the Sales Comparison Approach is calculated below.

Building Area in Gross Square Feet	22,815
Estimated Market Value per Square Foot	\$75.00
Indicated Value by Sales Comparison Approach	\$1,711,125
Rounded	\$1,710,000

Income Approach

The premise of the Income Approach is that an informed buyer of an income-producing property will pay no more for the property than its ability to generate net income relative to conventional investment criteria. The Income Approach is a valuation method that estimates the amount of net income and then converts that estimate into a capital value. The following sub-sections identify the individual elements of the Income Approach.

Market Rent Analysis

The subject property is designed for office use and it can support alternative uses, such as a retail/office, church or school. The office market has been contracting in recent years and most leases of larger spaces similar to the subject have been for some type of alternative use. These types of uses can benefit from the subject's arterial frontage and high parking volume, and would likely pay a higher rental rate versus a conventional office tenant.

The following chart contains rental information on six properties. The focus of the research was rented freestanding commercial buildings similar to the subject in location and physical characteristics. Photographs and a location map for the properties are in the *Appendix*.

Comparable Rental Summary Chart

Rental No.	1	2	3
Name	Teacher Heaven	Mars Hill Church	Planet Fitness
Former Building Use	Furniture store in shop. center	Auto Sales/Retail/Spa	Eldorado Shopping Center
Address	2839 Carlisle NE	4700 San Mateo NE	11200 Montgomery NE
Market Area	NE Heights	Far NE Heights	NE Heights
Building Area in SF	15,232	21,680	12,000
Land Area in Acres	In shopping center	2.13	Anchor in shopping center
Floor Area Ratio	±25%	23.37%	±30%
Year Built	1980s	1980s	1970s
Lease Start	2013	2011	2011
Lease Basis	Triple Net	Triple Net	Triple Net
Rental Rate/SF	\$7.00	\$8.50	\$9.00
Escalations	\$0.25/SF/Year	\$0.50/SF/Year	10% every 5 years
Term	5 years	3-year sublease	10 years
Landlord TIs Per SF	\$0	\$0	\$5

Rental No.	4	5	6
Name	Lowe's Call Center	Great Academy Charter Sch.	Former Direct Buy
Former Building Use	AOL/Convergys Call Center	Restaurant/Office/School	Direct Buy
Address	6301 Jefferson NE	6001A San Mateo NE	5500 Wilshire NE
Market Area	North I-25	NE Heights	North I-25
Building Area in SF	63,000	15,040	23,500
Land Area in Acres	±7.25 acres	Anchor in shopping center	2.23
Floor Area Ratio	±20%	±30%	24.21%
Year Built	1998	1980s	1980s
Lease Start	2012	2011	Listing
Lease Basis	Triple Net	Triple Net	Triple Net
Rental Rate/SF	\$9.50	\$12.00	\$9.96
Escalations	\$0.50/SF/Year	3%/year	Negotiable
Term	10 years	5 years	5 years
Landlord TIs Per SF	\$5	\$15	Negotiable

Joshua Cannon & Associates, Inc.

The rentals provide a range of \$7.00–\$12.00 per square foot and following is an analysis of the data.

Rental 1 at \$7.00/SF: This is a recent lease of an anchor shopping center space that was previously occupied by a furniture store. It is a good quality center, but the location is recessed on Carlisle Boulevard, which is under performing the market in the retail sector. The tenant is Teacher Heaven, which markets supplies to the educators. The subject could support a similar use and is a superior property.

- Rental 2 at \$8.50/SF: This is a 21,680-square-foot building on San Mateo Boulevard that was originally constructed as an auto dealership. It was subsequently used for retail and a gym; the most recent user is a church and their lease is a three-year sublease from the gym. This building has superior visibility on San Mateo Boulevard, but the subject has a greater level of interior finishes. The subject could also support a church use. Overall, this is a reasonable indicator of market rent.
- Rental 3 at \$9.00/SF: This is the anchor space in Eldorado Shopping Center at the corner of Montgomery Boulevard and Juan Tabo Boulevard. It was formerly occupied by Page One Books and now improved as a health club. The subject is a potential candidate for health club use, although it would require significant renovation. The subject location and marketability are rated inferior.
- Rental 4 at \$9.50/SF: This is a call center building on Jefferson Boulevard that was recently leased to Lowe's Home Improvement. AOL and Convergys previously used it as a call center. This building is rated superior to the subject in location and quality.
- Rental 5 at \$12.00/SF: This is an anchor space in the Fiesta del Norte Shopping Center at the corner of San Mateo Boulevard and Osuna Road. The two-story, 15,040-square-foot building was originally constructed as a restaurant and later converted to a private school (New Horizon's Computer Learning Center). In 2011 it was leased to the Great Academy Charter School at \$12.00 per square foot. Charter school spaces have higher rents because the building design and finishes must meet institutional building codes. The leasing agent for this space was Helen Strader of Diversified Nationwide Real Estate. Ms. Strader reports the landlord spent approximately \$15 per square foot in tenant improvements for Great Academy and this amount was lowered because of the existing school improvements. She estimates a school conversion from general office space would cost approximately \$30 per square foot. A \$30-per-square-foot tenant improvement amortized over 10 years at 9.0% increases the rent by \$4.67 per square foot. This cost explains the higher rental rate for this space.
- Rental 6 at \$9.96/SF: This is a listing of a vacant building that is reasonably similar to the subject in quality of location and construction. The building was constructed as an office building and later converted to a marketing center for home improvement and renovation products (Direct Buy). This is a listing and not a closed lease, and the indicated subject market rent is lower.

The preceding data support a market rent estimate for the subject of approximately \$8.75 per square foot of building area, or a total annual rent of \$199,631.

Vacancy and Credit Loss

The subject property is designed for single tenant use and will likely be 100% occupied or 100% vacant. The office vacancy rate in the entire metro area is 21.2%, and the rate for the Northeast Heights is 19.6%. These rates will likely trend down as the economy improves and do not reflect long-term vacancy over a typical investment holding period. The subject is well located and its vacancy risk is obviously tied to pricing, but its listing history shows that securing a user for this building is not easily accomplished. Given all of the factors, a stabilized vacancy rate of 12.0% is applied.

Operating Expenses

The subject building is assumed to be rented on a triple net basis with all operating expenses passed through to the tenant. A management fee of 3.0% is deducted.

Replacement Reserves allow for the replacement of short-lived components of the improvements, such as roof covers, exterior wall surfaces, paving, plumbing fixtures, and HVAC equipment. For the purpose of

the appraisal, an estimate is made of the funds necessary to replace these items over a holding period. A common charge for Replacement Reserves is 1% to 3% of effective gross income. The sales used in deriving an overall capitalization rate were analyzed without reserves for replacement, and for consistency, it has not been included in this approach.

Net Operating Income Estimate

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

Estimate of Year One Net Operating Income

	Totals	Per SF
Gross Income		
Market Rent at \$8.75 per Square Foot	\$199,631	\$8.75
Total Gross Income	\$199,631	\$8.75
Less Vacancy @ 12%	<u>\$23,956</u>	<u>\$1.05</u>
Effective Gross Income	\$175,676	\$7.70
Expenses		
Management at 3.0%	<u>\$5,270</u>	<u>\$0.23</u>
Total Expenses	\$5,270	\$0.23
Net Operating Income Estimate	\$170,405	\$7.47

Direct Capitalization

Ideally an overall rate is developed by analysis of recent transactions in the market involving relatively similar properties. The following chart provides a summary of overall rates extracted from recent sales of investment properties in the Albuquerque metro area. The sales include a mix of retail, office and industrial buildings. The overall rates extracted from office (or predominantly office) buildings are highlighted in bold.

Albuquerque Metro Area Building Sales Providing Overall Capitalization Rates

<i>Sale</i>	<i>Address</i>	<i>Type</i>	<i>Sale Price</i>	<i>Sale Date</i>	<i>Overall Rate</i>	<i>Comments</i>
1	6670 Indian School NE	Retail	\$2,590,000	May-13	7.00%	Sale/leaseback of Pier 1 Imports store with new 10 year t-net lease. 10%/5 yr bumps.
2	6240 Paseo del Norte NE	Restaurant	\$1,845,000	Feb-13	7.15%	New Freddy's Frozen Yogurt & Steak Burgers. 15-year lease with 10% escalations every 5 years.
3	6230 Paseo del Norte NE	Retail/ Dental	\$2,550,000	Feb-13	7.25%	New 2-tenant building in front of Lowe's leased to Verizon & Pacific Dental.
4	1720 Juan Tabo NE	Retail	\$930,000	Sep-12	7.75%	Strip retail center built in 1985. 100% occupancy typical.
5	9370 Coors NW	Retail	\$1,620,000	Dec-12	7.92%	Strip retail center built in 2003. 84% occupied with local tenants.
6	840 Juan Tabo NE	Restaurant	\$1,650,000	Jun-12	8.10%	Good quality Village Inn restaurant under corporate lease with 10+ year term. 20-plus year old bldg.
7	1424 Deborah, Rio Rancho	Office	\$875,000	Aug-12	8.32%	Older multi-tenant office building and buyer anticipated improving NOI.
8	2600 American, Rio Rancho	Office	\$5,600,000	Jan-10	8.34%	Good quality Class A office property with history of 100% occupancy.
9	6220 Paseo del Norte NE	Retail	\$2,600,000	May-11	8.35%	This is a new two-tenant retail building on a pad in front of Lowe's. Tenants are Mattress Firm & Sprint.
10	11201 Montgomery NE	Retail	\$7,300,000	Mar-12	8.36%	Neighborhood shopping center anchored by Sunflower market. Built 1980.
11	1121 Unser, Rio Rancho	Retail	\$2,992,500	May-12	8.38%	New multi-tenant retail center 100% occupied by regional and national tenants. On pad in front of new theater.
12	1300 Eubank SE	Office/ Industrial	\$15,600,000	Aug-11	8.41%	Good quality single tenant office/industrial/lab building under a new 10-year lease to Raytheon.
13	1740 Grande, Rio Rancho	Office	\$1,988,406	Apr-12	8.57%	Good quality multi-tenant office building.
14	2240 Grande, Rio Rancho	Medical Office	\$950,000	Sep-12	8.62%	New office condominium in a good quality office park in Rio Rancho. The building has a new 7-year lease to a medical tenant.
15	4301 Carlisle NE	Office	\$305,000	Jul-12	8.74%	Lower-quality three-tenant older office building with some deferred maintenance. Buyer anticipates increasing NOI.
16	10555 Montgom. NE	Office	\$1,450,000	Aug-11	8.79%	Good quality two-tenant office building.
17	10701 Montgomery NE	Office/ Restaurant	\$2,900,000	Dec-11	9.10%	Average quality multi-tenant office complex plus freestanding restaurant. Buyer is tenant and owns adjoining property.
18	5971 Jefferson NE	Office	\$1,700,000	Apr-13	9.21%	Single tenant sale/leaseback to regional tenant on 8-year lease with 2%/yr escalations. Rent is above market. Built in 1989.
19	5401 Central NW	Retail	\$1,850,000	Jun-11	9.30%	Older 22,944 SF retail center anchored by Family Dollar. Constructed circa 1960.
20	1803 Louisiana NE	Office	\$575,000	Dec-11	9.39%	Fair- to average-quality two-story office complex at 90.5% occupancy. Built in the 1970s.
21	2400 Louisiana NE AFC #4	Office	\$2,300,000	May-13	9.41%	Single tenant sale/leaseback to regional tenant on 7-year lease with no escalations. Rent is above market. 33-yr-old bldg.
22	9400 Menaul NE	Automotive	\$500,000	Dec-12	9.59%	Suburban arterial 1,860 SF property leased to Allstate Corporate as a claims center. High rental rate of \$25.64/SF triple net increased investment risk.
23	2417 Aztec NE	Industrial	\$2,175,000	Nov-11	10.03%	Single tenant industrial with five-year triple net lease. Rental rate is above market and this increased cap rate.
24	2525 San Pedro NE	Retail	\$315,000	Nov-12	10.48%	Older single-tenant retail building. Lease expires in two years and rent may decline.

Joshua Cannon & Associates Inc.

The preceding data provides a range of 7.00%–10.48%, and there is a logical progression based upon the perceived income risk, duration and pattern. Retail and restaurant buildings under long-term triple net leases are clearly the preferred investment and these have the lowest rates. Conversely, non-retail single-tenant buildings with above-market rents represent the high end of the range. The income stream at these properties could be difficult to replace if the tenant vacates (and possibly at lease renewal) and overall rates are logically higher. The eleven office buildings in the data set have a cap rate range of 8.32%–9.41%, with an average of 8.72% and a midpoint of 8.74%. The subject is an older office building with a higher risk level and an overall rate of 9.00% is supported.

Lease-Up Expenses

The subject property is 100% vacant and an investment buyer would incur expenses to lease up the property. The subject is assumed to have a five-year lease and it is typical in a new lease for the landlord to provide new carpet, paint and some minor partitioning. The landlord's tenant improvements expense is estimated at \$5.00 per square foot. The leasing commission is estimated at 6.0% and the lease-up period is estimated at six months.

Conclusion of Income Approach

The Income Approach combines the estimates in the preceding sub-sections as follows to estimate the market value of the subject property.

Estimate of Stabilized Net Operating Income	\$170,405
Overall Capitalization Rate	<u>9.00%</u>
Estimated Value at Stabilized Occupancy	\$1,893,389
Less Landlord Tenant Improvements at \$5.00/SF	-\$114,075
Less Leasing Commission at 6.0%	-\$58,178
Less Lost Rent During Six-Month Lease-Up	<u>-\$100,386</u>
Estimate of Market Value by the Income Approach	\$1,620,750
Rounded	\$1,620,000

Reconciliation

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

Cost Approach	\$2,620,000
Sales Comparison Approach	\$1,710,000
Income Approach	\$1,620,000

The Cost Approach is significantly higher than the other approaches; however, no deduction was made in the analysis for functional and economic obsolescence. The subject property suffers from both forms of obsolescence and this creates the large spread in the value estimates. The Cost Approach is given no emphasis in the final estimate of value.

The lowest value indication is from the Income Approach and this is consistent with current market conditions. The recession has caused a decrease in rents and occupancy rates, plus obtaining financing for investment buildings is difficult. This has depressed the value of investment office buildings. Low interest rates have improved the economics of owning versus renting, and this works to increase the spread in values between owner-occupied and investment buildings. An investor is not the most probable buyer and the value indication by the Income Approach is considered to be less than the achievable value.

The Sales Comparison Approach contains current sales of buildings that are similar to the subject property and this is clearly the best supported approach. It is given the greatest weight in the final value estimate.

Finally, the subject property is under contract to be purchased for \$1,653,000. This price was negotiated in mid-2012, or more than a year prior to this appraisal and market conditions have improved slightly during this period. This is consistent with the market data in the appraisal.

Based upon the preceding data and analysis, the final estimate of market value is \$1,710,000.

Marketing/Exposure Time

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

Certification

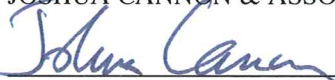
This certifies that the estimated market value of the subject property, as of September 13, 2013, is One Million Seven Hundred and Ten Thousand Dollars (\$1,710,000).

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

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



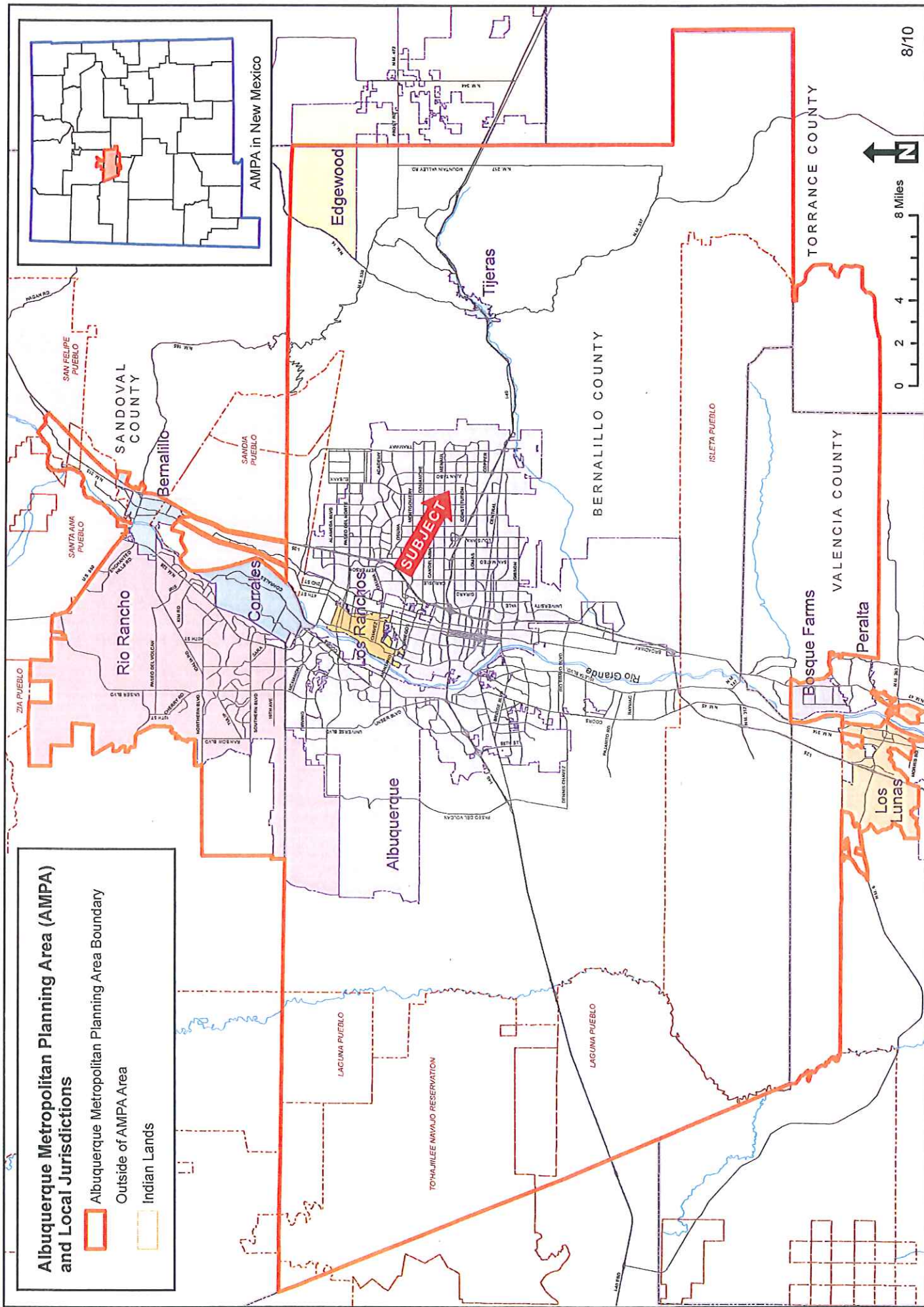
Joshua Cannon, MAI

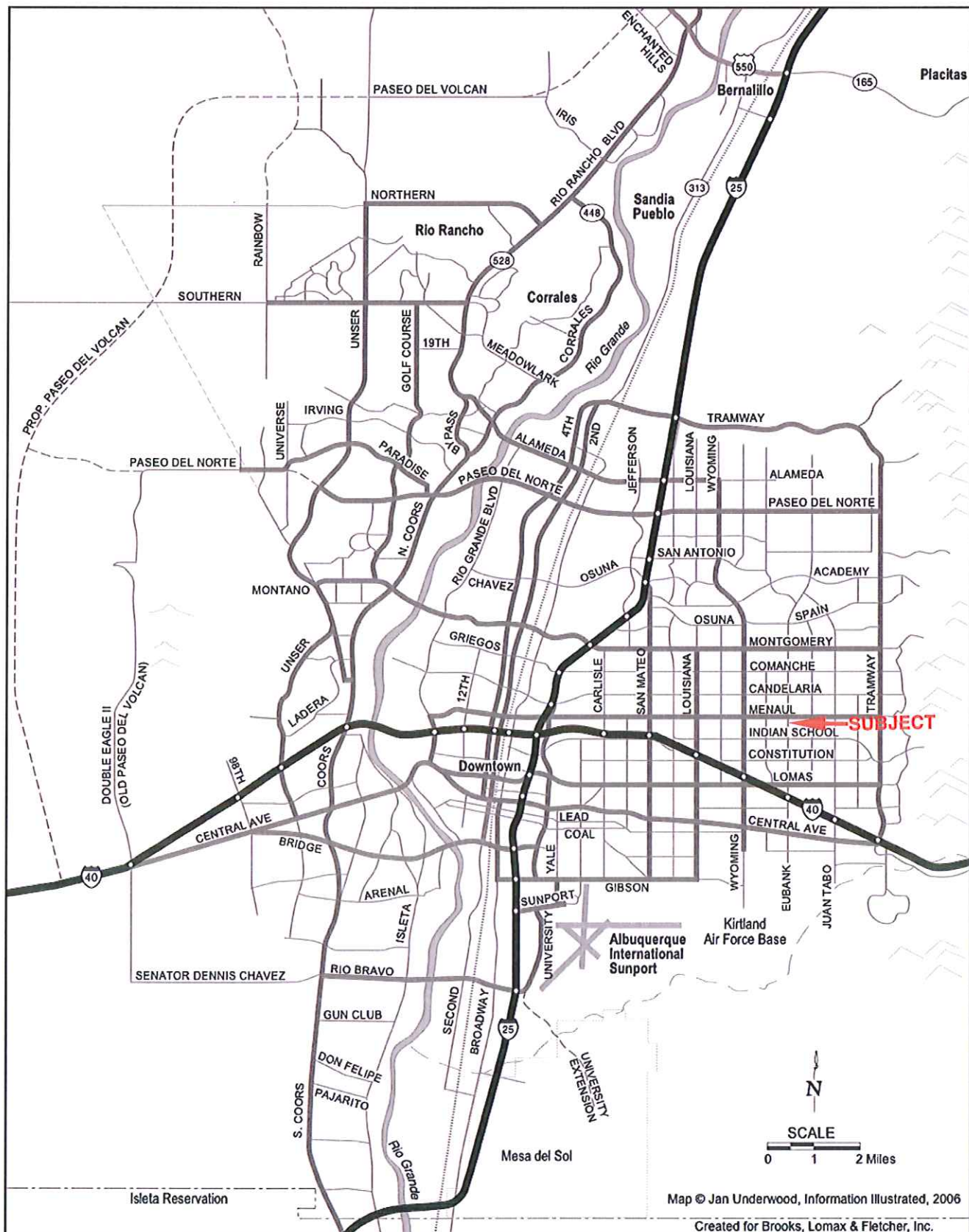
9-18-13

Date

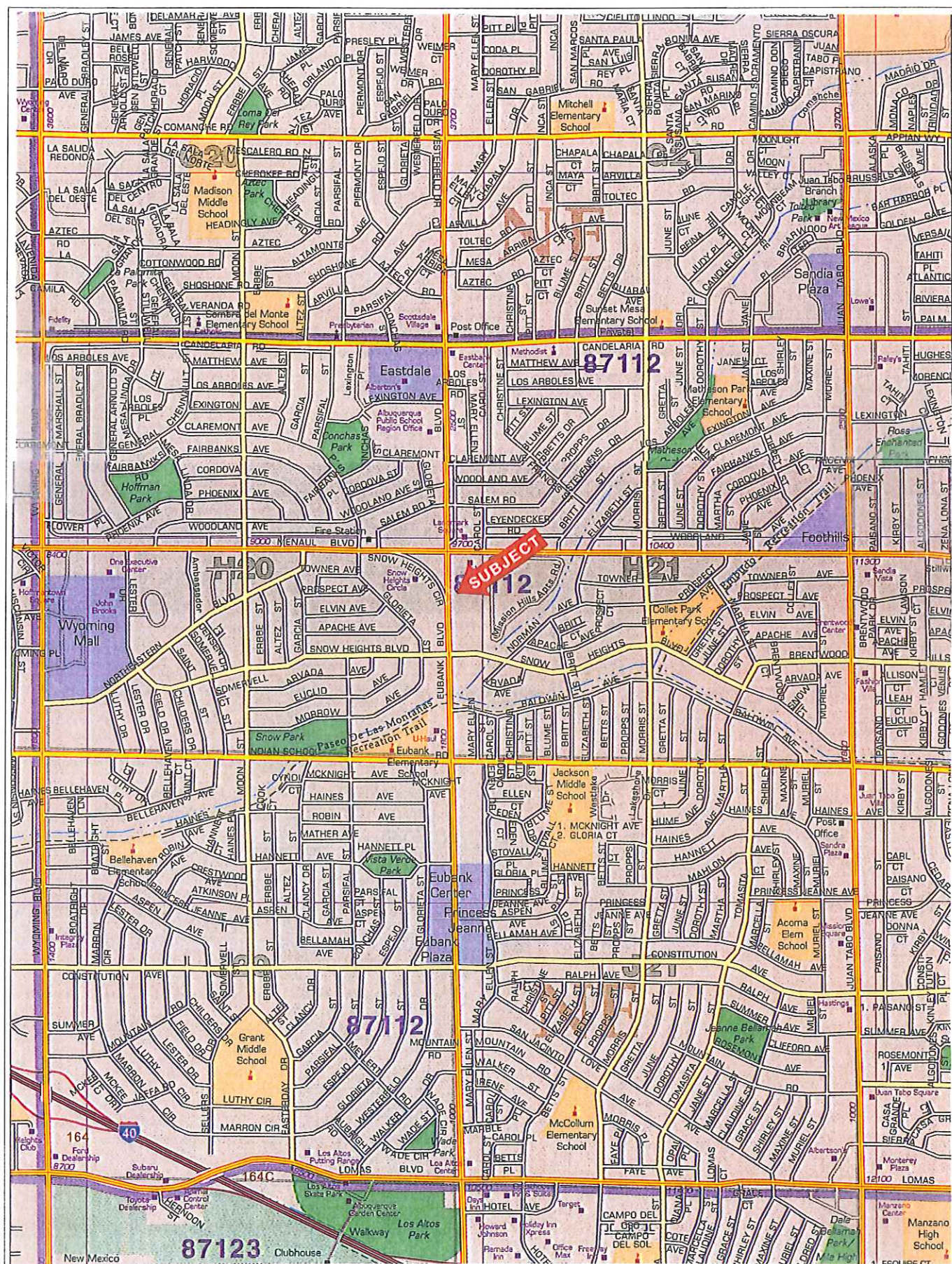
Appendix

Appendix A

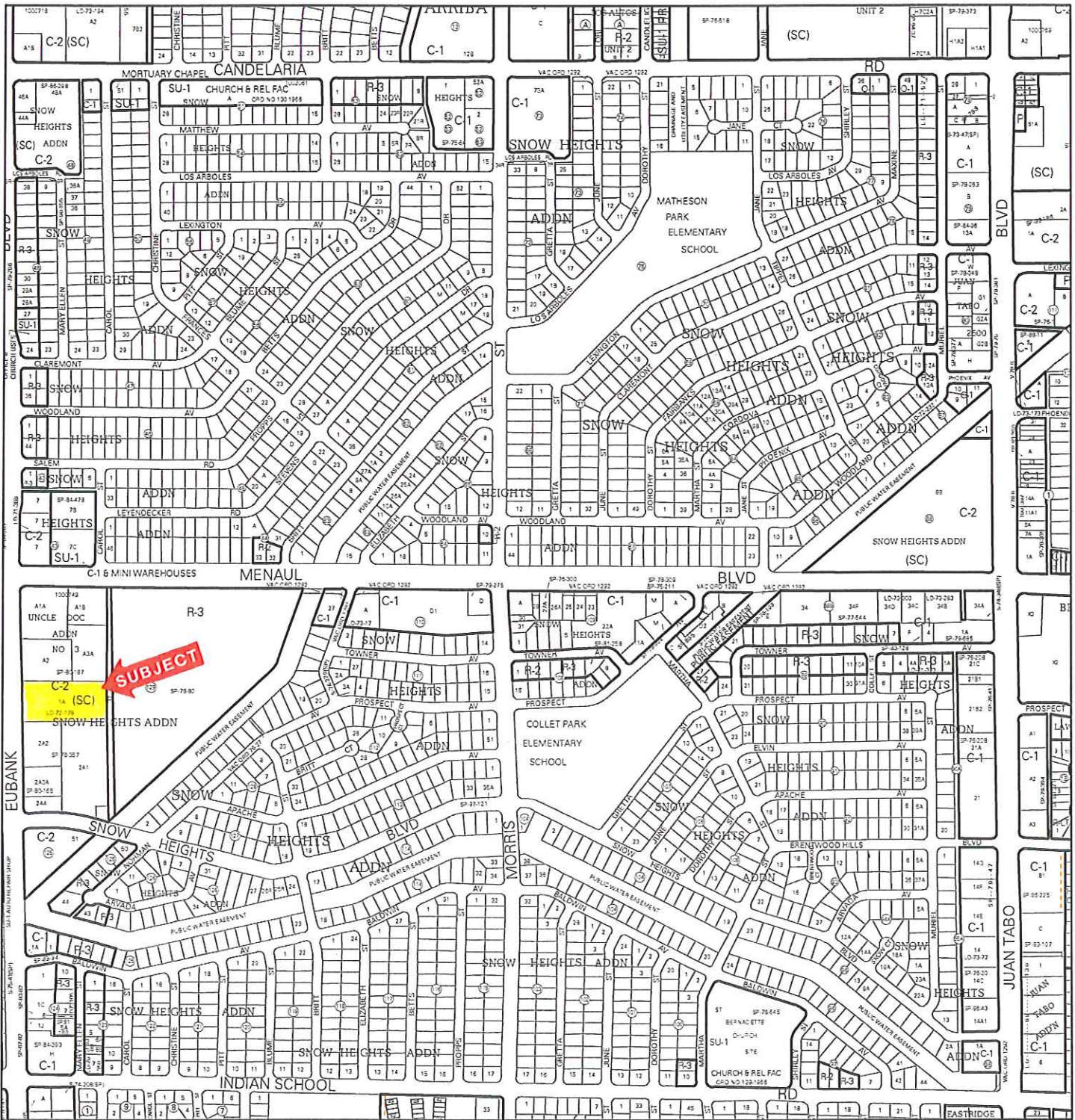




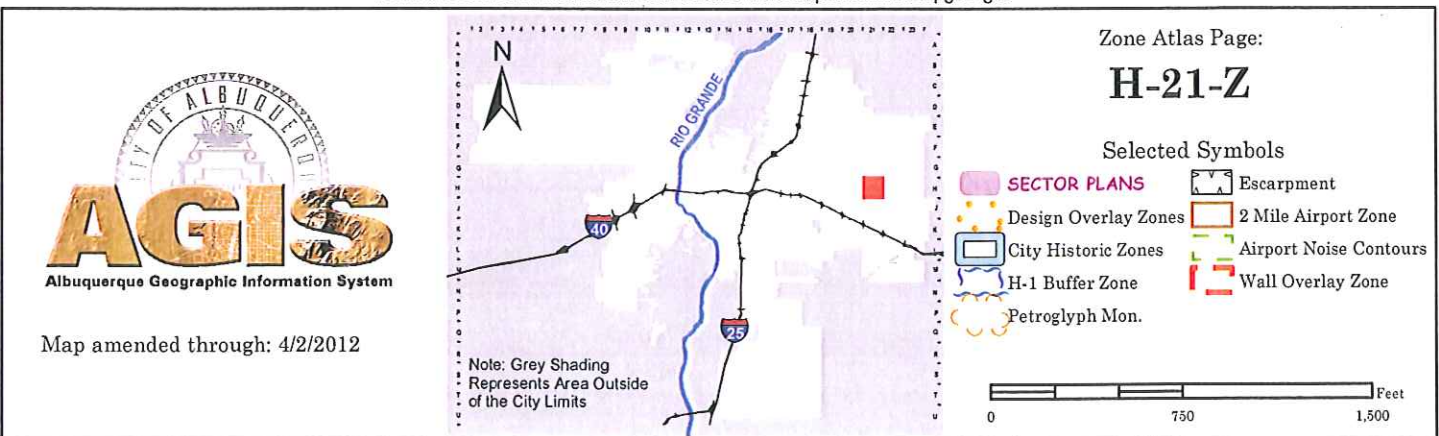
Albuquerque Area



Neighborhood Map



For more current information and details visit: <http://www.cabq.gov/gis>



Appendix B

M14316

PLAT OF
LOT 1-A IN BLOCK 129
SNOW HEIGHTS
AN ADDITION TO THE CITY OF
ALBUQUERQUE, NEW MEXICO

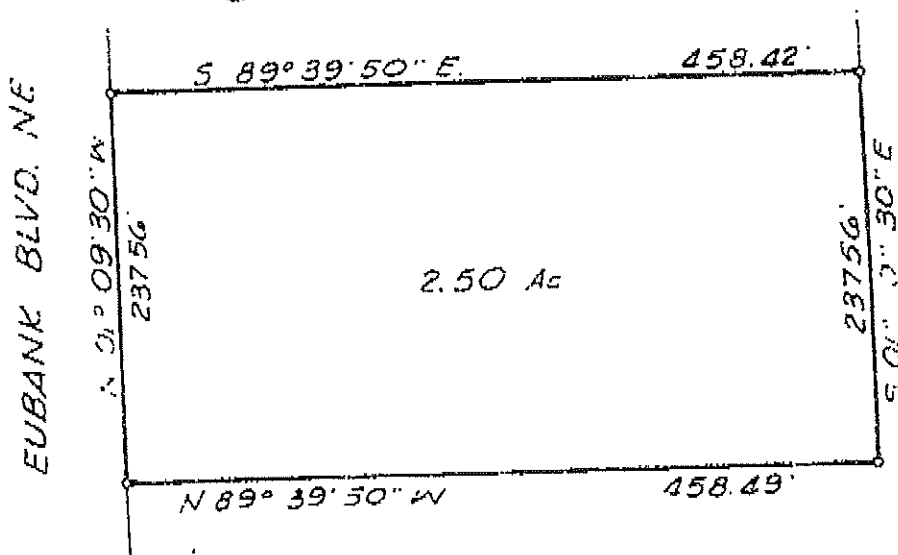
State of New Mexico
County of Bernalillo
This instrument was filed for record on

APR 13 2012
R. J. ...
...

Un-le Doc Add. No. 3

New
ereby
s
y me
rvision
rue
of

ell



pool of land situate within the City Limits of the City of Albuquerque, being identified as a Portion of Lot numbered One (1) in Block numbered seven-nine (129) of Snow Heights, an Addition to the City of Albuquerque, the name is shown and designated on the Map of said Addition filed in the the County Clerk of Bernalillo County, New Mexico, on December 31, 1955, being Twenty-two (22) feet in width comprising a Portion of Eubank Street as created by City Ordinance 1292, and being more particularly described by as follows:

1. A TIE at the West Southerly Point of said Lot 1, Block 129 of Snow Heights on said plat, and being the point of intersection of the Easterly right-of-way line of said lot and the Northerly right-of-way line of Snow Heights; thence, S 47° 35' 45" E, 2.09 feet distance to a point; thence, S 518.45 feet distance to the Southeast corner and real point of beginning of the parcel herein described; thence, S 458.49 feet distance to the Southwest corner of the parcel herein described; thence, a point on the Easterly right-of-way line of Eubank Boulevard NE; thence, S 237.56 feet distance along the said Easterly right-of-way line of Eubank Boulevard NE to the Northwest corner of the parcel herein described; thence, S 458.42 feet distance to the Northeast corner of the parcel herein described; thence, S 237.56 feet distance to the Southeast corner and place of beginning of the parcel herein described.

86-117



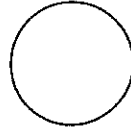
CLAUDIO VIGHI
ARCHITECTS

1801 Rio Grande Boulevard, N
Albuquerque, New Mexico
Phone: (505) 842-1113
Fax: (505) 842-1330

COMPONENTS OF INSTRUMENTS OF SERVICE
All design, construction, and construction administration services shall be provided by the Architect. The Architect shall be responsible for the coordination of all design and construction services. The Architect shall be responsible for the coordination of all design and construction services. The Architect shall be responsible for the coordination of all design and construction services.

CONSULTANTS

PROFESSIONAL SEAL



CHARTER BANK

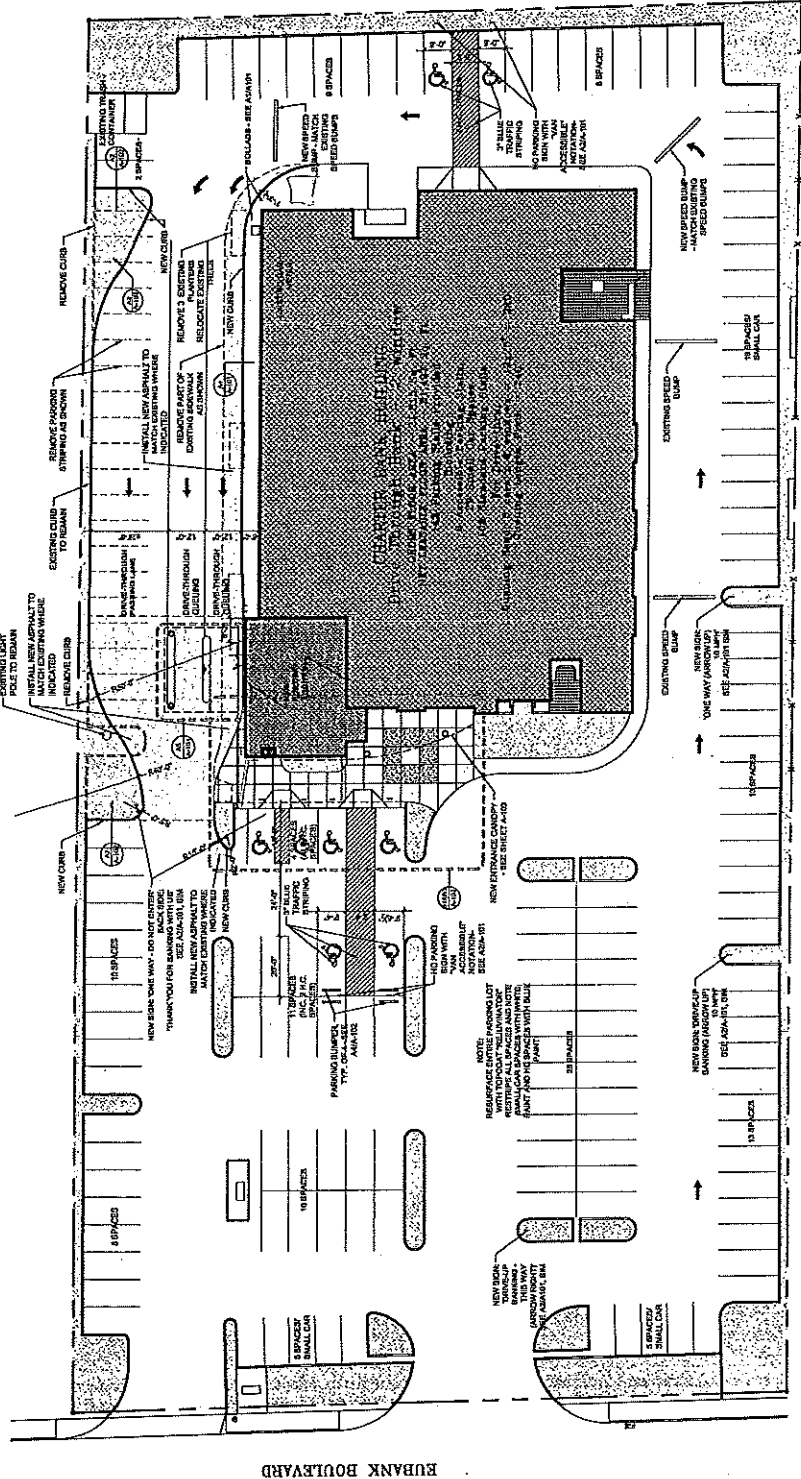
ADDITION AND
INTERIOR REMODEL
2130 EUBANK, NE
ALBUQUERQUE, NEW MEXICO

DATE	DESCRIPTION
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00
10/1/00	10/1/00

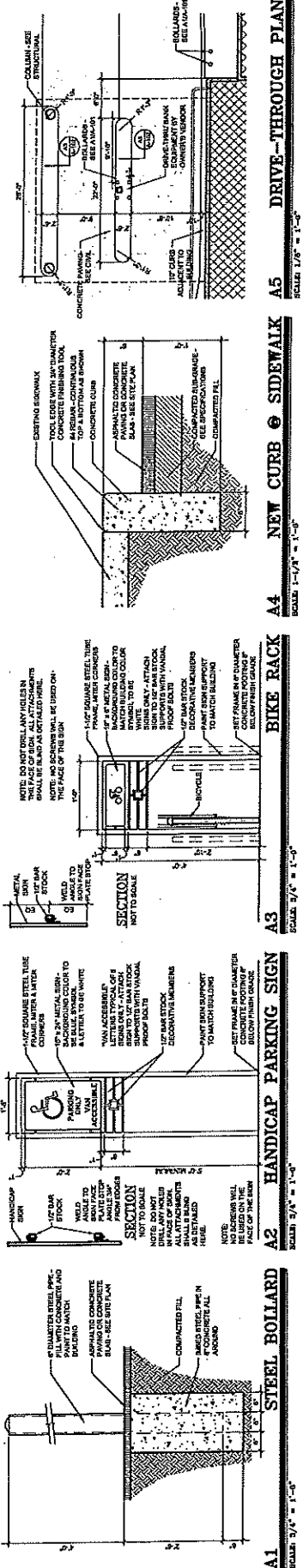
PROJECT NUMBER	001
OWNER	CHARTER BANK
ARCHITECT	CLAUDIO VIGHI ARCHITECTS
DATE	10/1/00

ARCHITECTURAL
SITE PLAN

SHEET NUMBER
A-101



SITE PLAN





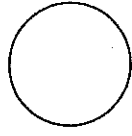
CLAUDIO VIGIL
ARCHITECTS

1801 Rio Grande Boulevard, N.W.
Albuquerque, New Mexico
Phone: (505) 642-1113
Fax: (505) 642-1330

OWNERSHIP OF INSTRUMENTS OF SERVICE
All design, engineering, drafting, specifications
and construction documents prepared by Claudio Vigil Architects, P.C.
are the property of Claudio Vigil Architects, P.C.
and shall remain the property of Claudio Vigil Architects, P.C.
and shall not be used, copied, reproduced, or otherwise
transmitted in any form, including the
electronic form, without the written consent of
Claudio Vigil Architects, P.C.

CONSULTANTS

PROFESSIONAL SEAL



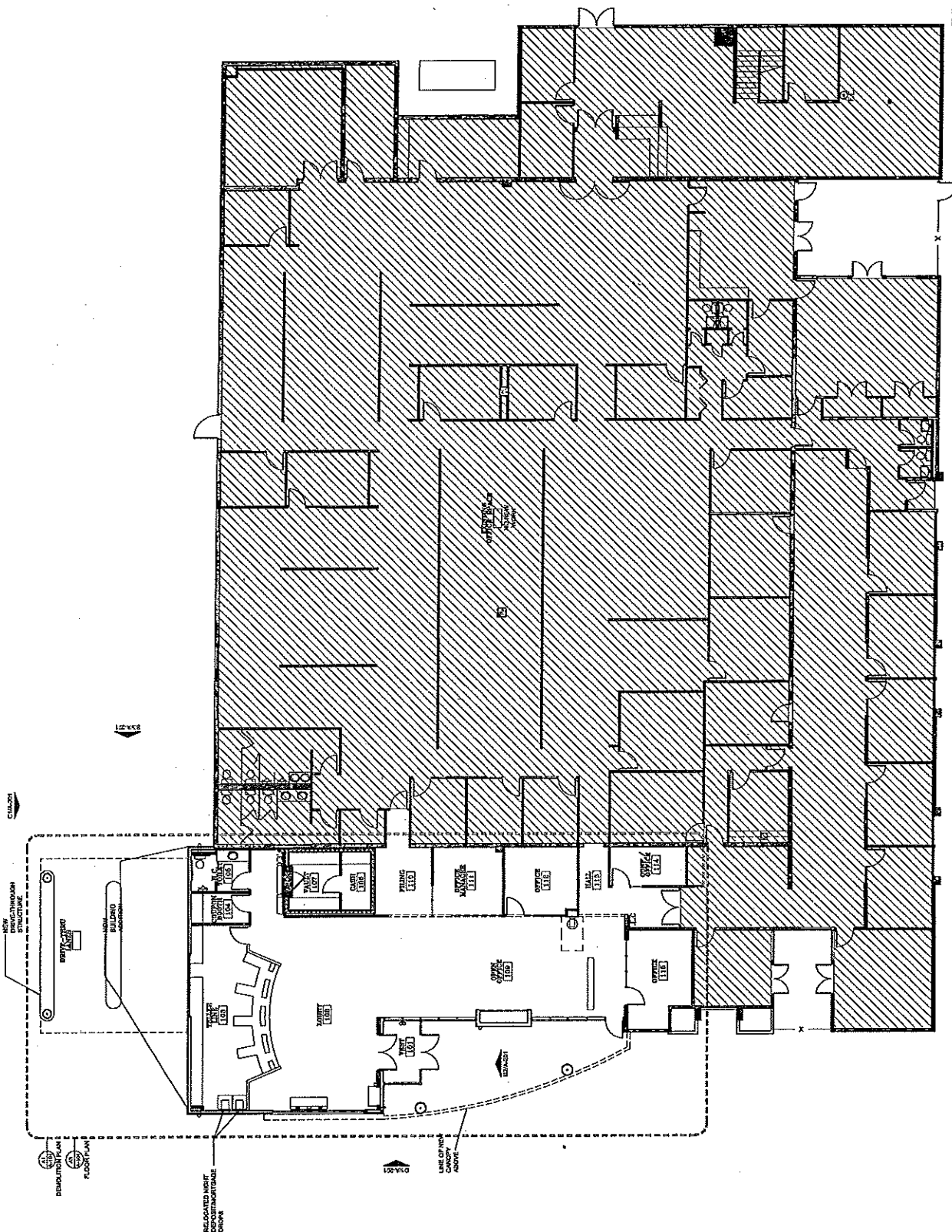
CHARTER BANK

ADDITION AND
INTERIOR REMODEL
2130 KUBARK N.E.
ALBUQUERQUE, NEW MEXICO

DATE	DESCRIPTION
1/1/00	PROJECT INITIATION
2/1/00	PRELIMINARY DESIGN
3/1/00	SCHEMATIC DESIGN
4/1/00	DESIGN DEVELOPMENT
5/1/00	CONCEPTUAL DESIGN
6/1/00	ARCHITECTURAL DESIGN
7/1/00	MECHANICAL DESIGN
8/1/00	ELECTRICAL DESIGN
9/1/00	PLUMBING DESIGN
10/1/00	FINAL DESIGN
11/1/00	CONSTRUCTION ADMINISTRATION
12/1/00	PROJECT COMPLETION

REFERENCE
FLOOR PLAN

CHARTER BANK
A-103



A2

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

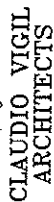
REFERENCE FLOOR PLAN

INDEX NUMBER
C-102



PLAN

[illegible]

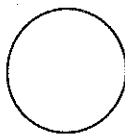


801 Rio Grande Boulevard, N.E.
Albuquerque, New Mexico
Phone: (505) 842-1113
Fax: (505) 842-1330

EXEMPTED FROM AUTOMATIC DECLASSIFICATION
 This document contains information that is exempted from automatic declassification under Executive Order 13526, 66 FR 58305, 10/17/01. The information is exempted from automatic declassification because it is (1) information that is specifically identified by statute as exempt from automatic declassification, (2) information that is specifically identified by Executive Order as exempt from automatic declassification, or (3) information that is specifically identified by this document as exempt from automatic declassification. The information is exempted from automatic declassification for the period of 10 years from the date of the last declassification review of this document. The information is exempted from automatic declassification for the period of 10 years from the date of the last declassification review of this document.

CONSULTANTS

PROFESSIONAL SEAL



CHARTER BANK
ADDITION AND
INTERIOR REMODEL
2130 KUBARK N.E.
ALBUQUERQUE, NEW MEXICO

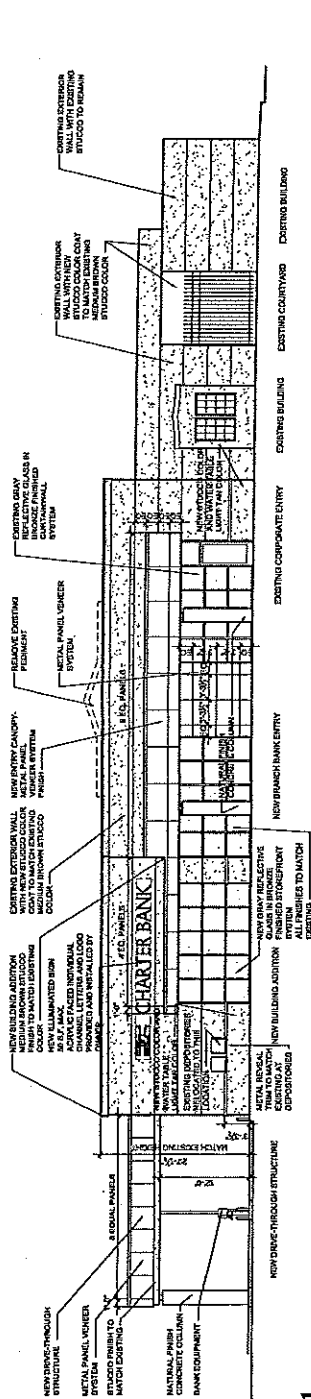
[illegible]

060	000
IMPROVED ELECTRICAL	000
DRAWING FILE 238-CHARTER BLANK FORT 150	000
NEW YORK	000
CHECK IT	000
CLAUDE W. L. AND WHITE OTB 20	000
DATE:	000
MAY 2 70	000

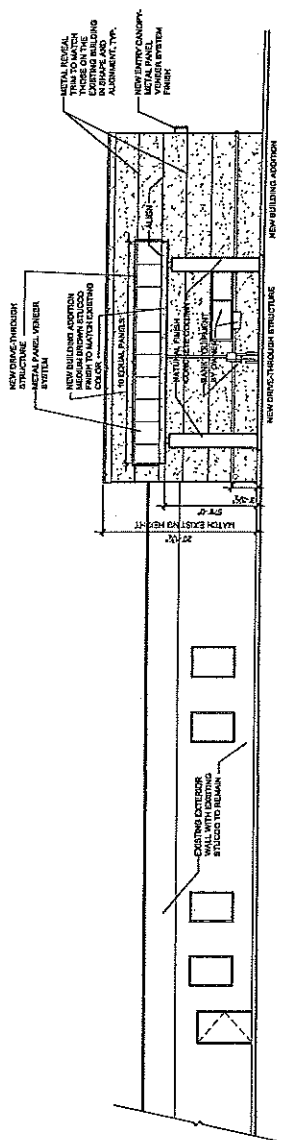
SECRET TITLE
EXTERIOR
ELEVATIONS

A-201

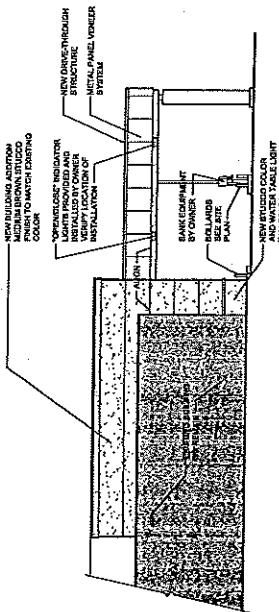
WEST ELEVATION



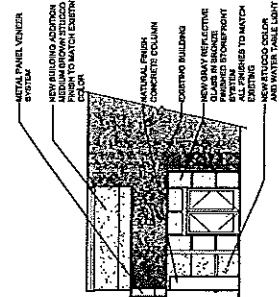
NORTH ELEVATION

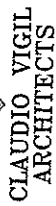


PARTIAL EAST ELEVATION



B2 PARTIAL SOUTH ELEVATION
YAN COLOR





1201 Rio Grande Boulevard, N.W.
Albuquerque, New Mexico
Phone: (505) 842-1113
Fax: (505) 842-1330

OWNERSHIP OF INSTRUMENTS OF SERVICE
All plans, concepts, details, specifications
drawings, computer files, field data, notes
and other documents prepared by Claudio Vigi Architects, P.C.
as instruments of service shall remain
the property of Claudio Vigi Architects,
P.C. Claudio Vigi Architects, P.C. shall
retain all common law, statutory and
other reserved rights, including the
copyright therein.

CONSULTANTS

PROFESSIONAL SEAL.



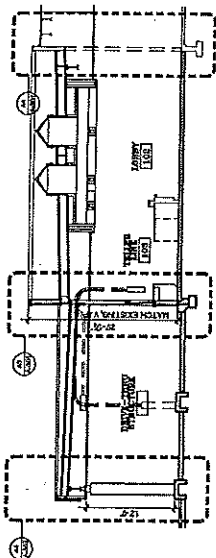
CHARTER BANK
ADDITION AND
INTERIOR REMODEL
 2130 EURANE N.E.
 ALBUQUERQUE, NEW MEXICO

[illegible]

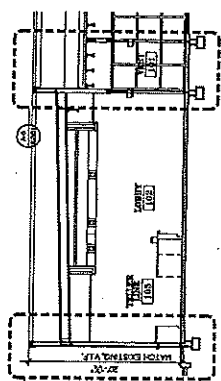
PROJECT NUMBER	00288
DRAWING BY	BRADING PETERSON-CHARTEMBRAND-FOOT-1-DWG
DATE	01
BY	01
DESCRIPTION	CLAUDIO VOL ARCHITECTS 2006
DATE	MAY 5, 2006

**BUILDING SECTIONS
WALL SECTIONS**

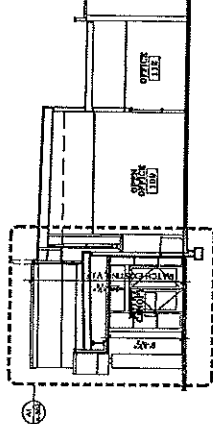
PORT NUMBER
A-301



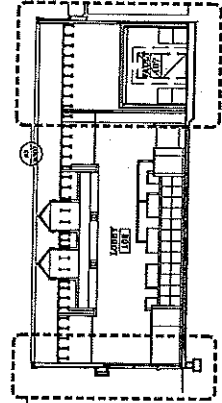
BUILDING SECTION



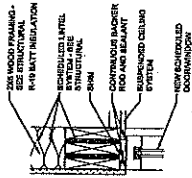
BUILDING SECTION



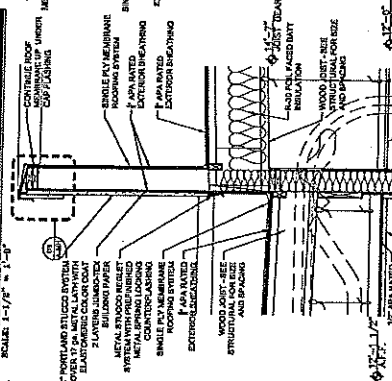
BUILDING SECTION



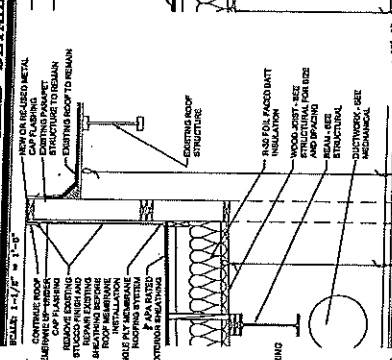
BUILDING SECTION



PARAPET DETAIL

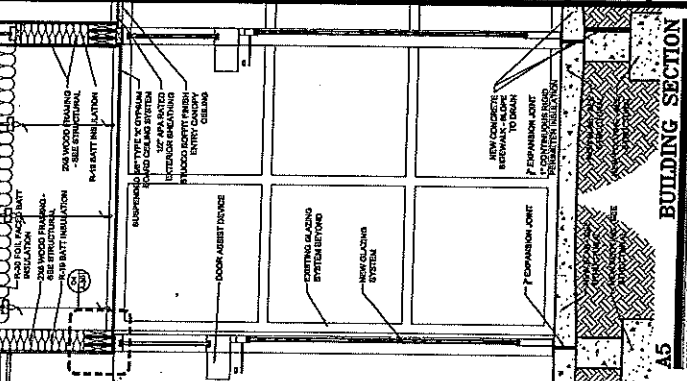
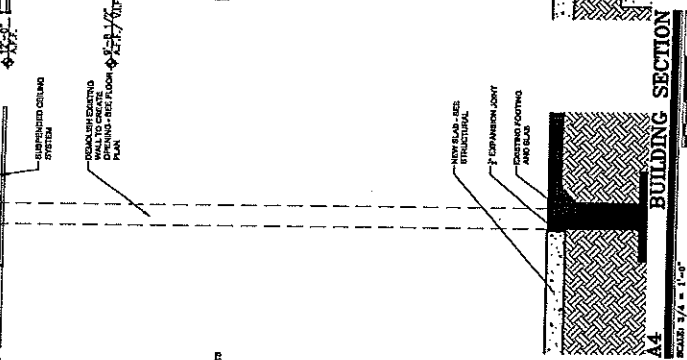
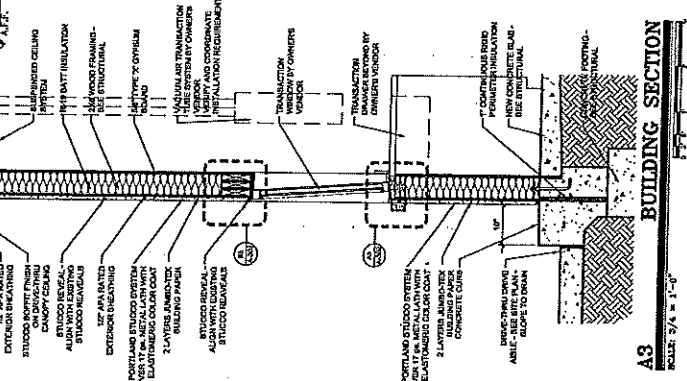


HEAD DETAIL



BUILDING SECTION

BUILDING SECTION





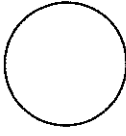
CLAUDIO VIGLI
ARCHITECTS

1801 Rio Grande Boulevard,
Albuquerque, New Mexico 87102
Phone: (505) 842-1119
Fax: (505) 842-1330

FOR THE PROJECT OF IMPROVEMENT OF THE
EXISTING BUILDING, THE ARCHITECT HAS
PREPARED THESE DRAWINGS, BASED ON THE
INFORMATION PROVIDED BY THE CLIENT AND
THE RESULTS OF HIS VISUAL INSPECTION OF
THE BUILDING. THE ARCHITECT HAS NOT
PERFORMED A STRUCTURAL ANALYSIS OF
THE BUILDING, NOR HAS HE DETERMINED
THE EXISTING STRUCTURE'S ABILITY TO
SUPPORT THE PROPOSED ADDITION.

CONSULTANTS

PROFESSIONAL SEAL

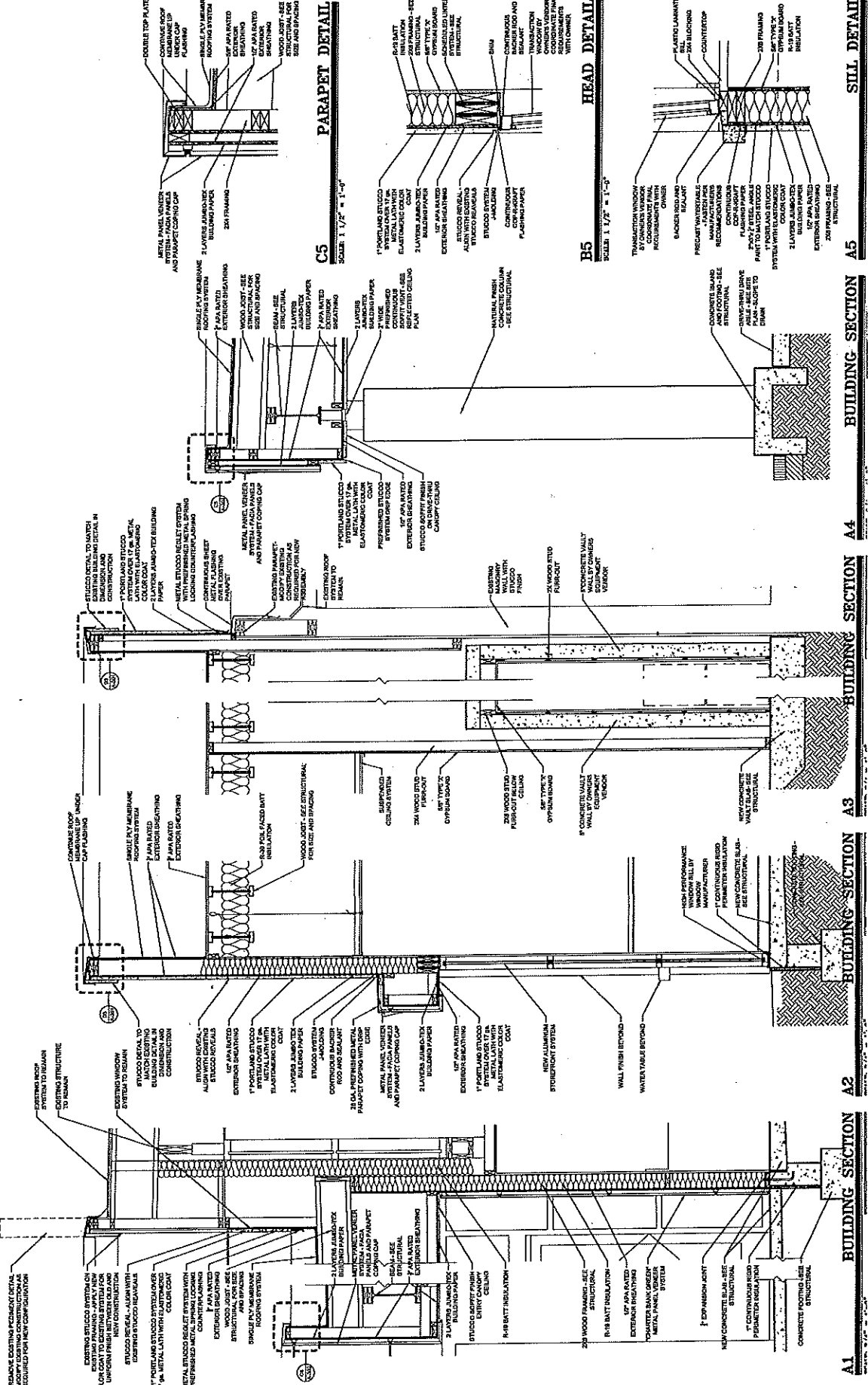


CHARTER BAN

ADDITION AND
INTERIOR REMODEL
2150 EDUARD N.E.
ALBUQUERQUE, NEW MEX

DATE	DESCRIPTION
1/1/00	PRELIMINARY
2/1/00	FINAL
3/1/00	REVISION
4/1/00	REVISION
5/1/00	REVISION
6/1/00	REVISION
7/1/00	REVISION
8/1/00	REVISION
9/1/00	REVISION
10/1/00	REVISION
11/1/00	REVISION
12/1/00	REVISION

SHEET TITLE
WALL SECTIONS
SHEET NUMBER
A-302



A1

BUILDING SECTION

A2

BUILDING SECTION

A3

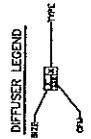
BUILDING SECTION

A4

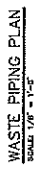
BUILDING SECTION

A5

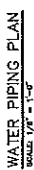
SILL DETAIL



MECHANICAL/ROOF DRAIN PLAN
SCALE: 1/8" = 1'-0"



WASTE PIPING PLAN
SCALE: 1/8" = 1'-0"



WATER PIPING PLAN
SCALE: 1/8" = 1'-0"

LOCATION:
2 MAY CONT.
3' VTR.
1' CW AND 1' HE TO EXISTING WATER LINES AND CONNECT. VERIFY LOCATION.
1' CW AND 1' HE DOWN IN WALL TO FUTURE AND CONNECT.
1' CW DOWN IN WALL TO FUTURE AND CONNECT.
1' CW DOWN IN WALL TO FUTURE AND CONNECT.
TRAP PRICES IN WALL WITH ACCESS PANEL. DROP 1' CW DOWN TO DE

[illegible]

	A	B	RA
PRICE ESD			
PRICE SOD			
PRICE NO SERIES			
24" X 34" FRAME			
12" X 12" FRAME			

80. FT. X 1 CM/20. FT. = 372 CM

06-000000

1. $\frac{1}{2} \leq \frac{1}{2} \leq \frac{1}{2}$

[illegible]

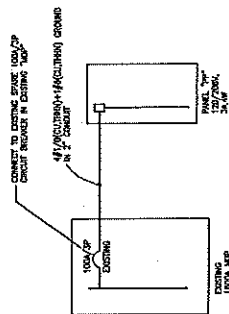
ALL ELEVATIONS SHALL BE VERIFIED AT THE JOB SITE.
PUMPINGS CONTRACTOR SHALL PAY ALL FEES, PERMITS AND CHARGES IN CONNECTION WITH THIS WORK.
THE CONTRACTOR SHALL VERIFY ALL EXISTING BUILDINGS AND FOUNDATION CONDITIONS PRIOR TO CONSTRUCTION.
THE CONTRACTOR SHALL SUPPLY FOR APPROVAL SIX COPIES OF SHOP DRAWINGS AND SPECIFICATIONS TO THE ARCHITECT AND TO THE ENGINEER. THE CONTRACTOR SHALL COMPLETELY IDENTIFY THE MATERIALS ON EXHIBENT TO BE INSTALLED.
ALL WATER PIPING SHALL BE RUN ON THE HEATED SIDE OF BUILDING. ALL WATER PIPING SHALL BE RUN ON THE HEATED SIDE OF BUILDING. ALL WATER PIPING SHALL BE RUN ON THE HEATED SIDE OF BUILDING. ALL WATER PIPING SHALL BE RUN ON THE HEATED SIDE OF BUILDING.

1. ALL WELDING TO BE #12 THIN/JOHN COPPER AND ALL CONDUIT TO BE 1/2" EMT UNLESS NOTED OTHERWISE.

1. ALL WIRING TO BE #12 THHN/DMN COPPER AND ALL CONDUIT TO BE 1/2" EMT UNLESS NOTED OTHERWISE.
2. ALL ELECTRICAL TO MEET NATIONAL, STATE AND LOCAL CODES.



POWER & SPECIAL SYSTEMS PLAN

[illegible]

PARTIAL RISER DIAGRAM

EXISTING SEWER IS 1800A 170 DIRM IN DIA



CLAUDIO VIGIL
ARCHITECTS

501 Rio Grande Boulevard, N.W.
Albuquerque, New Mexico
Phone: (505) 842-1113
Fax: (505) 842-1330

OWNERSHIP OF INSTRUMENTS OF SERVICE
I design concepts, details, specifications,
plans, computer files, field data, notes
and other documents and instruments
respected by Claudio Vigi Architects, P.C.
the instruments of service shall remain
the property of Claudio Vigi Architects,
Claudio Vigi Architects, P.C. shall
retain all common law, statutory and
other reserved rights, including the
copyright therein.

CONSULTANTS

AED
Allied Engineering
and Design Inc.

5101 Davis Blvd., NW
Suite 200
Albuquerque, New Mexico 87120
(505) 261-1700
(inquiries@aedi.com)

PROFESSIONAL SEAL



CHARTER BANK
ADDITION AND
TENANT IMPROVEMENT
2130 EUBANK N.E.
ALBUQUERQUE, NEW MEXICO

NO	NAME	DATE
1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46
47
48
49
50
51
52
53
54
55
56
57
58
59
60
61
62
63
64
65
66
67
68
69
70
71
72
73
74
75
76
77
78
79
80
81
82
83
84
85
86
87
88
89
90
91
92
93
94
95
96
97
98
99
100

PROJECT NUMBER
DRAWING TITLE
DRAWN BY
CHECK BY
CONTRACT
DATE

**POWER/SPECIAL
SYSTEMS PLAN & RISE**

SHEET NUMBER
F-102

D.R.B. ELECTRIC, INC.
1141 Linden Ave. 27125
3401 Second Street SW
Albuquerque, NM 87103
(505) 877-4500 fax (505) 875-8333

KEYED NOTES

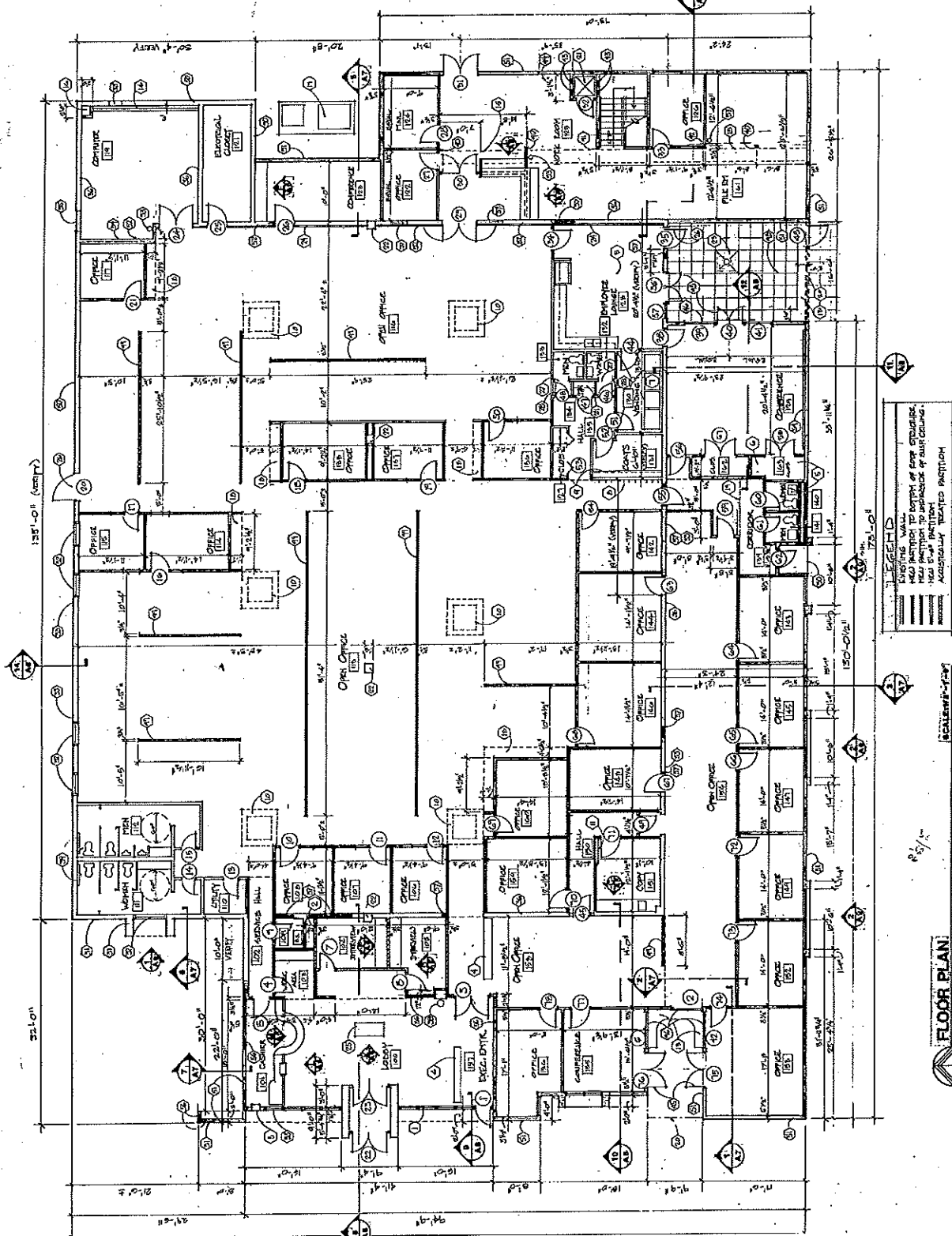
- [illegible]

CONTRACT NO.

1. STAIRS AND STAIRWAYS ARE LOCATED ABOVE THAT ARE TO BE REMOVED. MEETS ALL REQUIREMENTS FOR BUILDING CODES.
2. ALL INTERIOR EXISTING MASONRY WALLS TO BE DEMOLISHED AND THE FLOOR JOISTS TO BE REINFORCED WITH STEEL BEAMS. EXISTING FLOOR JOISTS TO BE REMOVED.
3. FLOOR JOIST CHANGING EXISTING WALLS THROUGH EXISTING EXTERIOR WALLS TO BE REMOVED.
4. EXISTING EXTERIOR WALLS TO BE REMOVED.
5. EXISTING EXTERIOR WALLS TO BE REMOVED.
6. EXISTING EXTERIOR WALLS TO BE REMOVED.
7. EXISTING EXTERIOR WALLS TO BE REMOVED.

**MODIFICATION TO 2130 EUBANK N.E.
FOR CHARTER COMPANIES**

TITLE	FLOOR PLAN - 1ST FLOOR
DATE	JAN 1964
DRAWN BY	BOCK
CHECKED BY	BOK
SHEET NO.	A
REVISIONS	



NEW BUREAU

02/03/20

[illegible]

90-687-0

14-00000-1-001

SCALERT/8-4-0

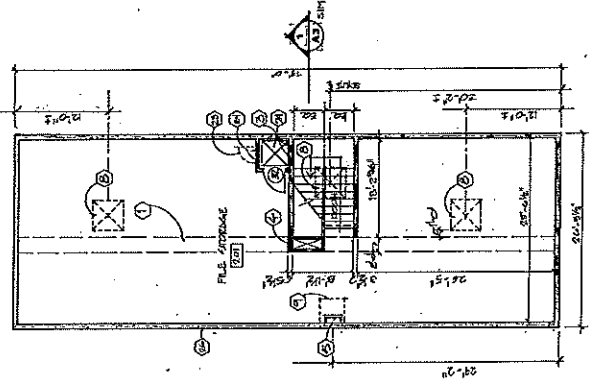
SECRETARY

STATE OF NEW JERSEY
DALE L. CRAWFORD
NO. 357
JAN 20 1967

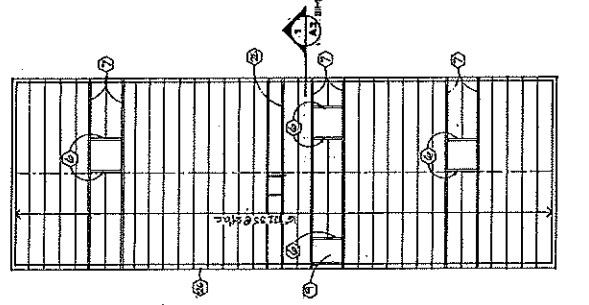
DATE 3-27-68		MADE BY LOCAL	
REVISIONS		CHECKED BY MLC	
TITLE		SHEET NO. A-2	

KEYED NOTES

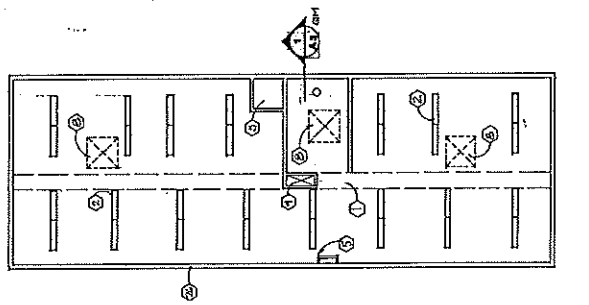
1. DROPPED ROOF FOR MECHANICAL CHASE.
2. MECHANICAL CHASE.
3. MECHANICAL CHASE (CONSTRUCTION).
4. WALL MOUNTED LAMINAR NO. ROOF.
5. TWO 2x12's.
6. TWO 2x12's AT ROOF OPENING.
7. MECHANICAL CHASE.
8. MECHANICAL CHASE.
9. MECHANICAL CHASE.
10. MECHANICAL CHASE.
11. STAIRS SECOND FLOOR.
12. STAIRS SECOND FLOOR.
13. STAIRS SECOND FLOOR.
14. STAIRS SECOND FLOOR.
15. STAIRS SECOND FLOOR.
16. STAIRS SECOND FLOOR.
17. STAIRS SECOND FLOOR.
18. STAIRS SECOND FLOOR.
19. STAIRS SECOND FLOOR.
20. STAIRS SECOND FLOOR.
21. STAIRS SECOND FLOOR.
22. STAIRS SECOND FLOOR.
23. STAIRS SECOND FLOOR.
24. STAIRS SECOND FLOOR.
25. STAIRS SECOND FLOOR.
26. STAIRS SECOND FLOOR.



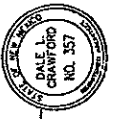
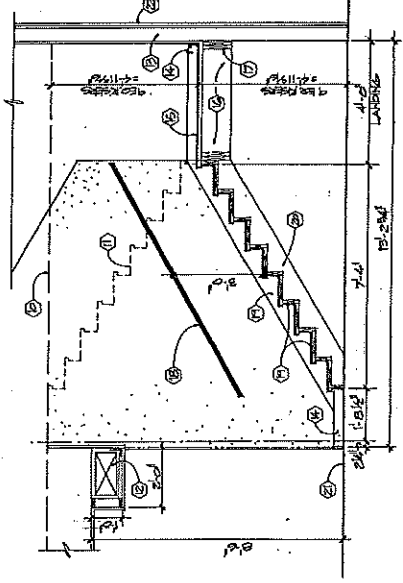
FLOOR PLAN 2ND FLOOR
SCALE: 1/8" = 1'-0"



ROOF FRAMING PLAN
2ND FLOOR SCALE: 1/8" = 1'-0"



REFLECTED CEILING PLAN
2ND FLOOR SCALE: 1/8" = 1'-0"



**MODIFICATION TO 2130 EUBANK N.E.
FOR CHARTER COMPANIES**

TITLE	MODIFICATION TO 2130 EUBANK N.E. FOR CHARTER COMPANIES
DATE	10-1-68
BY	D.L. CRAWFORD
CHECKED BY	
DESIGNED BY	
SCALE	AS SHOWN
SHEET NO.	A-3

- 1. EXISTING CEILING TO REMAIN.
- 2. ACOUSTICAL TEXTURE SPRAY FINISH OVER GYPSUM BOARD.
- 3. STENCIL
- 4. ARTIST.
- 5. MECHANICAL DUCT FUR DOWN.
- 6. DOWNWATER SUAF.
- 7. MECHANICAL CHASE.



<input checked="" type="checkbox"/>	2nd ACQUISITION LAT-H CELLULO
<input checked="" type="checkbox"/>	2nd ACQUISITION LAT-H CELLULO
<input type="checkbox"/>	2nd MULTIBLOCK PATTERN-AGE BLAST
<input type="checkbox"/>	2nd MULTIBLOCK PATTERN-AGE BLAST
<input checked="" type="checkbox"/>	RESEALING MULTIBLOCK PATTERN
<input checked="" type="checkbox"/>	BLOCKING WALL POLYMER-AGE BLAST
<input checked="" type="checkbox"/>	POSTBOND RESEALING PATTERN-AGE BLAST
<input checked="" type="checkbox"/>	SUPPLY AIR REGULATOR
<input checked="" type="checkbox"/>	RETURN AIR CELLULO
NO	WALLING BLAST TO ROOF

REFLECTED CEILING PLAN



**MODIFICATION TO 2130 EUBANK
FOR CHARTER COMPANIES**

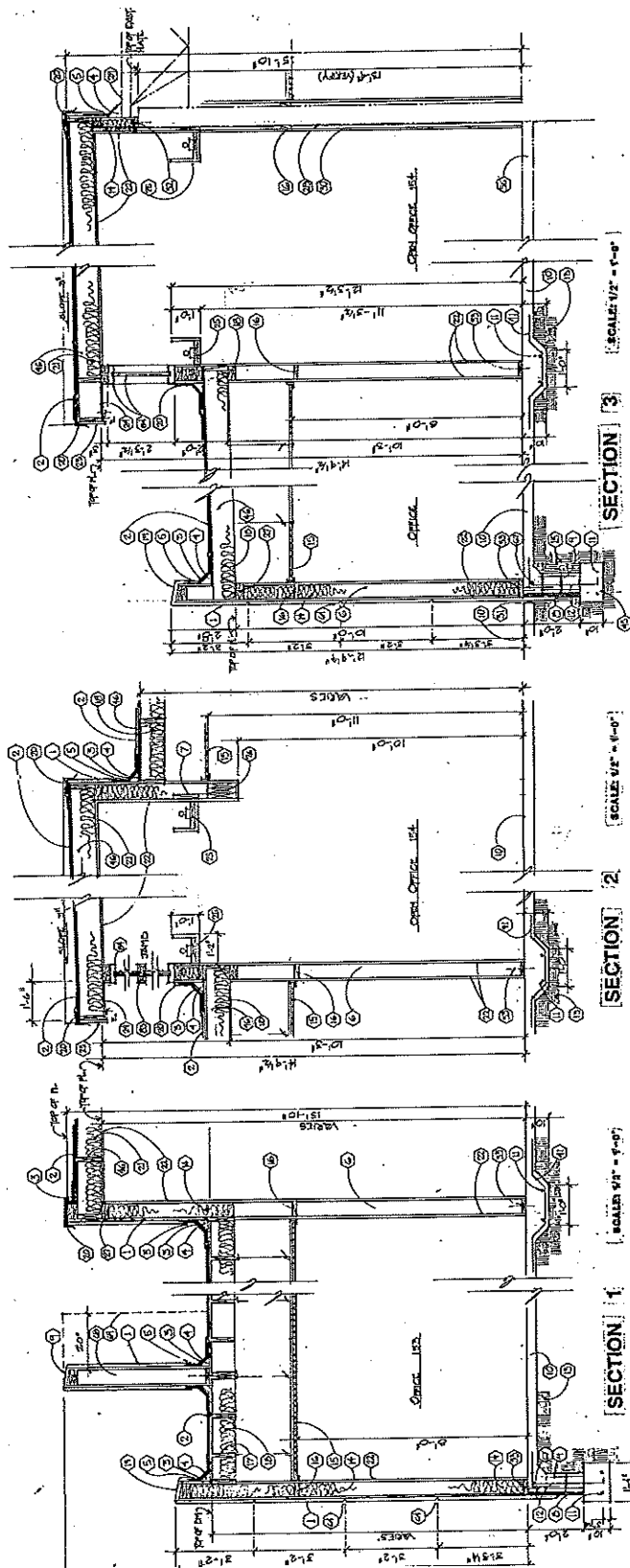
[illegible]

KEYED NOTES

- [illegible]

**MODIFICATION TO 2130 EUBANK N.E.
FOR CHARTER COMPANIES**

TITLE		DRAWN BY		CHECKED BY		SHORT NO.	
DATE		REVISED					



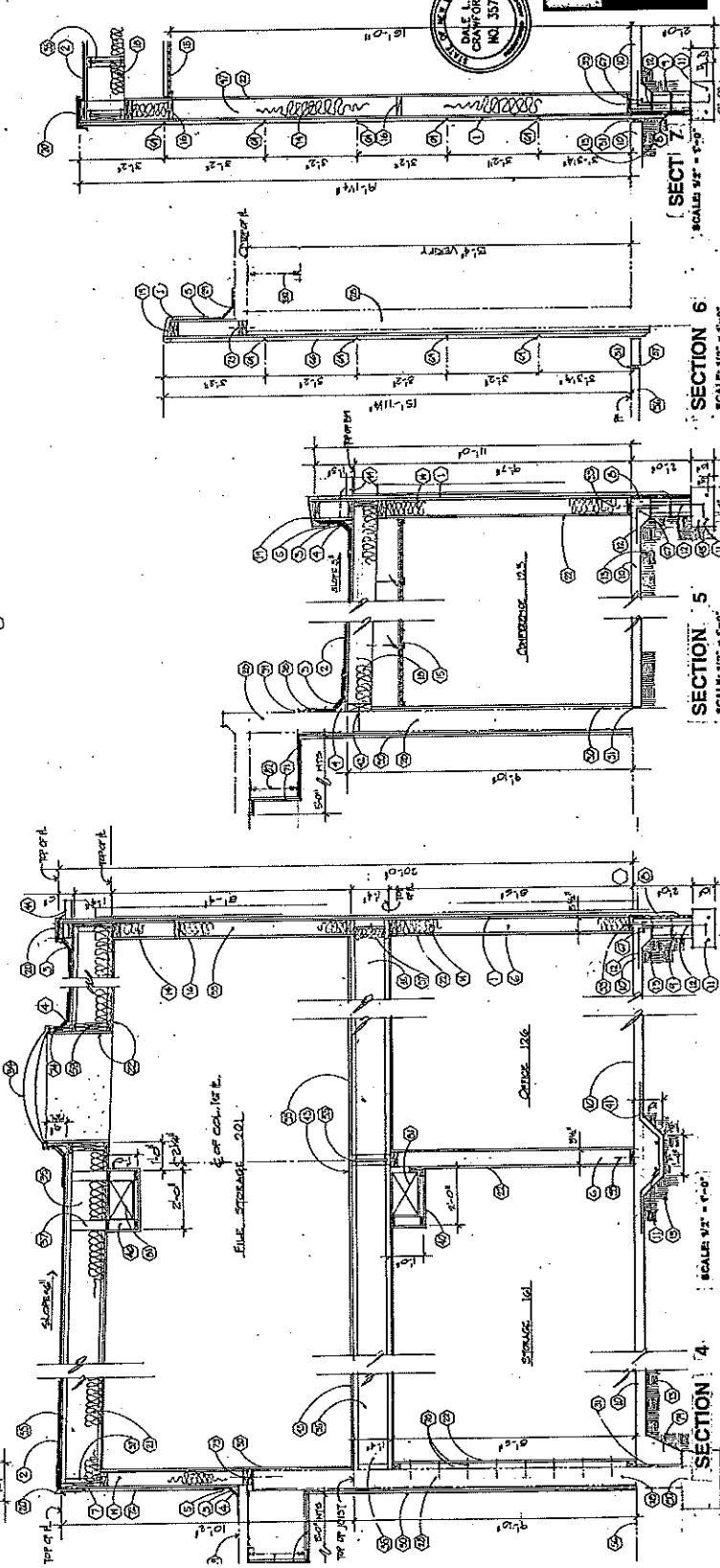
SECTION 1

(SCALE 1/2" = 1'-0")

SECTION

ALLEN'S V/2nd ed. (1990)

SECTION 3



SECTION 4.

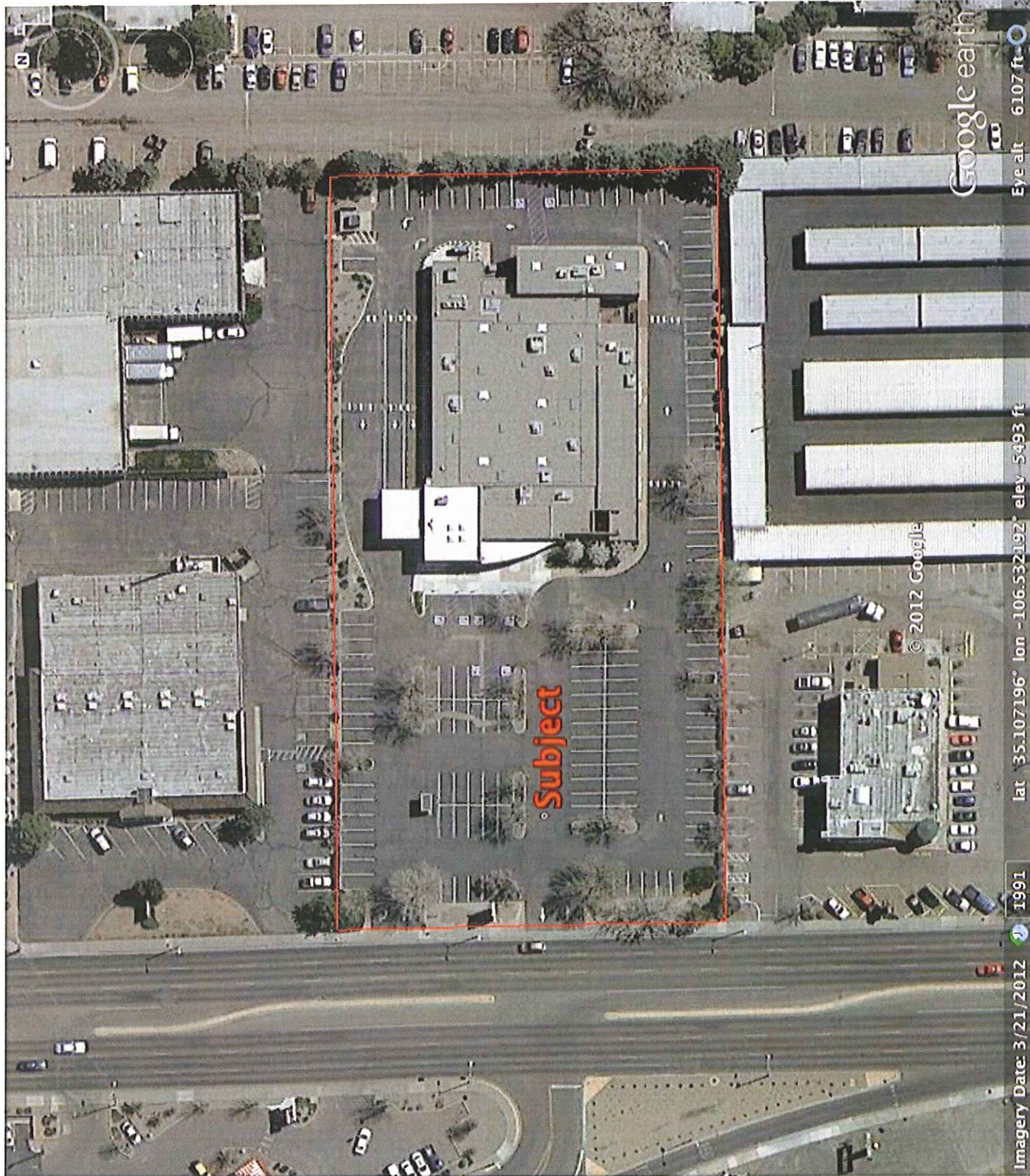
SECTION:

SECTION 6

[illegible]

DALE L.
CRAWFORD
NO. 357

Appendix C



Google earth

Eye alt 6107 ft

© 2012 Google

lat 35.107196° lon -106.532192° elev 5493 ft

Imagery Date: 3/21/2012 1991

Property Photographs
Office Building
2130 Eubank Boulevard NE
Albuquerque, New Mexico



Viewing southeast toward the subject property from Eubank Boulevard.

**Property Photographs
Office Building
2130 Eubank Boulevard NE
Albuquerque, New Mexico**



Front building elevation



South elevation



East elevation



North elevation

Property Photographs
Office Building
2130 Eubank Boulevard NE
Albuquerque, New Mexico



Drive-up canopy



Lobby



Teller stations and drive-up window



Restroom at main lobby

**Property Photographs
Office Building
2130 Eubank Boulevard NE
Albuquerque, New Mexico**



Open office area in the center of the building



Partitioned office at the perimeter of the open area



Main Men's restroom



Information services area

**Property Photographs
Office Building
2130 Eubank Boulevard NE
Albuquerque, New Mexico**



Data Center room



Administration Services area at the southeast corner of the building



Stairway to second floor office



Second floor office area

**Property Photographs
Office Building
2130 Eubank Boulevard NE
Albuquerque, New Mexico**



Employee Lounge



Board Room



Corporate office area at the southwest corner of the building

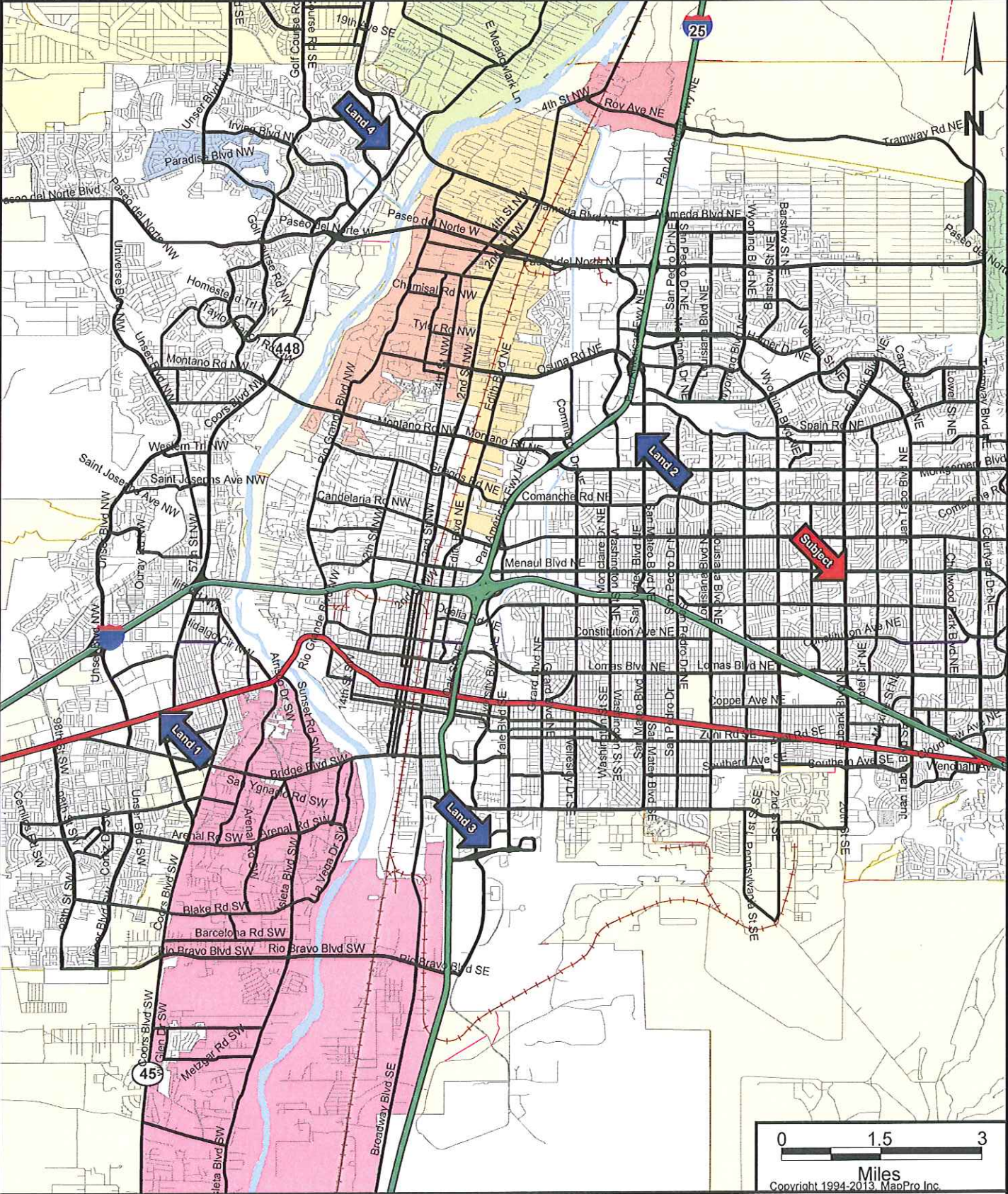
Appendix D

LOCATION MAP

Description: LAND SALES MAP

Subject Address: 2130 Eubank Blvd Ne, Albuquerque, NM 87112

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



CAUTION:

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

Land Comparable 1

Comp # 12177

Storage Yard
Land Sale

Project Name Vacant Land
Location NW/c Central Ave & Airport Dr NW W/o Coors
Street Address 7001, 7019 Central Ave NW
City, County, State Albuquerque Bernalillo New Mexico
Legal Description West 66, Tracts B-1-B-1-A-1-A, B-1-B-1-A-2-A

Sale Price \$1,100,000
Date of Sale 6 Sep 2011
Acres 3.0076
Net Acres
Price/Acre (Net) \$365,741
Square Feet 131,011
Net SF
Price /SF (Net) \$8.40
Number Lots/DUs
Sale Price/DU
Zoning C-2

Market Area SW Mesa **Map Page** K-10
Arterial Location Major

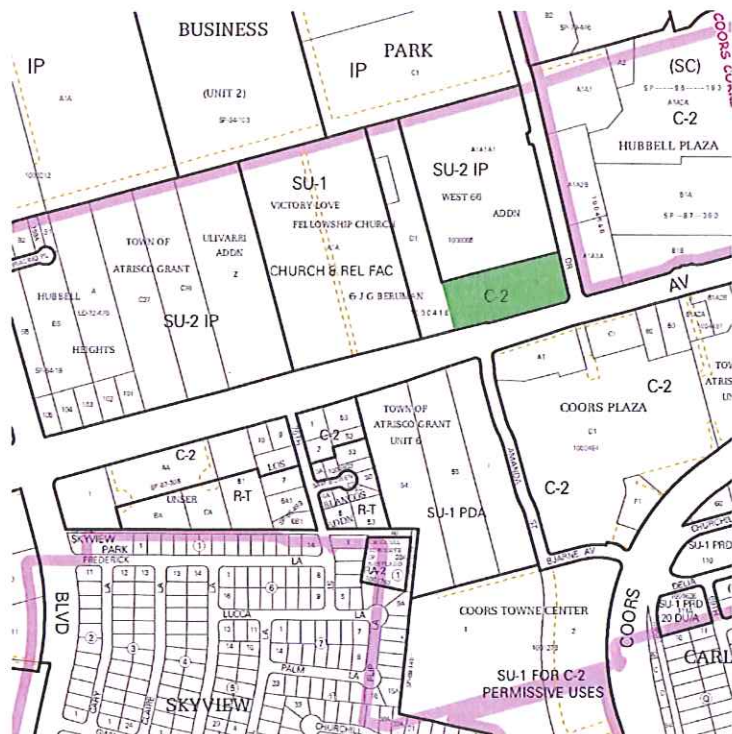
Grantor JJ & J Properties L L C (James G Zanios)
Grantee Labatt New Mexico L L C (San Antonio, TX)
Terms Cash to seller

Document Number 11-080537**Document Type** Special Warranty Deed

Plat 2009C-174
Tax ID Number 1-010-057-394-245-3-07-17*
Development Timing Future
Intended Use Future expansion
Off-site Infrastructure Complete

Utilities All available**Topography** Level**Comments**

This site was purchased by the adjoining owner on the north, which is improved with a large food distribution center. A shopping center is located to the east, a large church is to the west and a Verizon call center is across Central to the south. The land has been leased to the adjoining church for overflow parking.



© Joshua Cannon & Associates, Inc.

Land Comparable 2

Comp # 12100

Commercial
Land Sale

Project Name Future Office
Location N/s McLeod Rd NE just W/o San Mateo E/o Jefferson
Street Address 4901 McLeod Rd NE
City, County, State Albuquerque Bernalillo New Mexico
Legal Description Lands of Roadrunner Investors, Tract A; Lands of Roadrunner Investors, Tract B-4
Market Area North I-25 **Map Page** F-17
Arterial Location Minor/Collector

Sale Price \$1,812,000
Date of Sale 21 May 2010
Acres 4.4794
Net Acres
Price/Acre (Net) \$404,520
Square Feet 195,122
Net SF
Price /SF (Net) \$9.29
Number Lots/DUS
Sale Price/DU
Zoning C-3

Grantor B & S Investors L L C (Roberta Haynes-Sparks) [84.63%]/ Sparks, Ariele [15.37%]

Grantee Puente Azul L L C

Terms Cash to seller. Sale price shown of \$1,812,000 equals \$1,652,000 actual cash sale price plus \$160,000 to demolish the existing 32,000 SF building.

Document Number 10-045657 etc

Document Type Warranty Deed

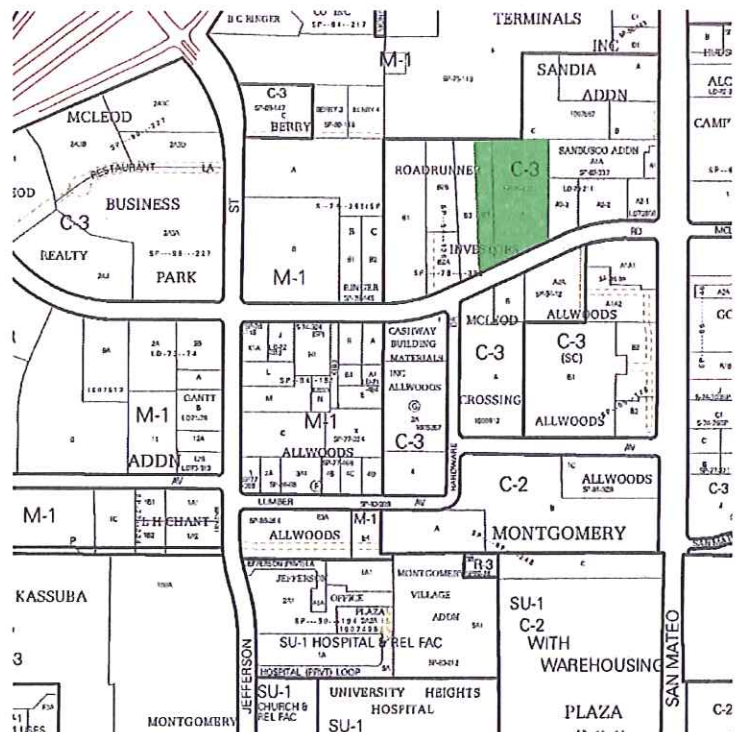
Plat B11-114/ C13-130
Tax ID Number 1-017-061-458-295-1-02-30*
Development Timing Immediate
Intended Use Office
Off-site Infrastructure All available

Utilities All available

Topography Level

Comments

This site was improved at the time of sale with a 32,000-square-foot concrete tilt-up building. All improvements will be demolished and improved with an owner-user office building for Gerald Martin Construction.



© Joshua Cannon & Associates, Inc.

Land Comparable 3

Comp # 12264

Commercial
Land Sale

Project Name	Future Buffalo Wild Wings Grill & Bar	Sale Price	\$665,000
Location	N/s Gibson Blvd SE just E/o University	Date of Sale	11 Dec 2012
Street Address	SE	Acres	1.9125
City, County, State	Albuquerque Bernalillo New Mexico	Net Acres	1.5590
Legal Description	Broadstone Towne Center, Tracts 2, 3	Price/Acre (Net)	\$347,712 (\$426,555)
		Square Feet	83,309
		Net SF	67,909
		Price /SF (Net)	\$7.98 (\$9.79)
		Number Lots/DUs	
Market Area	Airport Area	Sale Price/DU	
Arterial Location	Major	Zoning	SU-1 PNR/ or SU-1 PRD & C-2

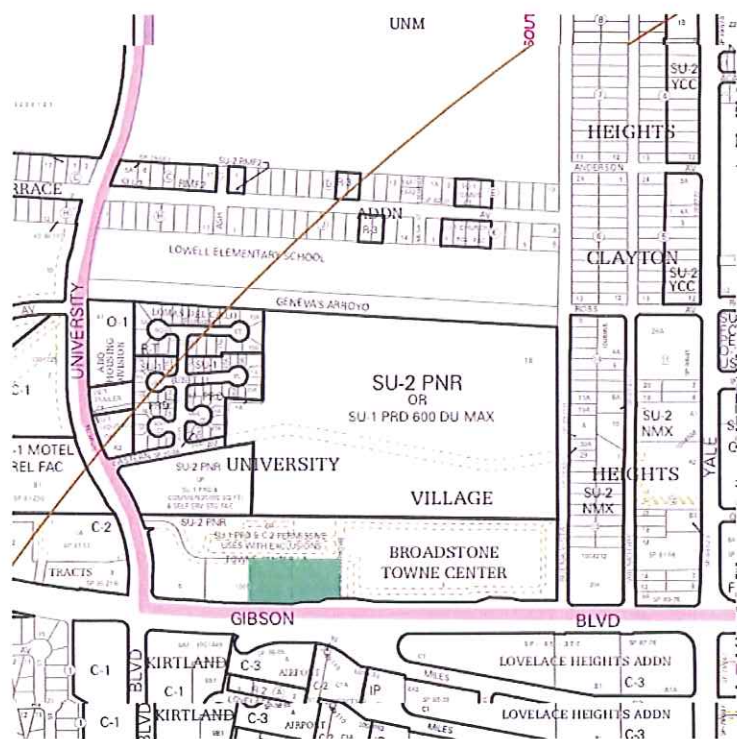
Grantor Broadstone Towne Center L L C (Robert M Hutt, Phoenix, AZ)**Grantee** LG Albuquerque BWW L L C**Terms** Cash to seller**Document Number** 12-130918**Document Type** Special Warranty Deed

Plat 2008C-52
Tax ID Number 1-015-056-355-018-4-03-06*
Development Timing Immediate
Intended Use Buffalo Wild Wings Restaurant
Off-site Infrastructure All available

Utilities All available**Topography** Two tiers**Comments**

This site is in Broadstone Towne Center, a mixed use project that currently contains a 240-unit apartment project and a Dion's Pizza restaurant.

The buyer will construct Buffalo Wild Wings Restaurant. Access is from an easement road at the rear of the site connecting to University Boulevard and the easement reduces the usable area by approximately 15,400 square feet. The site is currently graded into two tiers and the buyer will be required to construct retaining walls to level the land. This is estimated to cost approximately \$1.00 per square foot of usable land area (\$67,909). The east boundary of the site borders a right-in/right-out entrance road into Broadstone Towne Center, but there is no median break on Gibson Boulevard.



© Joshua Cannon & Associates, Inc.

Land Comparable 4

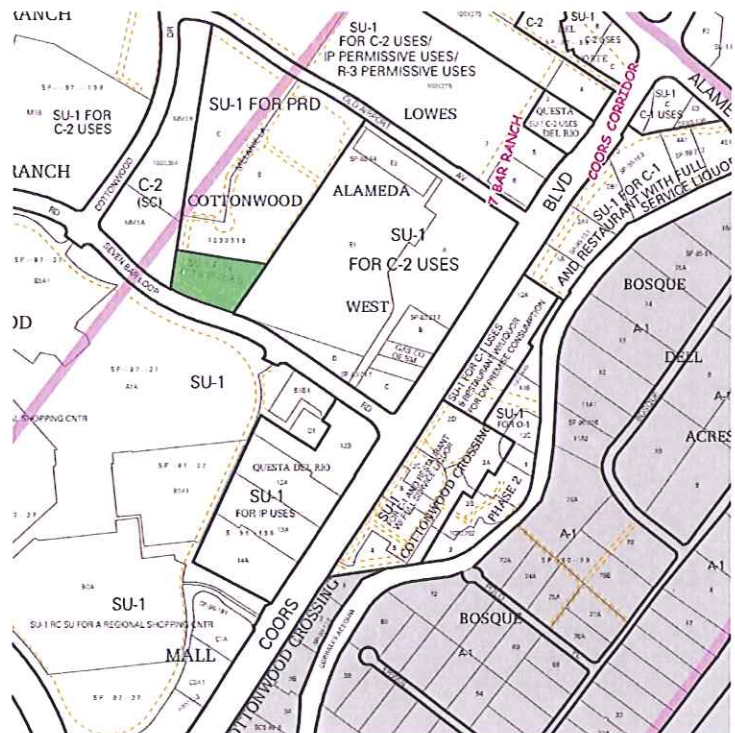
Comp # 12262

Commercial
Land Sale

Project Name	Vacant Land	Sale Price	\$852,469
Location	N/s Seven Bar Lp NW just E/o Cottonwood W/o Coors S/o Alameda	Date of Sale	4 Sep 2012
Street Address	NW	Acres	1.9570
City, County, State	Albuquerque Bernalillo New Mexico	Net Acres	
Legal Description	Cottonwood, Tract A	Price/Acre (Net)	\$435,600
		Square Feet	85,247
		Net SF	
		Price /SF (Net)	\$10.00
		Number Lots/DUs	
		Sale Price/DU	
Market Area	NW Mesa	Zoning	SU-1
Arterial Location	Minor/Collector		for C-2 & IP uses

Grantor Cottonwood Retail Investors L L C (Walter O Grodahl)**Grantee** Branch, Turner and Margaret**Terms** Cash to seller**Document Number** 12-091710**Document Type** Special Warranty Deed**Plat** 2006C-9**Tax ID Number** 1-014-065-072-405-2-02-10**Development Timing****Intended Use** Investment**Off-site Infrastructure** Complete**Utilities** All available**Topography** Level**Comments**

This site is located on Seven Bar Loop, which is a two-lane collector street that wraps around the north side of the Cottonwood Mall, which is across the street. The 2011 average weekday traffic count on this street was 6,400 vehicles. A large amount of commercial development is in this trade area and this site has future potential to be developed with destination retail, office or high density residential. It was purchased as an investment.



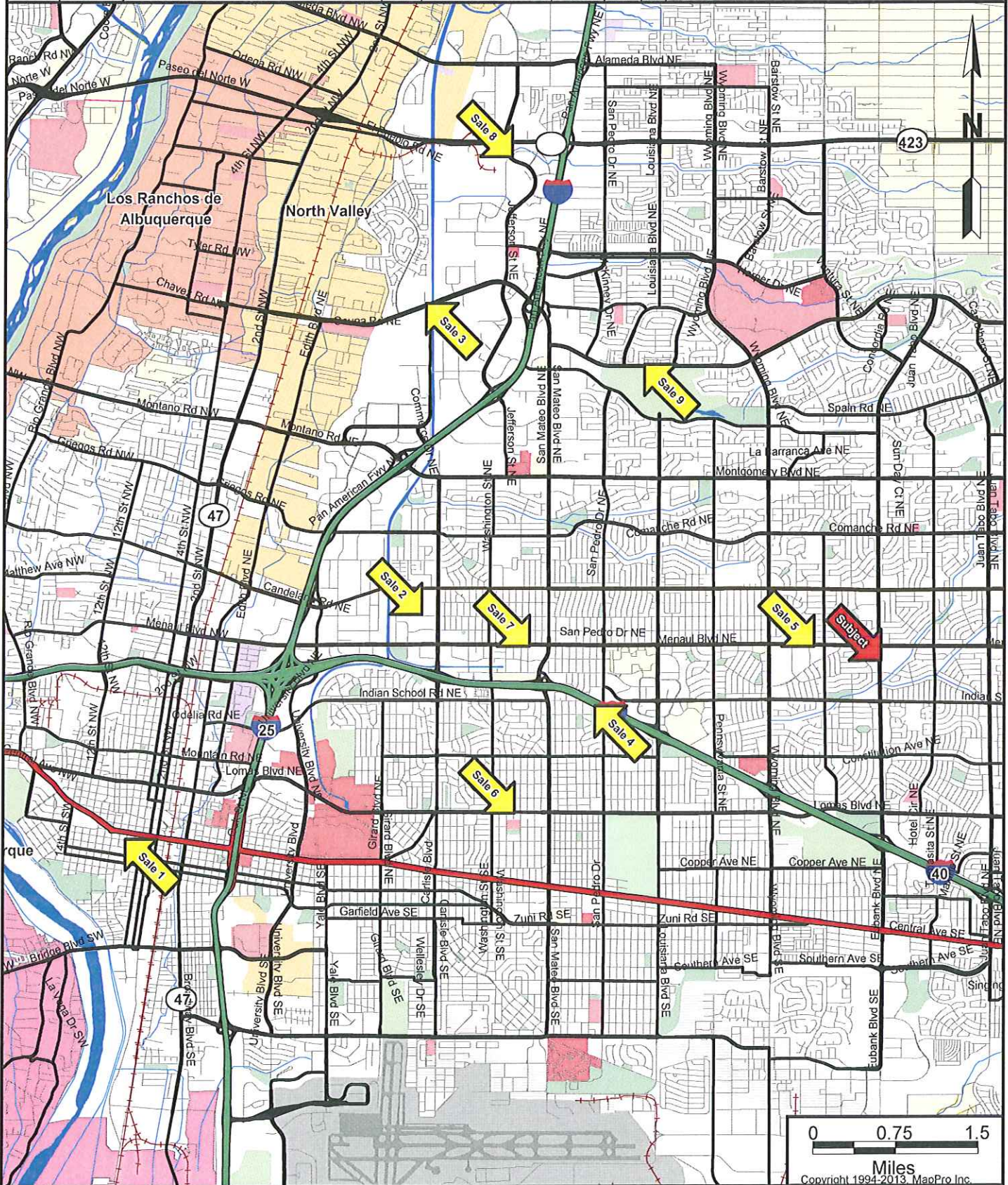
© Joshua Cannon & Associates, Inc.

LOCATION MAP

Description: IMPROVED SALES MAP

Subject Address: 2130 Eubank Blvd Ne, Albuquerque, NM 87112

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



CAUTION:

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

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

Improved Sale 1

Office
Single Tenant

Entry Date 3-28-2013

Comp # 20968

Project Name	Office Building	Sale Price	\$699,000
Location	N/s Gold Ave SW just W/o 6th just S/o Central	Date of Sale	8 Mar 2011
Street Address	609 Gold Ave SW	Gross Building Area	14,000
City, County, State	Albuquerque Bernalillo	Rentable Area	
Legal Description	New Mexico Town Co's Original Townsite, Block 20, Lots 16, 17	\$/SF Gross/Rentable	\$49.93 /
Plat	D-140 Tax ID 1-014-057-081-416-2-30-03	Land Area (Ac/SF)	0.1630 /7,100
Market Area	Downtown Map Page K-14	Effective Gross	
Arterial Location	Minor/Collector	Expenses	
Zoning	SU-3	Net Income	
		EGIM	
		Overall Rate	
		FAR	1.97
		Year Built	1965

Grantor	Jay Allen Consulting and Investments L L C (Jesse A Gee/ Martha J Gee, Phoenix, AZ)
Grantee	Peterson Gold L L C (Douglas H Peterson)
Terms	\$100,000 cash, REC for the balance with a 15-year amortization and interest rates of 6% for Years 1 - 5, 8% in Years 6 - 10, and 10% in Years 11 - 15.
Document Number	11-025366 Type Real Estate Contract

Property Description

Two-story masonry building with typical office floor plan and can accommodate multiple tenants. No elevator. The interior condition is rated fair and has not had a complete renovation since construction. The exterior facade has been replaced with new brick and storefront.

Parking Ratio	No on-site parking	Marketing Time	One month
Vacancy	100%		
Rental Information	100% vacant. Listed at \$13.00/SF full service after purchase.		

Comments

Average quality office building and the buyer owns other investment property nearby.



Improved Sale 2

Office
Single Tenant

Entry Date 3-14-2010

Comp # 20803

Project Name	Former Blue Cross Blue Shield			Sale Price	\$3,300,000
Location	NE/c Wellesley Dr & Prospect Ave NE just W/o Carlisle just S/o Menaul just N/o I-40			Date of Sale	30 Sep 2009
Street Address	2400 Wellesley Dr.		NE	Gross Building Area	57,875
City, County, State	Albuquerque	Bernalillo	New Mexico	Rentable Area	54,400
Legal Description	Mountain Bell, Tract A			\$/SF Gross/Rentable	\$57.02 / \$60.66
				Land Area (Ac/SF)	2.4416 / 106,354
				Effective Gross	
				Expenses	
				Net Income	
				EGIM	
Plat	B9-17	Tax ID	1-016-059-456-217-4-17-12	Overall Rate	
Market Area	North I-25	Map Page	H-16	FAR	54.4%
Arterial Location	Local			Year Built	1972
Zoning	C-3				

Grantor Anderson-Wellesley L L C (John H Anderson/ Joan M Anderson, trustees) etc.

Grantee County of Bernalillo (Julie Morgas Baca)

Terms Cash to seller

Document Number 09-109761

Type Warranty Deed

Property Description

Average quality three-story concrete-stucco office building with dated appearance and average quality site improvements. The building was partially renovated in 2002 and condition is average. It was used by Blue Cross as a claims center and is mostly open office floor plans. The building was leased on gross building area and rentable was not calculated. The rentable area shown of 54,400 SF is estimated as 94% of GBA.

Parking Ratio 177 spaces, or 3.35 spaces per 1,000 SF of RBA. Street parking also available.

Vacancy 100%

Marketing Time Approximately one year

Rental Information Previously 100% leased to Blue Cross Blue Shield through 2-29-07. Vacant at sale.

Comments

The building was formerly leased to Blue Cross Blue Shield and was 100% vacant at the date of sale. It previously sold as a 100% leased building on May 20, 2004 for \$4,500,000. Bernalillo County intends to use the building as a health clinic and foster care center.

The property has a recessed location with few other nearby office buildings. It has good proximity to I-40 at the Carlisle Boulevard interchange.



Improved Sale 3

Office
Single Tenant

Entry Date 9-13-2013

Comp # 20995

Project Name	Vacant Office Building		Sale Price	\$1,000,000	
Location	W/s AMAFCA North Diversion Channel just N/o Osuna Rd NE E/o Edith		Date of Sale	8 Mar 2013	
Street Address	2121 Osuna Rd	NE	Gross Building Area	14,714	
City, County, State	Albuquerque	Bernalillo	Rentable Area		
Legal Description	Sego-Cox, Lot 6-A		\$/SF Gross/Rentable	\$67.96 /	
			Land Area (Ac/SF)	1.6199 / 70,563	
			Effective Gross Expenses		
			Net Income		
Plat	C34-108	Tax ID 1-016-062-468-340-1-01-10	EGIM		
Market Area	North I-25	Map Page E-16	Overall Rate		
Arterial Location	Major		FAR	20.9%	
Zoning	M-1		Year Built	Circa 1990	

Grantor	Hospital Services Corp (Deborah Gorenz)	
Grantee	Monaco Properties Inc (Belen, NM)	
Terms	Cash to seller	
Document Number	13-026708	Type Special Warranty Deed

Property Description

Average quality frame/stucco office building with with a high level of partitioning. 8-foot suspended ceilings with fire sprinklers. One set of central restrooms. The building has not been recently remodeled.

Parking Ratio	Above average	
Vacancy	100%	Marketing Time 24 months
Rental Information	Vacant	

Comments

This is an average quality office building recessed one ownership north of Osuna Road and does not have arterial visibility. It was purchased for owner occupancy by a health care company that already occupies the adjoining office building to the south.



Improved Sale 4Office
Single Tenant

Entry Date 3-27-2013

Comp # 20966

Project Name	Stratford Office Plaza	Sale Price	\$1,370,000
Location	NE/c Indian School Rd & Haines Ave NE W/s San Pedro S/s I-40	Date of Sale	26 Jul 2012
Street Address	5901 Indian School Rd NE	Gross Building Area	19,496
City, County, State	Albuquerque Bernalillo	Rentable Area	18,720
Legal Description	Temple, Sly portion of Tract X	\$/SF Gross/Rentable	\$70.27 / \$73.18
		Land Area (Ac/SF)	0.9834 / 42,835
		Effective Gross	
		Expenses	
		Net Income	
Plat	B8-119 Tax ID 1-018-058-247-483-2-32-02	EGIM	
Market Area	Uptown Map Page J-18	Overall Rate	
Arterial Location	Minor/Collector	FAR	45.5%
Zoning	SU-3 MU-UPT Buffer	Year Built	2001

Grantor	SCF Arizona (Chad Welborn, Phoenix, AZ)
Grantee	Biorealestate Ventures L L C (Stuart Rose)
Terms	Cash to seller. Original agreed price was \$1,410,000 and buyer received credit of \$40,000 at closing to replace the roof.
Document Number	12-075311 Type Special Warranty Deed

Property Description

Average to good quality frame/stucco two-story office building with elevator. Located in the southwest quadrant of I-40 & San Pedro Drive with access from Indian School. Fully finished out with offices and three labs.

Parking Ratio	65 spaces. 3.33 spaces per 1,000/GSF	Marketing Time	Nine months
Vacancy	100%		
Rental Information	Vacant		

Comments

This property was bank owned and listed for sale by Grubb & Ellis. The owner-occupant buyer is a business incubator oriented toward biotechnology. This building is located across the freeway from the Uptown business district.



Improved Sale 5

Office

Entry Date 6- 6-2012

Comp # 20926

Project Name	Vacant Office Building		Sale Price	\$575,000
Location	SE/c Menaul Blvd. & Ambassador Rd NE just W/o Moon E/o Wyoming		Date of Sale	29 Mar 2012
Street Address	8900 Menaul Blvd.	NE	Gross Building Area	7,851
City, County, State	Albuquerque	Bernalillo	Rentable Area	
Legal Description	Snow Heights, Block A, Lot 1-A-1		\$/SF Gross/Rentable	\$73.24 /
			Land Area (Ac/SF)	0.7415 /32,301
			Effective Gross	
			Expenses	
			Net Income	
Plat	B10-172	Tax ID 1-020-059-202-246-3-15-32	EGIM	
Market Area	Near NE Heights	Map Page H-20	Overall Rate	
Arterial Location	Major		FAR	24.3%
Zoning	C-2 (SC)		Year Built	Circa 1977

Grantor	Charles W Williams Revocable Trust...(Charles W Williams, trustee) [50%]/ Jackson, Steven P [50%]		
Grantee	Venaglia, Frank/ Venaglia, Anna, co-trustees		
Terms	Cash to seller		
Document Number	12-031680	Type	Special Warranty Deed

Property Description

Two-story building that was developed as a branch bank, but it has not been used for banking since 2004. It has a three-lane drive-up facility with window. Average quality construction with slump block exterior and flat roof. First floor has a 1,040 SF lobby with two-story ceiling height. Second floor office area has wood framed subfloor and no elevator. HVAC is six residential style furnaces and roof mounted refrigerated a/c. The condition of the property is rated fair to average, but no major deferred maintenance was reported to be present.

Parking Ratio ±5 spaces per 1,000 SF

Vacancy 100% vacant

Marketing Time

Rental Information

Comments

This is a visible building on Menaul Boulevard, east of Wyoming Boulevard. It has a non-signalized corner location at Ambassador Road and there is parking in the front and rear. The buyer (Frank Venaglia) purchased the property as an investment and has an asking lease rate of \$10.00 per SF, triple net. Mr. Venaglia reports this asking rate is negotiable.



Improved Sale 6

Church

Entry Date 8-28-2013

Comp # 20993

Project Name	Church	Sale Price	\$1,500,000
Location	SW/c Lomas Blvd & Monroe St NE W/o San Mateo	Date of Sale	20 Mar 2013
Street Address	4800 Lomas Blvd NE	Gross Building Area	20,000
City, County, State	Albuquerque Bernalillo	Rentable Area	
Legal Description	Heights Reservoir, J L Finley's subdivision, Block 29, Ely 175' w/ all vacated alleys within	\$/SF Gross/Rentable	\$75.00 /
Plat	A-40 Tax ID 1-017-057-386-510-1-25-12	Land Area (Ac/SF)	1.2458 / 54,269
Market Area	SE Heights Map Page K-17	Effective Gross	
Arterial Location	Major	Expenses	
Zoning	C-2	Net Income	
		EGIM	
		Overall Rate	
		FAR	36.9%
		Year Built	Circa 1960

Grantor	The Oasis Family Church (Terry Mathews)		
Grantee	Metropolitan Holiness Church of God in Christ Inc (James L'Keith Jones)		
Terms	Cash to seller		
Document Number	13-031920	Type	Warranty Deed

Property Description

This is an older warehouse style retail building that has been converted into a church with sanctuary, offices and youth areas. Attractive interior finishes in average condition.

Parking Ratio	Below average	Marketing Time	14 months
Vacancy			
Rental Information	Purchased for owner-occupancy		

Comments

Single store church conversion building and older section of suburban Albuquerque. Good arterial visibility.



Improved Sale 7Office
Single Tenant

Entry Date 8-28-2013

Comp # 20992

Project Name	Habitat for Humanity	Sale Price	\$2,000,000
Location	SE/c Menaul Blvd & Quincy St NE just W/o San Mateo	Date of Sale	27 Jun 2013
Street Address	4900 Menaul Blvd NE	Gross Building Area	24,710
City, County, State	Albuquerque Bernalillo	Rentable Area	
Legal Description	Vidas, Block 1, Lots 1-A, 1-B-4	\$/SF Gross/Rentable	\$80.94 /
Plat	B8-165/ B9 Tax ID 1-017-059-444-241-4-15-12*	Land Area (Ac/SF)	1.5012 /65,392
Market Area	Near NE Heights Map Page H-17	Effective Gross	
Arterial Location	Major	Expenses	
Zoning	C-2 C-3	Net Income	
		EGIM	
		Overall Rate	
		FAR	37.8%
		Year Built	Circa 1960

Grantor	Ivy Investments L L C (Charles Ivy)	
Grantee	Greater Albuquerque Habitat for Humanity (Judith Lucero)	
Terms	Cash to seller	
Document Number	13-073424	Type Warranty Deed

Property Description

This is a retail/office/warehouse property with approximately 35% warehouse with loading dock. Masonry construction with 13-foot clear. Average quality showroom retail and office finishes. 100% HVAC and fire sprinklers.

Parking Ratio	Adequate	Marketing Time	5 months
Vacancy			
Rental Information	Purchased for owner-occupancy.		

Comments

Average quality older building with arterial visibility on Menaul Boulevard. Formerly occupied by Learning is Fun.



Improved Sale 8

Office
Multi-Tenant

Entry Date 6- 6-2012

Comp # 20924

Project Name	Ultramain Building		Sale Price	\$2,700,000	
Location	S/s Lang Ave NE N & E/o Jefferson W/o Headline S/o Paseo del Norte		Date of Sale	19 Jul 2012	
Street Address	8100 Lang Ave	NE	Gross Building Area	28,700	
City, County, State	Albuquerque	Bernalillo	New Mexico	Rentable Area	27,278
Legal Description	Journal Center, Tract 1A-4-A		\$/SF Gross/Rentable	\$94.08	/ \$98.98
Plat	98C-127	Tax ID	1-017-063-379-464-1-03-02	Land Area (Ac/SF)	1.6071 / 70,007
Market Area	North I-25	Map Page	D-17	Effective Gross Expenses	
Arterial Location	Local			Net Income	
Zoning	IP			EGIM	
				Overall Rate	
				FAR	41.0%
				Year Built	1999

Grantor Sheboygan Office Properties L L C (Steven H Blumenthal)

Grantee Arroyo Holdings Ltd Co (Mark McCausland/ Susan McCausland)

Terms Cash to seller

Document Number 12-072866

Type Warranty Deed

Property Description

Good quality three-story Class B office building with tilt-up concrete and colored block elevations. Two elevators.

Parking Ratio Adequate

Vacancy 100%

Marketing Time ±6 months

Rental Information Not listed for lease

Comments

This is a good quality office building that was formerly 87.31% leased to First State Bank. It has a recessed location in Journal Center near other good quality buildings. It was previously purchased in October 2004 as a 100% leased property for \$4,600,000.

The buyer will occupy ±67% of the building with their software company - Ultramain Systems - and they plan to spend \$500,000 on refit. The balance of the building will be offered for lease.

The property was listed for sale at \$3,300,000 and placed under contract at \$2,700,000 in May 2012.



Improved Sale 9Office
Multi-Tenant

Entry Date 6- 6-2012

Comp # 20925

Project Name	Vacant Office	Sale Price	\$1,250,000
Location	N/s Academy Rd NE W/o Wyoming	Date of Sale	19 Apr 2012
Street Address	6703 Academy Rd NE	Gross Building Area	11,995
City, County, State	Albuquerque Bernalillo New Mexico	Rentable Area	
Legal Description	Academy Acres T & H Unit, Lot 24-A	\$/SF Gross/Rentable	\$104.21 /
		Land Area (Ac/SF)	0.9634 / 41,966
		Effective Gross	
		Expenses	
		Net Income	
Plat	98C-64 Tax ID 1-018-062-485-015-4-09-34	EGIM	
Market Area	Far NE Heights Map Page E-18	Overall Rate	
Arterial Location	Minor/Collector	FAR	0.29
Zoning	SU-1 PDA to include Off & TH Dev & Bank	Year Built	1995

Grantor	BOKF (Michael D Nalley, Tulsa, OK)
Grantee	ALB RE L L C (Dallas, TX)
Terms	Cash to seller
Document Number	12-039867 Type Special Warranty Deed

Property Description

Single-story building, wood frame with brick veneer exterior walls, flat roof with built-up roof covering. Average quality and condition. Roof and HVAC units are in good repair. The interior has average quality finishes with a mix of open and partition offices.

Parking Ratio	Adequate	Marketing Time	
Vacancy	100%		
Rental Information	Purchased for owner occupancy.		

Comments

This building is within an attractive office park with a history of good marketability. The buyer will fully occupy the building with a Keller Williams Realty franchise.

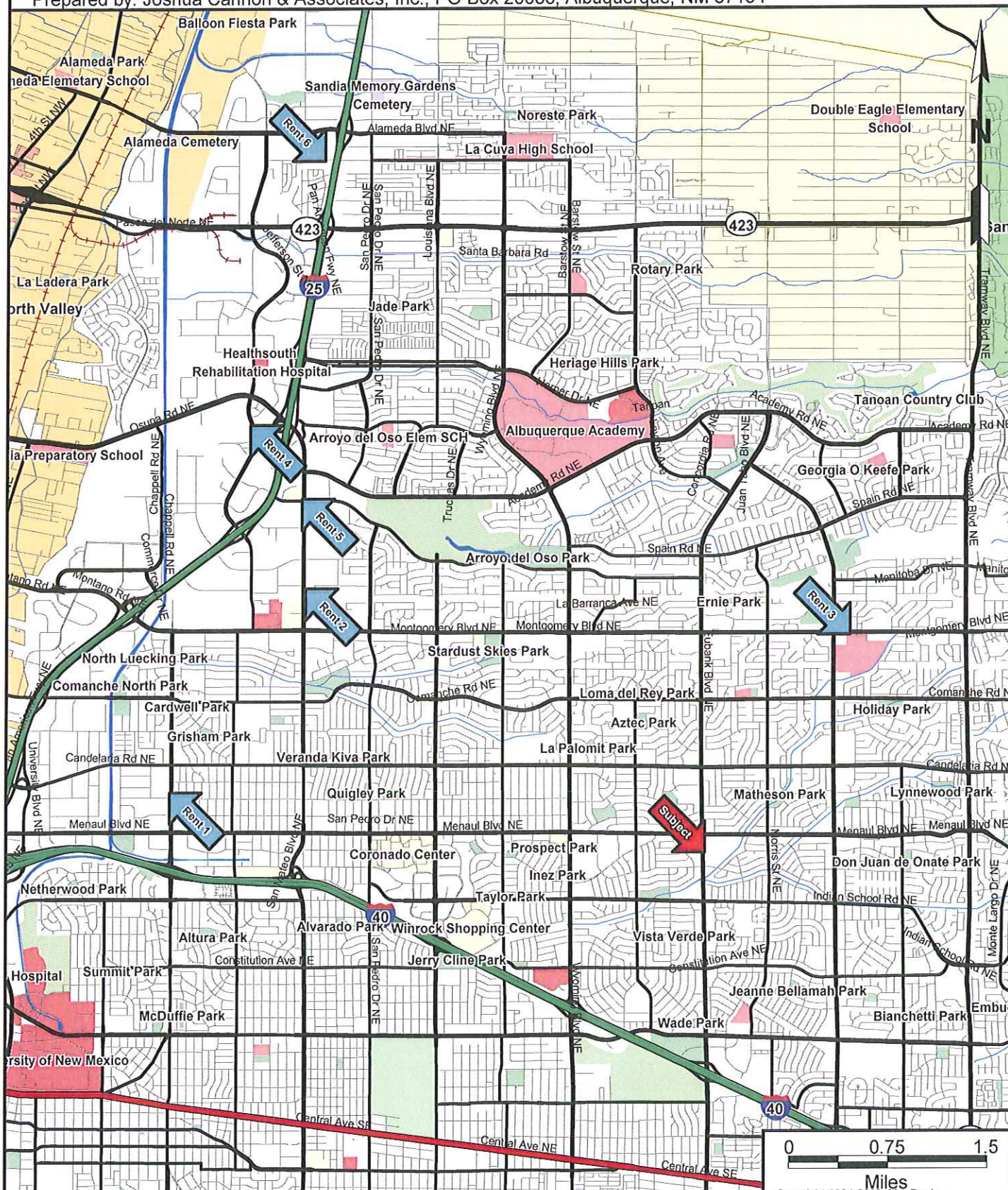


LOCATION MAP

Description: COMPARABLE RENTALS MAP

Subject Address: 2130 Eubank Blvd Ne, Albuquerque, NM 87112

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



CAUTION:

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

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

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

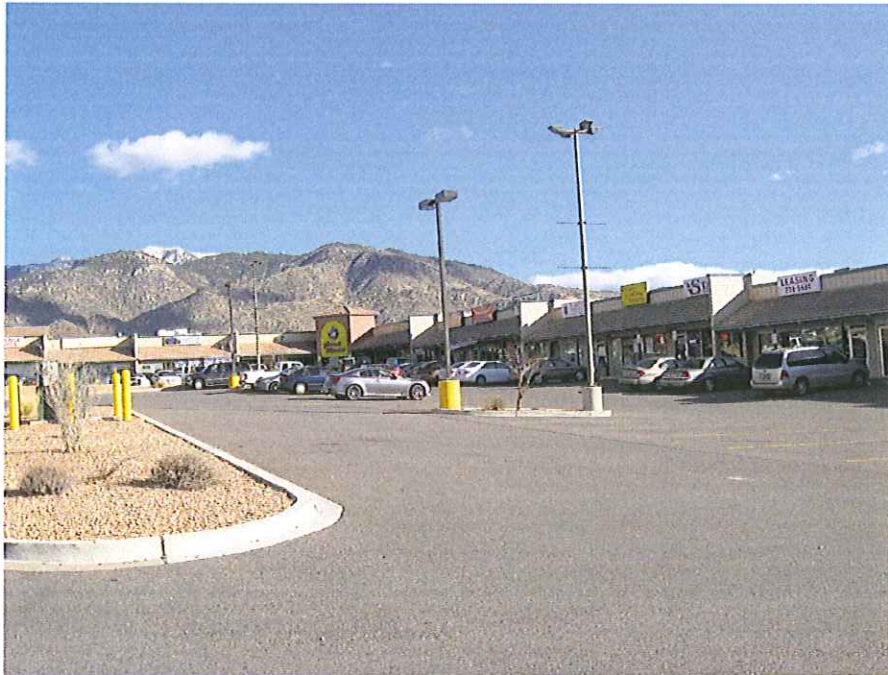


**Rental 1 – Teacher Heaven
2839 Carlisle Boulevard NE**



**Rental 2 – Mars Hill Church
4700 San Mateo Boulevard NE**

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



Rental 3 – Planet Fitness
11200 Montgomery Boulevard NE



Rental 4 – Lowe's Call Center
6301 Jefferson Street NE

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



Rental 5 – Great Academy Charter School
6001A San Mateo Boulevard NE



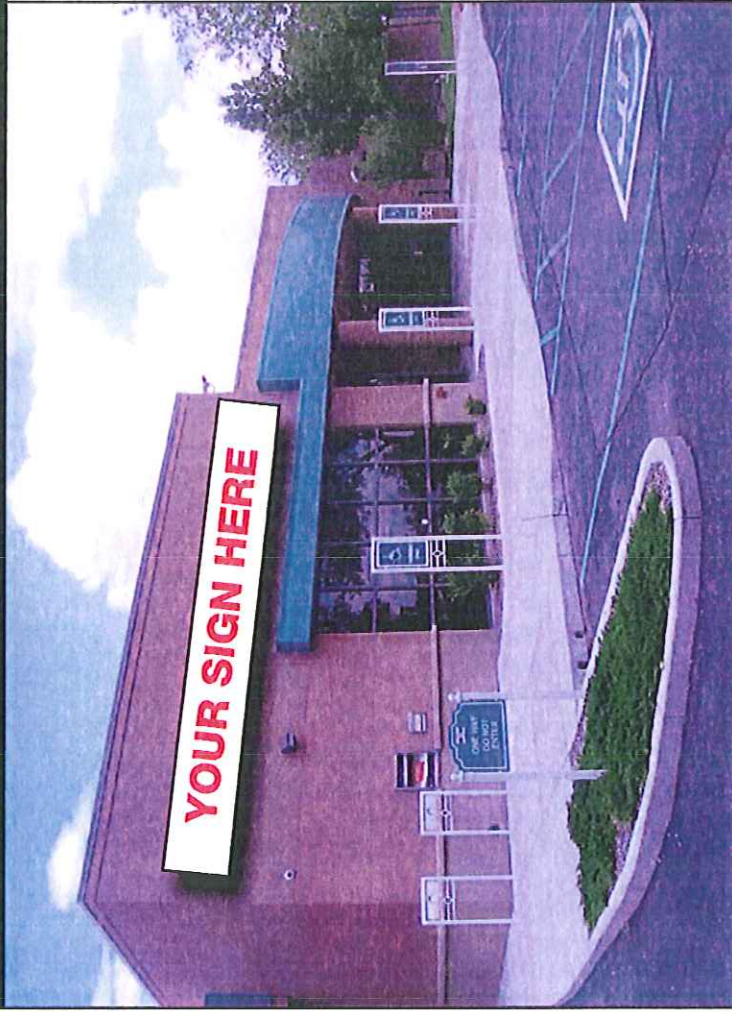
Rental 6 – Former Direct Buy
5500 Wilshire Avenue NE

Appendix E

BANK OR DATA PROCESSING CENTER

2130 Eubank NE | Albuquerque, NM

FOR SALE
OR LEASE



PROPERTY DETAILS

ADDRESS	2130 Eubank NE Albuquerque, NM
SALE PRICE	\$2,500,000.00 (\$109.57/sf)
LEASE RATE	\$10.00/sf NNN
BUILDING	22,815 sf ±
LAND	2.15 acres ±
ZONING	C-2

BENEFITS

- Outstanding Condition & Location
- 145 Parking Spaces (6.54/1,000)
- 125 KW Back-Up Generator!
- Excellent Computer Room w/Fiber Optic & T-1 Access, Battery Back-Up & Separate Liebert Cooling System
- 2 Drive-Up Lanes
- Existing ATM Location
- Great Signage & Traffic

The information contained is believed reliable. While we do not doubt the accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projection, opinion, assumption or estimated uses are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on many factors which should be evaluated by your tax, financial, and legal counsel. You and your counsel should conduct a careful independent investigation of the property to determine that it is suitable to your needs.

For more information please contact:
JOHN M. HENDERSON III, CCIM
john@gotSPACEUSA.com
505.998.1579

www.gotSPACEUSA.com

6801 Jefferson NE, Suite 200
Albuquerque, NM 87109

505.878.0001

08.12.11

NAI Maestas & Ward
Commercial Real Estate Services, Worldwide.

got space



For more information please contact:

JOHN M. HENDERSON III, CCIM
john@gotspaceusa.com
 505.998.1579

www.gotspaceusa.com

6801 Jefferson NE, Suite 200
 Albuquerque, NM 87109

505.878.0001

AERIAL

2130 EUBANK NE | ALBUQUERQUE, NM



The information contained is believed reliable. While we do not doubt the accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projection, opinion, assumption or estimated uses are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on many factors which should be evaluated by your tax, financial, and legal counsel. You and your counsel should conduct a careful independent investigation of the property to determine that it is suitable to your needs.

NAI Maestas & Ward
 Commercial Real Estate Services, Worldwide.

got space



125 KW Back-Up Generator!

For more information please contact:

JOHN M. HENDERSON III, CCIM
john@gotspaceusa.com
505.998.1579

www.gotspaceusa.com

6801 Jefferson NE, Suite 200
Albuquerque, NM 87109

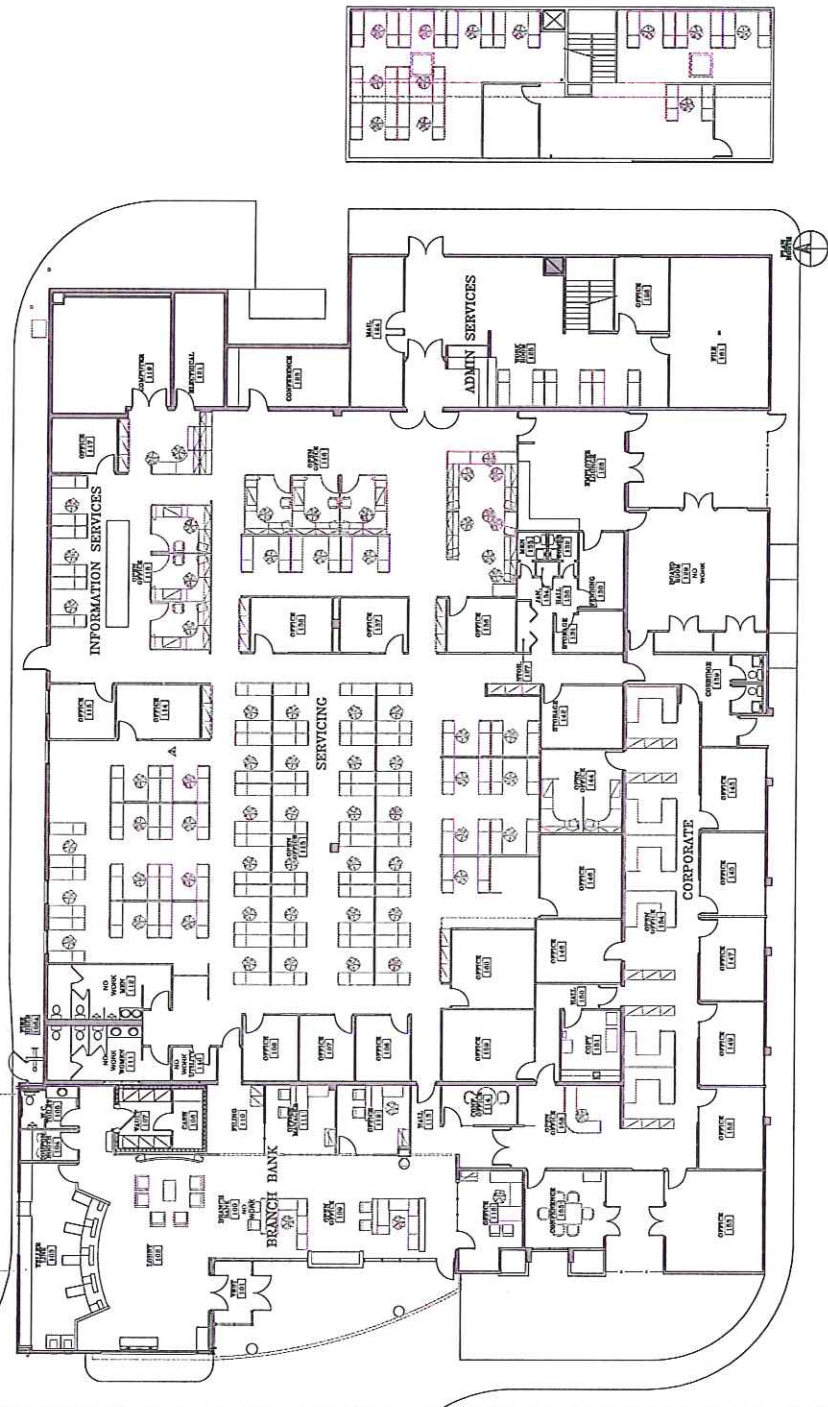
505.878.0001

CAD DRAWING

2130 EUBANK NE | ALBUQUERQUE, NM



Drive-in Lanes



A1 FIRST FLOOR PLAN A5 SECOND FLOOR PLAN
SCALE: 1/8" = 1'-0"

The information contained is believed reliable. While we do not doubt the accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projection, opinion, assumption or estimated uses are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on many factors which should be evaluated by your tax, financial, and legal counsel. You and your counsel should conduct a careful independent investigation of the property to determine that it is suitable to your needs.

NAI Maestas & Ward
Commercial Real Estate Services, Worldwide.

Qualifications of Joshua Cannon, MAI

Professional Memberships and Licenses

MAI, Member of the Appraisal Institute, Certificate No. 8661

Certified Real Estate Appraiser, State of New Mexico, General Certificate No. 21-G

Past Member of the Board of Directors, Rio Grande Chapter of the Appraisal Institute

Education

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

Appraisal Courses and Seminars

Principles in Real Estate Appraisal, New Mexico State University

Real Estate Appraisal Principles, Course 1A-1, AIREA

Real Estate Valuation Procedures, Course 1A-2, AIREA

Capitalization Theory and Techniques, Part A, Course 1B-A, AIREA

Capitalization Theory and Techniques, Part B, Course 1B-B, AIREA

Case Studies in Real Estate Valuation, Course 2-1, AIREA

Report Writing and Valuation Analysis, Course 2-2, AIREA

Standards of Professional Practice, Parts A and B, AIREA and Appraisal Institute

Standards of Professional Practice, Part C, Appraisal Institute

Business Practices and Ethics, Appraisal Institute

Subdivision Analysis Seminar, Appraisal Institute

Rates, Ratios and Reasonableness Seminar, Appraisal Institute

Current Issues and Misconceptions in the Appraisal Process Seminar, Appraisal Institute

Understanding Limited Appraisals and Reporting Options Seminar, Appraisal Institute

Highest & Best Use and Market Analysis, Course 520, Appraisal Institute

Water Rights and Issues Seminar, Appraisal Institute

The Internet and Appraising Seminar, Appraisal Institute

Eminent Domain & Condemnation Appraising Seminar, Appraisal Institute

Internet Search Strategies for Real Estate Appraising Seminar, Appraisal Institute

Valuation of Detrimental Conditions in Real Estate Seminar, Appraisal Institute

Appraising from Blueprints and Specifications Seminar, Appraisal Institute

Flood Zone Issues Seminar, Appraisal Institute

Real Estate Fraud: The Appraiser's Responsibilities and Liabilities Seminar, Appraisal Institute

Conservation Easements Seminar, Appraisal Institute and ASFMRA

Appraisal Consulting: A Solutions Approach for Professionals Seminar, Appraisal Institute

Natural Resource Appraisal Seminar, Appraisal Institute

Uniform Appraisal Standards for Federal Land Acquisitions (Yellow Book Seminar)

Appraisal Curriculum Overview, Appraisal Institute

The Discounted Cash Flow Model: Concepts, Issues and Applications, Appraisal Institute

Real Estate Industry Perspectives on Lease Accounting, Appraisal Institute

Tenant Credit Analysis, Appraisal Institute

Introduction to Valuing Commercial Green Buildings, Appraisal Institute

Experience

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

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

Expert Witness

District Court – New Mexico

District Court – Utah

Sample Clients & Appraisal Assignments

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