

2014 CARNM Sponsors



*First American
Title Insurance Company*



Fidelity National Title[®]
Of New Mexico Inc.



UNITED LABOR BANK

BRYCON

CONSTRUCTION

Structured around service.



NEWMEXICO

BANK & TRUST

Great Things Happen!

stewart[®]
title of albuquerque



**First Citizens
Bank**



**BANK OF
ALBUQUERQUE**[®]_{N.A.}

**WELLS
FARGO**

**SWS
GROUP**

**SOUTHWEST
SECURITIES, FSB**[®]
A Full Service Bank

CARNM Spotlight Sponsor



CARNM Spotlight Sponsor

The Wells Fargo logo consists of a solid red square with the words "WELLS" and "FARGO" stacked vertically in a bold, yellow, serif font.

**WELLS
FARGO**



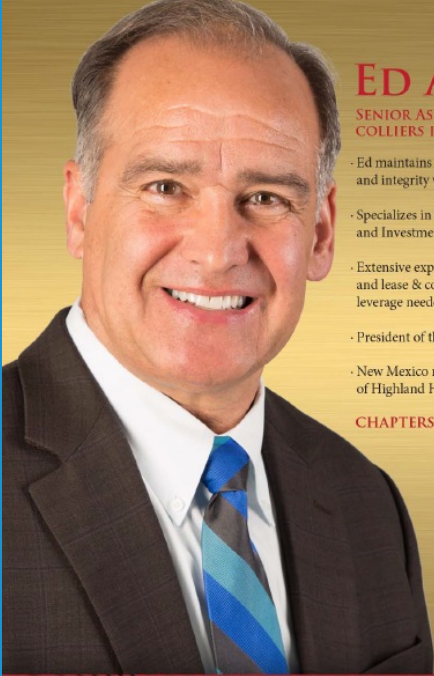
Announcements

- I Am CCIM – Ryan Garcia
- CARNM Dues Billing– Larry McClintock
- CARNM Annual meeting – Tom Franchini
- LIN: Wednesday, November 19, 2014 | 7:30am – 9:00am
- CCIM/LIN Holiday Party (Rob Powell)





“I AM CCIM” Advertising Campaign



ED ANLIAN
SENIOR ASSOCIATE,
COLLIERS INTERNATIONAL

- Ed maintains a high level of professionalism and integrity with clients.
- Specializes in the Sale and Leasing of Commercial and Investment Real Estate
- Extensive experience in site selection, financial analysis and lease & contract negotiation that provide clients the leverage needed to make sound long-term decisions.
- President of the Uptown Progress Team
- New Mexico resident for 42 years. Graduate of Highland High School and UNM.

CHAPTERS.CCIM.COM/NEWMEXICO

I AM 



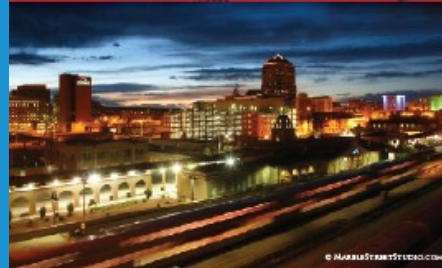
JUSTINE A. DESHAYES
VICE PRESIDENT | WELLS FARGO BANK

- Justine obtained her bachelor and masters degree from UNM
- Past Executive Board Officer of Commercial Real Estate Women (CREW)
- Past Executive Board Officer of CCIM New Mexico Chapter
- Albuquerque Business First 40 Under 40 Honoree
- UNM Anderson School of Management Young Alumni Hall of Fame Recipient
- Past Co-Chair of United Way's Young Leader's Society
- Active volunteer with Junior Achievement and Casa Esperanza
- Knowledgeable in owner-occupied and investment commercial real estate financing

CHAPTERS.CCIM.COM/NEWMEXICO



I AM 
CCIM Means Commercial Real Estate



© MARILYN STANLEY STUDIO.COM

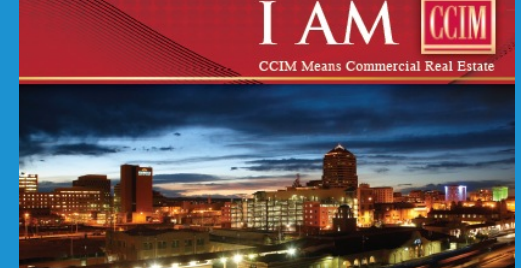
DEBBIE DUPES
CCIM CPM | CBRE BROKERAGE SERVICES

- Over 25 years of commercial real estate experience from including development, leasing, tenant finish and asset management
- Joined CBRE in 2008; Top Ten Producer since 2009
- Brokerage Specialty - tenant representation for office and healthcare users
- CREW New Mexico Past President, Chair and Committee Member
- Committed to detail and clients
- Attended Oklahoma State University and completed paralegal studies at the University of Oklahoma
- Passionate about family, friends, relationships...and her labradoodle Sadie!

CHAPTERS.CCIM.COM/NEWMEXICO



I AM 
CCIM Means Commercial Real Estate



2015 Annual CARNM Dues

CARNM dues invoices are scheduled to be mailed on November 10.



We encourage you to pay online before December 18th to take advantage of the \$25 discount.

Pay before December 31st to avoid a late fee of \$75.



2014 CARNM Annual Meeting

Tuesday, November 18, 2014

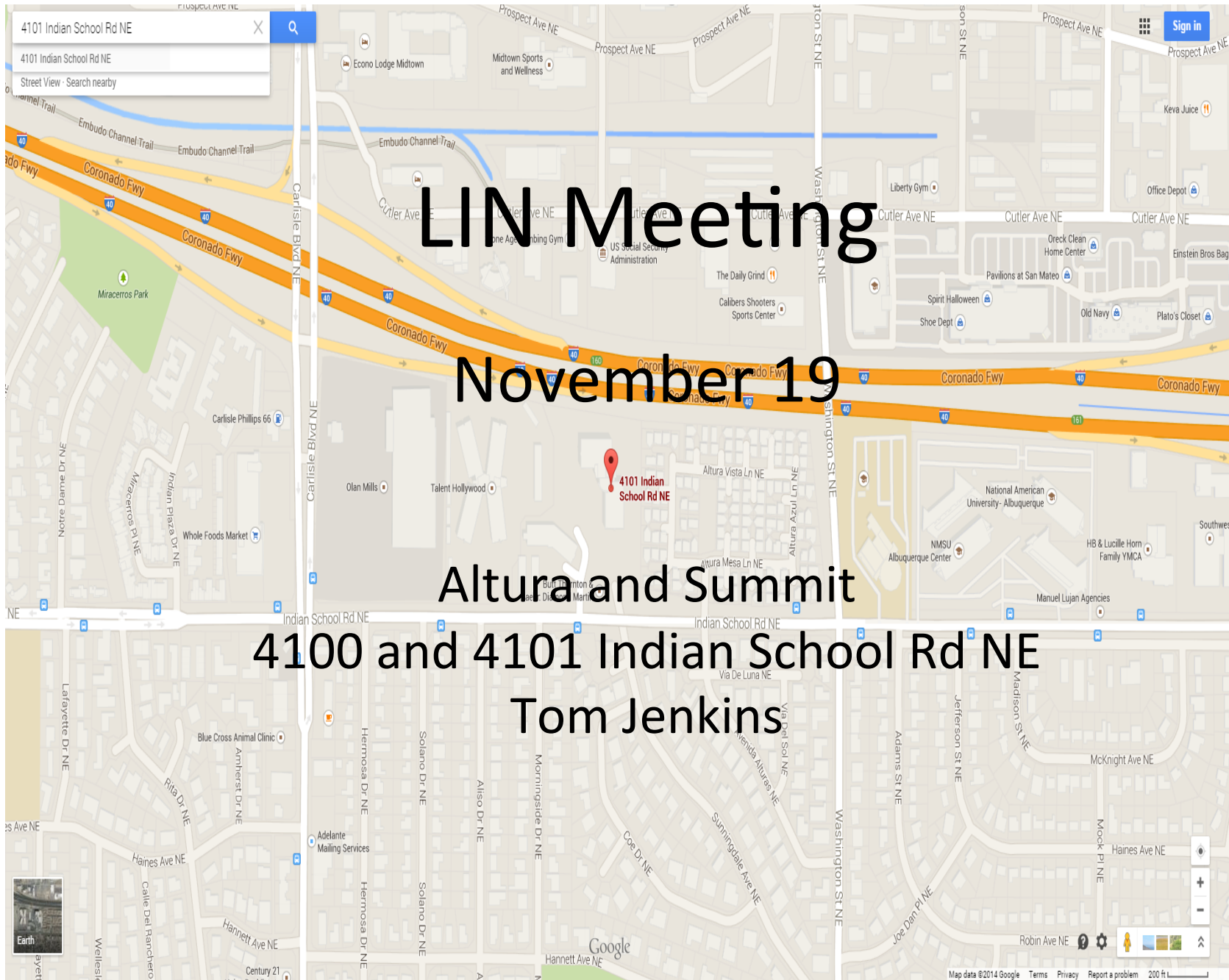
12:00 p.m. – 2:00 p.m.

Albuquerque Marriott

Special Speaker: Ted C. Jones, PhD, Chief Economist – Stewart Title

Highlights Include:

- Review of 2014
- Election of Officers and Directors
- CARNM REALTOR® of the Year
- CCIM Marking Deals of the Year



LIN Meeting

November 19

Altura and Summit

4100 and 4101 Indian School Rd NE

Tom Jenkins



**CCIM/LIN
Annual Holiday Party**

December 3, 2014

**Historic Simms Building
400 Gold Ave SW**

Properties – November 5, 2014

	Name:	Property:	Price:
1.	Keith Meyer, CCIM, SIOR & Jim Wible CCIM	Northern & Loma Colorado	Multiple Pricing
2.	Brandon Saylor, Nicosha Schedlbauer & Ben Perich	6621 4 th Street	\$750,000
3.	Michael Reneau & Matt Reeves	Enchanted Hills Plaza	\$6,195,000
4.	Keith Meyer, CCIM, SIOR & Jim Wible CCIM	Hwy 14 & Frost	\$997,672
5.	Cannon Coffman & Clayton King	2810-2820 Sudderth Dr	\$1,965,000
6.	Richard Vigliano	8010 Mountain	\$450,000
7.	Keith Meyer, CCIM, SIOR & Jim Wible CCIM	NWC Unser & Anderson	Multiple Pricing
8.	Brandon Saylor	2614 Pennsylvania	\$325,000
9.	Cannon Coffman & Clayton King	2825 Sudderth Dr	\$1,700,000
10.	Anne Apicella	5819 & 5827 4 th Street	\$473,330
11.	Anne Apicella	6666 4 th Street	\$749,900
12.	Anne Apicella	10590 2 nd Street	\$284,000

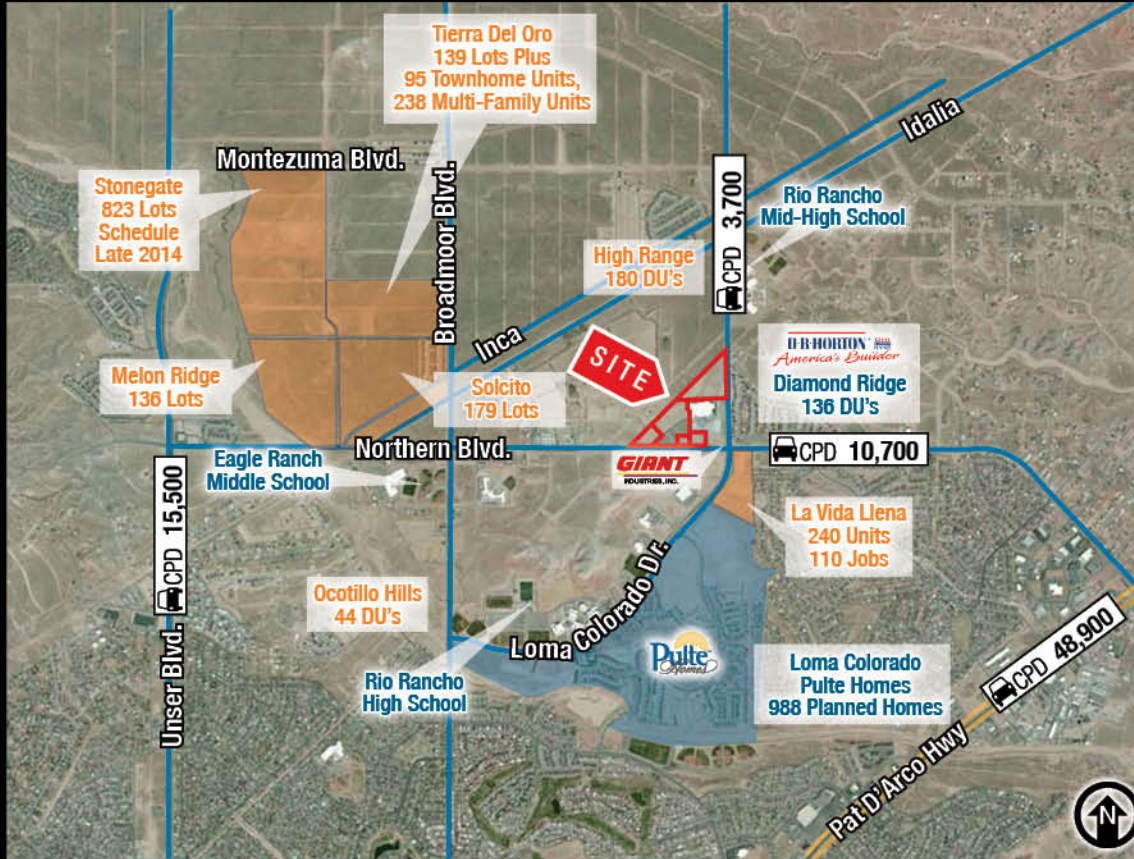
Northern Blvd. & Loma Colorado Rio Rancho, NM

KEITH MEYER, CCIM, SIOR
JIM WIBLE, CCIM

Mixed-Use Retail Development Opportunity

Northern Blvd. & Loma Colorado | Rio Rancho, NM

FOR SALE



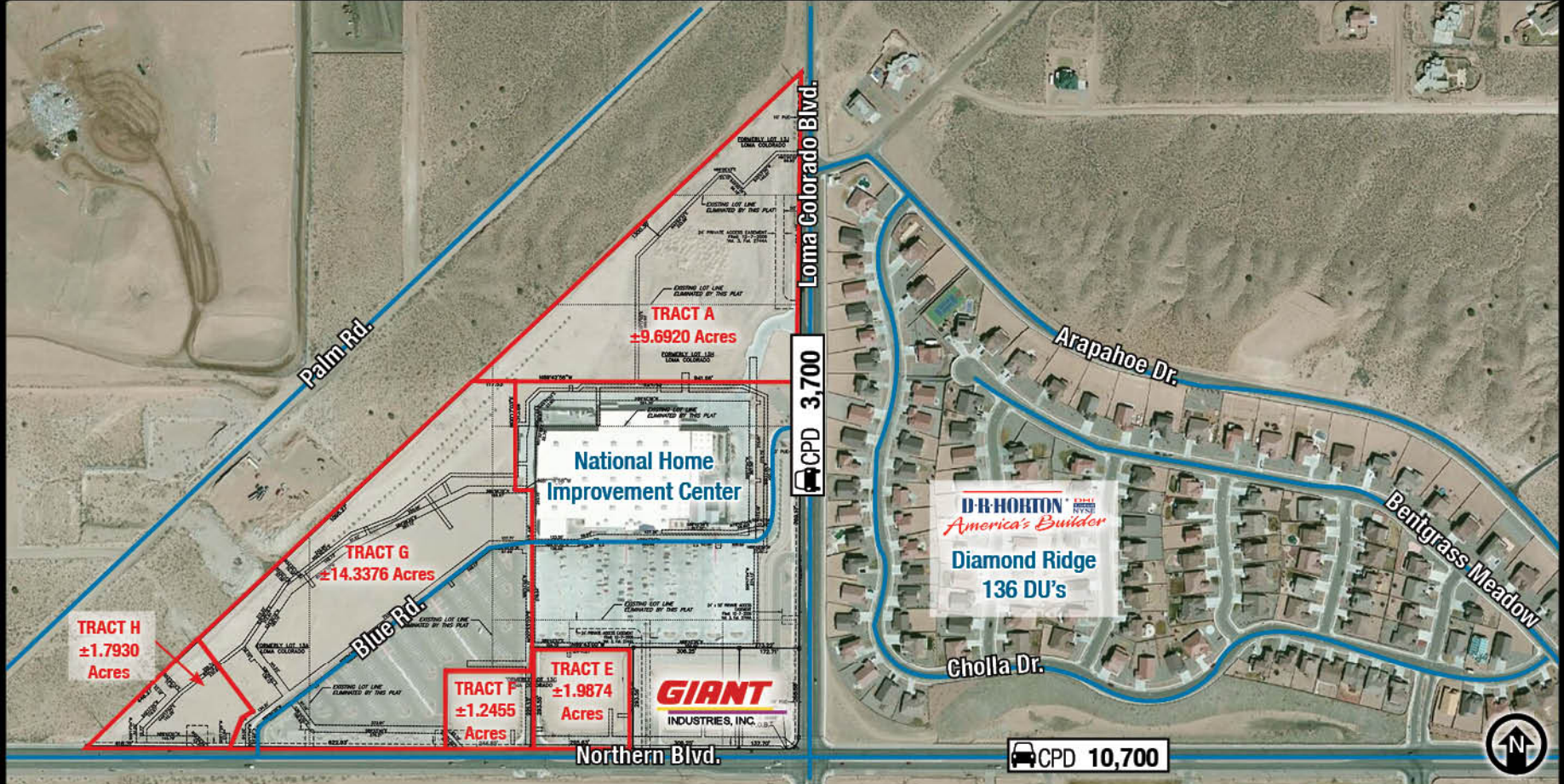
AVAILABLE

- TRACT A ±9.6 AC. \$1.99/SF
- TRACT E ±1.9 AC. \$5.00/SF
- TRACT F ±1.2 AC. \$6.00/SF
- TRACT G ±14. AC. \$3.00/SF
- TRACT H ±1.7 AC. \$3.50/SF
- PURCHASE ENTIRE PROJECT ±29 AC. \$2.79/SF

Mixed-Use Retail Development Opportunity

Northern Blvd. & Loma Colorado | Rio Rancho, NM

FOR SALE



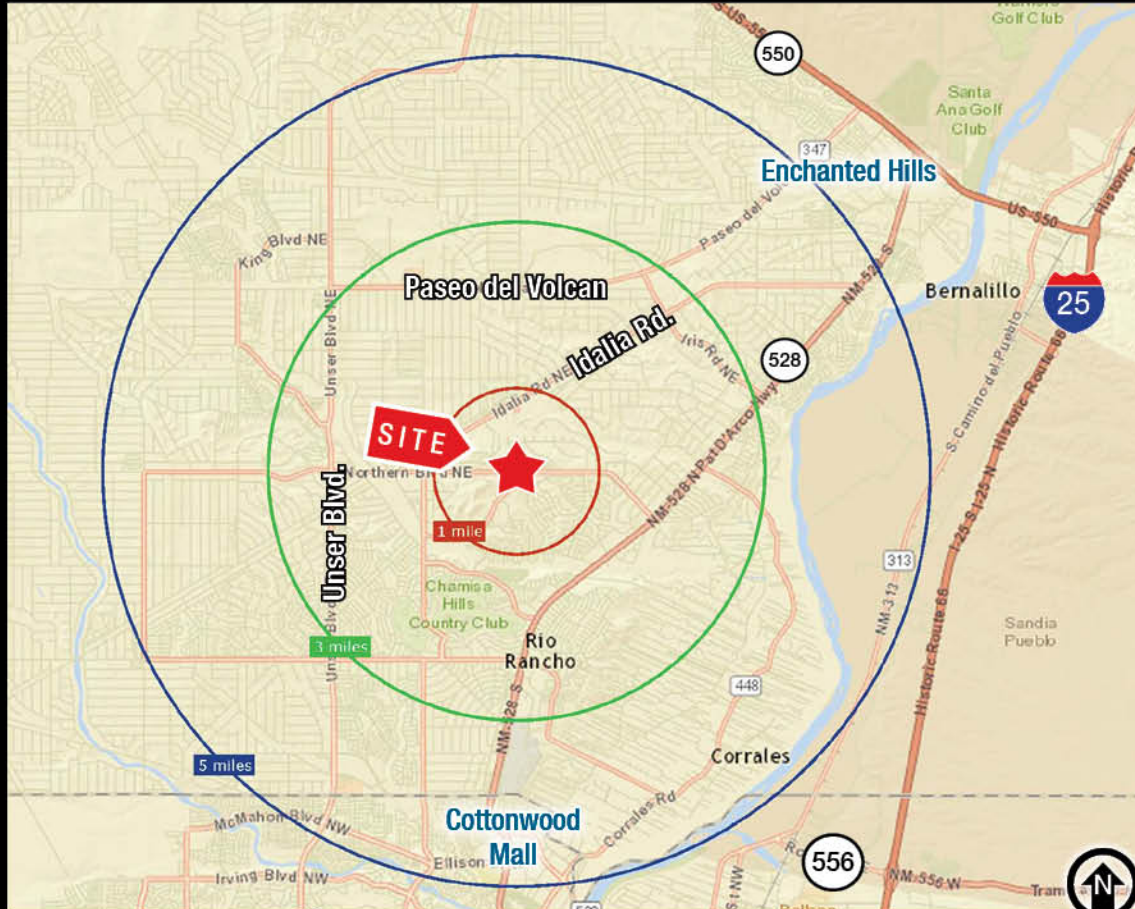
NAI Maestas & Ward
6801 Jefferson NE, Suite 200 | 505.878.0001

KEITH MEYER, CCIM, SIOR JIM WIBLE, CCIM
keithmeyer@gotSPACEUSA.com jimw@gotSPACEUSA.com

Mixed-Use Retail Development Opportunity

Northern Blvd. & Loma Colorado | Rio Rancho, NM

FOR SALE



BENEFITS:

- T±28 acres adjacent to national home improvement center
- All interior streets and curbs installed
- Opportunity to develop on ±1.25 to ±14.34 acre site
- Mixed use zoning allows flexibility in development
- Located at signalized intersection along Northern
- Site has great visibility to surrounding homes
- Infill site surrounded by Loma Colorado and 2,900+ homes.

Mixed-Use Retail Development Opportunity

Northern Blvd. & Loma Colorado | Rio Rancho, NM

FOR SALE

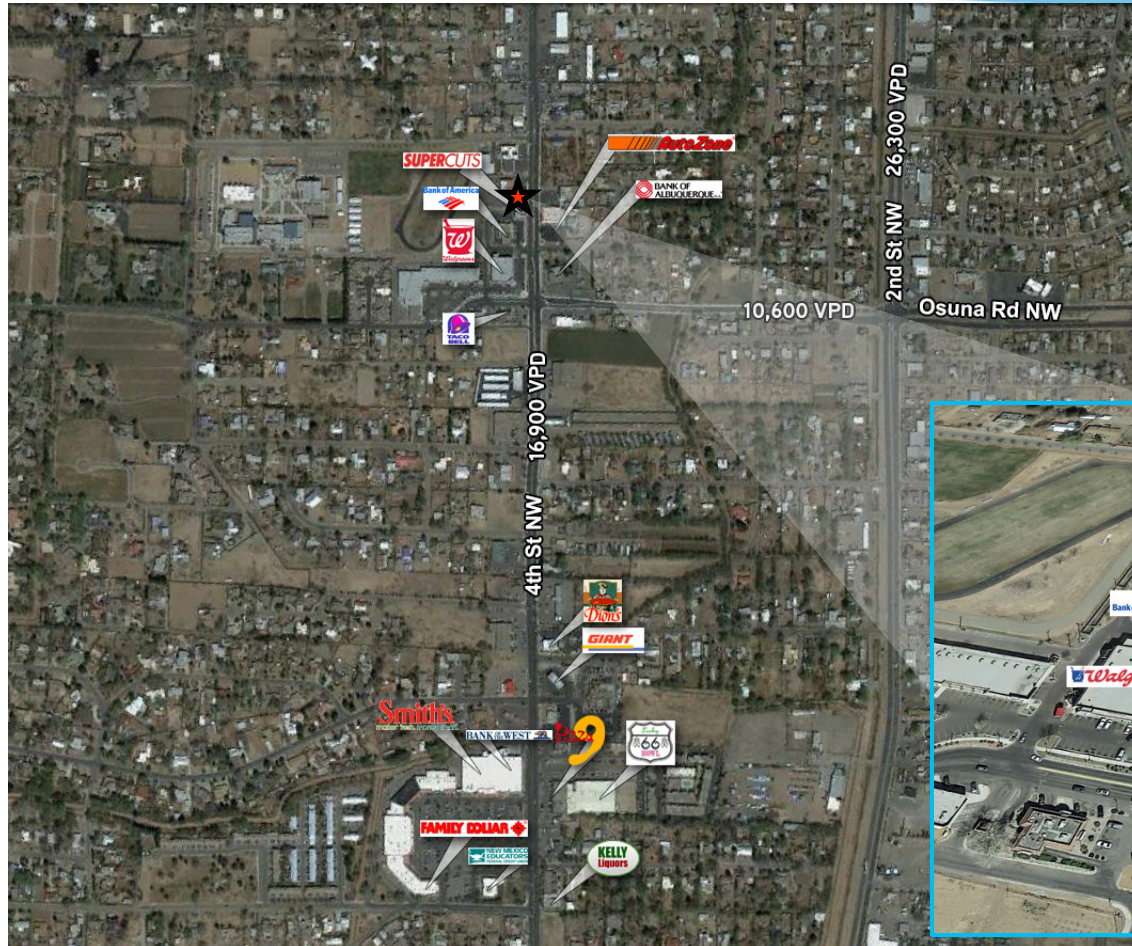


NAI Maestas & Ward
6801 Jefferson NE, Suite 200 | 505.878.0001

KEITH MEYER, CCIM, SIOR **JIM WIBLE, CCIM**
keithmeyer@gotSPACEUSA.com jimw@gotSPACEUSA.com

6621 4th St NW
Los Ranchos de
Albuquerque, NM 87107

Brandon Saylor
Nicosha Schedlbauer
Ben Perich



BRANDON SAYLOR
+1 505 350 0296

NICOSHA
SCHEDLBAUER
+1 505 880 7037

BEN PERICH
+1 505 880 7054

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque NM 87110

Highlights



Sale Price: \$750,000

(\$166.67/SF)

Available Space: +/- 4,500

Lot Size: 1.1384 Acres

Zoning: VC

Building Amenities:

- Former JB's Restaurant (Full kitchen FF&E included)
- Well-Established Location with 16,900 VPD on 4th Street
- 4th Street Signage Available
- Full Ingress/Egress
- Ample Parking with 75 Spaces

BRANDON SAYLOR
+1 505 350 0296
NICOSHA
SCHEDLBAUER
+1 505 880 7037

BEN PERICH
+1 505 880 7054

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

Property Photos



4th Street Signage



Parking Lot



Front Entrance



Southeast Corner

BRANDON SAYLOR
+1 505 350 0296
NICOSHA
SCHEDLBAUER
+1 505 880 7037

BEN PERICH
+1 505 880 7054

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque NM 87110

**Michael Reneau & Matt Reeves
Western States Retail & Investment**

**Enchanted Hills Plaza
Rio Rancho, NM**





505-273-7165

7770 Jefferson NE, Suite 430

Albuquerque, NM 87109

www.westernstatesretail.com

Enchanted Hills Plaza

Retail Strip Adjacent to Two Power Centers **TRADE AREA MAP**



MIKE BARKER
mike@westernstatesretail.com
505-273-7166

MATT REEVES
matt@westernstatesretail.com
505-273-7168



EXECUTIVE SUMMARY

Opportunity Overview

Price	\$6,195,000	CAP Rate	7.0
NOI	\$432,101	Rentable SF	±29,000
		Land	±2.83 acres



MIKE BARKER
mike@westernstatesretail.com
505-273-7166

MATT REEVES
matt@westernstatesretail.com
505-273-7168

**Just South of Frost on Highway 14
Cedar Crest, NM 87008**

**KEITH MEYER, CCIM, SIOR
JIM WIBLE, CCIM**

Highway 14 & Frost Rd. Retail Trade Area

Just South of Frost on Highway 14 | Cedar Crest, NM 87008

FOR SALE



PURCHASE PRICE:

▪ **\$997,672 (\$2.99 / SF)**

LAND:

▪ **±7.66 ACRES**

ZONING

▪ **A-2**

NAI Maestas & Ward

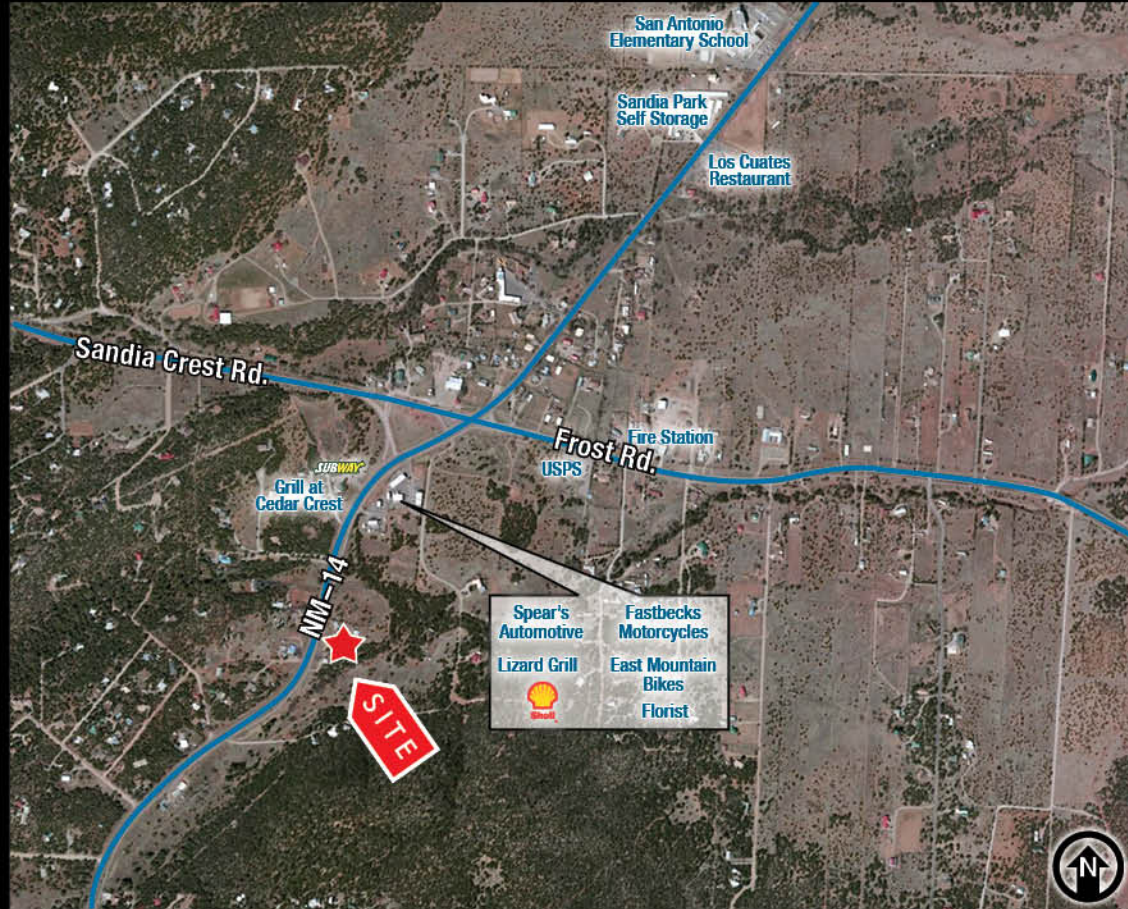
6801 Jefferson NE, Suite 200 | 505.878.0001

KEITH MEYER, CCIM, SIOR **JIM WIBLE, CCIM**
keithmeyer@gotSPACEUSA.com jimw@gotSPACEUSA.com

Highway 14 & Frost Rd. Retail Trade Area

Just South of Frost on Highway 14 | Cedar Crest, NM 87008

FOR SALE



BENEFITS:

- ±7.66 Acres parcel is on Hwy 14, just South of Frost Rd., on the Go Home side
- Excellent retail presence on Hwy 14, great visibility
- Currently zoned A-2, adjacent to County C-1 property. Seller will support Zone Change Process
- Three existing residential structures on the property
- Front 2/3rds of parcel at grade with Hwy 14

**2810-2820 Sudderth Dr.
Ruidoso, NM 88345**

**GANNON COFFMAN
CLAYTON KING**

Pine Tree Square

2810–2820 Sudderth Dr. | Ruidoso, NM 88345

FOR SALE



PURCHASE PRICE:

▪ **\$1,965,000**

LAND:

▪ **±1.1 ACRES**

BUILDING SIZE:

▪ **±38,200 SQ FT**

ZONING:

▪ **C-2**

NOI:

▪ **\$158,035**

NAI Maestas & Ward
6801 Jefferson NE, Suite 200 | 505.878.0001

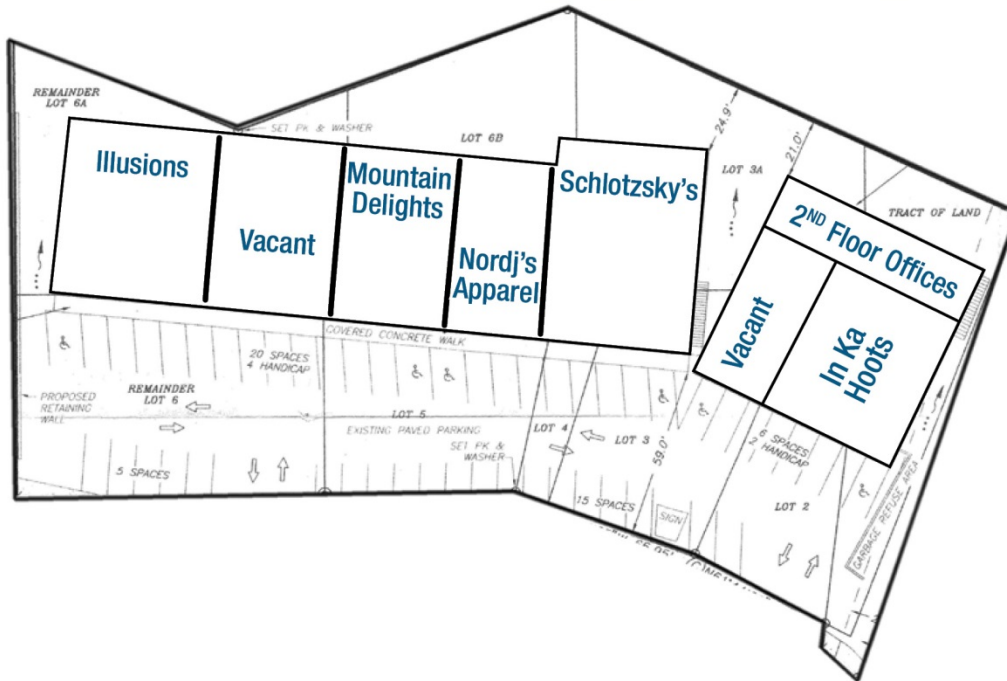
GANNON COFFMAN
gannon@gotSPACEUSA.com

CLAYTON KING
clayton@gotSPACEUSA.com

Pine Tree Square

2810–2820 Sudderth Dr. | Ruidoso, NM 88345

FOR SALE



BENEFITS:

- 84% leased
- Established high energy multi-use commercial center
- Ruidoso's largest day time population within 1 square mile
- Recent, extensive renovation in 2007
- Located in the main intersection of the village
- Local and national tenants

NAI Maestas & Ward

6801 Jefferson NE, Suite 200 | 505.878.0001

GANNON COFFMAN
gannon@gotspaceusa.com

CLAYTON KING
clayton@gotspaceusa.com

Richard Vigliano
Colliers International

8010 Mountain Rd NE
Albuquerque, NM



For Sale – Multi-Tenant Medical Office Building



- > Sale Price: \$450,000.00
- > Price per SF: \$51.87/SF
- > Building Size: +/- 8,676 SF
 - 3 Suites + Common Waiting Area
 - Suite A – 2,665 SF – 5 Exam / Treatment
 - Suite B – 3,300 SF – 8 Exam / Treatment
 - Suite C – 1,806 SF – 4 Exam / Treatment
- > Lot Size: .91 Acres
- > Zoning: O-1

Highlights:

- > Common Area Restrooms
- > 62 Parking Spaces = 7/1,000
- > Courtyard with Storage Shed
- > Close to Kaseman Hospital
- > Modern and Efficient Suite Layouts
- > Suitable for single or multi practice use
- > Recent roof replacement



Closed Deals & Active Investors



What was the deal?

Where is the property located?

**Any interesting aspects of the
deal?**

Owner/user or investment?

Thank you?

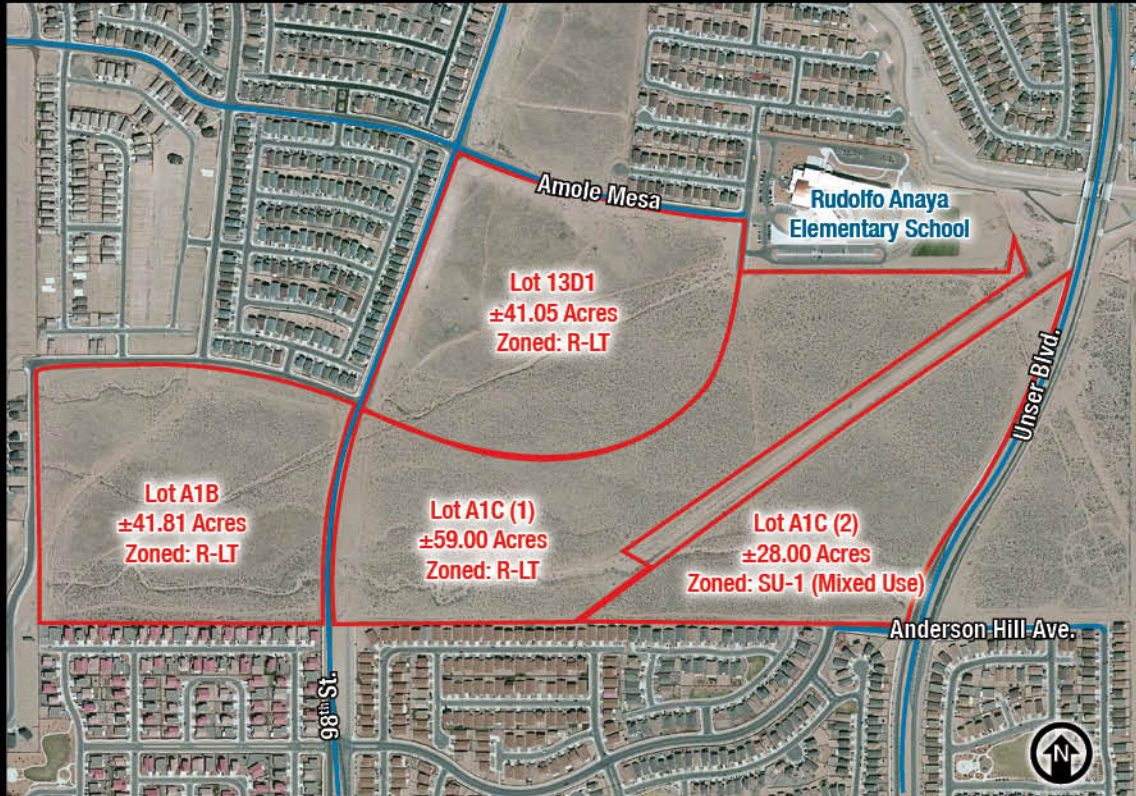
NWC Unser Blvd. & Anderson Hill Ave. Albuquerque, NM

KEITH MEYER, CCIM, SIOR
JIM WIBLE, CCIM

Great Infill Residential Opportunity

NWC Unser Blvd. & Anderson Hill Ave.

FOR SALE



PURCHASE PRICE:

▪ **\$45,000 – \$130,244 / ACRE**

LOT SIZE:

▪ **A1B ±41.81 ACRES**

▪ **A1C (1) ±59.00 ACRES**

▪ **A1C (2) ±28.00 ACRES**

▪ **13D1 ±41.05 ACRES**

▪ **TOTAL: ±169.86 ACRES**

ZONING

▪ **SU-1 FOR MIXED USES INCLUDING MULTI-FAMILY**

NAI Maestas & Ward

6801 Jefferson NE, Suite 200 | 505.878.0001

KEITH MEYER, CCIM, SIOR **JIM WIBLE, CCIM**
keithmeyer@gotSPACEUSA.com jimw@gotSPACEUSA.com

Great Infill Residential Opportunity

NWC Unser Blvd. & Anderson Hill Ave.

FOR SALE



BENEFITS:

- Tremendous access and visibility via Unser Blvd. & 98th St.
- Served by new schools, including Atrisco Heritage High School
- Adjacent to Rudolfo Anaya Elementary School
- Large, flexible parcel
- Zoning R-LT (density up to 30 DU's)
- Full municipal utilities in the area
- City of Albuquerque jurisdiction

2614 Pennsylvania NE

Albuquerque, NM 87110

Brandon Saylor

For Sale – Freestanding Retail Building



- > Sale Price: \$325,000
- > Price per SF: \$86/SF
- > Building Size: +/- 3,771 SF
- > Lot Size: 0.186 Acres
- > Zoning: C-2

2614 Pennsylvania NE, Albuquerque, NM 87110



FOR SALE > RETAIL SPACE

Freestanding Retail Building

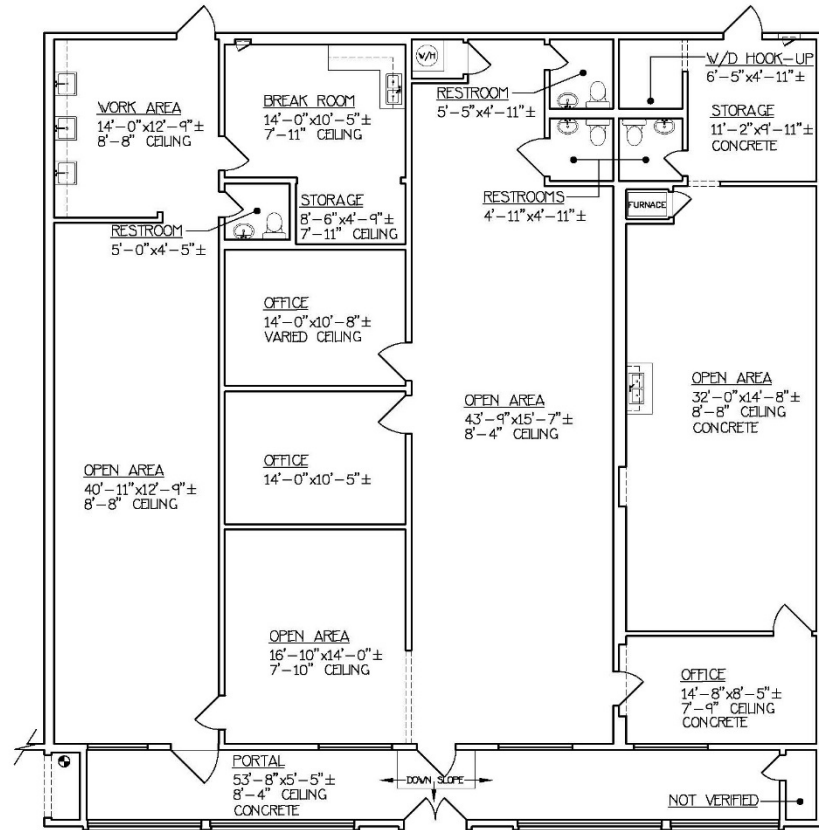
2614 PENNSYLVANIA NE, ALBUQUERQUE, NM 87110



Brandon Saylor 505 350 0296

Highlights:

- > Beautiful interior construction
- > Building currently built out as a hair salon and school
- > FF & E included in sale
- > Close proximity to Uptown
- > New roof installed in 2013
- > HVAC in salon
- > 3.2:1000 parking ratio
- > Owner financing available



**2825 Sudderth Dr.
Ruidoso, NM 88345**

**GANNON COFFMAN
CLAYTON KING**

Boulder Plaza

2825 Sudderth Dr. | Ruidoso, NM 88345

FOR SALE



PURCHASE PRICE:

▪ **\$1,700,000**

LAND:

▪ **±1.29 ACRES**

BUILDING SIZE:

▪ **±13,302 SF**

ZONING:

▪ **C-2**

NOI:

▪ **\$133,680**

NAI Maestas & Ward

6801 Jefferson NE, Suite 200 | 505.878.0001

GANNON COFFMAN
gannon@gotSPACEUSA.com

CLAYTON KING
clayton@gotSPACEUSA.com

Boulder Plaza

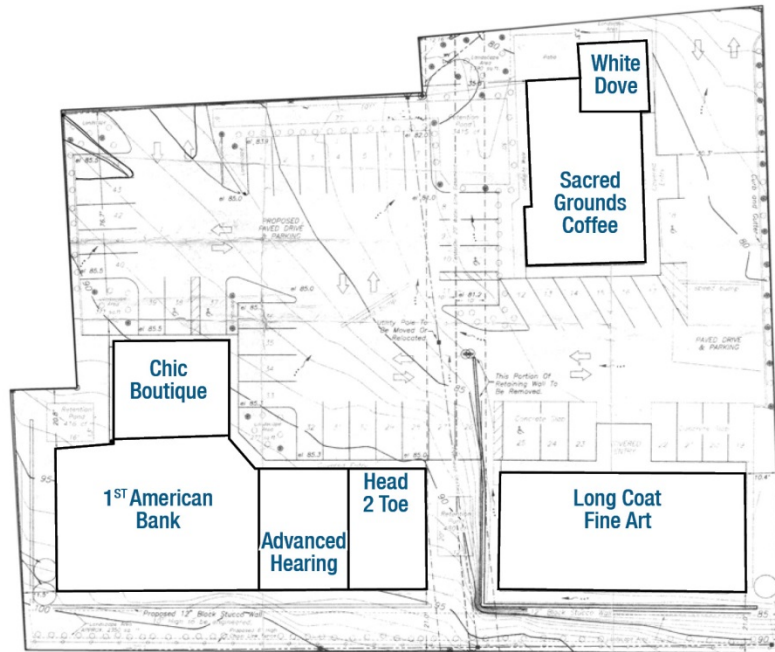
2825 Sudderth Dr. | Ruidoso, NM 88345

FOR SALE



BENEFITS:

- 100% leased
- Upscale center with good quality tenants
- Quality multi-tenants complex in 3 free standing buildings
- Located at signalized intersection
- Situated in major commercial arterial of Ruidoso
- Each suite has custom features including wood finishes and built-in cabinets

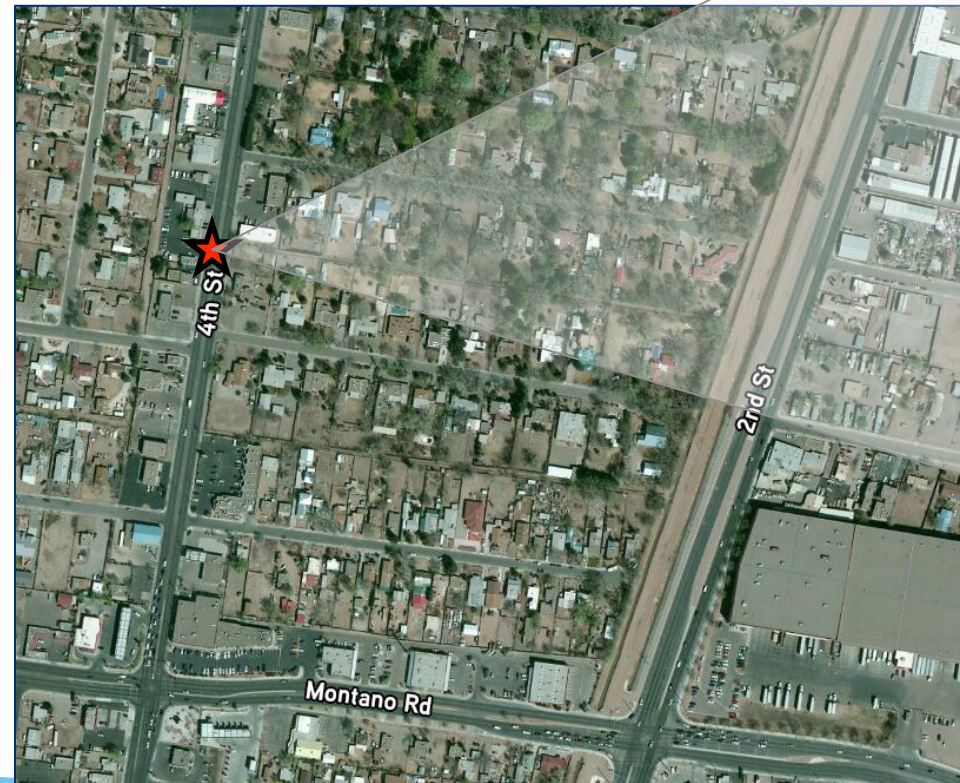


5819 & 5827 4th St NW

Albuquerque, NM

Anne Apicella
Colliers International

Aerial



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite 300
Albuquerque, NM 87110

Property Highlights

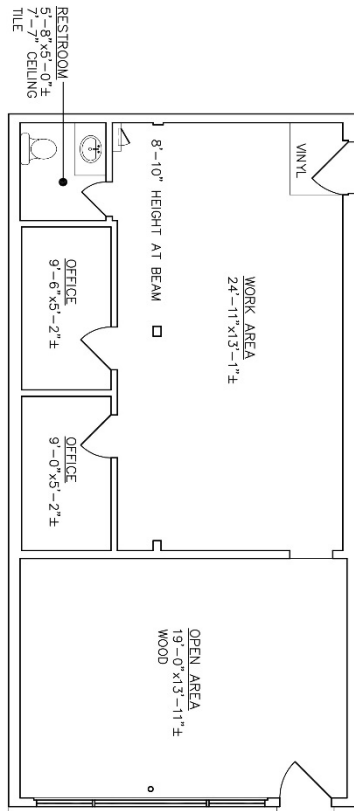


- Rare freestanding buildings in the North Valley
- Unique combination of office, retail, and warehouse potential
- Great visibility
 - Building signage
 - 19,400 VPD on 4th Street
- Central location to serve Eastside and Westside Albuquerque
- Secure parking in fenced and gated yard
- Perfect for a contractor or any user with fleet vehicles
- Office and warehouse are move-in ready

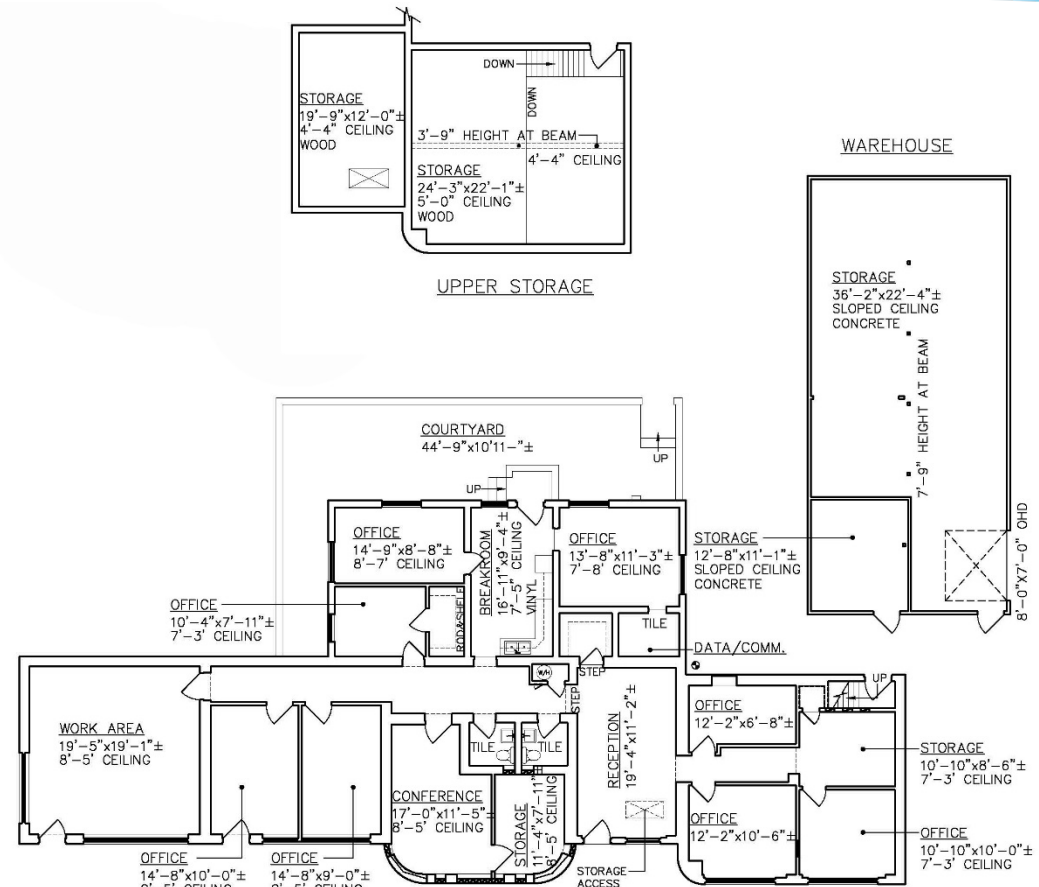
ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

Floor Plans



5819 4th St



5827 4th St

Property Photos



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

Listing Details



Sale Price:

5827 Office	\$348,450	-	3,030
5827 WH	\$74,880	-	SF
5819	\$50,000	-	1,152
Total	\$473,330	-	SF

Price per SF: \$94.57 823 SF

Lot Size: .52 Acres 5,005

Zoning: C-2 SF

SELLER FINANCING AVAILABLE!

ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

6666 4th St NW
Los Ranchos de Albuquerque,
NM

Anne Apicella
Colliers International

Aerial



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

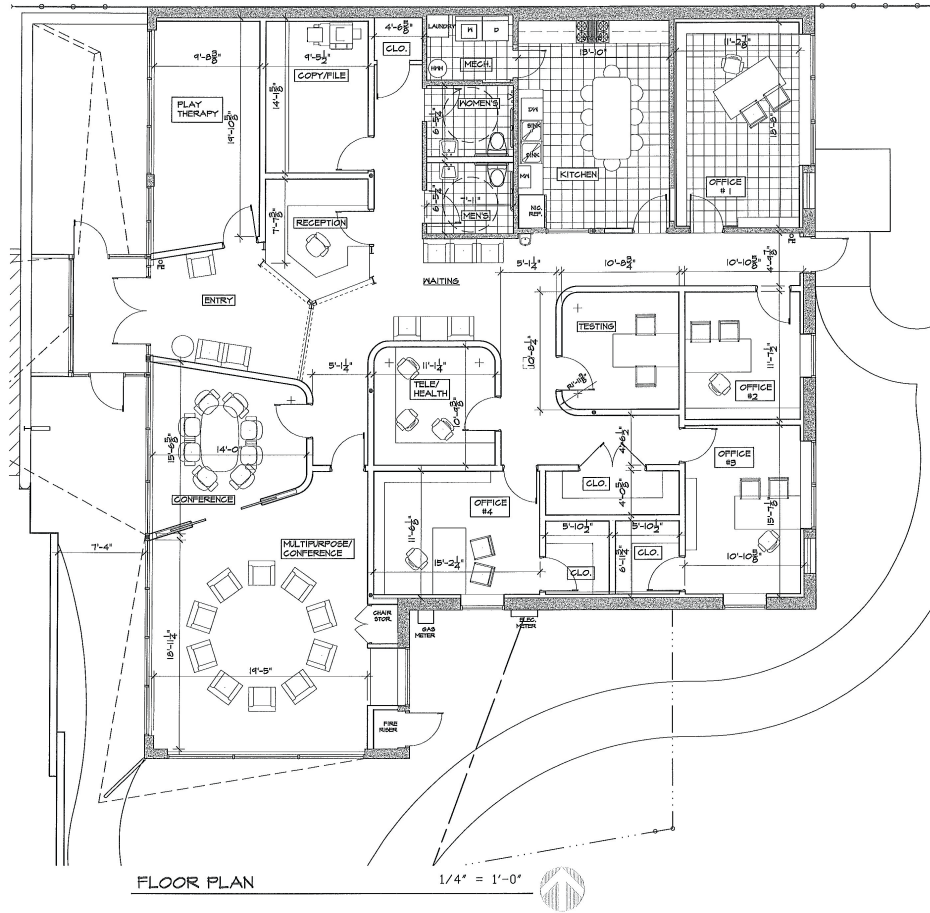
COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite 300
Albuquerque, NM 87110

UNIQUE INVESTMENT OPPORTUNITY!



- Beautiful office building in the North Valley
- Completely remodeled in 2009-2010
- Building features include:
 - Saltillo tile floors
 - Plastered walls
 - Highest quality lighting finishes
 - Built-in reception desk
 - Two ADA restrooms
 - Sprinklered
 - Full caterer's kitchen
 - Beautiful outdoor space
 - Storage building
 - Plenty of parking
- 9% CAP Rate includes rental income from conference room (meetings/conferences) and outdoor area (weddings)

Floor Plans



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite 300
Albuquerque NM 87110

Property Photos



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite 300
Albuquerque, NM 87110

Listing Details



Sale Price: \$749,900

Building Size: 3,700 SF (plus 1,337 SF garage and storage)
588 SF building)

Lot Size: .61 Acres

Zoning: VC (Village Commercial)

ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite 300
Albuquerque, NM 87110

**10590 Second St NW,
Unit A
Albuquerque, NM**

Anne Apicella
Colliers International



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

Property Highlights

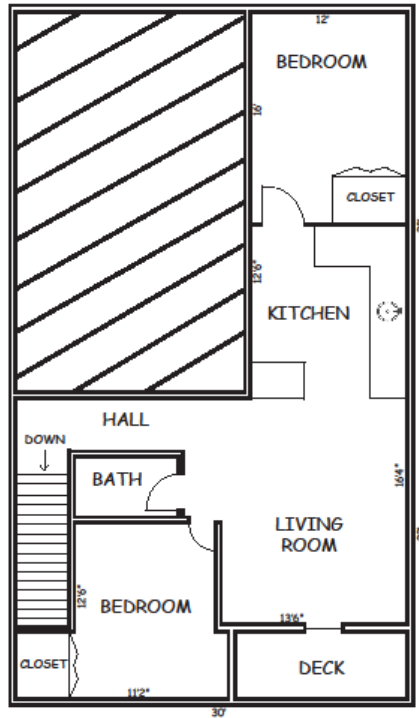


- Unique Live + Work Property in the far North Valley
- Property Amenities include:
 - End unit with lots of windows and natural lights
 - 2 bedroom, 1 bath living quarters upstairs (957 SF + balcony)
 - 2 offices, kitchenette, ADA restroom, and warehouse downstairs (1,418 SF)
 - 12' drive-in door in warehouse
 - Excellent condition
 - Move-in ready
- Complex Amenities include:
 - Overlooks Sandia Pueblo open space
 - Cottonwood-shaded grounds
 - Lots of parking
 - Easy access to I-25
 - Walk to Rail Runner Station

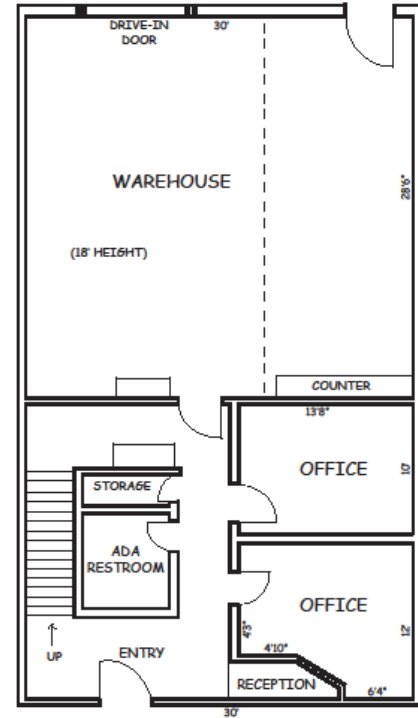
ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

Floor Plans



SECOND FLOOR



FIRST FLOOR

Property Photos



ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque NM 87110

Listing Details



Sale Price: \$284,000

Available Space: 2,375 SF

Price per SF: \$119.58

Zoning: C -1

ANNE APICELLA
+1 505 880 7059
anne.apicella@colliers.com

COLLIERS INTERNATIONAL
+1 505 883 7676 Main
2424 Louisiana Blvd NE, Suite
300
Albuquerque, NM 87110

2014 CARNM Sponsors



*First American
Title Insurance Company*



Fidelity National Title[®]
Of New Mexico Inc.



UNITED LABOR BANK

BRYCON

CONSTRUCTION

Structured around service.



NEWMEXICO

BANK & TRUST

Great Things Happen!

stewart[®]
title of albuquerque



**First Citizens
Bank**



**BANK OF
ALBUQUERQUE**[®]_{N.A.}

**WELLS
FARGO**

**SWS
GROUP**

**SOUTHWEST
SECURITIES, FSB**[®]
A Full Service Bank