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FARGO**

**SWS  
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**SOUTHWEST  
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**Gary Oppedahl**  
City of Albuquerque's Economic  
Development Department

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# *CARNM Spotlight Sponsor*



# *Announcements*

- Tenant Improvement Classes – Jim Wible
- RPAC Investment – Tim MacEachen
- CARNM Annual meeting – Tom Franchini
- LIN: Wednesday, October 15, 2014 | 7:30am – 9:00am



# Commercial Tenant Improvements

October 30, 2014

8:10 - 11:30 a.m.

State Bar of New Mexico

5121 Masthead NE

Instructor:

**Irwin Harms**

Irwin Harms specializes in Property Management, Maintenance and Construction.

He is a licensed New Mexico General Contractor and Electrical Contractor and has more than 30 years of experience coordinating large-scale development projects. As a complement to these capabilities, he's also a licensed Real Estate Broker. Bringing all of the skills together, he adds key insight to each project.

Irwin has coordinated the development of more than 200,000 square feet of space and currently manages 2,000,000 square feet of space in Albuquerque and the surrounding areas.

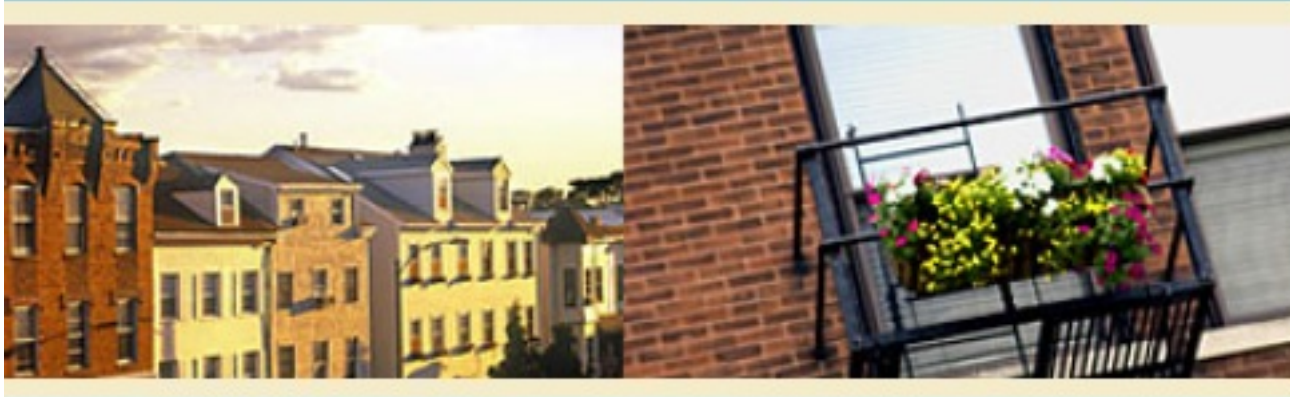


This course is designed to provide attendees with a comprehensive overview of the tenant improvement process. Attendees will have the opportunity to ask questions and discuss real-world examples of tenant improvement projects. Topics include:

- **Defining Tenant Improvements, a/k/a "TIs"**
- **Who/What may be Involved?**
- **Space Plan**
- **Construction Costs**
- **The Deal**
- **Construction Phase**, such as the permit process, scheduling and inspections

**Panel Discussion** — The final hour will consist of a panel comprised of a local developer, a local landlord and a property management representative to address frequent issues and challenges that may arise during the tenant improvement process and how real estate brokers can foresee potential challenges and opportunities for solutions to create seamless client transitions.

**3 CE Credits Approved!**



## Invest in RPAC with CARNM

REALTORS® are on the front line as defenders of real estate issues. RPAC allows REALTORS® to make sure their concerns about these issues are heard and understood by

elected public officials. If not you, then who?

**Make your contribution by Oct. 10!**



# 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: Wednesday October 15, 2014  
7:30 A.M. – 9:00 A.M.**

**Two Park Square**





# ***Properties – September 3, 2014***

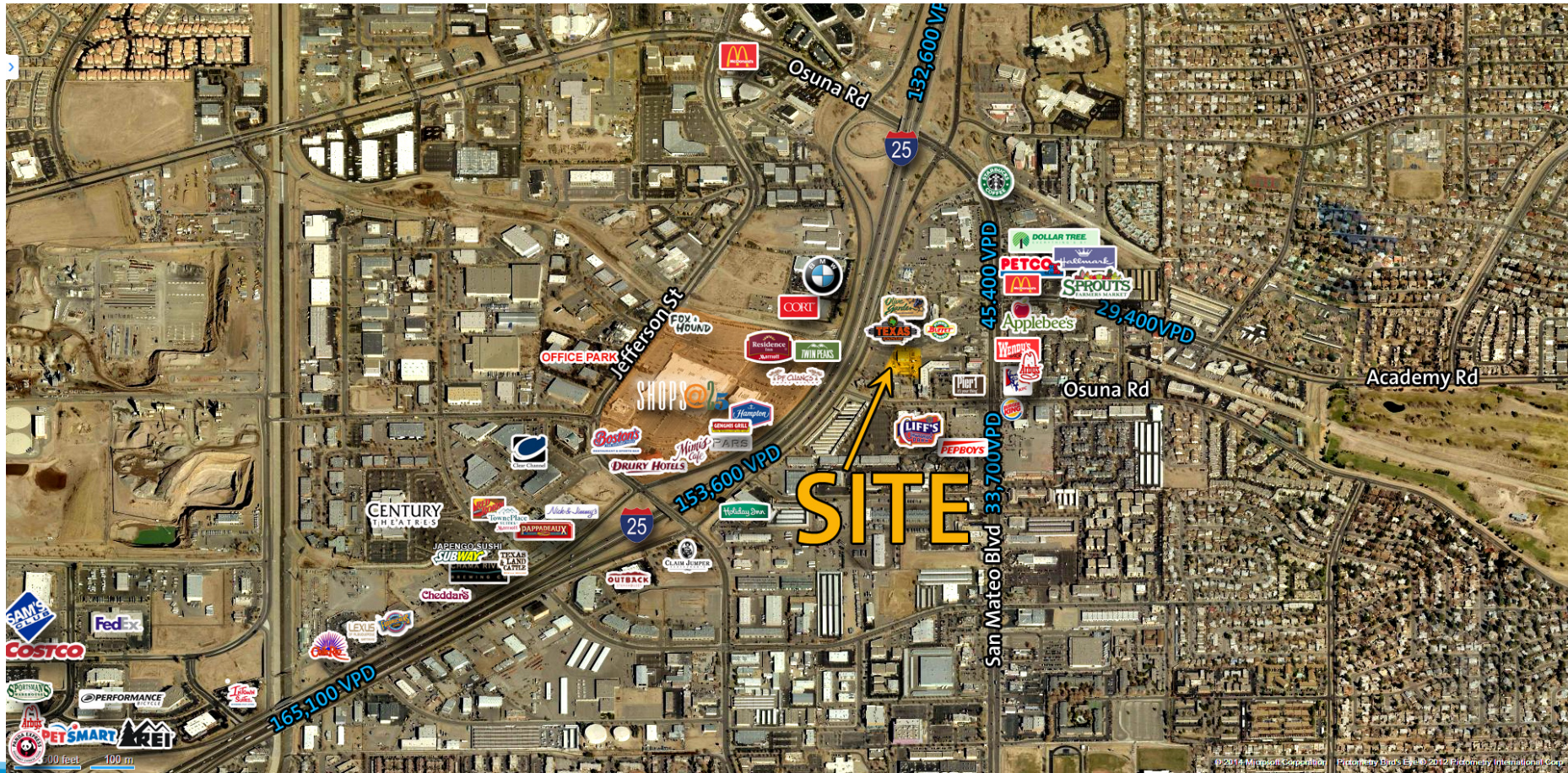
	<b>Name:</b>	<b>Property:</b>	<b>Price:</b>
1.	Nicosha Schedbauer	6040 Brentwood Lane	\$1,750,000
2.	Coralee Quintana	917 Pennsylvania NE	\$169,200
3.	Michael Reneau & Matt Reeves	Plaza del Sol Shopping Center	\$
4.	Michael Reneau & Matt Reeves	Gardenswartz Shopping Center	\$
5.	Steve Kraemer	135-137 N. Camino del Pueblo	\$435,000
6.	George Chronis	480 Rio Communities Blvd	\$379,900

**Nicosha Schedlbauer**  
**Colliers International**

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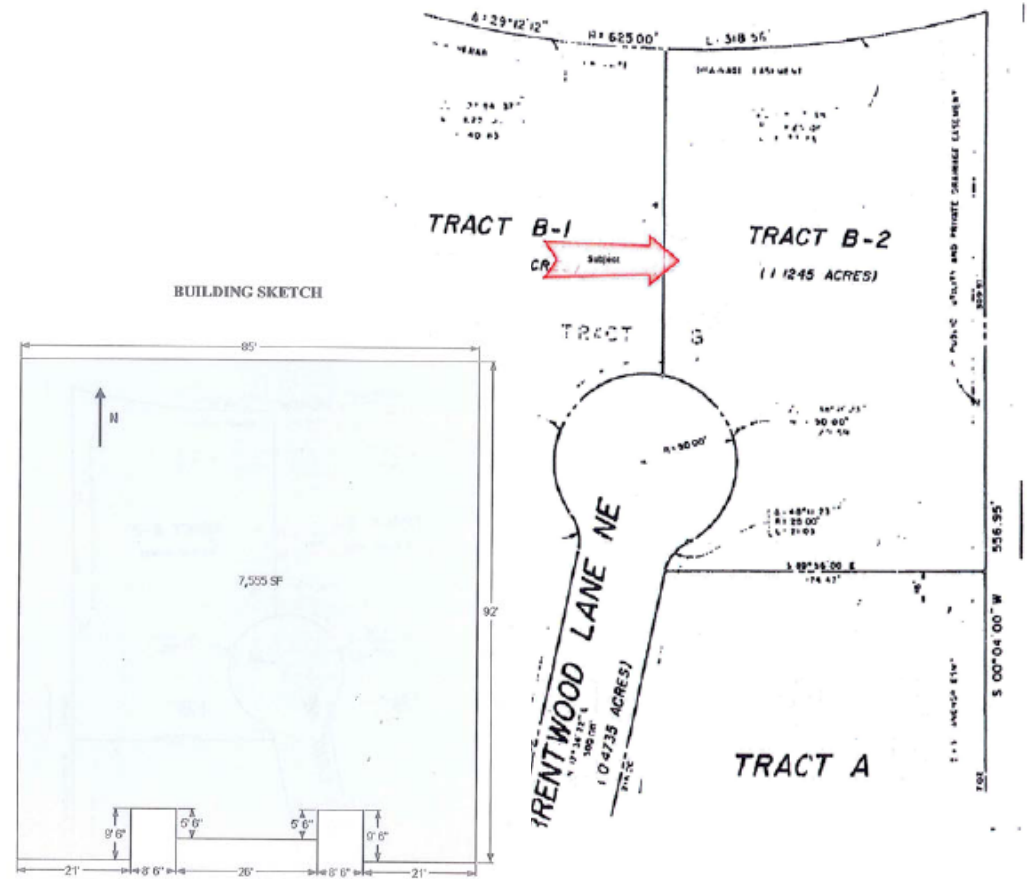
**6040 Brentwood Lane NE**  
**Albuquerque, NM 87109**

# 6040 Brentwood Lane NE Albuquerque, NM 87109



Nicosha Schedlbauer  
505 880 7037

# 6040 Brentwood Lane NE Albuquerque, NM 87109



Nicosha Schedlbauer  
505 880 7037

# 6040 Brentwood Lane NE Albuquerque, NM 87109



## > TOTAL BUILDING AREA

**+/-7,555 sf**

+/- 4,000 sf of total area is pool tables

+/- 560 sf covered patio area

(not included in building sf)

## > SALE PRICE

**\$1,750,000**

The price breakdown is as follows:

Liquor license \$350,000

Real Estate & FF&E \$1,400,000

## > PROPERTY ADDRESS

6040 Brentwood Ln NE.

Albuquerque, NM 87109

## > LAND SIZE

1.1009

## > YEAR BUILT

1984

## > NO. OF FLOORS

One

## > PARKING

+/- 74 spaces

## > ZONING

C-3

## > BUILDING EXTERIOR

Concrete masonry unit (CMU)

## > FLOOD ZONE

Zone X

## > UTILITIES

All public

## > HVAC SYSTEM

Seven roof mounted combo units

## > PROPERTY TAX

Per 2013 Bernco Tax Bill

\$13,178.12

## > FF&E

Equipment list to be provided separately

## > LIQUOR LICENSE

ILD



**Nicosha Schedlbauer**  
505 880 7037

6040 Brentwood Lane NE  
Albuquerque, NM 87109



Nicosha Schedlbauer  
505 880 7037

**Coralee Quintana**  
**EXPO Realty Commercial**

**917 Pennsylvania NE**  
**Albuquerque, NM**





917 Pennsylvania NE, Albuquerque 87110



Presented by Coralee Quintana



# 2,000 SF Office Space \$169,200

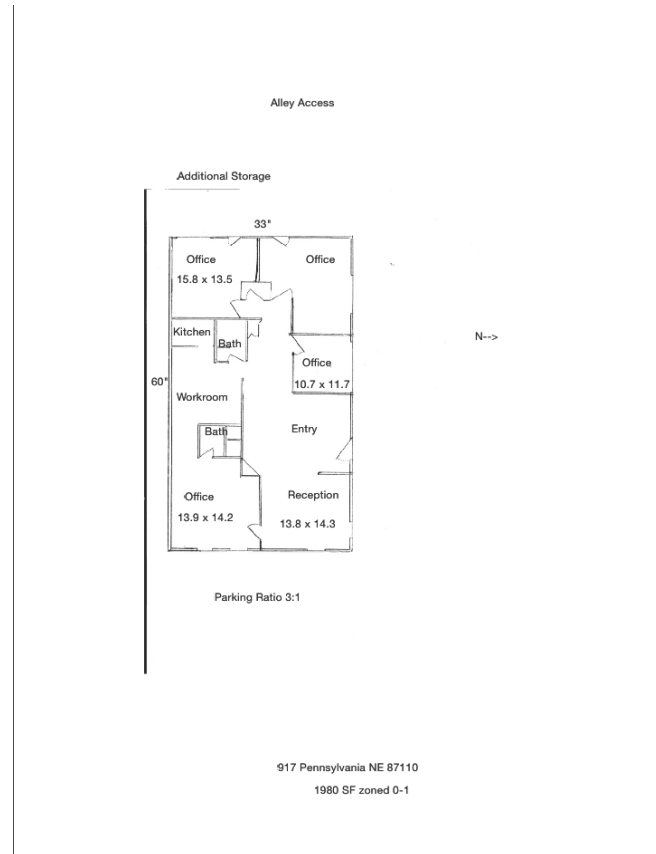
- ▶ O-1 Zoning
- ▶ \$15,600 NOI on \$10 SF lease.
- ▶ 10% Cap Rate
- ▶ 3:1 Parking Ratio
- ▶ Owner Occupant or Sale/leaseback
- ▶ Access from Rear Alley with Storage
- ▶ 7,501 sf Lot
- ▶ 4% Commission to Buyer's Broker!



COMMERCIAL

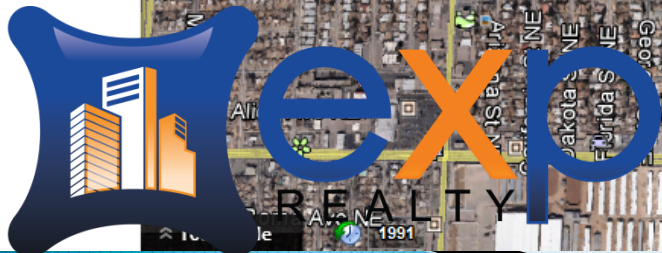
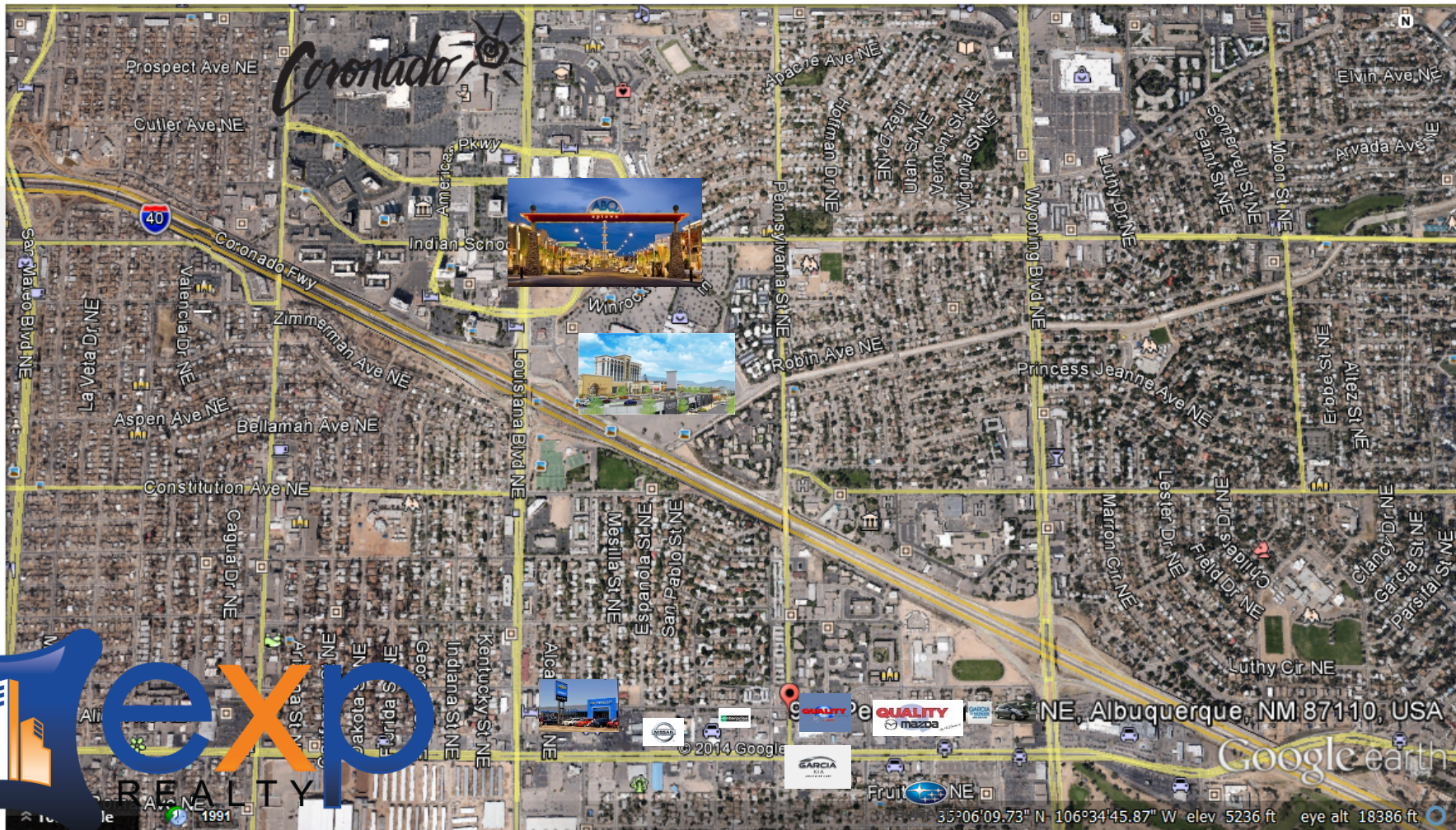
Coralee Quintana 505-639-1266

# Great Little Office Floor Plan



Coralee Quintana 505-639-1266

# Close to Uptown and Car Dealers



COMMERCIAL

Coralee Quintana 505-639-1266

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

**Plaza del Sol Shopping Center  
Santa Fe, NM**





**505-273-7165**

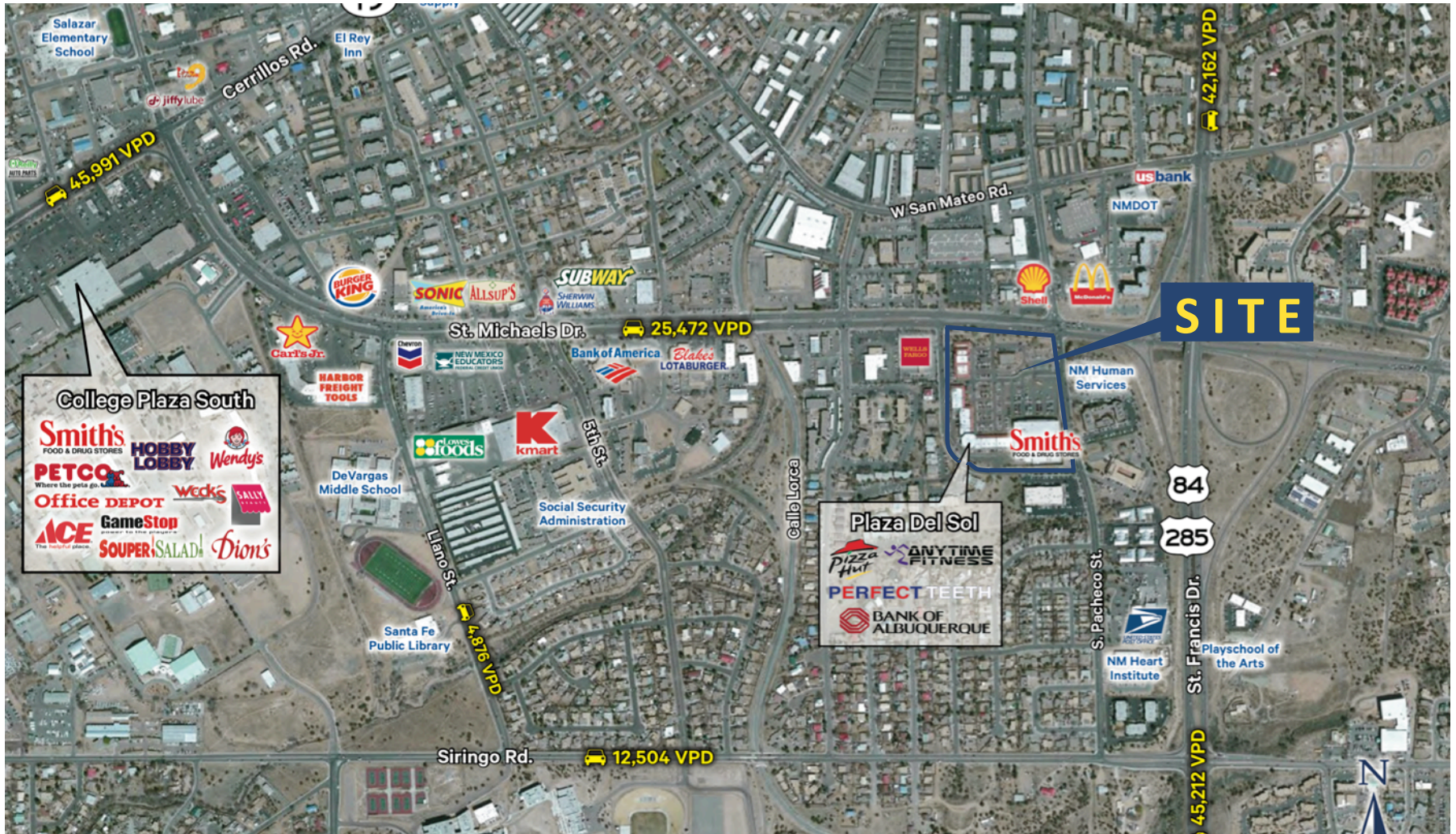
7770 Jefferson NE, Suite 430

Albuquerque, NM 87109

[www.westernstatesretail.com](http://www.westernstatesretail.com)

**Plaza del Sol Shopping Center**

Santa Fe, NM Neighborhood Shopping Center **TRADE AREA MAP**



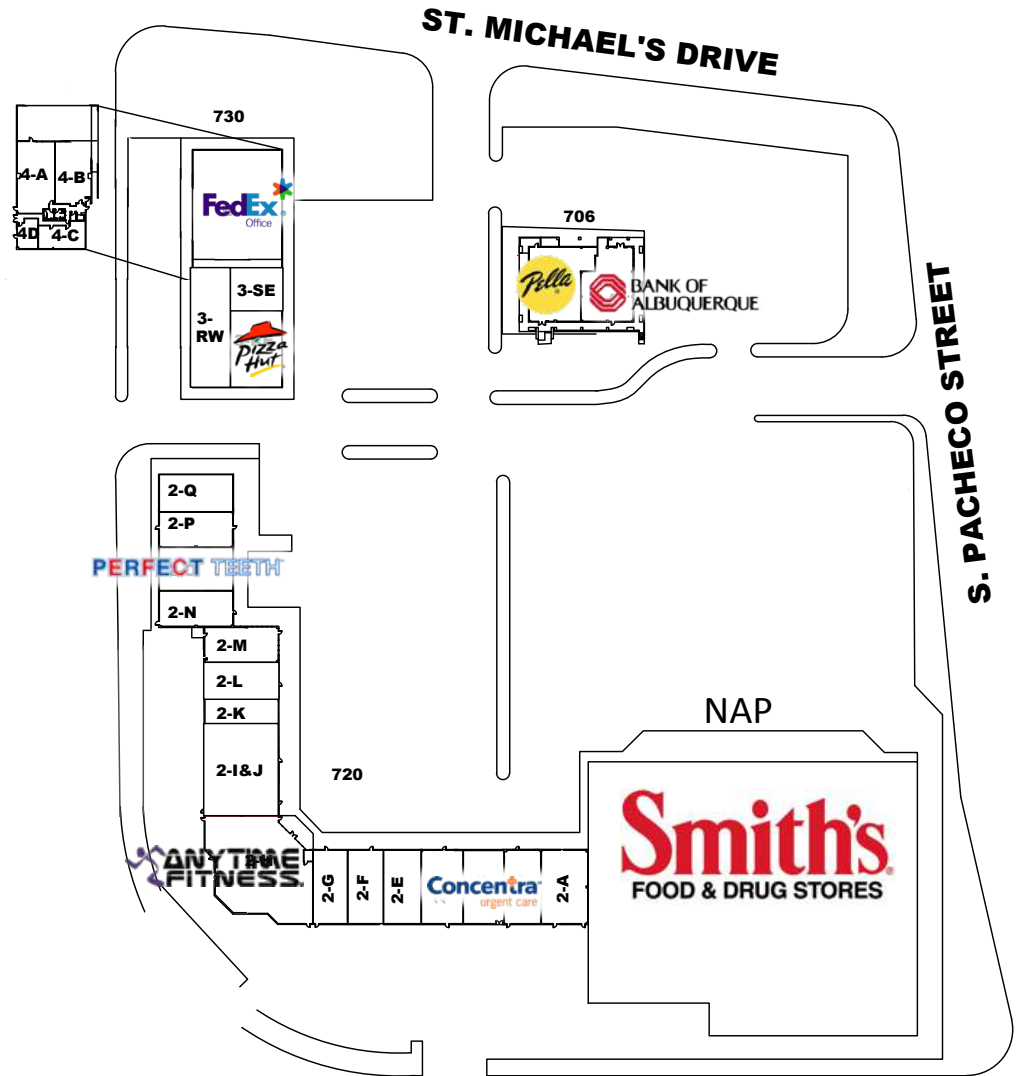
**MICHAEL RENEAU**  
 michael@westernstatesretail.com  
 505-273-7169

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



# OPPORTUNITY OVERVIEW

Price Contact Broker  
NOI \$646,895  
Vacancy 10.69%  
Rentable SF ±62,421 SF  
Land ±6.7 acres



MICHAEL RENEAU  
michael@westernstatesretail.com  
505-273-7169

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

**CAMINO PLAZA DEL SOL**

# 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?**



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

**Gardenswartz Shopping Center  
Santa Fe, NM**



**John Ransom, CCIM, SIOR**  
**Tim With, CCIM, SIOR**  
**Colliers International**

**SEC Wyoming & Paseo Del Norte**  
**Albuquerque, NM**





**505-273-7165**

7770 Jefferson NE, Suite 430

Albuquerque, NM 87109

[www.westernstatesretail.com](http://www.westernstatesretail.com)

**Gardenswartz Shopping Center**

# Santa Fe, NM Neighborhood Shopping Center **TRADE AREA MAP**



MICHAEL RENEAU  
 michael@westernstatesretail.com  
 505-273-7169

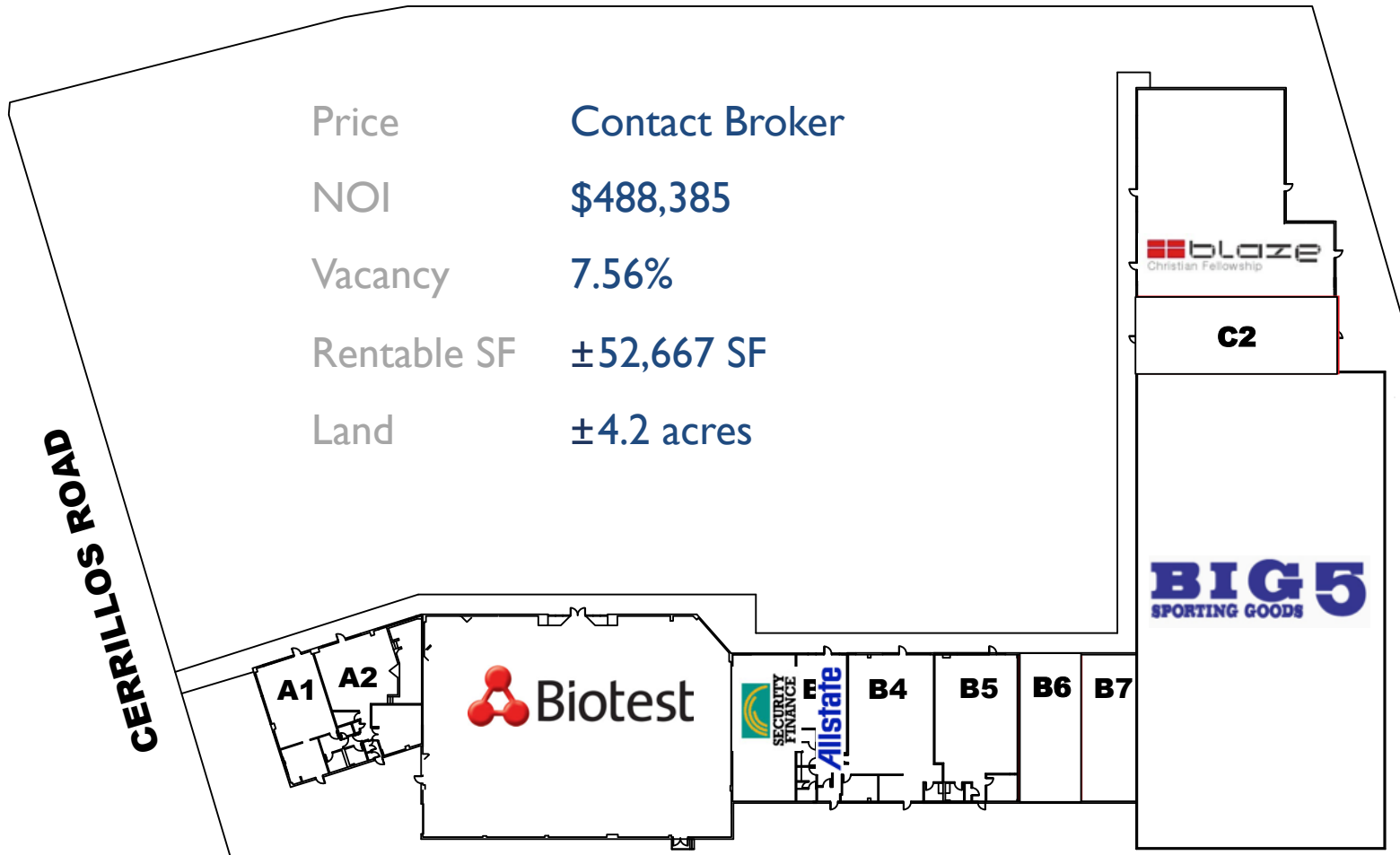
MATT REEVES  
 matt@westernstatesretail.com  
 505-273-7168



# OPPORTUNITY OVERVIEW

## CLARK ROAD

Price	Contact Broker
NOI	\$488,385
Vacancy	7.56%
Rentable SF	±52,667 SF
Land	±4.2 acres



MICHAEL RENEAU  
michael@westernstatesretail.com  
505-273-7169

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

**135-137 N. Camino del Pueblo  
Bernalillo, NM 87004**

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**STEVE KRAEMER**

# Rare Mixed Use Property

135-137 N. Camino del Pueblo | Bernalillo, NM 87004

**FOR SALE**



## PURCHASE PRICE:

▪ **\$435,000**

## LAND:

▪ **±.51 ACRES**

## BUILDING SIZE:

▪ **WAREHOUSE /  
SHOWROOM ±3,803 SQ FT**

▪ **OFFICE /  
RESIDENCE ±1,081 SQ FT**

▪ **TOTAL ±4,884 SQ FT**

## ZONING

▪ **C-1, RETAIL COMMERCIAL**

**NAI** Maestas & Ward

6801 Jefferson NE, Suite 200 | 505.878.0001

**STEVE KRAEMER**  
skraemer@gotspaceusa.com

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FOR SALE



# Rare Mixed Use Property

135-137 N. Camino del Pueblo | Bernalillo, NM 87004

**FOR SALE**



## BENEFITS:

- Highly functional multi-use showroom and warehouse space
- Ideal for light manufacturing, day care or retail uses
- Free standing office / residence on property
- Located 600 feet North of Hwy 550 (37,000 cars per day)
- 400 AMP, 3-phase electrical service

**NAI** Maestas & Ward

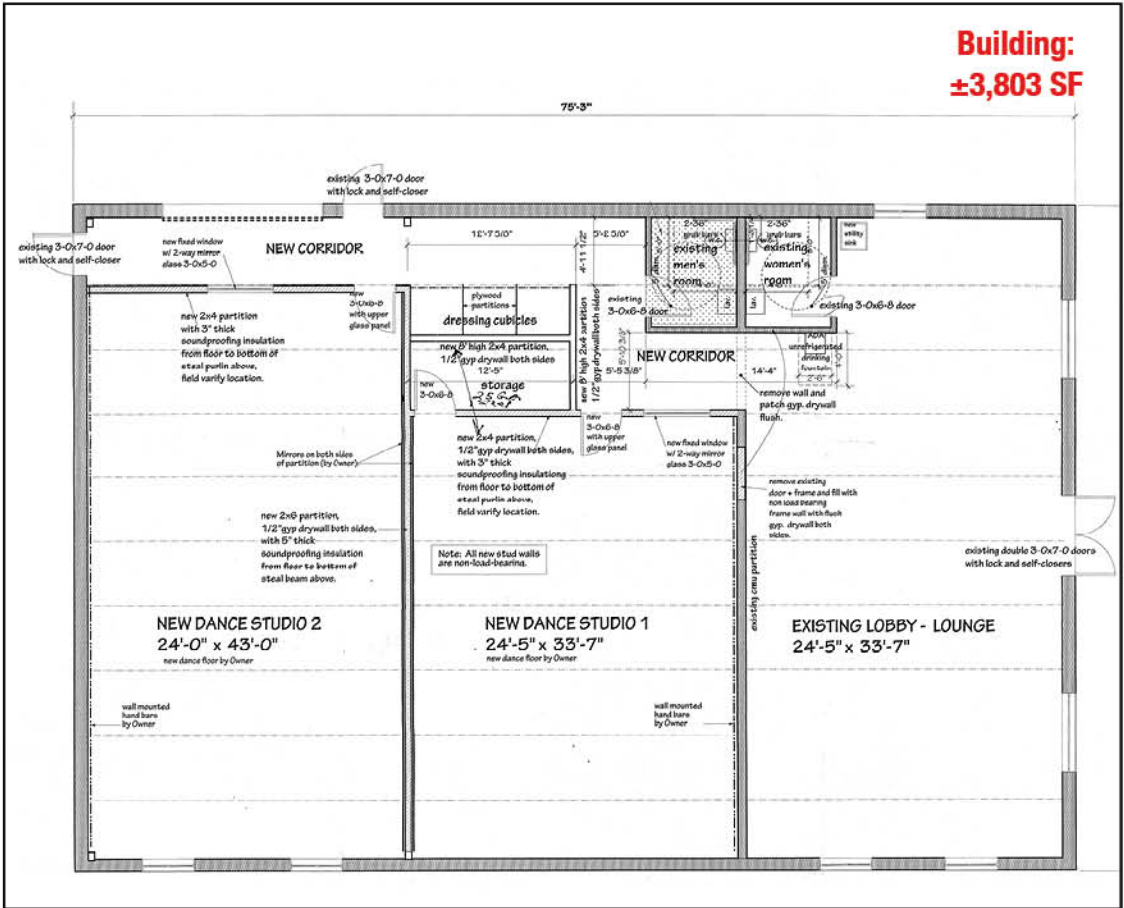
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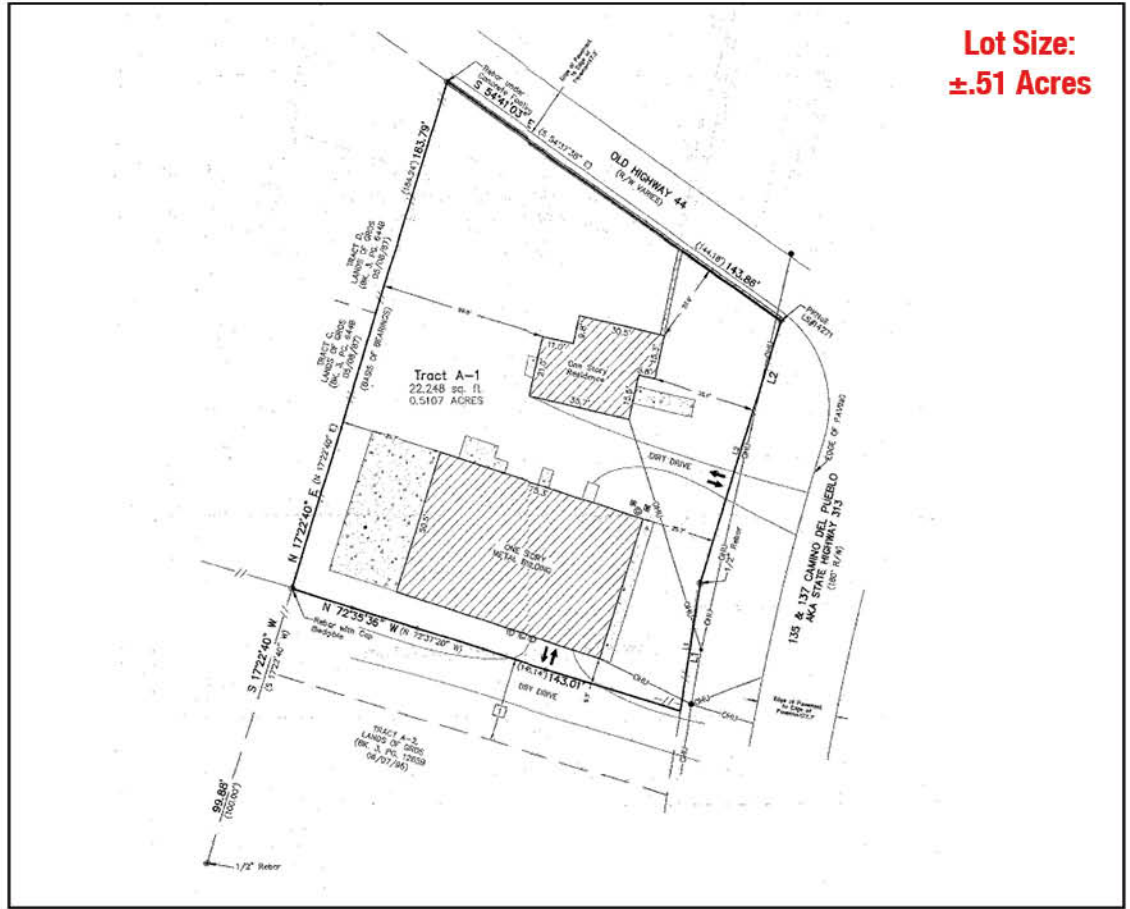
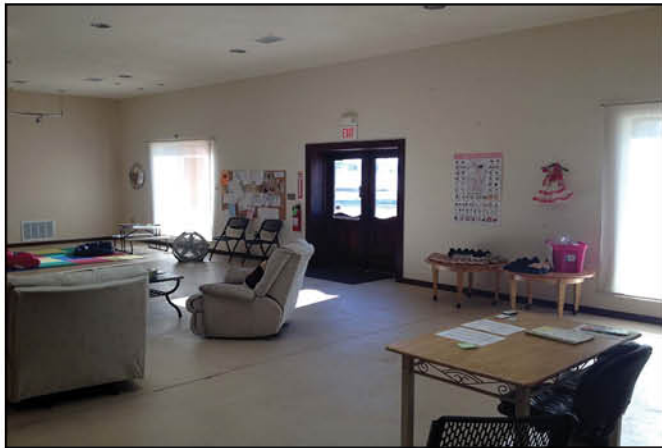
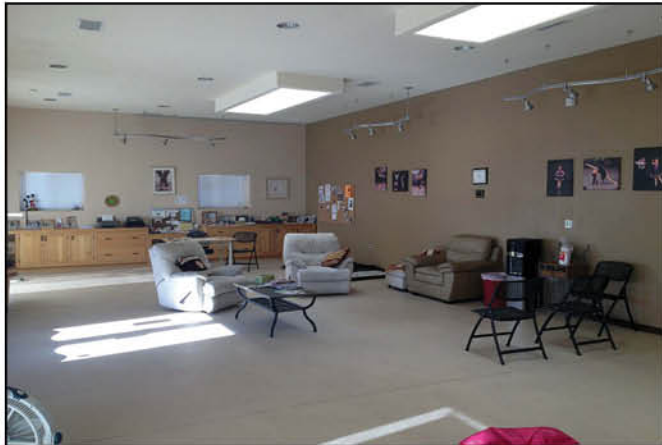
FOR SALE



# Rare Mixed Use Property

135-137 N. Camino del Pueblo | Bernalillo, NM 87004

**FOR SALE**



**480 Rio Communities Blvd.  
Belen, NM 87002**

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**GEORGE CHRONIS**

# Great Investment Opportunity – Being Auctioned on Ebay

480 Rio Communities Blvd. | Belen, NM 87002

**FOR SALE**



**PURCHASE PRICE:**

▪ **\$379,900**

**STARTING AUCTION PRICE:**

▪ **\$500**

**LAND SIZE**

▪ **± 1.26**

**BUILDING SIZE**

▪ **±11,247**

**CAP RATE**

▪ **10.7%**

# Great Investment Opportunity – Being Auctioned on Ebay

480 Rio Communities Blvd. | Belen, NM 87002

**FOR SALE**



## BENEFITS:

- Located in Growing Retirement Community
- In close proximatey to Golf Course and Recreation Center
- 11,247 SF Retail Shopping Center
- \$33.70/SF
- 95% Occupied
- 5500 Vehicle Count
- Great Visibility

**NAI** Maestas & Ward

6801 Jefferson NE, Suite 200 | 505.878.0001

**GEORGE CHRONIS**  
gchronis@gotspaceusa.com

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