



SANDIA HEIGHTS VILLAGE IN A HIGH-INCOME AREA

12700 SAN RAFAEL AVE NE ALBUQUERQUE, NM 87122

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THE SITE



WHY INVEST

GATEWAY VISIBILITY & PRIME CORNER EXPOSURE

12700 San Rafael Ave NE occupies a highly visible corner in Albuquerque's Northeast Heights, benefiting from prominent dual frontage with ± 188 FT along San Rafael Ave and ± 268 FT on Tramway Blvd. The strategic orientation ensures steady vehicle exposure, easy ingress/egress, and reliable visibility to daily commuter traffic throughout this well-established residential and commercial corridor.

STABLE IN-PLACE INCOME WITH IMMEDIATE UPSIDE

The property delivers strong day-one performance, supported by a $\pm 6.74\%$ in-place cap rate and durable, predictable cash flow from existing tenants. As a fully stabilized asset, the center presents investors with a secure investment opportunity, with incremental rental growth via set annual increases.

NORTHEAST HEIGHTS DEMAND DRIVERS

Situated in one of Albuquerque's most desirable trade areas, the asset benefits from affluent residential demographics, consistent daily needs retail demand, and limited nearby competition. The Northeast Heights submarket continues to attract long-term residents and high-income households, reinforcing the location's suitability for durable tenancy and sustained leasing momentum.

FLEXIBLE ZONING FOR TENANT MIX OPTIMIZATION

Zoned C-1, the property supports a diverse blend of retail, service, wellness, and office uses, creating a favorable environment for both current and future tenants. This flexibility allows ownership to adapt to evolving market trends, target high-performing categories, and position the center for continued occupancy stability.

OPERATIONAL EASE & CUSTOMER CONVENIENCE

With a parking ratio of 5.0 spaces per 1,000 SF, the center provides ample surface parking for customers and employees, enhancing tenant satisfaction and customer flow. The efficient single-story layout and ± 19 ft building height contribute to a practical and user-friendly footprint, improving circulation and overall property functionality.

STRONG LAND POSITION & LONG-TERM OPTIONALITY

Situated on a $\pm 55,321$ SF (± 1.27 AC) parcel, the property benefits from an attractive land-to-building ratio that supports potential long-term redevelopment strategies. Originally built in 1986 and professionally managed, the asset offers a well-maintained physical condition with minimal landlord responsibilities, while retaining strategic land value for future repositioning or capital planning.

OFFERING SUMMARY



The site benefits from 21,000+ daily vehicular traffic, offering high exposure and drive-by visibility. Located within one of Albuquerque's highest-income ZIP code (87122), with median household incomes well above average — making the trade area highly desirable for service, retail, and dining tenants to thrive.

Price \$4,118,000

Net Operating Income \$277,695

Capitalization Rate 6.74%

Net Rentable Area ±14,932 SF

Parking 5 per 1,000 SF
75 spots

Lot Size ±55,216 SF

Year Built 1986

APN 10230-6306-7147-30130



12700 SAN RAFAEL AVE NE
ALBUQUERQUE, NM 87122

FINANCIALS

INCOME & EXPENSES

OFFERING SUMMARY

Price		\$4,118,000
Capitalization Rate		6.74%
Price Per SF		\$275.78
Down Payment	41%	\$1,722,200
Loan Amount	59%	\$2,470,800
GLA	100.00%	±14,932 SF
Vacant SF	0.00%	0

INCOME

Scheduled Rent		\$279,404
Other Income		\$0
Expense Reimbursement		\$90,460

EFFECTIVE GROSS OPERATING INCOME

\$369,864

TOTAL OPERATING EXPENSES

\$92,170

NET OPERATING INCOME

\$277,695

Debt Interest		\$141,242
Debt Principal		\$31,785
Total Debt Service		\$173,027
Cash Held for CAPEX		\$2,547
NOI AFTER DEBT SERVICE		\$102,120

PROPOSED FINANCING

Proposed Loan		\$2,470,800
LTV		59%
Interest Rate		5.75%
Amortization Value		30 Years
Term (Years)		10 Years
NOI		\$277,695
Debt Service		\$173,027
Pre-Tax Cash Flow		\$102,120
Debt Coverage Ratio		1.61
Principal Paydown (1YR)		\$31,785
Total Return		\$133,905
Cash on Cash (Including \$45,000.00 in Closing Cost)		5.90%
Yield on Total Cost		6.60%

*Buyer must verify all information and bears all risk for any inaccuracies.
Contact Listing Agent for lending at proposed terms.*

EXPENSES - YEAR 1

Landscaping	\$7,122
Snow Removal	\$2,200
Property Insurance	\$6,433
Repairs/Maintenance	\$6,600
Property Tax	\$37,412
Water/Sewer	\$2,074
Trash	\$4,721
Gas	\$861
Electricity	\$4,861
Management Fee	\$18,494
General & Administrative	\$1,393
Totals	\$92,170

FINANCIALS

10-YEAR CASH FLOW FORECAST



FINANCIALS

01

TENANT BREAKDOWN

Suite	Tenant Name	Square Feet	% of Property	Lease Term		Rental Rates					Recovery Type	
				Begin	End	Begin	Monthly	PSF	Annually	PSF		
Suite 1A*	Crave Hot Dogs & BBQ	1,068	7.12%	1/1/2026	5/31/2036	Current	\$1,958	\$1.83	\$23,496	\$22.00		NNN
						6/1/2027	\$2,017	\$1.89	\$24,201	\$22.66	3.0%	
						6/1/2028	\$2,077	\$1.95	\$24,927	\$23.34	3.0%	
						6/1/2029	\$2,140	\$2.00	\$25,675	\$24.04	3.0%	
						6/1/2030	\$2,204	\$2.06	\$26,444	\$24.76	3.0%	
						6/1/2031	\$2,270	\$2.13	\$27,234	\$25.50	3.0%	
						6/1/2032	\$2,338	\$2.19	\$28,056	\$26.27	3.0%	
						6/1/2033	\$2,408	\$2.26	\$28,900	\$27.06	3.0%	
						6/1/2034	\$2,480	\$2.32	\$29,765	\$27.87	3.0%	
						6/1/2035	\$2,555	\$2.39	\$30,662	\$28.71	3.0%	
Suite 1B	Juniper Ridge Design, LLC	1,180	7.87%	8/1/2018	5/31/2031	Current	\$1,377	\$1.17	\$16,520	\$14.00		NNN
						6/1/2027	\$1,418	\$1.20	\$17,016	\$14.42	3.0%	
						6/1/2028	\$1,461	\$1.24	\$17,526	\$14.85	3.0%	
						6/1/2029	\$1,504	\$1.27	\$18,052	\$15.30	3.0%	
						6/1/2030	\$1,549	\$1.31	\$18,593	\$15.76	3.0%	
Suite 2	State Farm Insurance	1,660	11.07%	7/1/2009	10/31/2034	Current	\$2,805	\$1.69	\$33,665	\$20.28		NNN
						11/1/2026	\$2,918	\$1.76	\$35,011	\$21.09	4.0%	
						11/1/2027	\$3,034	\$1.83	\$36,412	\$21.93	4.0%	
						11/1/2028	\$3,156	\$1.90	\$37,868	\$22.81	4.0%	
						11/1/2029	\$3,282	\$1.98	\$39,383	\$23.72	4.0%	
						11/1/2030	\$3,413	\$2.06	\$40,958	\$24.67	4.0%	
						11/1/2031	\$3,550	\$2.14	\$42,597	\$25.66	4.0%	
						11/1/2032	\$3,692	\$2.22	\$44,301	\$26.69	4.0%	
						11/1/2033	\$3,839	\$2.31	\$46,073	\$27.75	4.0%	
Suite 3	Sandia Heights Homeowners Association	1,317	8.78%	1/1/2020	1/31/2030	Current	\$2,340	\$1.78	\$28,078	\$21.32		NNN
						2/1/2027	\$2,433	\$1.85	\$29,202	\$22.17	4.0%	
						2/1/2028	\$2,531	\$1.92	\$30,370	\$23.06	4.0%	
						2/1/2029	\$2,632	\$2.00	\$31,584	\$23.98	4.0%	

*Upon Closing, Seller shall reimburse Buyer for rental income prorated from tenant's rent commencement date of 06/01/2026

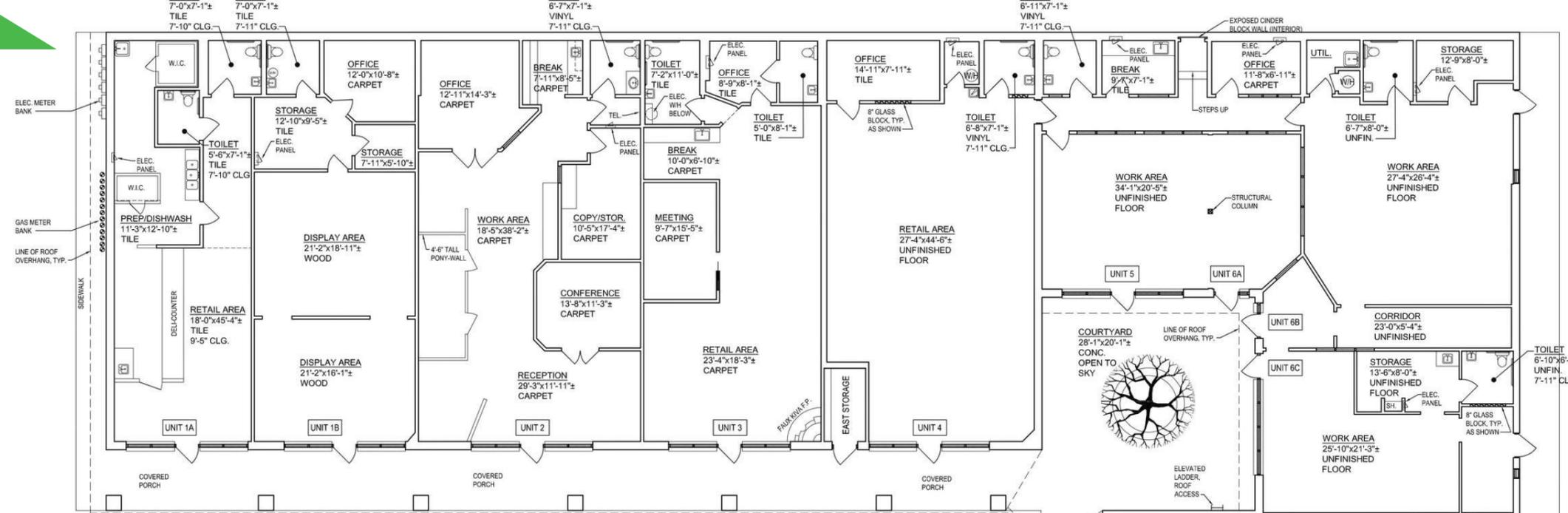
FINANCIALS

02 TENANT BREAKDOWN

Suite	Tenant Name	Square Feet	% of Property	Lease Term		Rental Rates					Recovery Type	
				Begin	End	Begin	Monthly	PSF	Annually	PSF		
Suite 4	The Academy of Canine Excellence	1,505	10.03%	2/8/2022	5/31/2031	Current	\$2,194	\$1.46	\$26,332	\$17.50		NNN
						4/1/2027	\$2,260	\$1.50	\$27,122	\$18.03	3.0%	
						4/1/2028	\$2,328	\$1.55	\$27,935	\$18.57	3.0%	
						4/1/2029	\$2,398	\$1.59	\$28,773	\$19.12	3.0%	
						4/1/2030	\$2,470	\$1.64	\$29,637	\$19.70	3.0%	
Suite 5 & 6 A,B,C*	Veterinary Care	3,239	21.59%	11/1/2025	10/31/2036	Current	\$5,128	\$1.58	\$61,541	\$19.00		NNN
						11/1/2027	\$5,282	\$1.63	\$63,387	\$19.57	3.0%	
						11/1/2028	\$5,442	\$1.68	\$65,298	\$20.16	3.0%	
						11/1/2029	\$5,603	\$1.73	\$67,242	\$20.76	3.0%	
						11/1/2030	\$5,771	\$1.78	\$69,250	\$21.38	3.0%	
						11/1/2031	\$5,944	\$1.84	\$71,323	\$22.02	3.0%	
						11/1/2032	\$6,122	\$1.89	\$73,461	\$22.68	3.0%	
						11/1/2033	\$6,305	\$1.95	\$75,664	\$23.36	3.0%	
						11/1/2034	\$6,494	\$2.01	\$77,930	\$24.06	3.0%	
11/1/2035	\$6,689	\$2.07	\$80,262	\$24.78	3.0%							
Suite 7	Art Attack/Pottery & Company, LLC	1,266	8.44%	11/1/2025	10/31/2030	Current	\$2,005	\$1.58	\$24,054	\$19.00		NNN
						10/1/2027	\$2,065	\$1.63	\$24,776	\$19.57	3.0%	
						10/1/2028	\$2,127	\$1.68	\$25,523	\$20.16	3.0%	
						10/1/2029	\$2,190	\$1.73	\$26,282	\$20.76	3.0%	
Suite 8	RHU Photography, LLC	1,623	10.82%	9/1/2020	6/30/2028	Current	\$2,300	\$1.42	\$27,600	\$17.01		NNN
Suite 9A & 9B	Mesh Hair Salon	2,144	14.29%	7/1/2015	6/30/2032	Current	\$3,216	\$1.50	\$38,592	\$18.00		NNN
						7/1/2026	\$3,312	\$1.55	\$39,750	\$18.54	3.0%	
						7/1/2027	\$3,412	\$1.59	\$40,942	\$19.10	3.0%	
						7/1/2028	\$3,514	\$1.64	\$42,171	\$19.67	3.0%	
						7/1/2029	\$3,620	\$1.69	\$43,436	\$20.26	3.0%	
						7/1/2030	\$3,728	\$1.74	\$44,739	\$20.87	3.0%	
7/1/2031	\$3,840	\$1.79	\$46,081	\$21.49	3.0%							

*Upon Closing, Seller shall reimburse Buyer for rental income prorated from tenant's rent commencement date of 11/01/2026

FLOOR PLAN



NOTES

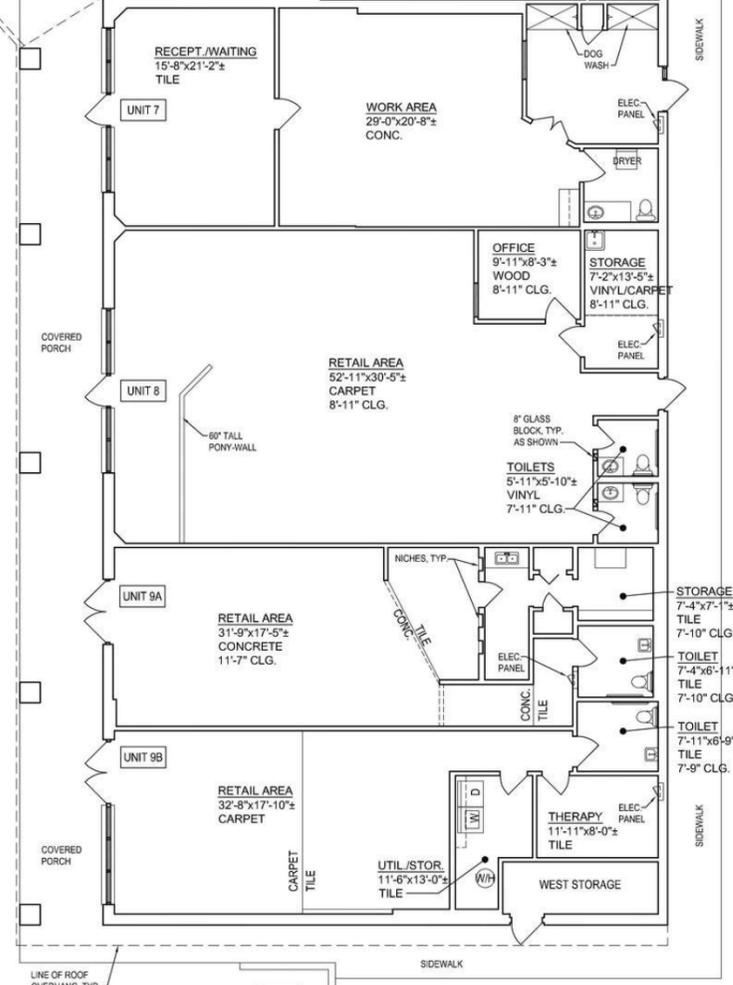
1. ALL DIMENSIONS TO BE FIELD VERIFIED PRIOR TO ANY CONSTRUCTION.
2. ALL CALCULATIONS INDICATE "GROSS RETAIL" AREA AS PER "BOMA" STANDARDS.
3. ALL FIXTURES INDICATED ARE BUILT-IN.
4. ALL CEILING HEIGHTS ARE 9', UNLESS NOTED OTHERWISE.
5. ALL FLOORS ARE CARPET UNLESS OTHERWISE INDICATED.
6. SOME DIMENSIONS MAY VARY DUE TO WALLS OUT OF PLUMB.

AREA CALCULATIONS

UNIT 1A	1070.96 SQ. FT.
UNIT 1B	1177.16 SQ. FT.
UNIT 2	1633.96 SQ. FT.
UNIT 3	1317.71 SQ. FT.
UNIT 4	1504.67 SQ. FT.
UNIT 5 & 6A	1199.36 SQ. FT.
UNIT 6B	1257.85 SQ. FT.
UNIT 6C	761.87 SQ. FT.
UNIT 7	1216.87 SQ. FT.
UNIT 8	1699.70 SQ. FT.
UNIT 9A	955.33 SQ. FT.
UNIT 9B	978.87 SQ. FT.
EAST STORAGE	59.12 SQ. FT.
WEST STORAGE	98.51 SQ. FT.
TOTAL AREA	14931.95 SQ. FT.

LEGAL DESCRIPTION:

LOT 1, SANDIA HEIGHTS SOUTH, UNIT 16
BERNALILLO COUNTY, NEW MEXICO



FLOOR PLAN

1/8" = 1'-0" (ON 24"x36" PLOT)

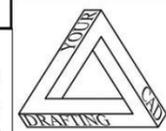
PROJECT:
**12700
SAN RAFAEL N.E.
QUAIL RUN
SHOPPING CTR.**

DESCRIPTION:
**AS-BUILT
FLOOR
PLAN**

CLIENT:
CREM

SHEET #
01
OF 01

ORIENTATION	MEASURED BY	BL/PM	1
	DESIGNED BY	BL	9
	DRAFTED BY	BL	0
	CHECKED BY	PM	7
	REVISED: 12-22-19 P.M.		7
SCALE	DATE		
1/8" = 1'-0"	7/25/19		



YCD DESIGNS
505-899-1199

**Buyer must verify all information and bears all risk for any inaccuracies.

VISITATIONS & DEMOS

VISITATION DATA

The property benefits from a strong local trade area with over 54,000 residents within 3 miles and over 145,000 residents within 5 miles. Daily visibility is supported by more than 21,000 vehicles per day along the surrounding corridors. Located in one of Albuquerque's most affluent ZIP codes, the site draws consistent visitation from high-income households with strong spending power.

DEMOGRAPHICS

	1mi	3mi	5mi
Population	6,584	54,040	145,213
Consumer Spending	\$144M	\$944M	\$2.2B
Median HH Income	\$151K	\$108K	\$82K
2024 Household	3,063	24,034	64,354
Avg Household Size	2.1	2.2	2.2

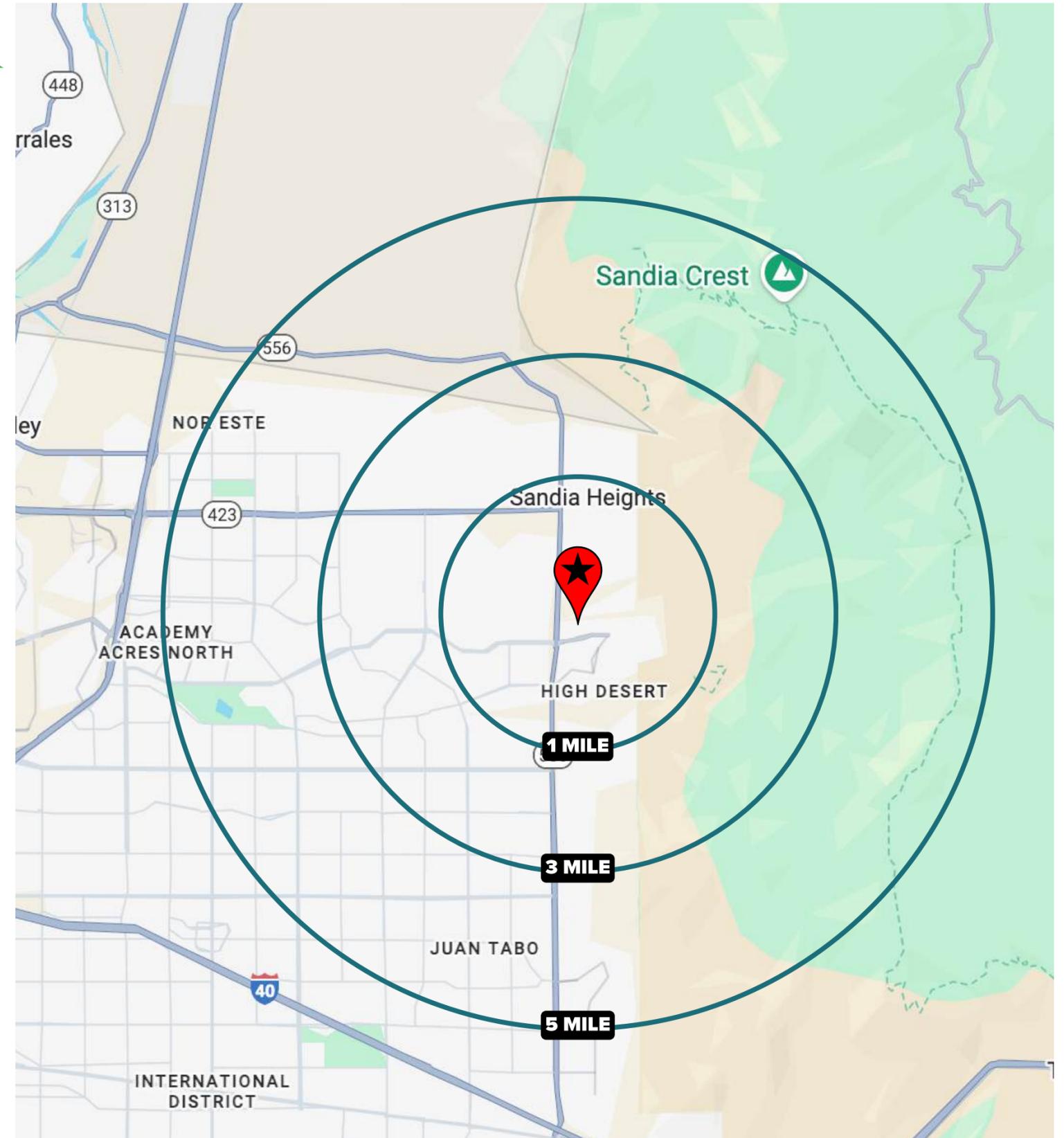
HIGHLIGHTS

145K

HOUSEHOLDS WITHIN
5-MILE RADIUS

\$151K

MEDIAN HOUSEHOLD INCOME
WITHIN 1-MILE RADIUS



RETAIL TRADE AREA

STRATEGIC LOCATION IN A HIGH-INCOME, SERVICE-DRIVEN TRADE AREA

1,050,000+

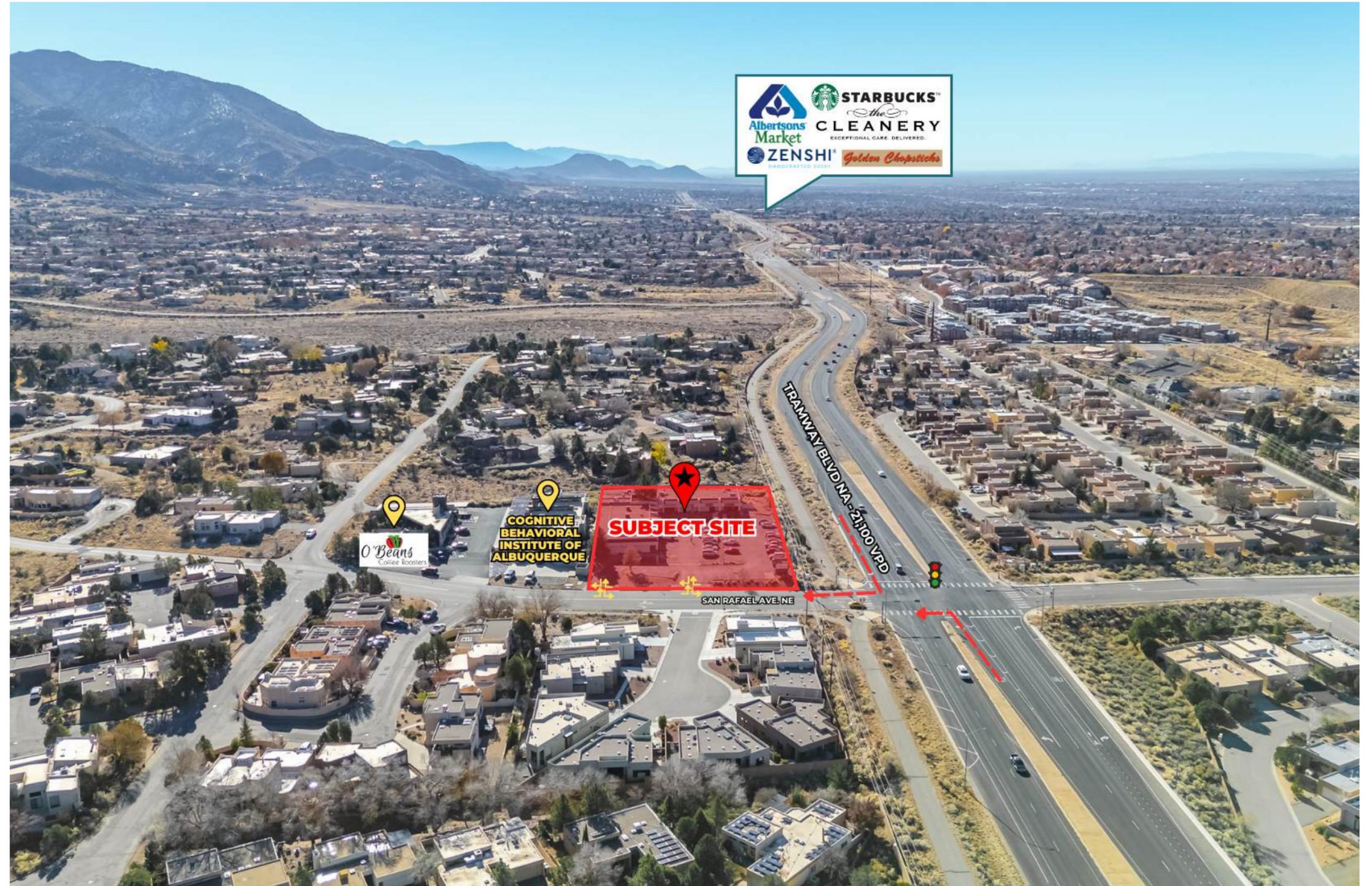
Located in the foothills adjacent to the Sandia Peak AirTram, the center benefits from exposure to approximately 1,050,000 annual visitors.

21,000+

AVERAGE VEHICLES PER DAY ALONG
TRAMWAY / SAN RAFAEL CORRIDOR

54,040

MEDIAN HOUSEHOLD INCOME
WITHIN 3-MILE RADIUS



RETAIL MAP

LA CUEVA HIGH SCHOOL
1,831 students

SEPHORA
Orangetheory FITNESS
ULTA BEAUTY
DOLLAR TREE
Wendy's
TRADER JOE'S
Five Below
jiffylube
UPS
Starbucks
Albertsons Market
Kohl's

RESIDENTIAL

RESIDENTIAL

PASEO DEL NORTE BLVD - 27,619 VPD



BOESE Brew Co. ALON
Domino's
CVS pharmacy DK Valvoline™

NORTH HILLS MOBILE HOME COMMUNITY

HEALTHCARE SERVICE HUB

DENNIS CHAVEZ ELEMENTARY SCHOOL
578 students

LOMA DEL NORTE PARK

RESIDENTIAL

Albertsons Market
Walgreens
McDonald's

Albertsons Market Golden Chopsticks
CLEANERY EXCEPTIONAL CARE. DELIVERED.
ZENSHI HANDCRAFTED SUSHI
Starbucks STARBUCKS™



HEALTHCARE SERVICE HUB

ALBUQUERQUE ACADEMY
1,195 students

OAK GROVE CLASSICAL ACADEMY
388 students

TANOAN COUNTRY CLUB

RESIDENTIAL

RESIDENTIAL

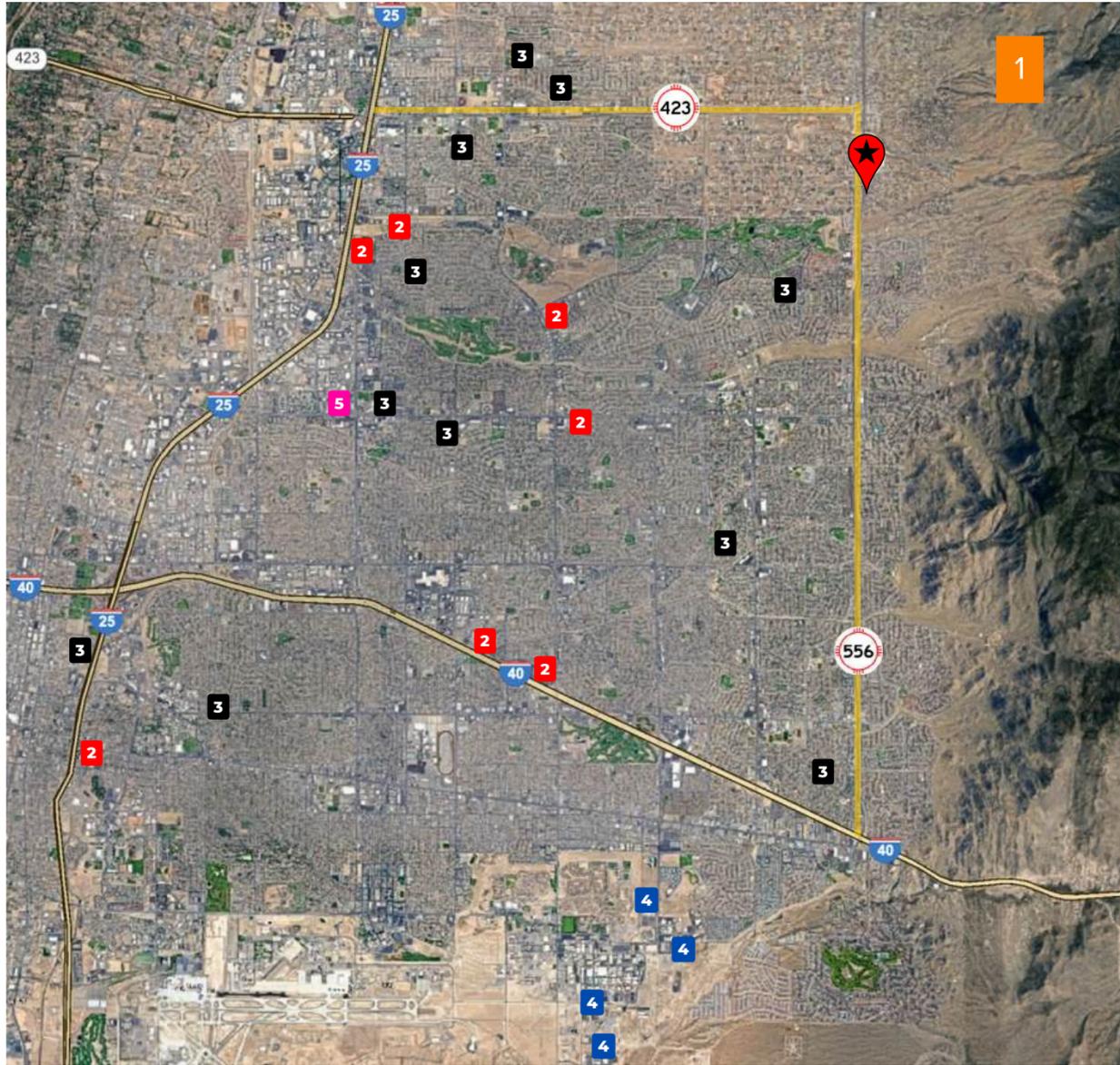
LA MIRAGE APARTMENT HOMES

LA VENTANA APARTMENTS

TRAMWAY BLVD - 21,100 VPD



ADDITIONAL TRAFFIC DRIVERS



	Employer	Approx. Employees	Distance	Workforce Type
1	 SANDIA PEAK AERIAL TRAMWAY	Serving approximately 1,050,000 visitors annually	~3.0 miles	Entertainment / Travel
2	 PRESBYTERIAN	~12,000+	~4.1 miles	Healthcare/Admin
3	 ALBUQUERQUE PUBLIC SCHOOLS	~10,150	~3–5 miles (multiple sites)	Public Sector / Education
4	 Sandia National Laboratories	~16,988	~5.0 miles (approx.)	Technology / R&D
5	 Lovelace Women's Hospital	~800–1,000	~3.2 miles	Healthcare

The property benefits from proximity to major trails, employment centers and economic drivers within Northeast Albuquerque. Nearby employers include a mix of healthcare providers, professional offices, educational institutions, and established regional businesses, creating a concentrated base of employees and daily commuters within the surrounding area. This employment-driven population forms the primary consumer support for retail and service-oriented tenants in the immediate trade area.

TENANT OVERVIEW

THE TENANT MIX

San Rafael Plaza features a curated mix of service-oriented and specialty tenants that cater to the local community. Anchored by essentials and lifestyle services, the center is home to Crave Hot Dogs & Barbecue, Veterinary Care, Art Studio, Hair and Beauty Salon among other tenants. This diverse blend of wellness, professional services, creative studios, and community-focused offerings drives consistent daily traffic and supports long-term stability.



CRAVE HOTDOGS AND BARBECUE

Fast-casual restaurant specializing in premium hot dogs, slow-smoked barbecue, and craft beer. The concept attracts steady lunch, dinner, and weekend traffic, serving as a strong food-and-beverage driver for the property.



STATE FARM INSURANCE

Provides a nationally recognized insurance and financial services presence. National brand recognition and long-standing customer relationships typically result in high retention rates, predictable office usage patterns, and long-term tenancy behavior due to low relocation incentives and consistent revenue models.



VETERINARY CARE

Adds essential pet services that drive high-frequency consumer touchpoints and necessity-based visits. Veterinary service providers are considered among the most resilient tenant types, demonstrating strong revenue performance during both stable and recessionary market cycles due to consistent pet ownership demand.



ART! ATTACH POTTERY AND COMPANY, LLC

Provides a creative studio element that serves both adults and youth and tends to generate event-based and hobbyist engagement. This diverse user base supports incremental traffic, especially during evenings and weekends, and introduces a differentiated arts and culture aspect to the property's identity.

TENANT OVERVIEW



MESH HAIR SALON

Operates on a high-retention, relationship-based business model, generating consistent appointment bookings tied to ongoing personal care needs. Hair and styling services are “non-discretionary lifestyle expenditures,” ensuring repeat traffic driven by client frequency cycles ranging from every two weeks to every two months.



HRU PHOTOGRAPHY

Operates in a referral-driven environment, bringing in clientele for portrait sessions, commercial projects, and private events. Schedule-based operations create consistent but unobtrusive property utilization with minimal parking impact and steady appointment cycles.



SANDIA HEIGHTS HOMEOWNERS ASSOCIATION

A central community institution, draws routine administrative traffic, scheduled meetings, and consistent daily footfall associated with neighborhood operations. This presence significantly enhances daytime utilization of the center and provides a civic anchor with long-term tenancy potential.



JUNIPER RIDGE DESIGNS, LLC

Supports design, planning, and creative project services. Design-based tenants generally operate on a client-consulting model that generates steady inbound customer appointments alongside off-site project work. These businesses typically demand limited interior build-out and exhibit long-term location stability due to their relationship-based service model.

THE ACADEMY OF CANINE EXCELLENCE

THE ACADEMY OF CANINE EXCELLENCE

Provides highly specialized canine training services and structured program offerings. Participation-based training classes and multi-week programs create repeated weekly visits and long-term customer commitments, contributing to consistent evening and weekend traffic. Specialty animal training markets tend to show strong loyalty, referral volume, and program continuation rates, reinforcing tenancy durability.

THE CRANE PILATES

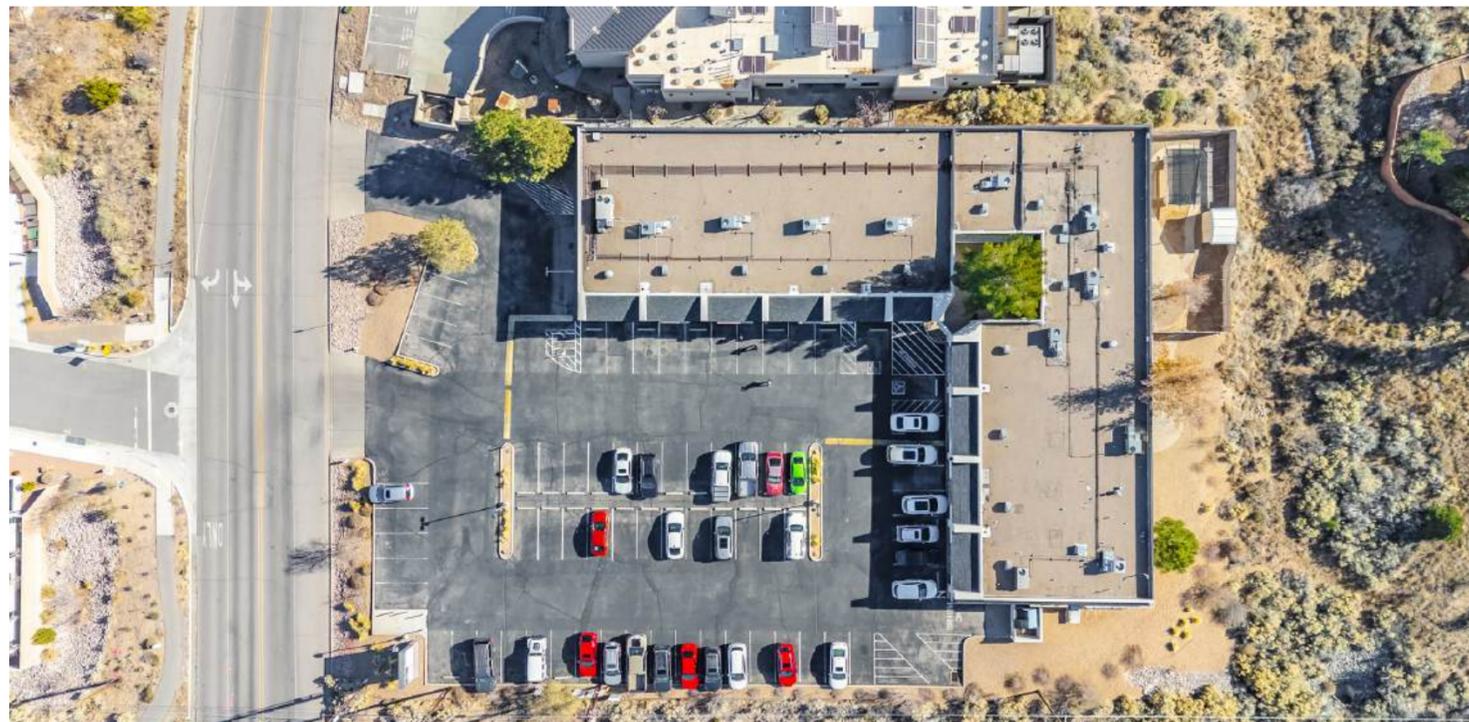
THE CRANE PILATES

Drives recurring client visits through weekly and monthly memberships, private sessions, and small-format classes. Boutique fitness users typically exhibit strong loyalty and dependable scheduling behavior, which translates into steady, predictable visitation patterns on weekdays and weekends.

PROPERTY PHOTOS

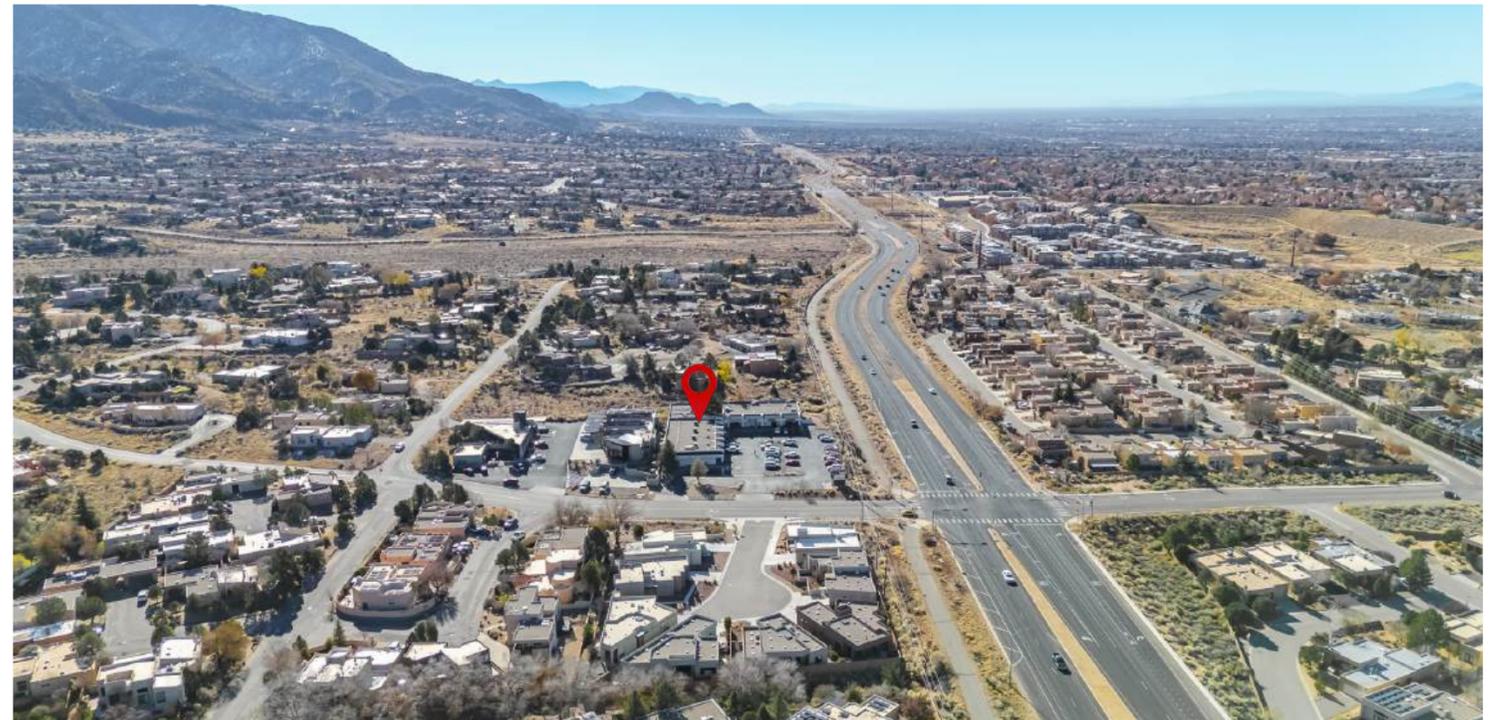
A WELL-POSITIONED NEIGHBORHOOD RETAIL CENTER

The property offers a clean single-story layout with ample parking, professional landscaping, and excellent corner visibility. Located in Albuquerque's desirable Northeast Heights, it provides a convenient and attractive environment for both tenants and customers.



PROPERTY PHOTOS

[CLICK HERE FOR THE PROPERTY VIDEO](#)



REGIONAL HIGHLIGHTS

Prime Northeast Heights Submarket:

- Located in one of Albuquerque's most desirable and affluent areas, surrounded by established residential neighborhoods and strong consumer demographics.

High-Income Trade Area:

- The 5-mile radius includes more than 33,000 households with above-average household incomes, supporting steady retail demand.

Retail Demand Drivers:

- The area features strong neighborhood retail activity, anchored by daily needs tenants, restaurants, and professional services.

Limited Supply:

- Retail vacancy in Albuquerque remains below the national average, with limited new construction supporting rent stability and tenant retention.

Growing Metro Economy:

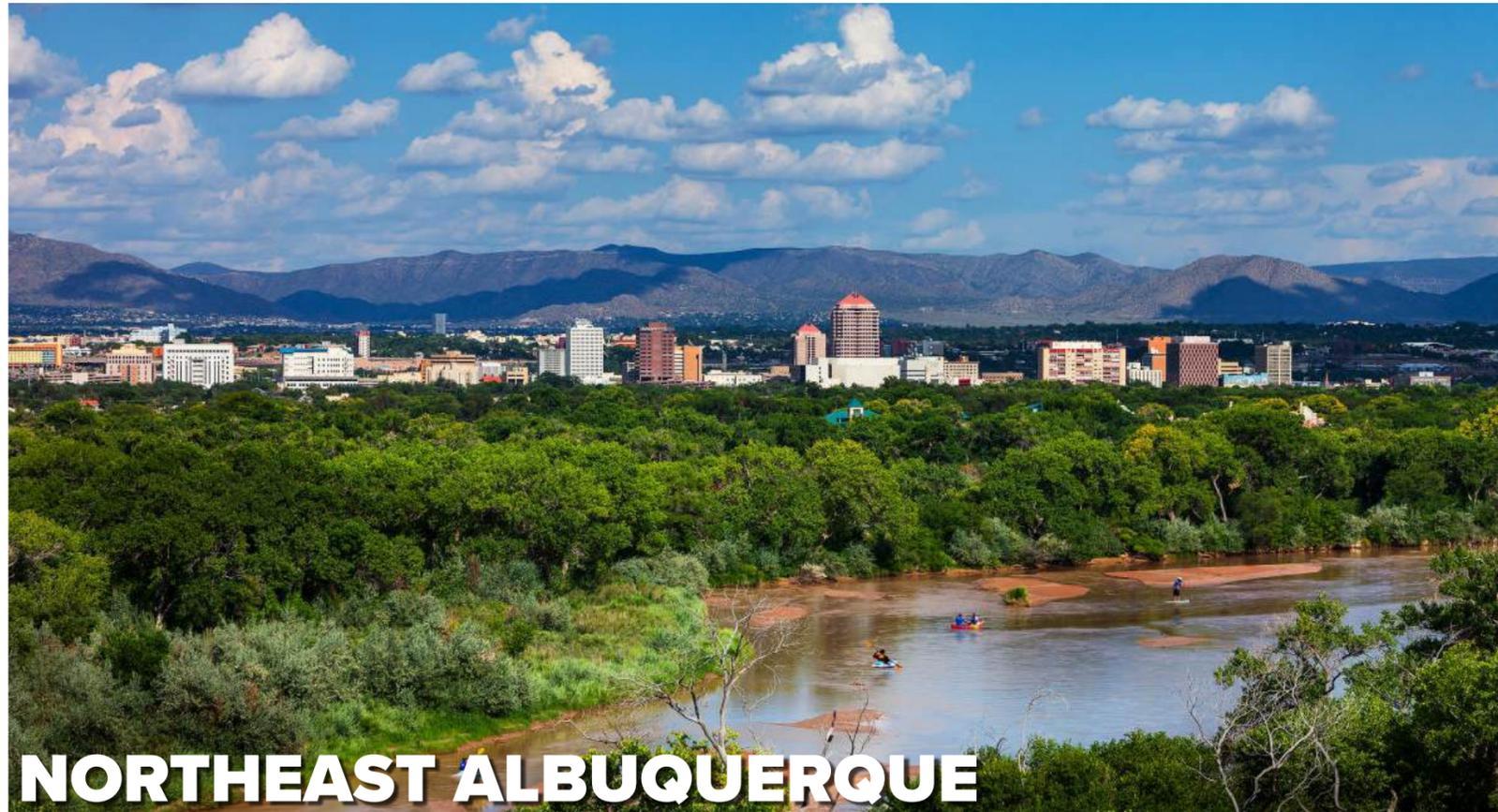
- Albuquerque continues to experience positive population growth, strong healthcare and technology employment sectors, and expanding small business activity.

Long-Term Stability:

- The Northeast Heights market has historically demonstrated resilient property performance and above-market occupancy rates.



LOCATION OVERVIEW



PREMIER NORTHEAST ALBUQUERQUE SERVICE-AREA WITH STRONG DEMOGRAPHICS & DAILY VISIBILITY

12700 San Rafael Ave NE is situated in Northeast Albuquerque, a highly desirable residential and commercial corridor near the foothills of the Sandia Mountains. The area combines scenic open space, well-planned neighborhoods, and strong household demographics with easy access to major arterial routes including Tramway Boulevard, Paseo del Norte, and Interstate 25.

The surrounding trade area is characterized by stable, established single-family neighborhoods and elevated household incomes, supporting consistent local spending power. Nearby amenities include outdoor recreation at Sandia Peak, Elena Gallegos Open Space, and the Tramway Multi-Use Path, creating a high quality of life and steady consumer demand.

Economically, Northeast Albuquerque benefits from a diverse employment base, including healthcare, education, government, and professional services. Key employers such as Sandia National Laboratories, Kirtland Air Force Base, and the University of New Mexico contribute to a skilled workforce and economic stability. Small businesses, boutique services, and community-oriented retailers in the area complement the tenant mix at 12700 San Rafael Ave NE, ensuring a resilient, service-driven commercial environment.

54,040

RESIDENTS WITHIN A 3-MILE RADIUS

\$108,000+

MEDIAN HOUSEHOLD INCOME WITHIN A 3-MILE RADIUS

21,000+

AVERAGE VEHICLES PER DAY ALONG SAN RAFAEL / TRAMWAY CORRIDOR

10+

NEARBY RECREATION TRAILHEADS AND OPEN SPACES

PARCEL MAP





LISTING TEAM



MARKETING LEAD

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