

SAGE MARKETPLACE

9550 SAGE ROAD SOUTHWEST, ALBUQUERQUE, NEW MEXICO



OFFERING MEMORANDUM



Petroglyph National Monument

45



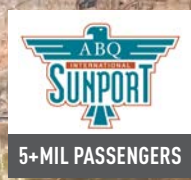
DOWNTOWN ALBUQUERQUE



40



SAGE MARKETPLACE



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Rent Roll

Lessee Information as of May 2024

9550 Sage Rd SW, Albuquerque, NM 87121

| SUITE | TENANT NAME | APPROX. RENTABLE SF | PERCENT OCCUPANCY | EST. LEASE COMMENCEMENT | EST. LEASE EXPIRATION | APPROX. RENT PSF | BASE RENT PER MONTH | ANNUAL RENT | LEASE TYPE | RENTAL INCREASES | RENEWAL OPTIONS | |
|---------------------|--------------------|---------------------|-------------------|-------------------------|-----------------------|------------------|-----------------------|------------------|------------|------------------|----------------------------------|--|
| A 100 | H&R Block | 1,258 | 6.0% | 11/1/2007 | 4/30/2026 | \$30.38 | \$3,185.36 | \$38,224.32 | NNN | 3% Annually | One (1), Three (3) Year Option | |
| A 101 & 103 | Domino's | 2,438 | 11.5% | 11/8/2006 | 8/31/2029 | \$28.63 | \$5,817.28 | \$69,807.36 | NNN | 1.5% Annually | Three (3), Five (5) Year Options | |
| A 104 | Rainbow Dollar | 1,869 | 8.8% | 10/7/2007 | MTM | \$22.47 | \$3,500.00 | \$42,000.00 | GROSS | - | MTM | |
| A 105 | Anytime Fitness | 5,002 | 23.7% | 6/15/2007 | 4/30/2034 | \$15.59 | \$6,500.00 | \$78,000.00 | NNN | 3% Annually | One (1), Five (5) Year Option | |
| B 108 | Nail Salon | 1,600 | 7.6% | 3/1/2017 | 2/28/2027 | \$31.05 | \$4,139.34 | \$49,672.08 | NNN | 3% Annually | One (1), Five (5) Year Option | |
| B 107 | New Dragon Chinese | 1,201 | 5.7% | 12/11/2006 | 3/31/2027 | \$34.17 | \$3,420.28 | \$41,043.36 | NNN | 3% Annually | One (1), Five (5) Year Option | |
| B 101-106 | Family Dollar | 7,764 | 36.7% | 4/18/2011 | 6/30/2026 | \$14.84 | \$9,601.49 | \$115,217.88 | NNN | - | Two (2), Five (5) Year Options | |
| Total SF | | 21,132 | 100% | | | | Monthly Income | \$36,164 | | | | |
| Occupied SF | | 21,132 | 100% | | | | Annual Income | \$433,965 | | | | |
| Available SF | | 0 | 0% | | | | Average | \$20.54 | | | | |

Income & Expense Summary

| | |
|------------------------------|------------|
| Total Square Feet Per Leases | 21,132 SF |
| Lot Size | 3.62 Acres |
| Year Built | 2006 |
| Occupancy as of May 2024 | 100% |

INCOME

| | |
|-------------------------------------|------------------|
| Scheduled Base Rent | \$433,965 |
| Estimated Total Potential Base Rent | \$433,965 |
| Plus Expense Reimbursements | \$103,418 |
| GROSS INCOME | \$537,383 |
| EFFECTIVE GROSS INCOME | \$537,383 |

ESTIMATED OPERATING EXPENSES

| | | PSF |
|---------------------------------|------------------|---------------|
| CAM Expense | \$73,095 | \$3.46 |
| Insurance | \$7,959 | \$0.38 |
| Property Taxes | \$21,038 | \$1.00 |
| Management Fee* | \$13,019 | \$0.62 |
| TOTAL OPERATING EXPENSES | \$115,110 | \$5.45 |

NET OPERATING INCOME **\$422,272**

OFFERING PRICE **\$5,630,000**

CAPITALIZATION RATE **7.50%**

PRICE PER SF **\$266.42**

*Assumes ALL Tenants reimburse for a management fee and/or administrative fee except for Rainbow Dollar and Family Dollar





DOWNTOWN ALBUQUERQUE



INDUSTRIAL SERVICE & DISTRIBUTION CENTERS

TOWER SKATE PARK

SAGE MARKETPLACE

PNC BANK

FAMILY DOLLAR

SAGE ROAD SW

Walmart Neighborhood Market

metro by T-Mobile





M.A. Binford
ELEMENTARY
Where The Learning Never Ends



WALGREENS

TRUMAN
Middle School

SAGE MARKETPLACE

PNC BANK

Walmart
Neighborhood Market

SAGE ROAD SW



 **TRUMAN**
Middle School

26,100 CPD
98TH STREET SW

Walmart 
Neighborhood Market

SAGE MARKETPLACE

10,000 CPD
SAGE ROAD SW

 **PNC BANK**



Property Description



INVESTMENT HIGHLIGHTS

- » **100 Percent Fully Leased to Diverse Neighborhood Center Tenant Profile**
- » Notable Tenants Include H&R Block, Domino's, Family Dollar, & Anytime Fitness
- » **Recent 10 Year Lease Extension by Anytime Fitness**
- » Shared Ingress / Egress with and Anchored by One of the Best Performing Walmart Neighborhood Markets in Albuquerque
- » **High Visibility Along Sage Rd SW and 98th Street SW with 36,100 Cars per Day at Signalized Corner**
- » 153,445 Residents within a 5-Mile Radius - Growing Albuquerque Trade Area
- » **Future Pad for Walmart Gas on Pad Directly in Front of Shops**
- » Only Seven Miles / Fifteen Minute Commute from Downtown Albuquerque
- » **10.8 Acre Planned Commercial Retail Development Directly Across the Street**



DEMOGRAPHICS

1-mile

3-miles

5-miles

Population

| | | | |
|--------------------|--------|--------|---------|
| 2028 Projection | 24,775 | 87,780 | 155,466 |
| 2023 Estimate | 24,754 | 86,858 | 153,445 |
| Growth 2023 – 2028 | 0.08% | 1.06% | 1.32% |

Households

| | | | |
|--------------------|-------|--------|--------|
| 2028 Projection | 8,119 | 29,667 | 56,586 |
| 2023 Estimate | 8,020 | 29,041 | 55,267 |
| Growth 2023 – 2028 | 1.24% | 2.16% | 2.39% |

Income

| | | | |
|------------------------------------|----------|----------|----------|
| 2023 Est. Average Household Income | \$59,759 | \$57,464 | \$63,181 |
| 2023 Est. Median Household Income | \$49,223 | \$46,024 | \$47,665 |
| 2023 Est. Per Capita Income | \$19,360 | \$19,227 | \$22,830 |



Tenant Overview



| | | | |
|----------------------------------|----------------|-------------|--------------------|
| Kansas City, Missouri | 12,000+ | 1955 | hrblock.com |
|----------------------------------|----------------|-------------|--------------------|

| | | | |
|--------------|-----------|---------|---------|
| Headquarters | Locations | Founded | Website |
|--------------|-----------|---------|---------|

H&R Block is a global consumer tax services provider, having prepared more than 680 million tax returns since 1955. There are approximately 12,000 company-owned and franchise retail locations in all 50 states, Puerto Rico and other U.S. territories, and on U.S. military bases around the world.

The company offers payroll, as well as business consulting services, consumer tax software, and online tax preparation/electronic filing. An H&R Block branded retail office is located within five miles of most Americans. In fiscal 2015, H&R Block had revenues over \$3.1 billion and prepared 24.2 million tax returns worldwide.



| | | | |
|--------------------------------|----------------|-------------|--------------------|
| Ann Arbor, Michigan | 18,300+ | 1960 | dominos.com |
|--------------------------------|----------------|-------------|--------------------|

| | | | |
|--------------|-----------|---------|---------|
| Headquarters | Locations | Founded | Website |
|--------------|-----------|---------|---------|

Founded in 1960, Domino's is the recognized world leader in pizza delivery operating a network of company-owned and franchise-owned stores in the United States and international markets. Domino's is a company of exceptional people on a mission to be the best pizza delivery company in the world.

Domino's is 94% franchise-owned and there are nearly 750 independent franchise owners in the U.S.. Domino's operates approximately 18,300 stores in more than 90 countries around the world. In 2020, Domino's had global retail sales of over \$16.1 billion, \$8.3 billion in the U.S. and more than \$7.8 billion internationally.

Tenant Overview



**Woodbury,
Minnesota**

4,520+

2002

anytimefitness.com

Headquarters

Locations

Founded

Website

Anytime Fitness is a franchise of 24-hour health and fitness clubs that was founded in 2002 in Cambridge, MN. The company operates over 4,000 franchised locations in 50 countries with more than three million members worldwide, and is the world's fastest-growing fitness club and largest co-ed fitness franchise.

Anytime Fitness prides itself on providing members with personable service and convenient access to all facilities (including during unstaffed hours) with a computerized key fob. Each club is secured with cameras, recorded card swipes, and the ability to notify a security company if a patron is injured or feels unsafe.



**Matthews,
North Carolina**

8,200+

1959

familydollar.com

Headquarters

Locations

Founded

Website

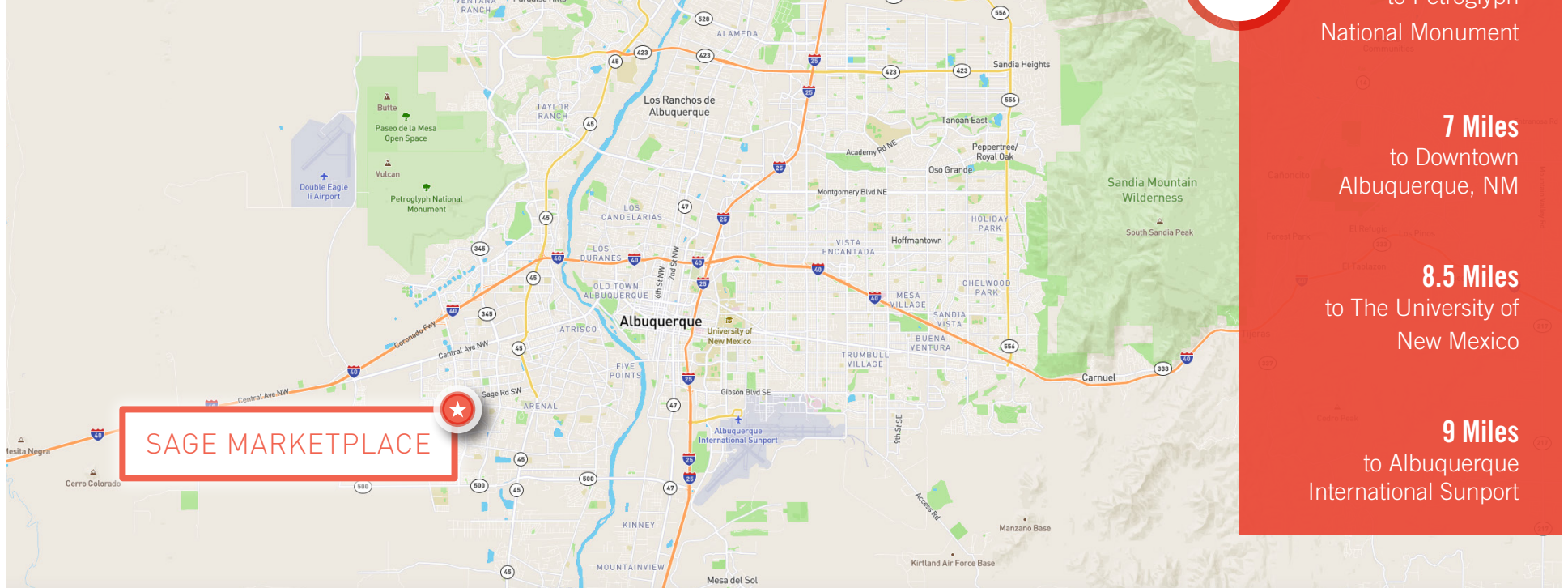
Family Dollar is one of the nation's fastest-growing retailers, offering an assortment of merchandise ranging from household cleaners, food, health and beauty aids, toys, apparel, home fashions, and more – all at extremely affordable prices.

With the promise of providing family essentials at convenient neighborhood locations, Family Dollar keeps shopping fun while keeping shoppers' budgets in mind. The relatively small footprint of Family Dollar stores allows them to open new stores in rural areas, small towns, and large urban neighborhoods, catering to shoppers right where they are.

Property Photos



Location Overview



As the largest and most populous city in New Mexico and home to approximately one-fourth of the state's population, Albuquerque is a hub for the arts with an economy built on science, medicine, technology, commerce, education, culture outlets and entertainment. Albuquerque is located in the center of the New Mexico Technology Corridor, a cluster of high-tech institutions in the area which includes Intel's Fab 11X and a Facebook Data Center, in addition to being the founding location of MITS and Microsoft.

Albuquerque is home to many large institutions, such as the Kirtland Air Force Base, Sandia National Laboratories, Lovelace Respiratory Research Institute, Presbyterian Health Services, as well as both main campuses of The University of New Mexico and Central New Mexico Community College, which are the largest employers in the city. In 2019, Netflix constructed its main \$1 billion production

hub at Albuquerque Studios, bringing in an additional 1,000 estimated jobs. The city has been voted the #1 Top Big City for Filmmakers and America's #4 Best Small City, as well as being consistently rated as a top arts destination for Southwestern and Native American art.

Situated in central New Mexico, with the Sandia-Manzano Mountains to the east, the Rio Grande flowing north and south through its center, and the West Mesa and the Petroglyph National Monument on its West side, Albuquerque is also a major tourist destination. Events such as the International Balloon Fiesta draw hundreds of thousands of visitors annually. There are numerous shopping centers and malls within the city, including ABQ Uptown, Coronado, Cottonwood, Nob Hill, and Winrock Town Center. Nearby attractions also include The Downs Casino and Racetrack and several other resorts.

[exclusively listed by]

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