



OFFERING MEMORANDUM

FOOTHILLS CENTER

11001 MENAUL BLVD. NE, ALBUQUERQUE, NM 87112

GLA: 93,302 SF

NOI: \$926,442

IPA INSTITUTIONAL
PROPERTY
ADVISORS

INVESTMENT OVERVIEW

Foothills Center - Albuquerque

Institutional Property Advisors has been selected to exclusively market for sale the fee simple interest in Foothills Center located at the signalized intersection of Menaul Boulevard and Juan Tabo Boulevard in Albuquerque, New Mexico. The offering includes an existing 93,302 square feet of gross leasable area and a separate parcel suitable for a drive-thru quick serve restaurant. The Center is one of the most frequent visitor locations in the established Sandia Foothills.

Albuquerque was ranked “Best Places to Visit in New Mexico” by U.S. News & World in 2021. The city is home to over 564,500 people, ranked as the 4th largest city in the Southwestern U.S. and is the location of the U.S. Department of Energy’s Sandia National Laboratories, Center for Nuclear Science, Kirtland Air Force Base and the corporate headquarters of Intel New Mexico. The University of New Mexico, located approximately 15 minutes southwest of the shopping center, supports more than 32,340 students and employees. The International Balloon Fiesta, the largest event of its kind in the world, draws an estimated 828,800 visitors annually and generates \$203 million total economic impact.

The Center is 98% occupied by Walmart Neighborhood Market (WMT), Harbor Freight, dd’s Discounts (ROSST), Einstein Bagels, AT&T, GameStop (GME), Sally Beauty (SBH) and soon to open Hibbett Sports (HIBB). The retail mix of everyday essential goods generates over one million customer visits annually and generates 80% reliable credit tenant cash flow on triple net lease structures. Several leases are open to Fair Market Rent Uplift adjustments upon expiration and the property includes a 0.5-acre pad site creating future upside potential.

The center is strategically located in the established Sandia Foothills and is easily accessible from multiple ingress and egress points from both Menaul Boulevard and Juan Tabo Boulevard. Cumulative traffic counts exceed 41,100 vehicles per day.

INVESTMENT HIGHLIGHTS

- **TOP RANKED GROCERY CENTER** – Walmart Neighborhood Market draws over 1 million consumers estimating \$21M annual sales.
- **NATIONAL CREDIT TENANTS** – 83% of the gross leasable area is Occupied by national & regional credit tenants with long-term operating success.
- **RELIABLE CASH FLOW** – 79% of the net operating income is generated by investment grade tenants on triple net lease structures.
- **BELOW MARKET RENT** – 60% of tenant leases reset to market rent.
- **VALUE-ADD** – Separate drive thru parcel available at market rent.
- **QUALITY CONSTRUCTION & CURB APPEAL** – Well maintained and institutionally managed.
- **ESTABLISHED TRADE AREA** – The Center serves Albuquerque’s Foothills Neighborhood of 118,000+ households earning in excess of \$85,000 annually with nearly 260,000 daily need consumers.

FOOTHILLS CENTER

1101 Menaul Blvd. NE, Albuquerque, NM 87112

OFFERING SUMMARY

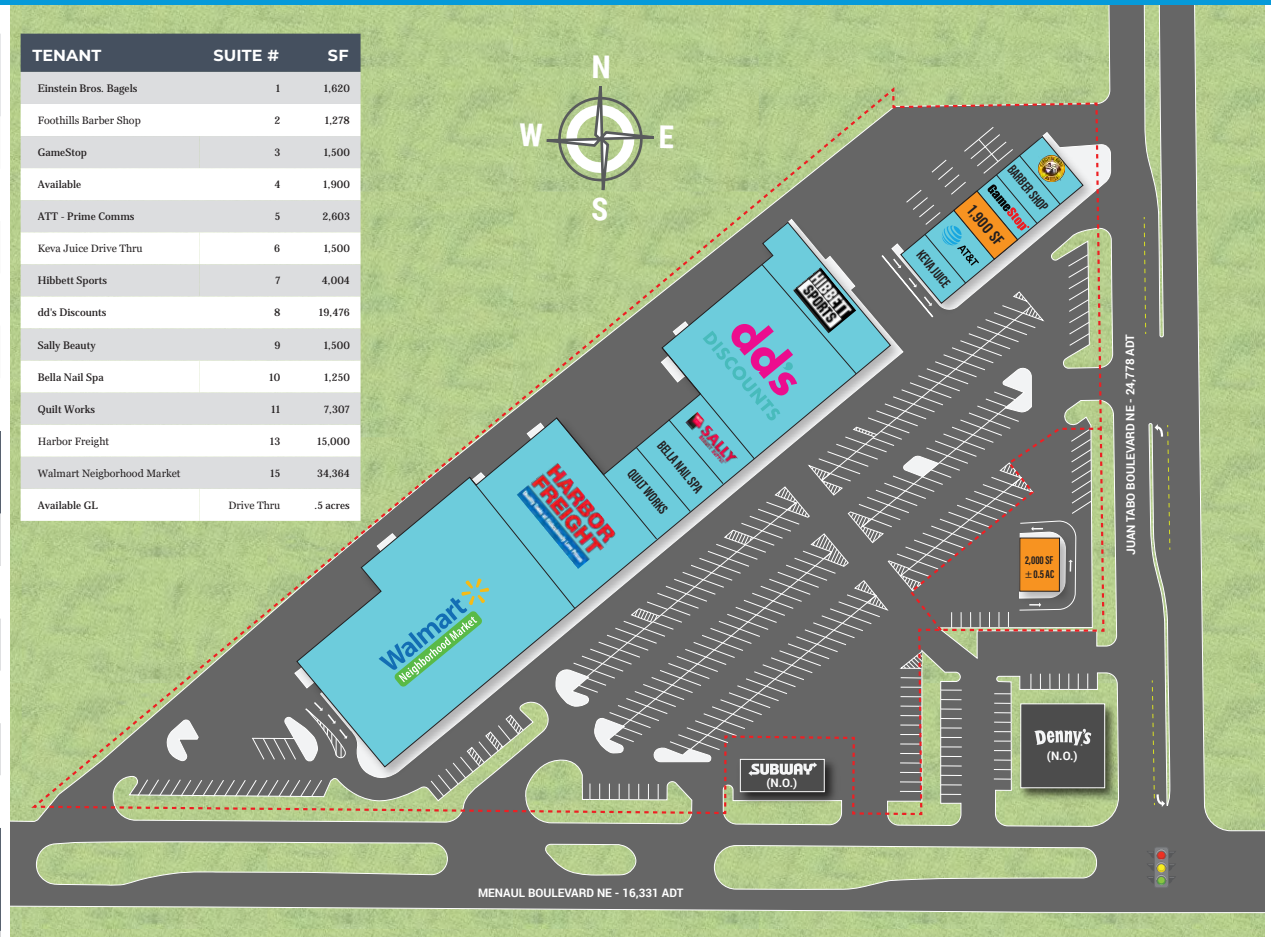
Current Occupancy	98%
Gross Leasable Area - Neighborhood Center	93,302
Gross Leasable Area (GLA) Offered	93,302
Parcel Size (Acres)	8.61
Year Built Year Refurbished	1974 2023
Parking	315 spaces

PROJECTED CASH FLOW

Net Operating Income - In Place	\$926,442
Net Operating Income - Year 3	\$1,091,538
Net Operating Income - Year 5	\$1,177,270
Net Operating Income - Year 10	\$1,296,997
Compound Annual Growth Rate (CAGR)	6.96%
Weighted Average Lease Term (WALT)	5.09

TENANTS	GLA	TERM	RENT
Walmart Neighborhood Market	34,364	7/21/2027	\$225,827
Harbor Freight	15,000	9/30/2028	\$165,000
dd's Discounts	19,476	1/31/2033	\$155,808
Quilt Works	7,307	7/31/2027	\$118,373
Hibbett Sports	4,004	10/31/2034	\$92,092
ATT - Prime Comms	2,603	9/30/2027	\$52,450

TENANT	SUITE #	SF
Einstein Bros. Bagels	1	1,620
Foothills Barber Shop	2	1,278
GameStop	3	1,500
Available	4	1,900
ATT - Prime Comms	5	2,603
Keva Juice Drive Thru	6	1,500
Hibbett Sports	7	4,004
dd's Discounts	8	19,476
Sally Beauty	9	1,500
Bella Nail Spa	10	1,250
Quilt Works	11	7,307
Harbor Freight	13	15,000
Walmart Neighborhood Market	15	34,364
Available GL	Drive Thru	.5 acres



EMPLOYERS

EMPLOYERS	EMPLOYEES
Sandia National Laboratories	16800
Kirtland Air Force Base	22000
University of New Mexico	2500
City of Albuquerque	3500
Boeing Company	2250

DEMOGRAPHICS

	3 MILE	5 MILE	30 MIN DRIVE TIME
Population	128,534	259,884	773,383
Households	58,406	117,655	337,247
Median HH Income	\$58,568	\$55,327	\$60,698
Average HH Income	\$85,666	\$84,855	\$83,563
Median Age	43.0	41.8	40.6

PROPERTY DETAILS

THE OFFERING

Property Name	Foothills Center
Property Address	11001 Menaul Blvd. NE, Albuquerque, NM 87112

SITE DESCRIPTION

APN	1-021-059-483-294-1-03-07; 504-289-1-03-06
Year Built	1974
Year Renovated	2023
Parcel Size	375,095 Square Feet; 8.61 Acres
Retail Tenant Suites	13 + 1 Drive Thru Parcel
Gross Leasable Area	93,302



FOUNDATION

Reinforced Concrete Slab over prepared base, with spread footings and reinforced column pads.

ROOF

Roof framing consists of corrugated steel panels, with lightweight concrete fill, supported by open web steel joists, which in turn are supported by steel beams and columns. Ten and twenty year roof warranties are provided by Carlisle Total Roofing System and Mule-Hide Roofing Systems.

EXTERIOR WALL

The building exteriors consist of painted concrete masonry units (CMU) and painted exterior insulation finishing system (EIFS), otherwise known as synthetic stucco. A decorative stone facing is located on the lower portions of the front main building.

PLUMBING

Sanitary Waste & Vent: Cast iron pipe; Water Heaters: central gas fired; Retail Units: domestic water heaters (maintained by tenants)

ELECTRICAL

The service size for the tenant spaces is a minimum of 400 amps per tenant space, supplied at labeled, breakered subpanels, manufactured by Siemens, Square D and others. The tenant spaces are individually metered. Electrical meters are located in the rear of each tenant's space.

HVAC

Individual retail spaces are heated and cooled by tenant-specific roof-mounted package units.

FIRE PROTECTION

The Property is protected by portable fire extinguishers and alarm pull stations. The fire alarm panels are located in tenant spaces and are protected by a wet pipe sprinkler system, with risers located along the rear wall of tenant spaces. Restaurants were observed to have dry chemical Ansul type fire suppression systems in the hood over the grill and stove areas. Tanks are located adjacent to the hood.

LIGHTING

Exterior site lighting consists of pole mounted lighting in parking areas, and security lighting mounted in building exteriors.

PARKING

315 including 13 handicap parking spaces. Parking offers an asphalt pavement at grade throughout the property. Concrete pedestrian walks provide access to each building.

PARCEL MAP



APN: 1-021-059-483-294-1-03-07

APN: 1-021-059-504-289-1-03-06



FOOTHILLS CENTER

PROJECTED CASH FLOW

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
FOR THE YEARS ENDING	\$/SF	Dec-2025	Dec-2026	Dec-2027	Dec-2028	Dec-2029	Dec-2030	Dec-2031	Dec-2032	Dec-2033	Dec-2034
Rental Revenue											
Scheduled Base Rent	\$10.44	\$974,493	\$1,092,290	\$1,167,240	\$1,233,983	\$1,261,587	\$1,285,523	\$1,305,708	\$1,329,377	\$1,363,706	\$1,392,570
Expense Recoveries	\$2.91	\$271,301	\$285,073	\$290,880	\$295,163	\$299,963	\$305,885	\$311,455	\$317,180	\$323,150	\$329,030
Vacancy Allowance		\$0	-\$19,274	-\$30,379	-\$32,583	-\$33,208	-\$34,196	-\$35,129	-\$35,913	-\$36,451	-\$37,077
Effective Gross Revenue		\$1,245,794	\$1,358,089	\$1,427,740	\$1,496,563	\$1,528,342	\$1,557,212	\$1,582,034	\$1,610,643	\$1,650,406	\$1,684,523
Operating Expenses											
CAM		\$178,728	\$182,303	\$185,949	\$189,668	\$193,461	\$197,330	\$201,277	\$205,302	\$209,408	\$213,597
INS		\$12,885	\$13,143	\$13,406	\$13,674	\$13,947	\$14,226	\$14,511	\$14,801	\$15,097	\$15,399
MGMT		\$37,374	\$40,743	\$42,832	\$44,897	\$45,850	\$46,716	\$47,461	\$48,319	\$49,512	\$50,536
Op Expense		\$2,039	\$2,080	\$2,121	\$2,164	\$2,207	\$2,251	\$2,296	\$2,342	\$2,389	\$2,437
TAX		\$88,326	\$90,093	\$91,894	\$93,732	\$95,607	\$97,519	\$99,469	\$101,459	\$103,488	\$105,558
Total Operating Expenses	\$3.42	\$319,352	\$328,360	\$336,202	\$344,134	\$351,072	\$358,043	\$365,014	\$372,223	\$379,894	\$387,525
Net Operating Income	\$9.93	\$926,442	\$1,029,729	\$1,091,538	\$1,152,429	\$1,177,270	\$1,199,169	\$1,217,020	\$1,238,420	\$1,270,512	\$1,296,997
Leasing Costs											
Tenant Improvements		\$15,000	\$38,760	\$51,552	\$45,101	\$13,833	\$19,873	\$0	\$0	\$59,755	\$18,328
Leasing Commissions		\$2,789	\$84,440	\$55,442	\$9,942	\$2,663	\$3,857	\$0	\$0	\$13,397	\$3,686
Reserves		\$13,995	\$14,275	\$14,561	\$14,852	\$15,149	\$15,452	\$15,761	\$16,076	\$16,398	\$16,726
Total Leasing & Capital Costs		\$31,784	\$137,475	\$121,554	\$69,895	\$31,646	\$39,183	\$15,761	\$16,076	\$89,549	\$38,740
Cash Flow Before Debt Service		\$894,658	\$892,254	\$969,984	\$1,082,533	\$1,145,624	\$1,159,986	\$1,201,259	\$1,222,344	\$1,180,962	\$1,258,257

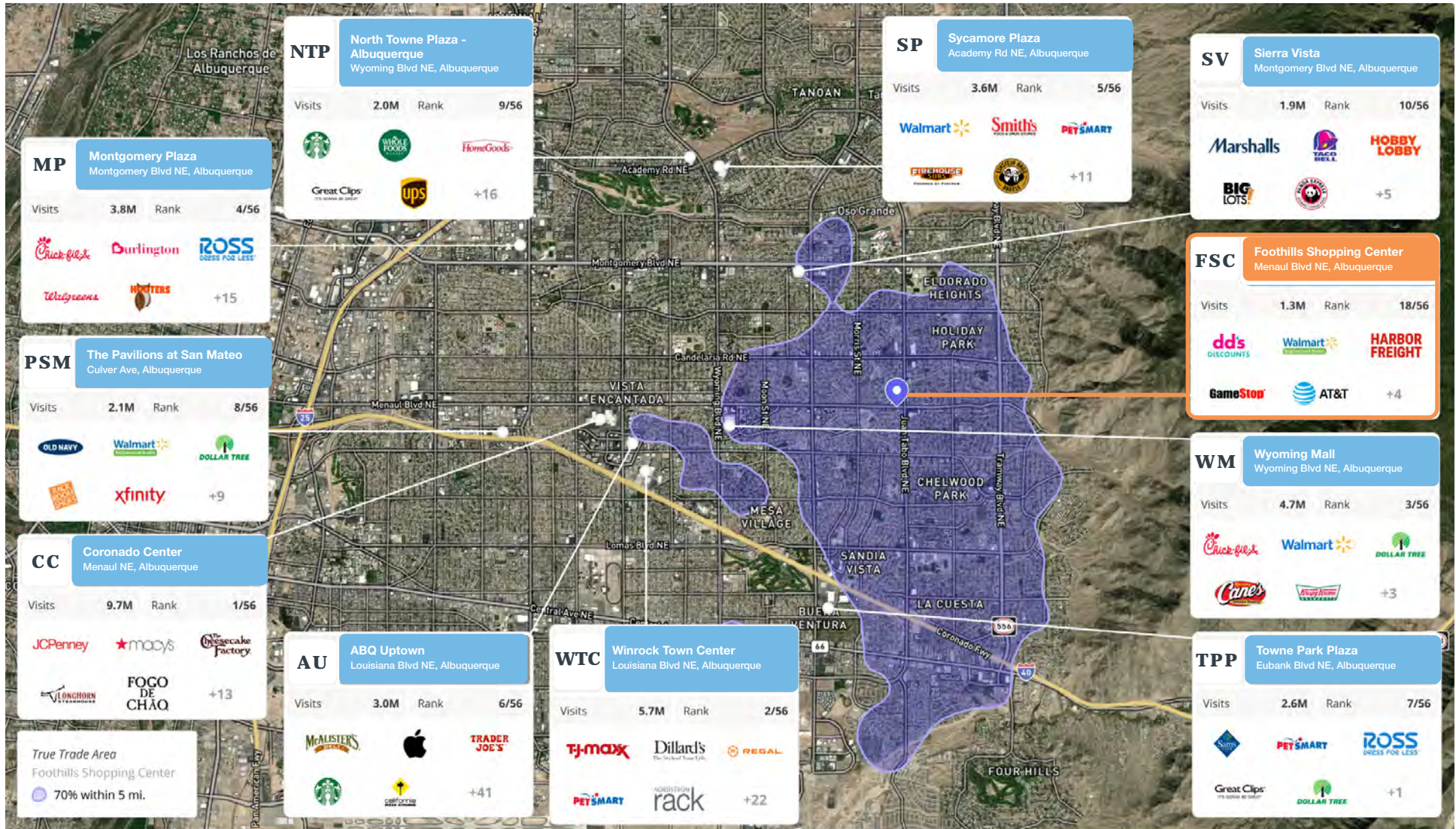
PLACER CUSTOMER TRAFFIC VOLUME

RETAILER	Annual Visits
Walmart Neighborhood Market	754,512
Harbor Freight Tools	433,829
dd's DISCOUNTS	170,097
GameStop	31,948
The Quilt Works, Inc.	31,527
AT&T	29,897
Einstein Bros Bagels	18,158
Foothills Barber Shop	18,046
Sally Beauty Supply	16,434

Walmart Neighborhood Market sales trending at \$410,000/week; April-24 analysis of total store sales and produce sales; the store is overperforming in produce; approximating a Gross Occupancy Cost Ratio of 1.44%



PLACER PRIMARY TRADE AREA



WALMART TENANT SUMMARY



Since 1998, Walmart customers have looked to the convenience of Neighborhood Markets to get what they need. A smaller size meets a stellar assortment, creating a store that places the community at its very center. And that's not changing. Walmart Supercenters, Walmart Neighborhood Market, Sam's Club, Walmart Discount Stores, Bonobos, Amigo, and Walmart International banners.

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WALMART

Suite	15
Lease Start Date	07/22/12
Lease End Date	07/31/27
Ticker	NYSE: WMT
TTM Sales (\$000)	\$648,125,000
Store Count	10,607
HQ	Bentonville, AR
Website	https://corporate.walmart.com
S&P Rating	A



HARBOR FREIGHT TENANT SUMMARY



HARBOR FREIGHT

Quality Tools at Ridiculously Low Prices

Harbor Freight, founded in 1968, offers a wide range of products such as hand and power tools, lawn and garden, heating and cooling, electrical and seasonal, outdoor living, cleaning, home goods, hardware, plumbing, automotive, and paint and paint sundries, as well as various building supplies; and general merchandise used in connection with home and property improvement, remodeling, repair, and maintenance. The company is active and operational in the United States.

HARBOR FREIGHT

Suite	13
Lease Start Date	10/01/03
Lease End Date	09/30/28
Ticker	Private
TTM Sales (\$000)	\$6,500,000
Store Count	1,503
HQ	Calabasas, CA
Website	http://www.harborfreight.com/
S&P Rating	A

DD'S DISCOUNTS TENANT SUMMARY



dd's DISCOUNTS®

Ross Stores is an off-price apparel and home fashion chain. The Company operates its Ross Dress for Less and dd's DISCOUNTS banners in approximately 2,060 locations in 40 states, the District of Columbia, and Guam.

DD's DISCOUNTS

Suite	8
Lease Start Date	02/04/22
Lease End Date	01/31/33
Ticker	NYSE: ROST
TTM Sales (\$000)	\$20,376,941
Store Count	2,109
HQ	Pleasanton, CA
Website	http://www.rossstores.com
S&P Rating	A

MARKET DEMOGRAPHICS

POPULATION	3 MILES	5 MILES	30 MIN DRIVE TIME
2027 Projection Total Population	73,567	180,949	794,599
2022 Estimate Total Population	70,860	174,927	773,383
2010 Census Total Population	66,795	165,213	743,179
2000 Census Total Population	45,966	117,599	601,065
Current Daytime Population	60,056	175,756	776,289
HOUSEHOLDS	3 MILES	5 MILES	30 MIN DRIVE TIME
2027 Projection Total Households	31,742	77,454	348,524
2022 Estimate Total Households	30,421	74,294	337,247
Avg Mean Household Size	2.47	2.51	2.44
2010 Census Total Households	27,901	68,265	315,744
2000 Census Total Households	18,910	47,069	256,276
2027 Projection Occupied Units	29,744	72,541	324,061
2022 Estimated Occupied Units	28,513	69,629	313,551
Median Hhld Income	\$78,557	\$76,272	\$60,698
Per Capita Income	\$41,726	\$39,616	\$34,078



POPULATION PROFILE	3 MILES	5 MILES	30 MIN DRIVE TIME
Population by Age 2022 Estimate Total Population	70,860	174,928	773,383
Under 20	16,689	41,631	184,534
20 to 34 Years	13,419	32,576	161,226
35 to 44 Years	9,774	24,110	103,362
45 to 54 Years	8,788	21,445	90,257
55 to 64 Years	9,243	23,451	98,382
Age 65+	12,947	31,715	135,622
Median Age	40.3	40.3	38.7
POPULATION 25+ BY EDUCATION LEVEL	50,115	123,566	540,172
Elementary (0-8)	742	1,979	17,176
Some High School (9-11)	2,420	6,179	36,222
High School Graduate (12)	10,976	28,461	129,143
Some College (13-15)	11,476	29,458	123,781
Associates Degree Only	5,003	11,899	46,368
Bachelors Degree Only	11,481	26,395	102,352
Graduate Degree	7,711	18,535	80,131



FOOTHILLS CENTER

INVESTMENT SALES

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