

LAS SOLERAS JUNCTION LAND SANTA FE, NM

Prime Commercial Development Parcels Located Within the Las Soleras Master-Planned Community



PARCEL 26
3.18 AC±

PARCEL 21
5.32 AC±

PARCEL 25
5.32 AC±

PARCEL 20
6.72 AC±

BECKNER ROAD



NOT A SURVEY - PROPERTY LINES FOR ILLUSTRATION ONLY

| | | |
|------------|----------|-------------|
| Parcel 20: | 6.73 AC | \$2,198,000 |
| Parcel 21: | 12.87 AC | \$4,204,000 |
| Parcel 25: | 6.47 AC | \$2,115,000 |
| Parcel 26: | 3.18 AC | \$1,039,000 |

- Four vacant lots offered individually or in bulk (\$7.50/SF)
- C-2 zoning allows commercial, multifamily and more
- Utilities in place
- Great visibility and access from Cerrillos Road to I-25 and 599 bypass

REA | REAL ESTATE ADVISORS

www.reanm.com

CONTACT US

(505) 539-3200

Tai Bixby, SIOR, CCIM
Partner
(505) 577-3524
tai@tba.team

Albuquerque
Real Estate Advisors, LLC
101 D Sun Ave NE Suite # 2A
Albuquerque, NM 87109

Santa Fe
Real Estate Advisors, LLC
1227 Paseo de Peralta
Santa Fe, NM 87501

EXCLUSIVELY PRESENTED BY:

TAI BIXBY, SIOR, CCIM
Partner
tai@tba.team
P: 505.577.3524

TABLE OF CONTENTS

01

Executive
Summary

02

Location
Overview

03

Property
Overview

04

Parcel
Overview

05

Parcel
Details

06

Santa Fe
Market Overview

An aerial photograph of a desert landscape. In the foreground, a multi-lane road curves through a dry, scrubby area. In the background, a range of mountains is visible under a clear blue sky. A large white circle with a black border is overlaid on the left side of the image, containing the text 'SECTION I'.

SECTION I

EXECUTIVE SUMMARY

OVERVIEW:

Real Estate Advisors is pleased to present four prime commercial development parcels located within the Las Soleras master-planned community in Santa Fe, New Mexico. These well-positioned sites offer developers and owner-users an exceptional opportunity to build retail, medical, residential, office, or mixed-use projects in one of Santa Fe's fastest growing commercial corridors.

Las Soleras is a thoughtfully planned mixed-use district on the south side of Santa Fe that has emerged as one of the city's most important growth areas. The development integrates residential neighborhoods, commercial parcels, and open space within a walkable environment connected by new infrastructure and modern utilities.

Over the past decade, the area has attracted major healthcare, retail, and service uses that serve both the local population and the broader regional trade area.

INVESTMENT HIGHLIGHTS:

- **Discounted Bulk Portfolio Opportunity:** Parcels 20, 25, and 26 are offered together at a discounted bulk price of \$5,352,000, providing investors the opportunity to acquire multiple development sites within a single master-planned community.
- **16.4± Acre Combined Development Footprint:** The portfolio provides approximately 16.4 acres ± of commercial development land with flexible site planning potential.
- **Flexible C-2 Commercial Zoning:** C-2 zoning allows a wide range of uses including retail, office, medical, financial, multifamily residential, educational, recreational, and mixed-use development.
- **Located in Santa Fe's Primary Growth Corridor:** Positioned near Beckner Road, Cerrillos Road, State Road 599, and Interstate 25, providing excellent regional connectivity throughout Santa Fe and northern New Mexico.
- **Proximity to Major Healthcare & Retail Anchors:** The parcels are located near Christus St. Vincent Regional Medical Center, the VA Medical Center, Super Walmart, and Santa Fe Place Mall, placing them within Santa Fe's primary retail and healthcare district.
- **Development-Ready Infrastructure:** City water, sewer, and electric utilities are available along Beckner Road, supporting near-term commercial development.

PARCEL OFFERING SUMMARY:

PARCEL 20

5091 Rail Runner Loop
6.73 Acres ±
List Price: \$2,198,000

PARCEL 21

4554 Beckner Road / 5190 Rail Runner Loop
12.87 Acres ±
List Price: \$4,204,000

PARCEL 25

5018 Rail Runner Loop
6.47 Acres ±
List Price: \$2,115,000

PARCEL 26

4666 Beckner Road / 4756 Rail Runner Loop
3.18 Acres ±
List Price: \$1,039,000

An aerial photograph of a desert landscape. In the foreground, a multi-lane road curves through a dry, scrubby area. A white circle with a black border is overlaid on the left side of the road. In the background, a range of mountains stretches across the horizon under a clear blue sky. The sun is visible in the upper right corner, creating a bright glow.

SECTION II

LOCATION OVERVIEW

LOCATION OVERVIEW

Strategic Location in Santa Fe's Primary Growth Corridor

The property sits just east of Beckner Road, near the intersection of Cerrillos Road, Siler Road, and State Road 599, with immediate access to Interstate 25. This location provides outstanding regional connectivity for employees, residents, and customers traveling throughout northern New Mexico. The parcels are surrounded by major regional anchors including:

- **Christus St. Vincent Regional Medical Center**
- **VA Medical Center**
- **Super Walmart**
- **Santa Fe Place Mall**
- **Numerous national and regional retailers, restaurants, and service providers**

This corridor is widely recognized as the commercial and healthcare hub of Santa Fe, drawing daily traffic from the city and surrounding communities. Access is convenient from multiple directions:

- **Interstate 25 – primary north–south interstate connecting Santa Fe to Albuquerque and Denver**
- **State Road 599 – Santa Fe's western bypass providing rapid access across the metro area**
- **Cerrillos Road – the city's primary commercial artery**
- **Siler Road – a key industrial and commercial corridor**

Together these transportation routes provide exceptional accessibility and visibility for future development.

Development Opportunity

The Las Soleras Junction parcels represent a rare opportunity to acquire commercial development land in one of Santa Fe's strongest growth corridors. With flexible zoning, nearby infrastructure, major healthcare anchors, and direct access to regional transportation routes, the sites are ideally positioned for successful commercial and residential development.



An aerial photograph of a desert landscape. In the foreground, a multi-lane road curves through a dry, scrubby area. A white circle is overlaid on the left side of the image, containing the text 'SECTION III'. The background shows a vast, flat desert plain with scattered bushes and a range of mountains under a clear blue sky with a bright sun in the upper right corner.

SECTION III

PROPERTY OVERVIEW

PROPERTY HIGHLIGHTS

Flexible C-2 Zoning

All parcels are zoned C-2 Commercial, one of the City of Santa Fe's most versatile commercial zoning categories. C-2 zoning allows a wide range of commercial and mixed uses, making these sites ideal for developers seeking flexibility in design and tenant mix.

- Permitted uses include, among others:
- Retail stores and shopping centers
- Restaurants and entertainment venues
- Professional and corporate offices
- Medical and healthcare facilities
- Banks and financial institutions
- Multifamily residential and mixed-use development
- Educational and training facilities
- Religious and institutional uses
- Recreational and wellness facilities

This zoning allows projects ranging from neighborhood retail centers and medical offices to mixed-use residential and commercial developments.

Site Characteristics and Infrastructure

The parcels feature rolling terrain with gentle slopes, offering attractive building sites and opportunities for creative architectural design while maintaining manageable construction costs.

Key infrastructure advantages include:

- City water and sewer available along Beckner Road
- Electric service in the immediate area
- Modern road access and planned connectivity within the Las Soleras development

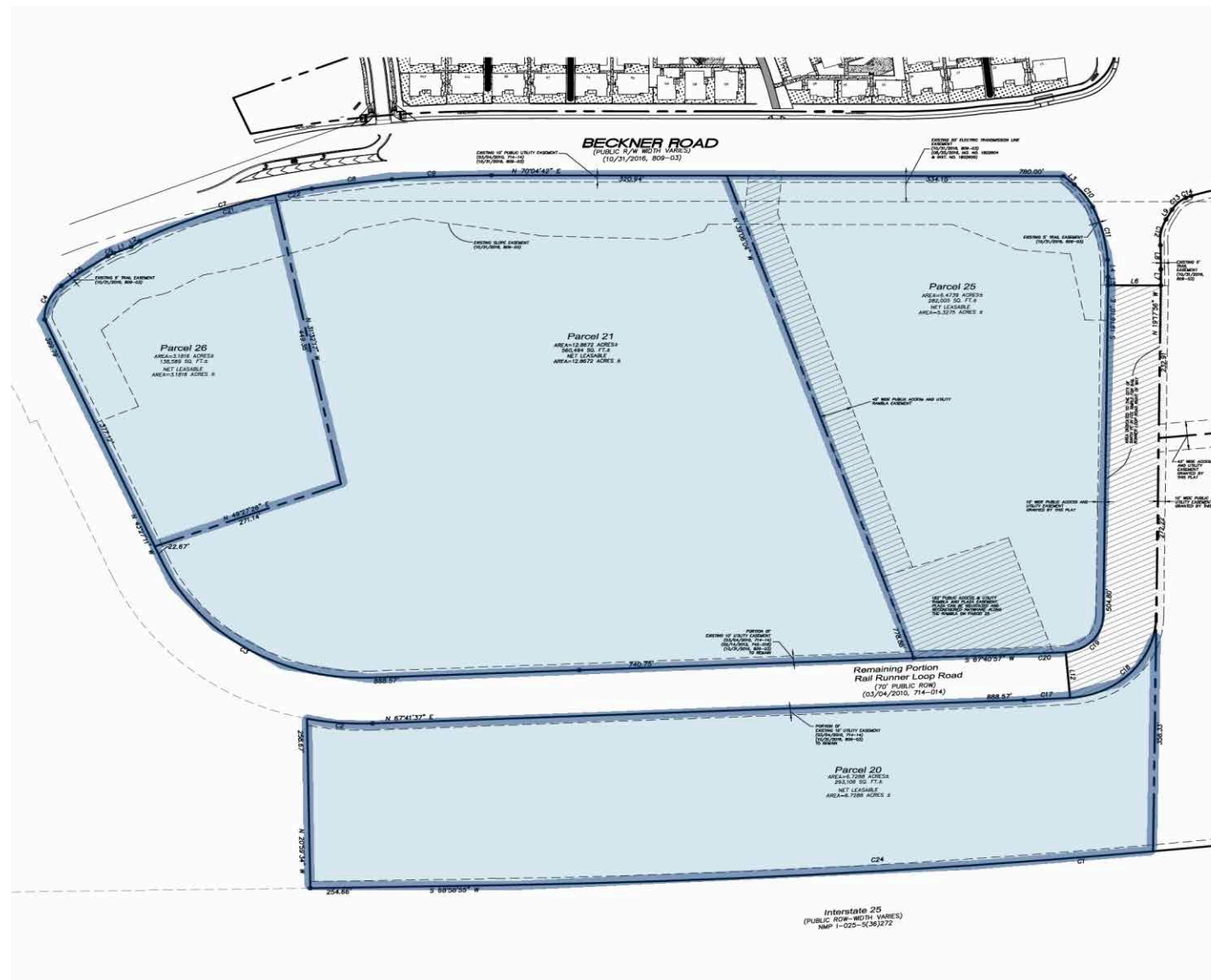
The sites benefit from existing public infrastructure that supports near-term development.

An aerial photograph of a desert landscape. In the foreground, a multi-lane road curves through the scene, with a white van visible on the right side. The middle ground is a vast, flat area with sparse, low-lying vegetation and scattered trees. In the background, a range of mountains stretches across the horizon under a clear blue sky. A large white circle with a black border is overlaid on the left side of the image, containing the text 'SECTION IV'.

SECTION IV

PARCEL OVERVIEW

SURVEY



AERIAL



An aerial photograph of a desert landscape. In the foreground, a multi-lane road curves through a dry, scrubby area. A white circle with a black border is overlaid on the road, containing the text 'SECTION V'. The middle ground shows a vast, flat expanse of dry grass and small bushes. In the distance, a range of low mountains is visible under a clear blue sky. The sun is bright in the upper right corner, creating a lens flare effect.

SECTION V

PARCEL DETAILS

PARCEL 20

Santa Fe County Tax Parcel Viewer

Search Parcels

Search for an address or locate on map

Parcel Number, Owner, Address, L

Tax Parcels

99313376 - REAL - 5091 RAIL RUNNER LOOP RD

Parcel Number: 99313376

UPC: 1050094055228000000

[See Sketch and Property Description Information](#)

Physical Address:
5091 RAIL RUNNER LOOP RD
SANTA FE, NM 87507

Owner Name:
BECKNER ROAD PARTNERS LLC

Owner Mailing Address:
150 WASHINGTON AVE STE 201
SANTA FE, NM 87501-2038

Tax Code Area:

Legal Description:
T16N R9E S17, LAS SOLERAS CENTER, PARCEL 20,
6.7288 AC-

Acres:

Plat Book/Page:

Current Deed:

Previous Deed:

Neighborhood: LWR SF Hospital

Property Class:

Market Values
Land: \$0.00
Structures: \$0.00

Assessed Values
Land: \$0.00
Structures: \$0.00

Exemption Value: \$0.00

[See Notice of Value on Document Manager](#)

PARCEL 21

Santa Fe County Tax Parcel Viewer

Search for an address or locate on map

Parcel Number, Owner, Address, I

Tax Parcels

99313370 - REAL - 4554 BECKNER RD

Parcel Number: 99313370
UPC: 1050094013269000000
[See Sketch and Property Description Information](#)

Physical Address:
4554 BECKNER RD
SANTA FE, NM 87507

Owner Name:
BECKNER ROAD PARTNERS LLC

Owner Mailing Address:
150 WASHINGTON AVE STE 201
SANTA FE, NM 87501-2038

Tax Code Area:

Legal Description:
T16N R9E S18, LAS SOLERAS CENTER, PARCEL 21,
12.8672 AC~

Acres:

Plat Book/Page:

Current Deed:

Previous Deed:

Neighborhood: LWR SF Hospital

Property Class:

Market Values
Land: \$0.00
Structures: \$0.00

Assessed Values
Land: \$0.00
Structures: \$0.00
Exemption Value: \$0.00

[See Notice of Value on Document Manager](#)

PARCEL 25

Santa Fe County Tax Parcel Viewer

Search Parcels

Search for an address or locate on map

Parcel Number, Owner, Address, I

Tax Parcels

99313371 - REAL - 5018 RAIL RUNNER LOOP RD

Parcel Number: 99313371

UPC: 1050094063296000000

[See Sketch and Property Description Information](#)

Physical Address:
5018 RAIL RUNNER LOOP RD
SANTA FE, NM 87507

Owner Name:
BECKNER ROAD PARTNERS LLC

Owner Mailing Address:
150 WASHINGTON AVE STE 201
SANTA FE, NM 87501-2038

Tax Code Area:

Legal Description:
T16N R9E S17, LAS SOLERAS CENTER, PARCEL 25,
6.4739 AC-

Acres:

Plat Book/Page:
Current Deed:
Previous Deed:

Neighborhood: LWR SF Hospital

Property Class:

Market Values
Land: \$0.00
Structures: \$0.00

Assessed Values
Land: \$0.00
Structures: \$0.00
Exemption Value: \$0.00

[See Notice of Value on Document Manager](#)

PARCEL 26

Santa Fe County Tax Parcel Viewer

Search for an address or locate on map

Parcel Number, Owner, Address, L

Tax Parcels

99313369 - REAL - 4666 BECKNER RD

Parcel Number: 99313369

UPC: 1049094499264000000

[See Sketch and Property Description Information](#)

Physical Address:
4666 BECKNER RD
SANTA FE, NM 87507

Owner Name:
BECKNER ROAD PARTNERS LLC

Owner Mailing Address:
150 WASHINGTON AVE STE 201
SANTA FE, NM 87501-2038

Tax Code Area:

Legal Description:
T16N R9E S18, LAS SOLERAS CENTER, PARCEL 26,
3.1816 AC-

Acres:

Plat Book/Page:

Current Deed:

Previous Deed:

Neighborhood: LWR SF Hospital

Property Class:

Market Values
Land: \$0.00
Structures: \$0.00

Assessed Values
Land: \$0.00
Structures: \$0.00

Exemption Value: \$0.00

[See Notice of Value on Document Manager](#)

An aerial photograph of a desert landscape. In the foreground, a multi-lane highway interchange curves through the scene. The middle ground is a vast, flat expanse of dry, yellowish-brown earth dotted with small, dark green shrubs. In the far distance, a range of low mountains stretches across the horizon under a clear, bright blue sky. A large white circle with a black border is overlaid on the left side of the image, containing the text 'SECTION VI'.

SECTION VI

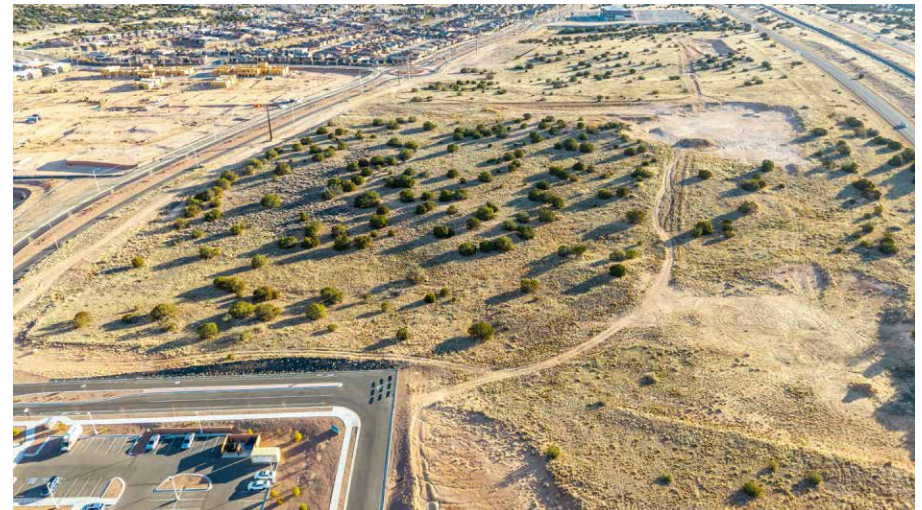
SANTA FE MARKET OVERVIEW

SANTA FE MARKET AND GROWTH OUTLOOK

Santa Fe continues to attract residents, businesses, and investors due to its unique combination of cultural identity, quality of life, and economic stability. Key drivers of regional growth include:

- The presence of Los Alamos National Laboratory, one of the nation's most important scientific research centers
- Continued expansion of healthcare and hospital services by Presbyterian Medical Services, Christus St. Vincent and the VA clinic
- Growth in tourism and hospitality, which supports local retail and restaurant demand
- Migration of remote workers and retirees drawn to Santa Fe's climate, culture, and lifestyle
- Limited land supply within the city, which increases the value of well-located development sites

These factors have steadily strengthened demand for commercial space, residential housing, and services throughout the Santa Fe metropolitan area.



SANTA FE

Market Area Assessment

THE OLDEST CAPITAL CITY IN THE UNITED STATES

At the foothills of the Sangre de Cristo Mountains sits the State Capitol of New Mexico, Santa Fe. Founded in 1610, in beautiful and historic northern New Mexico, Santa Fe has become a cultural hub for its art galleries, museums, rich history and picturesque landscape. Living up to its moniker “The City Different” for distinct culture and arts, it attracts international tourism (two million visitors a year) to its 250 plus galleries, over a dozen museums, the largest juried Native art show in the world, one-of-a-kind cuisine and over 320 sunny days a year, all while surrounded by pristine nature. Santa Fe is home to the State Capital and major government facilities, the city’s top economic generator. It is also a commuter city for the Los Alamos National Laboratory (LANL). The federal government recently increased LANLs budget to \$5 Billion and plans to add an additional 2,000 employees to its current workforce of 17,000. Santa Fe’s medical community is well respected in the Southwest and is ever-growing, adding an \$80mm, 72,000 sf regional oncology center. The MSA is home to Saint John’s College, Santa Fe Community College, the Institute of American Indian Arts and Northern New Mexico College which house a student population of around 9,200.

#1 small city of “Best Places to Live and Work as a MovieMaker.”
- MovieMaker Magazine’s 2023 list

#2 Best Small Cities in the U.S. - 2023 Reader’s Choice Awards

#1 City for Women-Owned Business - Nerd Wallet

The 24 Best Places to Go in 2024 - Conde Nast Traveler

DEMOGRAPHICS OF THE SANTA FE AREA

155,664

Estimated Population



\$72,544

Median Household Income



3.16%

Population Growth/Year



48.5

Median Age



68,497

Employees



4,790

Businesses in Santa Fe





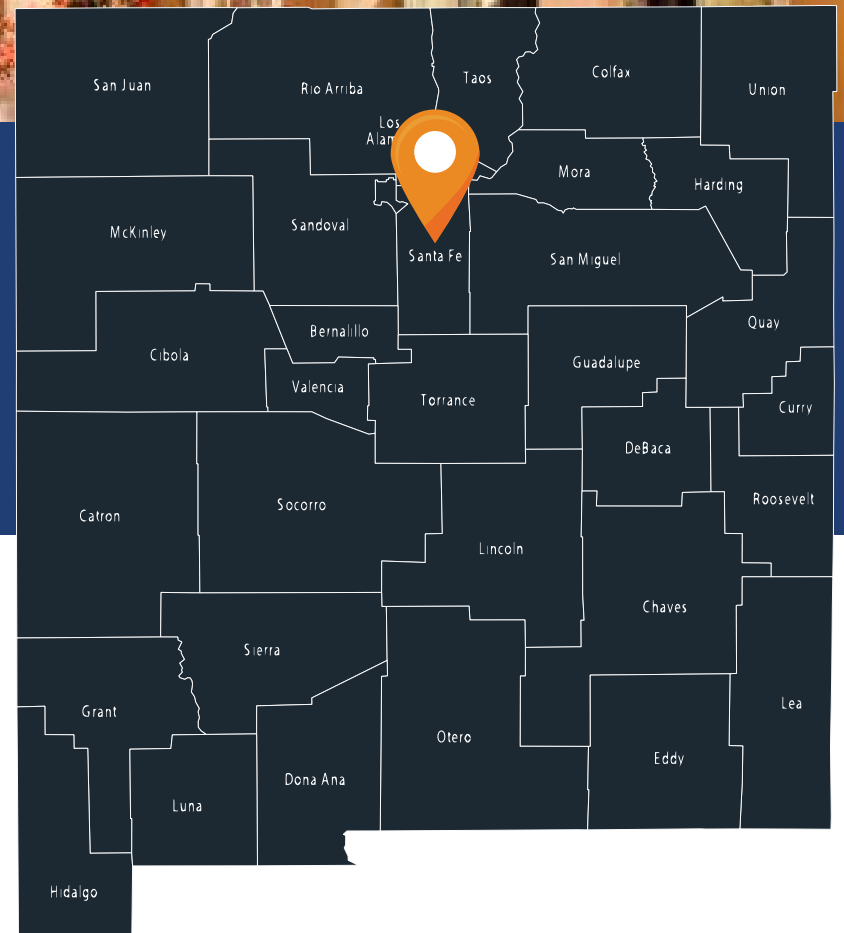
TOP 10 EMPLOYERS

1. State of New Mexico Government
2. Cristus St. Vincent Hospital
3. Presbyterian Medical
4. National Laboratories (Sandia & Los Alamos)
5. City of Santa Fe
6. Santa Fe County
7. Thermo Bioanalysis
8. Sante Fe Opera (Seasonal)
8. Walmart
9. Sante Fe New Mexican
10. Meow Wolf Arts Collective

A TOURIST DESTINATION

Santa Fe is the 3rd Largest Art Market in the United States after New York and Los Angeles.

A half-mile stretch of Santa Fe's Canyon Road has more than 100 galleries, boutiques, and restaurants "making it the world's densest concentration of art galleries". FourSeasons.com



An aerial photograph of a desert landscape. In the foreground, a multi-lane highway interchange curves through the scene. The middle ground is a vast, flat expanse of dry, yellowish-brown earth dotted with small, dark green shrubs. In the far distance, a range of low mountains stretches across the horizon under a clear, bright blue sky. The sun is visible in the upper right corner, creating a soft glow. A white circle with a black border is overlaid on the left side of the image, containing the text 'SECTION VII'.

SECTION VII

BROKER PROFILE



CONTACT

📞 (505) 577-3524

✉️ tai@tba.team

📍 1227 Paseo de Peralta
Santa Fe, NM 87501

🌐 www.reatm.com

TAI BIXBY CCIM, SIOR

PARTNER

PROFESSIONAL EXPERIENCE

Tai has joined Real Estate Advisors in the Santa Fe Division with over 18 years of experience. He has been in real estate since 2004, working in residential and commercial brokerage, as well as development. Earning his CCIM designation in 2012, Tai has been involved with commercial real estate exclusively since 2018.

Tai's experience includes real estate brokerage, office/industrial/retail sales/leasing, land sales both residential and commercial, 1031 tax deferred exchanges, financial/market/leasing analysis in the Santa Fe/Albuquerque real estate markets. In addition, Tai has extensive experience in investment management/analysis on behalf of both partnership and clients with passive and active investments.

Tai enjoys working in commercial real estate because he likes problem solving and helping people achieve their business and financial goals. His work in commercial real estate also allows him the ability to have fun and meet interesting people.

When Tai is not at work, you can find him snowboarding, mountain biking, sailing and traveling internationally. He balances his work/life schedule by focusing first on what matters most in his life; his faith and his family.

PROFESSIONAL AFFILIATIONS/ACCREDITATIONS

- Certified Commercial Investment Manager (CCIM)
- Society of Industrial and Office Realtors (SIOR)
- Member of Agua Fria Planning Committee for Santa Fe County Planning Department 2015-2016
- 2004 President of Commons on the Alameda Homeowner's Association
- National Association of Realtors
- Realtors Association of NM,
- Santa Fe Association of Realtors (SFAOR)
- Commercial Association of Realtors (CARNM)

ACHIEVEMENTS

- CCIM Mega Deal of the Year 2024
- LIN Lease of the year over \$500,000



DISCLAIMER

4554 BECKNER ROAD

All materials and information received or derived from REA | Real Estate Advisors its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither REA | Real Estate Advisors its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. REA | Real Estate Advisors will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. REA | Real Estate Advisors makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. REA | Real Estate Advisors does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by REA | Real Estate Advisors in compliance with all applicable fair housing and equal opportunity laws.

REA | REAL ESTATE ADVISORS

101d Sun Ave NE Suite 2A
Albuquerque, NM 87109

PRESENTED BY:

TAI BIXBY, CCIM, SIOR

Associate Broker
O: (505) 539-3205
C: (505) 577-3524
tai@tba.team
40315, New Mexico

We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.