

10036 COORS BYPASS NW | ALBUQUERQUE, NM



# AT&T

OFFERING MEMORANDUM



EXCLUSIVELY OFFERED BY:

**KEVIN HELD**

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LISTED IN CONJUNCTION WITH NEW MEXICO BROKER:

**DAVID ZACHARIA**

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NET LEASE INVESTMENTS



# DISCLAIMER

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Cushman & Wakefield has been retained as exclusive advisor to the Seller for the sale of the AT&T parcel (the “Property”), approximately 4,400 square feet on 0.45± acres located at 10036 Coors Bypass NW, Albuquerque, NM.

This Offering Memorandum has been prepared by Cushman & Wakefield for use by a limited number of parties and does not purport to provide a necessarily complete summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective investors may need or desire. All projections have been developed by Cushman & Wakefield, the Owner, and designated sources and are based upon assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Cushman & Wakefield, therefore, are subject to variation. No representation is made by Cushman & Wakefield or Owner as to the accuracy or completeness of the information contained herein, and nothing contained herein is, or shall be relied on as, a promise or representation as to the future performance of the Property. Although the information contained herein is believed to be correct, Owner and its employees disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, Cushman & Wakefield, Owner, and its employees disclaim any and all liability for representations and warranties, expressed and implied, contained in, and omitted from, this

Offering Memorandum or any other written or oral communication transmitted or made available to the recipient. This Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the package. Analysis and verification of the information contained in this package is solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request to interested and qualified prospective investors.

Owner and Cushman & Wakefield each expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers regarding the Property and/or terminate discussions with any entity at any time with or without notice. Owner shall have no legal commitment or obligation to any entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase of the Property has been fully executed, delivered, and approved by Owner and its legal counsel, and any conditions to Owner’s obligations thereunder have been satisfied or waived. Cushman & Wakefield is not authorized to make any representations or agreements on behalf of Owner.

This Offering Memorandum and the contents, except such information which is a matter of public record or is provided in sources

available to the public (such contents as so limited herein are called the “Contents”), are of a confidential nature. By accepting the package, you agree (i) to hold and treat it in the strictest confidence, (ii) not to photocopy or duplicate it, (iii) not to disclose the package or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Owner or Cushman & Wakefield, (iv) to not use the package or any of the contents in any fashion or manner detrimental to the interest of Owner or Cushman & Wakefield, and (v) to return it to Cushman & Wakefield immediately upon request of Cushman & Wakefield or Owner.

*The information contained herein has been obtained from the owner of the property or from other sources we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it.*

**If you have no further interest in the Property, please return this Investment Offering Memorandum forthwith.**

4747 Executive Drive, 9th Floor  
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# EXECUTIVE SUMMARY

## INVESTMENT OVERVIEW



### OFFERING TERMS

PRICE  
**\$3,520,000**

CAP  
**5.25%**

ANNUAL RENT  
**\$184,800**



#### TENANT:

**AT&T**  
(New Cingular Wireless PCS, LLC)

#### LOCATION:

10036 Coors Bypass NW,  
Albuquerque, NM 87114

#### APN:

1-013-065-437-319-1-06-05

#### BUILDING SIZE:

4,400 square feet

#### LAND SIZE:

0.45± acres

#### YEAR BUILT:

2017

#### RENT COMMENCEMENT:

August 23, 2017

#### LEASE EXPIRATION:

August 21, 2027

#### OPTIONS:

Two (2) five (5) year options

#### RENT ADJUSTMENT:

10% every 5 years

#### LEASE TYPE:

NN - Landlord responsible for roof  
and structure

# INVESTMENT HIGHLIGHTS

## INVESTMENT OVERVIEW

### NEW 10 YEAR LEASE

2017 construction new prototype building design

### S&P RATED BBB+

Corporate Lease with Investment Grade Tenant

### RENTAL INCREASES

10% escalation every 5 years

### STRONG DEMOGRAPHICS

Population over 69,635 and average HHI over \$86,000 within 3 miles of subject property

### HIGH TRAFFIC LOCATION

58,700 cars pass the site daily on Coors Bypass NW

### EXCELLENT VISIBILITY AND ACCESS

### OUTPARCEL TO COTTONWOOD MALL

A 1 million square foot regional shopping mall with over 135 stores

### FLOURISHING RETAIL MARKET

Albuquerque is one of the least saturated retail markets among 54 US cities [Article Link](#)

### STRONG TRAFFIC GENERATORS

- » Major retailers in the immediate area include: Cottonwood Mall, Walmart, Costco, Home Depot, Lowe's & Target
- » 2 Miles South of Intel Corporation - Largest manufacturer in New Mexico with 1,200 employees
- » ½ Mile South of Cibola High School (~1,875 students)
- » 1½ Miles East of Lovelace Westside Hospital (80 beds, 343 employees)



# SURROUNDING RETAIL

## INVESTMENT OVERVIEW

**COTTONWOOD MALL** » This AT&T location is an outparcel to Cottonwood Mall, a premier shopping mall located in northwest Albuquerque. Cottonwood is anchored by Dillard's, JCPenney, The Disney Store, and Forever 21. The mall is the second largest mall in the state of New Mexico, with a gross leasable area of 1,041,680 square feet. It features over 135 retail stores, as well as a food court and Regal Cinemas.



COTTONWOOD MALL IS THE

**#2**

LARGEST MALL IN NEW MEXICO



FEATURES OVER

**135**

RETAIL STORES

Dillard's	sears	JCPenney	REGAL ENTERTAINMENT GROUP	PAC SUN	ZALES THE DIAMOND STORE
FOREVER 21	ULTA BEAUTY	AÉROPOSTALE	OLD NAVY	VICTORIA'S SECRET	YANKEE CANDLE
AMERICAN EAGLE OUTFITTERS	CHAMPS SPORTS WE KNOW GAME	EXPRESS	Ben Bridge	HOT TOPIC	zumiez
Eddie Bauer	Famous Footwear	Finish Line	Buckle	Disney STORE	VANS 'OFF THE WALL'
Foot Locker	GameStop POWER TO THE PLAYERS	HOLLISTER CALIFORNIA	KAY JEWELERS	Payless SHOE SOURCE	maurices

# SURROUNDING RETAIL

# PROPERTY OVERVIEW



**1** PLAZA AT COTTONWOOD

**2** CORRALES CENTER

**3** COTTONWOOD CORNERS

**4** COTTONWOOD COMMONS

**5** ALAMEDA WEST

**INTEL CORPORATION**  
1,200 EMPLOYEES

**CIBOLA HIGH SCHOOL**  
1,875 STUDENTS

# SURROUNDING RETAIL

## PROPERTY OVERVIEW







Property Photos



# TENANT PROFILE

## PROPERTY OVERVIEW



**AT&T, Inc.**  
(NYSE: T)

**S&P CREDIT RATING:** BBB+  
**2016 REVENUE (\$BIL):** \$163.78    **# OF LOCATIONS (2017):** 16,000+  
**2016 NET INCOME (\$BIL):** \$12.97    **# OF EMPLOYEES (2017):** ~268,000

AT&T Mobility, formerly known as Cingular Wireless, LLC, is a wholly owned subsidiary of AT&T, Inc. which provides wireless communications service to more than 128.6 Million subscribers. The company is an industry leading provider of mobile services, television, and high-speed internet.

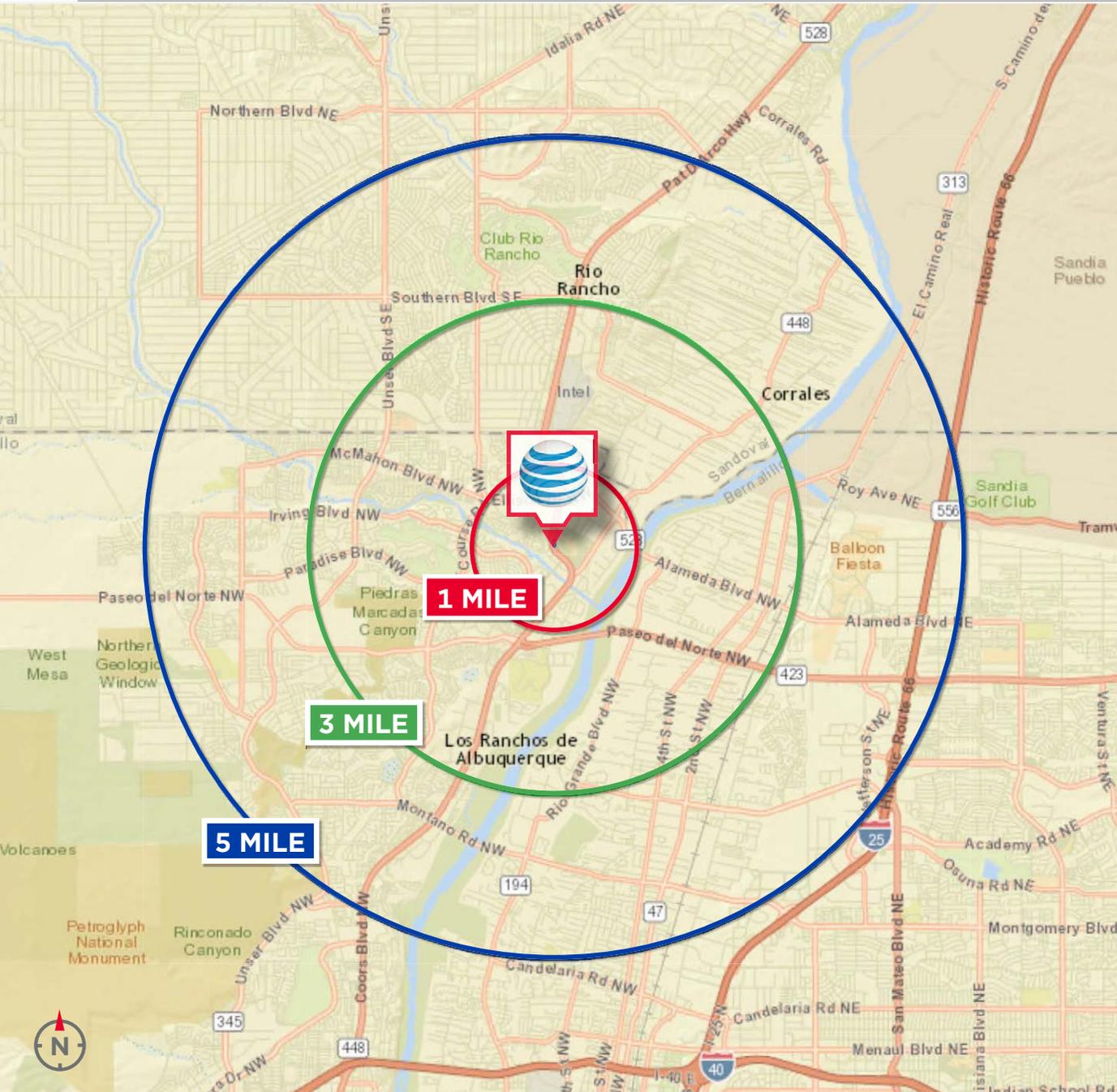
AT&T Inc. is an American multinational telecommunications corporation headquartered in Dallas, Texas. It is the second largest provider of both mobile telephone and fixed telephone service in the United States, and also provides broadband television services. As of May 2017, AT&T is the 11th largest company in the world as measured by a composite of revenues, profits, assets and market value.

[Website: http://www.att.com/](http://www.att.com/)



# DEMOGRAPHICS - 2017

## AREA OVERVIEW



### POPULATION

1 MILE	3 MILE	5 MILE
10,576	69,635	178,859

### AVERAGE HH INCOME

1 MILE	3 MILE	5 MILE
\$80,094	\$86,213	\$80,664

# ALBUQUERQUE, NEW MEXICO

## AREA OVERVIEW

Incorporated in 1891, Albuquerque is the most-populous city in the state of New Mexico. Situated in the north central part of the state, straddling the Rio Grande River, the city serves as the county seat of Bernalillo County. The city's population as of the 2010 census was 545,852 and is estimated to be 559,277 currently, ranking as the 32nd largest city in the US. The Albuquerque metropolitan statistical area (or MSA) has a population of 909,906 according to the United States Census Bureau's most recently available estimate for 2016. Albuquerque is the 60th-largest United States metropolitan area. The Albuquerque MSA population includes the city of Rio Rancho, Bernalillo, Placitas, Corrales, Los Lunas, Belen, Bosque Farms, and forms part of the larger Albuquerque-Santa Fe-Las Vegas combined statistical area, with a total population of 1,171,991 as of the July 1, 2016, Census Bureau estimates.

Visiting Albuquerque allows you to experience the authentic Southwest. As one of the oldest cities in the U.S., Albuquerque boasts a unique multicultural heritage and history where Native American, Hispanic & Latino, Anglo and other cultural influences are a part of everyday life. Nowhere is the confluence of past and present more dramatic than here in Albuquerque, where the modern city skyline is set against a backdrop of the ancient Sandia Mountains and an endless, timeless blue sky.

Staying sunny for nearly 310 days a year, Albuquerque features several outdoor activities such as golf, hiking along the Sandia Mountains Hawk Watch Trail and biking on the Paseo del Bosque Trail. The

city hosts the International Balloon Fiesta, an event that includes more than 600 balloons, and was named one of Livability.com's Top 10 Beer Cities thanks to its variety of micro-breweries.

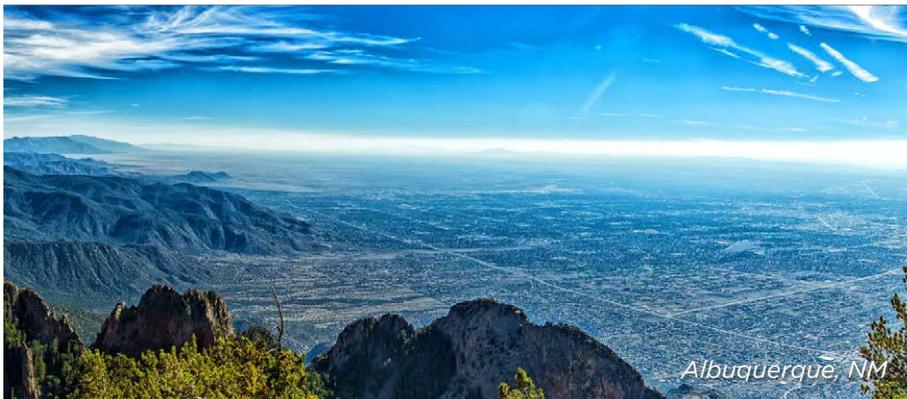
Urban sprawl is limited on three sides—by the Sandia Pueblo to the north, the Isleta Pueblo and Kirtland Air Force Base to the south, and the Sandia Mountains to the east. Suburban growth continues at a strong pace to the west, beyond Petroglyph National Monument, once thought to be a natural boundary to sprawl development.



**ECONOMY** | Sitting at the crossroads of New Mexico's major highways (Interstates 40 and 25), Albuquerque has long attracted new residents with its favorable economy and artistic atmosphere. Forbes Magazine rated Albuquerque as the best city in America for business and careers in 2006. The city was rated seventh among America's Engineering Capitals in 2014 by Forbes. Albuquerque ranked among the Top 10 Best Cities to Live by U.S. News & World Report in 2009 and was recognized as the fourth best place to live for families by the TLC network. It was ranked among the Top Best Cities for Jobs and among the Top 50 Best Places to Live and Play by National Geographic Adventure magazine.

“The city was rated seventh among America's Engineering Capitals in 2014 by Forbes.”

Albuquerque lies at the center of the New Mexico Technology Corridor, a concentration of high-tech private companies and government institutions along the Rio Grande. Larger institutions whose employees contribute to the population are numerous and include Sandia National Laboratories, Kirtland Air Force Base, and the attendant contracting companies which bring highly educated workers to a somewhat isolated region. Intel operates a large semiconductor factory in suburban Rio Rancho. Northrop Grumman is located along I-25 in northeast Albuquerque, and Tempur-Pedic is located on the West Mesa next to I-40.



**EDUCATION** | Albuquerque is home to the University of New Mexico, the largest public flagship university in the state. UNM includes a School of Medicine which was ranked in the top 50 primary care-oriented medical schools in the country. The Central New Mexico Community College is a county-funded junior college serving new high school graduates and adults returning to school. Albuquerque is also home to the following programs and non-profit schools of higher learning: Southwest University of Visual Arts, Southwestern Indian Polytechnic Institute, Trinity Southwest University, the University of St. Francis College of Nursing and Allied Health Department of Physician Assistant Studies, and the St. Norbert College Master of Theological Studies program.

Albuquerque Public Schools (APS), one of the largest school districts in the nation, provides educational services to almost 100,000 children across the city. Schools within APS include both public and charter entities. Numerous accredited private preparatory schools also serve Albuquerque students. These include various pre-high school religious (Christian, Jewish, Islamic) affiliates and Montessori schools, as well as Menaul School, Albuquerque Academy, St. Pius X High School, Sandia Preparatory School, the Bosque School, Evangel Christian Academy, Hope Christian School, Hope Connection School, Temple Baptist Academy, and Victory Christian. Accredited private schools serving students with special education needs in Albuquerque include: Desert Hills, Pathways Academy, and Presbyterian Ear Institute Oral School.

<http://www.cabq.gov/>  
<https://www.visitalbuquerque.org/>  
<http://www.abqchamber.com/>  
<https://realestate.usnews.com/places/new-mexico/albuquerque>  
<https://wikitravel.org/en/Albuquerque>  
<https://www.abqjournal.com/>  
[https://en.wikipedia.org/wiki/Albuquerque,\\_New\\_Mexico](https://en.wikipedia.org/wiki/Albuquerque,_New_Mexico)

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