

## NATIONAL INVESTMENT ADVISORS

## **NEW MEXICO LEASING ADVISORS**

#### **JEFF CONOVER**

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## **NEW MEXICO BROKER OF RECORD**

#### **ANTHONY JOHNSON**

Pegasus Group LLC License No. REC-2023-0376



18301 Von Karman Ave., Suite 800, Irvine, CA 92612 (949) 221-1800 | farislee.com

#### INVESTMENT SUMMARY

OFFERING PRICE: \$10,608,000

NOI (YEAR 2): \$530,400 CAP RATE: 5.00%

LOCATION:

2100 Louisiana Blvd NE, Albuquerque, NM 87110

**EST. RENTABLE SQ FT:** 

8,000 SF

LOT SIZE:

0.72 AC (31,189 SF)

PARKING SPACES:

20 exclusive spaces. 90 spaces total (11 per 1000 SF)

YEAR BUILT:

January 2024

**TENANT NAME:** 

**Fidelity Investments** 

OWNERSHIP:

Fee Simple (Land & Building)

**ZONING:** 

Per the city of Albuquerque the location

is zoned as Commercial

ACCESS:

There are 7 access points. 2 via Pennsylvania St., 2 via Indian School Rd., 2 via Winrock Loop, and 1 via Louisiana Blvd.

TRAFFIC COUNTS:

I-40 ±160,000 VPD Louisiana Blvd. ±64,300 VPD

PARCEL MAP:

APN: 1-019-058-104-385-2-04-25



## 2100 LOUISIANA BLVD NE, ALBUQUERQUE, NM 87110

Faris Lee Investments is pleased to present a rare opportunity to acquire the fee simple interest in a brand new, Corporate Executed, single tenant NNN leased Fidelity Investments. The property, currently under construction for completion in Q1 2024, with construction & roof warranties passed onto the buyer, is located as an out-parcel pad building to the 83 acre open-air mixed-use development Winrock Town Center in Albuquerque, New Mexico. The Fidelity lease features a new long term 10 year lease with another 10 year option to extend the term for a potential of 20 years of total term, which provides the investor long term security & stability. In addition, the lease features 2% annual rental increases which increases the return on investment and hedges against inflation. The lease structure is NNN with the expenses of property taxes, insurance & common area maintenance (CAM) getting passed through onto the tenant to pay their pro-rata share.

Fidelity Investments: Privately owned by FMR LLC (S&P Rating A+) serves over 43 million American investors and 23,000 businesses with an array of financial services, while providing clients with 13 regional sites and more than 200 investor centers throughout the country. Since their founding in 1946, Fidelity has accumulated over \$11.7 trillion in assets.

Fidelity Investments is relocating out of the renowned ABQ Uptown to Winrock Town Center as a newly built pad building fronting Louisiana Blvd. and Dillard's. Furthermore, Fidelity is strategically located adjacent to Target and ABQ Uptown where the only Apple Store in the State of New Mexico exists. Winrock Town Center is an 83 acre open-air mixed-use development designed to combine retail, entertainment, office, hospitality, medical and a 2.5 acre park. There is approximately 780,000 square feet of retail space with 2 Dillard's, 16-screen Regal Theatre, restaurants & shops. Winrock is the gateway to Albuquerque's Uptown District, the premier retail, office, medical & residential sector which includes approximately 1 million square feet of office space and 2,000 residential units. The subject property is located along the heavy traffic retail corridor at the (I-40) Freeway (160,000 VPD) at Louisiana Blvd. (64,000 VPD) with high density & strong trade area demographics. Over 820,000 people, Over 297,000 daytime employees & Over \$81,000 AHHI within 20 miles.

The city of Albuquerque is the largest city in New Mexico. Albuquerque is home to numerous businesses and attractions including the University of New Mexico, Kirtland Airforce Base, Sandia National Laboratories, the Albuquerque Museum, the National Hispanic Cultural Center, and the Albuquerque International Balloon Fiesta.



# CORPORATE EXECUTED LEASE / STRONG INVESTMENT GRADE TENANT – FIDELITY INVESTMENTS

- S&P Credit Rating A+
- Parent company: FMR LLC (Owned by Johnson Family)
- Corporate backed lease
- 43 Million Investors nationwide
- \$11.7 Trillion assests under managment
- Over 200 Investor centors across the US
- Corporate HQ: Boston, MA
- www.fidelity.com

# NEW LONG TERM / 10-YEAR NNN LEASE PLUS OPTION TO EXTEND TERM

- Long term security and stability for the investor
- One (10) option to extend, for a potential total of 20 years of term

#### RENTAL INCREASES DURING INITIAL TERM AND OPTION PERIOD

- 2% increases every year of the initial lease term; lease options are at FMV with 2% annual increases
- Increases return on investment
- Hedges against inflation

# PART OF WINROCK TOWN CENTER / NEW PAD BUILDING FRONTING LOUISIANA BLVD. AND DILLARD'S / STRATEGICALLY LOCATED ADJACENT TO TARGET & ABQ UPTOWN WITH THE ONLY APPLE STORE IN NEW MEXICO

- 83 acre open-air mixed-use development designed to combine retail, entertainment, office, hospitality, medical and a 2.5 acre park
- 780,000 square feet (approx) of retail space with 2 Dillard's, a 16 screen Regal Theatre, restaurants & shops
- Gateway to Albuquerque's Uptown district, the premier retail, office & residential sector which includes 1 million square feet (approx) of office space and 2,000 residential units

#### HIGH DENSITY & STRONG TRADE AREA DEMOGRAPHICS

- Over 1-million people within a 50 miles
- Over 323,000 day time employees within 50 miles
- Over \$80,000 AHHI within 50 miles

# HEAVY TRAFFIC / DENSE RETAIL CORRIDOR WITH CLOSE PROXIMITY TO MAJOR ECONOMIC DRIVERS

- Convenient on / off ramp access to the I-40 freeway with over 160,000 VPD drive-by
- Over 64,000 VPD drive-by on Louisiana Blvd.
- Over 50 mile trade area
- Fronts Winrock Town Center & Louisiana Blvd., and adjacent to Target and the ABQ Uptown business & retail district which includes the only Apple Store in New Mexico

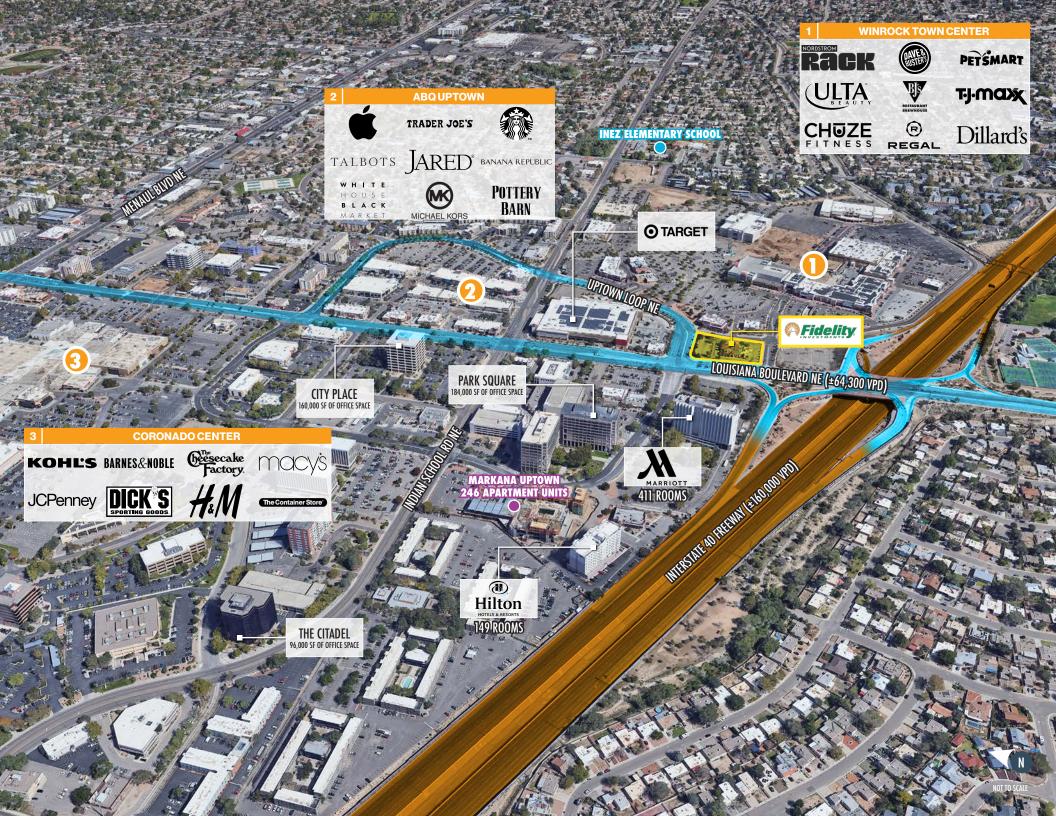
#### **BRAND NEW 2024 CONSTRUCTION / ESTIMATED OPENING Q1 2024**

- No deferred maintenance
- 7 access points to the development
- January 8, 2024 delivery date (Est) to Fidelity Investments
- Construction & roof warranties passed onto the new buyer

#### RELOCATION SITE FOR FIDELITY INVESTMENTS

- Fidelity is relocating from the premier retail ABQ Uptown 2 blocks away to be a part of Winrock Town Center
- Provides for an existing built-in consumer base to a now superior location fronting Louisiana Blvd.
- Testimony to the strength of this Winrock Town Center pad building location







## **AREA OVERVIEW**

## Albuquerque, NM

Albuquerque, abbreviated as ABQ, is the most populous city in the U.S. state of New Mexico. Its nicknames, The Duke City and Burque, both reference its 1706 founding by Nuevo México governor Francisco Cuervo y Valdés as La Villa de Alburquerque. The 2020 census found the population of the city to be 564,559, making Albuquerque the 32nd-most populous city in the United States and the fourth-largest in the Southwest. It is the principal city of the Albuquerque metropolitan area, which had 916,528 residents as of July 2020. At the heart of New Mexico beats the pulse of this vibrant city.

In Albuquerque, diverse cultures, authentic art and dynamic traditions have helped shape their centuries-old story. To its east are the Sandia–Manzano Mountains, the Rio Grande river flows north to south through its center, while the West Mesa and Petroglyph National Monument make up the western part of the city. U.S. Route 66 runs through the city. It is also known as the Will Rogers Highway, the Main Street of America or the Mother Road, and was one of the original highways in the U.S. Highway System.



#### AREA OVERVIEW

#### Winrock Town Center

Winrock Town Center is an open-air development with over 50 stores, restaurants, and businesses with even more to come. Anchored by two Dillard's stores and a 16 Screen state of the art Regal Theatre with IMAX, RPX & Screen X. The 83 acre mixed use development has been designed to combine retail, entertainment, office, and hospitality facilities with environmentally responsible development. Winrock Town Center features a number of amenities, including a 2.5-acre park, a variety of restaurants shops, and a 80,000 SF NM orthopedics facility (250 full time employees & 750 patients per day). Winrock Town Center is located in a convenient location, just off Interstate 40 with easy access and a convenient private West-bound I-40 on-ramp. In April 2023, it was announced that two new developments will provide Winrock with over 100,000 SF of new office space and a brand new food hall, hosting 20+ restaurants, to be completed in Spring 2025. The entire development includes a healthy, walkable, and thriving outdoor urban community featuring residential, shopping, dining, entertainment, medical and public spaces. This exceptional development is at the gateway to Albuquerque's Uptown district, the premier retail, office and residential sector.

The Uptown area encompasses a major business center as well as EXPO New Mexico and two of Albuquerque's main shopping malls. The Uptown area is the heart of the city's modern shopping and business district, including the 222,000-square-foot retail center ABQ Uptown, where you will find a mix of exclusive national brands and local specialty and boutique shops, including the only Apple store in New Mexico. This ongoing project in the heart of Albuquerque's Uptown business and retail district creates a pedestrian-oriented, mixed-use city neighborhood. The urban infill development is built on a previously vacant 20-acre Brownfield site between two large retail malls. With the texture and density of a traditional downtown, ABQ Uptown melds lifestyle, retail, entertainment, multi-family housing, offices, a hotel, and a corner grocery store. EXPO New Mexico is home to the New Mexico State Fair, one of the largest state fairs in the country. During the year it is a popular venue for sporting events, festivals and concerts. Coronado Center, Winrock Town Center and ABQ Uptown feature a wide range of shopping opportunities, including local shops and national department stores. The neighborhood is home to a wide variety of shopping, dining and lodging options. Uptown offers everything from high-rise hotels to smaller, mid-range hotels, and its dining includes well-known national and New Mexican restaurants.





### AREA OVERVIEW

2100 LOUISIANA BLVD NE, ALBUQUERQUE, NM 87110	5 MILES	10 MILES	20 MILES	50 MILES
POPULATION				
2022 Estimated Population	288,953	546,405	820,508	1,008,907
Population 5 Years Forecast	300,451	573,543	873,094	1,071,136
Population 10 Years Forecast	315,334	605,183	931,795	1,139,716
Average Age	40	40	39	39
HOUSEHOLDS				
2022 Estimated Households	128,384	227,253	323,272	391,518
Households 5 Years Forecast	133,532	238,484	343,324	414,980
Households 10 Years Forecast	140,231	251,696	366,064	441,208
INCOME				
Household Average Income	\$72,945	\$79,996	\$81,749	\$80,480
ETHNICITY				
White	48.02%	41.1%	40.9%	39.7%
Hispanic (Ethnic)	38.39%	47.7%	48.2%	49.1%
Asian	3.10%	2.6%	2.2%	1.9%
Other	7.42%	6.1%	6.3%	7.2%
Black	3.07%	2.5%	2.4%	2.1%
BUSINESS				
Total Businesses	10,493	17,475	20,063	22,794
Total Employees	164,267	264,779	297,508	323,798

## **TOP CITY EMPLOYERS**























## **DISTANCE TO**





## TWO NEW BUILDINGS ANNOUNCED FOR WINROCK TOWN CENTER PLAN

By Madison Conner | May 23, 2023



ALBUQUERQUE, N.M. (KRQE) - There are a couple of new buildings going up at the Winrock Town Center, and one of them will have a food hall. With new changes comes a new timeline for the sprawling development.

That food hall will be on the plot of land behind Petsmart, just across the street from the park, which they believe will tie the project together. More changes are coming to the massive project under construction at the Winrock Town Center in Uptown.

The developer, Goodman Realty, announced two new buildings. First, the Portland building, a three-story office space. "We would love to see a corporate headquarters decide to come to Albuquerque," said Darin Sand of the realty group. Next, a second office building with a food hall on the bottom floor. Sand says, "Can you imagine coming to work and going right down the elevator to this food hall with twenty-plus vendors?"

## UPTOWN UNDERTAKING: NEW FOOD HALL, OFFICE SPACE AND PARK PLANNED FOR WINROCK

By ABQJournal News Staff | June 7, 2023



A draft rendering of a yet-to-be named food hall and office building at Winrock Town Center. (Courtesy of Goodman Realty Group)

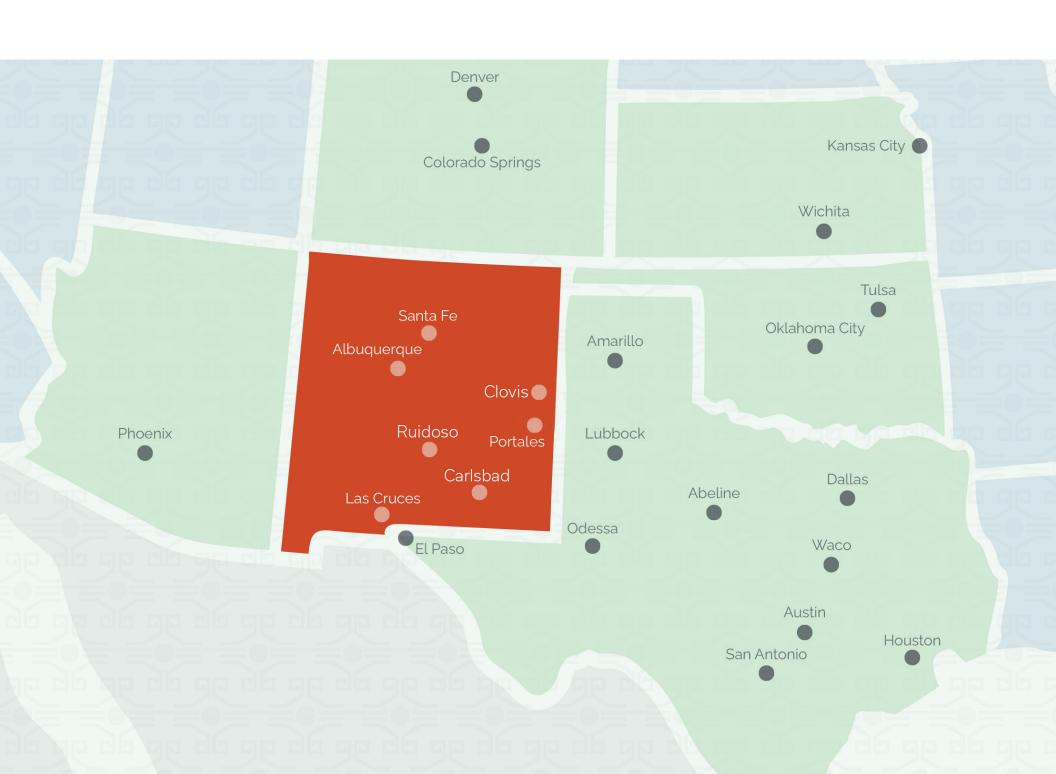
Dirt is being turned over at Winrock Town Center, Behind Dillard's, cranes roll up and down hills, developing Winrock's new 2.5 acre park, which is expected to open in the coming months. But a new park isn't all that's in the works for the town center at 2100 Louisiana NE. Long known as a retail hub, the amount of office space in the center is minimal. But over the next 21/2 years, the amount of office space is expected to skyrocket to almost 100,000 square feet as Winrock developer Goodman Realty embarks on two new office developments — one of which will include a new food hall, "It really feels like we're at a tipping point," said Darin Sand, senior vice president of Goodman Realty Group, the developer behind Winrock. First on the agenda is the Portland building, a three-story, mixed-use office building. The company requested construction bids on March 21, and the overall cost is yet to be determined.

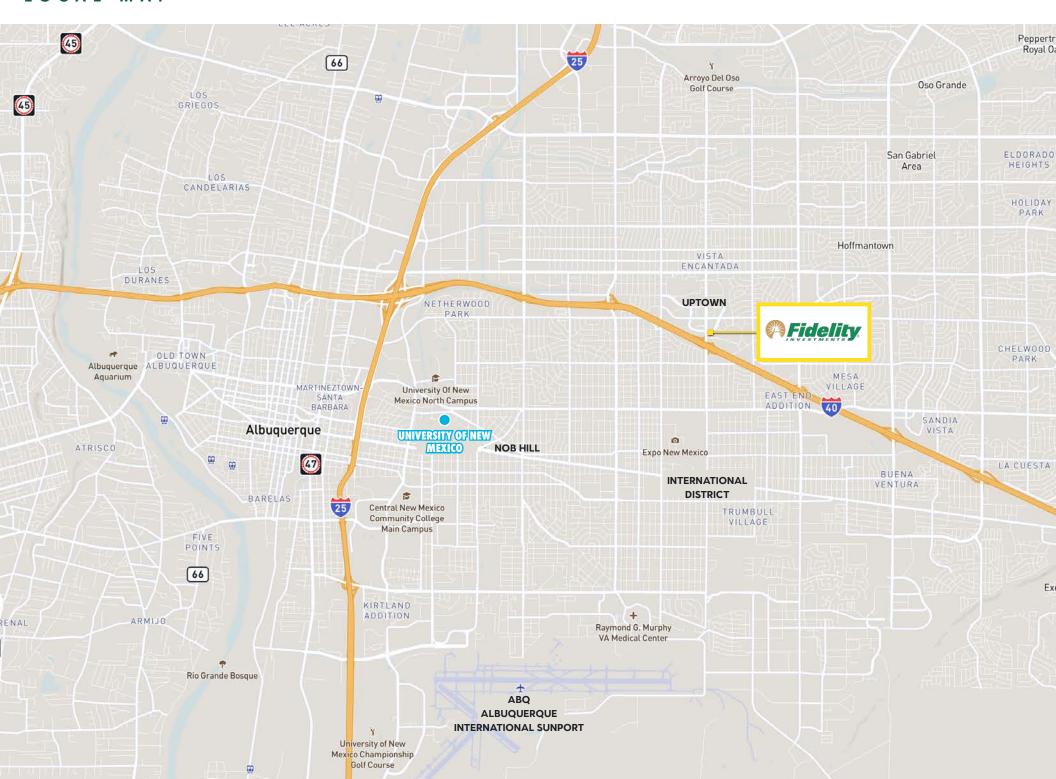


Read the full article here.

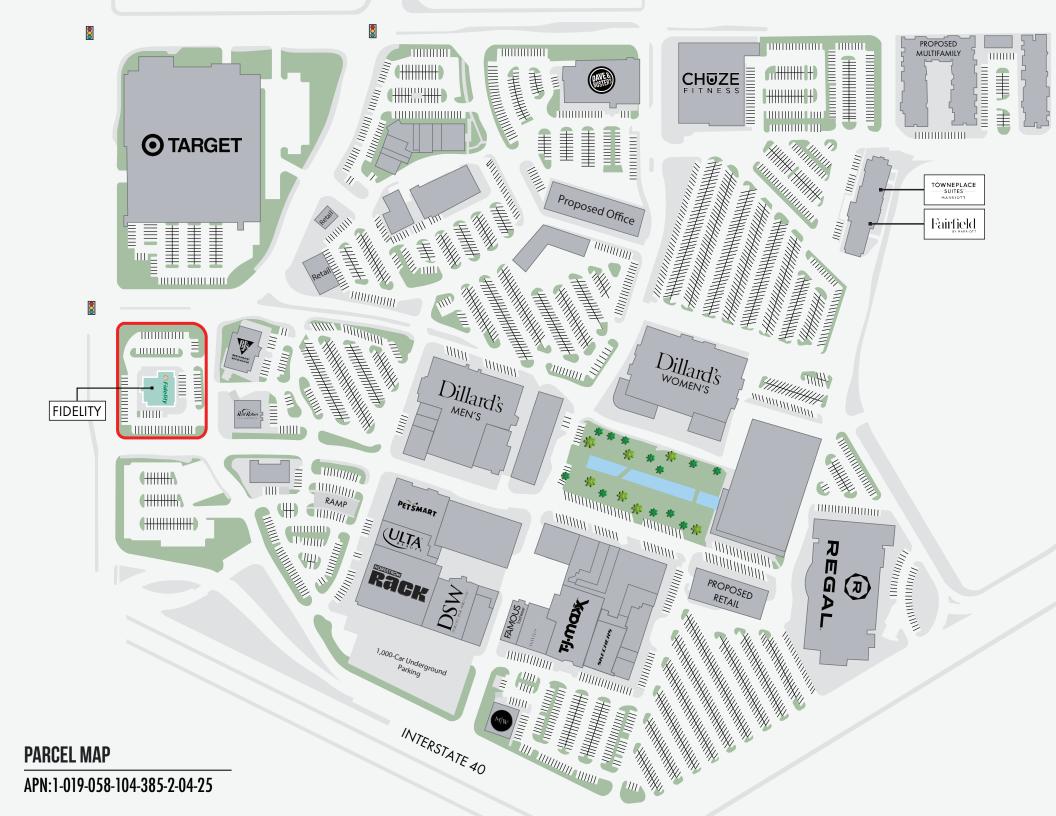


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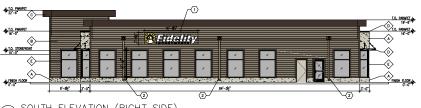
## **EXHIBIT A-2**

## **PYLON SIGN LOCATIONS**



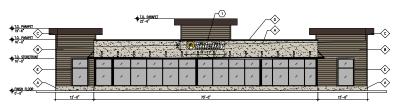
WEST ELEVATION (FRONT)

SCALE: 1/8" = 1'-0"

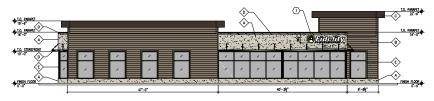


2 SOUTH ELEVATION (RIGHT SIDE)

SOUTH ELEVATION (RIGHT SIDE)

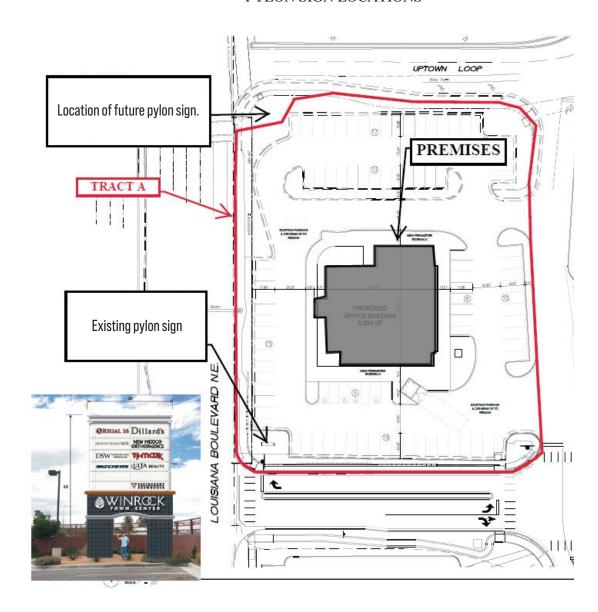


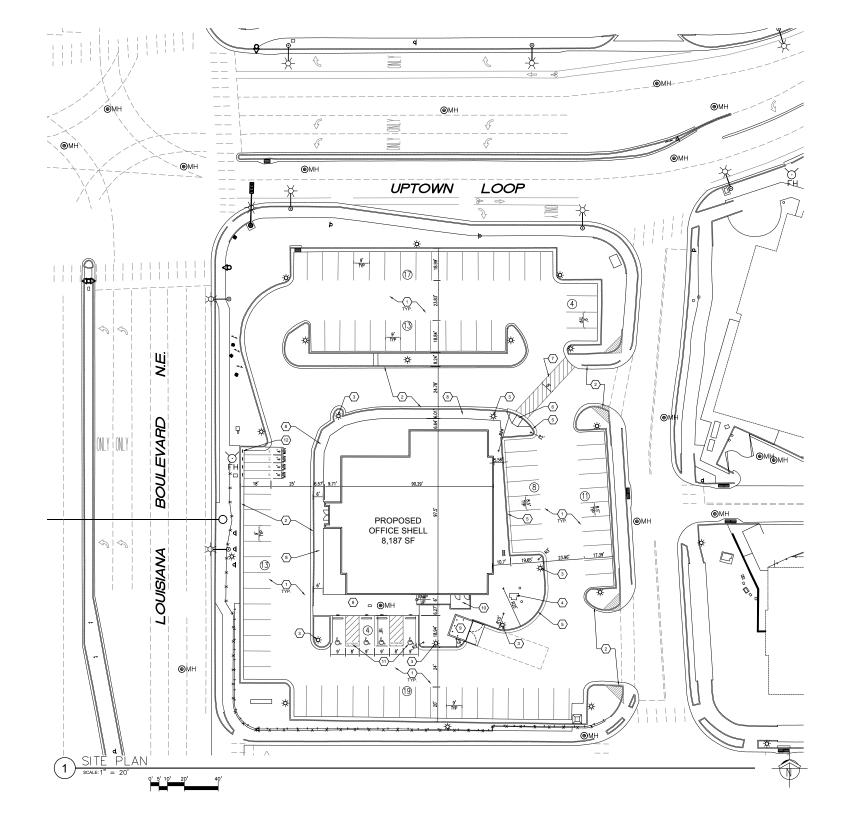
3 EAST ELEVATION (REAR)
SCALE: 1/8" = 1'-0"



NORTH ELEVATION (LEFT SIDE)

SCALE: 1/4" = 1'-0"







## SOLD COMPARABLES

	Address	SF	Price	Cap Rate	
1	<b>BMO</b> 33703 N. Scottsdale Rd., Scottsdale, AZ	5,047	\$2,350,000	4.62%	
	Sale Date: Novemebr 2022				
2	<b>US Bank</b> 31990 Temecula Pky., Temecula, CA	6,100	\$8,700,000	4.77%	
	Sale Date: May 2022				
3	<b>Union Bank</b> 9738 Alondra Blvd., Bellflower, CA	5,023	\$4,000,000	4.00%	
	Sale Date: June 2022				
4	<b>Fifth Third Bank</b> 6300 Falls of Neuse Rd., Raleigh, NC	5,574	\$4,706,000	4.25%	
	Sale Date: September 2022				
5	<b>Pacific Western Bank</b> 418 W. San Ysidro Blvd., San Ysidro, CA	7,520	\$5,300,000	4.75%	
	Sale Date: August 2022				
6	<b>Wells Fargo</b> 4150 SW. 64th Ave., Davie, FL	6,880	\$3,960,000	5.00%	
	Sale Date: May 2022				
	Averages:	6,024	\$4,836,000	4.57%	
	Subject:	8,000	\$10,608,000	5.00%	

## RENT ROLL

				MONTHLY RE	NTAL RATES	ANNUAL RE	NTAL RATES			LEASE	
TENANT NAME	SF	DATE	INCREASE	RENT	PSF	RENT	PSF	RECOVERY TYPE	LEASE START	EXPIRATION	LEASE OPTIONS
Fidelity Investments	8,000	Lease Year 1 (Months 1-5)		\$0	\$0.00	\$0	\$0.00	NNN	1/1/2024	12/31/2033	2 (5 Year) Options
		Lease Year 1 (Months 6-12)		\$43,333	\$5.42	\$303,333	\$37.92		(est)	(est)	at FMV but not less
		Lease Year 2	2%	\$44,200	\$5.53	\$530,400	\$66.30				than previous rent
		Lease Year 3	2%	\$45,087	\$5.64	\$541,040	\$67.63				with 2% annual increases
		Lease Year 4	2%	\$45,987	\$5.75	\$551,840	\$68.98				
		Lease Year 5	2%	\$46,907	\$5.86	\$562,880	\$70.36				
		Lease Year 6	2%	\$47,847	\$5.98	\$574,160	\$71.77				
		Lease Year 7	2%	\$48,807	\$6.10	\$585,680	\$73.21				
		Lease Year 8	2%	\$49,780	\$6.22	\$597,360	\$74.67				
		Lease Year 9	2%	\$50,773	\$6.35	\$609,280	\$76.16				
		Lease Year 10	2%	\$51,787	\$6.47	\$621,440	\$77.68				

## TRANSACTION SUMMARY

## FINANCIAL INFORMATION

Price: \$10,608,000

Address 2100 Louisiana Blvd NE Albuquerque, NM Rentable Area 8,000 SF

### **OPERATING INFORMATION**

Gross Potential Rent	Year 2 \$530,400	Year 5 \$562,880
Plus Recapture	NNN	NNN
Effective Gross Income	\$530,400	\$562,880
Less Expenses	(NNN)	(NNN)
Net Operating Income	\$530,400	\$562,880
Cap Rate	5.00%	5.31%



TENANT:	Fidelity Brokerage Services LLC			
DOING BUSINESS AS:	Fidelity Investments			
RENTABLE SQUARE FEET:	8,000			
LEASE EXECUTION DATE:	9/8/2022			
RENT START DATE:	January 2024 (est)			
CURRENT LEASE EXPIRATION DATE:	January 2034 (est)			
LEASE TYPE:	NNN			
CURRENT LEASE TERM:	10 years			
RENT:	Year 1 (Months 1-5): Year 1 (Months 6-12): Year 2: Year 3: Year 4: Year 5: Year 6: Year 7: Year 8: Year 9: Year 10:	\$0/mo \$43,333/mo \$44,200/mo \$45,087/mo \$45,987/mo \$46,907/mo \$47,847/mo \$48,807/mo \$49,780/mo \$50,773/mo \$51,787/mo	\$0/year \$520,000.00/year \$530,400.00/year \$541,040.00/year \$551,840.00/year \$562,880.00/year \$574,160.00/year \$585,680.00/year \$597,360.00/year \$609,280.00/year \$621,440.00/year	
LEASE OPTIONS:	2 (5 Year) Options at FN	NV at no less than previo	us rent with 2% annual increases	
PROPERTY TAXES:	Tenant responsible			
INSURANCE:	Tenant responsible			
CAM:	Tenant responsible			
MANAGEMENT FEES/ ADMIN FEES:	Tenant responsible			
ROOF & STRUCTURE:	Landlord responsible			
HVAC:	Tenant responsible			
RIGHT OF FIRST REFUSAL:	None			



Tenant:	Fidelity
Website:	www.fidelity.com
Company Type:	Private
Locations:	200+
Employees:	21,000+
Parent Company:	FMR LLC
S&P Credit Rating:	A+

Fidelity Investments is a multinational financial services corporation based in Boston, Massachusetts. It is one of the largest asset managers in the world, with over \$11.7 trillion in assets under management. Fidelity offers a wide range of financial products and services, including mutual funds, brokerage services, retirement plans, wealth management, insurance, and cryptocurrency and other digital assets. Fidelity was founded in 1946 by Edward C. Johnson II. In the present day, 49% of the company is still owned by the Johnson Family through the Parent Company FMR LLC. The company's name is derived from the Latin word "fidelitas," which means "faithfulness." Fidelity's mission is to "help people achieve their financial goals."





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## **NEW MEXICO BROKER OF RECORD**

#### **ANTHONY JOHNSON**

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Faris Lee Investments ("FLI") has been engaged as the exclusive financial advisor to the Seller in connection with Seller's solicitation of offers for the purchase of this property. Prospective purchasers are advised that as part of the solicitation process, Seller will be evaluating a number of factors including the current financial qualifications of the prospective purchaser. Seller expressly reserves the right in its sole and absolute discretion to evaluate the terms and conditions of any offer and to reject any offer without providing a reason therefore. Further, Seller reserves the right to terminate the solicitation process at any time prior to final execution of the Purchase Agreement.

The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property, and it is not to be used for any other purpose or made available to any other person without the express written consent of Seller or FLI. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by FLI from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate. This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Offering Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. Any reliance on the content of this memorandum is solely at your own risk.

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A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or FLI or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

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