

reanm.com | 505.539.3200

**REA | REAL ESTATE ADVISORS**



# STATEMENT OF QUALIFICATIONS

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Data-driven Solutions for a Complex Market

**OFFICE - INDUSTRIAL - MULTIFAMILY**

## WHO WE ARE:

REA | Real Estate Advisors is a New Mexico based commercial real estate firm.

### We are experts in



Leasing office and industrial properties in New Mexico



Investment sales of office, industrial and multi-family properties throughout the state



Buyer and User representation in New Mexico, and through our strategic alliances, across the country

## ABOUT US

Real Estate Advisors (REA) offers real estate services to owners, investors, and occupiers of commercial property. We exist to create and enhance value for our clients, associates, and partners through the implementation of well executed commercial real estate strategies. As leaders in the industry, REA provides investors and occupiers with data-driven solutions to their commercial real estate needs. Our professionals advise clients on market conditions and help maximize return on investment in properties for lease and sale and represent firms in their search for new space.

At REA,

**we leverage our experience** to help our clients meet their goals by:

- Identifying solutions in alignment with client objectives,
- Guiding our clients to the best strategy for each asset,
- Engaging the necessary resources and technology, and
- Utilizing our market knowledge and relationships in the community.

# VALUE CREATION MARKETING STRATEGY

## PROPERTY REPRESENTATION FOR LEASE OR SALE

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REA's unique Value Creation Leasing and Sales Strategy utilizes our proprietary data-driven marketing platform to proactively target users whose needs are in line with the building's availability. REA's expanded marketing strategy consistently increases achievable rent rates and sales prices by expanding the number of prospects, lowers leasing and sales cost and provides our clients with greater market knowledge from which to make informed decisions.

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### *10800 GIBSON SE*

At the height of the COVID-19 pandemic, a national credit tenant announced they were ceasing operations and vacating their 72,000+ square foot facility at the end of the year, just when leasing activity had essentially evaporated. Utilizing our proprietary database, REA quickly identified several prospective tenants and created competition for the building. The result was a significant increase in the building's value with a long term NNN lease at improved rental rates without ever having a day of economic vacancy.



# RIGHT FIT SOLUTION

## TENANT AND OWNER OCCUPANT REPRESENTATION

Commercial occupants want an inviting and well-designed space that encourages productivity and creative thinking, allows for collaboration, and leaves room for relationship building and recharging.

Our Right Fit Solution is a nine-step process designed to achieve this objective. When representing Tenants and Owner Occupants, REA's goal is to craft solutions that:



**SAVE**  
OUR CLIENT'S  
**MONEY**



**SAVE**  
OUR CLIENT'S  
**TIME**



**REDUCE**  
OUR CLIENT'S  
**RISKS**

When the space you buy or lease is the **right fit** for your business, then you can **focus** on your business.

### 400 TIJERAS AVE NE

A national managed care company in Albuquerque had several office buildings housing various functions of their business. With their largest lease expiring in less than 9 months, they desired to consolidate all operations into a 150,000 SF contiguous space. Working with our client in defining their needs, 400 Tijeras NE, a 420,589 SF, 7-story building in downtown Albuquerque was identified as the best available alternative.



During lease negotiations the building owner decided to sell rather than lease the building. This created a potential hurdle in meeting our client's timeframe. REA's response was to contact the client's landlords in other markets to buy the building. Because of these owners' familiarity with our client, REA quickly found a buyer willing to purchase the building and lease space to our client at terms and on a time frame that met their objectives.

# VALUE MAXIMIZER

## CAPITAL MARKETS

### INVESTMENT PROPERTY SALES

Commercial real estate investors naturally want to maximize their Return on Investment by selling and buying at the optimal time and at the best price.

Our disciplined approach to owner representation is based on the philosophy that positive outcomes are the product of hard work, good planning, and timely implementation. Each assignment we undertake involves a detailed marketing plan developed with the property owner, which provides our brokers and clients with a means of measuring progress. REA has a unique understanding of how to properly position and present an asset to maximize the value for our client.

### SUN HEALTH CAMPUS

A New Mexico-based assisted care company owned a campus of three (3) separate adjacent Class A Office Buildings in the Journal Center Business Park in Albuquerque, New Mexico. This company was acquired by a national senior healthcare provider resulting in a consolidation of offices and a surplus of office space at the campus. Evaluation of market conditions and financial modeling determined the best strategy would be to consolidate the Albuquerque operations into one building, pursue a sale/Leaseback and target selling the two other buildings to end users.

Within 15 months of the assignment, all three buildings were sold in separate transactions for a total price that was more than double the estimated price if the three buildings were sold as a single asset. The Sale/Leaseback set a record for the highest price per square foot of any comparable property in Albuquerque and the other two buildings were sold to owner/users for 20% more than other comparable sales in the Journal Center.





**TOM JENKINS**  
SIOR, CCIM

Tom Jenkins is a founding Principal and Qualifying Broker of REAL ESTATE ADVISORS. Tom brings over 30 years of experience in commercial real estate. With extensive experience in investment sales, leasing and tenant representation, Mr. Jenkins has developed a reputation for creating and enhancing value for his clients through the implementation of well executed real estate strategies. His knowledge and expertise in asking the right questions make Tom a trusted advisor and core team member in some of the largest transactions to ever occur in New Mexico. Tom Jenkins knows how to navigate any size transaction with skill and attention.

Tom graduated from the University of Arizona.

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**BEVIN OWENS**

Bevin Owens is general counsel and chief executive officer of REAL ESTATE ADVISORS. Bevin has been a licensed attorney in New Mexico for 30 years and his background includes private practice representation of lenders, sellers, buyers, landlords and tenants from all angles on both very simple and extremely complex real estate transactions. Bevin's prior experience includes two years on the City's Environmental Planning Commission, a senior management position at one of New Mexico's largest craft breweries as well as management and human resource roles at the Albuquerque area's largest high-tech manufacturer.

Bevin graduated from Appalachian State University and the University of South Carolina School of Law.

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**BARBARA CUOCO**

Barbara Cuoco is an Associate with REAL ESTATE ADVISORS focusing on New Mexico investment properties. Barbara brings over 17 years of commercial real estate experience to the team. Barbara's extensive qualifications gives her a unique "full scope" perspective of commercial sales, investor leasing, accounting/budgeting, expense control and reporting. Barbara is a detail oriented professional with a sharp focus on maximizing the value of an asset. Her impeccable client service skills allow her to manage a smooth and seamless transaction process from start to finish.



**JACOB ROCKER**  
CCIM

Jacob Rocker's expertise is in the acquisition, disposition and leasing of investment properties throughout New Mexico, with an emphasis in Multi-Family Housing. Mr. Rocker's career in Commercial Real Estate spans a decade and he was recruited to Real Estate Advisors directly due to his extensive knowledge of the Real Estate industry. Through his energy, innovation, and client centric approach to the business, Mr. Rocker is committed to maximizing client value by providing custom fit services tailored to the specific needs of each property owner.

Jacob graduated from Arizona State University and holds a Masters in Science of Finance and Real Estate from the University of Arizona.

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**TAI BIXBY**  
CCIM

Tai Bixby is an experienced broker with over 18 years of experience in commercial brokerage and development. Based in Santa Fe, Tai's experience includes sales and leasing of office, industrial, retail, and vacant land properties, as well as experience in Section 1031 tax deferred exchanges in both the Santa Fe and Albuquerque markets. In addition, Tai has extensive experience in investment management and analysis on behalf of clients with passive and active real estate 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.

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**PATRICIA HORSMAN**

Patricia Horsman is an Executive Assistant with REAL ESTATE ADVISORS focusing on supporting our Brokers. Patricia brings over 20 years of commercial real estate experience to the team. Patricia's professional qualifications allow her to provide a wide range of marketing and project support to our entire team. Her expertise and attention to detail keeps every project running smoothly and running on schedule.

# PROFESSIONAL AFFILIATIONS

## COMMUNITY INVOLVEMENT

Real Estate Advisors is committed to supporting the communities where we live and work. A portion of all company earnings are contributed to a Charitable Giving Account. REA contributes 35% of the balance of that account annually to non-profit organizations selected by our team members. REA will also match dollar for dollar any individual team member's contributions to a New Mexico-based charitable community organization that they support.



Individual Member



## RECOMMENDATIONS

*When we decided to sell the building, it was our goal to capitalize on the historical stable occupancy of this well-located medical building by selling to an investor. However, with a mature rent roll, some of the tenants with the longest tenancy began moving out. This created a challenge to meet our pricing expectations as every time we signed a new lease, another tenant would choose to not renew. After losing our largest tenant, our broker recognized the opportunity to sell the asset to local practitioners. REA stuck with us the entire time and by doing the direct marketing they ultimately found a way to increase both occupancy and sales price. Without the knowledge, experience, and hard work that REA brought to the transaction, we would never have achieved our target selling price. What REA did was heroic and well beyond the call.*

**Robert Whaley, Managing Partner**

*Receiving notification from our national credit tenant that they were closing operations and vacating the building at the height of the pandemic was unsettling. Real Estate Advisors quickly identified several prospective tenants and created competition for the building. The result was a significant increase in the building's value (over \$10 million) with a 10-year NNN lease with a new tenant at significantly increased rental rates without ever having a day of economic vacancy.*

*I was impressed with the people at Real Estate Advisors, they were very professional and knowledgeable.*

**Mohammed Mirza, Samir Financial Services**

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