



Office Market Report

Albuquerque - NM

PREPARED BY



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OFFICE MARKET REPORT

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12 Mo Deliveries in SF

21.7K

12 Mo Net Absorption in SF

486K

Vacancy Rate

4.6%

12 Mo Rent Growth

2.4%

Office demand in Albuquerque often comes from smaller tenants. However, several past expansions from Netflix and TaskUs were big wins for local officials and economic development groups.

Construction has been limited in the last decade, particularly when compared to the years leading up to the Great Recession. The pipeline remains sparse and supply-side pressure on fundamentals is unlikely to occur in the near term.

The average office rent in Albuquerque is about half of the national average and is a major draw for corporations seeking to expand or relocate to a low-cost location. Consistent rent growth has been hard to come by and

rents have been relatively flat in the past decade.

New Mexico's non-disclosure status can cloud the investment picture, but research by CoStar has uncovered that Albuquerque has been a fairly active market in the past several quarters. Most investors come from within New Mexico.

Employment in Albuquerque is heavily concentrated in government, education and health services. Government entities represent some of the largest office tenants in the metro, including the state and city government, as well as two of the Department of Energy's largest laboratories, Los Alamos and Sandia.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	5,908,252	6.4%	\$22.94	8.3%	141,898	0	0
3 Star	12,162,483	7.8%	\$18.90	8.9%	7,149	0	56,660
1 & 2 Star	20,745,220	2.2%	\$16.14	2.5%	(7,054)	0	0
Market	38,815,955	4.6%	\$18.04	5.4%	141,993	0	56,660
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-1.2%	8.8%	5.4%	11.9%	2010 Q3	4.6%	2023 Q1
Net Absorption SF	486K	306,727	(41,972)	1,278,910	2017 Q1	(609,882)	2014 Q2
Deliveries SF	21.7K	283,905	34,887	1,278,317	2010 Q3	0	2022 Q2
Rent Growth	2.4%	0.3%	1.1%	9.7%	2008 Q1	-6.9%	2010 Q2
Sales Volume	\$49.3M	\$67.7M	N/A	\$246.5M	2016 Q1	\$15M	2011 Q2

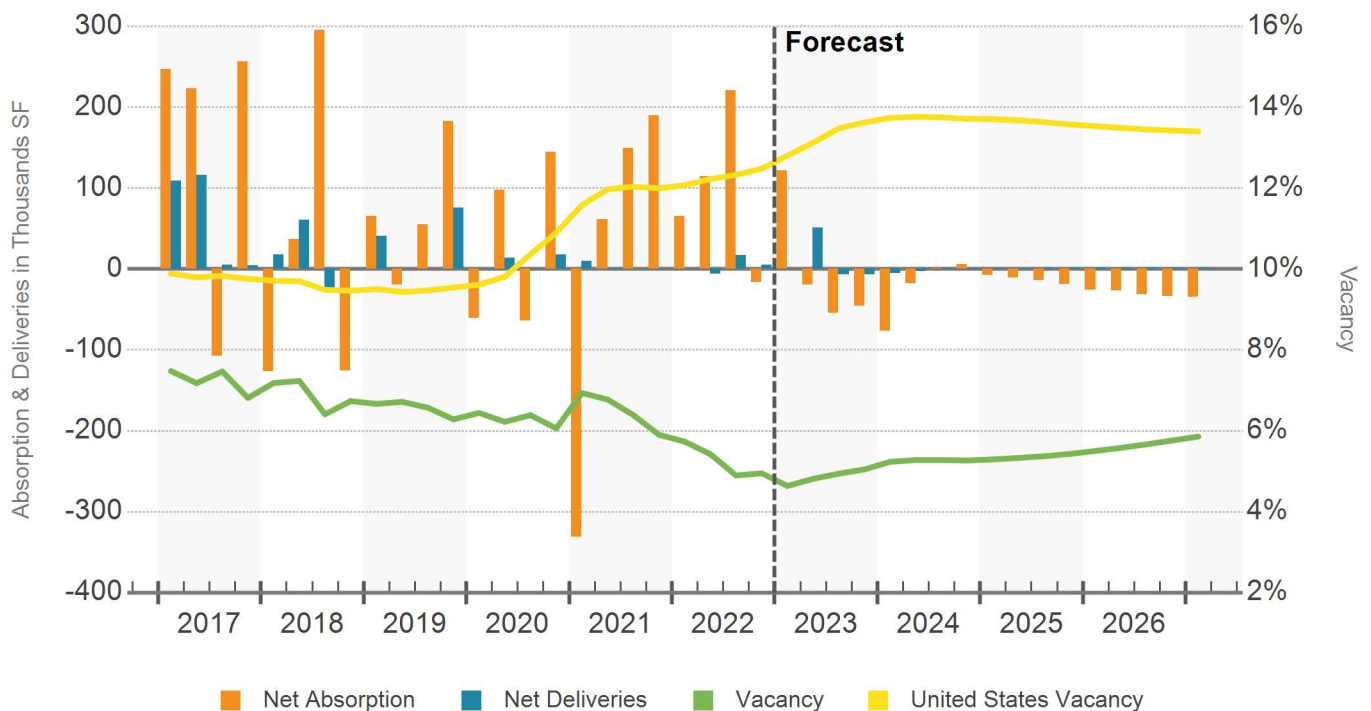
Albuquerque's vacancy rate has remained relatively stable coming out of the pandemic, even as office vacancies have soared across other parts of the country due to the persistence of hybrid and remote work policies. With many employees capable of working outside of the office, some tenants are reevaluating their footprints and leasing less space.

Construction activity has been constrained for years. The last supply wave wrapped up over a decade ago when roughly 3.2 million SF delivered between 2007 and 2010. In the last 10 years though, an average of just 74,000 SF delivered annually. The lack of supply-side pressure has

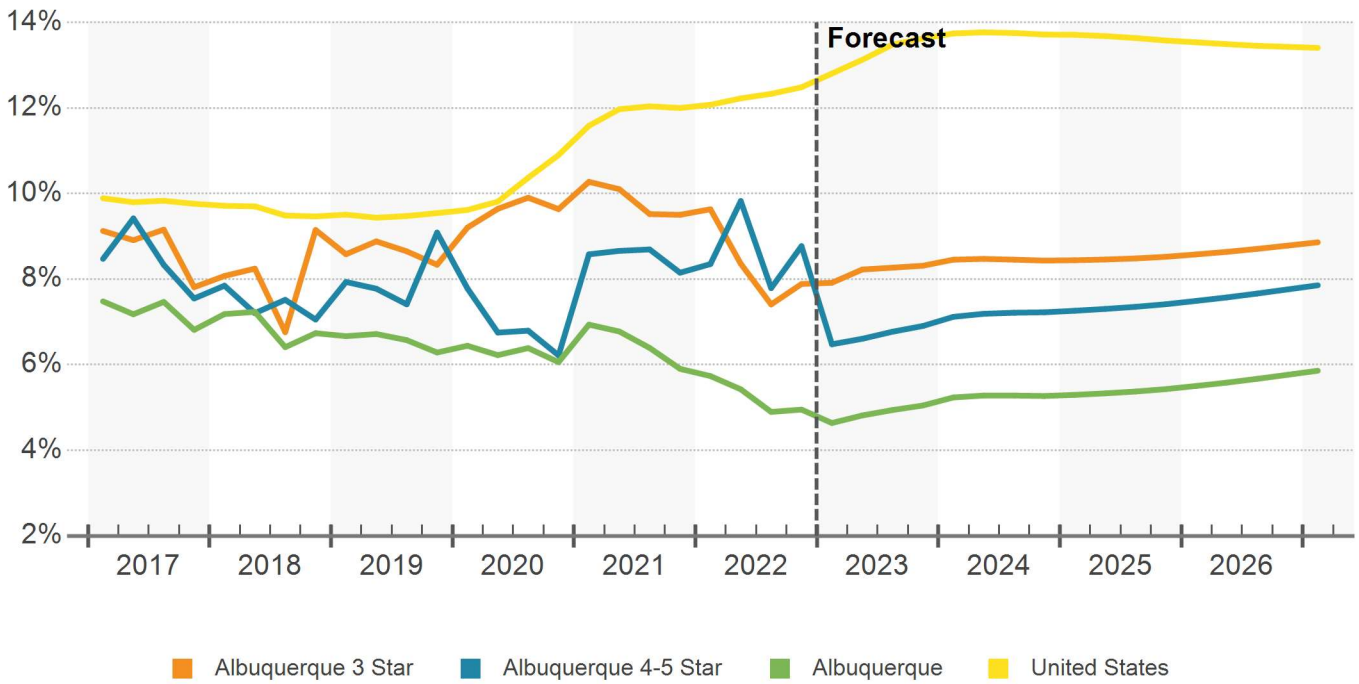
kept vacancies low. However, Albuquerque is still not immune to the structural shifts in demand currently impacting the office market.

New Mexico mandated all state workers to return to the office in early 2023. According to the Governor's Office, the decision to rescind its remote policy was due to a need to balance a productive state government workforce with customer service issues. The decision was met with protests, illustrating the challenges that arise in balancing employer expectations with employee desires. The probability of a recession is adding additional complexity in the near term.

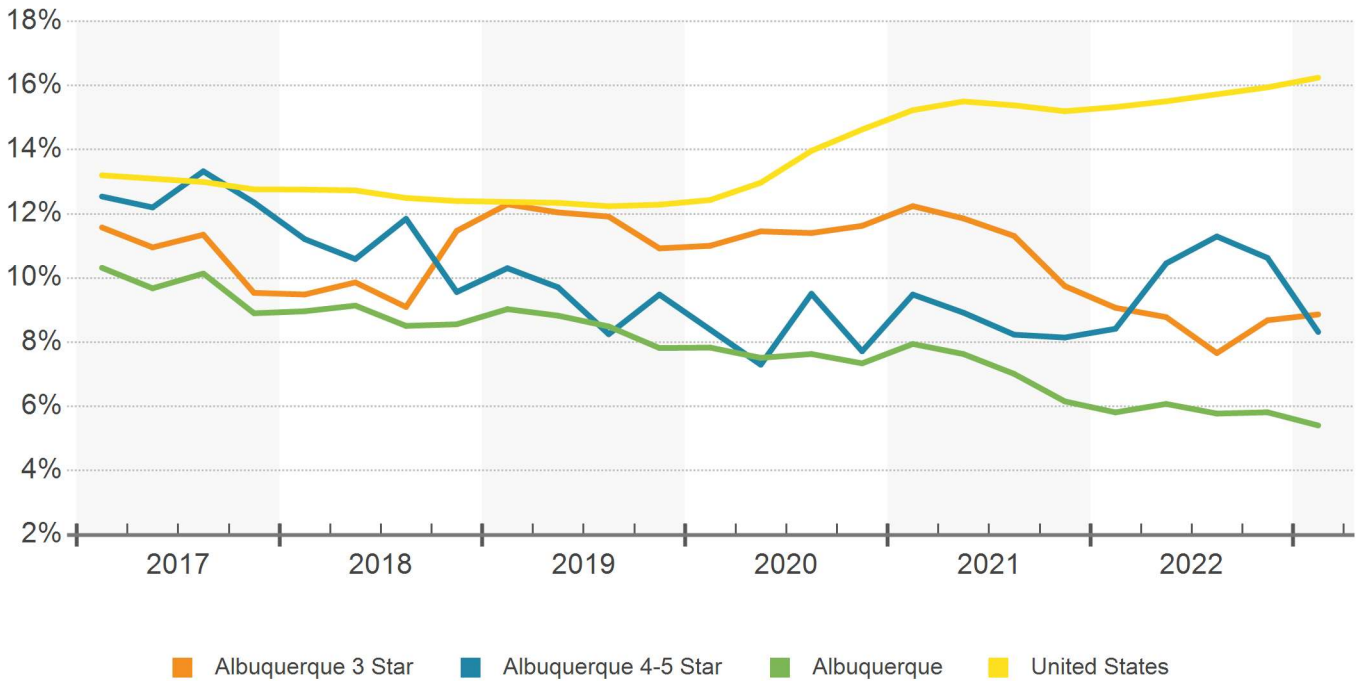
NET ABSORPTION, NET DELIVERIES & VACANCY



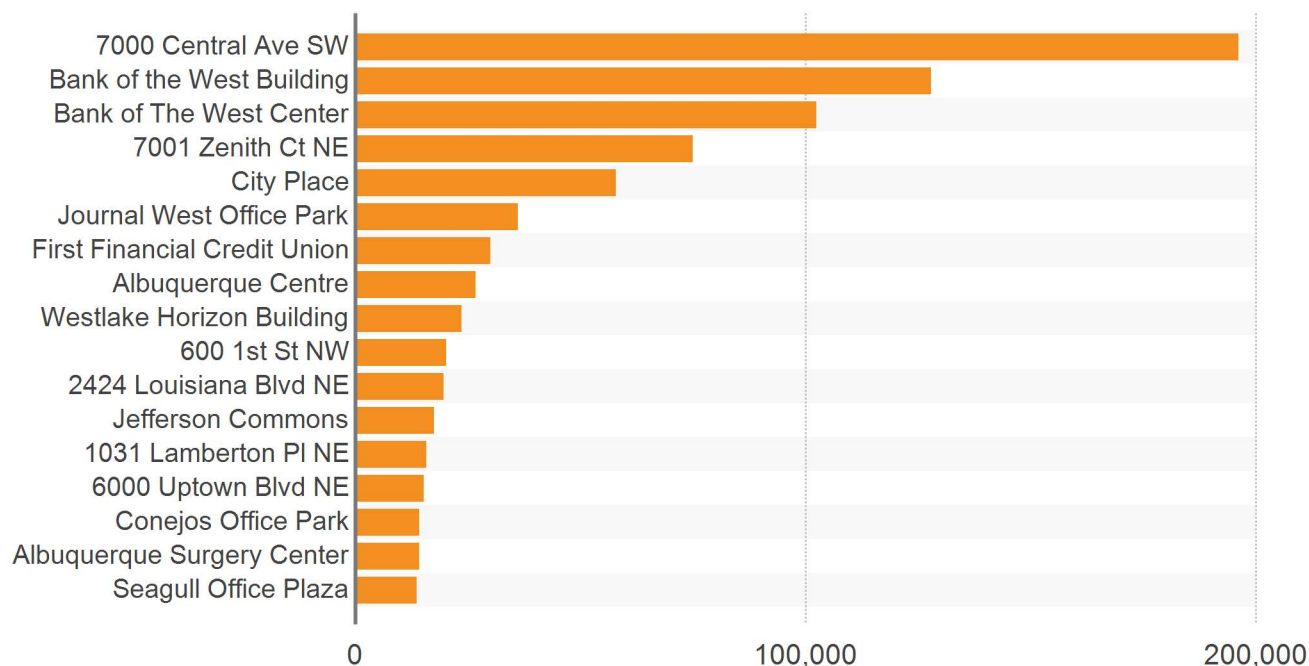
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
7000 Central Ave SW	South Valley	197,298	0	0	0	0	0	196,154
Bank of the West Building	Southeast Heights	163,584	0	127,810	0	0	0	127,810
Bank of The West Center	Downtown	231,135	26,808	(7,391)	0	0	0	102,429
7001 Zenith Ct NE	Rio Rancho	75,000	0	0	0	0	0	75,000
City Place	Uptown	160,000	24,484	0	0	0	0	57,880
Journal West Office Park	North I-25	48,118	0	0	0	0	0	36,075
First Financial Credit Union	Downtown	30,000	0	0	0	0	0	30,000
Albuquerque Centre	Uptown	75,582	0	14,650	0	0	0	26,714
Westlake Horizon Building	North I-25	126,077	64,303	11,097	0	0	0	23,651
600 1st St NW	Downtown	20,214	0	0	0	0	0	20,214
2424 Louisiana Blvd NE	Uptown	77,647	0	0	0	0	0	19,684
Jefferson Commons	North I-25	56,000	15,103	317	0	0	0	17,430
1031 Lambertson Pl NE	North I-25	40,498	0	0	0	0	0	15,749
6000 Uptown Blvd NE	Uptown	69,581	18,552	0	0	0	0	15,162
Conejos Office Park	North I-25	48,287	0	0	0	0	0	14,261
Albuquerque Surgery Center	Northeast Heights	14,190	0	0	0	0	0	14,190
Seagull Office Plaza	Far Northeast Heights	26,703	0	4,090	0	0	0	13,679
Subtotal Primary Competitors		1,459,914	149,250	150,573	0	0	0	806,082
Remaining Albuquerque Market		37,356,041	1,630,556	(8,580)	0	0	0	(319,642)
Total Albuquerque Market		38,815,955	1,779,806	141,993	0	0	0	486,440

TOP OFFICE LEASES PAST 12 MONTHS

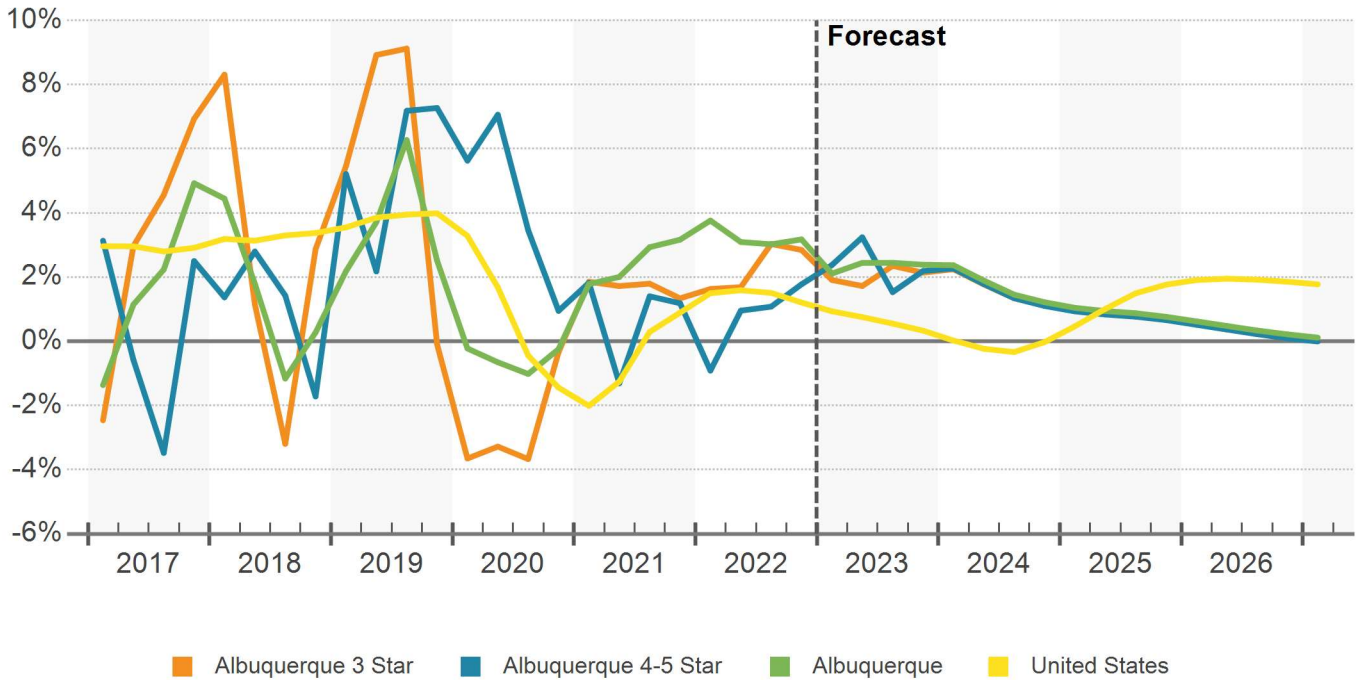
Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
5300 Homestead Rd NE	Far Northeast Heights	60,455	Q3 22	New Mexico Department...	-	Real Estate Advisors
1401 Old Coors Rd SW	South Valley	21,500	Q2 22	Rio Grande Performing Arts	Dove Property Advis...	Charter School Propert...
Journal Center II	North I-25	19,128	Q1 23	Burns & McDowell	Sycamore Associate...	Real Estate Advisors
5500 Midway Park PI NE *	North I-25	16,125	Q2 22	Johnson Controls	-	-
10510 Research Rd SE	Southeast Heights	15,000	Q3 22	Bioflyte	-	NAI Sun Vista
City Place	Uptown	13,959	Q2 22	-	-	NAI Sun Vista
4901 Paseo Del Norte Rd NE	North I-25	13,867	Q3 22	Fox Studios	-	NAI Sun Vista
Westlake Horizon Building	North I-25	13,848	Q2 22	-	-	NAI Sun Vista
5971 Jefferson St	North I-25	13,359	Q4 22	Tooth & Tail	SVN Walt Arnold Co...	SVN Walt Arnold Com...
2551 Coors Blvd NW	West Mesa	12,553	Q4 22	Tru Security Inc.	-	Edwards Commercial R...
Bank of the West Building	Southeast Heights	10,323	Q4 22	Regus	-	NAI Sun Vista
12121 NM-14	East Outlying	8,697	Q3 22	-	-	NAI Sun Vista
Commerce Office Center	Airport	8,077	Q3 22	mySolar	-	Berger Briggs Real Est...
Newport VII	Airport	7,746	Q1 23	-	-	Building Interests, Inc.
6000 Uptown Blvd NE	Uptown	7,701	Q3 22	-	-	CBRE
Albuquerque Centre	Uptown	7,595	Q2 22	PNC Bank	SVN Walt Arnold Co...	C&S Real Estate & Dev...
Clifford Plaza	North I-25	7,000	Q1 23	-	-	CBRE
Metro Centre *	Uptown	6,493	Q4 22	ExoAnalytic Solutions	-	Duke City Commercial...
111 Lomas Blvd NW	Downtown	6,094	Q3 22	UniRac	-	Duke City Commercial...
1100 2nd St NW	Downtown	6,000	Q3 22	OSO Cannabis	-	NAI Sun Vista
Amrep Southwest *	Rio Rancho	5,927	Q3 22	Huitt-Zollars	-	West Wood Realty
Academy Office Park	Far Northeast Heights	5,771	Q3 22	-	-	NAI Sun Vista
111 Lomas Blvd NW	Downtown	5,638	Q3 22	-	-	Duke City Commercial...
4400 Alameda Blvd NE	North I-25	5,550	Q2 22	-	-	Sycamore Associates L...
The Citadel	Uptown	5,249	Q4 22	-	-	CBRE
3655 Carlisle Blvd NE	North I-25	5,091	Q2 22	-	-	EXP Realty LLC
Bank of the West Building	Southeast Heights	5,000	Q3 22	New Mexico Department...	-	-
5300 Homestead Rd NE	Far Northeast Heights	5,000	Q4 22	Developmental Disabilitie...	-	-
Tanoan Office Plaza	Far Northeast Heights	4,998	Q1 22	-	-	NAI Sun Vista
4901 Paseo Del Norte Rd NE	North I-25	4,897	Q4 22	Graphic Connection	-	NAI Sun Vista
Courtyard 1	North I-25	4,739	Q3 22	-	-	NAI Sun Vista
6000 Uptown Blvd NE	Uptown	4,676	Q4 22	AIANTA	-	CBRE
Westlake Horizon Building	North I-25	4,637	Q2 22	Bread Financial	-	NAI Sun Vista
4343 Pan Am Bldg.	North I-25	4,569	Q4 22	Centura Health	-	Berger Briggs Real Est...
Seagull Office Plaza	Far Northeast Heights	4,353	Q3 22	Weston Solutions	-	Duke City Commercial...
Seagull Office Plaza	Far Northeast Heights	4,353	Q4 22	-	-	Duke City Commercial...
Seagull Office Plaza	Far Northeast Heights	4,353	Q4 22	-	-	Duke City Commercial...
Seagull Office Plaza	Far Northeast Heights	4,353	Q4 22	-	-	Duke City Commercial...
Third Central Plaza	Downtown	4,334	Q3 22	-	-	NAI Sun Vista
Rio Grande Plaza	Downtown	4,179	Q1 23	-	-	Oberstein Properties

Renewal

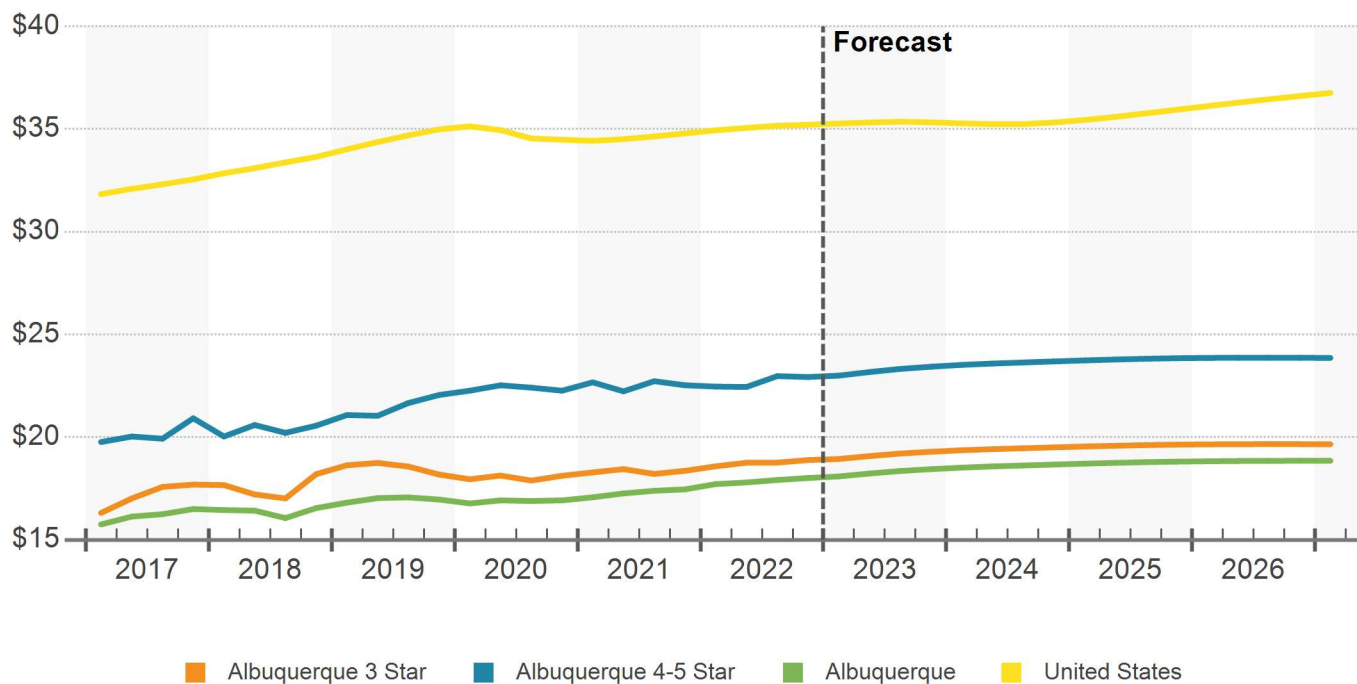
After decelerating amid the onset of the pandemic, rent growth has improved in the last year. Asking rents are up 2.4% year-over-year. Asking rents in Albuquerque are about half of the national average. This affordability on a national level may have played a role in several recent corporate expansions, including TaskUs' 100,000-SF lease in downtown.

The Mesa Del Sol Submarket has one of the highest asking rents in Albuquerque, commanding around a 30% premium over the metro average. Netflix's acquisition of Albuquerque Studios could fuel more demand from ancillary businesses, and also provide a boost to asking rents in the submarket.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Albuquerque	\$0.58	\$1.01	\$0.31	\$1.72	\$5.62	\$9.24
Downtown	\$0.60	\$1.04	\$0.27	\$1.15	\$5.76	\$8.82
Far Northeast Heights	\$0.53	\$1.04	\$0.45	\$3.77	\$5.82	\$11.61
Mesa Del Sol	\$0.60	\$1.04	\$0.27	\$2.28	\$5.76	\$9.95
North I-25	\$0.54	\$1	\$0.38	\$2.12	\$5.64	\$9.68
Northeast Heights	\$0.70	\$1.04	\$0.25	\$1.11	\$5.40	\$8.50
Rio Rancho	\$0.60	\$1.04	\$0.27	\$1.26	\$5.76	\$8.93
South Valley	\$0.60	\$1.04	\$0.27	\$0.68	\$5.76	\$8.35
Southeast Heights	\$0.53	\$0.92	\$0.24	\$1.13	\$5.24	\$8.06
University	\$0.62	\$1.04	\$0.26	\$1.17	\$5.67	\$8.76
Uptown	\$0.70	\$1.04	\$0.25	\$1.49	\$5.40	\$8.88

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Albuquerque	\$0.56	\$0.92	\$0.26	\$1.81	\$3.46	\$7.01
Airport	\$0.57	\$0.99	\$0.25	\$1.47	\$3.65	\$6.93
Cottonwood	\$0.54	\$0.94	\$0.24	\$1.76	\$3.49	\$6.97
Downtown	\$0.55	\$0.96	\$0.25	\$1.61	\$3.55	\$6.92
East Outlying	\$0.62	\$0.98	\$0.18	\$0.70	\$3.29	\$5.77
Far Northeast Heights	\$0.54	\$0.87	\$0.27	\$2.33	\$3.33	\$7.34
Kirtland AF Base	\$0.57	\$0.98	\$0.25	\$1.35	\$3.65	\$6.80
Los Lunas Corridor	\$0.54	\$0.94	\$0.24	\$1.26	\$3.47	\$6.45
Mesa Del Sol	\$0.57	\$0.98	\$0.25	\$1.72	\$3.65	\$7.17
North I-25	\$0.53	\$0.85	\$0.36	\$1.67	\$3.51	\$6.92
North Outlying	\$0.57	\$0.98	\$0.25	\$1.26	\$3.51	\$6.57
North Valley	\$0.54	\$0.91	\$0.33	\$2.96	\$3.57	\$8.31
Northeast Heights	\$0.63	\$0.93	\$0.09	\$1.54	\$2.79	\$5.98
Rio Rancho	\$0.54	\$0.94	\$0.24	\$1.78	\$3.49	\$6.99
South Valley	\$0.57	\$0.98	\$0.25	\$0.87	\$3.65	\$6.32
Southeast Heights	\$0.57	\$0.96	\$0.23	\$1.23	\$3.47	\$6.46
Torrance County	\$0.57	\$0.98	\$0.25	\$1.70	\$3.65	\$7.15
University	\$0.60	\$0.98	\$0.20	\$1.86	\$3.42	\$7.06
Uptown	\$0.68	\$1	\$0.10	\$1.90	\$3	\$6.68
West Mesa	\$0.57	\$0.98	\$0.25	\$2.35	\$3.65	\$7.80

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

1 & 2 STAR EXPENSES PER SF (ANNUAL)

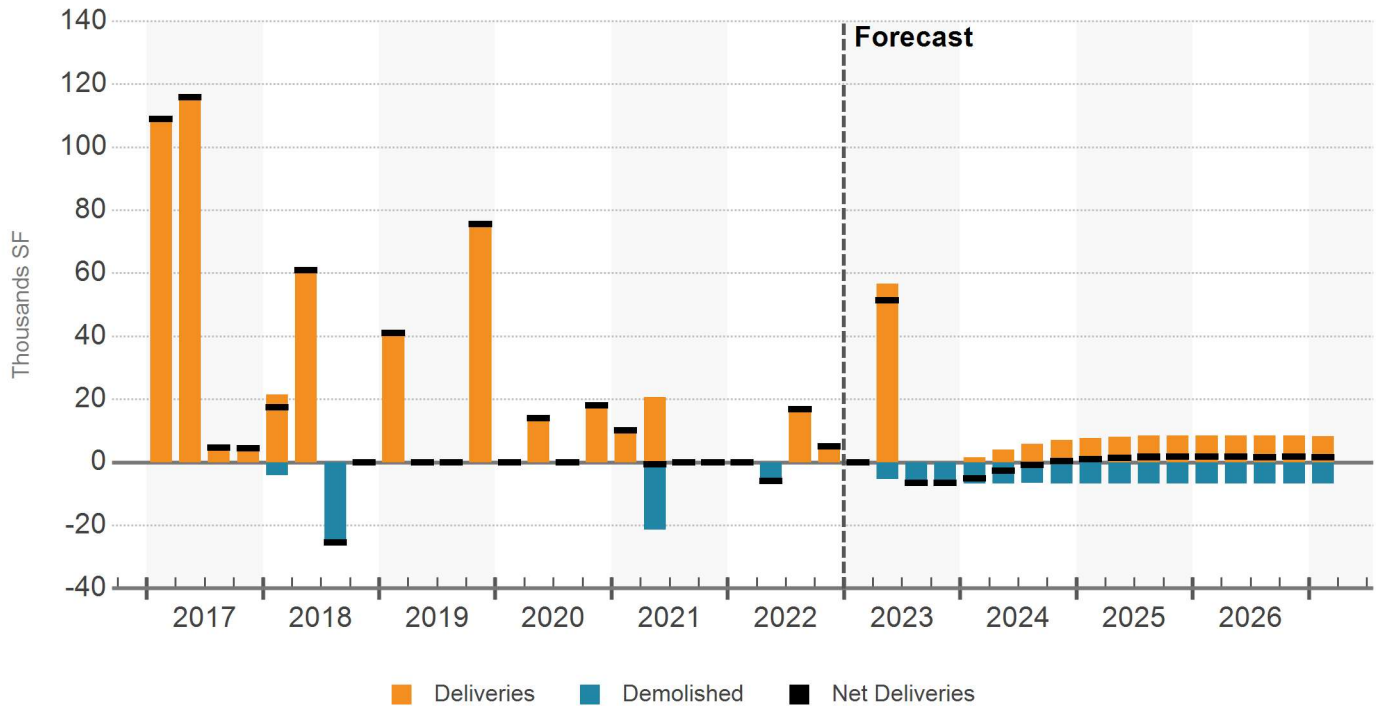
Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Albuquerque	\$0.53	\$0.89	\$0.16	\$1.47	\$1.84	\$4.89
Airport	\$0.53	\$0.91	\$0.17	\$1.57	\$1.74	\$4.92
Cottonwood	\$0.53	\$0.91	\$0.17	\$2.08	\$1.74	\$5.43
Downtown	\$0.53	\$0.91	\$0.17	\$1.40	\$3.34	\$6.35
East Outlying	\$0.54	\$0.93	\$0.17	\$1.18	\$1.75	\$4.57
Far Northeast Heights	\$0.50	\$0.83	\$0.16	\$2.10	\$1.65	\$5.24
Los Lunas Corridor	\$0.53	\$0.92	\$0.17	\$1.19	\$1.75	\$4.56
Mesa Del Sol	\$0.54	\$0.93	\$0.18	\$2.23	\$1.78	\$5.66
North I-25	\$0.50	\$0.80	\$0.17	\$1.57	\$1.92	\$4.96
North Outlying	\$0.42	\$0.72	\$0.14	\$0.38	\$1.40	\$3.06
North Valley	\$0.51	\$0.84	\$0.17	\$1.58	\$2.13	\$5.23
Northeast Heights	\$0.57	\$0.92	\$0.10	\$1.36	\$0.44	\$3.39
Rio Rancho	\$0.51	\$0.89	\$0.17	\$2.05	\$1.70	\$5.32
SE Outlying	\$0.49	\$0.85	\$0.16	\$0.63	\$1.63	\$3.76
South Valley	\$0.54	\$0.93	\$0.18	\$1.15	\$1.96	\$4.76
Southeast Heights	\$0.54	\$0.91	\$0.15	\$1.11	\$1.38	\$4.09
Torrance County	\$0.53	\$0.91	\$0.17	\$0.49	\$1.73	\$3.83
University	\$0.54	\$0.92	\$0.16	\$1.22	\$1.78	\$4.62
Uptown	\$0.57	\$0.91	\$0.09	\$1.70	\$0.45	\$3.72
West Mesa	\$0.52	\$0.90	\$0.17	\$1.98	\$1.72	\$5.29

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

Construction has remained light in the last two years, with a 21,500-SF medical office building at 1817 Wellspring Avenue as the only significant delivery since 2018. The metro's strong absorption in the past was not

been met with commensurate supply, due to limited construction. The market currently has only 57,000 SF in the pipeline.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory				Average Building Size			
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Airport	1	50	0	0%	1	30,024	50,217	1
2	North Valley	1	6	0	0%	1	4,848	6,443	2
3	Cottonwood	0	-	-	-	-	9,180	-	-
4	Downtown	0	-	-	-	-	16,674	-	-
5	East Outlying	0	-	-	-	-	4,808	-	-
6	Far Northeast Heights	0	-	-	-	-	10,626	-	-
7	Kirtland AF Base	0	-	-	-	-	17,987	-	-
8	Los Lunas Corridor	0	-	-	-	-	4,587	-	-
9	Mesa Del Sol	0	-	-	-	-	78,639	-	-
10	North I-25	0	-	-	-	-	18,825	-	-
	All Other	0	-	-	-	-	10,662	-	-
Totals		2	57	0	0%		12,421	28,330	

Under Construction Properties

Albuquerque Office

Properties

Square Feet

Percent of Inventory

Released

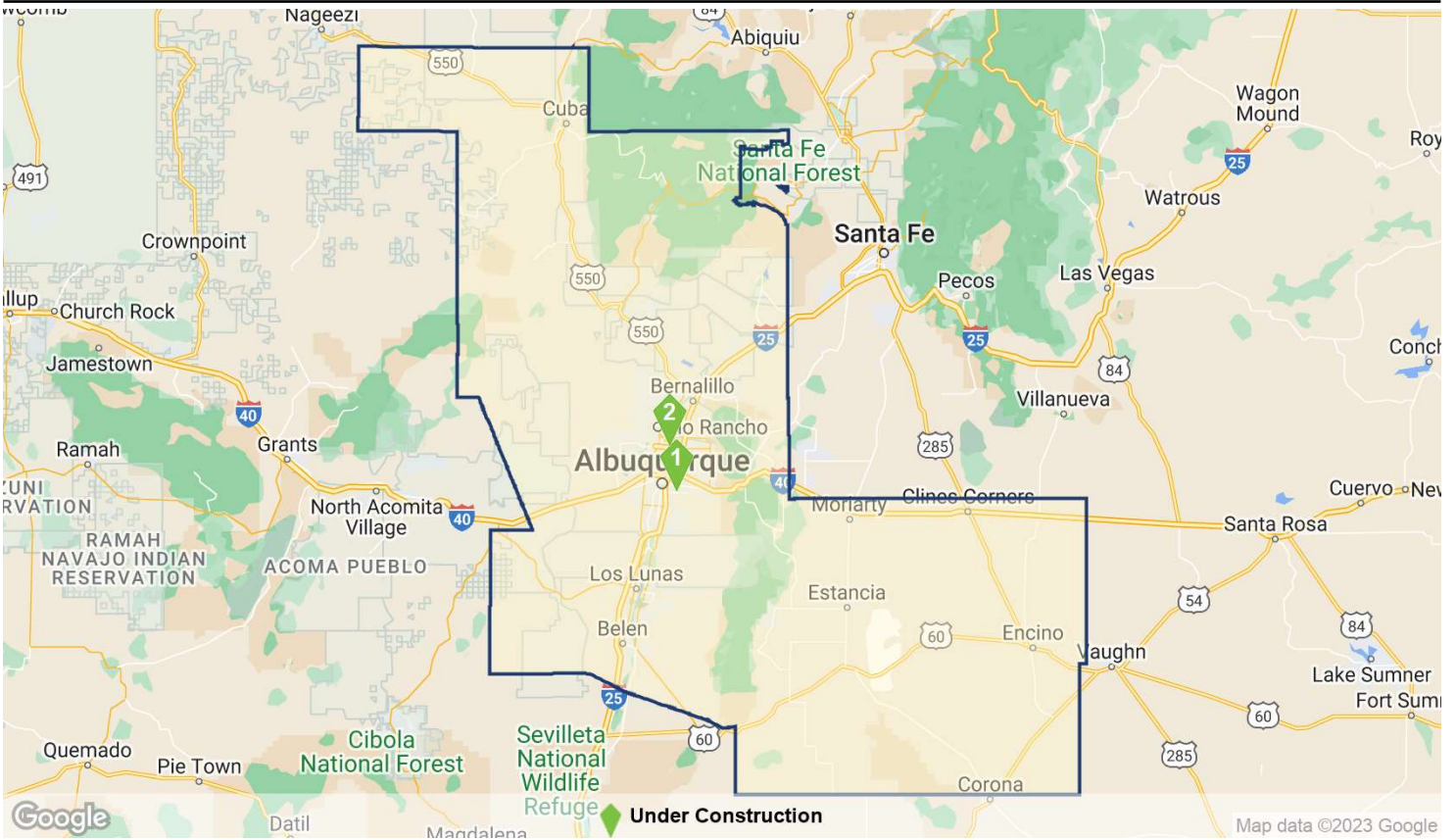
2

56,660

0.1%

0%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

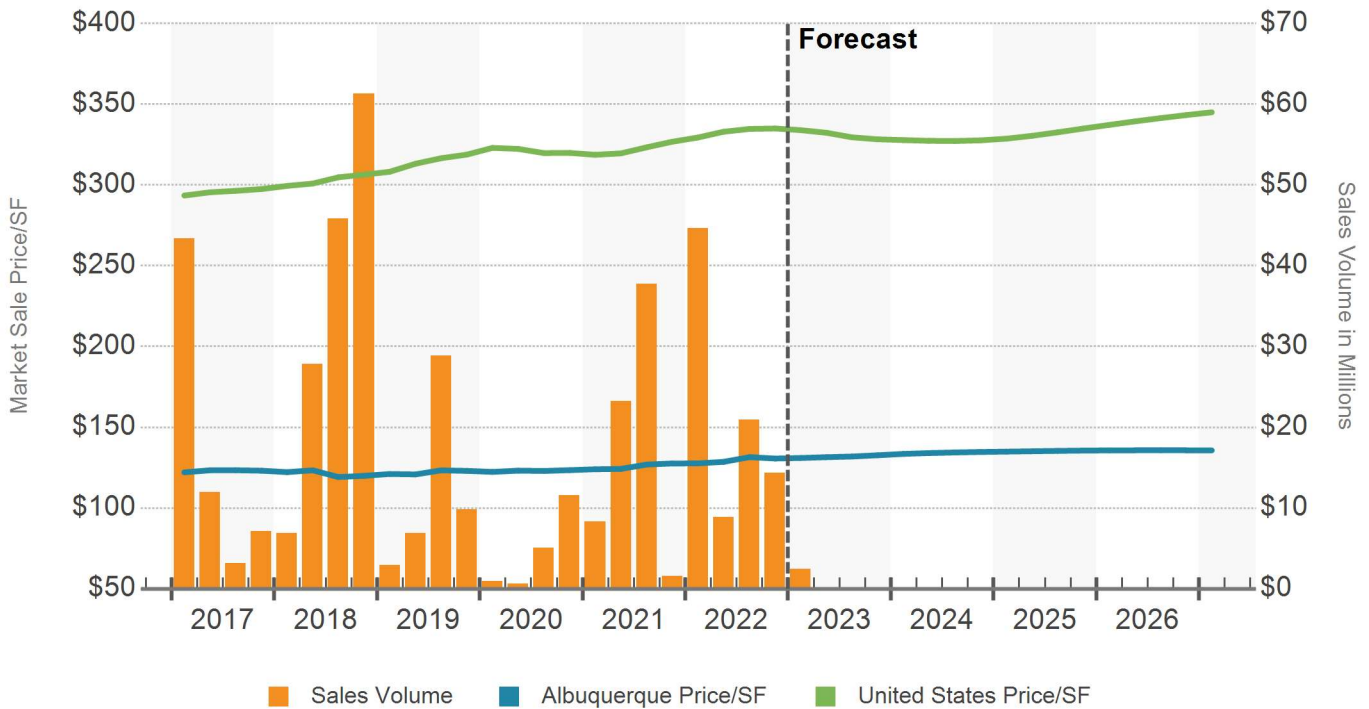
Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 SEC Carlisle	★ ★ ★ ★ ★	50,217	2	Jun 2022	Apr 2023	-
2 Building 2 8325-8333 2nd St NW	★ ★ ★ ★ ★	6,443	1	Apr 2022	Apr 2023	- Steel Bender

Although New Mexico's non-disclosure status tends to cloud the investment picture, office investors were fairly active in Albuquerque over the past decade according to CoStar's research. More than 6% of inventory has traded annually in four of the past five years. However, investment volume is likely to take a step back amid high interest rates and an uncertain economy.

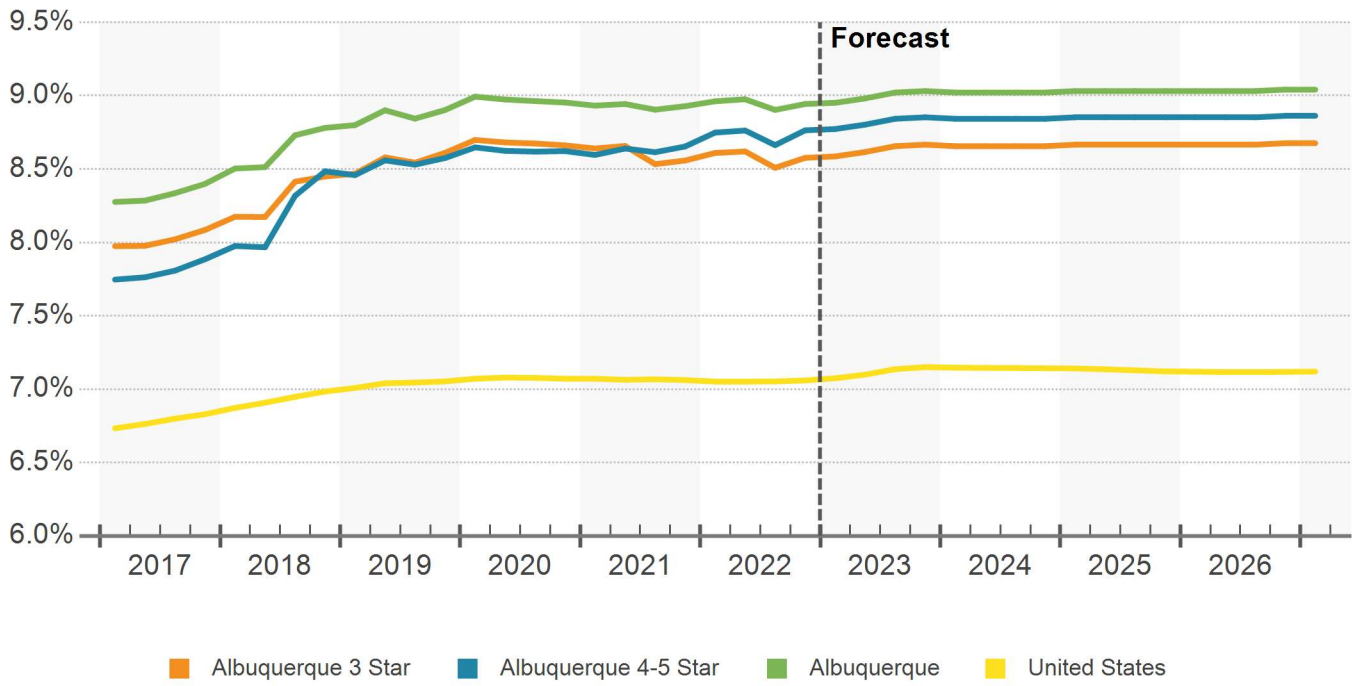
The biggest trade since the beginning of the COVID-19 outbreak was the City of Albuquerque's acquisition of the 572,000-SF Gibson Medical Center for \$15 million (\$26/SF) in April 2021. The city plans to reposition the

buildings to multiple uses for the homeless population, including a 24/7 emergency shelter, and facilities to transition the homeless residents to stable permanent housing, as well as providing access to long-term services that will reduce the number of people living on the streets. The timeline for the conversion was not disclosed. Funding for the acquisition was a combination of city funds, including a voter-approved bond, \$1 million from Bernalillo County, and the remainder was from state capital outlay allocations as well as a consortium of private businesses.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Albuquerque Office

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

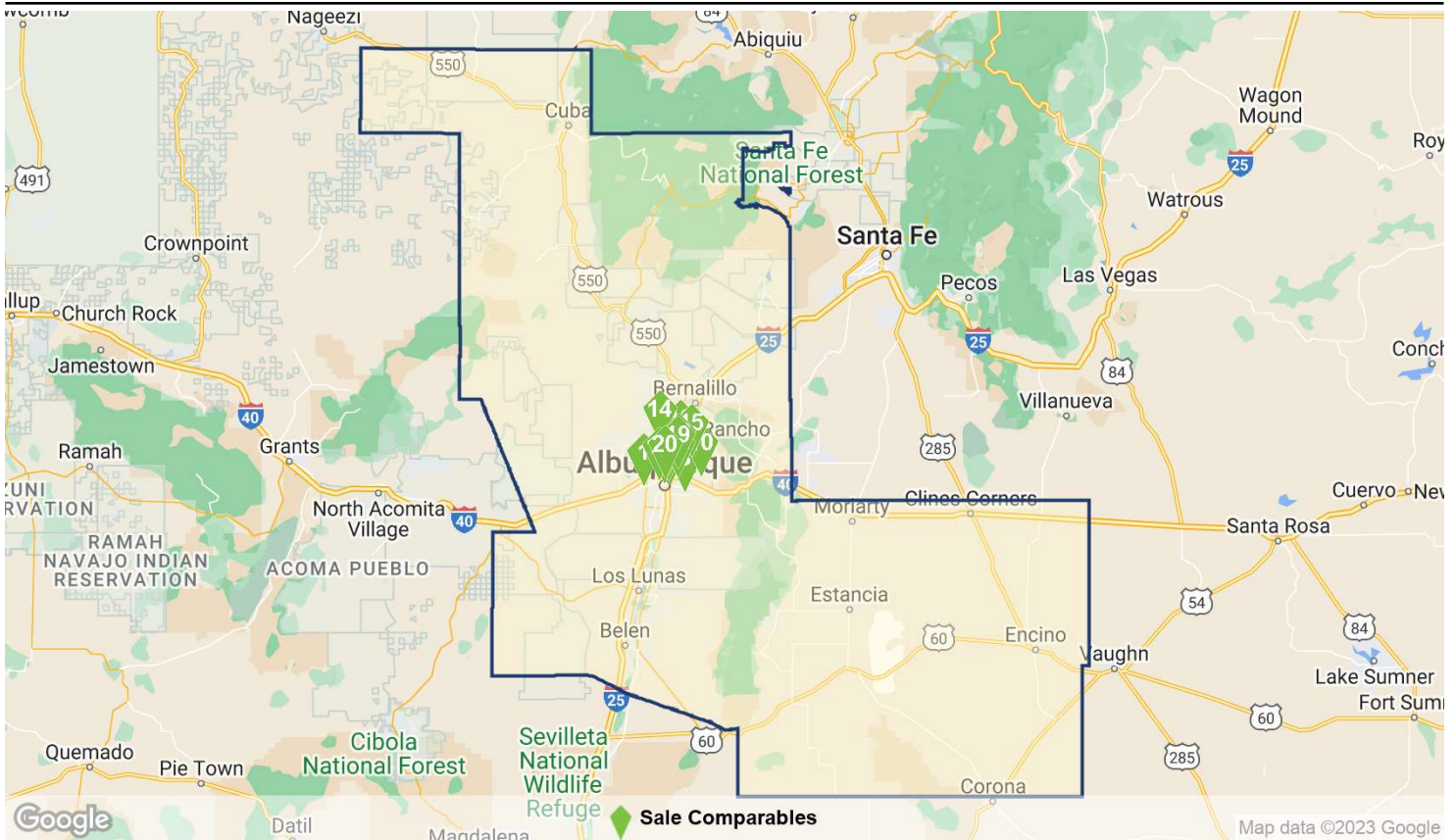
200

7.3%

\$90

5.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$390,000	\$3,111,826	\$1,300,000	\$10,600,000
Price/SF	\$31	\$90	\$130	\$327
Cap Rate	4.0%	7.3%	8.3%	9.1%
Time Since Sale in Months	0.3	6.7	7.2	12.0
Property Attributes	Low	Average	Median	High
Building SF	440	16,607	6,789	270,000
Stories	1	1	1	18
Typical Floor SF	655	10,344	5,845	197,298
Vacancy Rate At Sale	0%	5.5%	0%	100%
Year Built	1915	1984	1984	2016
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.2	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

Albuquerque Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale				
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate	
1 7000 Central Ave SW	★★★★★	2006	197,298	0%	8/19/2022	\$10,600,000	\$54	-	
2 Convergys 6301 Jefferson St NE	★★★★★	1997	63,345	0%	11/16/2022	\$8,225,000	\$130	-	
3 3830 Singer Blvd	★★★★★	1987	40,718	0%	7/6/2022	\$7,750,000	\$190	-	
4 6000 Uptown Blvd NE	★★★★★	1981	69,581	49.6%	4/27/2022	\$4,725,000	\$68	6.1%	
5 Business Financial Reso... 6401 Jefferson St NE	★★★★★	1997	30,898	0%	11/14/2022	\$4,171,230	\$135	-	
6 1400 Central Ave SE	★★★★★	1985	24,000	0%	5/11/2022	\$2,596,160	\$108	-	
7 Three Woodward Center 700 Lomas Blvd NE	★★★★★	1984	5,879	0%	12/19/2022	\$1,925,000	\$327	6.0%	
8 1258 Ortiz Dr SE	★★★★★	1963	13,238	0%	8/25/2022	\$1,300,000	\$98	-	
9 115 Gold Ave SW	★★★★★	2005	28,980	0%	3/22/2022	\$1,058,087	\$37	-	
10 Plaza San Luis 10010 Indian School Rd	★★★★★	1985	10,500	0%	6/15/2022	\$1,050,000	\$100	-	
11 116 Central Ave SW	★★★★★	2004	30,000	0%	3/22/2022	\$936,913	\$31	-	
12 4100 Wolcott Ave NE	★★★★★	2003	3,720	0%	1/24/2023	\$930,000	\$250	-	
13 Bldg C 6501 Wyoming Ave NE	★★★★★	1983	10,064	0%	1/6/2023	\$897,429	\$89	-	
14 4421 Irving Blvd NW	★★★★★	2008	4,339	0%	7/27/2022	\$800,000	\$184	-	
15 Bldg F 6501 Wyoming Blvd NE	★★★★★	1978	4,000	0%	1/6/2023	\$577,571	\$144	-	
16 4300 Carlisle Blvd NE	★★★★★	1995	4,859	0%	6/15/2022	\$505,000	\$104	-	
17 1801 Lomas Blvd NW	★★★★★	1975	2,900	100%	9/19/2022	\$475,000	\$164	-	
18 1721 Carlisle Blvd NE	★★★★★	1977	2,516	0%	3/24/2022	\$435,000	\$173	8.8%	
19 3500 G Comanche Rd NE	★★★★★	1983	3,007	0%	3/25/2022	\$390,000	\$130	8.3%	
20 104 Summer Ave NW	★★★★★	-	2,910	0%	5/10/2022	-	-	-	

Albuquerque's economy is largely focused on the public sector, but the agriculture, tourism, and manufacturing segments also have a substantial foothold.

Local officials and economic development groups have been proactive in diversifying the economy after reeling for years coming out of the Great Recession. Their efforts started to pay off with several major companies announcing expansions in the metro area.

In June 2019, NBCUniversal announced its expansion into Albuquerque, which would create more than 330 jobs with an average salary of \$60,000. The media titan plans to invest \$4 million to convert a warehouse in Martineztown into a TV and film studio. NBCUniversal expects to spend \$500 million in production costs at its studio, with local officials estimating an economic impact of \$1.1 billion over 10 years.

This announcement comes on the heels of another expansion from a major TV and film producer. In October 2018, Netflix announced plans to acquire a 257,000-SF production facility from Albuquerque Studios in Mesa Del Sol. Over the next decade, the online entertainment provider estimates it will invest \$1 billion for its productions in the state and create about 1,000 jobs annually. Netflix's expansion into Albuquerque was facilitated through \$10 million in funding from New Mexico's Local Economic Development Act and \$4.5 million from the city of Albuquerque.

TaskUs, a California-based virtual customer service company, recently leased 100,000 SF at The Galleria in Downtown. The company plans to occupy its office space in early 2019 and bring about 700 jobs over the next five years. New Mexico will provide roughly \$2 million through its Local Economic Development Act, and the city of Albuquerque will pony up around \$1 million in LEDA funding.

Albuquerque accounts for about half of New Mexico's economic activity, although the state's economy as a whole is relatively pedestrian, often ranking in the bottom quarter of most economic indicators. Median incomes, home prices, and the cost of living all fall below the comparable national levels.

Facebook's expansion into Las Lunas could provide some long-term economic tailwinds to the metro as its data centers deliver in phases through 2023. After breaking ground on its initial phases, Facebook announced that its footprint would expand from two buildings, totaling 970,000 SF, to six buildings, totaling approximately 2.8 million SF.

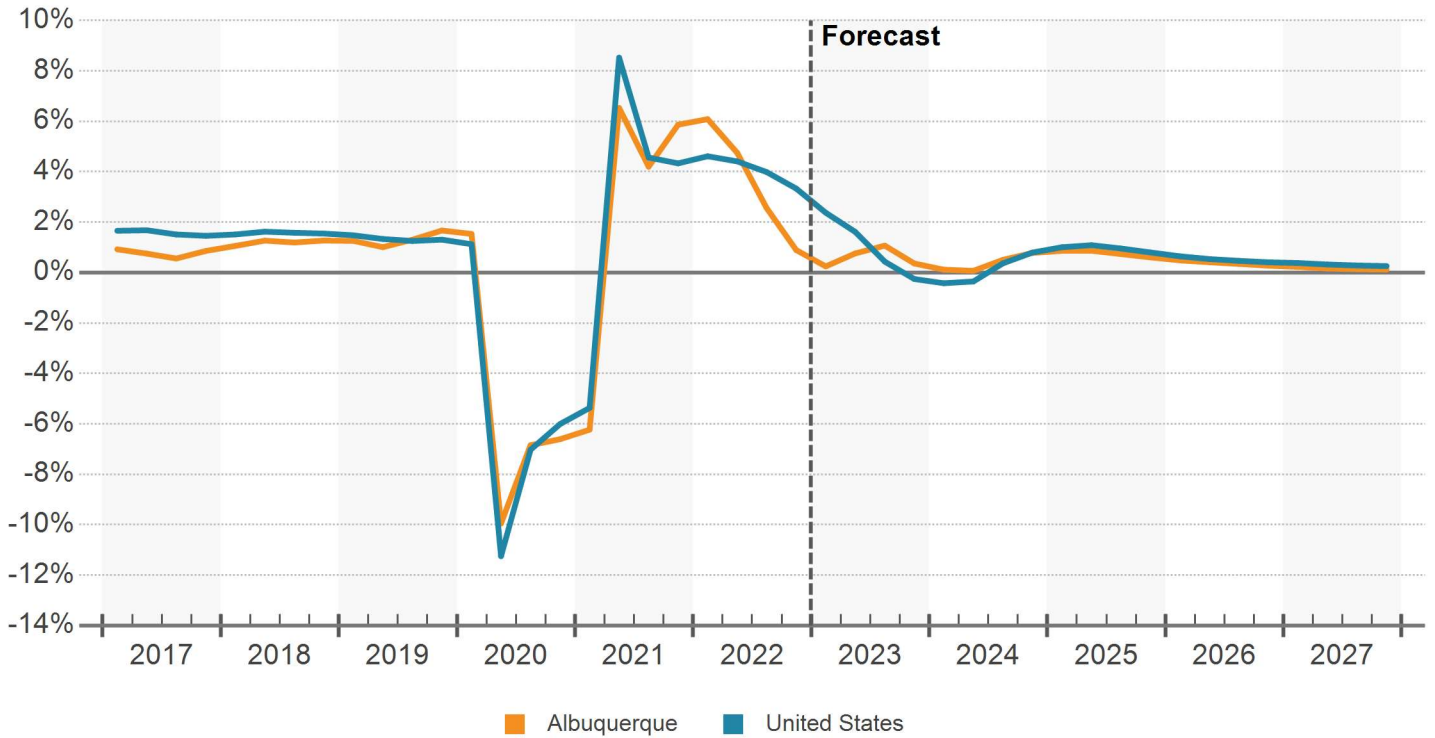
The social media giant's presence has already generated millions in tax revenue and is expected to bring in millions in new investment, dozens of long-term jobs, and support and ancillary services. For example, Affordable Solar announced that it would construct several solar farms, an investment of roughly \$45 million, to power Facebook's renewable energy-only facility.

ALBUQUERQUE EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	17	0.5	1.90%	2.91%	-0.14%	0.78%	-0.17%	-0.03%
Trade, Transportation and Utilities	66	0.9	0.43%	1.45%	0.56%	1.18%	-0.37%	0.08%
Retail Trade	43	1.0	0.89%	0.52%	0.55%	0.55%	-0.31%	0.08%
Financial Activities	19	0.8	-1.36%	1.53%	0.58%	1.40%	0.33%	0.09%
Government	78	1.3	-3.11%	1.24%	-0.49%	0.24%	0.76%	0.55%
Natural Resources, Mining and Construction	28	1.3	6.01%	3.11%	3.72%	2.45%	-0.27%	0.23%
Education and Health Services	68	1.0	1.15%	3.60%	1.71%	1.72%	0.66%	0.54%
Professional and Business Services	64	1.1	0.29%	2.83%	1.08%	2.10%	0.18%	0.35%
Information	6	0.7	3.23%	5.08%	-4.20%	1.34%	0.17%	0.21%
Leisure and Hospitality	44	1.0	2.17%	5.74%	0.99%	1.37%	1.39%	1.07%
Other Services	12	0.8	3.94%	2.89%	-0.02%	0.58%	0.39%	0.33%
Total Employment	401	1.0	0.49%	2.74%	0.71%	1.29%	0.39%	0.38%

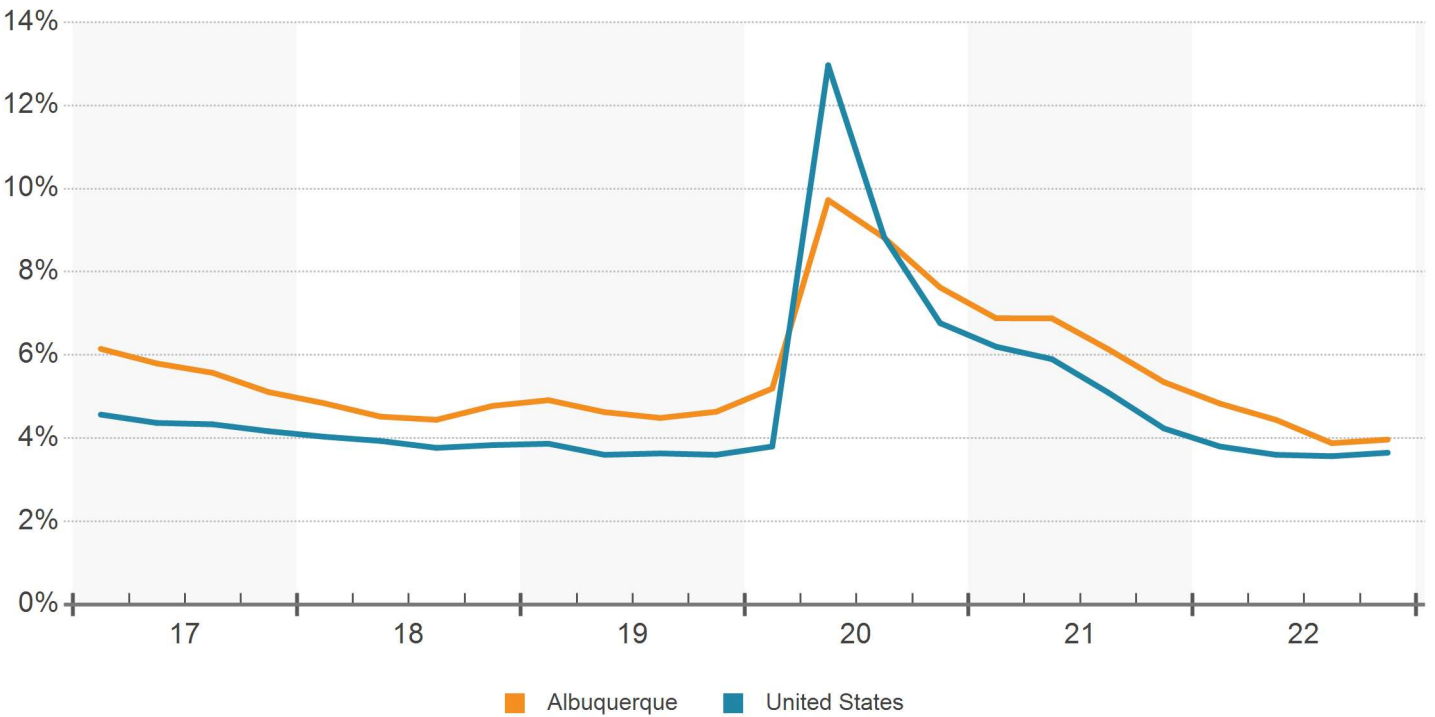
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

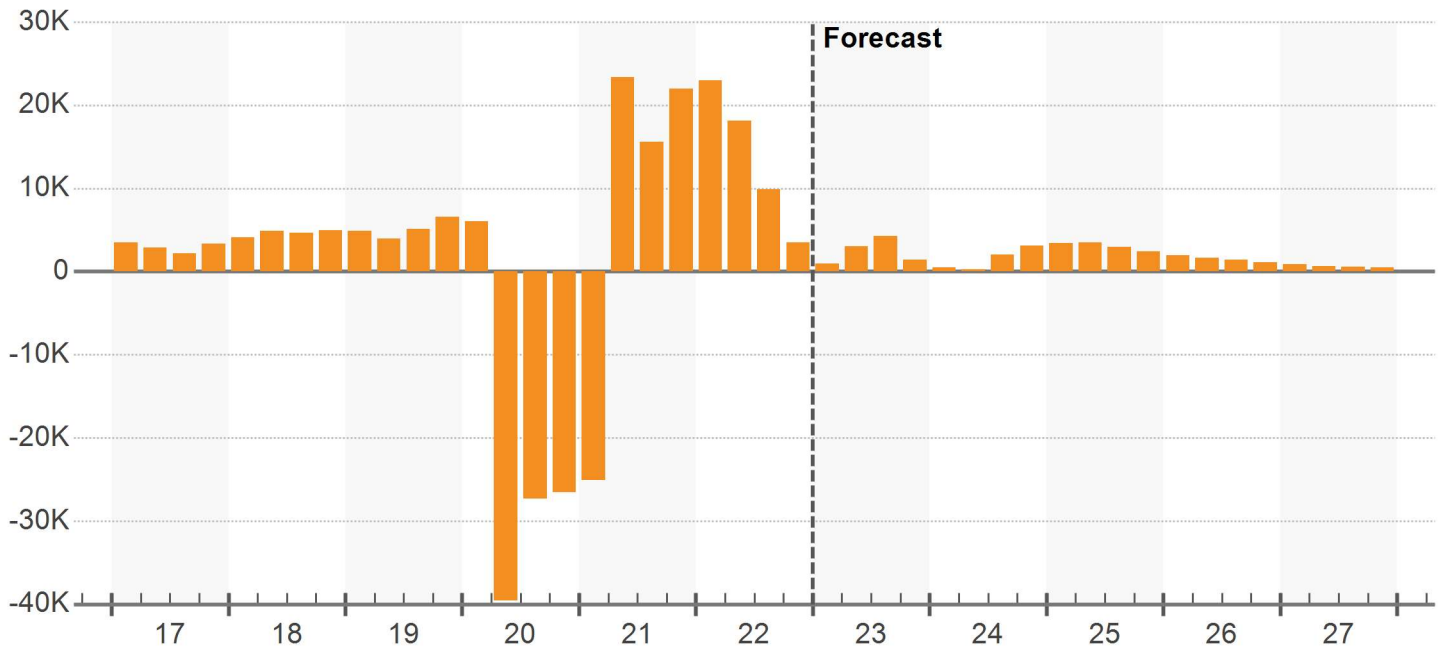


Source: Oxford Economics

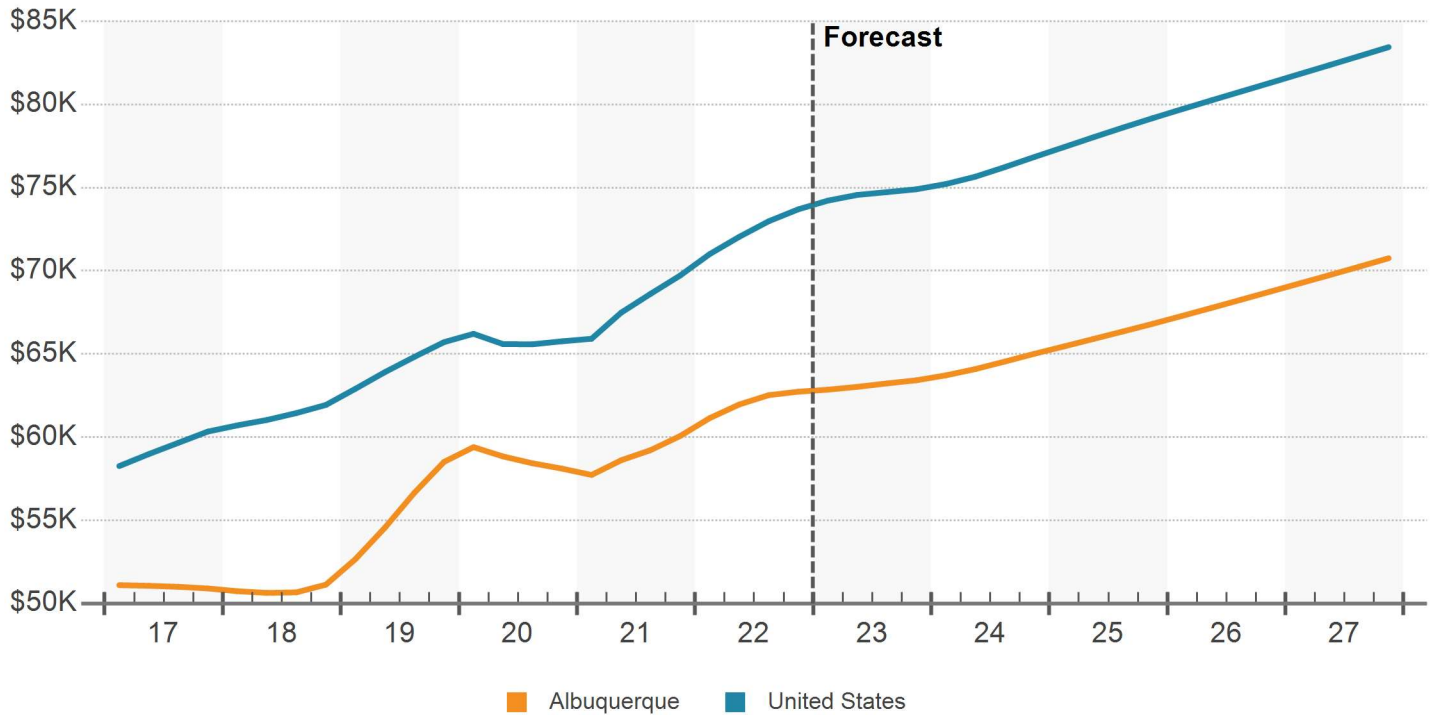
UNEMPLOYMENT RATE (%)



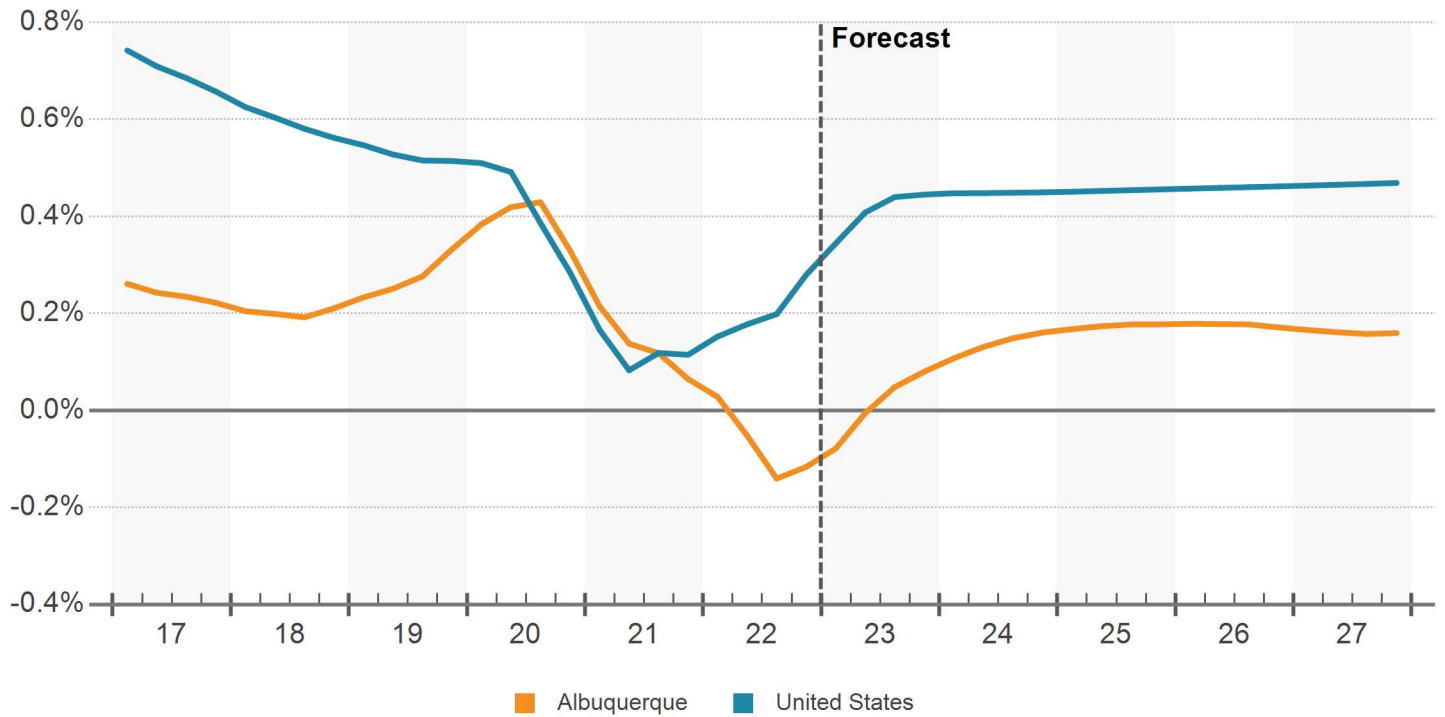
NET EMPLOYMENT CHANGE (YOY)



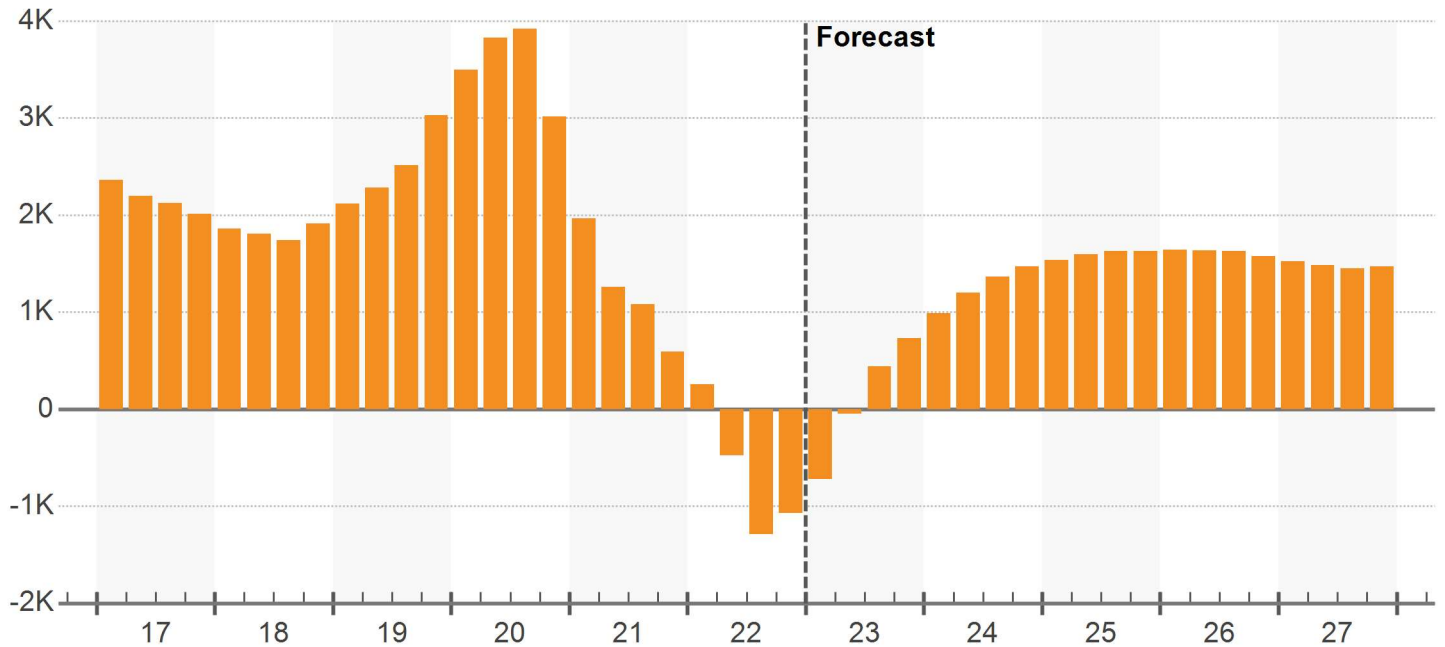
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)



DEMOGRAPHIC TRENDS

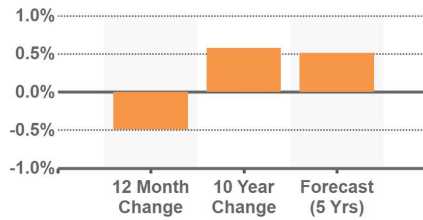
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	917,089	333,155,313	-0.1%	0.3%	0.2%	0.5%	0.2%	0.5%
Households	379,796	129,259,648	0.5%	0.9%	0.7%	0.8%	0.3%	0.6%
Median Household Income	\$62,807	\$74,015	3.4%	5.0%	2.9%	3.7%	2.5%	2.5%
Labor Force	442,550	165,027,938	-0.5%	1.1%	0.6%	0.6%	0.5%	0.4%
Unemployment	4.0%	3.7%	-1.1%	-0.3%	-0.3%	-0.4%	-	-

Source: Oxford Economics

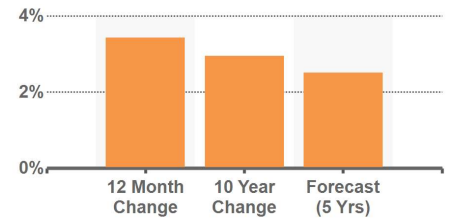
POPULATION GROWTH



LABOR FORCE GROWTH



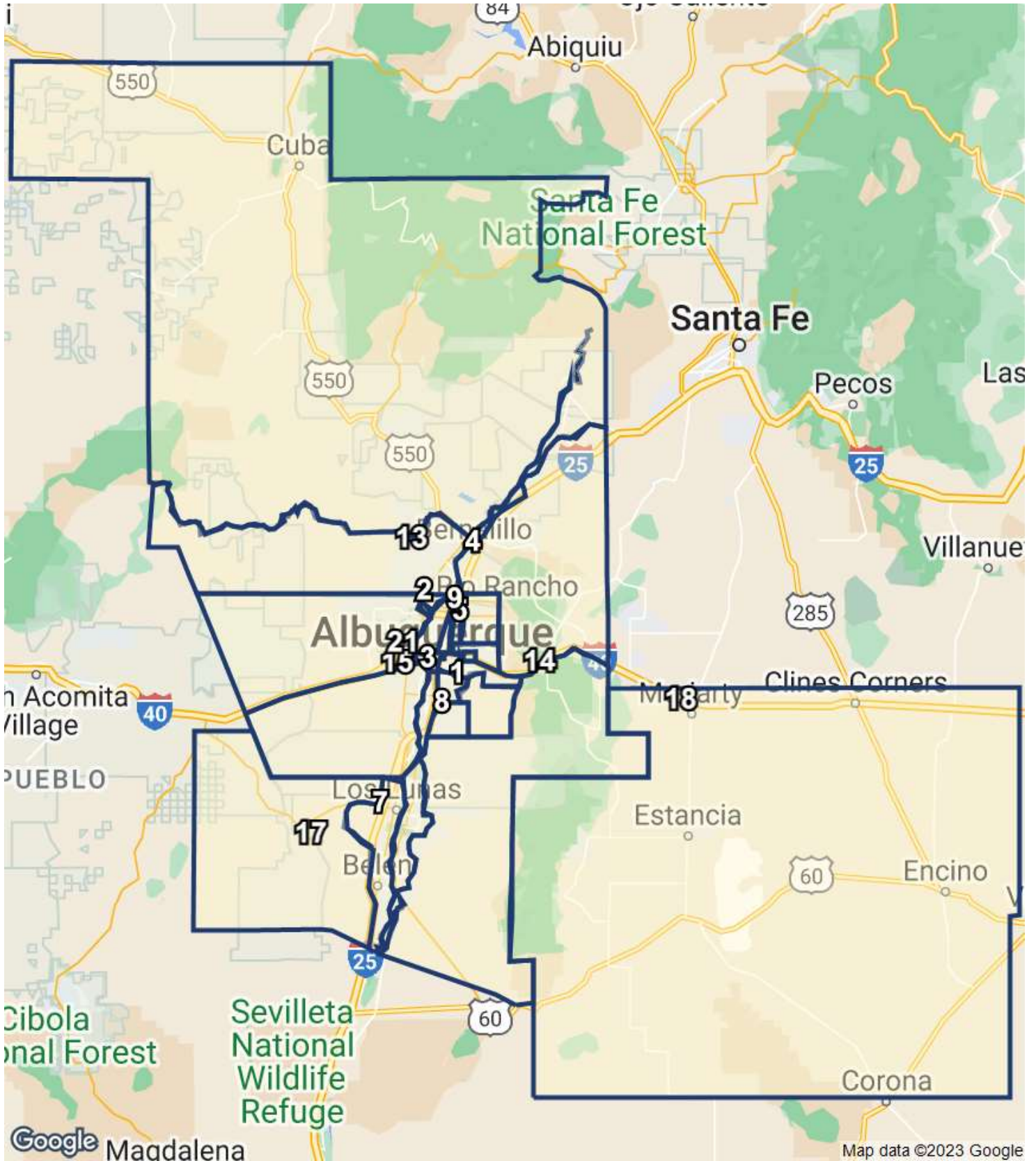
INCOME GROWTH



Source: Oxford Economics

Submarkets

ALBUQUERQUE SUBMARKETS



SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Airport	82	2,462	6.3%	6	0	0	0%	-	1	50	2.0%	1
2	Cottonwood	39	358	0.9%	15	0	0	0%	-	0	-	-	-
3	Downtown	455	7,587	19.5%	2	0	0	0%	-	0	-	-	-
4	East Outlying	55	264	0.7%	16	0	0	0%	-	0	-	-	-
5	Far Northeast Heights	281	2,986	7.7%	4	2	17	0.6%	1	0	-	-	-
6	Kirtland AF Base	1	18	0%	20	0	0	0%	-	0	-	-	-
7	Los Lunas Corridor	182	835	2.2%	12	0	0	0%	-	0	-	-	-
8	Mesa Del Sol	6	472	1.2%	14	0	0	0%	-	0	-	-	-
9	North I-25	410	7,718	19.9%	1	0	0	0%	-	0	-	-	-
10	North Outlying	12	145	0.4%	17	0	0	0%	-	0	-	-	-
11	North Valley	188	911	2.3%	10	0	0	0%	-	1	6	0.7%	2
12	Northeast Heights	240	1,916	4.9%	9	0	0	0%	-	0	-	-	-
13	Rio Rancho	189	2,973	7.7%	5	1	5	0.2%	2	0	-	-	-
14	SE Outlying	11	51	0.1%	19	0	0	0%	-	0	-	-	-
15	South Valley	120	883	2.3%	11	0	0	0%	-	0	-	-	-
16	Southeast Heights	239	2,404	6.2%	7	0	0	0%	-	0	-	-	-
17	SW Outlying	-	-	0%	-	0	0	-	-	0	-	-	-
18	Torrance County	20	84	0.2%	18	0	0	0%	-	0	-	-	-
19	University	403	3,727	9.6%	3	0	0	0%	-	0	-	-	-
20	Uptown	116	2,345	6.0%	8	0	0	0%	-	0	-	-	-
21	West Mesa	76	675	1.7%	13	0	0	0%	-	0	-	-	-

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport	\$15.18	19	2.4%	13	0.8%	8
2	Cottonwood	\$18.60	7	2.4%	11	0.8%	9
3	Downtown	\$17.89	11	2.0%	19	0.6%	18
4	East Outlying	\$16.39	15	2.6%	9	0.8%	7
5	Far Northeast Heights	\$18.73	5	3.2%	1	4.1%	1
6	Kirtland AF Base	\$19.03	4	2.2%	18	0.3%	20
7	Los Lunas Corridor	\$17.55	12	2.6%	8	0.9%	6
8	Mesa Del Sol	\$23.21	1	2.6%	7	0.7%	14
9	North I-25	\$19.92	2	2.4%	14	0.9%	5
10	North Outlying	\$18.40	9	2.3%	15	0.7%	15
11	North Valley	\$17.04	13	2.7%	6	1.0%	4
12	Northeast Heights	\$15.01	20	2.8%	3	0.7%	13
13	Rio Rancho	\$18.28	10	2.3%	16	0.7%	17
14	SE Outlying	\$15.80	17	2.7%	4	1.0%	3
15	South Valley	\$18.67	6	2.5%	10	0.8%	11
16	Southeast Heights	\$16.36	16	2.9%	2	0.8%	10
17	SW Outlying	-	-	-	-	-	-
18	Torrance County	\$15.67	18	2.7%	5	1.0%	2
19	University	\$16.82	14	2.4%	12	0.7%	12
20	Uptown	\$19.73	3	2.0%	20	0.6%	19
21	West Mesa	\$18.45	8	2.2%	17	0.7%	16

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport	66,354	2.7%	6	(568)	0%	16	-
2	Cottonwood	4,412	1.2%	2	(1,779)	-0.5%	17	-
3	Downtown	355,414	4.7%	9	42,986	0.6%	5	-
4	East Outlying	-	-	-	397	0.2%	10	-
5	Far Northeast Heights	189,939	6.4%	12	(38,561)	-1.3%	21	-
6	Kirtland AF Base	-	-	-	0	0%	-	-
7	Los Lunas Corridor	15,682	1.9%	4	(7,634)	-0.9%	18	-
8	Mesa Del Sol	-	-	-	0	0%	-	-
9	North I-25	412,561	5.3%	10	104,175	1.3%	2	-
10	North Outlying	-	-	-	6,548	4.5%	8	-
11	North Valley	7,946	0.9%	1	(543)	-0.1%	15	-
12	Northeast Heights	54,453	2.8%	7	28,501	1.5%	6	-
13	Rio Rancho	294,141	9.9%	14	(10,222)	-0.3%	19	-
14	SE Outlying	-	-	-	0	0%	-	-
15	South Valley	17,703	2.0%	5	190,858	21.6%	1	-
16	Southeast Heights	111,115	4.6%	8	74,966	3.1%	4	-
17	SW Outlying	-	-	-	0	-	-	-
18	Torrance County	-	-	-	4,832	5.7%	9	-
19	University	56,900	1.5%	3	(17,938)	-0.5%	20	-
20	Uptown	154,423	6.6%	13	103,310	4.4%	3	-
21	West Mesa	38,763	5.7%	11	7,114	1.1%	7	-

Supply & Demand Trends

Albuquerque Office

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	38,863,715	5,345	0%	(124,627)	-0.3%	-
2026	38,858,370	6,887	0%	(117,897)	-0.3%	-
2025	38,851,483	5,847	0%	(51,692)	-0.1%	-
2024	38,845,636	(8,347)	0%	(88,446)	-0.2%	-
2023	38,853,983	38,028	0.1%	1,825	0%	20.8
YTD	38,815,955	0	0%	141,993	0.4%	0
2022	38,815,955	15,835	0%	384,514	1.0%	0
2021	38,800,120	9,328	0%	69,401	0.2%	0.1
2020	38,790,792	31,955	0.1%	117,350	0.3%	0.3
2019	38,758,837	116,500	0.3%	283,561	0.7%	0.4
2018	38,642,337	52,891	0.1%	79,181	0.2%	0.7
2017	38,589,446	236,452	0.6%	618,864	1.6%	0.4
2016	38,352,994	111,753	0.3%	1,076,981	2.8%	0.1
2015	38,241,241	41,899	0.1%	337,774	0.9%	0.1
2014	38,199,342	51,435	0.1%	(1,058)	0%	-
2013	38,147,907	(211,393)	-0.6%	(168,930)	-0.4%	-
2012	38,359,300	69,252	0.2%	(120,099)	-0.3%	-
2011	38,290,048	252,638	0.7%	308,013	0.8%	0.8

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	5,956,931	13,477	0.2%	(8,421)	-0.1%	-
2026	5,943,454	14,011	0.2%	(7,557)	-0.1%	-
2025	5,929,443	13,533	0.2%	1,350	0%	10.0
2024	5,915,910	7,658	0.1%	(11,772)	-0.2%	-
2023	5,908,252	0	0%	110,153	1.9%	0
YTD	5,908,252	0	0%	141,898	2.4%	0
2022	5,908,252	0	0%	(36,671)	-0.6%	-
2021	5,908,252	15,750	0.3%	(99,364)	-1.7%	-
2020	5,892,502	18,000	0.3%	185,432	3.1%	0.1
2019	5,874,502	68,000	1.2%	(56,122)	-1.0%	-
2018	5,806,502	60,894	1.1%	84,859	1.5%	0.7
2017	5,745,608	70,000	1.2%	151,483	2.6%	0.5
2016	5,675,608	36,017	0.6%	529,895	9.3%	0.1
2015	5,639,591	6,800	0.1%	52,260	0.9%	0.1
2014	5,632,791	24,237	0.4%	(2,529)	0%	-
2013	5,608,554	128,430	2.3%	(119,582)	-2.1%	-
2012	5,480,124	0	0%	(3,022)	-0.1%	-
2011	5,480,124	169,820	3.2%	14,592	0.3%	11.6

Supply & Demand Trends

Albuquerque Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	12,288,185	19,120	0.2%	(16,315)	-0.1%	-
2026	12,269,065	19,885	0.2%	(13,922)	-0.1%	-
2025	12,249,180	19,203	0.2%	6,560	0.1%	2.9
2024	12,229,977	10,842	0.1%	(4,760)	0%	-
2023	12,219,135	56,652	0.5%	8	0%	7,081.5
YTD	12,162,483	0	0%	7,149	0.1%	0
2022	12,162,483	21,720	0.2%	216,188	1.8%	0.1
2021	12,140,763	15,000	0.1%	29,729	0.2%	0.5
2020	12,125,763	10,000	0.1%	(148,435)	-1.2%	-
2019	12,115,763	48,500	0.4%	142,391	1.2%	0.3
2018	12,067,263	21,530	0.2%	(141,374)	-1.2%	-
2017	12,045,733	154,224	1.3%	319,099	2.6%	0.5
2016	11,891,509	74,532	0.6%	165,168	1.4%	0.5
2015	11,816,977	50,706	0.4%	146,599	1.2%	0.3
2014	11,766,271	63,004	0.5%	47,677	0.4%	1.3
2013	11,703,267	(247,636)	-2.1%	(73,009)	-0.6%	-
2012	11,950,903	49,520	0.4%	(123,851)	-1.0%	-
2011	11,901,383	54,890	0.5%	151,108	1.3%	0.4

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	20,618,599	(27,252)	-0.1%	(99,891)	-0.5%	-
2026	20,645,851	(27,009)	-0.1%	(96,418)	-0.5%	-
2025	20,672,860	(26,889)	-0.1%	(59,602)	-0.3%	-
2024	20,699,749	(26,847)	-0.1%	(71,914)	-0.3%	-
2023	20,726,596	(18,624)	-0.1%	(108,336)	-0.5%	-
YTD	20,745,220	0	0%	(7,054)	0%	-
2022	20,745,220	(5,885)	0%	204,997	1.0%	-
2021	20,751,105	(21,422)	-0.1%	139,036	0.7%	-
2020	20,772,527	3,955	0%	80,353	0.4%	0
2019	20,768,572	0	0%	197,292	0.9%	0
2018	20,768,572	(29,533)	-0.1%	135,696	0.7%	-
2017	20,798,105	12,228	0.1%	148,282	0.7%	0.1
2016	20,785,877	1,204	0%	381,918	1.8%	0
2015	20,784,673	(15,607)	-0.1%	138,915	0.7%	-
2014	20,800,280	(35,806)	-0.2%	(46,206)	-0.2%	-
2013	20,836,086	(92,187)	-0.4%	23,661	0.1%	-
2012	20,928,273	19,732	0.1%	6,774	0%	2.9
2011	20,908,541	27,928	0.1%	142,313	0.7%	0.2

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$18.84	101	-0.1%	1.4%	2,374,846	6.1%	0.3%
2026	\$18.85	101	0.2%	1.4%	2,239,662	5.8%	0.3%
2025	\$18.81	101	0.8%	1.2%	2,109,578	5.4%	0.2%
2024	\$18.67	100	1.2%	0.5%	2,046,715	5.3%	0.2%
2023	\$18.44	99	2.4%	-0.7%	1,961,056	5.0%	0.1%
YTD	\$18.04	97	2.4%	-2.9%	1,779,806	4.6%	-0.4%
2022	\$18.01	97	3.2%	-3.1%	1,921,799	5.0%	-1.0%
2021	\$17.46	94	3.2%	-6.0%	2,290,478	5.9%	-0.2%
2020	\$16.92	91	-0.2%	-8.9%	2,350,551	6.1%	-0.2%
2019	\$16.97	91	2.5%	-8.7%	2,435,946	6.3%	-0.5%
2018	\$16.55	89	0.3%	-10.9%	2,603,007	6.7%	-0.1%
2017	\$16.50	89	4.9%	-11.2%	2,629,297	6.8%	-1.0%
2016	\$15.73	85	-0.6%	-15.4%	3,014,233	7.9%	-2.5%
2015	\$15.82	85	-0.7%	-14.8%	3,979,461	10.4%	-0.8%
2014	\$15.94	86	2.3%	-14.2%	4,275,336	11.2%	0.1%
2013	\$15.59	84	-4.6%	-16.1%	4,222,843	11.1%	0%
2012	\$16.34	88	1.6%	-12.1%	4,265,306	11.1%	0.5%
2011	\$16.08	87	-3.1%	-13.4%	4,075,955	10.6%	-0.2%

4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$23.82	109	-0.2%	3.9%	483,010	8.1%	0.3%
2026	\$23.87	109	0.1%	4.1%	461,124	7.8%	0.3%
2025	\$23.84	109	0.7%	4.0%	439,571	7.4%	0.2%
2024	\$23.69	108	1.1%	3.3%	427,400	7.2%	0.3%
2023	\$23.43	107	2.2%	2.2%	407,985	6.9%	-1.9%
YTD	\$22.94	105	2.0%	0.1%	376,240	6.4%	-2.4%
2022	\$22.93	105	1.8%	0%	518,138	8.8%	0.6%
2021	\$22.53	103	1.2%	-1.7%	481,467	8.1%	1.9%
2020	\$22.26	102	0.9%	-2.9%	366,353	6.2%	-2.9%
2019	\$22.05	101	7.3%	-3.8%	533,785	9.1%	2.0%
2018	\$20.56	94	-1.7%	-10.3%	409,663	7.1%	-0.5%
2017	\$20.92	95	2.5%	-8.8%	433,628	7.5%	-1.5%
2016	\$20.41	93	7.9%	-11.0%	515,111	9.1%	-8.8%
2015	\$18.92	86	-1.0%	-17.5%	1,008,989	17.9%	-0.8%
2014	\$19.11	87	-4.2%	-16.6%	1,054,449	18.7%	0.4%
2013	\$19.95	91	-5.7%	-13.0%	1,027,683	18.3%	4.1%
2012	\$21.16	97	1.4%	-7.7%	779,671	14.2%	0.1%
2011	\$20.87	95	1.2%	-9.0%	776,649	14.2%	2.5%

3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$19.63	97	-0.1%	-3.5%	1,112,823	9.1%	0.3%
2026	\$19.66	97	0.1%	-3.3%	1,077,493	8.8%	0.3%
2025	\$19.64	97	0.7%	-3.5%	1,043,793	8.5%	0.1%
2024	\$19.50	96	1.1%	-4.1%	1,031,262	8.4%	0.1%
2023	\$19.29	95	2.1%	-5.2%	1,015,767	8.3%	0.4%
YTD	\$18.90	93	2.2%	-7.1%	951,969	7.8%	-0.1%
2022	\$18.89	93	2.8%	-7.2%	959,118	7.9%	-1.6%
2021	\$18.36	90	1.3%	-9.7%	1,153,586	9.5%	-0.1%
2020	\$18.12	89	-0.3%	-10.9%	1,168,315	9.6%	1.3%
2019	\$18.18	89	-0.1%	-10.6%	1,009,880	8.3%	-0.8%
2018	\$18.20	89	2.9%	-10.5%	1,103,771	9.1%	1.3%
2017	\$17.69	87	6.9%	-13.0%	940,867	7.8%	-1.5%
2016	\$16.54	81	-1.8%	-18.7%	1,105,742	9.3%	-0.8%
2015	\$16.85	83	-4.5%	-17.2%	1,196,378	10.1%	-0.9%
2014	\$17.65	87	12.0%	-13.2%	1,292,271	11.0%	0.1%
2013	\$15.76	77	-9.8%	-22.5%	1,276,944	10.9%	-1.2%
2012	\$17.47	86	0.5%	-14.1%	1,451,571	12.1%	1.4%
2011	\$17.38	85	-5.8%	-14.6%	1,278,200	10.7%	-0.9%

1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$16.95	102	0%	2.1%	779,013	3.8%	0.4%
2026	\$16.95	102	0.3%	2.1%	701,045	3.4%	0.4%
2025	\$16.89	102	0.9%	1.8%	626,214	3.0%	0.2%
2024	\$16.75	101	1.3%	0.9%	588,053	2.8%	0.2%
2023	\$16.52	100	2.6%	-0.4%	537,304	2.6%	0.4%
YTD	\$16.14	97	2.7%	-2.7%	451,597	2.2%	0%
2022	\$16.10	97	4.0%	-3.0%	444,543	2.1%	-1.0%
2021	\$15.48	93	5.3%	-6.7%	655,425	3.2%	-0.8%
2020	\$14.70	89	-0.7%	-11.4%	815,883	3.9%	-0.4%
2019	\$14.80	89	2.5%	-10.8%	892,281	4.3%	-0.9%
2018	\$14.44	87	-0.8%	-13.0%	1,089,573	5.2%	-0.8%
2017	\$14.55	88	4.5%	-12.3%	1,254,802	6.0%	-0.7%
2016	\$13.92	84	-2.9%	-16.1%	1,393,380	6.7%	-1.8%
2015	\$14.34	86	2.2%	-13.6%	1,774,094	8.5%	-0.7%
2014	\$14.03	85	-1.5%	-15.5%	1,928,616	9.3%	0.1%
2013	\$14.25	86	-0.4%	-14.1%	1,918,216	9.2%	-0.5%
2012	\$14.30	86	2.4%	-13.8%	2,034,064	9.7%	0.1%
2011	\$13.96	84	-2.8%	-15.9%	2,021,106	9.7%	-0.6%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$135.39	133	9.0%
2026	-	-	-	-	-	-	\$135.75	134	9.0%
2025	-	-	-	-	-	-	\$135.58	133	9.0%
2024	-	-	-	-	-	-	\$134.71	133	9.0%
2023	-	-	-	-	-	-	\$132.68	131	9.0%
YTD	15	\$2.4M	0.4%	\$801,667	\$135.23	-	\$131.12	129	8.9%
2022	214	\$88.7M	8.7%	\$3,169,161	\$100.31	8.0%	\$130.67	129	8.9%
2021	164	\$70.9M	7.0%	\$2,445,085	\$64.90	7.7%	\$127.61	126	8.9%
2020	126	\$18.1M	3.4%	\$1,208,300	\$46.41	7.8%	\$123.46	122	9.0%
2019	164	\$48.4M	4.7%	\$1,513,857	\$140.45	8.4%	\$123.02	121	8.9%
2018	171	\$141.8M	7.5%	\$3,017,041	\$99.39	8.1%	\$119.95	118	8.8%
2017	136	\$65.6M	5.7%	\$1,986,905	\$95.21	9.7%	\$123.14	121	8.4%
2016	130	\$91.2M	4.0%	\$3,255,657	\$172.35	8.0%	\$122.40	120	8.2%
2015	160	\$177.3M	7.6%	\$3,166,674	\$95.56	7.5%	\$119.41	118	8.2%
2014	119	\$69.5M	4.5%	\$2,395,145	\$74.45	8.7%	\$118.45	117	8.1%
2013	119	\$19.2M	3.3%	\$833,867	\$47.19	8.4%	\$112.21	110	8.3%
2012	113	\$32.4M	2.7%	\$952,362	\$101.78	9.6%	\$112.39	111	8.3%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$148.53	135	8.9%
2026	-	-	-	-	-	-	\$149.13	135	8.9%
2025	-	-	-	-	-	-	\$149.16	135	8.9%
2024	-	-	-	-	-	-	\$148.39	134	8.8%
2023	-	-	-	-	-	-	\$146.34	133	8.9%
YTD	-	-	-	-	-	-	\$144.82	131	8.8%
2022	4	\$8.2M	9.7%	\$8,225,000	\$129.84	-	\$144.35	131	8.8%
2021	3	\$20.6M	6.6%	\$10,292,835	\$130.62	8.3%	\$144.22	131	8.7%
2020	3	\$2M	4.0%	\$2,011,973	\$12.30	-	\$141.73	128	8.6%
2019	-	-	-	-	-	-	\$141.09	128	8.6%
2018	6	\$78.9M	10.8%	\$19,734,768	\$144.87	8.2%	\$136.42	124	8.5%
2017	5	\$2.8M	12.6%	\$2,750,000	\$10.96	-	\$147.46	134	7.9%
2016	3	\$59M	5.9%	\$29,500,000	\$231.24	-	\$148.68	135	7.7%
2015	5	\$42.5M	8.5%	\$10,632,718	\$98.17	-	\$146.09	132	7.6%
2014	2	\$13.3M	11.5%	\$13,250,000	\$31.50	-	\$143.63	130	7.6%
2013	1	\$0	2.9%	-	-	-	\$135.42	123	7.8%
2012	-	-	-	-	-	-	\$130.50	118	7.9%

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Sale Trends

Albuquerque Office

3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$146.57	133	8.7%
2026	-	-	-	-	-	-	\$147.05	133	8.7%
2025	-	-	-	-	-	-	\$146.99	133	8.7%
2024	-	-	-	-	-	-	\$146.16	132	8.7%
2023	-	-	-	-	-	-	\$144.09	131	8.7%
YTD	2	\$577.6K	0%	\$577,571	\$144.39	-	\$142.65	129	8.6%
2022	32	\$50M	10.9%	\$5,003,065	\$85.50	7.9%	\$142.19	129	8.6%
2021	28	\$15.2M	6.6%	\$2,172,962	\$71.39	7.3%	\$138.96	126	8.6%
2020	15	\$5.9M	2.7%	\$1,954,342	\$43.08	8.1%	\$132.13	120	8.7%
2019	39	\$28M	6.6%	\$3,493,899	\$190.22	9.0%	\$131.75	119	8.6%
2018	35	\$35.3M	10.7%	\$3,207,402	\$71.65	8.8%	\$129.87	118	8.4%
2017	21	\$40.8M	4.6%	\$8,156,069	\$311.26	11.3%	\$132.99	120	8.1%
2016	18	\$8.5M	2.8%	\$1,709,438	\$144.70	7.2%	\$131.76	119	7.9%
2015	30	\$80.4M	9.1%	\$4,729,800	\$98.01	7.2%	\$125.19	113	8.0%
2014	15	\$40.4M	3.4%	\$8,089,830	\$127.77	8.0%	\$125.10	113	7.9%
2013	13	\$4.1M	2.2%	\$1,380,240	\$74.57	8.5%	\$116.42	105	8.2%
2012	28	\$14.1M	3.0%	\$1,569,466	\$133.12	8.3%	\$119.39	108	8.0%

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1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$125.06	133	9.3%
2026	-	-	-	-	-	-	\$125.30	133	9.3%
2025	-	-	-	-	-	-	\$125	133	9.3%
2024	-	-	-	-	-	-	\$124.08	132	9.3%
2023	-	-	-	-	-	-	\$122.08	130	9.3%
YTD	13	\$1.8M	0.8%	\$913,715	\$132.58	-	\$120.44	128	9.2%
2022	178	\$30.5M	7.1%	\$1,792,991	\$129.07	8.0%	\$119.99	128	9.2%
2021	133	\$35.1M	7.4%	\$1,755,554	\$48.64	7.6%	\$116.20	124	9.2%
2020	108	\$10.2M	3.5%	\$931,773	\$112.78	7.6%	\$113.16	121	9.2%
2019	125	\$20.5M	5.0%	\$853,843	\$103.51	8.0%	\$112.73	120	9.2%
2018	130	\$27.6M	4.7%	\$861,889	\$70.81	7.3%	\$109.42	117	9.1%
2017	110	\$22M	4.3%	\$816,205	\$71.86	9.2%	\$110.42	118	8.7%
2016	109	\$23.6M	4.1%	\$1,124,343	\$109.97	8.3%	\$109.40	117	8.6%
2015	125	\$54.4M	6.5%	\$1,554,178	\$90.33	7.7%	\$108.41	115	8.5%
2014	102	\$15.8M	3.2%	\$685,220	\$80.50	9.1%	\$107.37	114	8.3%
2013	105	\$15M	4.0%	\$751,912	\$42.86	8.4%	\$103.13	110	8.5%
2012	85	\$18.3M	3.3%	\$730,204	\$86.10	10.5%	\$103.11	110	8.5%

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