



Office Capital Markets Report

Santa Fe - NM

PREPARED BY



Patricia Horsman
Executive Assistant



OFFICE CAPITAL MARKETS REPORT - MARKET

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Capital Markets Overview

Santa Fe Office

Asset Value

\$1.3B

12 Mo Sales Volume

\$12.2M

Market Cap Rate

9.8%

Mkt Sale Price/SF Chg (YOY)

-4.1%

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	24	-	-
Sales Volume	\$12.2M	\$725K	\$7M
Properties Sold	19	-	-
Transacted SF	243.4K	781	50.1K
Average SF	10.1K	781	50.1K

12 MO SALES PRICE	Average	Lowest	Highest	Market
Cap Rate	7.8%	7.6%	8.0%	9.8%
Sale Price/SF	\$181	\$100	\$250	\$169
Sale Price	\$3.1M	\$725K	\$7M	-
Sale vs Asking Price	-2.0%	-2.0%	-2.0%	-
% Leased at Sale	98.7%	69.0%	100%	-

KEY PERFORMANCE INDICATORS



SUMMARY

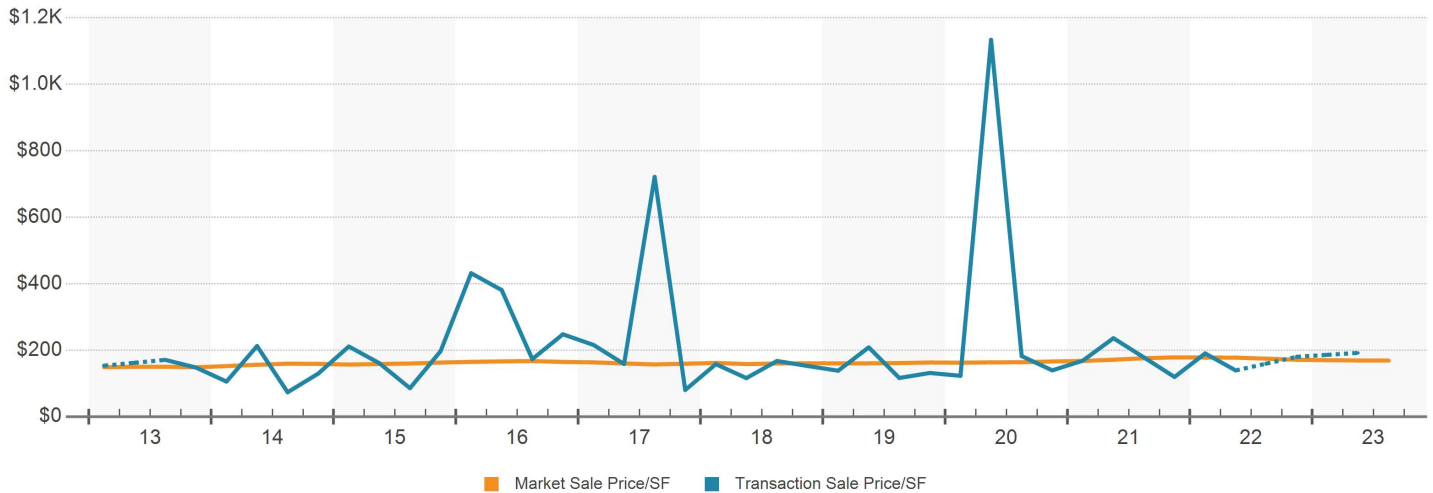
Santa Fe is a mid-sized office market where transaction activity checked in at 22 deals in the past 12 months. That proved to be the fewest office deals the metro has seen over the past five years, as investors took a step back from their typical level of activity. Annual sales volume has averaged \$25.8 million over the past five years, and the 12-month high in investment volume hit \$54.7 million over that stretch. In the past 12 months specifically, \$12.2 million worth of office assets sold. Deals involving 3 Star office buildings propelled that

sales volume in the past year, with \$7.7 million in transaction volume.

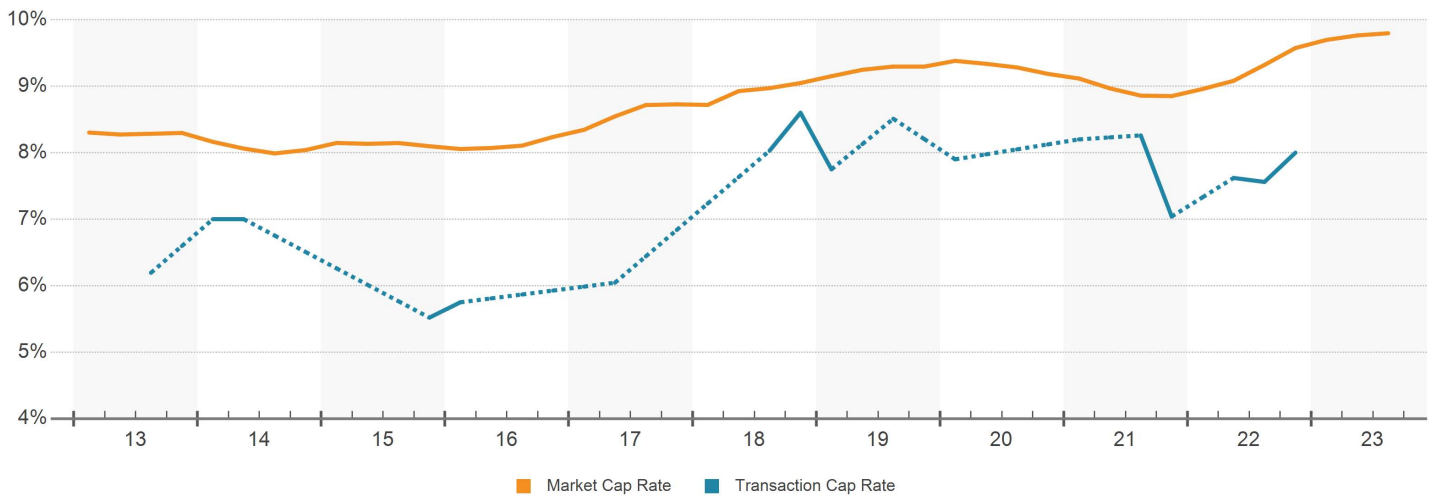
Market pricing, which is derived from the price movement of every office asset in the region, sat at \$169/SF during the third quarter of 2023. That price has stumbled on a year-over-year basis, and the price offers a significant discount compared with the average level across the nation. The market cap rate has edged up in the past 12 months to 9.8%. This is the highest cap rate that has

been seen in Santa Fe in the past five years, and the country.
cap rate is structurally higher here than those across the

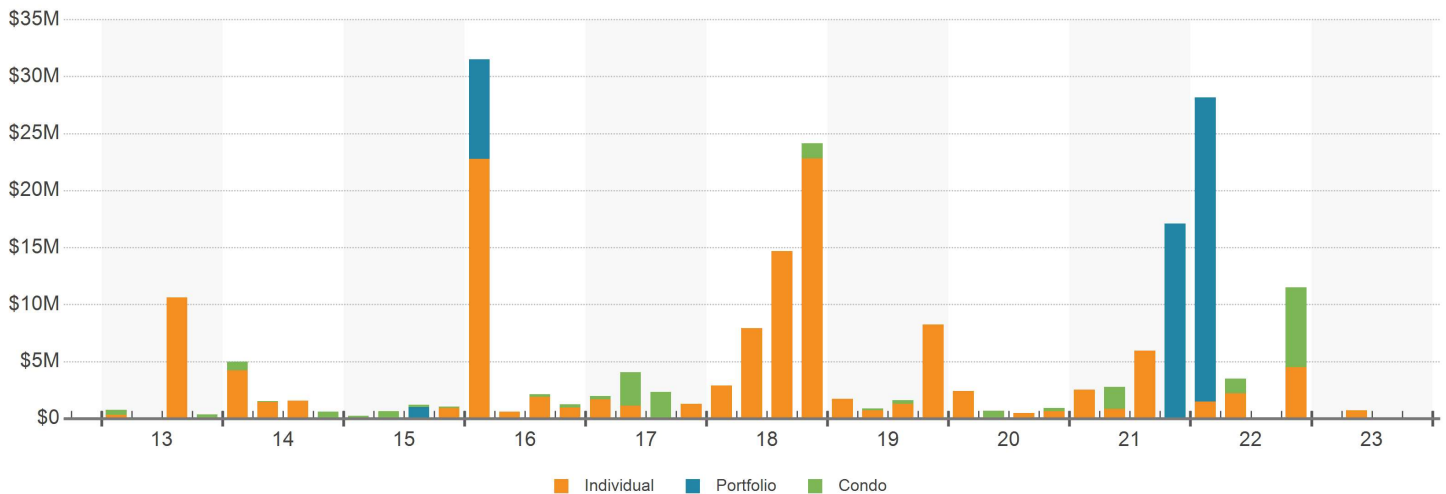
MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



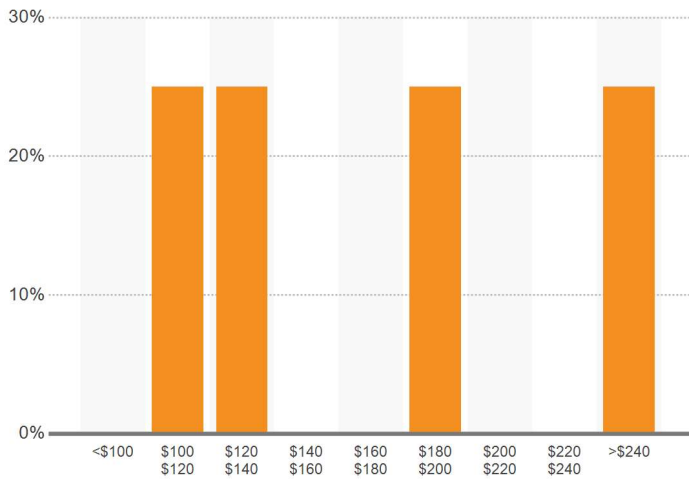
MARKET CAP RATE & TRANSACTION CAP RATE



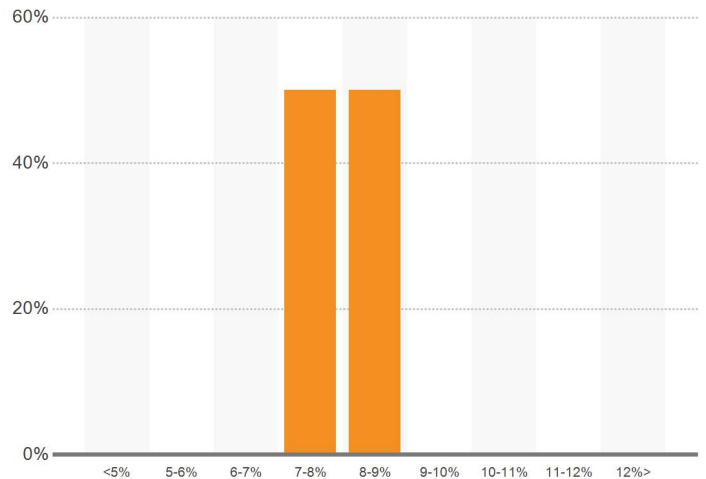
SALES VOLUME BY TRANSACTION TYPE



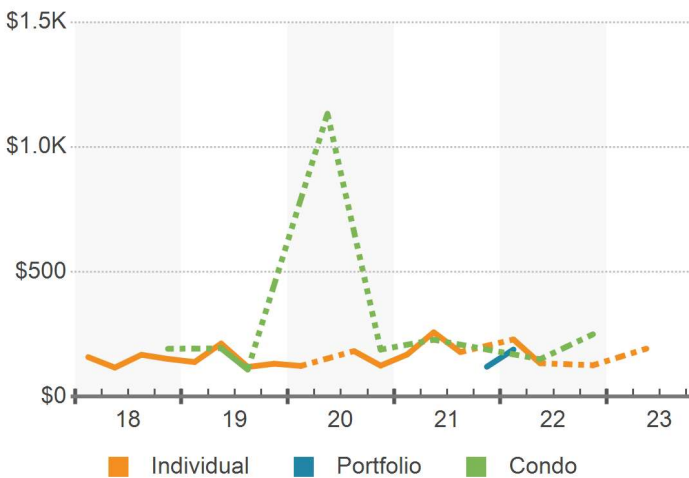
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



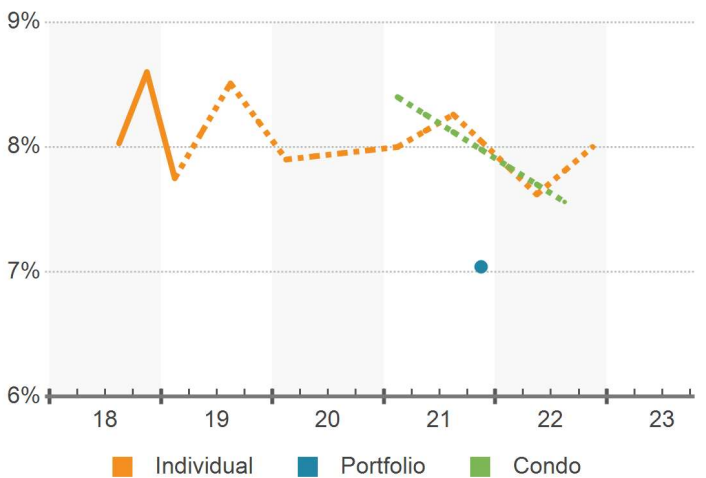
CAP RATE DISTRIBUTION PAST 12 MONTHS



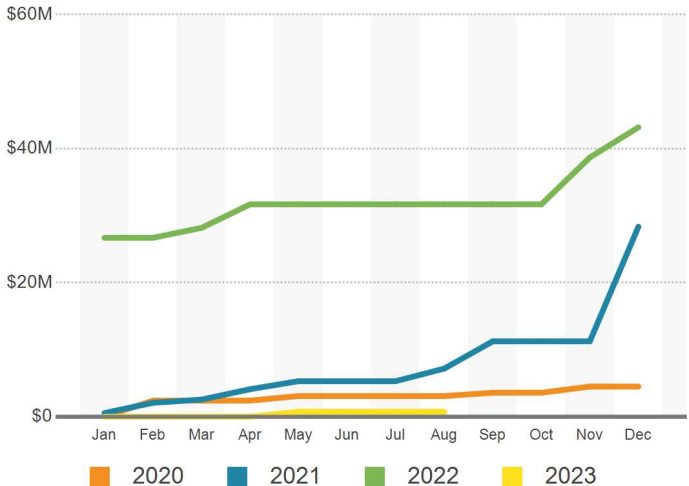
SALE PRICE PER SF BY TRANSACTION TYPE



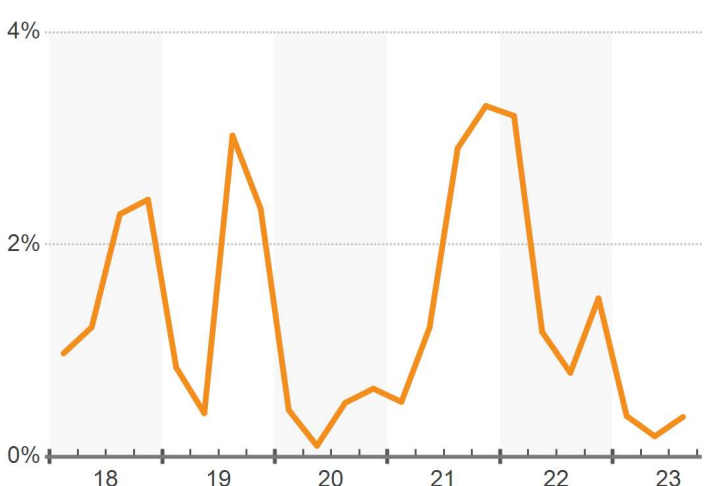
CAP RATE BY TRANSACTION TYPE



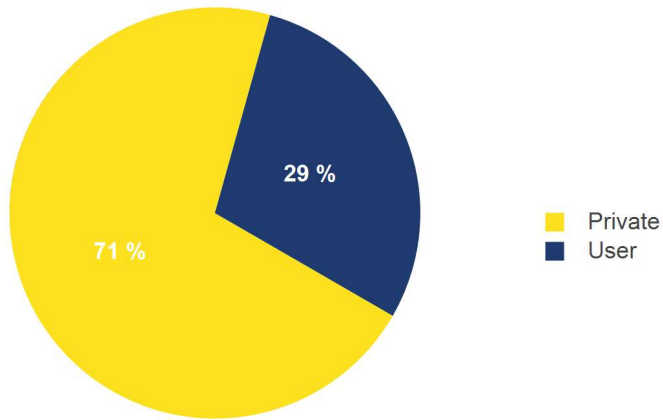
CUMULATIVE SALES VOLUME BY YEAR



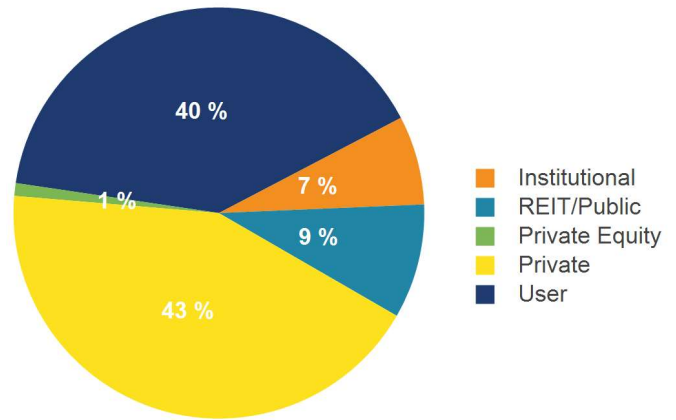
SOLD SF AS % OF TOTAL SF



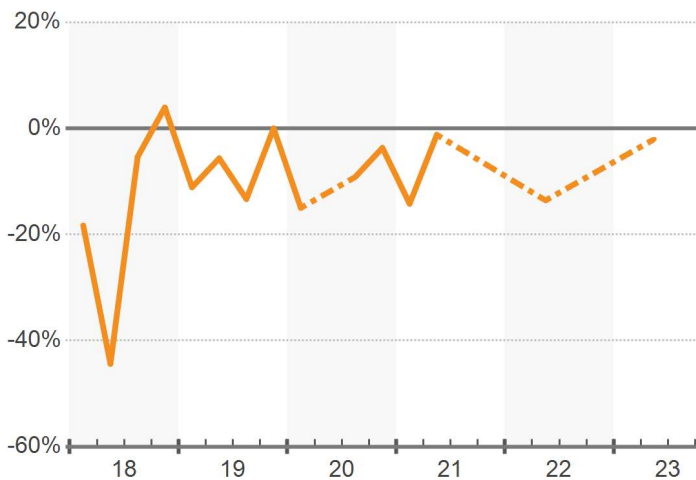
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



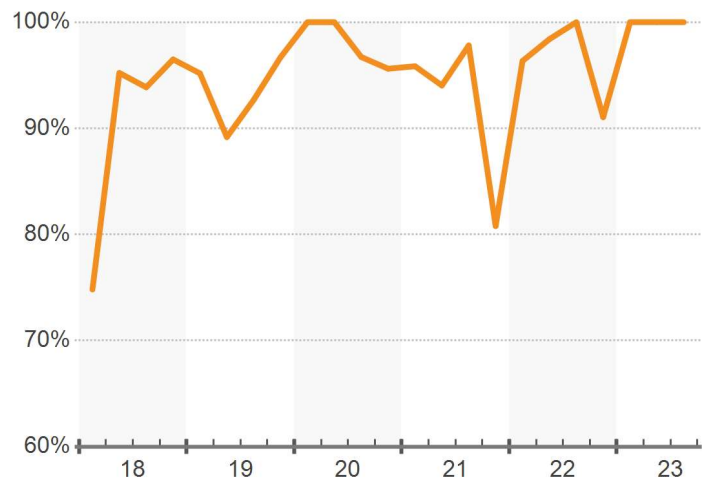
ASSET VALUE BY OWNER TYPE



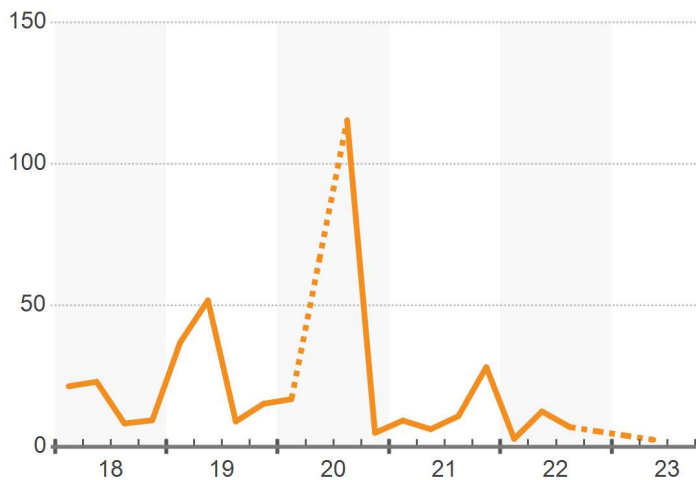
SALE TO ASKING PRICE DIFFERENTIAL



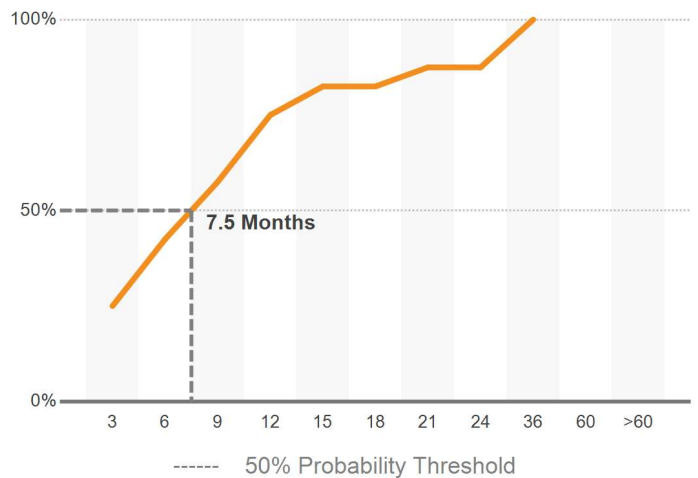
OCCUPANCY AT SALE



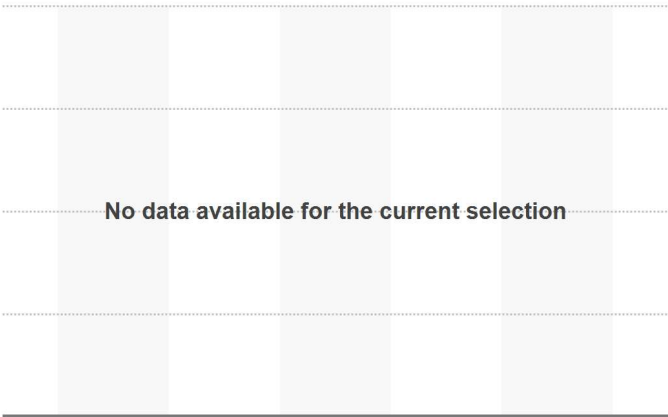
MONTHS TO SALE



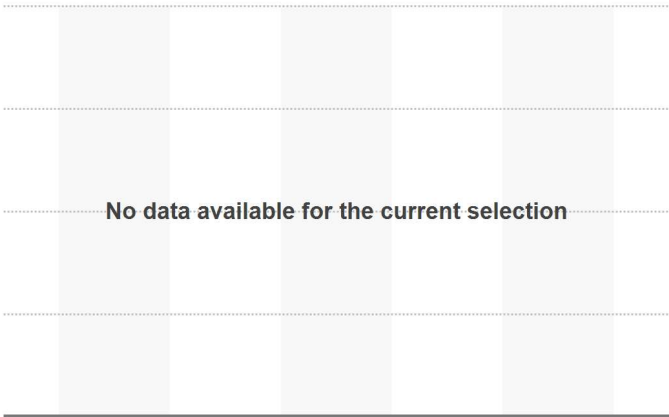
PROBABILITY OF SELLING IN MONTHS



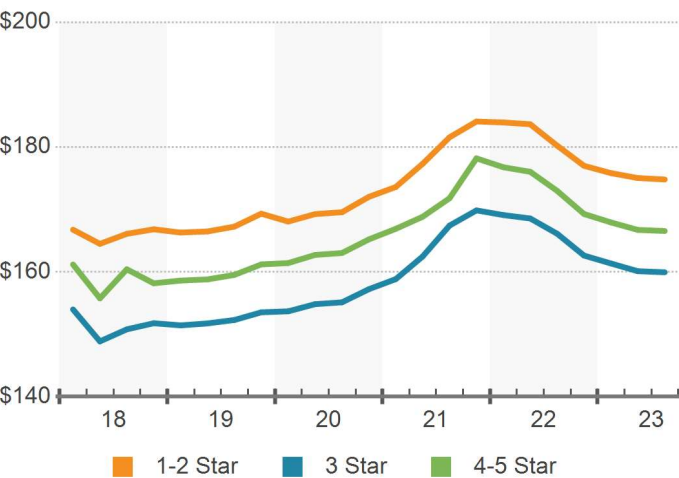
MARKET SALE PRICE PER SF BY LOCATION TYPE



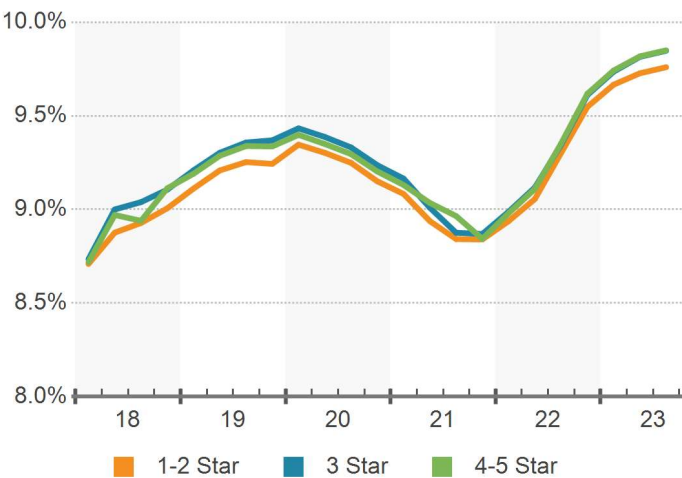
MARKET CAP RATE BY LOCATION TYPE



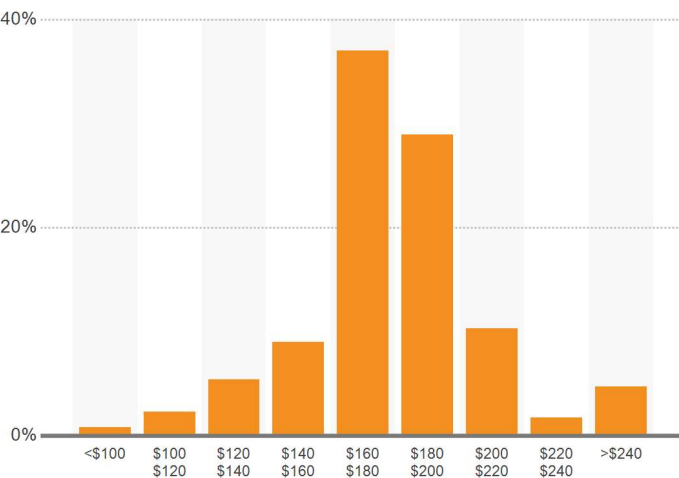
MARKET SALE PRICE PER SF BY STAR RATING



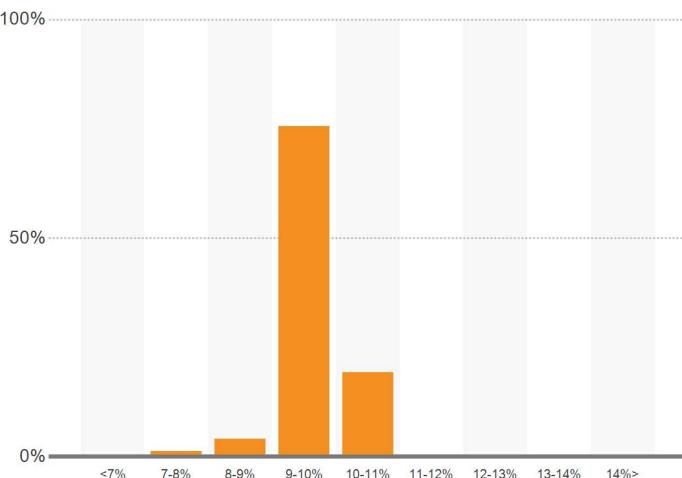
MARKET CAP RATE BY STAR RATING



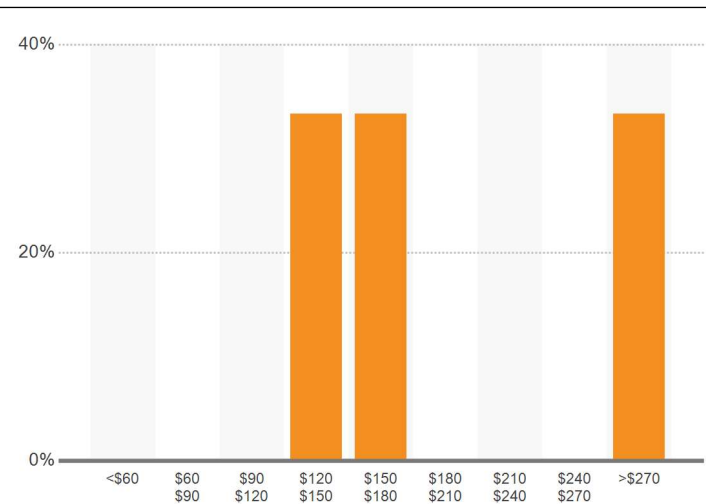
MARKET SALE PRICE PER SF DISTRIBUTION



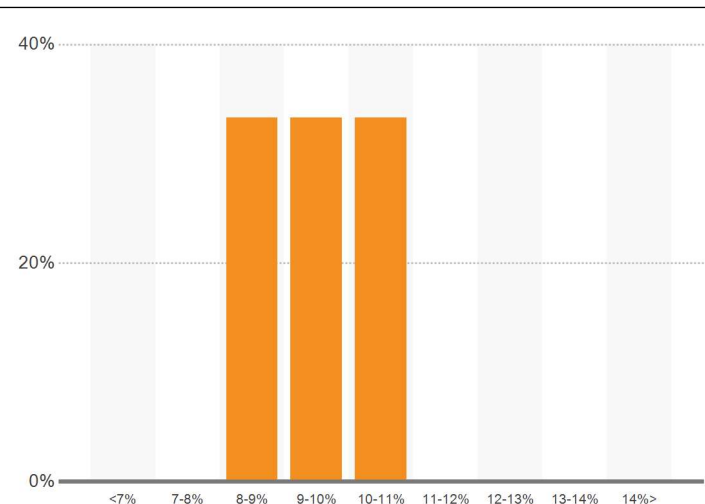
MARKET CAP RATE DISTRIBUTION



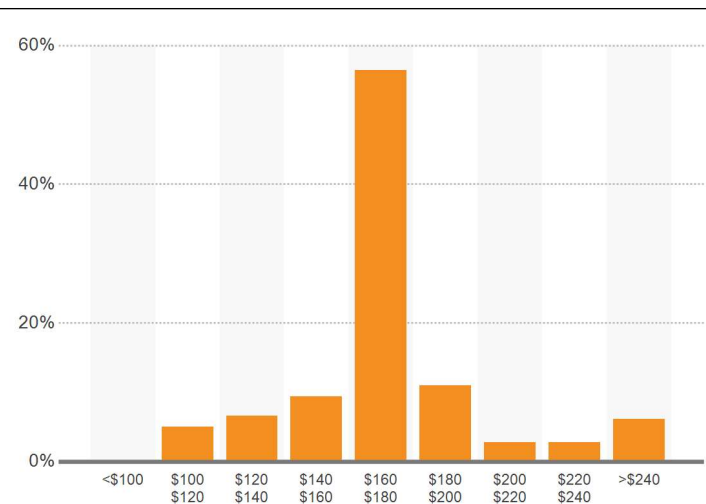
4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



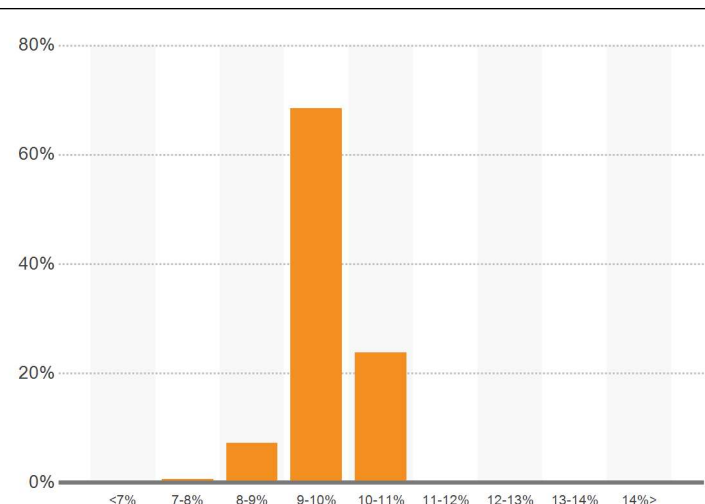
4-5 STAR MARKET CAP RATE DISTRIBUTION



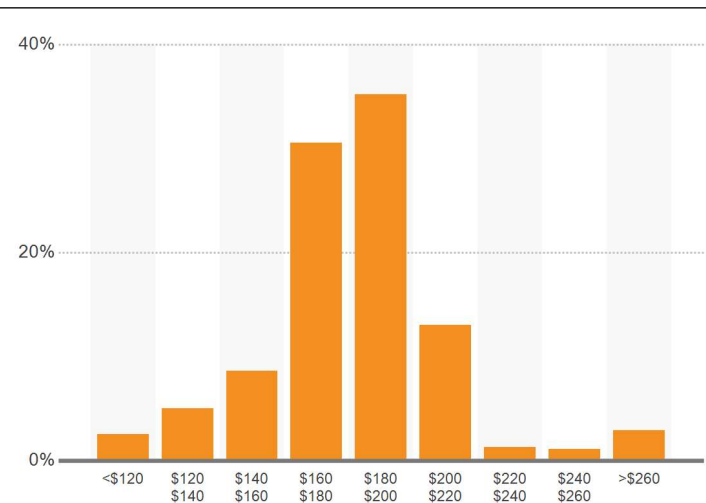
3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



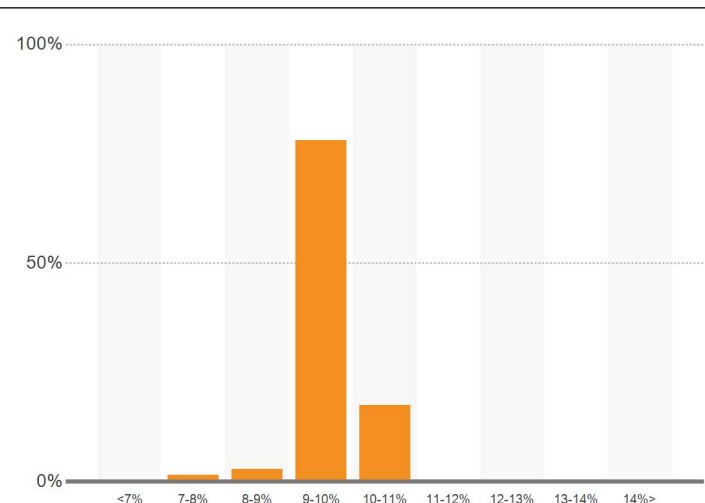
3 STAR MARKET CAP RATE DISTRIBUTION



1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION



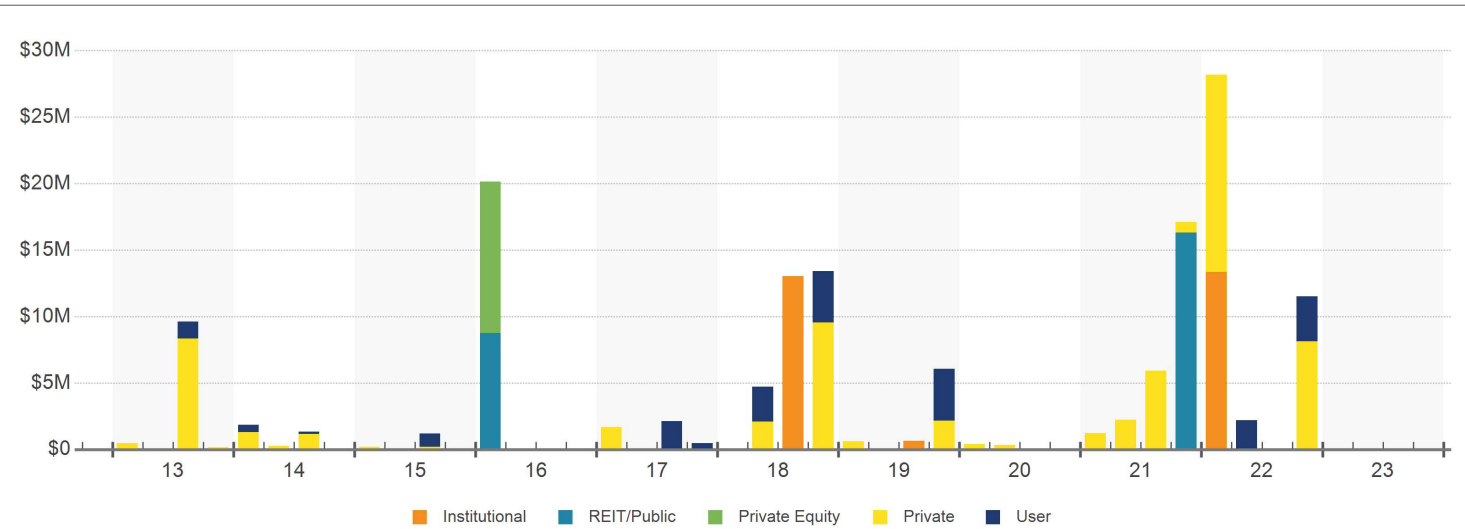
1-2 STAR MARKET CAP RATE DISTRIBUTION



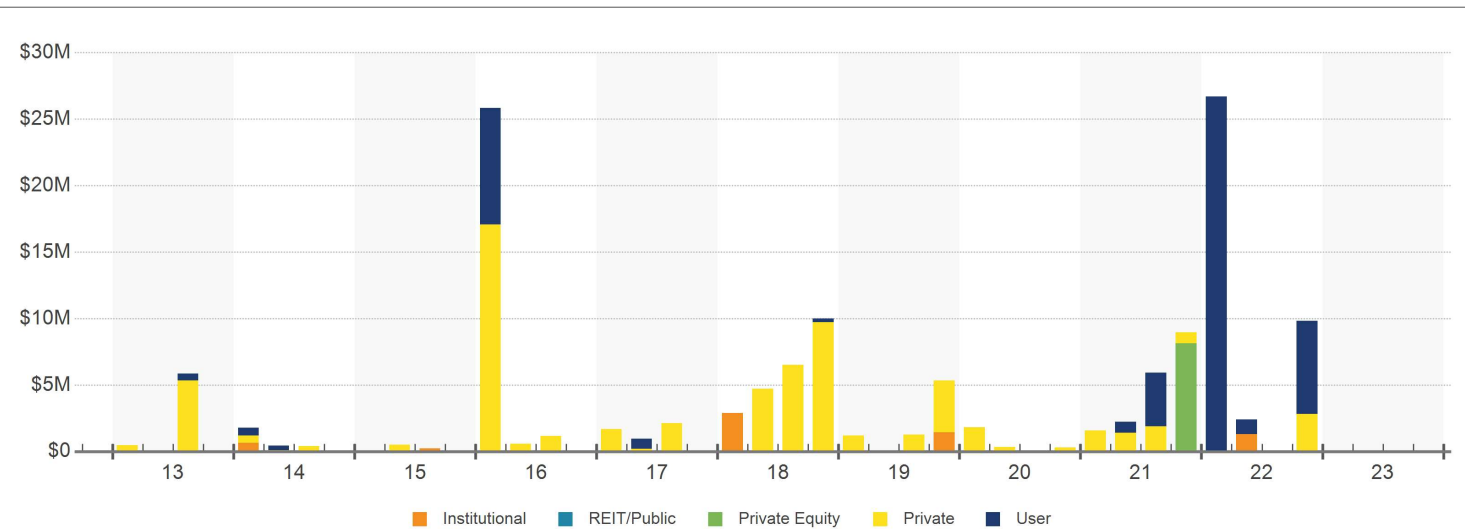
Buying & Selling By Owner Type

Santa Fe Office

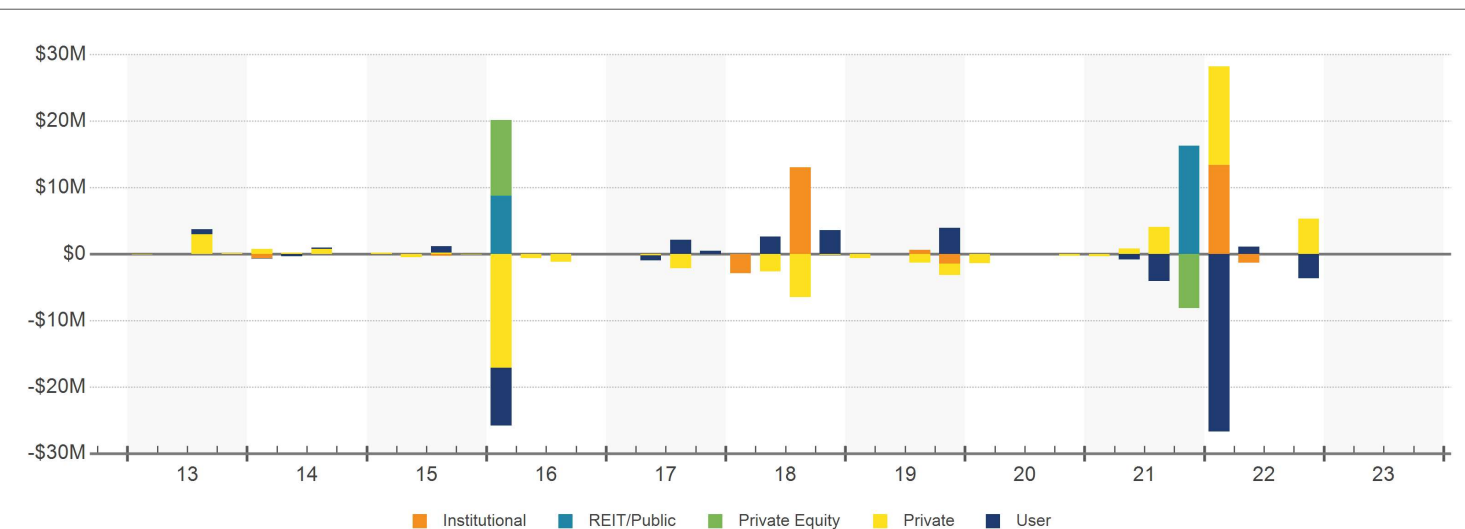
SALES VOLUME BY BUYER TYPE



SALES VOLUME BY SELLER TYPE



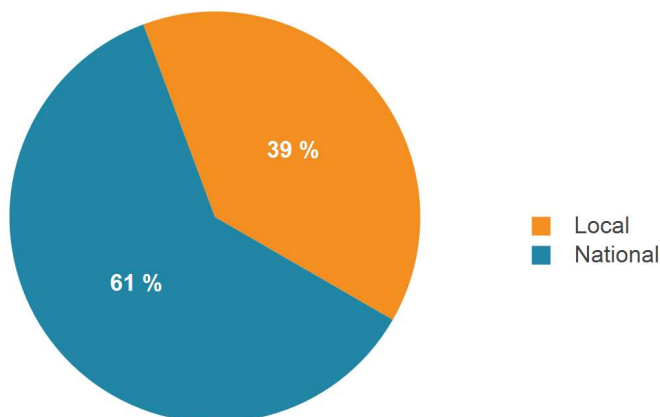
NET BUYING & SELLING BY OWNER TYPE



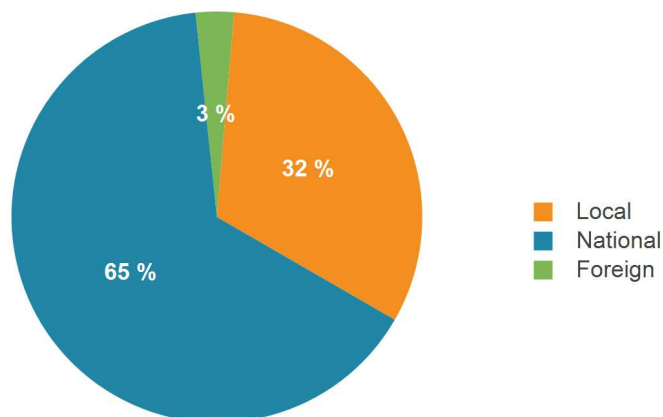
Investment Trends By Buyer & Seller Origin

Santa Fe Office

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS



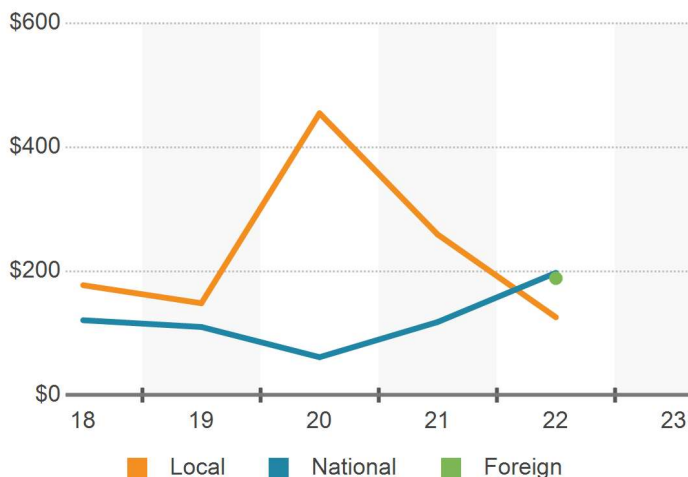
ASSET VALUE BY OWNER ORIGIN



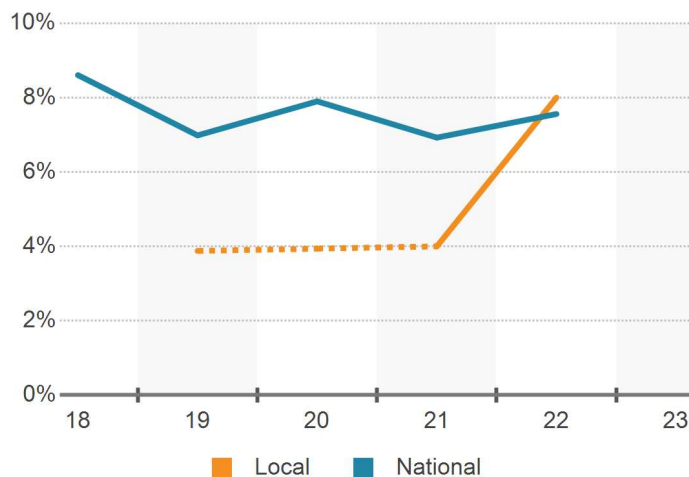
SALES VOLUME BY OWNER ORIGIN

Year	Total	Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	\$725K	\$0	\$725K	-\$725K	\$0	\$0	\$0	-	-	-
2022	\$43.2M	\$4.5M	\$10.9M	-\$6.4M	\$24M	\$32.3M	-\$8.3M	\$13.3M	-	\$13.3M
2021	\$28.3M	\$7.4M	\$1.8M	\$5.6M	\$20.2M	\$26.4M	-\$6.2M	-	\$0	\$0
2020	\$4.5M	\$845K	\$2.4M	-\$1.5M	\$835K	\$1.8M	-\$1M	-	-	-
2019	\$12.4M	\$8M	\$2.5M	\$5.5M	\$3.4M	\$9M	-\$5.5M	-	\$0	\$0
2018	\$49.7M	\$26.4M	\$10.1M	\$16.3M	\$20.3M	\$36.6M	-\$16.3M	\$0	\$0	\$0
2017	\$9.6M	\$6.5M	\$6.8M	-\$259.3K	\$1.9M	\$1.9M	\$78.2K	\$66.7K	-	\$66.7K
2016	\$35.5M	\$0	\$1.8M	-\$1.8M	\$33.4M	\$32.8M	\$640K	-	\$0	\$0
2015	\$3.1M	\$1.9M	\$1.9M	\$29.9K	\$713K	\$855.4K	-\$142.4K	-	\$22.5K	-\$22.5K
2014	\$8.6M	\$3.7M	\$2.4M	\$1.3M	\$4.9M	\$5.8M	-\$870.9K	-	\$445.4K	-\$445.4K
2013	\$11.7M	\$2.6M	\$3.2M	-\$608.3K	\$9M	\$8M	\$938.7K	\$108K	\$438.3K	-\$330.3K

SALE PRICE PER SF BY BUYER ORIGIN



CAP RATE BY BUYER ORIGIN



No data available for current selection

Recent Significant Sales

Santa Fe Office



4601 Mission Blvd • Light at Mission Viejo

★★★★★

Santa Fe, NM 87507

Sale Date	Nov 2022	Buyer	Laura Fiemann (USA)
Sale Price	\$7M (\$250/SF)	Seller	Light At Mission Viejo (USA)
RBA	43,617 SF	Sale Type	Owner User
		Sale Cond	Purchase By Tenant



810 W San Mateo Rd • Southwest Plaza

★★★★★

Santa Fe, NM 87505

Sale Date	Dec 2022	Buyer	New Mexico Finance Auth... (USA)
Sale Price	\$3.4M (\$138/SF)	Seller	Charles B Elias Revocabl... (USA)
Leased	69%	Sale Type	Owner User
Hold Period	<1 Month		
RBA	24,351 SF		
Year Built	1983		



906 S St Francis Dr

★★★★★

Santa Fe, NM 87505

Sale Date	Dec 2022	Buyer	Chiara Giovando (USA)
Sale Price	\$1.2M (\$100/SF)	Broker	Santa Fe Properties Inc
Cap Rate	8.0% (Actual)	Seller	Antonio Sanchez (USA)
Leased	100%	Broker	dRoberts Realty, LLC
Hold Period	20+ Years	Sale Type	Investment
RBA	11,456 SF		
Year Built	1989		



530 Harkle Rd

★★★★★

Santa Fe, NM 87505

Sale Date	May 2023	Seller	Bisti Boys Llc (USA)
Sale Price	\$725K (\$192/SF)	Broker	Barker Realty, Inc.
Leased	100%	Sale Type	Owner User
Hold Period	20+ Years		
RBA	3,777 SF		
Year Built	2000		

TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
City Of Santa Fe	163,266	4	40,817	-	-	-
Kvalitena AB	141,506	6	23,584	-	-	-
CTO Realty Growth Inc.	139,119	2	69,560	-	-	-
Office Court Companies, Inc.	116,549	14	8,325	-	-	-
Columbus Capital Corporation	107,700	3	35,900	-	-	-
City Of Santa Fe	100,175	1	100,175	-	-	-
The Brott Company	94,179	4	23,545	-	-	-
United States Postal Service	86,988	1	86,988	-	-	-
New Mexico Motor Vehicle Division	80,163	1	80,163	-	-	-
Boyd Watterson Asset Management...	79,679	1	79,679	-	-	-
SF Brown Real Estate	70,167	7	10,024	-	-	-
State Of New Mexico	66,541	1	66,541	-	-	-
Jnj Action Llc	64,263	1	64,263	-	-	-
Peters Corp	60,637	3	20,212	-	-	-
William Parker DDS	60,000	4	15,000	-	-	-
Rng Llc	55,717	2	27,859	-	-	-
Walker Property Advisors	54,725	1	54,725	-	-	-
Klauck Trust	53,820	2	26,910	-	-	-
LabCorp	51,653	5	10,331	-	-	-
Ralph Scheuer	50,776	3	16,925	-	-	-
SVH Supportco	50,468	1	50,468	-	-	-
NGP Group	49,308	1	49,308	-	-	-
Sante Fe Recovery Center	47,082	3	15,694	-	-	-
Damron, Damron	44,703	5	8,941	-	-	-
Plains Eagle Corporation	44,204	7	6,315	-	-	-
Tierra Concepts	43,737	4	10,934	-	-	-
Oberstein Properties	42,633	2	21,317	-	-	-
Colmer Development Company	41,435	1	41,435	-	-	-
Robert Rubenstein	38,259	1	38,259	-	-	-
Blue Sky Investments LLC	37,350	2	18,675	-	-	-
Virginia T Nydes	35,803	3	11,934	-	-	-
Branch Family Holdings LLC	35,500	1	35,500	-	-	-
Healthcare Trust of America	34,003	1	34,003	-	-	-
Nichols Agency	33,940	3	11,313	-	-	-
Zydeco 66	33,552	1	33,552	-	-	-
Narda Villa	33,220	1	33,220	-	-	-
Enterprise Financial Services Corp	31,998	2	15,999	-	-	-
Virginia T & David B & Nydes	31,064	1	31,064	-	-	-
PNM Resources Inc	31,000	1	31,000	-	-	-
AHHA Associates LLP	29,712	1	29,712	-	-	-
New Mexican Inc	29,511	1	29,511	-	-	-
Serra Joel P (te)	28,300	2	14,150	-	-	-

TOP BUYERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Laura Fiemann	\$7,000,000	1	28,000	28,000	-	\$250
New Mexico Finance Authority	\$3,350,000	1	24,351	24,351	-	\$138
Chiara Giovando	\$1,150,000	1	11,456	11,456	8.0%	\$100
Community Development Commission	-	1	18,144	18,144	-	-
Georgia Borchers	-	1	5,000	5,000	7.6%	-
Rng Llc	-	1	1,000	1,000	-	-

TOP SELLERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Light At Mission Viejo	\$7,000,000	1	28,000	28,000	-	\$250
Charles B Elias Revocable Trust	\$3,350,000	1	24,351	24,351	-	\$138
Antonio Sanchez	\$1,150,000	1	11,456	11,456	8.0%	\$100
Fernandez, Rudy	-	1	1,000	1,000	-	-
Outside	-	1	18,144	18,144	-	-
Presbyterian Medical Services	-	1	50,138	50,138	-	-
Roger Miller	-	1	5,000	5,000	7.6%	-

TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
dRoberts Realty, LLC	\$1,150,000	1	11,456	11,456	8.0%	\$100
Santa Fe Properties Inc	\$1,150,000	1	11,456	11,456	8.0%	\$100
Barker Realty, Inc.	\$725,000	1	3,777	3,777	-	\$192
Colliers	-	1	50,138	50,138	-	-
Metro Commercial Realty	-	1	50,138	50,138	-	-
Real Estate Advisors	-	1	18,144	18,144	-	-
Shepler Commercial LLC	-	1	5,000	5,000	7.6%	-

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	-	-	-	-	-	-	\$162.60	117	10.3%
2026	-	-	-	-	-	-	\$158.89	114	10.5%
2025	-	-	-	-	-	-	\$155.63	112	10.7%
2024	-	-	-	-	-	-	\$154.22	111	10.7%
2023	-	-	-	-	-	-	\$161.45	116	10.3%
YTD	10	\$725K	1.0%	\$725,000	\$191.95	-	\$168.85	121	9.8%
2022	58	\$43.2M	6.7%	\$3,598,332	\$182.21	7.7%	\$171.24	123	9.6%
2021	65	\$28.3M	7.9%	\$2,024,424	\$139.45	7.9%	\$178.43	128	8.9%
2020	36	\$4.5M	1.7%	\$641,429	\$152.68	7.9%	\$166.12	119	9.2%
2019	49	\$12.4M	6.6%	\$1,555,043	\$133.67	8.3%	\$163	117	9.3%
2018	59	\$49.7M	6.9%	\$3,547,339	\$149.30	8.2%	\$160.78	115	9.0%
2017	34	\$9.6M	3.8%	\$872,295	\$178.63	6.0%	\$159.29	114	8.7%
2016	44	\$35.5M	4.9%	\$5,067,000	\$386.26	5.8%	\$164.79	118	8.2%
2015	46	\$3.1M	3.8%	\$384,099	\$127.39	5.5%	\$162.84	117	8.1%
2014	31	\$8.6M	2.8%	\$615,866	\$108.17	7.0%	\$158.90	114	8.0%
2013	26	\$11.7M	2.5%	\$1,171,300	\$168.89	6.2%	\$148.62	107	8.3%
2012	36	\$11.9M	4.0%	\$1,976,000	\$83.65	-	\$150.12	108	8.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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	-	-	-	-	-	-	\$160.49	113	10.3%
2026	-	-	-	-	-	-	\$156.90	111	10.5%
2025	-	-	-	-	-	-	\$153.73	108	10.7%
2024	-	-	-	-	-	-	\$152.29	107	10.8%
2023	-	-	-	-	-	-	\$159.28	112	10.3%
YTD	-	-	-	-	-	-	\$166.54	117	9.8%
2022	-	-	-	-	-	-	\$169.26	119	9.6%
2021	-	-	-	-	-	-	\$178.18	126	8.8%
2020	-	-	-	-	-	-	\$165.19	116	9.2%
2019	-	-	-	-	-	-	\$161.19	114	9.3%
2018	-	-	-	-	-	-	\$158.16	111	9.1%
2017	-	-	-	-	-	-	\$159.36	112	8.7%
2016	1	\$8.7M	13.6%	\$8,739,000	\$368.73	-	\$165.06	116	8.2%
2015	-	-	-	-	-	-	\$165.50	117	8.0%
2014	-	-	-	-	-	-	\$160.75	113	8.0%
2013	-	-	-	-	-	-	\$151.65	107	8.2%
2012	-	-	-	-	-	-	\$158.35	112	8.0%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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.

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	-	-	-	-	-	-	\$156.75	119	10.3%
2026	-	-	-	-	-	-	\$152.57	116	10.5%
2025	-	-	-	-	-	-	\$148.86	113	10.7%
2024	-	-	-	-	-	-	\$146.94	112	10.8%
2023	-	-	-	-	-	-	\$153.18	117	10.3%
YTD	2	\$725K	1.0%	\$725,000	\$191.95	-	\$159.92	122	9.8%
2022	19	\$33.3M	10.0%	\$4,163,290	\$195.89	-	\$162.60	124	9.6%
2021	24	\$20.6M	12.3%	\$4,111,000	\$122.96	8.2%	\$169.84	129	8.9%
2020	9	\$1.7M	0.9%	\$847,500	\$272.68	-	\$157.21	120	9.2%
2019	11	\$4.1M	5.9%	\$2,032,500	\$197.63	10.1%	\$153.51	117	9.4%
2018	19	\$21M	8.3%	\$3,496,042	\$101.12	8.6%	\$151.76	115	9.1%
2017	10	\$1M	2.9%	\$338,167	\$217.70	7.7%	\$151.89	116	8.7%
2016	6	\$310K	1.7%	\$310,000	\$208.75	-	\$156.41	119	8.3%
2015	6	\$1.4M	1.7%	\$469,000	\$211.07	-	\$154.39	117	8.1%
2014	2	\$1.2M	0.3%	\$1,151,000	\$179.84	-	\$150.08	114	8.1%
2013	3	\$278K	0.5%	\$139,000	\$146.47	-	\$140.60	107	8.3%
2012	5	\$7.5M	3.4%	\$3,758,500	\$142.21	-	\$143.43	109	8.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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.

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	-	-	-	-	-	-	\$166.53	115	10.2%
2026	-	-	-	-	-	-	\$163.12	113	10.4%
2025	-	-	-	-	-	-	\$160.15	111	10.6%
2024	-	-	-	-	-	-	\$159.08	110	10.7%
2023	-	-	-	-	-	-	\$166.96	115	10.2%
YTD	8	\$0	0.9%	-	-	-	\$174.80	121	9.8%
2022	39	\$9.9M	4.8%	\$2,468,415	\$147.46	7.7%	\$176.99	122	9.5%
2021	41	\$7.8M	5.4%	\$865,215	\$215.89	7.0%	\$184.09	127	8.8%
2020	27	\$2.8M	2.3%	\$559,000	\$120.52	7.9%	\$172.01	119	9.2%
2019	38	\$8.4M	7.4%	\$1,395,891	\$115.52	7.3%	\$169.31	117	9.2%
2018	40	\$28.7M	6.3%	\$3,585,813	\$229.15	8.0%	\$166.81	115	9.0%
2017	24	\$8.6M	4.5%	\$1,072,594	\$174.92	4.4%	\$164.15	114	8.7%
2016	37	\$26.4M	6.6%	\$5,284,000	\$396.45	5.8%	\$170.28	118	8.2%
2015	40	\$1.7M	5.4%	\$333,159	\$95.43	5.5%	\$168.28	116	8.1%
2014	29	\$7.5M	4.6%	\$574,702	\$101.91	7.0%	\$164.63	114	8.0%
2013	23	\$11.4M	3.9%	\$1,429,375	\$169.52	6.2%	\$153.77	106	8.3%
2012	31	\$4.3M	4.6%	\$1,084,750	\$48.82	-	\$154.19	107	8.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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.