



# Industrial Market Report

## Albuquerque - NM

PREPARED BY



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**INDUSTRIAL MARKET REPORT**

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12 Mo Deliveries in SF

**547K**

12 Mo Net Absorption in SF

**898K**

Vacancy Rate

**1.9%**

12 Mo Rent Growth

**5.0%**

Albuquerque is regarded as a smooth and steady industrial market where supply pressure is largely not a concern. With the exception of a handful of large build-to-suits, Albuquerque's supply pipeline in the last decade has been minimal. At the same time, demand has been strong enough to continually outpace deliveries, enabling vacancies to tighten below the historical average. Vacancies have fallen to just 1.9%, well-below the national average of 5.3%.

Vintage stock is concentrated in industrial parks along North I-25, the main north-south artery that connects Albuquerque to Santa Fe and ultimately Denver. The biggest tenants in Albuquerque have set roots here, including FedEx Ground (183,000 SF), Roadrunner Food Bank (166,000 SF), Core-Mark Holding Company (164,000 SF). But new development has branched out to

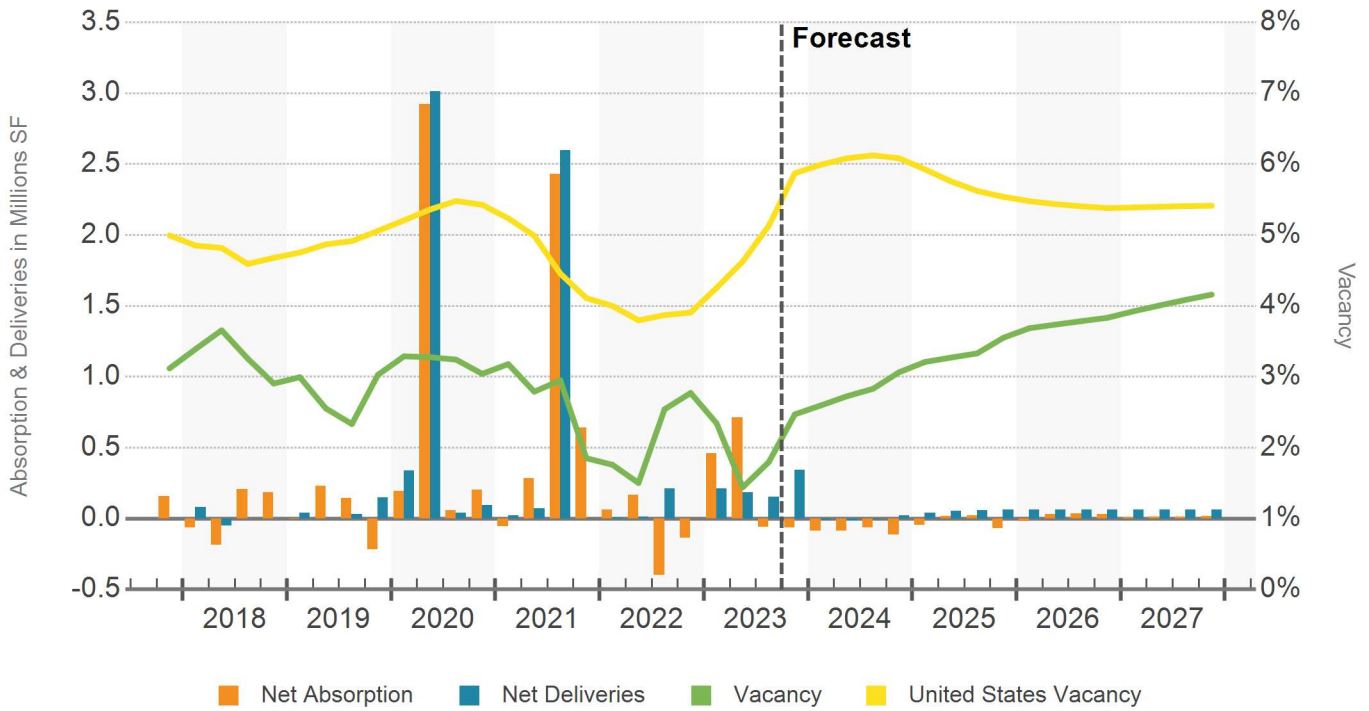
the South I-25 and West I-40. In the Los Lunas corridor, Facebook's massive 2.8-million-SF data center delivered in 20Q2 and is expected to be an economic tailwind for years to come. Amazon delivered a 441,000-SF fulfillment center in mid-2021 in the West Mesa Submarket.

Rent growth in Albuquerque was robust in the last year due to the market's tight conditions, increasing by 5.0% in the last 12 months. However, the strong rent growth falls short of the national benchmark of 7.5%. New Mexico's non-disclosure status often clouds the investment picture in Albuquerque. Based on CoStar's research, the market was not particularly liquid this past decade, and most trades involved local and regional buyers.

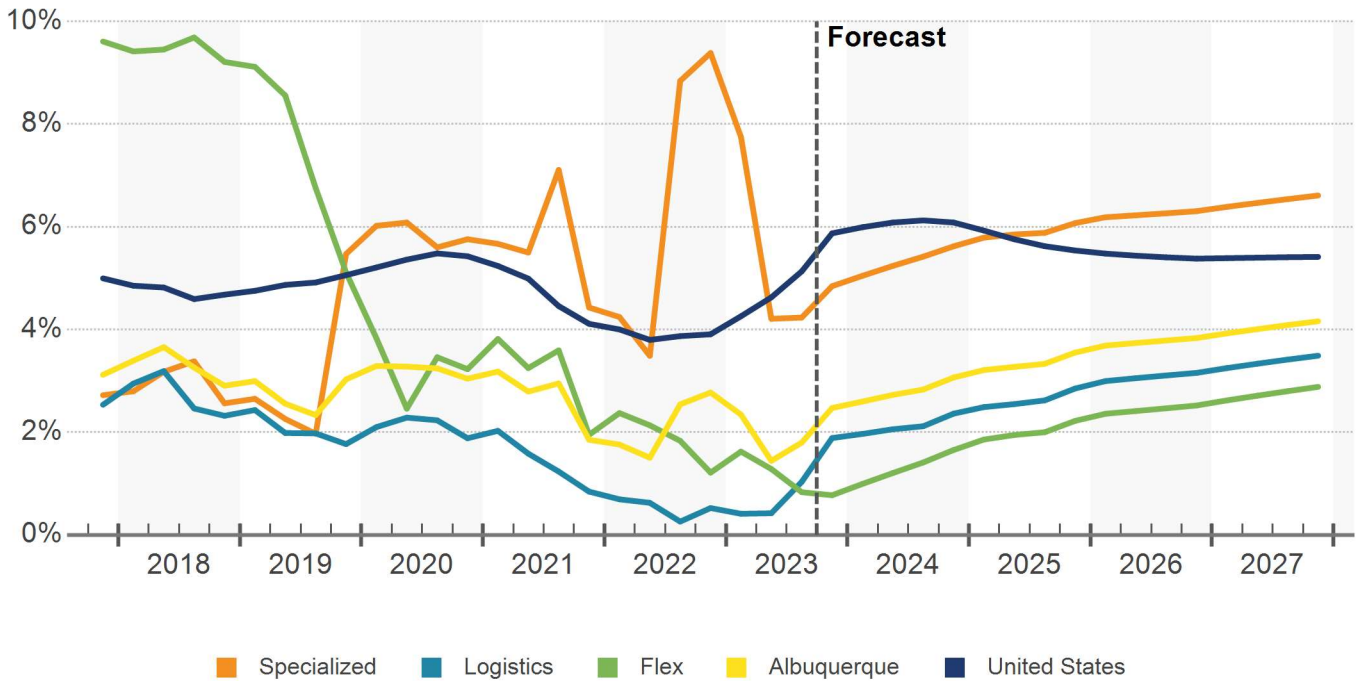
### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	37,900,085	1.1%	\$10.87	1.7%	(32,017)	0	342,289
Specialized Industrial	14,346,310	4.6%	\$12.19	4.9%	(56,400)	0	0
Flex	6,794,722	0.8%	\$15.20	0.8%	0	0	0
<b>Market</b>	<b>59,041,117</b>	<b>1.9%</b>	<b>\$11.68</b>	<b>2.4%</b>	<b>(88,417)</b>	<b>0</b>	<b>342,289</b>
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.6%	4.9%	3.6%	8.5%	2010 Q4	1.4%	2023 Q2
Net Absorption SF	898K	591,225	15,344	3,413,564	2022 Q1	(1,044,410)	2010 Q3
Deliveries SF	547K	570,938	326,179	3,537,046	2020 Q3	0	2011 Q3
Rent Growth	5.0%	3.4%	3.6%	8.3%	2022 Q2	-3.3%	2010 Q1
Sales Volume	\$22.1M	\$37.9M	N/A	\$67.4M	2010 Q1	\$12.9M	2014 Q4

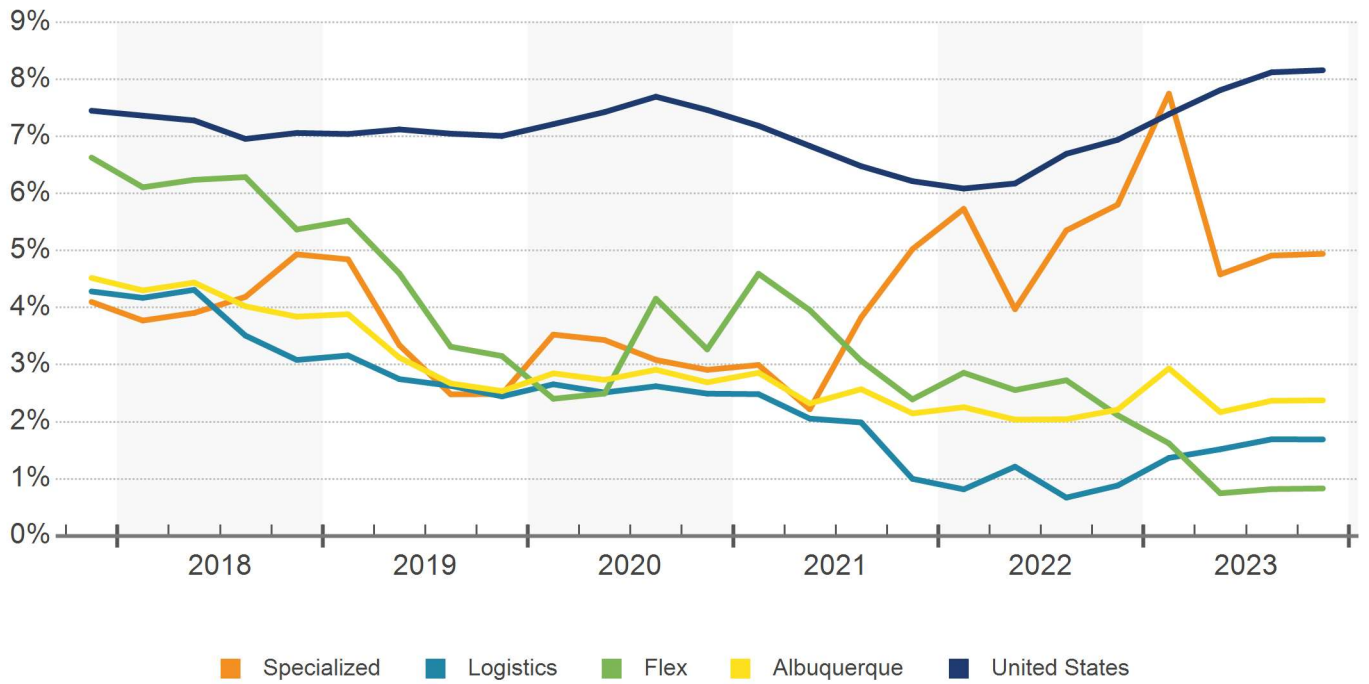
### NET ABSORPTION, NET DELIVERIES & VACANCY



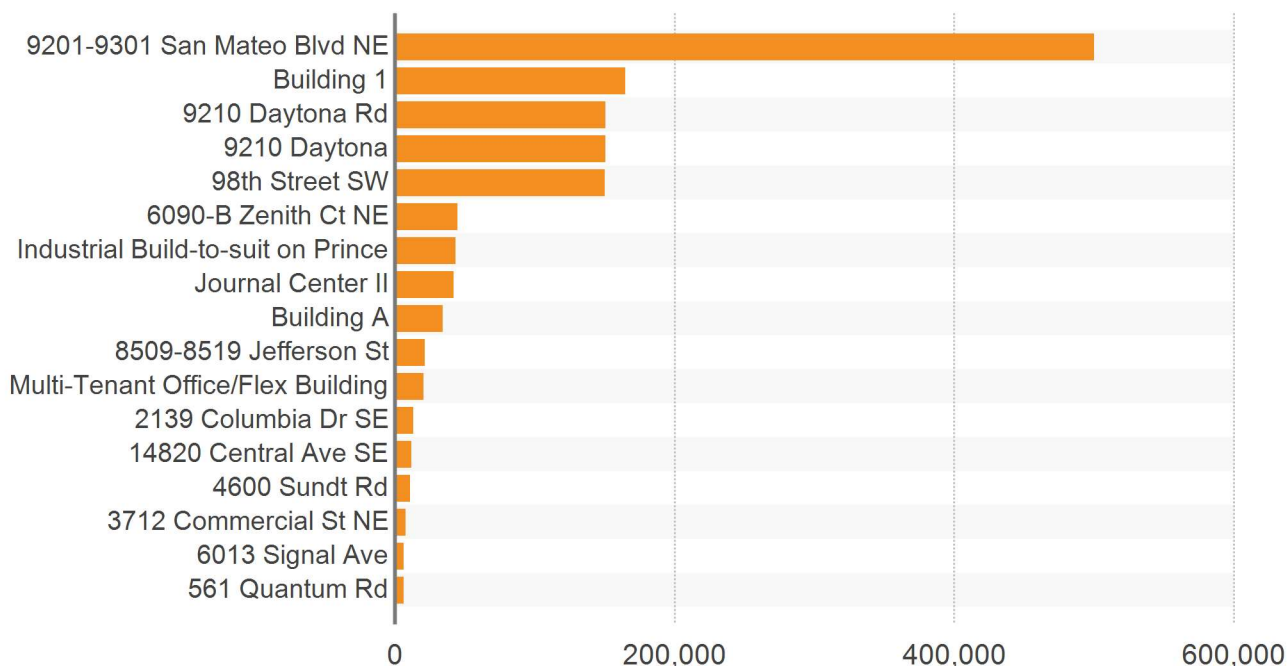
### VACANCY RATE



### AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



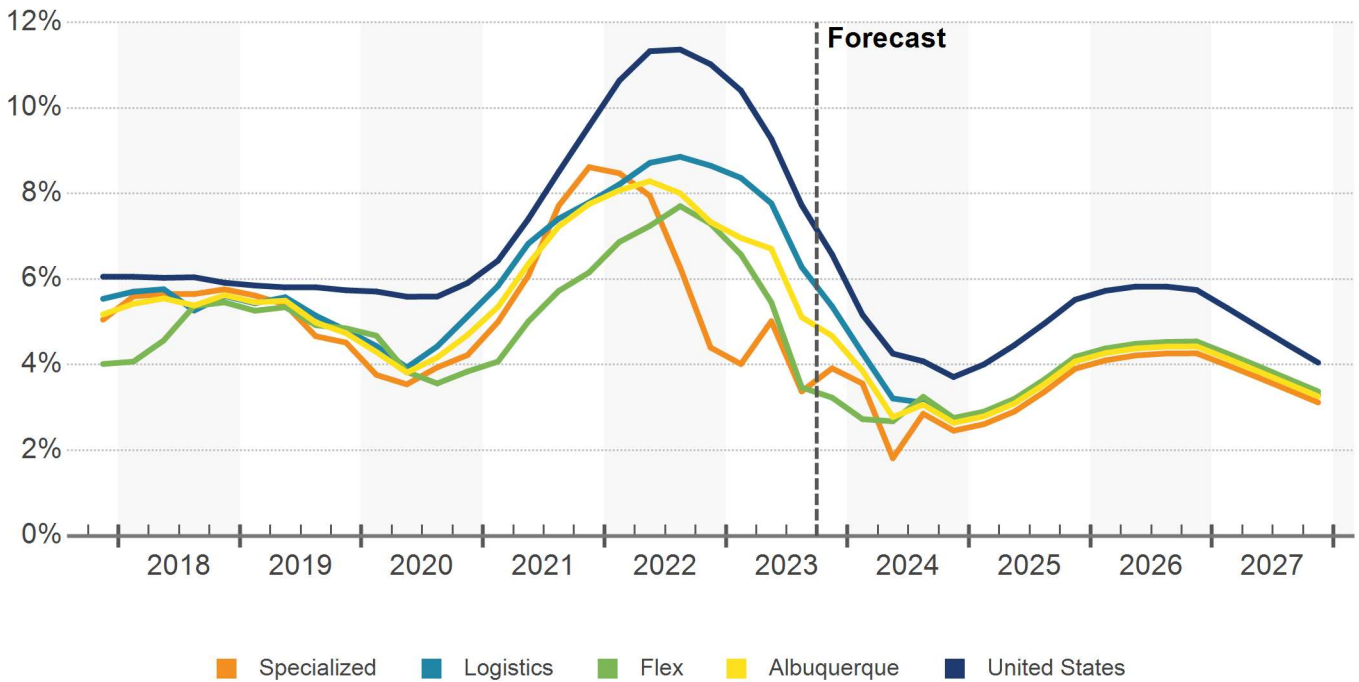
Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
9201-9301 San Mateo Blvd NE	North I-25	524,104	0	0	500,000	0	0	500,000
Building 1	SE Outlying	165,000	0	165,000	0	0	0	165,000
9210 Daytona Rd	West Mesa	150,574	0	0	150,574	0	0	150,574
9210 Daytona	West Mesa	150,574	0	149,074	1,500	0	0	150,574
98th Street SW	Downtown	150,074	0	0	0	150,074	0	150,074
6090-B Zenith Ct NE	Rio Rancho	49,563	0	0	0	0	0	44,714
Industrial Build-to-suit on Prince	South Valley	51,000	0	43,333	0	0	0	43,333
Journal Center II	North I-25	62,038	19,902	0	30,084	12,052	0	42,136
Building A	Mesa Del Sol	34,000	0	0	34,000	0	0	34,000
8509-8519 Jefferson St	North I-25	21,600	0	12,000	0	9,600	0	21,600
Multi-Tenant Office/Flex Building	North I-25	103,808	0	0	0	20,677	0	20,677
2139 Columbia Dr SE	Airport	14,530	0	0	0	0	0	13,108
14820 Central Ave SE	Southeast Heights	12,905	0	0	0	0	0	11,642
4600 Sundt Rd	Rio Rancho	10,936	0	10,936	0	0	0	10,936
3712 Commercial St NE	North Valley	7,800	0	7,486	0	0	0	7,486
6013 Signal Ave	Far Northeast Heights	7,200	0	0	0	0	0	6,495
561 Quantum Rd	Rio Rancho	12,060	0	6,431	0	0	0	6,431
<b>Subtotal Primary Competitors</b>		<b>1,527,766</b>	<b>19,902</b>	<b>394,260</b>	<b>716,158</b>	<b>192,403</b>	<b>0</b>	<b>1,378,780</b>
Remaining Albuquerque Market		57,569,785	1,130,503	65,131	(4,965)	(254,341)	(88,417)	(480,387)
<b>Total Albuquerque Market</b>		<b>59,097,551</b>	<b>1,150,405</b>	<b>459,391</b>	<b>711,193</b>	<b>(61,938)</b>	<b>(88,417)</b>	<b>898,393</b>

### TOP INDUSTRIAL LEASES PAST 12 MONTHS

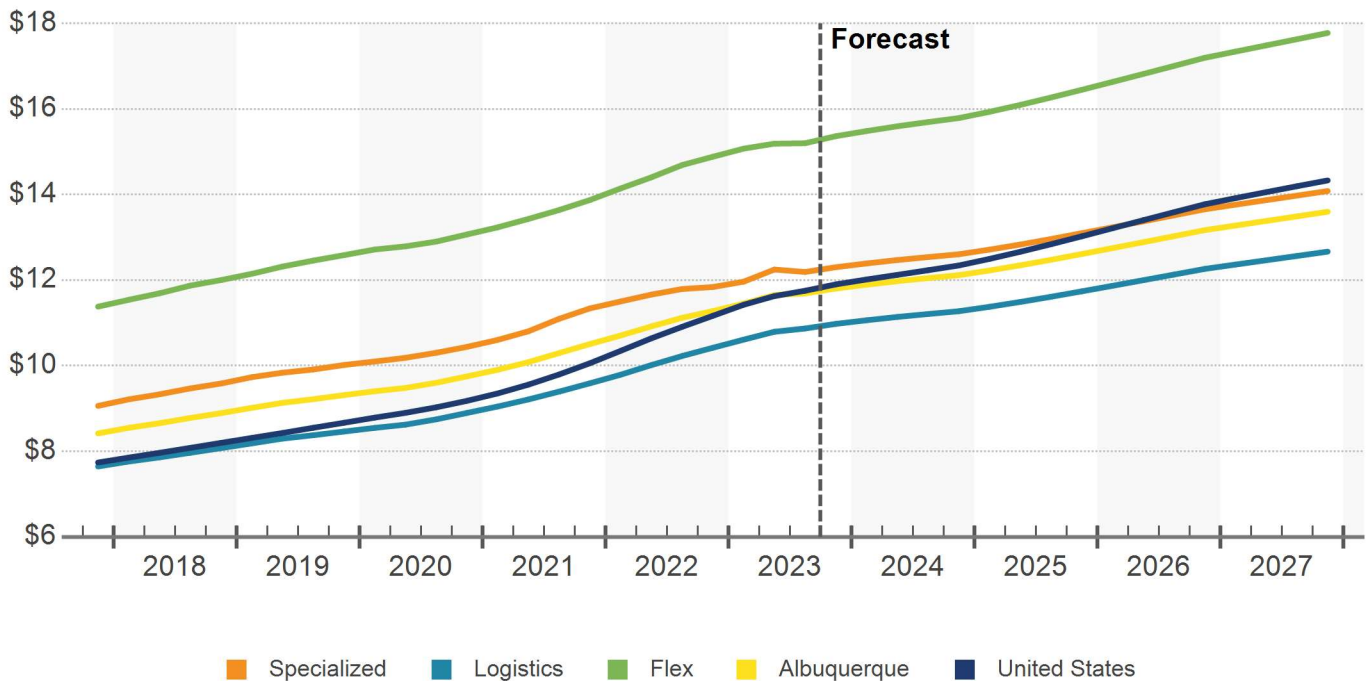
Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
3801 SE University Blvd	Airport	164,561	Q4 22	Jabil	-	-
3750 Prince St SE	South Valley	51,000	Q1 23	Rio Grande Service Cente...	-	CBRE
3750 Prince St SE	South Valley	45,259	Q2 23	-	-	CBRE
2540 Alamo Ave SE	Airport	33,084	Q1 23	KCNCS New Mexico	-	-
8440 Washington St NE	North I-25	27,160	Q3 23	-	-	Sycamore Associates L...
312-314 Industrial Ave NE	North Valley	21,450	Q3 23	Kiva Lighting	-	Berkshire Hathaway N...
8000 Bluewater Rd NW	West Mesa	17,090	Q1 23	-	-	Colliers New Mexico
6205 Pan American Fwy NE	North I-25	14,600	Q3 23	-	-	Johnson Commercial R...
2139 Columbia Dr SE	Airport	14,530	Q4 22	-	-	Colliers New Mexico
5840 Midway Park Blvd NE	North I-25	13,500	Q1 23	La-Z-Boy	NAI Sun Vista	Real Estate Advisors
4209 Balloon Park Rd NE	North I-25	9,931	Q1 23	-	-	Colliers New Mexico
6819 Cochiti SE	Southeast Heights	9,000	Q1 23	-	-	Colliers New Mexico
2415 Alamo Ave SE	Airport	8,997	Q2 23	S&M Relo	RESOLUT RE	RESOLUT RE
8436 Washington PI NE *	North I-25	8,459	Q2 23	TPL, Inc.	-	SVN   Walt Arnold Com...
300-302 Industrial Ave NE	North Valley	7,500	Q2 23	Cinder Cannabis	K2 Simply Real Estate	RESOLUT RE
3712 Commercial St NE	North Valley	7,486	Q4 22	-	-	NAI Sun Vista
14810 Central Ave SE *	Southeast Heights	7,446	Q1 23	RoofCARE	-	Real Estate Advisors
5901 Wilshire Ave	North I-25	7,200	Q3 23	-	-	NAI Sun Vista
4121 Edith Blvd NE	North Valley	6,578	Q3 23	eVOLV Strong LLC	-	Berkshire Hathaway N...
3321 Columbia Dr NE	North I-25	6,250	Q1 23	Penhall Company	SVN   Walt Arnold C...	NAI Sun Vista
811 Iron Ave SE	Downtown	6,000	Q1 23	J&E Utilities Services	RESOLUT RE	NAI Sun Vista
116 Industrial Ave NE	North Valley	6,000	Q1 23	Light Connections	-	RESOLUT RE
116 Industrial Ave NE	North Valley	6,000	Q2 23	Light Connections	-	RESOLUT RE
3800 Midway PI NE	North I-25	5,950	Q4 22	-	-	NAI Sun Vista
2910-A Girard Blvd NE	North I-25	5,042	Q3 23	-	-	NAI Sun Vista
10510 Research Rd SE	Southeast Heights	5,000	Q2 23	-	-	NAI Sun Vista
10510 Research Rd SE	Southeast Heights	5,000	Q2 23	-	-	NAI Sun Vista
1823 Commercial St NE	Downtown	4,961	Q1 23	MOC Central	-	RESOLUT RE
2611 Karsten Ct SE	South Valley	4,806	Q2 23	Western Partitions	-	RESOLUT RE
7008 2nd St NW	North Valley	3,600	Q2 23	-	R1 Commercial	RESOLUT RE
2804 Richmond Dr NE	North I-25	3,300	Q2 23	-	-	Johnson Commercial R...
4717 Lumber Ave NE	North I-25	3,030	Q1 23	-	-	NAI Sun Vista
2426 Washington St NE	Northeast Heights	2,986	Q4 22	ArmourTone Abuse Resis...	RESOLUT RE	NAI Sun Vista
5801 Mcleod Rd NE	Far Northeast Heights	2,942	Q2 23	Enchanted Roofing	RESOLUT RE	Allen Sigmon Real Esta...
2400-2452 Menaul Blvd *	North I-25	2,667	Q4 22	ABQ Interlock	-	RESOLUT RE
6201 Pan American West Fwy NE	North I-25	2,500	Q1 23	Desert Synergy	-	Johnson Commercial R...
1907 8th St NW	Downtown	2,469	Q3 23	-	-	Berkshire Hathaway N...
3520-3540 Pan American Fwy NE	North I-25	2,402	Q3 23	Lad Engineering LLC	RESOLUT RE	Base 5 Retail Partners
2620 4th St NW	North Valley	1,891	Q3 23	-	-	CBRE
6020 Midway Park Blvd NE	North I-25	1,646	Q4 22	All Traffic Data	RESOLUT RE	-

\*Renewal

### MARKET RENT GROWTH (YOY)

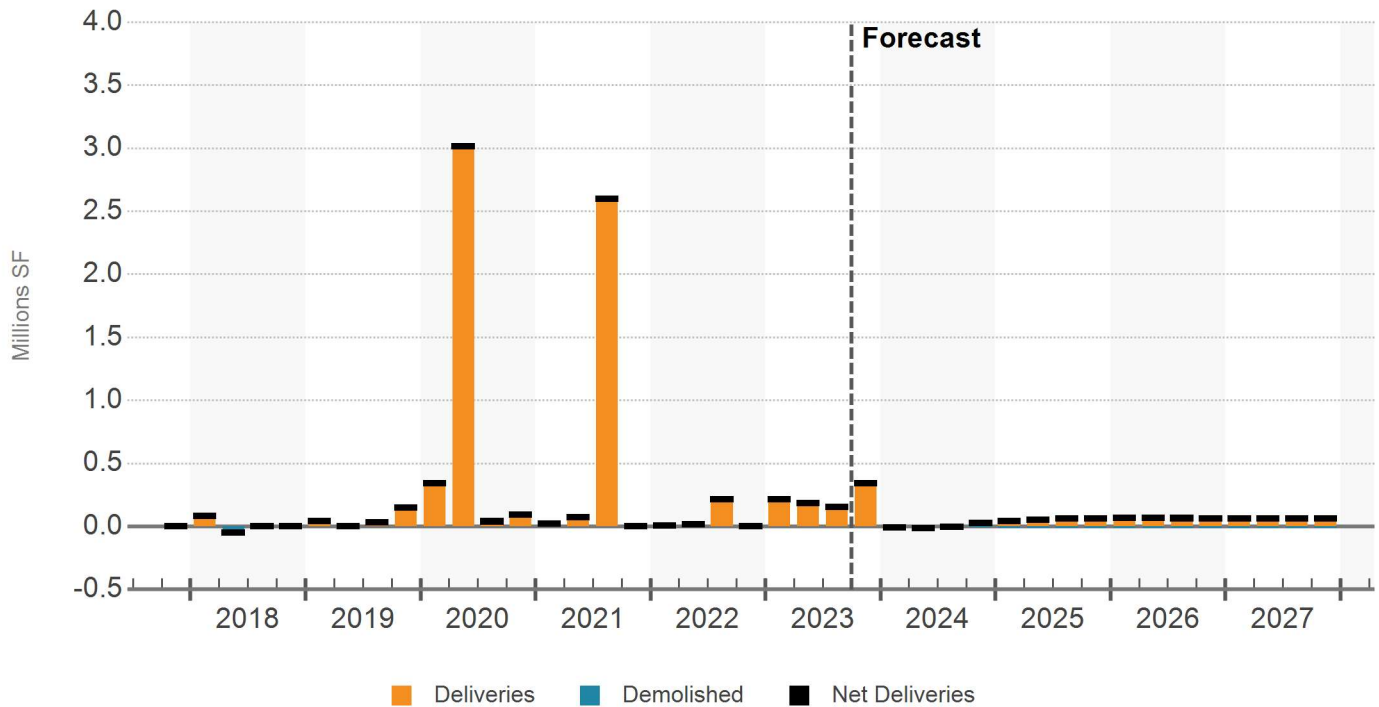


### MARKET RENT PER SQUARE FEET





### DELIVERIES & DEMOLITIONS



### SUBMARKET CONSTRUCTION

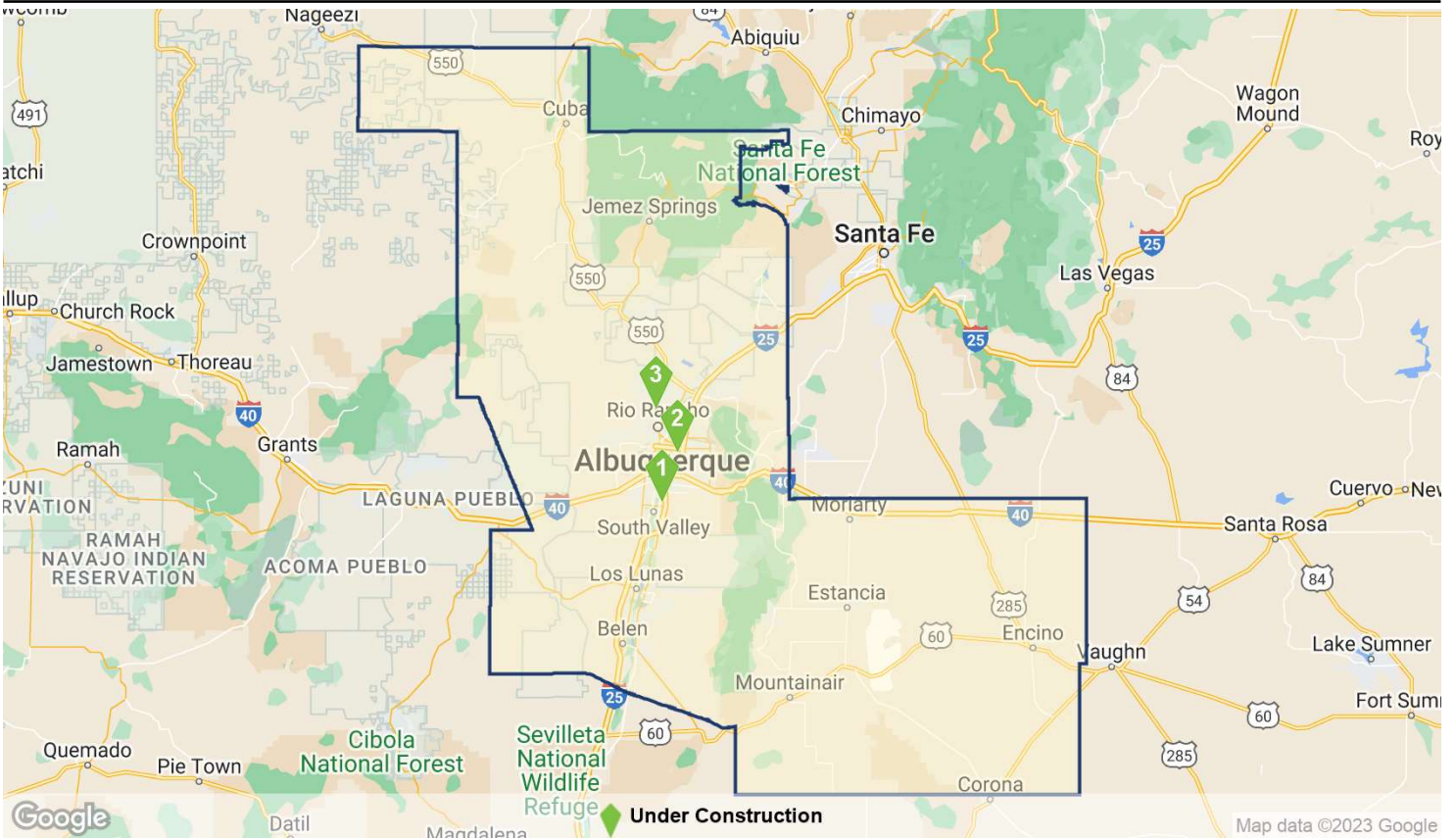
No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	South Valley	1	250	147	58.8%	2	16,726	250,000	1
2	North I-25	1	77	0	0%	3	19,630	76,574	2
3	Rio Rancho	1	16	16	100%	1	36,320	15,715	3
4	Airport	0	-	-	-	-	21,997	-	-
5	Cottonwood	0	-	-	-	-	15,693	-	-
6	Downtown	0	-	-	-	-	22,024	-	-
7	East Outlying	0	-	-	-	-	13,325	-	-
8	Far Northeast Heights	0	-	-	-	-	15,913	-	-
9	Kirtland AF Base	0	-	-	-	-	35,644	-	-
10	Los Lunas Corridor	0	-	-	-	-	25,427	-	-
	All Other	0	-	-	-	-	23,943	-	-
<b>Totals</b>		<b>3</b>	<b>342</b>	<b>163</b>	<b>47.6%</b>		<b>21,520</b>	<b>114,096</b>	

# Under Construction Properties

Albuquerque Industrial

Properties	Square Feet	Percent of Inventory	Released
<b>3</b>	<b>342,289</b>	<b>0.7%</b>	<b>47.6%</b>

## UNDER CONSTRUCTION PROPERTIES



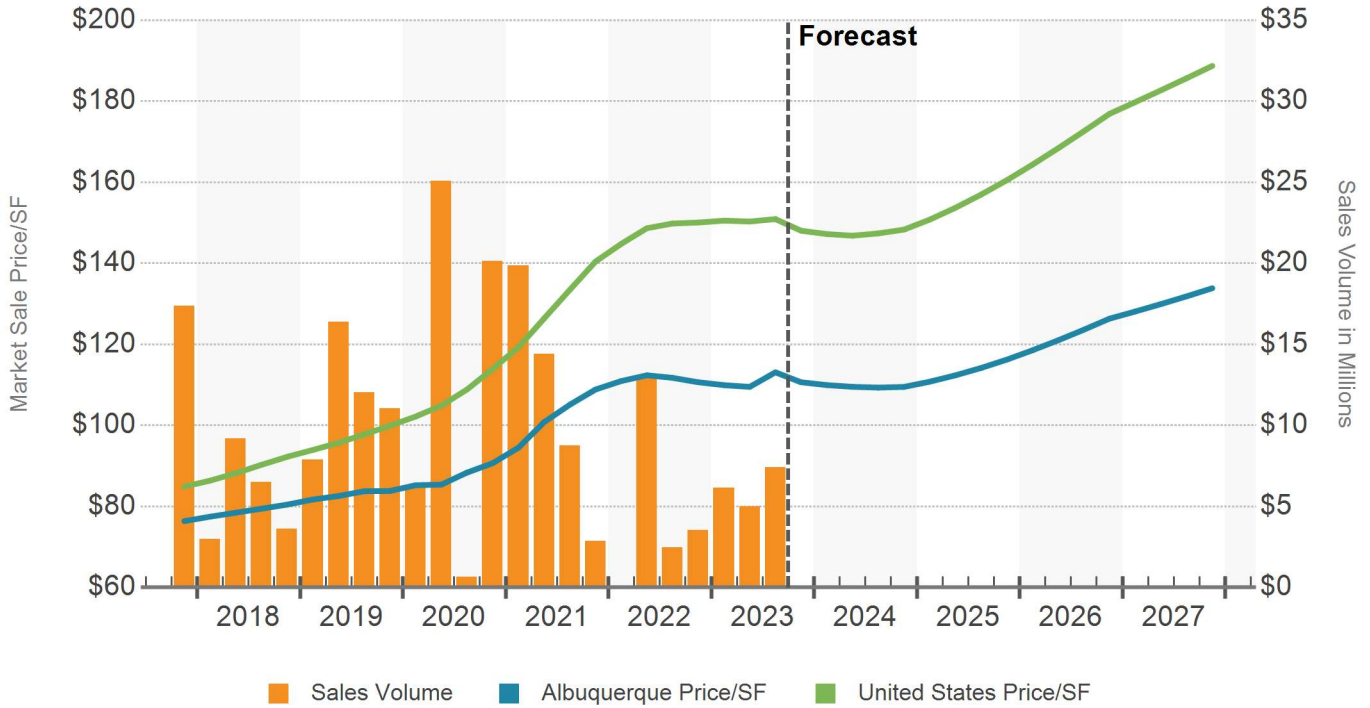
## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 <b>Bldg 2</b> 3750 Prince St SE	★ ★ ★ ★ ★	250,000	1	Dec 2022	Nov 2023	-
2 <b>4002 Ellison St NE</b>	★ ★ ★ ★ ★	76,574	1	Jan 2023	Nov 2023	-
3 <b>SEC Northern Boulevard &amp;</b>	★ ★ ★ ★ ★	15,715	1	Oct 2022	Nov 2023	-

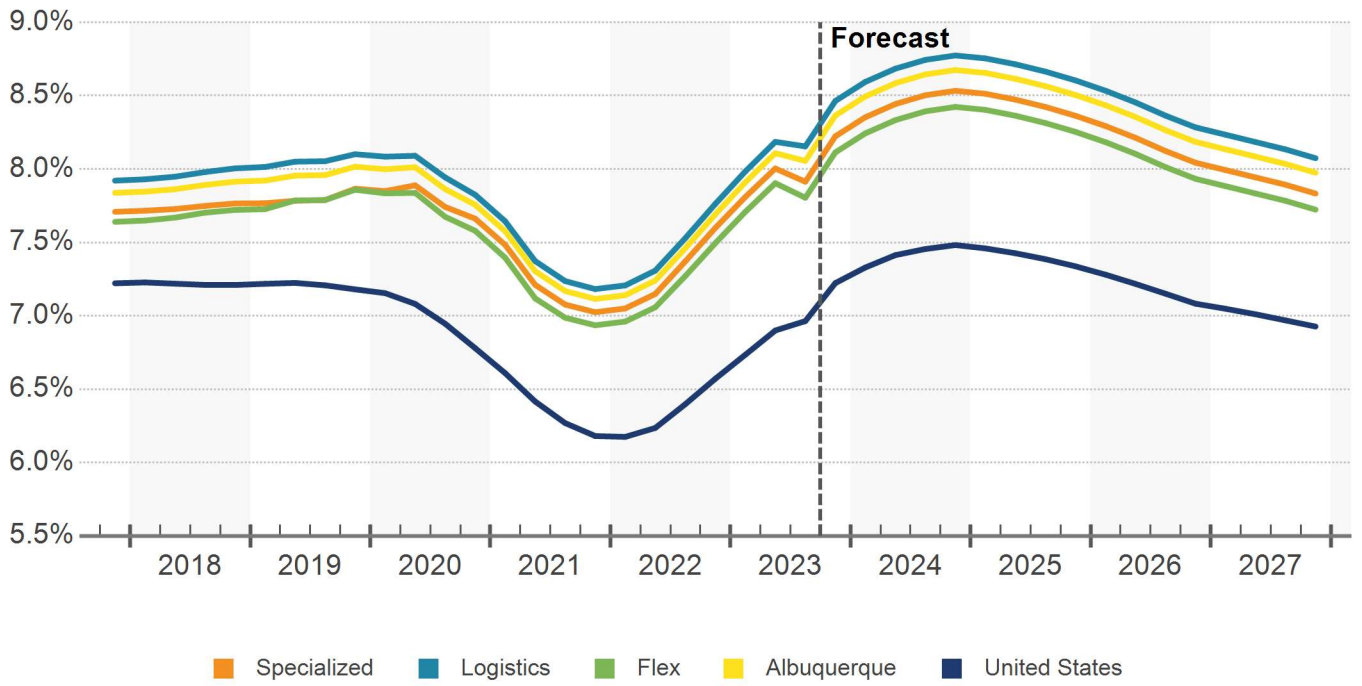
Albuquerque's industrial market recorded 120 transactions in the last 12 months, amounting to \$14.3 million. New Mexico's status as a non-disclosure state tends to cloud Albuquerque's investment picture. Based on CoStar research, this has not been a particularly liquid market this past decade, and it has been rare for more than 5% of inventory to trade in a given year.

Investors chasing rent growth in a structurally tight market have been behind some of the largest recent trades. For example, in September 2022, the 113,000-SF Rio Grande Distribution Center traded hands. The asset was 100% leased to tenants including Desert Premium Logistics.

### SALES VOLUME & MARKET SALE PRICE PER SF



### MARKET CAP RATE



# Sales Past 12 Months

Albuquerque Industrial

Sale Comparables

127

Avg. Cap Rate

5.5%

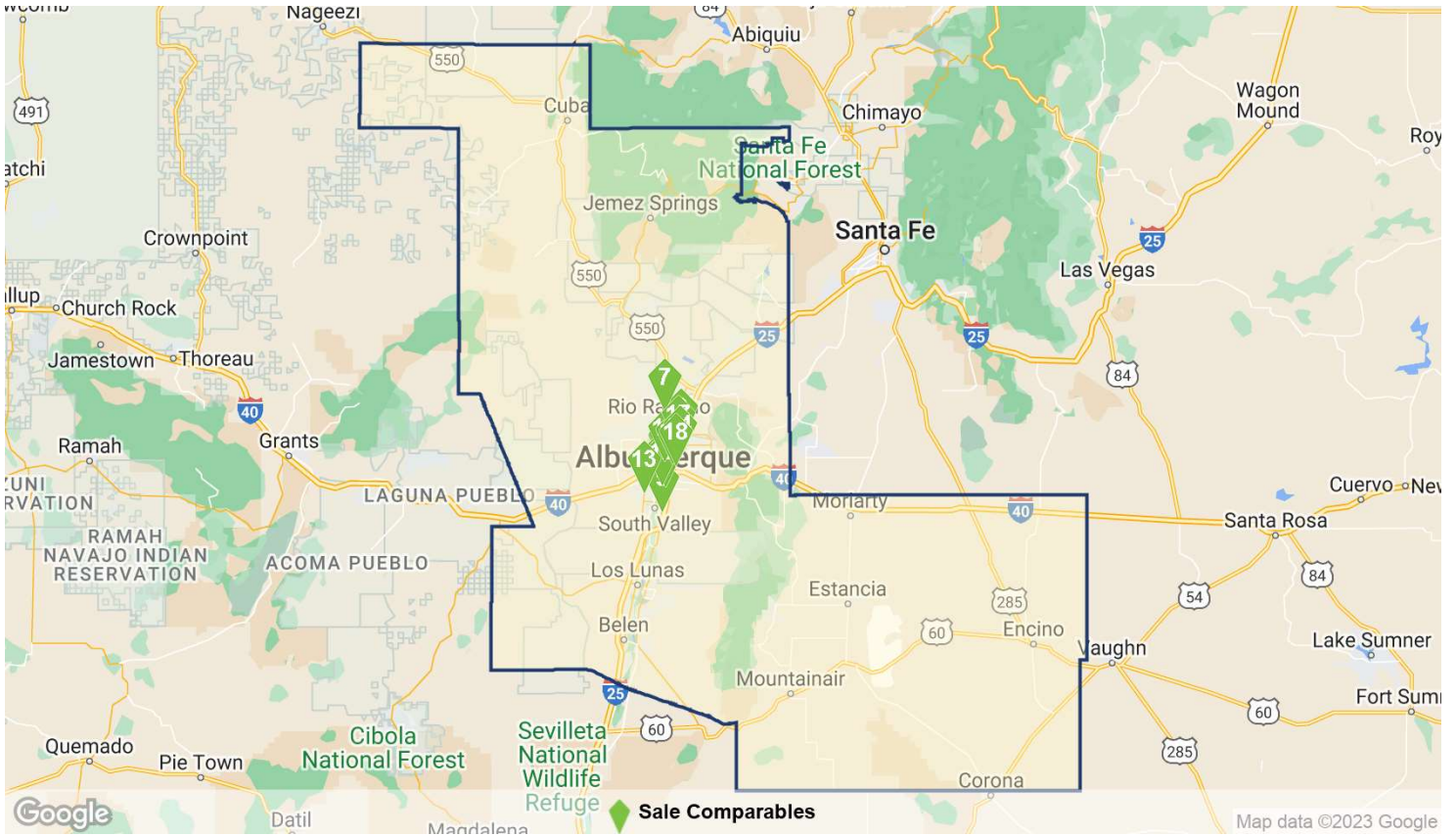
Avg. Price/SF

\$144

Avg. Vacancy At Sale

2.8%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$192,743	\$2,006,455	\$1,300,000	\$7,400,000
Price/SF	\$87	\$144	\$131	\$312
Cap Rate	5.0%	5.5%	5.7%	5.8%
Time Since Sale in Months	0.2	6.5	7.3	11.8
Property Attributes	Low	Average	Median	High
Building SF	1,000	20,246	9,695	524,104
Ceiling Height	10'	17'5"	16'	40'
Docks	0	0	0	10
Vacancy Rate At Sale	0%	2.8%	0%	100%
Year Built	1901	1982	1981	2018
Star Rating	★★★★★	★★★★★ 1.7	★★★★★	★★★★★

# Sales Past 12 Months

Albuquerque Industrial

## RECENT SIGNIFICANT SALES

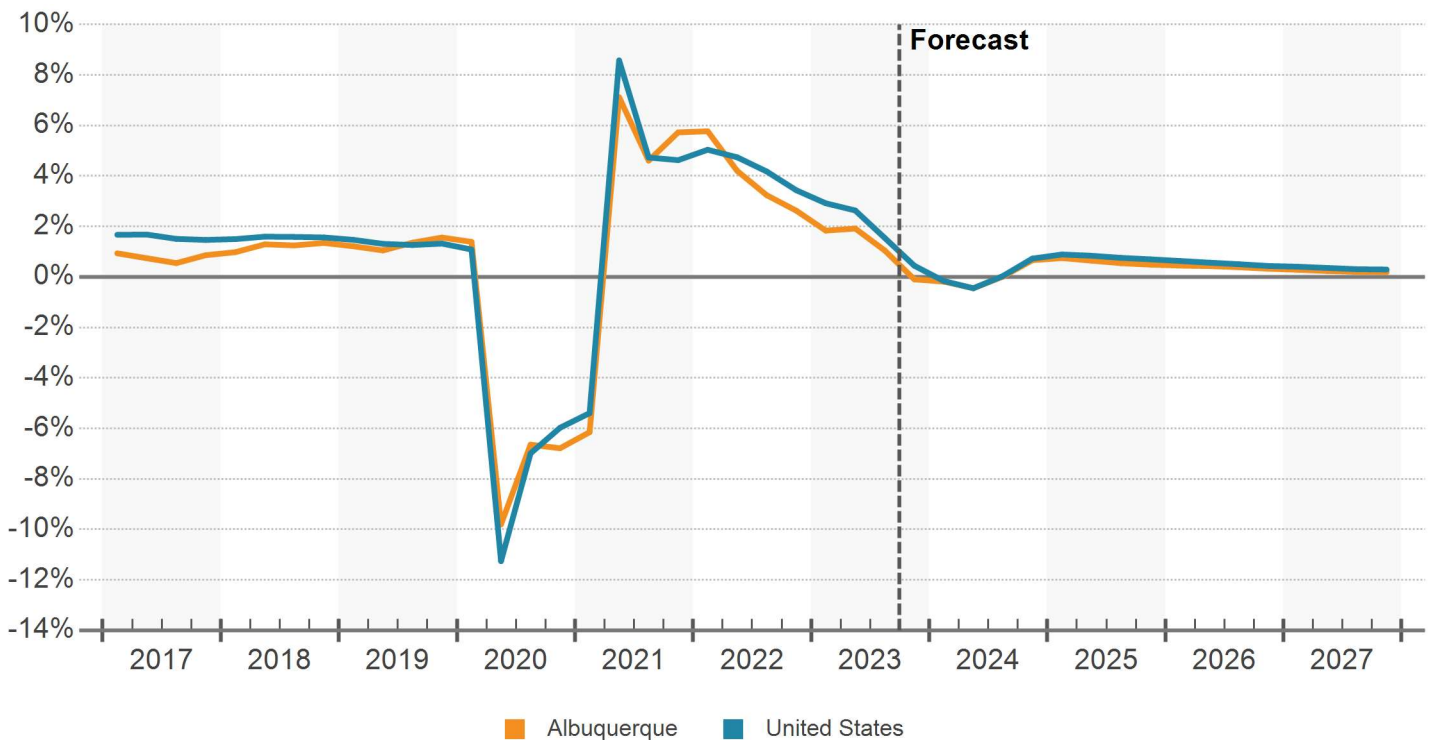
Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 1201-1221 S Renaissanc...	★★★★★	1994	44,234	0%	9/25/2023	\$7,400,000	\$167	-
2 8509-8519 Jefferson St	★★★★★	1999	21,600	44.4%	1/9/2023	\$3,000,000	\$139	-
3 Matheson Tri Gas 1916 2nd St NW	★★★★★	1972	17,085	0%	11/30/2022	\$2,240,000	\$131	5.8%
4 808 Gibson Blvd SE	★★★★★	1945	18,580	0%	6/30/2023	\$2,157,257	\$116	-
5 5724 Broadway Blvd	★★★★★	2003	5,933	0%	2/2/2023	\$1,850,000	\$312	-
6 300-302 Industrial Ave NE	★★★★★	1985	15,000	50.0%	3/7/2023	\$1,300,000	\$87	-
7 4600 Sundt Rd	★★★★★	1991	10,936	100%	12/15/2022	\$1,300,000	\$119	-
8 2407 Commercial St NE	★★★★★	1961	12,500	0%	5/5/2023	\$1,295,000	\$104	-
9 2514 Coors Blvd SW	★★★★★	1972	3,437	0%	6/6/2023	\$810,000	\$236	-
10 908 & 910 Commercial	★★★★★	1901	2,000	0%	4/12/2023	\$526,000	\$263	5.7%
11 808 Gibson Blvd SE	★★★★★	1945	1,660	0%	6/30/2023	\$192,743	\$116	-
12 2112 2nd St SW	★★★★★	2004	34,110	0%	2/23/2023	-	-	-
13 2515 Coors Blvd SW	★★★★★	1980	4,000	0%	2/23/2023	-	-	-
14 4701 Jefferson St NE	★★★★★	-	8,520	0%	2/21/2023	-	-	-
15 4200 4th St NW	★★★★★	1946	5,847	0%	2/16/2023	-	-	-
16 2323 Aztec Rd NE	★★★★★	1973	15,700	0%	2/16/2023	-	-	-
17 3725 Hawkins St NE	★★★★★	1975	9,540	0%	2/15/2023	-	-	-
14 4701 Jefferson St NE	★★★★★	-	8,520	0%	2/15/2023	-	-	-
14 4701 Jefferson St NE	★★★★★	-	8,520	0%	2/15/2023	-	-	-
18 3320-3330 Candelaria Rd...	★★★★★	-	12,500	0%	2/9/2023	-	-	-

### 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	-0.23%	0.25%	-0.08%	0.73%	0.17%	0.08%
Trade, Transportation and Utilities	68	0.9	-1.19%	0.27%	0.69%	1.12%	-0.27%	0.11%
Retail Trade	42	1.0	-1.12%	0.17%	0.06%	0.28%	-0.22%	0.11%
Financial Activities	20	0.9	0.31%	0.42%	1.32%	1.42%	-0.03%	0.14%
Government	78	1.3	0.72%	1.31%	-0.40%	0.31%	0.40%	0.44%
Natural Resources, Mining and Construction	26	1.2	1.06%	1.64%	2.81%	2.38%	-0.09%	0.24%
Education and Health Services	68	1.0	1.09%	2.65%	1.68%	1.77%	0.81%	0.70%
Professional and Business Services	66	1.1	1.13%	1.14%	1.49%	2.07%	0.03%	0.38%
Information	6	0.7	-3.28%	-1.57%	-3.04%	1.23%	0.16%	0.30%
Leisure and Hospitality	45	1.0	5.13%	4.11%	1.24%	1.51%	0.85%	0.89%
Other Services	12	0.8	1.87%	1.77%	0.23%	0.61%	0.16%	0.30%
<b>Total Employment</b>	<b>407</b>	<b>1.0</b>	<b>0.93%</b>	<b>1.43%</b>	<b>0.85%</b>	<b>1.31%</b>	<b>0.28%</b>	<b>0.40%</b>

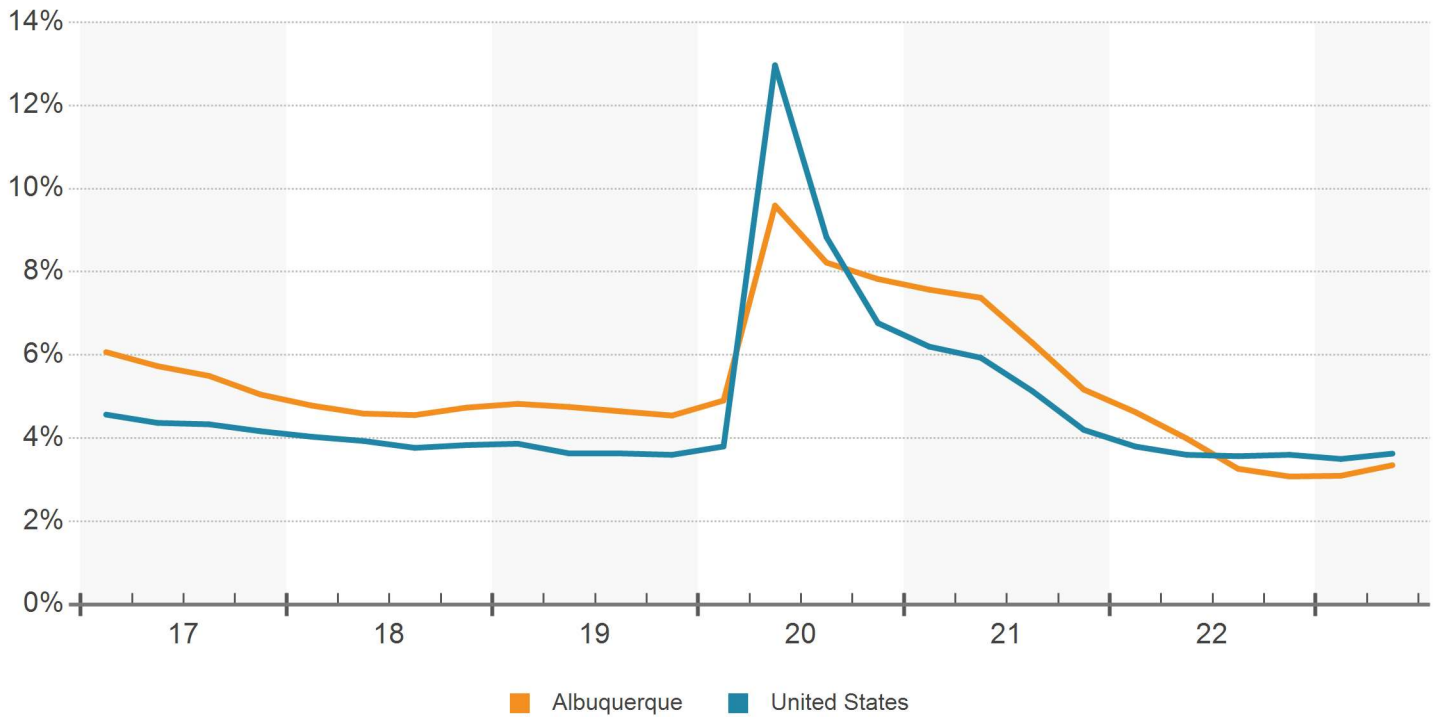
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

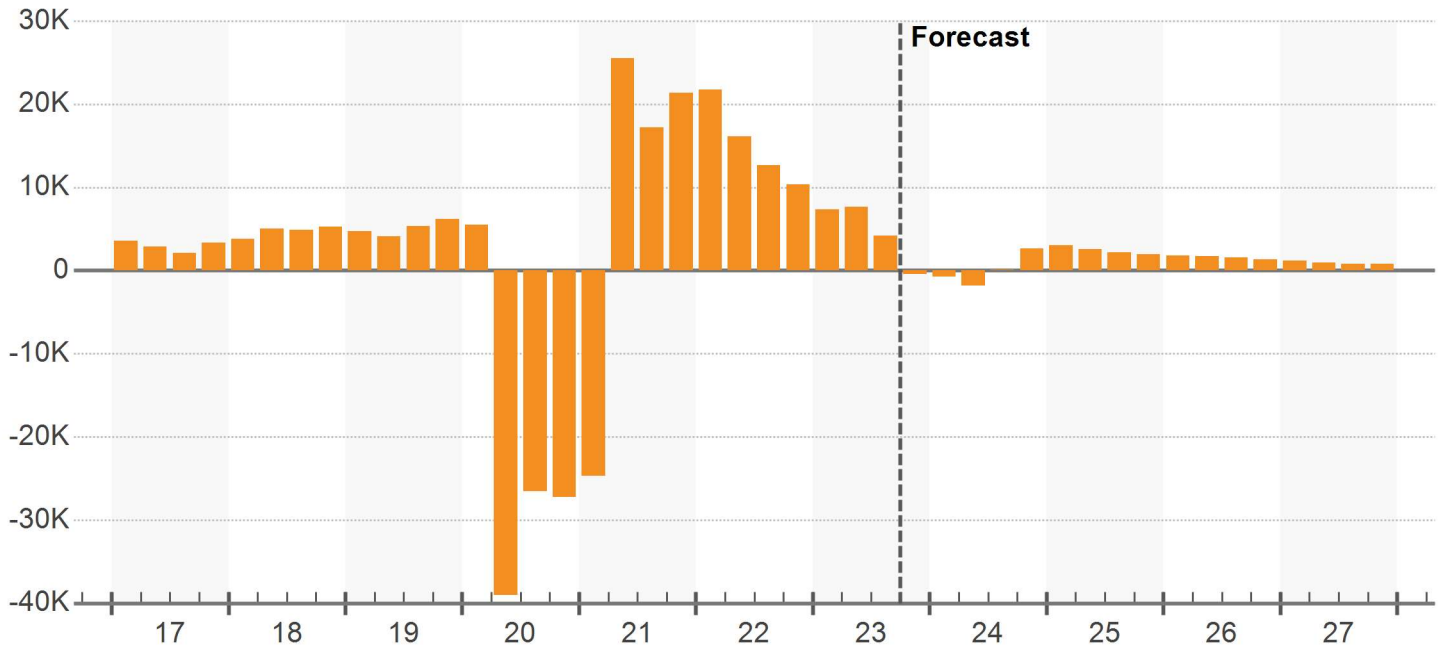


Source: Oxford Economics

### UNEMPLOYMENT RATE (%)

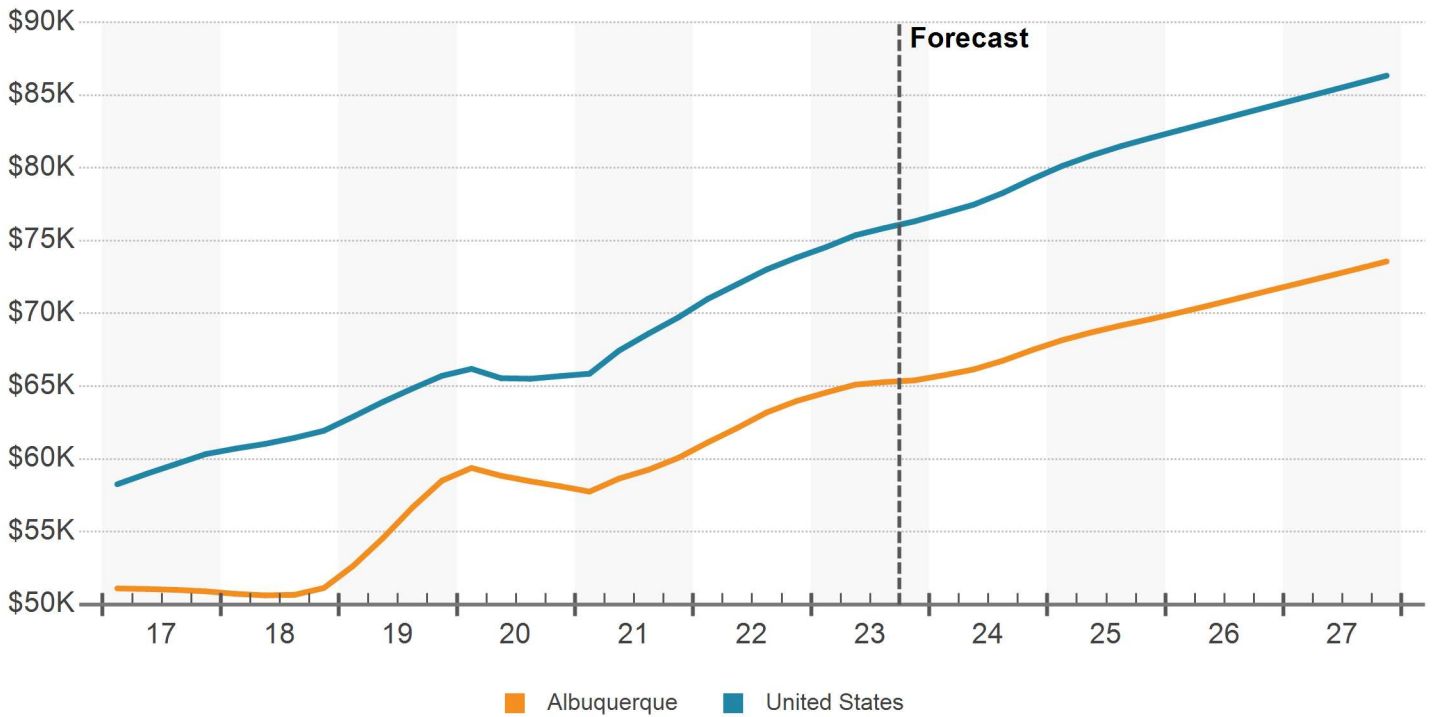


### NET EMPLOYMENT CHANGE (YOY)

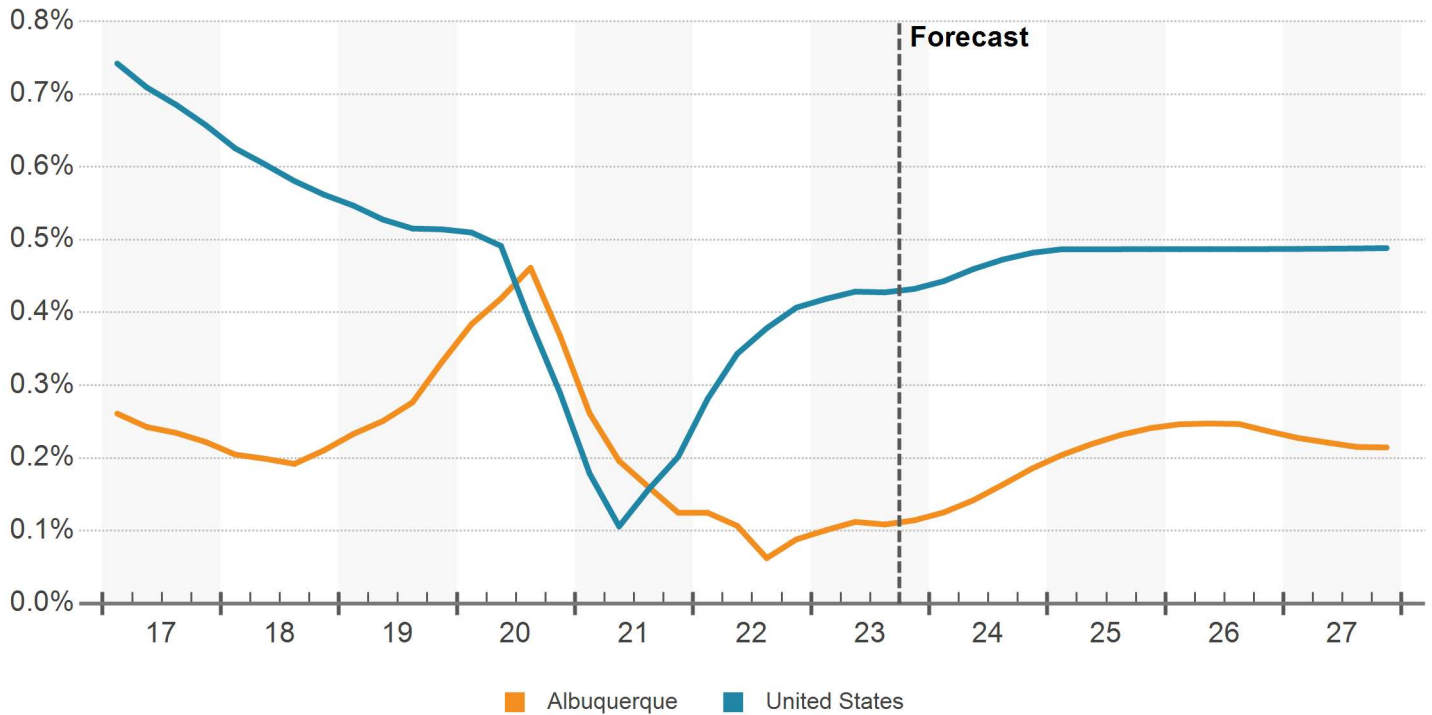




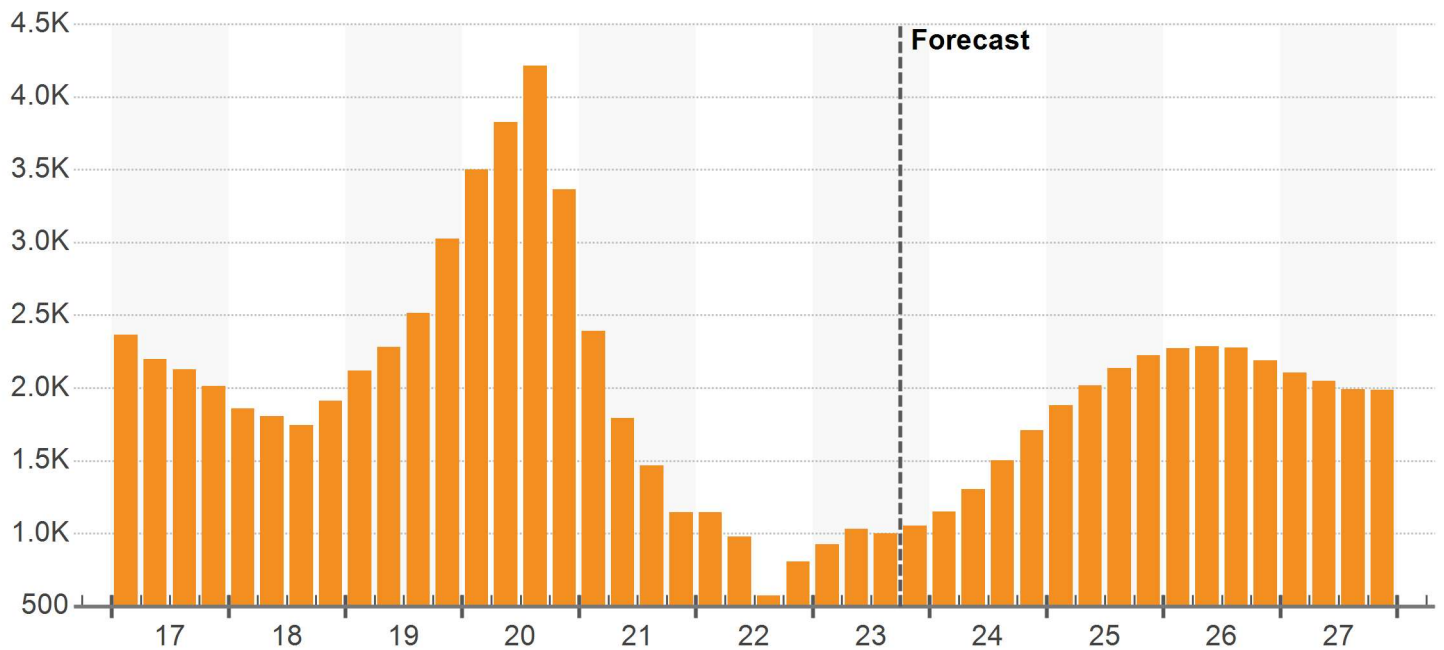
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

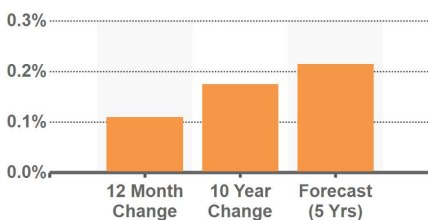


### DEMOGRAPHIC TRENDS

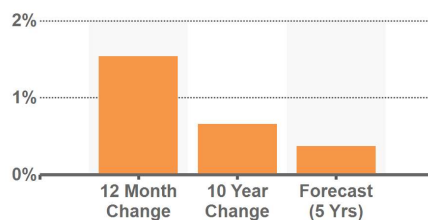
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	920,613	334,765,625	0.1%	0.4%	0.2%	0.5%	0.2%	0.5%
Households	381,625	130,012,273	0.3%	0.6%	1.1%	0.9%	0.3%	0.6%
Median Household Income	\$65,296	\$75,912	3.2%	3.8%	3.1%	3.8%	2.9%	3.0%
Labor Force	445,982	165,938,297	1.5%	0.9%	0.7%	0.6%	0.4%	0.4%
Unemployment	3.3%	3.6%	0.1%	0.1%	-0.3%	-0.4%	-	-

Source: Oxford Economics

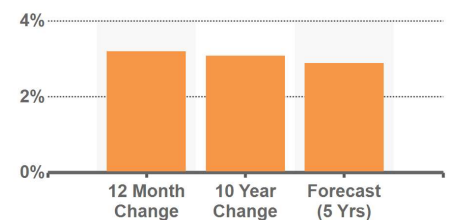
### POPULATION GROWTH



### LABOR FORCE GROWTH



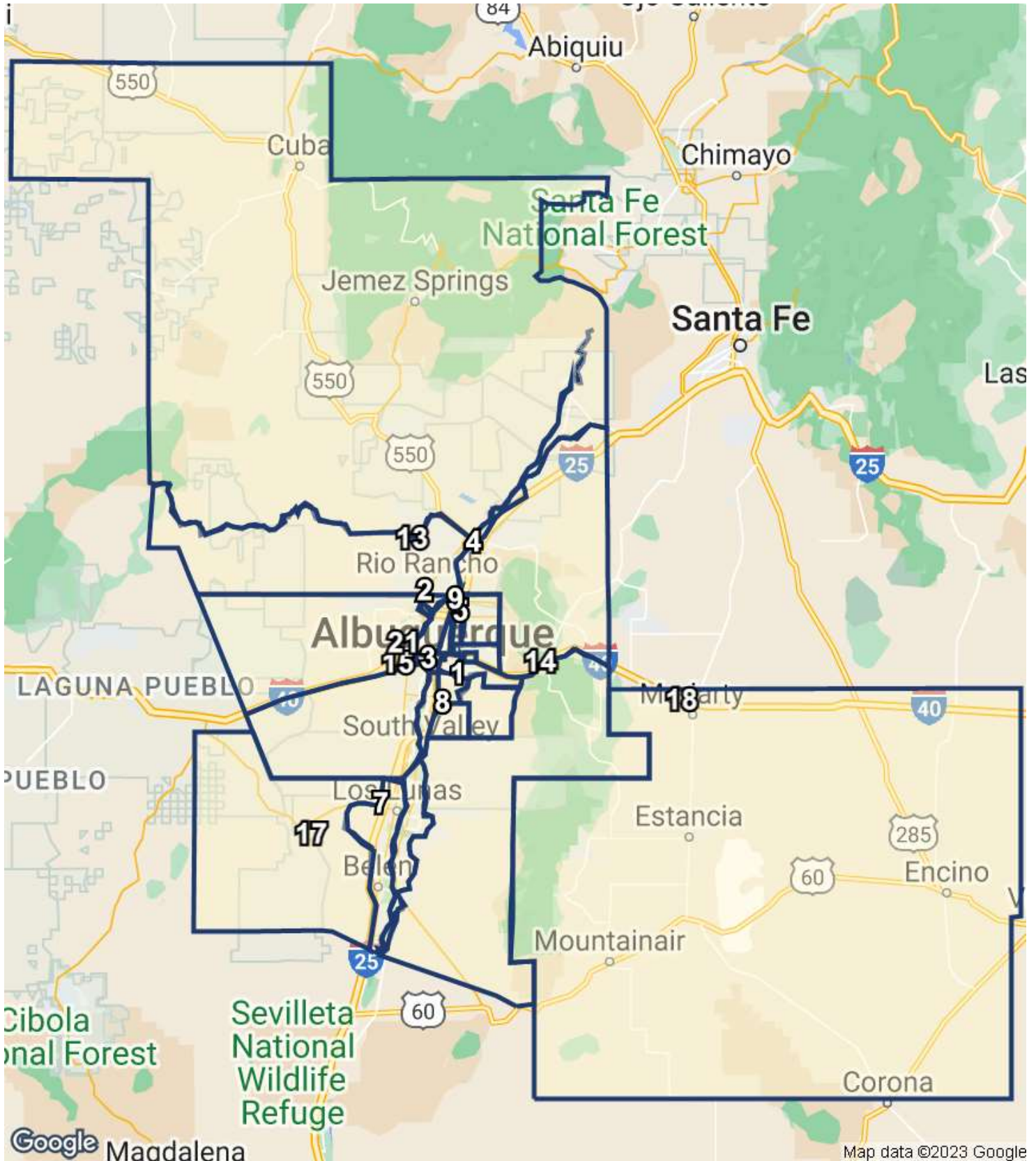
### INCOME GROWTH



Source: Oxford Economics

# Submarkets

## ALBUQUERQUE SUBMARKETS



# Submarkets

Albuquerque Industrial

## 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	55	1,210	2.0%	10	0	0	0%	-	0	-	-	-
2	Cottonwood	10	157	0.3%	18	0	0	0%	-	0	-	-	-
3	Downtown	235	5,176	8.8%	3	1	150	2.9%	2	0	-	-	-
4	East Outlying	59	786	1.3%	11	0	0	0%	-	0	-	-	-
5	Far Northeast Heights	27	430	0.7%	14	0	0	0%	-	0	-	-	-
6	Kirtland AF Base	4	143	0.2%	19	0	0	0%	-	0	-	-	-
7	Los Lunas Corridor	88	2,238	3.8%	9	0	0	0%	-	0	-	-	-
8	Mesa Del Sol	4	308	0.5%	17	1	34	11.0%	4	0	-	-	-
9	North I-25	1,051	20,631	34.9%	1	1	62	0.3%	3	1	77	0.4%	2
10	North Outlying	4	10	0%	20	0	0	0%	-	0	-	-	-
11	North Valley	298	3,846	6.5%	6	0	0	0%	-	0	-	-	-
12	Northeast Heights	53	571	1.0%	13	0	0	0%	-	0	-	-	-
13	Rio Rancho	108	3,923	6.6%	5	0	0	0%	-	1	16	0.4%	3
14	SE Outlying	12	629	1.1%	12	0	0	0%	-	0	-	-	-
15	South Valley	298	4,984	8.4%	4	0	0	0%	-	1	250	5.0%	1
16	Southeast Heights	279	2,520	4.3%	8	0	0	0%	-	0	-	-	-
17	SW Outlying	3	2,928	5.0%	7	0	0	0%	-	0	-	-	-
18	Torrance County	37	397	0.7%	15	0	0	0%	-	0	-	-	-
19	University	29	396	0.7%	16	0	0	0%	-	0	-	-	-
20	Uptown	-	-	0%	-	0	0	-	-	0	-	-	-
21	West Mesa	92	7,812	13.2%	2	2	301	3.9%	1	0	-	-	-

### SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport	\$9.65	18	4.2%	13	0.7%	6
2	Cottonwood	\$14.44	3	3.6%	14	2.4%	2
3	Downtown	\$9.17	20	5.8%	4	-0.4%	18
4	East Outlying	\$11.62	7	4.3%	12	0.1%	14
5	Far Northeast Heights	\$12.83	6	3.4%	15	1.0%	4
6	Kirtland AF Base	\$14.26	4	3.2%	18	0.5%	7
7	Los Lunas Corridor	\$9.61	19	-1.3%	20	0.2%	11
8	Mesa Del Sol	\$10.77	14	4.7%	8	0%	-
9	North I-25	\$13.44	5	4.9%	7	0.4%	10
10	North Outlying	\$14.63	1	3.1%	19	2.5%	1
11	North Valley	\$10.93	11	4.4%	10	0.5%	8
12	Northeast Heights	\$11.36	8	3.2%	17	1.5%	3
13	Rio Rancho	\$10.69	15	5.1%	6	0.2%	12
14	SE Outlying	\$11.32	9	5.8%	3	0.1%	15
15	South Valley	\$10.09	17	5.6%	5	-0.1%	16
16	Southeast Heights	\$10.81	12	4.6%	9	0.7%	5
17	SW Outlying	\$14.61	2	3.4%	16	0%	-
18	Torrance County	\$10.32	16	6.0%	2	0.1%	13
19	University	\$11.03	10	4.3%	11	0.4%	9
20	Uptown	-	-	-	-	-	-
21	West Mesa	\$10.79	13	7.9%	1	-0.3%	17

### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport	106,768	8.8%	10	(92,085)	-7.6%	21	-
2	Cottonwood	-	-	-	0	0%	-	-
3	Downtown	6,750	0.1%	1	149,368	2.9%	4	1.0
4	East Outlying	-	-	-	880	0.1%	9	-
5	Far Northeast Heights	-	-	-	6,496	1.5%	7	-
6	Kirtland AF Base	-	-	-	0	0%	-	-
7	Los Lunas Corridor	595,530	26.6%	11	5,197	0.2%	8	-
8	Mesa Del Sol	-	-	-	34,000	11.0%	6	1.0
9	North I-25	225,620	1.1%	6	398,113	1.9%	1	0.2
10	North Outlying	-	-	-	0	0%	-	-
11	North Valley	63,244	1.6%	9	(54,291)	-1.4%	20	-
12	Northeast Heights	960	0.2%	3	(692)	-0.1%	16	-
13	Rio Rancho	6,130	0.2%	2	59,473	1.5%	5	-
14	SE Outlying	-	-	-	165,000	26.2%	3	-
15	South Valley	71,330	1.4%	8	(23,480)	-0.5%	19	-
16	Southeast Heights	24,020	1.0%	5	(2,352)	-0.1%	17	-
17	SW Outlying	-	-	-	0	0%	-	-
18	Torrance County	5,000	1.3%	7	(5,000)	-1.3%	18	-
19	University	-	-	-	0	0%	-	-
20	Uptown	-	-	-	0	-	-	-
21	West Mesa	45,053	0.6%	4	257,767	3.3%	2	1.2

# Supply & Demand Trends

Albuquerque Industrial

## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	60,094,151	247,384	0.4%	44,632	0.1%	5.5
2026	59,846,767	253,953	0.4%	78,838	0.1%	3.2
2025	59,592,814	214,035	0.4%	(77,508)	-0.1%	-
2024	59,378,779	(4,627)	0%	(353,644)	-0.6%	-
2023	59,383,406	889,549	1.5%	1,044,586	1.8%	0.9
YTD	59,041,117	547,260	0.9%	1,027,429	1.7%	0.5
2022	58,493,857	232,703	0.4%	(310,710)	-0.5%	-
2021	58,261,154	2,684,017	4.8%	3,296,451	5.7%	0.8
2020	55,577,137	3,480,716	6.7%	3,367,560	6.1%	1.0
2019	52,096,421	225,030	0.4%	147,499	0.3%	1.5
2018	51,871,391	27,132	0.1%	137,043	0.3%	0.2
2017	51,844,259	24,361	0%	326,603	0.6%	0.1
2016	51,819,898	48,085	0.1%	581,418	1.1%	0.1
2015	51,771,813	313,224	0.6%	1,210,225	2.3%	0.3
2014	51,458,589	201,250	0.4%	406,782	0.8%	0.5
2013	51,257,339	180,779	0.4%	867,611	1.7%	0.2
2012	51,076,560	9,167	0%	(245,076)	-0.5%	-
2011	51,067,393	(418,981)	-0.8%	(31,419)	-0.1%	-

## SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	14,293,601	(13,591)	-0.1%	(55,042)	-0.4%	-
2026	14,307,192	(13,326)	-0.1%	(44,371)	-0.3%	-
2025	14,320,518	(13,116)	-0.1%	(75,633)	-0.5%	-
2024	14,333,634	(12,676)	-0.1%	(122,212)	-0.9%	-
2023	14,346,310	0	0%	651,321	4.5%	0
YTD	14,346,310	0	0%	682,536	4.8%	0
2022	14,346,310	(3,700)	0%	(714,445)	-5.0%	-
2021	14,350,010	0	0%	190,740	1.3%	0
2020	14,350,010	114,872	0.8%	67,378	0.5%	1.7
2019	14,235,138	0	0%	(413,915)	-2.9%	-
2018	14,235,138	0	0%	22,492	0.2%	0
2017	14,235,138	0	0%	217,986	1.5%	0
2016	14,235,138	(4,425)	0%	(11,436)	-0.1%	-
2015	14,239,563	100,000	0.7%	276,395	1.9%	0.4
2014	14,139,563	45,750	0.3%	31,329	0.2%	1.5
2013	14,093,813	25,512	0.2%	29,146	0.2%	0.9
2012	14,068,301	0	0%	(98,532)	-0.7%	-
2011	14,068,301	(453,570)	-3.1%	(17,987)	-0.1%	-

# Supply & Demand Trends

Albuquerque Industrial

## LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	38,989,260	254,032	0.7%	117,642	0.3%	2.2
2026	38,735,228	259,987	0.7%	136,495	0.4%	1.9
2025	38,475,241	221,476	0.6%	31,092	0.1%	7.1
2024	38,253,765	11,391	0%	(168,577)	-0.4%	-
2023	38,242,374	827,511	2.2%	302,062	0.8%	2.7
YTD	37,900,085	485,222	1.3%	257,721	0.7%	1.9
2022	37,414,863	236,403	0.6%	354,185	0.9%	0.7
2021	37,178,460	2,684,017	7.8%	3,019,666	8.1%	0.9
2020	34,494,443	565,844	1.7%	516,419	1.5%	1.1
2019	33,928,599	225,030	0.7%	400,280	1.2%	0.6
2018	33,703,569	27,132	0.1%	98,924	0.3%	0.3
2017	33,676,437	24,361	0.1%	156,683	0.5%	0.2
2016	33,652,076	52,510	0.2%	501,754	1.5%	0.1
2015	33,599,566	210,026	0.6%	926,566	2.8%	0.2
2014	33,389,540	155,500	0.5%	333,139	1.0%	0.5
2013	33,234,040	164,516	0.5%	712,188	2.1%	0.2
2012	33,069,524	9,167	0%	(153,095)	-0.5%	-
2011	33,060,357	34,589	0.1%	(73,086)	-0.2%	-

## FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	6,811,290	6,943	0.1%	(17,968)	-0.3%	-
2026	6,804,347	7,292	0.1%	(13,286)	-0.2%	-
2025	6,797,055	5,675	0.1%	(32,967)	-0.5%	-
2024	6,791,380	(3,342)	0%	(62,855)	-0.9%	-
2023	6,794,722	62,038	0.9%	91,203	1.3%	0.7
YTD	6,794,722	62,038	0.9%	87,172	1.3%	0.7
2022	6,732,684	0	0%	49,550	0.7%	0
2021	6,732,684	0	0%	86,045	1.3%	0
2020	6,732,684	2,800,000	71.2%	2,783,763	41.3%	1.0
2019	3,932,684	0	0%	161,134	4.1%	0
2018	3,932,684	0	0%	15,627	0.4%	0
2017	3,932,684	0	0%	(48,066)	-1.2%	-
2016	3,932,684	0	0%	91,100	2.3%	0
2015	3,932,684	3,198	0.1%	7,264	0.2%	0.4
2014	3,929,486	0	0%	42,314	1.1%	0
2013	3,929,486	(9,249)	-0.2%	126,277	3.2%	-
2012	3,938,735	0	0%	6,551	0.2%	0
2011	3,938,735	0	0%	59,654	1.5%	0



### OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$13.59	196	3.3%	20.6%	2,501,264	4.2%	0.3%
2026	\$13.16	189	4.4%	16.8%	2,295,273	3.8%	0.3%
2025	\$12.60	181	4.1%	11.8%	2,116,727	3.6%	0.5%
2024	\$12.11	174	2.6%	7.4%	1,820,956	3.1%	0.6%
2023	\$11.80	170	4.7%	4.7%	1,468,337	2.5%	-0.3%
YTD	\$11.68	168	5.0%	3.7%	1,143,205	1.9%	-0.8%
2022	\$11.27	162	7.3%	0%	1,623,374	2.8%	0.9%
2021	\$10.50	151	7.8%	-6.8%	1,079,961	1.9%	-1.2%
2020	\$9.75	140	4.7%	-13.5%	1,692,395	3.0%	0%
2019	\$9.31	134	4.7%	-17.4%	1,579,239	3.0%	0.1%
2018	\$8.89	128	5.6%	-21.2%	1,508,408	2.9%	-0.2%
2017	\$8.41	121	5.2%	-25.3%	1,618,319	3.1%	-0.6%
2016	\$8	115	3.8%	-29.0%	1,920,315	3.7%	-1.0%
2015	\$7.71	111	4.0%	-31.6%	2,453,648	4.7%	-1.8%
2014	\$7.41	107	4.9%	-34.3%	3,350,649	6.5%	-0.4%
2013	\$7.07	102	3.3%	-37.3%	3,556,181	6.9%	-1.4%
2012	\$6.84	98	2.2%	-39.3%	4,243,013	8.3%	0.5%
2011	\$6.69	96	0.8%	-40.6%	3,988,699	7.8%	-0.7%

### SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$14.08	194	3.1%	18.9%	944,582	6.6%	0.3%
2026	\$13.65	188	4.3%	15.3%	901,800	6.3%	0.2%
2025	\$13.10	181	3.9%	10.6%	869,311	6.1%	0.5%
2024	\$12.60	174	2.5%	6.5%	805,377	5.6%	0.8%
2023	\$12.30	170	3.9%	3.9%	694,745	4.8%	-4.5%
YTD	\$12.19	168	3.3%	3.0%	663,530	4.6%	-4.8%
2022	\$11.84	163	4.4%	0%	1,346,066	9.4%	5.0%
2021	\$11.34	156	8.6%	-4.2%	635,321	4.4%	-1.3%
2020	\$10.44	144	4.2%	-11.8%	826,061	5.8%	0.3%
2019	\$10.02	138	4.5%	-15.4%	778,567	5.5%	2.9%
2018	\$9.58	132	5.8%	-19.0%	364,652	2.6%	-0.2%
2017	\$9.06	125	5.1%	-23.5%	387,144	2.7%	-1.5%
2016	\$8.63	119	4.2%	-27.1%	605,130	4.3%	0.1%
2015	\$8.28	114	3.9%	-30.0%	598,119	4.2%	-1.3%
2014	\$7.97	110	5.4%	-32.6%	774,514	5.5%	0.1%
2013	\$7.56	104	3.4%	-36.1%	760,093	5.4%	0%
2012	\$7.31	101	2.5%	-38.2%	763,727	5.4%	0.7%
2011	\$7.14	98	1.3%	-39.7%	665,124	4.7%	-2.9%

### LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$12.67	201	3.3%	21.6%	1,360,357	3.5%	0.3%
2026	\$12.26	195	4.5%	17.7%	1,222,015	3.2%	0.3%
2025	\$11.74	187	4.1%	12.7%	1,096,503	2.8%	0.5%
2024	\$11.27	179	2.7%	8.2%	903,319	2.4%	0.5%
2023	\$10.98	175	5.4%	5.4%	721,103	1.9%	1.4%
YTD	\$10.87	173	6.1%	4.3%	423,155	1.1%	0.6%
2022	\$10.42	166	8.6%	0%	195,654	0.5%	-0.3%
2021	\$9.59	152	7.8%	-8.0%	313,436	0.8%	-1.0%
2020	\$8.90	141	5.1%	-14.6%	649,085	1.9%	0.1%
2019	\$8.46	135	4.8%	-18.8%	599,660	1.8%	-0.6%
2018	\$8.07	128	5.6%	-22.5%	781,610	2.3%	-0.2%
2017	\$7.65	122	5.5%	-26.6%	853,402	2.5%	-0.4%
2016	\$7.24	115	3.5%	-30.5%	985,478	2.9%	-1.3%
2015	\$7	111	4.1%	-32.8%	1,434,722	4.3%	-2.2%
2014	\$6.72	107	5.0%	-35.5%	2,151,262	6.4%	-0.6%
2013	\$6.40	102	3.9%	-38.6%	2,328,901	7.0%	-1.7%
2012	\$6.16	98	2.5%	-40.9%	2,876,573	8.7%	0.5%
2011	\$6.01	96	0.7%	-42.3%	2,714,311	8.2%	0.3%

### FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$17.77	177	3.4%	19.4%	196,325	2.9%	0.4%
2026	\$17.19	172	4.5%	15.5%	171,458	2.5%	0.3%
2025	\$16.45	164	4.2%	10.5%	150,913	2.2%	0.6%
2024	\$15.79	158	2.8%	6.1%	112,260	1.7%	0.9%
2023	\$15.36	153	3.2%	3.2%	52,489	0.8%	-0.4%
YTD	\$15.20	152	3.4%	2.2%	56,520	0.8%	-0.4%
2022	\$14.88	149	7.3%	0%	81,654	1.2%	-0.7%
2021	\$13.87	138	6.2%	-6.8%	131,204	1.9%	-1.3%
2020	\$13.07	130	3.8%	-12.2%	217,249	3.2%	-1.9%
2019	\$12.58	126	4.8%	-15.4%	201,012	5.1%	-4.1%
2018	\$12	120	5.5%	-19.4%	362,146	9.2%	-0.4%
2017	\$11.38	114	4.0%	-23.5%	377,773	9.6%	1.2%
2016	\$10.94	109	4.2%	-26.5%	329,707	8.4%	-2.3%
2015	\$10.50	105	4.1%	-29.4%	420,807	10.7%	-0.1%
2014	\$10.09	101	3.5%	-32.2%	424,873	10.8%	-1.1%
2013	\$9.75	97	0.9%	-34.5%	467,187	11.9%	-3.4%
2012	\$9.66	96	0.6%	-35.1%	602,713	15.3%	-0.2%
2011	\$9.60	96	0.7%	-35.5%	609,264	15.5%	-1.5%

### 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	-	-	-	-	-	-	\$133.81	260	8.0%
2026	-	-	-	-	-	-	\$126.31	246	8.2%
2025	-	-	-	-	-	-	\$116.19	226	8.5%
2024	-	-	-	-	-	-	\$109.47	213	8.7%
2023	-	-	-	-	-	-	\$110.62	215	8.4%
YTD	94	\$11.1M	3.3%	\$2,059,000	\$137.91	5.7%	\$113.62	221	8.1%
2022	105	\$19.1M	3.6%	\$2,121,104	\$117.03	5.4%	\$110.62	215	7.7%
2021	124	\$45.8M	5.3%	\$3,054,983	\$54.95	7.7%	\$108.83	212	7.1%
2020	102	\$52.1M	3.6%	\$3,722,897	\$84.92	8.1%	\$90.66	176	7.8%
2019	134	\$47.4M	5.3%	\$2,254,887	\$77.36	7.4%	\$83.81	163	8.0%
2018	118	\$22.3M	3.1%	\$1,060,521	\$72.76	6.9%	\$80.45	156	7.9%
2017	109	\$53.2M	3.5%	\$1,520,239	\$67.04	8.8%	\$76.38	148	7.8%
2016	146	\$56.2M	4.3%	\$1,937,146	\$69.06	8.3%	\$75.99	148	7.4%
2015	136	\$60.3M	6.6%	\$1,828,564	\$48.46	7.3%	\$72.54	141	7.4%
2014	83	\$12.9M	1.7%	\$1,289,650	\$62.08	8.6%	\$65.24	127	7.8%
2013	129	\$25.7M	2.4%	\$1,223,465	\$66.26	8.7%	\$59.62	116	8.1%
2012	87	\$20.6M	2.6%	\$737,173	\$47.88	11.0%	\$55.40	108	8.4%

(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.

### SPECIALIZED INDUSTRIAL 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	-	-	-	-	-	-	\$138.47	265	7.8%
2026	-	-	-	-	-	-	\$130.83	251	8.0%
2025	-	-	-	-	-	-	\$120.46	231	8.4%
2024	-	-	-	-	-	-	\$113.64	218	8.5%
2023	-	-	-	-	-	-	\$115.08	221	8.2%
YTD	19	\$2.4M	6.4%	\$1,175,000	\$116.11	-	\$118.32	227	7.9%
2022	19	\$5.4M	3.3%	\$2,694,969	\$102.33	-	\$114.14	219	7.6%
2021	22	\$20.9M	7.7%	\$5,212,500	\$33.15	-	\$112.40	215	7.0%
2020	20	\$0	3.4%	-	-	-	\$93.53	179	7.7%
2019	29	\$14.4M	6.9%	\$7,192,628	\$124.44	-	\$87.30	167	7.9%
2018	17	\$7.8M	1.5%	\$2,612,487	\$266.43	7.0%	\$83.82	161	7.8%
2017	16	\$6.7M	2.0%	\$1,117,145	\$30.46	-	\$79.20	152	7.7%
2016	34	\$6.2M	2.8%	\$1,245,515	\$66.74	8.5%	\$78.92	151	7.3%
2015	39	\$31.1M	13.8%	\$2,588,810	\$37.22	8.1%	\$74.12	142	7.4%
2014	18	\$5.3M	1.9%	\$5,300,000	\$61.68	9.2%	\$65.83	126	7.9%
2013	29	\$3.1M	1.5%	\$622,800	\$72.79	9.4%	\$60.28	116	8.1%
2012	11	\$2M	0.7%	\$492,250	\$123.07	-	\$55.90	107	8.4%

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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.

### LOGISTICS 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	-	-	-	-	-	-	\$130.36	259	8.1%
2026	-	-	-	-	-	-	\$123.05	244	8.3%
2025	-	-	-	-	-	-	\$113.19	225	8.6%
2024	-	-	-	-	-	-	\$106.62	211	8.8%
2023	-	-	-	-	-	-	\$107.66	214	8.5%
YTD	68	\$5.3M	2.4%	\$1,313,750	\$142.53	-	\$110.53	219	8.2%
2022	75	\$11.2M	3.6%	\$2,240,000	\$121.65	5.4%	\$108.16	215	7.8%
2021	94	\$12.9M	4.6%	\$1,287,475	\$127.38	7.4%	\$106.37	211	7.2%
2020	68	\$34.5M	3.4%	\$3,838,507	\$82.29	7.5%	\$88.70	176	7.8%
2019	81	\$31.4M	4.0%	\$1,844,846	\$67.88	7.3%	\$81.80	162	8.1%
2018	84	\$13M	3.8%	\$866,965	\$49.97	6.8%	\$78.40	155	8.0%
2017	84	\$36.9M	4.1%	\$1,418,250	\$75.04	8.6%	\$74.54	148	7.9%
2016	101	\$42.5M	5.0%	\$1,930,666	\$64.51	8.2%	\$74.11	147	7.5%
2015	89	\$19.9M	3.7%	\$1,104,413	\$70.21	6.5%	\$71.02	141	7.5%
2014	58	\$5.9M	1.6%	\$841,929	\$54.77	8.0%	\$63.98	127	7.9%
2013	57	\$21M	2.4%	\$1,498,383	\$66.44	8.5%	\$58.45	116	8.2%
2012	71	\$17.9M	3.4%	\$777,906	\$45.82	11.0%	\$54.39	108	8.5%

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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.

### FLEX 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	-	-	-	-	-	-	\$143.39	257	7.7%
2026	-	-	-	-	-	-	\$135.13	242	7.9%
2025	-	-	-	-	-	-	\$124.07	222	8.3%
2024	-	-	-	-	-	-	\$116.72	209	8.4%
2023	-	-	-	-	-	-	\$117.92	211	8.1%
YTD	7	\$3.5M	2.3%	\$1,763,000	\$149.41	5.7%	\$121.13	217	7.8%
2022	11	\$2.5M	4.6%	\$1,250,000	\$135.99	-	\$117	209	7.5%
2021	8	\$12.1M	3.7%	\$12,100,000	\$116.56	8.1%	\$115.11	206	6.9%
2020	14	\$17.6M	5.1%	\$3,514,800	\$90.61	8.8%	\$95.64	171	7.6%
2019	24	\$1.6M	11.2%	\$802,500	\$46.59	7.9%	\$87.73	157	7.9%
2018	17	\$1.4M	2.6%	\$476,333	\$87.03	-	\$84.85	152	7.7%
2017	9	\$9.6M	4.1%	\$3,210,333	\$117.09	9.5%	\$80.80	145	7.6%
2016	11	\$7.5M	3.4%	\$3,737,500	\$121.31	-	\$80.37	144	7.3%
2015	8	\$9.4M	5.0%	\$3,132,492	\$73.76	-	\$77.75	139	7.2%
2014	7	\$1.7M	2.0%	\$851,500	\$119.91	-	\$71.10	127	7.5%
2013	43	\$1.6M	5.6%	\$800,700	\$54.69	8.6%	\$64.86	116	7.8%
2012	5	\$780K	2.4%	\$780,000	\$31.63	-	\$60.05	107	8.1%

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