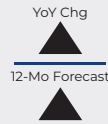




### MARKET INSIGHTS



Available Rate  
**8.11%**



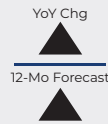
Market Rent/SF  
**\$18.20**



### CAPITAL MARKET



Average Cap Rate  
**7.5%**



Market Sale Price per SF  
**\$154**



US 10-year Treasury Note  
**4.25%**



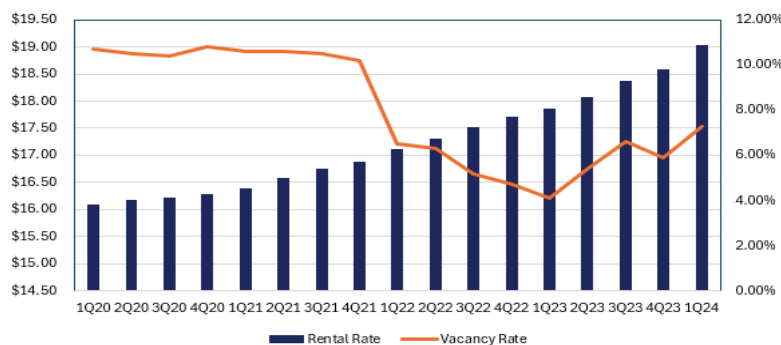
### RETAIL MARKET SNAPSHOT

- Availability rates vary, with Uptown having the lowest availability at 2.8% and University the highest at 24.4%, highlighting significant discrepancies in demand and space utilization across different areas.
- The retail market is expected to maintain its current growth trajectory over the next year, supported by consistent rental and sales prices.
- Albuquerque's retail sector benefits from a balanced mix of national chains and local businesses, contributing to market stability.
- The demand for retail space is particularly high in well-established and high-traffic areas, maintaining low vacancy rates and higher rental prices.
- Year-over-year changes indicate positive growth trends, with forecasts maintaining this momentum over the next 12 months.

### RETAIL INVESTMENT MARKET




- The average capitalization (cap) rate is 7.5%, suggesting a healthy return on investment in the Albuquerque retail sector.
- Investor confidence remains strong, likely bolstered by favorable cap rates and steady returns in comparison to other investment options.
- Rental rates vary across submarkets, with higher rates in areas like Uptown (\$24.04 per SF) and Far Northeast Heights (\$21.57 per SF), driven by high demand and premium locations.
- The forecast for the next 12 months remains positive, with expected gradual increases in rent and stable investment returns, reflecting overall market health and investor

Vacancy Vs. Rental Rates








**KEY SALES TRANSACTIONS**

Property	Submarket	Buyer Type	RSF	List Price
 2444 Louisiana Blvd NE	Uptown	Private Investor	34,600	Unpriced
 12521 Montgomery Blvd NE	Far Northeast Heights	Owner User	34,500	\$5,200,000
 1594 Sara Rd	Rio Rancho	Private Investor	13,957	\$1,600,000

**KEY LEASE TRANSACTIONS**

Property	Submarket	Tenant	RSF
 3731-3741 Ellison Dr NW	Cottonwood	Legacy Furniture	35,650
 2100 Louisiana Blvd NE	Uptown	N/A	7,073
 11101-11145 Menaul Blvd NE	Northeast Heights	Hibbett Sports	4,000

**CLASS SNAPSHOT**

Class A		Class B		Class C	
Total Square Feet	1,300,000	Total Square Feet	11,200,000	Total Square Feet	6,100,000
Availability	5.40%	Availability	8.38%	Availability	7.89%
Avg. Face Rate	\$24.07	Avg. Face Rate	\$19.76	Avg. Face Rate	\$16.44

**MARKET STATISTICS**

Submarket Name	RBA	Available SF	Available Rate	Face Rate
Airport	58,300	13,100	9.3%	\$16.63
Cottonwood	2,000,000	210,000	10.6%	\$20.32
Downtown	747,000	87,600	7.4%	\$17.27
Far Northeast Heights	2,100,000	103,000	5.0%	\$21.57
Mesa Del Sol	-	-	-	-
North I-25	1,900,000	139,000	7.3%	\$18.09
North Valley	599,000	54,600	9.1%	\$16.19
Northeast Heights	2,800,000	275,000	9.8%	\$16.01
Rio Rancho	1,100,000	199,000	17.7%	\$17.80
South Valley	1,200,000	67,800	5.8%	\$18.13
Southeast Heights	1,600,000	138,000	8.6%	\$15.92
University	960,000	148,000	24.4%	\$17.93
Uptown	2,300,000	65,200	2.8%	\$24.04
West Mesa	1,500,000	30,400	2.0%	\$20.27
<b>Total</b>	<b>18,864,300</b>	<b>1,530,700</b>	<b>8.11%</b>	<b>\$18.20</b>

**PRODUCT TYPE BREAKDOWN**



**RETAIL SNAPSHOT**

Retail market data includes non-owner-occupied buildings of ≥10,000 square feet. Availability reflects all space currently on the market as well as vacant space. Rent asking rates are based on full service per square foot per year. All information is obtained from sources deemed reliable. While we make every effort to ensure the accuracy of our data, we cannot guarantee accuracy. Readers should consult a real estate professional before making investments decisions based on this data.