



REAL ESTATE ADVISORS

YOUR SUCCESS IS OUR FOCUS

**Santa Fe Arcade Building
60 E. San Francisco Street
Santa Fe, NM**

RECENT CLIENT SUCCESS

SEIZING THE OPPORTUNITY - SANTA FE PLAZA LANDMARK CHANGES HANDS

CHALLENGE

A Santa Fe investor and business owner had been leasing space and operating a successful retail business near the iconic Santa Fe Plaza for several decades. The investor had been seeking space for purchase and investment on the Plaza for years with the dual objective of investing in the popular and thriving downtown Santa Fe real estate market and also for growth and expansion of their own retail businesses. Properties directly on the Santa Fe Plaza only come up for sale once every one or two generations and such sales are often highly competitive.



ACTION

REA|Real Estate Advisors maintains constant contact with key property owners, developers and investors and is often able to introduce buyers and sellers more quickly than competing firms who lack REA's connections and market knowledge. Through this network, REA learned of an off-market listing of a 33,780± SF multi-tenant retail building directly on the Plaza before any other buyer or broker became aware of the property's availability. REA was quickly hired by the investor to analyze this once-in-a-lifetime opportunity. After developing an understanding of the property's economic fundamentals, REA's advisors negotiated a purchase agreement for their client and successfully closed the transaction.

RESULT

The local investor secure a prime cash flowing property on the Plaza before it even hit the market. The new owner can increase rents as leases are renewed, improving the property's performance over time. Additionally, the owner will move their retail business into the prime retail space fronting the Plaza, benefiting from the high visibility and foot traffic. This location will generate extra sales, further boosting the owner's return on investment.

TESTIMONIAL

The local knowledge and expertise of our brokers at Real Estate Advisors was key to being able to take advantage of a rare opportunity that we might otherwise have missed. Their underwriting skills also led to substantial cost savings on the purchase.



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