



TRADE WINDS SHOPPING CENTER SALE INVESTMENT

SEQ OF CENTRAL & SAN MATEO
5400 CENTRAL AVE SE, ALBUQUERQUE, NM 87108



OFFERING MEMORANDUM



PRICE
\$2,500,000



CAP RATE PRO FORMA CAP RATE
4.9% **9%**



PRO FORMA NOI
\$224,833.47



GLA
19,254 SF

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Brokerage Relationships: By taking possession of and reviewing the information contained herein, Buyer acknowledges that the Listing Team of RESOLUT RE ("Brokers") are acting as Seller's Agent in the disposition assignment for the property.

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Trade Winds shopping center located near the corner of Central & San Mateo, East of Nob Hill in Albuquerque. The former Trade Winds Motel was redeveloped with the intention of bringing affordable, new retail to the area. Prices are well under comparable lease rates for similar properties in the surrounding area. This highly visible and iconic property has many options for local and national users alike. Currently leased to Torress Birria and Taco Shop, Radiate By McQuitty DMD, and Fiesta Insurance, El Farron Events, come and join the energy!

This center provides a unique opportunity for experienced retail investors to buy a property well under replacement costs, with a large amount of upside potential. If occupancy is increased just to 80%, this center will provide a 9% CAP rate at the market rents of \$14.00 PSF NNN.



BUILDING OVERVIEW

PROPERTY ADDRESS	5400 Central Ave SE, Albuquerque, NM 87108
LOCATION	SEQ of Central & San Mateo
SUBMARKET	SE Heights
COUNTY	Bernalillo
LOT SIZE	1.5 AC
ZONING	MX-M
YEAR BUILT	2016
CURRENT OCCUPANCY	49%
PRO FORMA OCCUPANCY	80%



DEMOGRAPHIC SNAPSHOT (3 MILES)



107,381
2023 POPULATION
3 MILE RADIUS



\$49,359
2023 AVERAGE INCOME
3 MILE RADIUS



112,427
2023 DAYTIME POPULATION
3 MILE RADIUS



23,964 VPD
CENTRAL AVE
23,964 VPD
SAN MATEO BLVD



PRICE
\$2,500,000



CAP RATE
4.9%



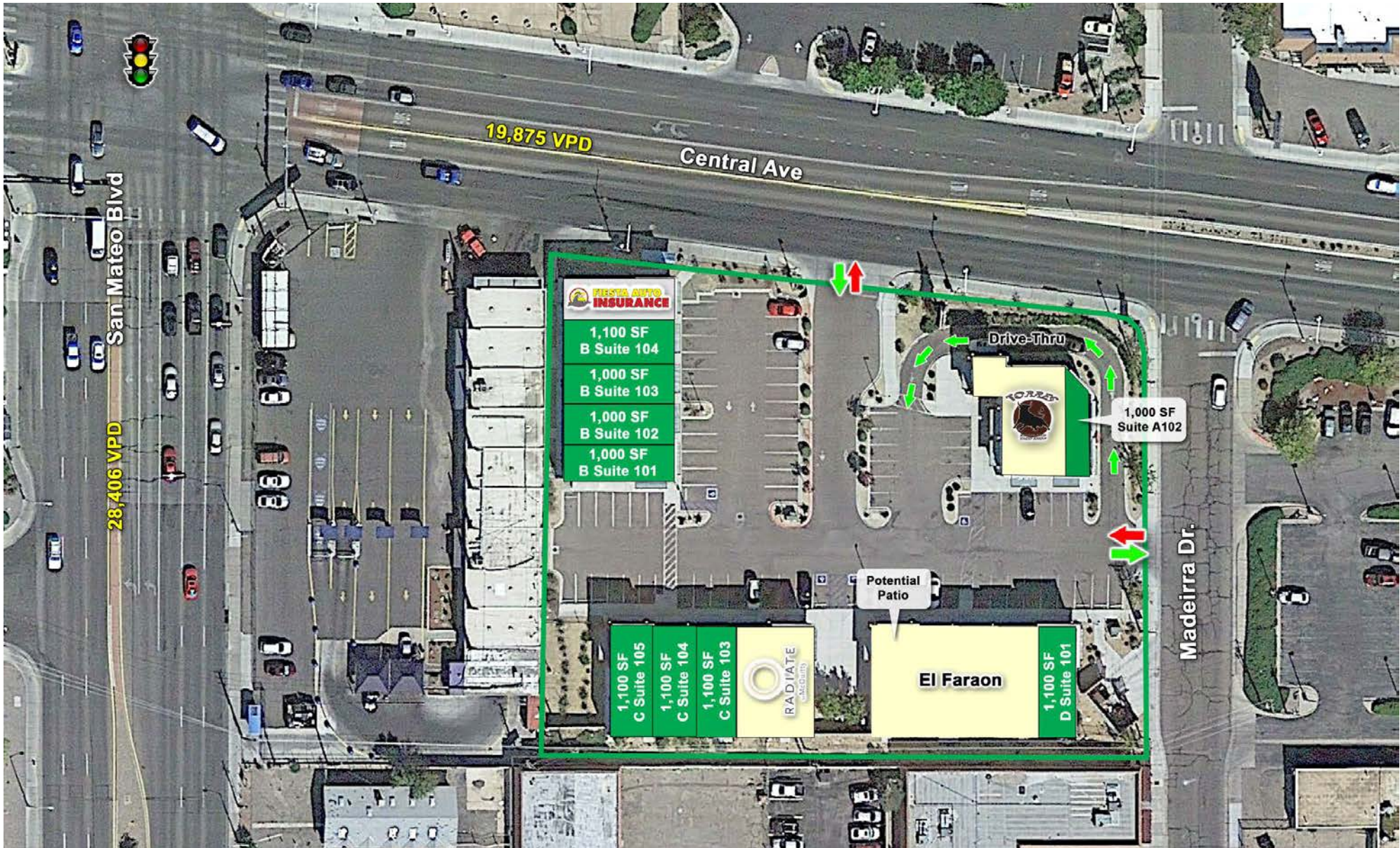
GLA
19,254 SF



EXISTING NOI
\$121,202.67

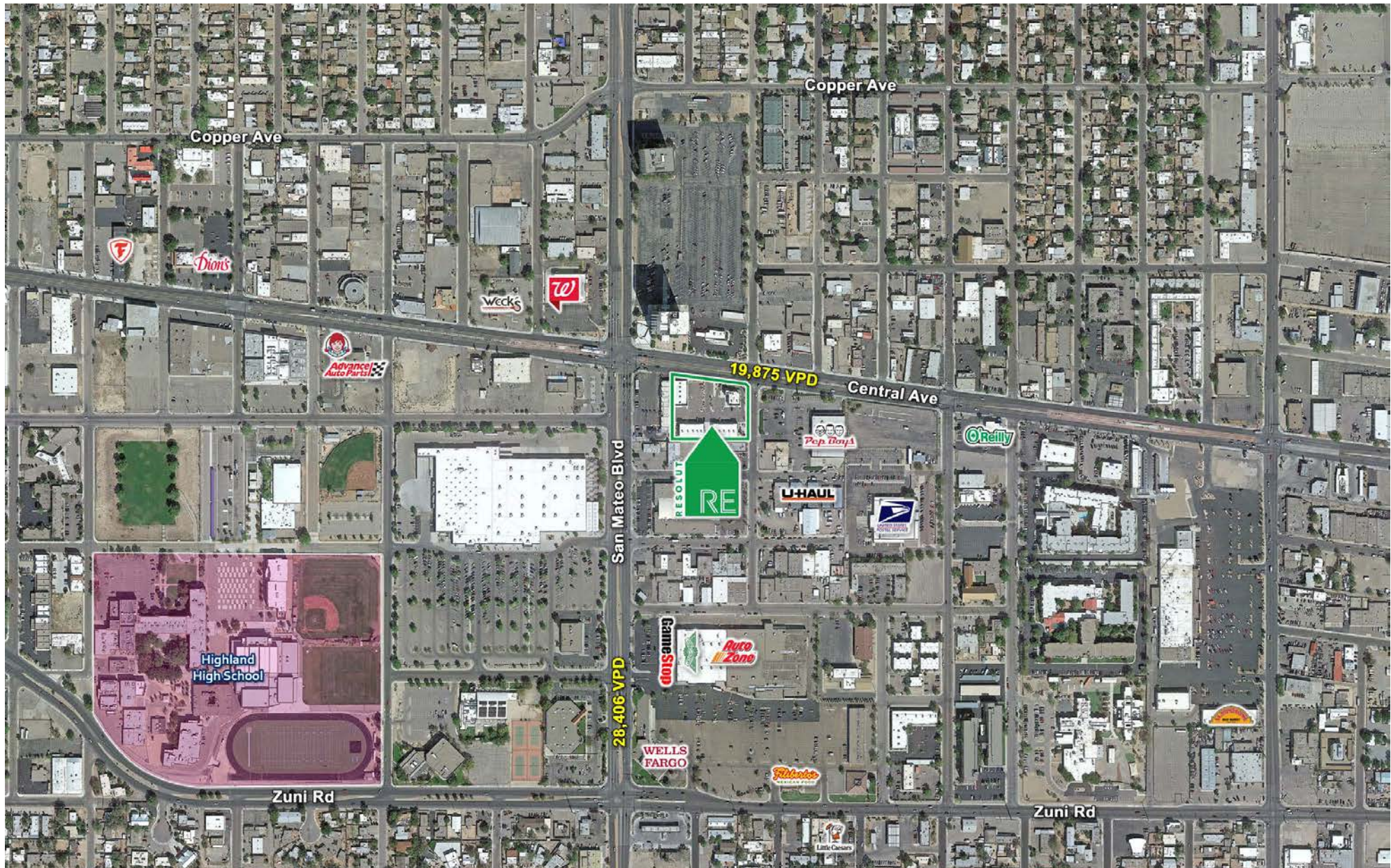
PRO FORMA
CAP RATE
9%

PRO FORMA NOI
\$224,833.47



PRO FORMA | TRADE WINDS SHOPPING CENTER SALE INVESTMENT

PRO FORMA RENT										PRO FORMA NOI	
SUITE	TENANT	CURRENT RENT	SF	RENT AMOUNT	CAM	ADVERTISING	TOTAL	CHANGE DATE	CHANGE		TOTAL
A-101	Torres Birria	\$24.00	1,754	\$42,096.00	\$8,121.02	\$50.00	\$50,267.02	09/01/20	\$27.50 PSF (\$3,698.74 Rent Amount)	Gross Income	\$314,018.82
B-105	Fiesta Insurance	\$21.00	1,100	\$23,100.00	\$5,093.00	\$0	\$28,193.00	11/1/27	\$20.40 PSF (\$1,870.00 rent amount, will increase 2% every year thereafter)	Property Tax (Post Close Estimate)	32,000.00
C 101/102	Dental House	\$18.10	2,200	\$39,820.00	\$10,186.00	\$50.00	\$50,056.00	3/1/21	\$18.96 PSF (\$3,476.86 rent amount, will increase 4.75% every year thereafter)	Property Insurance (Actual)	\$9,055.99
A - 102	Vacant	\$14.00	1,000	\$14,000.00	\$4,630.00		\$18,630.00			Property Maintenance (Actual)	\$1,519.42
B -101	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00			Landscaping (Actual)	\$1,456.30
B -102	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00			Utilities Common (Actual)	\$32,058.71
B-103	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00			Security (Estimate)	\$12,000.00
B-104	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00			Professional Fees (Actual)	\$1,094.93
C-103	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00			Total Operating Expenses	\$89,185.35
C-104	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00			Pro Forma NOI	\$224,833.47
C-105	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
C-101	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
C-102	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
C-103	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
C-104	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
C-105	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
D-101	Vacant	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
D-102	El Faron	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
D-103	El Faron	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
D-104	El Faron	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
D-105	El Faron	\$14.00	1,100	\$15,400.00	\$5,093.00		\$20,493.00				
Total			19,254	\$303,816.00	\$89,146.02						
Potential Gross Income							\$392,962.02				
20% Vacancy Factor							(\$78,943.20)				
Pro Forma (80% Occupancy) Gross Income							\$314,018.82				





REMSA TROY
COMMERCIAL ADVISOR

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Remsa's journey began with a non-traditional path – as a CRE social media marketing intern while attending Central New Mexico Community College (where he earned the prestigious Bridge to Success Scholarship). Born in Liberia, Monrovia, and raised in Albuquerque, Remsa brings a unique perspective to the New Mexico commercial real estate landscape. This, combined with his social media savvy, allows him to craft innovative solutions and maximize exposure for his clients, ensuring they get the most out of every deal.

Remsa is a licensed, commercial retail real estate broker specializing in land and retail properties for leasing and investment sales.

Remsa has a proven track record, representing landlords like Westwood Financial, Mimco, Lebor Holding, Eisenberg Co., and securing tenants like Domino's Pizza, Tasty Pot, JJ Hawaiian BBQ, and more. Recognizing the growing role of social media and AI in commercial real estate, Remsa leverages these resources to his clients' advantage. In fact, he closed his first two deals within 6 months of licensure – all thanks to a single Instagram post!

Actively involved in the industry, Remsa is a member of the New Mexico Association of Realtors (NMAR) and the Commercial Association of Realtors (CARNM).

FOR MORE INFORMATION PLEASE VISIT:

[resolutre.com](https://www.resolutre.com)

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Daniel began his real estate career while attending the University of New Mexico in early 2014. During that time, he began working for a local commercial development and brokerage house that was a market leader in volume of commercial transactions. Over the years, he has helped owners, investors, and business owners identify opportunities to achieve their goals, through commercial real estate investments, lease-up and site selection. In January of 2018, he was part of the team that launched RESOLUT RE, New Mexico division. As Assistant Vice President, he will continue to service his tenant rep clients with analytics, research and site selection services, his landlord rep clients with leasing up their properties, and his investors with fulfilling their commercial real estate investment goals, through acquisitions and dispositions.

During his career, Daniel has helped many property owners dispose of their commercial assets and is constantly identifying off-market opportunities for local and national investors. He takes pride in making sure his clients' goals and objectives are clearly outlined and met. He turns over every rock and finds deals that are not discernable to the untrained eye. His passion for commercial real estate and, more importantly, how it impacts businesses and people, gives him the passion and the drive to go the extra mile for his clients day-in and day-out.

Daniel is a member of the REALTORS® Association of New Mexico (RANM), the New Mexico CCIM Chapter and of the International Council of Shopping Centers (ICSC).

FOR MORE INFORMATION PLEASE VISIT:

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