



Commercial Real Estate Industry Observations

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MVEDA PRESENTATION

May 5th , 2015

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**141 Roadrunner Pkwy
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BROKERS:

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Owner/Broker

FULL SERVICE COMMERCIAL REAL ESTATE SERVICES:

- Retail
- Office
- Industrial
- Medical
- Tenant Rep
- Landlord Rep
- Management
- Consulting



IT'S A MEDICAL WORLD THESE DAYS!

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WHY ALL THE ACTIVITY?



- **NATURAL AGING OF THE BOOMERS**
- **HOSPITALS HAVE NEVER BEEN MORE ENGAGED**
- **BURRELL COLLEGE IMPACT**
- **POTENTIAL FOR 3RD HOSPITAL**
- **PYSICIAN WEALTH EXPANSION & INVESTMENT**

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OUT OF HOSPITAL

- **MEDICAL PRACTITIONERS ARE NOW RETAILERS!!!**
- **Industry shift away from services traditionally done in hospitals.**
- **Incentivized by quality of care versus volume!**
- **High deductible health care plans means consumers have choices**
- **Goal is to eliminate wait times and enhance the overall level of service**



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ASSISTED LIVING INVASION!



- **\$25 Million Assisted Living Development Project Pending off of Red Hawk Road (100,000 SQFT)**
- **Good Samaritan may also go forward with similar type development intentions (Northrise & Roadrunner)**
- **Multiple established home health providers are expanding their local footprints.**
- **Specialization in Assisted Living & Home Health continues to expand.**

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REGIONAL SYNERGY



- **CROSS COMMUNITY ALLIANCES**
- **COMBINING SPECIALITIES WITHIN A SINGLE COMPLEX**
- **REFERAL SYNERGY REPRESENTS MILLIONS IN INCREASED PROVIDER REVENUES**
- **Example:** Pending Development of Dental Compound at Don Roser & University
- Endodontics, Orthodontics, Periodontist, Oral Surgery, General Dentistry

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Burrell School Impact



- **87.3 Million economic impact during planning and start up phase 2014-2016**
- **Creation of 360 Construction Jobs**
- **350 New Jobs Upon Full Operation**
- **Ongoing year over year impact of \$77.7 million.**

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Burrell Domino Effect?



- **Will it be a significant facilitator to further development at Arrowhead?**
- **What will the impact be to NMSU enrollment?**
- **How will it impact the local apartment market near NMSU & Beyond?**

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EL PASEO & DOWNTOWN

Federal Sprawl!!!



- **CENTRAL BUSINESS DISTRICTS NEED HOUSING & EMPLOYMENT ABOVE ALL ELSE!!**
- **CREATES THE DENSITY YOU NEED FOR HEALTHY RETAIL & ENTERTAINMENT**
- **CENTRALIZING FEDERAL, STATE & CITY SERVICES ARE ESSENTIAL**
- **IT'S ALSO WHERE THEY NEED TO BE**
- **OUR SERVICE LOCATIONS MAKE NO SENSE!!**

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DENSITY LOSS!!



- DONA ANA COUNTY COMPLEX
- DEA, FBI, ATF, LOCATIONS
- BLM & USDA SITES
- BORDER PATROL INSTALLATIONS
- TASK FORCE SITES
- EMERGENCY SERVICE INSTALLATIONS
- NUMEROUS STATE OFFICES
- **HUNDREDS OF LOST JOBS & SERVICES THAT SHOULD BE CENTRALIZED**
- **DO THESE LOCATIONS ADD VALUE & RETAIL MOMENTUM?**

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RECENT AWARDS



- NEW VA OUTPATIENT CLINIC PENDING AT MARS & DEL REY
- PENDING APPROVAL OF CITY HALL SALE FOR USAO LEASE.
- FBI PENDING PERMIT NEAR SAM'S CLUB ON TELSHOR
- BLM EXPANSION AT EXISTING FACILITY ON MARQUESS
- 50,000+ SQFT OF NEW DEVELOPMENT

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CBD INITIATIVES



TCN
WORLDWIDE

- **MANDATES FROM THE HIGHEST LEVELS THAT FEDERAL & STATE OFFICES MUST EXHAUST ALL EFFORTS TO CONSIDER CBD FIRST**
- **DEFINED DELINIATED AREAS OF PREFERENCE (DOWNTOWN & EL PASEO CORRIDOR)**
- **ECONOMIC INCENTIVES AND PROGRAMS TO MAKE THEM NOT WANT TO GO TO ALTERNATIVES**

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LIQUOR OVERHAUL



- **IT'S TIME TO RE-WRITE THESE LAWS ALL TOGETHER.**
- **THE CONSUMERS WHO PAID THE LARGE FEES NEED TO BE MADE WHOLE AND EVEN PROFIT**
- **LICENSE PRICES ARE KILLING SMALL BUSINESS CONCEPTS OF ALL TYPES.**
- **KILLING RETAIL DEVELOPMENT DISTRICTS THAT COULD USE ACTIVITY.**
- **CAUSES EXISTING BUSINESS TO GO UNDER.**

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CANOPY LICENSES



- **ECONOMICAL UMBRELLA LICENCES IN SPECIAL DISTRICTS.**
- **DOWNTOWN**
- **MESILLA**
- **UNIVERSITY**
- **EL PASEO**
- **THESE DISTRICTS NEED RETAIL MOMENTUM, EVENTS, AND ENTERTAINMENT!!**

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- **200+ Markets**
- **58 Offices**
- **800+ Professionals**
- **80,000,000+ SF Under Management**
- **\$27.1 Billion+ Transactions**

CONGRATS TO VIRGIN GALACTIC & ALL OF THEIR RECENT SUCCESS!!!!

THE SANTA TERESA JOB ANNOUNCEMENTS ARE OUTSTANDING!!!

ALWAYS SUPPORT NMSU, WSMR, NASA, & OUR AG BASE!!!!