



Anchored Shopping Center

500 Market St. | Santa Fe, NM 87501

Offering
Memorandum

NET-LEASED INVESTMENT OPPORTUNITY



MARKET STATION
AT THE SANTA FE RAILYARD



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to See this Property Video 

NASunVista

got space

FOR MORE INFORMATION:

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Offering Memorandum



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PROPERTY SUMMARY

Market Station Condominium is comprised of four (4) condominium units on a ground lease with the City of Santa Fe. The subject offering consists of units 1, 3 and 4 which comprise $\pm 58,686$ rentable square feet ($\pm 59,726$ gross), while the balance of the building is owned by the City of Santa Fe (Unit 2) and occupied by the following city offices: the Community Services Department, the Housing and Community Development Department, the Public Works and Transportation Department. The 2-story structure is entitled by the Railyard Master Plan as a zero-lot-line development. It is constructed of steel frame and cast concrete with steel trusses. The design revives Santa Fe's historic Northern New Mexico railroad style architecture. The building has a central chiller and boiler plant which serves the entire building. Individual units control their own temperature with separate heat pumps. Each unit is separately metered. The building is built over a city-owned public parking structure with 404 spaces served by elevators and stairs to the surface.

Market Station is currently anchored by Recreational Equipment, Inc. ("REI"), who occupies 48% of the property on a long-term basis. Other tenants include Bosque Brewing, Specifica (a biotechnology firm), Opuntia restaurant, Puzzah (a recreational escape room) and more.

The investment offers stable cash flow from an established base of tenants in one of the most recognized locations in all of Santa Fe. The property's exceptional location at the epicenter of the Santa Fe Railyards, proximity to the Railrunner train depot and historic Santa Fe Plaza, truly enhance the value of this landmark property.

HIGHLIGHTS

- Prime location adjacent to the Rail Runner train depot
- Marquee anchor tenant REI with a new 10-year lease renewal
- Centerpiece of the 50-acre master-planned Santa Fe Railyard
- Attractive modern architecture
- Ground lease with City of Santa Fe until 2057 with four 10-year options
- Offering includes 3 commercial condo units



GROUND LEASE SUMMARY

Land Lease for Parcels M1, M2, M3, M4, M5, M7 and M9 (±63,103 SF)

Market Station was developed subject to a 50-year initial term ground lease with the City of Santa Fe. The lease provides for four (4) consecutive renewal options of ten (10) years each, provided a minimum of eighteen (18) months prior written notice is provided to the lessor. The initial term of the lease commenced on October 1, 2007 and expires on September 30, 2057. The annual base rent is currently \$102,223.56 and increases by 15% (minimum) to 20% maximum on October 1, 2022. The base rent will next be adjusted on October 1, 2027 and thereafter every five (5) years of the first thirty (30) lease years of the lease term by multiplying the base rent in effect immediately preceding the effective date of the increase by the aggregate annual percentage increase in the All Item Index, (1982-84 = 100), All Urban Consumers, (CPI-U). In 2022, 2027 and 2032, the calculations of the CPI adjusted base rent shall be no less than a fifteen percent (15%) increase and no greater than a twenty percent (20%) increase, even when the calculations of CPI adjusted base rent are higher than 20% or lower than the 15%. Beginning the 31st lease year (2038) and continuing at the beginning of each fifth (5th) lease year thereafter during the lease term, (i.e. years 36, 41, and 46 and, subject to exercise of the renewal options, lease years 51, 56, 61, 66, 71, 76, 81 and 86), the base rent shall be adjusted to the greater of (a) the fair rental value of the premises, excluding all improvements thereon, or (b) the CPI Adjusted base rent.



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INVESTMENT SUMMARY

Price:	\$17,500,000
Net Operating Income:	\$1,293,929
Gross Building Area:	±63,955 SF
Net Rentable Square Feet:	±59,726 SF
Year Built:	2008
Construction:	Steel frame and cast concrete with steel trusses
Land Lease:	50-year initial term expiring September 30, 2057 with four (4) renewal options of ten (10) years each.
Zoning:	Business Capital District (BCD) – Mixed Use / Commercial Focus Permitted uses include retail, restaurant, office, cinema, educational, religious, medical, dental, residential and more.
Parking:	444 City owned public spaces available (404 in parking garage & 40 surface spaces)



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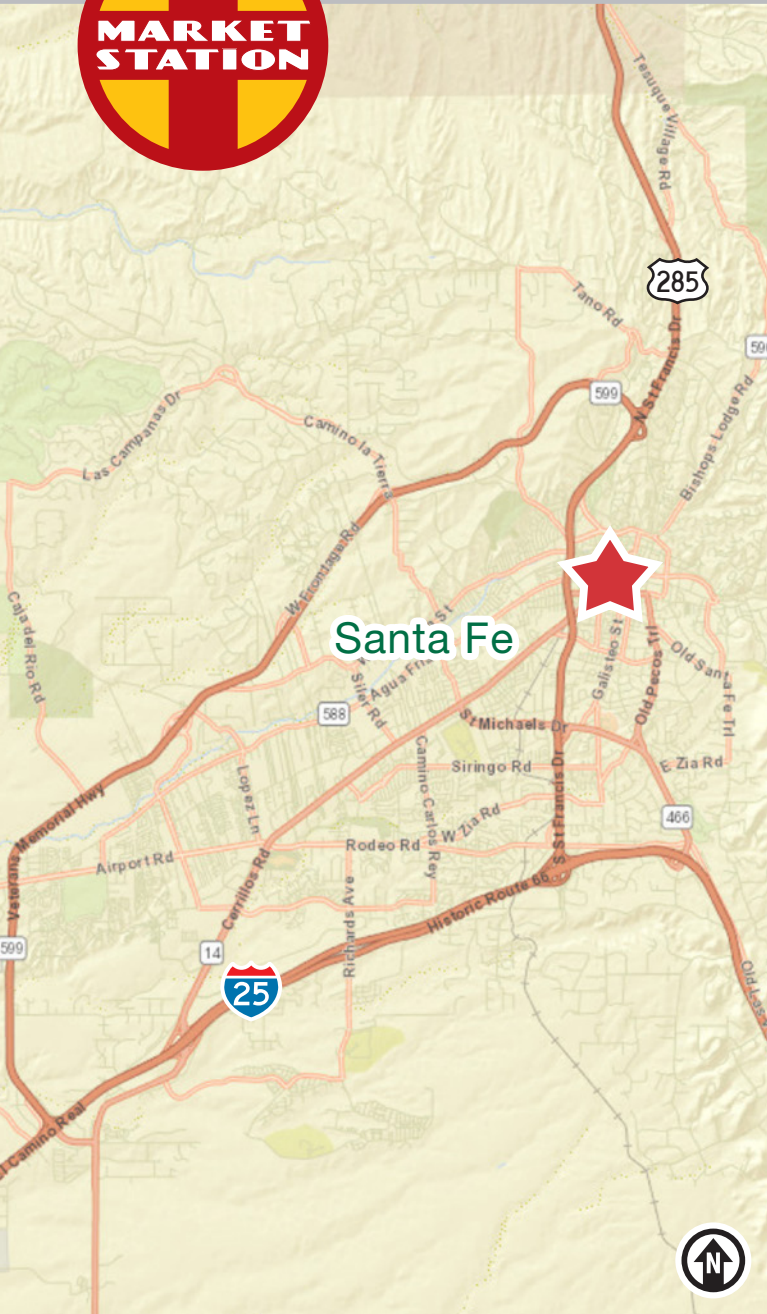
LOCATION OVERVIEW

Comprising a few blocks along Guadalupe Street, between Agua Fria and Paseo de Peralta, the Railyard district has been completely revitalized to include 13 acres of public space (park and outdoor performance space), a permanent indoor-outdoor home for the local farmers' market, and several notable restaurants, shops, and galleries. The Railyard is a true gathering place for Santa Fe's citizens and its visitors. The Santa Fe Railrunner train station is directly adjacent to the property, providing convenient access for tourists and commuters from the Albuquerque MSA. Popular destinations like the Santa Fe Farmers Market, El Museo Cultural (which houses a Flea Market each winter), Tomasita's Restaurant, New Mexico School for the Arts (a charter high school with 200+ students), 11-screen Violet Crown Cinema and SITE Santa Fe are all within walking distance to Market Station.

The Railyard district offers a one-of-a-kind cultural and entertainment venue surrounded by spectacular history, in a streetscape shopping environment.

PARKING

Market Station benefits from a City of Santa Fe owned and operated 3-level, 400+ car underground parking garage. The parking garage is the substructure of the Market Station building improvements. Additionally, there are approximately 500 street parking spaces in the surrounding Railyard district. The second floor has direct access to the parking garage via a stair well and an elevator.





BY THE NUMBERS

- 50 acres in total
- 13 acres of public spaces (Park, Plaza, Alameda) – Conservation Easement
- 37 acres of commercial development
- Final build-out will total 540,000 SF in 36 buildings
- 42 land parcels – 90% leased as of 1st Quarter 2017
- 22 privately-owned buildings have been developed to date
- 6 buildings are city-owned
- 25 acres of commercial development in the North Railyard
- 12 acres of commercial development in the Baca St. portion of the project
- Total project value of \$144 million is comprised of \$74 million in public sector investments and \$70 million invested by the private sector

Information provided by Santa Fe Railyard Community Corporation

THE SANTA FE RAILYARD

In February, 2002 exactly 122 years to the month that the first train pulled into Santa Fe, the Railyard Master Plan was approved and the Santa Fe Railyard Community Corporation (“SFRCC” – sfrailyardcc.org) was awarded a lease and management agreement with the city to oversee a redevelopment of the 50-acre site comprised of former industrial buildings and land owned by the City of Santa Fe. SFRCC prepares and negotiates all the long-term ground leases on the commercial lease parcels. These leases usually have initial terms of 50 years and may include another 40 years of lease extension options.

Initial groundbreaking began in 2004, and construction on the infrastructure and development of building sites commenced in 2006. Today the City of Santa Fe is the owner of the Railyard land, home to a vibrant mix of tenants serving the diverse interests of the community.

Currently under development is Railyard Flats, a 58-unit urban living project and the expansion of SITE Santa Fe. Since its grand re-opening in September of 2008, The Railyard is once again not only the hub of contemporary life for Santa Feans, but also a new way to experience Santa Fe for its visitors from around the world.

LEASING PREFERENCES

The Railyard project emphasizes local artists, local businesses and local cultures. The management of the Railyard project is handled by the Santa Fe Railyard Community Corporation which promotes the following hierarchy for tenant selection in the Railyard district. A tiered leasing preference is given to:

- Locally-owned and operated businesses that serve the local community and/or the out-of-town community.
- Out-of-town businesses serving the needs of the local community. The Railyard management shall be encouraged to give preference when selecting tenants to those businesses noted above as opposed to national chain stores. For the purposes of this local preference definition, a national chain store shall include, but not be limited to the following:
- National chain stores include companies that operate similar establishments on a national basis.
- Chain stores where goods of every description are sold or offered for sale at retail and which operate as a part of a group or chain under the same general management, supervision, ownership or control on a national basis.

New leases and sales of improvements must be approved by the SFRCC.

THE SANTA FE RAILYARD



- RESTROOMS
- ATM
- PARKING
- BUS STOPS
- SANTA FE PICKUP
Free Downtown Shuttle
- FUTURE DEVELOPMENT
- COMING SOON

- | | | | | | |
|---|--|--|---|--|--|
| <p>1 BLUE RAIN GALLERY
Regional Contemporary Art
544 South Guadalupe Street</p> <p>2 CHARLOTTE JACKSON FINE ART
American & European
Minimalist & Modern Art
554 South Guadalupe Street</p> <p>3 EL MUSEO CULTURAL
Hispanic Cultural Center
555 Camino de la Familia</p> <p>4 EVOKE CONTEMPORARY
Provocative & Compelling Art
550 South Guadalupe Street</p> <p>5 LEWALLEN GALLERIES
Contemporary & Modern Art
1613 Paseo de Peralta</p> <p>6 RAILYARD PERFORMANCE CENTER
Yoga, African & Contemporary
Dance/Events
1611B Paseo de Peralta</p> <p>7 SANTA FE CLAY
Ceramic Art Center & Gallery
545 Camino de la Familia</p> | <p>8 SITE SANTA FE
International Art Exhibitions
1606 Paseo de Peralta</p> <p>9 TAI MODERN
Contemporary Art, Photography
New Media & Japanese Bamboo
1601 Paseo de Peralta</p> <p>10 VIOLET CROWN CINEMA
11-Screen Movie Theatre & Café
1606 Alcaldesa</p> <p>11 WAREHOUSE 21TEEN CENTER
Youth Center for Arts,
Events & Workshops
1614 Paseo de Peralta</p> <p>12 WILLIAM SIEGAL GALLERIES
Ancient & Contemporary
Art/Textiles
540 South Guadalupe Street</p> <p>13 WORL STUDIO
EDUCATIONAL ART GALLERY
Art & Music
Artyard #3107</p> | <p>1 BOXCAR
American Fusion, Music, Sports
530 South Guadalupe Street</p> <p>2 SECOND STREET BREWERY
AT THE RAILYARD
Fresh Brewed Beer & Pub Fare
Farmer's Market North</p> <p>3 SKY COFFEE+
Specialty Coffee & More
1609 A Alcaldesa Street</p> <p>4 VIOLET CROWN CAFÉ
Fast Casual Farm to Table
1606 Alcaldesa</p> <p>1 CASA NOVA
Living with Art
530 South Guadalupe Street</p> <p>2 DANIELLA
Clothing, Jewelry & Accessories
Market Station</p> <p>3 GO WIRELESS
Wireless Phones
Market Station</p> | <p>4 MOSS
Luxury Outdoor Furniture
530 South Guadalupe Street</p> <p>5 REI
Recreational Equipment
Market Station</p> <p>6 SANTA FE FARMERS MARKET
Market & Community Center
1607 Paseo de Peralta</p> <p>7 SANTA FE FARMERS
MARKET SHOPS
Wine, Gifts, Garden Shop & More
1607 Paseo de Peralta</p> <p>8 SANTA FE HOME
Furnishings & Design Resource
530 South Guadalupe Street</p> <p>9 SITE STORE
Curated, Cool Artist
Designed Curios</p> <p>1 ARTYARD
Solar Live/Work Lofts
& Commercial Community
703 Camino de la Familia</p> | <p>2 BARKER REALTY
Residential Sales
530 South Guadalupe Street</p> <p>3 CITY OF SANTA FE OFFICES
Market Station, Upstairs</p> <p>4 DESCARTES LABS
Innovative Geospatial Research
1613 Paseo de Peralta, #200</p> <p>5 ECOMOTIVE ELECTRIC BIKES
Sales, Rental & Service
Santa Fe Depot</p> <p>6 HOPE UNLIMITED CHURCH
Hope to People of All Ages
1614 Paseo de Peralta</p> <p>7 CARLA A. KLEEFELD, PH.D
Psychotherapy
Artyard #3107</p> <p>8 NM RAILRUNNER EXPRESS
Commuter Train Service
Santa Fe Depot
www.nmrailrunner.com</p> | <p>9 RAILYARD FITNESS
Downtown Complete
Fitness Facility
Artyard #3105</p> <p>10 RAILYARD FLATS+
Urban Living in a
Walkable Community
701 Camino de la Familia</p> <p>11 SANTA FE FARMERS
MARKET INSTITUTE
Promoting Local Food & Agriculture
1607 Paseo de Peralta, Suite #1</p> <p>12 SANTA FE SOUTHERN RAILWAY
Train Excursions
430A Market Street
(Operations suspended until further notice)</p> <p>13 SANTA FE TOURISM
VISITOR CENTER
Santa Fe Depot</p> <p>14 SURROUNDINGS STUDIO
Landscape Architecture,
Planning & Urban Design
1611 Paseo de Peralta</p> |
|---|--|--|---|--|--|



HIGH-ALTITUDE
AERIAL



LOW-ALTITUDE AERIAL





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OFFERING MEMORANDUM

TENANT OVERVIEW

Suite 100

REI

REI (Recreational Equipment Inc.) is a national retail co-op specializing in gear and apparel for outdoors enthusiasts, including camping, climbing, cycling, fitness, hiking, paddling, and travel equipment. They promote an environmental consciousness through donation, financial contribution, and volunteer work, and offer long-term benefits to keep their customers satisfied. Founded in 1938, REI has always focused on providing affordable goods to facilitate outdoor living and exploration. To further this, the co-op also offers classes and hosts educational events open to the public, as well as guided outdoor lessons targeted to both beginner and advanced audiences. 2019 net income for REI nationally was 160 million on earnings of \$3.1 billion. In 2020 net income was \$58 million on earnings of \$2.8 billion. REI distributes net profits to co-op members in the form of dividends or reward dollars for use in its stores. The Santa Fe store is performing well enough after COVID 19 that it will get a full remodel in 2022. [rei.com](https://www.rei.com)

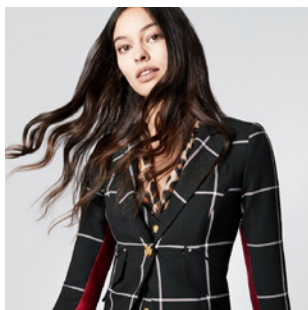




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daniella
Clothing. Jewelry. Accessories.



Suite 108

Daniella Boutique

Daniella, renowned for its extensive selection of contemporary and designer clothing, shoes, and accessories, has made its mark in Santa Fe by offering a lifestyle of fashion, practicality, and individuality. Here, you'll find well recognized clothing designers not sold elsewhere in New Mexico, including Alice + Olivia, Frame, Free City, NSF, Joie, James Perse, Rebecca Taylor, and Rag & Bone, along with jewelry, bags, shoes, and the best designer jeans you will find anywhere. More than a local favorite, daniella has gained national recognition, including being named one of the best boutiques in the country on *elle.com*'s "50 Favorite Boutiques", and dubbed the go-to place to shop in New Mexico in a special edition of *Lucky* magazine. shopdaniella.com



PUZZAH!



Suite 107

Puzzah!

Puzzah is a locally owned business offering an "escape room" attraction catering to individuals, families, youth and corporate clients. Participants become characters in a live-action adventure in which they form a team to save the world, pilot a spaceship across the galaxy, or explore a spooky pizza parlor. The escape rooms are perfect for date night, a family outing, or a team-building experience with coworkers. Puzzah has locations in Denver and Bloomfield. puzzah.com



Suite A Bosque Brewing

Bosque Brewing is a craft brewing and restaurant operator with six locations in Albuquerque, Las Cruces and Santa Fe. Their focus is on great beer and great food served in inclusive community spaces. The mid-priced restaurant menu includes Americana, New Mexican and Asian themes and of course craft beers. Started as a small business in 2012, the brewery portion of Bosques business currently produces over 10,000 barrels per year. Bosque's Market Station location is directly across the street from the Violet Crown Cinema which produces valuable retail synergy for "dinner and a movie" consumers. The original restaurant included 4,117 SF and due to recent success, the operation is being expanded to include the adjacent 2,123 SF. bosquebrewing.com

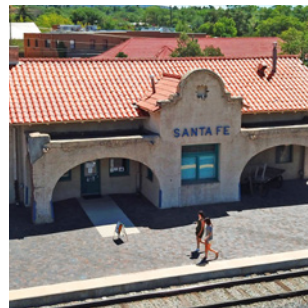


Suite 109 BUILT Design Group

BUILT is one of Santa Fe's premier interior design and home décor outfits. BUILT is a full-service interior design firm with expertise in every phase of the building process. The firm's work spans both residential design and commercial projects, and includes renovations and new construction. In addition to working independently, Built Design regularly partners on projects with architects, builders, landscape designers and artisans, and has an extensive network of construction and design professionals from which to draw. BUILT's work has attracted national attention and has been featured in HGTV, Sunset magazine, Inspired Living, Parenting, and more. built-design.com

**Suite 110****La Lecheria**

La Lecheria (“the Dairy” in Spanish) is a local ice cream shop focused on high quality ingredients, classic recipes and a fun experience. La Lecheria offers 12 different flavors as well as a lunch menu with delicious sandwiches, salads, and a daily market soup. Like their ice cream, the menu is simple and made from local ingredients. This is a second location for the owner who has a restaurant near by “Fire and Hops”. lalecherianm.com

**Suite 111****Santa Fe Southern Railway's Sky Depot**

Santa Fe Southern Railway, recently purchased by George R.R. Martin of “Game of Thrones” fame and other prominent Santa Fe locals, offers entertaining train rides from the Santa Fe Railyard to Lamy, NM on a historic 132-year-old rail spur. Guests take day trips on 1920's vintage train cars. The train rides will include costumed characters and special effect based on the Game of Thrones franchise and other recognizable pop-culture and sci-fi themes. This reborn railroad will be a real boost for Santa Fe and Lamy, preserving a wonderful piece of history while creating jobs, promoting tourism, and providing some fun for children of all ages. vimeo.com/446609189



Suite 201

Opuntia Café

Opuntia Café is a locally owned restaurant and retail garden store. The menu includes mid-priced fresh and natural foods, tea, and coffee for breakfast and lunch. The garden themed interior also serves as a gallery for local artists and a showcase for rare succulents, cacti and other plants sold as part of the retail operation. opuntia.cafe



Suite 203

Luna Capital

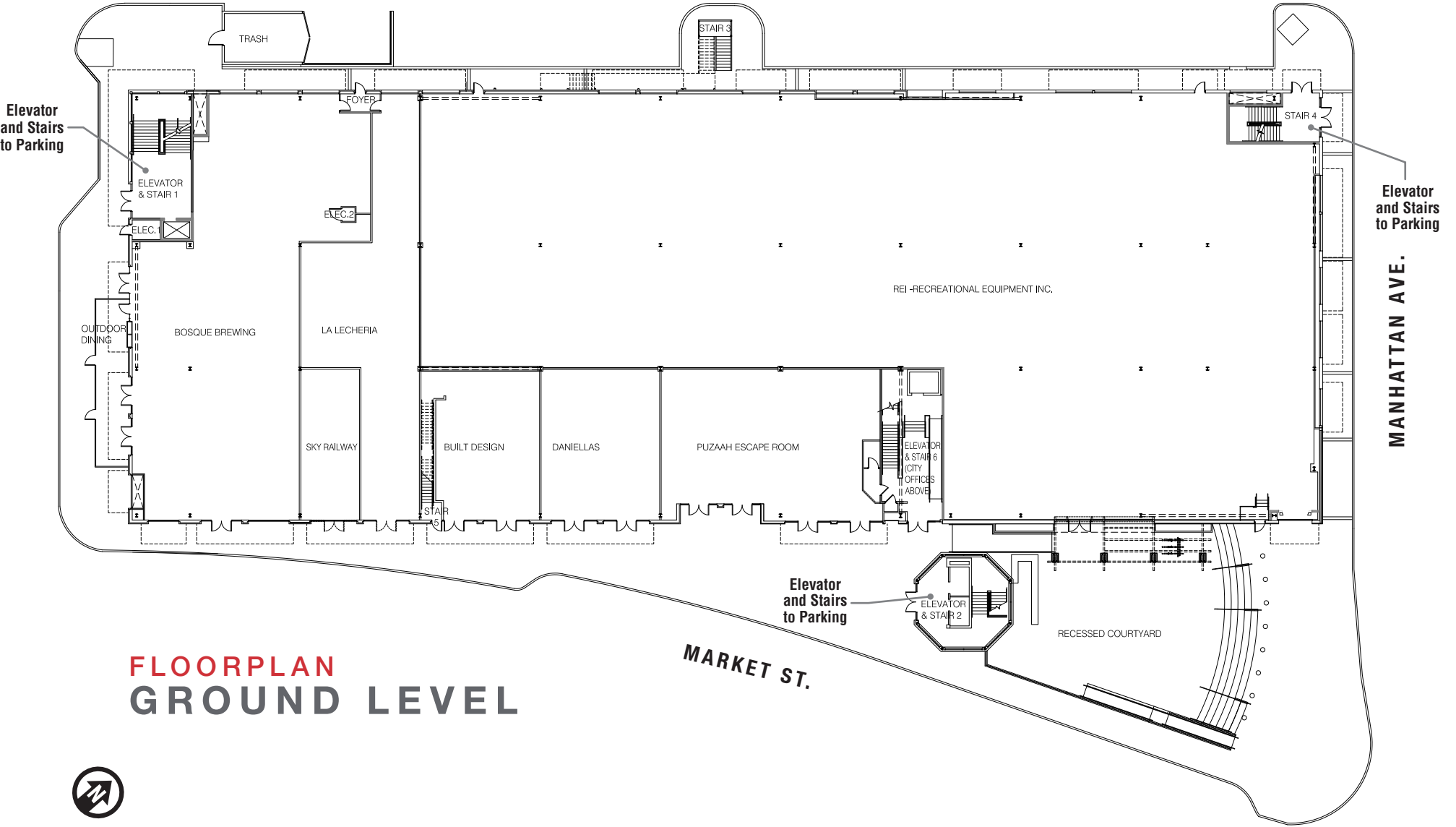
Founded in Santa Fe, New Mexico in 2013, Luna Capital is a proactive and transparent commercial lending advisor providing capital resources and real estate expertise to businesses in the Southwest region and nationally. Through careful analysis and planning, Luna becomes an invested long-term partner for their clients, engaging the business on every financial detail by building out customized plans that are then carefully overseen and guided. Luna is an exceptional creative force in an industry not known as such. Their thorough process and relationships with banks, SBA programs, private lenders, private equity and individual sponsors elevates their loan approval rate to nearly 100%. CEO Kris Axtell founded the company after a decade in the banking industry. luna.capital



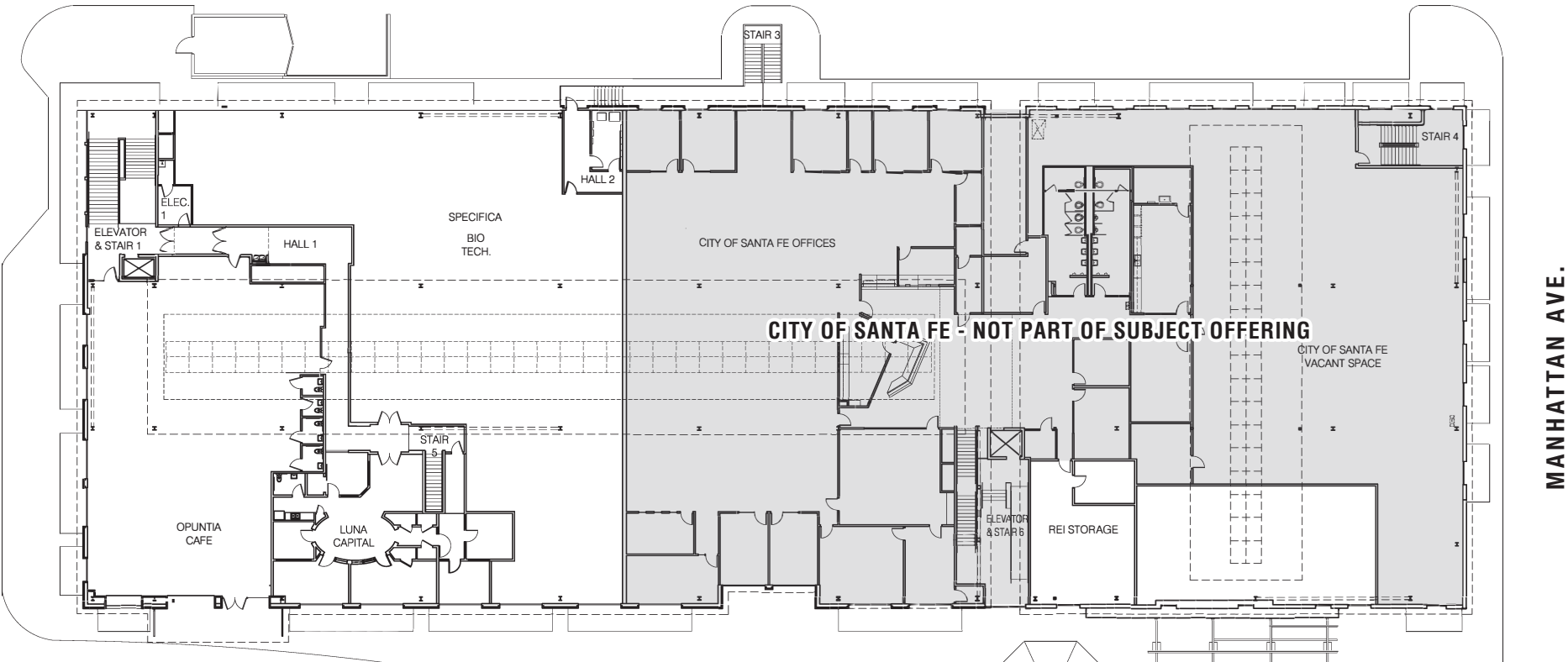
Suites 202, 204 & 205

Specifica

Specifica is a biotech company that develops antibody libraries. Antibody Libraries are the sources from which therapeutic antibodies can be generated using phage or yeast display. Specifica's Generation 3 platform generates drug like antibodies, with broad diversity, high affinities and few biophysical liabilities. In addition to in-house designs, Specifica also collaborates closely with partners to create custom libraries in which essential elements are optimized according to partner needs. specifica.bio



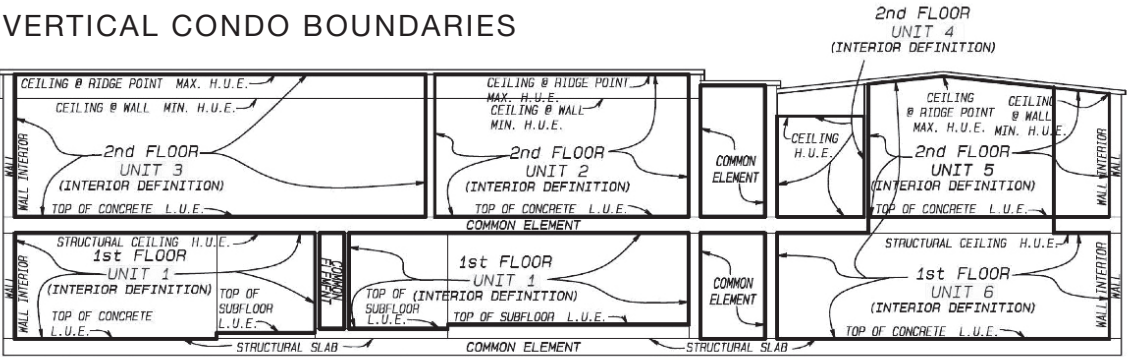
FLOORPLAN
GROUND LEVEL

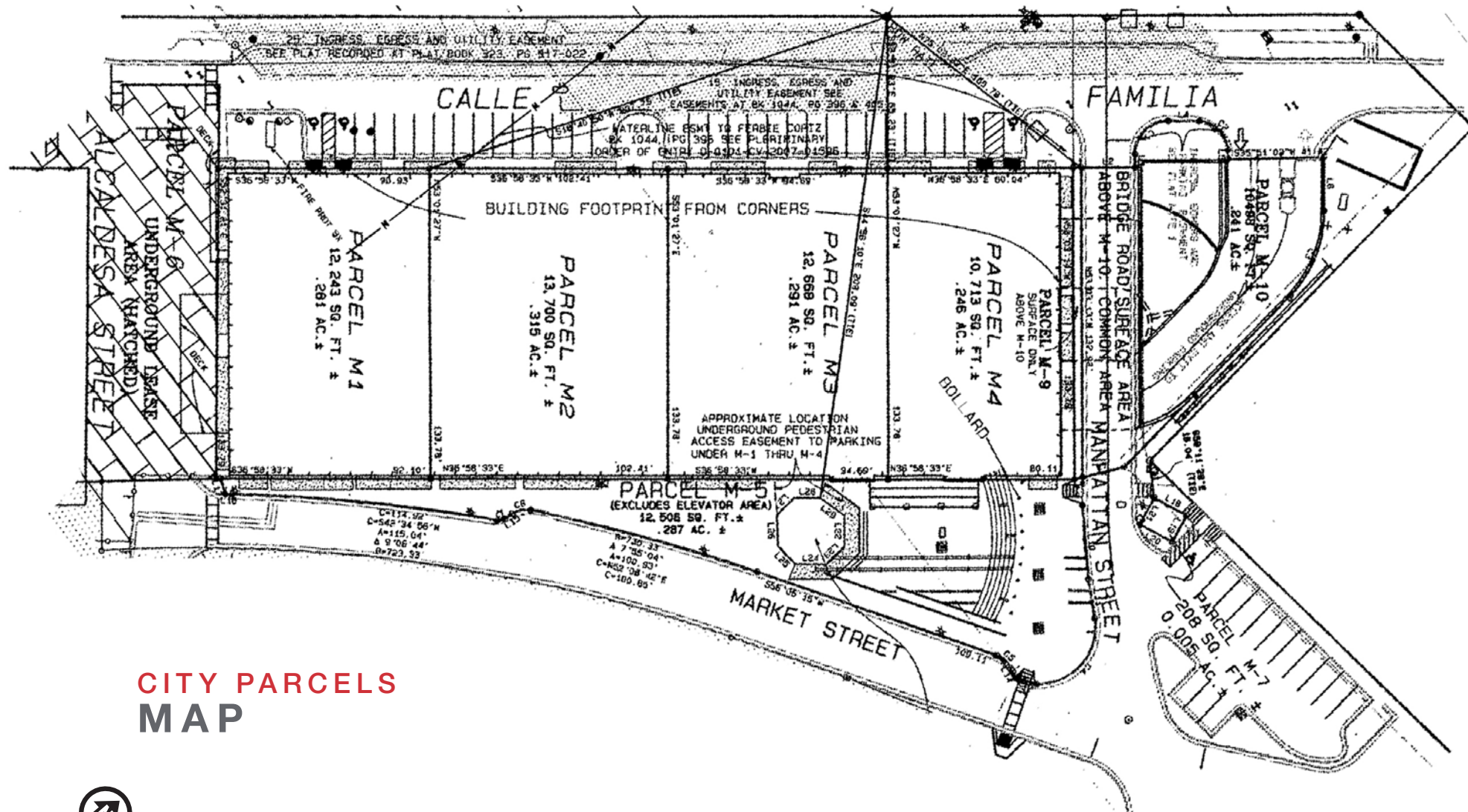


FLOORPLAN
2ND LEVEL

MARKET ST.

VERTICAL CONDO BOUNDARIES





CITY PARCELS MAP





ZONING SUMMARY

Current Zoning	BCD, Business Capital District, Railyard Subdistrict
Townscape Subdistrict	<p>Redevelopment Subdistrict</p> <ul style="list-style-type: none">A. Infill and a limitation of sprawl through the efficient utilization of land;B. Optimum utilization of public infrastructure;C. A mix of land uses;D. Residential use;E. Comprehensive site planning;F. Public benefit uses;G. Urban design innovation;H. An enhancement of the economic vitality of the district; andI. The preservation and enhancement of the character and quality of the area in which the subdistrict is located, through elimination of any potentially significant adverse impacts or potentially irreversible adverse impacts upon the community, surrounding neighborhoods or other approved project plans.
Overlay Districts	<p>The overlay zoning districts of this article are intended to apply in combination with the underlying general use zoning districts to impose regulations and standards in addition to those required by the general use districts. The requirements of an overlay district shall apply whenever they are in conflict with those in the general use district.</p>
Historic District	<p>Westside and Guadalupe Historic District</p> <p>In order to promote the economic, cultural, and general welfare of the people of the City and to ensure the harmonious, orderly and efficient growth and development of the City, it is deemed essential by the Governing Body that the qualities relating to the history of Santa Fe, and a harmonious outward appearance, which preserve property values and attract tourists and residents alike, be preserved, some of these qualities being:</p> <ul style="list-style-type: none">A. The continued existence and preservation of historical areas and buildings;B. The continued construction of buildings in the historic styles; andC. A general harmony as to style, form, color, height, proportion, texture and material between buildings of historic design and those of more modern design.
Uses Permitted	<p>Residential dwelling (single & multi), office, virtually all retail uses, restaurant, mini-storage, educational, and light manufacturing.</p>



RAIL RUNNER SYSTEM

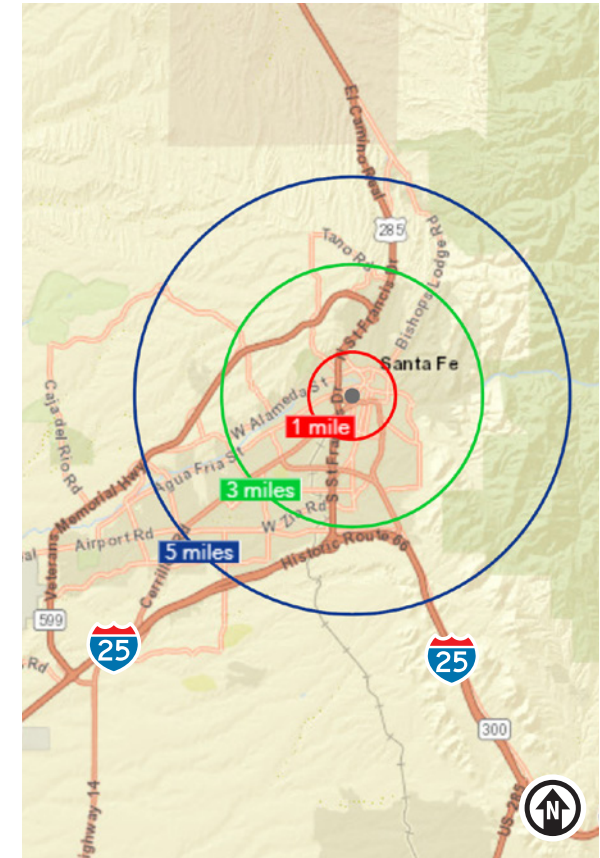
The New Mexico Rail Runner Express (AAR reporting mark NMRX) is a commuter rail system serving the metropolitan areas of Albuquerque and Santa Fe. It is administered by the New Mexico Department of Transportation (NMDOT) and the Rio Metro Regional Transit District (Rio Metro), a regional transportation agency. Phase I of the system, operating on an existing right-of-way from Belen to Bernalillo that NMDOT purchased from BNSF Railway, opened in July 2006. Phase II, the extension of the line to Santa Fe, opened in December 2008. Daily ridership, as of February 2019, was 2,200 trips per day.

The concept of passenger rail serving the Central New Mexico corridor had been discussed for decades, but it wasn't until August 2003 that a serious effort got underway. Later that same year, grants were given to NMDOT and MRCOG to begin the effort, and the New Mexico State Legislature passed a transportation improvement package with the Rail Runner included as one of the bill's projects.



AREA DEMOGRAPHICS

	1 Mile		3 Mile		5 Mile	
Summary	2021		2021		2021	
Population	9,200		40,554		66,171	
Households	5,295		20,693		32,486	
Families	1,806		9,005		15,600	
Average Household Size	1.69		1.92		2.00	
Owner Occupied Housing Units	2,977		12,992		21,876	
Renter Occupied Housing Units	2,318		7,700		10,610	
Median Age	53.0		52.8		51.2	
Trends: 2021-2026 Annual Rate	State		State		State	
Population	0.58%		0.58%		0.58%	
Households	0.63%		0.63%		0.63%	
Families	0.46%		0.46%		0.46%	
Owner HHs	0.88%		0.88%		0.88%	
Median Household Income	1.52%		1.52%		1.52%	
Households by Income	2021		2021		2021	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	606	11.4%	2,124	10.3%	3,332	10.3%
\$15,000 - \$24,999	693	13.1%	1,852	8.9%	2,705	8.3%
\$25,000 - \$34,999	505	9.5%	1,992	9.6%	3,230	9.9%
\$35,000 - \$49,999	616	11.6%	2,558	12.4%	4,059	12.5%
\$50,000 - \$74,999	832	15.7%	3,432	16.6%	5,435	16.7%
\$75,000 - \$99,999	662	12.5%	2,669	12.9%	4,303	13.2%
\$100,000 - \$149,999	661	12.5%	2,769	13.4%	4,188	12.9%
\$150,000 - \$199,999	319	6.0%	1,382	6.7%	2,276	7.0%
\$200,000+	399	7.5%	1,913	9.2%	2,958	9.1%
Median Household Income	\$55,114		\$60,960		\$61,115	
Average Household Income	\$82,736		\$92,968		\$93,080	
Per Capita Income	\$47,679		\$47,842		\$45,450	
Population by Age	2021		2021		2021	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	263	2.9%	1,522	3.8%	2,660	4.0%
5 - 9	268	2.9%	1,495	3.7%	2,714	4.1%
10 - 14	294	3.2%	1,580	3.9%	2,878	4.3%
15 - 19	281	3.1%	1,567	3.9%	2,880	4.4%
20 - 24	421	4.6%	1,937	4.8%	3,138	4.7%
25 - 34	1,031	11.2%	4,287	10.6%	7,014	10.6%
35 - 44	1,096	11.9%	4,183	10.3%	7,012	10.6%
45 - 54	1,214	13.2%	4,842	11.9%	7,952	12.0%
55 - 64	1,578	17.2%	7,345	18.1%	11,777	17.8%
65 - 74	1,558	16.9%	7,071	17.4%	11,095	16.8%
75 - 84	771	8.4%	3,284	8.1%	5,057	7.6%
85+	423	4.6%	1,441	3.6%	1,995	3.0%



2021 Forecasted by Esri

TRADE AREA ANALYSIS

Santa Fe | The City Different and the State Capital

The oldest capital city in the United States and the oldest city in New Mexico, Santa Fe is well-known as a center for arts that reflects the multicultural character of the city. Tourism is a major element of the Santa Fe economy, with visitors attracted year-round by the climate and related outdoor activities (such as skiing in years of adequate snowfall; hiking in other seasons) plus cultural activities of the city and the region. Most tourist activity takes place in the historic downtown, especially on and around the Plaza, a one-block square adjacent to the Palace of the Governors, the original seat of New Mexico's territorial government since the time of Spanish colonization. Other areas include Canyon Road and "Museum Hill", the site of the major art museums of the city as well as the Santa Fe International Folk Art Market, which takes place each year during the second full weekend of July.

Santa Fe by the Numbers (ESRI 2021 Demographics)



FOUNDED IN 1608, SANTA FE IS THE OLDEST STATE CAPITAL IN THE UNITED STATES

SANTA FE ART REPORT CARD

A half-mile stretch of Santa Fe's Canyon Road has **more than 100 galleries**, boutiques and restaurants "making it the world's densest concentration of art galleries," according to the *Four Seasons website*

Santa Fe is the third-largest art market in the United States, after New York and Los Angeles.

Santa Fe Accolades

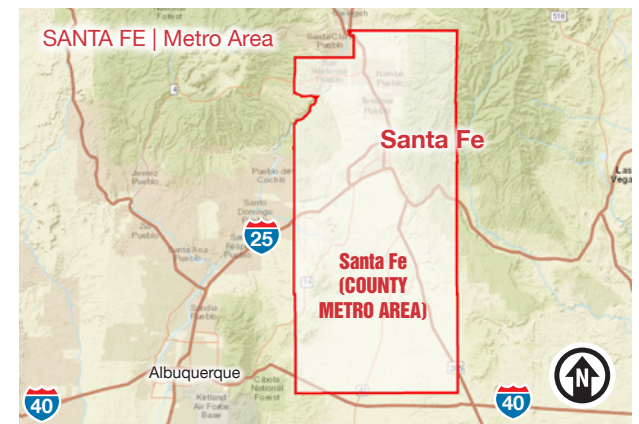
One of 2 cities recognized worldwide for the Best Food/Beverage Destination Experience by World Food Travel Association 2018
#3 Best Small City in U.S. to Live Apartment Therapy 2018
Top Destination for Millennial Travelers HomeToGo 2019
#2 Top 10 Small Cities in the US by Conde Nast Traveler 2019
One of the Best Cities for Outdoor Lovers MarketWatch 2019
One of the Greenest Cities in the U.S. CubeSmart Self Storage 2019
Top Ten Best Places to Get a Fresh Start Livability 2019
#3 Top Cities for Women Entrepreneurs Pennygeeks 2019
Best Most Romantic Destination in the U.S. CBS Local 2019
Best Up & Coming Housing Market in NM from Insurify 2019



19 minutes:
average commute



SKI SANTA FE
averages
225 inches of snow a year.





TAI
BIXBY
CCIM, DIRECTOR

EXPERIENCE

Tai joined NAI SunVista as a director for the Santa Fe Division with more than 15 years of experience. He has been in real estate since 2004, working in residential and commercial brokerage, as well as development. Earning his CCIM designation in 2012, Tai has been involved with commercial real estate exclusively since 2018.

Tai's experience includes real estate brokerage, office/industrial/retail sales and leasing, residential and commercial land sales, 1031 tax deferred exchanges, and financial/market/leasing analysis in the Santa Fe/Albuquerque real estate markets. In addition, Tai has extensive experience in investment management/analysis on behalf of both partnership and clients with passive and active investments.

Tai enjoys working in commercial real estate because he likes problem solving and helping people achieve their business and financial goals. His work in commercial real estate also allows him the ability to have fun and meet interesting people.

When Tai is not at work, you can find him snowboarding, mountain biking, sailing and traveling internationally. He balances his work/life schedule by focusing first on what matters most in his life: his faith and his family.

ASSOCIATIONS

Certified Commercial Investment Manager (CCIM)

Member of Agua Fria Planning Committee for Santa Fe County Planning Department, 2015-2016

President of Commons on the Alameda Homeowner's Association, 2004

National Association of Realtors (NAR)

Realtors Association of NM

Santa Fe Association of Realtors

Commercial Association of Realtors New Mexico (CARNM)

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got space



OUR COMPANY

NAI SunVista is a full-service commercial real estate company serving New Mexico since 1996. The company is a dynamic commercial real estate firm offering best-in-class real estate services in brokerage, property management, asset management, business brokerage and development services. The company represents institutional, private investors, and businesses throughout New Mexico and West Texas.



The company is comprised of over 50 employees including 29 advisors. Of the 29 advisors, 8 have earned the elite Certified Commercial Investment Member (CCIM) designation status and 3 have achieved the prestigious professional SIOR Designation. The Albuquerque Business First Book of Lists recognizes NAI SunVista as the largest commercial real estate company in New Mexico in 2013 and second largest in 2014 and 2015. NAI SunVista has also been voted one of the “Best Places To Work” by the New Mexico Business Weekly. The company is a customer-centric organization that delivers third party services to our valued relationships. Our clients gain the maximum benefit of the expertise of our highly skilled, best trained, collaborative team.

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