

RATON, NEW MEXICO
DONA ANA PLAZA



New 10 year Lease Extension with Super Save
New 7 Year Extension with Family Dollar
High Yield - 8.20% Cap Rate
Value Add Opportunity- \$47.48 PPF
Grocery Store Anchored - Essential Retail

Exclusively Listed By

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Investment Highlights

We are pleased to present Dona Ana Plaza in Raton, New Mexico. The offering is grocery anchored community shopping center consisting of 77,289 square feet of improvements sitting on a 6.7-acre parcel. The real estate is a value-add necessity needs based center that has served the community for over 40 years.

Dona Ana Plaza is comprised of a diverse tenant mix of grocery, discount goods, medical, restaurant, and other internet resistant services tenants. The vast majority of the tenants have been at this site for over a decade showing a commitment to the location. The large parking field offers potential for additional pad development along Second St. The property is being offered free and clear of any existing debt and has not sold in the last 50 plus years.

New Lease Extensions

- Both Super Save and Family Dollar have recently executed new lease extensions due to their long-term success at this location.
- Super Save has agreed to a new 10-Year Blend and Extend at higher rents than options, showing the strength of the location due to their increasing annual sales and low occupancy costs.
- Family Dollar executed a new 7-Year lease while taking on an additional 6,000 SF in the center.

Success and Profitability

- Super Save's store sales have increased over 17% since 2018 and have continued to rise year over year.
- Family Dollar/Dollar Tree will be taking on an additional 6,000 SF upon their lease extension. Extending the lease, increasing their rent PPSF, and taking additional space demonstrating their commitment and profitability at this location.

Long Term Operating History

- Both Super Save & Family Dollar have been successfully operating at this location for over 20 years.
- Nearly 70% of the gross leasable area of the center is leased long-term to corporately backed nationally recognized tenants.

Below Replacement Costs

- Asking price equates to a price per foot of \$47.48 far below the costs to replicate the existing property.
- Low price per foot reflects the embedded value and upside due to low rents at the property.

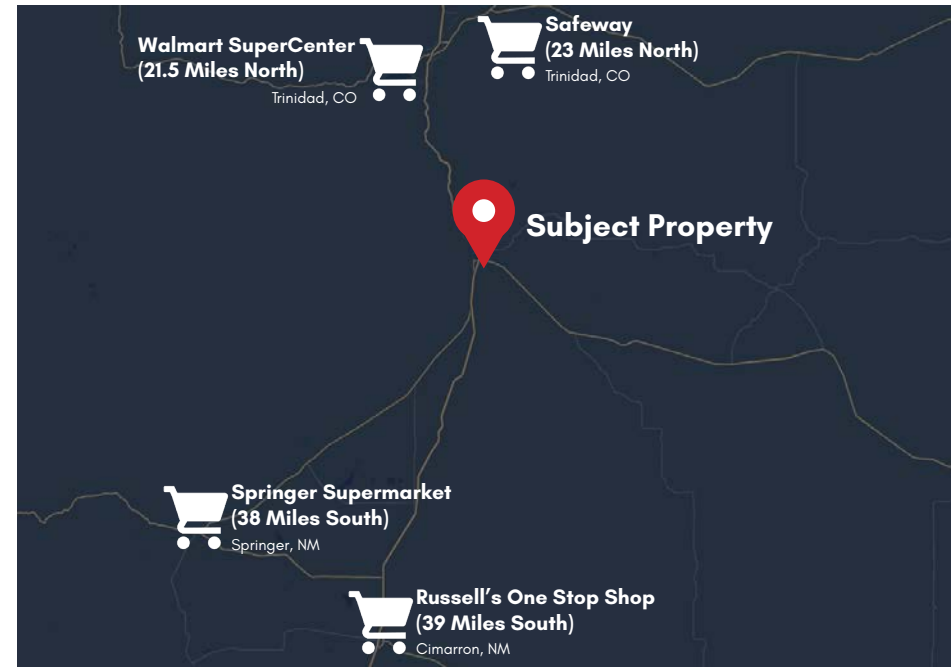
Grocery Anchored Center

- Dona Ana Plaza has been "the" grocer for the Raton community for over 40 years.
- Super Save is the only Grocery Store in a 20-mile radius and continues to thrive with increasing annual sales.

OFFERING SUMMARY

Price	\$3,700,000	Cap Rate	8.20%	PPSF	\$47.87
Address	1239 S 2nd Street				
City State	Raton, NM 87740				
GLA	77,289 SF				
Land Area	6.70 Acres				
Number of Suites	11				
Number of Buildings	3				
Year Built/ Renovation	1974/1999				
Parcel Number	1-135-184-309-339				
Occupancy	54,124 SF (83%)				
Current NOI	\$303,275				
Pro Forma NOI	\$429,082				

NEARBY GROCERY STORES



Walmart SuperCenter (Trinidad, CO)
21.5 Miles North

Safeway (Trinidad, CO)
23 Miles North

Springer Supermarket (SPRINGER, NM)
38 Miles South

Russell's One Stop Shop (CIMARRON, NM)
39 Miles South

Area Overview

Located in northeastern New Mexico and nestled in the foothills of the Rocky Mountains, Raton is ideally situated an equal distance from three major metropolitan areas: Denver, Amarillo and Albuquerque. Raton is located just south of the Colorado border and only 21 Miles from Trinidad, CO.

Raton, the County Seat of Colfax, was founded at the base of Raton Pass and Famously referred as, "Where the plains meet the Rockies." Raton is positioned right off Interstate-25, running directly from Albuquerque, NM to Denver, CO.

The Raton trade area benefits from community traffic to surrounding major metro areas, visitors to nearby outdoor attractions, and local residents who remain loyal to local established businesses. Raton is home to numerous recreational attractions which draw visitors from around the world to this area. Some of the most notable attractions being the Vermejo Park Ranch, Philmont Scout Ranch, and Angel Fire Resort.

Local Attractions



Vermejo Park **Ranch**

Listed as one of 10 Villa getaways in Forbes magazine, Vermejo Park was purchased by Ted Turner in 1996 and spans 596,000 acres offering a range of activities including expeditions, fishing, and hunting. Vermejo has been inherited by many Hollywood elites and political figures over the years. Every year Vermejo draws business leaders across the country here for corporate retreats.



Philmont Scout **Ranch**

Philmont Scout Ranch is the Boy Scouts of America's largest National High Adventure Base. Philmont has become a bustling center for high adventure and training. It covers 140,177 acres of rugged mountain wilderness in the Sangre de Cristo range of the Rocky Mountains in northeastern New Mexico. Today, 23,000 participants attend Philmont Scout Ranch each summer.



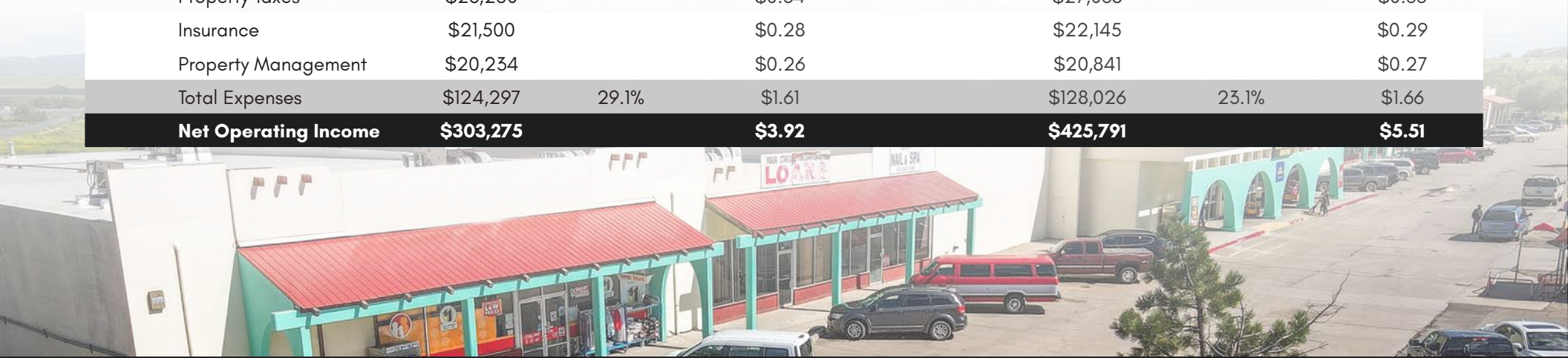
Angel Fire **Resort**

Angel Fire Resort is a popular year-round alpine ski resort in northern New Mexico. Angel Fire offers over 600 acres of terrain, a golf course, 81 ski runs, and receives over 210 inches of snow annually. Angel Fire offers great skiing, golf, tennis, hiking, fishing, mountain biking, hiking, scenery and outdoor wildlife opportunities.



OPERATING STATEMENT

Income		Current	PER SF	Pro Forma	PER SF
Base Rental Income		\$379,236	\$4.91	\$466,538	\$6.04
Reimbursement Income		\$48,336	\$0.63	\$87,279	\$1.13
Effective Gross Revenue		\$427,572	\$5.53	\$553,816	\$7.17
Operating Expenses		Current	PER SF	Pro Forma	PER SF
CAM					
Repairs & Maintenance		\$11,593	\$0.15	\$11,941	\$0.15
Landscaping		\$2,547	\$0.03	\$2,623	\$0.03
Parking Lot Cleaning		\$3,540	\$0.05	\$3,646	\$0.05
Snow Removal		\$2,032	\$0.03	\$2,093	\$0.03
Electric		\$17,948	\$0.23	\$18,487	\$0.24
Gas		\$11,844	\$0.15	\$12,200	\$0.16
Trash		\$2,574	\$0.03	\$2,651	\$0.03
Water/Sewer		\$4,234	\$0.05	\$4,361	\$0.06
Total CAM		\$56,313	\$0.73	\$58,002	\$0.75
Property Taxes		\$26,250	\$0.34	\$27,038	\$0.35
Insurance		\$21,500	\$0.28	\$22,145	\$0.29
Property Management		\$20,234	\$0.26	\$20,841	\$0.27
Total Expenses		\$124,297	29.1%	\$128,026	23.1%
Net Operating Income		\$303,275	\$3.92	\$425,791	\$5.51



\$303,275
CURRENT NOI

\$379,236
CURRENT RENTAL INCOME

11.51%
PRO FORMA CAP RATE

CURRENT RENT ROLL

Suite	Tenant Name	GLA	% of GLA	Lease Start	Expires	Monthly Rent	Annual Rent	Rent PSF	Lease Type	Reimbursements	Options
1243	The Medicine Shoppe	2,816	3.6%	6/1/2010	5/31/2025	\$2,750	\$33,000	\$11.72	Gross	-	(3) 5-Year
1245	Vacant	1,230	1.6%	-	-	-	-	-	-	-	-
1247	First National Bank Trinidad	960	1.2%	8/1/2009	7/31/2025	\$1,140	\$13,686	\$14.26	Gross	-	-
1249	Vacant	9,009	11.7%	-	-	-	-	-	-	-	-
1251	Vacant	1,980	2.6%	-	-	-	-	-	-	-	-
1253	Nail Salon	1,020	1.3%	9/1/2017	8/31/2025	\$850	\$10,200	\$10.00	Gross	-	-
1265	Super Save Discount Foods	38,074	49.3%	9/1/1999	12/31/2032	\$17,500	\$210,000	\$5.52	NNN	\$32,070.15	(3) 5-Year
1271	Family Dollar	15,000	19.4%	12/31/2001	7/1/2029	\$6,663	\$79,950	\$5.33	NNN	\$16,266.00	(5) 5-Year
1273	NOESIS	3,054	4.0%	4/1/2020	3/31/2025	\$1,000	\$12,000	\$3.93	Gross	-	-
1275	Vacant	946	1.2%	-	-	-	-	-	-	-	-
1281	Asian Buffett	3,200	4.1%	3/1/2015	7/31/2025	\$1,500	\$18,000	\$5.63	Gross	-	-
ATM	ATM First National Bank Trinidad	ATM	0.0%	8/1/2009	7/31/2025	\$200	\$2,400	-	Gross	-	-
Total		77,289	100%			\$31,603	\$379,236			\$48,336.15	
	Current Vacancy	13,165	17.0%								



\$31,603
MONTHLY RENT

83%
CURRENT OCCUPANCY

14.5 YEARS
AVERAGE TENANCY

TENANT PROFILE

Lowe's Market is a regional supermarket chain founded by Bud Lowe in 1964. Lowe's Market currently operates under the banners of Lowe's, Lowe's Market, Super Save Discount Foods, Lowe's Mercado, and Lowe's Big 8.

In 2011, Lowe's acquired Super Save adding 53 stores to their system. Lowe's Market currently operates 146 stores across Texas, New Mexico, Arizona, and Colorado, generating an annual revenue of \$1.24 Billion in 2021.



Tenant Lease Abstract

Tenant Name	Super Save Discount Foods
Occupied Square Footage	38074 SF
Tenant's Pro Rata Share	49.46%
Current Annual Rent	\$210,000
Tax Reimbursement	Tenant shall pay Tenant's Proportionate Share of actual Real Estate Taxes
Insurance Reimburesment	Lessor agrees to payment of liability insurance on the Common Area
CAM Reimbursement	Tenant shall pay Tenant's Proportionate Share of Common Area expenses.

Tenant Profile

Headquarters	Littlefield, TX
Year Founded	1964
Signature/ Guarantor	Lowe's Market (Pay and Save Inc.)
Ownership	Private
Revenue	\$1.243 Billion
Number of Stores	146 Stores
Number of Employees	22,000
Website	https://lowesmarket.com/

TENANT PROFILE

Dollar Tree, Inc. operates discount variety retail stores through two segments, Dollar Tree and Family Dollar. The Family Dollar segment operates general merchandise retail discount stores that offer consumable merchandise Dollar Tree acquired Family Dollar, Inc. in July 2015.

Together they are considered one of the nation's largest small-box discount retailers, operating 15,685 stores nationwide. Dollar Tree & Family Dollar ended fiscal 2021 with more than 240 Combo stores opened and plan to add hundreds more in the coming years.

Tenant Least Abstract

Tenant Name	Family Dollar & Dollar Tree
Occupied Square Footage	15,000 SF
Tenant's Pro Rata Share	19.50%
Current Annual Rent	\$79,950
Tax Reimbursement	Tenant shall pay Tenant's Proportionate Share of actual Real Estate Taxes
Insurance Reimburesment	Tenant shall pay to landloard Tenant's Proportionate Share of the insurance premiums paid by landlord during the lease term.
CAM Reimbursement	Tenant shall pay Tenant's Proportionate Share of Common Area expenses.



DOLLAR TREE



Tenant Profile

Headquarters	Cheaspeak, VA
Signature/ Guarantor	Family Dollar Stores of New Mexico, LLC.
Ownership	Public, DLTR (NASDAQ)
Revenue	\$26,509 Billion
Number of Stores	16,077 Stores
Number of Employees	210,500
Credit Rating	BBB (S&P 500) / BAA2 (Moddy's)

K-BOB'S
STEAKHOUSE

O'Reilly
AUTO PARTS

Pappas' Sweet Shop
Restaurant

sage
coffee shop

Domino's
Pizza

Best Western

Quality INN

Alfonso's

SONIC

Alta
CONVENIENCE

Denny's

McDonald's

Arbys

SUPER 8 MOTEL

CASA LEMUS INN RESTAURANT

DONA ANA PLAZA

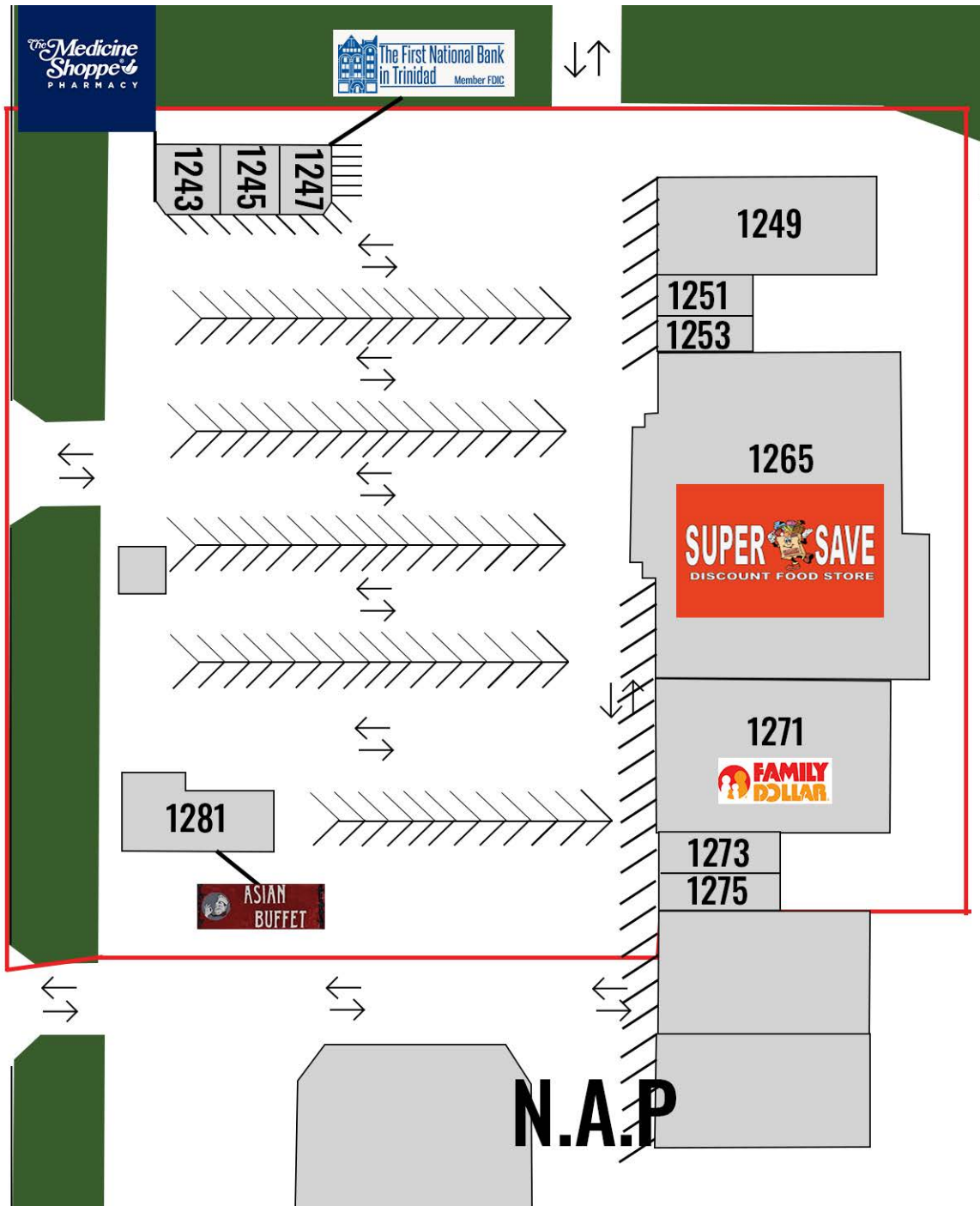
verizon
AutoZone





TENANT PROFILE

S SECOND STREET



TENANT PROFILE

- 1243 • THE MEDICINE SHOPPE
- 1245 • VACANT
- 1247 • FIRST NATIONAL BANK TRINIDAD
- 1249 • VACANT
- 1251 • VACANT
- 1253 • NAIL SALON
- 1265 • SUPER SAVE DISCOUNT FOODS
- 1271 • FAMILY DOLLAR
- 1273 • NOESIS INTEGRATED HEALTH SERVICES, INC.
- 1275 • VACANT
- 1281 • ASIAN BUFFET

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