

Rawson Solano Portfolio



Presented By:

NAI 1st Valley

Commercial Real Estate Services, Worldwide.

PORTFOLIO OVERVIEW

LOCATED IN LAS CRUCES, NEW MEXICO, NAI 1ST VALLEY IS PROUD TO EXCLUSIVELY OFFER FOR SALE AN INVESTMENT PORTFOLIO CONTAINING A TOTAL OF 7 RETAIL PROPERTIES AND 6 STORAGE UNIT BUILDINGS.

Purchase Price:	\$6,556,487
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Gross Income:	\$797,904
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Net Operating Income:	\$524,519
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Cap Rate:	8%
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Number of Buildings:	Commercial: 7 Storage: 6
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Number of Storage Units:	98
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Total SF:	Commercial Space: 60,545 +/- Storage Units: 24,766 +/- (22,770 +/- Interior)
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Total Land Area:	5.31 +/- Acres
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Vacancy:	Commercial Space: 9.6% Storage Units: 25% (97% of rentable units occupied)
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Property Photos



Solano II

OL:Summary Income Statement
For the Twelve Months Ending Saturday,
December 31, 2022

December 31,
2023 Actual

		12 Months Ending 12/31/23	ProForma
Gross Possible Income Commercial Rentals			703,554.07
Gross Possible Income Storage			221,040.06
Total Gross Possible Income			924,594.13
Vacancy Commercial			69,772.20
Vacancy Storage Units			56,917.82
Total Vacancy			126,690.02
Misc. Income		\$87.38	120.00
Gross Operating Income	\$58,958.51	\$699,807.92	797,904.11
Total Income	<u>58,958.51</u>	<u>699,895.30</u>	798,024.11
Expenses			
Accounting Fees		21,244.16	1,500.00
Advertising		138.38	138.38
Bank Charges		0.50	0.50
Insurance	1,326.08	36,250.50	35,000.00
Janitor		6,662.69	2,000.00
Licenses and Permits		45.00	45.00
Management Fees	16,190.80	218,016.21	55,947.60
Office Supplies		3,246.88	3,246.88
Padlocks		360.26	360.26
Postage		200.00	200.00
Professional Fees	278.87	10,743.31	1,000.00
Repairs & Maintenance	7,116.97	267,537.43	90,000.00
Security	458.40	5,504.51	5,504.51
Taxes		47,227.89	47,228.16
Telephone		333.89	333.89
Utilities	1,116.24	22,042.42	14,000.00
Reserve For Replacement			16,999.95
Total Expenses		<u>639,554.03</u>	273,505.13
NI Before Other Income (Exp)		<u>60,253.89</u>	524,518.98
Value 8% CAP RATE			<u>\$6,556,487.22</u>

Notes:

1. The accounting fees included consolidating several companies that owned the property. Our best estimate for accounting for 2023 is \$1,500.00
2. The janitorial fees included construction cleaning for several units that were remodeled and included Janitorial that was paid for a tenant that is no longer in the building. Our best estimate for ongoing Janitorial fees is \$2000.00
3. The owner pays himself the management fees so we have estimated the ongoing management fees to be \$36K per year for a salaried person and 2.5% of the income for professional management.
4. The Repairs and Maintenance costs include construction and remodel costs for a number of the units. The owner feels that ongoing maintenance costs should be \$90,000.00, much less than December annualized.
5. The utility costs were very high because the owner was paying utility costs for several units being remodeled and there was a state tenant who Landlord paid utilities for. The owner also just installed new LED lights on the exterior of all buildings. The ongoing utility cost is expected to be \$14,000.00 per year, also less than December Annualized.
6. Pro Forma Gross Possible Income was based on the January 8th 2024 actual rent rolls for both commercial and storage units plus 3% as the leases increase between 3 and 5% per year.
7. The Pro Forma Vacancy for commercial spaces was based on actual vacancy as shown on the January 8th 2024 rent roll plus 3%
8. The Pro Forma Vacancy for the storage units is based on 25%. The current vacancy is higher than that because the owner is using a large number of the units for personal storage. The Pro Forma 25% is well below the current market vacancy in the Las Cruces Market.
9. The Pro Forma insurance amount is based on owner's best estimate of the current policy. The policy for 2023 had some properties included in it other than the subject property. The estimate of \$35k should be more than enough to cover all of the subject properties. Buyers should get their own quote from the existing provider or their own.

Summary Rent Roll

All Properties

Current tenants in the period 12/06/23 - 12/06/23

Security Deposit based on date: 12/6/2023

Tenant Name	Unit	Sq Ft	Deposit Held	100% Rented	Vacancy Loss	Loss to Lease	Rent Charges	Misc Charges	Credits	Prior Balance	Total Charged	Total Paid	Credit Balances	Debit Balances
1001 N. Solano Business														
VACANT	1001-A	2,400	0.00	2,600.00	2,600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Thairapy Salon	1001-B	2,000	1,500.00	2,000.00	0.00	0.00	0.00	0.00	0.00	2,170.00	0.00	0.00	0.00	2,170.00
Merry Maids	1001-C	1,600	1,200.00	1,711.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PSI Services LLC	1001-D	2,000	1,800.00	2,140.00	0.00	0.00	0.00	0.00	0.00	70.00	0.00	0.00	0.00	70.00
		8,000	4,500.00	8,451.50	2,600.00	0.00	0.00	0.00	0.00	2,240.00	0.00	0.00	0.00	2,240.00
Totals for 1001 N. Solano Business			Total Units: 4		Vacant Units: 1		Vacant Rent: 2,600.00		Credit Balances: 0			Overall Balance: 2,240.00		
1041-1071 N. Solano Business														
VIP Barber Shop	1041	869	600.00	1,090.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Law Office of Elliott M	1041-B	796	600.00	700.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PVT Security, LLC.	1051	1,335	1,200.00	1,360.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MJ Custom Fencing,	1061	1,100	1,000.00	1,330.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
George Gandy Insura	1071	1,000	1,000.00	1,190.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		5,100	4,400.00	5,670.58	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Totals for 1041-1071 N. Solano Business			Total Units: 5		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 0			Overall Balance: 0.00		
1050 Commercial Warehouses														
VACANT	1050 #36 Santa	900	0.00	675.00	675.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MJ Custom Fencing,	1050 #124 San	600	0.00	450.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
MJ Custom Fencing,	1050 #125 San	1,350	800.00	1,016.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
VACANT	1050 A	2,000	0.00	1,500.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Leasing Services, Inc	1050-B	900	0.00	675.00	0.00	21.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Kitchen Kraft, Aaron I	1050-C	1,145	0.00	870.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
VACANT	1050-D	1,160	0.00	870.00	870.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
ClearVue, Peter Cruz	1050-E	1,000	0.00	550.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		9,055	800.00	6,606.00	3,045.00	21.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Totals for 1050 Commercial Warehouses			Total Units: 8		Vacant Units: 3		Vacant Rent: 3,045.00		Credit Balances: 0			Overall Balance: 0.00		
1101-1103 N. Solano Business														
State Farm Insurance	1101	1,320	1,000.00	1,565.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Leasing Services, Inc	1103	2,225	0.00	2,225.00	0.00	71.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		3,545	1,000.00	3,790.00	0.00	71.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Totals for 1101-1103 N. Solano Business			Total Units: 2		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 0			Overall Balance: 0.00		
1105-1125 N. Solano Business														
Vogue Nails	1105	1,600	1,000.00	1,660.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dulceria La Valentina	1115	1,220	1,000.00	1,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Golden Muscle Feed	1117	1,200	1,000.00	1,225.00	0.00	0.00	0.00	0.00	0.00	1,275.00	0.00	0.00	0.00	1,275.00

Tenant Name	Unit	Sq Ft	Deposit Held	100% Rented	Vacancy Loss	Loss to Lease	Rent Charges	Misc Charges	Credits	Prior Balance	Total Charged	Total Paid	Credit Balances	Debit Balances
1105-1125 N. Solano Business														
La Casa Inc.	1125	2,150	1,500.00	2,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		6,170	4,500.00	6,185.00	0.00	0.00	0.00	0.00	0.00	1,275.00	0.00	0.00	0.00	1,275.00
Totals for 1105-1125 N. Solano Business			Total Units: 4		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 0		Overall Balance: 1,275.00			
1131-1135 N. Solano Business														
Old West Meat Marke	1131	1,039	700.00	1,642.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Las Cruces Family Fc	1135	2,311	1,800.00	3,150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		3,350	2,500.00	4,792.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Totals for 1131-1135 N. Solano Business			Total Units: 2		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 0		Overall Balance: 0.00			
800-820 Spruce St. Business														
Bible Studies by Mail	800	1,000	450.00	1,390.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bible Studies by Mail	800-A	600	300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Ehly Insurance Servic	804	1,600	800.00	1,495.00	0.00	0.00	0.00	0.00	0.00	1,495.00	0.00	1,495.00	0.00	0.00
Doc Hollywood	808	1,500	400.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
La Casa Inc.	812	2,575	1,500.00	2,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
La Casa Inc.	816	1,682	1,000.00	1,650.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dwell, New Life City	820	2,456	0.00	1,257.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		11,413	4,450.00	9,392.00	0.00	0.00	0.00	0.00	0.00	1,495.00	0.00	1,495.00	0.00	0.00
Totals for 800-820 Spruce St. Business			Total Units: 7		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 0		Overall Balance: 0.00			
825-855 Spruce St. Business														
MBP Consulting DBA	825	2,400	1,500.00	2,200.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
La Casa Inc.	835	2,643	0.00	2,400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Vacuum Cleaner Spe	845	1,250	500.00	1,795.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
VCS	845-B	720	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Mosaic Church of Las	855	2,800	1,000.00	2,587.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		9,813	3,500.00	8,982.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Totals for 825-855 Spruce St. Business			Total Units: 5		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 0		Overall Balance: 0.00			
Pinon Business														
Sons of God Holiness	901	1,040	200.00	625.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
The Power Nutrition.	902	585	250.00	462.00	0.00	0.00	0.00	0.00	0.00	-0.72	0.00	0.00	-0.72	0.00
Downtown Group	903	800	191.03	582.00	0.00	0.00	0.00	0.00	0.00	582.00	0.00	582.00	0.00	0.00
All About Cleaning	904	400	200.00	330.00	0.00	0.00	0.00	0.00	0.00	1,530.71	0.00	0.00	0.00	1,530.71
ClearVue, LLC	905	1,274	300.00	907.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		4,099	1,141.03	2,907.02	0.00	0.00	0.00	0.00	0.00	2,111.99	0.00	582.00	-0.72	1,530.71
Totals for Pinon Business			Total Units: 5		Vacant Units: 0		Vacant Rent: 0.00		Credit Balances: 1		Overall Balance: 1,529.99			
Totals for report														
		Sq Ft	Deposit Held	100% Rented	Vacancy Loss	Loss to Lease	Rent Charges	Misc Charges	Credits	Prior Balance	Total Charged	Total Paid	Credit Balances	Debit Balances
		60,545	26,791.03	56,776.85	5,645.00	93.55	0.00	0.00	0.00	7,121.99	0.00	2,077.00	-0.72	5,045.71
Totals for report			Total Units: 42		Vacant Units: 4		Vacant Rent: 5,645.00		Credit Balances: 1		Overall Balance: 5,044.99			

Rent Roll

All Units, All

Wednesday, December 6, 2023

L001 - Rawson Self Storage, 1103 N Solano, P.O. Box 147, Las Cruces NM 88004 TEL: 575-527-0808

Unit	Size	Name	Company	Lease Date	Billing Day	Tax Exempt	Security Deposit	Standard Rate	Rental Rate	Variance	Scheduled Rate	Scheduled Date	Charge Balance	PaidThru	(*) Prepaid Rent Liability
001	10x32				1			225.00							
002	10x32	Diaz, Crystal		2/16/2021	1			225.00	172.00	53.00			182.00	11/30/2023	
003	10x32				1			225.00							
004	10x32	Kelley, Monjette		3/18/2021	1			225.00	150.00	75.00				12/31/2023	
005	10x32				1			225.00							
006	10x32	Ortega, Tony		7/13/2022	1			225.00	217.00	8.00				12/31/2023	
007	10x32				1			225.00							
008	10x32	Smith Brenner, Catherine		10/1/2019	1			225.00	157.00	68.00				12/31/2023	
009	20x32	Smith Brenner, Catherine		9/19/2019	1			340.00	307.00	33.00				12/31/2023	
010	15x32	Mohler, Elliott		5/1/2023	1			265.00	265.00					12/31/2023	
018	10x25	Sharp, Regina		2/14/2022	1			175.00	167.00	8.00				12/31/2023	
019	10x25	Regalado, Melanie		5/1/2020	1			175.00	122.00	53.00			132.00	11/30/2023	
020	10x25	Garcia, Heron	Primera Iglesia Apostolic	12/31/2020	1			175.00	115.00	60.00				12/31/2023	
021	10x25	Shults, Ryan		4/25/2022	1			175.00	185.00	-10.00				12/31/2023	
022	10x25	Stephens, Clara	Son of God NTHC	12/28/2009	1			175.00	142.00	33.00				12/31/2023	
023	10x25	Baca, Skye Paula Alexan		4/5/2021	1			175.00	137.00	38.00				12/31/2023	
024	10x25				1			175.00							
028	10x30				1			195.00							
029	10x30				1			195.00							
030	10x30				1			195.00							
031	10x30				1			195.00							
032	10x30				1			195.00							
047	14x20				1			175.00							
048	10x20	Podruchny, Connie P		2/1/2022	1			165.00	160.00	5.00				12/31/2023	10.00
049	10x20	Ortega, Joe		8/31/2023	1			165.00	120.00	45.00				12/31/2023	
050	10x20				1			165.00							
051	10x20	Salinas, Juan		8/21/2023	1			120.00	120.00					12/31/2023	
052	10x20	Lopez, Trista M		5/11/2010	1			165.00	126.00	39.00			378.00	9/30/2023	
053	10x20				1			165.00							
054	10x20				1			165.00							
055	10x20	Betancur, Jacqueline		4/27/2018	1			165.00	126.00	39.00				12/31/2023	
060	10x25	Diaz, Vincent		7/9/2018	1			175.00	115.00	60.00				12/31/2023	
061	10x25	Cruz, Peter		5/8/2023	1			175.00	175.00					12/31/2023	
062	10x25	Diaz, Vincent		5/1/2017	1			175.00	124.50	50.50				12/31/2023	
063	10x25	Shults, Cecilia		9/26/2022	1			175.00	182.00	-7.00				12/31/2023	
064	10x25				1			175.00							
065	10x25	Beasley Mitchell & Co.		12/31/2020	1			175.00	137.00	38.00				12/31/2023	
066	10x25	Galaviz-Seguran, Fabian		8/10/2022	1			175.00	182.00	-7.00				12/31/2023	
067	8x10	Macias, Gary		6/1/2023	1			84.00	84.00				188.00	10/31/2023	
068	8x10	Boulware, Keelin		12/19/2022	1			84.00	84.00					12/31/2023	

Rent Roll

All Units, All

Wednesday, December 6, 2023

L001 - Rawson Self Storage, 1103 N Solano, P.O. Box 147, Las Cruces NM 88004 TEL: 575-527-0808

														(*) Prepaid	
Unit	Size	Name	Company	Lease Date	Billing Day	Tax Exempt	Security Deposit	Standard Rate	Rental Rate	Variance	Scheduled Rate	Scheduled Date	Charge Balance	PaidThru	Rent Liability
069	8x10	Romero, Mary Ellen		11/2/2023	1			84.00	84.00					12/31/2023	
070	8x10	WILLIAMS, JO ANN		7/13/2023	1			84.00	84.00					12/31/2023	
071	8x10	Espinoza, Daniel		5/30/2017	1			84.00	70.00	14.00				12/31/2023	
072	8x10	Flores-Calleros, Ana		3/1/2018	1			84.00	70.00	14.00				12/31/2023	
089	10x12				1			110.00							
090	10x12	Wallace-Gonzales, Bonni		5/20/2019	1			110.00	82.00	28.00				12/31/2023	
091	10x25	Hernandez, Jesus		9/11/2023	1			175.00	150.00	25.00				12/31/2023	
092	10x25	Angel, Joe		2/3/2023	1			175.00	190.00	-15.00			200.00	11/30/2023	
093	10x25				1			175.00							
094	10x25	Keri Nunez	La Casa Inc.	2/22/2023	1			175.00	190.00	-15.00				12/31/2023	
095	10x25				1			175.00							
096	10x25				1			175.00							
097	10x25				1			175.00							
098	10x25				1			175.00							
099	10x25	Porter DDS, Bruce		2/16/1994	1			175.00	0.00	175.00				12/31/2023	
100	10x12				1			110.00							
101	10x12				1			110.00							
102	10x12	Beasley Mitchell & Co.		1/30/2017	1			110.00	93.00	17.00				12/31/2023	
103	10x12	Sefcik, Douglas	Las Cruces Foot & Ankle	9/30/2020	1			110.00	87.00	23.00				12/31/2023	
104	10x10	Romero, Brittny		8/26/2021	1			95.00	89.50	5.50			99.50	11/30/2023	
105	10x10				1			95.00							
106	10x10	Nunez, Keri		9/1/2023	1			95.00	95.00					12/31/2023	
107	10x30	Coffey, Deborah		9/20/2023	1			195.00	195.00					12/31/2023	
108	10x30	Duran, Michael		7/19/2013	1			195.00	145.00	50.00				12/31/2023	
109110	20x30	Severson, John		1/17/2022	1			330.00	350.00	-20.00			350.00	11/30/2023	
111	10x30				1			195.00							
112	10x30	Services, Leasing		6/1/2023	1			195.00	0.00	195.00				12/31/2023	
113	10x30	Derycke, Patricia		12/10/2020	1			195.00	162.00	33.00				12/31/2023	3.00
114	20x30	Parker, Gary		8/16/1995	1			330.00	287.00	43.00				12/31/2023	
115	10x10	Ruiz, Maria		10/21/2023	1			95.00	95.00					12/31/2023	
116	10x10	Barraza, Linda		4/14/2023	1			95.00	85.00	10.00			10.00	12/31/2023	
117	10x17	Wood, Julie		1/10/2023	1			135.00	135.00					12/31/2023	
118	10x17	Leasing Services Inc.	Office Records	12/9/2014	1			135.00	0.00	135.00				12/31/2023	
119	10x17	Hernandez, Arturo		4/9/2005	1			135.00	102.00	33.00				12/31/2023	2.00
120121	20x30	Ledesma, Jacob		6/1/2023	1			330.00	320.00	10.00				12/31/2023	
120A	10x15	Leasing Services Inc.	Shredding Unit	7/24/2012	1			125.00	0.00	125.00				12/31/2023	
120B	10x15	Mata, Josefina	Concilio Campesino Del	5/6/2011	1			125.00	85.00	40.00	97.00	7/1/2024		6/30/2024	510.00
122	10x30	Leasing Services Inc.	Maintenance	12/1/2007	1			195.00	0.00	195.00				12/31/2023	
123	10x30	Ballinger, Jim or Judy	The Potters House	5/3/2002	1			195.00	163.00	32.00				12/31/2023	
130	10x15	Love, Harold		12/28/2021	1			125.00	99.00	26.00				12/31/2023	

Rent Roll

All Units, All

Wednesday, December 6, 2023

L001 - Rawson Self Storage, 1103 N Solano, P.O. Box 147, Las Cruces NM 88004 TEL: 575-527-0808

Unit	Size	Name	Company	Lease Date	Billing Day	Tax Exempt	Security Deposit	Standard Rate	Rental Rate	Variance	Scheduled Rate	Scheduled Date	Charge Balance	PaidThru	(*) Prepaid
															Rent Liability
131	10x10	Valverde, Silvia		8/8/2019	1			95.00	77.00	18.00				12/31/2023	
132	10x10	Daniels, Linda		2/10/2017	1			95.00	90.00	5.00				3/31/2024	288.00
133	10x10	Andrade, Daniel		9/22/2023	1			95.00	95.00					12/31/2023	
134	10x10	Carabajal, Elisa		10/17/2023	1			95.00	95.00				105.00	11/30/2023	
135	10x10	Schlotfeldt, Jacquelynn	Vacuum Cleaner Special	8/2/2021	1			95.00	89.50	5.50				12/31/2023	
136	10x10	Montenegro, Anthony Cai		4/25/2023	1			95.00	85.00	10.00			95.00	11/30/2023	
137	10x10				1			95.00							
138	10x10	Morones, Angie		6/25/2019	1			95.00	81.00	14.00			91.00	11/30/2023	
139	10x10	Raitt, Susan A		6/24/2020	1			95.00	80.00	15.00				12/31/2023	
140	10x10	Hernandez, Debra		2/7/2023	1			95.00	95.00					12/31/2023	
177	30x20	Leasing Services Inc.	Maintenance	12/1/2007	1			330.00	0.00	330.00				12/31/2023	
178	10x20	Leasing Services Inc.	Maintenance	12/31/2007	1			165.00	0.00	165.00				12/31/2023	
179	10x20	Leasing Services Inc.	Maintenance	12/1/2007	1			165.00	0.00	165.00				12/31/2023	
180	10x20				1			165.00							
181	10x20	Leasing Services Inc.	Maintenance	1/24/2008	1			165.00	0.00	165.00				12/31/2023	
182	10x20	Leasing Services Inc.	Maintenance	12/9/2007	1			165.00	0.00	165.00				12/31/2023	
183	10x20	Leasing Services Inc.	Maintenance	4/29/2008	1			165.00	0.00	165.00				12/31/2023	
33	20x30				1			450.00							
Total	98						0.00		8,166.50		97.00		1,830.50		813.00
								16,349.00		3,082.50					

Explanation

- 1) Billing day is the anniversary.
- 2) Billing Day, Lease Date, Deposit, Standard Rate, Rental Rate, and Variance are current values not affected by the report date.
- 3) The Security Deposits totaled on this report may not match the Security Deposits values on the Management Summary and Security Deposit Liabilities reports, since this report shows only current tenants and excludes tenants who have moved out or are scheduled for a future move-in.
- 4) The Prepaid Rent Liability total on this report matches the totals on the Prepaid Rent Liability and Management Summary reports.
- 5) Prepaid Rent Liability is reported as of the report end date.



Randy McMillan, CCIM, SIOR Principal / Broker

SCOPE OF SERVICE EXPERIENCE

Randy McMillan is a Principal of NAI El Paso and NAI 1st Valley. In addition to his management and ownership responsibilities, Randy has remained a top producer for NAI and certainly one of the top commercial real estate brokers in Southern New Mexico. Randy has represented firms such as State National Bank, Community First Bank, Wells Fargo Bank, Pioneer Bank, New Mexico State University, Las Cruces Public Schools, Mesilla Valley Economic Development, POB Montgomery Retail Development, Mountain View Medical Hospital, Memorial Medical Hospital, Rawson Development, Curry Development, Multi Plastics, Star Chaser, Binns Development, Automated Thermal Processing, Cash Investments, Parkview Metal, and CVS.

EDUCATION

Randy is a graduate of Las Cruces High School and attended both University of New Mexico and New Mexico State University. He graduated from the New Mexico Real Estate Institute in 1978. Randy has completed all of the CCIM courses, having scored 98% in course 102 and 100% in both 103 and 104. Randy is the only broker in Southern New Mexico to have completed all of the extensive educational and business production requirements for both of the CCIM, Certified Commercial Investment Manager, and SIOR, Society of Industrial and Office Realtors designations. Randy regularly attends the CCIM and SIOR conventions in his effort to continue his education and expand his contact base within the commercial real estate industry.

BACKGROUND & EXPERIENCE

Randy became a real estate broker at the age of 18. He founded First Valley Realty Inc. two years later in 1979. Randy has had personal experience of over 40 years with numerous investment properties including retail, multi tenant office buildings, industrial buildings, apartment complexes, agricultural properties, health and fitness properties, and condominium developments. Randy has also worked closely with Mesilla Valley Economic Development in bringing many large employers to the city and meeting their real estate needs. Some of the companies Randy has helped bring to Las Cruces include Sitel customer service center, Allstate Claims Center, Automated Thermal Processing, Multi Plastics and Mountain View Medical Center. As a property owner and a broker Randy understands the needs and concerns from a client's view point.

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

Member of National Association of Realtors
SIOR, Society of Office and Industrial Realtors
CCIM, Certified Commercial Investment Manager
ICSC, International Council of Shopping Centers
Mesilla Valley Economic Development Alliance Partner
Winner of 2008 NAI Global Eagle Award
Winner of 2008 NAI Chairman's Award
Winner of NM CCIM Marketing Deal of the Year Award, 2008
Winner of NAI Elite Award 2009 - 2013
Board of Directors of NAI Global since 2009 - 2013
Board of Directors of New Mexico Mortgage Finance Authority since 2015



Jacob Slavec

Principal- SIOR

SCOPE OF SERVICE EXPERIENCE

Principal at NAI 1st Valley

Lead Industrial/Office Broker NAI 1st Valley

Completed the SIOR designation

Specialties: Industrial, Office, Property Evaluation Adjustments, Investment Sales

EDUCATIONAL BACKGROUND

New Mexico State University 2001-2007

BA in Business Administration (2007)

Minor in Spanish (2007)

Studied abroad at Tech De Monterrey, Nuevo Leon, Mexico (2005)

BACKGROUND AND EXPERIENCE

Jacob has leased and sold millions of sq. ft. of Industrial and office space over the past 7 years. He is the lead industrial broker with NAI 1st Valley and has been a partner for 3 years. Jacob specializes in both Tenant and Landlord representation and has worked with national companies such as CVS, US Bank, Church's Chicken, Denny's, Olam, Terracon, Amec, Franco Whole Foods, Hercules Industries, FedEx, and numerous other local businesses.

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

SIOR

CCIM Certified Commercial Investment Member, Candidate

ICSC, Member

National Association of Realtors

Commercial Association of Realtors of New Mexico

Mesilla Valley Economic Development Alliance Board Member

Treasurer- MVEDA- Executive Board Member



Jake Redfearn Principal / Broker

SCOPE OF SERVICE EXPERIENCE

Specialties: Retail Leasing, Investment Sales, Property Evaluation Adjustments
Lead Retail Broker, Investment Sales, NNN Sales, Site Selection

EDUCATIONAL BACKGROUND

Jake attended New Mexico State University from 2002-2009 receiving his BA in Government and his Masters in Government with an emphasis in International Relations.

BACKGROUND AND EXPERIENCE

Over the past 11 years Jake has been successful in representing retail clients on site selection in the southern New Mexico and West Texas. Mr. Redfearn has also represented numerous sellers and investors in the disposition or purchase of income properties including several Wal-Mart shadow centers and numerous single tenant NNN transactions over the past few years. He continues to provide excellent service to his clients with honesty and integrity.

PROFESSIONAL AFFILIATIONS & DESIGNATIONS

NAI Retail Council
CCIM Candidate
ICSC, Member
National Association of Realtors
Mesilla Valley Economic Development Alliance Board Member
Commercial Association of Realtors of New Mexico
Las Cruces Rotary Club
Downtown Las Cruces Partnership, Executive Committee Board Member
Las Cruces Chamber of Commerce Chairman of the Board

SIGNIFICANT TRANSACTIONS

Leased 2 of Las Cruces' largest retail centers to over 95% capacity
Lease 5,000 square foot historic restaurant with full liquor license to user
11 acre land sale to \$6.7 million Alzheimer's facility
Sold 120,000 square foot retail strip center
Sold 30,000 square foot retail strip center
Sold 3 K-Mart properties in New Mexico for Seritage Growth Properties
Represented Sprouts Farmers Market on their first store in Las Cruces
Sold \$24M+ portfolio of storage units in Las Cruces, NM to California investor
Represents CVS in southern New Mexico (3 stores opened to date)
Sold \$25M+ New Mexico State Office Portfolio (2019)
Sold \$130M+ New Mexico State Office Portfolio (2022)

NATIONAL CLIENTS

