

APPRAISAL REPORT
OF:
An Existing Light Industrial Property (Gymnastics School)
Located At:
555 North Mesa Rd.
Los Alamos, NM 87544

Purchase Order: 00088773

Leasehold Market Value “As Is”
Effective May 13, 2025

For:

Mr. Russell Naranjo
Incorporated County of Los Alamos
101 Camino Entrada Bldg. 1
Los Alamos, NM 87544

By:

Dominion Property Advisors
1305 Tijeras Ave. NE
Albuquerque, New Mexico 87102



Dominion Property Advisors

June 4, 2025

Mr. Russell Naranjo
County of Los Alamos
101 Camino Entrada Bldg. 1
Los Alamos, NM 87544

Re: Appraisal of an existing light industrial property (gymnastics school) located at:
555 North Mesa Rd.
Los Alamos, NM 87544
Purchase Order: 00088773
(*Dominion Job No. 25-088-473*)

Mr. Narango:

At your request, we made an inspection of the above-referenced property and investigated the current real estate market in order to provide an opinion of market value “as is” of the leasehold interest in the subject property. Your attention is directed to the Assumptions and Limiting Conditions, found in the *Introduction*, which identify the scope and use of this report.

This Appraisal Report is intended to comply with the reporting requirements set forth under the Uniform Standards of Professional Appraisal Practice (USPAP) and the guidelines of the Appraisal Institute. The extent of research and scope of the project have been clearly outlined in the Scope of Work section of this report. The report is a brief recapitulation of the appraiser’s data, analysis, and conclusions consistent with the reporting guidelines of Standards Rule 2-2(a) and is intended to meet the appraisal requirements of the Financial Institution Recovery Reform and Enforcement Act of 1989 (12 U.S.C. 331-3351). Supporting documentation is retained in the appraisers’ file.

The appraisal is also intended to be in compliance with the Code of Professional Ethics of the Appraisal Institute. A copy of your letter of authorization and list of appraisal instructions has been included in the addenda. The appraisers are unbiased with respect to the parties involved and have no present or contemplated future interest in the property appraised. Accordingly, statements of fact are, to the best of our knowledge, correct, and compensation for making this appraisal is not contingent on the value conclusions reported herein. Furthermore, this appraisal was not based on a requested minimum valuation, a specific valuation, or the approval of a loan.

1305 Tijeras Ave. NW ❖ Albuquerque, NM 87102 ❖ 505.314.3460

Based on the data and analysis presented in this report, the following is our opinion of market value of the leasehold interest in the subject property, effective May 13, 2025:

Market Value "As Is":

\$545,000

THE ABOVE MARKET VALUE CONCLUSION IS QUALIFIED BY THE GENERAL ASSUMPTIONS AND LIMITING CONDITIONS SET FORTH IN THIS REPORT.

Respectfully submitted,

DOMINION PROPERTY ADVISORS



ANTHONY KUNA, MAI

GENERAL CERTIFIED APPRAISER, NM #03041-G



WILLIAM RAEI

APPRENTICE APPRAISER, NM #03518-A

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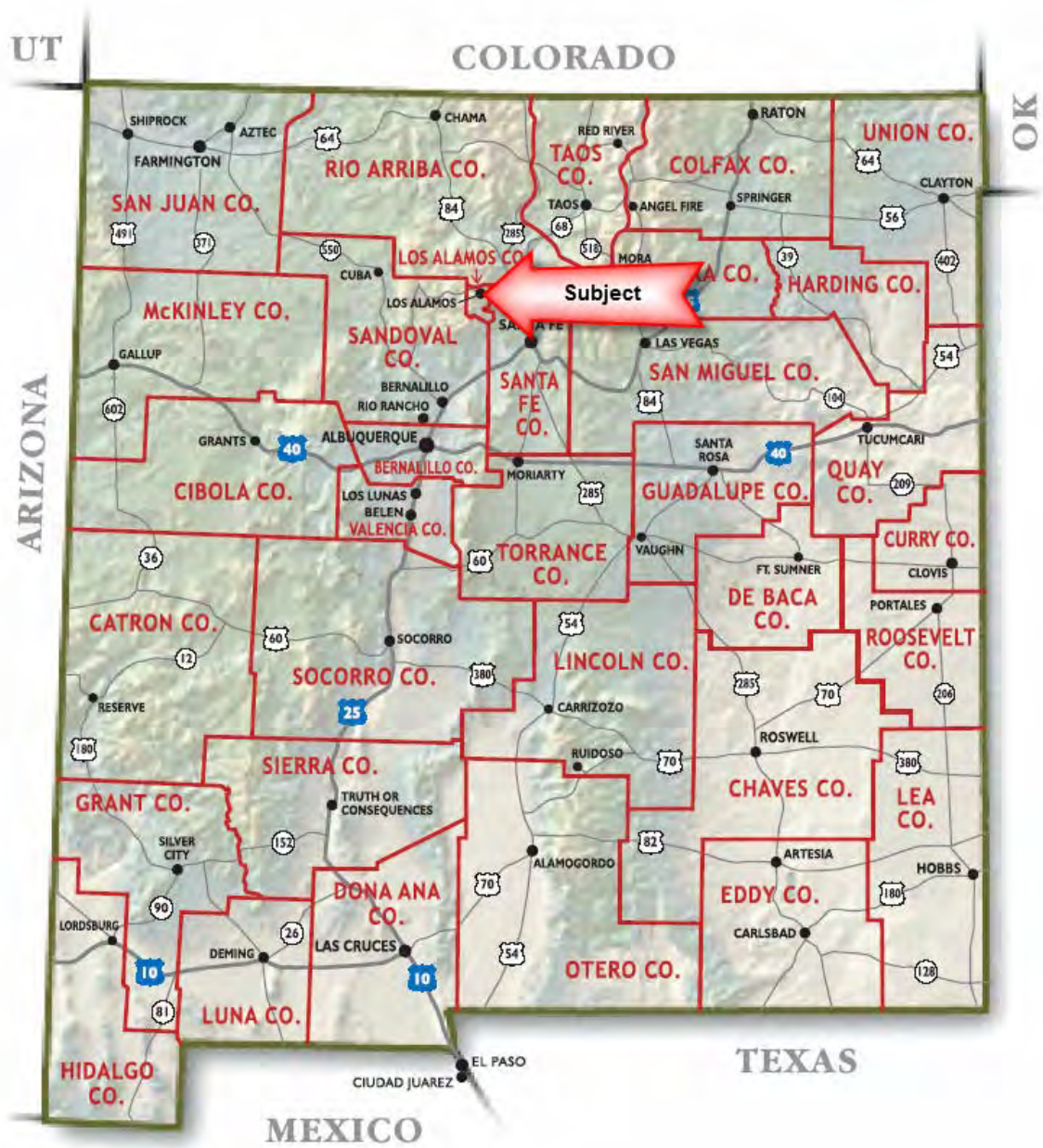
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Engagement Letter

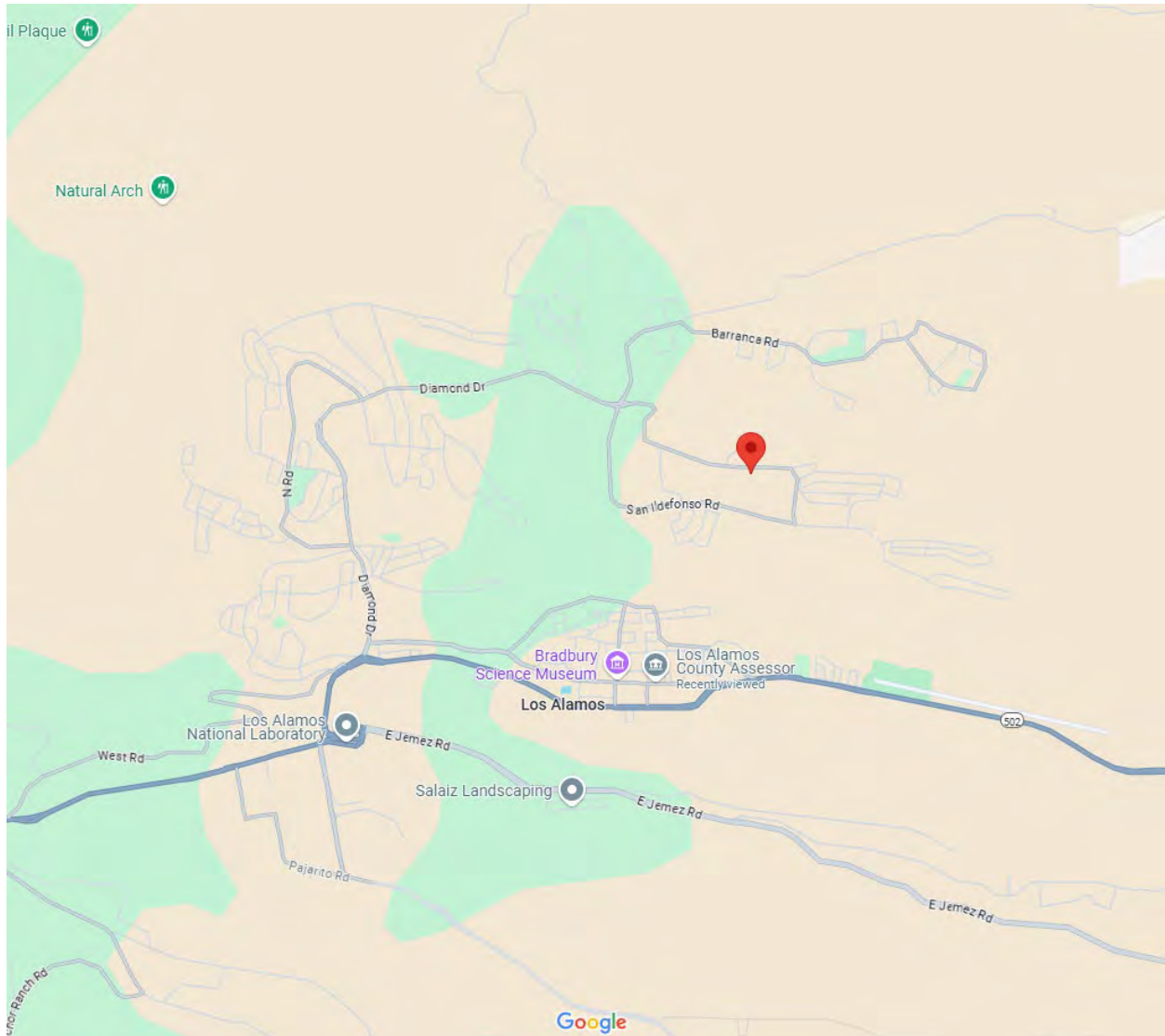
EXECUTIVE SUMMARY

Subject:	An existing light industrial property (gymnastics school)
Location:	555 North Mesa Rd. Los Alamos, NM 87544
Client:	Incorporated County of Los Alamos
Site Area:	+/- 1.005 acres or 43,778 SF
Site Description:	The site is rectangular, sloping downward from south to north, and above street grade fronting the south side of North Mesa Rd. just east of Diamond Dr. in Los Alamos, NM.
Total Appraised Building Area	+/- 10,500 SF (29% Office)
Improvements:	
Subject Building:	The subject building is a two-story, average quality rigid frame construction with metal exterior walls and a pitched metal roof.
Site Improvements:	Site improvements include an asphalt-paved parking lot, concrete walkways, some perimeter fencing, and average quality landscaping.
Zoning:	OS-AO, Open-Space – Active Open Space Zone District
Flood Zone:	Zone X
Property Rights Appraised:	Leasehold
Highest and Best Use:	
As Though Vacant:	Active open space – recreational facilities use
As Is:	Continued light industrial (gymnastics facility) use
Value Conclusions:	
Market Value “As Is”:	\$545,000
Effective Date(s):	Market value “as is” effective May 13, 2025 (date of our most recent property inspection). The date of this report is June 4, 2025.

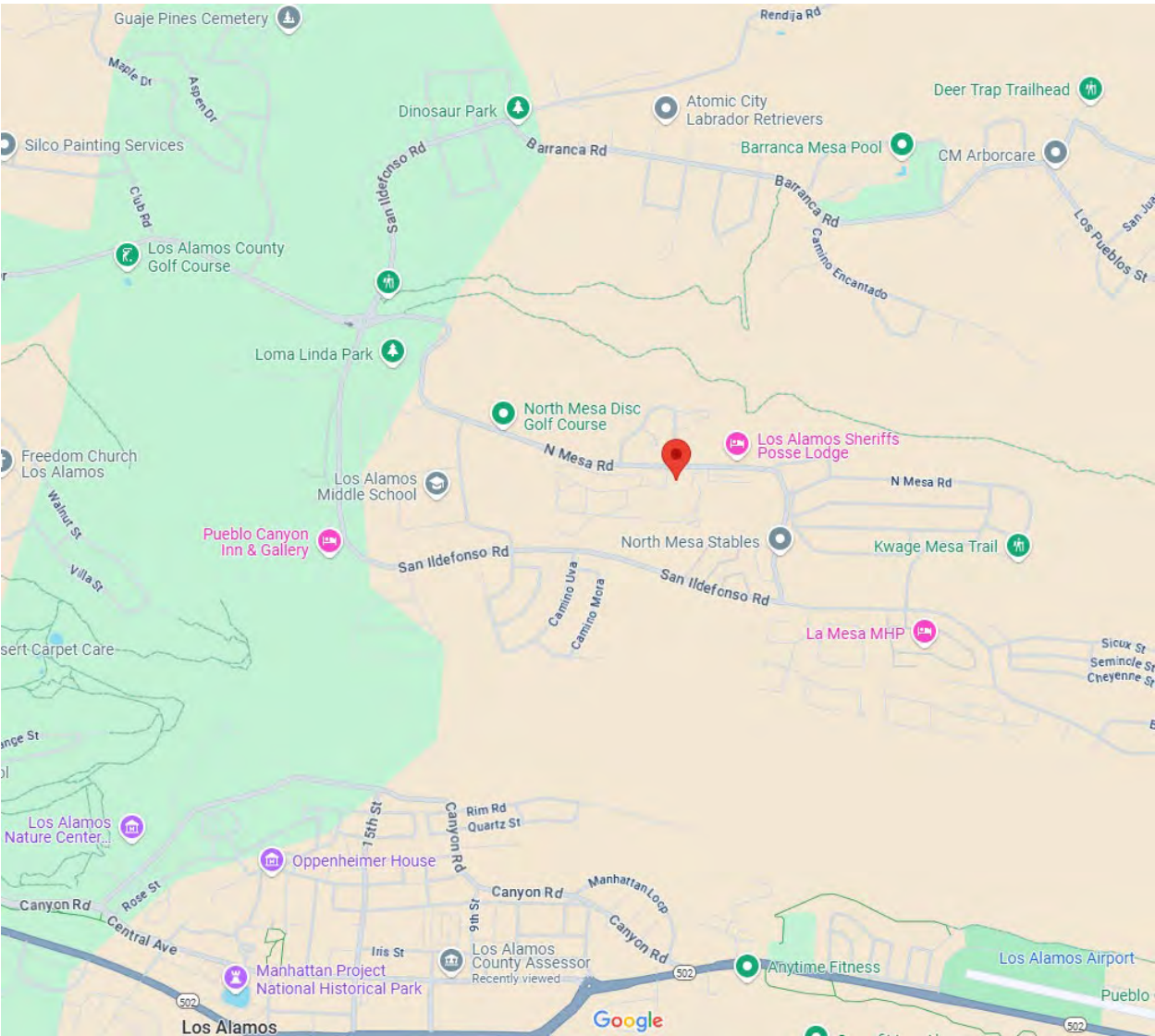
STATE MAP



CITY MAP



NEIGHBORHOOD MAP



ZONING MAP



AERIAL PHOTO



SUBJECT PHOTOS



Front view of the subject property looking northeast



Interior gym



Locker room



Office



Restroom



Kitchen (Mezzanine)



Observation deck (Mezzanine)



Side view of the subject building looking northwest



Rear view of the subject building looking southwest



Private access driveway



Street scene looking east along North Mesa Rd.



Street scene looking west along North Mesa Rd.

INTRODUCTION

Overview of the Appraised Property

The subject of this appraisal is an existing light industrial property containing a gross building area of 10,500 SF situated on a site containing approximately 1.005 acres or 43,778 SF fronting the south side of North Mesa Rd. in Los Alamos, NM. The street address is 555 North Mesa Rd., Los Alamos, Los Alamos County, NM 87544. This report will provide an opinion of market value “as is” of the leasehold interest in the subject property, effective May 13, 2025.

Legal Description

According to Los Alamos County records, the subject is legally defined as follows:

A portion of the Northeast quarter of Tract B, North Mesa No. 1, Los Alamos County, New Mexico.

History of the Subject Property

According to Los Alamos County records, ownership of the subject is vested in Los Alamos County which owns North Mesa Sports Complex. A portion of the property containing 1.005 acres or +/- 43,778 SF is ground leased to Los Alamos School of Gymnastics, Inc. (LASG) for 30 years which commenced on December 1, 1997 and is set to expire on November 30, 2027. The current lease rate is \$12,900/year or \$0.29/SF under an absolute net lease structure. LASG reportedly built the existing leasehold improvements in 1987 with an addition completed in 1998 and has been operating the subject improvements as a gymnastics school. To the best of our knowledge, there has been no other known real estate activity pertaining to the subject property within the last three years.

Scope of the Assignment

The assignment is to provide an opinion of market value “as is” of the leasehold interest in the subject property and to deliver an appraisal report of our findings and conclusions. The appraisers have:

- Made an interior and exterior appraisal inspection of the subject property and made a visual inspection of the surrounding neighborhood.
- Relied on a visual inspection of the site and reviewed the site survey in order to report site size and identify documented or apparent easements, restrictions or encroachments.
- Concluded a highest and best use.
- We have utilized the cost approach to estimate the replacement cost new of the improvements utilizing base cost estimates published by Marshall Valuation Service, estimated depreciation and entrepreneurial profit in order to arrive at an indication of market value via the cost approach;
- We have researched and confirmed relevant improved sales data, derived appropriate adjustments and reconciled sales data. We are appraising the leasehold interest on the subject building; we have excluded the leased site. We have extracted land value from the comparable sales in order to arrive to a credible indication of market value “as is” of the leasehold improvements via the sales comparison approach;
- The income approach has been excluded as the subject is typical of an owner-occupied building and would be purchased for owner occupancy rather than as an investment property.
- Reconciled all data and analysis into a final opinion of market value “as is.”

Competency

The appraisers have analyzed/appraised the subject's property type before, and are geographically competent to appraise in Los Alamos as we have previously appraised numerous properties in the geographic area. The appraisers possess the necessary knowledge, experience and geographic competence to complete this report in conformity with the competency provision of USPAP.

Intended Use(s)/Intended User(s)

The intended use of this appraisal is for internal use related to a potential acquisition. The intended user of this report is Incorporated County of Los Alamos. This report may not be used or relied upon by any party or entity other than the stated client for whom it was prepared.

Market Value Defined¹

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated.
2. Both parties are well informed or well advised, and acting in what they consider their own best interests.
3. A reasonable time is allowed for exposure in the open market.
4. Payment is made in terms of cash in US dollars or in terms of financial arrangements comparable thereto.
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

Property Right(s) Defined

The leasehold interest is being appraised in this assignment as the subject is encumbered by a long-term a ground lease agreement.

The leasehold estate is defined as: "The right held by the lessee to use and occupy real estate for a stated term and under conditions specified in the lease."²

A lease is defined as: "A contract in which the rights to use and occupy land, space, or structures are transferred by the owner to another for a specified period of time in return for a specified rent."³

Marketing Time

A reasonable *exposure time* is the amount of time, leading up to the date of market value, necessary to expose a property to the open market in order to achieve a sale. Marketing periods for similar sales of this type property typically range from a few to 12 months. In our opinion, less than 12 months is a reasonable *exposure time* for the subject under current market conditions.

The projected *marketing time* is the length of time it would probably take to sell the subject if placed on the market as of the appraisal date. If placed on the market and appropriately priced, we believe there is a high

¹ 12 C.F.R. Part 34.42(g); 55 Federal Register 34696, August 24, 1990, as amended at 57 Federal Register 12202, April 9, 1992; 59 Federal Register 29499, June 7, 1994.

² *The Dictionary of Real Estate Appraisal*, 7th Edition, Appraisal Institute, Chicago, 2022, p. 105.

³ *The Dictionary of Real Estate Appraisal*, 7th Edition, Appraisal Institute, Chicago, 2022, p. 105.

likelihood the subject would sell within less than 12 months. During the foreseeable future, we project that the *marketing time* for the subject should be equal to or lower than the estimated exposure time, i.e., less than 12 months.

Effective Date(s) of Appraisal

Our most recent inspection of the subject property was May 13, 2025; therefore, the effective date of market value “as is” is May 13, 2025. The date of this report is June 4, 2025.

LIMITING CONDITIONS AND ASSUMPTIONS

The appraisal described and contained herein is expressly limited and conditioned upon the terms, assumptions and other matters contained in this section entitled "Limiting Conditions and Assumptions." Said limiting conditions and assumptions are hereby incorporated into the appraisal in their entirety by this reference.

Appraisal Report

This document is an Appraisal Report and is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP). The scope of this report has been detailed in the Scope of Work section which clearly outlines approaches used to estimate value.

A. Scope of the Appraisal

Dominion Property Advisors ("Appraiser"), acting herein by and through its authorized appraisers, have been retained by the Client to provide an opinion of market value "as is" of the leasehold interest in the subject property, which opinion is fully set forth in the Appraisal. In compiling the Appraisal, the Appraisers have relied upon information provided to them by the Client. The assumptions which have been made concerning the Appraisal include the foregoing and other specific assumptions more particularly set forth in the Appraisal. The Appraisers have not independently verified all of the information furnished to them or assumptions made with respect to the Appraisal unless otherwise indicated by the Appraisers and therefore are not responsible for their content or their effect on the Market Value of the Property.

B. Intended Use of the Appraisal

The Appraisers have been engaged by the Client to provide an opinion of market value "as is" to establish the market value of the subject property for decision making by a federally regulated financial institution relating to an internal use transaction. Any other use of the Appraisal without the prior written consent of the Appraisers is strictly forbidden. Any unauthorized use of the Appraisal will render the Appraisal null and void and of no force or effect.

C. Severability

No portion of the Appraisal may be reproduced in whole or in part without the prior written consent of the Appraisers.

D. Copies, Publication, Distribution, Use and Ownership of Report

Possession of this report or any copy thereof does not carry with it the right of publication, nor may it be used for other than its intended use; the physical report(s) remain the property of Dominion Property Advisors for the use of the client, the fee being for the analytical services only.

The Bylaws and Regulations of the Appraisal Institute require each Member and Candidate to control the use and distribution of each appraisal report signed by such Member or Candidate; this appraisal report shall not be given to third parties without the prior written consent of the signatories of this appraisal report. Neither all nor any part of this appraisal report shall be disseminated to the general public by use of advertising media, public relations, news, sales or other media for public communication without the prior written consent of Dominion Property Advisors.

E. Other Services

The Appraisers have not been engaged to fulfill any services other than those set forth in the discussions with the lender, the terms and conditions of which are hereby incorporated herein by this reference. The Appraisers are not obligated to provide any other services, including but not limited to, testimony in court or before any other body charged with interpretation of enforcement of the Appraisal. The Appraisers shall not provide any post-appraisal consultations with the

Client or other parties without the payment of additional fees of the Appraiser's normal hourly rates for such services then in effect.

If Appraisers shall be required to provide any testimony pursuant to any subpoena, Client shall pay any costs and expenses associated with such testimony, which shall include, but not be limited to, reasonable attorneys' fees and compensation of the Appraisers at their normal hourly fee.

F. Real Estate Values

Due to the nature of real estate valuation and the complexities of external and internal factors which dictate the Market Value and Prospective Market Value of any real estate, and the rapid changes and fluctuations with respect to the valuation of real estate, the opinion of the Appraisers set forth in the Appraisal concerning the Market Value of the Property is reliable as of the Effective Date and should not be considered as reliable at any time thereafter.

G. No Guarantee or Warranty

The Appraisers make no guarantee or warranty, whether implied or expressed, concerning the Market Value and Prospective Market Value set forth in the Appraisal. The Appraisal merely set forth the Appraisers' opinions of such Market Values based upon information submitted by the Client and assumptions made by the Appraisers with respect to the Property.

H. Americans with Disabilities Act "ADA"

The appraisers have not made or been furnished with a specific compliance study to determine if the subject property (existing and or proposed) is in compliance with the specialized requirements of the ADA. It is possible that the subject property is not in compliance with the ADA requirements which became effective in January of 1992. This could negatively impact the market value of the subject property and any such finding might require revision of this appraisal and its market value estimate. Unless evidence is furnished to the contrary, the appraiser assumes compliance. It is recommended that the Client obtain an expert opinion in regard to the specific requirements of the ADA.

I. Legal, Engineering, Financial, Structural or Mechanical Components; Nature, Hidden or Unapparent Conditions, and Soil

No responsibility is assumed for matters legal in character or nature, nor matters of survey, nor of any architectural, structural, mechanical or engineering nature. No opinion is rendered as to the title of the subject property, which is presumed to be good and merchantable. The Property is appraised as if free and clear, unless otherwise stated in particular parts of the report. The legal description is assumed to be correct as used in this report as furnished by the client, his designee, or as derived by the Appraisers.

Please note that no advice is given regarding mechanical equipment or structural integrity or adequacy, nor soils and potential for settlement, drainage and such (seek assistance from qualified architect and/or engineer), nor matters concerning liens, title status, legal marketability and such (seek legal assistance). The lender and owner should inspect the Property before any disbursement of funds; further it is likely that the lender or owner may wish to require mechanical or structural inspections by a qualified and licensed contractor, civil or structural engineer, architect, or other expert.

The Appraisers have inspected as far as possible, by observation, the land and the improvements; however, it was not possible to personally observe conditions beneath the soil or hidden or unapparent structural, or other components. We have not critically inspected mechanical components within the improvements and no representations are made herein as to these matters unless specifically stated and considered in the report. The value estimate considers there being no such conditions that would cause a loss of value. The land or the soil of the area being appraised appears firm, however subsidence in the area is unknown. The Appraisers do not warrant against this condition or the occurrence of problems arising from soil conditions.

The Appraisal is based on there being no hidden, unapparent, or apparent conditions of the property site, subsoil, or structures or toxic materials which would render it more or less valuable. No responsibility is assumed for any such

conditions or for any expertise or engineering to discover them. All mechanical components are assumed to be in operable condition and status standard for properties of the subject type. Conditions of heating, cooling, ventilating, electrical and plumbing equipment is considered to be commensurate with the condition of the balance of the improvements unless otherwise stated. No judgment is made as to adequacy of insulation, type of insulation or energy efficiency of the improvements or equipment.

If the Appraisers have not been supplied with a survey, no responsibility or representation is assumed or made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained. No representation or warranties are made concerning obtaining the above mentioned items.

The Appraisers assume no responsibility for any costs or consequences arising due to the need, or the lack of need for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for flood hazard insurance.

J. Legality of Use

The Appraisal is based on the premise that there is full compliance with all applicable federal, state and local environmental regulations and laws unless otherwise stated in the report; further that all applicable zoning, building and use regulations and restrictions for all types have been complied with unless otherwise stated in the report; further, it is assumed that all required licenses, consents, permits or other legislative or administrative authority, local, state, federal and/or private entity or organization have been or can be obtained or renewed for any use considered in the value estimate.

K. Subsurface Rights

Subsurface Rights (minerals and oil) were not considered in this Appraisal unless otherwise specifically stated.

L. Insulation and Toxic Materials

Unless otherwise stated in this report, the Appraisers signing this report have no knowledge concerning the presence or absence of any toxic materials and/or urea-formaldehyde foam insulation in existing improvements; if such is present, the value of the property may be adversely affected and re-appraisal at additional cost may be necessary to estimate the effects of such.

M. Terms of Sale and Full Disclosure

The State of New Mexico does not have full disclosure laws regarding real estate transactions. Therefore, the Appraisers had to confirm all sales and rental comparables with brokers, property managers, mortgage brokers, grantors, grantees and other parties familiar with the transaction. The Appraisers' results are limited by the accuracy of the information supplied by the aforementioned individuals. Whenever possible, the information was verified by county records.

N. Environmental Hazard Notice

Comprehensive federal and state laws and regulations have been enacted in the last few years in an effort to develop controls over the use storage, handling, clean-up, removal and disposal of hazardous wastes or substances. Some of these laws and regulations, such as the so-called "Superfund Act," provide for broad liability schemes wherein an owner, tenant or other use of the property may be liable for clean-up costs and damages regardless of fault. Other laws and regulations set standards for the handling of asbestos or establish requirements for the use, modification, abandonment, or closing of underground storage tanks.

It is not practical or possible to list all such laws and regulations in this Notice. Therefore, owners, buyers, tenants, and lenders involved with the property which is the subject of this report, and any other use and/or uses of this report are urged to consult legal counsel to determine their respective rights and liabilities with respect to the proposed transactions involving the subject of this appraisal. If hazardous wastes or substances have been, or are going to be used, or if underground storage tanks are present, it is essential that legal and technical advice be obtained in determining, among other

things, what permits and approvals have been or may be required, if any, estimated costs and expenses associated with the use, storage, handling, clean-up, removal or disposal of the hazardous wastes or substances, and what contractual provisions and protections are necessary or desirable. It may also be important to obtain expert assistance for site investigations and building inspections. The past uses of the property may provide valuable information as to the likelihood of hazardous wastes or substances, or underground storage tanks being on the property.

We have not made investigations or obtained reports regarding the subject matter of this Notice, except as may be specifically described within the body of this appraisal. We make no representations regarding the existence or non-existence of hazardous wastes or substances, or underground storage tanks on the property. The user and/or users of this report should contact a professional, such as a civil engineer, geologist, industrial hygienist or other persons with experience in these matters to provide advice concerning the property.

The term "hazardous wastes or substances" is used in this Notice in its very broadest sense and includes, but is not limited to, petroleum based products, paints and solvents, lead, cyanide, DDT, printing inks, acids, pesticides, ammonium compounds, asbestos, PCB's and any storage tanks that may be present on all types of real property. This Notice is, therefore, meant to apply to any type of real property, whether improved or unimproved.

DESCRIPTION AND ANALYSIS

Los Alamos/Los Alamos County Profile

This section of the report summarizes the city's economic base; it's demographic and land use trends, and the current development climate for real estate.

Los Alamos County consists of two market areas: Los Alamos (+/- 13,000 residents) and White Rock (+/- 6,000 residents) which are part of the same unincorporated townsite even though White Rock is situated approximately 10 miles southeast of Los Alamos. Los Alamos is home to the Los Alamos National Laboratories, which was founded to undertake the Manhattan Project in 1943. Before the Manhattan Project, the site was occupied by the Los Alamos Ranch School.

Los Alamos is located approximately 35 miles northwest of Santa Fe, approximately 2.7 miles northwest of White Rock, 3.1 miles west of San Idelfonso Pueblo and el Rancho and 3.6 miles southeast of Santa Clara Pueblo. Los Alamos is located at an elevation of 7,320 SF. According to the United States Census Bureau, Los Alamos has a total area of 10.9 square miles of land.

The population of Los Alamos County is very diverse and consists of people from around the world. The primary employer is Los Alamos National Laboratories (LANL), an internationally renowned research institution with an annual budget of approximately \$2.92 billion employing more than 12,000 scientists, engineers, technicians, contractors and professionals. In addition, LANL contract labor employs hundreds more. LANL employs a large number of students from around the world as well. Over the years LANL has become one of the largest multidisciplinary research institutions in the world. LANL has specialized in areas such as supercomputing, information management, advanced materials, sensor technologies, biosciences, earth/environmental sciences, and others. The population of Los Alamos has among the highest levels of education of any community in the United States with 53% having college degrees and nearly 30% having graduate degrees.

Los Alamos County has experienced low population growth as it's surrounded by National Forest, National Parks, Pueblo Lands, and Federal lands. Although there have been some new lands made available for new housing in recent years, the addition of housing units has been largely offset by a trend toward smaller household sizes. With the exception of housing, the cost of living in Los Alamos is comparable to national averages. Housing tends to be more expensive in Los Alamos due to the lack of vacant land available for development. Accordingly, homeowners have benefited from relatively rapid appreciation in property values.

In addition to LANL, there are many national companies with a presence in Los Alamos including Bectel, Washington Group International, Shaw Engineering, Motorola, Honeywell, and others. The largest employers in Los Alamos include the Los Alamos National Laboratories, KSL Services, Protection Technology Los Alamos, Los Alamos County, Los Alamos Public Schools, Los Alamos Medical Center, and Los Alamos National Bank.

Population Trends

Los Alamos County and New Mexico have exhibited population growth over the last 50 years are shown in the following chart:

Historical and Projected Population Data: 1950 – 2023

Year	Los Alamos County	Δ%	New Mexico	Δ%
	Population Total		Population Total	
1950	10,476	-	681,187	-
1960	13,037	2.21%	951,023	3.39%
1970	15,198	1.55%	1,016,000	0.66%
1980	17,599	1.48%	1,302,894	2.52%
1990	18,115	0.29%	1,515,069	1.52%
2000	18,343	0.13%	1,819,046	1.85%
2010	17,950	-0.22%	2,059,179	1.25%
2011	18,181	1.29%	2,078,407	0.93%
2012	18,162	-0.10%	2,084,594	0.30%
2013	17,831	-1.82%	2,086,895	0.11%
2014	17,682	-0.84%	2,085,572	-0.06%
2015	17,644	-0.21%	2,085,109	-0.02%
2016	18,147	2.85%	2,081,015	-0.20%
2017	18,738	3.26%	2,088,070	0.34%
2018	19,101	1.94%	2,095,428	0.35%
2019	19,369	1.40%	2,096,829	0.07%
2020	19,418	0.25%	2,118,488	1.03%
2021	19,390	-0.14%	2,116,950	-0.07%
2022	19,273	-0.60%	2,113,476	-0.16%
2023	19,444	0.89%	2,114,371	0.04%

Source: US Bureau of the Census, BBER-UNM

Based on historical population growth in the region over the last 40 years, we expect population stability for the foreseeable future.

Employment Trends

The New Mexico Department of Labor does not delineate labor force statistics for the City of Los Alamos, but it does by county in rural areas and, Los Alamos is the largest townsite in Los Alamos County. The following table shows historical overall employment and unemployment rates in Los Alamos County with comparative state of New Mexico and United States statistics.

Historical Employment Information (Civilian Labor Force)

The following table shows growth in the number of persons employed in Los Alamos County, the state of New Mexico, and the United States over the past 14 years:

Year	Los Alamos County			New Mexico			United States		
	Employment	Δ%	Unemp. Rate (%)	Employment	Δ%	Unemp. Rate (%)	Employment*	Δ%	Unemp. Rate (%)
2010	9,140	-	3.7%	860,154	-	8.1%	139,064	-	9.6%
2011	8,921	-2.4%	3.6%	860,305	0.0%	7.5%	139,869	0.6%	8.9%
2012	8,654	-3.0%	3.9%	862,556	0.3%	7.1%	142,469	1.9%	8.1%
2013	8,255	-4.6%	4.2%	859,428	-0.4%	7.0%	143,929	1.0%	7.4%
2014	8,064	-2.3%	4.1%	860,396	0.1%	6.7%	146,305	1.7%	6.2%
2015	8,088	0.3%	4.1%	863,441	0.4%	6.6%	148,834	1.7%	5.3%
2016	8,315	2.8%	4.2%	864,912	0.2%	6.7%	151,436	1.7%	4.9%
2017	8,714	4.8%	3.8%	872,382	0.9%	6.2%	153,337	1.3%	4.4%
2018	8,790	0.9%	3.4%	893,823	2.5%	4.9%	155,761	1.6%	3.9%
2019	9,566	8.8%	2.8%	908,166	1.6%	4.9%	157,538	1.1%	3.7%
2020	8,670	-9.4%	4.3%	863,874	-4.9%	8.4%	160,742	2.0%	8.1%
2021	9,831	13.4%	2.4%	879,329	1.8%	6.8%	152,581	-5.1%	5.3%
2022	10,127	3.0%	1.5%	908,870	3.4%	4.0%	158,298	3.7%	3.6%
2023	11,598	14.5%	1.8%	920,002	1.2%	4.1%	161,570	2.1%	3.7%
Jan-Jul 2024	11,612	0.1%	2.0%	930,430	1.1%	4.1%	161,152	-0.3%	4.0%
2006-2024	9,223	1.9%	3.3%	880,538	0.6%	6.2%	151,526	1.1%	5.8%

*Data reported in 000s.

Source: NMDWS LAUS unit in conjunction with US Bureau of Labor Statistics

According to the New Mexico Department of Workforce Solutions, unemployment in Los Alamos County exhibits the lowest unemployment rate in New Mexico, currently estimated at 2.0% as of July 2024. This is attributable to the employment base being primarily comprised of higher paying LANL jobs.

Median Household Income 2004 – 2022: Los Alamos County, New Mexico, US (most recent)

	Los Alamos County		State of New Mexico		United States	
	MHI	Δ%	MHI	Δ%	MHI	Δ%
2005	\$92,439	-	\$38,947	-	\$66,780	-
2006	\$100,772	9.0%	\$40,028	2.8%	\$67,520	1.1%
2007	\$101,098	0.3%	\$44,356	10.8%	\$68,610	1.6%
2008	\$102,602	1.5%	\$42,102	-5.1%	\$66,280	-3.4%
2009	\$106,148	3.5%	\$43,542	3.4%	\$65,850	-0.6%
2010	\$105,987	-0.2%	\$45,134	3.7%	\$64,300	-2.4%
2011	\$110,204	4.0%	\$41,982	-7.0%	\$63,350	-1.5%
2012	\$112,115	1.7%	\$42,828	2.0%	\$63,350	0.0%
2013	\$110,930	-1.1%	\$42,127	-1.6%	\$65,740	3.8%
2014	\$108,477	-2.2%	\$44,905	6.6%	\$64,900	-1.3%
2015	\$ 101,934	-6.0%	\$45,382	1.1%	\$68,410	5.4%
2016	\$ 105,902	3.9%	\$45,674	0.6%	\$70,840	3.6%
2017	\$ 110,190	4.0%	\$48,127	5.4%	\$72,090	1.8%
2018	\$ 124,197	12.7%	\$46,718	-2.9%	\$73,030	1.3%
2019	\$ 122,001	-1.8%	\$53,113	13.7%	\$78,250	7.1%
2020	\$ 111,724	-8.4%	\$50,910	-4.1%	\$76,660	-2.0%
2021	\$ 134,050	20.0%	\$53,460	5.0%	\$76,330	-0.4%
2022	\$ 139,217	3.9%	\$56,420	5.5%	\$74,580	-2.3%

Source: U.S. Department of Commerce, Bureau of Economic Analysis, BBER UNM

Median household income in Los Alamos County is about 78% higher than the national average and more than 130% higher than the state average. The differences in median household income is almost entirely attributable to Los Alamos National Labs, which employs nearly 70% of the county's civilian labor force with high-paying scientific, engineering and technical jobs.

The reader should further note that the U.S. Census Bureau's 5-Year American Community Survey reports that 52.3% of households in Los Alamos earn more than \$100,000 per year. Moreover, 54.5% of the civilian employed population is comprised of professional, scientific and management employees.

Gross Receipts: Los Alamos (City and County) – 2006 through 2023

<i>Year</i>	<i>Gross Receipts</i>	<i>Δ%</i>
2014	\$2,685,693,480	-1.0%
2015	\$3,264,472,907	21.6%
2016	\$2,457,521,813	-24.7%
2017	\$3,201,005,336	30.3%
2018	\$3,175,424,027	-0.8%
2019	\$4,245,007,995	33.7%
2020	\$4,071,332,234	-4.1%
2021	\$3,987,021,681	-2.1%
2022	\$5,634,678,878	41.3%
2023	\$7,140,861,739	26.7%

Source: Taxation & Revenue New Mexico

Gross receipts in Los Alamos increased nearly 27% in 2013 largely due to increased hiring at LANL.

Cost of Living

The overall cost of living index for Los Alamos falls near the average for the entire nation and most surrounding Southwestern metropolitan statistical areas including Denver, Las Vegas, Phoenix, Dallas and Tucson. The cost of housing index represents a significant portion of the total cost of living index above. Albuquerque's housing compares generally favorably with the entire nation; however, it should be noted that Albuquerque has lower wages than many cities with a similar or even lower cost of housing ratings. Although Albuquerque has a higher cost of living compared to Salt Lake City and Oklahoma City, Albuquerque's cost of housing is lower than both of these metros.

Metro Area	Cost of Living Index	Cost of Housing Index
San Diego, CA	129.2	194.9
Denver, CO	104.0	118.0
Los Alamos, NM	103.4	
Las Vegas, NV	102.7	103.1
Phoenix-Mesa, AZ	97.3	98.4
Tucson, AZ	96.4	84.0
Dallas, TX	95.7	73.7
Salt Lake City, UT	92.4	94.0
Oklahoma City, OK	90.1	83.8

Source: Cost of Living Index – Comparative Data for 304 Urban Areas, Data for Third Quarter 2013, Vol. 46, No. 3, ISSN 0740-7130, produced by C2ER, The Council for Community and Economic Research, Published October 2013

Summary – Los Alamos

Los Alamos National Laboratory (LANL) is one of the world's largest science and technology institutes, conducting multidisciplinary research in areas like national security, space exploration, renewable energy, medicine, nanotechnology, and supercomputing. Since November 2018, the laboratory has been managed by Triad National Security, LLC. LANL employs approximately 14,150 people, including 330 security personnel and 620 contractors, making it the sixth-largest employer in New Mexico and a key driver of the local economy. While long-term budget cuts could negatively impact the region, LANL continues to

operate robustly. The area's land values are expected to appreciate due to limited space for expansion. Recent years have seen the remodeling of several properties, particularly government-owned ones. Notably, Kroger developed a Smith's-anchored shopping center exceeding 100,000 square feet. Triad National Security oversees a laboratory budget nearing \$3 billion, primarily focused on weapons programs. Los Alamos has fully rebounded from both the recession and the COVID-19 pandemic, boasting lower unemployment rates than state and national averages. Additionally, Los Alamos County ranks eighth in the U.S. for median household income and third outside the Washington, D.C. area.

Neighborhood Description

The subject property fronts the south side of North Mesa Rd. just east of Diamond Dr. near the northern city limit of Los Alamos. Given Los Alamos comprises only 14 square miles, the subject's neighborhood is bounded by Los Alamos city limits on all sides.

Major land uses or developments affecting the neighborhood:

Major Development: Los Alamos National Laboratories

Los Alamos Medical Center

Surrounding Development: The subject is located near the northern city limit of Los Alamos. To the west of the subject is Los Alamos County Golf Course and Los Alamos Middle School. Aspen Elementary School and Mountain Elementary School are located further west. Diamond Dr. is the primary north-south arterial serving Los Alamos which provides direct access to Los Alamos National Laboratories. Canyon Rd. and San Idelfonso Rd. to the south, two secondary arterials primarily developed with single- and multi-family residential developments, a mobile home park and houses of worship. Land uses along Trinity Dr., a primary arterial to the south of the subject, consist of multi-family residential properties, Los Alamos County Administrator, Bradbury Science Museum, Mari Mac Village Shopping Center, several bank branches, Central Park Square (large mixed-use office/retail development) and several quick and full-service restaurants. Additional land uses in the subject's immediate vicinity include Los Alamos Sheriff's Posse Lodge, North Mesa Stables, and Calvary Chapel. Most commercial/retail development is located within Downtown Los Alamos, roughly comprising the area between 4th St. and 20th St. along Central Ave. and Trinity Dr.

Neighborhoods are typically characterized as being in one of four life cycle stages: growth, stability, decline and revitalization. Although the neighborhood is approximately 50% built-out, there are many physical barriers to development in the immediate area as Los Alamos is surrounded by national parks, the national laboratory and by steep terrain which is not conducive to development. Most remaining developable land in the subject's neighborhood does not front primary arterials. Proposed development in the subject's neighborhood consists primarily of affordable housing projects. The subject's neighborhood is considered to be within the stabilized phase of its life cycle given the general lack of available land in the immediate area and the outlook for the neighborhood is for continued stabilization with intermittent redevelopment of older, functionally obsolete properties.

Site Description

Address: 555 North Mesa Rd.
Los Alamos, NM 87544

<i>Access:</i>	Immediate access is average and is provided by two asphalt-paved drive-ways extending from the south side of North Mesa Rd. General access is average and is provided by North Mesa Rd., which intersects Diamond Dr. to the west, a secondary arterial serving the subject's immediate market area.
<i>Parcel Size:</i>	+/- 1.005 acres or 43,778 SF according to the site survey on file with the Los Alamos County Clerk. The site is delineated as Parcel No. 1-034-113-450-315.
<i>Excess/Surplus Land:</i>	None
<i>Shape:</i>	Rectangular
<i>Topography:</i>	Sloping downward from south to north
<i>Zoning:</i>	OS-AO, Open Space – Active Open Space Zone District. The purpose of the open space (OS) zone districts is to protect the natural character of designated public parks and wilderness for a variety of intensities including public recreation, use, and enjoyment. Primary uses are open space and related recreation facilities, picnic and other shelters, and service/ maintenance facilities. The current use of the subject is a legally conforming use.
<i>Flood Zone:</i>	Zone X – Areas outside the 0.2% annual chance flood. (FIRM No. 35028C0045C, effective July 18, 2011). The subject's flood zone map is included in the addenda for reference.
<i>Drainage:</i>	On-site drainage appears to be adequate. Runoff appears to generally flow toward the north and east property lines.
<i>Soils:</i>	We were not provided with a soils analysis for the subject property; however, we noted no signs of structural shifting caused by soil conditions associated with the subject or surrounding development.
<i>Utilities:</i>	All public utilities are available and extended to the subject site.
<i>Easements:</i>	We were not provided with a title report for review; however, the site survey notes typical perimeter utility easements. None of the easements are considered adverse.
<i>Encumbrances:</i>	The subject property is being appraised as though free of all liens and financial encumbrances.
<i>Landscaping:</i>	Average quality
<i>Environmental:</i>	We were not provided with a Phase I environmental survey; however, no causes for concern were noted upon a visual inspection of the subject site.
<i>Site Improvements:</i>	Site improvements consist of asphalt-paved and gravel parking spaces, concrete sidewalks, some perimeter fencing, and average quality landscaping.
<i>Parking:</i>	The site contains approximately an indeterminable number of asphalt-paved and gravel parking spaces. Parking provided appears to be sufficient and conforms to minimum parking requirements for the current use of the site.

Property Taxes:

PROPERTY TAX SUMMARY			
R006934			
2024	Land	Improvements	TOTAL
Assessed Value	\$0	\$754,290	\$754,290
Taxable Value			\$251,430
Property Tax	(28.714 Mills)		\$0.00

The subject is owned by a non-profit company and is tax exempt. The subject property is over-assessed relative to the opinion of market value concluded herein (typical of the market); therefore, contesting is recommended. The subject's property tax assessments, bills and payment history are included in the addenda for reference.

Building Description

The subject building was constructed circa 1986 with an addition completed in 1998. The subject building exhibits an overall effective age of 20 years and an estimated remaining economic life of 30 years based on a total economic life of 50 years. The subject is generally described as follows:

<i>Building Area:</i>	+/- 10,500 SF (29% Office)
<i>Foundation:</i>	Reinforced concrete slab on grade.
<i>Exterior Walls:</i>	Metal over rigid frame
<i>Roofing System:</i>	Pitched metal
<i>Windows:</i>	Fixed, metal-clad, double-pane glass
<i>Doors:</i>	Entry doors are insulated hollow metal set in metal frames. Interior doors are hollow-core wood set in metal frames.
<i>Ceilings:</i>	Painted and textured gypsum board with mounted fluorescent lighting in the office and exposed and insulated metal web-joist in the warehouse.
<i>Interior Walls:</i>	Painted and textured gypsum board in the office and exposed and insulated metal in the warehouse.
<i>Flooring:</i>	Vinyl composite tile and exposed and painted concrete.
<i>HVAC System:</i>	Roof-mounted evaporative cooling fans for the office space and suspended gas-fired space heaters in the warehouse.
<i>Other:</i>	The unfinished mezzanine utilized as a play area containing +/- 725 SF. The finished mezzanine is part of GBA which has an observation deck and a kitchen.

Quality & Design

Overall, the subject building is functional for light industrial use. The subject is in average quality construction in average condition and is considered to have average curb appeal relative to surrounding commercial properties.

Highest and Best Use

As Though Vacant:

The subject is situated on a site containing 1.05 acres in Los Alamos, NM. Most types of development typically found on a site of this size are **physically possible** as the site is above street grade, sloping downward from south to north, but has a usable configuration.

The site is zoned OS-AO, Open Space – Active Open Space Zone District. The purpose of the open space (OS) zone districts is to protect the natural character of designated public parks and wilderness for a variety of intensities including public recreation, use, and enjoyment. Primary uses are open space and related recreation facilities, picnic and other shelters, and service/maintenance facilities. Therefore, **legally permissive** uses are limited.

Due to the limited zoning restrictions, development for open space, recreational or park use is likely the only **financially feasible** use of the subject.

The principle of conformity holds that a property's value is maximized by reasonably conforming to surrounding development. Considering the predominant land use in the immediate area is open space recreational or park use in nature, the **maximally productive** use of the site is for open space or recreational facility use.

Based on an analysis of physically possible, legally permissive, financially feasible and maximally productive uses; we believe the **highest and best use** of the subject site is for **legally conforming speculative, built-to-suit, or owner-occupied open space or recreational facility use**.

As Is:

The existing improvements contribute significant value over and above the value of the site as though vacant. The subject has a fairly basic floor plan which is functionally suited for light industrial use. Finally, the subject is located in a neighborhood primarily characterized by residential development making the existing improvements generally inconsistent but compatible with surrounding land uses. After analyzing the financial feasibility, permissible uses and possible uses of the subject site, the **highest and best use** of the subject is for **continued light industrial use**.

VALUATION

Income Approach

The income approach can be viewed as consisting of four primary steps: estimating revenue, stabilized vacancy, operating expenses, and capitalization. Comparable rents have been gathered to derive a market rental rate for the subject property. Expenses are based on an estimation of expenses due to the landlord under typical absolute net lease agreements. An overall capitalization rate (OAR) was derived from available investment rental sales data.

The subject site is encumbered by a long-term ground lease and the income approach (direct capitalization) has been the sole approach utilized to develop an indication of market value for the subject property as this is the approach typically utilized by investors of ground leases.

Following is a summary of the subject's lease:

Subject's Ground Lease Summary

Address	555 North Mesa Rd., Los Alamos, NM 87544
Lessor	Los Alamos County
Lessee	Los Alamos School of Gymnastics, Inc. (LASG)
Date Lease Signed	May 20, 1998
Date Commenced	December 1, 1997
Lease Terms (months)	360
Date Lease Expires	November 30, 2027
Site Leased Area (SF)	1.005 acres or 43,778 SF
Type of Lease	Absolute net
Expense Remarks	Tenant is directly responsible for all expenses.
Lease Options	None
Lease Escalations	None
Base Year Rate	\$12,900 or \$0.29/SF
Comments	None

Market Rent – Ground Lease

Given the lack of vacant ground leases in the subject's market area, we will reverse capitalize the subject's site indicated fee simple market value in order to determine if the subject's contract ground rent is reasonable and representative of market. Our data set includes five sales of vacant land in the subject's immediate market. In this analysis, we have utilized price-per-square foot of site area as a basis for comparison.

Comparable Land Sales Summary and Adjustment Grid

Item	Subject	Sale 1	Sale 2	Sale 3	Sale 4	Sale 5
Property Identification	555 North Mesa Rd., Los Alamos, NM	2155 La Tierra Rd., Los Alamos, NM	1690 Solana, Los Alamos, NM	2543 36th St., Los Alamos, NM	2549 36th St., Los Alamos, NM	5150 Quemazon, Los Alamos, NM
Sale/Asking Price	-	\$200,000	\$215,000	\$180,000	\$180,000	\$200,000
Date	-	Aug-24	Feb-24	Jun-23	Jun-23	Jun-23
Type of Transaction	-	Cash to Seller	Cash to Seller	Cash to Seller	Cash to Seller	Cash to Seller
Zoning	OS-AO	SFR-3	SFR-2	RM-1	RM-1	PD/SFR-2
Land Area (Acres)	1.0050	0.2415	0.2839	0.2445	0.2303	0.2303
Land Area (SF)	43,778	10,519	12,367	10,651	10,031	10,031
Utilities	All Available	All Available	All Available	All Available	All Available	All Available
Unit Price per Square Foot	-	\$19.01	\$17.39	\$16.90	\$17.94	\$19.94
Property Rights Adj.	-	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Sale Price/SF	-	\$19.01	\$17.39	\$16.90	\$17.94	\$19.94
Financing Terms Adj.	-	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Sale Price/SF	-	\$19.01	\$17.39	\$16.90	\$17.94	\$19.94
Conditions of Sale Adj.	-	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Sale Price/SF	-	\$19.01	\$17.39	\$16.90	\$17.94	\$19.94
Exp. After Purchase	-	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Sale Price/SF	-	\$19.01	\$17.39	\$16.90	\$17.94	\$19.94
Market Conditions Adj.	-	0.00%	0.00%	0.00%	0.00%	0.00%
Adjusted Sale Price/SF	-	\$19.01	\$17.39	\$16.90	\$17.94	\$19.94
Adjustment Categories:						
Location:	-	0.00%	0.00%	0.00%	0.00%	0.00%
Size:	-	-30.00%	-25.00%	-30.00%	-30.00%	-30.00%
Topography/Configuration:	-	-10.00%	-10.00%	-10.00%	-10.00%	-10.00%
Utilities:	-	0.00%	0.00%	0.00%	0.00%	0.00%
Zoning:	-	0.00%	0.00%	0.00%	0.00%	0.00%
Net Adjustment (%)	-	-40.00%	-35.00%	-40.00%	-40.00%	-40.00%
Adjusted Sale Price/SF	-	\$11.41	\$11.30	\$10.14	\$10.77	\$11.96
Median	\$11.30					
Mean	\$11.12					
Standard Deviation	\$0.69					
Coefficient of Variation	6.22%					

CONCLUSION: Market Value Indication from Competitive Sales

The adjusted sale prices range from \$10.14/SF to \$11.96/SF with a median adjusted sale price of \$11.30/SF and an average adjusted sale price of \$11.12/SF. The comparable sales are considered good relative to market activity and provide a highly credible indication of market value "as is." We place primary emphasis the average adjusted sale price of the comparable set. We therefore accept a market value indication of \$11.25/SF summarized as follows:

Unit Value		\$11.25/SF
Site Size	1.005 acres	43,778 SF
Indicated Market Value		\$492,500
Market Value Indication (Rounded)		\$495,000

The subject has limited development potential as it can only be used for park or active open space use in including green houses and recreation use. At this time an alternate use is not possible. In an effort to establish the amount of value diminution to the subject property as a result of its limited use, sales of lots having extremely limited development potential were confirmed and compared to the sales prices of unencumbered parcels. The dates of sale are of no consequence in this instance as this analysis only serves to develop an indication of value diminution.

	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Comp 6	Comp 7
Property Use	Easement	Easement	Retail Site with drainage easement and boomerang Config	Industrial Site with drainage easement	Residential Site	Industrial Site with drainage and Power Line Easement	Medical Site with drainage and Power Line Easement
Easement Type	100% encumbrance Road Easement	100% encumbrance drainage Easement	Drainage and Configuration	Drainage and topography	100% drainage	Drainage and Power Line	Drainage and Power Line
Address	East of ABQ NM 333, Edgewood, NM	S of Calle Cuervo, E. of Ellison W of Private Rd. Easement, ABQ, NM	3600 Cutler Ave., ABQ, NM	Menaul NE, Albuquerque, NM	North Albuquerque Acres, Albuquerque, NM	Ellison NE, Albuquerque, NM	Ellison NE, Albuquerque, NM
Sale Price	\$80,000	\$5,724	\$463,227	\$1,158,979	\$41,000	\$850,000	\$1,143,995
Sale Date	4/7/2011	9/27/2007	3/31/2014	9/4/1986	8/16/1994	12/21/1999	3/18/1987
Size Acre (s)	19.385	0.124	1.4958	3.582	2.857	4.459	6.732
Size SF	844,411	5,400	65,157	156,036	124,438	194,212	293,255
Sale Price/SF	\$0.09	\$1.06	\$7.11	\$7.43	\$0.33	\$4.38	\$3.90
Allocated Price/SF Fee Simple Land	\$0.46	\$5.21	\$11.50	\$8.00	\$1.43	\$6.00	\$5.25
SP/SF allocated for Road Easement Land	\$0.09						
% of Fee Simple Land	20%						
% of value loss from Easement	80%						
Price/SF for Drainage Easement Land		\$1.06	\$2.67	\$2.00	\$0.33	\$1.00	\$1.00
% of Fee Simple Land		20%	23%	25%	23%	17%	19%
% of value loss from Easement		80%	77%	75%	77%	83%	81%
Price/SF for Power Line Easement Land						\$3.00	\$2.00
% of Fee Simple Land						50%	38%
% of value loss from Easement						50%	62%

The comparables show discounts ranging from 50% to 83% for tracts of land having extremely limited development potential. We place primary emphasis on Comps 6 and 7 which are most similar to the subject. To account for the subject's lack of development potential resulting from the subject's limited zoning, we believe a downward adjustment of 65% is reasonable for the subject property from the concluded indication of market value of \$11/SF.

Indicated Market Value "As Is"	\$495,000
Less: Value Diminution (65%)	(\$321,750)
Indicated Market Value "As Is"	\$173,250
Market Value Indication "As Is" (Rounded)	\$175,000

Overall Capitalization Rate Indication

The RealtyRates.com-Investor Survey reports Q1 2025 OARs for recreational ground leases ranging from 4.22% to 18.28% with an average of 9.93%. The subject lease has two years remaining on a 30-year term. The subject is ground-leased at market rates. The comparable overall capitalization rates for ground-leased properties within New Mexico range from 4% to 8% with an average of 5.2%. Considering the remaining term of the lease (two years), the quality of the improvements, and the comparable set of overall rates for; we accept an overall capitalization rate for the subject property of 7% to 8% toward the higher end of the range of local OARs.

As noted above, the lease rate for the subject's site equates to \$12,900/year. Dividing rental income by the indicated fee simple market value of the subject's land results in an indicated overall capitalization rate of 7.4% which is reasonable. Therefore, the subject's current ground lease rental rate of \$12,900/year or \$0.29/SF is reasonable and representative of market value.

Net Operating Income	\$12,900
Capitalization Rate	7.5%
Conclusion – Income Approach (Rounded)	\$175,000

The leasehold interest in the subject property can either be negative or positive depending on whether the contract lease rate is below or above market rates. The lease rate for the subject property is at market based on the data presented and analyzed; therefore, the Leasehold interest in the subject land is \$0 (zero).

Replacement Cost Estimate

Using *Marshall Valuation Service* (MVS), copyright April 2025 by Marshall & Swift/Boeckh, LLC, we have developed a cost estimate for the subject.

Building Improvements:

The subject building is representative of an average quality Class S light industrial building. We have estimated the replacement cost new utilizing base costs for an average quality Class S light industrial of \$66/SF (Section 14, Page 14).

We have estimated the base cost of the subject building using the MVS calculator method as follows:

Type	Class S, Light Ind.
Quality	Average
Base Cost Factor	\$66.00
> Adjustment	\$0.00
Adjusted Factor	\$66.00
Story Height Multiplier	1.000
Adjusted Factor	\$66.00
Area/Perimeter Multiplier	1.0180
Adjusted Factor	\$67.19
Current/Local Cost Multiplier	0.9880
Adjusted Factor	\$66.38
Gross Building Area (SF)	10,500
Subtotal	\$696,990
Total (All Components)	\$696,990
Plus: Contingency (10% of 60% material costs)	\$41,819
Total Hard Cost	\$738,809
Total Hard Cost Per SF	\$70.36

We estimate the base construction cost of the subject building at \$738,809. Contingency pertains to potential increases in material costs and any unforeseen issues during the construction period. Typically, contingency equates to 10% of direct costs (labor and materials), with labor and material costs comprising roughly 60% of total construction costs.

Site improvements and indirect costs are estimated as follows:

Site Improvement Costs

The following site improvement items are already included in the MVS base costs: normal site preparation, including finish, grading and excavation for the foundation and backfill of the structures only. However, this does not capture site improvement costs not attributed to the structures, such as asphalt paving, parking bumpers, fencing and walls, landscaping, trash enclosures, sidewalks, and miscellaneous concrete flatwork, etc. **We are only appraising the leasehold improvements, no estimates for site improvements will be made as the County is responsible for the access road maintenance, parking and landscaping.**

Indirect Costs

As previously mentioned, certain indirect costs are not included in the Marshall Valuation Service data, such as impact fees, leasing commissions, etc. These typically average from 5% to 15%, depending on the size of the project. Based on the information provided to us, we estimate indirect costs at 10% of direct costs, since some of the indirect costs are already captured in the MVS adjusted base costs used to determine replacement cost new.

Utilizing our estimate from MVS, the adjusted base cost of hard, soft, indirect and site improvement costs is as follows:

Building	\$738,809
Site Improvements	\$0
Subtotal	\$738,809
Indirect Costs	\$73,881
Replacement Cost New	\$812,690
Cost/SF	\$77.40

Prior to considering entrepreneurial incentive, total replacement cost new is estimated at \$812,690 or \$77.40/SF via MVS.

Entrepreneurial Profit:

Entrepreneurial profit is the desired profit level of the owner/investor who begins a project and puts in to place all coordination of developers, subcontractors, financiers and other components to bring a project to final completion. Not all endeavors are successful; however, typically some incentive is desired to undertake the project. Typically, such costs range from 10% to 30% of total project costs from cost comparables we have reviewed and developers we have interviewed. The subject is a special use property typically built-to-suit for owner users. We therefore estimate minimal entrepreneurial profit at 10%.

Depreciation

Accrued depreciation represents a loss in value from all causes. It may also be defined as the difference between the reproduction cost or replacement cost of the improvement and its market value. Deterioration, or physical depreciation, is predominantly evidenced by normal wear and tear. Other types of depreciation are caused by obsolescence. Functional obsolescence may be caused by the inadequacy or super adequacy of a building's size, style or mechanical equipment. External obsolescence is caused by factors outside the property such as changes in demand, general property uses in the area, zoning, financing and government regulations.

Physical Deterioration

The subject building was reportedly constructed circa 1987 and exhibits an effective age of 20 years with an estimated remaining economic life of 30 years based on a total economic life of 50 years. Thus, overall physical deterioration for the subject building, based on the age/life method, is estimated at 40%.

Functional Obsolescence

We noted no functional obsolescence based on our appraisal inspection of the subject.

Economic Obsolescence

We noted no economic or external obsolescence for commercial properties in the subject's neighborhood; and no adjustment is made for this item.

CONCLUSION –Market Value “As Is”

Cost of Improvements New:		
Replacement Cost New		\$738,809
Site Imprpvement Costs		\$0
Indirect Costs		<u>\$73,881</u>
Subtotal		\$812,690
Entrepreneurial Incentive @	10%	\$81,269
Replacement Cost New:		\$893,959
Accrued Depreciation:		\$0
Physical Deterioration:	40%	(\$357,584)
Incurable		\$0
Curable		\$0
Replacement Cost Depreciated		\$536,375
External/Functional Obsolescence		\$0
Replacement Cost Depreciated		\$536,375
Plus: Land Value		<u>\$0</u>
Indicated Market Value "As Is"		\$536,375
Indicated Market Value "As Is"		\$535,000

Sales Comparison Approach

The sales comparison approach is based on sales of functional light industrial properties from which units of physical comparison are extracted. Our data set includes four sales of light industrial properties located within the subject's or neighboring submarkets. We have extracted each comparables land value to account for differences in location which we estimated based on conversations with brokers, and active land listings in each of the comparable market areas. In this analysis, we have used sale price per-square-foot as a basis for comparison. The following table summarizes the comparable sales and adjustments applied:

Improved Sales Summary and Adjustment Grid

<i>Item</i>	<i>Subject</i>	<i>Sale 1</i>	<i>Sale 2</i>	<i>Sale 3</i>	<i>Sale 4</i>
Property Identification	555 North Mesa Rd., Los Alamos, NM	127 Eastgate Dr., Los Alamos, NM	110 Eastgate Dr., Los Alamos, NM	248 Dp Rd., Los Alamos, NM	81 Camino Entrada, Los Alamos, NM
Sale Price	-	\$1,500,000	\$650,000	\$325,000	\$2,500,000
Less: Estimated Land Value	-	\$737,353	\$169,884	\$217,971	\$762,502
Residual Bldg. Value	-	\$762,647	\$480,116	\$107,029	\$1,737,498
Date	-	Dec-23	May-23	Jun-22	Oct-19
Year Built	1987 / 1998	1986	1978 / 2020	Circa 1970	2010
Type of Transaction	Cash to Seller	Cash to Seller	Cash to Seller	Cash to Seller	Cash to Seller
Land Area (Acres)*	1.0050	1.3021	0.3000	0.5560	1.3465
Land Area (SF)	43,778	56,719	13,068	24,219	58,654
FAR	0.24	0.26	0.64	0.09	0.34
Gross Building Area (SF)	10,500	14,798	8,345	2,236	20,015
% Office Built Out	29%	25%	25%	16%	75%
Construction Type	Rigid Frame	Rigid Frame	Rigid Frame	CMU	Frame/Stucco
Unit Price per Square Foot	-	\$51.54	\$57.53	\$47.87	\$86.81
Property Rights Conveyed Adj.	-	0.0%	0.0%	0.0%	0.0%
Adjusted Sale Price/GBA	-	\$51.54	\$57.53	\$47.87	\$86.81
Financing Adj.	-	0.0%	0.0%	0.0%	0.0%
Adjusted Sale Price/GBA	-	\$51.54	\$57.53	\$47.87	\$86.81
Conditions of Sale Adj.	-	0.0%	0.0%	0.0%	0.0%
Adjusted Sale Price/GBA	-	\$51.54	\$57.53	\$47.87	\$86.81
Expenditures Adj.	-	0.0%	0.0%	0.0%	0.0%
Adjusted Sale Price/GBA	-	\$51.54	\$57.53	\$47.87	\$86.81
Market Conditions Adj.	-	0.0%	0.0%	10.0%	20.0%
Adjusted Sale Price/GBA	-	\$51.54	\$57.53	\$52.65	\$104.17
Adjustments:	-				
Location	-	N/A	N/A	N/A	N/A
Age/Condition	-	0.0%	-10.0%	0.0%	-20.0%
Office/Warehouse Ratio	-	4.0%	3.0%	14.0%	-26.0%
Size	-	5.0%	-2.5%	-15.0%	7.5%
Amenities/FAR	-	0.0%	0.0%	0.0%	0.0%
Construction Quality	-	0.0%	0.0%	0.0%	0.0%
Net Adjustment %	-	9.0%	-9.5%	-1.0%	-38.5%
Adjusted Sale Price/GBA	-	\$56.18	\$52.07	\$52.13	\$64.07
Median	\$54.15				
Mean	\$56.11				

Adjustment Categories

Property Rights Conveyed:

All of the comparable sales conveyed fee simple interest. Prices paid for owner-occupied and leased industrial properties (occupied by average credit tenants) are essentially equal due to the fact that lease/cap rates currently fall in line with purchase prices paid by owner-occupants; therefore, no adjustments were made to the comparable set.

Financing Terms:

Sales are evaluated in an attempt to estimate the influence of financing on the purchase price. Any known positive or negative influences in the sale prices must be considered. All of the comparable sales were for terms equivalent to cash to the seller. As such, no financing adjustments are necessary.

Conditions of Sale:

Adjustments for conditions of sale usually reflect the motivations of the buyer and the seller. Circumstances surrounding a sale may influence the price in such a manner that the buyer and/or seller act under conditions that cause the price to be other than typical. Special conditions of sale may include a favorable price given to a relative or business partner buying the property or a quick-sale below market prices to generate cash for a seller under duress. All of the comparable sales were reported to be arm's-length transactions. As such, no adjustments are necessary.

Expenditures After Sale:

No expenditures after sale were reported by the confirming transaction participants.

Market Conditions:

Market conditions can change between the date of sale and the effective date of appraisal. Property values can fluctuate in response to changing market conditions resulting from factors such as inflation, deflation, or supply and demand. The dates of sale range from October 2019 to December 2023. Industrial property values have remained relatively stable since several interest rate hikes by the Federal Reserve in 2022. Sales 1 and 2 are recent and highly representative of current market conditions and no adjustments are warranted. Sales 3 and 4 are older comparable sales; therefore, we have made upward adjustments.

Location:

Adjustments for location include such factors as economic potential of the immediate area, visibility of major thoroughfares and accessibility to roads and supporting population. In this instance, we have extracted the estimated land value from the sale price of each comparable to account for any differences in location.

Age/Condition:

The subject building exhibits an effective age of 20 years and a remaining economic life of 40 years based on a total economic life of 50 years; therefore, the subject has estimated accumulated depreciation as a result of physical deterioration via the age/life formula of 40%. The adjustment for age/condition can be justified by a comparison of the depreciation difference between the subject property and the comparable sales. Percentage adjustments have been rounded to the nearest 1% in the adjustment grid above.

Sale No.	Effective Age (EA)	Total Economic Life (TEL)	Equation (EA/TEL)	Less: Subject's Depreciation	Indicated Adjustment (%)
Sale 1	20	50	40.0%	40.0%	0.0%
Sale 2	15	50	30.0%	40.0%	-10.0%
Sale 3	20	50	40.0%	40.0%	0.0%
Sale 4	10	50	20.0%	40.0%	-20.0%

Office/Warehouse Ratio:

Typically, sale prices of office/warehouse properties similar to the subject will differ based on the amount of space attributable to the finished office portion of the property and the amount of space attributable to the warehouse portion of the property. Buildings with higher percentages of warehouse space will sell for less per square foot given the fact that warehouse space is typically unfinished. We have compared the subject's office finish versus the office finish of the sale comparables and multiplied the difference by the

building size for each comparable property, resulting in square footage of excess or shortfall office finish. That excess or shortfall of square footage is then multiplied by the unit cost to construct office finish estimated via *Marshall Valuation Service*. The difference in dollar amount is converted to a percentage adjustment based on the dollar amount of the improvements. Percentage adjustments have been rounded to the nearest 1% in the adjustment grid above.

Sale/Listing No.	Difference from Subject in Finished Area	Building Size	Square Footage	Unit Price for Finished Area	Difference in Dollars	Sale Price (Building Price)	Percentage Adjustment	Rounded Percentage Adjustment
1	4.0%	14,798	592	\$50	\$29,600	\$763,836	3.9%	4.0%
2	4.0%	8,345	334	\$50	\$16,700	\$480,116	3.5%	3.0%
3	13.0%	2,236	291	\$50	\$14,550	\$107,029	13.6%	14.0%
4	-46.0%	20,015	-9,207	\$50	(\$460,350)	\$1,737,498	-26.5%	-26.0%

Size:

Typically, larger buildings sell for less per square foot or unit than do smaller ones. Larger buildings typically sell for less per-square-foot because economies of scale are more easily reached. Smaller buildings benefit from a much larger pool of potential purchasers creating a greater demand and driving prices upward. Sales 1 and 4 are larger than the subject to varying degrees; therefore, upward adjustments were made. Sales 2 and 3 are smaller than the subject to varying degrees; therefore, downward adjustments were made.

Amenities/FAR:

Adjustments for amenities include such things as floor area ratio, storage space, parking lot size and virtual tenant capabilities. A higher floor area ratio can drastically impact the amount of on-site parking and outdoor storage/staging areas. All adjustments pertaining to FAR have been inherently accounted for by our extraction of site value from each comparable.

Construction Quality:

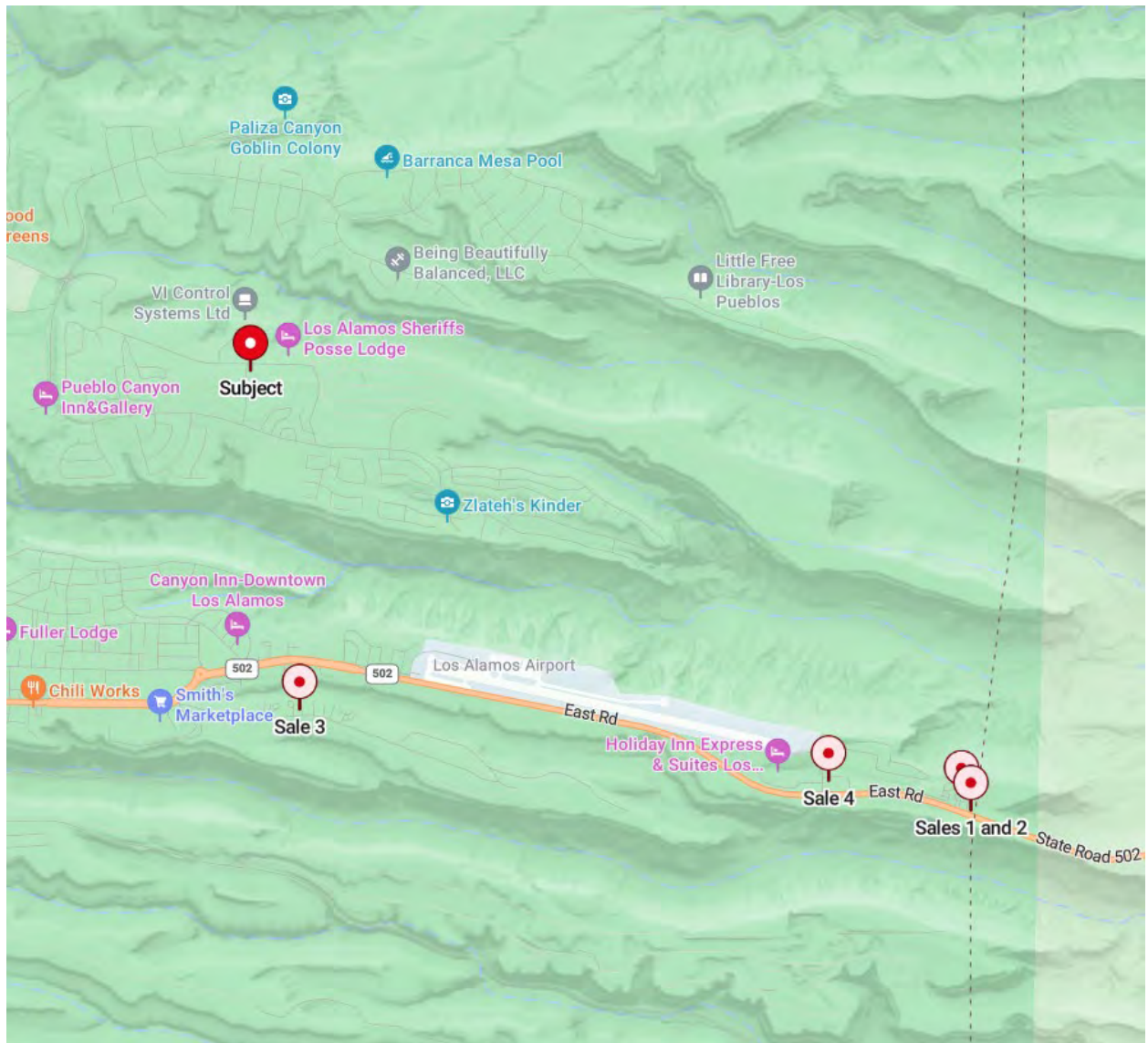
The subject buildings are classified average quality Class S constructions according to Marshall Valuation Service (MVS). Adjustments are based on differences in base costs for light industrial office/warehouse buildings published by MVS. All comparable sales are average quality Class D/S constructions similar to the subject; therefore, no adjustments were made.

CONCLUSION – Sales Comparison Approach

The adjusted sale prices range from \$52.04/SF to \$64.07/SF with a median adjusted sale price of \$54.19/SF and a mean adjusted sale price of \$56.11/SF. The comparable sales are good relative to market activity and provide a credible indication of market value “as is” for the subject property. We place primary emphasis on the average adjusted sale price of the comparable set as no individual sale is more indicative of the subject's market value than another. All factors considered, we accept a market value indication of \$56/SF. Therefore, the indication of market value “as is” is summarized as follows:

Subject Property	10,500 SF x \$56/SF	\$590,000
Market Value “As Is” (Rounded)		\$590,000

COMPARABLE SALES MAP



RECONCILIATION OF VALUE INDICATIONS

Two approaches to value have been employed in this appraisal to develop an opinion of market value “as is” of the leasehold interest in the subject property. The data collected for and subsequent analysis of each approach have been detailed and presented. The value indications are as follows:

Market Value “As Is”	
Cost Approach	N/A
Sales Comparison Approach	\$535,000
Income Approach	\$590,000

The cost approach has its greatest application when a property is new, land and building costs can accurately be estimated, and the improvements represent an adequate use of the land. It is most applicable to a new, or proposed property. The cost approach typically provides the most credible indication of market value given We are appraising the subject improvements only excluding the leased site. The cost approach was developed using base cost estimates published by Marshall Valuation Service. Furthermore, Marshall Valuation Service provides a reasonable estimate of the depreciated contributory value of the building. In this instance, the cost approach provides the most credible indication of market value and will be given primary consideration.

The sales comparison approach gains strength from its close association with the actions of buyers and sellers in the marketplace and with the definition of market value. The sales used in the analysis are good and provide a credible indication of market value but there are very few if any leasehold sales in the subject’s market. We place secondary consideration on the sales comparison approach.

Our opinion of market value “as is” of the leasehold interest in the subject property, effective May 13, 2025, is as follows:

FIVE HUNDRED FORTY-FIVE THOUSAND DOLLARS

\$545,000

The leasehold interest in the subject property can either be negative or positive depending on whether the contract ground rent is below or above market rent. The lease rate for the subject property is at market based on the data presented and analyzed; therefore, the Leasehold interest in the subject land is \$0 (zero).

CERTIFICATION

The undersigned certify that, to the best of our knowledge and belief:

- the statements of fact contained in this report are true and correct.
- the reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions.
- we have no present or prospective interest in the property that is the subject of this report, and we have no personal interest with respect to the parties involved.
- we have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- our engagement in this appraisal assignment was not contingent upon developing or reporting predetermined results.
- our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice*.
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- We certify that we have had no prior involvement pertaining to the subject property, as appraisers or otherwise, within the past three years.
- Anthony Kuna has made a personal inspection of the property that is the subject of this report. William Rael has not made a personal inspection of the property.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- Anthony Kuna has completed the continuing education requirements of the Appraisal Institute for the MAI designation.

This opportunity to provide appraisal services to your organization is appreciated, and questions from authorized users of the report will be welcomed if any aspect of the research or analysis requires clarification.

DOMINION PROPERTY ADVISORS



ANTHONY KUNA, MAI
GENERAL CERTIFIED APPRAISER, NM #03041-G



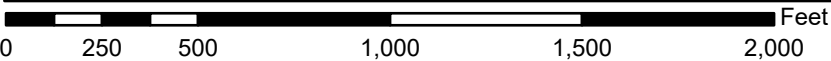
WILLIAM RAE
APPRENTICE APPRAISER, NM #03518-A

ADDENDA

National Flood Hazard Layer FIRMette



106°17'36"W 35°53'56"N



1:6,000 Attachment B

106°16'59"W 35°53'26"N

Basemap Imagery Source: USGS National Map 2023

Legend

SEE FIS REPORT FOR DETAILED LEGEND AND INDEX MAP FOR FIRM PANEL LAYOUT

SPECIAL FLOOD HAZARD AREAS		Without Base Flood Elevation (BFE) Zone A, V, A99
		With BFE or Depth Zone AE, AO, AH, VE, AR
		Regulatory Floodway
OTHER AREAS OF FLOOD HAZARD		0.2% Annual Chance Flood Hazard, Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile Zone X
		Future Conditions 1% Annual Chance Flood Hazard Zone X
		Area with Reduced Flood Risk due to Levee. See Notes. Zone X
		Area with Flood Risk due to Levee Zone D
OTHER AREAS		NO SCREEN Area of Minimal Flood Hazard Zone X
		Effective LOMRs
		Area of Undetermined Flood Hazard Zone D
GENERAL STRUCTURES		Channel, Culvert, or Storm Sewer
		Levee, Dike, or Floodwall
OTHER FEATURES		20.2 Cross Sections with 1% Annual Chance Water Surface Elevation
		17.5 Cross Sections with 1% Annual Chance Water Surface Elevation
		Coastal Transect
		Base Flood Elevation Line (BFE)
		Limit of Study
		Jurisdiction Boundary
		Coastal Transect Baseline
MAP PANELS		Digital Data Available
		No Digital Data Available
		Unmapped



The pin displayed on the map is an approximate point selected by the user and does not represent an authoritative property location.

This map complies with FEMA's standards for the use of digital flood maps if it is not void as described below. The basemap shown complies with FEMA's basemap accuracy standards

The flood hazard information is derived directly from the authoritative NFHL web services provided by FEMA. This map was exported on 6/3/2025 at 7:22 PM and does not reflect changes or amendments subsequent to this date and time. The NFHL and effective information may change or become superseded by new data over time.

This map image is void if the one or more of the following map elements do not appear: basemap imagery, flood zone labels, legend, scale bar, map creation date, community identifiers, FIRM panel number, and FIRM effective date. Map images for unmapped and unmodernized areas cannot be used for regulatory purposes.

LOS ALAMOS STATEMENT OF TAXES DUE

Account Number R009999

Parcel 1034113450315

Assessed To

LOS ALAMOS COUNTY

PO BOX 30

LOS ALAMOS, NM 87544

Legal Description

Subd: NORTH MESA Block: B S: 10 T: 19N R: 6E

Situs Address

585 NORTH MESA ROAD,575 NORTH
MESA ROAD,565 NORTH MESA ROAD

Year	Tax	Interest	Fees	Payments	Balance
Grand Total Due as of 06/04/2025					\$0.00

Tax Billed at 2024 Rates for Tax Area 1N - 1N

Authority	Mill Levy	Amount	Values	Actual	Assessed
COUNTY	8.8500000	\$0.00	LAND EXEMPT	\$1,442,210	\$480,740
MUNICIPAL	3.9980000	\$0.00	COUNTY		
COLLEGE	2.0000000	\$0.00	Total	\$1,442,210	\$480,740
SCHOOL OPERATION	0.5000000	\$0.00			
SCHOOL DEBT SERVICE	8.7600000	\$0.00			
SCHOOL HB33	3.2460000	\$0.00			
STATE DEBT SERVICE	1.3600000	\$0.00			
Taxes Billed 2024	28.7140000	\$0.00			

PLEASE MAIL PAYMENTS TO ~ P.O. BOX 99, LOS ALAMOS NM 87544 ~ OR PAY IN
PERSON AT ~ MUNICIPAL BUILDING, 1000 CENTRAL AVENUE, SUITE 130 ~ PHONE
(505) 662-8333

LOS ALAMOS STATEMENT OF TAXES DUE

Account Number R006934

Parcel

Assessed To

LOS ALAMOS GYMNASTIC CLUB
555 NORTH MESA RD
LOS ALAMOS, NM 87544

Legal Description

Subd: BUILDING ONLY

Situs Address

555 NORTH MESA ROAD

Year	Tax	Interest	Fees	Payments	Balance
Grand Total Due as of 06/04/2025					\$0.00

Tax Billed at 2024 Rates for Tax Area 1N - 1N

Authority	Mill Levy	Amount	Values	Actual	Assessed
COUNTY	8.8500000	\$0.00	BLDG EXEMPT MISC	\$754,290	\$251,430
MUNICIPAL	3.9980000	\$0.00	Total	\$754,290	\$251,430
COLLEGE	2.0000000	\$0.00			
SCHOOL OPERATION	0.5000000	\$0.00			
SCHOOL DEBT SERVICE	8.7600000	\$0.00			
SCHOOL HB33	3.2460000	\$0.00			
STATE DEBT SERVICE	1.3600000	\$0.00			
Taxes Billed 2024	28.7140000	\$0.00			

PLEASE MAIL PAYMENTS TO ~ P.O. BOX 99, LOS ALAMOS NM 87544 ~ OR PAY IN PERSON AT ~ MUNICIPAL BUILDING, 1000 CENTRAL AVENUE, SUITE 130 ~ PHONE (505) 662-8333



127 Eastgate Dr

Location

Property ID	7865	State	New Mexico
Address	127 Eastgate Dr	Zip Code	87544
City/Municipality	Los Alamos	MSA	Santa Fe
County	Los Alamos	Property Use	Office Warehouse

Land

Tax Parcel Number	1-036-112-525-110		
Land Acres	1.30210	Zoning Code	M-2
Land Sq Ft	56,719	Shape	Rectangular
Land to Building Ratio	4.07	Topography	Level
Floor to Area Ratio	0.25	Grade	At street grade

Building

GBA	13,933	Number of Stories	2
Year Built	1986	Percent Office	25.0%
Number of Buildings	1	Office Area SF	3,483

Building Finish

Construction Quality	Average	Building Condition	Average
Construction Class	S - Steel Frame		

Industrial Related

Number of DID	2		
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Sale Transaction

Sale Status	Recorded	Conveyance Document Type	Warranty Deed
Seller	ROBERT HAND LLC	Recording Number	255974
Buyer	STEVEN HAND LLC	Sale Confirmed With	Purchase Agreement
Sale Date	12-06-2023	Confirmation Date	06-03-2025
Sale Price	\$1,500,000	Sale ID	6918

Analysis

Property Rights Conveyed	Fee Simple	Conditions of Sale	Arm's-Length
Financing Terms	Cash to Seller	Adjusted Sale Price	\$1,500,000

Adjusted Price Indices

Adjusted Price/SF of GBA	\$107.66	Adjusted Price/SF of Land	\$26.45
Adjusted Price/Acre	\$1,151,985		

UnAdjusted Price Indices

Unadjusted Price/SF of GBA	\$107.66	Unadjusted Price/SF Land	\$26.45
Unadjusted Price/Acre	\$1,151,985		



110 Eastgate Dr

Location

Property ID	7866	State	New Mexico
Address	110 Eastgate Dr	Zip Code	87544
City/Municipality	Los Alamos	MSA	Santa Fe
County	Los Alamos	Property Use	Office Warehouse
Legal Description	Subd: EAST GATE PK Lot: 001 S: 13 T: 19N R: 6E		

Land

Tax Parcel Number	1-036-112-550-087		
Land Acres	0.30000	Access Rating	Average
Land Sq Ft	13,068	Shape	Rectangular
Land to Building Ratio	1.57	Topography	Level to Sloping
Floor to Area Ratio	0.64	Grade	At street grade
Zoning Code	M-2		

Building

GBA	8,345	Number of Buildings	1
Rentable Area	8,345	Number of Stories	2
Efficiency (RA/GBA)	100.00%	Percent Office	25.0%
Year Built	1978	Office Area SF	2,086
Last Renovation Year	2020		

Building Finish

Construction Quality	Average	Building Condition	Average
Construction Class	S - Steel Frame		

Sale Transaction

Sale Status	Recorded	Conveyance Document Type	Real Estate Contract
Seller	STATE PROPERTIES OF NEW MEXICO LLC	Recording Number	254480
Buyer	MCKINSTRY JOHN & KIMBERLY	Confirmation Date	06-03-2025
Sale Date	05-05-2023	Sale ID	6919
Sale Price	\$650,000		

Analysis

Property Rights Conveyed	Fee Simple	Conditions of Sale	Arm's-Length
Financing Terms	Cash to Seller	Adjusted Sale Price	\$650,000

Adjusted Price Indices

Adjusted Price/SF of GBA	\$77.89	Adjusted Price/Acre	\$2,166,667
Adjusted Price/SF of RA	\$77.89	Adjusted Price/SF of Land	\$49.74

UnAdjusted Price Indices

Unadjusted Price/SF of GBA	\$77.89	Unadjusted Price/Acre	\$2,166,667
Unadjusted Price/SF of RA	\$77.89	Unadjusted Price/SF Land	\$49.74



248 Dp Rd

Location

Property ID	7867	State	New Mexico
Address	248 Dp Rd	Zip Code	87544
City/Municipality	Los Alamos	MSA	Santa Fe
County	Los Alamos	Property Use	Office Warehouse
Legal Description	Subd: EASTERN AREA 2 Tract: OO S: 15 T: 19N R: 6E		

Land

Tax Parcel Number	1-034-112-495-283		
Land Acres	0.55600	Shape	Rectangular
Land Sq Ft	24,219	Topography	Level to Sloping
Land to Building Ratio	10.83	Grade	At street grade
Floor to Area Ratio	0.09		

Building

GBA	2,236	Number of Buildings	1
Rentable Area	2,236	Number of Stories	1
Efficiency (RA/GBA)	100.00%	Percent Office	16.0%
Year Built	1970	Office Area SF	358

Building Finish

Construction Quality	Average	Building Condition	Average
Construction Class	C - Concrete Masonry and S - Steel Frame/Metal		

Sale Transaction

Sale Status	Recorded	Conveyance Document Type	Warranty Deed
Seller	SELECT SOLAR LLC	Recording Number	252368
Buyer	YEETS LTD CO	Confirmation Date	06-03-2025
Sale Date	06-22-2022	Sale ID	6920
Sale Price	\$325,000		

Analysis

Property Rights Conveyed	Fee Simple	Conditions of Sale	Arm's-Length
Financing Terms	Cash to Seller	Adjusted Sale Price	\$325,000

Adjusted Price Indices

Adjusted Price/SF of GBA	\$145.35	Adjusted Price/Acre	\$584,532
Adjusted Price/SF of RA	\$145.35	Adjusted Price/SF of Land	\$13.42

UnAdjusted Price Indices

Unadjusted Price/SF of GBA	\$145.35	Unadjusted Price/Acre	\$584,532
Unadjusted Price/SF of RA	\$145.35	Unadjusted Price/SF Land	\$13.42



81 Camino Entrada

Location

Property ID	7868	State	New Mexico
Address	81 Camino Entrada	Zip Code	87544
City/Municipality	Los Alamos	MSA	Santa Fe
County	Los Alamos	Property Use	Office Warehouse
Legal Description	Subd: EASTERN AREA 1 Block: I Lot: 1 S: 13 T: 19N R: 6E		

Land

Tax Parcel Number	1-036-112-322-143		
Land Acres	1.34650	Zoning Code	M-2
Land Sq Ft	58,654	Shape	Nearly Rectangular
Land to Building Ratio	2.93	Topography	Level to Sloping
Floor to Area Ratio	0.34	Grade	At street grade

Building

GBA	20,015	Number of Buildings	1
Rentable Area	20,015	Number of Stories	2
Efficiency (RA/GBA)	100.00%	Percent Office	75.0%
Year Built	2010	Office Area SF	15,011

Building Finish

Construction Quality	Average	Building Condition	Average
Construction Class	D - Wood Frame and Brick/Stucco		

Sale Transaction

Sale Status	Recorded	Conveyance Document Type	Warranty Deed
Seller	IMTEC REAL ESTATE LLC	Recording Number	240761
Buyer	81 CAMINO ENTRADA LLC	Confirmation Date	06-03-2025
Sale Date	10-03-2019	Sale ID	6921
Sale Price	\$2,500,000		

Analysis

Property Rights Conveyed	Fee Simple	Conditions of Sale	Arm's-Length
Financing Terms	Cash to Seller	Adjusted Sale Price	\$2,500,000

Adjusted Price Indices

Adjusted Price/SF of GBA	\$124.91	Adjusted Price/Acre	\$1,856,665
Adjusted Price/SF of RA	\$124.91	Adjusted Price/SF of Land	\$42.62

UnAdjusted Price Indices

Unadjusted Price/SF of GBA	\$124.91	Unadjusted Price/Acre	\$1,856,665
Unadjusted Price/SF of RA	\$124.91	Unadjusted Price/SF Land	\$42.62

ANTHONY M. KUNA, MAI

BACKGROUND AND EXPERIENCE

PRESENT POSITION

Managing Member, Dominion Property Advisors, Albuquerque, NM

CONTACT INFORMATION

1305 Tijeras Ave. NW

Albuquerque, NM 87102

505.314.3461 – Direct

505.710.7097 – Cell

tonyk@dominionproperty.com

EDUCATION

Bachelor of Business Administration

Anderson School of Management

University of New Mexico

Major: International Management

REAL ESTATE COURSE WORK – APPRAISAL INSTITUTE

Basic Appraisal Principles

Basic Appraisal Procedures

General Income Approach – Part I

General Income Approach – Part II

Advanced Income Capitalization

Advanced Concepts and Case Studies

Highest and Best Use and Market Analysis

The Appraiser as an Expert Witness

Advanced Education Diagnostic Test

Fundamentals of Separating Real Property, Personal Property and Intangible Business

Assets Business Practices and Ethics

Data Verification Methods

Analyzing Operating Expenses

Forecasting Revenue

Using Microsoft Excel to Analyze and Support Appraisal Assignment Results

7-Hour National USPAP Update

EXPERIENCE

Anthony is a highly regarded commercial real estate appraiser with nearly 15 years of experience appraising commercial real estate in New Mexico. Anthony has demonstrated a superior aptitude for commercial appraisal over his 15 years in the industry as a result of an intense workload often involving complex properties with unique components of value.

Anthony is a general certified in the State of New Mexico and obtained his MAI Designation from the Appraisal Institute in 2017. Property types appraised include the following:

Office Buildings – Professional, Medical and Dental
Retail Buildings – Freestanding, Strip and “Big Box”
Industrial Facilities – Office/Warehouse, Distribution, Light/Heavy Manufacturing,
Flex/R&D and Food Processing Facilities
Multi-Family Residential Apartment Properties
Hotels - Limited Service, Full Service (Independent and Franchised)
Tax Income Credit Properties
Single Family Residential Subdivisions (Urban and Rural)
Mobile Home Parks
Commercial Subdivisions
Assisted Living Facilities including Memory Care and Nursing Facilities
Non-Profit Medical Treatment Facilities
Farm/Ranch Properties
Condemnations
Houses of Worship
Veterinary Clinics/Hospitals
Restaurants - Full Service, Quick Service
Gasoline Stations/Convenience Stores
Bed & Breakfast Properties
Vacant Land - Commercial, Residential, Agricultural, Ground-Leased
Car Washes - Self Service/Full Service
RV/Campground Facilities

AFFILIATIONS

New Mexico General Certified Appraiser
Designated Member of the Appraisal Institute - MAI
2019 Vice President - Rio Grande Chapter of the Appraisal Institute
2018 Secretary/Treasurer - Rio Grande Chapter of the Appraisal Institute
Member - Greater Albuquerque Association of Realtors (GAAR)
Member - Commercial Association of Realtors New Mexico (CARNM)

PRIOR PROFESSIONAL EXPERIENCE

Facilities Coordinator - Ericsson Wireless Communications, San Diego, California 2000-2003

Responsibilities: Managed corporate travel program for the business unit. Assisted nine departments with various facilities-related services including short and long-term space planning activities, administrative support services, workers compensation claims and ergonomic requirements.



State of New Mexico



Real Estate Appraisers

HEREBY CERTIFIES THAT

Anthony Kuna

HAVING GIVEN SATISFACTORY EVIDENCE OF THE COMPLETION OF
PROFESSIONAL AND OTHER REQUIREMENTS PRESCRIBED BY LAW
IS GRANTED A LICENSE TO PRACTICE IN THE STATE OF NEW MEXICO

General Certified Appraiser

License No. 03041-G

Issued 12/31/2008

Expires 04/30/2026

THIS LICENSE SHOULD BE CONSPICUOUSLY POSTED IN PLACE OF BUSINESS OR AS REQUIRED BY LAW

WILLIAM RAE

BACKGROUND AND EXPERIENCE

PRESENT POSITION

Staff Appraiser, Dominion Property Advisors, Albuquerque, NM

CONTACT INFORMATION

505.314.3464 – Direct

505.400.3048 – Cell

willr@dominionproperty.com

EDUCATION

Bachelor of Arts

College of Arts & Sciences

University of New Mexico

Major: Psychology

REAL ESTATE COURSE WORK – APPRAISAL INSTITUTE

Uniform Standards of Professional Appraisal Practice

Basic Appraisal Principles

Basic Appraisal Procedures

Business Practices and Ethics

General Appraiser Income Approach – Part I

General Appraiser Income Approach – Part II

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation & Cost Approach

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Report Writing and Case Studies

Real Estate Finance, Statistics and Valuation Modeling

7-Hour National USPAP Update

Advanced Market Analysis and Highest & Best Use

EXPERIENCE

William has completed the aforementioned coursework to become a certified apprentice appraiser in the State of New Mexico. In addition, through his role as market research analyst at Dominion Property Advisors, William has been exposed to numerous appraisal techniques for a wide variety of property types where he has observed what he learned in the classroom applied. Additionally, William has been trained and mentored by Anthony M. Kuna, MAI as well as other appraisers at Dominion Property Advisors. Finally, William's undergraduate and Appraisal Institute education has proved to be a valuable asset and has helped William develop a superior aptitude for commercial appraisal.

AFFILIATIONS

New Mexico Registered Apprentice Appraiser (License #03518-A)
Practicing Affiliate, Appraisal Institute

PRIOR PROFESSIONAL EXPERIENCE

Market Research Analyst

Dominion Property Advisors, Albuquerque, NM

September 2016 – December 2016

Responsibilities:

Market, sale, lease, vacancy, absorption, expense and other forms of data collection and analysis in Albuquerque and throughout New Mexico. Assisted Anthony M. Kuna on site and building inspections and assisted in the preparation of appraisal reports.

Server/Floor Manager

Albuquerque County Club, Albuquerque, NM

April 2012 – September 2016

Responsibilities:

Proactively developed new service models, managed food and wine inventories, assisted in special event planning, drafted employee scheduled, developed and collaborated on several menus and provided special assistance to club members.



State of New Mexico



Real Estate Appraisers

HEREBY CERTIFIES THAT

William A Rael

HAVING GIVEN SATISFACTORY EVIDENCE OF THE COMPLETION OF
PROFESSIONAL AND OTHER REQUIREMENTS PRESCRIBED BY LAW
IS GRANTED A LICENSE TO PRACTICE IN THE STATE OF NEW MEXICO

Trainee Appraiser

License No. 03518-A

Issued 12/30/2016

Expires 04/30/2026

THIS LICENSE SHOULD BE CONSPICUOUSLY POSTED IN PLACE OF BUSINESS OR AS REQUIRED BY LAW

Purchase Order

Purchase Order Number **00088773**

Purchase Order Date **05/12/2025**

Department **PW FACILITIES MAINT DIVISION**

Required By **05/16/2025**

This Purchase Order number must appear on all Invoices, Packages and Packing Lists.

Bill To 720
FACILITIES
101 CAMINO ENTRADA BLDG 1
LOS ALAMOS, NM 87544
russell.naranjo@lacnm.us

Ship To 720
FACILITIES
101 CAMINO ENTRADA BLDG 1
LOS ALAMOS, NM 87544

Vendor 29068
DPA & C, LLC
DBA: DOMINION PROPERTY ADVISORS
1305 TIJERAS AVENUE, NW
ALBUQUERQUE, NM 87102

VENDOR PHONE NUMBER	VENDOR EMAIL	VENDOR NUMBER	REQUISITION NUMBER	REQUISITIONER NAME	BUYER NAME	DELIVERY REFERENCE
505-314-3461	TONYK@DOMINIONPROPERTY.COM	29068	9850	Barela, Rachel	Brophy, Kat	AGR22-74 TO#5 OnCall Real Esta

NOTES

AGR22-74 TO#5 OnCall Real Estate Appraisal Service

The Above Purchase Order Number Must Appear On All Correspondence - Packing Sheets And Bills Of Lading

THIS PURCHASE ORDER ISSUED UNDER INCORPORATED COUNTY OF LOS ALAMOS AGREEMENT: AGR22-74b. REVIEWED BY K. BROPHY 05.09.2025.

ITEM #	DESCRIPTION	QUANTITY	UOM	UNIT PRICE	EXTENDED PRICE
1	AGR22-74b Task Order #5 DPA&C On-Call Real Estate Appraisal Services. Ship Email: russell.naranjo@lacnm.us Commodity Code: -	1.0000	EACH	\$10,000.0000	\$10,000.00
2	AGR22-74b NMGR Ship Email: russell.naranjo@lacnm.us Commodity Code: -	1.0000	EACH	\$706.2500	\$706.25

Annalisa Miranda

Annalisa Miranda - Chief Purchasing Officer

Total Ext. Price \$10,706.25

Purchase Order Total \$10,706.25