



**Sage Land Solutions, LLC**

Real Estate Advisors in New Mexico

# **District 3 Open Space Acquisition Potential for Crestview Bluffs**

*Prepared for: Albuquerque City Council*

*March 2017*



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# District 3 Open Space Acquisition Potential for Crestview Bluffs

(March 2017)

## ***Introduction***

### Objective

This report explains challenges, opportunities, and potential methodologies for possible acquisition of open space in the Crestview Bluffs area located in City Council District 3. The City of Albuquerque contracted with Sage Land Solutions, LLC to investigate and report on open space opportunities relative to:

- Community needs
- Open space attributes
- Present land ownership issues
- Threats from development to the properties
- Loss of opportunity or failure to acquire; and
- Preliminary valuations of the properties

This report will provide a written recommendation of acquisition strategies for a collection of privately held parcels.

### Location

The properties of interest by the City of Albuquerque for possible acquisition for open space purposes as presently identified by the City of Albuquerque are comprised of 43 parcels and 34.11 acres under various private ownership.<sup>1</sup> (*See Exhibits 1 and 2*) For the purpose of this report, the 43 parcels will hereafter be referred to as the Site, unless otherwise noted.

The Site is located primarily outside the Albuquerque City limits (4 of the 43 parcels on the Site are within the City limits), but as a whole is contiguous with other properties located within the Albuquerque City limits. The Site is located roughly  $\frac{3}{4}$  of a mile west of the Rio Grande, immediately south of Central Avenue, and a short distance east of Old Coors Drive. The east boundary of the Site is bordered by a Middle Rio Grande Conservancy District (MRGCD) Arenal Canal. The Site appears to be publicly accessible via Central Avenue, Churchill Road and Gonzales Road (*See Exhibit 3*). However, the determination of specific property line locations and platted easements should be subject to a survey.

### Background

In June of 2016, Sage Land Solutions, LLC responded to the City's request to develop an evaluation and selection process for open space acquisition (*See Appendix 1*). This report guides the considerations for potential open space acquisition at Crestview Bluffs.

<sup>1</sup> Based upon review of Bernalillo County tax assessor records of the Site.



## ***Site Attributes - Natural Features***

### Biological

New Mexico's biota is influenced greatly by the convergence of several ecoregion provinces that have been identified and described in North America. As a consequence, a significant number and diversity of wildlife and plant species occur within the State.

Biological diversity around Albuquerque and the Site is enhanced by the proximity of both the Colorado Plateau Semidesert and Chihuahuan Desert provinces. At the Site, vestiges of arid grasslands and xeric shrubs are common, as well as Southwestern riparian forest. Examples include sand dropseed and grama grasses and four-wing saltbush. Various cacti are also present. Cottonwoods have matured adjacent to the MRGCD Arenal Canal and offer an important component to the Site's habitat diversity. Significantly influencing botanical species present are the soils which range from sandy in the upper areas to clay alluvium closer to the flood plain. A significant number of invasive plant species are also present, primarily the consequence of casual introductions by users of the Site, windborne deposition, and disturbance resulting from mechanical deposition of construction fill material.

As is the case with plant diversity, wildlife that may be found at the Site is also greatly influenced by the Site's geographic location, topography and other characteristics. However, one of the most significant influences is the Site's proximity to the Rio Grande, an important travel corridor for one of the major North American flyways used by migratory birds, the Central Flyway.

It is estimated that as many as 152 wildlife species may be found in the area. Of those, 17 species are formally recognized by either State or Federal authorities as sensitive. A list of those 152 species is detailed in this report (*See Appendix 3*). It must be noted that of those species many are occasional, vagrant or migratory. It is unlikely that all the species will be seen at the Site over time, but given its proximity to other suitable habitats and being within the Central flyway, it is possible.

As a requisite to site planning and final determination of appropriate uses, it is recommended that site-specific surveys be conducted to determine the presence or absence of resident wildlife and species that may frequently or occasionally occur on the Site.

### Topography

The property has substantial vertical relief, falling about 65 feet from west to east. The western portion of the property is relatively high and flat. Then it falls at about an 8 percent slope and flattens as it meets the Arenal Canal which falls south. A contour map is included for more detail. (*See Exhibit 4*)



## Soils

Soil types were determined through a review of existing survey data compiled by the US Department of Agriculture (USDA) Natural Resource Conservation Service. The findings can be found in the Appendix section of this document (*See Appendix 2*). None of the soil types impact any open space values.

## Hydrology

Average annual precipitation is about 9.4 inches per year. Storm water runoff follows the topographic contour. There appears to be a storm water conveyance crossing the Site from west to east. The Site does receive "runoff" from residential development to the west. Storm waters flow east and ponds along the west bank of the Arenal Canal.

## Flood Potential

The property is not currently designated as flood prone in the current Federal Emergency Management Agency (FEMA) flood map. It may not have been included in the study area. Review of aerial photos, topographic maps and field investigations strongly indicate that the property could be subject to flooding from development to the west and possibly overflow from the irrigation canal on the east (*See Exhibit 5*).

## ***Site Attributes – Man-Influenced Features***

### Improvements and Infrastructure

Although "platted" into residential tracts, the Site is not developed. Single-family homes and associated infrastructure adjoin the Site along the west boundary. Central Avenue adjoins on the north. The Arenal Canal and rural residential areas are located to the east. A small cemetery is located to the south. (*See Exhibit 6*)

The Site is close to infrastructure including roads, water, sewer and other dry utilities. Subject to determination of proposed uses, further investigation is necessary to determine service availability. (*See Exhibits 7 and 8.*)

### Environmental Hazards

Other than several walking trails or recreational vehicle use, a field inspection did not reveal any apparent activity or soil disturbances. There has been an appreciable amount of residential and construction trash dumped on the Site over the years. No sub-surface investigations were conducted.

### Area Recreational Facilities, Recreational Opportunities, and Open Space

A number of public facilities occur within a couple of miles from the Site. Pat Hurley upper and lower parks exist to the north. Atrisco Park and a Little League field lie to the east. Tingley Beach is located to the north and east. The East South Valley Multi-Purpose Center exists to the south and east. Alamosa Community Center is located to the west. (*See Exhibit 9*)



Good roadway linkages do exist. Bicycle trails, walking trails, and other pedestrian accesses are not well established.

There is a need for park opportunities. A larger site including bicycling, pedestrian walkways, picnic, shaded areas, and view opportunities would be well suited to this site.

### Historic and Cultural Resources

Evidence verifies that humans have been in the region dating back 12,000 years to ancient Puebloans. It is believed that those living in this region after 1000 A.D. planted corn, beans and squash. They constructed adobe and pit homes along the Rio Grande and adjoining upland areas. Evidence indicates that early occupants established several communities and connected them with sophisticated roads. Most of the large and better known sites of the Rio Grande region date to the period between 1300 A.D. and 1600 A.D. and include various well documented sites in the vicinity of Albuquerque.

The Site area is located along the western fringe of the Middle Rio Grande Valley in Albuquerque near Central Avenue and Old Coors Boulevard. Prior to historic records, the location has afforded any potential inhabitants essential elements for survival, such as food obtained through hunting and gathering, water, and other material known to be used by the earliest occupants of the region for tools and shelter. It is possible that the Site was occupied, or at least visited, by the earliest people to roam and settle in the region. Increasing the likelihood of occupation compared to other watercourses in the region is that the Rio Grande Valley is relatively lush and provides abundant sources of water, both for consumption and possibly for farming. Further increasing the probability that the Site was used by early occupants of the region is the fact that it is upland, located at a higher elevation than the adjacent flood plain. This would afford protection from flooding that is known to have occurred in the valley prior to construction of upstream flood control structures.

Even in light of evidence of the presence of the earliest inhabitants in the Albuquerque region, the record of prehistoric occupation in this specific area before 1200 A.D. is scant compared to areas of the State such as the San Juan River drainage. It is possible that evidence of early occupation or use at or close to the Site are covered with sediment deposited from the Rio Grande and alluvium eroded from upland areas. This evidence would have eroded into the river, or lies under historic and current buildings and associated urban infrastructure.

In 1540, Conquistador Francisco Vasquez de Coronado explored the region while searching for the fabled Seven Cities of Cibola seeking riches. Subsequently, more Spanish settlers arrived in the area mainly looking for treasures during the early colonization years. Settlement by those newcomers was somewhat limited and was effectively stopped as a consequence of the Pueblo Rebellion of 1680. In 1692, Don Diego de Vargas arrived and consequently settlement in the Albuquerque area increased significantly.

The early 1700's were a time of increasing activity in the area of present day Albuquerque. In 1706, the provisional governor of the territory petitioned the Spanish government for



permission to establish a villa and call it Albuquerque near what is now known as Old Town. After the United States claimed the territory in 1846, trading and commensurate population increased significantly. As a result, the margins of the area of settlement began to grow further into surrounding bosque and upland areas.

Albuquerque grew substantially during the 20<sup>th</sup> century. In particular, commercial and associated residential growth occurred along Route 66, now called Central Avenue. Some of those historic structures are still present close to the Site.

The elements for human survival were likely to be found at or in proximity to the Site throughout prehistoric and historic periods. Its relative location and juxtaposition along the fringe of the Rio Grande Valley floodplain afforded some protection from the catastrophic effects of flooding. However, the actual cultural resource history and its contributory value to interpretation and education of historic and prehistoric past can only be determined through site-specific cultural resource surveys and review of any prehistoric records created through past surveys of nearby lands and an examination of the historic record.

### Recreation

Other than several walking trails, a field inspection did not reveal any apparent activity or soil disturbances. There has been an appreciable amount of residential, and construction trash dumped on the Site over the years. No sub-surface investigations were conducted.

There are indications of current recreation use on the Site, as evidenced by worn paths and miscellaneous disturbances. It is possible that neighborhood youth also use the Site for exploration and other activities, although there were not any individuals seen on the Site during site visits. Given that the Site is privately owned most, if not all current uses are probably not authorized. Currently, there is no identifiable infrastructure on the Site except a dwelling, outbuildings, associated utility services and fencing on two of the parcels. Except for pedestrian disturbances, scattered trash and fill material pushed onto the Site which is the result of building out a neighboring housing development, the majority of the Site is in a near-natural state.

Opportunities for recreation on the Site are wide and varied, and will ultimately depend on the final planned use(s), available budget, and the level of infrastructure developed to facilitate those recreation uses. With the development of a site plan and extensive community involvement, a thorough recreation plan can begin to take shape. Even in the absence of that plan a myriad of recreation activities appears feasible and are listed:

- Community linkages (Atrisco Park is a little less than ¼ of a mile, the Rio Grande State Park is a little over one-half mile, and the Albuquerque BioPark [Aquarium/Botanical Garden] are about one mile from the Site)
- Community gatherings
- Family gatherings
- Managed hiking
- Picnicking



- Visitor interpretive outdoor education (inclusive – biology/ecology, cultural resources, recreation management)
- Outdoor classrooms
- Biological conservation
- Cultural resource conservation
- Children play facilities
- Wildlife viewing
- Scenic overlook



*View of the Site looking east toward the Sandia Mountains.*

### ***Neighborhood Characteristics***

#### Brief History

The Site environs, including Crestview Bluff and surrounding areas of Atrisco and Vecinos del Bosque (east), South Atrisco (south) and Alamosa (west), have a long and rich settlement history. In the early 1600's a number of Spanish estancias and ranches dotted the area of the Rio Grande Valley between the Pueblo of Sandia to the north and the Pueblo of Isleta to the south. By 1632, the first Spanish settlement in Albuquerque was on the Site of present day Old Town. Twelve years after the reoccupation of New Mexico by Don Diego de Vargas in 1692, an 82,000-acre land grant was awarded to Don Fernando Duran y Chaves II as a town settlement, which became known as the Atrisco Land Grant. The land grant stretched from the Rio Grande to the Rio Puerco and included the Crestview Bluff area and surrounding neighborhoods. Settlers began arriving in 1703 and by 1760 over 200 people had settled in the ranchos and village proper known as Atrisco. As a result of this growth and the demand for additional common sheep and livestock grazing, the land grant was expanded in 1768 to include additional mesa grassland to the northwest.

From 1692 until the early 1900's, Atrisco was a self-sufficient, close-knit community. After 1900, the practices of irrigated agriculture, free grazing and trade with Mexico began to change,



resulting in a decline in the Atrisco area. Changes were accelerated by the introduction of the railroad, urban growth of Albuquerque and government land- and water- management efforts, such as the establishment of MRGCD. In addition, as Albuquerque grew there were new opportunities for employment, such as American Lumber Company's sawmill north and east of Old Town and the AT&SF Railyards east of Barelás, that attracted people away from the rural agricultural areas such as Atrisco and into the City.

During the 1920's and 1930's, the Atrisco Land Grant, in response to the expanding national highway system and city growth, began to allow the sale of portions of the land for auto-oriented commercial development. The Crestview Bluffs, Atrisco and South Artisco areas, like much of the near West Mesa, were greatly impacted by the designation of Route 66 as a national highway in 1926 along portions of US 85 to the southeast (Bridge Boulevard and Isleta Boulevard) and in 1937 along Central Avenue to the north.<sup>2</sup> (*See Exhibit 10*) Throughout the 1940's and 1950's, the land grant trustees and courts struggled with how to deal with these sales and the equitable division of proceeds to the land grant heirs. The sale of lands to developers and outside commercial interests continued in the 1940's and 1950's and represented a major shift from a subsistence to a modern economy.

The post-World War II housing boom in Albuquerque, which is well-documented for the Northeast Heights, had a profound effect on the near West Mesa as well. West Side subdivision development began in 1951, when homebuilder Leon Watson bought land between Central Avenue and Bridge Boulevard near Coors, which became known as Los Altos. Sam Hoffman, an early renowned Northeast Heights homebuilder, was also active in the near West Mesa in the 1950's.<sup>3</sup>

### Land Use

By and large, single family residential predominates in the Site environs area. However, the land uses of the Crestview Bluffs neighborhood and adjoining Atrisco neighborhood reflect two very distinct influences at different periods of time. Atrisco, and areas east to the Rio Grande, reflect the Hispanic cultural and agricultural heritage of this portion of the South Valley during the 1700's and 1800's. Crestview Bluffs represents the post-World War II suburban residential development of the near West Mesa, and commercial "strip" corridors along the major arterials, such as Central Avenue, Old Coors and Bridge Boulevard. (*See Exhibit 11*) Community retail centers are located at Central Avenue and Atrisco Drive. Important community facilities in the immediate area include:

- Valle Vista Elementary School
- Alamosa Elementary School
- Holy Family Parish
- Atrisco Park and Little League
- Santa Clara Cemetery (El Campo Santo, Inc.)

<sup>2</sup> Source: *Portion of USGS Topographic Survey, Albuquerque (1937)*

<sup>3</sup> Sources: *Narrative taken in part from "A Characterization of Historic Resources Along Bridge Boulevard" by Van Citters Historic Preservation LLC (2015) and History of Albuquerque Neighborhoods, Albuquerque Tricentennial, Albuquerque Historical Society (2006)*



## Transportation

While the transportation network of the Site Environs is predominately by surface streets for automobile travel, opportunities are emerging for alternate modes, such as transit, bus and walking and biking trails. Several of the oldest transportation routes in Albuquerque, New Mexico and even the entire country, are found in the Crestview Bluff and Atrisco area: Camino Real Tierra de Adentro (Camino Real) dating from the late 1600's, now known as Isleta Boulevard and Bridge Boulevard, and Route 66 established along Central Avenue in 1937.

Central Avenue, providing access to the subject property on the north, is classified a Community Major Arterial with Premium Transit (Albuquerque Rapid Transit). Old Coors is classified Minor Arterial. Bridge Boulevard is classified Community Major Arterial also. Atrisco Drive and Sunset Road are classified Major Collectors. Most of the major streets accommodate bike paths in addition to vehicles.

Off-road pedestrian and bike trails are most often found parallel to the irrigation ditches and acequias.



*Sage Land Solutions team members make a visit to the Site.*

## Viewscape

The term "viewscape" refers to manmade and natural objects that are visible on the landscape. Views of the subject property from neighborhood locales are most significant from the east looking west, as the property creates a rather prominent feature on the local horizon. Views outward from the subject property are spectacular looking to the east, capturing the historic Atrisco village in the foreground, the Rio Grande Bosque in the middle ground and the Downtown skyline and Sandia Mountains in the background.



## Cultural

Crestview Bluffs and Atrisco neighborhoods are within the boundaries of the original 1692 Atrisco Land Grant, one of the few Hispanic land grants that has been continuously owned and occupied by the original settlers and heirs. Because of the longevity of the land grant, these neighborhoods have over 300 years of Hispanic heritage. Cultural identity and historical importance of the area is a strong element of community pride. Many families have lived in these neighborhoods for generations and there is an emphasis on maintaining community identity and cohesion, improving facilities and providing safe places to live and play.<sup>4</sup>

## ***Governmental***

### Jurisdictions

The Site comprises 43 land parcels totaling 34.11 acres, under 27 separate ownership entities. All but 4 parcels totaling 6.34 acres are located in Unincorporated Bernalillo County. However, the residential subdivisions immediately to the west of Crestview Bluff on the mesa top and the land north of Central Avenue in the vicinity of the Site are located within the Albuquerque City Limits. The area from the Arenal Canal at the base of the Bluff easterly to approximately Atrisco Boulevard is within the unincorporated county. The area east of Atrisco Boulevard to the Rio Grande is a "patchwork" of parcels in either the City or unincorporated county.

*(See Exhibit 12)*

### Recognized Neighborhood Associations

Neighborhood associations recognized by the City in the Site Environs are as follows:

- Alamosa
- Crestview Bluff Neighbors Association
- Vecinos del Bosque
- Pat Hurley
- West Mesa

In addition, there are several recognized neighborhood coalitions: Southwest Alliance of Neighbors and South Valley Coalition.

### Zoning and Planning

The portion of the Site located in Bernalillo County is zoned R-1 (Single Family Residential). Two parcels at the northern extent of the Site abutting Central Avenue are located within the City limits and are zoned C-2 (Community Commercial). Two parcels northeast of Gonzales Road are also located in the City and are zoned R-1 (Residential, Single Family).

<sup>4</sup> Source: Narrative taken in part from "Existing Conditions Report for Bridge Boulevard Corridor Redevelopment Plan" by HDR Engineering, Inc. (May 2013).



Much of the land located west and southwest of the Site environs is zoned R-1 (Residential, Single Family), except for isolated higher density residential zoning and commercial and light manufacturing zoning along the major arterial streets. (*See Exhibit 13*)

The land with the County located east of the Site environs is zoned R-1 (Single Family Residential).

The following is a list of City and/or County plans, reports and studies that have relevance to the Site and Site environs:

- Report of the Albuquerque / Bernalillo County Archeological Resources Planning Advisory Committee (1986)
- Albuquerque Bernalillo County Water Utility Authority: Asset Management Plan (2011)
- Albuquerque Bernalillo County Water Utility Authority: 2016-2025 Decade Plan (2016)
- Albuquerque Bikeways & Trails Facility Plan (2015)
- Albuquerque Major Public Open Space Facility Plan (1999)
- Albuquerque Metropolitan Arroyo and Flood Control Authority: Maintenance Responsibilities for Drainage Facilities (2012)
- Bridge Boulevard: Characterization of Historic Resources, Van Citters Historic Preservation (2015)
- Bridge Boulevard Corridor Redevelopment Plan: Existing Conditions, HDR Engineering, Inc. (2013)
- Cemeteries of Albuquerque / Bernalillo County, Quivira Research Associates (1999)
- Central Avenue Streetscape: Urban Design Master Plan (2001)
- Historic Albuquerque Today: Landmarks Survey (1978)
- Route 66 Action Plan, City of Albuquerque (2014)
- Southwest Area Plan, City of Albuquerque / Bernalillo County (1986)
- West Central Metropolitan Redevelopment Area Plan (2004)
- West Route 66 Sector Development Plan (Amended 2009)
- West Side Strategic Plan (Amended 2014)

### Services

The mesa top portions of the Site Environs, Crestview Bluffs and Alamosa are urban residential in character and are served with municipal water and sewer by the Albuquerque Bernalillo County Water Utility Authority (ABCWUA), formerly provided by the City of Albuquerque. The valley portions of the Site environs, Atrisco and Vecinos del Bosque are also within the ABCWUA service area. However, because of its location in unincorporated Bernalillo County, individual or community water and sewer systems may be present.

Storm drainage on the mesa top portions of the Site environs is most likely managed by the City of Albuquerque, including Gonzales Pond located at Gonzales Road west of 53<sup>rd</sup> Street, which according to (Albuquerque Metropolitan Arroyo Flood Control Authority) AMAFCA has an outfall storm sewer along Churchill Road to the east through the Site.



The major irrigation facilities of the Site Environs, the Arenal Canal (located at the base of Crestview Bluff) and the Isleta Drain are managed by the MRGCD.

#### Subdivision Platting

A portion of the Site was platted in 1946 as the Vista del Sol Subdivision. Lots fronting on and east of Crestview Drive within this subdivision are located in the City and are improved with single family homes. The remaining lots further to the east are located in the County and are unimproved. Two parcels to the north that abut Central Avenue are identified as portions of the Town of Atrisco Grant. The remainder of the Site parcels are identified as Town of Atrisco (Unit 6). (*See Exhibit 6*)

### ***Real Estate Market***

#### General Market Conditions

With the exception of the portion of the Site that abuts Central Avenue, the balance of the Site would likely be viewed as residential in nature, but with significant development constraints (topography, utilities, access/circulation, etc.). The two parcels closest to Central Avenue would be viewed as commercial.

A review of Southwest Multiple Listing Service (SMLS)<sup>5</sup> real estate data for vacant land indicates a fairly active local market for residential lots/tracts. Currently, there are four active listings in the Site Environs, with a "days-on-market" time ranging from 164 days to over seven years. Of course, a better indicator of market condition is closed sales, of which there have been five (5) in the Site environs within the past 17 months from the date of this report, and one (1) closed sale of land within the subject Site property itself in Fall 2012. Time on the market for these closed sales ranged from 41 to 315 days, and averaged 137 days.

SMLS also tracks expired listings, which provides another indicator of the general market condition. Three active listings in the Site Environs expired after being marketed about 9 months, on average.

Except for a few "outliers" having to do with above market asking prices, the real estate market for vacant land within the Site environs looks very similar to the Albuquerque market as a whole.

#### Relevant Site Listings/Sales Activity

Three of the closed sales involved improved residential lots ranging from about 5,200 sf to 7,800 sf in size located in the adjoining subdivisions to the west of the Bluff. These lots sold for an average of \$3.22 per square foot or \$22,500 per lot. However, one closed sale involved two unimproved lots within the Vista del Sol Subdivision, which comprises the subject Site.

<sup>5</sup> Note: Sage Land Solutions member Kim Murphy belongs to SMLS.



These lots should be a fair indicator of value of the remaining platted, but unimproved lots within the subject Site. Combined, these lots sold in 2012 for \$0.43 per square foot or about 15 percent of the improved lots.

Additionally, another tract within the subject Site of similar size and condition (unimproved) to the closed sale mentioned above, was listed for sale at \$0.47 per square foot and remained unsold after being on the market for 8 months.

One recent closed sale of vacant land along Central Avenue within the Site environs may be suggestive of commercial property values. This sale involved an approximate ¾-acre tract that sold for \$3.60 per square foot.

#### Preliminary Estimate of Site Value

For the purposes of estimating the value of the subject Site, which totals 34.1 acres, it's useful to consider the following portions of the Site individually:

Central Avenue Frontage	2.02 acres	\$3.60 /sf
Flat, Small Lots and Tracts Adjacent To Existing Subdivisions	7.73 acres	\$0.50/sf
Sloped, Tracts Distant From Existing Subdivisions <sup>6</sup>	4.00 acres	\$0.35/sf
Rugged, Larger Parcels <sup>7</sup>	20.35 acres	\$0.80/sf

Based on these assumptions, the entire subject Site would have an estimated value of about \$1,250,000.

#### ***Acquisition Methodologies and Strategies***

There are significant reasons to consider the Site for addition to the City's open space portfolio. However, because the Site is comprised of multiple tracts under multiple ownership, one of the major obstacles to making the Site open space is how to obtain it.

Another potential challenge is the fact that the Site is primarily not within the City's boundaries – it lies in the unincorporated area of Bernalillo County. This section of this report attempts to suggest methods and strategies for the City to use in gaining the open space benefits of the Site for its residents. In order to understand the suggestions contained herein, it is necessary to refer to Sage Land Solutions, LLC's June 2016 report to City Council, titled *City of Albuquerque Open Space Priority Property: Evaluation and Selection*. (See Appendix 1)

<sup>6</sup> Slope and distance from infrastructure justifies value reduction from \$0.50/sf to \$0.35/sf.

<sup>7</sup> Large parcels theoretically could be developed and subdivided further, and justified value increase from \$0.50/sf to \$0.80/sf based on 25% of finished lot value (\$3.22/sf).



### Direct Negotiation with All Landowners

Direct negotiation with individual land owners is perhaps the strategy that would be the least likely successful. The Site contains 43 lots owned by 27 separate owners.<sup>8</sup> Each owner would be motivated to receive maximum remuneration and therefore, quite likely to “hold out” to see what others have received. The concept of being the last hold-out getting the best price would be in play. One has to look no further than Rio Rancho’s attempts to re-assemble multiple lots from multiple owners to learn how difficult and challenging this task would be. The cost likely would be prohibitive (especially, acknowledging the legal restraints against paying more than “fair market value” contained in the “anti-donation” clause of New Mexico’s Constitution). Additionally, the number of staff or contractor time would be very significant and perhaps too expensive. Lastly, the likelihood of at least one or more “key” holdouts could ruin the entire venture. However, if the City desired to attempt this method, it is imperative that any offers to willing sellers be made contingent on obtaining the rest of the lots or at least some selected pre-determined minimum acreage.

It should be noted that if the subject properties were within the City boundaries (the overwhelming number of individual properties and acreage are not), condemnation after negotiation with individual properties owners would be an efficient acquisition method, albeit, perhaps challenging from a public policy perspective. Acquisition for park (open space) is a “public purpose” that is recognized as a legitimate reason for condemnation [§3-18-10 (B)(1) NMSA]. However, as the property is not within the City, this tool is not available [§3-18-10 (B) NMSA].

### Direct Negotiation with “Key” Landowners

This method would suffer some of the challenges discussed above for “Direct Negotiations with Individual Landowners,” but if done strategically and after careful planning, it could minimize the challenges. The concept would be to identify the largest parcels with the best open space attributes and first attempt to negotiate and purchase those only. The concept would be that if only those parcels were obtainable, there would still be significant public benefit because: 1) They alone would create valuable open space for the citizens of Albuquerque; 2) By obtaining them, the remaining lots would be even more difficult to develop; and, 3) The remaining lot owners would understand the market had been established, the ceiling of price is known and that the City would be satisfied without their lot. One of the major challenges with this strategy is determining which sites to target regarding their connectivity, price, and open space attributes. This effort, if done by city staff would be available for inspection by the potential sellers which could give them an unfair advantage in the negotiations. Therefore, if this becomes the chosen strategy, it is recommended that the City hire a contractor to do the analysis (pursuant to direction by the City Council) and conduct the negotiations (subject to City Council approval).

<sup>8</sup> Note: Property 24 owned by Ms. Lucy Benavidez is improved and has a single family dwelling on it. It is not critical to the protection of the Site for open space purposes and therefore, Sage Land Solutions, LLC recommends that it be removed from consideration for acquisition.



## Memorandum of Understanding (MOU)/Joint Powers Agreement (JPA) with Bernalillo County

As almost all of the Site is not within the City's boundaries but rather lies in the unincorporated area of Bernalillo County, there is a challenge but also an opportunity. Assuming the County would also see the benefits of having this Site be open space, there may be an opportunity for the City and County to jointly work on making it so. If such an arrangement could be negotiated with the County, the entire gamut of acquisition strategies described in Sage Land Solutions, LLC's June 2016 Report to City Council – *City of Albuquerque Open Space Priority Property: Evaluation and Selection* would be available, including the "Alternative Open Space Acquisition Methods" – *Dedication, Conservation Easements, Transfer of Density Rights (TDR), Land Use Restrictions* and perhaps even *Exchanges*. It is suggested that with a well-crafted MOU or better yet, JPA the TDR approach could be of great use and practicality as well as creating a model for other areas within the County that would be of great interest to all citizens such as the valley and both east and west escarpments. Sage Land Solutions, LLC believes that while this method would take significant "up front" work between the City and the County, it could provide the most cost-effective and ultimately best solution on multiple levels for the landowners, the City and the County. Pursuant to a negotiated MOU, the County's power of condemnation would be available if it were negotiated. The MOU could delineate which entity would be responsible for payment.

### Recommended Methodology

While the above strategies may be available as "stand-alones," Sage Land Solutions, LLC recommends that none of them be used without first implementing the process outlined in its June 2016 report to the Council. This approach would mean that before great expenditure of resources and political capital, the Open Space Advisory Board be engaged and encouraged to make this Site a property included in the City's open space "Priority List." This report would be of great assistance to the Open Space Advisory Board's consideration process. If placed on the "priority list" the Site would gain significant credibility as a parcel worthy of allocation of precious resources. Also, it would start a process that has the best chance of acquisition at the best price. Such a placement would not at all preclude implementing any of the above strategies but would rather legitimize their use. In fact, it might and could best be used to begin the MOU/JPA strategy suggested above. The vetting of this Site through this process could also lead to a bid process so that the multiple individual landowners who to date have been unable to gain any economic benefit from their land would be indented to bid or be left out as well as bid against others as opposed to being in the "driver's seat" as a "hold out." Further, the benefit of using this process would be to be consistent with other potential open space acquisition and transparent without being challenged in negotiations.

### ***Conclusion and Acknowledgements***

Sage Land Solutions, LLC would like to thank the Albuquerque City Council for this opportunity to learn about this special Site and to serve this community. Sage Land Solutions, LLC greatly appreciates and acknowledges the friendly and timely assistance of the Albuquerque



Geographic Information Services (AGIS) in the preparation of many of the maps and exhibits that make this report more informative.

Sage Land Solutions, LLC concludes that acquisition of this Site would be very challenging because of its multiple, small parcel ownership pattern and location primarily outside of the City limits. However, the Site has tremendous potential as open space because of its proximity to other open space and recreational infrastructure, potential trail linkages, magnificent views, and significant historical and cultural value. While researching the Site, Sage Land Solutions, LLC learned not only about the values, constraints and typical open space attributes, but also about the Site's potential for helping all Albuquerque residents learn more about the area's great heritage.

This Site is perhaps the last undeveloped location in direct proximity to the original Atrisco Village settlement. Many Albuquerque residents are probably unaware that the Atrisco Village actually pre-dates the "Old Town" development.

If it is acquired for open space purposes, one of those "uses" mentioned in the *City of Albuquerque Open Space Priority Property: Evaluation and Selection* report (See Appendix 1) could be as an ideal place for an interpretative exhibit to explain the history of the Atrisco Land Grant and its importance to the Spanish settlement of the Albuquerque area. Sage Land Solutions, LLC is so convinced of the importance and potential of this Site for this purpose that we would recommend such a use if the Site is selected for open space acquisition.

Sage Land Solutions, LLC recommends that this Site be the first property to be formally evaluated by the process suggested in the *City of Albuquerque Open Space Priority Property: Evaluation and Selection* report. (See Appendix 1) If the Site were to be considered through that suggested process, it would be transparently and objectively evaluated. If suggested for acquisition by the City Council, Sage Land Solutions, LLC would be available to assist in such process by helping with contacting and explaining to the various landowners the potential for acquisition.





**Sage Land Solutions, LLC**  
Real Estate Advisors in New Mexico

# Exhibits



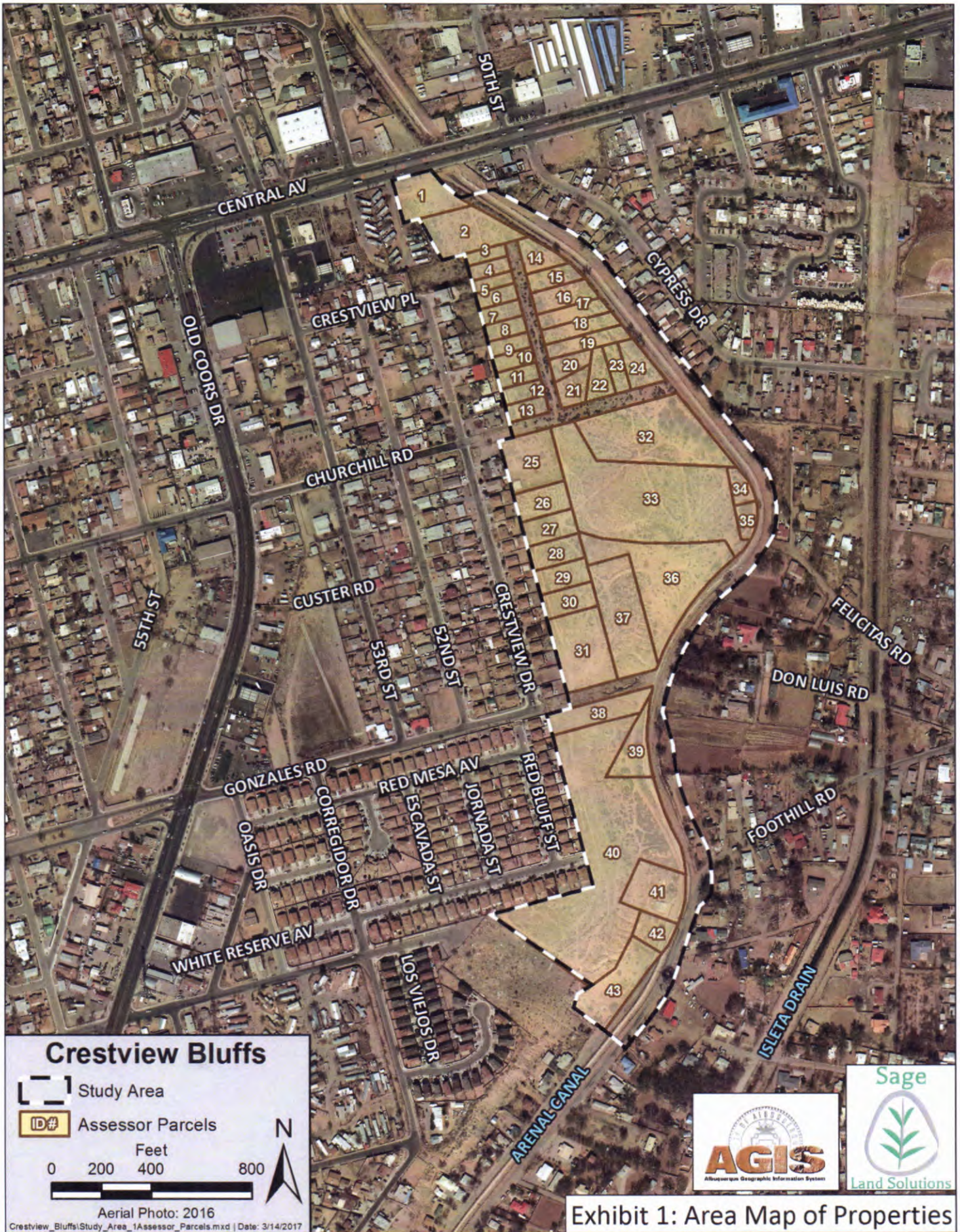


Exhibit 1: Area Map of Properties



Map ID #	UPC	TAXYR	OWNER	SITUS ADDRESS	SITUS ADDRESS 2	LEGAL DESCRIPTION	NETTAXABLE	ACREAGE
1	101105745137410815	2016	WORTHINGTON THOMPSON JOYCE & THOMPSON BARRY WAYNE & HUNTINGTON DONEVA & ETAL	5102 CENTRAL AV SW	ALBUQUERQUE NM 87105	THE EAST 174.70 FT OF THE N 1/2 OF TR 87 UNIT NO 6 TOWN OF ATRISCO GRANT C NT 0.925 AC	8,799.00	0.92
2	101105747036010813	2016	THOMPSON CHESTER E	CENTRAL AV SW	ALBUQUERQUE NM 87105	TR 87-D OF SUMMARY PLAT OF PORT. OF TR 87 UNIT 6 TOWN OF ATRISCO GRANT EXC A WLY PORT. CONT 1.10 AC M/L OR 47916 SF	13,732.00	1.10
3	101105747835310812	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 022 VISTA DEL SOL SUBD	1,583.00	0.20
4	101105747934810811	2016	CASTILLO EUSTACIO & MARIA	51ST ST SW	ALBUQUERQUE NM 87105	* 021 VISTA DEL SOL SUBD	4,633.00	0.25
5	101105748134210810	2016	QUINTANA JAVIER & LAURA GRAJEDA	51ST ST SW	ALBUQUERQUE NM 87105	* 020 VISTA DEL SOL SUBD	4,633.00	0.25
6	101105748333510809	2016	CHAVEZ PATRICIA L	51ST ST SW	ALBUQUERQUE NM 87105	* 019 VISTA DEL SOL SUBD	1,583.00	0.25
7	101105748533010808	2016	CHAVEZ PATRICIA L	51ST ST SW	ALBUQUERQUE NM 87105	* 018 VISTA DEL SOL SUBD	1,583.00	0.25
8	101105748632310807	2016	MONTANO NICK N AND LISA M	51ST ST SW	ALBUQUERQUE NM 87105	* 017 VISTA DEL SOL SUBD	9,266.00	0.25
9	101105748831610806	2016	MOLUND LORRAINE TRUSTEE MOLUND RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 016 VISTA DEL SOL SUBD	4,633.00	0.25
10	101105749031010805	2016	MAES VALERIE M & CRUZ ARTEMIO	51ST ST SW	ALBUQUERQUE NM 87105	* 015 VISTA DEL SOL SUBD	4,633.00	0.25
11	101105749230410804	2016	JONES RONALD A & ALBERTA M	51ST ST SW	ALBUQUERQUE NM 87105	* 014 VISTA DEL SOL SUBD	2,224.00	0.25
12	101105749329710803	2016	COBOS IRVING	51ST ST SW	ALBUQUERQUE NM 87105	* 013 VISTA DEL SOL SUBD	2,766.00	0.25
13	101105749529110802	2016	MORTIMER JOSEPH T ETUX	240 CHURCHILL RD SW	ALBUQUERQUE NM 87105	* 012 VISTA DEL SOL SUBD	9,266.00	0.25
14	101105749835210611	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 023 VISTA DEL SOL SUBD	2,506.00	0.30
15	101105750434310610	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 024 VISTA DEL SOL SUBD	2,762.00	0.33
16	101105751033610609	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 025 VISTA DEL SOL SUBD	3,961.00	0.48
17	101105751333010608	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 026 VISTA DEL SOL SUBD	3,041.00	0.37
18	101105751632410607	2016	NEVAREZ HERVEY & REBECCA	51ST ST SW	ALBUQUERQUE NM 87105	* 027 VISTA DEL SOL SUBD	4,833.00	0.41
19	101105751831710606	2016	NEVAREZ HERVEY & REBECCA	51ST ST SW	ALBUQUERQUE NM 87105	* 028 VISTA DEL SOL SUBD	4,733.00	0.43
20	101105751233910605	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 029 VISTA DEL SOL SUBD	2,482.00	0.30
21	101105751330010601	2016	HENRY RVT	51ST ST SW	ALBUQUERQUE NM 87105	* 030 VISTA DEL SOL SUBD	2,735.00	0.33
22	101205700330220102	2016	HENRY RVT	CHURCHILL RD SW	ALBUQUERQUE NM 87105	* 031 VISTA DEL SOL ADDN	3,061.00	0.37
23	101205700930720103	2016	HENRY RVT	CHURCHILL RD SW	ALBUQUERQUE NM 87105	* 032 VISTA DEL SOL ADDN	2,425.00	0.29
24	101205701930820104	2016	HENRY RVT	CHURCHILL RD SW	ALBUQUERQUE NM 87105	* 033 VISTA DEL SOL ADDN	3,386.00	0.41
25	101105749627042325	2016	HERRERA PHILLIP M & SYLVIA A BARNISH & GALLEGOS YVONNE V	N/A	ALBUQUERQUE NM 87105	N 1.00 AC OF TR 139 UNIT 6 ATR GRT	21,098.00	1.00
26	101105750025542324	2016	GONZALEZ LIVING TRUST		ALBUQUERQUE NM 87105	S'LY 118.5 FT OF N'LY 326 FT OF TR 139 UNIT 6 ATRISCO GRANTCONT .5800 AC	8,299.00	0.58
27	101105750324442323	2016	SISTERS OF CHARITY	N/A	ALBUQUERQUE NM 87105	S 100 FT OF N 426 FT OF TR 139 UNIT 6 ATR GRT CONT 0.48 AC	14,365.00	0.48
28	101105750523542322	2016	HEATLEY LAURA M & GERALD R ALLEN TR ALLEN RVT & JOHN R ALLEN & ETAL	N/A	ALBUQUERQUE NM 87105	S 100 FT OF N 526 FT OF TR 139 UNIT 6 ATR GRT CONT 0.48 AC	14,365.00	0.48
29	101105750822542321	2016	AEI LLC		ALBUQUERQUE NM 87105	S'LY 100 FT OF N'LY 626 FT OF TR 139 UNIT 6 ATRISCO GRANTCONT .4800 AC	14,365.00	0.48
30	101105751121642320	2016	AEI LLC		ALBUQUERQUE NM 87105	S'LY 100 FT OF N'LY 726 FT OF TR 139 UNIT 6 ATRISCO GRANTCONT .4800 AC	14,365.00	0.48
31	101105751619742319	2016	MENDOZA DEBORAH ANNE	2401 GONZALES RD SW	ALBUQUERQUE NM 87105	S 311 FT OF N 1037 FT OF TR 139 UNIT 6 ATR GRT CONT 1.50 AC	23,764.00	1.50
32	101205702528231010	2016	PERRY JERRY G TRUSTEE PERRY RVT ATTN: JERRY T PERRY	CHURCHILL RD SW	ALBUQUERQUE NM 87105	MAP 39 PORT TR 109A CONT 2.2650 AC	7,566.00	2.27
33	101205702725231015	2016	MONTEQUE LLC	N/A	ALBUQUERQUE NM 87105	PORT TR 136 A MAP 39 T10N R2E SEC 24 CONT 3.41 AC	20,931.00	3.41
34	101205705716231008	2016	GRIEGO MAX	FELICITAS RD SW	ALBUQUERQUE NM 87105	MAP 39 TRACT 108 B	9,399.00	0.26
35	101205706114931007	2016	GRIEGO MAX	FELICITAS RD SW	ALBUQUERQUE NM 87105	MAP 39 TRACT 107 A	9,199.00	0.25
36	101205703222231006	2016	MONTEQUE LLC		ALBUQUERQUE NM 87105	UNPLATTED LAND IN TR 136 SEC 23 & 24 T10N R2E MRGCD MAP 39EAST OF TR 139 UNIT 6 ATRISCO GRANT CONT 1.9100 AC	13,832.00	1.91
37	101205701221531003	2016	PEDROZA ADRIAN & VALERIE & ADALBERTO & GUADALUPE PEDROZA	N/A	ALBUQUERQUE NM 87105	TR IN SECS 23 & 24 T10N R2E LYING EAST OF & ADJ TO TR 139 UNIT 6 ATRISCO G	16,198.00	2.41
38	101205700918030705	2016	MARQUEZ ANASTACIO JR & RITA M		ALBUQUERQUE NM 87105	N'LY PORT TR 136A MRGCD MAP 39 CONT .6700 AC	23,864.00	0.67
39	101205701615130709	2016	CHAVEZ LORETTA	UNKNOWN	ALBUQUERQUE NM 87105	MAP 39 TR 136B	5,666.00	0.44
40	101205701012330708	2016	MARQUEZ ANASTACIO JR & RITA M		ALBUQUERQUE NM 87105	TR 136A EXC N'LY PORT MRGCD MAP #39 CONT 6.8300 AC	45,529.00	6.83
41	101205702509930707	2016	BENAVIDEZ LUCY	601 FOOTHILL SW	ALBUQUERQUE NM 87105	MAP 39 TRACT 55	32,613.00	0.75
42	101205702408530706	2016	BENAVIDEZ CAROL & BLEA JOE	609 FOOTHILL RD SW	ALBUQUERQUE NM 87105	MAP 39 TR 54	12,099.00	0.27
43	101205701306330704	2016	CHAVEZ LORETTA C	2427 FOOTHILL RD SW	ALBUQUERQUE NM 87105	TR52 53 MAP 39	12,132.00	0.89
							424,908.00	34.11

## Exhibit 2: Property List



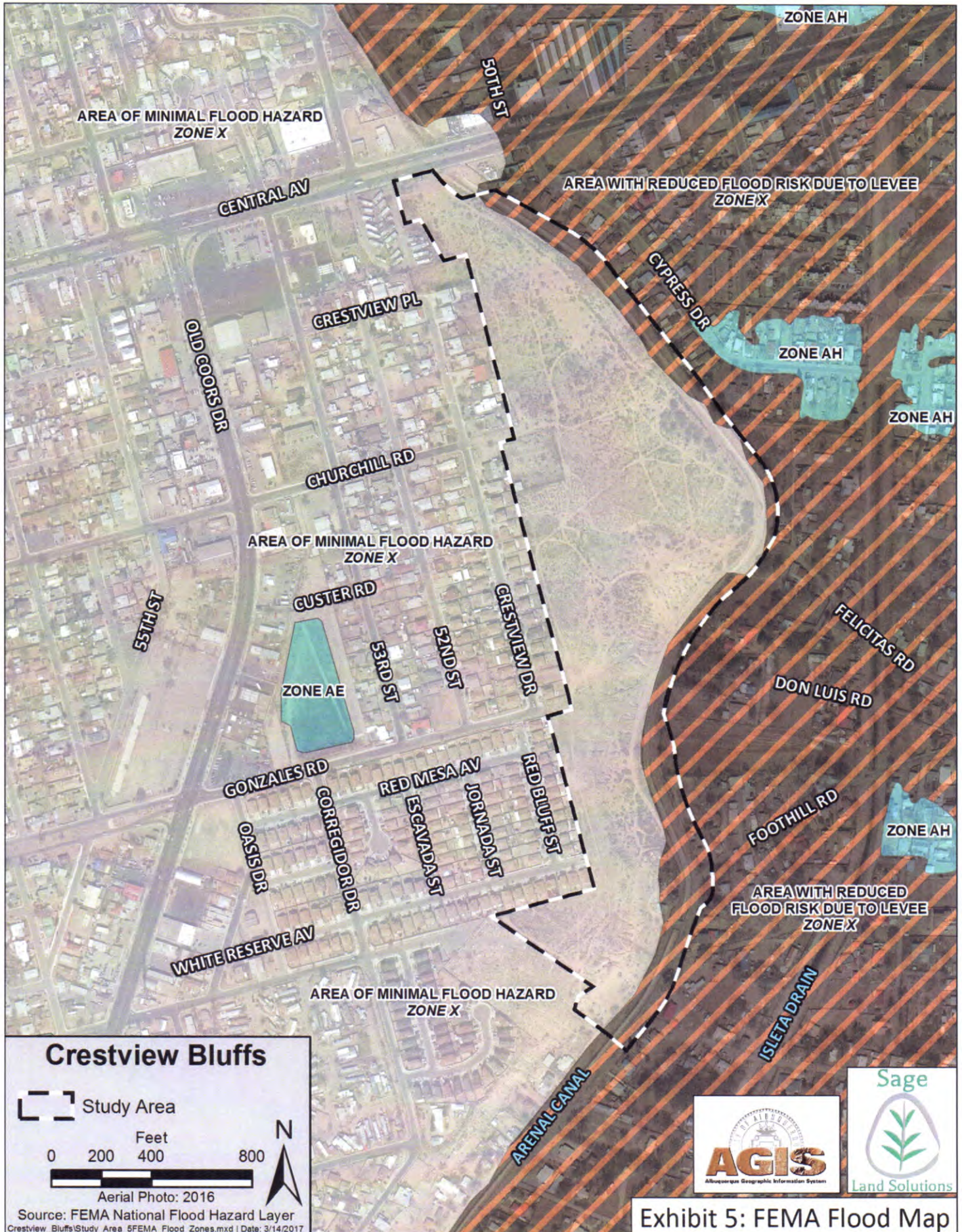


Exhibit 3: Current Aerial Photo











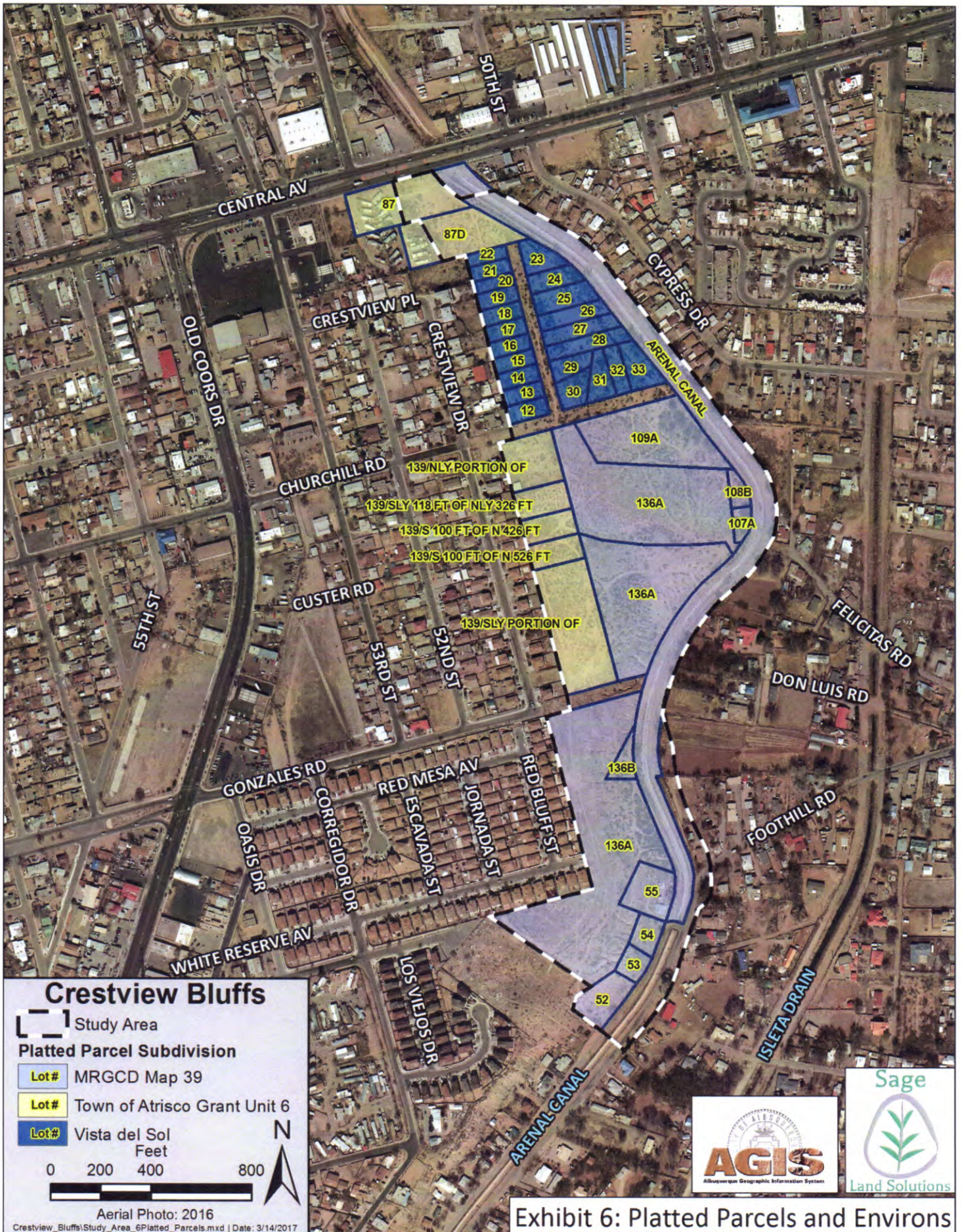


Exhibit 6: Platted Parcels and Environs



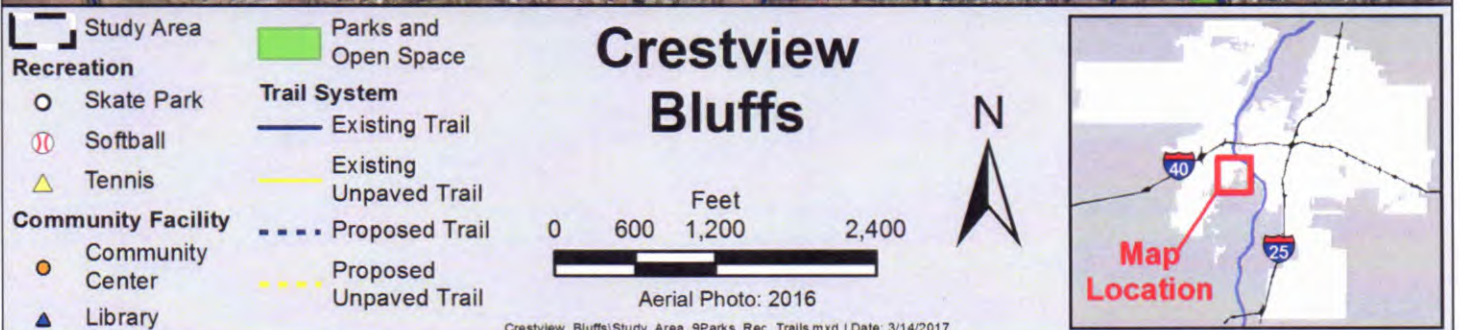


Exhibit 7: Potable Water Lines Map





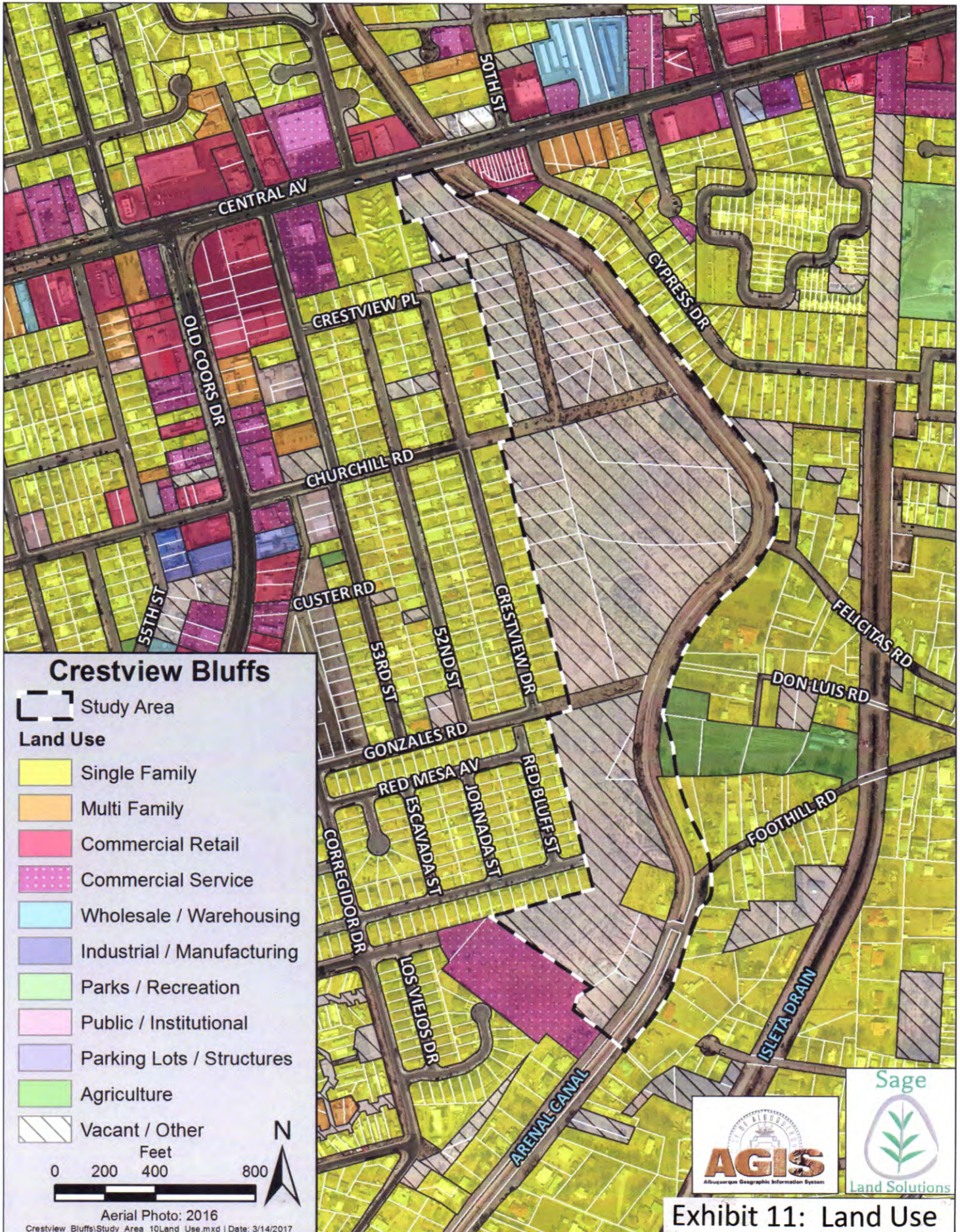




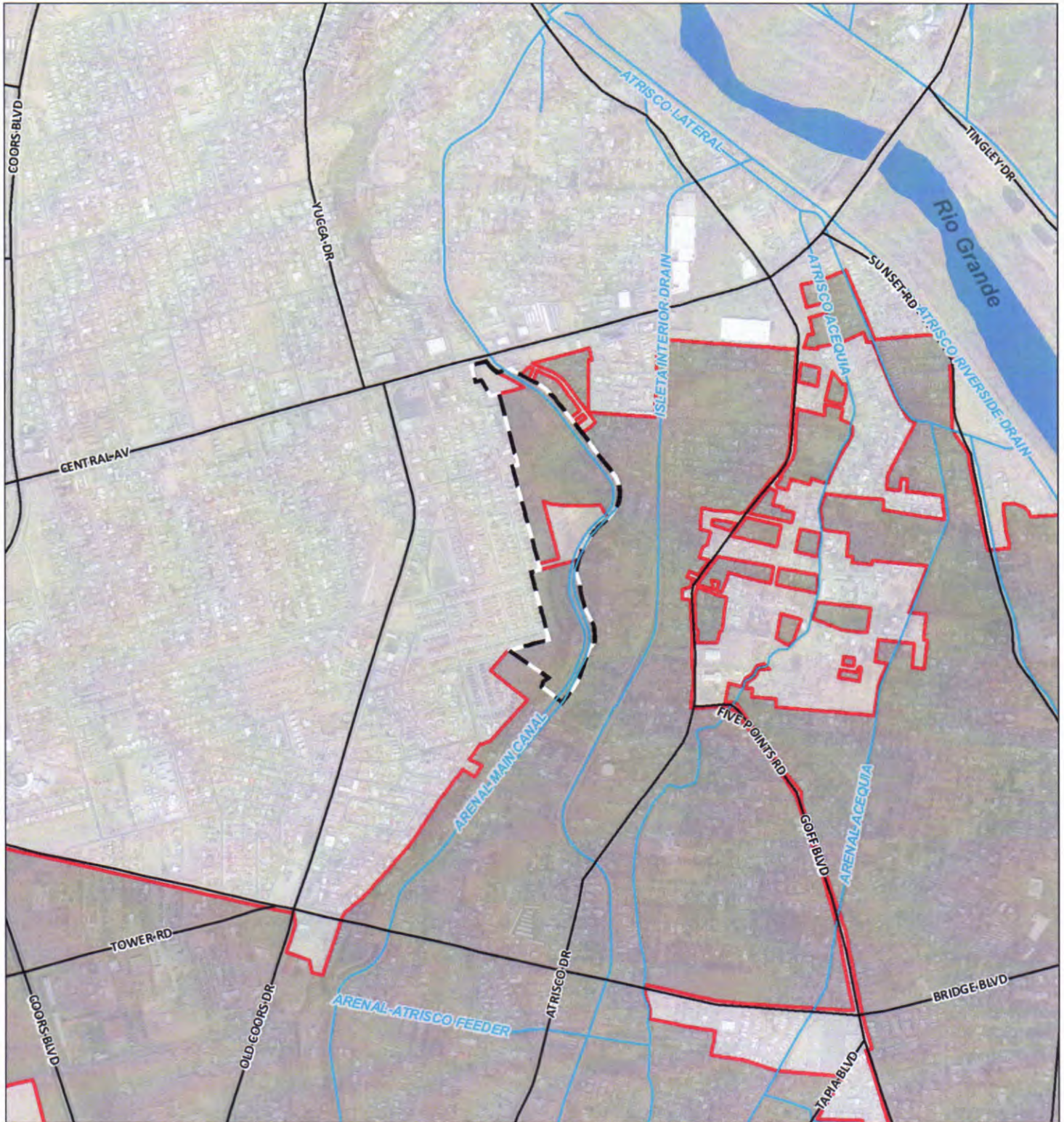












## Crestview Bluffs

- MRGCD Conveyance
  - Study Area
  - City of Albuquerque
  - Unincorporated Bernalillo County
- 0 600 1,200 2,400 Feet

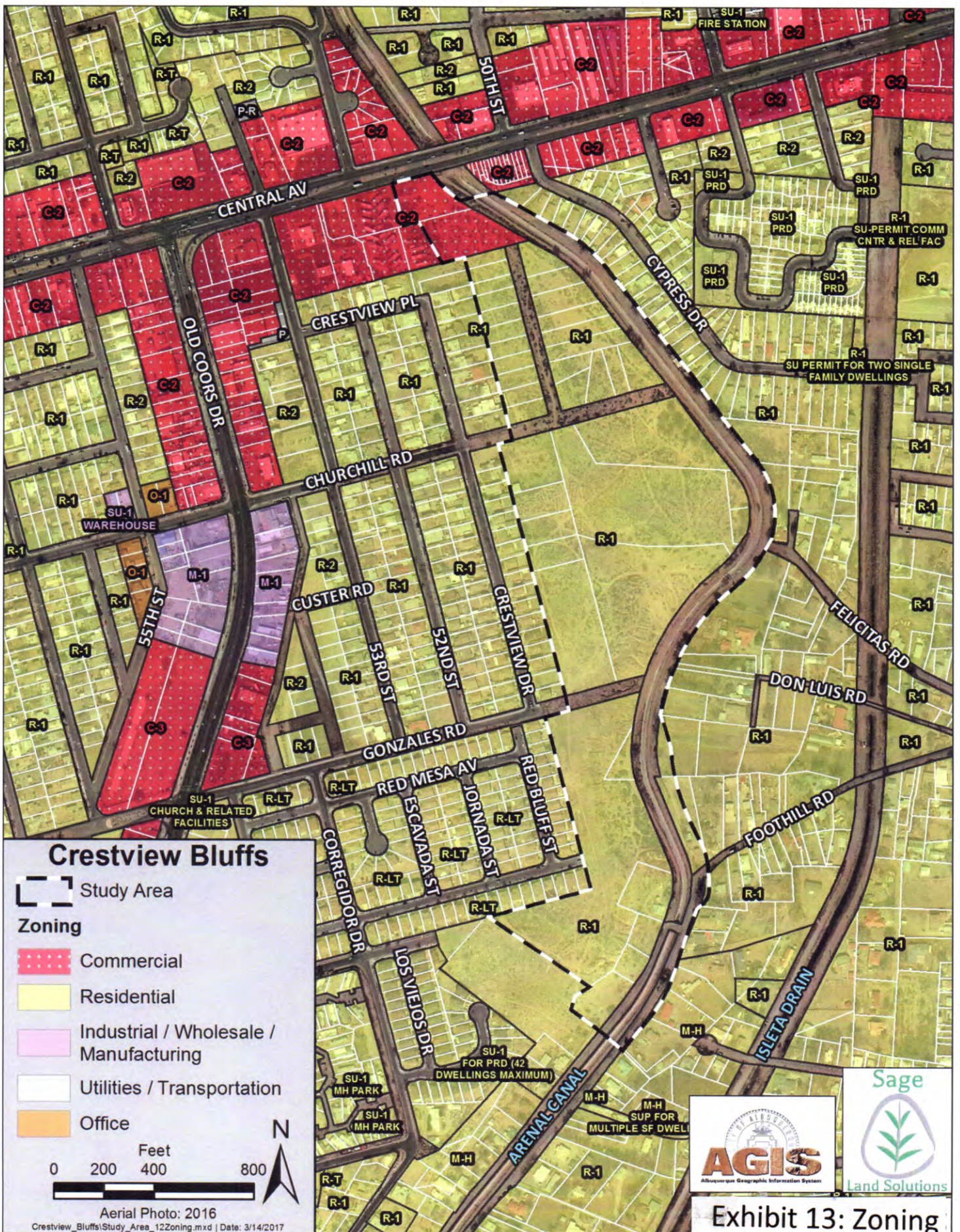
Aerial Photo: 2016

Crestview\_Bluffs\Study\_Area\_11Jurisdiction.mxd | Date: 3/14/2017



Exhibit 12: Jurisdictions









**Sage Land Solutions, LLC**

Real Estate Advisors in New Mexico

# Appendix 1

***City of Albuquerque Open Space Priority Property: Evaluation and Selection***, a report on open space prepared by Sage Land Solutions, LLC for the Albuquerque City Council, 2016.





**Sage Land Solutions, LLC**

Real Estate Advisors in New Mexico

**City of Albuquerque  
Open Space  
Priority Property:**

**Evaluation and Selection**

*Prepared for: Albuquerque City Council*

*June 2016*



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## EXECUTIVE SUMMARY

Since its beginning in the late 1960's and continuing in full bloom during the 1970's and 1980's, the City of Albuquerque Open Space Program has become one of the metro area's most successful and highly regarded public services. While an abundance of information is available to public officials, staff, residents and visitors regarding the program's history, functions, management and administration, the actual evaluation, selection and acquisition of properties for inclusion in the Open Space Program is a mystery to many.

The purpose of this report is to recommend a process for acquisition of open space for the City of Albuquerque. Until now, there has been no objective process for selection or acquisition of lands to be added to the City's portfolio of open space.

Sage Land Solutions, LLC (SLS) has been contracted by the City Council to make recommendations as to how lands may be acquired, how to place lands on the *Priority List*, and create a matrix and process for selection from that list.

SLS recognizes that the City has a history of acquiring lands for open space purposes that have certain attributes which make them of particular value to the citizens of Albuquerque, including their biological, recreational, cultural and other intrinsic nature.

SLS recommends that the City use its Open Space Advisory Board (OSAB) to recommend to City Council certain properties from time to time to be included on the *Priority List*. In order to facilitate a more objective, transparent and competitive process to the selection, SLS suggests that the City Council be limited to accepting or rejecting the OSAB's recommendations for modification to the *Priority List*.

SLS has listed and described several methodologies for acquisition that do not require fee simple purchase as well as created a process and matrix for acquisition in fee simple with a bid process.

Whenever appropriate or directed by City Council, SLS's recommended process and accompanying matrix calls for properties on the *Priority List* be evaluated regarding the risk that a property may be lost as an open space opportunity. From a group of the most "at risk" properties, the OSAB will then rank them according to an objective matrix for community values of open space provided by this report. Lastly, the top "ranked" of the most "at risk" property owners will be invited to "bid" for purchase by the City. The "bid" is meant to assure that the City gets the best possible price. The "bid" is weighted to favor the most valued properties according to the provided objective matrix.



## DEFINITIONS

Acquisition – To own or obtain substantial control over real property.

Benefit – Certain opportunities or amenities achieved through the acquisition and designation of specified properties for specified public uses.

Bid – The process of soliciting offers for the sale of property using prescribed criteria and submission requirements consistent with all applicable laws and regulations.

Conservation – The act of preservation, protection, or restoration of Natural Resources and Cultural Resources.

Cost estimate – Determined through the use of the best available information to derive a reasonable estimate of costs.

Cultural Resources – Physical evidence of a place of past human activity: site, object, landscape, structure; or a site, structure, landscape, object or natural feature of significance to a group of people traditionally associated with it.

Education – The process of delivering and receiving systematic instruction.

Evaluation Committee – The Open Space Advisory Board, or a subset, with expertise in evaluating recreational, natural, cultural and economic features and attributes of property. Committee members are appointed by the Open Space Advisory Board Committee Chairperson.

Evaluation Criteria – A set of factors intended to facilitate a systematic, quantifiably objective assessment of properties being considered for acquisition. All properties being evaluated at any given time should be vetted using the same criteria and weighting factors to ensure consistency in outcomes.

Evaluation Process – The process of objectively evaluating and determining the relative contribution to Albuquerque's quality of life through the acquisition of suitable properties for inclusion in the Open Space Program.

Evaluation Measure – A criterion used to establish the relative value a property may contribute to the objectives associated with the prospective acquisition of a property. Values are determined based on the evaluation of the respective raters and are guided by predetermined benchmark measures.



Linkages – Connecting people, places or things through the development of physical infrastructure or pathways.

Natural Resources – Natural resources come in many forms, but for the purposes of this report are collectively considered the biotic and abiotic components that characterize a landscape or geographically defined location.

Open Space Properties – For the purpose of this report and associated analysis, open space properties are the properties identified in the City of Albuquerque’s *Open Space Acquisition Priorities* report as approved by the Albuquerque City Council.

Open Space Advisory Board – A committee of seven members appointed by the Mayor with the advice and consent of the City Council, which studies, reviews, advises, and recommends upon issues related to existing and potential open space land of the City of Albuquerque; created pursuant to City Ordinance Chapter 14-13-3-7.

Open Space Program – The administration, operation and management of real property for open space purposes.

Planning – The act of evaluating and establishing expected outcomes, and identifying appropriate actions to achieve those outcomes.

Priority Properties – Properties identified in the City of Albuquerque, *Open Space Acquisition Priorities* report as approved by the Albuquerque City Council; collectively called the *Priority List*.

Quality of Life – The general well-being of individuals and societies.

Recreation – An activity of leisure with leisure being discretionary time.

Risk – A factor or set of factors which may represent the likelihood that the features and attributes of a property that make that property desirable for inclusion in the City of Albuquerque Open Space Program may be permanently lost. Risk includes the probability of development (present or near term growth pressure); market risk (potential for acquisition by a party unlikely to sell), and; extraction risk (potential for mining, timber harvest, and/or oil and gas development).

Shaping the Urban Form – Using various tools, in this case open space, to affect the physical shape and structure of the City.



**Threat of Development** – The likelihood that any given property will be irreparably altered by extensive change in its physical makeup. This may be evidenced by readiness of the real estate market, willingness or interest on the part of the landowner to monetize value in the property within the next five years, and clear intent to initiate planning to monetize that value.

**Weighting Factor** – A quotient between 0.1 and 1.0 used to differentiate the relative importance between evaluation criteria. The Weighting Factor is determined through consensus among the Evaluation Committee.

## INTRODUCTION

The City of Albuquerque initiated an effort in the 1960's to acquire and manage land as "Open Space" for the benefit of its citizens. The goal of this effort was to acquire locations throughout the area to "preserve the unique natural features of the metropolitan area by achieving a pattern of development and open space respecting the river, land, mesa, mountains, volcanoes, and arroyos." In 1975 the Open Space Task Force was formed to assist with this effort. Since that time the City has acquired significant tracts of land for inclusion in the Open Space Program.

The City of Albuquerque is dynamic, growing and evolving over time. Consequently, the need for and process of acquiring and managing open space is dynamic as well. To meet this constantly changing environment, the City has identified additional opportunities for the acquisition of open space to meet current and future needs as expressed in the *Open Space Acquisition Priorities* report prepared by the Open Space Division, referred here as the *Priority List*.

Recognizing this need and the limited resources available for making such additions to the City's open space portfolio, the Albuquerque City Council identified a need for a systematic objective evaluation process for the selection of properties identified in the City of Albuquerque *Open Space Acquisition Priorities* report, as well as articulation of criteria for consideration of properties to be included on the *Priority List*. In light of the City Council's interest, Sage Land Solutions, LLC (SLS) was retained under contract in February of 2016 by the Albuquerque City Council to provide support and information in two broad categories: 1) provide a rationale methodology for how a property gets added to or removed from the *Priority List* coupled with a matrix of objective evaluation criteria to be applied to the City's *Open Space Acquisition Priorities* list of properties upon which acquisition selections and strategies can be based and evaluated; and, 2) list and evaluate the potential means of acquisition of Open Space Land other than fee simple purchase.



Prior to development of a model to meet the needs mentioned above, SLS conducted a limited review of methods used by other jurisdictions for their potential applicability to this project. A listing of those communities may be found in the Appendix (Listing 1). Not surprisingly, this background review found that the methods used for selection were as varied as the community needs and the properties themselves. Ranging from the west coast to the east coast, most communities reviewed use systems and methods for acquisition based on governing body direction, while others employed some degree of mathematical modeling or objective criteria to evaluate prospective properties. The conclusion from this review is that each community basically uses methods that are best suited to the needs and expectations of that community.

Upon completion of the background review and employing experience and knowledge of localized needs, a model that integrates the development potential (risk of irreversibly altering open space values), the relative value of an Open Space property to the community, and factoring the cost of acquisition of prospective Open Space through a weighted bidding process has been developed and is presented as follows. The model developed for evaluating open space for inclusion on the *Priorities List*, which is presented in this report, is focused on fee simple acquisition of properties to ensure a consistent and truly comparable public bid process.

## BACKGROUND

### Open Space Program Authority

- Open Space Division is an operating unit of City administration since 1984 charged with administering the Open Space Program and is funded by the Open Space Trust Fund and the General Fund.
- Open Space Advisory Board was established in 1983 by ordinance to oversee the Open Space Program and advise the Environmental Planning Commission (EPC), the Mayor and City Council (Ord. Chapter 14-13-3-7).
- Open Space Trust Fund was created by ordinance in 1988 for depositing sale proceeds and income from Open Space Exchange Lands (Ord. Chapter 4-2-3-1).
- Administration of Open Space Exchange Lands relates to the City's acquisition of a portion of the Elena Gallegos Grant and subsequent land exchange with the U.S. Forest Service; administrative matters are set forth in Ord. Chapter 4-2-3-1.
- Acquisition of land for the Open Space Program has been funded from a variety of sources, including general obligation bonds, gross receipts tax bonds, general fund, grants and impact fees.
- Open Space Management Ordinance (Ord. Chapter 5-8).



- Recent City Council actions:
  - C/S R-16-12 (Enactment R-2016-024) approves “refined” Open Space Priority List, requires Council approval of funds for acquisition of certain named Priority List properties, and identifies certain named Priority List properties for immediate acquisition and authorizes appropriations for funding such acquisitions.
  - O-16-13 (Enactment O-2016-008) requires the Open Space Advisory Board to recommend to Council for its approval properties being considered for acquisition, requires that such recommendations be based on “policies and procedures for the evaluation of open space priority properties” approved by the Council and permits solicitation of “competitive offers to sell” from property owners of Council-approved open space priority properties.

#### Open Space Program Early History

- Vision was created in 1969 City Goals Program.
- Open Space Task Force established in 1975.
- 1975 Comprehensive Plan included Major Public Open Space narrative description, goals and policies.
- Elena Gallegos Land Exchange and ¼ cent gross receipts tax funding approved in 1982.

#### Open Space Program Plans

- 1975 City/County Comprehensive Plan (Rank 1 Plan).
- 1986 Facility Plan for Arroyos (Rank 2 Plan).
- 1999 Major Public Open Space Facility Plan (Rank 2 Plan).
- OS Division: Top Acquisition Properties Booklet (March 2015).

#### Open Space Acquisition Process

- Prior to 1999 Major Public Open Space (MPOS) Plan acquisition priorities were driven by interested citizens who called attention to potential loss from risk of development of certain prime potential open space properties, located in the foothills, volcanos and bosque.
  - Acquisition “targets” were major, regional natural features.
  - Voter-approved funding demonstrated public consensus.
  - Process involved little long-term planning or structure.



- Post-1999 MPOS Plan acquisition priorities were more or less “ad hoc” but benefited from overall decision-making structure and long-range planning.
  - Identified extensive list of properties to be acquired.
  - Acquisition process drive by Open Space (OS) staff and OSAB.
  - Many “target” properties beyond City municipal limits.
  - City extra-territorial planning and zoning powers and ability to control utility extensions justified consideration of properties in the unincorporated County.
- Impact of SB 241 in 2003 limits authority of City to annex land in County; justification for City expenditure more problematic, based on regional benefit.
- New process recommended in this report.

## ALTERNATIVE OPEN SPACE ACQUISITION METHODS

The limited monetary resources available for acquisition of open space suggests that the City explore other “tools” for acquisition of open space as opposed to only purchase of fee simple interest. The main focus of this report discusses a methodology selecting sites for inclusion in the *Priority List*, of prioritizing sites for the “purchase of fee ownership,” a method of acquisition as well as a bid process designed to achieve the most efficient use of the limited funds. This section of the report lists and discusses suggested alternative acquisition tools.

Understanding the “open space” purposes of a particular desired site is an important step in determining the best and most economical way of acquiring it. In many if not most instances a major reason a parcel is desirous as “open space” is to provide actual public access for recreation and education. It would be made available to the citizens for hiking, exploring and learning experiences and even perhaps some slightly higher impact activities such as horseback and bike riding. Conceivably, certain public improvements might be envisioned such as parking lots, trails, interpretative signage or even shade and picnic structures. If these types of uses are contemplated, even when coupled with other purposes (urban form, view shed protection, preservation of cultural and biological resources, etc.), it becomes clear that fee simple ownership is the recommended approach to acquisition. However, if actual public access is not immediately necessary to accomplish the goal, then there are other possible tools for accomplishing the particular goals of the proposed “open space.” Also, at times there may be opportunities for actual fee ownership that do not require “purchase.” The below possible tools or methods for acquisition are discussed and presented for City Council’s consideration:

**Dedication** – Some parcels on the list targeted for open space acquisition may be a portion of a larger land holding parcel that is under consideration for planning and future development. As part of the planning and land use approval process there are requirements for dedication of open space and parks. If the target parcel is a component of the larger parcel (a part of which is subject to a land use approval process) or under the same ownership, there should be consideration given to requiring its dedication (or a portion thereof) as part of the approval process. If



outside the submitted planning area but either a part of a larger parcel or under the same ownership, negotiation regarding open space requirements and/or impact fees for open space could be a method of acquiring fee ownership and access rights to the desired property.

**“Conservation” Easement** – If actual general public access is not required to achieve the main goals of “obtaining” a particular parcel, the purchase of a “conservation easement” may be far less expensive. For example, if a parcel contains significant biological or cultural resources, the owner could sell the City an easement protecting the identified cultural resources or area of most critical concern from development (plus a suitable buffer or other required protections) while still retaining the right to continue the present economic activity where appropriate or even more intensely develop the balance of the property. Acquiring such an easement is best done on a case-by-case basis through a one-on-one negotiation, as a competitive bid process would not be practical. In New Mexico, a properly constructed conservation easement also limits the ad valorem tax to the use in place and thus is an added benefit to the land owner. This tax benefit should be considered when negotiating price. Actual donation of the easement could also be a mutual benefit as the donor could seek a tax deduction and the City could preserve the resource without expenditure. The easement should/could allow appropriate City professionals access for research purposes as well as supervised access for educational purposes. Obviously, the amount of physical access allowed pursuant to the terms of the particular easement could impact price. Use of this tool should be executed by the city on a negotiated basis. Obtaining the necessary expertise to appropriately value the easement and negotiate would be advisable.

**Transfer of Density Rights (TDR)** - TDR is a tool being employed by other jurisdictions in the United States. This tool is used when the goal of “acquisition” of a particular parcel of land is not public access or recreation but rather to assure that the land only continues its present economic use and not be allowed to intensify its uses nor use the then-allowed permissive density. This is of topical interest when the present use is some form of agriculture which is perfectly acceptable to the citizenry but if intensified to another use such as residential or commercial, would be considered a loss for the community. In Albuquerque, one could envision this being of particular relevance in the bosque with some present agricultural use or even on the West Mesa where grazing is now in place. The concept is that the rights to density or use intensification are restricted or eliminated by ordinance or agreement, but the value of such density increase becomes a marketable right by ordinance. The City would have to designate “receiving” areas of the municipality that would by right be allowed to increase density in that area if a “density right” was purchased by a developer from the area that had its previous density rights restricted. While this method would require significant “up front” work and consideration, it would protect cherished agricultural lands and traditions without financial cost to the City



while allowing land owners the ability to monetize their existing development rights plus enjoy a property tax valuation escalation protection. Such a tool would have the additional benefit of providing a “no cost” incentive for densification of designated areas of the City and a no cost protection of valued special agricultural lands.

**“Height” Easement or Land Use Restriction** – In some instances, the targeted property is needed to protect “view-scape.” In such instance, neither fee ownership nor a complete ban on development may be necessary. Often, if the height of buildings is limited, the view-scape is preserved. A limitation on height could be achieved through zoning, land use approvals or by the purchase of an easement if more extensive land use rights exist. The price should be negligible as the diminution of value could be small but in any event far less than fee value. Again, this tool should be used on a negotiated, case-by-case basis with proper expertise as to value and negotiation.

**Land Exchange** – Land exchanges with either the public or private sector may be of real value as a tool to acquire valued open space with fee ownership without direct monetary expenditure. Similarly, as with other alternative acquisition methods, use of this tool should be on a case-by-case, negotiated basis with the necessary expertise available.

- a. **Private Exchange** - The private owner of the target open space land could be approached with an exchange proposal or the City could entertain exchange proposals from the private land owner. The land offered for exchange would need to be owned by the City and both parcels would need to be appropriately appraised. Anti-donation considerations would dictate that the land owned by the City not be of greater value than the target property unless the private exchange partner would be willing to pay the difference or unless the City land was so designated in qualified Re-Development Districts for below market disposal. There may be significant incentives for the private sector owner to make a favorable deal with the City. Often lands designated on the “list” are development challenged because of the same factors that made them desirable as open space. The City may have land (especially in Re-Development Districts) that is much more ready and less controversial for development. These re-development lands may even have economic incentives attached which would not impact open space acquisition budget. Using this tool could both be a less expensive way to acquire open space in fee while at the same time assist in developing lands in areas that the City has already expressed its desire for development.
- b. **Public Exchange** - If targeted open space land is owned by a public entity or can be acquired, this tool may be ideal. Neither public entity would be



required to pay a purchase price (although obvious soft cost would be incurred). An understanding of the missions and goals of the potential public sector owner as well as their required processes would be key. A Joint Powers Agreement may be helpful but not always necessary. For example, the New Mexico State Land Office (NMSLO) has an exchange rule that specifically governs land exchanges with other public entities. Currently, the NMSLO has land targeted by the City for acquisition. While this agency's mission is to earn money for named public beneficiary institutions, the NMSLO has been unable to earn any money from this land. The City owns rural agricultural lands outside the City limits that border NMSLO lands that are under lease for agricultural purposes like grazing. These City owned lands are slated for disposition with the "proceeds" committed to open space acquisition. An exchange of some of those scattered rural City owned lands for the NMSLO-owned Northern Geologic Window could provide the proverbial "win/win" (the NMSLO obtains land that can be leased for grazing and the City gets land on its *Priority List*) and set a precedent for future acquisitions. Another possible exchange with a public entity would involve Bernalillo County. The City of Albuquerque owns a significant amount of property (also owned for the purpose of being monetized to acquire open space) adjacent to an existing County owned and developed open space in the East Mountain area. A major west side development is now proceeding through the County's approval process and the developer owns property that is on the City's *Priority List*. This development is subject to "Planned Communities Criteria," which requires dedication of open space. If the County were to acquire the land on the City's *Priority List*, a possible exchange might be of mutual benefit. Also, it should be noted that some of the City's other East Mountain property is directly adjacent to a developed recreational facility owned by the U.S. Forest Service.

Careful consideration should be exercised when determining which methodology is best for which property and under what situations. In order to give private land owners incentives to come forward with proposals using one or more of these suggested methodologies, it is recommended that they be codified and publicized as possible opportunities suggesting that the City would entertain such proposals.



## NOMINATIONS TO THE ACQUISITION PRIORITY LIST (CANDIDATE PROPERTIES)

Opportunities and community needs related to the acquisition of open space are constantly changing. As development occurs, resident populations grow and community values change, so will the need to add properties to the *Acquisition Priority List*. Recognizing that there are myriad of needs, interests and expectations for what open space should represent, a relatively flexible yet objective method should be employed for making such additions or deletions to the *Priority List*.

There are a variety of factors that should be taken into account when determining suitability and whether any given property will predictably and measurably contribute to the purposes of open space. Those criteria should include past and current land use, accessibility, public expectations and needs, current approved planning documents, relationship with other designated open space, and intended use of the property after acquisition. There are also some basic realities that need to be considered, such as acquisition and long-term recurring costs.

The proposed methodology should be flexible to allow for a range of interests to nominate prospective properties whether it be a member of the public, OSAB member, or an affiliate of the City. Ultimately SLS recommends that nominations must be submitted to the OSAB for initial review. If deemed of sufficient merit by the OSAB, the nomination will be scrutinized and relevant data will be collected by the Open Space Division in cooperation with the Planning Department. A worksheet to facilitate the nomination review process may be found in the Appendix (Worksheet 1). Upon completion of the review and summary of the relevant information the OSAB determines if the property should be forwarded to the City Council for formal approval. The OSAB, along with their recommendation must present their findings to support their rationale based upon the evaluation criteria. If approved by the City Council, the property is then included on, or deleted from, the *Priority List* and subject to the Evaluation Process as outlined below.

## PRIORITY LIST EVALUATION PROCESS

The properties currently being considered for acquisition are varied in terms of location, urban growth pressures, how they might fulfill community needs, and market influences. This creates a special challenge in trying to integrate those myriad of disparate factors when trying to determine which property to select for acquisition. To deal with this challenge SLS developed a multi-tiered, near term model which is designed to integrate the risk for the potential loss of the availability of the property for inclusion in the Open Space Program, the relative open space and community value of each identified priority property, and acquisition costs. A schematic of the model can be found on FIGURE 1.



The model as detailed in this report involves multiple steps. This methodology is offered in an attempt to enable the City of Albuquerque to evaluate a myriad of highly divergent factors. It is also intended to limit the property-specific variables that are inherent in any prospective real estate transaction, especially where bidding and the use of public funds are involved. Other steps in the proposed model are intended to reduce subjectivity by offering the users tools that standardize inputs and analyses of those inputs. One additional method for minimizing potential reviewer bias (not detailed in this report) involves elimination of both the lowest and highest raters' score upon completion of the initial rating process and prior to combining the tally of scores, eliminate both the lowest and highest evaluators' score.

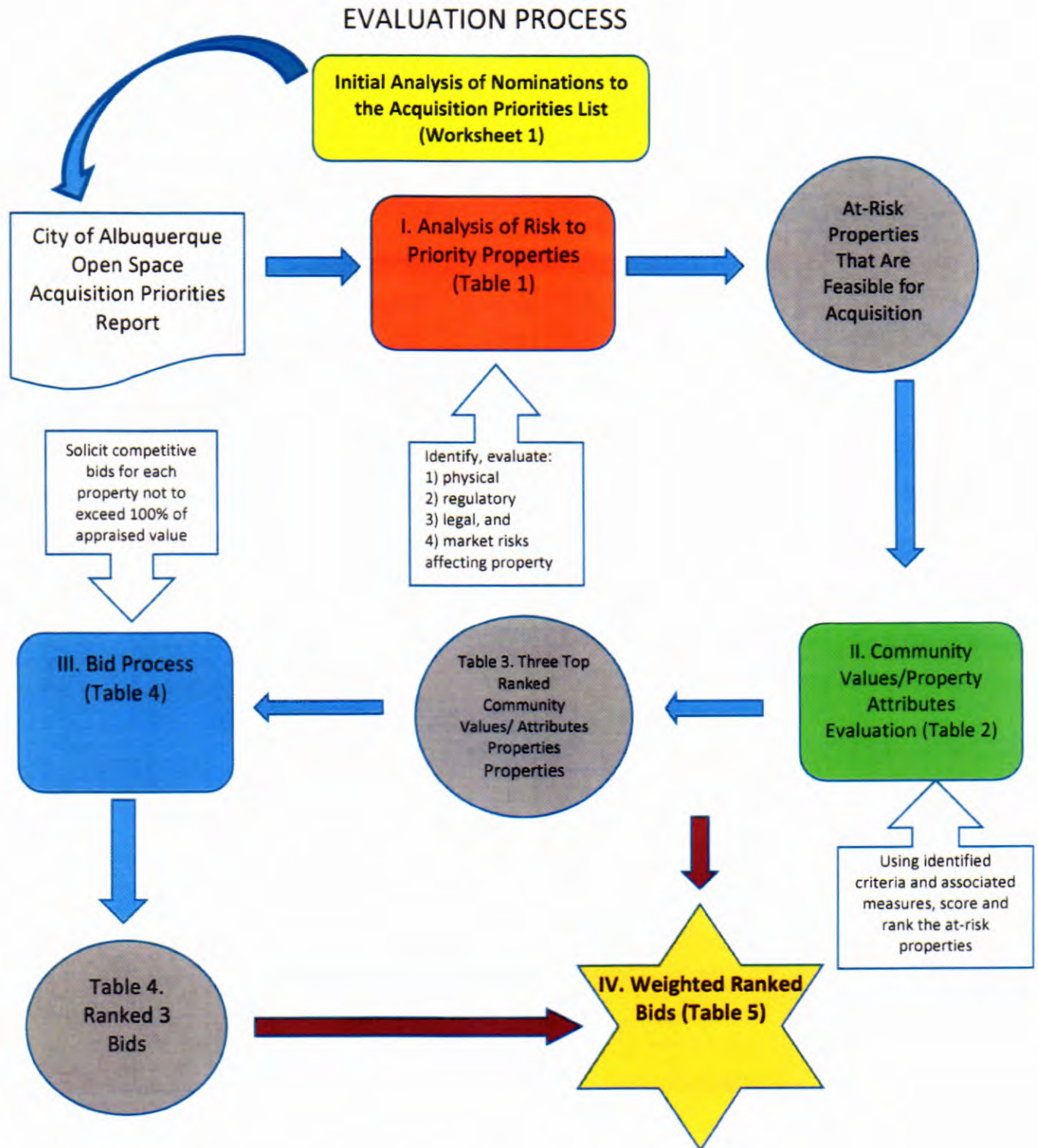
The rationale for the recommended "multi-step" process is rooted in the need for objectivity and defensibility in the selection process. This is key in implementing a competitive bid process which is meant to assure the best price among the most desired properties. It is also recommended because this process leverages the attributes and resources of the several bodies (OSAB, administration staff, and the City Council as the ultimate decision maker). While it is possible to eliminate a step or two, by doing so, it would combine more than one variable at each decision point and eliminate certain entities that have specific roles based on their mandate, strengths and resources. If there is more than one variable at any one decision making point, such a process increases subjectivity and opens the process to challenges by potential parties, most particularly those that wish their property to be chosen for purchase. While no process is "bullet proof," having only one variable at each decision point is far more defensible and increases objectivity. Therefore, we recommend a multi-step process (Nomination for the Priorities List, Risk, Community Evaluation, and Competitive Price Bid).

It should be noted that SLS recognizes that one or more of these steps could be melded into another without having the multiple variable problems if each component were weighted. However, that would necessitate the City pitting risk of loss against price or community values. Therefore, this methodology is not recommended.

While SLS's recommendations include a multi-step process for the evaluation, including the step of determining potential near-term risk of permanent loss of a given property from possible inclusion in the Open Space Program, it is not imperative to conduct this step in order for the process to function as intended. Evaluators may choose to start with the evaluation of community values using criteria focusing on the attributes of each property and its respective potential contribution to the Open Space Program.



FIGURE 1





## PRIORITY PROPERTY DEVELOPMENT POTENTIAL AND RISK EVALUATION

The first level of analysis assesses the development potential of the priority acquisition properties and the near term risk that the desired property may be developed or sold, thus compromising the intrinsic values for which the property has been chosen to be on the *Priority List*. That analysis takes into account a variety of physical, regulatory, legal and market factors (Table 1). This analysis also assumes that certain factors may be present that will make a transaction impossible going forward, therefore disqualifying the property from further consideration. It also takes into account that certain constraints may be resolved with a modest amount of effort. Thus the property may be subject to further analysis. This evaluation should be conducted by an impartial individual or entity that has access and resources to conduct the necessary associated investigations, and has the expertise to make such judgments. Perhaps the City's Real Property Division or a qualified consultant could fill this role. A description of how each of the factors may be applied for the evaluation may be found in the Appendix (Listing 2). Ultimately, priority acquisition properties determined to be at greatest risk of loss that are not excluded due to irreconcilable factors are evaluated in the next level. SLS suggests that not more than five properties move on to the next step at any one time.

**TABLE 1**  
**PROPERTY RISK EVALUATION**

Factors	No Factor	Reconcilable	Irreconcilable
<b><u>Physical Factors</u></b>			
Drainage			
Stable Soils / Substrate			
Topography / Grade			
Access Proximity			
Infrastructure Proximity			
<b><u>Regulatory</u></b>			
Zoning Constraints			
Comprehensive Plan Alignment			
Land Use			



Constraints				
<b>Legal</b>	Willing Seller			
	Title (clouds & restrictions)			
	Owner Bankruptcy Filings or Judgments			
	Property Liens			
<b>Real Estate Market</b>				
	Area and Regional Growth Trends			
	Property Demand / Supply / Absorption			
	Growth Path			

#### PRIORITY PROPERTY ATTRIBUTE AND COMMUNITY VALUES EVALUATION

This level of the evaluation process focuses on the features and attributes of the at risk properties making those properties desirable for inclusion in the Open Space Program. To minimize individual subjectivity and provide the means to evaluate several properties that have diverse attributes, this analysis should be conducted by a small group of individuals from the community with at least an understanding of the Open Space Program and an understanding of what constitutes natural, cultural and recreational resources, and community quality of life. It is recommended that that group be limited in number to no more than five individuals and that it be comprised of a subset of the Open Space Advisory Committee appointed by the Chairman.

The level of effort and expertise that would facilitate this process might not be found solely with the Committee. In order to facilitate this effort, it is recommended that City staff be available for technical support. They should make themselves available to collect site-specific information, compile relevant data, and produce analyses as requested.

All properties being evaluated at any given time should be vetted by all evaluators using the same criteria and weighting factors to ensure consistency in outcomes. A listing of suggested criteria may be found in the Appendix (Listing 3). Ultimately, the criteria used should be dependent upon relevant considerations associated with overall acquisition goals and objectives at the time of the evaluation. Using criteria determined prior to the evaluation, the committee will conduct an objective assessment of the relative value each of the at-risk properties represents (Table 2). It is further recommended that those values be measured against benchmark standards to seek consistency in the evaluation. An example of which may be found in the Appendix (Example 1). Benchmarks also need to be established on the front end of the evaluation. Recognizing that all criteria are not necessarily the same and that certain



criteria maybe more important at the time of the evaluation, the criteria are weighted to reflect those distinctions, with a weighting factor of between 0.1 and 1.0 (0.1 being of lowest importance and 1.0 being of highest importance). The three most at-risk properties with the highest community and values are then ranked 1-3 based on the final score (Table 3).

**TABLE 2**  
**PRIORITY PROPERTY AND COMMUNITY VALUES EVALUATION**

Property Name: \_\_\_\_\_

Date: \_\_\_\_\_

Evaluation Criteria	Rater 1	Rater 2	Rater 3	Rater 4	Rater 5	Total Score	Weighting Factor (0.1 - 1.0)	Weighted Score
1. Planning consistency								
2. Linkages								
3. Recreation								
4. Conservation								
5. Cultural resources								
6. Community expectations								
7. Quality of life								
8. Urban design								
	TOTAL SCORE =							

(Sum of Raters 1-5=Total Score) x Weighted Factor = Weighted Score  
Sum of Weighted Score = Total Score



**TABLE 3**  
**TOP 3 RANKED PROPERTIES**

Rank	Property Name	Weighted Score
1.		
2.		
3.		

#### BIDDING PROCESS

The third level of analysis is the step in the process for consideration of the cost of each property. This requires that the property owners be a willing seller and offer a bid to the City for acquisition. If the seller is willing, the property is appraised, a licensed appraiser hired and paid for by the property owner, and selected from a list of appraisers approved by the City. The appraisal results will represent a maximum price that may be paid by the City for that particular property. Subsequent to the appraisal, through the City's and any other applicable procurement laws, the property owner submits a bid that should not exceed appraised value, and may be some percentage less than the appraised value. The lower the bid from appraised value, the more competitive the bid will be (Table 4).

**TABLE 4**  
**BID COMPARISON**

Property Name	Appraised Value	Offered Amount	Offered Percent of Appraised Value



## INTEGRATION OF PRIORITY PROPERTY RANKING AND BIDDING RESULTS (Weighted Ranked Bids)

The final level of analysis integrates the Open Space Advisory Board subcommittee's evaluation of the three highest ranked properties, and the percent of appraised value received through the bidding process. The percent of appraised value, which for the purpose of comparison, also represents the initial score. This is accomplished by further giving the highest ranked property a credit (which is scored as a reduction of score), a lesser credit for the second highest ranked property, and no additional credit to the third ranked property. The credit is afforded by taking the percent of appraised value for each property and subtracting a percent of that value. For example, the top ranked property as determined by the evaluation committee bid was 95 percent of the appraised value, the 95 percent figure could be further reduced by 10 percent, thus resulting in a net score of 85 percent (Table 5). The lowest score should be the first property to be purchased. The credit DOES NOT affect the bid amount. Depending upon budget and at Council's discretion the next lowest scored property could be purchased, and so on.

**TABLE 5**

### INTEGRATION OF PRIORITY PROPERTY RANKING AND BIDDING RESULTS (Adjusted Ranked Bids)

#### COMPARITIVE PRIORITY PROPERTIES RANKING

Property Name	Priorities Evaluation Rank	Bid Percent of Appraisal	Priority Property Adjusted Bonus	Total Score
	1.		- 10%	
	2.		- 5%	
	3.		- 0%	





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# **Appendix**



## *LISTING 1*

- Albuquerque, NM
- Pitkin County (Aspen), CO
- Austin, TX
- Bernalillo County, NM
- Boulder County, CO
- Boulder, CO
- Colorado Springs, CO
- Deerfield, NH
- Deerfield, MA
- Denver, CO
- Fort Collins, CO
- Henderson, NV
- New London, CT
- Portland, OR
- Redding, CA
- Salt Lake City, UT
- San Diego, CA
- Santa Fe County, NM
- Seattle, WA
- State of Rhode Island
- Tucson, AZ



## WORKSHEET 1

### NOMINATED PROPERTY EVALUATION WORKSHEET

**Date:**

**Nominator:**

**PROPERTY NAME:**

**LOCATION:**

**PROPERTY DESCRIPTION:**

**ACREAGE:**

**PURPOSE/OBJECTIVE OF NOMINATION:**

**DESCRIBE HOW THE PROPERTY WILL BE ACCESSIBLE TO CITY RESIDENTS:**

**DESCRIBE RESIDENT EXPECTATIONS, DEMAND AND EXPECTED LEVEL OF USAGE:**

**DESCRIBE THE PROPERTY'S AFFORDABILITY IN TERMS OF COST AND BUDGET AS ESTIMATED BY THE REAL ESTATE DIVISION:**

**POTENTIAL FUNDING SOURCES:**

Available acquisition budget:

Grant funds:

Other:

Total funding:

**ESTIMATED ACQUISITION COSTS:**

Estimated fair market value:

Other costs (broker, appraisal, survey, etc.):

Total costs:

**ESTIMATED CAPITAL COSTS:**

Start-up:

Recurring:

**ESTIMATED ANNUAL OPERATION AND MAINTENANCE COSTS:**

Labor:

Material:

**DESCRIBE CURRENT ZONING AND COMPREHENSIVE PLAN DESIGNATIONS:**



**DESCRIBE PAST AND CURRENT USE:**

**DOES THE PROPERTY ADJOIN OR CONNECT TO EXISTING DESIGNATED OPEN SPACE?:**

**DESCRIBE THE CONSERVATION VALUES AND OPPORTUNITIES (cultural, biological, geologic, paleontological):**

**DESCRIBE RECREATION OPPORTUNITIES AFFORDED BY THE PROPERTY:**

**HOW DOES THE PROPERTY FURTHER OTHER PUBLIC GOALS AND OBJECTIVES (Shape urban form, regional viewshed, education, watershed protection)?:**



## **LISTING 2**

### **Application of Risk Evaluation Factors**

#### **Physical Factors**

- Drainage -
- Soils/Substrate -
- Topography/Grade -
- Access Proximity -

#### **Regulatory**

- Zoning -
- Comprehensive Plan -
- Land Use -

#### **Legal**

- Willing Seller -
- Title (clouds/restrictions) -
- Owner Bankruptcy Filing or Judgment -
- Property Lien -

#### **Real Estate Market**

- Area and Regional Growth Trends -
- Property Demand/Supply/Absorption -
- Growth Path -



TABLE 1

RISK EVALUATION

Factors		No Factor	Reconcilable	Irreconcilable
<b><u>Physical Factors</u></b>				
	Drainage			
	Stable Soils/Substrate			
	Topography/Grade			
	Access Proximity			
	Infrastructure Proximity			
<b><u>Regulatory</u></b>				
	Zoning Constraints			
	Comprehensive Plan Alignment			
	Land Use Constraints			
<b><u>Legal</u></b>				
	Willing Seller			
	Title			
	Owner Bankruptcy Filings or Judgments			
	Property Liens			
<b><u>Real Estate Market</u></b>				
	Area and Regional Growth Trends			
	Property Demand/Supply/Absorption			
	Growth Path			



### *LISTING 3*

#### *SUGGESTED PRIORITY PROPERTY EVALUATION CRITERIA:*

1. Planning Consistency
  - a. Ordinance, rules and policy
  - b. Existing zoning
  - c. Mission, goals and objectives
  - d. Open space acquisition priorities
  - e. Open space facility plan
  - f. Master Plan
2. Linkages
  - a. Trails
  - b. Regional amenities
  - c. Drainages
  - d. Complimentary open space
3. Community recreation opportunities
  - a. Hiking
  - b. Biking
  - c. Outdoor education
  - d. Nature viewing
  - e. Low impact outdoor activities
4. Conservation
  - a. Ecological protection
  - b. Critical or unique habitat
  - c. Biological diversity
  - d. Urban natural habitat protection
  - e. Rare or endangered species
  - f. Public water supply or groundwater recharge
  - g. Flood protection
  - h. Urban forestry
  - i. Wildlife
  - j. Fisheries
  - k. Agriculture
5. Cultural Resource Protection
  - a. Prehistoric
  - b. Historic
  - c. Contemporary
6. Impact upon existing community needs and expectations
7. Expected increase in community well-being and quality of life.
8. Urban Design



## EXAMPLE 1

### Example of the Use of Benchmark Measures for Analysis of Priority Properties

#### **Criterion 1: Community Recreation Opportunities**

*Benchmark: 5 pts. – Provides significant opportunity in an area where such opportunities are currently non-existent; recreation opportunities are in high demand across a variety of user groups; cost of providing operation and maintenance for the site is minimal.*

*Benchmark: 3 pts. – Provides measurable opportunity in an area where such opportunities are limited and may require substantial travel; opportunities are in demand by a narrower set of users; costs of providing operation and maintenance is measurable.*

*Benchmark: 1 pt. – Provides limited opportunity in an area where similar opportunities may already exist or may require extensive travel to access; opportunities are in limited demand; cost of providing operation and maintenance is substantial.*

#### **Criterion 2: Consistency with current approved planning documents**

*Benchmark: 5 pts. – Is consistent with ordinance, rule and policy; current approved planning; substantial alignment with Mission, Goals and Objectives.*

*Benchmark: 3 pts. – Is largely in alignment with existing legal and policy guidance; may be some minor departures for stated goals and objectives.*

*Benchmark: 1 pt. – May be minimally consistent with approved planning documents; may be minimally aligned with stated goals and objectives.*



TABLE 2

**PRIORITY PROPERTY AND COMMUNITY VALUES EVALUATION MATRIX**

Property Name: \_\_\_\_\_

Date: \_\_\_\_\_

Evaluation Criteria	Rater 1	Rater 2	Rater 3	Rater 4	Rater 5	Total Score	Weighting Factor (0.1 - 1.0)	Weighted Score
1. Planning consistency								
2. Linkages								
3. Recreation								
4. Conservation								
5. Cultural resources								
6. Community expectations								
7. Quality of life								
8. Urban design								
	TOTAL SCORE =							

(Sum of Raters 1-5=Total Score) x Weighted Factor = Weighted Score  
Sum of Weighted Score = Total Score



TABLE 3

**TOP 3 RANKED PROPERTIES**

Rank	Property Name	Weighted Score
1.		
2.		
3.		



TABLE 4

**BID COMPARISON**

Property Name	Appraised Value	Offered Amount	Offered Percent of Appraised Value

TABLE 5

**INTEGRATION OF PRIORITY PROPERTY RANKING AND  
BIDDING RESULTS (Adjusted Ranked Bids)**

**COMPARITIVE PRIORITY PROPERTIES RANKING**

Property Name	Priorities Evaluation Rank	Bid Percent of Appraisal	Priority Property Adjusted Bonus	Total Score
	1.		- 10%	
	2.		- 5%	
	3.		- 0%	





# **Sage Land Solutions, LLC**

Real Estate Advisors in New Mexico

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# **Appendix 2**

**Web Soil Survey from NRCS**

**Map Legends**



Soil Map—Bernalillo County and Parts of Sandoval and Valencia Counties, New Mexico  
(Crestview Bluffs)












































Natural Resources  
Conservation Service

Web Soil Survey  
National Cooperative Soil Survey

1/12/2017  
Page 1 of 3



## MAP LEGEND

 Area of Interest (AOI)	 Spoil Area
 Soils	 Stony Spot
 Soil Map Unit Polygons	 Very Stony Spot
 Soil Map Unit Lines	 Wet Spot
 Soil Map Unit Points	 Other
 Special Point Features	 Special Line Features
 Blowout	 Water Features
 Borrow Pit	 Streams and Canals
 Clay Spot	 Transportation
 Closed Depression	 Rails
 Gravel Pit	 Interstate Highways
 Gravelly Spot	 US Routes
 Landfill	 Major Roads
 Lava Flow	 Local Roads
 Marsh or swamp	 Background
 Mine or Quarry	 Aerial Photography
 Miscellaneous Water	
 Perennial Water	
 Rock Outcrop	
 Saline Spot	
 Sandy Spot	
 Severely Eroded Spot	
 Sinkhole	
 Slide or Slip	
 Sodid Spot	

## MAP INFORMATION

The soil surveys that comprise your AOI were mapped at 1:24,000.

Warning: Soil Map may not be valid at this scale.

Enlargement of maps beyond the scale of mapping can cause misunderstanding of the detail of mapping and accuracy of soil line placement. The maps do not show the small areas of contrasting soils that could have been shown at a more detailed scale.

Please rely on the bar scale on each map sheet for map measurements.

Source of Map: Natural Resources Conservation Service  
Web Soil Survey URL:

Coordinate System: Web Mercator (EPSG:3857)

Maps from the Web Soil Survey are based on the Web Mercator projection, which preserves direction and shape but distorts distance and area. A projection that preserves area, such as the Albers equal-area conic projection, should be used if more accurate calculations of distance or area are required.

This product is generated from the USDA-NRCS certified data as of the version date(s) listed below.

Soil Survey Area: Bernalillo County and Parts of Sandoval and Valencia Counties, New Mexico  
Survey Area Data: Version 11, Sep 26, 2014

Soil map units are labeled (as space allows) for map scales 1:50,000 or larger.

Date(s) aerial images were photographed: Mar 23, 2011—May 17, 2014

The orthophoto or other base map on which the soil lines were compiled and digitized probably differs from the background imagery displayed on these maps. As a result, some minor shifting of map unit boundaries may be evident.



## Map Unit Legend

Bernalillo County and Parts of Sandoval and Valencia Counties, New Mexico (NM600)			
Map Unit Symbol	Map Unit Name	Acres in AOI	Percent of AOI
BKD	Bluepoint-Kokan association, hilly	39.5	70.0%
MWA	Madurez-Wink associatin, gently sloping	16.9	30.0%
Totals for Area of Interest		56.4	100.0%







**Sage Land Solutions, LLC**

Real Estate Advisors in New Mexico

# **Appendix 3**

## **Area Wildlife List**



# Area Wildlife List

Big brown bat	Peregrine falcon *	Lewis's woodpecker
Southwestern little brown myotis *	Arctic peregrine falcon *	Red-headed woodpecker
California myotis	American kestrel	Least flycatcher
Fringed myotis *	Merlin	Cassin's kingbird
Long-legged myotis *	American coot	Eastern kingbird
Pallid bat	Herring gull	Western kingbird
Canyon bat	Ring-billed gull	Western wood pewee
Silver-haired bat	Inca dove	Eastern phoebe
Western small-footed myotis *	Mourning dove	Loggerhead shrike *
Yuma myotis *	Rock pigeon	Northern shrike
Coyote	White-winged dove	Bell's vireo *
Red fox *	Yellow-billed cuckoo *	Red-eyed vireo
American badger	Barn owl	Blue-headed vireo
Long-tailed weasel	Burrowing owl *	Cassin's vireo
Common hog-nosed skunk *	Great horned owl	Plumbeous vireo
Common raccoon	Northern saw-whet owl	Warbling vireo
Deer mouse	Short-eared owl	American crow
House mouse	Common nighthawk	Blue jay
Norway rat	Chimney swift	Western scrub jay
Mallard duck	Anna's hummingbird	Steller's jay
American wigeon	Black-chinned hummingbird	Black-billed magpie
Canada goose	Broad-tailed hummingbird *	Barn swallow
Northern harrier	Calliope hummingbird	Cliff swallow
Broad-winged hawk	Magnificent hummingbird	Tree swallow
Red-tailed hawk	Rufous hummingbird	Black-capped chickadee
Swainson's hawk *	Northern flicker	Mountain chickadee
Mississippi kite *	Downy woodpecker	Juniper titmouse
Turkey vulture	Hairy woodpecker	Bushtit



Pygmy nuthatch  
Red-breasted nuthatch  
White-breasted nuthatch  
Brown creeper  
Bewick's wren  
Canyon wren  
House wren  
Rock wren  
Ruby-crowned kinglet  
Blue-gray gnatcatcher  
Eastern bluebird  
Mountain bluebird  
Western bluebird  
American robin  
Townsend's solitaire  
Hermit thrush  
Swainson's thrush  
Gray catbird  
Northern mockingbird  
Brown thrasher  
Sage thrasher  
European starling  
Bohemian waxwing  
Cedar waxwing  
Phainopepla  
Yellow-breasted chat  
Ovenbird  
American redstart  
Blackpoll warbler  
Black-throated blue warbler

Black-throated gray warbler  
Hooded warbler  
Macgillvray's warbler  
Nashville warbler  
Orange-crowned warbler  
Palm warbler  
Tennessee warbler  
Virginia's warbler  
Wilson's warbler  
Yellow warbler  
Yellow-rumped warbler  
American tree sparrow  
Vesper sparrow  
Canyon towhee  
Spotted towhee  
Northern cardinal  
Brewer's blackbird  
Red-winged blackbird  
Rusty blackbird  
Brown-headed cowbird  
Common grackle  
Great-tailed grackle  
Bullock's oriole  
Baltimore oriole  
Cassin's finch  
House finch  
Black rosy-finch  
Evening grosbeak  
House sparrow

American goldfinch  
Northern waterthrush  
Summer tanager  
Western tanager  
Hernandez's short-horned lizard  
Common checkered whiptail  
North American racer  
Great plains rat snake  
Wandering garter snake  
Desert king snake \*  
Lined snake  
Prairie rattlesnake  
Woodhouse's toad  
Boreal chorus frog  
Tiger salamander

*\* State and/or Federal  
Listed Species*





# **Sage Land Solutions, LLC**

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