



COMPANY PORTFOLIO

**New Mexico's Premier
Full Service Commercial
Real Estate Company**

Allen Sigmon Real Estate Group, LLC

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Company Resume

Allen Sigmon Real Estate Group is New Mexico's premier full service commercial real estate company. We are a local New Mexico team that is able to offer our clients an already established, successful reputation within the marketplace, reflective of the company's founding partners.

Allen Sigmon provides a fresh approach – professional, ethical, creative and efficient service that is personalized and customer-centric based on the first-hand experience of the partners' real estate investment history and portfolio. Allen Sigmon is quick on its feet, tough in negotiations, experienced, proactive and demonstrates leadership by leading from the front.

As a full service commercial real estate office, we are able to handle all of your real estate needs in-house, with teams devoted to development, brokerage, property management and acquisition of commercial property. Allen Sigmon has a very diverse portfolio consisting of retail, industrial, office, land and multifamily property. We are committed to the needs of our clients and we always base our business decisions on the overall best deal, not just the industries we most prefer.

When you partner with us, you work with seasoned principals and an organization built to last – like a good investment. Clients are immersed in a community environment where we always move forward with a participative, experiential, high caring environment that fosters the best in relationships. Relationships supported and nurtured by an organization dedicated and devoted to serve and by company community where the opportunity to excel, lead, grow, and succeed is readily available.

So while our investment strategies are of the utmost importance and the competitive challenge to succeed is ever-present, it is the combination of our dedication to serve, grow, prosper and a commitment to the responsibility to our relationships that creates the unique Allen Sigmon commercial real estate experience.



Development Team Profile

Allen Sigmon's development team truly is the backbone of our operations. Our team has over 33 years of experience in the development of retail, industrial, office, land and multifamily property, and we are confident in our ability to work on behalf of our partners. We are passionate about our work, and have built strong relationships and strategic partnerships within the New Mexico area that have helped us greatly along the way.

Our professional network consists of local brokers, bankers, attorneys, architects, contractors, city officials, and property managers that have proven vital to our success, time and time again. The development team has been involved in the development of well over 1,000,000(+/-) square feet of commercial real estate. We are able to offer build-ready sites, build-to-suits, buildings for lease, for sale or lease with purchase option.

In essence, we will find, buy, and develop commercial property. We know what works because we have had success with many developments in the past and currently manage 18 properties ourselves. From site evaluation to navigating city approvals to securing financing, our team of experienced real estate developers is with you from project inception to completion. Our professional team will work on your behalf to identify the right solutions so your building achieves your vision and suits your business needs.

Allen Sigmon has been recognized many times for the exceptional work done by the development team. In 2015, the Hilton Home2 Suites, our 120 room hotel development, was nominated for the NAIOP Award of Excellence for Hospitality. In 2013, the University Village Hotel, a 100,000 square foot redevelopment, was awarded the NAIOP Award of Merit for the Residential category.

Our understanding of client needs and concerns not only comes from our experience as a full service commercial real estate company, but also as owners and investors of commercial property ourselves. We manage our own investment portfolios and have gone through the process first-hand. It's what makes our office different; our experience and success translates into our work with our clients.



Brokerage Team Profile

Allen Sigmon is known for our brokerage team, as our property signs can be found on almost any street corner in Albuquerque. Our new clients are always surprised to see the size of our brokerage team, as we move a large volume for such a small team. We believe in quality over quantity when it comes to our team, and that same mentality applies to our work.

The Allen Sigmon brokerage team has completed over 120 commercial real estate transactions since 2011, totalling in over \$126,000,000 in deals and several million square feet. As a local company, our brokers are able to put more time and effort than other companies into clients, driving better results in a shorter amount of time. We have repeat clients who insist on the services we provide because we have proven ourselves again and again.

Our brokers have been awarded several times since our establishment in 2011. CoStar has recognized our brokers in 2012 and again in 2014 as Power Brokers, an award based on sales transactions in the Albuquerque area. We have also represented organizations like CCIM and LIN as board members and presidents over the years, displaying our expertise and industry influence in the New Mexico market.

Allen Sigmon Real Estate Group has a dedicated, in-house marketing team that uses a custom approach to showcase your property. Our team utilizes a mixture of specialized media channels in order to properly compliment Allen Sigmon's established relationships, leaving no stone unturned. The professional services used to showcase your property include: personal branding on all printed collateral, premium access to online listing services, representation on our own website and social media accounts, and access to public relations contacts, allowing us to get the maximum potential reach for your property.

The way we customize your listing is through the way we segment the market, using our databases to target select demographics and focus our marketing efforts on the most appropriate media channels. Our methods are tried and true, and listing with Allen Sigmon gives you access to the exclusive tools needed to get your property sold.

Brad B. Allen - CCIM, SIOR, Principal



Brad has been involved in real estate brokerage, development, and investing since 1995. He co-founded Allen Sigmon Real Estate Group with Lance Sigmon in 2011. Prior to this he was the Sales Manager at Roger Cox & Associates in 1997 and then promoted to President in 2001, where he served for 10 years. Brad has been involved in the ground-up development and redevelopment of approximately 900,000 square feet and currently owns and manages approximately 850,000 square feet of retail, office, multi-family (350 units), hotel (123 units), and industrial space. Brad has been involved in over 30 partnerships that have proven to be a vital component of his success. He is familiar with all aspects of development, whether it's acquiring raw or developed land, or working with architects and designers for optimal functionality and layout. Brad works with bankers to insure projects are underwritten and financed with the most advantageous rates and terms. He works closely with city officials to obtain the desired zoning and entitlements to meet the needs of the project. He understands the importance of developing working relationships with the right subcontractors to insure the project remains viable by bringing it to a successful conclusion on time and on budget. Brad graduated from Ricks College, Brigham Young University, Idaho with an associate's degree in accounting and then transferred to Brigham Young University, Utah and received a bachelor of science in business management with an emphasis in finance from the Marriott School of Management.

Professional Affiliations

- Member of National Association of Industrial and Office Properties (NAIOP)
- Past Member of New Mexico Council of Exchangers
- Member of Albuquerque Board of Realtors
- Member of Commercial Association of Realtors New Mexico (CARNM)
- Member of National Association of Realtors
- Member of International Council of Shopping Centers (ICSC)
- Member of New Mexico Albuquerque Tips Club
- Recipient of Marketing Deal of the Year Nominated Realtor of the Year
- Past Organizer & Director of Main Bank, Inc.
- Past President of the CCIM New Mexico Chapter
- Past Member of Economic Forum
- Past President of the BYU Management Society
- Past YMCA Board Member
- Past Member of Rotary of Albuquerque



Lance co-founded Allen Sigmon Real Estate Group with Brad Allen in 2011. Prior to this he was a top producing broker and developer at Roger Cox & Associates for over 7 years. Lance's development experience includes entitlement work, subdividing, construction, rezoning and coordination with a variety of attorneys, bankers, and other consultants. In this, Lance has been involved with every aspect including construction, marketing, staffing and financing of projects, amounting to over 900,000 square feet. As a business owner, property owner and developer himself, Lance understands the needs and concerns his clients face. Some of these clients have included national home builders, retailers, local users, and developers of all property types, such as Pulte Homes, DR Horton, Wagner Mechanical, Walgreens, Hibbett Sports, RUE 21, Maurices, Famous Footwear, and LGI Homes. At this time he owns and manages approximately 850,000 square feet of retail, office, multi-family, hotel, and industrial space. Lance graduated from Brigham Young University, Utah in 2002. His degree in Business Management, with emphasis in Finance and Marketing, has proven invaluable in his commercial real estate career.

Professional Affiliations

- Member of Commercial Association of Realtors New Mexico (CARNM)
- Member of International Council of Shopping Centers (ICSC)
- Member of National Association of Industrial and Office Properties (NAIOP)
- Member and past chairman of New Mexico State Land Trusts Advisory Board
- Member of National Association of Realtors (NAR)
- Member of Leasing Information Network (LIN)
- Member of Urban Land Institute (ULI)
- Boy Scouts of America



Rob joined Allen Sigmon in 2013 and is recognized as an entrepreneur, commercial real estate investor and broker, as well as a commercial property owner. He was selected in 2013 to serve as the President for the CCIM New Mexico Chapter and was identified by CoStar as a Power Broker in 2014. He owns and manages commercial real estate and has real estate investments in various locations throughout the Southwest Region of the United States. Rob's investments include retail shopping centers, manufactured housing communities, industrial parks, residential apartment buildings, commercial land, and storage facilities. He also has experience in assisting investors in acquiring and disposing of real estate investments. Rob has been involved in investment sales with Walgreens Pharmacy, Walmart Neighborhood, Chili's Restaurant, Western Refining, Boston Market, Loves Trucking, Dick's Sporting Goods, and McDonald's. He has also processed leases for NAPA Auto Parts, Thomson Reuters, Solar City, Zimmer Biomet, Sears Corporation, Lowe's Super Save Food Market, Family Dollar, Whataburger, Goodwill, US Army, and Wells Fargo. Rob's real estate investments have been written about in several books; including *Commercial Real Estate for Dummies* by Peter Harris, *Maui Millionaires* by Diane Kennedy, *Making Big Money in Foreclosures* by Peter Conti, and *Buying Real Estate Without Cash or Credit* by David Finkel. He graduated from the Rawls College of Business at Texas Tech University in Lubbock, Texas with an MBA.

Professional Affiliations

- Member of Albuquerque Board of Realtors
- Member of Commercial Association of Realtors New Mexico (CARNM)
- Member of National Association of Realtors
- Member of International Council of Shopping Centers (ICSC)
- Past President of the CCIM New Mexico Chapter
- Past Juvenile Diabetes Research Foundation Board member
- Member of Certified Commercial Investment Member (CCIM)
- Albuquerque Rescue Mission
- Food for the Hungry
- Texas Tech Alumni



Jeff was born and raised in Albuquerque and has over 13 years of commercial real estate experience along with several years of experience in starting businesses, ownership, management, and sales. His diverse and extensive background gives him an exceptional skill set which allows him to provide his clients with valuable insight into innovative solutions to their commercial real estate needs. Jeff was named vice president for Allen Sigmon in 2013. He has represented many well known clients, such as Ford Motor Company, Netflix, Honeywell Co., Napa Auto Parts, Planet Fitness, Sears, John Deere, Northrop Grumman, Verizon Wireless, Love's Gas, Phenix Salon Suites, several equity funds, and local investors. Jeff's success is reflected by his notable portfolio of achievements; including Top Producing Team in 2013, 2014 and 2015, CoStar Power Broker in 2014, and has been involved in some of the most significant commercial real estate transactions in the market. He has been a licensed realtor since 2002 and served as president for the Real Estate Education Foundation and the Leasing and Information Network. In addition, Jeff's limitless relationships within the community allow him to stay fully informed on upcoming trends and developments. Jeff earned his MBA in 2012 from the Anderson School of Management at the University of New Mexico and has extensive experience operating in business and sales, and his expansive understanding of business finance allows him to efficiently guide his clients through complex transactions with a comprehensive plan for success.

Professional Affiliations

- President of Real Estate Education Foundation (REEF)
- President of Leasing and Information Network (LIN)
- Member of New Mexico Angels
- Licensed Realtor: (Licensed since 2002)
- Volunteer for Lymphoma and Leukemia Society, & Joy Junction
- Member of ICSC
- CCIM Candidate