



Michael J. Garcia, Mayor

To: Finance Committee, Quality of Life, Governing Body

From: Carly Venditti, Deputy Director, Metropolitan Redevelopment Agency ^{CAV}_{CAV}

CC: Andrea Phillips, Deputy City Manager, Brian Moya, Interim City Manager ^{AP}

^{BM}_{BM}

Date: August 6, 2026

Re: Public Announcement: Midtown Real Property for Sale or Lease Pursuant to Resolution 2021-16

Pursuant to Resolution 2021-16 (attached), the Metropolitan Redevelopment Agency (MRA) seeks approval from the City of Santa Fe Governing Body to publicly announce that parcel K-1b, property at the Midtown Site is available for sale or lease to facilitate a Low-Income Housing Tax Credit project (LIHTC) through real estate consultant Jones Lang LaSalle.

Disposition and development of the Midtown Site parcels are pursuant to the Midtown Master Plan and the Midtown Community Development Plan approved by the City's Governing Body. The Midtown Site address is 1600 St. Michaels Drive, Santa Fe, NM. The specific tracts associated with this public offer is Tract K-1b within the Projected Section 34, T.17N, R.9E, N.M.P.M., as described in Survey: Lot Split to Create Tracts, Midtown Site, Santa Fe County, NM. November 2024. This public offer will be open until September 23, 2026, which may be extended at the City's sole discretion.

Tract K-1b was among those tracts were identified as redevelopment parcels in the Midtown Master Plan, and do not include tracts with existing buildings identified for rehabilitation and reuse or public open spaces identified in the Midtown Master Plan, specifically, the Visual Arts Center (Tract K-1a; Tract P-1b), Santa Fe Art Institute (Tract P-1a), the Greer Garson Performing Arts Theater (Tract R2-1a), the Fogelson Library Complex (Tract Q-1b), the Arroyo Park area (Tract H-1b), the Midtown

City Council

Alma G. Castro, District 1
Patricia Feghali, District 1

Elizabeth "Liz" Barrett, District 2
Paul C. Bustamante, District 2

Lee Garcia, Mayor Pro Tem, District 3
Pilar F.H. Faulkner, District 3

Jamie Cassutt, District 4
Amanda Chavez, District 4

Plaza area (Tract N-1; Tract L-1b). the six tracts in development pursuant to an approved and executed Disposition and Development Agreement between the City and the developer, Aspect Studios, for the redevelopment and expansion of film and multi-media production studios in a mixed-use film zone (Tract F-1b; Tract G-1; Tract J-1a; Tract J-1b; Tract L-1a; Tracts F-1a), or Tract O-1 under remediation by the New Mexico General Services Department (GSD) (Tract O-1).

Attachments:

- Exhibit A. Jones Lang LaSalle Offer Memorandum,
- Exhibit B. Lot Split Plat, 'Lot Split to create TRACTS K-1a and K-1b'
- Exhibit C. RESOLUTION NO. 2021-16

MIDTOWN

THE CENTER OF SANTA FE

Midtown Santa Fe Parcel K-1B Offering Memorandum

August 12, 2026



The City of Santa Fe Metropolitan Redevelopment Agency presents a rare and compelling opportunity to shape the future of affordable housing in one of America's most culturally significant cities. The MRA is seeking a visionary development partner to deliver a transformative affordable housing community on Parcel K-1B within the Midtown District, a 64-acre mixed-use redevelopment that will serve as the vibrant heart of Santa Fe for generations to come.

This is a unique opportunity to create lasting social impact while participating in one of Santa Fe's most ambitious urban revitalization efforts. Located at the geographic center of Santa Fe, the Midtown District represents the City's commitment to building an inclusive, sustainable future that honors its past while embracing innovation.

Santa Fe Midtown District Overview

The Midtown Site is a 64-acre property located at the geographic center of Santa Fe at 1600 St. Michael's Drive. Once home to the College of Santa Fe and later the Santa Fe University of Art and Design, the site has served as a cultural, educational, and civic anchor in the community since its inception. Following the University's closure in 2018, the City of Santa Fe assumed ownership and launched a comprehensive planning process to reimagine the property.



Santa Fe Midtown District Planning Process

The city has developed and adopted the regulatory framework and the detailed community vision. The Master Plan Vision calls for a mixed-use district serving all residents, incorporating:

- Housing (including substantial affordable housing component)
- Employment centers
- Arts and culture venues
- Educational facilities
- Open space and recreation
- Civic institutions

A central objective is addressing Santa Fe's acute housing affordability challenges, including persistent shortages of quality rental housing affordable to low- and moderate-income households.



Parcel K-1B Overview

Parcel K-1B encompasses approximately 3.9 acres of City-owned land positioned within a mixed-use community designed to integrate housing, employment, arts, culture, education, and civic life. This site has served as an educational and cultural anchor for decades. Now, it stands ready for its next chapter: delivering quality, deeply affordable housing to the families, essential workers, and long-time residents who form the backbone of Santa Fe's community.

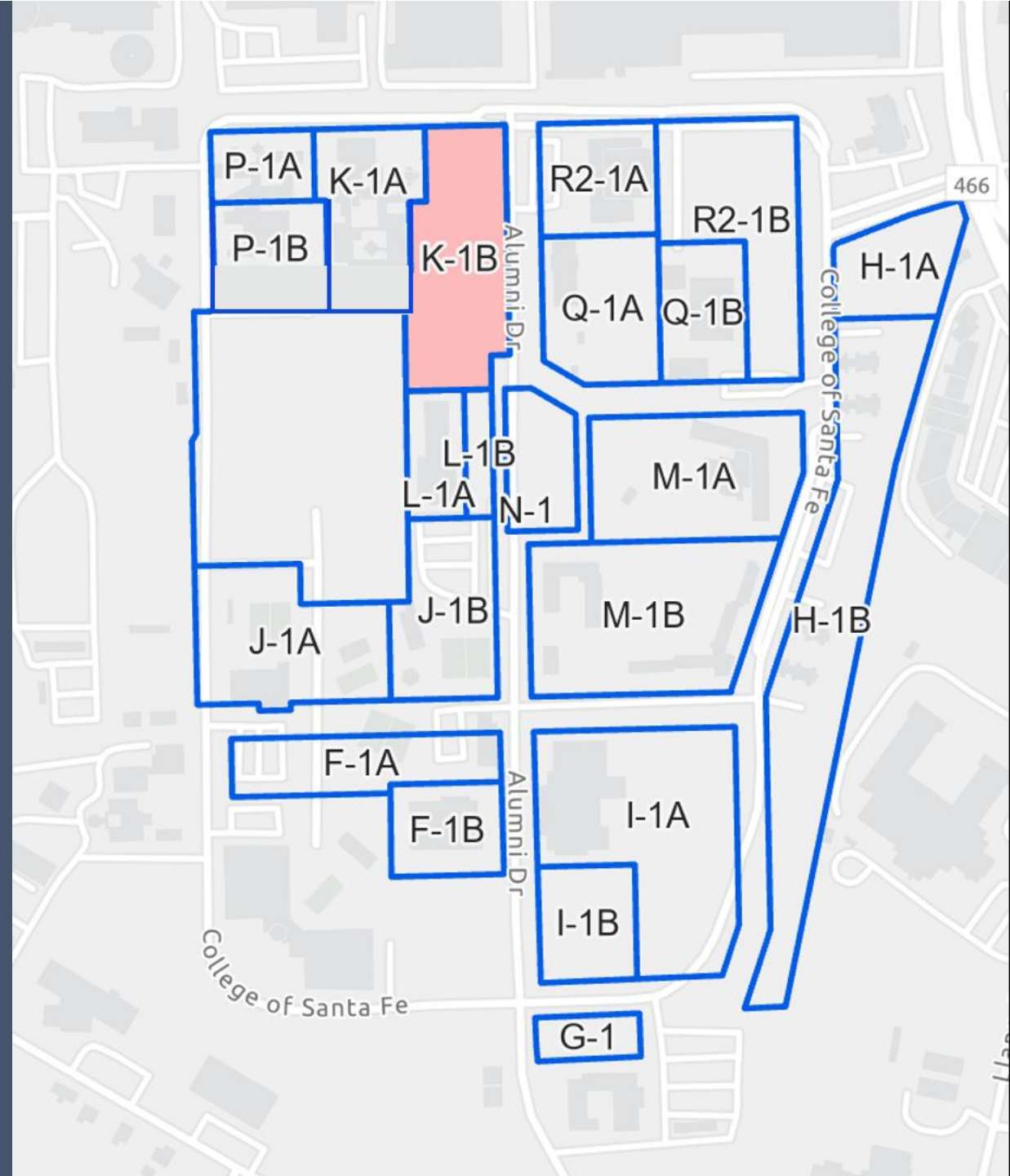
Parcel K-1B offers exceptional connectivity and compelling strategic advantages that position it for development success. The parcel benefits from strong physical and visual connections to established schools, diverse employment centers, transit corridors, and surrounding residential neighborhoods. This central location ensures that future residents will have convenient access to daily needs, employment opportunities, and community amenities—critical factors for affordable housing success and resident quality of life.

The site sits within the framework established by the Midtown Master Plan, which specifically designates this area for higher-density, mixed-income housing

development. This supportive land use context removes many of the regulatory uncertainties that often complicate affordable housing development. Rather than fighting for density or seeking variances, developers will work within a plan explicitly designed to accommodate and encourage exactly the type of development this opportunity envisions..

Infrastructure and Integration

As part of the larger 64-acre Midtown redevelopment, Parcel K-1B will benefit from coordinated infrastructure planning and investment. The City is actively planning utilities, roadways, and supporting infrastructure as part of the comprehensive district transformation. While the developer will be responsible for site-specific planning, utility connections, and on-site improvements (to be negotiated in the Disposition and Development Agreement), these efforts will occur within a context of broader public investment and coordinated development phasing.



Parcel K-1B Site Characteristics

Location

Parcel K-1B is located at 1600 St. Michael's Drive, at the geographic center of Santa Fe within the 64-acre Midtown District. The site comprises approximately 2.50 acres or 108,900 square feet. Rather than serving as an isolated affordable housing site, this parcel will be an integral component of a vibrant mixed-use district, benefiting from coordinated public investment and surrounded by complementary uses.

Zoning

Parcel K-1B offers a land use framework specifically designed to facilitate higher-density affordable housing. The site is governed by the **Midtown Master Plan** and **Midtown Community Development Plan**, which support and prioritize mixed-income housing in this designated area.

The Midtown Local Innovation Corridor Overlay provides three critical advantages:

- Reduced development fees that improve project feasibility
- Expedited review timelines that compress schedules and reduce carrying costs
- Administrative development plan review for qualifying projects, providing predictability and speed

All entitlements will be pursued administratively per SFCC Chapter 14-3.8(B)9—no lengthy public hearings or unpredictable political processes. The developer remains responsible for obtaining required approvals and meeting Midtown design standards, but the pathway is streamlined and efficient.



Parcel K-1B Site Characteristics

Utilities

Utilities, roadways, and infrastructure are being planned as part of the larger Midtown redevelopment, providing context and support for individual developments. The developer will handle site-specific planning, utility connections, and on-site improvements (as negotiated), but these occur within a framework of coordinated public investment.

During the 18-month ENA Due Diligence Period, parties will negotiate terms for any public infrastructure improvements directly impacting the development, with agreed terms incorporated into the final Disposition and Development Agreement. This process provides clarity and certainty before binding financial commitments are made.

The developer must coordinate horizontal development activities with the City's infrastructure planning to ensure alignment with the Midtown Master Plan—creating a unified district rather than disconnected projects.

Parking

The City has eliminated minimum parking requirements for this affordable housing development. However, the developer retains responsibility for determining appropriate parking supply based on target resident demographics, transit accessibility, Midtown Master Plan objectives, market demand, and LIHTC requirements. The site's central location and strong transit connections support reduced parking ratios.



Housing Requirements

The City seeks a development that maximizes affordability while maintaining financial viability and design excellence. The program calls for new affordable rental housing utilizing Low-Income Housing Tax Credits (LIHTC) in conjunction with other funding sources to serve households earning at or below 80% of Area Median Income, with a strong preference for deeper affordability where feasible.

This project will provide a minimum 20-year affordability commitment, ensuring long-term housing security for Santa Fe's workforce and families through income certification, recorded covenants, land use restrictions, and lease protections. The development must embody the City's vision for equitable, sustainable growth—featuring 100% electric design with integrated photovoltaics, high-quality architecture that complements the Midtown aesthetic, and public art woven throughout the community to celebrate Santa Fe's renowned creative spirit.

Recognizing the critical importance of this project, the City of Santa Fe has assembled a comprehensive package of financial incentives, regulatory flexibility, and partnership support designed to enhance project feasibility and streamline development.



Housing Requirements

Financial Incentives:

- Discounted or waived development fees, including Impact Fees and Utility Extension Charges (UECs)
- Grant and funding application sponsorship for state and local funding opportunities
- Access to the City of Santa Fe Affordable Housing Trust Fund for soft financing with application and support from MRA
- Flexible site disposition options, including long-term ground lease, site purchase, or alternative arrangements with City co-developer fee participation

Regulatory Advantages:

- No minimum parking requirements, allowing for efficient site utilization and reduced development costs
- Administrative development plan review for qualifying projects, significantly expediting approvals
- Qualifying Project status under the Midtown Local Innovation Corridor Overlay, providing reduced fees and accelerated review timelines
- Streamlined entitlements processed administratively

Partnership and Support:

- City sponsorship of grant applications and collaborative funding pursuits
- Coordination with infrastructure development as part of the broader Midtown investment
- Technical assistance throughout entitlement, permitting, and development phases



Santa Fe Market Trends

Population and Household Growth

The 3-mile trade area demonstrates stable, moderate growth. Population increased 4.57% from 57,625 in 2020 to 60,261 in 2025, and is projected to grow an additional 2.27% to 61,628 by 2030. Household counts followed a similar trajectory, expanding 4.27% from 27,688 to 28,871 over the same five-year period, with projected growth of 2.28% through 2030.

Demographic Profile

The trade area reflects an affluent, mature population. Median household income reached \$72,328 in 2025, representing 22.1% growth from \$59,252 in 2020. Average household income climbed to \$96,124, up from \$81,028. Notably, 27.1% of households earn over \$100,000 annually, with 9.86% exceeding \$200,000. The population skews older, with a median age of 49 years and 29.3% of residents aged 65 or above. The area is culturally diverse, with 48.7% of the population identifying as Hispanic origin.

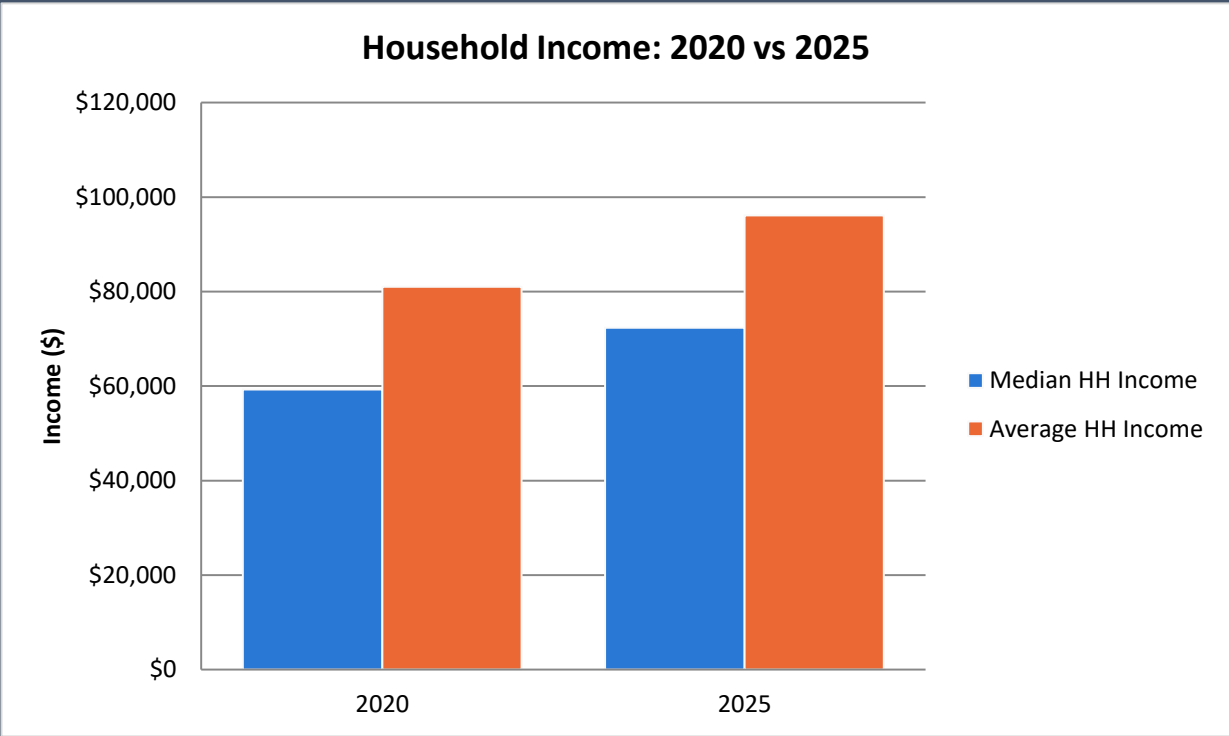
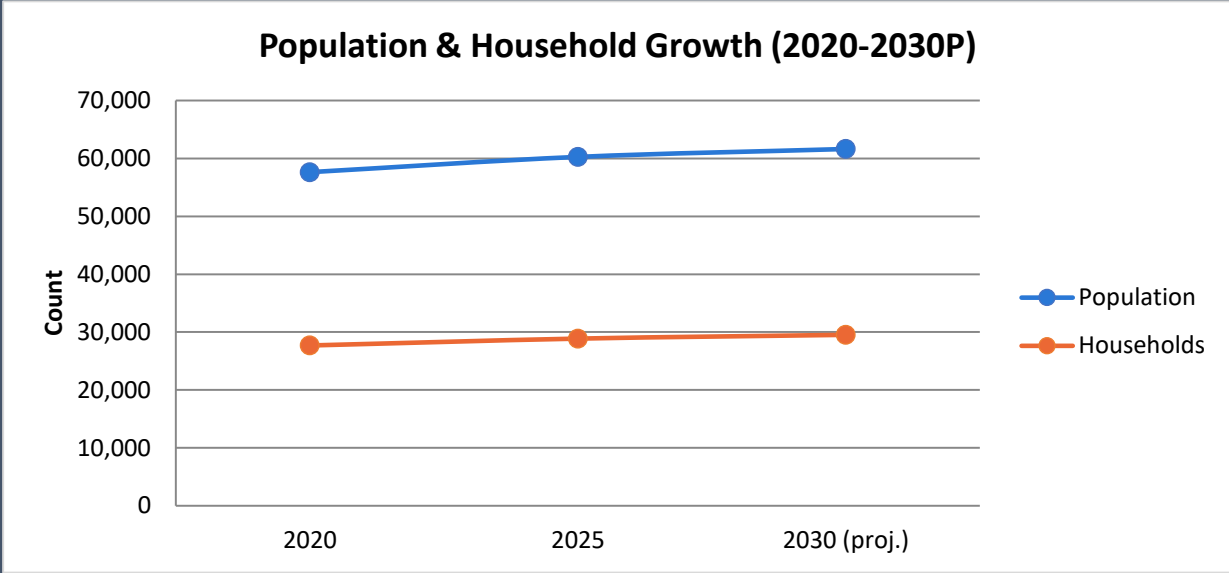
Housing Characteristics

Owner occupancy stands at 54.8%, slightly above the renter share of 45.2%. The median home value of \$465,944 underscores the area's premium residential character.

Employment Base

The 3-mile radius supports a robust daytime employment base of 59,873 employees across 6,910 businesses, yielding an average of 9 employees per business. The largest employment sectors include Public Administration & Sales (17,539 employees), Health Care & Social Assistance (10,420 employees), and Retail & Wholesale Trade (8,348 employees). The civilian labor force participation rate is 60.4%, with unemployment at just 2.3%.

By occupation, the workforce is highly skilled, with 33.2% employed in Professional & Management roles and 13.2% in Education & Health services. Educational attainment is strong, with 47.4% of adults holding a bachelor's degree or higher.



Multifamily Housing Market Trends

Current Market Conditions (Mid-2026)

The Santa Fe multifamily submarket is experiencing elevated vacancy following an unusually large development cycle. Vacancy peaked at 18.5% in late 2025 and has since declined to 13.2%, though this remains well above historical averages for this supply-sensitive market.

Supply and Demand Dynamics

Demand has been strong, with approximately 580 units absorbed over the past 12 months—more than double the typical annual pace. However, this absorption has not fully offset the impact of recent construction. Approximately 350 units were delivered in the past year, and while net absorption exceeded new supply, vacancy remains elevated due to the cumulative effect of the recent development cycle.

Rent Performance

Asking rents declined 2.8% year-over-year to approximately \$1,830 per unit, with effective rents facing additional pressure from prevalent concessions. The luxury segment (4 & 5 Star properties) has been most affected, as the majority of recent and upcoming deliveries concentrate in this tier, intensifying competition and limiting pricing power.

Market Outlook (2026-2028)

The submarket is projected to remain in an extended adjustment phase through at least 2028. Approximately 560 units are currently under construction, representing 11.2% of existing inventory. Vacancy is forecast to ease gradually but remain in the low- to mid-teens through 2027-2028, with subdued rent growth and continued competition among newer assets expected throughout this period.



Retail Market Trends

Current Market Conditions (Q2 2026)

The Santa Fe retail market reported a vacancy rate of 2.9%, representing a 1.1 percentage point increase over the past year driven by negative net absorption of 96,000 SF against minimal new supply of 14,000 SF. Current vacancy exceeds both the five-year average of 1.6% and the 10-year average of 2.2%, with year-end 2026 vacancy forecast at 3.3%. Approximately 300,000 SF is listed as available, representing a 3.0% availability rate.

Subtype Performance

Vacancy rates vary significantly by property type: neighborhood centers lead at 6.1%, followed by strip centers at 1.3%, general retail at 1.4%, and malls at 0.3%. Power centers report zero vacancy. The market contains approximately 9.9 million SF of retail inventory, with general retail comprising the largest share at 5.7 million SF.

Construction Pipeline

No retail space is currently under construction in Santa Fe, notably below the 10-year average of 4,700 SF. This signals limited near-term supply pressure.

Rent Performance

Market rents average \$24.00 per SF, flat year-over-year compared to 1.8% national growth. Performance varies by subtype: neighborhood centers grew 0.6% and malls 0.4%, while power centers declined 0.4%, strip centers fell 0.1%, and general retail decreased 0.3%. Despite current stagnation, Santa Fe's longer-term rent growth has been stronger, averaging 3.3% annually over five years and 2.8% over ten years.

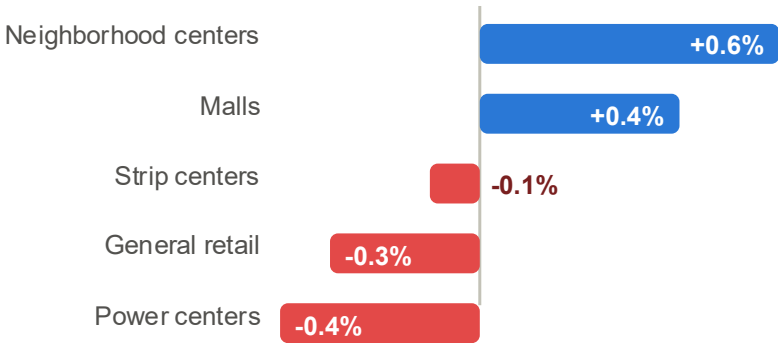
Market Outlook

Overall annual rent growth is forecast to end 2026 at -0.4%, underperforming the 1.8% national average, as the market absorbs elevated vacancy levels in a constrained supply environment.

Rent performance

Market rent	Santa Fe YoY growth	National YoY growth	5yr / 10yr avg growth
\$24.00/SF	0.0%	1.8%	3.3% / 2.8%

Year-over-year rent growth by subtype



 Net absorption	 New supply	 Available space	 5yr / 10yr avg vacancy
-96,000 SF	14,000 SF	300,000 SF (3.0% availability)	1.6% / 2.2%

Estimated Disposition Schedule*



Action	Responsible Party	Date
Issue RFP	CPD	August 12
Site Visit	Potential Offerors	August 26
Response to Written Questions	Procurement Manager	September 11
Proposals Due Date	Potential Offerors	September 23
Interviews	Potential Offerors	October 7
Best and Final Offer(s)	Potential Offeror(s)	October 14
Governing Body Approval of ENA	Governing Body	October 28

*All dates in this schedule are subject to change at the MRA's sole discretion. Actual timing may be affected by factors such as market conditions, permitting, financing, or construction delays.



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CITY OF SANTA FE, NEW MEXICO

RESOLUTION NO. 2021-16

INTRODUCED BY:

Councilor JoAnne Vigil Coppler

Councilor Michael J. Garcia

Councilor Renee Villarreal

Councilor Carol Romero-Wirth

Councilor Signe I. Lindell

A RESOLUTION

**REQUIRING GOVERNING BODY APPROVAL PRIOR TO ANNOUNCING THE
AVAILABILITY OF ANY CITY-OWNED LAND, BUILDINGS, OR OTHER REAL
PROPERTY FOR SALE.**

WHEREAS, Governing Body approval and a bill presented at a public hearing are required for an offeror to purchase City property having an appraised value in excess of twenty-five thousand dollars (\$25,000); and

WHEREAS, approval from the Governing Body is not currently required before the City announces the opportunity for potential offerors to submit offers to buy City property for the Governing Body's consideration; and

WHEREAS, the Governing Body and staff work together to evaluate assets and staff seeks policy guidance from the Governing Body; and

WHEREAS, staff have expertise in real property transactions and in evaluating development strategies to maximize City interests; and

WHEREAS, the Governing Body has developed policy priorities for the use of certain

1 City-owned land, buildings, and other real property; and

2 **WHEREAS,** Santa Fe City Code sole guidance on real property sales is contained in
3 Section 11-10.2 which cites to statutory authority (NMSA 1978, § 3-54-1), or as otherwise provided
4 by law; and

5 **WHEREAS,** NMSA 1978, Section 3-54-1 sets forth the statutory process for selling
6 municipal utility facilities and other real property subject to a required referendum period; and

7 **WHEREAS,** City-owned land, buildings, and other real property are public property; and

8 **WHEREAS,** the Governing Body understands the importance of holding executive
9 sessions for sales of City-owned land, buildings, or other real property.

10 **NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE**
11 **CITY OF SANTA FE** that the Governing Body shall hold an executive session to discuss a
12 proposed sale when recommended by staff.

13 **BE IT FURTHER RESOLVED** that, if staff does not recommend an executive session,
14 then staff will provide a public presentation regarding the reasons for the recommended sale of
15 City-owned land, buildings, or other real property.

16 **BE IT FURTHER RESOLVED** that, regardless of whether or not the Governing Body
17 holds an executive session, prior to the City announcing the sale of any City-owned land, buildings,
18 or other real property that has a value that exceeds \$25,000, the Governing Body shall vote to
19 approve a proposed announcement that includes the address, name, and description of the relevant
20 property during a public meeting.

21 **BE IT FURTHER RESOLVED** that the Governing Body shall review this Resolution
22 within three (3) years of the date of adoption to evaluate the efficacy of the process it establishes.

23 **BE IT FURTHER RESOLVED** that this Resolution shall apply to properties that are not
24 already announced as "for sale" at the time of the adoption of this Resolution.

25 PASSED, APPROVED, and ADOPTED this 10th day of March, 2021.

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ALAN WEBBER, MAYOR

ATTEST:



Kristine Mihelcic (Mar 14, 2021 10:36 MDT)

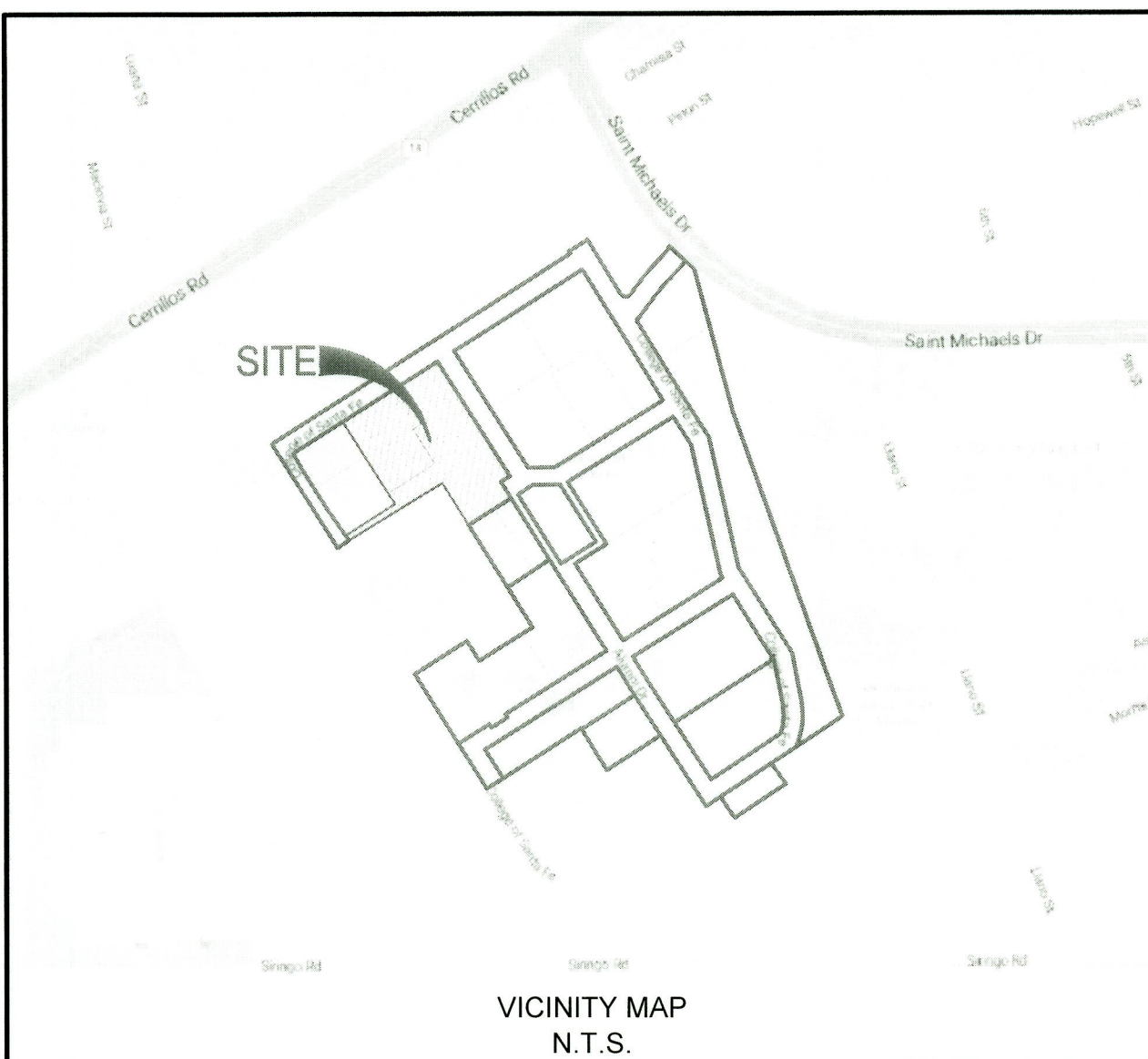
KRISTINE MIHELIC, CITY CLERK

APPROVED AS TO FORM:



ERIN K. McSHERRY, CITY ATTORNEY

Legislation/2021/Resolutions/2021-16 GB Approval for Offering of Public Land for Sale



Signature: *Carly Hendrix*
Email: cavenditti@santafenm.gov

Signature: 
[ALEXANDRA PHILLIPS \(Aug 6, 2026 17:34:44 MDT\)](#)
Email: akphillips@santafenm.gov

Signature: *Brian Moya*
Email: bjmoaya@santafenm.gov

JLL_LIHTC Disposition_FC_QoF_GB

Final Audit Report

2026-08-09

Created:	2026-08-06
By:	Brandon Woodlee (bmwoodlee@santafenm.gov)
Status:	Signed
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Number of Documents:	1
Document page count:	20
Number of supporting files:	0
Supporting files page count:	0

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 Agreement completed.

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