

HREI Insights Awards

CELEBRATING EXCELLENCE IN HEALTHCARE REAL ESTATE DEVELOPMENT AND EXECUTIVE LEADERSHIP

★ **WINNER** ★



LOS SOLERAS MEDICAL CENTER

State-of-the-art facility provides Santa Fe with expanded healthcare services and robust treatment options all in one place.

AT A GLANCE

ADDRESS

4200 Beckner Road
Santa Fe, NM 87507

DETAILS

95,000 SF
Multi-specialty MOB and
Cancer Center

OBJECTIVES

Meridian saw a need for affordable outpatient services in Santa Fe, where limited options forced residents to rely on hospitals, leading to long wait times and high costs. Expanding outpatient care would ease hospital strain, offer convenient access, and improve outcomes. Meridian acquired a complex site through double-escrow, strategically positioned to provide a physician-led alternative. We ensured physician commitment by offering real estate investment and land development opportunities.

SOLUTIONS

Meridian partnered with Nexus Health and U.S. Oncology, a McKesson Corporation subsidiary, to bring this project to life. Nexus, an independent, physician-owned practice, challenges traditional healthcare by creating outpatient, non-hospital-based models. Meridian acquired an 18-acre parcel to develop a multi-specialty medical office and cancer care center featuring 50 infusion bays, a lab, and advanced imaging with interventional radiology. The facility also includes primary care, general surgery, cardiology, oncology, orthopedics, and more, offering a unique mix of services beyond typical cancer centers. As local healthcare systems competed to retain physicians, Meridian accelerated entitlements and land acquisition to secure partnerships. Meridian coordinated a complex 3-way agreement among physicians, operators, and stakeholders, investing over \$3M in pursuit costs to stay ahead of a competing cancer center project. This model sets a precedent for future physician-led developments.

RESULTS

The 95,000 SF facility was delivered on time and on budget, with 520 parking stalls. Meridian used a LEAN IPD-light design-assist model to reduce waste, and offsite prefabrication to minimize supply chain disruptions. The \$100M investment includes hard construction costs and medical equipment, bringing significant jobs and tax revenue to Santa Fe. The façade features a multi-color EFIS scheme, entry towers, a sky bridge, and prefabricated panels for depth and articulation. The facility houses one linear accelerator vault and is estimated to serve 200 patients daily and over 50,000 annually. Meridian partnered with a public REIT for capital and created a physician investment vehicle to give doctors ownership in the real estate. This project exemplifies our mission—delivering greater access to care at more affordable costs while providing much-needed healthcare services for the community.

