

220 General Stilwell NE Albuquerque, NM 87123



Complete confidentially
agreement for additional information: <http://www.nmapartment.com/220GeneralStilwellNE>

Seller Concession to Buyer: [NMAA-2571220](#)

Units: 4

Size: 3,002 sf

Land: 0.1722 ac

Price: \$437,668

GRM: 9.86

Cap Rate: 6.75%

After Tax IRR: 16.8%

Investment Summary



The Offering

On behalf of the owners, NM Apartment Advisors is excited to bring to market this fourplex at 220 General Stilwell NE.

Each of the units are two bedroom one bathroom units in a two up, two down format that include an onsite laundry that is leased from CSC.

This community is located in an area of that has had major announcements of new employment. Couple that with the impact of the citywide expansion of Netflix, Facebook, Intel and Amazon and this property is well positioned to enjoy the forthcoming wave of appreciation and rent growth.

Priced below the market average of fourplex sales, this community is likely to move fast.

Do not miss out on an opportunity to acquire a well built fourplex in one of the strongest rental markets in the country.



The Property

Address: 220 General Stilwell NE

Number of original units: 4

Year of construction: 1977 per county assessors records

Bldg. Size: 3,002 sf +/-

Site Size: 0.1722 acres

Avg. Unit Size: 751 sf

UPC#: 102005713009833125

Legal: Lot 5A, Block 14A Waggonman Denison Addition

Ask Price: \$437,668

\$/ unit: \$109,417

\$/sf: \$145.79

	Actual/Est (2024)	Proforma (2025)
Avg. Rent:	\$925	\$1,075
GRM:	9.86	8.48
Cap Rate Before reserves:	6.75%	7.79%
Cap Rate After reserves:	6.54%	7.58%
Year 1 NOI:	\$29,543	\$34,074
Cash on Cash:	4.83%	8.98%
Before Tax IRR:	20.4%	
After Tax IRR:	16.8%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

220 General Stilwell St NE

Prepared by: Todd Clarke CCIM

3/26/2025

"AS IS" Condition

Unit/Rent Summary

#	Type	Style	Approx Size	Actual Rent	Street Rate	Market Rent	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf
A	2br/1ba		800	\$ 925	\$ 975	\$ 1,075	\$ 1.16	\$ 925	\$ 975	\$ 1,075	800
B	2br/1ba		800	\$ 825	\$ 975	\$ 1,075	\$ 1.03	\$ 825	\$ 975	\$ 1,075	800
C	2br/1ba		800	\$ 975	\$ 975	\$ 1,075	\$ 1.22	\$ 975	\$ 975	\$ 1,075	800
D	2br/1ba		800	\$ 975	\$ 975	\$ 1,075	\$ 1.22	\$ 975	\$ 975	\$ 1,075	800
4	total units / Avg. Unit Size=		800	\$ 925	\$ 975	\$ 1,075		\$ 3,700	\$ 3,900	\$ 4,300	3,200
	Avg Actual Rent \$/sf=			\$ 1.16	\$ 1.22	\$ 1.34		\$ 44,400	\$ 46,800	\$ 51,600	3,030 Per Assessor

Benchmarks

Offering Price	\$437,668	
\$/unit	\$109,417	
\$/sf	\$156.77	
GRM	9.86	8.48
CAP Before Reserves	6.75%	7.79%
CAP After Reserves	6.54%	7.58%
Cash on Cash	4.83%	8.98%
DCR=	1.22	1.40
Walk Score: 61, Transit Score: 38, Bike Score: 55		



Income

A.	Total Potential Market Income	\$	51,600	
B.	Less: loss to market lease	\$	4,800	9%
C.	Total Potential Income (Street)	\$	46,800	
D.	Less: Loss to lease	\$	2,400	5%
E.	Total Income	\$	44,400	
F.	Less: vacancy	5.0%	\$ 2,220	5% Market average
G.	Effective Rental Income	\$	42,180	
H.	Plus: Other Income	\$	480	Includes laundry fees
I.	Gross Operating Income	\$	42,660	

Expenses (Annual)	Actuals 2024			Based on: Estimates/Actuals			Proforma 2025			Based on: Forthcoming yr. Income: Line C - F + H		
		\$/unit	%					\$/unit	%			
Real Estate Taxes	\$3,134	\$784	7%	2024 Property Taxes assessed at \$222,894	\$5,232	\$1,308	10%	Est. 85% of Sales Price x mil rate				
Personal Property Taxes												
Property Insurance	\$2,275	\$569	5%	2023 Actual	\$2,343	\$586	5%	Potential 2025 = 2024 + 3%				
Property Management:												
Off Site Management				Likely owner occupant				Likely owner occupant				
Taxes/Workman's Compensation												
Repairs and Maintenance	\$3,000	\$750	7%	2025 Actuals	\$3,090	\$773	6%	Potential 2025 = 2024 + 3%				
Utilities:												
Water, Sewer, & Garbage	\$2,360	\$590	6%	2024 Actuals	\$2,431	\$608	5%	Potential 2025 = 2024 + 3%				
Gas	\$153	\$38	0%	2024 Actuals	\$158	\$39	0%	Potential 2025 = 2024 + 3%				
Electric	\$0				\$0			Potential 2025 = 2024 + 3%				
Landlord Standby												
Accounting and Legal	\$614	\$153	1%	2024 Actuals	\$632	\$158	1%	Potential 2025 = 2024 + 3%				
Advertising/Licenses/ Commissions	\$70	\$18	0%	2024 Actuals	\$72	\$18	0%	Potential 2025 = 2024 + 3%				
Housekeeping	\$59	\$15	0%	2024 Actuals								
Internet												
Pest Control	\$271	\$68	1%	2024 Actuals	\$279	\$70	1%	Potential 2025 = 2024 + 3%				
Unit Turnover												
Landscaping	\$281	\$70	1%	2024 Actuals	\$290	\$72	1%	Potential 2025 = 2024 + 3%				
Carpet Cleaning												
Internet				repairs+unit turn+reserve=8to10%								
Reserve for replacement	\$900	\$225	2%	new lender will require	\$900	\$225	2%	new lender will require				
Total Operating Expenses	\$13,117	\$3,279	31%		\$15,426	\$3,857	30%					
Net Operating Income	\$29,543	\$7,386			\$34,074			Potential Market less 5% vacancy + other income				
Less: Annual Debt Service	\$24,253	\$ 328,251	75%	ADS Loan LTV Pmt Term Interest Rate	\$24,253	\$ 328,251	75%	\$2,021 30 6.25%				
Cash Flow Before Taxes	\$5,289				\$9,821							

Internal Rate of Return

Internal Rate of Return Analysis

		Year					Calculated for 1st year of next owners, ownership
		1	2	3	4	5	6
Total Potential Market Income	4.0% Increases	\$51,600	\$53,664	\$55,811	\$58,043	\$60,365	\$62,779
2 Less: loss to market lease	9.3%	\$4,800	\$4,992	\$5,192	\$5,399	\$5,615	\$5,840
3 Total Potential Income (Max Rent)		\$46,800	\$48,672	\$50,619	\$52,644	\$54,749	\$56,939
4 Less: Loss to lease	5.1%	\$2,400	\$2,496	\$2,596	\$2,700	\$2,808	\$2,920
5 Total Income		\$44,400	\$46,176	\$48,023	\$49,944	\$51,942	\$54,019
6 Less: vacancy	5.0%	\$2,220	\$2,309	\$2,401	\$2,497	\$2,597	\$2,701
7 Effective Rental Income		\$42,180	\$43,867	\$45,622	\$47,447	\$49,345	\$51,318
8 Plus: Other Income	2.0% Increases	\$480	\$490	\$499	\$509	\$520	\$530
9 Gross Operating Income		\$42,660	\$44,357	\$46,121	\$47,956	\$49,864	\$51,848
Total Operating Expenses	2.0% Increases	\$13,117	\$13,380	\$13,647	\$13,920	\$14,199	\$14,483
Net Operating Income		\$29,543	\$30,977	\$32,474	\$34,036	\$35,665	\$37,366
Mortgage Balance		\$324,404	\$320,311	\$315,953	\$311,316	\$306,380	
ADS		\$24,253	\$24,253	\$24,253	\$24,253	\$24,253	
- Principal Reduction		\$3,846	\$4,094	\$4,357	\$4,637	\$4,936	
= Mortgage interest		\$20,407	\$20,159	\$19,896	\$19,616	\$19,317	
- cost recovery (annual)	27.5 yrs (1. 80%)	\$12,202	\$12,732	\$12,732	\$12,732	\$12,202	includes mid mon
= Taxable Income		-\$3,066	-\$1,914	-\$154	\$1,688	\$4,146	
Tax on income at ordinary income rate of	2. 35%	\$0	\$0	\$0	\$591	\$1,451	
NOI		\$29,543	\$30,977	\$32,474	\$34,036	\$35,665	
- Annual Debt Service		\$24,253	\$24,253	\$24,253	\$24,253	\$24,253	
= Cash Flow Before Tax		\$5,289	\$6,724	\$8,221	\$9,783	\$11,412	
- Less Ordinary Income Tax		\$0	\$0	\$0	\$591	\$1,451	
= Cash Flow After Tax		\$5,289	\$6,724	\$8,221	\$9,192	\$9,961	

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$437,668
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$62,601
4 =Adjusted Basis at Sale	\$375,067

Calculation of Capital Gain

Disposition CAP Rate	6.5%
5 Sale Price	\$570,960
6 -Costs of Sale	\$45,677
7 -Adjusted Basis at Sale	\$375,067
8 =Gain or (Loss)	\$150,216
9 -Straight Line Cost Recovery (limited to gain)	\$62,601
# =Capital Gain from Appreciation	\$87,615

Calculation of Sales Proceeds after tax

# Sale Price	\$570,960
# -Cost of Sale	\$45,677
# -Mortgage Balance(s)	\$306,380
# =Sale Proceeds Before Tax	\$218,903
# -Tax: Straight Line Recapture at 25.0%	\$15,650
# -Tax on Capital Gains at 20.0%	\$17,523
# =SALE PROCEEDS AFTER TAX:	\$185,729

IRR Before tax = 20.4%

n	\$
0	\$ (109,417)
1	\$5,289
2	\$6,724
3	\$8,221
4	\$9,783
5	\$11,412 + \$218,903

IRR After tax = 16.8%

n	\$
0	\$ (109,417)
1	\$5,289
2	\$6,724
3	\$8,221
4	\$9,192
5	\$9,961 + \$185,729

As a commercial real estate investor, the federal tax code gives you three advantages compared to other investments including:

1. Deduct your annual mortgage interest before you calculate your taxable amount;
2. Deduct your cost recovery/depreciation before you calculate your taxable amount, in the future when you sell the property, you only pay back 25% of the benefit you received;
3. Your long term profit, or capital gain, is taxed at 20%

The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 17%.

Investor's Effective Tax Rate =

17%

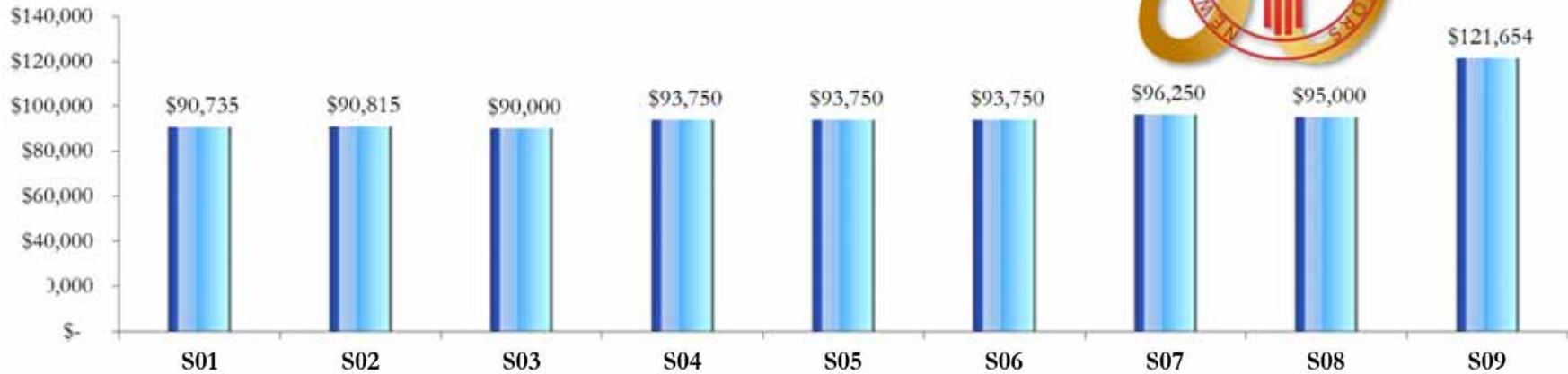
Comparable Sales

Comparable Sales Analysis for:

220 General Stilwell St NE



\$/unit



#	Name	Location	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01		339 Grove SE	4	1960	\$ 363,258	\$ 362,938	PENDING	\$ 90,735	\$ 147	\$763	9.91	6.2%
S02		433 Grove SE	4	1960	\$ 363,258	\$ 363,258	PENDING	\$ 90,815	\$ 131	\$763	9.92	6.2%
S03		130 Rhode Island SE	4	1980	\$ 360,000	\$ 360,000	6/28/2024	\$ 90,000	\$ 120	\$830	9.04	6.8%
S04		537 Dallas SE	4	1982	\$ 375,000	\$ 375,000	PENDING	\$ 93,750	\$ 131	\$663	11.79	5.2%
S05		424 Georgia SE	4	1961	\$ 375,000	\$ 375,000	PENDING	\$ 93,750	\$ 117	\$594	13.15	4.7%
S06		428 Georgia SE	4	1961	\$ 375,000	\$ 375,000	PENDING	\$ 93,750	\$ 117	\$788	9.91	6.2%
S07		300 Texas SE	4	1960	\$ 385,000	\$ 385,000	11/27/2024	\$ 96,250	\$ 120	\$628	12.77	4.8%
S08		138 Rhode Island SE	4	1980	\$ 380,000	\$ 380,000	3/20/2024	\$ 95,000	\$ 122			
S09	Seller financed	401 Georgia SE	4	1980	\$ 486,614	\$ 486,614	3/12/2024	\$ 121,654	\$ 160	\$1,200	8.45	7.3%

Average SOLD								\$ 96,189	\$129	\$779	10.62	5.9%
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*imputed @ 5% vac, 40% exp

Subject Property	220 General Stilwell St NE	4			\$ 437,668			\$ 109,417	\$137	\$925	9.86	6.5%
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Average of Comparable SOLD applied to subject property

Average Rent for Sales = \$779

\$/unit \$ 96,189 \$ 384,757

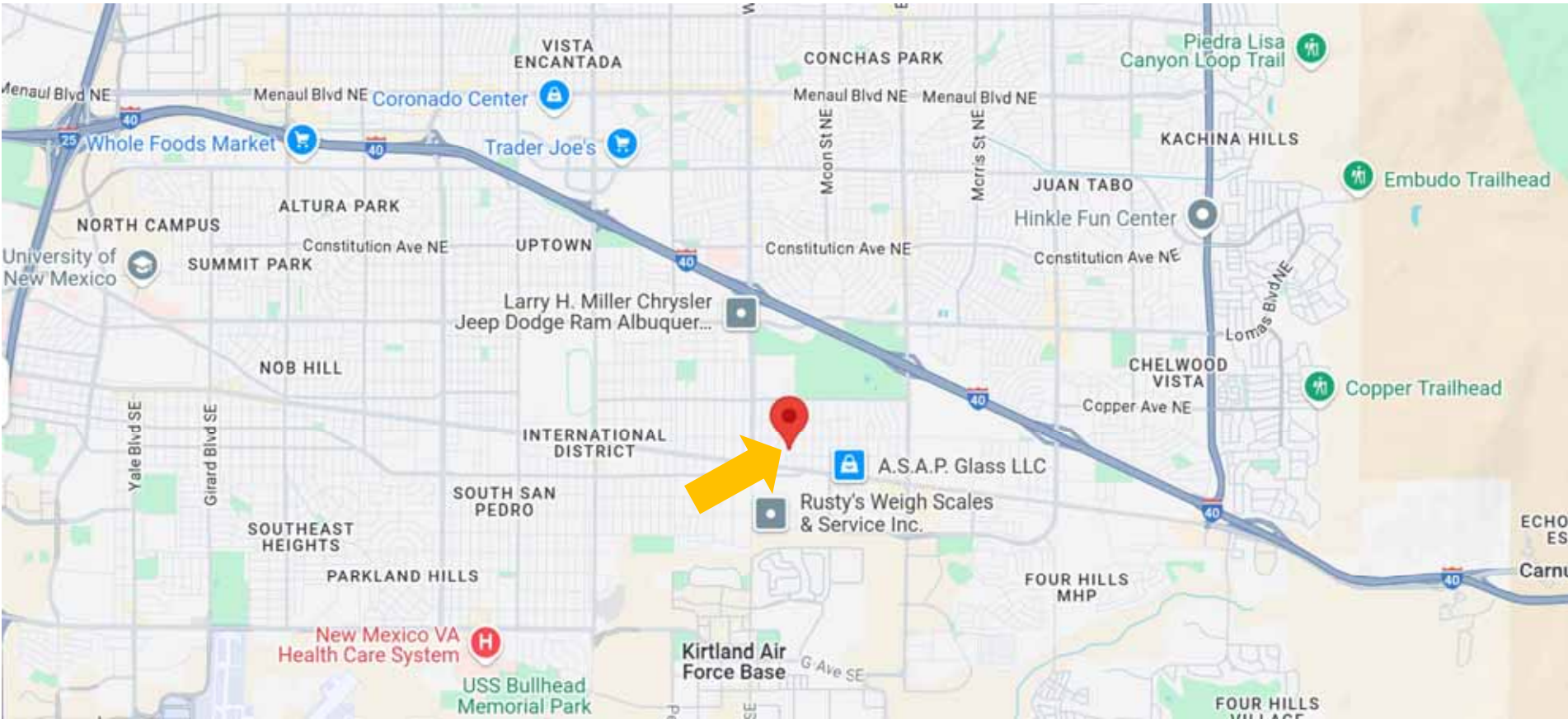
\$/sf \$ 129.49 \$ 414,379

CAP (Actual) 5.9% \$ 496,573

GRM (Actual) 10.62 \$ 447,867

Average= \$ 435,894

Property Info - Location



Drone Photos



Exterior Photos



Drone Photos



Property Info - GIS

City of Albuquerque Property Report

Platted Parcel Address:	220 GENERAL STILWELL ST NE
Assessor Parcel Address:	220 GENERAL STILWELL ST NE
Report Date:	3/25/2025



www.cabq.gov/gis

Bernalillo County Assessor Ownership Data [\(Click here for more information\)](#)

Owner Name:	RAVEN BEAR PROPERTIES LLC		
Owner Address:	1175 LAUREL LP NE ALBUQUERQUE NM 87122-1185		
Uniform Property Code (UPC):	102005713009833125	Tax Year:	2024
Legal Description:	* 05A 14AWAGGOMAN DENNISON ADD		
Property Class:	R	Document Number:	2020117455 111920 WD - EN
		Acres:	0.1722

Albuquerque Planning and Zoning Data [Bernalillo County Planning and Zoning](#)

Jurisdiction:	ALBUQUERQUE	Zone Atlas Page:	K-20
IDO Zone District:	R-MJ	IDO District Definition:	Multi-family Low Density
Land Use:	01 Low-density Residential	Lot:	5A
		Block:	14
		Subdivision:	WAGGOMAN & DENISON ADDN

Neighborhood Associations [Office of Neighborhood Coordination](#)

City Recognized Neighborhood Associations:	South Los Altos NA
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Services

Police Beat:	337	Area Command:	SOUTHEAST
Residential Trash Pickup and Recycling:	Monday		

City Council Districts

City Council District:	6 - Nichole Rogers	Councilor Email:	nrogers@cabq.gov
Policy Analyst:	Paloma Garcia	Policy Analyst Email:	
		Policy Analyst Phone #:	505-768-3100

Other Legislative Districts

US Congressional District:	1 - Melanie Stansbury
County Commission District:	3 - Adriann Barboa
NM House Of Representatives:	21 - Debra M. Sariñana
NM Senate:	17 - Mimi Stewart

APS School Service Areas [Albuquerque Public Schools](#)

Elementary School:	HAWTHORNE	Middle School:	HAYES	High School:	HIGHLAND
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FEMA Flood Zone:	X	FEMA Flood Map Service Center
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Somewhat Walkable

Some errands can be accomplished on foot.



Some Transit

A few nearby public transportation options.



Bikeable

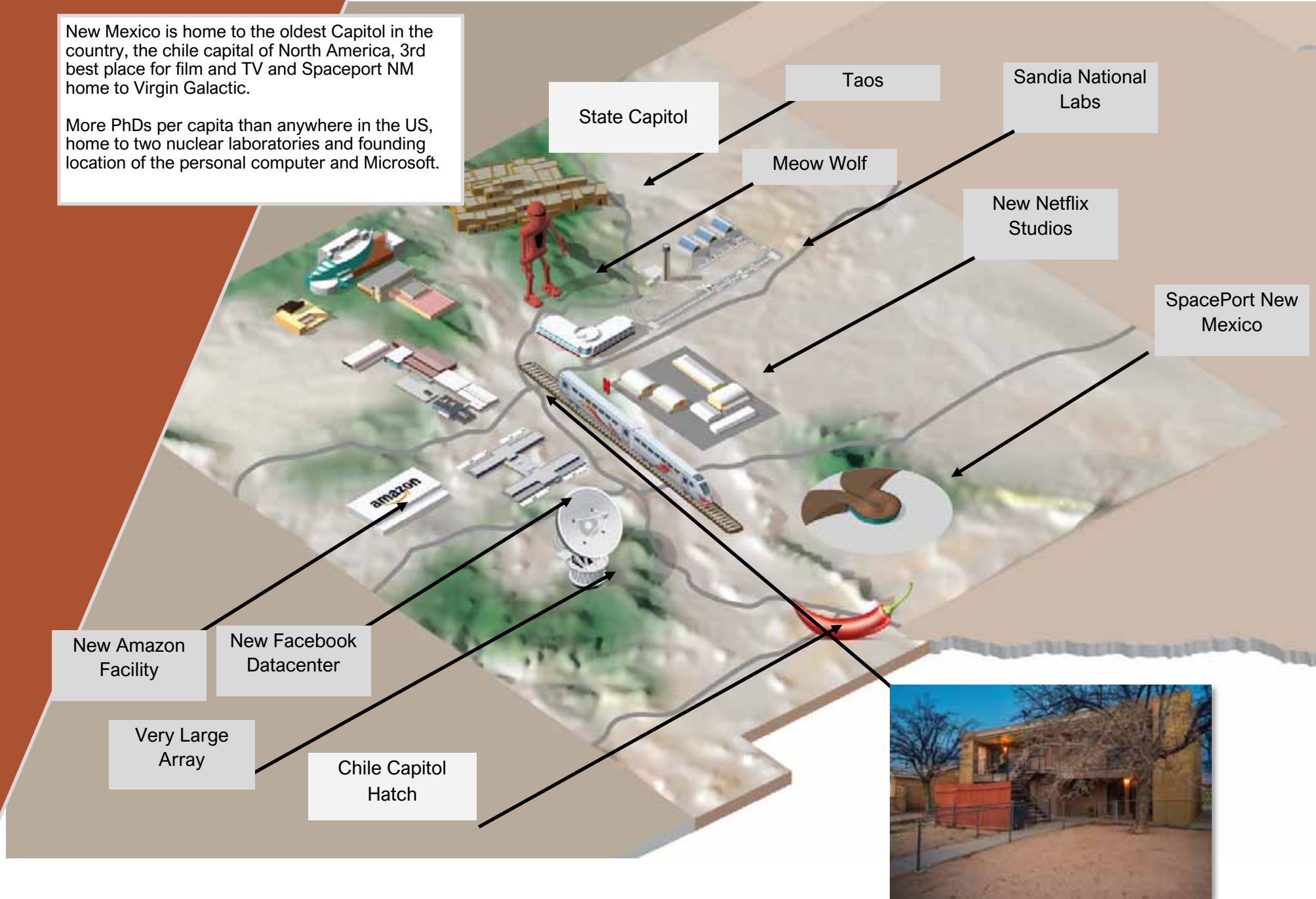
Some bike infrastructure.



New Mexico is on the international map

New Mexico is home to the oldest Capitol in the country, the chile capital of North America, 3rd best place for film and TV and Spaceport NM home to Virgin Galactic.

More PhDs per capita than anywhere in the US, home to two nuclear laboratories and founding location of the personal computer and Microsoft.



The Market—Albuquerque, NM

Although the rest of the country might know Albuquerque for its award winning TV Show, Breaking Bad, astute investors are looking at Albuquerque as the place to invest.

With neither a boom or bust mentality, Albuquerque has a strong record of rent increases and a lack of new product. This results in high barriers to entry for competing apartments making multifamily investment a solid choice.

Thanks to major employers like Sandia National Laboratories and Intel Albuquerque is home to more PhD's per capita than in any city in North America.

Albuquerque has an exceptional quality of living, offering over 147 miles of hiking and biking trails inside the city as well as mile high Sandia mountains, and North America's largest cottonwood forest, Albuquerque is known for its 300+ days of sunshine, skiing and golf in the same day, stunning sunsets, and abundance of outdoor activities, Albuquerque is the amenity for most apartment residents.



filmnewmexico



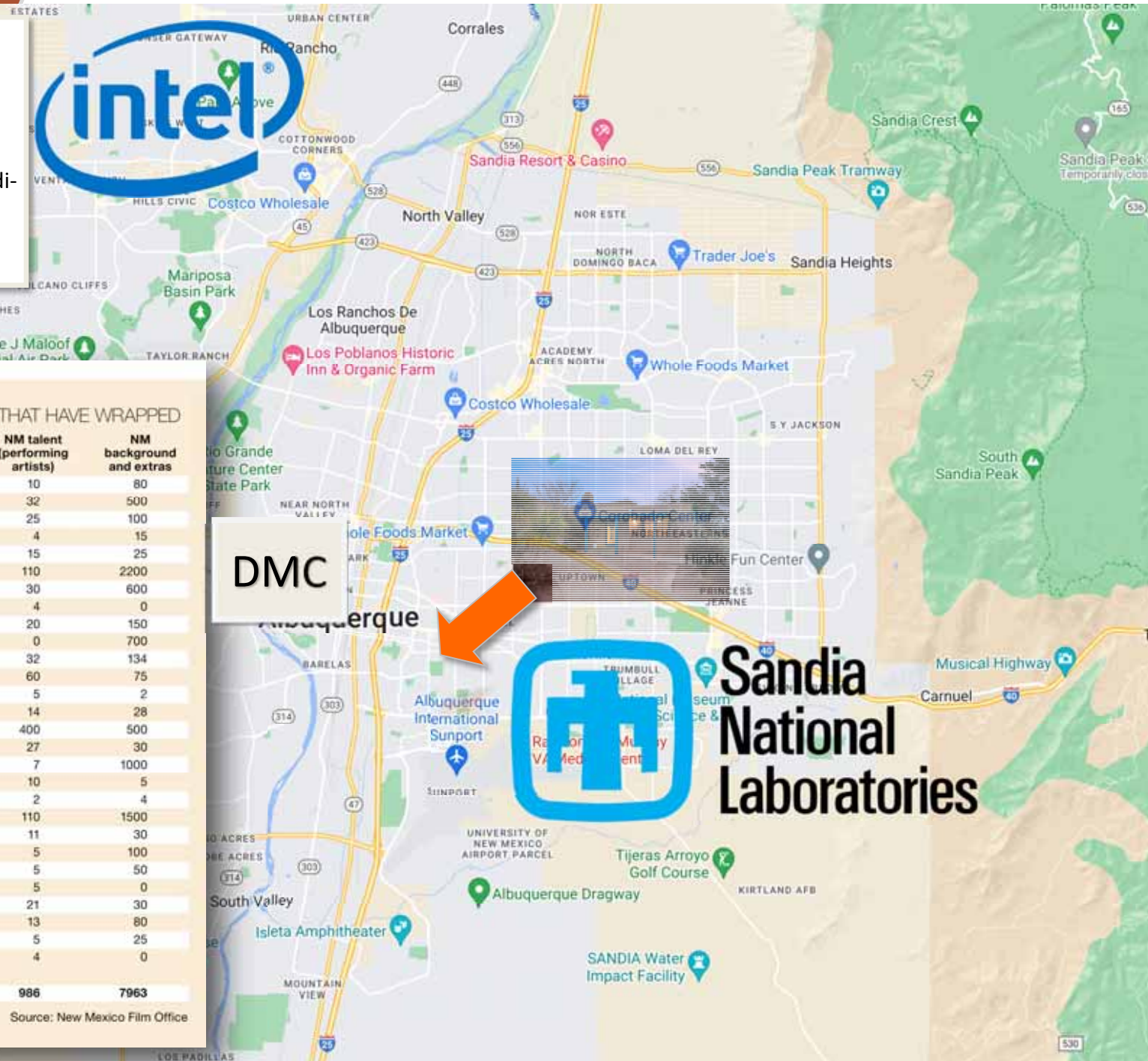
Albuquerque, New Mexico in the news

- ☑ **9th best mid-sized city of the Future**
Foreign Direct Investment magazine—03/2015
- ☑ **6th best city to travel to for food snobs**
Travel+Leisure—03/2015
- ☑ **America's best city for Global Trade for Skilled Workforce**
Global Trade magazine—11/2014
- ☑ **3rd best city for rent growth**
All Property Management as reported in ABQ Journal—10/2013
- ☑ **6th best city in US for connecting workers to jobs using Public Transportation**
Brookings Institute—July 2012
- ☑ **One of the 10 best park systems in the nation**
Trust for Public Land—2012
- ☑ **3rd most fittest city**
Men's Fitness Magazine— 2012
- ☑ **3rd best city to make movies**
Moviemaker.com— June 2012
- ☑ **Top 25 best places to Retire**
CNNMoney.com—Sept. 2011
- ☑ **15th best city in Bloomberg's Business Week (best cities)**
Bloomberg's Business Week—2011
- ☑ **#17th best bike friendly city**
Bicycling Magazine—2010
- ☑ **Top Ten for Being a Healthy Community**
Outside Magazine—#6—August 2009
- ☑ **One of the Best Cities in the Nation**
Kiplinger Magazine—#2—July 2009
- ☑ **Top 10 places to Live**
U.S. News & World Report—June 2009
- ☑ **AAA rates Albuquerque 2nd in vacation affordability**
American Automobile Association—June 2008
- ☑ **UNM Anderson School Ranked in Global 100**
Aspen Institute, October 2007

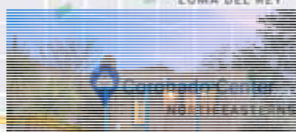
- ☑ **Forbes Ranks Albuquerque #8 in Best Cities for Jobs**
Forbes, October 2007
- ☑ **UNM Schools Ranked Among Best**
Hispanic Business- September 2007
- ☑ **Albuquerque Named 25th Among America's Hottest Job Markets**
- ☑ **Albuquerque Named Among the 50 Best Adventure Towns**
National Geographic Magazine, September 2007
- ☑ **New Mexico Ranked Fifth Nationally for Manufacturing Momentum**
Business Facilities, June 2007
- ☑ **Albuquerque Ranked #9 Among Cities for Most Educated Workforce**
Business Facilities- June 2007
- ☑ **New Mexico Ranked #7 for Pro-Business Climate (#1 in the Southwest)**
Business Facilities, June 2007
- ☑ **Albuquerque Ranked #2 Arts Destination**
- ☑ **Albuquerque Named Among the Top 20 Metros for Nanotech**
Wilson Center's Project on Emerging Nanotechnologies, May 2007
- ☑ **Albuquerque Named one of the Top 20 Midsize Cities for Doing Business**
Inc.com, April 2007
- ☑ **Albuquerque Fittest City in the Nation**
Men's Fitness, March 2007
- ☑ **Albuquerque One of America's 50 Hottest Cities,**
Expansion Management, February 2007
- ☑ **Albuquerque Named a Top 10 City for Movie Making,**
- ☑ **Albuquerque Ranked 3rd Smartest City to Live,**
Kiplinger's Personal Finance, May 2006
- ☑ **Albuquerque One of the Top Metros in U.S. Overall for Public Schools**
- Expansion Management, May 2006
- ☑ **Bizjournals Survey Ranks Albuquerque 18th for Jobs,**
BizJournals, November 2006
- ☑ **Albuquerque Best in Nation for Business and Careers**
Forbes, May 2006
- ☑ **Forbes Magazine Ranks Albuquerque as 5th Best Metro Overall and Lowest Cost City for Doing Business-** *Forbes, May 2005*

Albuquerque's Economic Engines

Albuquerque offers a diversity of economic engines from Amazon, to Intel, to UNN/CNM to Facebook/Meta, Sandia National Laboratories to the downtown medical cluster (3 hospitals) to the Netflix studios.



DMC



Sandia National Laboratories

NEW MEXICO PRODUCTIONS THAT HAVE WRAPPED				
Name	NM crew	NM talent (performing artists)	NM background and extras	
Paul's Promise aka "Retribution"	35	10	80	
Them Covenant (Episode 8)	199	32	500	
The Harder They Fall	350	25	100	
Captive	22	4	15	
Peace River	5	15	25	
Roswell (Season 3)	275	110	2200	
Canyon del Muerto	130	30	600	
Third Story Automotive	0	4	0	
Land of Dreams (Part 2)	30	20	150	
Cry Macho	200	0	700	
Intrusion	134	32	134	
Meow Wolf Denver	150	60	75	
Slayers	33	5	2	
The Commando	35	14	28	
Cleaning Lady (Pilot)	120	400	500	
Cop Shop	51	27	30	
Outer Range	428	7	1000	
The Wrong Guy	20	10	5	
Twalette	1	2	4	
Better Call Saul (Season 6)	400	110	1500	
Monogamy	35	11	30	
Dr. Death (Season 1)	170	5	100	
Holiday in Santa Fe	18	5	50	
Dig	26	5	0	
Surrounded	140	21	30	
When You Finish Saving the World	110	13	80	
The Ray	100	5	25	
Lullaby	85	4	0	
Total	3302	986	7963	

Source: New Mexico Film Office

Multifamily investment sales process and thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 36 years. In that time, I have listed/sold over 18,300 units totaling \$875.7M in over 966 transactions. I also teach investment sales analysis for the CCIM institute (27 years, over 4,000 students in a dozen countries). I share this with you so you know that the balance of this document comes from experience, and my ideals about how the apartment business runs. This also gives you insight into how we counsel and advocate for our clients.

Most of your **Buyer's questions** about rents, expenses, and property info can be answered by downloading the flyer & APOD (Annual Property Operating Data) from the document center. **Please READ THEM. If you are new to investment sales, I am glad to assist you, but please know:**

Showings/Tours

Residents have rights under the NM Landlord Resident Relations act, and Landlords take that law seriously.

Many Landlords consider their residents to be their **customers**. They work hard to keep them **happy**. Any attempt by a 3rd party to visit the property without the Landlord's prior written approval jeopardizes the Landlord's and Resident's happy customer relationship.

Do not disturb the residents, do not walk the property. It is considered rude to do either, and many Sellers will refuse to work with Buyers who violate this provision.

Landlords (Sellers) rarely are willing to show a property prior to having an offer.

Where possible, we have included virtual tours in high definition – please look to the flyer for those links.

Sellers suggest Buyers make an offer subject to inspection and that the buyer work hard to consolidate their inspections and appraisal review on the same business day, to minimize the impact on the residents, who are the sellers clients.

Commercial vs. Residential Real Estate sales

Apartment investments are considered commercial real estate sales. Although the occasional apartment will sell to an owner/occupant, from the Seller's and Listing Broker's perspective, they approach the transaction in a business-like manner, where it is all about the numbers, and very little about the emotions.

Commercial brokers work regular business hours during business days, and so do most of their clients. Please do not write an offer with an expiration date on a weekend, or a response period of anything less than 3 business days. Please do not text, or expect return phone calls after regular business hours.

Offers

Commercial transactions often start with a two page letter of intent or LOI – this allows the parties to share the skeleton of a deal. If they can reach a meeting of the minds, they will then flesh out the details in a purchase and sale agreement. If your client chooses to do a letter of intent, please make sure your letter of intent form includes the basics like price, closing date, contingencies, and who pays what closings costs.

The current (2021) activity level from investors interest in our marketplace is three times higher than it was before then pandemic, which was 10 times higher than it was in 2016, our market is saturated with out of state investors, and I often tell buyers that they have a 1 in 10 chance of becoming an owner, where as everyone of my Sellers have a 1 in 1 chance of selling.

Please let your client know that I work with my clients on a merit based negotiation system - we do not play the high/low game, and my **listing agreement pre-authorizes me to let you know when a (low) offer is likely not to be responded to by my Seller, so call first before your client suggests a low ball offer.**

If your client's strategy is to count days on market and expect a discount, please let them know we specialize in helping our clients establish the leading edge of current market pricing, and our clients are prepared to wait for the right investor who can meet their deal goals.

The follow-up questions Sellers ask after what is the price is, does the Buyer know the market? Have they been here? Do they have a team (management, lender, etc.) in place? Be prepared to answer these questions an advocate for your buyer, particularly if there are multiple competing offers.

Most of my Sellers are as focused on certainty of closing as they are the price, so don't be surprised when we ask you for proof of funds of down payment and a prequal letter from a qualified lender.

The standard in commercial transactions is that the Buyer pays for their own inspections and financing costs, and issues raised by the Buyer's lender are the Buyers to deal with. As the seller is sharing the information on the property with the buyer, the expectation is the buyer will share all information with the seller so they can troubleshoot/problem solve together.

BID Process

If this property is being marketed with the BID process, then **the ask (start) price is set low** with the intention of garnering a lot of investor interest that will lead to multiple offers, a best and final round **with a final close price that is considerably higher than the original ask price**. This process may be new to you, but we have been using it for over 16 years. By participating in the BID Process, best case, your buyer becomes an owner, worst case they receive an education on current market conditions.

If the property is being marketed using the BID process, the tour date and time is the **only time** the property is available for a viewing. This is not an inspection. Please do not bring your vendors, inspectors, ladders, etc. This is not an open house, but a guided tour that lasts 10 to 20 minutes and allows you a chance to view the interior condition.

Client Control

Your client's actions represent you in this transaction, and your actions represent them. Please let your client know they have only one chance to make a good impression with my Sellers.

When in doubt, please ask for permission via email, **do not** take action and expect forgiveness from a Seller. Please let your clients know that their actions will be considered by the Seller when they review offers and rank them in likelihood to close.

Open invitation – on a monthly basis, we host a luncheon for brokers and property managers who have an interest in apartment investments – just email me for an invitation.

Please know that I love this business and I am glad to share my knowledge, expertise and enthusiasm with you and your Buyer. I want to help you, help them, to be a great landlord and investor.

I look forward to working on this transaction with you—Sincerely, **Todd Clarke CCIM CIPS**

Is the Seller offering a credit for a buyer to self represent or paying a fee for a buyer's broker?

NM Apartment Advisors has created a mechanism, where you can email 24/7 to discover what compensation/credit a seller is offering by sending an

Email to compensation@nmapartment.com with the subject: NMAA-25712200

To receive a document confirming buyer's broker compensation and/or buyer's credit from the seller for this listing.

Further Information

Do not disturb residents. Contact listing agent for additional information and register online for confidential information.

<https://www.nmapartment.com/220GeneralStilwellNE>

Marketing Advisors

In the event of multiple offers, BID process will be used. Additional information on the sales process can be found at www.nmapartment.com/bidprocess/bidprocess.pdf

The owner and property are represented by Todd Clarke CCIM of NM Apartment. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.

Todd Clarke  CIPS

CEO

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