

1920 Lead Avenue SE  
Albuquerque, NM 87106



Units: 4  
SF: 2,050  
Acres: .2089  
Ask Price: \$599,237  
GRM: 12.95  
Cap Rate: 5.90%

Register for Additional Information: [www.nmapartment.com/1920LeadAveSE](http://www.nmapartment.com/1920LeadAveSE)  
Virtual Tour - Apt B: [www.nmapartment.com/lead1920se3d](http://www.nmapartment.com/lead1920se3d)

UNM Area fourplex

# The Portfolio

On behalf of the owners, NM Apartment Advisors Inc. and Deacon Property Services are excited to present this opportunity to acquire this unique and charming UNM area 4-plex. Exceptional UNM area location close to Roosevelt Park, CNM, UNM Hospital, Downtown, & just 2 blocks Presbyterian Hospital.

Recent property upgrades include a newer roof, thermal windows, updated electrical service, zoned mini-split heating and cooling in all units, and upgraded, quality contemporary finishes across all four apartments. Each apartment features a very distinct floor plan with unique artistic touches and amenities throughout. You'll also find awesome value-add opportunities by capitalizing on creating more common and private yard spaces or adding additional apartments.

Large lot offers tons of great off-street parking and access options (off both the alley and Lead Ave) and lots of potential for additional units. Detached garage is separately metered for electric and could be converted into another unit or generate more income renting to a resident (owners currently retain the garage for personal storage).

Properties like this, in a market where amazing job growth from all of the new Netflix, Facebook, Intel, and Amazon jobs, go quickly. Do not wait as you will be honored to own this one.



# The Property

**Address:** 1920 Lead SE  
**Number of units:** 4  
**Year of construction:** 1935  
**Bldg. Size:** 2,050 sf +/-  
**Site Size:** 0.2089 acres  
**Avg. Unit Size:** 513 sf

**UPC#:** 101505743017641621  
**Legal:** Lot 7, Block 1, Terrace Park & E20 ft Lot 8

<b>Ask Price:</b>	<b>\$599,237</b>	
<b>\$/ unit:</b>	<b>\$149,809</b>	
<b>\$/sf:</b>	<b>\$292.31</b>	
	<b>Actual</b>	<b>Proforma</b>
<b>Avg Rent:</b>	\$1,011	\$1,294
<b>GRM:</b>	12.35	9.65
<b>Cap Rate Before Reserves:</b>	6.05%	7.61%
<b>Cap Rate After Reserves:</b>	5.90%	7.46%
<b>NOI:</b>	\$35,379	\$44,694
<b>Before Tax IRR:</b>	13.3%	
<b>After Tax IRR:</b>	9.9%	



# Annual Property Operating Data (APOD)

## NM Apartment Advisors Financial Overview for: 1920 Lead Ave SE

Prepared by: Todd Clarke CCIM 6/13/2024

Unit/Rent Summary		E	C	A							
Unit #	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		1br/1ba + \$30 RUBs	575	\$ 925	\$ 925	\$ 1,325	\$ 1.61	\$ 925	\$ 925	\$ 1,325	575
B		1br/1ba	625	\$ 945	\$ 925	\$ 1,450	\$ 1.51	\$ 945	\$ 925	\$ 1,450	625
C		1br/1ba	450	\$ 1,175	\$ 1,133	\$ 1,200	\$ 2.61	\$ 1,175	\$ 1,133	\$ 1,200	450
D		1br/1ba + \$75 RUBs	400	\$ 1,000	\$ 1,050	\$ 1,200	\$ 2.50	\$ 1,000	\$ 1,050	\$ 1,200	400
4	total units / Avg. Unit Size=		513	\$ 1,011	\$ 1,008	\$ 1,294		\$ 4,045	\$ 4,033	\$ 5,175	2,050
	Avg Actual Rent \$/sf=			\$ 1.97	\$ 1.97	\$ 2.52		\$ 48,540	\$ 48,396	\$ 62,100	

Benchmarks			
Offering Price	\$599,237		
\$/unit	\$149,809		
\$/sf	\$292.31	Actual	Proforma
GRM	12.35	9.65	
CAP Before Reserves	6.05%	7.61%	
CAP After Reserves	5.90%	7.46%	
Cash on Cash	1.45%	7.67%	
DCR=	1.07	1.35	
Walk Score: 88, Transit: 44, Bike: 89			



Income			
1	A.	Total Potential Market Income	\$ 62,100
2	B.	Less: loss to market lease	\$ 13,704 22%
3	C.	Total Potential Income (Street)	\$ 48,396
4	D.	Less: Loss to lease	\$ (144) 0%
5	E.	Total Income	\$ 48,540
6	F.	Less: vacancy 5.0%	\$ 2,427 5% Market average
7	G.	Effective Rental Income	\$ 46,113
8	H.	Plus: Other Income	\$ 1,260 RUBS
9	I.	Gross Operating Income	\$ 47,373

Expenses (Annual)	2023 Est.				Based on: Estimate/Actuals				Proforma 2024				Based on: Forthcoming yr.			
		\$/unit	%			\$/unit	%			\$/unit	%			\$/unit	%	
20 Real Estate Taxes	\$3,904	\$976	8%	2023 Actual	\$7,255	\$1,814	12%	Potential 2024= .85*Sales Price*mill levy								
21 Personal Property Taxes	based on 2023 mill levy assessed at \$274,100															
22 Property Insurance	\$1,800	\$450	4%	Estimate	\$1,854	\$464	3%	Potential 2024 = 2023+3%								
23 Property Management:																
24 Off Site Management	Likely owner occupant															
25 Payroll-Onsite Personnel																
28 Repairs and Maintenance	\$2,600	\$650	5%	Estimate	\$2,678	\$670	4%	Potential 2024 = 2023+3%								
29 Utilities:																
30 Water, Sewer, Refuse	\$2,160	\$540	5%	Estimate	\$2,225	\$556	4%	Potential 2024 = 2023+3%								
31 Gas																
32 Electric																
33 Cable																
34 Refuse - Waste Management																
37 Advertising/Licenses/ Commissions																
38 Admin/Supplies																
39 Miscellaneous	\$150	\$38	0%	Est.	\$155	\$39	0%	Potential 2024 = 2023+3%								
40 Contract Services:																
41 Internet																
42 Pest Control	\$480	\$120	1%	Est.	\$494	\$124	1%	Potential 2024 = 2023+3%								
45 Carpet Cleaning																
46 Internet	repairs+unit turn+reserve=8to10%															
48 Reserve for replacement	\$900	\$225	2%	new lender will require	\$900	\$225	1%	new lender will require								
49 Total Operating Expenses	\$11,994	\$2,998	25%		\$15,561	\$3,890	25%									
50 Net Operating Income	\$35,379	\$8,845			\$44,694			Potential Market less 5% vacancy + other income								
	ADS	Loan	LTV	Pmt	Term	Interest Rate										
Less: Annual Debt Service	\$33,206	\$ 449,428	75%	\$2,767	30	6.25%										
Cash Flow Before Taxes	\$2,173				\$11,487											

# Internal Rate of Return

		Year					Calculated for 1st year of next owners, ownership
		1	2	3	4	5	6
Total Potential Market Income	3.5% Increases	\$62,100	\$64,274	\$66,523	\$68,851	\$71,261	\$73,755
2 Less: loss to market lease	22.1%	\$13,704	\$14,184	\$14,680	\$15,194	\$15,726	\$16,276
3 Total Potential Income (Max Rent)		\$48,396	\$50,090	\$51,843	\$53,658	\$55,536	\$57,479
4 Less: Loss to lease	-0.3%	-\$144	-\$149	-\$154	-\$160	-\$165	-\$171
5 Total Income		\$48,540	\$50,239	\$51,997	\$53,817	\$55,701	\$57,650
6 Less: vacancy	5.0%	\$2,427	\$2,512	\$2,600	\$2,691	\$2,785	\$2,883
7 Effective Rental Income		\$46,113	\$47,727	\$49,397	\$51,126	\$52,916	\$54,768
8 Plus: Other Income	2.0% Increases	\$1,260	\$1,285	\$1,311	\$1,337	\$1,364	\$1,391
9 Gross Operating Income		\$47,373	\$49,012	\$50,708	\$52,463	\$54,280	\$56,159
Total Operating Expenses	2.0% Increases	\$11,994	\$12,234	\$12,479	\$12,728	\$12,983	\$13,242
<b>Net Operating Income</b>		\$35,379	\$36,778	\$38,230	\$39,735	\$41,297	\$42,917
Mortgage Balance		\$444,161	\$438,556	\$432,591	\$426,241	\$419,483	
ADS		\$33,206	\$33,206	\$33,206	\$33,206	\$33,206	
- Principal Reduction		\$5,266	\$5,605	\$5,966	\$6,349	\$6,758	
= Mortgage interest		\$27,940	\$27,601	\$27,241	\$26,857	\$26,449	
- cost recovery (annual)	27.5 yrs @	\$16,707	\$17,432	\$17,432	\$17,432	\$16,707	includes mid mon
= Taxable Income		-\$9,268	-\$8,255	-\$6,443	-\$4,554	-\$1,858	
Tax on income at ordinary income rate of		\$0	\$0	\$0	\$0	\$0	
NOI		\$35,379	\$36,778	\$38,230	\$39,735	\$41,297	
- Annual Debt Service		\$33,206	\$33,206	\$33,206	\$33,206	\$33,206	
= <b>Cash Flow Before Tax</b>		\$2,173	\$3,572	\$5,023	\$6,529	\$8,090	
- Less Ordinary Income Tax		\$0	\$0	\$0	\$0	\$0	
= <b>Cash Flow After Tax</b>		\$2,173	\$3,572	\$5,023	\$6,529	\$8,090	

## Sales Worksheet

### Calculation of Adjusted Basis

1 Basis at Acquisition	\$599,237
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$85,711
4 =Adjusted Basis at Sale	\$513,526

### Calculation of Capital Gain

Disposition CAP Rate	5.9%
5 Sale Price	\$726,906
6 -Costs of Sale	\$58,152
7 -Adjusted Basis at Sale	\$513,526
8 =Gain or (Loss)	\$155,227
9 -Straight Line Cost Recovery (limited to gain)	\$85,711
# =Capital Gain from Appreciation	\$69,516

### Calculation of Sales Proceeds after tax

# Sale Price	\$726,906
# -Cost of Sale	\$58,152
# -Mortgage Balance(s)	\$419,483
# =Sale Proceeds Before Tax	\$249,270
# -Tax: Straight Line Recapture at	\$21,428
# -Tax on Capital Gains at	\$13,903
# =SALE PROCEEDS AFTER TAX:	\$213,939

IRR Before tax = 13.3%

n	\$
0	\$(149,809)
1	\$2,173
2	\$3,572
3	\$5,023
4	\$6,529
5	\$8,090 + \$249,270

IRR After tax = 9.9%

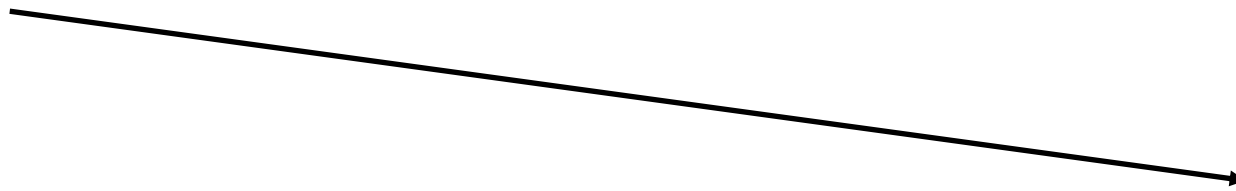
n	\$
0	\$(149,809)
1	\$2,173
2	\$3,572
3	\$5,023
4	\$5,023
5	\$6,529 + \$213,939

Investor's Effective Tax Rate = 26%

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 26%.





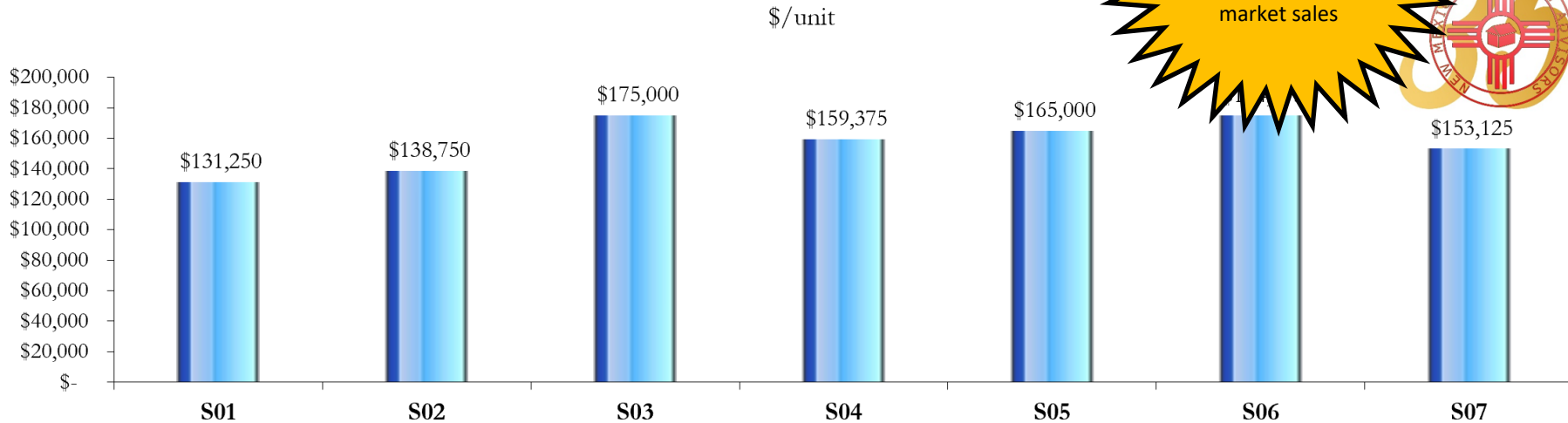
# Comparable Sales

## Comparable Sales Analysis for:

1920 Lead Ave SE

Compiled by Todd Clarke CCIM

Seller priced the property below comparable market sales



#	Name	Add#	Location	QD	City	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01		1302	Dartmouth	SE	Albuquerque	4	1951	\$ 599,000	\$ 525,000	11/29/23	\$ 131,250	\$ 229	\$643	17.02	3.63%
S02		701	14th	NW	Albuquerque	4	1936	\$ 483,903	\$ 555,000	2/16/23	\$ 138,750	\$ 191	\$906	12.76	4.84%
S03		907	Silver	SW	Albuquerque	4	1911	\$ 710,000	\$ 700,000	8/31/23	\$ 175,000	\$ 187	\$1,284	11.52	4.95%
S04		2900	Palo Verde	NE	Albuquerque	4	1979	\$ 637,500	\$ 637,500	AVAIL	\$ 159,375	\$ 188	\$1,275	10.42	5.47%
S05		224	Osuna	NW	Albuquerque	4	1992	\$ 594,945	\$ 660,000	PENDING	\$ 165,000	\$ 175	\$974	14.86	4.89%
S06		4313	Savaba	RR	Rio Rancho	4	2004	\$ 699,500		PENDING	\$ 174,875	\$ 170	\$1,028	14.18	4.70%
S07		652	Vancouver	RR	Rio Rancho	4	1997	\$ 612,500	\$ 612,500	AVAIL	\$ 153,125	\$ 227	\$1,163	10.97	5.20%

\*imputed @ 5% vac, 40% exp

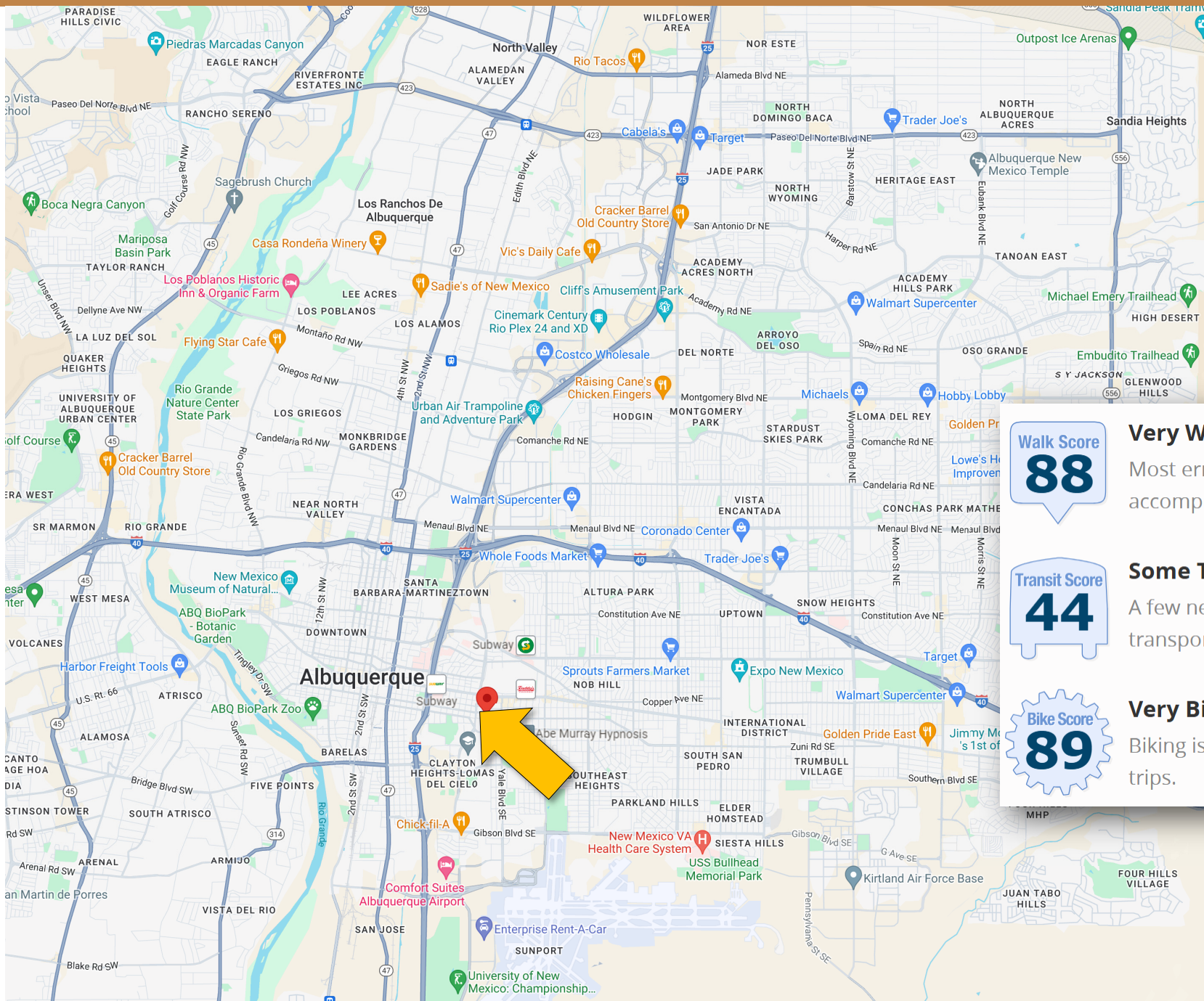
<b>SOLD Summary</b>											<b>Averages=</b>	<b>\$ 156,768</b>	<b>\$195</b>	<b>\$1,039</b>	<b>13.10</b>	<b>4.8%</b>
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<b>Subject Property</b>											<b>4</b>	<b>\$ 599,237</b>	<b>Average=</b>	<b>\$ 149,809</b>	<b>\$292</b>	<b>\$1,011</b>	<b>12.35</b>	<b>6.1%</b>
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**Average of Comparable SOLD applied to subject property**

GRM	17.02	\$ 806,447
Cap rate	4.8%	\$ 735,472
\$/unit	\$156,768	\$ 627,071
\$/sf	\$195	\$ 399,977
<b>Average=</b>		<b>\$ 642,242</b>

# Location



Walk Score  
**88**

## Very Walkable

Most errands can be accomplished on foot.

Transit Score  
**44**

## Some Transit

A few nearby public transportation options.

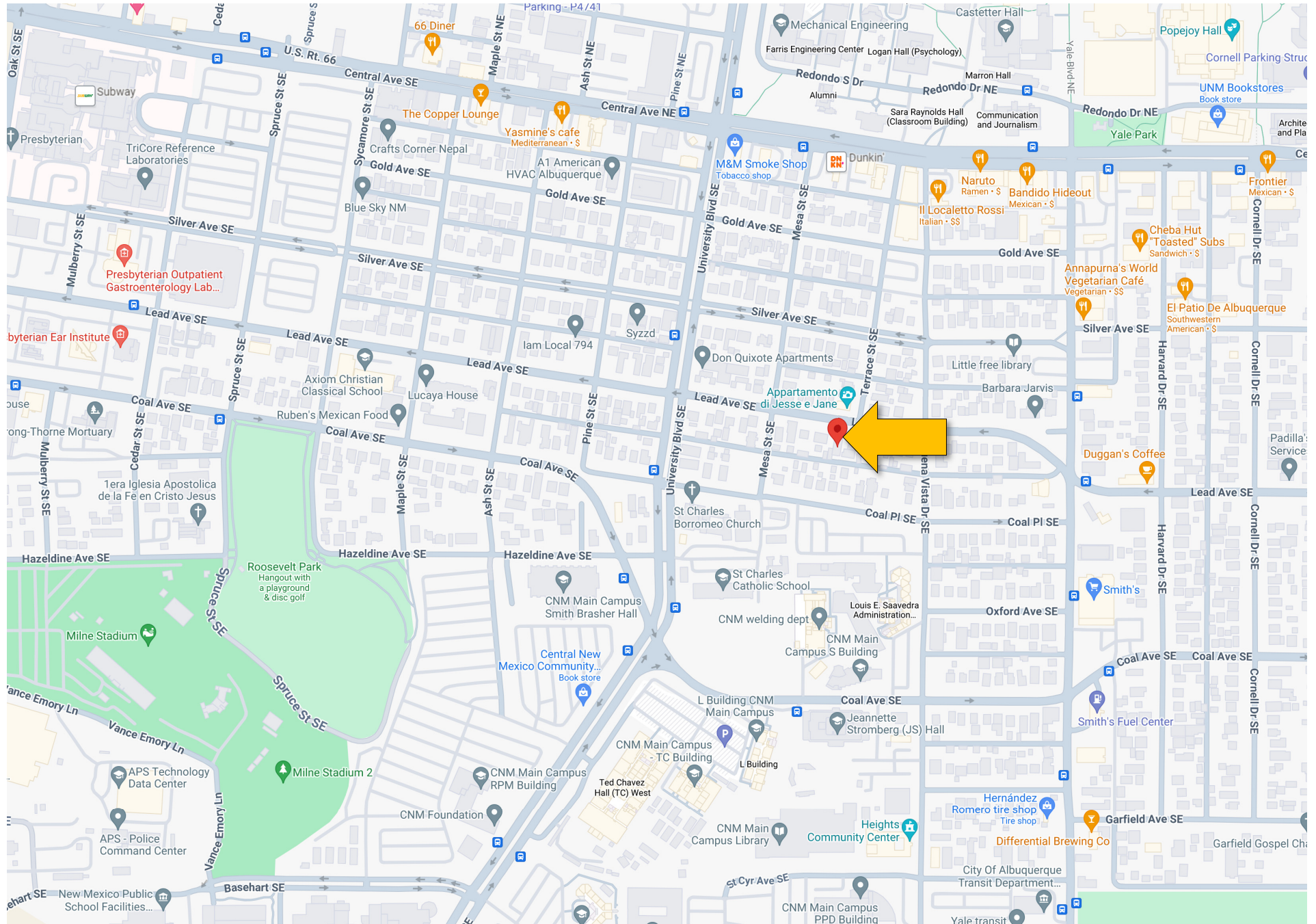
Bike Score  
**89**

## Very Bikeable

Biking is convenient for most trips.



# Location - Neighborhood near UNM & CNM



# Property Info - GIS - 1920 Lead SE

Platted Parcel Address: 1920 LEAD AV SE  
Assessor Parcel Address: 1920 LEAD AVE SE  
Report Date: 5/31/2024  
[www.cabq.gov/gis](http://www.cabq.gov/gis)

## Bernalillo County Assessor Ownership Data

[Visit the Bernalillo County Assessor Office for more information.](#)

Owner Name: 715 FRUIT AVE LLC  
Owner Address: 1920 LEAD AVE SE APT D ALBUQUERQUE NM 87106-5409  
Uniform Property Code (UPC): 101505743017641621  
Tax Year: 2024  
Tax District: A1A  
Legal Description: \* 007 001TERRACE PARK & E20 FT L8  
Property Class: R  
Document Number: 2021136239 111621 SW - EN  
Acres: 0.2089

## Albuquerque Planning and Zoning Data

Jurisdiction: ALBUQUERQUE  
IDO Zone District: [R-ML](#)  
IDO District Definition: Multi-family Low Density  
Zone Atlas Page: [K-15](#)  
Land Use: 01 | Low-density Residential  
Lot: 7  
Block: 1  
Subdivision: TERRACE PARK ADDN  
[Bernalillo County Planning and Zoning](#)

## Neighborhood Associations

City Recognized Neighborhood Associations: [Silver Hill NA](#), [Silver Hill NA](#)  
[Albuquerque Office of Neighborhood Coordination](#)

## Services

Police Beat: 322  
Area Command: SOUTHEAST  
Residential Trash Pickup and Recycling: Wednesday

## City Council Districts

City Council District: [6 - Nichole Rogers](#)  
Councilor Email Address: [nrogers@cabq.gov](mailto:nrogers@cabq.gov)  
Policy Analyst: Paloma Garcia  
Policy Analyst Email Address:  
Policy Analyst Phone Number: 505-768-3100

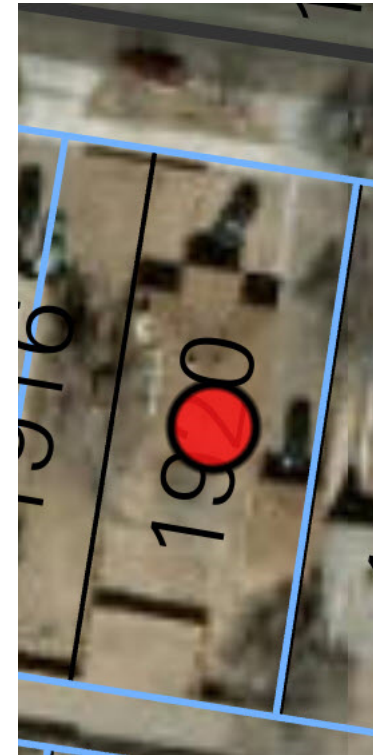
## Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury  
County Commission District: 3 - Adriann Barboa  
NM House Of Representatives: 18 - Gail Chasey  
NM Senate: 16 - Antoinette Sedillo Lopez

## APS School Service Areas

Elementary School: MONTE VISTA  
Middle School: JEFFERSON  
High School: ALBUQUERQUE  
[Albuquerque Public Schools](#)

FEMA Flood Zone: X  
[FEMA Flood Map Service Center](#)



### Very Walkable

Most errands can be accomplished on foot.



### Some Transit

A few nearby public transportation options.



### Very Bikeable

Biking is convenient for most trips.



# Property Photographs - Exterior



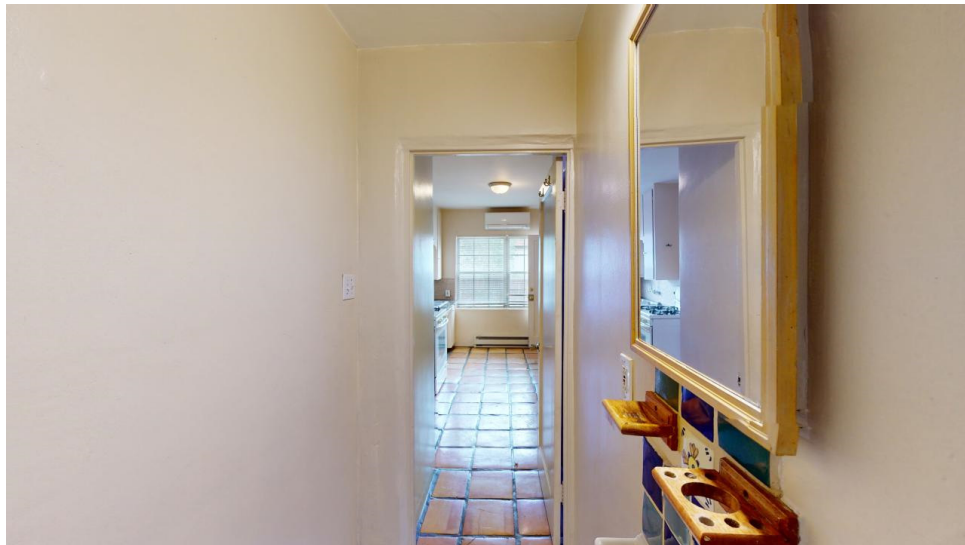


# Interior Photos



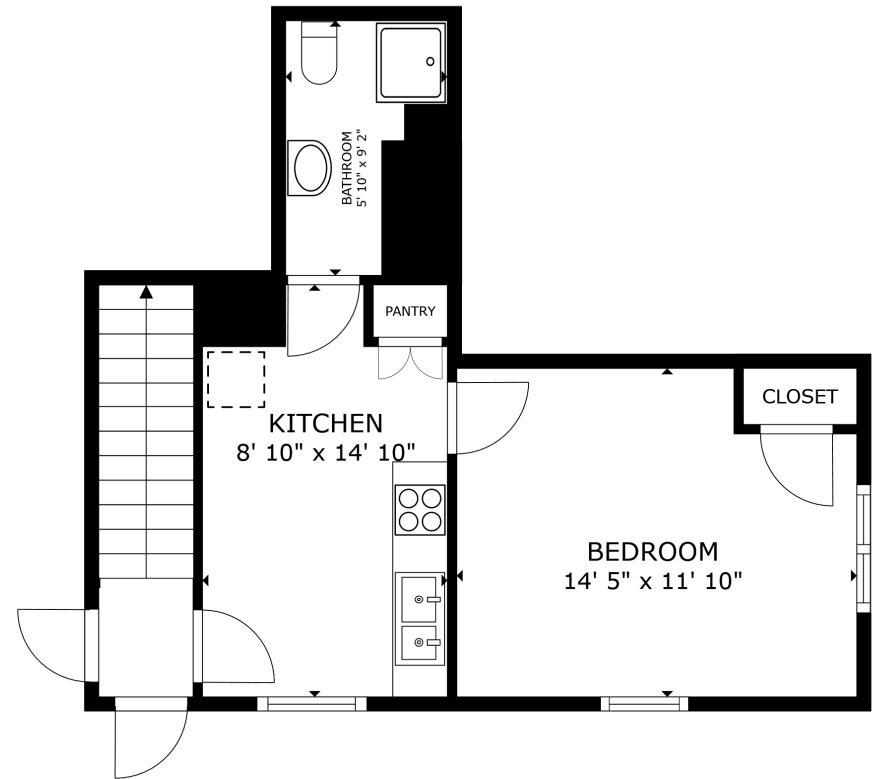


# Interior Photos



# Floorplan

Virtual Tour: [www.nmapartment.com/lead1920se3d](http://www.nmapartment.com/lead1920se3d)



FLOOR PLAN

All measurements are approximate.



# 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.



**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
<b>Total</b>	<b>3302</b>	<b>986</b>	<b>7963</b>

Source: New Mexico Film Office



**DMC**

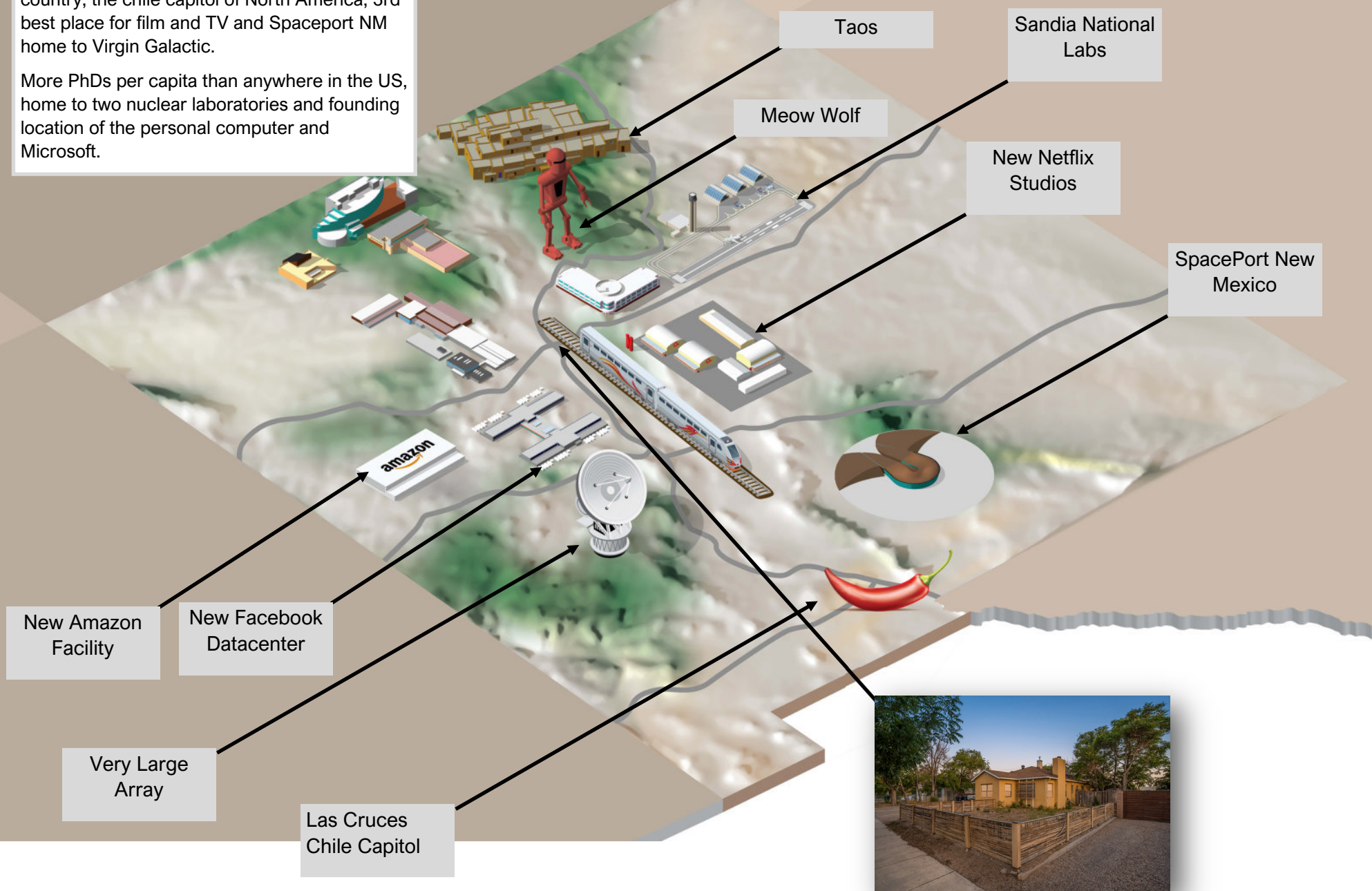


**Sandia National Laboratories**

# New Mexico is on the international map

New Mexico is home to the oldest Capitol in the country, the Chile Capitol 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.





# Reasons to invest in Albuquerque, NM

## Albuquerque is home to



Facebook

Data Center

A



Distribution center under construction—announced 1,000 new jobs

A

Apple

N



announced \$1 Billion of new programming

G

Google

Three of the six F.A.A.N.G. tech companies:

Due to Sandia and Los Alamos National (nuclear) Laboratories - New Mexico has more PhDs per capita than any other state.

## #3rd place in United States for Film and TV

The city has made a major investment in its transportation corridor - along historic Route 66 the new A.R.T. or Albuquerque Rapid Transit has been installed - a \$130M investment and upgrade into this transit corridor. Did you know that apartment communities in the top 10% of walk, bike or transit scores achieve 25% higher rents?



Albuquerque offers over

## 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*

Kiplinger Millionaires in America 2020: All 50 States Ranked | Slide 9 of 52  
44. New Mexico



**MILLIONAIRE HOUSEHOLDS: 40,450**  
**TOTAL HOUSEHOLDS: 813,135**  
**Concentration of Millionaires: 4.97%**

**RANK: 44 (+1 from last year)**

**MEDIAN INCOME FOR ALL HOUSEHOLDS: \$47,169**

**MEDIAN HOME VALUE: \$174,700**

New Mexico is a land of stark contrasts when it comes to its millionaire population. Los Alamos, New Mexico – best known for the world-famous Los Alamos National Laboratory – seems like an unlikely place to find a lot of millionaires. **But at 13.2%, it has the second-highest concentration of millionaires per capita of any city in the U.S.**

In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

Yet outside of Los Alamos, the state's concentration of millionaires puts it in the bottom 10 in the U.S. Fewer than 1 in 20 households claiming investable assets of \$1 million or more.



# Multifamily investment sales process / thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 35 years. In that time, I have listed/sold over 17,465 units totaling \$830M. 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 3<sup>rd</sup> 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**

# Further Information

Do not walk property.

To register for access to confidential documents go to:

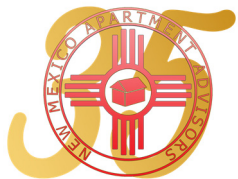
[www.nmapartment.com/1920LeadAveSE](http://www.nmapartment.com/1920LeadAveSE)

Virtual tour: [www.nmapartment.com/lead1920se3d](http://www.nmapartment.com/lead1920se3d)

# 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](http://www.nmapartment.com/bidprocess/bidprocess.pdf)

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



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