

1027 Truman Street SE
Albuquerque, NM 87108



Register for Additional Info: www.nmapartment.com/truman1027SE

Virtual Tour: <http://www.nmapartment.com/truman1027se3d>

Ridgecrest 10-plex

Units: 10
Appx Size: 5,500 sf
Land: 0.33 ac
Start Price: \$923,759
GRM: 10.02
Cap Rate: 6.36%
IRR after Tax: 10.0%

The Offering

On behalf of the owner, NM Apartment Advisors and Deacon Property Services are thrilled to bring to market this mid-century modern gem of a 10 unit apartment complex. Excellent Ridgecrest location: pride of ownership block right off Ridgecrest Ave. and Kathryn Ave. Close to UNM, CNM, Kirtland Air Force Base, the Sunport, and Nob Hill.

This property is positioned to reap the benefits of Albuquerque's largest and most concentrated revitalization and infill development effort along the south San Mateo and Gibson corridors. It's also just blocks to the brand new Albuquerque Community Safety Headquarters and the Max Q mixed use Development project.

Simple runway to value-add equity gain and exceptional cash flow. Nearly all essential value-add work is complete at the property, yet rents are 25% to 30% under market (as is). All units feature excellent / pragmatic floor plans complimented by well-preserved mid-century modern finishes (hardwood floors, built-ins, cool tile work, great closet space) with washer dryers, private yard / patio spaces and other smart updates. Separately metered for gas and electric with further value add ready through implementing a simple RUBS billback system for water/sewer/garbage. Meanwhile, the project-minded investor will find even greater value-add in further upgrading these awesome apartments.

Opportunities like this – in this size and price range - only come around once every couple of years. Don't spend the next 2 years looking in the rear view mirror, wishing you'd bought this gem.



The Property

Address: 1027 Truman Street SE

Number of units: 10

Year of construction: 1955 Per Assessor Records
1966 Per Owner

Bldg. Size: 5,500 sf +/- per Assessor

Site Size: 0.33 acres

Avg. Unit Size: 550 sf

UPC#: 1-017-056-499290-10704

Legal: Lot 21 & 22, Block 73, San Mateo Heights

Ask Price: \$923,759

\$/ unit: \$92,376

\$/sf: \$167.96

	Actual/Est (2023)	Proforma (2024)
Avg. Rent:	\$769	\$985
GRM:	10.02	7.82
Cap Rate Before reserves:	6.36%	7.83%
Cap Rate After reserves:	6.09%	7.56%
Year 1 NOI:	\$56,274	\$69,800
Before Tax IRR:	10.4%	
After Tax IRR:	7.2%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

Prepared by: Todd Clarke CCIM 7/10/2024

Unit/Rent Summary				E		C		A			
#	Unit	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
1	1	1/1 - exp 1/25	535	\$ 775	\$ 775	\$ 975	\$ 1.45	\$ 775	\$ 775	\$ 975	535
1	2	1/1 - exp 12/24	535	\$ 775	\$ 775	\$ 975	\$ 1.45	\$ 775	\$ 775	\$ 975	535
1	3	1/1 - exp 4/24	535	\$ 745	\$ 775	\$ 975	\$ 1.39	\$ 745	\$ 775	\$ 975	535
1	4	1/1 - vacant	610	\$ 775	\$ 775	\$ 1,025	\$ 1.27	\$ 775	\$ 775	\$ 1,025	610
1	5	1/1 - exp 5/25	535	\$ 775	\$ 775	\$ 975	\$ 1.45	\$ 775	\$ 775	\$ 975	535
1	6	1/1 - exp 3/24	535	\$ 775	\$ 775	\$ 975	\$ 1.45	\$ 775	\$ 775	\$ 975	535
1	7	1/1 - exp 1/25	610	\$ 750	\$ 775	\$ 1,025	\$ 1.23	\$ 750	\$ 775	\$ 1,025	610
1	8	1/1 - exp 3/25	535	\$ 775	\$ 775	\$ 975	\$ 1.45	\$ 775	\$ 775	\$ 975	535
1	9	1/1 - exp 3/24	535	\$ 775	\$ 775	\$ 975	\$ 1.45	\$ 775	\$ 775	\$ 975	535
1	10	1/1 - MTM	535	\$ 765	\$ 775	\$ 975	\$ 1.43	\$ 765	\$ 775	\$ 975	535
10	total units/Avg. Unit Size=			550	\$ 769	\$ 775	\$ 985	Total= \$ 7,685	\$ 7,750	\$ 9,850	5,500
	2 Floorplans / Avg. Unit Rent per SF=				\$ 1.40	\$ 1.01	\$ 1.79	\$ 92,220	\$ 93,000	\$ 118,200	5,500 Per Assessor

Benchmarks

Offering Price	\$923,759		
\$/unit	\$92,376		
\$/sf	\$167.96		
GRM	10.02	Actual	Proforma
CAP Before Reserves	6.36%	10.02	7.82
CAP After Reserves	6.09%	7.83%	7.83%
Cash on Cash	2.20%	6.09%	7.56%
DCR=	1.10	2.20%	8.00%
		1.10	1.36
Walk Score: 66, Transit Score: 38, Bike Score: 76			



Income

1	A.	Total Potential Market Income	\$ 118,200	
2	B.	Less: loss to market lease	\$ 25,200	21.32%
3	C.	Total Potential Income (Street)	\$ 93,000	
4	D.	Less: Loss to lease	\$ 780	0.84%
5	E.	Total Income	\$ 92,220	
6	F.	Less: vacancy 5.0%	\$ 4,611	Est.
7	G.	Effective Rental Income	\$ 87,609	
8	H.	Phis: Other Income	\$ -	0.00% Laundry
9	I.	Gross Operating Income	\$ 87,609	

Expenses (Annual)	Based on: Estimates/Actuals		Based on:	
	\$/unit	%		
20 Real Estate Taxes	\$3,584	\$358	4%	2024 Actual
21 Personal Property Taxes				\$ 251,629 total assessment
22 Property Insurance	\$3,500	\$350	4%	2024 Estimate
23 Property Management:				
24 Off Site Management	\$9,451	\$945	11%	10% plus NMGR.T.
25 Payroll-Onsite Personnel				
28 Repairs and Maintenance	\$7,500	\$750	9%	Estimate
29 Utilities:	\$4,200	\$420	5%	Est. - Water only, assumes residents pay G&E
42 Pest Control	\$600	\$60	1%	Estimate
45 Cleaning				
46 Credit Check				repairs+unit turn+reserve=8% to 12%
48 Reserve for replacement	\$2,500	\$250	3%	Required by most lenders
49 Total Operating Expenses	\$31,335	\$3,133	36%	
50 Net Operating Income	\$56,274	\$5,627		
Less: Annual Debt Service	\$51,190	\$ 692,819	75%	Pmt \$4,266 Term 30 Interest Rate 6.25%
Cash Flow Before Taxes	\$5,085			

Proforma 2024	Based on: Forthcoming yr.	
	\$/unit	%
\$11,185	\$1,118	9%
\$3,605	\$361	3%
\$12,113	\$1,211	10%
\$7,950	\$795	7%
\$4,452		
\$685	\$69	1%
\$2,500	\$250	2%
\$42,490	\$4,249	36%
\$69,800		
\$51,190	\$ 692,819	75%
\$18,610		

Internal Rate of Return

		Year					Calculated
		1	2	3	4	5	for 1st year of next owners, ownership
1 Total Potential Market Income	4.5% Increases	\$118,200	\$123,519	\$129,077	\$134,886	\$140,956	\$147,299
2 Less: loss to market lease	21.3%	\$25,200	\$26,334	\$27,519	\$28,757	\$30,051	\$31,304
3 Total Potential Income (Max Rent)		\$93,000	\$97,185	\$101,558	\$106,128	\$110,904	\$115,695
4 Less: Loss to lease	0.8%	\$780	\$815	\$852	\$890	\$930	\$972
5 Total Income		\$92,220	\$96,370	\$100,707	\$105,238	\$109,974	\$114,923
6 Less: vacancy	5.0%	\$4,611	\$4,818	\$5,035	\$5,262	\$5,499	\$5,746
7 Effective Rental Income		\$87,609	\$91,551	\$95,671	\$99,976	\$104,475	\$109,177
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income		\$87,609	\$91,551	\$95,671	\$99,976	\$104,475	\$109,177
Total Operating Expenses	1.0% Increases	\$42,490	\$42,915	\$43,344	\$43,778	\$44,215	\$44,658
Net Operating Income		\$45,119	\$48,636	\$52,327	\$56,199	\$60,260	\$64,519
Mortgage Balance		\$684,701	\$676,060	\$666,864	\$657,076	\$646,658	
ADS		\$51,190	\$51,190	\$51,190	\$51,190	\$51,190	
- Principal Reduction		\$8,118	\$8,641	\$9,196	\$9,788	\$10,418	
= Mortgage interest		\$5,071	\$4,549	\$4,193	\$4,402	\$4,772	
- cost recovery (annual)	27.5 yrs @ 80%	\$5,754	\$26,873	\$26,873	\$26,873	\$25,754	includes mid mo.
= Taxable Income		\$0	-\$20,786	-\$16,539	-\$12,076	-\$6,267	
Tax on income at ordinary income rate of	35%	\$0	\$0	\$0	\$0	\$0	
NOI		\$45,119	\$48,636	\$52,327	\$56,199	\$60,260	
- Annual Debt Service		\$51,190	\$51,190	\$51,190	\$51,190	\$51,190	
= Cash Flow Before Tax		-\$6,071	-\$2,553	\$1,137	\$5,009	\$9,070	
- Less Ordinary Income Tax		\$0	\$0	\$0	\$0	\$0	
= Cash Flow After Tax		-\$6,071	-\$2,553	\$1,137	\$5,009	\$9,070	

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$923,759
2 + Capital Additions	
3 - Cost Recovery (Depreciation) Taken	\$132,128
4 = Adjusted Basis at Sale	\$791,631

Calculation of Capital Gain

Disposition CAP Rate	6.1%
5 Sale Price	\$1,059,103
6 - Costs of Sale	\$37,069
7 - Adjusted Basis at Sale	\$791,631
8 = Gain or (Loss)	\$230,403
9 - Straight Line Cost Recovery (limited to gain)	\$132,128
10 = Capital Gain from Appreciation	\$98,275

Calculation of Sales Proceeds after tax

11 Sale Price	\$1,059,103
12 - Cost of Sale	\$37,069
13 - Mortgage Balance(s)	\$646,658
14 = Sale Proceeds Before Tax	\$375,376
16 - Tax: Straight Line Recapture at 25.0%	\$33,032
17 - Tax on Capital Gains at 20.0%	\$19,655
18 = SALE PROCEEDS AFTER TAX:	\$322,689

IRR Before tax = 10.4%

n	\$
0	\$(230,940)
1	-\$6,071
2	-\$2,553
3	\$1,137
4	\$5,009
5	\$9,070 + \$375,376

IRR After tax = 7.2%

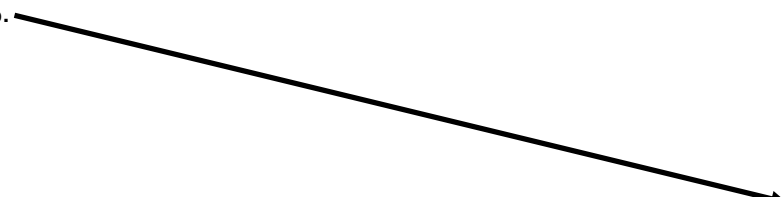
n	\$
0	\$(230,940)
1	-\$6,071
2	-\$2,553
3	\$1,137
4	\$5,009
5	\$9,070 + \$322,689

Investor's Effective Tax Rate = 31%

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%

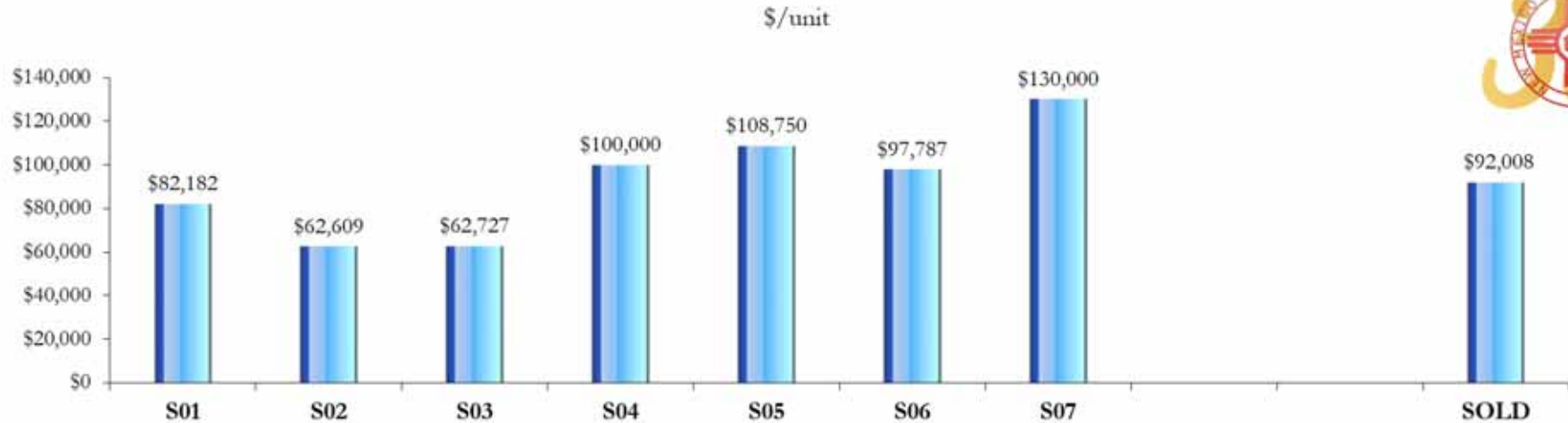
The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 31%.



Comparable Sales

Comparable Sales Analysis for: 1027 Truman SE

Compiled by Todd Clarke CCIM



#	Name	Add#	Street	QD	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP
S01	Girard Commons	1440	Vassar	NE	16		\$ 1,314,914	\$ 1,314,914	10/17/2023	\$82,182	\$ 199.00	\$561	12.21	5.40%
S02	Girard Commons	1409	Girard	NE	23		\$ 1,940,692	\$ 1,440,000	10/16/2023	\$62,609	\$ 202.00	\$515	10.13	5.80%
S03		324	Texas	SE	11	1958	\$ 900,000	\$ 690,000	2/9/2024	\$62,727	\$ 187.50	\$725	7.21	7.91%
S04		1010	Palomas	SE	8	1958	\$ 800,000	\$ 800,000	11/30/2023	\$100,000	\$ 111.11	\$800	10.42	5.47%
S05		12361	Mountain	NE	8	1977	\$ 925,000	\$ 870,000	11/22/2023	\$108,750	\$ 181.25	\$925	9.80	5.82%
S06	Valencia Park	924	Valencia	SE	20		\$ 1,955,736	\$ 1,955,736	9/29/2023	\$97,787	\$ 111.00	\$825	9.88	4.80%
S07	Bart Prince	3409	Tulane	NE	10	1979	\$ 1,300,000	\$ 1,300,000	5/17/2023	\$130,000	\$ 169.89	\$949	11.42	5.30%

* imputed from 5% vac, 40% exp

SOLD					13.71	sr shows 1955				\$ 92,008	\$ 166	\$757	10.15	5.8%
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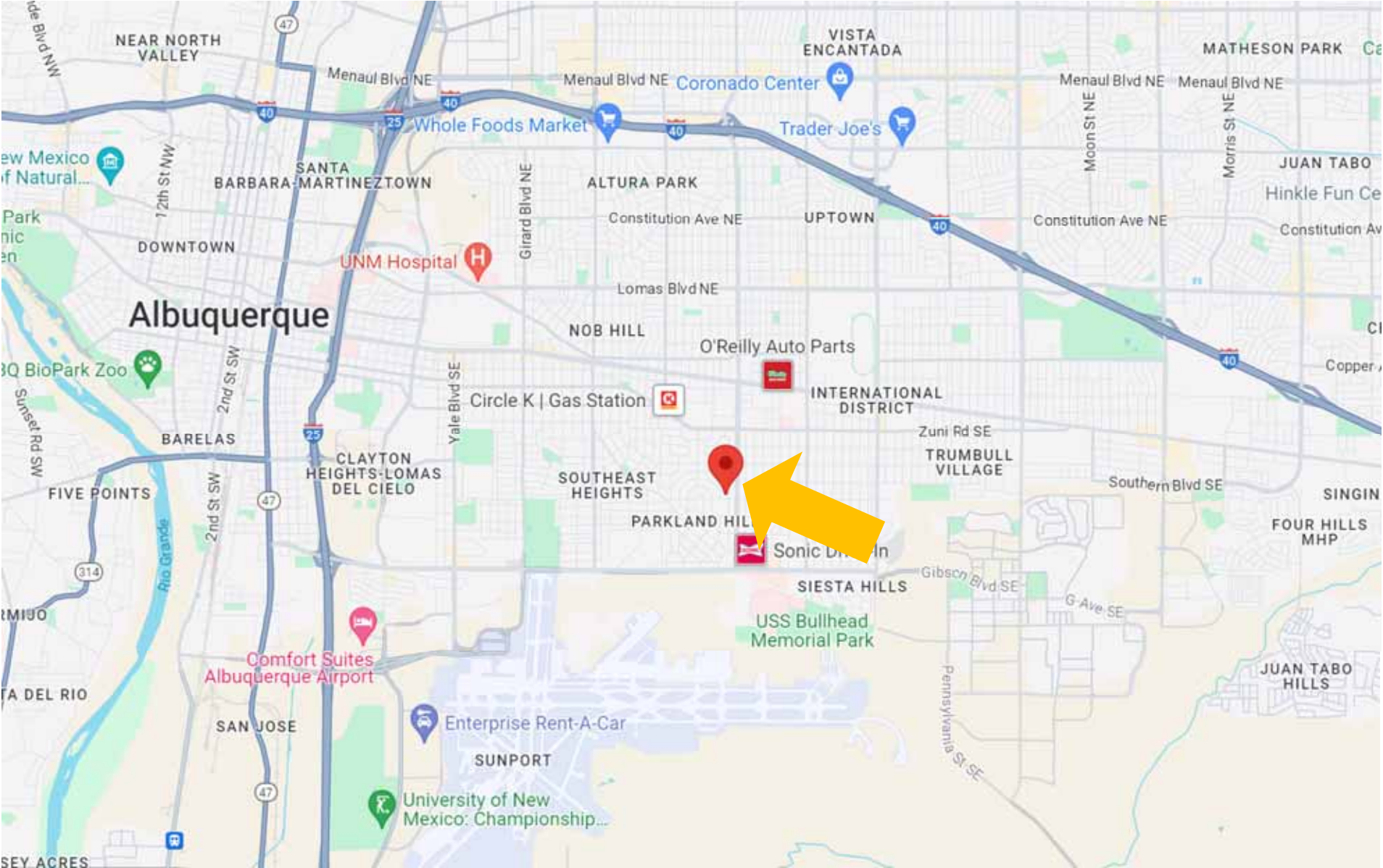
Subject	1027 Truman SE				10	0		\$ 923,759		\$ 92,376	\$ 168	\$769	10.02	6.1%
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Average of Comparable SOLD applied to subject property

\$/unit	\$ 92,008	\$ 920,078
\$/sf	\$ 165.96	\$ 912,805
CAP (Actual)	5.8%	\$ 972,747
GRM (Actual)	10.15	\$ 889,407

Average= \$ 923,759

Property Info - Area Map



Property Info - Drone Pics



Drone Pics - 1027 Truman Street SE



Property Exterior Photos



Interior Photos



Interior Photos



Virtual Tour—Unit 4



<http://www.nmapartment.com/truman1027se3d>



Virtual Tour photos



Property GIS Reports

Platted Parcel Address: 1027 TRUMAN ST SE
Assessor Parcel Address: 1027 TRUMAN SE
Report Date: 6/18/2024
www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

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

Owner Name: KRAUS CHRIS TRUSTEE KRAUS LVT
Owner Address: 2569 W 5TH ST LOS ANGELES CA 90057-1811
Uniform Property Code (UPC): 101705649929010704
Tax Year: 2024
Tax District: A1A
Legal Description: LTS 20 & 21 SAN MATEO HTS ADDN CONT 0.3013 (AC +/-) ORI3,125 (SQ.FT. +/-)
Property Class: R
Document Number: 2020023043 020520 WD - EN
Acres: 0.3013

Albuquerque Planning and Zoning Data

Jurisdiction: ALBUQUERQUE
IDO Zone District: [R-MH](#)
IDO District Definition: Multi-family High Density
Zone Atlas Page: [L-17](#)
Land Use: 02 | Multi-family
Lot: 20
Block: 0000
Subdivision: SAN MATEO HEIGHTS ADDN
[Bernalillo County Planning and Zoning](#)

Neighborhood Associations

City Recognized Neighborhood Associations: [Parkland Hills NA](#)
[Albuquerque Office of Neighborhood Coordination](#)

Services

Police Beat: 334
Area Command: SOUTHEAST
Residential Trash Pickup and Recycling: Wednesday

City Council Districts

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

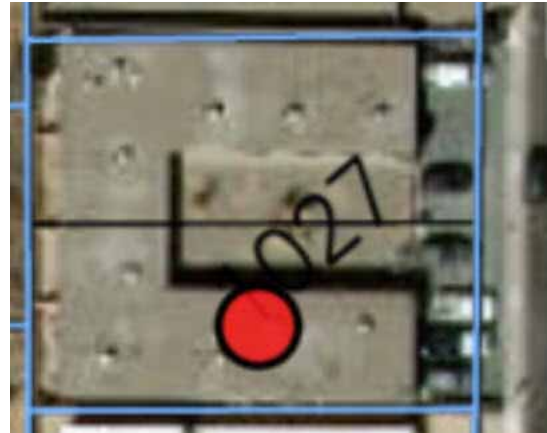
Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury
County Commission District: 3 - Adriann Barboa
NM House Of Representatives: 19 - Janelle I Anyanonu
NM Senate: 16 - Antoinette Sedillo Lopez

APS School Service Areas

Elementary School: WHITTIER
Middle School: WILSON
High School: HIGHLAND
[Albuquerque Public Schools](#)

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



Walk Score
66

Somewhat Walkable

Some errands can be accomplished on foot.

Transit Score
38

Some Transit

A few nearby public transportation options.

Bike Score
76

Very Bikeable

Biking is convenient for most trips.

The Market—Albuquerque, NM



Facebook

Data Center

A



Distribution center under construction—announced 1,000 new jobs

A

Apple

N



announced \$1 Billion of new programming

G

Google

Albuquerque is home to

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 300 days of sunshine, ski and golf in the same day, hundreds of miles of biking/hiking trails, more parks/open space per person and North America's largest bosque forest.

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 2010: All 50 States Ranked | Slide 9 of 32
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. **The upside of having fewer millionaires is that it helps keep a lid on living costs, which are 8.9% below the U.S. average.** For residents of all means, the Land of Enchantment is [somewhat tax-friendly](#), though [it's a mixed bag for retirees](#). Social Security benefits are subject to tax by the state, as are retirement account distributions and pension payouts.

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 34 years. In that time, I have listed/sold over 16,280 units totaling \$739M. I also teach investment sales analysis for the CCIM institute (26 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**

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.



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

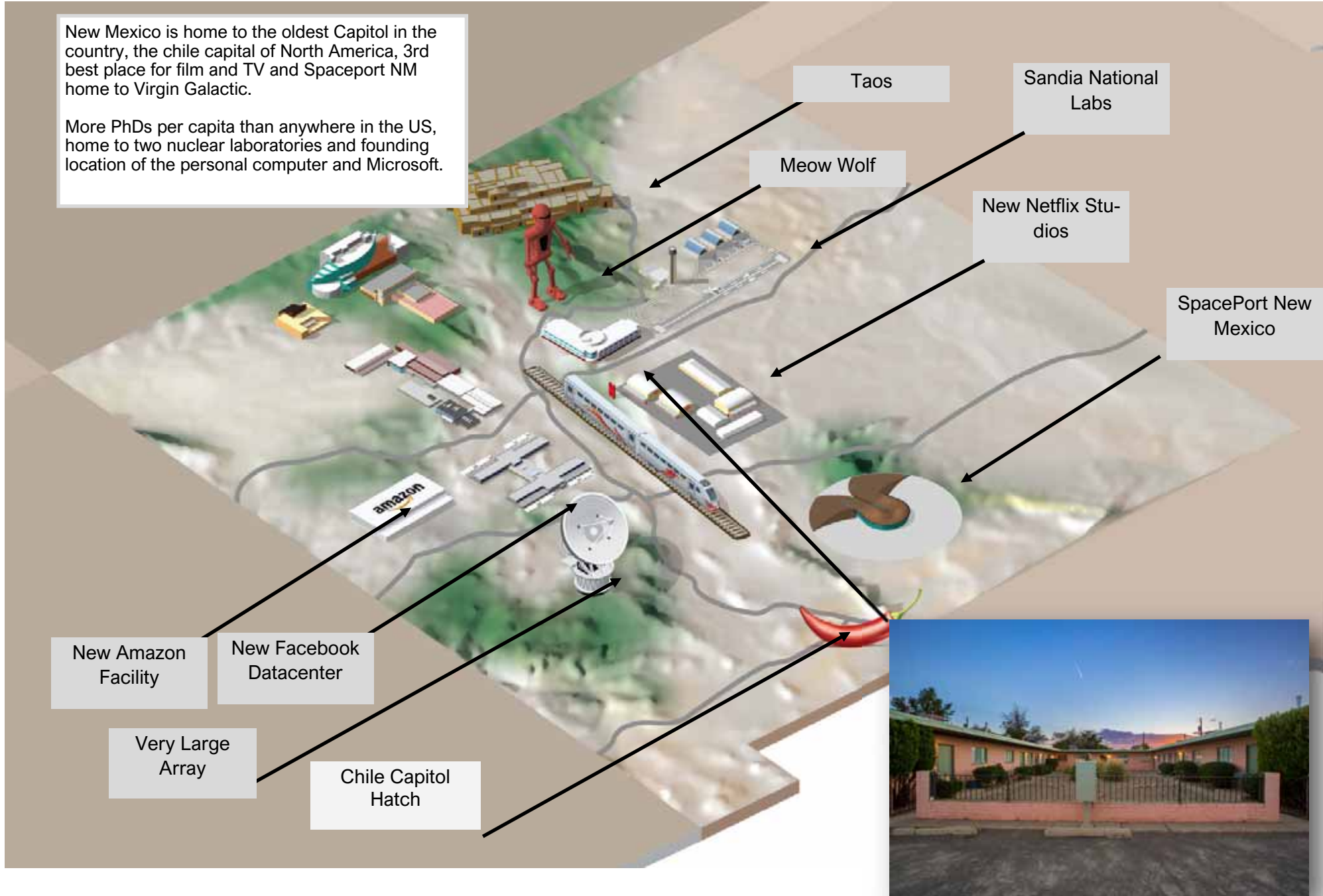
Source: New Mexico Film Office



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.



Taos

Sandia National Labs

Meow Wolf

New Netflix Studios

SpacePort New Mexico

New Amazon Facility

New Facebook Datacenter

Very Large Array

Chile Capitol Hatch



Further Information

Do not walk property, or disturb residents.

To register for additional information:

www.nmapartment.com/truman1027SE

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 Advisors who has over 34 years of experience, and Kyle Deacon who currently manages the asset. If there is any information you need on the market, sub-market, or the property, please do not hesitate to ask.



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