

# Resume of D. Todd Clarke

## Businesses

Owner/Qualifying Broker, NM Apartment Advisors Inc. (2003-Today)  
Owner/Consultant, Cantera Consultants & Advisors Inc. (2003-Today)  
Co-Managing Member, Casitas Clarke LLC (apartment investments)  
Broker at Grubb & Ellis |Lewinger Hamilton (1989-2003)  
Property manager at Westwind Builders/Developers (1987-1989)  
Certified Lifeguard – Tanoan Country Club / City of Albuquerque (1986-1989)  
Owner Zephyr Communications & Services (1985-1990)

## Professional Designations & Education

2<sup>nd</sup> Generation CCIM #5728 (Certified Commercial Investment Member)  
4<sup>th</sup> Generation Commercial Realtor  
Licensed NM Real Estate Broker (#13711)  
Attended University of NM on Sterling Scholarship (1987-1990)  
Eldorado High School (1983-1987)  
Dale Carnegie Sales Course Graduate  
Fluent in Cobol, Fortran, Pascal, Basic, Logo and Assembly languages  
Native New Mexican

## Awards & Recognition

Realtor Good neighbor award (GAAR) for efforts on behalf of the Ventana Fund (2020)  
CARNM Founders Award (2019)  
NM Mortgage Finance Authority's Innovation award to Ventana Fund (2018)  
Commercial Association of Realtors in NM President's Award (2017)  
Apartment Association of NM Industry Champion Award (2015)  
CCIM NM Marketing Deal of the Year over \$1M (2014)  
Realtors Association of NM – Peggy Comeau Leadership Award (2013)  
RANM/NAR – Omega Tau Rho honoree (2012)  
CCIM NM Marketing Deal of the Year (2012)  
CCIM Institute - Instructor of the Year (2011)  
IREM Academy of Authors (2011)  
Published App in iTunes store  
CCIM San Diego Chapter - CCIM Partner of the year (2007)  
Top 10 Largest Commercial Real Estate Transaction (2007)  
CCIM 102 Instructor of the Year (2005)  
CCIM NM Marketing Deal of the Year (2004)  
Top 25 Commercial Real Estate Firm (2004-2008)  
CCIM NM Marketing Deal of the Year (2003)  
CCIM NM Marketing Deal of the Year (1998)  
Commercial Realtor of the Year Award (1996)  
1<sup>st</sup> class of NM Business Weekly's "Top 40 under 40"

## Instructor

CCIM Instructor since 1997  
NM Real Estate Commission Approved Instructor  
Certified Distance Education Instructor (ARRELO) #68309

## Course Instructor for

CCIM 101 – Financial Analysis  
CCIM 102 – Market Analysis  
CCIM 103 – User Decision Analysis  
CCIM 104 – Advanced Financial Analysis  
CCIM Course Concepts Review Course  
CCIM Introductory Course  
CCIM Advanced Market Analysis / CCIM Advanced Acquisitions Strategies

CCIM Advanced Negotiations  
Confessions of a Commercial Real Estate Consultant (author)  
Understanding NM Property Tax system (co-author)  
Perfecting your Presentations (co-author)  
Paperless Office & High Tech Toolbox & Web Based Marketing (author)  
Aggressive Accelerated Apartment Marketing (co-author)  
Site to do Business  
Ethical use of drones, technology and social networking (author)  
A to Z of investment benchmarks (author)  
CORE Course 2018  
CORE Course 2017 (author)  
I have taught over 4,000 students in 6 countries over a 20 year period

**Speaker at**

Adams State University - Board of Regents Strategic Retreat (2016)  
Albuquerque Tech Fiesta (2014)  
Apartment Association of NM Market outlook (2011-2018)  
Association of College and University Housing Officers  
Association of Commerce and Industry (NM)  
Albuquerque Metropolitan Board of Realtors  
CCIM Live!  
CCIM national conventions  
Catholic Consultors/Archdiocese of Santa Fe  
Central European Real Estate Association Network in Lodz, Poland  
Coldwell Banker National convention  
Commercial Association of Realtors in NM  
CREW NM  
Federal Reserve Bank (Kansas)  
Greater Albuquerque Association of Realtors  
Housing Trust of Santa Fe Board  
International Economic Development Council  
MIPIM/LGPP/IREM Conference in Poland  
New Mexico Municipal League (2018)  
Kansai International Airport Rotary Chapter, Japan  
Keynote speaker - San Antonio CCIM Chapter  
MFA Housing Summit 2013 & 2014  
Middle Rio Grande Council of Governments  
NM NAIOP Chapter  
NM State Planning Conference  
NMMFA Board  
NM Housing Summit  
Paving Symposium (51<sup>st</sup>) - UNM  
NAR national conventions (3)  
Realtors Association of NM  
RealComm 2005 Conference  
Rio Rancho Roundtable (2016)  
Risk Management Association  
Santa Fe Association of Realtors  
Toronto Real Estate Board (TREB)  
Urban Land Institute (NM)  
VAR State Association convention  
Washington State Commercial Association

**Course Sponsors &**

Adams State University

## Venues

Albuquerque Metropolitan Board of Realtors  
Apartment Association of NM (IROs)  
Appraisal Institutes Tax Panel (2004)  
Arizona State University – Masters of Real Estate Development program  
Association of College and University Housing Officers  
Bank of American national headquarters  
CCIM institute  
CCIM national conventions  
CCIM Partner meetings  
Central European Real Estate Association Network in Lodz, Poland  
Century 21 Realtors  
City of Albuquerque City Council  
Coldwell Banker Commercial Realtors  
Commercial Association of Realtors in NM  
COREfac  
Denver University  
Federal Reserve Bank  
Greater Albuquerque Association of Realtors  
Greater Nashville Association of Realtors  
Greater Albuquerque Association of Realtors  
Guangzhou Realtors Association  
Institute of Real Estate Management  
International Economic Development Council  
Japan IREM chapter #110  
Johnson County Community College (Kansas)  
Kansai International Airport Rotary Chapter, Japan  
Keynote speaker - San Antonio CCIM Chapter  
Korean (South) CCIM Chapter  
KW Commercial Albuquerque  
LGPP/IREM Conference in Poland  
Leiden Business Academy (Shanghai)  
Lincoln Harris national headquarters  
MIPIM (International)  
Mount Royal College (Calgary)  
Moscow, Russia, Ministry of Agriculture (and ice cream)  
NAR national conventions  
New Mexico Mortgage Finance Authority Board Retreat  
New Mexico Mortgage Finance Authority Housing Summit  
New Mexico Real Estate Commission  
NM Chinese Summit (2017)  
NM IREM Chapter  
NM NAIOP Chapter  
NM State Planners Association  
Polish Real Estate Federation  
Realtors Association of NM  
Real Share Conference on Technology in Commercial Real Estate (Anaheim)  
Real Estate Institute of Las Cruces  
RealComm Conference (2005)  
Risk Management Association  
Russian Guild of Real Estate  
Sacramento Association of Realtors  
Santa Fe Association of Realtors  
Santa Fe City Council

Santa Fe Multifamily Housing Conference (2017)  
SIGGRAPH – Santa Fe, NM  
San Diego State University – Joan Kroc Institute for Peace & Justice  
The Jacksonville Association of Realtors  
Tong Ji University of Shanghai  
ULI NM – 2020 Zoom panel on impact of the Corona Virus  
University of International Business and Economic in Beijing  
University of Southern California  
Urban Land Institute Emerging Trends in NM for 2011-2017  
US Agency for International Development  
Virginia Association of Realtors state convention 2011

## Volunteer Assignments

Ventana Fund, Chairman of the Board (2014-2021)  
Urban Land Institute – NM Programs Chair (2015-2021)  
CCIM Instructor training (2020)  
RANM Presidential International Advisory Group Chair (2018)  
Chairman, Albuquerque Housing Authority (2017-2018)  
Bylaws committee NM Council of Exchangers (2019)  
AANM Governing Affairs Committee (2018-2020)  
AANM Ad-Hoc Rental Survey Committee Chair (2018)  
Auctioneer, St. Mary's Pastabilities Dinner (2018)  
Realtors Association of NM (RANM) District Vice President (2017-2018)  
Board Member, Realtors Association of NM (2017-2018)  
Board Member, Commercial Association of Realtors (2017-2018)  
Chairman, Co-Founder and executive director of the Ventana Fund (2014-2018)  
Co-Coordinator, RANM, CARNM and GAAR – NM & China Summit (2017)  
Co-Coordinator, ABQ Rapid Transit and Housing tour (2017)  
Auctioneer, Archbishop's Promise for Future dinner (2017)  
Facilitator ULI Rio Rancho Unser Gateway (2016)  
Author NM Real Estate Commission CORE Corse (2015-2016)  
Author NM Real Estate Commission CORE Elective Corse (2017)  
Program Chair, Urban Land Institute NM Chapter (2014-2016)  
Facilitator ULI / City of ABQ Integrated Development Ordinance – tested new zoning  
Board member, Faith & Justice (2015-2016)  
Ad-hoc Committee of Immaculate Conception Church for St. Mary's rest home (2014)  
Vice Chair, Albuquerque Housing Authority Board of Commissioners (2015-2016)  
RANM Building Presidential Advisory Group (2015-2016)  
Auctioneer for St. Mary's "Pastabilities" Dinner (2014 & 2015)  
CCIM co-chair, CCIM International task Force (2013-2014)  
Chair Downtown Action Team (2014)  
CCIM Curriculum Subcommittee as Technology Focus (2014)  
Vice Chair CCIM Marketing Committee as Vice Chair (2014)  
RANM Technology Presidential Advisory Group (2013-2014)  
Commissioner, Albuquerque Housing Authority (2013-2017)  
CCIM Board of Directors (2011-2014)  
Course Chair CCIM intro (2013)  
CCIM Technology Curriculum committee member (2013)  
Chair ULI Rapid Bus Transit (ART/BRT) development focus groups at MRCOG (2013)  
Chair –Bylaws rewrite committee for Downtown Action Team (2012)  
Master of Ceremonies/Auctioneer for St. Mary's "Pastabilities" Dinner (2008-2012)  
Board Member Urban Land Institute of NM (2012-2016)  
Board Member Apartment Association of NM (2012-2014)  
Co-Chair – Bylaws rewrite committee for NM Apartment Association (2012)  
CCIM National – Strategic Planning Committee (2011-2012)  
CCIM National – CIRE Journal editorial review committee (2011-2012)  
Vice Chair, Downtown Action Team Board of Directors (2011-2013)  
Review Board, Commercial Investment Real Estate magazine (2012-2014)  
Vice Chair – CCIM Course Chairs (2011-2012)  
CCIM National - Body of Knowledge –Chair (2011)  
Volunteer, Albuquerque Heading home, homeless survey (2011)  
Co-Chair Apartment Association of NM – Governing Affairs Committee (2011-2012)  
Committee member for Metropolitan Homelessness Project (2010-2011)  
Elected Delegate for Ward 11 in Albuquerque to Republican state convention (2010)  
Apartment Association of NM – Governing Affairs Committee (2010-2011)  
St. Mary's Home Room Mom (2009-2010 & 2015-2016)

Board Member, St. Mary's school Advisory Council (2006-2010)  
 President, St. Mary's school Advisory Council (2007-2008)  
 CCIM National - Body of Knowledge – Vice Chair (2010)  
 AYSO Referee (2008)  
 CCIM National - Body of Knowledge Committee (2005-2008)  
 Founder 770 KKOB Real Estate Radio update (2005-2008)  
 Science Fair Judge, Inez Elementary school (2005-2011)  
 Albuquerque Civic Trust (2006-2008) - Chair  
 Science Fair Judge, St. Mary's School (2009-2016)  
 RANM International Presidential Advisory Group (2006)  
 Board member, NM CCIM Chapter (1993-1997, 1999-2005)  
 Fannie Mae Advisory Committee, NM Partnership office (2000-2005)  
 CCIM National - Elected CCIM Councilor (2000-2003)  
 CCIM National - International Operating Committee - Member at Large (2002-2003)  
 President, Encino Development & Management (non-profit senior housing) (2001-2002)  
 CCIM National - 102 Course Chair (2001-2002)  
 CCIM National - 102 Course Rewrite committee (2001)  
 CCIM National - ITA Committee Chair (2001-2002)  
 CCIM National - CCIM Technology Chair (2001-2002)  
 Board Member - Encino Development & Management (2000-2003)  
 CCIM National - Professional Steering Committee - Member at Large (2000-2001)  
 CCIM National - CCIM-STDB Oversight Committee (2000)  
 CCIM National – CCIM Ambassador to Poland (1998-2001)  
 Member AMBR Leadership Class (2000)  
 President neighborhood coalition, City Council District 5 (2000)  
 Mayor's appointee to City of Albuquerque Infill Task Force, vice chair (2000)  
 President, Pueblo Alto Neighborhood Association (1999-2000)  
 CCIM National - CCIM Pro-Society Committee Member (1999-2000)  
 CCIM National - CCIM Technology Vice-Chair (1999-2000)  
 CCIM National - CCIM Legislative Affairs Committee Member (1999-2000)  
 CCIM National - Education Marketing (1998-1999)  
 President, NM CCIM Chapter #10 (1996)  
 AMAFCA Bond Committee Board Member (1996)  
 Director, Realtors Association of NM (1996)  
 Founder & first President Commercial Association of Realtors (CARNM) in NM 1995-1996  
 Board Member Coalition for Quality Growth (1995-1996)  
 Board Member Leasing Information Network (1993-1994)  
 Co-Founder, Amiga Users Group of NM (1986)  
 Albuquerque City Council  
 Albuquerque Housing & Neighborhood Economic Development Fund (UDAG)  
 NM District Court  
 NM Mortgage Finance Authority  
 City of Albuquerque Zoning Hearing  
 City of Albuquerque Design Review Board  
 City of Albuquerque Development Commission  
 City of Albuquerque City Council  
 City of Albuquerque Council Finance Committee  
 Bernalillo County Commission  
 State of NM Tax Protest Board  
 State of NM Department of Transportation Condemnation proceedings  
 Governor's finance board (NM)  
 Rio Rancho City Council  
 Las Cruces City Council

**Expert Witness &  
Testimony**

**Current membership**

Member Urban Land Institute  
Member CCIM institute  
Member Lambda Alpha Institute of Land Economics  
Member National Association of Realtors  
Member National Low Income Housing Coalition  
Member NM CCIM Chapter  
Member Apartment Association of NM  
Member Greater Albuquerque Association of Realtors  
Member Santa Fe Association of Realtors  
Member Las Cruces Association of Realtors  
Member NM Council of Exchangers  
Member Otero County Association of Realtors  
Member Commercial Association of Realtors in NM  
Member Realtors Association of NM  
NM Rotary Club of Albuquerque

**Professional Experience**

NM Real Estate Broker's License #13711 since 1996  
NM Real Estate Salesperson's License #28636 since 1989  
NM Appraisal License 1992-1993

Participated in the marketing and/or sale of 14,311 apartment units, in some 662 transactions totaling \$593,379,988. Participated in the protesting of property tax values in excess of \$2.5B in 1,000+ cases winning 97% of the cases with an average reduction of 24%. Coordinated Auctions RTC/FDIC and local banks in the late 1980s/early 1990s with a portfolio of hundreds of properties.

Owner and manager of private real estate portfolio since 1990.

**Recent Consulting Assignments**

NMREC – Bootcamp for new instructors coordinator/consultant/instructor (2016, 2017, 2020)  
Author NMREC CORE Course (2016) (required by all NM licensees)  
Consulting – Brown apartment site for the City of Albuquerque  
Consulting – Inca apartment analysis for the City of Albuquerque  
Consulting – hired by the NM Real Estate Commission to create a bootcamp for new CORE Course instructors (2016)  
Consulting – hired by NM Real Estate Commission to review E&O Claims, Mandatory Course, survey 8,667 licensees and make recommendations for new course curriculum  
Expert Witness – Property tax protest case - \$39M golf resort community in Quay County  
Market Study – Uptown Transit Center (200+ units)  
Expert Witness – commercial real estate case involving multiple transactions including ABQ's first skyscraper  
Market Study – Rio Rancho apartments near new downtown city center (200+ units)  
Market Study – Rio Rancho apartments near Highway 528/Highway 550 (100+ units)  
Market Study – Casa Grande site, Albuquerque, NM  
Housing Needs Assessment – Rail yard facility, South Broadway/Barelas Neighborhoods.  
Market Study – Mariposa Master Planned Community Apartment site, Rio Rancho NM  
Developed & implemented marketing strategy for Village at Four Hills-120 unit community (property increased occupancy from 60% to 84% in 120 days)  
Market Study – Broadstone Andalucía Luxury Apartments Coors/Montano, Albuquerque NM  
Market Study – San Pedro/Alameda Luxury Apartment site, Albuquerque NM  
Market Study – El Vado Motel - Route 66, Albuquerque NM  
Coauthored – Understanding NM's property tax system – 400 page textbook and course  
Market Study - Renovation of Old Albuquerque High School, Albuquerque NM

Market Study - Luxury Housing, Montano/Coors, Albuquerque, NM  
Highest and Best Use Analysis –city block in downtown Albuquerque  
Expert Witness – Eminent Domain case for freeway off ramp at San Mateo Blvd. & Interstate 40, Albuquerque, NM  
Master Plan & Highest Best Use Analysis – 1,000 acres, Tulsa, OK  
Market Study & Highest Best Use Analysis – ABQ Uptown Phase III  
Market Study - Retail/Office site across from IKEA in Agave Business Park, Tempe, AZ  
Market Study - Housing needs for Hobbs, NM  
Market Study - Office Condos, Plaza Maya, downtown Albuquerque  
Market Study - Apartment site Tempe, AZ  
Market Study - Housing assessment for Angel Fire, NM  
Market Study - Downtown Restaurants, Albuquerque, NM  
Market Study - APS/Education GAP analysis for Longford Homes, Albuquerque, NM  
Market Study - Two square blocks downtown for 975 condo/apartment units, Tampa, FL  
Market Study - Focus Groups – Sawmill Lofts / LIHTC Albuquerque, NM  
Market Study - Downtown Apartment Site (Hyder) , Albuquerque, NM  
Market Study - Downtown Apartment Site (Silver Court) , Albuquerque, NM  
Market Study - Work Force Housing/SRO, Albuquerque, NM  
Market Study -Luxury Housing, Montano Plaza, Albuquerque, NM  
Market Study - MR plan Near Heights – City of Albuquerque, NM  
Condo Analysis - Cherry Creek Apartments, Denver, CO  
Market Study - ABQ Uptown Apartments (Phase II) Albuquerque, NM  
Condo Analysis - Kaiser Building, downtown Oakland, CA  
Market Study - De Anza Historic Hotel, Albuquerque, NM  
Market Study - LIHTC – Villa de San Felipe apartments Albuquerque, NM  
Market Study - Downtown Action Team, Albuquerque, NM  
Market Study - Retirement apartments, Albuquerque, NM  
Market Study - Intel Site Apartments, Rio Rancho, NM  
Focus Groups - NextGen Artisan Cluster, New Mexico  
Market Study - North Fourth Street Corridor, Albuquerque, NM  
Market Study - Louisiana Apartments/LIHTC for Lovelace, Albuquerque, NM  
Market Study - Apartments, Dallas, TX  
Leasehold Analysis - Towne Park HOA, Albuquerque, NM  
Analyzed/Developed system and programming for Towne Park HOA Water submetering and bill back program  
Created Forecasting Tools and course for Colliers International  
Market Study – Arrowhead LIHTC Apartments for AMREP, Rio Rancho, NM  
Financial Analysis – City of Albuquerque Multifamily Refinance/Acquisition  
Co-Authored CCIM 102 Market Analysis Course  
Hand Coded first Multiple List Service and CDROM for CARNM  
Market Study –Townhouse market for AMREP, Rio Rancho, NM



**Recently Published  
Articles**

Technology journalist for the IREM institutes Magazine, *Journal of Property Management* (2009-2013)  
Review of Aerotropolis – city of the future – CCIM Magazine – September/October 2011  
The Benefits of a Paperless Office – Commercial Real Estate Journal – March 2008  
Capital Markets Credit Crunch – NM Business Weekly – January 2008  
Technology Blog in commercial real estate: [www.canteraconsultants.com/tech](http://www.canteraconsultants.com/tech)  
Confessions of a Commercial Real Estate Consultant Blog: [www.toddclarke.com](http://www.toddclarke.com)

**Clients**

Private Investors  
Pension Fund Advisors  
Regional Developers  
Local Developers  
REITs  
Non-Profit Corporations  
Tenant in Common (TICs)  
City Governments  
Bankruptcy Trustees  
NM Bankruptcy Court  
NM Real Estate Commission  
California Probate Court  
Home Owners Associations  
Trade Associations  
Fannie Mae  
RTC  
FDIC  
NM Banks  
NM Savings & Loans

**Coursework**

Completed all course work for CCIM education and awarded designation 1995 (#5728)  
Completed all course work for Certified Investment Property Specialist (CIPS) designation