3601-09 Wellsley NE
Albuquerque, NM 87107





Complete online confidentially agreement **www.nmapartment.com/well3601**

Virtual Tour 1 bedroom: www.nmapartment.com/well3601unit9_3d

Virtual Tour 2 bedroom: www.nmapartment.com/well3601b3d

Seller Concession to Buyer NMAA-2587601

Units: 21

Size: 14,266 sf

Land: 0.644 acres

Price: $2,445,000

GRM: 8.72

Cap Rate: 7.39%

25 unit portfolio located in North East Heights

The Offering

On behalf of the owner, NM Apartment Advisors Inc., is excited to take to market this 21 units portfolio in three parcels centrally located Alta Monte neighborhood.

Located at 3601, 3605 & 3609 Wellesley NE. The portfolio is easily managed from one central location that includes laundry room for the residents use. The property portfolio contains two studio units, thirteen one bedroom units and ten two bedroom units.

The portfolio is offered at the value of recent appraisals and is an amazing opportunity to invest in a growing economy.



List Price	**$2,445,000**	
$/ unit	$116,429	
$ /sf	$171.39	
	Actual (2025)	**Proforma (2027)**
Avg. Rent	$1,113	$1,291
GRM	8.72	7.52
Cap Rate Before reserves	7.39%	7.65%
Cap Rate After reserves	7.17%	7.43%
Year 1 NOI	$175,413	$181,759
Before Tax IRR	15.8%	
After Tax IRR	12.7%	

The Property



Address:	3601-5-9-11 Wellesley
Number of Units:	21
Year of construction:	1980-1per county assessors records
Bldg. Size:	14,266 sf
Avg. Unit Size:	679 sf
Site	0.6437 acres
Laundry:	Onsite
UPC#:	101606041820240804 101606042121740805
Legal:	Lots L&M, Block B, Indian Mesa Subd, & Lot K1, Indian Mesa

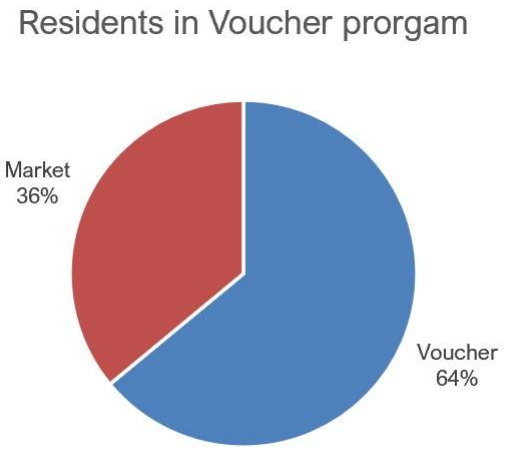
APOD - Part I - rent roll

NM Apartment Advisors Financial Overview for: 3601- 3609-3611 Wellesley NE

Prepared by: Todd Clarke CCIM 4/4/2026 **"As-Is analysis"**

Unit/Rent Summary

#	Type	Style	V	Approx Size	Actual Rent	Street Rate	Market Rent	Actual Rent $/sf	E Total Actual	C Total Max Rent for this type	A Total Market Potential	Total sf
1	2/1	1	B	800	$ 1,466	$ 1,466	$ 1,500	$ 1.83	$ 1,466	$ 1,466	$ 1,500	800
1	1/1	2	A	650	$ 900	$ 1,231	$ 1,231	$ 1.38	$ 900	$ 1,231	$ 1,231	650
1	1/1	3	B	650	$ 850	$ 1,231	$ 1,231	$ 1.31	$ 850	$ 1,231	$ 1,231	650
1	1/1	4		650	$ 750	$ 1,231	$ 1,231	$ 1.15	$ 750	$ 1,231	$ 1,231	650
1	1/1	5	A	650	$ 1,019	$ 1,231	$ 1,231	$ 1.57	$ 1,019	$ 1,231	$ 1,231	650
1	1/1	6	B	650	$ 1,206	$ 1,231	$ 1,231	$ 1.86	$ 1,206	$ 1,231	$ 1,231	650
1	1/1	7		650	$ 950	$ 1,231	$ 1,231	$ 1.46	$ 950	$ 1,231	$ 1,231	650
1	1/1	8		650	$ 850	$ 1,231	$ 1,231	$ 1.31	$ 850	$ 1,231	$ 1,231	650
1	1/1	9	A	650	$ 1,100	$ 1,231	$ 1,231	$ 1.69	$ 1,100	$ 1,231	$ 1,231	650
1	0/1	10		400	$ 1,036	$ 1,140	$ 1,200	$ 2.59	$ 1,036	$ 1,140	$ 1,200	400
1	0/1	11	B	400	$ 1,140	$ 1,140	$ 1,200	$ 2.85	$ 1,140	$ 1,140	$ 1,200	400
1	2/1	12		800	$ 1,270	$ 1,466	$ 1,200	$ 1.59	$ 1,270	$ 1,466	$ 1,200	800
1	1/1	13	A	650	$ 1,231	$ 1,231	$ 1,231	$ 1.89	$ 1,231	$ 1,231	$ 1,231	650
1	1/1	14	A	650	$ 1,036	$ 1,231	$ 1,231	$ 1.59	$ 1,036	$ 1,231	$ 1,231	650
1	1/1	15	A	650	$ 1,020	$ 1,231	$ 1,231	$ 1.57	$ 1,020	$ 1,231	$ 1,231	650
1	1/1	16	B	650	$ 1,206	$ 1,231	$ 1,231	$ 1.86	$ 1,206	$ 1,231	$ 1,231	650
1	1/1	17	A	650	$ 1,040	$ 1,231	$ 1,231	$ 1.60	$ 1,040	$ 1,231	$ 1,231	650
1	2/1	3609 A	B	854	$ 1,466	$ 1,466	$ 1,500	$ 1.72	$ 1,466	$ 1,466	$ 1,500	854
1	2/1	3609B		854	$ 1,250	$ 1,466	$ 1,500	$ 1.46	$ 1,250	$ 1,466	$ 1,500	854
1	2/1	3609C	A	854	$ 1,320	$ 1,466	$ 1,500	$ 1.55	$ 1,320	$ 1,466	$ 1,500	854
1	2/1	3609D	A	854	$ 1,258	$ 1,466	$ 1,500	$ 1.47	$ 1,258	$ 1,466	$ 1,500	854
21	total units / Avg. Unit Size =		15	679	$ 1,113	$ 1,289	$ 1,291	Total =	$ 23,364	$ 27,079	$ 27,103	14,266
								Annuaized =	$ 280,368	$ 324,948	$ 325,236	



The property has a stable income base with 64% of its residents on a City of Albuquerque, Bernalillo County, or Veteran's section 8 voucher. Current rents are 14% below market with the potential for a new owner to raise the balance of the rents to market as the leases renew.

Annual Property Operating Data (APOD) - Part II

Benchmarks			
Offering Price	$2,445,000	Fall 2025 appraisals	
$/unit	$116,429		
$/sf	$171.39	Actual	Proforma
GRM		8.72	7.52
CAP Before Reserves		7.39%	7.65%
CAP After Reserves		7.17%	7.43%
Cash on Cash		6.53%	7.57%
DCR=		1.29	1.34
Walk Score: 59; Transit Score: 27; Bike Score: 70			

	Income			
A.	**Total Potential Market Income**	$	325,236	
B.	Less: loss to market lease	$	288	0%
C.	**Total Potential Income (Street)**	$	324,948	
D.	Less: Loss to lease	$	44,580	14%
E.	**Total Income**	$	280,368	
F.	Less: vacancy 5.0%	$	14,018	Market based estimate
G.	**Effective Rental Income**	$	266,350	
H.	Plus: Other Income	$	4,214	
I.	**Gross Operating Income**	$	270,564	

Expenses (Annual)	EOY 2025	$/unit	%	Based on:	Proforma 2027	$/unit	%	Based on: Forthcoming yr. Income: Line C - F + H
Real Estate Taxes	$9,016	$429	3%	Actual 2025	$29,603	$1,410	9%	85% of ask price
Personal Property Taxes				assessed at $651,976				
Property Insurance	$8,400	$400	3%	Est.	$15,000	$714	5%	Estimate
Property Management:								
Off Site Management	$23,296	$1,109	9%	8% plus NMGRT	$30,911	$1,472	10%	8% plus NMGRT
Payroll-Onsite Personnel				Owner self manages				
Expenses/Benefits								
Taxes/Workman's Compensation								
Repairs and Maintenance	$21,645	$1,031	8%	Est.	$22,294	$1,062	7%	Potential 2027 = 2025 + 3%
Utilities:								
Water, Sewer, & Garbage	$8,393	$400	3%	Est.	$8,645	$412	3%	Potential 2027 = 2025 + 3%
Gas				Owner Actual 2025				
Electric								
Cable								
Telephone								
Gas & Electric	$12,191	$581	5%	Est.	$12,557	$598	4%	Potential 2027 = 2025 + 3%
Accounting and Legal								
Advertising/Licenses/ Commissions								
Admin/Supplies	$1,200	$57	0%	Est.	$1,236	$59	0%	Potential 2027 = 2025 + 3%
Miscellaneous								
Contract Services:								
Internet								
Pest Control	$1,260	$60	0%	Est.	$1,298	$62	0%	Potential 2027 = 2025 + 3%
Unit Turnover	$3,500	$167	1%	Est.	$3,605	$172	1%	Potential 2027 = 2025 + 3%
Landscaping	$1,000	$48	0%	Est.	$1,030	$49	0%	Potential 2027 = 2025 + 3%
Carpet Cleaning								
Other				repairs+unit turn+reserve=8to10%				
Reserve for replacement	$5,250	$250	2%	Most lenders will require.	$5,250	$250	2%	Most lenders will require.
Total Operating Expenses	$95,151	$4,531	35%		$131,430	$6,259	40%	
Net Operating Income	**$175,413**	$8,353			**$181,759**	Potential Market less 5% vacancy + other income		

	ADS	Loan	LTV	Pmt	Term	Interest Rate	ADS	Loan	LTV	Pmt	Term	Interest
Less: Annual Debt Service	$135,489	$ 1,833,750	75%	$11,291	30	6.25%	$135,489	$ 1,833,750	75%	$11,291	30	6.25%
Cash Flow Before Taxes	**$39,924**						**$46,270**					

Internal Rate of Return

		Year 1	2	3	4	5	Calculated for 1st year of next owners, ownership 6
Total Potential Market Income	2.5% Increases	$325,236	$333,367	$341,701	$350,244	$359,000	$367,975
2 Less: loss to market lease	0.1%	$288	$295	$303	$310	$318	$326
3 Total Potential Income (Max Rent)		$324,948	$333,072	$341,398	$349,933	$358,682	$367,649
4 Less: Loss to lease	13.7%	$44,580	$45,695	$46,837	$48,008	$49,208	$50,438
5 Total Income		$280,368	$287,377	$294,562	$301,926	$309,474	$317,211
6 Less: vacancy	5.0%	$14,018	$14,369	$14,728	$15,096	$15,474	$15,861
7 Effective Rental Income		$266,350	$273,008	$279,834	$286,829	$294,000	$301,350
8 Plus: Other Income	2.0% Increases	$4,214	$4,298	$4,384	$4,472	$4,561	$4,653
9 Gross Operating Income		$270,564	$277,307	$284,218	$291,301	$298,561	$306,003
Total Operating Expenses	1.0% Increases	$95,151	$96,102	$97,063	$98,034	$99,014	$100,004
Net Operating Income		$175,413	$181,205	$187,155	$193,268	$199,547	$205,998
		$1,833,750					
Mortgage Balance		$1,812,262	$1,789,392	$1,765,051	$1,739,145	$1,711,572	
ADS		$135,489	$135,489	$135,489	$135,489	$135,489	
- Principal Reduction		$21,488	$22,870	$24,341	$25,907	$27,573	
= Mortgage interest		$114,001	$112,619	$111,148	$109,582	$107,916	
- cost recovery (annual)	27.5 yrs @ 1. 80%	$68,167	$71,127	$71,127	$71,127	$68,167	includes mid mon
= Taxable Income		-$6,754	-$2,541	$4,880	$12,558	$23,465	
Tax on income at ordinary income rate of	2. 35%	$0	$0	$1,708	$4,395	$8,213	
NOI		$175,413	$181,205	$187,155	$193,268	$199,547	
- Annual Debt Service		$135,489	$135,489	$135,489	$135,489	$135,489	
= **Cash Flow Before Tax**		$39,924	$45,716	$51,666	$57,779	$64,059	
- Less Ordinary Income Tax		$0	$0	$1,708	$4,395	$8,213	
= **Cash Flow After Tax**		$39,924	$45,716	$49,958	$53,384	$55,846	

Sales Worksheet

Calculation of Adjusted Basis		
1 Basis at Acquisition		$2,445,000
2 + Capital Additions		
3 -Cost Recovery (Depreciation) Taken		$349,715
4 =Adjusted Basis at Sale		$2,095,285
Calculation of Capital Gain		
Disposition CAP Rate	7.2%	
5 Sale Price		$2,871,317
6 -Costs of Sale	8.0%	$229,705
7 -Adjusted Basis at Sale		$2,095,285
8 =Gain or (Loss)		$546,326
9 -Straight Line Cost Recovery (limited to gain)		$349,715
# =Capital Gain from Appreciation		$196,611
Calculation of Sales Proceeds after tax		
# Sale Price		$2,871,317
# -Cost of Sale		$229,705
# -Mortgage Balance(s)		$1,711,572
# =**Sale Proceeds Before Tax**		$930,040 2.
# -Tax: Straight Line Recapture at	25.0%	$87,429 2.
# -Tax on Capital Gains at	20.0%	$39,322 3.
# =**SALE PROCEEDS AFTER TAX:**		$803,289

IRR Before tax = 15.8%

n	$	
0	$ (611,250)	
1	$39,924	
2	$45,716	
3	$51,666	
4	$57,779	
5	$64,059 +	$930,040

IRR After tax = 12.7%

n	$	
0	$ (611,250)	
1	$39,924	
2	$45,716	
3	$49,958	
4	$53,384	
5	$55,846 +	$803,289

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 19%.

Investor's Effective Tax Rate = 19%

Comparable Sales

Comparable Sales Analysis for: 3601- 3609-3611 Wellesley NE

Compiled by Todd Clarke CCIM



#	Name	Add#	Street	QD	Units	Age	List Price	Sales Price	Sales Date	$/unit	$/sf	Avg. Rent	GRM	CAP
S01		335	Espanola	NE	12	1946	$ 815,575	$ 815,575	2/20/26	$67,965	$202.48	$703	8.05	7.7%
S02		1132	Palomas SE	SE	10	1958	$ 880,000	$ 842,000	5/28/25	$84,200	$110.07	$1,003	7.00	8.8%
S03		1028	Alvarado	SE	12	1955	$1,250,000	$ 950,000	4/15/25	$79,167	$122.17	$646	10.21	6.0%
S04		316	Princeton	SE	12	1977	$1,150,000	$ 975,000	8/18/25	$81,250	$196.97	$680	9.96	6.2%
S05		413-5	Girard	SE	9	1960	$1,200,000	$ 1,150,000	5/14/25	$127,778	$192.92	$811	13.13	4.7%
A01		1030-40	Truman	SE	9	1952	$1,500,000	$ 1,500,000	AVAIL	$166,667	$192.68	$1,255	11.07	5.6%
A02		317	Palomas	NE	16	1974	$1,455,103	$ 1,455,103	AVAIL	$90,944	$151.57	$810	9.36	6.6%
S06		12710	San Jacinto	NE	10	2024	$1,900,000	$ 1,900,000	7/16/25	$190,000	$172.73	$1,480	10.70	5.8%
S07		4320	Grande Court	NW	40	1965	$4,000,000	$ 3,400,000	8/12/25	$85,000	$129.27	$838	8.45	7.3%

* imputed w/5% vacancy, 40% expenses

Avg. SOLD								**$ 1,443,075**		**$ 108,108**	**$ 163**	**$914**	**9.77**	**6.5%**
Subject		**3601- 3609-3611 Wellesley NE**			**21**			**$ 2,445,000**	**AVAIL**	**$ 116,429**	**$ 171**	**$0**	**8.72**	**7.2%**

Average of Comparable SOLD applied to subject property

$/unit	$108,108	$ 2,270,262
$/sf	$ 163.43	$ 2,331,460
CAP (Actual)	6.5%	$ 2,689,337
GRM (Actual)	9.77	$ 2,601,998
	Average=	**$ 2,473,264**

Property Photographs - 3601-5 Wellesley NE



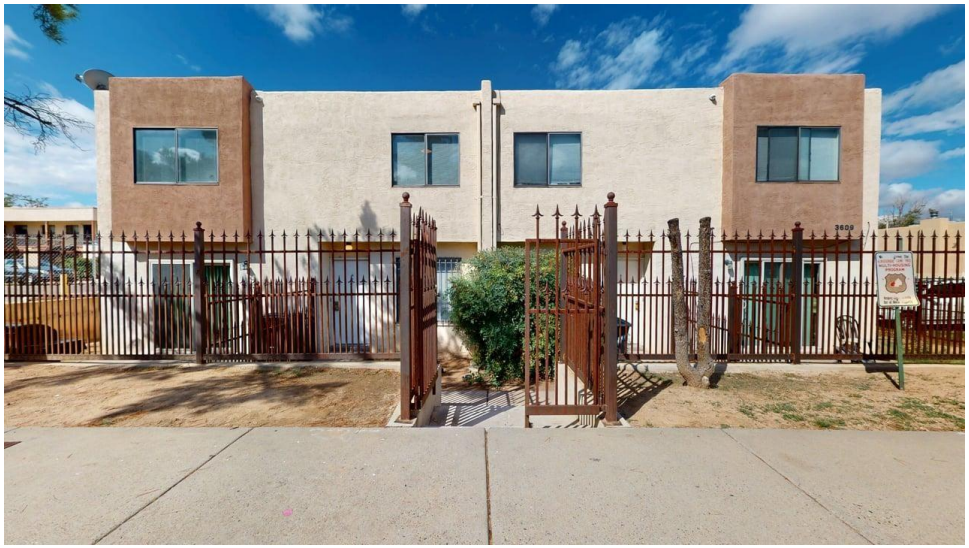
Property Photographs - 3609 Wellesley NE



Property Photographs





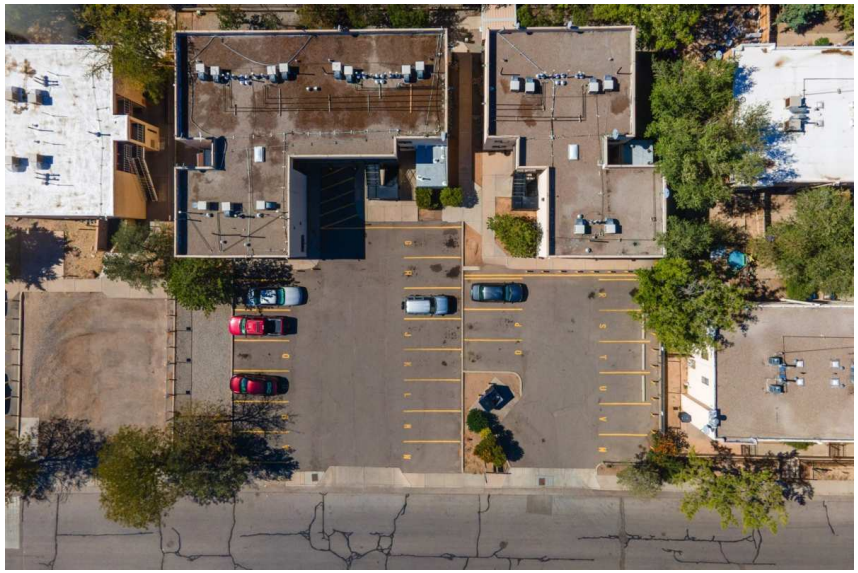




Property Photographs

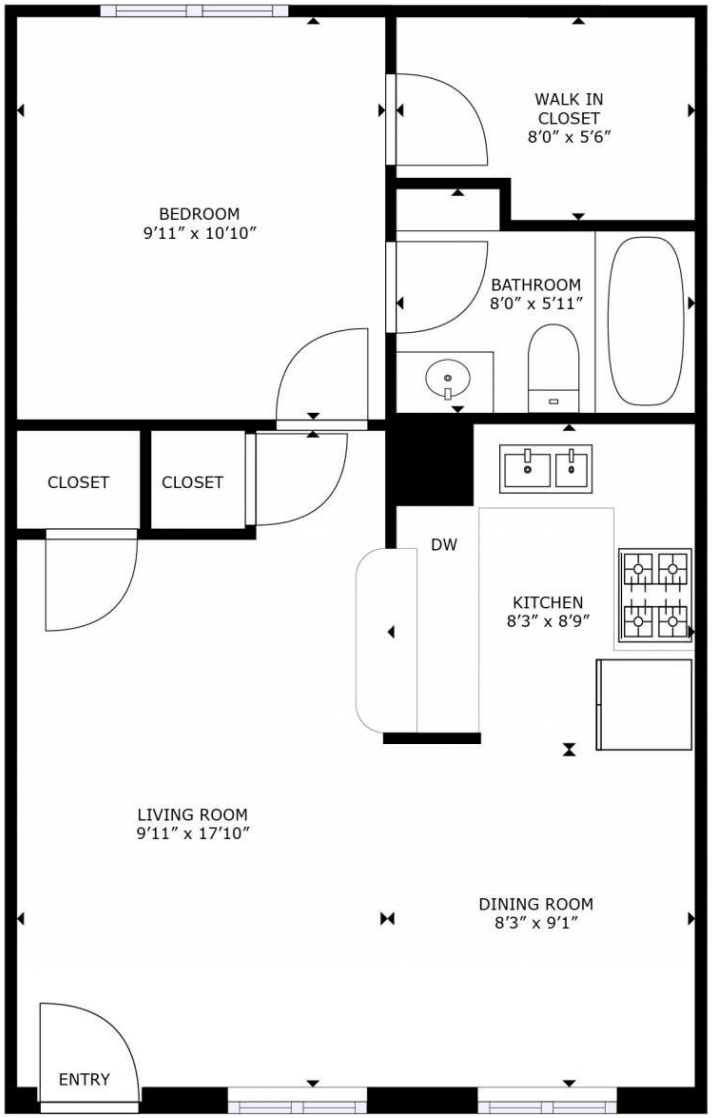








Virtual Tour-one bedroom apartment



Measurements are approximate



Virtual Tour Unit www.nmapartment.com/well3601unit9_3d

Property Photographs - one bedroom unit

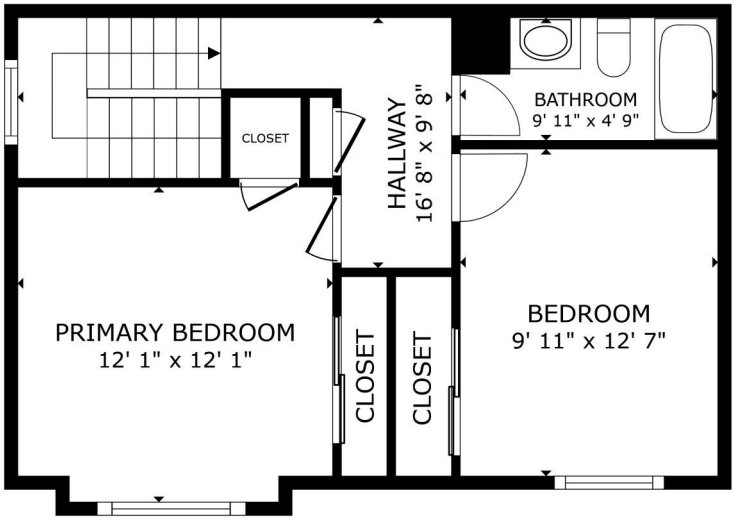




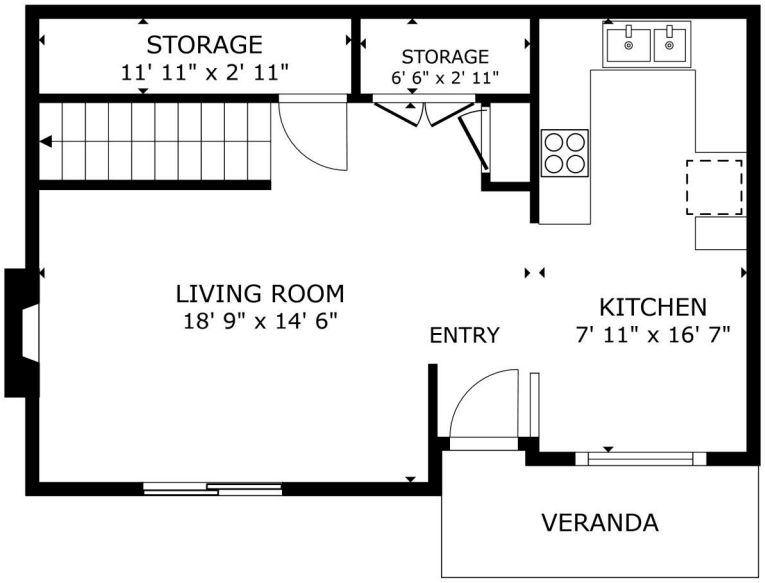




Virtual Tour –3609 B-Townhouse style unit



FLOOR 2



FLOOR 1



Virtual Tour Unit www.nmapartment.com/well3601b3d

Measurements are approximate

Property Photographs - Two Bedroom Unit









Property Information– CABQ GIS

City of Albuquerque Property Report

Platted Parcel Address:	3601 WELLESLEY DR NE
Assessor Parcel Address:	3601 WELLESLEY DR NE
Report Date:	10/2/2025

www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

(Click here for more information)

Owner Name: FIRST APARTMENT COMPLEX LLC ATTN: ALASKA LEANING PINE LLC
Owner Address: 208 CRESTVIEW DR SW ALBUQUERQUE NM 87105
Uniform Property Code (UPC): 101606041820240804 **Tax Year:** 2024 **Tax District:** A1A
Legal Description: LTS L & M BLK B & VAC POR OF ALLEY ADJ TO LT M BLK B INDIANMESA SUBD CONT 19,400 SQ FT +-
Property Class: R **Document Number:** 2015107913 120915 QC -ENT **Acres:** 0.4454

Albuquerque Planning and Zoning Data

Bernalillo County Planning and Zoning

Jurisdiction: ALBUQUERQUE **Zone Atlas Page:** G-16
IDO Zone District: R-ML **IDO District Definition:** Multi-family Low Density
Land Use: 02 | Multi-family **Lot:** M **Block:** B **Subdivision:** INDIAN MESA

Neighborhood Associations

Office of Neighborhood Coordination

City Recognized Neighborhood Associations: N/A

Services

Police Beat: 413 **Area Command:** NORTHEAST
Residential Trash Pickup and Recycling: Wednesday

City Council Districts

City Council District: 7 - Tammy L Fiebelkorn **Councilor Email:** tfiebelkorn@cabq.gov
Policy Analyst: Sean Foran **Policy Analyst Email:** seanforan@cabq.gov **Policy Analyst Phone #:** 505-768-3189

Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury
County Commission District: 3 - Adriann Barboa
NM House Of Representatives: 11 - Javier Martínez
NM Senate: 15 - Daniel A. Ivey-Soto

APS School Service Areas

Albuquerque Public Schools

Elementary School: MONTEZUMA **Middle School:** MCKINLEY **High School:** DEL NORTE

FEMA Flood Zone: X

FEMA Flood Map Service Center

City of Albuquerque Property Report

Platted Parcel Address:	3609 WELLESLEY DR NE
Assessor Parcel Address:	3609 WELLESLEY DR NE
Report Date:	10/2/2025

www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

(Click here for more information)

Owner Name: OLD RUSTIC FENCE LLC ATTN: ALASKA LEANING PINE LLC
Owner Address: 208 CRESTVIEW DR SW ALBUQUERQUE NM 87105
Uniform Property Code (UPC): 101606042121740805 **Tax Year:** 2024 **Tax District:** A1A
Legal Description: *K-1 OF A CORRECTED SUMMARY PLAT OF LTS LETTERED G,H,J & K OF INDIAN MESA BEING A REPLAT OF LT BLK B OF INDIAN ACRES SUBN
Property Class: R **Document Number:** 2015107916 120915 QC -ENT **Acres:** 0.1983

Albuquerque Planning and Zoning Data

Bernalillo County Planning and Zoning

Jurisdiction: ALBUQUERQUE **Zone Atlas Page:** G-16
IDO Zone District: R-ML **IDO District Definition:** Multi-family Low Density
Land Use: 01 | Low-density Residential **Lot:** K1 **Block:** B **Subdivision:** INDIAN MESA

Neighborhood Associations

Office of Neighborhood Coordination

City Recognized Neighborhood Associations: N/A

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APS School Service Areas

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Elementary School: MONTEZUMA **Middle School:** MCKINLEY **High School:** DEL NORTE

FEMA Flood Zone: X

FEMA Flood Map Service Center

The Location



Walk Score 60 — Somewhat Walkable
Some errands can be accomplished on foot.

Transit Score 27 — Some Transit
A few nearby public transportation options.

Bike Score 72 — Very Bikeable
Biking is convenient for most trips.

Coronado / Winrock and ABQ Uptown malls

Excellent freeway access. Close to the North I-25 corridor, restaurants, theaters and shopping .

Reasons to invest in Albuquerque, NM

Albuquerque is home to
Three of the six F.A.A.N.G. tech companies:

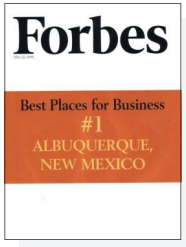
	Facebook	Data Center
A	amazon	Distribution center under construction—announced 1,000 new jobs
A	Apple	
N	NETFLIX	announced $1 Billion of new programming
G	Google	

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.

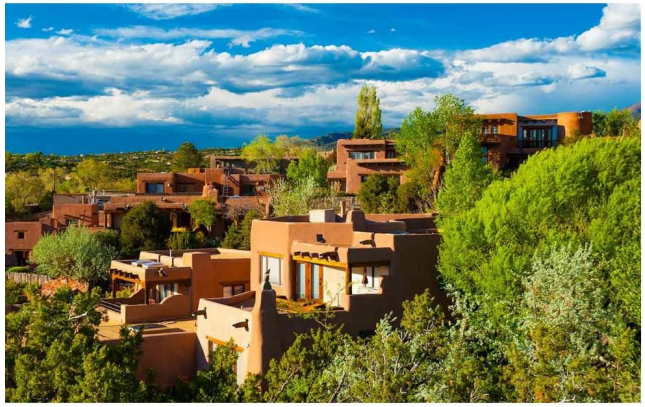


Albuquerque, New Mexico in the news

- ☑ **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 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.

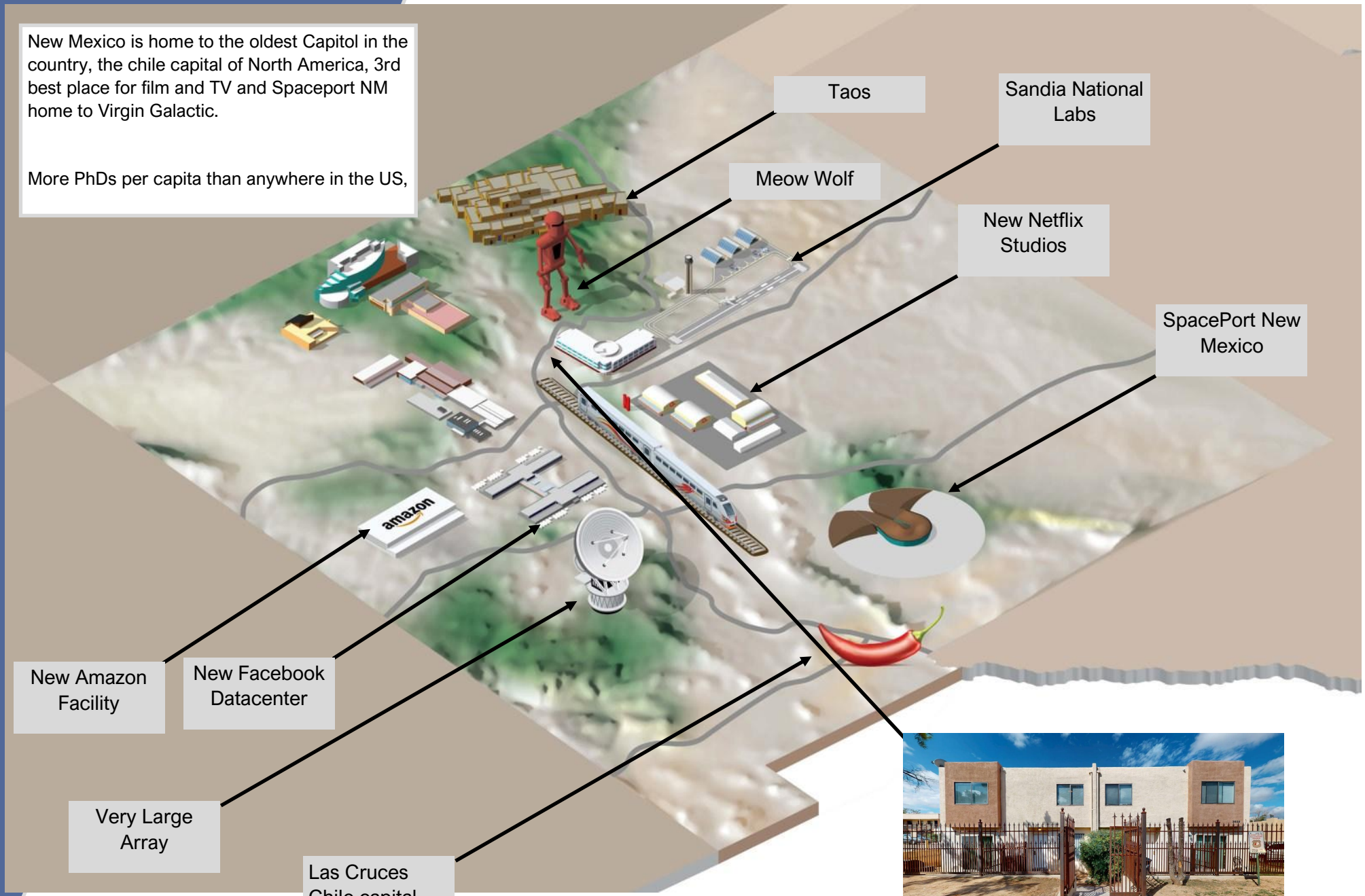
The upside of having fewer millionaires is that it helps keep a lid on living costs, which are 8.9% below the U.S. average.

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.

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,



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 19,439 units totaling $915.697M in over 1,008 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.

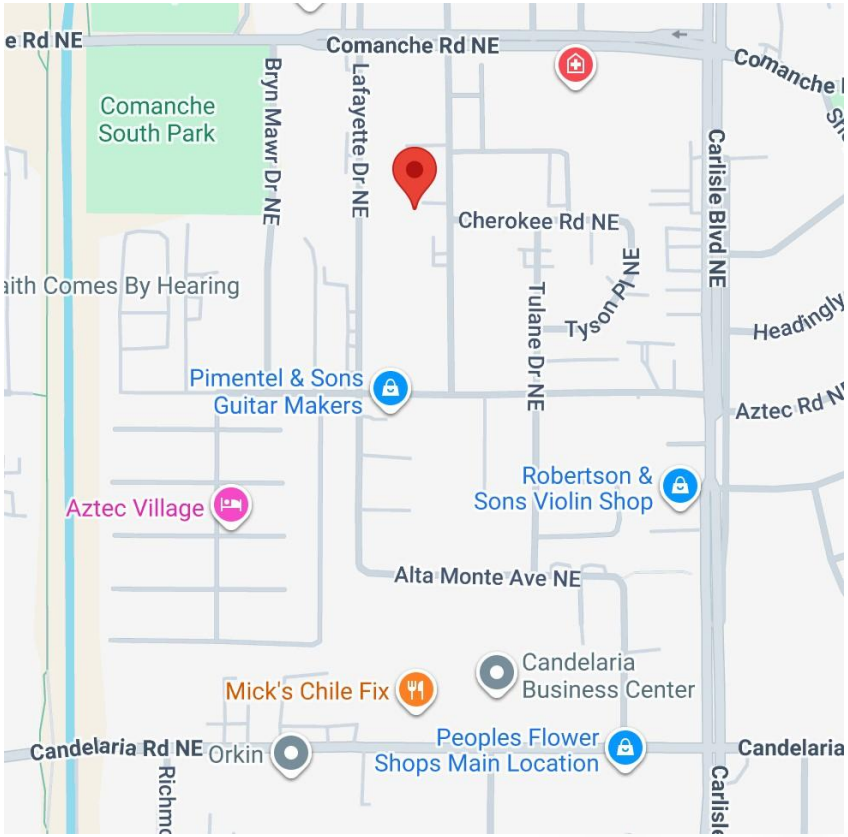
I look forward to working on this transaction with you—Sincerely, **Todd Clarke CCIM CIPs**

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-2587601

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





Additional Information

Please do not disturb the residents—contact listing agent for additional information and register online for access to confidential documents at: www.nmapartment.com/well3601

Marketing Advisors

The owner and property are represented by Todd Clarke CCIM of NM Apartment Advisors, who has over thirty six years of experience in marketing apartments in the New Mexico area.

If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.

In the event of a multiple offer situation, this property will be run using the Bid process - additional info on this process can be found at www.nmapartment.com/bidprocess/bidprocess.pdf

Todd Clarke CCIM CIPS

CEO

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