

**4156 Mesa Verde Ave NE  
Albuquerque, NM  
87110**



Register for Additional Information: [www.nmapartment.com/4156MesaVerde](http://www.nmapartment.com/4156MesaVerde)

Virtual tour: [www.nmapartment.com/mesa3d](http://www.nmapartment.com/mesa3d)

Seller concession to Buyer: [NMAA-2577156](http://NMAA-2577156)

**Units: 4  
SF: 2,166  
Acres: .2152  
Ask Price: \$518,278  
GRM: 11.78  
Cap Rate: 5.95%  
After Tax IRR: 10.00%**

**NE Nob Hill Four-Plex**

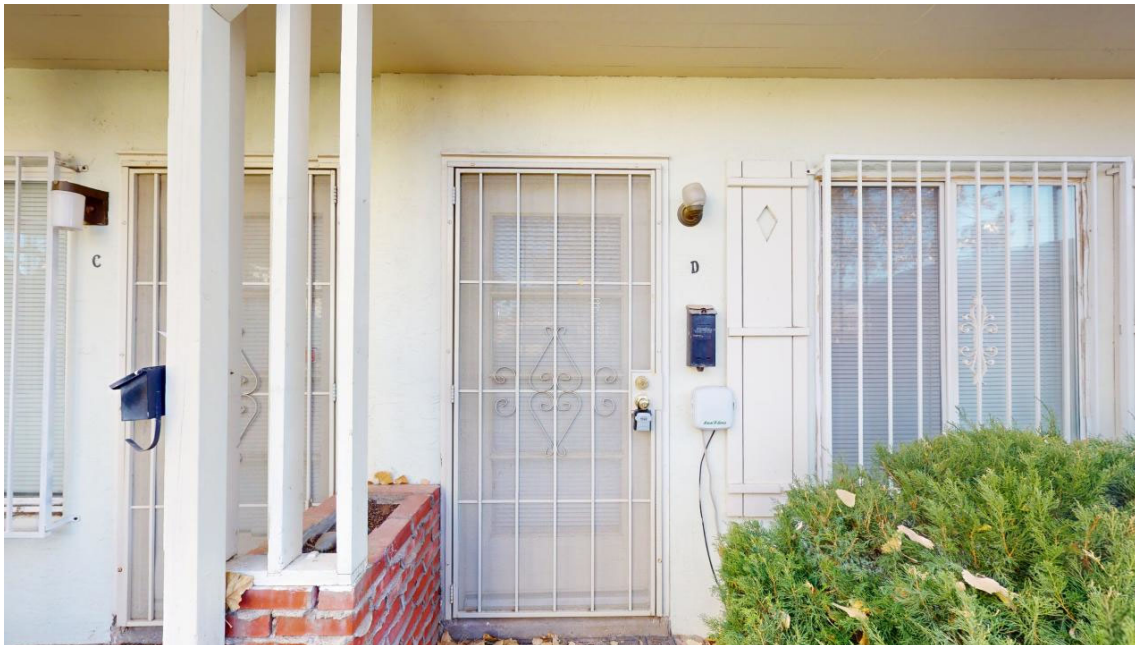
# The Portfolio

NM Apartment Advisors and Deacon Property Services are honored to bring to market this well located, quality fourplex in one of Nob hill's most desirable and sought after neighborhoods.

This well maintained community boasts beautiful native landscaping with additional covered parking and storage for residents. Each apartment features a unique floor plan with smart updates and bonus offerings. Unit A and C are 2 bedroom units with assigned covered parking. Unit A has a long private driveway with carport parking right next to the apartment, while unit C also includes a washer / dryer in the apartment and a private yard space with direct access to storage. Units B and D are both 1 bedroom units with nice private yard spaces.

All units are separately metered for gas and electric and each offers a ton of potential for value-add updating.

Exceptional North Nob Hill Location—situated close to Humble Coffee, High and Dry Brewery, and some of the area's best parks. Minutes from Sprouts grocery, excellent Nob Hill shopping & entertainment and just 1 mile to UNM's Main Campus. The property is also within about 30 feet of a Starbucks, so caffeine junkies will be well served! Do not miss out on this rare Nob-Hill gem in a growing market.



# The Property

**Address:** 4156 Mesa Verde NE

**Number of units:** 4

**Year of construction:** 1956

**Bldg. Size:** 2,116 sf +/-

**Site Size:** 0.2152 acres

**Avg. Unit Size:** 529 sf

**UPC#:** 101705825103030313

**Legal:** Lots 15, Block 16, La Hacienda Addition

**Ask Price:** \$518,278

**\$/ unit:** \$129,570

**\$/sf:** \$244.93

	Actual	Proforma
<b>Avg Rent:</b>	\$916	\$1,113
<b>GRM:</b>	11.78	9.71
<b>Cap Rate Before Reserves:</b>	5.95%	7.08%
<b>Cap Rate After Taxes:</b>	5.76%	5.46%
<b>Year 1 NOI:</b>	\$30,578	\$35,709
<b>IRR Before Tax:</b>	13.62%	
<b>IRR After Tax:</b>	10.00%	



# Annual Property Operating Data (APOD)

## NM Apartment Advisors Financial Overview for:

4156 Mesa Verde NE

Prepared by: Todd Clarke CCIM

3/31/2025

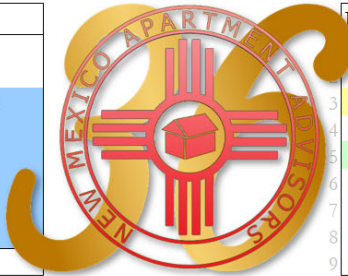
"AS IS" Condition

### Unit/Rent Summary

						E		C		A			
#	Type	Style	Approx Size	Actual Rents	Street Rate	Market Rent	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential		Total sf	
Unit A	2/1		606	\$ 900	\$ 900	\$ 1,300	\$ 1.49	\$ 900	\$ 900	\$ 1,300		606	
Unit B	1/1		500	\$ 845	\$ 845	\$ 950	\$ 1.69	\$ 845	\$ 845	\$ 950		500	
Unit C	2/1		600	\$ 1,050	\$ 1,050	\$ 1,250	\$ 1.75	\$ 1,050	\$ 1,050	\$ 1,250		600	
Unit D	1/1		410	\$ 870	\$ 875	\$ 950	\$ 2.12	\$ 870	\$ 875	\$ 950		410	
4	total units / Avg. Unit Size=		529	\$ 916	\$ 918	\$ 1,113		\$ 3,665	\$ 3,670	\$ 4,450		2,116	
	Avg Actual Rent \$/sf=			\$ 1.73	\$ 1.73	\$ 2.10		\$ 43,980	\$ 44,040	\$ 53,400		2,116 per Assessor	

### Benchmarks

Offering Price	\$518,278		
\$/unit	\$129,570		
\$/sf	\$244.93		
GRM	11.78	Actual	Proforma
CAP Before Reserves	5.95%		
CAP After Reserves	5.76%		
Cash on Cash	0.88%		
DCR=	1.04		
Walk Score: 80, Transit Score: 40, Bike Score: 86			



### Income

A.	Total Potential Market Income	\$ 53,400	
B.	Less: loss to market lease	\$ 9,360	18%
C.	Total Potential Income (Street)	\$ 44,040	
D.	Less: Loss to lease	\$ 60	0%
E.	Total Income	\$ 43,980	
F.	Less: vacancy	\$ 2,199	5.0% Market average
G.	Effective Rental Income	\$ 41,781	
H.	Plus: Other Income	\$ -	\$660 Potential Storage rent
I.	Gross Operating Income	\$ 41,781	

Expenses (Annual)	2024 Actual	\$/unit	%	
Real Estate Taxes	\$3,211	\$803	8%	2024 Tax Bill Actual Amount
Personal Property Taxes				assessed at \$232,221
Property Insurance	\$2,835	\$709	7%	Estimate
Property Management:				
Off Site Management				Likely owner occupant
Payroll-Onsite Personnel				
Repairs and Maintenance	\$1,771	\$443	4%	Owners Actual 2024
Utilities:				
Water, Sewer, & Garbage	\$2,340	\$585	6%	Owners Actual 2024
Gas				Resident pay their own
Electric				Resident pay their own
Cable				
Pest Control	\$65	\$16	0%	Owners Actual 2024
Unit Turnover				
Landscaping	\$698	\$174	2%	Owners Actual 2024
Carpet Cleaning				
Internet				repairs+unit turn+reserve=8to10%
Reserve for replacement	\$1,000	\$250	2%	new lender will likely require
Total Operating Expenses	\$11,920	\$2,980	29%	
Net Operating Income	\$29,861	\$7,465		
	ADS	Loan	LTV	Pmt Term Interest Rate
Less: Annual Debt Service	\$28,720	\$ 388,709	75%	\$2,393 30 6.25%
Cash Flow Before Taxes	\$1,141			

Proforma 2025	\$/unit	%	Based on: Forthcoming yr. Income: Line C - F + H
\$6,092	\$1,523	11%	85% of Sales Price x mil rate
\$2,920	\$730	5%	\$ 440,536 Est Assessment
			Potential 2025 = 2024 + 3%
			Likely owner occupant
\$1,825	\$456	3%	Potential 2025 = 2024 + 3%
\$2,410	\$603	5%	Potential 2025 = 2024 + 3%
			Resident pay their own
			Resident pay their own
\$67	\$17	0%	Potential 2025 = 2024 + 3%
\$718	\$180	1%	Potential 2025 = 2024 + 3%
\$900	\$225	2%	new lender will likely require
\$14,931	\$3,733	28%	
\$35,799			Potential Market less 5% vacancy + other income
ADS	Loan	LTV	Pmt Term Interest
\$28,720	\$ 388,709	75%	\$2,393 30 6.25%
\$7,078			

# Internal Rate of Return - 5 year forecast

## Internal Rate of Return Analysis

		Year	1	2	3	4	5	6
								Calculated for 1st year of next owners, ownership
Total Potential Market Income	3.5% Increases		\$53,400	\$55,269	\$57,203	\$59,206	\$61,278	\$63,422
2 Less: loss to market lease	17.5%		\$9,360	\$9,688	\$10,027	\$10,378	\$10,741	\$11,117
3 Total Potential Income (Max Rent)			\$44,040	\$45,581	\$47,177	\$48,828	\$50,537	\$52,306
4 Less: Loss to lease	0.1%		\$60	\$62	\$64	\$67	\$69	\$71
5 Total Income			\$43,980	\$45,519	\$47,112	\$48,761	\$50,468	\$52,234
6 Less: vacancy	5.0%		\$2,199	\$2,276	\$2,356	\$2,438	\$2,523	\$2,612
7 Effective Rental Income			\$41,781	\$43,243	\$44,757	\$46,323	\$47,945	\$49,623
8 Plus: Other Income	2.0% Increases		\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income			\$41,781	\$43,243	\$44,757	\$46,323	\$47,945	\$49,623
Total Operating Expenses	2.0% Increases		\$11,920	\$12,158	\$12,401	\$12,649	\$12,902	\$13,160
Net Operating Income			\$29,861	\$31,085	\$32,356	\$33,674	\$35,043	\$36,463
			\$388,709					
Mortgage Balance			\$384,154	\$379,306	\$374,146	\$368,655	\$362,810	
ADS			\$28,720	\$28,720	\$28,720	\$28,720	\$28,720	
- Principal Reduction			\$4,555	\$4,848	\$5,160	\$5,492	\$5,845	
= Mortgage interest			\$24,165	\$23,872	\$23,560	\$23,229	\$22,875	
- cost recovery (annual)	27.5 yrs @	1	\$14,450	\$15,077	\$15,077	\$15,077	\$14,450	includes mid mont
= Taxable Income			-\$8,753	-\$7,864	-\$6,282	-\$4,632	-\$2,282	
Tax on income at ordinary income rate of	2	5%	\$0	\$0	\$0	\$0	\$0	
NOI			\$29,861	\$31,085	\$32,356	\$33,674	\$35,043	
- Annual Debt Service			\$28,720	\$28,720	\$28,720	\$28,720	\$28,720	
= Cash Flow Before Tax			\$1,141	\$2,365	\$3,636	\$4,954	\$6,322	
- Less Ordinary Income Tax			\$0	\$0	\$0	\$0	\$0	
= Cash Flow After Tax			\$1,141	\$2,365	\$3,636	\$4,954	\$6,322	

## Sales Worksheet

### Calculation of Adjusted Basis

1 Basis at Acquisition	\$518,278
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$74,131
4 =Adjusted Basis at Sale	\$444,147

### Calculation of Capital Gain

Disposition CAP Rate	5.8%
5 Sale Price	\$632,848
6 -Costs of Sale	\$50,628
7 -Adjusted Basis at Sale	\$444,147
8 =Gain or (Loss)	\$138,073
9 -Straight Line Cost Recovery (limited to gain)	\$74,131
# =Capital Gain from Appreciation	\$63,942

### Calculation of Sales Proceeds after tax

# Sale Price	\$632,848
# -Cost of Sale	\$50,628
# -Mortgage Balance(s)	\$362,810
# =Sale Proceeds Before Tax	\$219,410
# -Tax: Straight Line Recapture at	25.0% \$18,533
# -Tax on Capital Gains at	20.0% \$12,788
# =SALE PROCEEDS AFTER TAX:	\$188,089

2  
3

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 22%

The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 24%.

IRR Before tax =	13.2%
n	\$
0	\$ (129,570)
1	\$1,141
2	\$2,365
3	\$3,636
4	\$4,954
5	\$6,322 + \$219,410

IRR After tax =	10.0%
n	\$
0	\$ (129,570)
1	\$1,141
2	\$2,365
3	\$3,636
4	\$4,954
5	\$6,322 + \$188,089

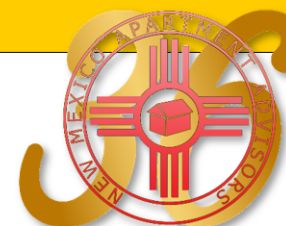
Investor's Effective Tax Rate = 24%

# Comparable Sales

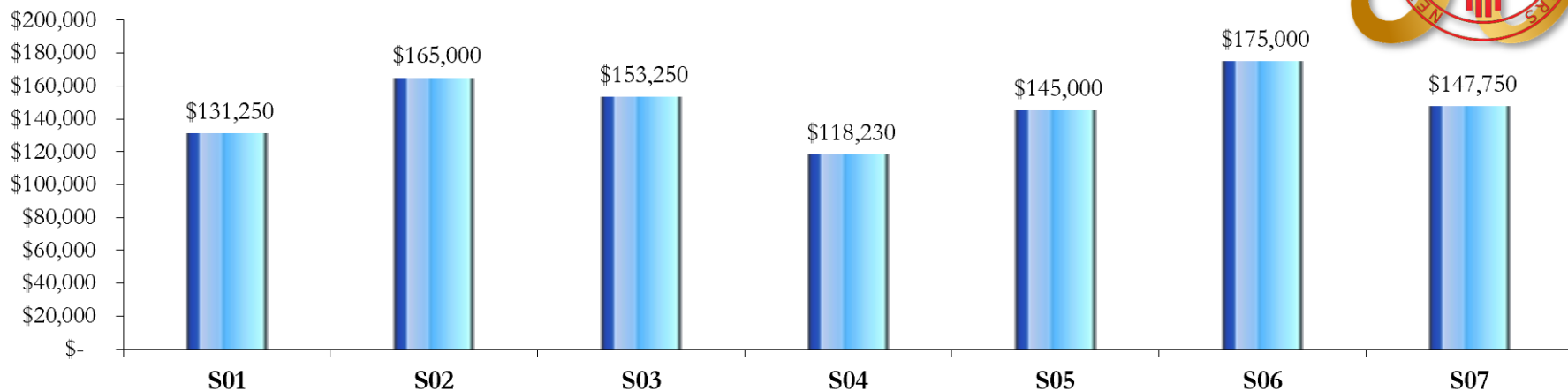
## Comparable Sales Analysis for:

4156 Mesa Verde NE

Compiled by Todd Clarke CCIM



\$/unit



#	Name	Location	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01		1302 Dartmouth NE	4	1951	\$ 599,000	\$ 525,000	11/29/2023	\$ 131,250	\$ 201	\$643	17.01	3.9%
S02	Renovated	220 Osuna NW	4	1992	\$ 594,945	\$ 660,000	6/18/2024	\$ 165,000	\$ 194	\$974	14.12	4.7%
S03	Renovated	301 Delamar NW	4	2005	\$ 612,598	\$ 613,000	3/18/2025	\$ 153,250	\$ 192	\$1,143	11.17	5.9%
S04		423 Princeton SE	4	1940	\$ 508,245	\$ 472,920	7/25/2024	\$ 118,230	\$ 230	\$975	10.11	5.9%
S05	Renovated	652 Vancouver RR	4	1997	\$ 595,000	\$ 580,000	8/5/2024	\$ 145,000	\$ 215	\$1,163	10.39	6.4%
S06	Renovated	4313 Sabana Loop RR	4	2005	\$ 699,500	\$ 700,000	8/2/2024	\$ 175,000	\$ 170	\$1,025	14.23	4.7%
S07		4638 10th NW	4	1954	\$ 628,881	\$ 591,000	1/17/2025	\$ 147,750	\$ 235	\$1,061	11.60	5.7%
Average SOLD					\$ 605,453	\$ 591,703		\$ 147,926	\$205	\$998	12.66	5.3%
*imputed @ 5% vac, 40% exp												
Subject Property	4156 Mesa Verde NE		4		\$ 518,278			\$ 129,570	\$245	\$916	11.78	5.8%

Average of Comparable SOLD applied to subject property

Average Rent for Sales = \$998

\$/unit \$147,926 \$ 591,703

\$/sf \$ 205.10 \$ 433,992

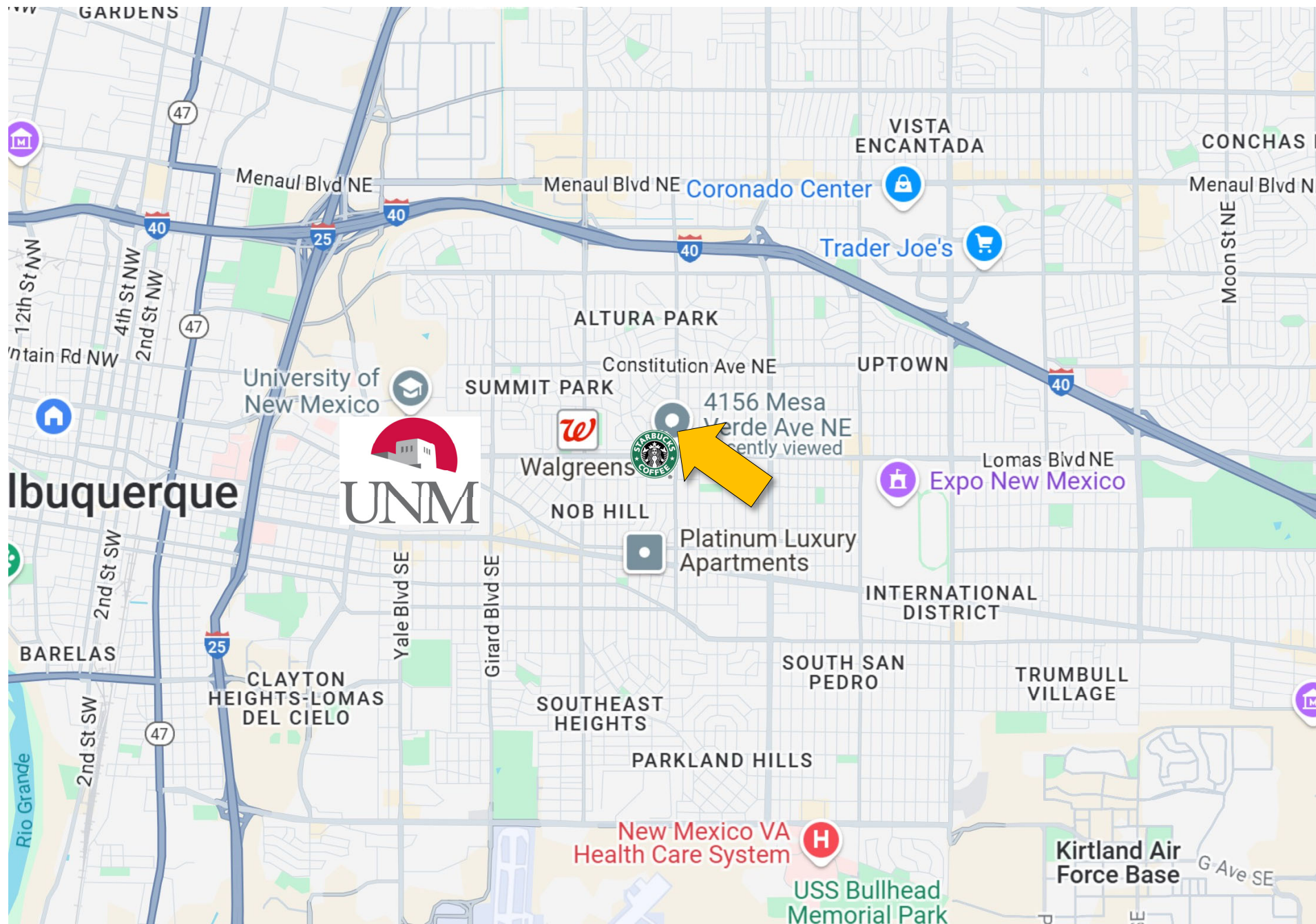
CAP (Actual) 5.3% \$ 561,538

GRM (Actual) 12.66 \$ 528,992

**Average= \$ 529,056**



# Location





# Property Photographs - Exterior





# Property Photographs – Aerial





# Property Photographs – Drone





# Property Info - GIS - 4156 Mesa Verde

**Platted Parcel Address:** 4156 MESA VERDE AV NE  
**Assessor Parcel Address:** 4156 MESA VERDE NE  
**Report Date:** 3/30/2025

[www.cabq.gov/gis](http://www.cabq.gov/gis)

## Bernalillo County Assessor Ownership Data

[\(Click here for more information\)](#)

**Owner Name:** TRIGG MARGARET N  
**Owner Address:** PO BOX 586 QUESTA NM 87556  
**Uniform Property Code (UPC):** 101705825103030313 **Tax Year:** 2024 **Tax District:** A1A  
**Legal Description:** \* 015 016LA HACIENDA  
**Property Class:** R **Document Number:** 2004054255 032904 QC- **Acres:** 0.2152

## Albuquerque Planning and Zoning Data

[Bernalillo County Planning and Zoning](#)

**Jurisdiction:** ALBUQUERQUE **Zone Atlas Page:** [J-17](#)  
**IDO Zone District:** [R-MH](#) **IDO District Definition:** Multi-family High Density  
**Land Use:** 01 | Low-density Residential **Lot:** 15 **Block:** 16 **Subdivision:** LA HACIENDA ADDN

## Neighborhood Associations

[Office of Neighborhood Coordination](#)

**City Recognized Neighborhood Associations:** McDuffie-Twin Parks NA, McDuffie-Twin Parks NA

## Services

**Police Beat:** 325 **Area Command:** SOUTHEAST  
**Residential Trash Pickup and Recycling:** Wednesday

## City Council Districts

**City Council District:** [7 - Tammy L Fiebelkorn](#) **Councilor Email:** [tfiebelkorn@cabq.gov](mailto:tfiebelkorn@cabq.gov)  
**Policy Analyst:** Justin Carmona **Policy Analyst Email:** [justincarmona@cabq.gov](mailto:justincarmona@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:** 25 - Christine Trujillo  
**NM Senate:** 16 - Antoinette Sedillo Lopez

## APS School Service Areas

[Albuquerque Public Schools](#)

**Elementary School:** ZIA **Middle School:** JEFFERSON **High School:** ALBUQUERQUE

**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.



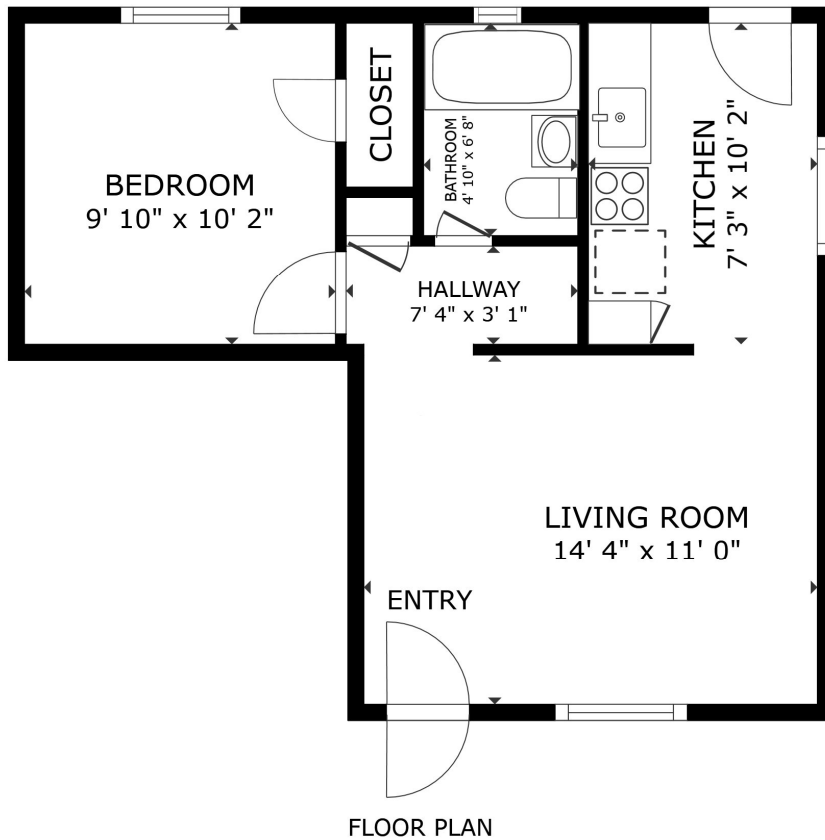
### Very Bikeable

Biking is convenient for most trips.



# Property - Floorplan 4156 Mesa Verde Apt D

Virtual Tour: [www.nmapartment.com/mesa3d](http://www.nmapartment.com/mesa3d)



All measurements are approximate



# Property Photographs - Interiors - 4156 Mesa Verde, Apt D

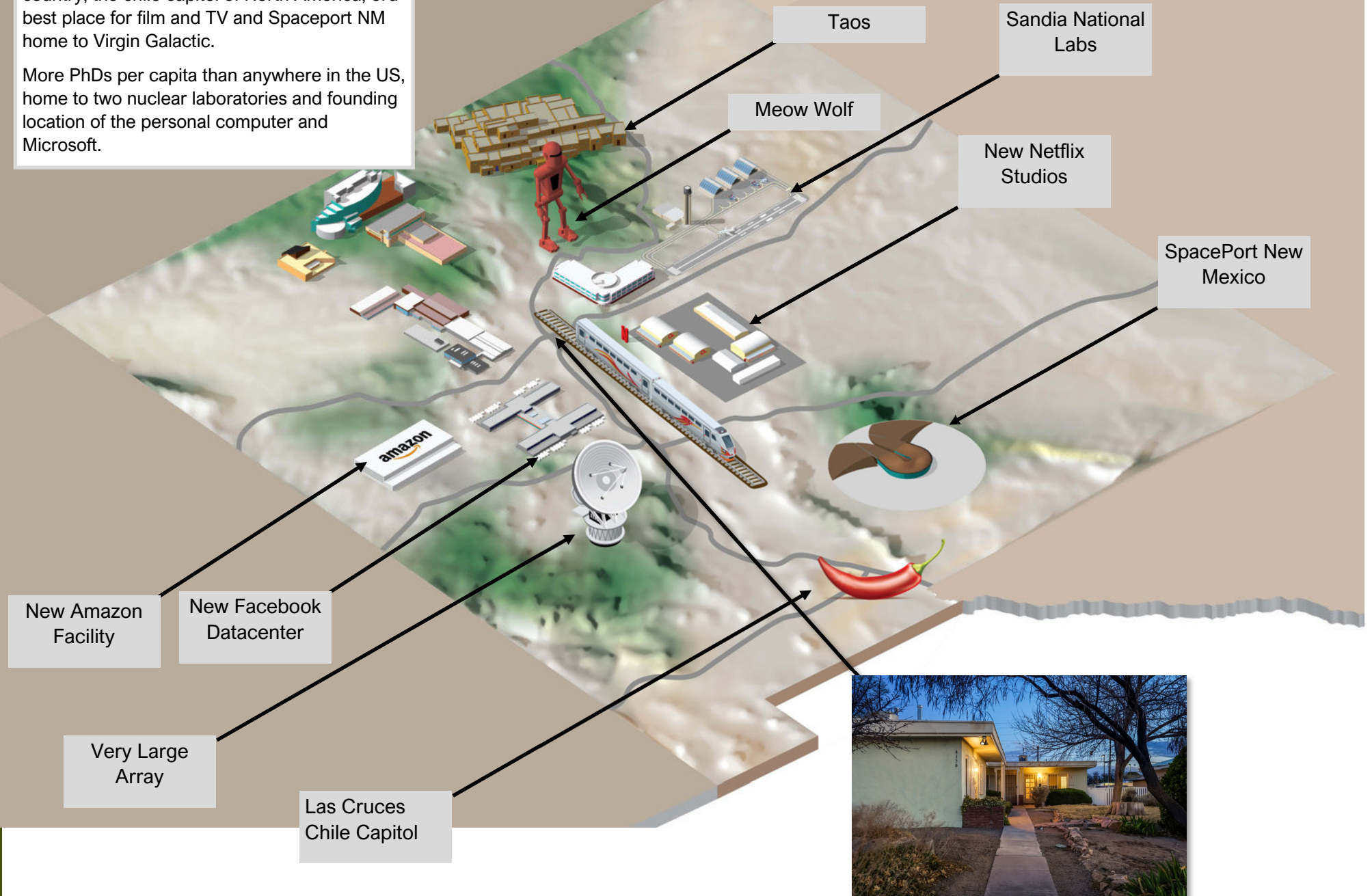




# New Mexico is on the international map

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

**Forbes**

Best Places for Business  
#1  
ALBUQUERQUE,  
NEW MEXICO

## 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 and thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 36 years. In that time, I have listed/sold over 18,301 units totaling \$876M in over 900 transactions. I also teach investment sales analysis for the CCIM institute (28 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**

### 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](mailto:compensation@nmapartment.com) with the subject: [NMAA-2577156](mailto:NMAA-2577156)

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

# Further Information

Do not walk property or disturb residents.

To register for access to confidential documents go to:  
[www.nmapartment.com/4156MesaVerde](http://www.nmapartment.com/4156MesaVerde)

Virtual tour - Apt D: [www.nmapartment.com/mesa3d](http://www.nmapartment.com/mesa3d)

## 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.



**Todd Clarke** 

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