

Zia @ Nob Hill Apartments

419 Monroe NE
Albuquerque, NM 87108



Register for Confidential Information: www.nmapartment.com/zia

Virtual Tour: www.nmapartment.com/ziaeast

50 Units

Size: 33,000 sf

Land: 1.23 acres

Price: \$5,807,969

GRM: 10.94

Cap Rate: 5.92%

Proforma Cap Rate 8.15%

After Tax IRR: 11.60%

Investment Summary

The Offering

On behalf of the owners, NM Apartment Advisors and Deacon Property Services are excited to present a rare opportunity to acquire a stabilized, core property in the Zia @ Nob-Hill Apartments in Albuquerque, New Mexico.

This community is located facing Zia park and Zia Elementary school and within walking distance of the Nob Hill's 80+ restaurants. The property is also within biking distance of the University of NM and sits between two major transit corridors (Lomas Blvd and Central Ave/ Route 66).



Zia Park directly north of subject property

The Property

Zia @ Nob-Hill's current ownership is on a run-way towards individual unit renovations and higher rents.

The owner has done all of the non-sexy capital items including upgrading landscaping (2019), improved the parking lot (2020), installed new gas-lines (2019), a new roof (2019) and a security gate for parking.

As units turn the owner has developed a unit up-grade plan allowing them to capture higher rents.

This combination makes the property a value add with the potential to renovate units and raise rents to a level closer to the neighboring property creating a potential cap rate of a 8.15%.

List Price	\$5,807,969	
\$/ unit	\$116,159	
\$ /sf	\$177.89	
	2023 Actuals	Proforma 2025
Avg. Rent	\$868	\$1,100+RUBs
GRM	10.94	8.80
Cap Rate Before reserves	6.09%	8.15%
Cap Rate After reserves	5.92%	7.96%
Year 1 NOI	\$343,934	\$462,183
Cash on Cash	3.57%	8.21%
IRR Before Tax	15.10%	
IRR After Tax	11.90%	



Address	419 Monroe NE Albuquerque, NM 87108	
Number of Units	50	
Year of construction:	1960 per Bernalillo County assessor records	
Bldg. Size		
Net Rentable	32,650 sf	
Gross	33,000 sf	
Avg. Unit Size	653 square feet	
Avg. Rent as of 6/1/24	\$885 + with utilities	\$1.33/sf
Site	1.23 acres	
Density	40 units to the acre	
Zoning	R-MH	
HVAC:	Central forced air gas Roof or window mounted evaporative coolers	
Amenities	Two laundry rooms, management office, each unit has exterior storage	
UPC#	1-017-057-385418-12504	

NM Apartment Advisors Financial Overview for:

Zia @ Nob-Hill

419 Monroe NE

Prepared by: Todd Clarke CCIM

Based on June 1st, 2024 Rents

3/9/2024

"Property is being offered in As-Is, Where-Is condition"

Unit/Rent Summary

#	Type	Style	Approx Size	Actual Rents - as of June 2024	Street Rate	Market Rents	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf
50	1 bed / 1 bath		653	\$ 885	\$ 945	\$ 1,100	\$ 1.36	\$ 44,260	\$ 47,250	\$ 55,000	32,650
50	total units / Avg. Rent per sf =			\$1.36	\$1.45	\$1.68	Totals=	\$ 44,260	\$ 47,250	\$ 55,000	32,650
						Annualized =		\$ 531,117	\$ 567,000	\$ 660,000	

5 year hold analysis with internal rate of returns (IRR)

		Year						Calculated for 1st year of next owners, ownership
		1	2	3	4	5	6	
1	Total Potential Market Income	7.5% Increases	\$660,000	\$709,500	\$762,713	\$819,916	\$881,410	\$947,513
2	Less: loss to market lease	14.1%	\$93,000	\$99,975	\$107,473	\$115,534	\$124,199	\$133,514
3	Total Potential Income (Max Rent)		\$567,000	\$609,525	\$655,239	\$704,382	\$757,211	\$814,002
4	Less: Loss to lease	6.3%	\$35,883	\$38,574	\$41,467	\$44,577	\$47,921	\$51,515
5	Total Income		\$531,117	\$570,951	\$613,772	\$659,805	\$709,290	\$762,487
6	Less: vacancy	3.0%	\$15,934	\$17,129	\$18,413	\$19,794	\$21,279	\$22,875
7	Effective Rental Income		\$515,183	\$553,822	\$595,359	\$640,011	\$688,012	\$739,613
8	Plus: Other Income	2.0% Increases	\$19,573	\$19,964	\$20,364	\$20,771	\$21,186	\$21,610
9	Gross Operating Income		\$534,756	\$573,787	\$615,723	\$660,782	\$709,198	\$761,223
Total Operating Expenses		2.0% Increases	\$250,910	\$255,928	\$261,047	\$266,268	\$271,593	\$277,035
Net Operating Income			\$283,846	\$317,858	\$354,676	\$394,514	\$437,605	\$484,198
Mortgage Balance			\$3,161,414	\$3,124,450	\$3,084,943	\$3,042,719	\$2,997,591	
ADS			\$246,714	\$246,714	\$246,714	\$246,714	\$246,714	
- Principal Reduction			\$34,586	\$36,964	\$39,507	\$42,224	\$45,128	
= Mortgage interest			\$212,129	\$209,750	\$207,208	\$204,490	\$201,586	
- cost recovery (annual)		27.5 yrs @ 80%	\$161,926	\$168,959	\$168,959	\$168,959	\$161,926 includes mid mo	
= Taxable Income			-\$90,209	-\$60,851	-\$21,491	\$21,064	\$74,092	
Tax on income at ordinary income rate of		35%	\$0	\$0	\$0	\$7,373	\$25,932	
NOI			\$283,846	\$317,858	\$354,676	\$394,514	\$437,605	
- Annual Debt Service			\$246,714	\$246,714	\$246,714	\$246,714	\$246,714	
= Cash Flow Before Tax			\$37,132	\$71,144	\$107,961	\$147,800	\$190,890	
- Less Ordinary Income Tax			\$0	\$0	\$0	\$7,373	\$25,932	
= Cash Flow After Tax			\$37,132	\$71,144	\$107,961	\$140,427	\$164,958	

Sales Worksheet	
Calculation of Adjusted Basis	
1 Basis at Acquisition	\$5,807,969
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$830,730
4 =Adjusted Basis at Sale	\$4,977,239
Calculation of Capital Gain	
Disposition CAP Rate	5.9%
5 Sale Price	\$8,176,580
6 -Costs of Sale	8.0%
7 -Adjusted Basis at Sale	\$4,977,239
8 =Gain or (Loss)	\$2,545,214
9 -Straight Line Cost Recovery (limited to gain)	\$830,730
10 =Capital Gain from Appreciation	\$1,714,484
Calculation of Sales Proceeds after tax	
11 Sale Price	\$8,176,580
12 -Cost of Sale	\$654,126
13 -Mortgage Balance(s)	\$2,997,591
14 =Sale Proceeds Before Tax	\$4,524,862
16 -Tax: Straight Line Recapture at	25.0%
17 -Tax on Capital Gains at	20.0%
18 =SALE PROCEEDS AFTER TAX:	\$3,974,283

IRR Before tax = 14.8%	
n	\$
0	\$ (2,611,969)
1	\$37,132
2	\$71,144
3	\$107,961
4	\$147,800
5	\$190,890 + \$4,524,862

IRR After tax = 11.6%	
n	\$
0	\$ (2,611,969)
1	\$37,132
2	\$71,144
3	\$107,961
4	\$107,961
5	\$140,427 + \$3,974,283

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 21.3%.

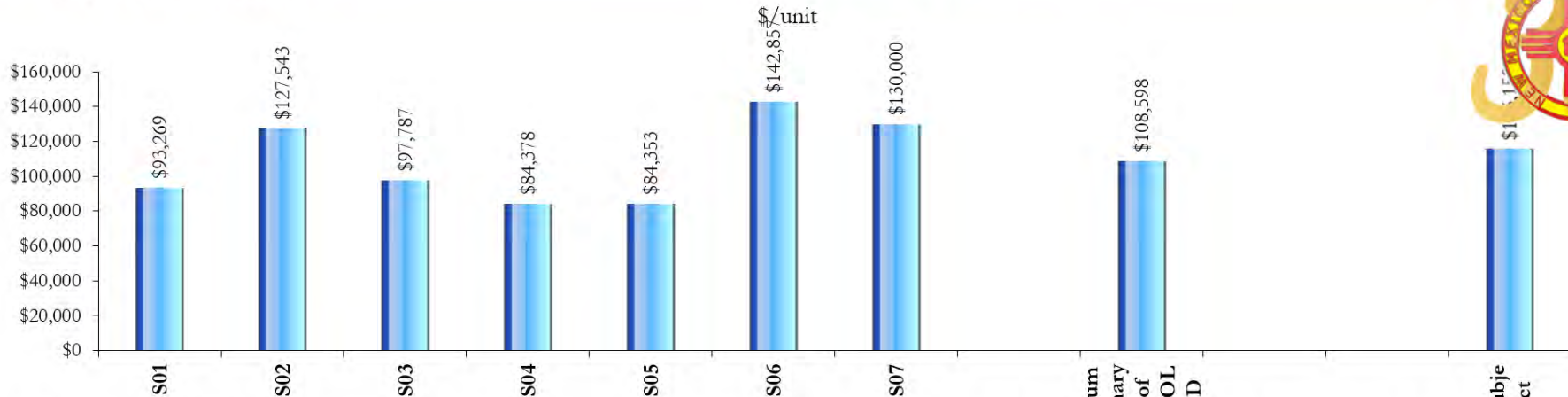
Investor's Effective Tax Rate = 21.3%

Comparable Sales

Comparable Sales Analysis for:

Zia @ Nob-Hill

Compiled by Todd Clarke CCIM



#	Name	Add#	Street	QD	City	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP
S01		600	Morris	NE	Albuquerque	52	1982	\$ 4,988,057	\$ 4,850,000	12/20/2022	\$93,269	\$ 140.25	\$709	10.96	5.93%
S02		1855	Girard	NE	Albuquerque	20		\$ 2,520,856	\$ 2,550,856	10/30/2023	\$127,543	\$ 165.00	\$870	12.21	5.40%
S03		924	Valencia	SE	Albuquerque	20		\$ 1,955,736	\$ 1,955,736	9/29/2023	\$97,787	\$ 111.00	\$825	9.88	4.80%
S04		1409	Girard	NE	Albuquerque	23		\$ 1,940,692	\$ 1,940,692	10/16/2023	\$84,378	\$ 202.00	\$694	10.13	5.80%
S05		1409	Girard & 144	NE	Albuquerque	39		\$ 3,255,609	\$ 3,289,752	10/16/2023	\$84,353	\$ 180.00	\$714	9.85	5.70%
S06		501	Girard	SE	Albuquerque	14	2012	\$ 2,000,000	\$ 2,000,000	8/27/2022	\$142,857	\$ 216.45	\$804	14.81	4.39%
S07	Bart Prince	3409	Tulane	NE	Albuquerque	10	1979	\$ 1,300,000	\$ 1,300,000	5/17/2023	\$130,000	\$ 169.89	\$949	11.42	5.30%

Summary of SOLD	Average =	25	units								\$108,598	\$ 169	\$795	11.32	5.33%
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Subject	Zia @ Nob-Hill	419 Monroe NE				50	1970s	\$ 5,807,969			\$116,159	\$ 178	\$885	10.94	5.92%
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Average of Comparable SOLD applied to subject property

\$/unit	\$108,598	\$ 5,429,904
\$/sf	\$169	\$ 5,525,270
CAP (Actual)	5.3%	\$ 6,451,218
GRM (Actual)	11.32	\$ 6,054,929

Average= \$ 5,865,330

Property was appraised in
December of 2023 for
\$5,900,000

The Summit at Nob Hill
419 Monroe Street Northeast
Albuquerque, New Mexico 87108

December 6, 2023

Mr. Keith Gregory
Summit Housing Group, Inc.
5255 Pioneer Street, Suite 1
Missoula, Montana 59802

RE: The Summit at Nob Hill
419 Monroe Street Northeast
Albuquerque, New Mexico 87108
"As Is" Appraisal Report
As of November 5, 2023

Dear Mr. Gregory:

In accordance with your request, I have personally appraised the existing Low Income Housing Tax Credit (LIHTC) property designed for general occupancy known as The Summit at Nob Hill. The site contains approximately 1,2253 acres. The subject is improved with seven two-story walk-up buildings containing 50 units.

The purpose of the Appraisal Report is to estimate the "as is" market value of the leased fee of the property. The intended users of the appraisal are Summit Housing Group, Inc. and New Mexico Mortgage Finance Authority.

This report is intended to comply with the reporting requirements set forth under Standard Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice for an Appraisal Report.

A description of the property, together with information providing a basis for estimates, is presented in the accompanying report. This appraisal is subject to the definitions, assumptions, conditions and certification contained in the attached report. During the fieldwork, it has been determined the appraised property has no natural, cultural, scientific or recreational value.

The values determined in this report are subject to the following hypothetical conditions and extraordinary assumptions:

There are no hypothetical conditions for this appraisal. The use of a hypothetical condition might have affected the assignment results.

There are no extraordinary assumptions for this appraisal. The use of an extraordinary assumption might have affected the assignment results.

Based on the data, analyses and conclusions presented in the attached report, it is my opinion the market value of the subject property, as of November 5, 2023, is as follows:

FIVE MILLION NINE HUNDRED THOUSAND DOLLARS
(\$5,900,000)

Financing Term Sheet from Peter Generis

August 23, 2023

CBRE

Freddie Mac Small Balance Loan Price Quote

Zia East Apartments

419 Monroe St NE
Albuquerque, New Mexico 87108
Bernalillo County, NM

Loan Purpose

ACQUISITION

Good-faith deposit of 1% is due at rate lock and is refunded at close.

Quote contingent upon verification of historical operating statements and rent roll, full due-diligence on Borrower/Guarantor, review of the contingent liabilities, satisfactory review of Borrower organizational structure, and a FICO score greater than 680. Quote assumes no more than 50% of residents are active military, students or senior-housing tenants.

Borrower Financial Requirements: Liquidity greater than or equal to nine months of debt service and net worth greater than or equal to the loan amount.

Approximate annual payment subject to full underwriting; pricing adjusts weekly.

ADDITIONAL QUOTE STIPULATIONS

- Proposed loan terms are based on an estimated underwritten net operating income (NOI) of \$316,130 and are subject to satisfactory review of third party reports and Lender's final determination of value.
- Final loan amount may not exceed the maximum allowable loan-to-value (LTV) and minimum debt service coverage ratio (DSCR) indicated above. The terms are also subject to satisfactory review of organizational structure.
- Underwritten operating expenses and asset valuations must be supported, and may be reconsidered using appraisal conclusions.
- Assumes steady or improving T-3 collections and occupancy through closing. Minimum of 90% occupancy average over T-3.
- Tax escrow required at closing (monthly impound).

Loan Parameters			
	Option 1	Option 2	Option 3
Interest Rate	6.95%	7.00%	6.67%
Product	5 YR Fixed	5 YR Fixed	7 YR Fixed
Calculated DCR for Value	1.25000x	1.25000x	1.25000x
Calculated LTV for Value	53.48%	53.20%	55.03%
Prepayment Option	>YM OR 1%	5-4-3-2-1	>YM OR 1%
I/O Term for Pricing	1 YR	1 YR	2 YR
Extended Delivery Option	Standard	Standard	Standard
Amortization	30 Years	30 Years	30 Years
Final Loan Amount	\$ 3,106,000	\$ 3,090,000	\$ 3,196,000

PETER J. GINERIS
Senior Vice President
CBRE Capital Markets

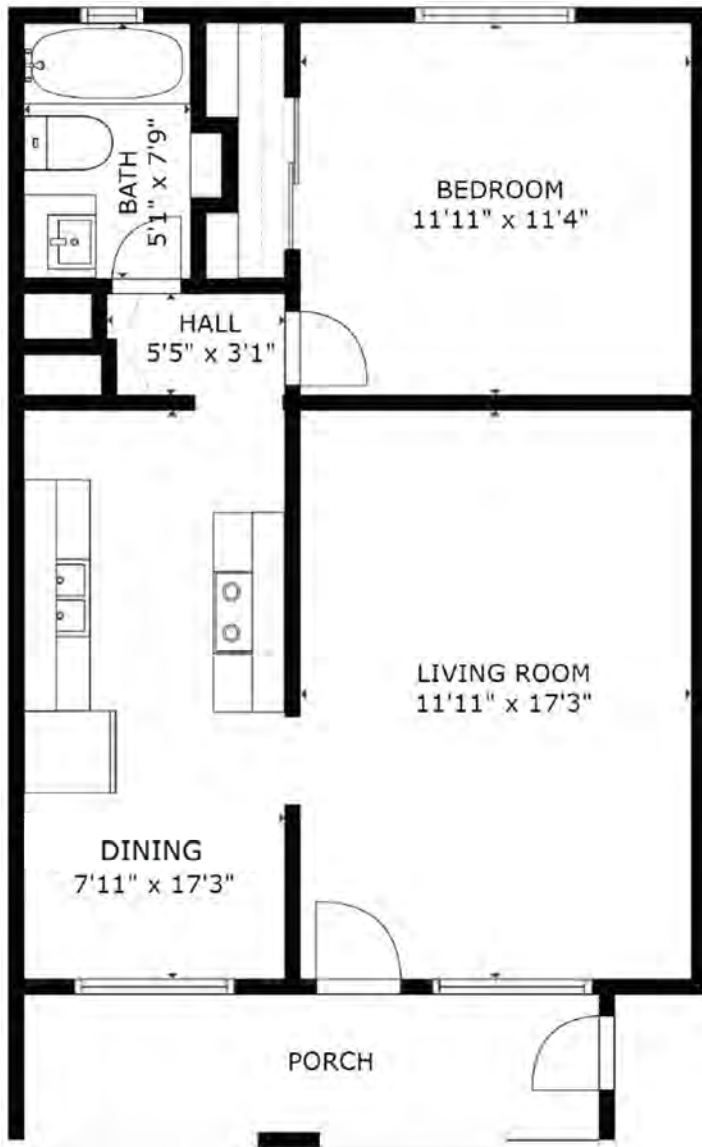
+1 505 837 4997
peter.gineris@cbre.com
www.cbre.us/peter.gineris



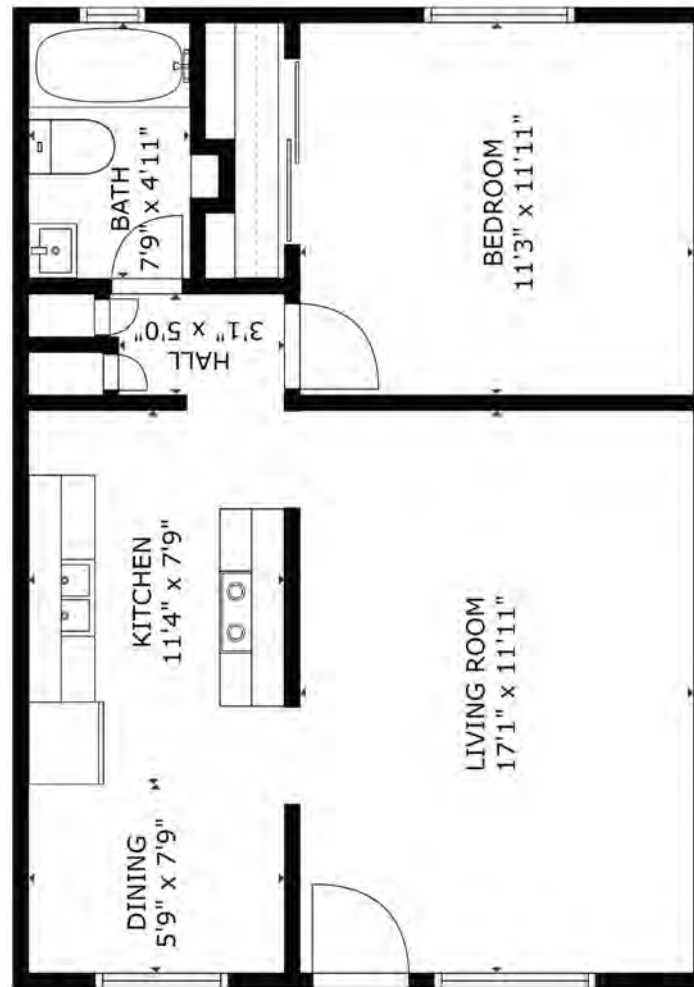
Floorplans



Unit 1 - 1 Bedroom/ 1 bath
Downstairs



Unit 20 - 1 Bedroom/ 1 bath
Downstairs



3D / Virtual Reality Tour at

Unit	Type	Link
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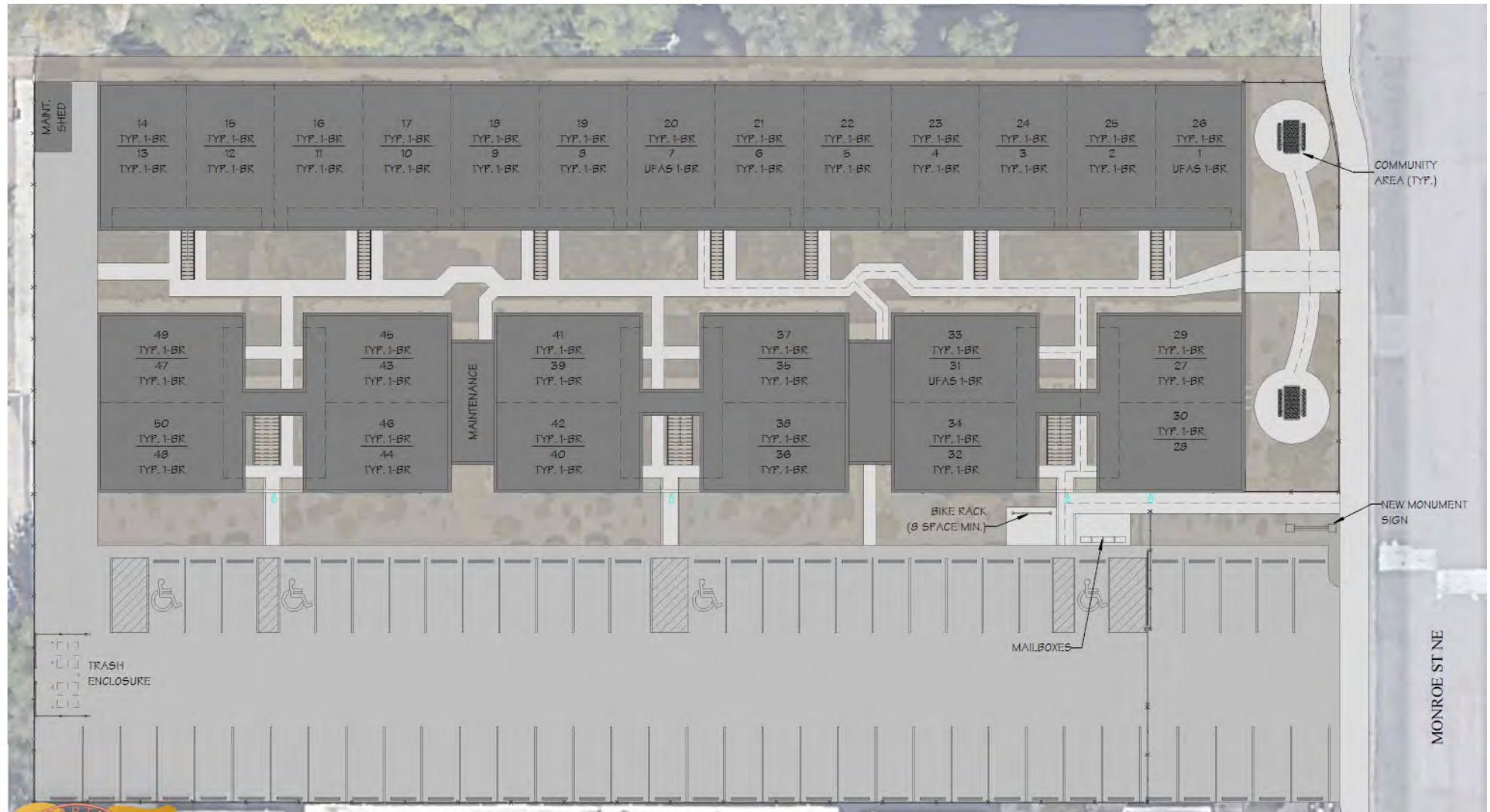
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20	1/1	www.nmapartment.com/ziaeast3d2
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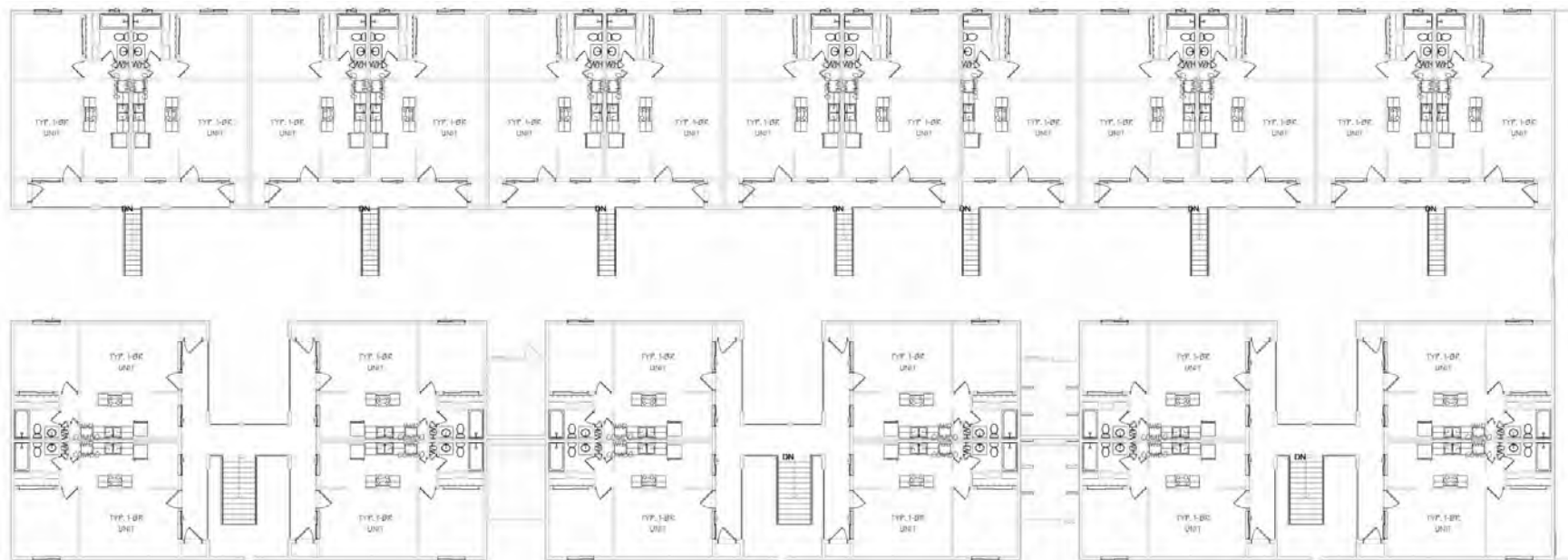
4	1/1	www.nmapartment.com/ziaeast
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Measurements provided by Matterport 3D Camera system - sizes/ dimensions should be confirmed by Buyer.

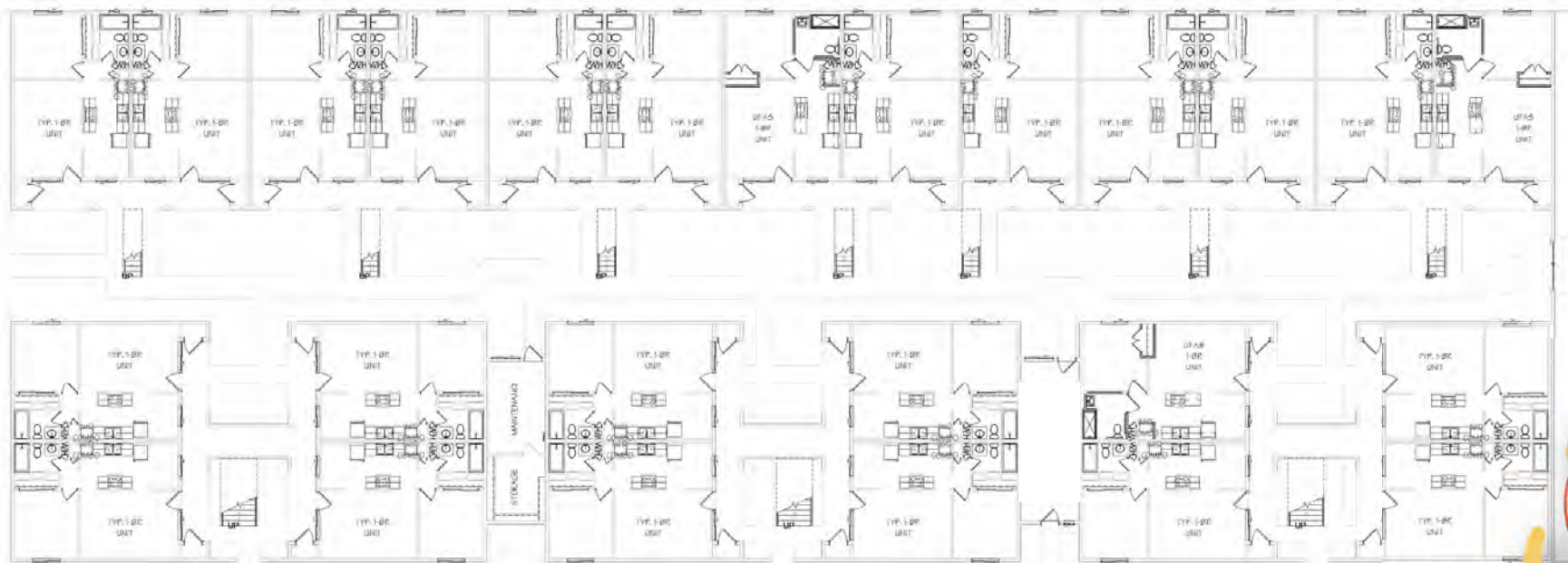
Site plan



Building Plans



SECOND FLOOR BUILDING PLAN



FIRST FLOOR BUILDING PLAN



Survey (2018)

ACS MONUMENT "9_K17"
X=1,537,076.105
Y=1,487,300.883
Ground-to-grid: 0.999666869
Mapping Angle: -00°11'54.86"
NMSP CENTRAL ZONE NAD 83

TRACT 23, HEIGHTS RESERVOIR ADDITION

(REC. 5/21/1923 VOL. C2, FOLIO 69)

N. 145.81' W. 275' TRACT 18, HEIGHTS RESERVOIR ADDITION

N. 80' OF S. 164.5' W. 305' TRACT
18, HEIGHTS RESERVOIR ADDITION
(REC. 5/21/1923 VOL. C2, FOLIO 69)

N. 135' OF S. 165.31' OF W. 305' TRACT 18, HEIGHTS RESERVOIR ADDITION

(REC. 5/21/1923 VOL. C2, FOLIO 69)

419 MONROE STREET, N.E.
(60' PUBLIC R.O.W.)

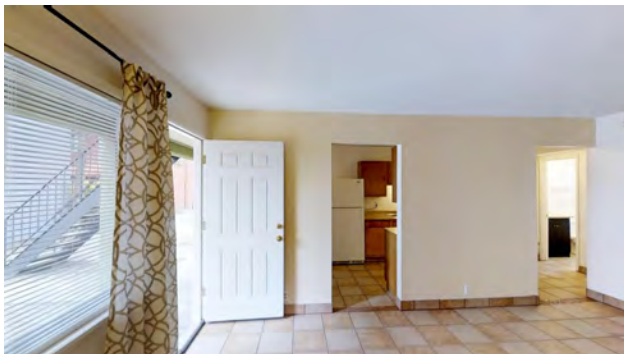
Property Aerial photographs



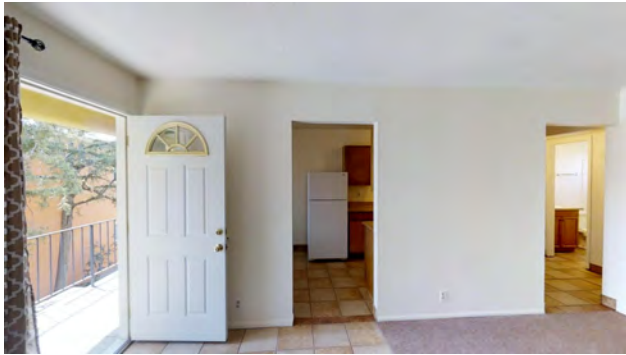
Property photographs



Property photographs—Unit 1



Property photographs—Unit 20



Property photographs—Recently Renovated Unit



The Location

Walk Score
75

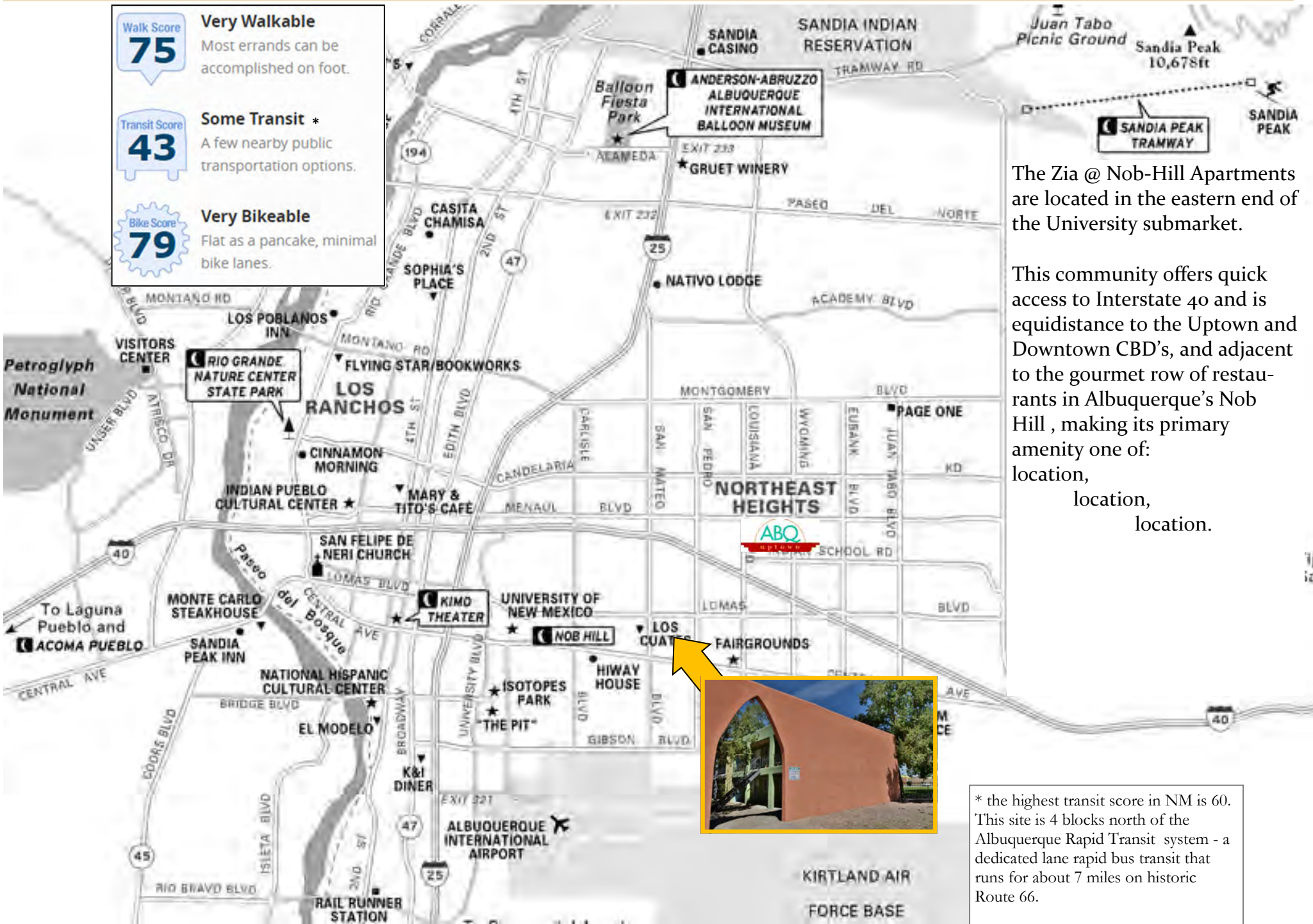
Very Walkable
Most errands can be accomplished on foot.

Transit Score
43

Some Transit *
A few nearby public transportation options.

Bike Score
79

Very Bikeable
Flat as a pancake, minimal bike lanes.



The Zia @ Nob-Hill Apartments are located in the eastern end of the University submarket.

This community offers quick access to Interstate 40 and is equidistance to the Uptown and Downtown CBD's, and adjacent to the gourmet row of restaurants in Albuquerque's Nob Hill , making its primary amenity one of:
location,
location,
location.

* the highest transit score in NM is 60. This site is 4 blocks north of the Albuquerque Rapid Transit system - a dedicated lane rapid bus transit that runs for about 7 miles on historic Route 66.

The Neighborhood

The Zia @ Nob-Hill Apartments are located just north of Albuquerque's restaurant mecca, Nob Hill which is home to some 80+ restaurants and boutique shops.



The Neighboring rental comparable

Directly south of the Zia East apartments is the renovated Q@NobHill apartments. The owner / developer of these apartments have a long history of repositioning apartment product, restoring its original vibrancy and enhancing its market value.



The second phase of Q@NobHill is located directly west of Zia East.



Apartment
\$1,200 – \$1,320
1 bed, 1 bath, 630 sq ft



Apartment
2x1_J
\$1,399 – \$1,516
2 beds, 1 bath, 782 sq ft

<http://www.apartments.com/the-q-at-nob-hill-albuquerque-nm/j353zn4/>



Zia@ Nob Hill



The Neighborhood happenings

Zia @ Nob-Hill is located just four blocks north of the Nob-Hill Albuquerque Rapid Transit (A.R.T.)

A rent survey mashup of walkscores, bike scores, transit scores and rents performed by the Apartment Association of NM demonstrated that apartment communities with high transit scores (or that were close to major transit lines), garnered rents that were 26% higher than average.



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



4 Distribution centers announced 1,000 new jobs

A

Apple

N



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.

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.**

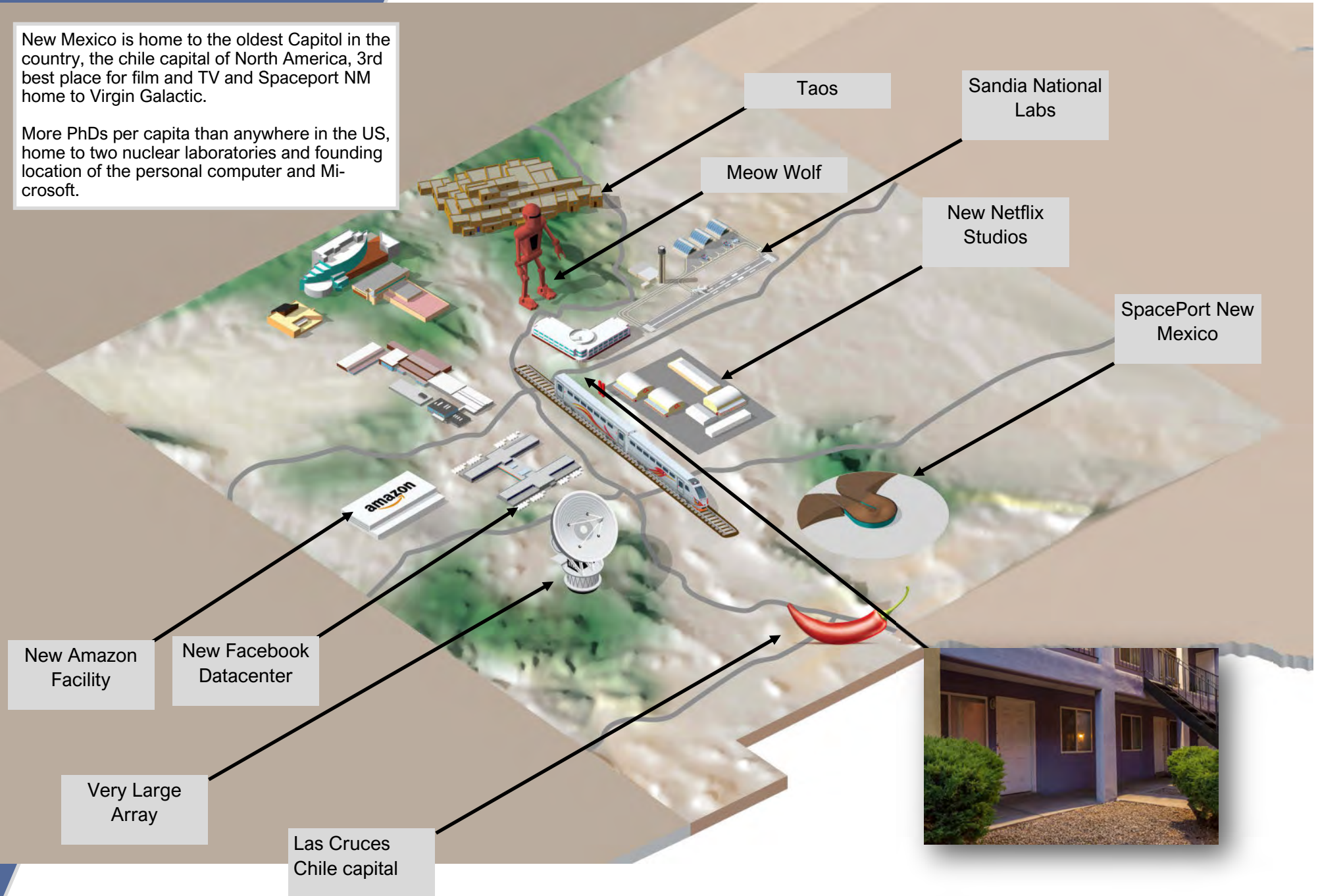
In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

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.

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.



Albuquerque's Economic Engines

Albuquerque offers a diversity of economic engines from Amazon, to Intel, to UNN/CNM to Facebook/Meta, Sandia National Laboratories to the downtown medical cluster (3 hospitals) to the Netflix studios.



NEW MEXICO PRODUCTIONS THAT HAVE WRAPPED

Name	NM crew	NM talent (performing artists)	NM background and extras
Paul's Promise aka "Retribution"	35	10	80
Them Covenant (Episode 8)	199	32	500
The Harder They Fall	350	25	100
Captive	22	4	15
Peace River	5	15	25
Roswell (Season 3)	275	110	2200
Canyon del Muerto	130	30	600
Third Story Automotive	0	4	0
Land of Dreams (Part 2)	30	20	150
Cry Macho	200	0	700
Intrusion	134	32	134
Meow Wolf Denver	150	60	75
Slayers	33	5	2
The Commando	35	14	28
Cleaning Lady (Pilot)	120	400	500
Cop Shop	51	27	30
Outer Range	428	7	1000
The Wrong Guy	20	10	5
Twalette	1	2	4
Better Call Saul (Season 6)	400	110	1500
Monogamy	35	11	30
Dr. Death (Season 1)	170	5	100
Holiday in Santa Fe	18	5	50
Dig	26	5	0
Surrounded	140	21	30
When You Finish Saving the World	110	13	80
The Ray	100	5	25
Lullaby	85	4	0
Total	3302	986	7963

Source: New Mexico Film Office

DMC



Sandia National Laboratories

Multifamily investment sales process and thoughts:

My name is Todd Clarke CCIM and I am a commercial Realtor who has been selling apartment investments for over 35 years. In that time, I have listed/sold over 13,909 units totaling \$572M. I also teach investment sales analysis for the CCIM institute (23 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.

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 (2020) activity level from investors interest in our marketplace is 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.

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

Additional Info

Register online for confidential property information at:

www.nmapartment.com/zia

Marketing Advisors

In the event of multiple offers, BID process will be used. Additional information on this 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 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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Zia Park directly north of subject property