

OFFERING MEMORANDUM

Mixed-Use **Retail**, Warehouse & Two Residences

OFFERED AT

\$939,900

Four income streams on two MX-L parcels along the South Broadway corridor, minutes from Downtown.

**1810 & 1814
BROADWAY BLVD SE
ALBUQUERQUE, NM 87102**



10,780

BUILDING SF

4

LEASABLE SPACES

\$87

PRICE / SF

0.32 AC

LAND

MX-L

ZONING

CONFIDENTIALITY AGREEMENT www.nmapartment.com/broad1810

DOWNLOAD FLYER www.nmapartment.com/apt/NMAA-Broadway1810SE.pdf



NM APARTMENT ADVISORS

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www.nmapartment.com

Why **This** Property

01 Four income streams, two parcels

Street-front retail, a warehouse and two residences spread risk across commercial and residential tenants.

02 New development nearby

UNM's Target-anchored Lobo Crossing, under construction about a mile away at University & Gibson, aims to open for the 2027 holiday season. MaxQ at Kirtland is planned about 2.4 miles east.

03 Flexible MX-L zoning

Both lots are zoned Mixed-Use Low Intensity, which supports retail, office and residential uses side by side.

04 Built for an owner-user

Run a business from the retail and warehouse space while the two residences help carry the mortgage.

05 Priced below the comps

At about \$87 per square foot, the offering sits below nearby comparables at \$93 to \$200 per square foot.

06 Close to Downtown

On the South Broadway corridor, about 1.6 miles from Downtown and 2.6 miles from the Sunport.



PRICE

\$939,900

BUILDING SF

10,780

CAP (ACTUAL)

5.13%

GROSS RENT / YR

\$79,200

GRM (ACTUAL)

11.87

LAND

0.32 AC

The Offering

NM Apartment Advisors and Maestas Real Estate Services are pleased to offer **1810 & 1814 Broadway Blvd SE**, a two-parcel mixed-use property just south of Downtown Albuquerque. The offering includes a 5,368 SF ground floor of street-front retail and warehouse space and a 3,213 SF second-story residence at 1810, plus a 1,366 SF house at 1814. That is 9,947 SF of measured livable area within 10,780 SF of buildings per the Assessor, on about one-third of an acre.

The property is fully occupied and produces \$79,200 a year in gross rent. Its MX-L zoning and mix of commercial and residential space suit an investor or an owner-user who wants to run a business on site.

FULLY OCCUPIED · SHOWING POLICY

No visual inspections by buyers until an offer is made. Buyers may view the property during the inspection period.

OFFERING PRICE

\$939,900

PRICE / SPACE

\$234,975

PRICE / SF

\$87.19

ADDITIONAL RESOURCES

Confidentiality agreement & documents www.nmapartment.com/broad1810

Download this flyer www.nmapartment.com/apt/NMAA-Broadway1810SE.pdf

Virtual tour [www.nmapartment.com/\[virtual tour link\]](http://www.nmapartment.com/[virtual tour link])

Buyer's broker compensation Email compensation@nmapartment.com, subject **NMAA-2666810**

PROPERTY DETAILS

Address	1810 & 1814 Broadway Blvd SE, Albuquerque, NM 87102
Parcels / UPC	1810: 101405636324442129 1814: 101405636223942130
Legal Description	Lots 9 & 10, Block 1, Eastern Addition 2nd Extension South
Zoning	MX-L, Mixed-Use Low Intensity (both lots)
Current Use	1810: commercial retail · 1814: residential
Building Size	10,780 SF total (1810: 9,366 · 1814: 1,414 per Assessor)
Land	±0.32 acres (two lots, ±0.16 AC each)
Year Built	1810: 1954 · 1814: 1969
Spaces	Retail, warehouse, two residences
2026 Property Taxes	\$13,177 (2026 assessed value \$878,083)
Flood Zone	FEMA Zone X
Neighborhood	South Broadway NA · City Council District 2
Schools	East San Jose ES · Washington MS · Albuquerque HS
Walk / Transit / Bike	69 / 26 / 56

SQUARE FOOTAGE DISCLAIMER

The Bernalillo County Assessor reports 10,780 SF of building area (1810: 9,366 SF; 1814: 1,414 SF). Floor plans prepared by 3D Casas measure 9,947 SF of livable area based on exterior dimensions (1810: 8,581 SF; 1814: 1,366 SF). The sources measure differently and may count unfinished or non-livable space differently. All figures are approximate; buyers should verify square footage independently and should not rely on either figure.

Rent Roll & Income

Prepared by Anita Maestas · 9/4/26 · "AS IS" condition

Walk Score: 69, Transit Score: 26, Bike Score: 56

#	Type	SF (measured)	Actual Rent	Street Rate	Market Rent	Actual \$/SF/yr	Total Actual	Total Max Rent	Total Market Potential
1810R	Retail space	2,355	\$2,200	\$2,200	\$3,243	\$11.21	\$2,200	\$2,200	\$3,243
1810W	Warehouse	3,013	\$1,000	\$1,000	\$1,944	\$3.98	\$1,000	\$1,000	\$1,944
1810H	4-bed residence + loft (2nd story)	3,213	\$2,100	\$2,100	\$2,300	\$7.84	\$2,100	\$2,100	\$2,300
1814H	3/2 house	1,366	\$1,300	\$1,300	\$1,600	\$11.42	\$1,300	\$1,300	\$1,600
4 spaces	Avg. 2,487 SF	9,947	\$1,650	\$1,650	\$2,272	\$7.96	\$6,600	\$6,600	\$9,087
Annual totals · avg. rent \$/SF (actual · street · market)			\$7.96 · \$7.96 · \$10.96				\$79,200	\$79,200	\$109,045

Rents are monthly; actual rents provided by the owner (owner occupant). Unit sizes are measured livable area from 3D Casas floor plans (9,947 SF); building area per Assessor is 10,780 SF. Market rent for retail and warehouse is \$16 and \$7.50 per SF per year on the original estimated sizes.

INCOME

A	Total Potential Market Income		\$109,045
B	Less: loss to market lease	27%	(\$29,845)
C	Total Potential Income (Street)		\$79,200
D	Less: Loss to lease	0%	\$0
E	Total Income		\$79,200
F	Less: vacancy (market average)	5%	(\$3,960)
G	Effective Rental Income		\$75,240
H	Plus: Other Income		\$0
I	Gross Operating Income		\$75,240

BENCHMARKS

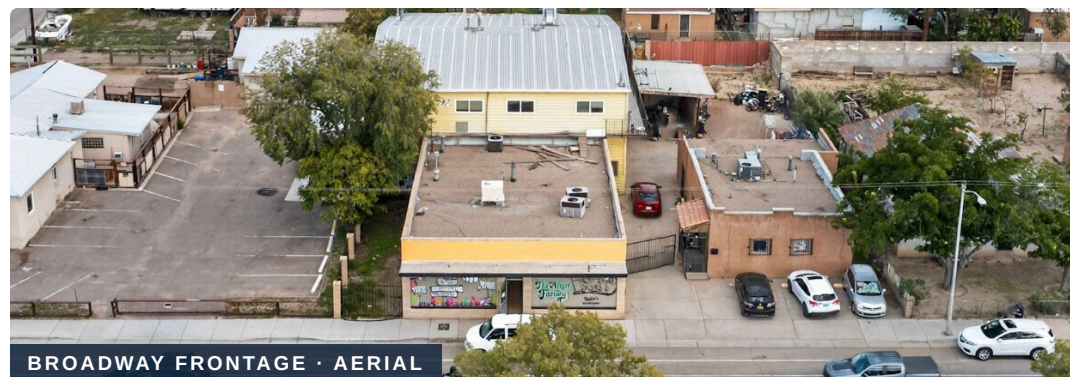
	Actual	Proforma
Offering price		\$939,900
Price / unit		\$234,975
Price / SF		\$87.19
GRM	11.87	8.62
Cap before reserves	5.13%	8.11%
Cap after reserves	5.13%	8.00%
Cash on cash	-3.4%	8.0%
DCR	0.86	1.34

Offering price based on market proforma rents. Actual = 2025 actuals/estimates;
Proforma = 2027.

Operating Expenses

#	Expenses (annual)	2025 Actual	\$/unit	%	2027 Proforma	\$/unit	%
20	Real Estate Taxes	\$13,177	\$3,294	18%	\$13,177	\$3,294	12%
22	Property Insurance	\$2,300	\$575	3%	\$2,369	\$592	2%
28	Repairs	\$3,762	\$941	5%	\$3,875	\$969	4%
29	Utilities (gas/electric)	\$5,040	\$1,260	7%	\$5,191	\$1,298	5%
30	Water, sewer, trash	\$1,740	\$435	2%	\$1,792	\$448	2%
43	Unit Turnover	\$328	\$82	0%	\$338	\$84	0%
45	Supplies	\$639	\$160	1%	\$658	\$165	1%
46	Maintenance	—	—		\$0	—	
48	Reserve for replacement	\$0	—		\$1,000	\$250	1%
23–44	Management, payroll, other utilities, admin, legal, advertising, contract services, landscaping — none reported (likely owner occupant)						
49	Total operating expenses	\$26,986	\$6,747	36%	\$28,400	\$7,100	26%
50	Net operating income	\$48,254	\$12,064		\$75,192	\$18,798	

Real estate taxes: 2025 tax bill; proforma based on 2026 actual, could decrease. Assessed at \$878,083; potential assessment \$798,915. Insurance, utilities, water/sewer/trash, unit turnover and supplies: owner actual 2025; proforma 2027 = 2025 + 3%. Repairs: estimate; owner actual 2025 was \$8,717 with cap-ex. Maintenance: repairs + unit turn + reserve = 8–10%. Reserve for replacement: new lender will require. % = share of gross operating income (2025) and of market income less 5% vacancy (2027).



BROADWAY FRONTAGE · AERIAL

EXPENSE UPSIDE

- Lean, owner-run expense base**
 Total 2025 expenses are \$26,986, or \$6,747 per unit. No management, payroll or contract-service costs are carried today.
- Expense ratio falls as income grows**
 Expenses run 36% of 2025 income but 26% in the 2027 proforma, because the APOD grows expenses only 3% while income moves to market.
- Property taxes may come down**
 Taxes of \$13,177 are the largest line (18% of income). The APOD notes the bill could decrease; potential assessment is \$798,915 vs. \$878,083 today.
- Utilities to evaluate**
 The owner pays \$5,040 in gas/electric and \$1,740 in water, sewer and trash. A buyer may review metering and lease terms to shift some of this to tenants.

Potential savings are not guaranteed; buyers should verify all expenses with their own advisors.

Net Operating Income & Cash Flow

	2025 Actuals/Estimates	Proforma 2027
Gross operating income	\$75,240	\$103,592
Less: total operating expenses	(\$26,986)	(\$28,400)
Net operating income	\$48,254	\$75,192
Less: annual debt service	(\$56,279)	(\$56,279)
Cash flow before taxes	(\$8,025)	\$18,913

DEBT SERVICE

	ADS	Loan	LTV	Pmt	Term	Interest
Actual	\$56,279	\$704,925	75%	\$4,690	30	7.00%
Proforma	\$56,279	\$704,925	75%	\$4,690	30	7.00%

Financing shown for illustration only. Buyers should obtain their own lender quote. Down payment \$234,975.

CAP RATE
(ACTUAL)

5.13%

CASH ON CASH
(ACTUAL)

-3.4%

DCR (ACTUAL)

0.86

PROFORMA RETURN

8.00%

Cap rate after reserves

8.0%

Cash on cash

1.34

DCR



Five-Year Forecast

	Year 1	Year 2	Year 3	Year 4	Year 5
Total potential market income (3.5% incr.)	\$109,045	\$112,861	\$116,811	\$120,900	\$125,131
Less: loss to market lease (27.4%)	(\$29,845)	(\$30,889)	(\$31,970)	(\$33,089)	(\$34,247)
Total potential income (max rent)	\$79,200	\$81,972	\$84,841	\$87,810	\$90,884
Less: vacancy (5%)	(\$3,960)	(\$4,099)	(\$4,242)	(\$4,391)	(\$4,544)
Gross operating income	\$75,240	\$77,873	\$80,599	\$83,420	\$86,340
Total operating expenses (2.0% incr.)	(\$26,986)	(\$27,526)	(\$28,076)	(\$28,638)	(\$29,211)
Net operating income	\$48,254	\$50,348	\$52,523	\$54,782	\$57,129
Annual debt service	(\$56,279)	(\$56,279)	(\$56,279)	(\$56,279)	(\$56,279)
Cash flow before tax	(\$8,025)	(\$5,931)	(\$3,756)	(\$1,496)	\$851
Mortgage balance (year end)	\$697,764	\$690,086	\$681,853	\$673,024	\$663,557
Principal reduction	\$7,161	\$7,678	\$8,233	\$8,829	\$9,467
Mortgage interest	\$49,118	\$48,600	\$48,045	\$47,450	\$46,812
Cost recovery (27.5 yrs @ 80%)	\$26,204	\$27,343	\$27,343	\$27,343	\$26,204
Taxable income	(\$27,068)	(\$25,595)	(\$22,865)	(\$20,010)	(\$15,887)
Tax at ordinary rate (35%)	\$0	\$0	\$0	\$0	\$0
Cash flow after tax	(\$8,025)	(\$5,931)	(\$3,756)	(\$1,496)	\$851

Calculated for the first year of the next owner's ownership. Cost recovery includes mid-month convention. Sale at end of year 5 on year-6 NOI of \$59,567.

INITIAL EQUITY

\$234,975

IRR BEFORE TAX

10.0%

IRR AFTER TAX

6.5%

ADJUSTED BASIS

Basis at acquisition	\$939,900
Less: depreciation taken	(\$134,436)
Adjusted basis at sale	\$805,464

CAPITAL GAIN

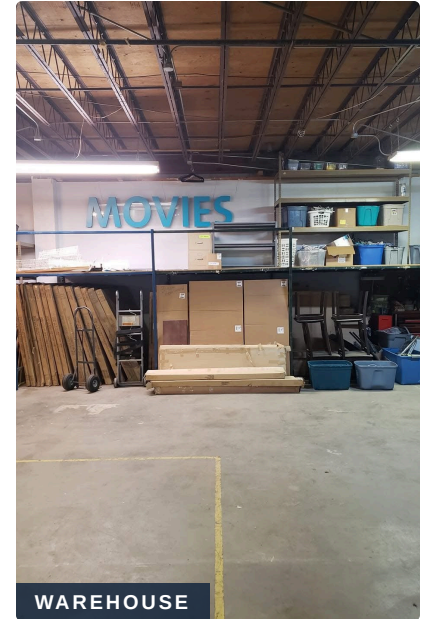
Disposition cap rate	5.1%
Sale price	\$1,160,253
Less: costs of sale (8%)	(\$92,820)
Gain	\$261,969
Less: straight-line recovery	(\$134,436)
Capital gain from appreciation	\$127,532

SALE PROCEEDS

Sale price	\$1,160,253
Less: cost of sale	(\$92,820)
Less: mortgage balance	(\$663,557)
Proceeds before tax	\$403,875
Less: recapture tax (25%)	(\$33,609)
Less: capital gains tax (20%)	(\$25,506)
Proceeds after tax	\$344,760



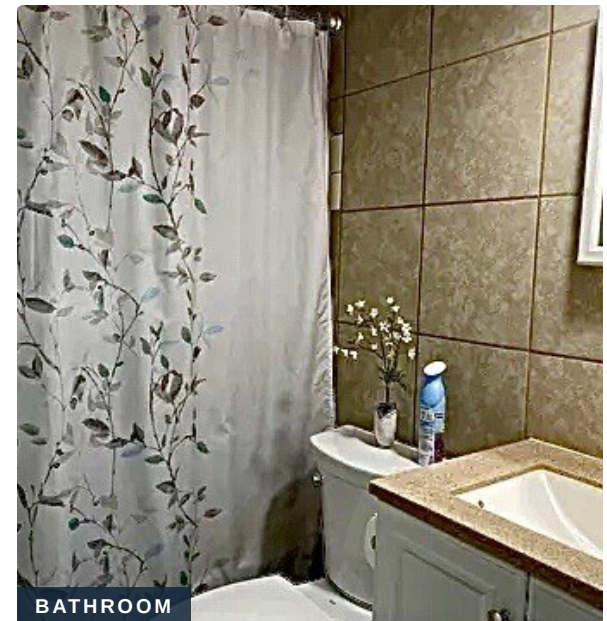
Retail & Warehouse



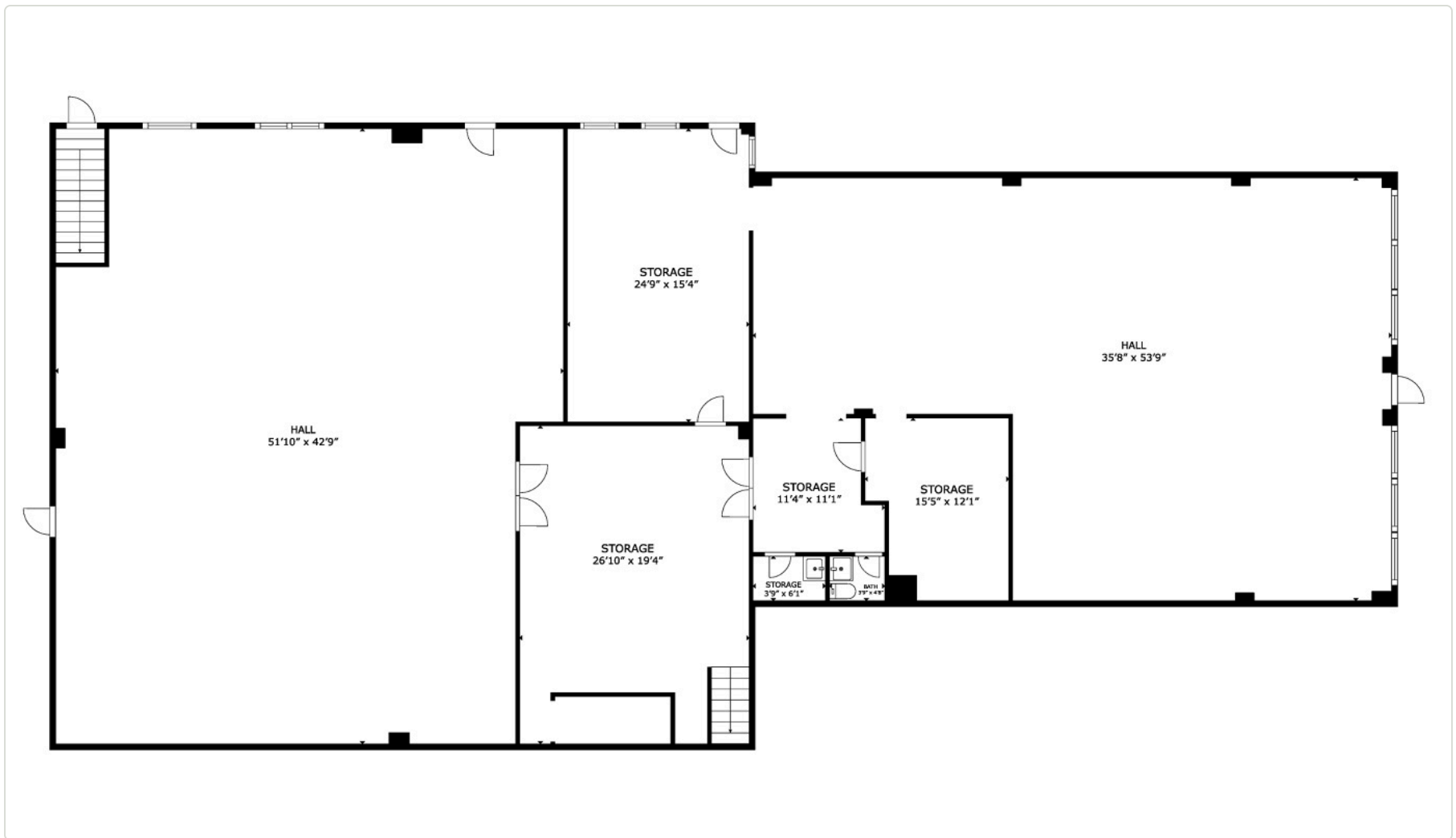
Second-Story Residence



The 1814 House



Ground Floor **Retail & Warehouse**



1810 · FLOOR 1

5,368 SF

FRONT HALL (RETAIL)

51'10" × 42'9"REAR HALL
(WAREHOUSE)**35'8" × 53'9"**

STORAGE ROOMS

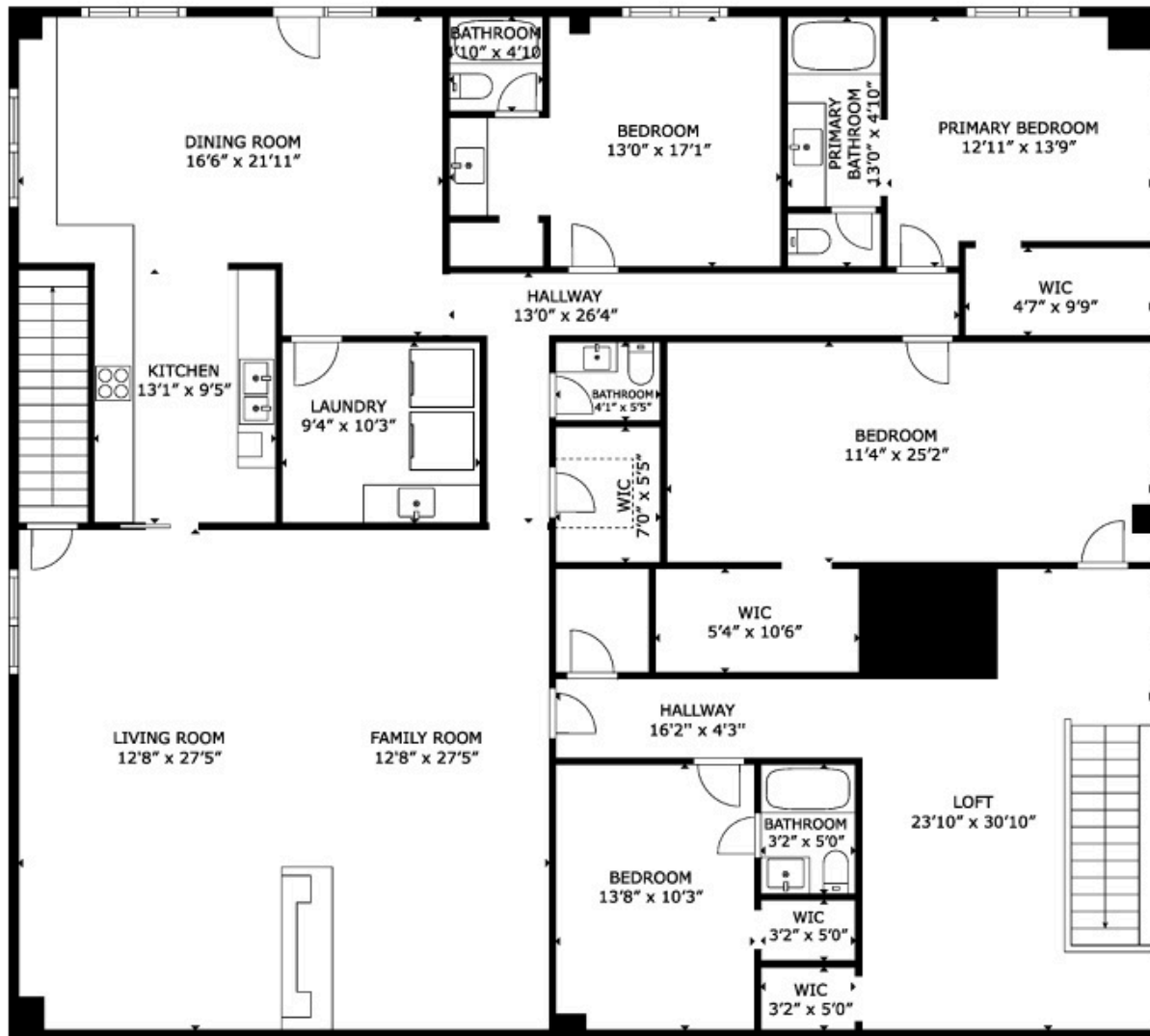
5 + bath

VIRTUAL TOUR

[www.nmapartment.com/\[virtual tour link\]](http://www.nmapartment.com/[virtual tour link])

All measurements are approximate, from 3D Casas floor plans based on exterior dimensions. Buyers should verify.

Second-Story Residence



1810 · FLOOR 2

3,213 SF

BEDROOMS

4 + loft

PRIMARY BEDROOM

12'11" × 13'9"

LIVING / FAMILY

12'8" × 27'5" each

LOFT

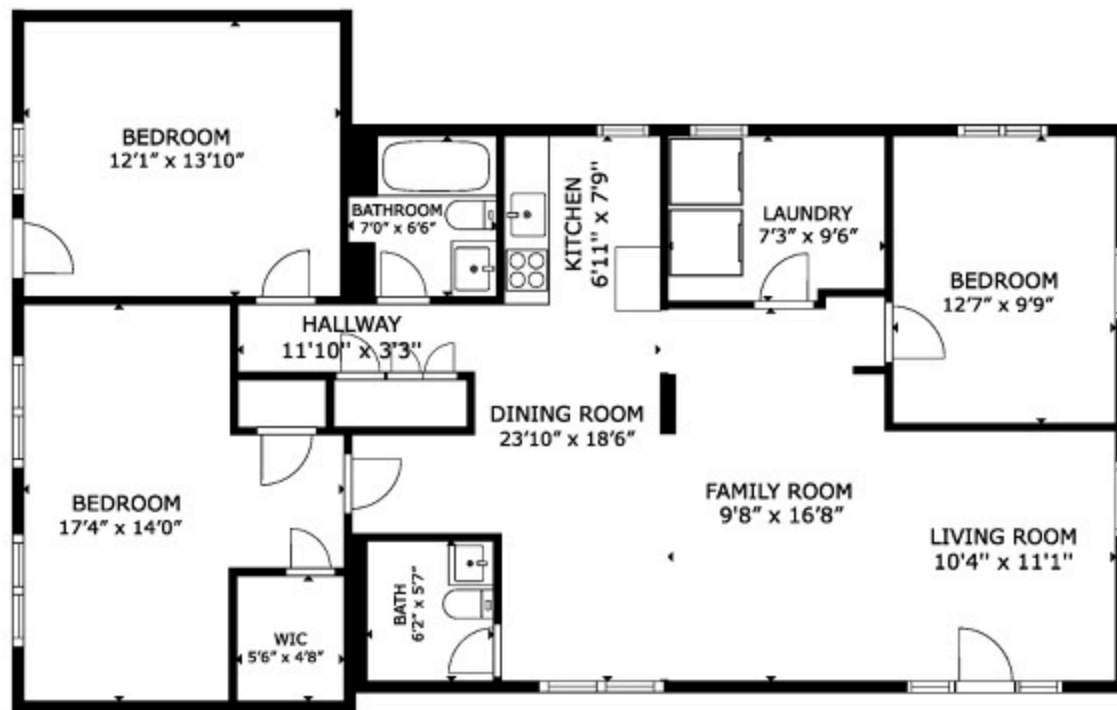
23'10" × 30'10"

VIRTUAL TOUR

[www.nmapartment.com/\[virtual tour link\]](http://www.nmapartment.com/[virtual tour link])

All measurements are approximate, from 3D Casas floor plans based on exterior dimensions. Buyers should verify.

The 1814 House



1814 · HOUSE

1,366 SF

BEDROOMS / BATHS

3 / 2

DINING ROOM

23'10" × 18'6"

MEASURED AREA · BOTH PARCELS

1810 Floor 1	5,368 SF
1810 Floor 2	3,213 SF
1814 House	1,366 SF
Total livable	9,947 SF

Assessor building area is 10,780 SF. See the square footage disclaimer on page 3.

VIRTUAL TOUR

[www.nmapartment.com/\[virtual tour link\]](http://www.nmapartment.com/[virtual tour link])

All measurements are approximate, from 3D Casas floor plans based on exterior dimensions. Buyers should verify.

Site & Parcels



Two adjoining lots fronting Broadway Blvd SE (NM-47), just south of Kathryn Ave SE. **1810**, the north lot, holds the street-front retail, the warehouse and the second-story residence. **1814**, the south lot, holds the stucco house. A gated drive runs between the buildings.

	1810 (North)	1814 (South)
UPC	101405636324442129	101405636223942130
Legal	Lot 9, Block 1, Eastern Add. 2nd Ext. South	Lot 10, Block 1, Eastern Add. 2nd Ext. South
Land	±0.16 acres	±0.16 acres
Property class	Commercial	Residential
Land use	Commercial retail	Low-density residential
Zoning	MX-L	MX-L
Building SF (Assessor)	9,366	1,414
Year built	1954	1969
Improvements	Retail, warehouse, 2nd-story residence	House
2026 tax	\$11,333	\$1,844
Flood zone	X	X

Sources: City of Albuquerque property reports and Bernalillo County Assessor. Parcel lines are approximate.

DISTANCE TO KEY DESTINATIONS

NEW TARGET · LOBO CROSSING
0.9 mi

DOWNTOWN
1.6 mi

MAXQ AT KIRTLAND
2.4 mi

ALBUQUERQUE SUNPORT
2.6 mi

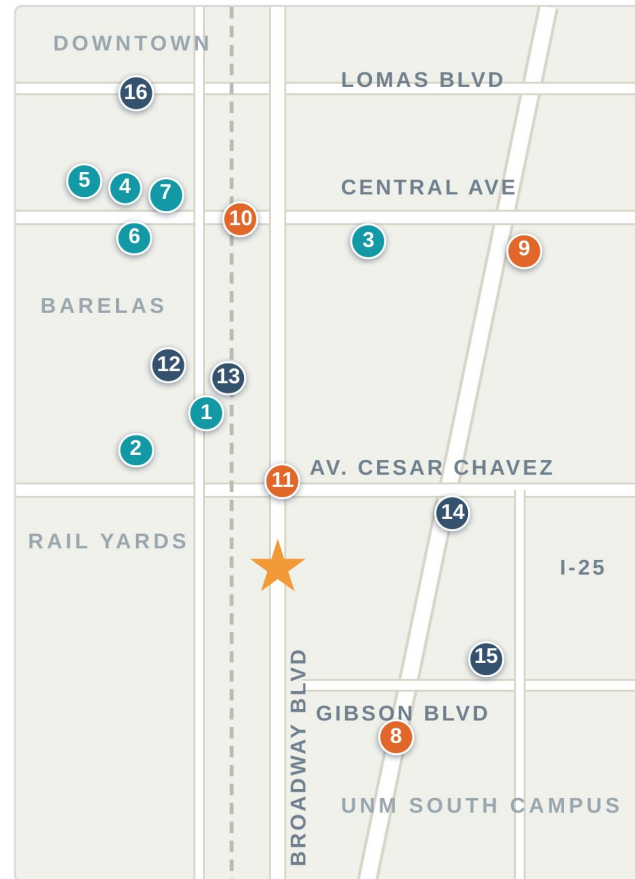
Straight-line distances from the site.

\$939,9001810 & 1814 Broadway Blvd SE · 10,780 SF
4 leasable spaces · MX-L · Cap 5.1%

What's New & Coming

16 verified developments around the offering: 7 recently opened, 4 under construction, 5 announced or planned. Researched October 2026.

THE CORRIDOR AT A GLANCE



- Subject property ● Recently opened
● Under construction ● Announced / planned

Schematic map, not to scale. Pin numbers match the lists at right.
Distances are from the subject property.

Recently Opened

- 1 CNM Film & Media Center**
1100 2nd St SW · 0.9 mi NW
Opened Sep 2026. First Rail Yards tenant in 70 years, 70,000+ SF.

- 2 Street Food Institute**
1411 4th St SW · 0.8 mi NW
Opened 2025. 20,000 SF culinary incubator, \$10M Homewise project.

- 3 The Imperial**
701 Central Ave NE · 1.3 mi N
Reopened Nov 2024. \$7M Route 66 motel restoration, food hall and suites.

- 4 Ex Novo Brewing**
701 Central Ave NW · 1.5 mi N
Opened Jul 2024. 11,500 SF brewery in the historic Firestone building.

- 5 ARRIVE Albuquerque**
717 Central Ave NW · 1.6 mi N
Opened Feb 2025. 137-room boutique hotel at Robinson Park.

- 6 Lasso Coffee & Lager**
601 Gold Ave SW · 1.3 mi N
Opened late 2025. Lager house and coffee roaster, sister to Gravity Bound.

- 7 Kaufman's New York Diner**
505 Central Ave NW · 1.3 mi N
Opened Feb 20, 2026. NY-style diner in the 505 Central Food Hall.

Under Construction

- 8 Lobo Crossing**
I-25 & Gibson · 0.9 mi ESE
Began 2026, tenants 2027. 363,000 SF center anchored by Target.

- 9 Highlands Hotel + Market**
Central at I-25 · 1.3 mi NNE
Since summer 2025. 126-room hotel, food hall, hospital skybridge.

- 10 Albuquerque Rail Trail**
1st St & Central Ave · 1.1 mi N
Phased, sections open. 7.5-mile loop; \$3M Phase II award, Oct 2026.

- 11 El Mezquite Market**
1306 Broadway Blvd SE · 0.35 mi N
Renovating, Mar 2026. New grocery on Broadway; opening unconfirmed.

Announced / Planned

- 12 The Romero**
2nd & Santa Fe · 0.65 mi NW
Announced and funded. 69 affordable apartments, \$20.8M project.

- 13 WHEELS Museum Expansion**
1100 2nd St SW · 0.75 mi NW
Announced. Babbitt & Welding Shops conversion; seeking \$3.5-4M.

- 14 UNM Stadium Renovation**
1414 Cesar Chavez · 1.1 mi
Announced Jan 2026. \$58M Phase 1 of a \$268M modernization.

- 15 In-N-Out Burger**
University & Gibson · 1.1 mi E
Announced, expected 2027. New Mexico's first In-N-Out, UNM South Campus.

- 16 Lomas Towers Apartments**
700 Lomas Blvd NW · 1.4 mi N
Announced and funded. Tower conversion to 100-120 workforce units.

REPORTED, NOT YET VERIFIED: A · Rail Yards master-plan housing and mixed-use (Samitaur Constructs) B · Rail Yards firehouse vision (Theaster Gates) C · Homewise Barelas / South Broadway home program D · GIZMO Artspace, Downtown. Single or dated sources, not pinned on the map.

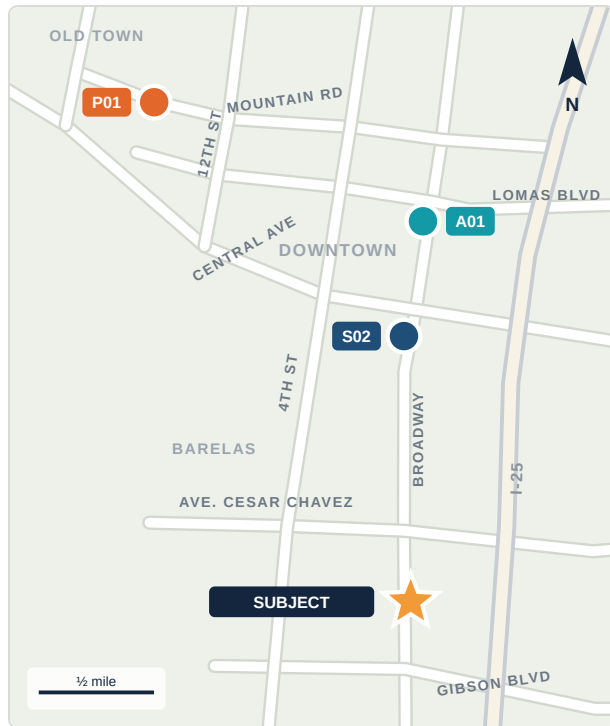
Full interactive map with sources and directions: Broadway Corridor Aerial Map, the online companion to this flyer.

Prepared by NM Apartment Advisors / Maestas Real Estate Services, October 2026

Comparable Properties

#	Property	Status	Units	Built	Price	Date	Building SF	\$/SF	GRM	Cap*
A01	635 & 637 Broadway	Active	3	1970	\$1,182,000	—	6,123	\$193	12.32	4.6%
P01	1700 Mountain Rd NW	Pending	2	1950	\$1,290,000	—	6,461	\$200	—	—
S02	221 Broadway	Sold	1	1946	\$850,000	12/10/25	9,123	\$93	7.36	8.0%
—	Subject: 1810 & 1814 Broadway SE	Offered	4	1954/69	\$939,900	—	10,780	\$87	11.87	5.1%

Compiled by Todd Clarke CCIM. Active and pending prices are list prices. *Cap rates imputed at 5% vacancy and 40% expenses; subject cap is actual.



● Subject ● Active ● Pending ● Sold

PRICE PER SQUARE FOOT

Mountain Rd	\$200
635/637 Bwy	\$193
221 Broadway	\$93
Subject	\$87

2026 PROPERTY TAX SUMMARY

Parcel	Land	Building	Total Value	Net Taxable	Mill Rate	Tax
1810 (non-res)	\$30,520	\$712,641	\$743,161	\$245,695	46.129	\$11,333
1814 (res)	\$23,400	\$111,522	\$134,922	\$44,969	42.254	\$1,844
Total	\$53,920	\$824,163	\$878,083	\$290,664		\$13,177

Bernalillo County Assessor, 2026 notice of value.

Read This **First**

This property is fully occupied. There will be no visual inspections by buyers until an offer is made. Buyers may view the property during the inspection period.

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 37 years. In that time, I have listed/sold over 19,704 units totaling \$927.4M in over 1,026 transactions. I also teach investment sales analysis for the CCIM Institute (29 years, over 5,000 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.
- 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 closing costs.

The current activity level from investors in our marketplace is three times higher than it was before the 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, whereas every one of my Sellers has 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.**

Investment Sales Process & Thoughts

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 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 as 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 Buyer's 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.

BUYER'S BROKER COMPENSATION

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. Email compensation@nmapartment.com with the subject **NMAA-2666810** to receive a document confirming buyer's broker compensation and/or buyer's credit from the seller for this listing.

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

EXCLUSIVELY OFFERED BY

Marketing **Advisors**



Todd Clarke **ccim**

Qualifying Broker / CEO

NM Apartment Advisors, Inc.

(505) 440-TODD

tclarke@nmapartment.com

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Fully occupied. No visual inspections by buyers until an offer is made. Buyers may view the property during the inspection period. Please do not disturb the residents or walk on site.



Anita Maestas

CEO & Qualifying Broker

Maestas Real Estate Services, Inc.

(505) 463-3565

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