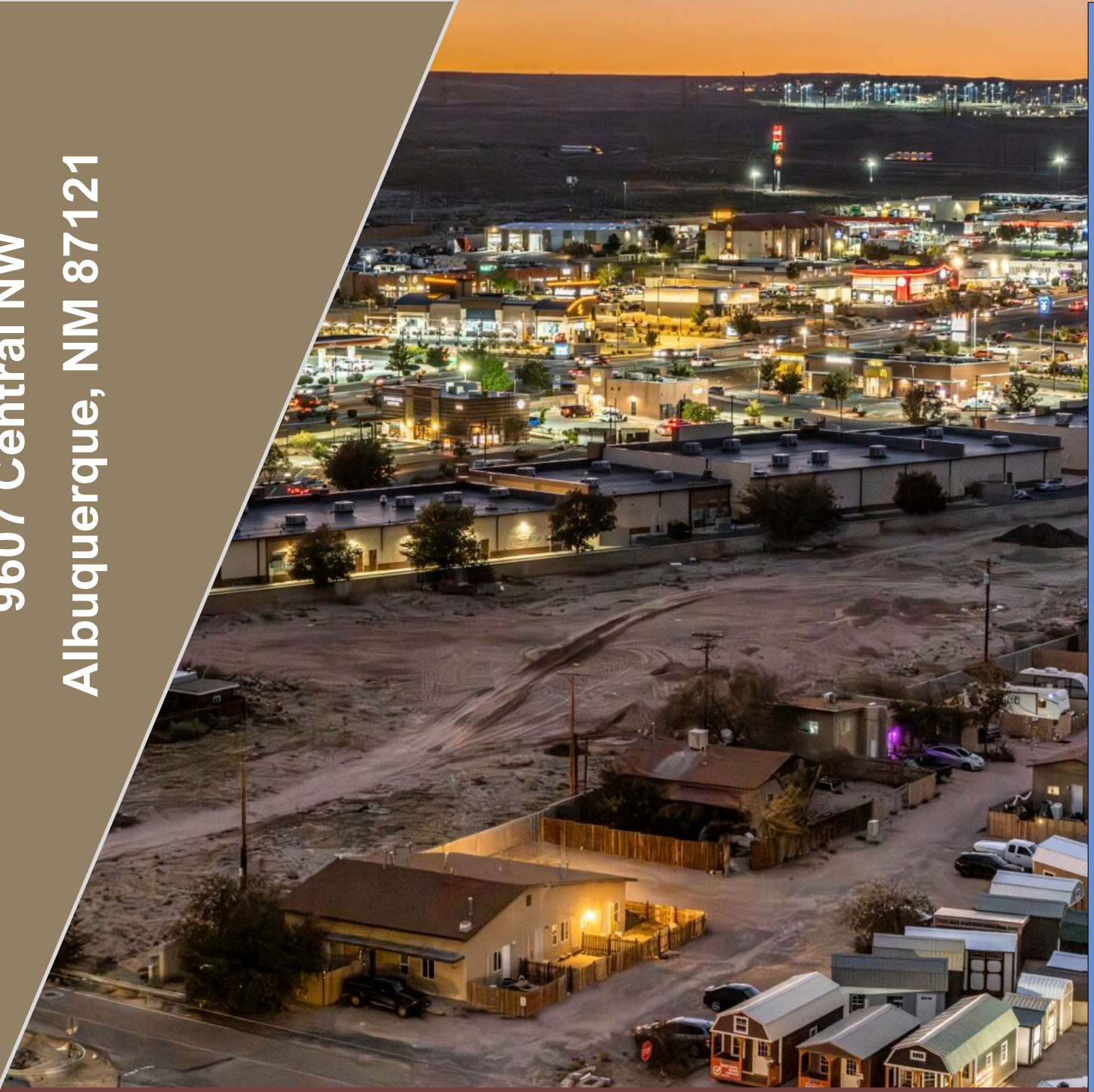
9607 Central NW
Albuquerque, NM 87121



Complete online confidentiality agreement www.nmapartment.com/central9607nw

Seller Concession to Buyer NMAA-2667607

Units: 11

Size: 6,845 sf

Land: 1.3993 acres

Price: $1,427,100

GRM: 7.97

Cap Rate: 7.80%

Proforma Cap rate: 8.78%

The Offering

On behalf of the Owner, NM Apartment Advisors Inc. and Maestas Real Estate Services are honored to bring this unique, family style compound with 11 units and 3 RV pad sites.

Located along historic Route 66 at 9607 Central NW, the property spans two parcels totaling 1.3993 acres and offers room for storage or future development. This community is located within walking distance to the regional well-known El Mezquite Marketplace, Starbucks, McDonalds and a short drive to a new library, and retail establishments.

The community is situated on a two parcels totaling 1.3993 acres, zoned NR-BP, and contain six buildings with unit mixes form studios (2), one bedrooms (5), two bedrooms (3) and three bedroom house (1) as well as three RV spaces. According to the City of Albuquerque IDO: NR-BP zoning "NON-RESIDENTIAL – BUSINESS PARK ZONE DISTRICT (NR-BP) Purpose: The purpose of the NR-BP zone district is to accommodate a wide range of nonresidential uses in campus-like settings to buffer potential impacts on surrounding uses and adjacent areas. Allowable uses include a wide variety of office, commercial,
research, industrial, distribution, showroom, processing, and institutional uses."

The property is ideal for an investor looking to capitalize on providing quality housing to individuals who need extra parking or space for storage.

The Property

Address:	9607 Central NW	
Units:	11 + 3 RV spaces	
YOC:	1946	
Net Rentable:	6,845	Per Owner
Avg. Unit Size:	622 sf	
Site	1.3993	acres
RV Spaces:	3 leased at $650/each	
Utilities:	Gas/Elec paid by resident W/S/G paid by owner	
UPC#:	100905713203530413 100905712406830432	
Legal:	Lots 15 & 16, & southerly portion of lot 27, Block 9, Original Townsite of Westland	

Property Summary Info

List Price	$1,427,100	
$/ unit	$129,736	
$ /sf	$208.49	
	Actual	Proforma (2027)
Avg. Rent	$1,357	$1,518
GRM	7.97	7.12
Cap Rate Before Reserves	8.00%	8.97%
Cap Rate After Reserves	7.80%	8.78%
Year 1 NOI	$111,357	$125,294
IRR After Tax	17.7%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for: 9607 Central Ave NW — 9607 Central Ave NW

Prepared by: Todd Clarke CCIM — 10/4/2026

Unit/Rent Summary

#	Type	Style	Approx Size	Actual Rent	Street Rate	Market Rent - St. Plus submarket	Actual Rent $/sf	E Total Actual	C Total Max Rent for this type	A Total Market Potential	Total sf	
1	1/1 1	6-plex	350	$ 975	$ 975	$ 1,297	$ 2.79	$ 975	$ 975	$ 1,297	350	
2	1/1 2	6-plex	350	$ 975	$ 975	$ 1,297	$ 2.79	$ 975	$ 975	$ 1,297	350	
3	0/1 3	6-plex	350	$ 900	$ 900	$ 1,194	$ 2.57	$ 900	$ 900	$ 1,194	350	
6	0/1 6	6-plex	350	$ 850	$ 850	$ 1,194	$ 2.43	$ 850	$ 850	$ 1,194	350	
4	1/1 4	6-plex	350	$ 975	$ 975	$ 1,297	$ 2.79	$ 975	$ 975	$ 1,297	350	
5	1/1 5	6-plex	350	$ 950	$ 950	$ 1,297	$ 2.71	$ 950	$ 950	$ 1,297	350	
6	2/1 E	6-plex	660	$ 1,500	$ 1,500	$ 1,469	$ 2.27	$ 1,500	$ 1,500	$ 1,469	660	
D	3/2 D	House	1,100	$ 1,700	$ 1,700	$ 1,469	$ 1.55	$ 1,700	$ 1,700	$ 1,469	1,100	
E	2/1F	House	700	$ 1,425	$ 1,425	$ 1,469	$ 2.04	$ 1,425	$ 1,425	$ 1,469	700	
F	2/1 G	2-story duplex	700	$ 1,425	$ 1,425	$ 1,469	$ 2.04	$ 1,425	$ 1,425	$ 1,469	700	
G	1/1 H	House	505	$ 1,300	$ 1,300	$ 1,297	$ 2.57	$ 1,300	$ 1,300	$ 1,297	505	
	RV	RV Pad/Space	360	$ 650	$ 650	$ 650	$ 1.81	$ 650	$ 650	$ 650	360	
	RV	RV Pad/Space	360	$ 650	$ 650	$ 650	$ 1.81	$ 650	$ 650	$ 650	360	
	RV	RV Pad/Space	360	$ 650	$ 650	$ 650	$ 1.81	$ 650	$ 650	$ 650	360	
11	total units + 3 RV's			Avg. Unit Size=	622	sf Total=		$ 14,925	$ 14,925	$ 16,699	6,845	
	1 floorplans			Avg Actual Rent=	$ 1,357	$2.18 Annualized =		$ 179,100	$ 179,100	$ 200,388	3,606	Per Assessor

Benchmarks

		Actual	Proforma
Offering Price	**$1,427,100**		
$/unit	$129,736		
$/sf	$208.49		
GRM		7.97	7.12
CAP Before Reserves		8.00%	8.97%
CAP After Reserves		7.80%	8.78%
Cash on Cash		7.86%	11.77%
DCR=		1.34	1.50

Walk Score: 56, Transit Score: 30, Bike Score: 53

Income

1	A.	**Total Potential Market Income**		**$ 200,388**	
2	B.	Less: loss to market lease		$ 21,288	11%
3	C.	**Total Potential Income (Street)**		**$ 179,100**	
4	D.	Less: Loss to lease		$ -	0%
5	E.	**Total Income**		**$ 179,100**	
6	F.	Less: vacancy	5.0%	$ 8,955	
7	G.	**Effective Rental Income**		**$ 170,145**	
8	H.	Plus: Other Income			0% was $4,200
9	I.	**Gross Operating Income**		**$ 170,145**	

	Expenses (Annual)	2026 Estimate	$/unit	%	Based on:	Proforma 2027	$/unit	%	Based on: Forthcoming yr. Income: Line A - F + H
20	Real Estate Taxes	$5,921	$538	3%	2026 Actual Taxes	$12,261	$1,115	6%	61% of Purchase Price
21	Personal Property Taxes				$ 433,026 total assessment				
22	Property Insurance	$5,485	$499	3%	Owners actual	$5,650	$514	3%	Potential 2027 = 2026 + 3%
23	Property Management:								
24	Off Site Management	$18,312	$1,665	11%	8% of Gross + NMGRT	$20,488	$1,863	10%	8% of Total Potential
27	Taxes/Workman's Compensation								
28	Repairs and Maintenance	$13,612	$1,237	8%	Estimate	$14,020	$1,275	7%	Potential 2027 = 2026 + 3%
29	Utilities:								
30	Water, Sewer, & Garbage	$5,033	$458	3%	Owner Provided	$5,184	$471	3%	Potential 2027 = 2026 + 3%
31	Gas	$1,588	$144	1%	Owner Provided, Gas & Propane	$1,635	$149	1%	Potential 2027 = 2026 + 3%
32	Electric	$3,091	$281	2%	Owner Provided				
37	Advertising/Licenses/ Commissions	$149	$14	0%	Estimate	$153	$14	0%	Potential 2027 = 2026 + 3%
42	Pest Control	$1,165	$106	1%	Estimate	$1,200	$109	1%	Potential 2027 = 2026 + 3%
43	Patrol Services								
46	Landscaping	$1,682	$153	1%	Estimate	$1,732	$157	1%	Potential 2027 = 2026 + 3%
47	Unit Cleaning				repairs+unit turn+reserve=8% to 12%				
48	Reserve for replacement	$2,750	$250	2%	new lender will require	$2,750	$250	1%	new lender will require
49	**Total Operating Expenses**	$58,788	$5,344	35%		$65,075	$5,916	32%	
50	**Net Operating Income**	**$111,357**	$10,123			**$125,294**	Potential Market less 5% vacancy + other income		
		ADS	Loan	LTV	Pmt / Term / Interest Rate	ADS	Loan	LTV	Pmt / Term / Interest
	Less: Annual Debt Service	$83,305	$ 1,070,325	75%	$6,942 / 30 / 6.75%	$83,305	$ 1,070,325	75%	$6,942 / 30 / 6.75%
	Cash Flow Before Taxes	**$28,052**				**$41,989**			

5 Year Forecast/Internal Rate of Return

			Year 1	2	3	4	5	for 1st year of next owners, ownership 6
1 Total Potential Market Income	4.5%	Increases	$200,388	$209,405	$218,829	$228,676	$238,966	$249,720
2 Less: loss to market lease	10.6%		$21,288	$22,246	$23,247	$24,293	$25,386	$26,529
3 Total Potential Income (Max Rent)			$179,100	$187,160	$195,582	$204,383	$213,580	$223,191
4 Less: Loss to lease	0.0%		$0	$0	$0	$0	$0	$0
5 Total Income			$179,100	$187,160	$195,582	$204,383	$213,580	$223,191
6 Less: vacancy	5.0%		$8,955	$9,358	$9,779	$10,219	$10,679	$11,160
7 Effective Rental Income			$170,145	$177,802	$185,803	$194,164	$202,901	$212,032
8 Plus: Other Income	4.0%	Increases	$0	$0	$0	$0	$0	$0
9 Gross Operating Income			$170,145	$177,802	$185,803	$194,164	$202,901	$212,032
Total Operating Expenses	1.0%	Increases	$65,075	$65,725	$66,383	$67,046	$67,717	$68,394
Net Operating Income			$105,070	$112,076	$119,420	$127,117	$135,184	$143,638
Mortgage Balance			$1,058,918	$1,046,717	$1,033,666	$1,019,707	$1,004,775	
ADS			$83,305	$83,305	$83,305	$83,305	$83,305	
- Principal Reduction			$11,407	$12,201	$13,051	$13,959	$14,931	
= Mortgage interest			$71,898	$71,104	$70,255	$69,346	$68,374	
- cost recovery (annual)	27.5 yrs @	80%	$39,788	$41,516	$41,516	$41,516	$39,788	includes mid m
= Taxable Income			-$6,616	-$544	$7,650	$16,256	$27,023	
Tax on income at ordinary income rate of		35%	$0	$0	$2,677	$5,690	$9,458	
NOI			$105,070	$112,076	$119,420	$127,117	$135,184	
- Annual Debt Service			$83,305	$83,305	$83,305	$83,305	$83,305	
= Cash Flow Before Tax			$21,765	$28,771	$36,115	$43,812	$51,879	
- Less Ordinary Income Tax			$0	$0	$2,677	$5,690	$9,458	
= Cash Flow After Tax			$21,765	$28,771	$33,437	$38,122	$42,421	

Sales Worksheet

Calculation of Adjusted Basis		
1 Basis at Acquisition		$1,427,100
2 + Capital Additions		
3 -Cost Recovery (Depreciation) Taken		$204,122
4 =Adjusted Basis at Sale		$1,222,978
Calculation of Capital Gain		
Disposition CAP Rate	7.8%	
5 Sale Price		$1,840,788
6 -Costs of Sale	8.0%	$147,263
7 -Adjusted Basis at Sale		$1,222,978
8 =Gain or (Loss)		$470,547
9 -Straight Line Cost Recovery (limited to gain)		$204,122
# =Capital Gain from Appreciation		$266,425
Calculation of Sales Proceeds after tax		
# Sale Price		$1,840,788
# -Cost of Sale		$147,263
# -Mortgage Balance(s)		$1,004,775
# =Sale Proceeds Before Tax		$688,750
# -Tax: Straight Line Recapture at	25.0%	$51,031
# -Tax on Capital Gains at	20.0%	$53,285
# =SALE PROCEEDS AFTER TAX:		$584,435

IRR Before tax = 21.5%

n	$	
0	$ (356,775)	
1	$21,765	
2	$28,771	
3	$36,115	
4	$43,812	
5	$51,879 +	$688,750

IRR After tax = 17.7%

n	$	
0	$ (356,775)	
1	$21,765	
2	$28,771	
3	$33,437	
4	$38,122	
5	$42,421 +	$584,435

Investor's Effective Tax Rate = 18%

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 18.0%

Commercial real estate may provide tax benefits, including deductions for qualifying mortgage interest and depreciation. Tax treatment of depreciation, capital gains and disposition proceeds varies by taxpayer and transaction. Buyers should consult their CPA or tax adviser regarding their specific circumstances."

Property Photographs

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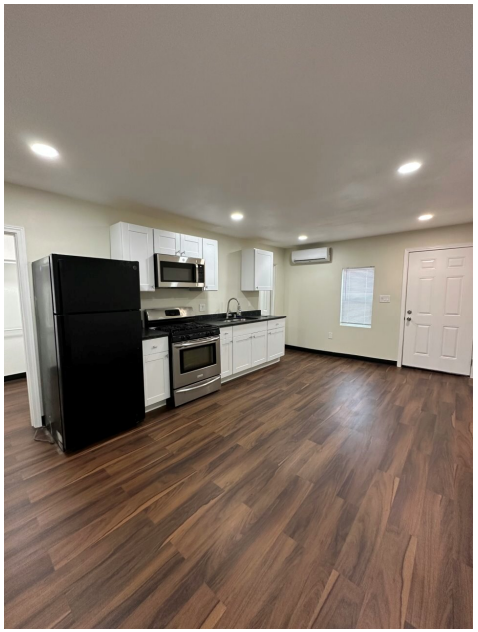
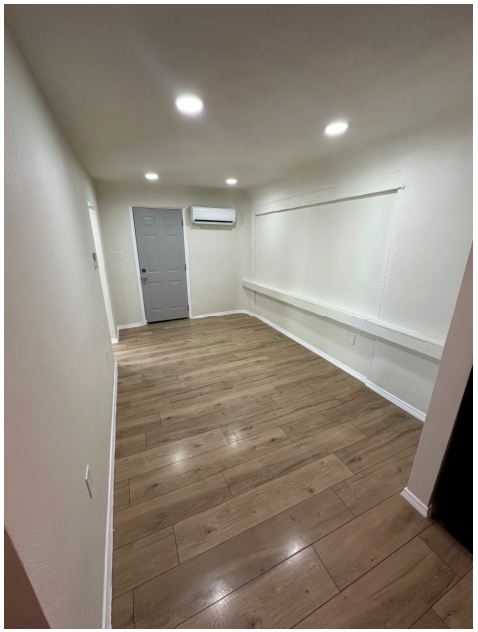
Property Interior Photographs (provided by owner)

Property Interior Photographs (provided by owner)

Property Photographs

Yellow lines are for illustration only

Property Information from City of Albuquerque

City of Albuquerque Property Report

Platted Parcel Address:	9607 CENTRAL AV NW
Assessor Parcel Address:	9607 CENTRAL AVE NW
Report Date:	10/4/2026

www.cabq.gov/gis

Bernalillo County Assessor Ownership Data
(Click here for more information)

Owner Name: NO RISK OFFER PROPERTY INVESTMENTS LLC
Owner Address: PO BOX 1524 SANTA FE NM 87504-1524
Uniform Property Code (UPC): 100905713203530413 **Tax Year:** 2026 **Tax District:** A1A C
Legal Description: * 015 009LOTS 15 & 16 ORIGINAL TOWNSITE OF WESTLAND
Property Class: R **Document Number:** 2022062450 063022 WD - EN **Acres:** 0.4591

Albuquerque Planning and Zoning Data
Bernalillo County Planning and Zoning

Jurisdiction: ALBUQUERQUE **Zone Atlas Page:** K-09
IDO Zone District: NR-BP **IDO District Definition:** Business Park
Land Use: 01 | Low-density Residential **Lot:** 16 **Block:** 9 **Subdivision:** ORIGINAL TOWNSITE OF WESTLAND

Neighborhood Associations
Office of Neighborhood Coordination

City Recognized Neighborhood Associations: N/A

Services

Police Beat: 121 **Area Command:** SOUTHWEST
Residential Trash Pickup and Recycling: Thursday

City Council Districts

City Council District: 1 - Stephanie W Telles **Councilor Email:** stelles@cabq.gov
Policy Analyst: Mara Salcido **Policy Analyst Email:** msalcido@cabq.gov **Policy Analyst Phone #:** 505-768-3111

Other Legislative Districts

US Congressional District: 2 - Gabriel Vasquez
County Commission District: 2 - Frank Baca
NM House Of Representatives: 26 - Eleanor Chavez
NM Senate: 23 - Harold Pope

APS School Service Areas
Albuquerque Public Schools

Elementary School: PAINTED SKY **Middle School:** JIMMY CARTER **High School:** WEST MESA

FEMA Flood Zone: X
FEMA Flood Map Service Center

City of Albuquerque Property Report

Platted Parcel Address:	9525 CENTRAL AV NW
Assessor Parcel Address:	N/A
Report Date:	10/4/2026

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Bernalillo County Assessor Ownership Data
(Click here for more information)

Owner Name: NO RISK OFFER PROPERTY INVESTMENTS LLC
Owner Address: PO BOX 1524 SANTA FE NM 87504-1524
Uniform Property Code (UPC): 100905712406830432 **Tax Year:** 2026 **Tax District:** A1A C
Legal Description: * 027 009POR IN SLY POR OF LOT 27 ORIGINAL TOWNSITE OF WESTLAND
Property Class: R **Document Number:** 2022062450 063022 WD - EN **Acres:** 0.9402

Albuquerque Planning and Zoning Data
Bernalillo County Planning and Zoning

Jurisdiction: ALBUQUERQUE **Zone Atlas Page:** K-09
IDO Zone District: NR-BP **IDO District Definition:** Business Park
Land Use: 06 | Industrial **Lot:** 27/REMAINDER OF **Block:** 9 **Subdivision:** ORIGINAL TOWNSITE OF WESTLAND

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City Recognized Neighborhood Associations: N/A

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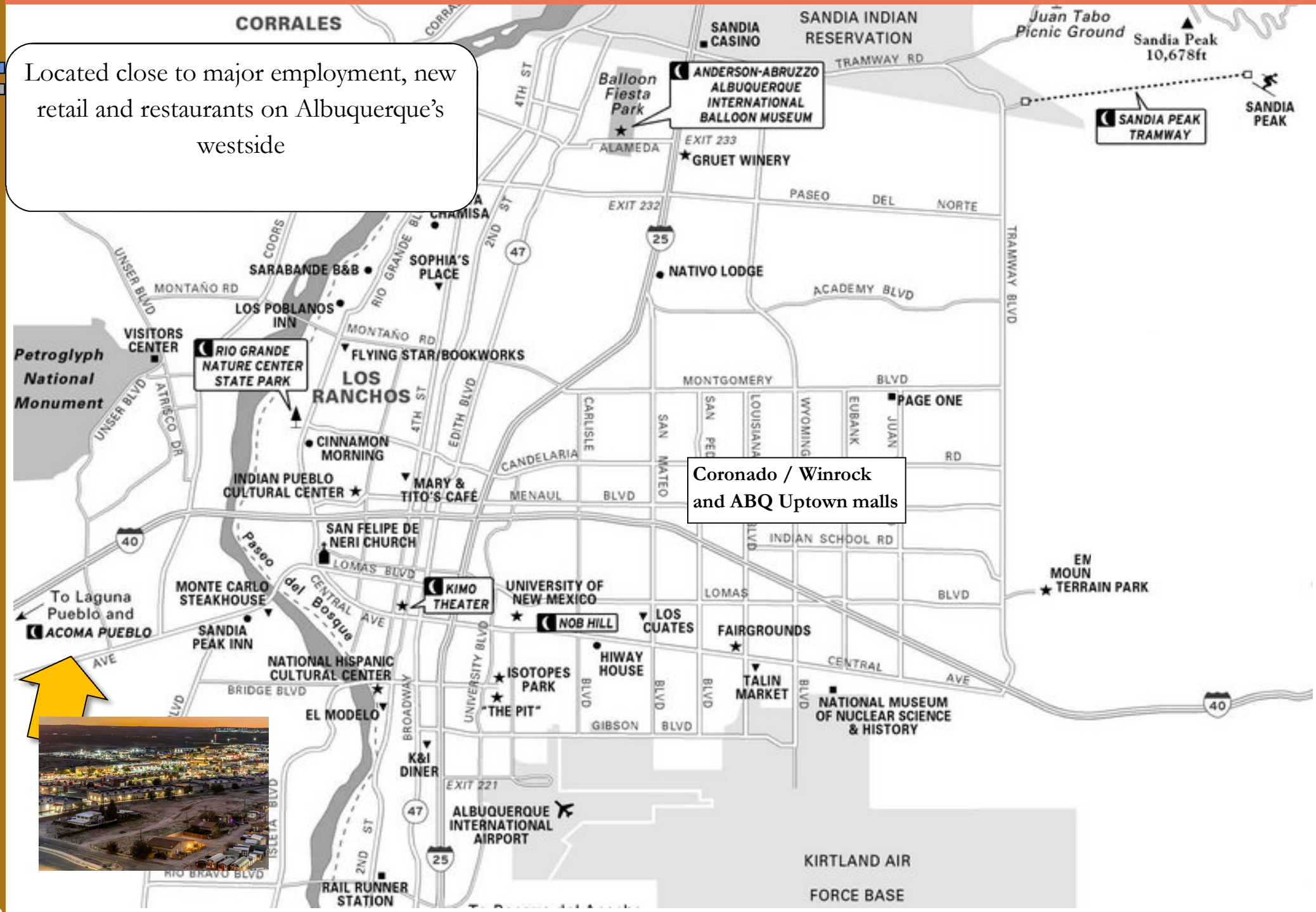
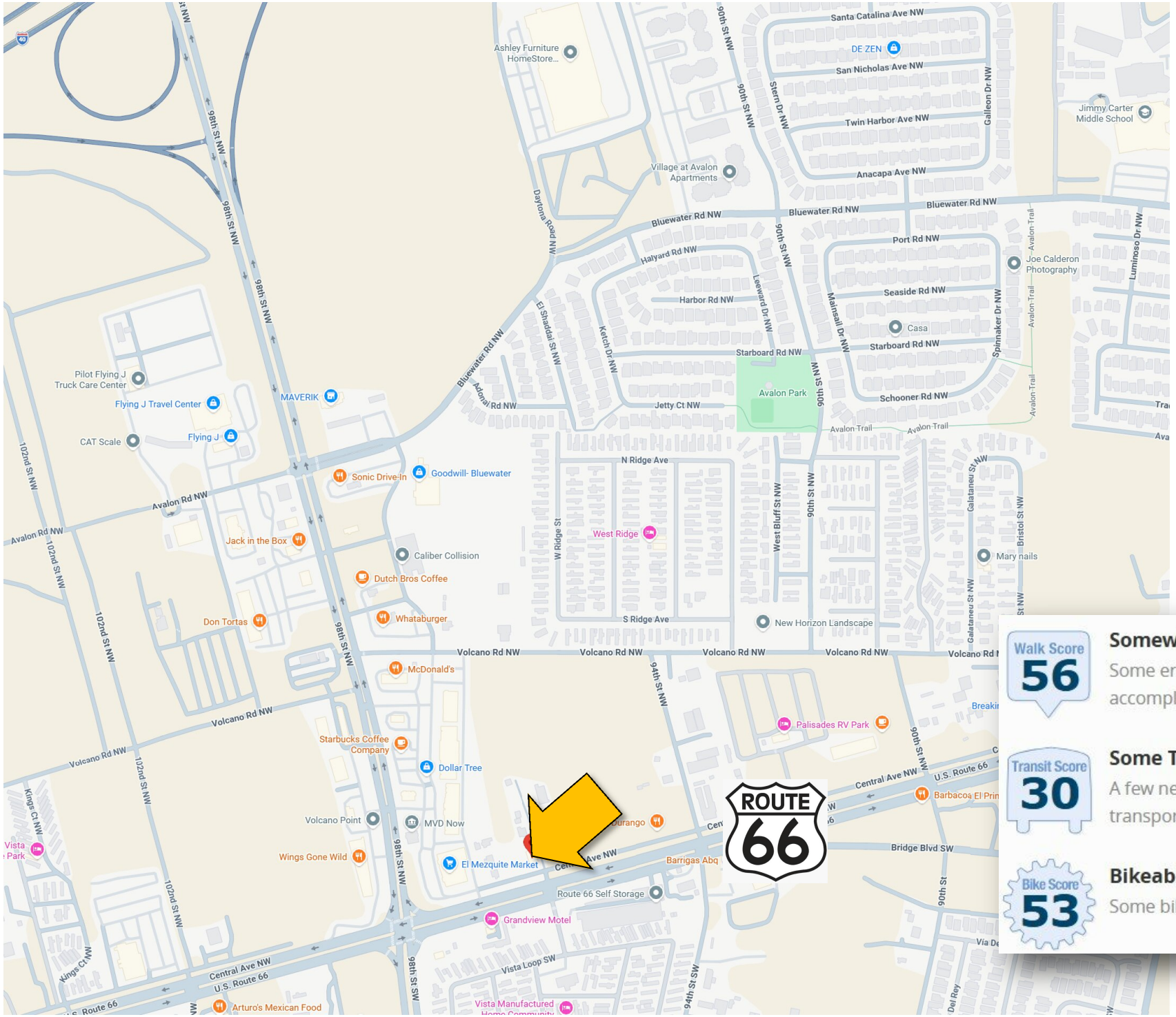
FEMA Flood Map Service Center

The Location

Located close to major employment, new retail and restaurants on Albuquerque's westside



Neighborhood Location Map



Reasons to invest in Albuquerque, NM

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

Facebook — **Data Center**

A — **amazon** — **4 Distribution centers announced 1,000 new jobs**

A — **Apple**

N — **NETFLIX** — **announced $1 Billion of new programming**

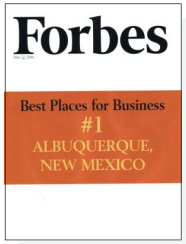
G — **Google**

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**
- **3rd best city for rent growth**
  All Property Management as reported in ABQ Journal—
- **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.

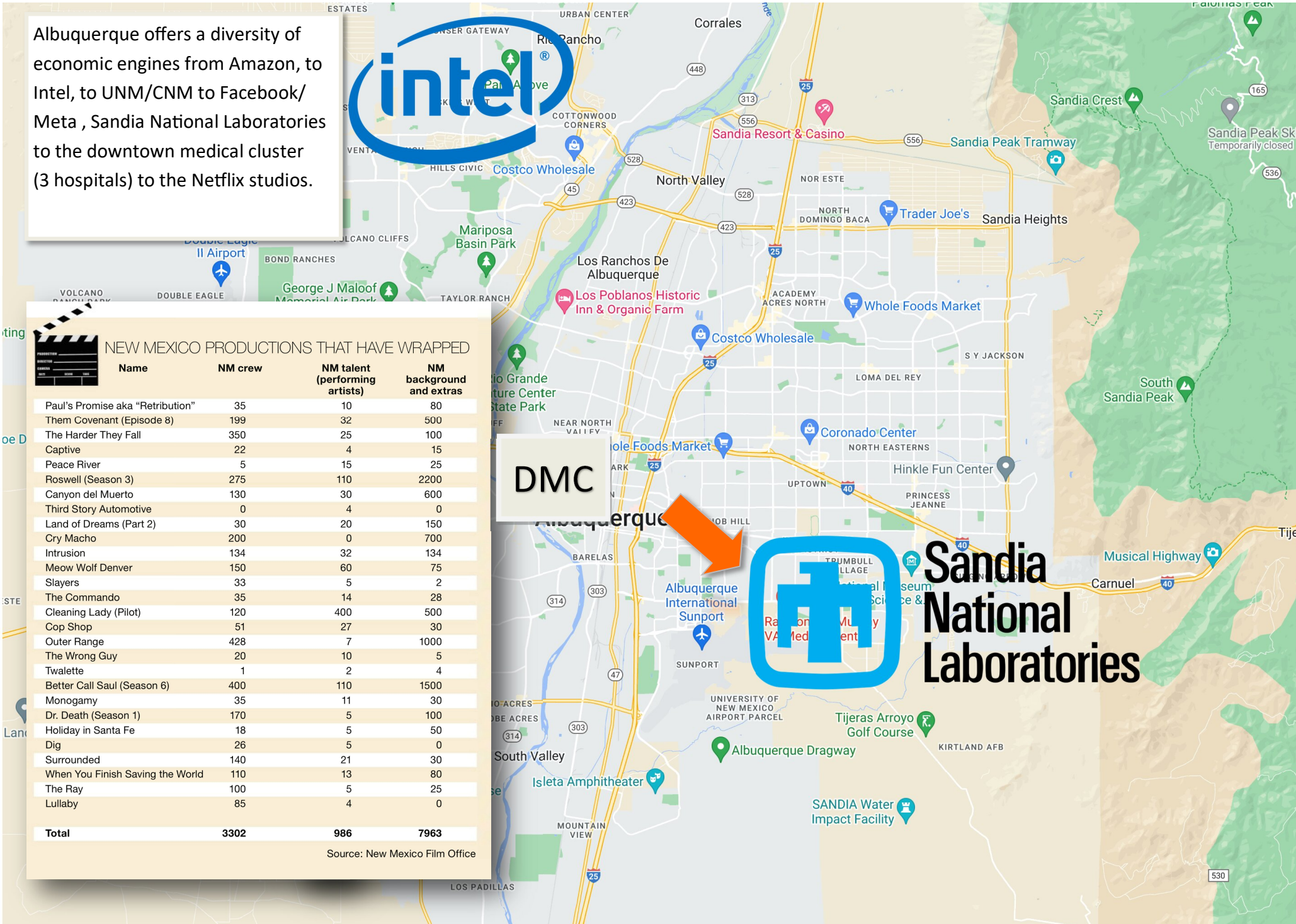
In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

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.

Albuquerque's Economic Engines

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



NEW MEXICO PRODUCTIONS THAT HAVE WRAPPED

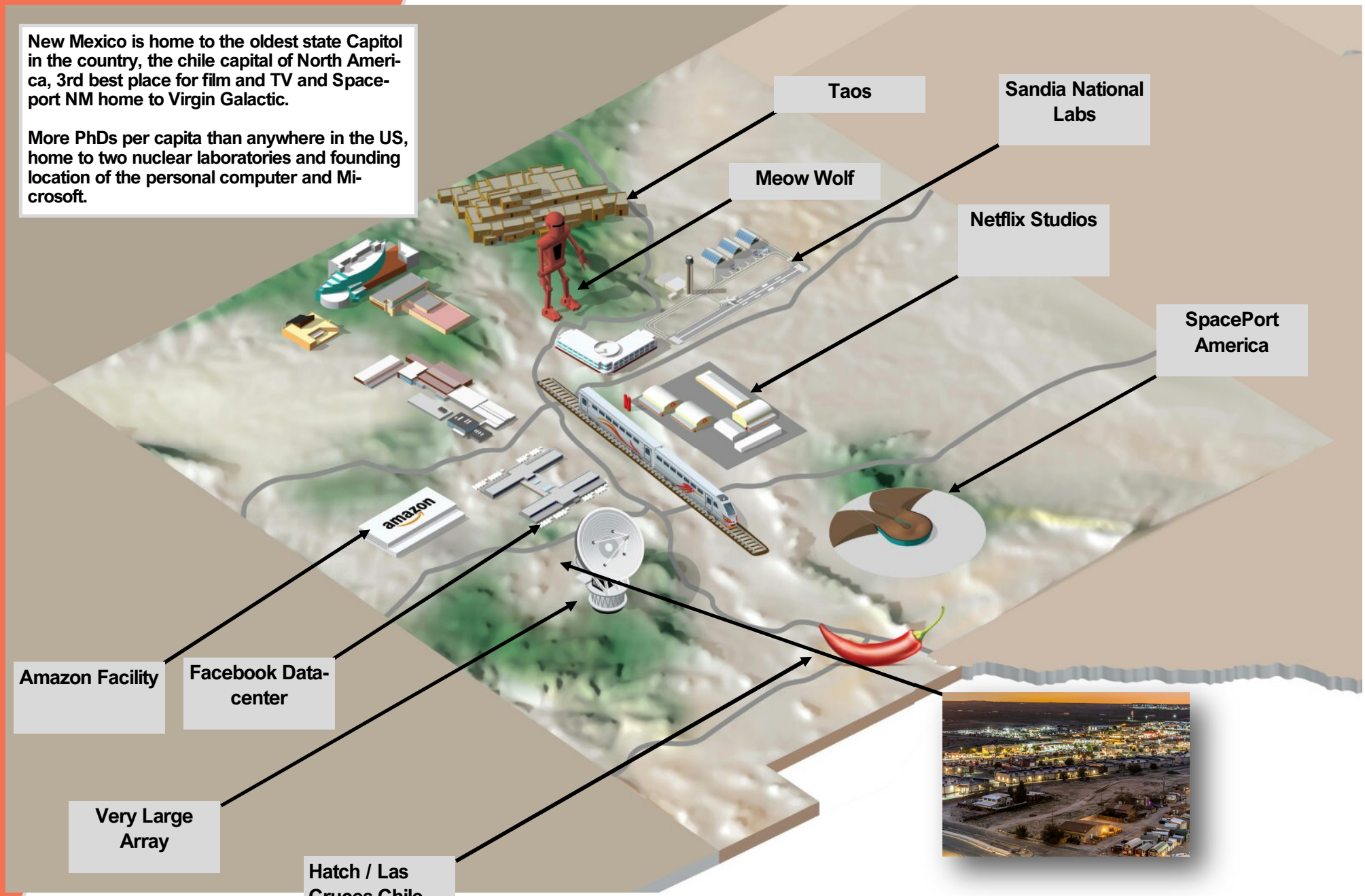
Name	NM crew	NM talent (performing artists)	NM background and extras
Paul's Promise aka "Retribution"	35	10	80
Them Covenant (Episode 8)	199	32	500
The Harder They Fall	350	25	100
Captive	22	4	15
Peace River	5	15	25
Roswell (Season 3)	275	110	2200
Canyon del Muerto	130	30	600
Third Story Automotive	0	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

New Mexico is on the international map

New Mexico is home to the oldest state 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.



FOR BUYERS & COOPERATING BROKERS · MULTIFAMILY LISTINGS

MAESTAS REAL ESTATE SERVICES

Read this first.

Five minutes with this page will save you a lost deal. Here's how our apartment listings work, what sellers expect, and how to give your buyer the best shot at winning.

✓ DO	✕ DON'T
✓ Read the flyer and APOD before you call	✕ Walk the property or knock on doors
✓ Register for the scheduled tour	✕ Bring inspectors, vendors or ladders to the tour
✓ Make your offer subject to inspection	✕ Set an offer to expire on a weekend or in under 3 business days
✓ Book inspections and appraisal review on one business day	✕ Text, or expect calls back after business hours
✓ Send proof of funds and a lender prequal letter	✕ Send a low offer without calling first
✓ When in doubt, ask by email first	✕ Count on a discount for days on market

01 Do your homework

Most questions about rents, expenses and the property are answered in the **flyer and APOD** (Annual Property Operating Data) in each listing's document center. Please read them. New to investment sales? We're glad to help; just start there.

02 Tours: look, don't wander

Residents have rights under the NM Landlord Resident Relations Act, and owners treat residents as **customers**. Visiting without the owner's written approval puts that relationship at risk, and many sellers won't work with buyers who do it.

Don't walk the property or disturb residents. Sellers rarely show before an offer; where available, virtual tours are linked from the flyer.

Make offers **subject to inspection**, and book inspections and appraisal review on **one business day** to limit the impact on residents.

03 It's business, not personal

Apartments are **commercial** real estate. Sellers and listing brokers focus on the numbers, not emotions.

We keep business hours on business days, and so do most clients. Never set an offer to expire on a weekend or allow fewer than **3 business days** to respond. Please don't text or expect calls back after hours.

1 in 10 Typical odds a buyer becomes the owner in today's competitive market

1 in 1 Every one of our sellers' odds of selling

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 37 years. In that time, I have listed/sold over 20,059 units totaling $981.8M in over 1,061 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 Owner 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 seller's 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 (2026) 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 Buyer's responsibly 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 trouble-shoot/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.

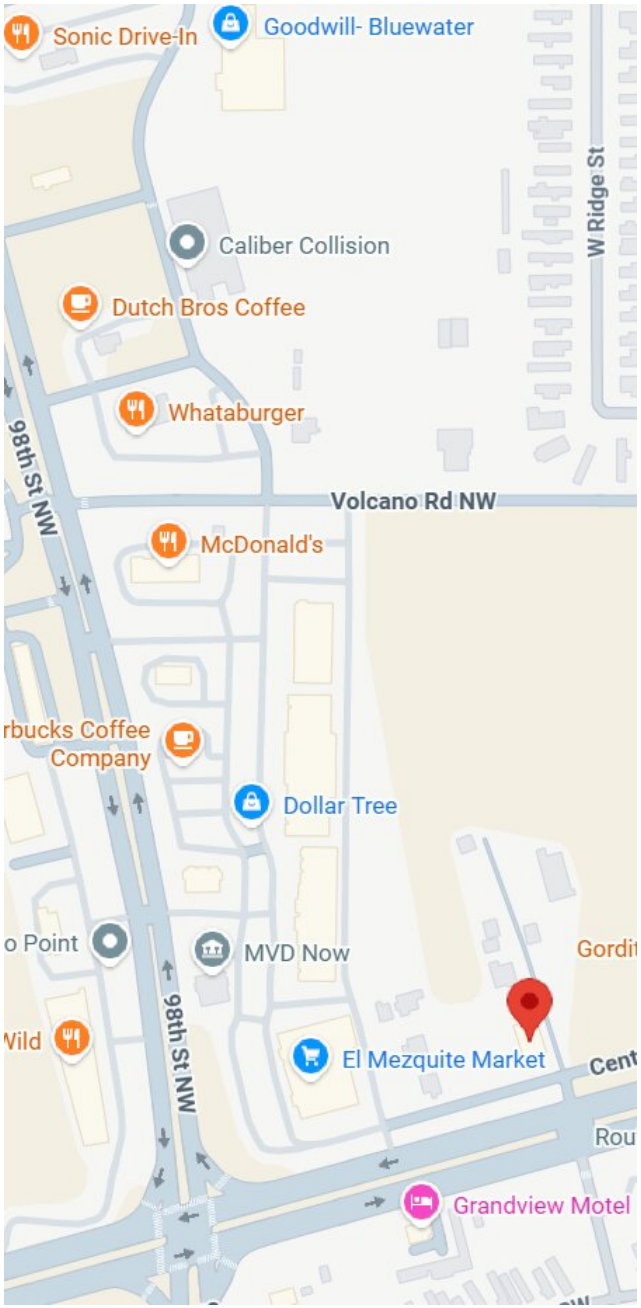
I look forward to working on this transaction with you—Sincerely, **Todd Clarke CCIM CIPs**

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-2667607

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

Please do not disturb the residents—contact listing agent for additional information and register online for access to confidential documents at: www.nmapartment.com/central9607nw



Marketing Advisors

The owner and property are represented by Todd Clarke CCIM of NM Apartment Advisors, who has over thirty seven plus years of experience in marketing apartments in the New Mexico area. The property is Co-listed by Anita Maestas, If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.

Property is Co-marketed by:

Todd Clarke CCIM

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