

12612 Copperwood Dr NE,  
Albuquerque, NM 87123



Register for Additional Info: [www.nmapartment.com/12612Copperwood](http://www.nmapartment.com/12612Copperwood)  
Virtua Tour Unit C: <http://www.nmapartment.com/3dcopperwood12612>  
Seller Concession to Buyer [NMAA-2467612](http://www.nmapartment.com/12612Copperwood)

## Far NE Heights Fourplex

Seller is willing to pay  
up to \$22,139.62 of  
buyers financing costs  
for FHA owner  
occupant loan.  
Drops interest rate to  
4.99% with a buyer  
down payment of 3.5%!



Units: 4  
Appx Size: 3,596sf  
Land: 0.1768 ac  
Price: \$523,943  
GRM: 10.47  
Cap Rate: 6.27

# The Offering

On behalf of the owner, NM Apartment Advisors and Deacon Property Services is excited to bring to market this townhome style fourplex in the near northeast heights close to foothills trails, I-25, Kirtland Air Force Base, and great local shopping & restaurants.

The property contains four, large two-story townhouse style apartment homes with bedrooms upstairs, flexible living areas, and large kitchens downstairs. All units include spacious utility closets for extra storage w/ full size washer / dryer sets included. They also feature unique, very private backyards and patio spaces.

Three of the four units have been significantly updated in the last few years with vinyl plank flooring and newer fixtures and finishes. Units C and D boast an additional half bathroom downstairs with more recent contemporary updates including granite tile counters in the kitchens and updated bathrooms. Each apartment is unique and each offers its own, simple pathway towards further value-add upgrades.

Each apartment is also separately metered for gas and electric. Large parking lot accommodates plenty of off street parking – 2 vehicles per unit plus guest parking. Secure cul-de-sac location for added safety and minimized traffic flow. And there’s a brand new TPO roof installed May of 2024 with transferrable warranty.

Sellers are willing to offer up to \$22,139.62 in credits to a buyer who secures an FHA owner occupant loan. According to lender, Tami Rodgrers at Sentinel Mortgage this could drive the interest rate down to 4.99% for 30 years (See page 4). (Please note, the maximum lender allowed buy-down, between the \$22,139.62 offered by the seller and a buyer who self-represents is 6% of the purchase price).



Do not miss out on this opportunity to buy a core asset in a market with strong economic growth from all of the new Netflix, Facebook, Intel, and Amazon jobs that have created a housing shortage that has led to double digit annual rent growth.

# The Property

<b>Address:</b>	12612 Copperwood Dr NE
<b>Number of units:</b>	4
<b>Year of construction:</b>	1979 per county assessors records
<b>Bldg. Size:</b>	3,596 sf +/- per Assessor
<b>Site Size:</b>	0.1768 acres
<b>Avg. Unit Size:</b>	899 sf
<b>UPC#:</b>	102205723827220745
<b>Legal:</b>	Lot A-9, Copperwood Park, a Replat of Tract A, Manzano

<b>Ask Price: \$523,943</b>		
<b>\$/ unit: \$130,986</b>		
<b>\$ /sf: \$145.70</b>		
	<b>Actual/Est (2023)</b>	<b>Proforma (2025)</b>
<b>Avg. Rent:</b>	\$1,403	\$1,213
<b>GRM:</b>	10.47	9.00
<b>Cap Rate Before reserves:</b>	6.27%	6.50%
<b>Cap Rate After reserves:</b>	6.10%	6.33%
<b>Year 1 NOI:</b>	\$31,963	\$33,165



# Annual Property Operating Data (APOD)

## NM Apartment Advisors Financial Overview for:

12612 Copperwood Dr NE

Prepared by: Todd Clarke CCIM

12/8/2024

"AS IS" Condition based on May/Aug rents

### Unit/Rent Summary

								E		C		A			
#	Type	Style	Approx Size	Actual Rent	Street Rate	Market Rent	Actual Rent \$/sf	Total Actual		Total Max Rent for this type		Total Market Potential		Total sf	
Unit A	2/1		899	\$ 975	\$ 1,050	\$ 1,125	\$ 1.08	\$ 975		\$ 1,050		\$ 1,125		899	
Unit B	2/1		899	\$ 935	\$ 1,050	\$ 1,125	\$ 1.04	\$ 935		\$ 1,050		\$ 1,125		899	
Unit C	2br/1.5ba		899	\$ 1,135	\$ 1,150	\$ 1,300	\$ 1.26	\$ 1,135		\$ 1,150		\$ 1,300		899	
Unit D	2br/1.5ba		899	\$ 1,125	\$ 1,150	\$ 1,300	\$ 1.25	\$ 1,125		\$ 1,150		\$ 1,300		899	
4	total units / Avg. Unit Size=		899	\$ 1,043	\$ 1,100	\$ 1,213		\$ 4,170		\$ 4,400		\$ 4,850		3,596 sf	
	Avg Actual Rent \$/sf=			\$ 1.16	\$ 1.22	\$ 1.35		\$ 50,040		\$ 52,800		\$ 58,200		3,596 Per Assessor	

### Benchmarks

Offering Price	\$523,943	Seller credit of \$22,139.62	
\$/unit	\$130,986		
\$/sf	\$145.70	Actual	Proforma
GRM	10.47	10.47	9.00
CAP Before Reserves	6.27%	6.27%	6.50%
CAP After Reserves	6.10%	6.10%	6.33%
Cash on Cash	-3.11%	-3.11%	3.45%
DCR=	0.98	0.98	1.02
Walk Score: 43, Transit Score: 33, Bike Score: 55			



### Income

1	A.	Total Potential Market Income	\$ 58,200	
2	B.	Less: loss to market lease	\$ 5,400	9%
3	C.	Total Potential Income (Street)	\$ 52,800	
4	D.	Less: Loss to lease	\$ 2,760	5%
5	E.	Total Income	\$ 50,040	
6	F.	Less: vacancy	\$ 2,502	5.0% 5% Market average
7	G.	Effective Rental Income	\$ 47,538	
8	H.	Plus: Other Income	\$ -	
9	I.	Gross Operating Income	\$ 47,538	

Expenses (Annual)		Actuals 2023		Based on:		Estimates/Actuals	
		\$/unit	%				
20	Real Estate Taxes	\$3,082	\$770	6%	2023 Actual Amount		
21	Personal Property Taxes				assessed at	\$216,358	
22	Property Insurance	\$2,000	\$500	4%	Estimate		
23	Property Management:						
24	Off Site Management	\$2,793	\$698	6%	2023 Actuals		
25	Payroll-Onsite Personnel						
28	Repairs and Maintenance	\$4,203	\$1,051	9%	2023 Actual		
29	Utilities:						
30	Water, Sewer, & Garbage	\$2,268	\$567	5%	2023 Actual		
31	Gas	\$131	\$33		2023 Actual		
32	Electric	\$150	\$38	0%	2023 Actual		
43	Unit Turnover						
44	Landscaping	\$48	\$12	0%	2023 Actual		
45	Carpet Cleaning						
46	Internet				repairs+unit turn+reserve=8to10%		
48	Reserve for replacement	\$900	\$225	2%	new lender will require		
49	Total Operating Expenses	\$15,575	\$3,894	33%			
50	Net Operating Income	\$31,963	\$7,991				
	Less: Annual Debt Service	\$32,533	\$ 505,605	96.5%	ADS Loan LTV Pmt Term Interest Rate		
	Cash Flow Before Taxes	-\$570			\$2,711 30 4.990%		

Proforma 2025		Based on:		Forthcoming yr.	
		\$/unit	%		
	\$6,344	\$1,586	11%	85% of Sales Price x mil rate	
				\$ 445,352 Est. Assessment	
	\$2,060	\$515	4%	Potential 2025 = 2023 + 3%	
	\$5,951	\$1,488	10%	Management @ 10% +NMGRT	
	\$4,329	\$1,082	7%	Potential 2025 = 2023 + 3%	
	\$2,336	\$584	4%	Potential 2025 = 2023 + 3%	
	\$155	\$39	0%	Potential 2025 = 2023 + 3%	
	\$50	\$12	0%	Potential 2025 = 2023 + 3%	
	\$900	\$225	2%	new lender will require	
	\$22,125	\$5,531	38%		
	\$33,165			Potential Market less 5% vacancy + other income	
	ADS	Loan	LTV	Pmt	Term
	\$32,533	\$ 505,605	96.5%	\$2,711	30
	\$632				Interest 4.990%

# Financing Quote for FHA owner occupant

## ITEMIZED FEE WORKSHEET

Tami Rodgers  
NMLS: 1535057  
Phone: (505) 504-3004  
Email: Trodgers@sentinelmortgagenm.com

Your actual rate, payment, and cost could be higher. Get an official Loan Estimate before choosing a loan.

Borrower(s): New Property Owner | File Number: R000092 | Preparation Date: 08/13/2024

Property Value:	<b>\$523,943.00</b>	Loan Amount:	<b>\$504,764</b>	Total Loan Amt:	<b>\$513,597</b>
Loan Purpose:	<b>Purchase</b>	Occupancy:	<b>Primary Residence</b>	Property Type:	<b>Detached</b>
Product:	<b>FHA 30 Year Fixed</b>	Interest Rate:	<b>4.750%</b>	APR / Term:	<b>5.860% / 360</b>
Downpayment:	<b>\$19,179</b>				

<b>Origination Charges:</b>	<b>\$19,987</b>	<b>Taxes and Other Government Fees:</b>	<b>\$50.00</b>
Loan Total Amount Discount Points	\$18,937.01	Recording Fee For Deed	\$25.00
Underwriting	\$1,050.00	Recording Fee For Mortgage	\$25.00
<b>Services Borrower Cannot Shop:</b>	<b>\$9,896.32</b>	<b>Prepays:</b>	<b>\$3,231.60</b>
Appraisal Fee	\$1,025.00	Hazard Insurance (\$185.75x12mth(s))	\$2,229.00
Flood	\$13.00	Prepaid Interest (\$66.84x15day(s))	\$1,002.60
Mers	\$24.95		
MI Upfront Premium	\$8,833.00	<b>Initial Escrow Payment at Closing:</b>	<b>\$2,097.99</b>
MI Upfront Premium Paid In Cash	\$0.37	County Property Tax (\$256.79x6mth(s))	\$1,540.74
		Hazard Insurance (\$185.75x3mth(s))	\$557.25
<b>Services Borrower Can Shop For:</b>	<b>\$3,116.00</b>	<b>Other:</b>	<b>\$100.00</b>
Title - Lenders Coverage Premium	\$2,166.00	Title - Owners Coverage Premium	\$100.00
Title - Settlement Fee	\$950.00		
<b>Total Estimated Funds Needed To Close</b>		<b>Total Estimated Monthly Housing Payment</b>	
Purchase Price	\$523,943.00	First Mortgage	\$2,679.17
Estimated Prepaid Items	\$5,329.59	Hazard Insurance	\$185.75
Estimate Closing Cost	\$5,378.95	Property Tax	\$256.79
PMI, MIP, Funding Fee	\$8,833.37	Mortgage Insurance	\$229.73
Discount	\$18,937.01		
Total Due from Borrower at Closing (K)	\$562,421.92		
Seller Paid Closing Cost	\$22,139.62		
PMI, MIP, Funding Fee financed	\$8,833.00		
Loan Amount	\$504,764.00		
Total Paid Already by or on Behalf of Borrower at Closing (L)	\$535,736.62		
<b>Total Estimated Funds From You:</b>	<b>\$26,685.30</b>	<b>Total Monthly Payment:</b>	<b>\$3,351.44</b>

For more details on this loan quote for an owner occupant FHA property, contact:



**TAMI RODGERS**  
Loan Advisor / Owner  
NMLS#: 1535057  
Cell: 505-504-3004  
Trodgers@sentinelmortgagenm.com  
3620 Wyoming Blvd. NE Ste. 102B  
Albuquerque, NM 87111  
sentinelmortgagenm.com  
NMLS#: 2482037

*Local Lender  
Wholesale Rates!*



Your rate depends on your credit, financial statement, the property's income, economic conditions and so much more - please call your lender to fill out a credit application and obtain your customized term sheet.

### Disclaimers

Information provided above reflects estimates of the charges that are likely to be incurred at the closing of this loan. Actual charges may be more or less. Before closing, your interest rate, points, and lender credits can change unless you lock the interest rate.



Sentinel Mortgage NM LLC  
3620 Wyoming Blvd NE Ste 102B, Albuquerque, NM 87111  
Company NMLS: 2482035





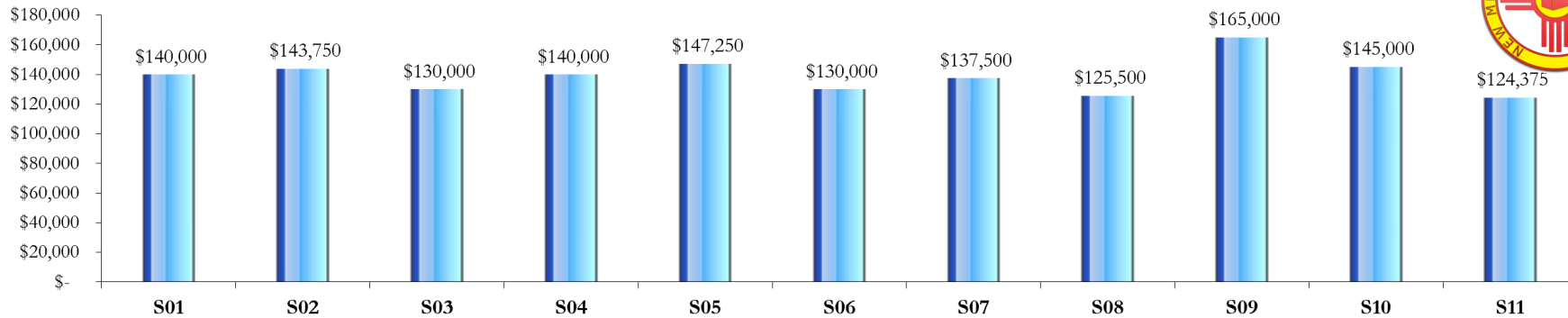
# Comparable Sales

## Comparable Sales Analysis for:

12612 Copperwood Dr NE

Compiled by Todd Clarke CCIM

\$/unit



#	Add #	Location	QD	City	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01	3708	Brywn Mawr	NE	Albuquerque	4	1972	\$ 615,000	\$ 560,000	10/4/2023	\$ 140,000	\$ 162	\$1,315	8.87	7.0%
S02	3604	Brywn Mawr	NE	Albuquerque	4	1978	\$ 589,000	\$ 575,000	12/14/2023	\$ 143,750	\$ 194	\$1,363	8.79	7.0%
S03	312	Geraldine	RR	Rio Rancho	4	1983	\$ 585,000	\$ 520,000	3/29/2024	\$ 130,000	\$ 157	\$850	12.75	4.8%
S04	12605	Copperwood	NE	Albuquerque	4	1979	\$ 589,000	\$ 560,000	6/2/2023	\$ 140,000	\$ 175	\$1,050	11.11	5.6%
S05	12912	Constitution	NE	Albuquerque	4	1972	\$ 600,000	\$ 589,000	7/8/2022	\$ 147,250	\$ 168	\$1,019	12.04	5.1%
S06	11328	Prospect	NE	Albuquerque	4	1981	\$ 594,945	\$ 520,000	4/1/2024	\$ 130,000	\$ 139	\$974	11.12	5.6%
S07	12125	Menaul	NE	Albuquerque	4	1981	\$ 510,000	\$ 550,000	12/8/2023	\$ 137,500	\$ 154	\$816	14.04	4.4%
S08	1229	Chelwood	NE	Albuquerque	4	1972	\$ 514,990	\$ 502,000	4/25/2024	\$ 125,500	\$ 171	\$994	10.52	5.9%
S09	224	Osuna	NW	Albuquerque	4	1992	\$ 594,945	\$ 660,000	6/18/2024	\$ 165,000	\$ 194	\$974	14.12	4.4%
S10	652	Vancouver	RR	Rio Rancho	4	1978	\$ 595,000	\$ 580,000	8/5/2024	\$ 145,000	\$ 215	\$1,163	10.39	5.9%
S11	5005	Hardin	NE	Albuquerque	4	1984	\$ 550,000	\$ 497,500	12/13/2023	\$ 124,375	\$ 151	\$850	12.19	5.1%

Average SOLD		\$ 576,171	\$ 555,773	\$ 138,943	\$171	\$1,033	11.45	5.5%
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\*imputed @ 5% vac, 40% exp

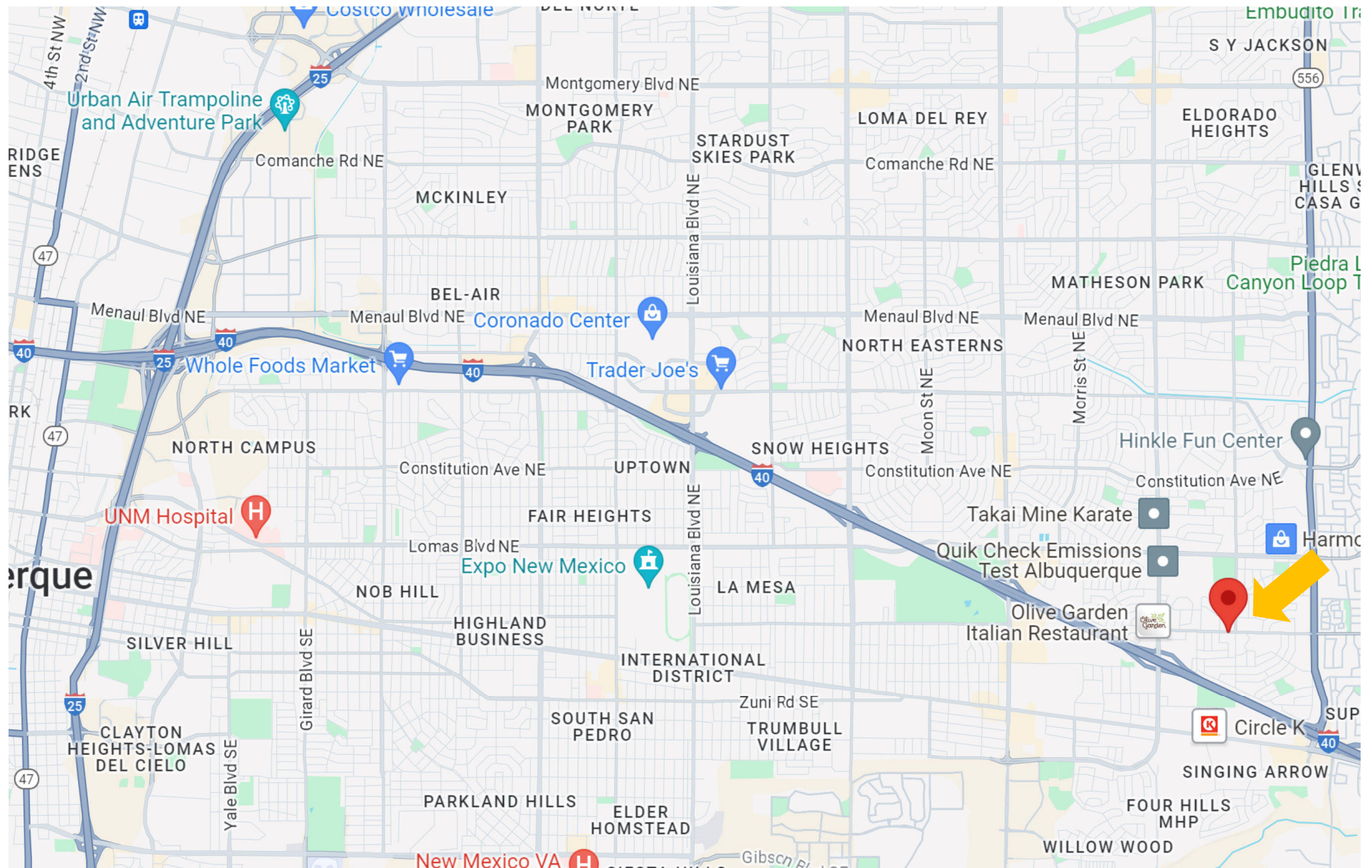
Subject Property	12612 Copperwood Dr NE	4	\$ 523,943	\$ 130,986	\$146	\$1,043	10.47	6.1%
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Average of Comparable SOLD applied to subject property

\$/unit	\$138,943	\$ 555,773
\$/sf	\$ 170.87	\$ 614,451
CAP (Actual)	5.5%	\$ 579,059
GRM (Actual)	11.45	\$ 544,272
<b>Average=</b>		<b>\$ 573,389</b>

The Seller is offering this property below recent comparable sales to ensure a quicker closing

# Property Info - Area Map



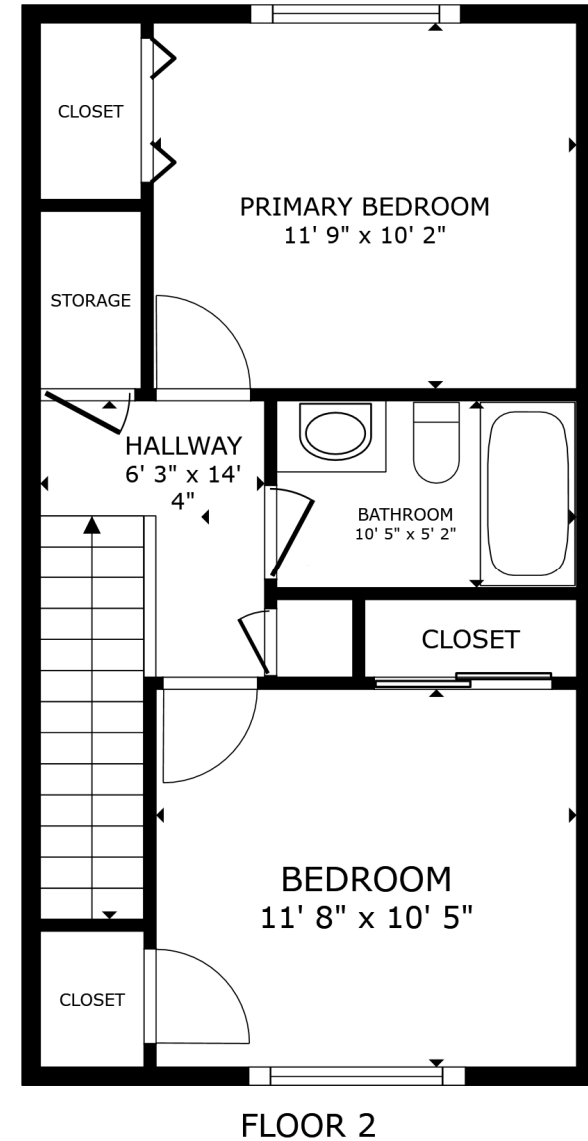
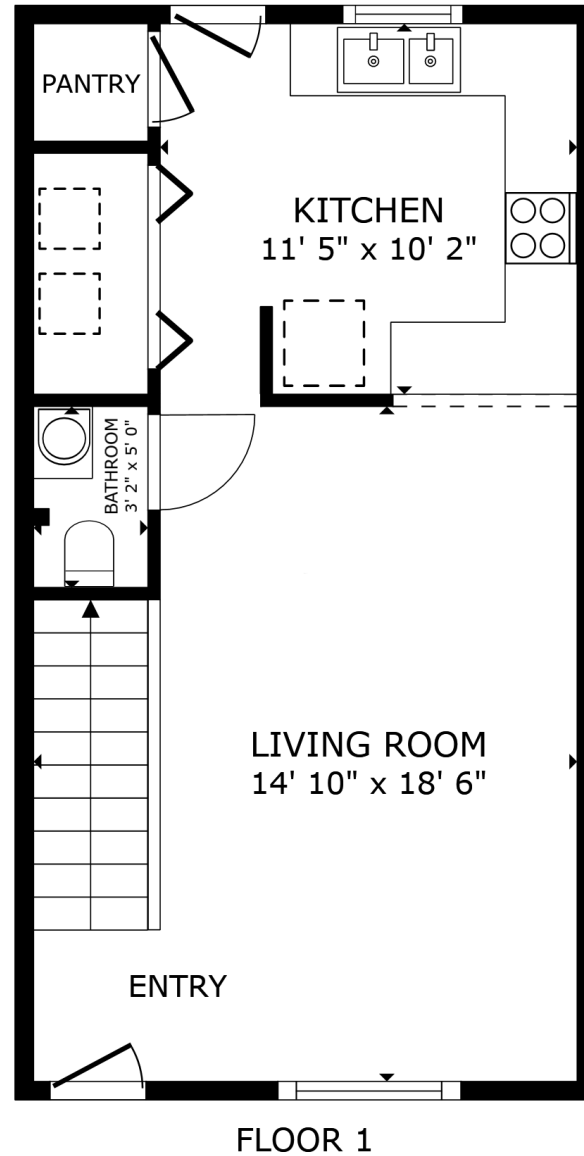


# Exterior - Photos





# Virtual Tour



# Interior Photos



# Interior Photos





# Property - View



# Property Info - GIS

Platted Parcel Address: 12612 COPPERWOOD DR NE  
Assessor Parcel Address: 12612 COPPERWOOD DR NE  
Report Date: 4/11/2024  
[www.cabq.gov/gis](http://www.cabq.gov/gis)

## Bernalillo County Assessor Ownership Data

[Visit the Bernalillo County Assessor Office for more information.](#)

Owner Name: SPEZZA MARY E  
Owner Address: 712 BIRKY PL FORT COLLINS CO 80526-1908  
Uniform Property Code (UPC): 102205723827220745  
Tax Year: 2023  
Tax District: A1A  
Legal Description: \* A-9 COPPERWOOD PARK A REPLAT OF TRACT A MANZANO MANOR UNIT 1  
Property Class: R  
Document Number: 2009054282 051409 SW  
Acres: 0.1768

## Albuquerque Planning and Zoning Data

Jurisdiction: ALBUQUERQUE  
IDO Zone District: [R-ML](#)  
IDO District Definition: Multi-family Low Density  
Zone Atlas Page: [K-22](#)  
Land Use: 01 | Low-density Residential  
Lot: A9  
Block: 0000  
Subdivision: COPPERWOOD PARK  
[Bernalillo County Planning and Zoning](#)

## Neighborhood Associations

City Recognized Neighborhood Associations: N/A  
[Albuquerque Office of Neighborhood Coordination](#)

## Services

Police Beat: 524  
Area Command: FOOTHILLS  
Residential Trash Pickup and Recycling: Monday

## City Council Districts

City Council District: [9 - Renée Grout](#)  
Councilor Email Address: [rgrou@cabq.gov](mailto:rgrou@cabq.gov)  
Policy Analyst: Rachel Miller  
Policy Analyst Email Address: [rrmiller@cabq.gov](mailto:rrmiller@cabq.gov)  
Policy Analyst Phone Number: 505-768-3123

## Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury  
County Commission District: 5 - Eric C Olivas  
NM House Of Representatives: 21 - Debra M. Sariañana  
NM Senate: 20 - Martin Hickey

## APS School Service Areas

Elementary School: APACHE  
Middle School: KENNEDY  
High School: MANZANO  
[Albuquerque Public Schools](#)

FEMA Flood Zone: X  
[FEMA Flood Map Service Center](#)



## Car-Dependent

Most errands require a car.



## Some Transit

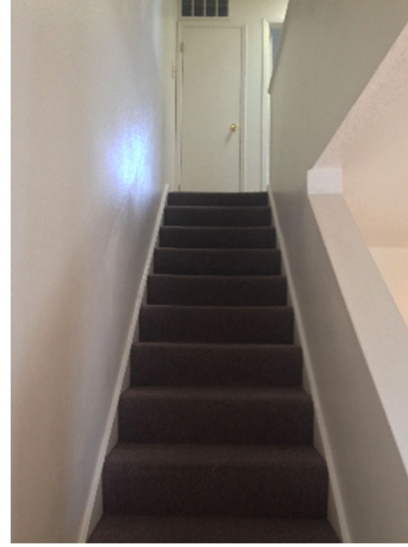
A few nearby public transportation options.



## Bikeable

Some bike infrastructure.

# Interior - Photos





# The Market—Albuquerque, NM



Facebook

Data Center

A



Distribution center under construction—announced 1,000 new jobs

A

Apple

N



announced \$1 Billion of new programming

G

Google

## Albuquerque is home to

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 300 days of sunshine, ski and golf in the same day, hundreds of miles of biking/hiking trails, more parks/open space per person and North America's largest bosque forest.

## Albuquerque, New Mexico in the news

### ☑ 9th best mid-sized city of the Future

*Foreign Direct Investment magazine—03/2015*

### ☑ 6th best city to travel to for food snobs

*Travel+Leisure—03/2015*

### ☑ America's best city for Global Trade for Skilled Workforce

*Global Trade magazine—11/2014*

### ☑ 3rd best city for rent growth

*All Property Management as reported in ABQ Journal—10/2013*

### ☑ 6th best city in US for connecting workers to jobs using Public Transportation

*Brookings Institute—July 2012*

### ☑ One of the 10 best park systems in the nation

*Trust for Public Land—2012*

### ☑ 3rd most fittest city

*Men's Fitness Magazine—2012*

### ☑ 3rd best city to make movies

*Moviemaker.com—June 2012*

### ☑ Top 25 best places to Retire

*CNNMoney.com—Sept. 2011*

### ☑ 15th best city in Bloomberg's Business Week (best cities)

*Bloomberg's Business Week—2011*

### ☑ #17th best bike friendly city

*Bicycling Magazine—2010*

### ☑ Top Ten for Being a Healthy Community

*Outside Magazine—#6—August 2009*

### ☑ One of the Best Cities in the Nation

*Kiplinger Magazine—#2—July 2009*

### ☑ Top 10 places to Live

*U.S. News & World Report—June 2009*

### ☑ AAA rates Albuquerque 2nd in vacation affordability

*American Automobile Association—June 2008*

### ☑ UNM Anderson School Ranked in Global 100

*Aspen Institute, October 2007*

Kiplinger

Millionaires in America 2020: All 50 States Ranked | Slide 9 of 52

44. New Mexico



**MILLIONAIRE HOUSEHOLDS: 40,450**

**TOTAL HOUSEHOLDS: 813,135**

**Concentration of Millionaires: 4.97%**

**RANK: 44 (+1 from last year)**

**MEDIAN INCOME FOR ALL HOUSEHOLDS: \$47,169**

**MEDIAN HOME VALUE: \$174,700**

New Mexico is a land of stark contrasts when it comes to its millionaire population. Los Alamos, New Mexico – best known for the world-famous Los Alamos National Laboratory – seems like an unlikely place to find a lot of millionaires. **But at 13.2%, it has the second-highest concentration of millionaires per capita of any city in the U.S.**

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

Yet outside of Los Alamos, the state's concentration of millionaires puts it in the bottom 10 in the U.S. Fewer than 1 in 20 households claiming investable assets of \$1 million or more. **The upside of having fewer millionaires is that it helps keep a lid on living costs, which are 8.9% below the U.S. average.** For residents of all means, the Land of Enchantment is [somewhat tax-friendly](#), though [it's a mixed bag for retirees](#). Social Security benefits are subject to tax by the state, as are retirement account distributions and pension payouts.

# Multifamily investment sales process / thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 35 years. In that time, I have listed/sold over 17,505 units totaling \$833M in over 900 transactions. I also teach investment sales analysis for the CCIM institute (27 years, over 4,000 students in a dozen countries). I share this with you so you know that the balance of this document comes from experience, and my ideals about how the apartment business runs. This also gives you insight into how we counsel and advocate for our clients.

Most of your **Buyer's questions** about rents, expenses, and property info can be answered by downloading the flyer & APOD (Annual Property Operating Data) from the document center. **Please READ THEM. If you are new to investment sales, I am glad to assist you, but please know:**

## Showings/Tours

Residents have rights under the NM Landlord Resident Relations act, and Landlords take that law seriously.

Many Landlords consider their residents to be their **customers**. They work hard to keep them **happy**. Any attempt by a 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-2467612](mailto:NMAA-2467612)

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



# 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

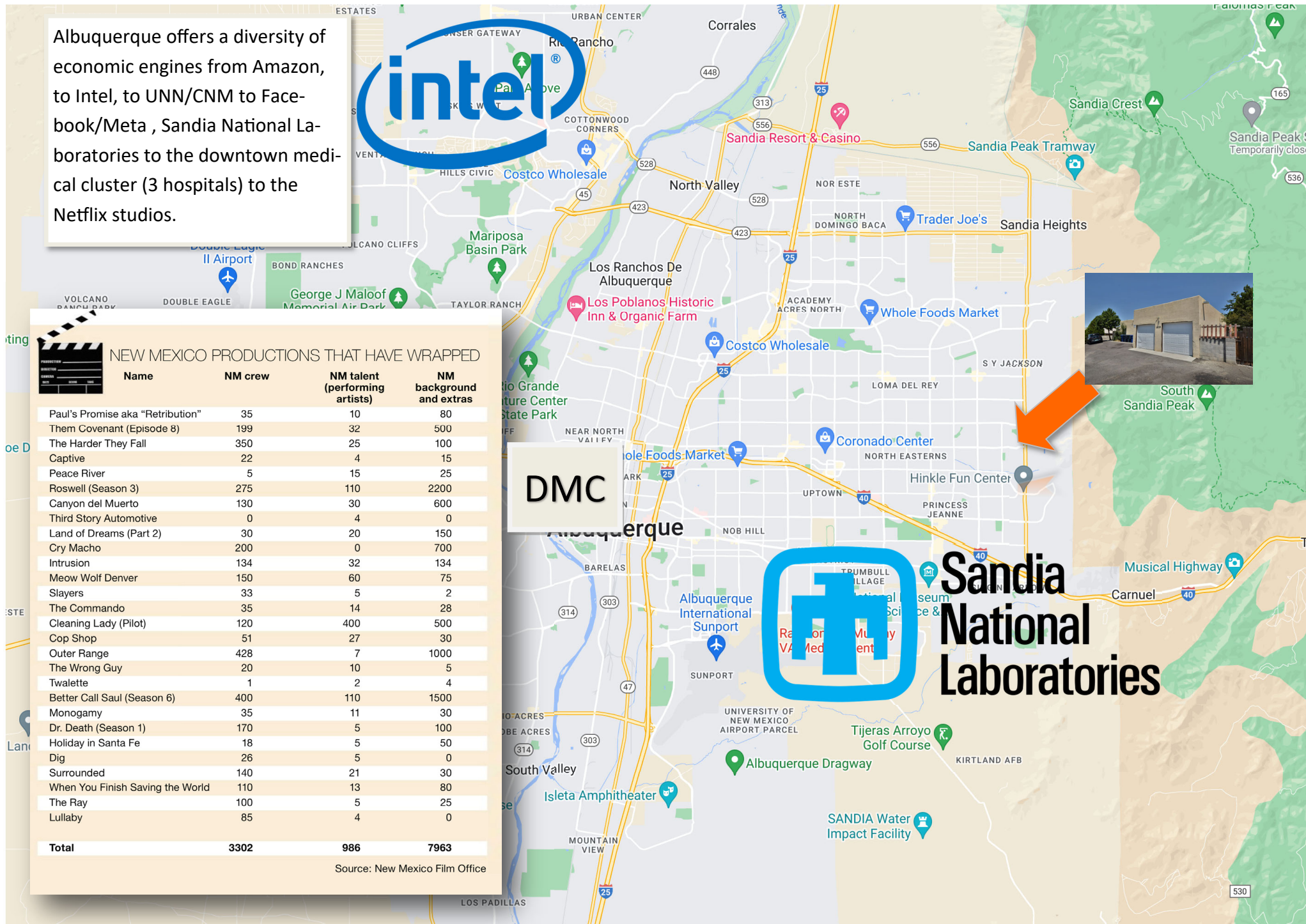
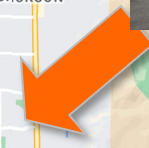
Name	NM crew	NM talent (performing artists)	NM background and extras
Paul's Promise aka "Retribution"	35	10	80
Them Covenant (Episode 8)	199	32	500
The Harder They Fall	350	25	100
Captive	22	4	15
Peace River	5	15	25
Roswell (Season 3)	275	110	2200
Canyon del Muerto	130	30	600
Third Story Automotive	0	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
<b>Total</b>	<b>3302</b>	<b>986</b>	<b>7963</b>

Source: New Mexico Film Office

DMC



**Sandia National Laboratories**

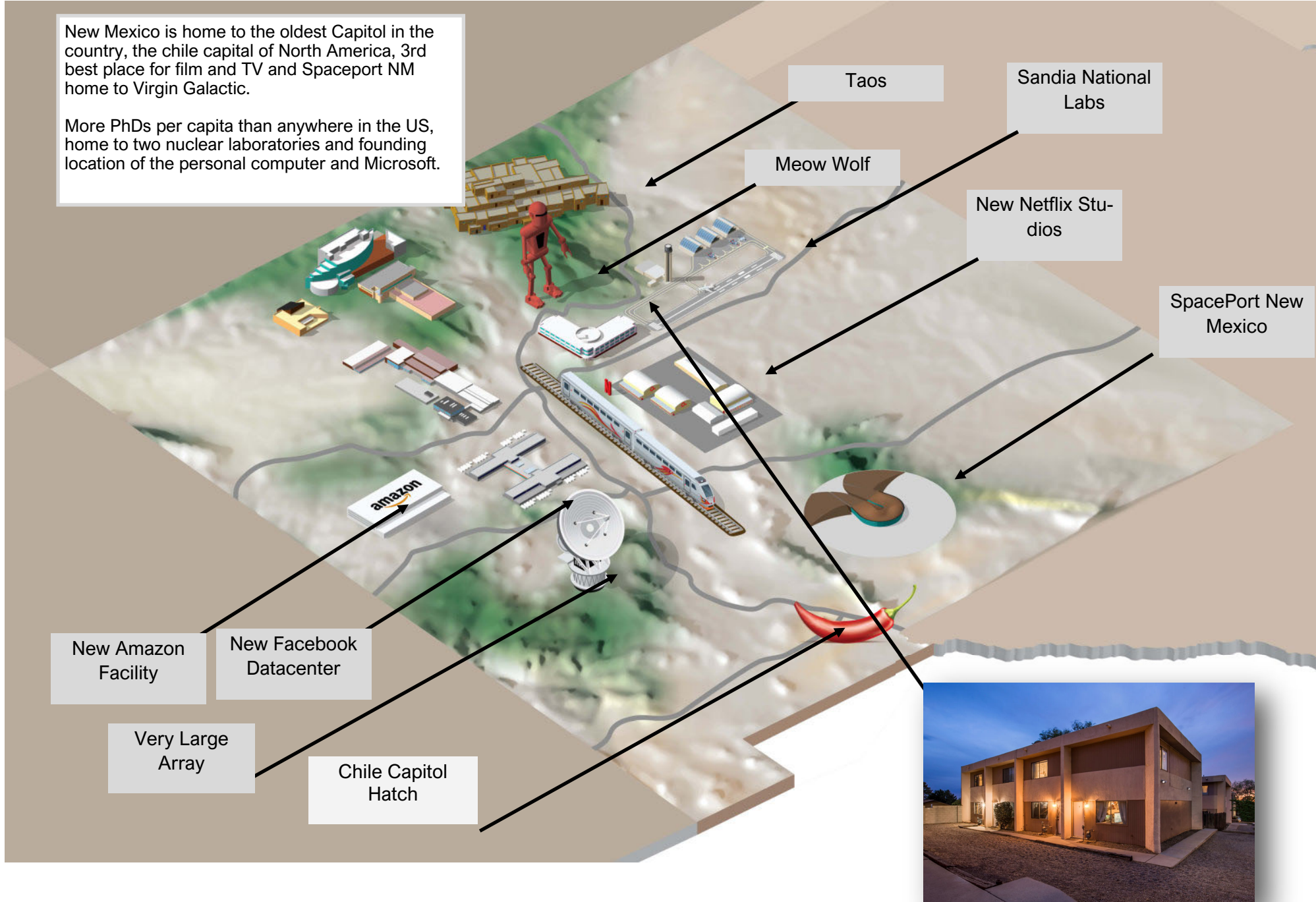




# New Mexico is on the international map

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.



# Further Information

Do not walk property, or disturb residents.

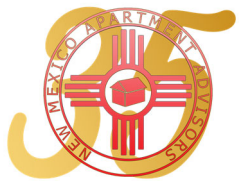
To register for additional information go to:

[www.nmapartment.com/12612Copperwood](http://www.nmapartment.com/12612Copperwood)

## 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 who has over 34 years of experience. 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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