

421 - 421.5 Harvard Dr SE  
Albuquerque, NM 87106



Register for Additional Information: [www.nmapartment.com/421harvard](http://www.nmapartment.com/421harvard)

Virtual tour: [www.nmapartment.com/421harvard3d](http://www.nmapartment.com/421harvard3d)

Units: 3  
SF: 1,856  
Acres: .163  
Ask Price: \$532,190  
GRM: 12.31  
Cap Rate: 5.78%  
After Tax IRR: 13.5%

UNM Area Tri-plex

# The Portfolio

On behalf of the owner, NM Apartment Advisors Inc. and Deacon Property services are pleased to present this opportunity to acquire one of the most charming UNM Area Tri-plexes we've ever seen. Updated with the utmost care and attention – each apartment is wholly unique with distinct accommodating floor plans, outdoor living spaces, custom finishes, and artistic touches.

Units are separately metered – gas and electric. Units A and B share a private, recently updated laundry room. 421 ½ has its own washer / dryer. Residents love the free laundry, romantic atmosphere and artisan work around every corner - stained glass accents, custom wood work, built-ins, Talavera tile, meandering pathways, and extensive garden areas.

Top UNM market rents come easily with plenty of room for simple value add measures – like furnishing one or all units, including WiFi, or creating additional private yard spaces. Exceptional UNM location puts the property within a mile of UNM Hospital & Presbyterian Hospital and just 4 blocks to UNM. 84 Walk Score. 83 Bike Score.

Properties like this, in a market with amazing job growth from all of the new Netflix, Facebook, Intel and Amazon jobs, come around once in a blue moon!

Do not wait as you will be honored to own this one.



# The Property

**Address:** 421 Harvard Dr SE

**Number of units:** 3

**Year of construction:** 1925

**Bldg. Size:** 1,856 sf +/-

**Site Size:** 0.163 acres

**Avg. Unit Size:** 619 sf

**UPC#:** 101605702504430503

**Legal:** Lots 14, Block 4, University Heights Addition

**Ask Price:** \$532,190

**\$/ unit:** \$177,397

**\$/sf:** \$286.74

	Actual	Proforma
<b>Avg Rent:</b>	\$1,238	\$1,432
<b>GRM:</b>	12.31	10.32
<b>Cap Rate Before Reserves:</b>	5.78%	6.35%
<b>Year 1 NOI:</b>	\$30,786	\$33,804
<b>IRR Before Tax:</b>	17.30%	
<b>IRR After Tax:</b>	13.5%	



# Annual Property Operating Data (APOD)

## NM Apartment Advisors Financial Overview for:

421 Harvard Dr SE

Prepared by: Todd Clarke CCIM

1/5/2025

Structured for an owner occupant

### Unit/Rent Summary

						E		C		A			
#	Type	Style	Approx Size	Actual Rent	Street Rate	Market Rent UNM Area + internet	Actual Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential		Total Leaseable sf	
A	1/1		623	\$ 1,195	\$ 1,275	\$ 1,398	\$ 1.92	\$ 1,195	\$ 1,275	\$ 1,398		623	
B	1/1		623	\$ 1,245	\$ 1,275	\$ 1,398	\$ 2.00	\$ 1,245	\$ 1,275	\$ 1,398		623	
421.5	1/1	MTM	610	\$ 1,275	\$ 1,275	\$ 1,500	\$ 2.09	\$ 1,275	\$ 1,275	\$ 1,500		610	
3	total units / Average Rent =			\$ 1,238	\$ 1,275	\$ 1,432		\$ 3,715	\$ 3,825	\$ 4,296		1,856	1,868
	Average Rent per sf =			\$ 2.00	\$ 2.06	\$ 2.31		\$ 44,580	\$ 45,900	\$ 51,552		Avg. Size=	618.6667

### Benchmarks

Offering Price **\$532,190**

\$/unit \$177,397

\$/sf \$286.74

GRM 12.31 **Actual** 10.32 **Proforma**

CAP Before Reserves 5.78% 6.35%

CAP After Reserves 5.78% 6.35%

Cash on Cash 0.97% 3.24%

DCR= 1.04 1.15

Walkscore: 84, Transit Score: 48, Bike Score: 90



### Income

1	A.	Total Potential Market Income	\$ 51,552	
2	B.	Less: loss to market lease	\$ 5,652	11%
3	C.	Total Potential Income (Street)	\$ 45,900	
4	D.	Less: Loss to lease	\$ 1,320	3%
5	E.	Total Income	\$ 44,580	
6	F.	Less: vacancy 3.0%	\$ 1,337	3%
7	G.	Effective Rental Income	\$ 43,243	
8	H.	Plus: Other Income		potential \$720 in laundry income
9	I.	Gross Operating Income	\$ 43,243	

Expenses (Annual)		2024 Actuals Estimates		Based on:			
		\$/unit	%				
20 Real Estate Taxes	\$4,428	\$1,476	10%	2024 Actual			
21 Personal Property Taxes				Based on \$314,874 assessment			
22 Property Insurance	\$2,000	\$667	5%	Estimate			
23 Property Management:							
24 Off Site Management				Likely owner occupant			
27 Taxes/Workman's Compensation							
28 Repairs and Maintenance	\$2,595	\$865	6%	Actual \$3,733			
29 Utilities:							
30 Water, Sewer, & Garbage	\$1,384	\$461	3%	Actual 2024			
31 Gas	\$199	\$66	0%	Actual 2024 - Landlord standby			
32 Electric							
39 High speed internet							
42 Pest Control	\$360	\$120	1%	Actual 2024			
43 Unit Turnover	\$328			Actual 2024			
46 Landscaping	\$1,163	\$388	3%	Actual 2024			
48 Reserve for replacement	\$0						
49 Total Operating Expenses	\$12,456	\$4,152	29%				
50 Net Operating Income	\$30,786	\$10,262					
	ADS	Loan	LTV	Pmt	Term	Interest Rate	
Less: Annual Debt Service	\$29,491	\$ 399,143	75%	\$2,458	30	6.25%	
Cash Flow Before Taxes	\$1,295						

Proforma 2025		Based on:		Forthcoming yr.
	\$/unit	%	Income: Line C - F + H	
\$6,361	\$2,120	12%	85% Sales Price	
			\$ 452,362 Potential Assessment	
\$2,060	\$687	4%	Potential 2025 = 2024 + 3%	
\$2,672	\$891	5%	Potential 2025 = 2024 + 3%	
\$1,425	\$475	3%	Potential 2025 = 2024 + 3%	
\$205	\$68	0%	Potential 2025 = 2024 + 3%	
\$540	\$180	1%		
\$371	\$124	1%	Potential 2025 = 2024 + 3%	
\$338	\$113	1%	Potential 2025 = 2024 + 3%	
\$1,198	\$399	2%	Potential 2025 = 2024 + 3%	
\$0				
\$15,171	\$5,057	29%		
\$33,804			Potential Market less 5% vacancy + other income	
ADS	Loan	LTV	Pmt	Term
\$29,491	\$ 399,143	75%	\$2,458	30
\$4,313			6.25%	Interest

# Internal Rate of Return - 5 year forecast

		Year					
		1	2	3	4	5	6
Total Potential Market Income	4.5% Increases	\$51,552	\$53,872	\$56,296	\$58,829	\$61,477	\$64,243
2 Less: loss to market lease	11.0%	\$5,652	\$5,906	\$6,172	\$6,450	\$6,740	\$7,043
3 Total Potential Income (Max Rent)		\$45,900	\$47,966	\$50,124	\$52,380	\$54,737	\$57,200
4 Less: Loss to lease	2.9%	\$1,320	\$1,379	\$1,441	\$1,506	\$1,574	\$1,645
5 Total Income		\$44,580	\$46,586	\$48,682	\$50,873	\$53,162	\$55,555
6 Less: vacancy	3.0%	\$1,337	\$1,398	\$1,460	\$1,526	\$1,595	\$1,667
7 Effective Rental Income		\$43,243	\$45,189	\$47,222	\$49,347	\$51,568	\$53,888
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income		\$43,243	\$45,189	\$47,222	\$49,347	\$51,568	\$53,888
Total Operating Expenses	2.0% Increases	\$12,456	\$12,706	\$12,960	\$13,219	\$13,483	\$13,753
<b>Net Operating Income</b>		\$30,786	\$32,483	\$34,262	\$36,128	\$38,084	\$40,135
Mortgage Balance		\$394,465	\$389,487	\$384,189	\$378,550	\$372,549	
ADS		\$29,491	\$29,491	\$29,491	\$29,491	\$29,491	
- Principal Reduction		\$4,677	\$4,978	\$5,298	\$5,639	\$6,002	
= Mortgage interest		\$24,814	\$24,513	\$24,193	\$23,852	\$23,489	
- cost recovery (annual)	27.5 yrs @ 80%	\$14,837	\$15,482	\$15,482	\$15,482	\$14,837	includes mid month
= Taxable Income		-\$8,865	-\$7,512	-\$5,412	-\$3,206	-\$242	
Tax on income at ordinary income rate of	35%	\$0	\$0	\$0	\$0	\$0	
NOI		\$30,786	\$32,483	\$34,262	\$36,128	\$38,084	
- Annual Debt Service		\$29,491	\$29,491	\$29,491	\$29,491	\$29,491	
= <b>Cash Flow Before Tax</b>		\$1,295	\$2,992	\$4,771	\$6,637	\$8,593	
- Less Ordinary Income Tax		\$0	\$0	\$0	\$0	\$0	
= <b>Cash Flow After Tax</b>		\$1,295	\$2,992	\$4,771	\$6,637	\$8,593	

Calculated  
for 1st year  
of next  
owners,  
ownership

## Sales Worksheet

### Calculation of Adjusted Basis

1 Basis at Acquisition	\$532,190
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$76,121
4 =Adjusted Basis at Sale	\$456,069

### Calculation of Capital Gain

Disposition CAP Rate	5.8%
5 Sale Price	\$693,804
6 -Costs of Sale	\$55,504
7 -Adjusted Basis at Sale	\$456,069
8 =Gain or (Loss)	\$182,230
9 -Straight Line Cost Recovery (limited to gain)	\$76,121
# =Capital Gain from Appreciation	\$106,110

### Calculation of Sales Proceeds after tax

# Sale Price	\$693,804
# -Cost of Sale	\$55,504
# -Mortgage Balance(s)	\$372,549
# =Sale Proceeds Before Tax	\$265,751
# -Tax: Straight Line Recapture at 25.0%	\$19,030
# -Tax on Capital Gains at 20.0%	\$21,222
# =SALE PROCEEDS AFTER TAX:	\$225,499

As a commercial real estate investor, the federal tax code gives you three advantages compared to other investments including:

1. Deduct your annual mortgage interest before you calculate your taxable amount;
2. Deduct your cost recovery/depreciation before you calculate your taxable amount, in the future when you sell the property, you only pay back 25% of the benefit you received;
3. Your long term profit, or capital gain, is taxed at 22%

The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 22%.

IRR Before tax =		17.3%
n	\$	
0	\$	(133,048)
1		\$1,295
2		\$2,992
3		\$4,771
4		\$6,637
5		\$8,593 + \$265,751

IRR After tax =		13.5%
n	\$	
0	\$	(133,048)
1		\$1,295
2		\$2,992
3		\$4,771
4		\$4,771
5		\$6,637 + \$225,499

Investor's Effective Tax Rate = 22%

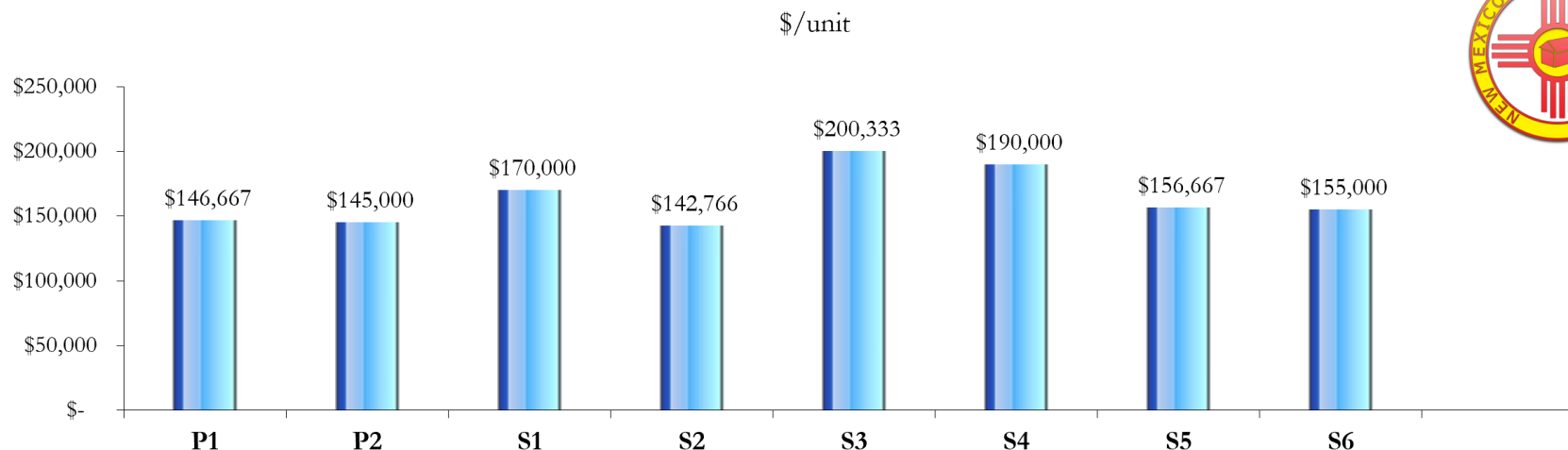


# Comparable Sales

## Comparable Sales Analysis for:

421 Harvard Dr SE

Compiled by Todd Clarke CCIM



#	Name	Location	Units	Age	List Price	Sales Price	# garages	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
P1		422 Vassar SE	3	1932	\$ 440,000	\$ 440,000	-	PENDING	\$ 146,667	\$ 202	\$727	16.81	3.4%
P2		211 Stanford SE	3	1940	\$ 435,000	\$ 435,000	-	PENDING	\$ 145,000	\$ 245	\$708	17.07	3.3%
S1		320 Cornell SE	3	1941	\$ 495,000	\$ 510,000	-	5/22/24	\$ 170,000	\$ 274	\$1,628	8.70	6.6%
S2		425 Columbia SE	3	1930	\$ 442,000	\$ 428,298	-	9/23/24	\$ 142,766	\$ 194	\$1,156	10.29	5.5%
S3		5345 Heritage Way NE	3	1983	\$ 585,000	\$ 601,000	2.00	11/21/24	\$ 200,333	\$ 155	\$1,367	12.22	4.7%
S4		5334 Heritage Way NE	3	1981	\$ 565,000	\$ 570,000	2.00	1/12/24	\$ 190,000	\$ 184	\$1,266	12.51	4.6%
S5		1428 Vassar NE	3	1957	\$ 510,000	\$ 470,000	-	3/6/24	\$ 156,667	\$ 149	\$1,053	12.40	4.6%
S6		239 Jefferson NE	3	1951	\$ 500,000	\$ 465,000	-	1/10/24	\$ 155,000	\$ 190	\$826	15.64	3.6%

\*imputed @ 5% vac, 35% exp

<b>SOLD</b>	<b>Stats</b>			<b>1952</b>	<b>\$ 496,500</b>	<b>\$ 489,912</b>			<b>\$ 163,304</b>	<b>\$199</b>	<b>\$1,091</b>	<b>13.20</b>	<b>4.54%</b>
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<b>Subject Property</b>	<b>421 Harvard Dr SE</b>	<b>3</b>	<b>1925</b>	<b>\$ 532,190</b>		<b>-</b>			<b>\$ 177,397</b>	<b>\$287</b>	<b>\$1,238</b>	<b>12.31</b>	<b>5.8%</b>
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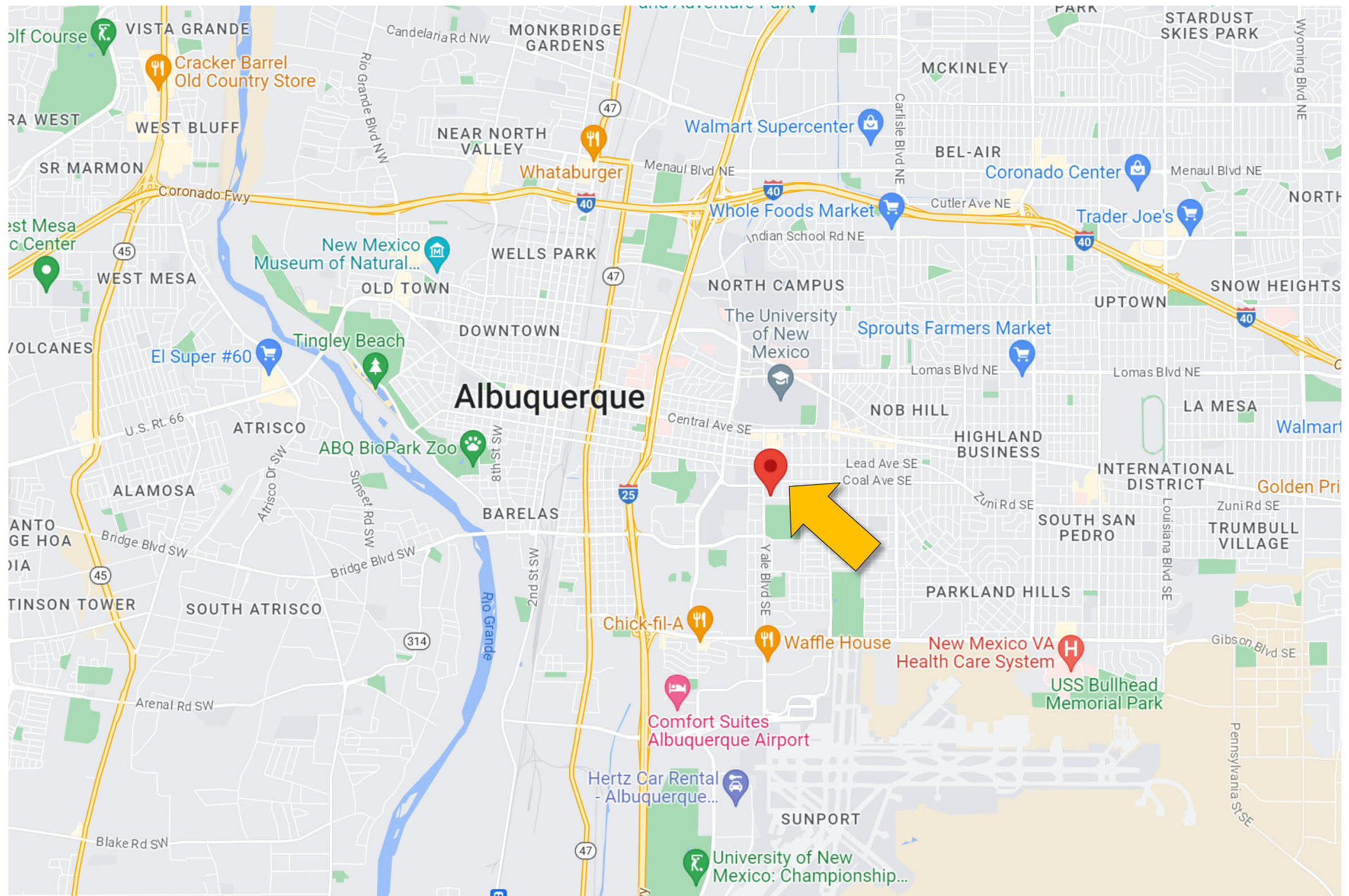
Average of Comparable SOLD applied to subject property

Average Rent for Sales = \$1,091

\$/unit	\$ 163,304	\$ 489,912
\$/sf	\$ 199.02	\$ 369,377
CAP (Actual)	4.5%	\$ 678,759
GRM (Actual)	13.20	\$ 570,966

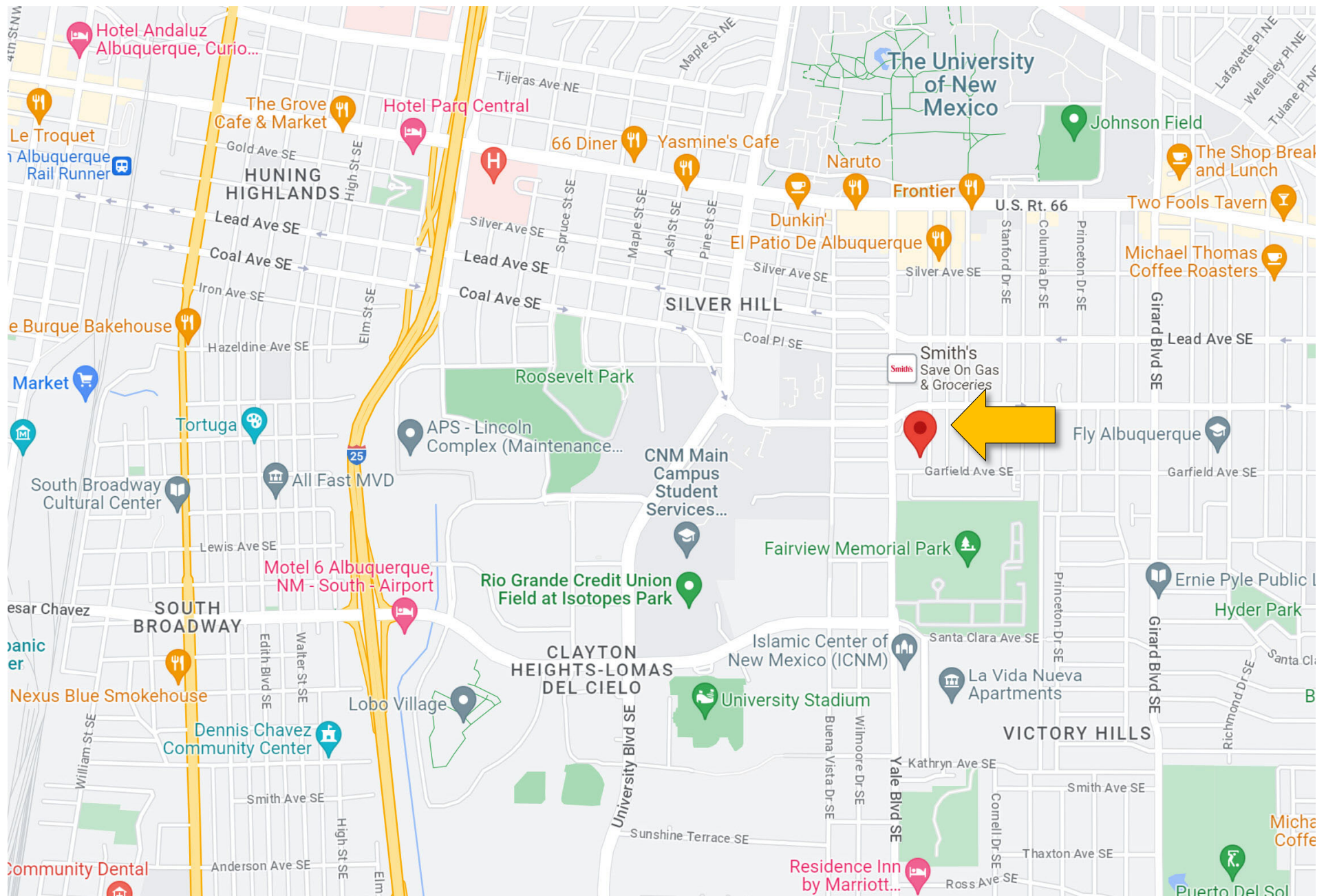
**Average= \$ 527,254**

# Location





# Location - Neighborhood



# Property Info - GIS - 421 Harvard Dr SE

## Bernalillo County Assessor Ownership Data

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

Owner Name: EDGE CAPITAL IV LLC

Owner Address: 421 HARVARD DR SE ALBUQUERQUE NM 87106-5507

Uniform Property Code (UPC): 101605702504430503

Tax Year: 2023

Tax District: A1A

Legal Description: \* 014 004UNIVERSITY HEIGHTS ADDN

Property Class: R

Document Number: See Bernalillo County Assessor Record Search Portal

Acres: 0.163

## Albuquerque Planning and Zoning Data

Jurisdiction: ALBUQUERQUE

IDO Zone District: [R-T](#)

IDO District Definition: Townhouse

Zone Atlas Page: [K-15](#)

Land Use: 01 | Low-density Residential

Lot: 14

Block: 4

Subdivision: UNIVERSITY HEIGHTS

[Bernalillo County Planning and Zoning](#)

## Neighborhood Associations

City Recognized Neighborhood Associations: [University Heights NA](#)

[Albuquerque Office of Neighborhood Coordination](#)

## Services

Police Beat: 323

Area Command: SOUTHEAST

Residential Trash Pickup and Recycling: Wednesday

## City Council Districts

City Council District: [6 - Pat Davis](#)

Councilor Email Address: [patdavis@cabq.gov](mailto:patdavis@cabq.gov)

Policy Analyst: Sean Foran

Policy Analyst Email Address: [seanforan@cabq.gov](mailto:seanforan@cabq.gov)

Policy Analyst Phone Number: 505-768-3152

## Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury

County Commission District: 3 - Adriann Barboa

NM House Of Representatives: 18 - Gail Chasey

NM Senate: 16 - Antoinette Sedillo Lopez

## APS School Service Areas

Elementary School: BANDELIER

Middle School: WILSON

High School: ALBUQUERQUE

[Albuquerque Public Schools](#)

FEMA Flood Zone: X



### Very Walkable

Most errands can be accomplished on foot.



### Some Transit

A few nearby public transportation options.



### Very Bikeable

Biking is convenient for most trips.



# Property Photographs - Exterior





# Property Photographs - Interiors - 421.5





# Property Photographs - Interiors - 421.5

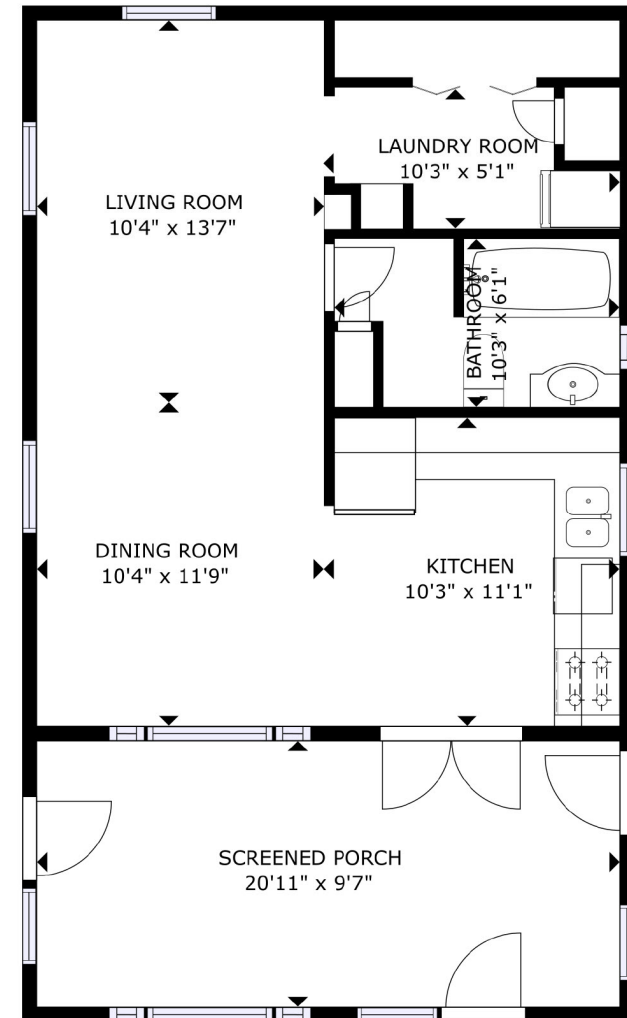


# Property Photographs - Interiors - 421.5





# Floorplan - Unit 421.5 Harvard Dr SE



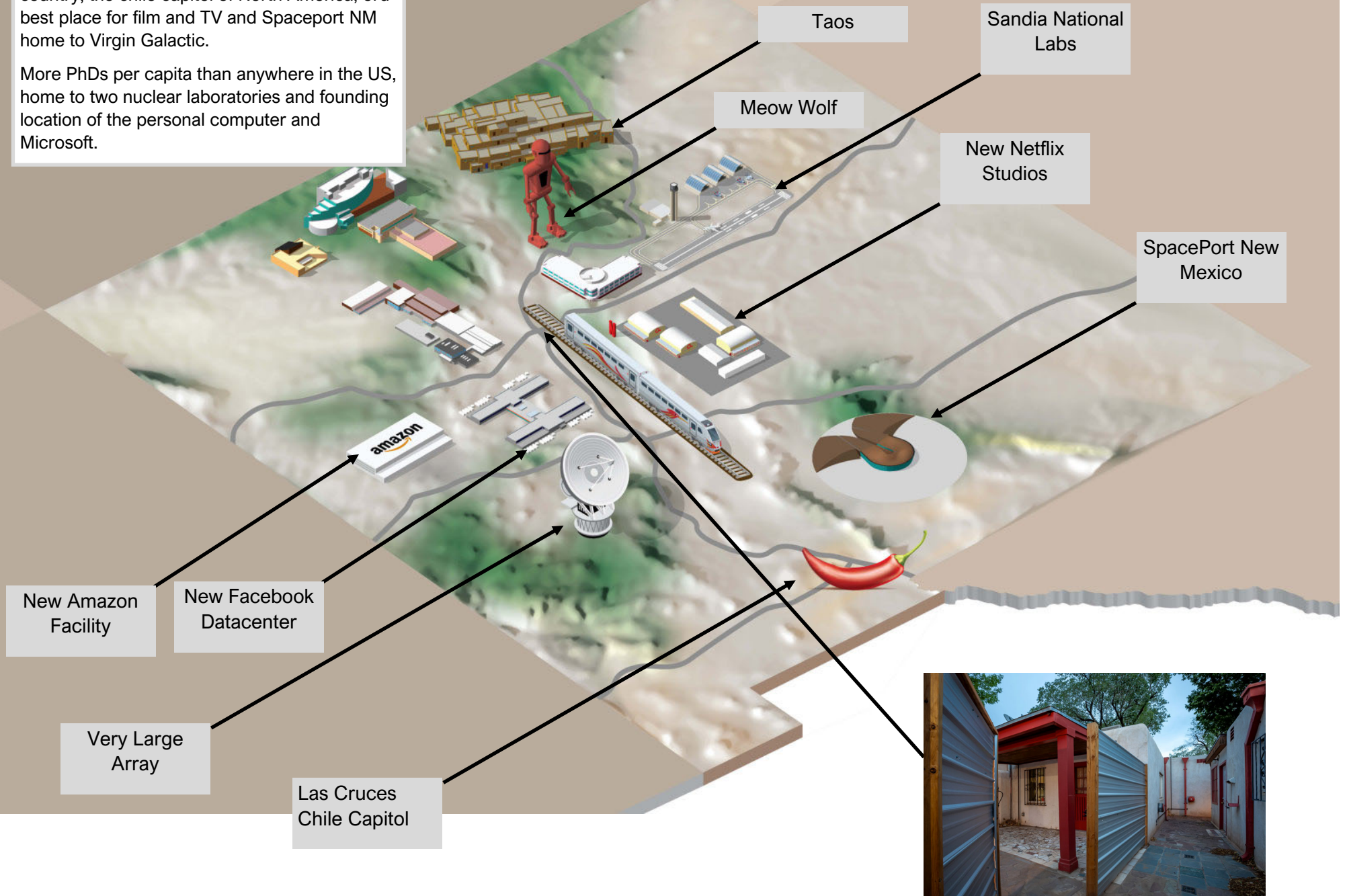
Virtual Tour: [www.nmapartment.com/421harvard3d](http://www.nmapartment.com/421harvard3d)

Measurements are Approximate

# New Mexico is on the international map

New Mexico is home to the oldest Capitol in the country, the Chile Capitol of North America, 3rd best place for film and TV and Spaceport NM home to Virgin Galactic.

More PhDs per capita than anywhere in the US, home to two nuclear laboratories and founding location of the personal computer and Microsoft.





# Reasons to invest in Albuquerque, NM

## Albuquerque is home to



Facebook

Data Center

A



Distribution center under construction—announced 1,000 new jobs

A

Apple

N



announced \$1 Billion of new programming

G

Google

Three of the six F.A.A.N.G. tech companies:

Due to Sandia and Los Alamos National (nuclear) Laboratories - New Mexico has more PhDs per capita than any other state.

## #3rd place in United States for Film and TV

The city has made a major investment in its transportation corridor - along historic Route 66 the new A.R.T. or Albuquerque Rapid Transit has been installed - a \$130M investment and upgrade into this transit corridor. Did you know that apartment communities in the top 10% of walk, bike or transit scores achieve 25% higher rents?

Albuquerque offers over

**Forbes**

Best Places for Business  
**#1**  
ALBUQUERQUE,  
NEW MEXICO

## Albuquerque, New Mexico in the news

- ☑ **9th best mid-sized city of the Future**  
*Foreign Direct Investment magazine—03/2015*
- ☑ **6th best city to travel to for food snobs**  
*Travel+Leisure—03/2015*
- ☑ **America's best city for Global Trade for Skilled Workforce**  
*Global Trade magazine—11/2014*
- ☑ **3rd best city for rent growth**  
*All Property Management as reported in ABQ Journal—10/2013*
- ☑ **6th best city in US for connecting workers to jobs using Public Transportation**  
*Brookings Institute—July 2012*
- ☑ **One of the 10 best park systems in the nation**  
*Trust for Public Land—2012*
- ☑ **3rd most fittest city**  
*Men's Fitness Magazine—2012*
- ☑ **3rd best city to make movies**  
*Moviemaker.com—June 2012*
- ☑ **Top 25 best places to Retire**  
*CNNMoney.com—Sept. 2011*
- ☑ **15th best city in Bloomberg's Business Week (best cities)**  
*Bloomberg's Business Week—2011*
- ☑ **#17th best bike friendly city**  
*Bicycling Magazine—2010*
- ☑ **Top Ten for Being a Healthy Community**  
*Outside Magazine—#6—August 2009*
- ☑ **One of the Best Cities in the Nation**  
*Kiplinger Magazine—#2—July 2009*
- ☑ **Top 10 places to Live**  
*U.S. News & World Report—June 2009*
- ☑ **AAA rates Albuquerque 2nd in vacation affordability**  
*American Automobile Association—June 2008*
- ☑ **UNM Anderson School Ranked in Global 100**  
*Aspen Institute, October 2007*

**Kiplinger**

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

44. New Mexico



**MILLIONAIRE HOUSEHOLDS: 40,450**

**TOTAL HOUSEHOLDS: 813,135**

**Concentration of Millionaires: 4.97%**

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

**MEDIAN INCOME FOR ALL HOUSEHOLDS:**

**\$47,169**

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

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

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

Yet outside of Los Alamos, the state's concentration of millionaires puts it in the bottom 10 in the U.S. Fewer than 1 in 20 households claiming investable assets of \$1 million or more.

# Multifamily investment sales process and thoughts:

My name is Todd Clarke CCIM CIPS and I am a commercial Realtor who has been selling apartment investments for over 34 years. In that time, I have listed/sold over 16,373 units totaling \$753M. I also teach investment sales analysis for the CCIM institute (26 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 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**



# Further Information

Do not walk property.

To register for access to confidential documents go to:

[www.nmapartment.com/421harvard](http://www.nmapartment.com/421harvard)

Virtual tour: [www.nmapartment.com/421harvard3d](http://www.nmapartment.com/421harvard3d)

## Marketing Advisors

In the event of multiple offers, BID process will be used. Additional information on the sales process can be found at [www.nmapartment.com/bidprocess/bidprocess.pdf](http://www.nmapartment.com/bidprocess/bidprocess.pdf)

The owner and property are represented by Todd Clarke CCIM of NM Apartment Advisors and Kyle Deacon of Deacon Property Services. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.



**Todd Clarke** 

CEO

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