537 Valencia SE
Albuquerque, NM 87112

Register for tour and confidential Info www.nmapartment.com/valencia533
Seller Concession to Buyer: NMAA-2686537
Virtual Tour Unit: www.nmapartment.com/rosemont3d

MAESTAS REAL ESTATE SERVICES

Units:	Triplex
Size:	1,929 sf
Land:	0.155 acres
Start Price:	$331,592
GRM:	11.16
CAP:	6.11%

NEW MEXICO APARTMENT ADVISORS

Darling triplex

Property Information

On behalf of the owners, NM Apartment Advisors and Maestas Rea Estate Services are pleased to present this gem of a triplex which includes well lit off street parking, private patios and an attractive shared colonnade courtyard.

Located at 537 Valencia SE, this stunning community oozes charm with lush landscaping, brick sidewalks and is a community that is walking distance to multiple parks, retail establishments, and restaurants.

This triplex offers off-street parking, private street-facing patio, a charming shared colonnade courtyard, Solatube tubular skylights for abundant natural light, and dedicated buried tool storage for each building. Each of the rear buildings includes buried tool/storage areas. These are accessed via a metal lid visible in the rear photos and provide convenient, secure storage for owners.

The owner has made many recent improvements and upgrades include a new roof (2022), new driveways and sidewalks (2024) and On the interior side, he has fully renovated Apartment 537 #3, which now includes a dedicated laundry room with built-in cabinetry. Apartment 533 #6 also has a laundry room along with updated kitchen cabinets. Apartment 537—#1 has a washer hookup in the kitchen, while Apartment 537 #2 offers a full washer/dryer hookup. Units 4 and 5 do not have in-unit laundry hookups.

Current rents average $825, which leaves a long runway to increase value by raising rents closer to the market average of $975.

The owner also owns 533 Valencia SE which can be made available for $331,592.

Do not miss out on this opportunity to be an owner occupant or investor in a market with strong job growth and a housing shortage from all of the new Netflix, Facebook/ Meta, Amazon, Intel and other jobs.

The Property

Address:	537 Valencia SE	
Number of units:	Triplex	On 1 parcel
Year of construction:	1940	
Bldg. Size:	1,929 sf	
Site Size:	.1550	
Avg. Unit Size:	643 sf	

UPC#:	101805615447922902
Zoning:	
Legal:	Lot 10, Block 4, Plat of Shirley's Subdivision

Ask Price:	**$331,592**
$/ unit:	$110,531
$ /sf:	$171.90

	2025	**2027 Proforma**
Avg Rent:	$825	$975
GRM:	11.16	9.45
Cap Rate Before reserves:	6.11%	7.58%
Cap Rate After Reserves:	5.91%	7.35%
Year 1 NOI:	$19,600	$24,378
IRR Before Tax	15.4%	
IRR After Tax	11.7%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for: 537 Valencia SE

Prepared by: Todd Clarke CCIM 7/17/2026 **"AS IS" Condition**

Unit/Rent Summary

#	Type	Style	Approx Size	Actual Rent	Street Rate as	Market Rent	Actual Rent $/sf	E Total Actual	C Total Max Rent for this type	A Total Market Potential	Total sf
537-1	1/1		643	$ 775	$ 850	$ 975	$ 1.21	$ 775	$ 850	$ 975	643
537-2	1/1		643	$ 850	$ 850	$ 975	$ 1.32	$ 850	$ 850	$ 975	643
537-3	1/1		643	$ 850	$ 850	$ 975	$ 1.32	$ 850	$ 850	$ 975	643
3	total units / Avg. Unit Si		643	$ 825	$ 850	$ 975	$ 1.28	$ 2,475	$ 2,550	$ 2,925	1,929
		Avg Actual Rent $/sf=		$ 1.28	$ 1.32	$ 1.52		$ 29,700	$ 30,600	$ 35,100	1,929 per Assessor

Benchmarks

		Actual	Proforma
Offering Price	**$331,592**		
$/unit	$110,531		
$/sf	$171.90		
GRM		11.16	9.45
CAP Before Reserves		6.11%	7.58%
CAP After Reserves		5.91%	7.35%
Cash on Cash		0.0%	7.2%
DCR=		1.00	1.24

Walk Score: 75, Transit Score: 35, Bike Score: 78

Income

	A.	**Total Potential Market Income**		**$ 35,100**		
	B.	Less: loss to market lease		$ 4,500	13%	
3	C.	**Total Potential Income (Street)**		**$ 30,600**		
4	D.	Less: Loss to lease		$ 900	3%	
5	E.	**Total Income**		**$ 29,700**		
6	F.	Less: vacancy	5.0%	$ 1,485	5%	Market average
7	G.	**Effective Rental Income**		**$ 28,215**		
8	H.	Plus: Other Income		$ -		
9	I.	**Gross Operating Income**		**$ 28,215**		

	Expenses (Annual)	**2025 Actual**	**$/unit**	**%**	**Based on:** 2025 Actuals/Estimates	**Proforma 2027**	**$/unit**	**%**	**Based on:** Forthcoming yr. Income: Line C - F + H
20	Real Estate Taxes	$3,011	$1,004	11%	2024 Tax Bill	$3,141	$1,047	9%	85% Sales Price
21	Personal Property Taxes				assessed at $220,214				$ 281,853 Potential assessment
22	Property Insurance	$2,043	$681	7%	Owner Actual 2025	$2,104	$701	6%	Potential 2027 = 2025 + 3%
23	Property Management:								
24	Off Site Management				Likley owner occupant				
25	Payroll-Onsite Personnel								
28	Repairs	$2,125	$708	8%	Owner Actual 2025	$2,188	$729	6%	Potential 2027 = 2025 + 3%
29	Utilities:								
30	**Water, Sewer, Trash**								
31	Gas	$96	$32	0%	Owner Actual 2025	$99	$33	0%	Potential 2027 = 2025 + 3%
32	Electric	$103	$34	0%	Owner Actual 2025	$106	$35	0%	Potential 2027 = 2025 + 3%
41	Internet								
42	Pest Control	$250	$83	1%	Estimate	$258	$86	1%	Potential 2027 = 2025 + 3%
43	Unit Turnover	$164	$55	1%	Owner Actual 2025	$169	$56	0%	Potential 2027 = 2025 + 3%
44	Landscaping								
45	Supplies	$148	$49	1%	Estimate	$152	$51	0%	Potential 2027 = 2025 + 3%
46	Miscellaneous				repairs+unit turn+reserve=8to10%				Potential 2027 = 2025 + 3%
48	Reserve for replacement	$675	$225	2%	new lender will require	$750	$250	2%	new lender will require
49	**Total Operating Expenses**	$8,615	$2,872	31%		$8,967	$2,989	26%	
50	**Net Operating Income**	**$19,600**	$6,533			**$24,378**	Potential Market less 5% vacancy + other income		

	ADS	Loan	LTV	Pmt	Term	Interest Rate	ADS	Loan	LTV	Pmt	Term	Interest
Less: Annual Debt Service	$19,600	$ 265,274	80%	$1,633	30	6.25%	$19,600	$ 265,274	80%	$1,633	30	6.25%
Cash Flow Before Taxes	**$0**						**$4,778**					

5 year forecast, Internal Rate of Return (IRR)

Internal Rate of Return Analysis

			Year 1	2	3	4	5	Calculated for 1st year of next owners, ownership 6
Total Potential Market Income	3.5%	Increases	$35,100	$36,329	$37,600	$38,916	$40,278	$41,688
2 Less: loss to market lease	12.8%		$4,500	$4,658	$4,821	$4,989	$5,164	$5,345
3 Total Potential Income (Max Rent)			$30,600	$31,671	$32,779	$33,927	$35,114	$36,343
4 Less: Loss to lease	2.9%		$900	$932	$964	$998	$1,033	$1,069
5 Total Income			$29,700	$30,740	$31,815	$32,929	$34,081	$35,274
6 Less: vacancy	5.0%		$1,485	$1,537	$1,591	$1,646	$1,704	$1,764
7 Effective Rental Income			$28,215	$29,203	$30,225	$31,282	$32,377	$33,511
8 Plus: Other Income	2.0%	Increases	$0	$0	$0	$0	$0	$0
9 Gross Operating Income			$28,215	$29,203	$30,225	$31,282	$32,377	$33,511
Total Operating Expenses	2.0%	Increases	$8,615	$8,787	$8,963	$9,142	$9,325	$9,511
Net Operating Income			$19,600	$20,416	$21,262	$22,141	$23,053	$23,999
			$265,274					
Mortgage Balance			$262,165	$258,857	$255,336	$251,588	$247,599	
ADS			$19,600	$19,600	$19,600	$19,600	$19,600	
- Principal Reduction			$3,108	$3,308	$3,521	$3,748	$3,989	
= Mortgage interest			$16,492	$16,292	$16,079	$15,852	$15,611	
- cost recovery (annual)	27.5 yrs @	80%	$9,245	$9,646	$9,646	$9,646	$9,245	includes mid mo
= Taxable Income			-$6,136	-$5,522	-$4,463	-$3,358	-$1,803	
Tax on income at ordinary income rate of		35%	$0	$0	$0	$0	$0	
NOI			$19,600	$20,416	$21,262	$22,141	$23,053	
- Annual Debt Service			$19,600	$19,600	$19,600	$19,600	$19,600	
= **Cash Flow Before Tax**			$0	$816	$1,662	$2,541	$3,453	
- Less Ordinary Income Tax			$0	$0	$0	$0	$0	
= **Cash Flow After Tax**			$0	$816	$1,662	$2,541	$3,453	

Sales Worksheet

Calculation of Adjusted Basis		
1 Basis at Acquisition		$331,592
2 + Capital Additions		
3 -Cost Recovery (Depreciation) Taken		$47,429
4 =Adjusted Basis at Sale		$284,163
Calculation of Capital Gain		
Disposition CAP Rate	5.9%	
5 Sale Price		$406,012
6 -Costs of Sale	8.0%	$32,481
7 -Adjusted Basis at Sale		$284,163
8 =Gain or (Loss)		$89,367
9 -Straight Line Cost Recovery (limited to gain		$47,429
# =Capital Gain from Appreciation		$41,939
Calculation of Sales Proceeds after tax		
# Sale Price		$406,012
# -Cost of Sale		$32,481
# -Mortgage Balance(s)		$247,599
# **=Sale Proceeds Before Tax**		$125,932
# -Tax: Straight Line Recapture at	25.0%	$11,857
# -Tax on Capital Gains at	20.0%	$8,388
# **=SALE PROCEEDS AFTER TAX:**		$105,687

IRR Before tax = 15.4%

n	$	
0	$ (66,318)	
1	$0	
2	$816	
3	$1,662	
4	$2,541	
5	$3,453 +	$125,932

IRR After tax = 11.7%

n	$	
0	$ (66,318)	
1	$0	
2	$816	
3	$1,662	
4	$2,541	
5	$3,453 +	$105,687

Investor's Effective Tax Rate = 24%

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;

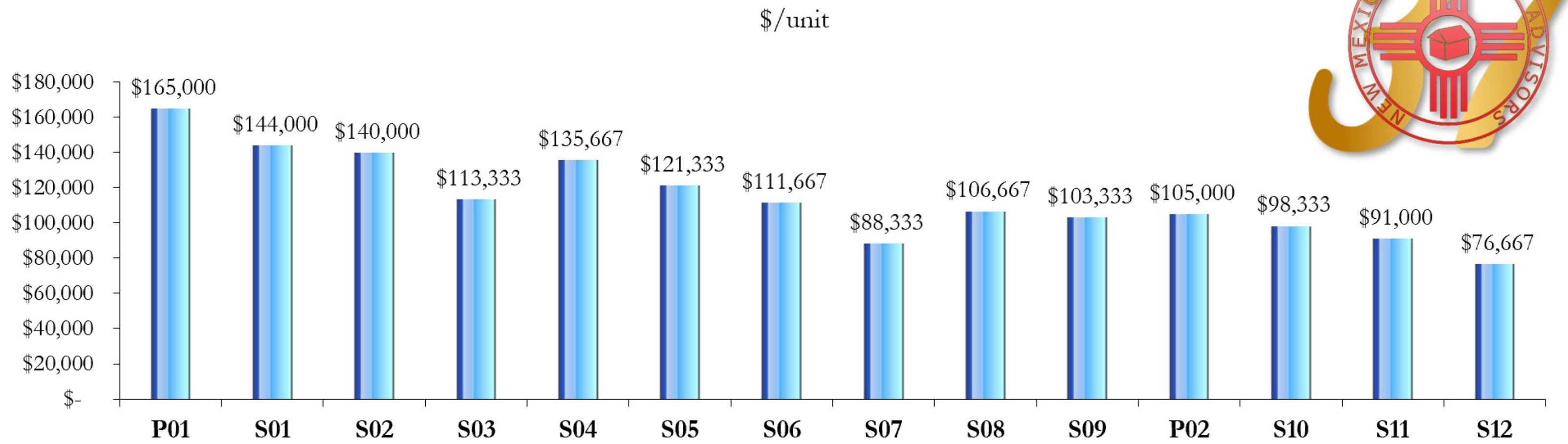
3. Your long term profit, or capital gain, is taxed at 20%

The combination of these benefits could help lower an investor's effective federal tax rate from 35% federal tax rate to only 24%.

Comparable Sales

Comparable Sales Analysis for: 537 Valencia SE

Compiled by Todd Clarke CCIM



#	Name	Location	Units	Age	List Price	Sales Price	Sales Date	$/unit	$/sf	Avg. Rent	GRM	CAP *
P01		502 Vassar SE	3	1946	$ 495,000	$ 495,000	PENDING	$ 165,000	$ 201	$767	17.93	**3.2%**
S01		3508 Thaxton SE	3	1948	$ 450,000	$ 432,000	10/22/2025	$ 144,000	$ 188	$808	14.85	**3.8%**
S02		311 Princeton SE	3	1940	$ 419,900	$ 420,000	9/24/2025	$ 140,000	$ 157	$1,146	10.18	**5.6%**
S03		309 Princeton SE	3	1926	$ 450,000	$ 340,000	3/26/2026	$ 113,333	$ 137	$800	11.81	**4.8%**
S04		1813 Del Norte SW	3	1936	$ 389,700	$ 407,000	7/29/2025	$ 135,667	$ 100	$868	13.02	**4.4%**
S05		1423 Edith SE	3	1959	$ 375,000	$ 364,000	6/26/2026	$ 121,333	$ 209	$917	11.03	**5.2%**
S06		421 California SE	3	1960	$ 335,000	$ 335,000	7/22/2025	$ 111,667	$ 140	$733	12.70	**4.5%**
S07		2129 Coal SE	3	1955	$ 350,000	$ 265,000	5/1/2026	$ 88,333	$ 194	$667	11.04	**5.2%**
S08		1129 Georgia SE	3	1956	$ 335,000	$ 320,000	3/11/2026	$ 106,667	$ 122	$800	11.11	**5.1%**
S09		3428 Vail SE	3	1962	$ 340,000	$ 310,000	10/8/2025	$ 103,333	$ 141			
P02		1033 Louisiana SE	3	1957	$ 334,000	$ 314,999	PENDING	$ 105,000	$ 137	$965	9.07	**6.3%**
S10		1037 Louisiana SE	3	1958	$ 300,000	$ 295,000	9/23/2025	$ 98,333	$ 128	$883	9.28	**6.1%**
S11		933 Louisiana SE	3	1958	$ 360,000	$ 273,000	9/30/2025	$ 91,000	$ 91	$892	8.50	**6.7%**
S12		512 Cardenas SE	3	1960		$ 230,000	5/4/2026	$ 76,667	$ 96			
Average SOLD					**$ 379,508**	**$ 342,929**		**$ 114,310**	**$146**	**$854**	**11.71**	**5.1%**
										***imputed @ 5% vac, 40% exp**		
Subject Property		**537 Valencia SE**	**3**		**$ 331,592**			**$ 110,531**	**$172**	**$825**	**11.16**	**5.9%**

Average of Comparable SOLD applied to subject property

$/unit	$ 114,310	$ 342,929
$/sf	$ 145.81	$ 281,263
CAP (Actual)	5.1%	$ 386,163
GRM (Actual)	11.71	$ 330,367
Average=		**$ 335,180**

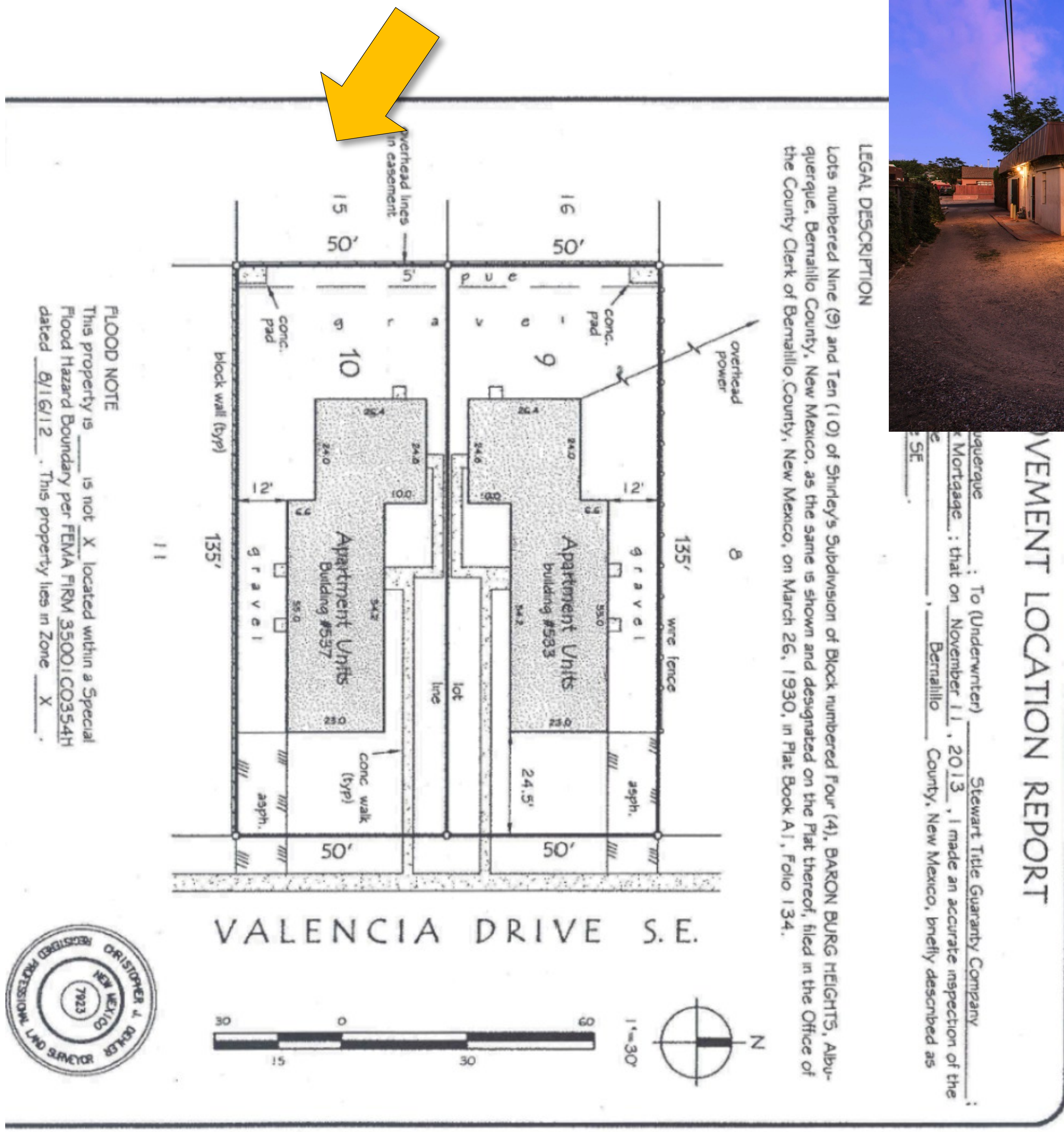
Location Aerial - 537

Property Photos

Property Photos

Property Photos

Survey


LEGAL DESCRIPTION
Lots numbered Nine (9) and Ten (10) of Shirley's Subdivision of Block numbered Four (4), BARON BURG HEIGHTS, Albuquerque, Bernalillo County, New Mexico, as the same is shown and designated on the Plat thereof, filed in the Office of the County Clerk of Bernalillo County, New Mexico, on March 26, 1930, in Plat Book A1, Folio 134.
FLOOD NOTE
This property is ___ is not X located within a Special Flood Hazard Boundary per FEMA FIRM 35001C0354H dated 8/16/12. This property lies in Zone X.
Apartment Units
Building #537
Apartment Units
Building #533
overhead lines in easement
overhead power
block wall (typ)
wire fence
conc. walk (typ)
lot line
VALENCIA DRIVE S.E.
1"=30'

City of Albuquerque Property Report

Platted Parcel Address:	537 VALENCIA DR SE
Assessor Parcel Address:	537 VALENCIA DR SE
Report Date:	7/17/2026

www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

(Click here for more information)

Owner Name: 537 VALENCIA LLC

Owner Address: 3225 MCLEOD DR SUITE #100 LAS VEGAS NV 89121-2257

Uniform Property Code (UPC): 101805615447922902 **Tax Year:** 2024 **Tax District:** A1A

Legal Description: LT 10 BLK 4 PLAT OF SHIRLEY'S SUBDIVISION OF BLOCK 4BARON BURG HEIGHTS CONT .1550 AC

Property Class: R **Document Number:** 2024006958 012624 WD - EN **Acres:** 0.155

Albuquerque Planning and Zoning Data

Bernalillo County Planning and Zoning

Jurisdiction: ALBUQUERQUE **Zone Atlas Page:** L-18

IDO Zone District: R-MH **IDO District Definition:** Multi-family High Density

Land Use: 01 | Low-density Residential **Lot:** 10 **Block:** 4 **Subdivision:** BARON BURG HEIGHTS SHIRLEYS REPLAT BLK 4

Neighborhood Associations

Office of Neighborhood Coordination

City Recognized Neighborhood Associations: South San Pedro NA

Services

Police Beat: 334 **Area Command:** SOUTHEAST

Residential Trash Pickup and Recycling: Wednesday

City Council Districts

City Council District: 6 - Nichole Rogers **Councilor Email:** nrogers@cabq.gov

Policy Analyst: Ziarra Kirksey **Policy Analyst Email:** zkirksey@cabq.gov **Policy Analyst Phone #:** 505-768-3152

Other Legislative Districts

US Congressional District: 1 - Melanie Stansbury

County Commission District: 3 - Adriann Barboa

NM House Of Representatives: 19 - Janelle I Anyanonu

NM Senate: 17 - Mimi Stewart

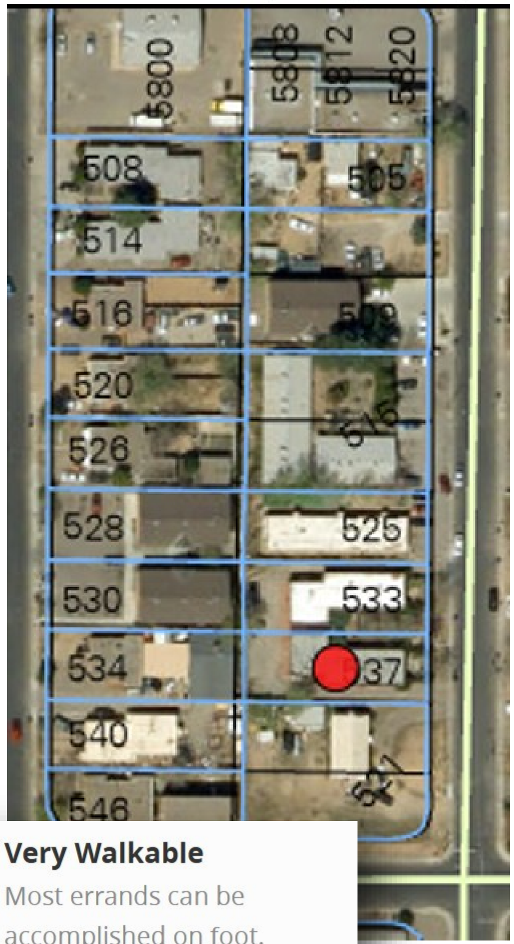
APS School Service Areas

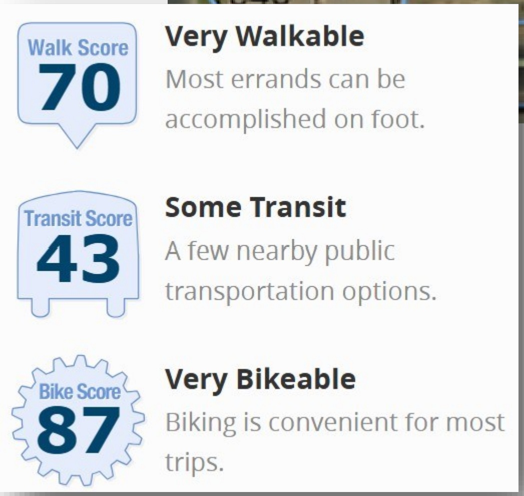
Albuquerque Public Schools

Elementary School: WHITTIER **Middle School:** WILSON **High School:** HIGHLAND

FEMA Flood Zone: X FEMA Flood Map Service Center

Property Map





Reasons to invest in Albuquerque, NM

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

F Facebook Data Center

A amazon Distribution center under construction—announced 1,000 new jobs

A Apple

N NETFLIX announced $1 Billion of new programming

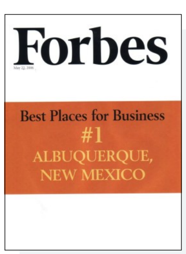
G Google

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

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

44. New Mexico

MILLIONAIRE HOUSEHOLDS: 40,450
TOTAL HOUSEHOLDS: 813,135
Concentration of Millionaires: 4.97%

RANK: 44 (+1 from last year)

MEDIAN INCOME FOR ALL HOUSEHOLDS: $47,169

MEDIAN HOME VALUE: $174,700

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

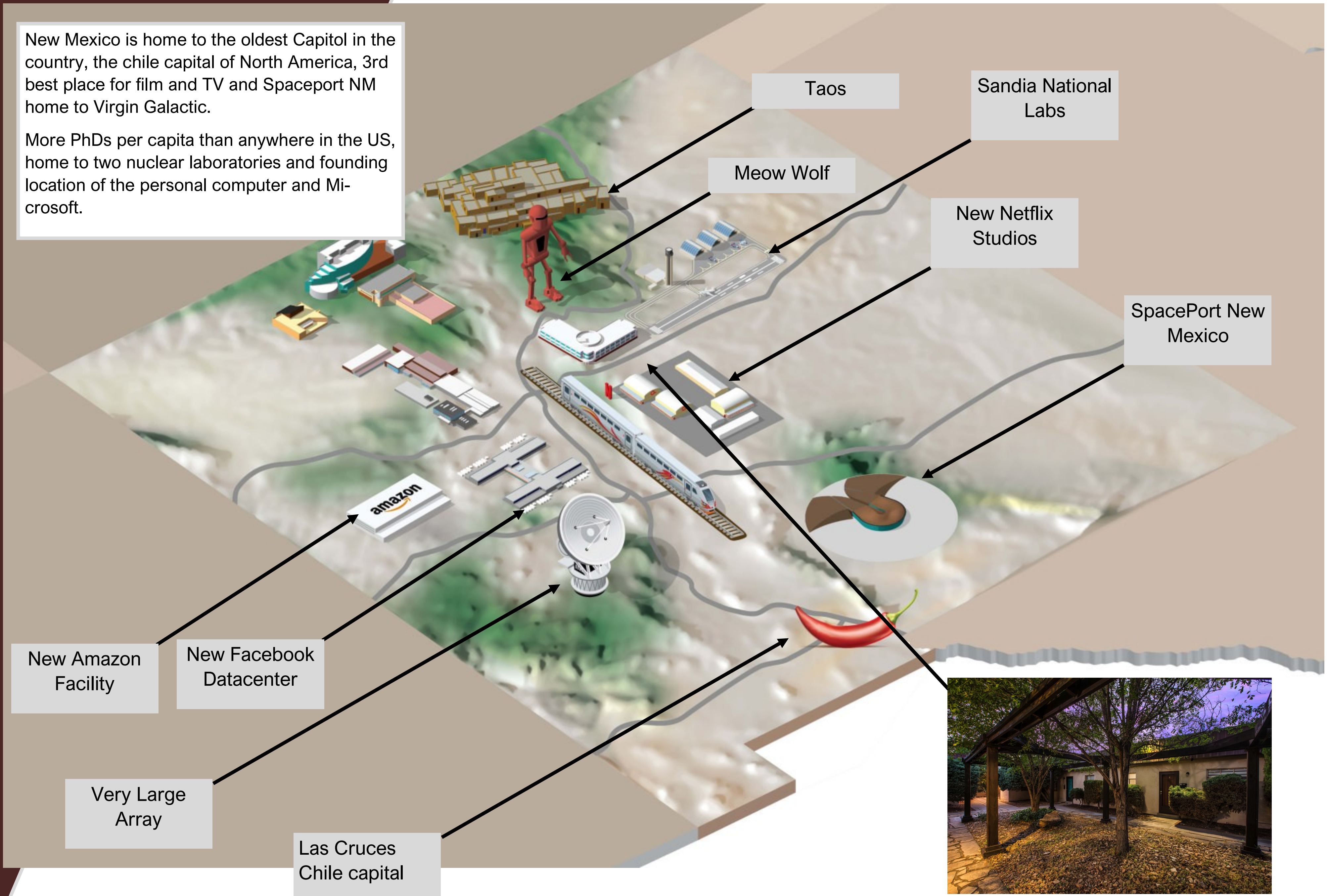
In addition to medicine, top-paying jobs are found in general internal medicine, engineering management and psychiatry.

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

New Mexico is on the international map

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

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



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 19,786 units totaling $930.2M in over 1,033 transactions. I also teach investment sales analysis for the CCIM institute (28 years, over 4,000 students in a dozen countries). I share this with you so you know that the balance of this document comes from experience, and my ideals about how the apartment business runs. This also gives you insight into how we counsel and advocate for our clients.

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

Showings/Tours

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

Many Landlords consider their residents to be their **customers**. They work hard to keep them **happy**. Any attempt by a 3rd party to visit the property without the Landlord's prior written approval jeopardizes the Landlord's and Resident's happy customer relationship.

Do not disturb the residents, do not walk the property. It is considered rude to do either, and many Sellers will refuse to work with Buyers who violate this provision.

Landlords (Sellers) rarely are willing to show a property prior to having an offer.

Where possible, we have included virtual tours in high definition – please look to the flyer for those links.

Sellers suggest Buyers make an offer subject to inspection and that the buyer work hard to consolidate their inspections and appraisal review on the same business day, 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 <u>**only time**</u> 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, <u>**do not**</u> 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-2686537

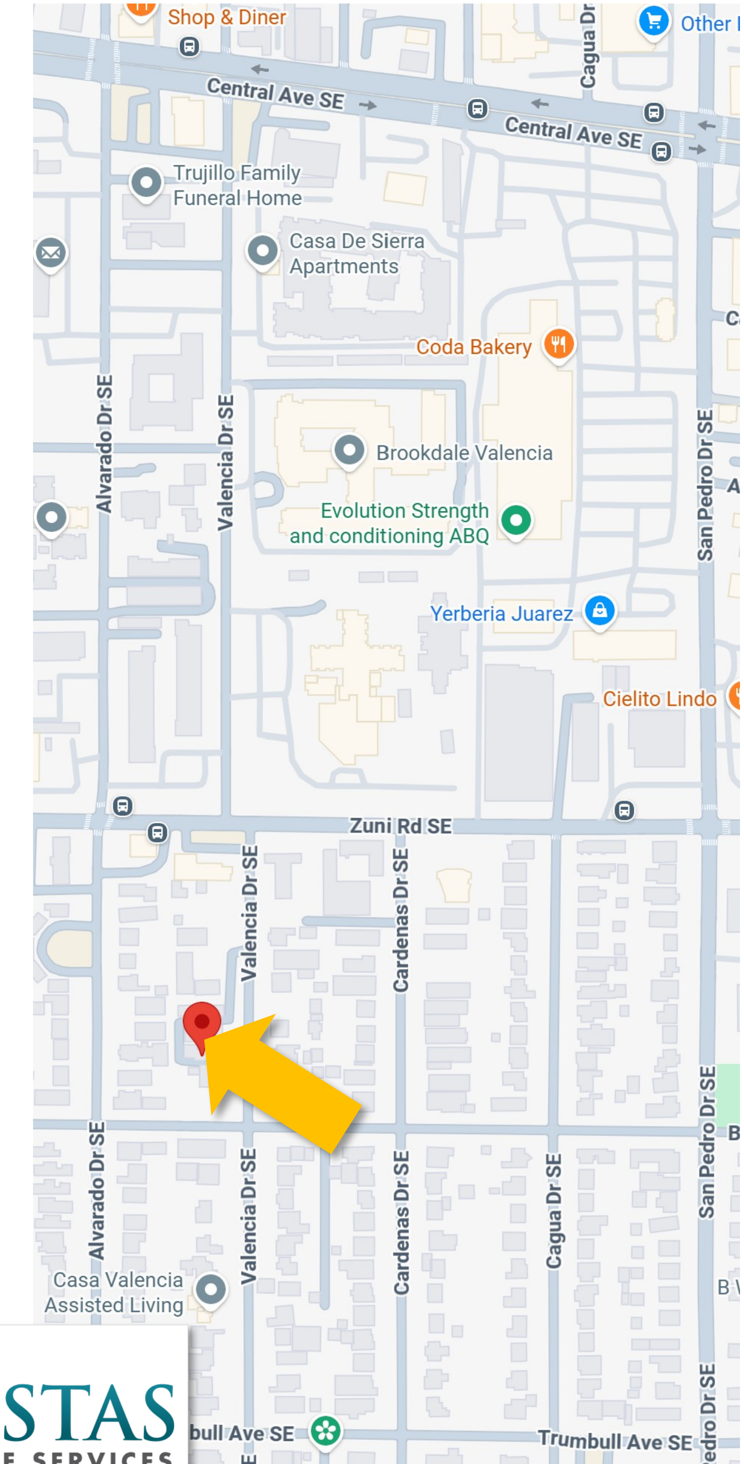
To receive a document confirming buyer's broker compensation and/or buyer's credit from the seller for this listing.

Further Information

Do not walk property, or disturb tenants.

To register for access to confidential documents go to:

www.nmapartment.com/valencia533



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

The owner and property are represented by Todd Clarke CCIM of NM Apartment. If there is any information you need on the market, submarket, or the property,

Todd Clarke CCIM

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