Sunport Apartments

Coming Soon

Sunport Apartments |
1301-1325 Wellesley SE
Albuquerque, NM 87106

84 Units

Size: 27,000 sf

Land: 1.53 acres

Price: $4,500,000

Location: Airport

Register for Confidential Information and tour:	www.nmapartment.com/sunport
Seller Concession to Buyer:	
Register for Tour:	Noon on 10/21/2026
Offer deadline:	Noon on 10/22/2026

MAESTAS
REAL ESTATE SERVICES

50 new construction units for sale—located in booming retail trade area on ABQ westside

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NEW MEXICO APARTMENT ADVISORS

50 new construction units for sale—located in booming retail trade area on ABQ westside

For Sale - Sunport - Airport Area Apartments—1301-1325 Wellesley SE, Albuquerque, NM

NM Apartment Advisors is proud to bring to market another urban, new construction community—welcome to the **Sunport.**

Located in the heart of Albuquerque's Airport Area, Sunport is minutes west of Albuquerque's vibrant downtown, just east of North America's largest Bosque Forest (along the Rio Grande River) and equidistant between Albuquerque's primary retail shopping areas of Uptown & Cottonwood.

Summary of Property Offering

Ask Price: $4,500,000

$/Unit:	$53,71	
$/sf:	166.67	Per sf
Recent Appraisal	$5,490,000	(2023)
Year Built:	1970	
Zoning:	R-ML	
Number of Residential Units	84	36 - studios 48 - 1 bedroom
Number of Commercial Spaces		
Number of buildings:	3	
Total Gross Building Size:	27,000 sf	
Total Land Size:	1.53	acres

Information on the financial operations and affordability requirements wil be release soon!

Amenities:

- Golf Course views (and adjacent)
- On site Laundry
- Fully gated

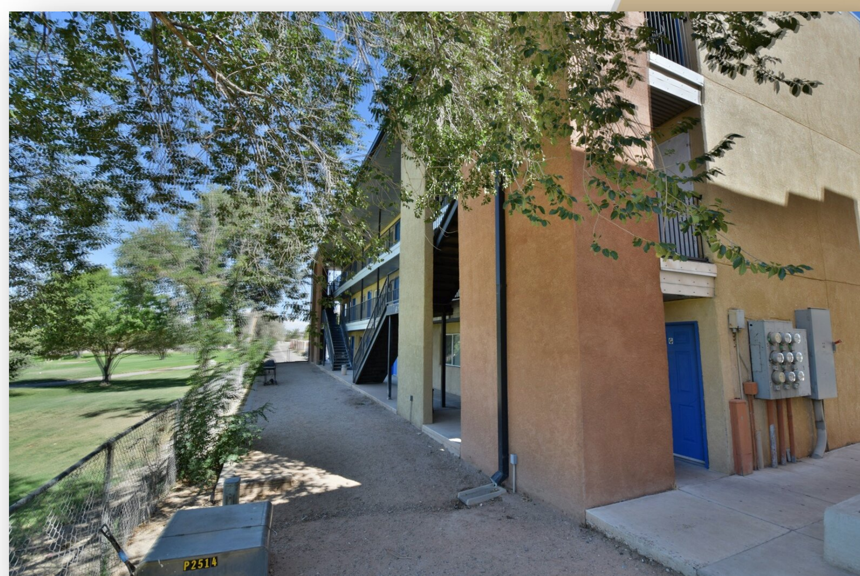
Financial Summary

Average Rent:		
GRM:	14.22	11.93
CAP rate	5.25%	5.70%

Property tours and offering memorandum available to qualified Investors Register for at www.nmapartment.com/sunport

Please do not shop the property or disturb the residents.

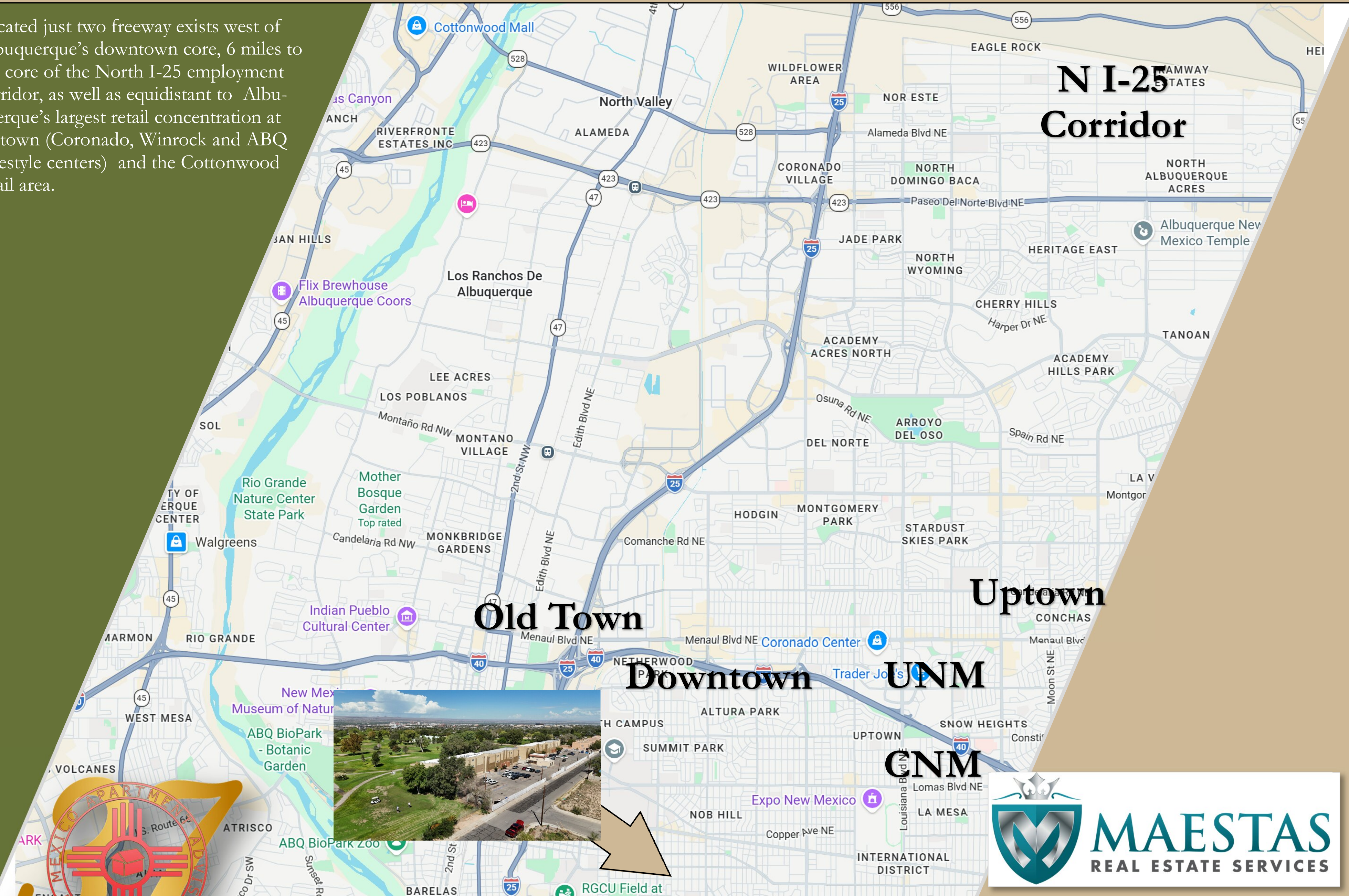
Photos - The Sunport Apartments



Photos - The Sunport Apartments

For Sale - Sunport - a 50 unit new construction, mixed use community located in the heart of Albuquerque's Airport Area

Located just two freeway exists west of Albuquerque's downtown core, 6 miles to the core of the North I-25 employment corridor, as well as equidistant to Albuquerque's largest retail concentration at Uptown (Coronado, Winrock and ABQ Lifestyle centers) and the Cottonwood retail area.



Marketed by Todd Clarke CCIM - 505-440-TODD / Anita Maestas 505-463-3565

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 19,983 units totaling $964.5M in over 1,056 transactions. I also teach investment sales analysis for the CCIM institute (29 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 **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-2687325

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

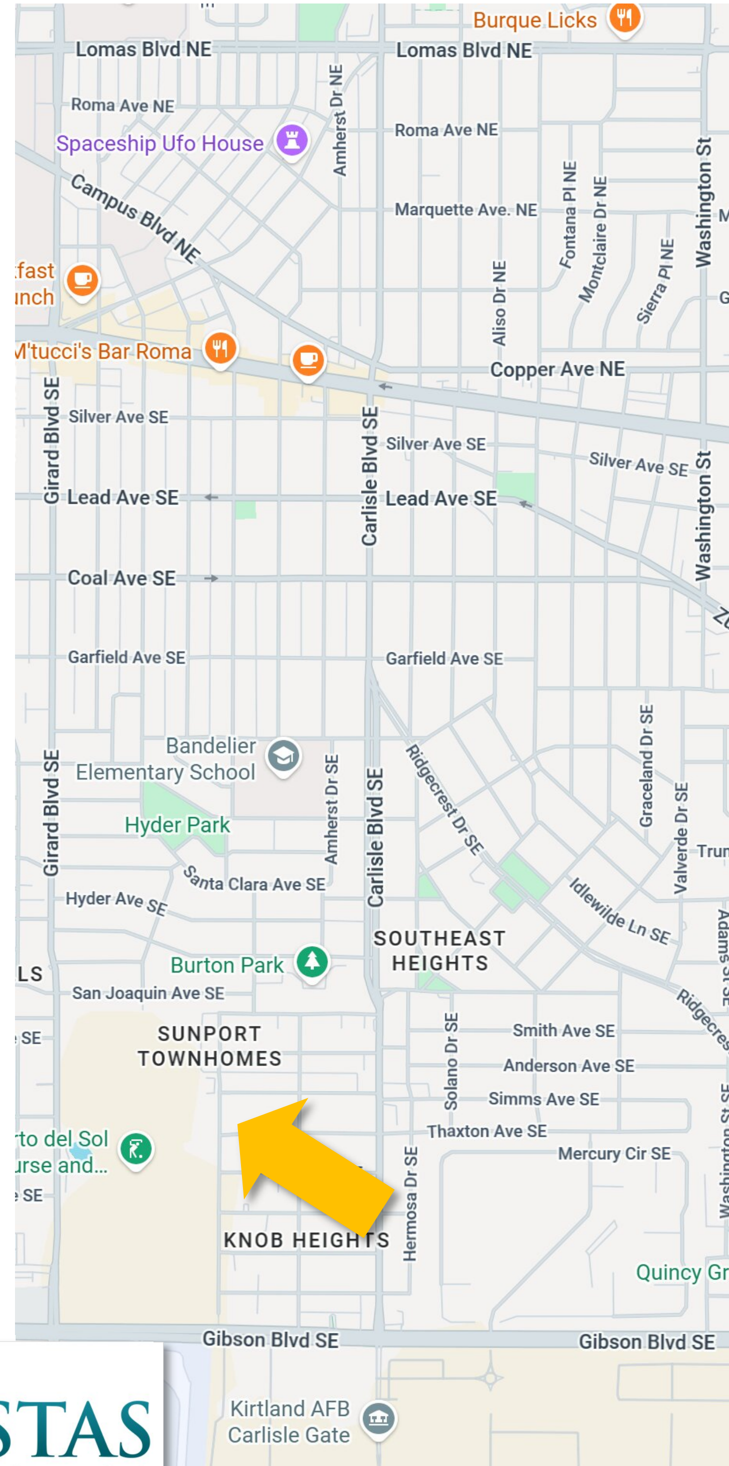
Additional Information

Do not walk property, or disturb tenants.
To register for access to confidential documents and RSVP For the property tour go to:
www.nmapartment.com/sunport

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 Advisors and Anita Maestas of Maestas Real Estate Services. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.



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