

2129 Edna NW
Albuquerque, NM 87104



Tour Date/Time: Noon, March 24th, 2026
Offer Deadline: Noon, March 26th, 2026
Register for Additional Info: www.nmapartment.com/Edna2129
Seller's Concession to Buyer NMAA-2569129

Units: 6
Appx Size: 3,850 sf
Land: 0.4366 acres
Price: \$351,204
GRM: 7.65
Cap Rate: 5.80%
IRR after Tax: 15.0%
Potential \$978,138
Renovated

Old Town Area 6 plex

The Offering

NM Apartment Advisors and Maestas Realty Services are honored to bring to market this cherished, once in a generational opportunity to own a community that is so close to Oldtown, and the **potential to create an intergenerational family compound, extended stay furnished suites, or upscale, secure long term rentals through redevelopment.**

This property is all about an ideal, walkable location at 2129 Edna NW and just steps away from the historic, old town plaza which contains over 100 retail/restaurant establishments. A short bike ride to the incredible Sawmill Market food hall and a half dozen museums, zoo's or bio-parks.

The property features a six two bedroom, one bathroom units with exterior storage. The property has been held in by the same family for many decades and is in need of upgrades and renovations. The listing brokers have identified about a quarter million dollars (see page 6) of work that can be done on this property, which would set the stage for market rents closer to \$1,275 and a potential exit price closer to \$978,138

Do not miss out on this once in a lifetime opportunity to own a value add property in a treasured and historic adjacent location.



The Property

Address: 2129 Edna NW

Number of units: 6

Year of construction: 1930 per county assessors records

Bldg. Size: 3,850 sf +/- per Assessor

Site Size: 0.43668 acres

Avg. Unit Size: 642 sf

UPC#: TBD

Legal: TBD

Start Price: \$351,204

\$/ unit: \$58,534

\$/sf: \$91.22

	Actual/Est (2024)	Proforma (2025)
Avg. Rent:	\$638	\$1,275
GRM:	7.65	3.83
Cap Rate Before reserves:	6.18%	18.65%
Cap Rate After reserves:	5.80%	18.26%
Year 1 NOI:	\$20,370	\$64,134
Before Tax IRR:	11.5%	
After Tax IRR:	8.3%	

Annual Property Operating Data (APOD)

NM Apartment Advisors Financial Overview for:

2129 Edna Ave NW & 315 Rio Grande NW, Albuquerque, NM 87104

Prepared by: Todd Clarke CCIM

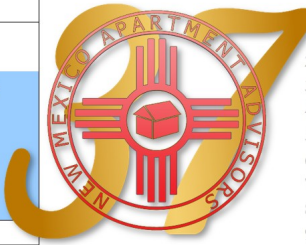
1/18/2026

"AS IS" Condition

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
A	2/1	642	\$ 625	\$ 650	\$ 1,275	\$ 0.97	\$ 625	\$ 650	\$ 1,275	642
B	2/1	642	\$ 600	\$ 650	\$ 1,275	\$ 0.94	\$ 600	\$ 650	\$ 1,275	642
C	2/1 vac	642	\$ 650	\$ 650	\$ 1,275	\$ 1.01	\$ 650	\$ 650	\$ 1,275	642
D	2/1	642	\$ 650	\$ 650	\$ 1,275	\$ 1.01	\$ 650	\$ 650	\$ 1,275	642
E	2/1 vac	642	\$ 650	\$ 650	\$ 1,275	\$ 1.01	\$ 650	\$ 650	\$ 1,275	642
F	2/1 vac	642	\$ 650	\$ 650	\$ 1,275	\$ 1.01	\$ 650	\$ 650	\$ 1,275	642
6	total units / Avg. Unit Size	642	\$ 638	\$ 650	\$ 1,275		\$ 3,825	\$ 3,900	\$ 7,650	3,850
	Avg Actual Rent \$/sf=		\$ 0.99	\$ 1.01	\$ 1.99		\$ 45,900	\$ 46,800	\$ 91,800	3,850 Per Measurement

Benchmarks

Offering Price	\$351,204		
\$/unit	\$58,534		
\$/sf	\$91.22	Actual	Proforma
GRM	7.65	3.83	
CAP Before Reserves	6.18%	18.65%	
CAP After Reserves	5.80%	18.26%	
Cash on Cash	3.10%	52.94%	
DCR=	1.15	1.38	
Walk Score: 86; Transit Score: 41; Bike Score: 74			



Income

A.	Total Potential Market Income	\$ 91,800	
B.	Less: loss to market lease	\$ 45,000	49%
C.	Total Potential Income (Street)	\$ 46,800	
D.	Less: Loss to lease	\$ 900	2%
E.	Total Income	\$ 45,900	
F.	Less: vacancy	\$ 2,295	5.0% Market average
G.	Effective Rental Income	\$ 43,605	
H.	Plus: Other Income	\$ -	
I.	Gross Operating Income	\$ 43,605	

Expenses (Annual)	Based on: Owners actuals w/50% Occ.			Proforma 2026	Based on: Forthcoming yr.		
	\$/unit	%			\$/unit	%	Income: Line C - F + H
Real Estate Taxes	\$5,783	\$964	13%	\$6,010	\$1,002	7%	79% Sales Price
Personal Property Taxes							Potential Assessment #####
Property Insurance	\$3,540	\$590	8%	\$3,646	\$608	4%	Potential 2025 + 3%
Property Management:							
Off Site Management	\$3,754	\$626	9%	\$7,509	\$1,251	8%	Mgmt @ 8% +NMGRT, 5%vac
Payroll-Onsite Personnel							
Repairs and Maintenance	\$3,488	\$581	8%	\$3,593	\$599	4%	Potential 2025 = T12 +3%
Utilities:	\$4,380	\$730	10%				
Water, Sewer, & Garbage							
Gas							
Electric							
Landlord Standby							
Accounting and Legal	\$75	\$13	0%	\$78	\$13	0%	Potential 202 = T12 +3%
Advertising/Licenses/ Commissions	\$240	\$40	1%	\$247	\$41	0%	Potential 202 = T12 +3%
Pest Control	\$124	\$21	0%	\$127	\$21	0%	Potential 202 = T12 +3%
Unit Turnover							
Landscaping	\$500	\$83	1%	\$515	\$86	1%	Potential 202 = T12 +3%
Carpet Cleaning							
Internet							
Reserve for replacement	\$1,350	\$225	3%	\$1,350	\$225	1%	repairs+unit turn+reserve=8to10% new lender will require
Total Operating Expenses	\$23,235	\$3,873	53%	\$23,076	\$3,846	25%	
Net Operating Income	\$20,370	\$3,395		\$64,134			Potential Market less 5% vacancy + other income
Less: Annual Debt Service	\$17,651	\$ 263,403	75%	\$17,651	\$ 263,403	75%	Loan
Cash Flow Before Taxes	\$2,719			\$46,484			Pmt Term Interest \$1,471 30 5.35%

Quote: Ventana Fund

Internal Rate of Return (IRR)

Internal Rate of Return Analysis

		Year						Calculated for 1st year of next owners, ownership
		1	2	3	4	5	6	
Total Potential Market Income	3.5% Increases	\$91,800	\$95,013	\$98,338	\$101,780	\$105,343	\$109,030	
2 Less: loss to market lease	49.0%	\$45,000	\$46,575	\$48,205	\$49,892	\$51,639	\$53,446	
3 Total Potential Income (Max Rent)		\$46,800	\$48,438	\$50,133	\$51,888	\$53,704	\$55,584	
4 Less: Loss to lease	1.9%	\$900	\$932	\$964	\$998	\$1,033	\$1,069	
5 Total Income		\$45,900	\$47,507	\$49,169	\$50,890	\$52,671	\$54,515	
6 Less: vacancy	5.0%	\$2,295	\$2,375	\$2,458	\$2,545	\$2,634	\$2,726	
7 Effective Rental Income		\$43,605	\$45,131	\$46,711	\$48,346	\$50,038	\$51,789	
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0	
9 Gross Operating Income		\$43,605	\$45,131	\$46,711	\$48,346	\$50,038	\$51,789	
Total Operating Expenses	2.0% Increases	\$23,235	\$23,700	\$24,174	\$24,657	\$25,151	\$25,654	
Net Operating Income		\$20,370	\$21,431	\$22,537	\$23,688	\$24,887	\$26,136	
Mortgage Balance		\$259,756	\$255,909	\$251,851	\$247,570	\$243,055		
ADS		\$17,651	\$17,651	\$17,651	\$17,651	\$17,651		
- Principal Reduction		\$3,647	\$3,847	\$4,058	\$4,280	\$4,515		
= Mortgage interest		\$14,003	\$13,804	\$13,593	\$13,370	\$13,135		
- cost recovery (annual)	27.5 yrs @ 80%	\$9,792	\$10,217	\$10,217	\$10,217	\$9,792	includes mid mon	
= Taxable Income		-\$3,425	-\$2,589	-\$1,273	\$101	\$1,960		
Tax on income at ordinary income rate of	1. 5%	\$0	\$0	\$0	\$35	\$686		
NOI	2.	\$20,370	\$21,431	\$22,537	\$23,688	\$24,887		
- Annual Debt Service		\$17,651	\$17,651	\$17,651	\$17,651	\$17,651		
= Cash Flow Before Tax		\$2,719	\$3,781	\$4,886	\$6,038	\$7,237		
- Less Ordinary Income Tax		\$0	\$0	\$0	\$35	\$686		
= Cash Flow After Tax		\$2,719	\$3,781	\$4,886	\$6,002	\$6,551		

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$351,204
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$50,234
4 =Adjusted Basis at Sale	\$300,970

Calculation of Capital Gain

Disposition CAP Rate	5.8%
5 Sale Price	\$450,613
6 -Costs of Sale	\$36,049
7 -Adjusted Basis at Sale	\$300,970
8 =Gain or (Loss)	\$113,594
9 -Straight Line Cost Recovery (limited to gain)	\$50,234
# =Capital Gain from Appreciation	\$63,360

Calculation of Sales Proceeds after tax

# Sale Price	\$450,613
# -Cost of Sale	\$36,049
# -Mortgage Balance(s)	\$243,055
# =Sale Proceeds Before Tax	\$171,509
# -Tax: Straight Line Recapture at	25.0% \$12,558
# -Tax on Capital Gains at	20.0% \$12,672
# =SALE PROCEEDS AFTER TAX:	\$146,278

IRR Before tax =	18.4%
n	\$
0	\$(87,801)
1	\$2,719
2	\$3,781
3	\$4,886
4	\$6,038
5	\$7,237 + \$171,509

IRR After tax =	15.0%
n	\$
0	\$(87,801)
1	\$2,719
2	\$3,781
3	\$4,886
4	\$6,002
5	\$6,551 + \$146,278

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%.

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2.

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3.

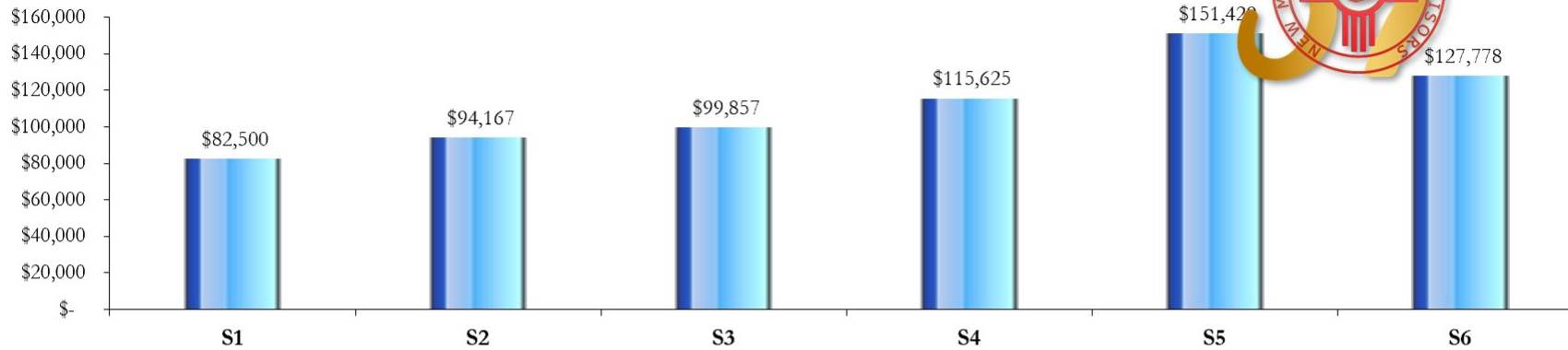
Comparable Sales

Comparable Sales Analysis for:

2129 Edna Ave NW & 315 Rio Grande NW, Albuquerque, NM 87104

Compiled by Todd Clarke CCIM

\$/unit



#	Name	Location	City	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S1		121 Terrace SE	Albuquerque	6	1955	\$ 545,000	\$ 495,000	1/2/26	\$ 82,500	\$ 143	\$800	8.59	7.2%
S2		426 Towner NW	Albuquerque	6	1946	\$ 565,000	\$ 565,000	AVAIL	\$ 94,167	\$ 177	\$794	9.88	6.2%
S3		502 Headingley NW	Albuquerque	7	1951	\$ 750,000	\$ 699,000	AVAIL	\$ 99,857	\$ 147	\$850	9.79	6.3%
S4		1003-1021 6th NW	Albuquerque	8	1946	\$ 1,040,000	\$ 925,000	12/15/25	\$ 115,625	\$ 156	\$863	11.17	5.5%
S5		1003-5 Carlisle SE	Albuquerque	7	1947	\$ 1,060,000	\$ 1,060,000	AVAIL	\$ 151,429	\$ 221	\$1,115	11.32	5.5%
S6		413-415 Girard SE	Albuquerque	9	1960	\$ 1,200,000	\$ 1,150,000	5/14/25	\$ 127,778	\$ 193	\$811	13.13	4.7%

Average SOLD						\$ 860,000	\$ 815,667		\$ 111,893	\$173	\$872	10.65	5.9%
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*imputed @ 5% vac, 35% exp

Subject Property	2129 Edna Ave NW & 315 Rio Grande NW, All	6				\$ 351,204			\$ 58,534	\$91	\$638	7.65	5.8%
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Average of Comparable SOLD applied to subject property

Average Rent for Sales =

		\$872	
\$/unit	\$ 111,893		\$ 671,355
\$/sf	\$ 172.82		\$ 665,358
CAP (Actual)	5.9%		\$ 344,963
GRM (Actual)	10.65		\$ 464,260

Average = \$ 536,484 if in rent-ready condition and 95% occupied



Location Map

Walk Score
86

Very Walkable

Most errands can be accomplished on foot.

Transit Score
41

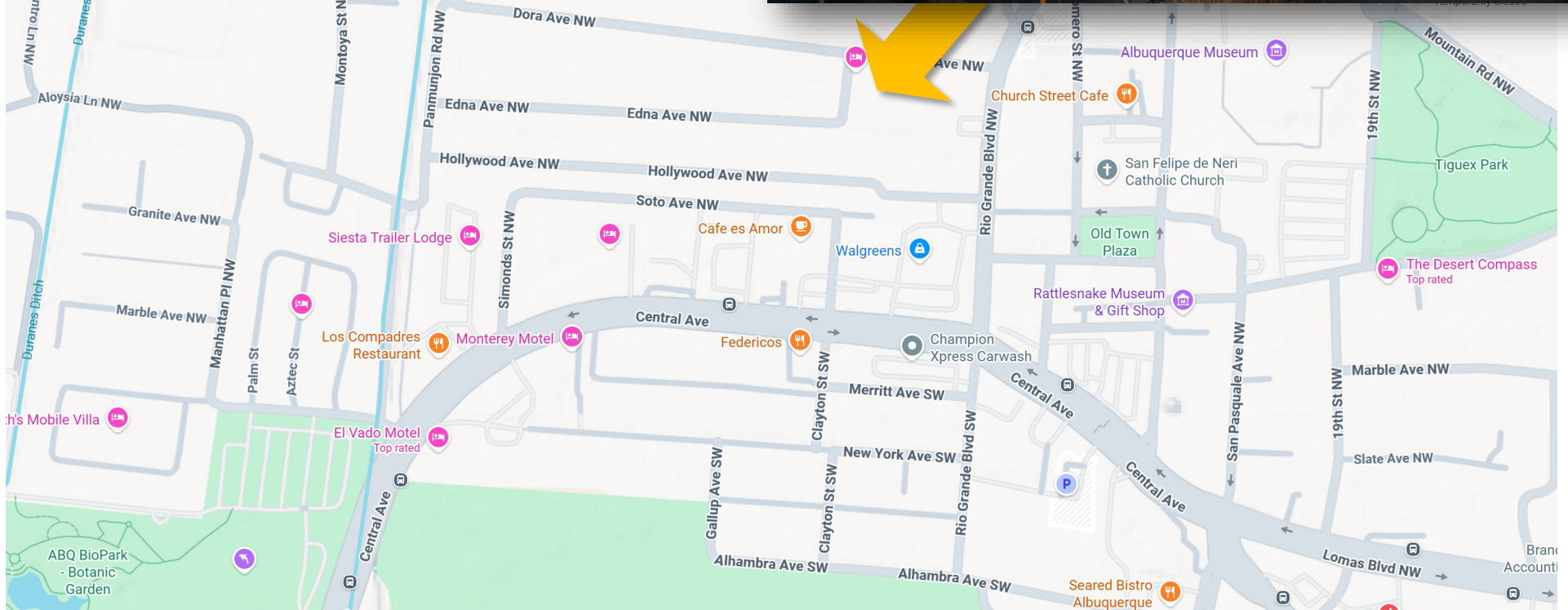
Some Transit

A few nearby public transportation options.

Bike Score
74

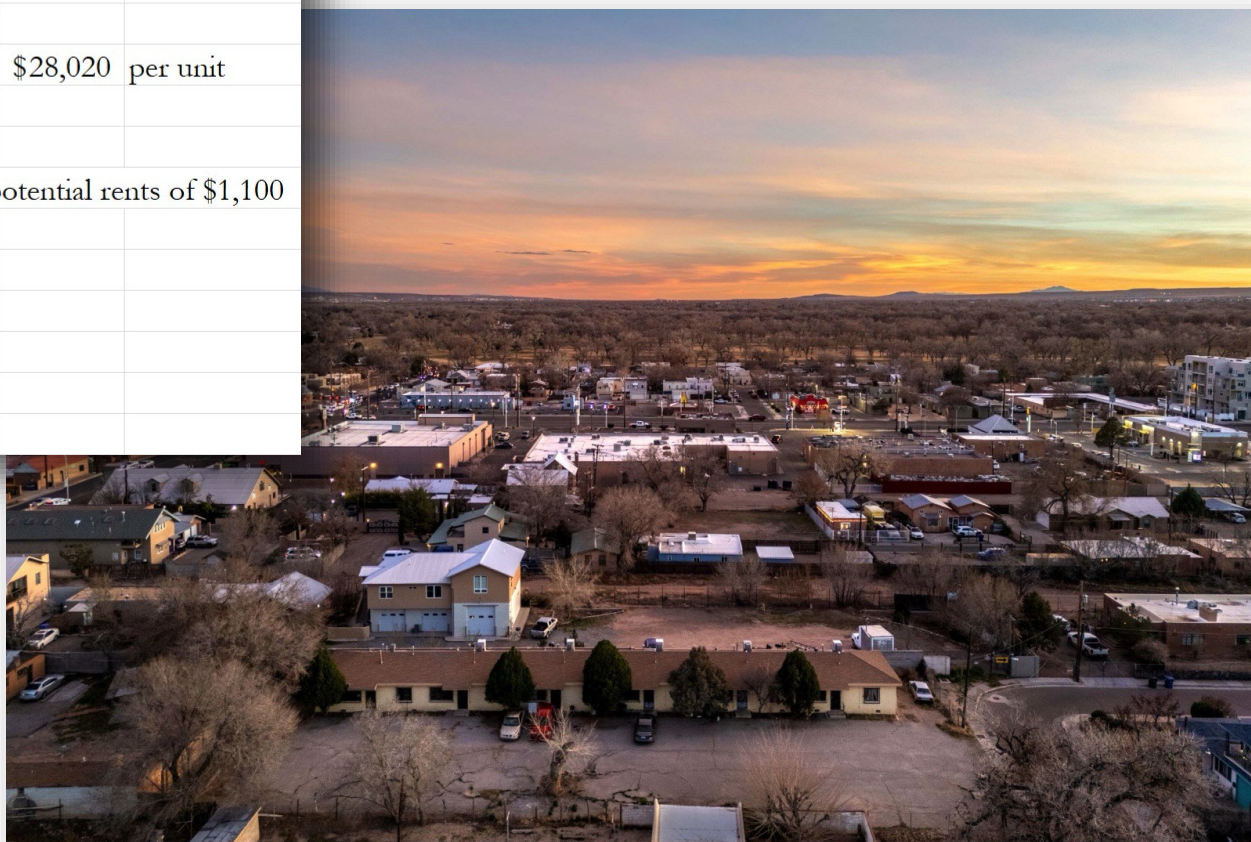
Very Bikeable

Biking is convenient for most trips.



Potential Cap-X and runway to renovated price

Estimate				
New roof	\$ 25,000			
Gravel parking lot	\$ 15,000			
New cement walkways/steps	\$ 10,000			
New windows	\$ 14,400			
Upgrade kitchens	\$ 12,000	includes new appliances		
Upgrade bathrooms	\$ 8,000			
New HVAC units	\$ 24,000			
New flooring	\$ 9,000			
Painting	\$ 12,000			
Light fixtures/electrical	\$ 7,200			
Misc Plumbing	\$ 3,500			
Est. Sub Total	\$ 140,100			
Contingency	\$ 14,010	10%		
Contractor Profit/Overhead	\$ 14,010	10%		
Estimated total renovations	\$ 168,120	or	\$28,020	per unit
Estimated final renovated value	\$ 806,039	based on potential rents of \$1,100		
Less Renovations	\$ 168,120			
Less Comm/Closing costs @ 8%	\$ 64,483			
	\$ 573,436			
Ponteial acquisition cost	\$ 351,204			
Estimated net profit	\$ 222,232			



Photos



Photos - Unit B (2024)



Photos - Unit B (2024)



Photos - Unit in need of renovation (2026)



Drone Photos



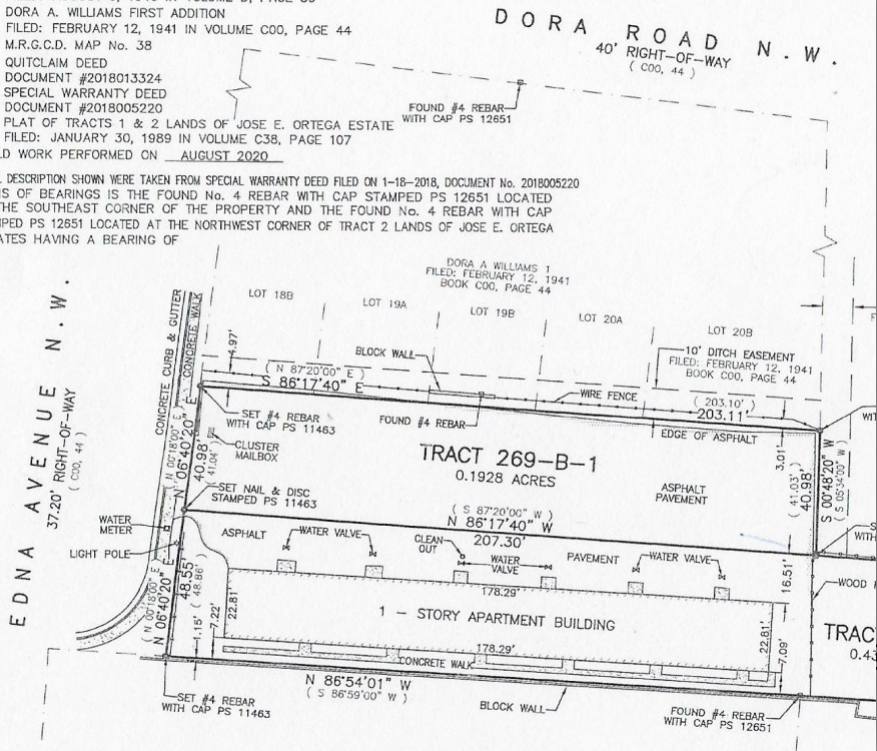
Oldtown Plaza

GIS Information ABQ - 2129 Edna NW

- 3: PLATS USED TO ESTABLISH BOUNDARY.
- A: MONTOYA ADDITION
FILED: AUGUST 9, 1946 IN VOLUME D, PAGE 39
 - B: DORA A. WILLIAMS FIRST ADDITION
FILED: FEBRUARY 12, 1941 IN VOLUME C00, PAGE 44
 - C: M.R.G.C.D. MAP No. 38
 - D: QUITCLAIM DEED
DOCUMENT #2018013324
 - E: SPECIAL WARRANTY DEED
DOCUMENT #2018005220
 - G: PLAT OF TRACTS 1 & 2 LANDS OF JOSE E. ORTEGA ESTATE
FILED: JANUARY 30, 1989 IN VOLUME C38, PAGE 107
- 4: FIELD WORK PERFORMED ON AUGUST 2020
- 5: LEGAL DESCRIPTION SHOWN WERE TAKEN FROM SPECIAL WARRANTY DEED FILED ON 1-18-2018, DOCUMENT No. 2018005220 BASIS OF BEARINGS IS THE FOUND No. 4 REBAR WITH CAP STAMPED PS 12651 LOCATED AT THE SOUTHEAST CORNER OF THE PROPERTY AND THE FOUND No. 4 REBAR WITH CAP STAMPED PS 12651 LOCATED AT THE NORTHWEST CORNER OF TRACT 2 LANDS OF JOSE E. ORTEGA ESTATES HAVING A BEARING OF

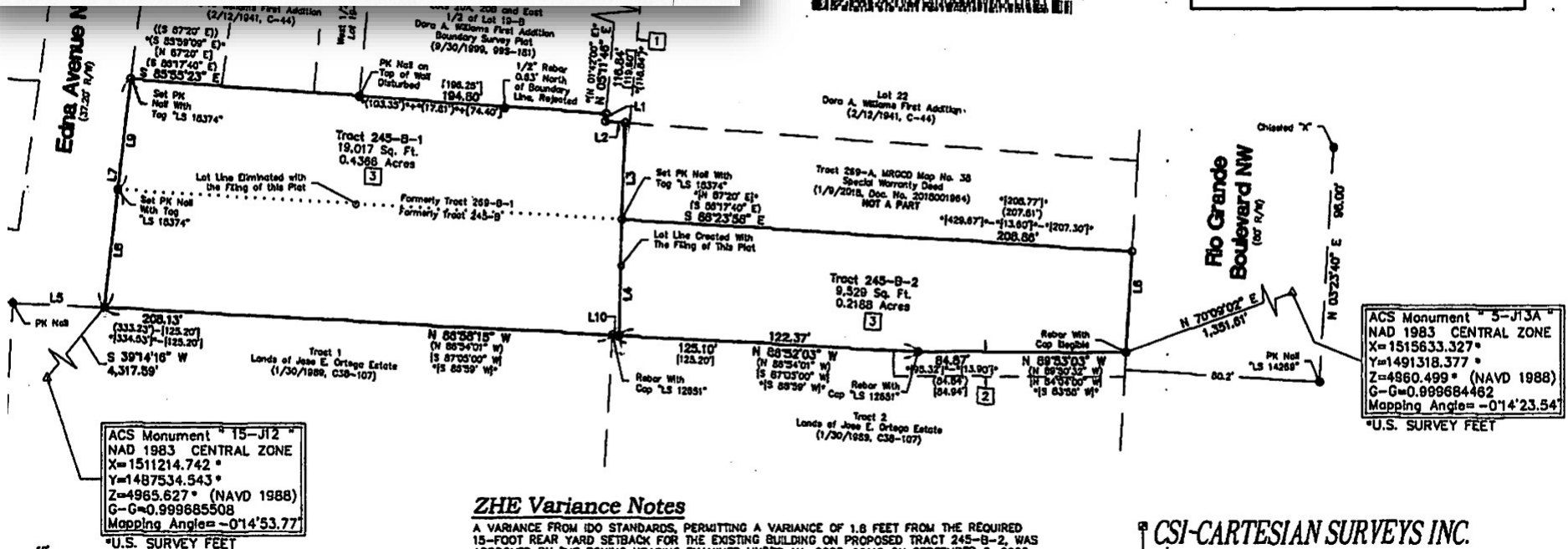
TRACT ABOVE DESCRIBED, THENCE S. 3 DEG. 14' E., 4 DEG 56' W., 41.79'; THENCE N. 87 DEG 20' E., 13.60', 315 RIO GRANDE BLVD NW, ALBUQUERQUE, NEW MEXICO

This property was subdivided in January of 2026 and has not been assigned a Uniform Parcel Code (UPC#).



DOC# 2822104315
12/28/2025 5:07 PM Page 2 of 2
DORA A. WILLIAMS FIRST ADDITION
FILED: FEBRUARY 12, 1941 IN VOLUME C00, PAGE 44

(N 80°00'00" E)	DEED (1/18/2018, DOC. NO. 2018005220)
●	RECORD BEARINGS AND DISTANCES PER DEED (8/9/1946, D-38)
○	FOUND MONUMENT AS INDICATED
	SET 1/2" REBAR WITH CAP "LS 15374" UNLESS OTHERWISE NOTED



ZHE Variance Notes

A VARIANCE FROM IDO STANDARDS, PERMITTING A VARIANCE OF 1.8 FEET FROM THE REQUIRED 15-FOOT REAR YARD SETBACK FOR THE EXISTING BUILDING ON PROPOSED TRACT 245-B-2, WAS APPROVED BY THE ZONING HEARING EXAMINER UNDER VA-2025-00119 ON SEPTEMBER 3, 2025.

CSI-CARTESIAN SURVEYS INC.
P.O. BOX 4444, RIO RANCHO, N.M. 87124

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 37 years. In that time, I have listed/sold over 19,408 units totaling \$913.8M in over 1,003 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 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-256129** To receive a document confirming buyer's broker compensation and/or buyer's credit from the seller for this listing.

Albuquerque's Economic Engines

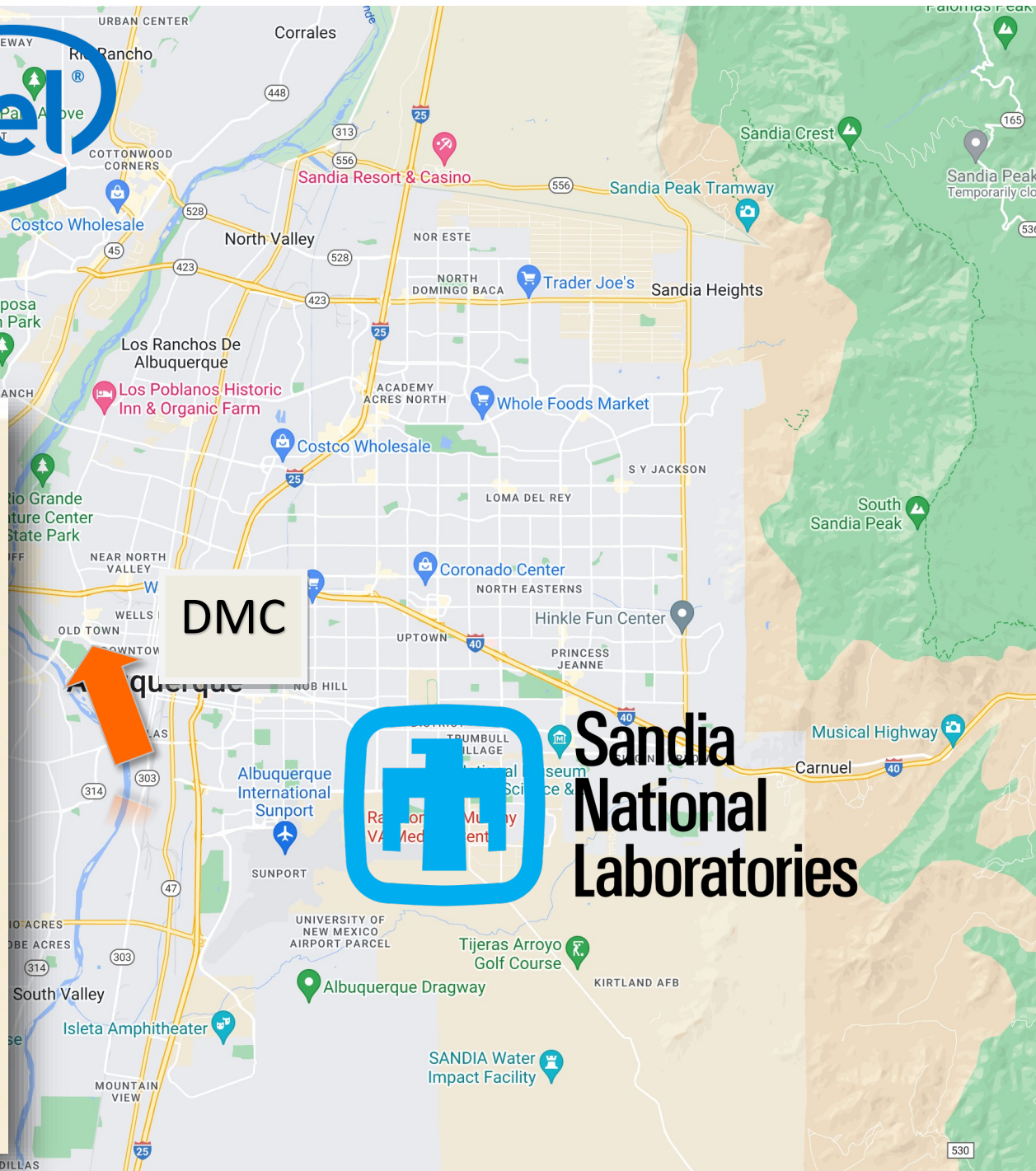
Albuquerque offers a diversity of economic engines, including: Amazon, Intel, Facebook/Meta, Netflix Studios, Sandia National Laboratories, the downtown medical cluster (3 hospitals), Netflix studios, and our state's 2 largest universities, CNM and UNM.



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



Sandia National Laboratories

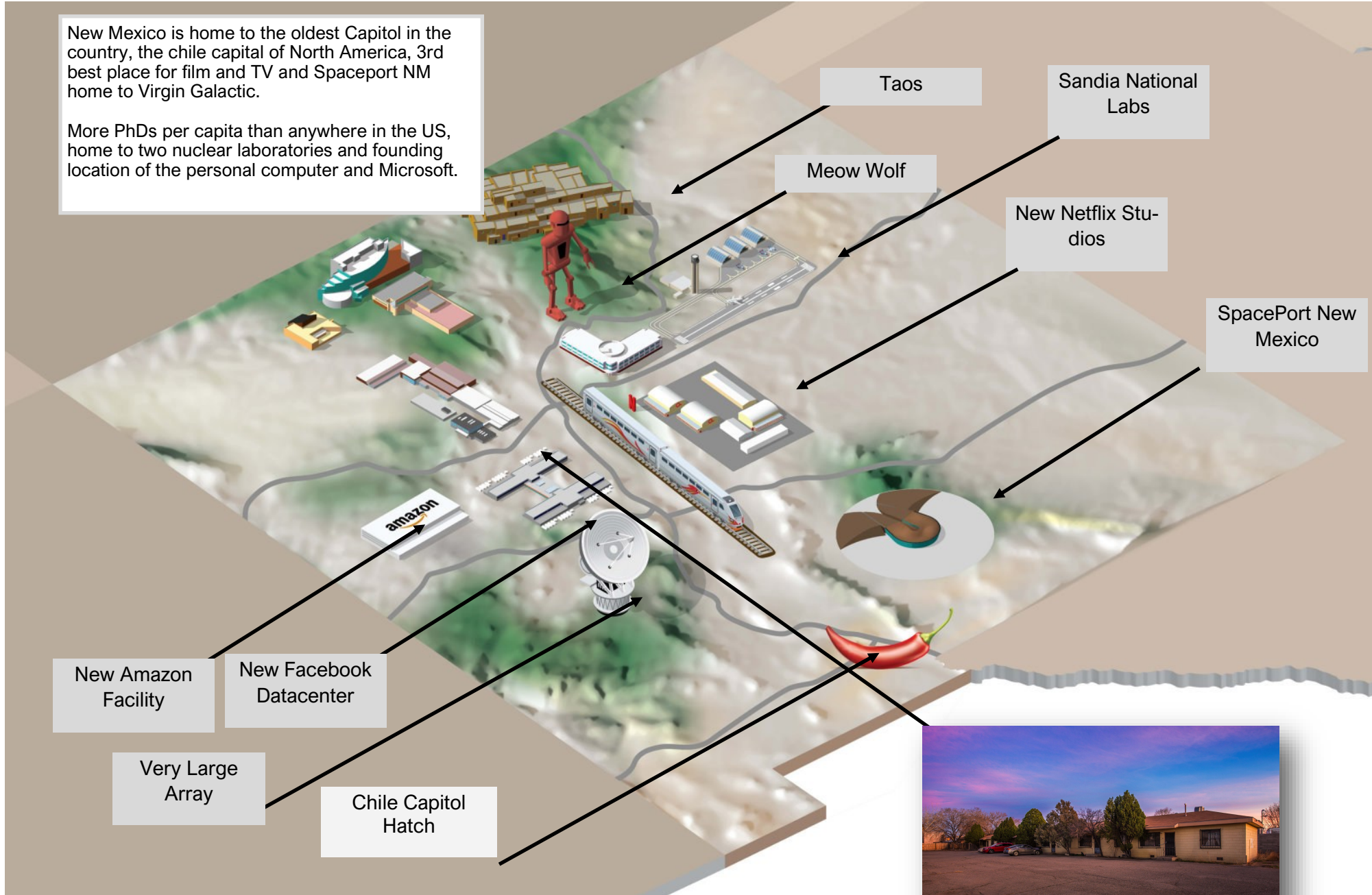
DMC



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/edna2129

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 who have many decades of experience. If there is any information you need on the market, submarket, or the property, please do not hesitate to ask.



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