

512 Mesilla St SE
Albuquerque, NM 87108



Register for More Information: www.nmapartment.com/mesilla

Seller Concession to Buyer: NMAA-24775122

International District 4-plex

Units: 4

Size: 3,000 sf

Land: 0.155 ac

Price: \$433,651

GRM: 9.97

Cap Rate: 6.71%

IRR after Tax: 14.9%

The Offering

On behalf of the owners, NM Apartment Advisors is excited to bring to market this opportunity to purchase this 4-plex with two bedroom, one bathroom units.

The prior owner remodeled the property some updates including new windows, synthetic stucco, hard surface flooring, new lighting, new vanities, washer/dryers new

evaporative coolers updated electrical, wrought iron security fence, new toilets as well as replacing some of the hot water heaters and furnaces.

This 4-plex is located in an area of that has had major announcements of new employment. Couple that with the impact of the citywide expansion of Netflix, Facebook, Intel and Amazon and this property is well positioned to enjoy the forthcoming wave of appreciation and rent growth.



The Property

Address: 512 Mesilla SE

Number of units: 4

Year of construction: 1960 per county assessors records

Bldg. Size: 3,000 +/-

Site Size: 0.155 acres

Avg. Unit Size: 750 sf

UPC#s: 101905610544221316

Legal: Lot 4, Block 13, Emil Mann

Ask Price: \$443,651

\$/ unit: \$108,413

\$/sf: \$144.55

	Actual/Est (2024)	Proforma (2025)
Avg. Rent:	\$906	\$1,075
GRM:	9.97	8.40
Cap Rate Before reserves:	6.71%	8.10%
Cap Rate After reserves:	6.50%	7.89%
Year 1 NOI:	\$28,187	\$34,216
Before Tax IRR:	18.2%	
After Tax IRR:	14.8%	

Annual Property Operating Data 512 Mesilla (APOD)

NM Apartment Advisors Financial Overview for:										512 Mesilla St SE, Albuquerque, NM 87108					
Prepared by: Todd Clarke CCIM				12/4/2024				"AS IS" Condition							
Unit/Rent Summary				E				C		A					
Approx Size								Actual				Total Market			
#	Type	Style	Size	Actual Rent	Street Rate	Market Rent	Rent \$/sf	Total Actual	Total Max Rent for this type	Total Market Potential	Total sf				
A	2/1	3/31/2023	750	\$ 925	\$ 950	\$ 1,075	\$ 1.23	\$ 925	\$ 950	\$ 1,075	750				
B	2/1	mo/mo	750	\$ 950	\$ 950	\$ 1,075	\$ 1.27	\$ 950	\$ 950	\$ 1,075	750				
C	2/1	mo/mo	750	\$ 900	\$ 950	\$ 1,075	\$ 1.20	\$ 900	\$ 950	\$ 1,075	750				
D	2/1	mo/mo	750	\$ 850	\$ 950	\$ 1,075	\$ 1.13	\$ 850	\$ 950	\$ 1,075	750				
4	total units / Avg. Unit Size=		750	\$ 906	\$ 950	\$ 1,075		\$ 3,625	\$ 3,800	\$ 4,300	3,000				
	Avg Actual Rent \$/sf=		\$ 1.21	\$ 1.27	\$ 1.43		\$ 43,500	\$ 45,600	\$ 51,600	2,700 Per Assessor					
Benchmarks				Actual		Proforma		Income							
Offering Price		\$433,651						A.	Total Potential Market Income		\$ 51,600				
\$/unit		\$108,413						B.	Less: loss to market lease		\$ 6,000		12%		
\$/sf		\$144.55						C.	Total Potential Income (Street)		\$ 45,600				
GRM		9.97		8.40				D.	Less: Loss to lease		\$ 2,100		5%		
CAP Before Reserves		6.71%		8.10%				E.	Total Income		\$ 43,500				
CAP After Reserves		6.50%		7.89%				F.	Less: vacancy 5.0%		\$ 2,175		5% Market average		
Cash on Cash		3.83%		9.40%				G.	Effective Rental Income		\$ 41,325				
DCR=		1.17		1.42				H.	Plus: Other Income		\$ -				
Walk Score: 62, Transit Score: 43, Bike Score: 62								I.	Gross Operating Income		\$ 41,325				
Expenses (Annual)				Estimated/Actual		Based on:		Estimates/Actuals		Proforma 2022		Based on:		Forthcoming yr.	
				\$/unit		%				\$/unit		%		Income: Line C - F + H	
Real Estate Taxes				\$3,772		9%		2024 Actual		\$5,184		10%		85% of Sales Price x mil rate	
Personal Property Taxes								assessed at \$268,212							
Property Insurance				\$2,100		5%		Actual		\$2,163		4%		Potential 2023 = 2023 + 3%	
Property Management:															
Off Site Management															
Payroll-Onsite Personnel															
Repairs and Maintenance				\$2,200		5%		2023 Actual		\$2,266		4%		Potential 2023 = 2023 + 3%	
Utilities:															
Water, Sewer, & Garbage				\$3,108		8%		2023 Actual		\$3,201		6%		Potential 2023 = 2023 + 3%	
Gas				\$376		1%		2023 Actual		\$387		1%		Potential 2023 = 2023 + 3%	
Electric				\$362		1%		2023 Actual		\$373		1%		Potential 2023 = 2023 + 3%	
Internet															
Pest Control				\$320		1%		Est.		\$330		1%		Potential 2023 = 2023 + 3%	
Carpet Cleaning															
Internet								repairs+unit turn+reserve=8to10%							
Reserve for replacement				\$900		2%		new lender will require		\$900		2%		new lender will require	
Total Operating Expenses				\$13,138		32%				\$14,804		29%			
Net Operating Income				\$28,187		Loan		LTV		ADS		Potential Market less		5% vacancy + other income	
Less: Annual Debt Service				\$24,031		\$ 325,238		\$2,003		\$24,031		\$ 325,238		\$2,003	
Cash Flow Before Taxes				\$4,157		75%		Term 30		\$10,186		75%		Term 30	
								Interest Rate 6.25%						Interest 6.25%	

Internal Rate of Return - 512 Mesilla SE

Internal Rate of Return Analysis

		Year					
		1	2	3	4	5	6
Total Potential Market Income	4.0% Increases	\$45,600	\$47,424	\$49,321	\$51,294	\$53,346	\$55,479
2 Less: loss to market lease	10.5%	\$4,800	\$4,992	\$5,192	\$5,399	\$5,615	\$5,840
3 Total Potential Income (Max Rent)		\$40,800	\$42,432	\$44,129	\$45,894	\$47,730	\$49,639
4 Less: Loss to lease	-6.6%	-\$2,700	-\$2,808	-\$2,920	-\$3,037	-\$3,159	-\$3,285
5 Total Income		\$43,500	\$45,240	\$47,050	\$48,932	\$50,889	\$52,924
6 Less: vacancy	5.0%	\$2,175	\$2,262	\$2,352	\$2,447	\$2,544	\$2,646
7 Effective Rental Income		\$41,325	\$42,978	\$44,697	\$46,485	\$48,344	\$50,278
8 Plus: Other Income	2.0% Increases	\$0	\$0	\$0	\$0	\$0	\$0
9 Gross Operating Income		\$41,325	\$42,978	\$44,697	\$46,485	\$48,344	\$50,278
Total Operating Expenses	2.0% Increases	\$13,138	\$13,400	\$13,668	\$13,942	\$14,221	\$14,505
Net Operating Income		\$28,187	\$29,578	\$31,029	\$32,543	\$34,124	\$35,773
Mortgage Balance		\$321,427	\$317,371	\$313,054	\$308,459	\$303,568	
ADS		\$24,031	\$24,031	\$24,031	\$24,031	\$24,031	
- Principal Reduction		\$3,811	\$4,056	\$4,317	\$4,595	\$4,890	
= Mortgage interest		\$20,219	\$19,974	\$19,713	\$19,436	\$19,140	
- cost recovery (annual)	27.5 yrs @ 1.80%	\$12,090	\$12,615	\$12,615	\$12,615	\$12,090	
= Taxable Income		-\$4,122	-\$3,012	-\$1,300	\$492	\$2,893	
Tax on income at ordinary income rate of	2.5%	\$0	\$0	\$0	\$172	\$1,013	
NOI		\$28,187	\$29,578	\$31,029	\$32,543	\$34,124	
- Annual Debt Service		\$24,031	\$24,031	\$24,031	\$24,031	\$24,031	
= Cash Flow Before Tax		\$4,157	\$5,547	\$6,998	\$8,513	\$10,093	
- Less Ordinary Income Tax		\$0	\$0	\$0	\$172	\$1,013	
= Cash Flow After Tax		\$4,157	\$5,547	\$6,998	\$8,340	\$9,080	

Calculated
for 1st year
of next
owners,
ownership

Sales Worksheet

Calculation of Adjusted Basis

1 Basis at Acquisition	\$433,651
2 + Capital Additions	
3 -Cost Recovery (Depreciation) Taken	\$62,026
4 =Adjusted Basis at Sale	\$371,625

Calculation of Capital Gain

Disposition CAP Rate	6.5%
5 Sale Price	\$550,356
6 -Costs of Sale	\$44,028
7 -Adjusted Basis at Sale	\$371,625
8 =Gain or (Loss)	\$134,702
9 -Straight Line Cost Recovery (limited to gain)	\$62,026
# =Capital Gain from Appreciation	\$72,676

Calculation of Sales Proceeds after tax

# Sale Price	\$550,356
# -Cost of Sale	\$44,028
# -Mortgage Balance(s)	\$303,568
# =Sale Proceeds Before Tax	\$202,759
# -Tax: Straight Line Recapture at 25.0%	\$50,689
# -Tax on Capital Gains at 20.0%	\$28,965
# =SALE PROCEEDS AFTER TAX:	\$123,095

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 19%.

IRR Before tax =	18.2%
n	\$
0	\$ (108,413)
1	\$4,157
2	\$5,547
3	\$6,998
4	\$8,513
5	\$10,093 + \$202,759

IRR After tax =	14.8%
n	\$
0	\$ (108,413)
1	\$4,157
2	\$5,547
3	\$6,998
4	\$8,340
5	\$9,080 + \$172,717

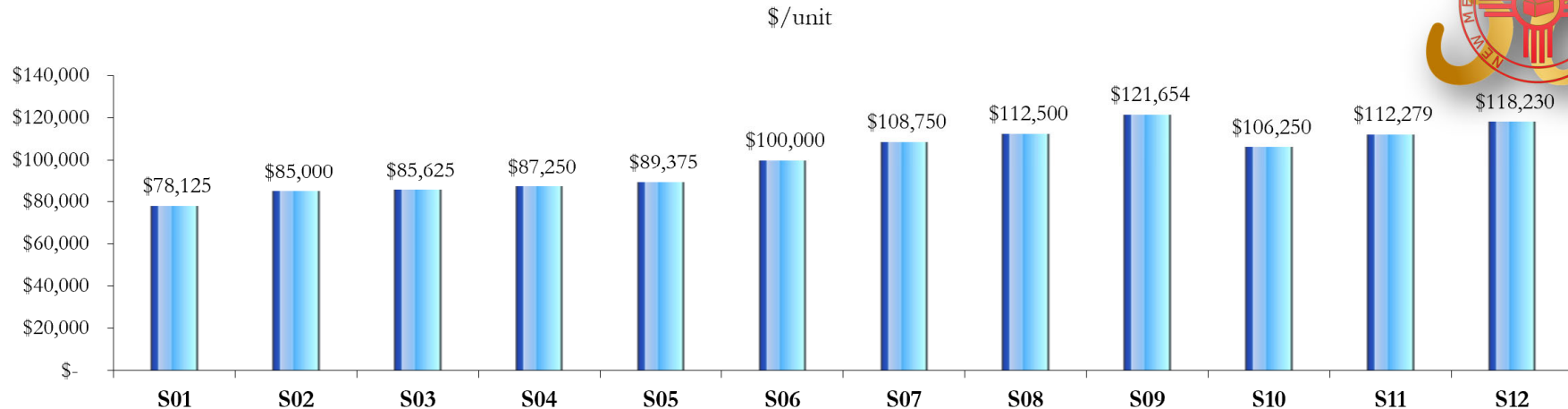
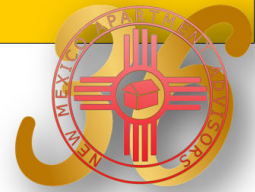
Investor's Effective Tax Rate = 19%

Comparable Sales 512 Mesilla SE

Comparable Sales Analysis for:

512 Mesilla St SE, Albuquerque, NM 87108

Compiled by Todd Clarke CCIM



#	Add #	Location	QD	Units	Age	List Price	Sales Price	Sales Date	\$/unit	\$/sf	Avg. Rent	GRM	CAP *
S01		1005 Carlisle SE	Albuquerque	4	1962	\$ 310,000	\$ 312,500	2/15/2024	\$ 78,125	\$ 125	\$545	11.95	4.8%
S02		8409 Trumbull SE	Albuquerque	4	1972	\$ 379,000	\$ 340,000	11/8/2023	\$ 85,000	\$ 113	\$614	11.54	4.9%
S03		126 Rhode Island SE	Albuquerque	4	1980	\$ 342,500	\$ 342,500	10/18/2023	\$ 85,625	\$ 114	\$811	8.80	6.5%
S04		3410 Crest SE	Albuquerque	4	1951	\$ 349,000	\$ 349,000	1/5/2024	\$ 87,250	\$ 186	\$921	7.89	7.2%
S05		647 Mesilla SE	Albuquerque	4	1951	\$ 357,500	\$ 357,500	5/29/2024	\$ 89,375	\$ 149			
S06		404 Rainbow Court SE	Albuquerque	4	1979	\$ 410,000	\$ 400,000	5/6/2024	\$ 100,000	\$ 102	\$700	11.90	4.8%
S07		3418 Ross SE	Albuquerque	4	1997	\$ 429,000	\$ 435,000	9/2/2023	\$ 108,750	\$ 112	\$718	12.62	4.5%
S08		545 Palomas SE	Albuquerque	4	1963	\$ 499,000	\$ 450,000	5/28/2024	\$ 112,500	\$ 123	\$1,150	8.15	7.0%
S09	eller RE(401	Georgia SE	Albuquerque	4	1980	\$ 486,614	\$ 486,614	4/12/2024	\$ 121,654	\$ 160	\$1,200	8.45	6.7%
S10		801 Ortiz SE	Albuquerque	4	1952	\$ 550,000	\$ 425,000	8/29/2024	\$ 106,250	\$ 174			
S11		510 Mesilla SE	Albuquerque	4	1960	\$ 449,114	PENDING		\$ 112,279	\$ 150	\$890	10.52	6.3%
S12		423 Princeton SE	Albuquerque	4	1940	\$ 508,245	\$ 472,920	7/25/2024	\$ 118,230	\$ 151	\$975	10.11	5.6%

Average SOLD						\$ 422,498	\$ 401,679		\$ 100,420	\$138	\$852	10.19	5.8%
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*imputed @ 5% vac, 40% exp

Subject Property	512 Mesilla St SE, Albuquerque, NM 87108	4				\$ 433,651			\$ 108,413	\$145	\$906	9.97	6.5%
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Average of Comparable SOLD applied to subject property

Average Rent for Sales =

\$/unit

\$100,420

\$ 401,679

\$/sf

\$ 138.32

\$ 414,974

CAP (Actual)

5.8%

\$ 483,115

GRM (Actual)

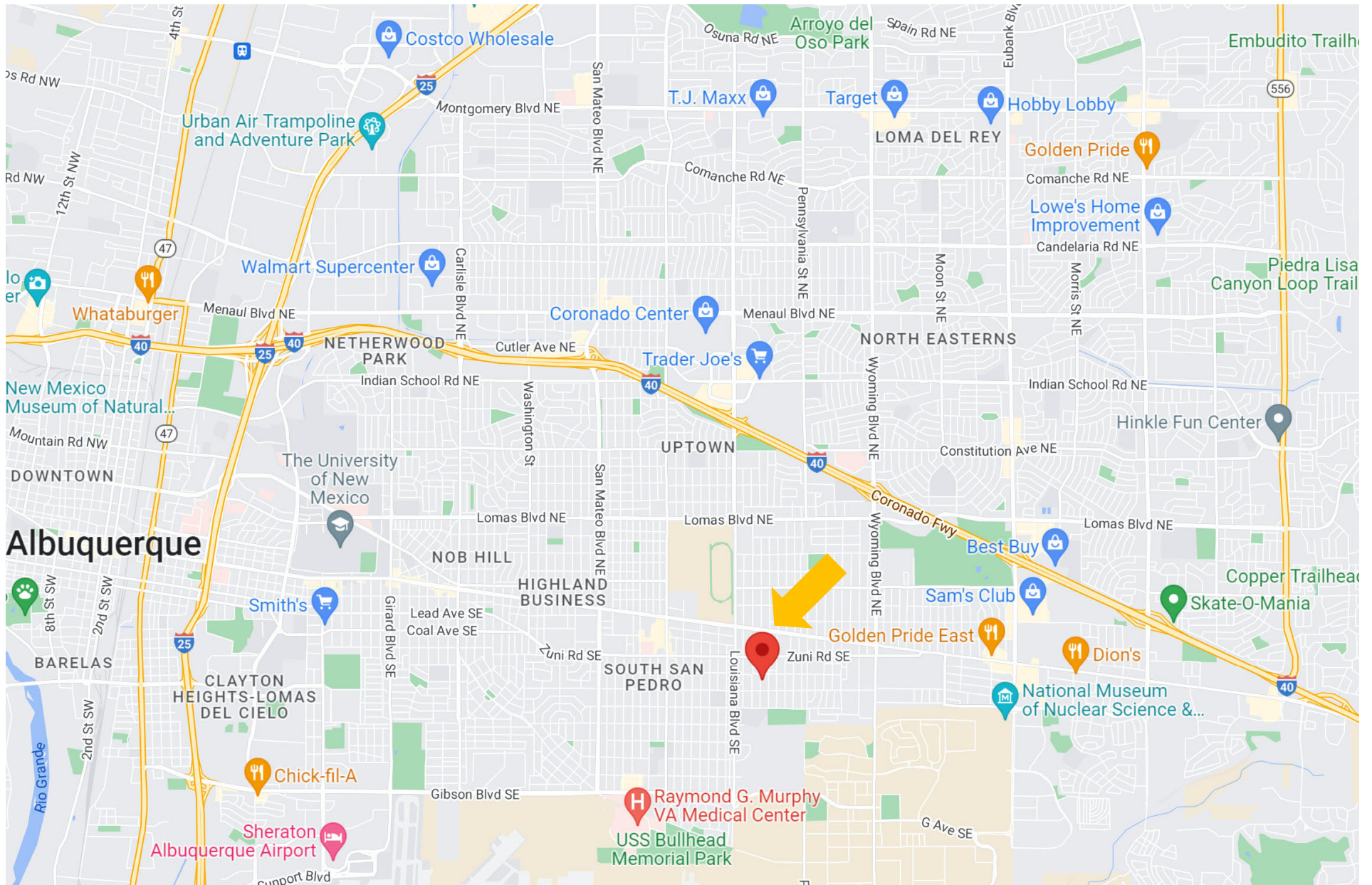
10.19

\$ 421,213

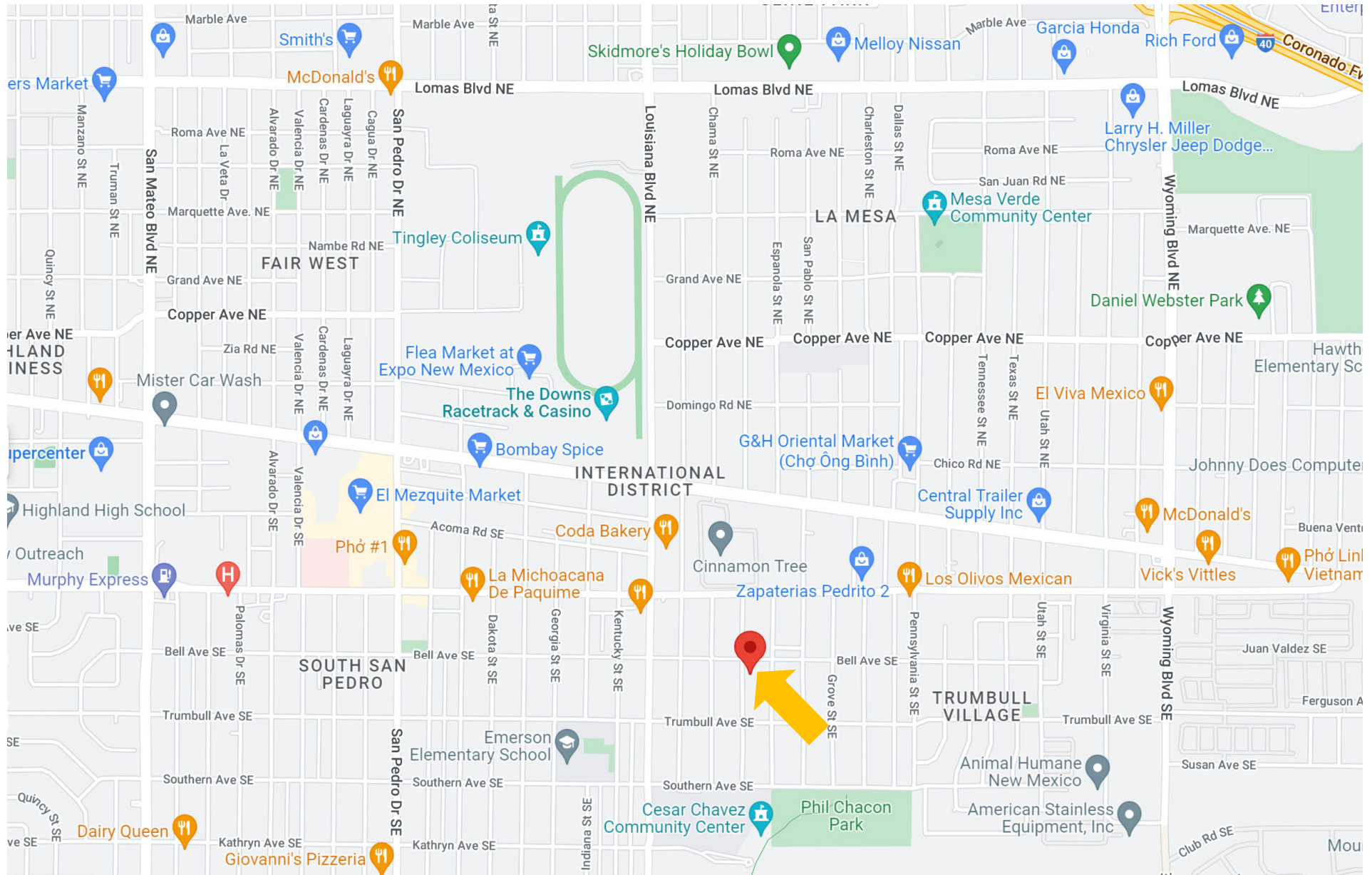
Average=

\$ 430,245

Property Info - Area Map



Property Info - Neighborhood Map



Property Info - GIS

City of Albuquerque Property Report

[Download Property Report \(PDF\)](#)

Platted Parcel Address: 512 MESILLA ST SE
Assessor Parcel Address: 512 MESILLA ST SE
Report Date: 1/25/2023
www.cabq.gov/gis

Bernalillo County Assessor Ownership Data

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

Owner Name: PAULINO JOHN L & MARIA C TRUSTEES PAULINO FAMILY TRUST
Owner Address: 489 BLACK COPPER DR COPPEROPOLIS CA 95228-0000
Uniform Property Code (UPC): 101905610544221316
Tax Year: 2022
Tax District: A1A
Legal Description: * 004 013EMIL MANN ADD
Property Class: R
Document Number: 2021132780 110921 WD - EN
Acres: 0.155

Albuquerque Planning and Zoning Data

Jurisdiction: ALBUQUERQUE
IDO Zone District: [R-ML](#)
IDO District Definition: Multi-family Low Density
Zone Atlas Page: [L-19](#)
Land Use: 01 | Low-density Residential
Lot: 4
Block: 13
Subdivision: EMIL MANN ADDN
[Bernalillo County Planning and Zoning](#)

Neighborhood Associations

City Recognized Neighborhood Associations: [Trumbull Village Association](#)
[Albuquerque Office of Neighborhood Coordination](#)

Services

Police Beat: 336
Area Command: SOUTHEAST
Residential Trash Pickup and Recycling: Wednesday

City Council Districts

City Council District: [6 - Pat Davis](#)
Councilor Email Address: patdavis@cabq.gov
Policy Analyst: Sean Foran
Policy Analyst Email Address: seanforan@cabq.gov
Policy Analyst Phone Number: 505-768-3152

Other Legislative Districts

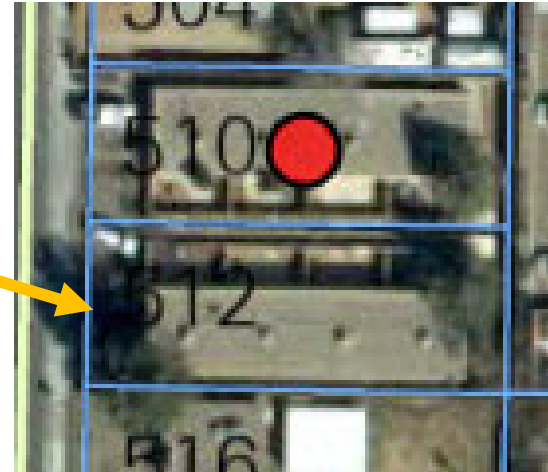
US Congressional District: 1 - Melanie Stansbury
County Commission District: 3 - Adriann Barboa
NM House Of Representatives: 19 - Janelle I Anyanonu
NM Senate: 17 - Mimi Stewart

APS School Service Areas

Elementary School: EMERSON
Middle School: VAN BUREN
High School: HIGHLAND
[Albuquerque Public Schools](#)

FEMA Flood Zone: X

[FEMA Flood Map Service Center](#)



Somewhat Walkable

Some errands can be accomplished on foot.



Some Transit

A few nearby public transportation options.



Bikeable

Some bike infrastructure.

Property Photographs - Exterior - 512 Mesilla



Property Photographs - Interior - 510 Mesilla SE



These photos are of the same property next door that the seller SOLD/ CLOSED in 12/2024 and are included as an example of renovated unit condition.



Property Photographs - Interior - 510 Mesilla SE



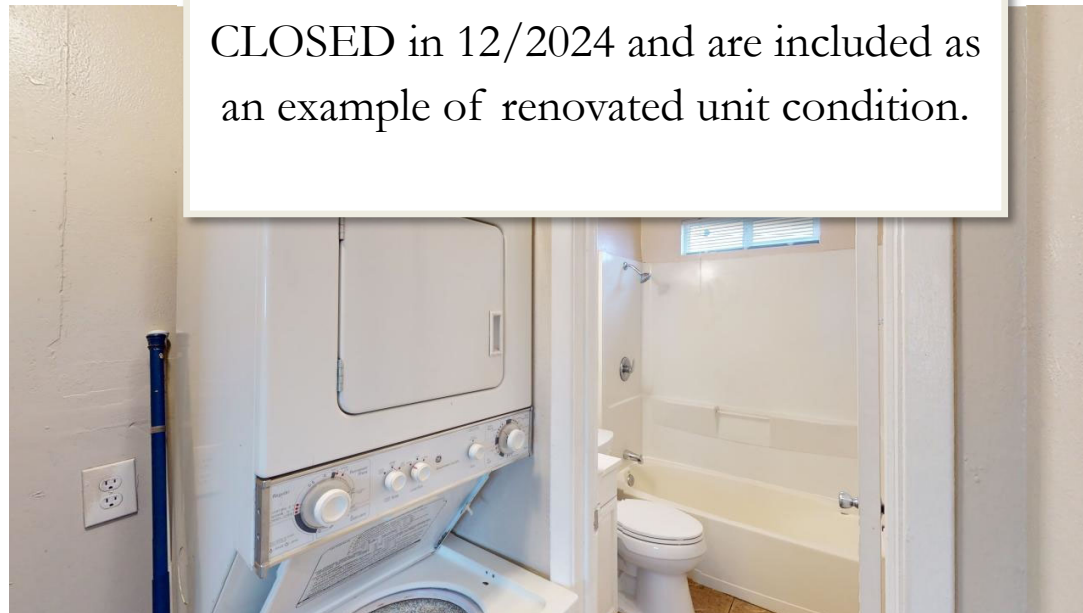
These photos are of the same property next door that the seller SOLD/ CLOSED in 12/2024 and are included as an example of renovated unit condition.



Property Photographs - Interior - 510 Mesilla SE



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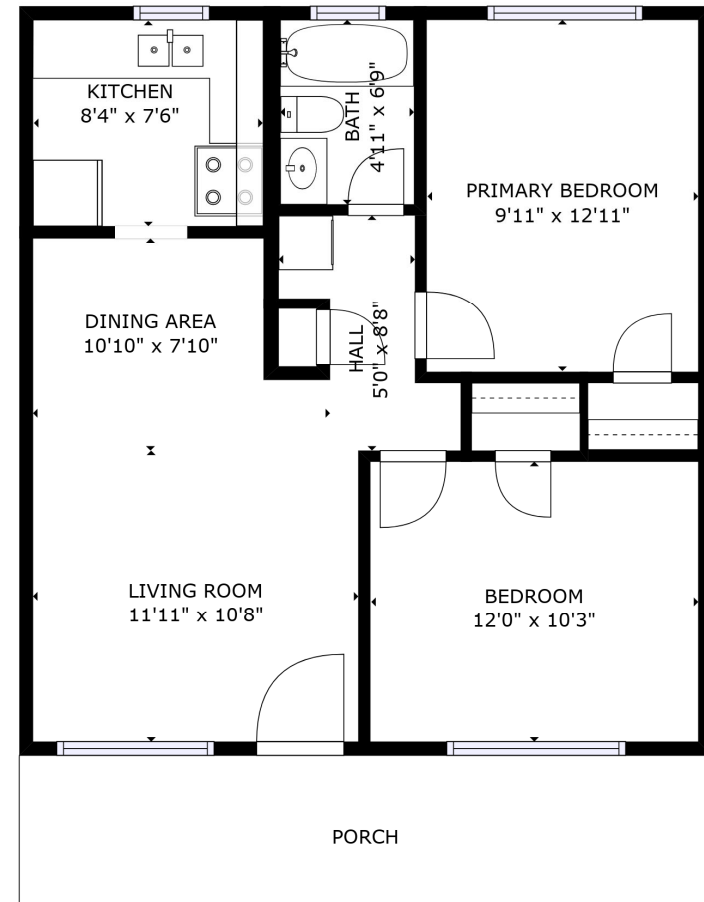


Property Photographs - Floorplan

Virtual Tour: www.nmapartment.com/mesillaUnitC3d



These photos are of the same property next door that the seller SOLD/ CLOSED in 12/2024 and are included as an example of renovated unit condition.

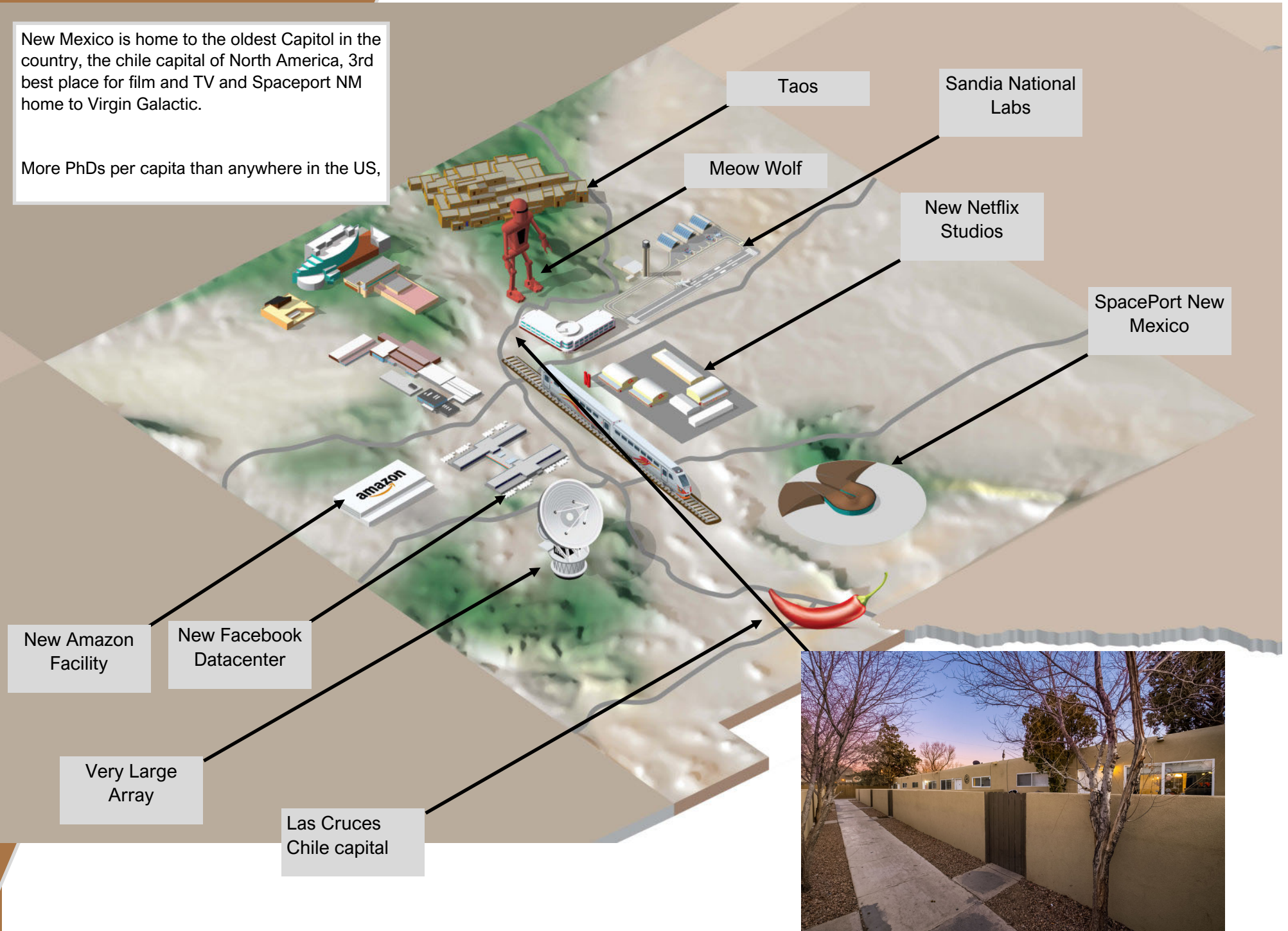


All measurement are approximate

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,



Reasons to invest in Albuquerque, NM

Albuquerque is home to

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



Facebook

Data Center

A



Distribution center under construction—announced 1,000

A

Apple

N



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.

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 36 years. In that time, I have listed/sold over 18,293 units totaling \$874M in over 900 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 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-24775122 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.

To register for additional information and the tour go to:

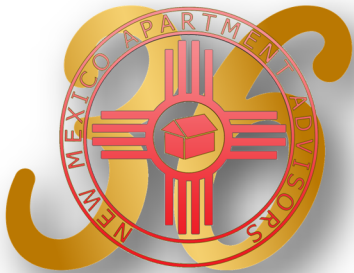
www.nmapartment.com/mesilla

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 has over 36 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 

CEO

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