



February 14th , 2020

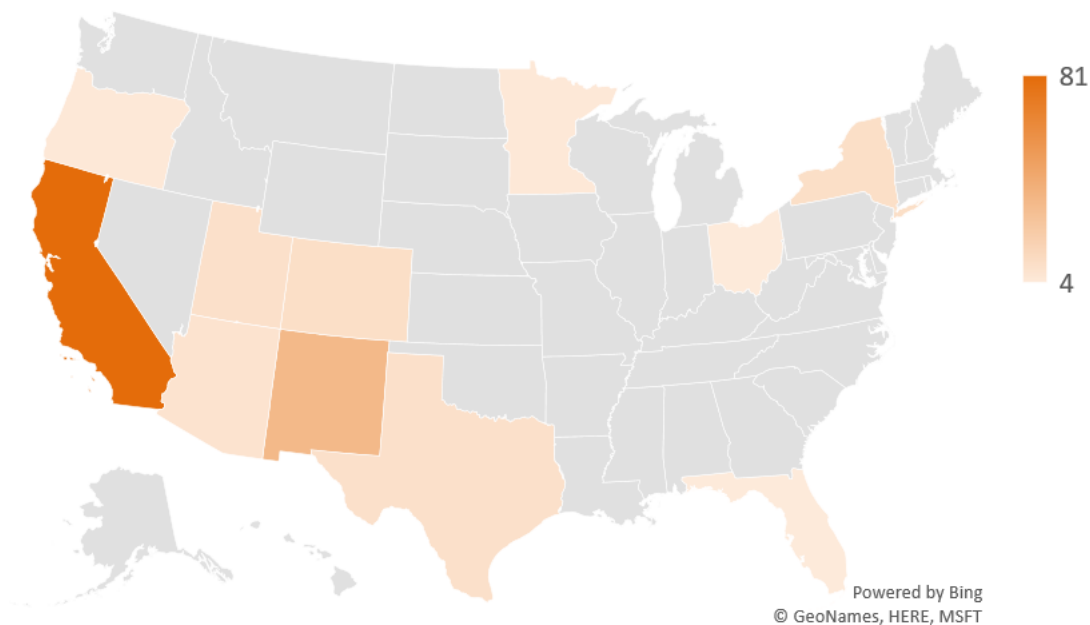
Good morning!

I have a handful of updates for you for February 2020:

Where Buyers are coming from:

We are now tracking 325 active investors in the market, and those that come to our firm are drawn by the detailed, informative and fully complete flyers. The buyers tell us they are amazed at how many deals they have looked at that have little more than the MLS basic info, or at best a two page summary. Most of NM Apartment Advisors marketing materials run somewhere between 15 to 40 pages and include the background story about the market, neighborhood, property with maps, photos, drone shots, financial analysis, comparable sales analysis and information on how to be an effective buyer in this market.

Inbound Apartment Investors by State



Local Millennial investors tap into International Funds

Congratulations to Sam and Cory - long time clients who have just returned from another fund raising trip to Singapore.



Both Sam and Cory received an MBA from INSEAD (a Singapore based graduate business school). Their alma matter ran a nice article on them - www.nmapartment.com/edgeii And their fund raising efforts for the next round of investments. **This article was pushed out to over 330,000 investors!**

Sold/Closed - recent sales

- ✓ 401, 416-422, 14th street SW, 1406 Gold SW, 1313 Silver SW – 22 units – Albuquerque – 1031 investor from CA
- ✓ 4322 Fourth NW – 24 units – mixed use – Albuquerque -1031 investor from ABQ
- ✓ 544 Palomas SE – 4 units – Albuquerque – owner occupant
- ✓ 529 Alvarado SE – fourplex – local all cash investor
- ✓ 2100 Stardust – 52 units – Alamogordo – ABQ investor
- ✓ 1021 Coal SW – 21 units - Hawaiian 1031 investor

Pending – the following properties have recently gone under contract:

- ✓ 201 Manzano NE / 202 Quincy NE – <http://www.nmapartment.com/apt/NMAA-202QuincyNE.pdf>
- ✓ 6005 Fortuna NW – Triplex - <http://www.nmapartment.com/apt/NMAA-Fortuna6605NW.pdf>
- ✓ 11th/Silver - <http://www.nmapartment.com/apt/NMAA-1022SilverSW.pdf>
- ✓ 1018 Silver SW – 10 units + 5 bedroom house - <http://www.nmapartment.com/apt/NMAA-1022SilverSW.pdf>
- ✓ 3409 Tulane NE – 10 units - <http://www.nmapartment.com/apt/NMAA-Tulane3409NE.pdf>
- ✓ 834 Griegos NW – 5 units - <http://www.nmapartment.com/apt/NMAA-834GriegosNW.pdf>
- ✓ 8600 Zuni SE – 25 units - <http://www.nmapartment.com/apt/NMAA-Zuni8600SE.pdf>
- ✓ 1116-1200 Ortiz SE – 44 units - <http://www.nmapartment.com/apt/NMAA-Ortiz1200SE.pdf>
- ✓ 917 Amherst SE - <http://www.nmapartment.com/apt/NMAA-amhe917se.pdf>

Coming Soon

7524 2nd NW – 12 units at \$540,000- will go to market later this week

4416 Marble NE – 6 units at \$525,000- will go to market later this week

The Q portfolio now available as a portfolio – <http://www.nmapartment.com/apt/Q.pdf> or individually –

40 units - 424 Jefferson NE - \$5,836,610 - <http://www.nmapartment.com/apt/QNHJ.pdf>

37 units - 4805 Marquette NE - \$5,805,519 - <http://www.nmapartment.com/apt/QNHM.pdf>

or both together (they adjoin at the corner) 77 units for \$11,640,014 -

<http://www.nmapartment.com/apt/QNH.pdf>

1920 Vassar NE – 32 units - \$5,732,083 - <http://www.nmapartment.com/apt/QNVN.pdf>

7801 Marble NE – 22 units - \$4,223,602 - <http://www.nmapartment.com/apt/QUptown.pdf>

Invites/Save the date

If someone made a \$130,000,000 investment in your community that encouraged others to develop \$1,000,000,000 in new real estate – wouldn't you want to celebrate it?

Come help us turn the story and learn more about the intersection between transportation, the new IDO zoning and view some of the newest developments on the corridor.



Register here - <https://newmexico.uli.org/events/detail/0FA31E0E-E75A-4F96-8E56-B50D85AC9D5D/>

. This event will run on Thursday, March 5th, from 4pm to 6pm. (NMAA clients let us know when you sign up and we will reimburse you for the cost).

Finally, we are looking at repricing listing inventory (your property)- we want to make sure we capture every dollar of value for you from increased rents, cap rate compressions, etc. When you have a chance - if you could send us your most recent rent roll and end of the year profit and loss statements, we will update the APOD and flyers for your property for this year.

Additional good new stories can be found below my signature line. I am really excited about 2020 and getting your property **SOLD**.

Sincerely,

Todd Clarke CCIM
CEO
NM Apartment Advisors

FILM-FRIENDLY



COURTESY OF NETFLIX

Director Vince Gilligan films a scene on location for “El Camino: A Breaking Bad Movie.”

ABQ ranks No. 1, Santa Fe No. 3 in MovieMaker list



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BY ADRIAN GOMEZ
JOURNAL ARTS EDITOR

New Mexico continues its run as being a hot spot for film. Albuquerque tops the list for the second year in a row for big cities in MovieMaker’s annual list of “best places to live and work as a moviemaker.”

Santa Fe places at No. 3 for small cities and towns.

Albuquerque has been ranked No. 1 in the list three times, the first time in 2010. The city has made the list since 2007, but it fell out of the top 10 in 2013, with a No. 11 ranking.

The list is compiled by looking at each city’s film



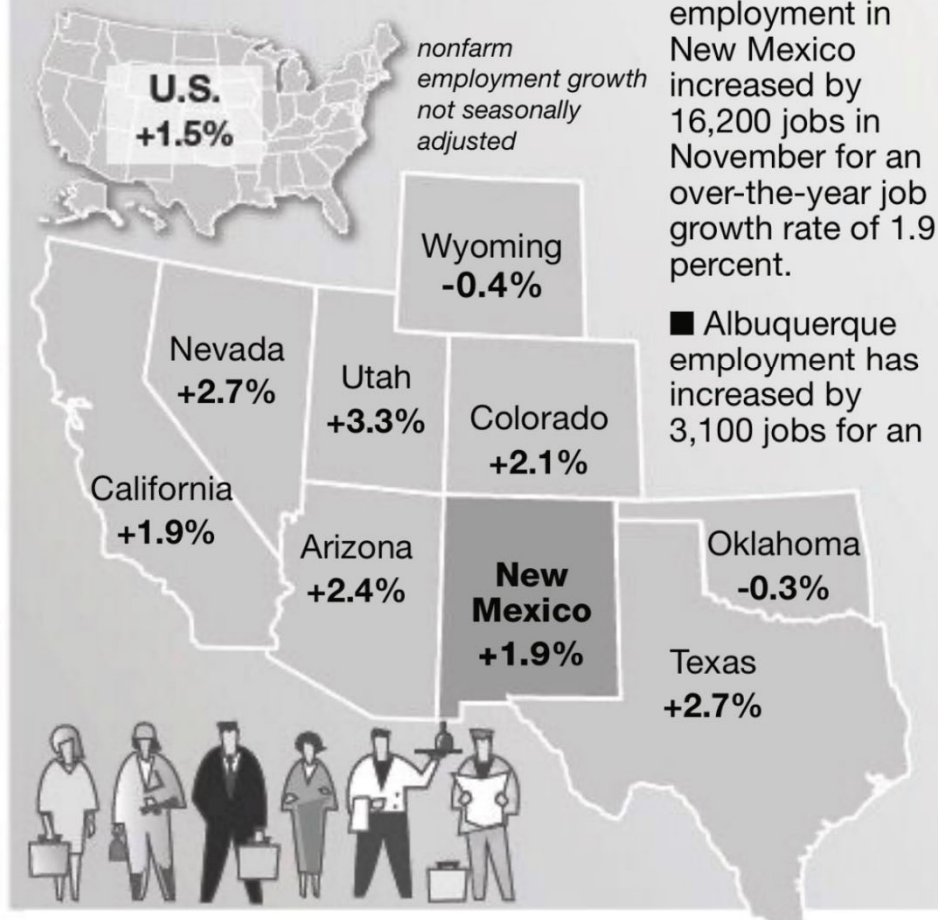
Coming Sunday

The Journal takes a look inside the growing film industry in a special section, Frame by Frame

See **ABQ** >> **A3**

REGIONAL EMPLOYMENT GROWTH

Nov. 2019 over Nov. 2018



Employment Highlights

■ Nonfarm wage and salary employment in New Mexico increased by 16,200 jobs in November for an over-the-year job growth rate of 1.9 percent.

■ Albuquerque employment has increased by 3,100 jobs for an

over-the-year job growth rate of 0.8 percent.

■ Las Cruces employment has increased by 500 jobs for an over-the-year job growth rate of 0.7 percent.

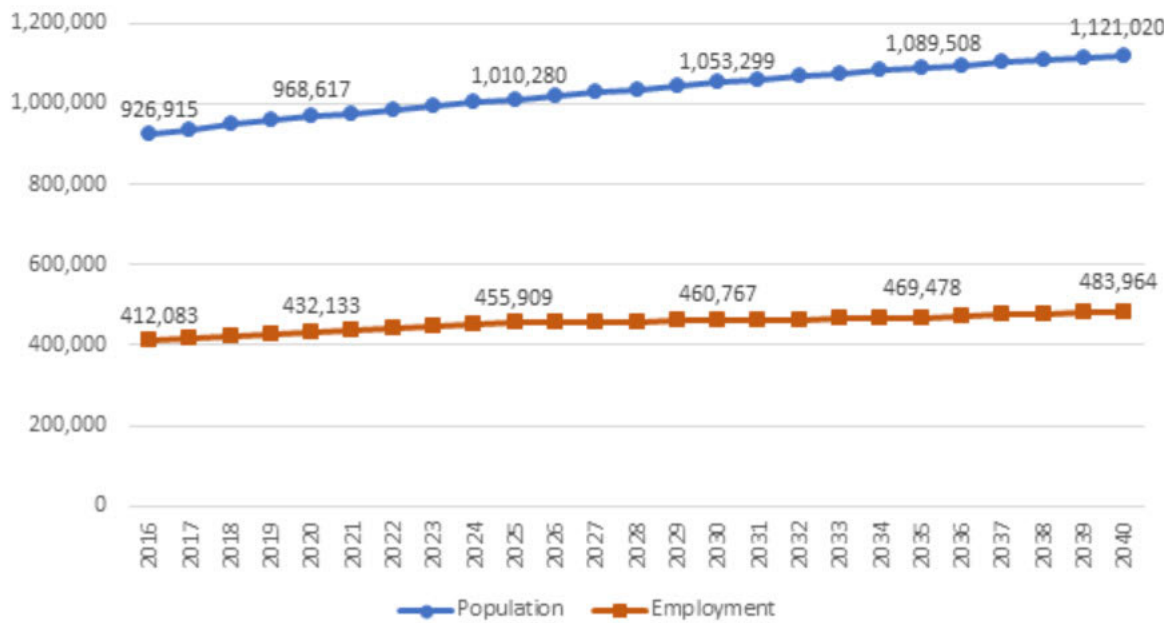
■ Nonfarm employment has increased by 0.2 percent in the Santa Fe area, representing a gain of 100 jobs.

■ Nonfarm employment in the Farmington area remained unchanged.

SOURCE: New Mexico Department of Workforce Solutions

JOURNAL

Population and Employment Forecast in the MRCOG Region: 2016 - 2040





EDDIE MOORE/JOURNAL

Workers stand on the roof of a home in one of several subdivisions being built in southeast Carlsbad in September. Housing is being built in the area to accommodate people moving to Carlsbad for energy industry jobs.

Strong growth

State added nearly 15,000 jobs last year

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BY STEPHEN HAMWAY
JOURNAL STAFF WRITER

New Mexico added nearly 15,000 public- and private-sector jobs in 2019, according to new numbers from the New Mexico Department of Workforce Solutions.

The state labor department released its preliminary employment report for December on Friday, which showed that the state added 14,800 jobs over the previous 12 months. The report also said New Mexico's seasonally adjusted unemployment rate stood at 4.7% in December, down from 5.0% 12 months earlier.

Workforce Solutions Secretary Bill McCamley said New Mexico ranked among the top 10 states in the nation for job growth for six consecutive months in 2019, a sign that the state's long-running economic problems may be in the rearview mirror.

"More and more people are seeing the wonderful quality of life in New Mexico," McCamley told the Journal.

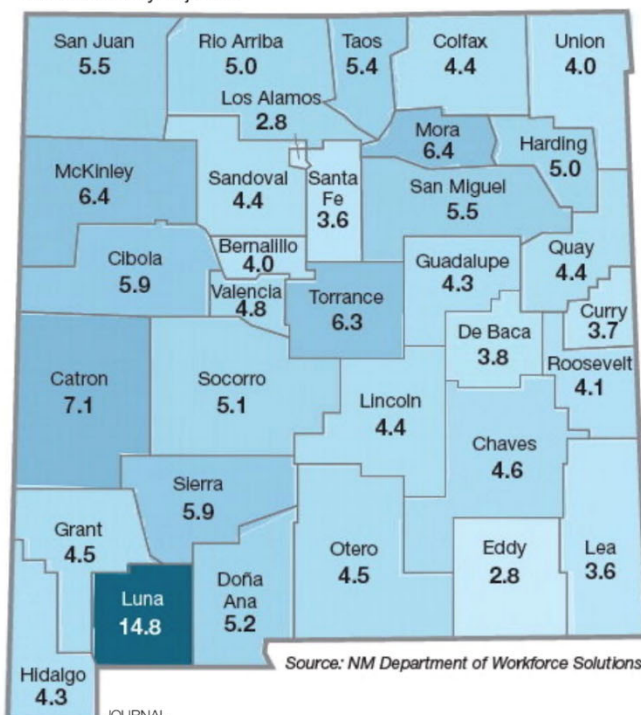
The mining and construction sector, which includes New Mexico's booming oil and gas industry, added 5,500 jobs in 2019, a 7.5% increase over that period. Much of the job growth was concentrated in the construction subsector, which grew by more than 10%.

McCamley credited broad-based economic growth for helping to spur the state's construction industry.

Additionally, the state's health care and social assistance subsector added 3,500 jobs in 2019, while the

County Unemployment Rates, November 2019

Not seasonally adjusted



Source: NM Department of Workforce Solutions

ALBUQUERQUE INTERNATIONAL SUNPORT

December 2019 over December 2018

The Albuquerque International Sunport handled 460,586 passengers during December of 2019, a 6.9% increase from the 431,025 passengers during December of 2018.



AIRLINE	December numbers	Change from 2018
1. Southwest Airlines	234,602	+9.0%
2. American Airlines	100,121	+13.1%
3. Delta Air Lines	49,236	+20.7%
4. United Airlines	47,743	+4.2%
5. Alaska Airlines	12,080	-47.5%
6. JetBlue Airways	6,920	unchanged
7. Allegiant Air	5,218	+19.1%
8. Frontier Airlines	3,041	-15.9%
9. Boutique Air	564	-45.8%

Source: City of Albuquerque Aviation Department

SUNPORT PASSENGERS

Fiscal year to date
2,897,862

Previous fiscal year to date
2,688,944

Change
+.7.8%

NOTE: Monthly totals include charter companies that are not individually listed in the monthly report.

JOURNAL