

Good afternoon!

I had a number of general market updates and industry focused events for you that I wanted to share with you today including:

The amount of investor interest, as evidenced by downloaded flyers, has almost doubled since last summer, with an average of 59 investors per property per month. The largest share of traffic continues to be the NM Apartment Advisor website at 41% of all traffic, followed by national MLS Loopnet at 24%, followed by local residential MLS - SWMLS at 19%.

I am continuing to see a steady influx of investors, and the sweet spot for product appears to be in the \$2.0M to \$4.5M range for out of state 1031 investors and any well located fourplexes. Midsized apartments in fringe areas continue to garner interest, but not quite enough to make for the kind of heating up we have seen in other parts of the apartment market. I have attached the "is now a good time to buy" infographic that I use with incoming investors to explain where we are in the market cycle.

Additional Income and value through vacation rentals

Have you considered turning a unit or two into a VRBO or AirBnB rental? Curious as to the process and potential? Please do not miss the annual Apartment Association Market Outlook - this Thursday at 11:30 - where we will have case studies, best practices, and the potential impact on values. You can register for this luncheon at

<https://www.aanm.org/events/market-outlook-2017>

The Chinese (investors) are coming

The (mainland) Chinese are coming - on October 2nd-5th, **150 Chinese investors** will be in our market for a deal making session and 3 day education program. The Realtor family (RANM, CARNM, GAAR and NAIOP) has put up over \$40,000 to sponsor this event and help promote properties to these investors. Mark Lautman (noted author, and the maestro behind Rio Rancho's phenomenal growth between 1980 to 2000, making it the fastest growing small city in the country), is orchestrating this event and it represents over half a dozen years of his team's efforts to bring qualified mainland Chinese investors to our market.

If your property is currently listed, it will be featured to these investors as they will be able to access any apartment investment listing that is currently in an NM MLS system (if you have a listing with NM Apartment Advisors Inc., you are in 2 to 4 MLS systems depending on geography). **If you have another property you would like to have included, it needs to be in the MLS system by 9/27, which means I need to have a signed listing by 9/20.**

ART/Housing

Did you know there is a connection between proximity to public

transportation and higher than average rental rates? If not, you might want to attend the ART/Housing tour tentatively scheduled for October 11th, 2017. Our goal is to test out the new ART bus, and see a half dozen new apartment housing communities that benefit from proximity to the new ART line. An extended virtual tour of properties along the Route 66/ART corridor will also be showcased at this event. **I hope to be sending you details and a registration link on this event next week.**

The next apartment property tour is scheduled for this **Wednesday at noon at 1701 Girard SE** - the owner of this property has done an amazing job in upkeep in the 39 years of her ownership - if you would like to attend the tour and see what kind of turn out the market is generating, please register at www.nmapartment.com/girard

Elections and Sick Leave ordinance

I don't normally dive into politics with clients, but since so many of us have a small business (manager, leasing agent, maintenance staff, etc.) I did want to share with you the attached legal opinion that covers the changes that you as HR director will need to implement if the sick leave act is passed in the October 3rd, city election.

Santa Fe

Interested in what is going on with **Santa Fe Multifamily Housing**? The Santa Fe Association of Realtors is hosting a seminar on the latest and greatest on September 28th, 2017. That will include an update on my latest research on the 3,500 units of demand that Santa Fe has for more apartments.

Emerging Trends 2018 - save the date

The NM Chapter of the Urban Land Institute will be releasing its global report on real estate trends and cycles at its annual luncheon on Thursday, November 2nd, 2017. Registration has not opened up yet, but I will send you more info when it becomes available.

I hope you have a great week!

Thanks,

Todd Clarke CCIM

CEO

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